



# 2Q22 EARNINGS RESULTS

## AUGUST 10, 2022

Investor Relations  
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**CEO**



**Fabio Elias Cury**

**IRO**



**Ronaldo Cury**

**CFO**



**João Mazzuco, CFA**



# **Fabio Cury**

CEO



## **MESSAGE FROM MANAGEMENT**



A large, solid blue triangle pointing to the right, positioned to the left of the name "Ronaldo Cury".

# **Ronaldo Cury**

IRO, Institutional Relations and Real Estate Credit Officer



## OPERATING

### 2Q22

- **LAUNCHES:** R\$ 1,056.3 million
- **NET PRE-SALES:** R\$ 897.5 million
- **NET SOS:** 41.6%
- **OPERATING CASH GENERATION:** R\$ 79.9 million

### 6M22

- **LAUNCHES:** R\$ 1,837.5 million
- **NET PRE-SALES:** R\$ 1,650.9 million
- **NET SOS:** 56.7%
- **OPERATING CASH GENERATION:** R\$ 97.5 million



## FINANCIAL

### 2Q22

- **NET REVENUES:** R\$ 602.8 million
- **GROSS MARGIN:** 35.8%
- **NET INCOME :** R\$ 92.9 million
- **NET MARGIN:** 15.4%

### 6M22

- **NET REVENUES:** R\$ 1,050.2 million
- **GROSS MARGIN:** 36.3%
- **NET INCOME :** R\$ 156.3 million
- **NET MARGIN:** 14.9%

## Launches

### São Paulo



May/2022  
PSV R\$ 87 M  
East Zone  
+80% sold



May/2022  
PSV R\$ 210 M  
South Zone  
+70% sold

### Rio de Janeiro

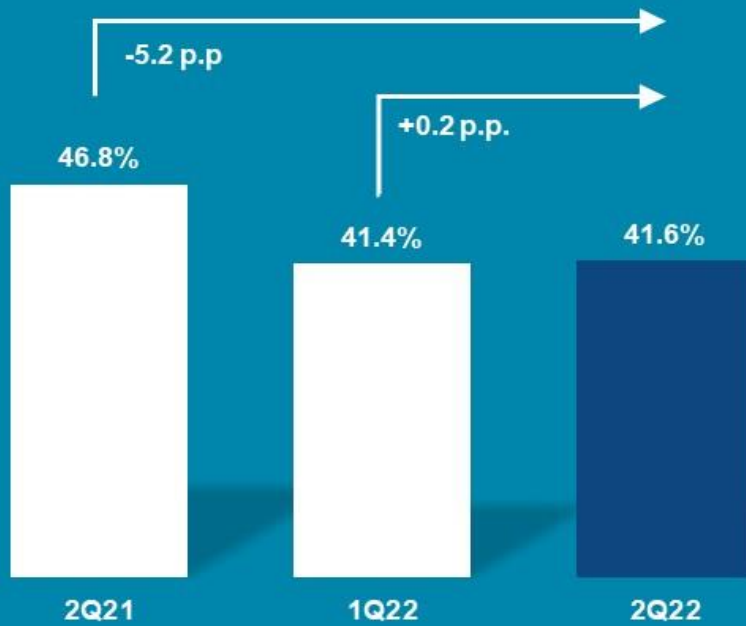


May/2022  
PSV R\$ 127 M  
Downtown  
+40% sold

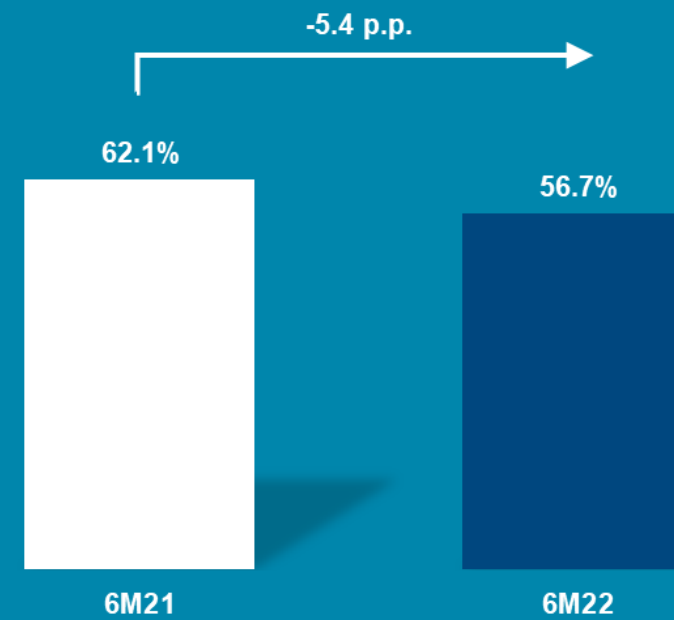
**7 projects during  
2Q22  
PSV of R\$1,056.3  
million**



Quartely Sales Speed- SOS - Net



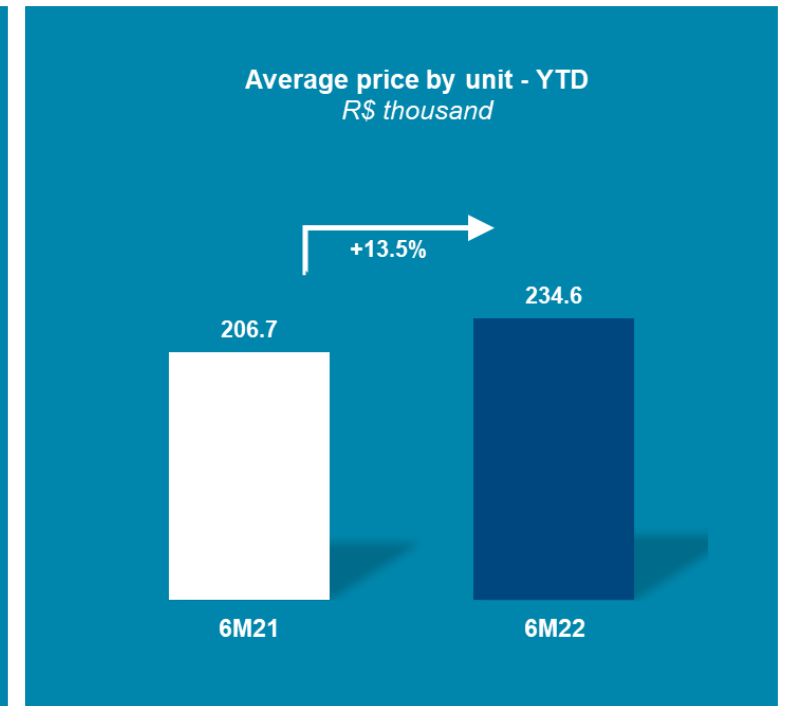
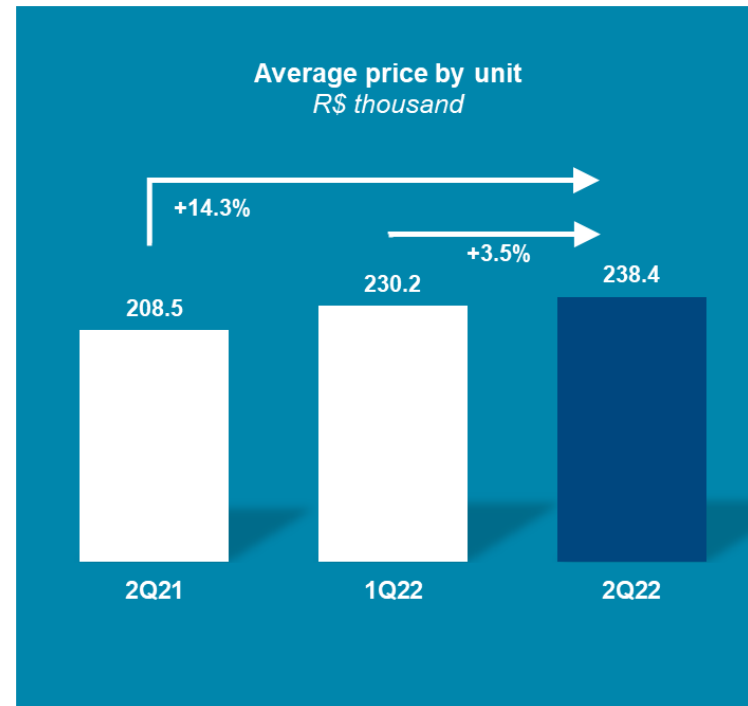
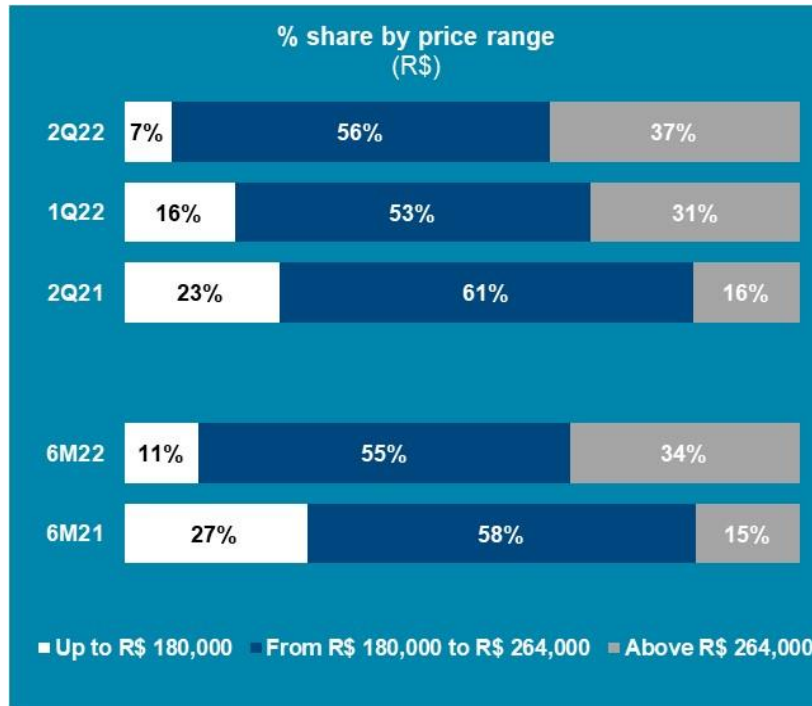
SOS - Net YTD





## OUR STRATEGY IN 2022

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



\* CVA: Casa Verde e Amarela, Brazilian Government Housing Program



## Landbank - Potential PSV (R\$ million)



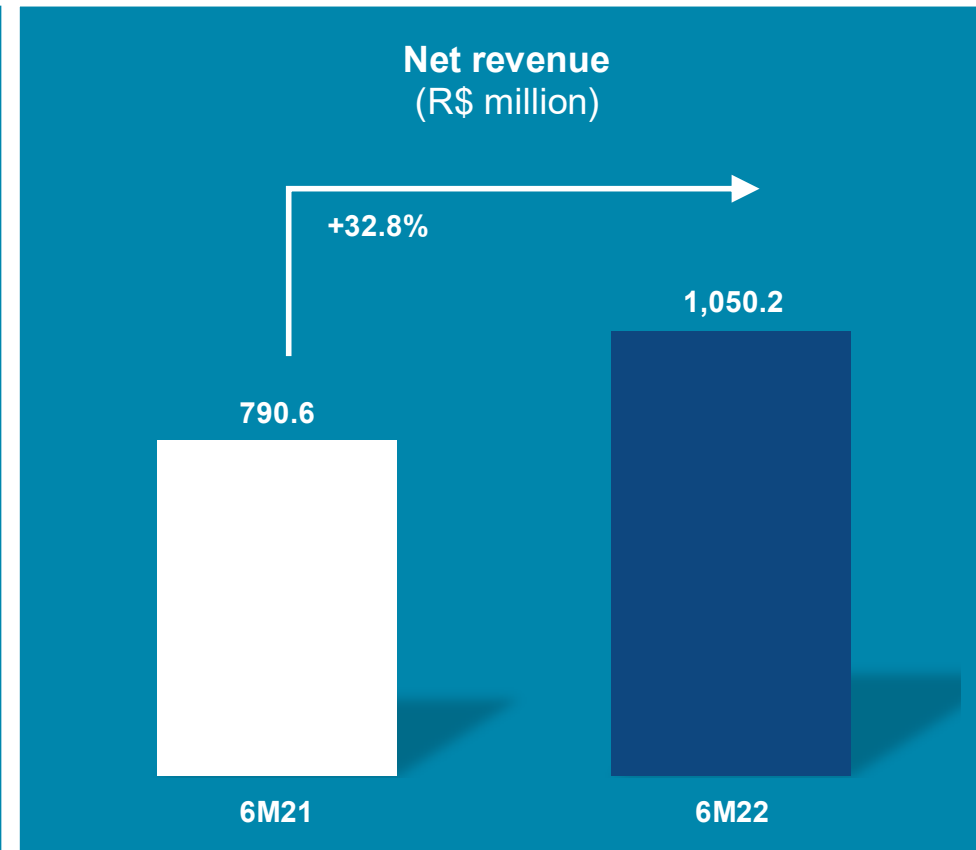
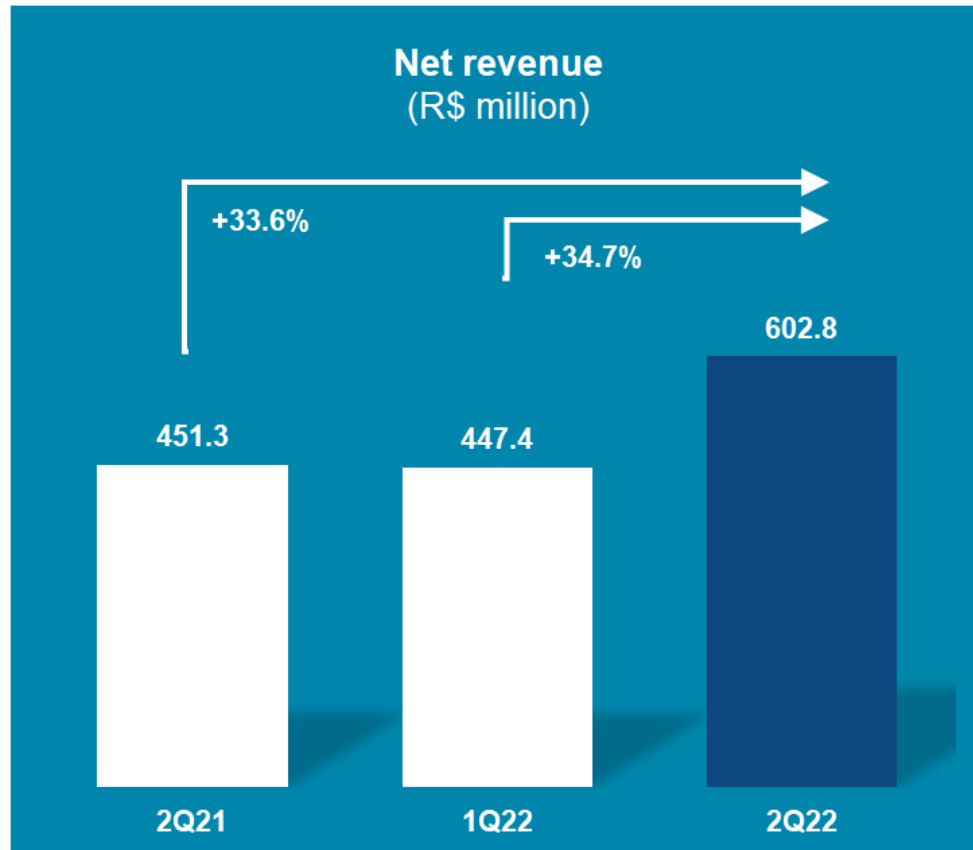
## Cash Generation - YTD (R\$ million)

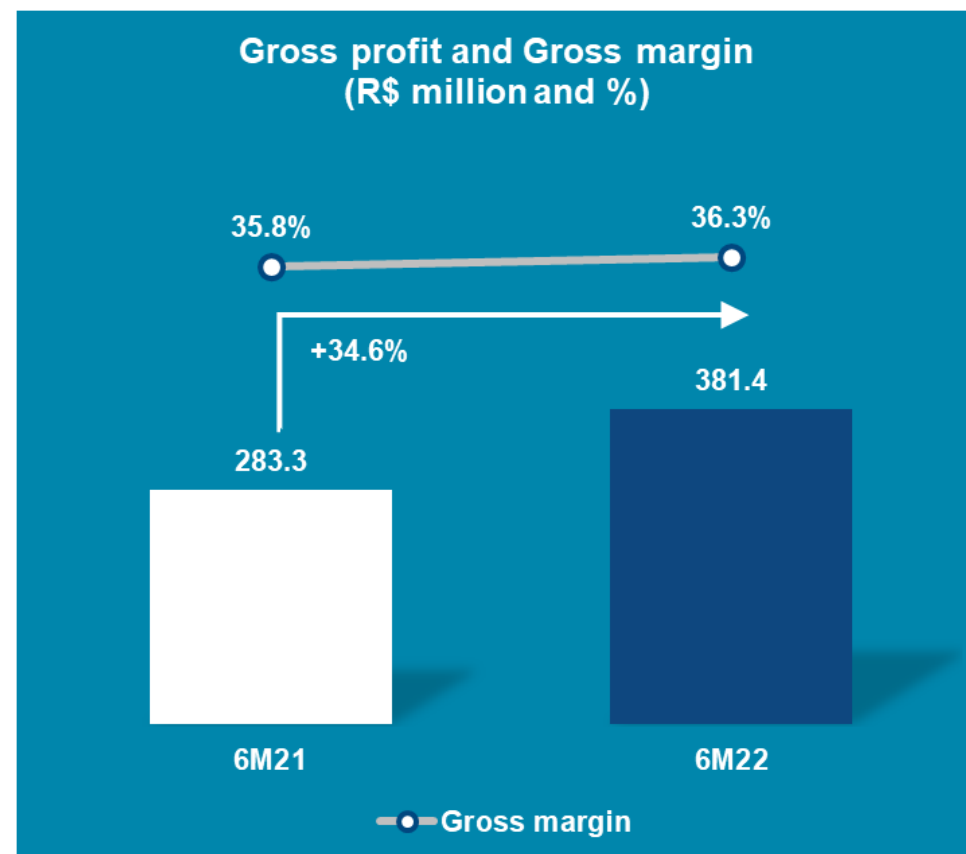
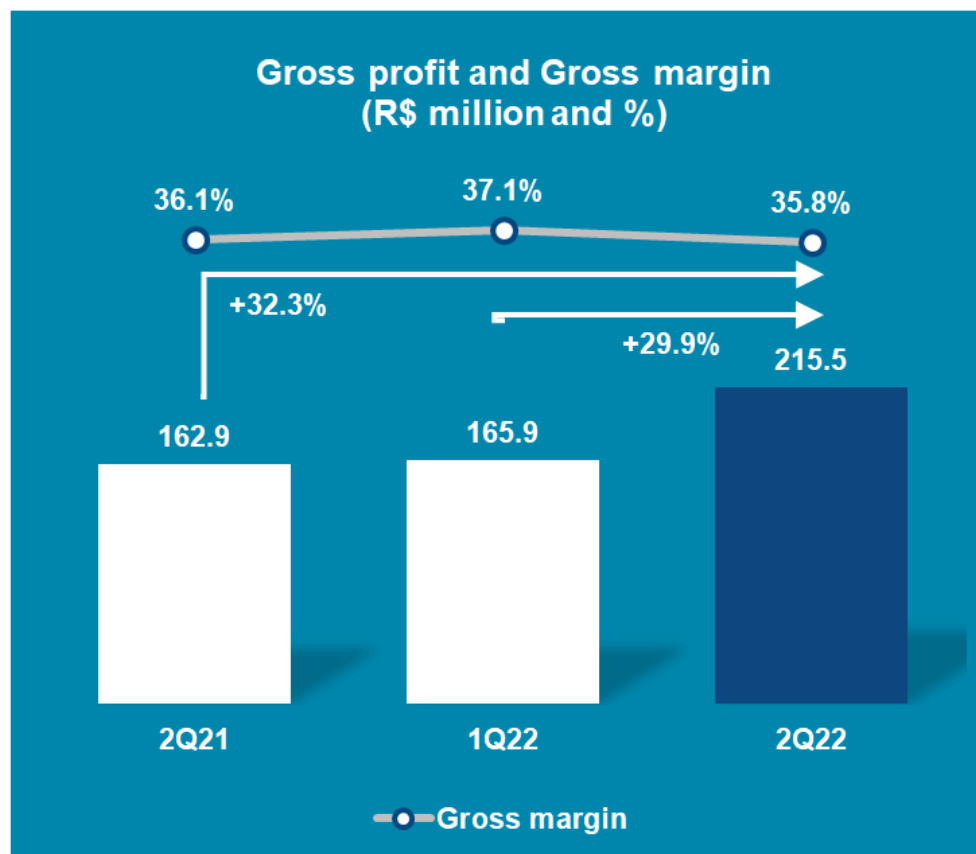




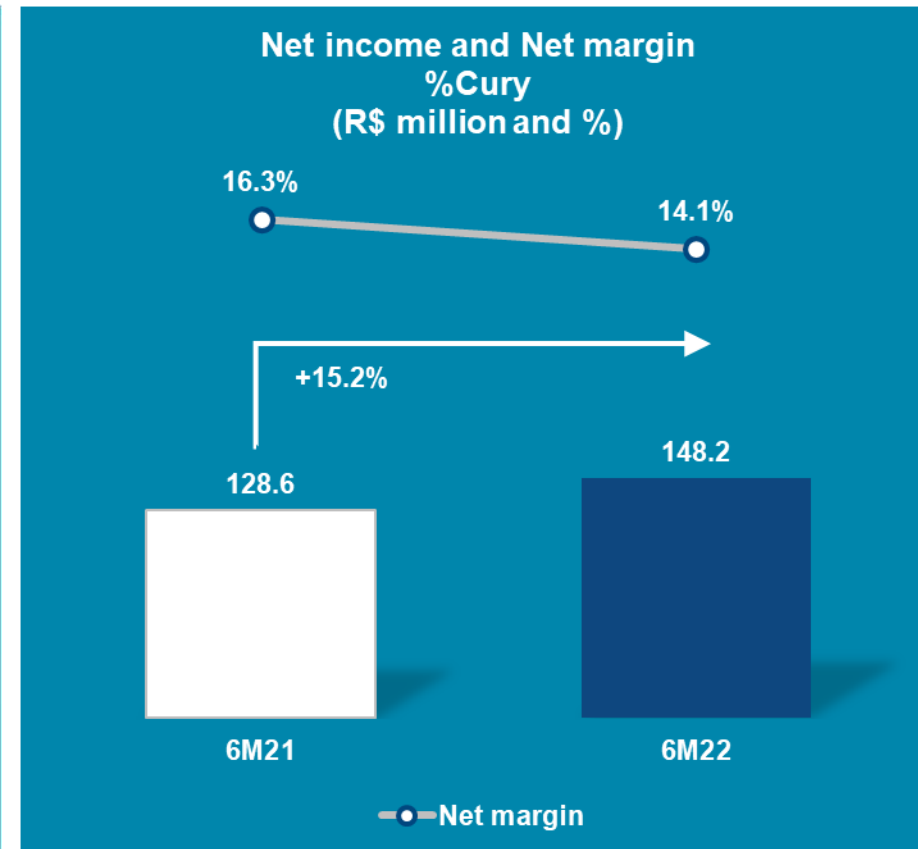
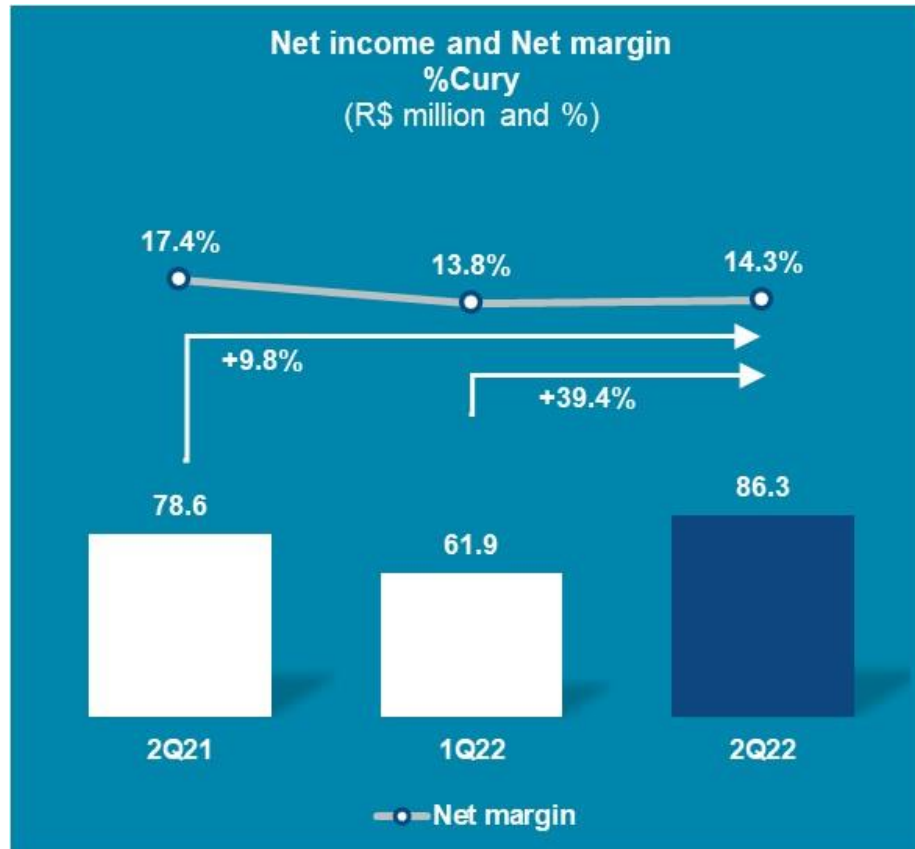
# **João Mazzuco, CFA**

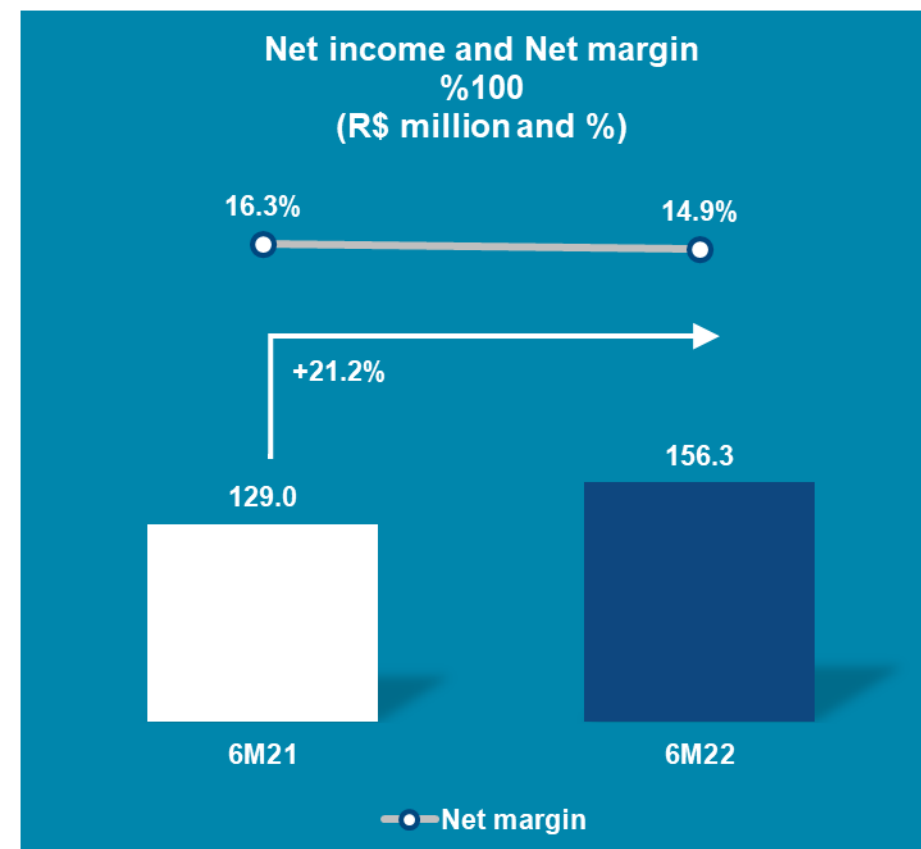
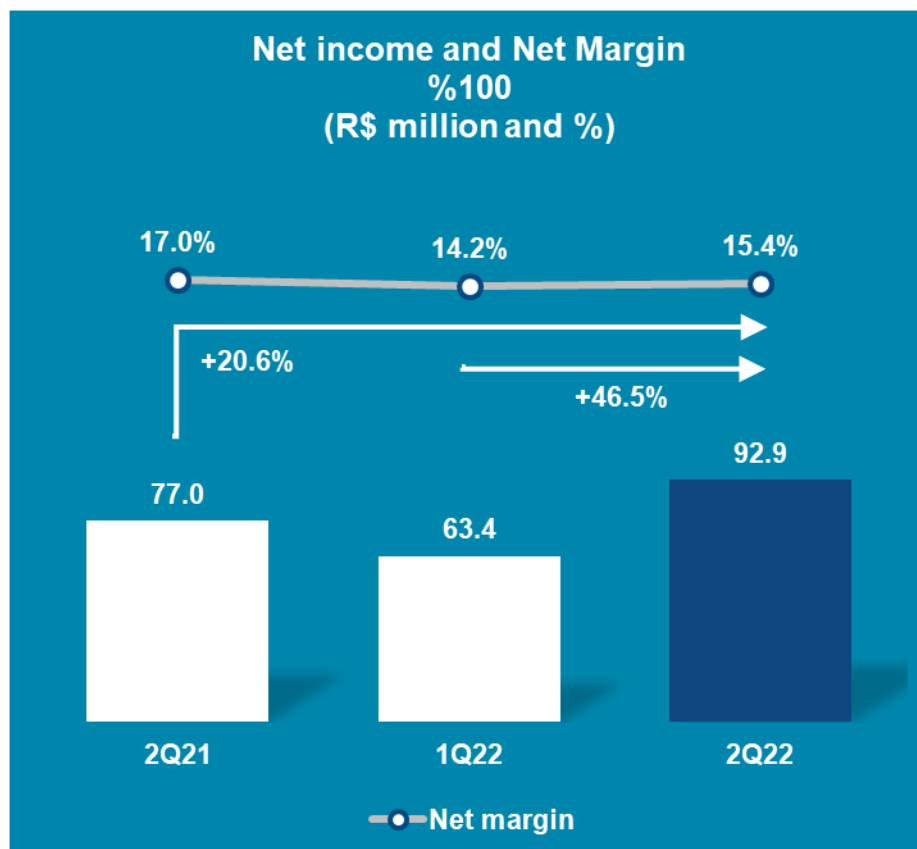
## **CFO**





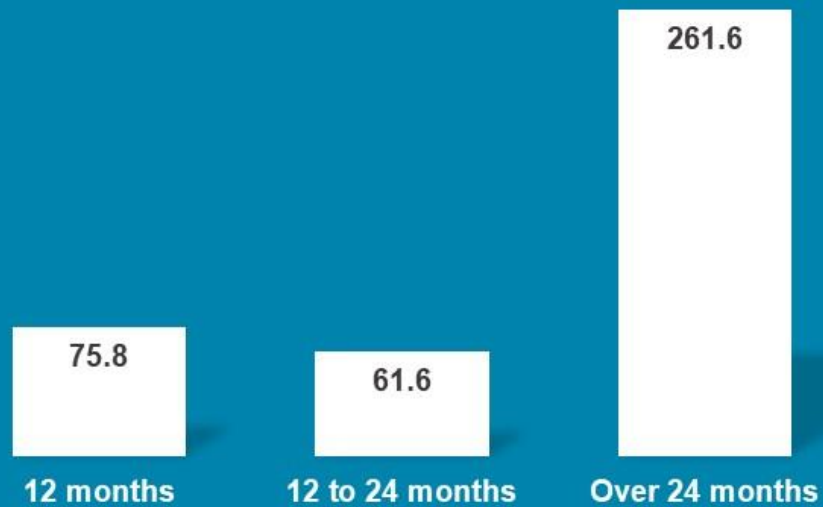




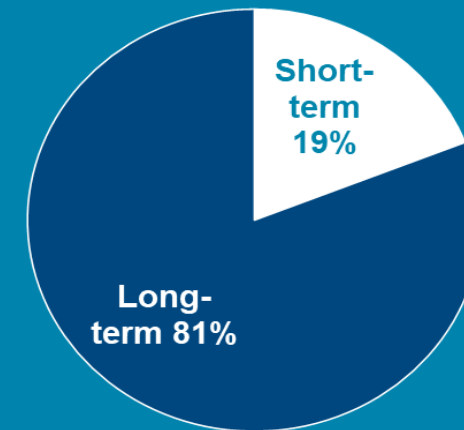


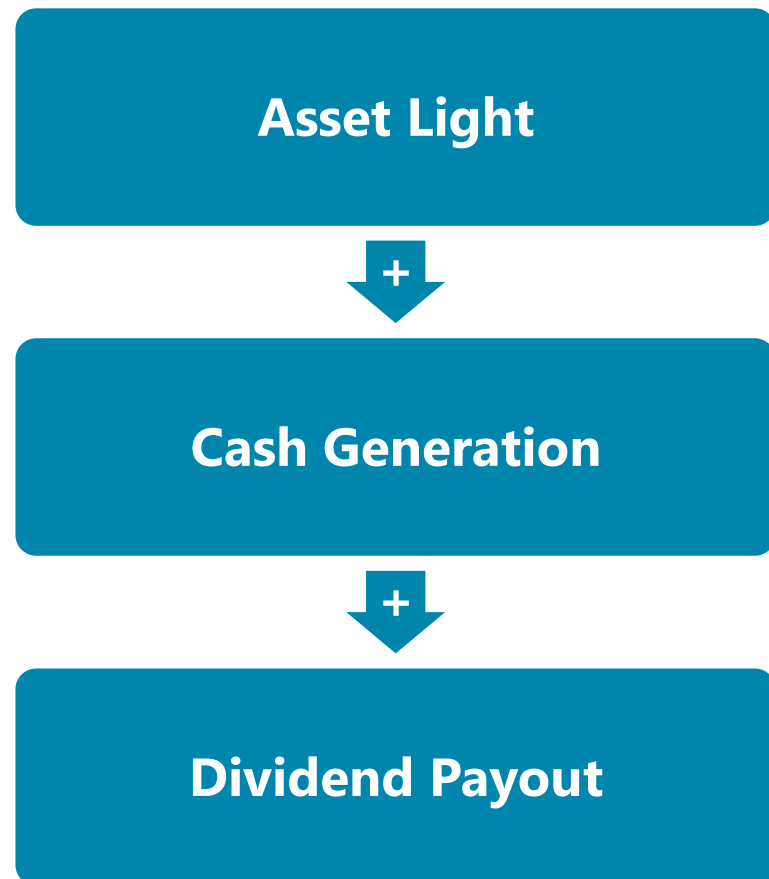
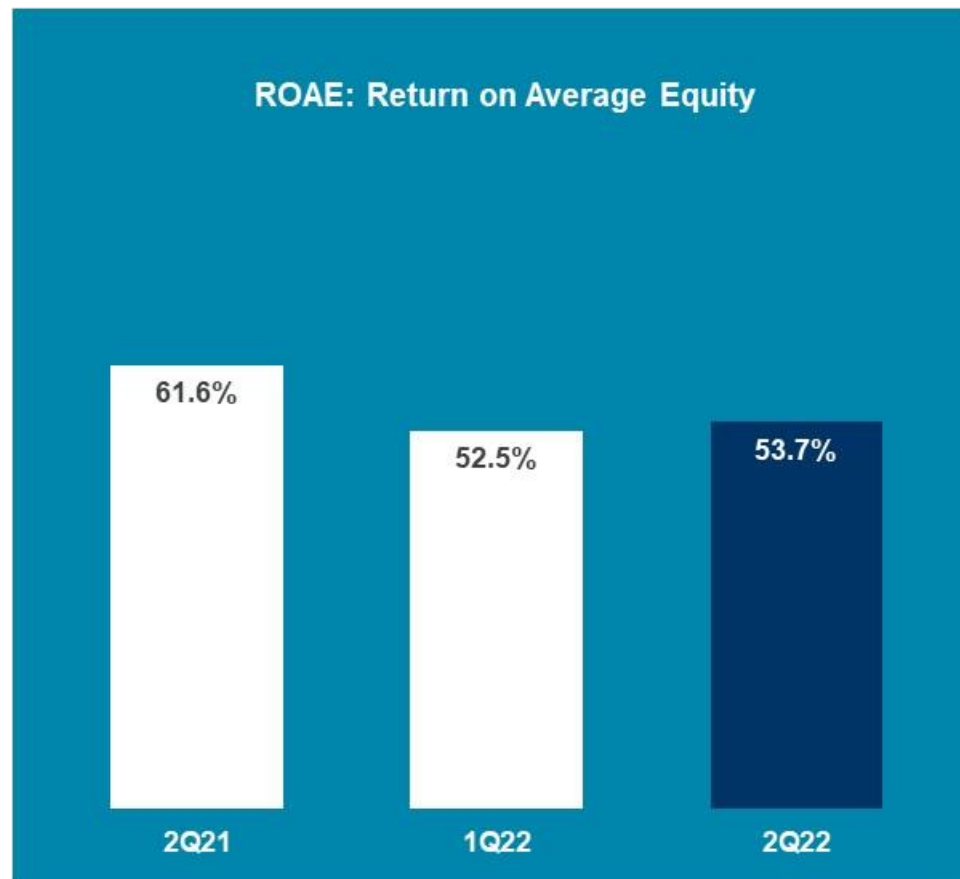


**Amortization schedule 06/30/2022**  
(R\$ million)



**Debt profile**  
06/30/2022







## 2Q22

- Strong launch performance, exceeding the historical record and reaching the average price of R\$ 238.400.
- Solid demand on sales, keeping high levels of SOS, even increasing units' prices.
- Maintaining margins, although inflation pressure, through price adjustments on launches and inventories.



## NEXT QUARTERS

- Changes in the CVA program and decreases in the pro-cotista mortgage rates should bring better demand and affordability to our customers.
- We keep confident 2022 results will exceed 2021.
- Margins will keep current levels, while we go through inflationary scenario.





## Investor Relations

IR Officer: Ronaldo Cury

IR Manager: Nádia Santos

IR Analyst: Alice Vasconcelos

IR Intern: Bruna Monquie Alves

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