

Cyrela Reports Cash Generation of R\$158 Million in 1Q17.

São Paulo, May 11, 2017 - Cyrela Brazil Realty S.A. Empreendimentos e Participações ("CBR" or "Company" or "Cyrela") (BM&FBOVESPA: CYRE3; OTCQX: CYRBY), one of the largest residential real estate developers in Brazil, announces its earnings results for the first quarter of 2017 (1Q17). The financial and operating information contained herein, except where otherwise indicated, is presented in Brazilian Reais (R\$) and follows the International Financial Reporting Standards (IFRS), which are in line with technical guideline OCPC 04 and technical interpretation ICPC 02, the Brazilian accounting principles, the financial reporting standards applicable to the Brazilian real estate developers and the relevant regulation. The comparisons refer to the same period of 2016 and occasionally to the fourth quarter of 2016.

GROSS MARGIN

In 1Q17:
31.1%, up 2.3 p.p. from 4Q16 and down 3.7 p.p. from 1Q16.

OPERATING CASH GENERATION

In 1Q17:
+ R\$158 million vs.
+ R\$156 million in 4Q16 and
-R\$13 million in 1Q16.

EPS

In 1Q17:
R\$0.01, 87.0% down on 4Q16 and
93.4% down on 1Q16.

SALES

In 1Q17:
R\$520 million, down 4% from 1Q16
and 52% from 4Q16.

NET INCOME

In 1Q17:
R\$4 million, 87.0% down on 4Q16
and 93.4% down on 1Q16.

ROE

Return on Equity
(net income for the past 12 months
over the period's average
shareholders' equity, not including
minority interests)
1.6%.

CYRE3
(05/11/2017)

of Shares:
399,742,799

Market Cap:
R\$5,392.5 million
US\$1,706.6 million

Conference Call on the 1Q17 Results

Portuguese
(with simultaneous interpretation)
May 12, 2017
11:00 a.m. (Brasilia time)
10:00 a.m. (US EDT)
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MESSAGE FROM MANAGEMENT

There were no major developments in the international arena in 1Q17 despite the political uncertainty created by the presidential elections in the U.S. and more recently in France, as well as Brexit.

In Brazil, the confidence in the financial market improved. The crisis led to a fall in inflation, and this allowed monetary authorities to lower interest rates significantly, by 250 bps in 2017 alone. In addition, the reforms proposed by the government, mainly the labor and social security reforms, are expected to be approved even though several concessions may have to be made.

This combination of events clearly shows a recovery has begun even though the real economy is still in a deep crisis. In fact, the unemployment rate hit 13.7% in late March according to IBGE [*Instituto Brasileiro de Geografia e Estatística*].

Another important factor for our industry, savings accounts' net withdrawals, accounted for a negative R\$13 million late April compared to an also negative balance of R\$28 million in the same period in 2016. Some banks have started lowering mortgage rates although not at a rate that shows credit standards have loosened substantially.

In the Cyrela operation, the number of cancellations remained high due to the large number of deliveries, mainly in late 2016. On the other hand, finished inventory units sold well, R\$199 million, the second highest amount since late 2015, which affected our operating cash flow positively.

In line with its strategy of optimizing assets, the Company cancelled contracts for some plots of land no longer in its pipeline of launches and acquired others, mostly through swaps, to adjust its landbank.

In addition, there were three launches in 1Q17, including Heritage, a high-end project in São Paulo, under the Pininfarina brand.

We remain confident our sound financial health will continue to set us apart. In addition, we are still heavily focused on launching our products more and more assertively and managing our operation and capital allocation more and more efficiently.

We thank all our stakeholders, from customers to shareholders, once more for supporting and believing in our efforts to make Cyrela an increasingly solid, profitable and sustainable company.

MAIN INDICATORS

	1Q17	1Q16	1Q17 x 1Q16	4Q16	1Q17 x 4Q16
Launches ⁽¹⁾					
Number of Launches	3	6	-50.0%	15	-80.0%
Launched PSV - R\$ Million (100%)	612	613	-0.2%	1,274	-52.0%
Launched PSV - R\$ Million (%CBR)	537	410	31.1%	1,038	-48.3%
Cyrela's Share	87.8%	66.8%	21.0 p.p.	81.5%	6.3 p.p.
PSV Swapped - R\$ Million (100%)	-	21	-100.0%	85	-100.0%
Average Price per sq. m. (R\$) (ex-lots)	12,967	6,744	92.3%	5,766	124.9%
Usable Area Launched (sq. m.)	47,176	90,909	-48.1%	499,277	-90.6%
Units Launched	711	1,530	-53.5%	4,726	-85.0%
Sales ⁽²⁾					
Pre-Sales Contracts - R\$ Million (100%)	520	544	-4.3%	1,090	-52.3%
Pre-Sales Contracts - R\$ Million (%CBR)	371	415	-10.5%	856	-56.6%
Cyrela's Share	71.4%	76.4%	-4.9 p.p.	78.5%	-7.1 p.p.
Average Price per sq. m. (R\$) (ex-lots)	5,960	5,948	0.2%	5,837	2.1%
Units Sold	1,384	1,582	-12.5%	3,758	-63.2%
Sales from Launches ⁽²⁾					
Pre-Sales Contracts from Launches of the year - R\$ Million (100%)	112	236	-52.5%	736	-84.8%
Pre-Sales Contracts from Launches of the year - R\$ Million (%CBR)	73	161	-54.5%	556	-86.8%
Cyrela's Share	65.6%	68.4%	-2.8 p.p.	75.6%	-10.0 p.p.
Average Price per sq. m. (R\$) (ex-lots)	6,473	6,779	-4.5%	5,822	11.2%
Units Sold	345	781	-55.8%	2,955	-88.3%
Deliveries					
Delivered PSV (100%)	1,055	1,985	-46.9%	2,396	-56.0%
Delivered Units	4,440	4,433	0.2%	7,333	-39.5%
Landbank					
PSV with exchange - R\$ Million (100%)	49,925	53,667	-7.0%	50,898	-1.9%
PSV without exchange - R\$ Million (100%)	42,415	47,495	-10.7%	43,229	-1.9%
Landbank (thd sq. m.)	17,076	19,301	-11.5%	17,490	-2.4%
% Swap over land value	75.5%	77.0%	-1.5 p.p.	60.7%	14.8 p.p.
% CBR	87.2%	87.0%	0.2 p.p.	86.8%	0.3 p.p.
Financial Indicators					
Net Revenue (R\$ Million)	692	811	-14.6%	919	-24.6%
Gross Profit (R\$ Million)	215	282	-23.8%	265	-18.8%
Net Income (R\$ Million)	4	61	-93.4%	31	-87.0%
Gross Margin	31.1%	34.8%	-370.0%	28.8%	2.3 p.p.
Net Margin	0.6%	7.6%	-700.0%	3.4%	-2.8 p.p.
Earnings per Share (R\$) ⁽³⁾	0.01	0.16	-93.5%	0.08	-87.0%
Cash Generation / Burn ⁽⁴⁾	158	(13)	n.a.	156	1.3%
Backlog					
	03/31/2017			12/31/2016	Chg.
Revenues to be Recognized (R\$ Million)	1,937			2,119	-8.6%
Gross Profit to be Recognized (R\$ Million)	729			789	-7.6%
Margin to be Recognized	37.6%			37.2%	0.4 p.p.

(1) Including swapped units

(2) Net of cancellations and including swaps

(2') Net of cancellations: sales during the quarter of launches in the year

(2'') Net of cancellations: sales during the year of launches in the year

(3) Earnings per share are net of Treasury shares.

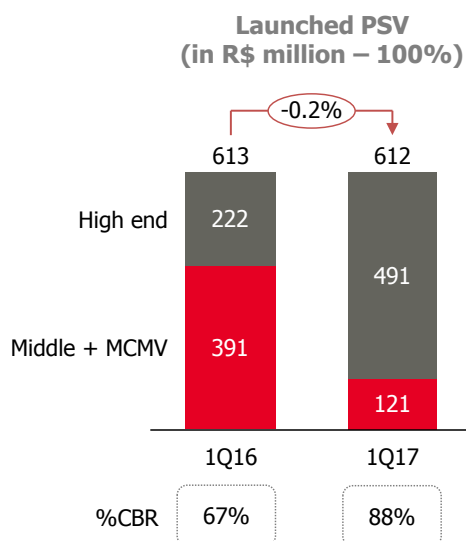
(4) Cash generation does not include dividends, funds allocated to the share buyback program and acquisitions of equity interests.

OPERATING PERFORMANCE

Note: detailed information on launches can be found at the end of this report in the appendix tables.

LAUNCHES

Launches amounted to a total Pre-Sales Value (PSV) of R\$612 million in 1Q17, stable in relation to 1Q16. There were no swaps in the 1Q17 launches, vs. R\$21 million in 1Q16.

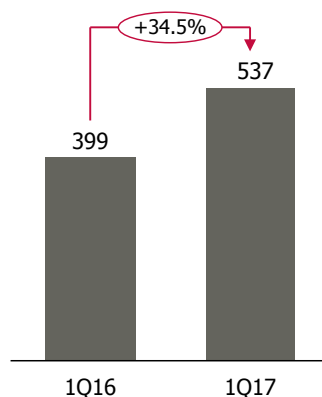


The Company launched 3 projects - 2 in São Paulo and 1 in Rio de Janeiro in 1Q17.

Cyrela's share (%CBR) in the 1Q17 launches stood at 88%, up from 67% in 1Q16.

Excluding swaps from launches, the volume launched by Cyrela in 1Q17 rose by 34.5% year-over-year, from R\$399 million to R\$537 million.

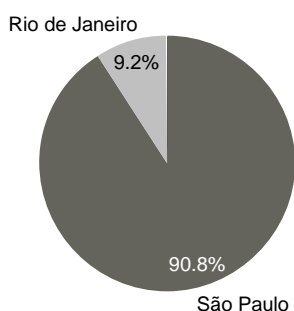
**Launched PSV
Ex-Swap (in R\$ million - %CBR)**



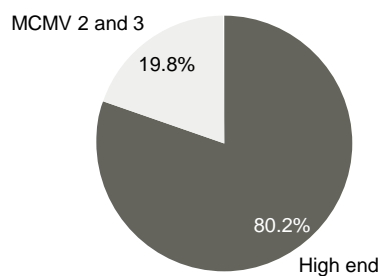
In 1Q17, it is worth noting the launch of the high-end “Heritage” project, in São Paulo, with 31 units and PSV of R\$491 million.

The breakdown of the 2017 launches by geographical region and segment can be seen below.

Launches per Region – 1Q17



Launches per Product – 1Q17



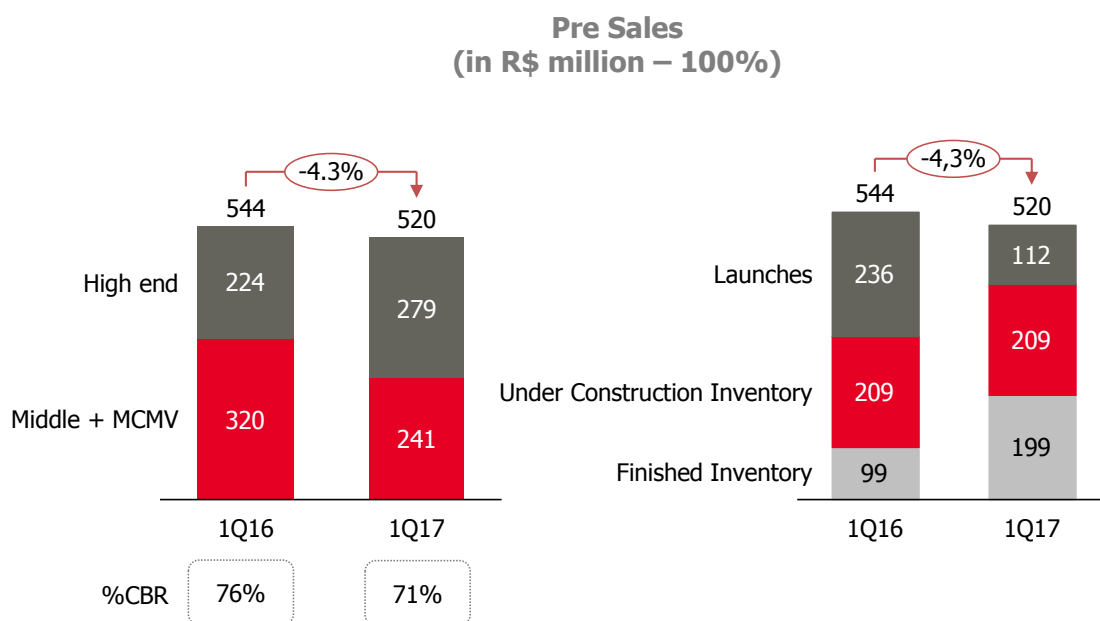
Of the PSV launched in the quarter, 80% is recognized through full consolidation and 20% through the equity method.

SALES

Note: detailed information on pre-sales can be found at the end of this report in the appendix tables.

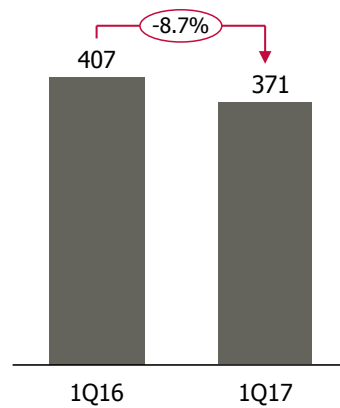
Pre-sales totaled R\$520 million in 1Q17, down 4.3% YoY. Sales of finished units, sales of units under construction and pre-sales of launches accounted respectively for R\$199 million (vs. R\$99 million in 1Q16), R\$209 million (flat against 1Q16) and R\$112 million (vs. R\$236 million in 1Q16) of the 1Q17 sales.

The Company's share in sales stood at 71% in 1Q17 against 76% in 1Q16.



Excluding swaps from the 1Q17 sales, %CBR sales fell from R\$407 million in 1Q16 to R\$371 million in 1Q17, a year-over-year drop of 8.7%.

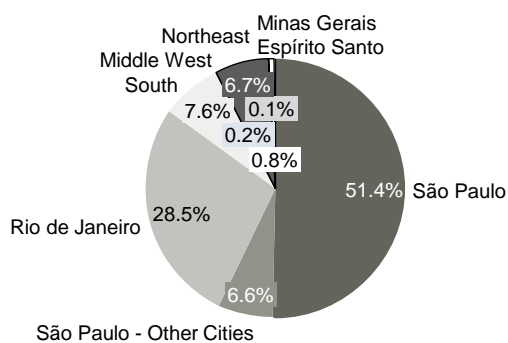
Sales Ex-Swap (in R\$ million – %CBR)



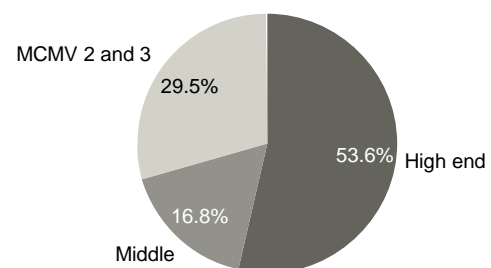
The breakdown of 1Q17 sales by geographical region shows São Paulo accounted for 51.4% of total sales, followed by Rio de Janeiro at 28.5%, the South Region at 7.6%, São Paulo-Interior at 6.6% and the other regions at 5.9%.

The breakdown of sales by geographical region and segment in the quarter can be seen below.

Sales per Region – 1Q17



Sales per Product – 1Q17

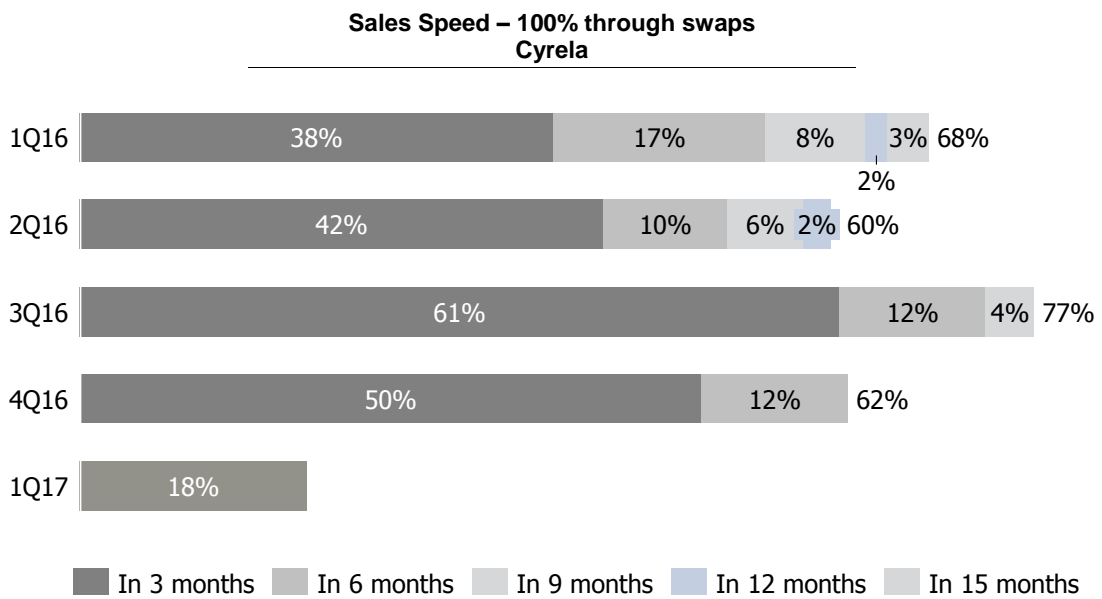
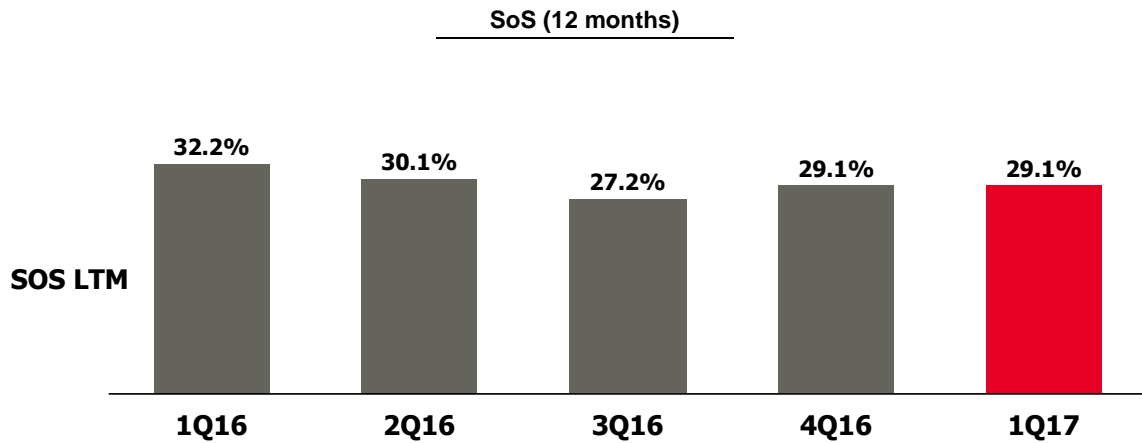


Of the 1Q17 sales, 76% are recognized through full consolidation and 24% through the equity method.

SALES SPEED (SoS)

The last 12-month SoS (Sales over Supply) stood at 29.1% (vs. 32.2% in 1Q16 and the same 29.1% in 4Q16).

Concerning sales speed by vintage, 18% of the 1Q17 vintage has been sold. On average, over 60% of the products launched in 2016 have been sold.

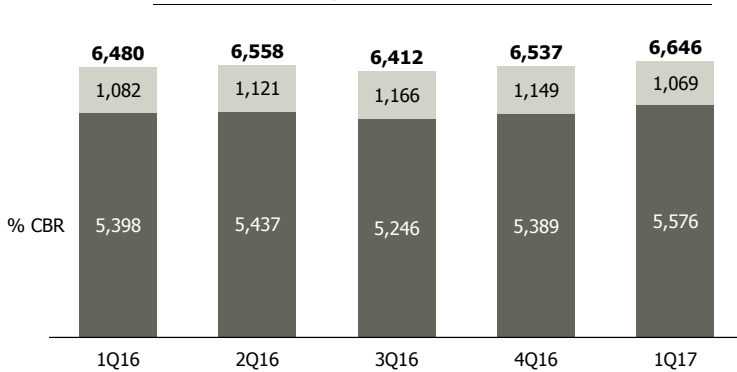


INVENTORIES

The inventory market value amounted to R\$6,646 million (100%) and R\$5,576 million (%CBR) at the close of 1Q17. This is quarter-over-quarter rise of 1.7%.

The share of total inventory (R\$6,646 million) to be consolidated into the Company's revenue is R\$5,699 million (%CBR: R\$5,108 million) whereas R\$947 million (%CBR: R\$468 million) will be accounted for under "Equity Result and Other Appreciations."

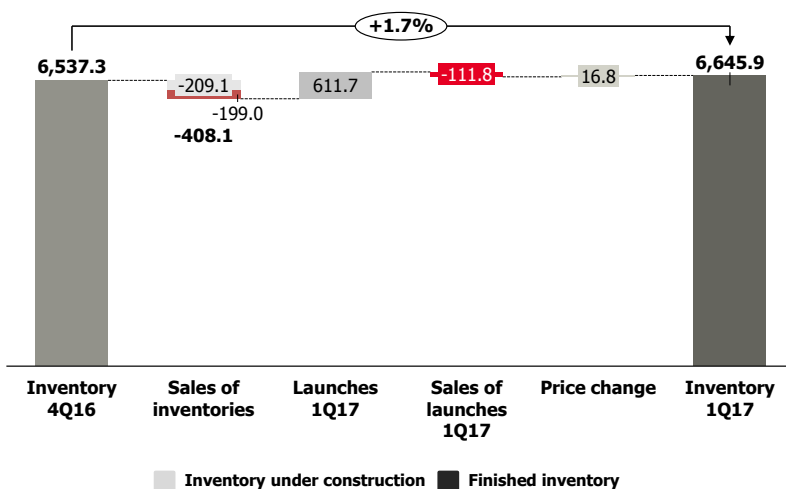
Inventory at Market Value (R\$ MM)



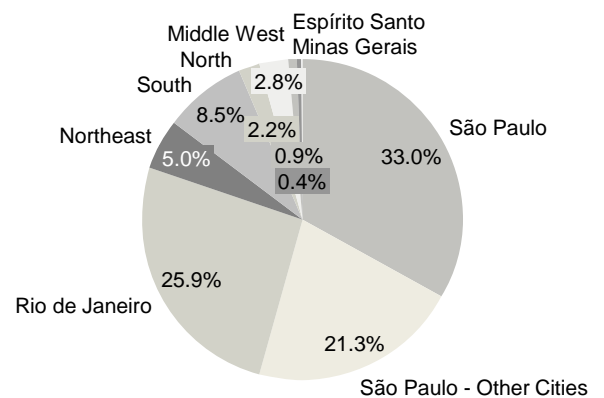
Inventory by Delivery Schedule (R\$ MM)

Inventory to be delivered	Total	Consolidation	Equity Method
Finished	2,453	2,061	392
12 Months	2,022	1,852	171
24 Months	608	542	66
36 Months	1,129	811	318
48 Months	434	434	-
Total	6,646	5,699	947

Changes in Inventory (R\$ Million)

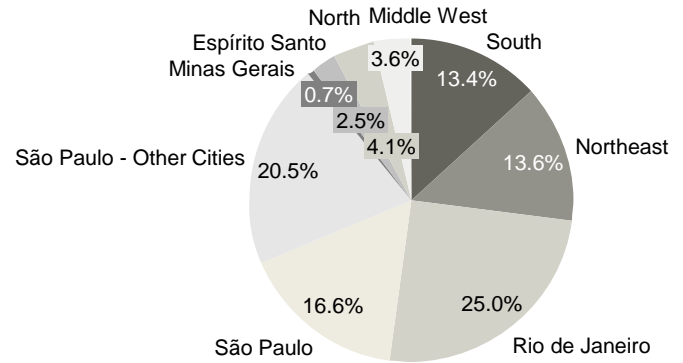


Total Inventory Breakdown 1Q17



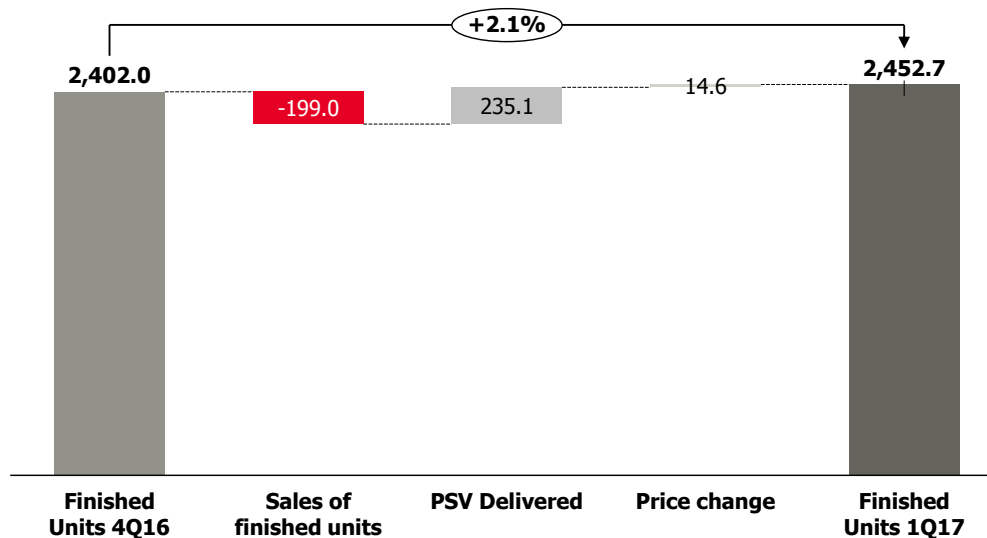
The Company sold 8% of its inventory of finished units early in 1Q17. Considering all deliveries, the Company’s inventory of finished units increased in value from R\$2,402 million in 4Q16 to R\$2,453 million in 1Q17. The Northeast Region and Rio de Janeiro account for 39% of the Company’s total inventory of finished units.

**Finished Inventory Breakdown
1Q17**



The Company’s inventory of finished units increased from 5.3 thousand units at the close of 4Q16 to 5.6 thousand units at the close of 1Q17.

**Changes in Finished Inventory Units
(R\$ Million)**



The share of the total inventory to be consolidated into the Company’s revenue is R\$2,061 million (%CBR: R\$1,801 million) whereas R\$392 million (%CBR: R\$181 million) will be accounted for under “Equity Result and Other Appreciations.”

LANDBANK

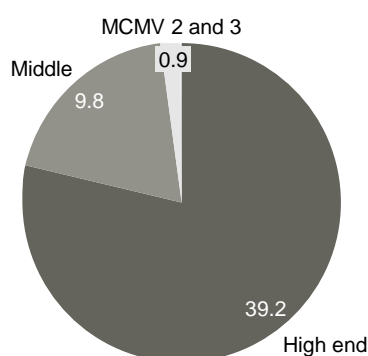
Note: detailed information on landbank can be found at the end of this report in the appendix tables.

At the close of 1Q17, the Company's landbank amounted to 17.0 million sq. m. of marketable area with total potential sales of R\$50 billion. Cyrela's share in the landbank is 87%, equivalent to R\$44 billion.

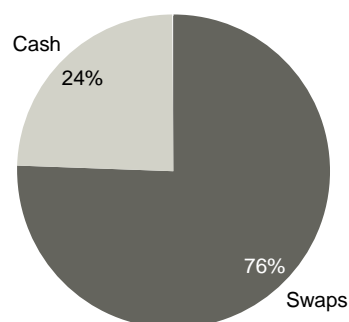
In 1Q17, Cyrela acquired 8 plots of land, 3 in São Paulo State, 3 in the South Region and 2 in Rio de Janeiro, with potential PSV of R\$1 billion. Swaps accounted for 51.9% of the total value of those acquisitions. In addition, the Company canceled or sold 12 plots of land, with a net negative impact of R\$9 million on the 1Q17 income statement.

Landbank on 03/31/2017*

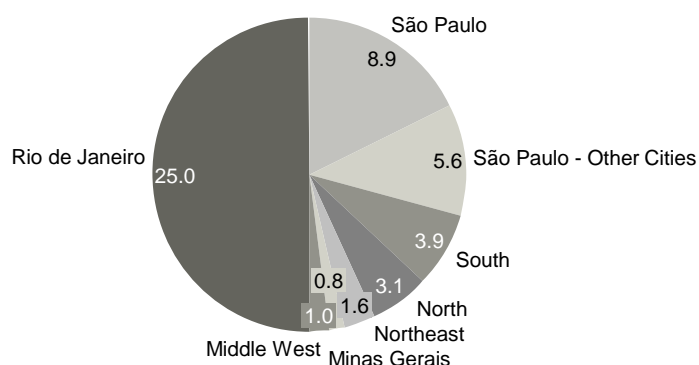
Breakdown by Product (PSV in R\$ billion)



Method of Acquisition (in %)



Breakdown by Region (PSV in R\$ billion)



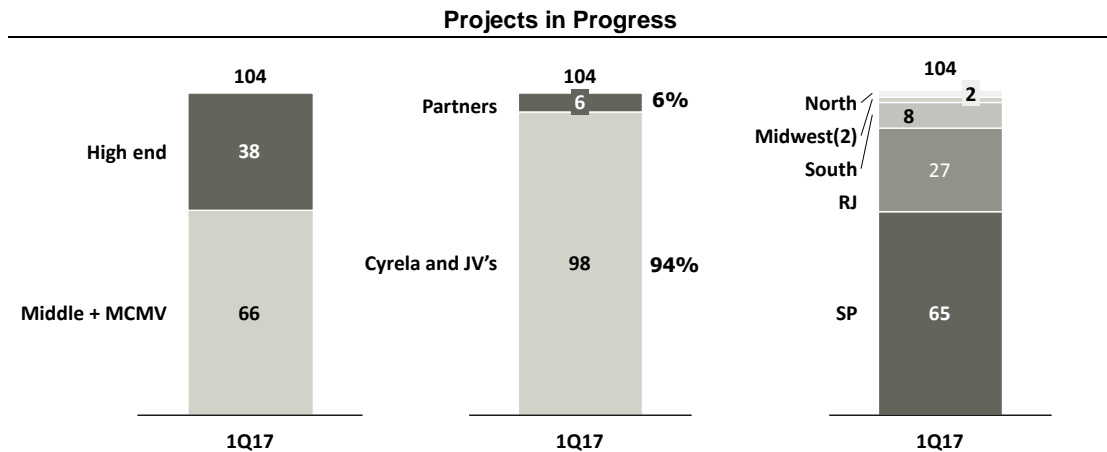
*The landbank PSV is based on the latest feasibility assessment of the land plot, adjusted by the INCC year-to-date.

CONSTRUCTION SITES

Note: detailed information on units delivered can be found at the end of this report in the appendix tables.

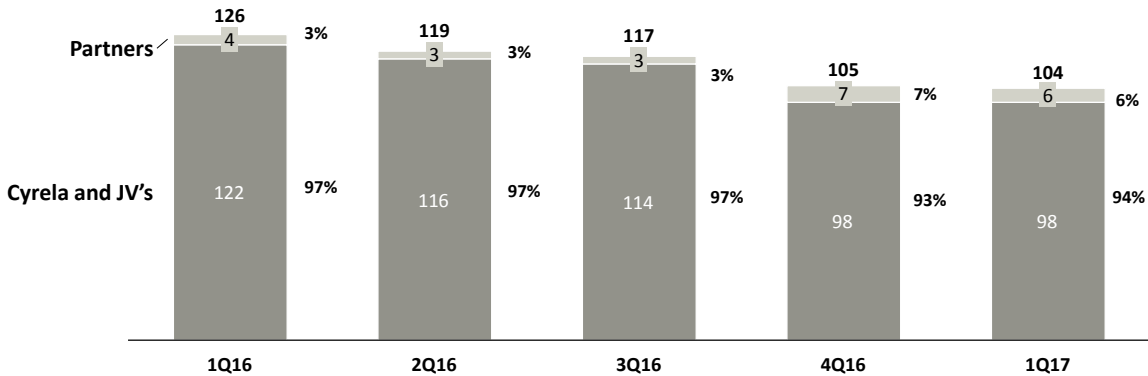
Cyrela delivered 13 projects, with 4,400 units totaling a PSV of R\$1 billion on the dates of their respective launches. Of all the projects delivered in 1Q17, 3 belong to the MCMV 1 segment.

At the close of 1Q17, there were 104 projects in progress—broken down as follows by segment, execution and geographical location—according to the active construction site criterion. Faixa 1 MCMV accounts for 12 of all projects in progress.



In line with its strategic direction, the Company manages a large share of the construction sites to monitor the execution of the works. At the close of 1Q17, 94% of the construction sites were managed by the Company's own teams or joint ventures. This clearly shows Cyrela's commitment to managing costs and ensuring product quality. Of all the 1Q17 launches, no projects will be constructed by third parties.

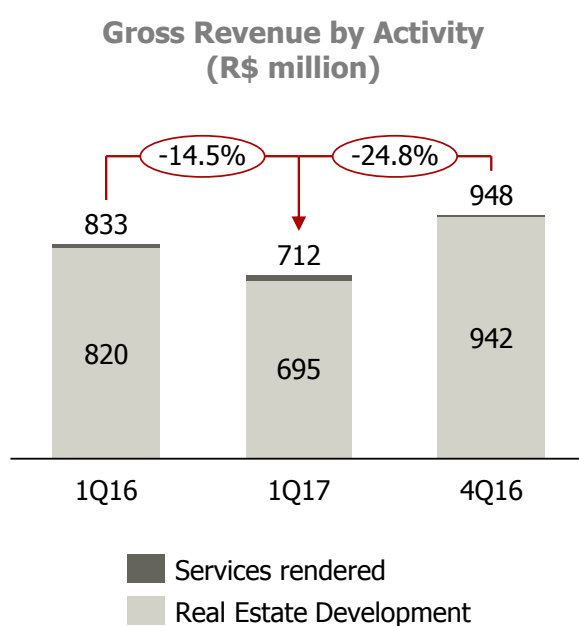
Construction Projects



Economic and Financial Performance

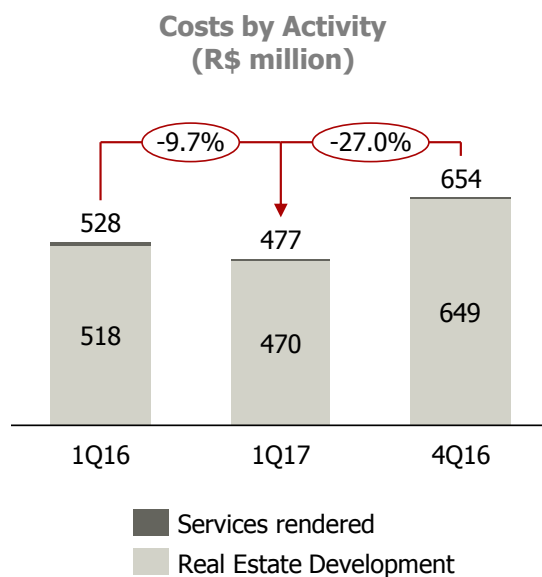
REVENUE

The Company's total gross revenue amounted to R\$712 million in 1Q17, down 14.5% from R\$833 million in 1Q16 and 24.8% from R\$948 million in 4Q16. This quarter-over-quarter decrease reflects mainly lower net consolidated sales.



COST OF GOODS SOLD AND/OR SERVICES RENDERED

Total cost came to R\$477 million, falling by 9.7% against 1Q16 and 27.0% against 4Q16.



The cost of development activities, 98.5% of total costs, came to R\$470 million in 1Q17, down 27.6% from 4Q16 and 9.3% from 1Q16.

GROSS MARGIN

The Company's total gross margin stood at 31.1% in 1Q17, 2.3 p.p. up on 4Q16, when gross margin came to 28.8%, and 3.7 p.p. down on 1Q16.

The impact of net construction savings on revenue stood at R\$29 million, flat against 4Q16. In addition, the Company canceled contracts for 8 plots of land, with an impact of R\$10 million on cost.

Adjusted gross margin stood at 37.5% in 1Q17, up 3.3 p.p. from 4Q16 and down 3.5 p.p. from 1Q16.

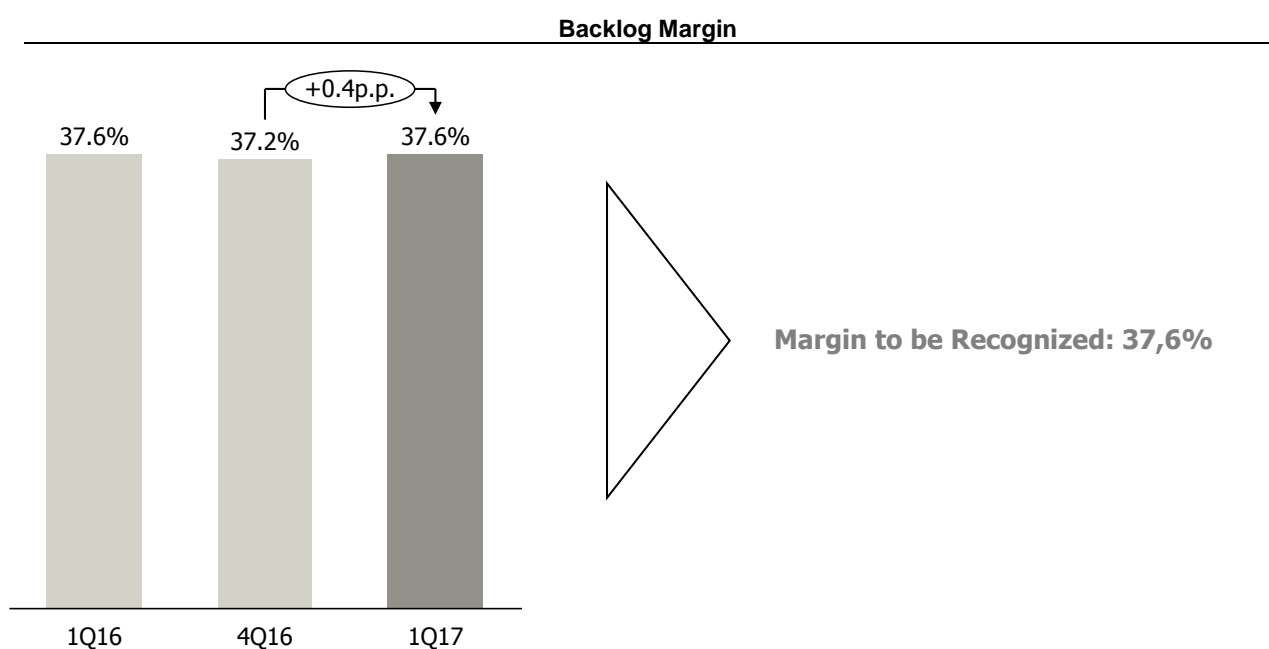
Adjusted Gross Margin	1Q17	4Q16	1Q17 x 4Q16	1Q16	1Q17 x 1Q16
	R\$ MM	R\$ MM		R\$ MM	
Net Revenue	692	919	-24.6%	811	-14.6%
Gross Profit	215	265	-18.8%	282	-23.8%
Gross Margin	31.1%	28.8%	2.3 p.p.	34.8%	-3.7 p.p.
Capitalized Interest from COGS	45	49	-8.8%	50	-10.9%
Adjusted Gross Margin	37.5%	34.2%	3.3 p.p.	41.0%	-3.5 p.p.

Gross Margin



SALES TO BE RECOGNIZED

Net revenue from sales to be recognized totaled R\$1,937 million at the close of 1Q17. Gross margin from sales to be recognized stood at 37.6% in 1Q17, 0.4 p.p. up on 4Q16 and stable in relation to 1Q16. It is worth noting gross backlog margin (backlog margin) does not take into account the PVA effect and SFH-related financing costs. These effects usually have an impact between five and seven p.p.



Sales to be Recognized (R\$ MM)	1Q17	4Q16	1Q17 x 4Q16	1Q16	1Q17 x 1Q16
Sales to be Recognized	1,979	2,164	-8.6%	3,103	-36.2%
Taxes to be Recognized	(42)	(45)	-7.3%	(59)	-28.9%
Net Income to be Recognized	1,937	2,119	-8.6%	3,044	-36.4%
Costs of Units Sold to be Recognized	(1,208)	(1,331)	-9.2%	(1,899)	-36.4%
Gross Profit to be Recognized	729	789	-7.6%	1,146	-36.4%
Gross Margin to be Recognized	37.6%	37.2%	0.4 p.p.	37.6%	0.0 p.p.

SELLING EXPENSES

Selling expenses totaled R\$87 million in 1Q17, down R\$14 million from 4Q16 and R\$15 million from 1Q16.

Commercial expenses	1Q17 R\$ MM	4Q16 R\$ MM	1Q17 x 4Q16	1Q16 R\$ MM	1Q17 x 1Q16
Show-rooms	24	31	-23,0%	28	-14,2%
Media	15	23	-36,0%	18	-16,7%
Third-party Services	23	23	-3,3%	29	-21,7%
Finished Inventory Maintenance*	16	12	33,1%	13	22,7%
Others	9	11	-15,8%	14	-34,1%
Total	87	101	-13,83%	102	-14,65%

* Maintenance costs of the inventory of finished units such as carrying fees and property tax

This quarter-over-quarter change is explained by a drop of R\$7 million in write-offs of sales showrooms and of R\$8 million in ad spending due to the lower number of launches.

GENERAL & ADMINISTRATIVE EXPENSES

General and administrative expenses totaled R\$100 million in 1Q17, down R\$15 million quarter-over-quarter and R\$5 million year-over-year.

General & Administrative Expenses	1Q17 R\$ MM	4Q16 R\$ MM	1Q17 x 4Q16	1Q16 R\$ MM	1Q17 x 1Q16
Salaries and Social Charges	29	31	-5,5%	35	-17,7%
Board Members/Management Remuneration	2	1	16,8%	2	-12,8%
Employees'	4	0	-2735,9%	0	-1224,2%
Stock Options	2	2	-10,3%	4	-59,2%
Third-Party Services	24	25	-6,3%	20	15,9%
Rent, travelling and representation	7	10	-31,2%	11	-34,3%
Indemnities	21	35	-40,3%	17	25,1%
Others	12	10	14,4%	6	91,0%
Total	100	115	-13,2%	95	4,6%

This quarter-over-quarter change was basically due to a decrease in indemnities paid to customers.

FINANCIAL RESULT

The Company recorded net financial income of R\$13 million in 1Q17, vs. R\$15 million in 4Q16 and R\$20 million in 1Q16.

R\$ million	1Q17	4Q16	1Q16
Financial Expenses			
SFH Interest	(54)	(58)	(62)
Interest on Corporate Loans	(39)	(42)	(44)
Capitalized Interest	50	53	58
Sub Total	(42)	(47)	(48)
Monetary Adjustment on Loans	(3)	(3)	(4)
Bank Expenses	(3)	(3)	(4)
Other financial expenses	(4)	(3)	(3)
Total Financial Expenses	(52)	(56)	(59)
Financial Revenues			
Income on Investments	49	47	68
Income on Receivables	-	-	0
Income on Loans to Partners	4	4	4
Other financial income	11	20	7
Total Financial Revenues	65	71	80
Financial Result	13	15	20

NET INCOME AND NET MARGIN

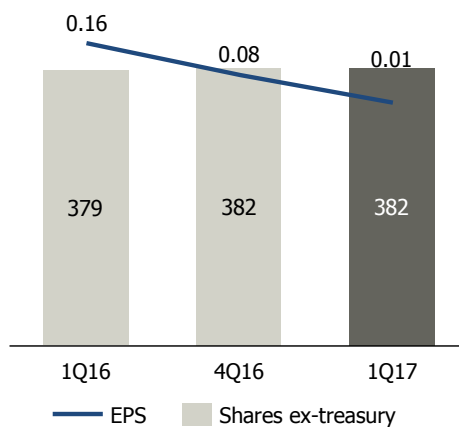
In addition to the accounts discussed above, it is worth noting the following items:

- (i) A positive impact of R\$8 million from Cyrela's share of Cury's net income, recognized under "Equity Result and Other Appreciations in Equity";
- (ii) A net negative impact of R\$ 1 million from recognizing, also under "Equity Result and Other Appreciations in Equity", the operation with Tecnisa;
- (iii) A negative impact of R\$5 million, under "Other Operating Income/Expenses", from the Grand Parc project, in Vitória;
- (iv) A negative impact of R\$31 million from contingencies on the 1Q17 income statement and
- (v) A positive impact of R\$19 million from 2 plots of land sold through SPE units of ownership, under "Other Results in Investments".

As a result of the Company's performance described above, net income amounted to R\$4 million in 1Q17, down 93.4% from R\$61 million in 1Q16 and 87.0% from 4Q16.

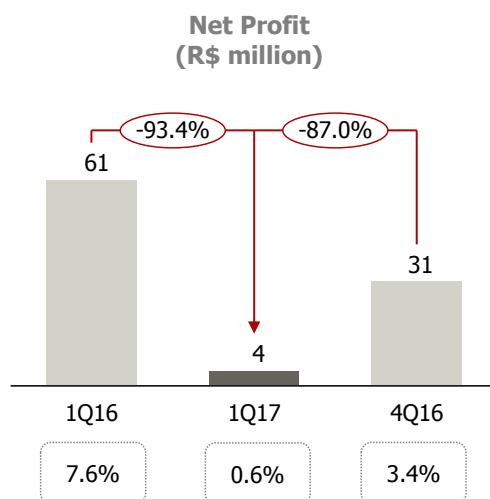
The Company's earnings per share reduced to R\$0.01 in 1Q17, vs. R\$0.08 in 4Q16 and R\$0.16 in 1Q16.

Earnings per Share



* Total shares at the close of the quarter, not including Treasury shares on the same date
 **Number of shares without Treasury shares in millions.

Net margin stood at 0.6% in 1Q17, 2.8 p.p. down on 4Q16 and 7.0 p.p. down on 7.6% in 1Q16.



This led to a 1.6% last 12-month ROE.

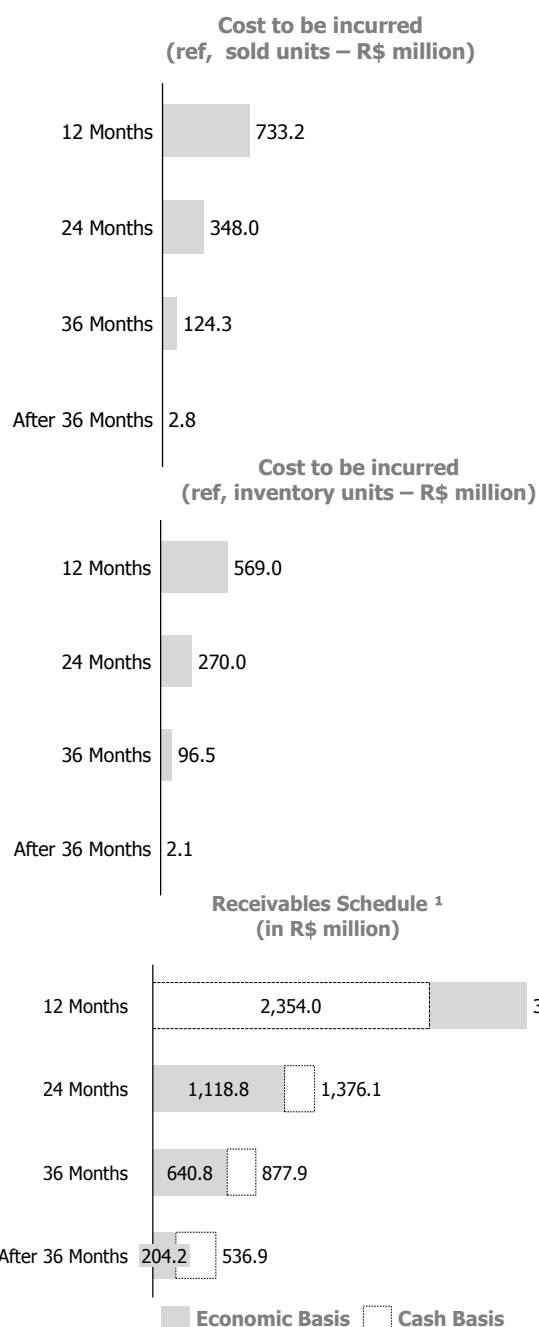
Highlights of the Financial Statements

ACCOUNTS RECEIVABLE

Considering all pre-sales contracts executed, Accounts Receivable totaled R\$5 billion on March 31, 2017, a 6.0% decrease from December 31, 2016. In the Company's Balance Sheet, this amount is R\$3 billion and is recognized based on construction progress in each project.

Delivered units account for 25.6% and units under construction or in the delivery process for 74.6% of that amount. The average Accounts Receivable turnover is about 1.6 years (19 months).

Accounts Receivable	1Q17 R\$ MM	4Q16 R\$ MM	Chg %
Units under construction	3,826	4,187	-8.6%
Finished Units	1,319	1,287	2.5%
Total Accounts Receivable	5,145	5,474	-6.0%
Construction Cost to be Realized from sold units	(1,208)	(1,331)	-9.2%
Construction Cost to be Realized from inventory units	(938)	(937)	0.1%
Construction Cost to be Realized from inventory units - Launched Phases	(699)	(680)	2.9%
Construction Cost to be Realized from inventory units - Unlaunched Phases	(238)	(257)	-7.2%
Net Accounts Receivable	2,999	3,207	-6.5%



(1) Economic concept: considers full and immediate payment on the "Habite-se" date
Cash Concept: Considers the Company's projection for the actual cash receipt.

LANDBANK

The main item under Inventory is land earmarked for future development, which comprised 36% of the total inventory on March 31, 2017.

In Cyrela's Balance Sheet, the landbank totals R\$1,798 million, under "Marketable Real Estate".

Marketable Real Estate	1Q17 R\$ MM	4Q16 R\$ MM	Var %
Units under construction	1,882	1,978	-4,9%
Finished units	992	934	6,2%
Landbank	1,798	1,834	-2,0%
Suppliers	101	106	-4,7%
Interest capitalized in inventories	223	220	1,4%
Total	4,996	5,072	-1,5%

In addition to actual advances from customers, the "Advances from Customers" account comprises liabilities connected with physical swaps in land purchased (contra entries to land swaps), appraised at cost value. Under this account, land for future development amounts to R\$204 million and developed projects to R\$220 million, totaling R\$424 million, corresponding to the fair value of swapped units. Those obligations will be amortized by following the same procedure as sales revenue recognition, with no actual cash payments.

Advances from Customers	1Q17 R\$ MM	4Q16 R\$ MM	Var %
Receiving of real estate sales	82	74	11.4%
Land for future incorporation	204	246	-17.2%
Incorporated real estate units	220	234	-6.0%
Total	506	554	-8.7%

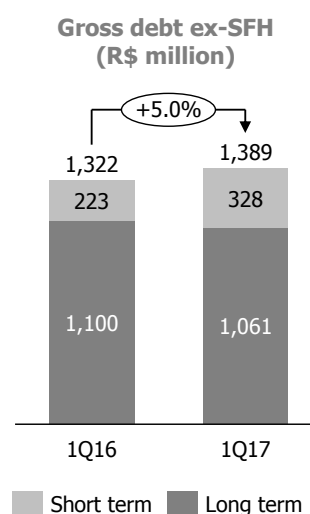
The short- and long-term “Accounts Payable for Real Estate Acquisition” account totals R\$137 million, R\$117 million of which corresponds to developed projects.

Accounts Payable - Real estate acquisition	1Q17 R\$ MM	4Q16 R\$ MM	Chg %
Incorporated	117	132	-11,4%
Others	20	29	-31,0%
Total	137	161	-14,9%

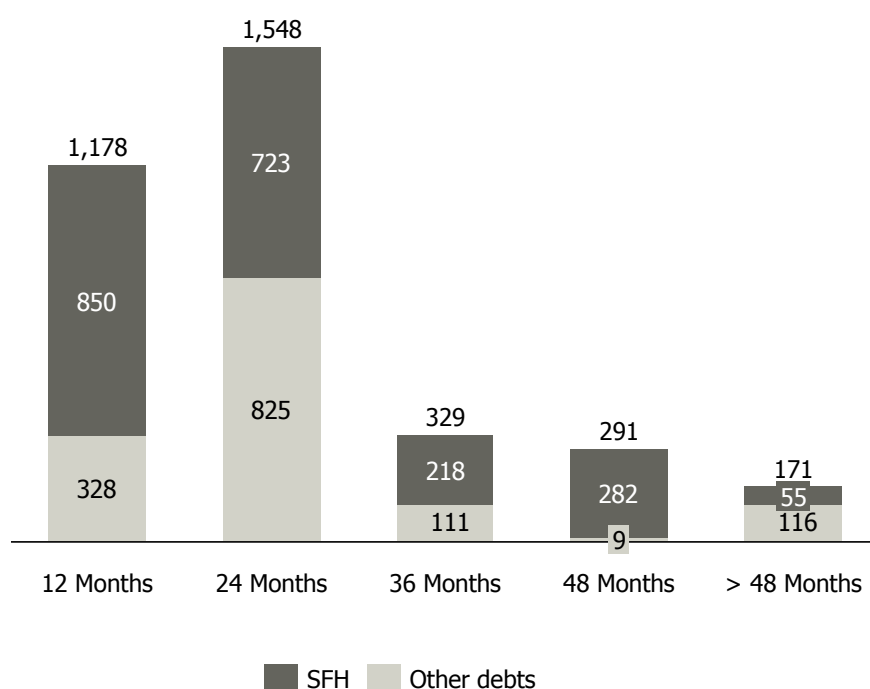
DEBT

On March 31, 2017, gross debt including interest payable amounted to R\$3,572 million, up 4.1% from R\$3,430 million on December 31, 2016.

The balance of local-currency-denominated financing, entirely related to construction financing through the Housing Finance System (SFH), accounted for 60.5% of the total debt (without interest payable) and decreased by 2.5% in the quarter.



Debt (R\$ million)	1Q17	4Q16	1Q17 x 4Q16	1Q16	1Q17 x 1Q16
SFH financing	2.128	2.076	2,50%	2.311	-7,9%
Loans - local currency	1.389	1.320	5,2%	1.322	5,0%
Sub total	3.517	3.396	3,6%	3.634	-3,2%
Interest - local currency	55	34	61,8%	47	17,5%
Total	3.572	3.430	4,1%	3.680	-2,9%



As a result, the balance of loans denominated in Brazilian currency, comprising 39.5% of total debt (not considering interest payable), corresponds to:

R\$ million	Issued In	Matures In	Cost	Balance
Corporate Debt				
2 nd Debenture Issue	2008	Jan-18	CDI + 0.65% p.a.	42.6
1st Issue of CRERs	2011	Jun-23	107% of CDI	43.2
2 nd Issue of CRERs	2012	May-17	108% of CDI	150.0
5 th Issue of CRERs	2016	Dec-18	98% of CDI	150.0
6 th Issue of CRERs	2016	Dec-18	98% of CDI	200.0
7 th Issue of CRERs	2016	Dec-18	100% of CDI	30.0
Preferred Shares	2013	Dec-18	CDI + 0.703% p.y.	65.0
Long-term credit lines	2014 -2016	2018 - 2019	TR + 8.75% - 10.59% p.y.	457.0
Long-term credit lines	2014 -2015	2018 - 2020	112% CDI	151.5
Long-term credit lines	2013	Jan-27	TJLP + 3.78% p.y.	99.2
Subtotal			~100.8% CDI	1,388.5

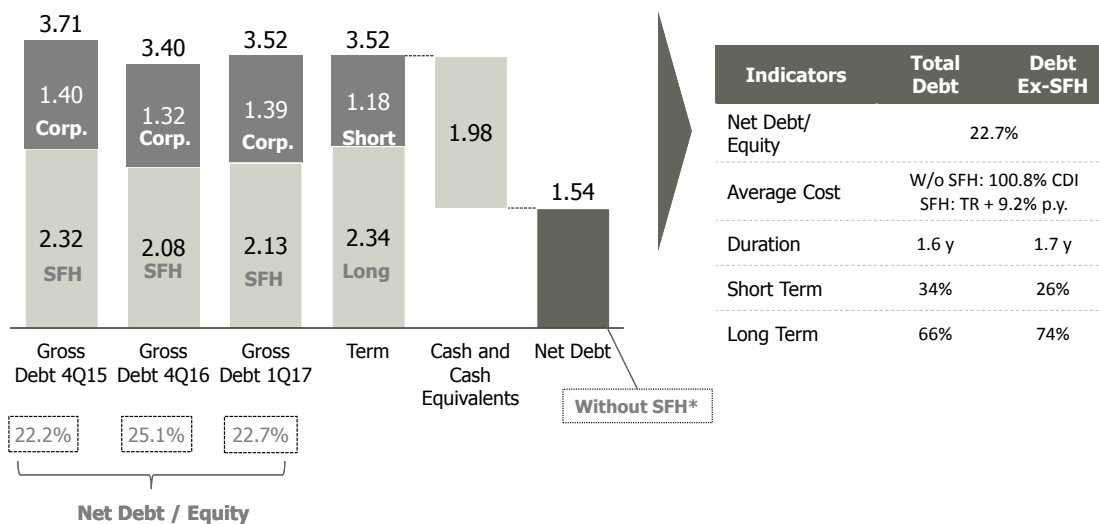
The Company's net debt amounted to R\$1,540 million, down 9.3% from 4Q16.

In R\$ million	1Q17	4Q16	1Q17 x 4Q16
Long-Term Debt	2.339	2.291	2,1%
Short-Term Debt	1.178	1.105	6,6%
Total Debt	3.517	3.396	3,6%
Cash and Cash Equivalents	1.771	1.530	15,7%
Long-Term Financial Investments	206	168	22,4%
Total Cash and Equivalents	1.977	1.698	16,4%
Net Debt	1.540	1.698	-9,3%

The Company's leverage ratio, as measured through the Net Debt/Equity ratio, fell in relation to 4Q16 to 22.7% in 1Q17, which shows Cyrela's commitment to keeping it low, as well as its sound financial health.

In R\$ million	1Q17	4Q16	% Chg
Net Debt	1,540	1,698	-9.3%
Shareholders Equity	6,780	6,767	0.2%
SFH	2,128	2,076	2.5%
Net Debt / Shareholders Equity	22.7%	25.1%	-2.4 p.p.
Net Debt (ex SFH) / Shareholders Equity	-8.7%	-5.6%	-3.1 p.p.

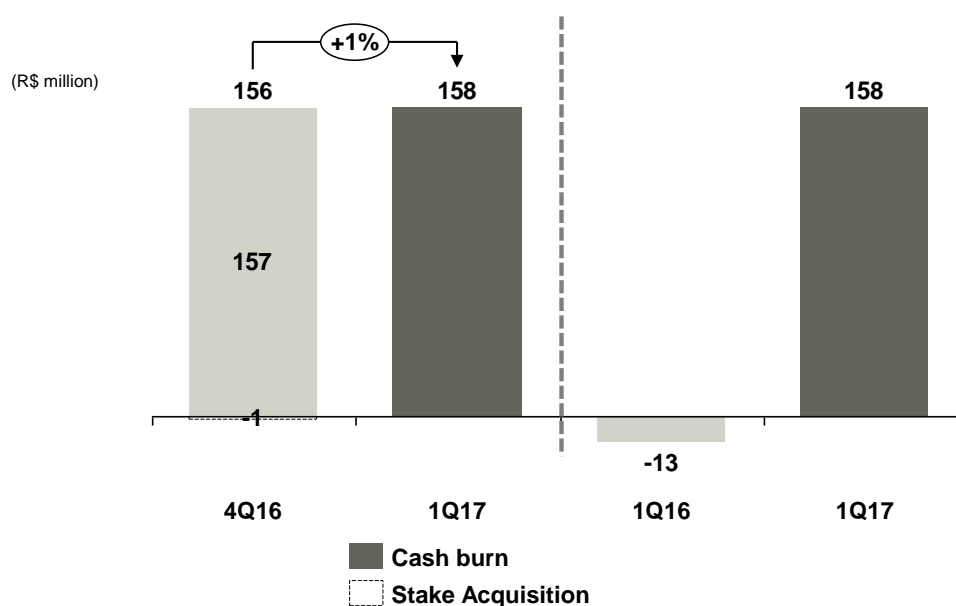
Debt



*Net Debt Ex-SFH = R\$ -587 million

CASH GENERATION

The Company recorded cash generation of R\$158 million in 1Q17, vs. cash consumption on R\$13 million in 1Q16 and cash generation of R\$156 million in 4Q16.



Cash Burn/Generation (R\$ MM)	1Q17 R\$ MM	4Q16 R\$ MM	Chg % 1Q17 x 4Q16
Total Debt (Gross Debt without Interest payable)	3,517	3,396	3.6%
Total Cash	1,977	1,698	16.4%
Net Debt	1,540	1,698	-9.3%
Δ Accountant Debt Change	158	156	-1.3%
(+) Buyback Program	0	0	0.0%
(+) Dividends	-	-	0.0%
Operational Cash Generation/Burn	158	156	1.3%
(+) Acquisition of Equity Interest	0	1.2	n.a.
Operational Cash Generation/Burn	158	157	0.6%

SUBSEQUENT EVENTS

On April 28, 2017, the Company completed the subscription of 7,858,174 registered book-entry common shares with no par value of Tecnisa S/A, totaling R\$20 million, or 13.6% of the total capital increase offering.

On the same date, the Annual and Extraordinary General Meeting approved paying R\$36 million as the minimum mandatory dividend, or R\$0.094063270 per share to Company shareholders on April 28, 2017. The payment will be made on June 26, 2017.

ANNEX I – BALANCE SHEET

Consolidated Balance Sheet		
R\$ million		
	<u>March 31, 2017</u>	<u>December 31, 2016</u>
ASSETS		
Current Assets	7,983	7,917
Cash and Cash Equivalents	459	514
Marketable Securities Available for Sale	1,312	1,017
Accounts Receivable	2,527	2,615
Marketable Real Estate	3,579	3,657
Recoverable Taxes and Contributions	25	18
Deferred Taxes and Contributions	1	0
Selling Expenses to Be Recognized	12	13
Anticipated Expenses	12	13
Other Receivables	56	70
Non-Current Assets	3,959	3,963
Long Term	2,916	2,908
Accounts Receivable	735	765
Marketable Securities Available for Sale	206	168
Checking Accounts with Partners in Projects	17	13
Related Parties	323	341
Recoverable Taxes and Contributions	105	112
Marketable Real Estate	1,418	1,415
Other Receivables	112	94
Permanent	1,043	1,055
Investment in Controlled Companies	908	903
Fixed Assets	72	86
Intangible	63	66
Total Assets	11,941	11,880
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current Liabilities	2,287	2,276
Loans and Financing	911	877
Debentures	44	3
Interest on Debentures	-	-
Real Estate Certificates	275	255
Accounts Payable	223	209
Taxes and Contributions Payable	32	17
Deferred Taxes and Contributions	106	110
Payroll, social charges and profit sharing	54	49
Real Estate Acquisition Payable	136	143
Dividends Payable	36	36
Related Parties	64	65
Checking Accounts with Partners in Projects	44	45
Advances from Customers	298	351
Other Payables	64	116
Non-Current Liabilities	8,892	8,852
Long Term	2,873	2,838
Loans and Financing	2,014	1,994
Debentures	-	43
Real Estate Certificates	322	252
Accounts Payable	72	76
Taxes and Contributions Payable	-	-
Real Estate Acquisition Payable	1	19
Taxes Payable and Labor Laws and Civil Proceeding	224	214
Deferred Income Tax and Social Contribution	32	37
Advances from Customers	208	203
Other accounts	-	-
Minority Interest	760	753
SHAREHOLDERS' EQUITY	6,019	6,014
Capital Stock	3,396	3,396
Capital Reserve	(40)	(42)
Legal Reserve	291	291
Surplus Reserve	2,646	2,646
Treasury Shares	(222)	(222)
Profit / Losses	4	-
Other Comprehensive Income	(56)	(56)
Total Liabilities and Shareholders' Equity	11,940	11,880

ANNEX II - INCOME STATEMENT

Consolidated Income Statement			
R\$ million			
	<u>1Q17</u>	<u>4Q16</u>	<u>% Change</u>
Gross Revenue of Sales and/or Services			
Real Estate Development and Resales	694.8	942.4	-26.3%
Services Rendered	17.6	5.5	222.3%
Deductions from Gross Revenue	<u>(20.0)</u>	<u>(29.1)</u>	-31.3%
Total Net Revenue	692.4	918.8	-24.6%
Real Estate Sales and Resales	(469.8)	(649.1)	-27.6%
Services Rendered and Others	<u>(7.5)</u>	<u>(4.7)</u>	58.6%
Cost of Goods and/or Services Sold	(477.4)	(653.9)	-27.0%
Gross Profit (Loss)	215.0	264.9	-18.8%
Operating (Expenses) Revenues			
Selling Expenses	(87.4)	(101.4)	-13.8%
General and Administrative Expenses	(98.0)	(113.3)	-13.5%
Management's Fees	(1.5)	(1.3)	16.8%
Equity Result and Other Appreciations	1.8	30.2	-94.2%
Other Results in Investments	20.8	4.1	410.6%
Financial Expenses	(52.0)	(56.1)	-7.4%
Financial Revenues	65.0	70.9	-8.4%
Other Operating Expenses/Revenues	<u>(14.0)</u>	<u>(19.6)</u>	-28.5%
	(165.3)	(186.5)	-11.4%
Earnings Before Income Taxes on Profit and Shareholders	49.7	78.4	-36.6%
Deferred	6.2	1.9	218.5%
Current	<u>(21.6)</u>	<u>(24.1)</u>	-10.2%
Tax and Social Contribution	(15.5)	(22.1)	-30.2%
Income (Loss) Before Minority Interest	34.2	56.3	-39.1%
Minority Interest	<u>(30.2)</u>	<u>(25.3)</u>	19.3%
Net Income	4.0	30.9	-87.0%

ANNEX III – CASH FLOW STATEMENT

Consolidated Cash Flow Statement		
R\$ million		
	<u>March 31, 2017</u>	<u>March 31, 2016</u>
OPERATING ACTIVITIES		
Income before income tax and social contribution statutory participation	50	107
Adjustments by:		
Depreciation and amortization of fixed and intangible assets	21	28
Fixed and intangible assets' write off	0	5
Goodwill amortization	0	2
Shareholder's equity	(2)	(7)
Interest, monetary variations on loans	65	106
Deferred taxes	(3)	(2)
Adjustment to present value	11	5
Provisions for guarantees	15	19
Marketable securities' earnings	(49)	(68)
Provision for contingent liabilities	10	4
Adjustment per investment conversion	-	-
Provision for program payment in shares	2	4
	<u>120</u>	<u>204</u>
Variation in current and long-term assets and liabilities:		
Decrease (increase) in accounts receivable	107	(92)
Decrease (increase) in real estate for sale	120	53
Decrease (increase) in current account with venture partners	(5)	(13)
Decrease (increase) in related parties	17	(62)
Decrease (increase) in other assets	(2)	4
Increase (decrease) in accounts payable due to real estate acquisition	(24)	1
Increase (decrease) in taxes and contributions to be collected	15	1
Increase (decrease) in suppliers	(5)	38
Increase (decrease) in salaries	6	(11)
Increase (decrease) in advance from customers	(93)	(91)
Increase (decrease) in other liabilities	(52)	10
Net cash and cash equivalents applied to operating activities:	<u>204</u>	<u>39</u>
Income Tax and Social Contribution paid	(21)	(20)
Interest Paid	(63)	(87)
Net cash and cash equivalents applied to operating activities:	<u>120</u>	<u>(68)</u>
INVESTMENTS ACTIVITIES		
Acquisition of assets in property, plant and equipment	(4)	(2)
Dividends received	12	15
Acquisition of investments	(14)	21
Acquisition of intangible assets	(0)	(2)
Marketable securities	(284)	114
Net cash and cash equivalents applied to investment activities:	<u>(292)</u>	<u>146</u>
Financing activities:		
Addition of new loans and financing	416	454
Payment of loans and financing	(276)	(541)
Payment of dividends	-	1
Non-controlling shareholders' capital receipts /payments	(23)	(39)
Net cash and cash equivalents applied to financing activities:	<u>117</u>	<u>(126)</u>
Increase of cash and cash equivalents:	<u>(55)</u>	<u>(47)</u>
At the end of the period	459	782
At the beginning of the period	514	829
Increase of cash and cash equivalents:	<u>(55)</u>	<u>(47)</u>

ANNEX IV – REVENUE RECOGNITION

*Considers only revenues from Residential Real Estate Development activities

PROJECT	SEGMENT	LAUNCH DATE	% ACCRUED FINANCIAL EVOLUTION		ACCRUED REVENUE (R\$ thd)	
			1Q17	1Q16	1Q1T17	1Q1T16
360 On The Park	High-end	04/12	0,0%	2,9%	48	13
Riserva Golf	High-end	07/14	3,1%	5,3%	32	48
Living Magic	Middle	01/15	12,1%	6,9%	21	11
Inspire Brisas	MCMV 2 and 3	07/15	17,4%	9,3%	20	10
Majestic	High-end	12/10	0,0%	0,1%	18	10
Essenza Moema	High-end	10/13	0,6%	7,7%	17	21
Boulevard Lapa	High-end	11/14	1,2%	6,8%	16	5
Artisan	High-end	01/13	0,5%	6,1%	14	10
Nobre Norte Clube Residencial	High-end	10/14	7,1%	8,6%	14	16
Encontro Imigrantes	Middle	11/14	7,6%	7,9%	14	8
Living Moovie	Middle	06/15	12,5%	0,6%	13	3
Gioia	High-end	12/13	0,2%	10,8%	12	8
Mistí	High-end	10/14	5,2%	7,5%	11	13
Vetrino	High-end	03/14	4,4%	8,7%	11	8
Pedra Bonita	High-end	11/12	1,5%	0,1%	10	1
Praticidade	High-end	09/15	9,9%	0,7%	10	2
In Side Península Home Design	High-end	01/15	8,6%	5,9%	10	6
Thera Faria Lima	High-end	12/11	0,3%	3,1%	10	25
Way Orquidário	Middle	08/13	2,5%	4,4%	10	7
Varanda Tatuapé	High-end	02/15	9,9%	10,0%	10	8
Atmosfera Bosque Da Saúde	High-end	09/15	7,6%	0,5%	9	2
Legacy	High-end	05/15	5,2%	4,8%	9	9
Axis Triple Business	High-end	05/15	11,3%	1,4%	9	2
Panamérica Brickell	High-end	03/15	5,7%	5,2%	8	6
Le Parc Boa Viagem	High-end	06/10	0,0%	0,4%	8	6
Other Projects					197	562
Sub-Total					561	820
Projects begun after March, 2016						
Heritage	High-end	03/17	27,0%	0,0%	16	-
Eixo Norte	High-end	12/16	4,8%	0,0%	14	-
Living Celebration	Middle	02/17	32,2%	0,0%	10	-
Praças Da Cidade - Praça Piratininga	Middle	07/16	7,8%	0,0%	10	-
Living Wish	Middle	09/16	4,3%	0,0%	9	-
Plano & Cambuci I	MCMV 2 and 3	02/17	18,4%	0,0%	9	-
Living Magic 2	Middle	04/16	4,0%	0,0%	9	-
Fatto Family Club Vila Andrade	Middle	09/16	10,5%	0,0%	8	-
Vila Arbori Cores	MCMV 2 and 3	10/16	18,5%	0,0%	7	-
Condominio Cyrela Landscape Seminario	High-end	12/16	2,4%	0,0%	7	-
Vila Arbori Alegria	MCMV 2 and 3	11/16	15,2%	0,0%	6	-
Plano & Ermelino II	MCMV 2 and 3	02/17	19,7%	0,0%	5	-
Cyrela Heredità	Middle	12/16	3,6%	0,0%	5	-
Inspire Mauá - 1ª Fase	Middle	11/16	10,1%	0,0%	4	-
Living Family	Middle	12/16	0,9%	0,0%	4	-
Other Projects begun after March, 2016					11	-
Sub-Total					134	-
Total					695	820

ANNEX V – LAUNCHES

Project	Quarter	Month	Region	PSV (R\$ MM)	Usable Area (sq. m.)	Units	Segment	% CBR
1 Heritage	1Q17	Jan-17	SP	490.8	18,482	31	High end	100%
2 Parque dos Sonhos São Gonçalo	1Q17	Jan-17	RJ	56.5	16,606	380	MCMV 2 and 3	25%
3 Dez Cerejeira	1Q17	Mar-17	SP	64.5	12,088	300	MCMV 2 and 3	50%
Total			3	612	47,176	711		

1Q17

Region	Launched PSV			CBR Launched			% CBR			Units			Average Price			PSV - Swaps			% Sold with		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
São Paulo	555	395	40.5%	523	276	89.6%	94.2%	69.8%	24.4 p.p.	331	887	-62.7%	18,164	6,576	176.2%	0	0	0.0%	10.9%	26.9%	-16.1 p.p.
São Paulo - Other Cities	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Rio de Janeiro	56	100	-43.6%	14	75	-81.2%	25.0%	75.0%	-50.0 p.p.	380	484	-21.5%	3,400	4,372	-22.2%	0	0	0.0%	81.3%	94.0%	-12.7 p.p.
Minas Gerais	0	118	-100.0%	0	59	-100.0%	0.0%	50.0%	-50.0 p.p.	0	159	-100.0%	0	14,910	-100.0%	0	21	-100.0%	0.0%	54.7%	-54.7 p.p.
Espirito Santo	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
North	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Midwest	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
South	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Northeast	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Total	612	613	-0.2%	537	410	31.1%	87.8%	66.8%	21.0 p.p.	711	1,530	-53.5%	12,967	6,744	92.3%	0	21	-100.0%	48.5%	51.0%	-2.5 p.p.

Segment	Launched PSV (R\$ MM)			CBR Launched PSV (R\$ MM)			% CBR			Units			Average Price (per sq. m.)			PSV - Swaps (R\$ MM)			% Sold with Swaps		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
High end	491	222	121.0%	491	111	342.0%	100.0%	50.0%	50.0 p.p.	31	197	-84.3%	26,554	15,112	75.7%	0	21	-100.0%	12.9%	48.2%	-35.3 p.p.
Middle	0	230	-100.0%	0	193	-100.0%	0.0%	84.1%	-84.1 p.p.	0	549	-100.0%	0	5,726	-100.0%	0	0	0.0%	0.0%	24.6%	-24.6 p.p.
MCMV 2 and 3	121	161	-25.1%	46	106	-56.1%	38.3%	65.5%	-27.2 p.p.	680	784	-13.3%	4,216	4,470	-5.7%	0	0	0.0%	50.1%	70.3%	-20.1 p.p.
Total	612	613	-0.2%	537	410	31.1%	87.8%	66.8%	21.0 p.p.	711	1,530	-53.5%	12,967	6,744	92.3%	0	21	-100.0%	48.5%	51.0%	-2.5 p.p.

ANNEX VI – SALES

1Q17

Region	Pre-Sales Contracts (R\$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R\$/sq. m.)			% CBR		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
São Paulo	267	229	16.7%	594	513	15.8%	52,966	45,103	17.4%	7,658	8,256	-7.2%	78.1%	78.1%	-0.0 p.p.
São Paulo - Other Cities	35	95	-63.5%	100	355	-71.8%	43,745	47,826	-8.5%	4,941	4,183	18.1%	66.9%	85.8%	-18.9 p.p.
Rio de Janeiro	148	153	-3.1%	437	605	-27.8%	47,110	49,136	-4.1%	5,405	5,444	-0.7%	49.4%	74.4%	-24.9 p.p.
Minas Gerais	0	48	-99.1%	0	101	-100.0%	8,039	8,885	-9.5%	0	0	0.0%	100.0%	52.4%	47.6 p.p.
Espirito Santo	4	5	-21.3%	19	24	-20.8%	1,778	1,831	-2.9%	3,387	3,192	6.1%	71.4%	76.0%	-4.6 p.p.
North	-10	-7	47.4%	-12	-41	-70.7%	6,808	5,456	24.8%	4,373	4,450	-1.7%	86.9%	97.3%	-10.4 p.p.
Midwest	1	2	-35.6%	2	11	-81.8%	2,981	6,494	-54.1%	5,019	2,332	115.2%	-3.6%	61.3%	-64.9 p.p.
South	40	27	48.7%	138	28	392.9%	25,937	11,806	119.7%	6,332	5,484	15.5%	108.9%	74.0%	34.9 p.p.
Northeast	35	-8	-55.2%	106	-14	-857.1%	16,705	15,246	9.6%	4,651	5,034	-7.6%	82.0%	25.9%	56.1 p.p.
Total	520	544	-4.3%	1,384	1,582	-12.5%	206,069	191,783	7.4%	5,960	5,948	0.2%	71.4%	76.4%	-4.9 p.p.

Segment	Pre-Sales Contracts (R\$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R\$/sq. m.)			% CBR		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
High end	279	224	24.5%	297	305	-2.6%	64,269	67,654	-5.0%	8,328	7,602	9.6%	79.3%	79.9%	-0.5 p.p.
Middle	87	140	-37.6%	286	408	-29.9%	86,518	50,730	70.5%	4,613	5,814	-20.7%	85.6%	81.7%	3.9 p.p.
MCMV 2 and 3	154	180	-14.5%	801	869	-7.8%	19,245	53,029	-63.7%	4,106	3,968	3.5%	49.1%	67.9%	-18.7 p.p.
Total	520	544	-4.3%	1,384	1,582	-12.5%	206,069	191,783	7.4%	5,960	5,948	0.2%	71.4%	76.4%	-4.9 p.p.

VII – LANDBANK

Region	PSV - with swaps (R\$ MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	% CBR
São Paulo	8,865	8,034	42	14,259	54.6%	87.1%
São Paulo - Other Cities	5,603	4,769	28	19,707	79.0%	92.3%
Rio de Janeiro	25,004	20,497	43	50,836	80.8%	89.2%
Minas Gerais	841	682	5	3,627	87.0%	96.1%
North	3,134	3,046	18	4,713	37.5%	77.9%
Midwest	974	806	10	4,520	93.8%	73.0%
South	3,908	3,242	19	10,681	77.5%	73.8%
Northeast	1,596	1,339	8	7,448	87.8%	92.5%
Total	49,925	42,415	173	115,791	75.5%	87.2%

Product	PSV - with swaps (R\$ MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	% CBR
High end	39,224	32,722	100	82,176	78.6%	86.8%
Middle	9,777	8,804	67	28,087	62.4%	88.3%
MCMV 2 and 3	924	889	6	5,528	46.1%	91.2%
Total	49,925	42,415	173	115,791	75.5%	87.2%

Land Acquisition

Region	PSV - with swaps (R\$MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	% CBR
São Paulo	412	340	3	1,085	66.0%	94.7%
São Paulo - Other Cities	0	0	0	0	0.0%	0.0%
Rio de Janeiro	219	195	2	675	59.2%	100.0%
Minas Gerais	0	0	0	0	0.0%	0.0%
Espírito Santo	0	0	0	0	0.0%	0.0%
North	0	0	0	0	0.0%	0.0%
Midwest	0	0	0	0	0.0%	0.0%
South	412	390	3	533	28.2%	90.0%
Northeast	0	0	0	0	0.0%	0.0%
Total	1,042	925	8	2,293	51.9%	93.9%

Product	PSV - with swaps (R\$MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	% CBR
High end	527	481	4	709	43.7%	92.2%
Middle	277	217	2	290	75.2%	92.0%
MCMV 2 and 3	239	227	2	1,294	28.6%	100.0%
Total	1,042	925	8	2,293	51.9%	93.9%

ANNEX VIII – PROJECTS DELIVERED

	Delivered Projects	Location	Launch Date	Delivery Date	Usable Area (sq mts)	PSV Launched (R\$ 000)	Units Delivered	Product	% CBR
1	Fatto Torres de São José	SP - Other Cities	Nov-13	Jan-17	10,536	48	158	High end	100%
2	Taubaté - Guido Miné	SP - Other Cities	Dec-13	Jan-17	42,336	78	864	MCMV 1	50%
3	Jardim de Provence Fase 2	North	Jan-12	Feb-17	14,135	60	192	High end	100%
4	Vetrino	SP	Nov-13	Feb-17	9,562	113	56	High end	80%
5	Brand Pensilvânia	SP - Other Cities	May-14	Feb-17	3,035	41	64	High end	100%
6	Reserva Morumbi	SP	Jun-13	Mar-17	19,164	101	328	Middle	80%
7	Bambu I, II e III	SP - Other Cities	Dec-12	Mar-17	35,971	102	720	MCMV 1	50%
8	Residencial Jerônimo De Camargo	SP - Other Cities	Jun-13	Mar-17	87,334	70	780	MCMV 1	50%
9	New Residence Ipiranga	SP	Mar-14	Mar-17	10,938	89	204	High end	49%
10	Inspire Águas	SP - Other Cities	Aug-14	Mar-17	25,712	104	498	MCMV 2 and 3	100%
11	Condomínio Batel - Home	South	Jun-13	Mar-17	4,825	42	64	High end	80%
12	Condomínio Batel - Work	South	Jun-13	Mar-17	6,428	70	98	High end	80%
13	Hotel Blend	Midwest	Oct-13	Mar-17	10,291	137	414	High end	50%
	Total	13 Projects			280,268	1,055	4,440		

ANNEX IX – MIDDLE + MCMV Middle

	1Q17	1Q16	1Q17 x 1Q16	4Q16	1Q17 x 4Q16
Launches (1)					
Number of Launches	2	4	-50.0%	12	-83.3%
Launched PSV - R\$ MM (100%)	121	391	-69.1%	866	-86.0%
Launched PSV - R\$ MM (%CBR)	46	299	-84.5%	674	-93.1%
Cyrela's Share	38.3%	76.4%	-38.1 p.p.	77.9%	-39.6 p.p.
PSV Swaped - R\$ MM (100%)	-	-	0.0%	28.52	-100.0%
Average Price per sq. m. (R\$)	4,216	5,131	-17.8%	5,127	-17.8%
Usable Area Launched (sq. m.)	28,694	76,214	-62.4%	75,940	-62.2%
Units Launched	680	1,333	-49.0%	3,388	-79.9%
Sales (2)					
Pre-Sales Contracts - R\$ MM (100%)	241	320	-24.6%	591	-59.2%
Pre-Sales Contracts - R\$ MM (%CBR)	150	236	-36.4%	422	-64.4%
Cyrela's Share	62.3%	73.9%	-11.6 p.p.	71.4%	-9.1 p.p.
Average Price per sq. m. (R\$)	4,349	5,052	-13.9%	4,875	-10.8%
Units Sold	1,087	1,277	-14.9%	2,500	-56.5%

(1) Including swapped units

(2) net of cancellations and including swaps

Middle + MCMV Launches

1Q17

Region	Launched PSV (R\$ MM)			CBR Launched PSV (R\$ MM)			%CBR			Units			Average Price (per sq. m.)			PSV - Swaps (R\$ MM)			%Sold with Swaps		
	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg p.p.	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg p.p.
São Paulo	65	291	-77.8%	32	224	-85.6%	50.0%	76.9%	-26.9 p.p.	300	849	-64.7%	5,337	5,457	-2.2%	0	0	0.0%	10.7%	27.2%	-16.5 p.p.
São Paulo - Other Cities	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Rio de Janeiro	56	100	-43.6%	14	75	-81.2%	25.0%	75.0%	-50.0 p.p.	380	484	-21.5%	3,400	4,372	-22.2%	0	0	0.0%	81.3%	94.0%	-12.7 p.p.
Minas Gerais	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Espírito Santo	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
North	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Northeast	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
South	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Midwest	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Total	121	391	-69.1%	46	299	-84.5%	38.3%	76.4%	-38.1 p.p.	680	1,333	-49.0%	4,216	5,131	-17.8%	0	0	0.0%	50.1%	51.5%	-1.3 p.p.

Segment	Launched PSV (R\$ MM)			CBR Launched PSV (R\$ MM)			%CBR			Units			Average Price (per sq. m.)			PSV - Swaps (R\$ MM)			%Sold with Swaps		
	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg p.p.	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg%	1Q17	1Q16	Chg p.p.
Middle	0	230	-100.0%	0	193	-100.0%	0.0%	84.1%	-84.1 p.p.	0	549	-100.0%	0	5,726	-100.0%	0	0	0.0%	0.0%	24.6%	-24.6 p.p.
MCMV 2 and 3	121	161	-25.1%	46	106	-56.1%	38.3%	65.5%	-27.2 p.p.	680	784	-13.3%	4,216	4,470	-5.7%	0	0	0.0%	50.1%	70.3%	-20.1 p.p.
Total	121	391	-69.1%	46	299	-84.5%	38.3%	76.4%	-38.1 p.p.	680	1,333	-49.0%	4,216	5,131	-17.8%	0	0	0.0%	50.1%	51.5%	-1.3 p.p.

Middle + MCMV Sales

1Q17

Region	Pre-Sales Contracts (R\$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R\$/sq. m.)			%CBR		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
São Paulo	103	118	-12.3%	420	400	5.0%	27,813	20,760	34.0%	5,193	6,748	-23.0%	70.2%	75.2%	-5.0 p.p.
São Paulo - Other Cities	41	77	-47.1%	104	271	-61.6%	26,152	33,217	-21.3%	4,930	4,459	10.6%	75.5%	84.8%	-9.2 p.p.
Rio de Janeiro	59	130	-54.8%	396	628	-36.9%	32,092	38,197	-16.0%	4,017	4,452	-9.8%	18.7%	69.1%	-50.5 p.p.
Minas Gerais	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p.
Espírito Santo	4	5	-24.9%	18	24	-25.0%	1,735	1,831	-5.3%	3,367	3,192	5.5%	71.7%	76.0%	-4.3 p.p.
North	2	-2	-170.3%	9	-24	-137.5%	2,337	2,203	6.1%	3,185	3,524	-9.6%	100.0%	92.5%	7.5 p.p.
Northeast	1	2	-28.0%	7	7	0.0%	1,379	977	41.2%	3,018	6,151	-50.9%	50.0%	50.0%	0.0 p.p.
South	24	-5	-568.8%	92	-13	-807.7%	7,117	5,293	34.5%	4,426	4,211	5.1%	98.6%	104.3%	-5.7 p.p.
Midwest	7	-5	-260.9%	41	-16	-356.3%	7,138	1,281	457.1%	3,772	4,067	-7.3%	100.6%	99.4%	1.2 p.p.
Total	241	320	-24.6%	1,087	1,277	-14.9%	105,763	103,759	1.9%	5,529	4,527	22.1%	62.3%	73.9%	-11.6 p.p.

Segment	Pre-Sales Contracts (R\$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R\$/sq. m.)			%CBR		
	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg %	1Q17	1Q16	Chg p.p.
Médio	87	140	-37.6%	286	408	-29.9%	86,518	50,730	70.5%	4,614	7,723	-40.3%	85.6%	81.7%	3.9 p.p.
MCMV 2 and 3	154	180	-14.5%	801	869	-7.8%	19,245	53,029	-63.7%	4,211	3,979	5.8%	49.1%	67.9%	-18.7 p.p.
Total	241	320	-24.6%	1,087	1,277	-14.9%	105,763	103,759	1.9%	5,529	4,527	22.1%	62.3%	73.9%	-11.6 p.p.

Middle + MCMV Landbank

Region	PSV - with swaps (R\$ MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	%CBR
São Paulo	2,886	2,520	22	7,212	56.0%	87.6%
São Paulo - Other Cities	3,696	3,389	15	11,240	69.0%	95.8%
Rio de Janeiro	2,153	1,984	18	6,259	58.0%	84.1%
Minas Gerais	183	183	2	859	0.0%	81.9%
North	361	360	4	1,210	3.3%	94.7%
Northeast	723	624	7	3,331	93.6%	63.7%
South	630	563	4	2,832	82.1%	93.9%
Midwest	69	69	1	672	0.0%	80.0%
Total	10,701	9,693	73	33,615	60.3%	88.6%

Land Acquisition – Middle + MCMV

Region	PSV - with swaps (R\$MM)	PSV - without swaps (R\$ MM)	Land	Units	Swap	%CBR
São Paulo	412	340	3	1,085	66.0%	94.7%
São Paulo - Other Cities	0	0	0	0	0.0%	0.0%
Rio de Janeiro	104	104	1	499	0.0%	100.0%
Minas Gerais	0	0	0	0	0.0%	0.0%
Espírito Santo	0	0	0	0	0.0%	0.0%
North	0	0	0	0	0.0%	0.0%
Northeast	0	0	0	0	0.0%	0.0%
South	0	0	0	0	0.0%	0.0%
Midwest	0	0	0	0	0.0%	0.0%
Total	516	444	4	1,584	58.9%	95.7%

Glossary

PSV: Pre-Sales Value, or the amount in R\$ obtainable by selling each real estate

unit.

%CBR: the Company's share, or the sum of its direct and indirect share in each project.

Pre-sales: the sum of values of all units sold the contracts for which have been signed.

Percentage of Completion ("PoC"): construction costs incurred divided by total construction costs. Revenue is recognized up to the incurred cost/total cost ratio.

Result to be recognized: due to the "PoC" accounting method, results from units sold are recognized according to the percentage of completion of construction costs. Therefore, it is the result to be recognized as costs incurred increase.

Cash generation (burn): change in net debt between two periods.

Net debt: total debt plus debenture and MBS issuance costs, net of accrued interest, less cash position (cash and cash equivalents + short- and long-term marketable securities).

MBS: Mortgage-backed securities.

Earnings per share: net income for the period divided by total shares (on the last day of the quarter), net of Treasury shares.

Landbank: all the land available for future launches.

Swap: land purchase arrangement whereby the Company pays for land with units (in the case of unit swaps) or with cash flows from sales of units (in the case of financial swaps).

SFH: Sistema Financeiro da Habitação, or Financial Housing System.