

3rd quarter 2021 results



TOM Delfim Moreira

AVISO

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

Bem-vindo
a uma **nova**
Gafisa, ainda
melhor e mais
completa.

**Plataforma
de soluções**
para morar,
conviver e investir.



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



MAIS DE
1.200
EMPREENDIMENTOS ENTREGUES



MAIS DE
16 MILHÕES DE M²
CONSTRUIDOS



500 MIL
SEGUIDORES EM REDES SOCIAIS



PRESENÇA EM
40 CIDADES E 19 ESTADOS
EM TODO O BRASIL



78 vezes
PREMIADA

 **Gafisa**
INCORPORADORA • CONSTRUTORA • PROPRIEDADES • VIVER BEM • CAPITAL

EN: Welcome to a new Gafisa, even better and more complete

EN: Solutions platform to reside, live together and invest

HIGHLIGHTS 3Q21

	PRE + LAUNCHES	R\$1.68 billion YTD	surpassing guidance
	SALES	R\$159.4 million in 3Q21	+10.8% vs. 3Q20
	NET REVENUE	R\$166.7 million in 3Q21	+12% vs. 3Q20
	GROSS PROFIT	R\$66.2 million in 3Q21	+171% vs. 3Q20
	GROSS MARGIN	39.7% 3Q21 vs 29.4% 2Q21 vs 22.7% 1Q21	
	NET INCOME	R\$32.2 million in 9M21	+R\$137.7 mi vs. 9M20
	GAFISA CAPITAL	R\$ 250 million raised in the 1st quarter of activity	

Operational results

Guilherme Benevides –
CEO Gafisa Construtora
e Incorporadora



TOM Delfim Moreira



3rd quarter results

R\$ 1.684 BILLION IN LAUNCHES AND PRE LAUNCHES

Amount surpasses *guidance* for 2021

Lançamentos



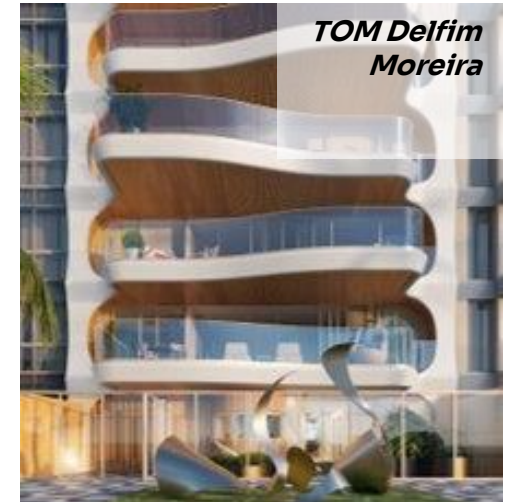
**Invert
Campo Belo**



**FLOW
Nestor Pestana**



**Marajoara
Club House**



**TOM Delfim
Moreira**

Launch	Invert Campo Belo	Flow Nestor Pestana	Marajoara Club House	Ibirapuera Park house	TOM Delfim Moreira	TOTAL
	2Q21	3Q21	3Q21	3Q21	3Q21	
PSV Pre Launches	308,105	140,216	147,823	213,669	190,000	999,813
% Gafisa	100%	100%	100%	0%	100%	
Swifted PSV	21,903	11,300	-	-	-	33,203
PSV Launched w/o swift	286,202	128,916	147,823	-	190,000	752,942

R\$ 1.684 BILLION IN LAUNCHES AND PRE LAUNCHES

Amount surpasses *guidance* for 2021

Pré Lançamentos

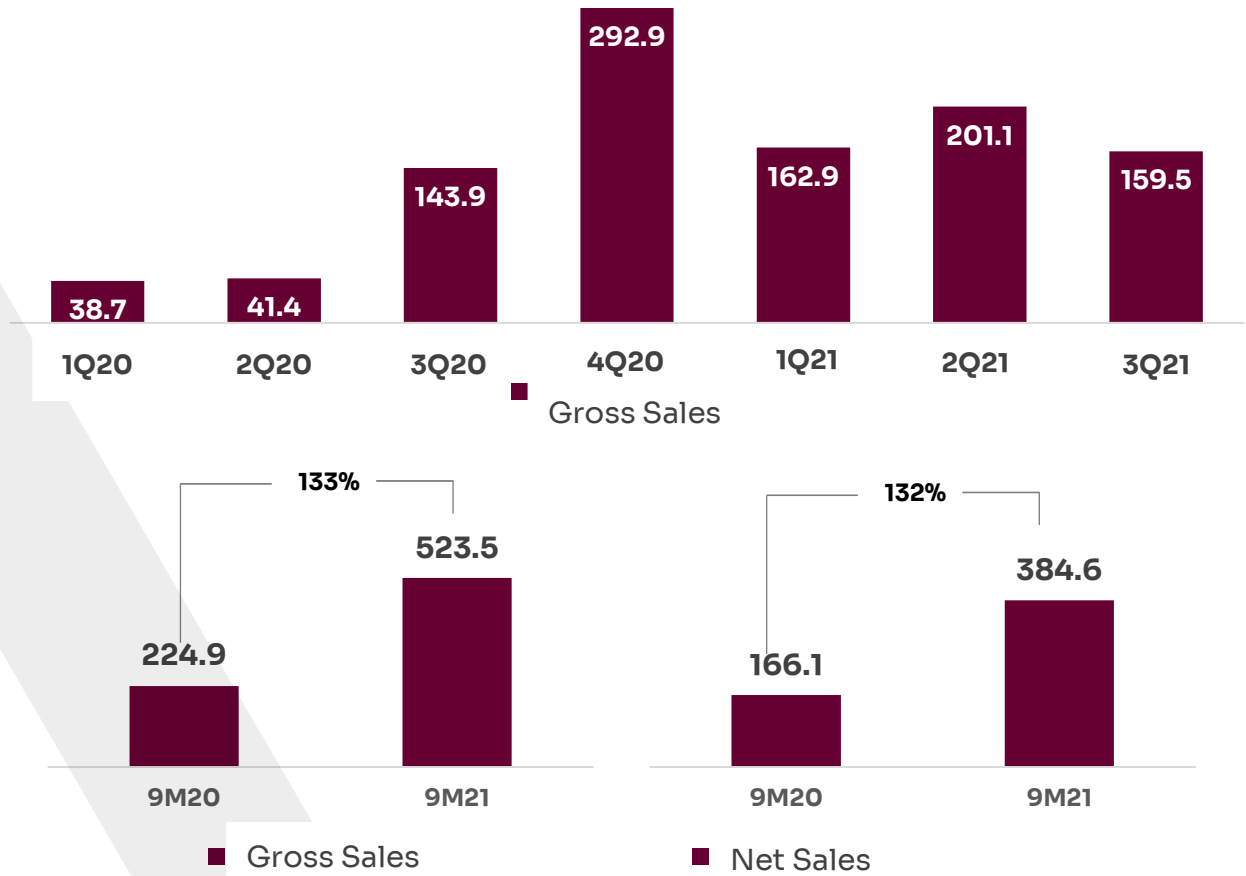


Pré Lançamento	Vinci Sabiá	Tonino Lamborghini	Invert Barra	Pré Lanç	Lançamentos + Pré
	Pré Lançamento	Pré Lançamento	Pré Lançamento		
VGV (R\$ mil)	249.872	244.391	190.500	684.763	1.684.576
Participação Gafisa	100%	100%	100%		
VGV Permutado	49.708	13.221	-	62.929	96.132
VGV Gafisa Ex-Permuta	200.164	231.170	190.500	621.833	1.374.775

ON 3Q21 GROSS SALES REACHED R\$ 160 MILLION

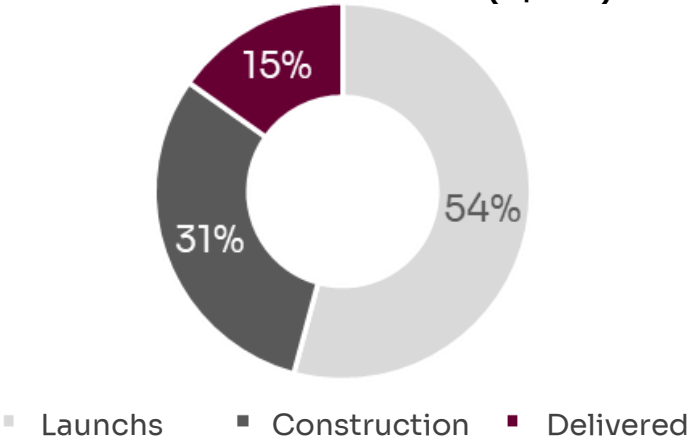
Sales 3Q21 and acumulated 9M21

(R\$ 000)



Gross Sales Breakdown

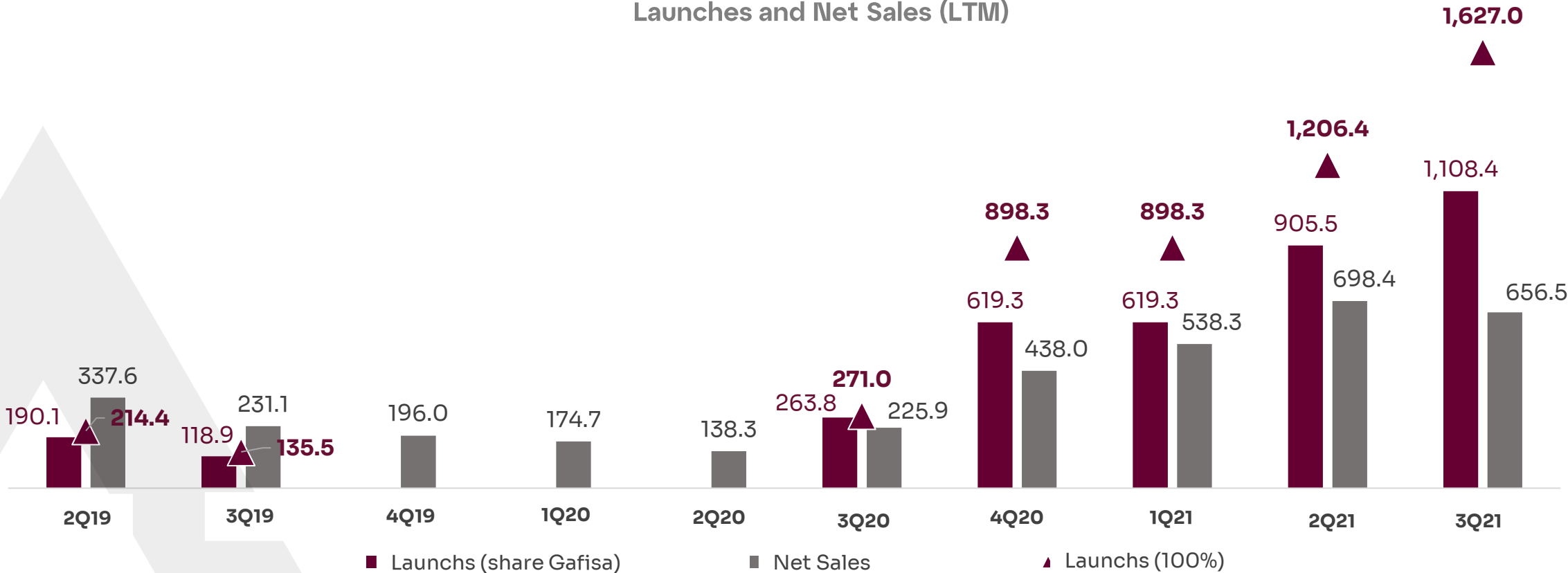
(R\$ 000)



OVER THE LAST TWELVE MONTHS GAFISA LAUNCHED **R\$ 1.6 BILLION** AND CLOSED OVER **R\$ 656 MILLION** IN NET SALES

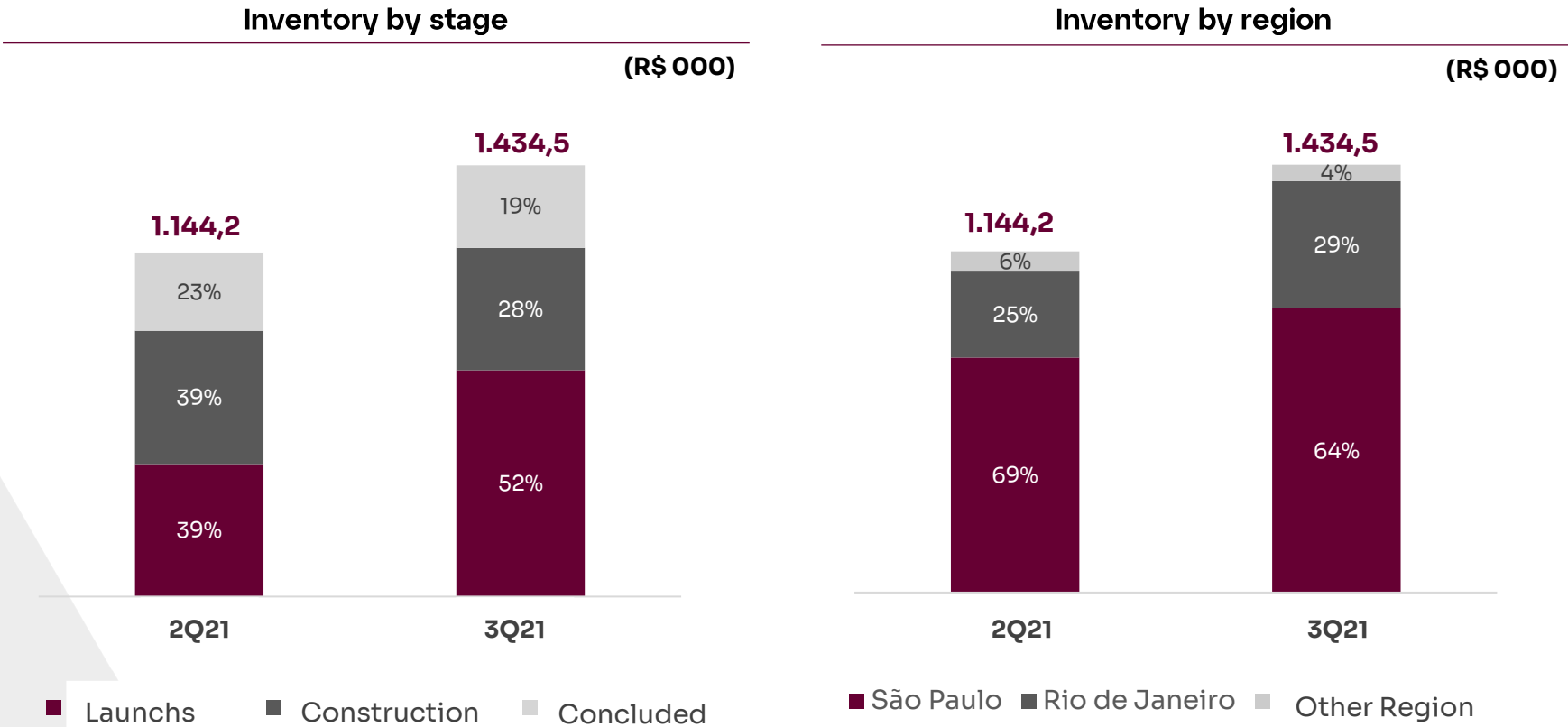
(R\$ 000)

Launches and Net Sales (LTM)



INVENTORY OF R\$ 1,482.5 MILLION

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



OPEN INNOVATION CONCEPT

Gafisa seeks to interact with the ecosystem in order to co-create value with startups, research centers and suppliers by sharing internally mapped challenges across all business areas

Gafisa among the top 100 more innovative companies in Brazil, according to **pwc**



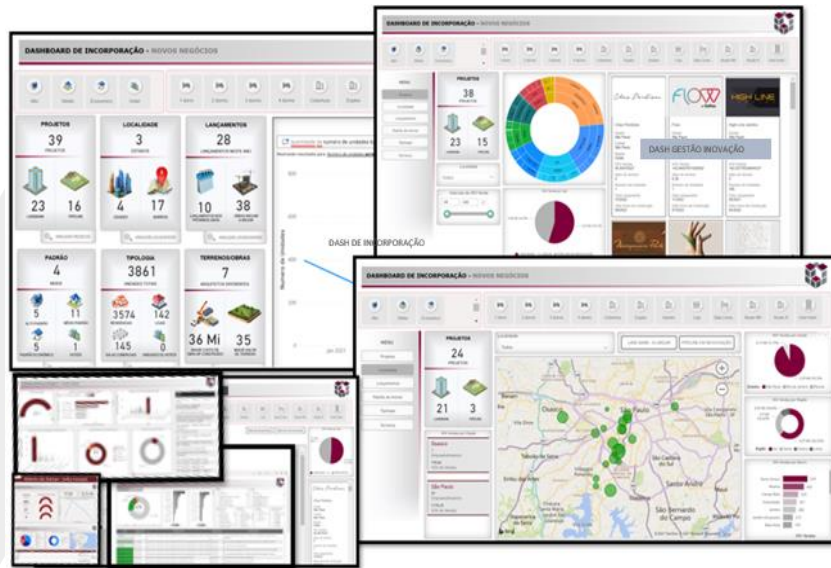
Gafisa gets 1st place at innovation and quality ranking, in Home Building sector category, made by **Istoé dinheiro**

		PONTOS
1	GAFISA	75.00
2	MBIGUCCI	74.00
3	PLANO&PLANO	59.50

Inovação e qualidade colocam Gafisa no topo do ranking As Melhores da Dinheiro.

OPEN INNOVATION CONCEPT

Gafisa seeks to interact with the ecosystem in order to co-create value with startups, research centers and suppliers by sharing internally mapped challenges across all business areas

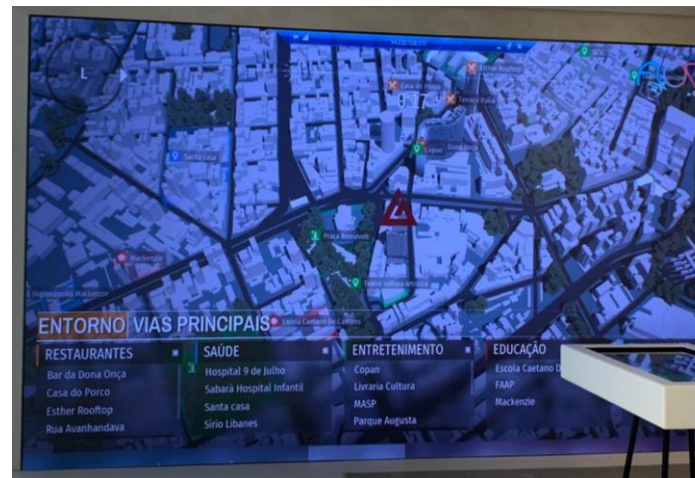


+50 extraction robots
+2TB on Data Warehouse
API First for new systems

Portals of LGPD, Sales Performance, Construction Management, Development and Marketing

Innovation projects
Gamefied experience for virtual tour

Photos taken at Viver Bem space



Financial Results

Ian Andrade
CEO Gafisa Capital





3rd quarter results

GAFISA CAPITAL

R\$ 250 MN RAISED IN ITS 1st QUARTER

Transactions with the financial market, which validate the excellent fundamentals of Gafisa Incorporadora's current projects and the assertiveness of Gafisa Capital's business model

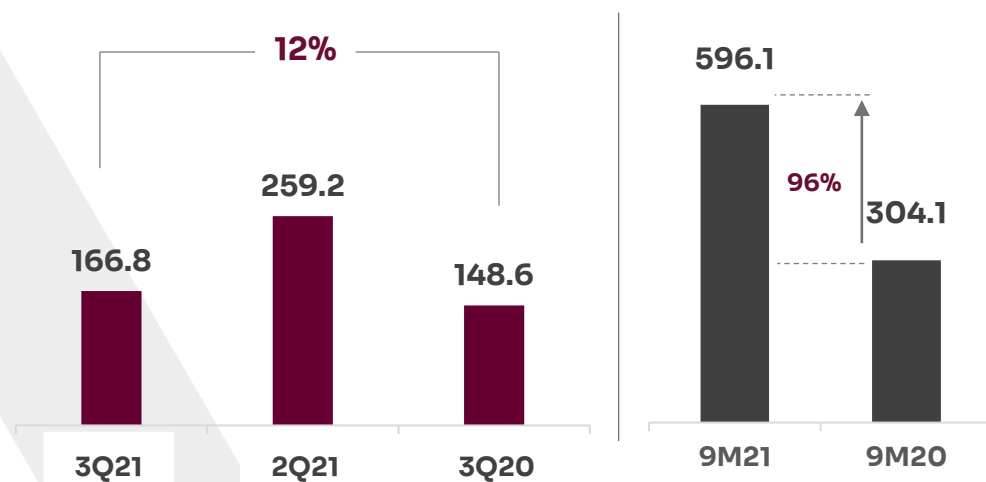
-  R\$100 million for the acquisitions for the landbank with a totalizing R\$510 million in PSV
 - PSV of R\$170 million in the Itaim
 - PSV of R\$340 million in Chácara Klabin
-  R\$150 million to recycle the capital invested in 4 lands. It is ready for launching with a total of R\$800 million in PSV

ON 3Q21 NET REVENUE REACHED R\$ 259 MN AND GROSS INCOME OF R\$ 76 MN

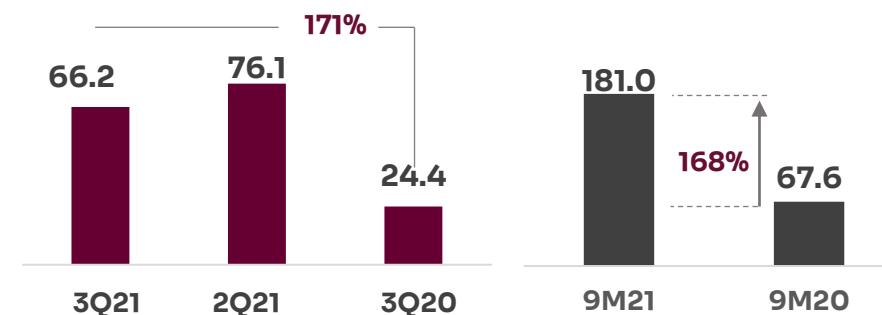
Positive net income for the 4th consecutive quarter of R\$ 6 million

(R\$ 000)

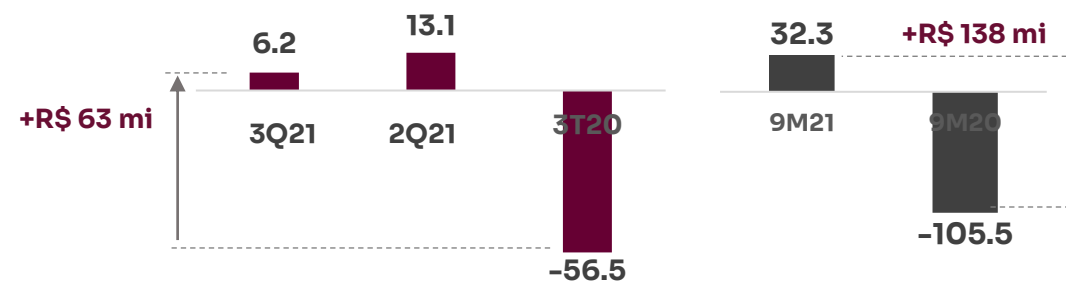
Net Revenue



Gross Profit



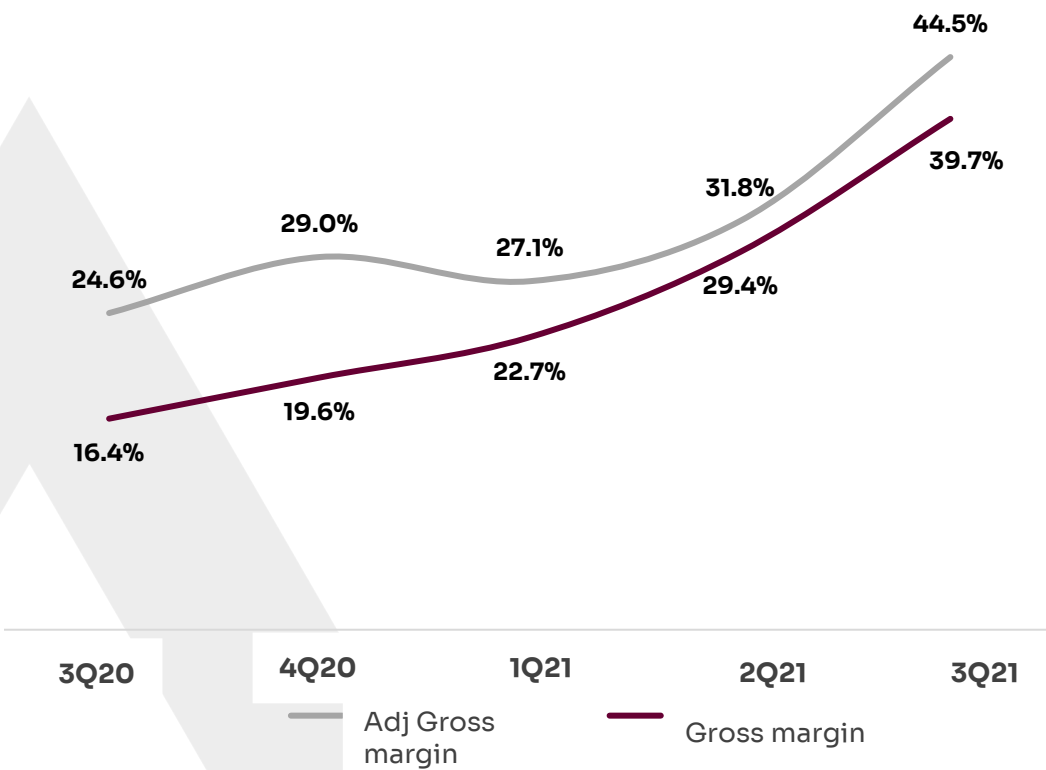
Net Income



GROSS MARGIN OF 39.7% AT 3Q21

Strong growth trend in recent quarters

Evolution of gross margin



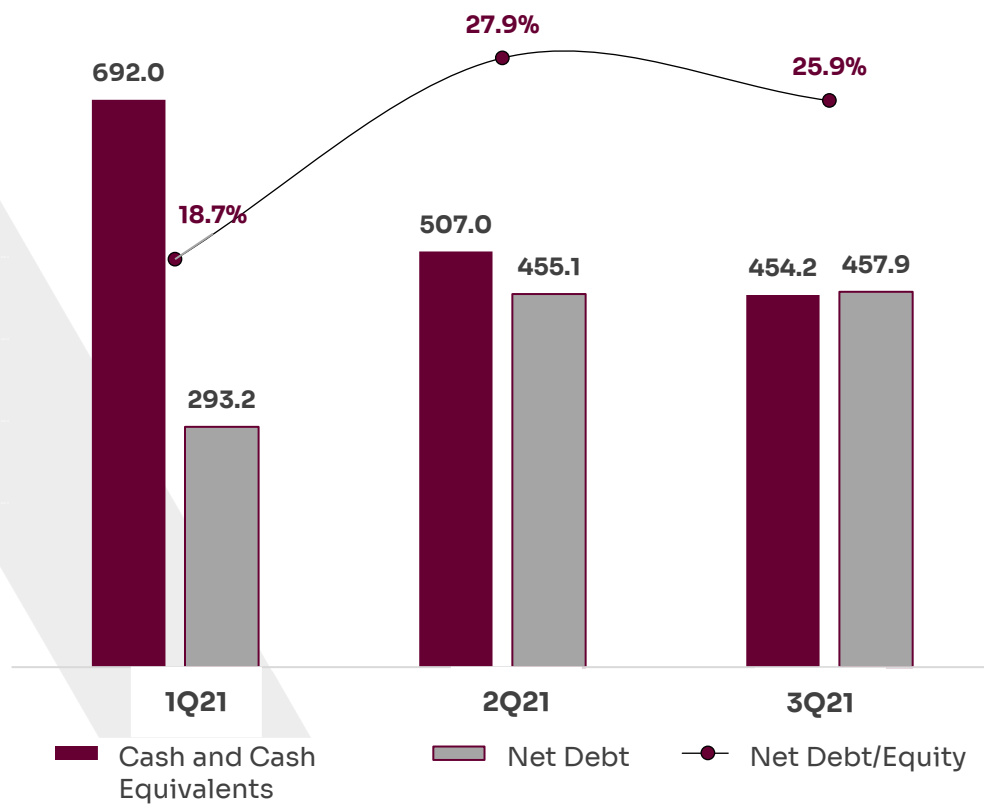
	3Q21	2Q21	Q/Q (%)	3Q20	Y/Y (%)
Net Revenue	166,754	259,227	-36%	148,632	12%
Gross Profit	66,232	76,109	-13%	24,412	171%
Gross Margin	39.7%	29.4%	1,036 bps	16.4%	2,329 bps
(-) Financial Costs	8,043	6,278	28%	12,175	-34%
Adjusted Recurring Gross Profit ¹	74,275	82,387	-10%	36,587	103%
Adjusted Recurring Gross Margin ¹	44.5%	31.8%	1,276 bps	24.6%	1,993 bps

1- Adjusted to exclude non-recurring events.

STRONG BALANCE SHEET

(R\$ 000)

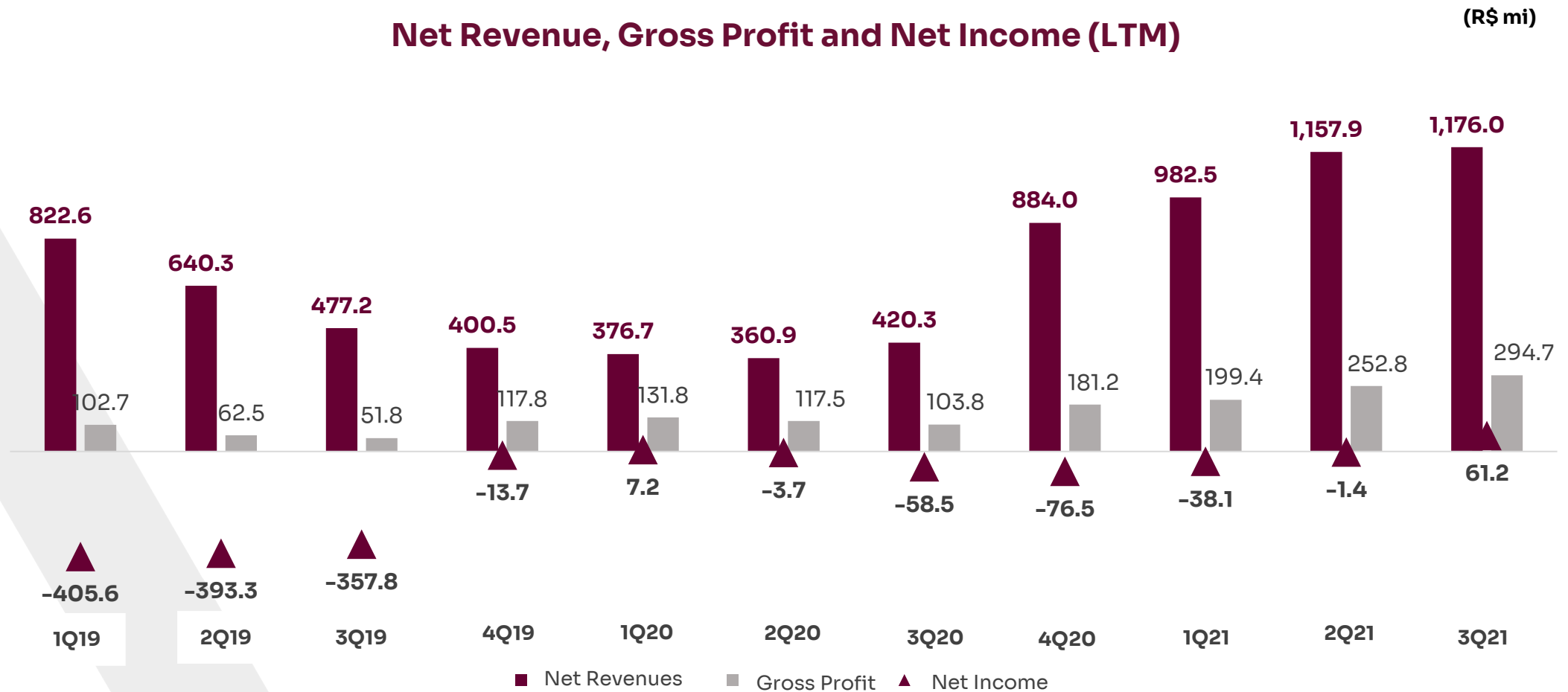
Evolution of net debt
(ex Gafisa Propriedades)



	1T21	2T21	3T21	%
Project Debt	929.7	873.0	836.2	70%
Working Capital Debt	55.5	89.0	75.8	6%
Gafisa Propriedades Debt	330.9	305.2	277.5	23%
Total Debt	1,316.1	1,267.3	1,189.6	100%

	1T21	2T21	3T21	%
Receivables from developments - backlog	311.7	317.8	303.6	34%
Receivables PoC - ST (on balance sheet)	549.1	514.5	461.1	51%
Receivables PoC - LT (on balance sheet)	214.1	103.1	136.2	15%
Total	1,074.9	935.4	900.9	100%

IN THE LAST 12 MONTHS, GAFISA'S NET REVENUE REACHED **R\$1.17 BILLION**, WHILE GROSS PROFIT AMOUNTED TO **R\$294 MILLION**, REVERSING THE LONG HISTORICAL SERIES OF LOSSES TO A PROFIT OF **61.2 MILLION**



Q&A

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