



RESULTS

4Q24

MARCH 21ST, 2025

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

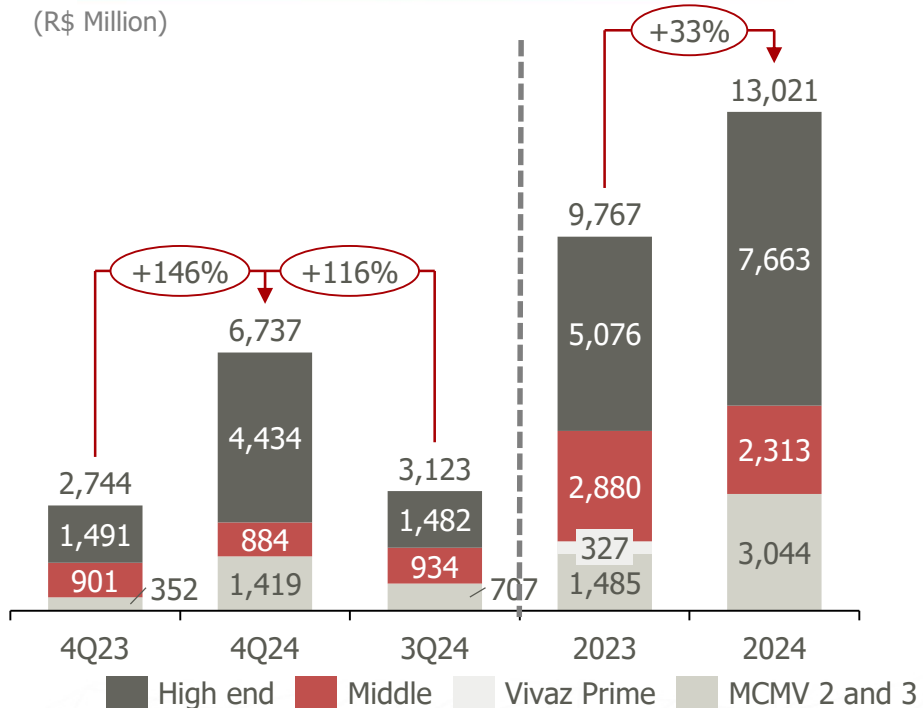
OPERATING FIGURES

CYRELA'S LAUNCHES

- Launches PSV ex-swap and %CBR totaled R\$4,875 million in 4Q24 and R\$9,586 million in 2024.
- 21 projects launched in the quarter.

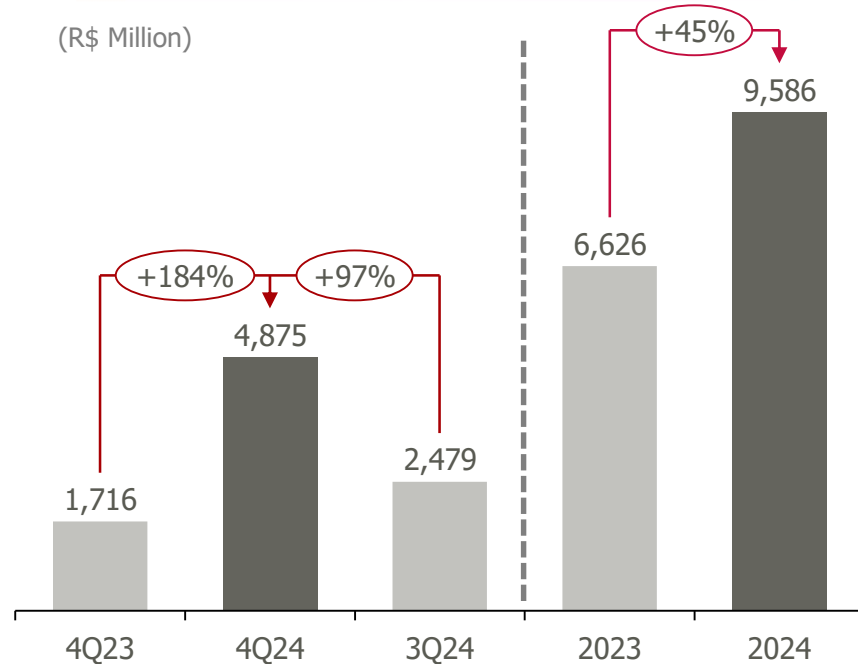
Launches PSV (100%)

(R\$ Million)



Launches PSV Ex-swap (%CBR)

(R\$ Million)



% CBR

64%

74%

82%

71%

76%

HIGHLIGHTS

VISTA CYRELA – TOWER VENEZIA Furnished by ARMANI / CASA

- Av. Lopes de Azevedo, 66 – Jardim Guedala
- PSV: R\$ 1,786 million
- Units: 94

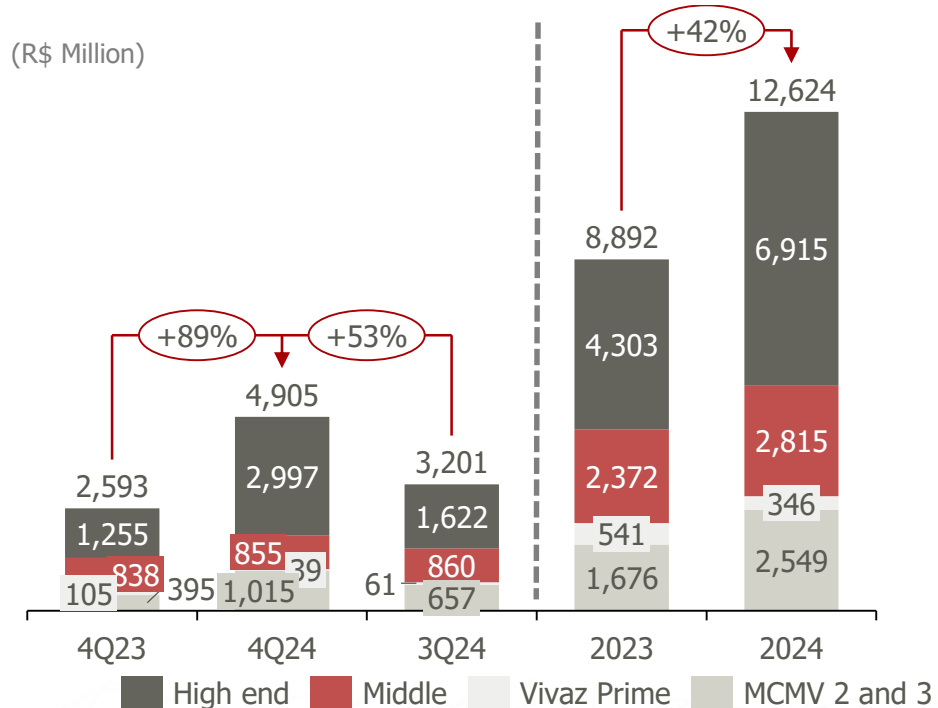
Access the projects website: [Vista Armani](#)



CYRELA'S PRE-SALES

- Net pre-sales ex swap and %CBR totaled R\$3,530 million in 4Q24 and R\$9,277 million in 2024.

Pre – Sales (100%)



%
CBR

72%

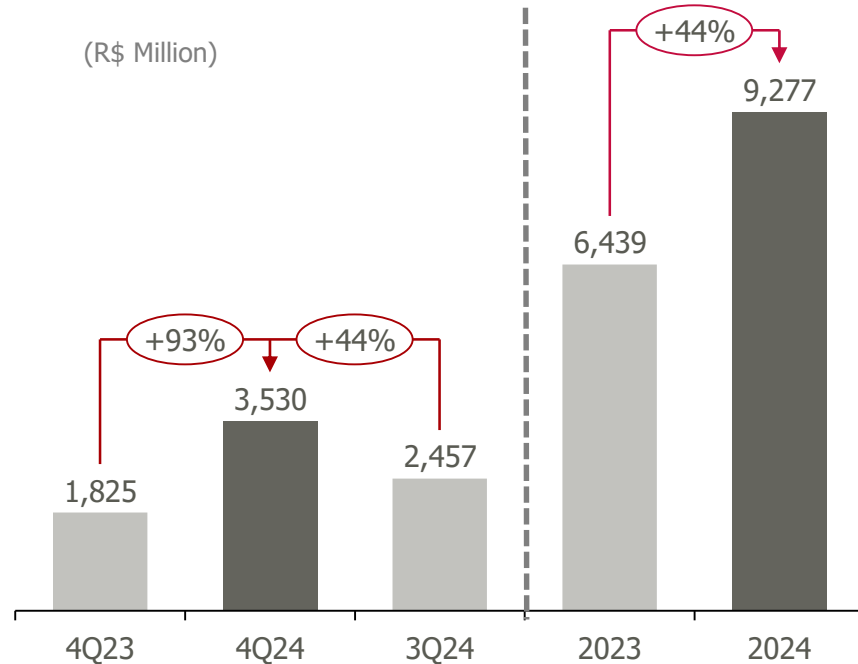
74%

79%

76%

76%

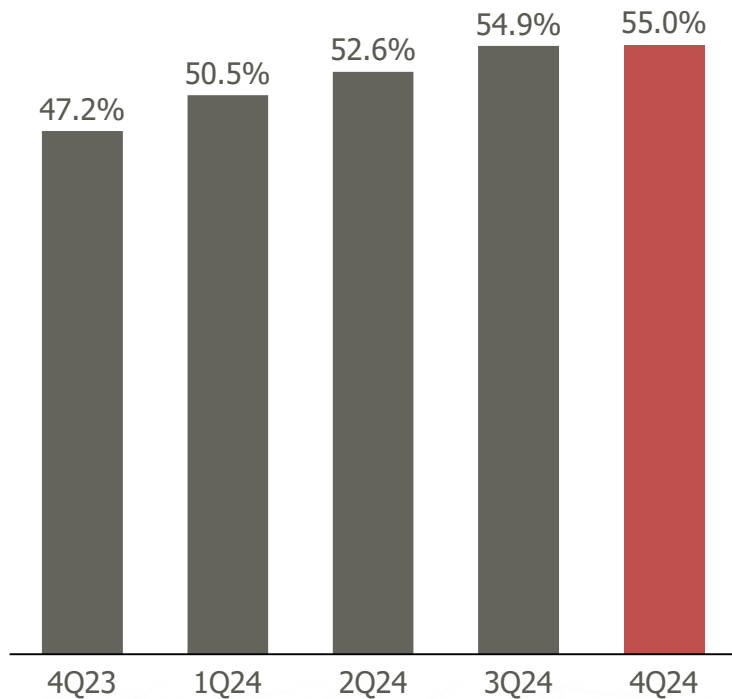
Pre – Sales Ex-Swap (%CBR)



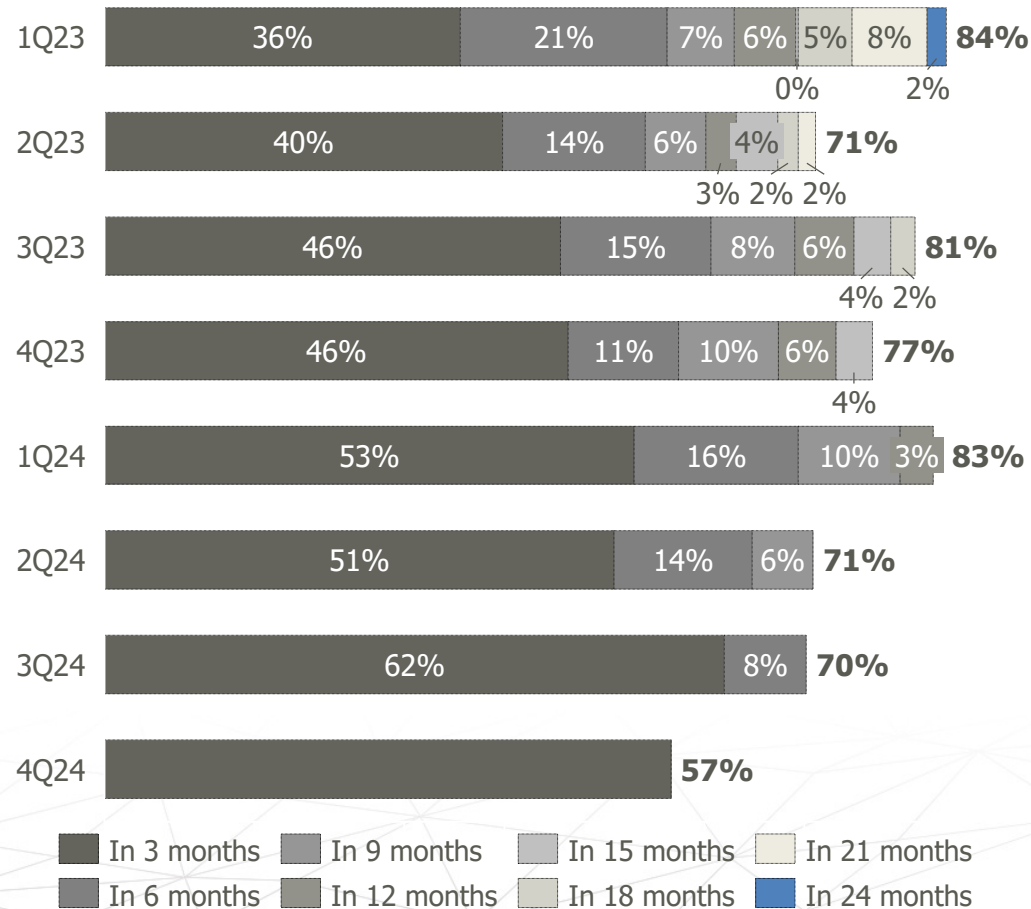
SALES SPEED

- The LTM SOS of the quarter reached 55.0%.

Sales Speed (12 month period)



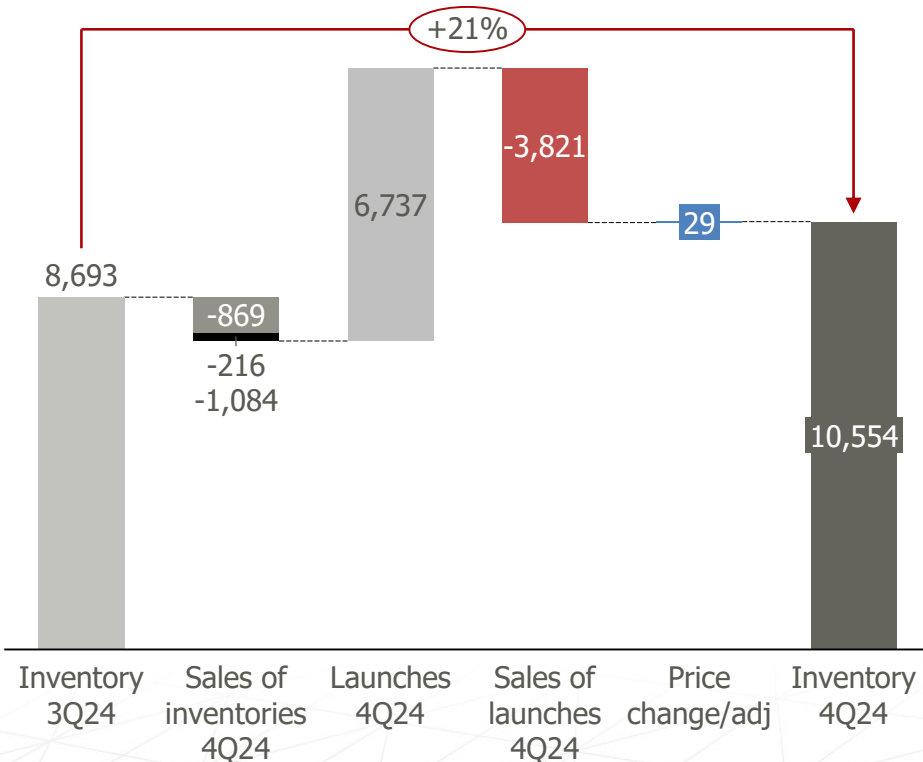
Sales by Launch Vintage



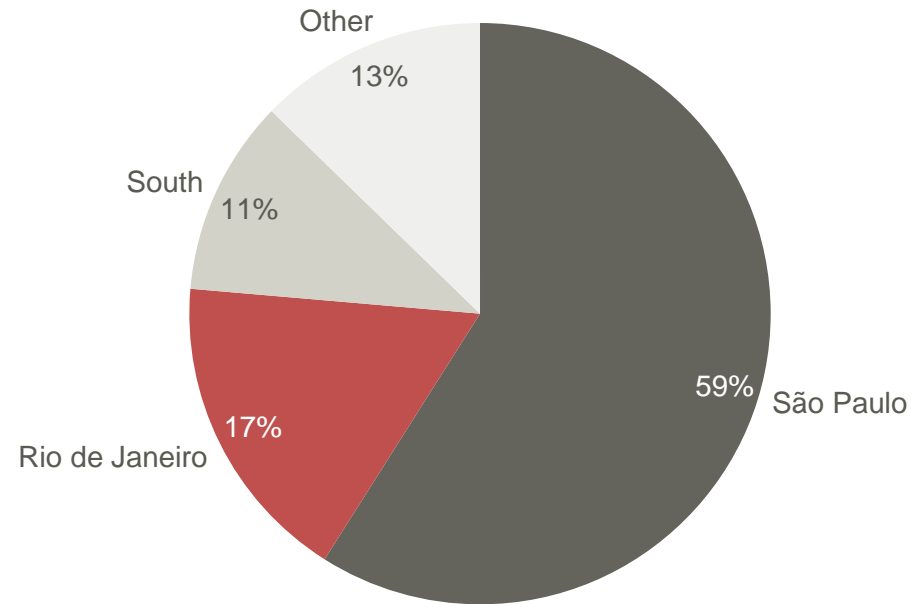
INVENTORY

- R\$10,554 million in PSV inventory at market value (R\$8,021 million %CBR).

Change in Inventory (R\$ Million)



Inventory Breakdown 4Q24

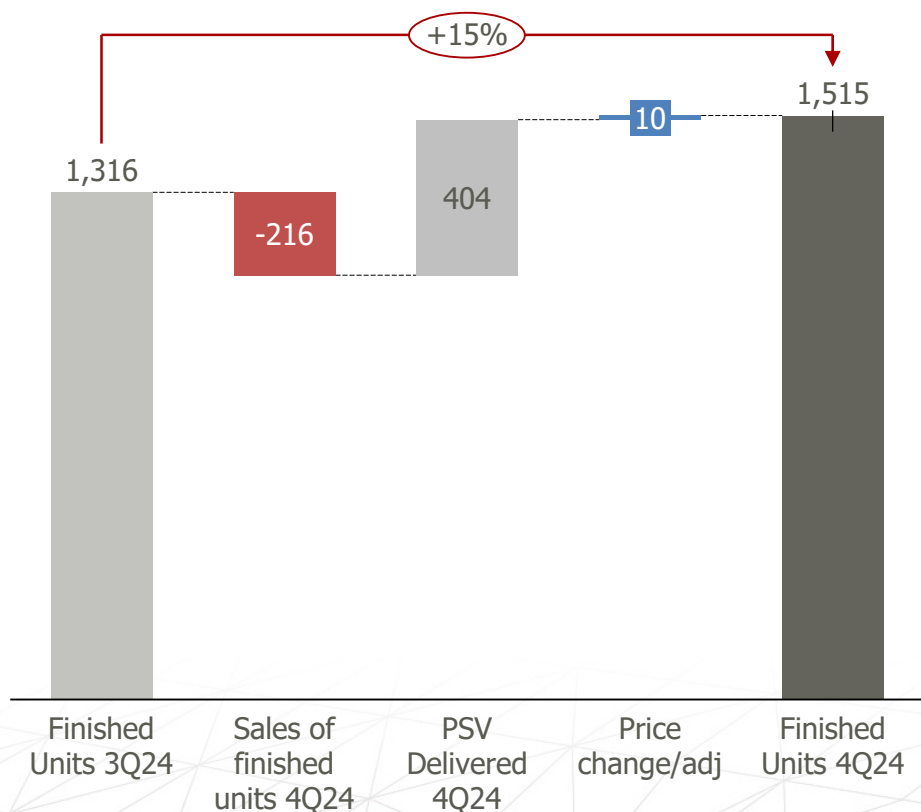


Inventory under construction
 Finished inventory

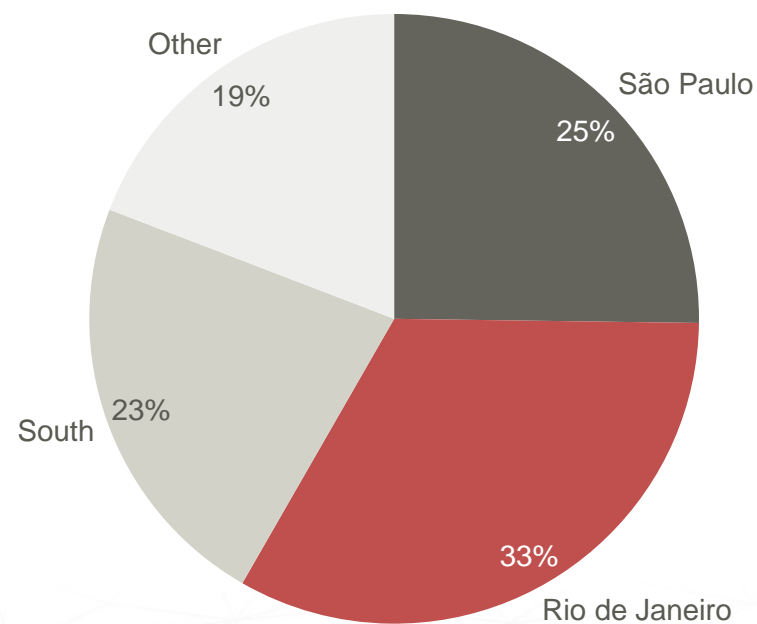
FINISHED INVENTORY

- R\$1,515 million in PSV finished inventory at market value (R\$1,290 million %CBR).

Change in Finished Inventory (R\$ Million)



Finished Inventory Breakdown 4Q24

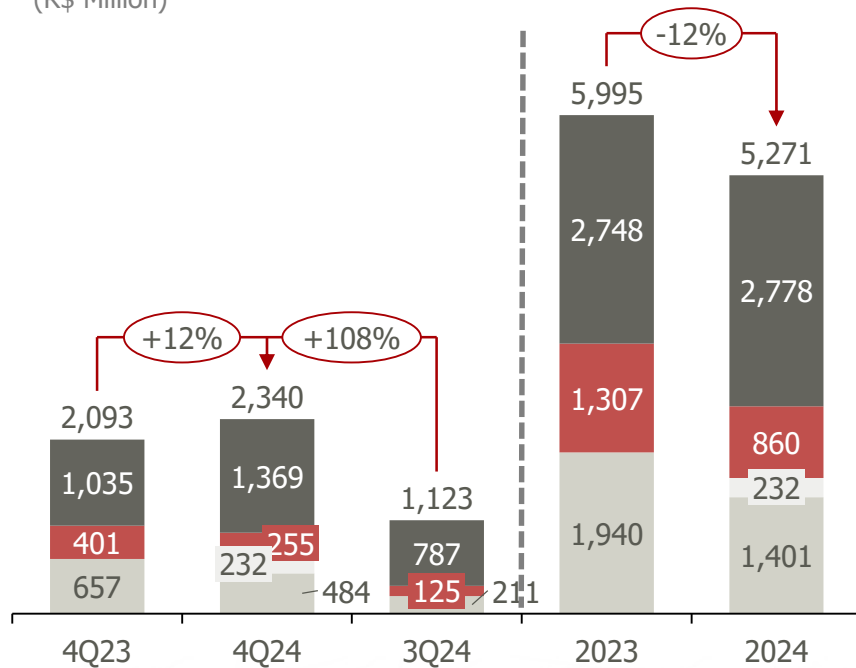


DELIVERED UNITS

- 16 projects delivered in 4Q24, totaling PSV of R\$2,340 million on the dates of their respective launches.
- In 2024, 41 projects delivered, totaling PSV of R\$5,271 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)

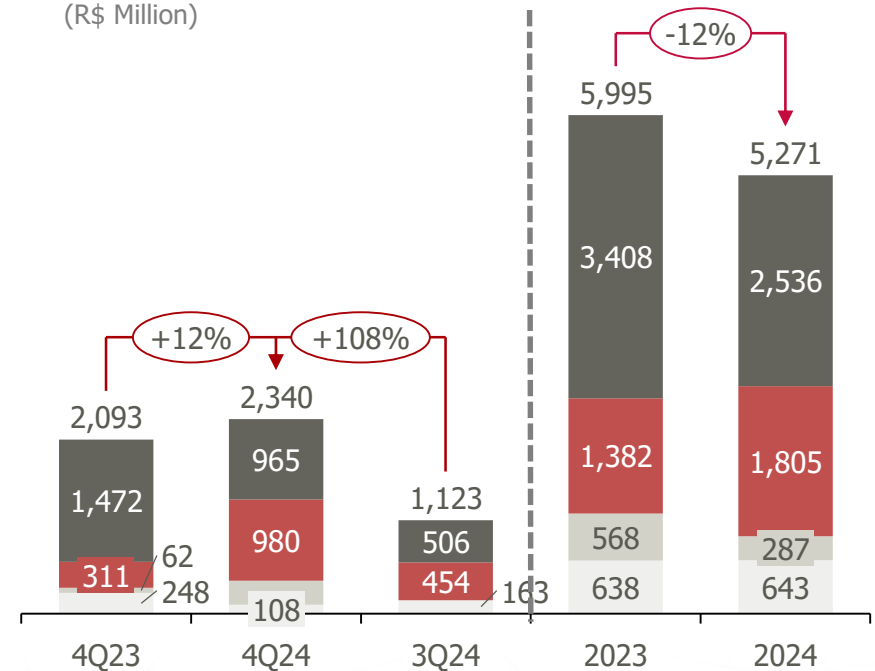
(R\$ Million)



High End Middle MCMV 2 and 3

Delivered PSV – by Region (100%)

(R\$ Million)



São Paulo Rio de Janeiro South Other

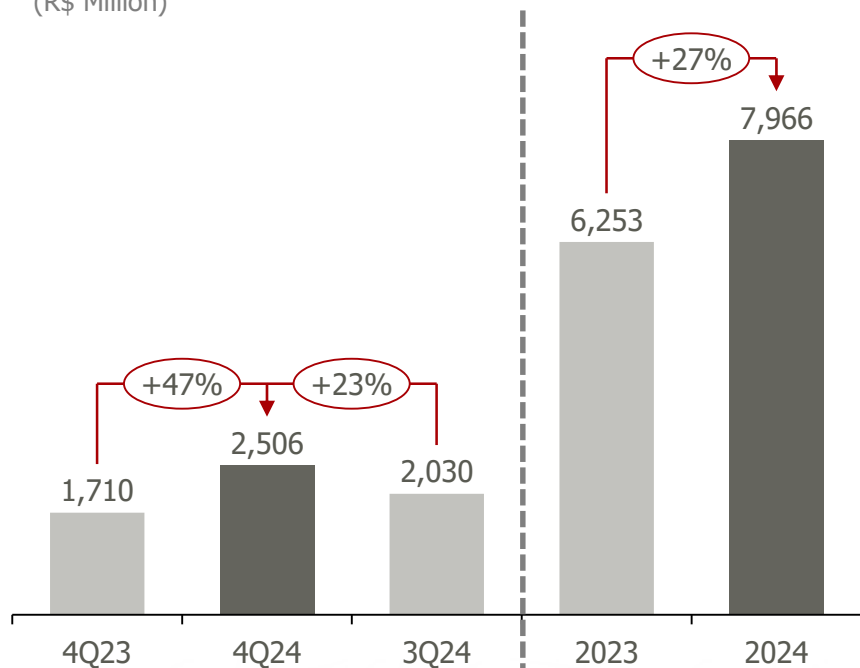
FINANCIAL RESULTS

FINANCIAL RESULTS

- Net revenues of R\$2,506 million in 4Q24 and R\$7,966 million in 2024.
- Gross margin of 31.9% in the quarter and 32.4% in the year.

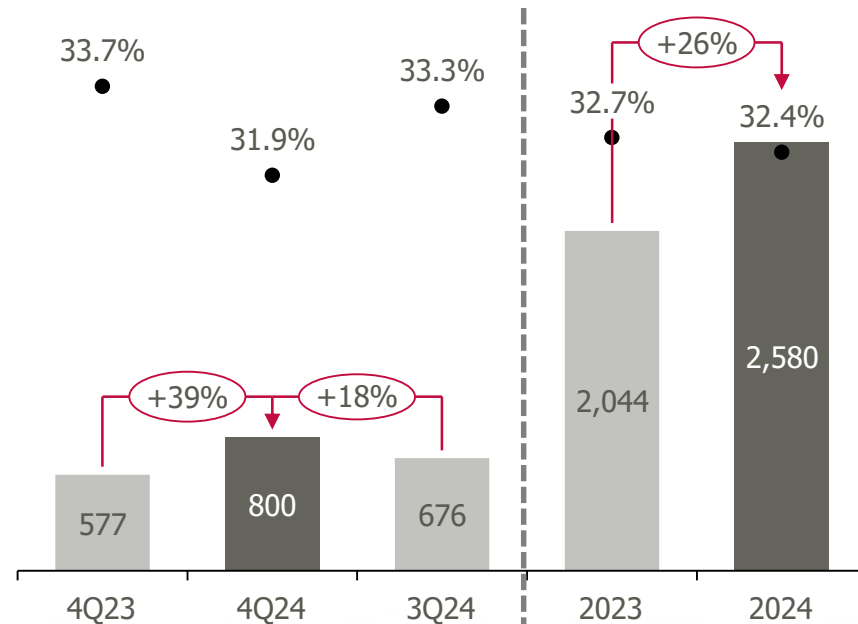
Net Revenues

(R\$ Million)



Gross Profit and Gross Margin

(R\$ Million)



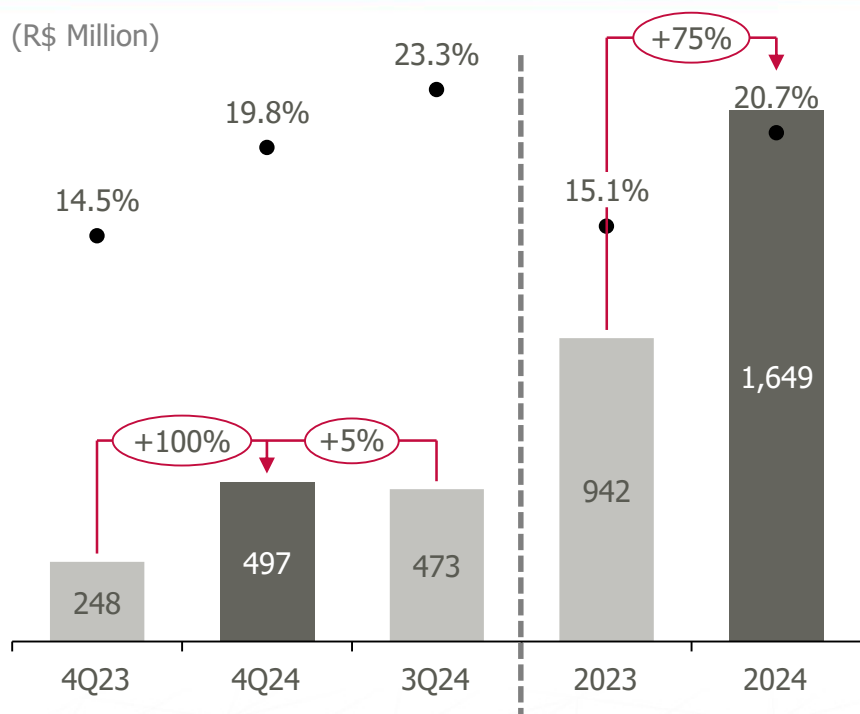
● Gross Margin

NET INCOME AND PROFITABILITY

- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 20.9%.

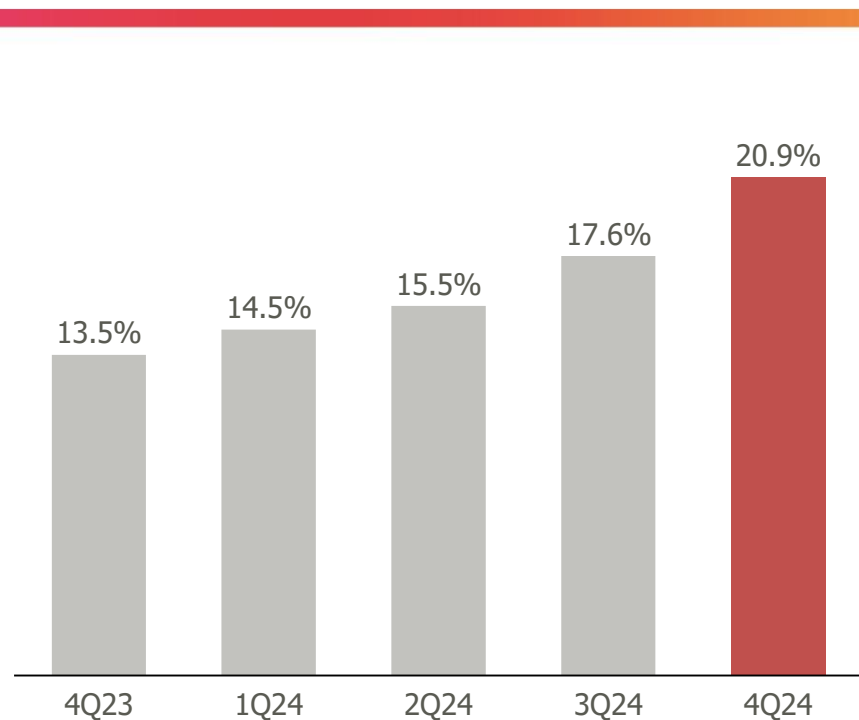
Net Income and Net Margin

(R\$ Million)



● Net Margin

ROE LTM

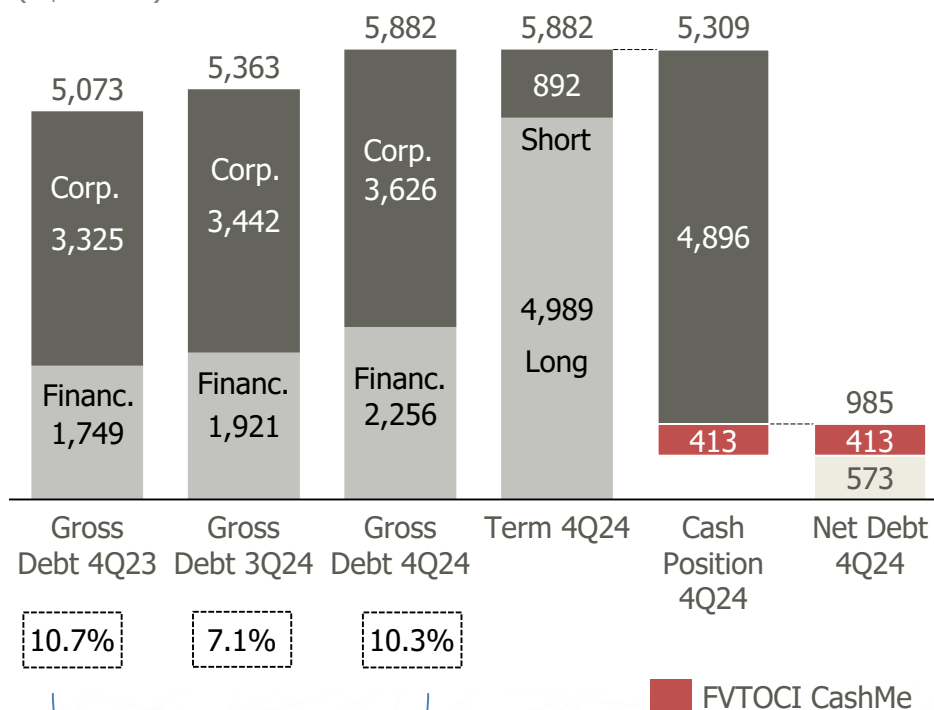


LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 10.3%.

Debt Overview

(R\$ Million)

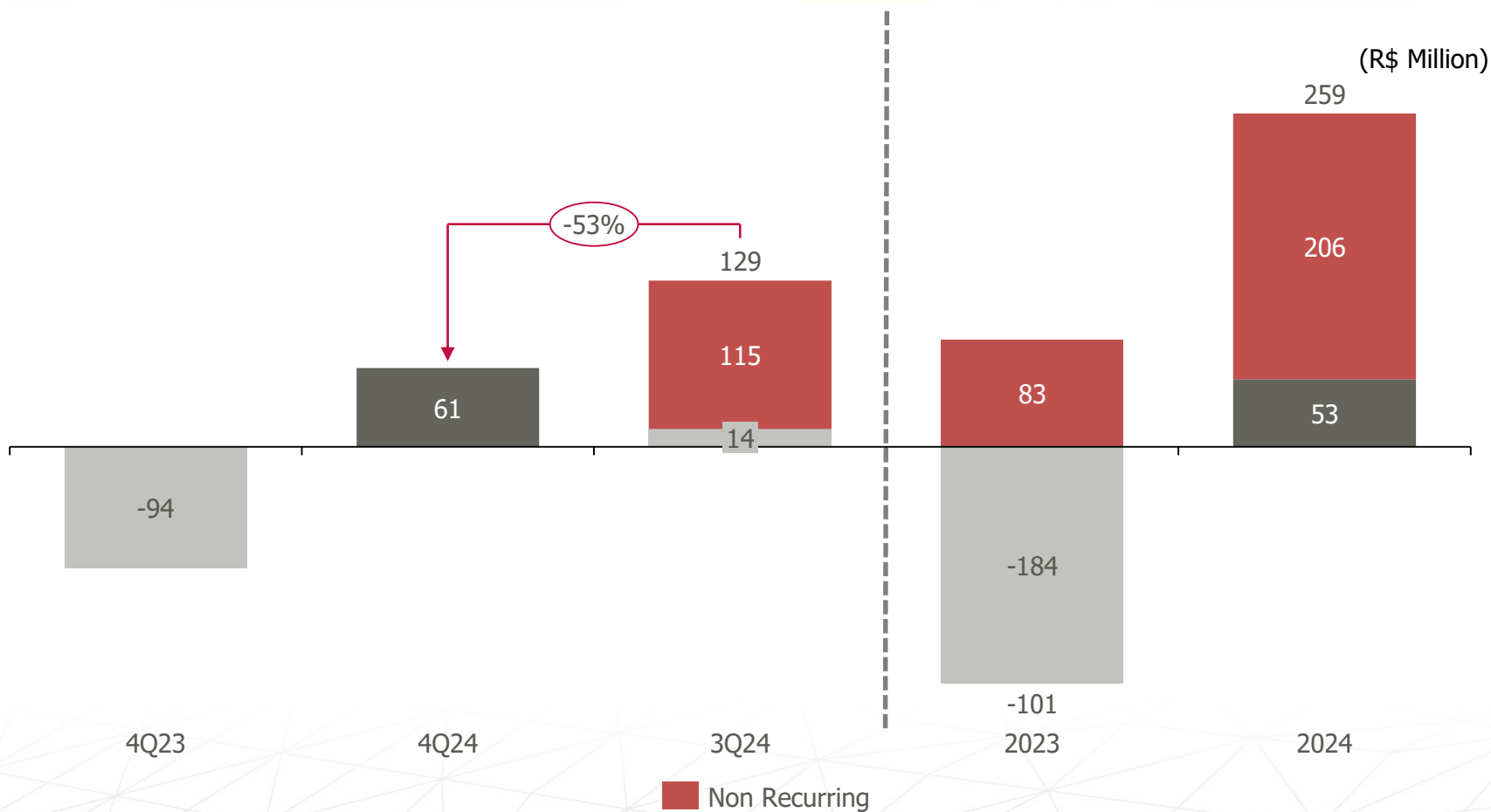


Indicators	Total Debt	Corporate Debt	
Net Debt / Equity		10.3%	
Average Term	3.1 y	3.5 y	
Short Term	15%	14%	
Long Term	85%	86%	
Average Cost of Financing		Average Cost of Corporate Debt*	
Savings Acc. + 2.73%	73.2%	99,0% of CDI	63.7%
TR + 9.02%	26.8%	CDI + 0.62%	36.3%
TOTAL	100.0%	TOTAL	100.0%
Minimum Rate	TR + 7.99%	* Excludes debt from CashMe (R\$2,057 MM)	
Maximum Rate	TR + 10.10%		

Net Debt / Equity

CASH GENERATION*

- Cash generation of R\$61 million in the quarter.



*Ex dividend payment and buyback program.

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