



**CURY**  
A CONSTRUTORA DA SUA CASA

## 3Q20 Results

NOVEMBER 13, 2020





**Fabio Cury**  
CEO

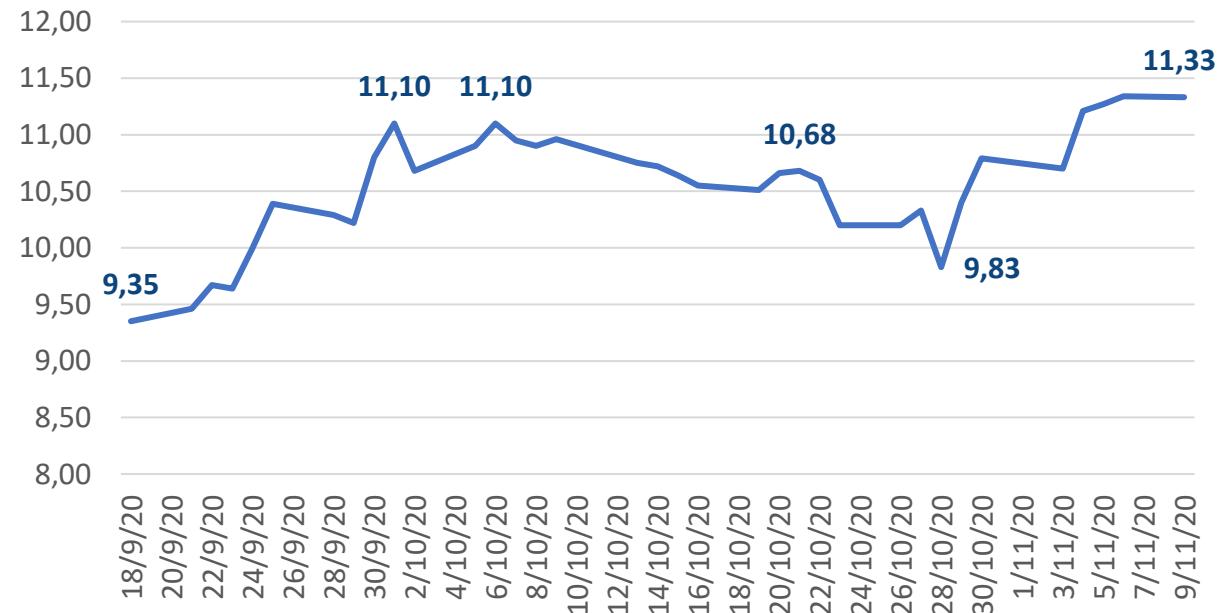


Beginning of trading: **9/21/2020**

Total funding: **R\$ 977.5 million**

CURY3 performance up to 11/09/2020: **21.2%**

**CURY**  
B3 LISTED NM





# Challenges overcome: heading toward a great performance in 2020

COVID-19

Employees' health preservation



Safety and sanitization protocols



Customer attraction using digital channels



Strength and high resilience of segment

Solid performance YTD



# Highlights: robust operation and positive market situation



## OPERATING

**+57.2%**

- PRE-SALES

**46.5%**

3Q20 SOS

**66.6%**

YTD SOS

**+87.1**

- LANDBANK LTM



## FINANCIAL

**+24.6%**

- NET REVENUES

**+51.0%**

- ADJUSTED GROSS PROFIT

**38.0%**

- ADJUSTED GROSS MARGIN



## Ronaldo Cury

IRO, Institutional Relations and Real Estate Credit Officer



# Industry overview: buyer market and positive outlook



Launched in 8/25/2020



Program and associative credit cycles at a strong pace - without stops in transfers



Reduction of mortgage rates





# Launches: full recovery of launches pace



**5** in the quarter = PSV of R\$397 million

**11** in the 9M20 = PSV of R\$866 million

*Constant and growing demand*

Dez Ipiranga



80% Sold

Urban Barra Funda



90% Sold

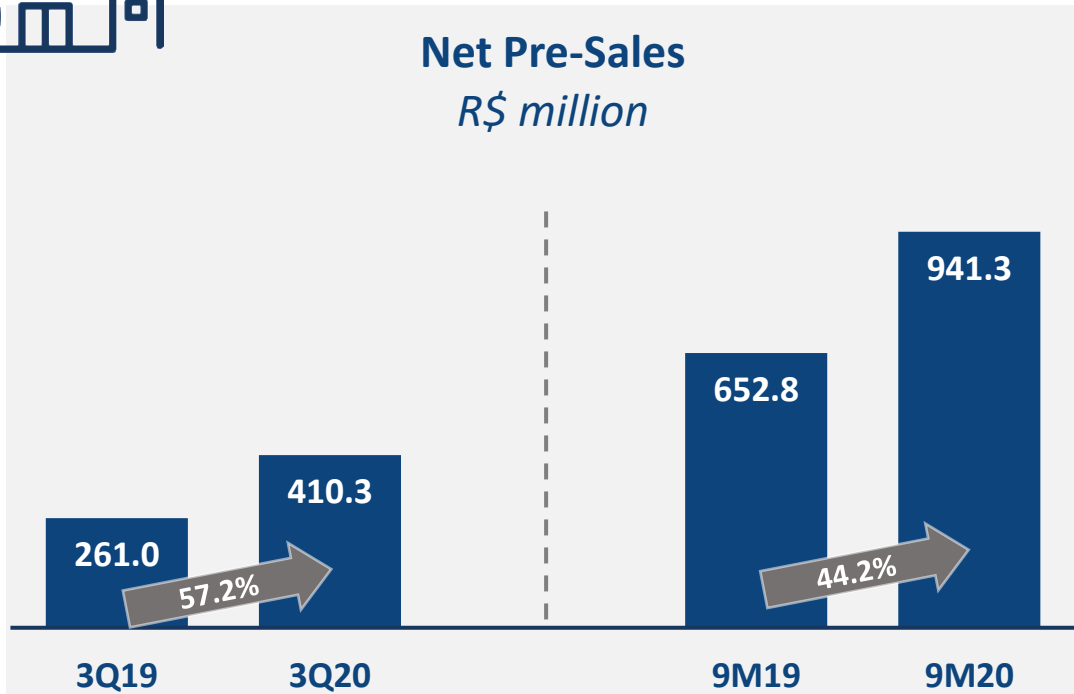
\* Pre Sales info as of 11/11/2020



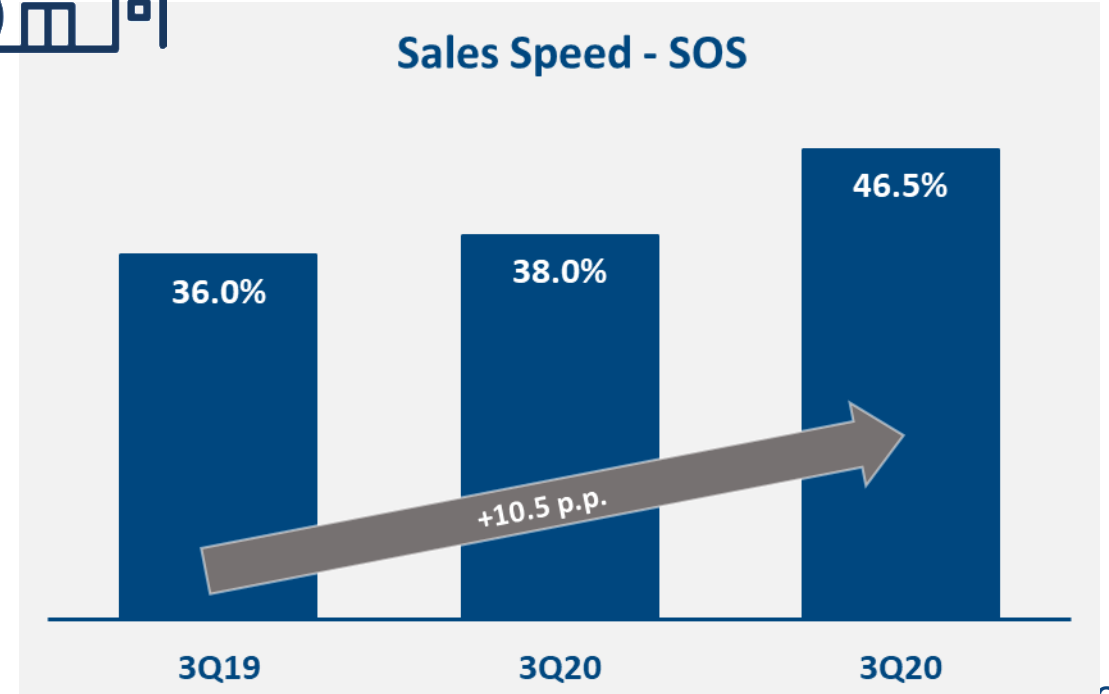
# Pre-sales: historic milestone for the Company



Net Pre-Sales  
*R\$ million*



Sales Speed - SOS



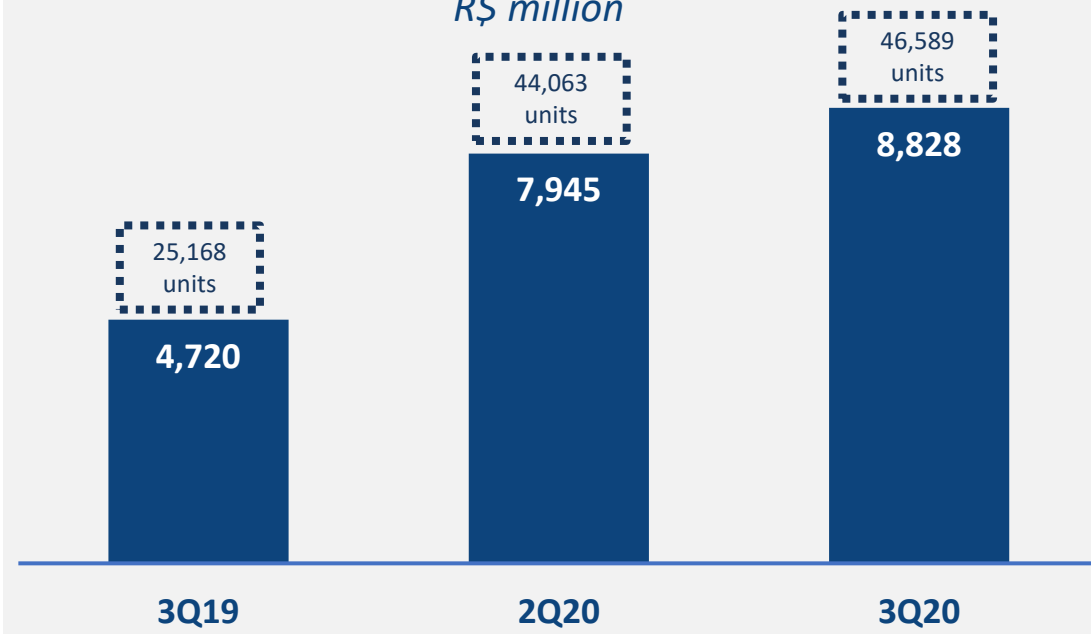


# Landbank and cash generation: solid and consistent



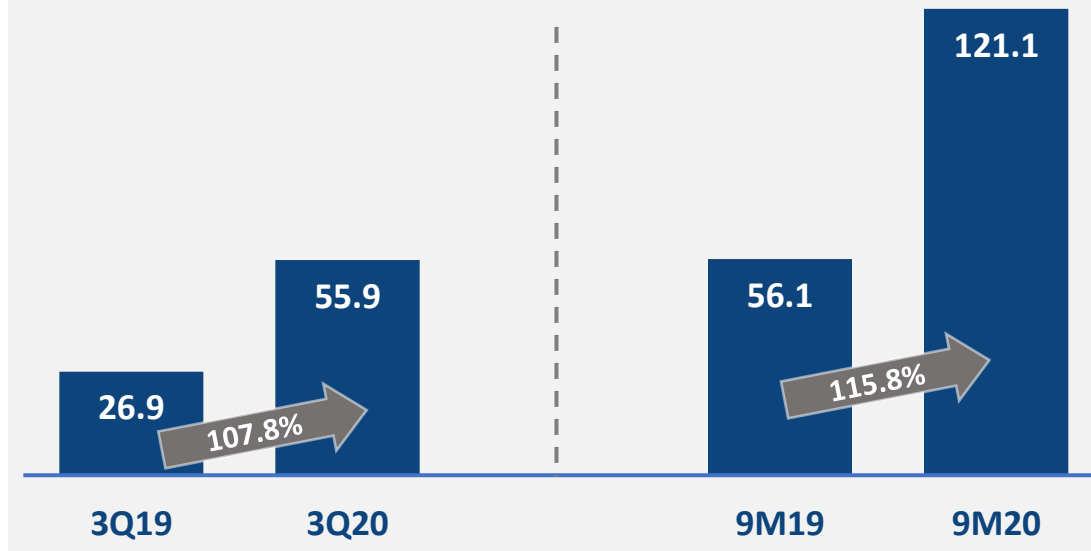
**Landbank – Potential PSV**

*R\$ million*



**Cash Generation\***

*R\$ million*



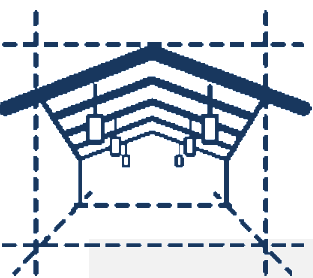
\* ex-primary offering



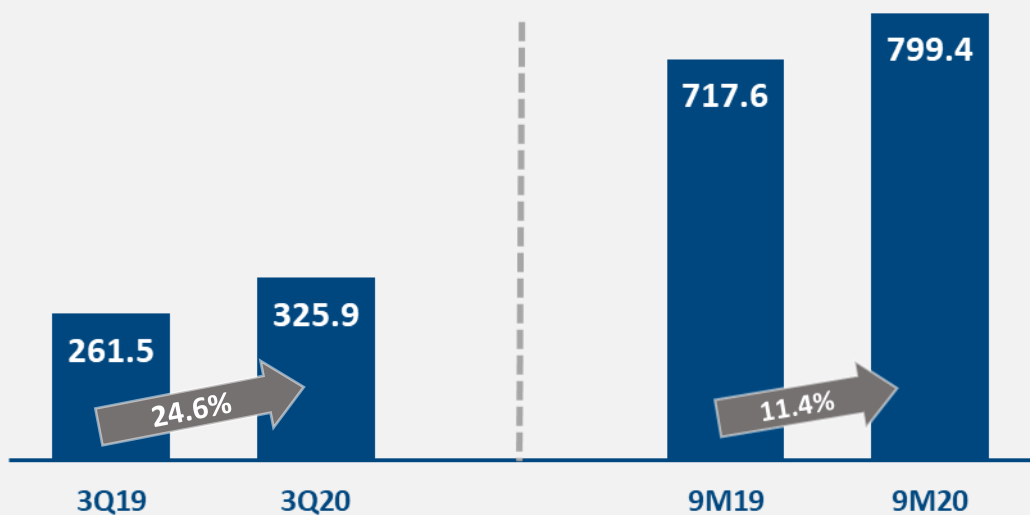
**João Mazzuco**  
CFO



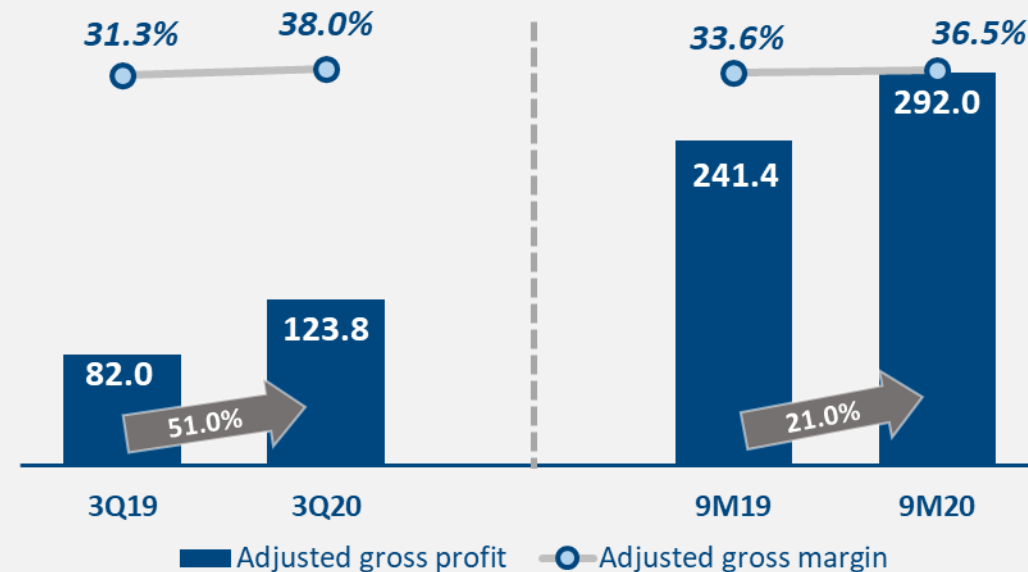
# Net revenue and Gross Profit:



**Net Revenue**  
(R\$ million)

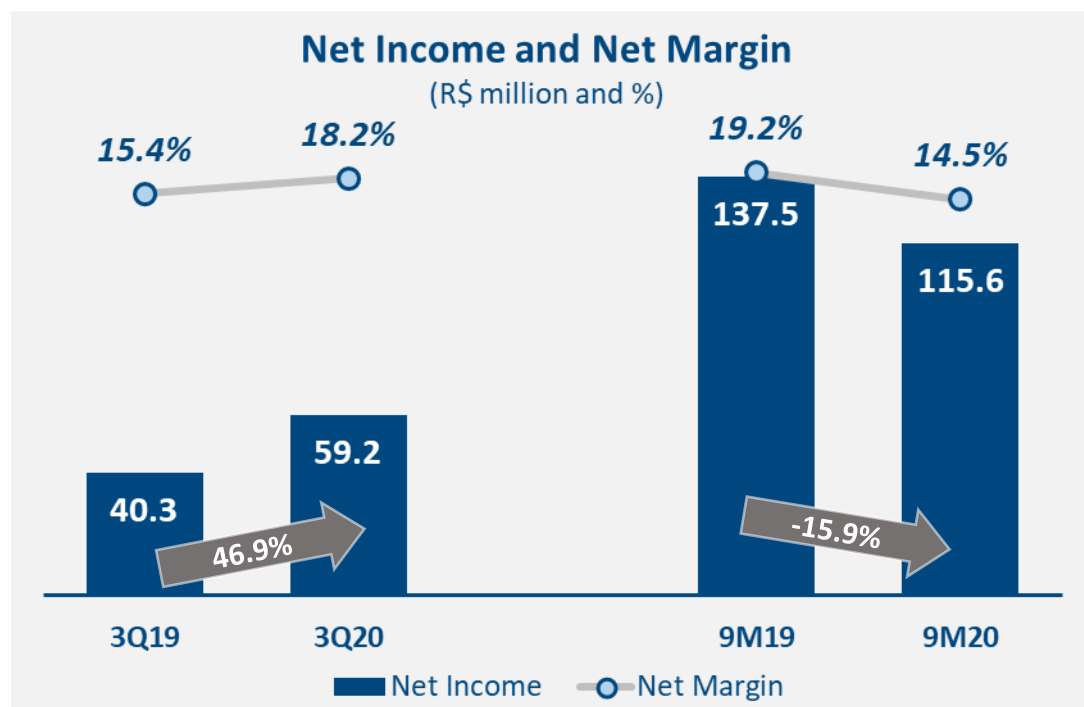


**Adjusted Gross Profit and Gross Margin**  
(R\$ million and %)





# Net income



## % Cury 3Q20

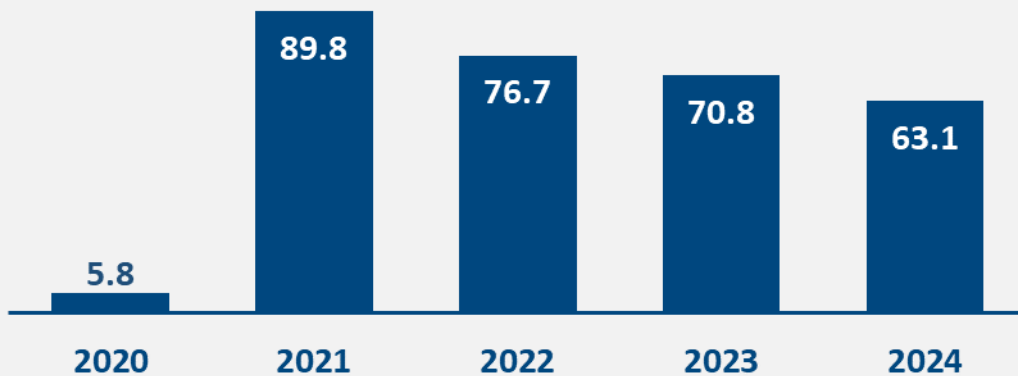
- Net Income
    - + 62.8% vs. 3Q19
    - + 33.4% vs 2Q20
  
  - Net margin
    - + 3.5 p.p. vs. 3Q19
    - Flat vs. 2Q20
- 15.1%**



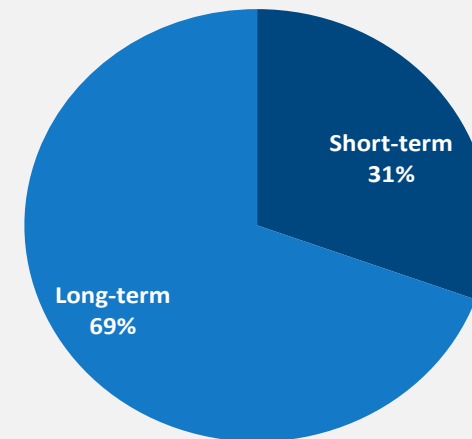
**Debt:** gross debt on 09/30/2020 of R\$306.2 million and net cash position of R\$303.7 million



**Amortization Schedule**  
09/30/2020  
(R\$ million)

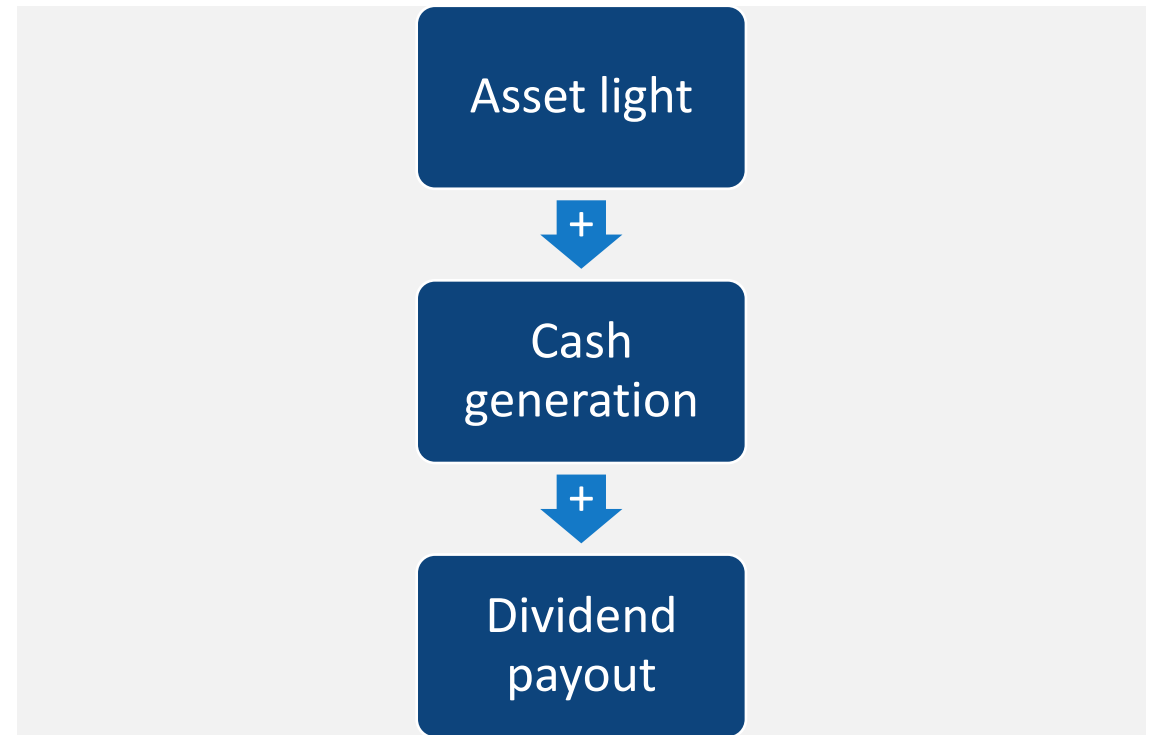
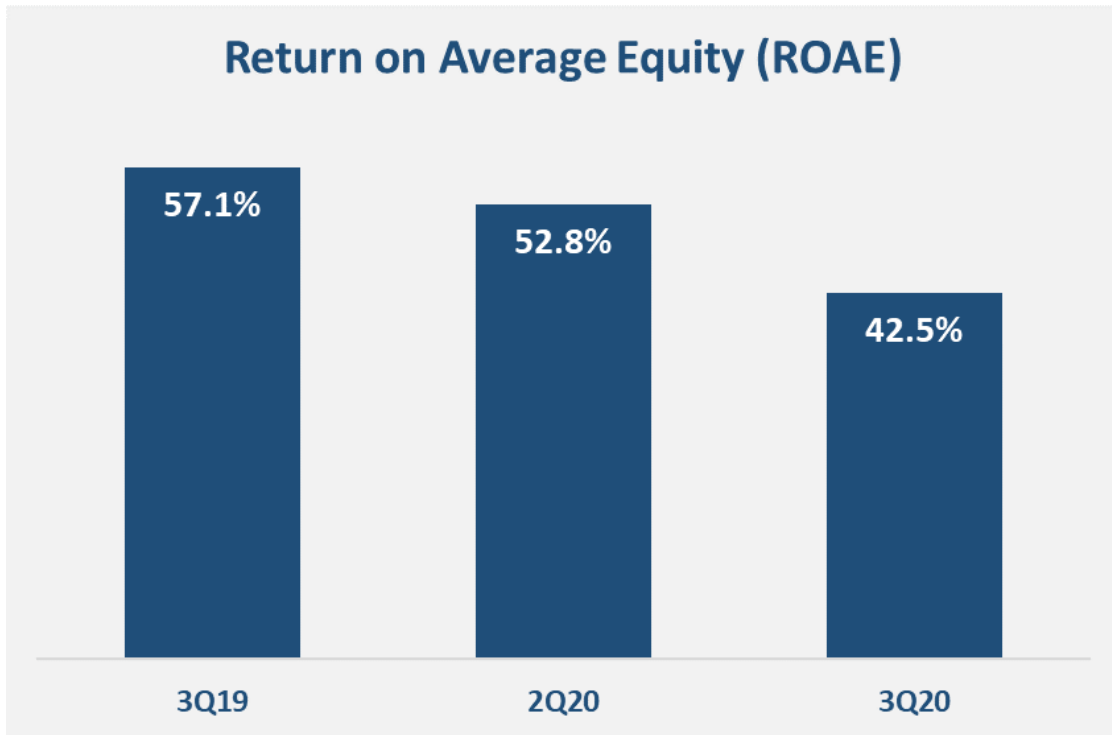


**Debt profile**  
09/30/2020





# ROAE: focus on the strategic pillars





# Strong performance: positive outlook



## 3Q20

Historic milestone: quarter sales  
Solid and growing landbank  
Gross margin at a high level



## NEXT QUARTERS

Sound and comfortable capital structure  
Committed and focused team  
Favorable market conditions



## Investor Relations

IRO: Ronaldo Cury

IR Manager: Marcelo Korber



[ri@cury.net](mailto:ri@cury.net)

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