



LAVVI

4T24

APRESENTAÇÃO DE RESULTADOS



BRASIL
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IGCT B3
IMOB B3

SMLL B3
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IBRA B3
IGC B3

ITAG B3
IGC-NMB3

Esta apresentação contém considerações futuras referentes às perspectivas do negócio, estimativas de resultados operacionais e financeiros, e às perspectivas de crescimento da Lavvi Empreendimentos Imobiliários SA. Estas são apenas projeções e, como tal, baseiam-se exclusivamente nas expectativas da administração da Lavvi Empreendimentos Imobiliários SA 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 Lavvi Empreendimentos Imobiliários SA e estão, portanto, sujeitas a mudança sem aviso prévio.

Resultados Operacionais



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APRESENTAÇÃO DE RESULTADOS

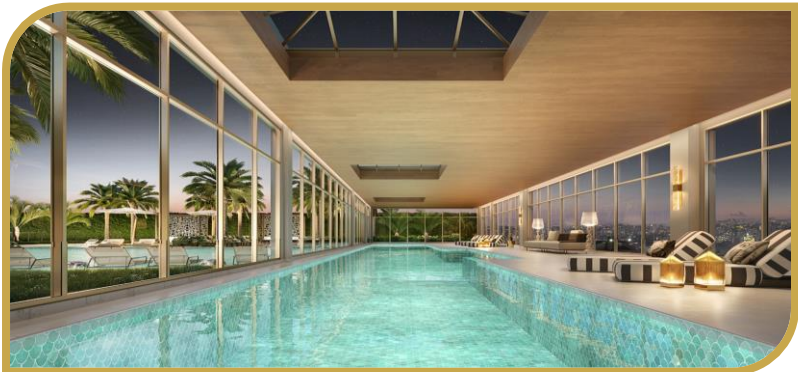
Operacionais:

- Vendas líquidas %Lavvi: R\$867 milhões no trimestre, alta de 97% vs. 4T23; no ano, vendas de R\$ 2,5 bilhões (+115% A/A);
- VSO (vendas sobre oferta): 36% no trimestre e 60% no ano;
- Estoque: R\$2,2 bilhões, sendo apenas 0,8% de estoque pronto;
- Landbank: R\$8,0 bilhões (visão 100%), ou R\$5,1 bilhões no %Lavvi.

Lançamento 4T24 – Heaven by Yoo



65% vendido



VGV Lançado :
R\$ 1,2 bilhão

% Lavvi: 60%

Website do Produto:

<https://www.lavvi.com.br/empreendimentos/heaven-residences>

<https://www.lavvi.com.br/empreendimentos/heaven-apartments>



Lançamento 4T24 – Aura Pacaembu



70% vendido



VGV Lançado :
R\$ 322 Milhões

% Lavvi: 35%

Website do Produto:

<https://www.cyrela.com.br/empreendimentos/aura-pacaembu>



Lançamento 4T24 – Novvo Marajoara - 1ª fase



75% vendido



novvo

marajoara

VGV Lançado :
R\$ 126 Milhões

% Lavvi: 100%

Website e Vídeo do Produto:

<https://meunovo.com.br/novo-marajoara/>

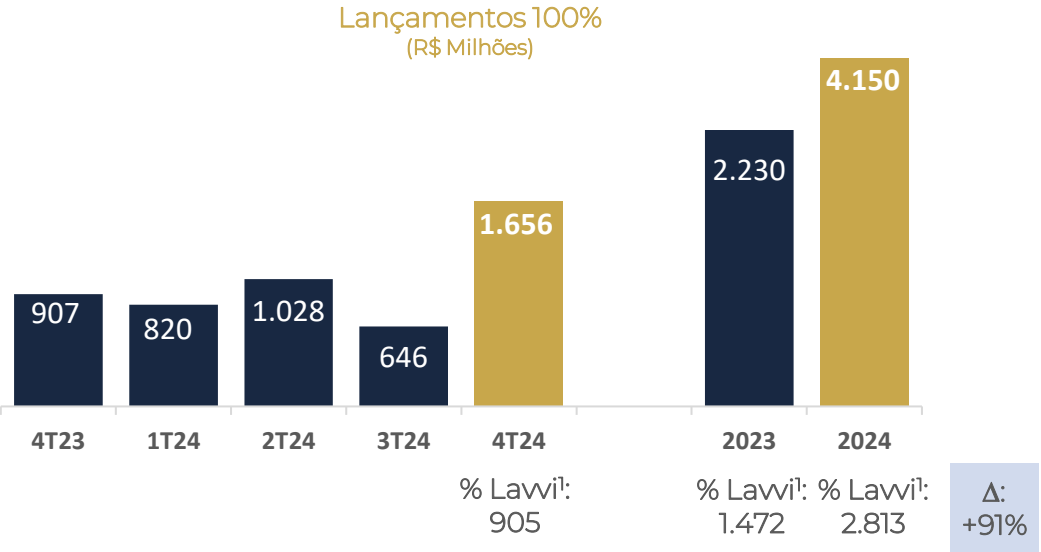
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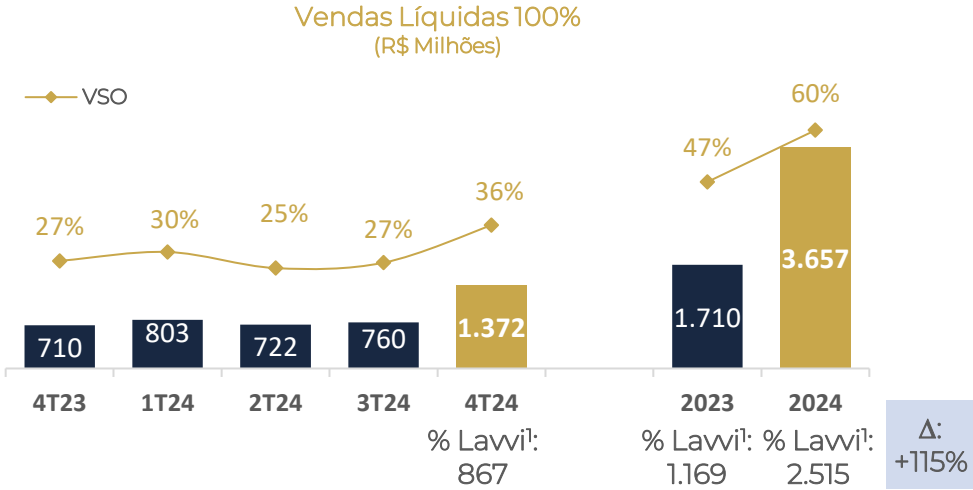
Lançamentos e Vendas



Crescimentos A/A próximos de 3 dígitos nos lançamentos e ainda maior que isso nas vendas

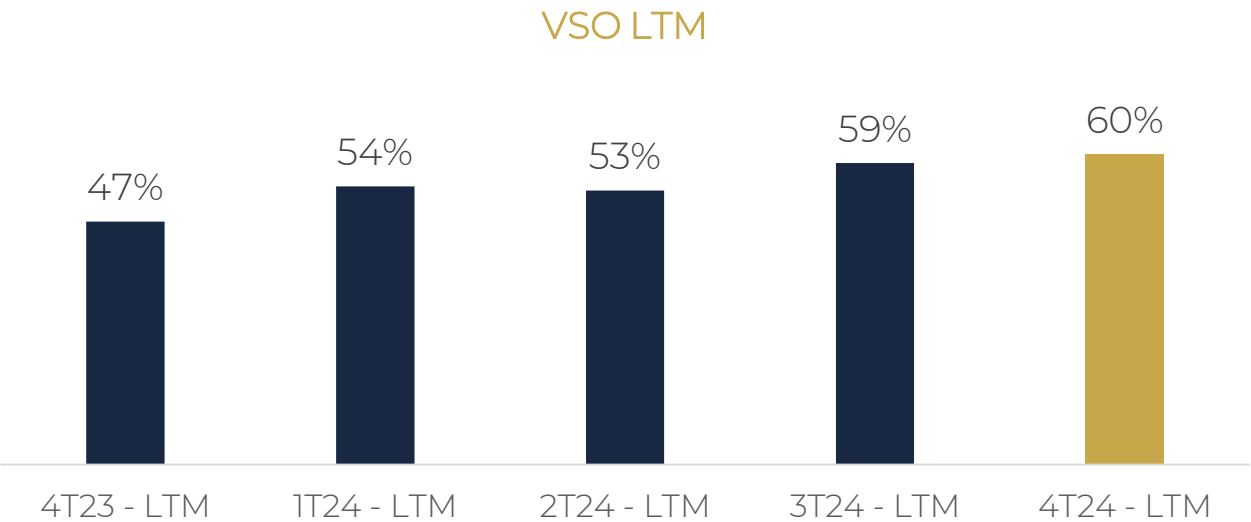


VSO 4T24 LTM:
60%

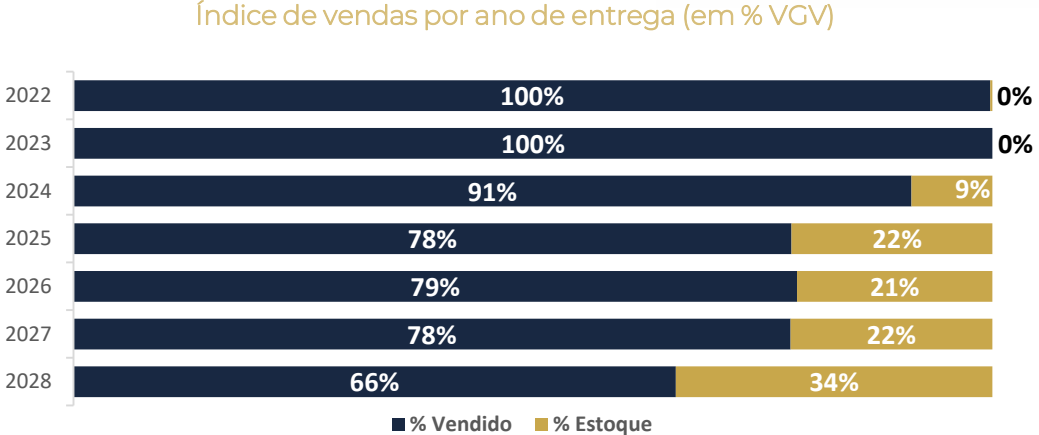
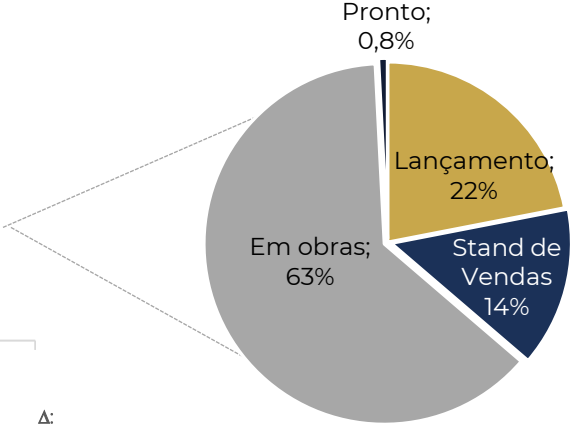
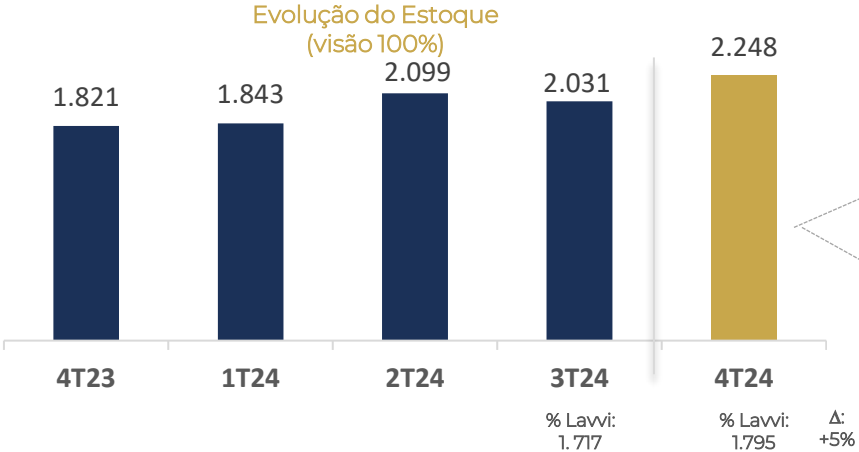


Vendas sobre Oferta (VSO)

VSO consistentemente alta nos últimos 12 meses (LTM)



Estoque – Lavvi



Empreendimento	Status	Lançamento	VGv¹	VGv Lavvi¹	Unidades	Estoque	% Vendido (un.)	% Vendido (VGv)
Praça Piratininga	Pronto	mai-16	-	-	396	0	100,0%	100,0%
Praça Mooca	Pronto	jun-17	-	-	400	0	100,0%	100,0%
Movva	Pronto	set-17	-	-	258	0	100,0%	100,0%
Palazzo Vila Mariana	Pronto	mai-18	-	-	99	0	100,0%	100,0%
Vitralli Moema	Pronto	out-18	-	-	273	0	100,0%	100,0%
Nativ Tatuapé	Pronto	mai-19	-	-	352	0	100,0%	100,0%
Moema by Cyrela	Pronto	jun-19	644	258	65	2	96,9%	99,5%
One Park Perdizes	Pronto	out-19	-	-	120	0	100,0%	100,0%
Wonder by Praças da Cidade	Pronto	out-20	-	-	272	0	100,0%	100,0%
Lumiere	Pronto	nov-20	1.367	1.367	370	2	99,5%	99,6%
Villa Versace	Em Obras	jun-21	165.104	165.104	449	40	91,1%	78,6%
Wonder Ipiranga	Em Obras	ago-21	46.917	46.917	576	45	92,2%	86,5%
Grand Vitralli	Pronto	out-21	16.043	12.835	408	25	93,9%	92,6%
High Wonder	Em Obras	fev-22	1.119	570	258	1	99,6%	99,5%
Verdant	Em Obras	abr-22	8.054	8.054	174	4	97,7%	97,3%
Green View	Em Obras	jun-22	96.376	96.376	408	47	88,5%	71,4%
Grand Square	Em Obras	ago-22	117.246	93.797	343	168	51,0%	49,6%
Galleria Klabin	Em Obras	nov-22	22.230	22.230	589	9	98,5%	96,1%
Eden Park by Dror	Em Obras	nov-22/mar-23	117.366	52.815	1.020	61	94,0%	90,7%
Saffire Elie Saab	Em Obras	mai-23	326.355	326.355	153	22	85,6%	63,0%
Novvo Barra Funda	Em Obras	nov-23	21.102	21.102	934	197	78,9%	93,2%
Casa Eden	Em Obras	nov-23	36.764	16.544	203	11	94,6%	94,7%
Alive Home Resort	Em Obras	mar-24	362.562	362.562	1.384	282	79,6%	67,4%
Palace by Praças da Cidade	Em Obras	abr-24	93.441	47.636	213	59	72,3%	66,0%
Escape Eden	Stand de Vendas	jun-24	98.134	44.160	259	68	73,7%	66,2%
Petra by Boca do Lobo	Stand de Vendas	set-24	224.157	179.326	407	88	78,4%	50,4%
Edifício Brás	Stand de Vendas	set-24	-	-	326	0	100,0%	100,0%
Heaven by Yoo	Lançamento	out-24	391.716	235.029	946	94	90,1%	64,8%
Aura Pacaembu	Lançamento	out-24	71.873	32.343	66	16	75,8%	70,0%
Novvo Marajoara	Lançamento	nov-24	29.914	29.914	398	98	75,4%	75,4%
Total	-	-	2.248.485	1.795.294	12.119	1.339	86,1%	78,2%

¹ R\$ Milhares

Entrega 4T24 – Grand Vitrali



- ✓ VGV: R\$ 211 milhões
- ✓ Unidades: 408
- ✓ Entrega: out/24

REPASSE¹:

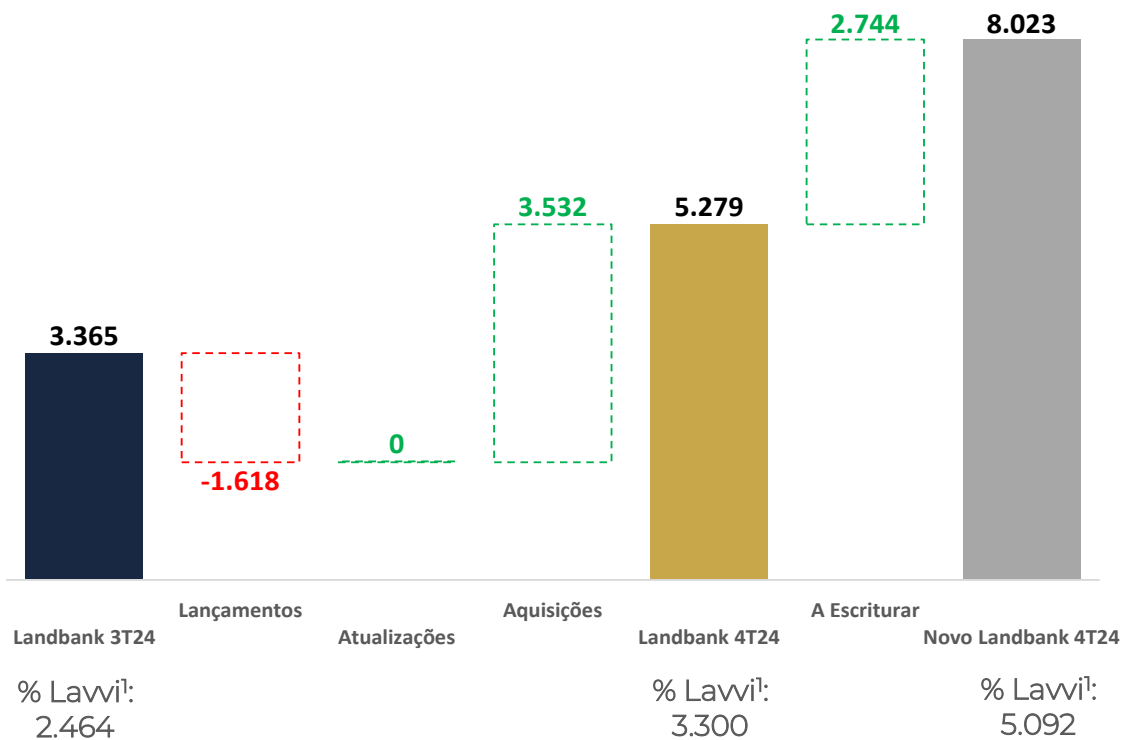
- ✓ Solução financeira: 98%
- ✓ Estoque: 13
- ✓ Em repasse: 8



¹ Os dados do bloco “Repasso” são atuais, atualizados após o encerramento do trimestre.



Landbank Lavvi (visão 100%)



R\$ 8,0 bilhões no landbank¹
(R\$ 5,1 bi no %Lavvi)

R\$ Milhões	Luxo	Alto	Médio-Alto	Médio	Econômico	Total
Zona Norte						0
Zona Oeste		114			597	711
Centro						0
Zona Leste						0
Zona Sul	935	3.893	2.379		105	7.312
Total	935	4.007	2.379	0	702	8.023

¹ As aquisições dos terrenos opçionados esto sujeitas s clusulas resolutivas que so comuns em transaçes desse tipo.
² VGV Landbank inclui a participaço da Lavvi somada s participaçes de parceiros incorporadores, permuta e comisso.



Resultados Financeiros



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4T24

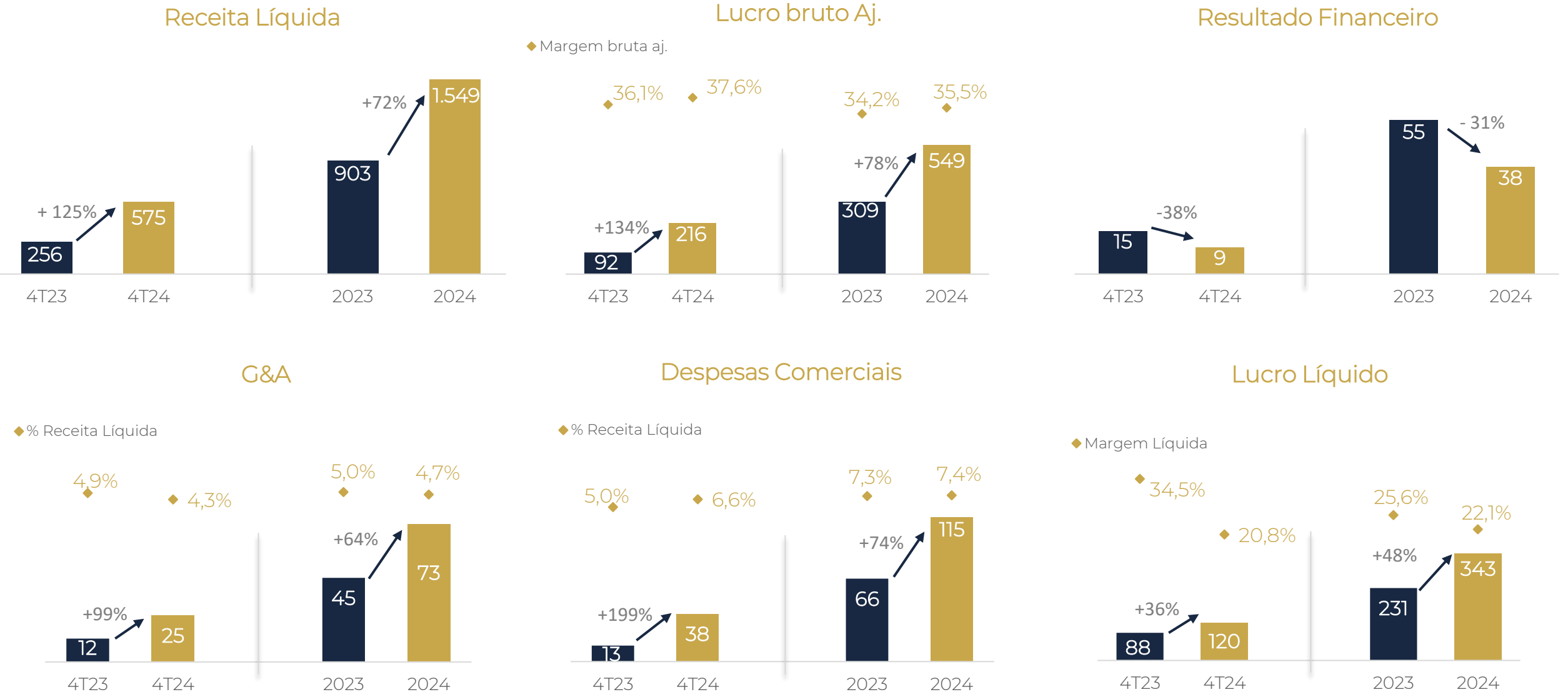
APRESENTAÇÃO DE RESULTADOS

Financeiros:

- Receita líquida: R\$575 milhões no trimestre (+125% A/A); em 2024, R\$1,5 bilhão (+72% A/A);
- Margem bruta aj: 37,6% no trimestre (+1,5 p.p A/A) e 35,5% no ano (+1,3p.p A/A);
- Lucro líquido: R\$120 milhões no tri com margem líquida de 20,8%; em 2024, foram R\$343 milhões (+48% A/A) com margem de 22,1% (-3,5p.p A/A);
- ROE anualizado: 25% ao final do 4T24;
- Receita de vendas a reconhecer (Backlog): R\$ 2,4 bilhões (+80% vs. 4T23), com margem bruta de 35,1%;
- Geração de caixa aj.: R\$115 milhões no tri; em 2024, geração de R\$100 milhões ou R\$372 milhões na visão ex-terrenos;
- Caixa líquido de R\$129 milhões em 31/12.

DRE - KPIs

R\$ Milhões



DRE - KPIs (continuação)

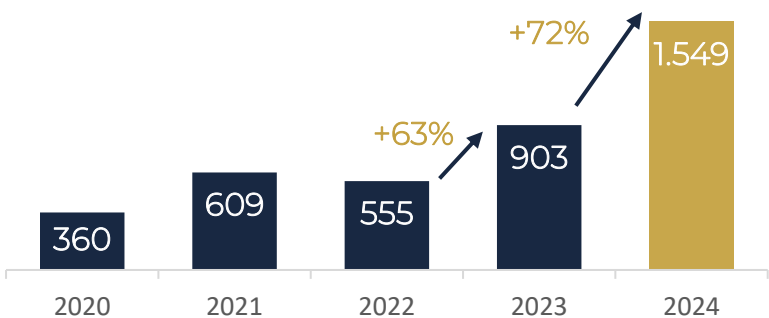


Margem líquida consistentemente acima de 20% desde o IPO, em 2020

Lavvi entre as mais rentáveis de todo o setor

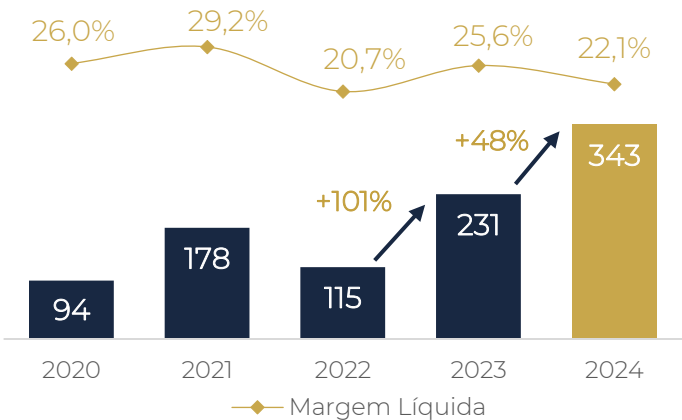
Receita Líquida

R\$ Milhões



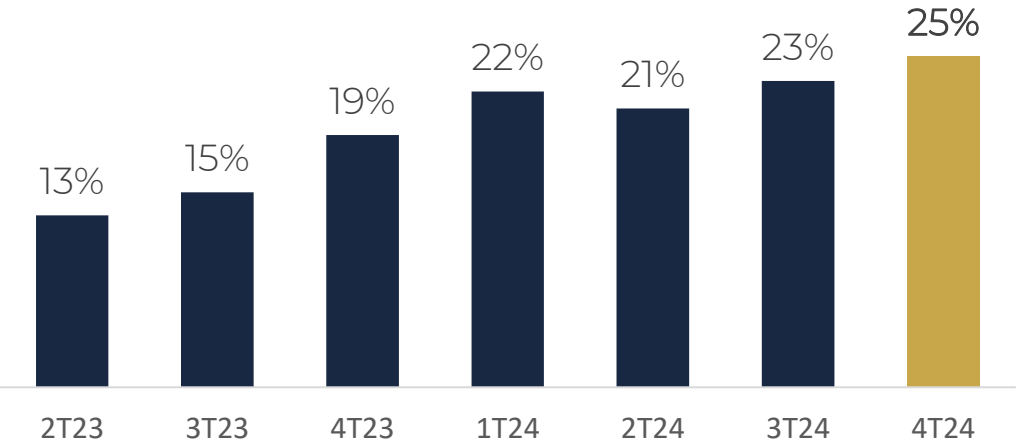
Lucro Líquido e Margem Líquida

R\$ Milhões e %



ROE

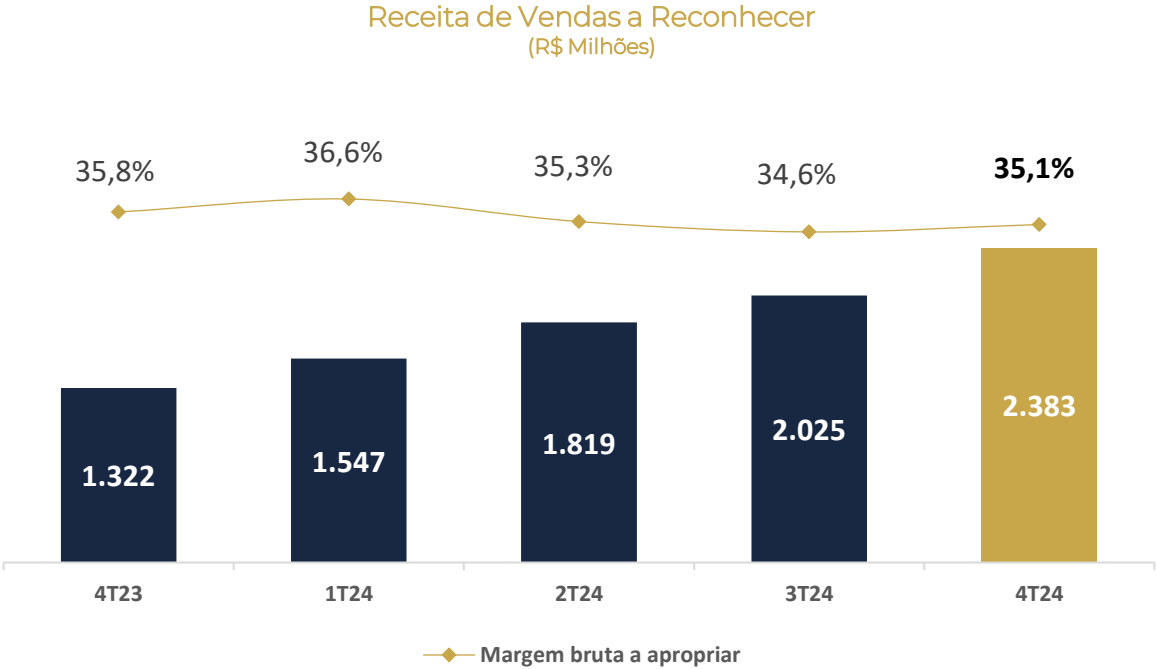
ROE mais que dobrou desde o final de 2022



Receita de vendas a reconhecer

Destaques:

- Margem bruta a apropriar de 35,1%;



Dívida (Caixa) Líquido	4T24	3T24	T/T	4T23	A/A	2024	2023	A/A
Dívida CP	21.496	18.143	18%	24.151	-11%	21.496	24.151	-11%
Dívida LP	631.283	444.653	42%	189.348	233%	631.283	189.348	233%
Dívida Total	652.779	462.796	41%	213.499	206%	652.779	213.499	206%
Caixa e Equivalentes de Caixa	106.168	34.226	210%	39.615	168%	106.168	39.615	168%
Títulos e Valores Mobiliários	675.780	523.429	29%	336.766	101%	675.780	336.766	101%
Caixa e Aplicações	781.948	557.655	40%	376.381	108%	781.948	376.381	108%
Dívida (Caixa) Líquida	(129.169)	(94.859)	36%	(162.882)	-21%	(129.169)	(162.882)	-21%
Geração (Consumo) de Caixa	34.310	(30.144)	n.a.	(154.369)	n.a.	(33.713)	(331.584)	-90%
Dividendos	80.600	15.700	413%	71.534	13%	133.859	129.036	4%
Geração (Consumo) de Caixa Ajustado	114.910	(14.444)	n.a.	(82.835)	n.a.	100.146	(202.548)	n.a.
Terrenos	(88.634)	(49.395)	79%	(79.193)	12%	(271.818)	(311.898)	-13%
Geração (Consumo) de Caixa ex-Terrenos	203.543	34.951	482%	(3.642)	n.a.	371.963	109.350	240%
Patrimônio Líquido	1.741.113	1.630.920	7%	1.414.520	23%	1.741.113	1.414.520	23%
Dívida Líquida / Patrimônio Líquido	-7,4%	-5,8%	-1,6 p.p.	-11,5%	4,1 p.p.	-7,4%	-11,5%	4,1 p.p.



- ❑ Foi aprovado em Reunião do Conselho realizada em 4 de fevereiro o pagamento de dividendos intercalares e adicionais, no montante total, conforme abaixo:
 - Valor: R\$ 80,0 milhões
 - Valor por ação: R\$ 0,4093
 - Data COM: 10/02/2025
 - Data EX: 11/02/2025
 - Data do Pagamento: 19/02/2025

- ❑ Ao todo são **aproximadamente R\$ 705 MM de geração de valor aos acionistas** (dividendos + recompras) desde meados de 2021, equivalente a **aprox. 3,53 reais por ação**.



Fale com o RI

Sandra Attie Petzenbaum - CFO e DRI
Maria Luiza dos Anjos Oliveira - Gerente de RI e ESG
Vitor Charak - Analista de RI



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4Q24

RESULTS PRESENTATION



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ICON B3

IBRA B3
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Statements contained in this press release may contain information which is forward-looking and reflects management's current view and estimates of future economic circumstances, industry conditions, company performance and the financial results of Lavvi Empreendimentos Imobiliários SA. These are just projections and, as such, exclusively based on management's expectations of Lavvi Empreendimentos Imobiliários SA regarding future business and continuous access to capital to finance the Company's business plan. Such future considerations rely substantially on changes in market conditions, government rules, competitor's pressure, segment performance and the Brazilian economy, among other factors, in addition to the risks presented on the released documents filed by Lavvi Empreendimentos Imobiliários SA, and therefore can be modified without prior notice.

Operational Results



LAVVI

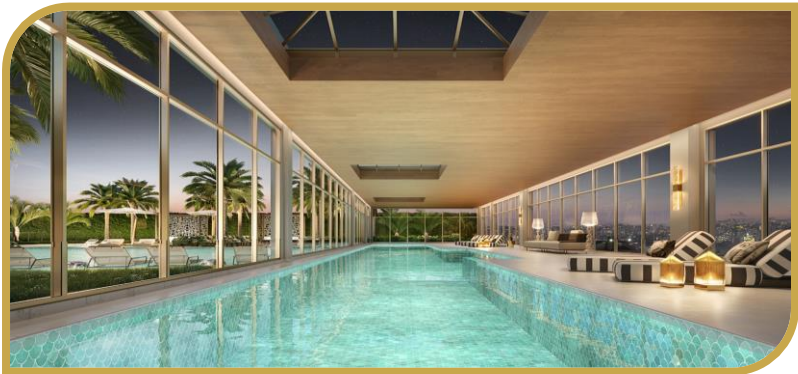
4Q24

RESULTS PRESENTATION

Operational:

- Net Sales %Lawvi: R\$867 million in 4Q24, +97% vs. 4Q23; in 2024, sales of R\$2.5 billion (+115 Y/Y)
- SoS (speed of sales): 36% in the quarter and 60% in 2024;
- Inventory: R\$2.2 billion, with only 0.8% finished units;
- Landbank: R\$8.0 billion (total view), or R\$5.1 billion in %Lawvi.

Launch 4Q24 – Heaven by Yoo



PSV Launched:
R\$ 1.2 billion

% Lavvi: 60%

Product Website:

<https://www.lavvi.com.br/empreendimentos/heaven-residences>

<https://www.lavvi.com.br/empreendimentos/heaven-apartments>

Launch 4Q24 – Aura Pacaembu



PSV Launched:
R\$ 322 Million

% Lavvi: 35%

Product Website:
<https://www.cyrela.com.br/empreendimentos/aura-pacaembu>



Launch 4Q24 – Novvo Marajoara – (1st phase)



75% sold



novvo

marajoara

PSV Launched:
R\$ 126 Million

% Lavvi: 100%

Product Website and Video:

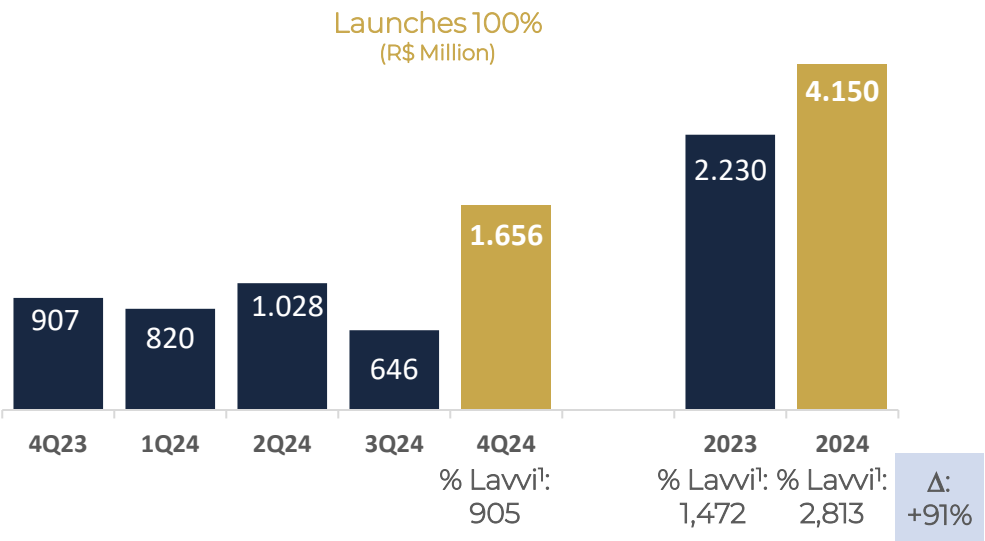
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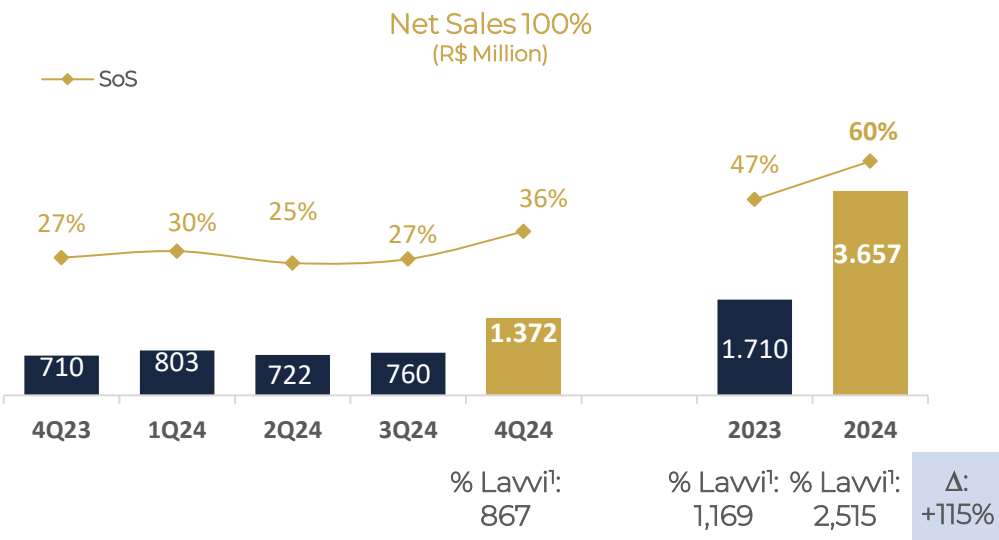


Launches & Sales

Y/Y Growth near 3 digits for launches and even greater on sales

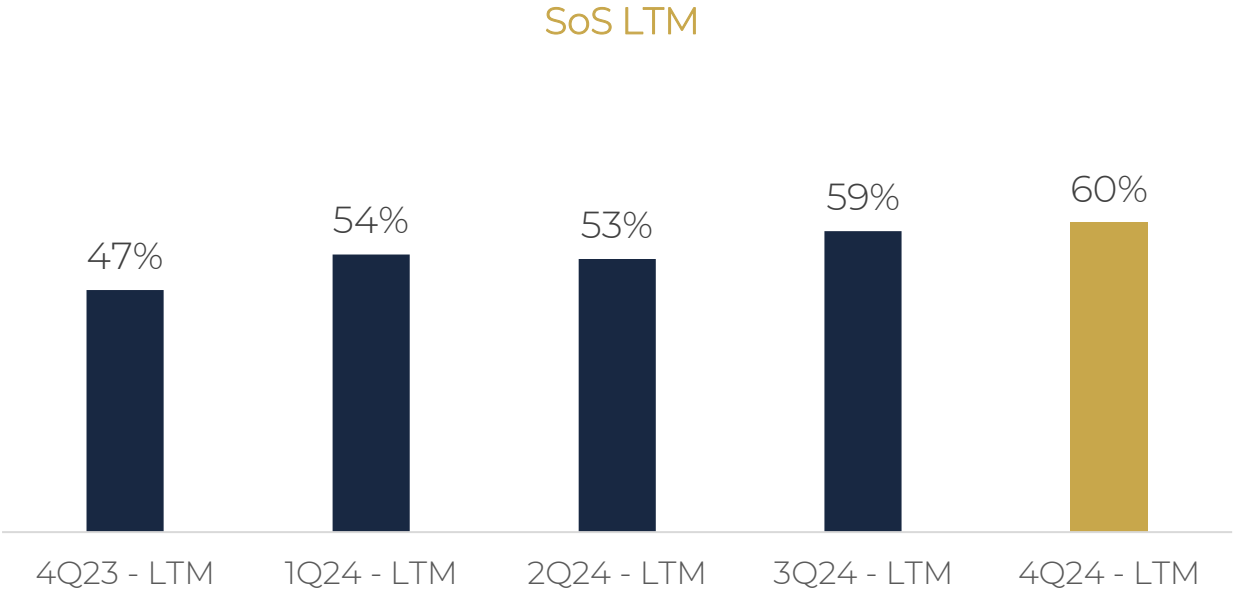


SoS 4Q24 LTM:
60%

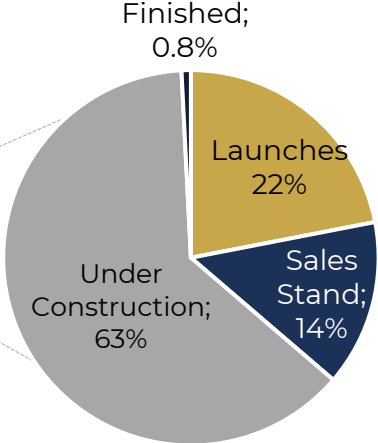
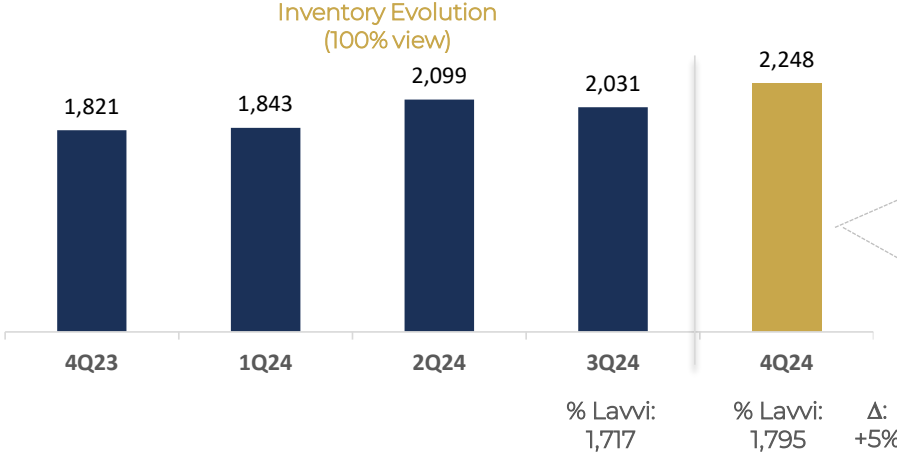


Speed of Sales (SoS)

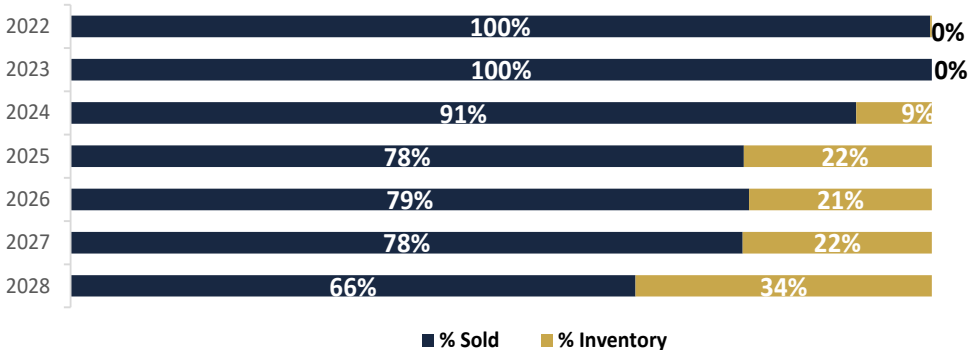
Consistently high SoS in LTM



Inventory - Lavvi



Sales index by delivery year (in % PSV)



Project	Status	Launch	PSV ¹	PSV Lavvi ¹	Units	Inventory	% Sold	% Sold (psv)
Praça Piratininga	Finished	may-16	-	-	396	-	100.0%	100.0%
Praça Mooca	Finished	jun-17	-	-	400	-	100.0%	100.0%
Movva	Finished	sep-17	-	-	258	-	100.0%	100.0%
Palazzo Vila Mariana	Finished	may-18	-	-	99	-	100.0%	100.0%
Vitralli Moema	Finished	oct-18	-	-	273	-	100.0%	100.0%
Nativ Tatuapé	Finished	may-19	-	-	352	-	100.0%	100.0%
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Escape Eden	Sales Stand	jun-24	98,134	44,160	259	68	73.7%	66.2%
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Edifício Brás	Sales Stand	sep-24	-	-	326	-	100.0%	100.0%
Heaven by Yoo	Launch	oct-24	391,716	235,029	946	94	90.1%	64.8%
Aura Pacaembu	Launch	oct-24	71,873	32,343	66	16	75.8%	70.0%
Novvo Marajoara	Launch	nov-24	29,914	29,914	398	98	75.4%	75.4%
Total	-	-	2,248,485	1,795,294	12,119	1,339	86.1%	78.2%

¹ R\$ Million



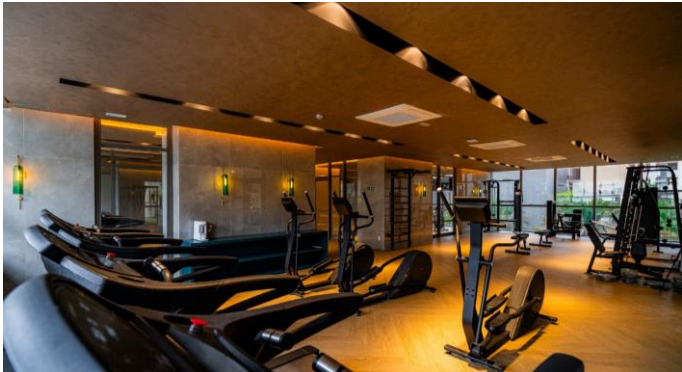
Delivery 4Q24 – Grand Vitrali



- ✓ PSV: R\$ 211 million
- ✓ Units: 408
- ✓ Delivery: oct./24

Bank Transfer¹:

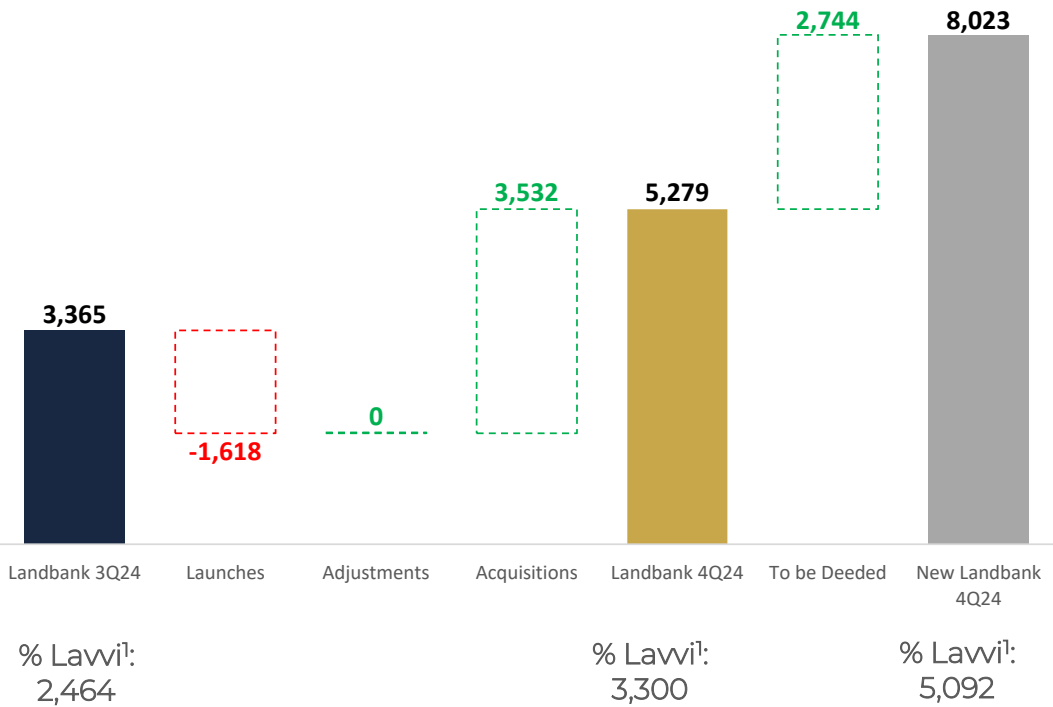
- ✓ Financially solved: 98%
- ✓ Inventory: 13 units
- ✓ In transfer: 8 units



¹The information on topic “Bank Transfer” were updated after the end of the quarter.



Landbank Lavvi (100% view)



R\$ 8.0 billion landbank¹
(R\$ 5.1 bi in %Lavvi)

R\$ Millions	Luxury	High	Mid-High	Middle	Economic	Total
North Zone						0
West Zone		114			597	711
Center						0
East Zone						0
South Zone	935	3,893	2,379		105	7,312
Total	935	4,007	2,379	0	702	8,023

¹ Acquisitions of optioned land are subject to resolutive clauses that are common in this type of transactions.
² Landbank PSV includes Lavvi's stake as well as partners' stakes, swap and commission.



Financial Results



LAVVI

4Q24

RESULTS PRESENTATION

Financial:

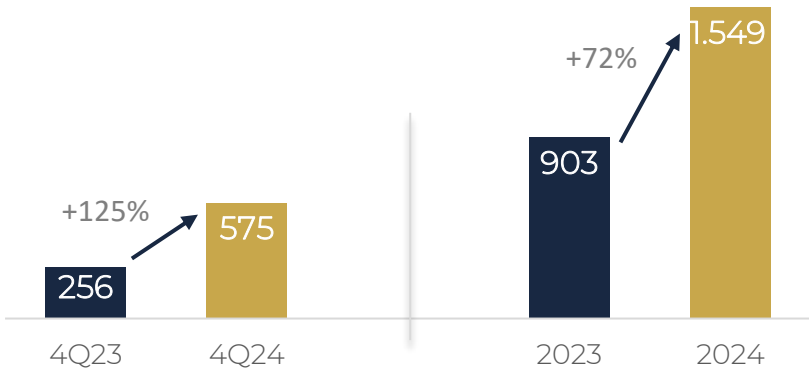
- Net Revenue: R\$575 million in the quarter(+125% Y/Y); in 2024, R\$1.5 billion (+72% Y/Y);
- Adj. Gross Margin: 37.6% in the quarter (+1.5% p.p Y/Y) and 35.5% in 2024 (+1.3 p.p Y/Y);
- Net Income: R\$120 million in 4Q24 with net margin of 20.8%; In 2024, R\$343 million (+48% Y/Y) with margin of 22.1% (-3.5 p.p Y/Y);
- Annualized ROE: 25% by the end of 4Q24;
- Backlog Revenue: R\$ 2.4 billion (+80% vs. 4Q23), with gross margin of 35.1%;
- Adj. cash generation.: R\$115 million in 4Q24; in 2024, R\$ 100 million cash generation or R\$ 372 million generation, ex-land;
- Net cash of R\$129 million on December 31st

Income Statement - KPIs

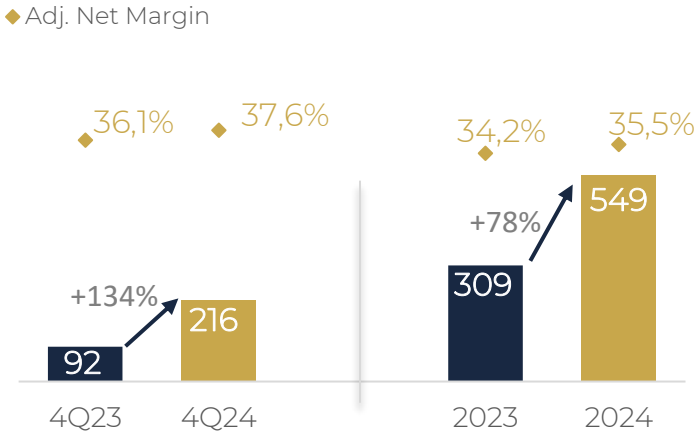
R\$ Million



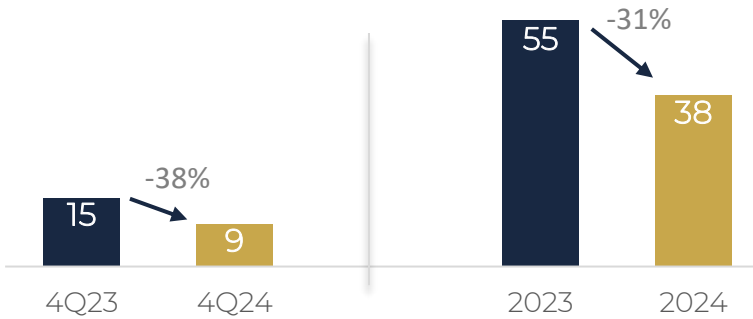
Net Revenue



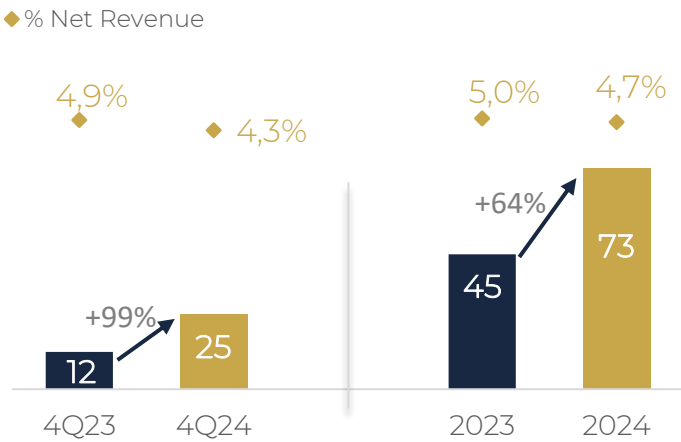
Adj. Gross Profit



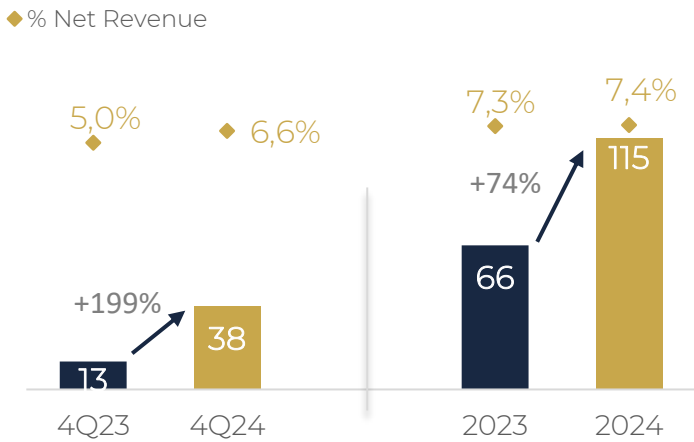
Financial Result



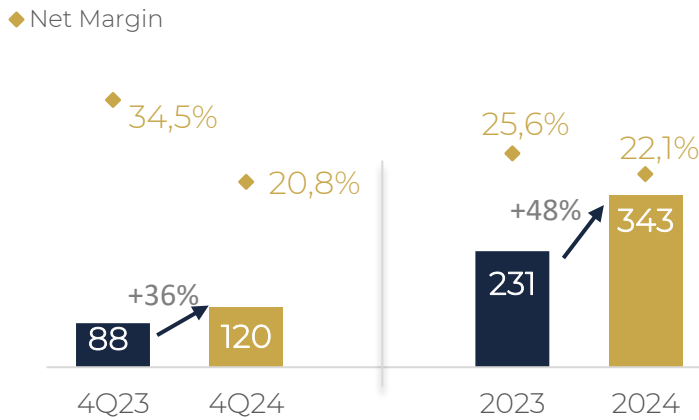
G&A



Commercial Expenses



Net Income

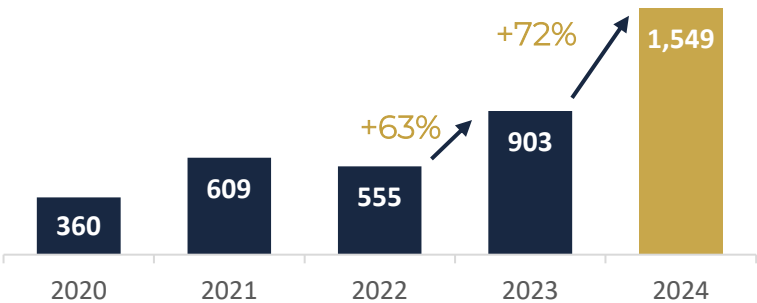


Income Statement KPIs – (continuation)

Net Margin consistently above 20% since the IPO, in 2020
Lavvi between the most profitable of the sector

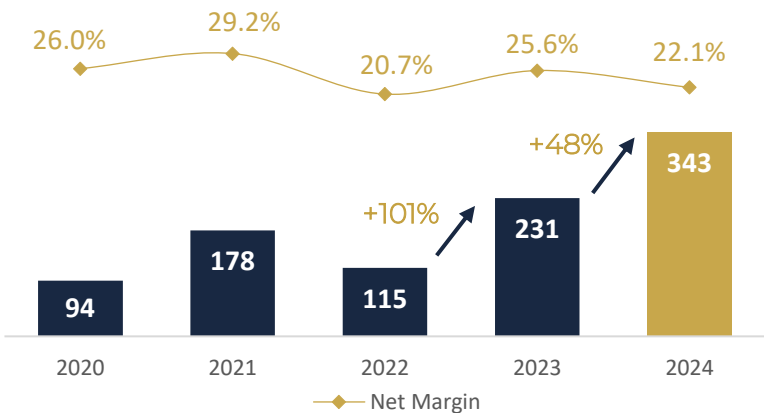
Net Revenue

R\$ Million



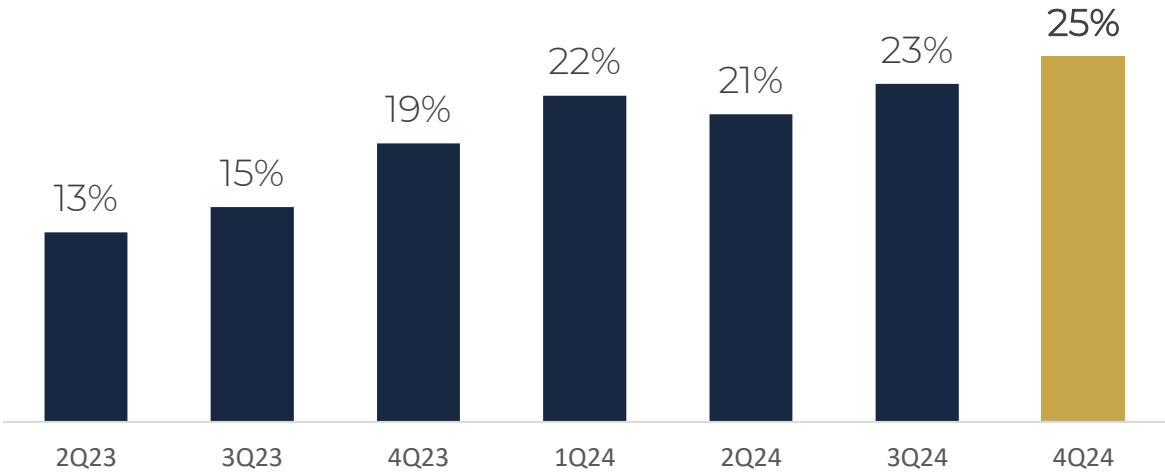
Net Profit and Net Margin

R\$ Million and %



ROE

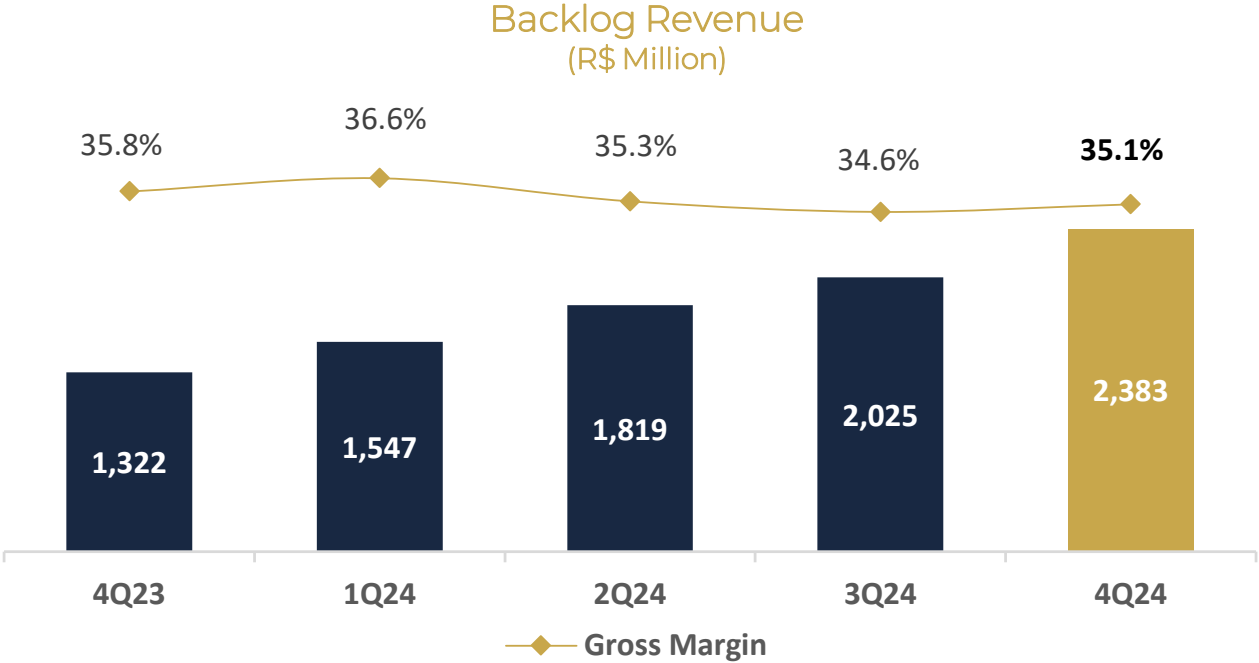
ROE more than doubled since 2022



Backlog Revenue

Highlights:

- Backlog margin 35.1%;



Cash Generation (Burn)

Net Debt (Cash)	4Q24	3Q24	Q/Q	4Q23	Y/Y	2024	2023	Y/Y
Debt ST	21,496	18,143	18%	24,151	-11%	21,496	24,151	-11%
Debt LT	631,283	444,653	42%	189,348	233%	631,283	189,348	233%
Total Debt	652,779	462,796	41%	213,499	206%	652,779	213,499	206%
Cash and Equivalents	106,168	34,226	210%	39,615	168%	106,168	39,615	168%
Marketable Securities	675,780	523,429	29%	336,766	101%	675,780	336,766	101%
Total Cash	781,948	557,655	40%	376,381	108%	781,948	376,381	108%
Net Debt (Cash)	(129,169)	(94,859)	36%	(162,882)	-21%	(129,169)	(162,882)	-21%
Cash Generation (Burn)	34,310	(30,144)	n.a.	(154,369)	n.a.	(33,713)	(331,584)	-90%
Dividends	80,600	15,700	413%	71,534	13%	133,859	129,036	4%
Adjusted Cash Generation (Burn)	114,910	(14,444)	n.a.	(82,835)	n.a.	100,146	(202,548)	n.a.
Land	(88,634)	(49,395)	79%	(79,193)	12%	(271,818)	(311,898)	-13%
Adjusted Cash Generation (Burn)	203,543	34,951	482%	(3,642)	n.a.	371,963	109,350	240%
Shareholder's Equity	1,741,113	1,630,920	7%	1,414,520	23%	1,741,113	1,414,520	23%
Net Debt / Shareholder's Equity	-7.4%	-5.8%	-1.6 p.p.	-11.5%	4.1 p.p.	-7.4%	-11.5%	4.1 p.p.

- ❑ The Board of Directors meeting held on February 4th, 2025, approved the distribution of interim and additional dividends, in the total amount, as follows:
 - Amount: R\$ 80.0 million
 - Per share: R\$ 0.4093
 - Trade day entitled to: 02/10/2025
 - Trade day ex-rights: 02/11/2025
 - Pay day: 02/19/2025

- ❑ In all, nearly R\$705 MM in value was generated for Lavvi's shareholders (dividends + buyback) since 2021, equivalent to nearly R\$ 3.53 per share.



IR Contacts

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