

1st Quarter 2022 Results



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

Welcome to a
new, even
better and
more complete
Gafisa.

**A platform
of solutions**
for living, socializing
and investing.



MORE THAN
1.5 MILLION
CONSUMERS LIVING IN A GAFISA BUILDING.



MORE THAN
1,200
DEVELOPMENTS DELIVERED.



MORE THAN
16 MILLION
SQ.M DEVELOPED.



500K FOLLOWERS
ON SOCIAL MEDIA



PRESENCE IN
40 CITIES AND 19
BRAZILIAN STATES.



78 TIMES
AWARDED.



INCORPORADORA • CONSTRUTORA • PROPRIEDADES • VIVER BEM • CAPITAL

HIGHLIGHTS



PRE + LAUNCHES

R\$ 436 million in 1Q22

R\$ 1.74 bi LTM



CONCLUDED PROJECTS 5 buildings | 798 units

R\$ 437 mi PSV



NET SALES

R\$ 233.5 million in 1Q22

+81% vs 1Q21 | +19% vs 4Q21



GROSS PROFIT

R\$ 60.6 million in 1Q22

+57% vs 1T21 | +119% vs 4T21



GROSS MARGIN

31.0% 1Q22 vs 22.7% 1Q21 +829bps

Operational Results

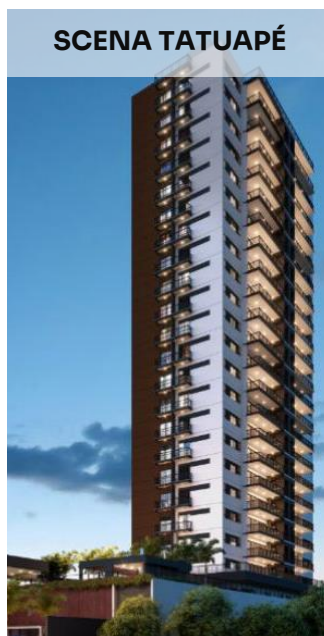
Guilherme Benevides –
CEO Gafisa Construtora
e Incorporadora



Operational Results

798 UNITS CONCLUDED, EQUALS R\$ 437 million PSV

The construction of 5 projects in the city of São Paulo were concluded, with the obtainment of "habite-se"



Delivered buildings	Scena Tatuapé	Cinquo	Upside Paraíso	Moov Belém	UpLife Conceição	2022
Data	1Q22	1Q22	1Q22	1Q22	1Q22	
Month of delivery	March, 2022	March, 2022	March, 2022	March, 2022	March, 2022	
Units	168	24	109	437	60	798
PSV (R\$m)	124,540	32,897	154,495	90,696	34,809	437,437
Site Location	SP - Capital	SP - Capital	SP - Capital	SP - Capital	SP - Capital	

R\$ 436 million PRE (+) LAUNCHS IN 1Q22

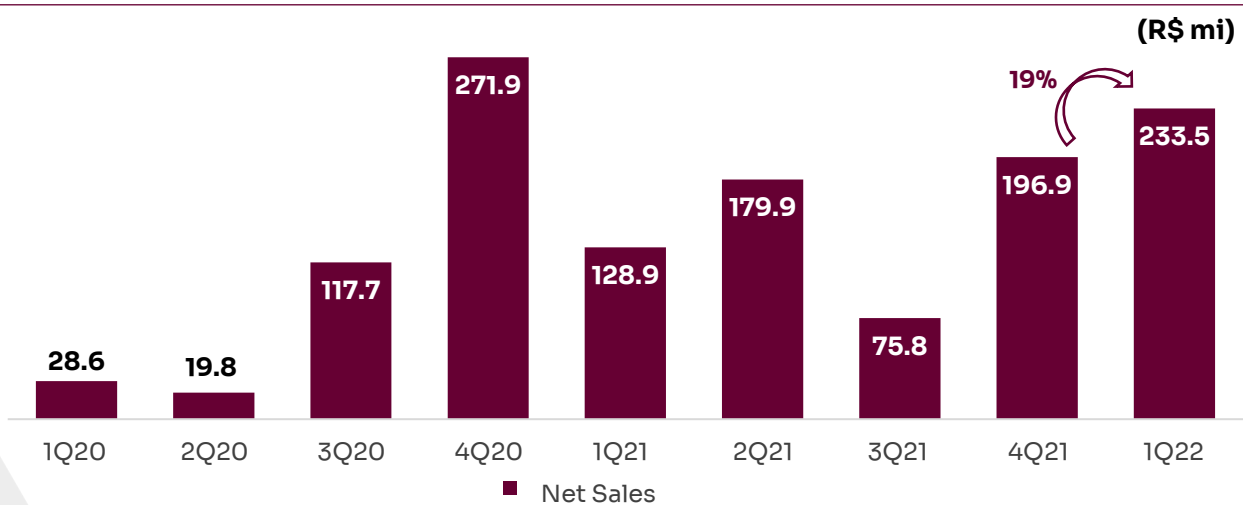
it's 1 (one) project launched in RJ and 3 (three) pre-launches in São Paulo. Equals R\$1.74 billion LTM



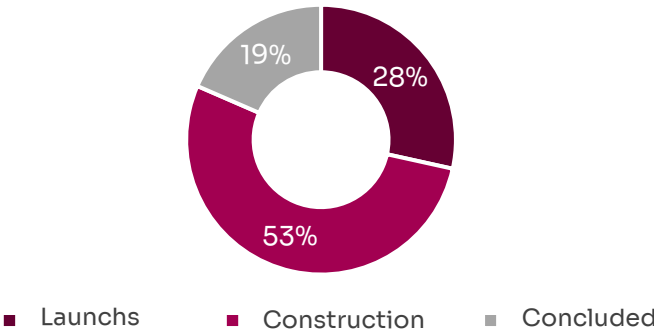
Launches	We Sorocaba	1Q22	Pre Launches	Evolve Vila Mariana	Go Inn República	Stratos Bandeira Paulista	1Q22	Pré + Lançamentos
	1Q22			Pre Launch	Pre Launch	Pre Launch		
Site Location	RJ - Capital		Site Location	SP - Capital	SP - Capital	SP - Capital		
PSV Pre Launches	54,916	54,916 (R\$ m)	PSV Pre Launches	135,599	105,000	140,908	381,507	436.423
% Gafisa	100%		% Gafisa	100%	100%	100%		
Swifted PSV	-	-	Swifted PSV	-	-	22,000	22,000	22.000
PSV Launched w/o swift	54,916	54,916	PSV Launched w/o swift	135,599	105,000	118,908	359,507	414.423

NET SALES INCREASING 81% TOTALIZING R\$ 233 million

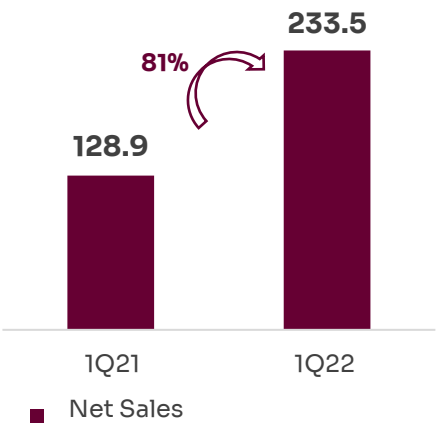
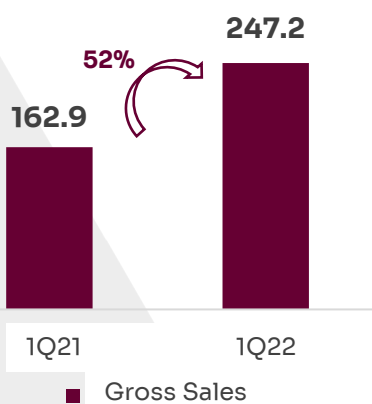
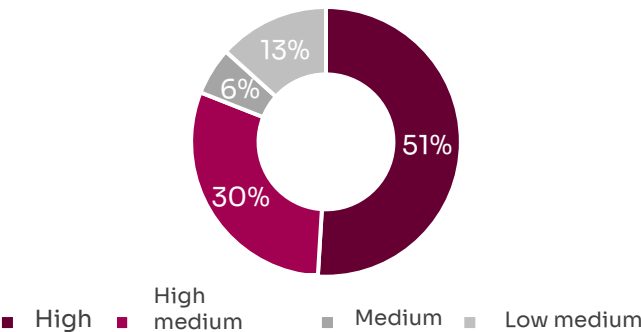
Sales Evolution



Net Sales by phase of construction – 1Q22 (%)



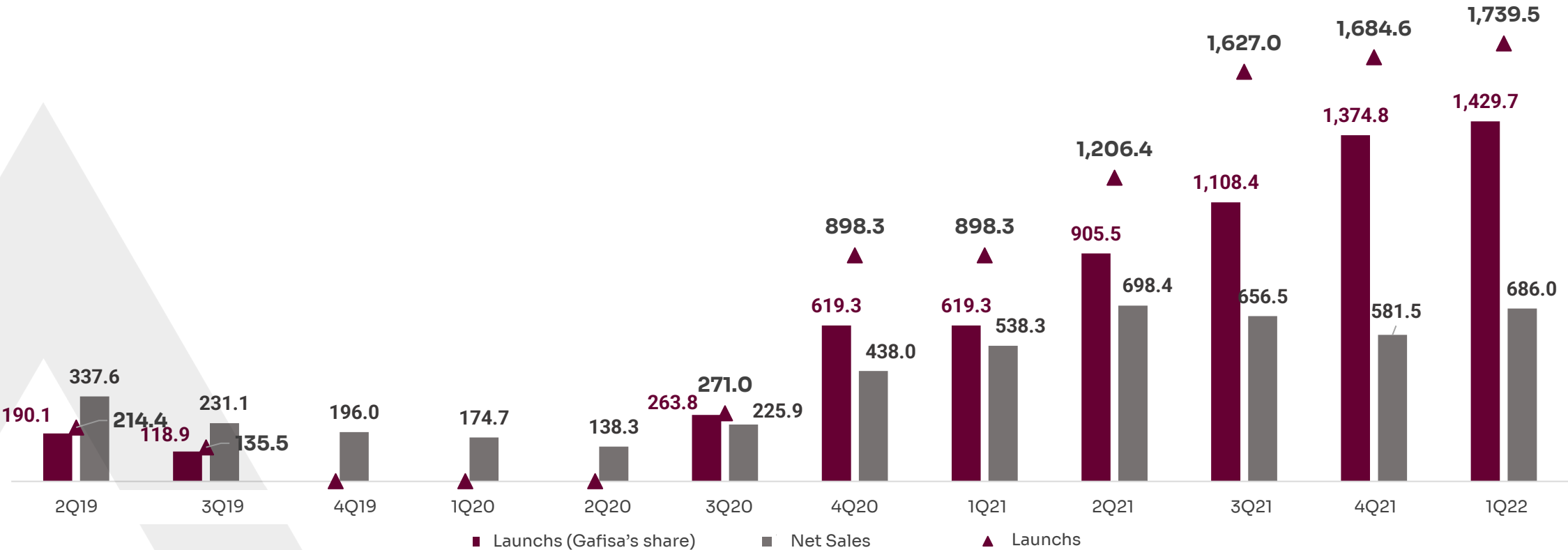
Net Sales by segment 1Q22 (%)



OVER THE LTM GAFISA LAUNCHED **R\$ 1.7 billion** AND CLOSED OVER **R\$ 686 million** IN NET SALES

(R\$ mi)

Launches and Net Sales (LTM)

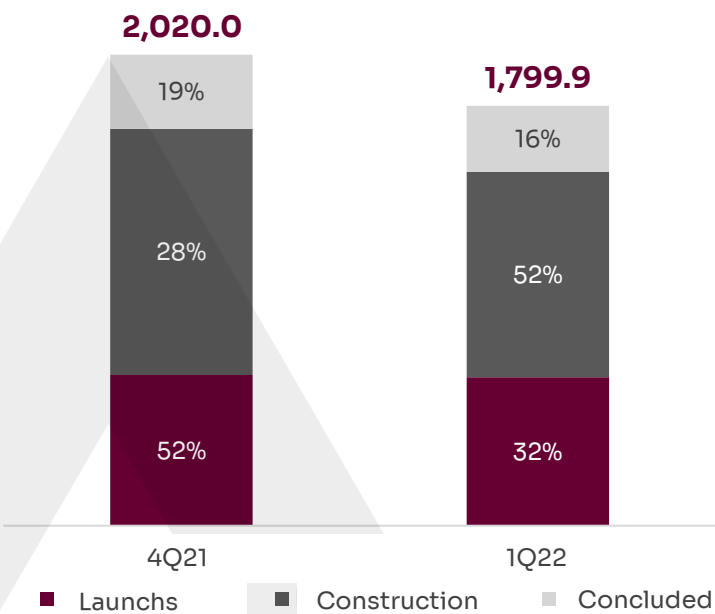


INVENTORY OF R\$ 1.8 billion, WITH 80% HIGH-END SEGMENT

80% of the inventory in medium-high and high-end developments and 97% of the inventory is concentrated in SP and RJ.

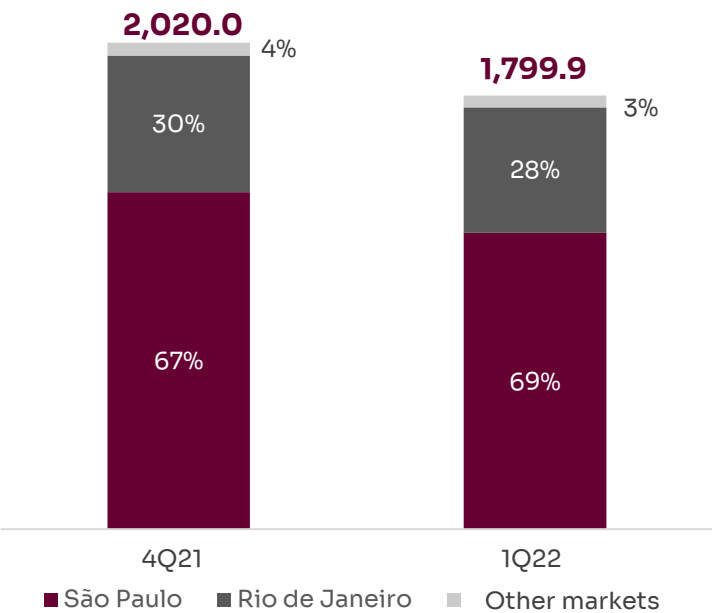
Inventory by Phase

(R\$ mi)



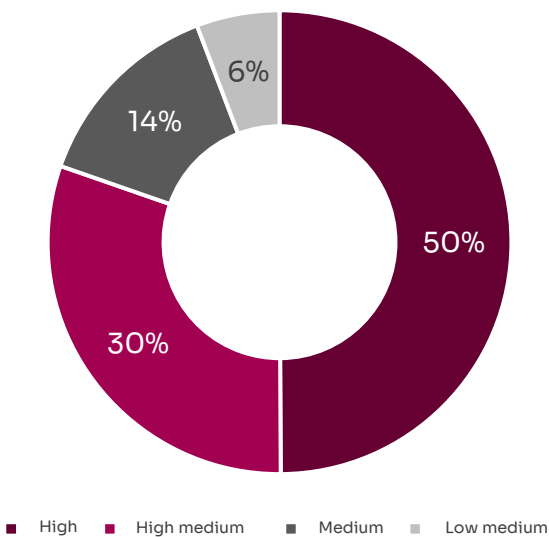
Inventory by Region

(R\$ mi)



Inventory by Segment




(%)





INNOVATION – CRIPTO PROJECT in the FLOW BY GAFISA

Through its innovation process, Gafisa searches to provide the best solutions for the customers' journey.

CRIPTO PROJECT

-  Acceptance of **15 cryptocurrencies** as a payment method for Flow by Gafisa;
-  Partnership with Foxbit Exchange;
-  **Simplicity** and **diversification** for the customer, with approval of the payment method in less than 2 hours.

GOALS

-  Scale to all Gafisa developments, as well as, to all services;
-  Gateway to the crypto world.

15 cryptocurrencies accepted

			Bitcoin Ethereum Tether
			Cardano XRP Polygon
			Decentraland Litecoin Polkadot
			Chainlink Axie Infinity KNC
			Solana Stellar Lumens Sandbox

INNOVATION – ONLINE SALES PLATFORM

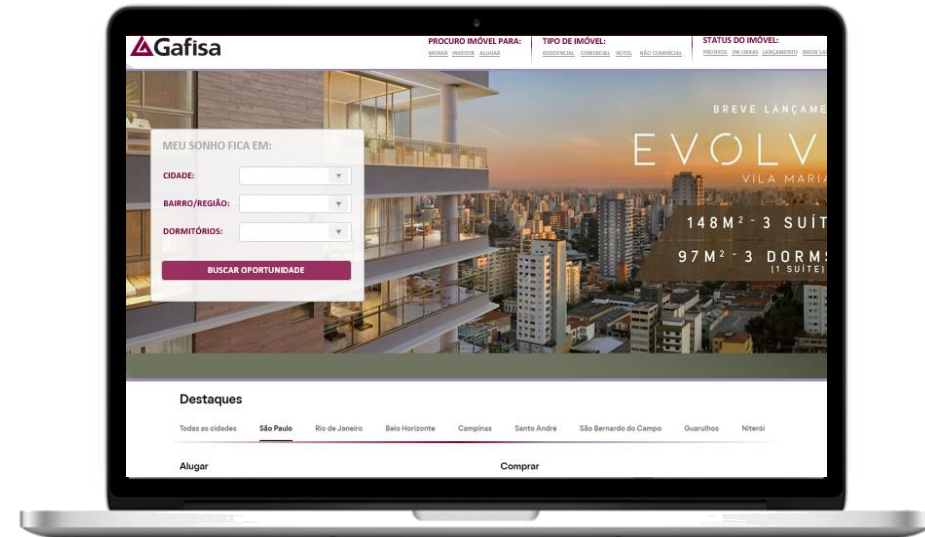
Through its innovation process, Gafisa searches to provide the best solutions for the customers' journey.

DEVELOPMENT AND STRUCTURING OF ONLINE SALES PLATFORM

We have engaged VTEX with the objective of developing a digital platform for the sale of Gafisa real estate. The intention is to promote a more **fluid, simple and continuous experience**, seeking the **digitalization of the sales channel**, to continue as a frontline company.

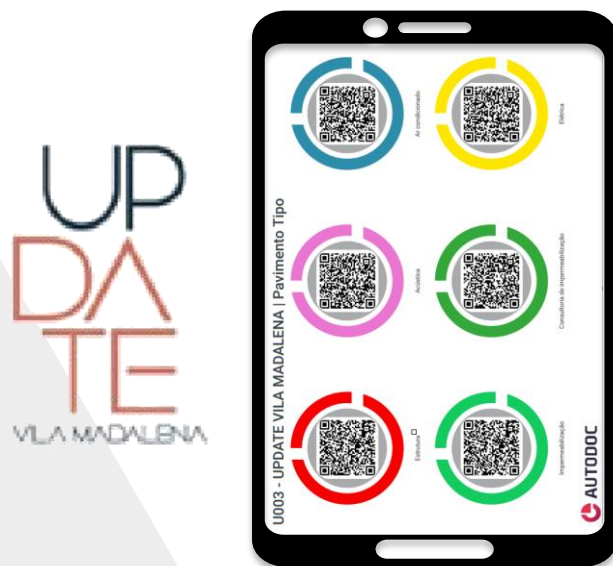
GOALS

- ▲ Increased sales (LTV) through the new channel
- ▲ Cost reduction (CAC) and conversion increase
- ▲ Increased Customer Engagement (NPS)
- ▲ New market opportunities



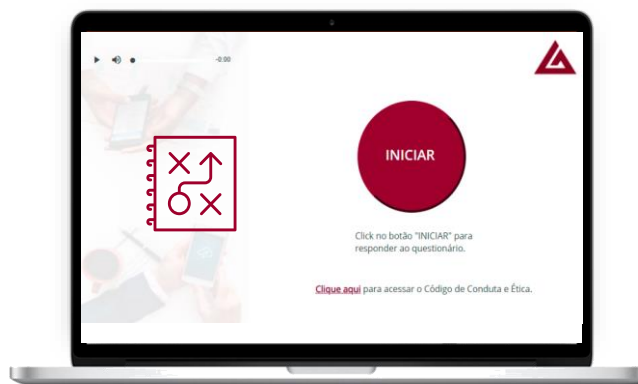
OTHER INNOVATION PROJECTS IN GAFISA

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



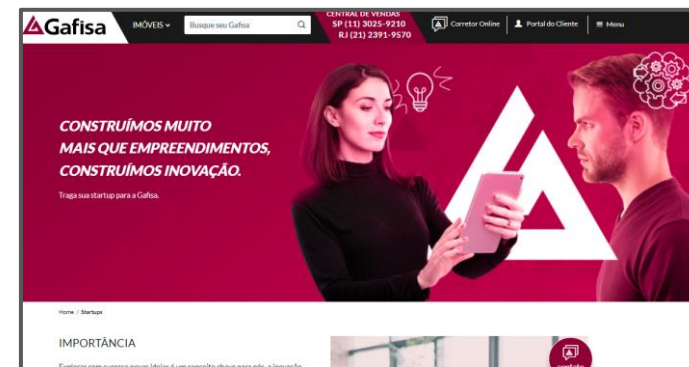
Construction sites digitalization

Digitalization of projects and documents at the construction sites, allowing more practical access to information, optimizing work time, and reducing costs.



STARTUP MOBILIZA

Development of training courses for internal and outsourced staff with a focus on no-code solutions.



LANDING PAGE - LEAD CONSTRUTECHS

Direct communication channel with the construtechs, increasing collaboration and leads generation.

Financial Results

Flavio Prieto
RI Gafisa SA



Financial Results

GAFISA CAPITAL

R\$ 80 million CLOSED IN 1Q21

The funds will be used for the development of a high-end development in Itaim, SP. The transaction was the second one concluded with Kinea Investimentos, for a total of R\$150 million.



The transaction is made up of two tranches:

- R\$46 million allocated for the acquisition of site property in the swap finance format and;
- R\$34 million to fund the construction.



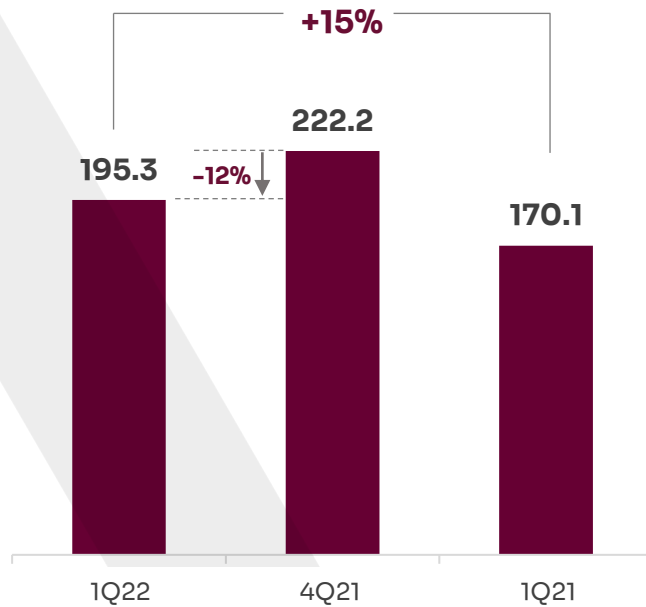
In total, Gafisa Capital raised R\$ 400 million in 7 months of operation in transactions with the market, which leverage the company's growth with more than R\$ 1.7 billion in PSV and validate the good fundamentals of the current projects of Gafisa Incorporadora and the business model of Gafisa Capital

IN 1Q22 NET REVENUES REACHED **R\$ 195.3 million** AND WE ACHIEVE POSITIVE RESULTS FOR THE 6TH CONSECUTIVE QUARTER

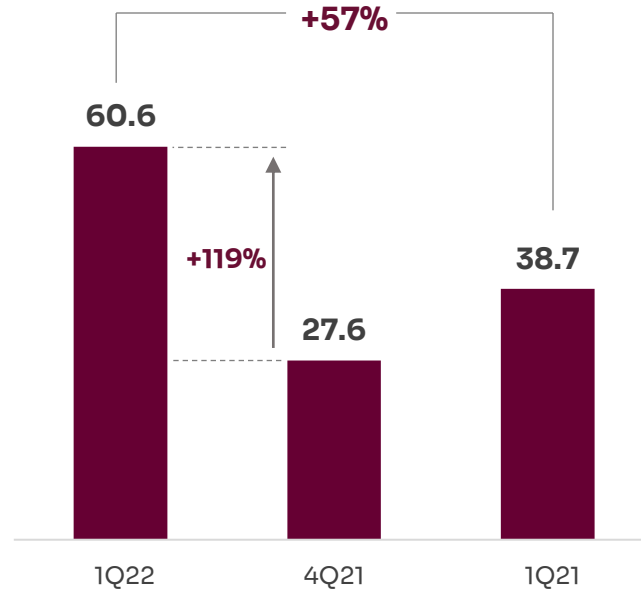
Net income, in the LTM reached **R\$ 68.4 million**

(R\$ mi)

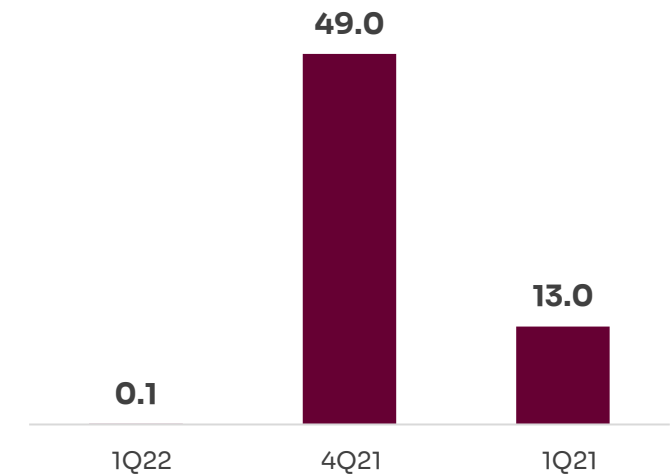
Net Revenues



Gross Profit



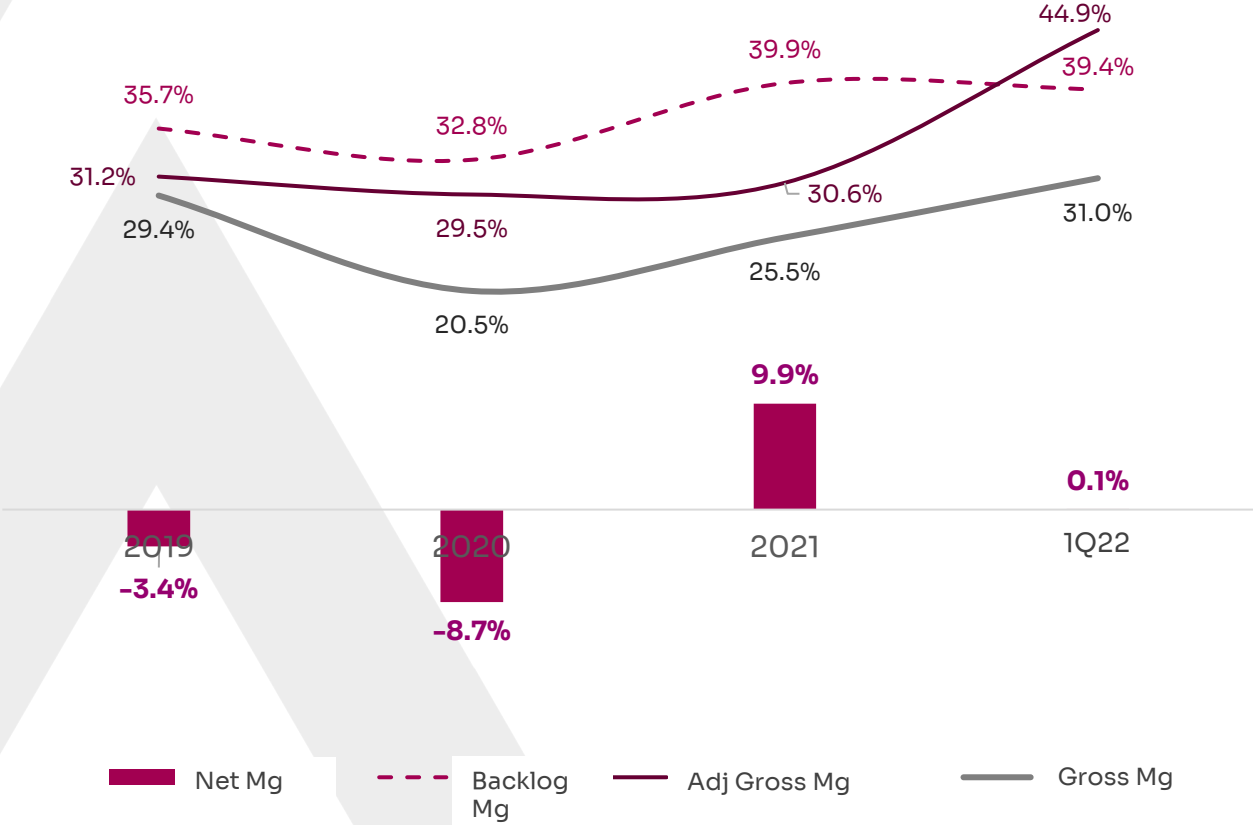
Net income



Note - Impact of R\$28 million in non-recurring expenses in 1Q22

GROSS MARGIN OF 31% AND BACKLOG MARGIN OF 39,4% IN 1Q22

Margin Evolution

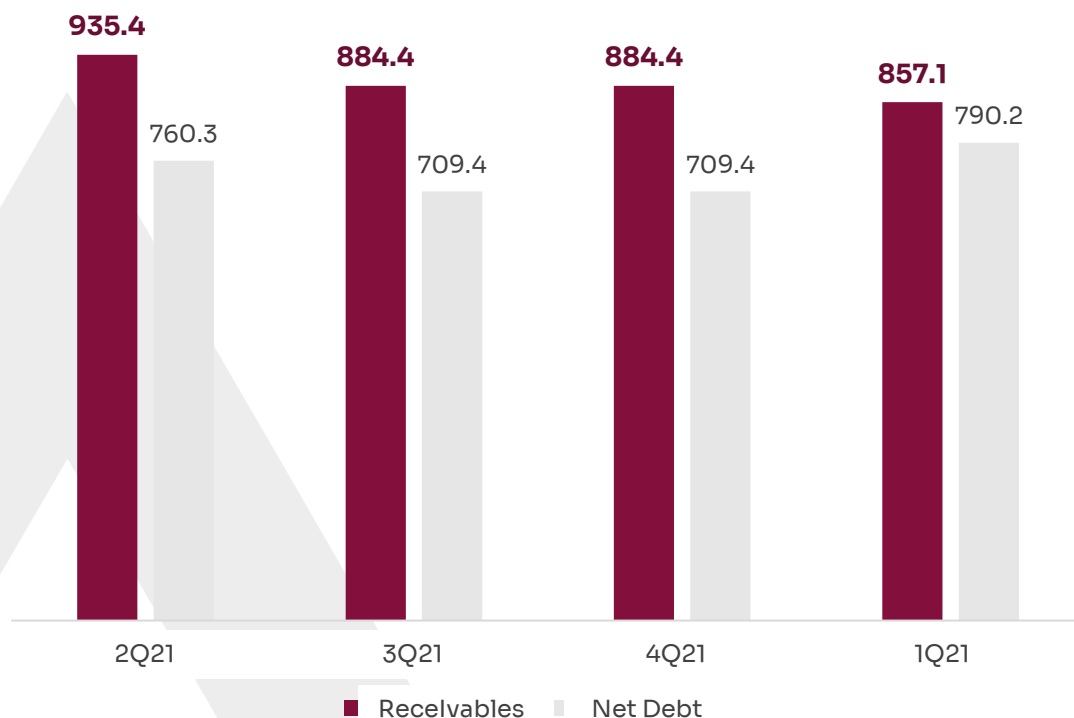


	1Q22	4Q21	Y/Y (%)	1Q21	Y/Y (%)
Net Revenue	195,298	222,195	-12%	170,132	15%
Gross Profit	60,596	27,609	119%	38,680	57%
Gross Margin	31.0%	12.4%	1,860 bps	22.7%	829 bps
Adjusted Gross Margin	44.9%	21.5%	2,343 bps	27.1%	1,781 bps
Net Income	115	48,992	-100%	12,967	0%
Revenues to be Recognized	298,253	347,777	-14%	300,279	-1%
Backlog Margin	39.4%	39.9%	-59 bps	32.6%	676 bps

STRONG BALANCE SHEET

(R\$ mi)

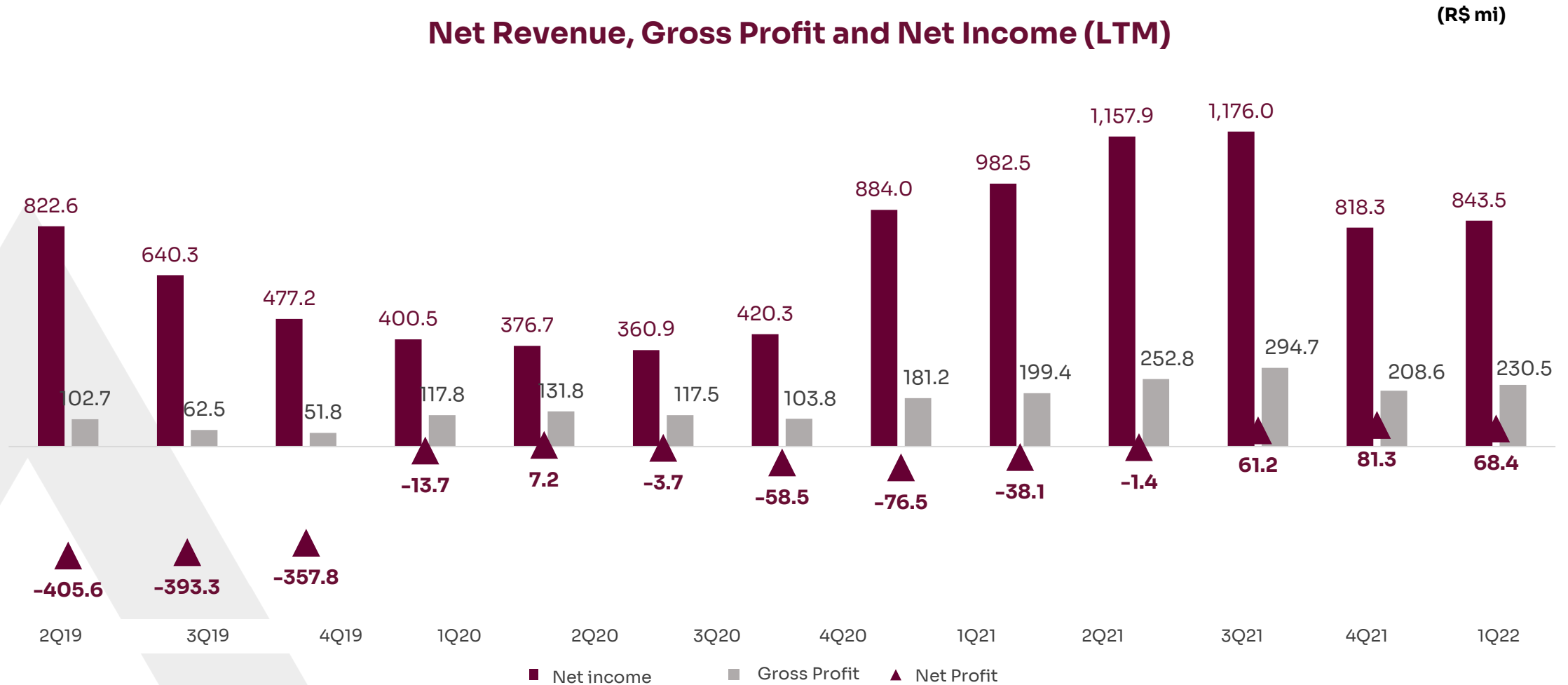
Receivables vs Net Debt



	2Q21	3Q21	4Q21	1Q22	%
Project Debt	873.0	836.2	1,025.7	1,097.1	79%
Working Capital Debt	89.0	75.8	56.3	87.2	6%
Gafisa Propriedades Debt	305.2	277.5	240.2	204.1	15%
Total Debt	1,267.3	1,189.6	1,322.1	1,388.4	100%
Cash and Cash Equivalents	507.0	454.2	612.8	598.2	43%
Net debt	760.3	735.4	709.4	790.2	

	2Q21	3Q21	4Q21	1Q22	%
Receivables from developments	317.8	303.6	342.6	298.3	35%
Receivables PoC - ST (on balance)	514.5	461.1	425.5	445.6	52%
Receivables PoC - LT (on balance)	103.1	136.2	116.2	113.2	13%
Total	935.4	900.9	884.4	857.1	100%

IN THE LTM GAFISA REACHED **R\$ 843 million** IN NET REVENUES, GROSS PROFIT OF **R\$ 230 million**, E NET INCOME OF **R\$ 68.4 million**



Q&A

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