

### **CYRELA LAUNCHES R\$1,345 MILLION AND SELLS R\$1,545 MILLION IN THE QUARTER.**

**São Paulo, April 12, 2023** - Cyrela Brazil Realty S.A. Empreendimentos e Participações (B3: CYRE3; OTCQPink: CYRBY), informs the preview of the operating results for the first quarter of 2023 (1Q23), versus the same period of 2021 (1Q22) and, as stated otherwise, versus the fourth quarter of 2022 (4Q22). The operating results presented are subject to review by auditors.

Operational Highlights	1Q23	1Q22	1Q23 x 1Q22	4Q22	1Q23 x 4Q22
Launches (1)					
Number of Launches	8	6	2	15	-7
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Launched PSV - R\$ Million (100%)	1,345	1,038	29.6%	2,821	-52.3%
Cyrela's Share	69%	85%	-16.0 p.p.	58%	11.2 p.p.
Swapped PSV - R\$ Million (100%)	86	192	-55.3%	372	-76.9%
Launched PSV ex-swaps - R\$ Million (%CBR)	875	706	23.9%	1,442	-39.3%
Sales (2)					
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Pre-Sales Contracts - R\$ Million (100%)	1,545	1,312	17.7%	2,691	-42.6%
Cyrela's Share	75%	91%	-15.9 p.p.	65%	10.4 p.p.
Pre-Sales ex-swaps - R\$ Million (%CBR)	1,100	1,012	8.6%	1,508	-27.1%

<sup>(1)</sup> Including swapped units

**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:

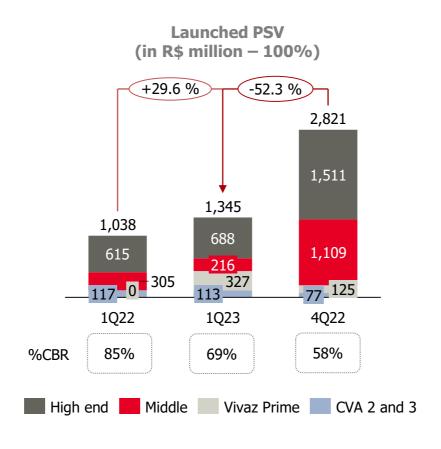
**Investor Relations** 

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<sup>(2)</sup> Net of cancellations, including swaps

#### **LAUNCHES**

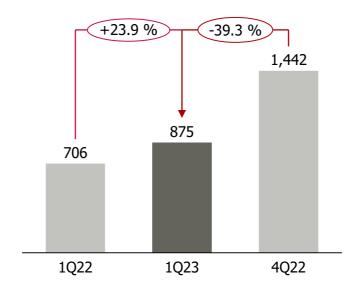
Cyrela launched 8 projects in the quarter, reaching a volume of R\$1,345 million, 30% higher than the presented in 1Q22 (R\$1,038 million) and 52% down from 4Q22 (R\$2,821 million). Swaps accounted R\$86 million in the launches of the quarter vs. R\$192 million in 1Q22 and R\$372 million in 4Q22. Cyrela's stake in 4Q22 launches reached 69%, lower than the stake presented in 1Q22 (85%) and higher than 4Q22 (58%). Of the total PSV launched in 1Q23, 75% will be recognized through full consolidation and 25% through the equity method.





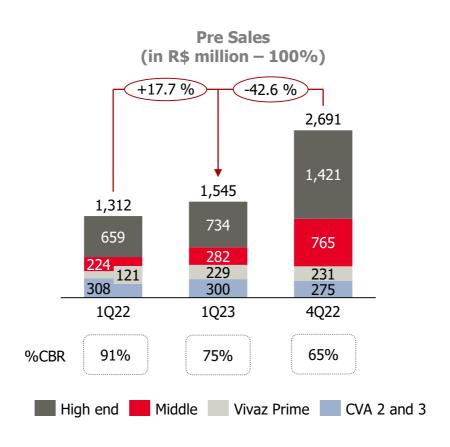
Excluding swaps and considering only the %CBR, the volume launched in the 1Q23 was R\$875 million, 24% higher than the launches of the same quarter of the previous year (R\$706 million in 1Q22) and 39% down from 4Q22 (R\$1,442 million).

Launched PSV Ex-Swap (in R\$ million - %CBR)



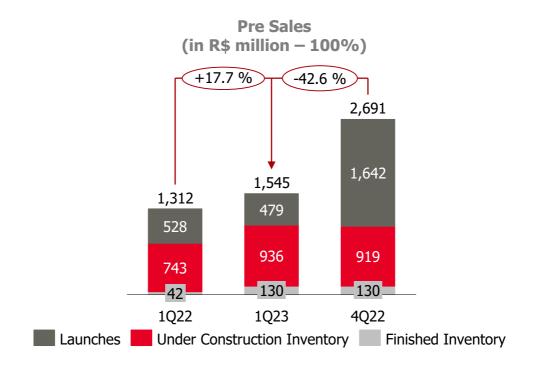
#### **PRE-SALES**

Net pre-sales volume totaled R\$1,545 million in the quarter, 18% up from 1Q22 (R\$1,312 million) and 43% lower than the presented in 4Q22 (R\$2,691 million). Cyrela's stake in the volume sold in the quarter was 75%, lower than the 91% presented in the same quarter of 2021 and higher than the 4Q22 (65%). Of the total sales of the quarter, 72% will be recognized through full consolidation and 28% through the equity method.





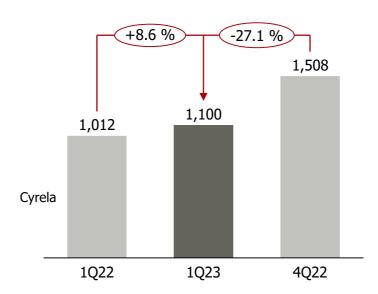
In the quarter, R\$130 million of total net pre-sales refer to finished inventory sales (8%), R\$936 million refer to under construction inventory sales (61%) and R\$479 million refer to sales of launches (31%). The speed of sales of projects launched in 4Q22 reached 36.2%.





Excluding swaps and considering only %CBR, sales volume reached R\$1,100 million in 1Q23, 9% higher than the same period of 2021 (R\$1,012 million in 1Q22) and 27% down from 4Q22 (R\$1,508 million).

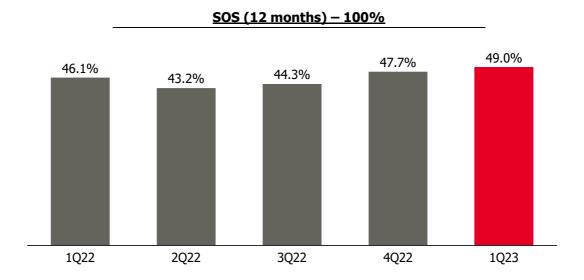
Pre Sales
Ex-Swap (in R\$ million - %CBR)





### **SALES SPEED**

The performance reported resulted in a sales' speed LTM (Sales over Supply ratio) of 49.0%, higher than the sales' speed LTM presented in the same quarter of 2021 (46.1%) and up from 4Q22 (47.7%).



Regarding sales speed by launch vintage, 36% of the 1Q23 vintage has been sold.

