



3Q23 EARNINGS PRESENTATION



Disclaimer

This presentation contains projections that are subject to risks and uncertainties. These projections are based on expectations and assumptions of our Management and Board members, taking into account information currently available to the Company. Exceptions relating to forward-looking statements also include information about potential or supposed operating results, as well as statements preceded, followed by, or including the words “believes”, “may”, “will”, “continues”, “expects”, “foresees”, “intends”, “plans”, “estimates”, or similar expressions. Forward-looking statements and information are not guarantees of performance. These involve risks, uncertainties, and assumptions, as they refer to future events, and, therefore, are subject to circumstances that may or may not occur. Thus, future results and shareholder value creation may significantly differ from those expressed or suggested by the forward-looking statements. Most of the factors that will determine these results and amounts are beyond our capacity to control or estimate.



Viera Souto – Rio de Janeiro

MESSAGE FROM MANAGEMENT

Sheyla Resende
CEO





Viera Souto - Rio de Janeiro

OPERATIONAL PERFORMANCE

Luis Fernando Ortiz

VP of Business



VIEIRA SOUTO

Upcoming launch

With one of Gafisa's
all-time highest PSV

World benchmarking
luxury project on Rio's
waterfront

Unique lifestyle
proposal

Facing the sea, with a
**magnificent view of
the Ipanema beach
and the Rodrigo de
Freitas** lagoon, with
breakthrough **services
and experiences**

**Brazilian and
international
customers**, who
have Rio de
Janeiro as a city
reference, looking
for uniqueness

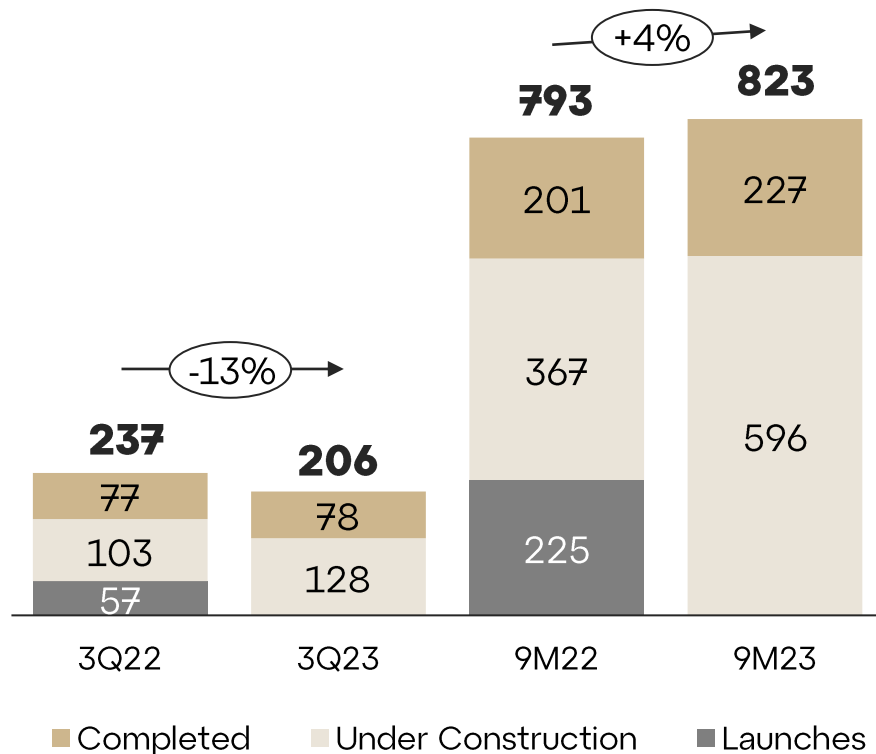
Signed by the
**renowned architect
Arthur Casas**, this
project will reveal a
**highly sophisticated
architecture and
design**



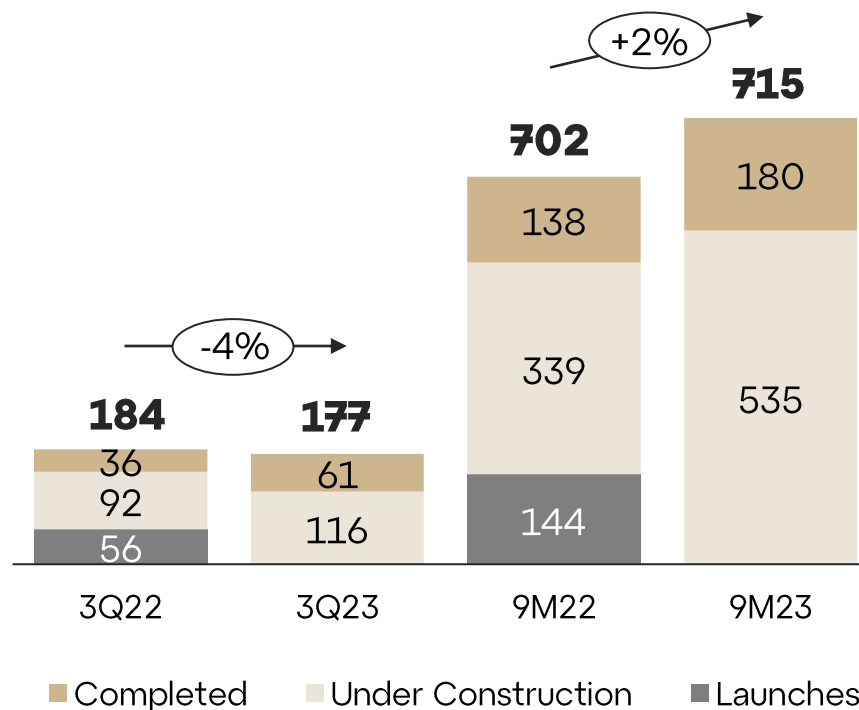
SALES

Gafisa strongly advanced its strategic planning, with gross and net sales growth, and dissolutions that went down 53% from 2Q23 and 45% from 3Q22.

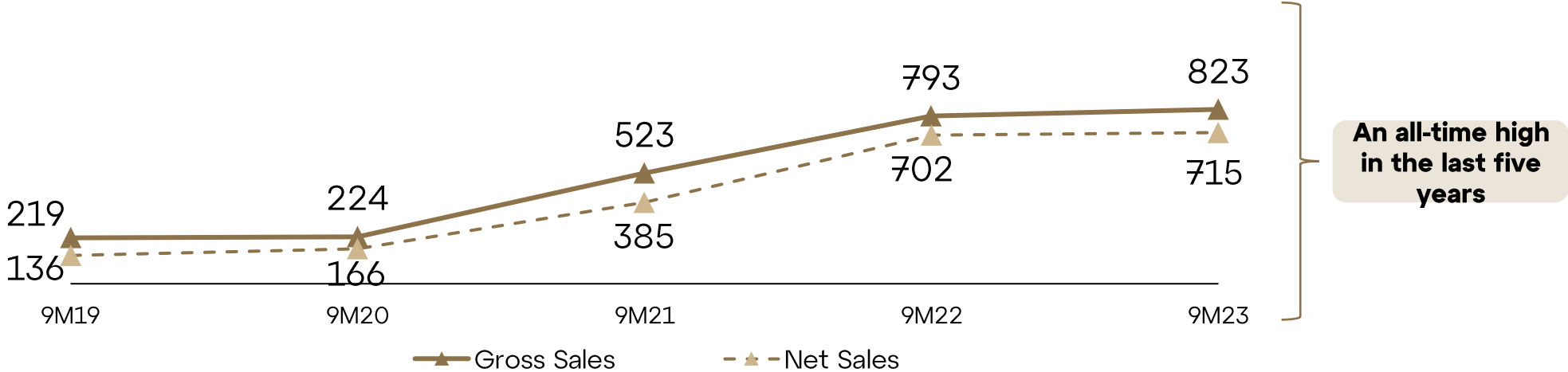
Gross Sales
(R\$ million)



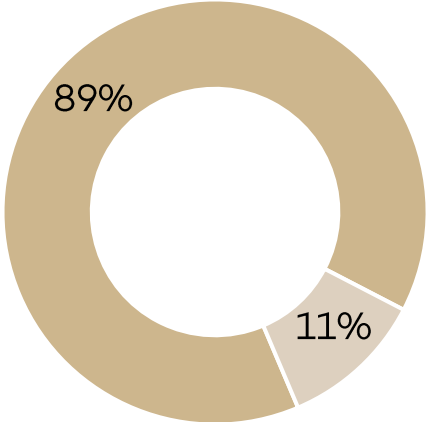
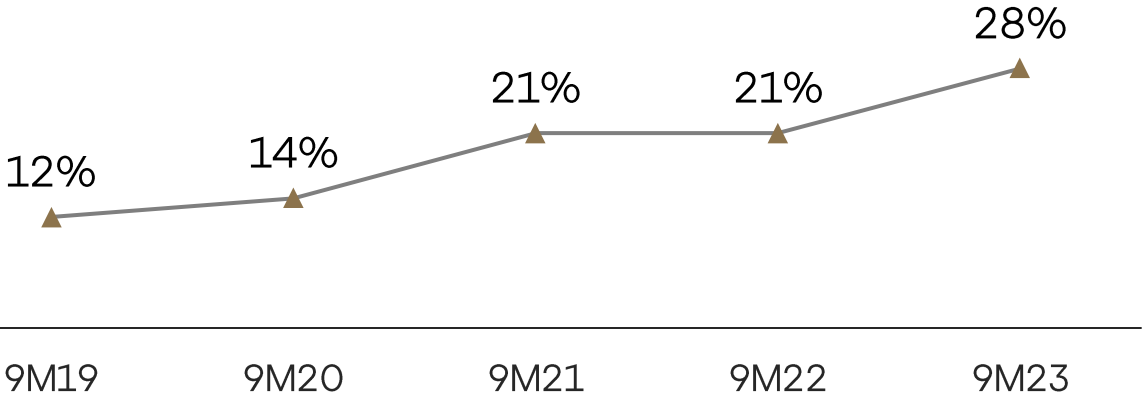
Net Sales
(R\$ million)



SALES PERFORMANCE



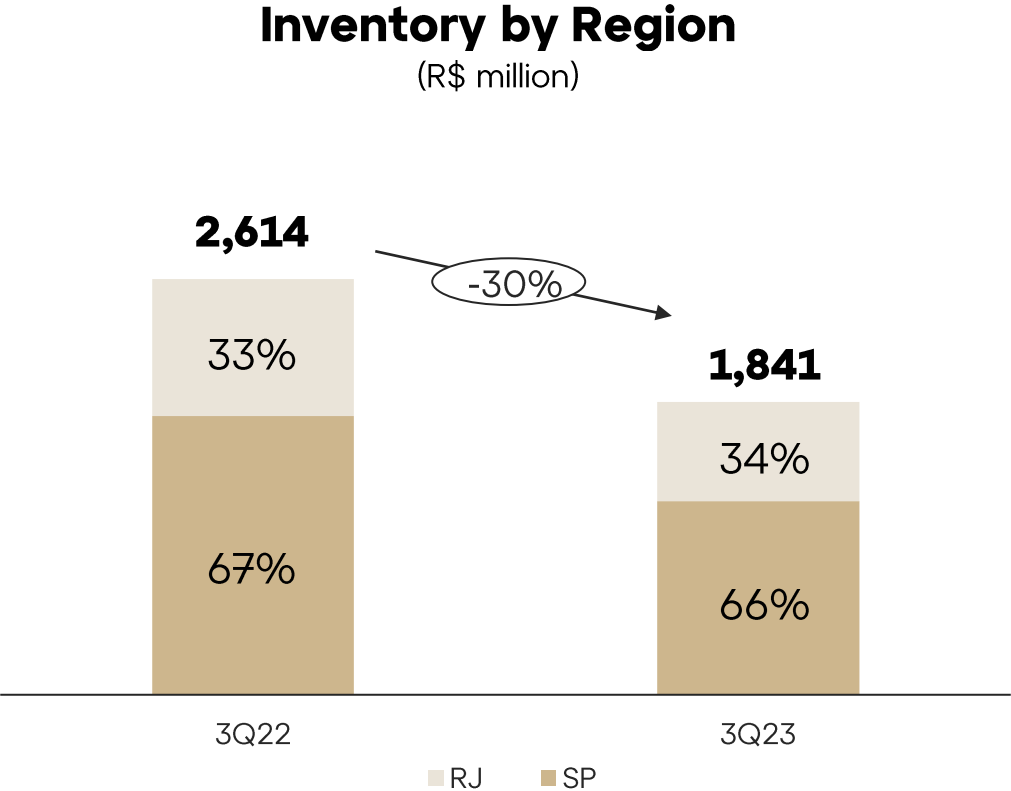
SoS and Breakdown of Net Sales



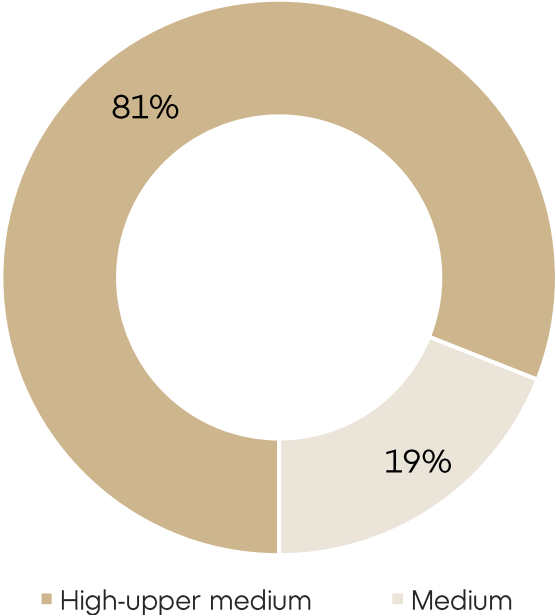
■ High-upper medium ■ Medium

INVENTORY

A continued strategy of migrating to the high-end segment drove the 30% lower inventory in 3Q23 from the same period last year.



Inventory by Segment



DELIVERIES

In 3Q23, Gafisa delivered three high-end projects, totaling a PSV of R\$167 million.



Deliveries	Ivo	Chez Perdizes	Igara
Project Completion	3Q23	3Q23	3Q23
Units	39	16	17
PSV	78 million	46 million	43 million
Segment	High	High	High
Location	Botafogo - RJ	Perdizes - SP	Leblon - RJ



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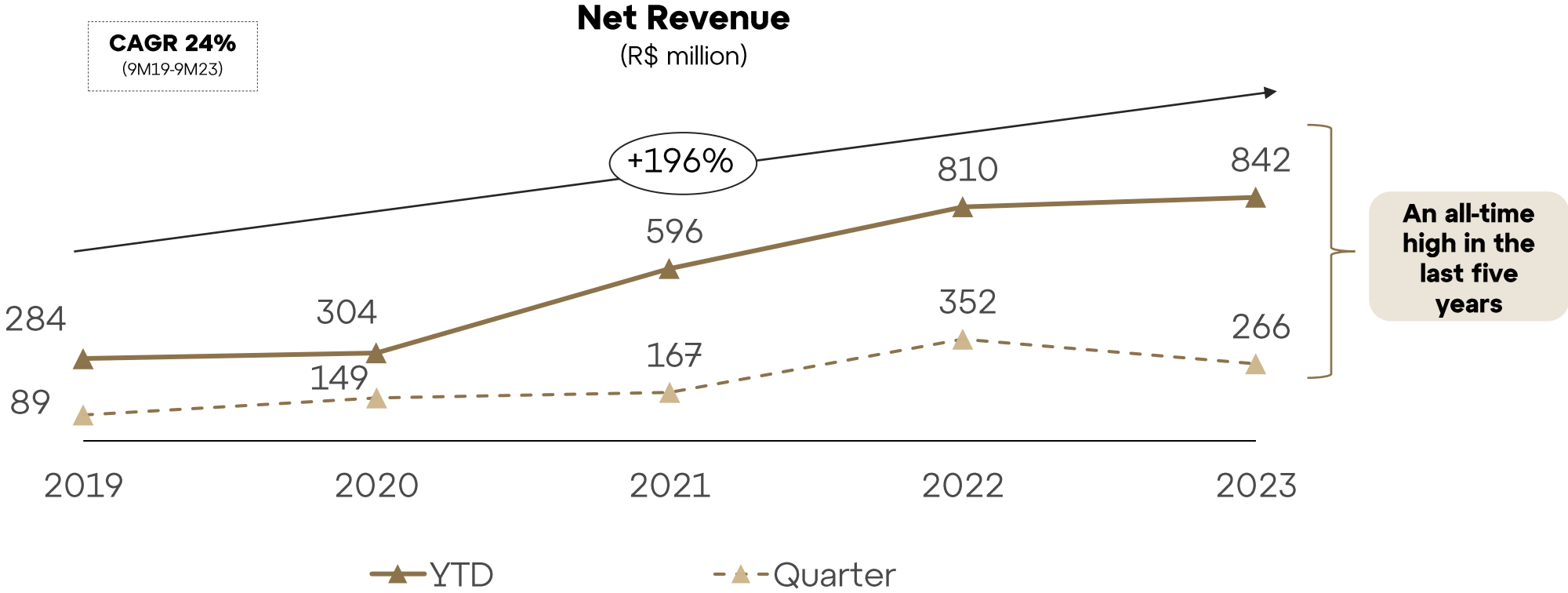
FINANCIAL PERFORMANCE

Edmar Prado Lopes Neto
CFO and IRO



NET REVENUE

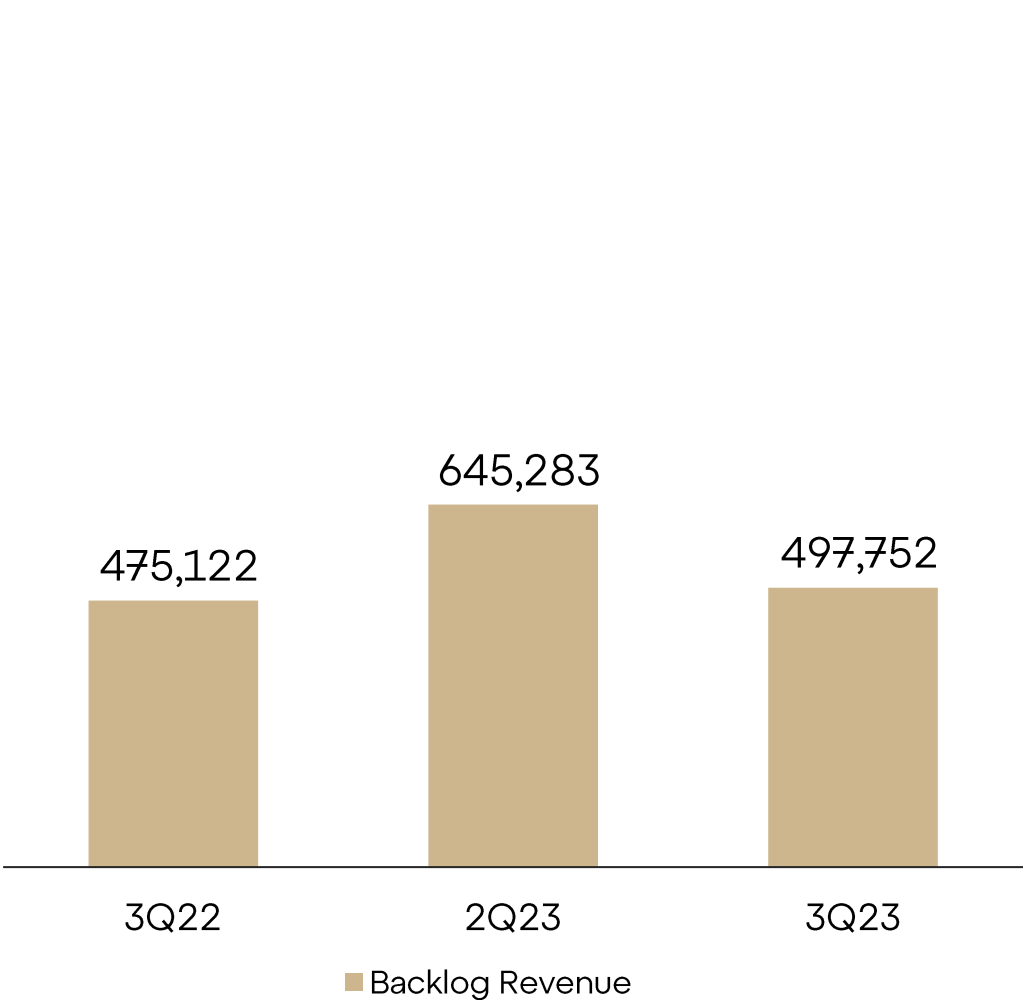
In 9M23, net revenue totaled R\$842 million, reaching its highest level in the last five years, or a 4% year-on-year increase.



Note: 3Q23 financial data exclude the land sale.

RECEIVABLES AND BACKLOG REVENUE

Upcoming launches with margin recovery



EXPENSES

Gafisa's commitment to cost-savings and greater operational efficiency.

R\$ thousand	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Selling expenses	(8,920)	(12,374)	-27.9%	(21,937)	-59.3%
General and administrative expenses	(28,373)	(29,428)	-3.6%	(35,661)	-20.4%
SGA expenses	(37,293)	(41,802)	-10.8%	(57,598)	-35.3%
SGA expenses/Net revenue	14.0%	14.7%	-0.7 p.p.	16.4%	-2.3 p.p.

Note: 3Q23 financial data exclude the land sale.

Q&A





Investor Relations