

Operational Preview

3Q21 and 9M21

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Belo Horizonte, October 18, 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 third quarter of fiscal year 2021 ("3Q21") and nine months of fiscal year 2021 ("9M21"). Except where otherwise indicated, the information in this document is expressed in Brazilian Reais (R\$) and 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.





Highlights

- **Net Contracted Sales Volume of R\$ 125.6 million in the 3Q21**, 48.2% lower than the 3Q20 and R\$ 516.2 million in 9M21, an increase of 34.0% compared to 9M20;
- **Considering only the sales of Oceana Golf**, which the first phase was launched in the last days of September, **registered until October 15 the amount of R\$ 304.7 million¹ in sales**, all registered in the 4Q21;
- **R\$ 552.7 million in launches in 3Q21**, a growth of 167.0% in relation to the same quarter of previous year, **and R\$ 639.9 million launched in 9M21**, 87.2% of the total amount launched in 2020;
- **We have anticipated the launch of part of the second phase of Oceana Golf**, in Rio de Janeiro, adding R\$ 196.2 million in launches in October 2021;
- **Landbank of R\$ 9.9 billion on September 30, 2021**, an increase of 39.4% compared to the end of 2Q21.

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¹ It considers both phases launched, of which the partial second phase, launched in October totaled a PSV of R\$ 196 million.

Launches

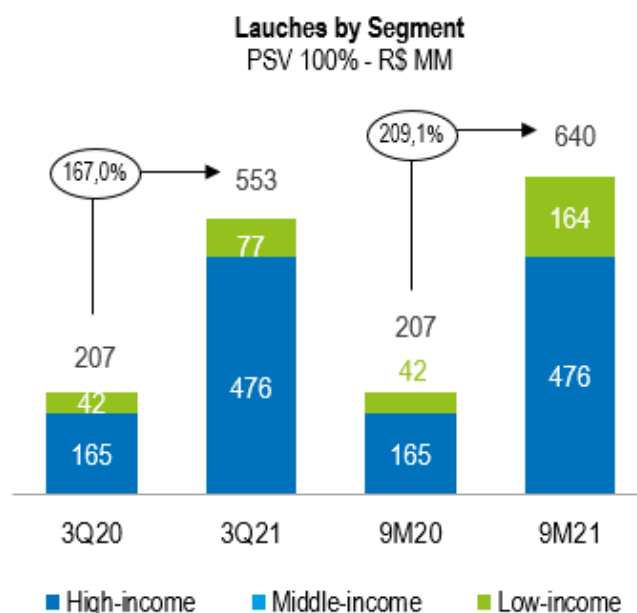
The Company resumed at strong pace launches at 3Q21, totaling R\$ 552.7 million, being the most relevant of them our first high-income under the brand Patrimar in the city of Rio de Janeiro, the Oceana Golf, located at Barra da Tijuca. This launch was made at the end of September. In this quarter, 3 projects were launched, being the others of low-income segment.



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The Company launched 5 projects in total in the 9M21, representing an increase of 150.0% when compared to 9M20. Of the total launches-in 3Q21, the Company owns an average stake of 71%, this average stake for the 9M21 launches is 65%.

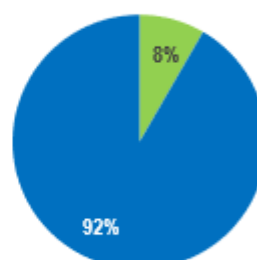


Lauches by Region- 3Q21
PSV 100% - %



■ Rio de Janeiro

Lauches by Region - 9M21
PSV 100% - %



■ Minas Gerais ■ Rio de Janeiro

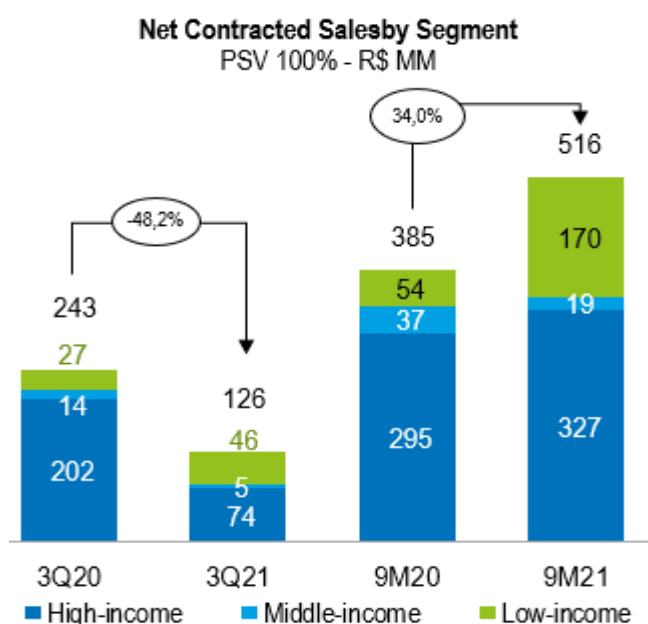
Due to the success of contracted sales of Oceana Golf in its first days after launch (see comment below), the Company decided to anticipate part of the second phase of the project, with a total PSV of R\$ 196.2 million to October (originally planned for 2022), adding such volume to the launches of 4Q21. That said, the total amount of launches of the Company in 2021, until October 15, is R\$ 836.2 million, an increase of 13.9% when compared to the total volume of launches in the entire year of 2020. The Company is still preparing other launches for the 4Q21.



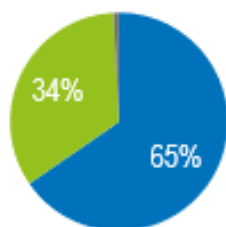
Contracted Sales

In the 3Q21 were sold a total net volume of R\$ 125.6 million, represented by 290 housing units. This volume is 48.2% lower than 3Q20, basically due to a strong volume of a launch made in 3Q20, The High Line Square, which was fully sold during such quarter – R\$ 116 million in contracted sales. The accumulated amount in 9M21 was R\$ 516.2 million (1,004 housing units), a 34.0% growth in relation to 9M20. Considering the launch of Oceana Golf at the very end of the quarter (no contracted sales were register in 3Q21), the high-income segment continues to be the most relevant in terms of sales.

The Company's average stake of net contracted sales was 70% in 3Q21 and 65% was the average stake in net contracted sales in 9M21.

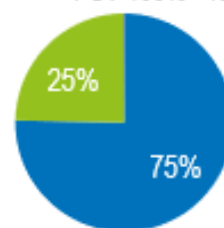


Net Sales by Region - 3Q21
PSV 100% - %



■ Minas Gerais ■ Rio de Janeiro ■ São Paulo

Net Sales by Region - 9M21
PSV 100% - %

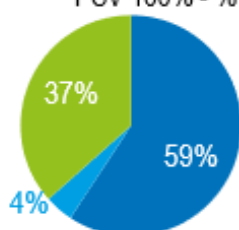


■ Minas Gerais ■ Rio de Janeiro ■ São Paulo



Net Sales by Segment - 3Q21

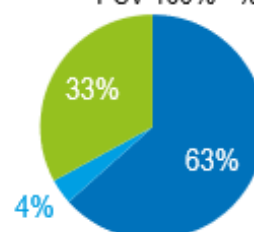
PSV 100% - %



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

Net Sales by Segment - 9M21

PSV 100% - %



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

The table below provides more information about sales:

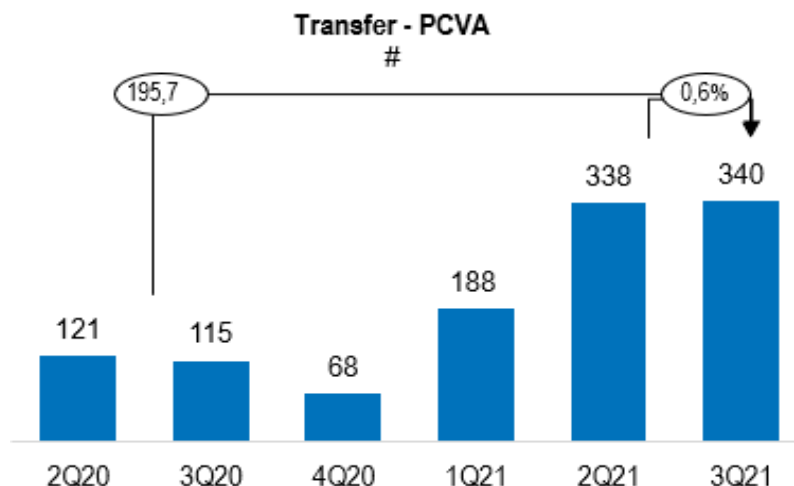
Net Contracted Sales (R\$ '000)	3T21 (a)	3T20 (b)	Δ % (a/b)	9M21 (c)	9M20 (d)	Δ % (c/d)
PSV 100%	125.659	242.790	-48,2%	516.229	385.248	34,0%
Low-income	45.950	27.219	68,8%	170.020	53.355	218,7%
Middle-income	5.263	13.875	-62,1%	18.897	36.843	-48,7%
High-income	74.446	201.696	-63,1%	327.312	295.050	10,9%
PSV % Patrimar	87.986	196.983	-55,3%	333.878	297.094	12,4%
Low-income	44.777	27.219	64,5%	152.847	53.355	186,5%
Middle-income	4.025	10.959	-63,3%	13.568	27.660	-50,9%
High-income	39.184	158.805	-75,3%	167.463	216.079	-22,5%
Units	290	389	-25,4%	1.004	651	54,2%
Low-income	249	139	79,1%	860	284	202,8%
Middle-income	10	31	-67,7%	43	87	-50,6%
High-income	31	219	-85,8%	101	280	-63,9%
Average Price	721	524	37,6%	721	524	37,6%
Low-income	185	196	-5,8%	198	188	5,2%
Middle-income	526	448	17,6%	439	423	3,8%
High-income	2.401	921	160,8%	3.241	1.054	207,5%

As mentioned before, the sales of Oceana Golf were fully registered in October and, considering phases 1 and part of phase 2 of this project, total sales were R\$ 304.7 million until October 15, 2021. That said, considering such sales made in October, the total amount of net contracted sales in 2021, until the 15th of this month, is R\$ 820.9 million and already represents an all-time high amount for the Company in history. As the Company will keep on launching in 4Q21 and, taking in account our current inventory levels, 4Q21 is expected to be the best quarter of our history in terms of sales.

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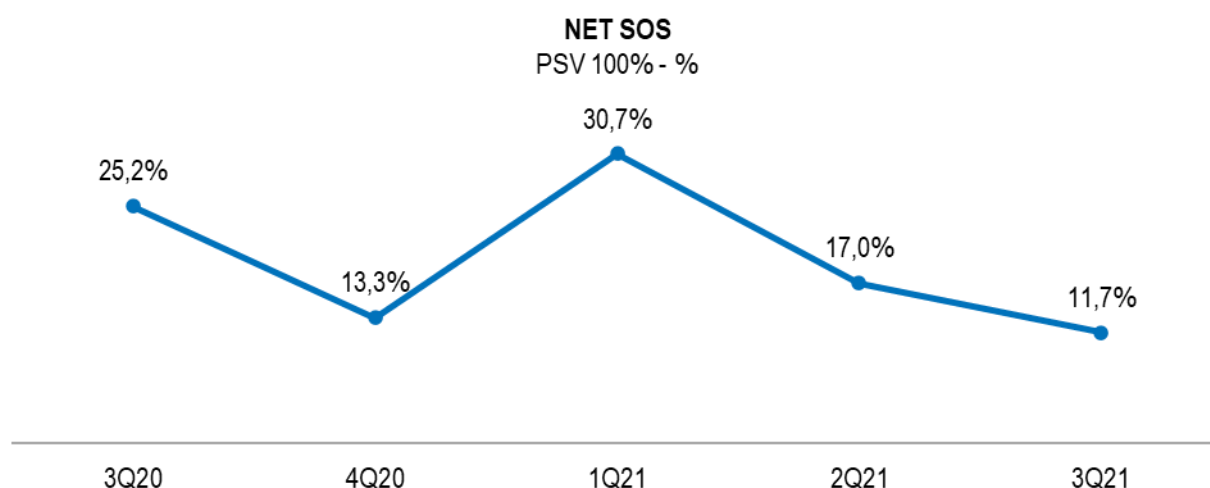
We have also registered another record for transfers in the 3Q21, surpassing 2Q21. Such volumes are a consequence of better alignment of our internal operations and increasing volumes of sales in our low-income segment in the Casa Verde Amarela Program (PCVA).



The total amount of transfers in 3Q21 reached R\$ 62.5 million, 192% higher than the amount transferred in 3Q20. In the 9M21 the total amount was R\$ 146.3 million, 201.2% higher than the R\$ 48.6 million transferred in 9M20.

SoS (Sales speed) – Sales over Supply

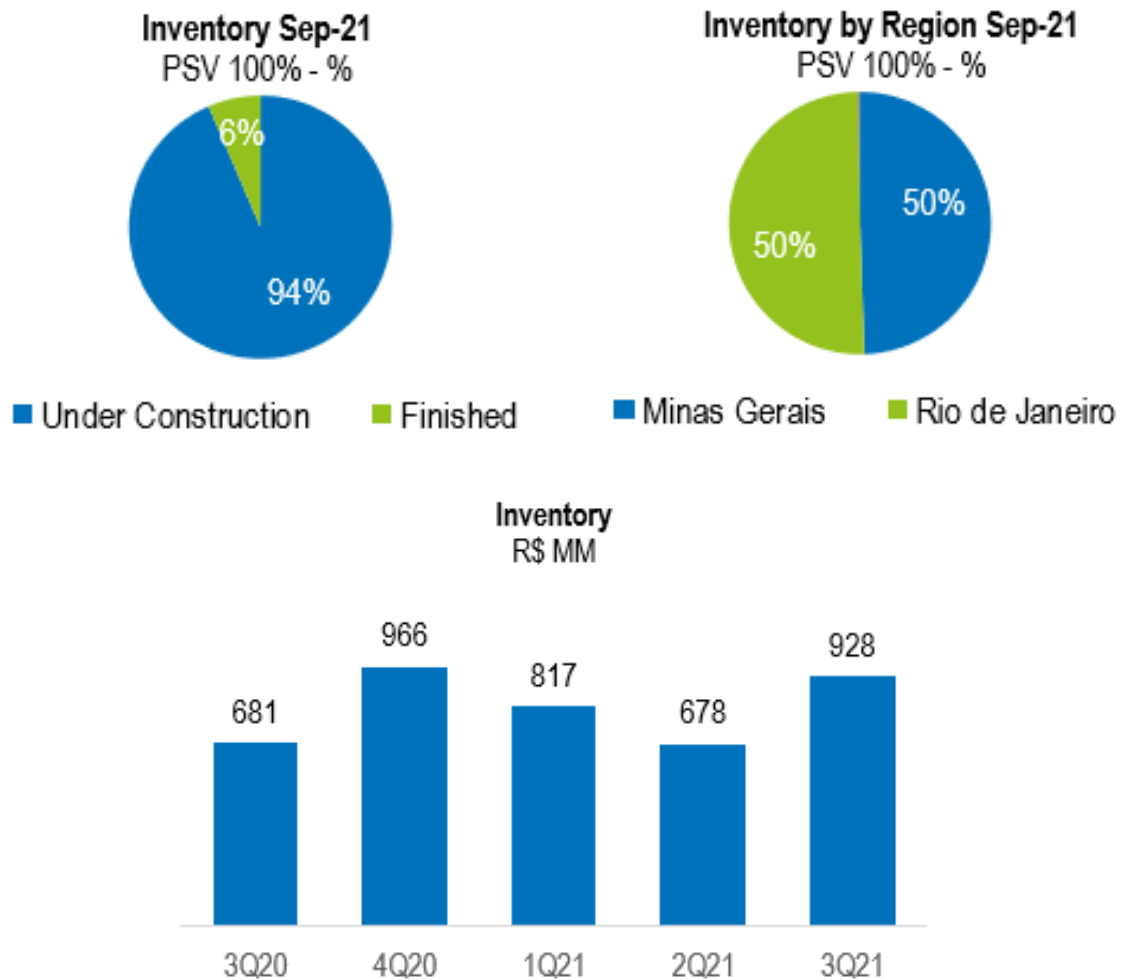
In the 3Q21, the net sales speed, measured by the Net VSO performance indicator (Net Sales over Supply), was 11.7%, 5.3 p.p lower than the immediate previous quarter and 13.5 p.p lower than the same period of 2020.



As aforementioned, the launch of Oceana Golf was made at the very last days of September and sales were only registered in October, impacting sales speed. If all sales and launches of Oceana Golf were made in September, therefore 3Q21, net Sales over Supply for the quarter would have been 36,7%.



Inventory

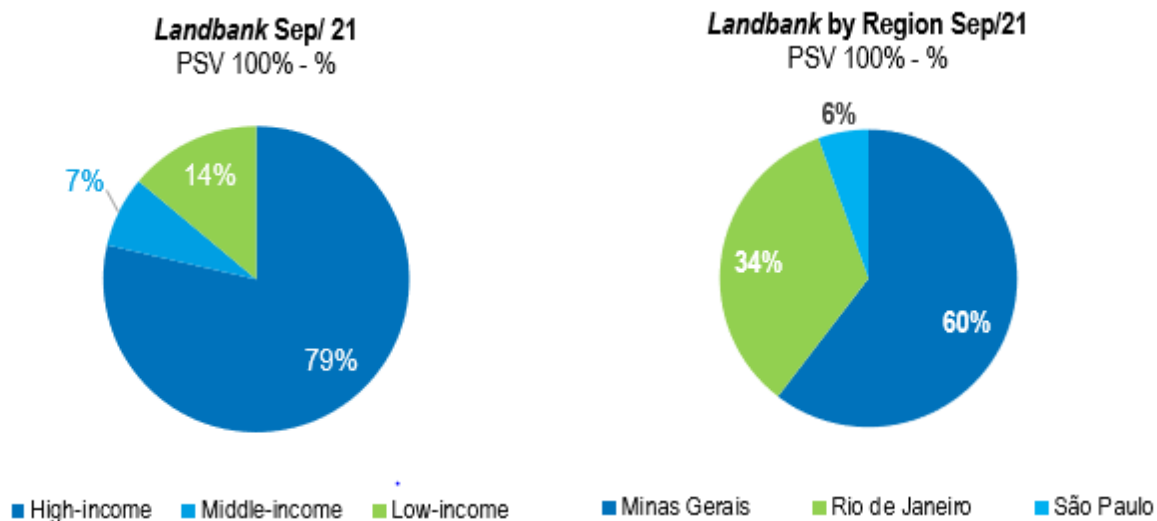


In line with the comment for sales speed above, inventories were impacted by the launch of first phase of Oceana Golf at the end of September, which sales were only registered in October. The total amount of finished units is very low, but around R\$ 142.1 million in inventory are units of projects that will be concluded in 4Q21.

As said, of the total amount launched in Oceana Golf, R\$ 672.3 million for both phases, until October 15, 2021, R\$ 304.7 million were sold and, therefore, inventories for such project are of only R\$ 127.3 million, net of physical swap.



Landbank



As part of the PX2 Plan for the next years, we have added 5 new land plots to our landbank, representing a total PSV amount of R\$ 1.8 billion, among the states of Minas Gerais and Rio de Janeiro. With that, our landbank reached R\$ 9.9 billion as of September 30, 2021, of that approximately R\$ 1.5 billion are current market price adjustments of units already in our landbank.

Our landbank is comprised of 12,656 units and our average stake is 59%.

As of September 30, 2021, we already have R\$ 2.4 billion in approved projects to be launched, being R\$ 196.2 million already launched in the first days of October, with the second phase of Oceana Golf.



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.