

Operational Preview

2Q21 and 6M21

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Belo Horizonte, June 16th, 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 second quarter of fiscal year 2021 ("2Q21") and six months of fiscal year 2021 ("6M21"). Except where otherwise indicated, the information in this document is expressed in million national currency 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 58 years of experience being placed in the top best real estate companies of Brazil. Its business model is vertical, 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, in addition with a presence in the middle and low-income segments through the Novolar brand.



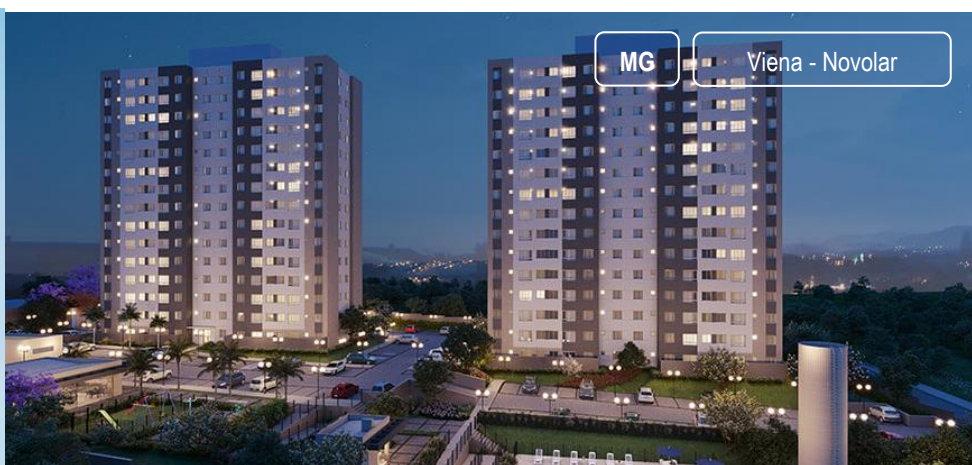
MG

Rio de Janeiro 2300 - Patrimar



MG

Viena - Novolar



RJ

Reserva Mirataia - Novolar





Highlights

- **Net Contracted Sales Volume of R\$ 138,8 million in the 2Q21**, 105.7% higher than the 2Q20 and R\$ 390.5 million in 6M21, representing 71.5% of total contracted sales made in 2020.
- **Sales speed (SoS)** of 17.0% in 2Q21, 2.1x higher than 2Q20;
- **338 units transferred in 2Q21 - 179,5% higher than 2T20** (526 units in 6M21 – 160.4% higher than 6M20), a **historic record** for our operation of the Casa Verde Amarela Program- PCVA;
- **Landbank of R\$ 7.1 billion on June 30th, 2021**, an increase of 6.0% compared to the end of 1Q21.

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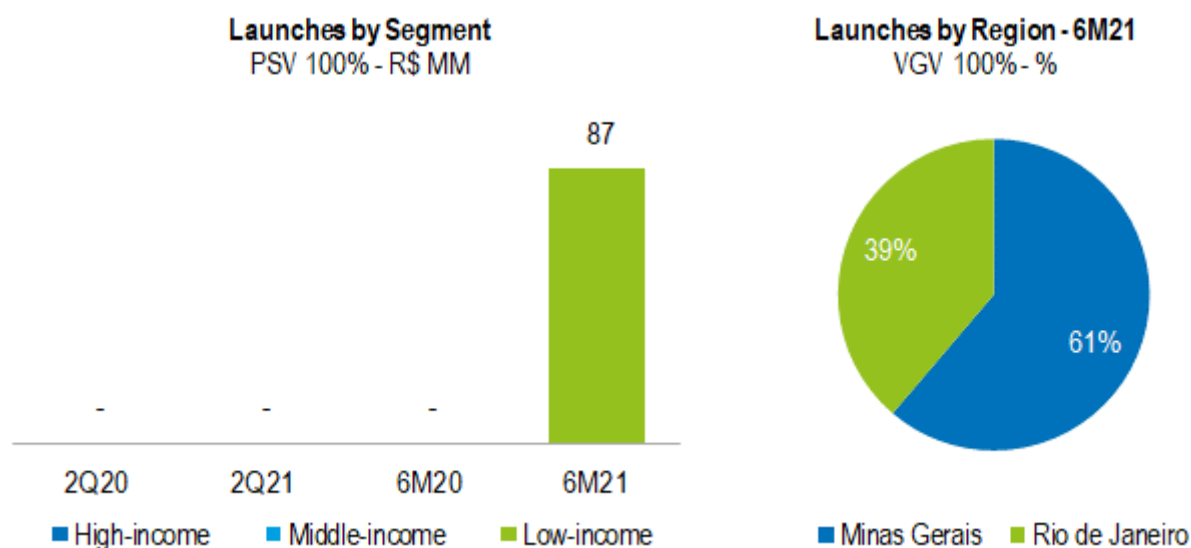




Launches

We did not carry out new launches in 2Q21. Despite our efforts, the more severe restriction measures, at the beginning of 2Q21, found in the municipalities where our projects are located, had impacted the approval cycle in a tougher level that we anticipated. The flow has not yet been fully normalized, but we already see a more robust launching in the 3Q21 and a second half of 2021 year that will put our plan back on track.

The Company launched 2 projects in 1H21, showing a 100% increase compared to 1H20. In addition, is important to notice that the Company has an average percentage of participation in the launches of 75.5% this semester.



Due to opportunities found in the cities of Belo Horizonte/MG and Vargem Grande/RJ, our launches in 1H21 were concentrated in the low-income segment. The Vienna project, launched in January 2021, has already reached approximately 77% of units sold by the end of this first semester.

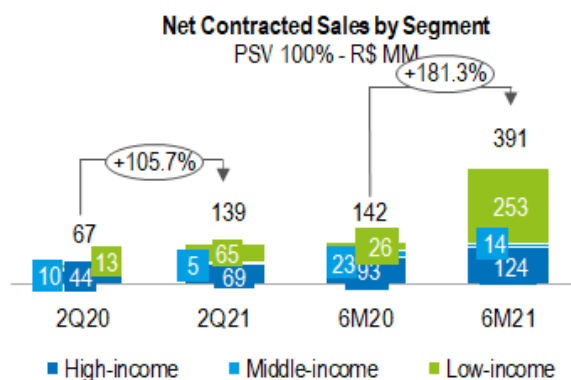


Contracted Sales

In the 2Q21, 365 housing units were sold, totaling a PSV of R\$ 138.8 million, value which led to a significant growth of 105.7% compared to the 2Q20. In the 6M21, contracted sales increased 174.2%, reaching R\$ 390.6 million.

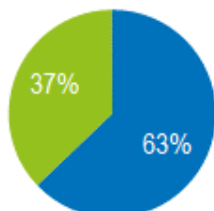
This amount already represents 71.5% of total sales in 2020 and is mainly explained by the improved performance of the low-income segment, showing an increase of 374.7% compared to the same semester of 2020.

The Company's average net contracted share was 68.4% in 2Q21.



Net Sales by Region - 2Q21

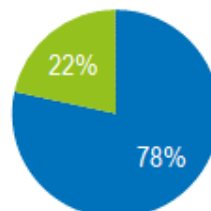
PSV 100% - %



■ Minas Gerais ■ Rio de Janeiro ■ São Paulo

Net Sales by Region - 6M21

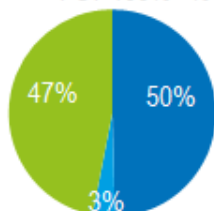
PSV 100% - %



■ Minas Gerais ■ Rio de Janeiro ■ São Paulo

Net Sales by Segment - 2Q21

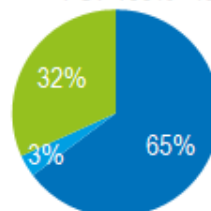
PSV 100% - %



■ High-income ■ Middle-income ■ Low-income

Net Sales by Segment - 6M21

PSV 100% - %



■ High-income ■ Middle-income ■ Low-income

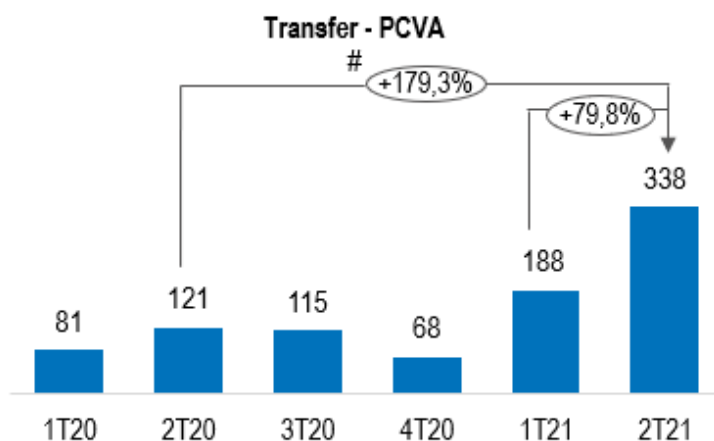
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The table below provides more information about sales:

Net Contracted Sales (R\$ '000)	2Q21 (a)	2Q20 (b)	Δ % (a/b)	6M21 (c)	6M20 (d)	Δ % (c/d)
PSV 100%	251.744	74.959	105,7%	390.570	142.458	174,2%
Low-income	65.127	13.237	392,0%	124.070	26.137	374,7%
Middle-income	4.807	10.108	-52,4%	13.633	22.967	-40,6%
High-income	68.893	44.154	56,0%	252.866	93.354	170,9%
PSV % Patrimar	150.872	49.840	101,0%	245.892	97.111	153,2%
Low-income	59.616	13.237	350,4%	108.069	26.137	313,5%
Middle-income	3.365	7.387	-54,4%	9.543	16.701	-42,9%
High-income	32.038	26.647	20,2%	128.279	54.273	136,4%
Units	349	143	206,7%	714	262	172,5%
Low-income	330	69	378,3%	611	145	321,4%
Middle-income	11	25	-56,0%	33	56	-41,1%
High-income	24	25	-4,0%	70	61	14,8%
Average Price	721	524	48,4%	4.229	2.121	99,4%
Low-income	197	192	2,9%	203	180	12,7%
Middle-income	437	404	8,1%	413	410	0,7%
High-income	2.871	1.766	62,5%	3.612	1.530	136,0%

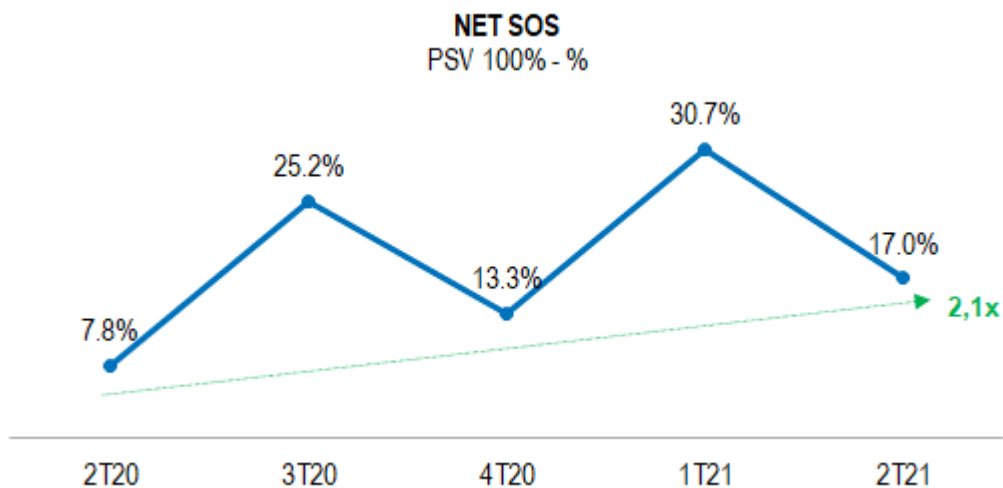
We have been improving our clients transfer to Caixa at the PCVA Program and reached all time high numbers this quarter. We expect volumes to keep high as new projects are launched, decreasing working capital needs for projects at the low-income segment.





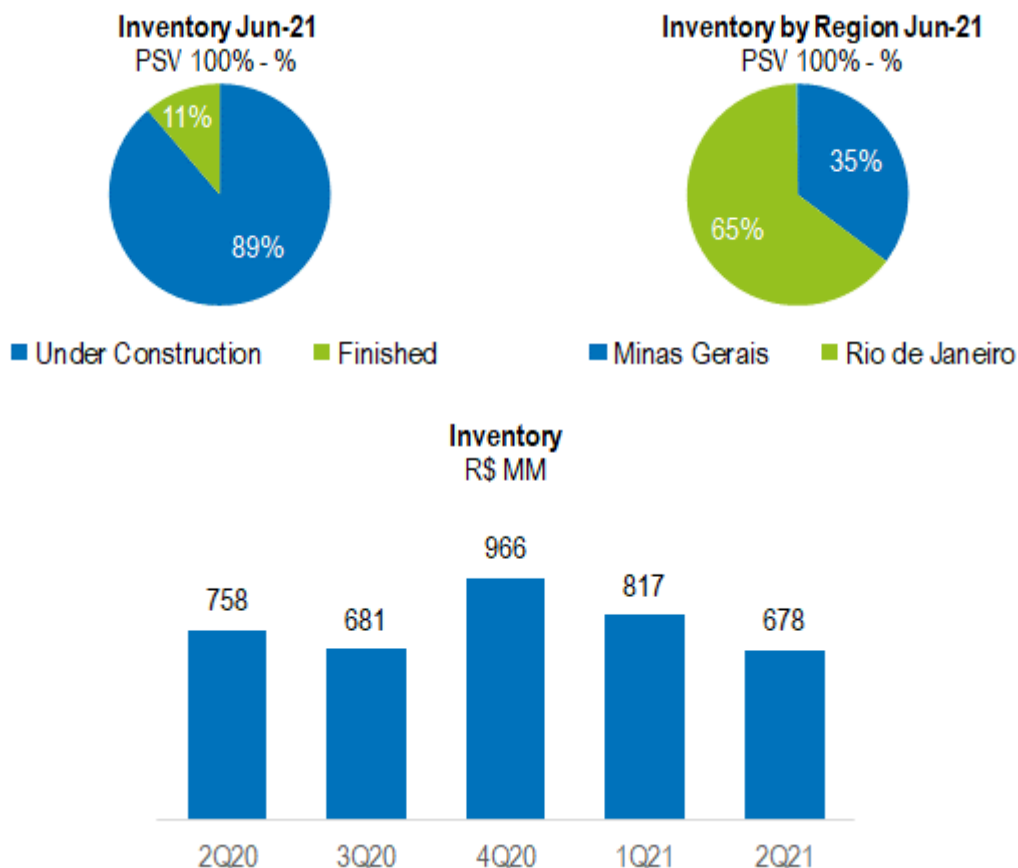
SoS (Sales speed) – Sales over Supply

In the 2Q21, the net sales speed, measured by the Net VSO performance indicator (Net Sales over Supply), was 17.0%, an expressive 2.1 times the same quarter of the previous year, as a result of inventory reduction.





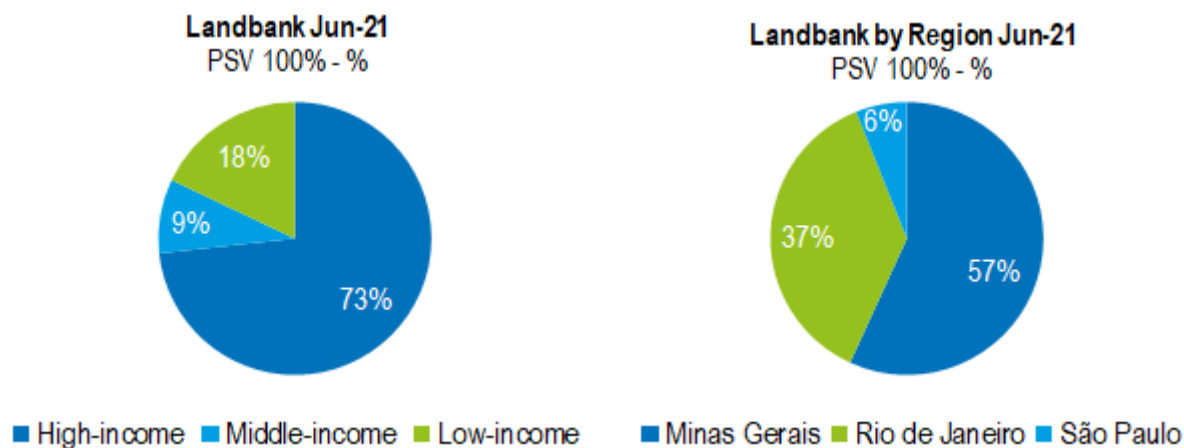
Inventory



As of June 30, 2021, the Company's inventory totaled R\$ 677.5 million (R\$ 423.2 million % Patrimar), 17.1% lower than that we had presented at the end of 1Q21 and reaching the lowest level in a year. Because of our continuous sales effort and inventory management, we were able to reduce the balance of finished units' inventory for the third consecutive quarter. Compared to 1Q21, this reduction totals 19.4%.



Landbank



As of June 30, 2021, the Company's landbank had a potential PSV of R\$ 7.1 billion (R\$ 4.7 billion % Patrimar), divided into 12,681 units. We continue our efforts to rebuild the landbank, seeking to maintain healthy growth in our operations in the light of the new launches planned for the next quarters. We have approximately R\$ 2.4 billion in approved projects, which will be launched in the upcoming months, considering our supply management in certain markets with the maximization of returns and sales speed.



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.