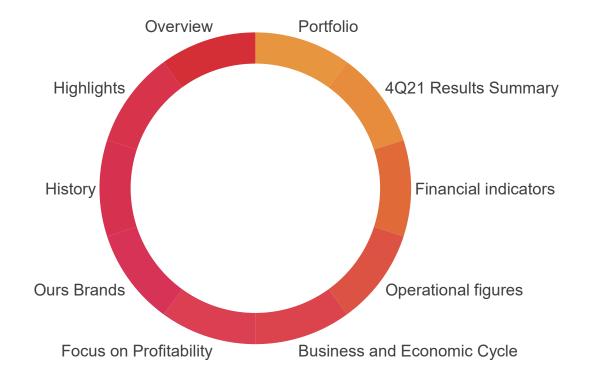
CYRELA INVESTOR RELATIONS

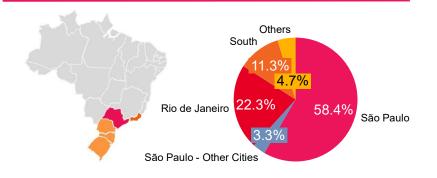
CORPORATE 4Q21 PRESENTATION

AGENDA



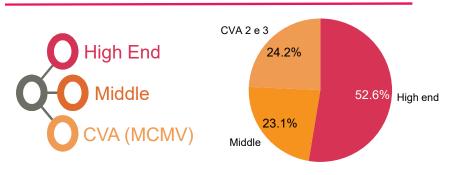
OVERVIEW

GEOGRAPHICAL FOOTPRINT (LAUNCHES 100%) OF 2021



CYRELA RATING National Scale: brAAA Global Scale: BB Outlook: Stable National Scale: AA+.br Outlook: Stable

PRODUCT FOOTPRINT (LAUNCHES 100%) OF 2021



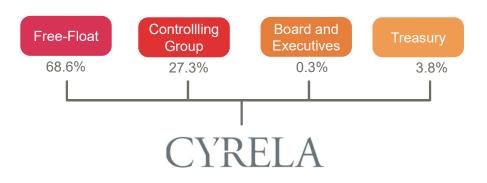
SHAREHOLDERS' STRUCTURE

•

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•

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HIGHLIGHTS

CYRELA

SOLID GROUP WITH EXTENSIVE EXPERIENCE IN THE INDUSTRY



Leadership position in the industry;



More than 50 years of history;



~ 4.687 employees (construction + administrative);



More than 200,000 clients;



Receivables – R\$ 6,6 billion (December, 2021);



r Il

目← (②)

Solid financial situation and relationships with major banks.

Focus on São Paulo, Rio de Janeiro and South;

Integrated operation from land acquisition to construction;



Top

Top Imobiliário 2021 | Incorporation and Construction;

Strong Brand

Valor 1000 | The 1000 biggest companies;



Expertise in design and innovative projects.

HISTORY				
		Expansion to Rio de Janeiro and other states; Cyrela Brazil Realty IPO in 2005; Spin-off of Properties Division (Cyrela Commercial Properties); 1st debenture offering (out of a series of 15 debentures);	CYRI	ELA
Cyrela is founded as a land broker in São Paulo.		1st real estate receivables backed securitie (CRI) issuance (out of a series of 11 CRI's, 8 from Cyrela and 3 from JVs).		
FUNDATION 60'S	INTEGRATION 80'S AND 90'S	EXPANSION '00 -'10	CONSOLIDATION '11-'21	
	Vertical integration: • Land broker; • Developer; Brazil Realty becomes listed company.		14th debenture issuance; Focused and geographic reduction; Strategic planning focused in profitability vs. volume; Launch of Vivaz brand; CashMe creation.	

OUR BRANDS



CYRELA

FINANCIAL STRENGTH, CREDIBILITY AND ENTREPRENEURIAL VISION SKIS CYAAA Desenvolvimento Imobiliário JV'S & LAVVI PLANO&PLANO EXEMPLANO EXEMPLANO

OUR BRANDS

OPERATION SEGMENT





Economic





OUR BRANDS

OPERATION SEGMENT

C cashme

• Launched in 2018, a CashMe is a *fintech* from Cyrela's group that offers Home Equity Loans;

- Interest rates from 12,5% p.y. + IPCA (Brazilian CPI);
- R\$ 1,1 billion in revenues (December, 2021);
- Simplified process, completely online and in a few steps;
- Operating in over 40 Brazilian cities, in the South, Southeast and Midwest regions.



FOCUS ON PROFITABILITY

GOVERNANCE

- Committees:
- Processes e policies;
- B3's Novo Mercado listing (highest level)

TO

BASICS

BACK TO CYRELA "DNA"

- Focus on all segments;
- Living as a Middle income brand
- MCMV through Cury, Plano&Plano and our own brand, Vivaz

FINANCIAL DISCIPLINE

- Focus on margins
- "Cost Culture"
- Leverage Reduction
- Capital Structure adjustment through dividend payments



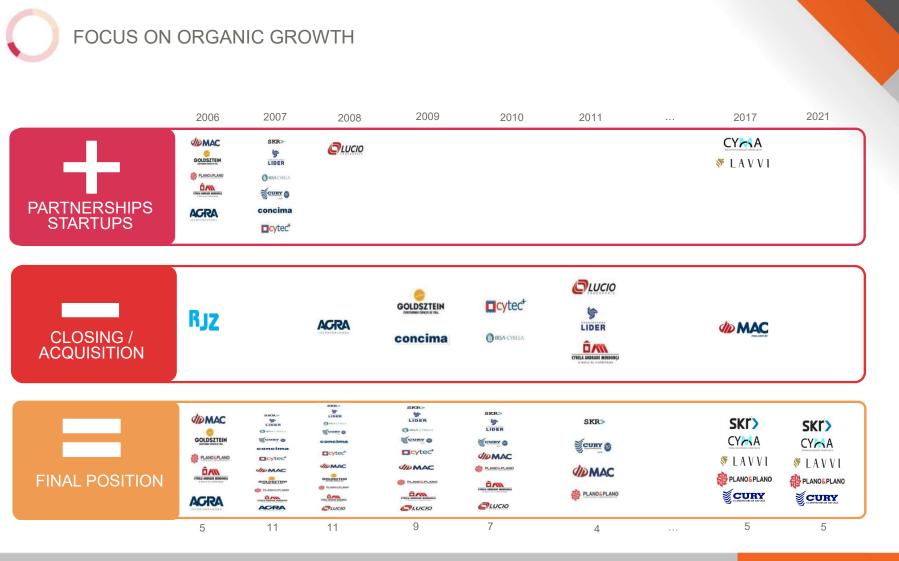
CYRE

B3 LISTED NM

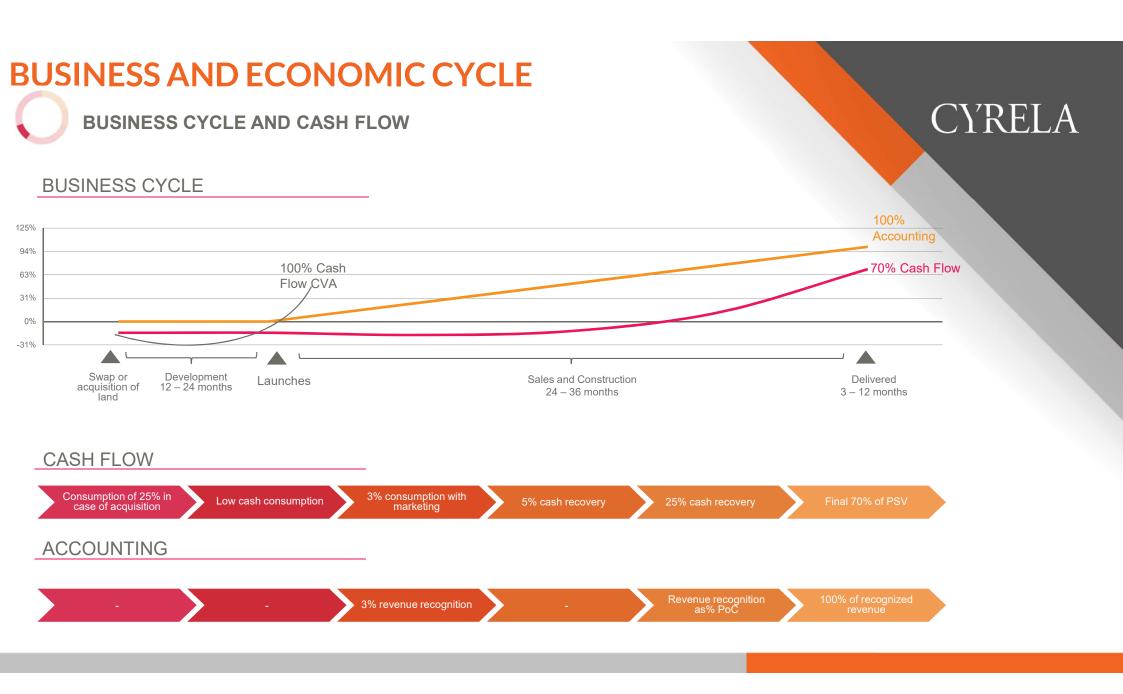
- Cyrela's culture strengthening
- Bonus focused on deliveries and profitability of the projects

EXECUTION

- Project level cost control;
- Systems and process improvement
- Corporate Engineering

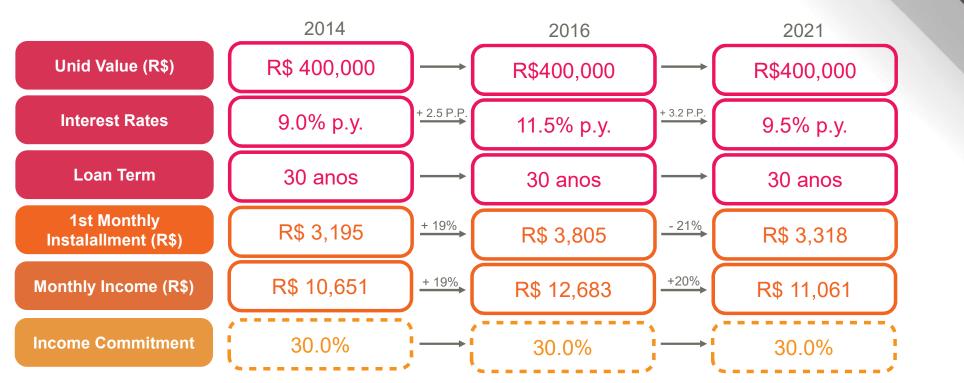


RESTRUCTURING THE STRATEGIC MODEL



BUSINESS AND ECONOMIC CYCLE

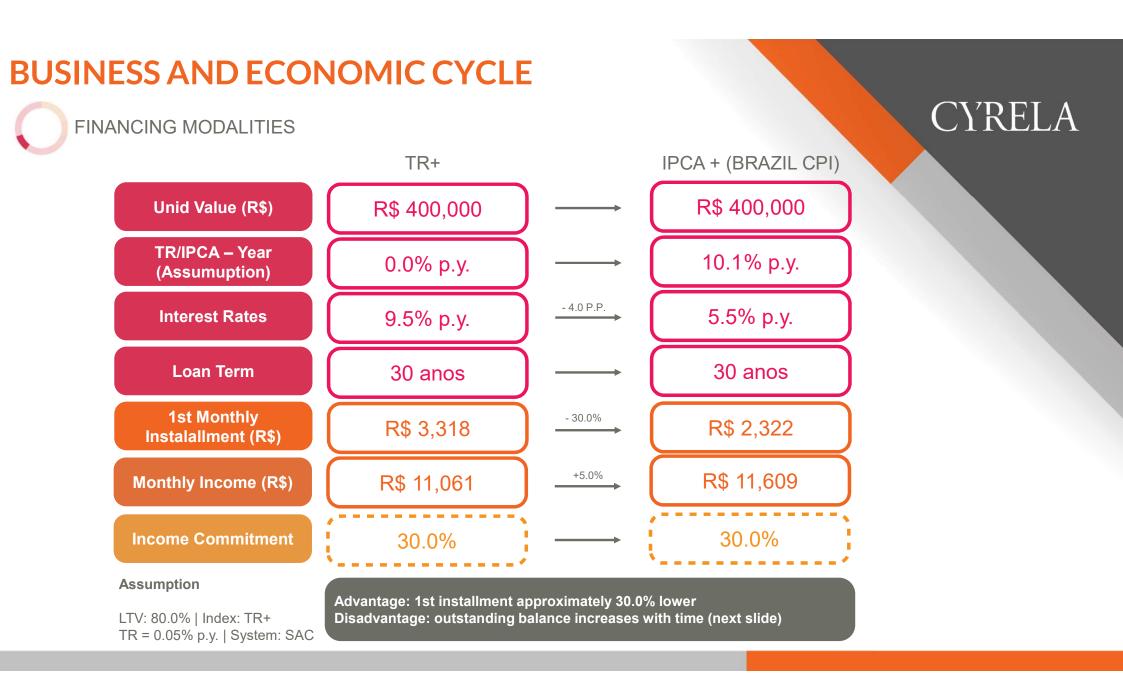
INTEREST RATES AND INCOME COMMITMENT



Assumptions:

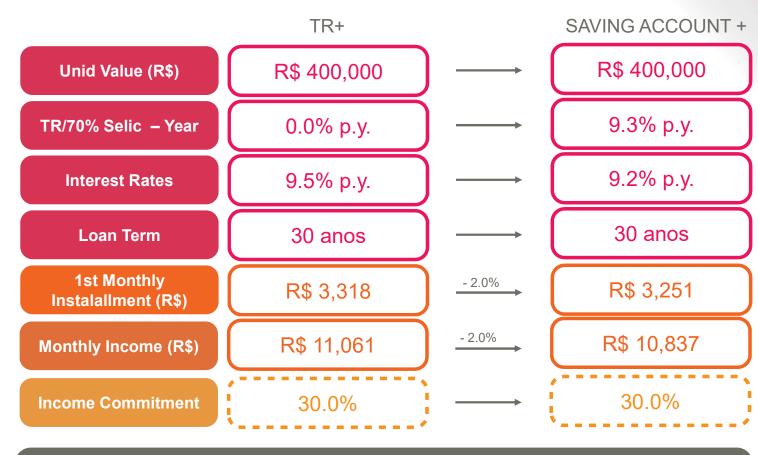
For each 1% increase (decrease) in interest rate, the monthly income must rise (fall) by approximately 8%.

LTV: 80% | Index: TR+ TR = 0.0% p.y. | System: SAC



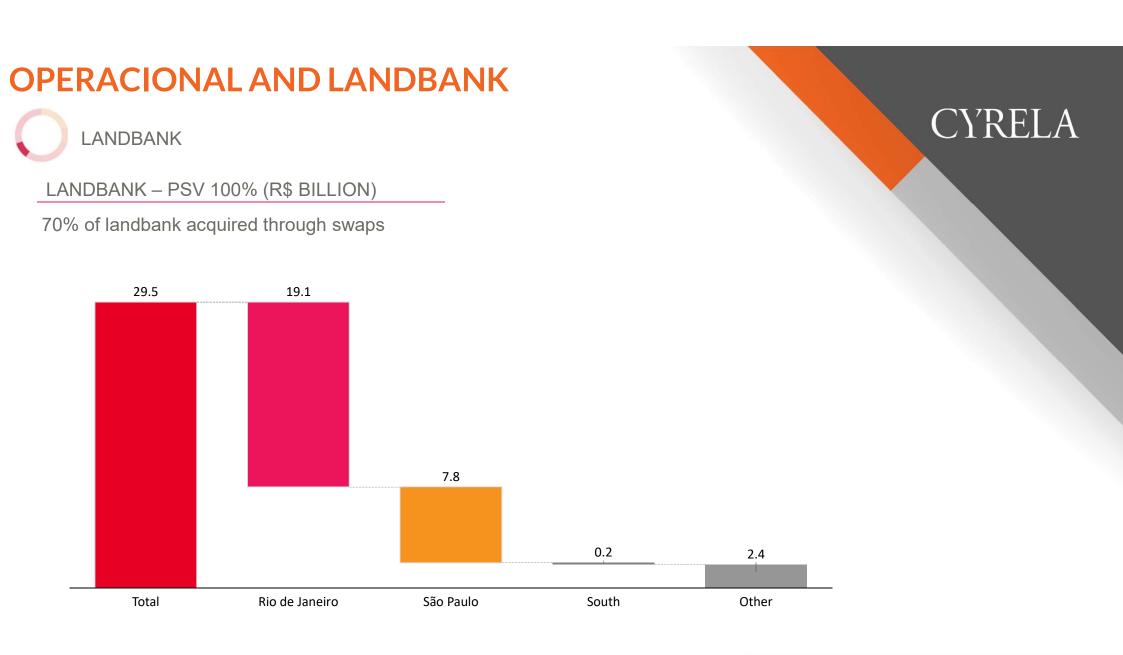
BUSINESS AND ECONOMIC CYCLE

FINANCING MODALITIES



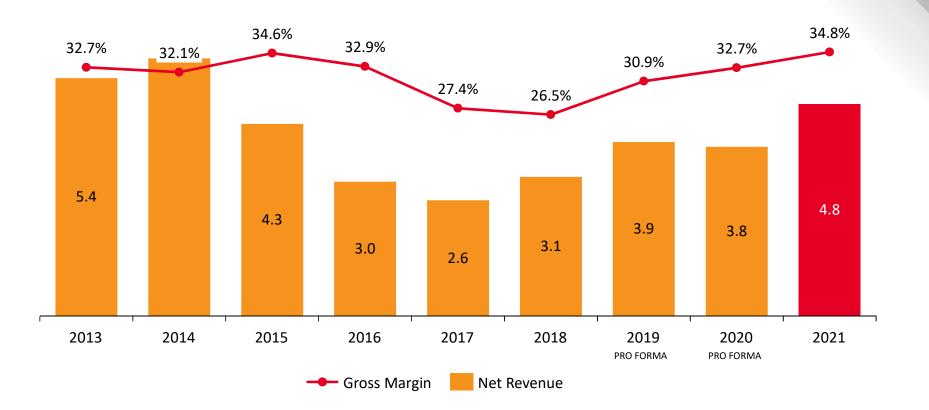
CYRELA

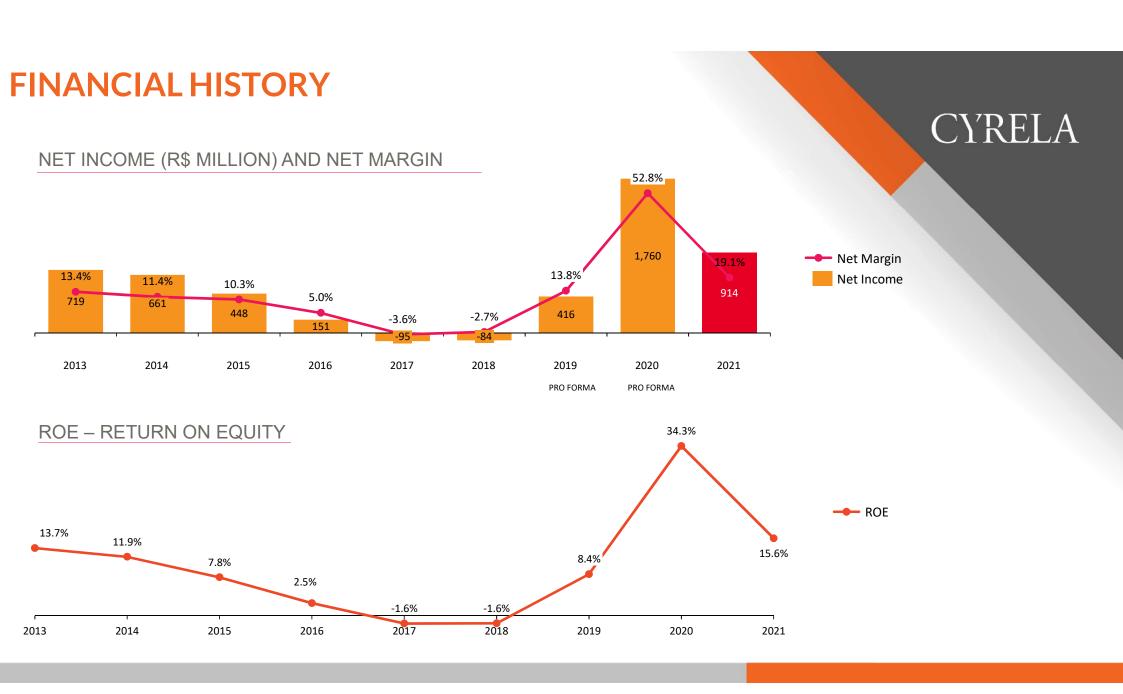
Advantage: Interest rate ceiling slightly above 9% p.y. (if Selic greater than 8.5%) Risk: Increased bank spread, as the savings rule should not change LTV: 80% Data: 2022 System: SAC Selic: 11.65% p.y. Saving Account: 9.27% p.y.

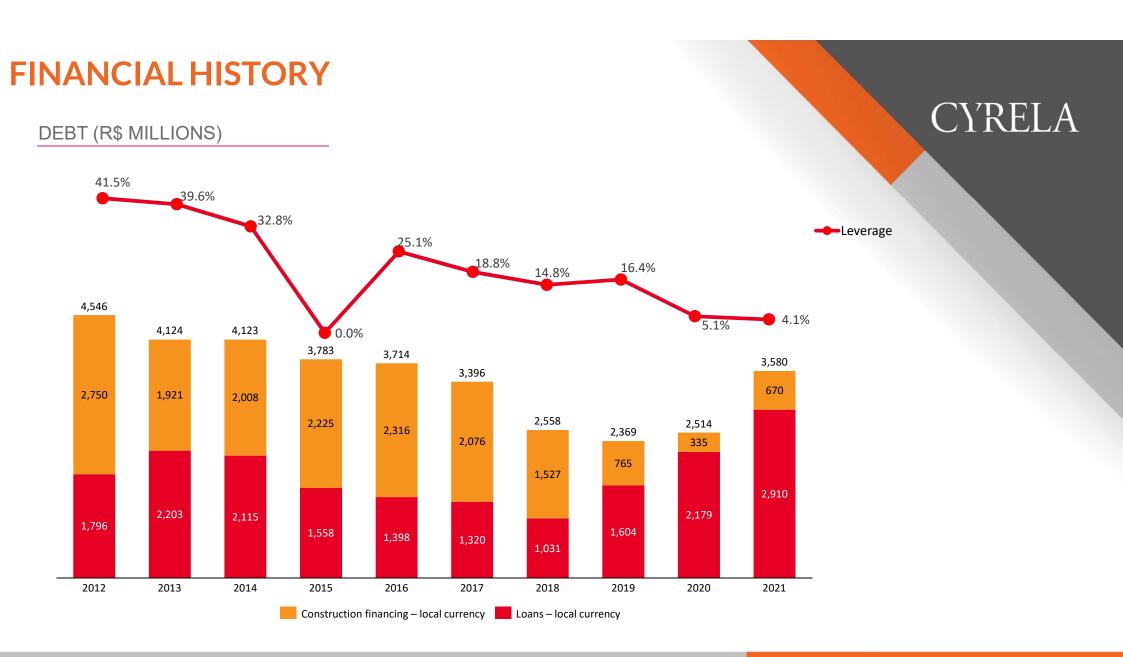


FINANCIAL HISTORY

NET REVENUE (R\$ BILLION) AND GROSS MARGIN

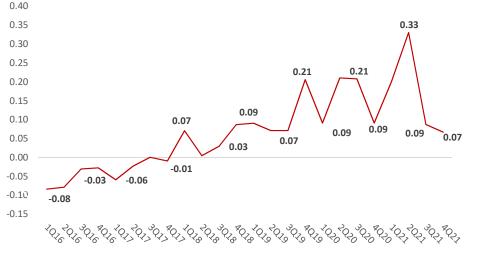






FINANCIAL HISTORY

COVENANTS



TOTAL DEBT+ PROPERTIES PAYABLE – SFH DEBT – DISPOSALS EQUITY <= 0,80

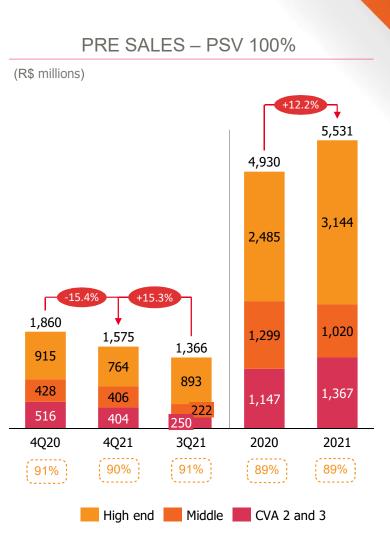


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RECEIVABLES + PROPERTY FOR SALE NET DEBT – PROPERTIES PAYABLE – UNRECOGNIZED COSTS AND EXPENSE >= 1.50 OR <0

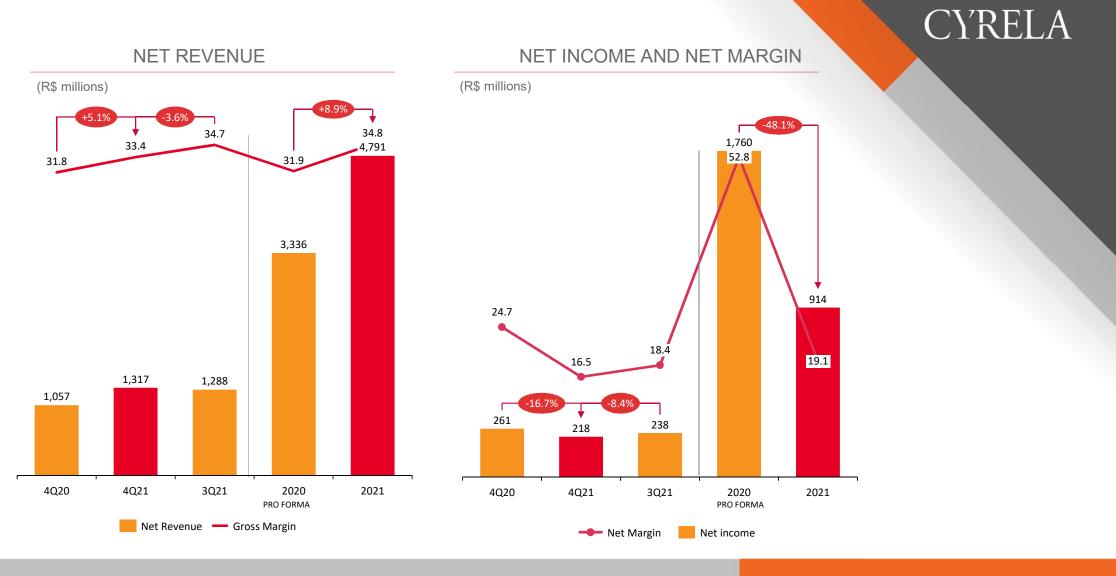
OPERATING RESULTS-4Q21





OPERATING RESULTS-4Q21 CYRELA DELIVERED – PSV 100% **INVESTORY – PSV 100%** (R\$ millions) (R\$ millions) +48.1% +15.3% 2,215 -802 225 7,473 12 2,555 224 6,481 -655 1,496 -118 85 660 -773 220 96 +21.7% +13.2% 158 ¥ 308 781 690 100 642 29 110 158 66 75 47 938 798 247 439 551 229 62 Sales of Price Inventory Sales of Launches Inventory 4Q20 4Q21 3Q21 2020 2021 3Q21 inventories 4Q21 launches change/adj 4Q21 4Q21 4Q21 Others South Rio de Janeiro São Paulo - Other Cities São Paulo

OPERATING RESULTS-4Q21



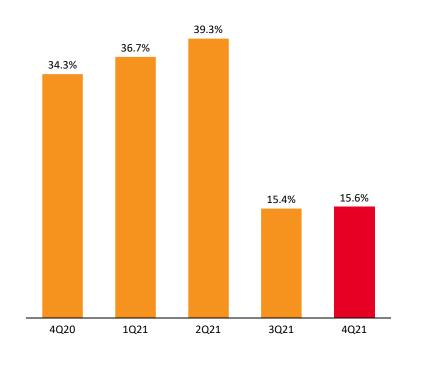
OPERATING RESULTS-4Q21

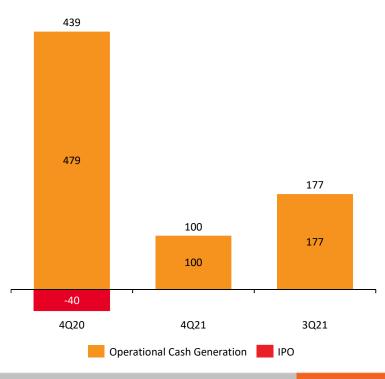
ROE – RETURN ON EQUITY

CASH GERATION / CONSUMPTION

(R\$ millions)

(R\$ millions)





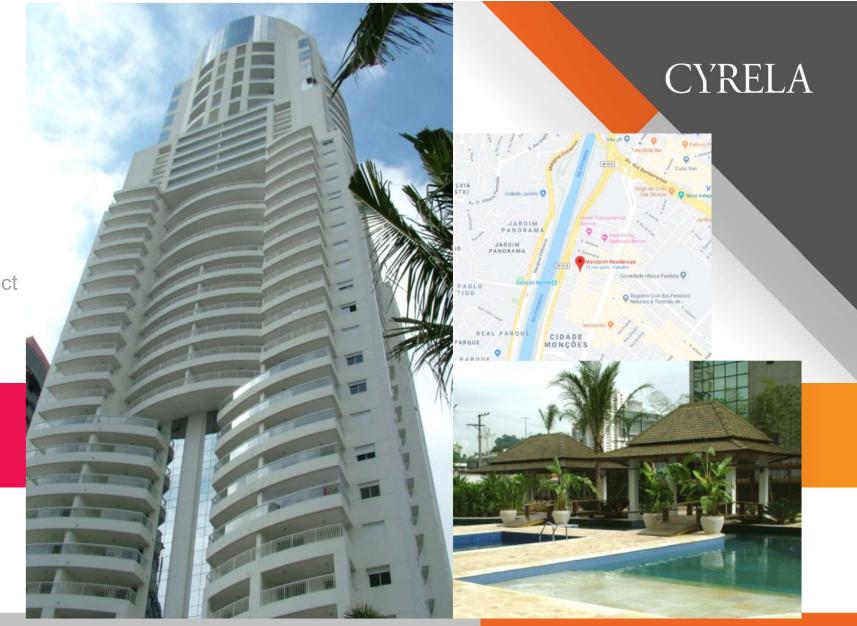


CLICK HERE TO SEE THE FULL REPORT WITH 4Q21 RESULTS

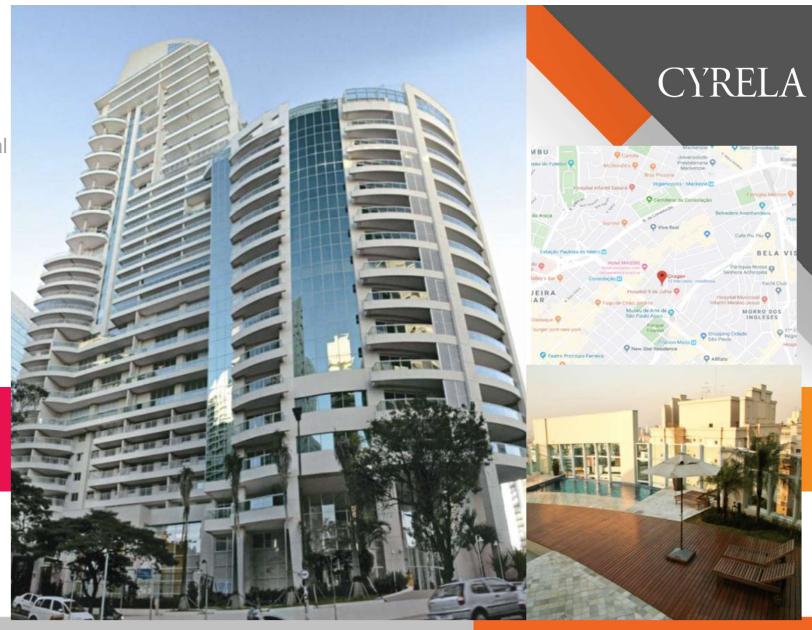
PORTFOLIO CYRELA

- Tallest residential building in Latin America (2006)
- Ballroom on the 41st floor
- First project with different typologies in the same project

MANDARIM SÃO PAULO (2006)



First project to aggregate a residencial and a commercial tower in the same project



CIRAGAN SÃO PAULO (2007)

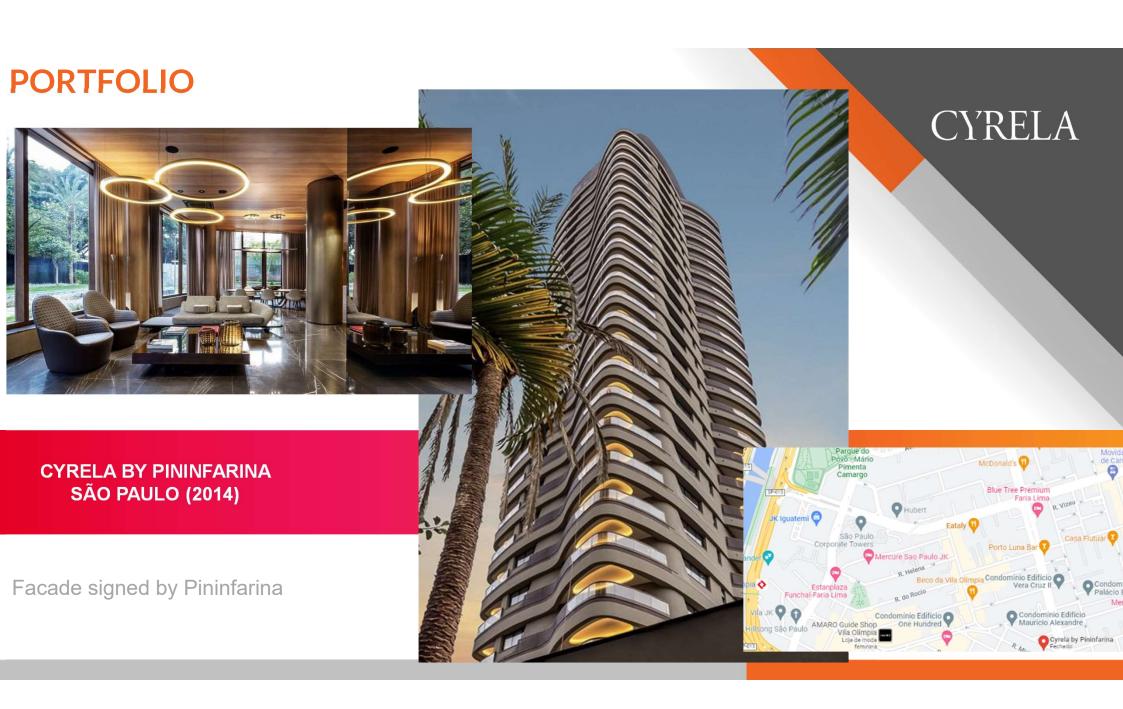






RISERVA GOLF RIO DE JANEIRO (2014)

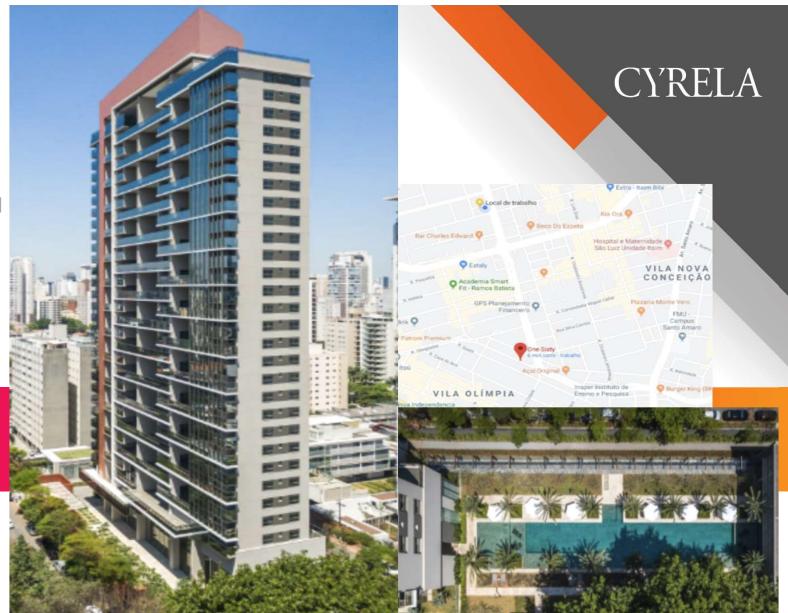




Project signed by Yoo Studio

A single tower on 5,650m² of land in the middle of Av. Faria Lima, in São Paulo, with pool houses, tennis court, spa and Olympicsized swimming pools

> ONE SIXTY SÃO PAULO (2015)



- Heritage has its facade signed by Pininfarina
- Floor plan with layout flexibility, including for bathrooms
- Box space and private deposit for all units



HERITAGE SÃO PAULO (2017)

All residences facing the beach and Parque do Flamengo;

The perfect mix between the design signed by Yoo Studio and the exuberance of the Marvelous City.

RIO BY YOO RIO DE JANEIRO (2018)



Apartments in Vila Clementino, a few meters from Ibirapuera;

Double height ballroom.

ICONYC SÃO PAULO (2019)







Outdoor and indoor pool with 25m lane, rooftop lounges, clay tennis court and much more.







N.A.U SÃO PAULO (2021)



HAUS PORSCHE CONSULTING PORTO ALEGRE (2021)



LE JARDIN CYRELA BY YOO SÃO PAULO (2021)

CYRELA

CONTACT RI

CYRELA BRAZIL REALTY S.A. EMPREENDIMENTOS E PARTICIPAÇÕES

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INVESTOR RELATIONS

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CYRE IBOVESPA B3 IMOB B3 IGCT B3 INDX B3 SMLL B3 IGC B3 IBRX50 B3 ICON B3 IBRA B3 IVBX B3 IDIV B3 ITAG B3

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