

RESULTS 3Q14

NOVEMBER 14, 2014 / 9M14

CYRELA

INTRODUCTION

RAPHAEL HORN

OPERATING FIGURES

RAPHAEL HORN

FINANCIAL RESULTS

ERIC ALENCAR

CYRELA'S HIGHLIGHTS

- Launches of R$ 783 million in 3Q14, 36.6% lower vs. 3Q13 and 12.1% lower vs. 2Q14.

  In 9M14, the volume launched reached R$ 3,588 million, which is 9.2% lower than 9M13.

- Pre-Sales of R$ 992 million in 3Q14, 27.1% lower vs. 3Q13 and 21.1% lower vs. 2Q14.

  In 9M14, Pre-Sales of R$ 3,797 million, which is 22.5% lower vs. 9M13.

- Net Revenue of R$ 1,614 million in 3Q14, 15.7% higher than 3Q13 and 18.8% higher vs. 2Q14.

  In 9M14, Net Revenue totaled R$ 4,287 million, increase of 7.7% vs. 9M13.

- Gross Margin of 29.9% in 3Q14, 2.9 p.p. lower vs. 3Q13 and 3.5 p.p. lower vs. 2Q14.

  In 9M14, Gross Margin attained 32.0%, 0,7 p.p. lower vs. 9M13.

- Net Profit of R$ 179 milhões in 3Q14, 2.6% higher vs. 3T13 e 6.1% higher vs. 2T14.

  In 9M14, Net Profit of R$ 511 milhões, 4.6% lower vs. 9M13.

- In 3Q14, Cash generation of R$ 187 million vs. Cash consumption of R$ 35 million in 3Q13 and Cash generation of R$ 159 million in 2Q14.

  In 9M14, Cash generation of R$ 505 million vs. R$ 335 million in 9M13.

- Net debt / Equity of 37.0% in 3Q14 vs. 35.0% in 3Q13 and 39.4% in 2Q14.

- ROE of 12.3% (Net Income LTM / Equity average LTM ex-minorities)

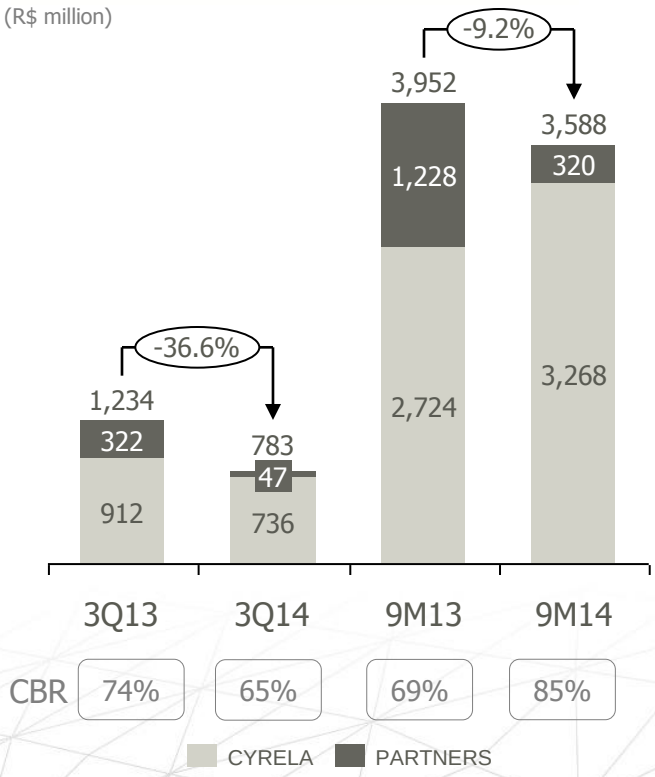
- Earnings per share of R$ 0,46 in 3Q14, 9.6% higher than 3Q13 and 7.7% higher vs. 2Q14

OPERATING FIGURES

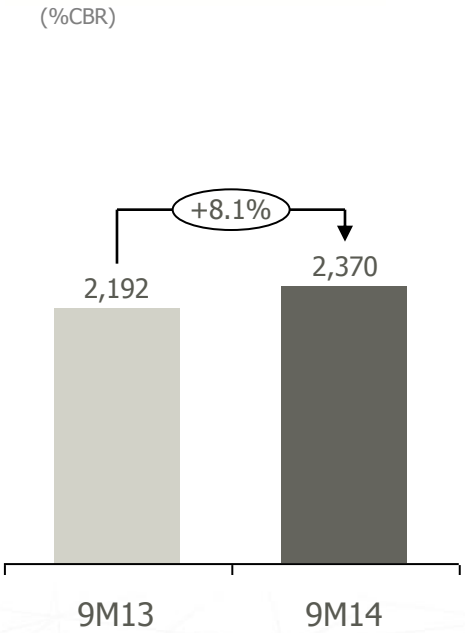
CYRELA'S LAUNCHES

- R$ 783 million in 3Q14 vs. R$ 1,234 million in 3Q13.
- R$ 3,588 million in 9M14 vs. R$ 3,952 million in 9M13.
- In 9M14, %CBR of 85% vs. 69% in 9M13.

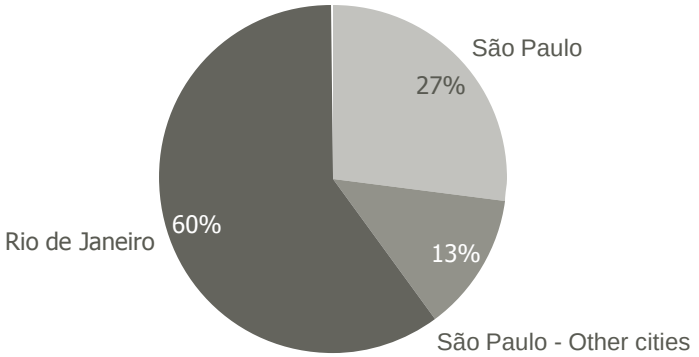
Launches



Ex-swaps and Faixa 1 (%CBR)



Launches by region 3Q14





Find out more about 360º On The Park

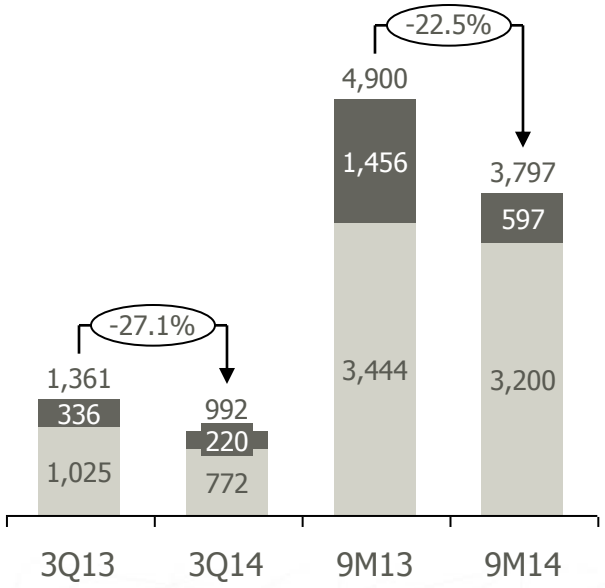


CYRELA'S PRE-SALES

- %CBR of 78% in the quarter.
- Pre-Sales from inventories represented 75% of total sales in the quarter

Pre-Sales

(R$ million)

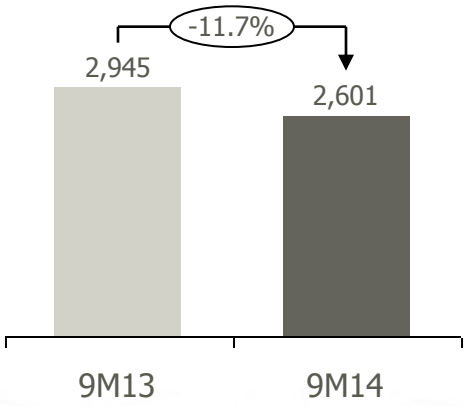


% CBR	75%	78%	70%	84%

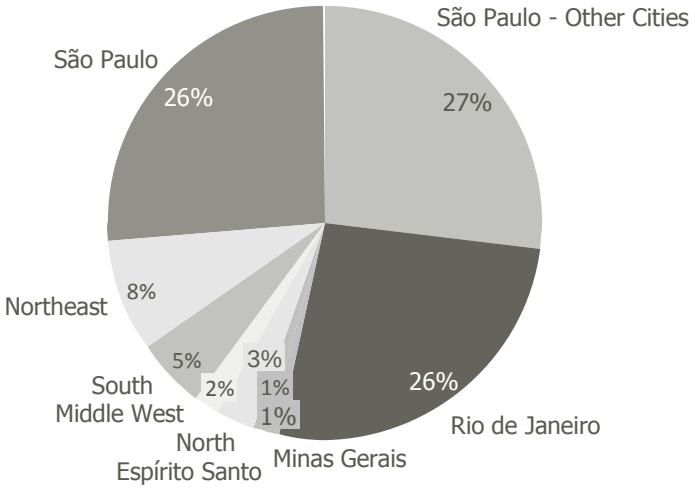
CYRELA PARTNERS

Ex-Swaps and Faixa 1 (%CBR)

(%CBR)



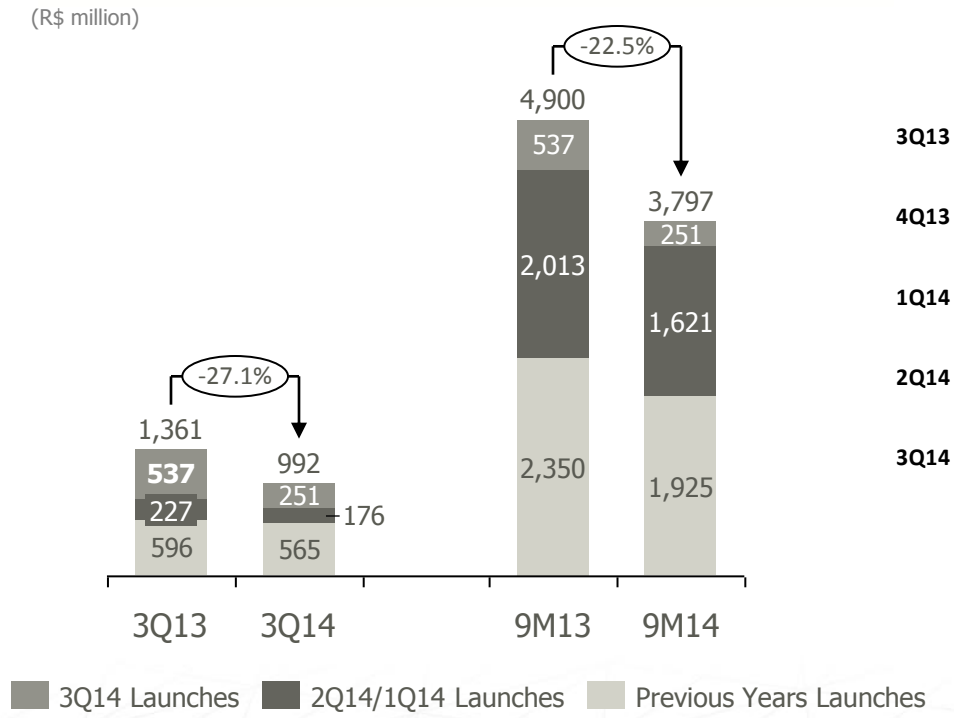
Pre-Sales by region 3Q14



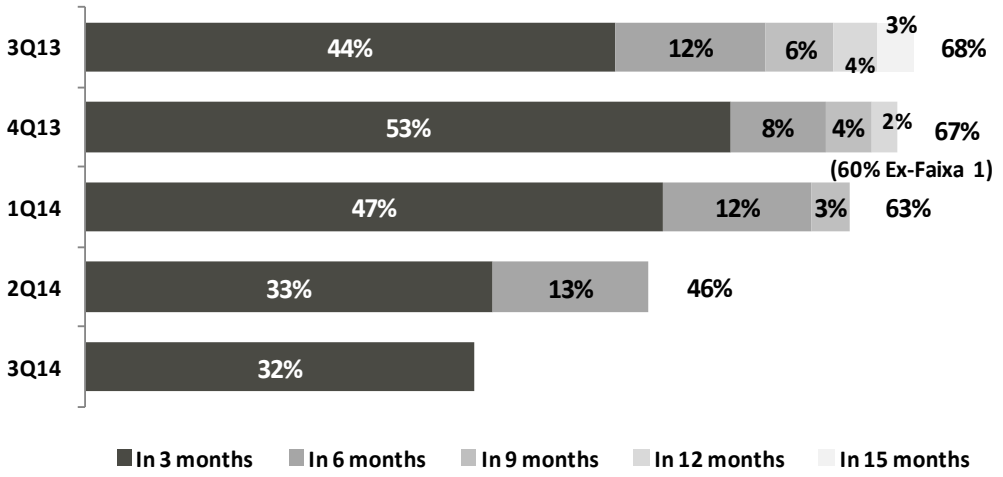
SALES SPEED

- Sales Speed of the last 12 months attained 48.5% in 3Q14.
- Excluding the "MCMV Faixa 1", sales speed of the last 12 months attained 46.5% in 3Q14.

Pre-Sales by launch period



Sales Speed – Last 12 months

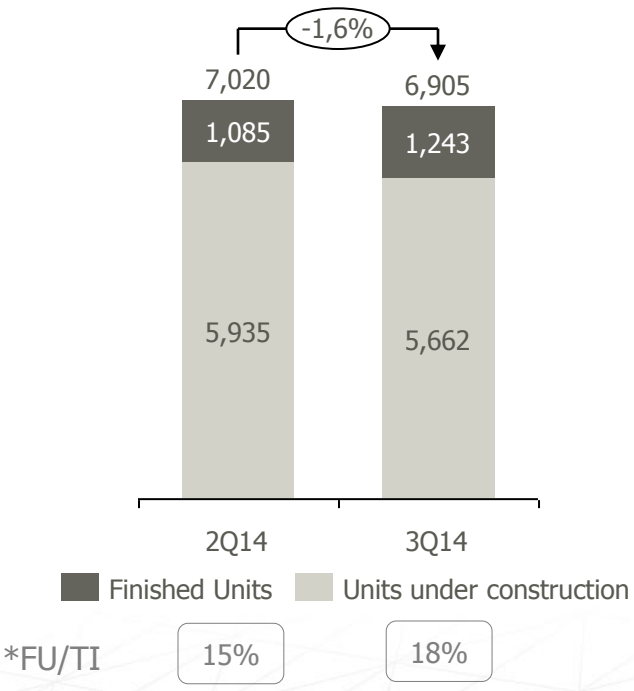


INVENTORY

- R$ 6.9 billion in inventories (R$ 5.4 billion %CBR);
- 18% of finished units (vs. 15% in 2Q14)

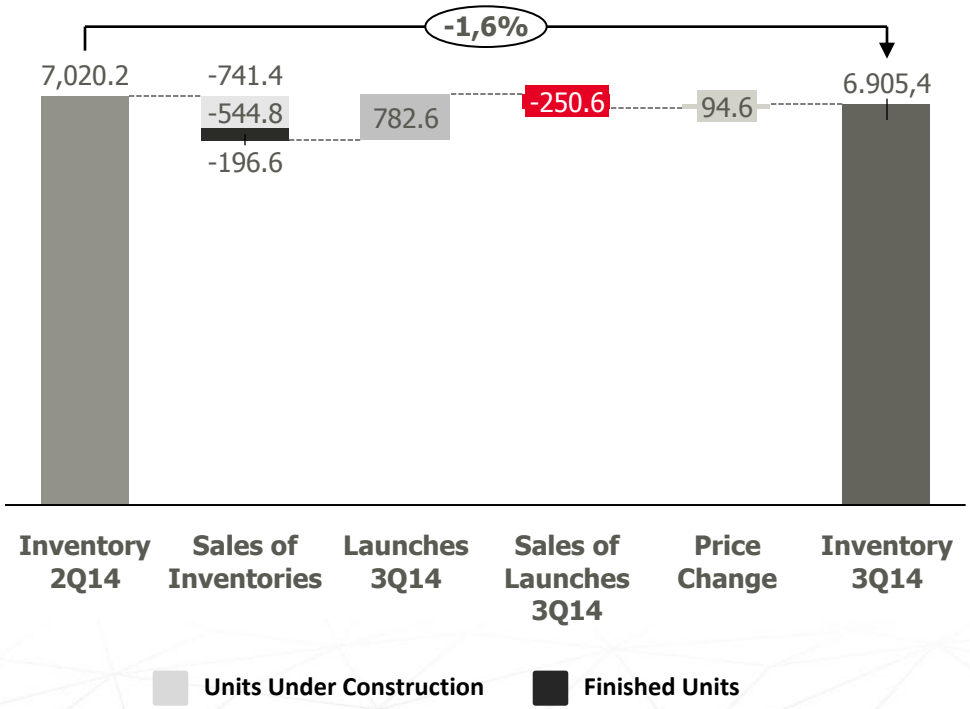
Inventory

(R$ million)



Change in inventory

(R$ million)



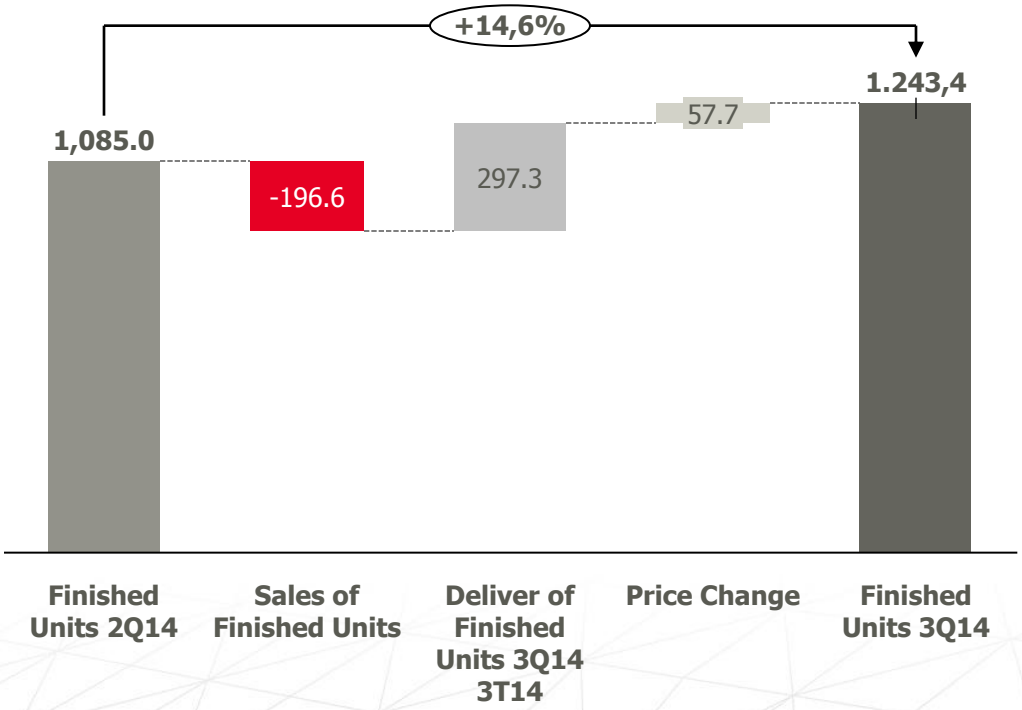
FU= Finished Units / TI = Total Inventory

FINISHED UNITS

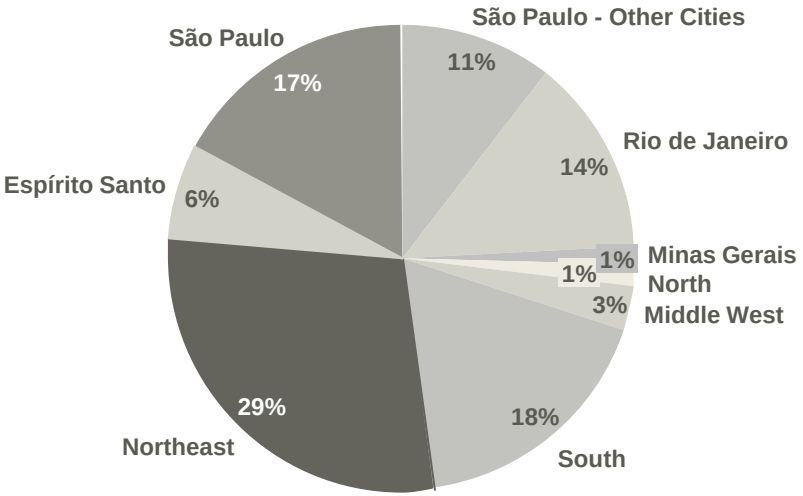
- R$ 1,243 million (vs. R$ 1,085 million in 2Q14)
- The Northeast region and Espírito Santo account for 35% of total finished units

Finished Units

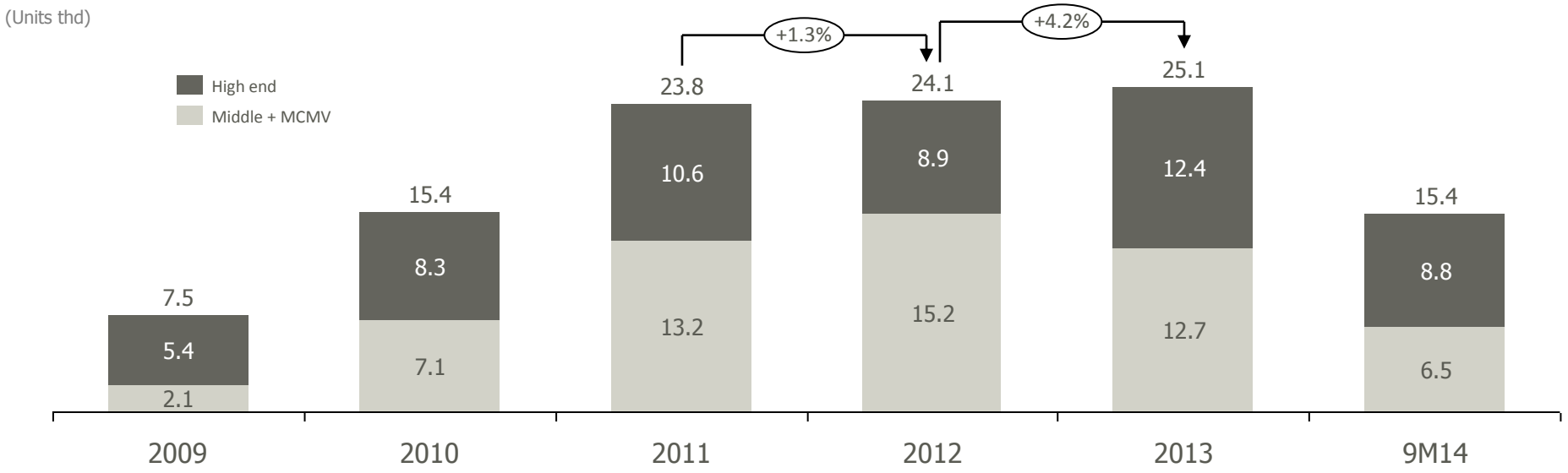
(R$ million)



Breakdown



DELIVERED UNITS



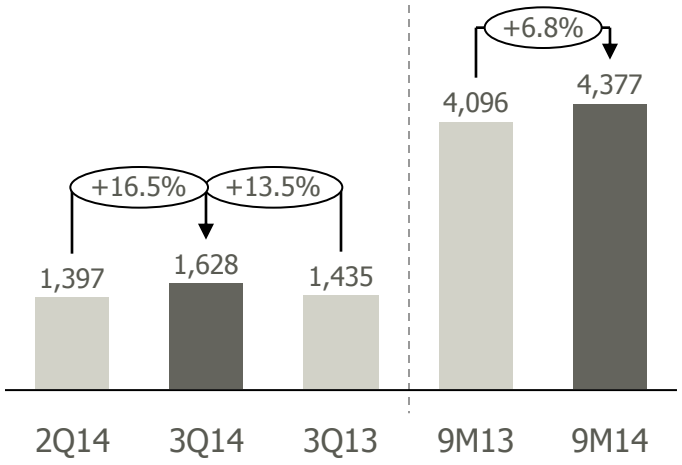
- 5.1 thousand units delivered in 3Q14 in 19 projects. In 9M14, 15.4 thousand units delivered in 61 projects.
- Middle + MCMV: 1.5 thousand units delivered in 5 projects in 3Q14. In 9M14, 6.5 thousand units delivered in 21 projects
- Delivered units in 3Q14 represent launches of R$ 1.6 billion. In 9M14, this volume amounted to R$ 5 billion.

FINANCIAL RESULTS

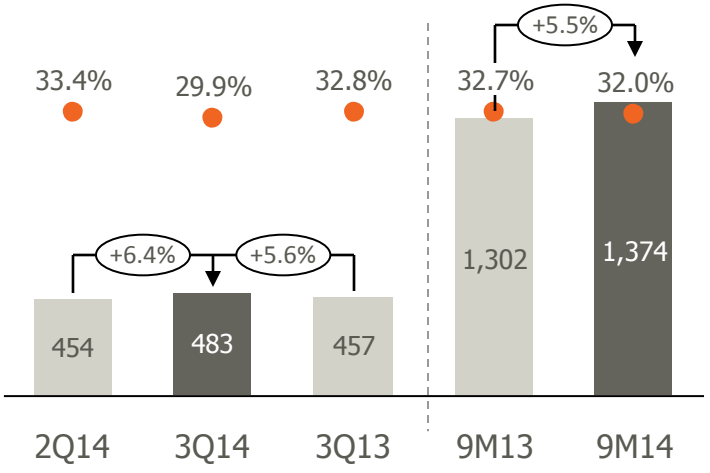
FINANCIAL RESULTS

(R$ million)

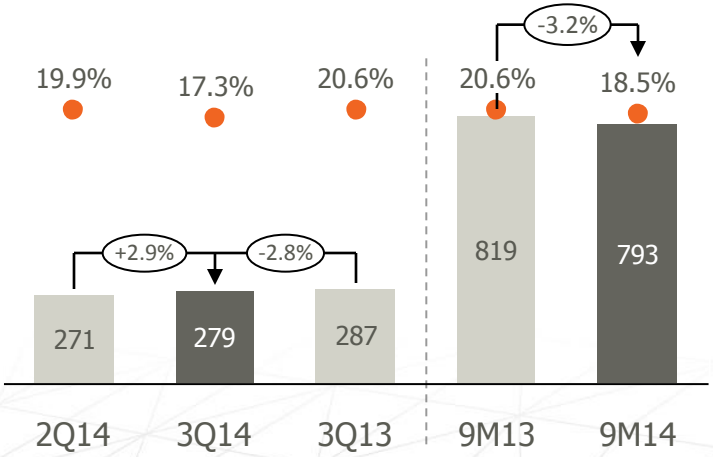
Net Revenue



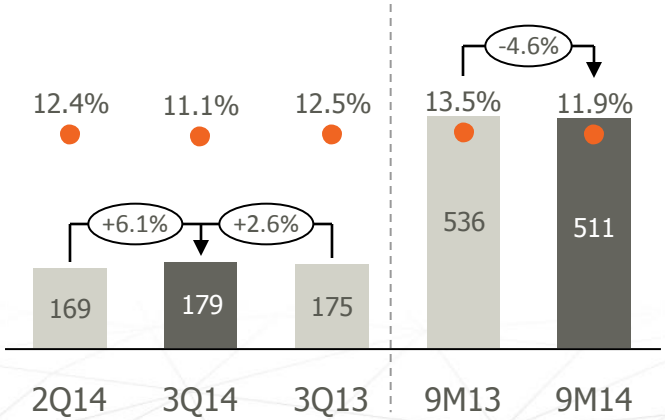
Gross profit and Gross margin



EBITDA and EBITDA margin



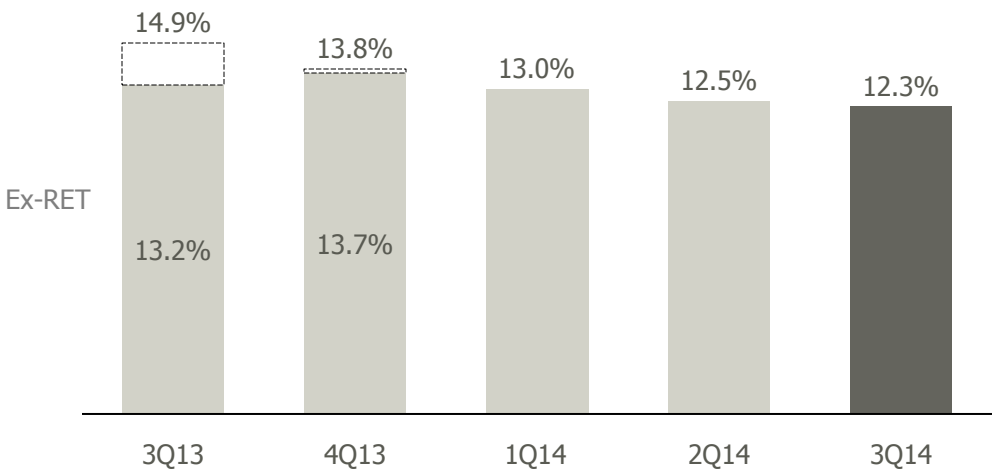
Net income and Net margin



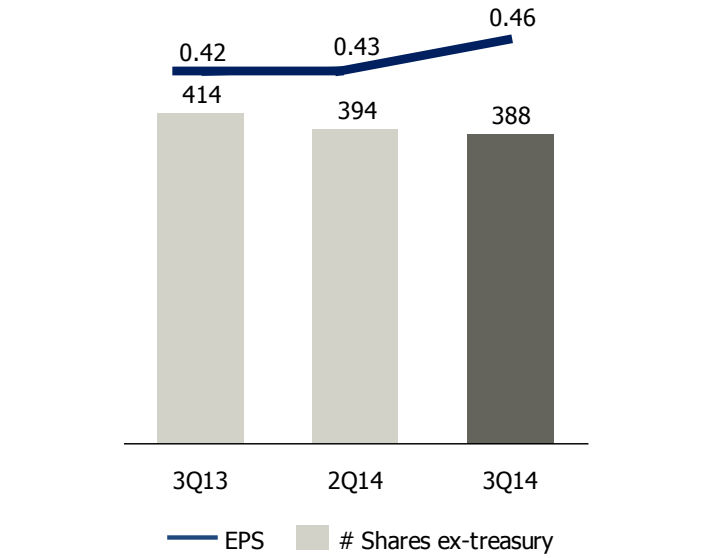
Margin

PROFITABILITY

Return on Equity



Earnings per share[1]

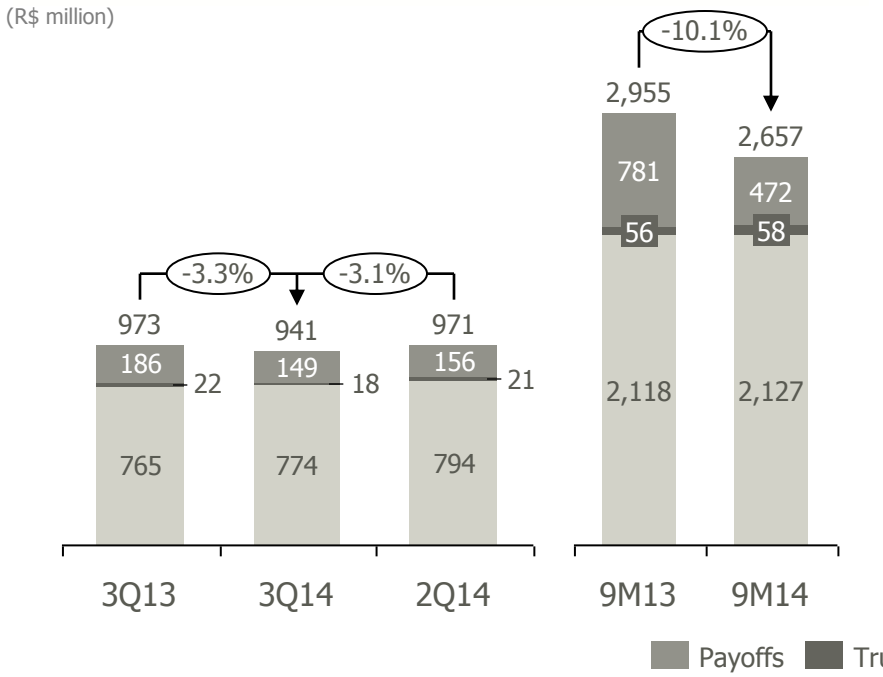


- The Return on Equity (Net Income LTM / Equity average LTM Ex-minorities) attained 12.3%.
- Earnings per share of R$ 0.46 in 3Q14, the highest one since 1Q12 (excluding RET effect in 4Q12)

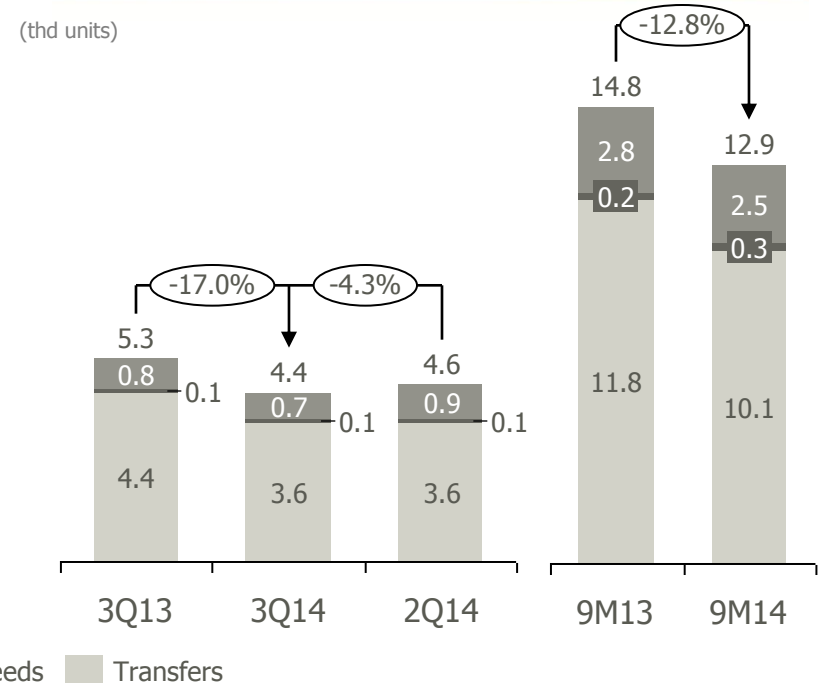
[1] Calculus: Net Income of the quarters / number of shares minus treasury shares as of September 30, 2014)

TRANSFERS, PAYOFFS AND TRUST OF DEEDS

Volume



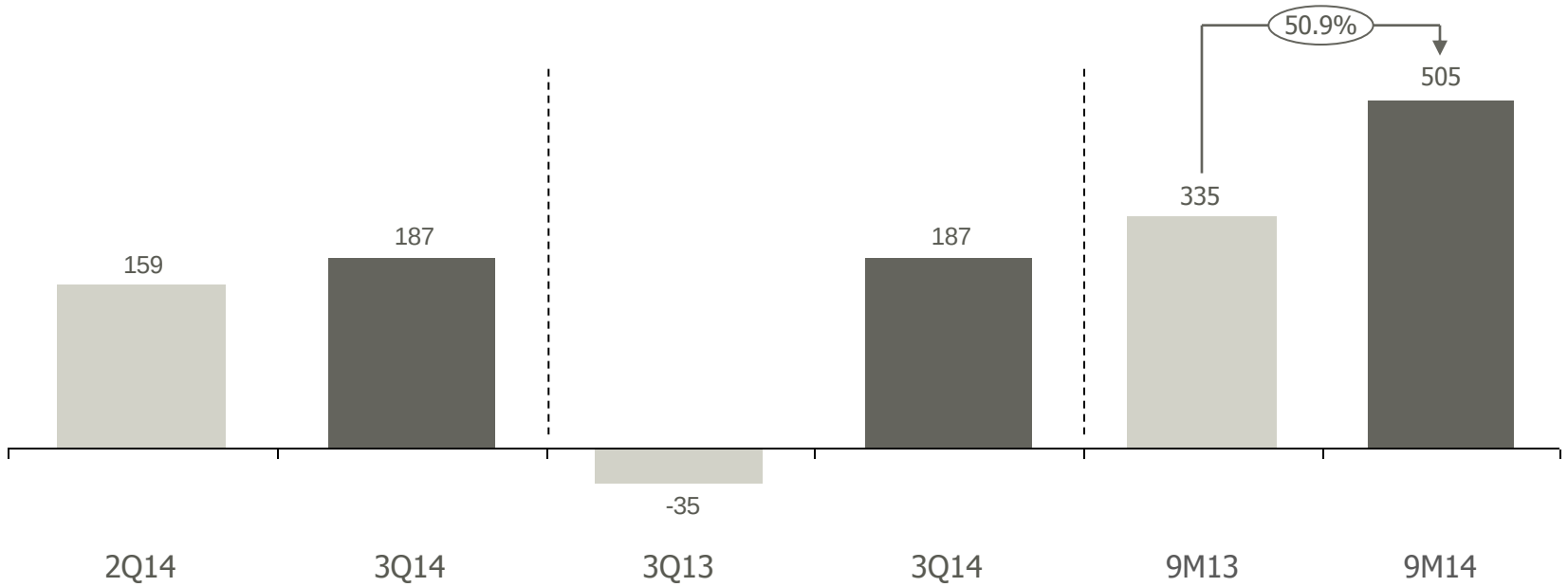
Units



- In 3Q14, the volume of transfers, payoffs and trust of deeds accounted for R$ 941 million, 3.1% lower vs. 2Q14 and 3.3% lower than 3Q13.
- In 9M14, the volume of transfers, payoffs and trust of deeds accounted for R$ 2,657 million, down 10.1% vs. 9M13

CASH GENERATION*

(R$ million)

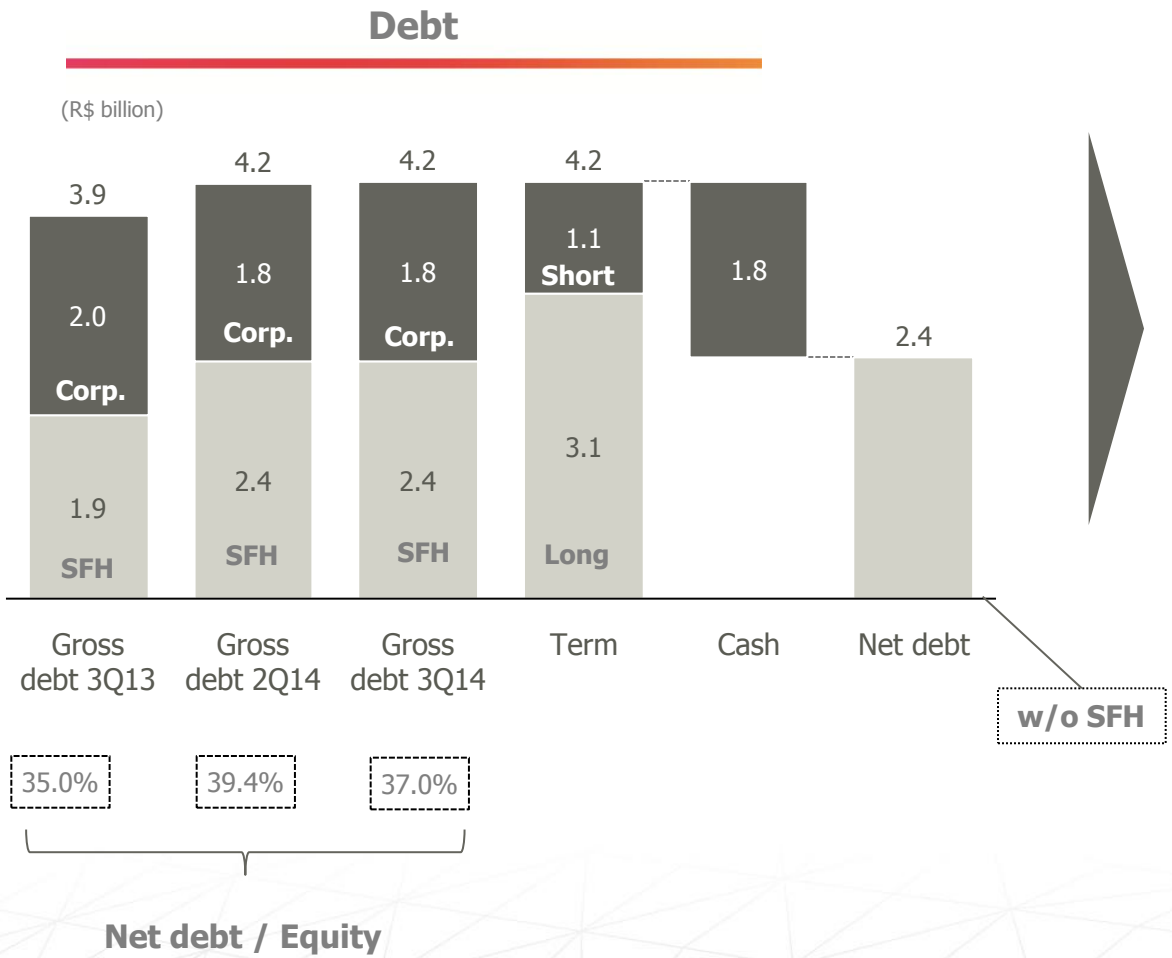


- Cash generation of R$ 187 million in 3Q14 vs. a cash consumption of R$ 35 million in 3Q13 and a cash generation of R$ 159 million in 2Q14.
- In 9M14, the Cash generation attained R$ 505 million vs. R$ 335 million in 9M13.

*Ex dividend payment, buyback program and stake acquisition.

LIQUIDITY AND DEBT

- Net debt / Equity remained at levels of 37.0%



Indicators	Total debt	Debt w/o SFH
Net debt / EBITDA 12M	2.2x	0.0x
Net debt / Equity	37.0%	
Average Cost	w/o SFH: 104.2% CDI SFH: TR + 9.23% p.y.	
Duration	1.9 year	2.3 year
Short Term	27%	20%
Long Term	73%	80%

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