RESULTADOS 3T23

10 DE NOVEMBRO DE 2023

CYRELA

PARTICIPANTES

RAPHAEL HORN
DIRETOR CO-PRESIDENTE

MIGUEL MICKELBERG
DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

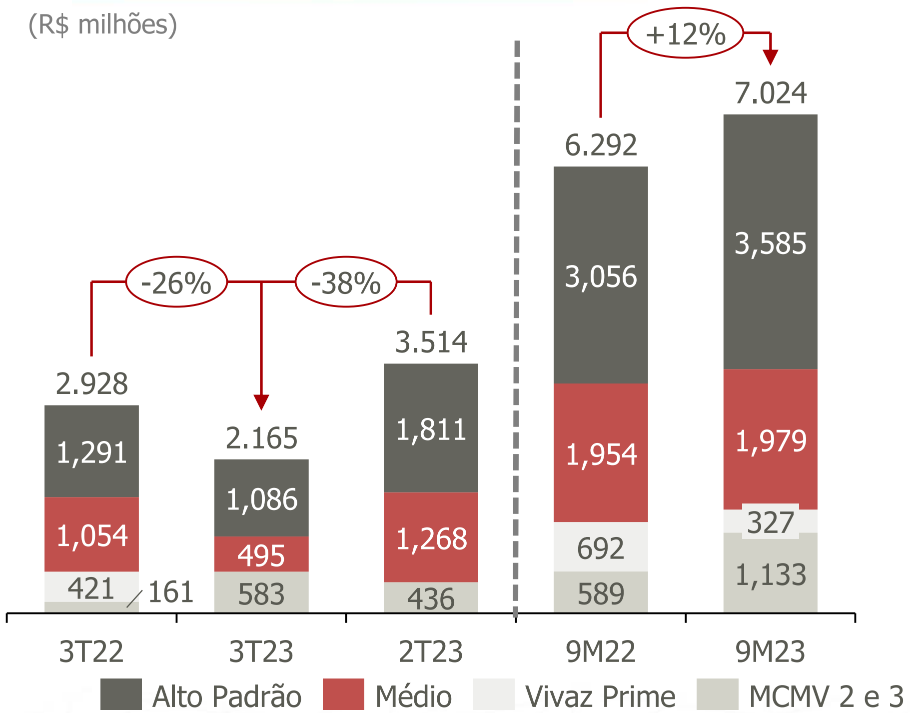
RESULTADO OPERACIONAL

CYRELA

LANÇAMENTOS CYRELA

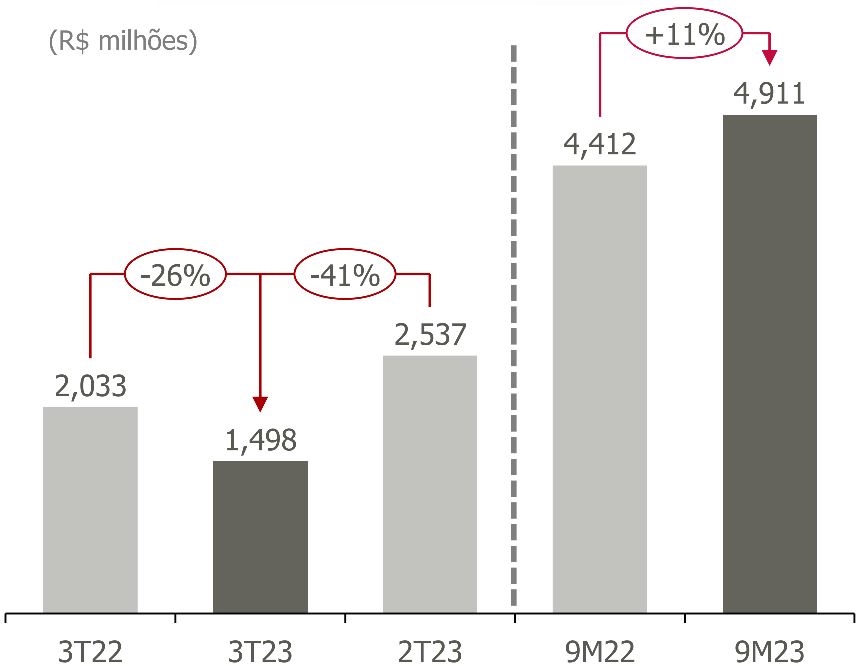
- Lançamentos de R$ 2.165 milhões no trimestre, 26% inferior vs. 3T22 e 38% abaixo do 2T23.
- 13 empreendimentos lançados no trimestre.

VGV Lançado (100%)



% CBR	73%	72%	78%	77%	74%

VGV Ex-Permuta e %CBR



DESTAQUE

ICONYC BY YOO

- R. Mena Barreto, 150 – Botafogo, Rio de Janeiro
- VGV: R$ 464 milhões
- Unidades: 293

Clique aqui para mais informações

Perspectiva da Fachada

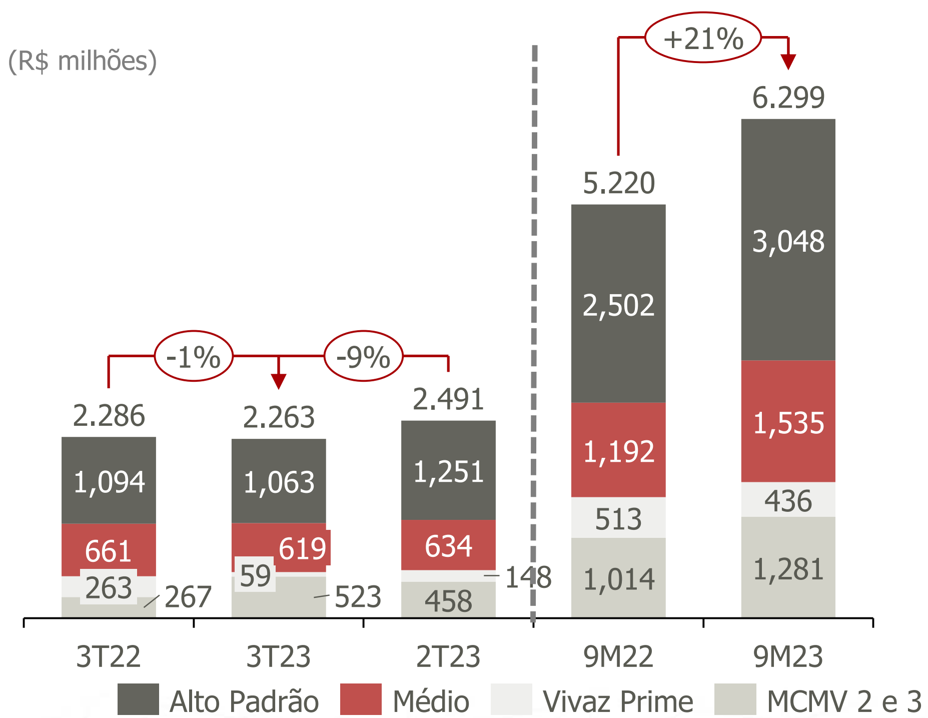
Piscina no Rooftop

Perspectiva da Cobertura

VENDAS CONTRATADAS CYRELA

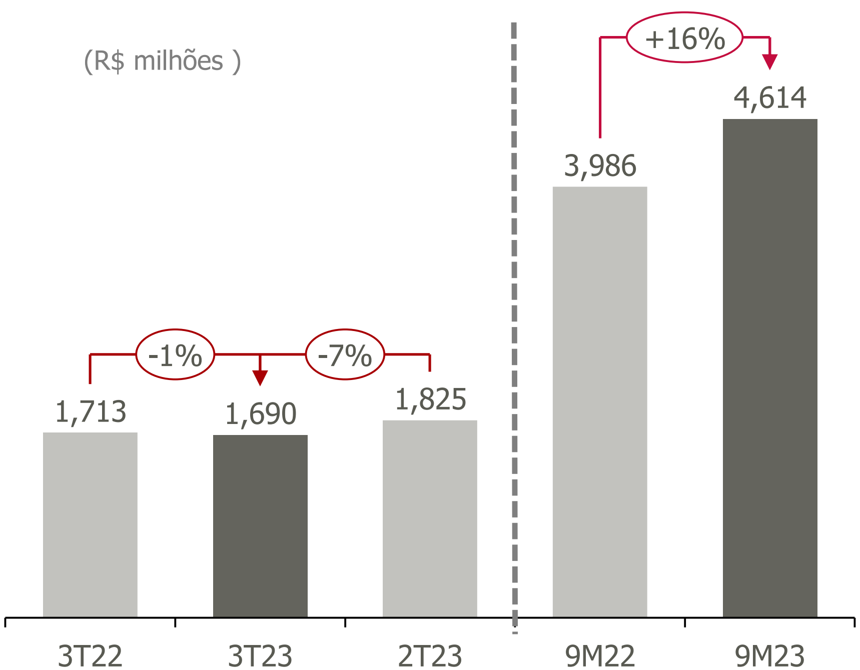
- Vendas de R$ 2.263 milhões no trimestre, 1% inferior vs. 3T22 e 9% abaixo do 2T23.
- Percentual CBR de 77% no trimestre.

VGV Vendas (100%)



% CBR	79%	77%	81%	84%	78%

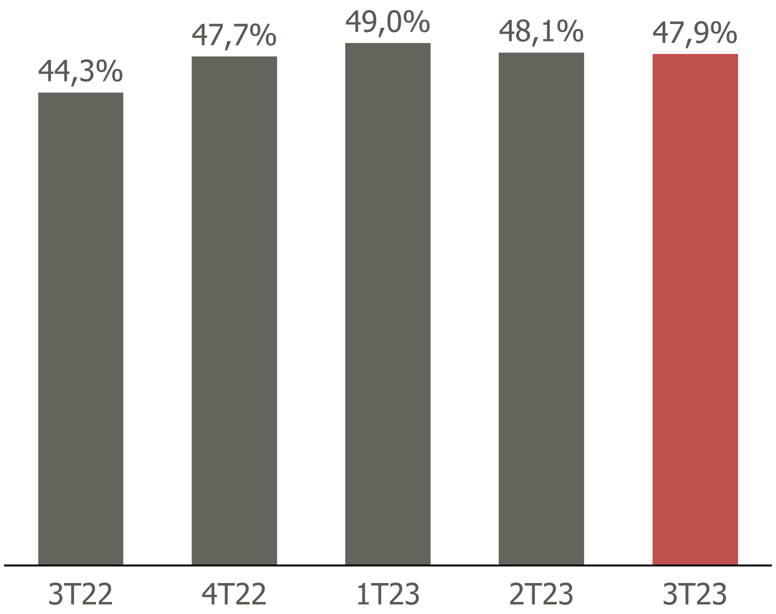
Vendas Ex-Permuta e %CBR



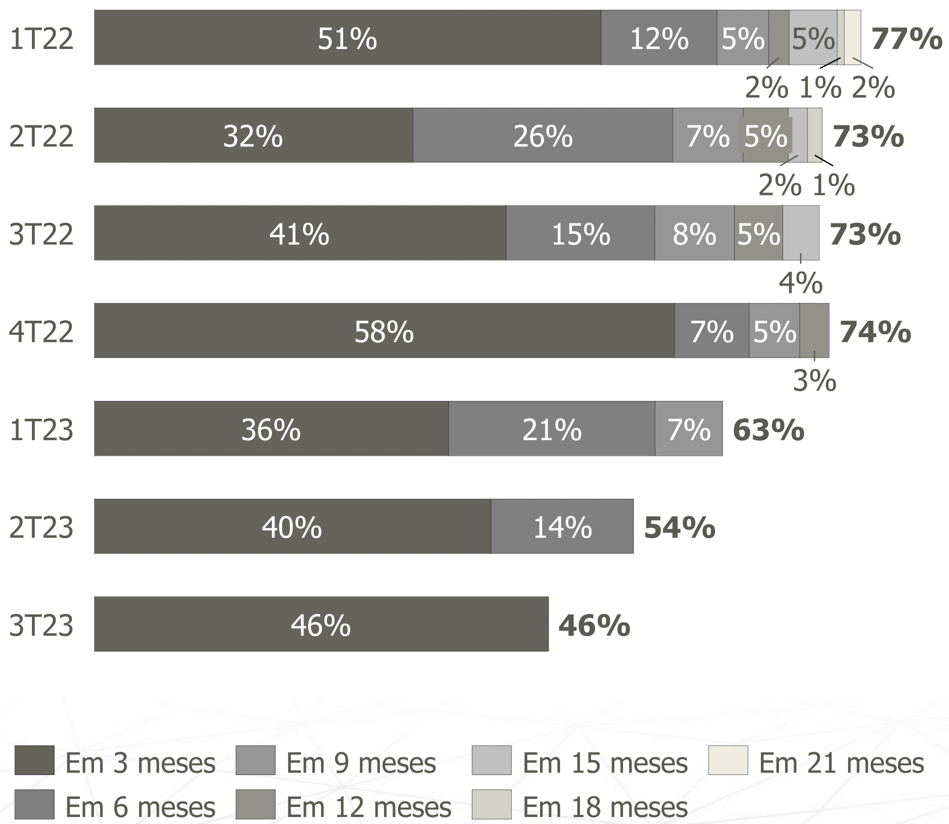
VELOCIDADE DE VENDAS

- O VSO (UDM) do 3T23 foi de 47,9%.

Velocidade de Vendas (12 meses)



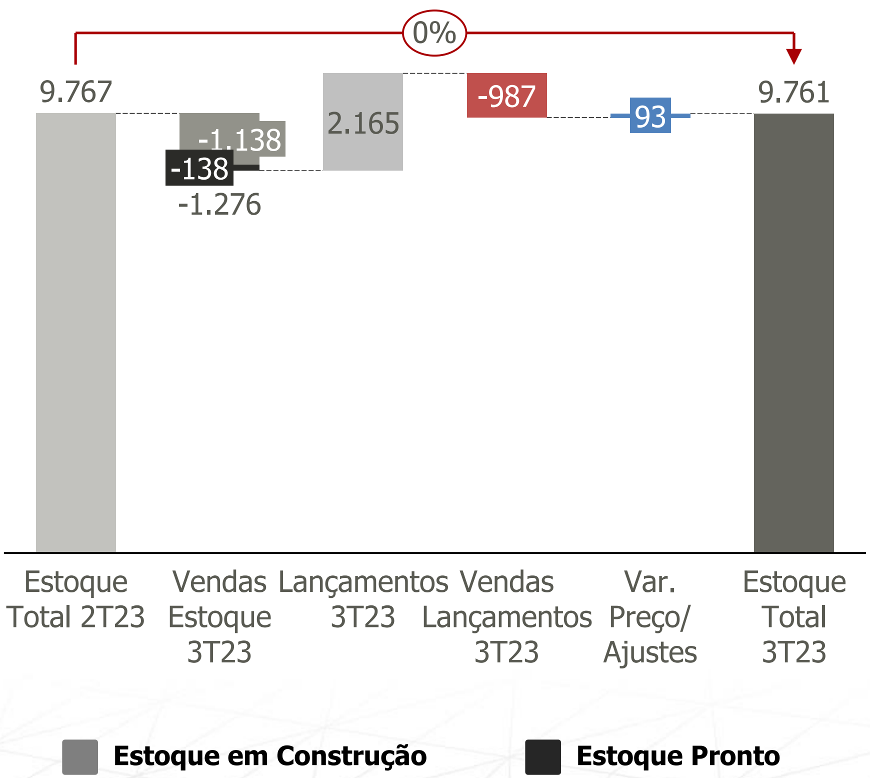
Vendas Por Safra de Lançamentos



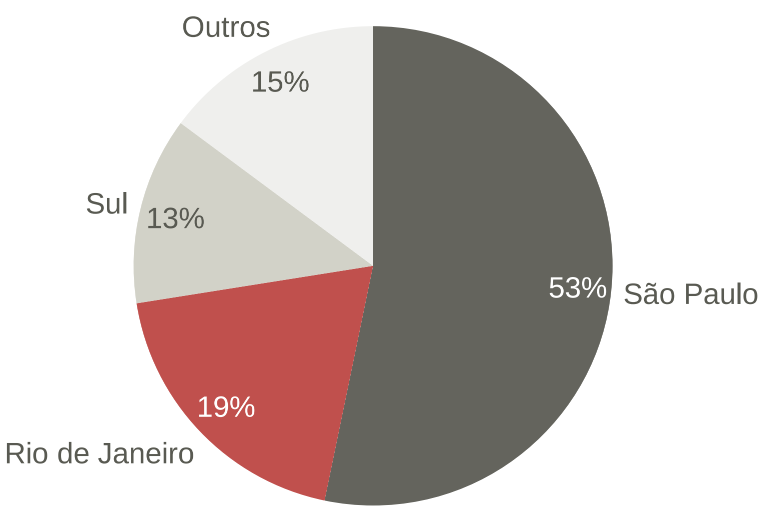
ESTOQUES

- R$ 9.761 milhões de estoque a valor de mercado (R$ 7.591 milhões %CBR).

Variação do Estoque (R$ milhões)



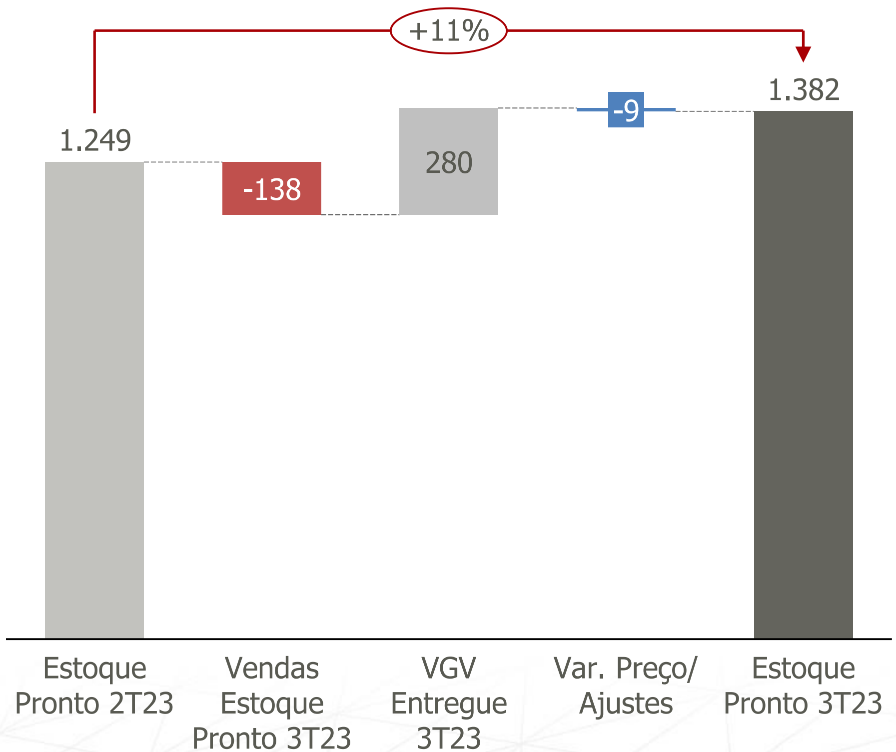
Breakdown do Estoque Total 2023



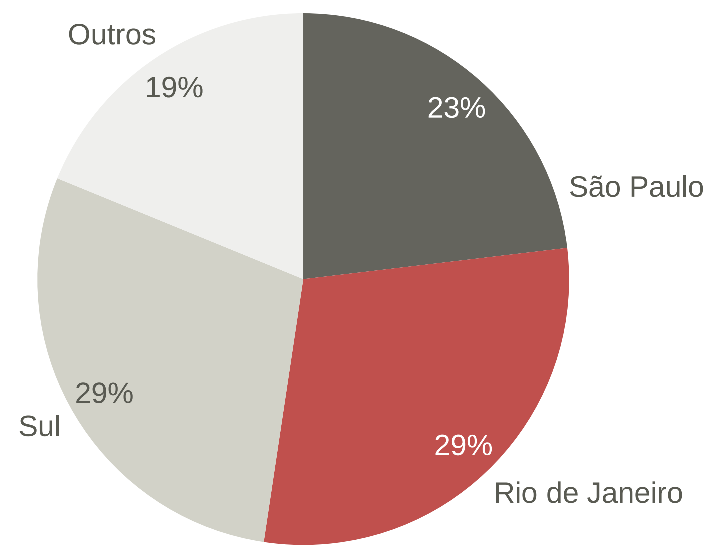
ESTOQUE PRONTO

- R$ 1.382 milhões de estoque pronto a valor de mercado (R$ 1.158 milhões %CBR).

Variação do Estoque Pronto (R$ milhões)



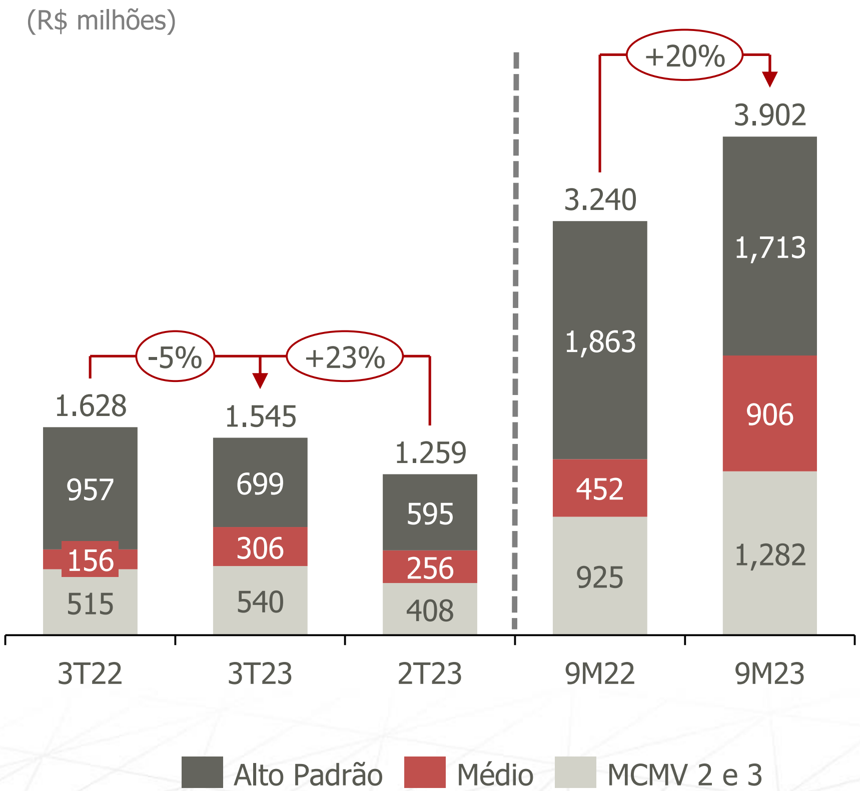
Breakdown do Estoque Pronto 2023



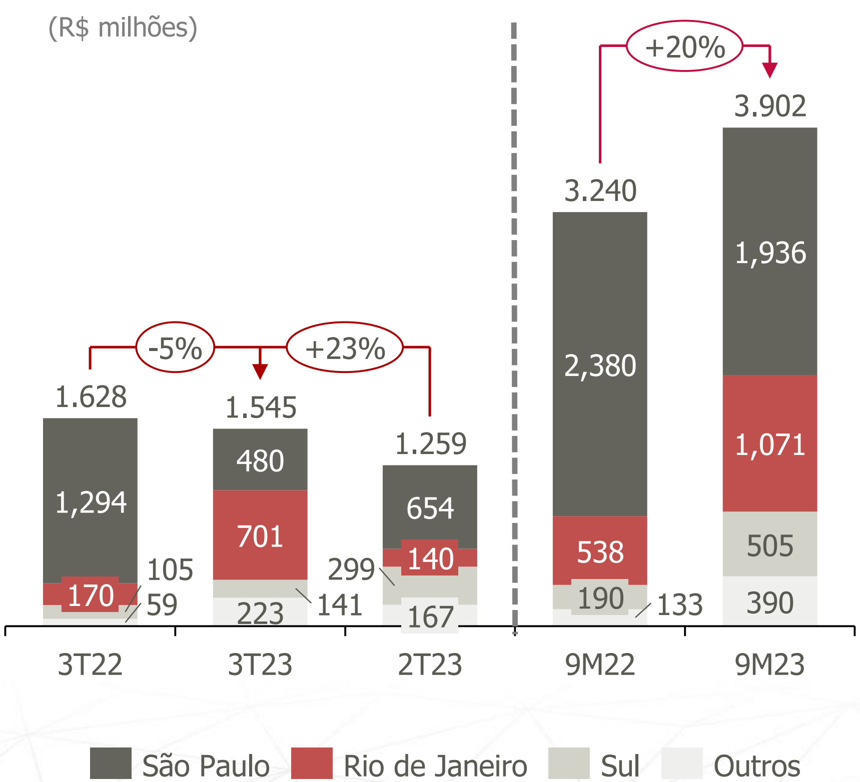
ENTREGAS CYRELA

- 18 projetos entregues no 3T23, correspondentes a um VGV de lançamento de R$ 1.545 milhões.
- No acumulado do ano, 40 empreendimentos entregues, com VGV de lançamento de R$ 3.902 milhões.

VGV Entregue (100%) por Segmento



VGV Entregue (100%) por Região

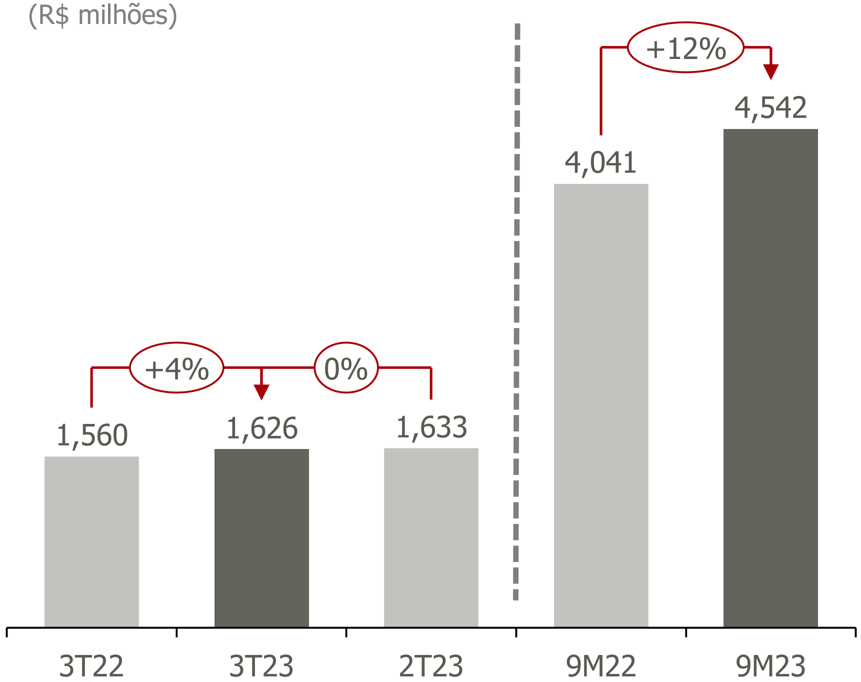


RESULTADO FINANCEIRO

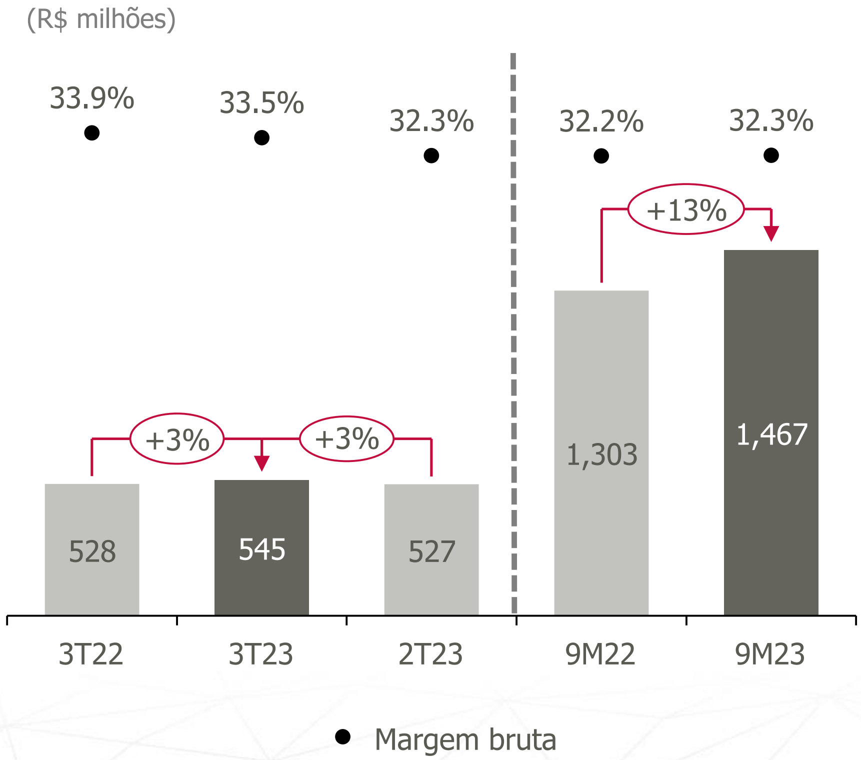
RESULTADOS FINANCEIROS

- Receita líquida de R$ 1.626 milhões no 3T23 e R$ 4.542 milhões no acumulado do ano.
- Margem bruta de 33,5% no trimestre e 32,3% no ano.

Receita Líquida



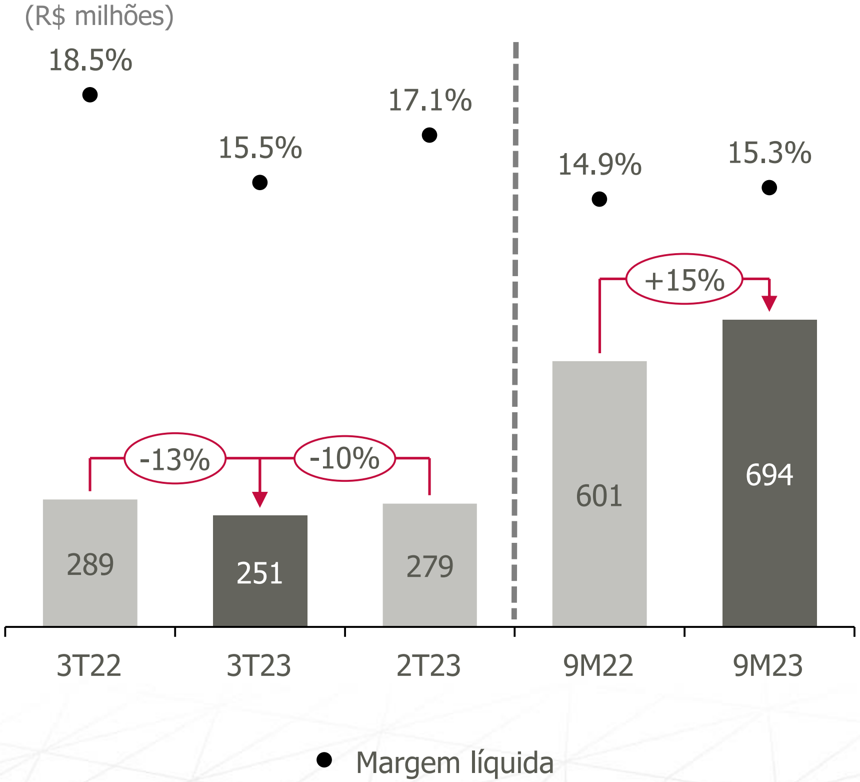
Lucro Bruto e Margem Bruta



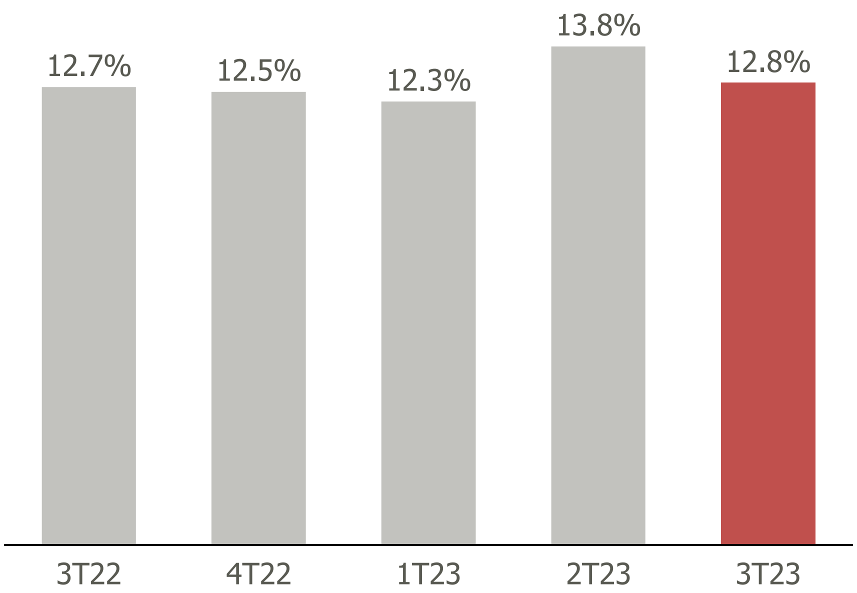
LUCRO LÍQUIDO E RENTABILIDADE

- O Return on Equity (medido como Lucro Líquido dos últimos 12 meses sobre PL médio ex Minoritários e AVJORA CashMe) atingiu um valor de 12,8%.

Lucro Líquido e Margem Líquida

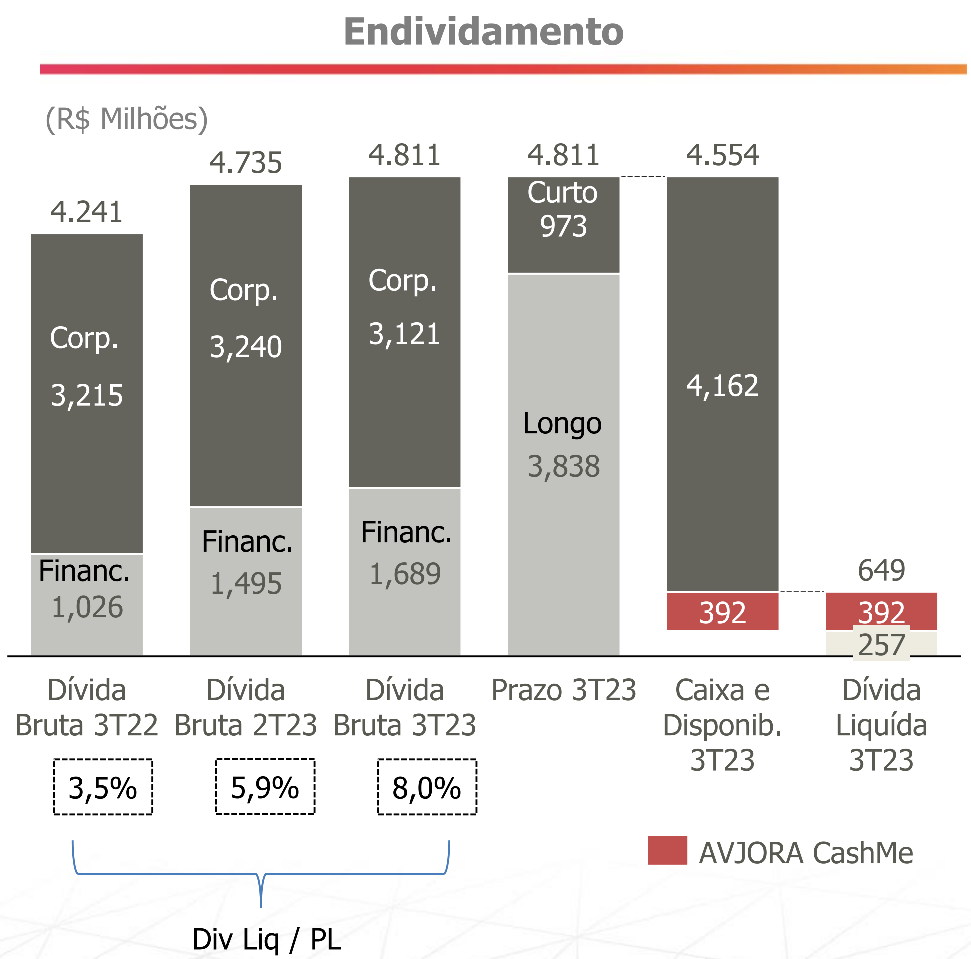


ROE LTM



LIQUIDEZ E ENDIVIDAMENTO

- A alavancagem (Dívida Líquida / Patrimônio Líquido) foi de 8,0%.



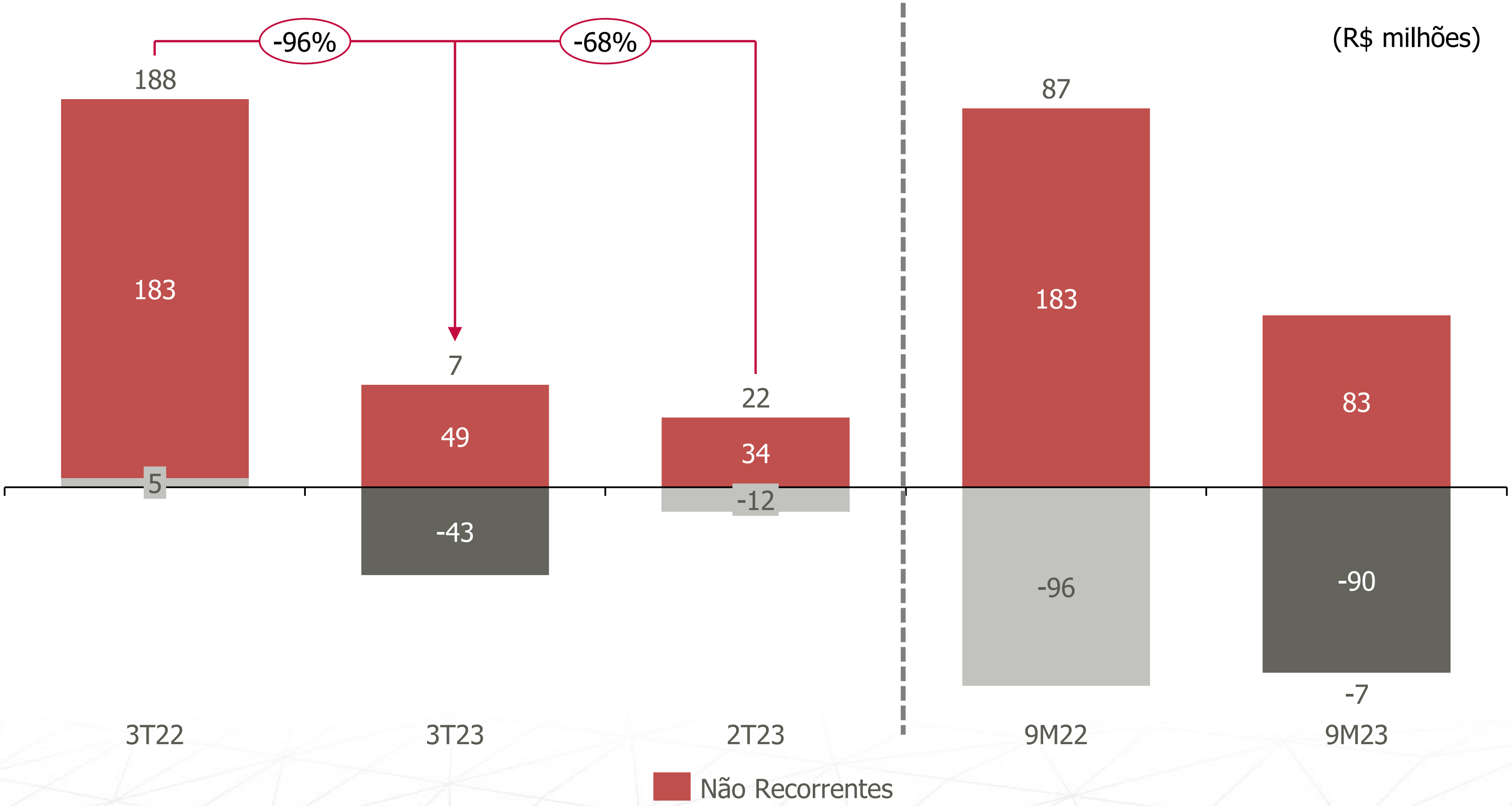
Indicadores	Dívida Total	Dívida Corporativa
Dívida Líquida/ Patrimônio Líq.	8,0%	
Prazo Médio	2,7 anos	2,9 anos
Curto Prazo	20%	22%
Longo Prazo	80%	78%

Custo Médio de Financiamentos		Custo Médio de Dívida Corp.*	
Poupança + 2,83%	71,7%	TJLP + 3,78%	4,7%
TR + 8,94%	28,3%	100% do CDI	18,9%
TOTAL	**100,0%**	CDI + 1,28%	75,8%
Taxa Mínima	TR + 7,99%	Pré (7,0%)	0,6%
Taxa Máxima	Poupança + 5,0%	**TOTAL**	**100,0%**

* Exclui dívidas da CashMe (R$ 1.178 MM)

GERAÇÃO DE CAIXA*

- Geração de caixa de R$ 7 milhões no trimestre.



*Ex dividendos e recompras

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Este comunicado contém considerações futuras referentes às perspectivas do negócio, estimativas de resultados operacionais e financeiros, e às perspectivas de crescimento da Cyrela Brazil Realty. Estas são apenas projeções e, como tal, baseiam-se exclusivamente nas expectativas da administração da Cyrela Brazil Realty em relação ao futuro do negócio e seu contínuo acesso a capitais para financiar o plano de negócios da Companhia. Tais considerações futuras dependem, substancialmente, de mudanças nas condições de mercado, regras governamentais, pressões da concorrência, do desempenho do setor e da economia brasileira, entre outros fatores, além dos riscos apresentados nos documentos de divulgação arquivados pela Cyrela Brazil Realty e estão, portanto, sujeitas a mudança sem aviso prévio.

RESULTS 3Q23

NOVEMBER 10, 2023

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

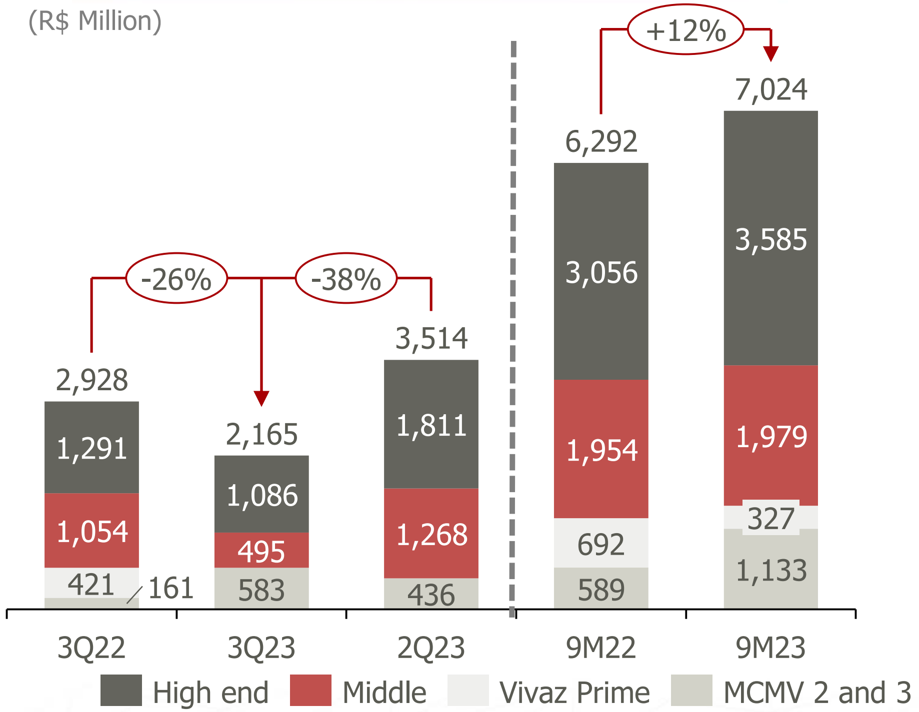
MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

OPERATING FIGURES

CYRELA'S LAUNCHES

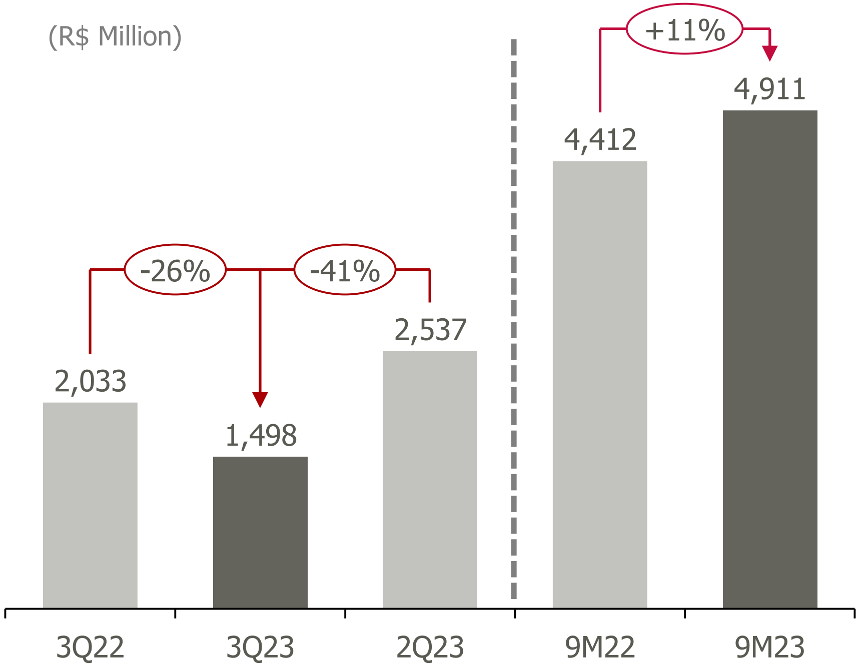
- R$2,165 million in 3Q23, 26% lower vs 3Q22 and 38% down from 2Q23.
- 13 projects launched in the quarter.

Launches PSV (100%)



% CBR	73%	72%	78%	77%	74%

Launches PSV Ex-swap (%CBR)



HIGHLIGHTS

ICONYC BY YOO

- R. Mena Barreto, 150 – Botafogo, Rio de Janeiro
- PSV: R$464 Million
- Units: 293

Click here for further information

Project's Façade

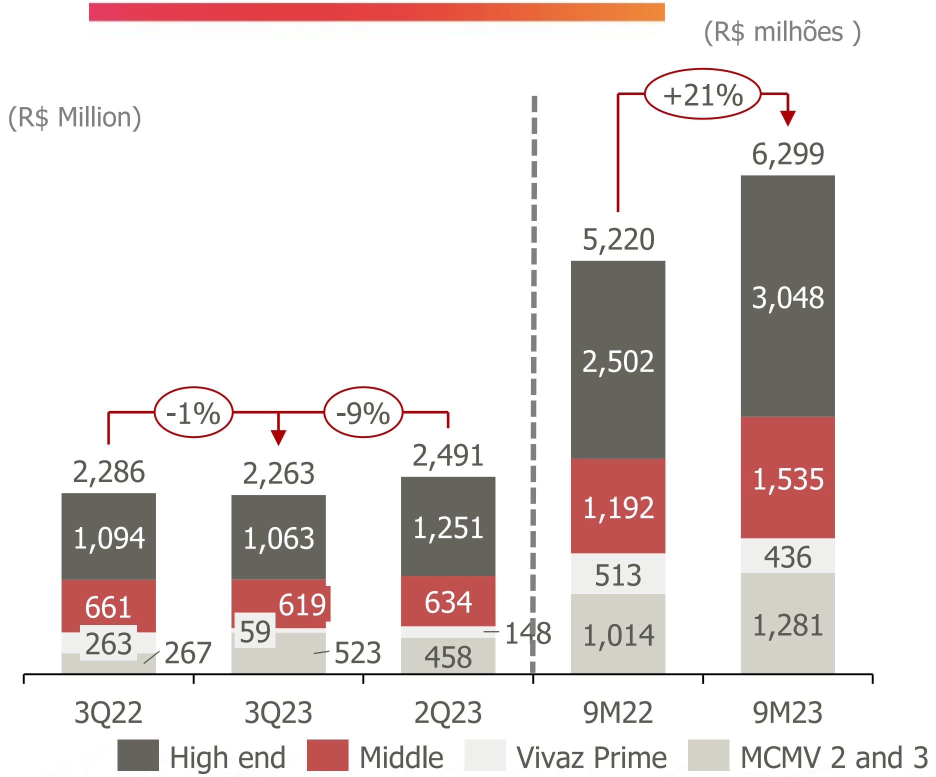
Rooftop Swimming Pool

Rooftop Perspective

CYRELA'S PRE-SALES

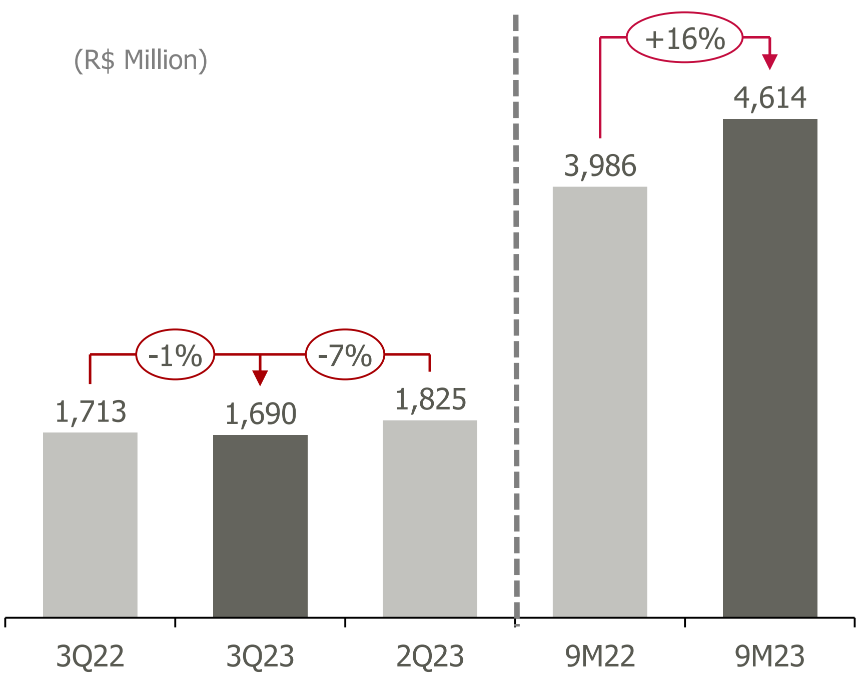
- Net pre-sales totaled R$2,263 million in 3Q23, 1% down from 3Q22 and 9% lower than 2Q23.
- %CBR of 77% in the quarter.

Pre – Sales (100%)



% CBR	79%	77%	81%	84%	78%

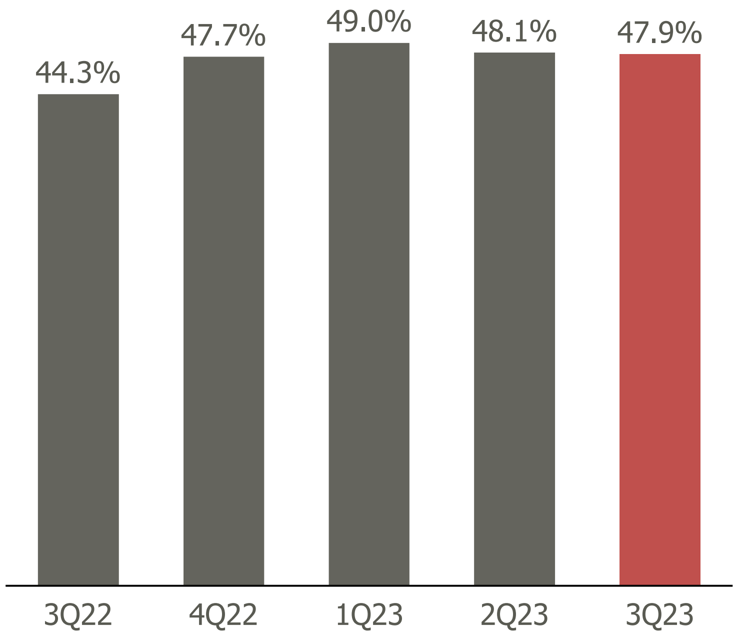
Pre – Sales Ex-Swap (%CBR)



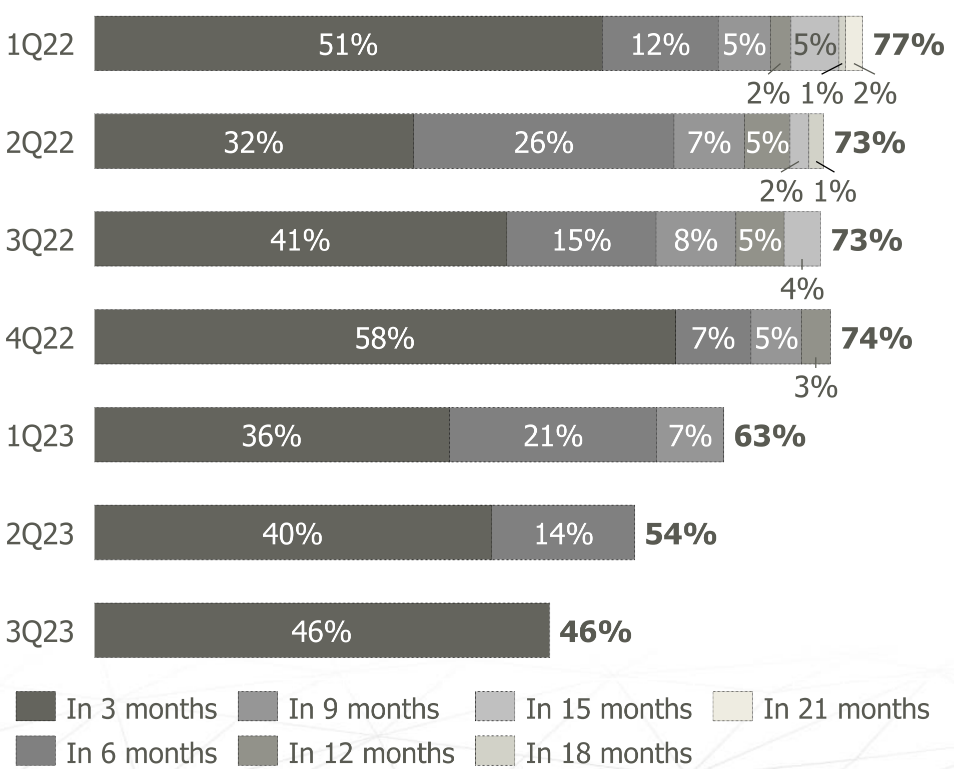
SALES SPEED

- The LTM SOS of 3Q23 reached 47.9%.

Sales Speed (12 month period)



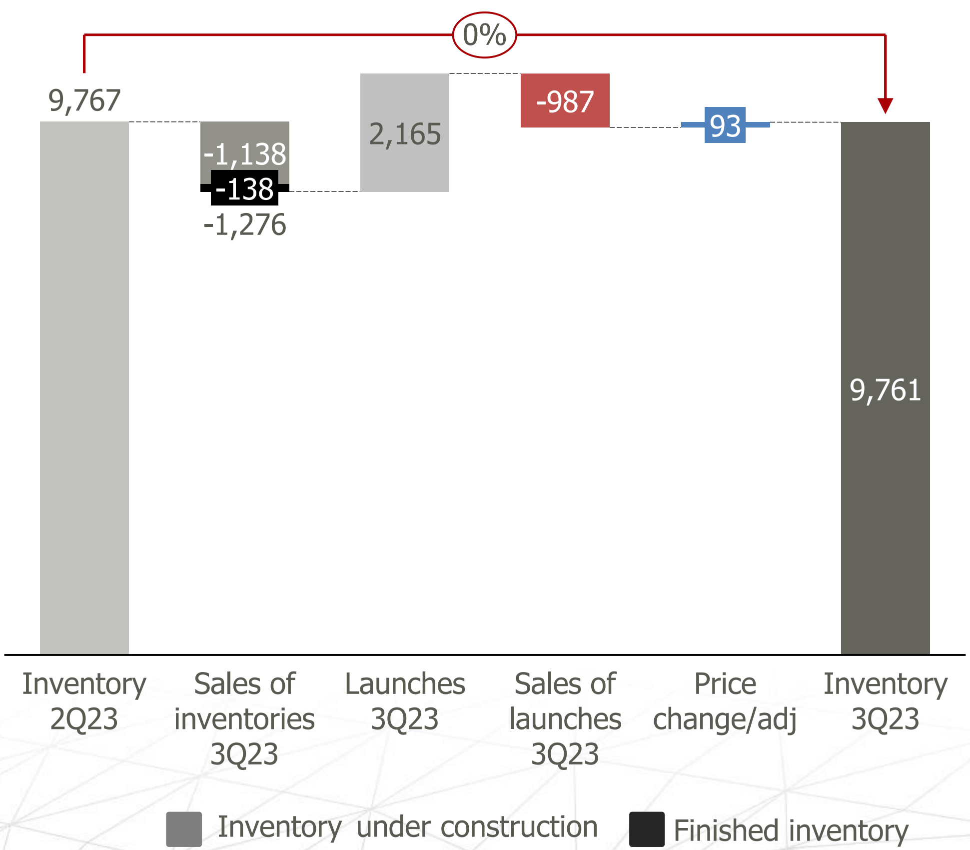
Sales by Launch Vintage



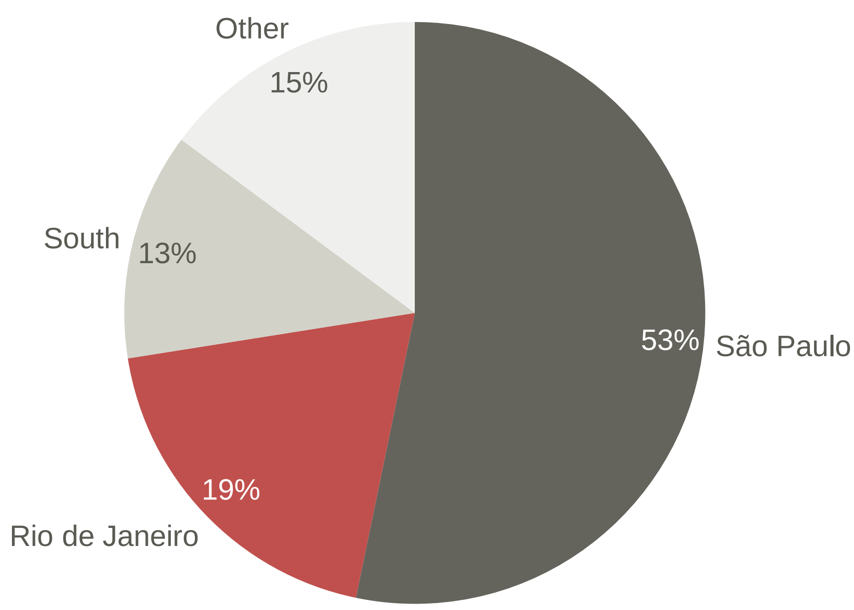
INVENTORY

- R$9,761 million in PSV inventory at market value (R$7,591 million %CBR).

Change in Inventory (R$ Million)



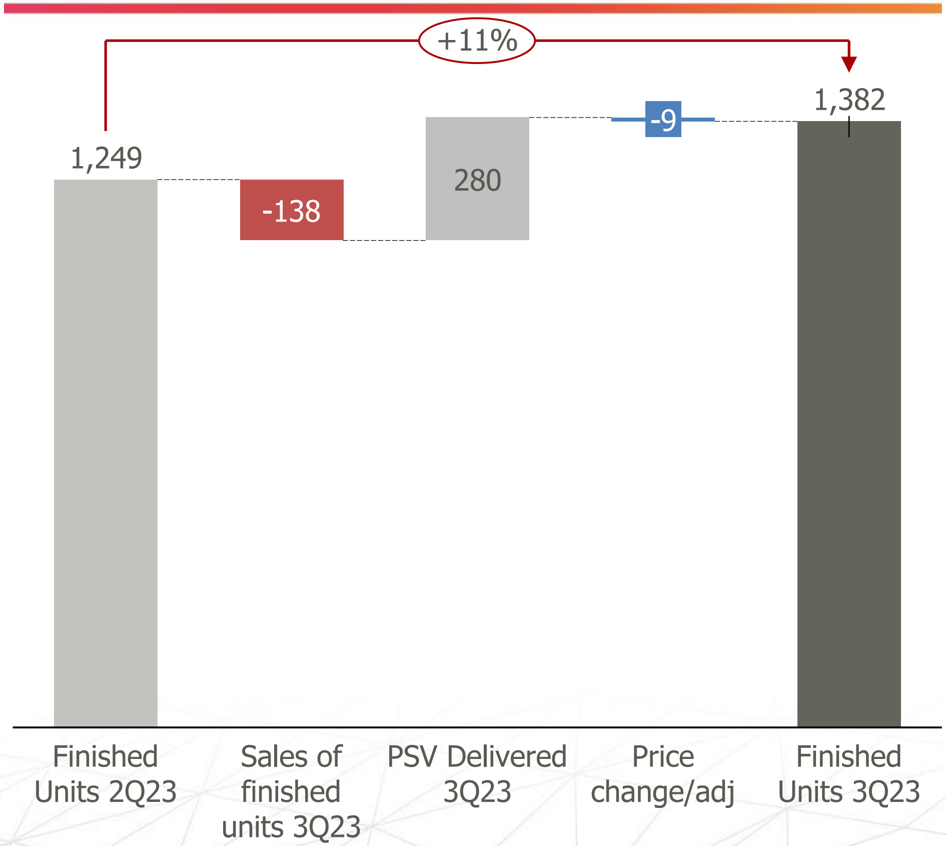
Inventory Breakdown 2023



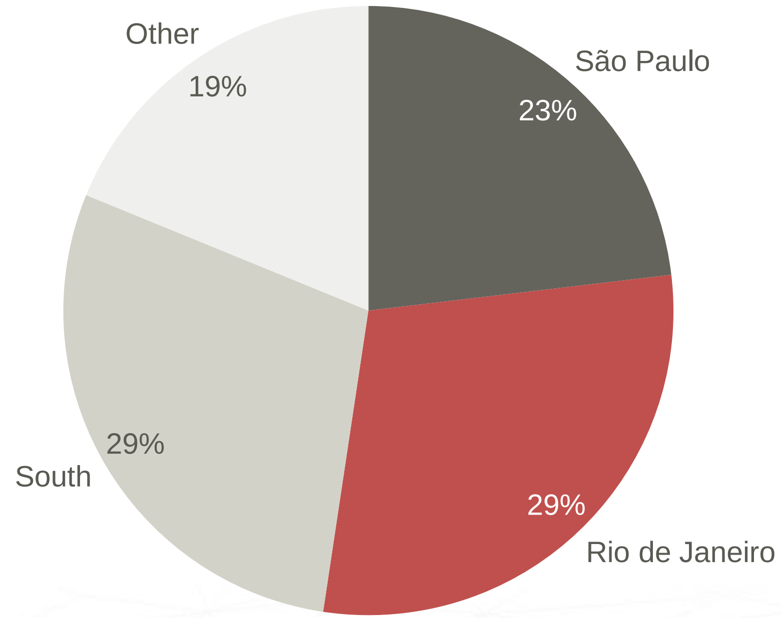
FINISHED INVENTORY

- R$1,382 million in PSV finished inventory at market value (R$1,158 million %CBR).

Change in Finished Inventory (R$ Million)



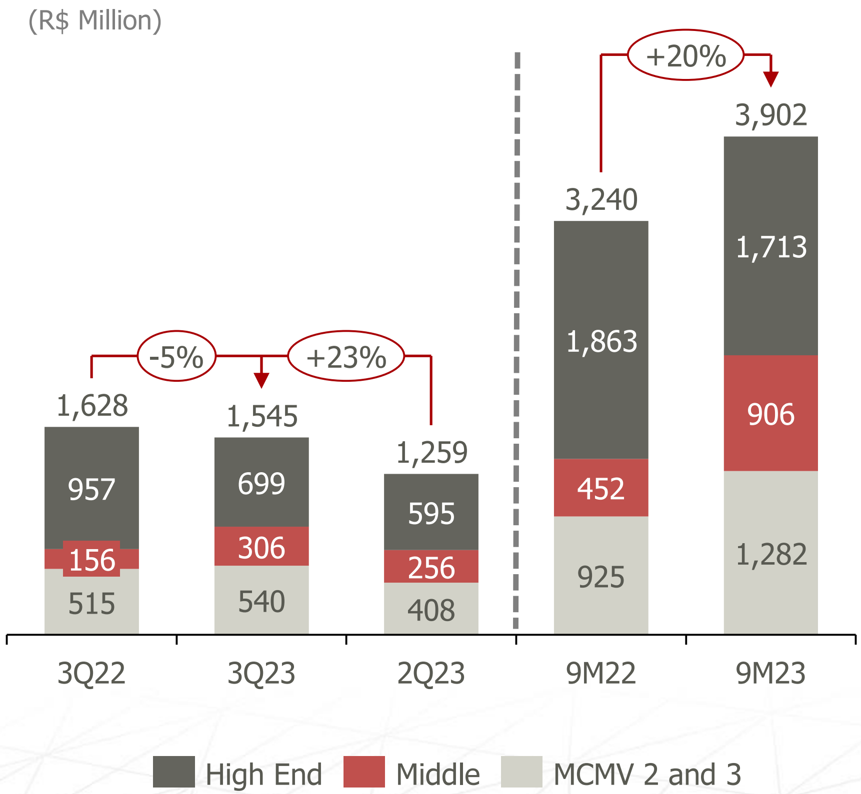
Finished Inventory Breakdown 2023



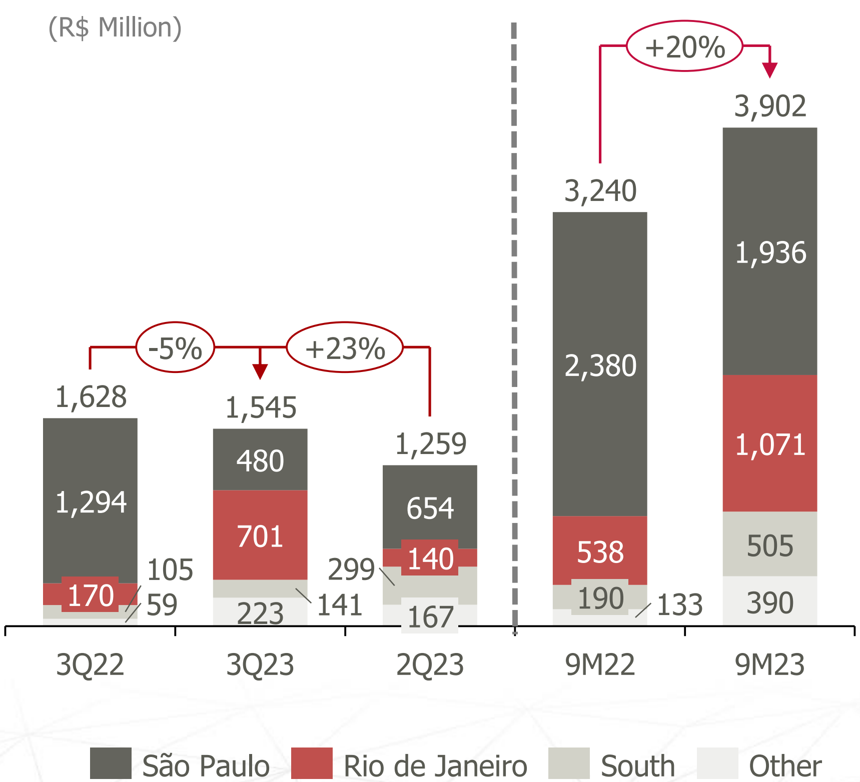
DELIVERED UNITS

- 18 projects delivered in 3Q23, totaling PSV of R$1,545 million on the dates of their respective launches.
- In the year, 40 projects delivered, totaling PSV of R$3,902 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)



Delivered PSV – by Region (100%)

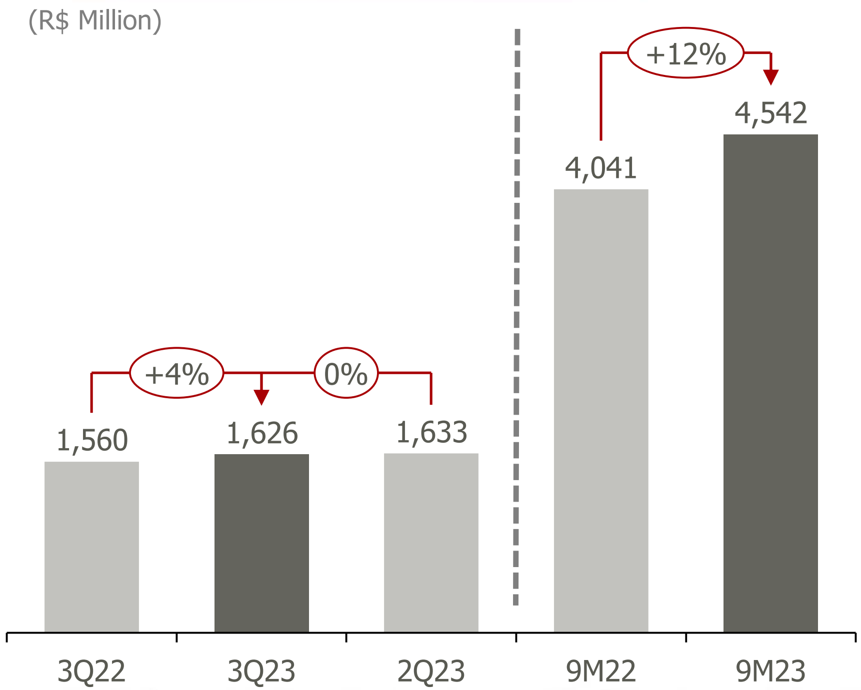


FINANCIAL RESULTS

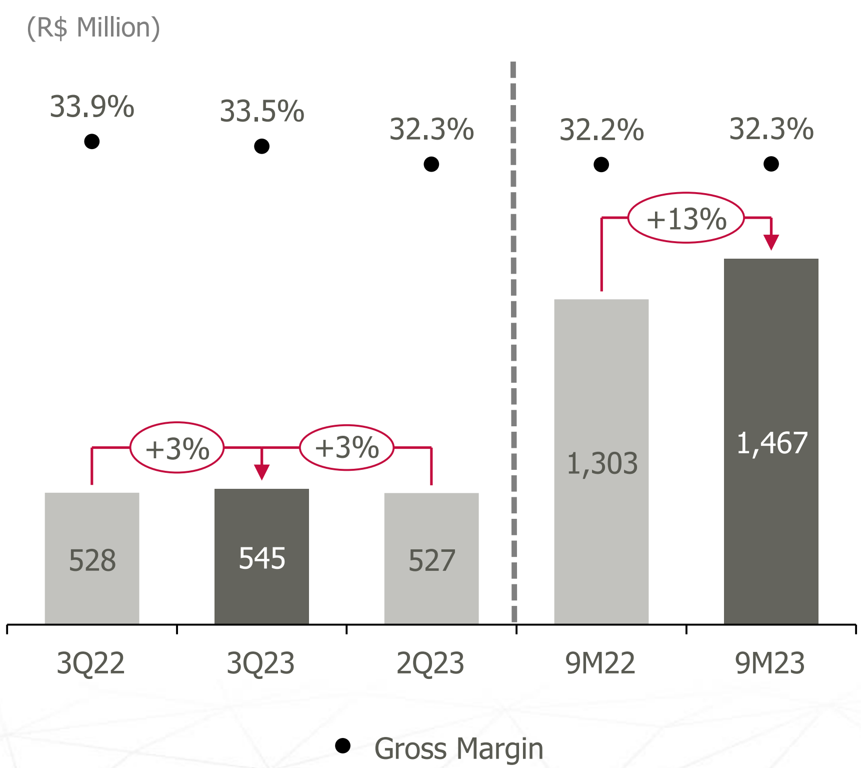
FINANCIAL RESULTS

- Net revenues of R$1,626 million in 3Q23 and R$4,542 million in 2023.
- Gross margin of 33.5% in the quarter and 32.3% in the year.

Net Revenues



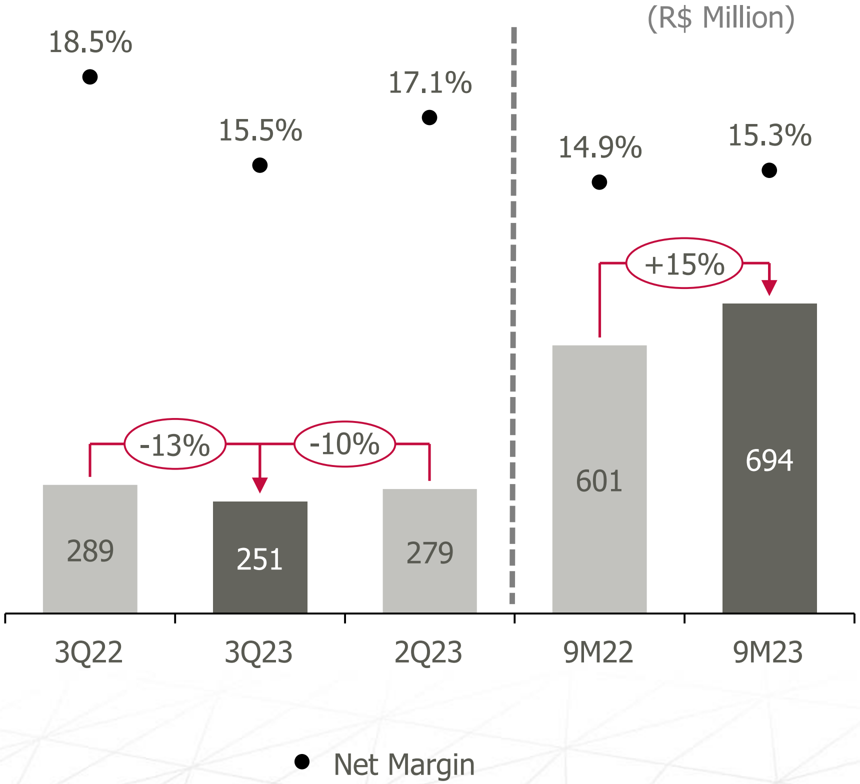
Gross Profit and Gross Margin



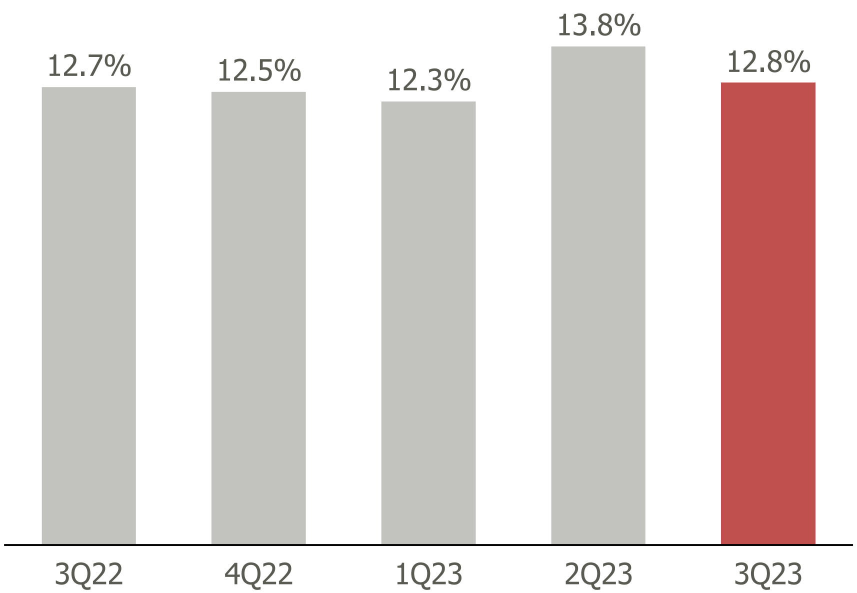
NET INCOME AND PROFITABILITY

- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 12.8%.

Net Income and Net Margin



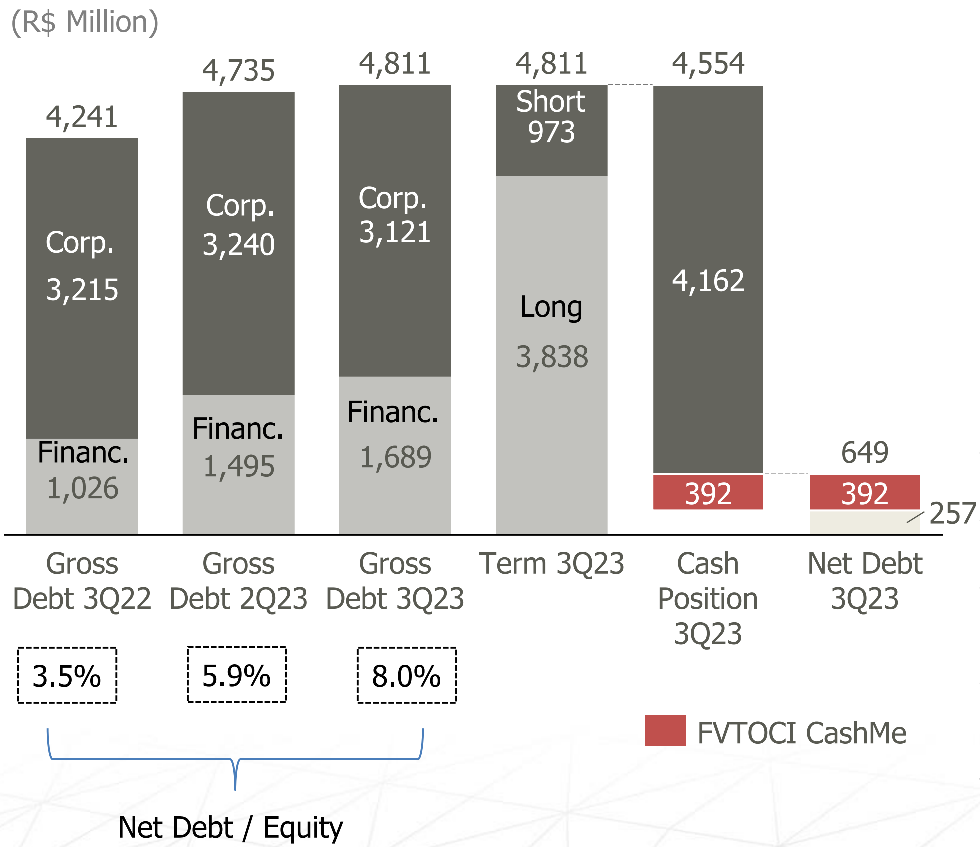
ROE LTM



LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 8.0%.

Debt Overview



Indicators	Total Debt	Corporate Debt
Net Debt / Equity	8.0%	
Average Term	2.7 y	2.9 y
Short Term	20%	22%
Long Term	80%	78%

Average Cost of Financing	
Savings Acc. + 2.83%	71.7%
TR + 8.94%	28.3%
TOTAL	**100.0%**
Minimum Rate	TR + 7.99%
Maximum Rate	Savings ACC + 5.0%

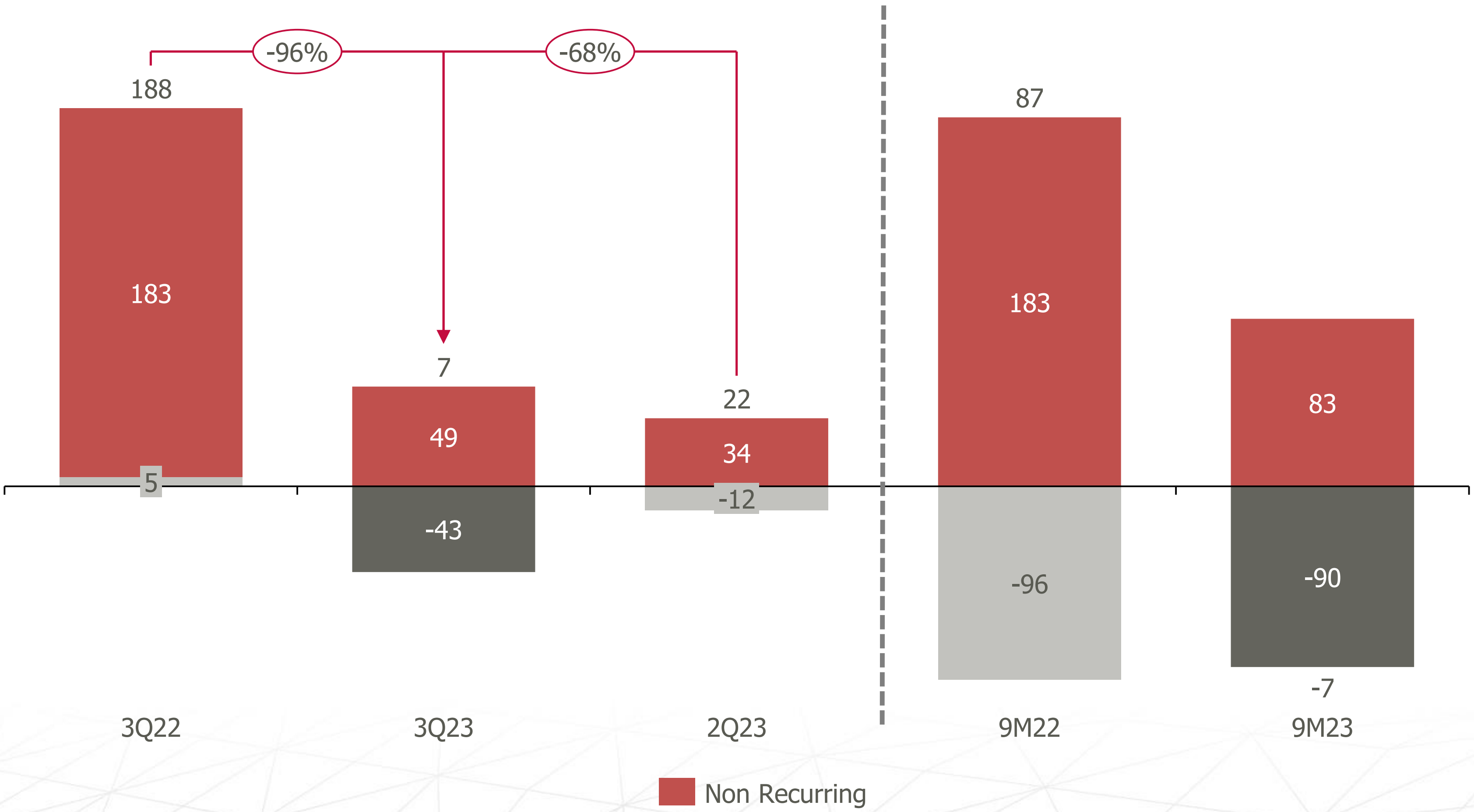
Avarege Cost of Corporate Debt*	
TJLP + 3.78%	4.7%
100% of CDI	18.9%
CDI + 1.28%	75.8%
Fixed (7.0%)	0.6%
TOTAL	**100.0%**

* Excludes debt from CashMe (R$1,178 MM)

CASH GENERATION*

(R$ Million)

- Cash generation of R$7 million in the quarter.



*Ex dividend payment and buyback program.

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