


# RESULTS

# 3Q13

**November 14, 2013.**

CYRELA
BRAZIL REALTY




# 3Q13 Results

| | |
|---|---|
| Introduction | Elie Horn |
| Operating Results | Raphael Horn |
| Financial Results | Eric Alencar |

# Cyrela's Highlights

- **Gross margin stood at 32.8%, up 1.1 p.p. vs 3Q12 and up 0.2 p.p. vs 2Q13. In 9M13, gross margin of 32.7% vs 30.9% 9M12.**
- **EBITDA margin of 20.6%, an increase of 2.3 p.p. vs 3Q12 and an increase of 0.6 p.p. vs 2Q13. In 9M13, EBITDA margin stood at 20.6% versus 17.8% in 9M12.**
- **Cash consumption of R$ 35 million in the quarter. In 9M13, a cash generation of R$ 335 million vs a cash generation of R$ 44 million in 9M12.**
- **Pre-sales of R$ 1,361 million in 3Q13, which is 22.5% lower vs 3Q12 and 37.6% lower vs 2Q13. In the year, pre-sales of R$ 4,900 million vs R$ 4,290 million in 9M12.**
- **Launches of R$ 1,234 million in 3Q13, 18.7% lower vs 3Q12. In the year, the volume launched was R$ 3,952 million, which is 13.0% higher than 9M12.**
- **Net revenue of R$ 1,394 million in 3Q13, 1,6% higher vs 2Q13. In 9M13, net revenue totaled R$ 3,982 million, 5.2% lower than 9M12.**
- **Net debt / Equity of de 35.0% in 3Q13 vs 35.6% in 2Q13.**
- **ROE of 15% (Net income LTM / Equity average LTM ex-minorities).**

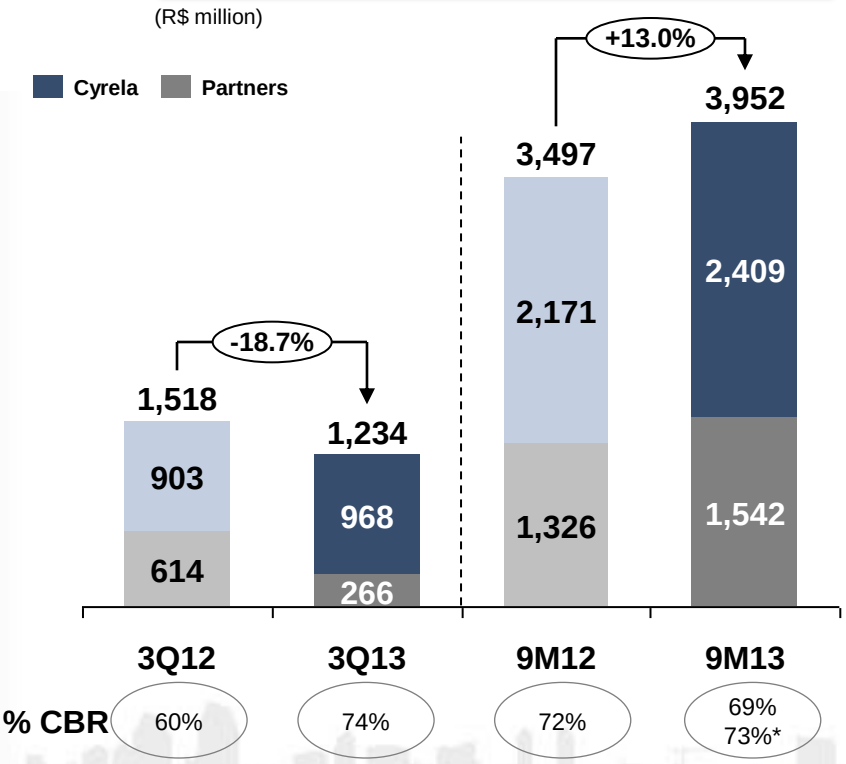



# Operating Figures

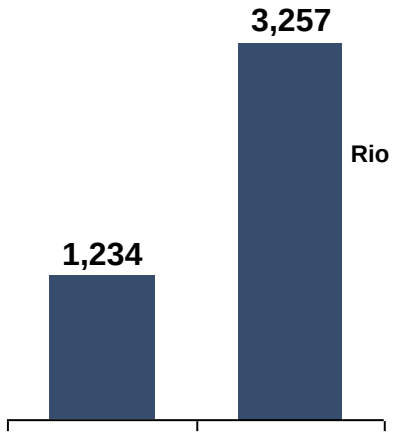
# Cyrela's Launches

- **R$ 1,234 million in 3Q13 vs R$ 1,518 million in 3Q12;**
- **R$ 3,952 million in 9M13 vs R$ 3,497 million 9M12.**
- **In 9M13, 61% of total launches were from middle and high segments ("MAP") and 39% were from Economic + "MCMV Faixa 1"**

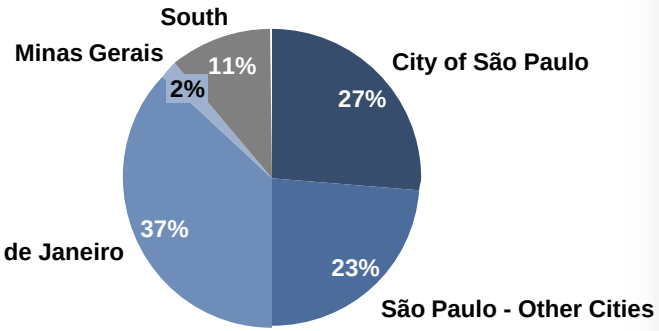
## Launches




## Ex-"Faixa 1"




## Launches by Region 3Q13

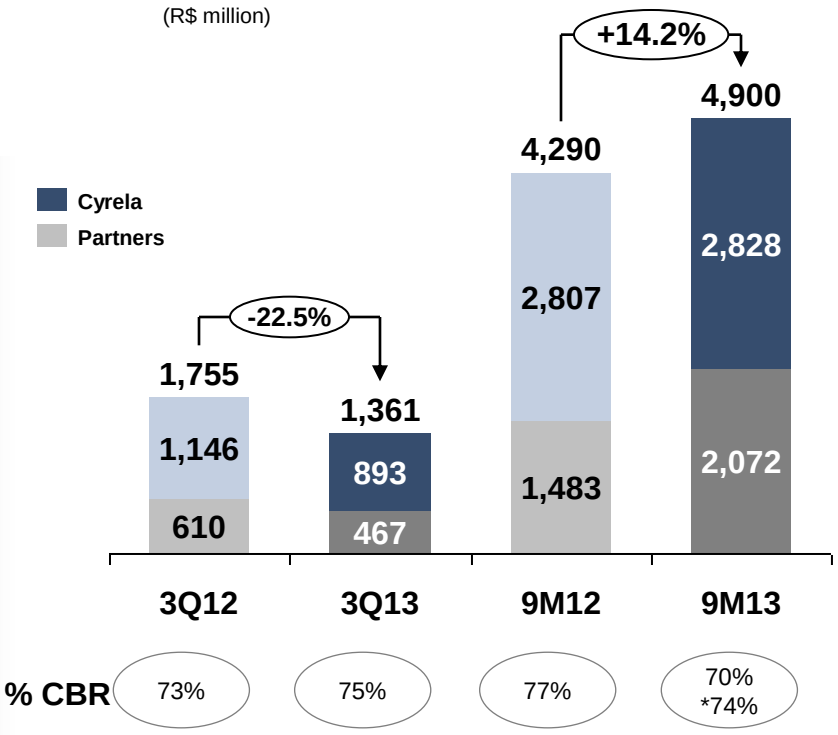



* %CBR w/o "Faixa 1"

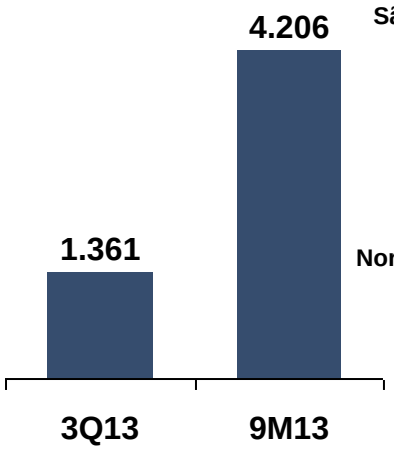
# Cyrela's Pre-Sales

- 61% of pre-sales were from inventories;
- %CBR: 75% in the quarter.

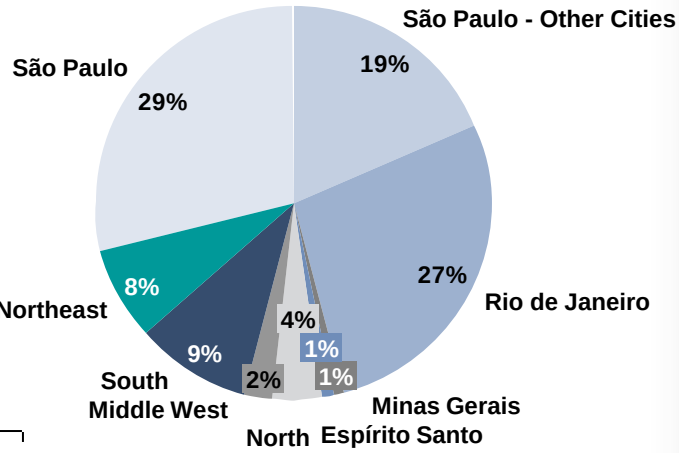
## Pre-Sales




## Ex-"Faixa 1"




## Pre-Sales by Region 3Q13

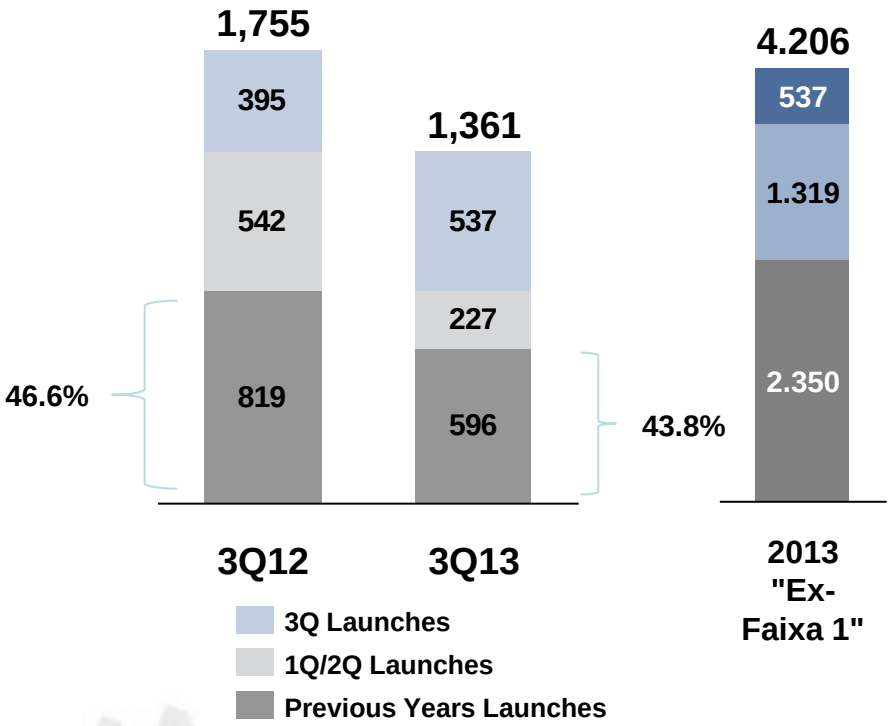



* %CBR sem faixa 1

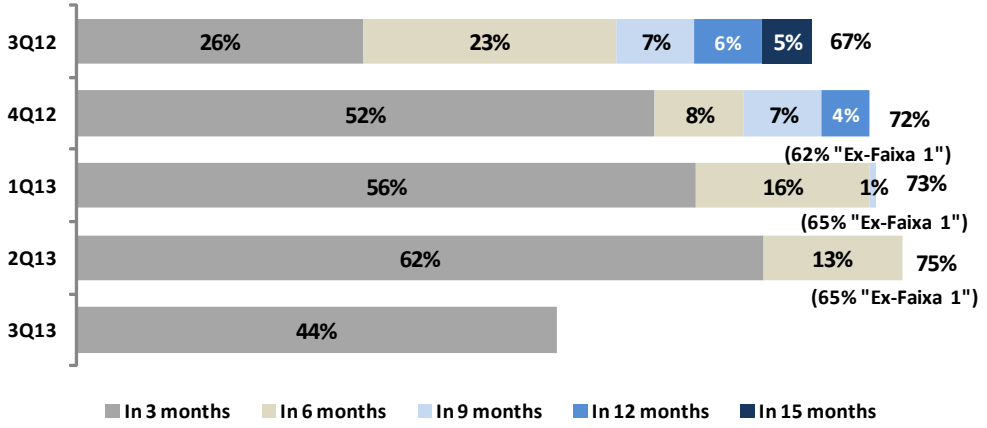
# Sales Speed

- Sales Over Supply LTM ("$VSO_{12M}$") of 3Q13 was of 54.0% .
- Excluding "MCMV Faixa 1", $VSO_{12M}$ of 3Q13 was of 48.8%.

## Sales by Vintage



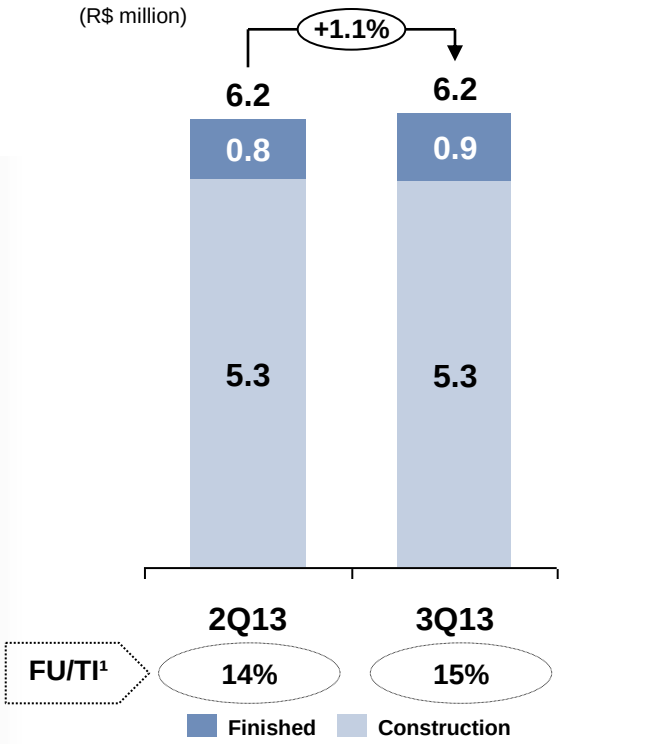

## VSO



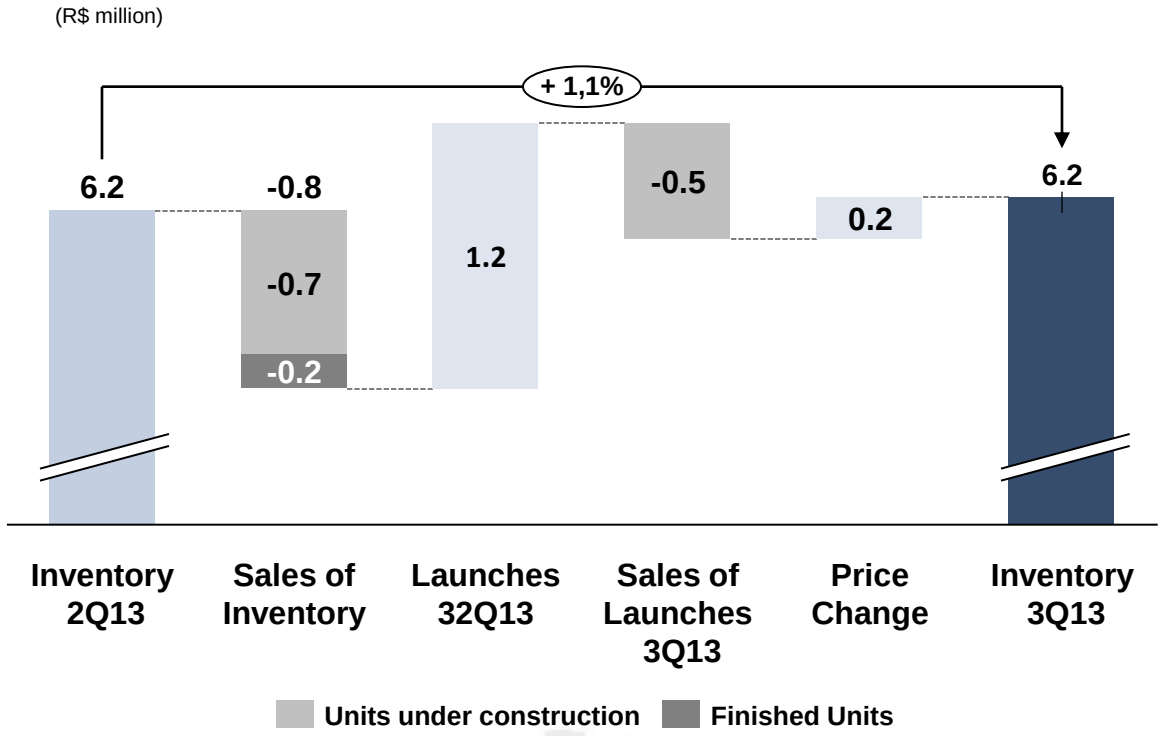
# Inventory

- R$ 6.2 billion in inventory (R$ 4.9 billion %CBR);
- 15% of finished units (vs 13.3% in 4Q12).

## Total Inventory




## Inventory Change

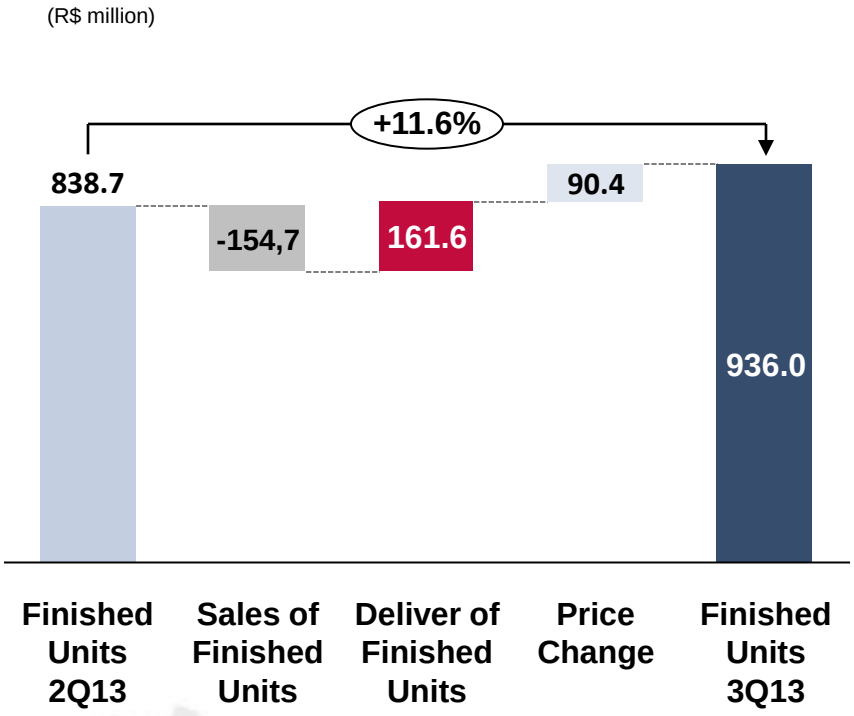



¹ Finished units / Total inventory

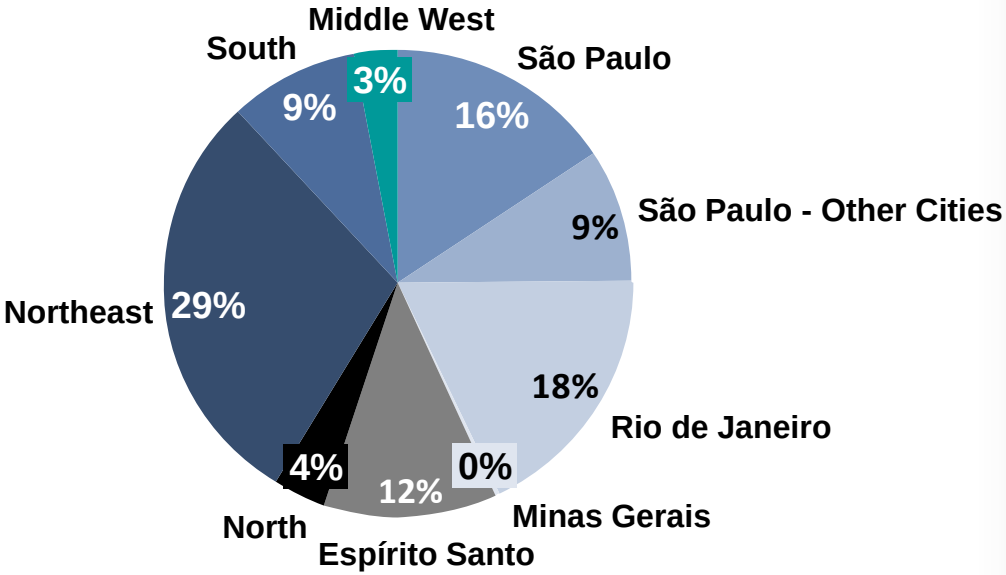
# Finished Units

- R$ 936 million (vs. R$ 953 million in 4Q12)
- 10 biggest projects in finished units represents, approximately, 43% of total finished units in 3Q13.

## Finished Units

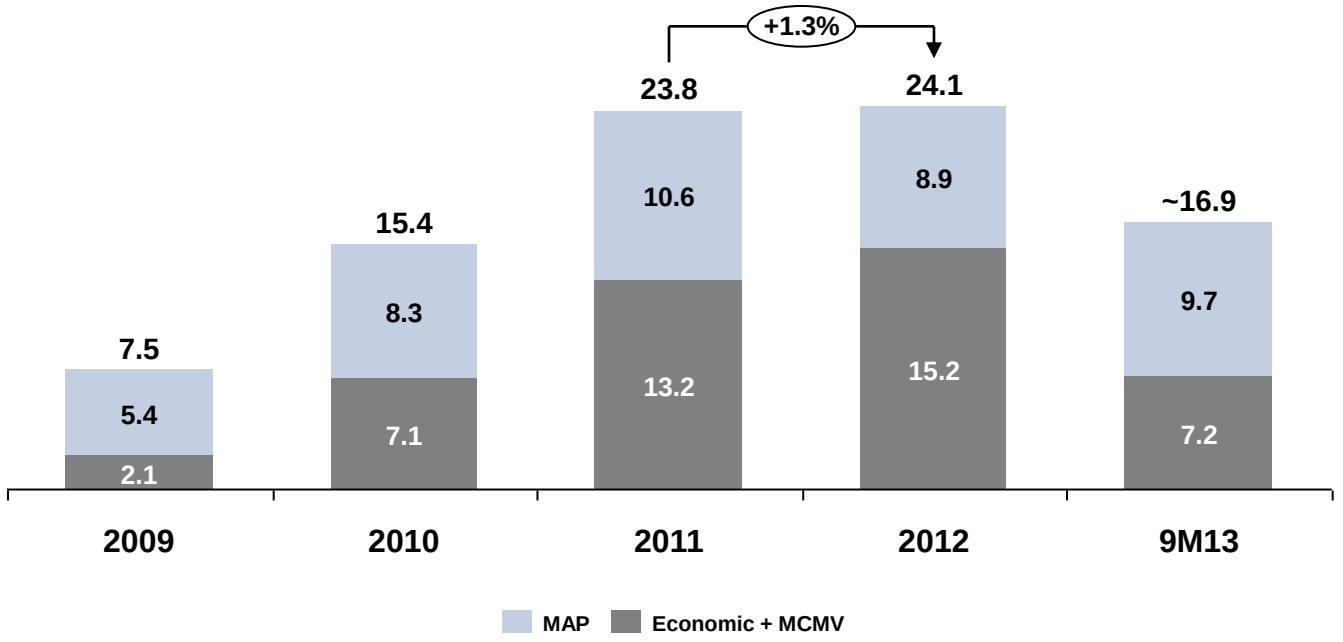



## Breakdown



# Delivered Units

(Thousand units)




- **6.5 thd delivered units in 25 projects. In 9M13, 17 thd units in 60 projects delivered;**
- **Economic + MCMV: 3.2 thd units in 12 projects in 3Q13. In 9M13, 7.2 thd units in 27 projects delivered;**
- **The units delivered in 3Q13 totaled a PSV of R$ 1.5 billion. In 9M13, R$ 4.0 billion were delivered.**

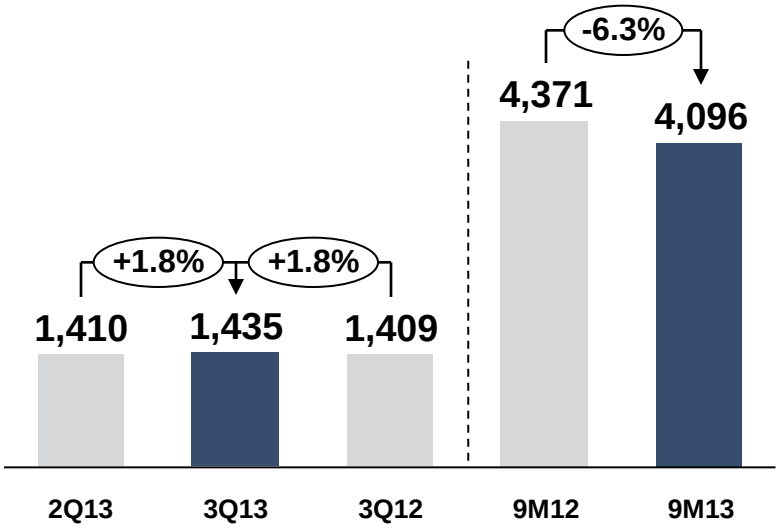



# Financial Results

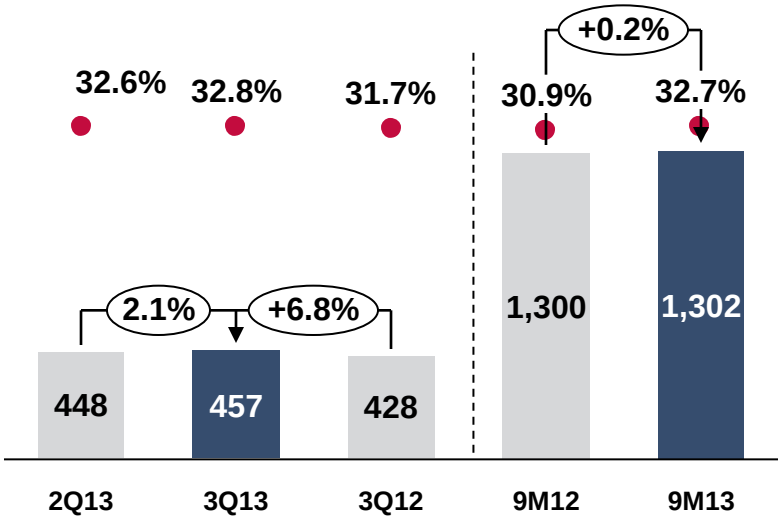
# Financial Results

(R$ million)

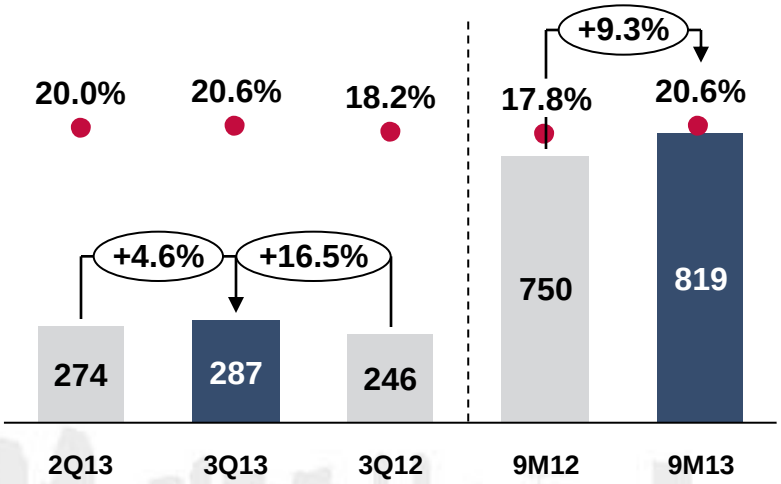
## Gross Revenue



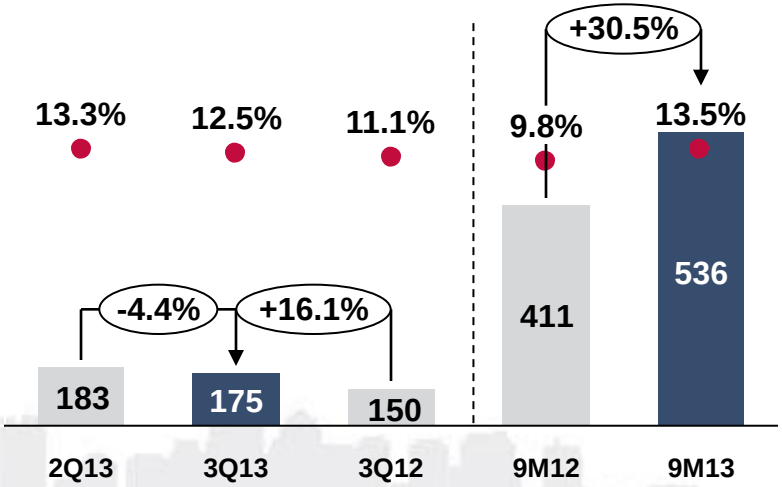

## Gross profit and Gross margin



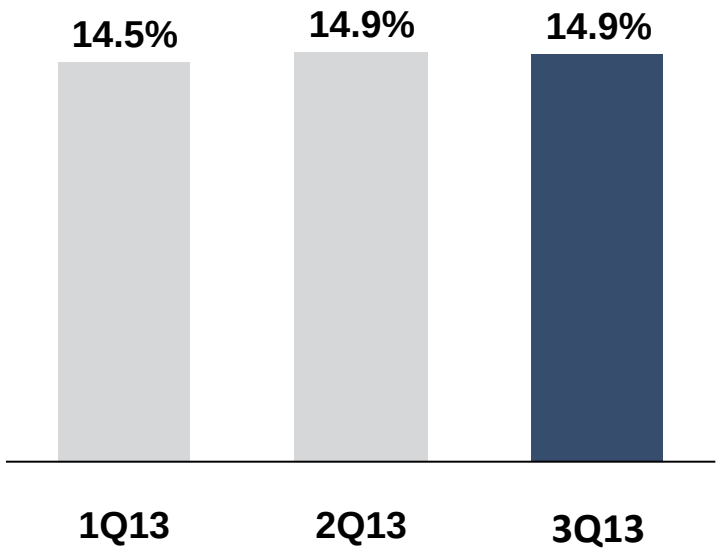

## EBITDA and EBITDA margin




## Net income and Net margin



# Return on Equity*

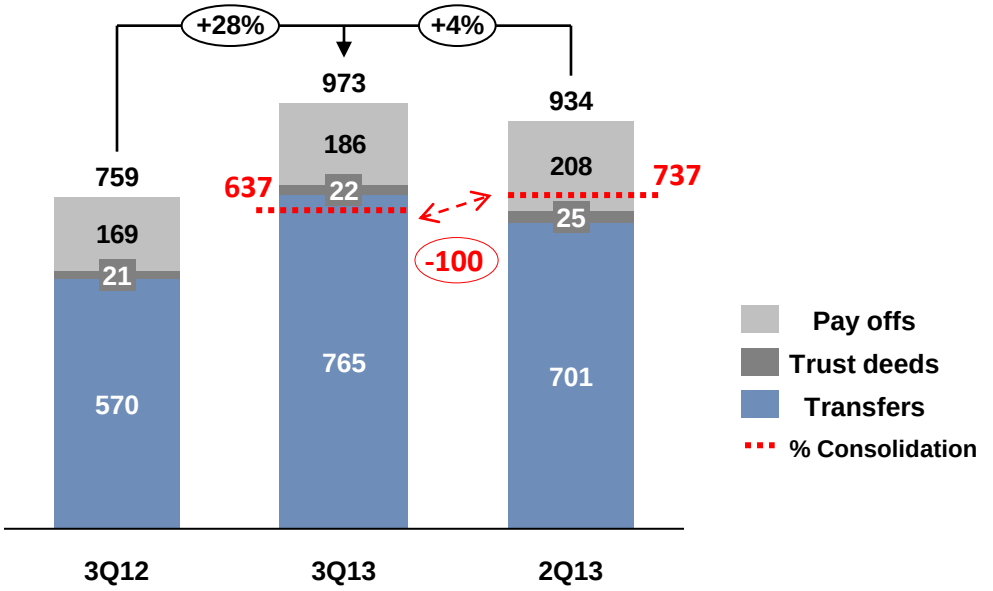



- **Return on Equity kept stable at 15%.**

*ROE: Net income LTM / Average Shareholders' equity (3Q13-3Q12), excluding minorities

# Transfers, Pay offs, Trust Deed

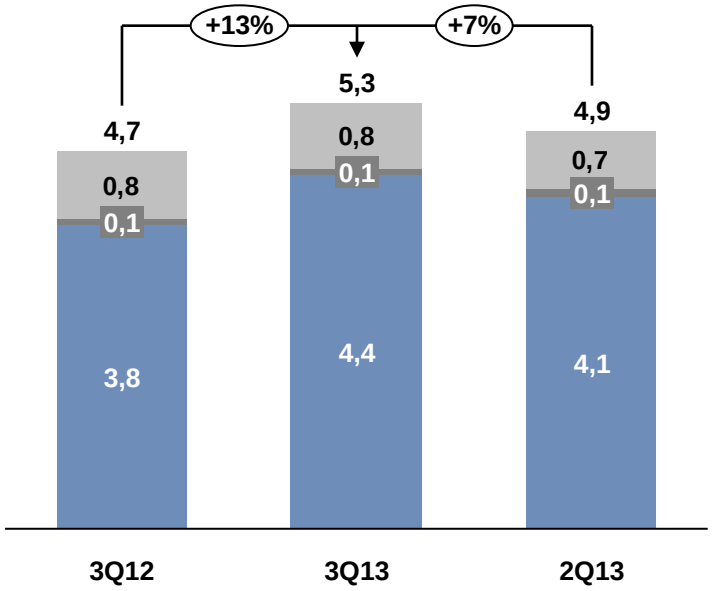
## Volume (R$ Million)







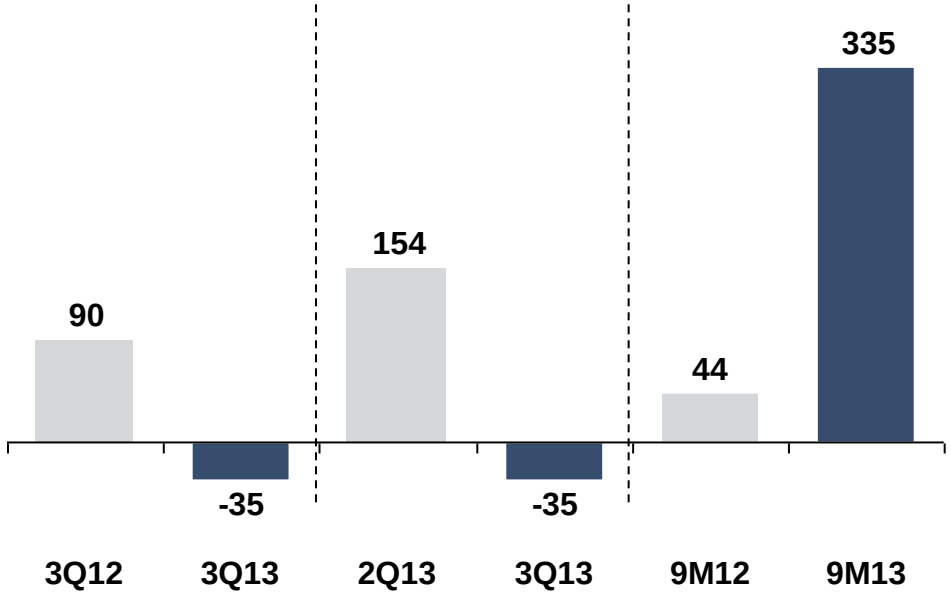
## Units (thd)




- An increase of 4% and 7% in the volume and units, respectively, transfered when compared to 2Q13.
- A higher stake of LIVING products (53% in 2Q13 vs 61% in 3Q13 ) and a slight increase in the average ticket from R$ 172 thd in 2Q13 to R$ 175 thd in 3Q13.
- Highlight for the projetc “Domínio Marajoara” (São Paulo) and for transfers from Cury, which together represented 24% of all transfers

# Cash Generation / Burn*

(R$ million)



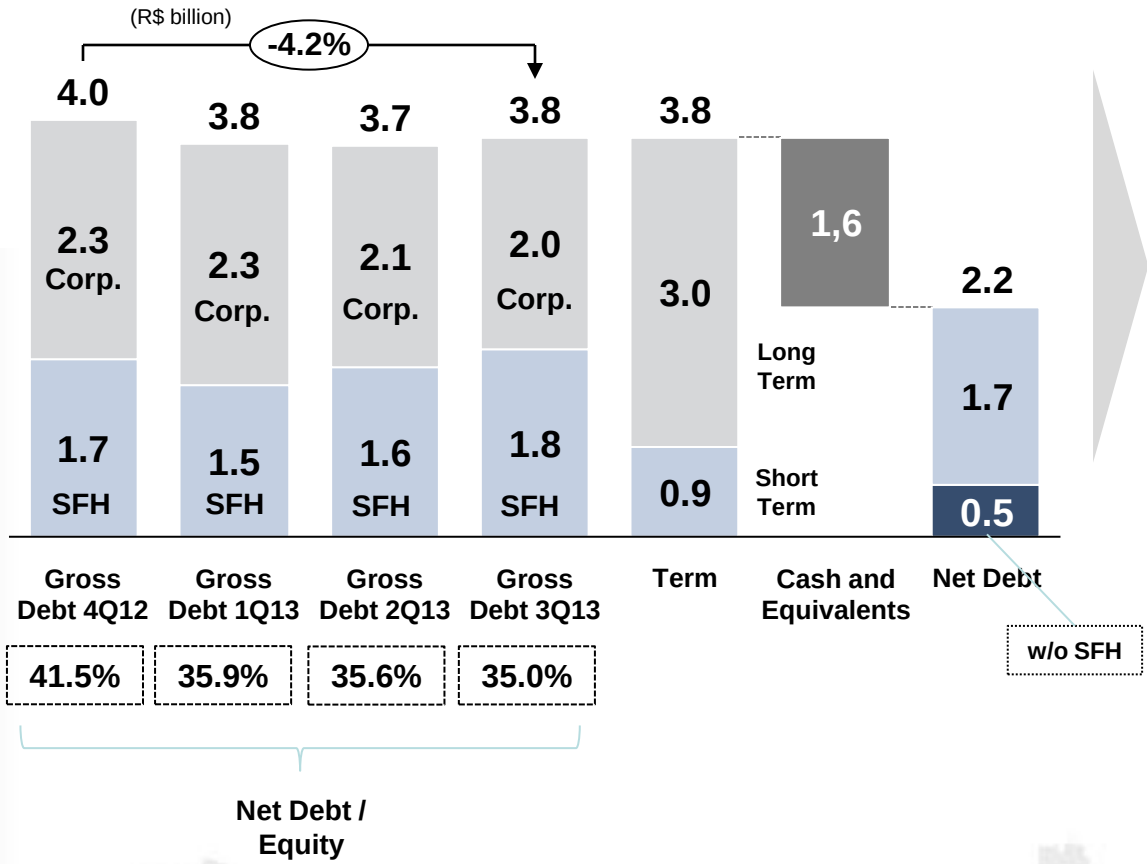

- **Cash consumption of R$ 35 million in 3Q13 vs a cash generation of R$ 90 million in 3Q12 and a cash generation of R$ 154 million in 2Q13. In 9M13, cash generation was of R$ 335 million vs a cash generation of R$ 44 million in the same period of 2012.**

• Ex dividend payment, buyback program and stake acquisition.

# Liquidity and Debt

- **Net debt / Equity remained at levels of 35%;**

## Debt




| Indicators | Total Debt | Debt ex-SFH |
|---|---|---|
| Net Debt / EBITDA 12M | 1,91x | 0,35x |
| Net Debt / Equity | 35.0% | |
| Average Cost | w/o SFH: 110.4% CDI<br>SFH: TR + 9,40% p.y. | |
| Duration | 1,8 year | 1,9 years |
| Short Term | 23% | 19% |
| Long Term | 77% | 81% |

# Contact IR

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