

Operational Preview

1Q21

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Belo Horizonte, April 15, 2021 - Patrimar S.A. ("Patrimar" or "Company"), one of the largest development and construction companies in Brazil, operating in the economic, middle-income and high-income segments with luxury and high-luxury products, discloses its results for the first quarter of fiscal year 2020 ("1Q21"). Except where otherwise indicated, the information in this document is expressed in national currency million and the Potential Sales Volume ("PSV") shows the consolidated value (100%).

About Patrimar Group

The Company is a real estate development and homebuilder based in the city of Belo Horizonte state of Minas Gerais, on the Southeast region of Brazil with over 56 years of experience being placed in the top best real estate companies of Brazil. Its business model based on a vertical model, developing and constructing real estate projects, as well as marketing and selling real estate units.

The Company diversifies its operations in the residential real estate segment, with a presence in the high-income real estate segment offering luxury and high-income developments through the Patrimar brand, as well as with a presence in the middle and low-income segments through the Novolar brand.



MG

Grand Resort Jaraquá - Novolar

MG

L'Essence - Patrimar

RJ

Reserva Mirataia - Novolar



Highlights

- **All time high volume of Net Contracted Sales of R\$ 251,7 million in the 1Q21, 235.8% higher than 1Q20;**
- **Sales speed (SoS) of 30.7% in 1Q21;**
- **Launches in the quarter of R\$ 87.2 million, located in the state of Minas Gerais and Rio de Janeiro, compared to no launches in the 1Q20;**
- **Reduction of inventories of 19.3% in 1Q21 compared to 4T20;**
- **Landbank of R\$ 6.7 billion on March 31, 2021.**

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Launches

Novolar Viena
Belo Horizonte - MG



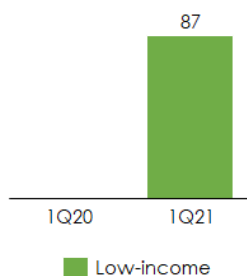
Novolar Vargem Grande
Vargem Grande - RJ



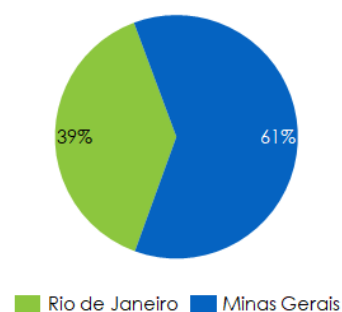
The Company launched 2 projects this quarter, an increase compared to no launches in the 1Q20.

Patrimar Group owns an average percentage of the launches of 75.5% this quarter.

Launches
PSV 100% - R\$MM



Launches by Region – 1Q21
PSV 100% - %



Launches in 1Q21 were concentrated in the low-income segment, representing 83.3% and 82.3%, due to opportunities found in the cities of Belo Horizonte/MG and Vargem Grande/RJ. The project Viena, launched in January 2021, has already reached approximately 50% of the units sold by the end of this first quarter.

The average ticket for units launched was R\$ 218 thousand.

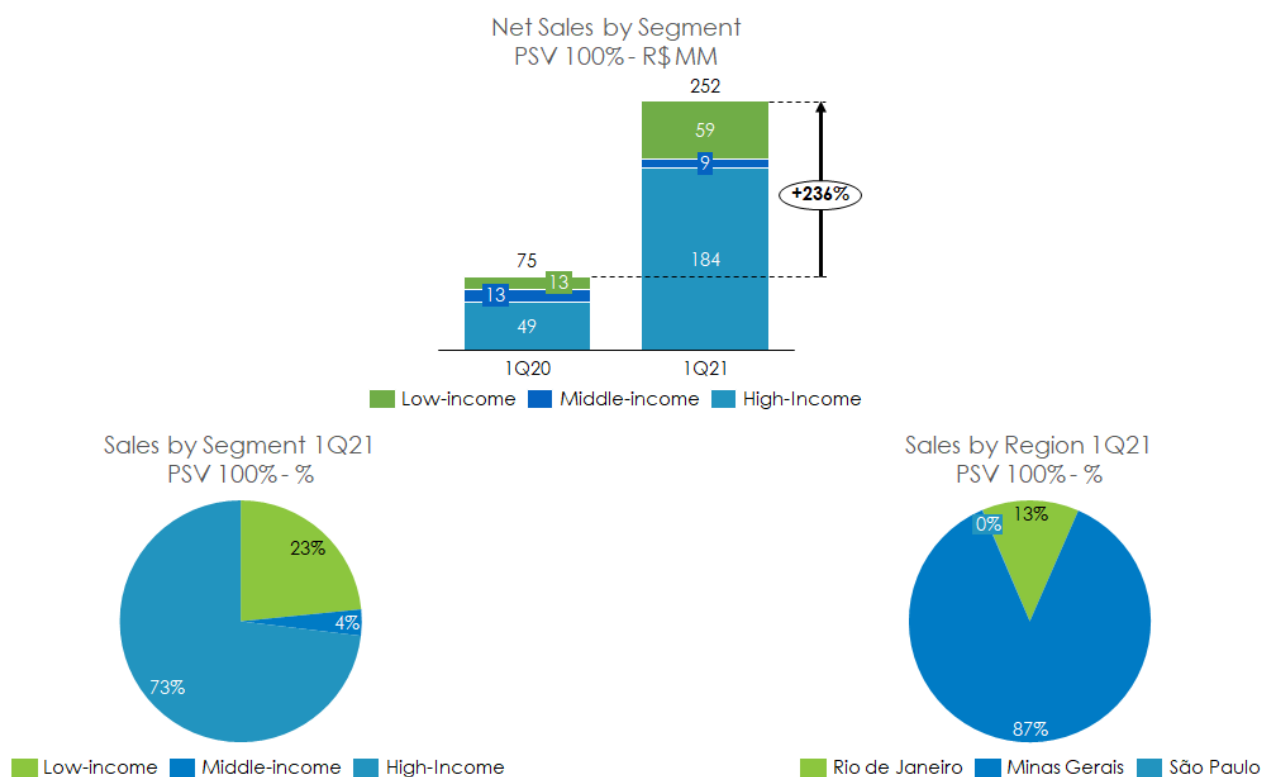


Contracted Sales

The Company all time high Sales in the 1Q21, 349 units were sold, a significant increase of 236% compared to the 1Q20. This increase was mainly due to the sales of two projects launched in December/20, with a total PSV of R\$ 139.8 million, representing 56% of sales in 1Q21. The high-income segment is still the most representative of the Company, with a 73.1% share.

The low-income segment continues to show a solid sales performance, with relevant growth of 356.9% compared to 1Q20. The Company transferred 65.1% of low income units sold in this quarter.

The Company's average participation in the net sales contracted was 59.9% in the 1Q21.



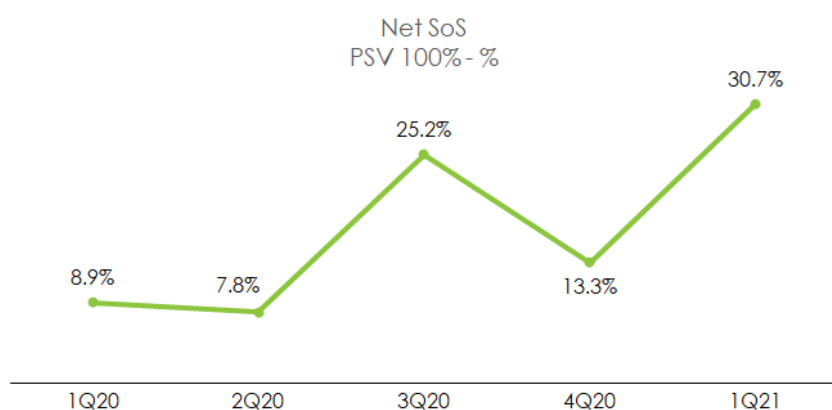


The table below provides more information about sales.

Contracted Net Sales (R\$'000)	1Q21 (a)	1Q20 (b)	Δ % (a/b)
Net PSV Contracted - 100%	251,744	74,959	235.8%
Low-Income	58,944	12,899	356.9%
Medium-Income	8,826	12,860	-31.4%
High-Income	183,973	49,200	273.9%
Net PSV Contracted - % Patrimar	150,872	49,840	202.7%
Low-Income	48,453	12,899	275.6%
Medium-Income	6,178	9,314	-33.7%
High-Income	96,240	27,627	248.4%
Units Contracted	349	143	144.1%
Low-Income	281	76	269.7%
Medium-Income	22	31	-29.0%
High-Income	46	36	27.8%
Average price	721	524	37.6%
Low-Income	210	170	23.6%
Medium-Income	401	415	-3.3%
High-Income	3,999	1,367	192.6%

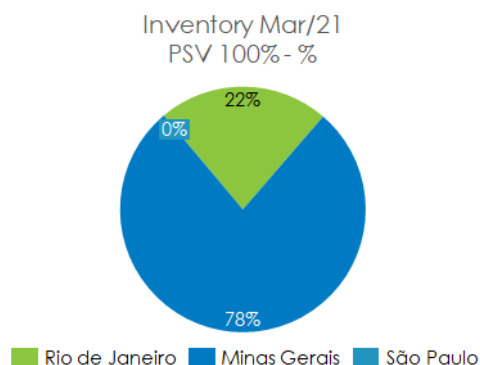
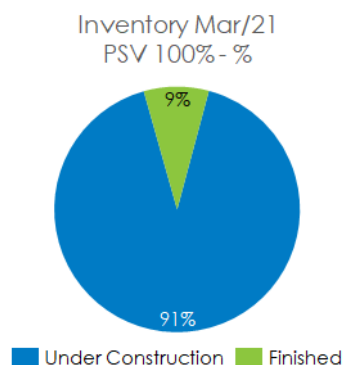
SoS (Sales speed) – Sales over Supply

The Net Sales Speed for 1Q21, measured by the net SoS ratio (Net Sales over Supply), was positively impacted by the good sales performance of this quarter, achieved a significant growth of 17.4 p.p. compared to the previous quarter and 21.8 p.p., when compared to 1Q20.





Inventories

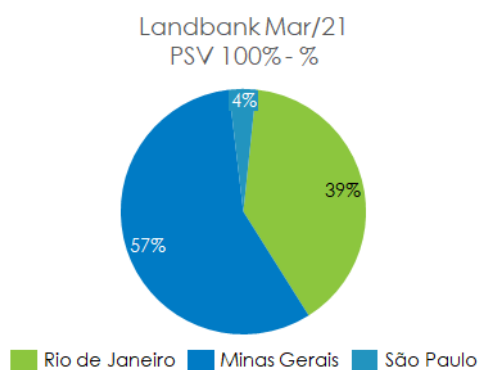
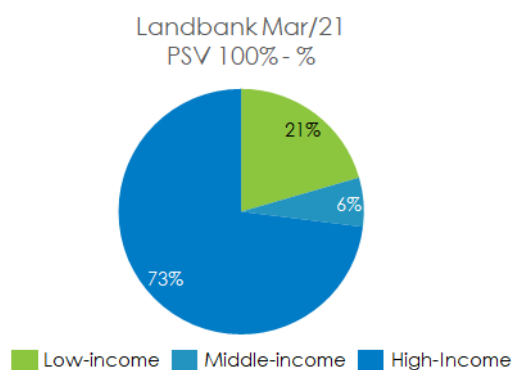


On March 31 2021, the market value of our inventory was R\$ 756.2 million (R\$ 500.9 million %Patrimar), 19.3% lower than the final of 4Q20.

The Company, through the continuous sales and inventory management efforts, reduced the inventory balance of completed units for the second consecutive quarter by 21.1% compared to 4Q20.

The high-income segment continues to represent the major inventory of products under construction is in this segment (63.4% of the inventory under construction), which has a good sales performance and a greater room for prices adjustments.

Landbank



In the current scenario, we are optimistic with the Company's perspectives for the next quarters, especially in relation to high-income segment, where the demand is strong.

In addition, the landbank totals a PSV of R\$ 6.7 billion (R\$ 4.4 billion % Patrimar). The Company currently has R\$ 902 million in projects approved to be launched.

Finally, we reaffirm our confidence in Patrimar's business model and our commitment with the profitability by keeping the Company among the largest homebuilders in Brazil.



Glossary

Landbank 100% - total amount of PSV of all lands owner by the Company or which the Company has a stake.

Landbank % Patrimar – total amount of PSV of all lands owner by the Company or which the Company has a stake, except for swap units and partners' participation, in other words, the net PSV the lands owner Company.

Launches 100% - total amount of the PSV for the already launched projects, at launch prices, considering eventual swaps of units and partners participation in these enterprises.

Launches % Patrimar – total amount of the PSV for the already launched projects, at launch prices, not considering swap units and partners participation, in other words, only considers the percentage of Net PSV belonging to the Company.

Contracted Sales - PSV arising from real estate sales contracts concluded in a given period, including the sale of units launched in the period and the sale of units in inventory. Does not consists swap units. 100% Contracted sales refer to all trading units within the period (except swap units) and % Patrimar contracted sales refer to the percentage of participation of the Company in such sales, not considering partners participation.

Contracted Net Sales – Contracted Sales minus the value of the cancelations in the period.

Sales Speed – Sales Speed over Supply.

Gross Sales Speed – $\text{Gross Sales} / (\text{Beginning Period Inventory} + \text{Period Launches})$

Net Sales Speed – $\text{Net Sales} / (\text{Beginning Period Inventory} + \text{Period Launches})$

PSV – Potential Sales Value

This document contains statements related to prospects and statements about future events that are subject to risks and uncertainties. Such information is based on the beliefs and assumptions of the management of Patrimar S.A. ("Company") and information that the Company currently has access to. Currently these statements may refer to the Company's ability to manage its business and financial liquidity during and after the COVID-19 related pandemic as well as the impact of this pandemic on the results of its operations. Forward-looking statements include information about our current intentions. Beliefs or expectations as well as those of the Company's management members.

Forward-looking statements and information are not performance guarantees. They involve risks, uncertainties and assumptions because they refer to future events, depending on circumstances that may or may not occur. Future results and value creation for shareholders may differ significantly from those expressed or suggested by forward-looking statements. Many of the factors that will determine these results and values are beyond our ability to control or predict.