

São Paulo, August 14th, 2020: PDG Realty S.A. (PDGR3) – Under Court-supervised Reorganization - announces today its results for the second quarter and first half of 2020. Founded in 2003, PDG develops projects for different segments and publics, operating in the development, construction and sale of residential and commercial units, as well as land plots.

Highlights:

- ❖ **Reduction of 26% in the Company's net loss**, from R\$489 million in 1H19 to R\$361 million in 1H20. **The net loss was reduced by 25% QoQ.** (page 22)
- ❖ **SG&A registered a decrease of 48% in the comparison between 1H19 and 1H20. In the quarterly comparison, the reduction was 7%.** (page 18)
- ❖ Since the beginning of the Company's Recovery Plan, **amortization of the debt subjected to the Reorganization Plan totaled R\$285 million until the end of 2Q20.** (page 21)
- ❖ **Improvement of 3.8 percentage points in the Gross Margin**, from 6.8% in 1H19 to 10.6% in 1H20. (page 17)

Conference Call

Monday, August 17th, 2020

➤ **Portuguese**

11:00 a.m. (Brasília)

10:00 a.m. (NY)

(11) 4210-1803

(11) 3181-8565

[WEBCAST](#)

Replay: (11) 3193-1012 | Code: 5430072#

➤ **English (simultaneous translation)**

10:00 a.m. (NY)

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Covid-19 Pandemic

Since early March, when the impacts of the COVID-19 pandemic began to be more noticeable in Brazil, the Company's Management took measures to preserve the employees' health, maintain jobs and, the Company's operation.

Main Actions - employees:

- ❖ Intensification of office cleaning;
- ❖ Provision of alcohol gel in several office locations, bathrooms, and meeting rooms;
- ❖ 100% of its employees working from their homes since March;
- ❖ Availability of flu vaccine for employees and dependents;
- ❖ Daily follow-up with employees to identify any confirmed or suspected contamination cases;
- ❖ Internal communications about the practices recommended by the Health Ministry for prevention and health care;
- ❖ Provision of remote access and videoconference meetings manuals;
- ❖ Online meetings with the CEO and all employees to maintain the alignment on the Company's operation;
- ❖ Monitoring the effectiveness of remote work, aiming to identify improvement actions;
- ❖ Implementation of the Remote Work Program;

Main Actions - Operation:

Guideline 1: Maximum Cash Retention:

- ❖ Review of monthly payments, with possible renegotiation;
- ❖ Daily monitoring the default rate;
- ❖ Adoption of the benefits generated by Provisional Measure 927;

Guideline 2: Maintenance of jobs for operational resumption:

- ❖ Implementation of the Remote Work Program.

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Initial Message

We experienced a good year start, with the continuity of sales as expected by the Company, G&A controlled, the fulfillment of our Judicial Reorganization Plan, and the continuity of planning for the return of launches in 2020.

At the beginning of March, given the fast spread of COVID-19, we quickly focused on the strategy of cash preservation, maintenance of operations, and the health of our employees.

In the first moment, we took all preventive and protective measures recommended by the Ministry of Health and the State Government, as already explained in our last quarter's Message.

In the second half of March, due to the intensification of the Pandemic, we established that 100% of our employees would work from home, so this action was implemented in just three days after the decision was taken. In this way, we are able to maintain all the Company's operations without any interruption, preserving the health of our employees.

Throughout this period we have held virtual meetings with our entire workforce, we improved our technological tools aiming to optimize the remote work, we also have been sending reports about health, ergonomics, and prevention recommendations. In addition, our HR department has been actively monitoring suspected cases or those who required assistance.

In the first quarter PDG together with Great Place to Work (GTW) conducted the survey "The impact of Coronavirus on your day-to-day life and business". And reflecting the actions implemented, the results obtained were above the average of the participating companies, a reason of great pride for all PDG employees.

At the end of March the pandemic started to have commercial and economic impacts, causing restrictions in all segments, decelerating the economy, increasing the unemployment rate, decreasing consumption and the consumer and entrepreneur confidence. There's no doubt that the consequences of the pandemic have impacted sales in all sectors of the economy, and consequently real estate sales and PDG.

Even though the results of sales in the first quarter have remained within the Company's expectations, the second quarter sales showed the effects of the Pandemic, mainly in April and May. However, we observed that June indicated a significant improvement in comparison to the previous two months, giving us better expectations.

Throughout the second quarter, we continued to focus on the sales that generate immediate free cash inflow, through sales campaigns, in which we obtained good results.

During the second quarter, the Company started implementing the 'Digital Journey' project, aiming to apply electronic procedures throughout the entire sales chain. With this project, it's possible to provide a safe purchase option for our customers considering the social isolation recommendations and also reduce the sales process period. The Digital Journey was designed to (i) meet the needs brought by the current moment of Pandemic, and; (ii) update and simplify the Company's processes in view of new market trends.

Considering the unpredictability brought by pandemic, we reviewed our projections, foreseeing several levels of reduction in revenues. We've worked with several scenarios of decline, including quite critical situations, with the expected impact on revenues for the whole 2020 and early 2021, a scenario on which we are basing all of the Company's decision making. However, over the months, we've observed that the results are better than initially projected, giving us confidence that the Company will have the necessary resources to go through this moment, without needing more restrictive actions that could impact our operation.

Another positive factor for this moment is that our sales operations are concentrated in concluded inventory, which allows us to transfer the client's financing contracts immediately after the sale, which almost eliminates the risk of cancellations in new sales, helping in the maintenance of the cash in adequate levels. This has been extremely important for the Company because it accelerates the cash inflow from new sales.

Regarding the potential decrease in real estate prices, PDG doesn't foresee at this moment a correction in the value of its inventory that could impact the results. Throughout Judicial Reorganization, the Company has already made several price adjustments based on the characteristics of its units for sale.

We continue to prioritize cash retention by reviewing monthly payments and with the possible renegotiations. We're monitoring daily the percentage of default, and adopted the benefits generated by Provisional Measure. Maintaining jobs to resume operations has also been a priority.

As stated at the beginning of the Pandemic, we've decided to temporarily suspend the launch planned for 2020 and all other investments previously planned, until we have a less uncertain scenario and greater predictability about the real future consequences of the crisis. This decision is constantly being reviewed in view of health and economic indicators, so that, as soon as we have greater clarity about the consequences of the Pandemic, we are ready for the resumption.

During the first half of the year, we resumed the 'Management and Goals Program'. This program had been temporarily suspended due to the difficulties faced by PDG in recent years. This program is essential to the effective management of our indicators and to identify deviations and plan corrections, minimizing impacts, and maximizing the results of our team.

Considering the resumption of activities in São Paulo and aligned with the instructions of the State and Municipal government and of the construction sector, we decided to restart the activities of the São Paulo office in early August. The safety and health protocols are being carefully observed and have been informed to our employees. The Company provided alcohol gel, masks, and guidelines for employees who returned to the office, as well as hired a health professional to monitor employees in the office and suspected cases.

Bearing in mind the good results obtained during this remote work period, we implemented the Remote Work Program at PDG, this is a benefit that aims at the well-being and improvement of the quality of life of our employees. Therefore, workers who manage to perform their activities out of the office will be able to partially or fully adhere to this modality.

Operating Results

In the first half gross sales totaled R\$78 million, a 44% decrease YoY. The reduction in sales volume was due to (i) the change in sales policy from 2Q19, when the Company refocused on the sales of units that generate free cash inflow (unencumbered units), and (ii) to the impact of the spread of COVID-19 pandemic in Brazil, mainly in the second half of March, and in April and May.

In 1H20 cancellations amounted to R\$42 million, 39% down YoY. The Company continues to adopt the strategy of prioritizing cancellations of units with good market liquidity and unencumbered, aiming to reinforce the Company's cash inflow.

Net sales totaled R\$36 million in the semester, 49% down YoY. Even with the slower pace of sales, result of the COVID-19 pandemic, it was possible to achieve positive results in net sales during the first half of 2020, reflecting the Company's effort to digitize the sales process.

During 1H20 285 units were transferred, equivalent to a PSV of R\$38 million, through a fast process and strictly aligned with our commercial strategy, focused on generating free cash inflow. However, the decreased work pace in some notary offices and banks due to the pandemic, impacted PDG's transfers. Therefore some transfers that should have occurred in 1H20 will occur over the second half.

G&A expenses increased by 59% QoQ and 14% YoY. This increase was mainly due to higher provision for bonuses.

Considering the non-recurring reversal in commercial expenses during 1Q20, general and administrative expenses added to commercial expenses (SG&A) decreased by 48% YoY.

The Company's gross debt increased by R\$78 million (3%) during 2Q20, due to the R\$98 million interest accrued deducted from the R\$20 million amortization. Year-to-date, gross debt increased by R\$169 million (6%).

In 2Q20 the Debts subjected to the Recovery Plan increased by R\$14 million, mainly due to interest accrued. Considering the Capital Increase, the payments to creditors of classes I, II and, IV and the payments in assets, the Company already amortized R\$285 million in debts subjected to the Recovery Plan.

Due to the set of actions that have been taken by management during the first half, net loss decreased by 26% YoY and 25% QoQ.

Final Message

Over the years, the Company has acquired great experience in facing numerous crises, whether economic, in the sector or of its situation. The process of Judicial Reorganization forced the Company to reinvent itself, to create new ways and means to face turbulence and crises.

Now, with the Pandemic, it's been no different. Every day we face new situations, difficulties and challenges, and we are once again trying to learn the most with this moment:

- We launched the 'Digital Journey Program', and we are optimizing our sales process and simplifying our internal processes;
- We launched our Remote Work Program for all our workforce;
- We improved our internal communication, essential in this moment of social distance;
- We restarted and improved our Goals and Results Management program;
- We made modifications in our office seeking to prevent health risks.

We are rebuilding the Company based on a simple strategy with attainable goals and objectives.

We're still focused on the Company's restructuring process, facing the consequences and difficulties of the Pandemic, but also taking advantage of the experiences and requirements that are being imposed on us, while remaining faithful to our strategy of maximum cash preservation, improvement and optimization of processes, team engagement and closeness, trust in and among people, rebuilding credibility with our customers and the market, and at this moment, mainly, the health of our employees and maintenance of our team so that we are prepared for the resumption, as soon as it comes.

We are very happy and confident about the achievements and overcoming of our Team facing all these difficulties!

Operating and Financial Indicators

❖ The Company's main results and indicators regarding 2Q20 and 1H20 are the following:

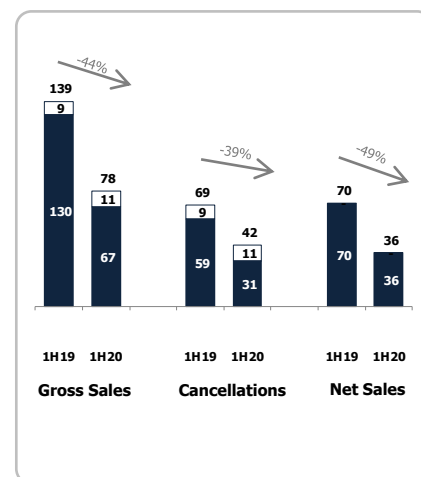
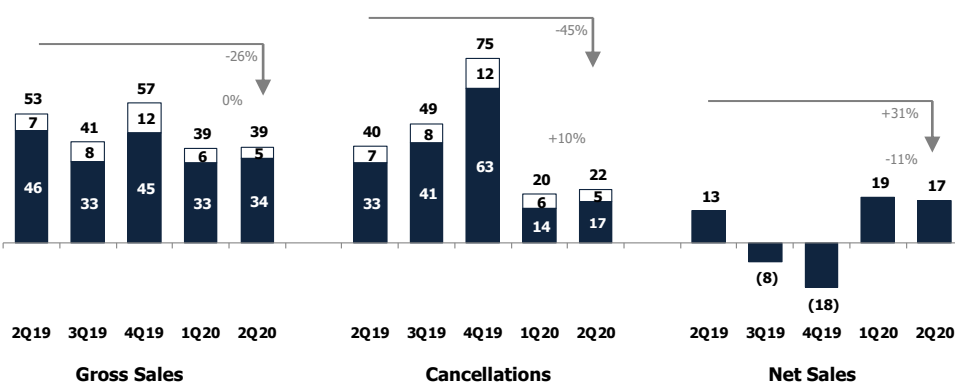
Sales and Inventory	2Q20	2Q19	2Q20 vs. 2Q19	1H20	1H19	1H20 vs. 1H19	2Q20 (IFRS)	1H20 (IFRS)
Gross Sales %PDG - R\$ million	39	53	-26.1%	78	139	-44.0%	39	78
Net Sales %PDG - R\$ million	17	13	34.3%	36	70	-48.2%	18	36
# of Net Sold Units %PDG	89	77	15.6%	145	337	-57.0%	90	145
Inventory at Market Value %PDG - R\$ million	1,854	1,793	3.4%	-	-	-	1,854	-
Operational Result ⁽¹⁾	2Q20	2Q19	2Q20 vs. 2Q19	1H20	1H19	1H20 vs. 1H19		
Net Operational Revenues - R\$ million	57	71	-19.7%	104	200	-48.0%		
Gross Profits (Losses) - R\$ million	14	30	-53.3%	11	14	-21.4%		
Gross Margin - %	24.1	42.7	-18,6 p.p	10.6	6.8	3,8 p.p		
Adjusted Gross Margin - %	30.2	51.4	-21,2 p.p	20.0	19.2	0,8 p.p		
EBITDA Margin - %	(23)	(25)	-8.0%	(25)	(47)	-46.8%		
Net Earnings (Losses) - R\$ million	(187)	(249)	-24.9%	(362)	(489)	-26.0%		
Net Margin - %	n.a.	n.a.	n.m.	n.a.	n.a.	n.m.		
Backlog Results (REF) ⁽¹⁾	2Q20	2Q19	2Q20 vs. 2Q19					
Gross Revenues (REF) - R\$ million	491	493	-0.4%					
COGS - R\$ million	(399)	(402)	-0.7%					
Gross Profit - R\$ million	92	91	1.1%					
Gross Backlog Margin - %	18.7	18.5	0,2 p.p					
Balance Sheet ⁽¹⁾	2Q20	2Q19	2Q20 vs. 2Q19					
Cash and Cash Equivalents - R\$ million	113	139	-18.7%					
Net Debt - R\$ million	3,051	2,758	10.6%					
Shareholders Equity - R\$ million	(5,289)	(4,503)	17.5%					
Net Debt (ex. SFH) / Shareholder Equity (%)	n.a.	n.a.	n.m.					
Total Assets - R\$ million	1,820	2,200	-17.3%					

Operating Performance – Sales

- ❖ In 2Q20 gross sales totaled R\$39 million, 26% below 2Q19 and flat over 1Q20. In the first half gross sales amounted to R\$78 million, 44% below 1H19. The decrease in gross sales observed during the 2Q19, and therefore in the 1H19, was mainly due to the change in the Company's sales strategy, which is focusing now on the sales of units that generate immediate free cash inflow.
- ❖ Cash sales reached R\$4.6 million in 2Q20, representing 12% of the quarter gross sales. We observed a good performance in cash sales during this semester, reaching R\$10.2 million, that is 13% of the total gross sales. Over 2Q20 PDG hold a sales campaign focused on cash sales of units that generate immediate free cash inflow, and good results were obtained .
- ❖ During 2Q20 cancellations totaled R\$22 million, 45% below 2Q19 and 10% above 1Q20. YTD R\$42 million were canceled, a 39% reduction when compared to 1H19. We will continue with our strategy to prioritize the cancellation of unencumbered units with good liquidity that generate free cash inflow at the moment of resale.
- ❖ Net sales amounted to R\$17 million in 2Q20, 31% higher than 2Q19. In 1H20 net sales reached R\$36 million, 49% below 1H19. Even with the slower pace of sales, outcome of the COVID-19 pandemic, it was possible to achieve positive results in net sales during the first half of 2020, reflecting the Company's effort to digitize its sales process.

Sales Performance – PSV %PDG in R\$ million

□ Resale within the same quarter
■ Net of Resale



Operating Performance – Cancellations and Resale

- ❖ Of the total 2Q20 cancellations 99% corresponded to projects with more than 60% of its units sold, reflecting the sales strategy adopted of prioritizing cancellations of units with good market liquidity, which should represent a higher resale speed.
- ❖ During the quarter 100% of cancellations corresponded to units of finished projects. Hence these units are available to be resold, generating immediate cash inflow.

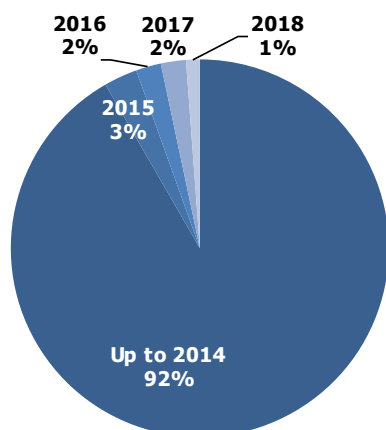
Cancellations in 2Q20 by Percentage of Resale and Year of Delivery

Percentage Sold	Finished		Unfinished		Total	
	Units	PSV	Units	PSV	Units	PSV
20% or less	-	-	-	-	-	-
21% to 40%	-	-	-	-	-	-
41% to 60%	1	0.2	-	-	-	0.2
61% to 80%	-	-	-	-	-	-
81% to 99%	85	21.5	-	-	-	21.5
TOTAL	86	21.7	-	-	-	21.7

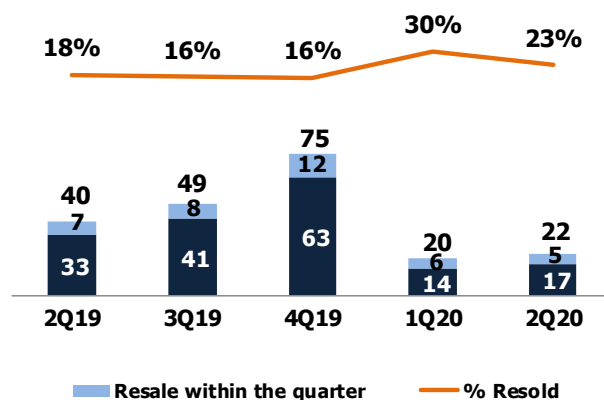
↓ 100%
↓ 99%

- ❖ Considering the cancellations per period of sale, 92% of the cancellations that occurred in 2Q20 were from units sold up to 2014, under a less careful credit analysis process, therefore with a higher probability of been canceled.
- ❖ Of the R\$22 million canceled in this quarter, R\$5 million (23%) were resold within the same quarter, once more proving the assertiveness in the strategy of prioritizing cancelations of units with higher liquidity.

Cancellations by Year of Sale – %PSV – 2Q20



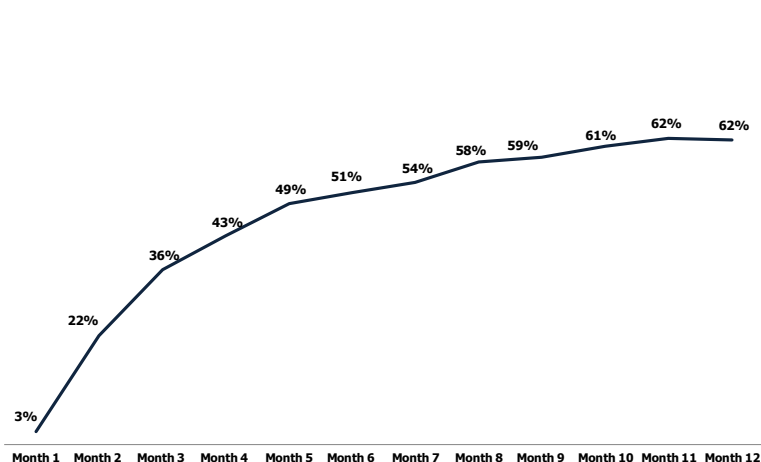
Cancellations and Resale Evolution – R\$ million



Operating Performance – Cancellations and Resale

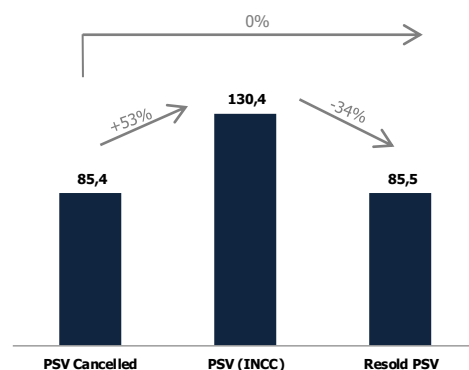
- ❖ On average 62% of canceled units are resold in up to 12 months.
- ❖ In the past 12 months, the resale price has remained in line with the original sale price.

Average Resale Curve – units



Resale Price

Accrued in the last 12 months – R\$ million



Operating Performance – Sales over Supply (SoS)

- ❖ Looking at the quarterly sales over supply (SoS) in terms of inventory units effectively available, the ratio reached 2% in 2Q20, in line with the results registered in the last quarters.
- ❖ PDG's sales team was responsible for 80% of 2Q20 gross sales and 85% of YTD gross sales.

	2Q19	3Q19	4Q19	1Q20	2Q20
Initial Inventory	1,806	1,793	1,827	1,862	1,852
(+) Launches	0	0	0	0	0
(-) Net Sales	13	-8	-18	19	17
Gross Sales ⁽¹⁾	53	41	57	39	39
Cancellations ⁽¹⁾	40	49	75	20	22
(+) Adjustments⁽²⁾	0	26	16	9	20
Final Inventory	1,793	1,827	1,862	1,852	1,854
Quarterly Sales Speed (SoS) - Gross Sales	3%	2%	3%	2%	2%
Quarterly Sales Speed (SoS) - Net Sales	1%	n.a.	n.a.	1%	1%

(1) Gross sales and cancellations include resales within the same quarter.

(2) The positive adjustment of R\$20 million in 2Q20 is mainly due to the monetary correction and repricing in inventory units.

Operating Performance – Sales over Supply by Region

- ❖ In 2Q20 the sales over supply by region (except commercial) decreased by 1 p.p. QoQ. This reduction is explained by two factors: (i) the change in the Company's sales policy, which focused its commercial efforts on the sale of unencumbered units; (ii) the negative impact of the pandemic on sales, mainly in April and May.
- ❖ The Midwest region recorded the highest level of sales over supply in 2Q20, reaching a rate of 17%.

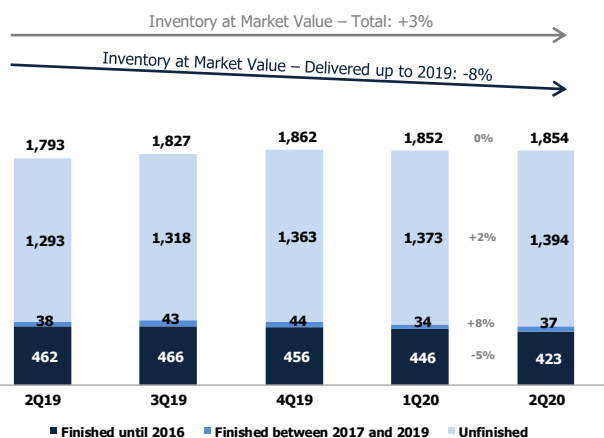
Sales over Supply (SoS) by Region

Region (ex-Commercial)	2Q19	3Q19	4Q19	1Q20	2Q20
SÃO PAULO	4%	3%	5%	2%	6%
RIO DE JANEIRO	2%	1%	0%	1%	0%
MG/ES	3%	10%	4%	0%	0%
NORTH	10%	8%	14%	11%	6%
NORTHEAST	1%	3%	1%	3%	1%
SOUTH	14%	4%	9%	0%	6%
MIDWEST	43%	41%	36%	7%	17%
TOTAL (EX-COMMERCIAL)	5%	4%	5%	4%	4%
COMMERCIAL	0%	0%	0%	0%	0%
TOTAL	3%	2%	3%	2%	2%

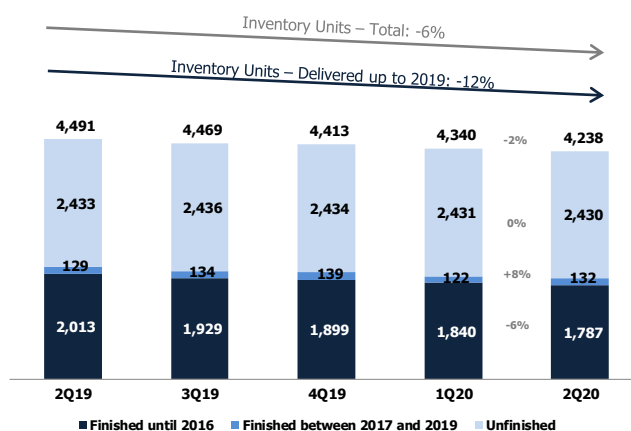
Operating Performance – Inventory

- ❖ At the end of 2Q20, inventory at market value totaled R\$1,854 million, 0.1% higher than 1Q20 and a 3% increase QoQ.
- ❖ The total number of units totaled 4,238 in 2Q20, a 2% decrease over 1Q20 and a 6% decrease over 2Q19.
- ❖ Considering only the units finished, the decrease in inventory QoQ was 8% in PSV and 12% in number of units.

Inventory at Market Value – R\$ million



Inventory Units



Operating Performance – Inventory

- In the 2Q20 the inventory located in São Paulo and Rio de Janeiro corresponds to 59% of the Company's total inventory, excluding commercial units. Considering the residential units available, 40% is concentrated in projects that have more than 60% of its units sold, hence with better market liquidity.

Inventory by Percentage of Sales and Region

PSV in R\$ million

Region	Up to 60%		From 61 to 80%		From 81 to 99%		Total		
	Units	PSV	Units	PSV	Units	PSV	Units	PSV	%
SÃO PAULO	235	210.2	319	47.9	524	115.2	1,078	373.4	35%
RIO DE JANEIRO	213	206.8	59	29.1	120	22.6	392	258.6	24%
MG/ES	-	-	-	-	21	3.6	21	3.6	0%
NORTH	134	55.7	113	91.5	167	49.4	414	196.5	19%
NORTHEAST	486	154.9	-	-	98	51.7	584	206.6	20%
SOUTH	-	-	-	-	27	8.2	27	8.2	1%
MIDWEST	-	-	-	-	42	6.6	42	6.6	1%
% Total (Ex- Commercial)		60%		16%		24%			100%
TOTAL (Ex-Commercial)	1,068	627.5	491	168.5	999	257.3	2,558	1,053.4	57%
COMMERCIAL	1,526	739.7	95	41.5	59	19.3	1,680	800.5	43% 100% SP and RJ
TOTAL	2,594	1,367.3	586	210.0	1,058	276.6	4,238	1,853.9	100%
% Total		74%		11%		15%			100%

40%

Inventory by Percentage of Sales and Year of Delivery

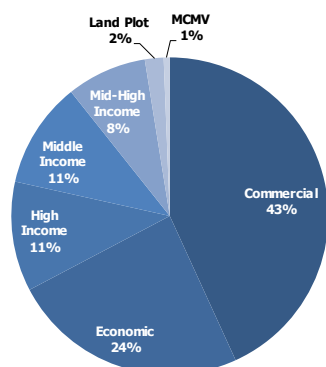
Percentage Sold	Units	PSV	Units	PSV	Units	PSV	PSV
20% or less	17	2,8	528	274,5	545	277,3	15%
21% to 40%	2	1,6	708	456,8	710	458,4	25%
41% to 60%	412	131,1	927	500,4	1.339	631,6	34%
61% to 80%	319	47,9	267	162,1	586	210,0	11%
81% to 99%	1.058	276,6	-	-	1.058	276,6	15%
TOTAL	1.808	460,1	2.430	1.393,8	4.238	1.853,9	100%

71%

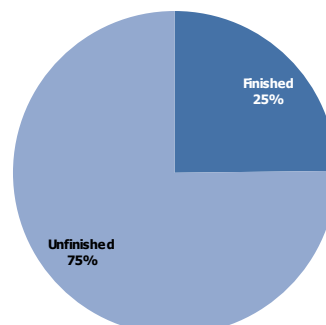
26%

- Company's inventory presents the following characteristics: (i) 26% of total inventory (including commercial units) is concentrated in projects that are more than 60% sold; (ii) 54% is concentrated in residential products (excluding Brazil's social housing program - Minha Casa, Minha Vida - land development and commercial units).
- Regarding the concluded inventory (R\$460.1 million): (i) 74% of PSV is concentrated in projects located in São Paulo and Rio de Janeiro and (ii) 71% is concentrated in projects with a sales range between 61% and 99%.

Inventory by Product – % PSV



Inventory by Status of Conclusion – % PSV



Operating Performance – Landbank

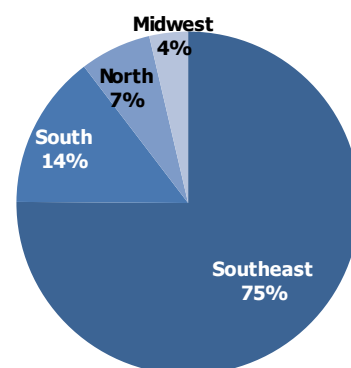
- ❖ During 2Q20 one land plot was sold. Thus, the land bank ended 2Q20 with PSV of R\$7.7 billion (% PDG), equivalent to approximately 19.6 thousand units.
- ❖ The landbank that not match the Company's strategy is in the process of being canceled or sold, helping in the cost reduction and in the monetization of assets for the Company's deleveraging process.

Landbank – Units and PSV

Product	Units (%PDG)	%	PSV PDG (R\$ mm)	%	Average Price (R\$)
High Income	1,885	10%	902.4	12%	478,739
Mid-High Income	80	0%	29.6	0%	369,625
Middle Income	1,078	6%	545.6	7%	506,077
Economic	11,739	60%	4,491.7	58%	382,627
Residential	14,782	75%	5,969.2	77%	403,816
Commercial	-	0%	-	0%	-
Land Plot	4,800	25%	1,803.7	23%	375,776
Total	19,582		7,772.9		396,943

Landbank by Region

PSV %PDG



Operating Performance – Historical Data

- ❖ At the end of 2Q20 the Company had 17 unfinished projects, equivalent to 4,096 units (PDG's share), 256 of which (6%) related to the Brazilian housing program 'Minha Casa Minha Vida' (MCMV) and 3,840 (94%) related to residential (excluding MCMV), commercial and landbank units.

	# Projects	# Total Units	# PDG Units
Launches⁽¹⁾	714	160,526	155,046
Finished⁽²⁾	697	156,378	150,950
Ongoing⁽³⁾	17	4,148	4,096

(1) Historical launches until June 2020 - net of cancellations

(2) Projects with Occupancy Permit or Sold until June 2020

(3) Ongoing projects until June 2020

Finished Projects	# Projects	# Total Units	# PDG Units
Residential, Commercial and Land Plots (ex- MCMV)	426	96,692	95,337
MCMV	271	59,686	55,613
Total	697	156,378	150,950

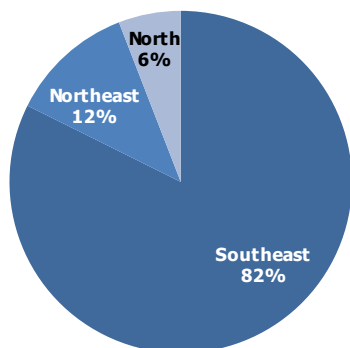
Ongoing Projects	# Projects	# Total Units	# PDG Units
Residential, Commercial and Land Plots (ex- MCMV)	16	3,892	3,840
MCMV	1	256	256
Total	17	4,148	4,096

Obs.: Only projects under PDG management.

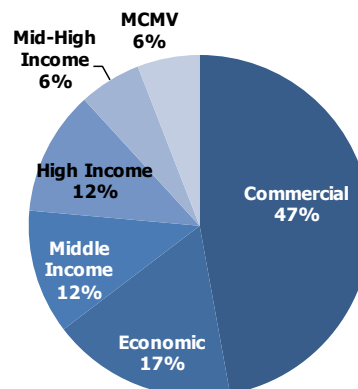
Operating Performance – Historical Data

- ❖ Of the 17 unfinished projects, 82% are located in the Southeast region and 47% are residential (excluding MCMV, land plot, and commercial units).

Breakdown by Region – % PSV



Breakdown by Product – % PSV



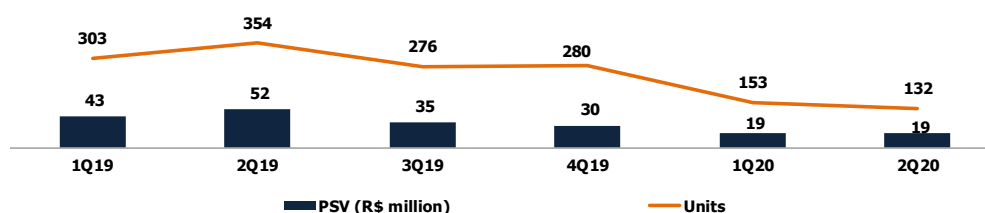
Operating Performance – Occupancy Permits

- ❖ During the second quarter no occupancy permits were obtained by the Company.

Operating Performance – Mortgage Transfers

- ❖ During the second quarter 132 units were transferred, equivalent to a PSV of R\$19 million. When compared to the same period of 2019, there was a reduction of 63% in PSV.
- ❖ In the first half 285 units were transferred, with a PSV of R\$38 million, registering a 57% reduction in the number of units transferred and a 60% drop in PSV YoY.
- ❖ The drop in financial volume transferred over the 1H20 isn't only due to the reduction in sales, but also reflects the decreased work pace in some notary offices and banks due to the pandemic. Therefore some transfers that should have occurred in 1H20 will occur over the 2H20.

Mortgage Transfers by Quarter – PSV and Units



Gross Margin

- Gross margin decreased by 18.6 p.p QoQ, mainly due to lower sales volume and to the discounts on sales. Despite the decrease in gross profit YoY, the margin improved by 3.8 pp, mainly due to the lower interest capitalized in the cost.

R\$ million in IFRS

GROSS MARGIN	QUARTER			YTD		
	2Q20	2Q19	(%) Var.	1H20	1H19	(%) Var.
Net Revenues	57	71	-19%	104	200	-48%
Cost	(44)	(41)	7%	(93)	(187)	-50%
Gross Profit (Loss)	13	30	-54%	11	13	-19%
(+) Capitalized Interest	24.1%	42.7%	-19.0 pp	10.6%	6.8%	4.0 pp
Adjusted Profit	3	6	-44%	10	25	-61%
Gross Margin	16	36	-56%	21	38	-45%
Adjusted Gross Margin	30.2%	51.4%	-21.2 pp	20.0%	19.2%	0.8 pp

Backlog Result (REF)

- At the end of 2Q20 the gross REF margin was 18.7%, an 0.1 pp increase over 1Q20.
- The backlog recognition schedule is estimated at 17.6% in 2020 and 82.4% in 2021.

R\$ million in IFRS

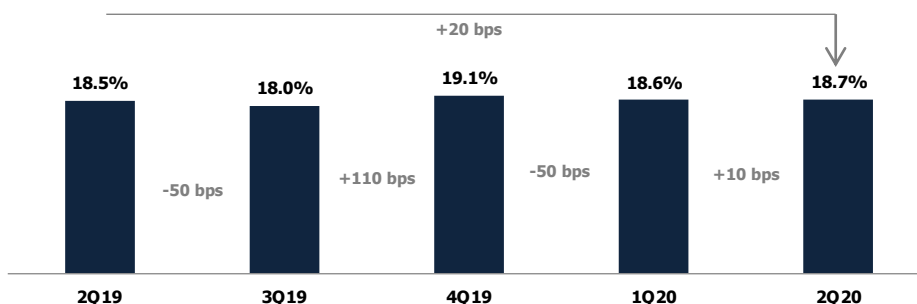
Backlog Results (REF)	2Q20	1Q20
Gross Revenues	500	498
(-) Taxes *	(9)	(9)
Net Revenues - REF	491	489
(-) COGS	(399)	(398)
Gross Profit - REF	92	91
Gross Backlog Margin	18.7%	18.6%
Capitalized Interest	10	10
Adjusted Gross margin **	16.7%	16.6%

* PIS and Cofins Estimate

** Backlog margin differs from reported margin in that it does not include capitalized interest effect, future guarantees and goodwill amortization.

Backlog result recognition schedule	2020	2021
	17.6%	82.4%

Backlog Margin Trends (REF)



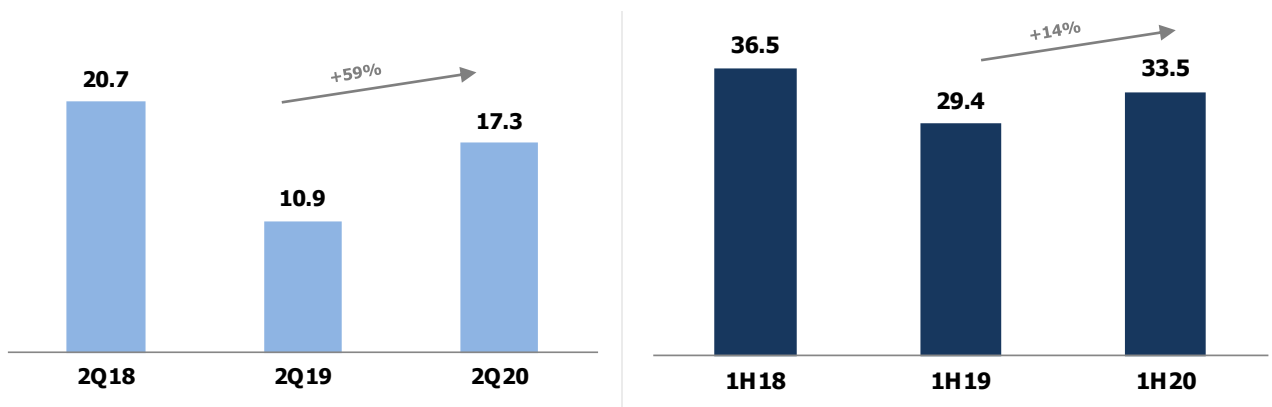
Selling, General and Administrative Expenses (SG&A)

- ❖ G&A expenses increased by 59% QoQ and 14% YoY. This increase was mainly due to higher provision for bonuses.
- ❖ Commercial expenses decreased by 60% QoQ. In the 1H20 commercial expenses were negative in R\$8.9 million, due to the non-recurring reversal of the provision for the payment of IPTU and condominium expenses of concluded units in inventory in the first quarter.
- ❖ General and administrative expenses added to selling expenses (SG&A) decreased by 7% QoQ and 48% YoY.
- ❖ As has been done over the last years, and because of the obscure scenario imposed by the pandemic, the Company will continue to make further efforts to reduce its expenses, seeking to constantly increase the efficiency of its operation.

R\$ million in IFRS

GENERAL, ADMINISTRATIVE E COMMERCIAL EXPENSES	QUARTER			YTD		
	2Q20	2Q19	(%) Var.	1H20	1H19	(%) Var.
Total Commercial Expenses	5.4	13.6	-60%	(8.9)	18.0	n.m.
Salaries and Benefits	13.1	9.7	35%	21.2	18.9	12%
Third Party Services	3.5	0.2	n.m.	8.4	7.8	8%
Other Admin. Expenses	0.7	1.0	-30%	3.9	2.7	44%
Other Admin. Expenses	17.3	10.9	59%	33.5	29.4	14%
Total G&A	22.7	24.5	-7%	24.6	47.4	-48%

Evolution of General and Administrative Expenses - R\$ million



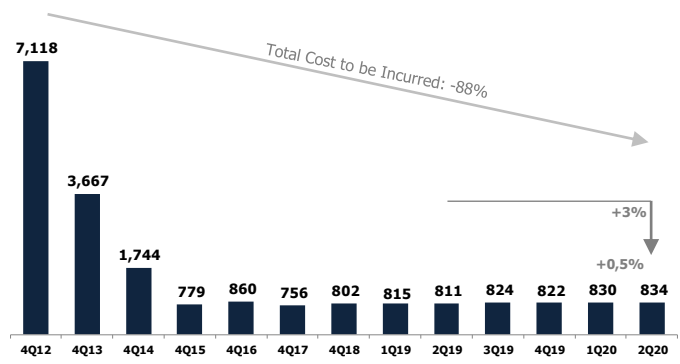
On and Off Balance Sheet Receivables and Cost to be Incurred

- ❖ We ended 2Q20 with total net receivables of R\$622 million, 0.3% higher than the previous quarter.
- ❖ Due to the Construction Index correction the cost to be incurred increased by R\$4 million during the 2Q20. Since late 2012 the total cost to be incurred, which was R\$7.1 billion, registered an 88% drop.

Accounts Receivable

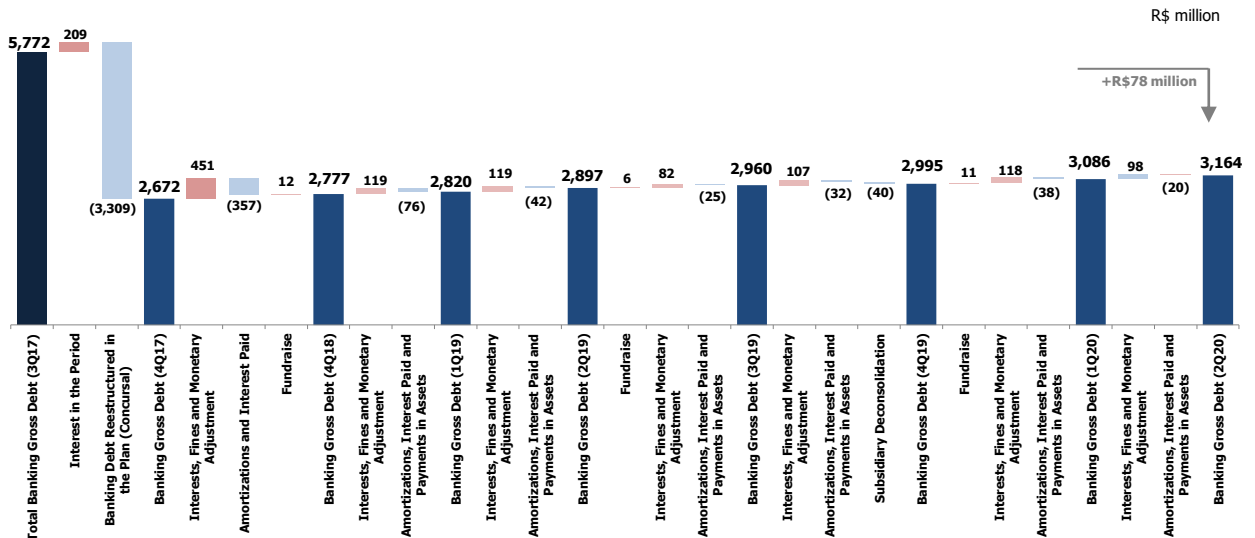
R\$ million in IFRS			
ON AND OFF BALANCE RECEIVABLES (R\$ MN)	2Q20	1Q20	(%) Var.
Receivables (<i>on balance</i>)	281	281	0%
Gross Backlog Revenues - REF	500	498	0%
Advances from Clients - sales installments	(59)	(60)	-2%
Advances from Clients - physical barter from launches	(100)	(99)	1%
Total Receivables (a)	622	620	0%
Cost to be Incurred - Sold Units	(395)	(394)	0%
Cost to be Incurred - Inventory Units	(439)	(436)	1%
Total Costs to be Incurred (b)	(834)	(830)	0%
Total Net Receivables (a+b)	(212)	(210)	1%
Short Term	207	200	3%
Long Term	74	81	-9%
Total Receivables (<i>on balance</i>)	281	281	0%

Costs to be Incurred – R\$ million



Indebtedness (Extraconcursal)

- ❖ The Company's gross debt increased by R\$78 million (3%) in 2Q20, due to the R\$98 million in interest accrued deducted from the R\$20 million amortization.
- ❖ In 1H20 the debt increased by R\$169 million (6%).



Indebtedness (Extraconcursal)

- ❖ Considering the R\$5 million increase in Cash and Cash equivalents, Net Debt increased R\$73 million (2%) during the 2Q20.

R\$ million in IFRS

INDEBTEDNESS	2Q20	1Q20	(%) Var.
Cash	113	108	5%
SFH	741	731	1%
Debentures	191	179	7%
CCB/CRI	239	226	6%
Construction Financing	1,171	1,136	3%
Working Capital, SFI and Promissory Notes	351	350	0%
Finep/Finame	8	7	14%
Debentures	438	427	3%
CCB/CRI	1,195	1,165	3%
Obligation for the issuance of CCB and CCI	1	1	0%
Corporate Debt	1,993	1,950	2%
Gross Debt	3,164	3,086	3%
Net Debt	3,051	2,978	2%
Net Debt (ex. Construction Financing)	1,880	1,842	2%
Shareholders Equity ⁽¹⁾	(5,289)	(5,099)	4%
Net Debt (ex. SFH)/ Equity	n.a.	n.a.	n.m.

(1) Includes non-controlling equity

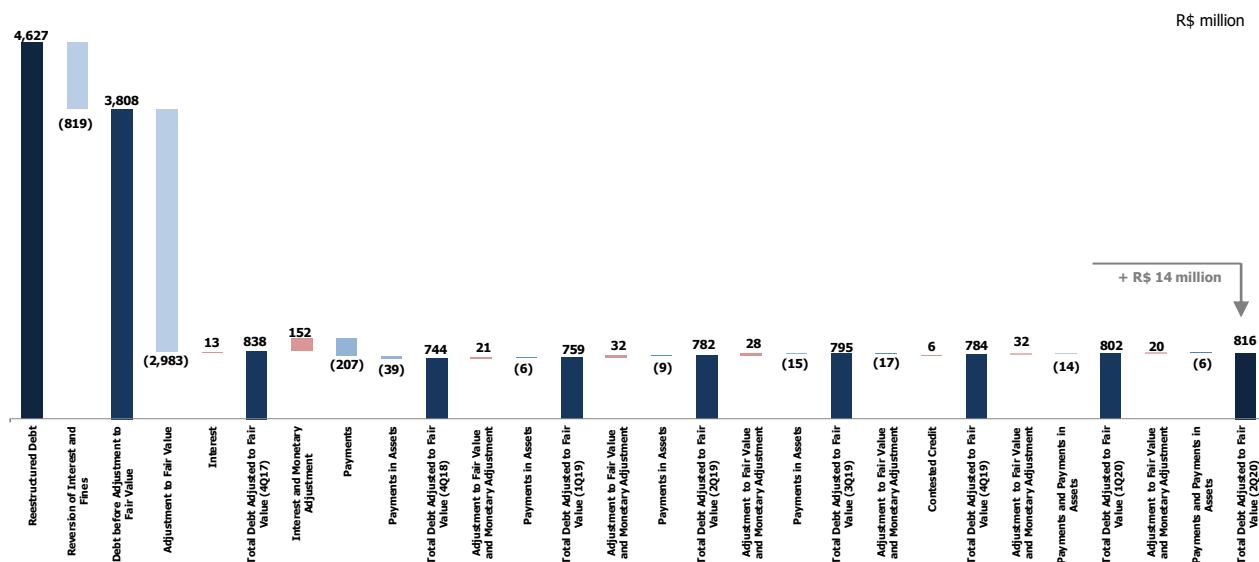
Net Debt Variation

R\$ million in IFRS

NET DEBT VARIATION (R\$ MN)	2013	2014	2015	2016	2017	2018	2019	1Q20	2Q20
Cash and Cash Equivalents	1,353	1,092	604	201	213	138	118	108	113
Cash Variation	(468)	(261)	(488)	(403)	12	(75)	(20)	(10)	5
Gross Debt	8,367	7,869	6,155	5,319	2,672	2,777	2,995	3,086	3,164
Construction Financing	5,215	4,517	2,719	1,643	1,050	1,086	1,111	1,136	1,171
Corporate Debt	3,152	3,352	3,436	3,676	1,622	1,691	1,884	1,950	1,993
Gross Debt Variation	602	(498)	(1,714)	(836)	(2,647)	105	218	91	78
Net Debt Variation	(1,070)	237	1,226	433	2,659	(180)	(238)	(101)	(73)

Debt Subjected to the Recovery Plan (Concursal)

- ❖ In 2Q20 Debts subjected to the Recovery Plan increased by R\$14 million mainly due to interest accrued in the period.
- ❖ Considering the Capital Increase, the payments to creditors of classes I, II and, IV and the payments in assets, the Company already amortized R\$285 million in debts subjected to the Recovery Plan.



Obs.: The methodology used to calculate the Fair Value and therefore the Total Debt Adjusted to Fair Value, is explained in Note 13 of the Financial Statements.

Financial Results

- ❖ The financial loss increased by 22% QoQ and 11% YoY.

R\$ million in IFRS

FINANCIAL RESULTS (R\$ MN)	QUARTER			YTD		
	2Q20	2Q19	(%) Var.	1H20	1H19	(%) Var.
Investment Income	0.7	1.0	-30%	1.3	2.0	-38%
Interest and fines	0.4	35.6	-99%	9.5	20.9	-55%
Other financial revenue	1.3	8.7	-85%	3.0	16.6	-82%
Total financial revenues	2.4	45.3	-95%	13.8	39.5	-65%
Interest	(98.9)	(124.4)	-20%	(219.2)	(245.4)	-11%
Bank Expenses	(0.1)	(0.2)	-50%	(0.3)	(0.4)	-23%
Other	(18.5)	(23.8)	-22%	(50.9)	(42.8)	19%
Gross Financial Expenses	(117.5)	(148.4)	-21%	(270.4)	(203.0)	33%
Capitalized Interest on Inventory	(6.4)	3.1	n.m.	(1.9)	16.5	n.m.
Total Financial Expenses	(123.9)	(145.3)	-15%	(272.3)	(272.1)	0%
Total Financial Result	(121.5)	(100.0)	22%	(258.5)	(232.6)	11%

Income Statements

Quarters and semesters ended on June 30th, 2020 and 2019

INCOME STATEMENTS (R\$ '000) - IFRS	QUARTER			YTD		
	2Q20	2Q19	(%) Var.	1H20	1H19	(%) Var.
Operating Gross Revenue						
Real Estate Sales	61,839	56,120	10%	124,381	197,834	-37%
Other Operating Revenues	(1,341)	22,781	n.m.	(2,571)	21,861	n.m.
(-) Revenues Deduction	(3,105)	(7,815)	-60%	(17,519)	(19,494)	-10%
Operating Net Revenue	57,393	71,086	-19%	104,291	200,201	-48%
Cost of Sold Units	(40,089)	(34,527)	16%	(83,436)	(161,769)	-48%
Interest Expenses	(3,473)	(6,203)	-44%	(9,798)	(24,861)	-61%
Cost of sold properties	(43,562)	(40,730)	7%	(93,234)	(186,630)	-50%
Gross Income (loss)	13,831	30,356	-54%	11,057	13,571	-19%
Gross margin	24.1%	42.7%	-18.6 pp	10.6%	6.8%	3.8 pp
Adjusted gross margin ⁽¹⁾	30.2%	51.4%	-21.2 pp	20.0%	19.2%	0.8 pp
Operating Revenues (expenses):						
Equity Income	(861)	1,542	n.m.	(832)	1,711	n.m.
General and Administrative	(17,346)	(10,940)	59%	(33,506)	(29,399)	14%
Commercial	(5,361)	(13,603)	-61%	8,924	(18,041)	n.m.
Taxes	(1,365)	(2,873)	-52%	(1,723)	(4,520)	-62%
Depreciation & Amortization	(560)	(1,035)	-46%	(1,122)	(2,008)	-44%
Other	(61,628)	(147,064)	-58%	(95,020)	(210,196)	-55%
Financial Result	(121,477)	(99,965)	22%	(258,597)	(232,501)	11%
Total operating revenues (expenses)	(208,598)	(273,938)	-24%	(381,876)	(494,954)	-23%
Income before taxes	(194,767)	(243,582)	-20%	(370,819)	(481,383)	-23%
Income Taxes and Social Contribution	5,020	(5,247)	n.m.	5,066	(12,103)	n.m.
Income before minority stake	(189,747)	(248,829)	-24%	(365,753)	(493,486)	-26%
Minority interest	2,969	(148)	n.m.	3,959	4,254	-7%
Net Income (loss)	(186,778)	(248,977)	-25%	(361,794)	(489,232)	-26%
Net margin	n.a.	n.a.	n.m.	n.a.	n.a.	n.m.

(1) Adjusted by interest expenses in cost of sold units and recognition of goodwill

EBITDA	QUARTER			YTD		
	2Q20	2Q19	(%) Var.	1H20	1H19	(%) Var.
Income (loss) before taxes	(194,767)	(243,582)	-20%	(370,819)	(481,383)	-23%
(-/+) Financial Result	121,477	99,965	22%	258,597	232,501	11%
(+) Depreciation and Amortization	560	1,035	-46%	1,122	2,008	-44%
(+) Interest Expenses - Cost of Sold Units	3,473	6,203	-44%	9,798	24,861	-61%
(-/+) Equity Income result	861	(1,542)	n.m.	832	(1,711)	n.m.
EBITDA	(68,396)	(137,921)	-50%	(100,470)	(223,724)	-55%
EBITDA Margin	n.a.	n.a.	n.m.	n.a.	n.a.	n.m.

On June 30th and March 31st, 2020

ASSET (R\$ '000)	2T20	1T20	(%) Var.
Current Assets			
Cash, cash equivalents and short-term investments	113,108	108,267	4%
Accounts receivable	207,169	200,248	3%
Properties held for sale	1,074,276	1,112,049	-3%
Prepaid expenses	-	743	-100%
Accounts with related parties	8,791	8,334	5%
Taxes to recover	8,247	10,066	-18%
Total Current Assets	1,411,591	1,439,707	-2%
Noncurrent Assets			
Long-Term			
Accounts receivable	74,275	81,144	-8%
Properties held for sale	158,988	160,491	-1%
Taxes to recover	19,089	17,351	10%
Accounts with related parties	54,419	54,291	0%
Accounts with related parties	66,933	60,382	11%
Total Long-Term Assets	373,704	373,659	0%
Permanent Assets			
Investments	31,461	44,657	-30%
Property and Equipment	1,009	1,140	-11%
Intangible	1,864	2,130	-12%
Total Permanent Assets	34,334	47,927	-28%
Total Noncurrent Assets	408,038	421,586	-3%
Total Assets	1,819,629	1,861,293	-2%

Consolidated Balance Sheet - LIABILITIES



On June 30th and March 31st, 2020

LIA BILITIES AND SHAREHOLDERS' EQUITY (R\$ '000)			
	2T20	1T20	(%) Var.
Current			
Loans and financings	1,099,441	1,088,371	1%
Debentures	629,130	605,928	4%
Obligation for the issuance of CCB & CCI	1,422,737	1,379,160	3%
Co-obligation for the issuance of CRI	1,304	1,304	0%
Suppliers	105,903	106,363	0%
Payable obligations subject to the Reorganization Plan	24,813	24,655	1%
Property acquisition obligations	714	714	0%
Advances from clients	281,907	287,279	-2%
Tax and labor obligations	31,935	19,823	61%
Deferred taxes	16,559	16,598	0%
Income and social contribution taxes	12,559	11,980	5%
Accounts with related parties	8,839	8,514	4%
Other provisions for contingencies	129,547	121,349	7%
Other Obligations	122,330	122,385	0%
Total Current	3,887,718	3,794,423	2%
Long-Term			
Obligation for the issuance of CCB & CCI	11,467	11,256	2%
Payable obligations subject to the Reorganization Plan	791,601	777,539	2%
Property acquisition obligations	22,065	21,836	1%
Advances from clients	26,266	26,197	0%
Taxes and contributions payable	7,086	7,705	-8%
Accounts with related parties	63,656	62,368	0%
Deferred taxes	969,773	975,843	-1%
Other provisions for contingencies	995,554	953,590	4%
Other Obligations	333,006	329,931	1%
Total Long-Term	3,220,474	3,166,265	2%
Shareholders' equity			
Subscribed capital	4,992,033	4,992,033	0%
Capital reserve	1,236,743	1,236,743	0%
Accumulated losses	(11,454,278)	(11,267,500)	2%
Minority interest	(63,061)	(60,671)	4%
Total Shareholders' equity	(5,288,563)	(5,099,395)	4%
Total liabilities and shareholders' equity	1,819,629	1,861,293	-2%