



RESULTS

3Q24

NOVEMBER 14TH, 2024

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

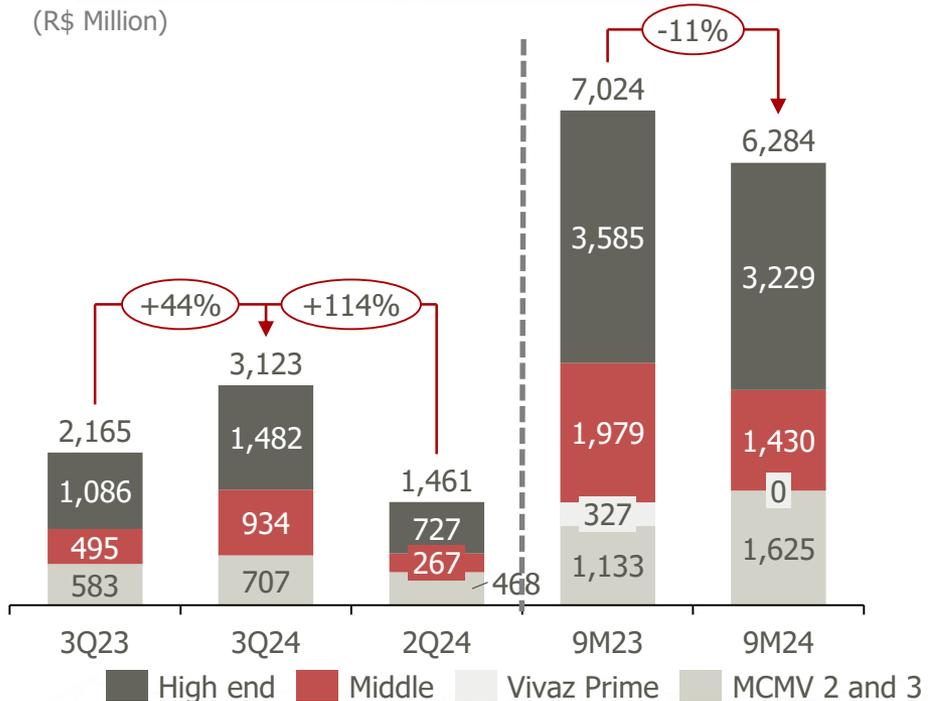
OPERATING FIGURES

CYRELA'S LAUNCHES

- R\$3,123 million in 3Q24, 44% higher vs 3Q23 and 114% up from 2Q24.
- 15 projects launched in the quarter.

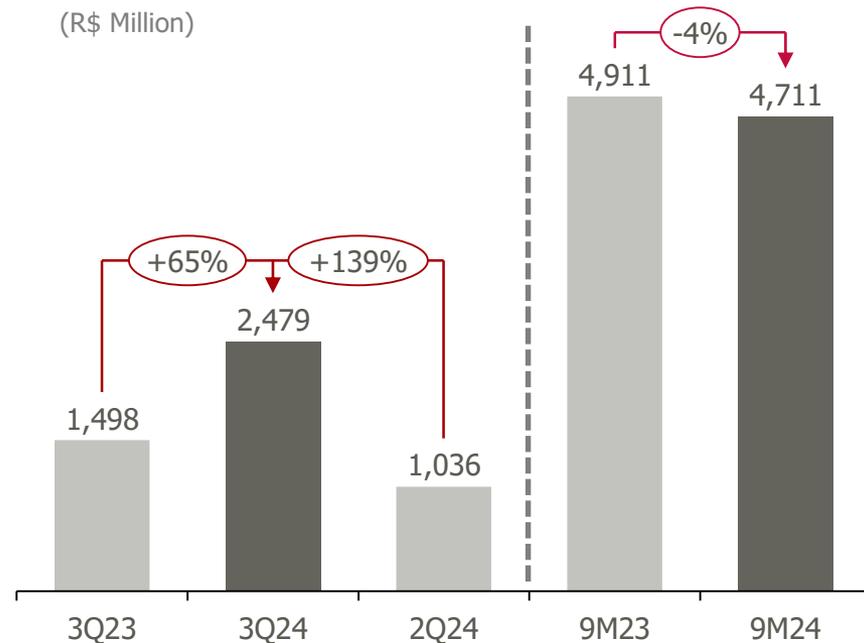
Launches PSV (100%)

(R\$ Million)



Launches PSV Ex-swap (%CBR)

(R\$ Million)



■ High end ■ Middle ■ Vivaz Prime ■ MCMV 2 and 3

% CBR

72%

82%

74%

74%

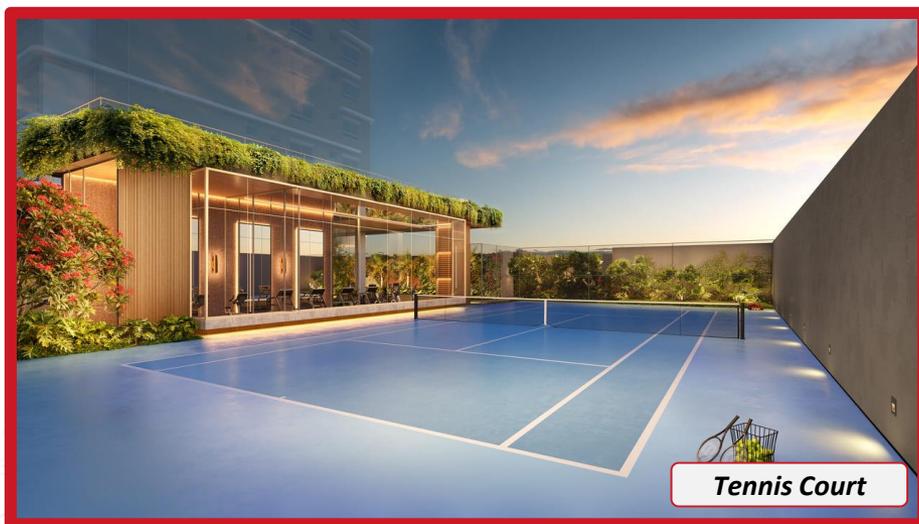
79%

HIGHLIGHTS

CASA GABRIELE BY CYRELA

- Rua Gabriele D'annunzio, 1045 – Campo Belo
- PSV: R\$ 323 million
- Units: 48

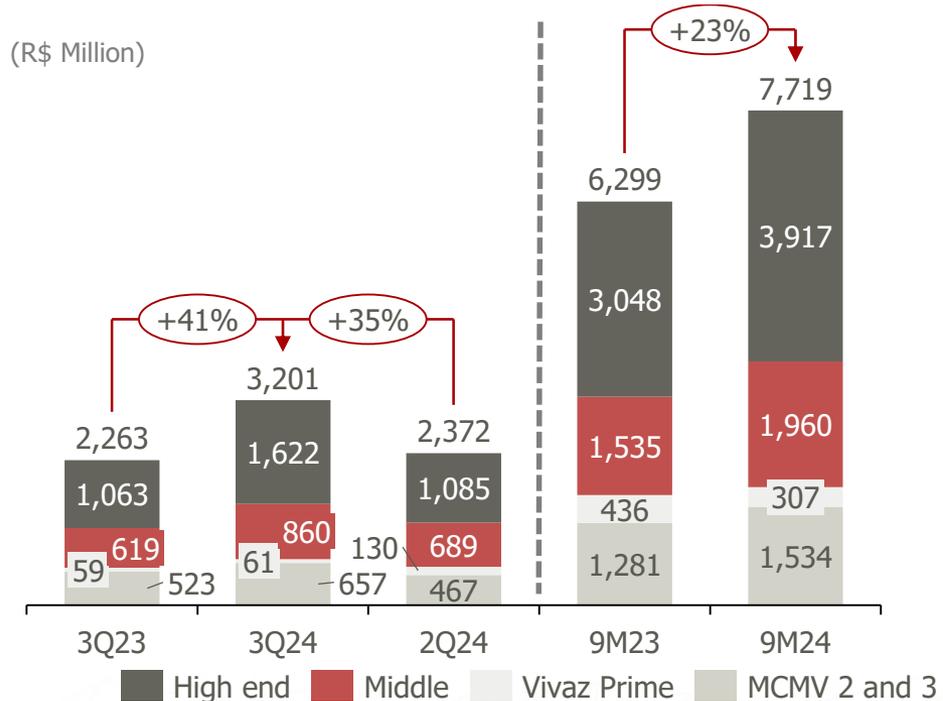
Access the projects website: [Casa Gabriele](#)



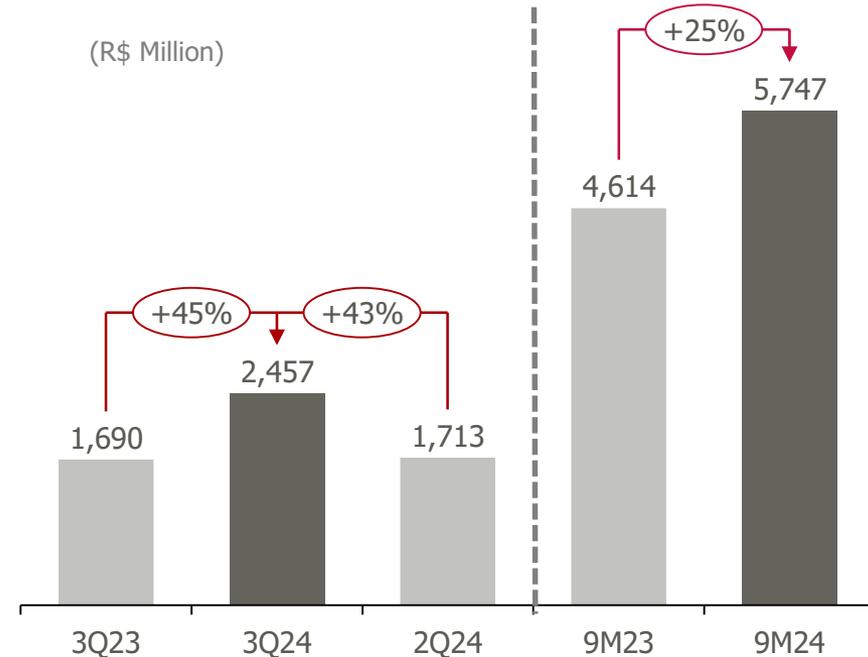
CYRELA'S PRE-SALES

- Net pre-sales totaled R\$3,201 million in 3Q24, 41% up from 3Q23 and 35% higher than 2Q24.
- %CBR of 79% in the quarter.

Pre – Sales (100%)



Pre – Sales Ex-Swap (%CBR)



% CBR

77%

79%

74%

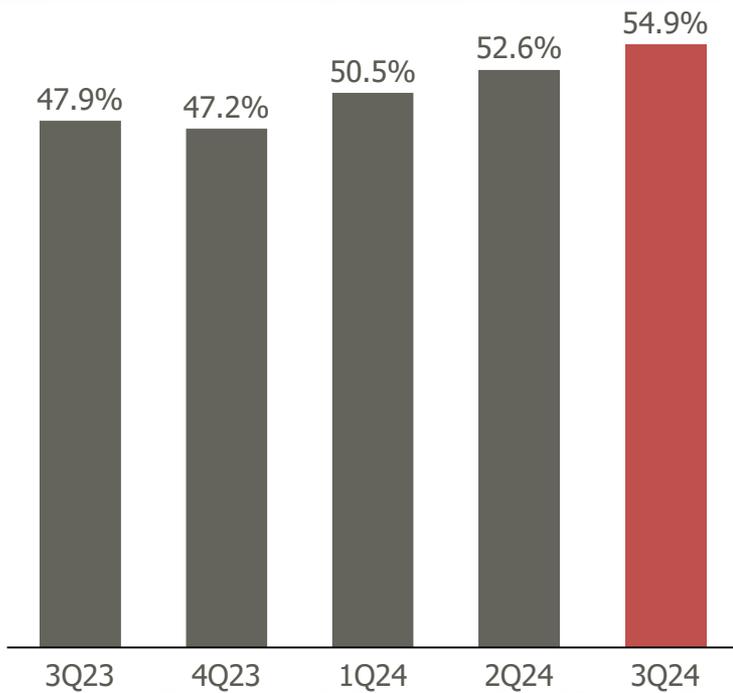
78%

78%

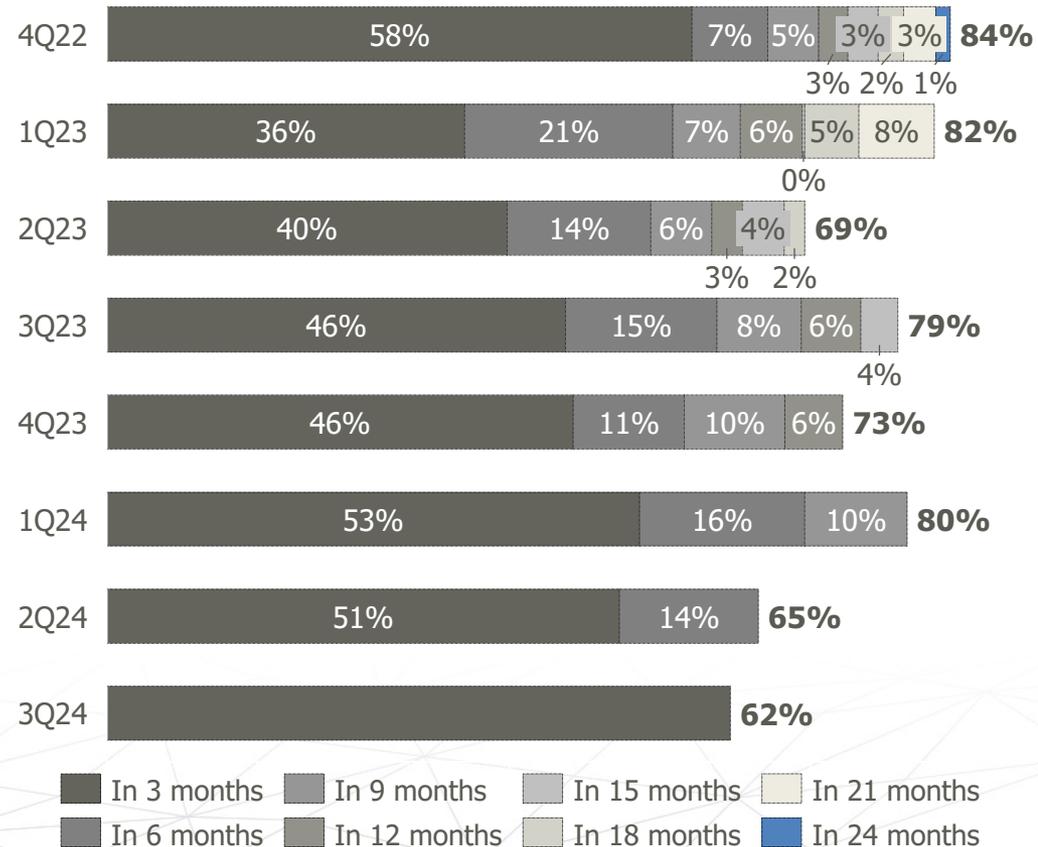
SALES SPEED

- The LTM SOS of the quarter reached 54.9%.

Sales Speed (12 month period)



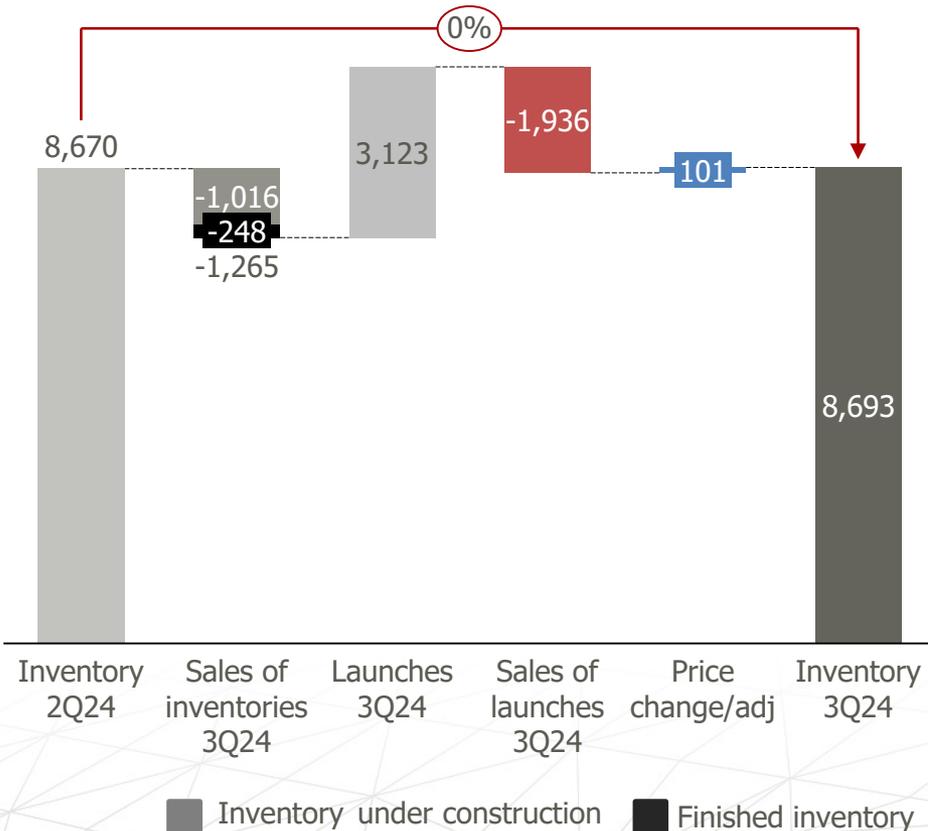
Sales by Launch Vintage



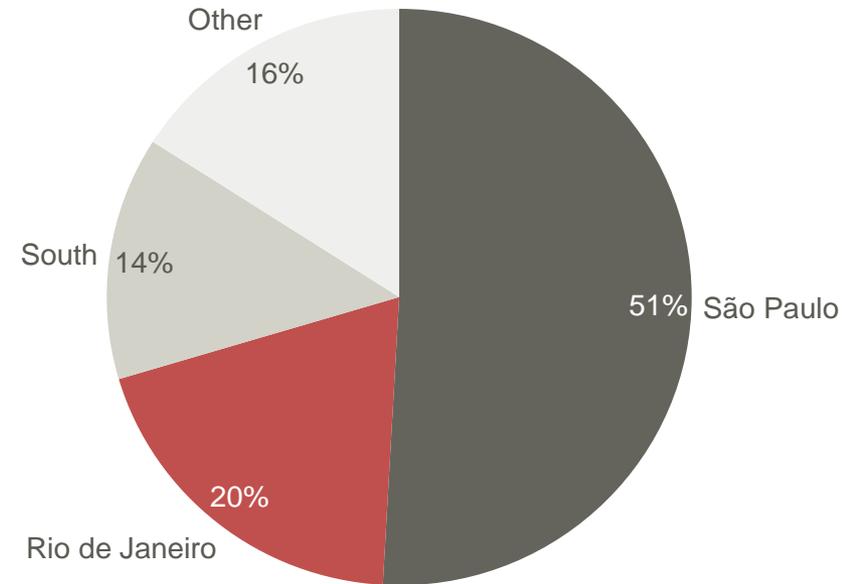
INVENTORY

- R\$8,693 million in PSV inventory at market value (R\$6,616 million %CBR).

Change in Inventory (R\$ Million)



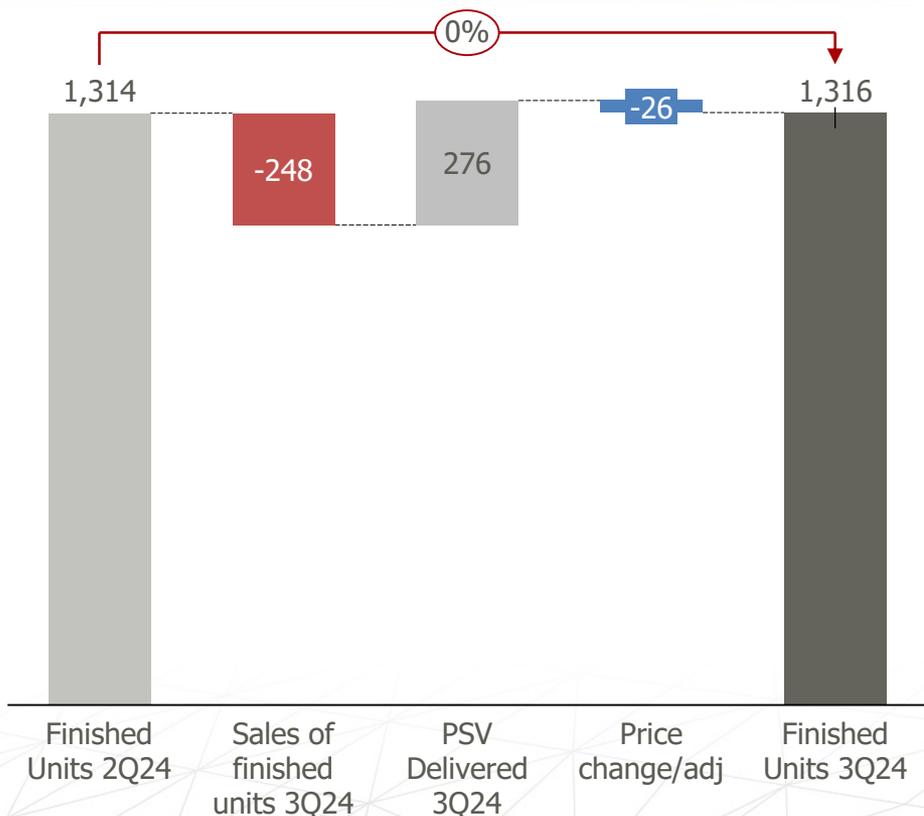
Inventory Breakdown 3Q24



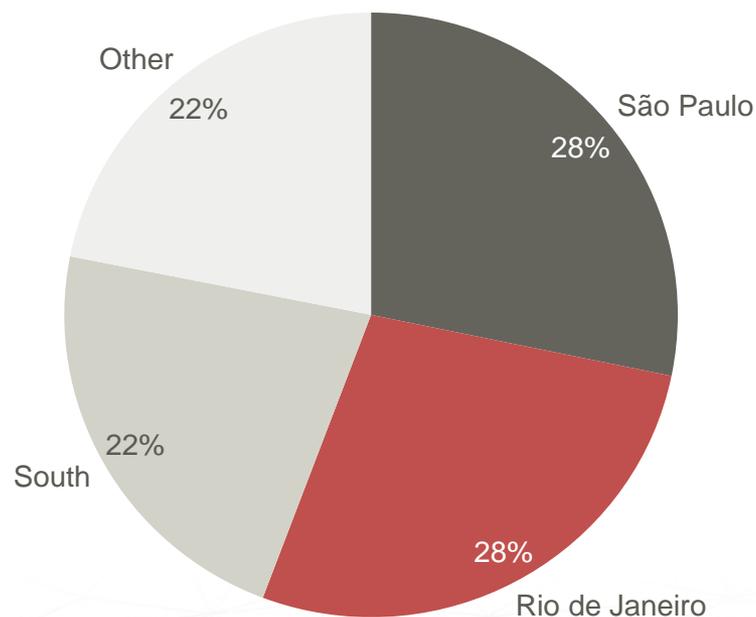
FINISHED INVENTORY

- R\$1,316 million in PSV finished inventory at market value (R\$1,103 million %CBR).

Change in Finished Inventory (R\$ Million)



Finished Inventory Breakdown 3Q24

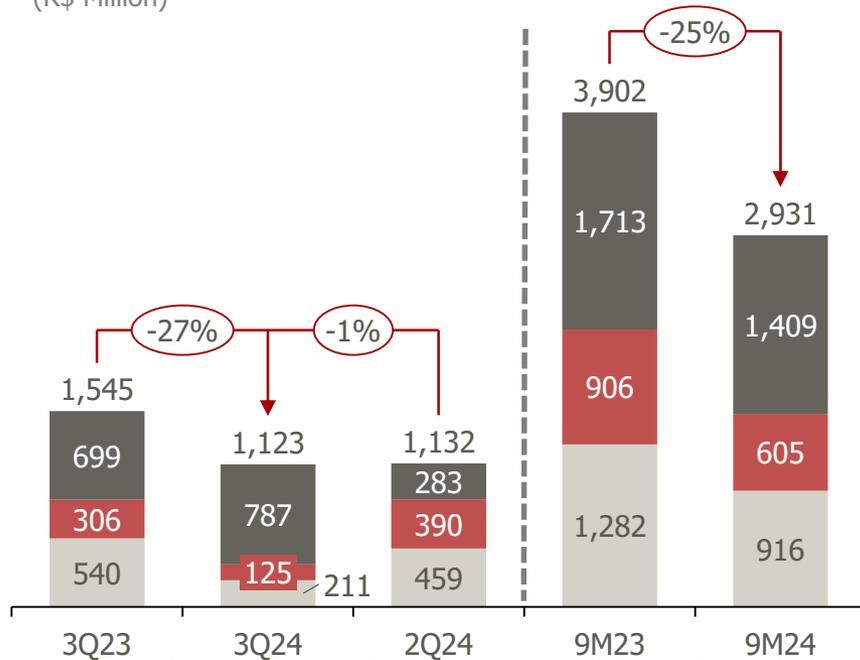


DELIVERED UNITS

- 9 projects delivered in 3Q24, totaling PSV of R\$1,123 million on the dates of their respective launches.
- In 2024, 25 projects delivered, totaling PSV of R\$2,931 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)

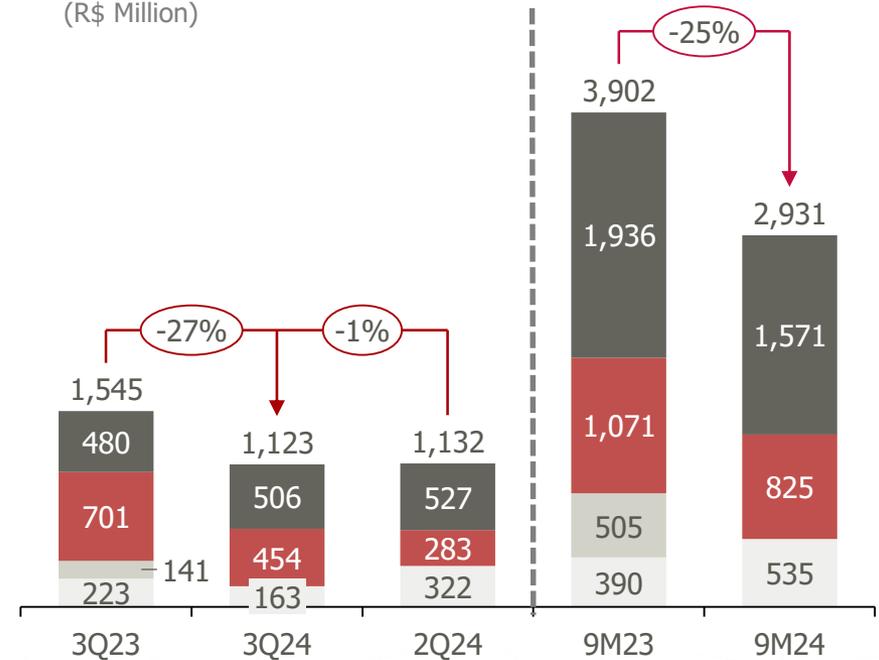
(R\$ Million)



High End Middle MCMV 2 and 3

Delivered PSV – by Region (100%)

(R\$ Million)



São Paulo Rio de Janeiro South Other

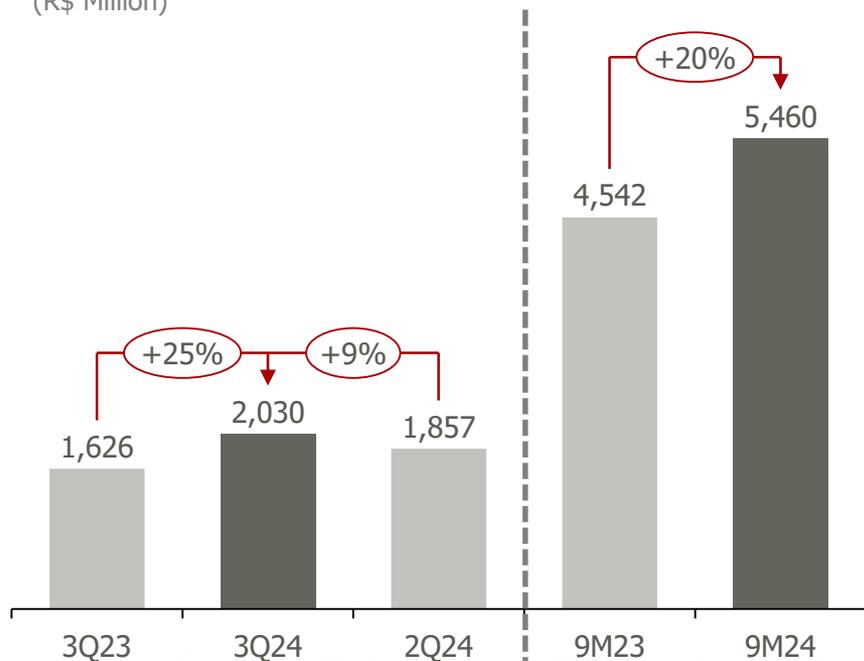
FINANCIAL RESULTS

FINANCIAL RESULTS

- Net revenues of R\$2,030 million in 3Q24 and R\$5,460 million in 9M24.
- Gross margin of 33.3% in the quarter and 32.6% in the year.

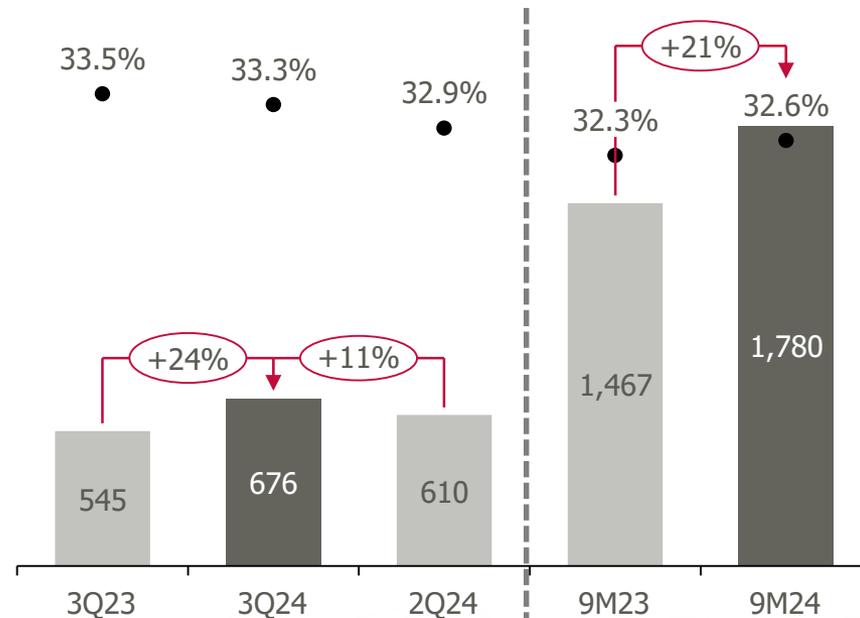
Net Revenues

(R\$ Million)



Gross Profit and Gross Margin

(R\$ Million)

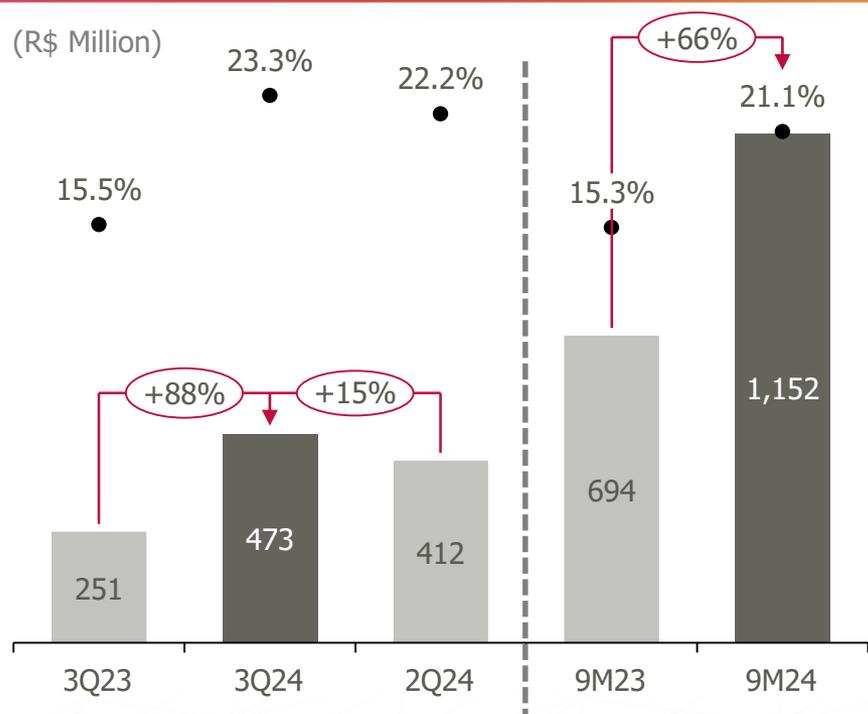


● Gross Margin

NET INCOME AND PROFITABILITY

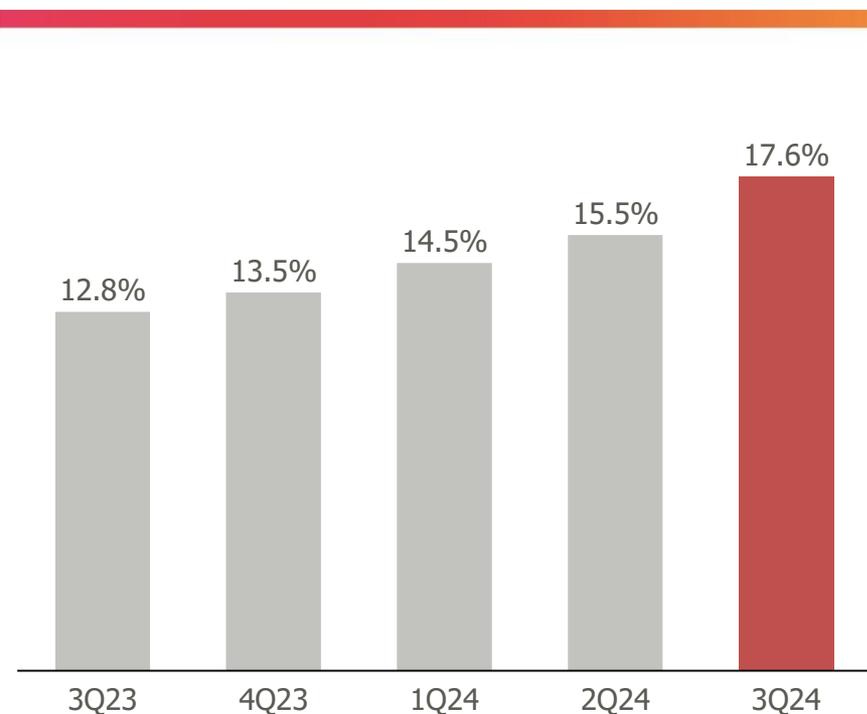
- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 17.6%.

Net Income and Net Margin



● Net Margin

ROE LTM

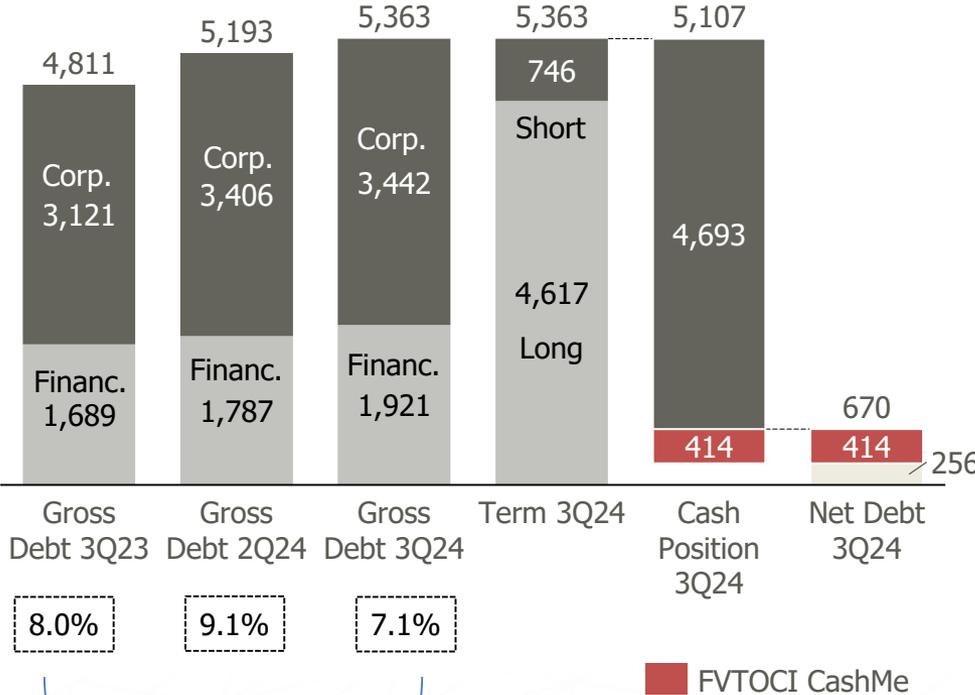


LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 7.1%.

Debt Overview

(R\$ Million)

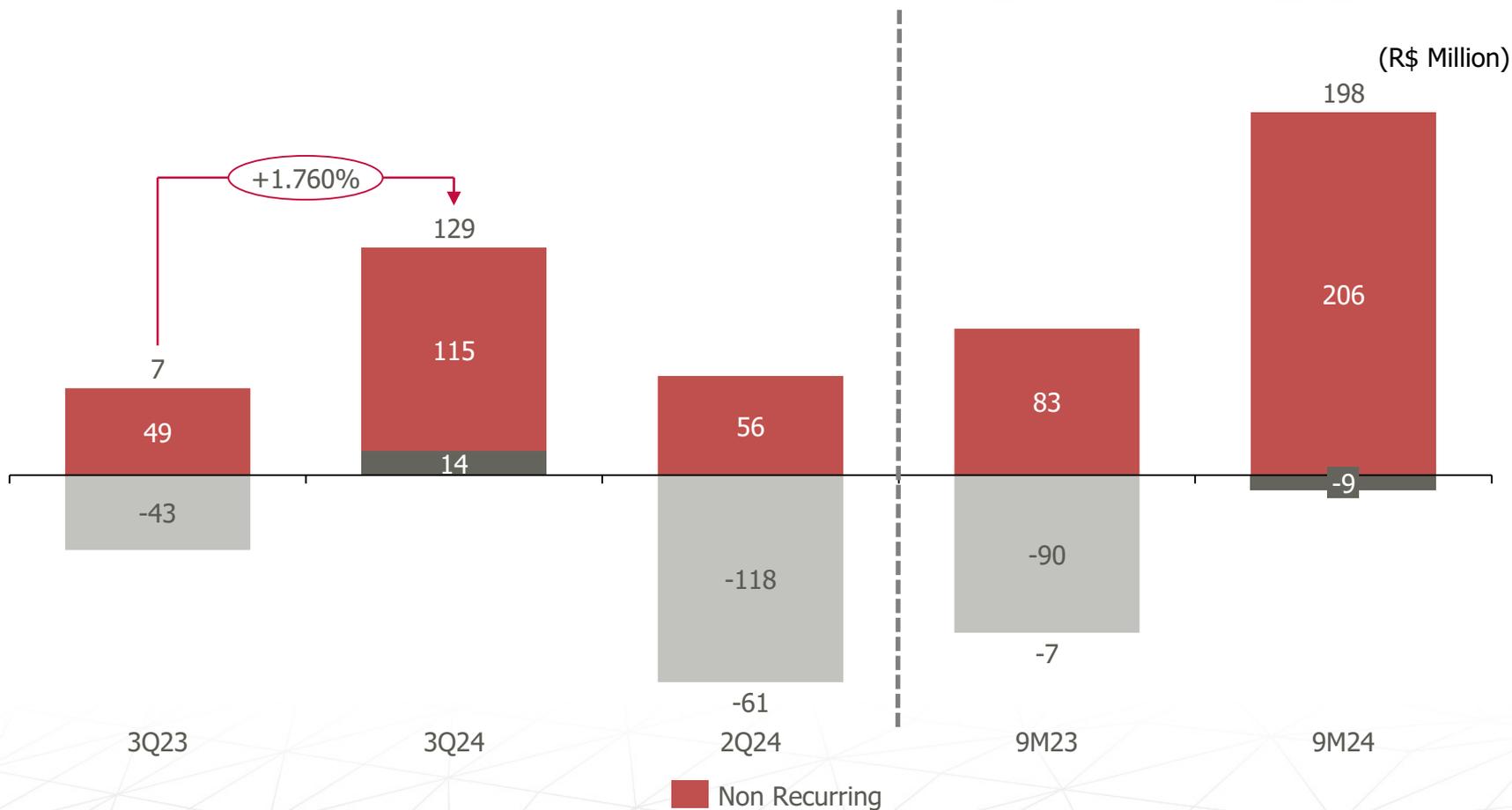


Indicators	Total Debt	Corporate Debt	
Net Debt / Equity		7.1%	
Average Term	3.2 y	3.5 y	
Short Term	14%	13%	
Long Term	86%	87%	
Average Cost of Financing		Average Cost of Corporate Debt*	
Savings Acc. + 2.73%	72.3%	99,0% of CDI	63.7%
TR + 9.04%	27.7%	CDI + 0.62%	36.3%
TOTAL	100.0%	TOTAL	100.0%
Minimum Rate	TR + 7.75%	* Excludes debt from CashMe (R\$1,872 MM)	
Maximum Rate	Savings ACC + 5.0%		

Net Debt / Equity

CASH GENERATION*

- Cash generation of R\$129 million in the quarter.



*Ex dividend payment and buyback program.

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