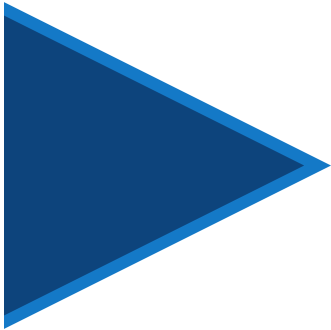




RESULTADOS DO 4T20 | 2020

19 DE MARÇO DE 2020





Fabio Cury
CEO



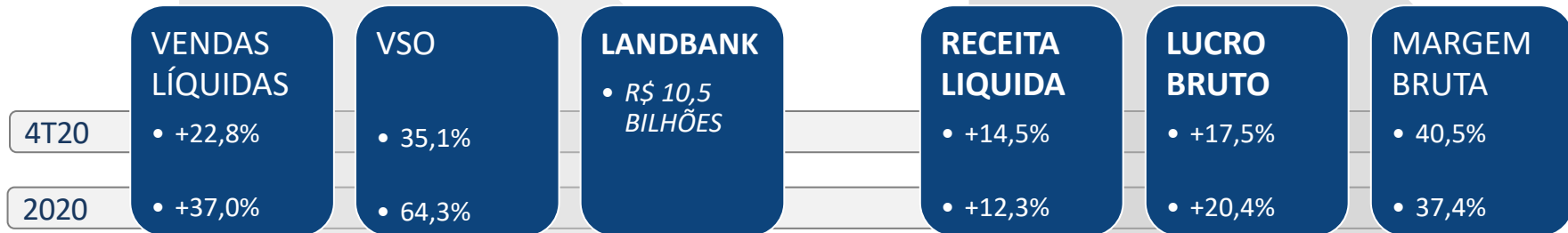
DESTAQUES: robustez da operação e mercado favorável

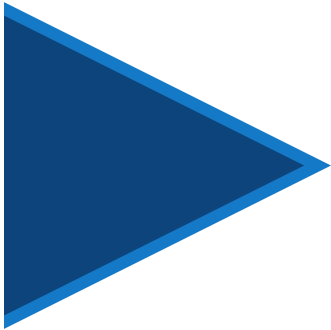


OPERACIONAIS



FINANCEIRO





Ronaldo Cury

DRI, Diretor de Relações Institucionais e de Crédito Imobiliário



Lançamentos: meta de R\$ 1,5 bi atingida



6 no trimestre = VGV de R\$ 675 milhões

17 em 2020 = VGV de R\$ 1.541 milhões

Demanda constante e crescente

Urban Barra Funda II



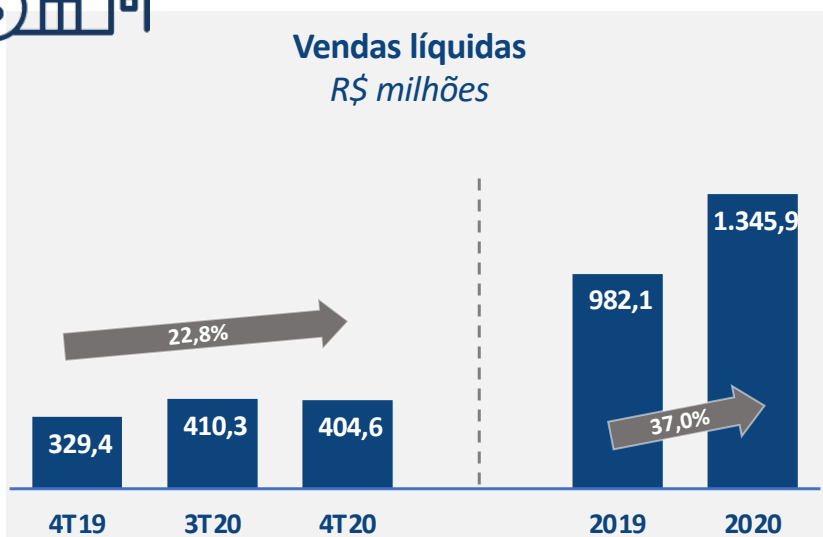
**78,4%
Vendido**

* Informações de Vendas até o fechamento de 16/03/2020

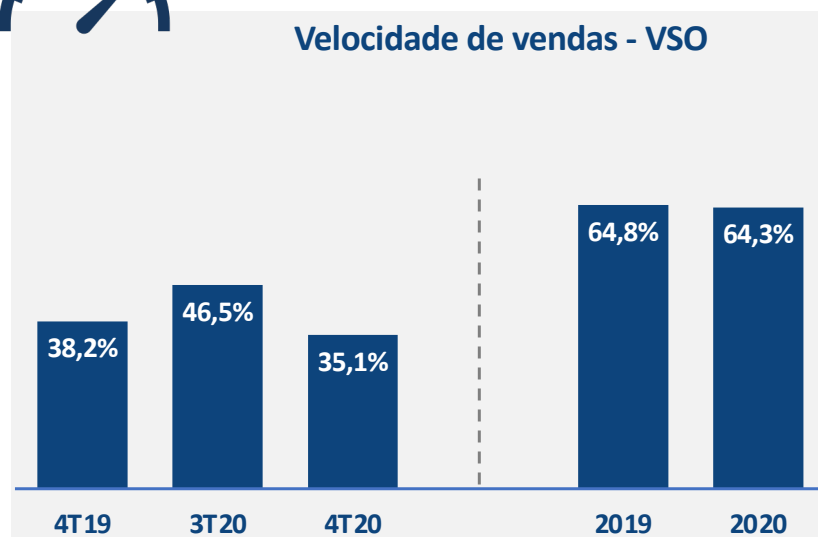
Estoque Pronto = Apenas R\$ 16 milhões



Vendas líquidas
R\$ milhões



Velocidade de vendas - VSO

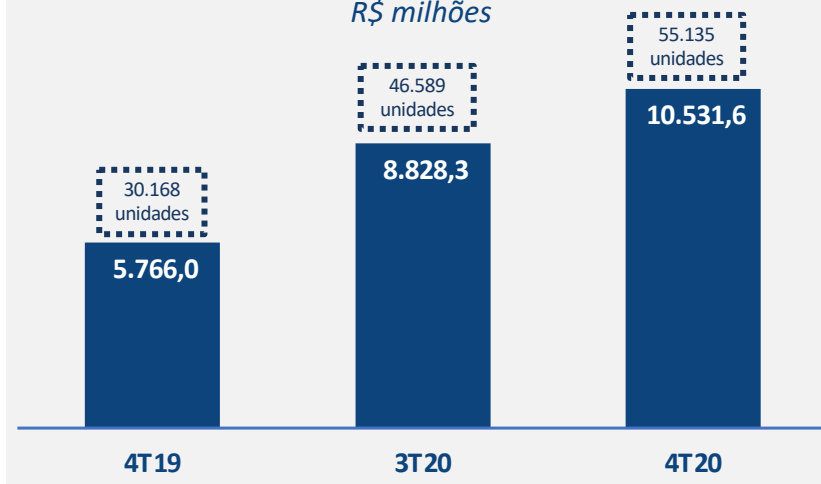




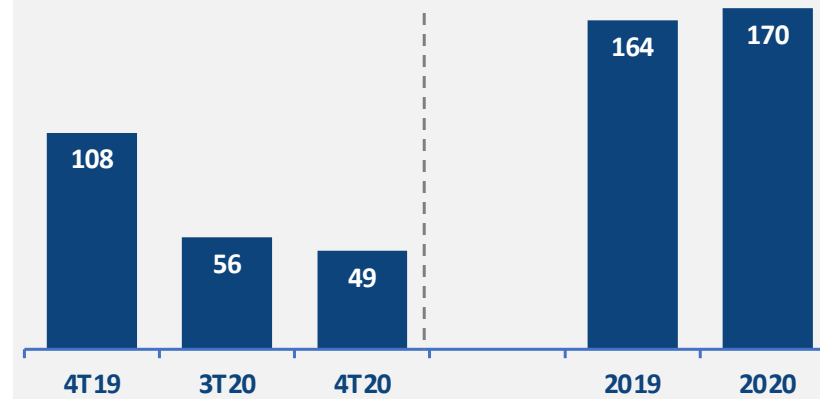
Landbank e geração de caixa: solidez e consistência



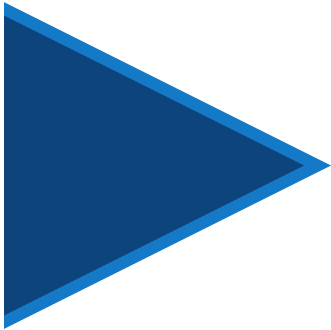
Landbank – VGV Potencial
R\$ milhões



Geração de caixa*
R\$ milhões



* Sem os efeitos da Oferta Primária



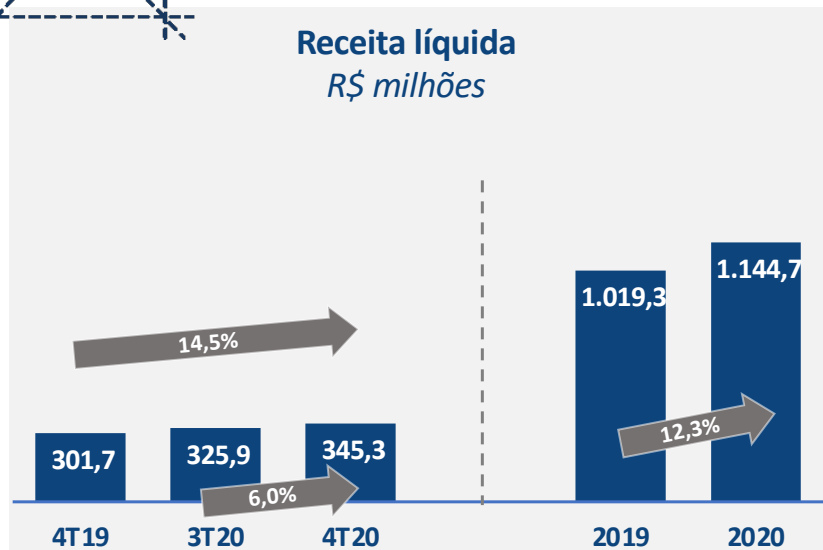
João Mazzuco
CFO



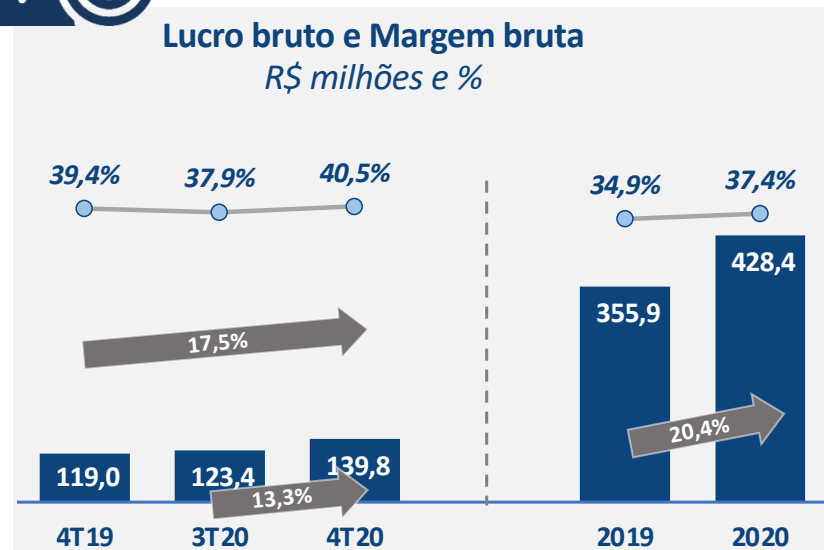
Receita líquida e lucro bruto



Receita líquida
R\$ milhões

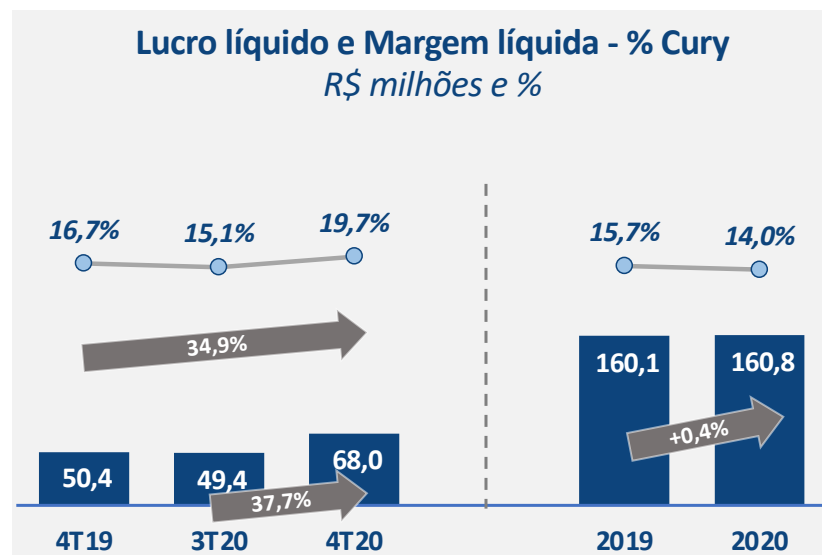
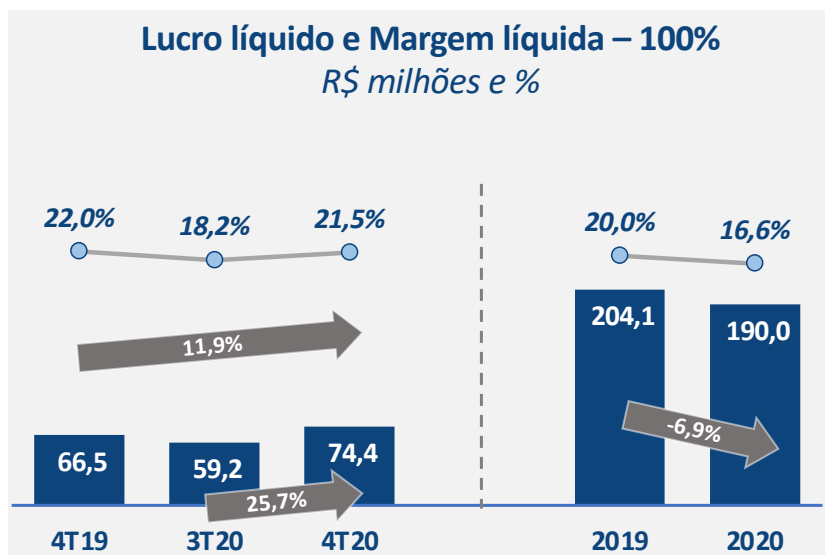


Lucro bruto e Margem bruta
R\$ milhões e %





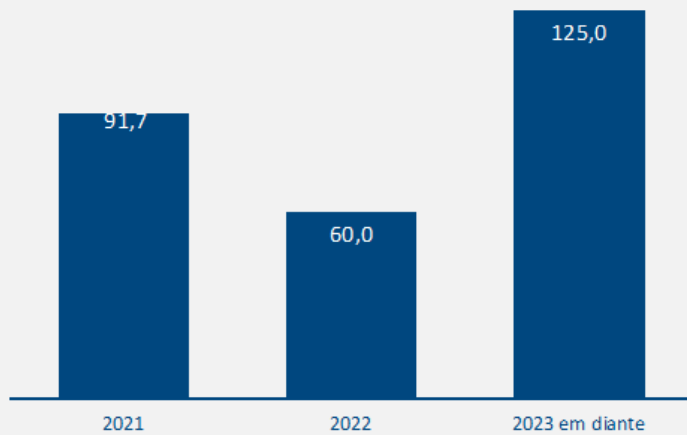
Resultado líquido



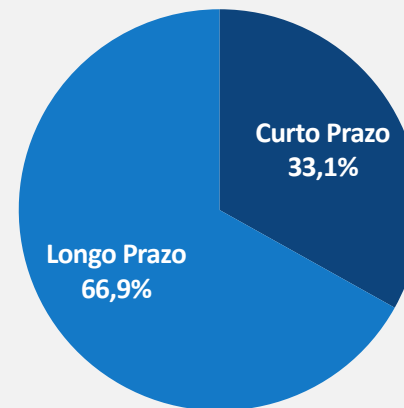


Endividamento:

Cronograma de Amortização
31/12/2020
(R\$ Milhões)

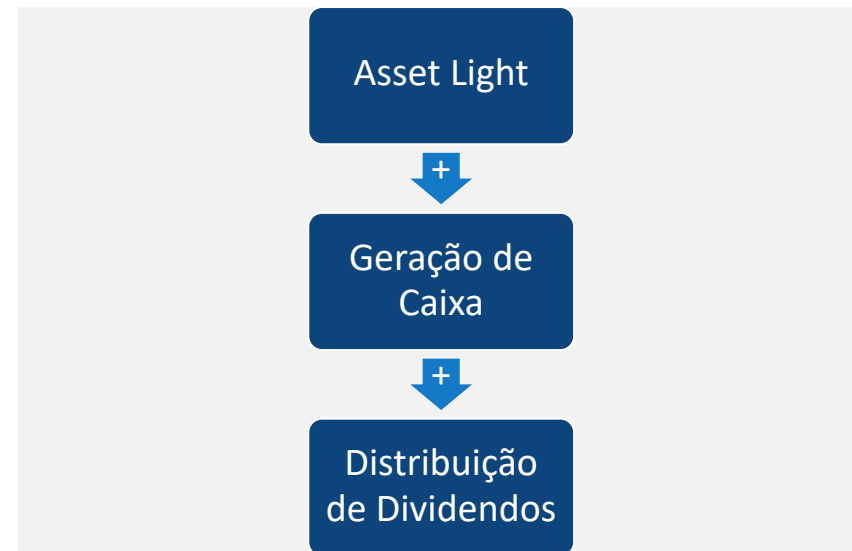
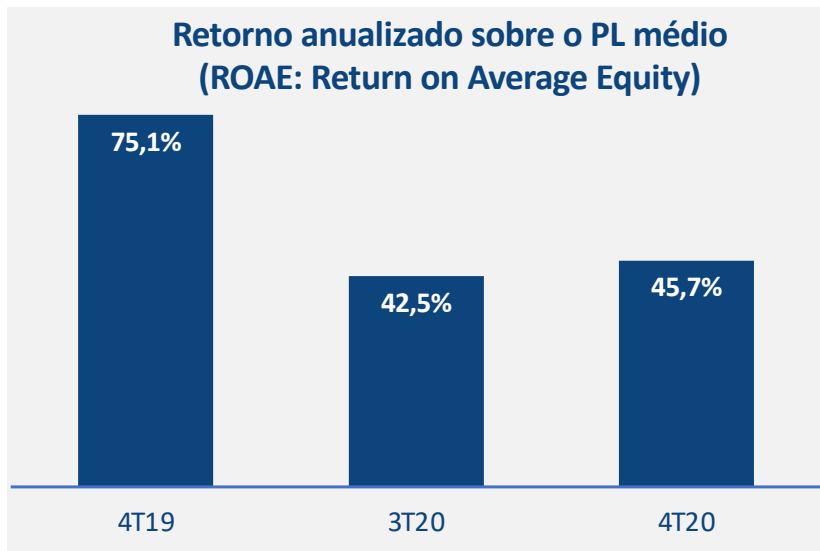


Perfil do endividamento
31/12/2020





ROAE: Foco nos pilares estratégicos





Forte resultado: outlook positivo



2020

Recordes de vendas e lançamentos

Landbank forte e crescendo

Margem bruta em patamar elevado



PRÓXIMOS TRIMESTRES

Solidez e confortável estrutura de capital

Time comprometido e focado

Demanda resiliente



Relações com Investidores

Diretor de RI: Ronaldo Cury
Gerente de RI: Marcelo Korber



ri@cury.net

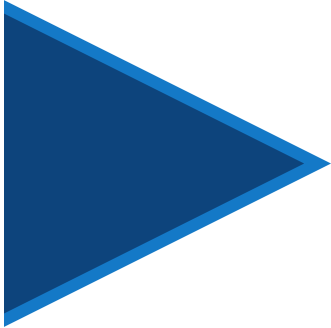
Esta apresentação pode conter considerações futuras referentes às perspectivas do negócio, estimativas de resultados operacionais e financeiros. Essas informações e dados se baseiam exclusivamente nas expectativas da administração em relação ao futuro do negócio e seu contínuo acesso a capitais para financiar o plano de negócios da Companhia. Tais considerações futuras dependem, substancialmente, de mudanças nas condições de mercado, regras governamentais, pressões da concorrência, desempenho do setor e da economia brasileira, entre outros fatores e estão, portanto, sujeitas a mudança sem aviso prévio.



4Q20 | 2020 RESULTS

MARCH 19, 2020





Fabio Cury
CEO



HIGHLIGHTS: Strength of the operation and favorable market

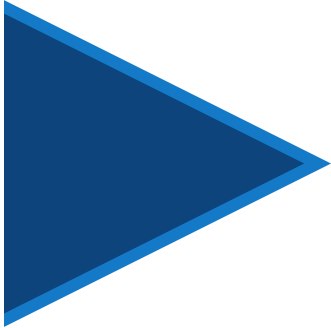


OPERATING



FINANCIAL

	PRE SALES	SOS	LANDBANK	NET REVENUE	GROSS PROFIT	GROSS MARGIN
4Q20	• +22.8%	• 35.1%	• R\$10.5 BILLION	• +14.5%	• +17.5%	• 40.5%
2020	• +37.0%	• 64.3%		• +12.3%	• +20.4%	• 37.4%



Ronaldo Cury

IRO, Institutional Relations and Real Estate Credit Officer



Launches: R\$1.5 bi target achieved



6 in the quarter = PSV of R\$675 million

17 in 2020 = PSV of R\$1,541 million

Constant and growing demand



Urban Barra Funda II

* Sales information as of 03/16/2020

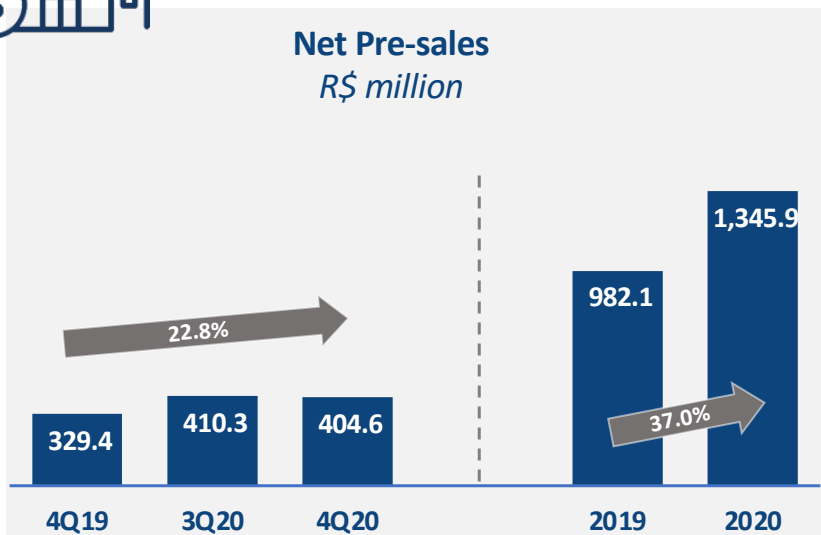
Completed inventory = Only R\$16 million



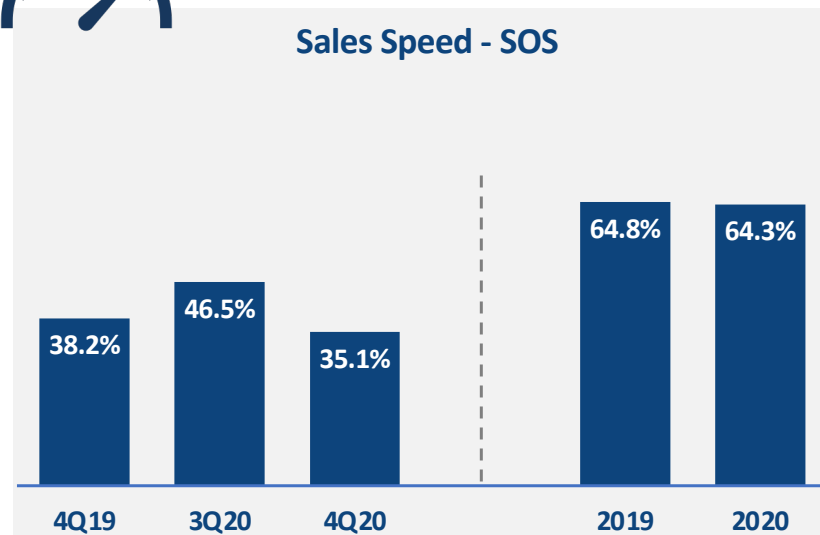
Pre-Sales and SOS



Net Pre-sales
R\$ million



Sales Speed - SOS

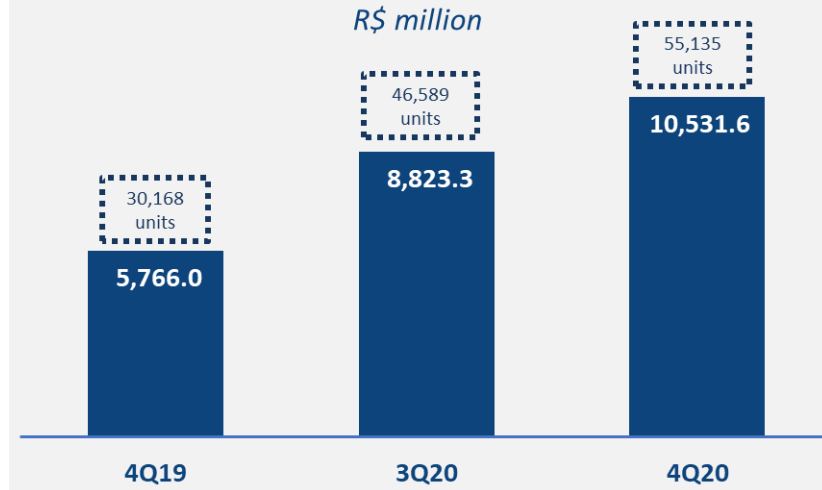




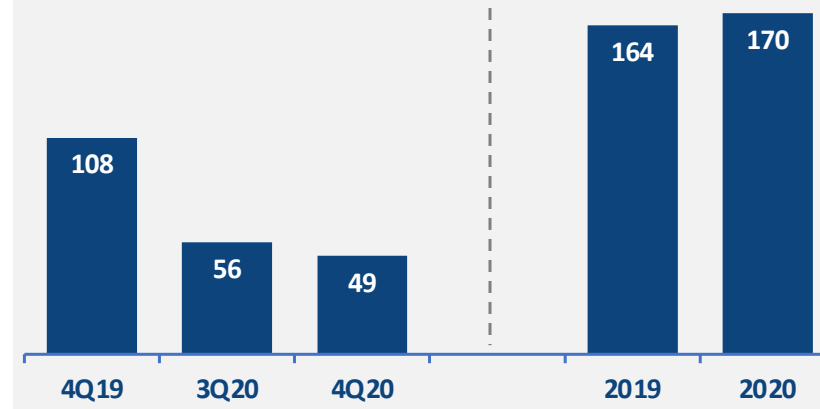
Landbank and cash generation: solid and consistent



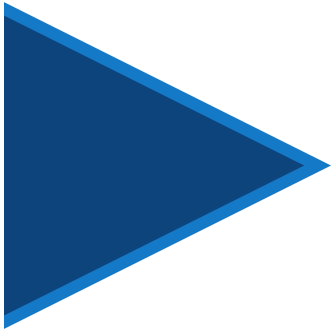
Landbank – Potencial PSV
R\$ million



Cash Generation*
R\$ million



* ex-primary offering



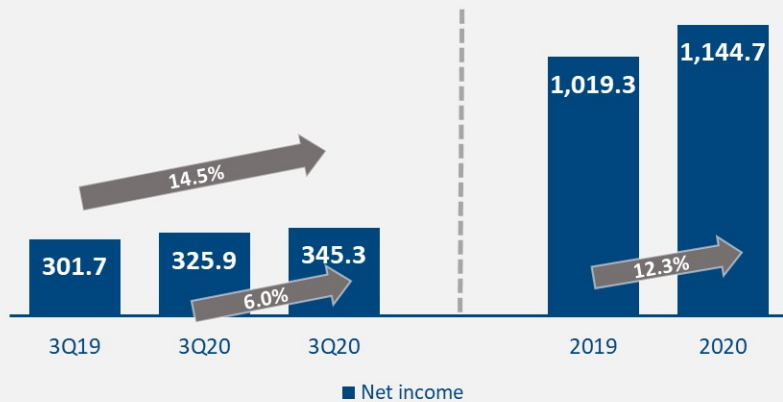
João Mazzuco
CFO



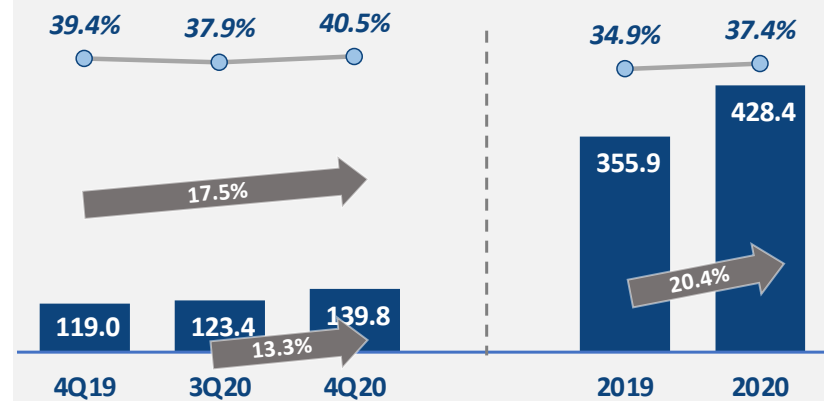
Net revenue and Gross Profit:



Net revenue
(R\$ million)

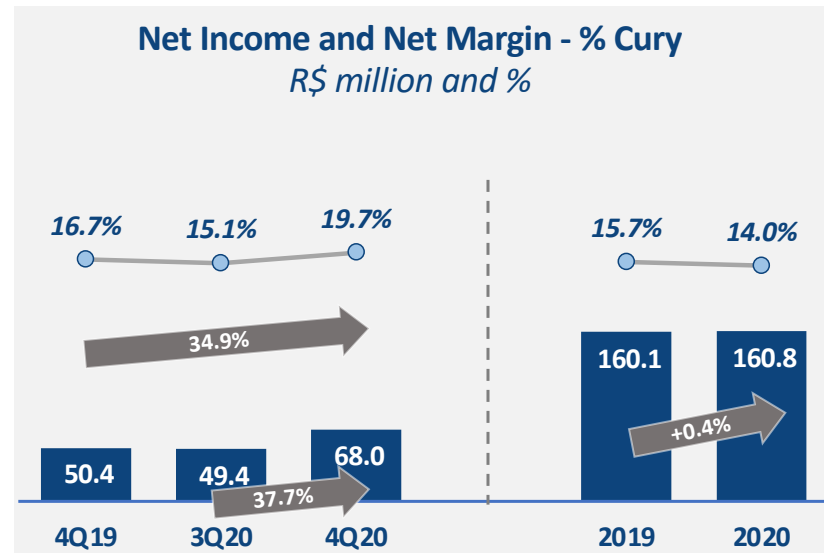
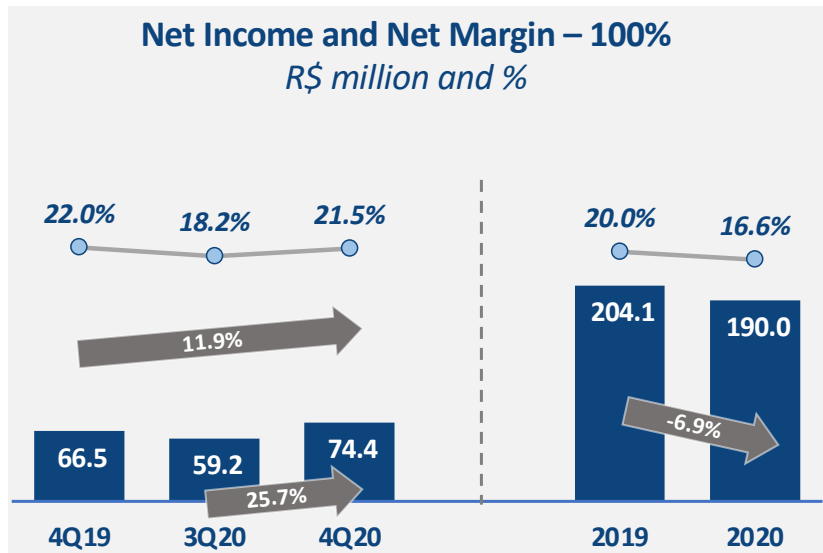


Gross Profit and Gross Margin
R\$ million and %





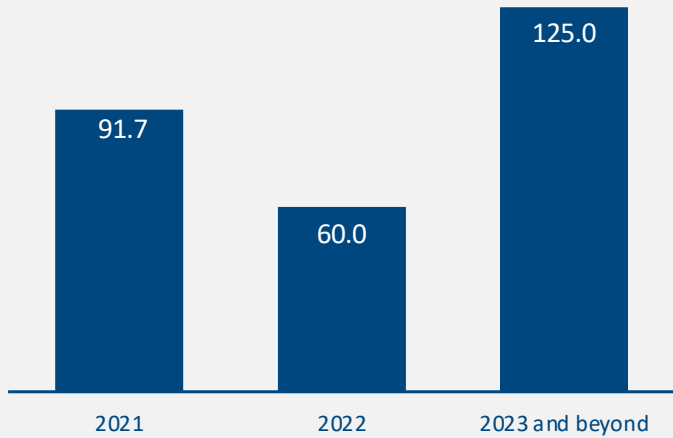
Net income



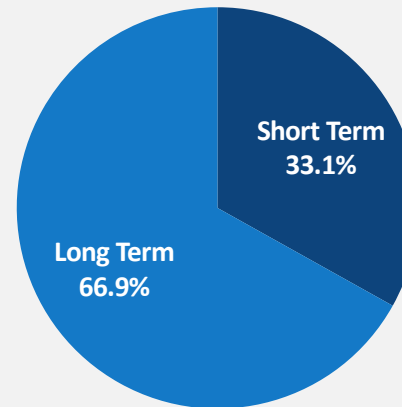


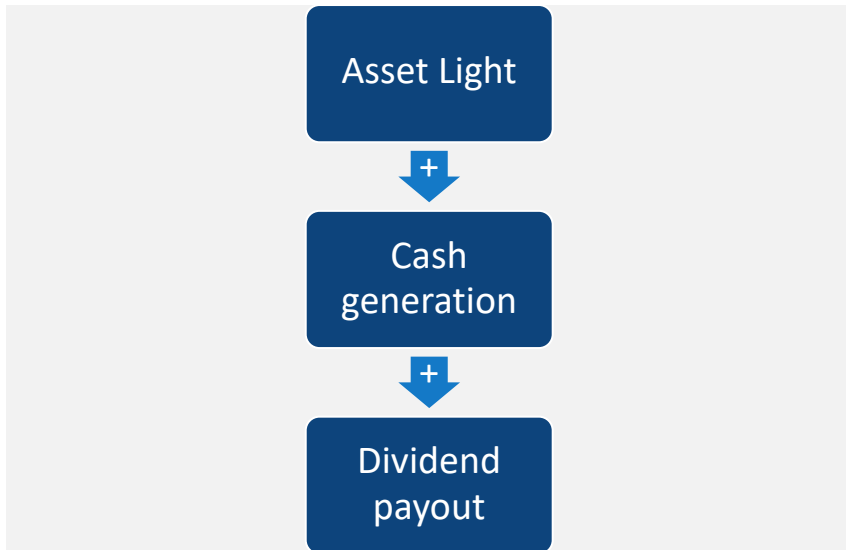
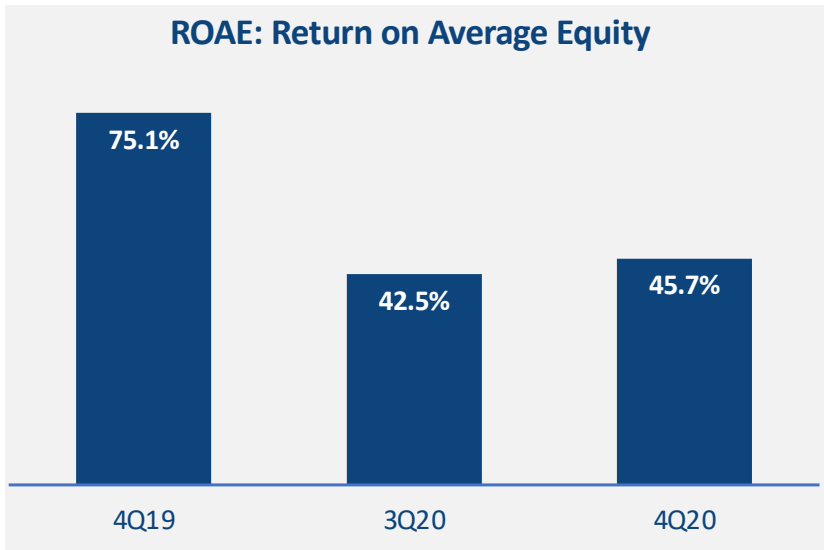
Debt:

Amortization schedule 12/31/2020
(R\$ million)



Debt Profile
31/12/2020







Forte resultado: outlook positivo



2020

- All-time high pre-sales and launches
- Solid and growing landbank
- Gross margin at a high level



NEXT QUARTERS

- Sound and comfortable capital structure
- Committed and focused team
- Resilient demand



Investor Relations

IRO: Ronaldo Cury

IR Manager: Marcelo Korber



ri@cury.net

This presentation may contain information which is forward-looking and reflects management's current view and estimates of future economic circumstances, industry conditions, Company's performance and financial results. These are exclusively based on management's expectations regarding future business and continuous access to capital to finance the Company's business plan. Such future considerations rely substantially on changes in market conditions, government rules, competitor's pressure, segment performance and the Brazilian economy, among other factors and, therefore, can be modified without prior notice.