



# 1Q23 EARNINGS RESULTS

MAY 10<sup>th</sup>, 2023

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

CEO



Fabio Elias Cury

IRO



Ronaldo Cury

CFO



João Mazzuco, CFA

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# Fabio Cury

## CEO





## MESSAGE FROM MANAGEMENT



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# Ronaldo Cury

IRO, Institutional Relations and Real Estate Credit Officer

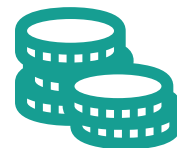




## OPERATING

1Q23

- **LAUNCHES:** R\$ 1,420.0 million
- **NET PRE-SALES:** R\$ 1,078.9 million
- **NET SOS:** 43.4%
- **OPERATING CASH GENERATION:** R\$ 1.8 million



## FINANCIAL

1Q23

- **NET REVENUES:** R\$ 595.0 million
- **GROSS MARGIN:** 37.5%
- **NET INCOME:** R\$ 94.1 million
- **NET MARGIN:** 15.8%



# LAUNCHES HIGHLIGHTS

## São Paulo

### CONNECT SÃO MATEUS



Jan/2023

PSV R\$124 MM

East Zone

93% sold

### ENERGY – GUARULHOS



Mar/2023

PSV R\$177 MM

Guarulhos

85% sold

## Rio de Janeiro

### EPICENTRO



Feb/2023

PSV R\$378 MM

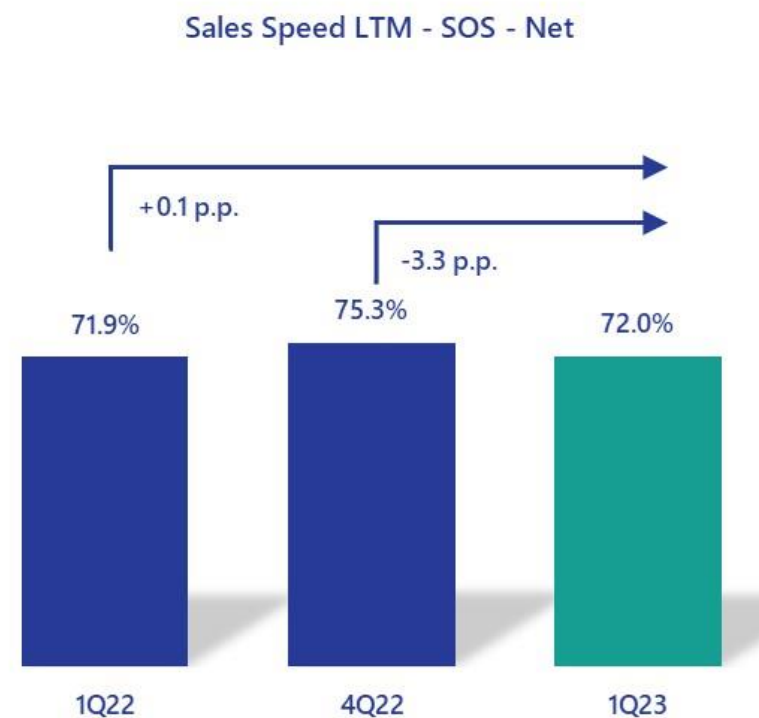
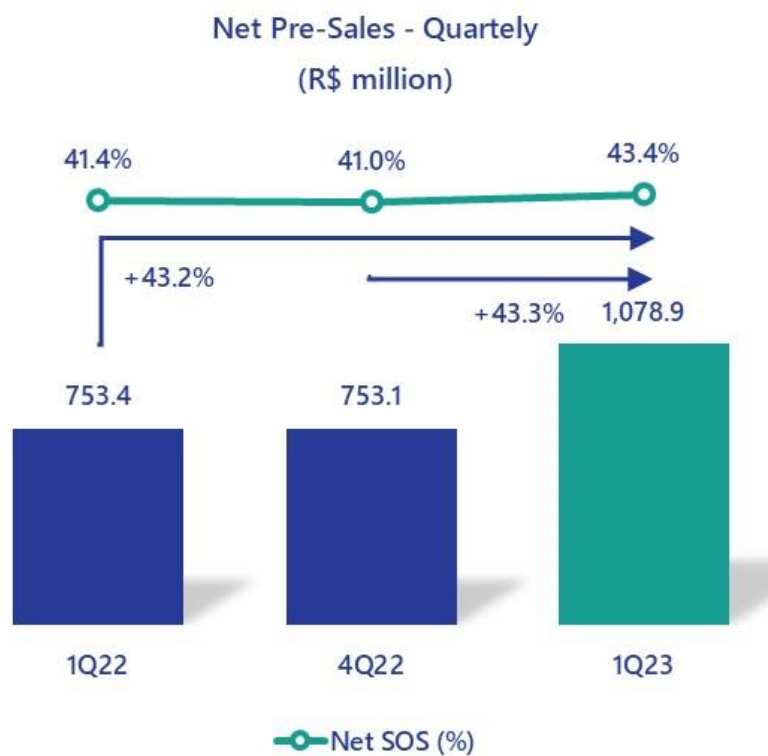
Porto

86% sold

8 projects during  
1Q23

PSV of R\$ 1,420.0  
million

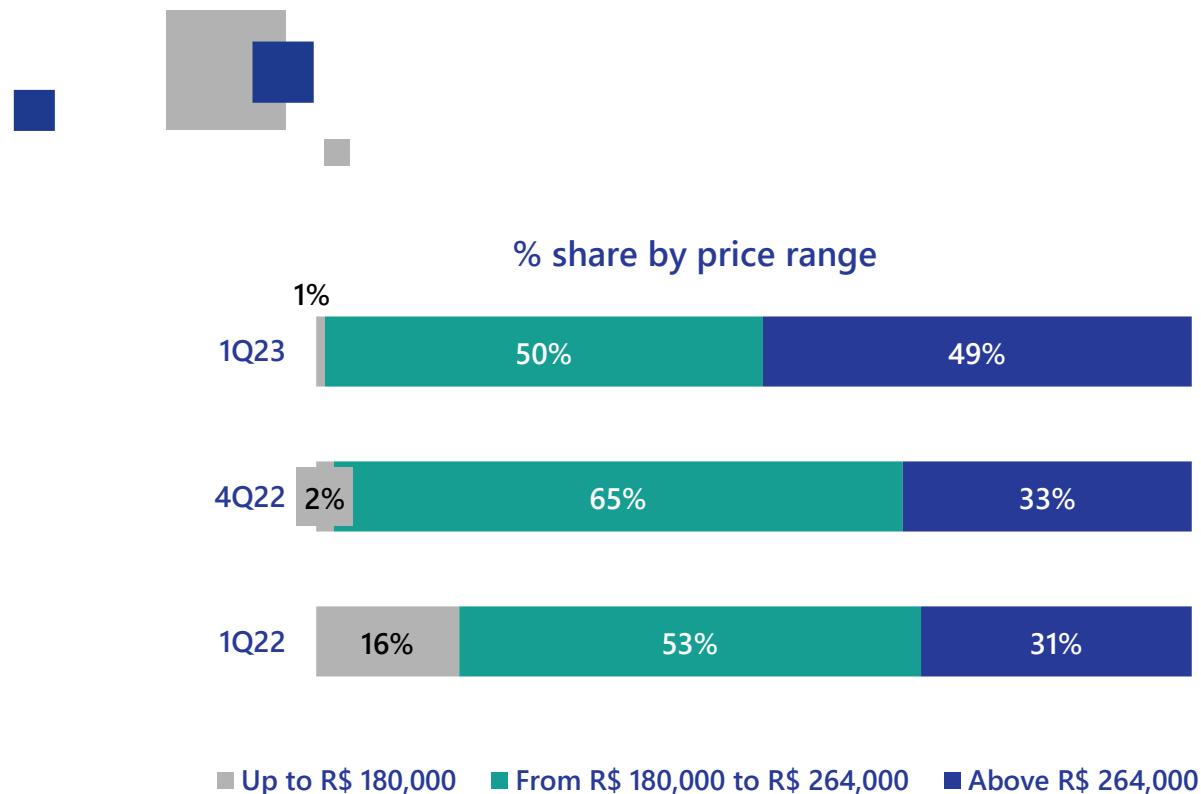
# OPERATING INDICATORS





## OUR STRATEGY IN 2023

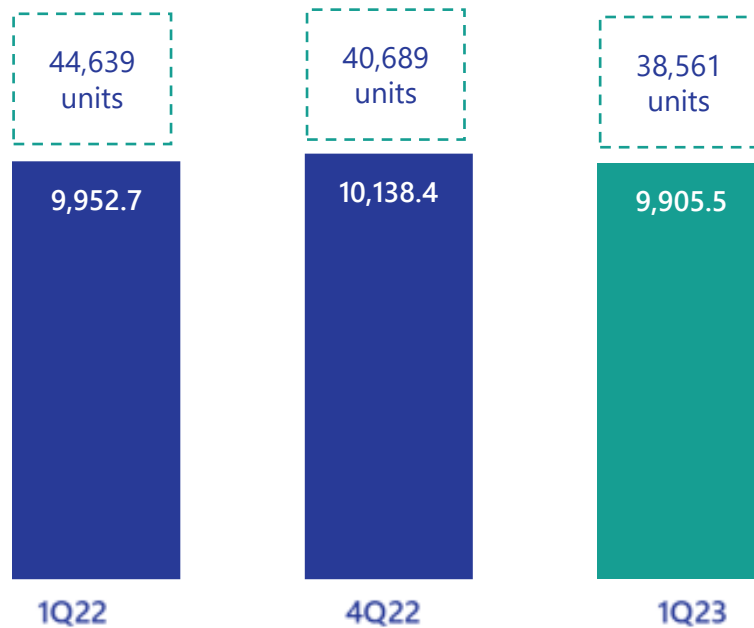
WE ARE KEEPING OUR FOCUS ON THE HIGH BRACKETS OF MCMV\* PROGRAM AND ONE BRACKET ABOVE



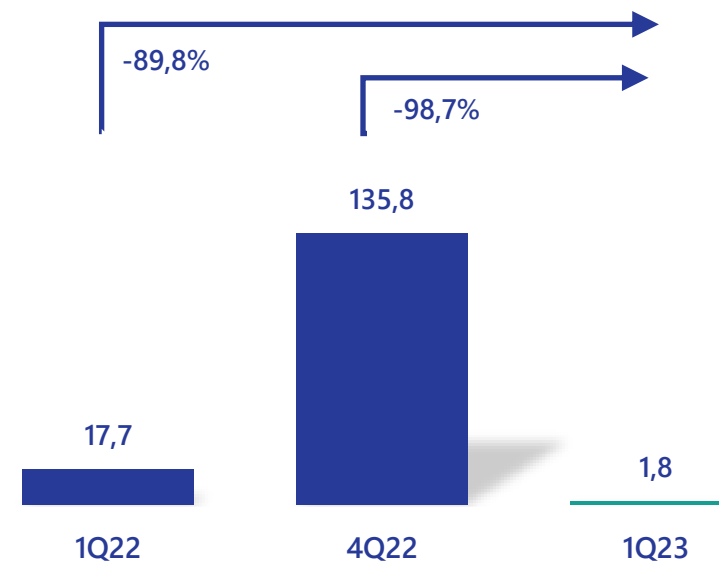
# OPERATING INDICATORS



Landbank – Potencial PSV  
(R\$ Million)



Cash Flow - Quarterly  
(R\$ million)



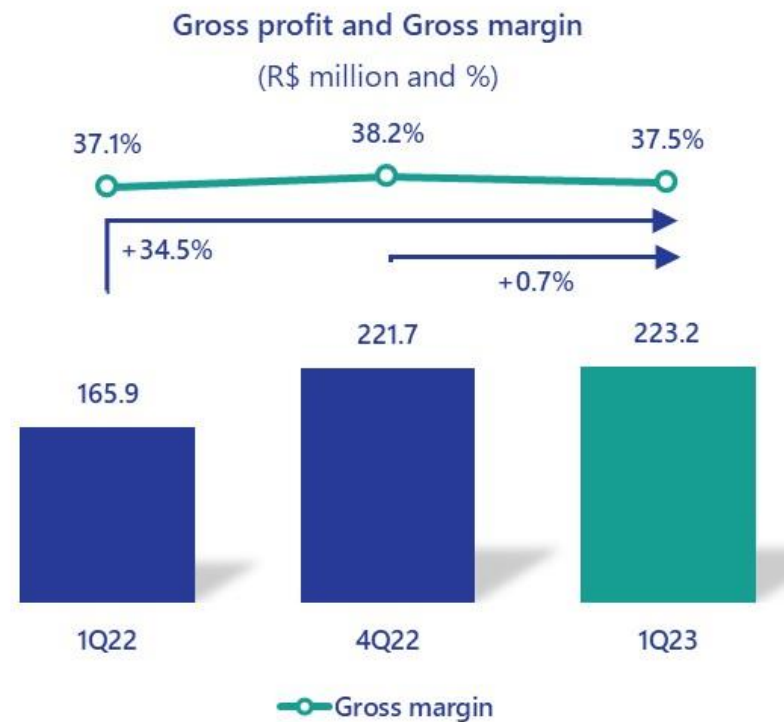
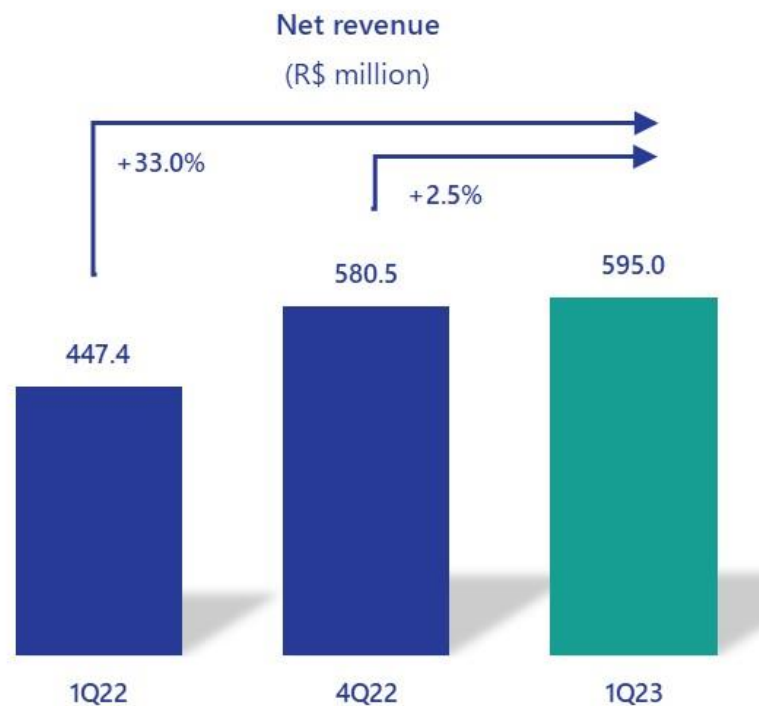
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# João Mazzuco, CFA

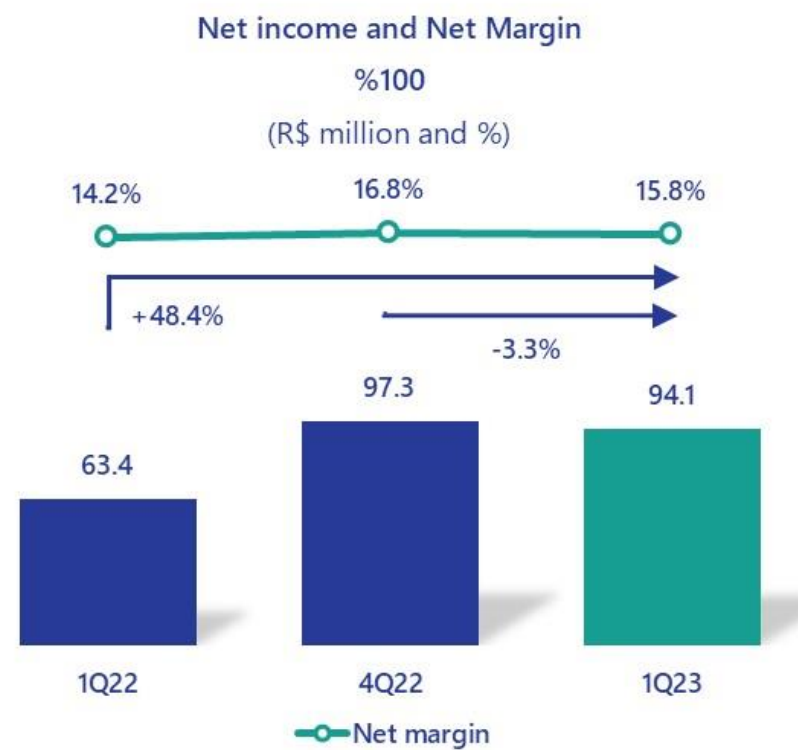
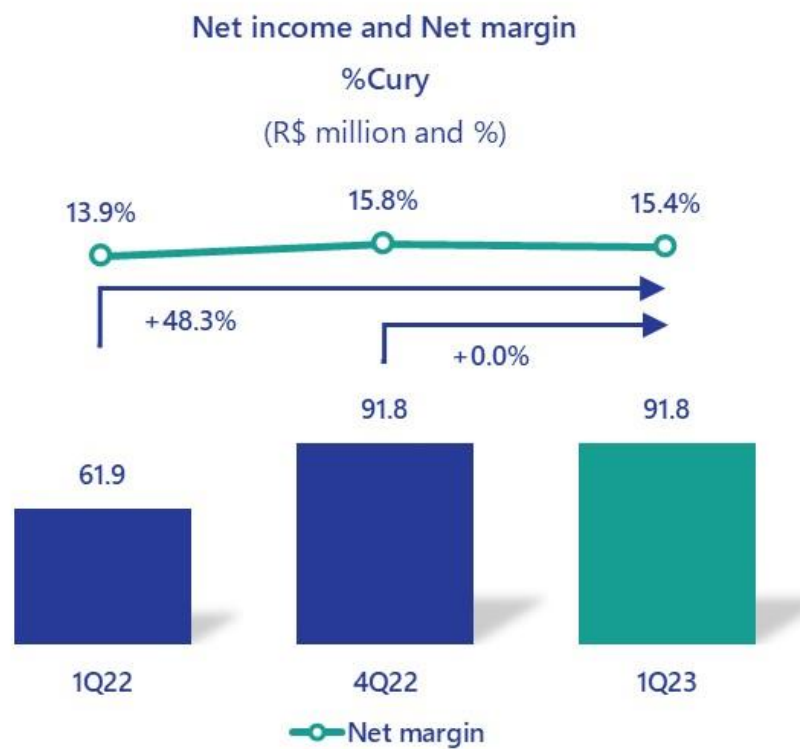
## CFO



# FINANCIAL INDICATORS



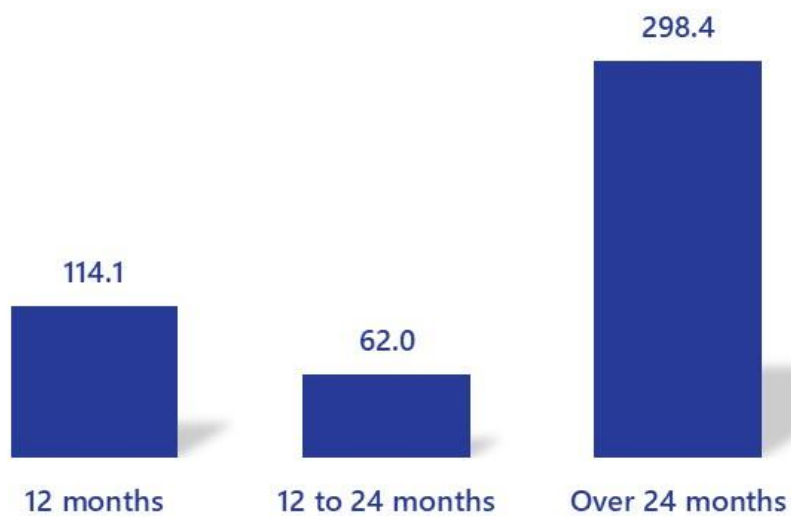
# FINANCIAL INDICATORS



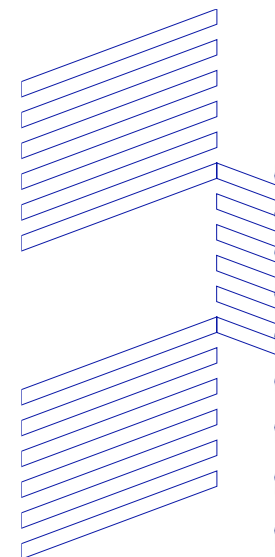
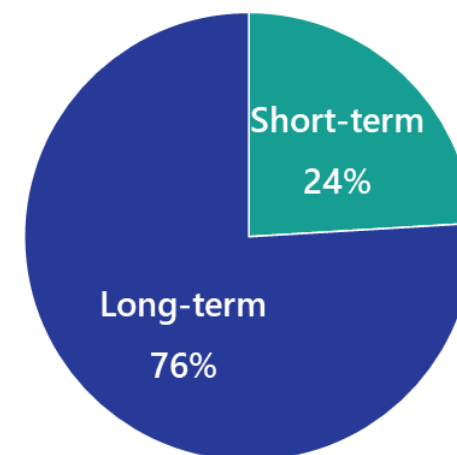
TOTAL GROSS DEBT: R\$ 474.5 MILLION



Amortization schedule 3/31/2023  
(R\$ million)



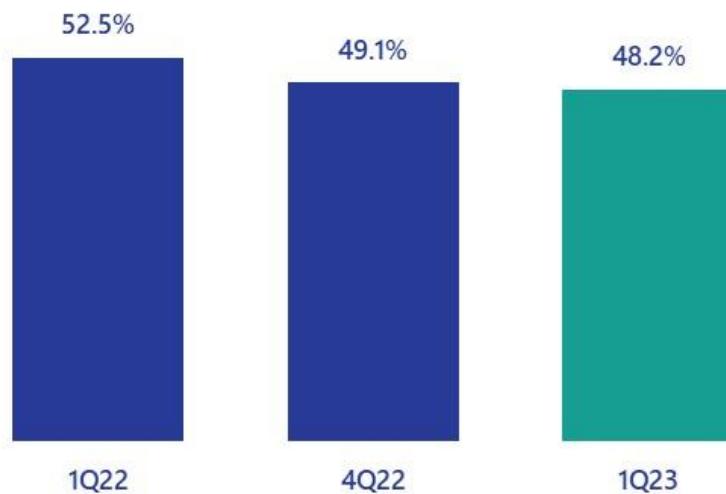
Debt profile  
03/31/2023



# FINANCIAL INDICATORS



ROE: Return on Equity



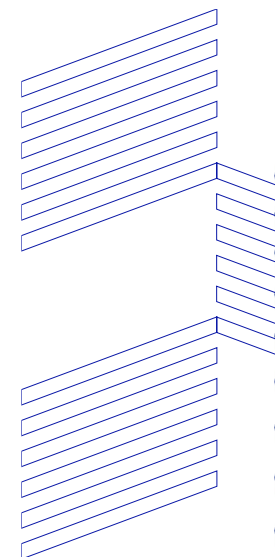
Asset Light



Cash Generation



Dividend Payout





## 1Q23

- Record of launches and sales;
- Solid sales demand maintaining high VSO, even with price adjustments;
- Sales mix concentrated in higher price ranges and even outside the MCMV program.



## NEXT QUARTERS

- We are seeing strong sales demand in April.
- We will continue to focus on the higher price ranges of the MCMV program.
- We are keeping an eye on the developments surrounding the direction of the FGTS.



# Investor Relations

IR Officer: Ronaldo Cury

IR Manager: Nádia Santos

IR Analyst: Alice Vasconcelos

IR Analyst: Héricles Camargo

IR Intern: Lorena Calixto

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**CURY**  
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**IGCT B3 IGCX B3 IGNM B3 ITAG B3**

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