

# CYRELA LAUNCHES R\$4,875 MILLION AND SELLS R\$3,530 MILLION IN THE QUARTER (%CBR EX-SWAPS).

#### SOS OF LAUNCHES OF 57% IN THE QUARTER.

**São Paulo, January 15, 2025** - Cyrela Brazil Realty S.A. Empreendimentos e Participações (B3: CYRE3; OTCQPink: CYRBY), informs the preview of the operating results for the fourth quarter of 2024 (4Q24), versus the same period of 2023 (4Q23) and, as stated otherwise, versus the third quarter of 2024 (3Q24). The operating results presented are subject to review by auditors.

Operational Highlights	4Q24	4Q23	4Q24 x 4Q23	3Q24	4Q24 x 3Q24	2024	2023	2024 x 2023
Launches (1)								
Number of Launches	21	13	8	15	6	54	51	3
Launched PSV - R\$ Million (100%)	6,737	2,744	146%	3,123	116%	13,021	9,767	33%
Cyrela's Share	74%	64%	10.1 p.p.	82%	-7.7 p.p.	76%	71%	4.9 p.p.
Swapped PSV - R\$ Million (100%)	126	75	67%	98	28%	454	495	-8%
Launched PSV ex-swaps - R\$ Million (%CBR)	4,875	1,716	184%	2,479	97%	9,586	6,626	45%
Sales (2)								
Pre-Sales Contracts - R\$ Million (100%)	4,905	2,593	89%	3,201	53%	12,624	8,892	42%
Cyrela's Share	74%	72%	2.4 p.p.	79%	-4.9 p.p.	76%	76%	0.0 p.p.
Pre-Sales ex-swaps - R\$ Million (%CBR)	3,530	1,825	93%	2,457	44%	9,277	6,439	44%
Sales Speed (SoS) LTM								
SoS LTM	55.0%	47.2%	7.8 p.p.	54.9%	0.1 p.p.	55.0%	47.2%	7.8 p.p.

<sup>(1)</sup> Including swapped units

**About Cyrela Brazil Realty:** Cyrela Brazil Realty S.A. Empreendimentos e Participações is one of the largest residential real estate developers in Brazil. Cyrela is listed on B3's Novo Mercado under the ticker CYRE3.

#### For further information, please contact:

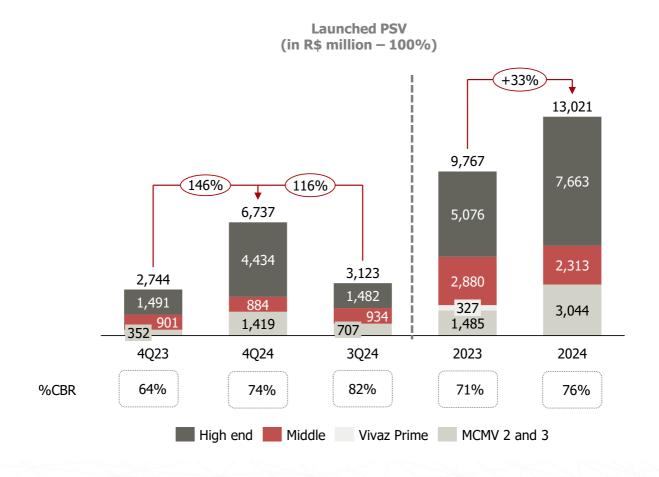
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<sup>(2)</sup> Net of cancellations, including swaps

#### **LAUNCHES**

Cyrela launched 21 projects in the quarter, reaching a volume of R\$6,737 million, 146% higher than the presented in 4Q23 (R\$2,744 million) and 116% up from 3Q24 (R\$3,123 million). Swaps accounted R\$126 million in the launches of the quarter vs. R\$75 million in 4Q23 and R\$98 million in 3Q24. Cyrela's stake in 4Q24 launches reached 74%, up from the stake presented in 4Q23 (64%) and lower than 3Q24 (82%). Of the total PSV launched in 4Q24, 73% will be recognized through full consolidation and 27% through the equity method. In 2024, the PSV launched accounted for R\$13,021 million, 33% up from 2023.

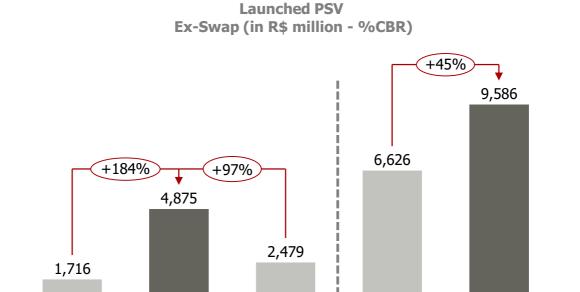


4Q23

4Q24

# **OPERATING RESULTS PREVIEW 4Q24 | 2024**

Excluding swaps and considering only the %CBR, the volume launched in the 4Q24 was R\$4,875 million, 184% higher than the launches of the same quarter of the previous year (R\$1,716 million in 4Q23) and 97% up from 3Q24 (R\$2,479 million). In the year, launches reached R\$9,586 million, compared to R\$6,626 million in 2023.



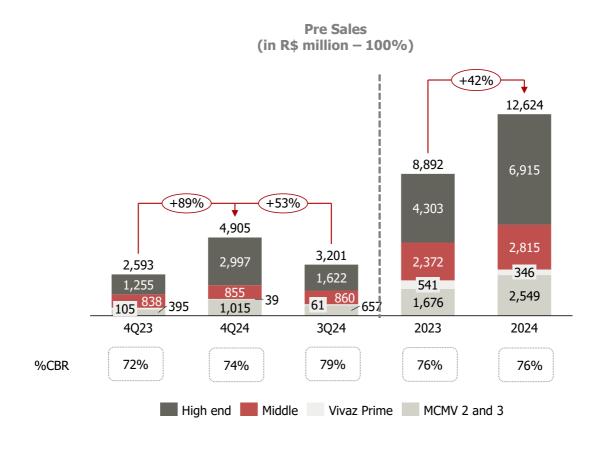
3Q24

2023

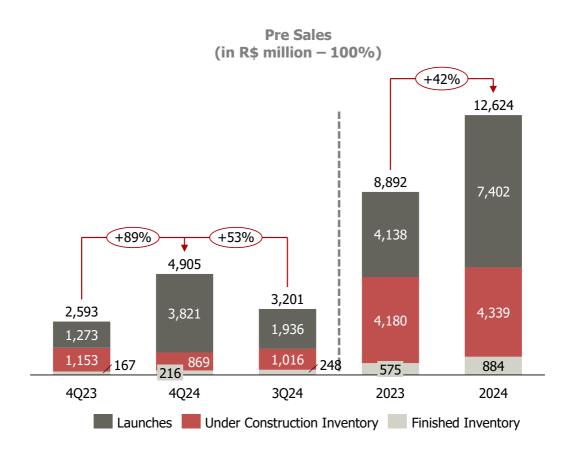
2024

#### **PRE-SALES**

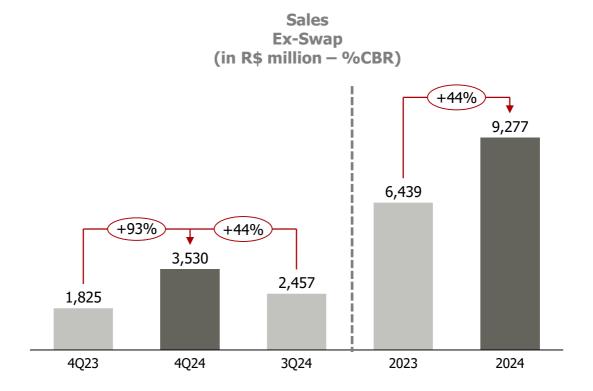
Net pre-sales volume totaled R\$4,905 million in the quarter, 89% up from 4Q23 (R\$2,593 million) and 53% higher than the presented in 3Q24 (R\$3,201 million). Cyrela's stake in the volume sold in the quarter was 74%, higher than the 72% presented in the same quarter of 2023 and down from 3Q24 (79%). Of the total sales of the quarter, 73% will be recognized through full consolidation and 27% through the equity method. In 2024, net presales accounted for R\$12,624 million, 42% higher than the previous year.



In the quarter, R\$216 million of total net pre-sales refer to finished inventory sales (4%), R\$869 million refer to under construction inventory sales (18%) and R\$3,821 million refer to sales of launches (78%). The speed of sales of projects launched in the quarter reached 57%.



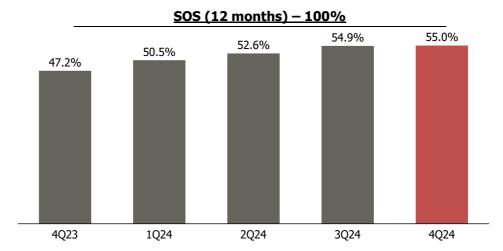
Excluding swaps and considering only %CBR, sales volume reached R\$3,530 million in 4Q24, 93% higher than the same period of 2023 (R\$1,825 million in 4Q23) and 44% up from 3Q24 (R\$2,457 million). In the year, sales reached R\$9,277 million, compared to R\$6,439 million in 2023.





#### **SALES SPEED**

The performance reported resulted in a sales' speed LTM (Sales over Supply ratio) of 55.0%, higher than the sales' speed LTM presented in the same quarter of 2023 (47.2%) and up from 3Q24 (54.9%).



Regarding sales speed by launch vintage, 57% of the 4Q24 vintage has been sold.

