



Results 2Q20





Disclaimer

This presentation contains forward-looking statements which are subject to risks and uncertainties.

These statements are based on expectations and assumptions of our Management and Directors, taking into account information to which the Company currently has access.

Exceptions related to forward-looking statements also include information about potential or expected operating results, as well as statements preceded by, followed by or including the words “believes”, “may”, “will”, “continues”, “expects”, “foresees”, “intends”, “plans”, “estimates” and similar expressions. The forward-looking statements and information are not guarantee of performance. They involve risks, uncertainties and assumptions, as they refer to future events, therefore subject to circumstances which may or may not occur. Future results and value creation for shareholders may significantly differ from those expressed or suggested by the forward-looking statements. Most of the factors that will determine these results and values are beyond our capacity or ability of control or foreseeability.



HIGHLIGHTS 2Q 2020

- ❑ Strengthening of the balance sheet with a very low leverage ratio of 8.8% net debt/shareholders' equity after capital increase approved on 04/30/2020 :
 - ❑ R\$570 million cash;
 - ❑ R\$1.18 billion shareholders' equity;
- ❑ Adjusted gross margin is maintained above 35%;
- ❑ Continued reduction of recurring general and administrative expenses: 12% in 2Q20 vs. 1Q20;
- ❑ Company resuming growth with high-quality assets:
 - ❑ R\$288 million PSV in launches for 3Q20 in high-valued regions of SP;
 - ❑ R\$1.9 billion PSV in 15 short and medium-term projects;
 - ❑ Acquisition of the last plot of land available at Av. Delfim Moreira (RJ) with R\$200 million PSV;
- ❑ Delivery of 4 projects with R\$543 million PSV, totaling 5 deliveries in 2020;
- ❑ Sales: 6.8% increase from 1Q20 and July recorded the best performance since Dec/2018.



Operational Results

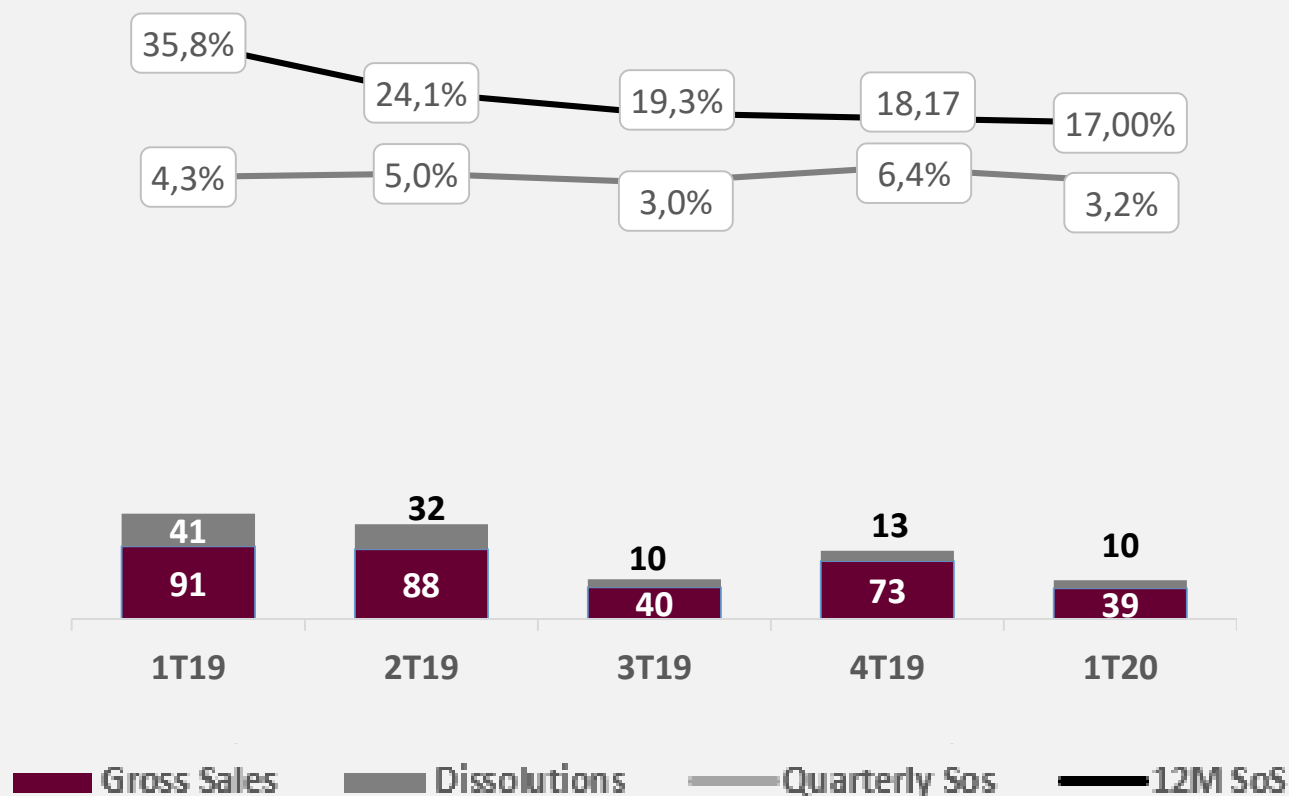
Guilherme Benevides – COO



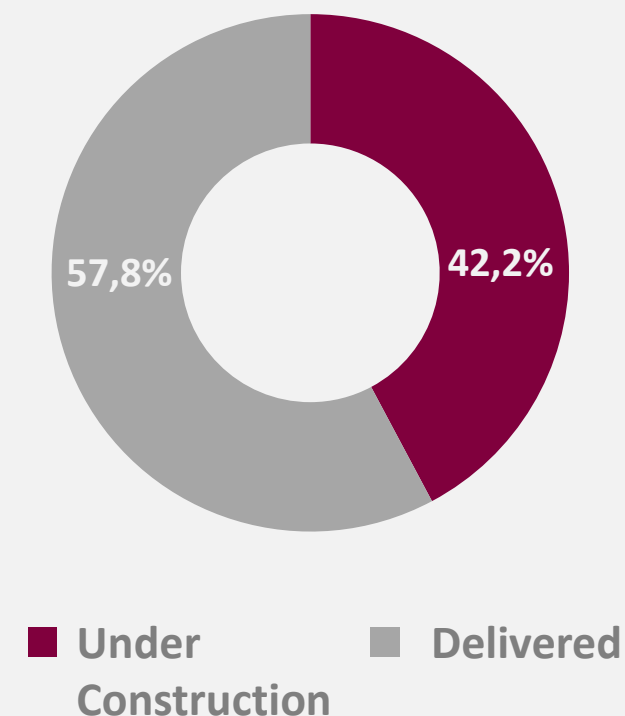


OPERATIONAL RESULTS | NET SALES

Gross Sales, Dissolutions (R\$ million) and SoS



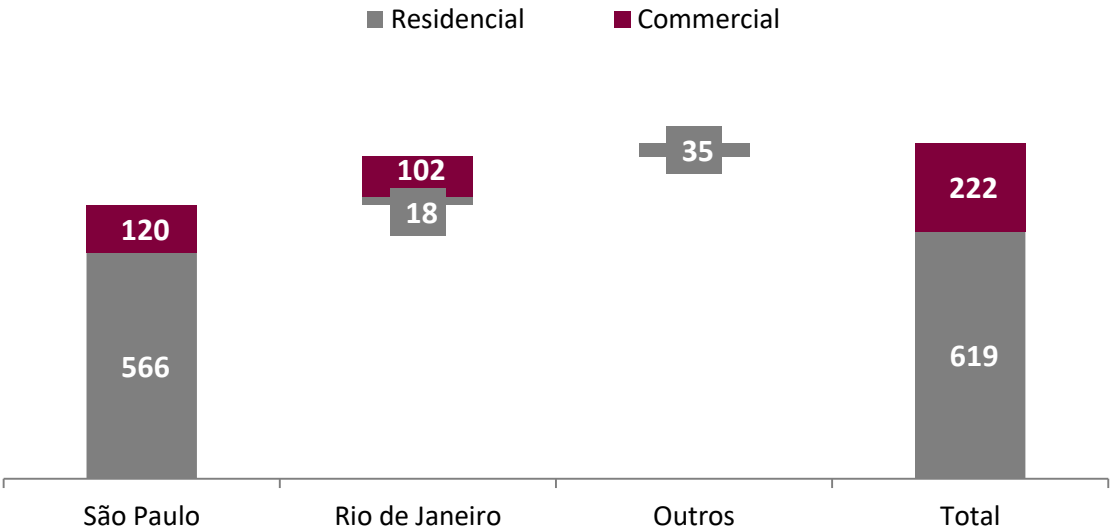
Net Sales Breakdown 2Q20 (%)



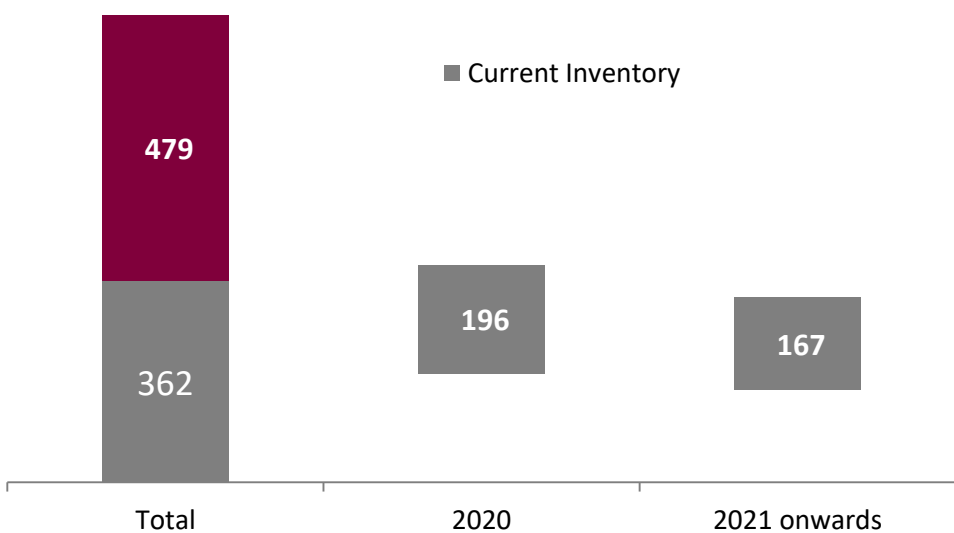


OPERATIONAL RESULTS | INVENTORY

Inventory Segmentation by Region
(R\$ million)



Inventory per year of completion (R\$ million)



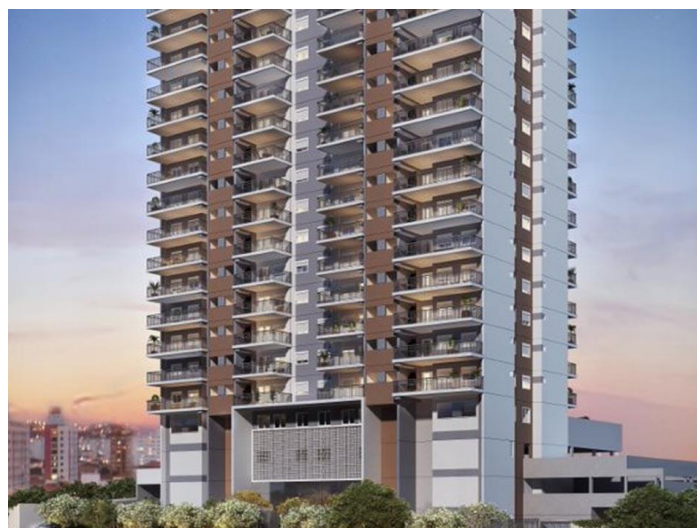


OPERATIONAL RESULTS | DELIVERIES

	Vila Prudente	Marques 2900	Sq. Ipiranga	Like ABV
Delivery	Apr/20	May/20	May/20	May/20
Units	152	123	280	232
PSV (R\$ millions)	68	44	204	143
Location	São Paulo	São Paulo	São Paulo	São Paulo



Marques 2900 – São Paulo



Moov Vila Prudente – São Paulo



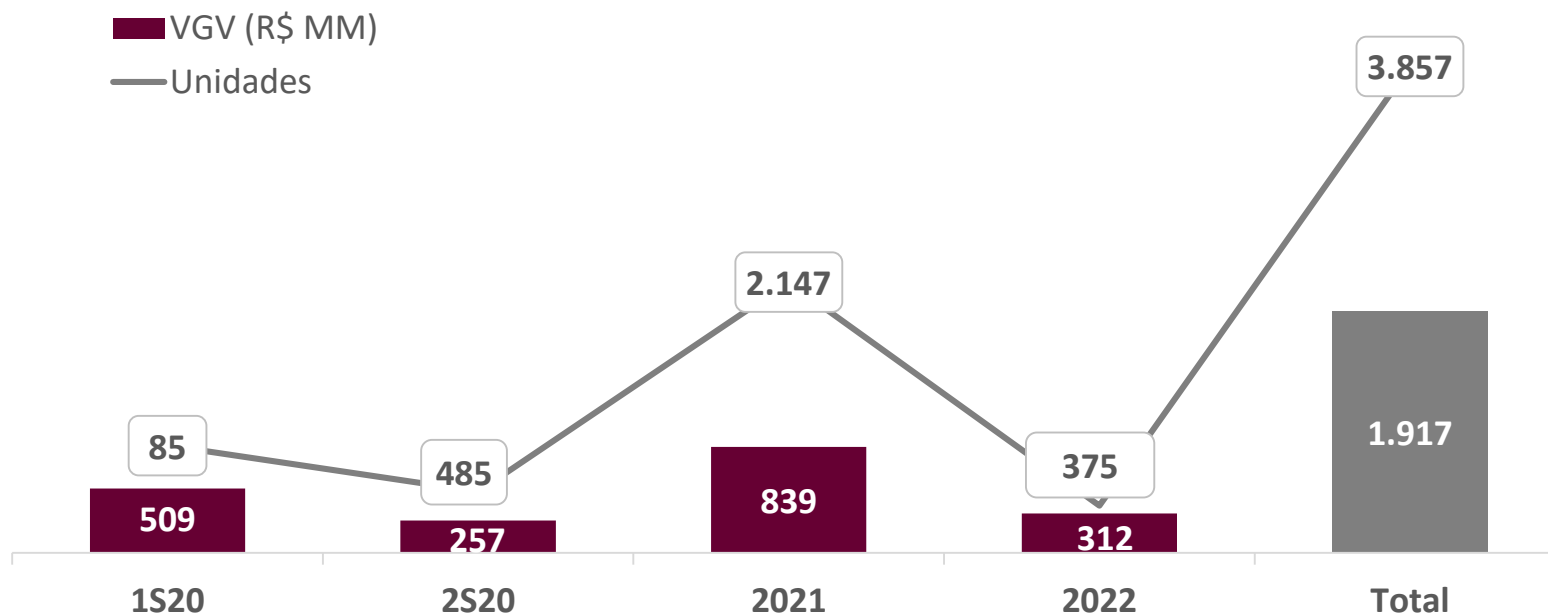
Square Ipiranga – São Paulo



Like Alto da Boa Vista – São Paulo



OPERATIONAL RESULTS | SCHEDULE OF EXPECTED DELIVERIES



- ❖ 2020: 8 expected deliveries;
- ❖ 5 already delivered;
- ❖ Occupancy permit obtained and 6th delivery scheduled to Aug.
- ❖ These represents 78% of PSV

	Delivered	2S20	2021	2022	Total
Deliveries	5	3	7	2	17
PSV (R\$ MM)	509	257	839	312	1.917
Units	850	485	2.147	375	3.857



3rd Q 2020 Launches: PSV R\$288 MM



COTOVIA



CHEZ PERDIZES



HIGH LINE JARDINS

	Chez Perdizes	High Line Jardins	Cotovia
PSV	R\$ 50 million	R\$ 80 million	R\$ 158 million
Location	Perdizes	Jardins	Moema



SHORT AND MEDIUM TERM LANDBANK

- ❖ Besides our 3 projects under the pre-launch phase, Gafisa has more than 15 projects in its short and medium term landbank with an estimated PSV of R\$ 1.9 billion:

APROVED / TO BE APPROVED

Type	Location	Estimated PSV
Luxury buildings	Itaim	R\$ 90 million
	Moema	R\$ 185 million (*)
Luxury and middle income buildings	Pinheiros	R\$ 80 million
	Campo Belo	R\$ 250 million
	Consolação	R\$ 120 million
	Centro	R\$ 80 million
Entry level	5 projects	R\$ 520 million
TOTAL	11 projects	R\$ 1,325 million

* Development management

IN PROJECT

Type	Location	Estimated PSV
Luxury buildings	Moema	R\$ 145 million
	Jardins	R\$ 130 million
TOTAL	2 projects	R\$ 275 million

RECENT ACQUISITIONS

Type	Location	Estimated PSV
Luxury buildings	Delfim Moreira	R\$ 197 million
Luxury and middle income buildings	Vila Mariana	R\$ 116 million
TOTAL	2 projects	R\$ 313 million



Financial Results

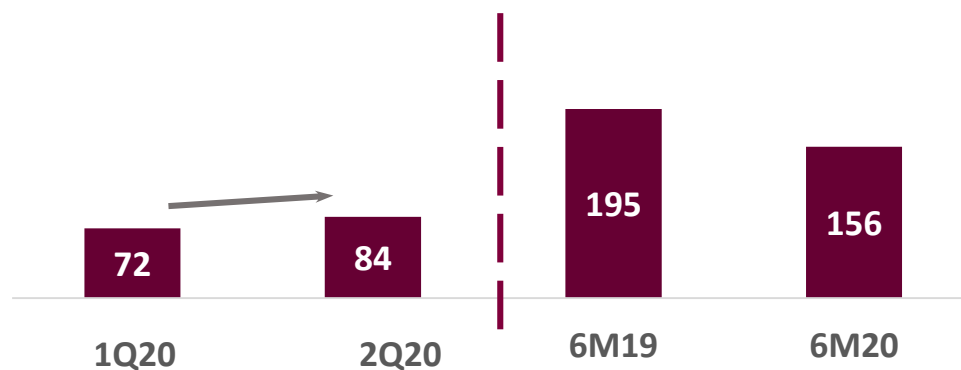
Ian Andrade – CFO and IRO



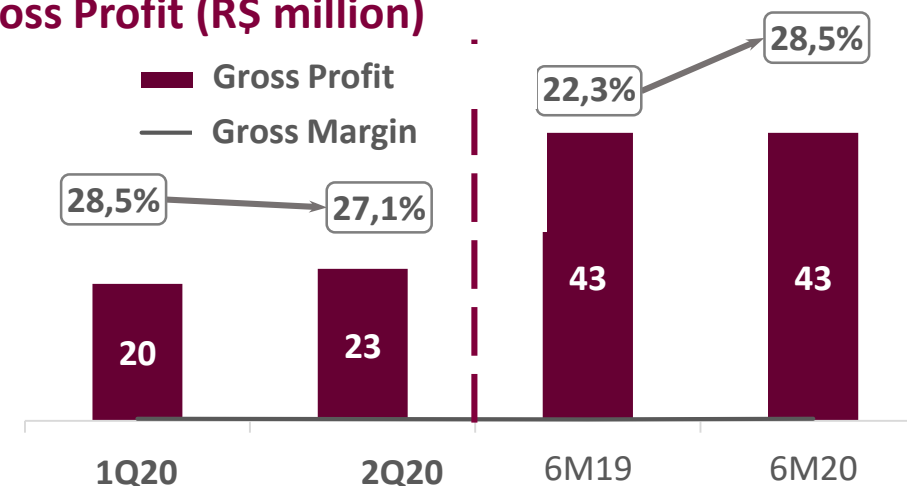


FINANCIAL RESULTS | STATEMENT OF INCOME

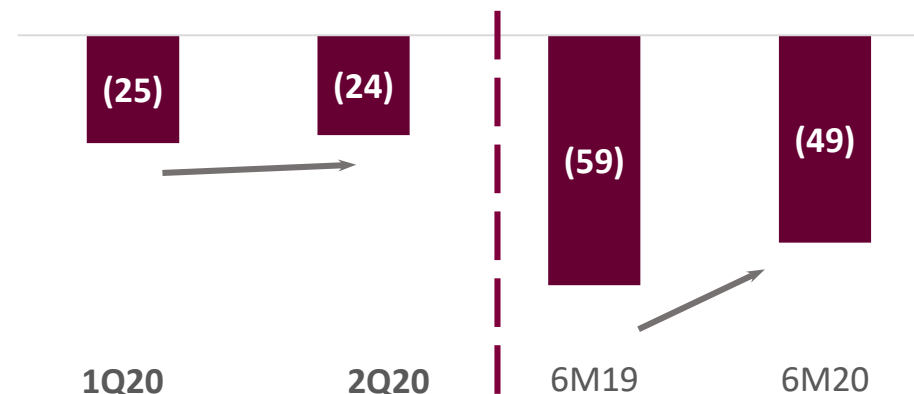
Net Revenue (R\$ million)



Gross Profit (R\$ million)



Net Income (R\$ million)



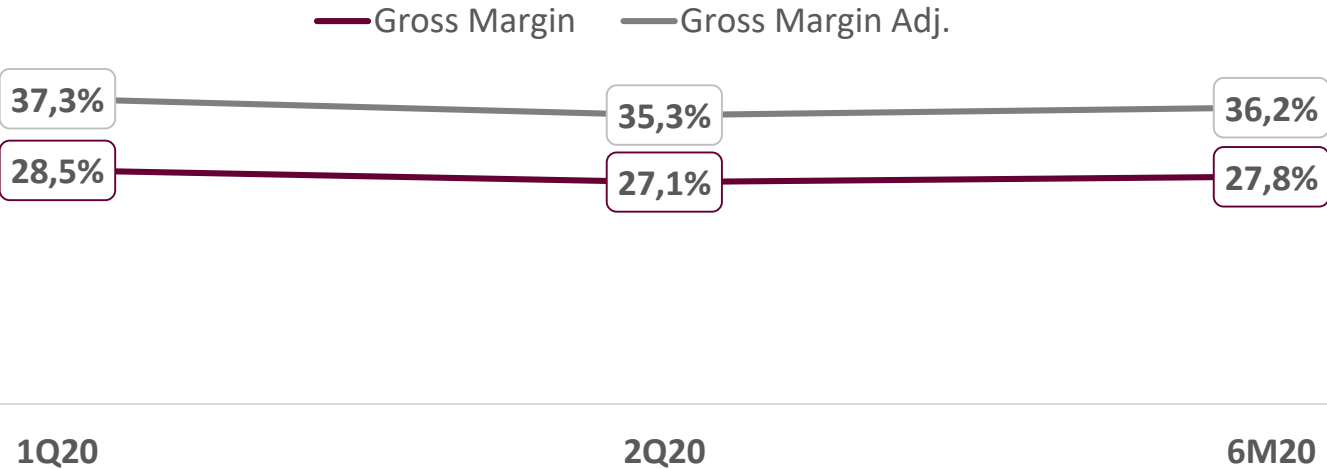


FINANCIAL RESULTS | SUSTAINED MARGIN IMPROVEMENT

	1Q20	2Q20	6M20
Net Revenue	71,703	83,800	155,503
Gross Profit	20,462	22,714	43,176
Gross Margin	28.5%	27.1%	27.8%
(-) Financial Costs	6,274	6,857	13,131
Gross Profit Adj.	26,736	29,571	56,307
Gross Margin Adj.	37.3%	35.3%	36.2%

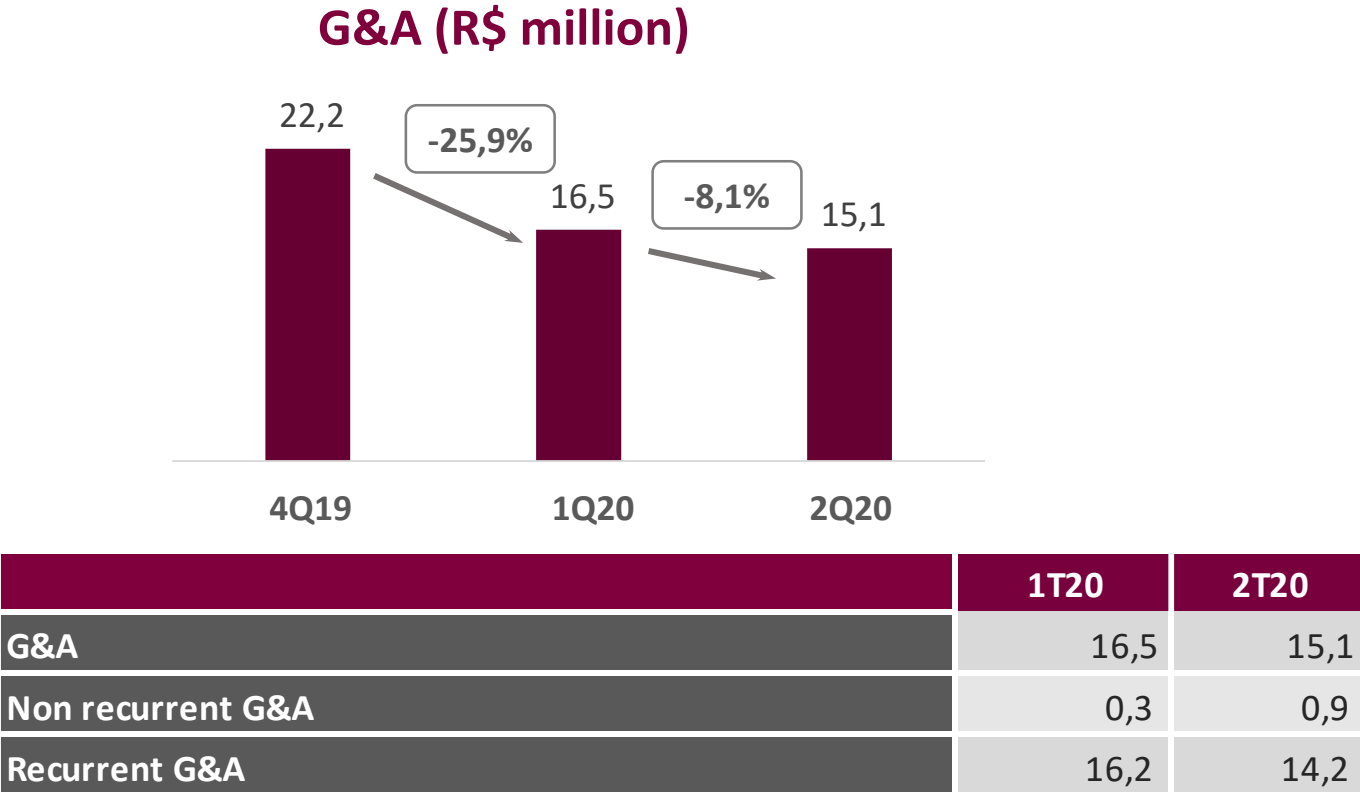
Backlog results (REF) and margin	
Revenue backlog	306
Backlog results	110
Backlog margin	35.8%

Evolution of Gross Margin/Adjusted (%)





FINANCIAL RESULTS | SUSTAINED G&A REDUCTION

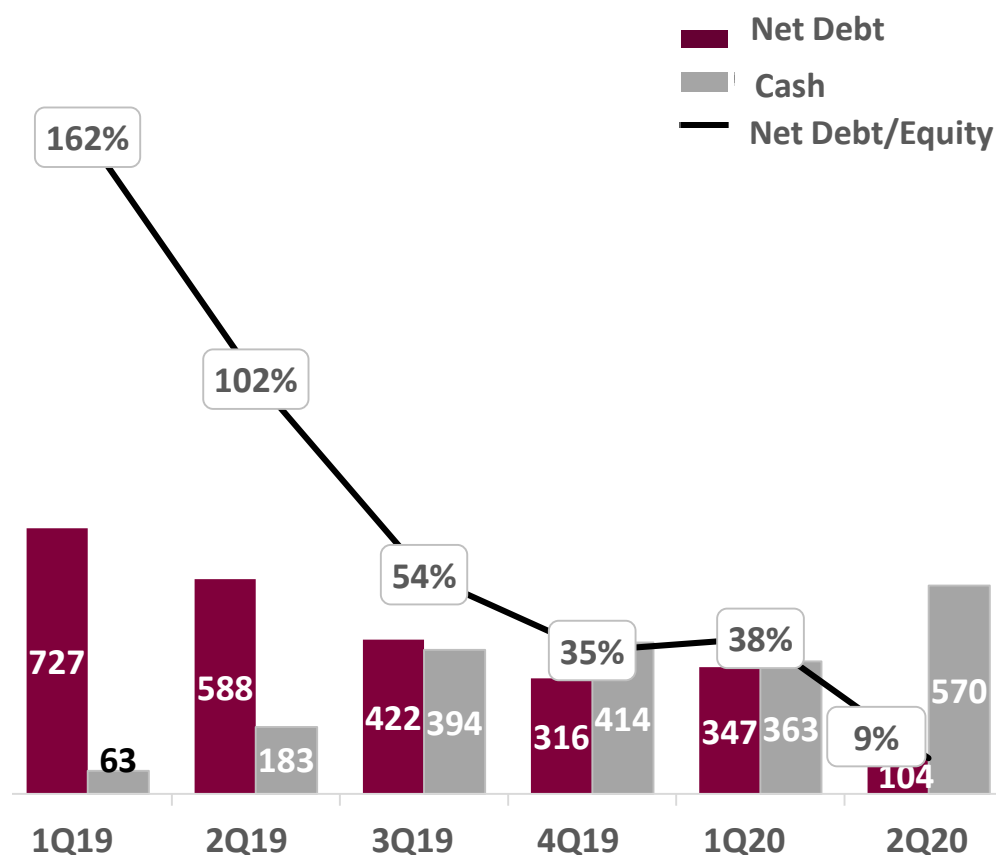


12,3% Reduction on recurrent G&A



FINANCIAL RESULTS | INDEBTEDNESS AND CASH

Evolution of Net Debt (R\$ million)



	1T20	2T20
Total Debt Related to Projects	631	565
Total Debt Related to Working Capital	79	108
Total Debt	710	674

- ❑ Company's total indebtedness decreased R\$ 36 million, from R\$ 710 million to R\$ 674 million.
- ❑ Of total debt, c. 84% refers to project debts.
- ❑ There was a higher than expected demand in our latest capital increase, requiring an additional capital increase in order to pay UPCON shareholders only in shares.
- ❑ This additional capital increase, already approved in ESM, has a maximum amount of R\$390 million, and it will provide an additional cash inflow to Gafisa.



Thank you!

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