



Earnings Release
3Q23



São Paulo, November 9, 2023 – Gafisa S.A. (B3: GFSA3), one of Brazil's leading and most traditional high-income developers and builders, announces today its operational and financial results for the third quarter of 2023 (3Q23). Gafisa's operational and financial information, unless otherwise indicated, is stated based on consolidated figures and in thousands of Brazilian Reais (R\$), drawn up according to the accounting practices adopted in Brazil (BR GAAP) and the International Financial Reporting Standards (IFRS) applicable to real estate developers in Brazil, as approved by the Brazilian Accounting Pronouncements Committee (CPC), the Brazilian Securities and Exchange Commission (CVM) and the Brazilian Federal Accounting Council (CFC).

Gafisa achieves the best result of the last five years and registers R\$823 million in gross sales in 2023

The company reduces its stock by 30%, reduces the volume of cancellations by 45% compared to the same period in 2022 and carries out three deliveries in the quarter, totaling a PSV of R\$167 million.

HIGHLIGHTS

Operational Performance	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)	9M23	9M22	Y/Y (%)
Gross Sales	205,903	315,130	-34.7%	237,097	-13.2%	822,564	792,947	3.7%
Distractions	(28,923)	(61,709)	-53.1%	(52,599)	-45.0%	(107,085)	(90,518)	18.3%
Contracted Sales	176,980	253,421	-30.2%	184,498	-4.1%	715,479	702,429	1.9%
SoS (%)	8.8%	11.07%	-2.6 p.p	8.0%	0.8 p.p	28.0%	21.5%	6.5 p.p
PSV Delivered	165,876	64,367	157.7%	90,696	82.9%	391,244	437,437	-10.6%
Inventory	1,840,921	2,034,918	-9.5%	2,614,475	-29.6%	-	-	-

Financial Performance	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)	9M23	9M22	Y/Y (%)
Net Revenue	265,672	284,232	-6.5%	351,650	-24.4%	842,410	810,220	4.0%
Gross Profit	8,076	18,653	-56.7%	41,077	-80.3%	56,787	144,884	-60.8%
Gross Margin	3.0%	6.6%	-3.5 p.p.	11.7%	-8.6 p.p.	6.7%	17.9%	-11.1 p.p.
Adjusted Gross Margin	18.4%	21.9%	-3.5 p.p.	19.4%	-1.0 p.p.	22.6%	27.8%	-5.2 p.p.
Net Profit	(64,982)	(90,963)	-28.6%	(49,364)	31.6%	(189,969)	(79,490)	139.0%
Revenues to Appropriate	497,752	645,283	-22.9%	475,122	4.8%	497,752	475,122	4.8%
Margin to appropriate	20.5%	25.7%	-5.2 p.p.	37.6%	-17.1 p.p.	20.5%	37.6%	-17.1 p.p.
Net Debt	1,301,926	1,240,470	5.0%	1,047,901	-24.2%	1,301,926	1,047,901	-24.2%
Cash and Cash Equivalents	366,357	422,475	-13.3%	929,645	-60.6%	366,357	929,645	-60.6%
Shareholders' Equity + Minorities	1,688,977	1,777,375	-5.0%	1,742,298	-3.1%	1,688,977	1,742,298	-3.1%
(Net Debt)/(Equity + Minorit.)	77.1%	69.8%	7.3 p.p.	60.1%	16.9 p.p.	77.1%	60.1%	16.9 p.p.

Note: 3Q23 financial data excludes the sale of land.



MESSAGE FROM MANAGEMENT

In the third quarter of 2023, Gafisa remained focused on its strategic planning, with sales growth, increased revenue, and lower inventory, taking another step towards its transition to the high-end segment.

Gross sales reached R\$206 million in 3Q23, and R\$823 million in 9M23, up 13% on 3Q22, reaching the highest sales volume in the last five years.

Net sales amounted to R\$177 million in 3Q23, and R\$715 million in 9M23, up 2% on 3Q22.

Dissolutions totaled R\$29 million in 3Q23, down 53% from 2Q23 and 45% year-on-year.

Net revenue came to R\$266 million, and R\$842 million in 9M23, up 4% on 3Q22.

In 3Q23, Gafisa delivered three high-end projects, totaling a PSV of R\$167 million, namely: **(1) Ivo**, located in the district of Botafogo, city of Rio de Janeiro; **(2) Chez Perdizes**, located in the district of Perdizes, city of São Paulo, and **(3) Igara**, located in the district of Leblon, city of Rio de Janeiro.

The Company ended the third quarter of 2023 with a total inventory of R\$1.8 billion, 30% lower than the same period last year.

Gafisa is preparing to launch a unique project, designed to create a world reference for luxury in Rio de Janeiro. With one of the largest PSV in history, the project inaugurates a new phase for the company in Rio de Janeiro.

As part of its strategy of strengthening its position in the high-end segment, Gafisa participates in Brazil's largest luxury benchmarking project to build part of the Cidade Matarazzo complex.

Gafisa's upcoming launches will bolster its position in the high-end segment. These projects are located in prime areas of the cities of São Paulo and Rio de Janeiro, evidencing its strength and reputation as one of Brazil's leading and most traditional high-end real estate developers and builders.

Lastly, the macroeconomic scenario foresees the year's end and next quarters with an upside for economic activity, and lower interest rates, thus benefitting the sector's recovery. We kicked off the fourth quarter by moving forward with our strategic planning to consolidate our position in the high-end segment and also improve our financial and operational indicators.

Sheyla Resende – CEO

VIEIRA SOUTO

Next Launch



Viera Souto – Rio de Janeiro

Upcoming launch in Rio de Janeiro will represent a world benchmark for luxury on Rio's waterfront.

Facing the sea, with a magnificent view of the Ipanema beach and the Rodrigo de Freitas lagoon, this project will offer breakthrough services and experiences.

Signed by the renowned architect Arthur Casas, this project will reveal a highly-sophisticated architecture and design in a unique *lifestyle* proposal.

Sales will include Brazilian and international customers, who have Rio de Janeiro as a city reference, looking for uniqueness.

This future launch demonstrates the importance of Rio de Janeiro for Gafisa and has one of the highest PSVs in the company's history, as it continues to develop high value-added projects for the city., this upcoming launch evidences Rio de Janeiro's relevance for Gafisa that continues developing high value-added projects for the city.



CIDADE MATARAZZO

Strategic participation in the high-end segment

As part of its strategy of strengthening its position in the high-end segment, Gafisa participates in Brazil's largest luxury benchmarking project to build part of Cidade Matarazzo complex.

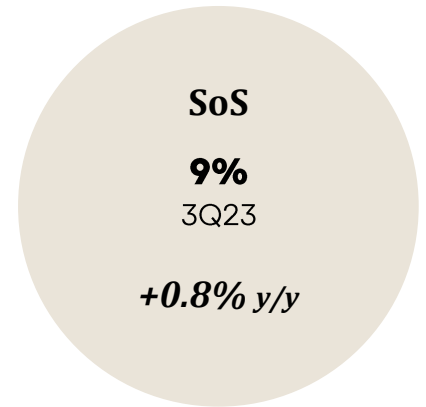
This is a project developed with so many details, wherein Gafisa provides cutting-edge technology to build this place's history.

Gafisa's current status is Retail construction- phase 2 composed of five blocks that will shelter brand stores, restaurants and an exclusive hotel, corresponding to 27,000 m² of operations. Gafisa will also build the 'Sala AQUI', an exhibition center.

Construction has been careful, as this is a work that will preserve this place's history, which is naturally an everlasting inspiration, notable by its trendiness and sophistication, with all Gafisa's building quality.



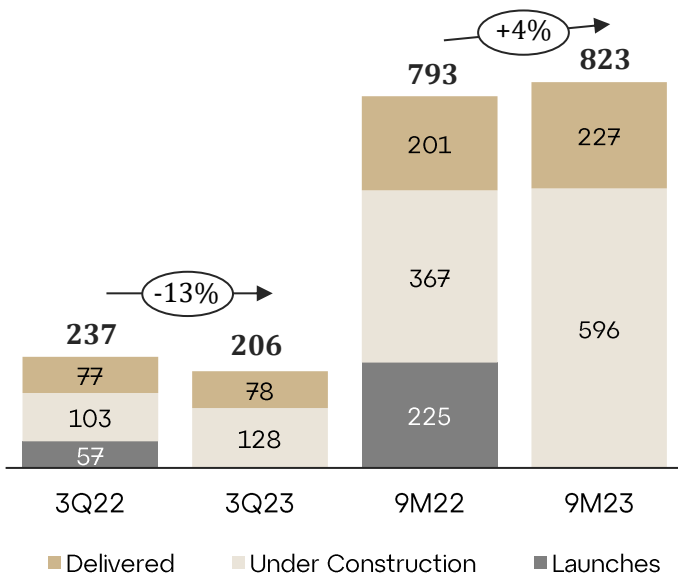
OPERATIONAL HIGHLIGHTS



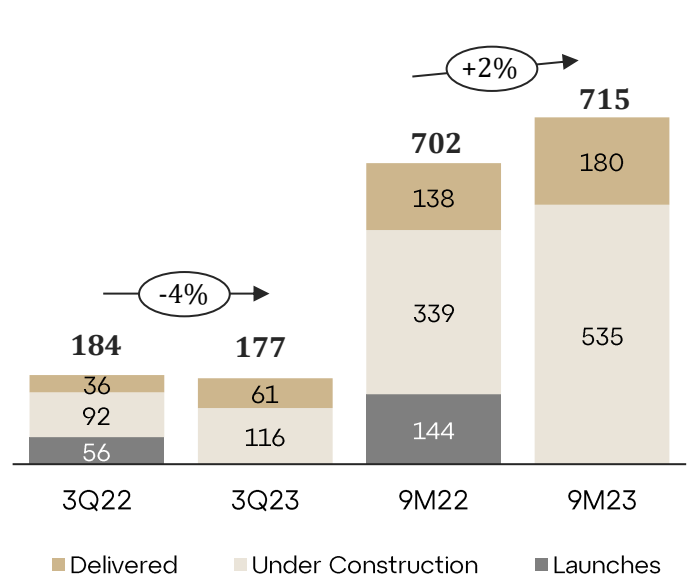
Sales

In 9M23, Gafisa strongly advanced its planning, with a substantial 30% net sales growth from inventory completion and a 58% net sales growth from inventory under construction. This performance, even without launches in 9M23, consolidates and advances Gafisa's strategy of transition from the high-upper medium portfolio to the high-end segment.

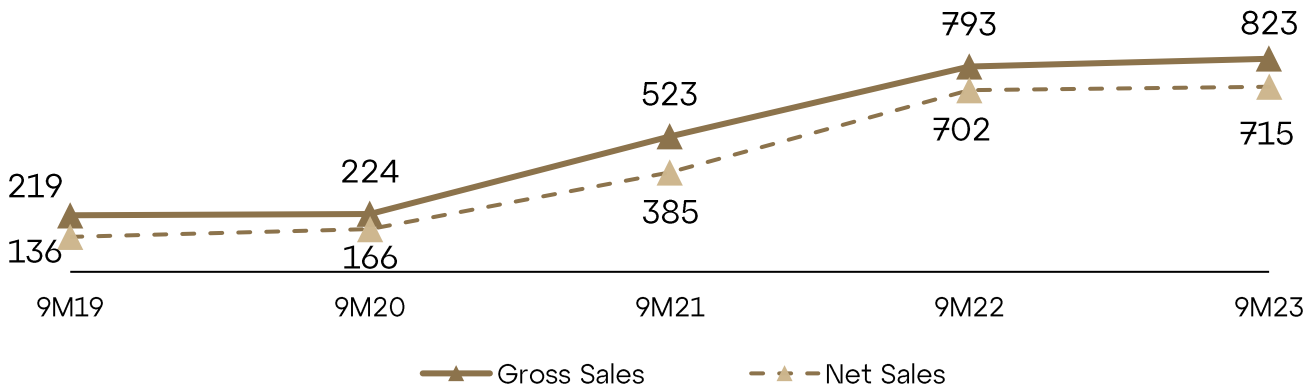
Gross Sales
(R\$ million)



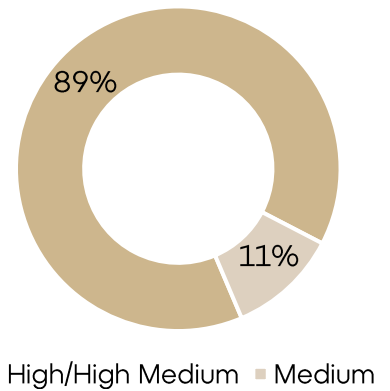
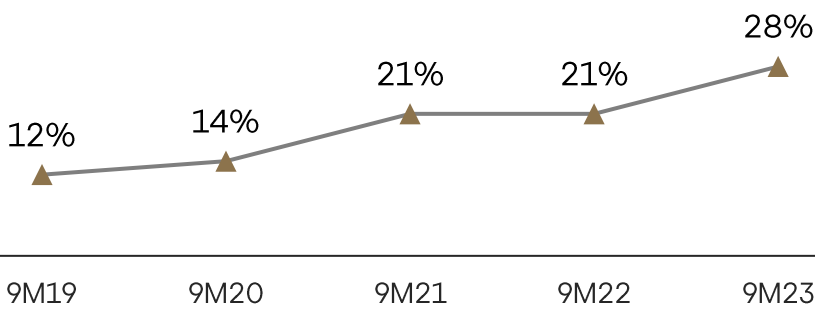
Net Sales
(R\$ million)



Sales Performance



SoS and Breakdown of Net

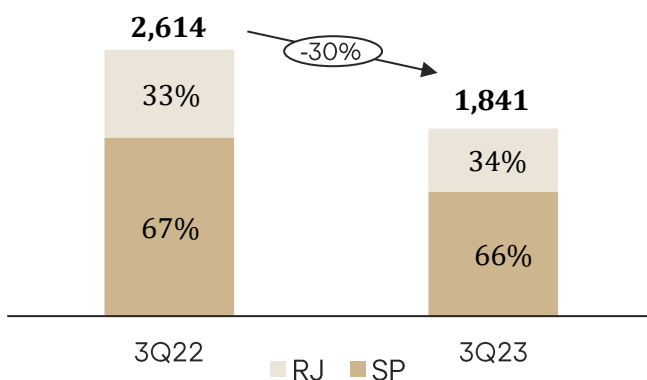


Inventory

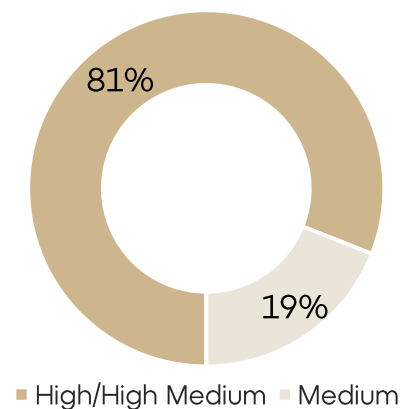
A continued strategy of migrating to the high-end segment drove the 30% lower inventory of units in 3Q23 from the same period last year.

The inventory by segment is mainly composed of high-upper medium corresponding to 81%, and the medium segment corresponding to 19%.

Inventory by Region
(R\$ million)



Inventory by Segment



Deliveries

Click on the images
to access the
projects



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

Total PSV of deliveries in 3Q23: R\$167 million.

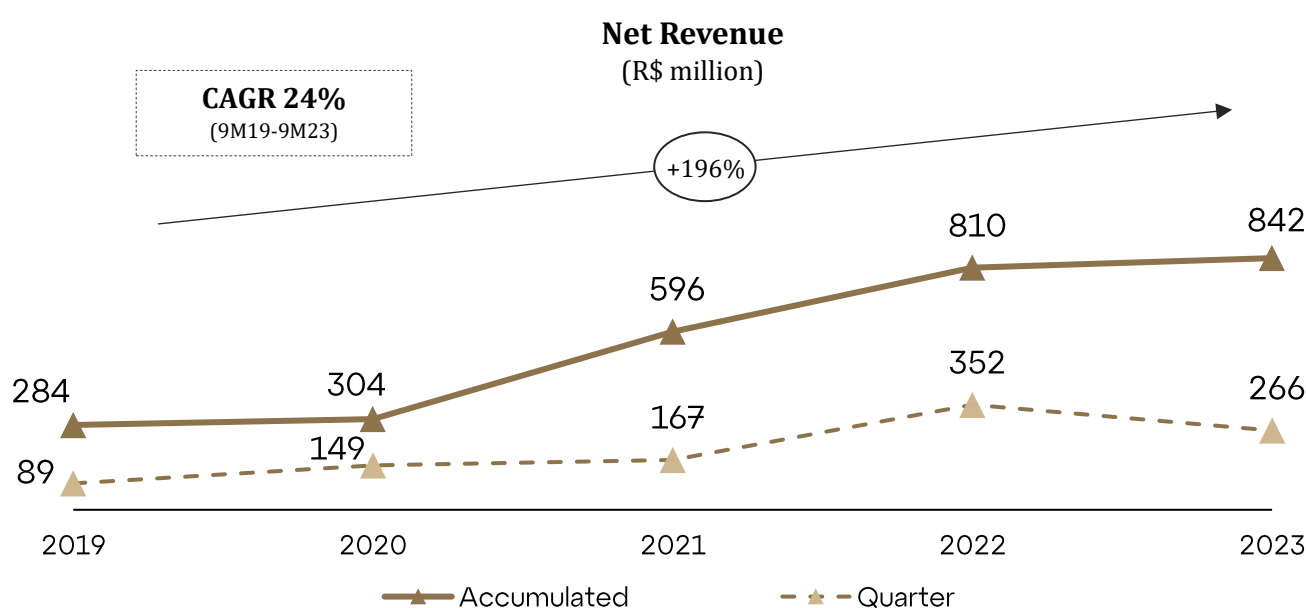


Igara - Leblon (RJ)

FINANCIAL HIGHLIGHTS

Net Revenue

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



Gross Profit and Margin

Gross margin was squeezed by project cost inflation and higher financial expenses that decreased gross profit.

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Net Revenue	265,672	284,232	-6.5%	351,650	-24.4%
Gross Profit	8,076	18,653	-56.7%	41,077	-80.3%
Gross Margin	3.0%	6.6%	-3.5 p.p.	11.7%	-8.6 p.p.
(-) Financial Costs	(40,809)	(43,692)	-6.6%	(27,114)	50.5%
Adjusted Gross Profit	48,985	62,345	-21.4%	68,191	-28.2%
Adjusted Gross Margin	18.4%	21.9%	-3.5 p.p.	19.4%	-1.0 p.p.

Note: 3Q23 financial data excludes the sale of land.

Expenses

In 3Q23, selling, general, and administrative expenses totaled R\$37 million, 11% lower than in 2Q23 and down 35% year-on-year. The indicator evidences our commitment to cut costs and bolster operational efficiency.

(R\$ '000)	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	(37,293)	(41,802)	-10.8%	(57,598)	-35.3%
SGA / Net Revenue	14.0%	14.7%	-0.7 p.p.	16.4%	-2.3 p.p.

Net Result

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Net Revenue	265,672	284,232	-6.5%	351,650	-24.4%
Gross Profit	8,076	18,653	-56.7%	41,077	-80.3%
Gross Margin	3.0%	6.6%	-3.5 p.p.	11.7%	-8.6 p.p.
(-) Financial Cost	(40,809)	(43,692)	-6.6%	(27,114)	50.5%
Recurrent Adjusted Gross Profit*	48,885	62,345	-21.6%	68,191	-28.3%
Recurrent Adjusted Gross Margin*	18.4%	21.9%	-3.5 p.p.	19.4%	-1.0 p.p.
Adjusted EBITDA	(371)	30,860	-101.2%	7,803	-104.8%
Adjusted EBITDA Margin	-0.1%	10.9%	-11.0 p.p.	2.2%	-2.4 p.p.
Net Results	(64,982)	(90,963)	-28.6%	(49,364)	31.6%
(-) Expense w/ Judicial Demands	6,189	24,066	-74.3%	(4,479)	-238.2%
Net Result Adjusted Net Result	(58,793)	(66,897)	-12.1%	(53,843)	9.2%

* Recurring

EBITDA and Adjusted EBITDA

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Adjusted net income	(64,982)	(90,965)	-28.6%	(49,364)	31.6%
(+) Financial Result	(9,879)	44,271	-122.3%	7,220	-236.8%
(+) Income Tax / CSLL	16,059	2,126	655.4%	18,485	-13.1%
(+) Depreciation and Amortization	6,985	7,676	-9.0%	8,513	-17.9%
EBITDA	(51,817)	(36,892)	40.5%	11,968	-533.0%
(+) Capitalization of interest	45,303	43,692	3.7%	27,114	67.1%
(+) Stock option plan expenses	(5)	(8)	-40.1%	308	-
(+) Minority Participation	(45)	-	-	6	-
(+) Expenses with legal claims	6,189	24,066	-74.3%	(4,479)	-238.2%
Adjusted EBITDA	(375)	30,860	-101.2%	7,803	-104.8%

Note: 3Q23 financial data excludes the sale of land.

Backlog Revenue and Results

In 3Q23, backlog revenue totaled R\$498 million, with a 20.5% backlog margin and backlog result of R\$102 million.

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Revenues to Appropriate	497,752	645,283	-22.9%	475,122	4.8%
Cost of Units Sold to be Appropriated	(395,745)	(479,622)	-17.5%	(296,396)	33.5%
Result to Appropriate	102,007	165,661	-38.4%	178,726	-42.9%
Margin to Appropriate	20.5%	25.7%	-5.2 p.p.	37.6%	-17.1 p.p.

Note: Backlog results, net of PIS/Cofins – 3.65%, excluding the impact of PVA method, pursuant to Law no. 11,638.

Receivable

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Receivables from Incorp. - To Appropriate	497,752	645,283	-22.9%	475,122	4.8%
Receivables PoC - PL (Balance Sheet) (1)	683,988	729,542	-6.2%	730,438	-6.4%
Receivables from PoC - LT (Balance Sheet) (2)	91,803	103,960	-11.7%	93,786	-2.1%
Total	1,273,543	1,478,785	-13.9%	1,299,346	-2.0%

Schedule of Receivables

(R\$ '000)	Total	Until Sep/24	Until Sep/25	Until Sep/26	Until Sep/27	After Sep/27
Receivables to Appropriate	497.753	146.755	242.805	71.601	35.986	606
Receivables PoC	775.791	683.987	53.332	18.255	16.377	3.840
Total	1.273.544	830.742	296.137	89.856	52.363	4.446



Cash Generation

In 3Q23, cash and cash equivalents reached R\$366 million, 13% lower than in 2Q23, mainly driven by works in progress advancement.

(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Cash and cash equivalents ¹	366,357	422,475	-13.3%	929,644	-60.6%
Change in Cash and Cash Equivalents (1)	(56,118)	(77,601)	-27.7%	(79,783)	-29.7%
Total Debt	1,668,283	1,662,945	0.3%	1,977,546	-15.6%
Change in Total Debt (2)	5,338	18,027	-70.4%	589,181	-99.1%
Capital Increase (3)	20	85,064	-	-	-
Cash Generation in the Period (1) - (2) - (3)	(61,476)	(180,692)	-66.0%	(668,964)	-90.8%

¹Cash and cash equivalents + securities allocated to the long term.

Cash and Debt

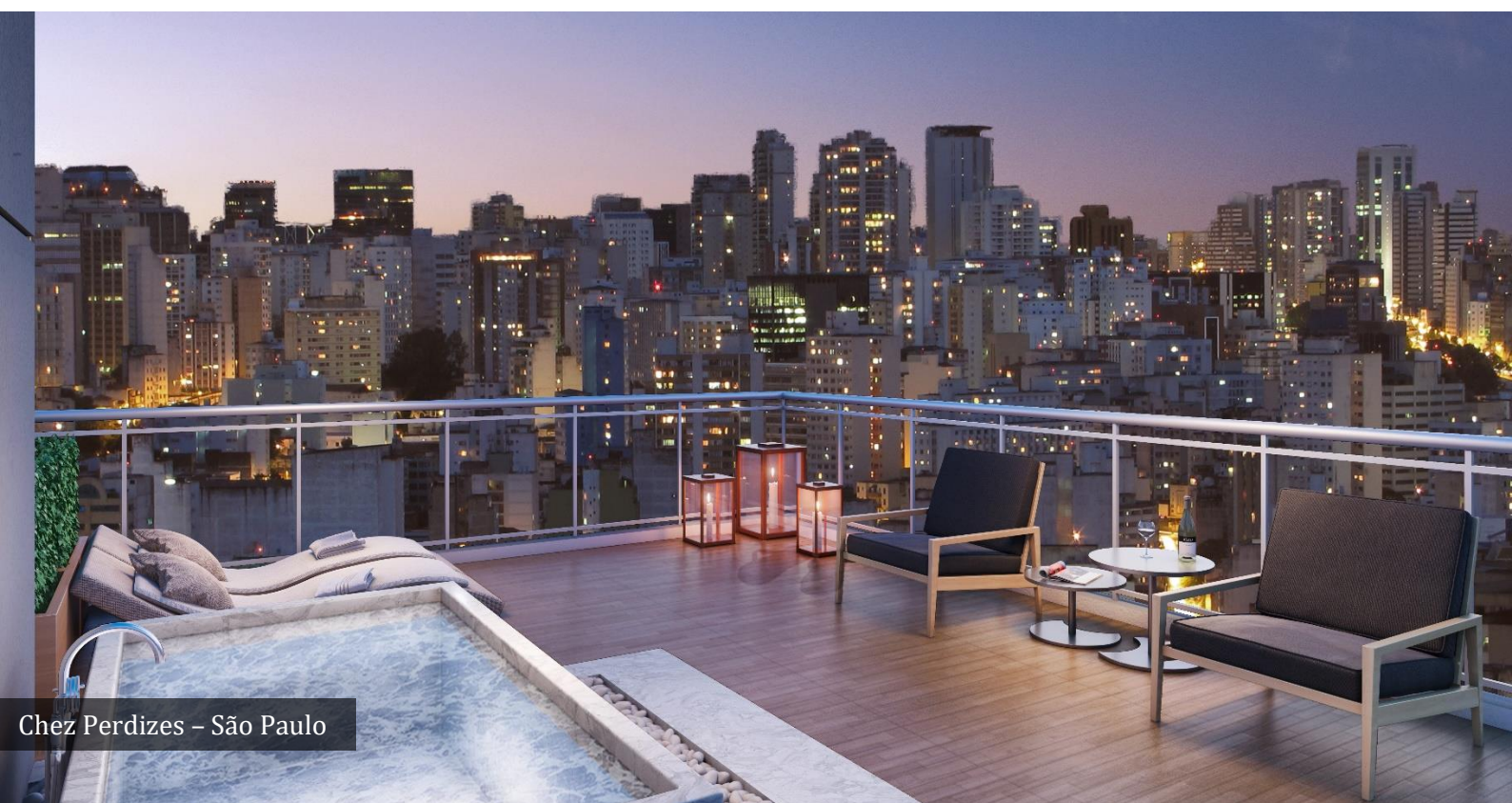
(R\$ '000)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
Housing Finance System - SFH	360,272	348,820	3.3%	322,899	11.6%
Real Estate Financial System - SFI	46,920	45,331	3.5%	48,139	-2.5%
Debentures ¹	172,034	177,754	-3.2%	297,607	-42.2%
CCB and CRI	996,373	988,244	0.8%	1,270,827	-21.6%
Project Debt Subtotal (A)	1,575,599	1,560,150	1.0%	1,939,472	-18.8%
Debentures	22,285	33,405	-33.3%	17,563	26.9%
Other Operations	70,398	69,391	1.4%	21,511	229.7%
Subtotal of Working Capital Debts (B)	92,683	102,796	-9.8%	38,074	143.4%
Total Debt (A)+(B) = (C)	1,668,283	1,662,945	0.3%	1,977,546	-15.6%
Cash and Cash Equivalents (D)	366,357	422,475	-13.3%	929,645	-60.6%
Net Debt (C)-(D) = (E)	1,301,926	1,240,470	4.9%	1,047,901	-24.2%
Shareholders' Equity + Minorities (F)	1,688,978	1,777,375	-5.0%	1,742,298	-3.1%
(Net Debt)/(Equity) (E)/(F) = (G)	77.1%	69.8%	7.3 p.p.	60.1%	17.0 p.p.

¹ The balance of Debentures of the 17th issue was disregarded from the debt calculation, since this debt is treated as an equity instrument because it is convertible into shares, without the possibility of cash disbursement for settlement.

Note: 3Q23 financial data excludes the sale of land.

Nature and Maturity of Debt

R\$ (000)	Total	Until Sep/24	Until Sep/25	Until Sep/26	Until Sep/27	After Sep/27
Housing Finance System	360,272	346,772	13,500	-	-	-
Real Estate Finance System	46,920	7,507	39,413	-	-	-
Debentures	172,035	112,558	1,555	1,901	2,413	53,608
CCB and CRI	996,373	312,464	347,199	260,031	76,678	-
Subtotal of Project Debts (A)	1,575,600	779,301	401,667	261,932	79,091	53,608
Debentures	22,285	4,878	1,027	2,397	13,983	-
Other Operations	70,398	70,398	-	-	-	-
Working Capital Debt Subtotal (B)	92,683	75,276	1,027	2,397	13,983	-
Total Debt (A)+(B)+(C) = (D)	1,668,283	854,577	402,695	264,329	93,074	53,608
% Total Debt Maturing by Period	100.0%	51.2%	24.1%	15.8%	5.6%	3.2%
Project Debt Maturing as % of Total Debt (A)/(D)	94.4%	91.2%	99.7%	99.1%	85.0%	100.0%



Balance Sheet

Balance Sheet	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
(R\$ '000)					
Current Assets					
Cash and Cash Equivalents	5,997	11,042	-45.7%	19,792	-69.7%
Securities	263,834	317,589	-16.9%	566,543	-53.4%
Trade Receivables	683,988	729,542	-6.2%	730,438	-6.4%
Properties to be Sold	2,379,409	2,503,777	-5.0%	2,438,830	-2.4%
Other Accounts Receivable	311,835	302,417	3.1%	179,794	73.4%
Prepaid Expenses and Other	4,099	5,324	-23.0%	1,919	113.6%
Land Held for Sale	7,052	7,052	0.0%	66,467	-89.4%
Sub Total	3,656,214	3,876,743	-5.7%	4,003,782	-8.7%
Non-Current Assets					
Securities	96,526	93,844	2.9%	343,309	-71.9%
Trade Receivables	91,803	103,960	-11.7%	93,786	-2.1%
Properties to be Sold	385,448	385,887	-0.1%	547,969	-29.7%
Others	378,402	340,122	11.3%	180,341	109.8%
Sub Total	952,179	923,813	3.1%	1,165,405	-18.3%
Intangibles and Fixed Assets	210,334	212,934	-1.2%	220,889	-4.8%
Investments	449,346	451,890	-0.6%	479,219	-6.2%
Total Assets	5,268,073	5,465,380	-3.6%	5,869,296	-
Current Liabilities					
Loans and Financing	682,749	543,998	25.5%	601,617	13.5%
Debentures	121,683	134,213	-9.3%	224,159	-45.7%
Liabilities with Land, Advances from Customers incorporation and physical exchange	284,903	225,604	26.3%	474,793	-40.0%
Suppliers and Materials	29,968	48,210	-37.8%	114,807	-73.9%
Labor Obligations	10,216	12,620	-19.0%	10,870	-6.0%
Taxes and Contributions	66,692	64,372	3.6%	81,004	-17.7%
Provision for Contingencies	125,816	131,304	-4.2%	94,125	33.7%
Others	478,173	510,788	-6.4%	470,482	1.6%
Sub Total	1,800,200	1,671,109	7.7%	2,071,857	-13.1%
Non-Current Liabilities					
Loans and Financing	791,214	907,790	-12.8%	882,439	-10.3%
Debentures	367,048	370,486	-0.9%	516,942	-29.0%
Liabilities with Land, Advances from Customers incorporation and physical exchange	184,533	298,080	-38.1%	163,400	12.9%
Deferred Taxes	113,643	101,862	11.6%	110,990	2.4%
Provision for Contingencies	104,619	109,613	-4.6%	132,026	-20.8%
Others	215,949	228,181	-5.4%	248,231	-13.0%
Liabilities with Related Parties	1,890	882	114.3%	1,113	69.8%
Sub Total	1,778,896	2,016,894	-11.8%	2,055,141	-13.4%
Shareholders' Equity					
Shareholders' Equity	1,687,909	1,776,574	-5.0%	1,741,484	-3.1%
Minority Interest	1,069	801	33.5%	814	31.3%
Sub Total	1,688,977	1,777,375	-5.0%	1,742,298	-3.1%
Total Liabilities and Equity	5,268,073	5,465,380	-3.6%	5,869,296	-10.2%

Statement of Income

Note: 3Q23 financial data exclude the land sale.

Statement of Income (Adjusted)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)	9M23	9M22	Y/Y (%)
(R\$ '000)								
Net Revenue	265,672	284,232	-6.5%	351,650	-24.4%	842,410	810,220	4.0%
Operating Costs	(257,596)	(265,579)	-3.0%	(310,573)	-17.1%	(785,623)	(665,336)	18.1%
Gross Profit	8,076	18,653	-56.7%	41,077	-80.3%	56,787	144,884	-60.8%
Gross Margin	3.0%	6.6%	-3.5 p.p.	11.7%	-8.6 p.p.	6.7%	17.9%	-11.1 p.p.
Operating Expenses	(76,935)	(63,219)	21.7%	(64,730)	18.9%	(211,070)	(170,433)	23.8%
Selling Expenses	(8,920)	(12,374)	-27.9%	(21,937)	-59.3%	(31,215)	(47,088)	-33.7%
General and Administrative Expenses	(28,373)	(29,428)	-3.6%	(35,661)	-20.4%	(91,391)	(88,243)	3.6%
Other Operating Expenses and Income	(26,429)	(12,286)	115.1%	3,242	-915.2%	(65,224)	(6,972)	835.5%
Depreciation and Amortization	(6,985)	(7,676)	-9.0%	(8,513)	-17.9%	(20,906)	(24,355)	-14.2%
Equity Accounting	(6,228)	(1,455)	328.0%	(1,861)	234.7%	(2,334)	(3,775)	-38.2%
Operating Income	(68,859)	(44,566)	54.5%	(23,653)	191.1%	(154,283)	(25,549)	503.9%
Financial Expenses	59,616	(8,738)	-782.3%	9,089	555.9%	117,914	38,692	204.8%
Financial Expenses	(39,635)	(35,533)	11.5%	(16,309)	143.0%	(115,788)	(55,066)	110.3%
Net Income Before Income Tax & CSLL	(48,878)	(88,837)	-45.0%	(30,873)	58.3%	(152,157)	(41,923)	262.9%
INCOME TAX & CSLL	(6,109)	(5,575)	9.6%	(9,701)	-37.0%	(17,604)	(19,311)	-8.8%
Deferred income tax & CSLL	(9,950)	3,449	-388.5%	(8,784)	13.3%	(20,163)	(18,236)	10.6%
Net Res. After Income Tax & CSLL	(64,937)	(90,963)	-28.6%	(49,358)	31.6%	(189,924)	(79,470)	139.0%
Net Result from Continued Operations	(64,937)	(90,963)	-28.6%	(49,358)	31.6%	(189,924)	(79,470)	139.0%
Minority Interests	(45)	-	-	6	-850.0%	(47)	20	-335.0%
Net Profit	(64,982)	(90,963)	-28.6%	(49,364)	31.6%	(189,971)	(79,490)	139.0%
Net Margin	-24.5%	-32.0%	7.5 p.p.	-14.0%	-10.4 p.p.	-22.6%	-9.8%	-12.7 p.p.

Statement of Income

Statement of Income (Consolidated)	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)	9M23	9M22	Y/Y (%)
(R\$ '000)								
Net Revenue	286,410	284,232	0.8%	351,650	-18.6%	863,148	810,220	6.5%
Operating Costs	(302,132)	(265,579)	13.8%	(310,573)	-2.7%	(830,159)	(665,336)	24.8%
Gross Profit	(15,722)	18,653	-184.3%	41,077	-138.3%	32,989	144,884	-77.2%
Gross Margin	-5.5%	6.6%	-12.1 p.p.	11.7%	-17.2 p.p.	3.8%	17.9%	-14.1 p.p.
Operating Expenses	(66,833)	(63,219)	5.7%	(64,730)	3.2%	(200,968)	(170,433)	17.9%
Selling Expenses	(8,920)	(12,374)	-27.9%	(21,937)	-59.3%	(31,215)	(47,088)	-33.7%
General and Administrative Expenses	(28,373)	(29,428)	-3.6%	(35,661)	-20.4%	(91,391)	(88,243)	3.6%
Other Operating Expenses and Income	(16,327)	(12,286)	32.9%	3,242	-603.6%	(55,122)	(6,972)	690.6%
Depreciation and Amortization	(6,985)	(7,676)	-9.0%	(8,513)	-17.9%	(20,906)	(24,355)	-14.2%
Equity Accounting	(6,228)	(1,455)	328.0%	(1,861)	234.7%	(2,334)	(3,775)	-38.2%
Operating Income	(82,555)	(44,566)	85.2%	(23,653)	249.0%	(167,979)	(25,549)	557.5%
Financial Expenses	49,514	(8,738)	-666.7%	9,089	444.8%	107,812	38,692	178.6%
Financial Expenses	(39,635)	(35,533)	11.5%	(16,309)	143.0%	(115,788)	(55,066)	110.3%
Net Income Before Income Tax & CSLL	(72,676)	(88,837)	-18.2%	(30,873)	135.4%	(175,955)	(41,923)	319.7%
INCOME TAX & CSLL	(6,109)	(5,575)	9.6%	(9,701)	-37.0%	(17,604)	(19,311)	-8.8%
Deferred income tax & CSLL	(9,950)	3,449	-388.5%	(8,784)	13.3%	(20,163)	(18,236)	10.6%
Net Res. After Income Tax & CSLL	(88,735)	(90,963)	-2.4%	(49,358)	79.8%	(213,722)	(79,470)	168.9%
Net Result from Continued Operations	(88,690)	(90,963)	-2.5%	(49,358)	79.7%	(213,675)	(79,470)	168.9%
Minority Interests	(45)	-	0.0%	6	-850.0%	(47)	20	-335.0%
Net Profit	(88,735)	(90,963)	-2.4%	(49,364)	79.8%	(213,722)	(79,490)	168.9%
Net Margin	-31.0%	-32.0%	1.0 p.p.	-14.0%	-16.9 p.p.	-24.8%	-9.8%	-14.9 p.p.

Cash Flow

Cash Flow	3Q23	2Q23	Q/Q (%)	3Q22	Y/Y (%)
(R\$ '000)					
Net Income (Loss) before Taxes	(72,675)	(88,838)	-18.2%	(30,875)	135.4%
Depreciation and Amortization	6,985	7,676	-9.0%	8,513	-17.9%
Impairment	(1,379)	(3,237)	-57.4%	(8,988)	-84.7%
Option plan expenses	6	8	-25.0%	308	-98.1%
Unearned interest and fees, net	91,390	30,647	198.2%	97,582	-6.3%
Equity in Earnings (Loss)	6,228	1,455	328.0%	1,861	234.7%
Provision for guarantees	1,275	2,018	-36.8%	(180)	-808.3%
Provision for contingencies	6,189	24,066	-74.3%	(4,479)	-238.2%
Provision for profit distribution	-	-	-	6,960	-100.0%
Provision (reversal) for doubtful debts	(5,011)	(12,737)	-60.7%	2,502	-300.3%
Provision for fines for delays in construction	(2,730)	(3,973)	-31.3%	11,650	-123.4%
Clients	62,490	(163,450)	-138.2%	(180,371)	-134.6%
Properties for sale	126,186	(157,194)	-180.3%	(418,018)	-130.2%
Other receivables	(67,940)	36,532	-286.0%	58,551	-216.0%
Deferred sales expenses and Prepaid expenses	(48)	790	-106.1%	(18)	166.7%
Obligations for acquisition of real estate	(54,247)	47,011	-215.4%	158,632	-134.2%
Taxes and contributions	2,320	(4,803)	-148.3%	(1,316)	-276.3%
Suppliers	5,858	6,112	-4.2%	38,385	-84.7%
Payroll, charges and provision for bonuses	720	4,847	-85.1%	(18,305)	-103.9%
Other accounts payable	16,126	(56,442)	-128.6%	113,004	-85.7%
Transactions with related parties	(81,926)	29,630	-376.5%	25,088	-426.6%
Taxes Paid	(6,109)	(5,626)	8.6%	(18,485)	-67.0%
Cash Used in Operating Activities	33,708	(305,508)	-111.0%	(158,001)	-121.3%
Acquisition of property and equipment	(3,116)	(11,314)	-72.5%	(117,200)	-97.3%
Redemption of securities, collateral and loans	254,535	503,233	-49.4%	(134,469)	-289.3%
Investment of securities and restricted credits	(200,551)	(290,459)	-31.0%	-	-
Cash Used in Investing Activities	50,868	201,460	-74.8%	(251,669)	-120.2%
Increase in loans and financing	177,539	348,271	-49.0%	565,074	-68.6%
Repayment of loans and financing	(262,721)	(332,018)	-20.9%	(223,849)	17.4%
Loan transactions	(4,459)	(1,317)	238.6%	(13,220)	-66.3%
Capital increase	20	85,064	-100.0%	-	-
Cash generated from financing activities	(89,621)	100,000	-189.6%	328,005	-127.3%
Net increase (decrease) in cash and cash equivalents	(5,045)	(4,048)	24.6%	(81,665)	-93.8%
At beginning of period	11,042	15,090	-26.8%	114,647	-90.4%
At end of period	5,997	11,042	-45.7%	32,982	-81.8%
Net increase (decrease) in Cash and Cash Equivalents	(5,045)	(4,048)	24.6%	(81,665)	-93.8%



IR Contacts:

E-mail:

ri@gafisa.com.br

Website IR: [RI Gafisa](#)