RESULTADOS 1T24

10 DE MAIO DE 2024

CYRELA

PARTICIPANTES

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DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

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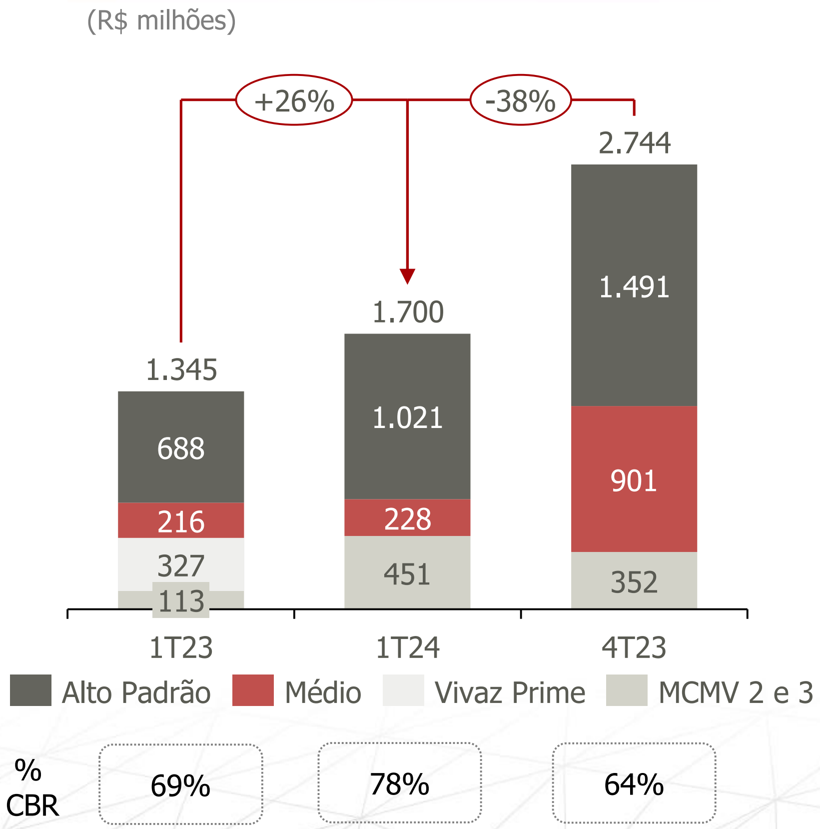
GERENTE SR. DE RELAÇÕES COM INVESTIDORES

RESULTADO OPERACIONAL

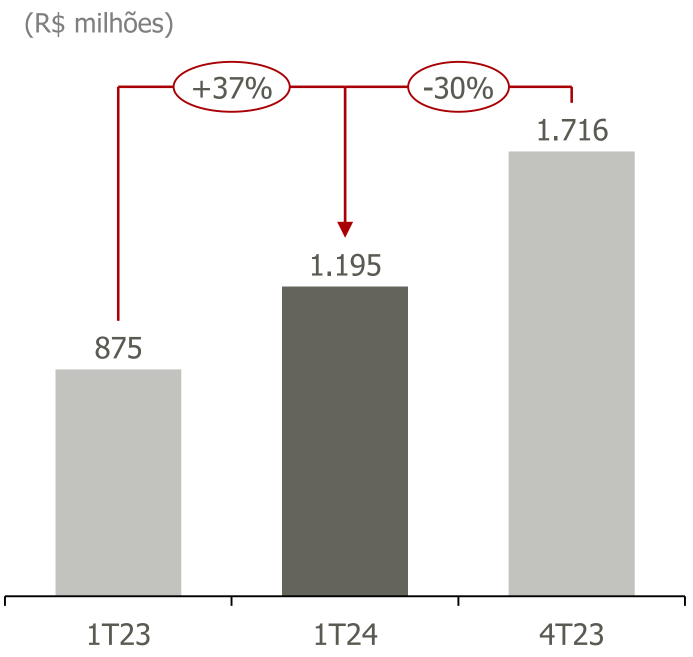
LANÇAMENTOS CYRELA

- Lançamentos de R$ 1.700 milhões no trimestre, 26% superior vs. 1T23 e 38% abaixo do 4T23.
- 9 empreendimentos lançados no trimestre.

VGV Lançado (100%)



VGV Ex-Permuta e %CBR

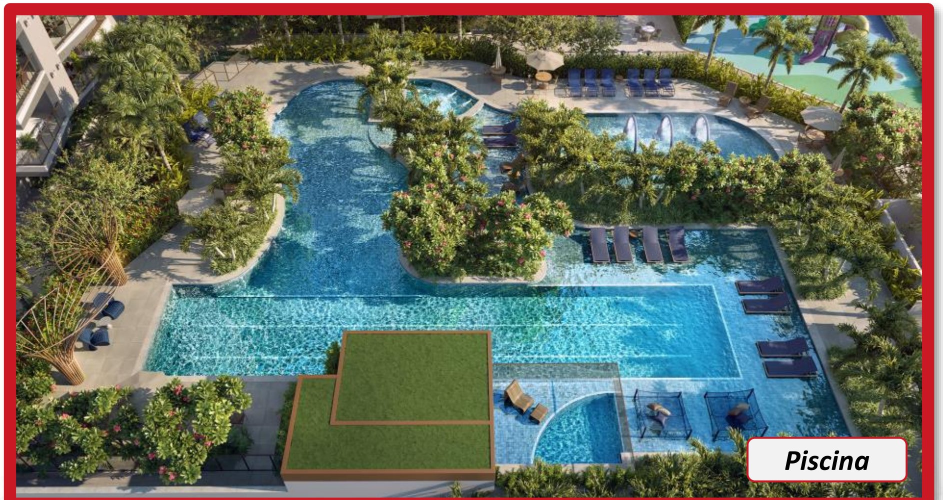


DESTAQUE

LA ISLA RESIDENCE CLUB

- R. Dona Delfina, 71 - Rio de Janeiro - Tijuca – RJ
- VGV: R$ 501 milhões
- Unidades: 474

Acesse o site do empreendimento: La Isla Residence Club



Piscina

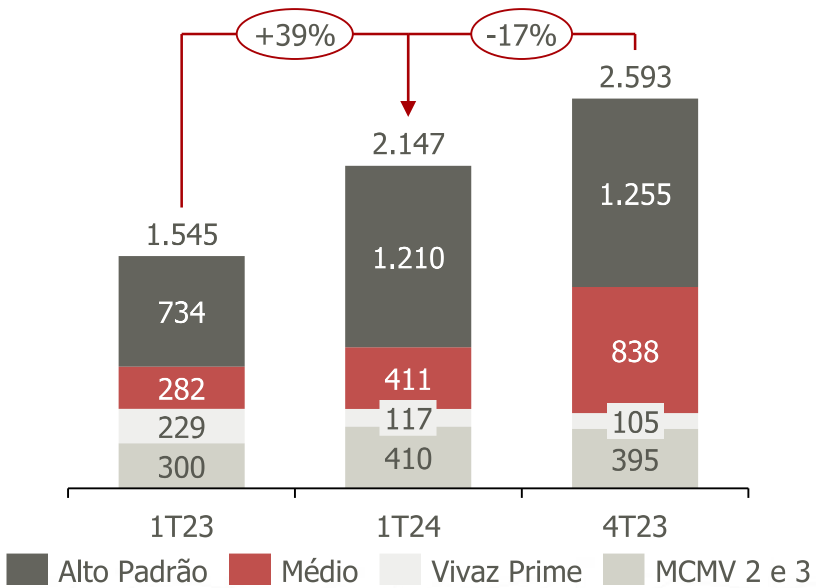
Fachada

VENDAS CONTRATADAS CYRELA

- Vendas de R$ 2.147 milhões no trimestre, 39% superior vs. 1T23 e 17% abaixo do 4T23.
- Percentual CBR de 79% no trimestre.

VGV Vendas (100%)

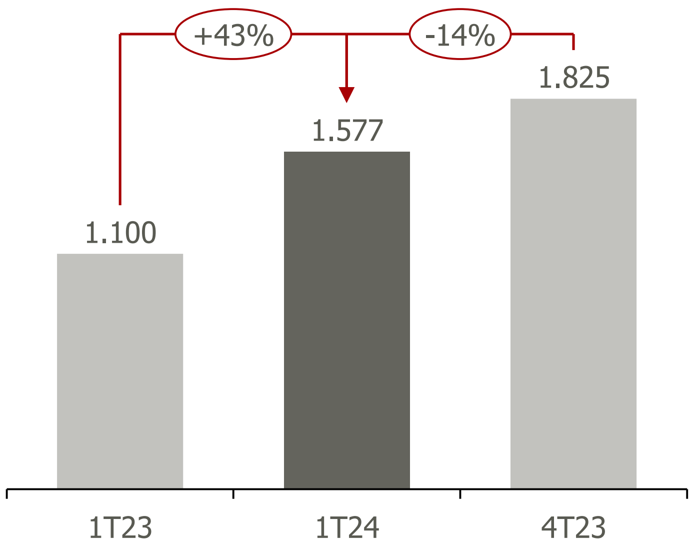
(R$ milhões)



% CBR	75%	79%	72%

Vendas Ex-Permuta e %CBR

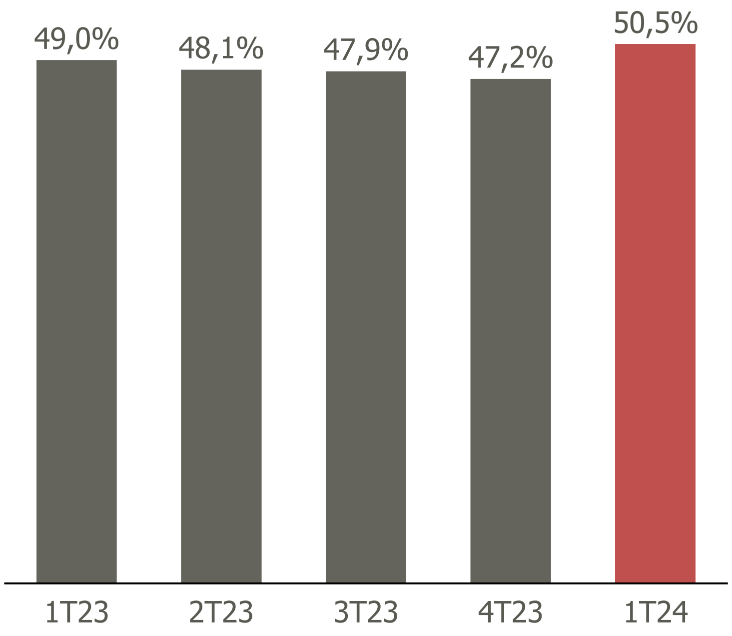
(R$ milhões)



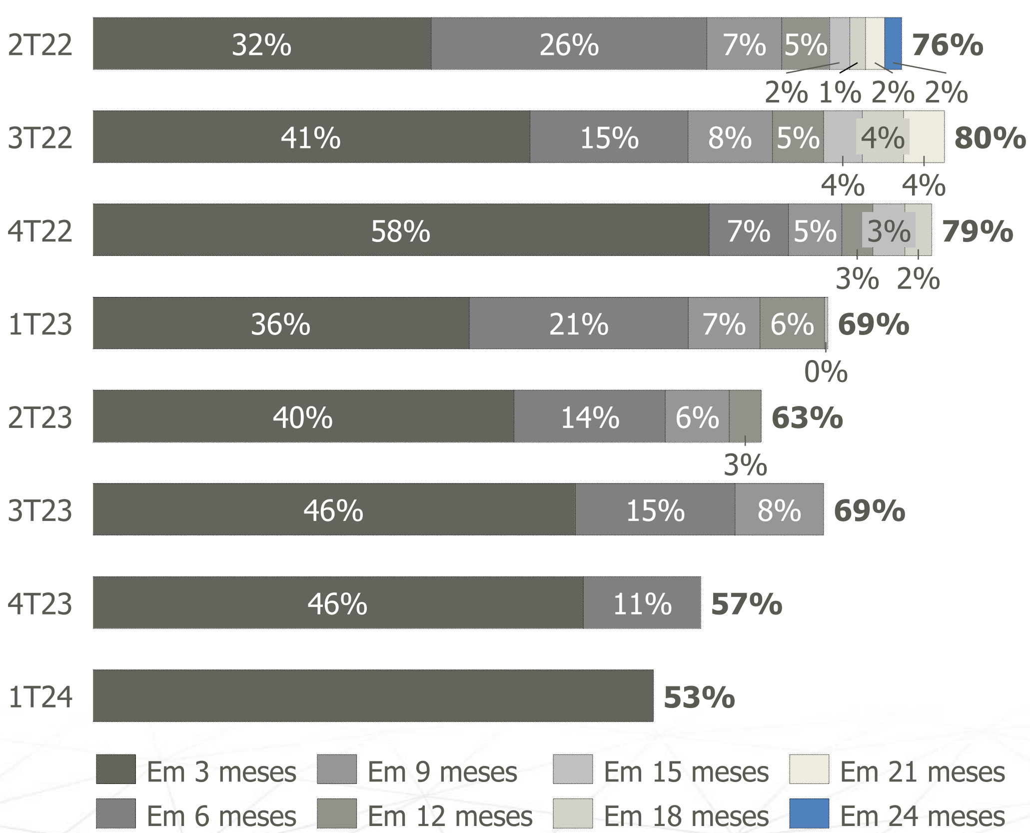
VELOCIDADE DE VENDAS

- O VSO (UDM) do 1T24 foi de 50,5%.

Velocidade de Vendas (12 meses)



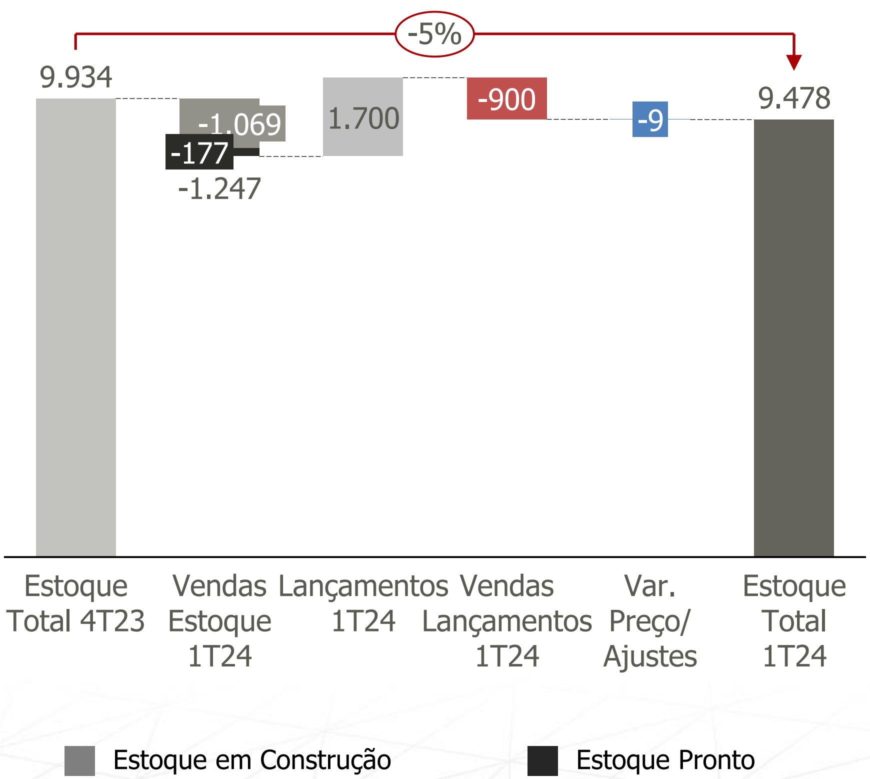
Vendas Por Safra de Lançamentos



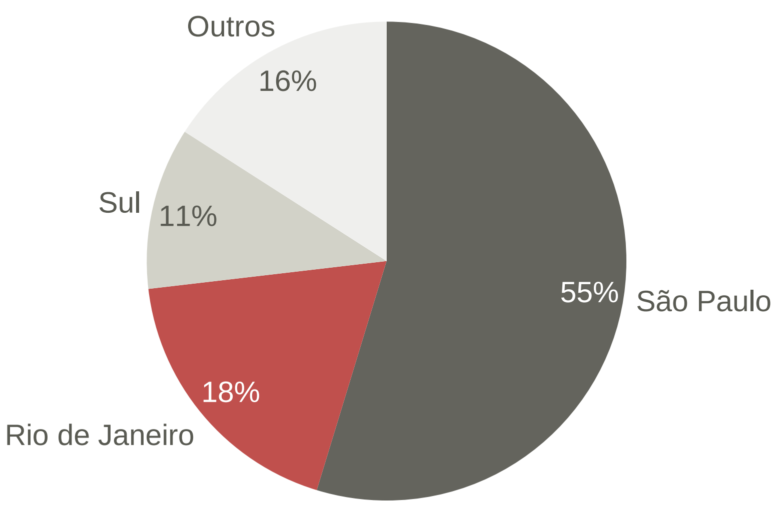
ESTOQUES

- R$ 9.478 milhões de estoque a valor de mercado (R$ 7.095 milhões %CBR).

Variação do Estoque (R$ milhões)



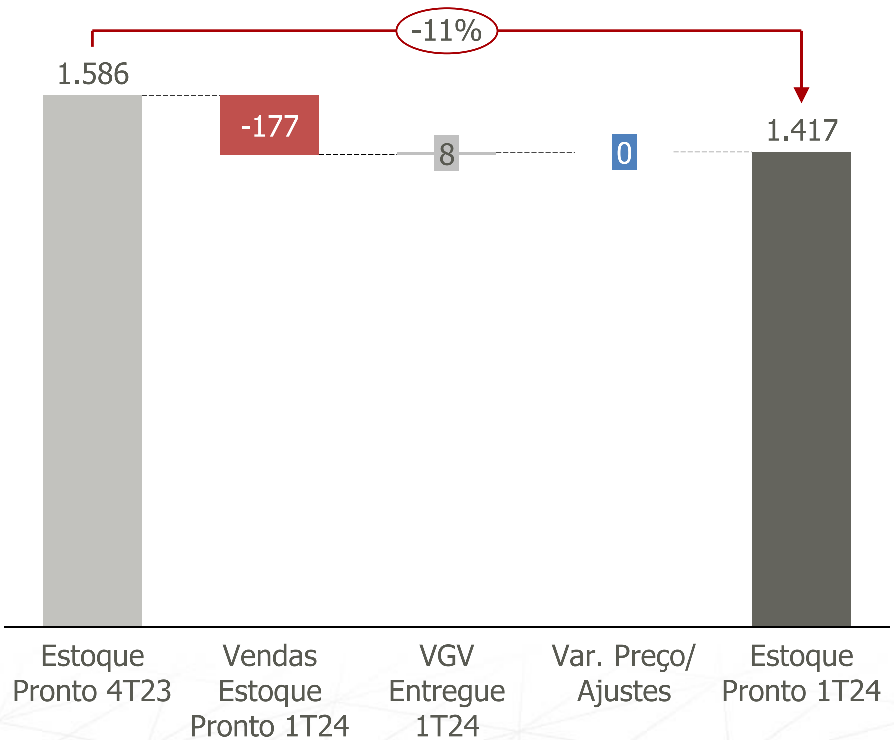
Breakdown do Estoque Total 1T24



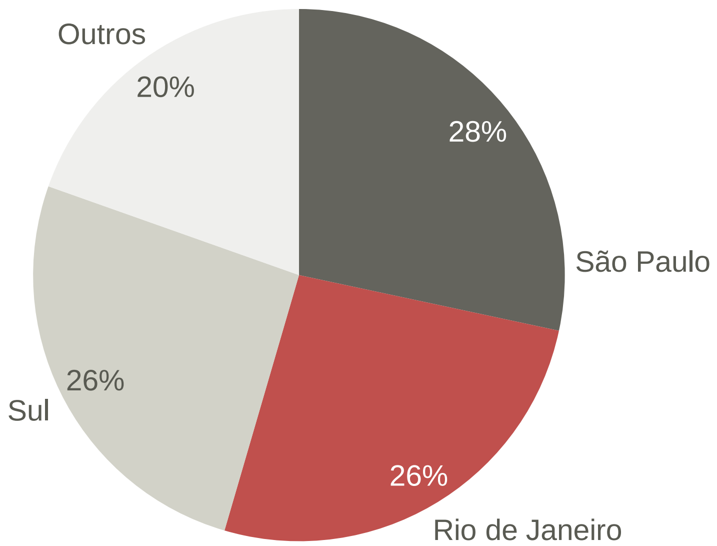
ESTOQUE PRONTO

- R$ 1.417 milhões de estoque pronto a valor de mercado (R$ 1.171 milhões %CBR).

Variação do Estoque Pronto (R$ milhões)

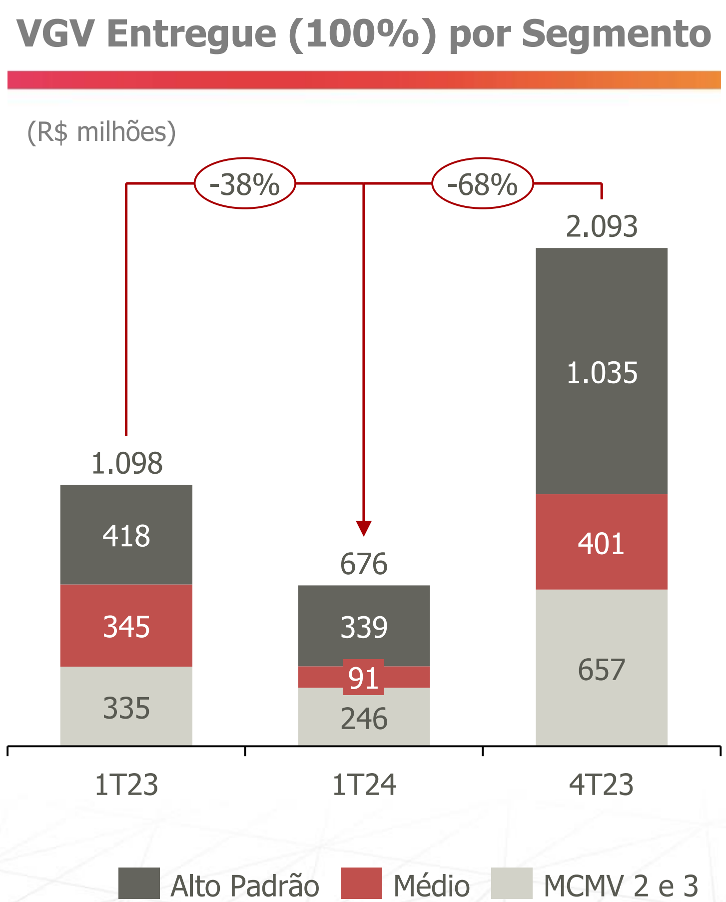


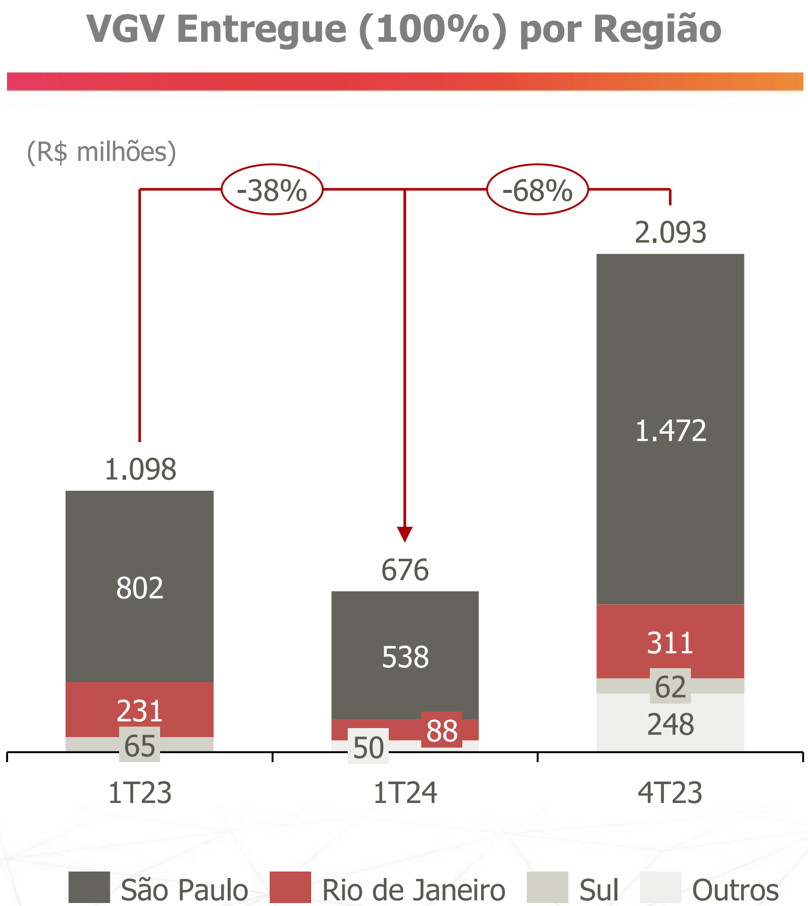
Breakdown do Estoque Pronto 1T24



ENTREGAS CYRELA

- 6 projetos entregues no 1T24, correspondentes a um VGV de lançamento de R$ 676 milhões.



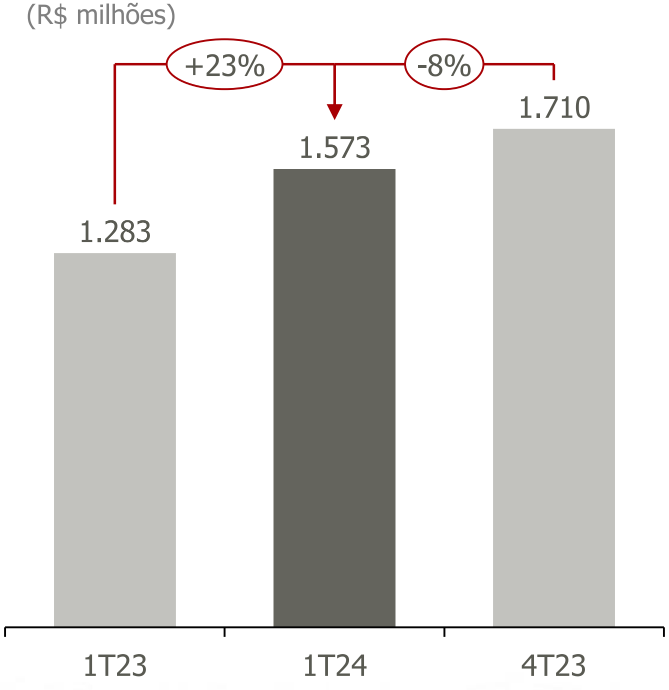


RESULTADO FINANCEIRO

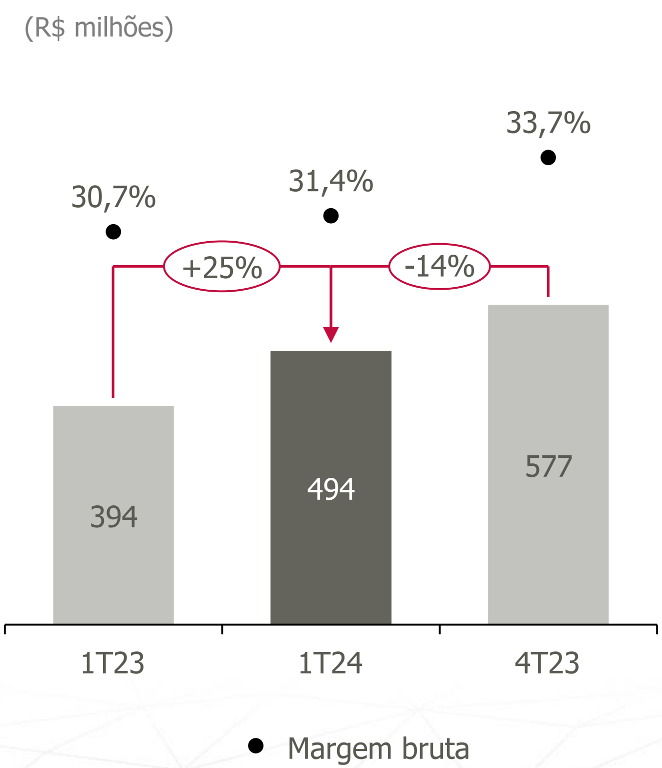
RESULTADOS FINANCEIROS

- Receita líquida de R$ 1.573 milhões no 1T24.
- Margem bruta de 31,4% no trimestre.

Receita Líquida



Lucro Bruto e Margem Bruta

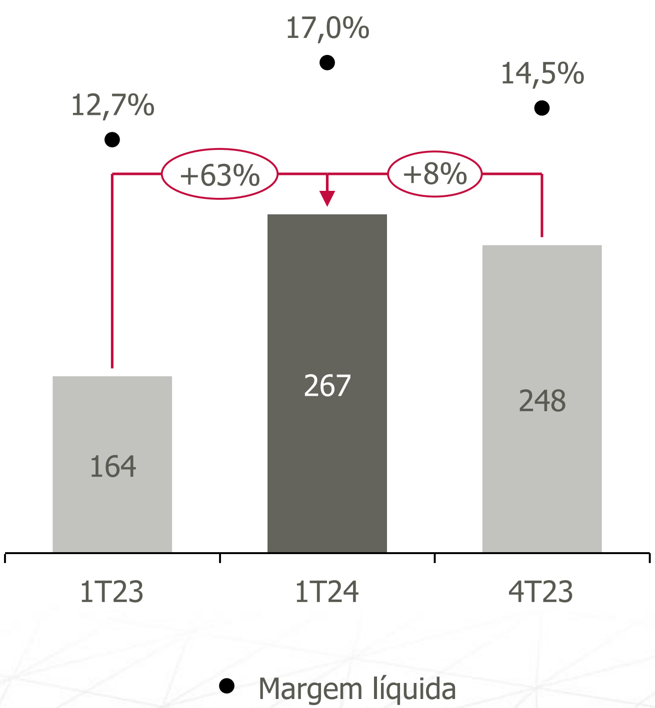


LUCRO LÍQUIDO E RENTABILIDADE

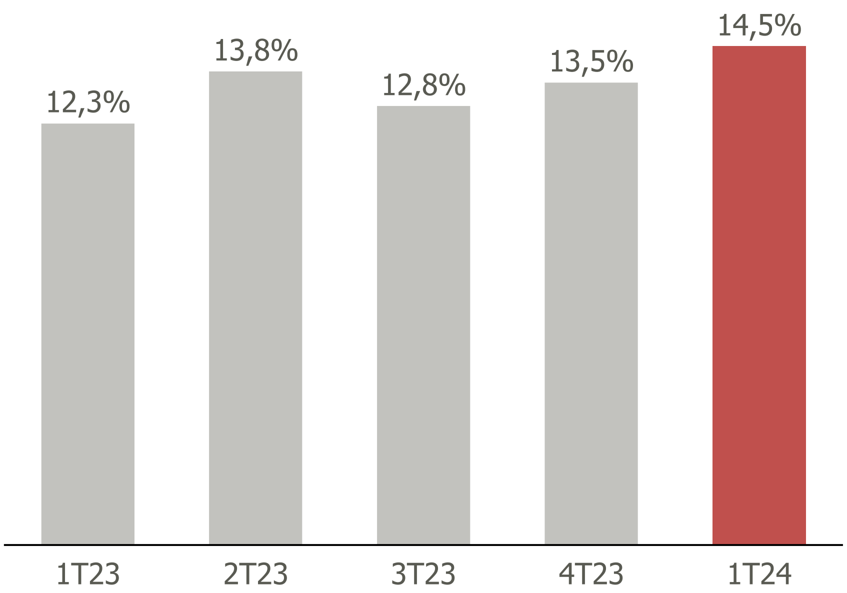
- O Return on Equity (medido como Lucro Líquido dos últimos 12 meses sobre PL médio ex Minoritários e AVJORA CashMe) atingiu um valor de 14,5%.

Lucro Líquido e Margem Líquida

(R$ milhões)



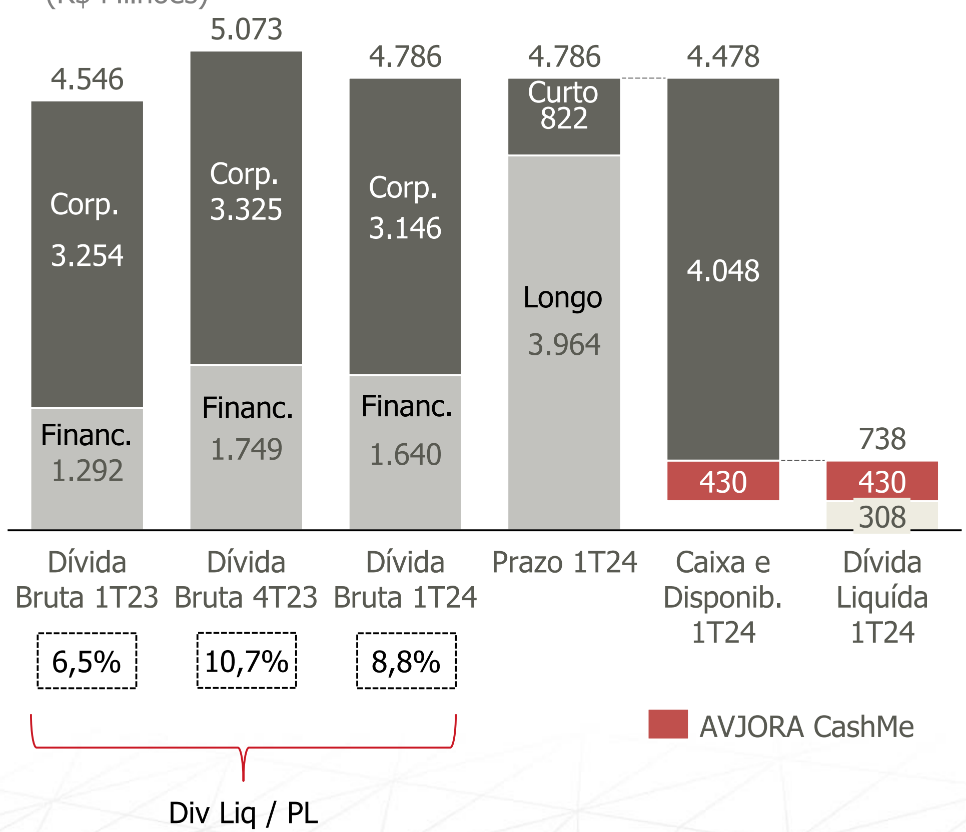
ROE LTM



LIQUIDEZ E ENDIVIDAMENTO

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

Endividamento



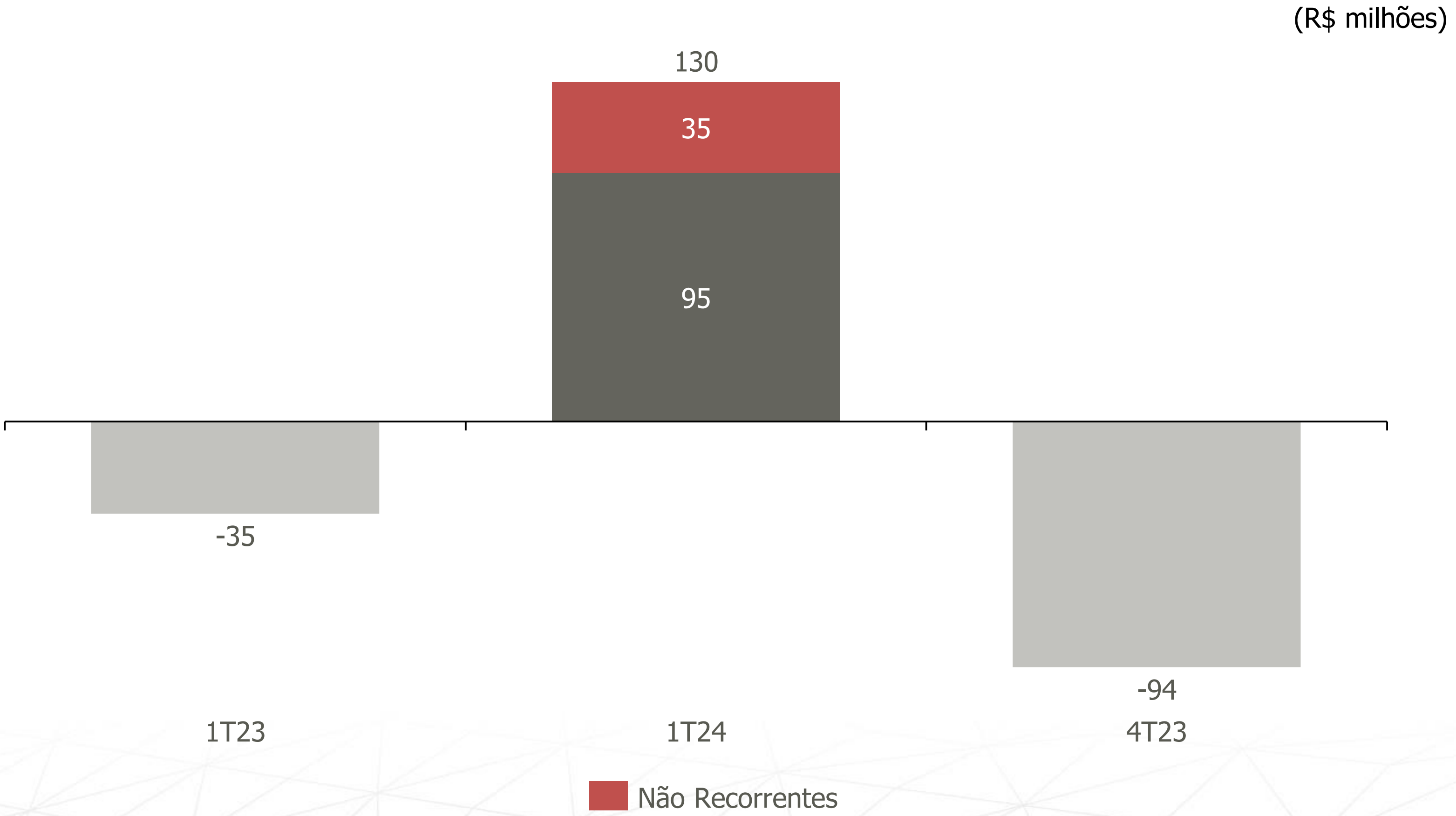
Indicadores	Dívida Total	Dívida Corporativa
Dívida Líquida/ Patrimônio Líq.	8,8%	
Prazo Médio	2,8 anos	3,0 anos
Curto Prazo	17%	20%
Longo Prazo	83%	80%

Custo Médio de Financiamentos		Custo Médio de Dívida Corp.*	
Poupança + 2,82%	74,0%	TJLP + 3,78%	4,4%
TR + 9,06%	26,0%	100% do CDI	10,6%
TOTAL	**100,0%**	CDI + 1,28%	84,5%
Taxa Mínima	TR + 7,99%	Pré (7,0%)	0,5%
Taxa Máxima	Poupança + 5,0%	**TOTAL**	**100,0%**

* Exclui dívidas da CashMe (R$ 1.410 MM)

GERAÇÃO DE CAIXA*

- Geração de caixa de R$ 130 milhões no trimestre.



*Ex dividendos e recompras

CONTATE RI

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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 1Q24

MAY 10TH, 2024

CYRELA

PARTICIPANTS

MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

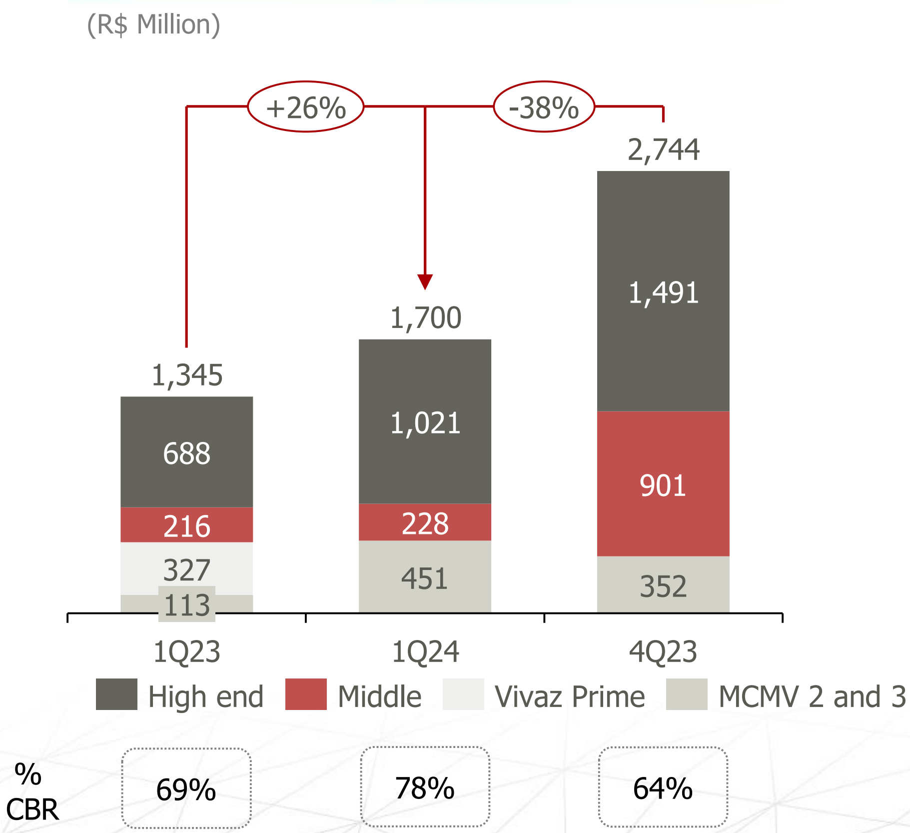
IURI CAMPOS
SR. INVESTOR RELATIONS MANAGER

OPERATING FIGURES

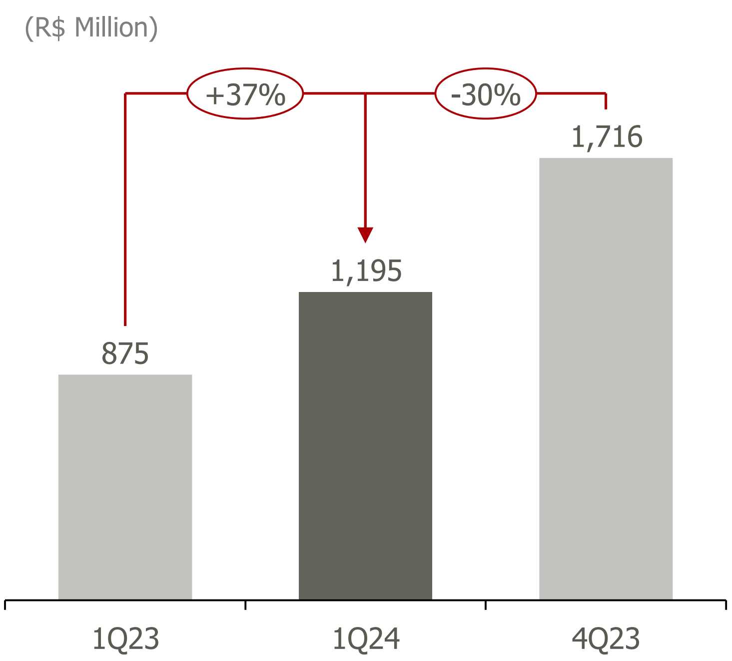
CYRELA'S LAUNCHES

- R$1,700 million in 1Q24, 26% higher vs 1Q23 and 38% down from 4Q23.
- 9 projects launched in the quarter.

Launches PSV (100%)



Launches PSV Ex-swap (%CBR)

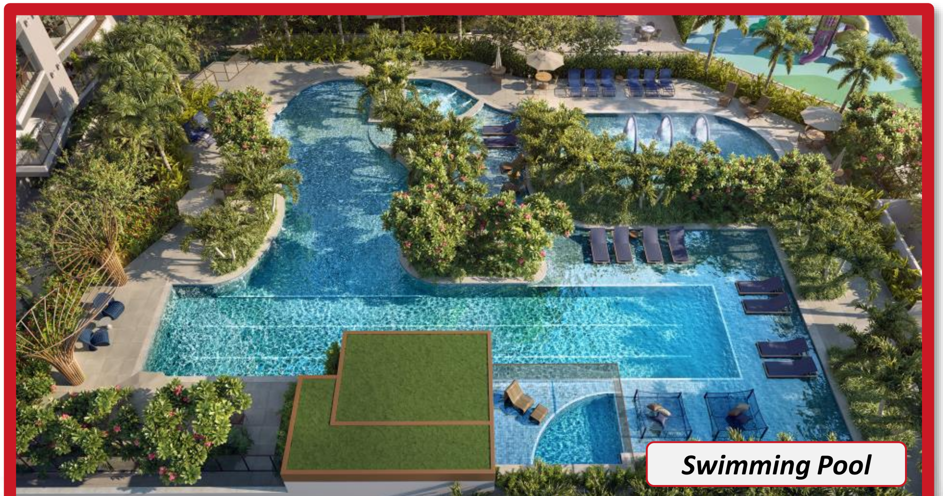


HIGHLIGHTS

LA ISLA RESIDENCE CLUB

- R. Dona Delfina, 71 - Rio de Janeiro - Tijuca – RJ
- PSV: R$501 million
- Units: 474

Access the project website: La Isla Residence Club

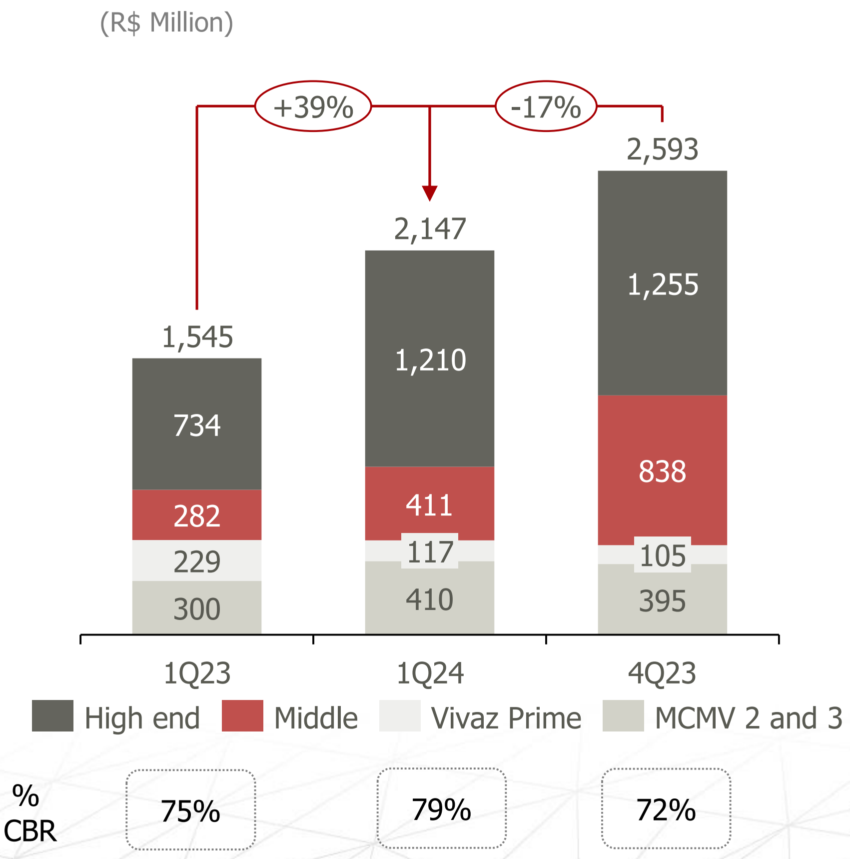

Swimming Pool


Project's Façade

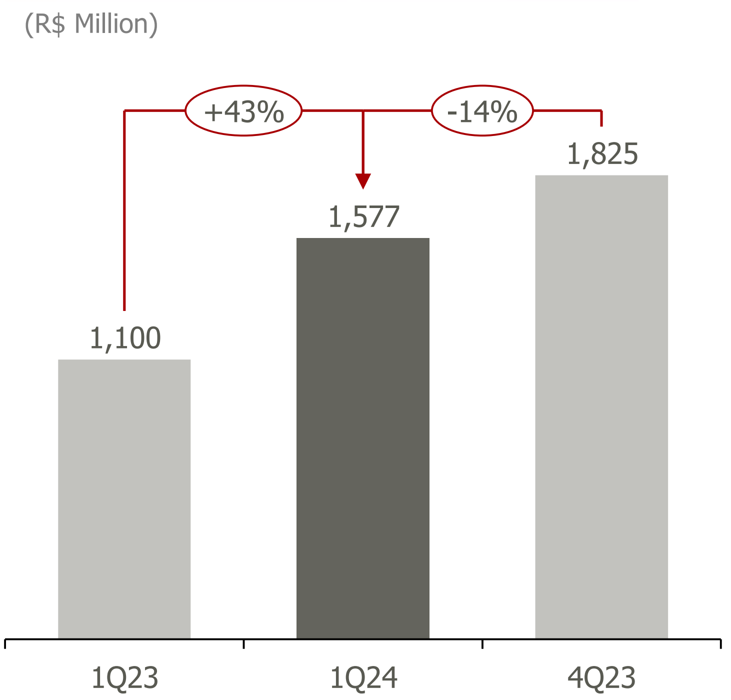
CYRELA'S PRE-SALES

- Net pre-sales totaled R$2,147 million in 1Q24, 39% up from 1Q23 and 17% lower than 4Q23.
- %CBR of 79% in the quarter.

Pre – Sales (100%)



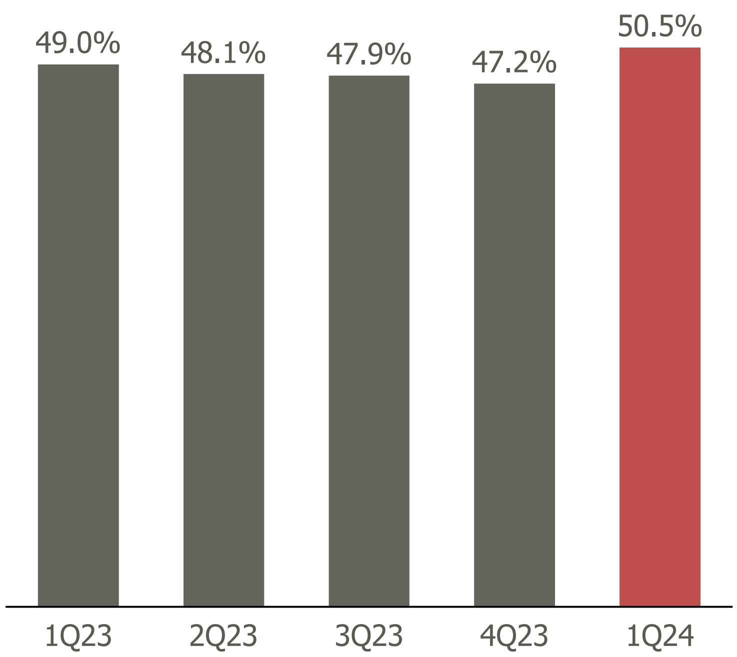
Pre – Sales Ex-Swap (%CBR)



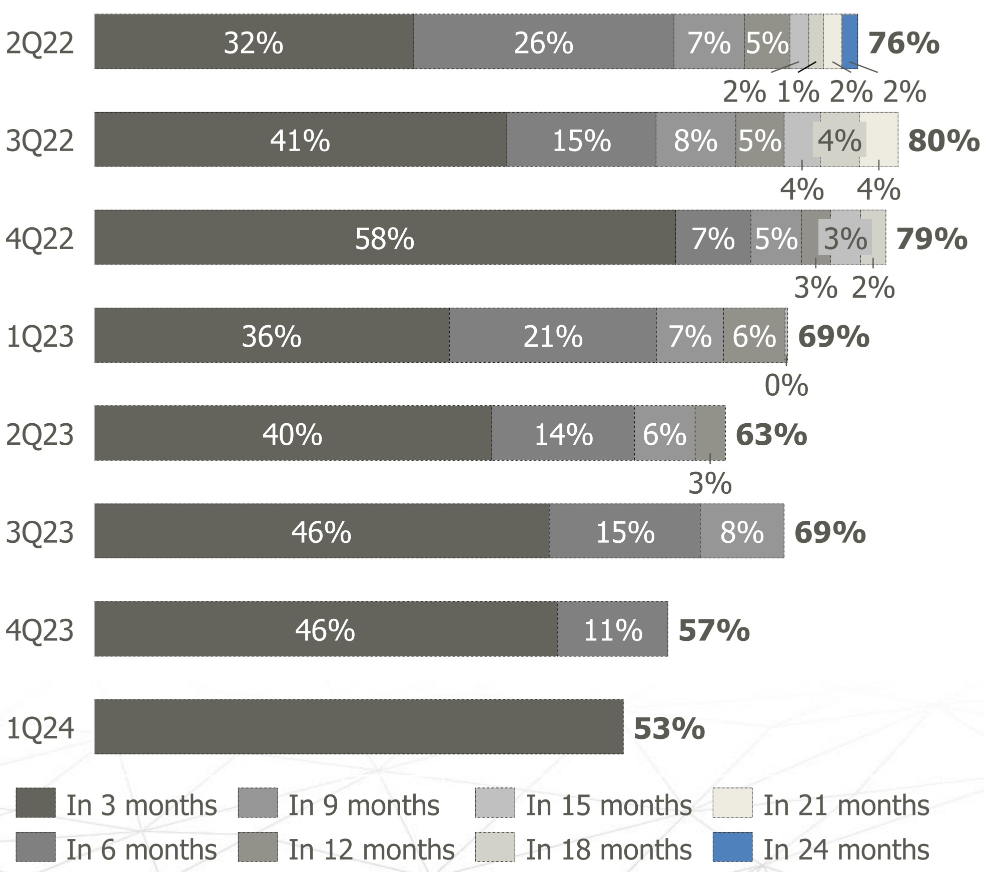
SALES SPEED

- The LTM SOS of 1Q24 reached 50.5%.

Sales Speed (12 month period)



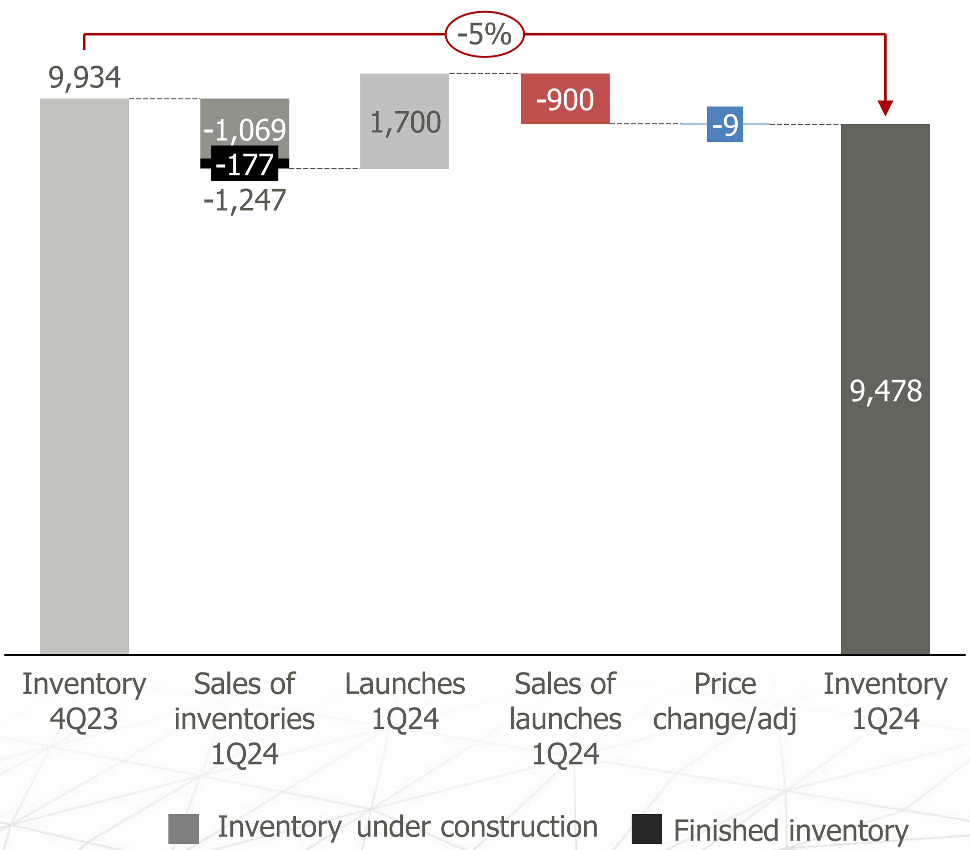
Sales by Launch Vintage



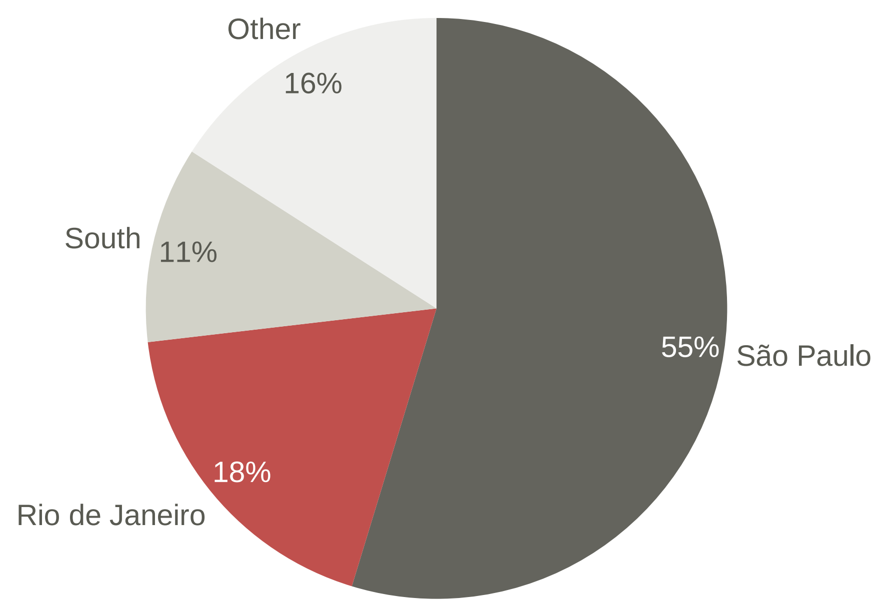
INVENTORY

- R$9,478 million in PSV inventory at market value (R$7,095 million %CBR).

Change in Inventory (R$ Million)



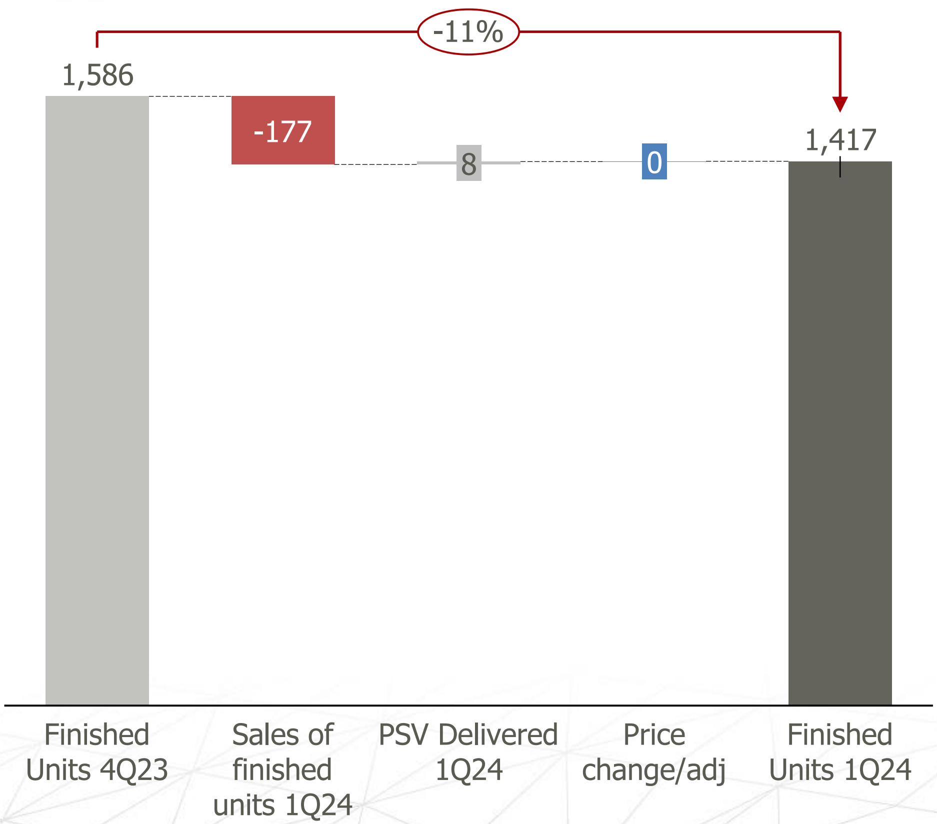
Inventory Breakdown 1Q24



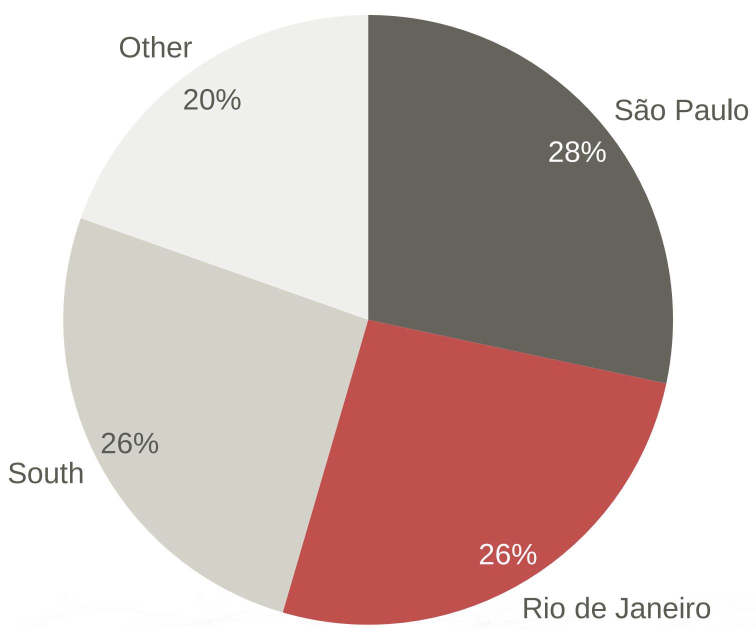
FINISHED INVENTORY

- R$1,417 million in PSV finished inventory at market value (R$1,171 million %CBR).

Change in Finished Inventory (R$ Million)



Finished Inventory Breakdown 1Q24

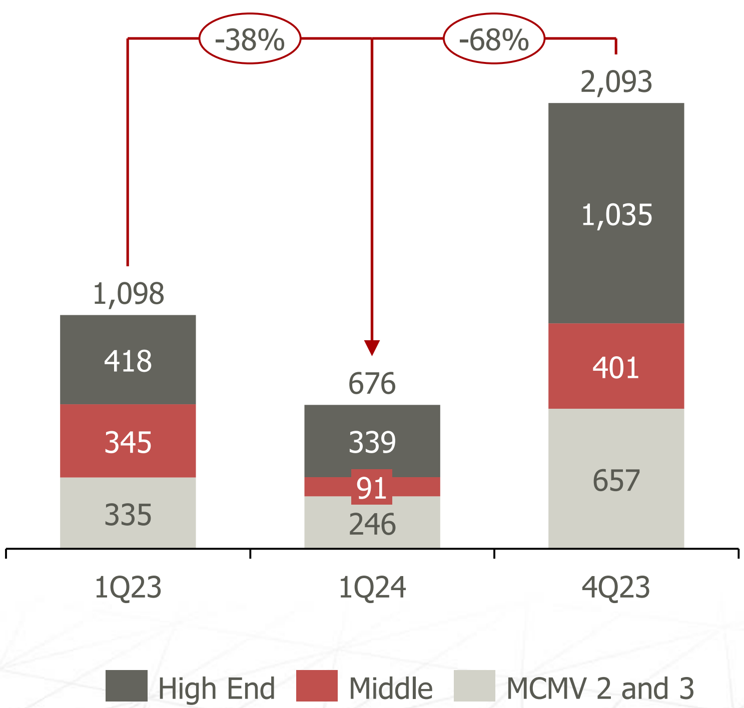


DELIVERED UNITS

- 6 projects delivered in 1Q24, totaling PSV of R$676 million on the dates of their respective launches.

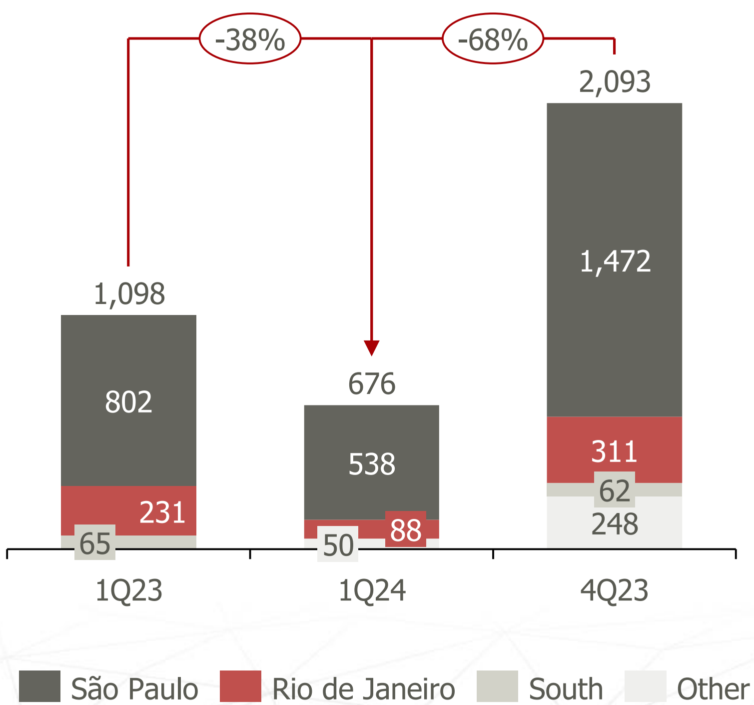
Delivered PSV – by Segment (100%)

(R$ Million)



Delivered PSV – by Region (100%)

(R$ Million)

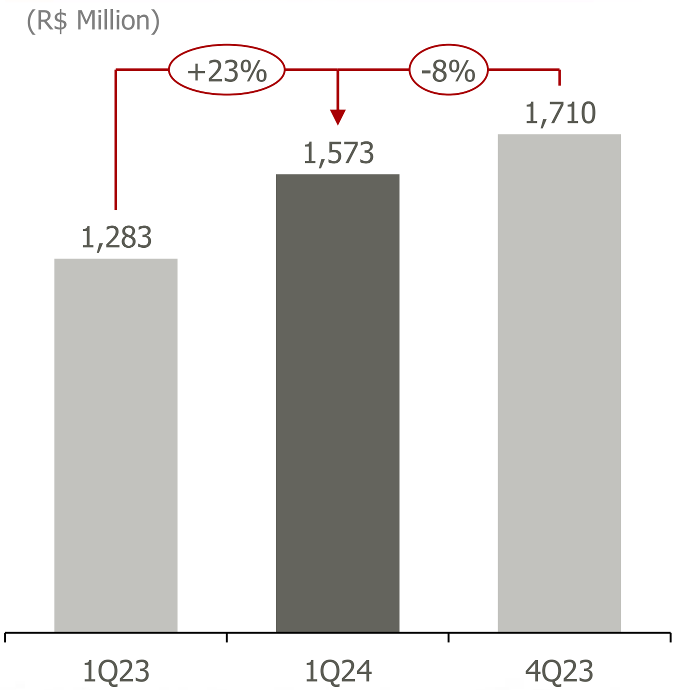


FINANCIAL RESULTS

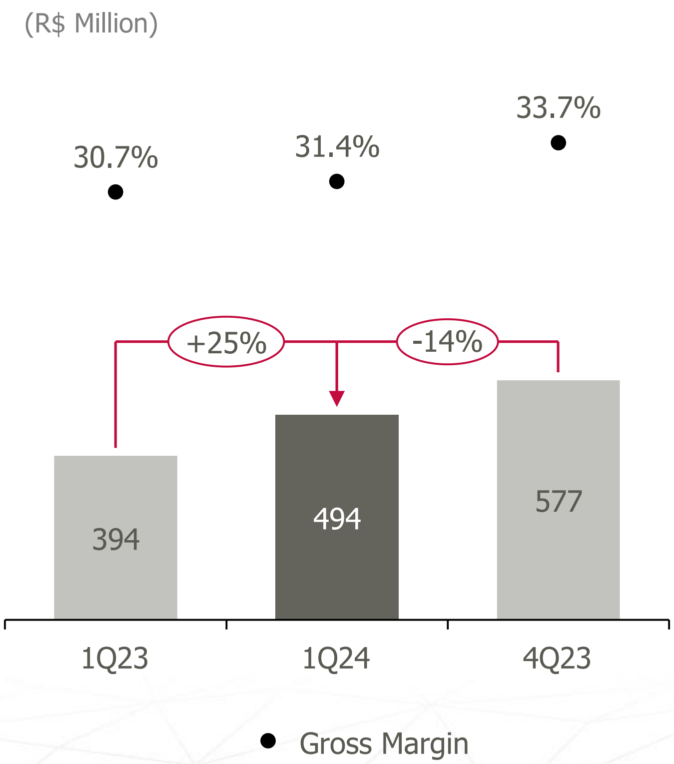
FINANCIAL RESULTS

- Net revenues of R$1,573 million in 1Q24.
- Gross margin of 31.4% in the quarter.

Net Revenues



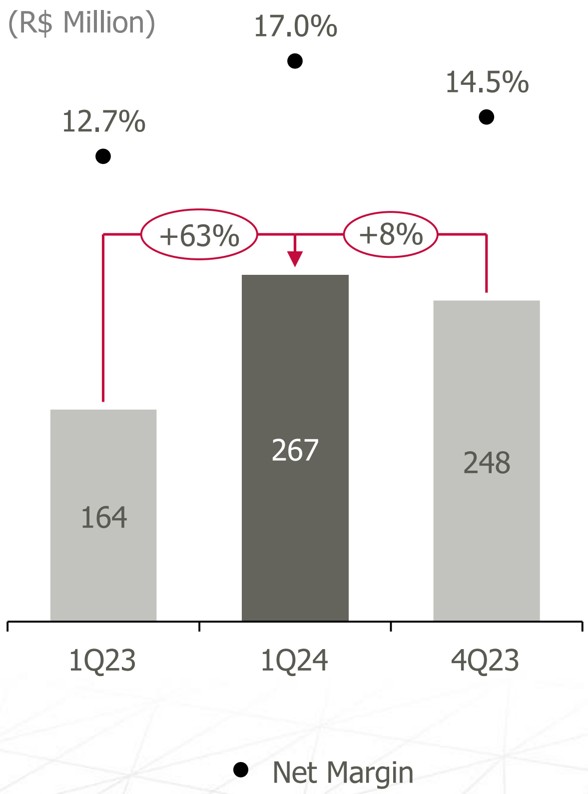
Gross Profit and Gross Margin



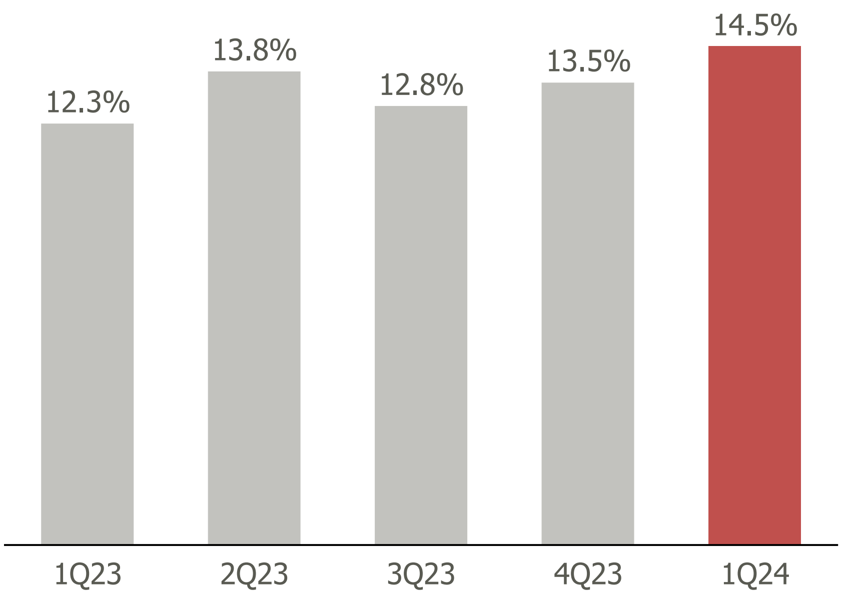
NET INCOME AND PROFITABILITY

- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 14.5%.

Net Income and Net Margin



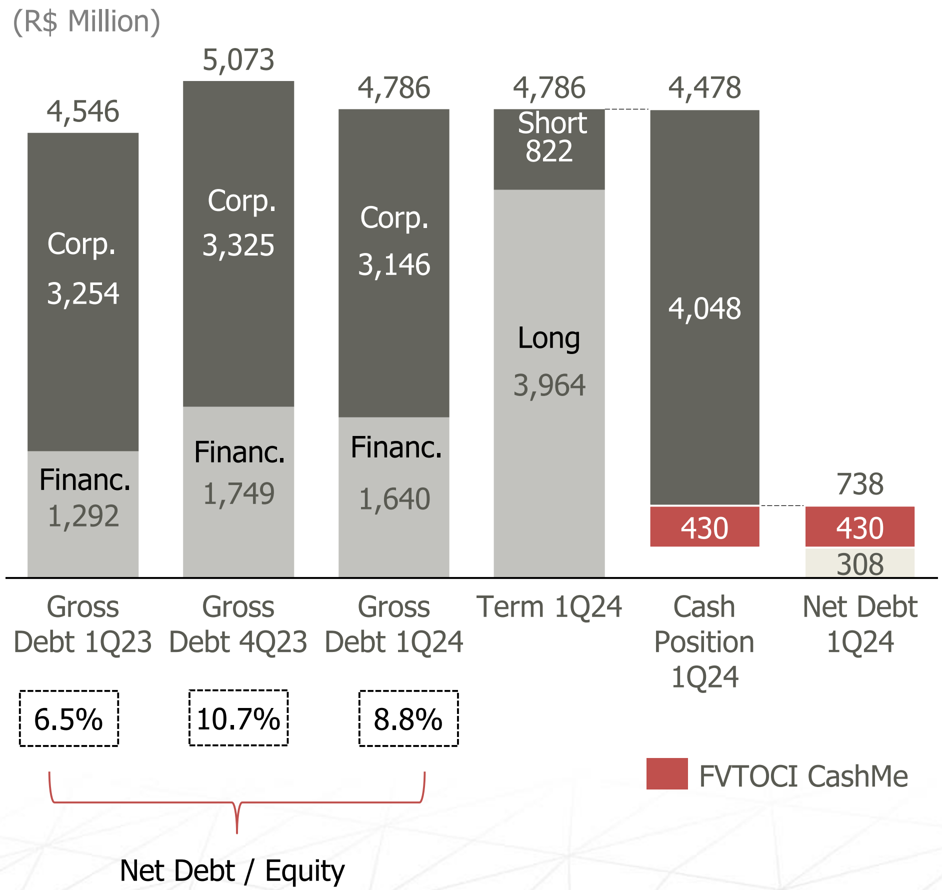
ROE LTM



LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 8.8%.

Debt Overview



Indicators	Total Debt	Corporate Debt
Net Debt / Equity	8.8%	
Average Term	2.8 y	3.0 y
Short Term	17%	20%
Long Term	83%	80%

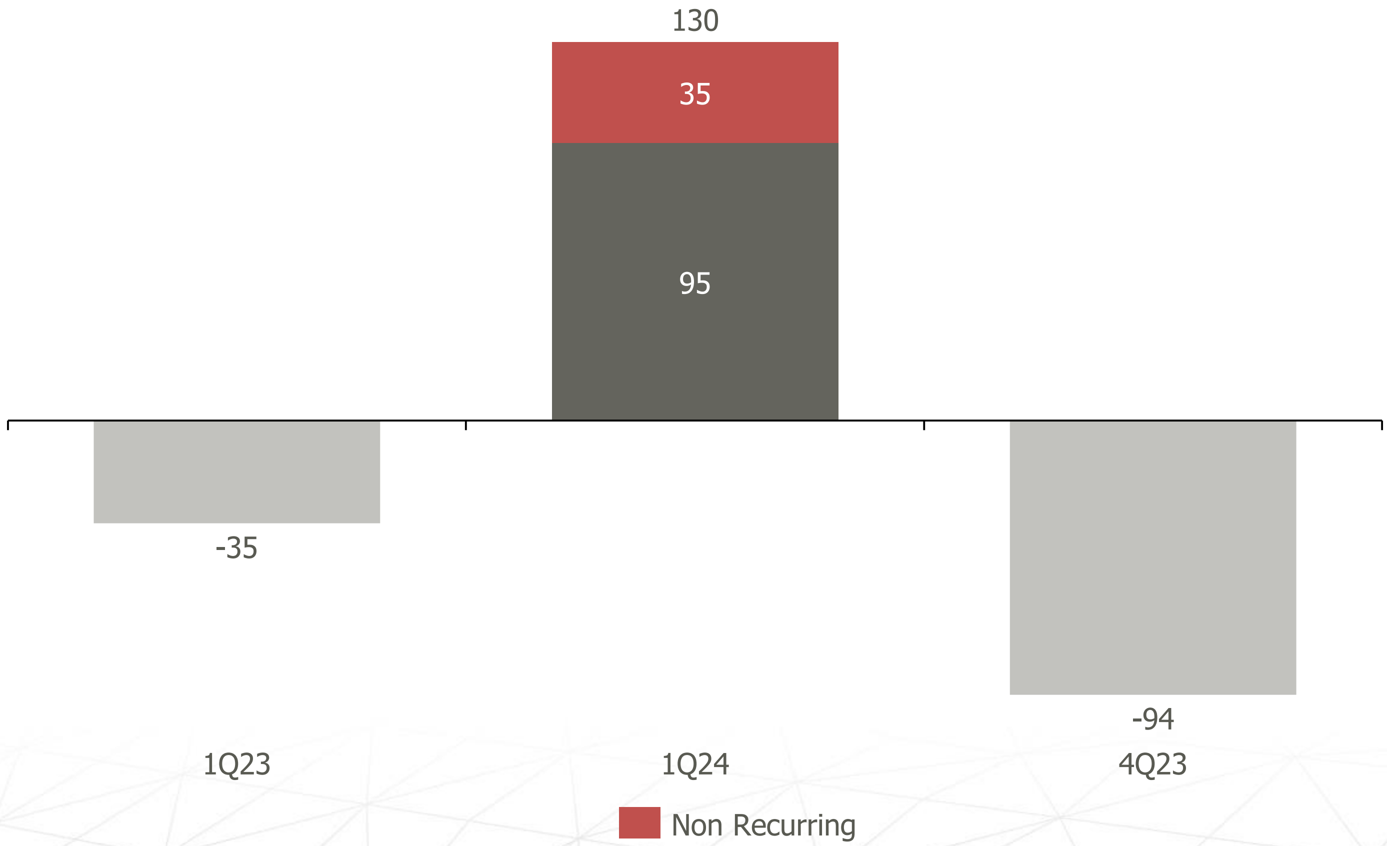
Average Cost of Financing		Avarege Cost of Corporate Debt*	
Savings Acc. + 2.82%	74.0%	TJLP + 3.78%	4.4%
TR + 9.06%	26.0%	100% of CDI	10.6%
TOTAL	**100.0%**	CDI + 1.28%	84.5%
Minimum Rate	TR + 7.99%	Fixed (7.0%)	0.5%
Maximum Rate	Savings ACC + 5.0%	**TOTAL**	**100.0%**

* Excludes debt from CashMe (R$1,410 MM)

CASH GENERATION*

(R$ Million)

- Cash generation of R$130 million in the quarter.



*Ex dividend payment and buyback program.

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