



4Q22 Results Webcast

March 10th, 2023

The event will start at:

10:00 am BRT



Rodrigo Osmo
(CEO)



Luiz Mauricio Garcia
Chief of Finance and Investor Relations
Officer (CFO)



Highlights

Luiz Mauricio Garcia
IRO and CFO



- **Minha Casa Minha Vida:**

- Priority to Group 1 - Gross monthly family income up to R\$ 2,640;
- Target to hire 2 million constructions by 2026;
- More than 60% of Tenda sails to families with income up to R\$ 2,640.

- **Operations related to the sale of pro-solute portfolios- Kinea:**

- 2 "CRI" operations -1^a e 2^a series da 122^a emission and 142^a emission, together;
- Emission - True Securitizadora S.A;
- Gross amount of offers - R\$ 160 millions;
- Net amount of offers – approximately R\$ 132 millions.



Operational Highlights

- Launch of 12 projects considering Tenda and Alea, with an average price of R\$ 199.4 thousand per unit;
- Gross SOS at 29.4%, up 4.8 p.p. compared to 3Q22, with an increase in the average sales price, which amounted to R\$ 189.0 thousand;
- Net Pre-Sales amounted to R\$ 673.7 million, R\$ 657.0 million of which from Tenda brand, with 34.3% growth as compared to 3Q22;
- Net SOS at 25.6%, expanding 4.5 p.p. compared to 3Q22, where Tenda accounted for 25.5;
- 4,655 units delivered, with 91.2% increase as compared to 3Q22.

Financial Highlights

- Net Revenue at R\$ 631.1 million in the quarter, increasing 22.0% compared to 4Q21;
- Adjusted gross margin at 13.1% in 4Q22, with 7.5 p.p. increase compared to 3Q22;
- Operating Cash generation of R\$ 17.4 million at Tenda brand.



Tenda Launches



CONDESSA DA PENHA – SP

- Launches : Dec/22
- 611 Units launched
- Bracket 2
- PSV – R\$123.3 million
- Average price R\$ 201.8 thousand

BOSQUE SALVADOR NORTE – BA

- Launches : Dec/22
- 533 Units launched
- Bracket 2
- PSV – R\$107.9 million
- Average price R\$ 202.5 thousand



Alea Launches



BOITUVA – SP

- Launches : Dec/22
- 199 Units launched
- Bracket 2
- PSV – R\$34.5 million
- Average price R\$ 173.6 thousand

CERQUILHO – SP

- Launches : Oct/22
- 100 Units launched
- Bracket 2
- PSV – R\$15.2 million
- Average price R\$ 152.4 thousand

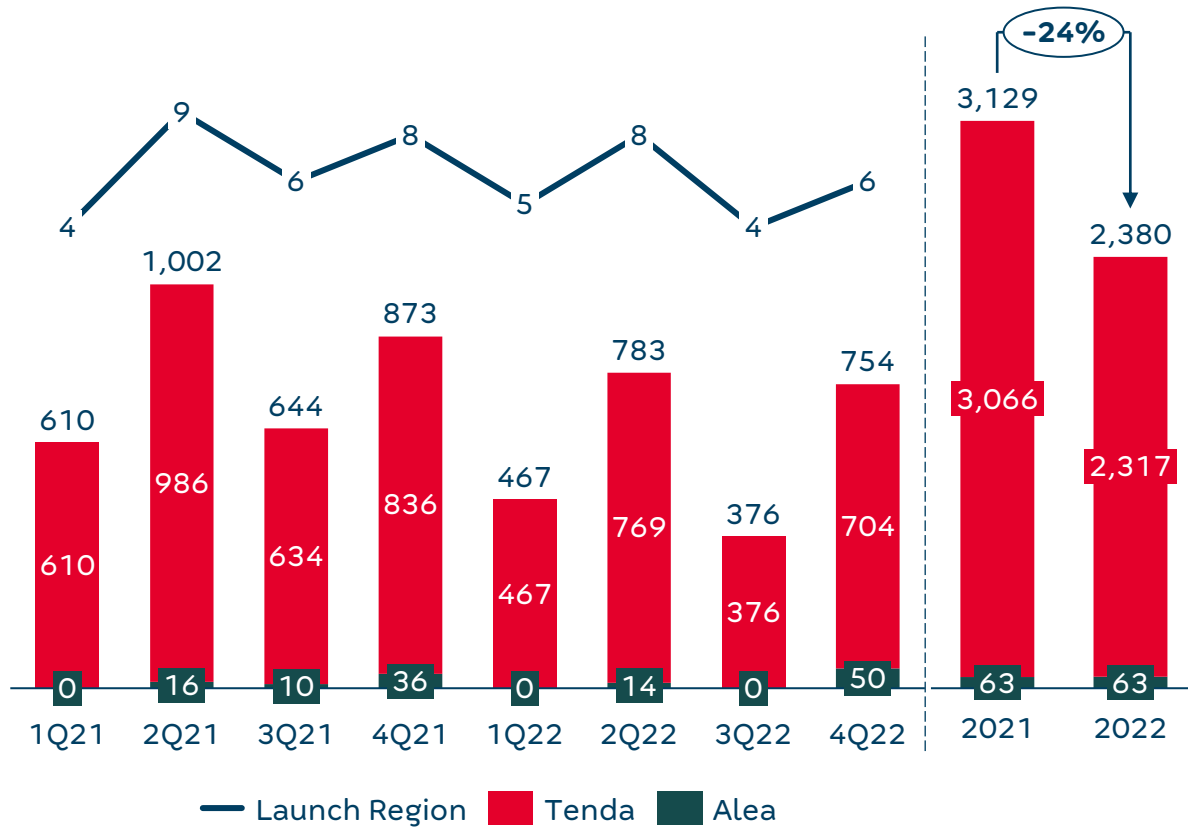




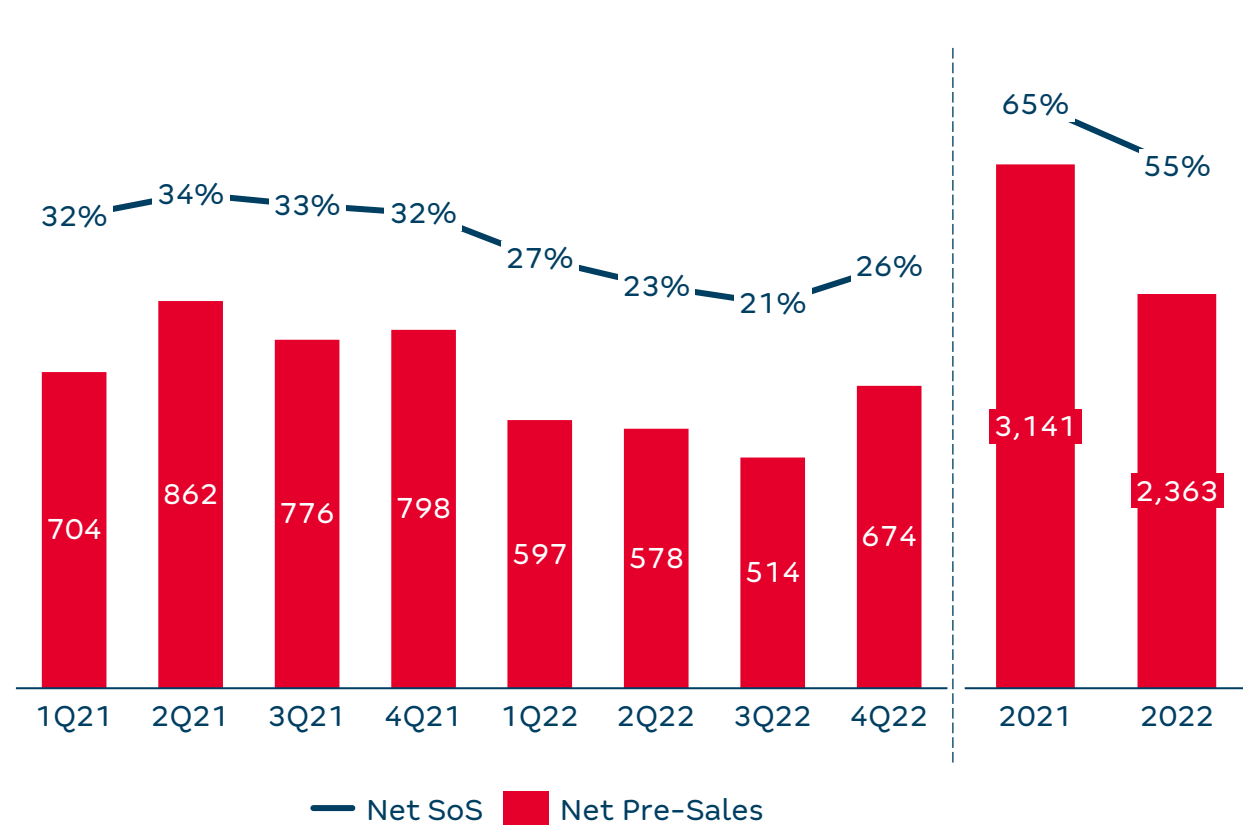
Operational Highlights



**Launches (PSV, R\$ million)
e Launch Region (Quantity)**

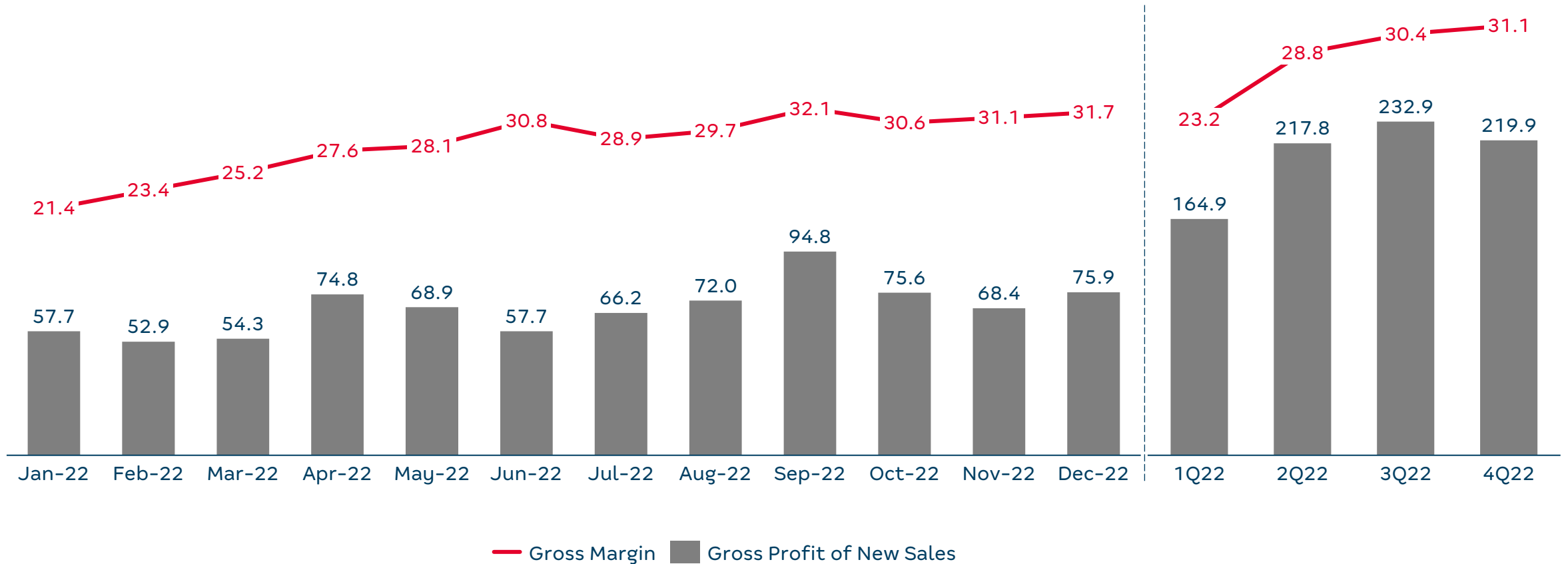


**Net Pre-Sales (PSV, R\$ million)
and Net SoS (%)**



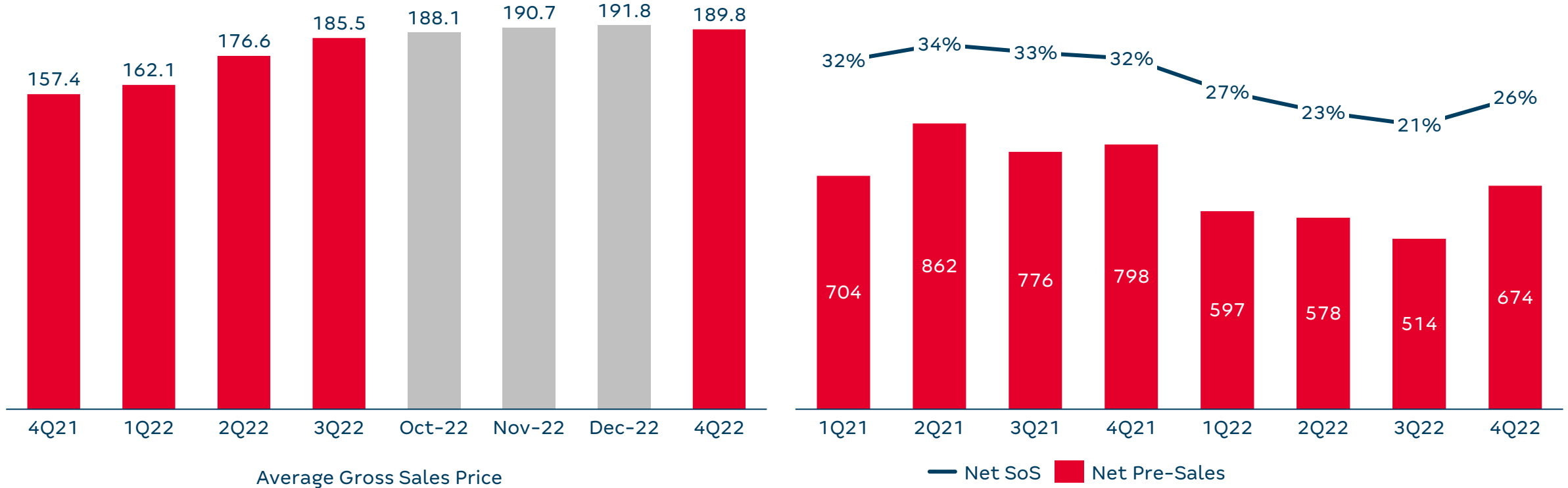


Gross Margin Evolution of New Sales (%) and Gross Profit of New Sales (R\$ million)



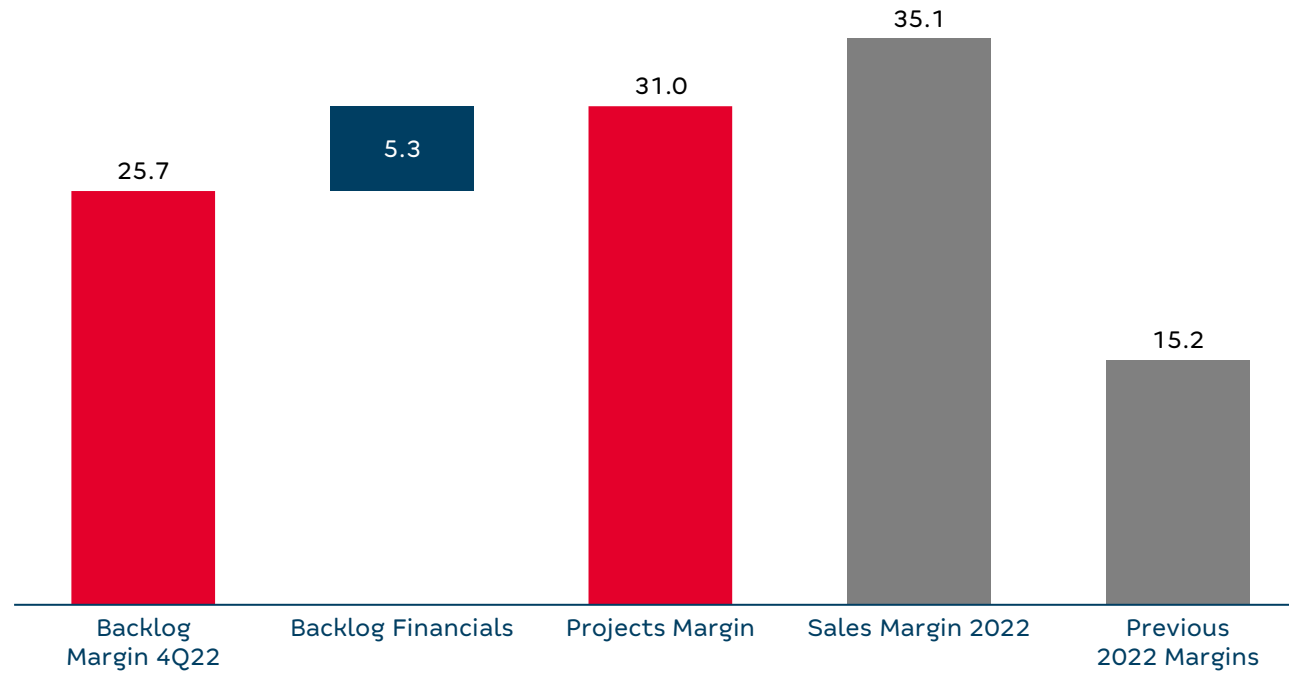


Evolution of Price x Net Sales (PSV, R\$ million) e Net SoS (%)





Backlog Margin 4Q22 (%)

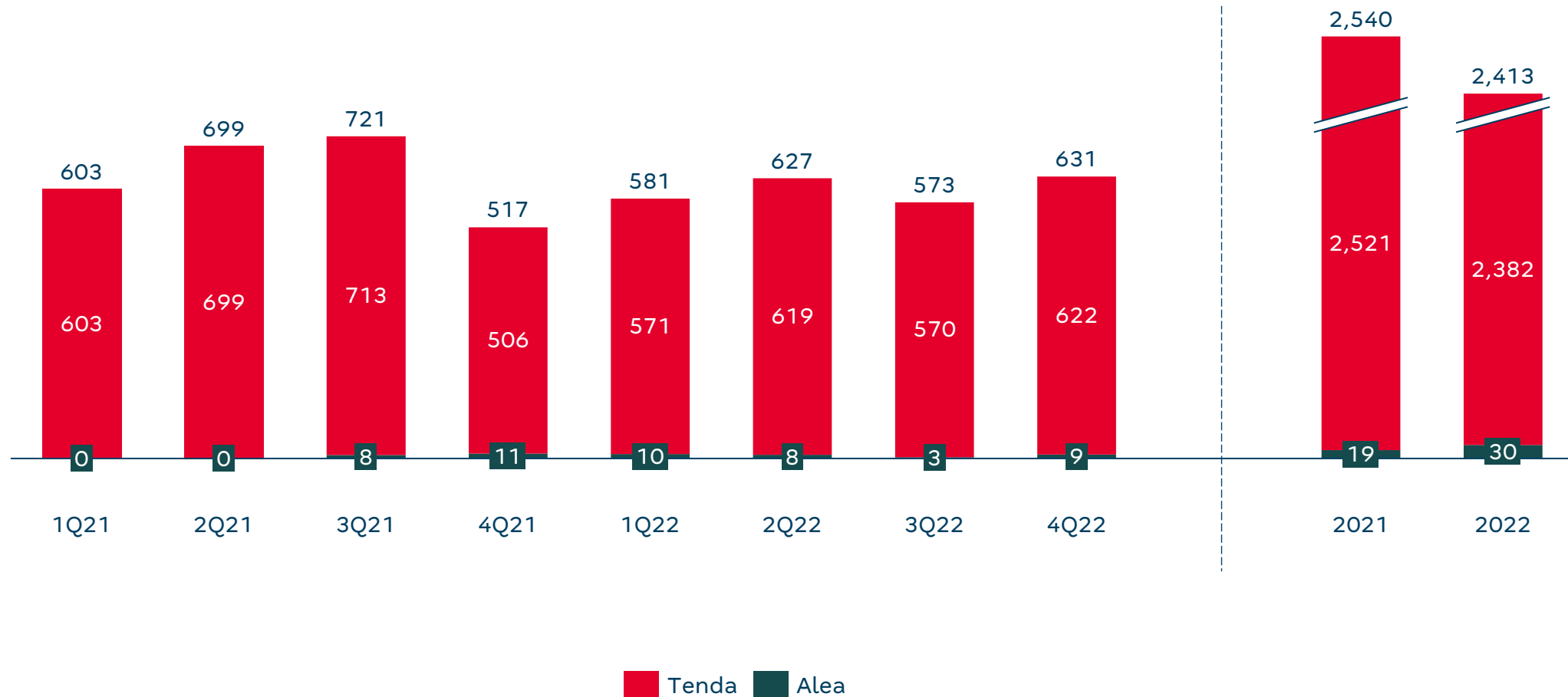




Financials Highlights

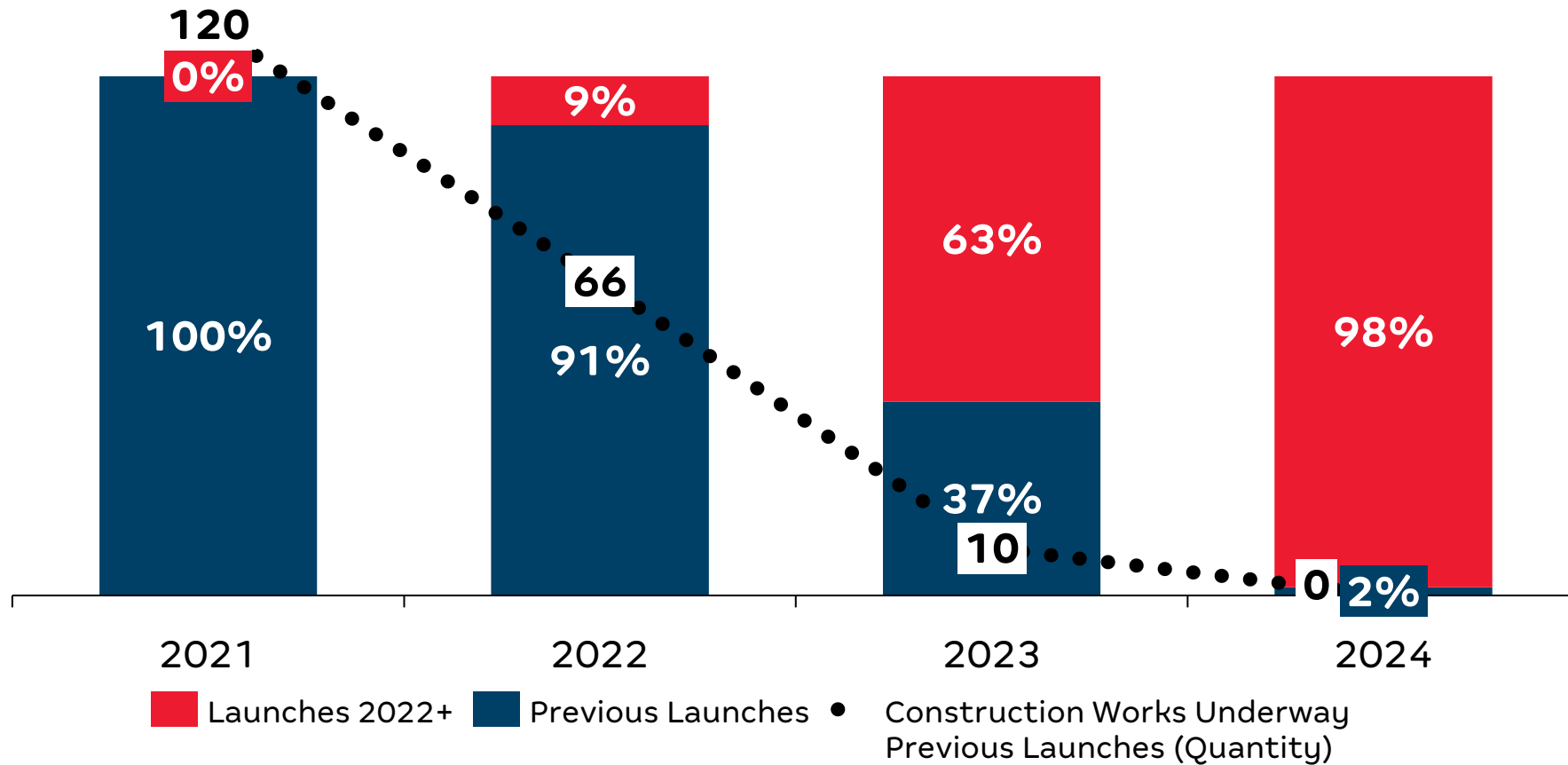


Net Revenue (R\$ million)



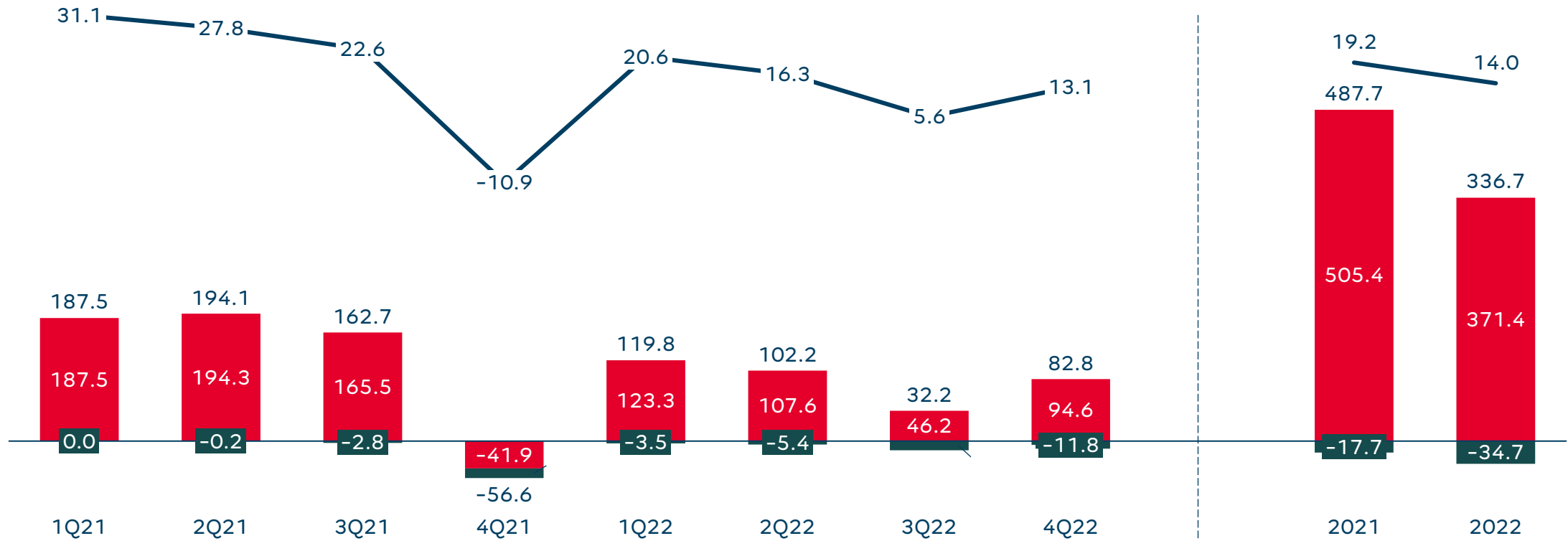


Revenue Composition DRE





Adjusted Gross Profit and Adjusted Gross Margin
(R\$ million) , %

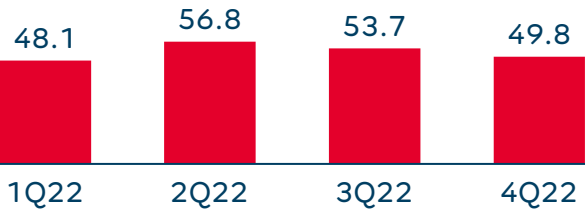


Adjusted Gross Margin Tenda Alea

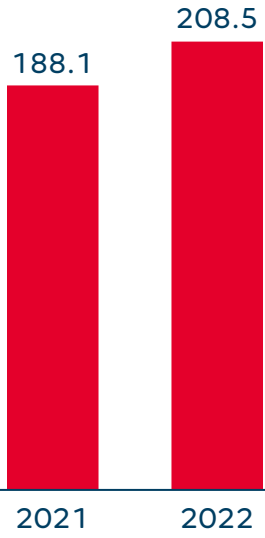


G&A Expenses (R\$ million)

8.3 9.1 9.4 7.9



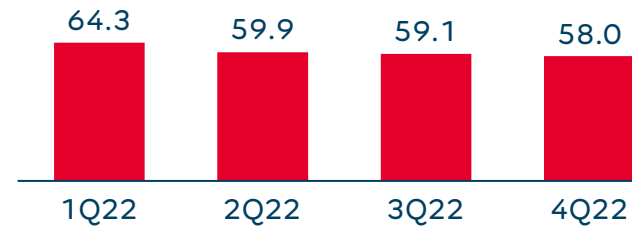
7.4 8.6



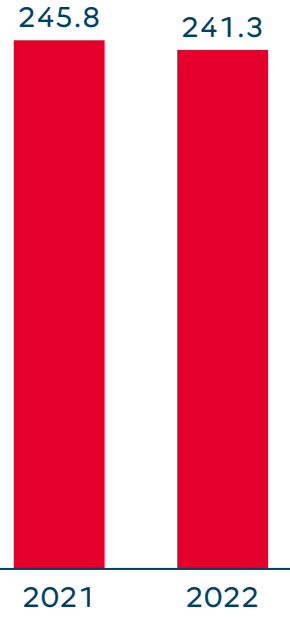
— G&A / Net Revenue (%)
■ G&A

S&M Expenses (R\$ million)

10.8 10.4 11.5 8.6



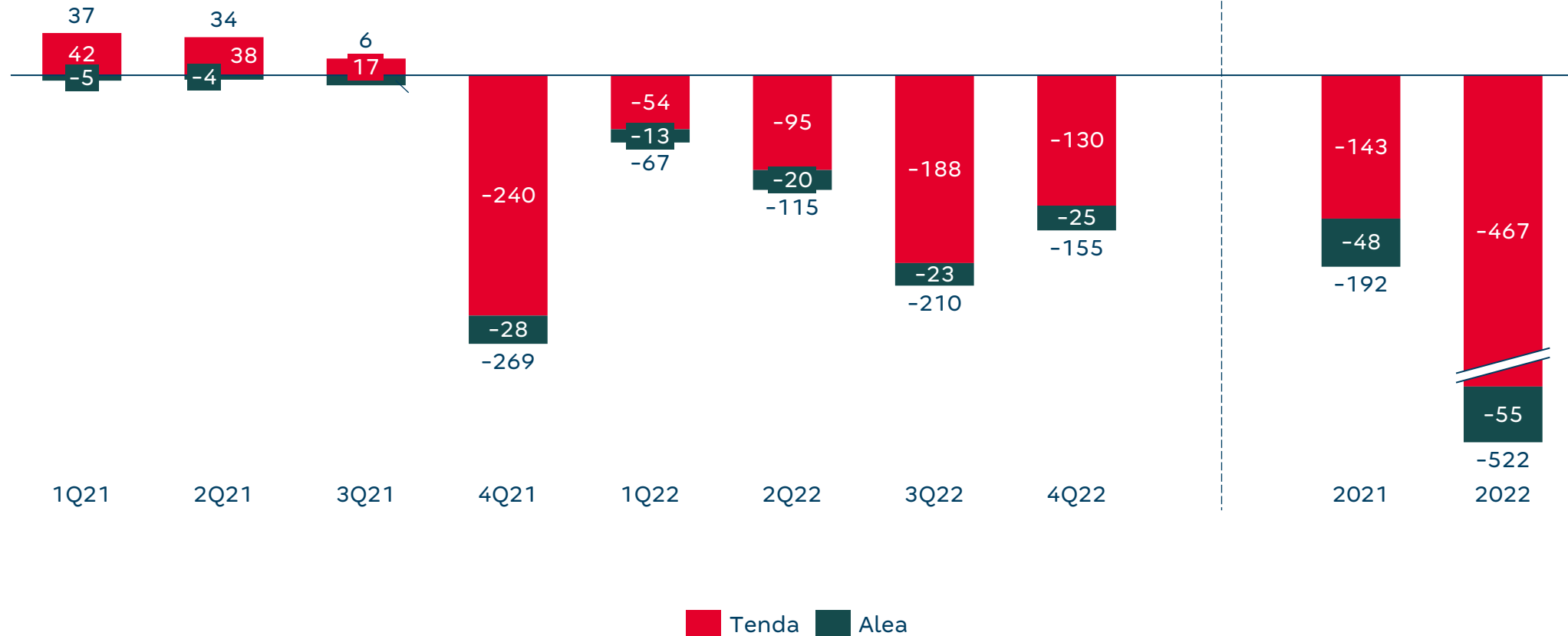
7.8 10.2



— S&M / Net Sales (%)
■ S&M

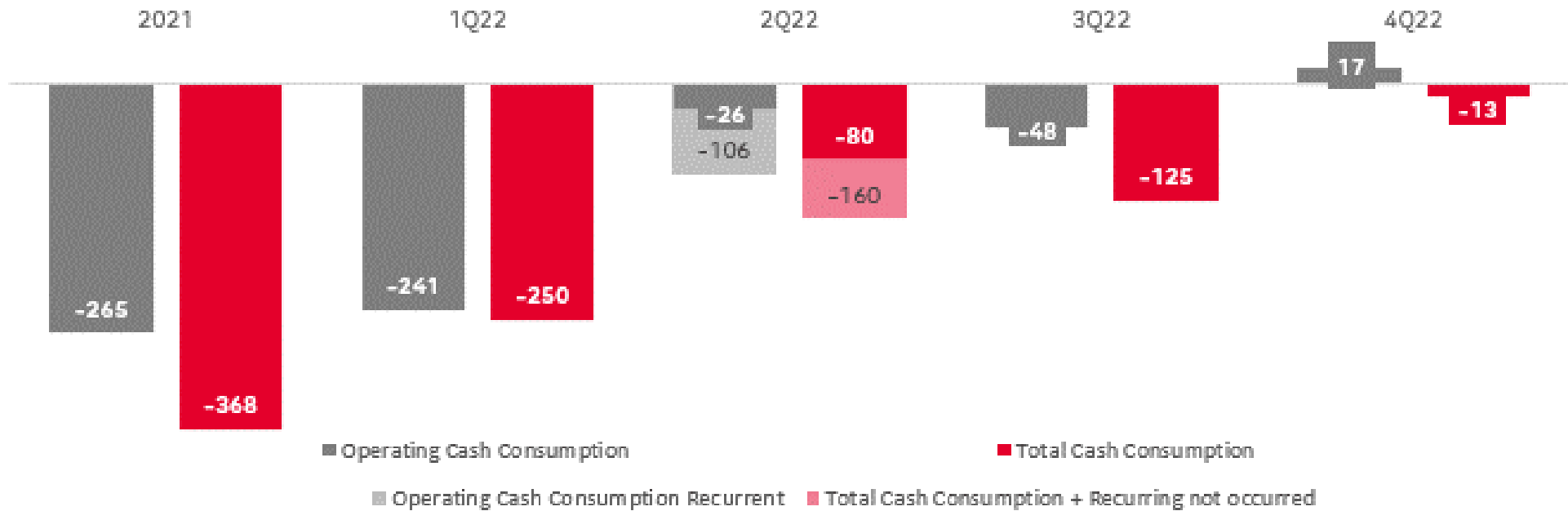


Net Profit (R\$ million)



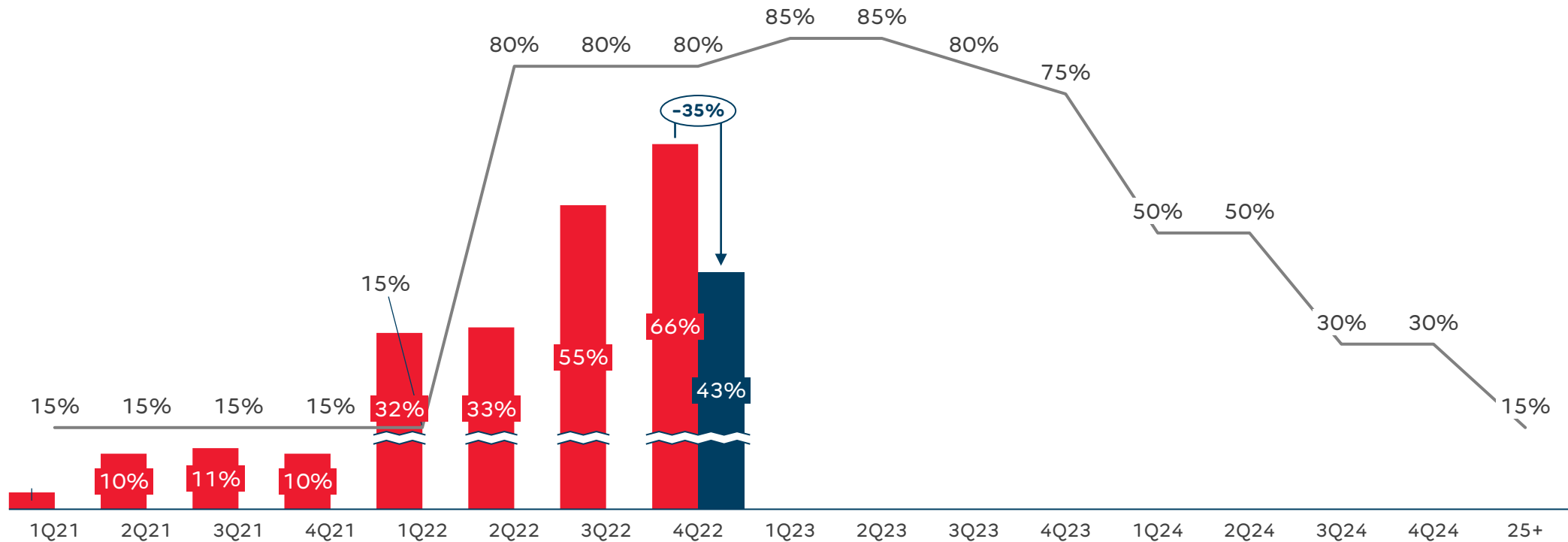


Operational and Total Cash Consumption (R\$ million)





Corporate Net Debt / Shareholder's Equity (%)

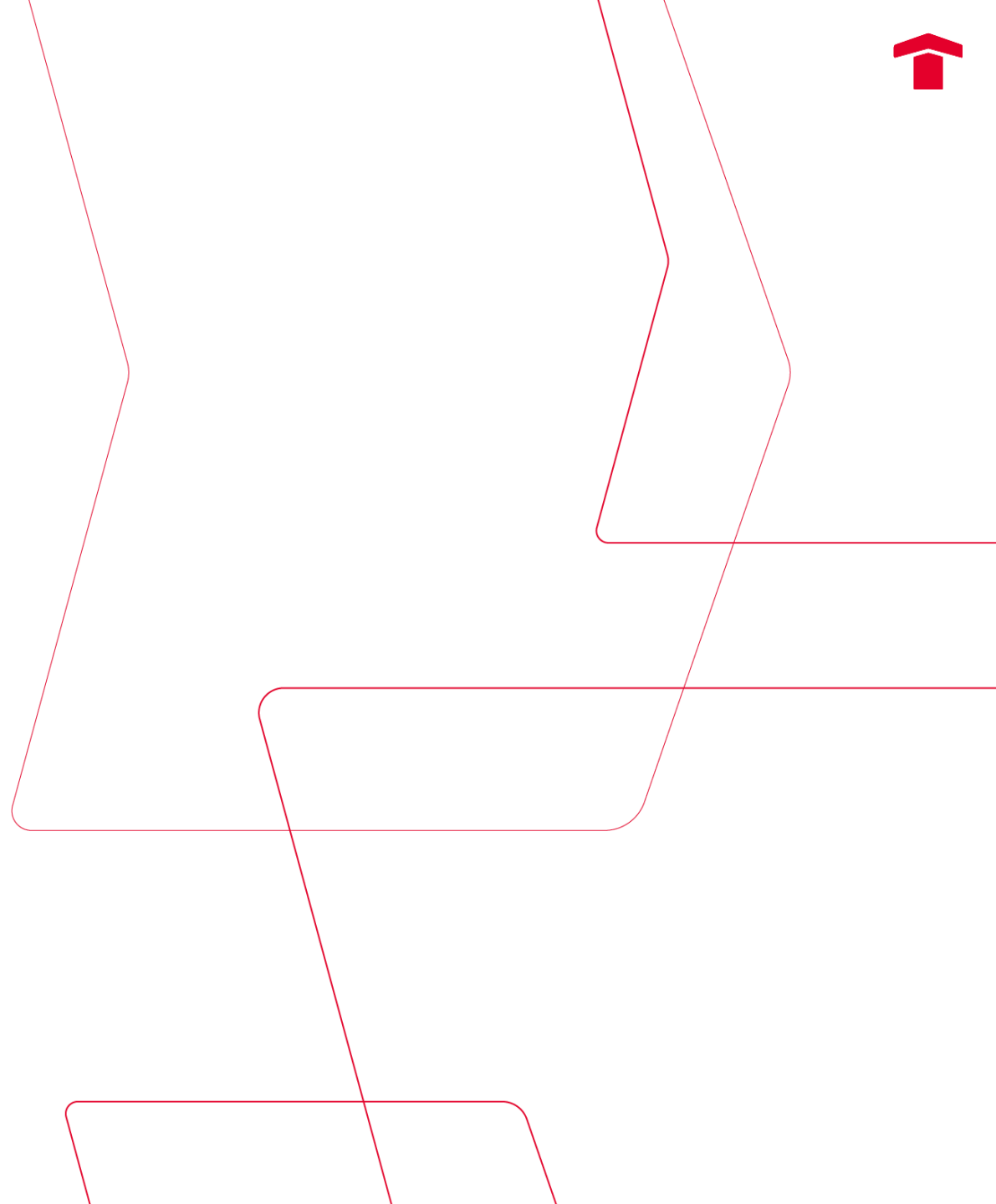


■ Corporate Net Debt / Shareholder's Equity - Reported
 ■ Corporate Net Debt / Shareholder's Equity - Adjusted
 — Covenants



Q&A

4Q22 Results
Webcast





Participants (2)

- yanoverfieldshaw (Me) [mute] [video]
- Room G-207 (Host) [mute] [video]

Raise Hand [yes] [no] [go slower] [go faster] [more]

Unmute Me

Audio Settings ^

Chat [Raise Hand] Q&A

Leave Meeting

