

**FOR IMMEDIATE RELEASE** - São Paulo, January 20, 2023 – Gafisa S.A. (B3: GFSA3; OTC: GFASY), one of Brazil's leading homebuilders, announced today its operational results for the fourth quarter of 2022. The operational results are preliminary and subject to review by the auditors.

### **GAFISA surpasses R\$1.0 billion in sales and launches and closes 2022 with strong operating performance**

Gafisa announces to the market the preview<sup>1</sup> of its operating results for the 4th quarter of 2022, which are represented by the performance of launches, sales, and inventory turnover indicators.

In this quarter, the company continued to show growth in sales performance. Gross sales reached R\$ 337.4 million, increasing 46% compared to 4Q21. For the year, we reached R\$1.049 billion, representing a rise of 39% compared to 2021. Net sales reached R\$268.9 million, increasing 36% compared to 4Q21. In the year, we totaled R\$890.2 million, representing a 53% increase compared to 2021.

The market's response to the company's strategy is reflected in the sales parameters. The medium-high and high end developments accounted for 90% of the net sales in the quarter, and 82% in the year 2022.

In the fourth quarter of 2022 we launched the Cidade Jockey project in the city of São Paulo, with a VGV of R\$ 340 million. Six projects were launched in the year, four of them in São Paulo, one in Rio de Janeiro, and another one in Niterói-RJ. Therefore, Gafisa reached R\$ 1.070 billion in launchings in 2022. Of which R\$ 811 million, or 76%, in the city of São Paulo.

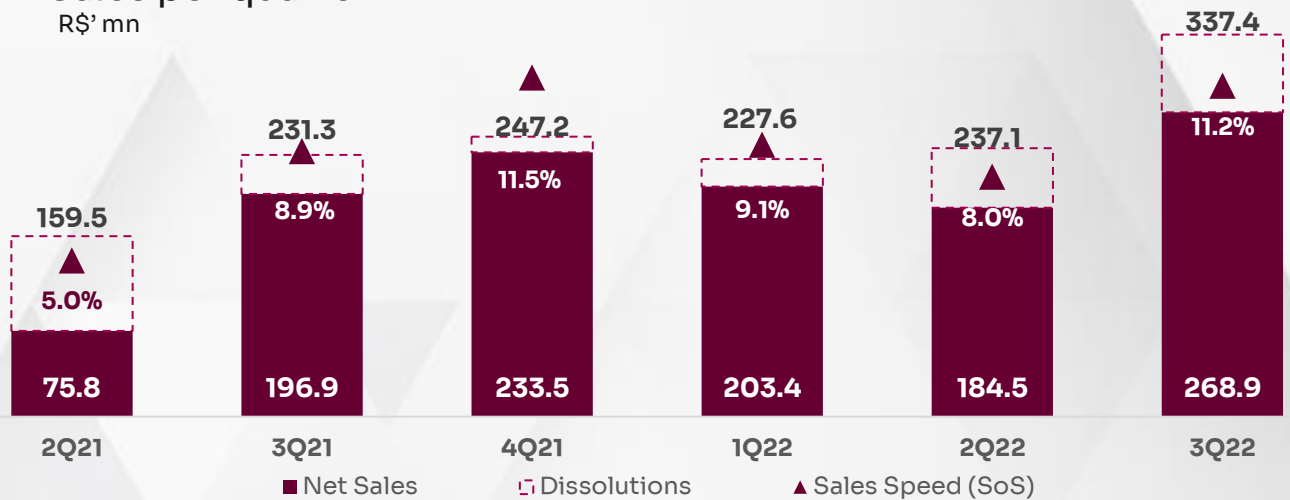
With the strong sales performance and replacement through the launch in the quarter, the inventory was kept at the same levels, totaling R\$ 2.135 billion. The medium-high and high standard developments correspond to 85% of Gafisa's PSV and currently, 98% of the stock is concentrated in RJ and SP.

## Sales

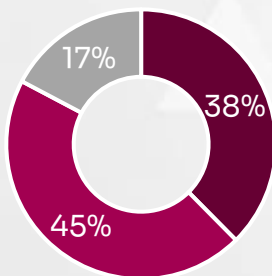
Gross sales<sup>1</sup> reached R\$ 337.4 million, increasing 46% in comparison with 4Q21. In 2022, gross sales reached R\$1.049 billion, a rise of 39%. Net sales reached R\$ 268.9 million, increasing 36% compared to 4Q21. In 2022, Gafisa increased net sales by 53%, reaching R\$ 890.2 million.

### Sales per quarter

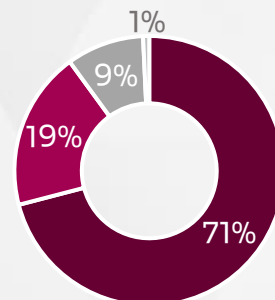
R\$' mn



### Net Sales by Construction phase (%)



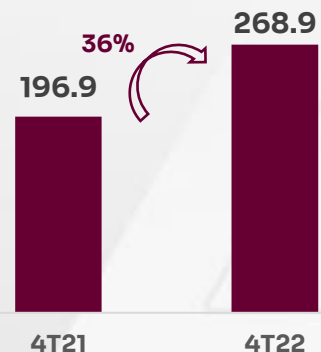
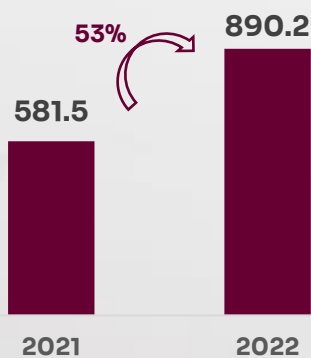
### Net Sales by segment (%)



■ Launches ■ Under Construction ■ Delivered ■ High ■ High Medium ■ Medium ■ Low Medium

### Net Sales

R\$ x mi



■ Net Sales - YTD

■ Net Sales

## Launches

In the 4th quarter of 2022, Gafisa launched the development Cidade Jockey, located in the city of São Paulo, with approximately R\$ 340 million in PSV.

During the year 6 projects were launched, 4 in the city of São Paulo, 1 in Rio de Janeiro and another one in the city of Niterói-RJ. Therefore, Gafisa reached R\$ 1.07 billion in launchings in 2022. Of which R\$ 811 million, or 76%, in the city of São Paulo.

### Launches reached R\$ 1,07 bi in 2022

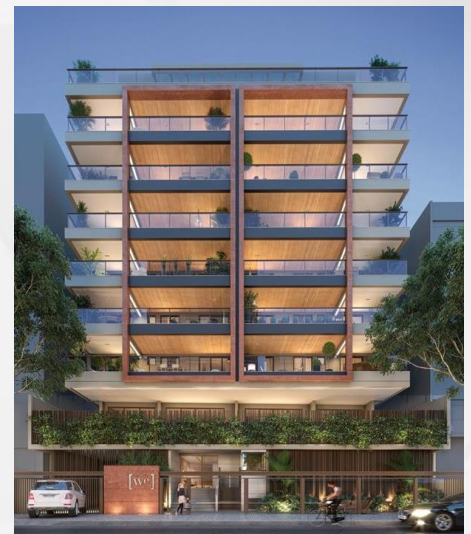
Launches	We Sorocaba 1Q22	Evolve Vila Mariana 2Q22	Go Inn República 2Q22	Stratos Bandeira Paulista 2Q22	Sense Icarai 3Q22	Cidade Jockey 4Q22	4Q22	2022
Site Location	RJ - Capital	SP - Capital	SP - Capital	SP - Capital	RJ - Niterói	SP - capital		
PSV Pre Launches	54,916	137,500	172,273	161,363	204,115	340,000	<b>340,000</b>	<b>1,070,167</b>
% Gafisa	100%	100%	100%	100%	100%	100%		
Swifted PSV	-	-	-	22,084	34,769	27,200	<b>27,200</b>	<b>84,053</b>
PSV Launched w/o swift	54,916	137,500	172,273	139,279	169,346	312,800	<b>312,800</b>	<b>986,114</b>



Sense Icarai



Stratos Bandeira Paulista



We Sorocaba



Cidade Jockey



Evolve Vila Mariana

## Building construction deliveries

In the 4th quarter of 2022, the Update Vila Madalena project in São Paulo and Atlântico project in Rio de Janeiro were concluded, with 106 units and a PSV equivalent to more than R\$ 173 million. In the year, 8 projects were concluded, 7 in SP and 1 in RJ, with 1,170 units and a PSV of R\$ 765 million.

### Completion of 1,170 units, with R\$ 765 million equivalent PSV in 2022

Delivered buildings	Scena Tatuapé	Cinquo	Upside Paraíso	Moov Belém	UpLife Conceição	Belvedere Lorian Boulevard	Update Vila Madalena	Atlântico	4Q22	2022
Project Conclusion	1Q22	1Q22	1Q22	1Q22	1Q22	3Q22	4Q22	4Q22		
Quarter of delivery	2Q22	2Q22	2Q22	3Q22	2Q22	4Q22	4Q22	4Q22		
Month of delivery	May, 2022	May, 2022	May, 2022	July, 2022	June, 2022	November, 2022	December, 2022	December, 2022		
Units	168	24	109	437	60	266	56	50	106	1,170
PSV (R\$'mn)	124,540	32,897	154,495	90,696	34,809	172,549	-	125,574	125,574	735,560
Site Location	SP - Capital	SP - Capital	SP - Capital	SP - Capital	SP - Capital	SP - Osasco	SP - Capital	RJ - Capital		



MOOV BELÉM



CINQUO



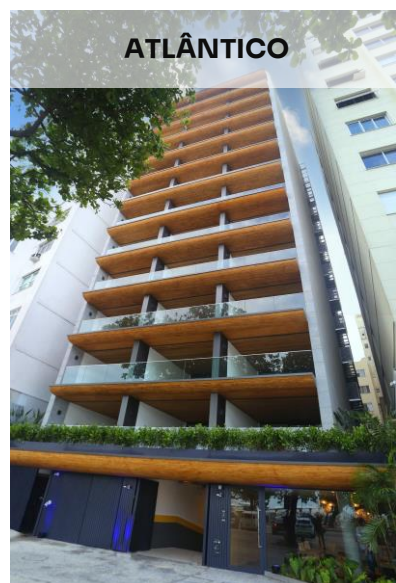
UPLIFE CONCEIÇÃO



SCENA TATUAPÉ



UPDATE VILA MADALENA



ATLÂNTICO



UPSIDE PARAÍSO

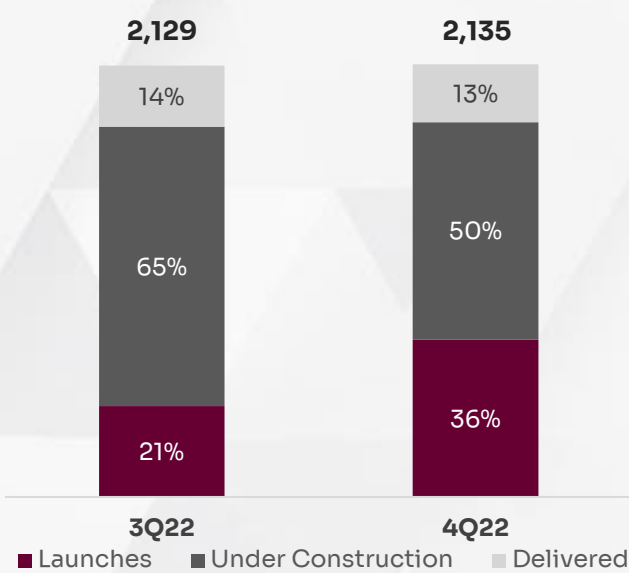


BELVEDERE LORIAN BOULEVARD

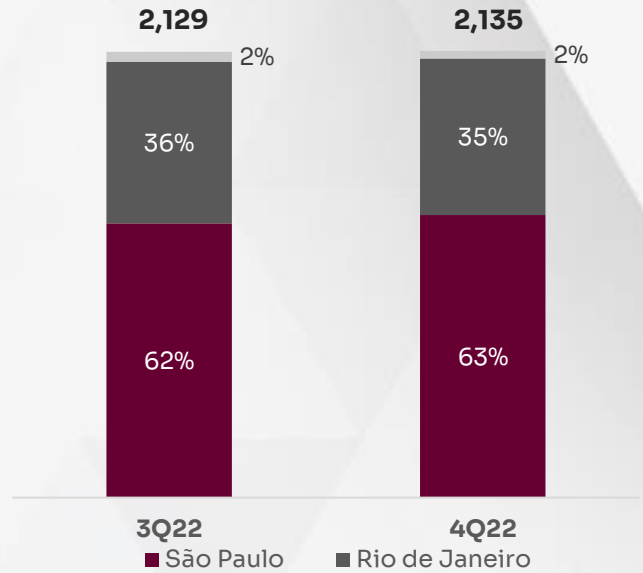
## Inventory

As a result of the sales performance in the quarter and the launch of Cidade Jockey, inventory increased when comparing to 3Q22, reaching R\$ 2.135 billion. The mid and high-end developments correspond to 85% of Gafisa's PSV and currently 98% of the inventory is concentrated in RJ and SP.

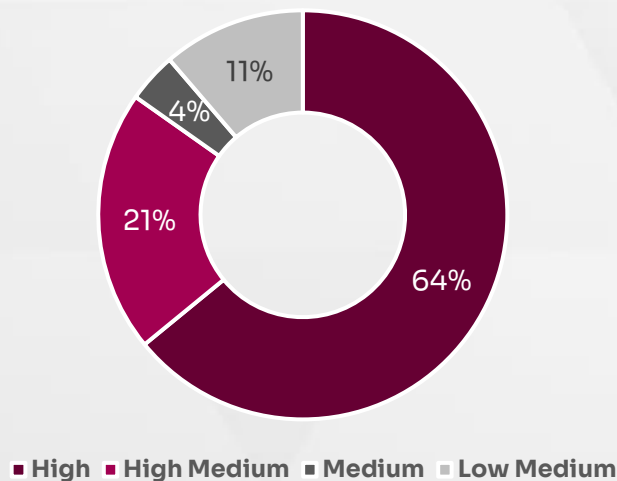
Inventory by construction phase  
R\$' mn



Inventory por Region  
R\$ x mi



Inventory by segment (%)



For additional information, please contact us.

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This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to the growth prospects of Gafisa. These are merely projections and, as such, are based exclusively on the expectations of management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors; therefore, they are subject to change without prior notice.