RESULTS 4Q21

MARCH 18, 2022

CYRELA

PARTICIPANTS

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CYRELA'S HIGHLIGHTS

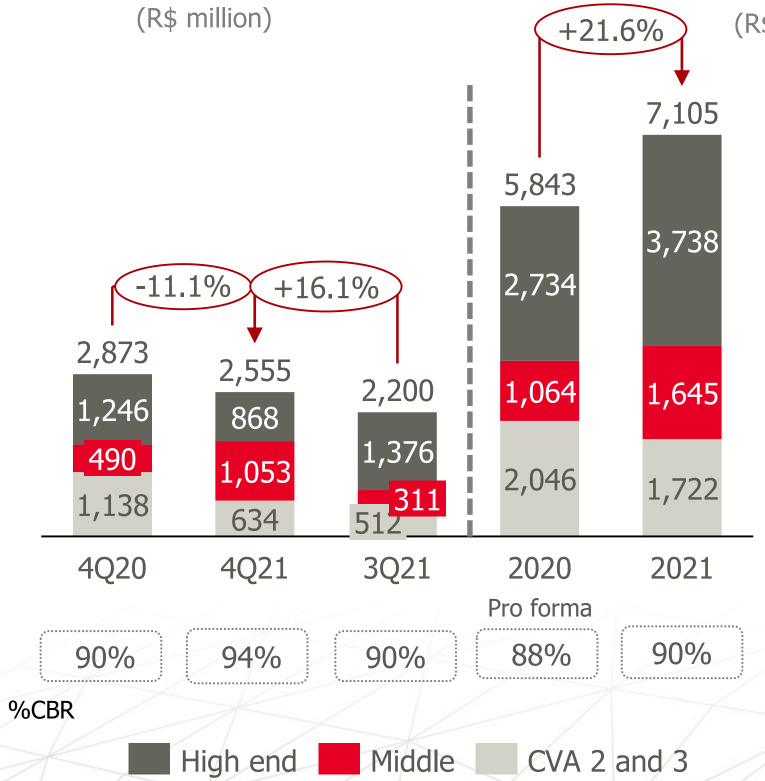
- Launches of R$2,555 million in 4Q21, 11% lower vs 4Q20. In 2021, PSV launched of R$7,105 million, 22% up from 2020.
- Pre-Sales of R$1,575 million in 4Q21, 15% down from 4Q20. In 2021, net pre-sales of R$5,531 million, 12% higher than 2020.
- Net revenues of R$1,317 million in 4Q21, 25% higher than the R$1,057 million in 4Q20 and 2% up from the R$1,288 million registered in the 3Q21. In the year, net revenues were R$4,791 million, 44% up vs. 2020 (R$3,336 million – Pro forma).
- Gross margin of 33.4% in 4Q21, 1.3 p.p. down from the margin of 34.7% presented in 3Q21 and 1.6 p.p. higher than the 31.8% gross margin og the 4Q20. In the year, gross margin achieved the level of 34.8%, 2.8 p.p. higher than 2020 (31.9% - Pro forma).
- Net Profit of R$218 million in 4Q21, versus net income of R$238 million in 3Q21 and R$261 million net profit in 4Q20. In 2021, net profit of R$914 million vs net profit of R$1,760 million in 2020.
- ROE of 15.6% (Net Income LTM / Average Equity LTM, without minorities).
- Net Debt / Total Equity of 4.1% in 4Q21 vs. 5.8% in 3Q21.
- Cash Generation of R$100 million in 4Q21 vs. R$177 million in 3Q21 and R$439 million cash consumption in 4Q20.

OPERATING FIGURES

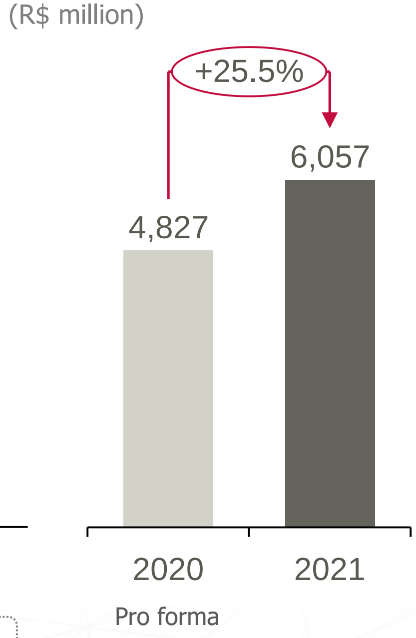
CYRELA'S LAUNCHES

- R$2,555 million in 4Q21 vs. R$2,873 million in 4Q20 and R$2,200 million in 3Q21.
- 17 projects launched in the quarter.

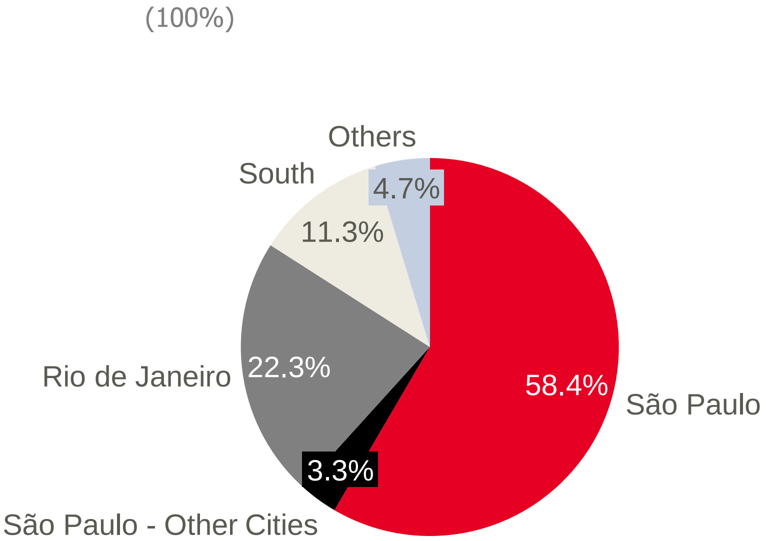
Launches PSV (100%)



Ex-swap (%CBR)



Launches per Region 2021



LAUNCHES | HIGHLIGHTS

Le Jardin Cyrela by YOO

[*Find more about*]

LAUNCHES | HIGHLIGHTS

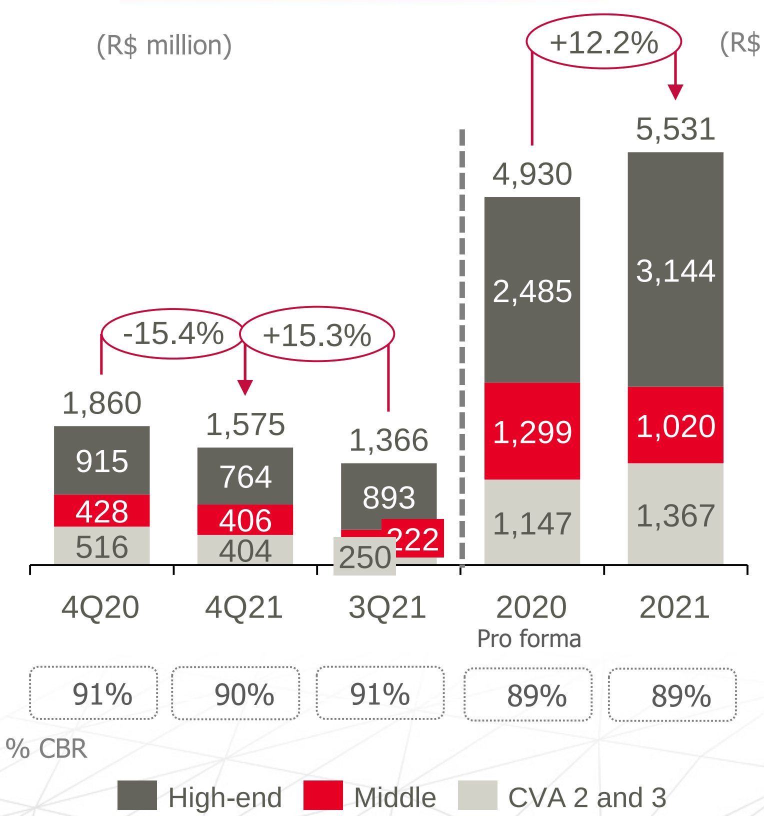
Living Wish Norte

[***Find more about***]

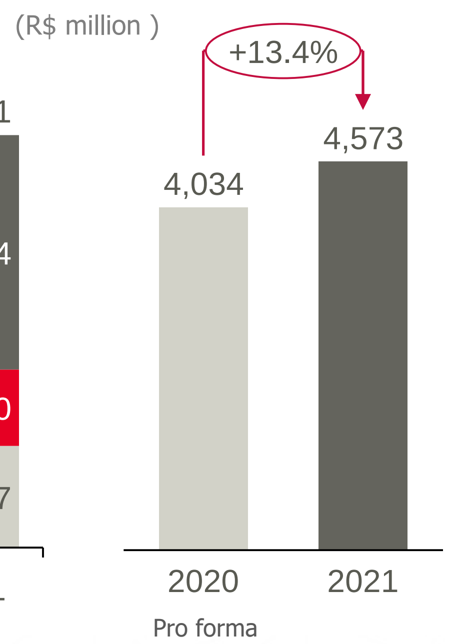
CYRELA'S PRE-SALES

- %CBR of 90% in the quarter.
- Launches in the quarter represent 51% of total sales.

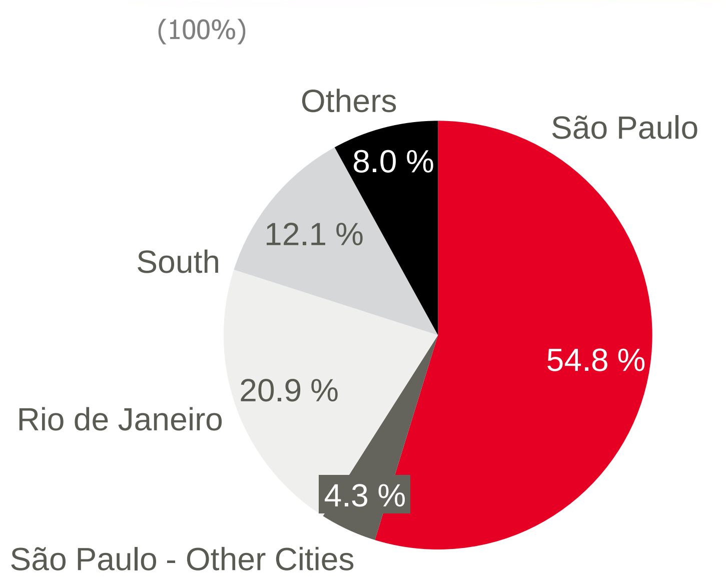
Pre – Sales (100%)



Pre – Sales Ex-Swap (%CBR)



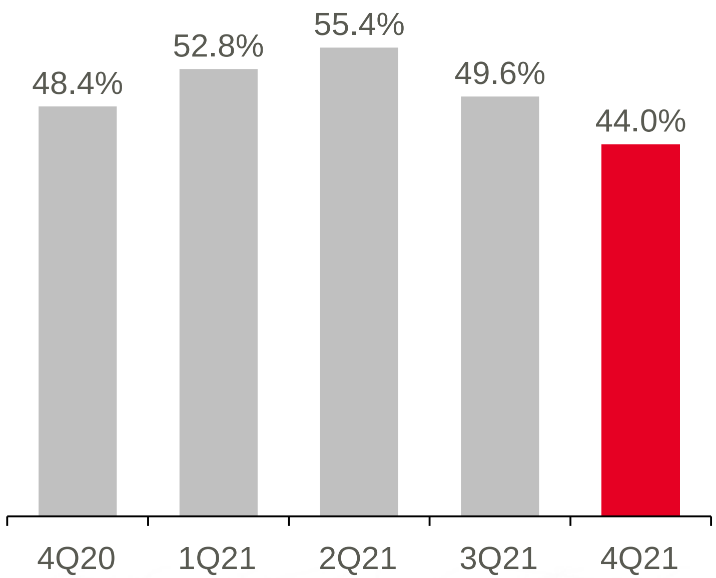
Pre – Sales by Region 2021 (100%)



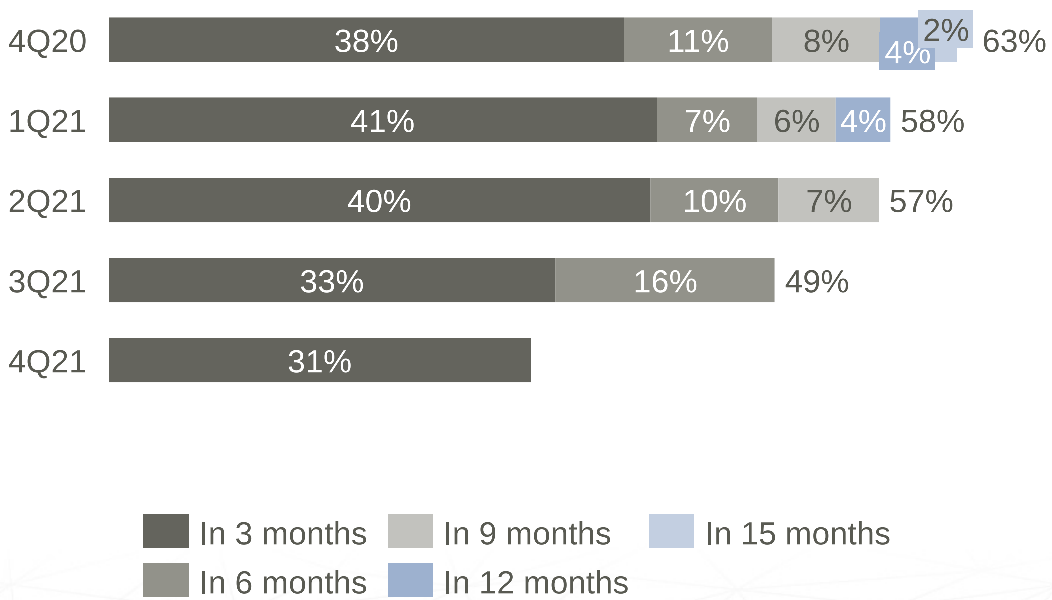
SALES SPEED

- The SOS_{12M} of 4Q21 attained 44.0%.

Sales Speed (12 month period)



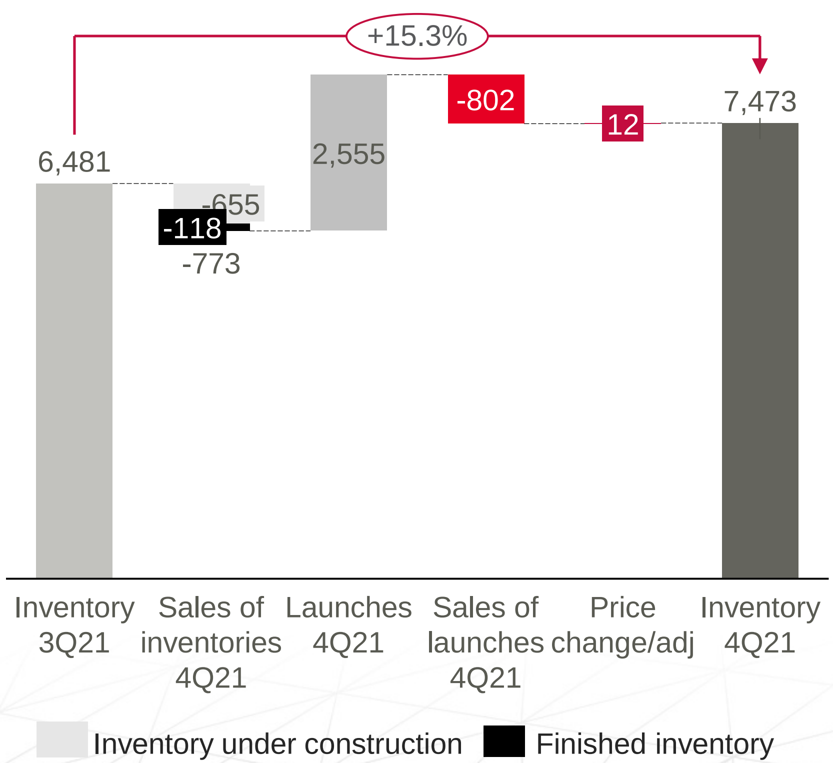
Sales by Launch Vintage



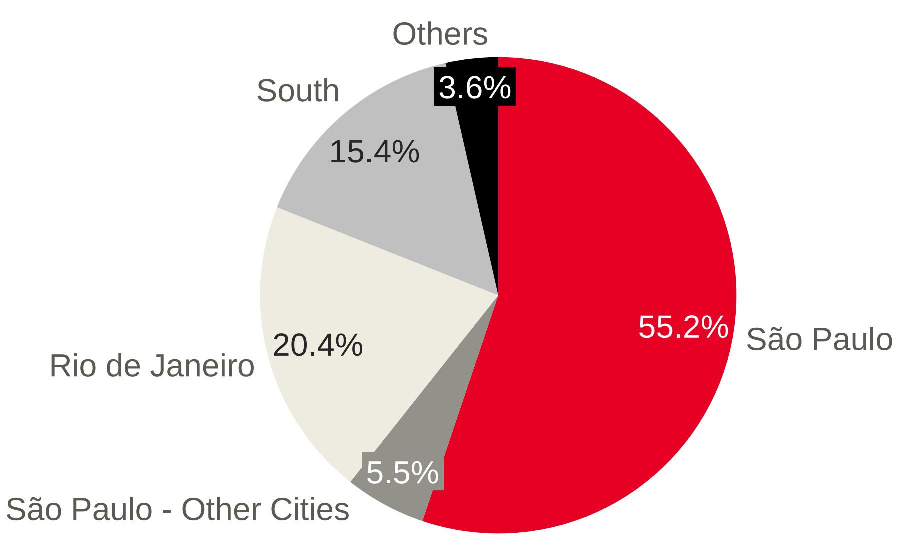
INVENTORY

- R$7,473 million in PSV inventory at market value (R$6,731 million %CBR).

Change in Inventory (R$ million)



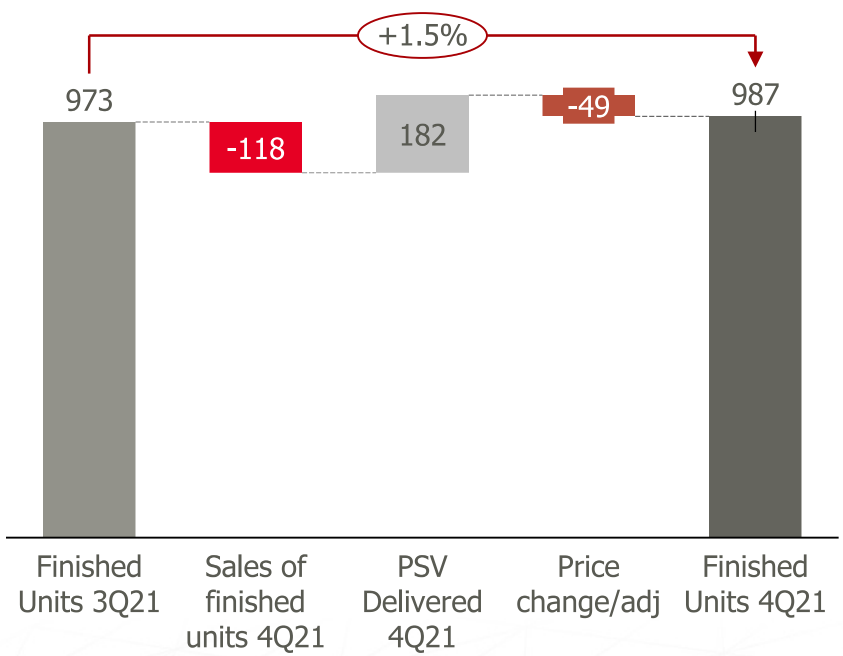
Inventory Breakdown 4Q21



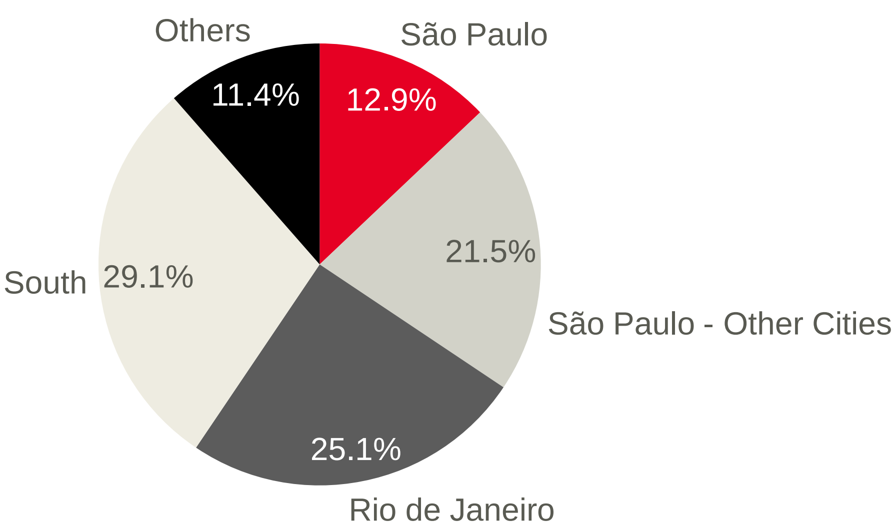
FINISHED UNITS

- R$987 million in PSV finished inventory at market value (R$836 million %CBR).

Change in Finished Inventory (R$ million)

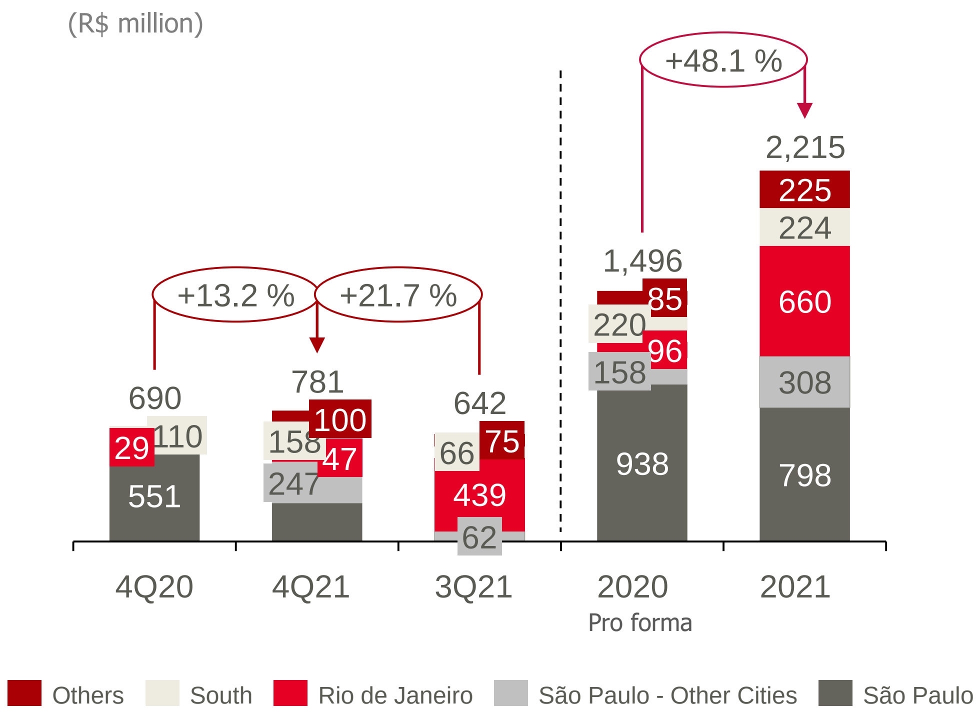


Finished Inventory Breakdown 4Q21

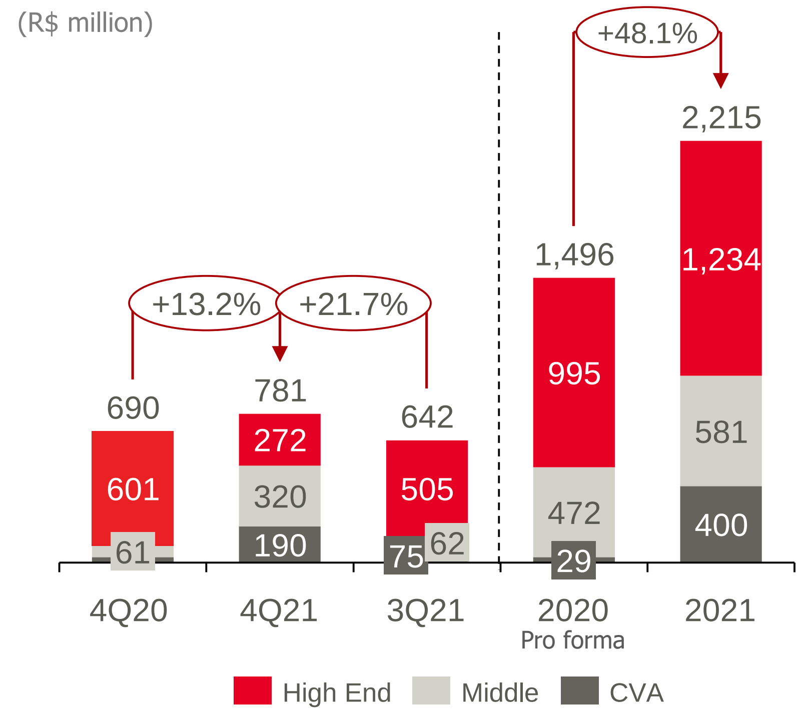


DELIVERED UNITS

Delivered PSV – by Region (100%)



Delivered PSV – by Segment (100%)



- 2,194 units delivered in 4Q21 in 10 projects, totaling PSV of R$781 million on the dates of their respective launches.
- 4,844 units delivered in 2021 in 25 projects, totaling PSV of R$2,215 million on the dates of their respective launches.

FINANCIAL RESULTS

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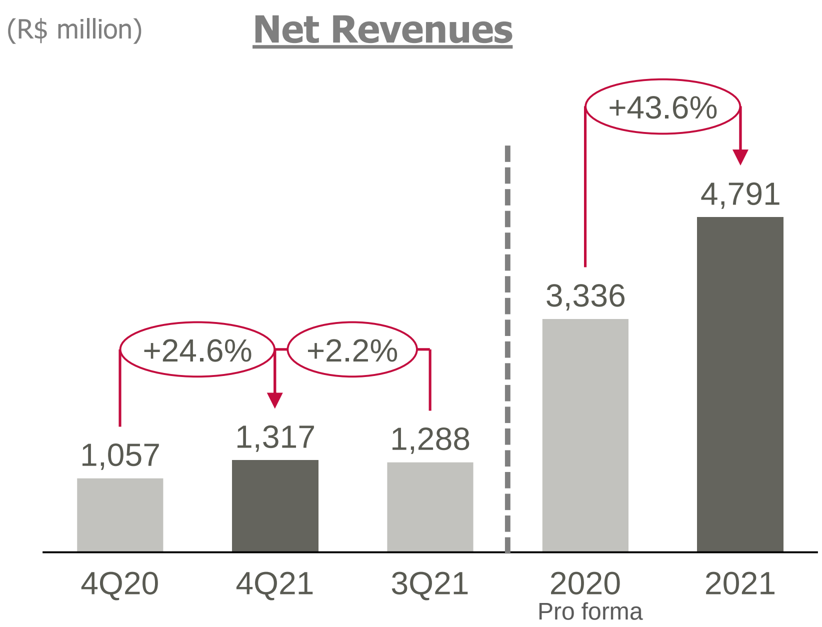
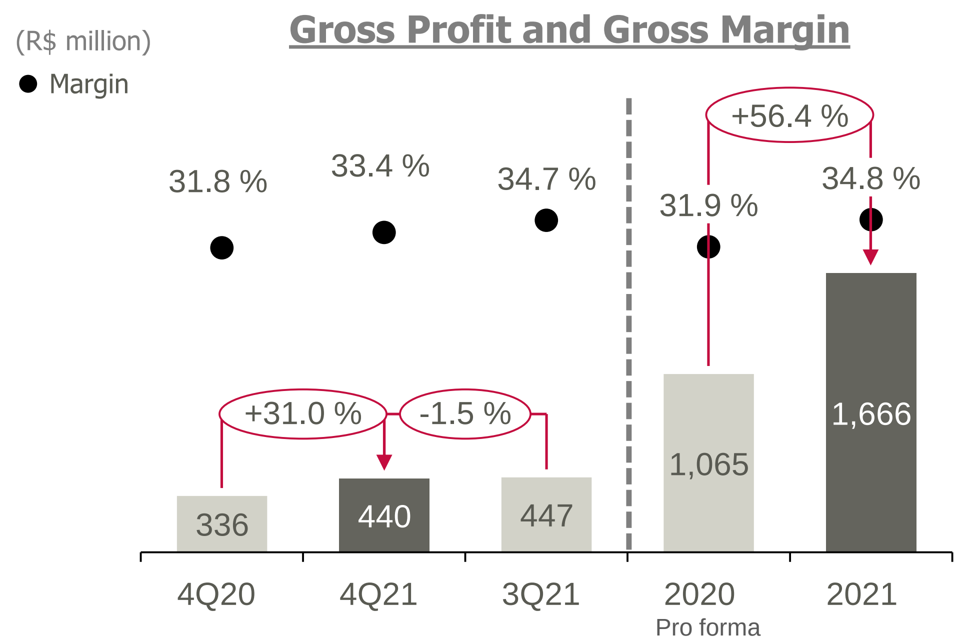
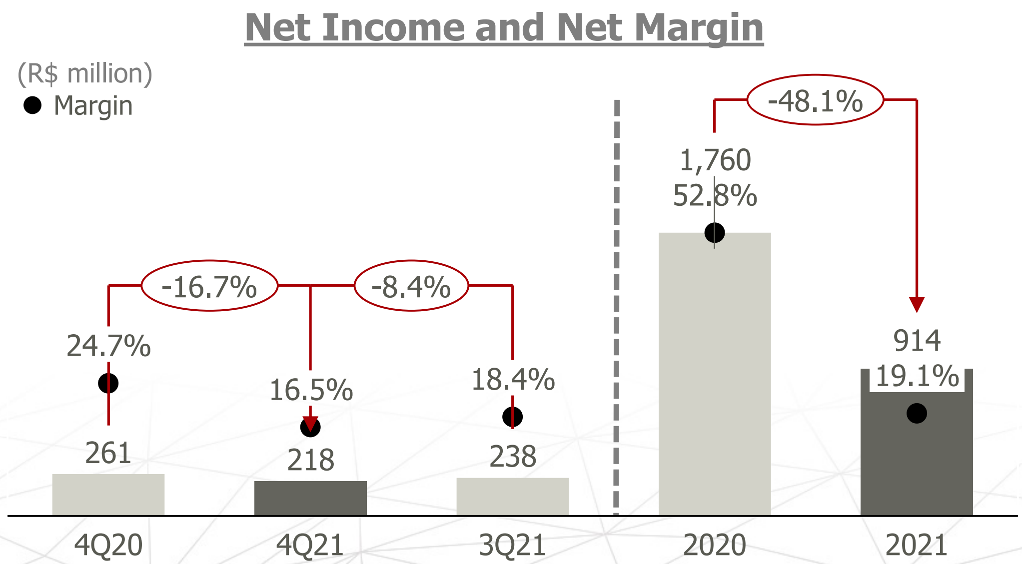
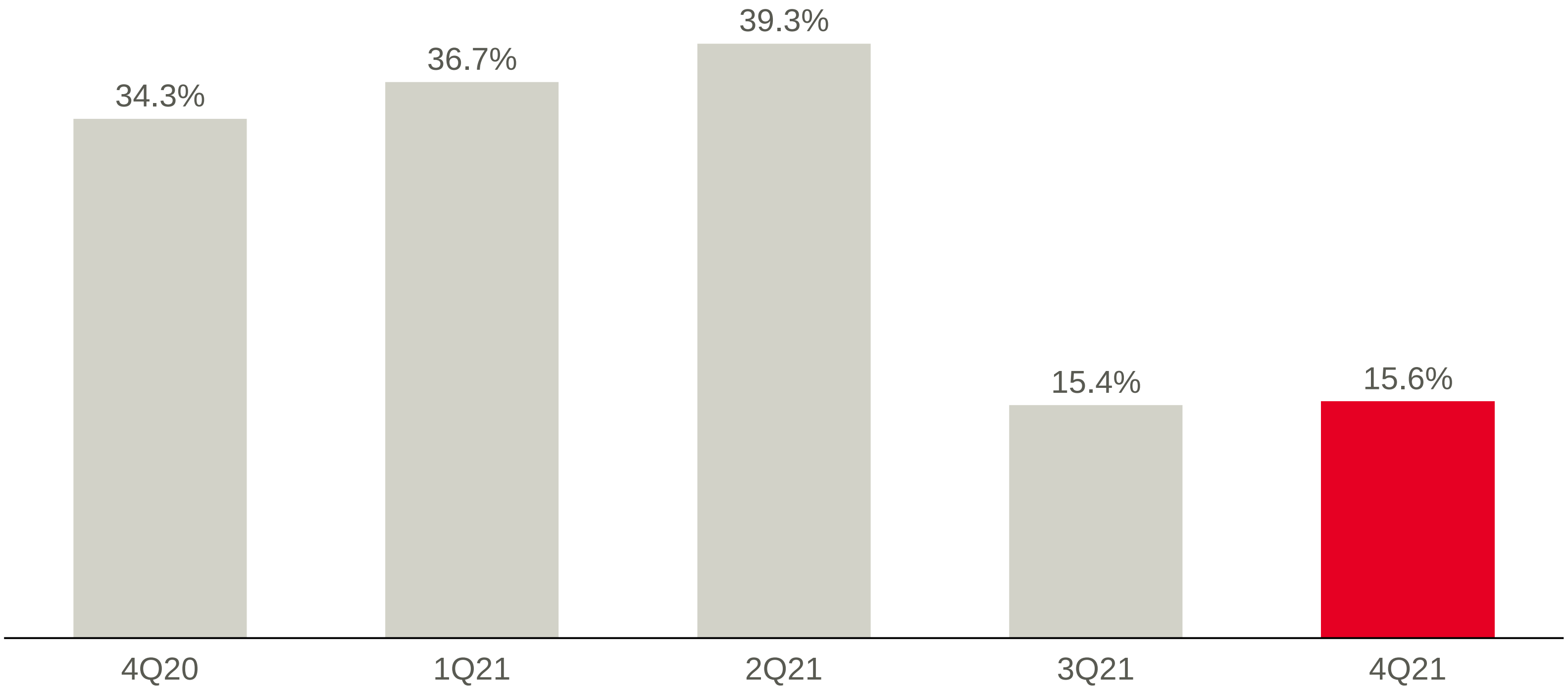






PROFITABILITY

ROE LTM



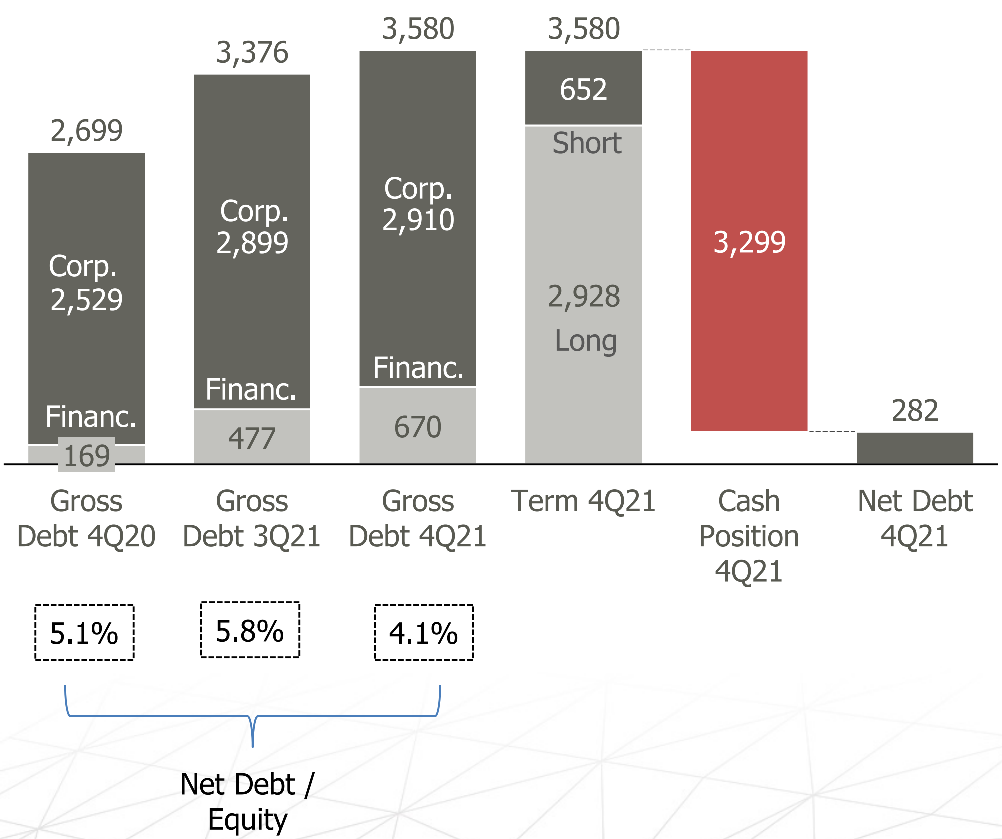
- The Return on Equity (Net Income LTM / Equity average LTM ex-minorities) attained 15.6%.

LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 4.1%.

Debt Overview

(R$ Million)



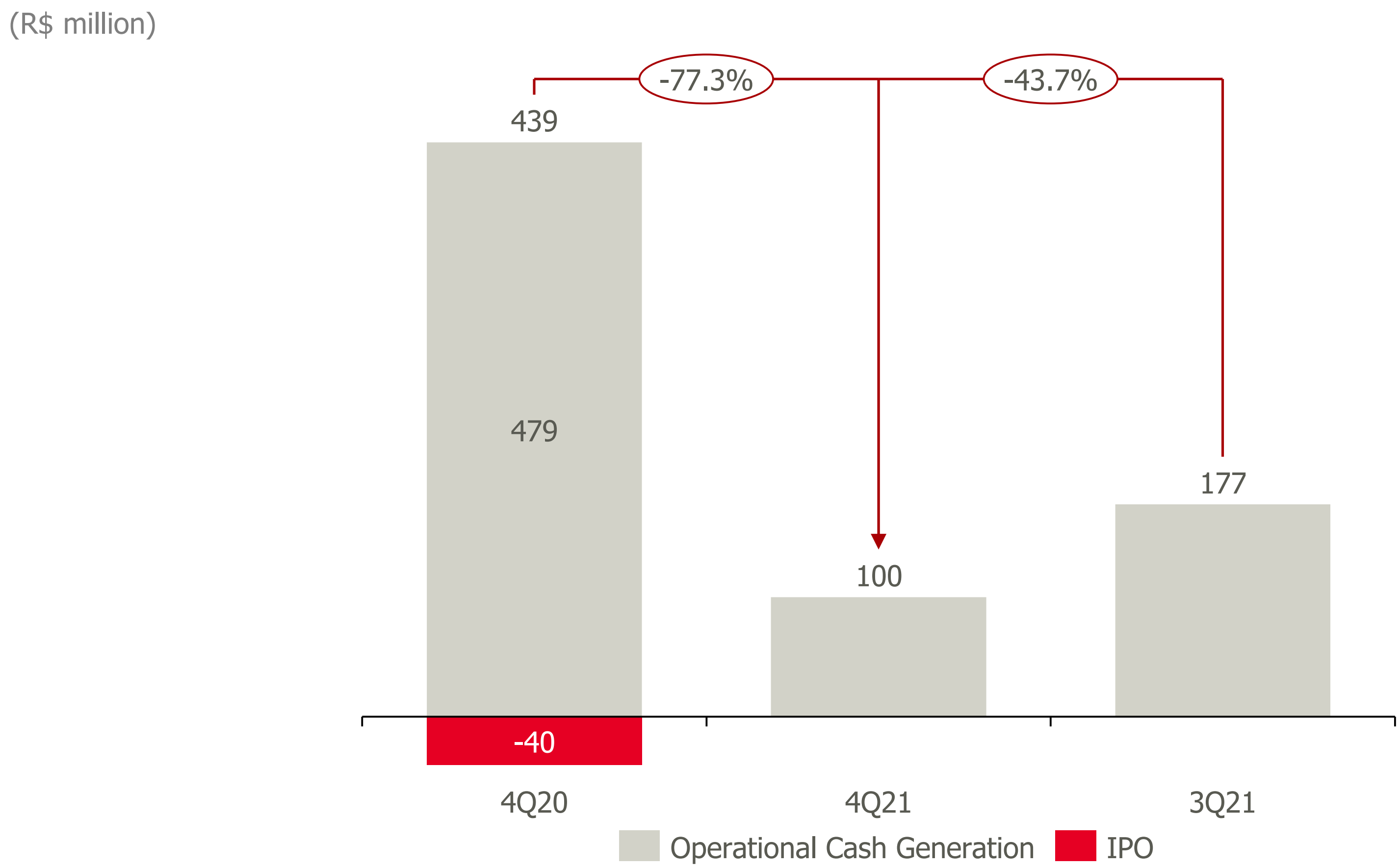
Indicators	Total Debt	Corporate Debt
Net Debt / Equity	4.1%	
Average Term	2.9 years	3.0 years
Short Term	18%	19%
Long Term	82%	81%

Average Cost of Financing	
126% of CDI	9.2%
Savings Acc. + 2.8%	27.8%
TR + 7.3%	63.1%
TOTAL	**100.0%**
Minimum Rate	TR + 5.9%
Maximum Rate	126% of CDI

Avarege Cost of Corporate Debt*	
TJLP + 3.78%	5.0%
102% do CDI	42.8%
CDI + 1.84%	46.8%
Fixed (7.0%)	4.0%
IPCA + 3,91%	1.5%
TOTAL	**100.0%**

* Excludes debt from CashMe + CYMA (R$445 MM)

CASH GENERATION*



- Cash generation of R$100 million in 4Q21.

*Ex dividend payment and buyback program.

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