

WEBCONFERENCE CALL 1Q24

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1Q24 HIGHLIGHTS

PERSONALix.
SEU ix. COM A SUA CARA!

Personal.ix launch
Apartment personalization program

Gross Profit
R\$1.3 million
in 1Q24,
76% increase
over 1Q23

Gross Margin
16.8% in 1Q24
5p.p. over 1Q23

SG&A
Reduction of 25%
1Q24 vs. 1Q23

Financial Results
73% reduction in losses
1Q24 vs. 1Q23

Net Results
68% reduction in losses
1Q24 vs. 1Q23

1Q24 HIGHLIGHTS

Launch of ix. Incorporadora App

DESIGN TO PROVIDE EASY ACCESS TO ESSENTIAL SERVICES!
With various functionalities, from financial management to project monitoring

Using the app, ix. customers get to:

- Access and pay bills
- Update their personal data
- Monitor the progress of construction projects
- Access income reports
- View relevant documents

AVAILABLE ON APPLE STORE AND PLAY STORE



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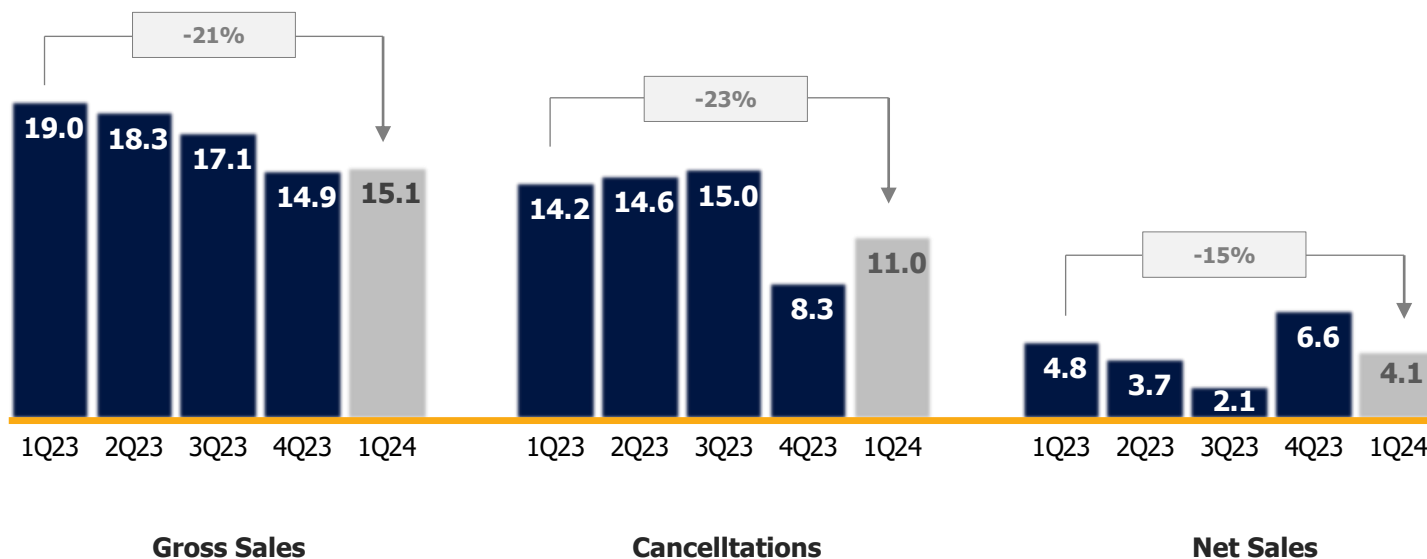
OPERATIONAL RESULTS

SALES PERFORMANCE



SALES AND CANCELLATIONS HISTORICAL

R\$ million



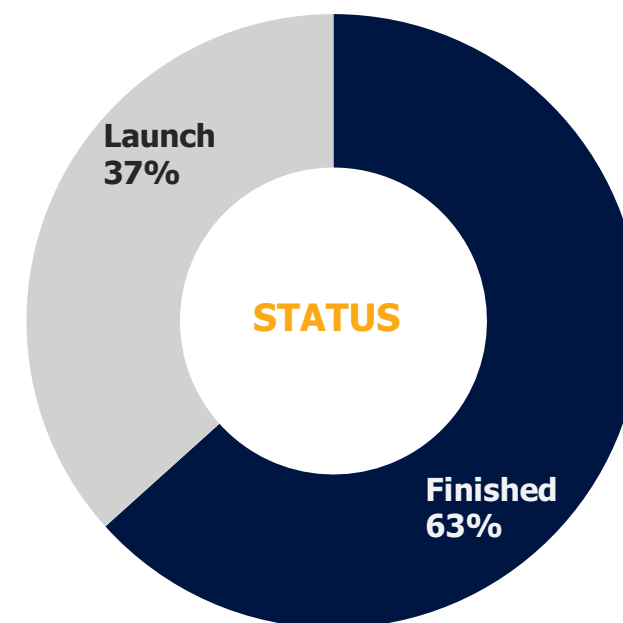
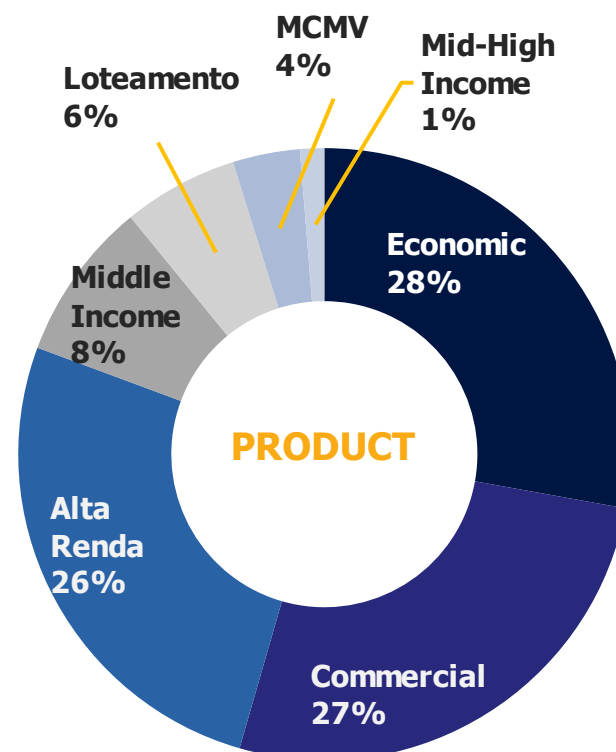
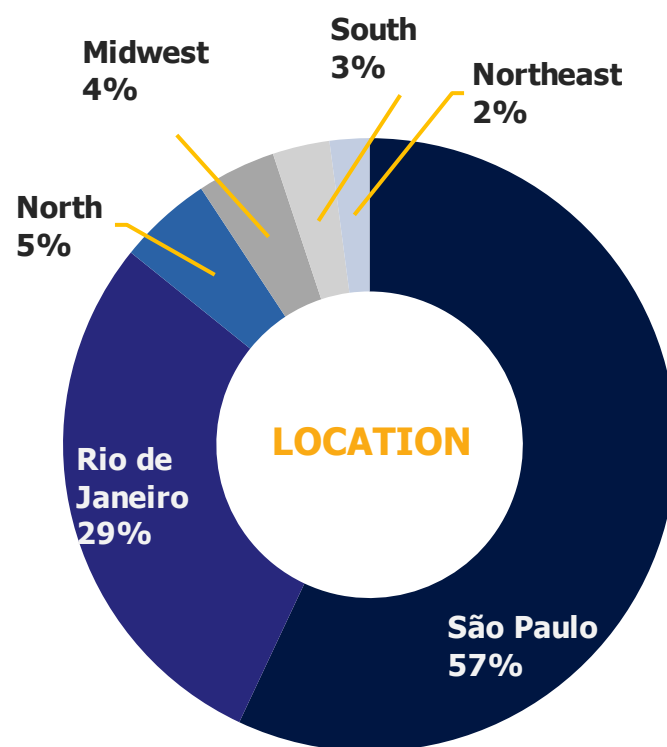
Includes payment in assets

In 1Q24 **gross sales totaled R\$15.1 million**, a 21% decrease over 1Q23.

During o 1Q24, cancellations totaled R\$11.0 million, a 23% decrease over 1Q23.

Net sales totaled R\$4.1 million in 1Q24, a 15% decrease over 1Q23.

OPERATIONAL RESULTS INVENTORY



At the end of 1Q24, **the inventory available for sale totaled R\$381.4 million**, 29% higher than the amount recorded in 1Q23. This increase was mainly due to (i) the launch of ix.Santana in 4Q23 and (ii) the monetary correction applied to the inventory.

The number of units increased by 9% compared to 1Q23, due to the ix.Santana launch.

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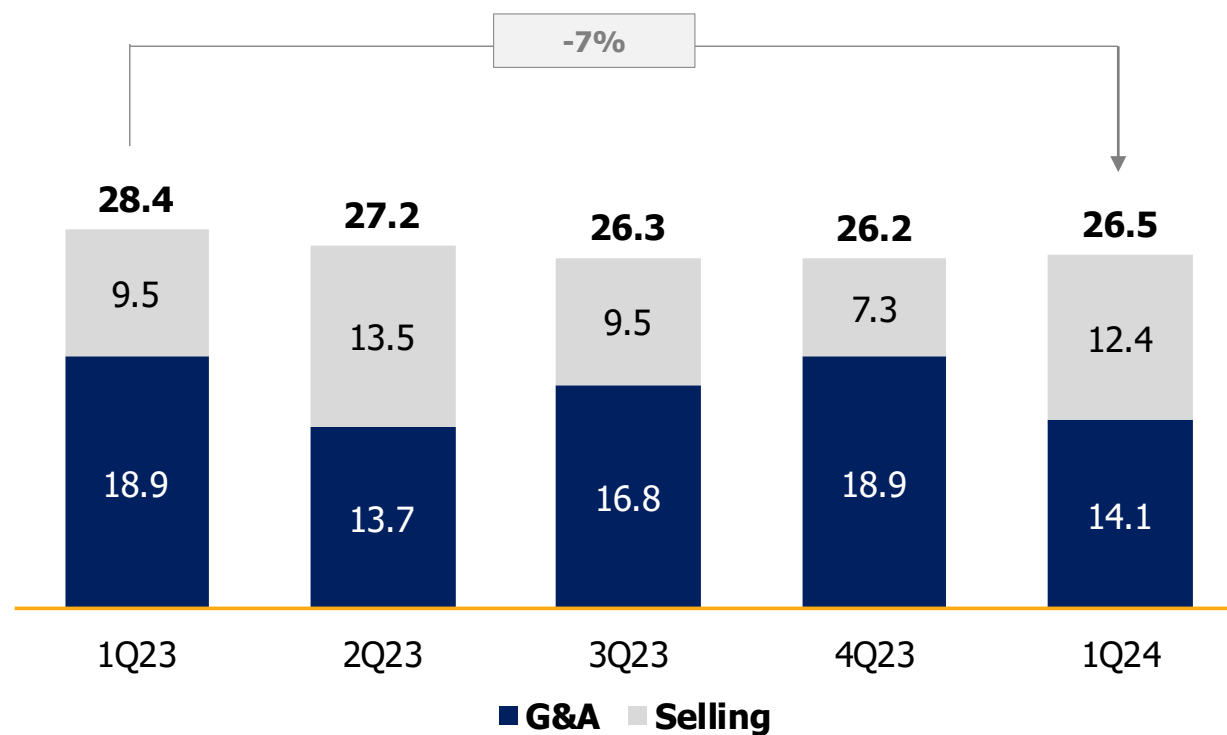
FINANCIAL RESULTS

SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (SG&A)



SG&A HISTORICAL

R\$ million



G&A expenses **decreased by 25% quarter-on-quarter**, mainly due to lower expenses with legal advisory services.

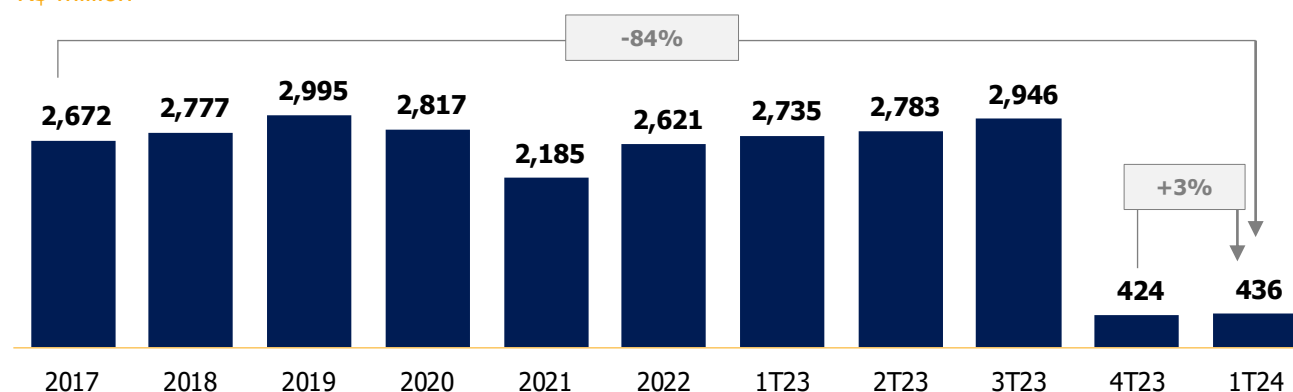
Selling Expenses increased 31% quarter-on-quarter, due to higher carrying expenses with units in inventory.

FINANCIAL RESULTS

INDEBTEDNESS - EXTRACONCURSAL DEBT

HISTORICAL

R\$ million



QUARTERLY VARIATION

R\$ million



Extraconcursal debt increased by R\$12 million (3%) during 1Q24, mainly due to (i) the accrual of interest during the period and (ii) the receivment of third installment of the financing for the construction of the ix.Tatuapé development.

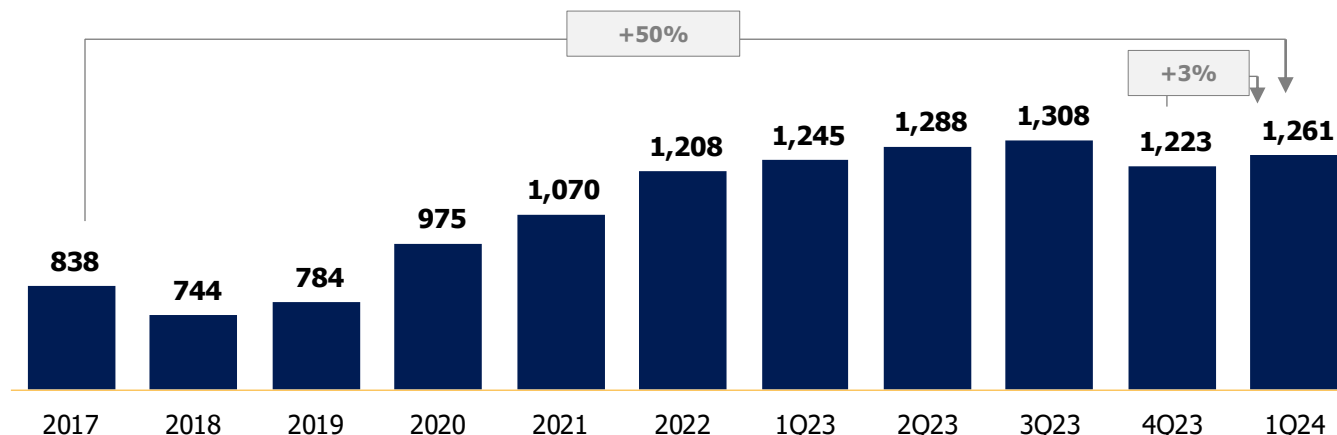
**Payments in cash, payments in assets and through conversion into equity.

FINANCIAL RESULTS

INDEBTEDNESS - CONCURSAL DEBT

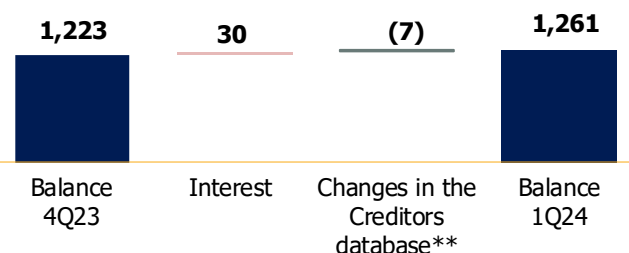
HISTORICAL

R\$ million



QUARTERLY VARIATION

R\$ million



**Refers to new creditor's habilitation and renegotiations.

The concursal debt increased by R\$38 million (3%) during 1Q24, mainly due to the accrual of interest.

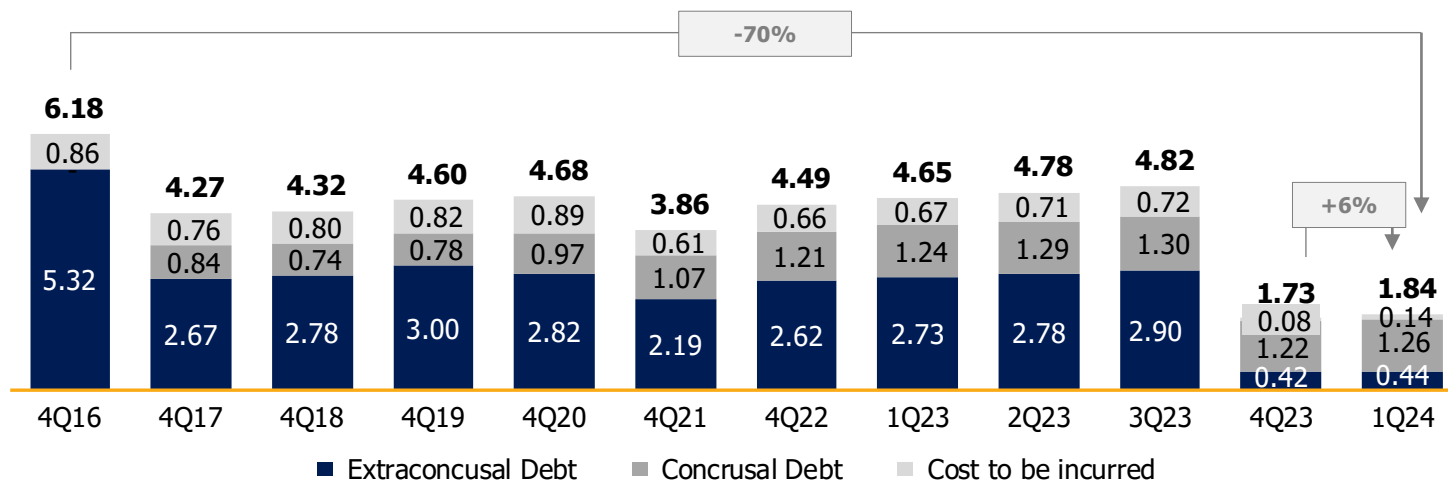
Considering the capital increases already completed, the payments to creditors and payments in assets, **the Company has already amortized R\$1.5 billion in concursal debts.**

In 4Q23, concursal debt was recalculated, in line with the Company's judicial reorganization plan. The calculation methodology, as well as more information about the debt balance, are included in Explanatory Note 1 of the Financial Statements.

FINANCIAL RESULTS DELEVERAGING

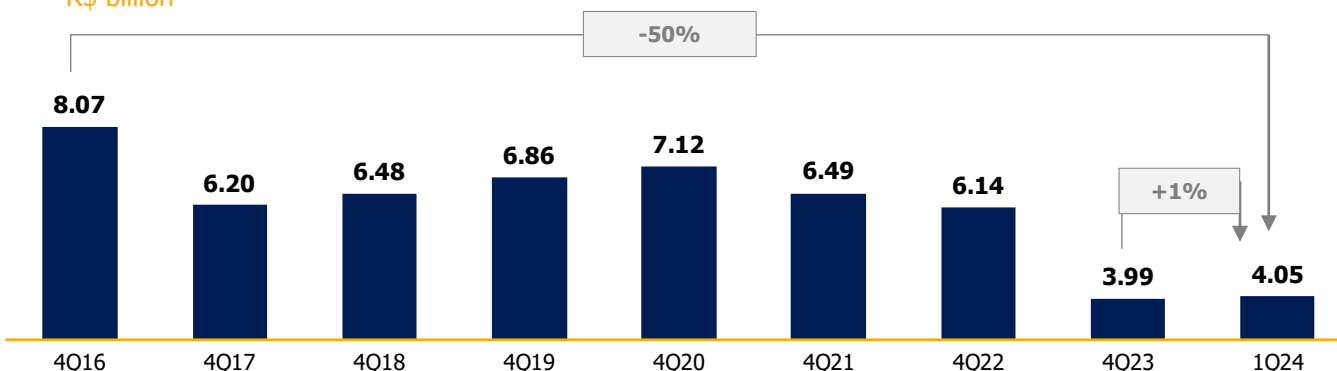
EXTENDED LEVERAGE

R\$ billion



TOTAL LIABILITIES

R\$ billion



- Adding extraconcursal debt to concursal debt and costs to be incurred, at the end of the quarter, **the company's "extended" leverage totaled R\$1.8 billion.**
- Regarding this residual amount, we highlight that:
 - Concursal debt matures until 2042, as foreseen in the reorganization plan, and may also be amortized through payments in kind and conversion into equity;
 - Extraconcursal debts are still being renegotiated and may be included in the judicial recovery process over time.

FINANCIAL RESULTS INCOME STATEMENT



INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER		
	1Q24	1Q23	(%) Var.
Operating Gross Revenue			
Real Estate Sales	8,859	6,523	36%
Other Operating Revenues	(168)	1,462	n.m.
(-) Revenues Deduction	(1,169)	(1,933)	-40%
Operating Net Revenue	7,522	6,052	24%
Cost of Sold Units	(5,992)	(5,072)	18%
Interest Expenses	(269)	(265)	2%
Cost of sold properties	(6,261)	(5,337)	17%
Gross Income (loss)	1,261	715	76%
Gross margin	16.8%	11.8%	5.0 pp
Adjusted gross margin ⁽¹⁾	20.3%	16.2%	4.1 pp
Operating Revenues (expenses):			
Equity Income	273	155	76%
General and Administrative	(14,068)	(18,947)	-26%
Commercial	(12,399)	(9,543)	30%
Taxes	(23)	(76)	-70%
Depreciation & Amortization	(133)	(183)	-27%
Other	(7,881)	(20,511)	-62%
Financial Result	(41,353)	(155,763)	-73%
Total operating revenues (expenses)	(75,584)	(204,868)	-63%
Income before taxes	(74,323)	(204,153)	-64%
Income Taxes and Social Contribution	2,876	(5,758)	n.m.
Income before minority stake	(71,447)	(209,911)	-66%
Minority interest	4,569	941	n.m.
Net Income (loss)	(66,878)	(208,970)	-68%
Net margin	n.a.	n.a.	n.m.

The Company recorded a **gross profit of R\$1.3 million in 1Q24, 76% higher than in 1Q23.**

As a result, **gross margin totaled 16.8% in 1Q24, 5p.p. higher than 1Q23.**

In 1Q24, **the financial loss** totaled R\$41.3 million, **73% lower than in 1Q23**, due to the reduction of extraconcursal debt resulting from the debt recalculation conducted in 4Q23.

The net loss in 1Q24 was 68% lower than in 1Q23, totaling R\$66.9 million in 1Q24.

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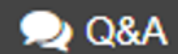
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Q&A

Ask your question using the icon on the right side of the page.



May 13th, 2024