



RESULTADOS

3º TRIMESTRE

2025

Listada no Novo Mercado da B3 | **PLPL3**

Aviso

Esta apresentação contém declarações sobre o futuro que estão sujeitas a riscos e incertezas. Estas declarações são baseadas nas crenças e premissas da administração e em informações atualmente disponíveis. As declarações sobre o futuro são referentes às intenções, crenças ou expectativas atuais da Companhia ou de seus conselheiros ou diretores. Estas declarações também incluem informações com relação aos resultados futuros de operações possíveis. Elas não são garantias de desempenho, pois envolvem riscos, incertezas e suposições, porque se relacionam a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Nossos resultados futuros e valor para os acionistas podem diferir materialmente daqueles expressos ou sugeridos nestas declarações. Muitos dos fatores que irão determinar estes resultados e valor estão além da capacidade de controle ou previsão da Companhia.

PARTICIPANTES



RODRIGO VON

DIRETOR PRESIDENTE



RODRIGO LUNA

DIRETOR VICE-PRESIDENTE



JOÃO HOPP

DIRETOR VICE PRESIDENTE EXECUTIVO
E DIRETOR DE RELAÇÕES COM INVESTIDORES



ANSELMO SOARES

DIRETOR FINANCEIRO

DESTAQUES 3T25



**LANÇAMENTOS
100% 3T25 (UDM)**

R\$ 6,0 Bilhões

+39,0%

3T25 UDM vs 3T24 UDM



**LANÇAMENTOS
100% 9M25**

R\$ 4,7 Bilhões

+81,2%

ACIMA DO 9M24



**LANÇAMENTOS
100% 3T25**

R\$ 2,1 Bilhões

+99,0%

ACIMA DO 3T24



**VENDA LÍQUIDA 100% 3T25
(UDM) MERCADO PRIVADO
(Sem Pode entrar)**

R\$ 3,5 Bilhões

+19,4%

3T25 UDM vs 3T24 UDM



**VENDA LÍQUIDA 100% 9M25
MERCADO PRIVADO
(Sem Pode entrar)**

R\$ 2,8 Bilhões

+20,6%

9M25 vs 9M24



**VENDA LÍQUIDA 100% 3T25
MERCADO PRIVADO
(Sem Pode entrar)**

R\$ 1,0 bilhão

+14,1%

ACIMA DO 2T25



LANDBANK

R\$ 31,6 Bilhões

+14,5%

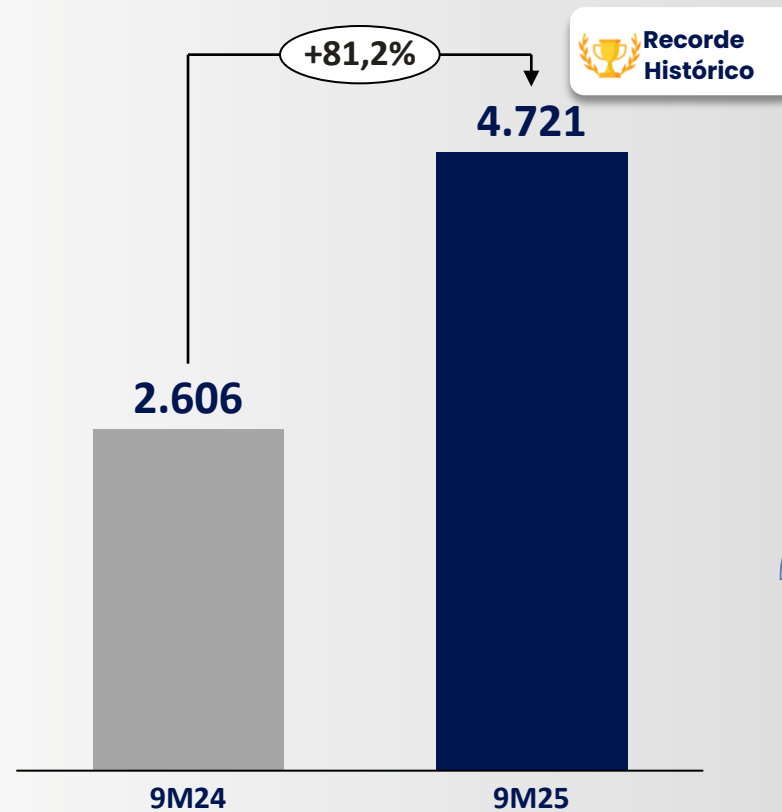
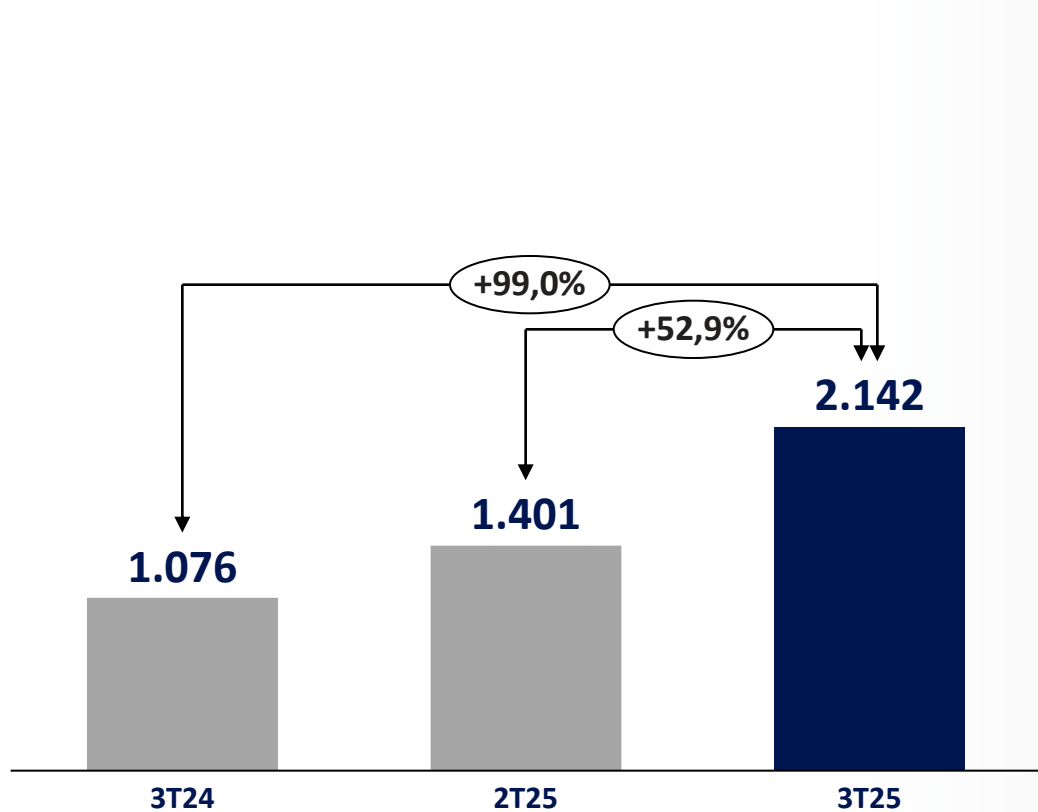
ACIMA DO 4T24



RESULTADO OPERACIONAL 3T25

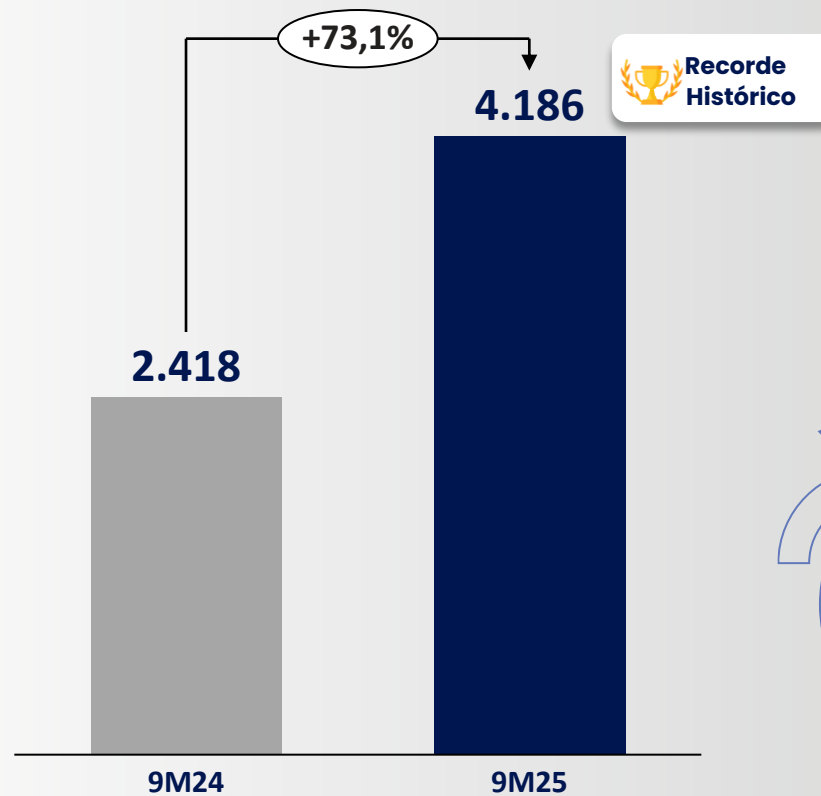
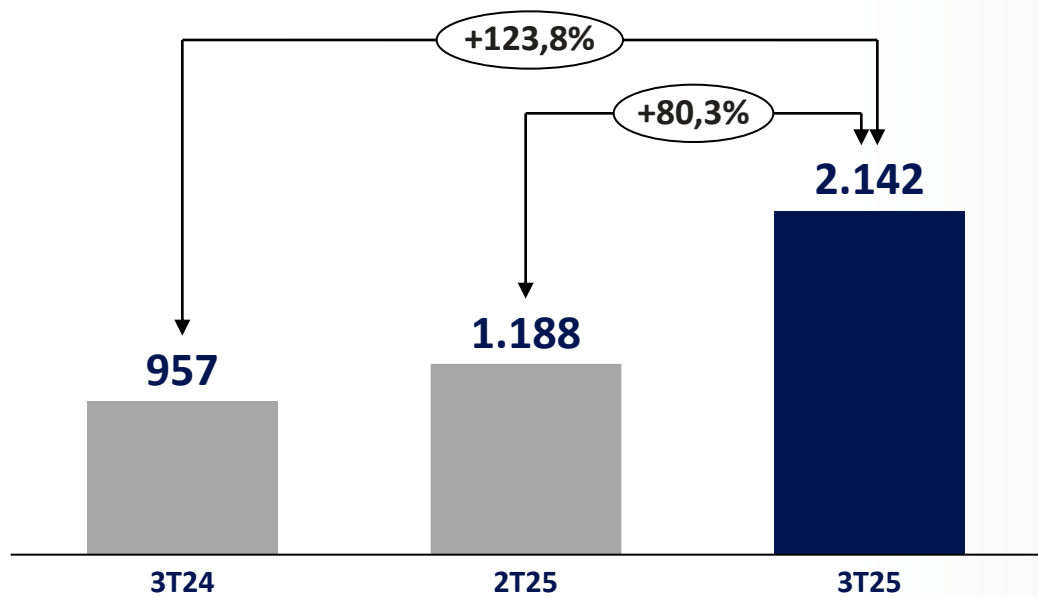
LANÇAMENTOS 100%

TOTAL (R\$ milhões)



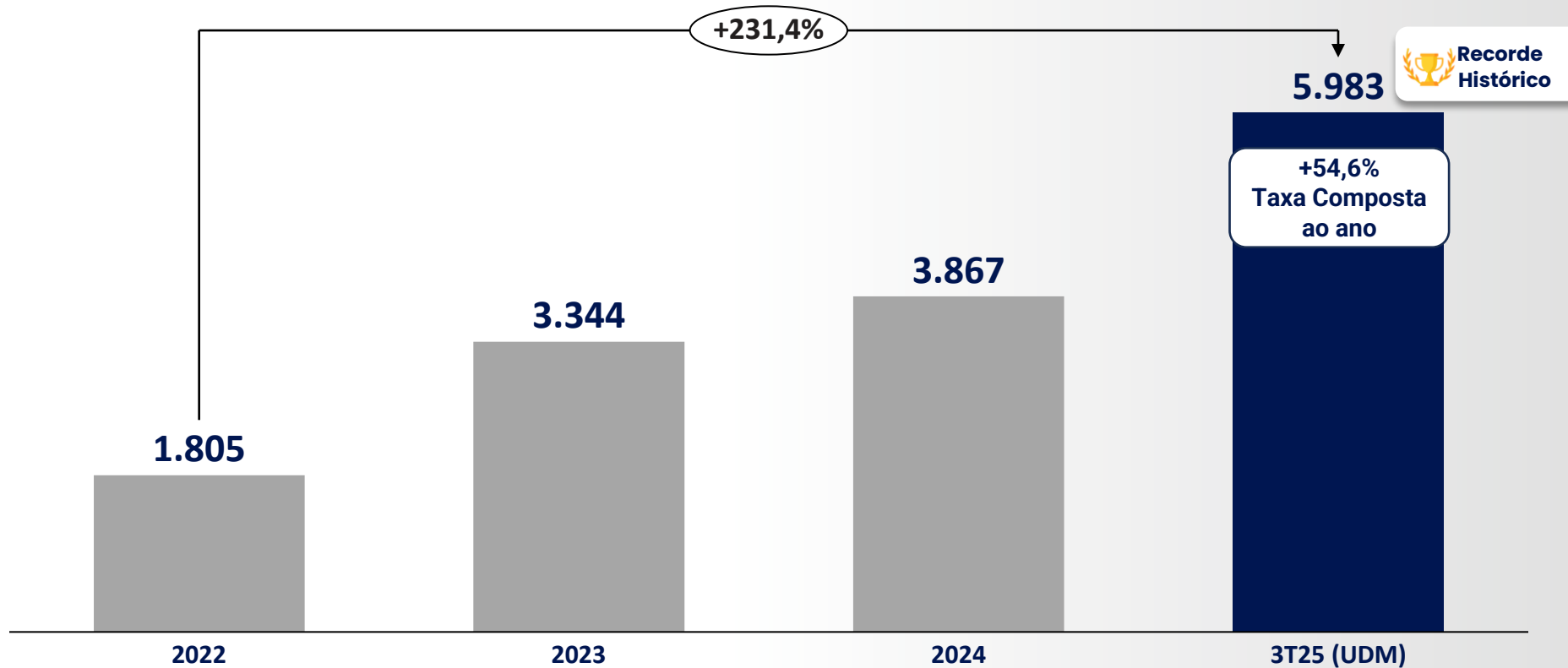
LANÇAMENTOS %P&P MERCADO PRIVADO

TOTAL (R\$ milhões)



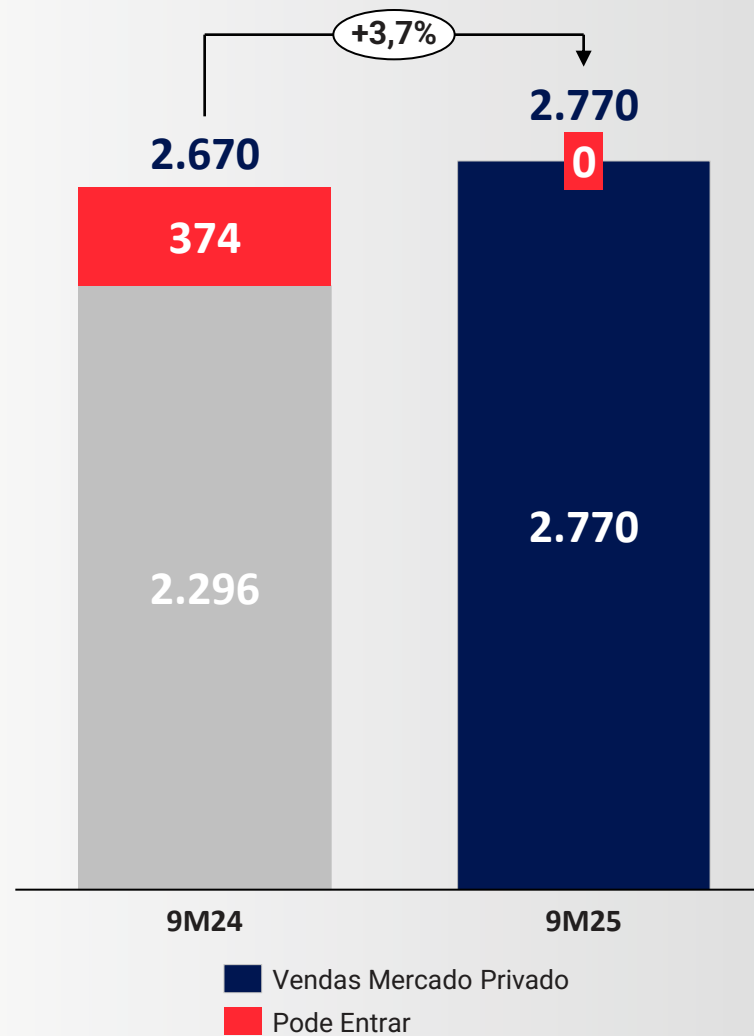
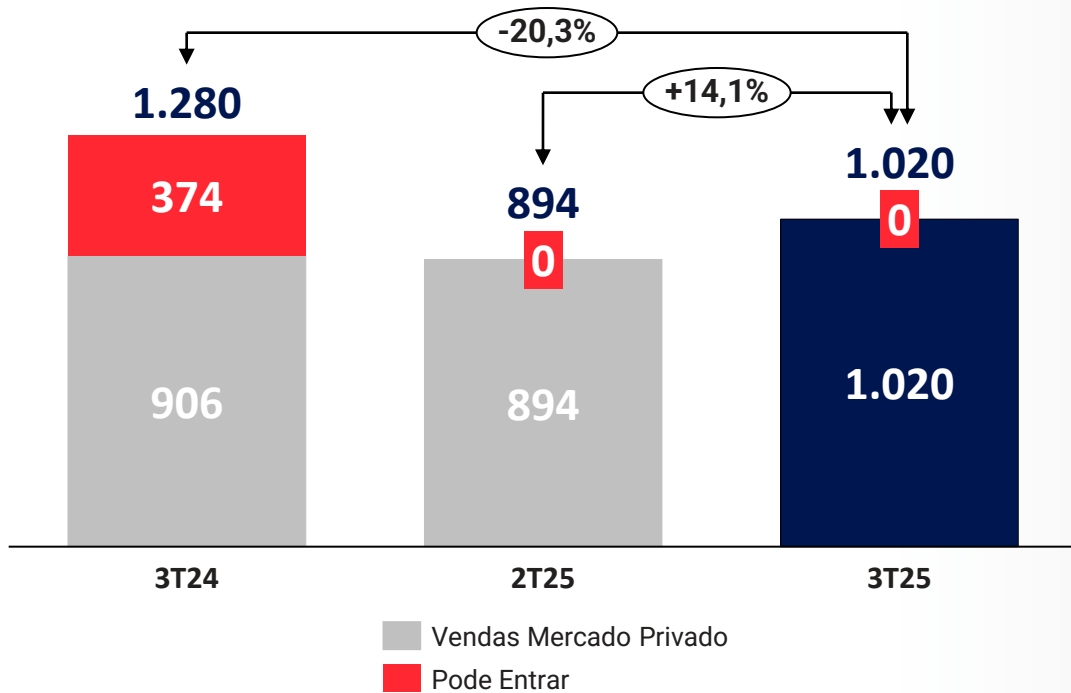
HISTÓRICO DE LANÇAMENTOS UDM.

Números incluem o Pode Entrar - TOTAL (R\$ milhões)



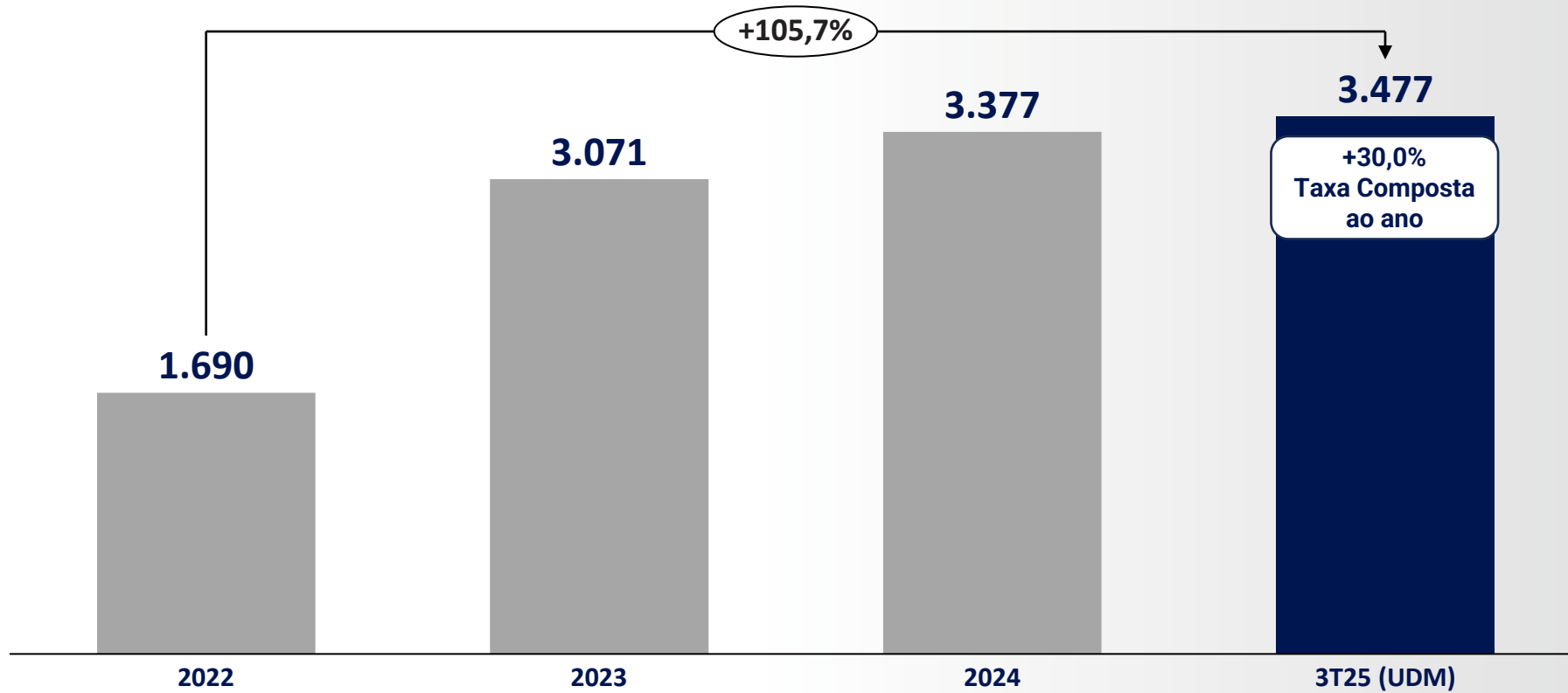
VENDAS 100%

TOTAL (R\$ milhões)



HISTÓRICO DE VENDAS UDM

TOTAL (R\$ milhões)

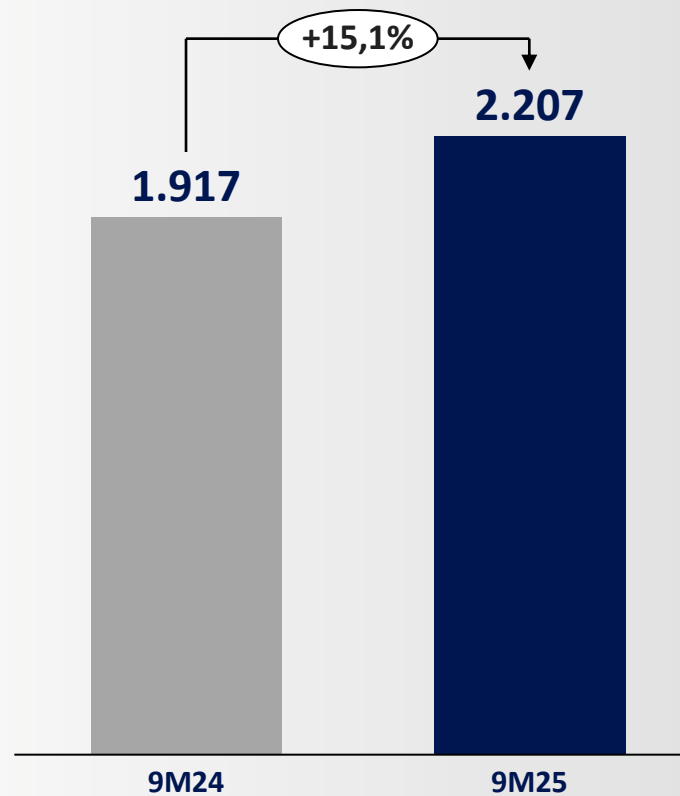
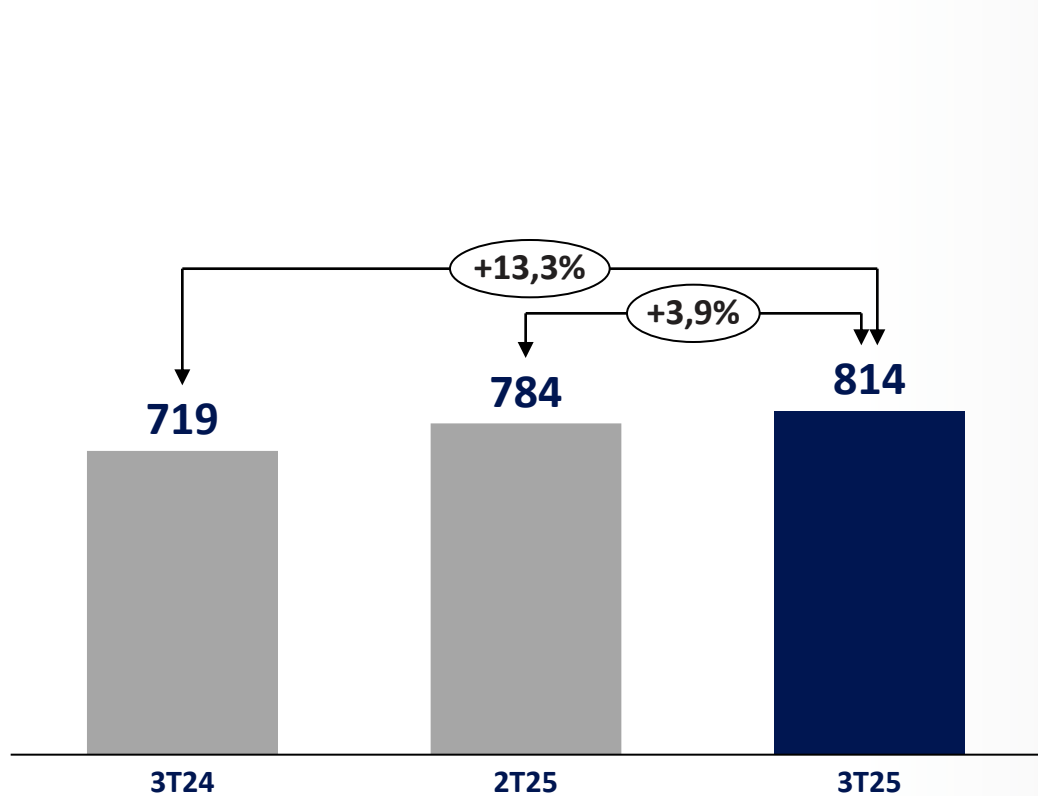




RESULTADO FINANCEIRO 3T25

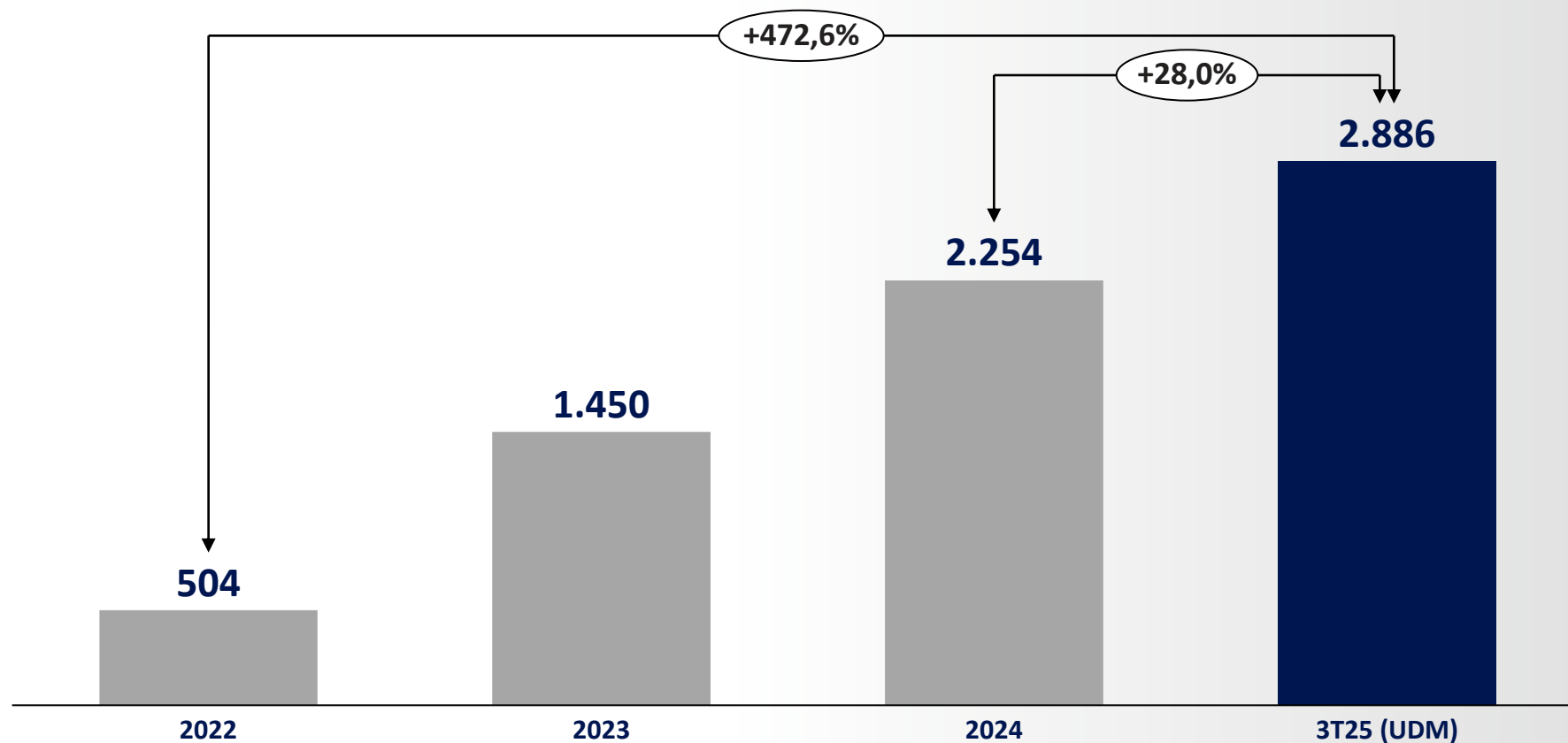
RECEITA LÍQUIDA

(R\$ MILHÕES)



EVOLUÇÃO DA RECEITA REF

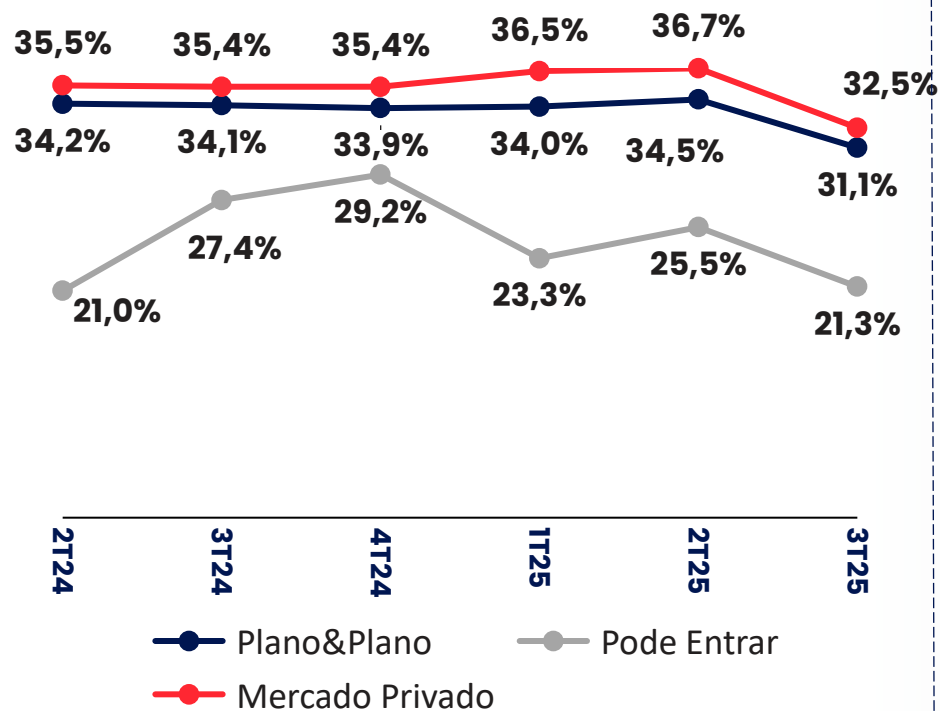
(R\$ MILHÕES)



LUCRO BRUTO E MARGEM BRUTA

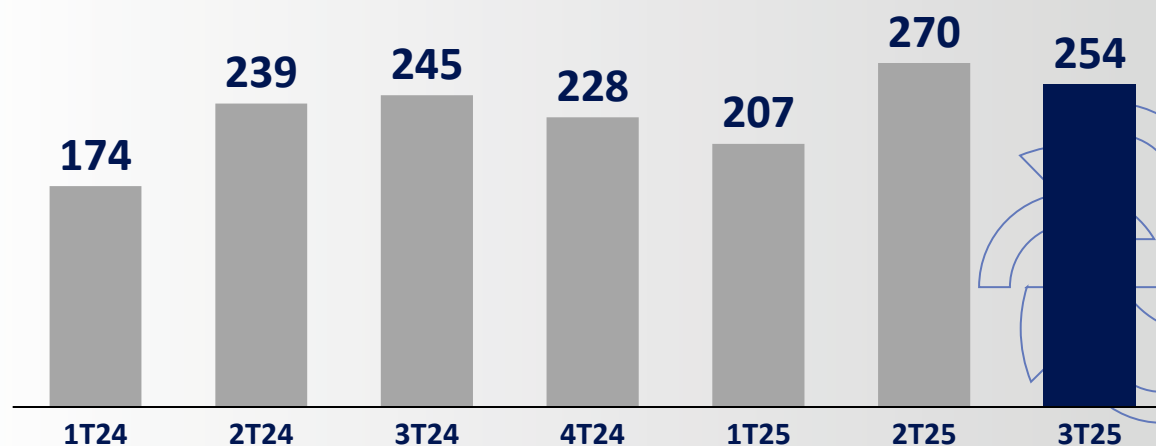
MARGEM BRUTA AJUSTADA

(%)



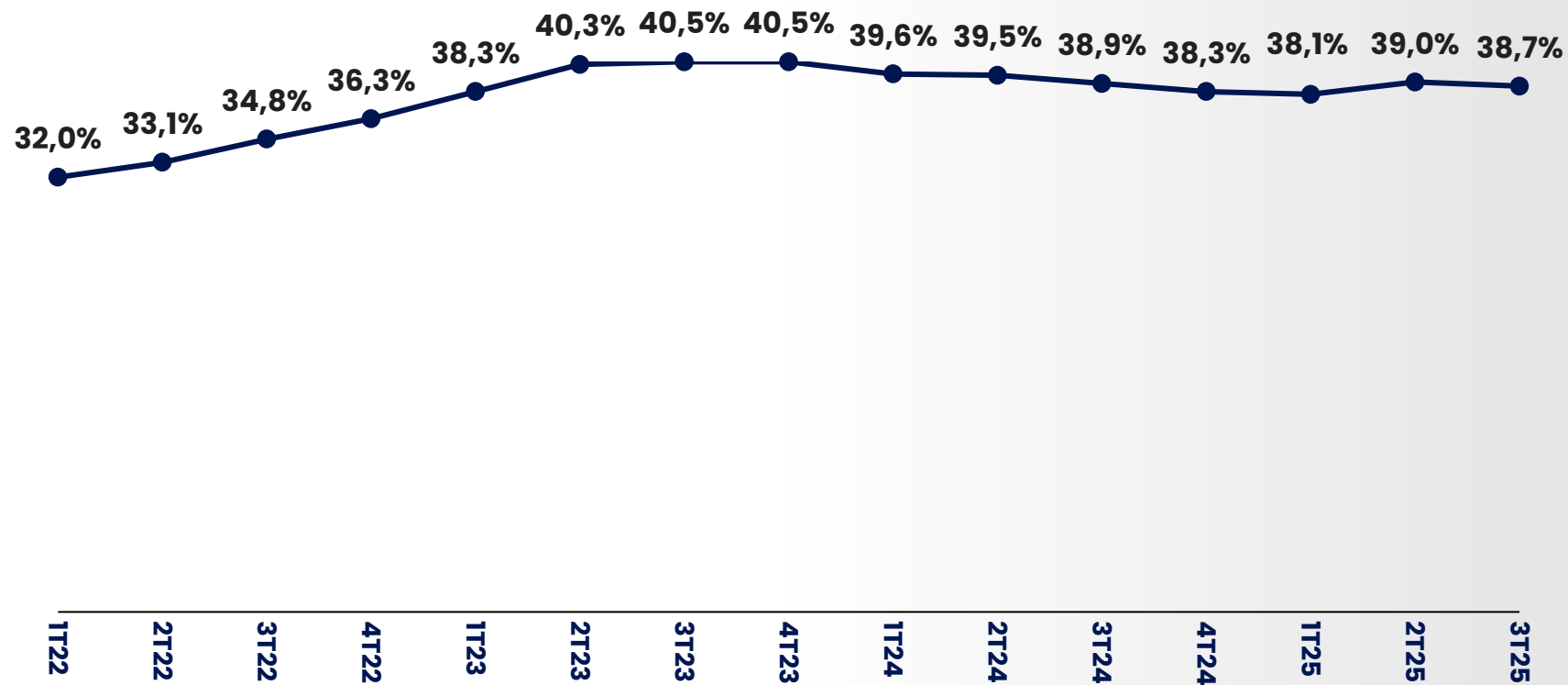
LUCRO BRUTO AJUSTADO

(R\$ MILHÕES)



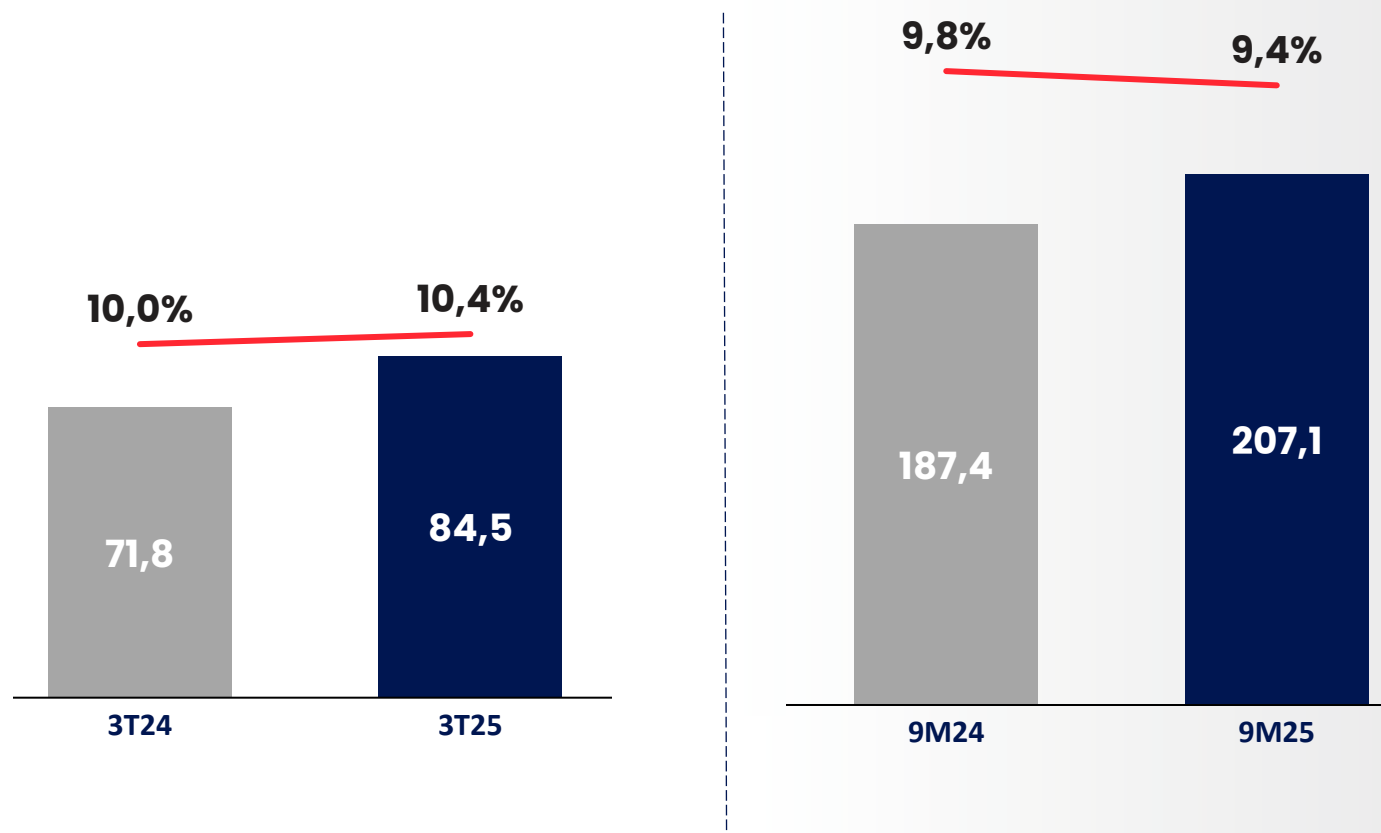
MARGEM REF

MERCADO PRIVADO (%)



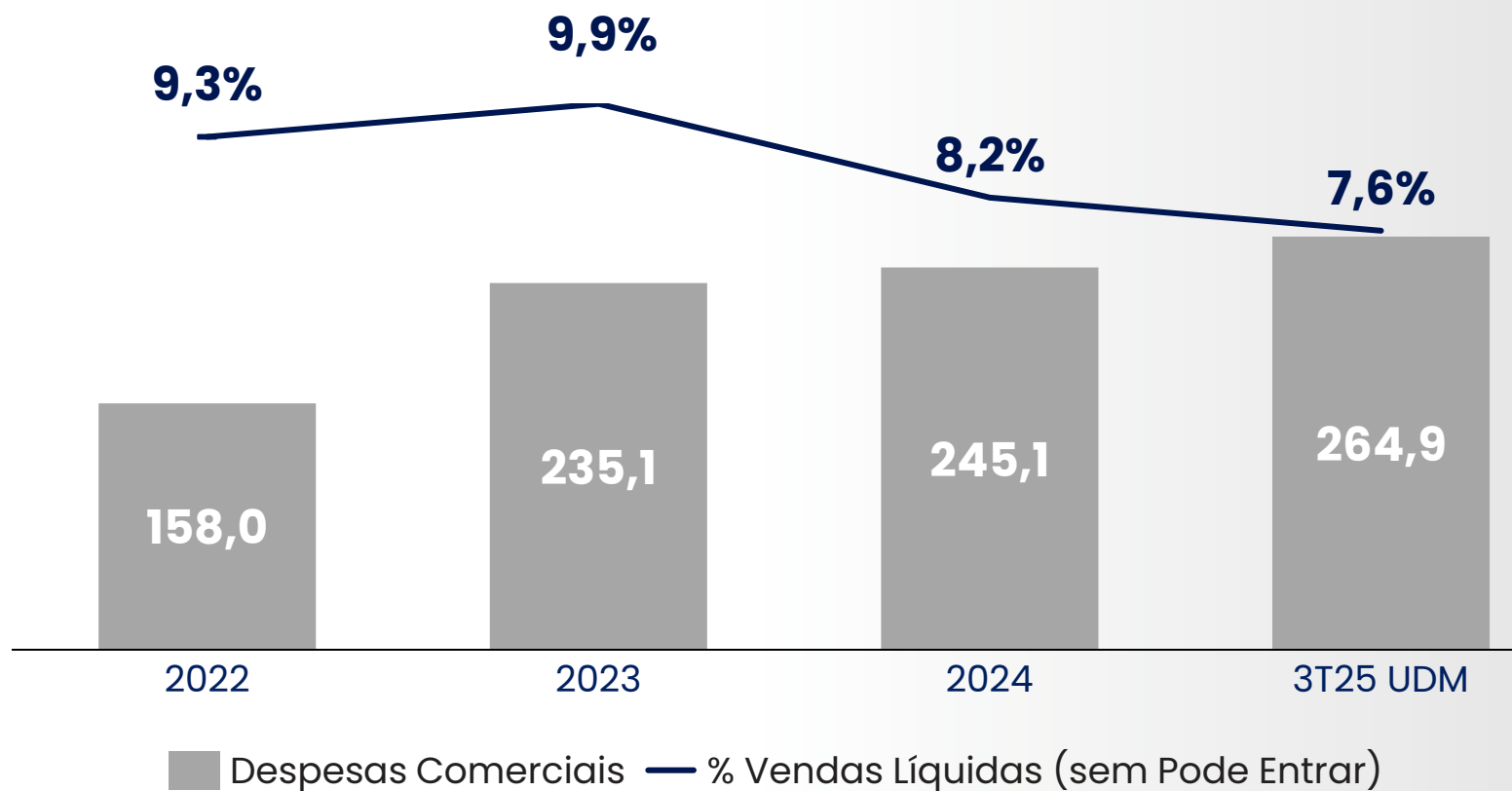
DESPESAS COMERCIAIS

(R\$ MILHÕES E % DA RECEITA)



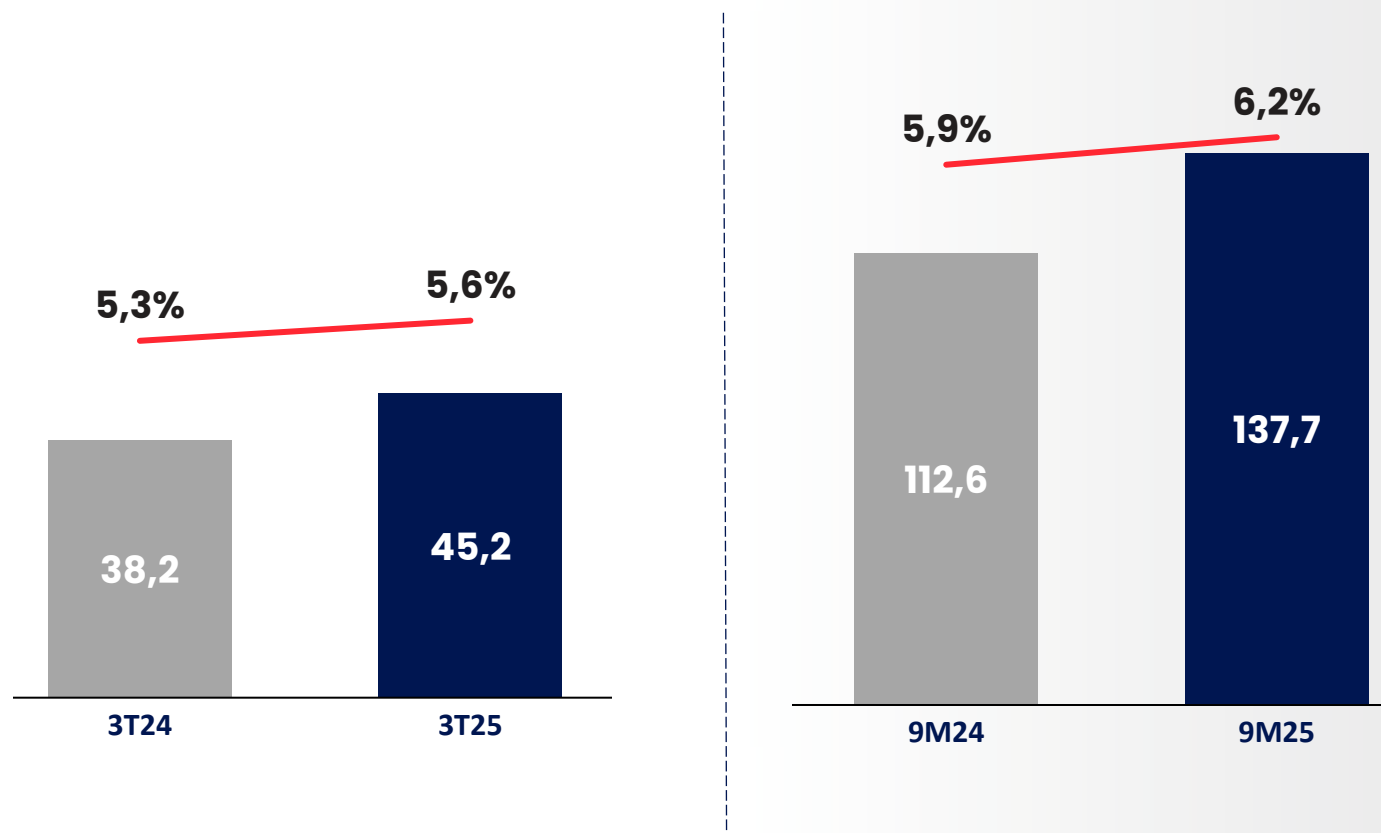
DESP. COM./VENDAS LÍQUIDAS (sem Pode Entrar)

(R\$ MILHÕES E % DOS LANÇAMENTOS)



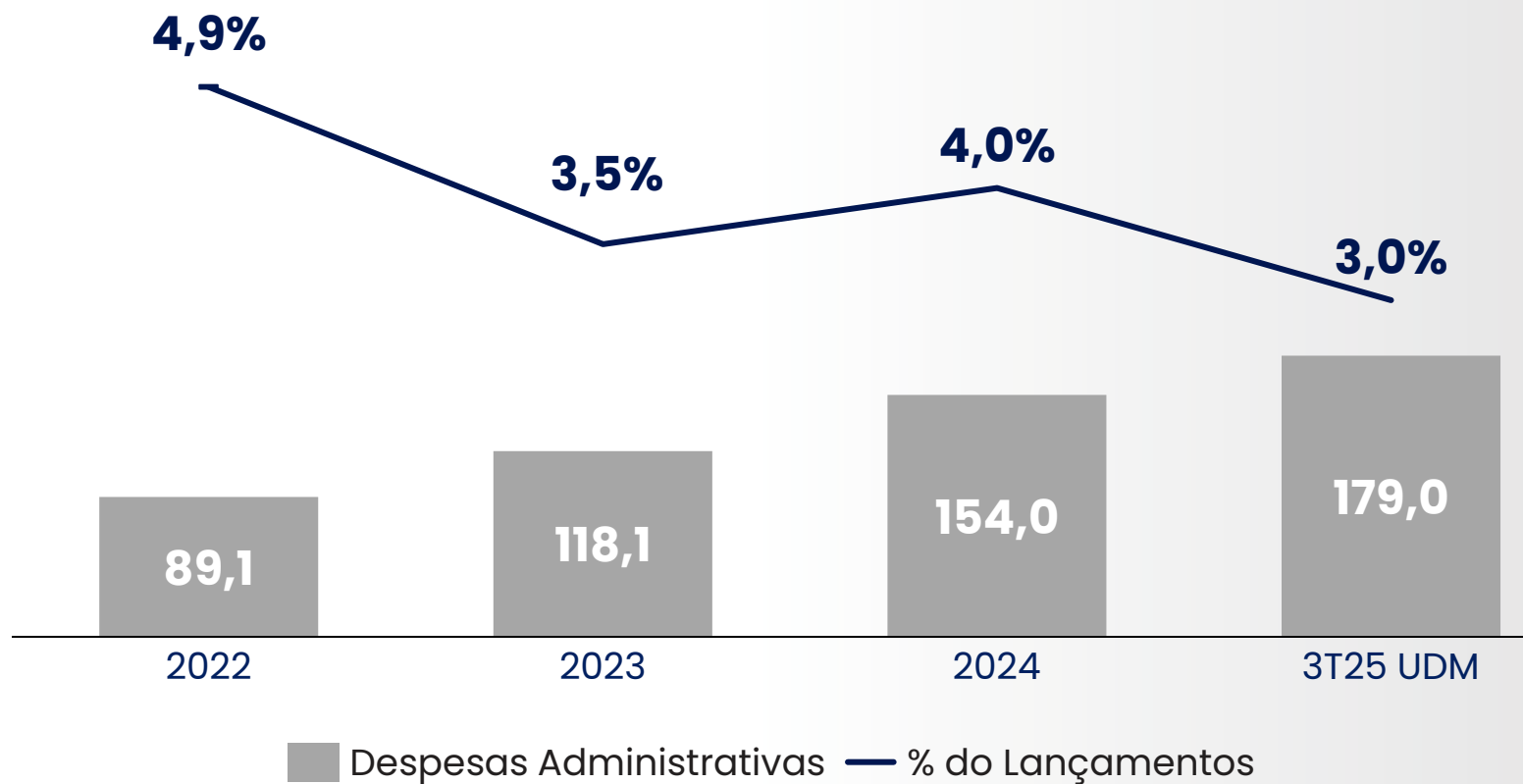
DESPESAS ADMINISTRATIVAS

(R\$ MILHÕES E % DA RECEITA)



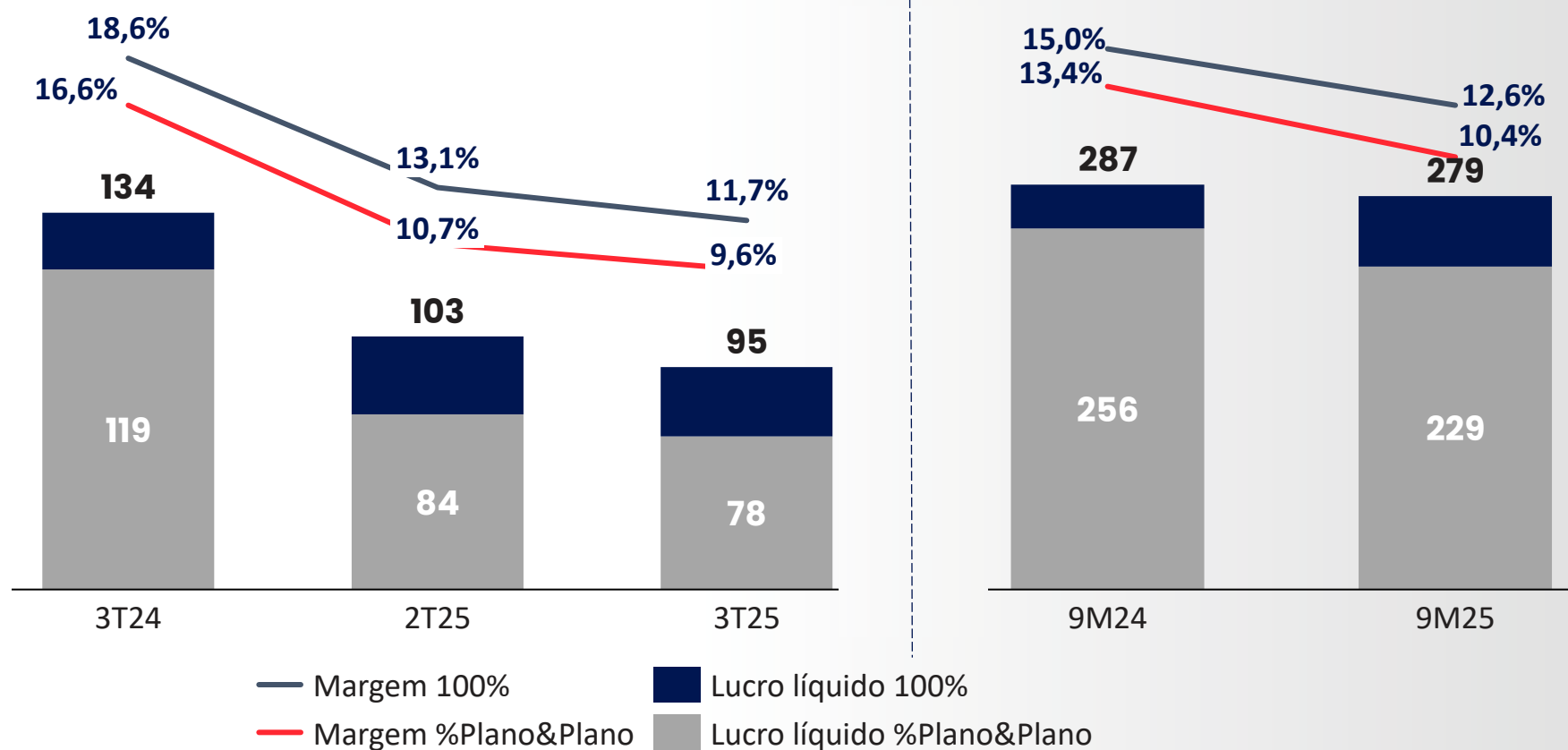
DESP. ADM./LANÇAMENTOS

(R\$ MILHÕES E % DOS LANÇAMENTOS)



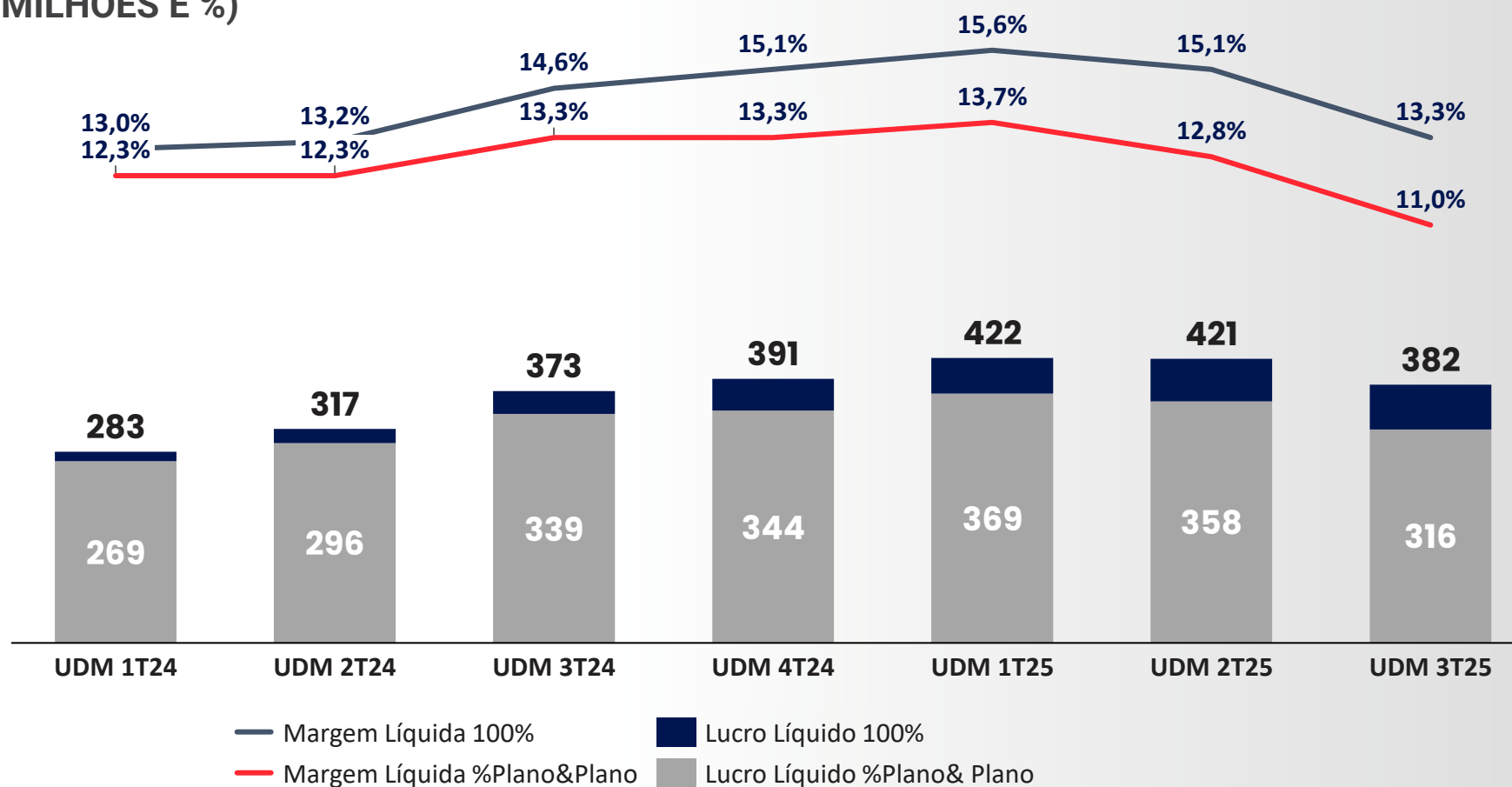
LUCRO LÍQUIDO & MARGEM LÍQUIDA

(R\$ MILHÕES E %)



LUCRO LÍQUIDO & MARGEM LÍQUIDA – UDM

(R\$ MILHÕES E %)



GERAÇÃO DE CAIXA

Geração de Caixa (R\$ milhão)	1T25	2T25	3T25	2025
Dívida Líquida (Caixa Líquido) no início do período	-185,7	156,9	199,2	-185,7
Dívida Líquida (Caixa Líquido) no final do período	156,9	199,2	90,9	90,9
Variação Dívida Líquida	342,7	42,3	-108,3	276,6
(+) Dividendos	-200,0	0,0	0,0	-200,0
(Geração)/Consumo de Caixa Operacional	142,7	42,3	-108,3	76,6
(-) Cessão de Recebíveis	0,0	0,0	137,9	137,9
(Geração)/Consumo de Caixa Operacional ex-Cessão de Recebíveis	142,7	42,3	29,6	214,5

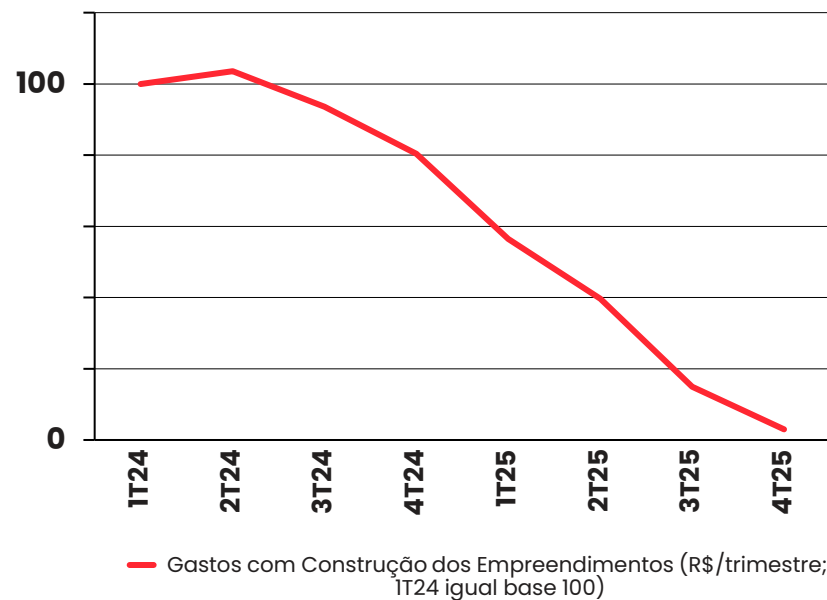
ENDIVIDAMENTO

Dívida Líquida (R\$ mil)	30/09/2025	30/06/2025	Δ %	30/09/2024	Δ %
Dívida Total	1.050,0	737,8	42,3%	585,9	79,2%
(+/-) Ajuste a Valor justo	16,6	15,2	9,2%	0,0	0,0%
Dívida Bruta	1.066,6	753,0	41,7%	585,9	82,0%
Caixa e Equivalentes de Caixa	975,8	553,8	76,2%	690,2	41,4%
Dívida (Caixa) Líquida	90,9	199,2	-54,4%	-104,3	-187,1%
Patrimônio Líquido + Minoritários	1.082,2	988,4	9,5%	909,6	19,0%
Dívida (Caixa) Líquida / Patrimônio Líquido	8,4%	20,2%	-11,8 pp	-11,5%	19,9 pp
Grau de Alavancagem [DL / (DL + PL)]	7,7%	16,8%	-9,0 pp	-13,0%	20,7 pp

CURVAS DOS EMPREENDIMENTOS

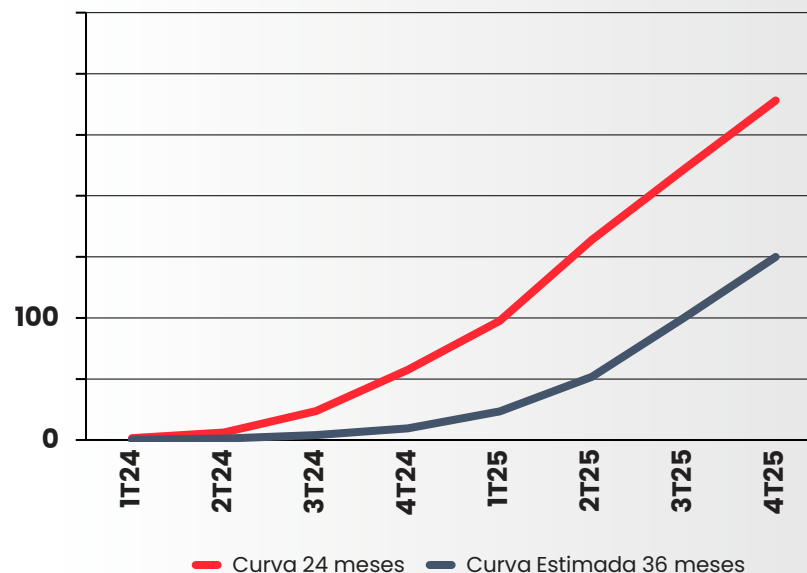
Curva de Gastos de Construção
dos Empreendimentos no
Ciclo de 24 meses
Lançados até Dez/23

Gastos em R\$/tri



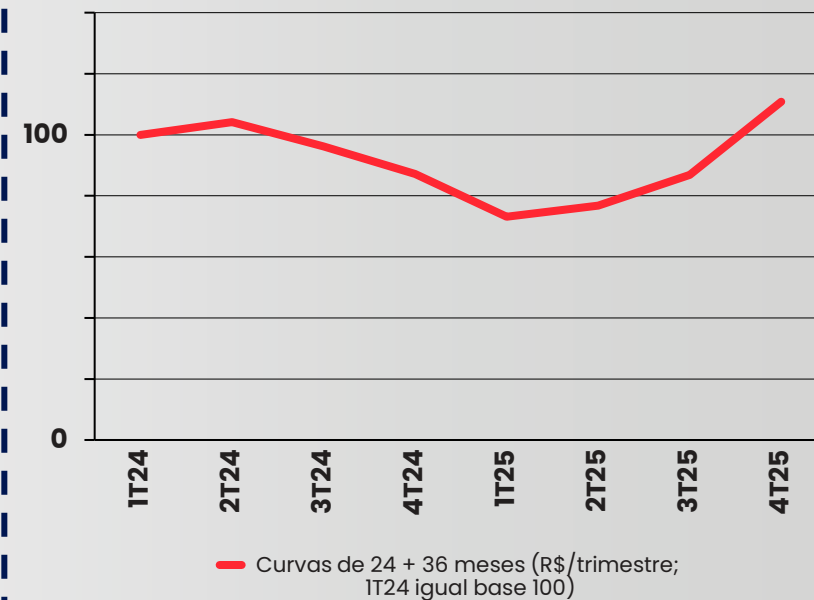
Curva de Gastos de Construção
dos Empreendimentos
Lançados a partir Jan/24
(Comp. das curvas de 24 e 36 meses)

Gastos em R\$/tri



Curva de Gastos de Construção
de todos os Empreendimentos
(Curvas de 24 + 36 meses)

Gastos em R\$/tri



Q&A

Webcast de Resultados 3T25

Equipe de RI:

ri.planoeplayano.com.br

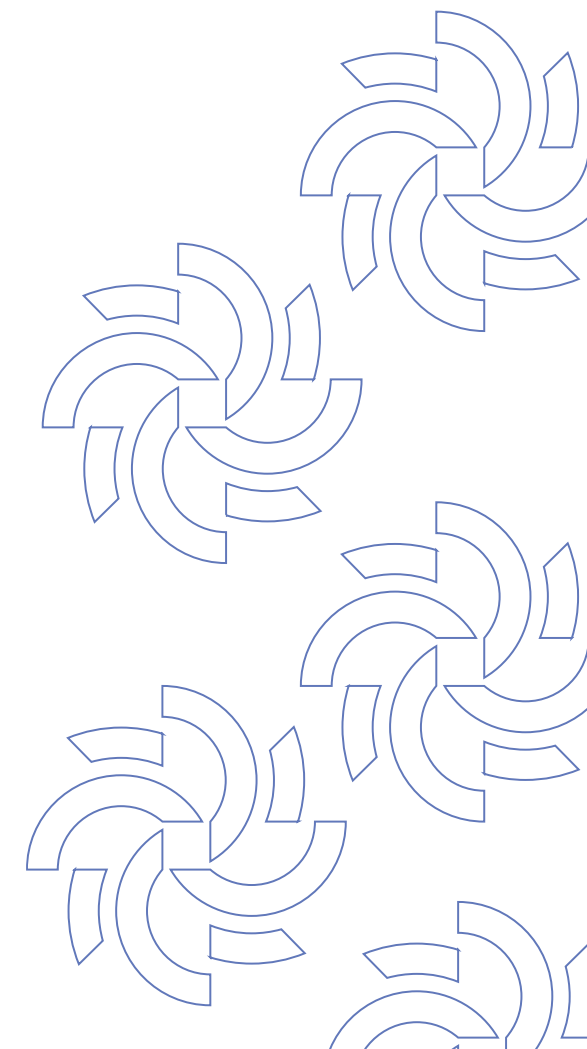
ri@planoeplayano.com.br



Para interagir ao vivo:

Caso deseje fazer alguma
pergunta, por favor digite seu
nome e companhia.

PLPL3





Construindo relações de valor

Listada no Novo Mercado da B3 | **PLPL3**





RESULTS

3ND QUARTER

Listed on B3 Novo Mercado | **PLPL3**

2025

Disclaimer!

This presentation has forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions and on currently available information. Forward-looking statements refer to the intentions, beliefs or current expectations of the Company, Board members or Executive Officers. They also include information on future results of possible transactions. They are no guarantees of performance, as they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances that may or may not occur. Our future results and value for shareholders may significantly differ from those expressed or suggested in these statements. Many factors that may determine these results and figures are beyond the Company's control or its ability to make predictions.

PARTICIPANTES



RODRIGO VON
CEO



RODRIGO LUNA
VICE-PRESIDENT



JOÃO HOPP
EXECUTIVE VICE-PRESIDENT DIRECTOR
CFO E IRO



ANSELMO SOARES
FINANCIAL DIRECTOR

HIGHLIGHTS 3Q25



**LAUNCHES 100%
3Q25 (LTM)**

BRL 6.0 billion

+39.0%

3Q25 LTM vs 3Q24 LTM



**Historical
Record**



**LAUNCHES 100%
9M25**

BRL 4.7 billion

+81.2%

ABOVE 9M24



**Historical
Record**



**LAUNCHES 100%
3Q25**

BRL 2.1 billion

+99.0

ABOVE 3Q24



**Historical
Record**



**NET SALES | 100% 3Q25 (LTM)
PRIVATE MARKET (Excluding PODE ENTRAR)**

BRL 3.5 billion

+19.4%

3Q25 LTM vs 3Q24 LTM



**NET SALES | 100% 9M25
PRIVATE MARKET (Excluding PODE ENTRAR)**

BRL 2.8 billion

+20.6%

9M25 vs 9M24



**Historical
Record**



**NET SALES | 100% 3Q25
PRIVATE MARKET (Excluding PODE ENTRAR)**

BRL 1.0 billion

+14.1%

ABOVE 2Q25



**Historical
Record**



LANDBANK | 100% 3Q25

BRL 31.6 billion

+14.5%

ABOVE 4Q24

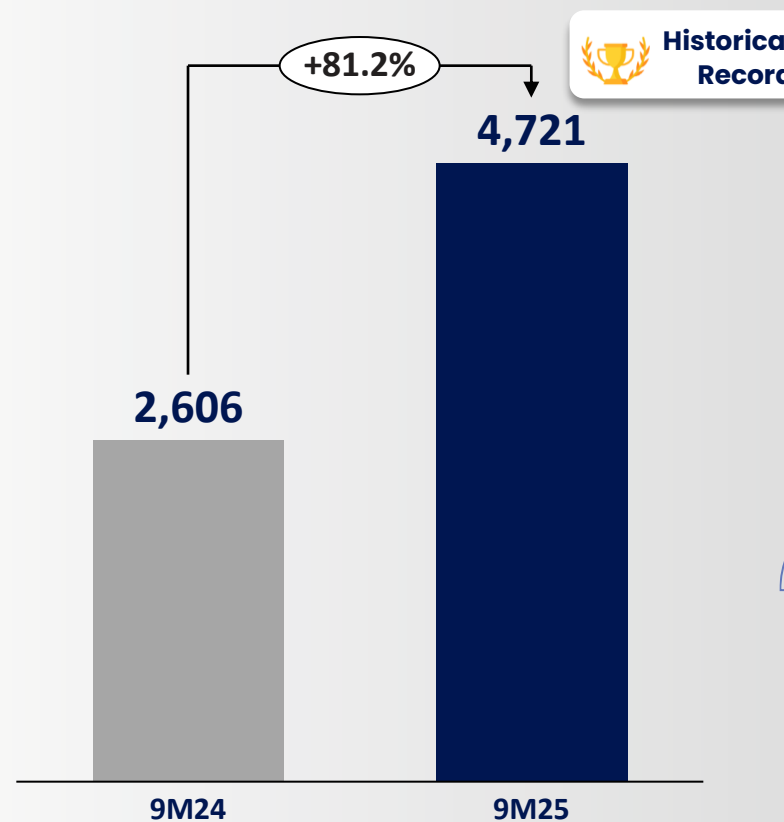
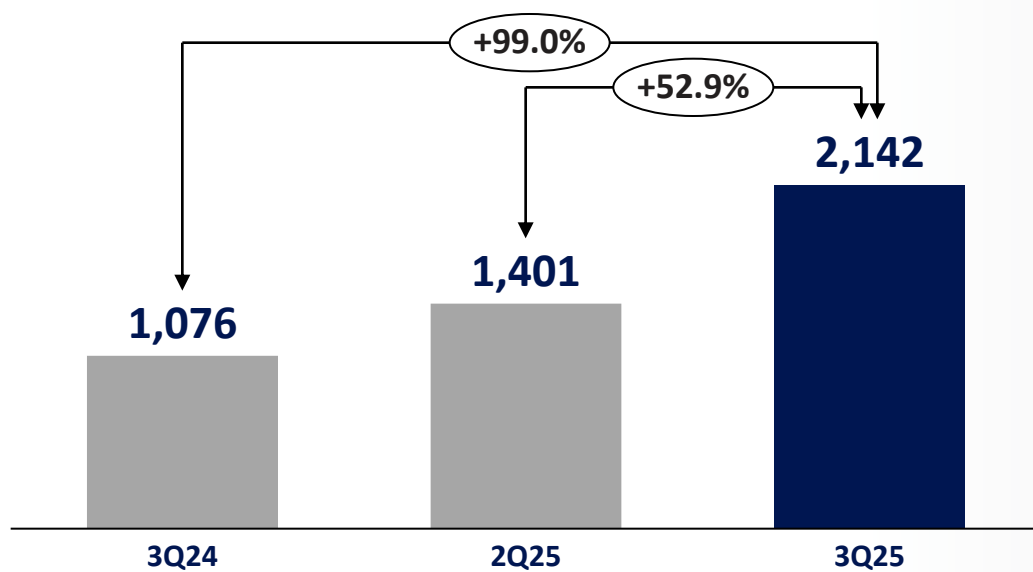


OPERATIONAL RESULTS

3Q25

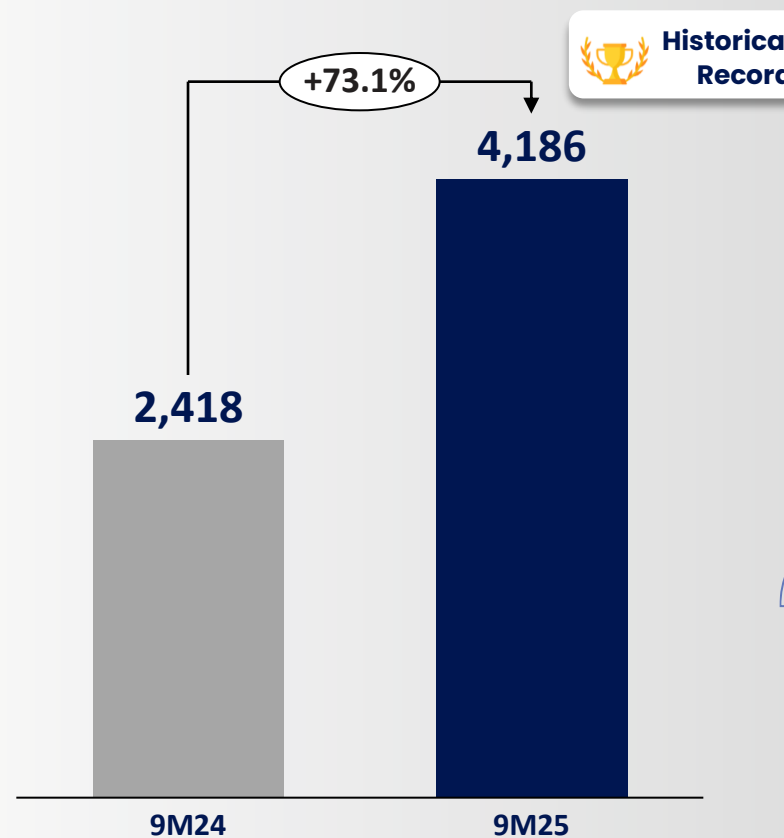
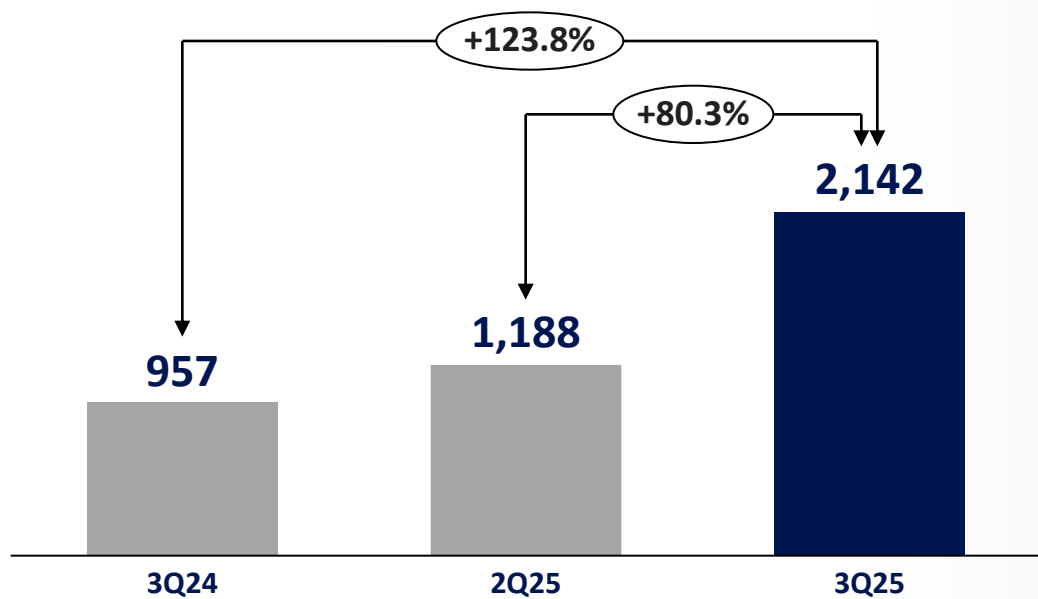
LAUNCHES 100%

TOTAL (BRL million)



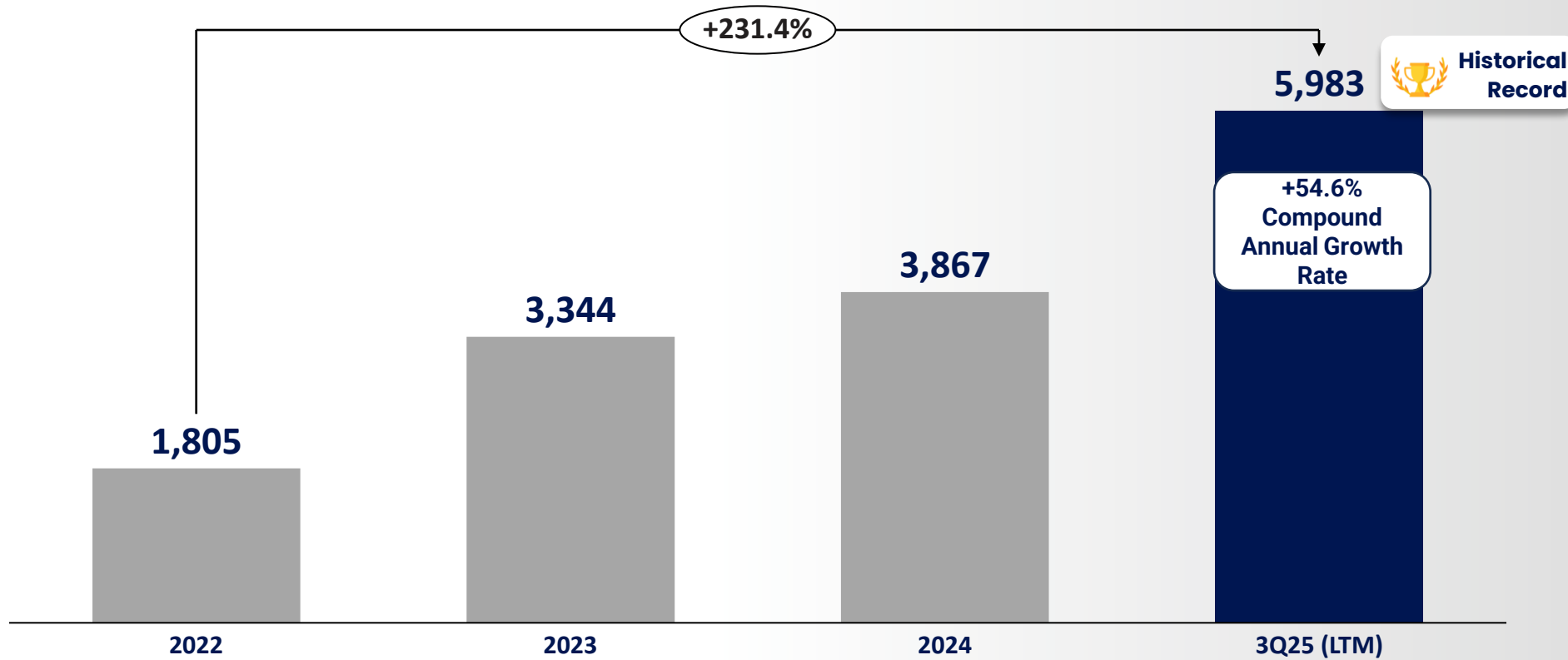
LAUNCHES % P&P PRIVATE MARKET

TOTAL (BRL million)



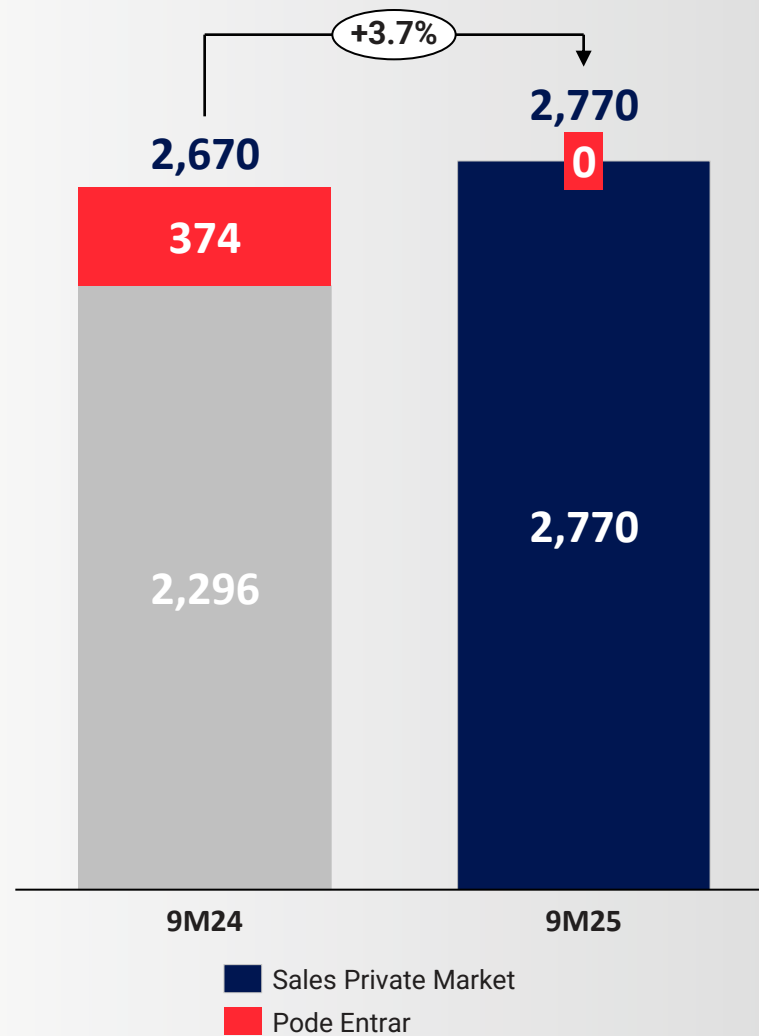
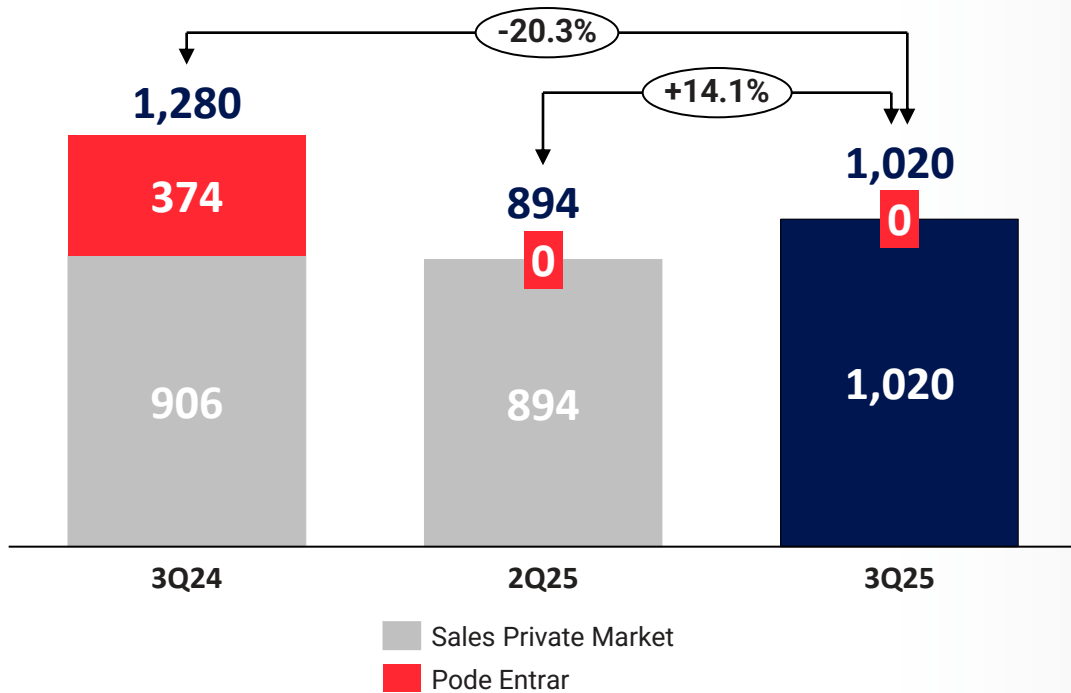
LTM LAUNCHES TRACK.

Numbers include Póde Entrar - TOTAL (BRL million)



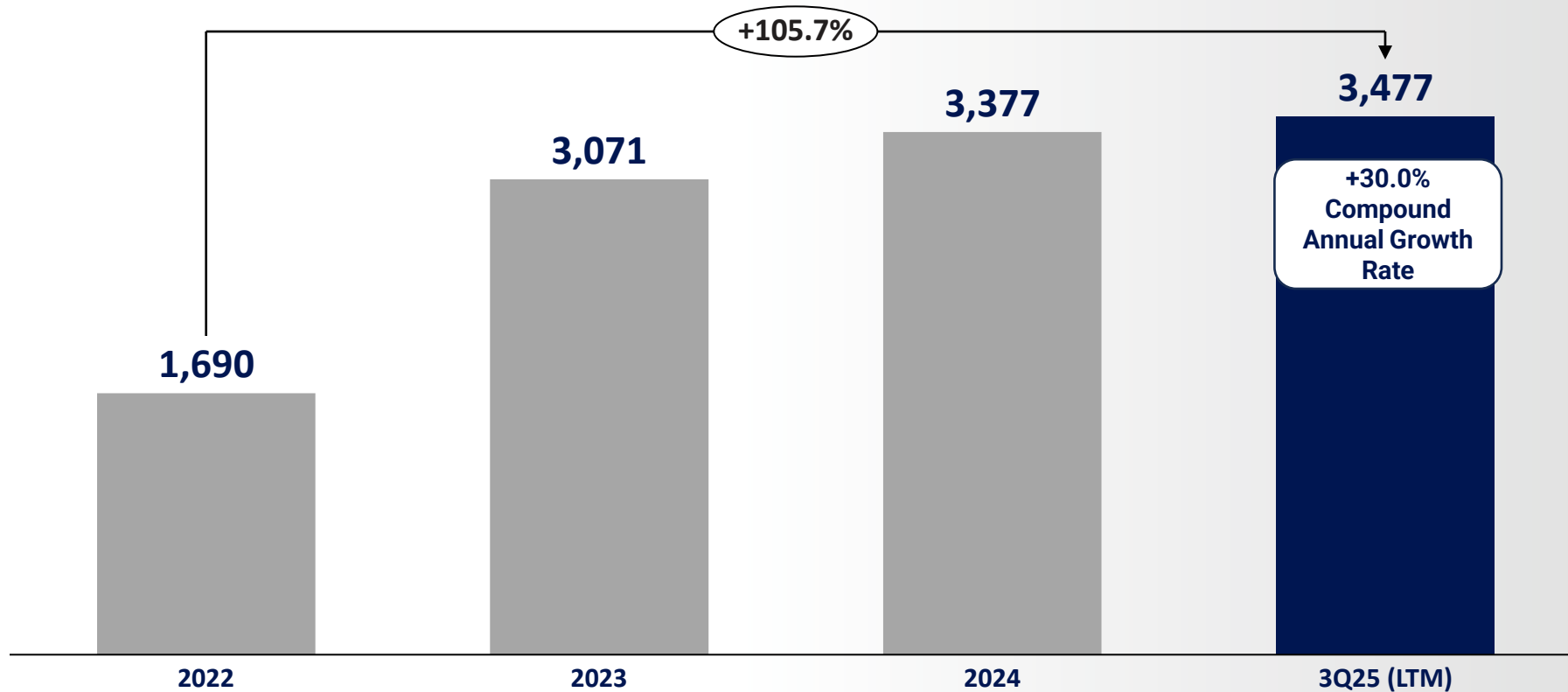
SALES 100%

TOTAL (BRL million)



LTM SALES TRACK RECORD.

Numbers include Póde Entrar - TOTAL (BRL million)

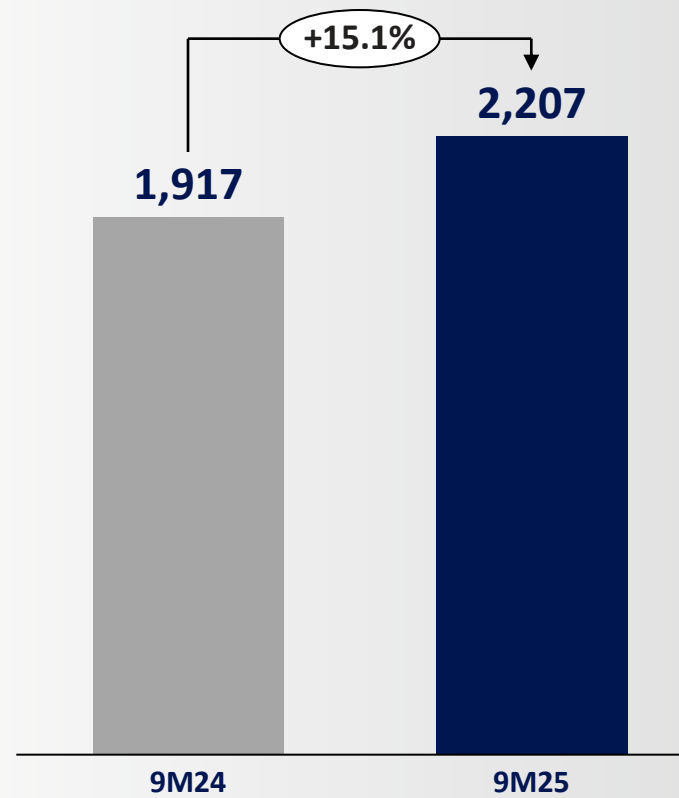
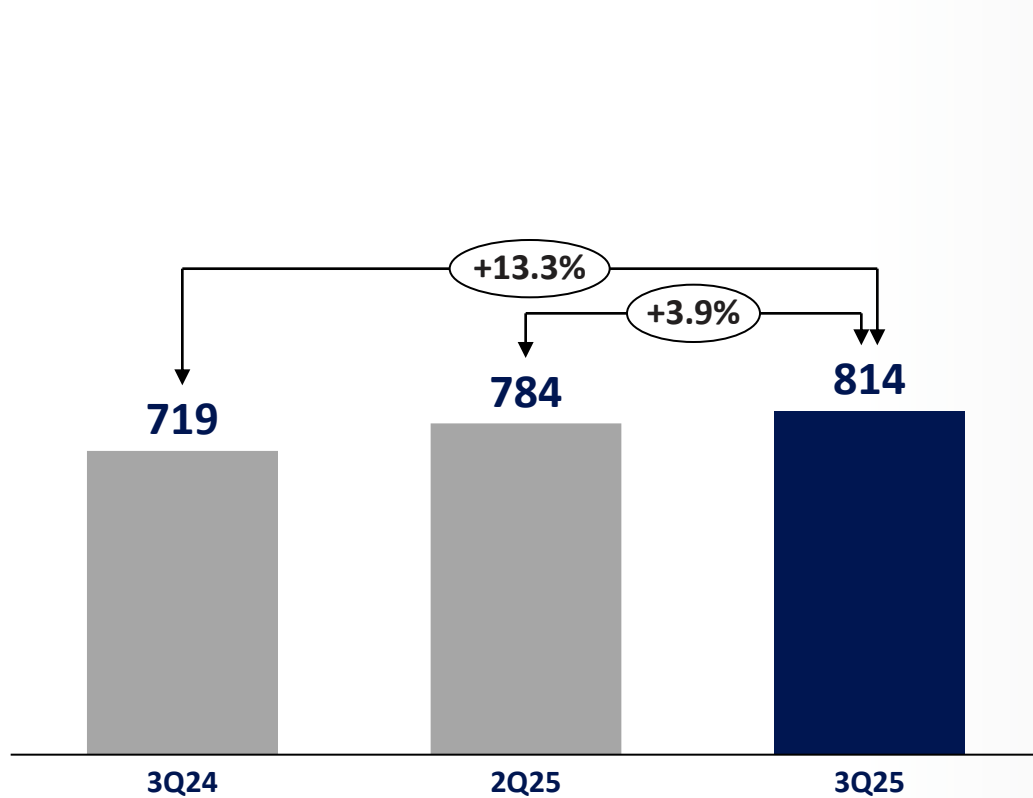




FINANCIAL RESULTS 3Q25

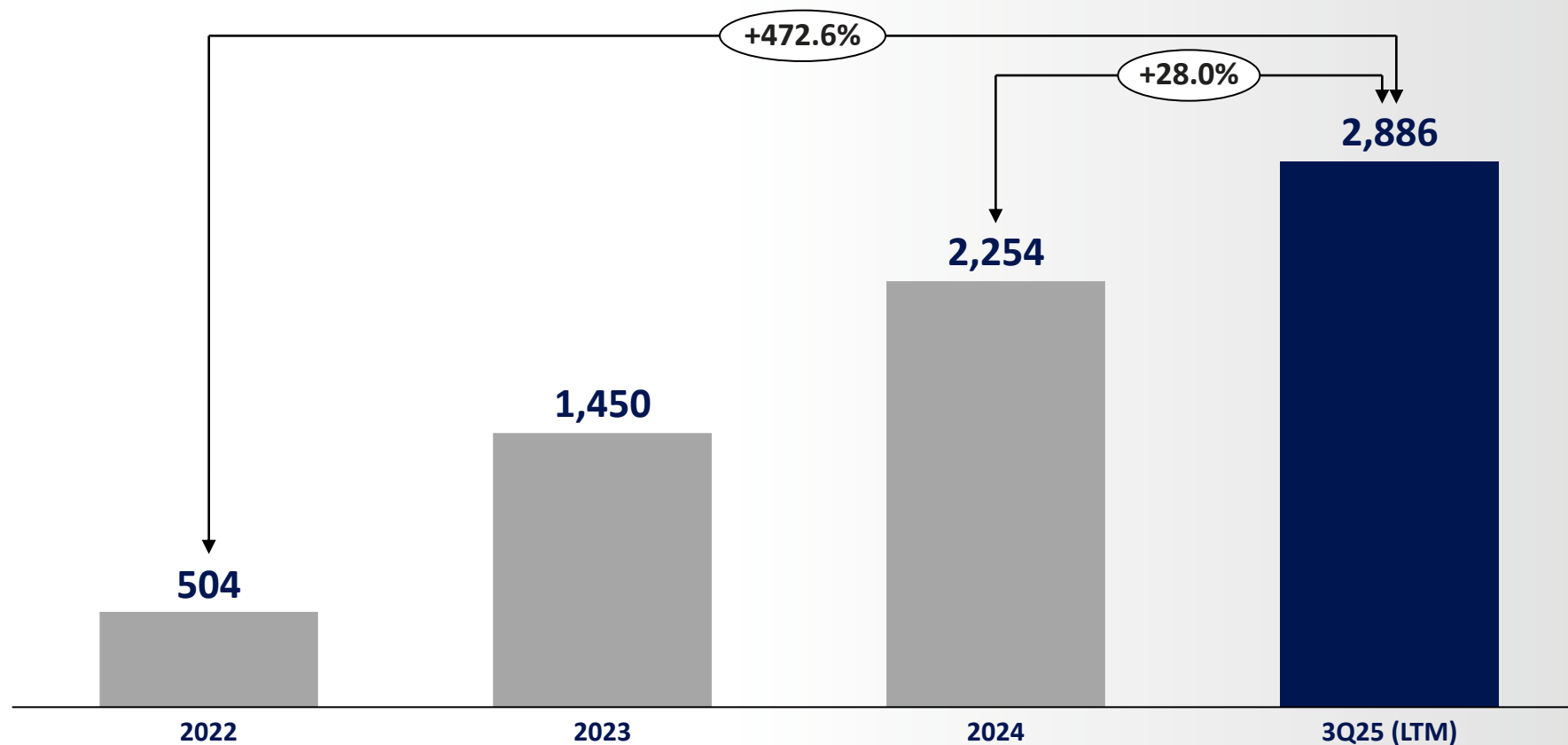
NET REVENUE

(BRL million)



EVOLUTION OF REVENUE TO BE APPROPRIATED.

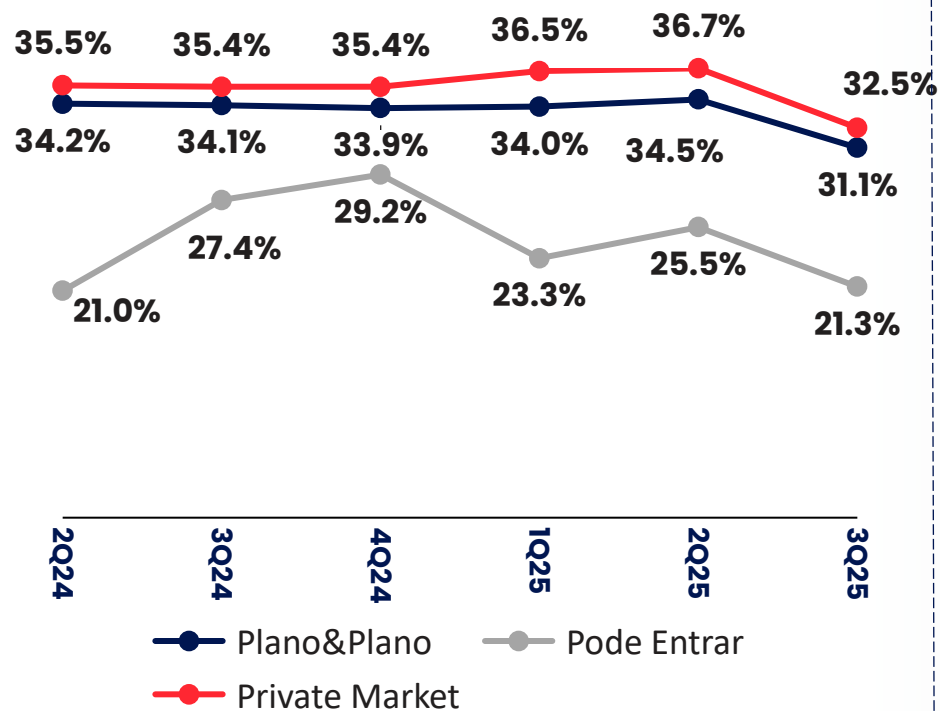
(BRL MILLION)



GROSS PROFIT & MARGIN.

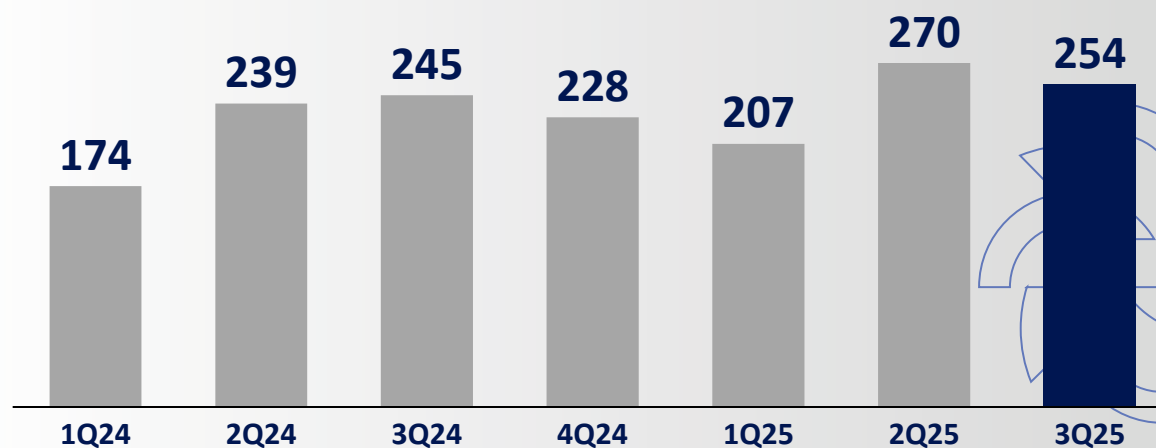
ADJUSTED GROSS MARGIN

(%)



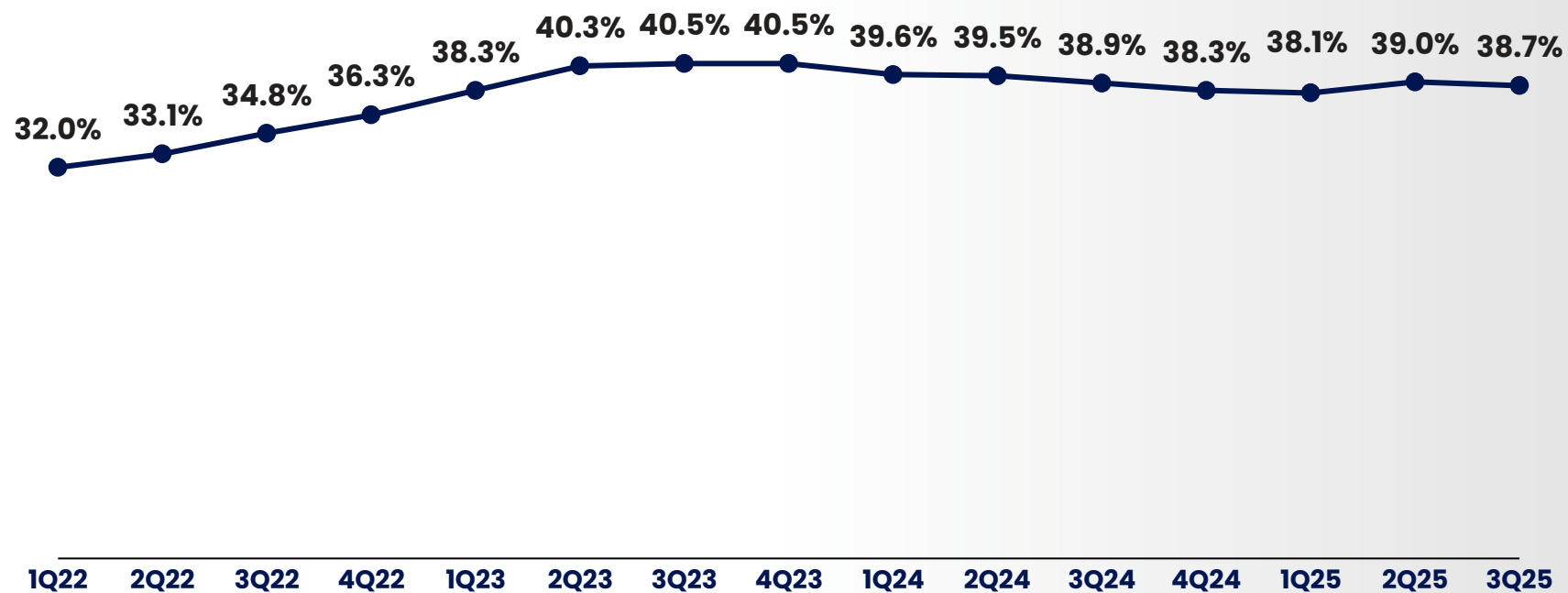
ADJUSTED GROSS PROFIT

(BRL million)



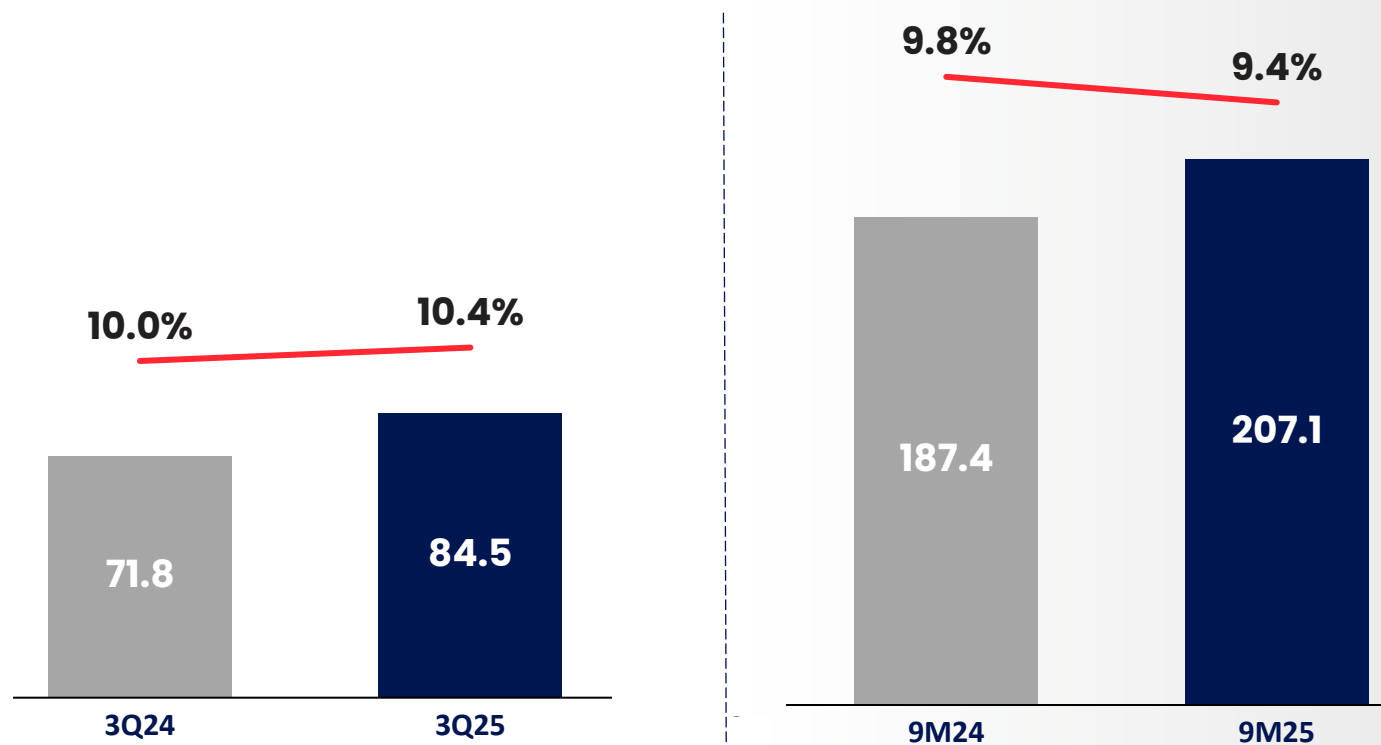
BACKLOG MARGIN.

PRIVATE MARKET (%)



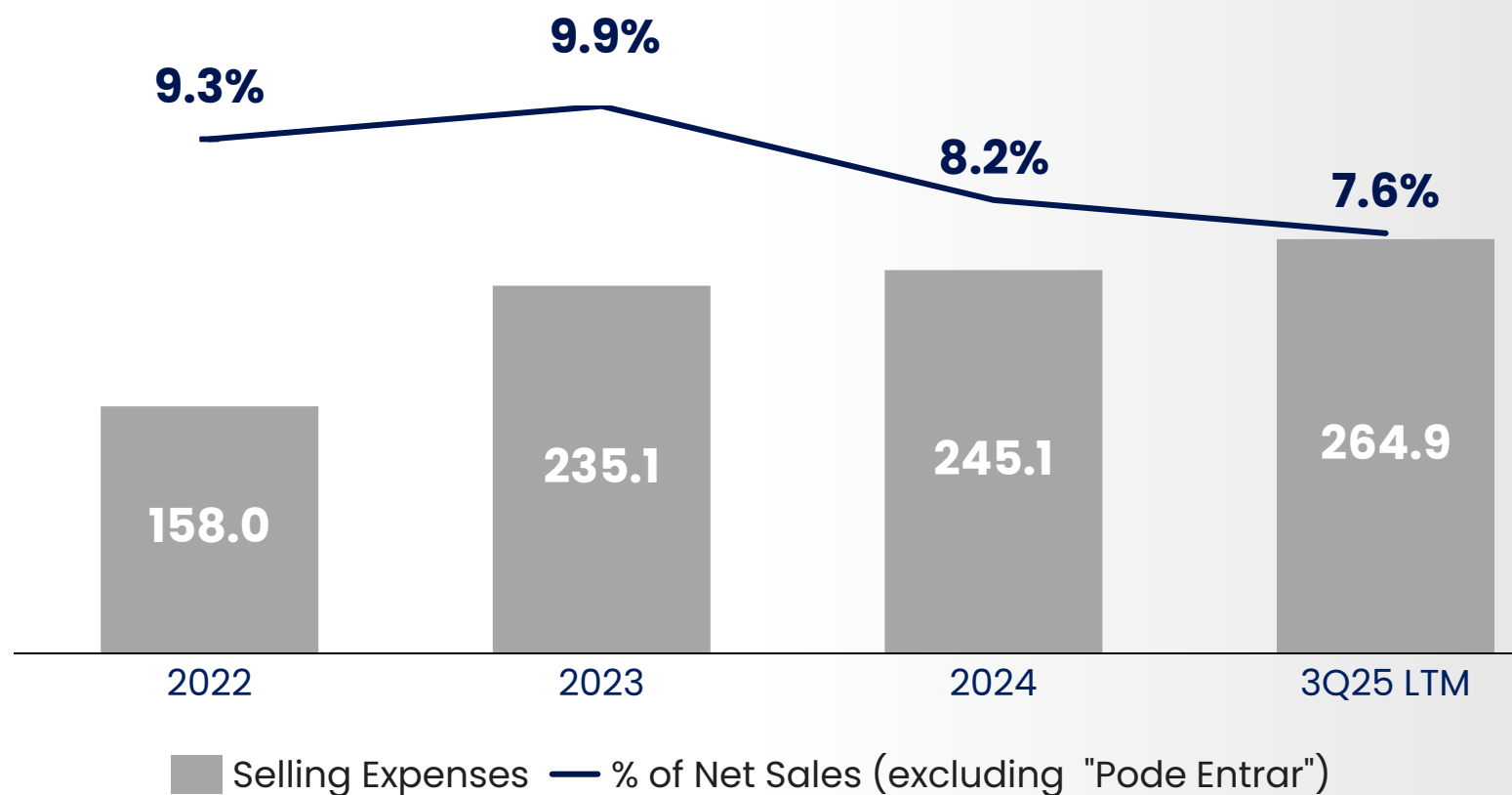
SALES EXPENSES.

(BRL million and % of revenue)



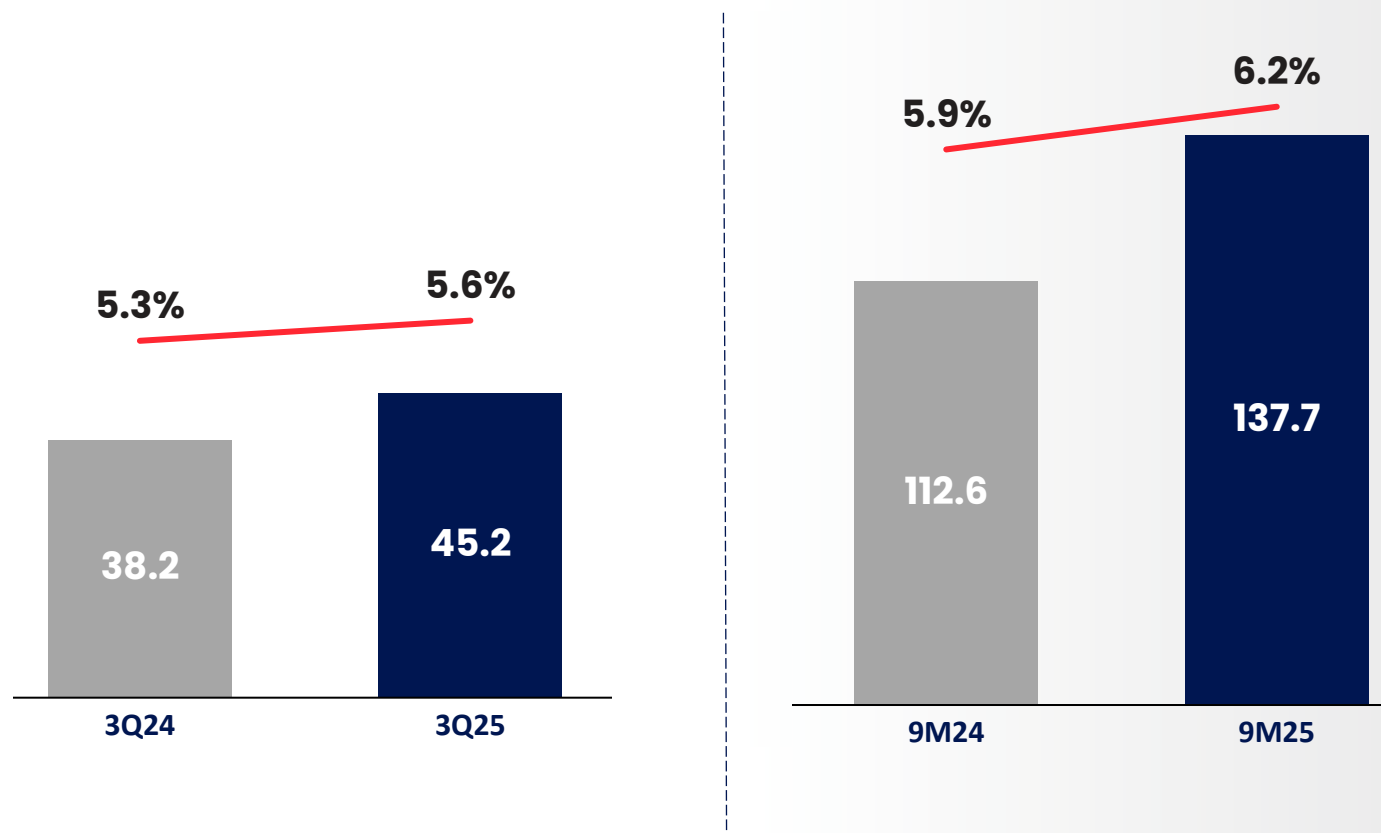
SELLING EXPENSES/NET REVENUE (excluding Pode Entrar)

(BRL MILLION AND % OF LAUNCHES)



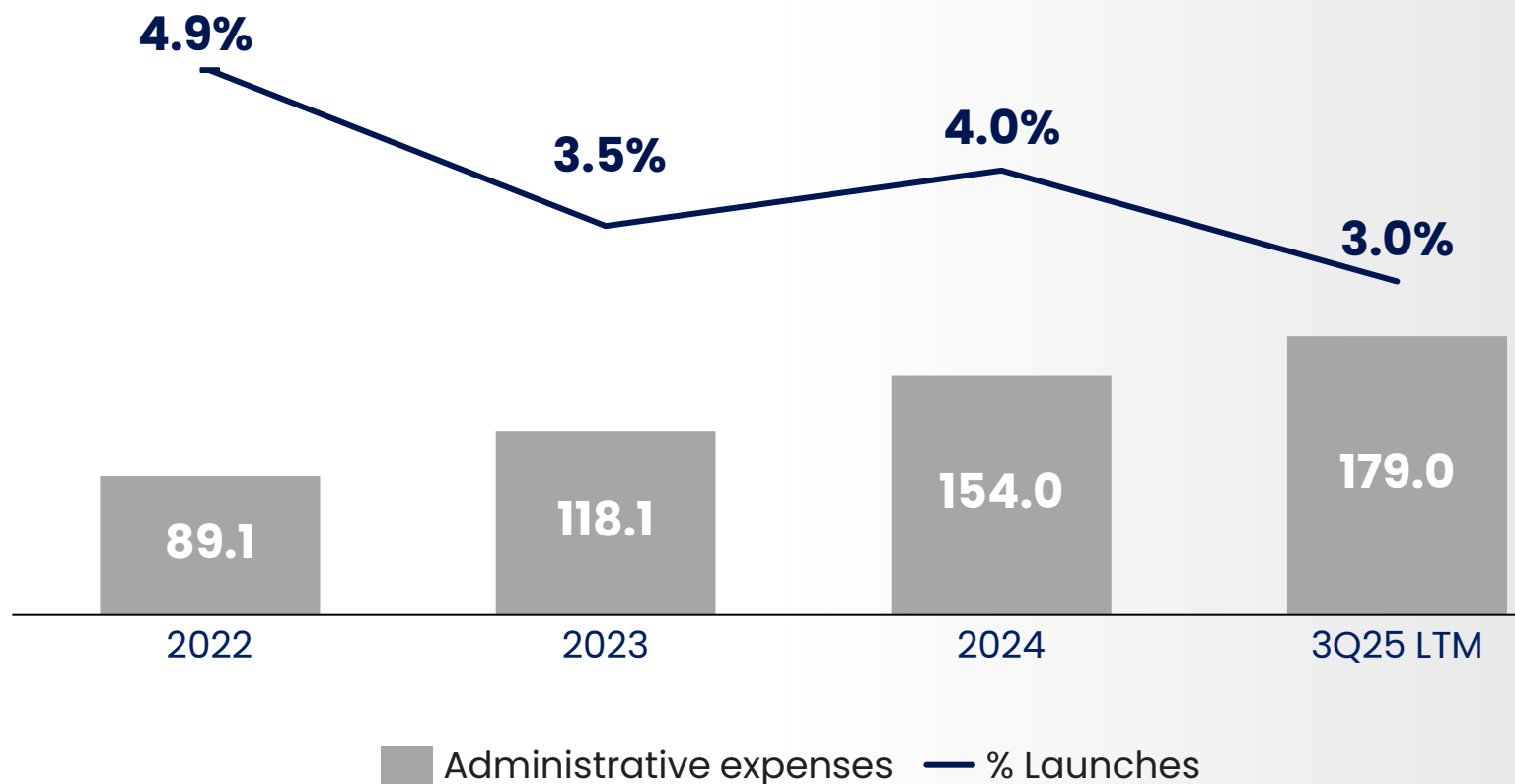
G&A EXPENSES.

(BRL million and % of revenue)



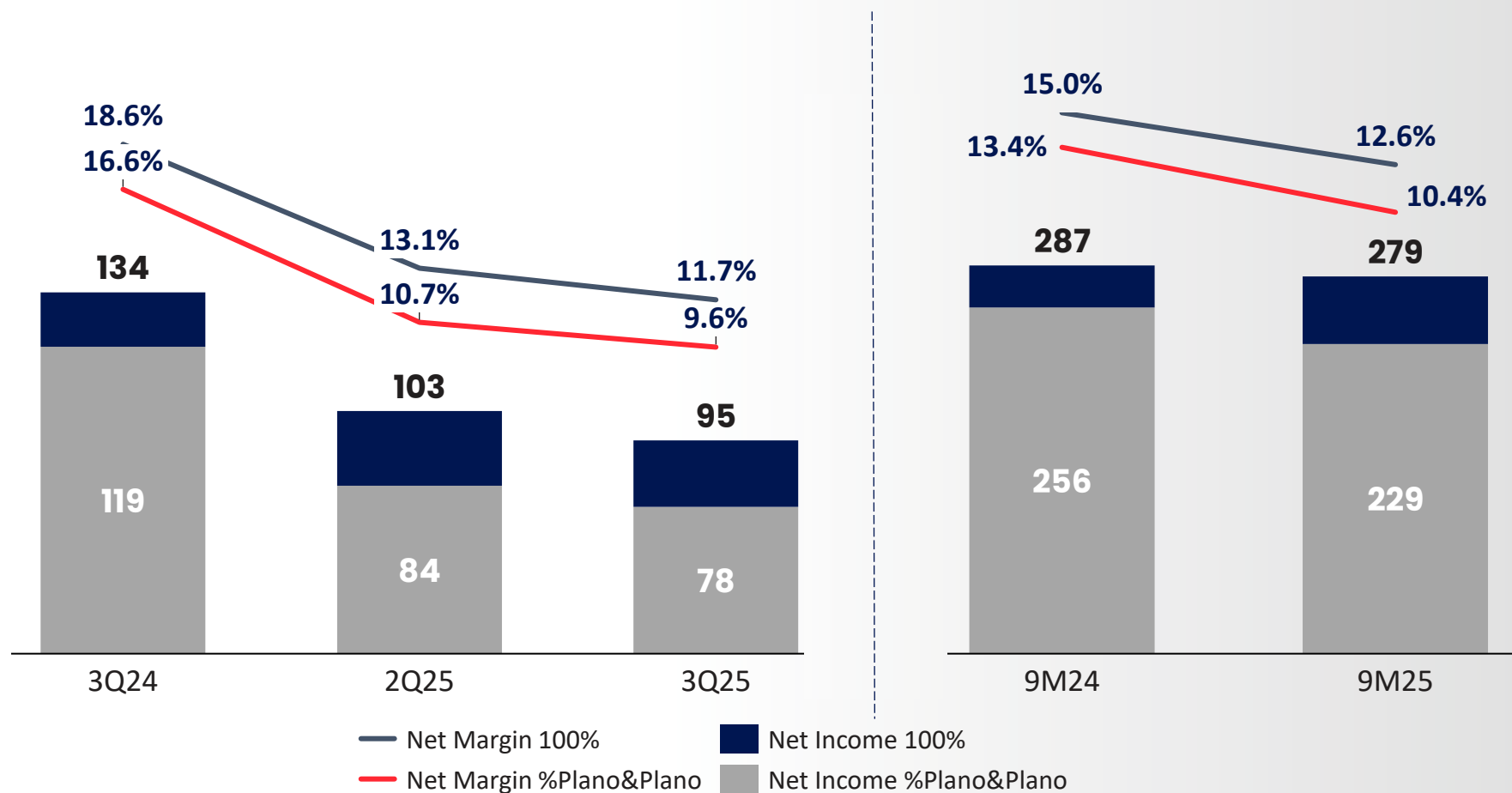
G&A EXPENSES/LAUNCHES

(BRL million and % of Launches)



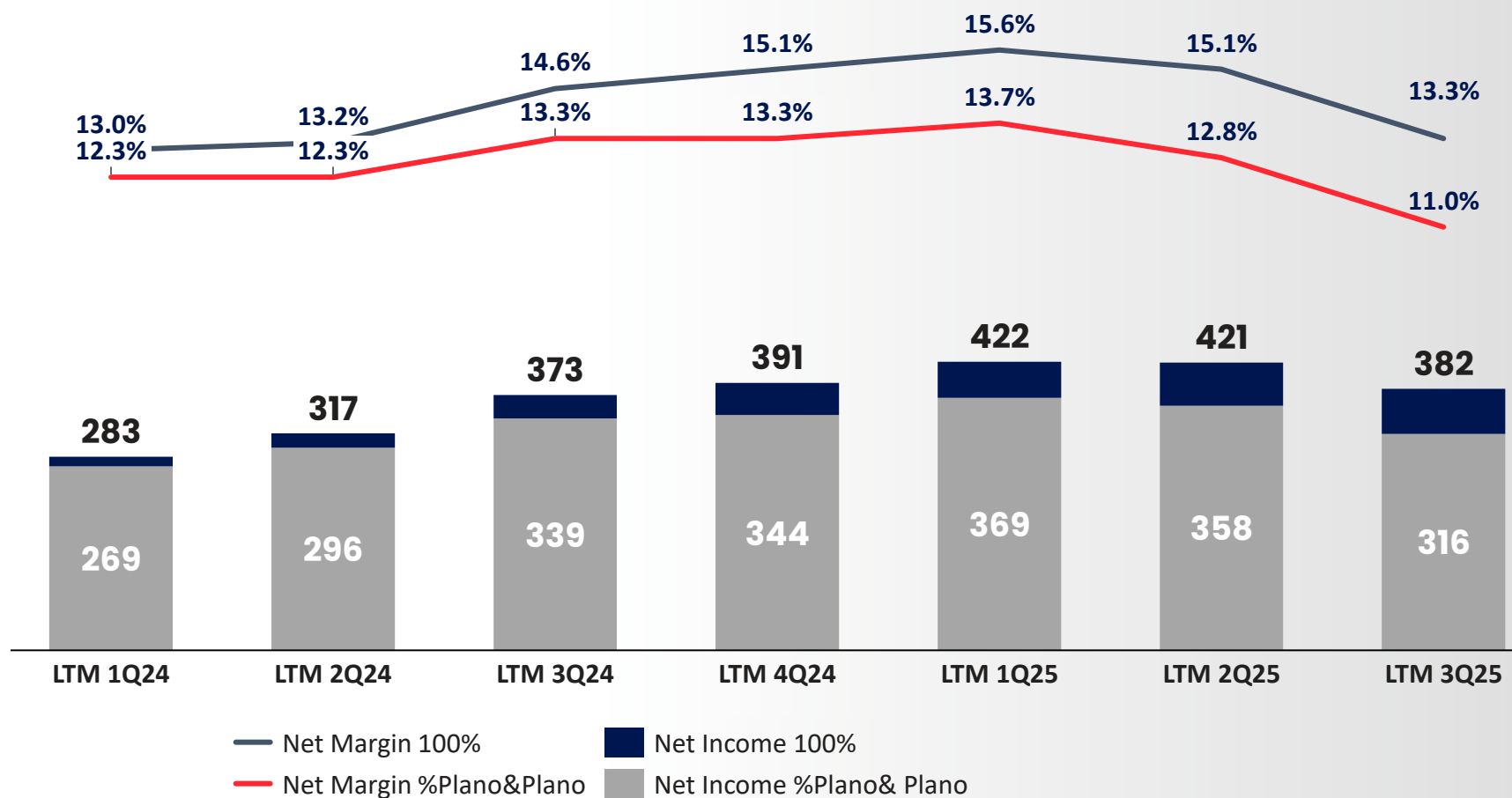
NET INCOME & MARGIN.

(BRL million and%)



LTM NET INCOME & MARGIN.

(BRL million and%)



CASH GENERATION.

Cash Generation (BRL Million)	1Q25	2Q25	3Q25	2025
Net Debt (Net Cash) at the beginning of the period	-185.7	156.9	199.2	-185.7
Net Debt (Net Cash) at the end of the period	156.9	199.2	90.9	90.9
Net Debt Variation	342.7	42.3	-108.3	276.6
(+) Dividends	-200.0	0.0	0.0	-200.0
Operating Cash Consumption /(Generation)	142.7	42.3	-108.3	76.6
(-) Receivables Assignment	0.0	0.0	137.9	137.9
Operating Cash Consumption /(Generation) ex-Receivables Assignment	142.7	42.3	29.6	214.5

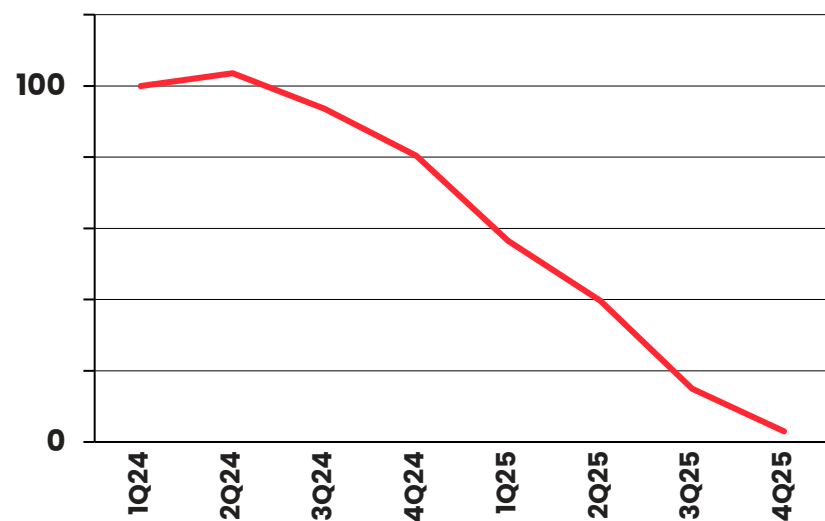
NET DEBT.

Net Debt (BRL thousands)	09/30/2025	06/30/2025	Δ %	09/30/2024	Δ %
Total Debt	1,050.0	737.8	42.3%	585.9	79.2%
(+/-) Fair Value Adjustment	16.6	15.2	9.2%	0.0	0.0%
Gross Debt	1,066.6	753.0	41.7%	585.9	82.0%
Total Cash and Financial Investments	975.8	553.8	76.2%	690.2	41.4%
Net Debt	90.9	199.2	-54.4%	-104.3	-187.1%
Equity 100%	1,082.2	988.4	9.5%	909.6	19.0%
Net Debt / Equity	8.4%	20.2%	-11.8 pp	-11.5%	19.9 pp
Leverage Ratio [ND / (ND + E)]	7.7%	16.8%	-9.0 pp	-13.0%	20.7 pp

CURVES OF THE PROJECTS

Construction Cost Curve of Projects in the 24-Month Cycle Launched up to Dec/23

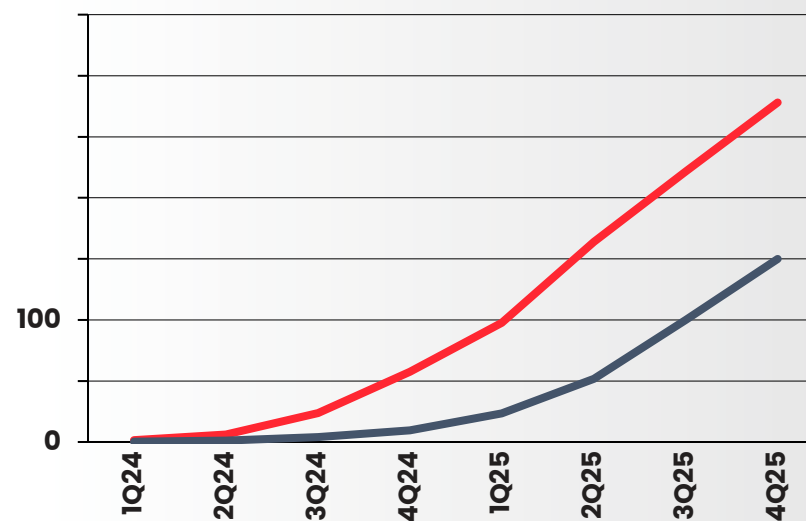
Expenses in BRL million per quarter



— Construction Expenses of Projects (BRL/quarter; 1Q24 = base 100)
1T24 igual base 100)

Construction Cost Curve of Projects Launched from Jan/24 (Comparison of the 24- and 36-Month)

Expenses in BRL million per quarter

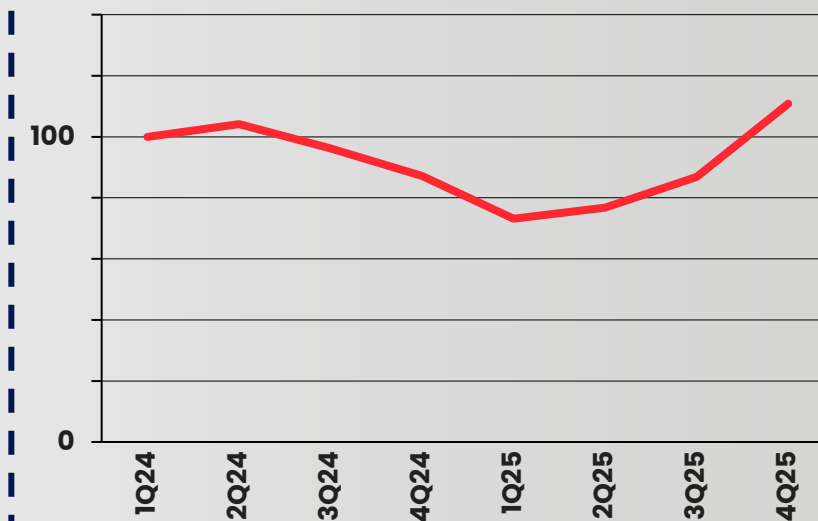


— Construction Cost 24 - Month Timeline

— Estimated 36 - Month Curve (1Q24 = Base 10)

Construction Cost Curve of All Projects (24- and 36-Month Cycles)

Expenses in BRL million per quarter



— 24 and 36 - month curves (BRL/quarte; 1Q24 = base 100)

Q&A

Earnings Webcast 3Q25

IR Team:

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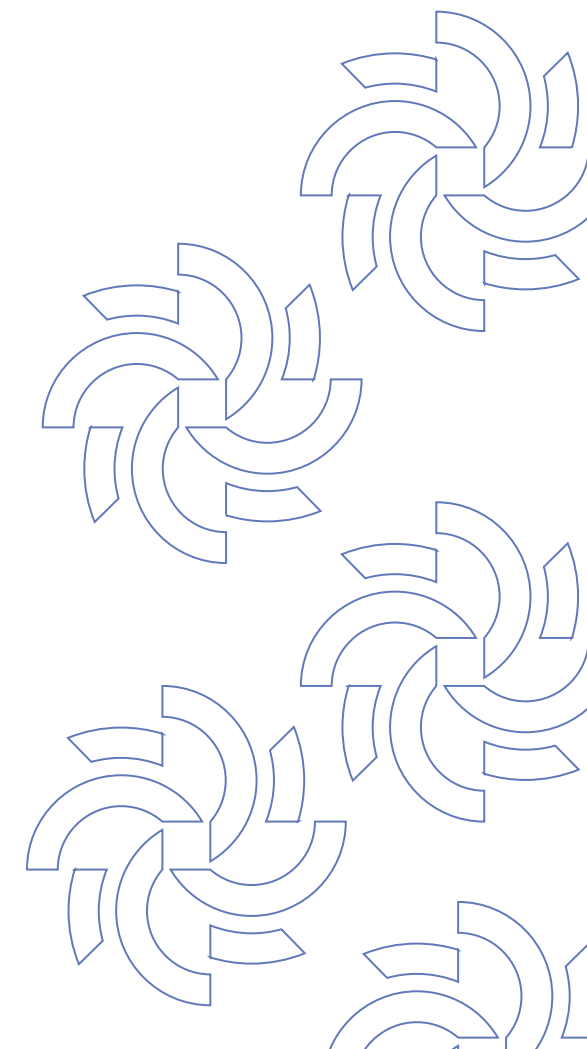
ri@planoeplano.com.br



To participate live:

If you would like to ask a
question, please type your name
and company.

PLPL3





Building Value Relationships

Listed on B3 Novo Mercado | [PLPL3](#)