

Domo Business – São Bernardo do Campo/SP



**November 16th
2022**

**3Q22
Results**

❖ Executive Summary

❖ Launch

❖ Listing Anniversary

❖ Financial and Operating Results

Sales Performance

Inventory

SG&A

Debts not subjected to the Reorganization Plan

Debts subjected to the Reorganization Plan

Deleveraging

Income Statement



Corcovado
Rio de Janeiro/RJ

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Executive Summary

3Q22 Highlights



3Q22 and 9M22 Highlights

Net profit of
R\$279.8 million
in 9M22, compared to a loss of
R\$475.8 million in 9M21

Reduction of
R\$547.6 million (81%)
in Other Obligations and of
R\$343.2 million (5%)
in total liabilities over the 9M22

Positive financial results of
R\$106.4 million
in 9M22

G&A was
reduced by 40%
from 9M22 to 9M21

Selling expenses
reduced by 21%
from 9M22 to 9M21

Since the beginning of the
Company's Reorganization Plan,
debts amortization
totaled
R\$709 million

Subsequent Events

Conclusion of the capital increase
through the conversion of debts
into equity, amounting to of
R\$ 409.7 million

Launching of
ix.Tatuapé
residential development

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+ SEGURANÇA + TECNOLOGIA
+ DIVERSÃO PARA SUA VIDA.

2 E 3 DORMS COM SUÍTE

Rua Adelino de Almeida Castilho, 214

ixincorporadora.com.br

Varanda

Garagem



Information

- Residential - Middle income
- Single tower
- PSV: R\$60mm
- 147 units with parking space
- 2 or 3 bedrooms - suite
- 46 and 57m²
- Full leisure
- São Paulo/SP - Tatuapé



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Listing Anniversary on B3 15 years

- ❖ In 2022 PDG Realty completed 15 years of listing at B3, in the Novo Mercado segment. To celebrate this moment, the Company was invited to an event held at the B3 headquarters.



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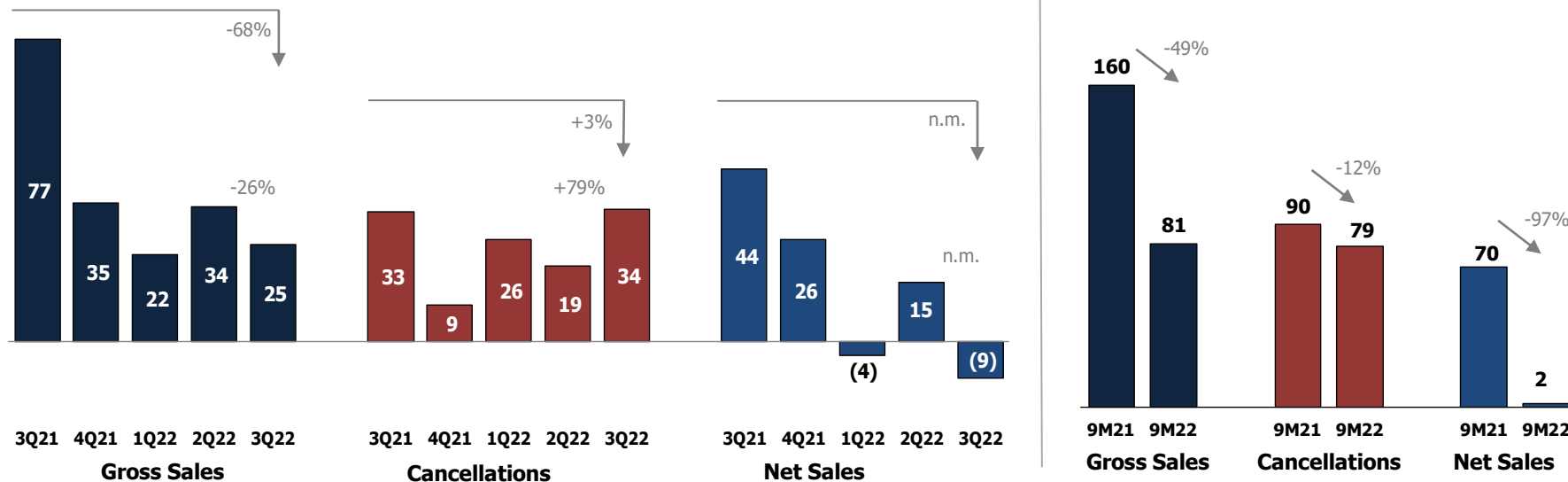
Corcovado
Rio de Janeiro/RJ

Financial and Operational Results

Sales Performance



Gross Sales, Cancellations and Net Sales - R\$ million



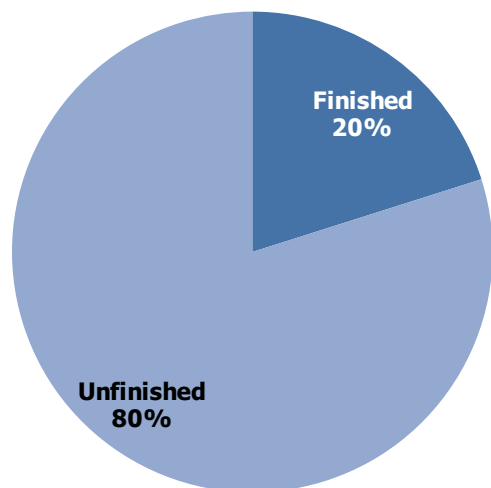
- ✦ In 3Q22 gross sales totaled R\$25 million, a 68% decrease over 3Q21. Year-to-date gross sales totaled R\$81 million, a 49% decrease over 9M21. This result, despite the reduction, is in line with the target established for the year. The focus on the sale of units that generates free cash inflow remains unchanged.
- ✦ During 3Q22 cancellations amounted to R\$34 million, 3% higher than in 3Q21. It totaled R\$79 million in 9M22, 12% lower than 9M21. The cancellations are an important way to increase units available for sale.
- ✦ Net sales were negative in 3Q22 and totaled R\$11 million year-to-date. The main sales driver for the Company is gross sales, considering that part of the material for sale, in addition to inventory, comes from the cancellations that do not impact cash flow.

Financial and Operational Results

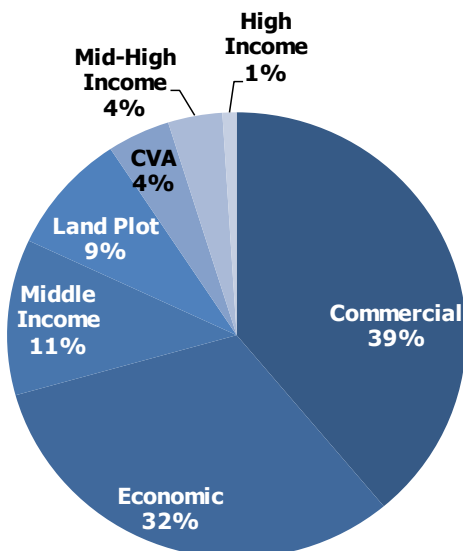
Inventory



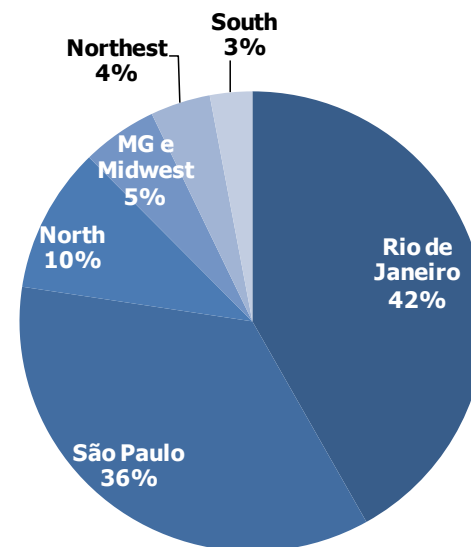
Inventory by status of conclusion
% of PSV



Finished inventory by product
% of PSV



Finished inventory by region
% of PSV

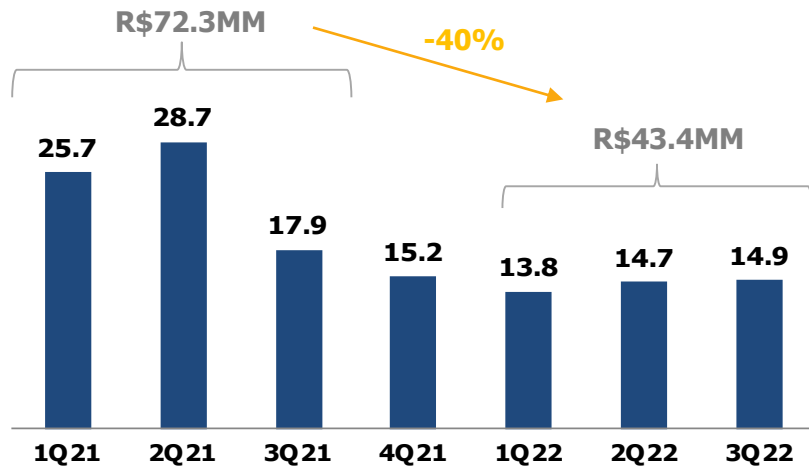


- ✦ The Company's total inventory at market value at the end of 3Q22 was R\$1,274 million. Of this amount, 20% of the inventory (R\$256 million) is finished.
- ✦ Details of the finished inventory:
 - 78% is in São Paulo and Rio de Janeiro;
 - 48% is concentrated in residential products (excluding CVA, land plots and commercial);
 - 99% is concentrated in projects with sales range between 61% and 99%.

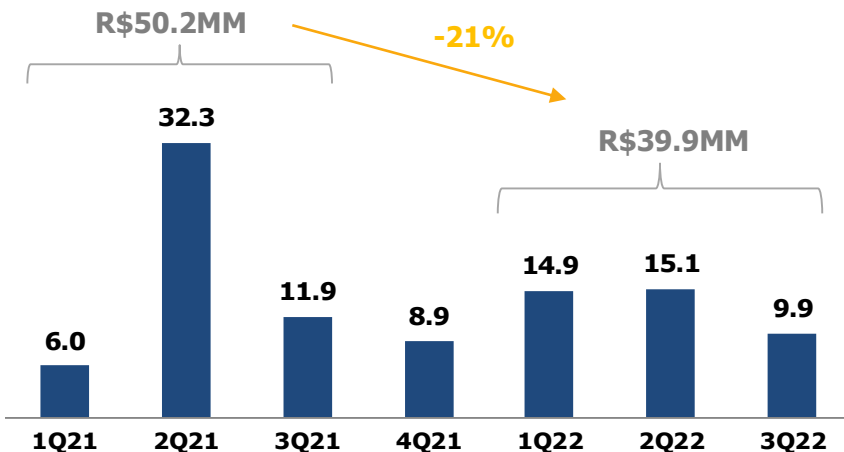
Financial and Operational Results

Selling, General & Administrative Expenses

G&A



Selling expenses



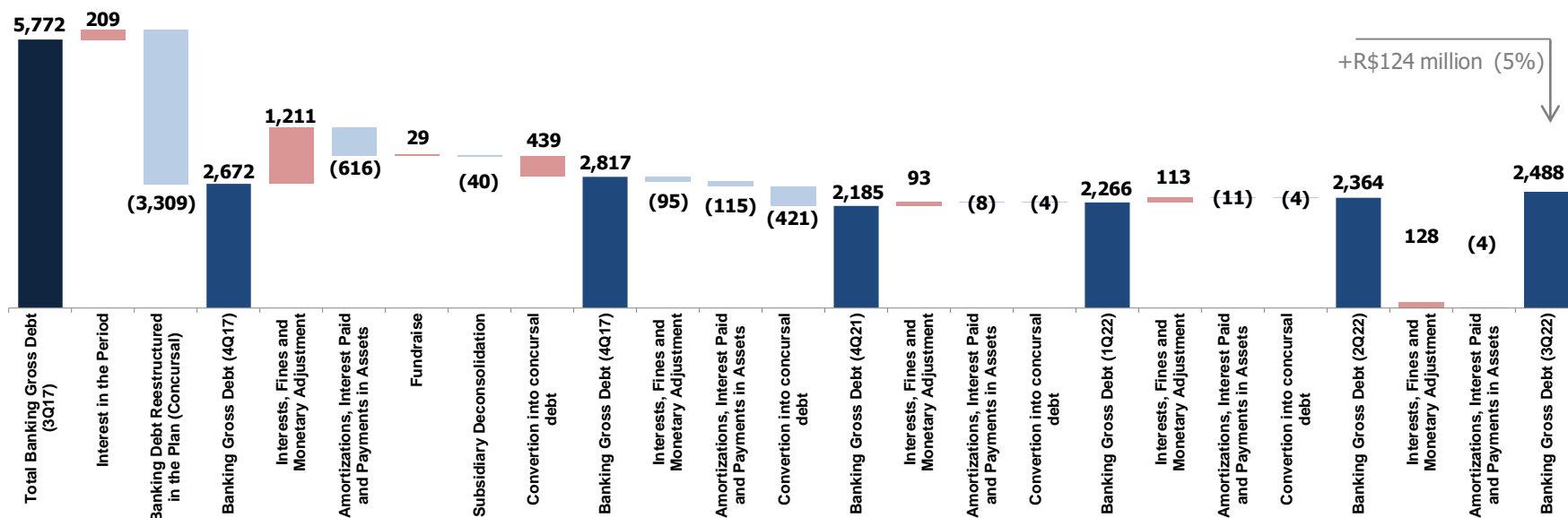
- General and Administrative Expenses were reduced by 17% quarter-on-quarter and 40% in year-over-year. The reduction was mainly due to lower expenses with legal and financial consulting.
- Commercial expenses were reduced by 17% quarter-on-quarter and 21% in 9M22 versus 9M21. The reduction was mainly due to the lower carrying costs of the units in stock.
- As a result, general and administrative expenses, added to commercial expenses (SG&A), were reduced by 17% on a quarter-on-quarter comparison and 40% on a 9M22 to 9M21 comparison.
- We ended 3Q22 with a total of 145 employees.

Financial and Operational Results

Indebtedness (Extraconcursal)



Indebtedness (Extraconcursal) Variation – R\$ million



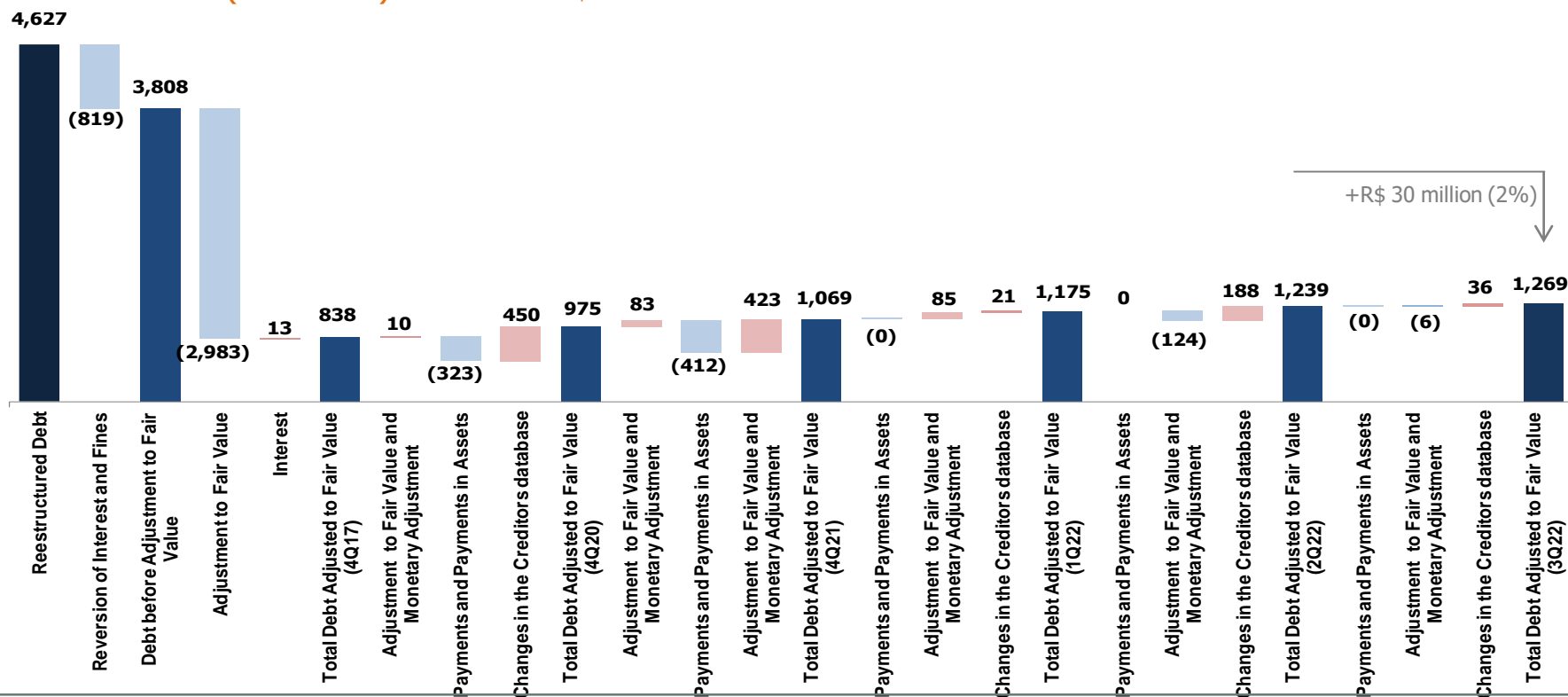
- ✦ The gross debt increased by R\$124 million (5%) during the 3Q22 and 14% year-to-date. This increase was mainly due to interest accrued in the period.
- ✦ Considering the 4% increase in cash and cash equivalents, net debt increased by R\$120 million (5%) during the quarter.

Financial and Operational Results

Indebtedness (Concursal)



Indebtedness (Concursal) Variation – R\$ million

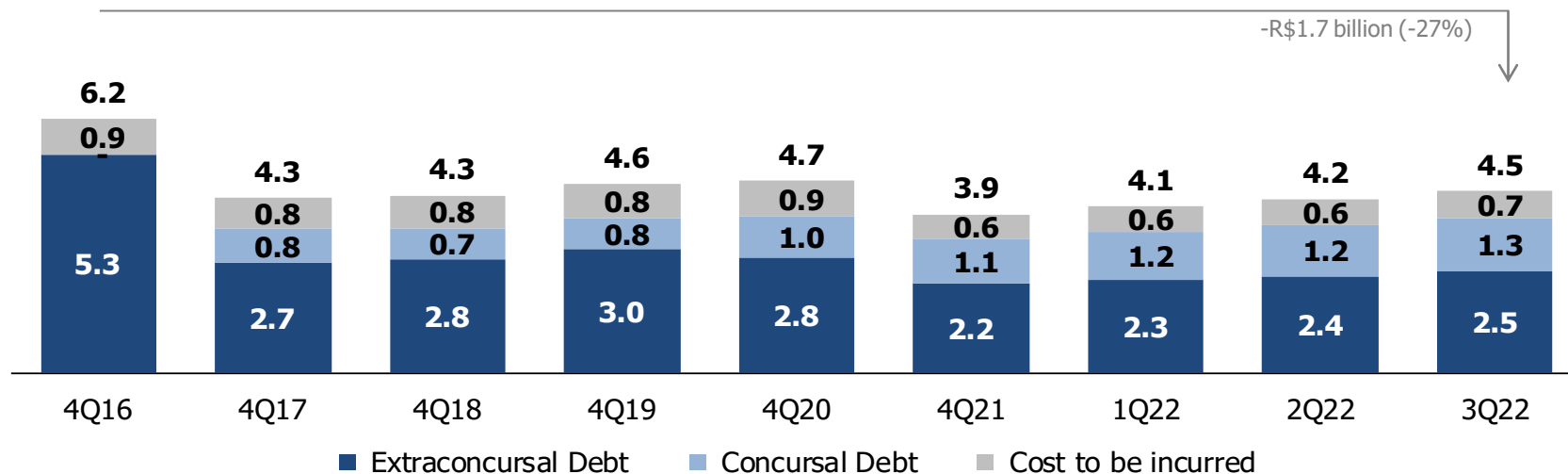


- ❖ The concursal debt increased by R\$30 million (2%) during the 3Q22 and 19% year-to-date. This increase was mainly due to new credits qualifying for judicial reorganization.
- ❖ In total, considering the capital increase, the payments and payments in assets, the company has already amortized R\$709 million of concursal debts.

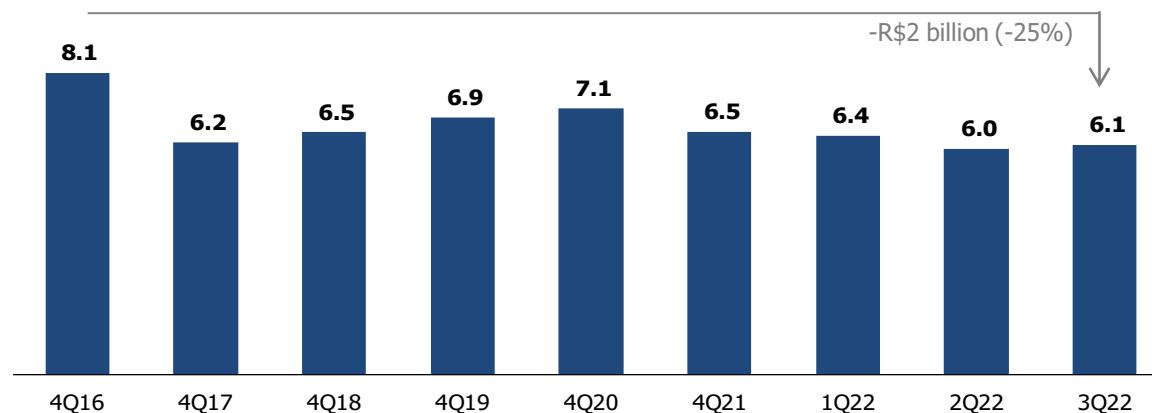
Financial and Operational Results

Deleveraging

Extended leverage – R\$ billion



Total liabilities – R\$ billion



Financial and Operational Results

Income Statement

INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER			YTD		
	3Q22	3Q21	(%) Var.	9M21	9M20	(%) Var.
Operating Gross Revenue						
Real Estate Sales	32,055	110,675	-68%	90,902	346,960	-74%
Other Operating Revenues	(1,204)	32,362	n.m.	1,844	(633)	n.m.
(-) Revenues Deduction	(7,106)	(3,522)	102%	(18,532)	(10,518)	76%
Operating Net Revenue	23,745	139,515	-83%	74,214	335,809	-78%
Cost of Sold Units	(21,156)	(92,305)	-77%	(69,651)	(260,628)	-73%
Interest Expenses	(800)	(2,749)	-71%	(2,628)	(17,540)	-85%
Cost of sold properties	(21,956)	(95,054)	-77%	(72,279)	(278,168)	-74%
Gross Income (loss)	1,789	44,461	-96%	1,935	57,641	-97%
Gross margin	7.5%	31.9%	-24.4 pp	2.6%	17.2%	-14.6 pp
Adjusted gross margin ⁽¹⁾	10.9%	33.8%	-22.9 pp	6.1%	22.4%	-16.3 pp
Operating Revenues (expenses):						
Equity Income	1,346	1,196	-69%	972	(22)	n.m.
General and Administrative	(14,920)	(17,930)	-39%	(43,262)	(72,386)	-40%
Commercial	(9,900)	(11,906)	-25%	(39,861)	(50,247)	-21%
Taxes	(2,724)	(4,476)	n.m.	(11,098)	(5,735)	94%
Depreciation & Amortization	(180)	(198)	28%	(555)	(498)	11%
Other	31,230	17,955	28%	(6,849)	(107,352)	-94%
Financial Result	(116,277)	66,201	n.m.	106,385	(382,109)	n.m.
Total operating revenues (expenses)	(111,425)	50,842	n.m.	5,732	(618,349)	n.m.
Income before taxes	(109,636)	95,303	n.m.	7,667	(560,708)	n.m.
Income Taxes and Social Contribution	(9,795)	(58,425)	n.m.	268,803	92,704	n.m.
Income before minority stake	(119,431)	36,878	n.m.	276,470	(468,004)	n.m.
Minority interest	2,333	(7,859)	n.m.	3,438	(7,881)	n.m.
Net Income (loss)	(117,098)	29,019	n.m.	279,908	(475,885)	n.m.
Net margin	-493.1%	20.8%	-513.9 pp	377.2%	-141.7%	518.9 pp

(1) Adjusted by interest expenses in cost of sold units and recognition of goodwill



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**3Q22
Results**