

FOR IMMEDIATE RELEASE - São Paulo, January 20, 2022 – Gafisa S.A. (B3: GFSA3; OTC: GFASY), one of Brazil's leading homebuilders, announced today its operational results for the third quarter of 2021. The operational results are preliminary and subject to review by the auditors.

GAFISA launches R\$ 1.7 billion in 2021, Sales increase 46% vs. 2020 and 80% of the inventories are directed to high income segment in SP and RJ

Gafisa announces to the market the preview¹ of its operating results for the 4th quarter of 2021, as well as the performance of its launches, sales, delivered buildings and inventory indicators.

In the 4th quarter of 2021, It was launched 3 projects achieving R\$685 million in Potential Sales Value (PSV), with highlights to the project Tonino Lamborghini San Paolo, which brings the best of Italian design to a privileged location in Jardins, São Paulo. In 2021, Gafisa reached R\$ 1.685 billion in Potential Sales Value (PSV) in launches, exceeding the guidance of R\$ 1.5 billion for 2021.

In addition to the new developments launched in the quarter, Gafisa has 4 more developments totaling R\$436 million of PSV in pre-launch stage with sales force and active advertising campaigns. The highlight is the Stratos development, located at Bandeira Paulista Street in Itaim, São Paulo.

Gafisa's sales performance keeps showing strong growth, with accumulated gross sales reaching R\$ 754.8 million in the year 2021, which represents a 46% growth compared to the year 2020.

Gafisa's inventory reached R\$ 2.02 billion, with the medium-high and high standard developments corresponding to 80%, and 97% concentrated in São Paulo and Rio de Janeiro.

The operational performance in 2021 is the expected continuation of Gafisa's growth resumption started by the new management in 2019. We operate in a dynamic and selective way to develop our portfolio of projects with higher added value, good locations and outstanding products.

Launches

In the fourth quarter of 2021, the company reached R\$ 1.68 billion in accumulated launches in the year.

Three projects were launched in the quarter, two in the city of São Paulo and one in the city of Rio de Janeiro. The total PSV was R\$ 685 million.

Launches reached R\$ 1.7 billion PSV in 2021

Launches	Invert Campo Belo	Flow Nestor Pestana	Marajoara Club House	Ibirapuera Park house	TOM Delfim Moreira	Vinci Moema	Tonino Lamborghini	Invert Barra	4Q21	2021
	2Q21	3Q21	3Q21	3Q21	3Q21	4Q21	4Q21	4Q21		
Site Location	SP - Capital	SP - Capital	SP - Capital	SP - Capital	RJ - Capital	SP - Capital	SP - Capital	RJ - Capital		
PSV Pre Launches	308,105	140,216	147,823	213,669	190,000	249,872	244,391	190,500	684,763	1,684,576
% Gafisa	100%	100%	100%	0%	100%	100%	100%	100%		
Swifted PSV	21,903	11,300	-	-	-	49,708	13,221	-	62,929	96,132
PSV Launched w/o swift	286,202	128,916	147,823	-	190,000	200,164	231,170	190,500	621,833	1,374,775

Launches 4Q21



Tonino Lamborghini



Tonino Lamborghini



Invert Barra



Vinci Sabiá

Pre-Launches

In the 4th quarter of 2021, the company's pre-launches reached R\$ 436 million in PSV.

There are three projects with sales force and active advertising campaigns, three in the city of São Paulo and one in the city of Rio de Janeiro.

Pre-Launch total R\$ 436 million PSV in 4Q21

Pre Launches	We Sorocaba	Evolve Vila Mariana	Go Inn Aurora	Stratos Bandeira Paulista	4T21
	Pre Launch	Pre Launch	Pre Launch	Pre Launch	
Site Location	RJ - Capital	SP - Capital	SP - Capital	SP - Capital	
PSV Pre Launches	54,916	135,599	105,000	140,908	436,423
% Gafisa	100%	100%	100%	100%	
Swifted PSV	-	-	-	22,000	22,000
PSV Launched w/o swift	54,916	135,599	105,000	118,908	414,423



Go Inn Aurora



Evolve Vila Mariana



We Sorocaba



Stratos Bandeira Paulista

Delivered buildings

In the 4th quarter of 2021, the Moov Parque Maia development was concluded, increasing by 500 units and R\$ 200 million the volume of deliveries.

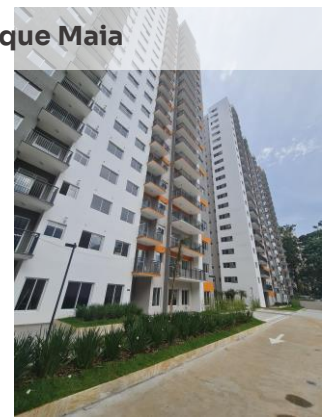
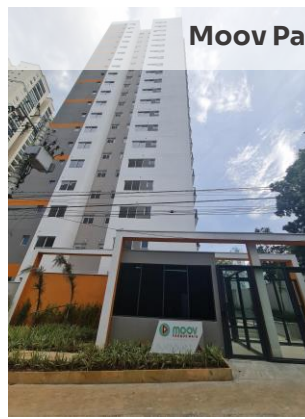
In the year, there were 5 developments, totalizing 1,323 units and more than R\$ 625 million in PSV.

It was delivered 1,323 units, representing a PSV of R\$ 625 million in 2021

Delivered buildings	Moov Brás	J330	Upside Pinheiros	Life	Moov Parque Maia	2021
Data	2T21	2T21	2T21	2T21	4T21	
Month of delivery	May, 2021	May, 2021	May, 2021	June, 2021	December, 2021	
Units	543	28	84	168	500	1,323
PSV (R\$'mn)	94,162	77,823	159,990	93,000	200,474	625,448
Site Location	SP - Capital	SP - Capital	SP - Capital	RJ - Capital	SP - Capital	



Before



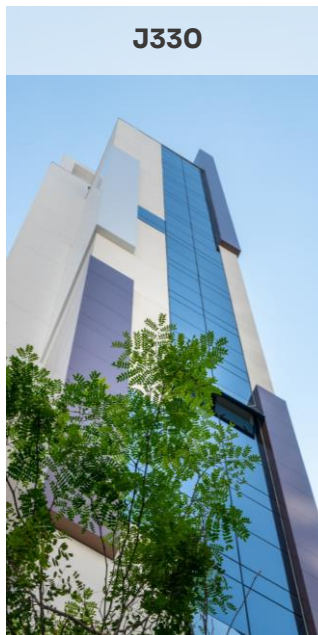
Concluded



Moov Brás



Upside Pinheiros



J330



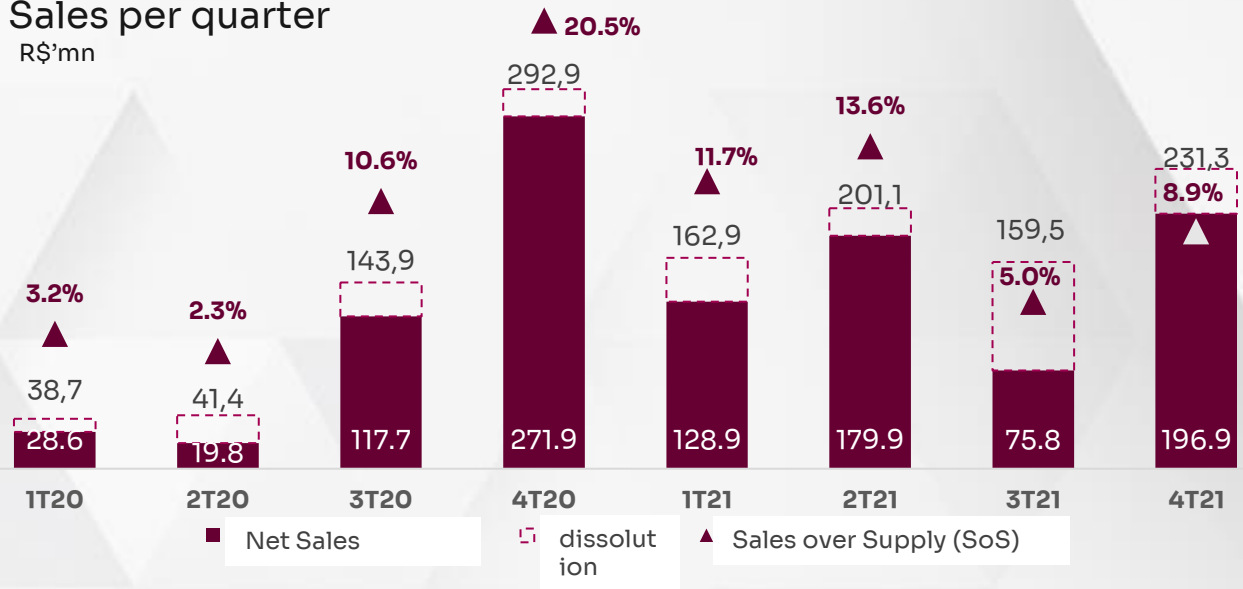
Life 360

Sales

Gross sales reached R\$ 231 million and R\$ 755 million in the 4th quarter and year 2021, respectively. Net sales in the medium-high and high standard segments already correspond to 88% of sales. Gafisa's gross sales in 2021 surged 46% compared to 2020.

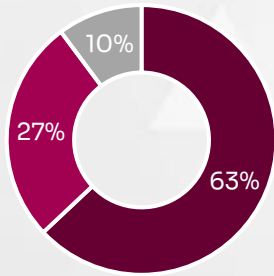
Sales per quarter

R\$'mn



Net sales by construction phase

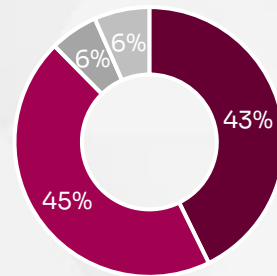
R\$'mn



- Launches
- Under construction
- Concluded

Net sales by segment

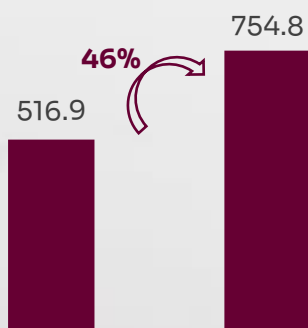
R\$'mn



- high
- Medium high
- Medium
- Medium low

Gross Sales (year)

R\$'mn

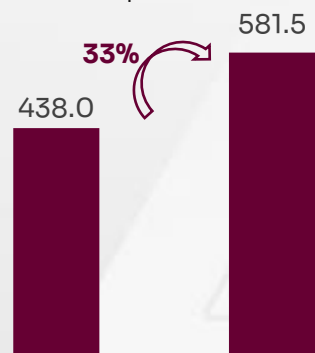


2020 2021

Gross Sales

Net Sales (year)

R\$'mn



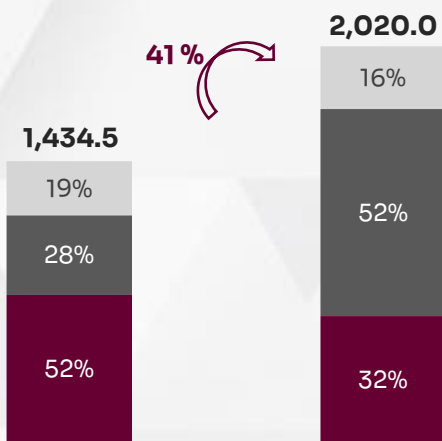
2020 2021

Net Sales

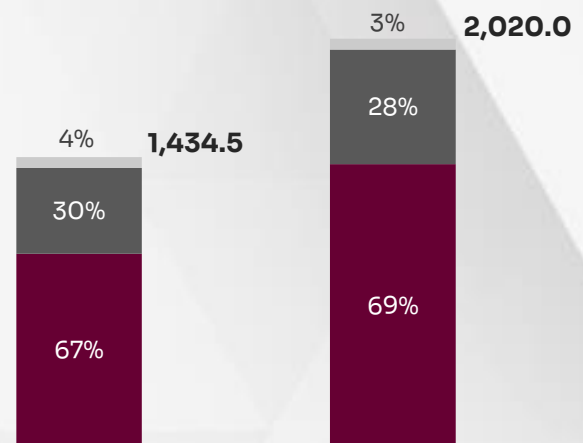
Inventory

As a logical consequence of the high volume of launches in the 3rd and 4th quarters of 2021, the inventory of units expanded 41% in relation to the previous quarter. The medium-high and high standard developments already correspond to 80% of Gafisa's inventory. Currently, 97% of the inventory is concentrated in RJ and SP.

Inventory by construction phase
R\$'mn

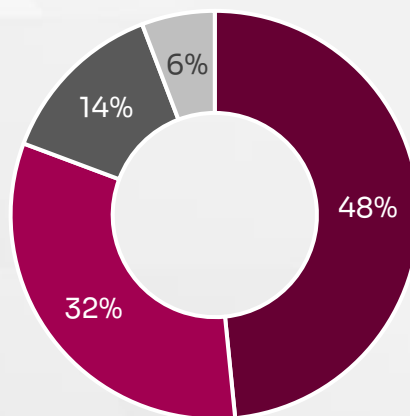


Inventory por Region
R\$'mn



■ Launches ■ Under construction ■ Concluded ■ São Paulo ■ Rio de Janeiro ■ Outros Mercados

Inventory by segment (%)



■ high ■ Medium high ■ Medium ■ Medium low

For additional information, please contact us.

IR Contact
E-mail: ri@gafisa.com.br
IR Website: www.Gafisa.com.br/ri

Ian Andrade
Investor Relations Officer
Flavio Prieto
Investor Relations Manager



This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to the growth prospects of Gafisa. These are merely projections and, as such, are based exclusively on the expectations of management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors; therefore, they are subject to change without prior notice.