



3Q23 EARNINGS RESULTS

NOVEMBER 08th, 2023

Investor Relations
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

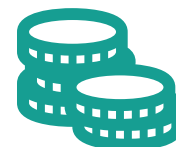




OPERATING

3Q23

- **LAUNCHES:** R\$ 941.7 million
- **NET PRE-SALES:** R\$ 972.6 million
- **NET SOS:** 40.4% *
- **OPERATING CASH GENERATION:** R\$ 137.3 million

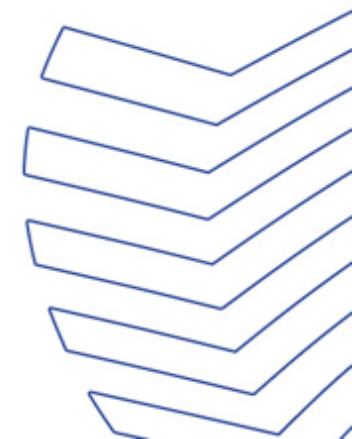


FINANCIAL

3Q23

- **NET REVENUES:** R\$ 751.9 million
- **ADJUSTED GROSS MARGIN:** 38.0%
- **NET INCOME:** R\$ 112.9 million
- **NET MARGIN:** 15.0%

*The Net SOS for 3Q23 have been adjusted compared to the data presented in the Operational Preview for 3Q23.



LAUNCHES HIGHLIGHTS – SALES UPDATED UNTIL 11/06

São Paulo

Square Panamby – Morumbi (4th phase)



Jul/2023

PSV R\$ 118 MM

South Zone

100% sold

Cidade Mooca – San Marco (4th phase)



Aug/2023

PSV R\$ 130 MM

East Zone

100% sold

Cidade Central



Sep/2023

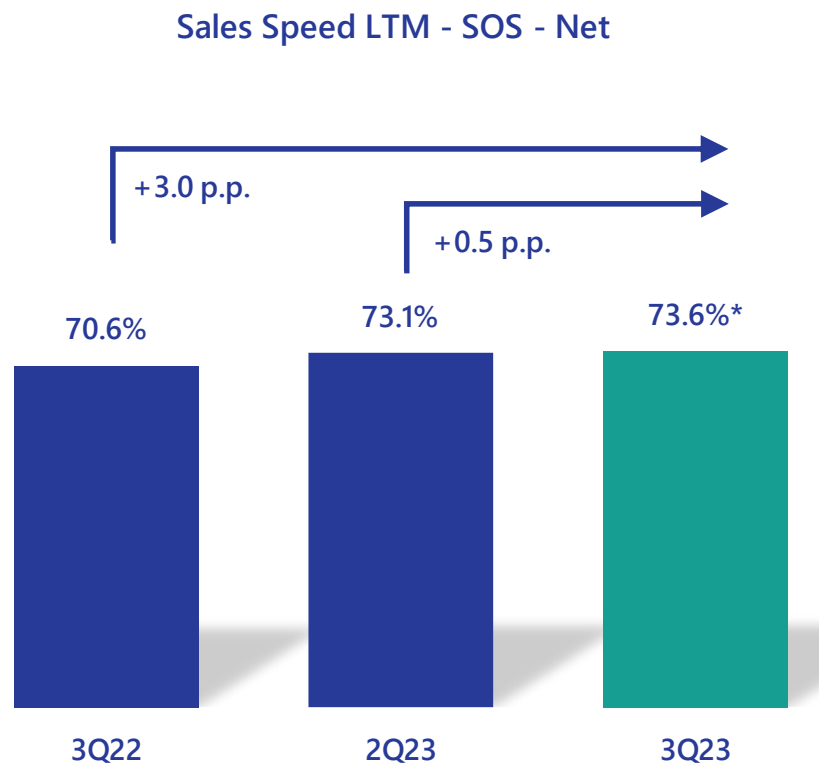
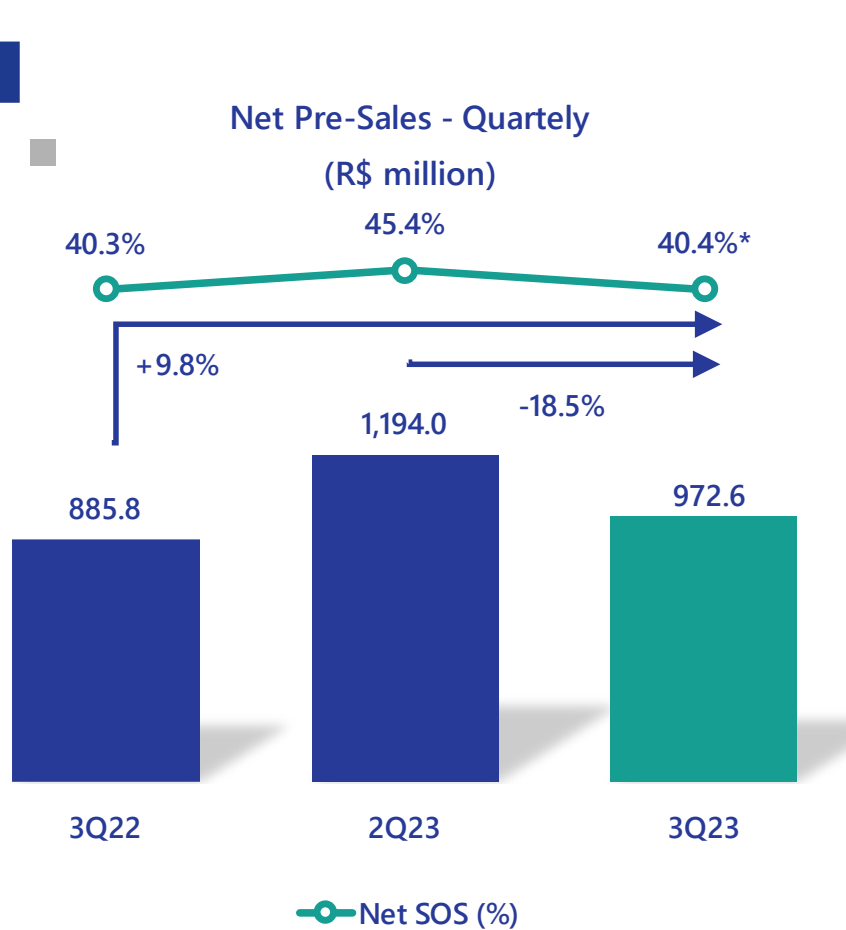
PSV R\$ 171MM

Downtown

67% sold

7 projects in 3Q23
PSV of R\$ 941.7
million

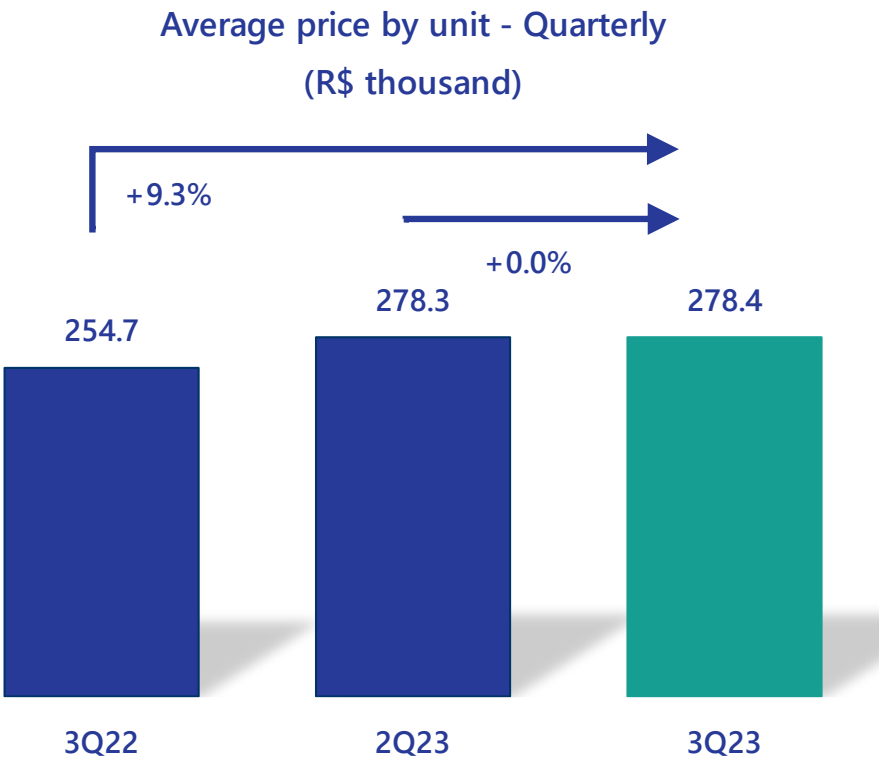
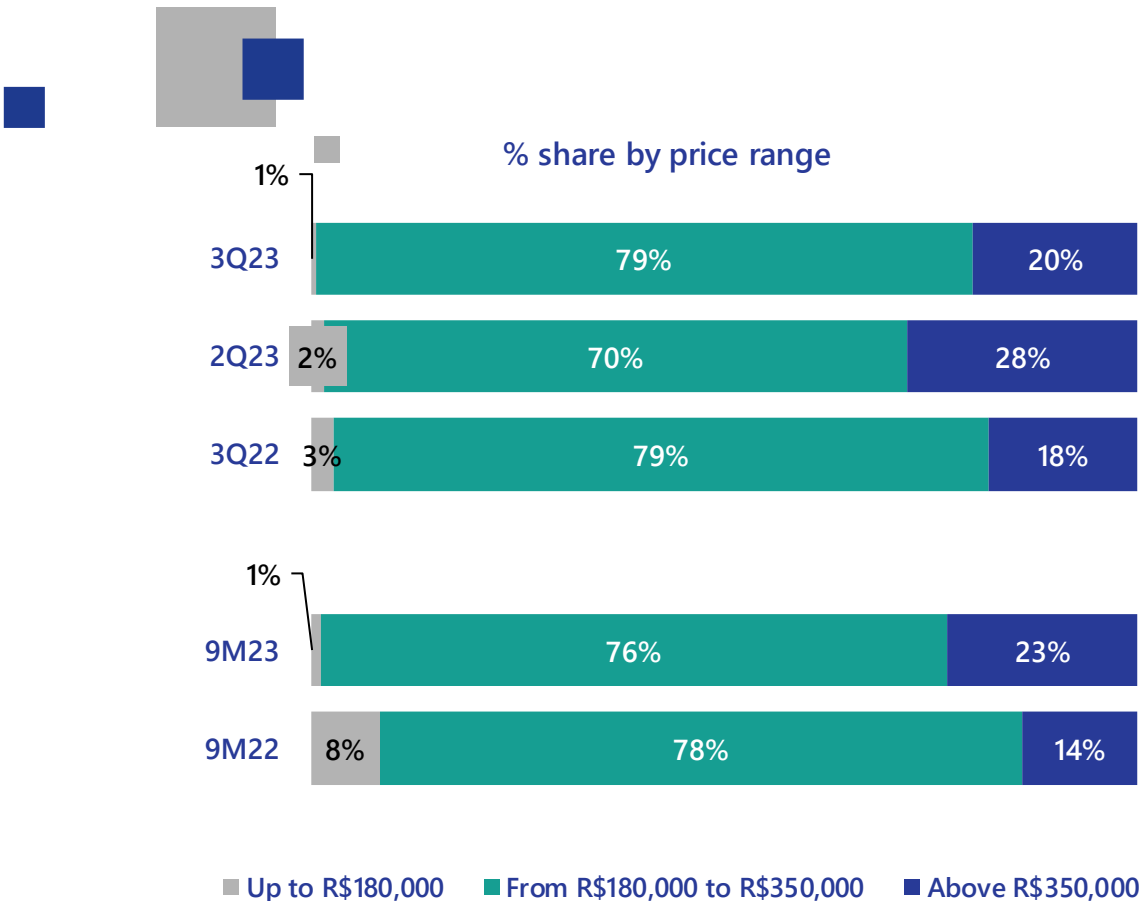
OPERATING INDICATORS



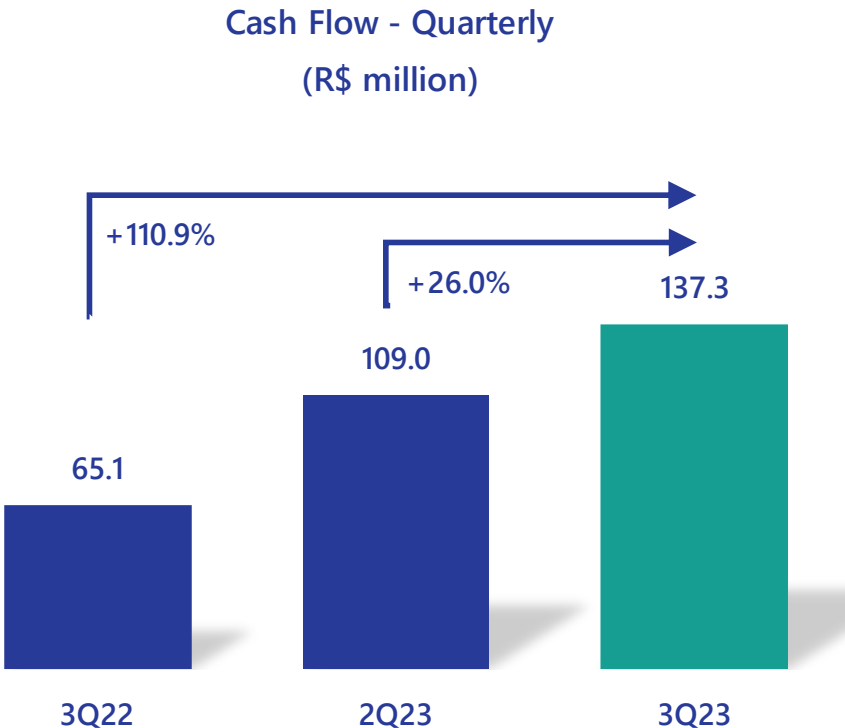
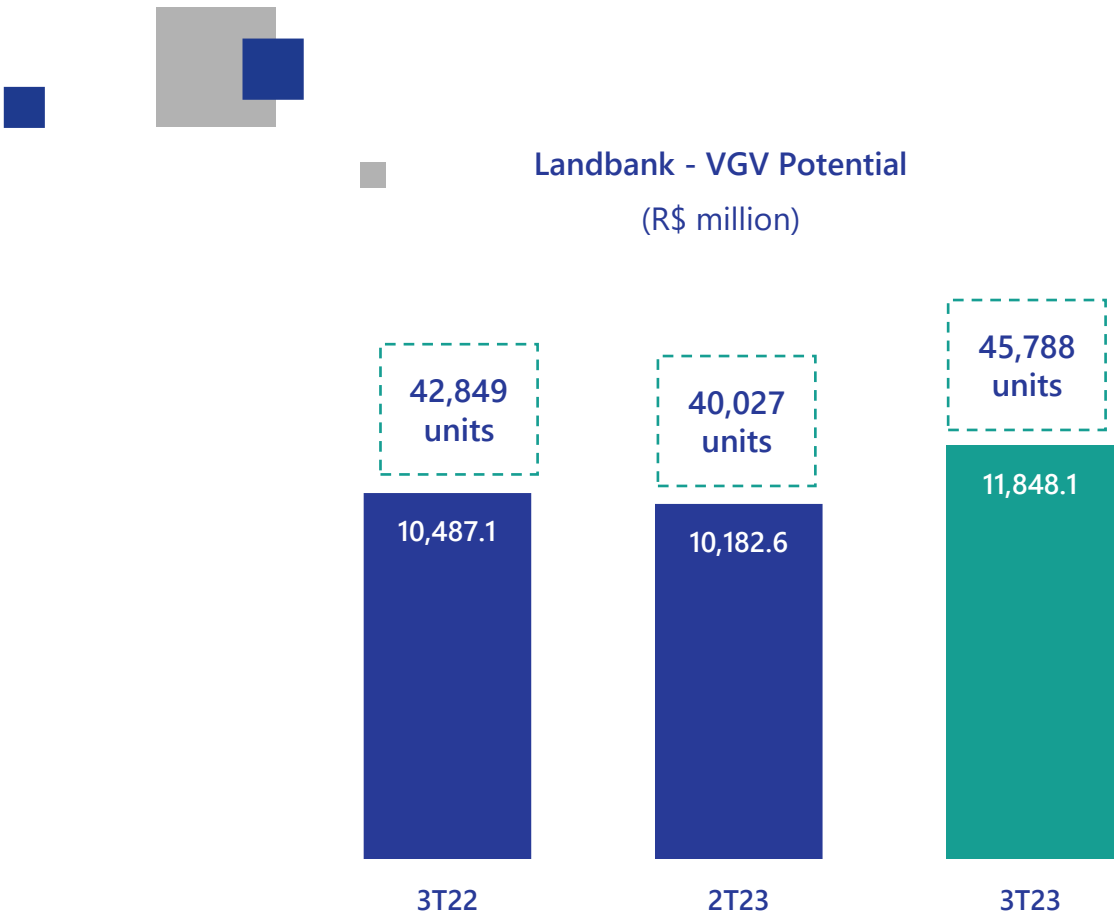
*The Net SOS LTM for 3Q23 have been adjusted compared to the data presented in the Operational Preview for 3Q23.

OUR STRATEGY IN 2023

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



OPERATING INDICATORS



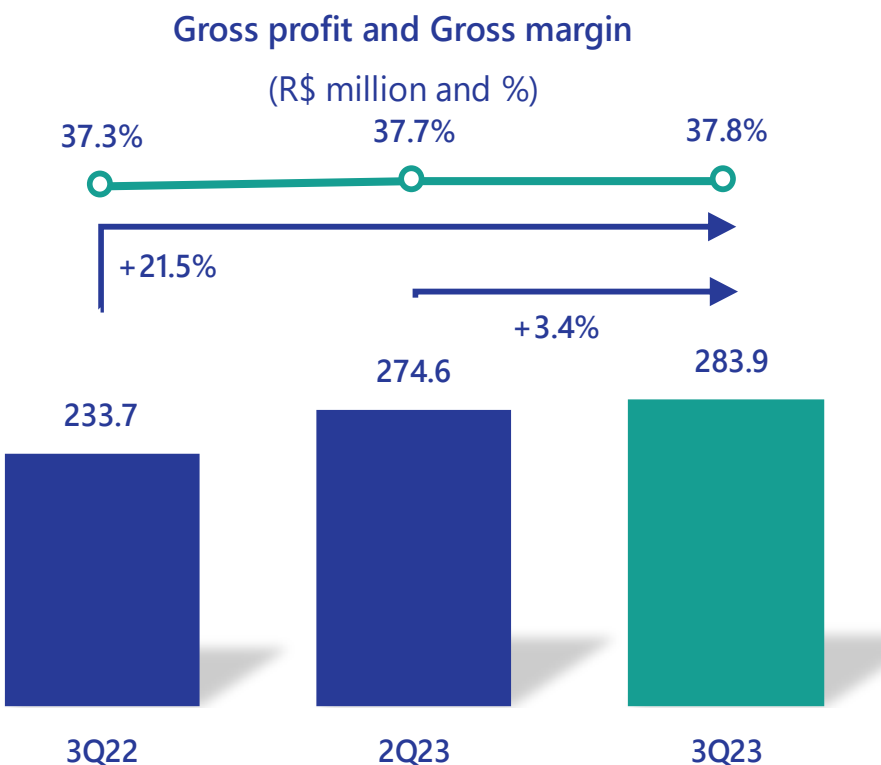
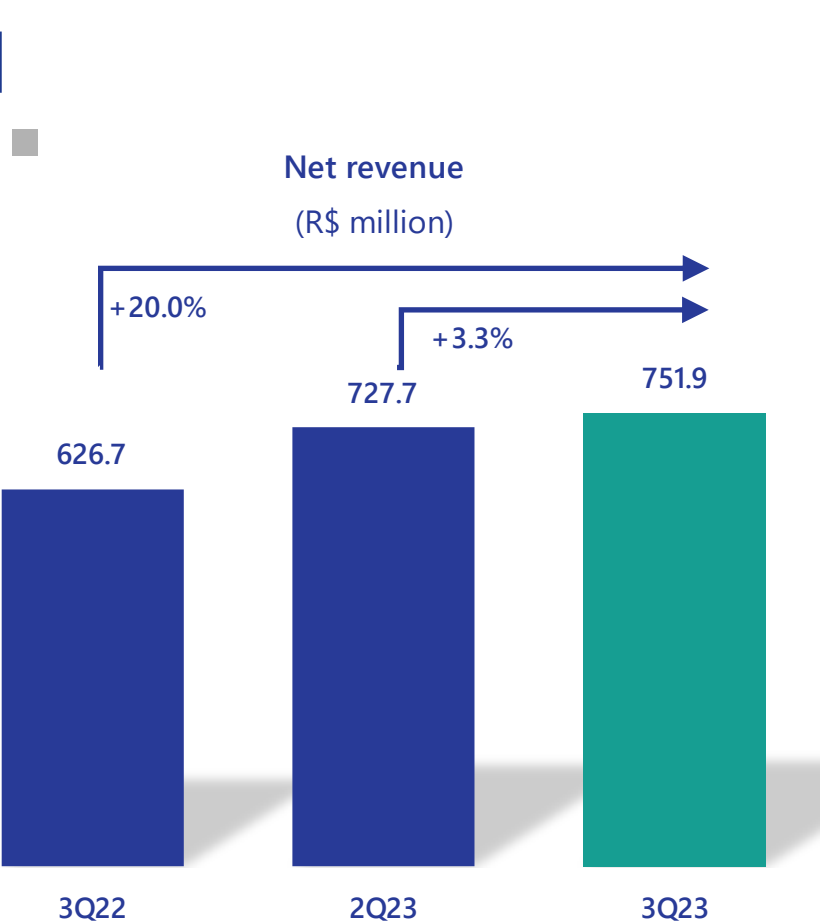
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João Mazzuco, CFA

CFO



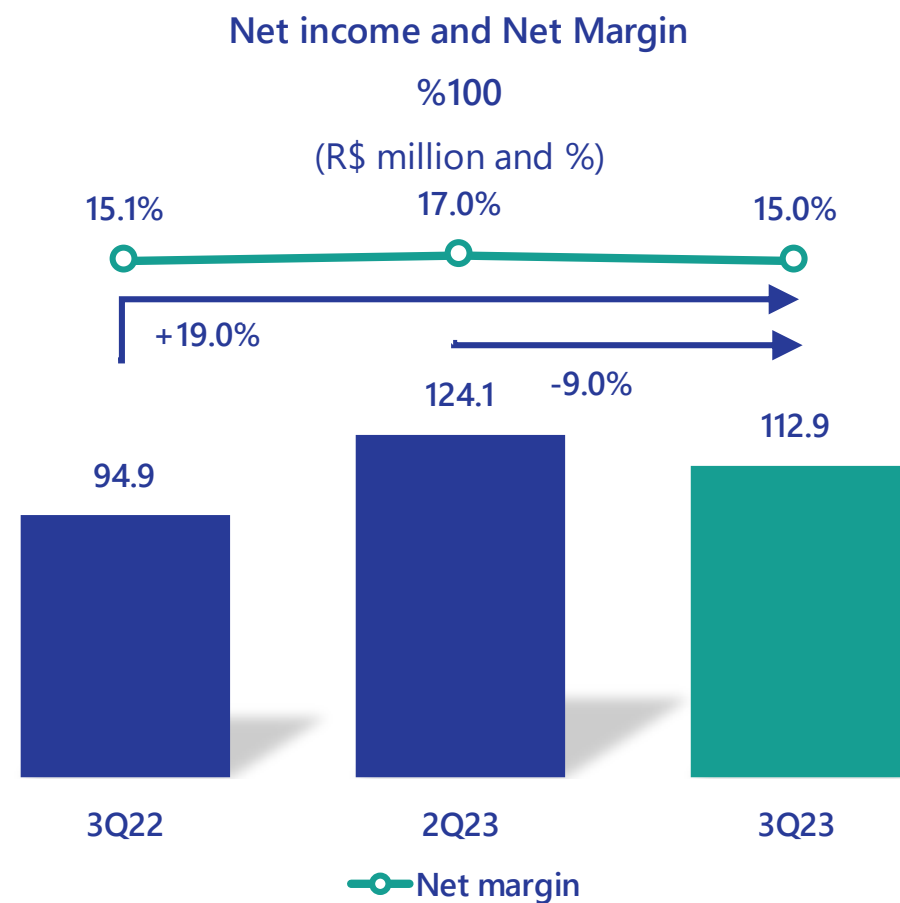
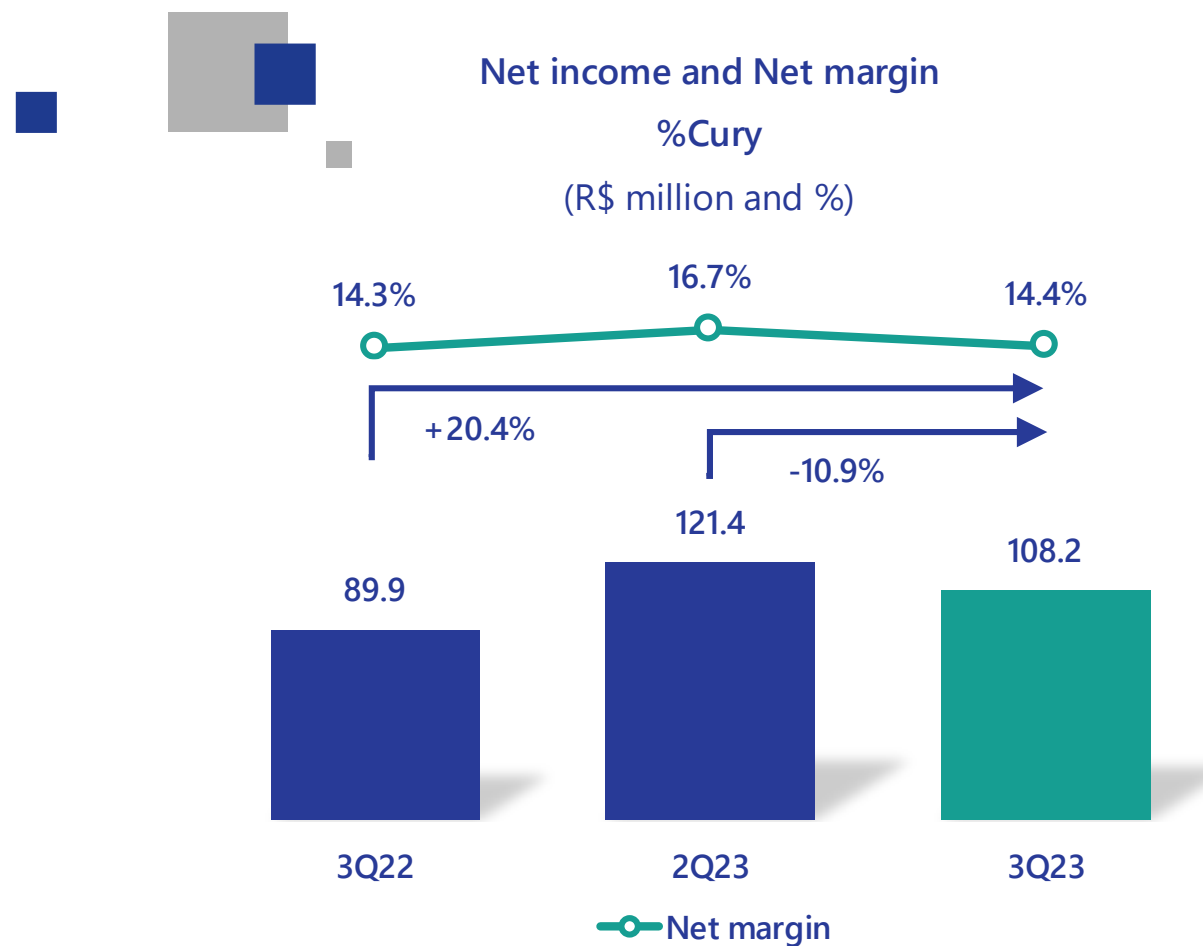
FINANCIAL INDICATORS



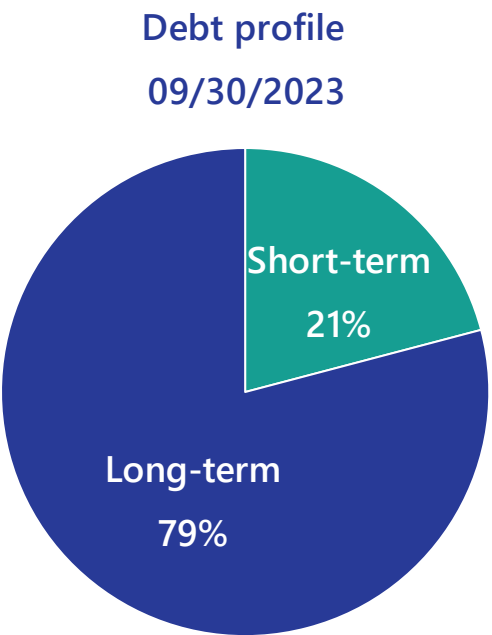
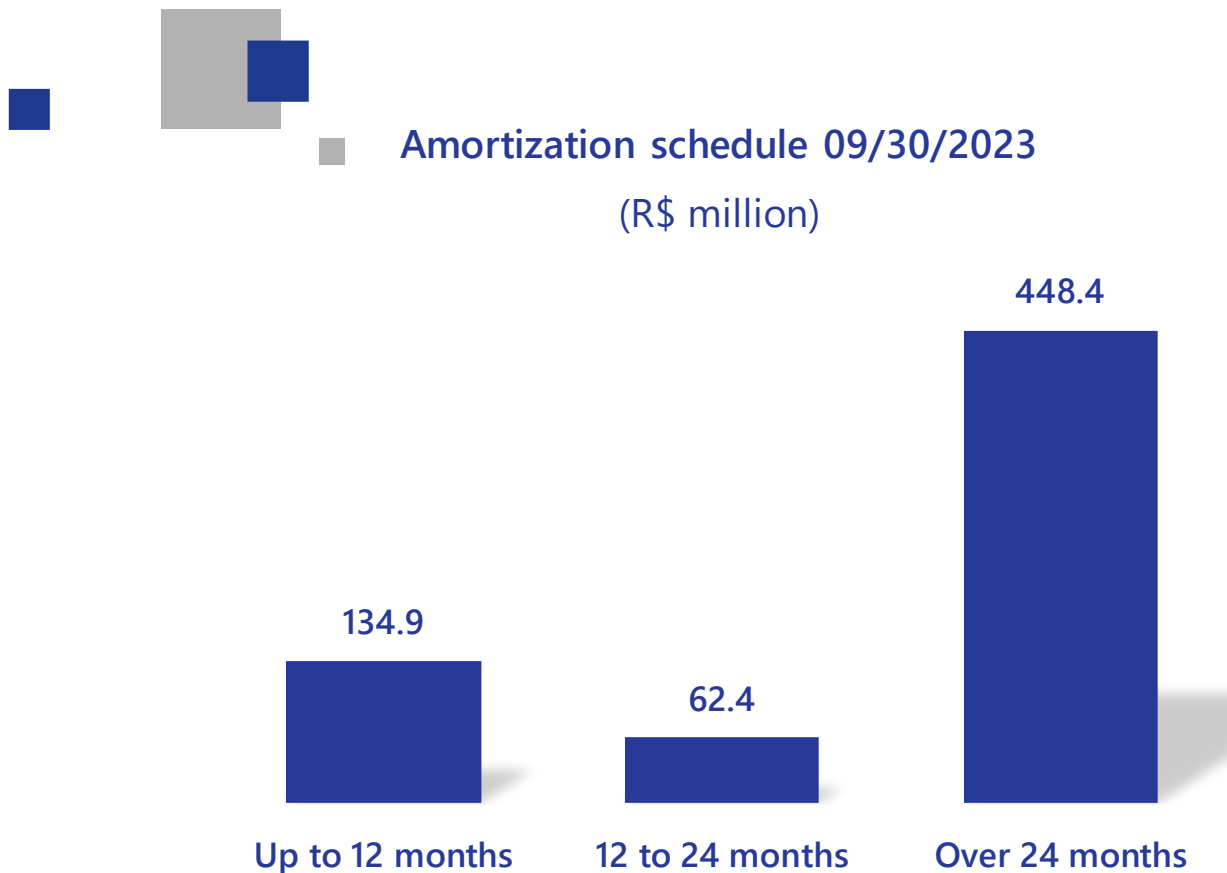
—○— Gross margin

Adjusted Gross Margin 38%

FINANCIAL INDICATORS



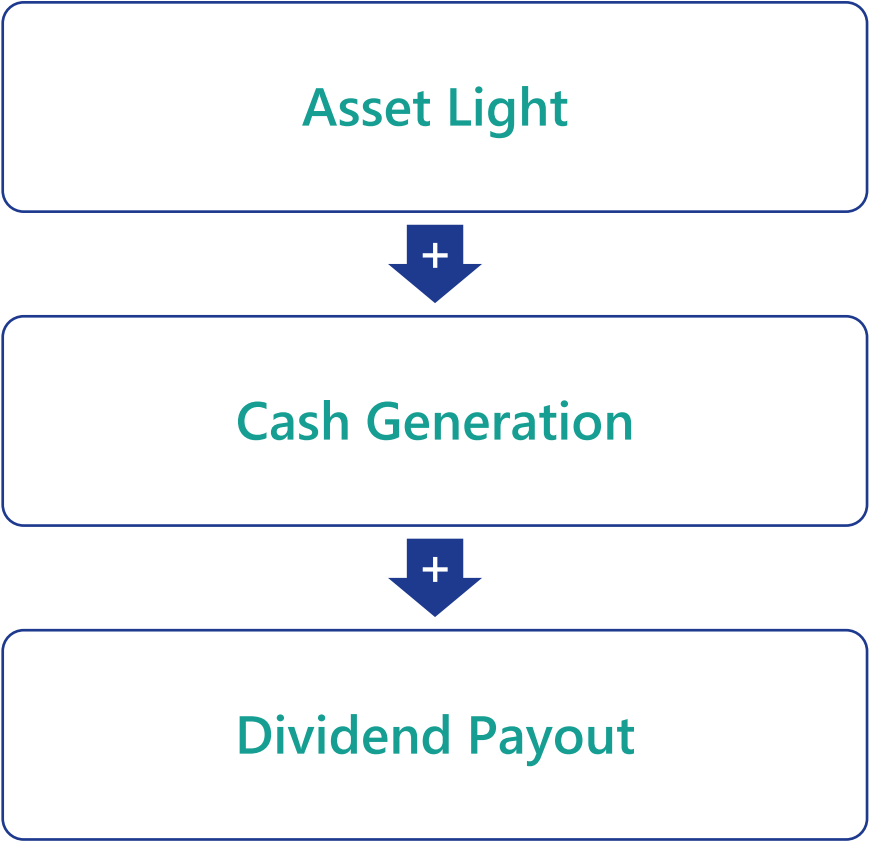
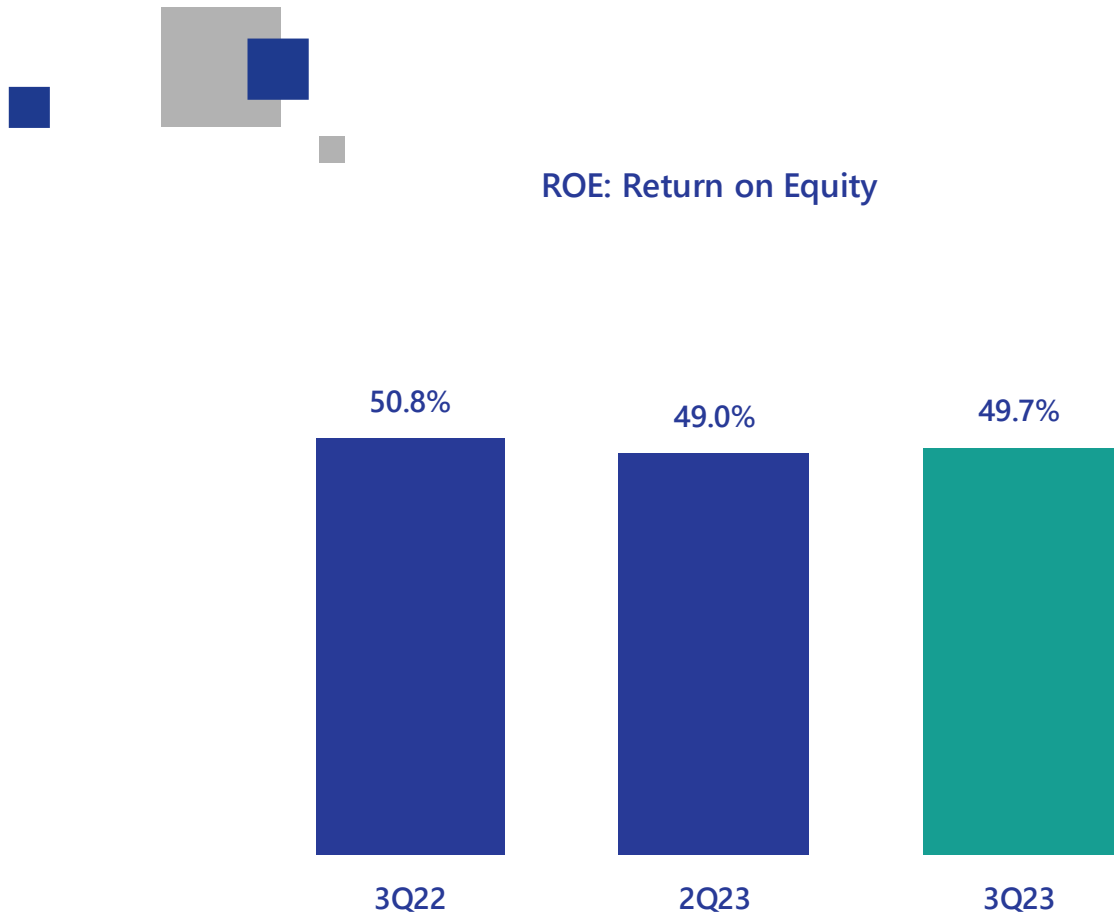
FINANCIAL INDICATORS



Gross Debt R\$645.7 million

Net Cash R\$463.4 million

FINANCIAL INDICATORS





3Q23

- Record of cash generation, landbank, net revenues and gross profit;
- 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

- New approvals of the MCMV program bring greater affordability to the customer.
- Sales mix scope within the program now reaches around 80% to 90%.
- Optimistic about the results of the upcoming quarters.

Investor Relations

IR Officer: Ronaldo Cury

IR Manager: Nádia Santos

IR Analyst: Alice Vasconcelos

IR Analyst: Hérciles Camargo

IR Intern: liliane Brito

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