

OPERATING RESULTS PREVIEW 1Q22 | 2022

CYRELA LAUNCHES R\$1,038 MILLION AND SELLS R\$1,312 MILLION IN THE QUARTER

São Paulo, April 13, 2022 - Cyrela Brazil Realty S.A. Empreendimentos e Participações (B3: CYRE3; OTCQPink: CYRBY), informs the preview of the operating results for the first quarter of 2022 (1Q22), versus the same period of 2021 (1Q21) and, as stated otherwise, versus the fourth quarter of 2021 (4Q21). The operating results presented are subject to review by auditors.

Operational Highlights	1Q22	1Q21	1Q22 x 1Q21	4Q21	1Q22 x 4Q21
Launches ⁽¹⁾					
Number of Launches	6	6	0	17	-11
Launched PSV - R\$ Million (100%)	1,038	421	146.3%	2,555	-59.4%
Cyrela's Share	85%	90%	-5.0 p.p.	94%	-8.8 p.p.
Swapped PSV - R\$ Million (100%)	192	93	107.3%	65	193.7%
Launched PSV ex-swaps - R\$ Million (%CBR)	706	292	141.5%	2,351	-70.0%
Sales ⁽²⁾					
Pre-Sales Contracts - R\$ Million (100%)	1,312	1,031	27.3%	1,575	-16.6%
Cyrela's Share	91%	88%	2.8 p.p.	90%	0.7 p.p.
Pre-Sales ex-swaps - R\$ Million (%CBR)	1,012	820	23.5%	1,359	-25.5%

(1) Including swapped units

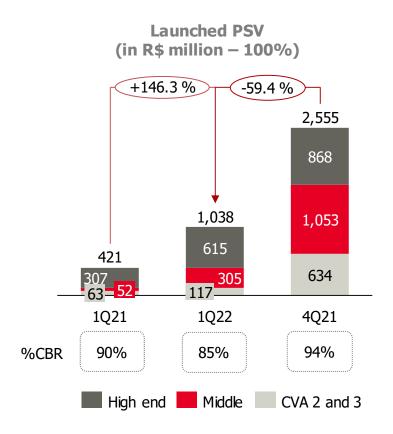
(2) Net of cancellations, including swaps



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LAUNCHES

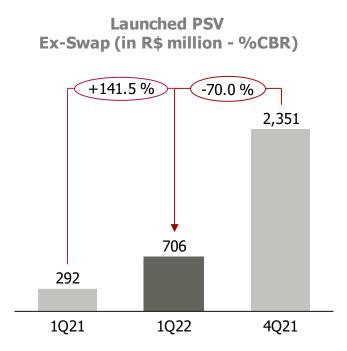
Cyrela launched 6 projects in the quarter, reaching a volume of R\$1,038 million, 146% higher than the presented in 1Q21 (R\$421 million) and 59% down from 4Q21 (R\$2,555 million). Swaps accounted R\$192 million in the launches of the quarter vs. R\$93 million in 1Q21 and R\$65 million in 4Q21. Cyrela's stake in 1Q22 launches reached 85%, lower than the stake presented in 1Q21 (90%) and 4Q21 (94%). Of the total PSV launched in 1Q22, 99% will be recognized through full consolidation and 1% through the equity method.





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Excluding swaps and considering only the %CBR, the volume launched in the 1Q22 was R\$706 million, 142% higher than the launches of the same quarter of the previous year (R\$292 million in 1Q21) and 70% down from 4Q21 (R\$2,351 million).

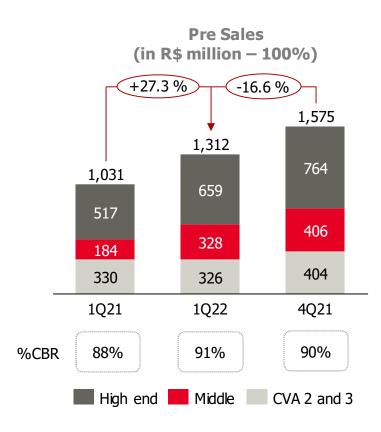




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PRE-SALES

Net pre-sales volume totaled R\$1,312 million in the quarter, 27% up from 1Q21 (R\$1,031 million) and 17% lower than the presented in 4Q21 (R\$1,575 million). Cyrela's stake in the volume sold in the quarter was 91%, up from 88% presented in the same quarter of 2021 and higher than the 4Q21 (90%). Of the total sales of the quarter, 96% will be recognized through full consolidation and 4% through the equity method.

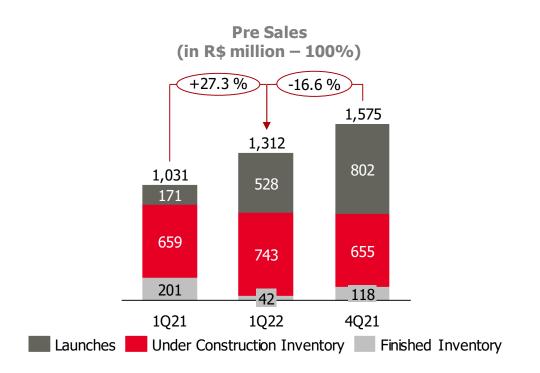




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In the quarter, R\$42 million of total net pre-sales refer to finished inventory sales (3%), R\$743 million refer to under construction inventory sales (57%) and R\$528 million refer to sales of launches (40%). The speed of sales of projects launched in 1Q22 reached 50.9%.

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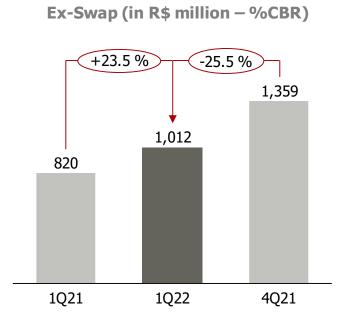




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Excluding swaps and considering only %CBR, sales volume reached R\$1,012 million in 1Q22, 24% higher than the same period of 2021 (R\$820 million in 1Q21) and 26% down from 4Q21 (R\$1,359 million).

Sales

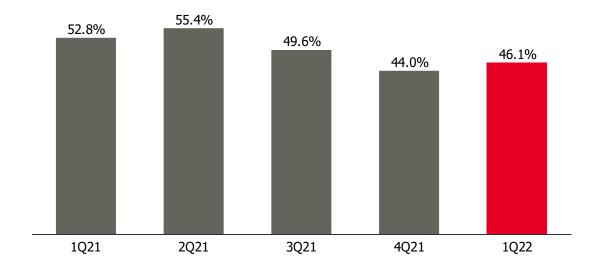




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SALES SPEED

The performance reported resulted in a sales' speed LTM (Sales over Supply ratio) of 46.1%, lower than the sales' speed LTM presented in the same quarter of 2021 (52.8%) and up from 4Q21 (44.0%).



About Cyrela Brazil Realty: Cyrela Brazil Realty S.A. Empreendimentos e Participações is one of the largest residential real estate developers in Brazil. Cyrela is listed on B3's Novo Mercado under the ticker CYRE3.

For further information, please contact:

Investor Relations ri@cyrela.com.br | <u>http://ri.cyrela.com.br/en/</u>

