



# Webcast de Resultados 1T21

06/05/2021

O evento começará às 10:00 am BRT



**Rodrigo Osmo**  
Diretor-Presidente (CEO)



**Renan Sanches**  
Diretor Executivo de Finanças  
e Relações com Investidores (CFO)

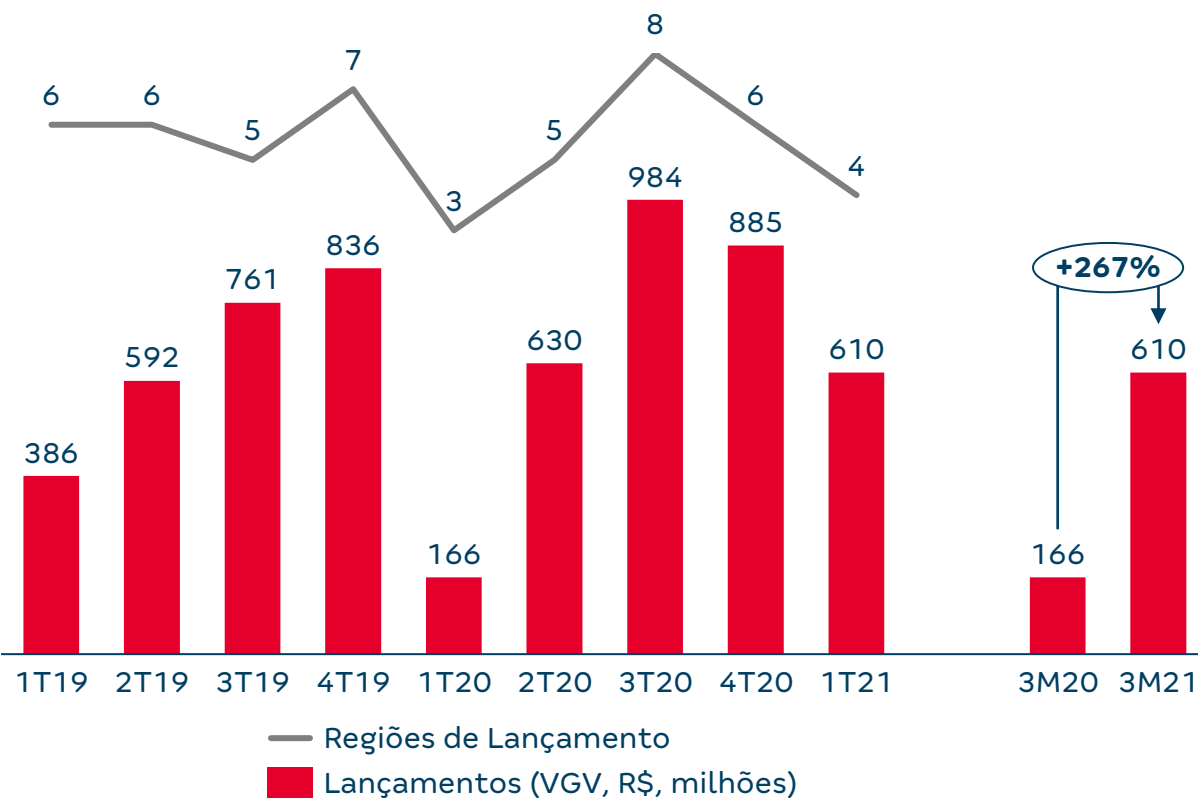


# Resultados

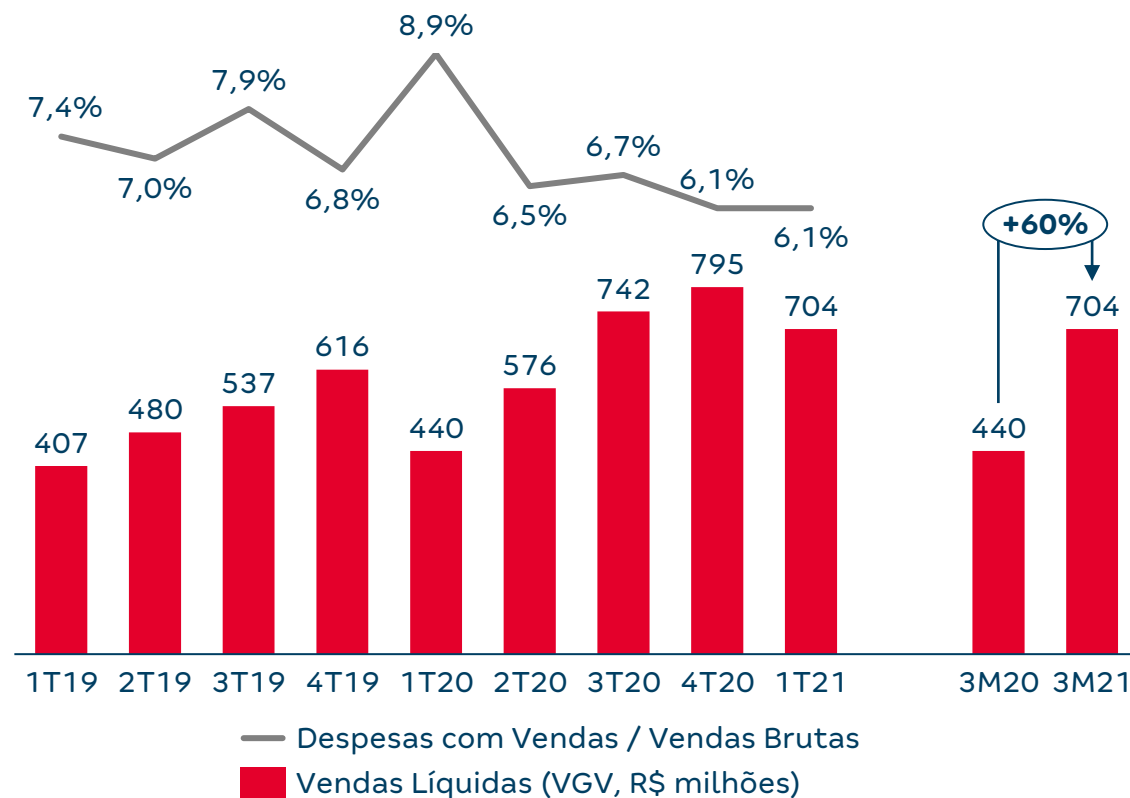
Webcast de  
Resultados 1T21



### Lançamentos e Regiões



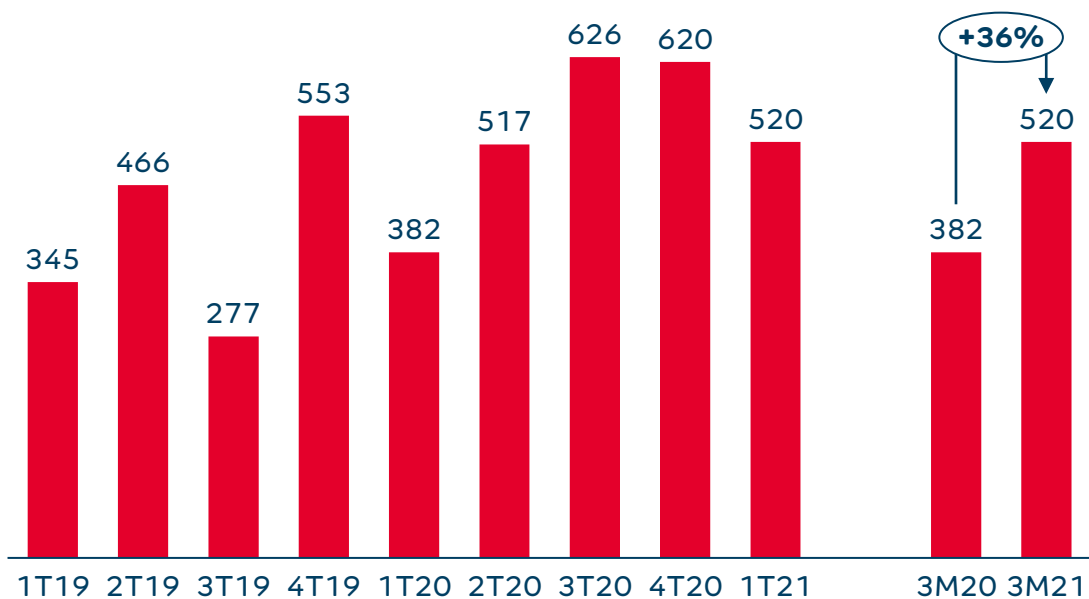
### Vendas Líquidas (VG, R\$ milhões) e Despesas com Vendas / Vendas Brutas (%)



O aumento das restrições por conta da pandemia, em especial no mês de março, impactou no andamento de obra e volume de repasses consumindo caixa nesse trimestre.



Repasse (VGV, R\$ milhões)



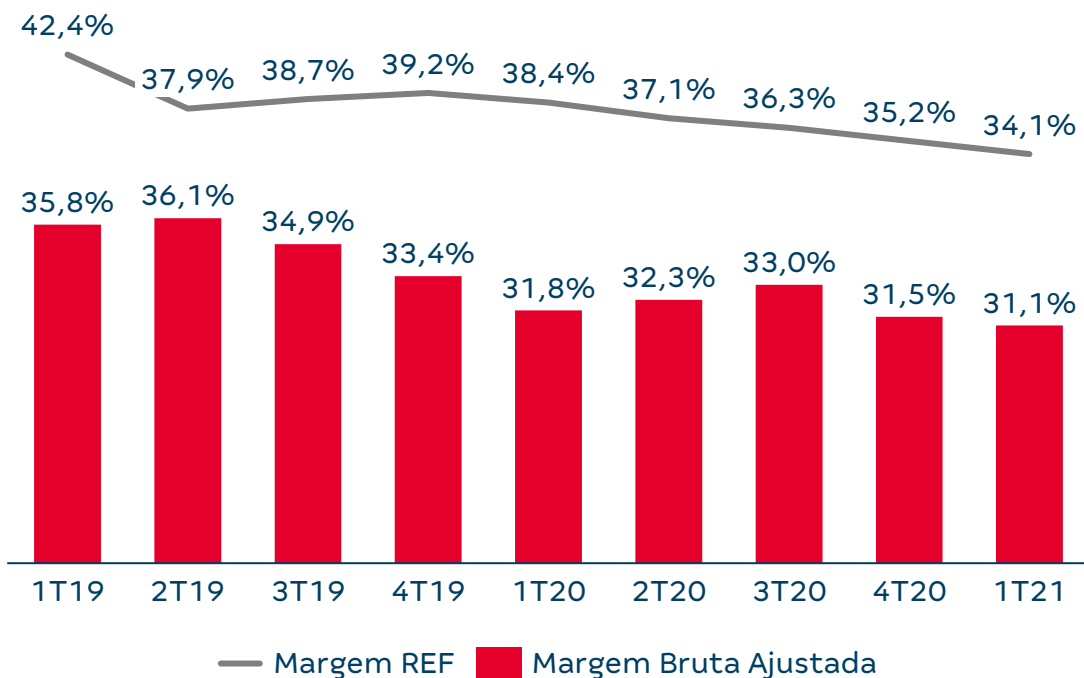
Geração de Caixa Operacional (VGV, R\$ milhões)



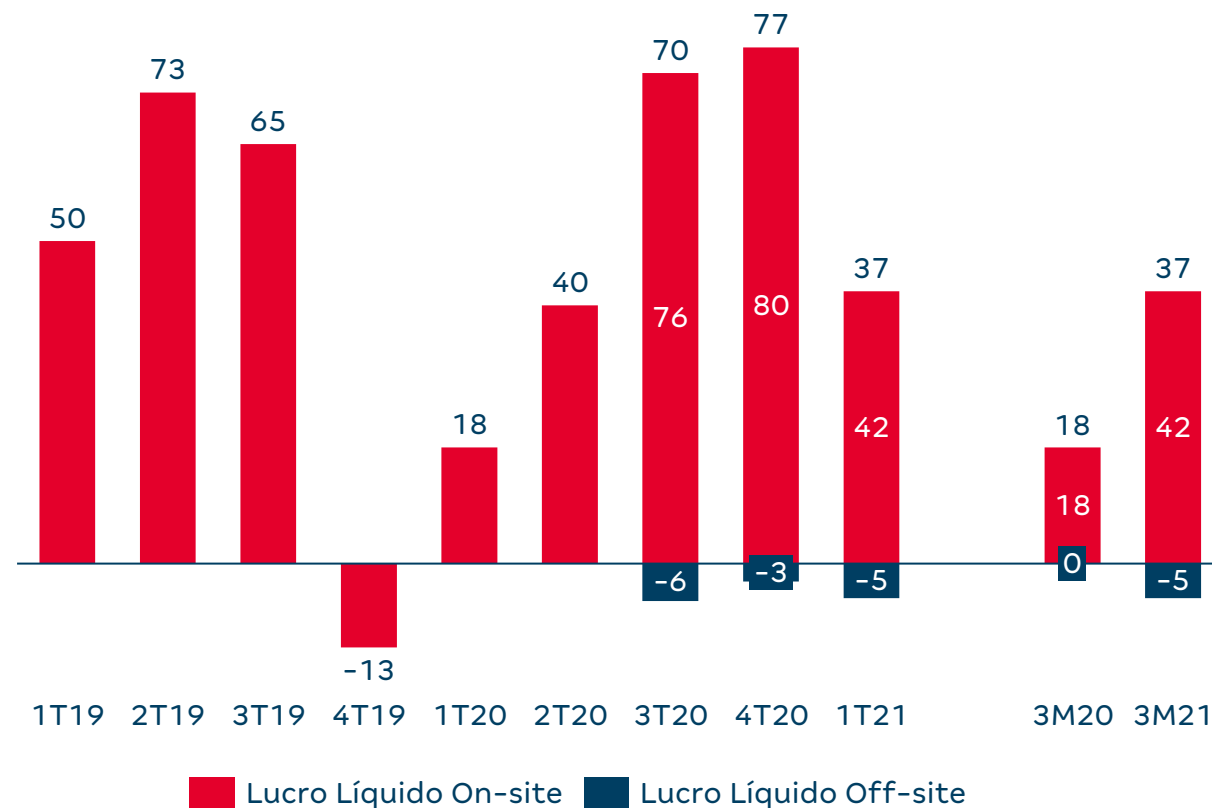
**Margem Bruta Ajusta finalizou o trimestre no meio do *guidance*** sendo impactada, assim como a Margem REF, pela revisão do orçamento de obras refletindo os recentes aumentos nos custo dos materiais



Margem (%)



Lucro Líquido (R\$, milhões)





# Construção *Offsite*

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Nesse trimestre **obtivemos a certificação DATEC** que nos permite operar no mesmo modelo da Tenda on-site realizando o repasse ao longo da obra (crédito associativo)



O **maquinário sueco chegou em Jaguariúna** na nova fábrica que será inaugurada no 2º Semestre de 2021 com capacidade produtiva de 10 mil unidades ano



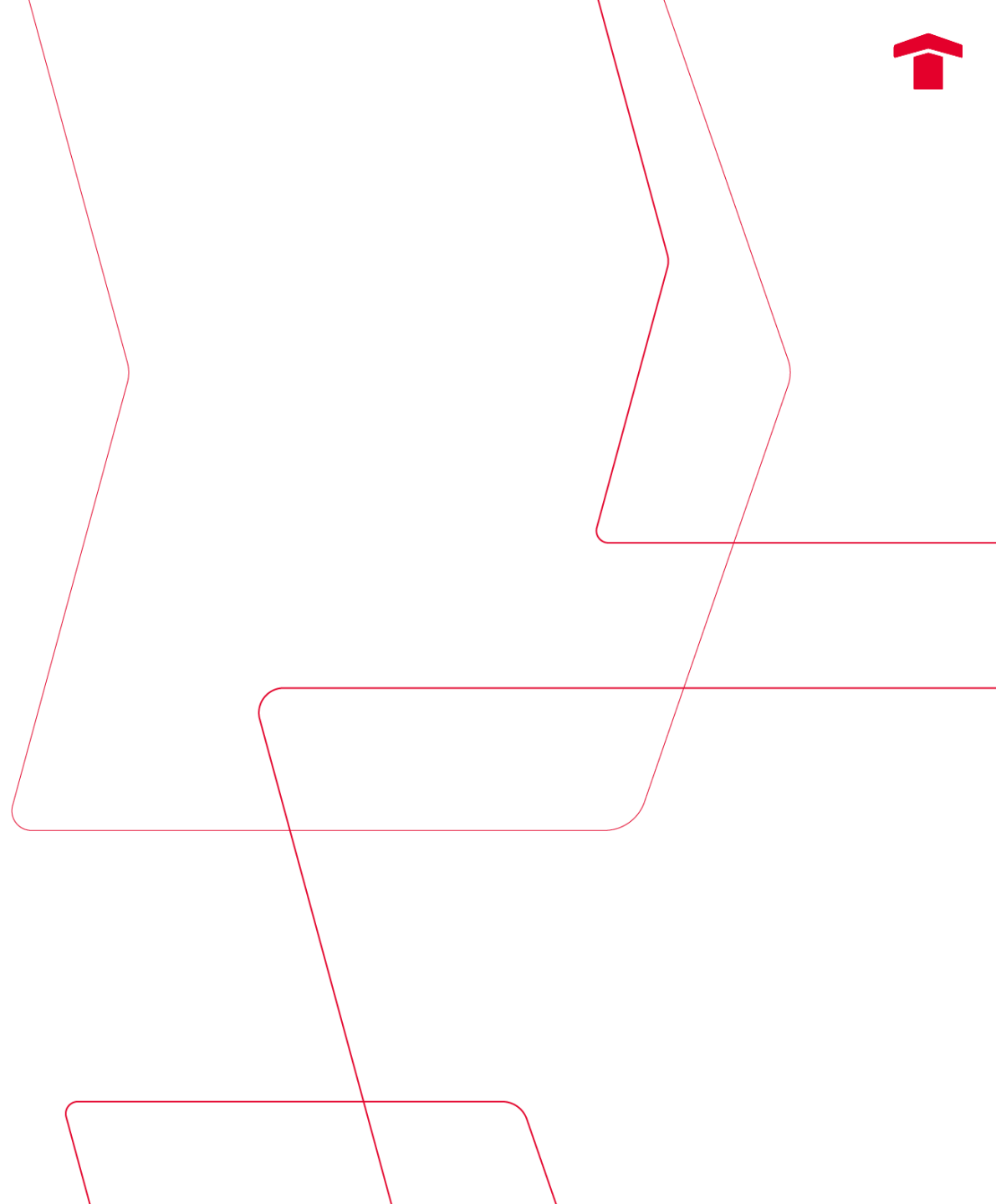
**Adquirimos nesse trimestre mais três terrenos** localizados em cidades do interior de São Paulo para continuar a execução dos projetos pilotos ao longo de 2021 e 2022, somando um total de 6 terrenos nessa fase inicial de projeto









# Q&A






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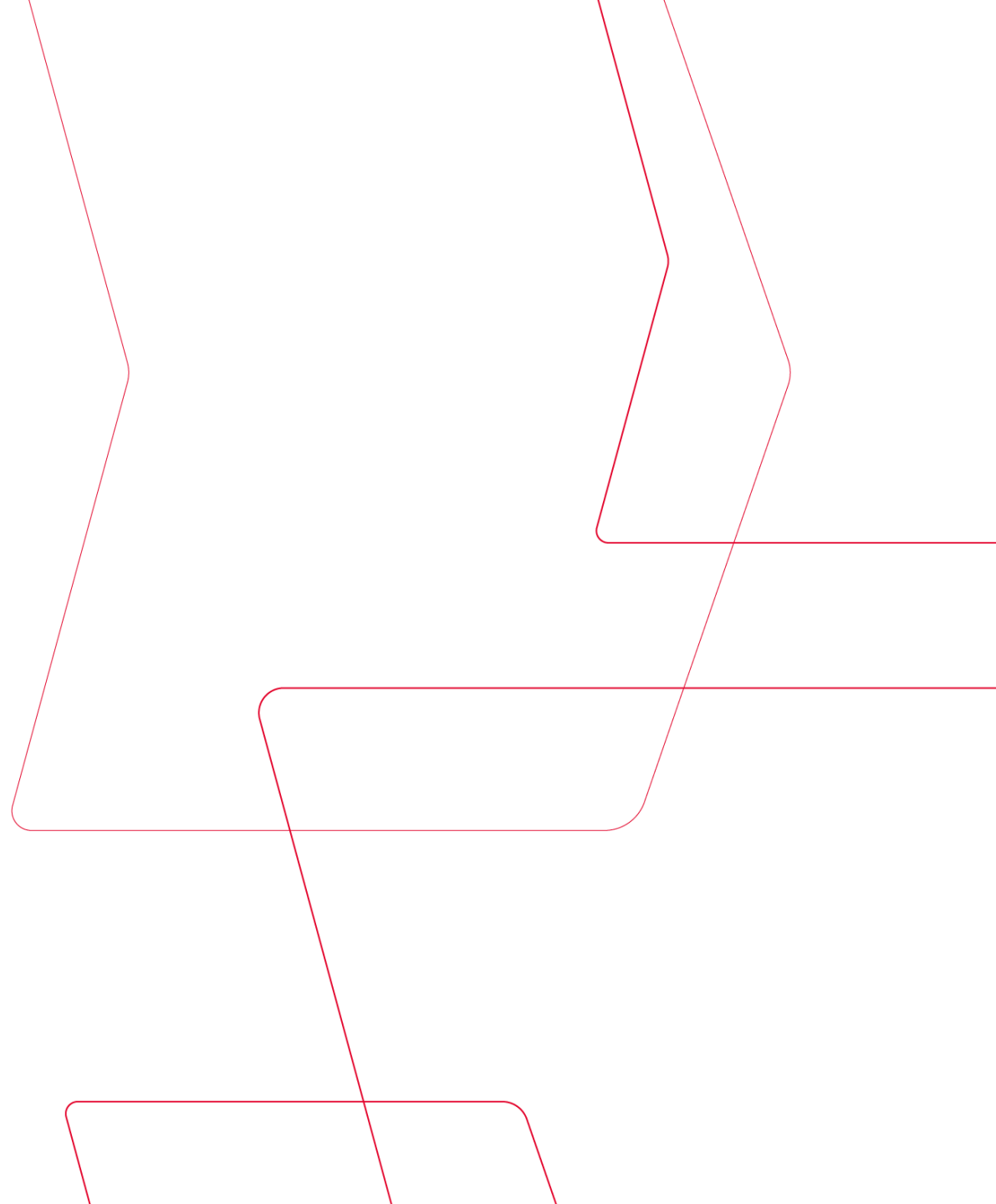
Participants (2)

- Y yanoverfieldshaw (Me)  
- RG Room G-207 (Host)  

Unmute Me





# 1Q21 Results Webcast

May 06, 2021

This event will start at:

10am BRT



**Rodrigo Osmo**  
(CEO)



**Renan Sanches**  
(CFO)



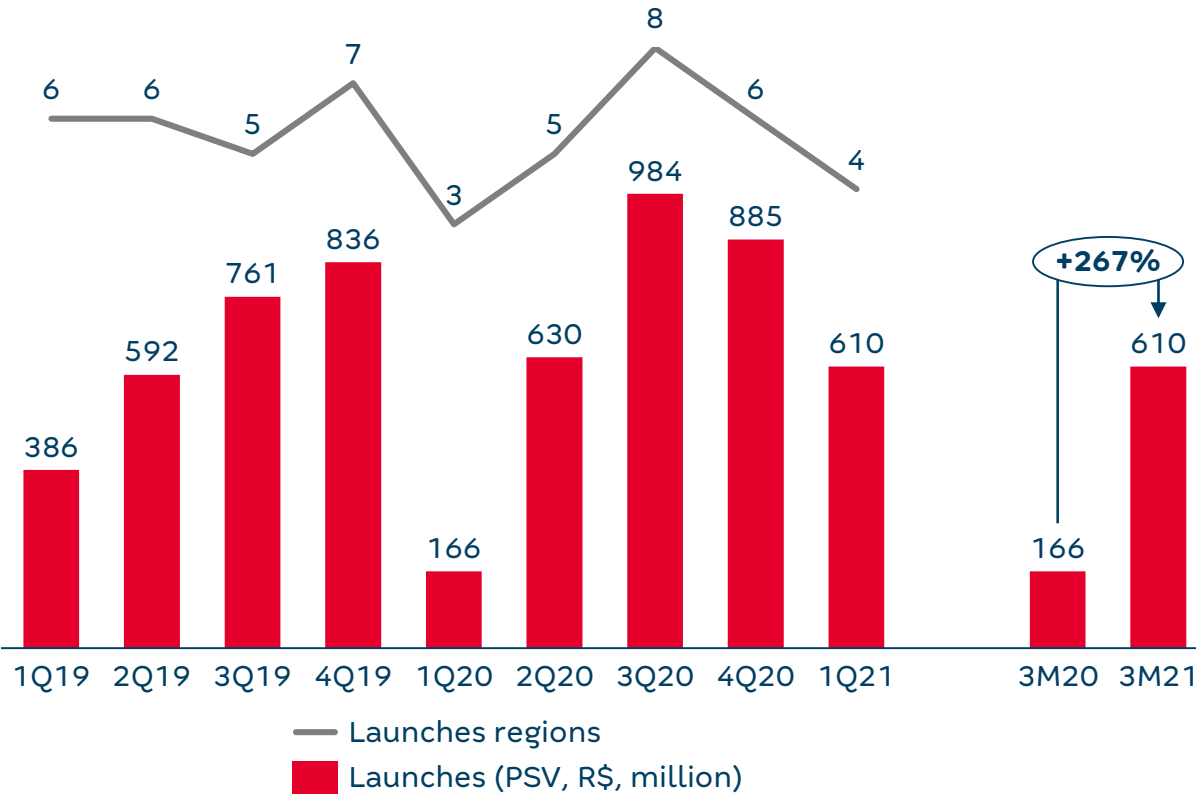
# Results

1Q21 Results Webcast

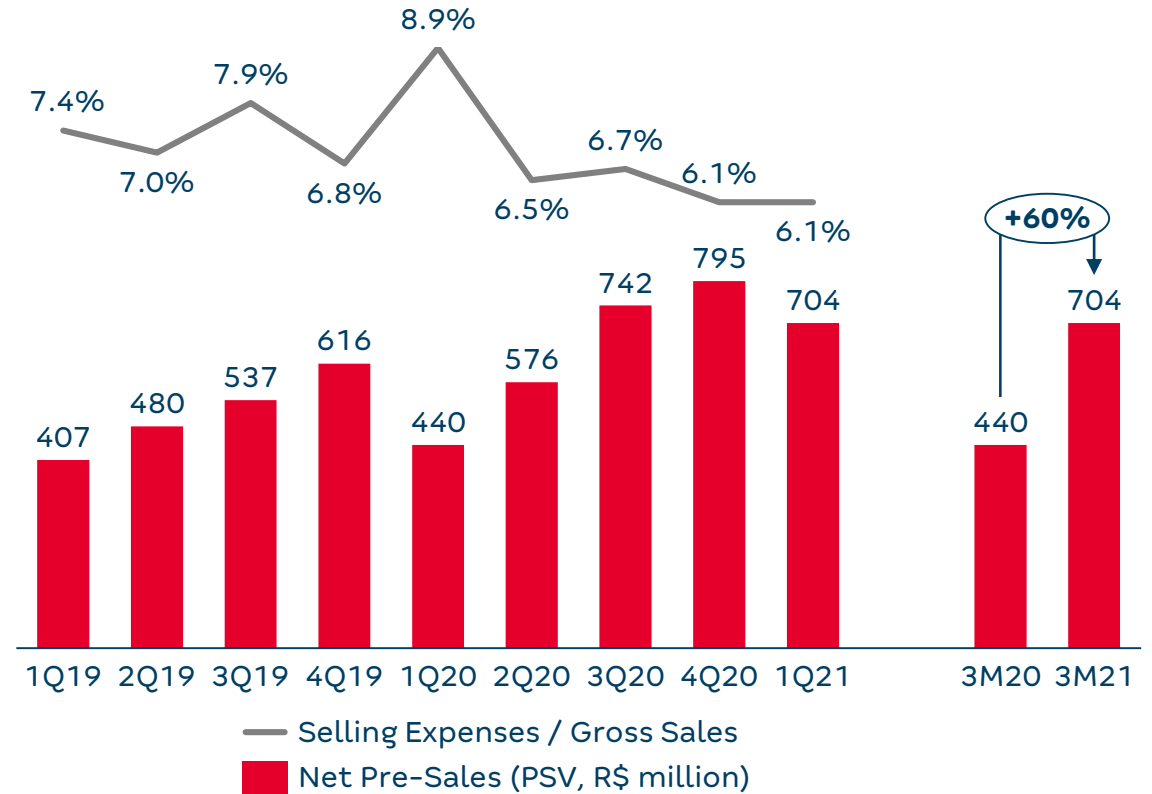
Tenda's best first quarter for launches and net pre-sales. The ratio selling expensive / gross sales reached the lowest level since 2016, driven by the digital transformation



### Launches and Regions



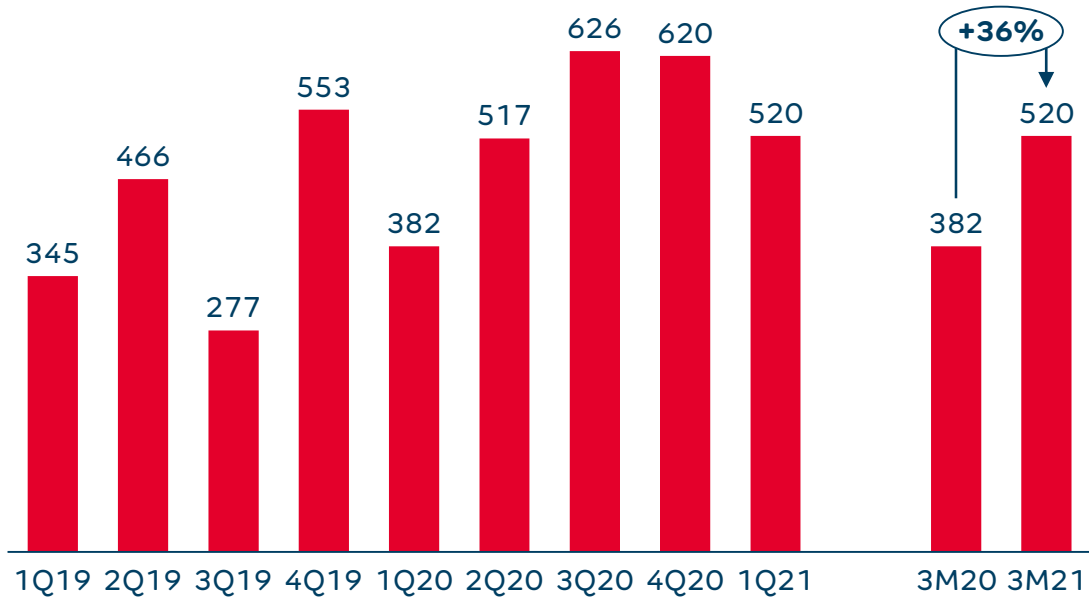
### Net Pre-Sales (PSV, R\$ million) Selling Expenses / Gross Sales (%)



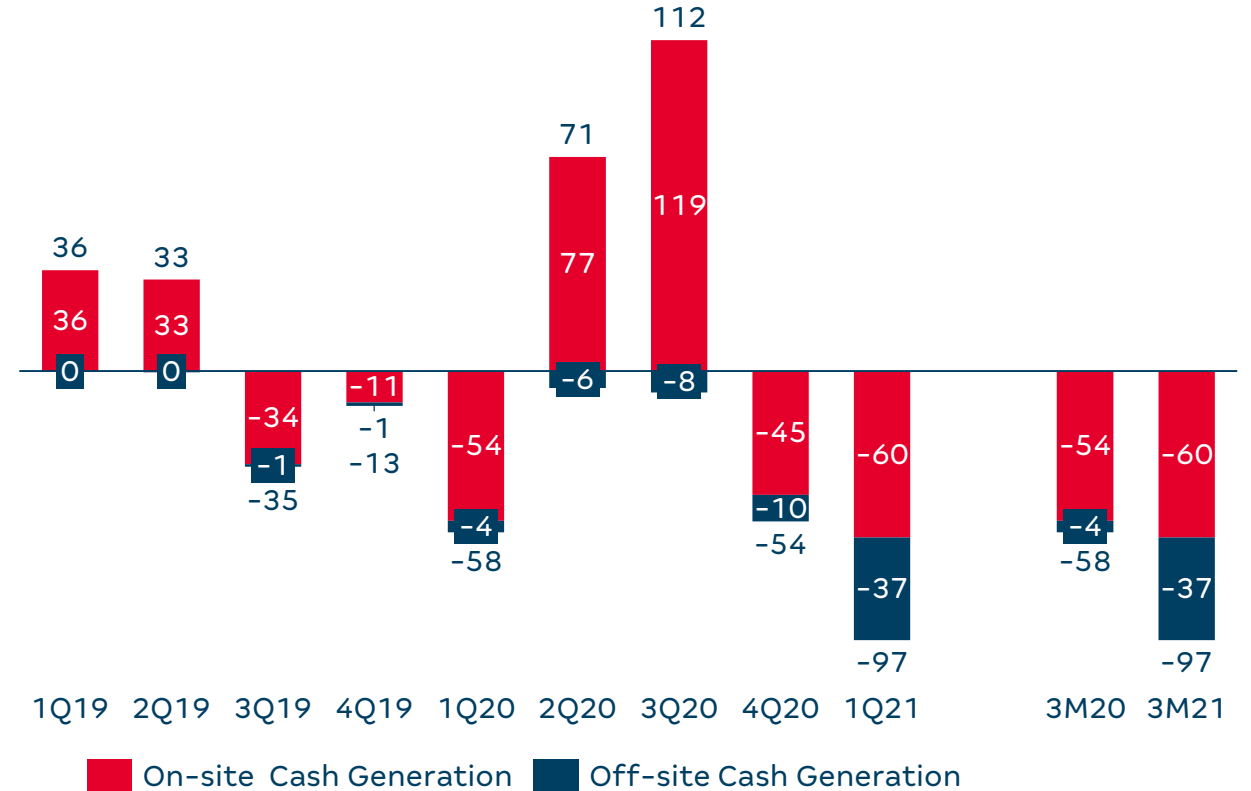
The increased pandemic-related restrictions impacted the volume of transfers and the progress of our construction sites **consuming cash in this quarter**



Transfers (PSV, R\$ million)



Operating Cash Generation (PSV, R\$ million)

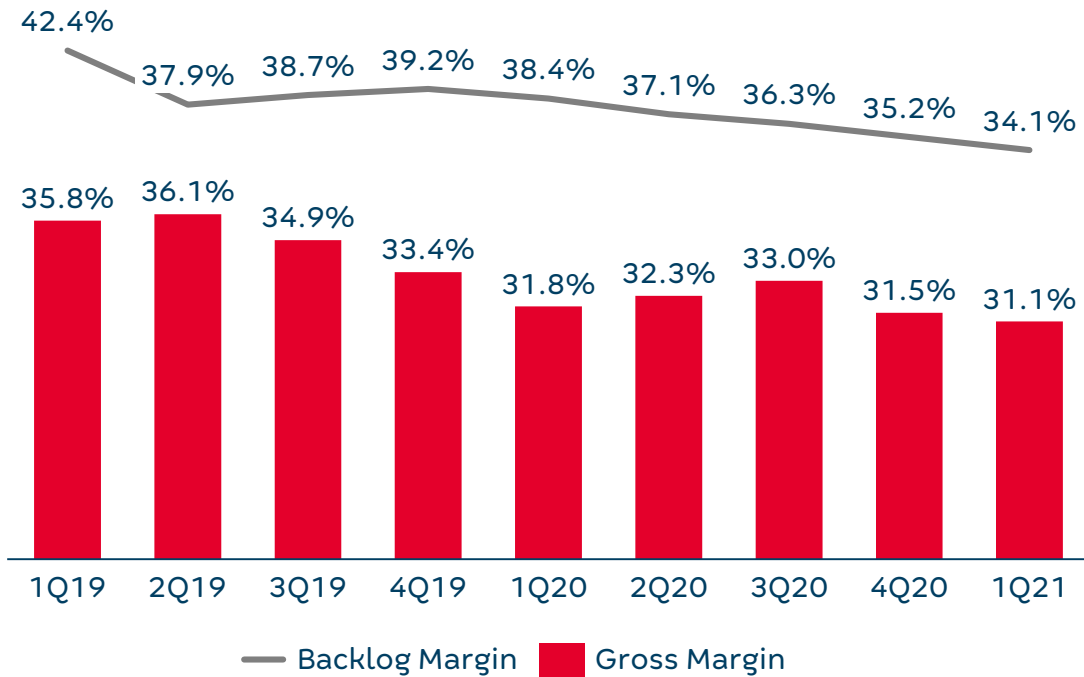




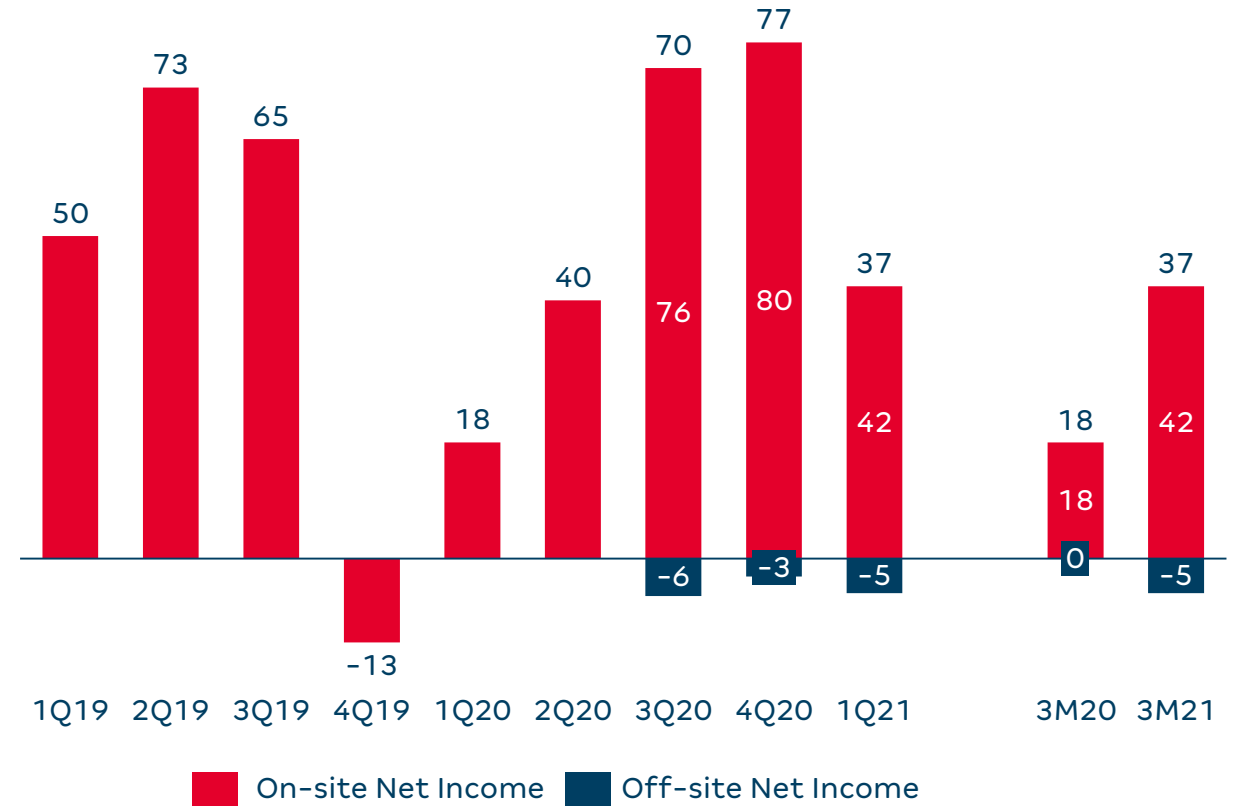
Gross Adjusted Margin ended the quarter in the middle of the guidance being impacted, as well as the Backlog Margin, by the budget review of the works



Margin (%)



Net Income (R\$, million)





# Offsite Construction

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This quarter Tenda was **granted the DATEC certification** for the new off-site project construction system that qualifies us to operate on the same model as Tenda on-site, allowing transfers during the construction works



The **Swedish machines arrived in Jaguariúna** in the new factory that will be opened in the second half of 2021 with a production capacity of ten thousand units per year



We also **acquired three additional sites for the off-site model** located in cities in the interior of São Paulo to continue the execution of the pilot projects throughout 2021 and 2022, adding up to a total of 6 land lots in this initial project phase



# Q&A

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