



**August 14th  
2023**

**Conference Call  
2Q23 and  
6M23**

**ix. Tatuapé**

## ❖ Executive Summary

## ❖ Financial and Operating Results

Sales Performance

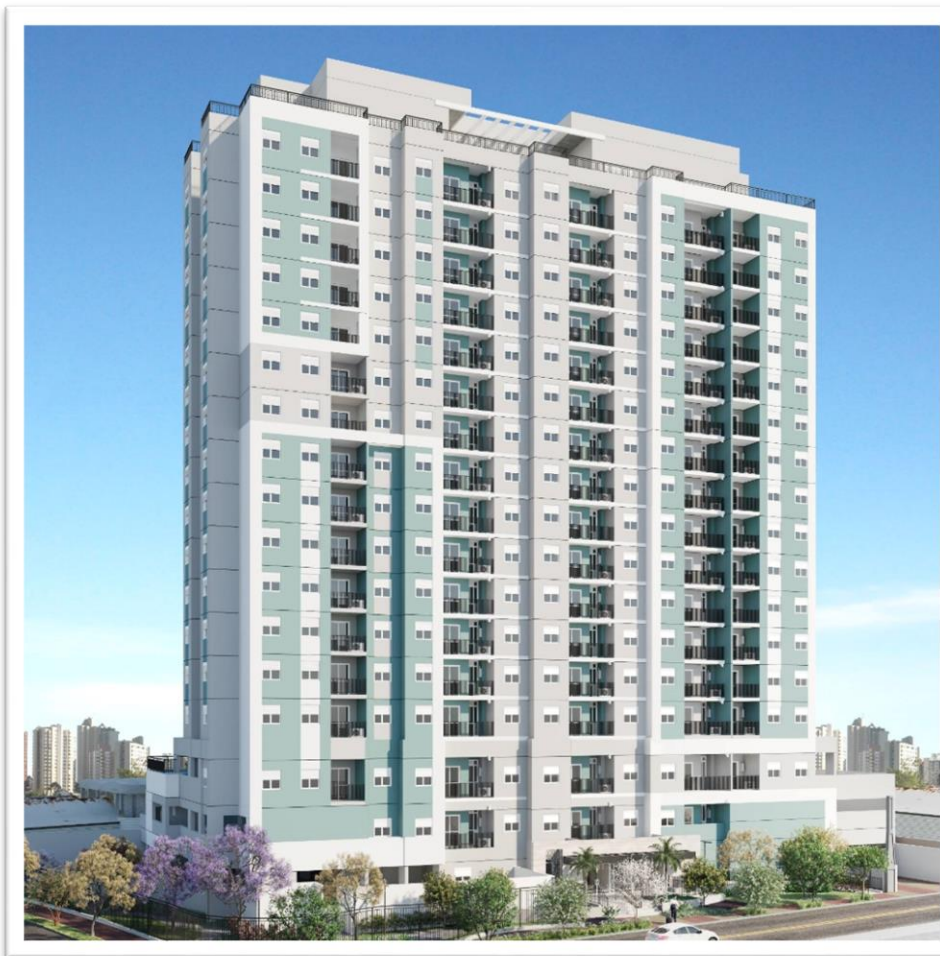
Inventory

SG&A

Indebtedness

Deleveraging

Income Statement





## ❖ **Executive Summary**

## ❖ **Financial and Operating Results**

Sales Performance

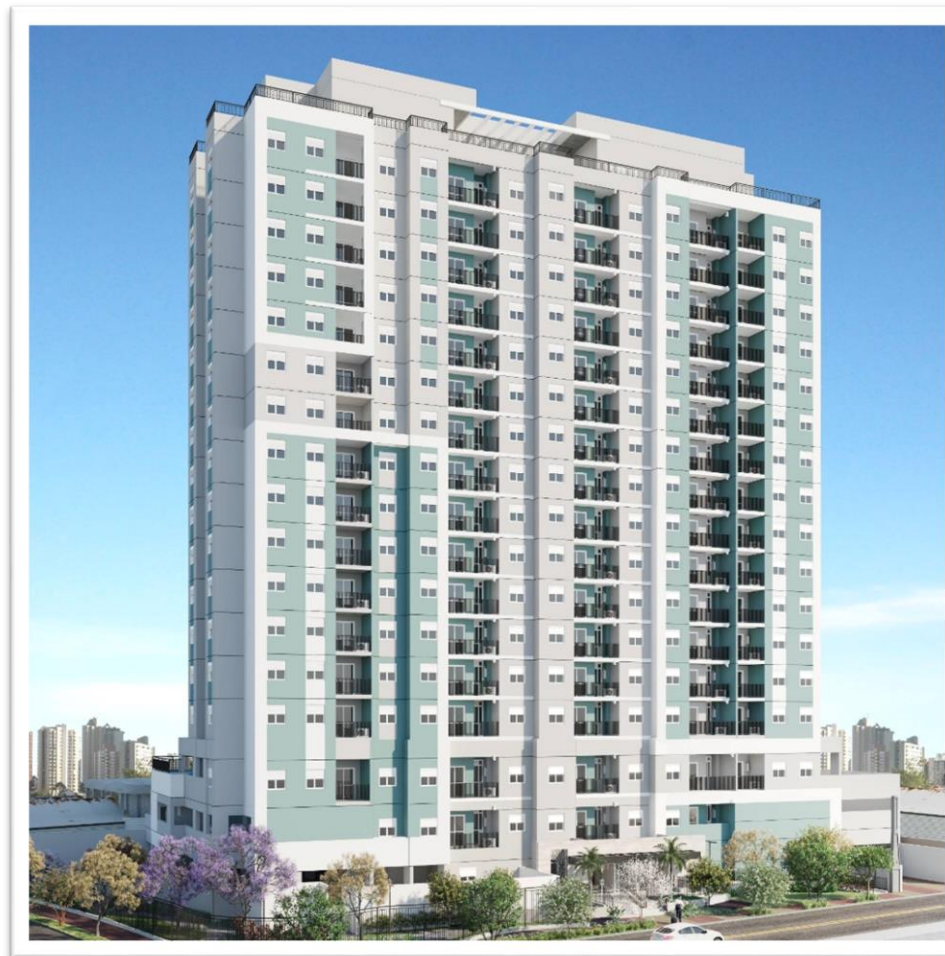
Inventory

SG&A

Indebtedness

Deleveraging

Income Statement





### **Acquisition of a land plot**

in the south zone of São Paulo

### **Sales over Supply of Launches**

totalled **10.5%** in 2Q23

### **Adjusted Gross Profit**

**R\$20.6 million** in 2Q23 and  
**R\$21.6 million** in 6M23

### **Cancellations**

**Reduction of 36%**  
6M23 vs. 6M22

### **SG&A**

**Reduction of 9%**  
2Q23 vs. 2Q22

## THE PROJECT

Tatuapé – São Paulo/SP  
Residential – Middle Income  
Land with area of 1.977 m<sup>2</sup>

Single tower  
R\$60mm PSV  
147 units with car parking

46 and 57 m<sup>2</sup>

2 or 3 bedrooms

## STAGE OF CONSTRUCTION



Foundations



Structure



Masonry



Facilities



Internal coating



Finishing



Facade

Painting and  
Finishing

## SIDING AND START OF CONSTRUCTION





# Upcoming launch, scheduled for 4Q23

North Zone of São Paulo

Residential – Middle Income

PSV of approximately R\$100 million





## ❖ Executive Summary

## ❖ Financial and Operating Results

Sales Performance

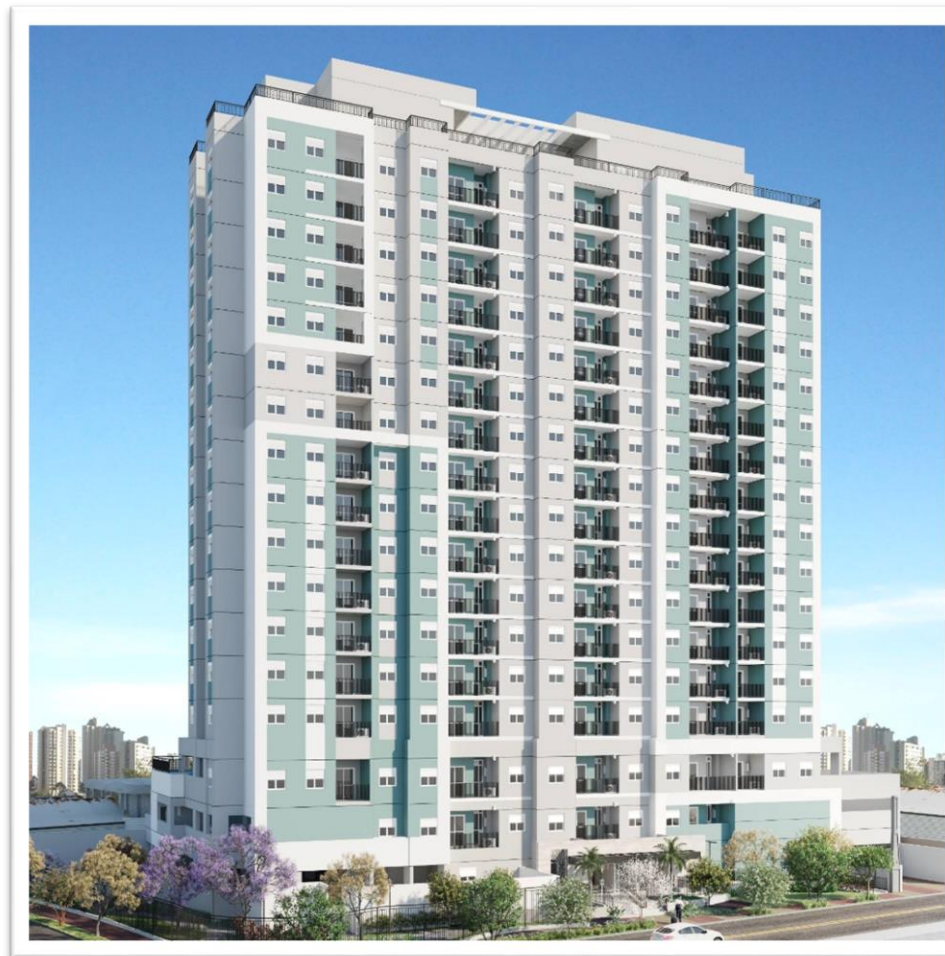
Inventory

SG&A

Indebtedness

Deleveraging

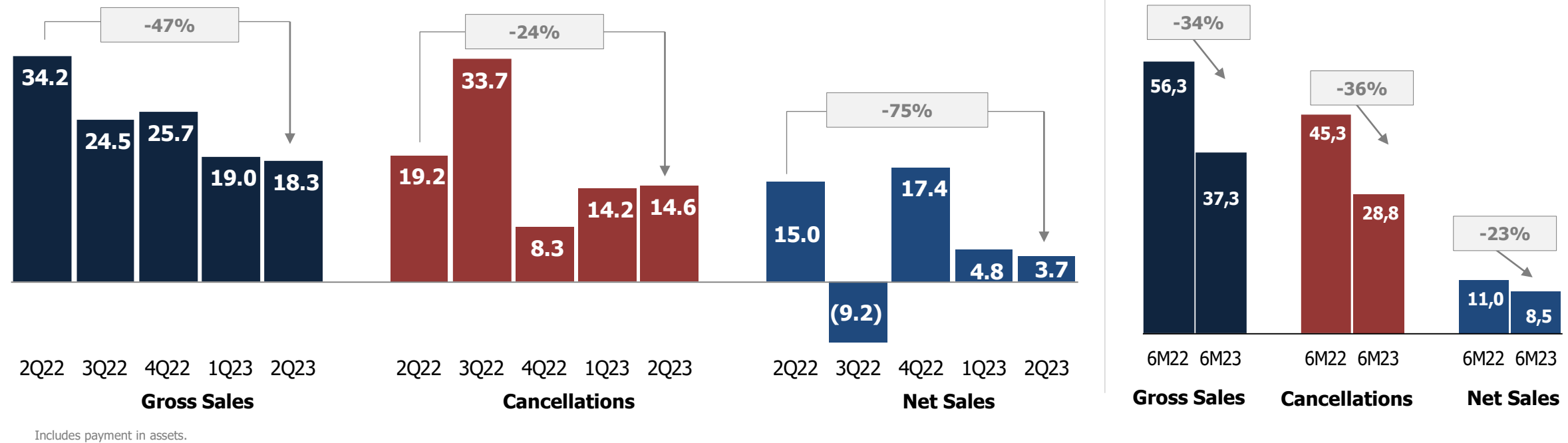
Income Statement



# Financial and Operational Results

## Sales Performance

Histórico de Vendas e Distratos – R\$ milhões



- ❖ In 2Q23, gross sales totaled R\$18.3 million, 47% decrease over 2Q22. In 6M23, gross sales totaled R\$37.3 million, 34% decrease over 6M22.
- ❖ During 2Q23, cancellations totaled R\$14.6 million, 24% lower than 2Q22. In 6M23, cancellations totaled R\$28.8 million, 36% lower than 6M22. Cancellations are an important way to increase units available for sale.
- ❖ Net sales totaled R\$3.7 million in 2Q23, 75% lower than 2Q22. In 6M23, net sales totaled R\$8.5 million, 23% lower than 6M22.
- ❖ The main sales indicator 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.

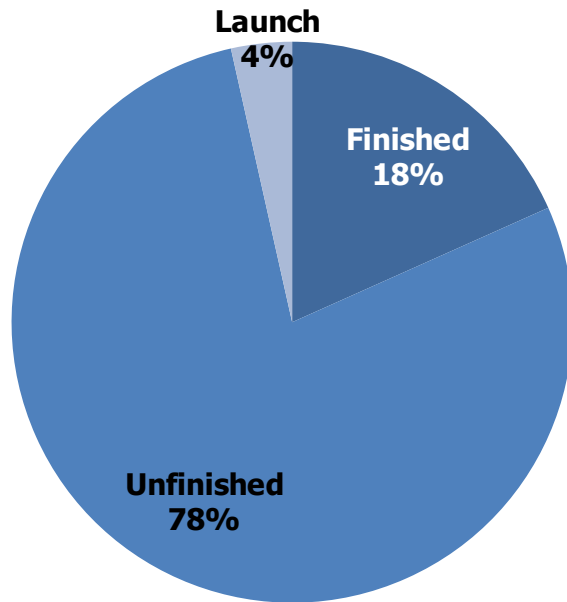


# Financial and Operational Results

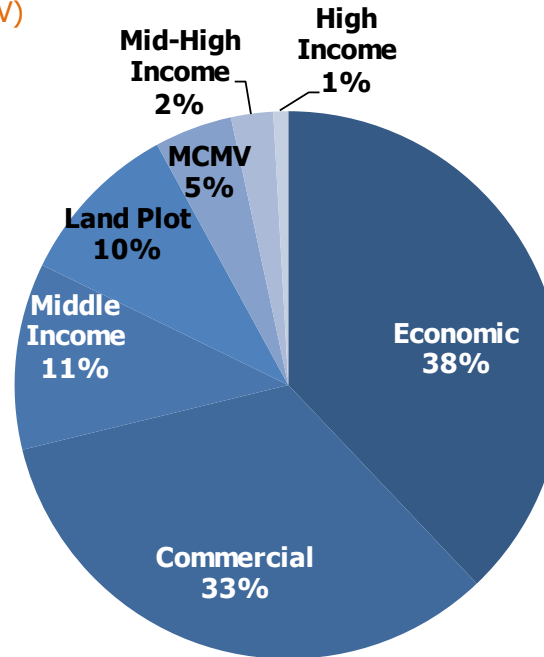
## Inventory



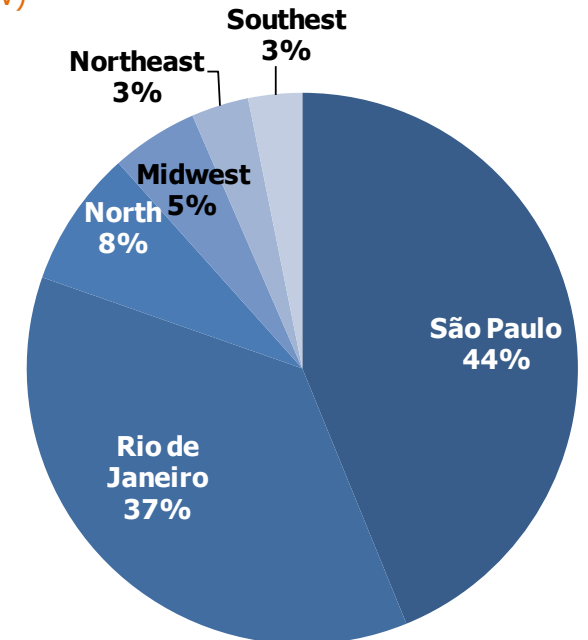
Inventory by Status of Conclusion  
(%PSV)



Finished Inventory by Product  
(%PSV)



Finished Inventory by Region  
(%PSV)

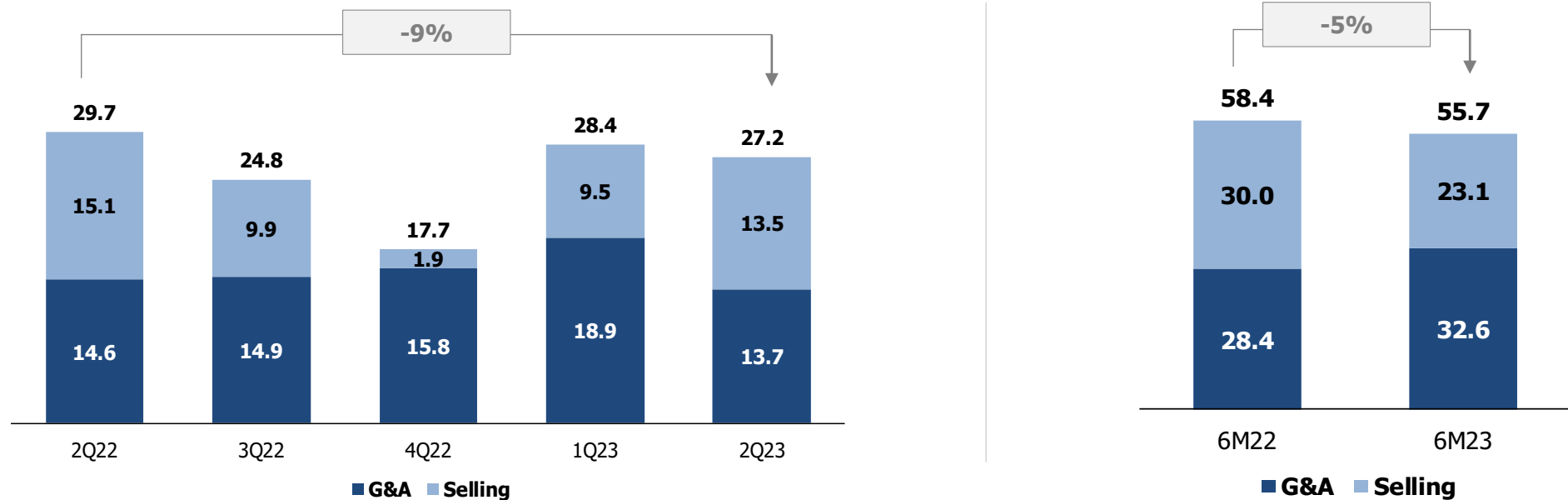


- ❖ At the end of 1Q23, the Company's total inventory at market value amounted to **R\$1.3 billion**.
- ❖ The completed inventory added to the launch inventory (R\$ 291.3 million) has the following characteristics:
  - (i) 44% is concentrated in São Paulo; and
  - (ii) 57% refers to residential products.

# Financial and Operational Results

## Selling, General & Administrative Expenses

SG&A Historical – R\$ million



- ❖ G&A expenses decreased by 6% quarter-on-quarter and increased by 15% in 6M23. The increase was mainly due to higher expenses for the provision of financial and legal advisory services.
- ❖ Commercial expenses were reduced by 11% quarter-on-quarter and 23% in 6M23, mainly due to lower carrying costs with units in inventory.
- ❖ As a result, general and administrative expenses added to commercial expenses (SG&A) were reduced by 9% quarter-on-quarter and 5% in 6M23.
- ❖ At the end of 2Q23, PDG had 143 employees.



# Financial and Operational Results

## Indebtedness

### Extraconcursal Debt Historical – R\$ million

	4Q17	4Q18	4Q19	4Q20	4Q21	4Q22	1Q23	2Q23
Initial Debt	5,772	2,672	2,777	2,995	2,817	2,185	2,621	2,735
Conversion into concursal debt	(3,309)	-	-	(439)	(421)	(4)	(10)	(21)
Interest, Tax and Monetary Correction	209	451	427	334	(96)	465	127	71
Payment of Principal, Interest and Donations	-	(358)	(175)	(84)	(115)	(25)	(3)	(2)
Fundraise	-	12	6	11	-	-	-	-
Deconsolidation of Subsidiary	-	-	(40)	-	-	-	-	-
<b>Total Indebtedness</b>	<b>2,672</b>	<b>2,777</b>	<b>2,995</b>	<b>2,817</b>	<b>2,185</b>	<b>2,621</b>	<b>2,735</b>	<b>2,783</b>
Var (%)		4%	8%	-6%	-22%	20%	4%	2%

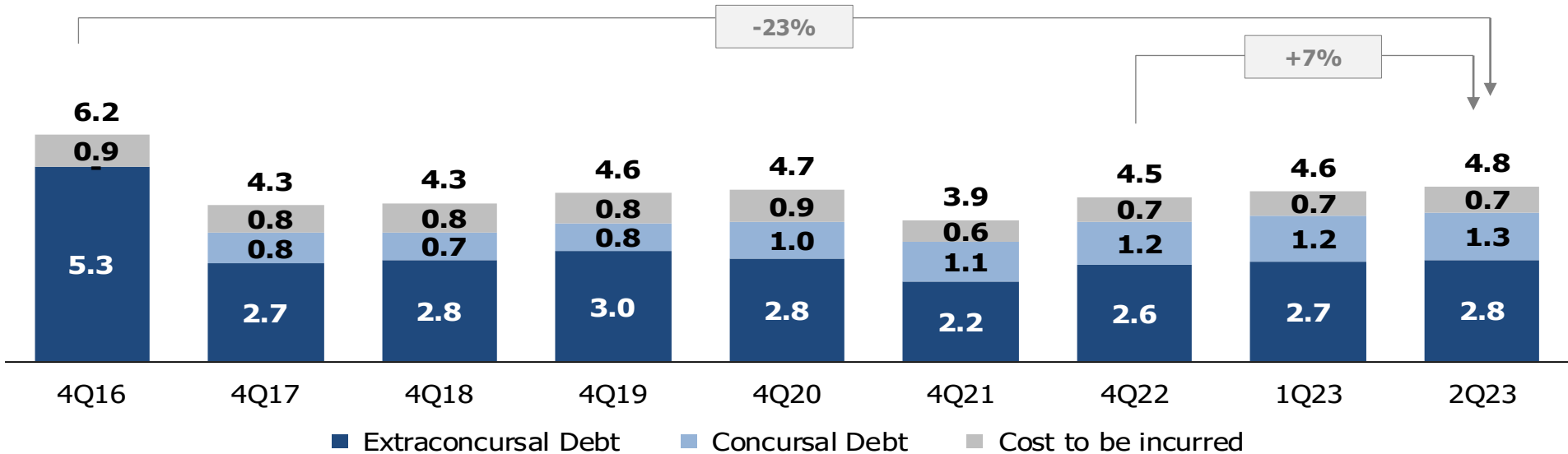
### Concursal Debt Historical – R\$ million

	4Q17	4Q18	4Q19	4Q20	4Q21	4Q22	1Q23	2Q23
Initial Debt	4,627	838	744	784	975	1,070	1,208	1,245
Recovery of Fines and Interest	(819)	-	-	-	-	-	-	-
Interest, Monetary Correction and Fair Value Adjustment	(2,970)	152	64	(206)	83	253	21	36
Payments and Payments in Assets*	-	(246)	(30)	(47)	(412)	(387)	(2)	-
Changes in the Creditors database**	-	-	6	444	424	273	18	7
	-	-	6	444	424	273	18	7
<b>Total Debt Adjusted to Fair Value</b>	<b>838</b>	<b>744</b>	<b>784</b>	<b>975</b>	<b>1,070</b>	<b>1,208</b>	<b>1,245</b>	<b>1,288</b>
Var (%)		-11%	5%	24%	10%	13%	3%	3%

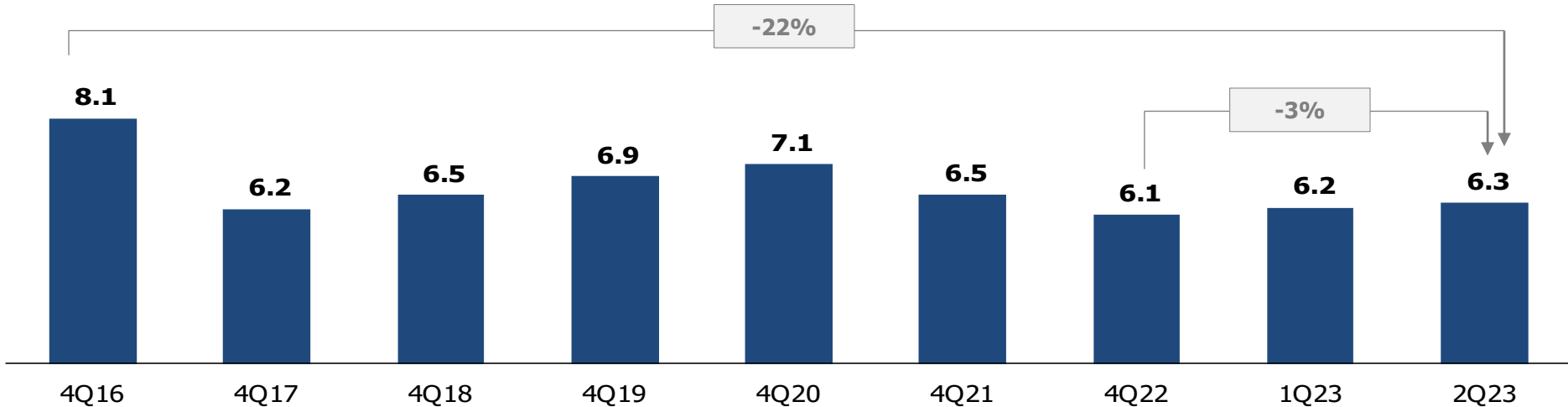
# Financial and Operational Results

## Deleveraging

Extended leverage– R\$ billion



Total liabilities– R\$ billion





# Financial and Operational Result

## Income Statement

INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER			YTD		
	2Q23	2Q22	(%) Var.	6M23	6M22	(%) Var.
<b>Operating Gross Revenue</b>						
Real Estate Sales	36,038	46,737	-23%	42,561	58,847	-28%
Other Operating Revenues	1,555	1,771	-12%	3,017	3,048	-1%
(-) Revenues Deduction	(2,026)	(5,856)	-65%	(3,959)	(11,427)	-65%
<b>Operating Net Revenue</b>	<b>35,567</b>	<b>42,652</b>	<b>-17%</b>	<b>41,619</b>	<b>50,468</b>	<b>-18%</b>
Cost of Sold Units	(14,976)	(40,540)	-63%	(20,048)	(48,495)	-59%
Interest Expenses	(919)	(1,957)	-53%	(1,184)	(1,828)	-35%
<b>Cost of sold properties</b>	<b>(15,895)</b>	<b>(42,497)</b>	<b>-63%</b>	<b>(21,232)</b>	<b>(50,323)</b>	<b>-58%</b>
<b>Gross Income (loss)</b>	<b>19,672</b>	<b>155</b>	<b>n.m.</b>	<b>20,387</b>	<b>145</b>	<b>n.m.</b>
<b>Gross margin</b>	<b>55.3%</b>	<b>0.4%</b>	<b>54.9 pp</b>	<b>49.0%</b>	<b>0.3%</b>	<b>48.7 pp</b>
<b>Adjusted gross margin <sup>(1)</sup></b>	<b>57.9%</b>	<b>5.0%</b>	<b>52.9 pp</b>	<b>51.8%</b>	<b>3.9%</b>	<b>47.9 pp</b>
<b>Operating Revenues (expenses):</b>						
Equity Income	1,225	(560)	n.m.	1,380	(374)	n.m.
General and Administrative	(13,653)	(14,591)	-6%	(32,600)	(28,342)	15%
Commercial	(13,537)	(15,064)	-10%	(23,080)	(29,961)	-23%
Taxes	(109)	(6,828)	-98%	(185)	(8,374)	-98%
Depreciation & Amortization	(189)	(171)	11%	(372)	(375)	-1%
Other	16,633	40,137	-59%	(3,878)	(38,079)	-90%
Financial Result	(139,908)	395,931	n.m.	(295,671)	222,662	n.m.
<b>Total operating revenues (expenses)</b>	<b>(149,538)</b>	<b>398,854</b>	<b>n.m.</b>	<b>(354,406)</b>	<b>117,157</b>	<b>n.m.</b>
<b>Income before taxes</b>	<b>(129,866)</b>	<b>399,009</b>	<b>n.m.</b>	<b>(334,019)</b>	<b>117,302</b>	<b>n.m.</b>
Income Taxes and Social Contribution	(1,907)	(48,021)	-96%	(7,665)	278,598	n.m.
<b>Income before minority stake</b>	<b>(131,773)</b>	<b>350,988</b>	<b>n.m.</b>	<b>(341,684)</b>	<b>395,900</b>	<b>n.m.</b>
Minority interest	801	1,105	-28%	1,742	2,577	-32%
<b>Net Income (loss)</b>	<b>(130,972)</b>	<b>352,093</b>	<b>n.m.</b>	<b>(339,942)</b>	<b>398,477</b>	<b>n.m.</b>
<b>Net margin</b>	<b>n.a.</b>	<b>825.5%</b>	<b>n.m.</b>	<b>n.a.</b>	<b>789.6%</b>	<b>n.m.</b>

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

1 year revolutionizing the real estate market  
Reinventing. Recreate. Rethink.  
With this combination, we started a real revolution.

1 year simplifying the customer buying journey  
Today we are a company more focused on building  
better experiences for our customers.

1 year of continuous development of a spectacular team that  
makes ix. better every day  
Daily, we connect people to build an inspiring, respectful and  
caring environment in all our relationships, inside and outside our  
office.

1 year of constant evolution, optimizing processes and  
developing our expertise  
We make it happen and analyze perspectives to invest in  
innovation and technology.

WE ARE EFFICIENT.

WE ARE COMMITTED.

WE ARE EXPERIENCED.

WE ARE ix.







### **ix. is GPTW with 90 Trust Index points**

- Top recognizing points: Climate, Teamwork and Collaboration;
- Zone of excellence in recommending a friend to work: E-NPS of 77;
- Zone of quality on diversity and inclusion: E-NPS of 59;
- Diversity Openness Perception: Score 96 out of 100.



Conference Call  
2Q23 and 6M23

Investor Relations

[RI@PDG.COM.BR](mailto:RI@PDG.COM.BR)

ix. Tatuapé



**PDGR**  
B3 LISTED NM

**IGC B3**

**IGC-NM B3**

**ITAG B3**