

1Q23 Earnings Presentation





Disclaimer

This report 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

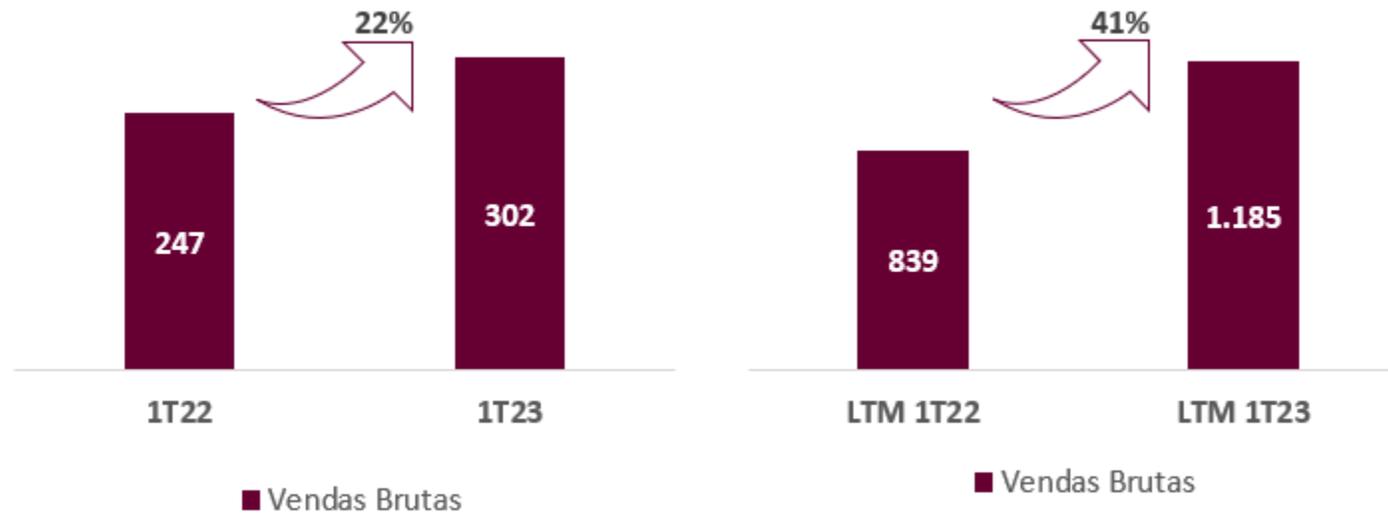
Luis Fernando Ortiz
Chief Business Officer

Gross Sales

Gafisa records R\$302 million in sales

R\$302 mn
Gross sales
1Q23

+22% y/y

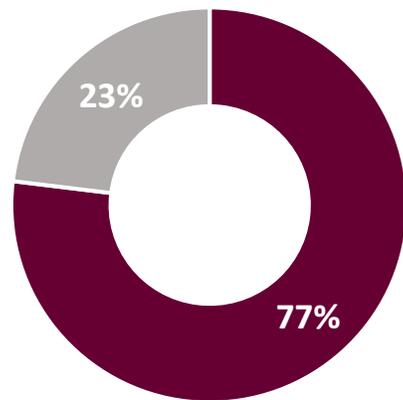
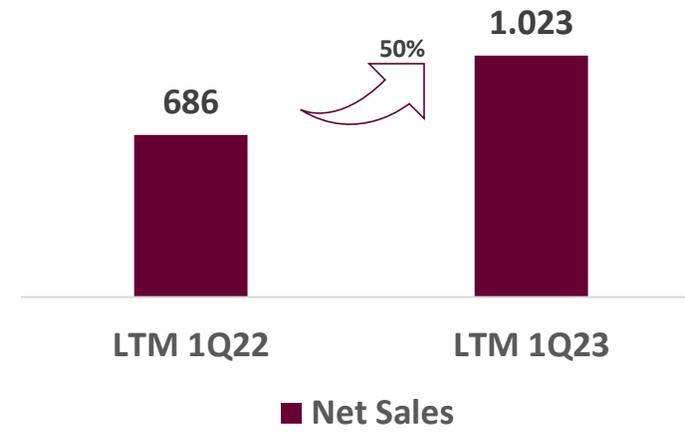
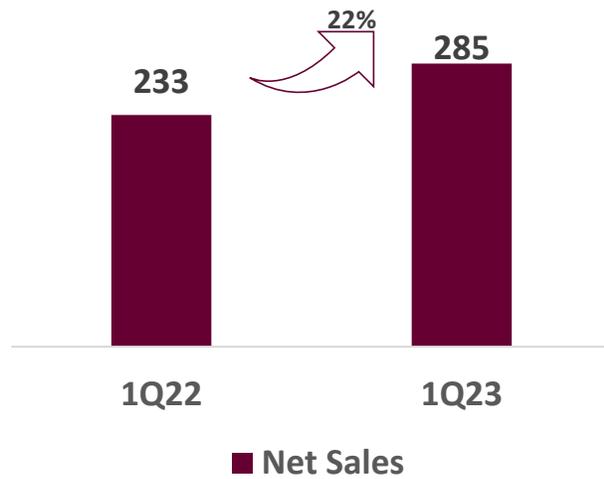


1.2 bn
LTM

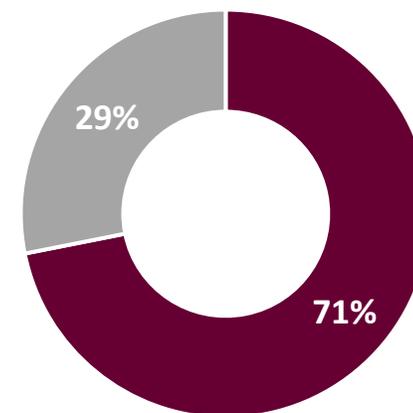
+41%
LTM

+11.4%
SoS
y/y

Net sales:



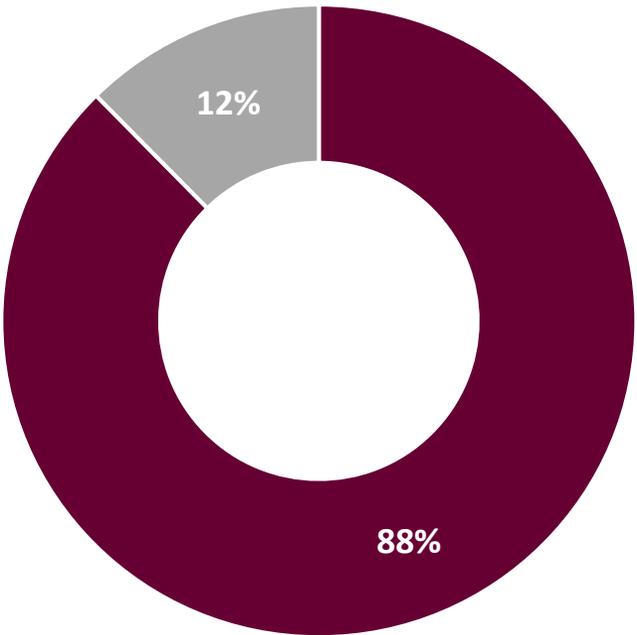
■ High/High Medium ■ Medium



■ Under Construction ■ Delivered



Inventory of **R\$2.2 bi** in line with positioning



■ Under Construction ■ Delivered

**80%
UPPER-
MEDIUM
AND HIGH-
END**

**97%
SÃO PAULO
AND RIO DE
JANEIRO**

1Q23 Delivery Highlight

Stratos Itaim
SP - Capital

R\$ 161 MM
in PSV

Gafisa bolsters its presence in the high-end segment with a customer-centric strategy

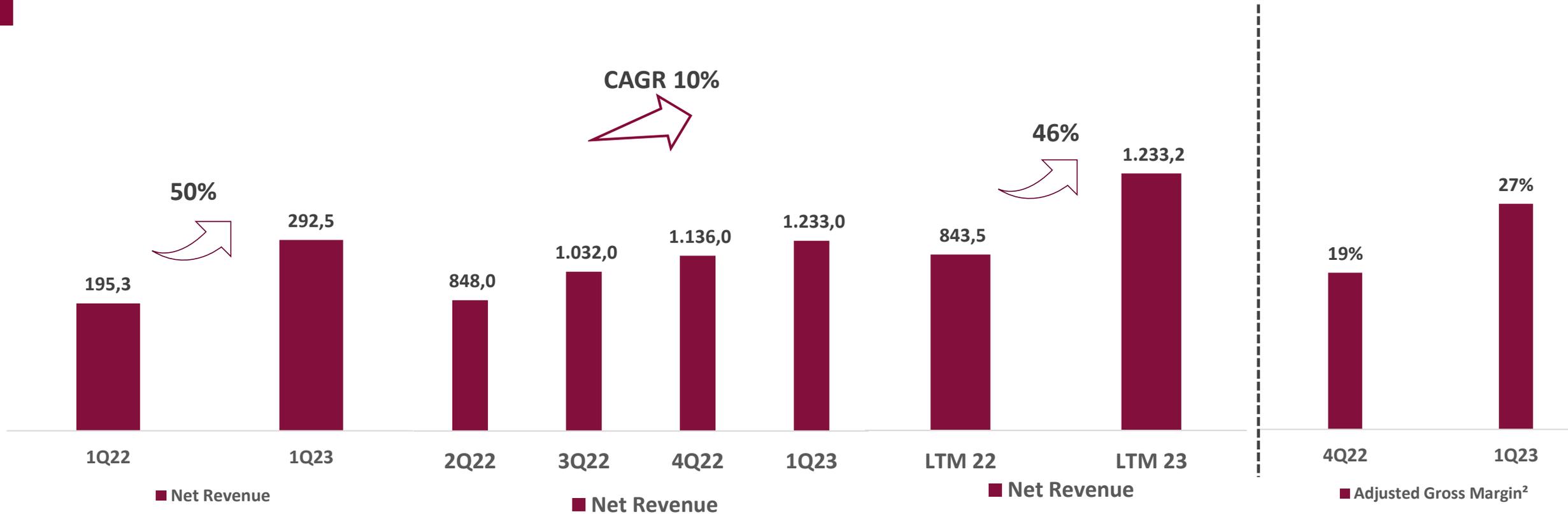




FINANCIAL PERFORMANCE

**Edmar Prado Lopes
Neto**
CFO & IRO

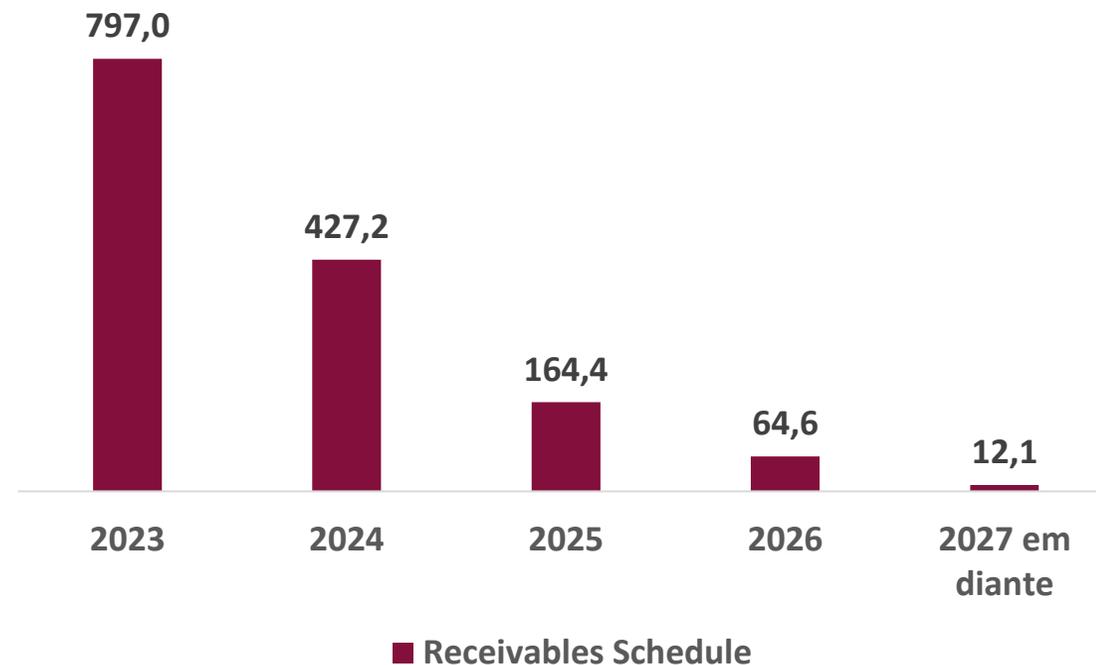
Gafisa records 46% net revenue growth in the last 12 months, bolstered by solid operational performance



Performance signaling a positive outlook for revenue and margin over the upcoming periods

R\$1.5 bn
TOTAL
RECEIVABLES

R\$663 mn
BACKLOG
RESULTS -
REF



	1Q23	1Q22	Y/Y (%)
Recebíveis a apropriar	663,770	298,253	122.6%
Recebíveis PoC (Balanço)	801,557	558,889	43.4%
Total	1,465,326	857,142	71.0%

Gafisa ended the quarter with R\$500 million in cash & cash equivalents and net debt of R\$1.1 billion

	1T23	4T22	T/T (%)
Total Debt	1,645	1,727	-4.7%
Cash and Cash Equivalents¹	500	532	-6.0%
Cash and Cash Equivalents	15	23	-34.4%
Marketable Securities	485	509	-4.7%
Net Debt	1,145	1,195	-4.2%

1 - Cash and cash equivalents + securities.



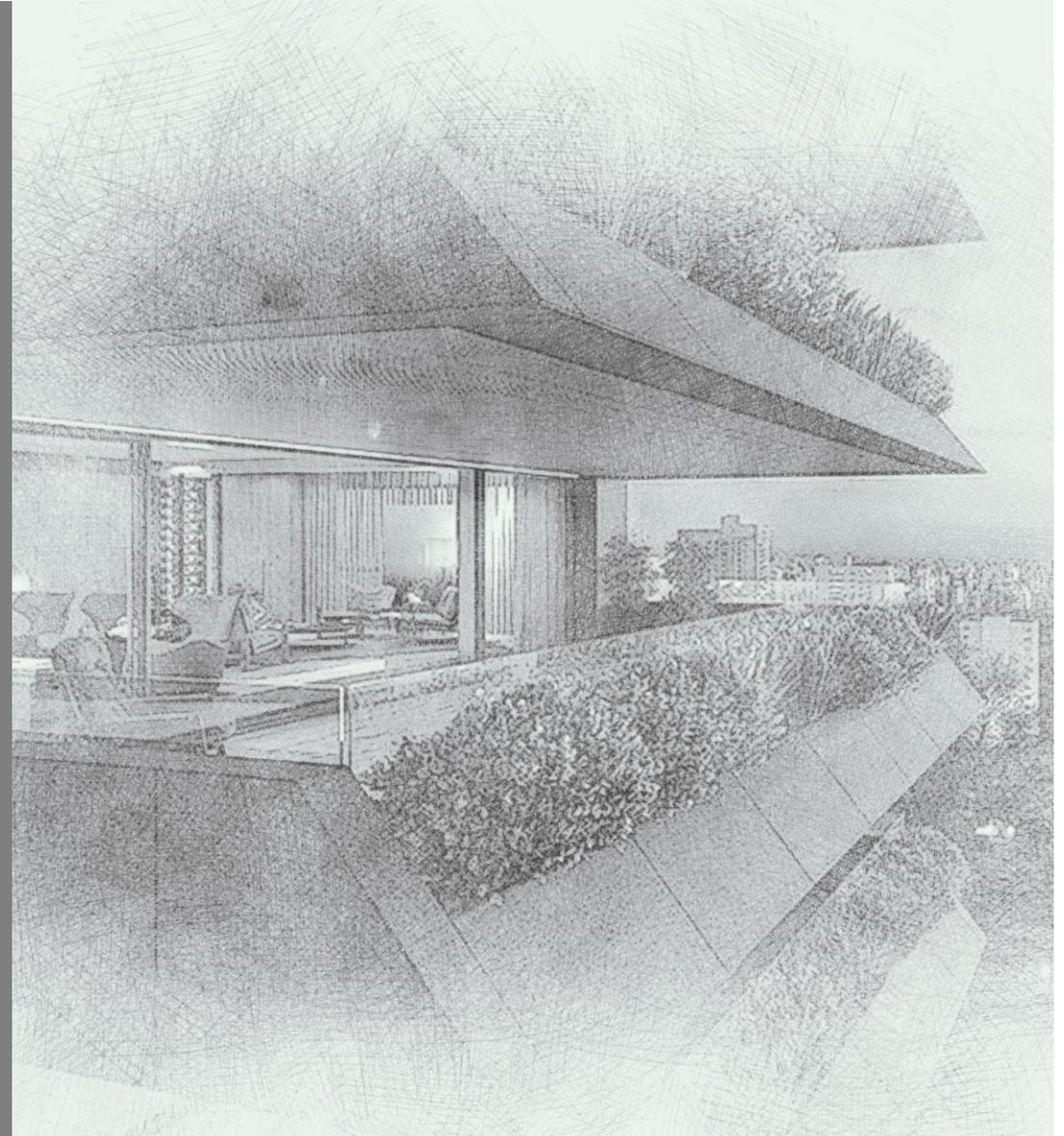
Gafisa is compliance with financial covenants

We continue with our mission to strengthen the financial indicators



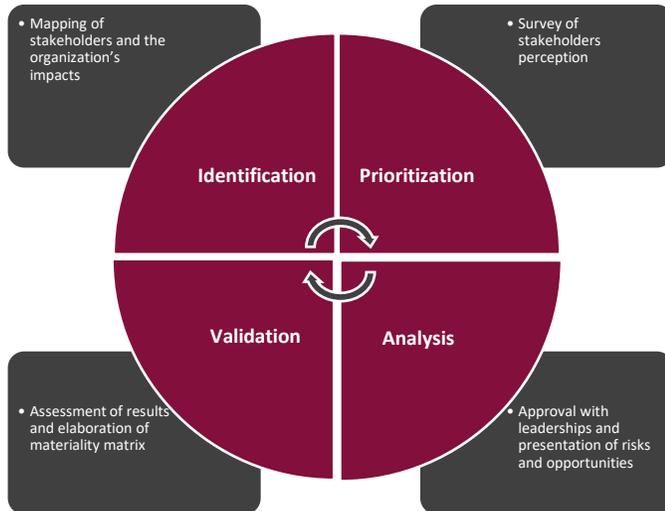
ESG

Renata Yamada Bürkle
Chief Legal &
Management



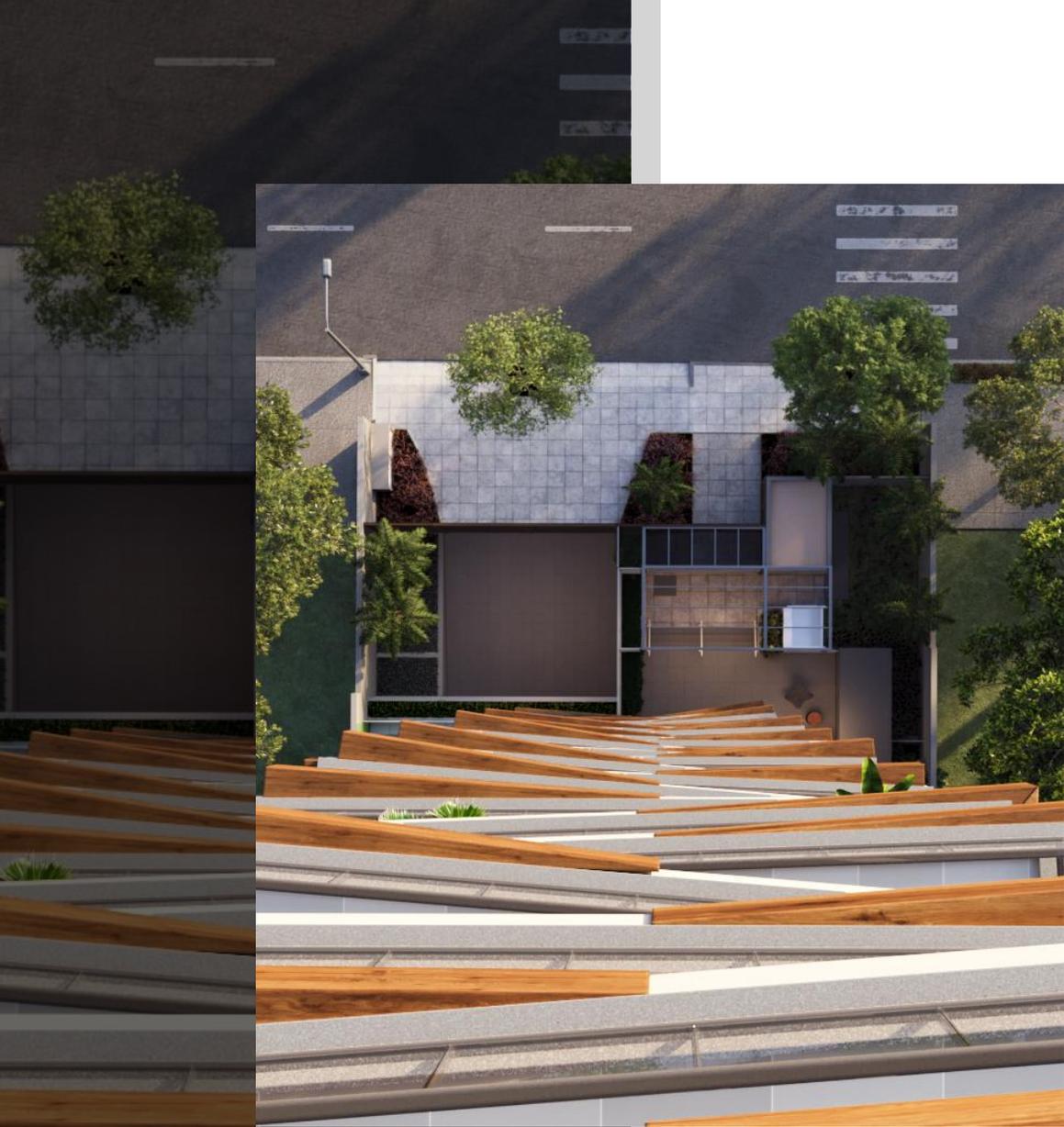


Materiality Matrix



Material Topics

MATERIAL THEME	DEFINITION	RELATED ODS
Innovation for Sustainability	Research, development and use of innovative materials and low environmental impact in civil construction; sustainability certifications, smart cities and resilient architecture	9
Socio-Environmental Management	Compliance with social and environmental laws and regulations; environmental preservation and social development actions.	6, 7, 11, 12, 16
Human Capital	People management; attraction, retention, and career advancement programs; training and development.	8
Supplier Management	Supplier management and approval based on ESG criteria	12, 16
Ethics and Transparency	Creation and dissemination of compliance and anti-corruption policies, implementation of dialogue channels and transparent practices.	16
Social and Corporate Responsibility	Stakeholder engagement: social and environmental impact assessment; communication and relationship actions; development of channels for complaints and denunciations.	11



Q&A



gafisa.com.br