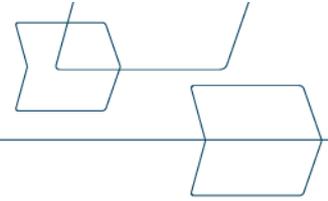


# Operational Preview 2Q22

Tenda launched R\$ 769 million, with 22.8% of Net SoS and R\$ 176.6 thousand of average price in the second quarter of 2022.

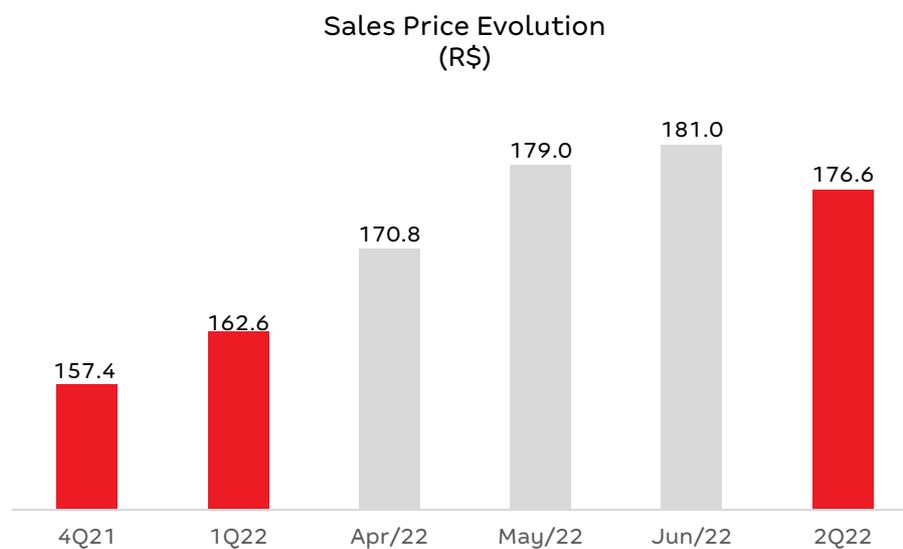


**São Paulo, July 18<sup>th</sup>, 2022** – Construtora Tenda S.A. (“Company”, “Tenda”), one of the main homebuilders and developers focused on affordable housing in Brazil, today announces a preview of Tenda on-site operational results (launches, gross sales, cancellations, net pre-sales, transferred units, delivered units, construction sites and landbank) for the 2<sup>nd</sup> quarter of 2022. We emphasize that these operating results are preliminary, still subject to audit review.

## HIGHLIGHTS

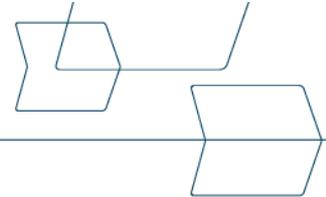
### OPERATIONS

- **Average price** of R\$176.6 thousand, (+20.0% YoY e +9.0% QoQ). Keeping the deep adjustment in the pricing strategy, focusing on the reconstruction of our margins.



- **Gross SoS** of 30.0% (-8.3p.p. YoY and -2.7p.p. QoQ), speed reduction in line with the objective of prioritizing the recomposition of our margins through price increases.
- **Launch** of 10 projects with PSV of R\$ 769.1 million (-22.0% YoY and +64.6% QoQ), with R\$201.1 thousand of average price (+33.2% YoY and +14.1% QoQ)
- **Net Pre-Sales** amounted to R\$ 558.4 million (-34.9% YoY and -3.5% QoQ) with solid net SOS of 22.8% (-11.5p.p. YoY and -3.3p.p. QoQ).
- **PSV transferred** totaled R\$ 440.8 million (-37.7% YoY and -19.0% QoQ) in 2Q22.
- **Landbank** totaled R\$ 12.9 billion (+7.8% YoY and +0.2% QoQ), we acquired R\$ 796 million with an increase in the percentage of swaps, which is 48% (+7.1p.p. YoY and +2.1p.p. QoQ).





## OPERACIONAL RESULTS

### LAUNCHES

Tenda launched 10 projects 2Q22 totaling a PSV of R\$ 769.1 million (-22.0% YoY and +64.6% QoQ).

Launches	2Q22	1Q22	QoQ (%)	2Q21	YoY (%)	1H22	1H21	YoY (%)
<b>Tenda</b>								
Number of Launches	10	7	42.9% ↑	20	(50.0%) ↓	17	30	(43.3%) ↓
<b>PSV (R\$ million)</b>	<b>769.1</b>	<b>467.2</b>	<b>64.6% ↑</b>	<b>985.6</b>	<b>(22.0%) ↓</b>	<b>1,236.3</b>	<b>1,595.9</b>	<b>(22.5%) ↓</b>
Number of units	3,824	2,650	44.3% ↑	6,528	(41.4%) ↓	6,474	10,605	(39.0%) ↓
Average price per unit (R\$ thousand)	201.1	176.3	14.1% ↑	151.0	33.2% ↑	191.0	150.5	26.9% ↑
Average size of launches (in units)	382	379	1.0% ↑	344	11.3% ↑	381	354	7.7% ↑

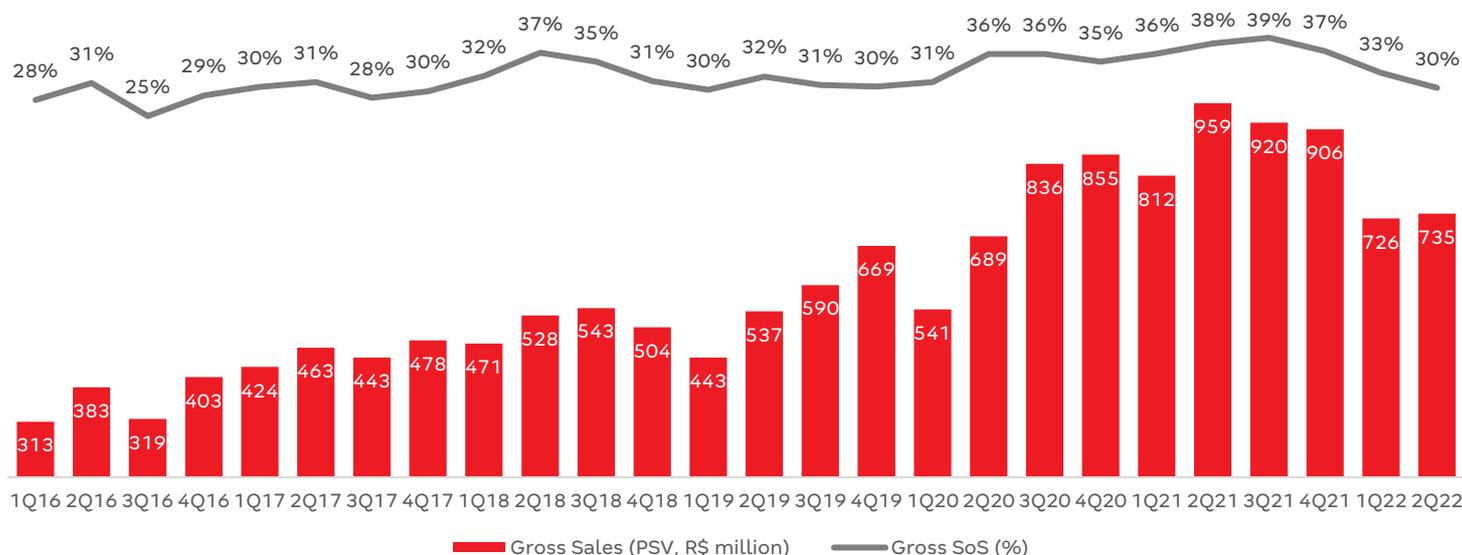
### GROSS SALES

In the 2Q22 gross sales totaled R\$ 735.1 million (-23.4% YoY and +1.3% QoQ) with a speed over gross supply ("Gross SoS") of 30.0% (-8.3p.p. YoY and -2.7p.p. QoQ).

The average price per unit increased +20.0% YoY and +9.0% QoQ, resulting, as expected, in reduced sales velocity.

Gross Sales	2Q22	1Q22	QoQ (%)	2Q21	YoY (%)	1H22	1H21	YoY (%)
<b>Tenda</b>								
<b>PSV (R\$ million)</b>	<b>735.1</b>	<b>725.5</b>	<b>1.3% ↑</b>	<b>959.0</b>	<b>(23.4%) ↓</b>	<b>1,460.6</b>	<b>1,771.2</b>	<b>(17.5%) ↓</b>
Number of units	4,162	4,477	(7.0%) ↓	6,516	(36.1%) ↓	8,639	12,222	(29.3%) ↓
Average price per unit (R\$ thousand)	176.6	162.1	9.0% ↑	147.2	20.0% ↑	169.1	144.9	16.7% ↑
<b>Gross SoS</b>	<b>30.0%</b>	<b>32.7%</b>	<b>(2.7 p.p.) ↓</b>	<b>38.3%</b>	<b>(8.3 p.p.) ↓</b>	<b>48.2%</b>	<b>55.2%</b>	<b>(7.0 p.p.) ↓</b>

Gross Sales (PSV, R\$ million) and Gross SoS (%) On-site





## CANCELLATIONS AND NET PRE-SALES

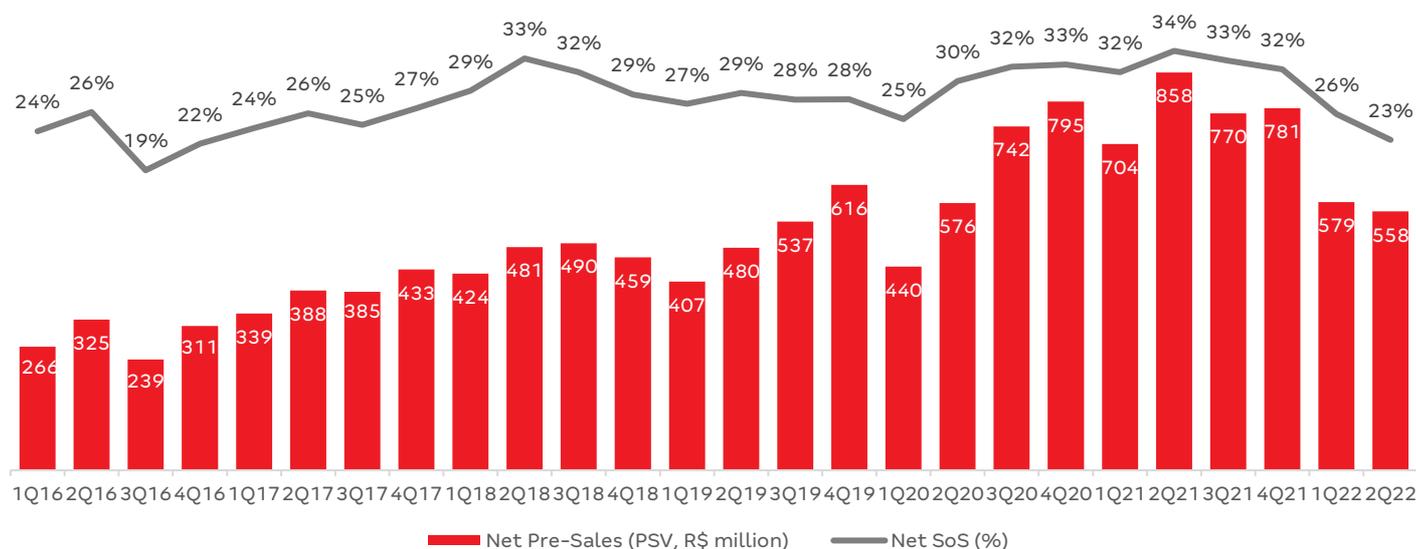
Net sales ended 2Q22 at R\$ 558.6 million (-34.9% YoY and -3.5% QoQ) with speed over net supply ("Net SoS") of 22.8% (-11.5p.p. YoY and -3.3p.p. QoQ).

Cancellations over gross sales ended the quarter at 24.0%, showing an increase of 13.58p.p. in the annual comparison and of 3.7p.p. in the quarterly comparison. Despite this indicator being above historical levels, we have the opportunity to resell canceled units with important price gains.

(PSV, R\$ million)	2Q22	1Q22	QoQ (%)	2Q21	YoY (%)	1H22	1H21	YoY (%)
<b>Tenda</b>								
Gross Sales	735.1	725.5	1.3% ↑	959.0	(23.4%) ↓	1,460.6	1,771.2	(17.5%) ↓
Cancellations	176.6	147.0	20.2% ↑	100.7	75.4% ↑	323.6	209.0	54.8% ↑
Net Pre-Sales	558.4	578.6	(3.5%) ↓	858.3	(34.9%) ↓	1,137.0	1,562.2	(27.2%) ↓
% Launches <sup>1</sup>	27.8%	5.9%	21.9 p.p. ↑	51.8%	(24.0 p.p.) ↓	16.7%	35.5%	(18.8 p.p.) ↓
% Inventory	72.2%	94.1%	(21.9 p.p.) ↓	48.2%	24.0 p.p. ↑	83.3%	64.5%	18.8 p.p. ↑
Cancellations / Gross Sales	24.0%	20.3%	3.7 p.p. ↑	10.5%	13.5 p.p. ↑	22.2%	11.8%	10.4 p.p. ↑
Net SoS	22.8%	26.1%	(3.3 p.p.) ↓	34.3%	(11.5 p.p.) ↓	37.5%	48.7%	(11.2 p.p.) ↓
(in units)	2Q22	1Q22	QoQ (%)	2Q21	YoY (%)	1H22	1H21	YoY (%)
<b>Tenda</b>								
Gross Units Sold	4,162	4,477	(7.0%) ↓	6,516	(36.1%) ↓	8,639	12,222	(29.3%) ↓
Cancelled Units	1,110	951	16.7% ↑	704	57.7% ↑	2,061	1,466	40.6% ↑
Net Units Sold	3,052	3,526	(13.4%) ↓	5,812	(47.5%) ↓	6,578	10,756	(38.8%) ↓
Cancellations / Gross Sales	26.7%	21.2%	5.5 p.p. ↑	10.8%	15.9 p.p. ↑	23.9%	12.0%	11.9 p.p. ↑

1. Current year launches.

### Net Pre-Sales (PSV, R\$ million) and Net SoS (%) - On-site





## UNITS TRANSFERRED, DELIVERED AND CONSTRUCTION SITES UNDERWAY

PSV transferred in this quarter totaled R\$ 440.8 million (-37.7% YoY and -19.0% QoQ).

4,964 units were delivered (-19.7% YoY and +48.4% QoQ) and we ended the quarter with 76 construction sites in progress (-14.6% YoY and -10.6% QoQ).

Transfers, Deliveries and Construction Sites	1Q22	4Q21	QoQ (%)	1Q21	YoY (%)	3M22	3M21	YoY (%)
<b>Tenda</b>								
PSV Transferred (in R\$ million)	440.8	543.9	(19.0%) ↓	707.3	(37.7%) ↓	984.7	1,227.5	(19.8%) ↓
Transferred Units	3,305	4,062	(18.6%) ↓	5,605	(41.0%) ↓	7,367	9,925	(25.8%) ↓
Delivered Units	4,964	3,344	48.4% ↑	6,179	(19.7%) ↓	8,308	8,063	3.0% ↑
Construction Sites	76	85	(10.6%) ↓	89	(14.6%) ↓	76	89	(14.6%) ↓

## LANDBANK

The Company ended 2Q22 with R\$ 12.9 billion in PSV (+7.8% YoY and +0.2% QoQ) in its landbank. We acquired R\$ 795 million spread among the regionals and the percentage in swap reached 48.0% (+7.1 p.p. YoY and +2.1 p.p. QoQ).

Landbank	1Q22	4Q21	QoQ (%)	1Q21	YoY (%)	3M22	3M21	YoY (%)
<b>Tenda</b>								
Number of projects	306	312	(1.9%) ↓	312	(1.9%) ↓	306	312	(1.9%) ↓
PSV (R\$ million)	12,931.8	12,905.3	0.2% ↑	11,996.6	7.8% ↑	12,931.8	11,996.6	7.8% ↑
Acquisitions / Adjustments (R\$ million)	795.6	980.2	(18.8%) ↓	1,547.5	(48.6%) ↓	1,775.8	2,618.0	(32.2%) ↓
Number of units	80,092	80,890	(1.0%) ↓	78,527	2.0% ↑	80,092	78,527	2.0% ↑
Average price per unit (R\$ thousands)	161.5	159.5	1.2% ↑	152.8	5.7% ↑	161.5	152.8	5.7% ↑
% Swap Total	48.0%	45.9%	2.1 p.p. ↑	40.9%	7.1 p.p. ↑	48.0%	40.9%	7.1 p.p. ↑
% Swap Units	10.3%	9.8%	0.5 p.p. ↑	8.4%	1.9 p.p. ↑	10.3%	8.4%	1.9 p.p. ↑
% Swap Financial	37.7%	36.1%	1.6 p.p. ↑	32.4%	5.3 p.p. ↑	37.7%	32.4%	5.3 p.p. ↑

1. Tenda holds 100% of equity interest of its Land Bank.



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## ABOUT TENDA

Tenda (B3: TEND3), one of the main homebuilders in Brazil, is listed under Novo Mercado, B3's highest corporate governance level. With a focus on affordable housing, it concentrates its activities in nine metropolitan areas of Brazil, with projects aimed within the bracket 2 of "Programa Casa Verde e Amarela" (PCVA) federal government housing program.