



3Q22 Results Webcast

November 4th, 2022
The event will start at:
10:00 am BRT



Rodrigo Osmo
(CEO)



Luiz Mauricio Garcia
Chief of Finance and Investor Relations
Officer (CFO)



Results

3Q22 Results
Webcast



- 5.0% price increase in 3Q22 sales (Q/Q);
- Gross margin new sales reached 30.4% in 3Q22 and 32.1% in September 2022;
- Cost pressure, mainly driven by concrete, generated a non-recurring impact of R\$76 million in 3Q22;
- Other non-recurring impacts totaled R\$80 million in 3Q22, totaling R\$156 million in the quarter.
- Excluding these impacts, the Tenda segment's adjusted gross margin would have been 25.2% (vs. 8.1% reported);
- Operating cash consumption continues to decline and we expect a reversal as early as 2023;
- Alea sold almost all of its inventory in 3Q22, showing the product's strong acceptance in the housing market.

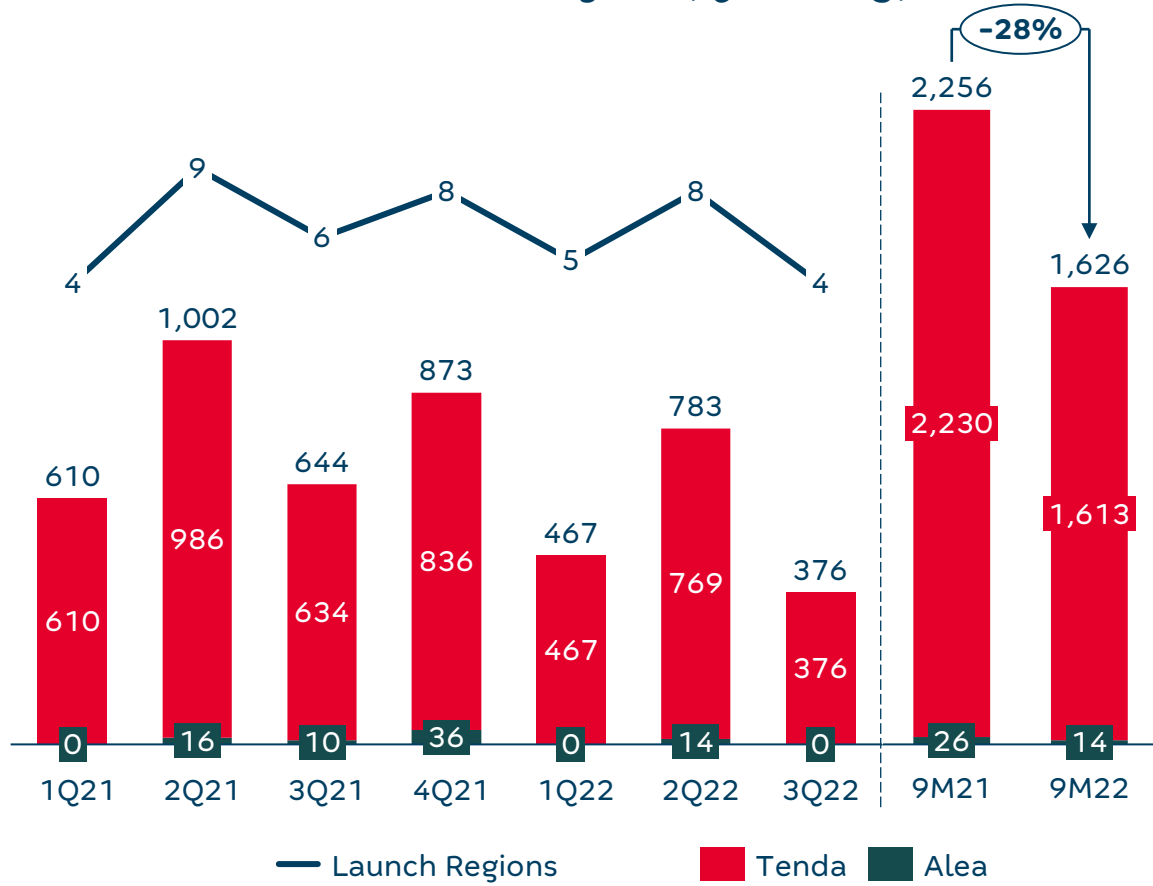


3T22 - Tenda	Reported	Ex-Effects	Extraordinary Effects	P&L	R\$ million
Net Revenue	570	683	Costs Increase	Net Revenue	76
Costs	(524)	(510)	Inflation	Net Revenue	45
Gross Profit	46	172	Inefficiency	Net Revenue	31
Gross Margin (adj)	8,1%	25,2%	DDP	Net Revenue	16
Other Expenses	(236)	(206)	Other non-recurring effects		64
Net Profit	(190)	(34)	Total		156
Net Margin	(33,3%)	(5,0%)			

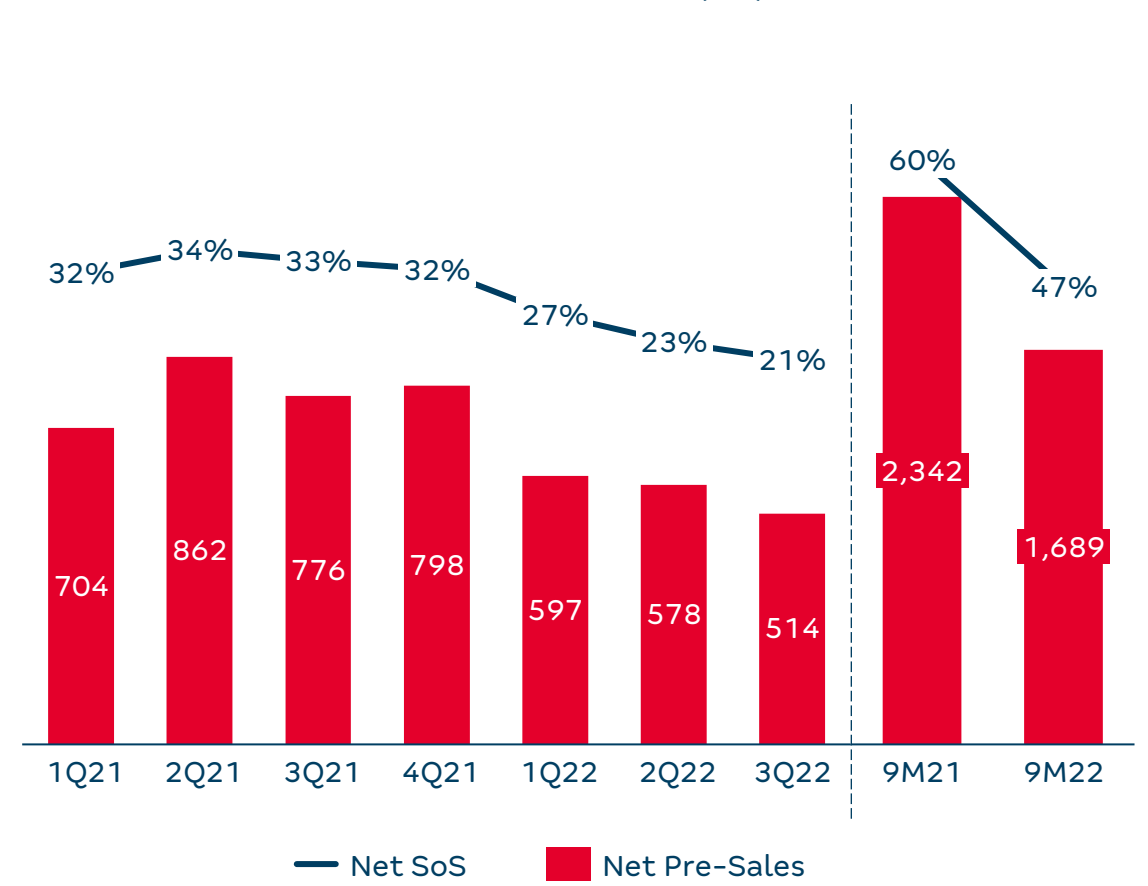
- Initiatives to improve our processes and controls are already underway;
- In addition, we take a much more conservative approach in our assumptions and project/land purchase feasibility studies;
- We are confident in the company's return to profitability as well as in the future reduction of our indebtedness;
- We see the company strategically well positioned in the popular housing segment in Brazil and we believe we have all the tools necessary to once again become a reference in this segment.



**Launches (PSV, R\$ million)
e Launch Region (Quantity)**

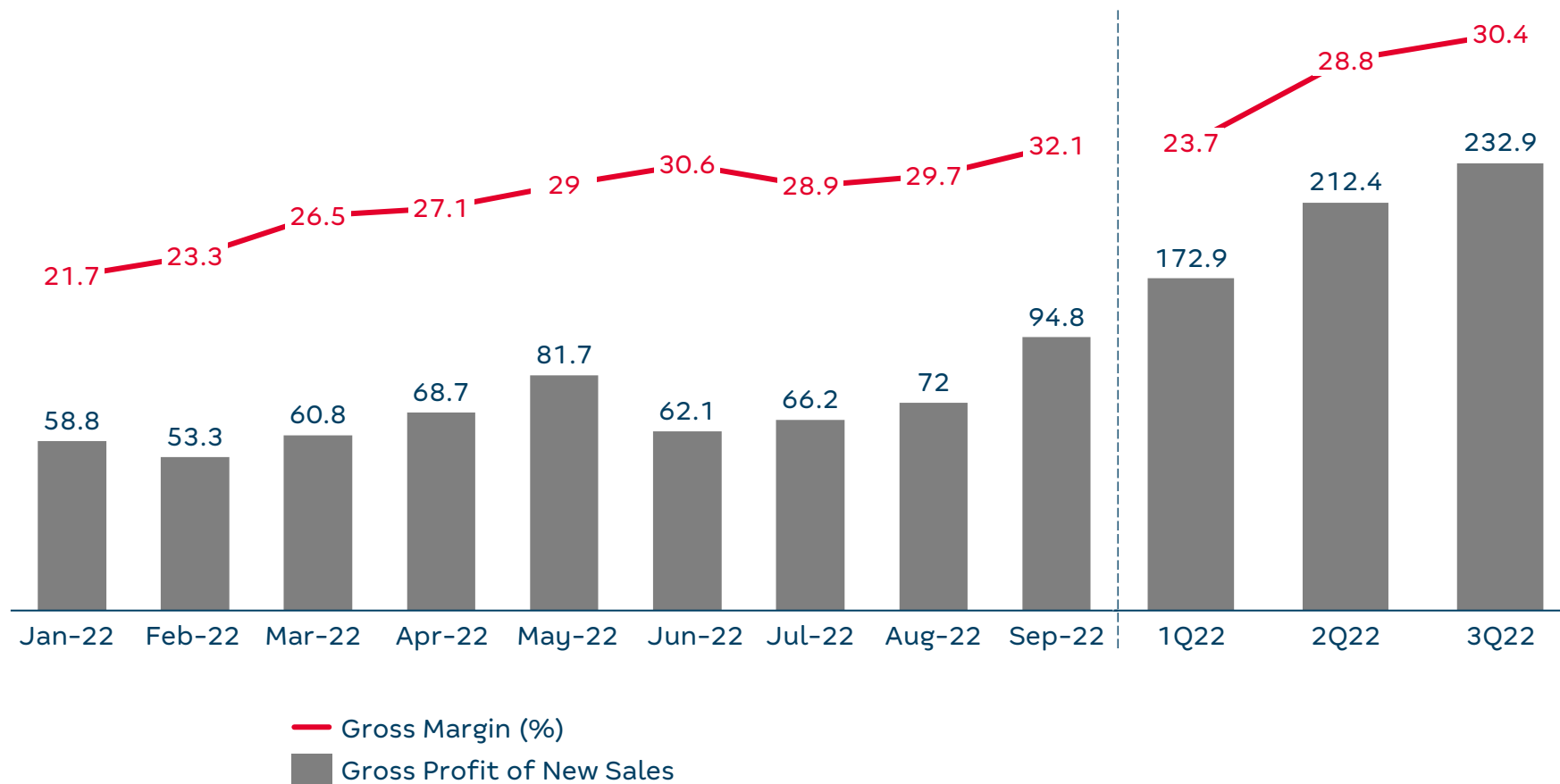


**Net Pre-Sales (PSV, R\$ million)
and Net SoS (%)**



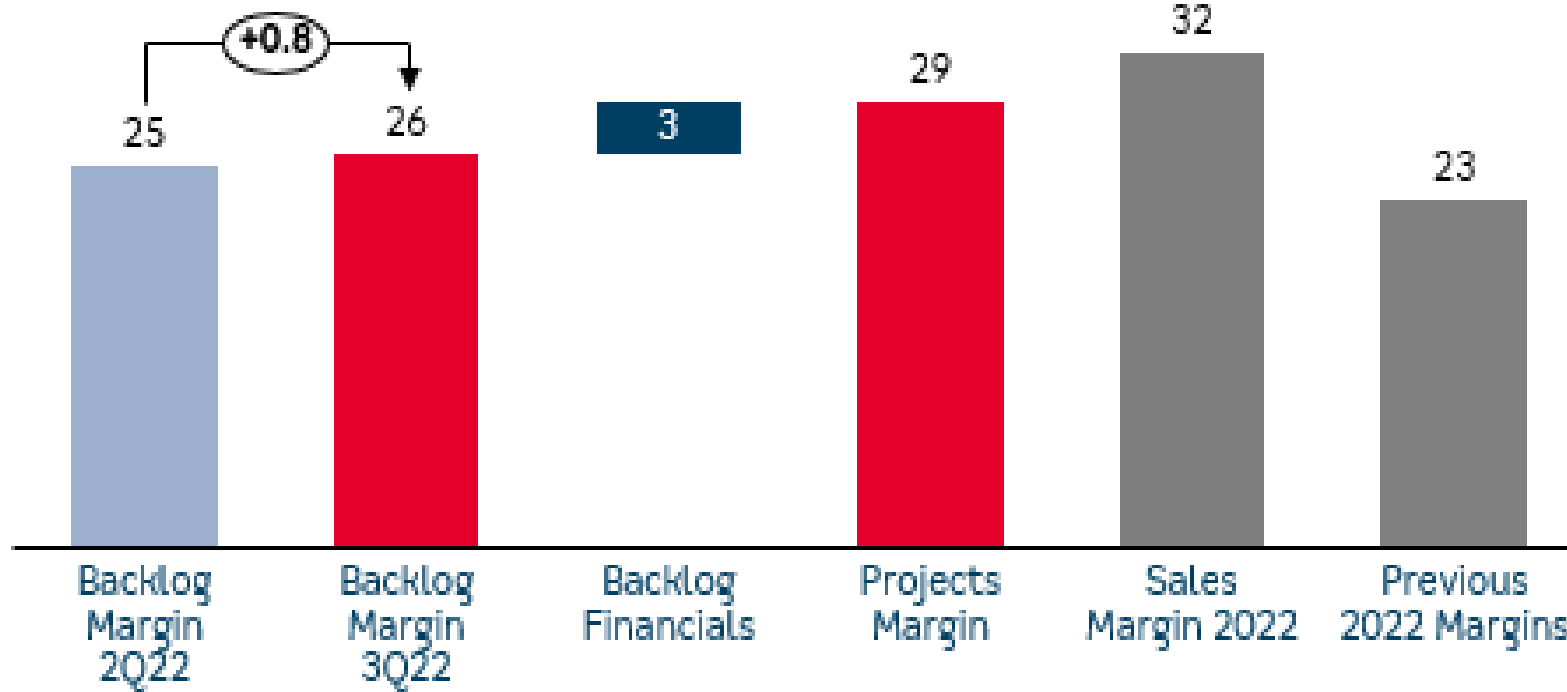


Gross Margin Evolution of New Sales (%) and Gross Profit of New Sales (R\$ Million)





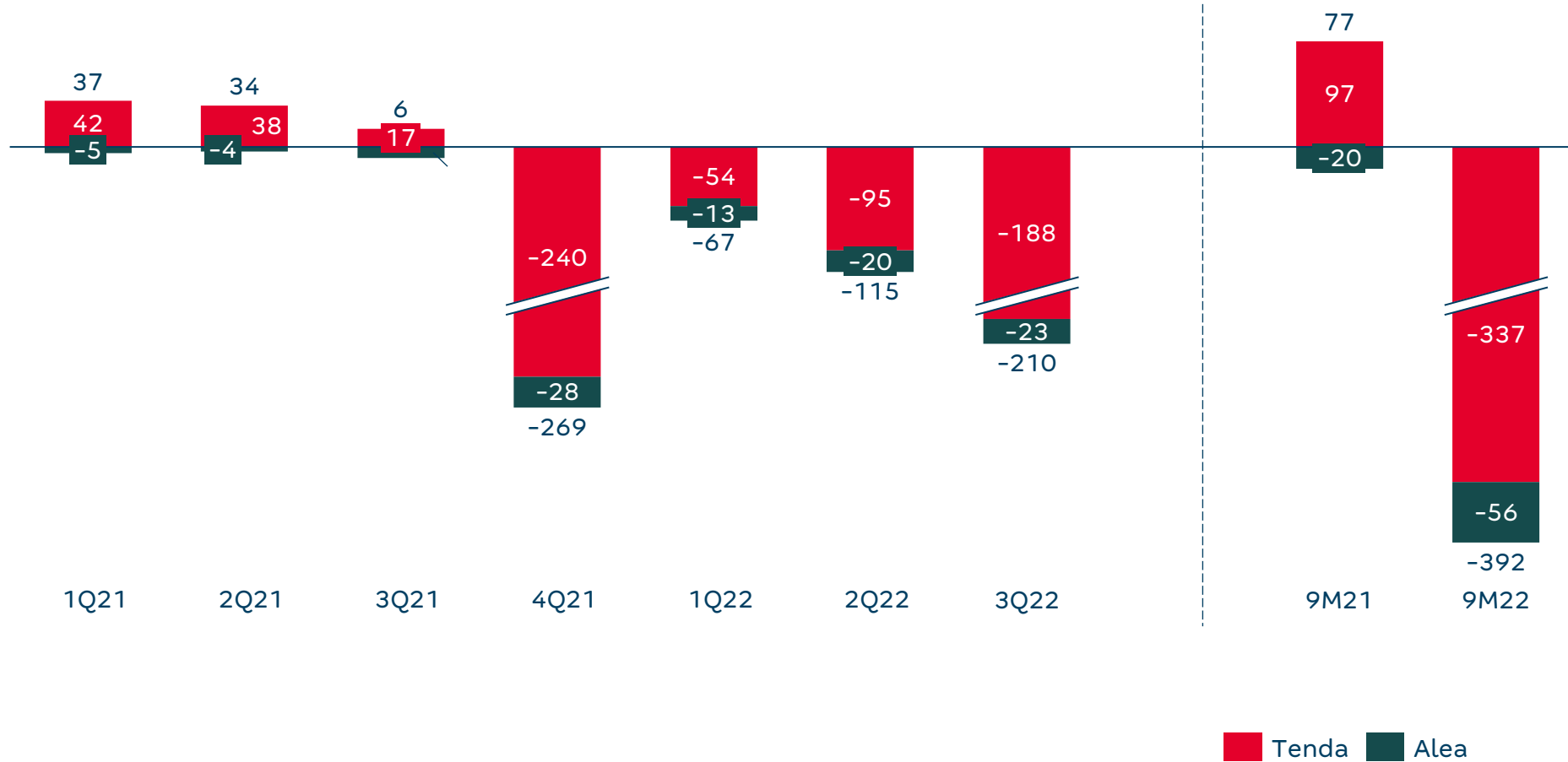
Backlog Margin 3Q22 (%)

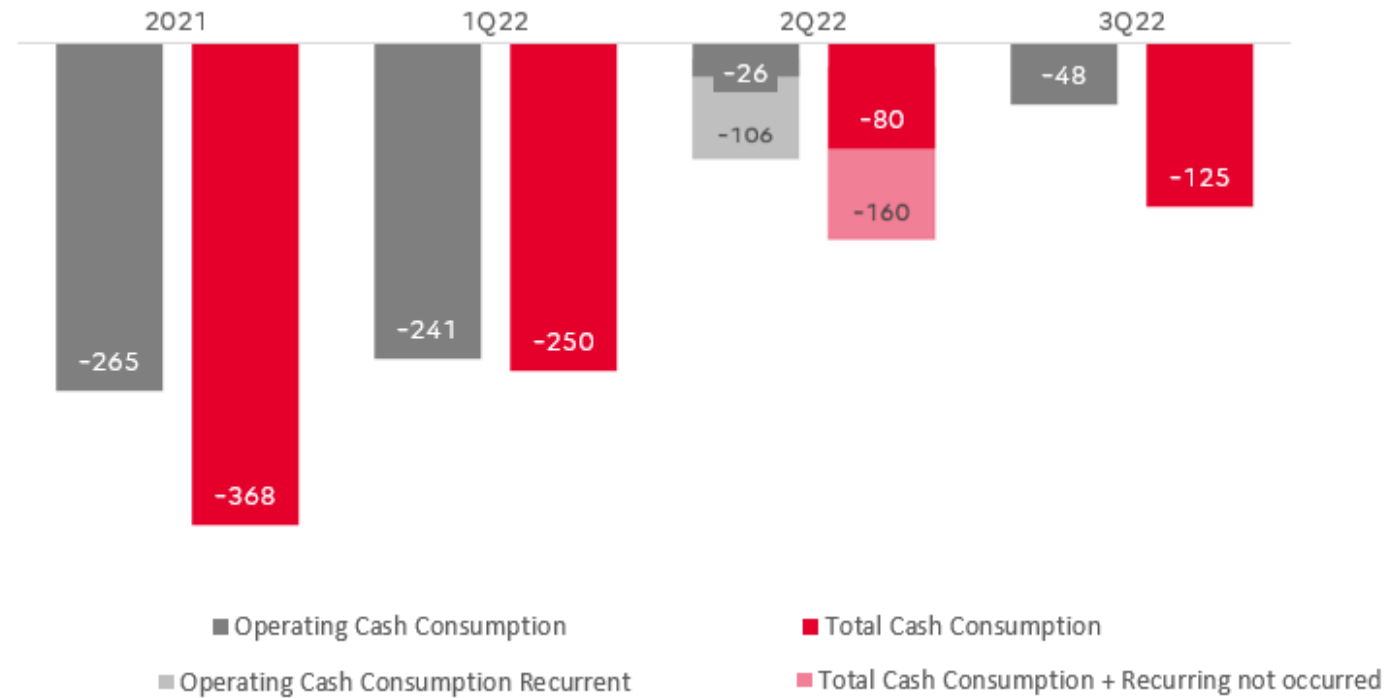


Despite the recurring price increase, **non-recurring items still affect the results significantly**



Net Profit
(R\$ million)

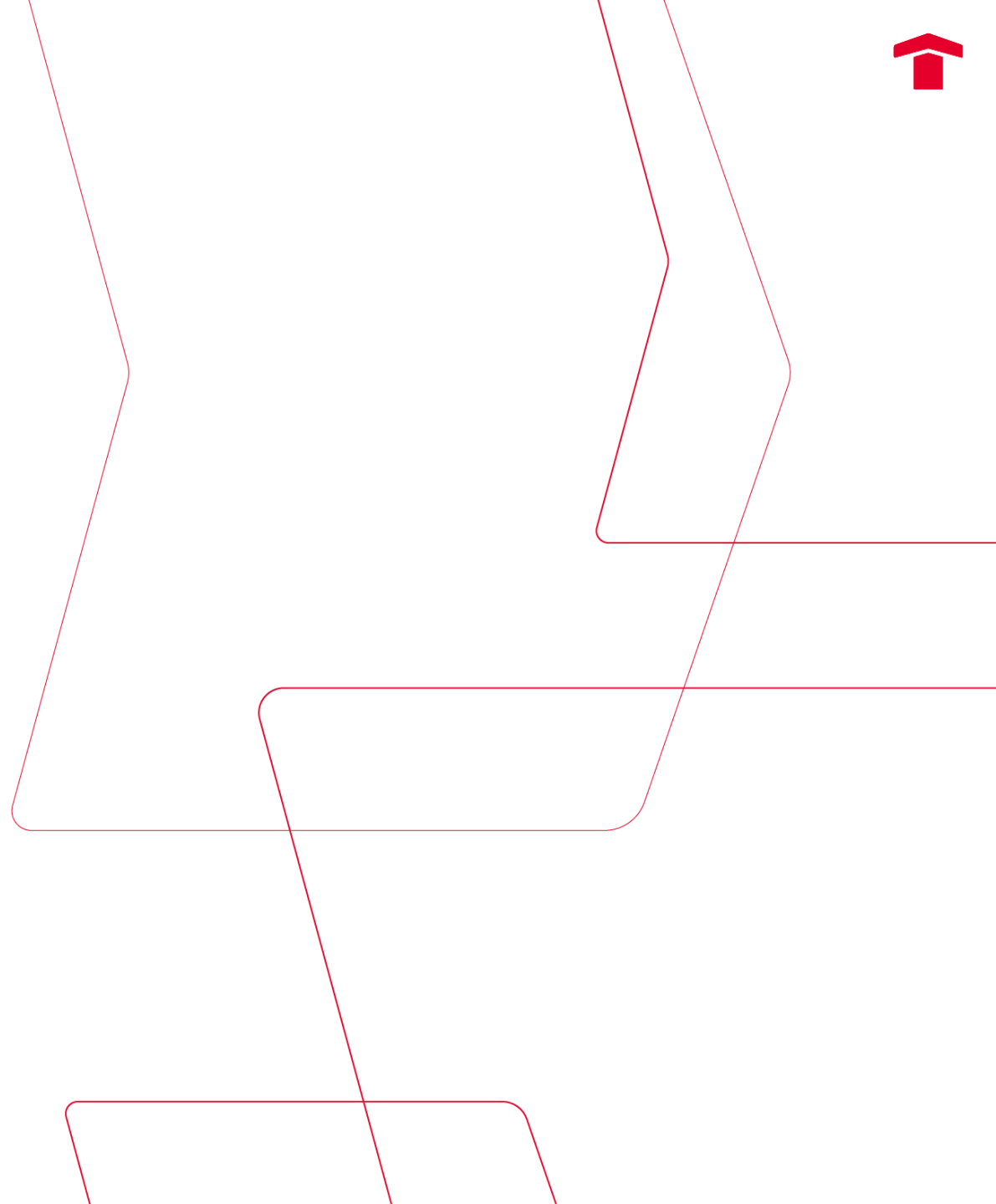






Q&A

3Q22 Results
Webcast





Participants (2)

- yanoverfieldshaw (Me) [mute] [video]
- Room G-207 (Host) [mute] [video]

Raise Hand [yes] [no] [go slower] [go faster] [more]

Unmute Me

