



*RESULTS*

*3Q22*

*NOVEMBER 11, 2022*

CYRELA

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# *PARTICIPANTS*

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*SENIOR INVESTOR RELATIONS MANAGER*

# *CYRELA'S HIGHLIGHTS*

- Launches of R\$2,928 million in 3Q22, 33% higher vs 3Q21 and 26% up from 2Q22. In 9M22, PSV launched of R\$6,292 million, 38% up from 9M21.
- Pre-Sales of R\$2,286 million in 3Q22, 67% up from 3Q21 and 41% up from 2Q22. In 9M22, net pre-sales of R\$5,220 million, 32% higher than 9M21.
- Net revenues of R\$1,560 million in 3Q22, 25% higher than the R\$1,250 million in 2Q22 and 21% up from the R\$1,288 million registered in the 3Q21. In 9M22, net revenues were R\$4,041 million, 16% up vs. 9M21.
- Gross margin of 33.9% in 3Q22, 2,6 p.p. up from the margin of 31.3% presented in 2Q22 and 0.8 p.p. down than the 34.7% gross margin of the 3Q21. In 9M22, gross margin achieved the level of 32.2%, 3.0 p.p. lower than 9M21 (35.3%).
- Net Profit of R\$289 million in 3Q22, versus net income of R\$151 million in 2Q22 and R\$238 million net profit in 3Q21. In 9M22, net profit of R\$601 million vs net profit of R\$697 million in 9M21.
- ROE of 12.7% (Net Income LTM / Average Equity LTM, without minorities).
- Net Debt / Total Equity of 3.5% in 3Q22 vs. 5.4% in 2Q22.
- Cash generation of R\$188 million in 3Q22 vs. Cash consumption of R\$48 million in 2Q22 and R\$177 million cash generation in 3Q21. In 9M22, cash generation of R\$87 million, vs. R\$334 million in 9M21.

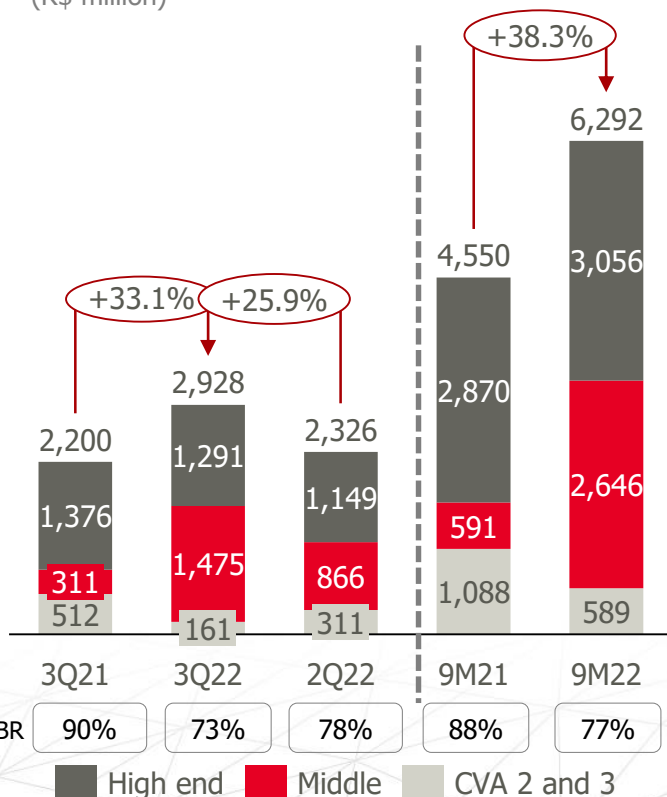
# ***OPERATING FIGURES***

# CYRELA'S LAUNCHES

- R\$2,928 million in 3Q22, 33% higher vs 3Q21 and 26% up from 2Q22.
- 14 projects launched in the quarter.

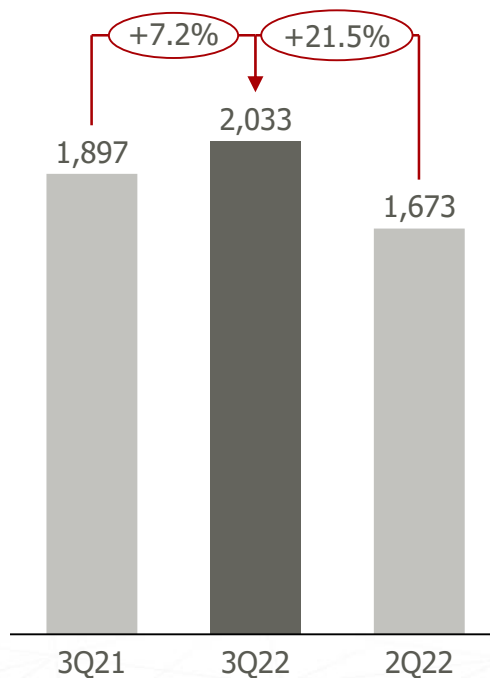
## Launches PSV (100%)

(R\$ million)



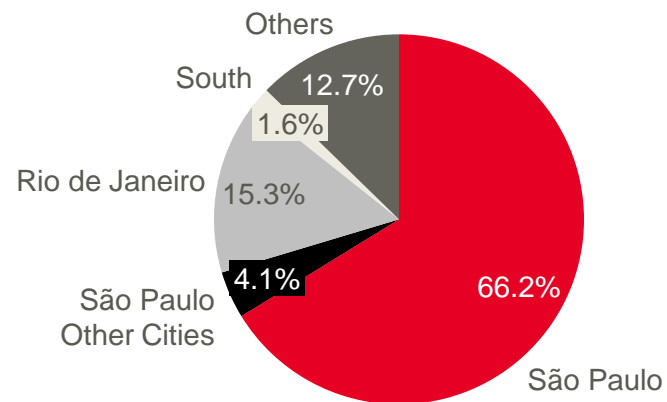
## Ex-swap (%CBR)

(R\$ million)



## Launches per Region 2022

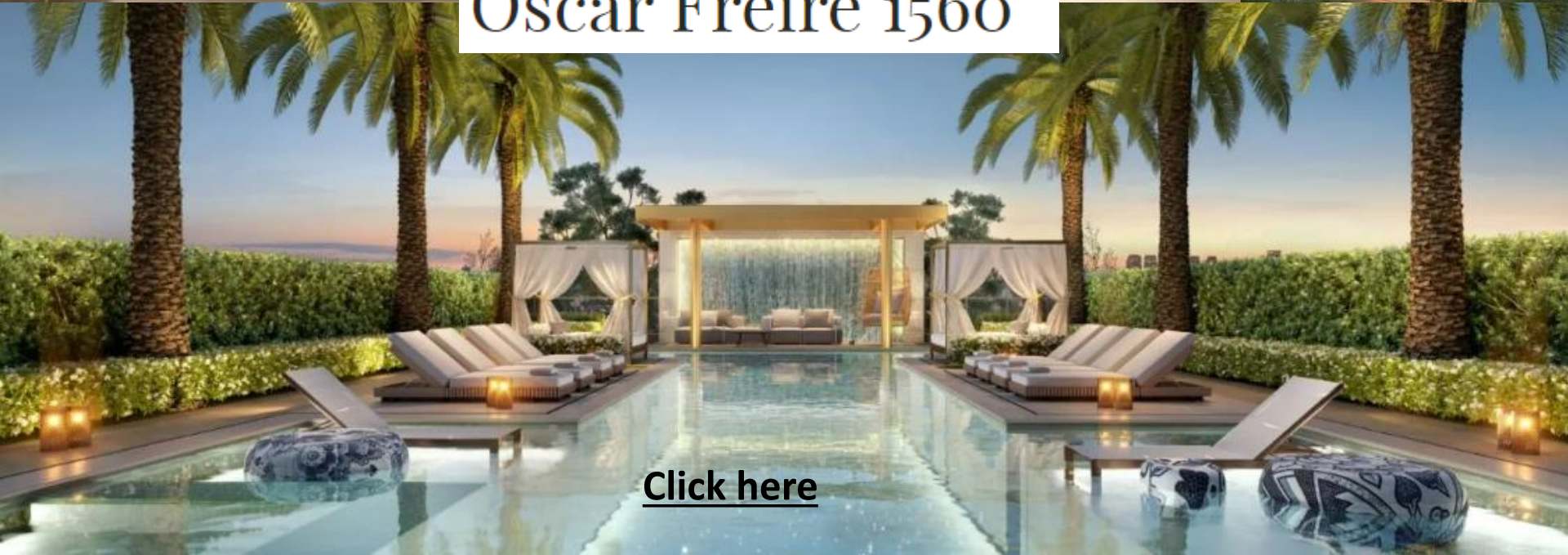
(100%)



# *LAUNCHES | HIGHLIGHTS*



Oscar Freire 1560



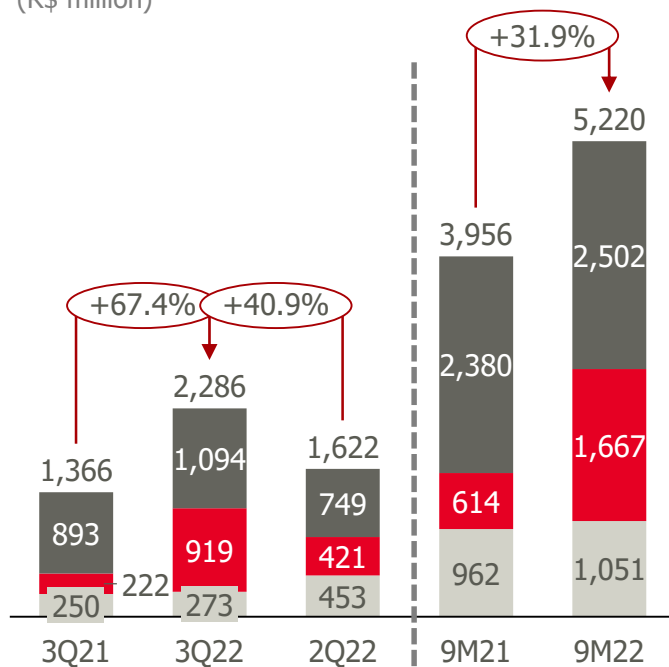
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# CYRELA'S PRE-SALES

- %CBR of 79% in the quarter.
- Launches sales in the quarter represent 53% of total sales.

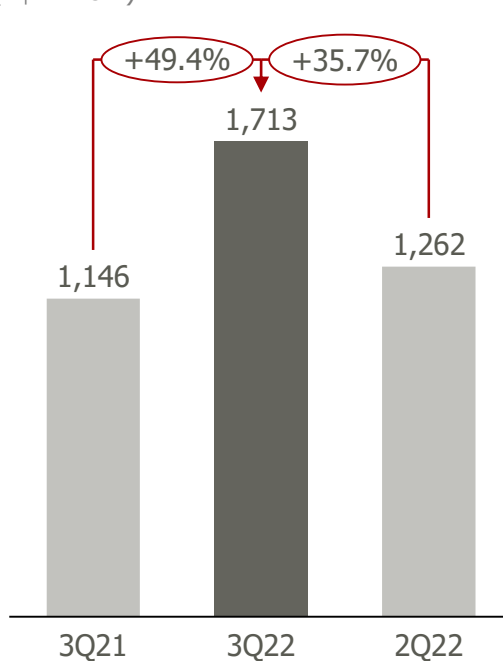
## Pre – Sales (100%)

(R\$ million)



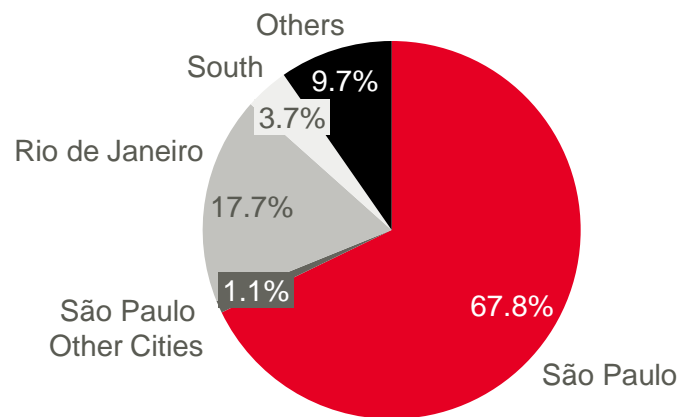
## Pre – Sales Ex-Swap (%CBR)

(R\$ million)



## Pre – Sales by Region 2022 (100%)

(100%)



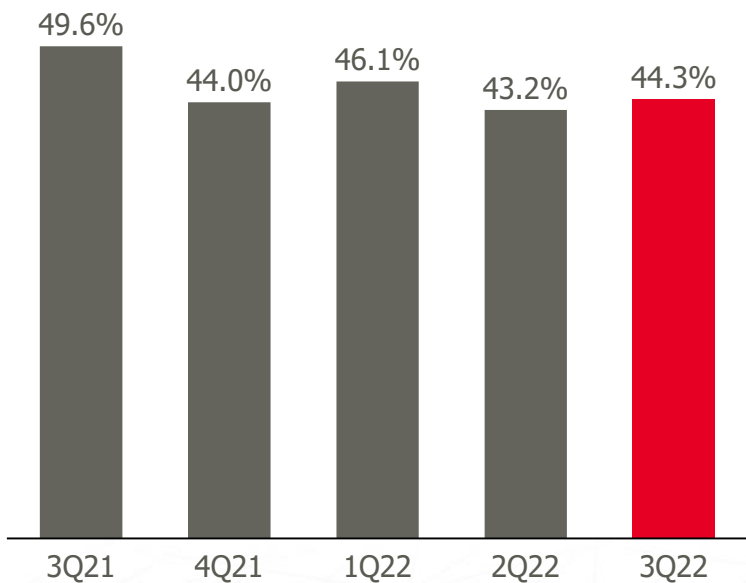
%CBR 91% 79% 86% 88% 84%

High end Middle CVA 2 and 3

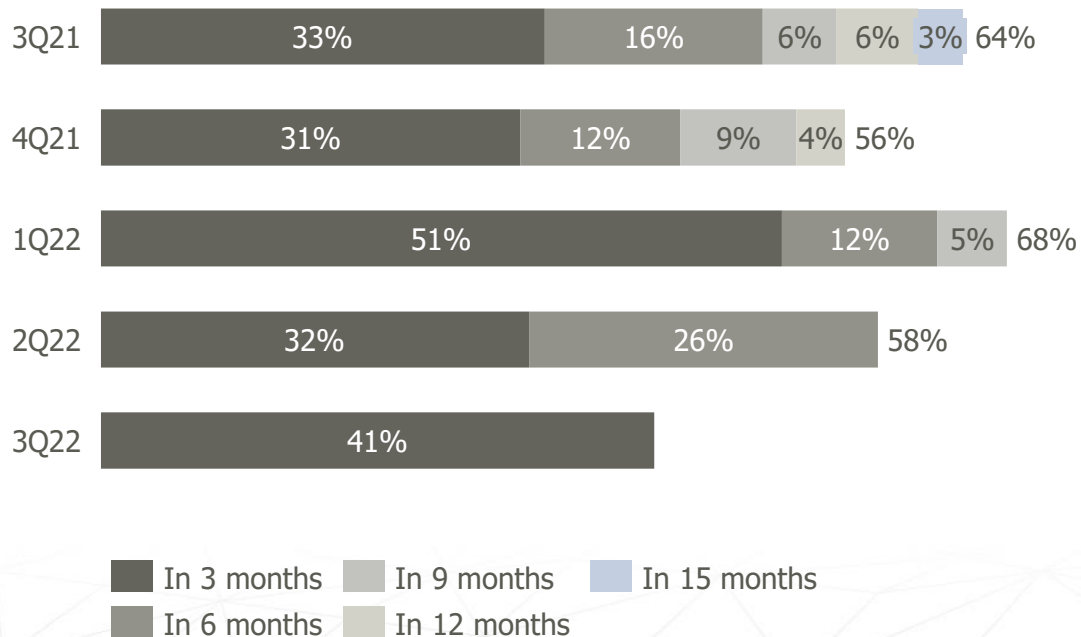
# SALES SPEED

- The  $SOS_{12M}$  of 3Q22 attained 44.3%.

## Sales Speed (12 month period)



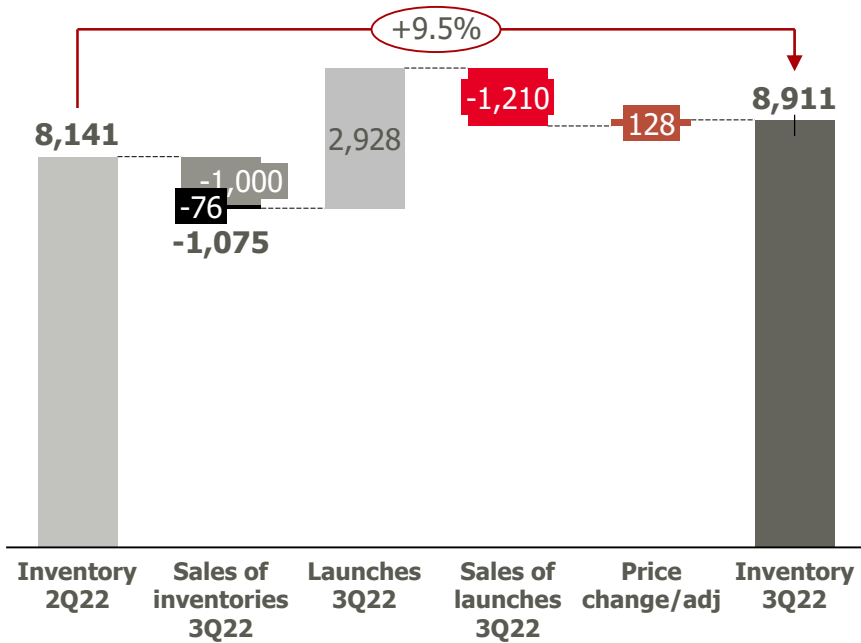
## Sales by Launch Vintage



# INVENTORY

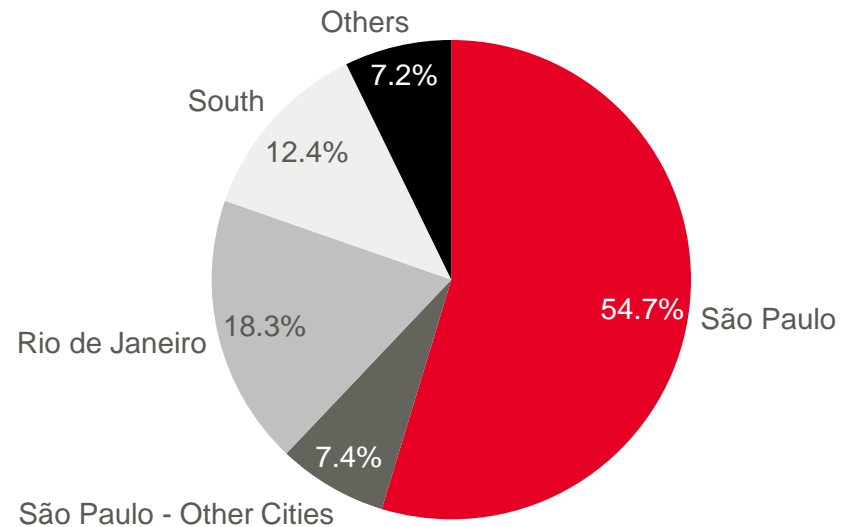
- R\$8,911 million in PSV inventory at market value (R\$7,469 million %CBR).

## Change in Inventory (R\$ million)



■ Inventory under construction    ■ Finished inventory

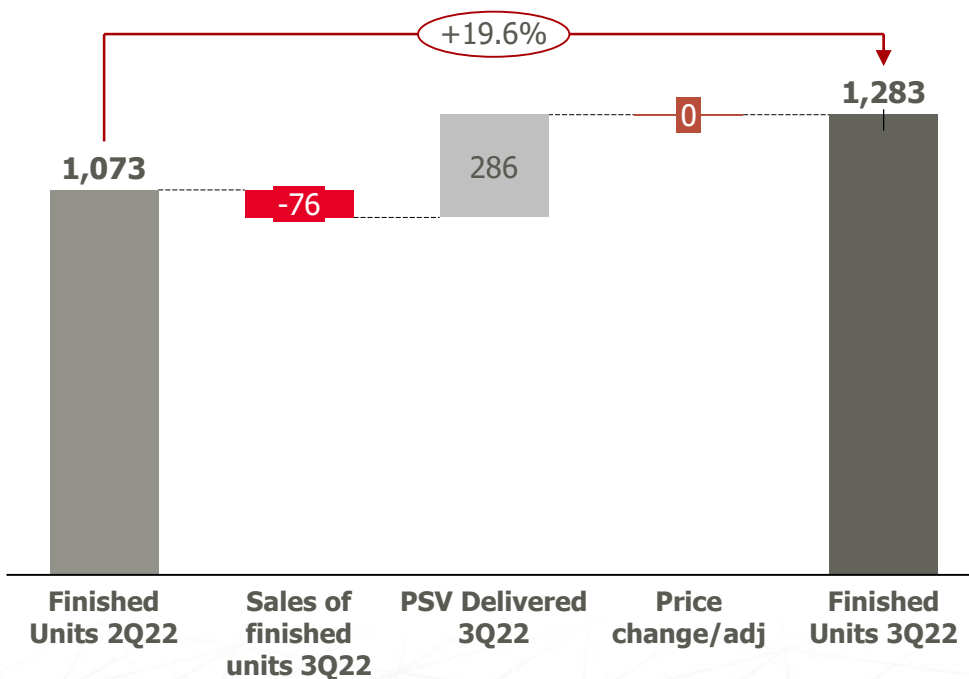
## Inventory Breakdown 3Q22



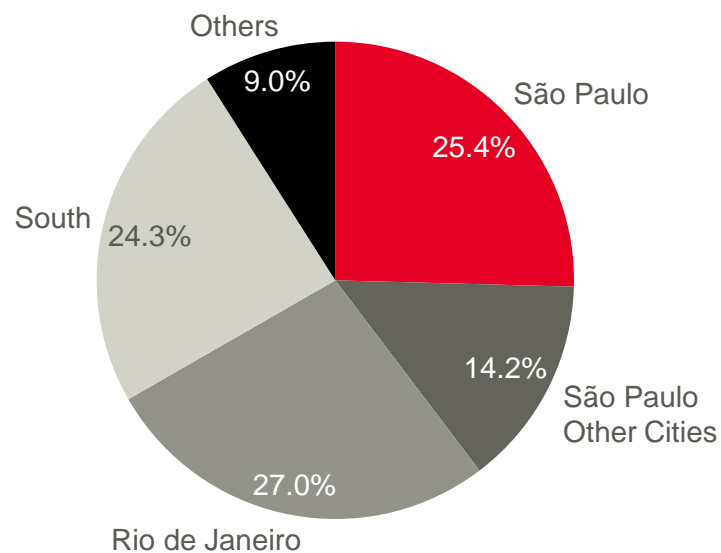
# FINISHED UNITS

- R\$1,283 million in PSV finished inventory at market value (R\$1,087 million %CBR).

## Change in Finished Inventory (R\$ million)



## Finished Inventory Breakdown 3Q22



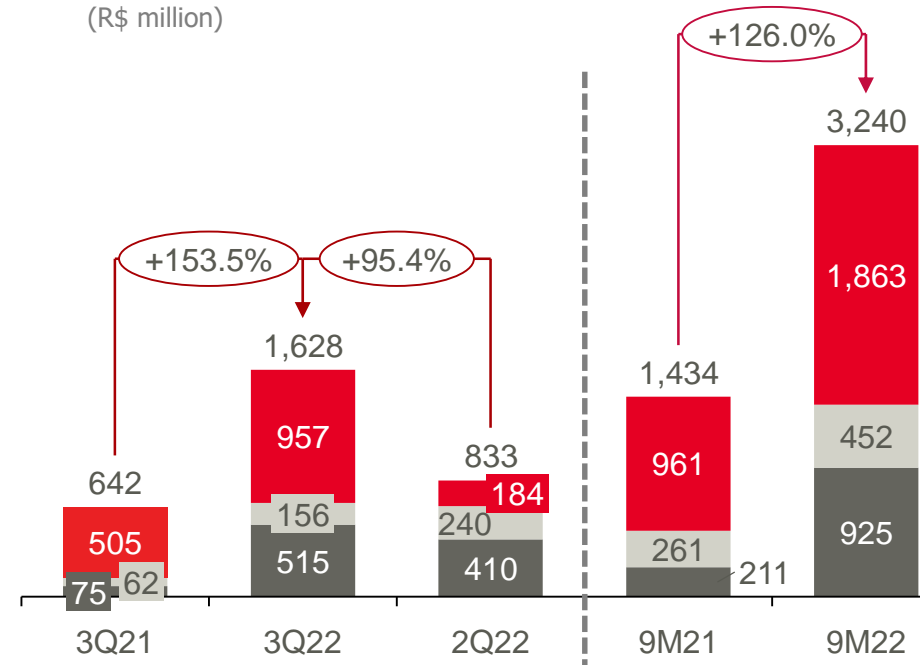
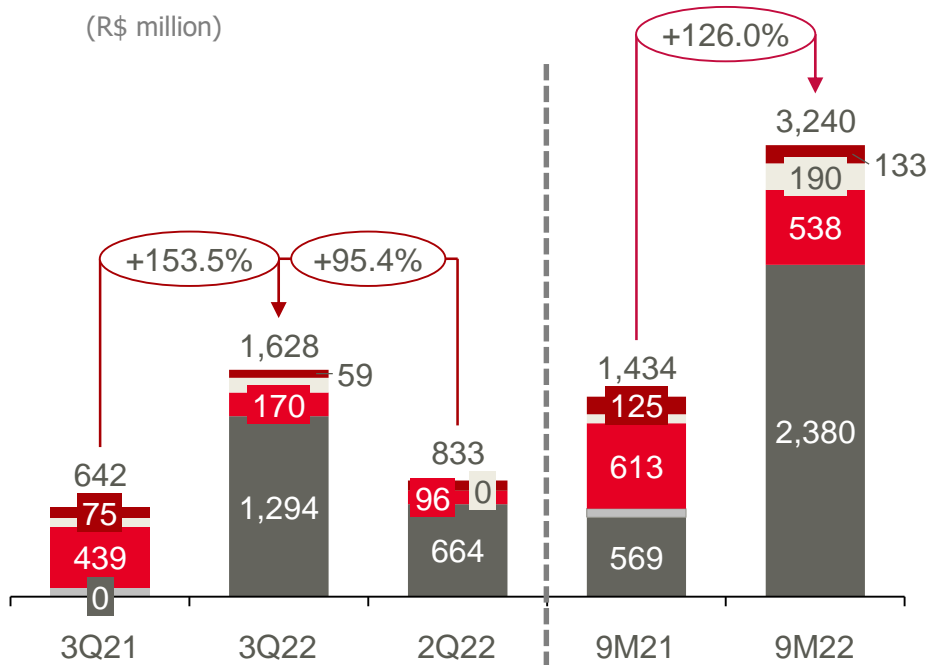
# DELIVERED UNITS

## Delivered PSV – by Region (100%)

## Delivered PSV – by Segment (100%)

(R\$ million)

(R\$ million)



Others South Rio de Janeiro São Paulo - Other Cities São Paulo

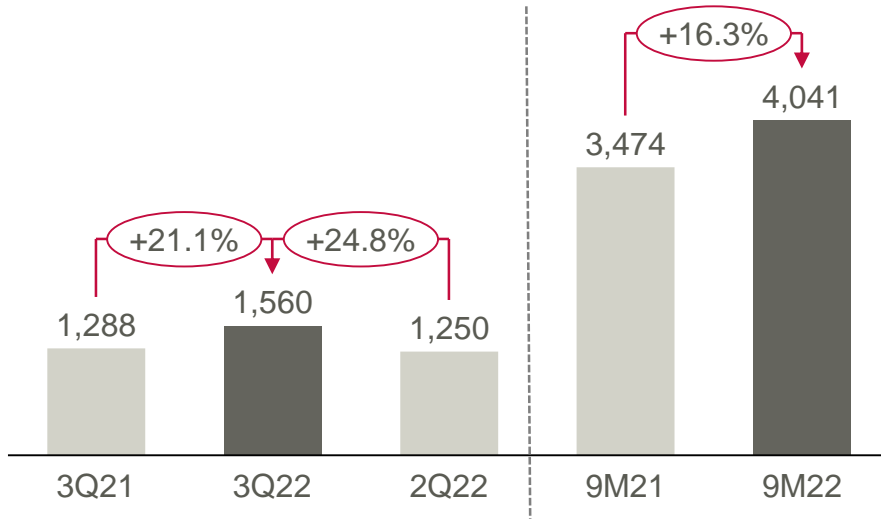
High End Middle CVA

- 4,289 units delivered in 3Q22 in 21 projects, totaling PSV of R\$1,628 million on the dates of their respective launches.
- 7,935 units delivered in 9M22 in 40 projects, totaling PSV of R\$3,240 million on the dates of their respective launches.

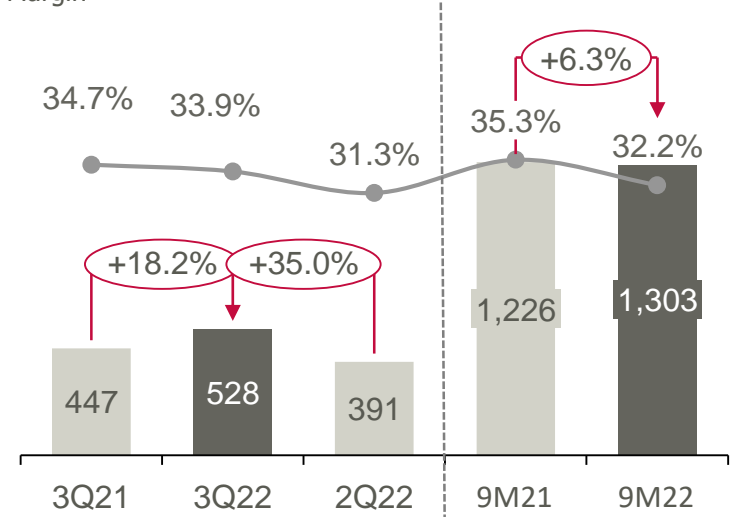
# ***FINANCIAL RESULTS***

# FINANCIAL RESULTS

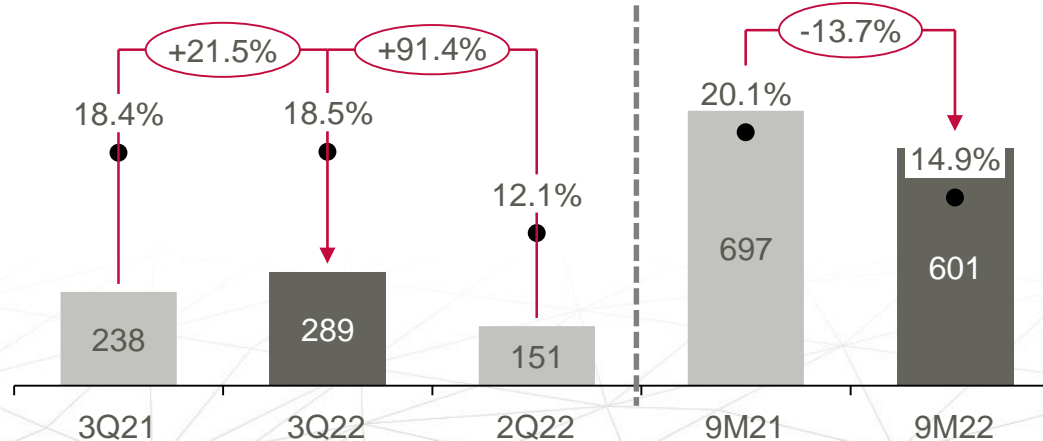
(R\$ million) **Net Revenues**



(R\$ million) **Gross Profit and Gross Margin**  
● Margin



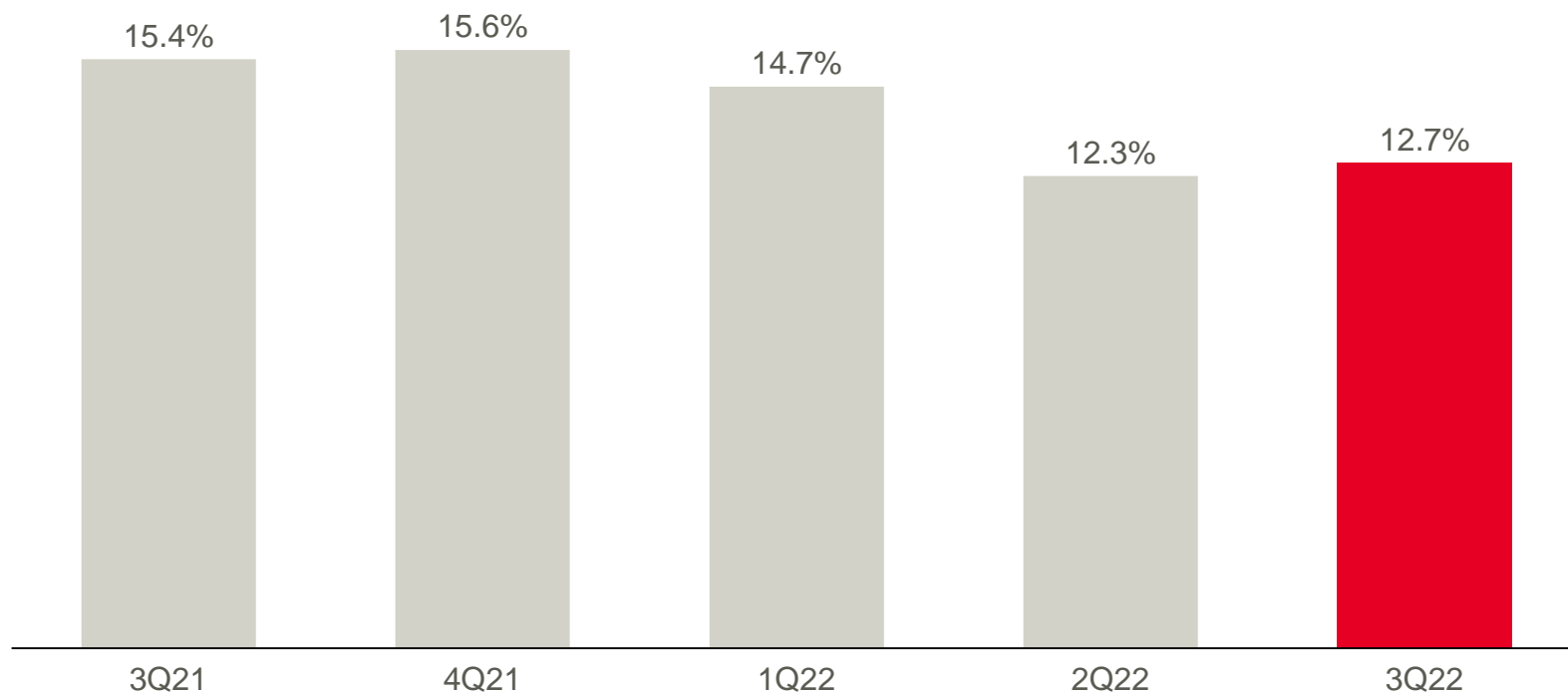
(R\$ million) **Net Income and Net Margin**  
● Margin



# *PROFITABILITY*

## ROE LTM

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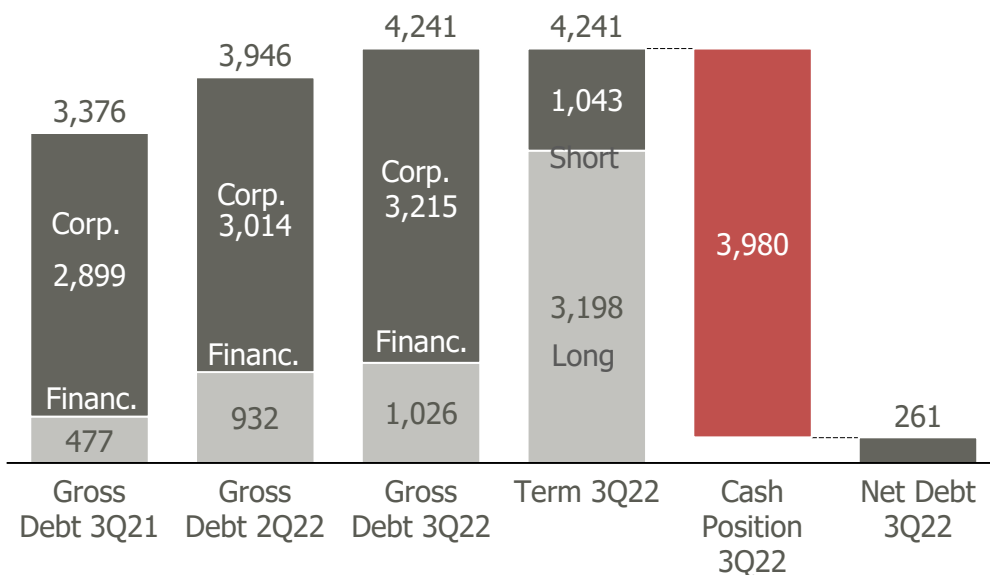
- The Return on Equity (Net Income LTM / Equity average LTM ex-minorities) attained 12.7%.

# LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 3.5%.

## Debt Overview

(R\$ Million)



5.8%      5.4%      3.5%

Net Debt /  
Equity

Indicators	Total Debt	Corporate Debt	
Net Debt / Equity		3.5%	
Average Term	2.8 years	3.1 years	
Short Term	25%	24%	
Long Term	75%	76%	
Average Cost of Financing		Average Cost of Corporate Debt*	
Savings Acc. + 2.9%	53.1%	TJLP + 3.78%	4.2%
TR + 8.8%	46.9%	100% do CDI	28.7%
<b>TOTAL</b>	<b>100.0%</b>	CDI + 1.42%	66.0%
Minimum Rate	TR + 5.9%	Fixed (7,0%)	1.0%
Maximum Rate	Savings ACC + 5.0%	<b>TOTAL</b>	<b>100.0%</b>

\* Excludes debt from CashMe (R\$620 MM)

# CASH GENERATION\*

(R\$ million)



- Cash generation of R\$188 million in 3Q22 and R\$87 million in 9M22.

\*Ex dividend payment and buyback program.

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