



📍 ITAIM BIBI

📍 OSCAR FREIRE

📍 IPANEMA



Apresentação de
Resultados 2T23



Aviso

Esta apresentação contém projeções esperadas que estão sujeitas a riscos e incertezas. Estas projeções são baseadas em expectativas e suposições da nossa Administração, igualmente dos membros do Conselho, levando em consideração as informações que a Companhia tem acesso atualmente. As exceções relacionadas às declarações prospectivas também incluem informações sobre resultados operacionais potenciais ou supostos, bem como declarações precedidas, seguidas ou incluindo as palavras "acredita", "pode", "vai", "continua", "esperar", "prever", "pretender", "planejar", "estimar" ou expressões similares. As declarações e informações sobre o futuro não são garantias de desempenho. Elas envolvem riscos, incertezas e suposições, pois referem-se a eventos futuros, portanto, sujeito a circunstâncias que podem ocorrer ou não, os resultados futuros e a criação de valor para os acionistas podem diferir significativamente daqueles expressos ou sugeridos pelas declarações de previsão. A maioria dos fatores que determinarão esses resultados e valores vão além de nossa capacidade de controle ou previsão.



MENSAGEM
DA ADMINISTRAÇÃO
Sheyla Resende
CEO



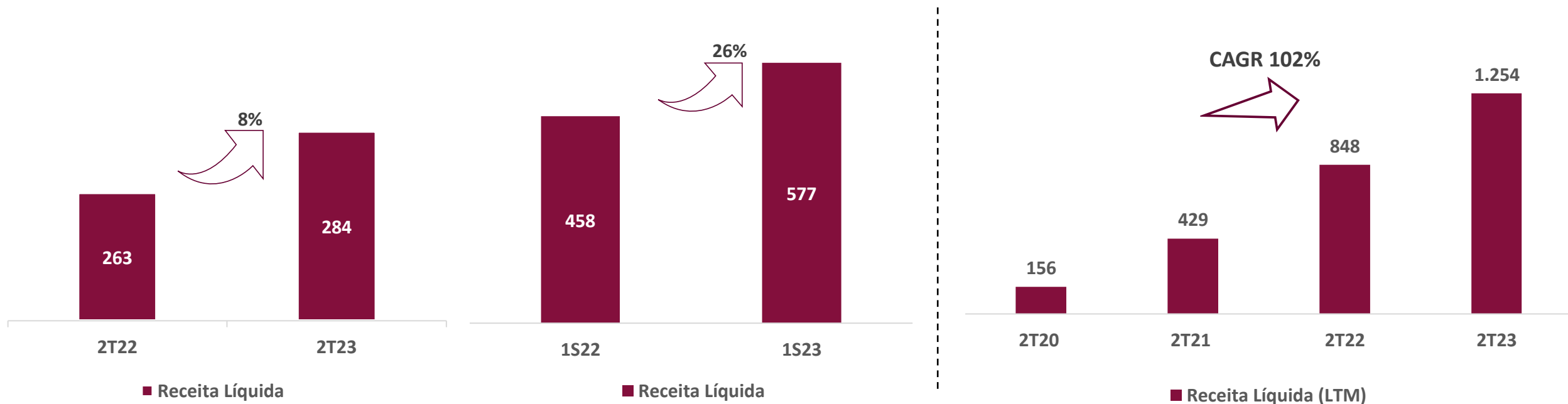
DESEMPENHO FINANCEIRO

Edmar Prado Lopes Neto
CFO e DRI

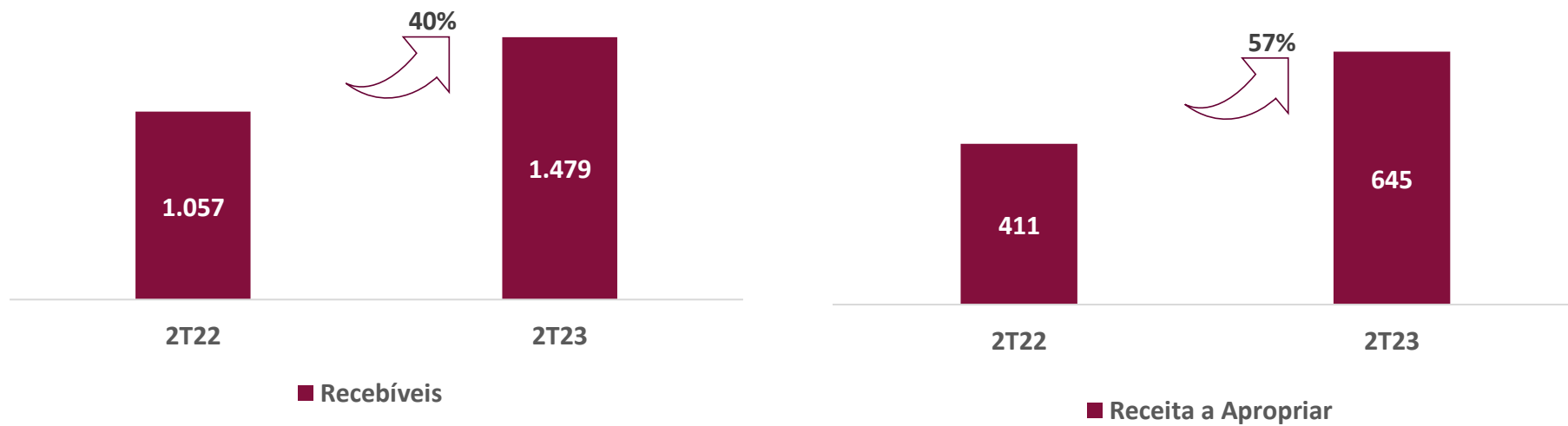


Receita Líquida

Companhia registra aumento de 26% na receita líquida no semestre comparada ao ano anterior, impulsionada por sólida performance operacional.

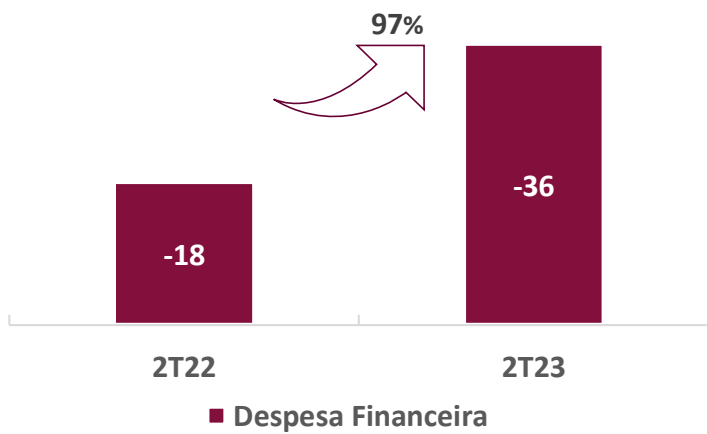
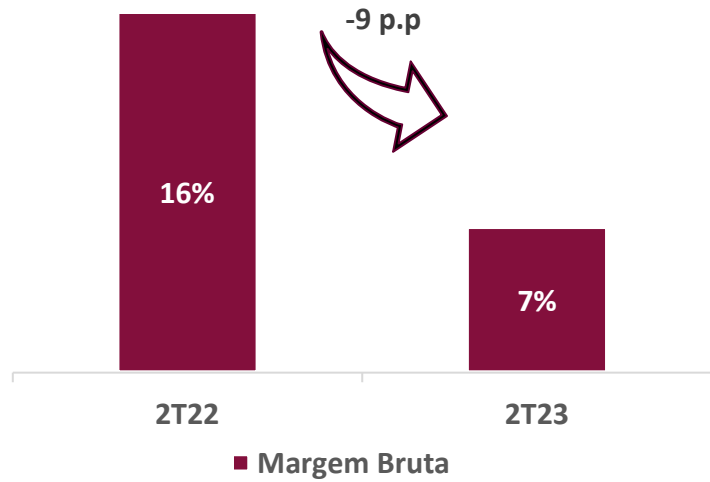


Evolução dos Recebíveis e Receita a Apropriar



R\$ 1.479 bi
Recebíveis

R\$ 645 mi
RECEITA A
APROPRIAR





DESEMPENHO OPERACIONAL

Luis Fernando Ortiz
VP de Negócios



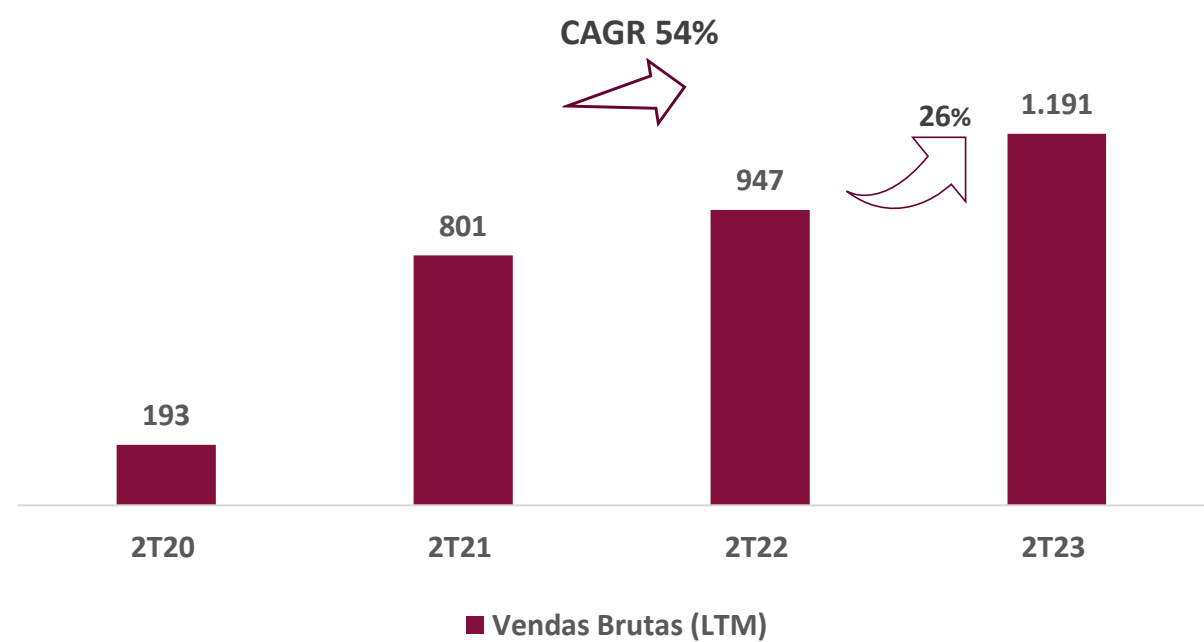
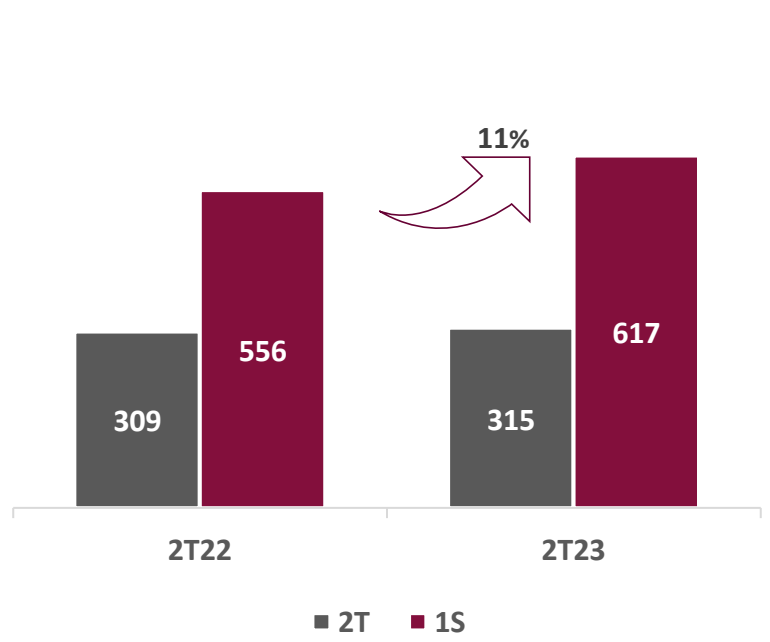
Vendas Brutas

Gafisa registra forte performance de vendas brutas e atinge **R\$617 milhões** no **1S23**, volume recorde nos últimos 5 anos.

1 bi
LTM

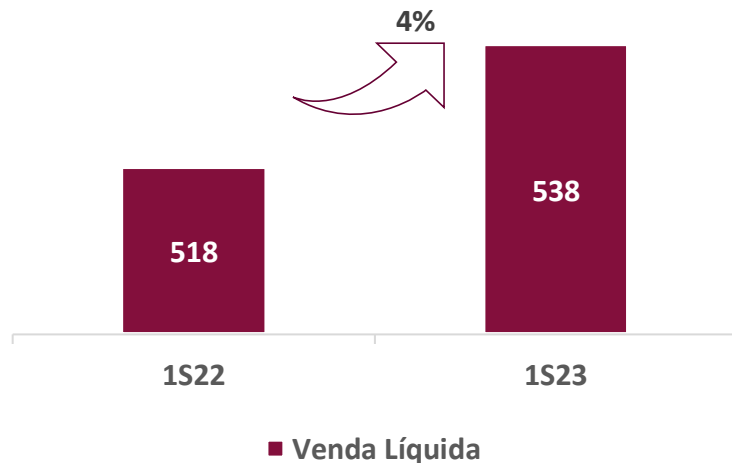
+11%
S/S

+20%
LTM

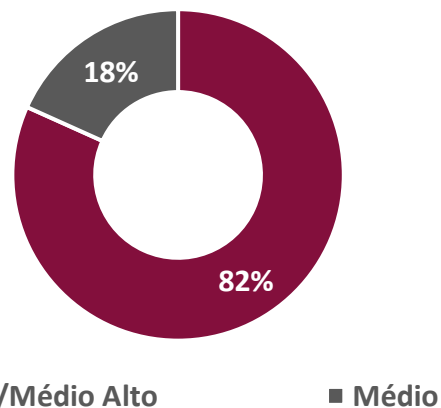


Vendas Líquidas VSO e Breakdown de Vendas Líquidas

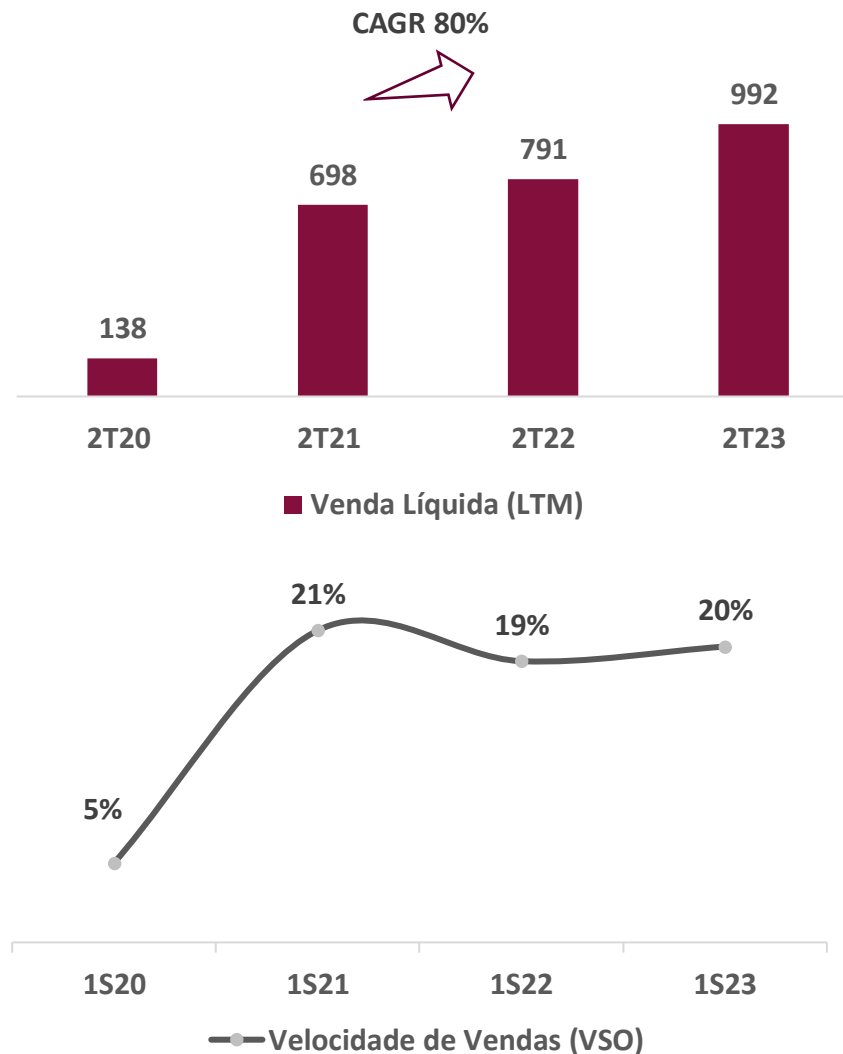
+4 %
Vendas
S/S



+20 %
VSO
1S23



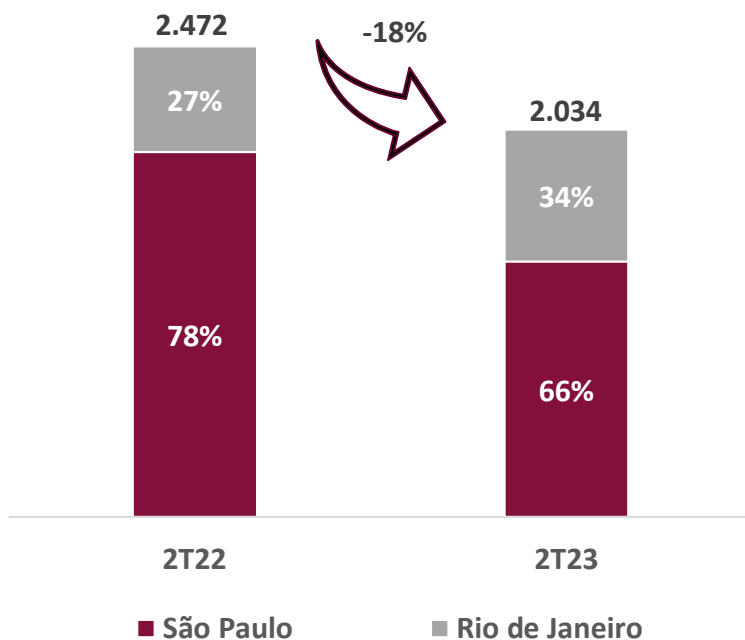
82%
Alto/
M. Alto
2T23



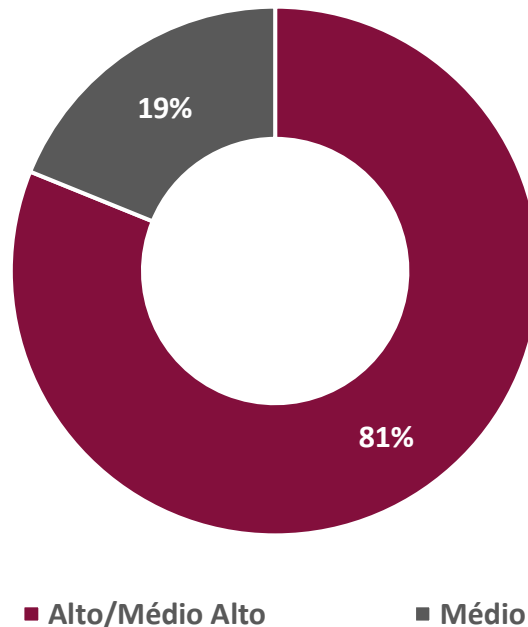


Estoque

Estoque por Região



Estoque por segmento



81%
**MÉDIO-ALTO
E ALTO
PADRÃO**

-18 %
**REDUÇÃO DE
ESTOQUE**



Arthur Casas

FGMF

Patricia Anastassiadis

Desenvolvemos nossos empreendimentos como se fossem joias, proporcionamos experiências que são desenvolvidas com um exclusivo repertório, curadoria de parceiros internacionais e os melhores escritórios de arquitetura do mundo, entre eles projetos autorais de Arthur Casas, FGMF e Patricia Anastassiadis. Nossos empreendimentos são artes irreplicáveis, um verdadeiro presente para as cidades.

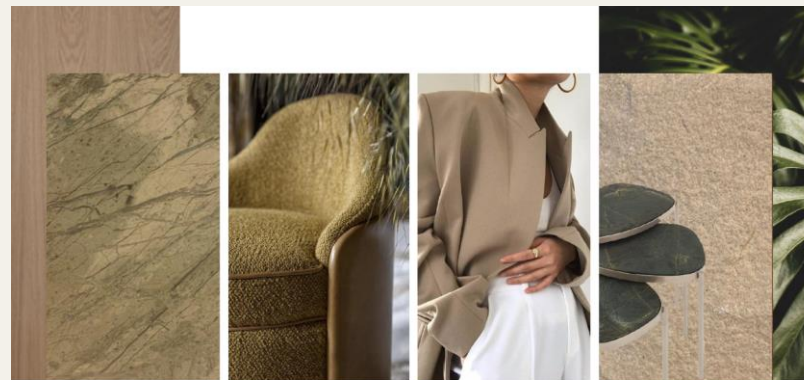
Próximos Lançamentos

São Paulo

Itaim Bibi

Rua Bandeira Paulista

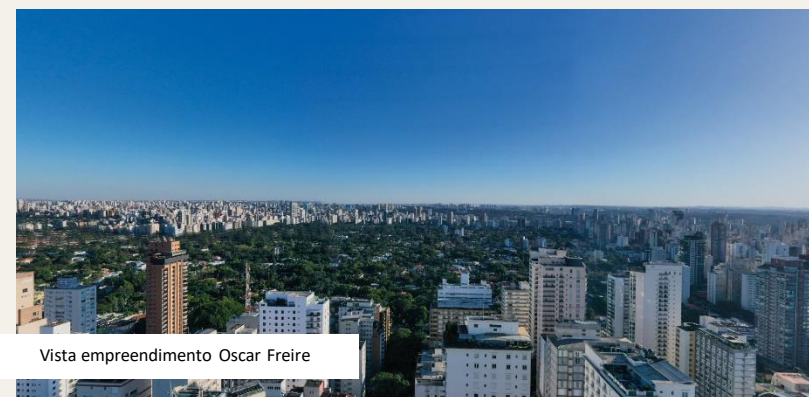
Rua Dr. Renato Paes de Barros



Conceito empreendimento Itaim Bibi



Futuro empreendimento Itaim Bibi



Vista empreendimento Oscar Freire

Q&A





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📍 OSCAR FREIRE

📍 IPANEMA



2Q23 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.



MESSAGE FROM
MANAGEMENT
Sheyla Resende
CEO

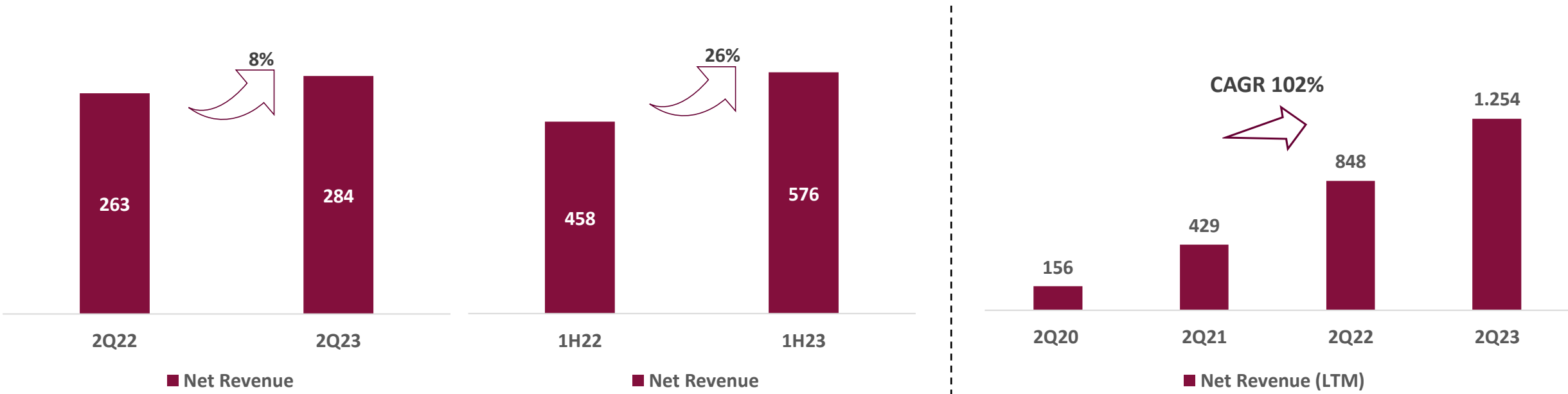


FINANCIAL PERFORMANCE

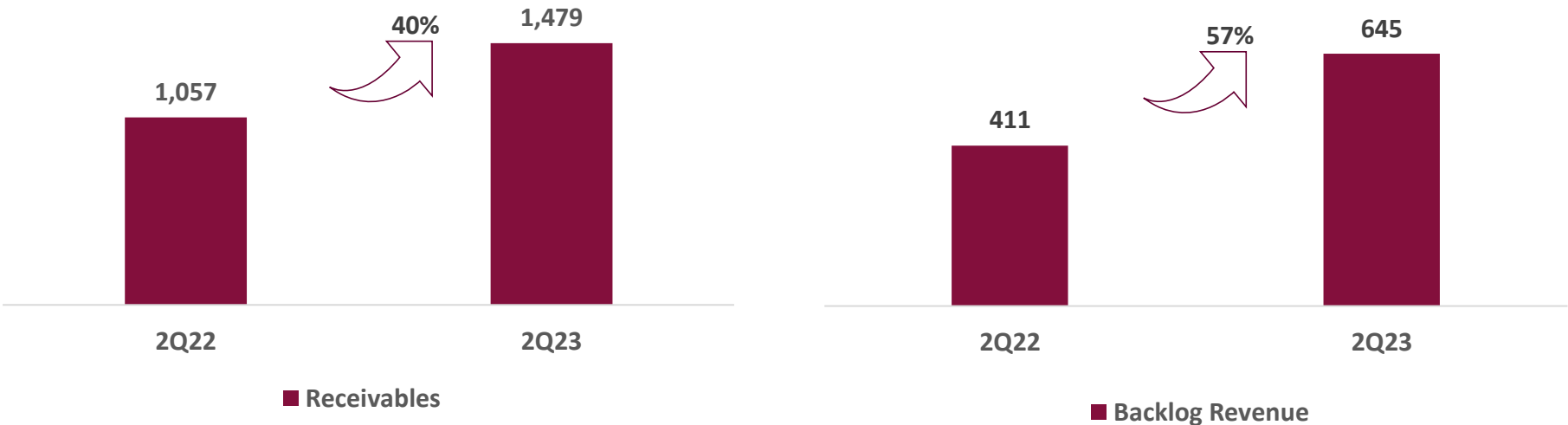
Edmar Prado Lopes Neto
CFO and IRO

Net Revenue

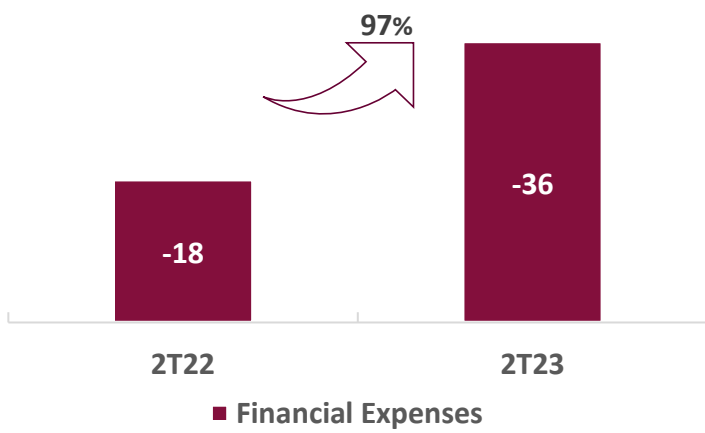
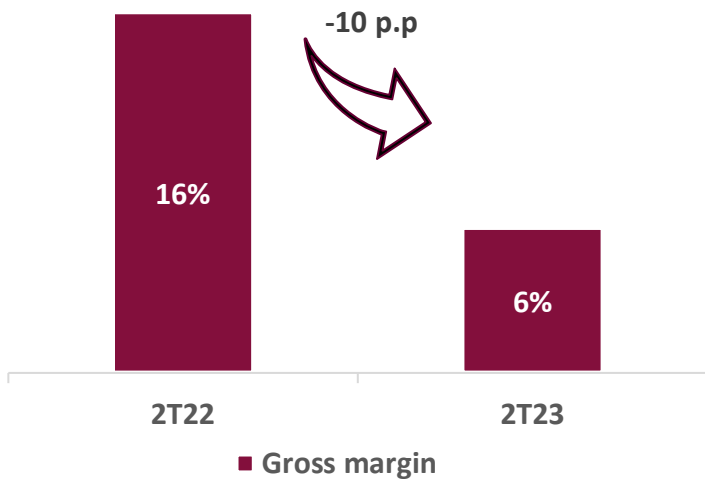
Net revenue increased 26% in 1H23 compared to 1H22, driven by a solid operational performance.



Evolution of Receivables and Backlog Revenue



R\$645 MM
BACKLOG
REVENUE





OPERATIONAL PERFORMANCE

Luiz Fernando Furlan
VP of Business



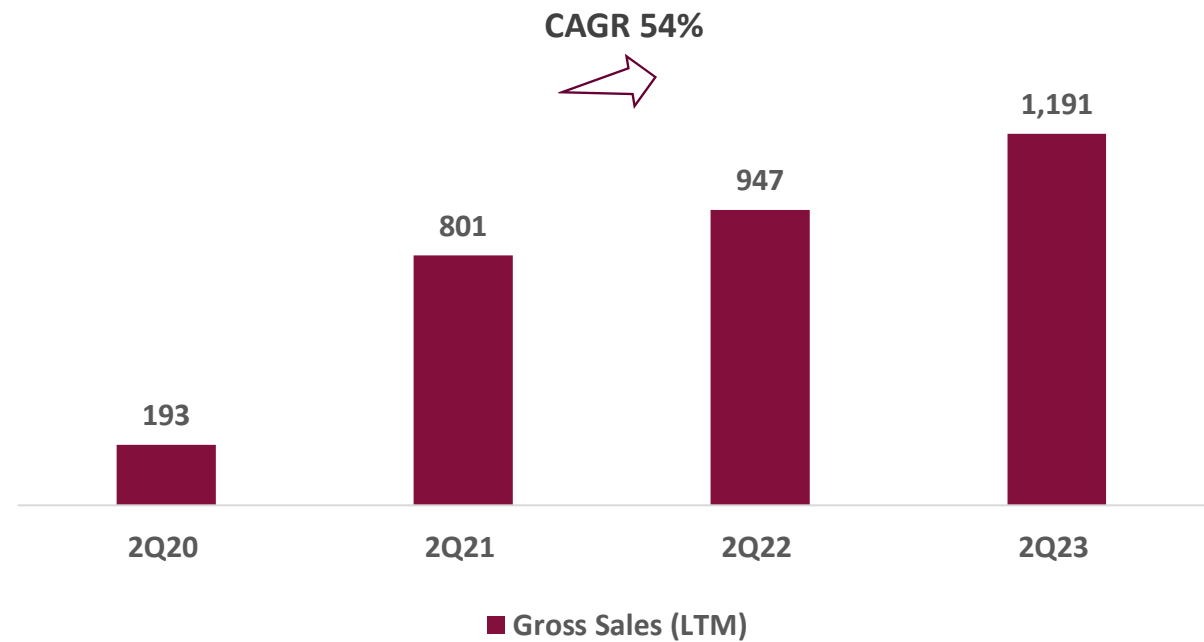
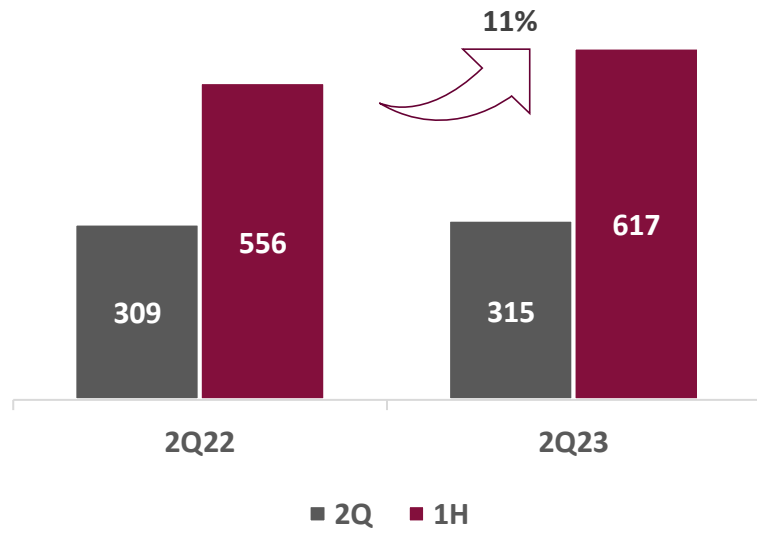
Gross Sales

Gafisa records strong gross sales of R\$617 million in 1H23, the highest sales volume in the last five years.

1 Bn
LTM:

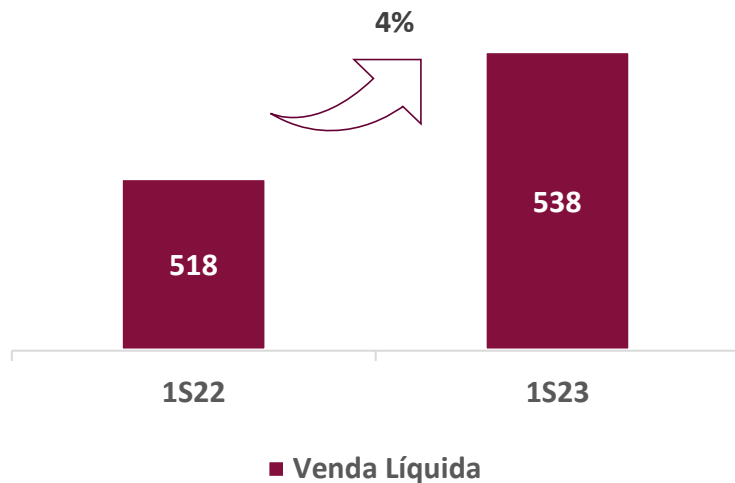
+11%
H/H

20%
LTM

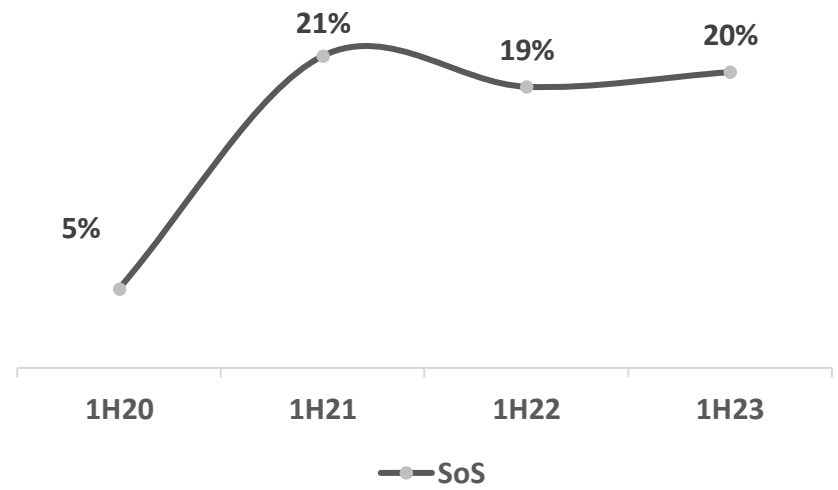


Net Sales, SoS, and Breakdown of Net Sales

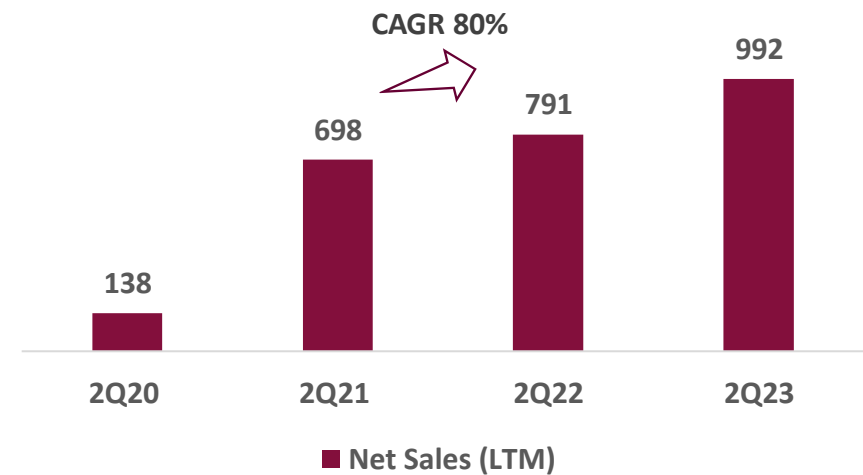
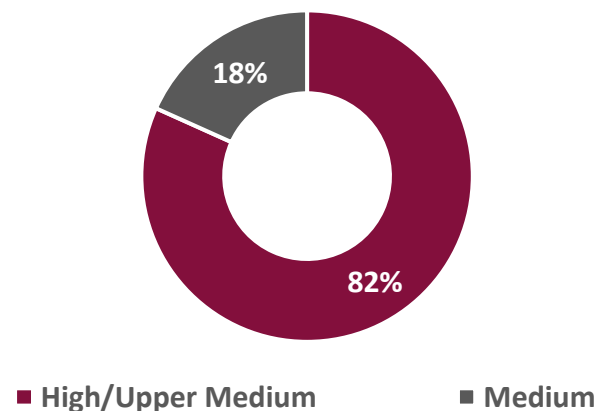
4%
Sales
H/H



20%
SoS
1H23



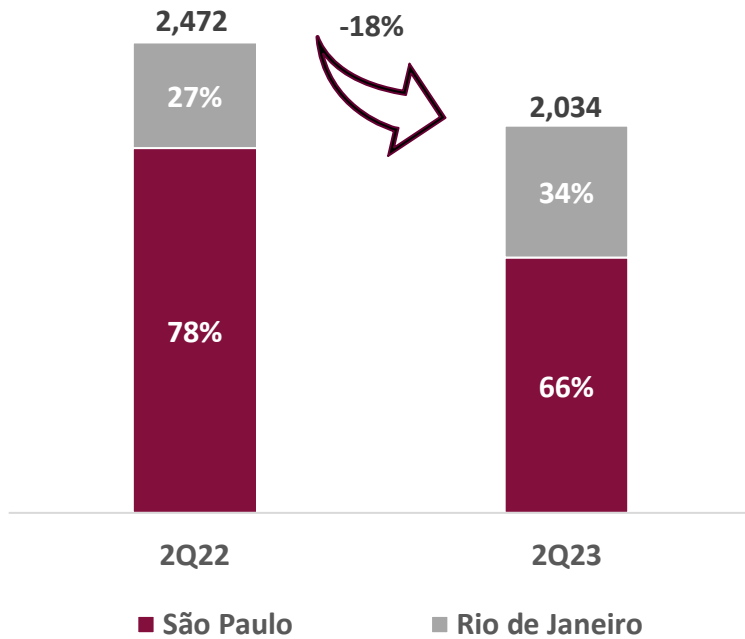
82%
High/
Upper
Medium
2Q23



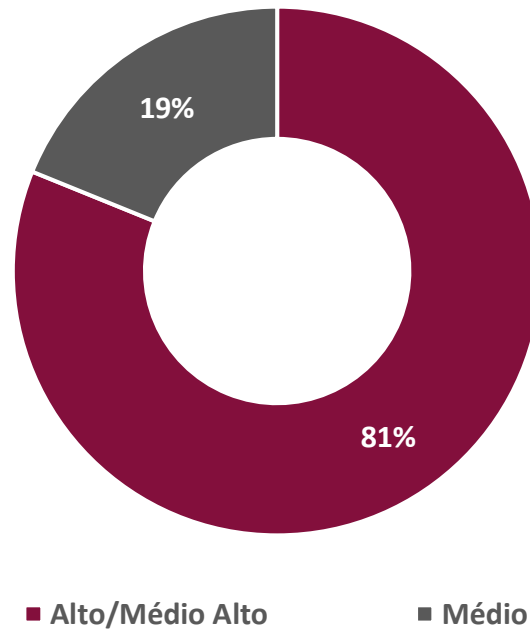


Inventory

Inventory by Region




Inventory by Segment



81%
UPPER
MEDIUM
AND HIGH-
END

-18%
INVENTORY
REDUCTION



Arthur Casas

FGMF

Patricia Anastassiadis

We develop our projects as if they were jewels, and we provide experiences that stem from a unique repertoire, curatorship by international partners, and the best architecture firms in the world, including projects by Arthur Casas, FGMF, and Patricia Anastassiadis. Our projects are irreplicable works of art, a true present for the cities.

Upcoming Launches

São Paulo

Itaim Bibi

Rua Bandeira Paulista

Rua Dr. Renato Paes de Barros



Upcoming Launches

Rio de Janeiro

Leblon



Avenida Vieira Souto

Lagoa Rodrigo de Freitas



Q&A





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