

Urban Office and Hotel
Curitiba

RESULTS

1Q13

May 14, 2013

CYRELA
BRAZIL REALTY



1Q13 Results

Introduction	Elie Horn
Operating Results	Raphael Horn
Financial Results	José Florêncio Rodrigues

Highlights

- Gross Margin of 33,3%*, up 0.5 p.p. vs 4Q12 and 3.8 p.p. higher when compared to 1Q12.
- EBITDA Margin of 20.2%*, down 0.1 p.p. vs 4Q12 and 6,4 p.p. higher when compared to 1Q12.
- Cash generation of R$ 180 million in 1Q13*.
- Pre-sales of R$ 1.4 billion in 1Q13, 11.3% higher than 1Q12.
- Launches of R$ 955.2 million in 1Q13, up 7.3% vs 1Q12.
- Net revenue of R$ 1.3 billion in 1Q13, lower 12.9% vs 1Q12.
- Net Debt / Equity of 39.7% in 1Q13 vs 44.8% in 4T12 and 54.2 % in 1Q12.

* Excluding IFRS impacts

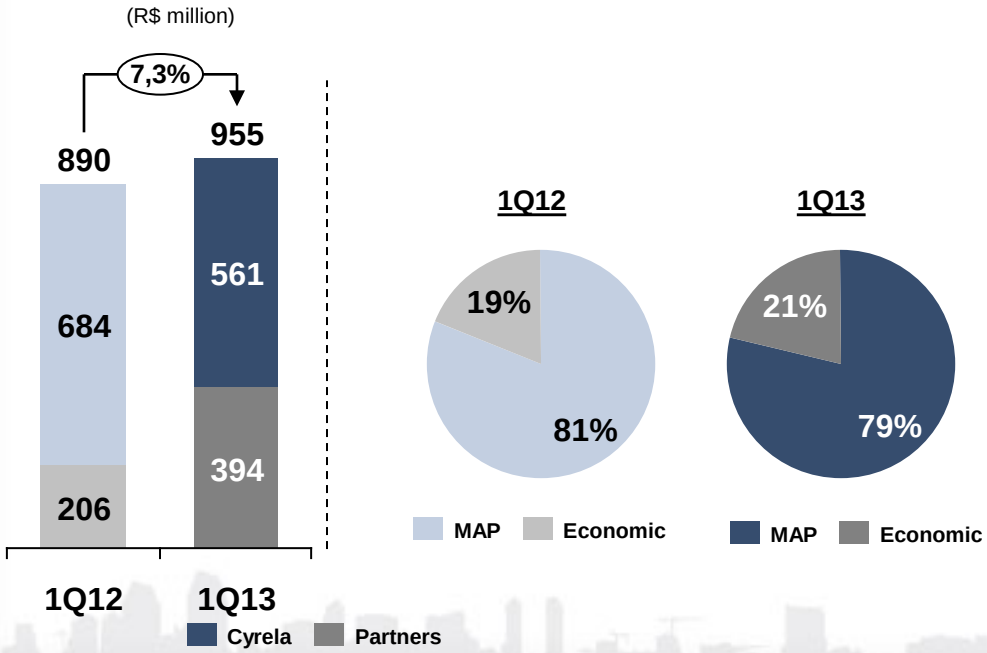


Operating Results

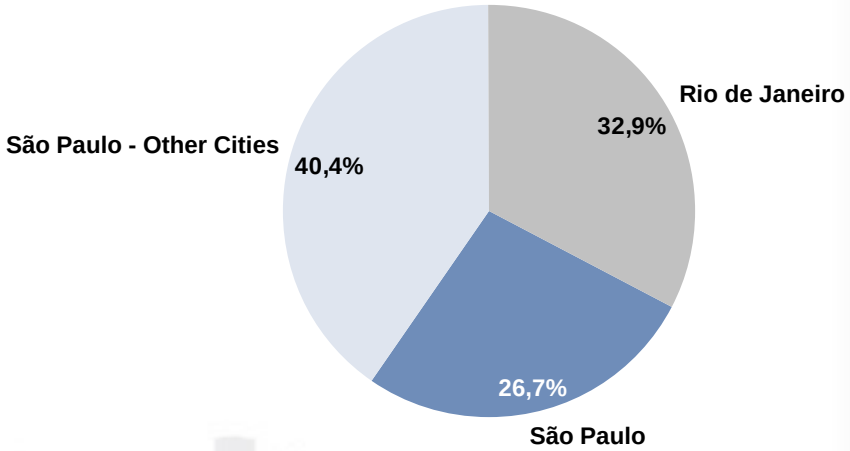
Cyrela's Launches

- **Launches totaled R$ 955 million in 1Q13 vs R$ 890 million in 1Q12;**
- **Price/m² (ex-lots and "Faixa 1"): R$ 8.8 thd in 1Q13 (R$ 4.6 thd including "Faixa 1") vs R$ 6.2 thd in 1Q12;**
- **Price/unit (ex-lots): R$ 463 thd/unit in 1Q13 (R$ 236 thd including "Faixa 1") vs R$ 162 thd/unit in 1Q12.**

Launches



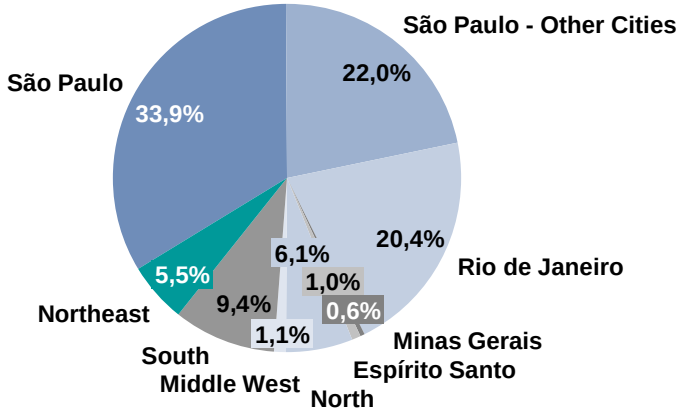
Launches by Region



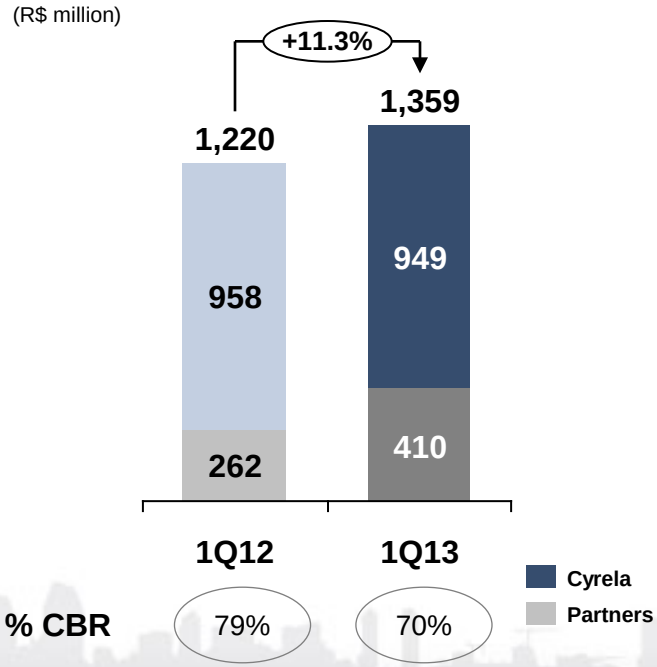
Cyrela's Pre-Sales

- 60.4% of pre-sales were from inventories.
- 3.9 thd units sold in 1Q13 (6.2 thd considering "Faixa 1"), compared to 3.5 thd in 1Q12.

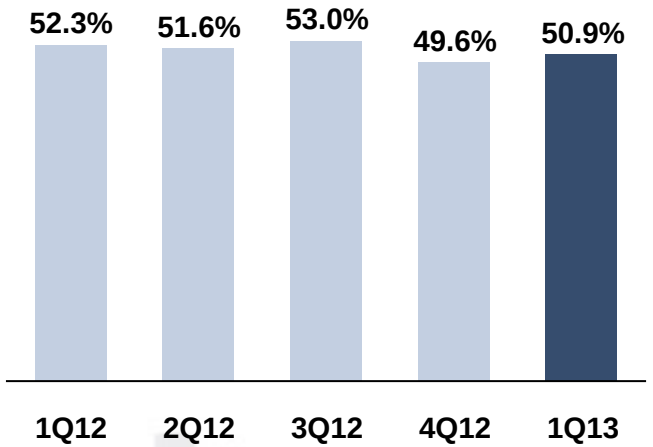
Pre-sales by region 1Q13



Pre-sales



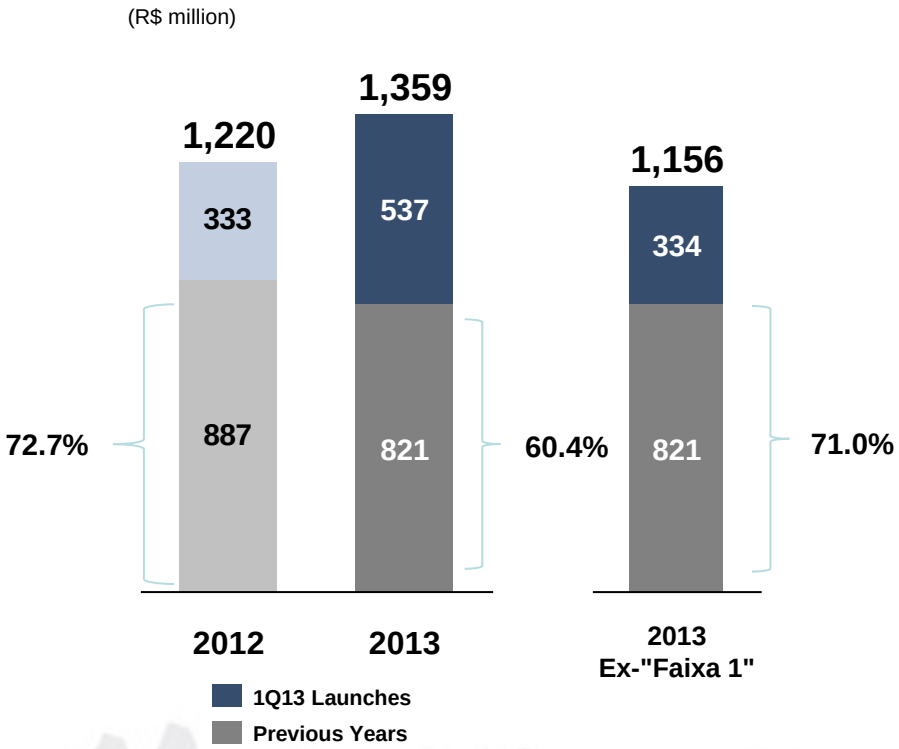
Sales Speed – 12M



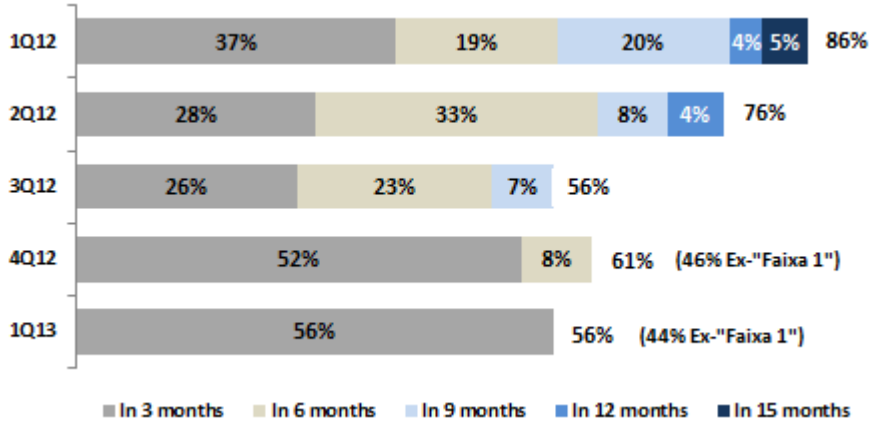
Cyrela's Pre-Sales

- **17.8% (R$ 146.1 million) of pre-sales were from finished units;**
- **Sales speed of the vintage launched in 1Q12 attained 86% of sales, while 2Q12 vintage attained 76%, 3Q12 vintage attained 56% and the 4Q12 attained 61% yet.**

Pre-sales by launch period



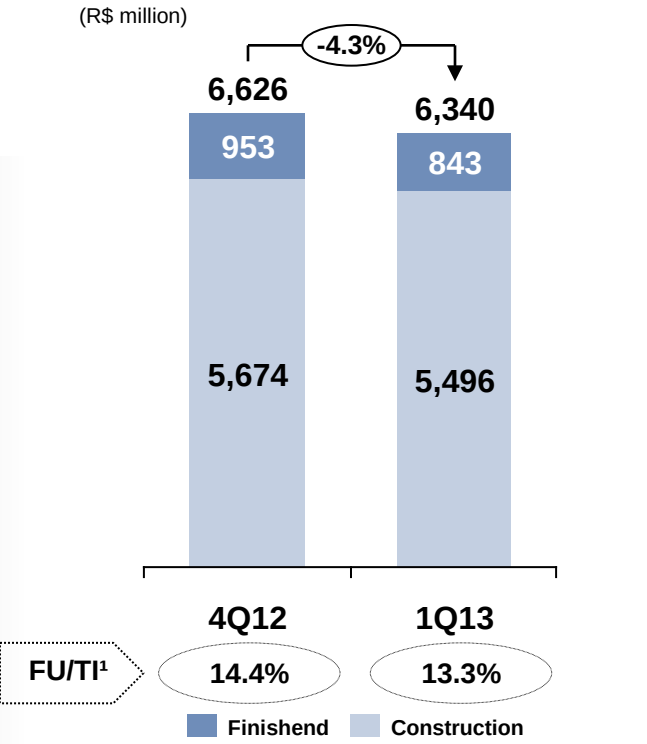
Vendas sobre Oferta por safra



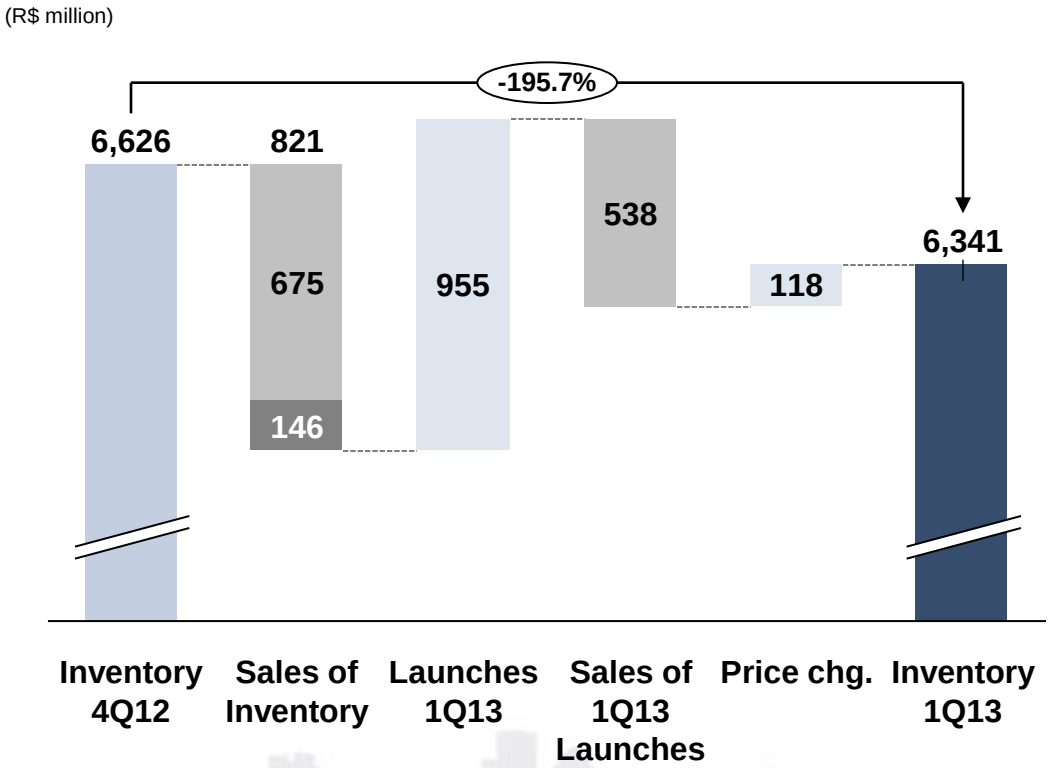
Inventory

- R$ 6.3 billion of inventorye (R$ 4.8 billion %CBR);
- 13.3% of finished units (vs 14.4% in 4Q12);
- Pre-sales of R$ 146.1 million were from finished units.

Inventory



Change in inventory

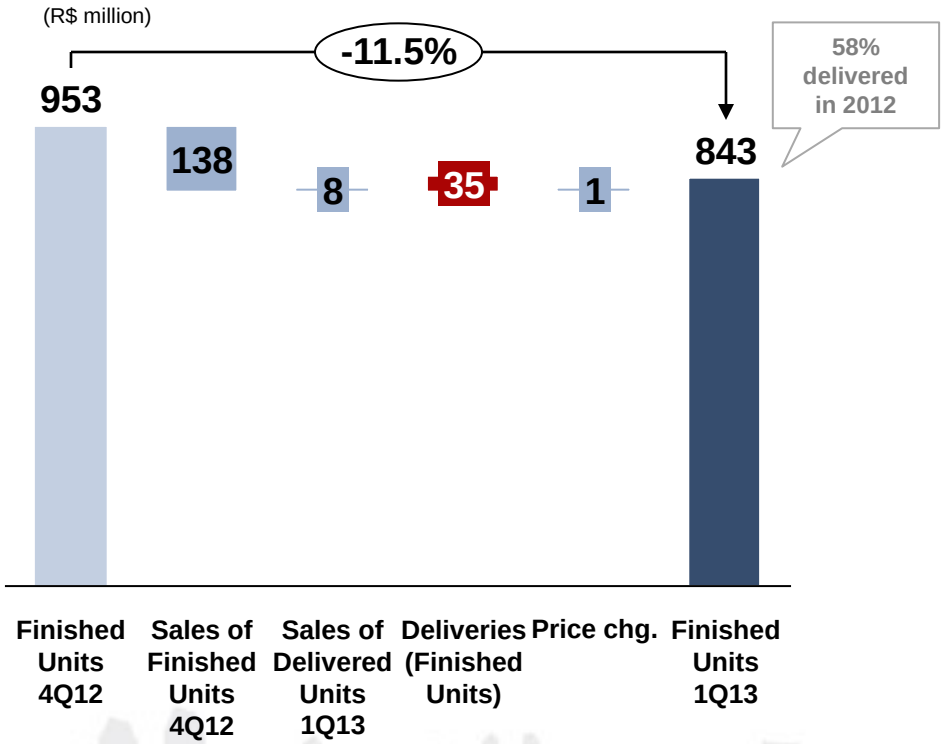


¹ Finished units / Total inventory

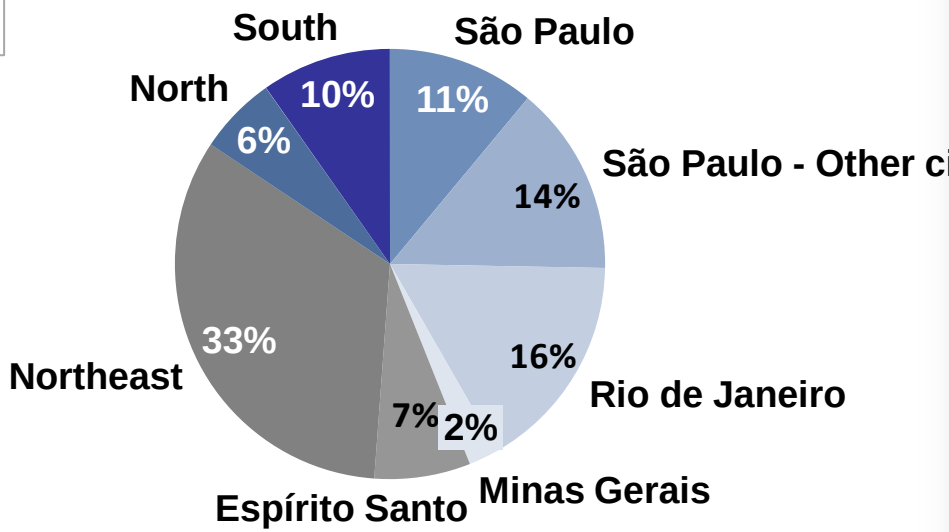
Finished Units

- R$ 843 million of finished units (vs. R$ 953 million in 4Q12)
- The 10 biggest projects with finished units represent, approximatelly, 52% of total finished units in 1Q13.

Finished Units

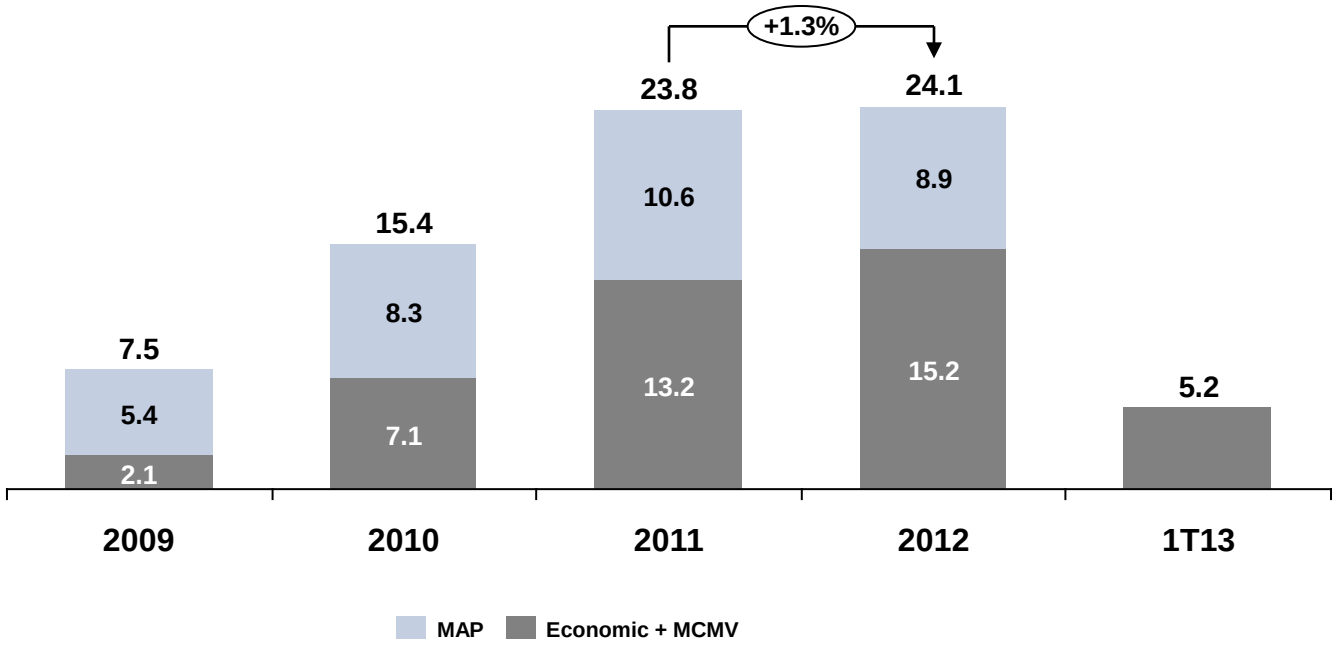


Finished Units Breakdown



Delivered Units

(Units thd)



- 5.2 thd units delivered in 1Q13 in 17 projects;
- Economic + MCMV: 2.5 thd units in 9 projects in 1Q13;
- Delivered units in 1Q13 represent PSV of R$ 1.0 billion.

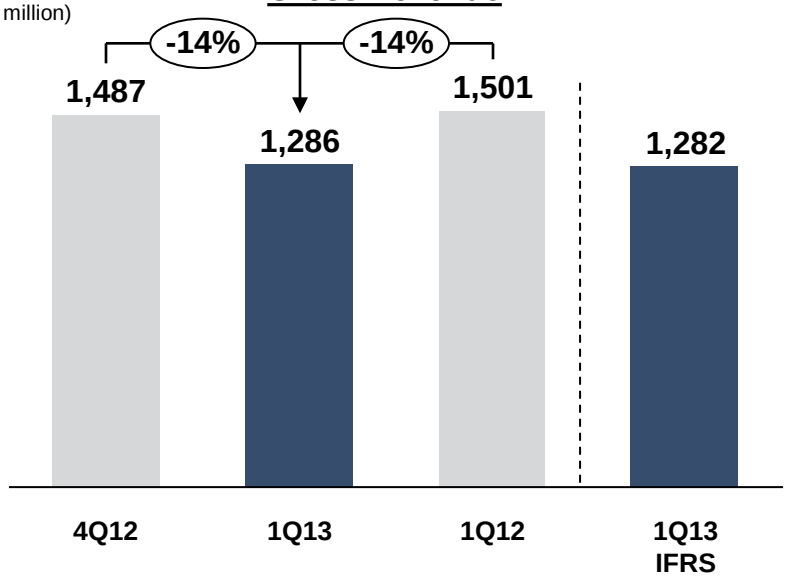


Financial Results

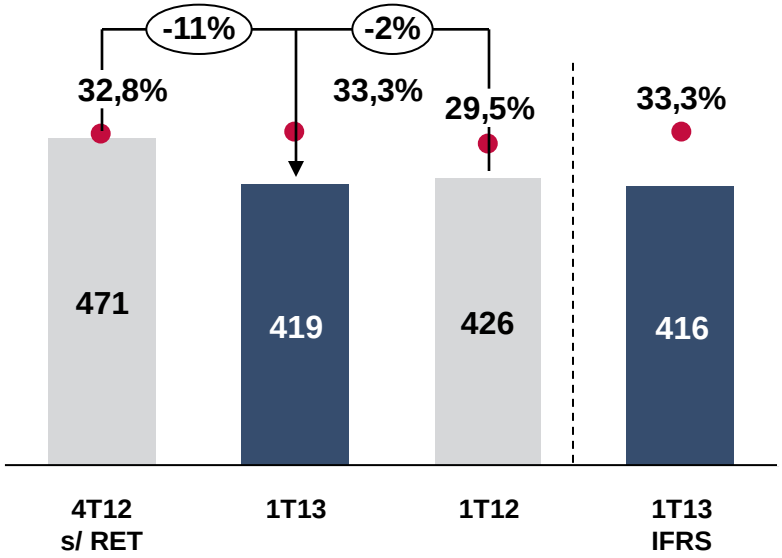
Financial Results

Gross Revenue

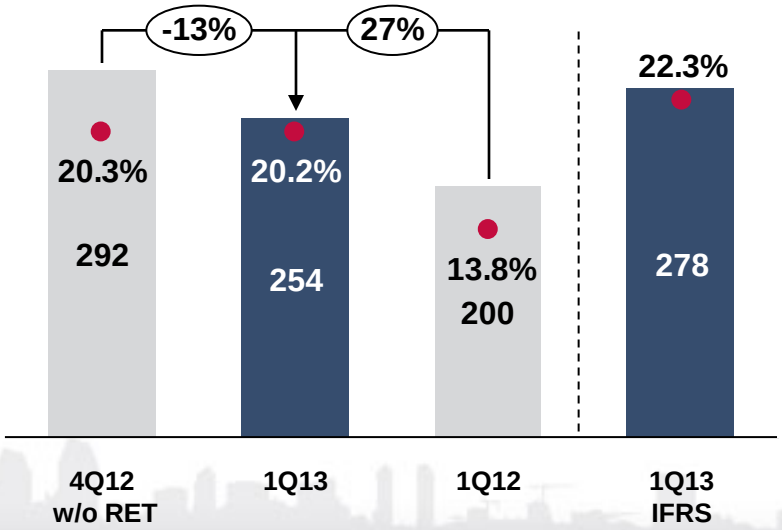
(R$ million)



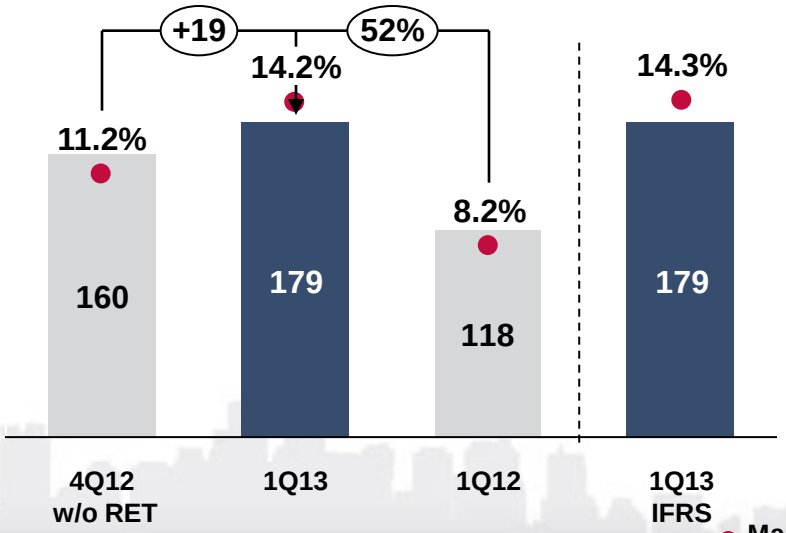
Gross Revenue and Gross Margin



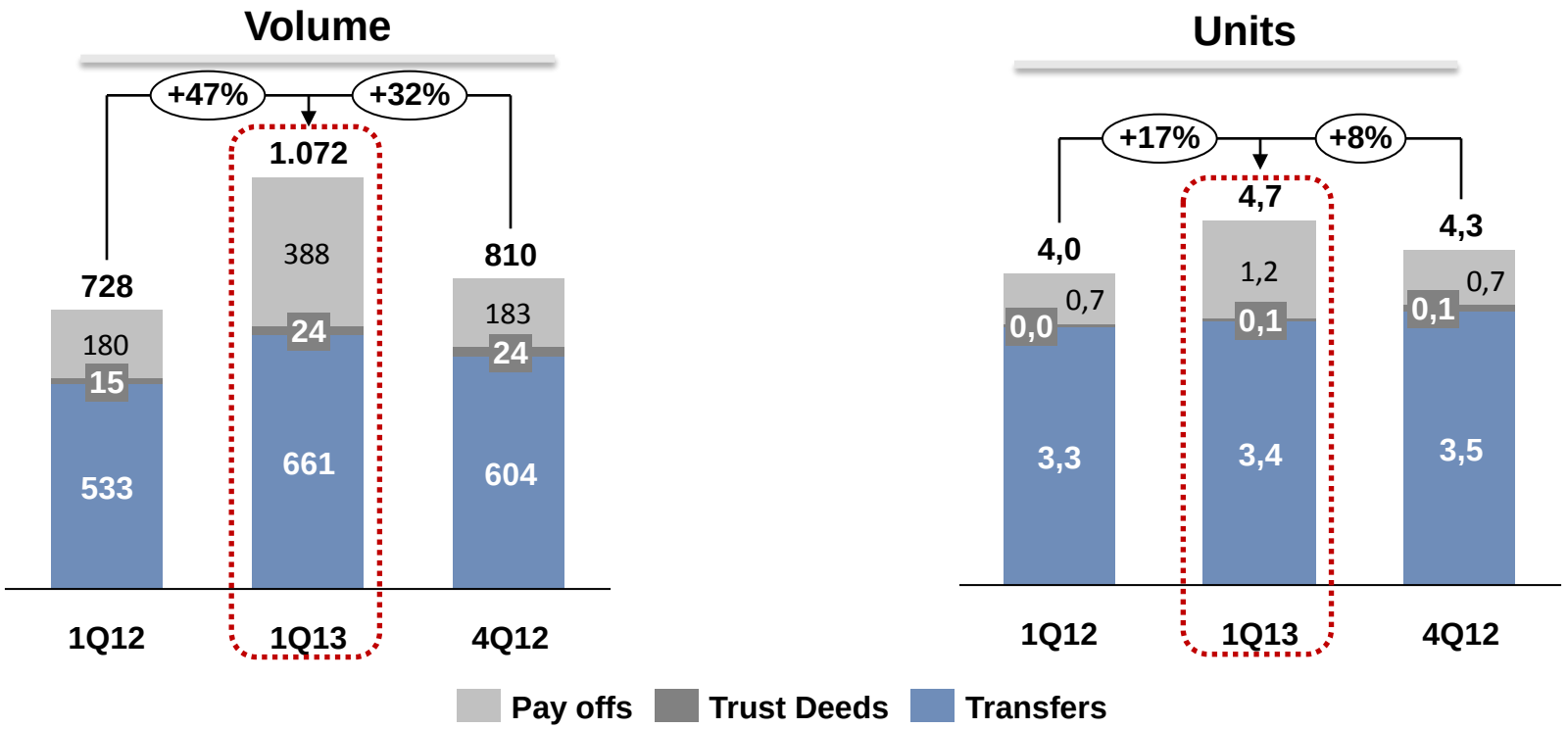
EBITDA and EBITDA Margin



Net Income and Net Margin



Transfers, Settlements, Trust Deed



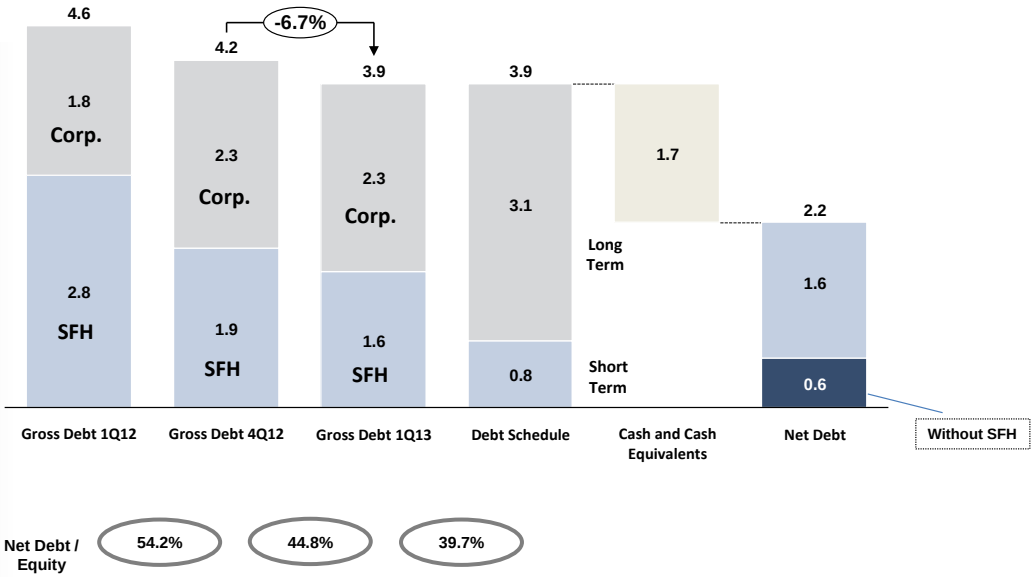
- **The high volume of cash inflow in 1Q13 is due to :**
  - **Increase in settlements (500 units more when compared to 4Q12);**
  - **Higher stake of "MAP" projects (71% in 1Q13 vs 54% in 4Q12). As a consequence there was an increase in the average ticket from R$ 187 thd in 4Q12 to R$ 227 thd in 1Q13.**
- **Emphasis on São Paulo and Northeast regions, which together, accounted for 56% of the settled units, specially in the projects "Nova América" and "Salvador Shopping Bossiness".**

Liquidity and Debt

- **Net debt / Equity attained levels lower than 40%;**

Debt

(R$ billion)

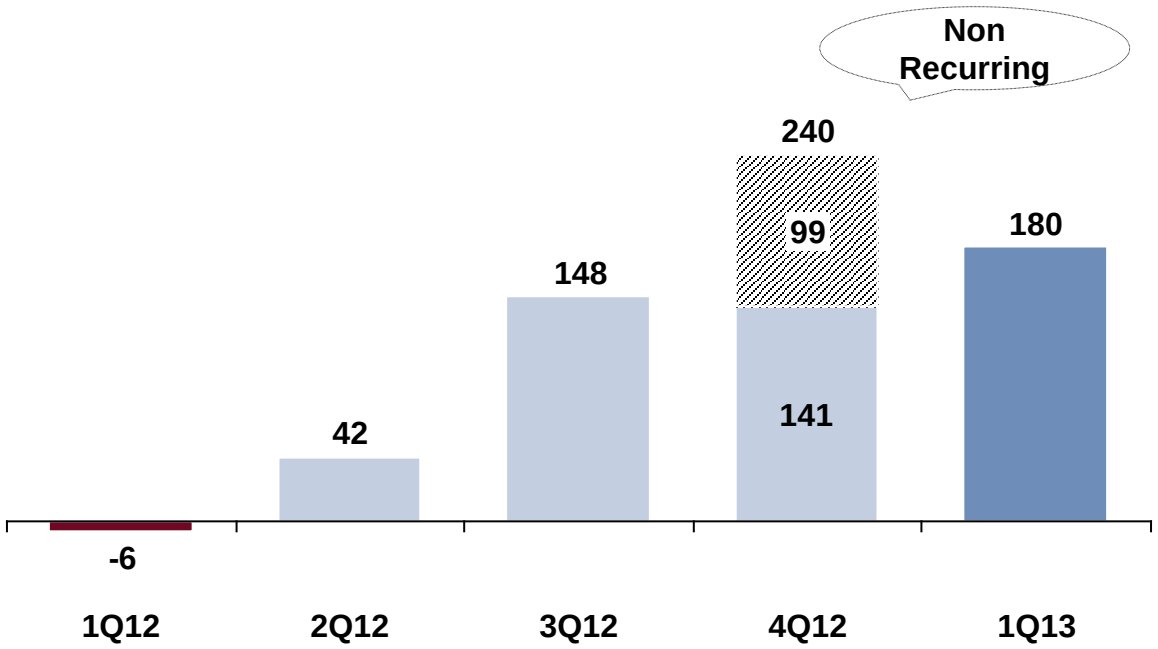


Net Debt / Equity dropped from 44.8% to 39,7%

Indicators	Total Debt IFRS	Total Debt	Debt w/o SFH
Net Debt/ EBITDA 12M	1.79x	2.12x	0.56x
Net Debt/ Equity	34.3%	39.7%	10.6%
Average Cost		w/o SFH: 111.4% CDI SFH: TR + 9.67% p.y.	
Duration		2,1 years	2,1 years
Short Term	19%	21%	13%
Long Term	81%	79%	87%

Cash Generation / Burn*

(R$ million)



- **Cash generation of R$ 180 million in 1Q13 against a cash burn of R$ 6.2 million in 1Q12 and a cash generation of R$ 240 million in 4Q12;**

- **Settlements as key driver of Cash Generation – more than 100% increase against 4Q12 and 1Q12 (approx. R$ 200 million).**

• Ex dividend payment, buyback program and stake acquisition.

Contact IR

Cyrela Brazil Realty S.A. Empreendimentos e Participações
Av. Presidente Juscelino Kubitschek, 1455, 3rd floor
São Paulo – SP – Brazil
CEP 04543-011

Investor Relations
Phone number: (55 11) 4502-3153
ri@cyrela.com.br

www.cyrela.com.br/ri

This presentation contains forward-looking information about Cyrela Brazil Realty's business prospects, projected operating and financial results and growth prospects. These are merely projections and, as such, exclusively based on Cyrela Brazil Realty's management's expectations regarding the Company's business in the future and its continued access to capital to fund its business plan. Such forward-looking statements depend heavily on the market conditions, government rules and competitive environment, as well as the performance of the real estate industry and of the Brazilian economy, among other factors, in addition to the risks described in the documents released and filed by Cyrela Brazil Realty. They are, therefore, subject to change without prior notice.