



3Q20 Results Webcast

November 6, 2020

This event will start at:

10am BRT | 9am NYT | 2pm LON



Rodrigo Osmo
(CEO)



Renan Sanches
(CFO)

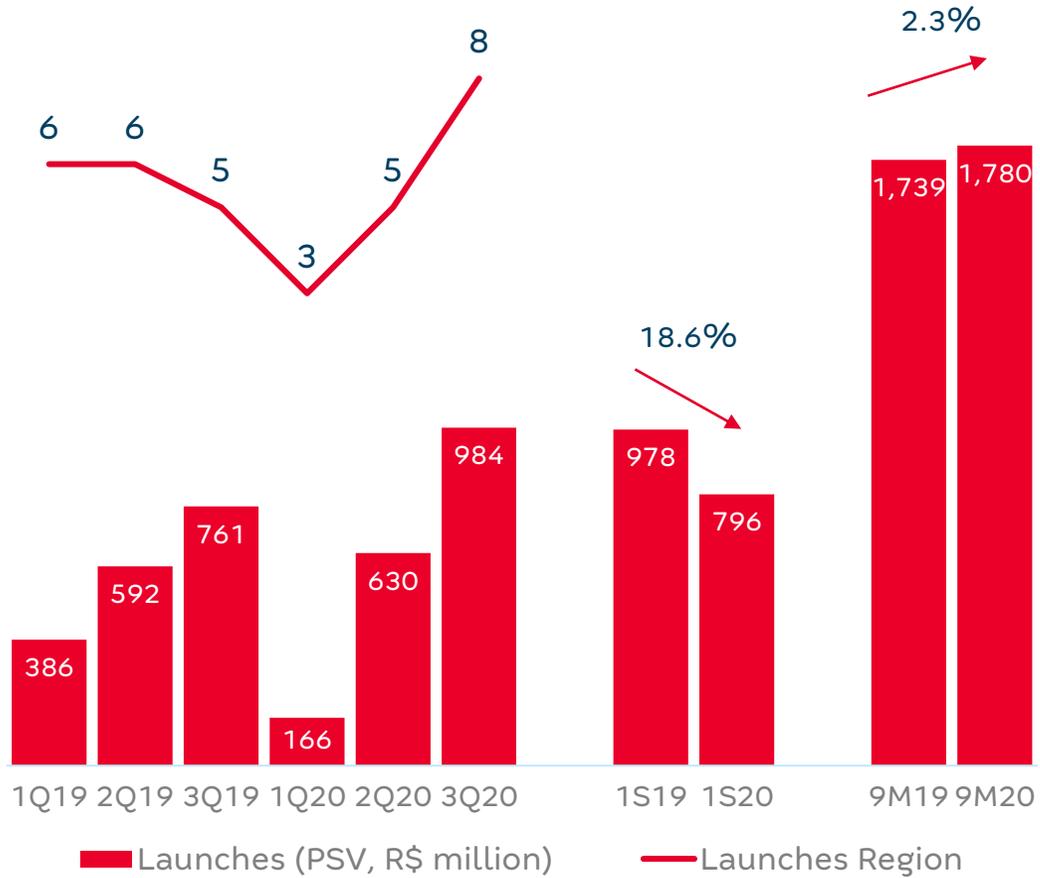


Results

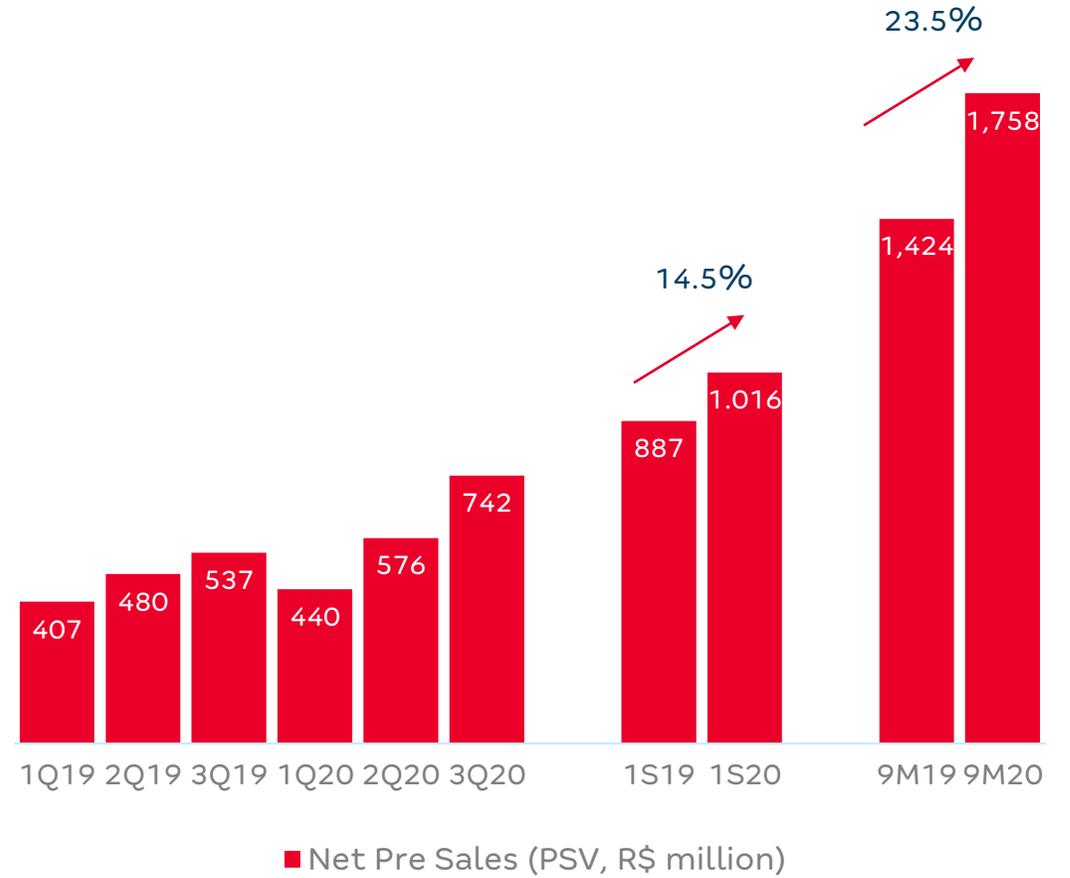
3Q20 Results Webcast



Launches (PSV, R\$ million)

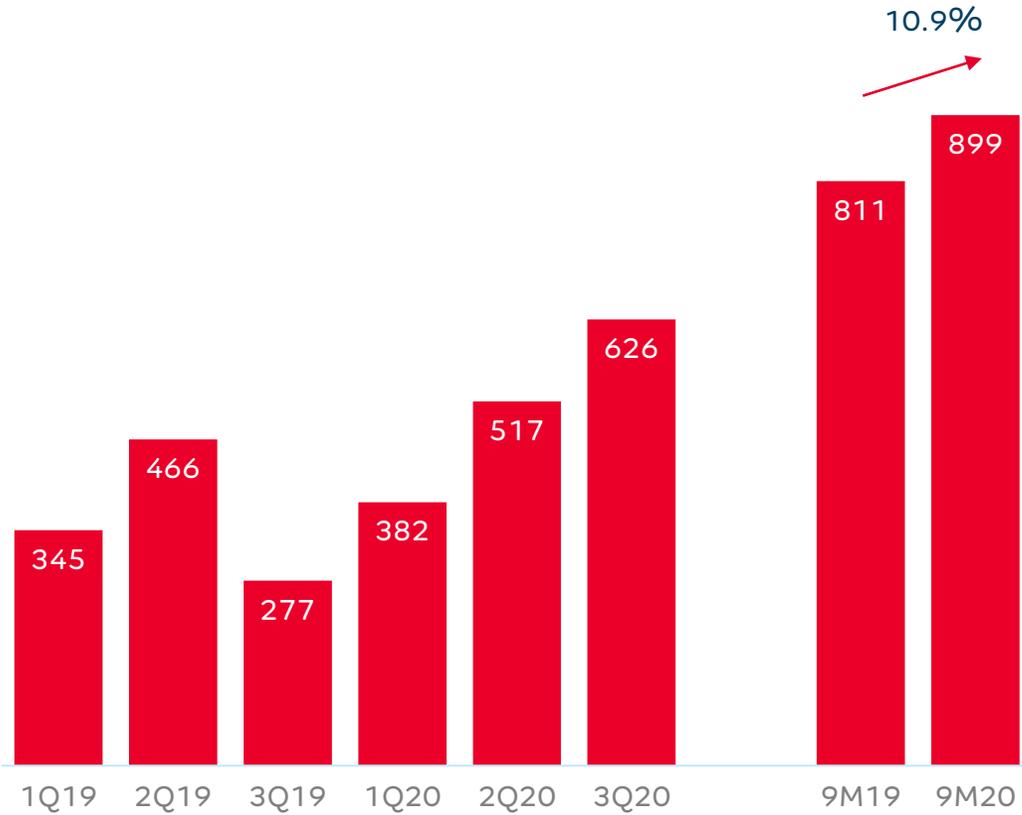


Net Pre Sales (PSV, R\$ million)



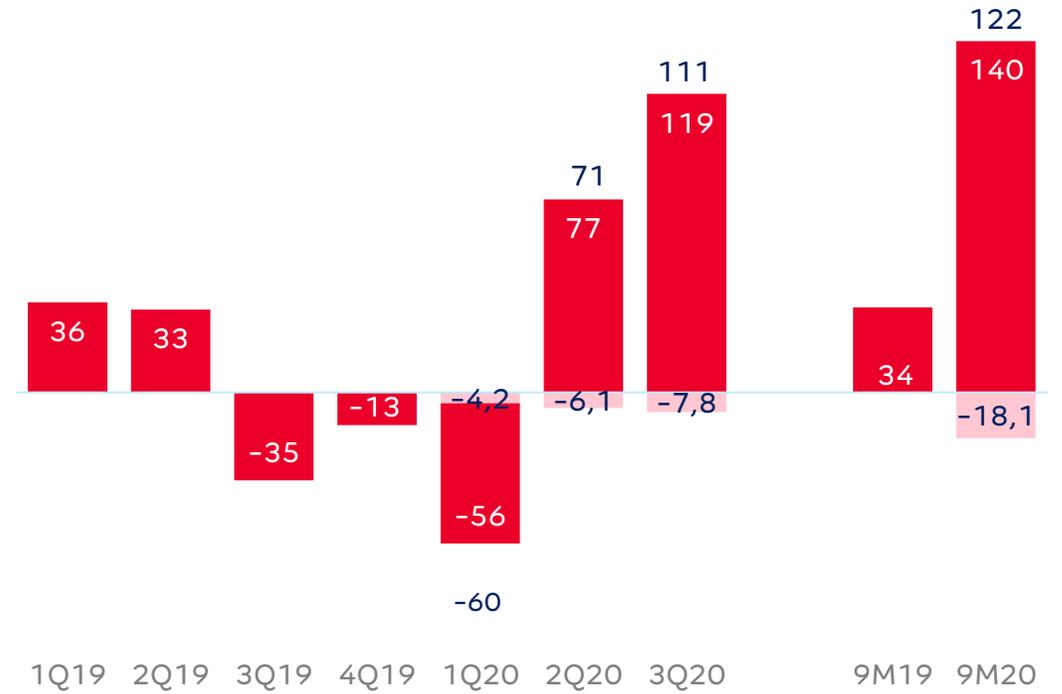


Tranfers (PSV, R\$ million)



■ Tranfers (PSV, R\$ million)

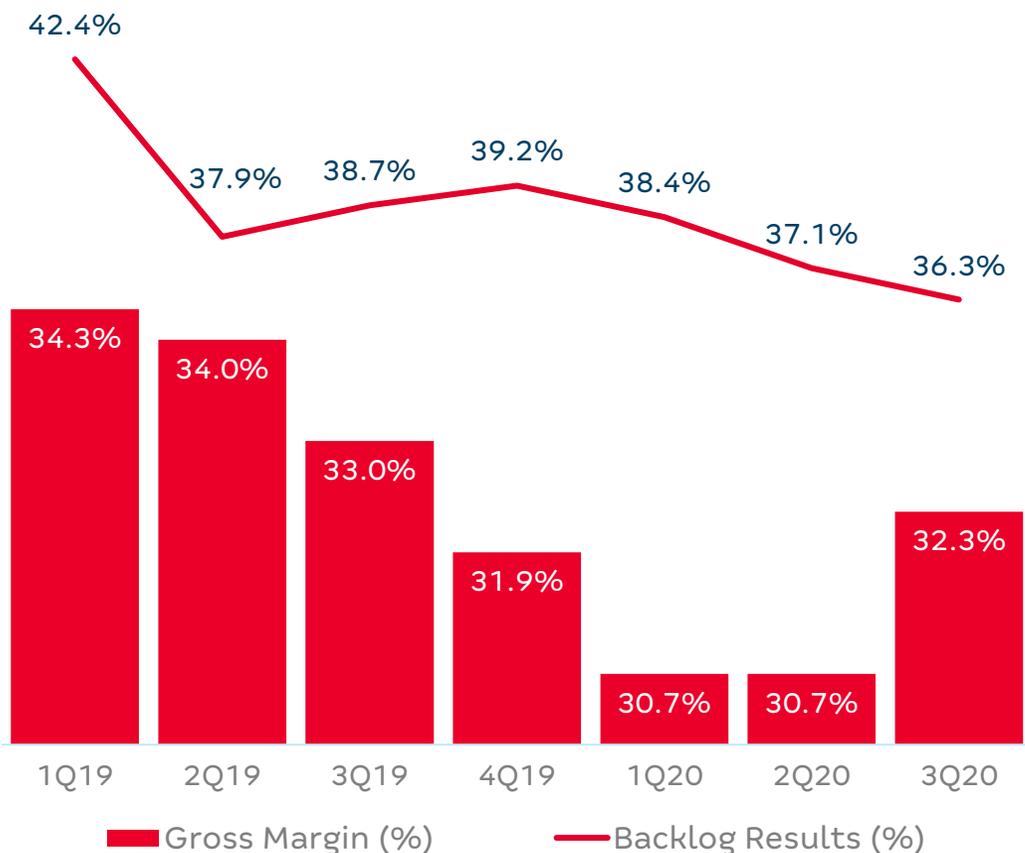
Cash Generation (R\$ million)



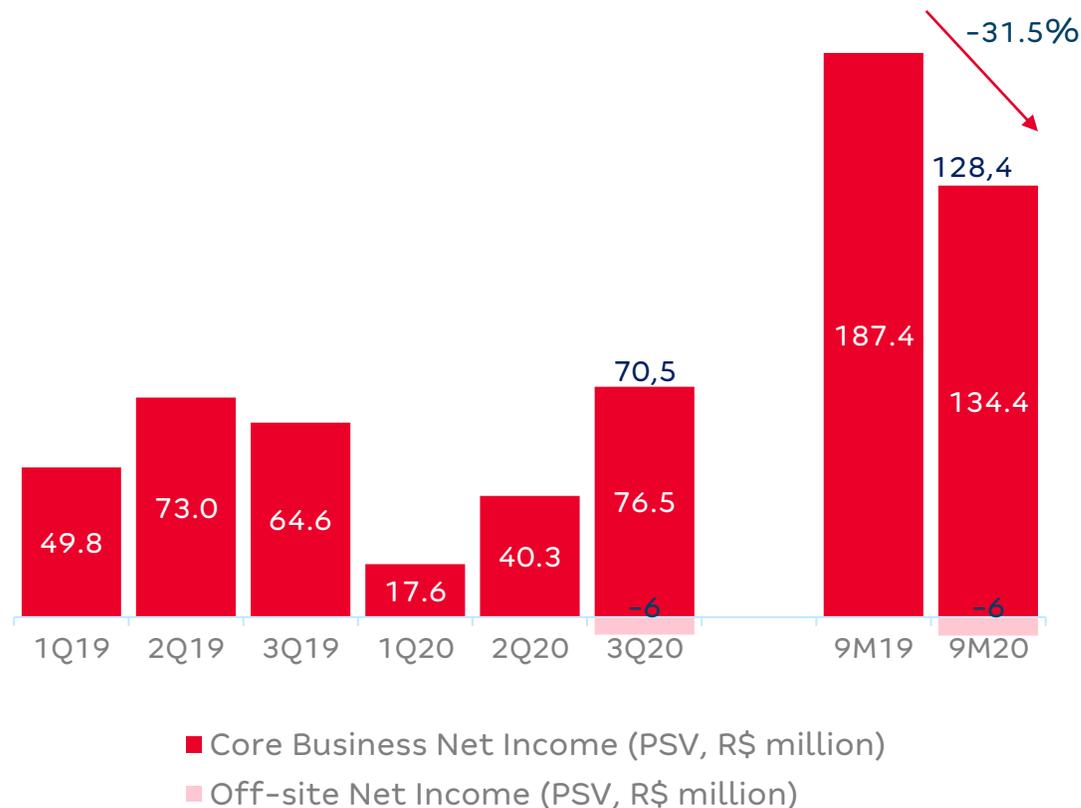
■ Off-site Cash Generation ■ Consolidated Cah Generation



Gross Margin and Backlog Results (%)



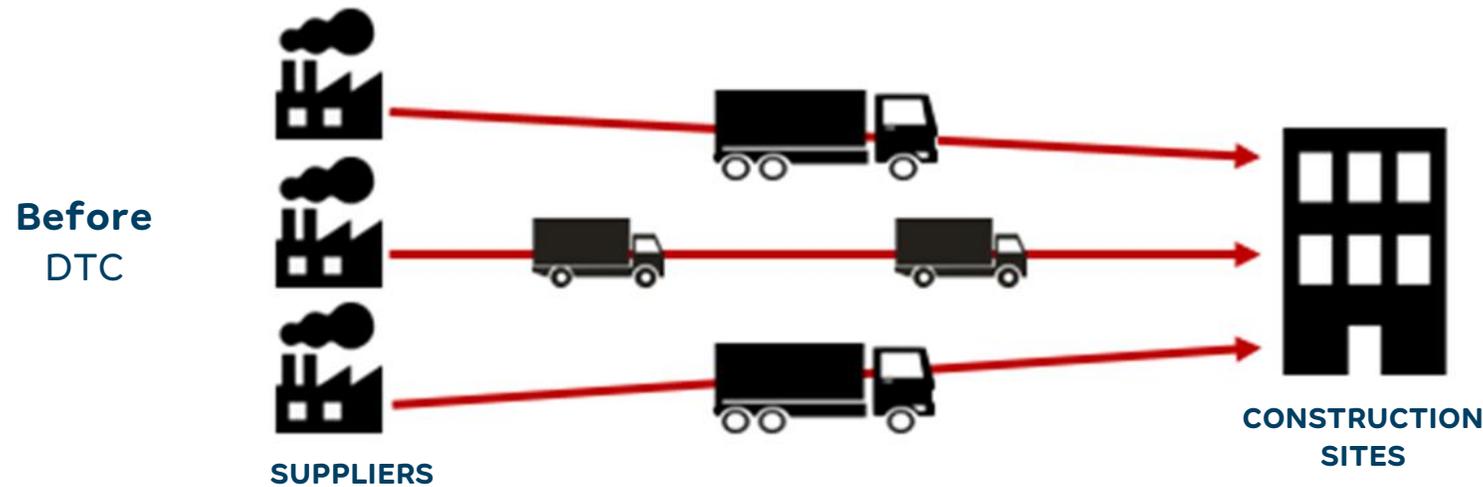
Net Income (PSV, R\$ million)



Distribution and Transformation Center (DTC) initiative is the first step in the industrialization of the company's Core Business

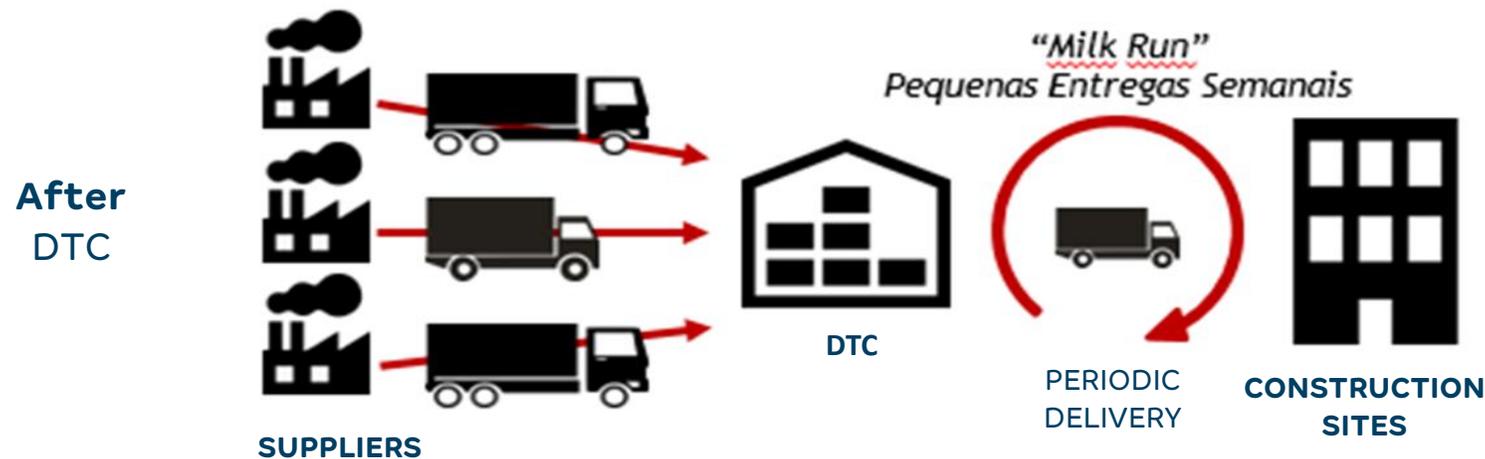


- ✓ Initiative created in 2S19 in SP with the objective of reducing logistics complexity in the construction sites and reducing costs



TRADICIONAL MODEL

- Large inventories on the construction sites to overcome chain inefficiency
- Construction sites compete with each other for the same resources
- Decentralized contact with suppliers leads to loss of synergy



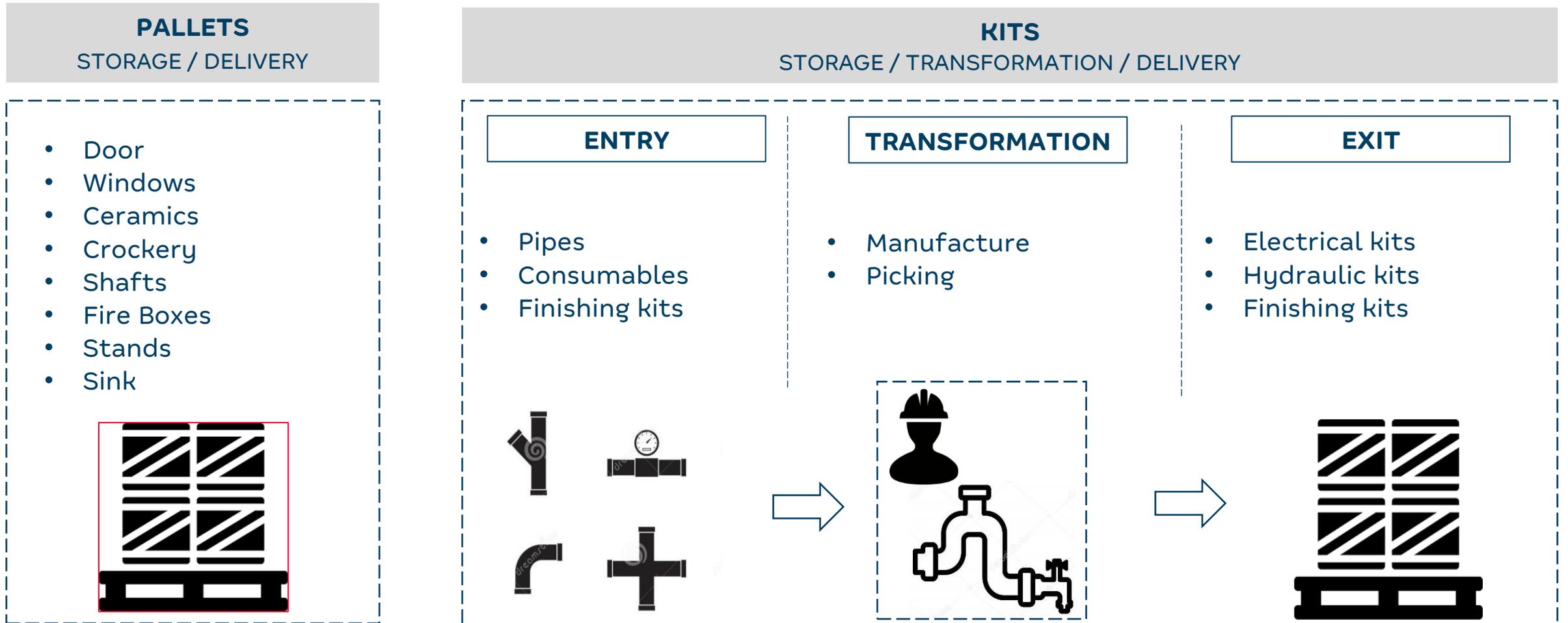
CURRENT MODEL (DTC)

- Minimum stock in construction sites with reduction of global stock
- Healthier dynamics in the relationship with suppliers (concentrated in the DTC)
- Loss reduction

New initiative at the Distribution and Transformation Center (DTC) allows greater financial benefit and opens up new opportunities



- ✓ DTC made it possible to create an area for the assembly of Electrical and Hydraulic Kits





Offsite Construction

3Q20 Results Webcast



Woodframe technology



Assembly of the first houses



New construction sites are being prepared



New tests are still being done (product, price, technology)





Two Tenda directors 100% dedicated to the project

Consultant with expertise in productivity and lean

New partner with expertise in allotment and urban planning

Rodrigo Osmo
CEO

Marcelo
Melo

Alex
Hamada



Paulo
Lima



Marcelo
Willer

- Former Director and CEO of Alphaville Urbanismo, where he worked for 18 years
- Responsible for expanding the company to 70 cities with more than 130 urban projects
- Strong knowledge in allotment, urban planning and corporate governance
- Acting as Urbanist in projects implemented in Brazil, Europe, Africa and Central America



Two Tenda directors 100% dedicated to the project

Consultant with expertise in productivity and lean

New partner with expertise in allotment and urban planning

Rodrigo Osmo
CEO

Marcelo
Melo

Alex
Hamada



Paulo
Lima



Marcelo
Willer

Affordable
Housing

Industrial
Approach

Allotment and
Urban Planning



Q&A

3Q20 Results Webcast



