

RESULTS 2ND QUARTER 2021





DISCLAIMER






This presentation contains forward-looking statements which are subject to risks and uncertainties. These statements are based on expectations and assumptions of our Management and Directors, taking into account information to which the Company currently has access.

Exceptions related to forward-looking statements also include information about potential or expected operating results, as well as statements preceded by, followed by or including the words “believes”, “may”, “will”, “continues”, “expects”, “foresees”, “intends”, “plans”, “estimates” and similar expressions. The forward-looking statements and information are not guarantee of performance. They involve risks, uncertainties and assumptions, as they refer to future events, therefore subject to circumstances which may or may not occur. Future results and value creation for shareholders may significantly differ from those expressed or suggested by the forward-looking statements. Most of the factors that will determine these results and values are beyond our capacity or ability of control or foreseeability

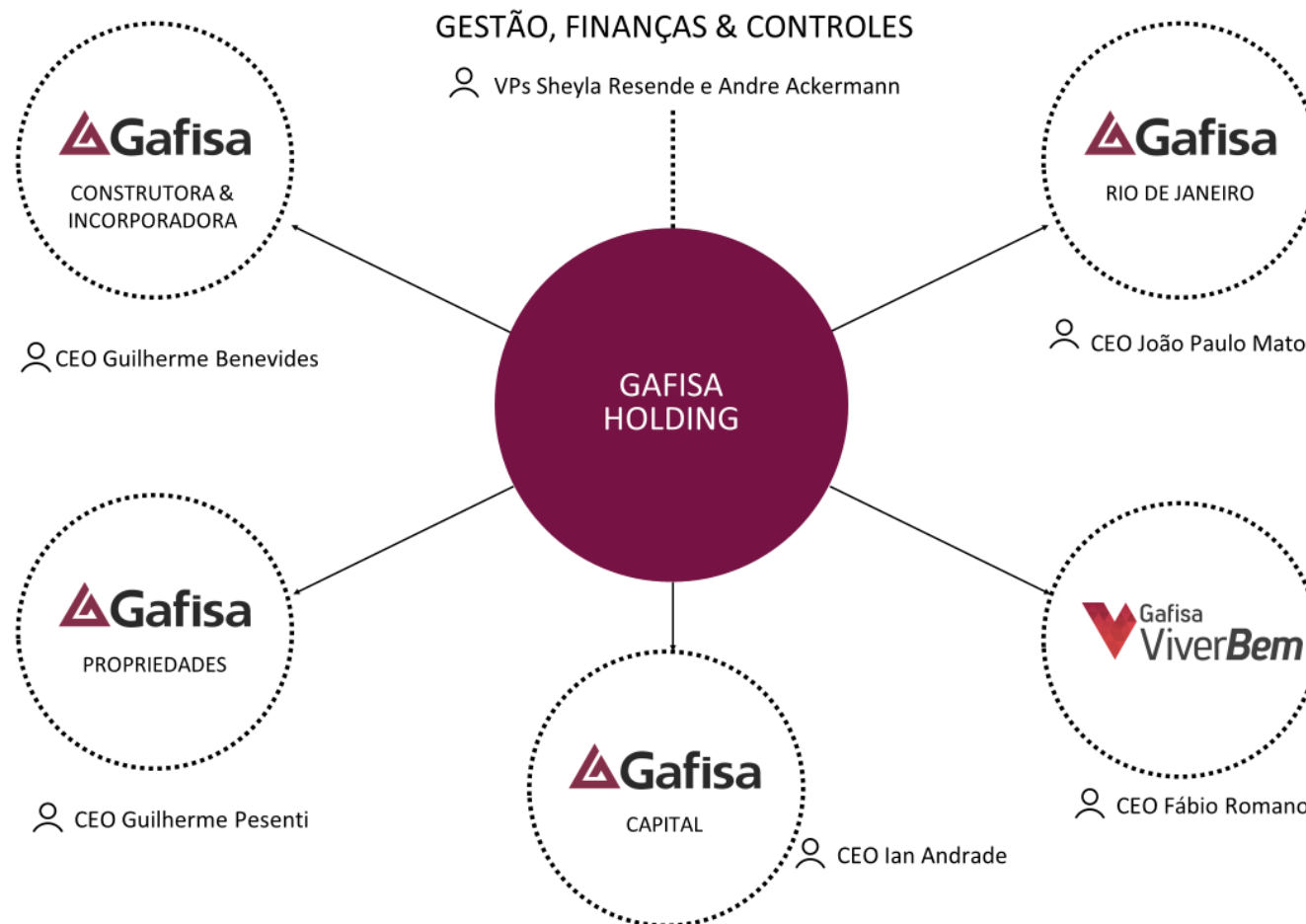
MAIN HIGHLIGHTS



 PRE & LAUNCHES¹	R\$ 809 mn 2Q21	more than half of year's guidance
 SALES	R\$ 201 mn 2Q21	+386% vs 2Q20
 NET REVENUES	R\$ 259 mn 2Q21	+52% vs 1Q21
 GROSS INCOME	R\$ 76 mn 2Q21	+96% vs 1Q21
 GROSS MARGIN	29,3% 2Q21	vs 22,7% 1Q21
 NET INCOME	R\$ 26 mn no 1S21	+R\$ 75mi vs 1H20

MULTIDISCIPLINARY MANAGEMENT MODEL

BUSINESS LEADERS IN EACH BUSINESS UNIT



OPERATIONAL RESULTS

GUILHERME BENEVIDES – CEO GAFISA CONSTRUTORA E INCORPORADORA



LAUNCHS & PRE LAUNCHS TOTALIZING R\$ 809 mn

IT IS MORE THAN HALF OF YEAR'S GUIDANCE



Pre Launch	Invert Campo Belo	Flow Nestor Pestana	Marajoara Club House	Ibirapuera Park house	(R\$ 000)
	Launch	Pre Launch	Pre Launch	Pre Launch	
PSV Pre Launches	308,105	140,216	147,823	213,669	809,814
% Gafisa	100%	100%	100%	0%	
Swifted PSV	21,903	11,300	-	-	33,203
PSV Launched w/o swift	286,202	128,916	147,823	-	562,942

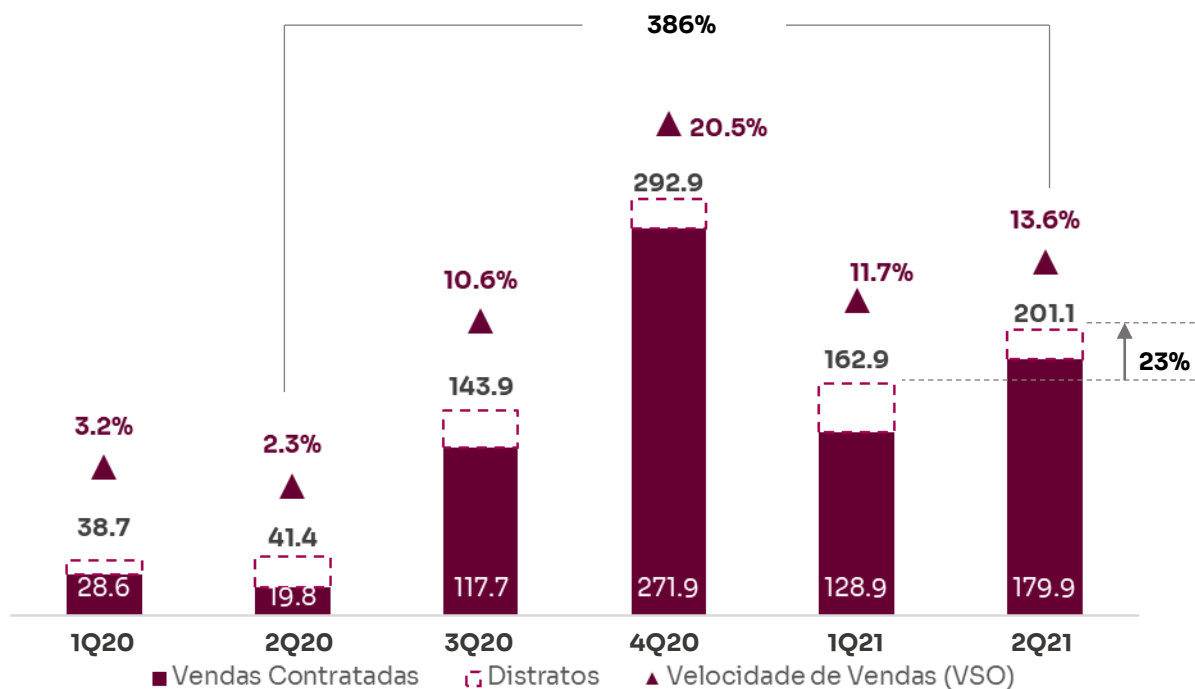
GROSS SALES REACHES R\$ 201 mn IN THE 2Q21

IT REPRESENTS AN INCREASE OF 386% VS 2Q20



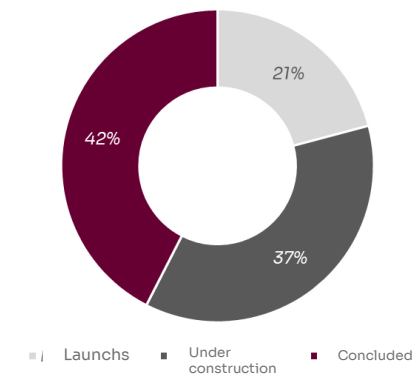
Sales, Dissolutions e SoS

(R\$ mn)



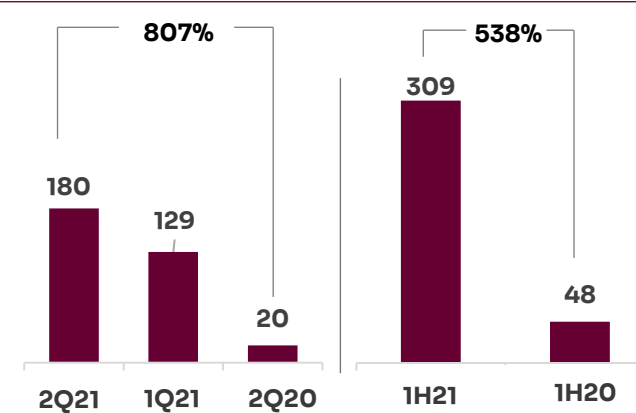
Breakdown Net Sales

(R\$ mn)



Net Sales

(R\$ mn)

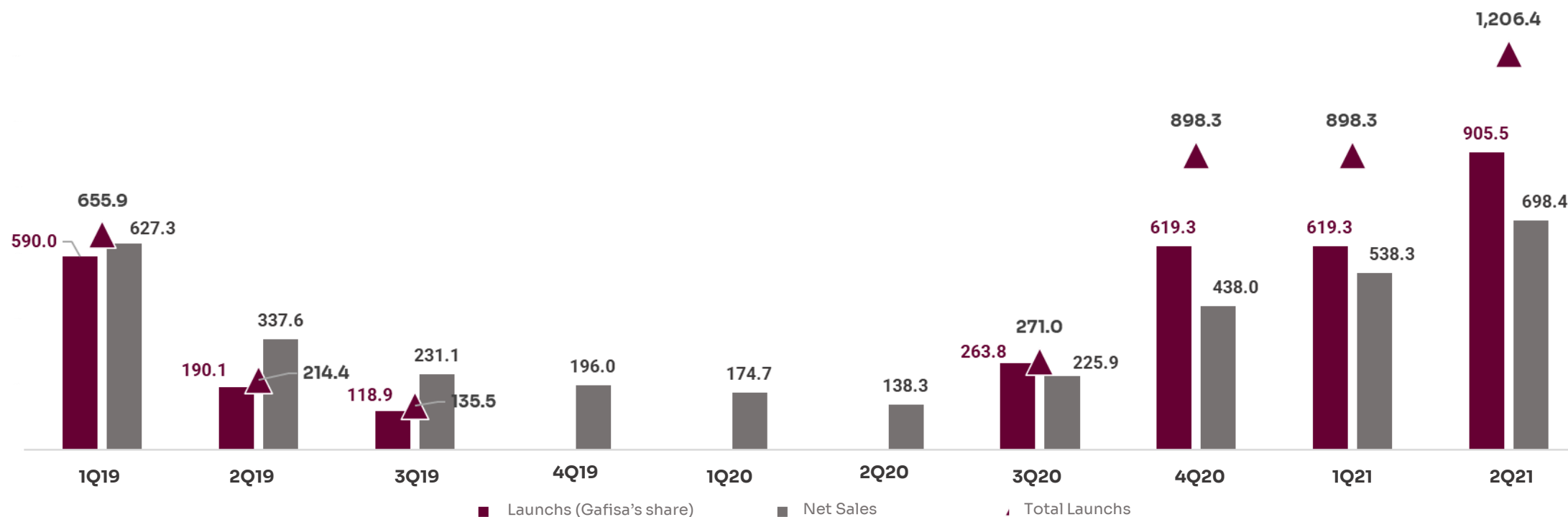


**DURING THE LTM GAFISA LAUNCHED R\$ 1.2 billion AND
CLOSED MORE THAN R\$ 698 mn IN NET SALES**

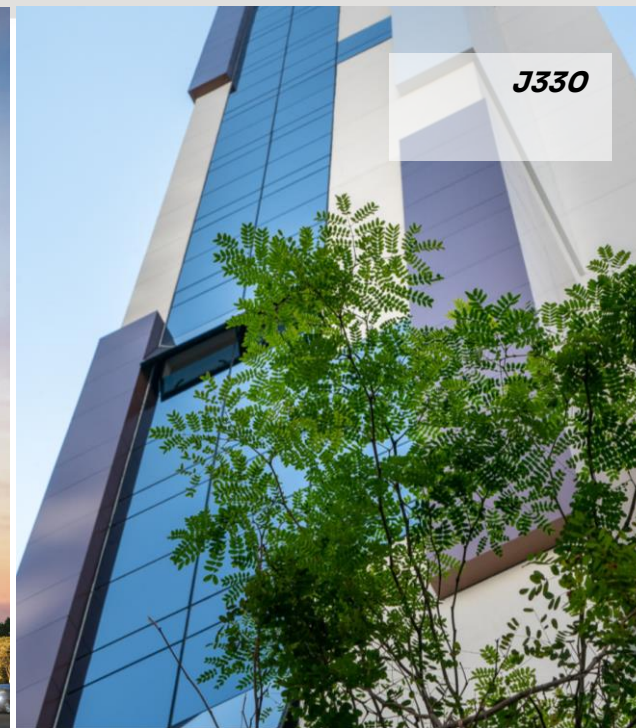


Launches & Net Sales (LTM)

(R\$ mn)



IT WAS DELIVERED **4 BUILDINGS**, TOTALIZING **823 UNITS** AND
OVER **R\$ 420 mn PSV** IN 2Q21



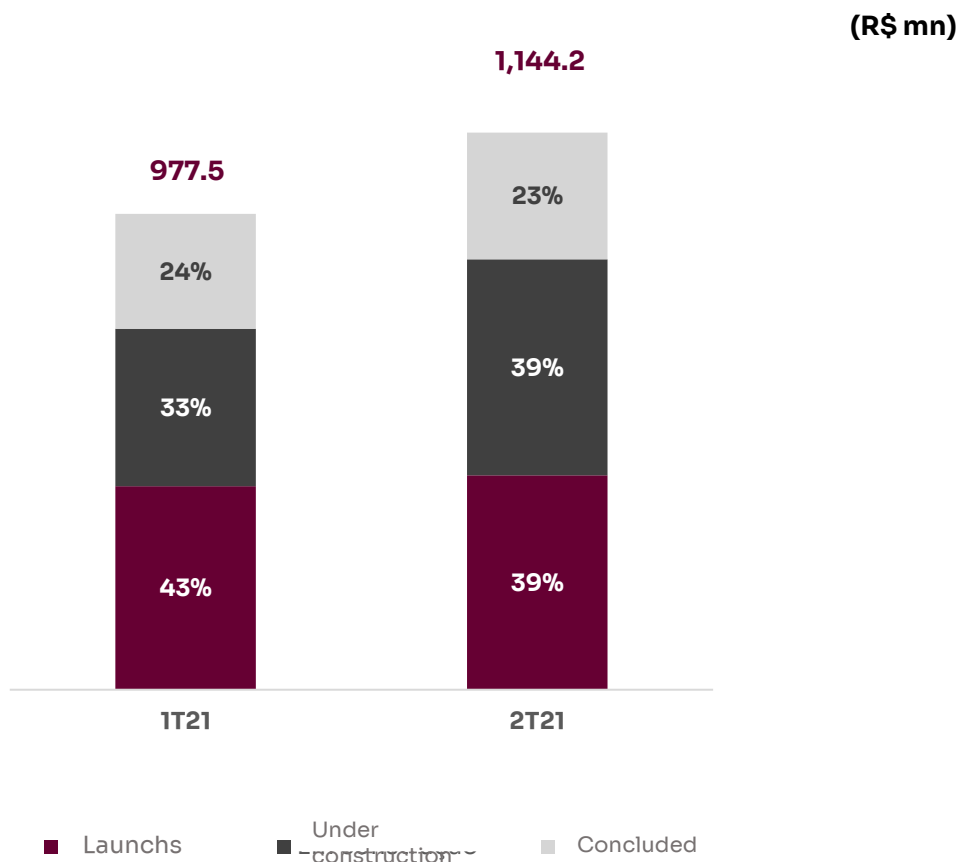
Delivered buildings	Moov Brás	J330	Upside Pinheiros	Life	
Month of delivery	May, 2021	May, 2021	May, 2021	June, 2021	
Units	543	28	84	168	823
PSV (R\$'mn)	94,162	77,823	159,990	93,000	424,974
Location	São Paulo	São Paulo	São Paulo	Rio de Janeiro	

INVENTORIES TOTALIZED R\$ 1,144 mn

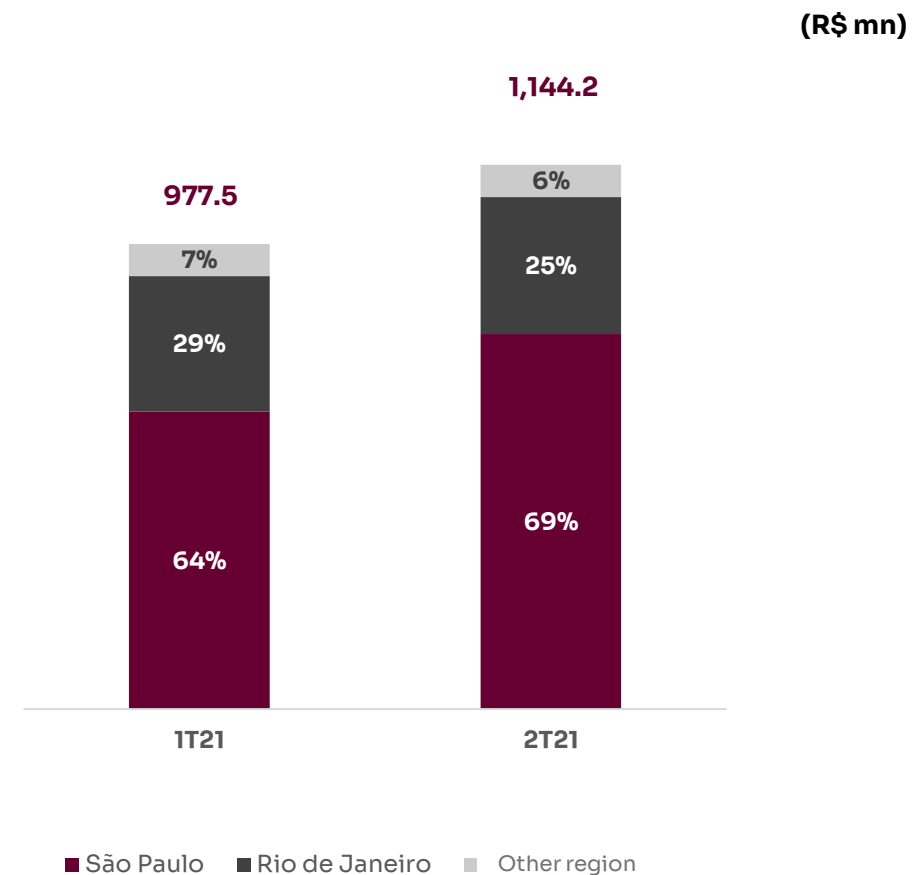
CONCENTRATED IN RJ AND SP, WITH A BALANCED MIX IN DIFFERENT STAGES



Inventories by phase of construction



Inventories by region



CONCEPTS OF OPEN INOVATION

GAFISA SEEKS TO INTERACT WITH THE ECOSYSTEM TO CO-CREATE VALUE WITH STARTUPS, RESEARCH CENTERS, AND SUPPLIERS BY SHARING THE IDENTIFIED CHALLENGES INTERNALLY IN ALL AREAS OF THE BUSINESS.



More than **300 startups identified**.
30 startups committed with projects
3 Pitchdays with 15 startups

Gafisa oficial sponsor
do **Mapa das Construtechs & Proptechs** – TerraCotta

More than **140 ideias** in the **Inova Gafisa**
40% in test phase or deployment

PITCHDAY
DE INOVAÇÃO DA **GAFISA**
VERTICAL DE INTELIGÊNCIA
DE MERCADO.

6 Startups selecionadas do segmento de
Inteligência do Mercado!

isket urbit CAPTEI
KAPUTO EEmovel polinize BRAIN

Mapa das
**Construtechs
& Proptechs**
BRASIL 2021

terraceTTA

APOIADOR OFICIAL:
Gafisa

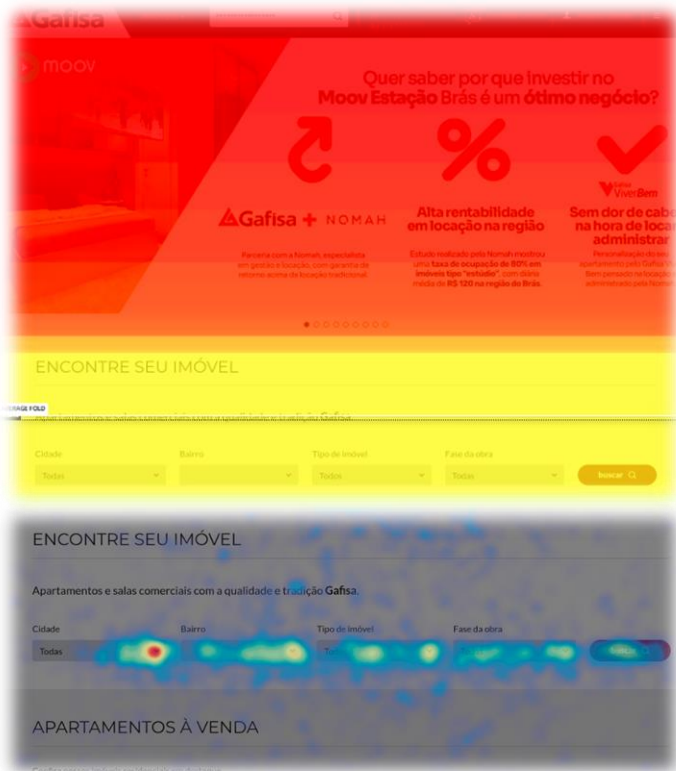


CONCEPTS OF OPEN INOVATION

IT RESULTS IN KNOWLEDGE CAPTURED FOR THE COMPANY THROUGH A BANK OF MORE THAN 300 STARTUPS IDENTIFIED AND ANALYZED IN THE VERTICALS OF CONSTRUCTECH, PROPTech, AND CORPORATE PROCESSES FOCUSED ON DATA AND AI.



Heat map App for analyzing the engagement of Leads

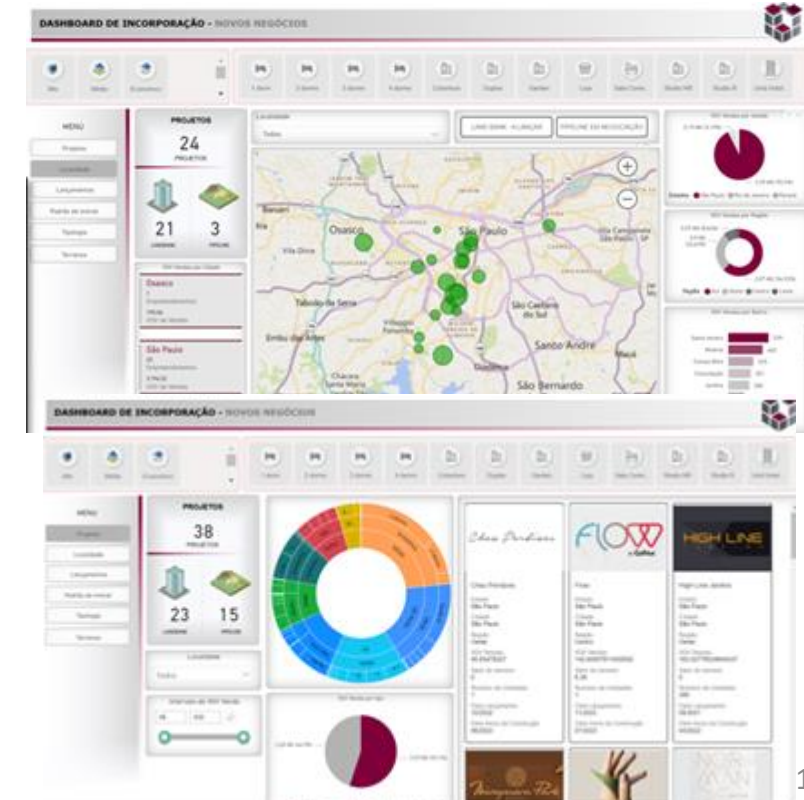


Supply Chain volume control

Using aerial image at construction sites for supply chain control



Development of app using AI for Business Development analysis



FINANCIAL RESULTS

IAN ANDRADE – CEO GAFISA CAPITAL

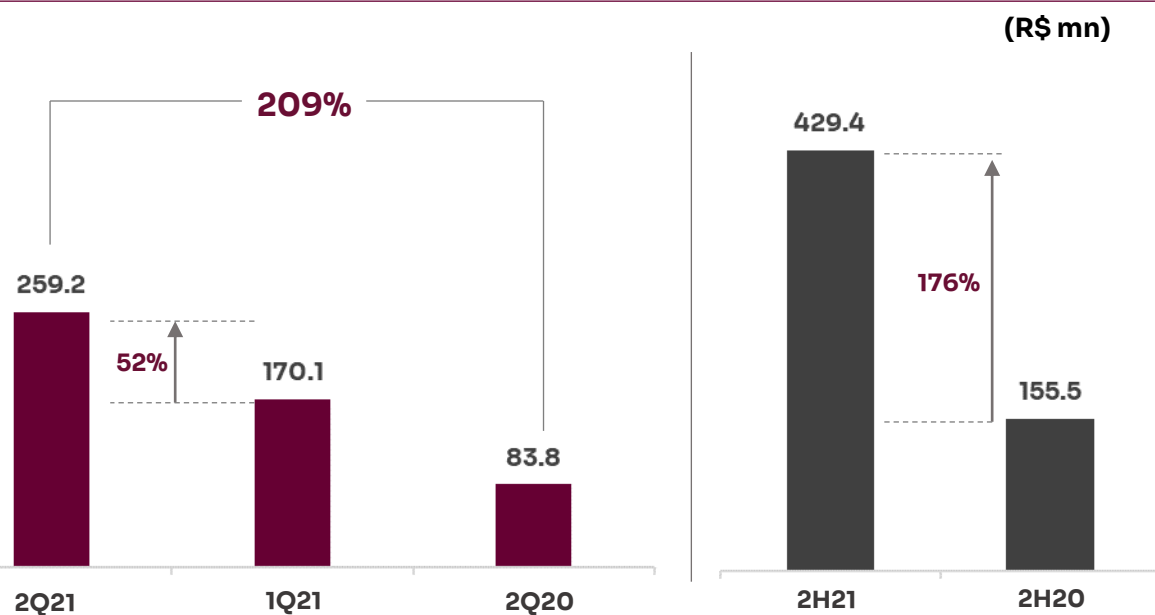


DURING 2Q21 NET REVENUE REACHED R\$ 259 mn E GROSS INCOME OF R\$ 76 mn

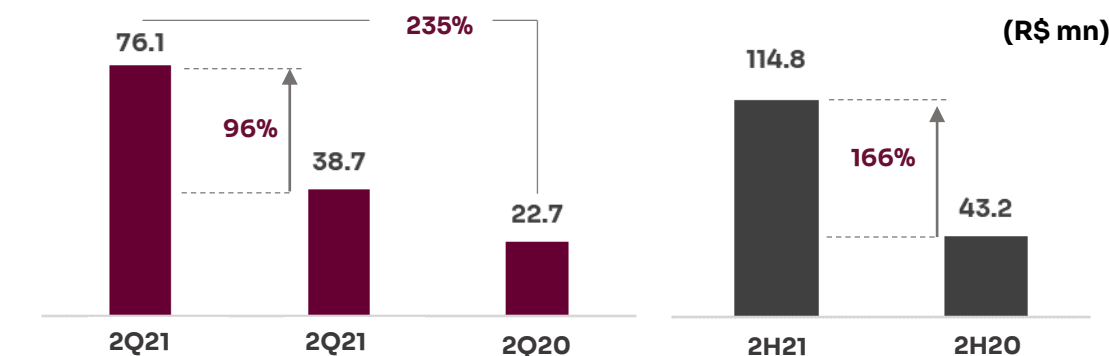


NET INCOME REACHED R\$ 13 mn, IT WAS THE THIRD POSITIVE CONSECUTIVE QUARTER

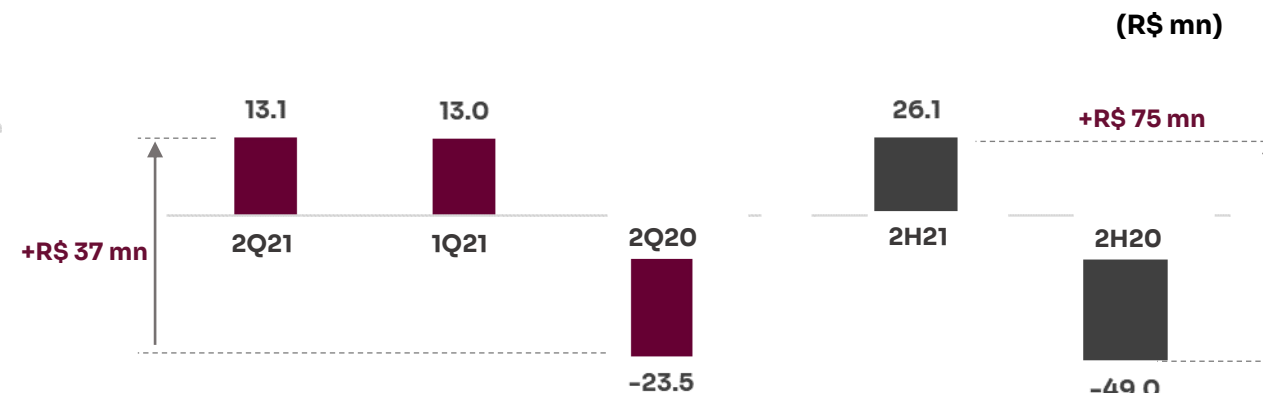
Net Revenue



Gross income



Net income

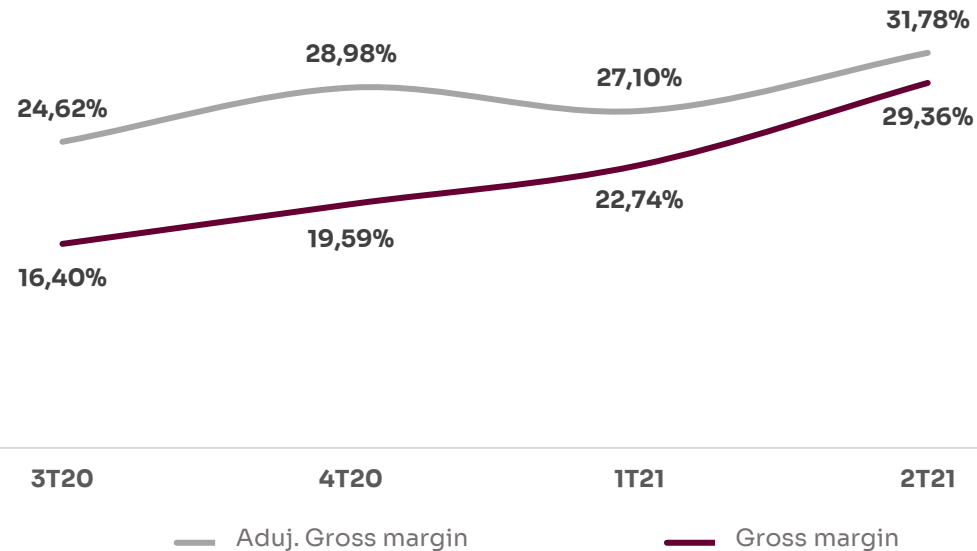


GROSS MARGIN REACHED 29,3% IN 2QT21

STRONG GROWTH TREND IN RECENT QUARTERS



Evolution of Gross Margin



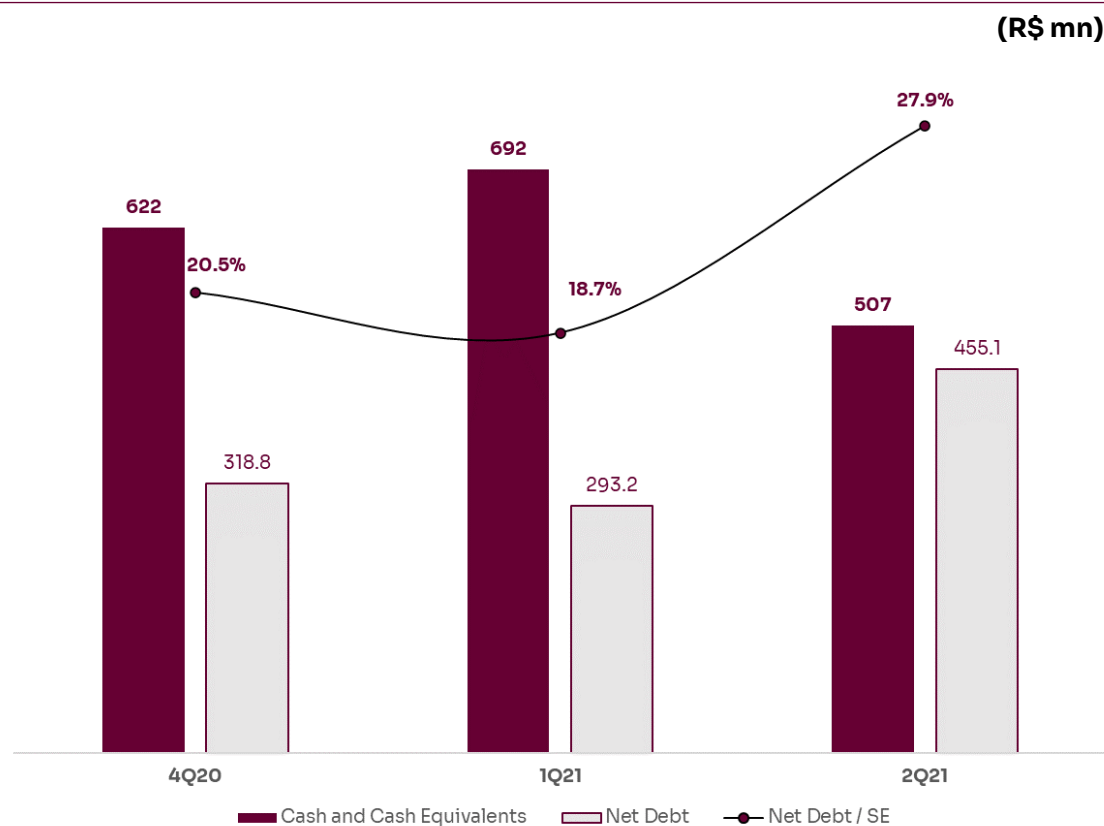
	2Q21	1Q21	Q/Q (%)	2Q20	Y/Y (%)
Net Revenue	259,227	170,132	52%	83,800	209%
Gross Profit	76,109	38,680	97%	22,714	235%
Gross Margin	29.4%	22.7%	662 bps	27.1%	225 bps
(-) Financial Costs	6,278	7,419	-15%	(6,857)	-192%
Adjusted Recurring Gross Profit ¹	82,387	46,099	79%	29,571	179%
Adjusted Recurring Gross Margin ¹	31.8%	27.1%	469 bps	35.3%	-351 bps

1. It was adjusted to exclude non recurrent events.

STRONG BALANCE SHEET



Evolution of net debt (ex Gafisa Propriedades)



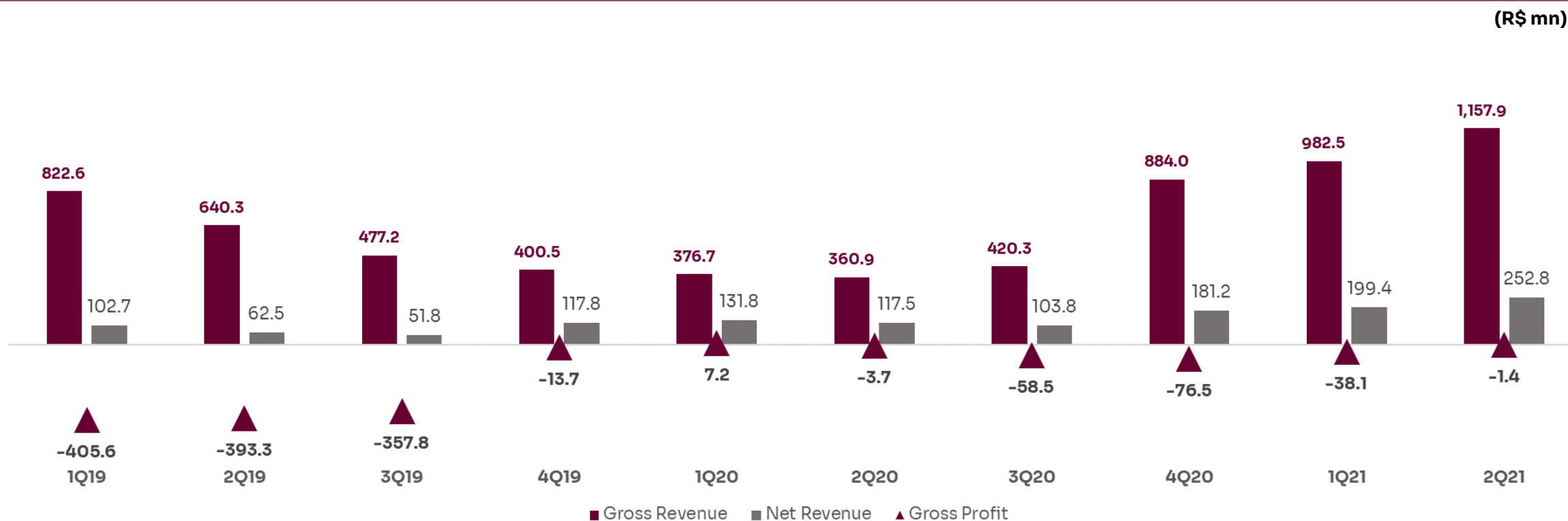
	4Q20	1Q21	2Q21	%
Projects Debt	879.2	929.7	873.0	69%
Working Capital Debt	61.8	55.5	89.0	7%
Gafisa Propriedades Debt		330.9	305.2	24%
Total Debt	940.9	1,316.1	1,267.3	100%

	4Q20	1Q21	2Q21	%
Receivables from developments - backlog	346.3	311.7	317.8	34%
Receivables PoC - ST (on balance sheet)	487.1	549.1	514.5	55%
Receivables PoC - LT (on balance sheet)	217.2	214.1	103.1	11%
Total	1,050.6	1,074.9	935.4	100%

DURING LTM GAFISA REACHED R\$ 1.15 billion NET REVENUE, NET INCOME ACHIEVES R\$ 252 mn, AND CLOSED THE GAP OF LOSSES IN THE LAST QUARTERS



Net Revenue, Gross Income & Net income (LTM)





MAIS QUE EMPREENDIMENTOS, CONSTRUÍMOS UMA CIDADE.

Se juntássemos todos os empreendimentos já construídos pela Gafisa, teríamos uma cidade inteira com mais de 1 milhão e meio de habitantes.



MAIS DE
1,5 MILHÃO
DE CLIENTES VIVENDO EM UM GAFISA



MAIS DE
1.200
EMPREENDIMENTOS ENTREGUES



MAIS DE
16 MILHÕES DE M²
CONSTRUÍDOS



PRESENÇA EM
40 CIDADES E 19 ESTADOS
EM TODO O BRASIL



78 VEZES
PREMIADA



500 MIL
SEGUIDORES EM REDES SOCIAIS



Todos os prédios nesta imagem foram construídos pela Gafisa.

For more information, please contact us.

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