



Earnings Presentation 4Q22/2022





Disclaimer

This presentation contains expected projections which are subject to risks and uncertainties. These projections are based on expectations and assumptions of our Management, our Board members, taking into account information to which the Company currently has access. The 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 guarantee of performance. These involve risks, uncertainties, and assumptions, as these refer to future events, therefore, subject to circumstances that may occur or not, future results, and the value creation for shareholders may significantly differ from those expressed or suggested by the forward-looking statements. Most of the factors which will determine these results and amounts go beyond our capacity of control or estimate.

MESSAGE FROM MANAGEMENT

Sheyla Resende
CEO





OPERATIONAL PERFORMANCE

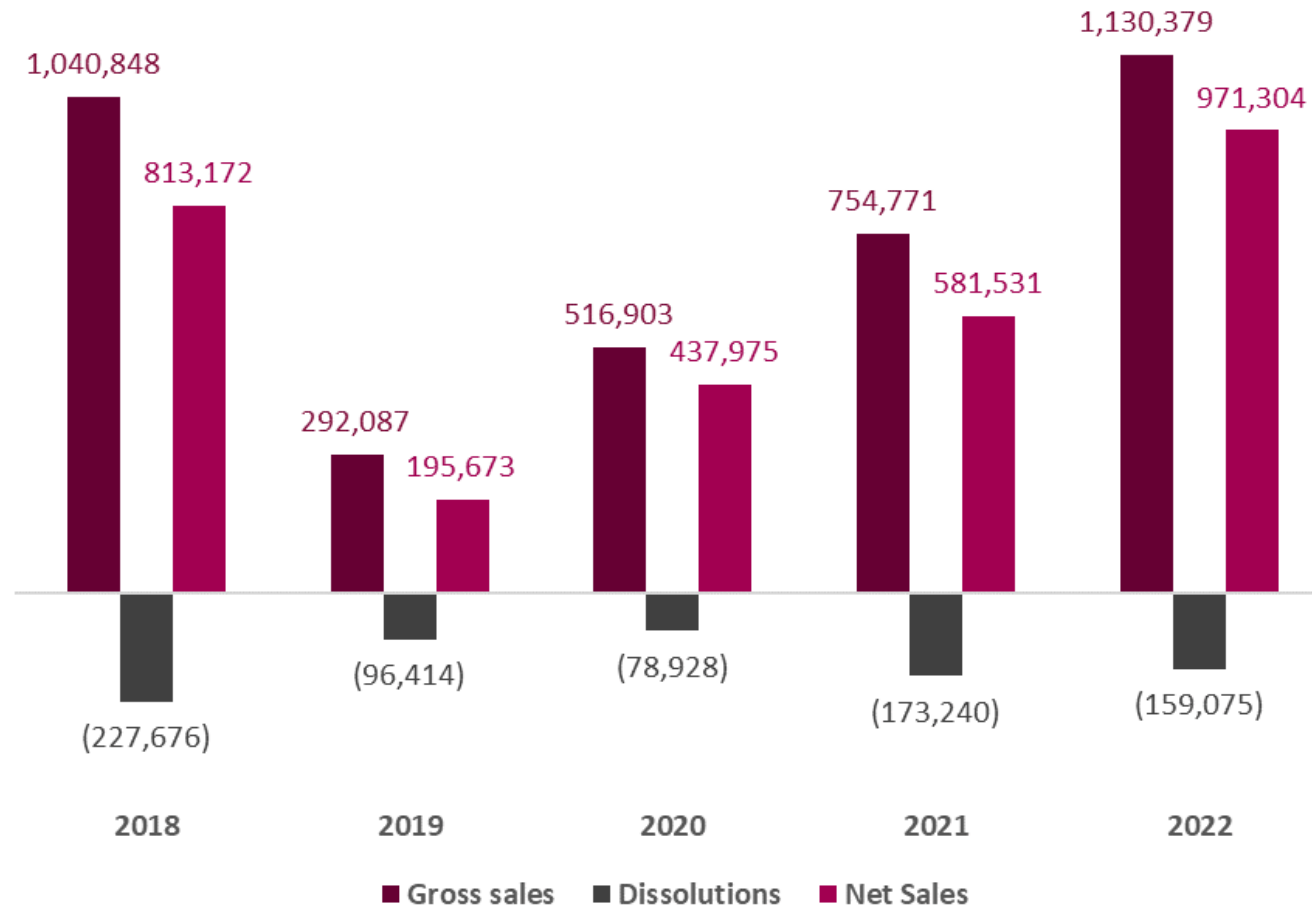
Luis Fernando Ortiz
Chief Operating Officer &
Business Development

2022: Gafisa's best sales result for the past 5 years

R\$1.1 bn
GROSS SALES
2022

27.4%
SoS
2022

Gafisa Sales Evolution



+50%
GROSS SALES

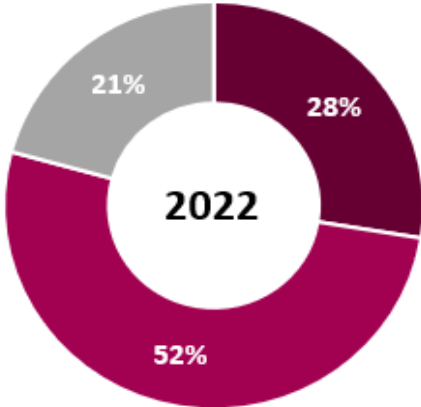
-8.2%
DISSOLUTIONS

+67%
NET SALES

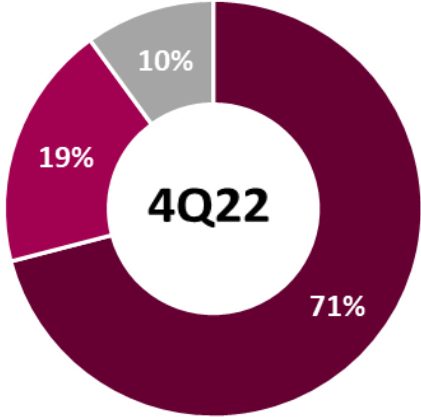
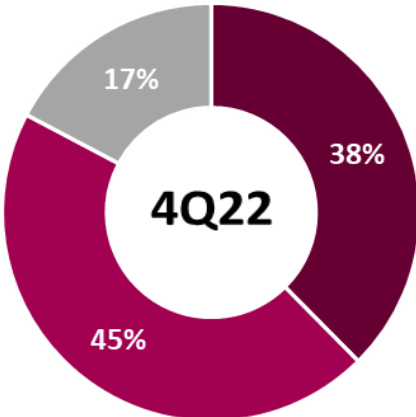
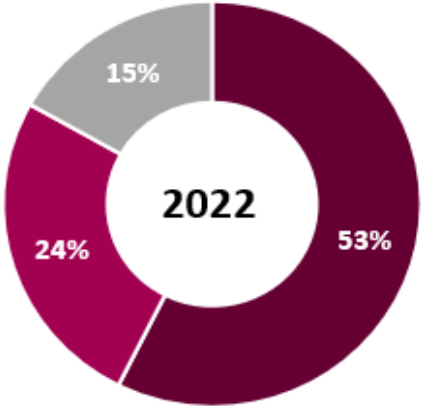
YOY

Balanced sales mix

By phase of construction (%)



By segment (%)



■ Launches ■ Under Construction ■ Delivered

■ High ■ High Medium ■ Medium

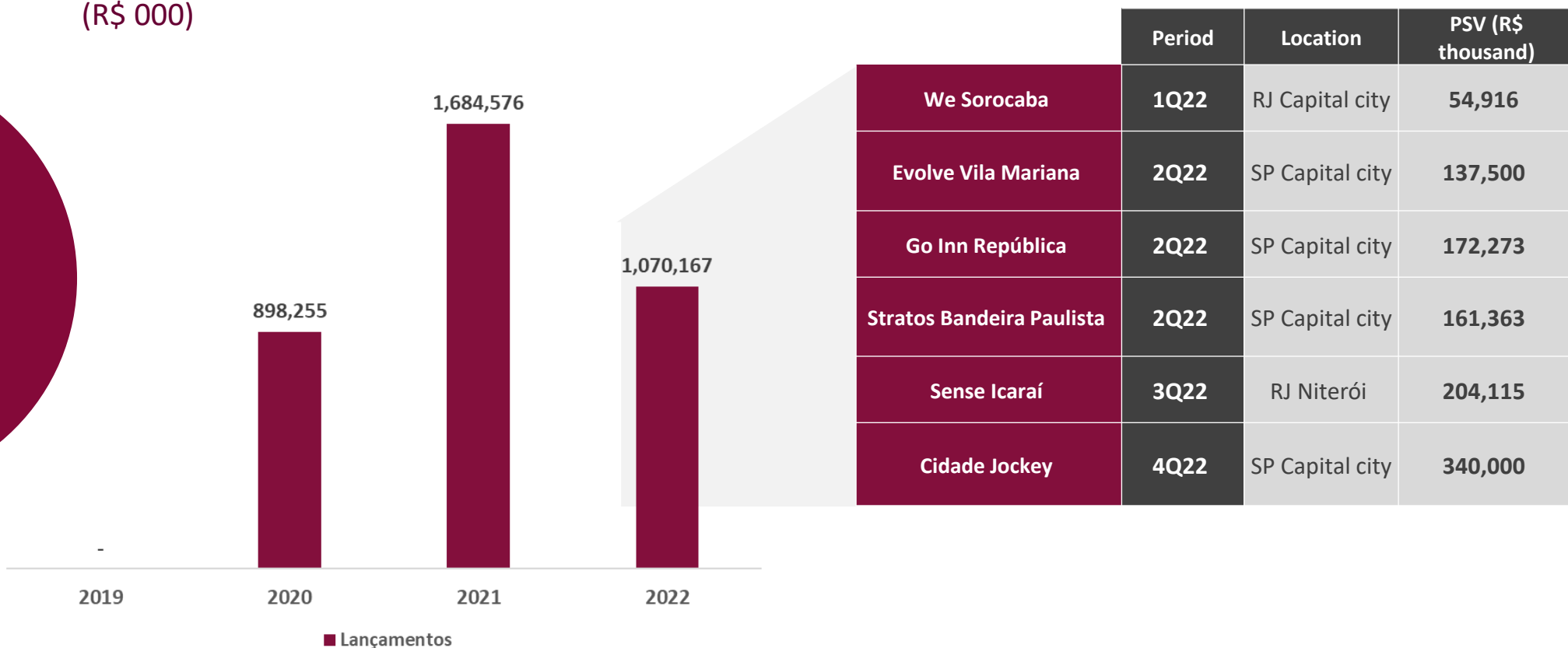


LAUNCHES IN 2022

6 projects were launched in 2022, 76% in the city of São Paulo and 24% in Rio de Janeiro.

Gafisa's Launches
(R\$ 000)

R\$1.1 bi
LAUNCHES
2022





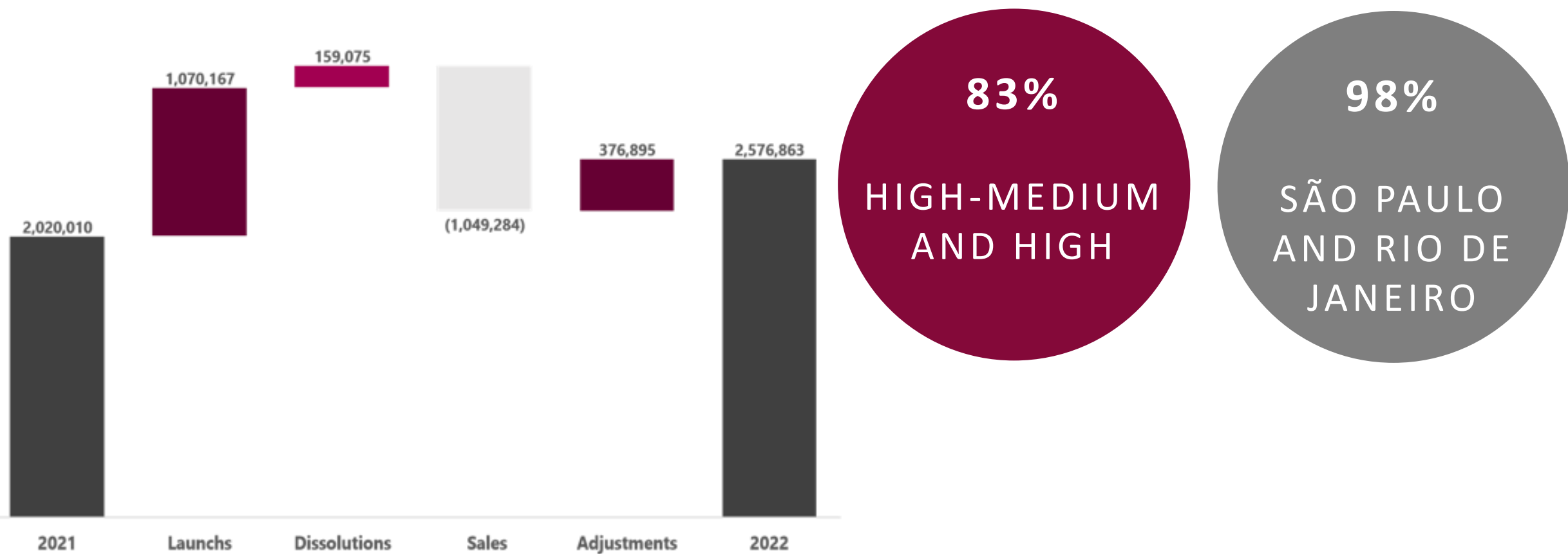
Highlight Launches 4Q22

Cidade Jockey
São Paulo Butantã

R\$ 340 MM

in PSV, Gafisa's largest launch over
the past 10 years

Inventory of R\$2.5 bi in line with positioning



(*) Adjustments referring to Cidade Matarazzo units added to Gafisa's inventory in 2022.

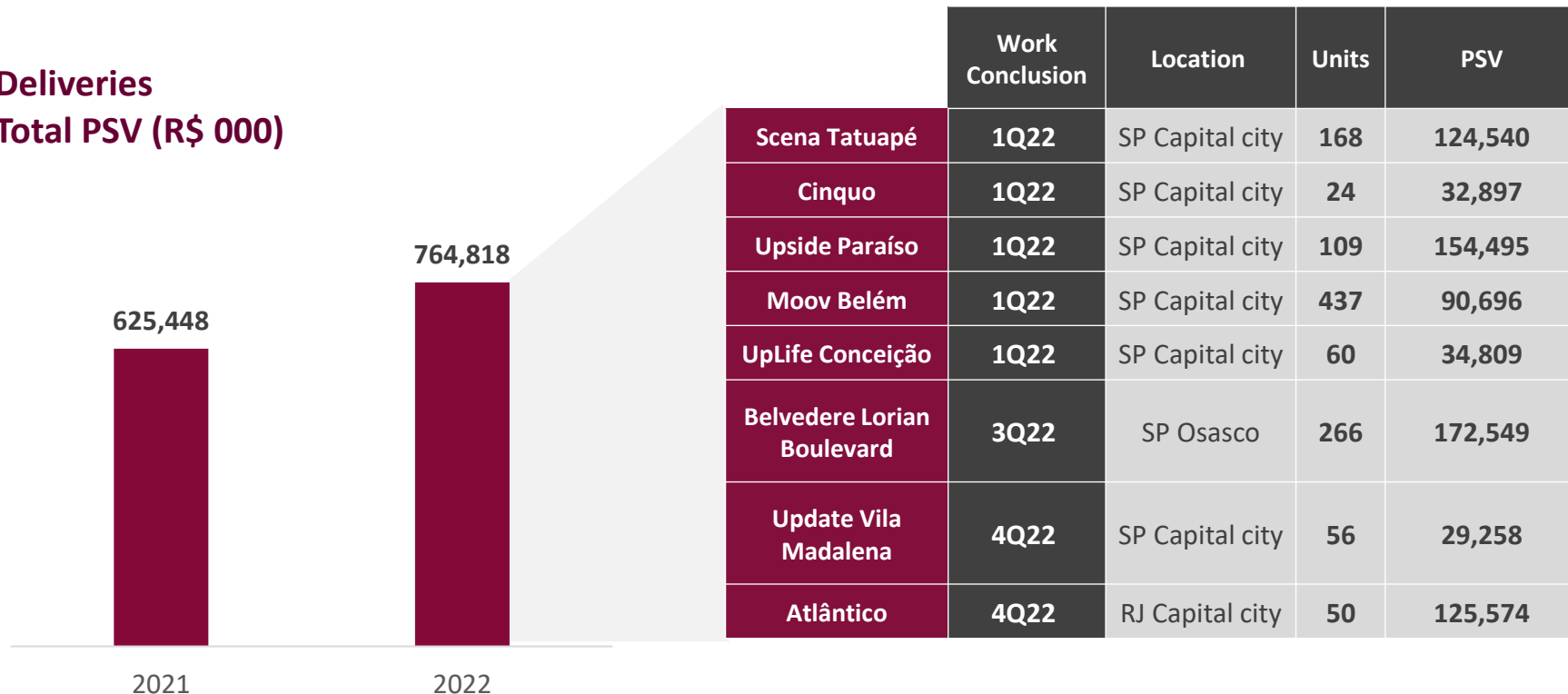


DELIVERIES AND TRANSFERS IN 2022

8 projects in 2022, 7 in São Paulo and 1 in the city of Rio de Janeiro.

R\$765 mn
DELIVERIES
2022

Deliveries
Total PSV (R\$ 000)





Highlight Deliveries 4Q22

Atlântico
Rio de Janeiro
Copacabana

R\$ 126 MM

in PSV

We are poised to grow

- Landbank totals nearly **R\$12 billion** in PSV
- Plots of land in **premium areas of São Paulo and Rio de Janeiro**
- **Customer journey**
- **Luxury-focused** advisory services
- **Pipeline of new businesses** in 2023 will uphold strategy implementation in the medium and long run

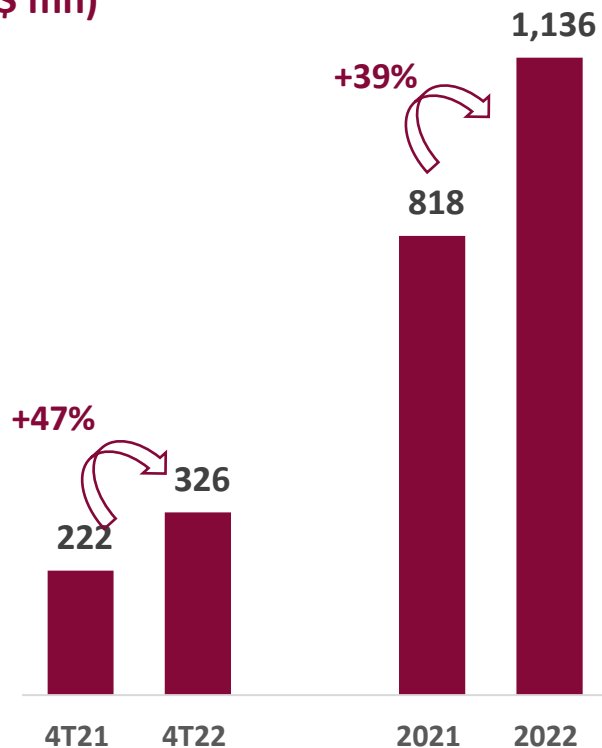


FINANCIAL PERFORMANCE

Edmar Prado Lopes Neto
CFO & IRO

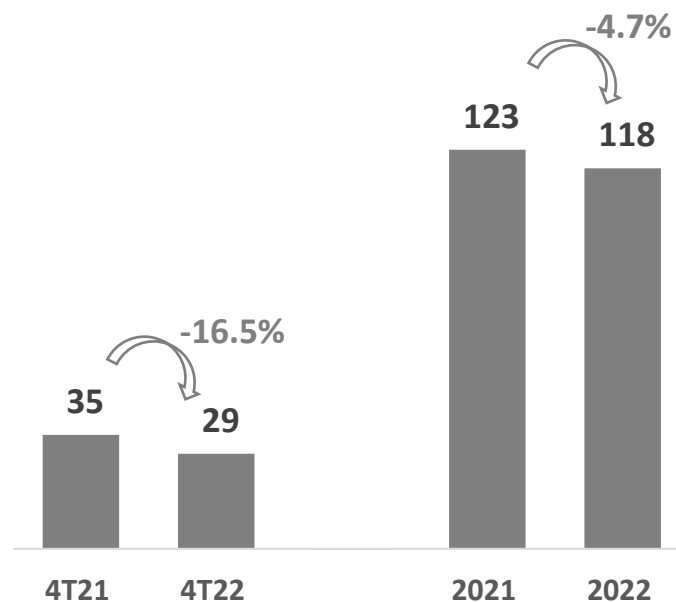
Financial highlights in the period

Net Revenue
(R\$ mn)



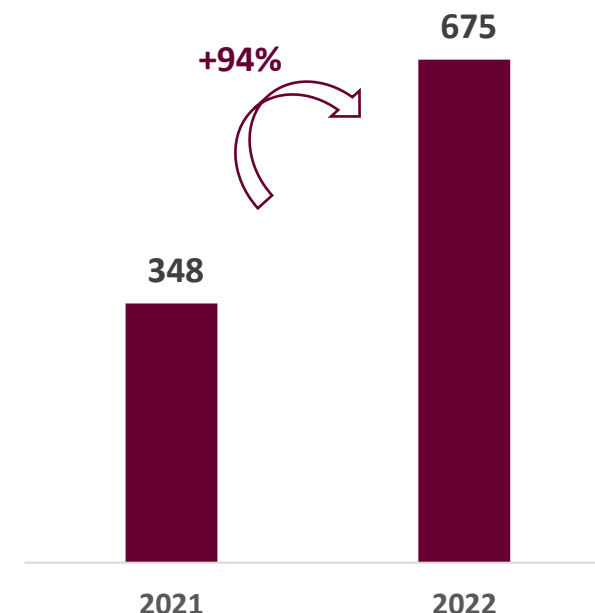
86% of revenues derived from properties launches over the past five years

SG&A
(R\$ mn)



Cost-savings initiatives with annual gains of R\$10 million

Backlog Results (REF)
(R\$ mn)



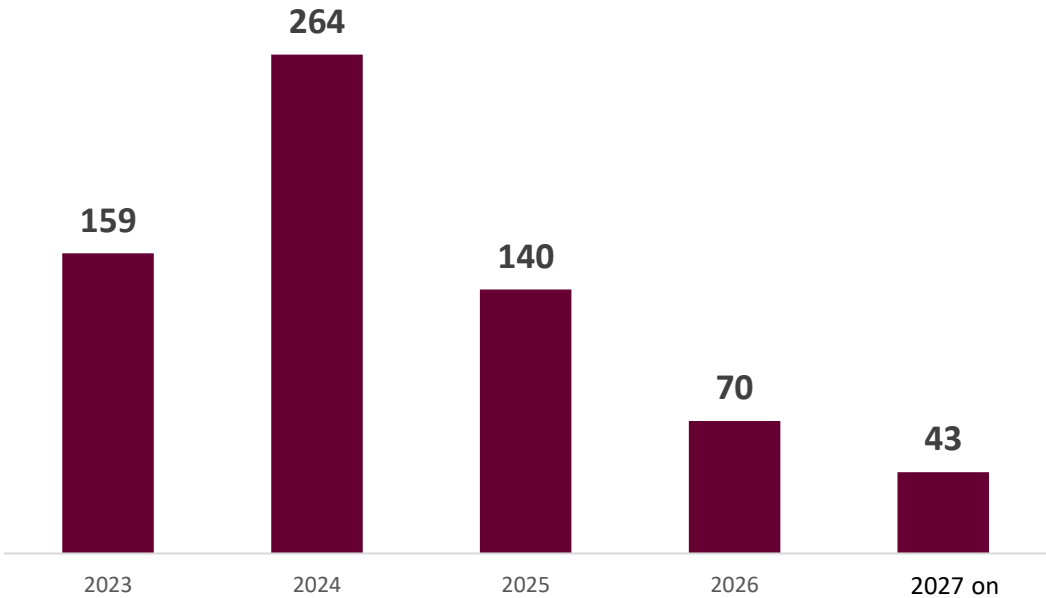
Higher weight of most recent projects in next quarters' revenue recognition

Performance signals positive outlook for revenue and margin over upcoming periods

R\$1.4 bi
TOTAL RECEIVABLES

R\$675 mn
BACKLOG RESULTS REF

Backlog results (R\$ mn)

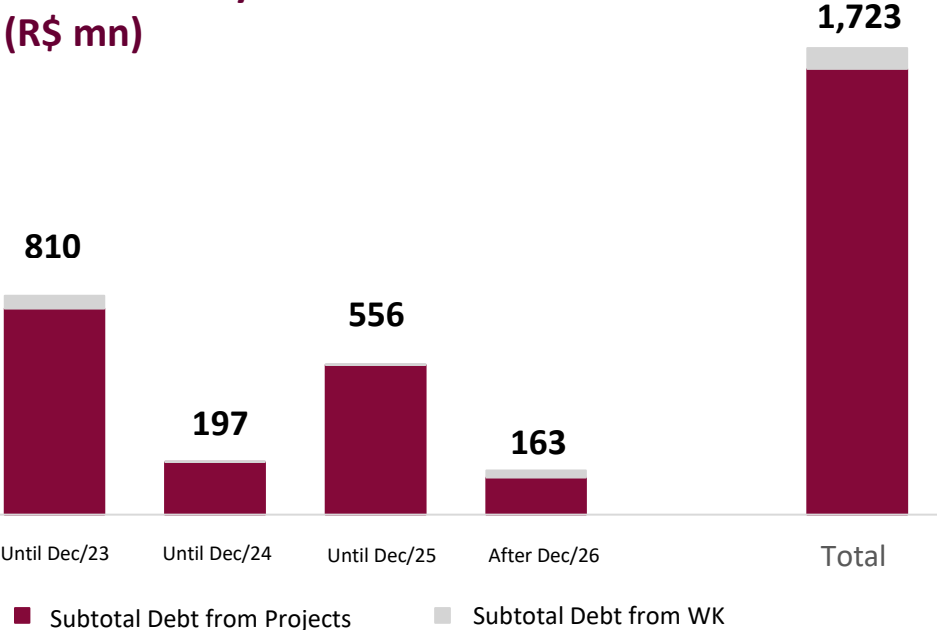


	2022	2021	Y/Y (%)
Receivables to be appropriated	674.702	347.777	94,0%
Receivables PoC (Balance Sheet)	747.880	541.731	38,1%
Total	1.422.582	889.508	59,9%

¹ Backlog results, net of PIS/Cofins – 3.65%, excluding the impact of PVA method, pursuant to Law No. 11.638

98% of the Company's debt is guaranteed by production and assets financing

Debt maturity (R\$ mn)



R\$460 MN
CASH AND CASH
EQUIVALENTS
DEC 2022

R\$600 MN
RAISED IN 2022
FOR PROJECTS
UNDERWAY

Gafisa is compliant with financial covenants



Q&A



gafisa.com.br