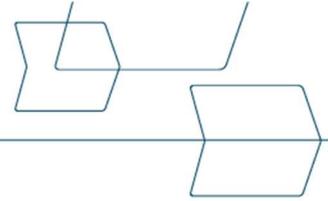


Operational Preview

3Q22

Tenda launched R\$ 376 million, with 20.3% of Net SoS and R\$ 185.5 thousand of average price in the third quarter of 2022.



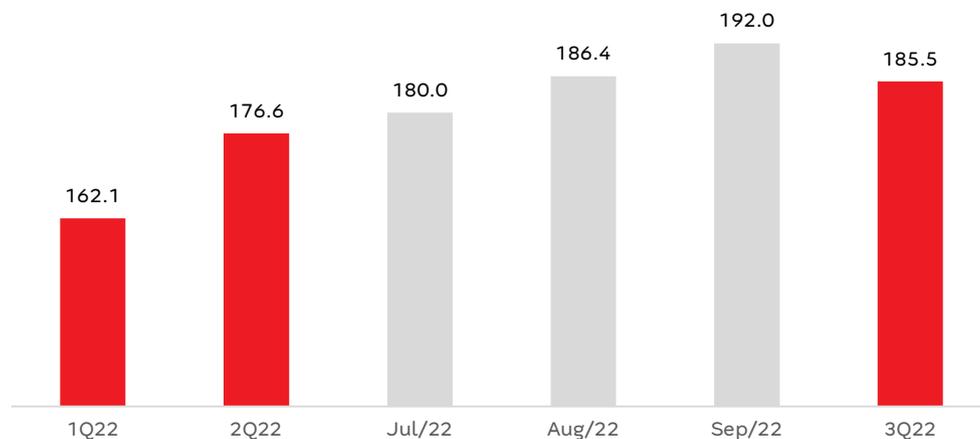
São Paulo, October 14th, 2022 – Construtora Tenda S.A. (“Company”, “Tenda”), one of the main homebuilders and developers focused on affordable housing in Brazil, today announces a preview of Tenda on-site operational results (launches, gross sales, cancellations, net pre-sales, transferred units, delivered units, construction sites and landbank) for the 3rd quarter of 2022. We emphasize that these operating results are preliminary, still subject to audit review.

HIGHLIGHTS

OPERATIONS

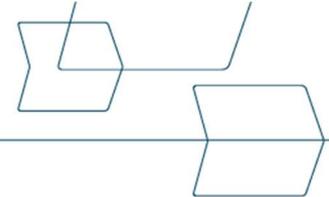
- **Average gross sales price** of R\$185.5 thousand, (+19.6% YoY e +5.0% QoQ). Keeping the deep adjustment in the pricing strategy, focusing on the recomposition of our margins.

Gross Sales Price Evolution
(R\$ million)



- **Gross SoS** of 23.9% (-15.5p.p. YoY and -6,1p.p. QoQ), speed reduction in line with the objective of prioritizing the reconstruction of our margins through price increases.
- **Launch** of 5 projects with PSV of R\$ 376.2 million (-40.6% YoY and -51.1% QoQ), with R\$ 210.2 thousand of average price (+41.2% YoY and +4.5% QoQ)
- **Net Pre-Sales** amounted to R\$ 489.3 million (-36.5% YoY and -12.4% QoQ) with solid net SOS of 20.3% (-12.7p.p. YoY and -2.5p.p. QoQ).
- **PSV transferred** totaled R\$ 546.4 million (-24.6% YoY and +24.0% QoQ) in 3Q22.
- **Landbank** totaled R\$ 13.9 billion (+14.2% YoY and +7.8% QoQ), we acquired R\$ 752.7 million with an increase in the percentage of swaps over the previous year, which is 46% of the total land bank (+4.3p.p. YoY and -2.0p.p. QoQ).





OPERACIONAL RESULTS

LAUNCHES

Tenda launched 5 projects 3Q22 totaling a PSV of R\$ 376.2 million (-40.6% YoY and -51.1% QoQ). The lower volume of launches in the quarter reflects the company's focus on price gain. We are confident that the readjustment of our future launches to the current cost reality will allow us to gradually resume volume.

Launches	3Q22	2Q22	QoQ (%)	3Q21	YoY (%)	9M22	9M21	YoY (%)
Tenda								
Number of Launches	5	10	(50.0%) ↓	11	(54.5%) ↓	22	41	(46.3%) ↓
PSV (R\$ million)	376.2	769.1	(51.1%) ↓	633.9	(40.6%) ↓	1,612.5	2,229.8	(27.7%) ↓
Number of units	1,790	3,824	(53.2%) ↓	4,258	(58.0%) ↓	8,264	14,863	(44.4%) ↓
Average price per unit (R\$ thousand)	210.2	201.1	4.5% ↑	148.9	41.2% ↑	195.1	150.0	30.1% ↑
Average size of launches (in units)	358	382	(6.4%) ↓	387	(7.5%) ↓	376	363	3.6% ↑

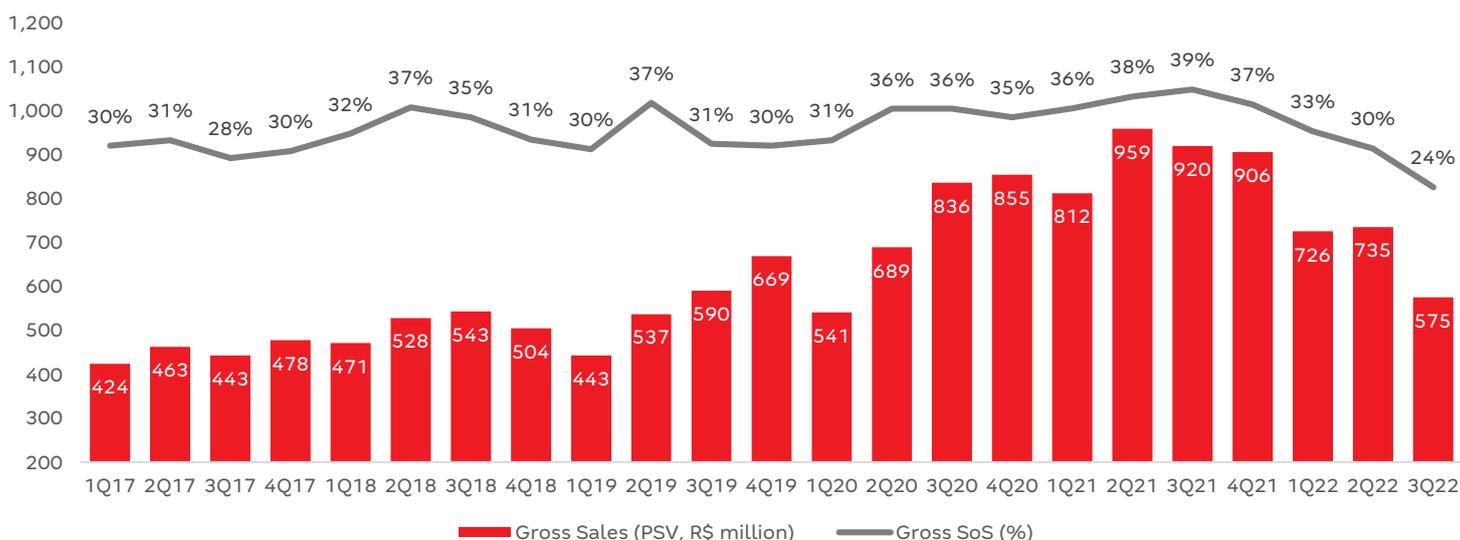
GROSS SALES

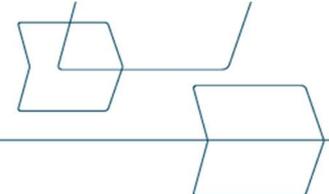
In the 3Q22 gross sales totaled R\$ 575.1 million (-37.5% YoY and -21.8% QoQ) with a speed over gross supply ("Gross SoS") of 23.9% (-15.5p.p. YoY and -6.1p.p. QoQ).

The average price per unit increased +19.6% YoY and +5.0% QoQ, resulting, as expected, in reduced sales velocity.

Gross Sales	3Q22	2Q22	QoQ (%)	3Q21	YoY (%)	9M22	9M21	YoY (%)
Tenda								
PSV (R\$ million)	575.1	735.1	(21.8%) ↓	919.7	(37.5%) ↓	2,035.7	2,690.9	(24.4%) ↓
Number of units	3,100	4,162	(25.5%) ↓	5,930	(47.7%) ↓	11,739	18,152	(35.3%) ↓
Average price per unit (R\$ thousand)	185.5	176.6	5.0% ↑	155.1	19.6% ↑	173.4	148.2	17.0% ↑
Gross SoS	23.9%	30.0%	(6.1 p.p.) ↓	39.4%	(15.5 p.p.) ↓	57.4%	69.1%	(11.7 p.p.) ↓

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





CANCELLATIONS AND NET PRE-SALES

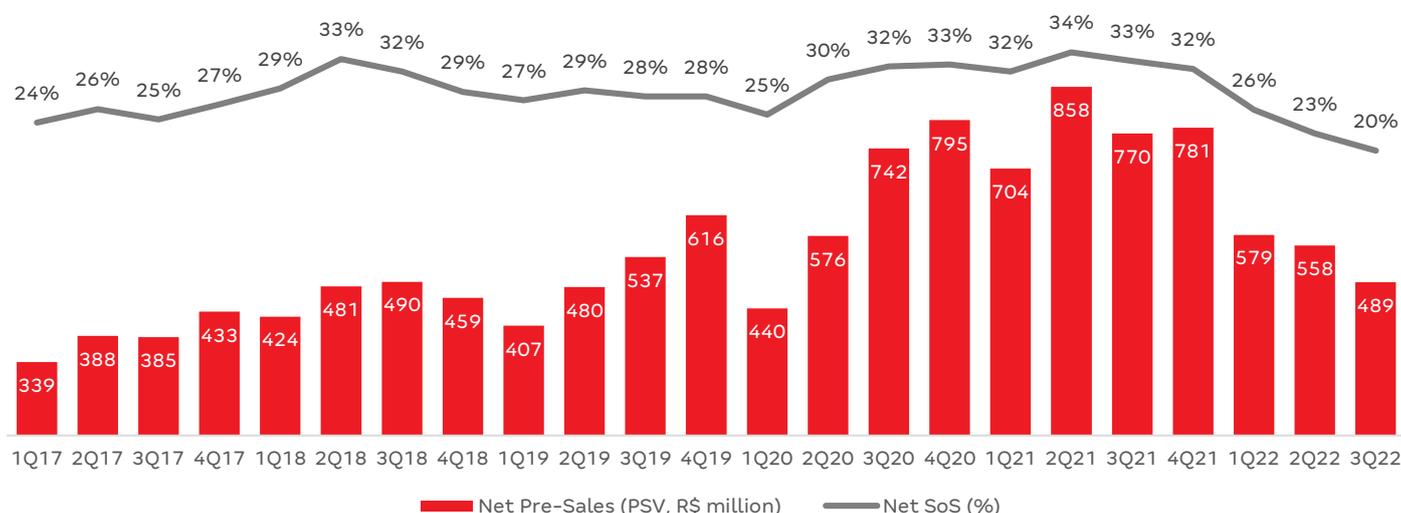
Net sales ended 3Q22 at R\$ 489.3 million (-36.5% YoY and -12.4% QoQ) with speed over net supply ("Net SoS") of 20.3% (-12.7p.p. YoY and -2.5p.p. QoQ).

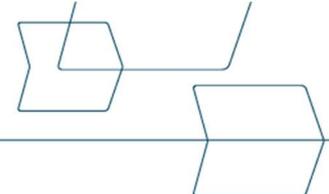
Cancellations over gross sales ended the quarter at 14.9%, with a range of -1.4p.p. in the annual comparison and of -9.1p.p. in the quarterly comparison.

(PSV, R\$ million)	3Q22	2Q22	QoQ (%)	3Q21	YoY (%)	9M22	9M21	YoY (%)
Tenda								
Gross Sales	575.1	735.1	(21.8%) ↓	919.7	(37.5%) ↓	2,035.7	2,690.9	(24.4%) ↓
Cancellations	85.8	176.6	(51.4%) ↓	149.7	(42.7%) ↓	409.4	358.8	14.1% ↑
Net Pre-Sales	489.3	558.4	(12.4%) ↓	770.0	(36.5%) ↓	1,626.3	2,332.2	(30.3%) ↓
% Launches ¹	34.9%	27.8%	7.1 p.p. ↑	68.0%	(33.1 p.p.) ↓	22.2%	46.2%	(24.0 p.p.) ↓
% Inventory	65.1%	72.2%	(7.1 p.p.) ↓	32.0%	33.1 p.p. ↑	77.8%	53.8%	24.0 p.p. ↑
Cancellations / Gross Sales	14.9%	24.0%	(9.1 p.p.) ↓	16.3%	(1.4 p.p.) ↓	20.1%	13.3%	6.8 p.p. ↑
Net SoS	20.3%	22.8%	(2.5 p.p.) ↓	33.0%	(12.7 p.p.) ↓	45.9%	59.9%	(14.0 p.p.) ↓
(in units)								
Tenda								
Gross Units Sold	3,100	4,162	(25.5%) ↓	5,930	(47.7%) ↓	11,739	18,152	(35.3%) ↓
Cancelled Units	517	1,110	(53.4%) ↓	1,032	(49.9%) ↓	2,578	2,498	3.2% ↑
Net Units Sold	2,583	3,052	(15.4%) ↓	4,898	(47.3%) ↓	9,161	15,654	(41.5%) ↓
Cancellations / Gross Sales	16.7%	26.7%	(10.0 p.p.) ↓	17.4%	(0.7 p.p.) ↓	22.0%	13.8%	8.2 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\$ 546.4 million (-24.6% YoY and +24.0% QoQ).

2,435 units were delivered (-35.9% YoY and -50.9.4% QoQ) and we ended the quarter with 78 construction sites in progress (-10.3% YoY and +2.6% QoQ).

Transfers, Deliveries and Construction Sites	3Q22	2Q22	QoQ (%)	3Q21	YoY (%)	9M22	9M21	YoY (%)
Tenda								
PSV Transferred (in R\$ million)	546.4	440.8	24.0% ↑	725.0	(24.6%) ↓	1,531.2	1,952.6	(21.6%) ↓
Transferred Units	3,802	3,305	15.0% ↑	5,890	(35.4%) ↓	11,169	15,815	(29.4%) ↓
Delivered Units	2,435	4,964	(50.9%) ↓	3,796	(35.9%) ↓	10,743	11,859	(9.4%) ↓
Construction Sites	78	76	2.6% ↑	87	(10.3%) ↓	78	87	(10.3%) ↓

LANDBANK

The Company ended 3Q22 with R\$ 13.9 billion in PSV (+14.2% YoY and +7.8% QoQ) in its landbank. We acquired R\$ 752.7 million, the percentage of barter purchases continues to increase year-over-year and reached 46.0% (+4.3p.p. YoY and -2.0p.p. QoQ) this quarter.

Landbank	3Q22	2Q22	QoQ (%)	3Q21	YoY (%)	9M22	9M21	YoY (%)
Tenda								
Number of projects	326	306	6.5% ↑	313	4.2% ↑	326	313	4.2% ↑
PSV (R\$ million)	13,946.4	12,931.8	7.8% ↑	12,215.0	14.2% ↑	13,946.4	12,215.0	14.2% ↑
Acquisitions / Adjustments (R\$ million)	752.7	795.6	(5.4%) ↓	852.2	(11.7%) ↓	2,528.5	3,470.2	(27.1%) ↓
Number of units	83,755	80,092	4.6% ↑	79,263	5.7% ↑	83,755	79,263	5.7% ↑
Average price per unit (R\$ thousands)	166.5	161.5	3.1% ↑	154.1	8.1% ↑	166.5	154.1	8.1% ↑
% Swap Total	46.0%	48.0%	(2.0 p.p.) ↓	41.7%	4.3 p.p. ↑	46.0%	41.7%	4.3 p.p. ↑
% Swap Units	9.4%	10.3%	(0.9 p.p.) ↓	7.9%	1.5 p.p. ↑	9.4%	7.9%	1.5 p.p. ↑
% Swap Financial	36.5%	37.7%	(1.2 p.p.) ↓	33.7%	2.8 p.p. ↑	36.5%	33.7%	2.8 p.p. ↑

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



INVESTOR RELATIONS

Luiz Mauricio de Garcia

CFO and Investor Relations Officer

Thiago Gomes

Investor Relations Coordinator

Franssuenia Andrade

Investor Relations Analyst

Investor Relations

Tel.: +55 (11) 3111-9909

E-mail: ri@tenda.com

Website: ri.tenda.com

MEDIA RELATIONS

NOVAPR

Marilia Paiotti

Tel.: +55 (11) 5180-9079

E-mail: marilia.paiotti@novapr.com.br

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.

