





GRUPO NTER









Juiz de Fora, August 12, 2022 – INTER Construtora e Incorporadora S.A. (B3: BOVESPA MAIS – INNT3), which operates in the development of medium and large real estate projects with a focus on in the low-income segment in Brazil (Casa Verde and Amarela) as well as clients that fall under real estate financing by the Brazilian Savings and Loan System (SBPE), today it reports its results for the second quarter of 2022. The financial information is presented in a consolidated manner, prepared in accordance with the accounting practices adopted in Brazil and in accordance with international financial reporting standards (IFRS), issued by the International Accounting Standard Board – IASB, applicable to real estate development entities in Brazil, as approved by the Accounting Pronouncements Committee (CPC), the Brazilian Securities and Exchange Commission (CVM) and the Federal Accounting Council (CFC), and with all pronouncements issued by the CPC.

# **HIGHLIGHTS 1St SEMESTER OF 2022:**

Adjusted EBITDA\* of R\$60.2 million and EBITDA MARGIN\* of 22% in 1S22

Historical record: ROL of R\$ 274 million in 1S22, 22% higher than 1S21

Adjusted GROSS PROFIT\* of R\$76.4 million and adjusted GROSS MARGIN\* of 27.9%

Average 1S22 Ticket increase by 9% compared to 1S21

Higher performance in operating cash generation, increase of R\$16.4 million in 1S22



# **HIGHLIGHTS 2ND QUARTER 2022**

Adjusted EBITDA\* of R\$22.8 million and EBITDA Margin\* of 14.7% in 2Q22

Adjusted GROSS PROFIT\* of R\$40.5 million and adjusted GROSS MARGIN\* of 2 6.2%

Average ticket 2Q22 10% higher than in 1Q22

Operating Cash Generation in 2Q22 of R\$16.5 million

Historical record: ROL of R\$ 155 million in 2T22, 28% higher than 2T21

# **INVESTOR RELATIONS**

E-mail: ri@interconstrutora.com.br

Site: http://www.interconstrutora.com.br/ri

Neylson de Oliveira Almeida Bruno Panissoli Capute André Luiz Martins Penido Coelho Rodrigo Chaves Gherardi





<sup>\*</sup> Result without the impact of interest capitalized on the cost of properties sold



## ADMINISTRATION MESSAGE

In the second quarter of 2022, we continue to operate consistently, robustly and very resiliently. Our adjusted gross margin\* reached 26.2% in 2Q22 and 27.9% in the 1H22. Adjusted EBITDA\* reached R\$22.8 million in the second quarter of the year with a margin of 14.7%. The EBITDA accumulated in the year to June totaled R\$60.2 million\*\*.

We hit record Net Operating Revenue in a single quarter, with R\$155 million, an increase of 28% when compared to the same period in 2021. We increase our inventory of units to be delivered, ensuring our operational growth. In1S22, the Company contracted 1,056 units with VGV of R\$ 189.8 million, 193% higher than 1S21 and delivered 1,132 units, 293% higher than 1S21. We believe that the coming quarters will be defiant to the uncertainties of the economy, however, we believe that the real estate market will continue to warm and, we consider ourselves prepared to meet the demands of our customers.

We have a land bank of great quality, which allows us to plan our launches. In view of our business model and management quality, we believe that we will finish the year 2022 better than we started. We are optimistic about our activities in the near future, always looking for improvements in our margins.

We continue to focus quarter by quarter, working on reducing production costs and administrative expenses, as well as on the readjustment of our products and consequently our sales prices;

# TICKET MÉDIO DAS UNIDADES VENDIDAS



The Company increased the average sales ticket, reaching R\$179.2 thousand, 9% higher than the second quarter of 2021 with A 27.5% VSO, demonstrating that we are achieving our sales goals with a higher average ticket and maintaining sales speed.

The first half of 2022 the Company launched 631 units with VGV of R\$121 million and an average ticket of R\$ 191.9 thousand, an increase of 25% over the average ticket in the first half of 2021, the Company remains confident in the strategy of launching products framed in pcva group 3.

To conclude, we are confident that inflation has been controlled by the monetary authority and the worst has passed, we believe in a new cycle of selic rate falls accompanying the gradual fall in inflation and increase in income of our customers for the next periods, we are aware of market changes and prepared, with new products and launches.

<sup>\*</sup> Result without the impact of interest capitalized on the cost of properties sold

<sup>\*\*</sup>Considering R\$ 14.9 million gain with fair value of property for Investment in 1Q22.



# **ENVIRONMENTAL, SOCIAL, AND CORPORATE GOVERNANCE**

## Focusing on sustainability, Inter Construtora launches #intereucuido

Inter Construtora launched this quarter the Inter eu Cuido campaign, with the aim of raising employeeawareness and stimulating the rational use of resources and materials, reducing consumption, losses and waste.

The first stage of the campaign focuses on water consumption and is being carried out in all construction sites of the company, and also in the administrative sectors in the cities where we operate: Juiz de Fora, Uberlândia, Uberaba, São José do Rio Preto and São José dos Campos.



Quality Manager Marcelo Paiva explains that the theme of the campaign is "One minute is a lot", with data that show what only 60 seconds of water waste represent. "One minute of open tap is 2.5 liters of water going down the drain. Already a minute of open shower are 16 liters wasted. So, one minute is also enough time for us to become aware and close the taps", he points out.

The control of water consumption is being done month by month in each of the works and disclosed to all employees in the cafeteria. An action that demonstrates our focus on sustainability and responsible use of resources, with engagement and continuous learning.



### **PRODUCT**

In line with modern market trends in the economic segment, Inter Construtora advances in the quality of life and well-being of its vertical housing units with equipment that adds value to its customers. In addition to elevator, leisure area, pet place, swimming pool, children's pool, playground and sports square, some developments have a tennis beach court that promote integration and health for the whole family.

The apartments of 2 (two) rooms with suite, balcony and privileged location are a great option for both living and investing, and we managed to achieve the maximum rating ceiling.

Our product has been the mark of sustainability since the beginning of our operation, recounting the capture and reuse of rainwater, LED lamps in common areas and apartments, USB sockets, individual gas meter, water saving, energy saving, solar energy (in common areas), selective and planned garbage collection and individual water meter.









# **PEOPLE AND MANAGEMENT**

Exchange of experiences for the #timeinter

Meeting brings together about 70 managers from all sectors of Inter Construtora de Juiz de Fora, Uberaba, Uberlandia, São José do Rio Preto and São José dos Campos in a day of experiences and learning.

For Vice President Ednilson Almeida, the focus is integration, leadership and communication between the team. "We want to bring the areas closer, focusing on people, strengthening the culture of a humanized company to ensure success in the strategic expansion plan for São Paulo and the Triângulo Mineiro," our vice president said.

let's keep growing, generating income, jobs and realizing the dream of home ownership for families with respect, security and credibility!





# **OPERATIONAL AND FINANCIAL INDICATORS**

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
VGV Lançado	121.102	61.735	96 % ▲	93.009	30 % ▲	182.837	177.869	3 % ▲
Vendas brutas	131.802	111.593	18 % ▲	141.263	7% ▼	243.395	274.788	11% ▼
Vendas Líquidas	116.530	104.385	12 % ▲	129.546	10 % ▼	220.915	254.665	13 % ▼
Receita Operacional Líquida (ROL)	155.011	118.957	30 % ▲	120.761	28 % ▲	273.968	224.886	22 % ▲
Custo dos imóveis vendidos	(115.744)	(85.930)	35 % ▲	(97.676)	18 % ▲	(201.674)	(173.109)	17 % ▲
Custo de Construção / ROL (%)	74,7%	72,2%	2,4 p.p. ▲	80,9%	6,2 p.p. ▼	73,6%	77,0%	3,4 p.p. ▼
Custo de Construção / Vendas Líquidas (%)	99,3%	82,3%	17,0 p.p. ▲	75,4%	23,9 p.p. ▲	91,3%	68,0%	23,3 p.p. ▲
Lucro Bruto Ajustado*	40.571	35.859	13 % ▲	29.120	39 % ▲	76.430	61.030	25 % ▲
Margem Bruta ajustada (%)	26,2%	30,1%	4,0 p.p. <b>▼</b>	24,1%	2,1 p.p. ▲	27,9%	27,1%	0,8 p.p. ▲
Despesas Comerciais	(12.525)	(10.091)	24 % ▲	(10.688)	17 % ▲	(22.616)	(20.073)	13 % ▲
Despesas Gerais e Administrativas (G&A)	(5.576)	(3.678)	52 % ▲	(5.130)	9% ▲	(9.254)	(11.150)	17 % ▼
Outras receitas e despesas	(498)	14.701	103 % ▼	(897)	44 % ▼	14.203	(4.972)	386 % ▼
Resultado Financeiro Líquido	(5.957)	(1.100)	442 % ▲	(2.893)	106 % ▲	(7.057)	(5.419)	30 % ▲
Imposto de renda e Contribuição social	(2.815)	(2.377)	18 % ▲	(2.382)	18 % ▲	(5.192)	(4.298)	21 % ▲
Lucro Líquido	11.896	30.482	61% ▼	1.095	986 % ▲	42.378	5.865	623 % ▲
Margem Líquida (%)	7,7%	25,6%	18,0 p.p. <b>▼</b>	0,9%	6,8 p.p. ▲	15,5%	2,6%	12,9 p.p. ▲
EBITDA Ajustado*	22.841	37.359	39 % ▼	13.016	75 % ▲	60.200	26.256	129 % ▲
Margem EBITDA ajustada (%)	14,7%	31,4%	16,7 p.p. <b>▼</b>	10,8%	4,0 p.p. ▲	22,0%	11,7%	10,3 p.p. ▲
Receitas a apropriar	149.478	160.916	7% ▼	241.715	38 % ▼	310.394	241.715	28 % ▲
Margem Resultados a Apropriar (%)	42,5%	37,3%	5,2 p.p. ▲	39,0%	3,5 p.p. ▲	42,5%	39,0%	3,5 p.p. ▲
Caixa e Equivalentes + TVM	71.345	48.278	48 % ▲	46.220	54 % ▲	71.345	46.220	54 % ▲
Dívida Bancária Bruta	251.973	239.365	5% ▲	213.242	18 % ▲	251.973	213.242	18 % ▲
Dívida Líquida	180.628	191.087	5% ▼	167.022	8% ▲	180.628	167.022	8% ▲
Dívida Líquida / PL	1,5	1,8	29,3 p.p. <b>▼</b>	3,1	159,3 p.p. ▼	1,5	3,1	159,7 p.p. <b>▼</b>
Patrimônio Líquido	119.846	107.087	12 % ▲	53.802	123 % ▲	119.846	53.802	123 % ▲
Landbank	4.462.215	4.220.279	6% ▲	4.802.605	7% ▼	4.462.215	4.802.605	7% ▼
Landbank (unidades)	24.418	24.676	1%▼	30.254	19 % ▼	24.418	30.254	19 % ▼

st Result without the impact of interest capitalized on the cost of properties sold.

# **RELEASES**

In the first half of 2022, the Company launched 631 units with VGV of R\$121 million and an average ticket of R\$ 191.9 thousand, an increase of 25% over the first half of 2021. The Company remains confident in the strategy of launching products framed in pcva group 3, where it is possible to achieve the maximum ceiling of the program.

After conducting feasibility studies of all future ventures, we focus on launching products with greater margin. Corroborating our focus on securing our margins, we canceled some releases that proved unfeasible at the time.

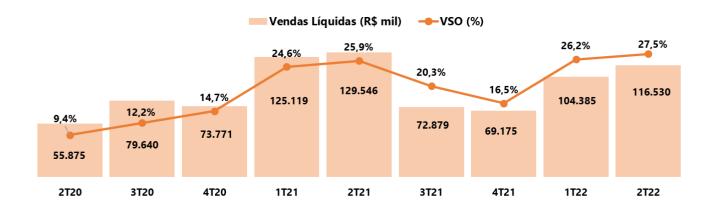
(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Número de empreendimentos	3	1	200 % ▲	2	50 % ▲	4	4	
VGV Lançado	121.102	61.735	96 % ▲	84.860	43 % ▲	182.837	177.869	3 % ▲
Unidades lançadas	631	330	91 % ▲	552	14 % ▲	961	1.096	12 % ▼
Ticket médio (em R\$)	191.921	187.076	3 % ▲	153.732	25 % ▲	190.290	162.289	17 % ▲



# **GROSS SALES, DISTRACTIONS AND NET SALES**

The Company sold 650 units in 2Q22, 18% lower than in 2Q21 however the average sales ticket reached R\$179.2 thousand, 9% higher than the second quarter of 2021 with VSO of 27.5%, demonstrating that we are achieving our sales goals with higher average ticket and maintaining sales speed.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Vendas brutas (em R\$ mil)	131.802	111.593	18 % ▲	141.263	7% ▼	243.395	274.788	11 % ▼
Distratos	(15.272)	(7.208)	112 % ▲	(11.717)	30 % ▲	(22.480)	(20.123)	12 % ▲
Vendas líquidas (em R\$ mil)	116.530	104.385	12 % ▲	129.546	10 % ▼	220.915	254.665	13 % ▼
Unidades vendidas	650	642	1% ▲	791	18 % ▼	1.292	1.616	20 % ▼
Ticket médio (em R\$)	179.276	162.593	10 % ▲	163.775	9% ▲	170.987	157.590	9% ▲
Estoque	1.715	1.804	5% ▼	2.262	24 % ▼	1.715	2.262	24 % ▼
VSO (vendas sobre oferta)	27,5%	26,2%	1,3 p.p. ▲	25,9%	1,6 p.p. ▲	43,0%	41,7%	1,3 p.p. ▲



# **CONTRACTED UNITS, PASSED ON AND DELIVERED**

Demonstrating our resilience, in 1S22 the Company contracted 1,056 units with VGV of R\$ 189.8 million, 193% higher than 1S21 and delivered 1,132 units, 293% higher than 1S21.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Unidades contratadas	480	576	17 % ▼	-	-	1.056	360	193 % ▲
VGV contratado	97.634	89.198	9% ▲	-	-	186.832	69.540	169 % ▲
Unidades repassadas	569	445	28 % ▲	482	18 % ▲	1.014	1.154	12 % ▼
VGV repassado	81.345	64.066	27 % ▲	-	-	145.411	90.779	60 % ▲
Unidades entregues	592	540	10 % ▲	48	1.133 % ▲	1.132	288	293 % ▲



# **REVENUES TO BE APPROPRIATED**

Following the excellent number of units contracted and delivered, the revenues to be appropriated by the Company showed a significant increase of 28% in 1S22 compared to 1S21, with a margin increase to be appropriated by 3.5p.p. in the same period.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Receitas a apropriar	149.478	160.916	7% ▼	241.715	38 % ▼	310.394	241.715	28 % ▲
Margem Resultados a Apropriar (%)	42,5%	37,3%	5,2 p.p. ▲	39,0%	3,5 p.p. ▲	42,5%	39,0%	3,5 p.p. ▲

The result to be appropriated and the margin of the result to be appropriated do not consider the effects of taxes on billing and any provisions for credit risk.

## **STOCK**

Due to the review of products and projects, in order to optimize the results and increase the attractiveness for customers, we present 1,715 units in stock in 2Q22, a number 24% lower than in 2Q21, but the average ticket of units in stock is 179,000, a number 10% higher than 1Q22 and 9% compared to 2Q21.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
VGV estoque	335.193	293.317	14 % ▲	370.459	10 % ▼	335.193	370.459	10 % ▼
Número de unidades	1.715	1.804	5% ▼	2.262	24 % ▼	1.715	2.262	24 % ▼
Ticket médio	195.448	162.593	20 % ▲	163.775	19 % ▲	195.448	163.775	19 % ▲



# **NET OPERATING REVENUE**

Net Operating Revenue of R\$ 155 million in 2Q22, an increase of 30% over 1Q22 and 28% compared to 2Q22, beating our historical record in a single quarter.

Resilience and productivity are the words of order and that marked the first half of 2022, we are overcoming the pandemic of COVID19 and all its global consequences for the economy.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Receitas de vendas de imóveis	172.880	133.302	30 % ▲	138.023	25 % ▲	306.182	259.828	18 % ▲
Receita de serviços prestados	10.426	-	-	-	-	10.426	-	-
Receitas com aluguéis de imóveis	-	(30)	-	-	-	(30)	5	700 % ▼
Impostos sobre vendas	(3.155)	(2.701)	17 % ▲	(2.613)	21 % ▲	(5.856)	(4.709)	24 % ▲
Distratos	(17.908)	(8.119)	121 % ▲	(14.323)	25 % ▲	(26.027)	(25.928)	0 % ▲
Provisão para risco de crédito	(2.279)	(2.802)	19 % ▼	(159)	1.333 % ▲	(5.081)	(2.659)	91 % ▲
Ajuste a valor presente	(1.728)	(659)	162 % ▲	48	3.700 % ▼	(2.387)	(1.054)	-
Provisão Para Distratos	(699)	(34)	1.956 % ▲	(94)	644 % ▲	(733)	(472)	55 % ▲
Descontos concedidos	(2.526)	-	-	(121)	-	(2.526)	(125)	1.921 % ▲
Receita Operacional Líquida	155.011	118.957	30 % ▲	120.761	28 % ▲	273.968	224.886	22 % ▲

# **ADJUSTED GROSS PROFIT**

Adjusted gross profit\* in 2Q22 is R\$40.5 million, an increase of 39% over 2Q21 and 13% over 1Q22.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Lucro (prejuízo) bruto	39.267	33.027	19 % ▲	23.085	70 % ▲	72.294	51.777	40 % ▲
Margem bruta %	25,3%	27,8%	2,4 p.p. ▼	19,1%	6,2 p.p. ▲	26,4%	23,0%	3,4 p.p. ▲
(-) custos financeiros	1.304	2.832	54 % ▼	6.035	78 % ▼	4.136	9.253	55 % ▼
Lucro bruto ajustado*	40.571	35.859	13 % ▲	29.120	39 % ▲	76.430	61.030	25 % ▲
Margem bruta ajustada %	26,2%	30,1%	4,0 p.p. ▼	24,1%	2,1 p.p. ▲	27,9%	27,1%	0,8 p.p. ▲

<sup>\*</sup> Result without the impact of interest capitalized on the cost of properties sold.



#### COMMERCIAL AND GENERAL AND ADMINISTRATIVE EXPENSES

With the challenges presented in terms of COVID19, the Company focused on improving the efficiency of the operation even in the face of the scenario, in the first 1S22 we presented a significant reduction of 17% in general and administrative expenses compared to 1S21.

Net operating revenue for 1S22 increased by 22% over 1S21, an increase higher than the increase in commercial expenses in the same period.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Vendas Brutas	131.802	111.593	18 % ▲	141.263	7% ▼	243.395	274.788	11 % ▼
Vendas Líquidas	116.530	104.385	12 % ▲	129.546	10 % ▼	220.915	254.665	13 % ▼
Receita Operacional Líquida (ROL)	155.011	118.957	30 % ▲	120.761	28 % ▲	273.968	224.886	22 % ▲
Despesas Comerciais Despesas Gerais e Administrativas (G&A)	(12.525) (5.576)	(10.091) (3.678)	24 % ▲ 52 % ▲	(10.688) (5.130)	17 % ▲ 9 % ▲	(22.616) (9.254)	(20.073) (11.150)	13 % ▲ 17 % ▼
Total de Comerciais, gerais e administrativas	(18.101)	(13.769)	31 % ▲	(15.818)	14 % ▲	(31.870)	(31.223)	2 % ▲
Despesas Comerciais / Vendas Brutas (%)	9,5%	9,0%	0,5 p.p. ▲	7,6%	1,9 p.p. ▲	9,29%	7,30%	2,0 p.p. ▲
Despesas G&A / ROL (%)	3,6%	3,1%	0,5 p.p. ▲	4,2%	0,7 p.p. <b>▼</b>	3,4%	5,0%	1,6 p.p. ▼
Despesas totais / ROL (%)	11,7%	11,6%	0,1 p.p. ▲	13,1%	1,4 p.p. ▼	11,6%	13,9%	2,3 p.p. ▼

# **ADJUSTED EBITDA**

Adjusted EBITDA\* in the second quarter of 2022 is R\$22.8 million, an increase of 75% over the same period in 2021.

Reaching R\$60.2 million in adjusted EBITDA 1H22\*, excluding r\$ 14.9 million gain from fair value of property for investment in 1Q22, adjusted EBITDA\* presented is R\$45.3 million in the first half of 2022.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Lucro Líquido	11.896	30.482	61% ▼	1.095	986 % ▲	42.378	5.865	623 % ▲
(+) Imposto de renda e Contribuição social	(2.815)	(2.377)	18 % ▲	2.382	218 % ▼	(5.192)	4.298	221% ▼
(+) Resultado Financeiro Líquido	(5.957)	(1.100)	442 % ▲	2.893	306 % ▼	(7.057)	5.419	230 % ▼
(+) Juros capitalizados	1.304	2.832	54 % ▼	6.035	78 % ▼	4.136	9.253	55 % ▼
(+) Depreciação	869	568	53 % ▲	611	42 % ▲	1.437	1.421	1% ▲
EBITDA Ajustado*	22.841	37.359	39 % ▼	13.016	75 % ▲	60.200	26.256	129 % ▲
Receita Operacional Líquida (ROL)	155.011	118.957	30 % ▲	120.761	28 % ▲	273.968	224.886	22 % ▲
Margem EBITDA ajustada* (%)	14,7%	31,4%	16,7 p.p. ▼	10,8%	4,0 p.p. ▲	22,0%	11,7%	10,3 p.p. ▲

<sup>\*</sup> Result without the impact of interest capitalized on the cost of properties sold.



### **NET INCOME**

In the first half of 2022, the Company posted adjusted net income\* of R\$ 27.5 million, this strong operating result for the quarter is the result of the Company's strategy of launching ventures with better margin.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1S22	1521	Var. 1S22 x 1S21
Lucro Líquido	11.896	30.482	61% ▼	1.095	986,4 % ▲	42.378	5.865	623 % ▲
Margem Líquida (%)	7,7%	25,6%	18,0 p.p. ▼	0,9%	6,8 p.p. ▲	15,5%	2,6%	493 % ▲

<sup>\*</sup> Excluding R\$ 1 4.9 million of gain with fair value of property for Investment.

## **NET DEBT**

In 2Q22, the Company showed an increase in gross debt of 5% compared to 1Q22, and a reduction in net debt of about 5% compared to the same period. Another important point in the period was the continuity of the project of equalization of short-term corporate debt.

The Company's Management is following the evolution of indebtedness and has been taking actions in order to extend the maturity profile of the Company's debts and reduce the interest rate on existing indebtedness.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Dívida Bruta	251.973	239.365	5 % ▲	213.242	18 % ▲	251.973	213.242	18 % ▲
(-) Caixa e equivalentes de caixa	71.253	48.182	48 % ▲	41.684	71 % ▲	71.253	41.684	71% ▲
(-) Títulos e valores mobiliários	92	96	4% ▼	4.536	98 % ▼	92	4.536	98 % ▼
Dívida Líquida	180.628	191.087	5% ▼	167.022	8% ▲	180.628	167.022	8% ▲
Patrimônio líquido	119.846	107.087	12 % ▲	53.802	123 % ▲	119.846	53.802	123 % ▲
Dívida Líquida / PL	1,5	1,8	16 % ▼	3,1	51% ▼	1,51	3,10	51% ▼

## PROPERTIES FOR INVESTMENTS

In the second quarter of 2022, investment properties totaled R\$ 125 million. These properties are part of the management's strategy of combining economic ventures with convenience and comfort for our customers, through shops and malls.

(em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Lojas e malls	89.150	87.520	2% ▲	34.775	156 % ▲	89.150	34.775	156 % ▲
Casas	-	-	-	2.890	-	-	2.890	-
Terrenos em construção	4.348	4.348	-	4.769	9% ▼	4.348	4.769	-
Terrenos	17.805	17.805	-	12.680	40 % ▲	17.805	12.680	-
Outras propriedades	13.895	14.418	4% ▼	3.315	319 % ▲	13.895	3.315	-
Total	125.198	124.091	0,9 % 🛦	58.429	114 % ▲	125.198	58.429	114,3 % ▲



#### LANDBANK

The *Company's Landbank* at the end of the second quarter of 2022 is around R\$ 4.4 billion divided into 24,418 units, the land is located mainly in the cities of the interior of the State of São Paulo and Triângulo Mineiro.

		1T21	2T21	2T21	1522	1521	Var. 1S22 x 1S21
49	51	4% ▼	56	13 % ▼	49	56	13 % ▼
.215	4.220.279	6% ▲	4.802.605	7% ▼	4.462.215	4.802.605	7% ▼
.418	24.676	1% ▼	30.254	19 % ▼	24.418	30.254	19% ▼
498	484	3% ▲	540	8%▼	498	540	8%▼
6,0%	93,8%	2,2 p.p. ▲	94,1%	1,9 p.p. ▲	96,0%	94,1%	1,9 p.p. ▲
6,0%	71,7%	4,3 p.p. ▲	75,7%	0,3 p.p. ▲	76,0%	75,7%	0,3 p.p. ▲
0,0%	22,1%	10 % ▼	18,4%	1,6 p.p. ▲	20,0%	18,4%	1,6 p.p. ▲
	.215 .418	.215 4.220.279 .418 24.676 498 484 6,0% 93,8% 6,0% 71,7%	.215 4.220.279 6 % ▲ .418 24.676 1 % ▼ .498 484 3 % ▲ .6,0% 93,8% 2,2 p.p. ▲ .6,0% 71,7% 4,3 p.p. ▲	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

We ended the second quarter of 2022 with a VGV of R\$ 4.4 billion in the land bank, divided into 49 projects. This volume is sufficient for 10 years of releases compared to 2021. Due to the strong cost pressure that has occurred in previous periods, we remain prudent in acquiring land and maintaining Landbank.

## **MARKET OF OPERATION**

Our new portfolio is focused on the economic market, groups 2 and 3 of the PCVA, (with emphasis on group 3), as well as clients who fall under real estate financing by the Brazilian Savings and Loan System (SBPE), with geographical operations in the states of Minas Gerais and São Paulo, which concentrate about 30% of the Brazilian housing deficit. We seek to understand deeply the cities we operate, so that we can be the local reference of quality and best cost-benefit.



Ativos (em R\$ mil)	2T22	1T22	T/T	2T21	A/A
Ativos circulantes					
Caixa e equivalentes de caixa	71.253	48.182	48 % ▲	41.684	71 % ▲
Títulos e valores mobiliários	92	96	4 % ▼	4.536	98 % ▼
Contas a receber de clientes	58.579	75.749	23 % ▼	68.478	14 % ▼
Estoques (imóveis a comercializar)	227.463	249.759	9% ▼	267.315	15 % ▼
Outros ativos circulantes	8.206	7.901	4 % ▲	8.111	1 % ▲
Total dos ativos circulantes	365.593	381.687	4% ▼	390.124	6%▼
Ativos mantidos para venda	-	-		-	-
Realizável a longo prazo:					
Estoques (imóveis a comercializar)	267.599	257.857	4 % ▲	256.785	4 % ▲
Contas a receber de clientes	150.689	68.823	119 % ▲	59.995	151 % ▲
Títulos e valores mobiliários	-	-		-	
Valores a receber de partes relacionadas	20.942	20.942		20.942	
Depósitos judiciais	404	404		404	
Outros ativos não circulantes	2.115	2.495	15 % ▼	2.880	27 % ▼
Total do realizável a longo prazo	441.749	350.521	26 % ▲	341.006	30 % ▲
Propriedade para investimento	125.198	125.721	0% ▼	59.060	112 % ▲
Investimento	14	14		14	
Imobilizado	32.058	31.710	1% ▲	32.059	0 % ▼
Intangivel	9	9		3	200 % ▲
Direito de uso	1.756	1.944	10 % ▼	1.438	22 % ▲
Total dos ativos não circulantes	600.784	509.919	18 % ▲	433.580	39 % ▲
Total dos ativos	966.377	891.606	8 % ▲	823.704	17 % ▲



Passivos e patrimônio líquido (em R\$ mil)	2T22	1T22	T/T	2T21	A/A
Passivos circulantes					
Fornecedores	50.635	36.793	38 % ▲	46.950	8 % ▲
Empréstimos, financiamentos e debêntures	136.211	112.524	21 % ▲	123.590	10 % ▲
Obrigações sociais e trabalhistas	8.873	7.764	14 % ▲	6.055	47 % ▲
Obrigações fiscais	24.807	19.210	29 % ▲	16.478	51 % ▲
Dividendos Obrigatórios a Pagar	-	-	-	-	-
Adiantamentos de clientes	22.213	29.268	24 % ▼	22.599	2 % ▼
Obrigações com terceiros	36.886	46.613	21 % ▼	64.205	43 % ▼
Provisão para Garantias	2.696	4.021	33 % ▼	4.174	35 % ▼
Outros passivos circulantes	16	23	30 % ▼	81	80 % ▼
Total dos passivos circulantes	282.337	256.216	10 % ▲	284.132	1 % ▼
Passivos associados a ativos mantidos para venda	-	-		-	-
Passivos não circulantes					
Obrigações com terceiros	424.104	378.787	12 % ▲	376.600	13 % ▲
Adiantamentos de clientes	-	-	-		-
Empréstimos, financiamentos e debêntures	115.762	126.841	9 % ▼	89.652	29 % ▲
Obrigações fiscais	14.631	13.321	10 % ▲	11.871	23 % ▲
Provisão para Garantias	8.000	6.785	18 % ▲	6.175	30 % ▲
Provisão para contingência	1.697	1.706	1 % ▼	1.472	15 % ▲
Provisão para perda em Investimentos	-	-	-	-	-
Obrigações com partes relacionadas	-	-	-	-	-
Total dos passivos não circulantes	564.194	527.440	7 % ▲	485.770	16 % ▲
Patrimônio líquido					
Capital social	87.196	87.196		87.196	
Reservas de lucros	-	-		776	100 % ▼
Lucros (prejuízos) acumulados	32.650	20.754	57 % ▲	(34.170)	196 % ▼
Patrimônio líquido dos acionistas da controladora	119.846	107.950	11 % ▲	53.802	123 % ▲
Participação dos acionistas não controladores	-	-			
Total do patrimônio líquido	119.846	107.950	11 % ▲	53.802	123 % ▲
	966.377	891.606	8 % ▲	823.704	17 % ▲

DEMONSTRAÇÕES DOS RESULTADOS (em R\$ mil)	2T22	1T22	Var. 2T22 x 1T21	2T21	Var. 2T22 x 2T21	1522	1521	Var. 1S22 x 1S21
Receita operacional líquida	155.011	118.957	30 % ▲	120.761	28 % ▲	273.968	224.886	22 % ▲
Custo dos imóveis vendidos	(115.744)	(85.930)	35 % ▲	(97.676)	18 % ▲	(201.674)	(173.109)	17 % ▲
Lucro bruto	39.267	33.027	19 % ▲	23.085	70 % ▲	72.294	51.777	40 % ▲
Despesas com vendas	(12.525)	(10.091)	24 % ▲	(10.688)	17 % ▲	(22.616)	(20.073)	13 % ▲
Despesas gerais e administrativas	(5.576)	(3.678)	52 % ▲	(5.130)	9 % ▲	(9.254)	(11.150)	17 % ▼
Outras despesas operacionais, líquidas	(498)	14.701	103 % ▼	(897)	44 % ▼	14.203	(4.972)	386 % ▼
Receitas (despesas) operacionais:	(18.599)	932	2.096 % ▼	(16.715)	11 % ▲	(17.667)	(36.195)	51 % ▼
Lucro operacional antes do resultado financeiro e impostos:	20.668	33.959	39 % ▼	6.370	224 % ▲	54.627	15.582	251 % ▲
Receitas financeiras	2.450	1.893	29 % ▲	1.835	34 % ▲	4.343	3.133	39 % ▲
Despesas financeiras	(8.407)	(2.993)	181 % ▲	(4.728)	78 % ▲	(11.400)	(8.552)	33 % ▲
Resultado financeiro, líquido:	(5.957)	(1.100)	442 % ▲	(2.893)	106 % ▲	(7.057)	(5.419)	30 % ▲
Lucro operacional antes dos impostos:	14.711	32.859	55 % ▼	3.477	323 % ▲	47.570	10.163	368 % ▲
Corrente e diferido	(2.815)	(2.377)	18 % ▲	(2.382)	18 % ▲	(5.192)	(4.298)	21 % ▲
Imposto de renda e contribuição social	(2.815)	(2.377)	18 % ▲	(2.382)	18 % ▲	(5.192)	(4.298)	21 % ▲
Lucro líquido do período	11.896	30.482	61 % ▼	1.095	986 % ▲	42.378	5.865	623 % ▲



			V 2 <b>T</b> 22		V 2T22
	2T22	1T22	Var. 2T22	2T21	Var. 2T22
Demonstrações dos fluxos de caixa (em R\$ mil)			x 1T21		x 2T21
Fluxos de caixa das atividades operacionais:					
Lucro líquido (Prejuízo) do período	42.378	30.482	39 % ▲	1.095	3.770 % ▲
Depreciações e amortizações	1.437	568	153 % ▲	810	77 % ▲
Constituição de PDD	-	2.802		-	
Perdas por redução ao valor recuperável das contas a receber	2.387	658	263 % ▲	2.500	5 % ▼
Provisão para contingências	408	65	528 % ▲	(1.228)	133 % ▼
Provisão para distratos	733	33	2.121 % 🔺	-	
Realização de custos de captação de debêntures	217	68	219 % ▲	385	44 % ▼
Ajuste a valor presente de contas a receber	-	-	-	13	-
Provisão para garantias	4.653	1.941	140 % ▲	1.201	287 % ▲
Provisão juros sobre mútuos	-	-		-	
Provisão juros sobre empréstimos, financiamentos e debêntures	19.453	7.634	155 % ▲	4.585	324 % ▲
Baixa de ativos não recuperáveis	381	266	43 % ▲	3.077	88 % ▼
Ganho na adoção de valor justo de propriedades para investimento	(14.950)	(14.950)		-	
Ganho na transferência de estoque para propriedades para investimentos	-	-		-	
Ganho na venda de ativos imobilizados	-	-		-	
(Aumento) redução dos ativos operacionais	-	-			
Contas a receber	(111.696)	(42.293)	164 % ▲	(41.725)	168 % ▲
Estoques	(18.198)	(30.752)	41 % ▼	(5.892)	209 % ▲
Outros ativos circulantes e não circulantes	(133)	(208)	36 % ▼	(450)	70 % ▼
Aumento (redução) dos passivos operacionais	-	-			
Fornecedores	9.617	4.225	128 % ▲	5.672	70 % ▲
Obrigações fiscais	10.580	3.673	188 % ▲	2.807	277 % ▲
Obrigações compessoal	2.812	1.703	65 % ▲	1.445	95 % ▲
Obrigações com terceiros	69.130	33.540	106 % ▲	11.556	498 % ▲
Provisão para garantias	(4.859)	(2.036)	139 % ▲	(813)	498 % ▲
Adiantamentos de clientes	(11.911)	(4.856)	145 % ▲	1.685	807 % ▼
Outras passivos circulantes e não circulantes	(633)	(273)	132 % ▲	150	522 % ▼
Juros pagos sobre empréstimos e debêntures	(10.189)	(3.676)	177 % ▲	(6.462)	58 % ▲
Caixa líquido aplicado nas atividades operacionais	(3.302)	(19.836)	83 % ▼	(19.589)	83 % ▼
Fluxos de caixa das atividades de Investimentos					
Resgate de aplicações financeiras	(34)	(38)	11 % ▼	11.715	100 % ▼
Concessões de mútuos a partes relacionadas	-	-		(1.200)	
Recebimentos de mútuos	-	-		-	
Aquisição de imobilizados	(2.005)	(862)	133 % ▲	(685)	193 % ▲
Aquisição de propriedades para investimentos	(5.682)	(3.855)	47 % ▲	(526)	980 % ▲
Baixa de imobilizados	-	-		-	
Caixa recebido na venda de ativos imobilizados	-	-		-	
Baixa de investimentos	2.350	-		-	
Aquisição de investimentos	-	-		-	
Caixa líquido gerado pelas (consumido nas) atividades de investimento	(5.371)	(4.755)	13 % ▲	9.304	158 % ▼
Fluxos de caixa das atividades de financiamento	-	-			
Captação de empréstimos	73.267	45.737	60 % ▲	22.478	226 % ▲
Pagamentos de empréstimos	(40.034)	(19.657)	104 % ▲	(58.083)	31 % ▼
Distribuição de dividendos	-	-		-	
Aumento de capital social	-	-		-	
Caixa líquido (consumido nas) gerado pelas atividades de financiamento	33.233	26.080	27 % ▲	(35.605)	193 % ▼
Redução (aumento) de caixa e equivalentes de caixa, líquidos	24.560	1.489	1.549 % ▲	(45.890)	154 % ▼
Caixa e equivalentes de caixa no início do período	46.693	46.693		97.754	52 % ▼
Caixa e equivalentes de caixa no final do período	71.253	48.182	48 % ▲	55.539	28 % ▲
Redução (aumento) de caixa e equivalentes de caixa, líquidos	24.560	1.489	1.549 % ▲	(42.215)	158 % ▼
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#### **ABOUT INTER**

Inter (B3: BOVESPA MAIS - INNT3) is a developer and construction company that delivers quality housing solutions to the low-income segment. The Company's focus is on its activities in cities in the interior of the states of Minas Gerais and São Paulo. The target audience is customers with higher purchasing power within the low-income segment (ranges 2 and 3 of the Casa Verde and Yellow Program "PCVA") and floor of the middle income segment (SBPE).

## RELATIONSHIP WITH INDEPENDENT AUDITORS

In accordance with CVM Instruction No. 381/03 we inform you that our independent auditors – BDO RCS Auditores Independentes ("BDO") – did not provide services in addition to those related to external auditing during the second quarter of 2022. The Company's policy in the contracting of services of independent auditors ensures that there is no conflict of interest, loss of independence or objectivity.

## **NOTICES**

The statements contained in this document related to business perspectives, projections on operating and financial results and those related to Inter's growth prospects are merely projections and, as such, are based exclusively on the board's expectations about the future of the business.

These expectations depend substantially on the approvals and licenses necessary for the approval of projects, market conditions, the performance of the Brazilian economy, the sector and international markets and, therefore, are subject to change without notice.

This performance report includes non-accounting data such as operational, financial and projections based on the company's management expectations. Non-accounting data such as quantitative and posting values, Contracted Sales, PCVA program values, stock at market value, Land Bank, Income to settle, cash consumption, and projections were not reviewed by the Company's independent auditors.



#### **GLOSSARY**

BOVESPA MAIS - B3's listing segment, Bovespa Mais enables smaller funding when compared to the Novo Mercado, but sufficient to finance its growth project. Companies listed on Bovespa Mais tend to attract investors who view a stronger development potential in the business. Stock offerings can be aimed at few investors and they generally have medium- and long-term return prospects. This segment allows you to list without offer, that is, you can list your company on the Stock Exchange and you have up to 7 years to perform the IPO. This possibility is ideal for companies that want to access the market gradually. You can work on the professionalization of your business aiming only at listing and then you will have more time to carry out the public offering of shares. By unlinking one moment from the other, market access tends to be more peaceful and your company's level of preparation higher.

EBITDA - is the acronym for "Earnings Before Interest, Taxes, Depreciation and Amortization", which means "Earnings before interest, taxes, depreciation and amortization", in Portuguese.

Casa Verde e Amarela Program – The Yellow Green House Program, known as PCVA, is the federal government's national housing program promoting the right to housing for families living in urban areas, with monthly income of up to R\$ 7,000.00 (seven thousand reais), associated with economic development, the generation of work and income and the elevation of living standards and quality of life of the urban population.

Exchange - Land purchase system by which the landowner receives in payment a certain number of units of the enterprise to be built in the same, or percentage on the VGV.

Contracted Units - Units contracted with the financial institution.

Sales over offer (VSO) - sales in the period divided by the inventory of the previous period added to the units launched in the period.

Completed Units - Units completed by engineering. Registered after completion of the work.

Units Produced - Units produced by measuring the evolution of the work, equivalent construction.

Units passed on- Number of clients (individuals) who signed their financing with a financial institution in the period.

VGV - General Sales.

VGV Posted - General Sales Value of units posted in a given period.

Net Sales - VGV arising from all contracts for the sale of real estate concluded in a given period, including the sale of units posted in the period and the sale of units in stock, net of distractions and net of exchange.