RESULTADOS 4T23

15 DE MARÇO DE 2024

CYRELA

PARTICIPANTES

RAPHAEL HORN
DIRETOR CO-PRESIDENTE

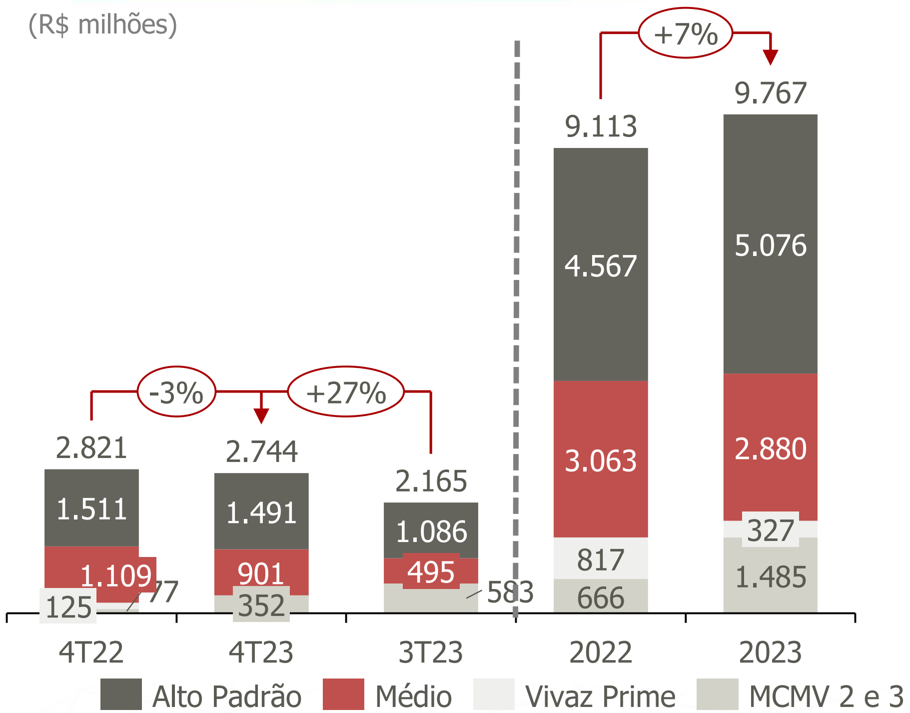
MIGUEL MICKELBERG
DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

RESULTADO OPERACIONAL

LANÇAMENTOS CYRELA

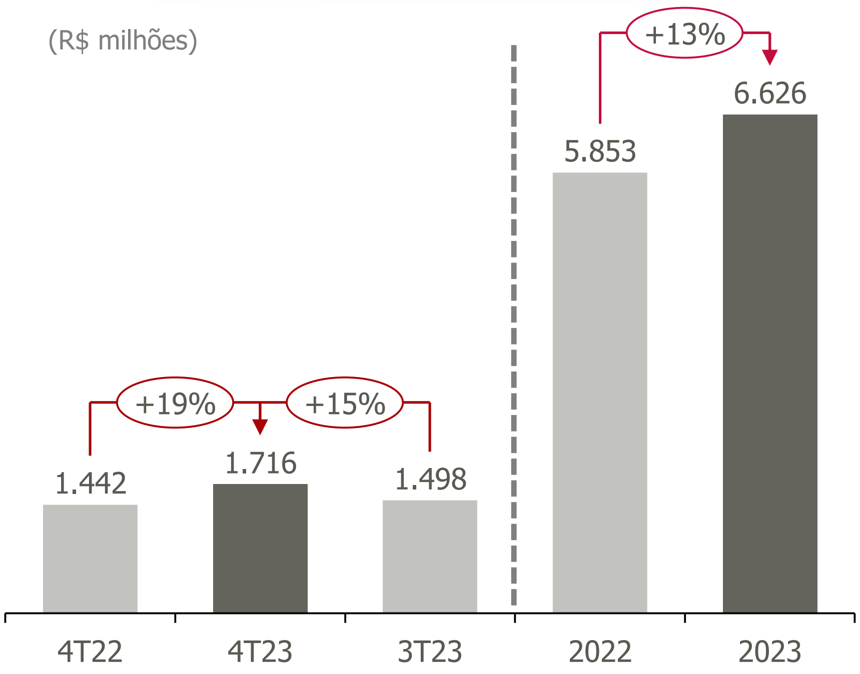
- Lançamentos de R$ 2.744 milhões no trimestre, 3% inferior vs. 4T22 e 27% acima do 3T23.
- 13 empreendimentos lançados no trimestre.

VGV Lançado (100%)



% CBR	58%	64%	72%	71%	71%

VGV Ex-Permuta e %CBR



DESTAQUE

CASA EDEN BY YOO EAST & WEST

- R. Santo Arcádio, 482 - Brooklin–São Paulo - SP
- VGV: R$ 734 milhões
- Unidades: 210

Acesse o site dos empreendimentos:
Casa Eden by YOO | East
Casa Eden by YOO | West

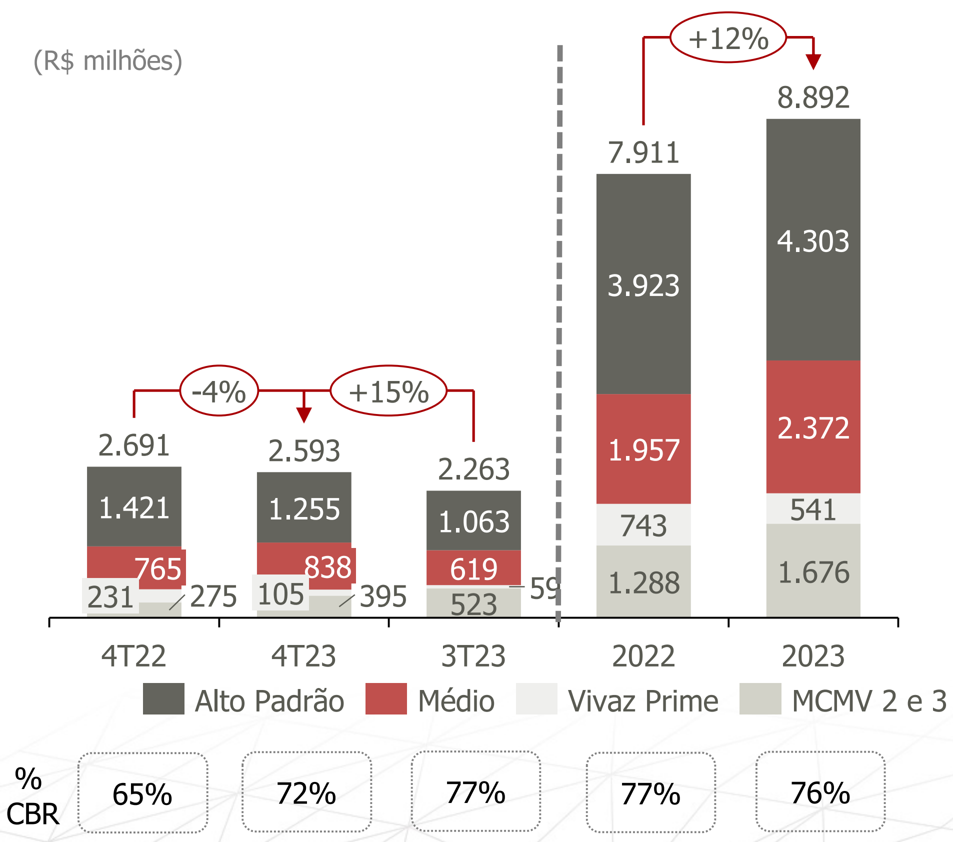
Piscina Coberta

Perspectiva de uma Fachada

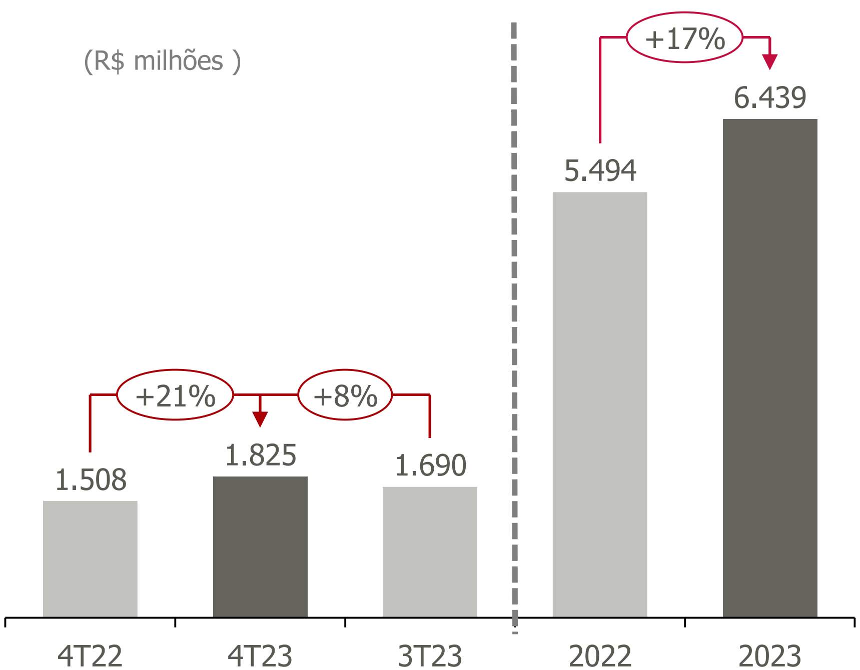
VENDAS CONTRATADAS CYRELA

- Vendas de R$ 2.593 milhões no trimestre, 4% inferior vs. 4T22 e 15% acima do 3T23.
- Percentual CBR de 72% no trimestre.

VGV Vendas (100%)



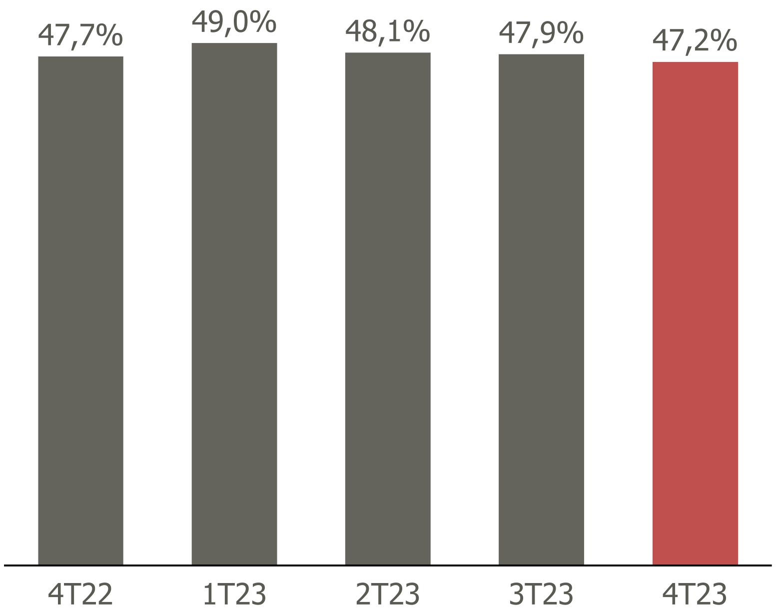
Vendas Ex-Permuta e %CBR



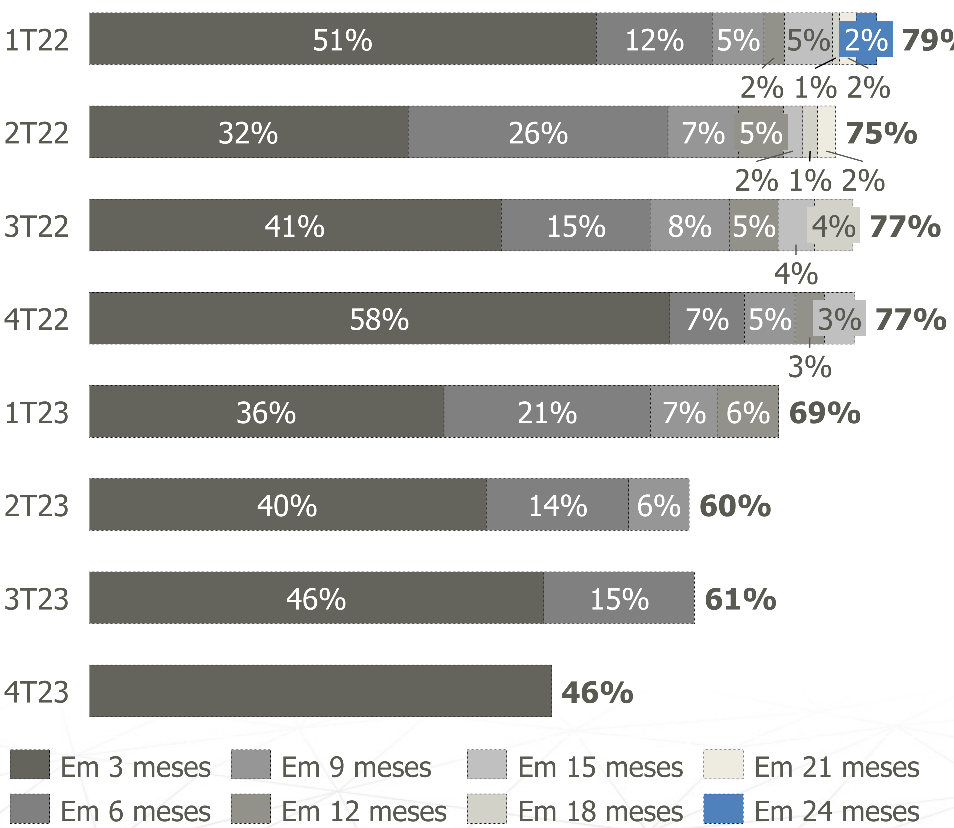
VELOCIDADE DE VENDAS

- O VSO (UDM) do 4T23 foi de 47,2%.

Velocidade de Vendas (12 meses)



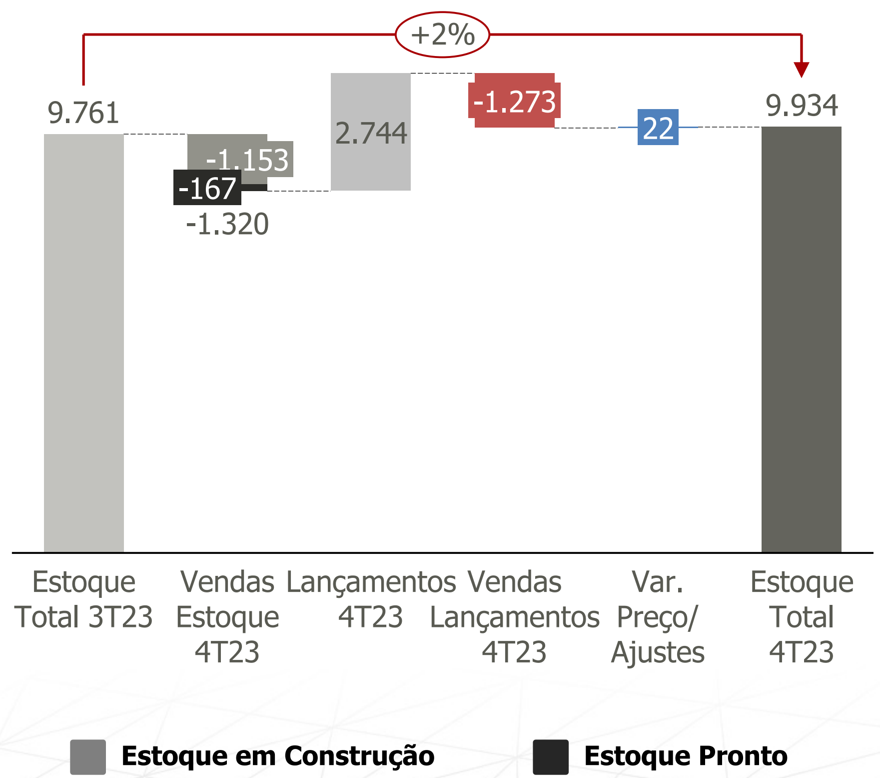
Vendas Por Safra de Lançamentos



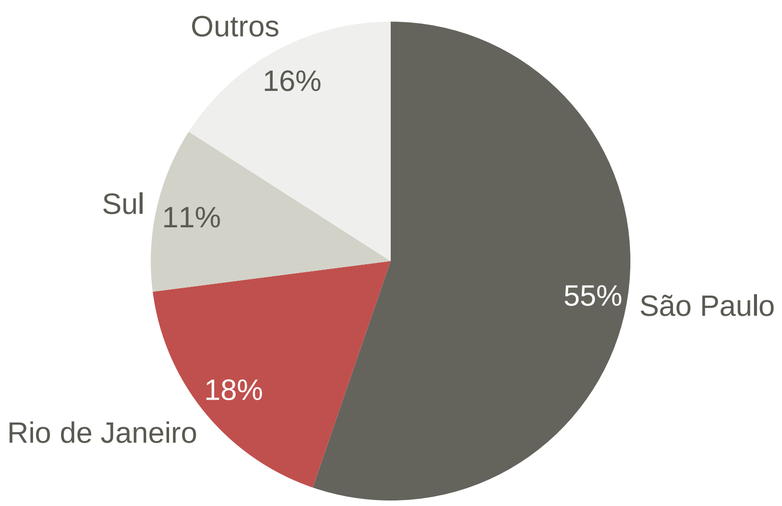
ESTOQUES

- R$ 9.934 milhões de estoque a valor de mercado (R$ 7.505 milhões %CBR).

Variação do Estoque (R$ milhões)



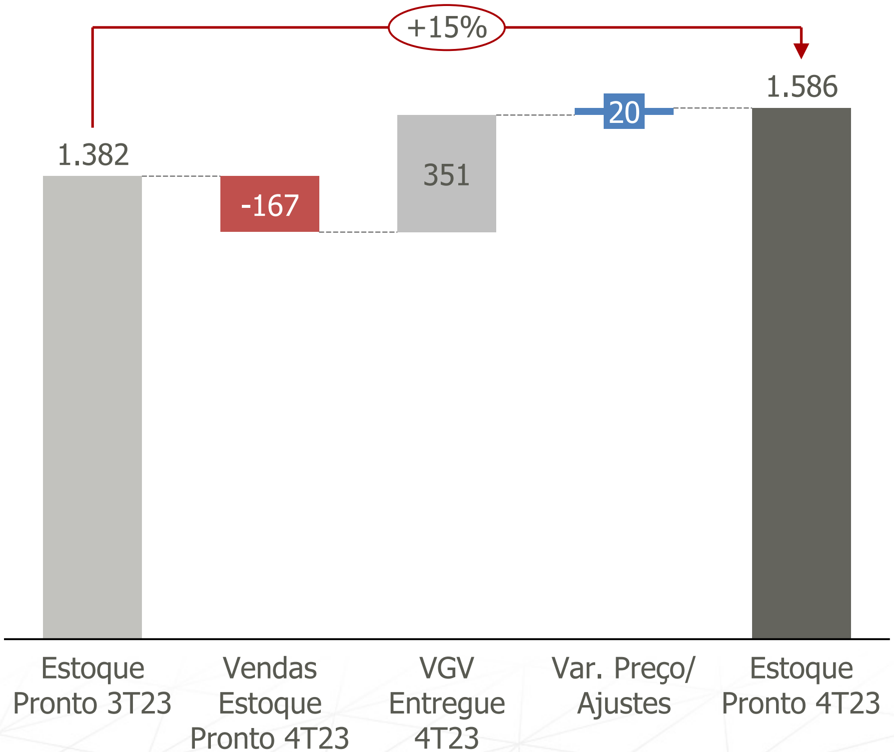
Breakdown do Estoque Total 2023



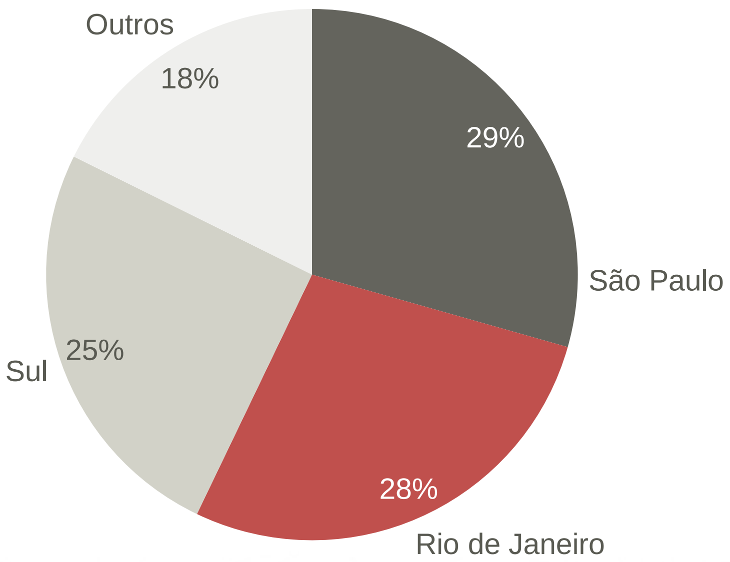
ESTOQUE PRONTO

- R$ 1.586 milhões de estoque pronto a valor de mercado (R$ 1.322 milhões %CBR).

Variação do Estoque Pronto (R$ milhões)



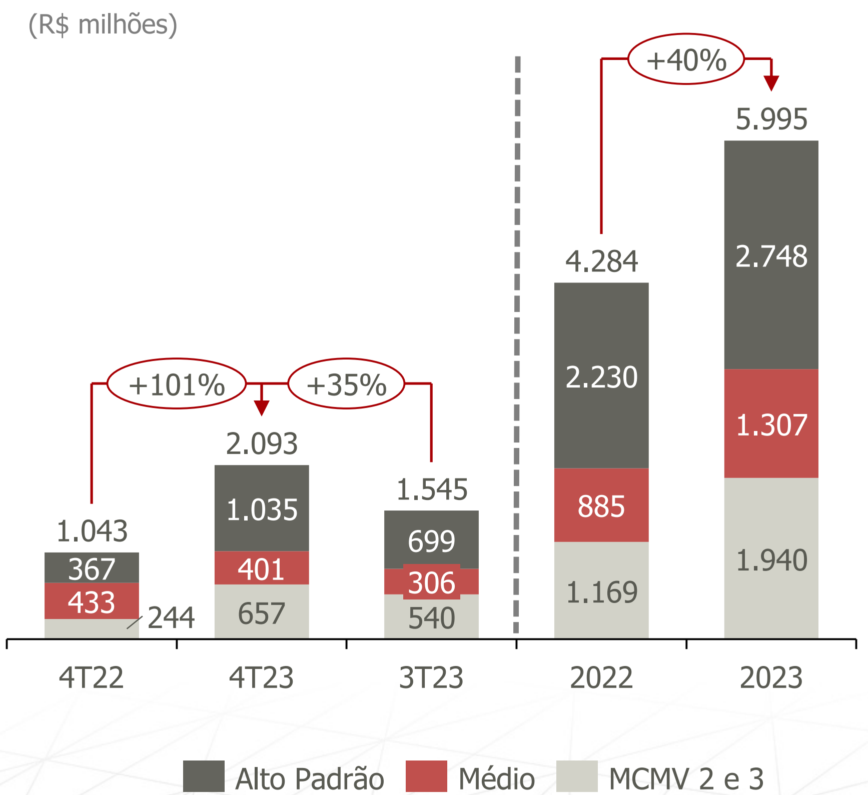
Breakdown do Estoque Pronto 2023



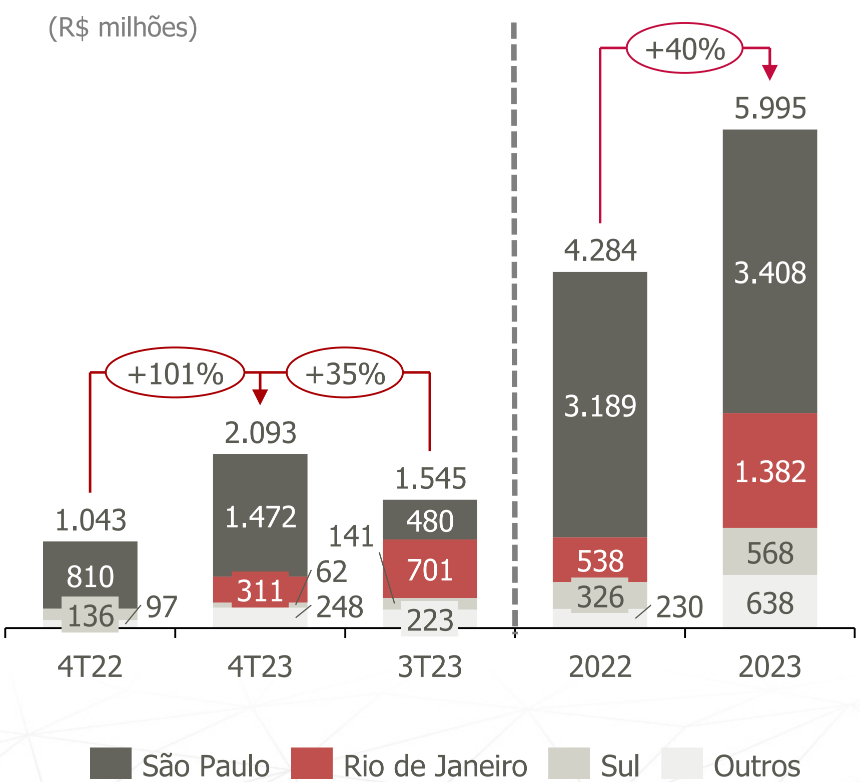
ENTREGAS CYRELA

- 18 projetos entregues no 4T23, correspondentes a um VGV de lançamento de R$ 2.093 milhões.
- No acumulado do ano, 58 empreendimentos entregues, com VGV de lançamento de R$ 5.995 milhões.

VGV Entregue (100%) por Segmento



VGV Entregue (100%) por Região



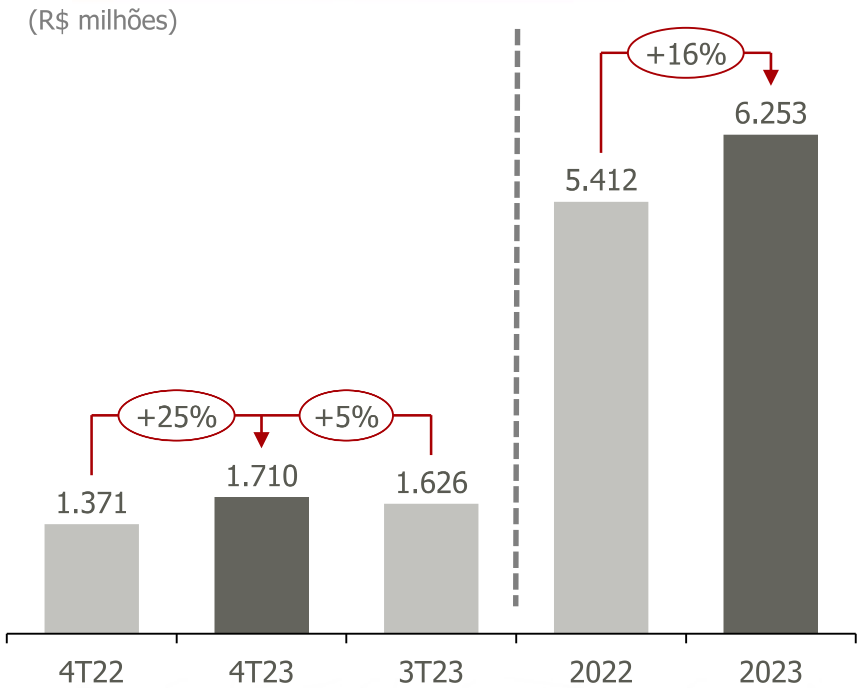
RESULTADO FINANCEIRO

CYRELA

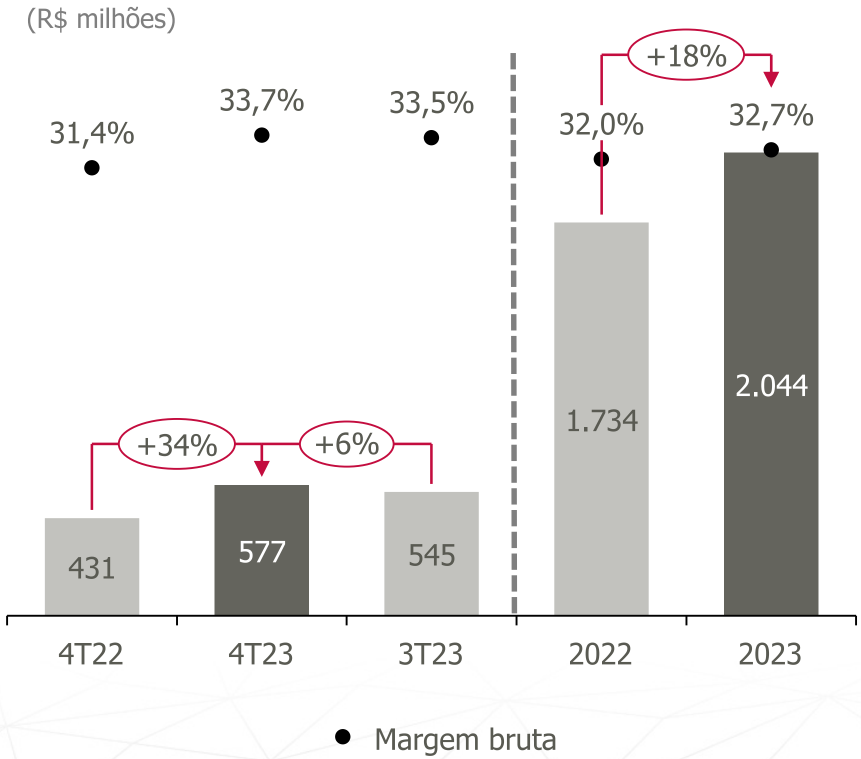
RESULTADOS FINANCEIROS

- Receita líquida de R$ 1.710 milhões no 4T23 e R$ 6.253 milhões no acumulado do ano.
- Margem bruta de 33,7% no trimestre e 32,7% no ano.

Receita Líquida



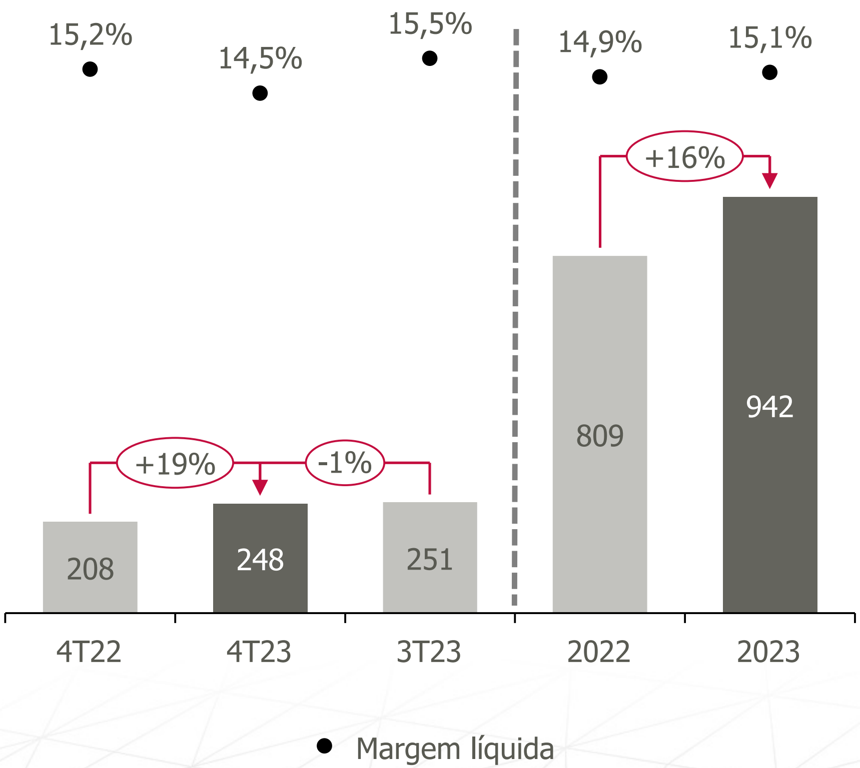
Lucro Bruto e Margem Bruta



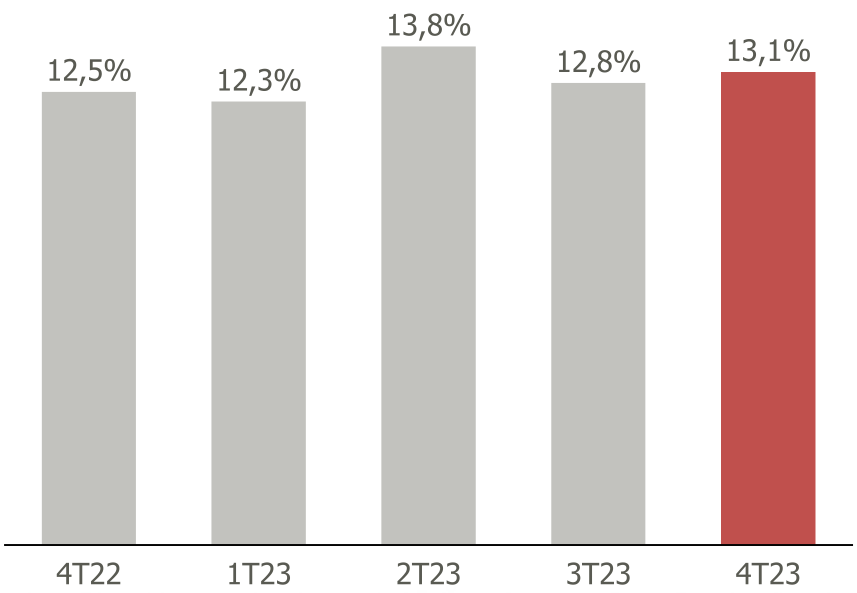
LUCRO LÍQUIDO E RENTABILIDADE

- O Return on Equity (medido como Lucro Líquido dos últimos 12 meses sobre PL médio ex Minoritários e AVJORA CashMe) atingiu um valor de 13,1%.

Lucro Líquido e Margem Líquida (R$ milhões)

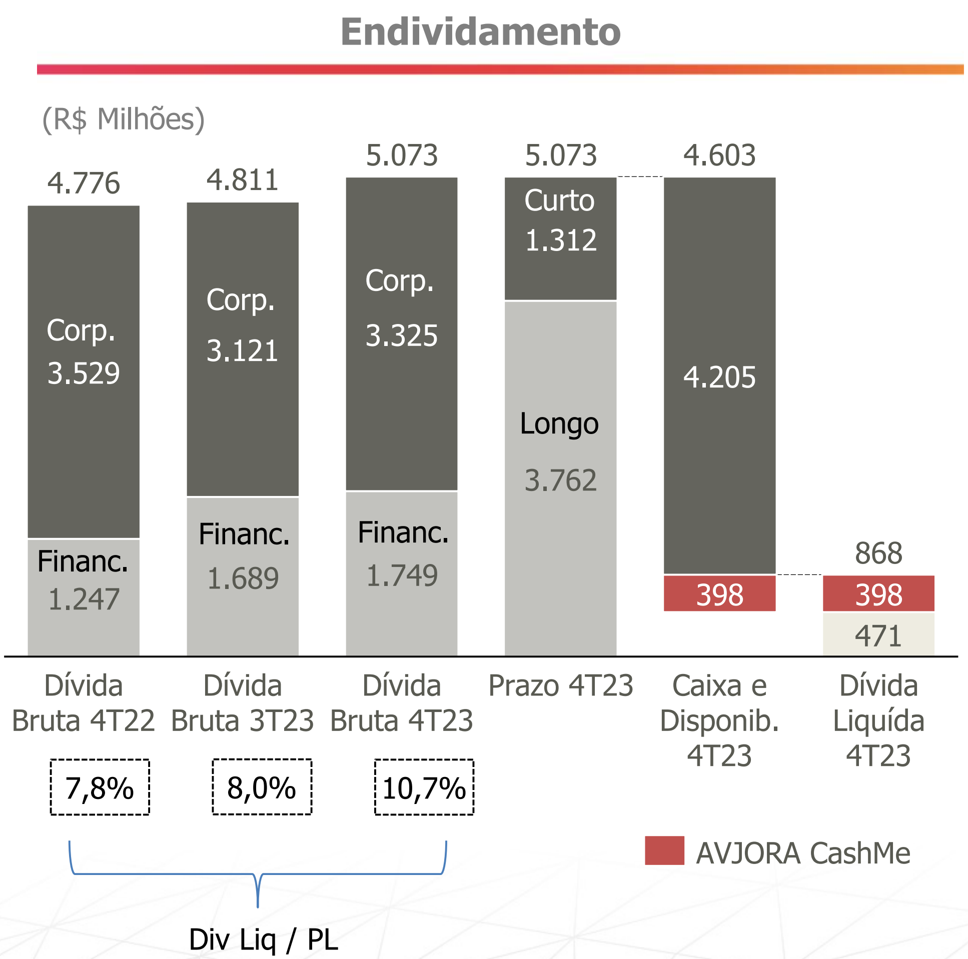


ROE LTM



LIQUIDEZ E ENDIVIDAMENTO

- A alavancagem (Dívida Líquida / Patrimônio Líquido) foi de 10,7%.



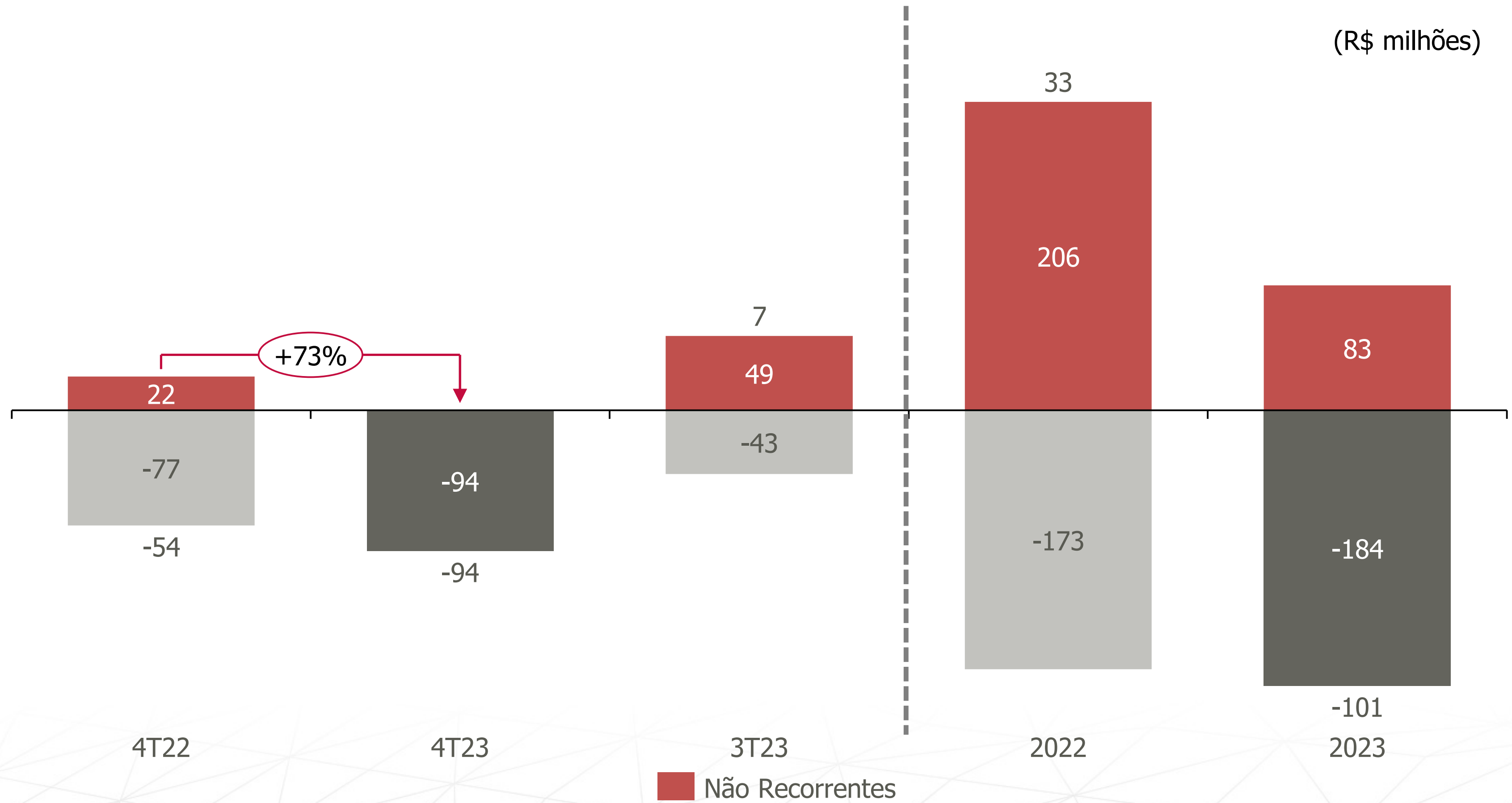
Indicadores	Dívida Total	Dívida Corporativa
Dívida Líquida/ Patrimônio Líq.	10,7%	
Prazo Médio	2,5 anos	2,6 anos
Curto Prazo	26%	31%
Longo Prazo	74%	69%

Custo Médio de Financiamentos		Custo Médio de Dívida Corp.*	
Poupança + 2,81%	74,0%	TJLP + 3,78%	4,4%
TR + 9,04%	26,0%	100% do CDI	17,6%
TOTAL	**100,0%**	CDI + 1,28%	77,6%
Taxa Mínima	TR + 7,99%	Pré (7,0%)	0,4%
Taxa Máxima	Poupança + 5,0%	**TOTAL**	**100,0%**

* Exclui dívidas da CashMe (R$ 1.428 MM)

GERAÇÃO DE CAIXA*

- Consumo de caixa de R$ 94 milhões no trimestre.



*Ex dividendos e recompras

CONTATE RI

Cyrela Brazil Realty S.A. Empreendimentos e Participações
Avenida Paulista, 1.063 - 10º andar
São Paulo - SP – Brasil
CEP 01311-200

Relações com Investidores
ri@cyrela.com.br

RESULTS 4Q23

MARCH 15TH, 2024

CYRELA

PARTICIPANTS

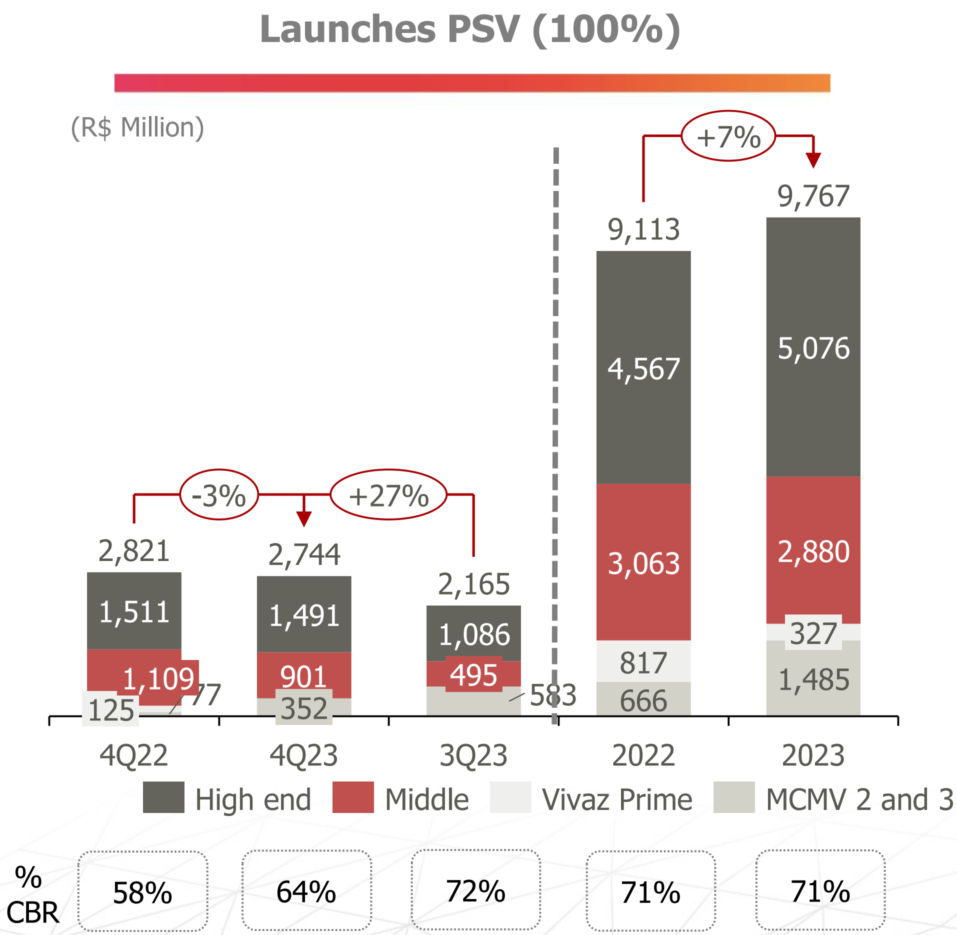
RAPHAEL HORN
CO-CEO

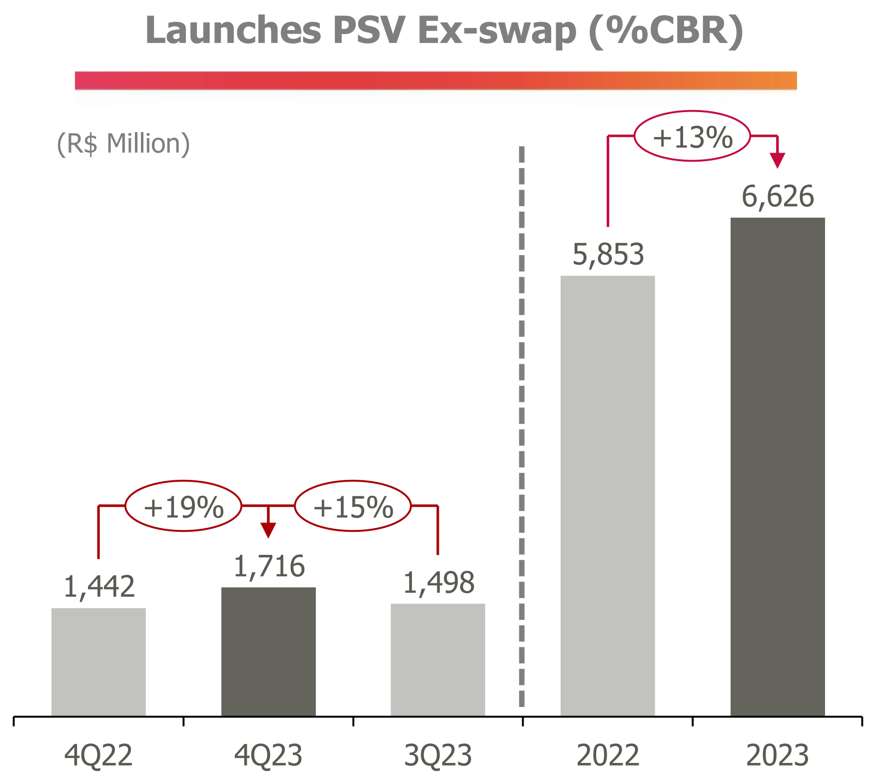
MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

OPERATING FIGURES

CYRELA'S LAUNCHES

- R$2,744 million in 4Q23, 3% lower vs 4Q22 and 27% up from 3Q23.
- 13 projects launched in the quarter.





HIGHLIGHTS

CASA EDEN BY YOO EAST & WEST

- R. Santo Arcádio, 482 - Brooklin–São Paulo - SP
- PSV: R$ 734 million
- Units: 210

Access the projects website:
Casa Eden by YOO | East
Casa Eden by YOO | West

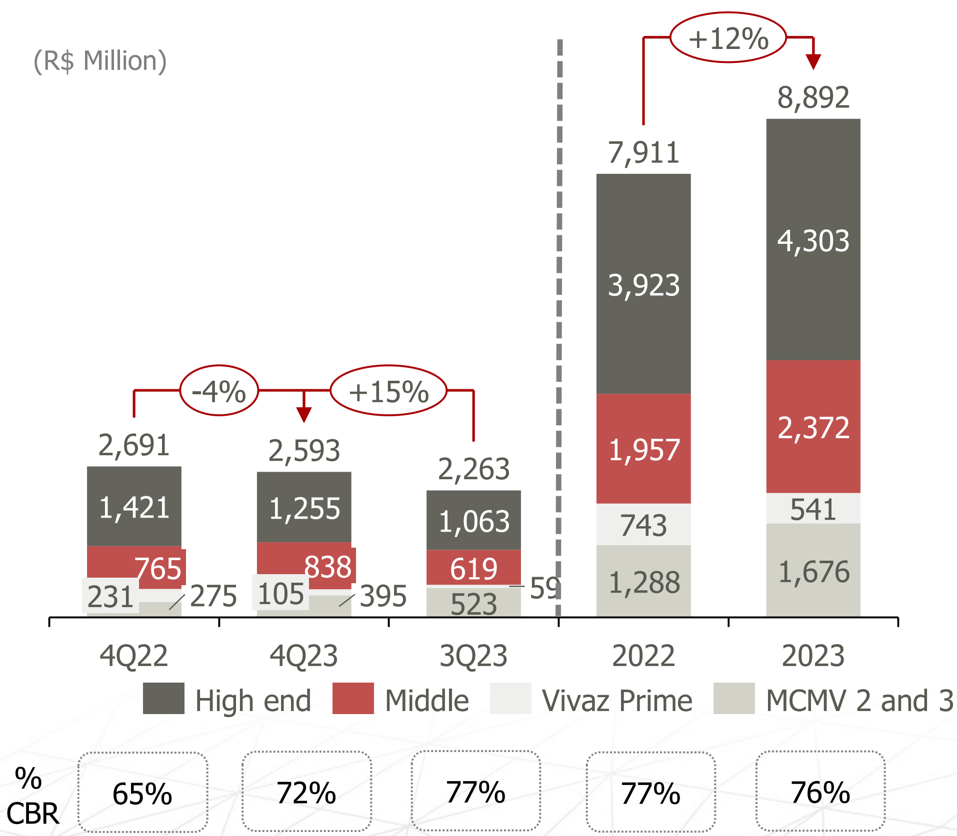
Indoor Swimming Pool

Project's Façade

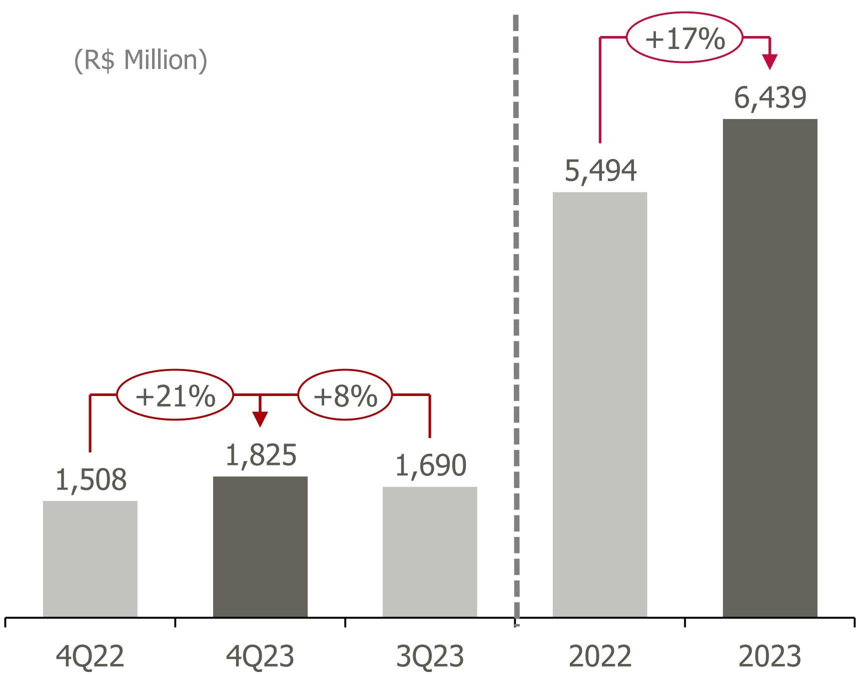
CYRELA'S PRE-SALES

- Net pre-sales totaled R$2,593 million in 4Q23, 4% down from 4Q22 and 15% higher than 3Q23.
- %CBR of 72% in the quarter.

Pre – Sales (100%)



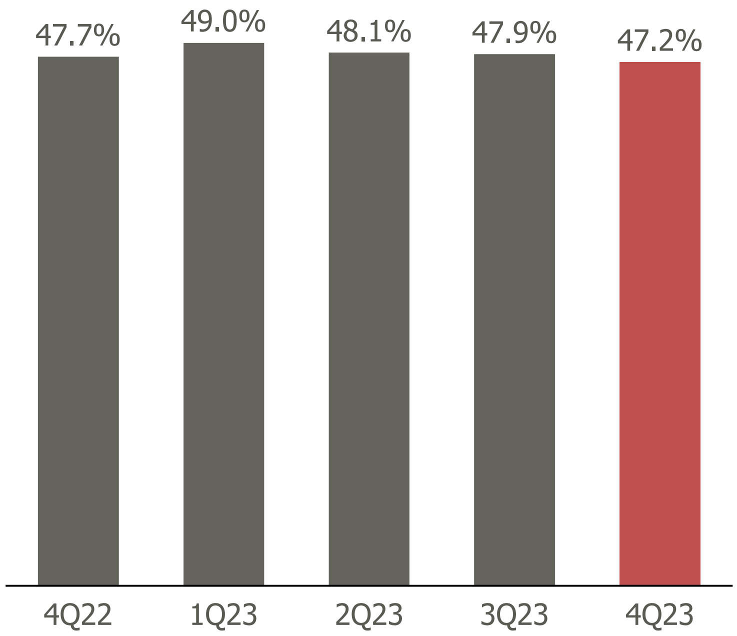
Pre – Sales Ex-Swap (%CBR)



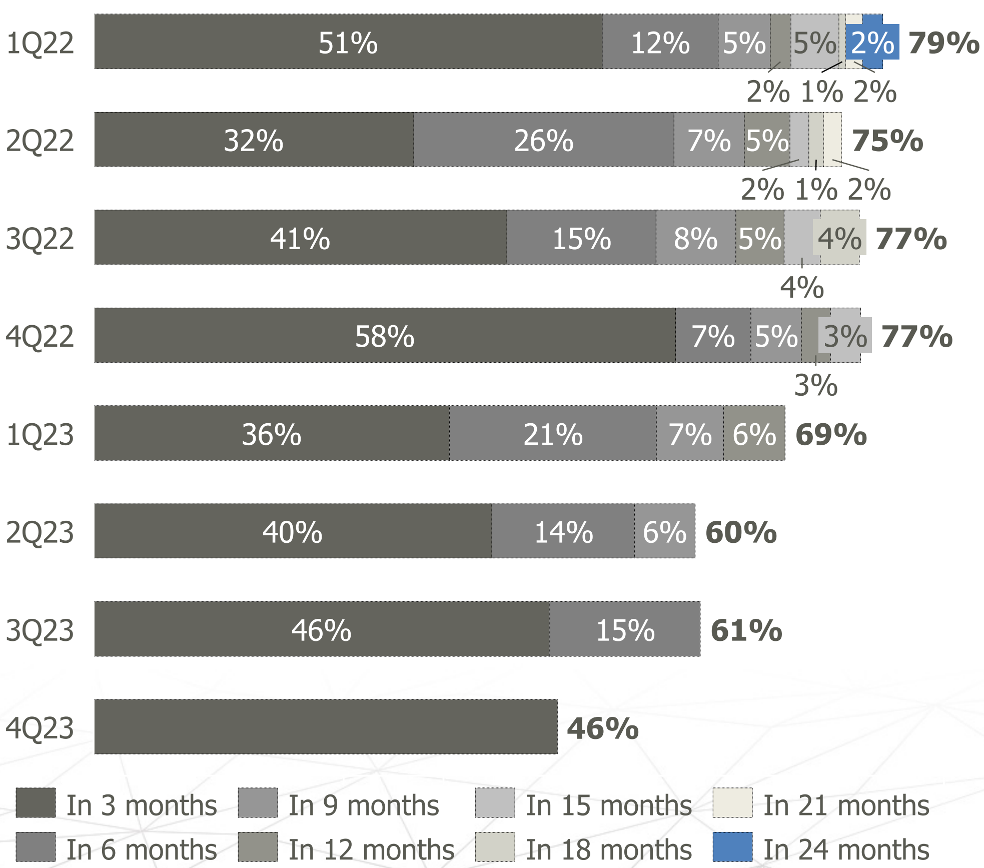
SALES SPEED

- The LTM SOS of 4Q23 reached 47.2%.

Sales Speed (12 month period)



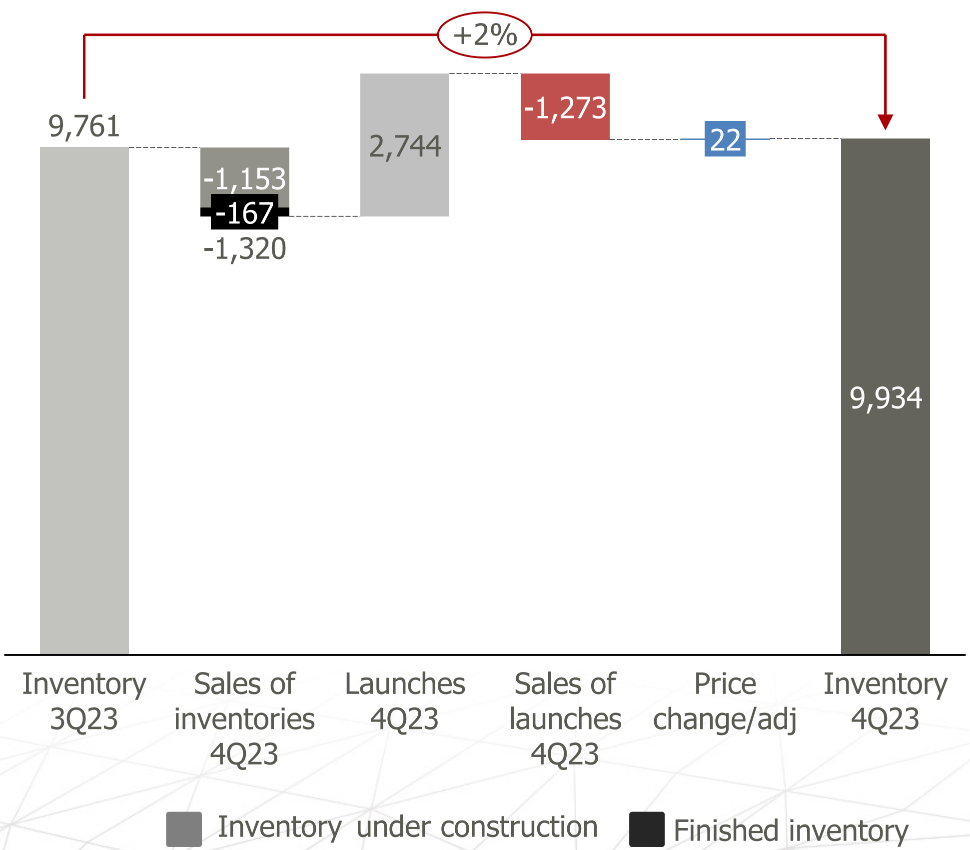
Sales by Launch Vintage



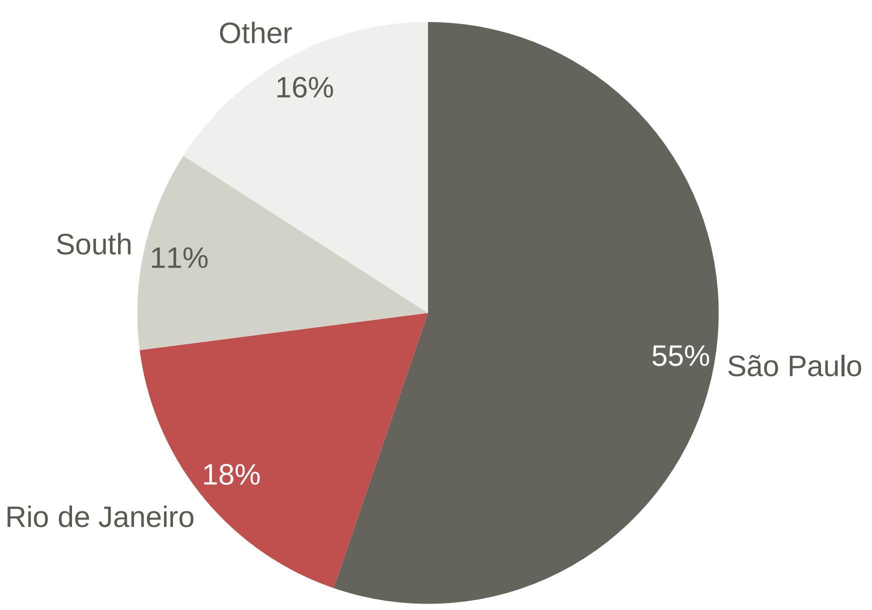
INVENTORY

- R$9,934 million in PSV inventory at market value (R$7,505 million %CBR).

Change in Inventory (R$ Million)



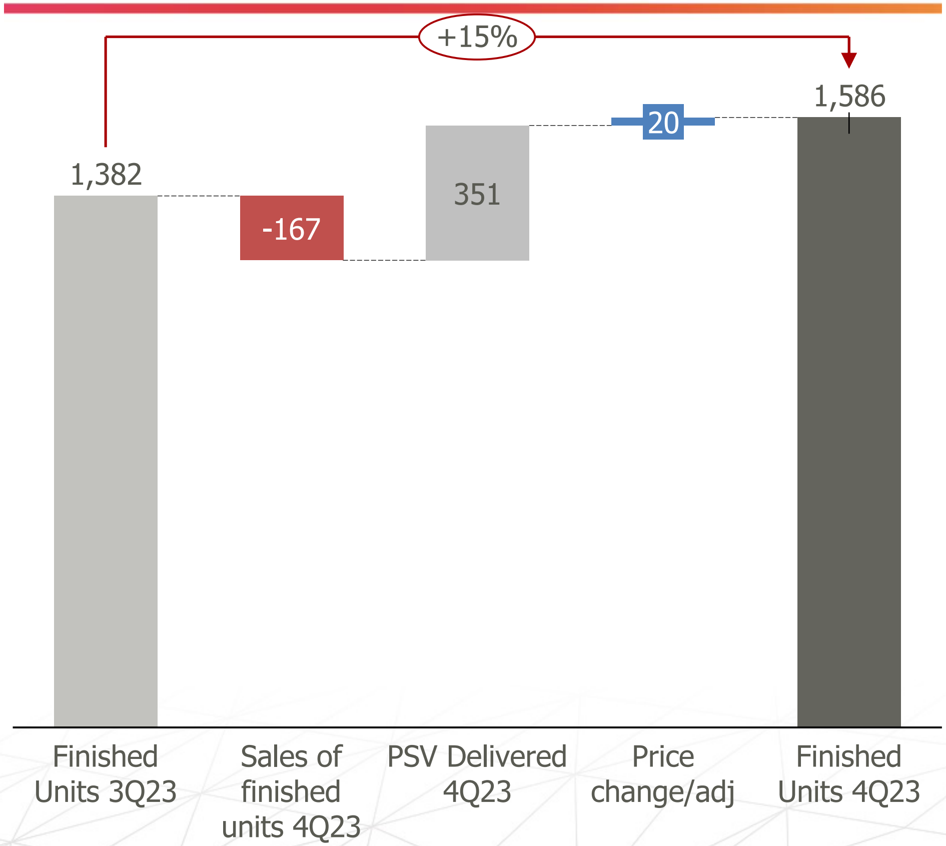
Inventory Breakdown 2023



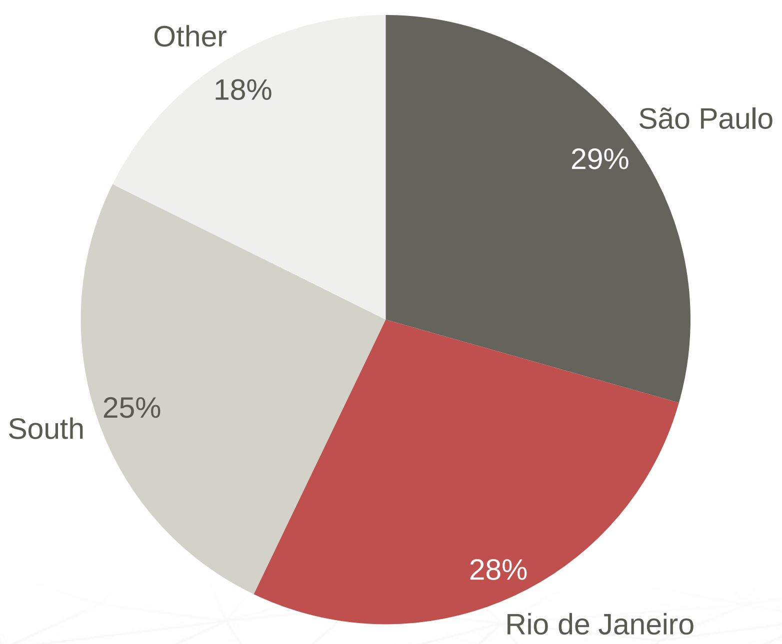
FINISHED INVENTORY

- R$1,586 million in PSV finished inventory at market value (R$1,322 million %CBR).

Change in Finished Inventory (R$ Million)



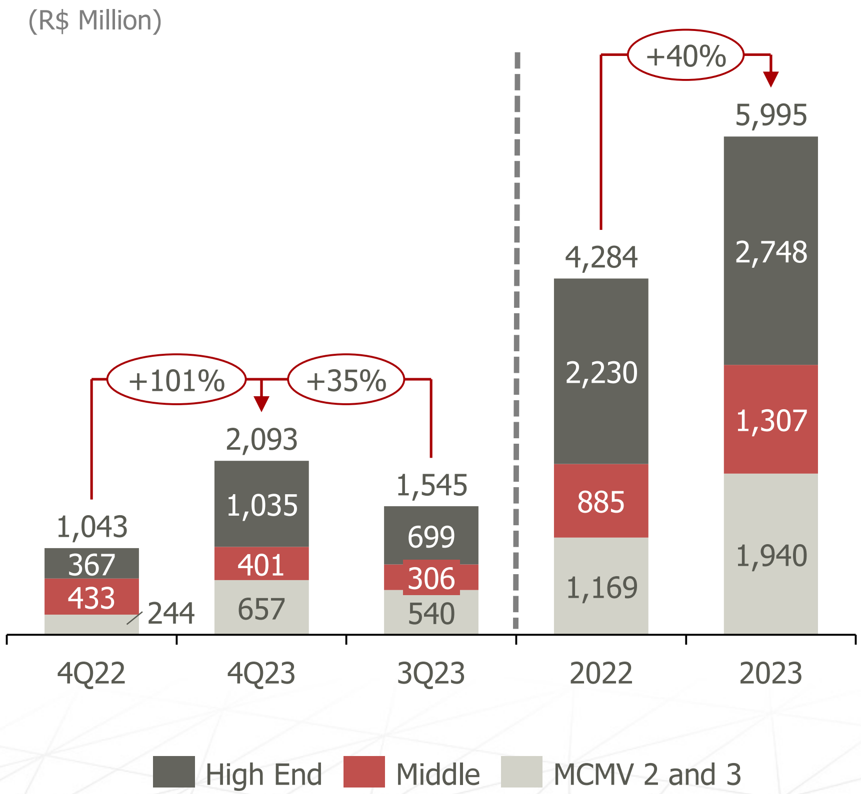
Finished Inventory Breakdown 2023



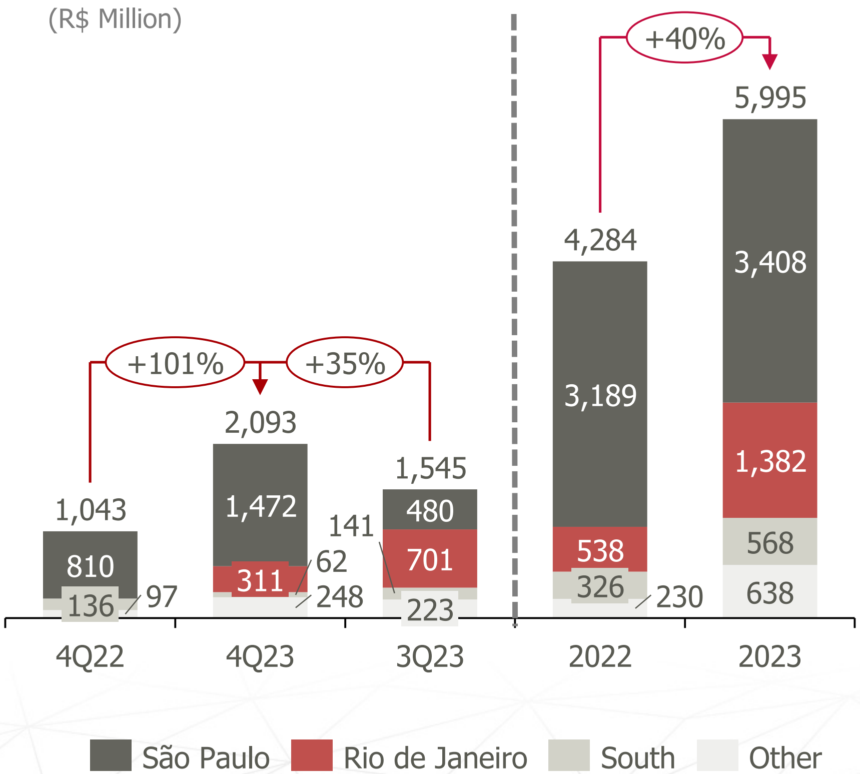
DELIVERED UNITS

- 18 projects delivered in 4Q23, totaling PSV of R$2,093 million on the dates of their respective launches.
- In the year, 58 projects delivered, totaling PSV of R$5,995 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)



Delivered PSV – by Region (100%)

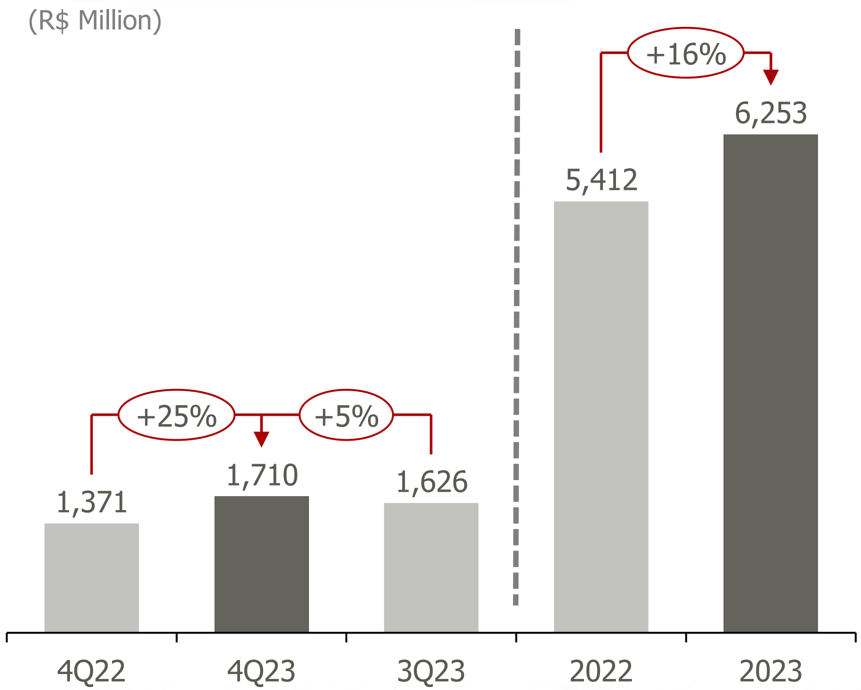


FINANCIAL RESULTS

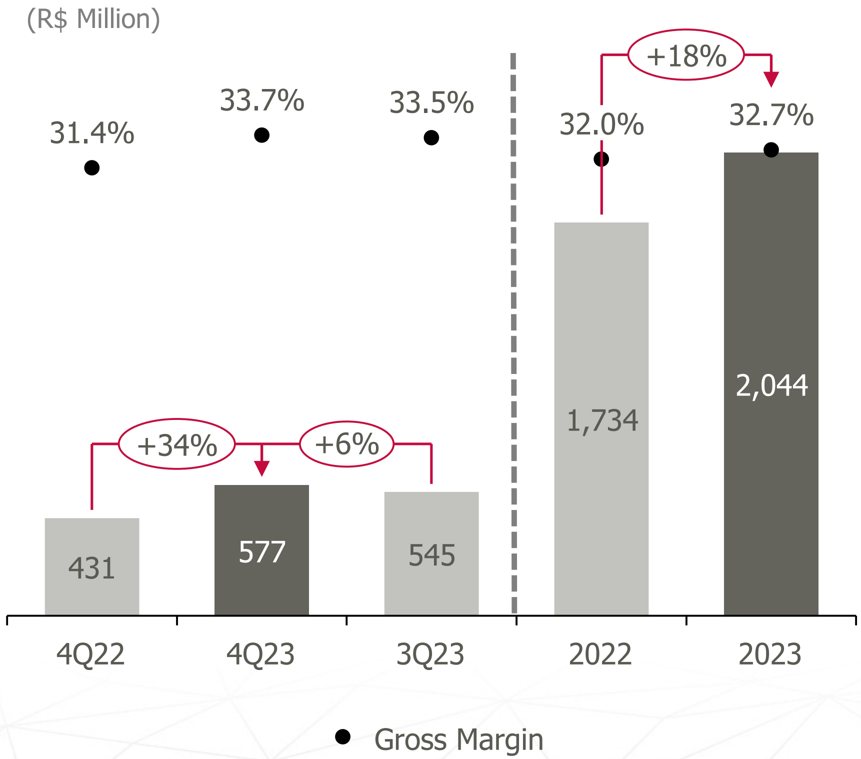
FINANCIAL RESULTS

- Net revenues of R$1,710 million in 4Q23 and R$6,253 million in 2023.
- Gross margin of 33.7% in the quarter and 32.7% in the year.

Net Revenues



Gross Profit and Gross Margin

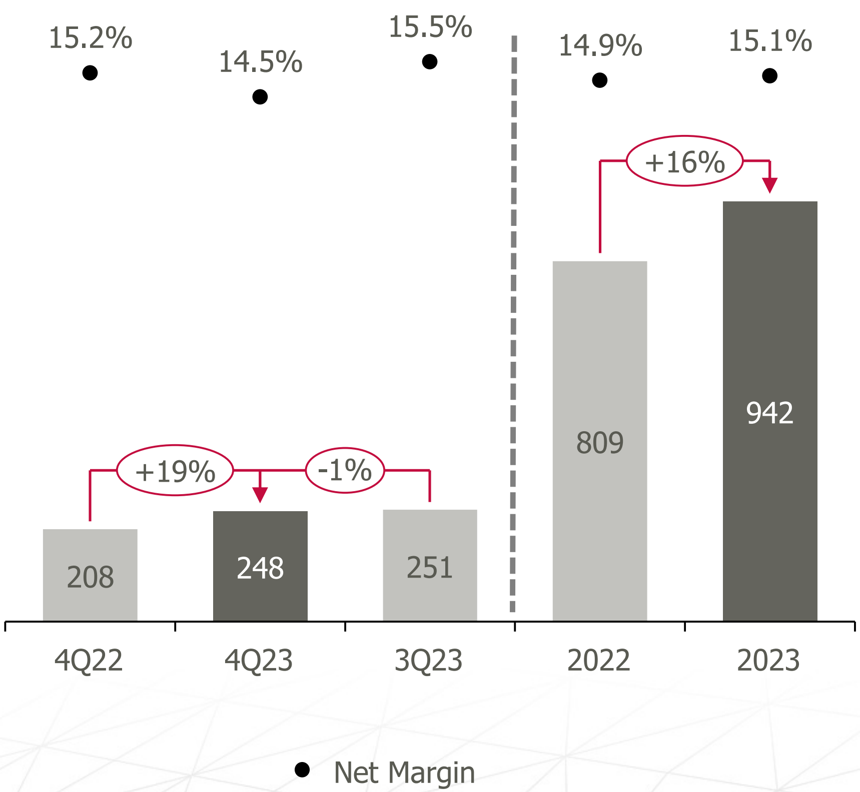


NET INCOME AND PROFITABILITY

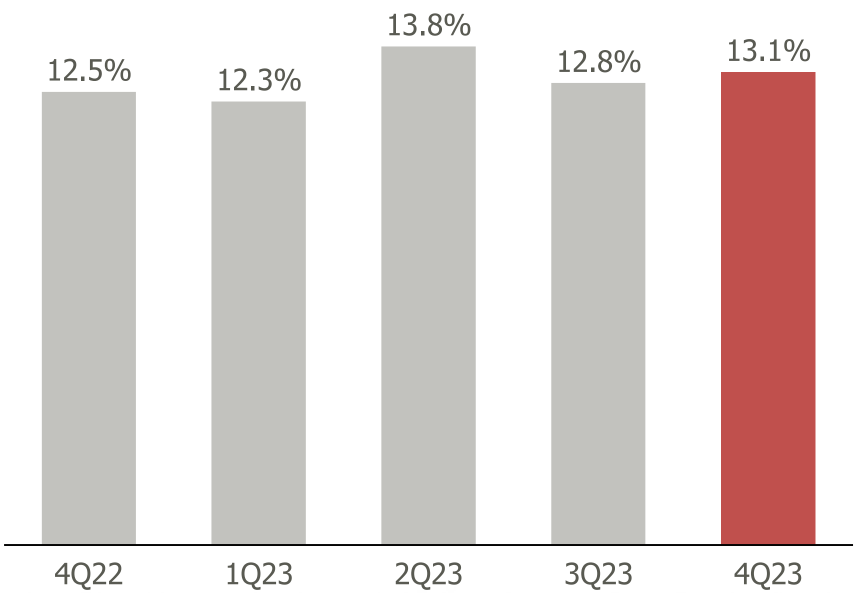
- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 13.1%.

Net Income and Net Margin

(R$ Million)



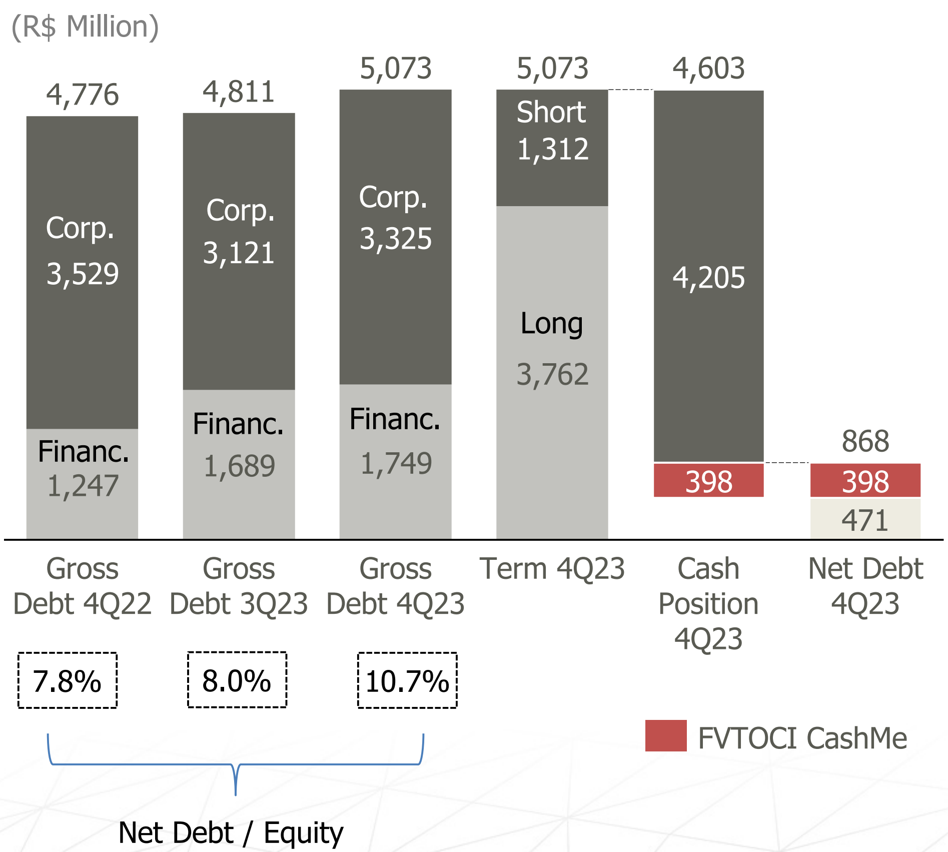
ROE LTM



LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 10.7%.

Debt Overview



Indicators	Total Debt	Corporate Debt
Net Debt / Equity	10.7%	
Average Term	2.5 y	2.6 y
Short Term	26%	31%
Long Term	74%	69%

Average Cost of Financing	
Savings Acc. + 2.81%	74.0%
TR + 9.04%	26.0%
TOTAL	**100.0%**
Minimum Rate	TR + 7.99%
Maximum Rate	Savings ACC + 5.0%

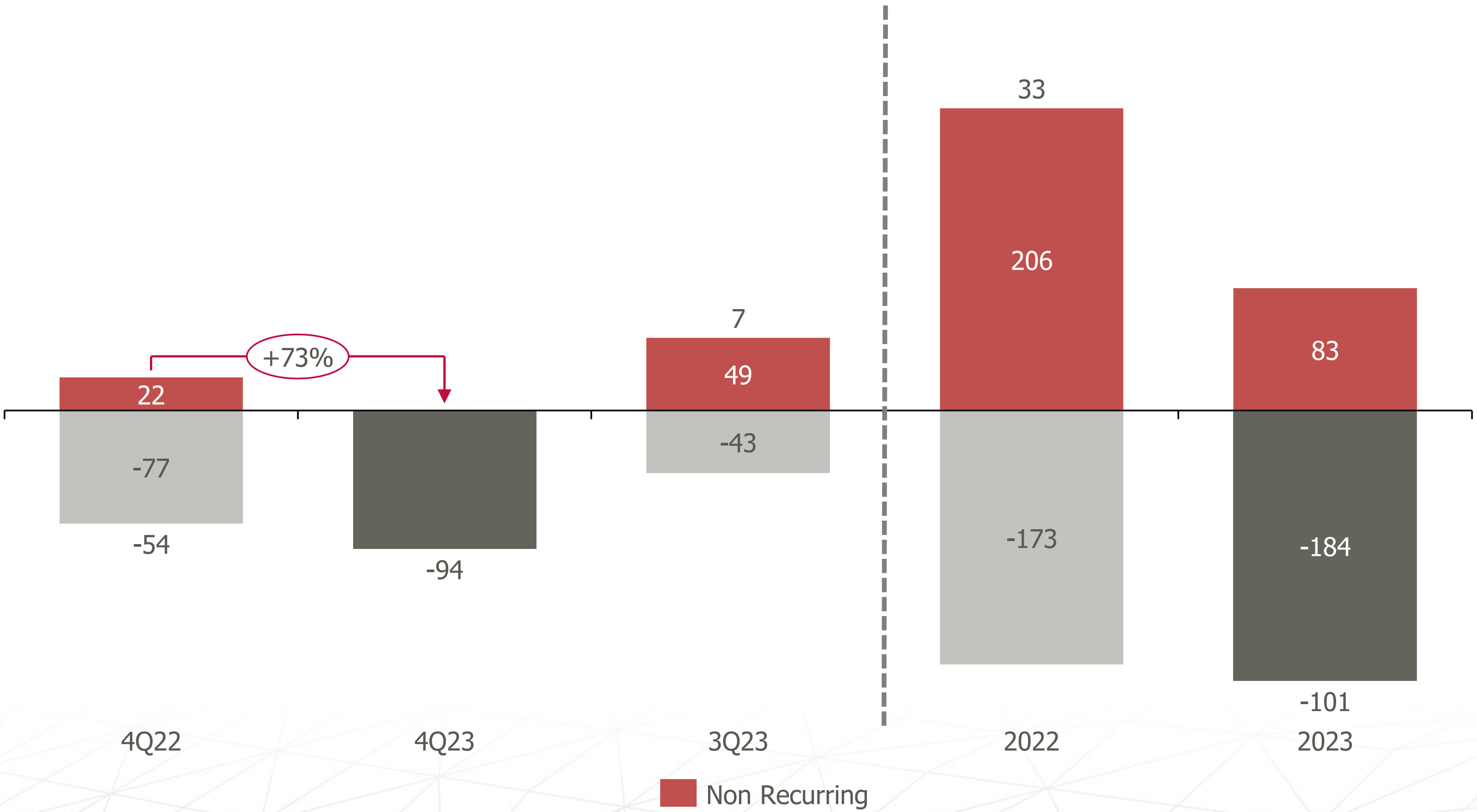
Avarege Cost of Corporate Debt*	
TJLP + 3.78%	4.4%
100% of CDI	17.6%
CDI + 1.28%	77.6%
Fixed (7.0%)	0.4%
TOTAL	**100.0%**

* Excludes debt from CashMe (R$1,428 MM)

CASH GENERATION*

(R$ Million)

- Cash burn of R$94 million in the quarter.



*Ex dividend payment and buyback program.

CONTACT IR

Cyrela Brazil Realty S.A. Empreendimentos e Participações
Avenida Paulista, 1,063, 10th Floor
São Paulo - SP – Brasil
Zip Code 01311-200

Investor Relations
ri@cyrela.com.br

https://ri.cyrela.com.br/en/

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