



RESULTS

2Q24

AUGUST 9TH, 2024

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

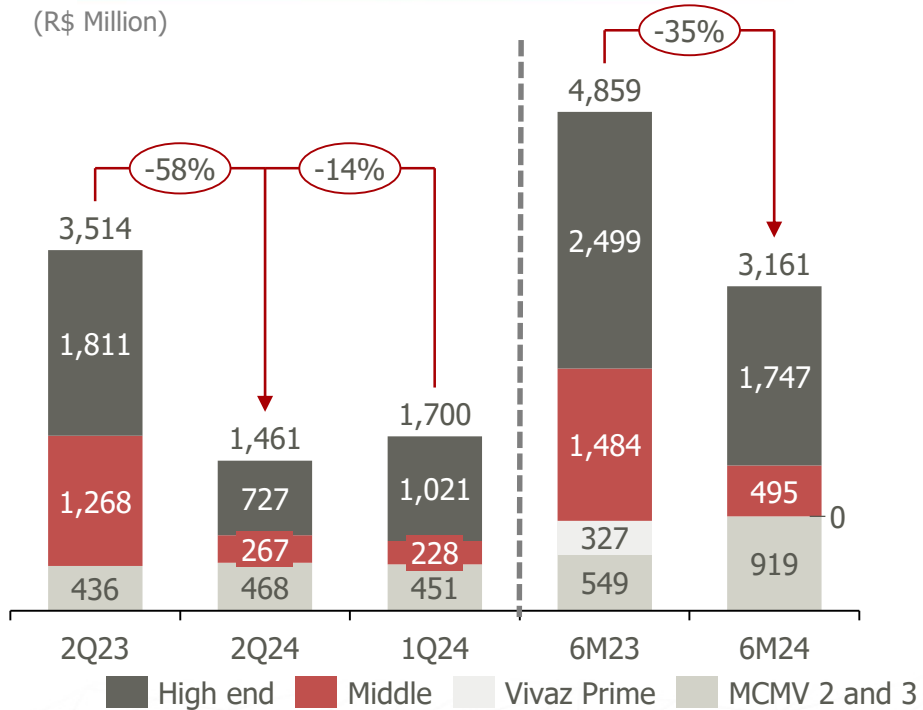
OPERATING FIGURES

CYRELA'S LAUNCHES

- R\$1,461 million in 2Q24, 58% lower vs 2Q23 and 14% down from 1Q24.
- 9 projects launched in the quarter.

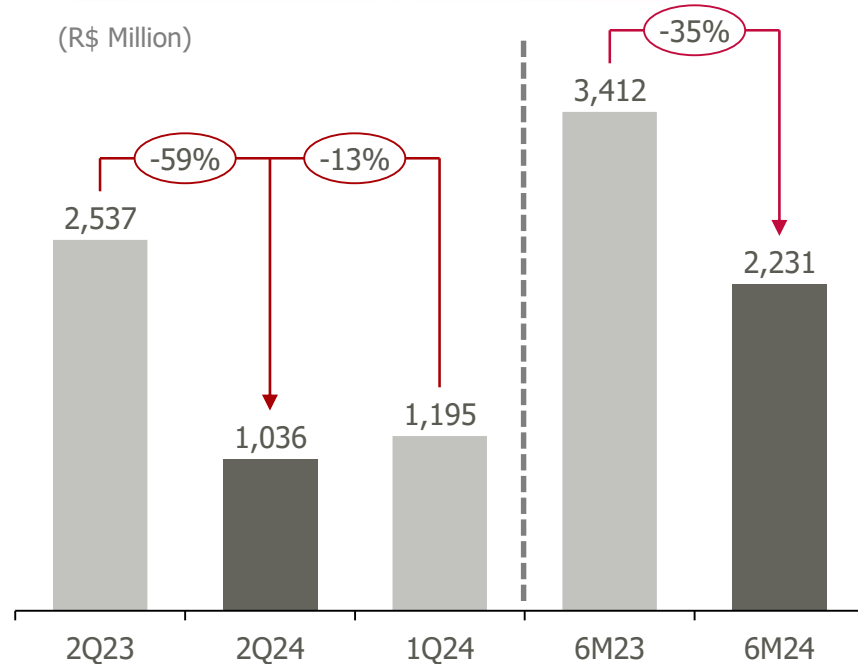
Launches PSV (100%)

(R\$ Million)



Launches PSV Ex-swap (%CBR)

(R\$ Million)



% CBR

78%

74%

78%

75%

76%

HIGHLIGHTS

ESCAPE EDEN

- R. Santo Arcádio, 482 - Brooklin-São Paulo - SP
- PSV: R\$ 316 million
- Units: 259

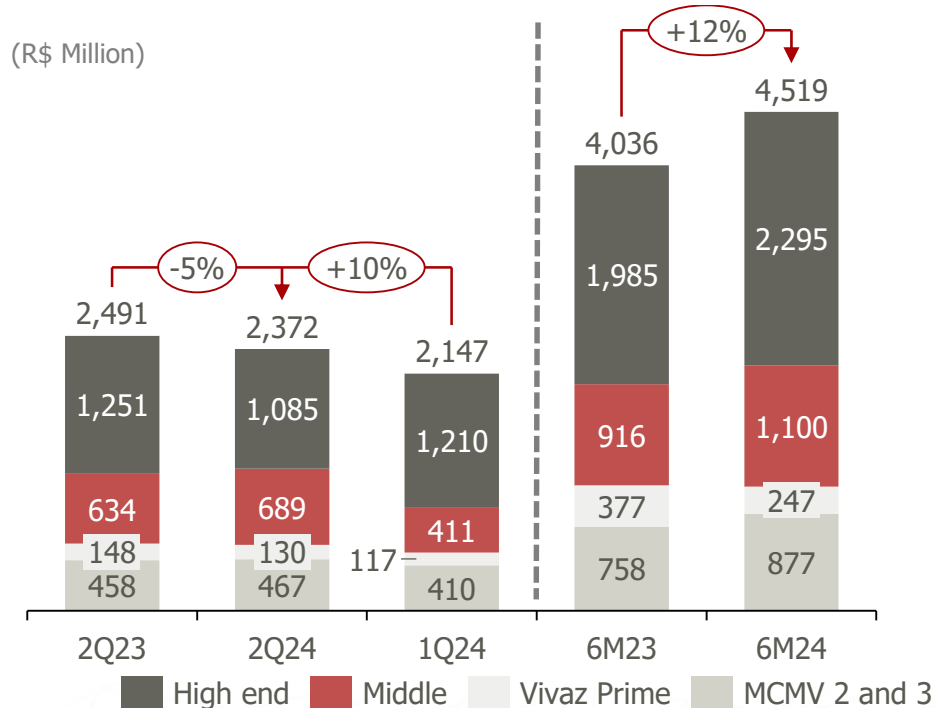
Access the projects website: [Escape Eden](#)



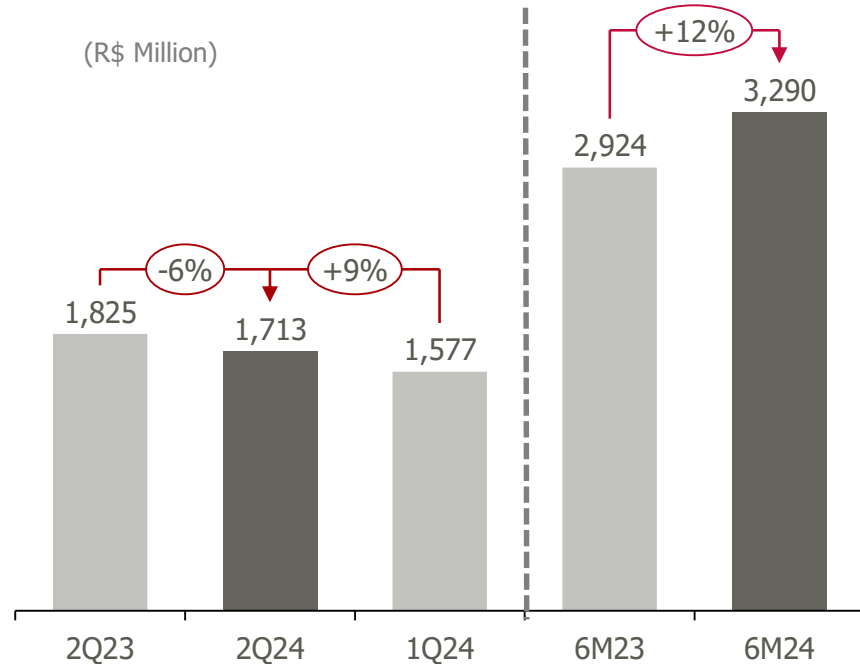
CYRELA'S PRE-SALES

- Net pre-sales totaled R\$2,372 million in 2Q24, 5% down from 2Q23 and 10% higher than 1Q24.
- %CBR of 74% in the quarter.

Pre – Sales (100%)



Pre – Sales Ex-Swap (%CBR)



% CBR

81%

74%

79%

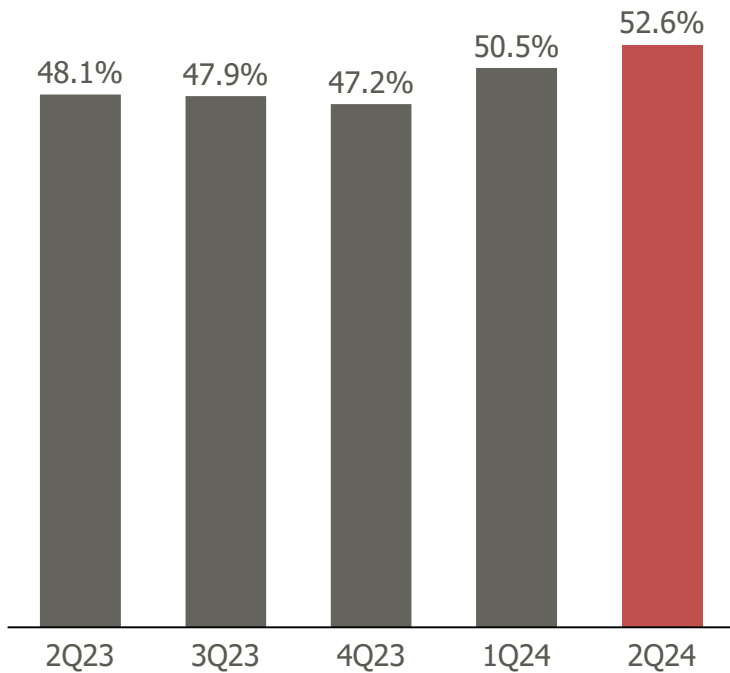
79%

77%

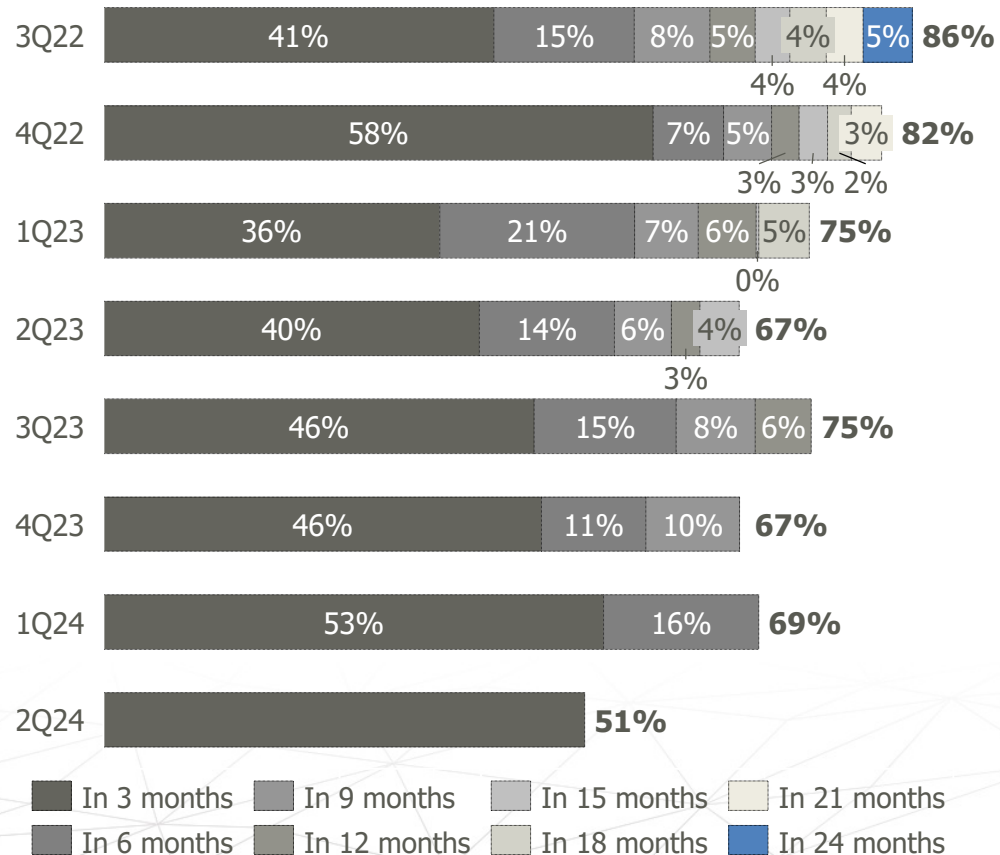
SALES SPEED

- The LTM SOS of 2Q24 reached 52.6%.

Sales Speed (12 month period)



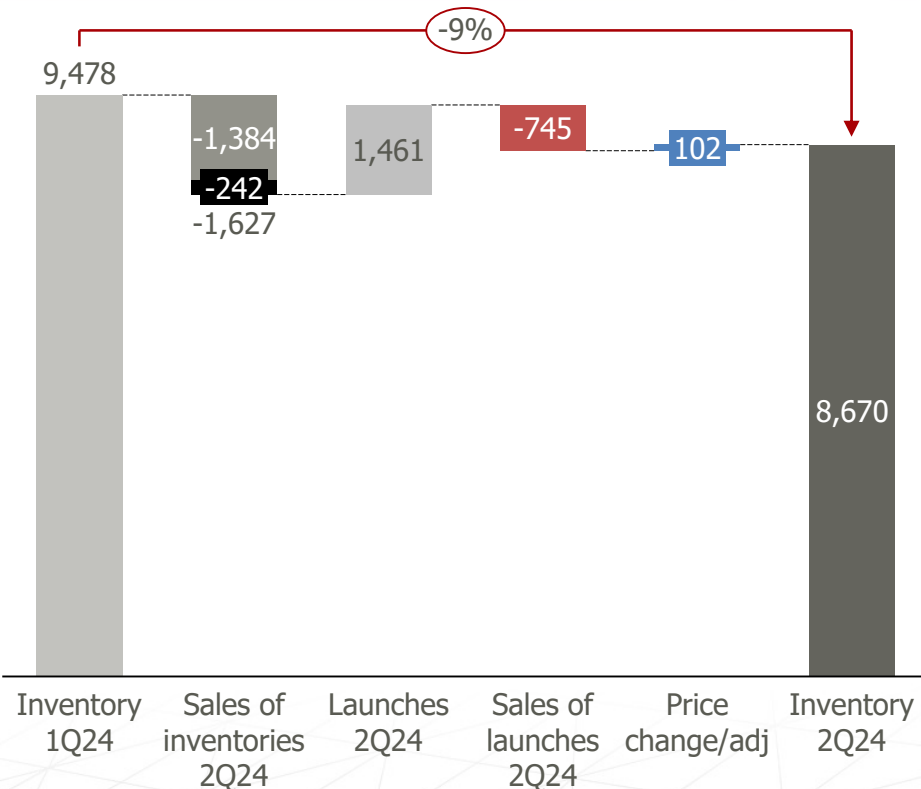
Sales by Launch Vintage



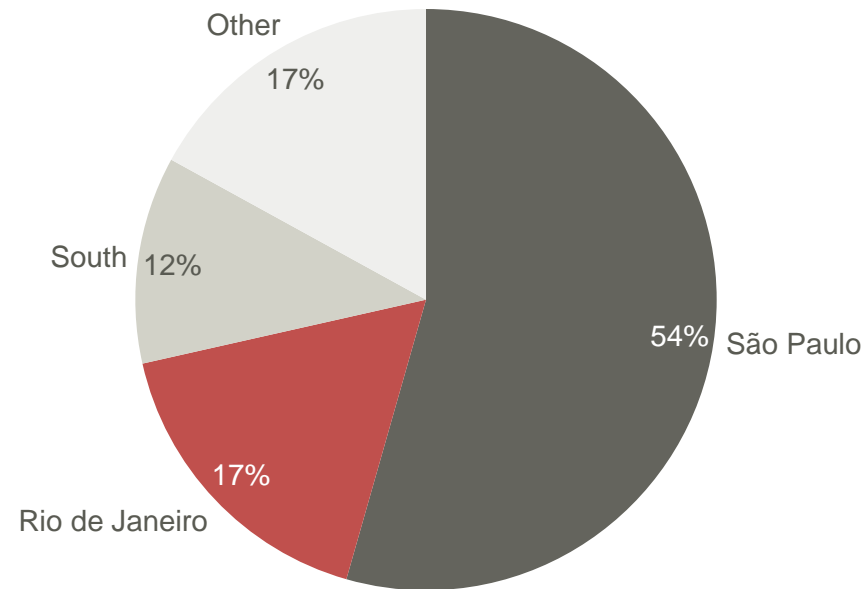
INVENTORY

- R\$8,670 million in PSV inventory at market value (R\$6,498 million %CBR).

Change in Inventory (R\$ Million)



Inventory Breakdown 2Q24

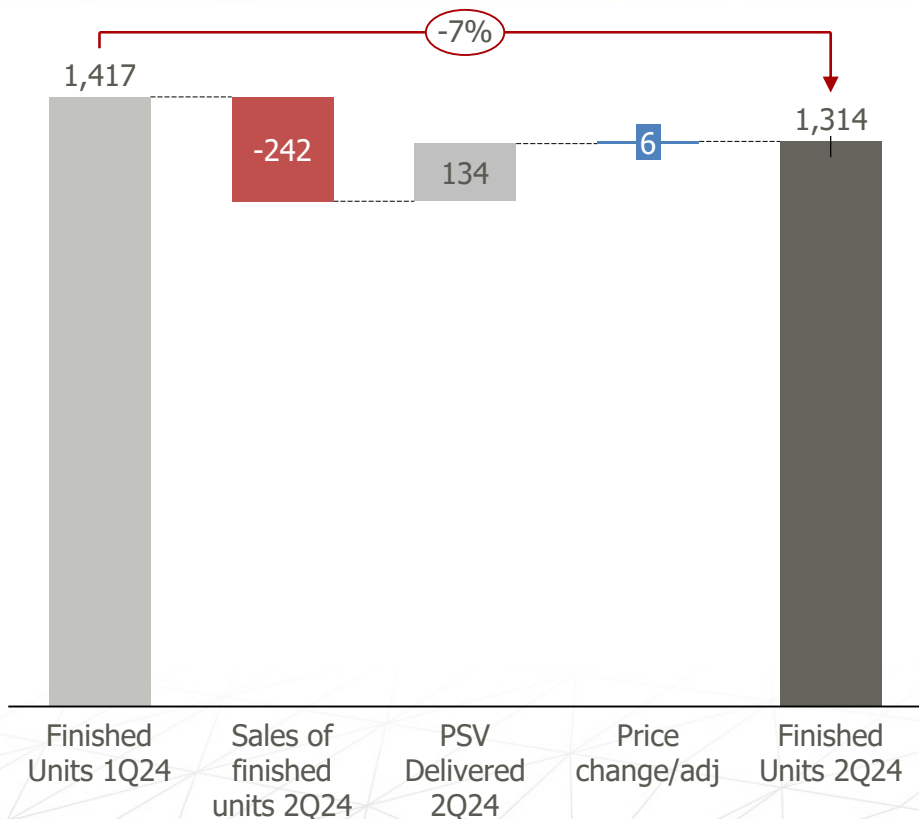


Inventory under construction
 Finished inventory

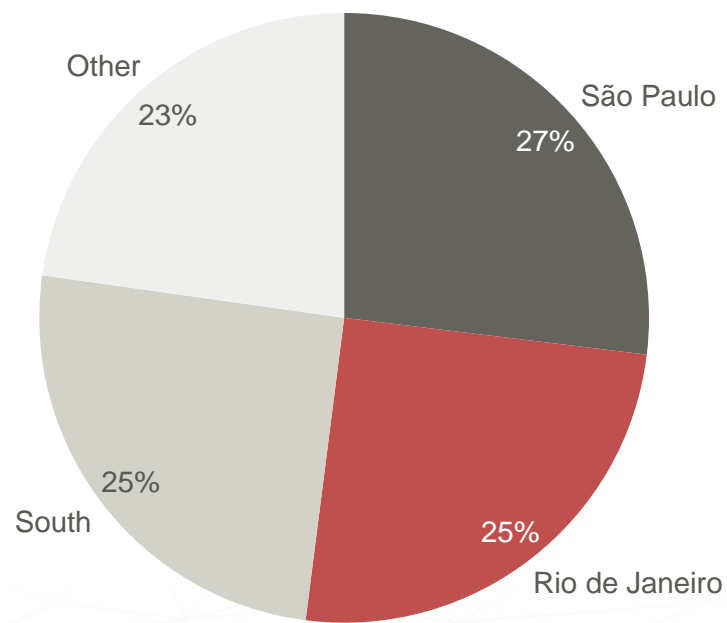
FINISHED INVENTORY

- R\$1,314 million in PSV finished inventory at market value (R\$1,073 million %CBR).

Change in Finished Inventory (R\$ Million)



Finished Inventory Breakdown 2Q24

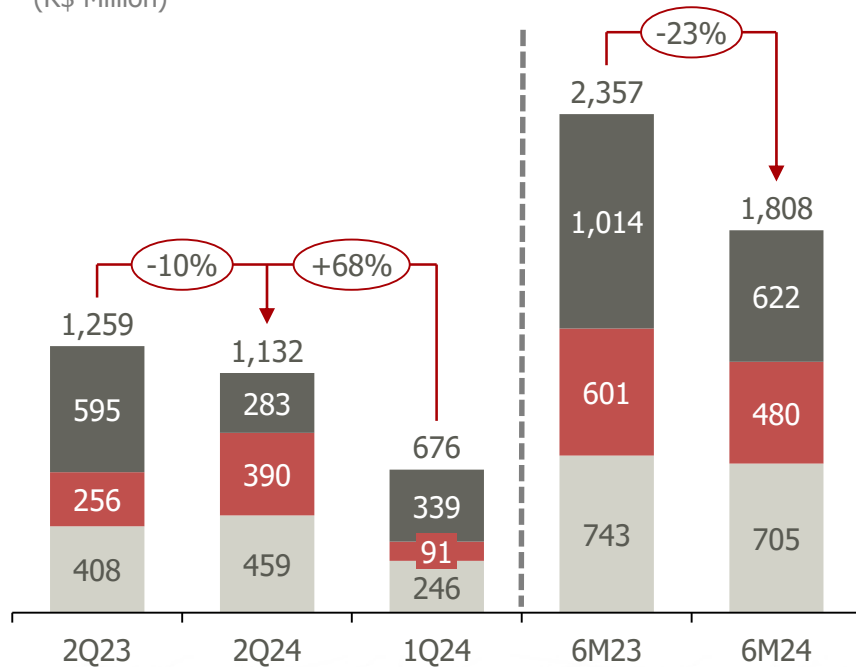


DELIVERED UNITS

- 10 projects delivered in 2Q24, totaling PSV of R\$1,132 million on the dates of their respective launches.
- In 2024, 16 projects delivered, totaling PSV of R\$1,808 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)

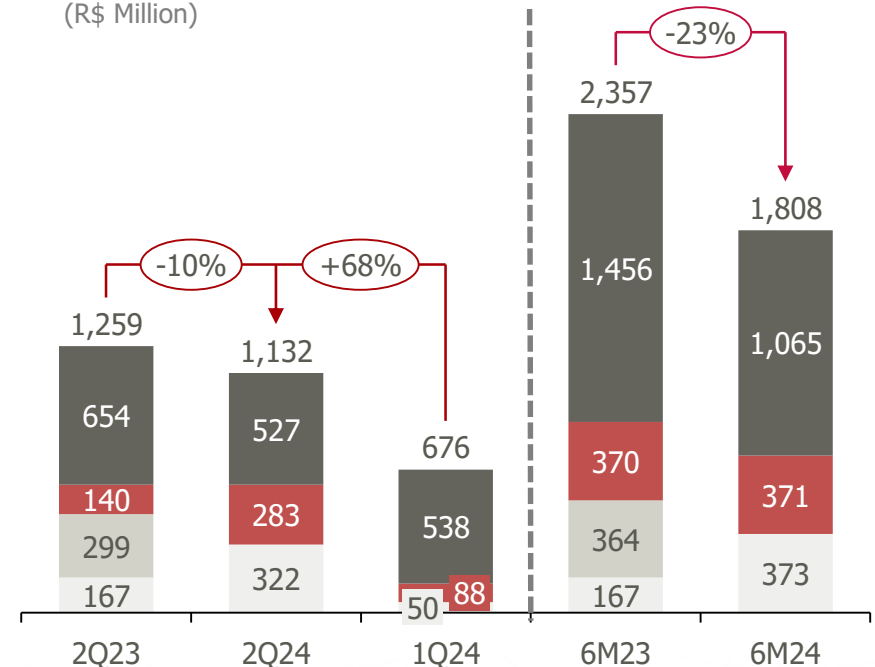
(R\$ Million)



■ High End ■ Middle ■ MCMV 2 and 3

Delivered PSV – by Region (100%)

(R\$ Million)



■ São Paulo ■ Rio de Janeiro ■ South ■ Other

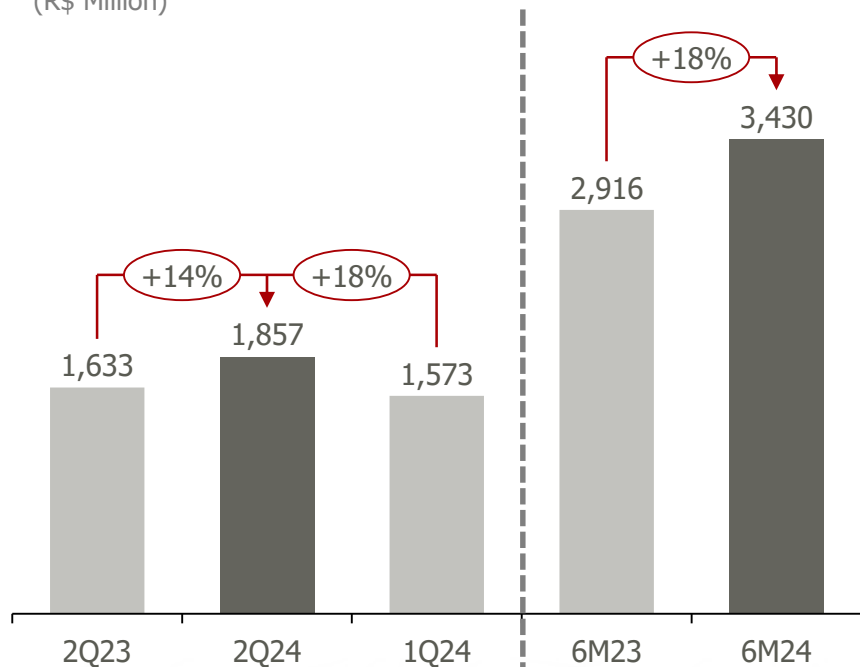
FINANCIAL RESULTS

FINANCIAL RESULTS

- Net revenues of R\$1,857 million in 2Q24 and R\$3,430 million in 6M24.
- Gross margin of 32.9% in the quarter and 32.6% in the year.

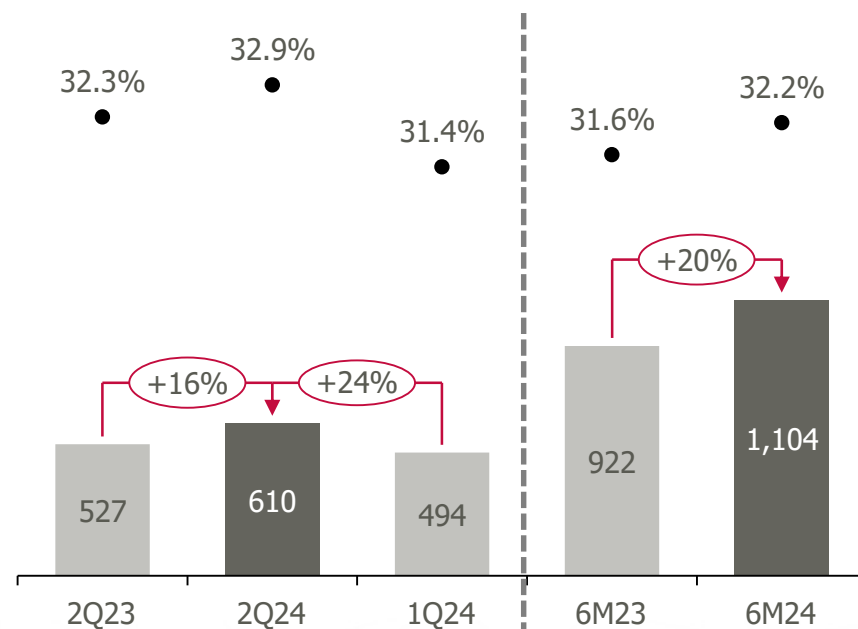
Net Revenues

(R\$ Million)



Gross Profit and Gross Margin

(R\$ Million)



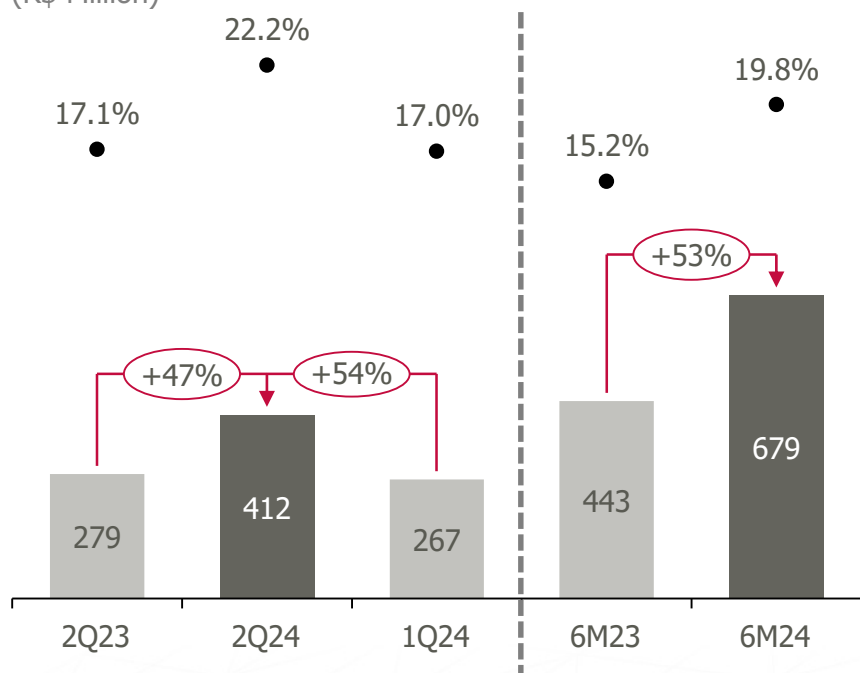
● Gross Margin

NET INCOME AND PROFITABILITY

- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 15.5%.

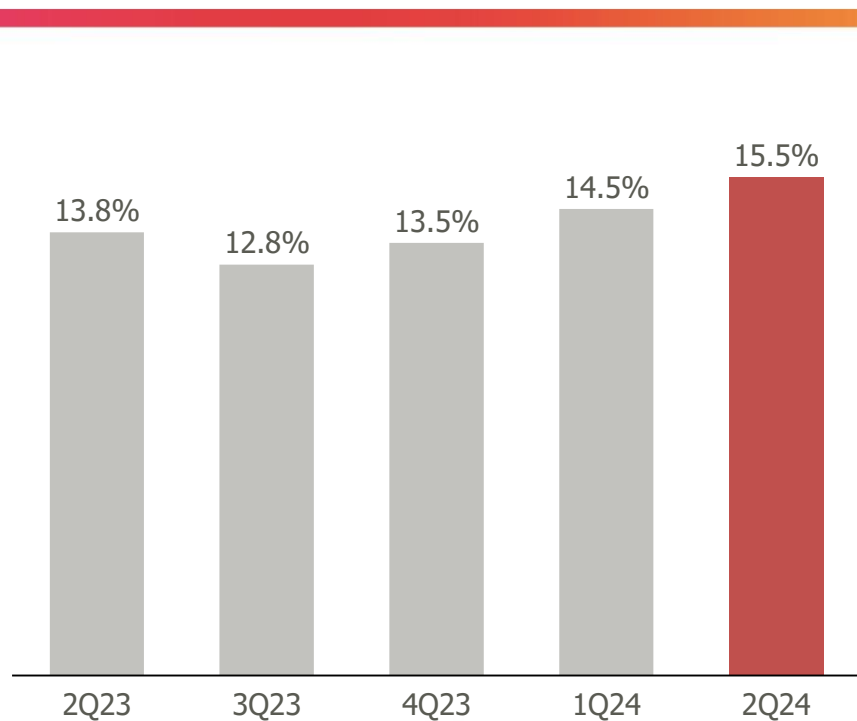
Net Income and Net Margin

(R\$ Million)



● Net Margin

ROE LTM

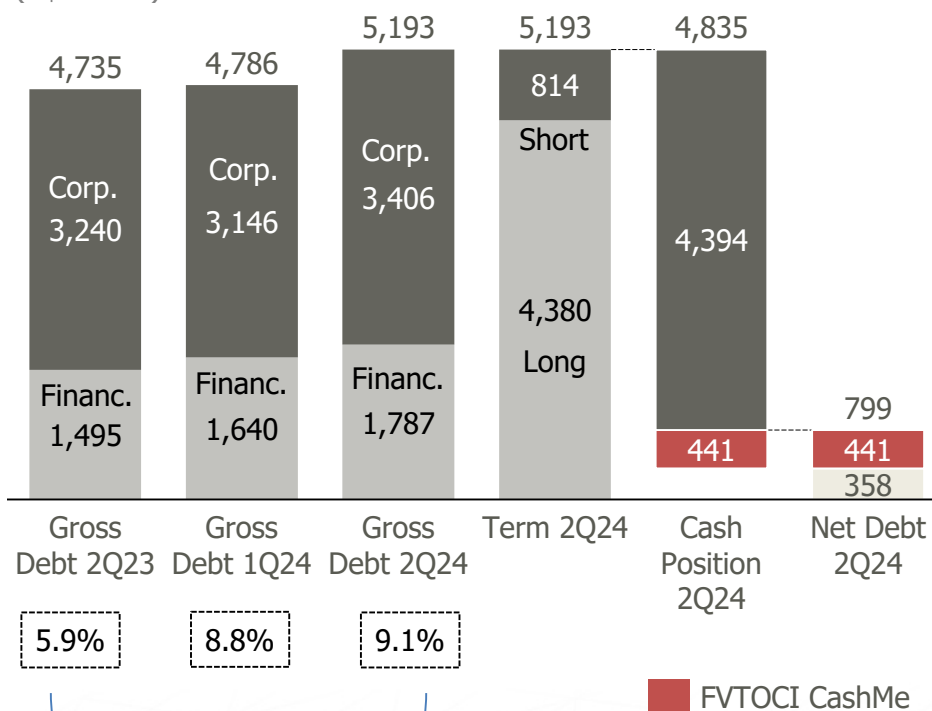


LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 9.1%.

Debt Overview

(R\$ Million)

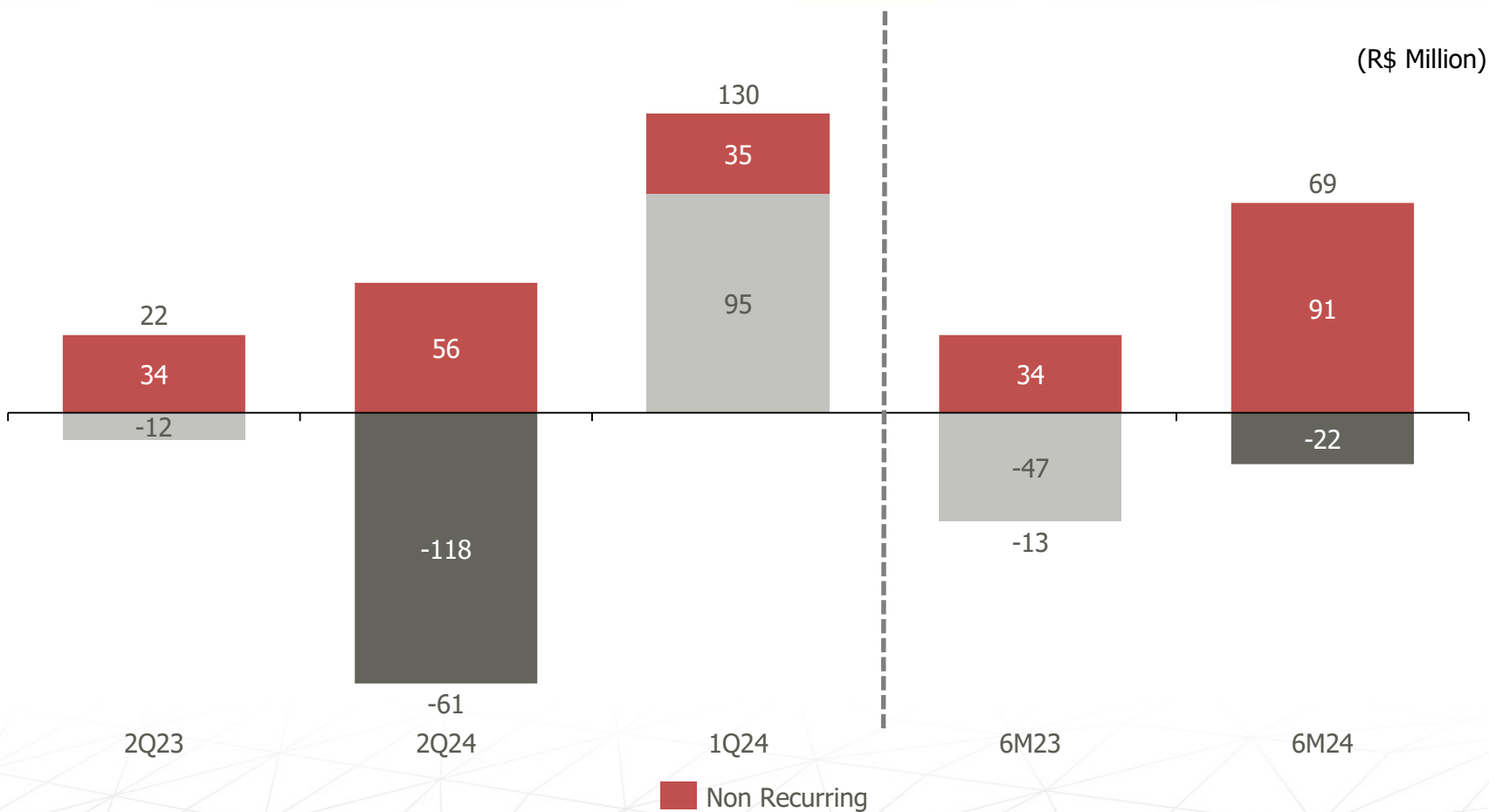


Net Debt / Equity

Indicators	Total Debt	Corporate Debt	
Net Debt / Equity		9.1%	
Average Term	3.0 y	3.3 y	
Short Term	16%	16%	
Long Term	84%	84%	
Average Cost of Financing		Average Cost of Corporate Debt*	
Savings Acc. + 2.82%	77.7%	99,1% of CDI	66.8%
TR + 9.16%	22.3%	CDI + 0.62%	33.2%
TOTAL	100.0%	TOTAL	100.0%
Minimum Rate	TR + 7.99%	* Excludes debt from CashMe (R\$1,685 MM)	
Maximum Rate	Savings ACC + 5.0%		

CASH GENERATION*

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



*Ex dividend payment and buyback program.

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