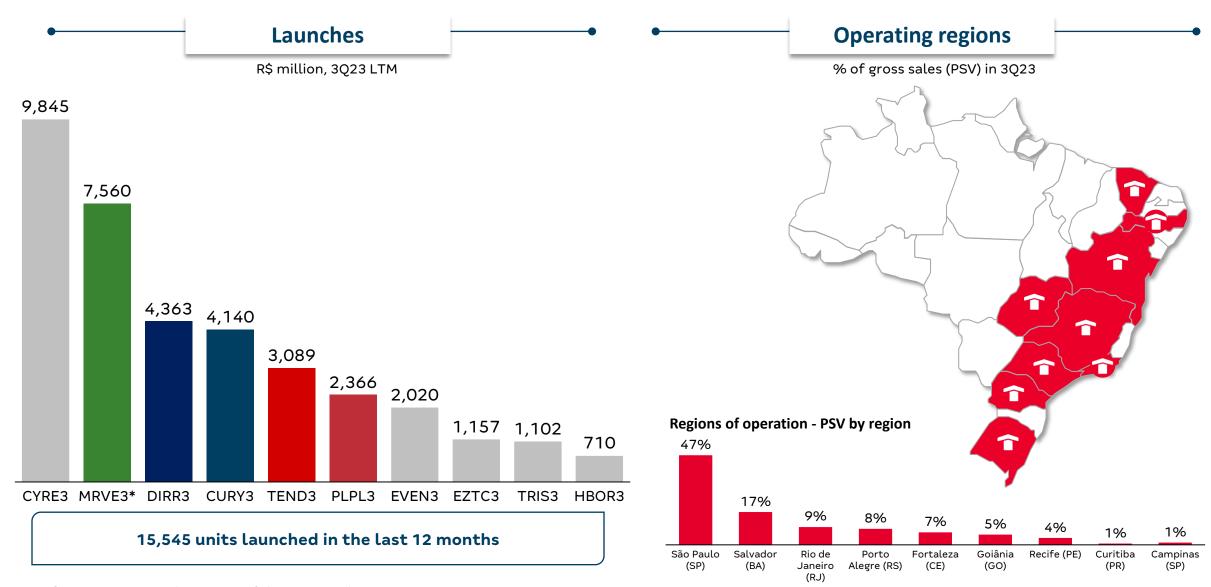


Tenda is the fifth largest developer of low-income housing in Brazil and operates in nine metropolitan regions of the country



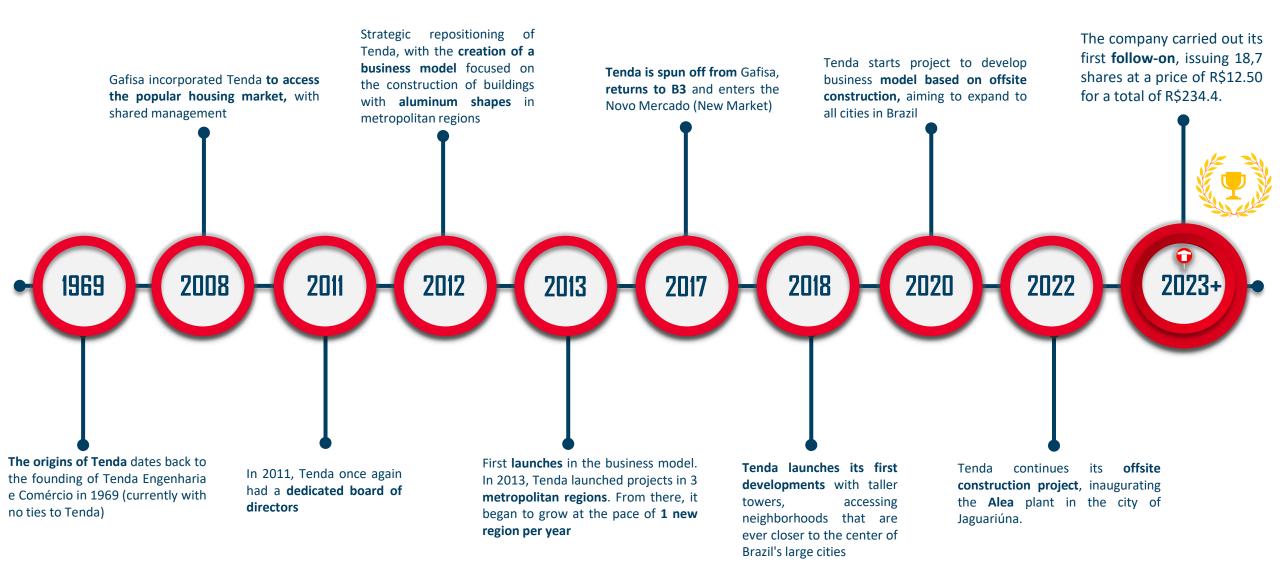


Source: Reference Form – Tenda, Reports of the Mentioned Companies

* MRV Brazil

With more than 50 years of history, Tenda presented a successful strategic 👚 repositioning in 2012 and now begins a new phase





The continued strong demand from the low-income segment has enabled the company to adopt an innovative industrial approach

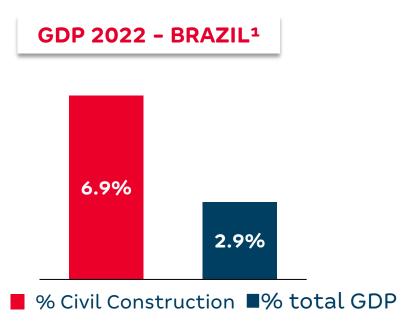


Conventional model of the construction industry	Tenda
Without standardization	Only 2 SKUs
Small players with limited scale	+12.1 thousand units launched in 2022
Lack of coordination	Totally integrated
Cyclical demand	Constant demand
	the construction industry Without standardization Small players with limited scale Lack of coordination

Only 2 SKUs



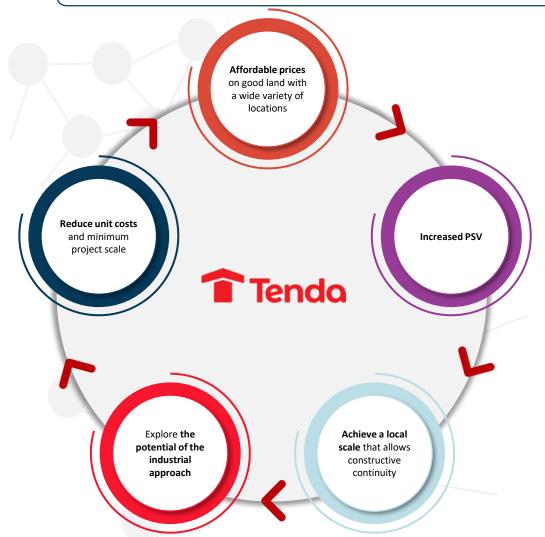




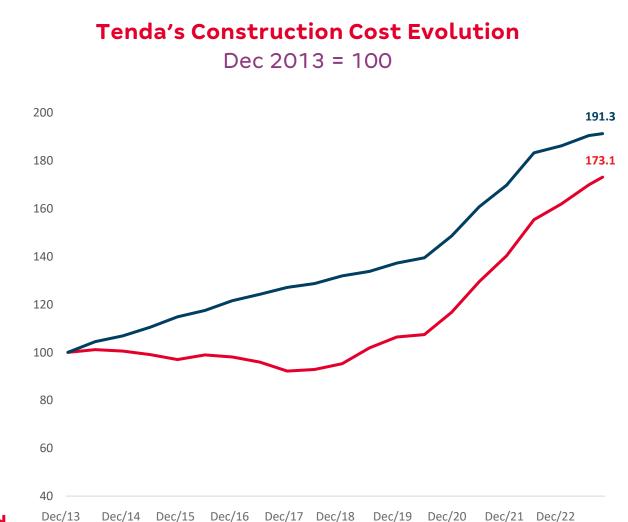
Civil Construction was the precursor of GDP growth in Brazil in 2022.

Industrial approach that allows great cost efficiency





Robust business model with a strategy focused on **scale and operational efficiency**



Tenda (in Nominal Terms)

—INCC

Source: Company / Reference Form 5

Our sales prices are the lever with the highest speed of result response in Tenda's business model





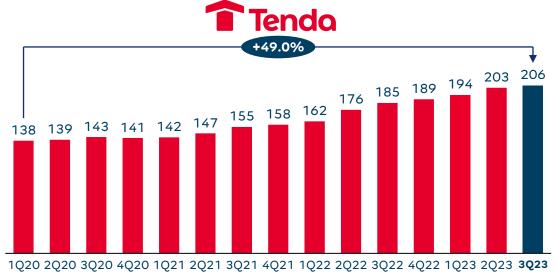




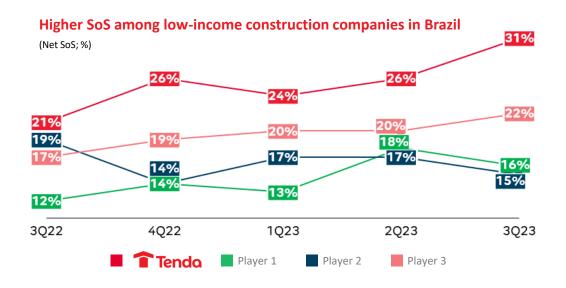


- We are **constantly evolving** our sales prices, maintaining competitive levels;
- This price evolution positively **impacts the gross** margin of new sales, which reached 33.0% in 3Q23;
- Gross sales reached R\$ 1.070 million in the quarter of 2023, and 35.0 Gross SoS;
- **Net SoS** of 30.2%, an increase of 9.1 p.p. compared to the previous year.

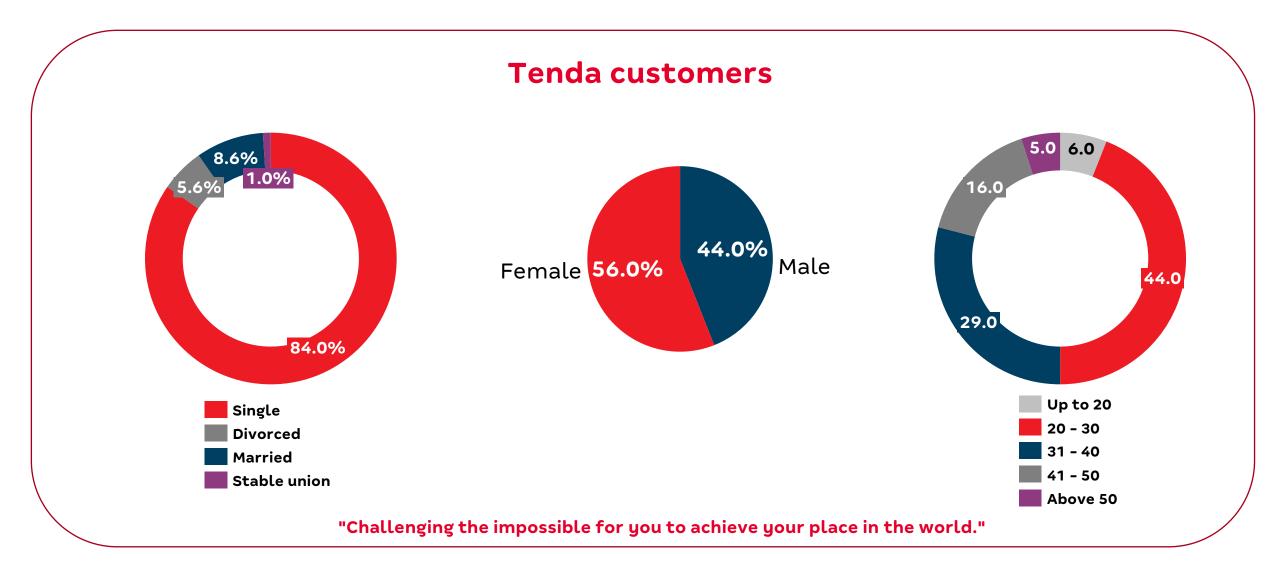




Average price per unit - Consolidated (R\$ thousand)







Source: Company 7

Launch highlights



In the third quarter of 2023, the company's launches totaled R\$ 880.6 million.



PORTAL PARQUE - SP

- Launches: Sep/23
- 828 Units launched
- Bracket 2
- PSV R\$ 177.7 million
- Average price R\$ 214.6 thousand



CASAPATIO SANTA CRUZ DO RIO PARDO – SP

Launches: Sep/23

- 152 Units launched
- Bracket 2
- PSV R\$ \$ 26.4 million
- Average price R\$ 173.8 thousand



ALEA CAÇAPAVA – SP

- Launches: Aug/23
- 143 Units launched
- Bracket 2
- PSV R\$ 29.3 million
- Average price R\$ 205.2 thousand



VIVA LIMÃO F2 - SP

- Launches: Jul/23
- 397 Units launched
- Bracket 2
- PSV R\$ 93.4 million
- Average price R\$ 235.3
- thousand

Source: Company.

Housing Program Minha Casa Minha Vida





The return of the MCMV Program has brought transformational changes that will benefit the Brazilian market and developers focused on the low-income segment



Affordable Housing Market in Brazil

In February 2023, the housing program Minha Casa Minha Vida was officially reconstituted through Provisional Measure no. 1162/23

The program offers low-income families access to financing for home acquisition



Significant changes in the program come into effect in 2023, bringing a sea of opportunities for developers focused on the low-income segment

Sponsored and financed by the FGTS with a robust budget for the next 3 years

One of Brazil's main tools to address the national housing deficit of ~6 million inhabitants, which represents a significant opportunity for the low-income segment."

Highlights of Minha Casa Minha Vida



+2 mm new units by 2026



R\$725 bi in credit granted with FGTS resources since 2009



+6 mm units delivered since



~R\$109 bi budgeted by the FGTS in 2023, the largest volume since 2009



Até R\$55 mil otential subsidy for MCVM beneficiaries

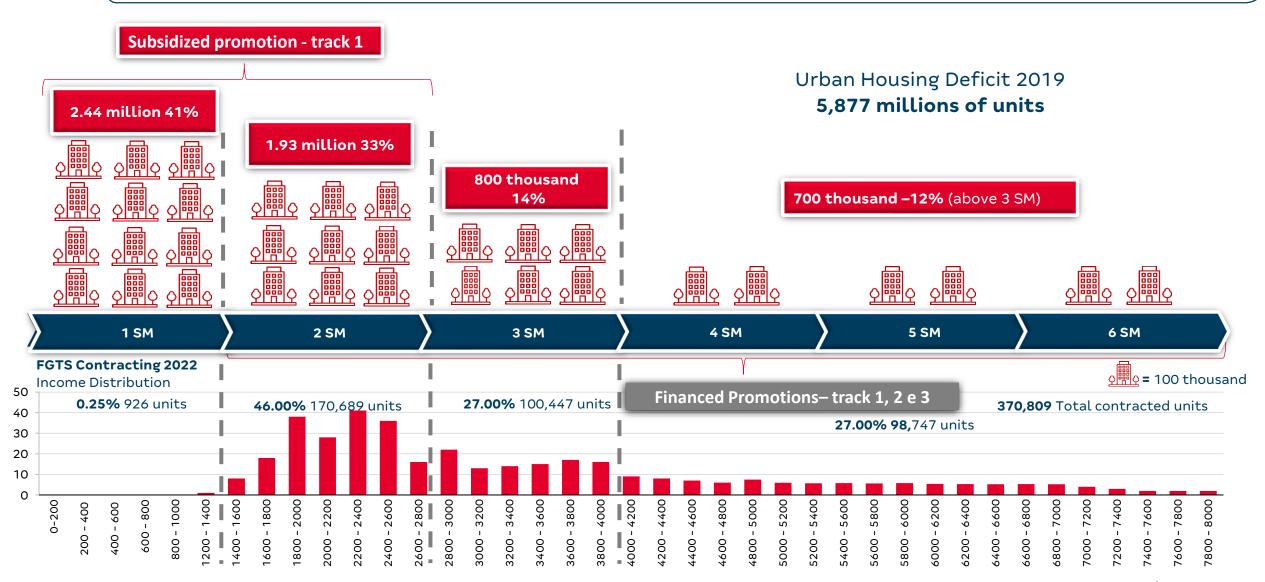


R\$369 bi total FGTS budget between 2023 and 2026

	Principais mudanças no programa		Income bracket		Interest rates (with	Interest rates (without FGTS deposit)		FGTS deposit)
	Bracket	Income range ((current)	Income range (new)	S, SE, CO	N, NE	S, SE, CO	N, NE
	Dural et 4		000	Up to R\$2,000	4.75%	4.50%	4.25%	4.00%
	Bracket 1	Up to R\$2	,000	Up to R\$2,640 👚	5.00%	4.75%	4.50%	4.25%
	Bracket 2	Up to R\$3	,000	Up to R\$3,200	5.50%	5.25%	5.00%	4.75%
	Bracket 2	Up to R\$3	,700	Up to R\$3,800	-	6.00%	-	5.50%
	Bracket 3	Up to R\$4	,400	Up to R\$4.400	-	7.00%	-	6.50%
	Bracket 3	Up to R\$8	,000	Up to R\$8,000	-	8.16%	-	7.66%



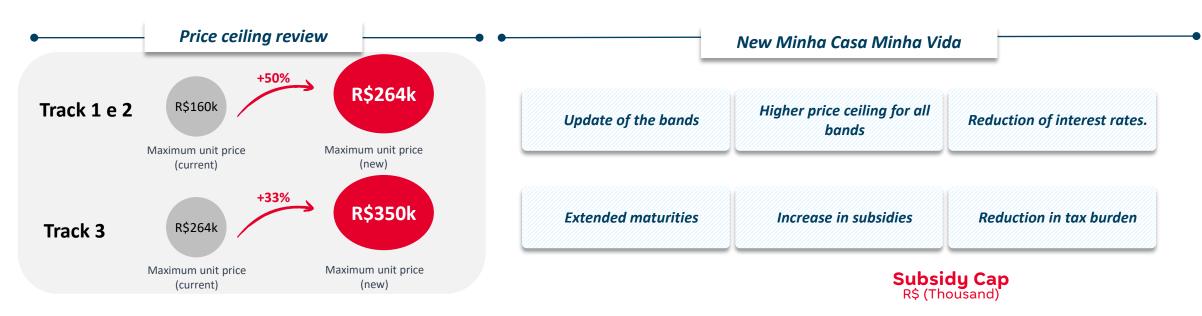
The Affordable Housing Market and Housing Needs in Brazil



Source: ABRAINC / Ministério das Cidades 11

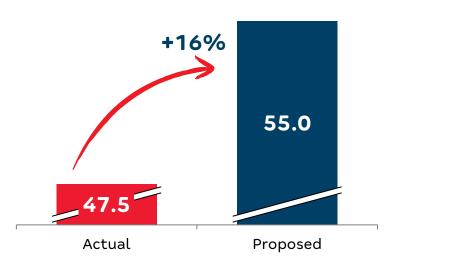
New proposals in the resumption of the program Minha Casa Minha Vida





The subsidy is the portion of the financing paid by the Union through the housing program for families that fall within income bands 1 and 2.

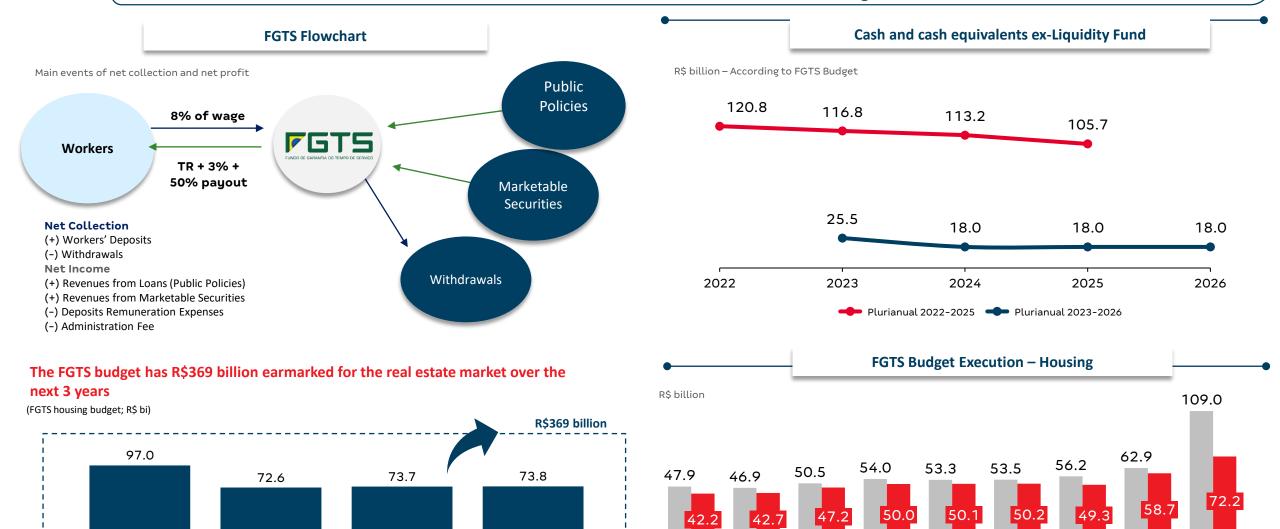
With the aim of reducing the down payment for financing and expanding their purchasing capacity, a new subsidy ceiling was approved by the FGTS Board of Trustees in June 2023, increasing from R\$ 47,500 to up to R\$ 55,000.



Source: ABRAINC / Ministério das Cidades

~80% of the FGTS budget is earmarked for Housing, constituting the main source of resources for low-income housing in Brazil





Budget

Atual*

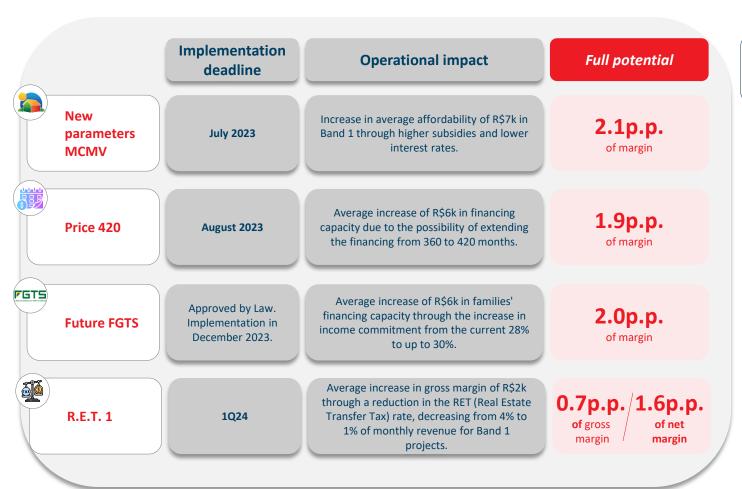
The majority of our revenue comes from Band 1 of the program, reaching levels of 59% in the 3rd quarter of 2023 LTM (Last Twelve Months).



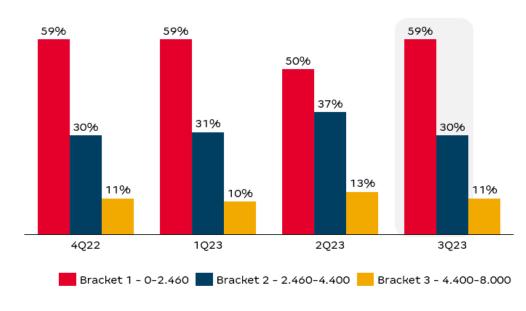
The increase in price ceilings within bands 1 and 2 of the program, combined with the changes that will come into effect in the second half of 2023, represents significant potential for value generation.



Gross VGV by income bracket in 3Q23



Focused operation on bands 1 and 2 of the Minha Casa Minha Vida program, with 89% of the Gross Sales Value (VGV) generated by properties in bands 1 and 2.



Great market opportunity with regional housing programs



Pode Entrar

Housing program of the city of São Paulo

First stage of the program approved in April with significant participation from Tenda

More than 3,510 units granted to the company, representing a total VGV (Sales Value) of R\$712.6 million

1 Tendo

Project	number of units	Value per property	Total PSV
Estação Tolstoi	216	R\$209.9k	R\$45.3 million
Guarapiranga ¹	1,310	R\$206.9k	R\$271.1 million
Citta Vila Prudente	1,984	R\$199.7k	R\$396.2 million
TOTAL	3,510 ¹		R\$712.6 million

1,468 additional units from Tenda

Eligible to be included in the program if other projects are rejected during document verification

~R\$21 thousand per unit

at a premium in pricing compared to the main competitors participating in the program

Other Regional Programs

Various opportunities in Tenda's operational regions through housing programs targeted at the low-income segment

Program Name	State /Municipality	Target audience / Income bracket	Benefit per unit	Size of the program
1 Casa Fácil	Paraná	Up to 4 minimum wages	R\$20,000	R\$200 million / year
2 Compra Compartilhac	da Porto Alegre	Up to 3 minimum wages	R\$15,000	R\$12 million in 2023
3 De Portas Abertas	Rio Grande do Sul	Up to 4 minimum wages	R\$20,000	in definition
4 Habita+ RJ	Rio de Janeiro	Up to R\$4.4k ²	R\$25,000	R\$350 million in 2023
5 Pra ter onde morar	Goiás	Up to 4 minimum wages	R\$45,800	n.a.
6 Casa Paulista	São Paulo	Up to 3 minimum wages	Between R\$11,000 and R\$16,000	R\$4 billion
7 Morar Bem	Pernambuco	Up to 2 minimum wages	Up to R\$20,000	R\$200 million / year

New Proposals in the Resumption of the Minha Casa Minha Vida Program - Family Perspective





Family with a gross income of R\$ 1,650.

Property value of R\$ 198,000



Family with a gross income of R\$ 1,980.

Data from **4,426** properties acquired in **São Paulo/SP** by families with an income of up to **R\$ 2,400.00** in **2022**, under the Assistance program:

Average value: R\$ 189,000
Minimum value: R\$ 98,000
Maximum value: R\$ 264,000

São Paulo - SP

CURRENT CONDITIONS		PROPOSED CONDITIONS		PROPOSED CONDITIONS	
Down payment	R\$ 69,000	Down payment	R\$ 59,100 Δ= -10,000	Down payment	R\$ 34,900 Δ= -34,200
Supplemental Discount	R\$ 47,500	Supplemental Discount	R\$ 55,000 ∆= +7,500	Supplemental Discount	R\$ 55,00 ∆= +7,500
Financing	R\$ 81,400	Financing	R\$ 83,900 Δ= +2,500	Financing	R\$ 108,100 Δ= +26,700
Rate	CR 25% + 360 months	Rate	CR 25% + 360 months	Rate	CR 30% + 420 months
Installment	R\$ 408.00	Installment	R\$ 409.00	Installment	R\$ 490.00

CURRENT CONDITIONS		PROPOSED CONDITIONS		PROPOSED CONDITIONS	
Down payment	R\$ 58,200	Down payment	R\$ 54,400 Δ= -3,800	Down payment	R\$ 25,300 Δ= -23,900
Supplemental Discount	R\$ 42,100	Supplemental Discount	R\$ 42,900 Δ =+0,8 Thousand	Supplemental Discount	R\$ 42,900 \triangle = +0,8 thousand
Financing	R\$ 97,700	Financing	R\$ 100,600 Δ= +2,900	Financing	R\$ 129,700 Δ= +32,000
Rate	CR 25% + 360 months	Rate	CR 25% + 360 months	Rate	CR 30% + 420 months
Installment	R\$ 490.00	Installment	R\$ 490.00	Installment	R\$ 588.00

Source: ABRAINC / Ministério das Cidades 16

New Proposals in the Resumption of the Minha Casa Minha Vida Program - Family Perspective



Family with a gross income of R\$ 1,650

Property value of R\$ 167,000

Family with a gross income of R\$ 1,980.

Data from 1,673 properties acquired in Salvador/BA by families with an income of up to R\$ 2,400.00 in 2022, under the Assistance program:

Average value: R\$ 159,000
Minimum value: R\$ 98,000
Maximum value: R\$ 209,000

Salvador - BA

CURRENT CONDITIONS		PROPOSED CONDITIONS		PROPOSED CONDITIONS	
Down payment	R\$ 35,700	Down payment	R\$ 25,600 Δ= -10,100	Down payment	R\$ 0,2 thousand Δ = -35,400
Supplemental Discount	R\$ 47,500	Supplemental Discount	R\$ 55,000 Δ= +7,500	Supplemental Discount	R\$ 55,000 ∆= +7,500
Financing	R\$ 83,800	Financing	R\$ 86,400 Δ= +2,600	Financing	R\$ 111,800 Δ= +27,900
Rate	CR 25% + 360 months	Rate	CR 25% + 360 months	Rate	CR 30% + 420 months
Installment	R\$ 409.00	Installment	R\$ 409	Installment	R\$ 490.00

CURRENT CONDITIONS		PROPOSED (PROPOSED CONDITIONS		CONDITIONS
Down payment	R\$ 32,000	Down payment	R\$ 24,000 Δ= -8,000	Down payment	-
Supplemental Discount	R\$ 34,400	Supplemental Discount	R\$ 39,300 ∆= +4,900	Supplemental Discount	R\$ 39,300 ∆= +7,300
Financing	R\$ 100,600	Financing	R\$ 103,700 Δ= +3,100	Financing	R\$ 127,700 Δ= +27,100
Rate	CR 25% + 360 months	Rate	CR 25% + 360 months	Rate	CR 30% + 420 months
Installment	R\$ 490.00	Installment	R\$ 491.00	Installment	R\$ 560.00

Source: ABRAINC / Ministério das Cidades 17

Tenda in Numbers





Track record comprovado com resultados operacionais robustos

Consistent and disciplined growth of Tenda's main operational indicators ensuring the company's positioning among the leading real estate developers in the country



Inventory at Market Value 🔝 Inventory Turnover

Source: Company. Consolidated numbers.

The company is regaining good financial results, bringing optimism and confidence for the future





Cash Generator Model

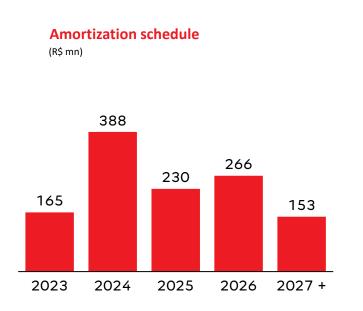
Controlled indebtedness with improvement through new issuances in 2023



Debt overview

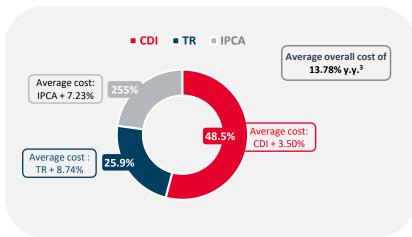
(R\$ mn)

Gross debt	1,200.9
Cash and cash equivalents ¹	(748.2)
Net debt	452.8
Net Debt / Equity (SE+MS)2	50.3%
Corporate Net Debt / Shareholders' Equity	13.0%

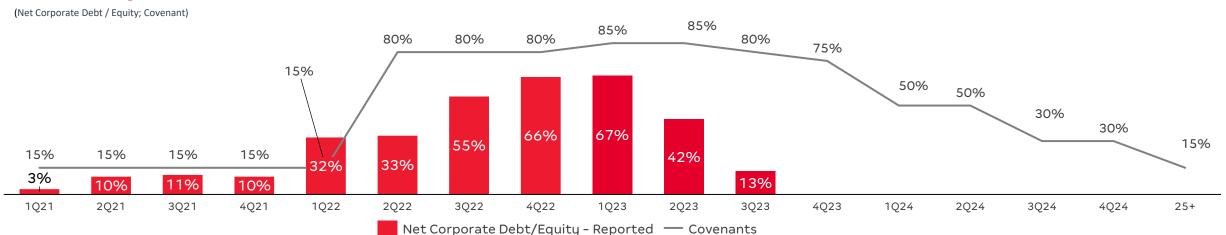


Average cost of debt

(R\$ mn)



Covenant tracking



22

The company has already gone through its most challenging period and remains strategically well-positioned in the affordable housing segment in Brazil.



Cash-Generating Business Model

- Transfer after sales
- Construction execution speed
- Cash flow acceleration

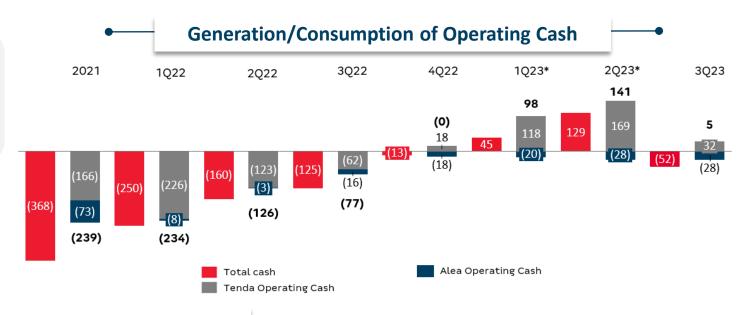
Minimum Cash Policy

Minimum cash equivalent to::

- 3 months of operational outflows
- Short-term debts
- Land (short term)

Capital Allocation

- Share buyback
- Dividend payment



Quarterly updates

- 1 Operational generation of 5 million;
- By including the benefit of the Follow on, we experienced a reduction in net debt of R\$ 172.9 million;
- The gross margin of new sales also continued to evolve, with an increase of 130 basis points in 3Q23 compared to 2Q23.



Strategy

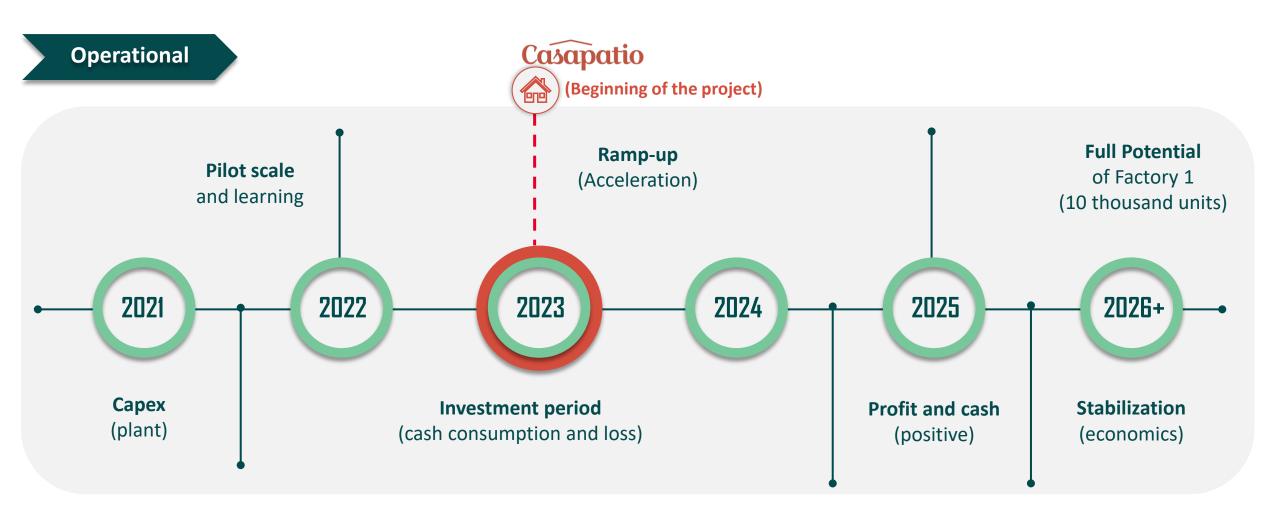
The segment and our business model enable a resumption of growth, in addition, Tenda has developed an innovative business model, based on offsite construction, to reach new markets Tenda enters this market creating a competitive differential through off-site industrialization, with the adoption of wood frame technology

Alea houses are produced with a high-tech construction method, created in the United States and used in several countries around the world. Resistant, with thermal comfort and acoustic insulation, offering a new way of living.



2022 was a year of evolution and many learnings for Alea's sustainable growth, we focused on stabilizing the operation at pilot scale to accelerate growth in 2023





Financial

Significant milestones were achieved in the first year of alea's operation, and solid strategic foundations were defined to ensure the platform's long-term sustainability



Foundation of Alea's strategy and main results so far



Product Market Fit

- ✓ The sales performance throughout the year confirmed Alea's product market fit, reinforcing the acceptance of the value proposition by customers
- ✓ Average VSO of 53.8% per quarter in 2022
- ✓ Average price gain of 14.3%

2



Supply Chain

- ✓ Significant evolution in the supply chain security, especially in the wood-frame chain.
- ✓ Verticalization of the timber chain, with strategic negotiations for the supply of key inputs.
- ✓ Reduction of risks associated with other items by a significant decrease in single-source and imported items.

3



Fields of Play

- Expansion of the addressable market, by incorporating smaller cities into the Fields of Play.
- Sales performance in Iperó and Cerquilho led to considering the inclusion of cities starting from 20,000 inhabitants.
- ✓ Evolution in realizing Alea's
 differential in operating with a low
 local minimum scale, difficult to
 replicate by traditional players

4



Post-Occupancy

- Differentiation in postoccupation.
- ✓ Belief in high value perception brought by the condominium.
- Low incidence of technical assistance requests so far





Landbank Formation

- ✓ Landbank in formation with significant developments carried out in 2022.
- Prospecting pipeline allowed interaction with various municipalities, creating technical knowledge of legislations and administrative approval processes.
- √ Validation of Alea's value proposition for key stakeholders.

Advancements in 2023



Increase in the minimum price per unit for compliance with the MCVM (Minimum Capital Value for Mortgage)



New CASAPATIO model with construction in 3 months



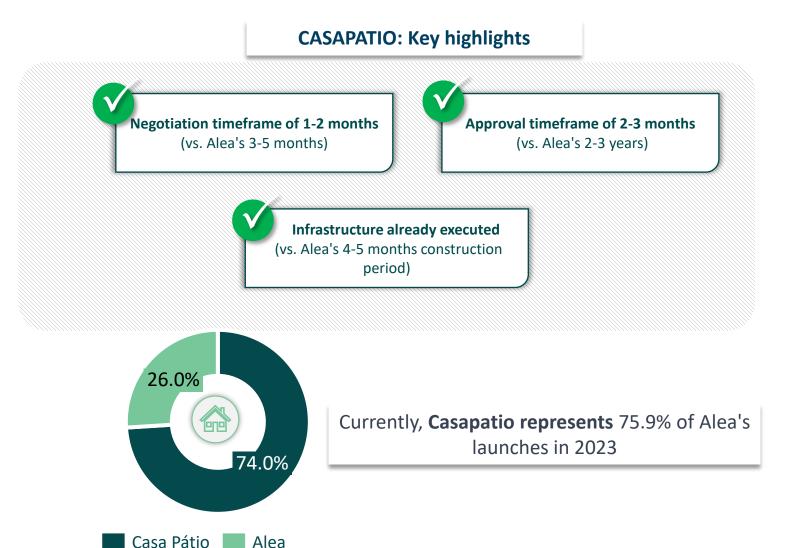
Expansion of prospecting with smaller cities in the Fields of Play

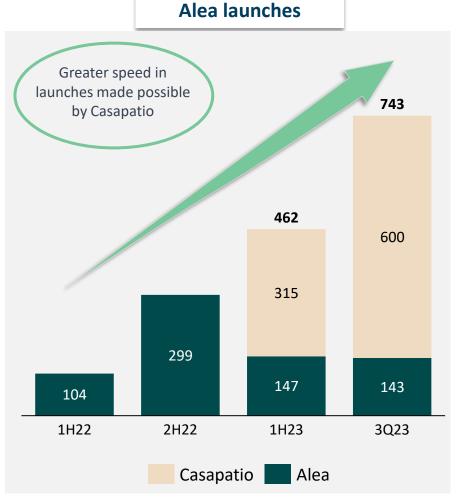
Source: Company 28

In 2023, Alea launched the 'Casapatio Project': a brand focused on products in open lots.



Custom patio homes model with 100% POC delivery in 3 months arrives to accelerate Alea's growth in Off-Site construction.



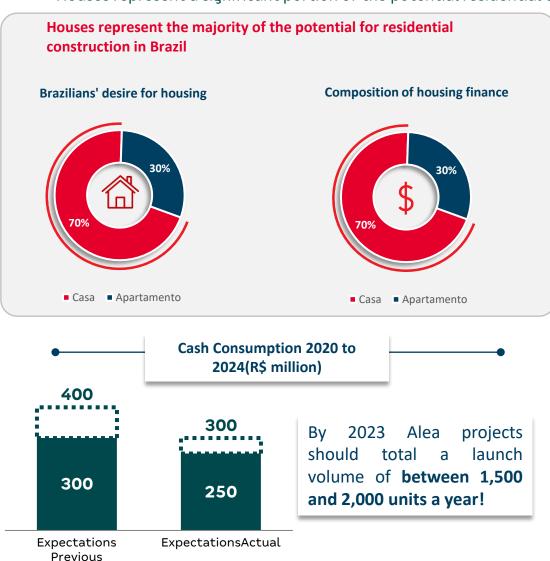


Source: Release 3Q23 29

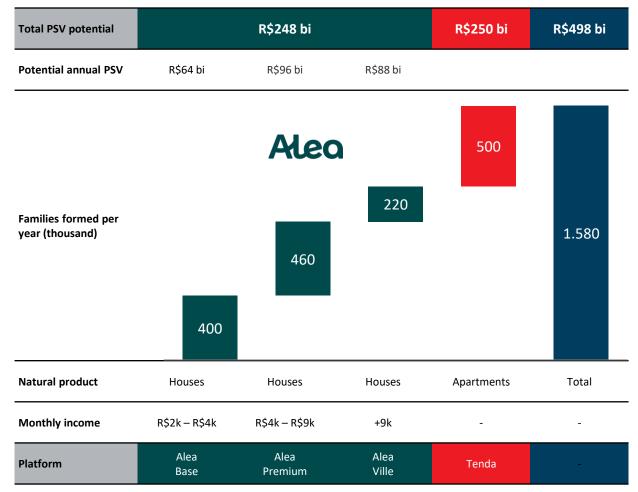


Massive growth avenue in Off-site construction with Alea

Houses represent a significant portion of the potential residential construction market in Brazil, and almost no major player is focused on the segmentno



Alea secures Tenda's exposure to a blue ocean of opportunities represented by an addressable market of nearly R\$250 billion



Source: Company 30

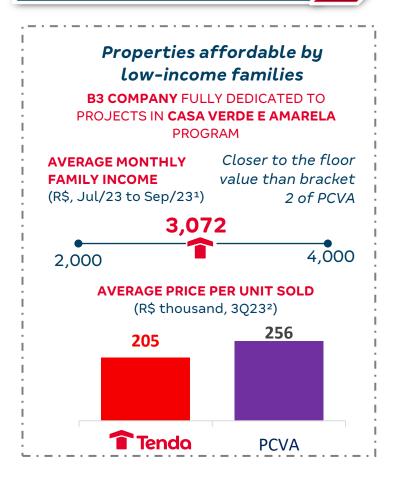


ESG

ESG Pillars



Social inclusion



Respect for clients and employees

Clients receive the housing units within schedule

OF PROJECTS LAUNCHED AFTER 2013 00% WFRF DELIVERED WITHIN SCHEDULE

Most employees directed hired



... of which

ARE DIRECTLY HIRED BY TENDA

Own employees in ~100% of the tower's activities



SAFE ENVIRONMENT:

INDUSTRIAL RISK MONITORING **STANDARDS**

Commitment to ethics and governance

Culture focused on ethical conduct

- ✓ Ethics Committee coordinated by the CEO
- ✓ Ethics Code for employees and suppliers
- ✓ Preliminary Assessment og suppliers
- ✓ Independent Reporting Hotline

Reference Governance

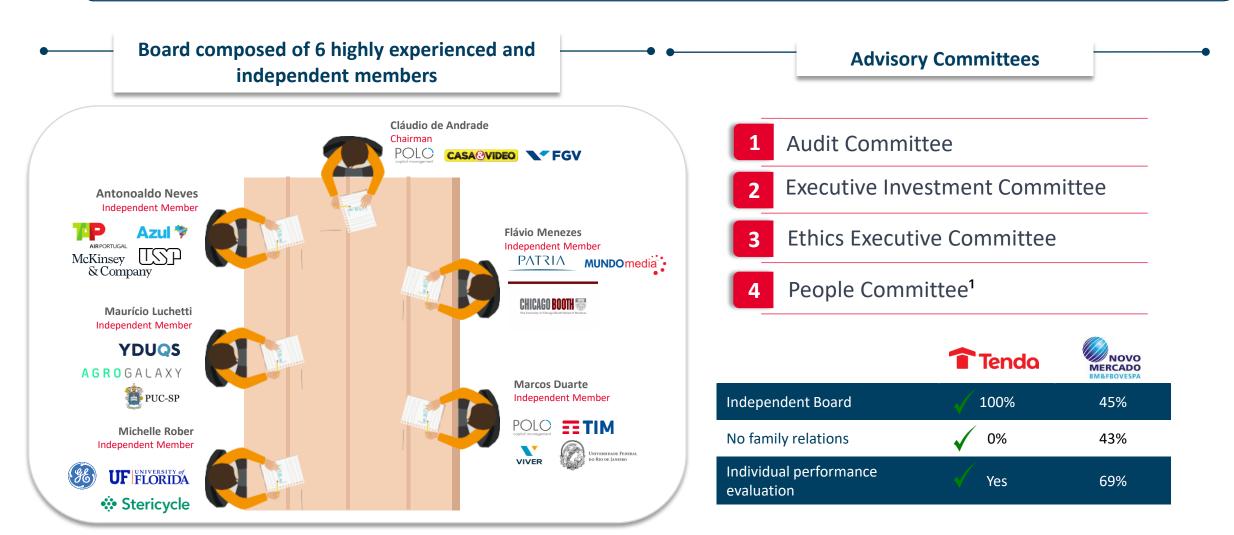
90%

COMPLIANT WITH IBGC'S BEST

PRACTICES IN 20193

- ✓ A Novo Mercado Company
- √ All board members are independente
- ✓ All the directors are statutory officers, with 20% of compensation linked to long term incentives4

Tenda adopts the best Corporate Governance practices, holding a prominent position among the companies in the New Market, B3's highest level

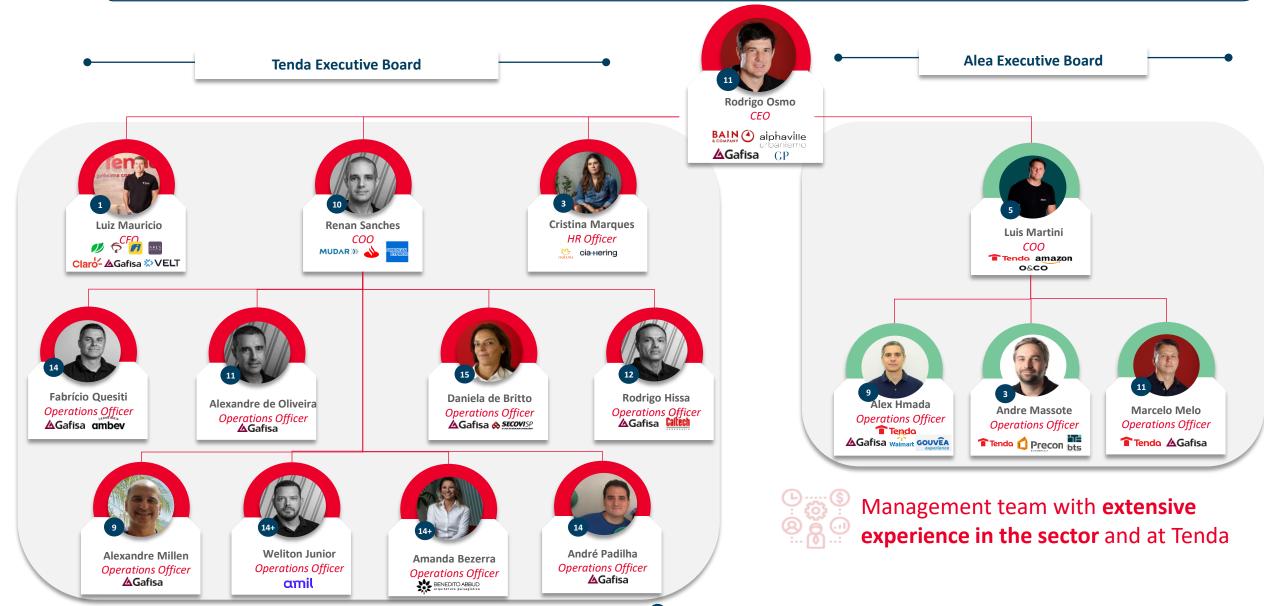


First-rate corporate governance: 100% independent board combined with a management team with extensive experience in the sector and at Tenda



Management with extensive experience in the sector





Source: Company # Years of company 35

Stock Performance and Share Structure



