

TEGRA DISCLOSURE OF OPERATIONAL PREVIEW FOR THE 4Q21

São Paulo January 17, 2022 - Tegra Incorporadora S.A. ("Tegra"), a leading company in the residential real estate development market focusing on middle and high-income segments in the metropolitan areas of São Paulo, Rio de Janeiro and Campinas and the urban development segment through its Tamboré brand, reports its unaudited operational preview for the fourth quarter of 2021 (4Q21).

HIGHLIGHTS OF 4Q21

**Operational
performance
(% Tegra)**

- Launches of R\$1.4 bi
- Gross sales of R\$397 mi, quarterly SoS of 11.7% and LTM SoS of 31.6%
- Sales of delivered inventory of R\$75 mi
- Delivery of 4 projects amounting to R\$349 mi launched PSV

Indicators	3Q21	4Q21	Var (%)	2021
Launches				
Projects launched	1	8	+700%	14
Launched PSV (100%)	119,262	1,569,109	+1,216%	2,466,966
Launched PSV (% Tegra)	119,262	1,414,275	+1,086%	2,191,094
Tegra's share	100%	90%	n.a.	89%
Number of units launched	60	1,857	+2,995%	2,822
Usable area of launched units (sqm)	9,932	258,775	+2,505%	339,737
Sales				
Gross sales (100%)	316,839	433,140	+37%	1,460,988
Gross sales (% Tegra)	274,892	397,466	+45%	1,291,342
Tegra's share	87%	92%	n.a.	88%
Quarterly SoS (% Tegra)	12.6%	11.7%	-0.9 p.p.	31.6%
LTM SoS (% Tegra)	49.9%	31.6%	-18.3 p.p.	31.6%
Terminations PSV (100%)	48,752	36,486	-25%	174,692
Terminations PSV (% Tegra)	40,470	32,088	-21%	151,824
Deliveries				
Number of delivered projects	-	4	n.a.	10
Delivered PSV (100%) (launch PSV)	-	373,413	n.a.	1,092,139
Delivered PSV (% Tegra) (launch PSV)	-	349,193	n.a.	988,270
Number of delivered units	-	701	n.a.	1,598
Usable area delivered (sqm)	-	227,470	n.a.	320,616

LAUNCHES

In 4Q21, Tegra launched 8 projects totaling R\$1.4 billion PSV (%Tegra), an increase of almost 12 times in comparison to 3Q21.

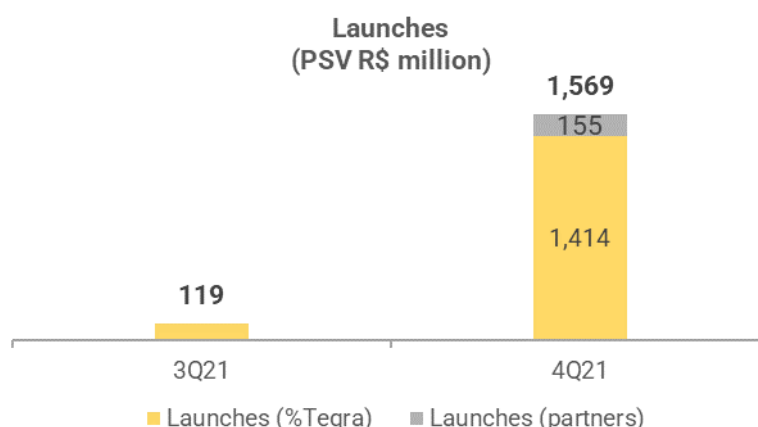
In October 2021, Tegra launched in São Paulo three projects: Soma Perdizes with R\$126 million PSV and 256 units, Ode Perdizes with R\$213 million PSV and 207 units and Caminhos da Lapa Elo Duo with R\$154 million PSV and 376 units. In Rio de Janeiro, Tegra launched the project Flua with R\$96 million and 105 units.

In November 2021, Tegra launched the project Ária Higienópolis in São Paulo with R\$284 million PSV and 371 units.

In December 2021, Tegra launched in São Paulo two projects: L'Harmonie with R\$218 million PSV and 141 units and Esfera Universo Tatuapé with R\$228 million PSV and 275 units. Moreover, Tegra launched a plot development project (Tamboré) in Jundiaí with R\$94 million PSV and 126 units.

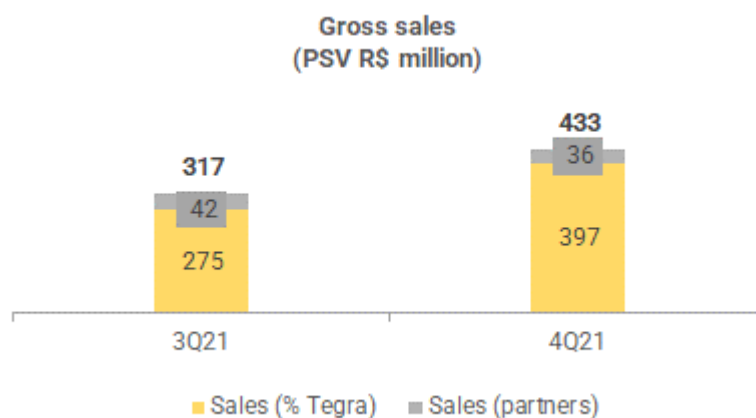
The table below contains information about the launches pursuant to the quarter:

Project	Region	Business unit	Segment	PSV 100% (R\$ '000)	PSV Tegra (R\$ '000)	Usable area (sqm)	Units (#)
Soma Perdizes	SP - South side	Tegra	Middle-High	126,844	126,844	8,815	256
Ode Perdizes	SP - West side	Tegra	High	304,312	213,019	19,538	207
Flua	Rio de Janeiro	Tegra	High	96,144	96,144	9,026	105
Caminhos da Lapa - Elo Duo	SP - West side	Tegra	High	217,381	153,840	21,650	376
Ária Higienópolis	SP - South side	Tegra	High	284,346	284,346	15,157	371
L'Harmonie	SP - South side	Tegra	High	218,151	218,151	14,648	141
Esfera - Universo Tatuapé	SP - East side	Tegra	Middle	228,044	228,044	24,377	275
Tamboré Jundiaí	State of SP	Tamboré	High	93,888	93,888	145,563	126
Total Tegra				1,475,221	1,320,387	113,212	1,731
Total Tamboré				93,888	93,888	145,563	126
Total				1,569,109	1,414,275	258,775	1,857

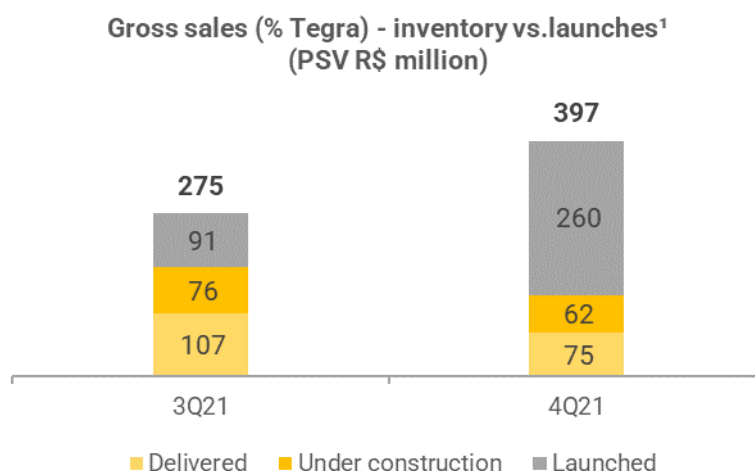


GROSS SALES

Gross sales totaled R\$397 million (%Tegra) in 4Q21, representing an increase of 45% compared to 3Q21.



In 4Q21, sales volumes from delivered inventory was R\$75 million (% Tegra) and represented 19% of total sales volumes of the quarter. Moreover, sales volumes from under construction inventory was R\$62 million and of launched inventory was R\$260 million.



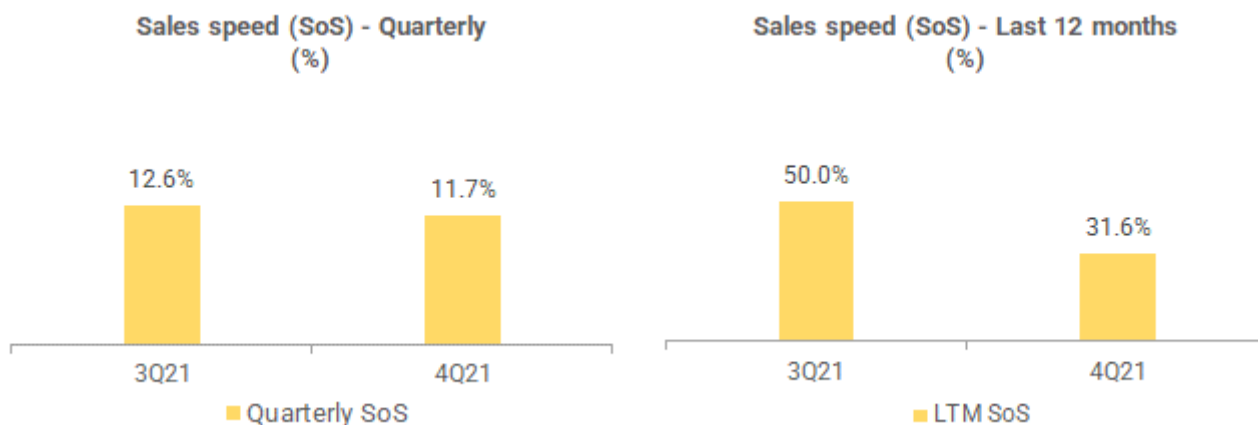
The table below shows information of gross sales in the quarter segmented by product:

Segment	Total sales (R\$ '000)	Tegra sales (R\$ '000)	Usable area (sqm)	Units (#)
High	257,692	232,765	89,899	250
Middle-high	93,084	86,266	8,927	193
Middle	82,365	78,435	17,944	194
Total	433,140	397,466	116,769	637

¹ Delivered = projects with occupancy permission (Habite-se); Under construction = Projects with active construction sites and; Launched = projects in selling stage and without active construction sites.

SALES SPEED (SoS)

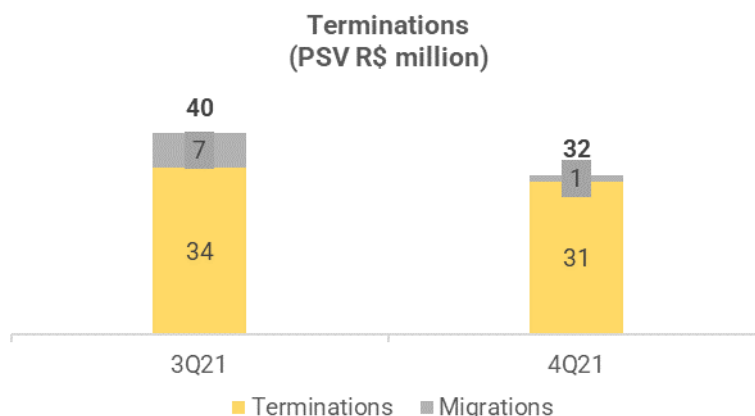
The quarterly sales speed or sales over supply rate (SoS) of the company reached 11.7% in 3Q21 and 31.6% in the last 12 months (LTM) in 4Q21 base.



TERMINATIONS

In 4Q21, the value of terminations reached R\$32 million, representing a decrease of R\$8 million compared to 3Q21.

From the total amount in 4Q21, R\$31 million refers to terminations per se, where customers terminated their contracts in order to receive back the amounts paid according to the applicable law and R\$1 million refers to customers who terminated their original contracts to migrate to other units pertaining to the inventory of the company, either as an upgrade or downgrade of the original purchase. From the amount terminated for migration purposes, the company generated R\$1 million in new sales.



DELIVERIES

In 4Q21, Tegra delivered 4 projects with R\$349 million PSV and 701 units.

In December 2021, Tegra delivered projects Viso Moema in São Paulo with R\$97 million and 88 units and Volp 40 in Rio de Janeiro with R\$124 million and 69 units. Moreover, Tegra delivered two plot development projects (Tamboré): Uberlândia with R\$101 million PSV and 346 units and Barretos with R\$27 million PSV and 198 units.

Project	Region	Launch	Delivery	Usable area (sqm)	PSV 100% (R\$ '000)	PSV Tegra (R\$ '000)	Units (#)	% Tegra
Viso Moema	SP - South side	Dec-18	Dec-21	8,509	121,100	96,880	88	80%
Volp 40	Rio de Janeiro	Dec-18	Dec-21	8,387	124,135	124,135	69	100%
Tamboré Uberlândia	MG state	Dec-19	Dec-21	150,761	101,200	101,200	346	100%
Tamboré Barretos Phase 2	SP state	Dec-20	Dec-21	59,813	26,978	26,978	198	100%
Total Tegra				16,896	245,235	221,015	157	
Total Tamboré				210,575	128,178	128,178	544	
Total				227,470	373,413	349,193	701	

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