



Webcast de Resultados 2T21

06/08/2021

O evento começará às 11:30 am BRT



Rodrigo Osmo
Diretor-Presidente (CEO)



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



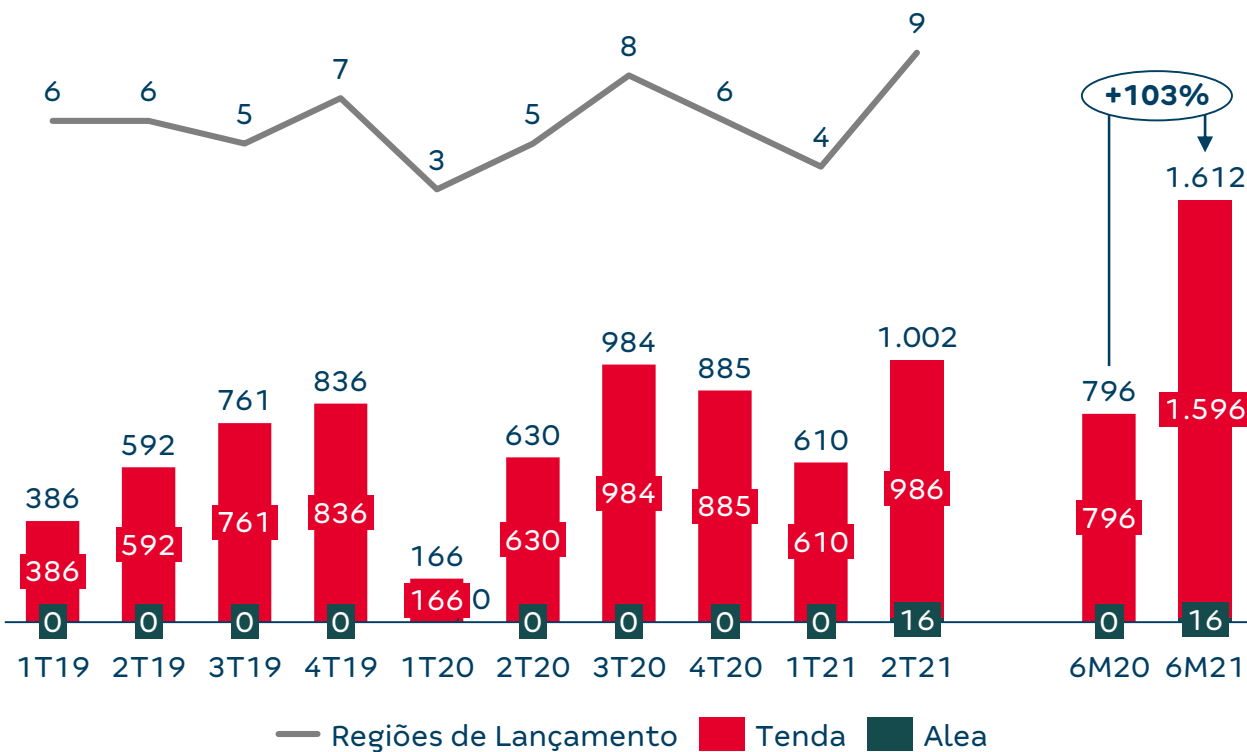
Resultados

Webcast de
Resultados 2T21

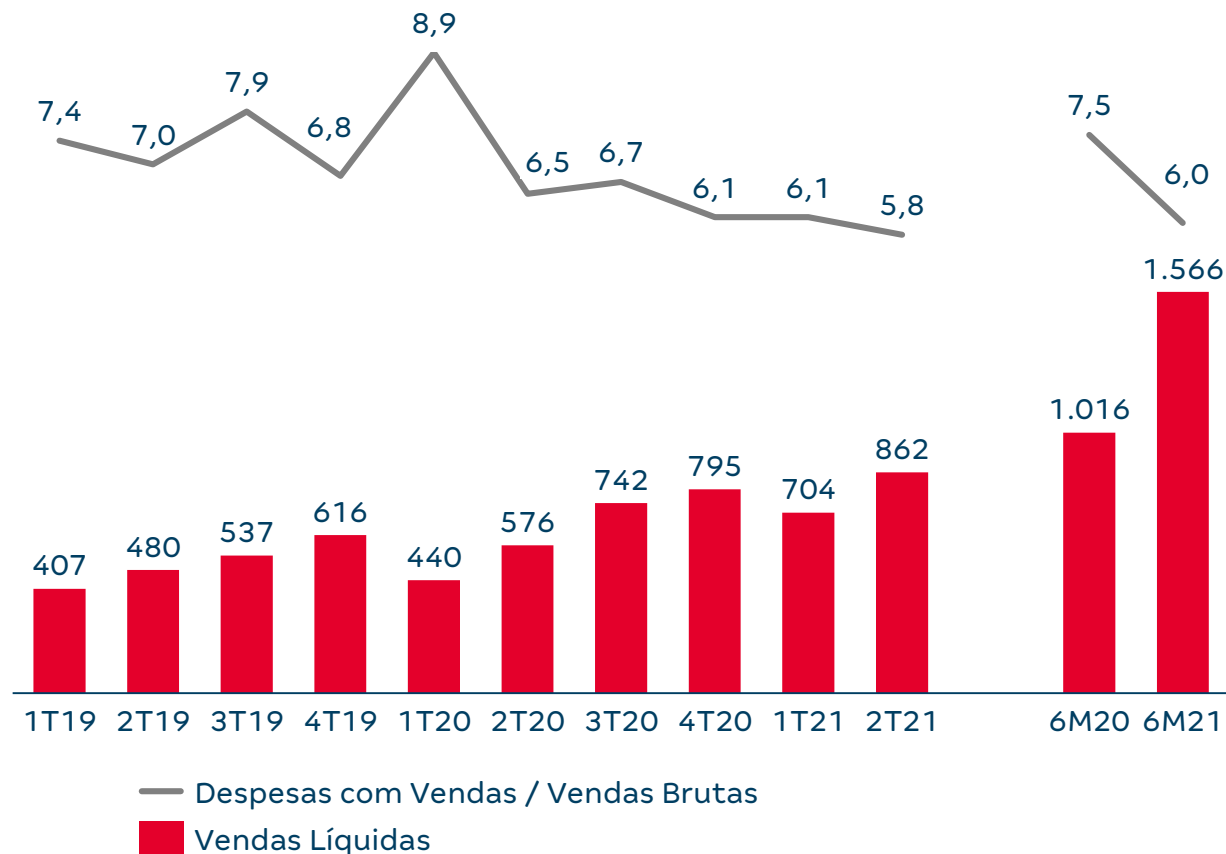
Sólido resultado operacional mantendo uma **melhor relação despesas com vendas/vendas brutas** impulsionada pela transformação digital e dominância da Tenda nas menores rendas dado esvaziamento da concorrência



Lançamentos (VGV, R\$ milhões) e Regiões de Lançamento (Quantidade)

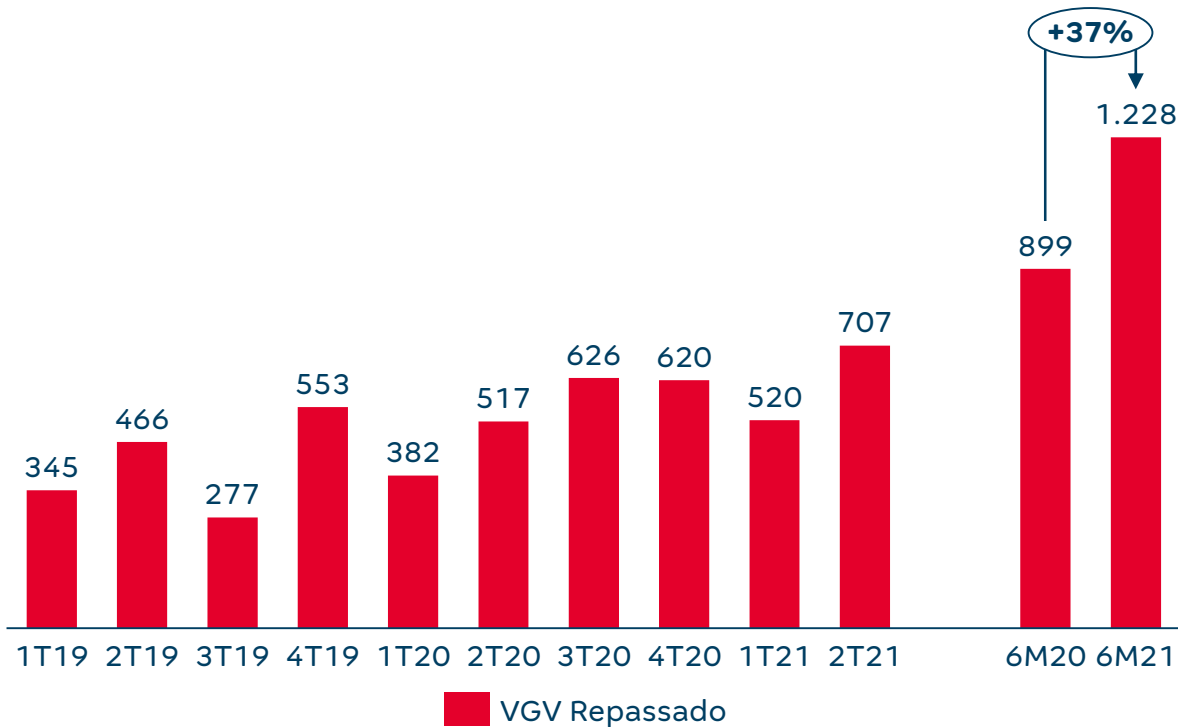


Vendas Líquidas (VGV, R\$ milhões) e Despesas com Vendas/Vendas Brutas (%)

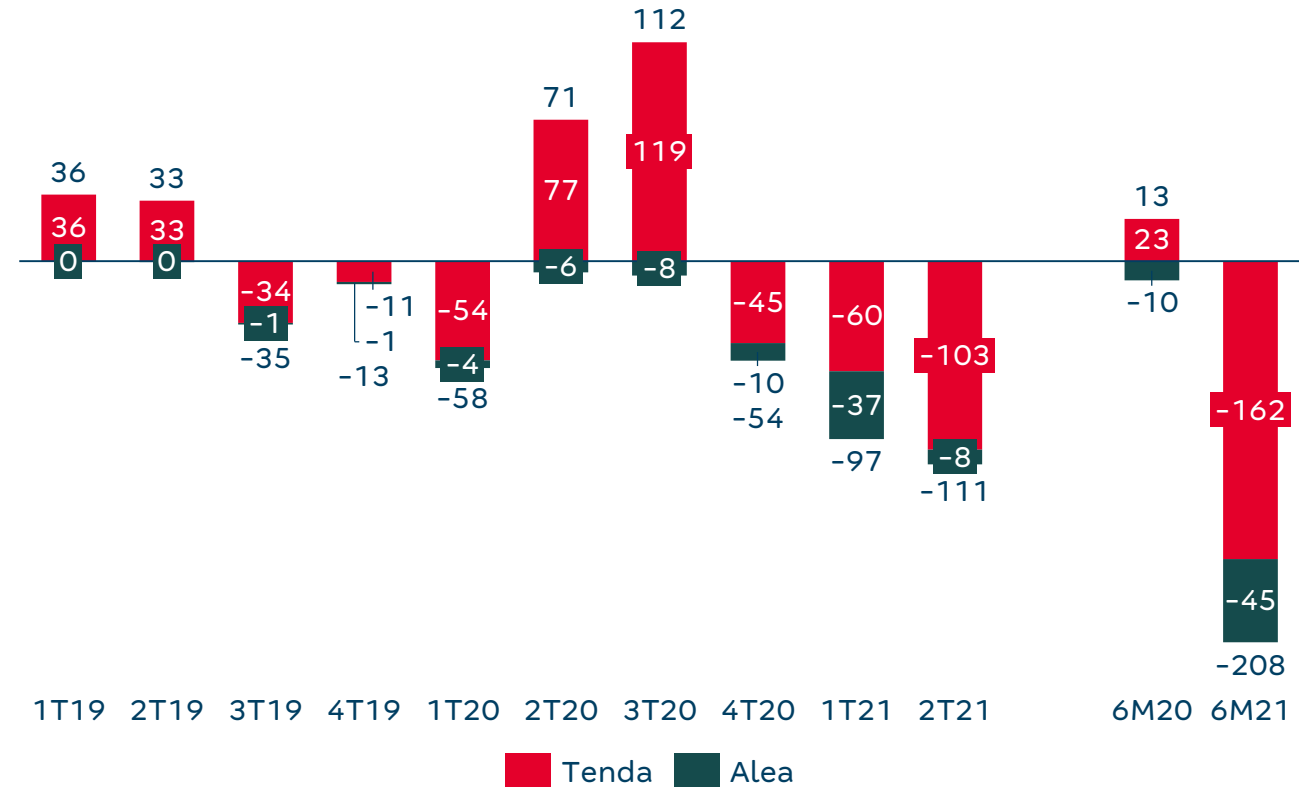




Repasse (VGV, R\$ milhões)



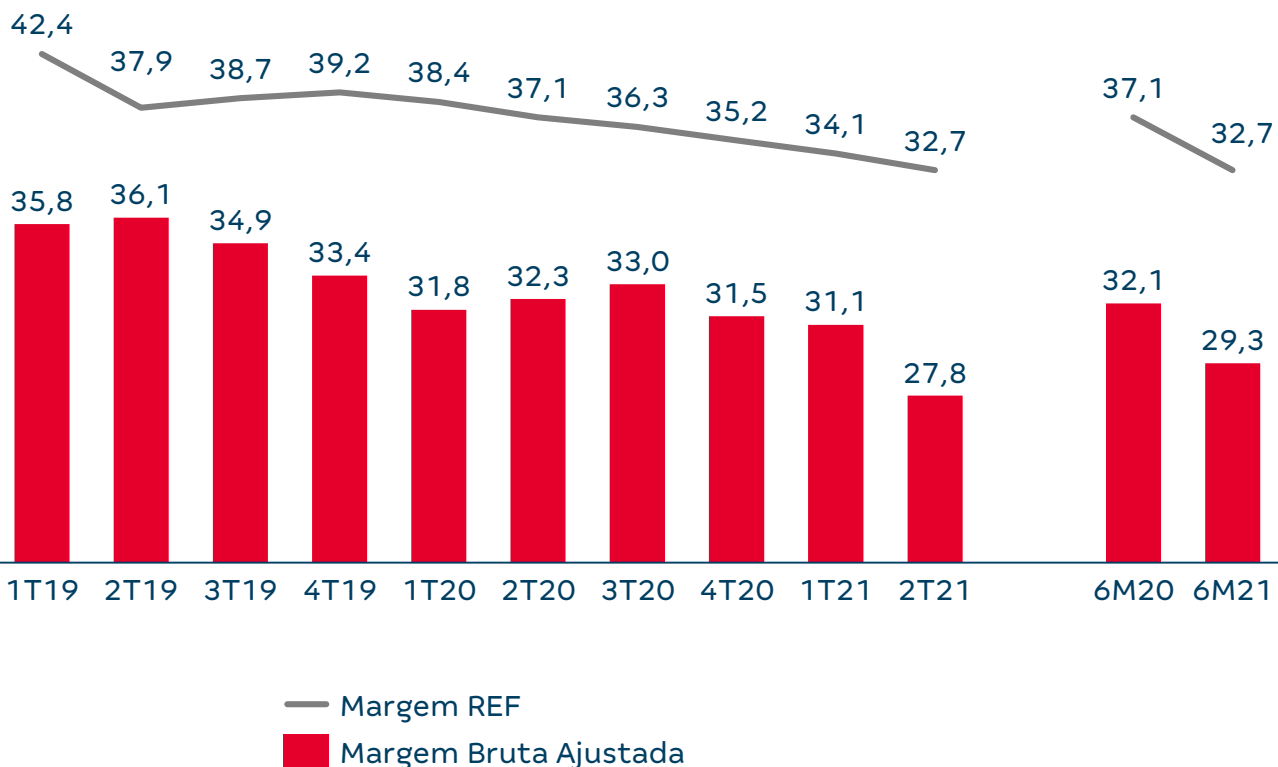
Geração de Caixa Operacional (VGV, R\$ milhões)



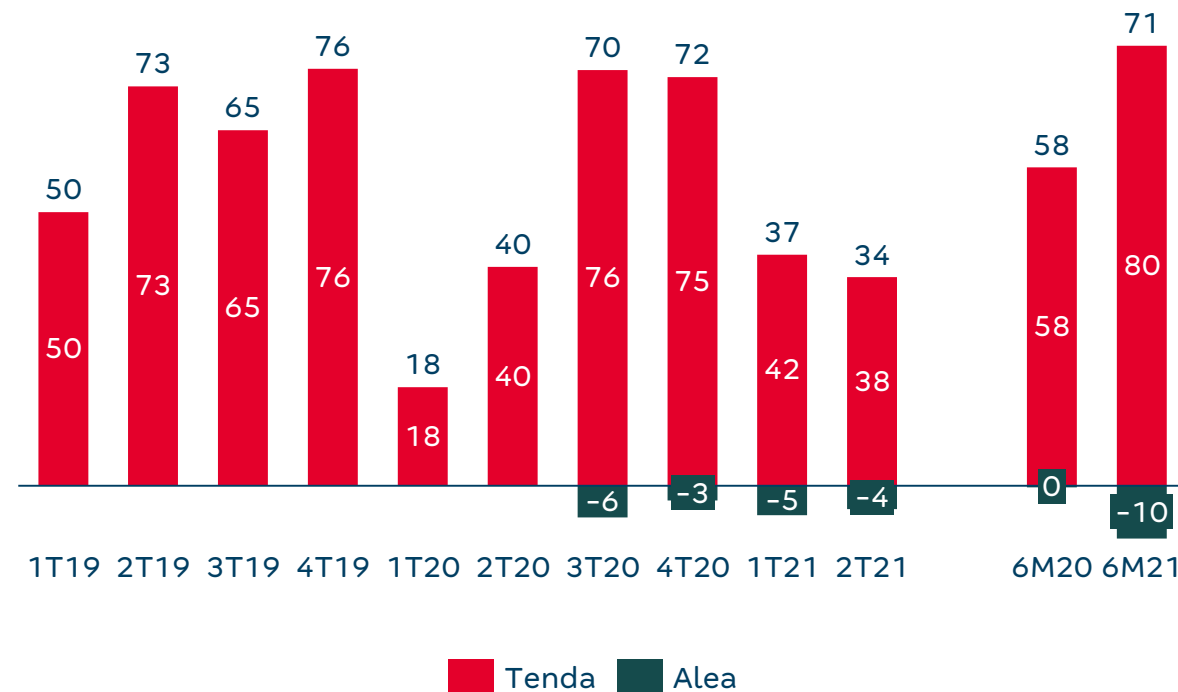
Pressão dos insumos superior ao previsto impactou fortemente a margem bruta ajustada do segundo trimestre. Expectativa de aumentos nos próximos meses mantém o desequilíbrio de margem no curto prazo



Margem REF (%) e Margem Bruta Ajustada (%)

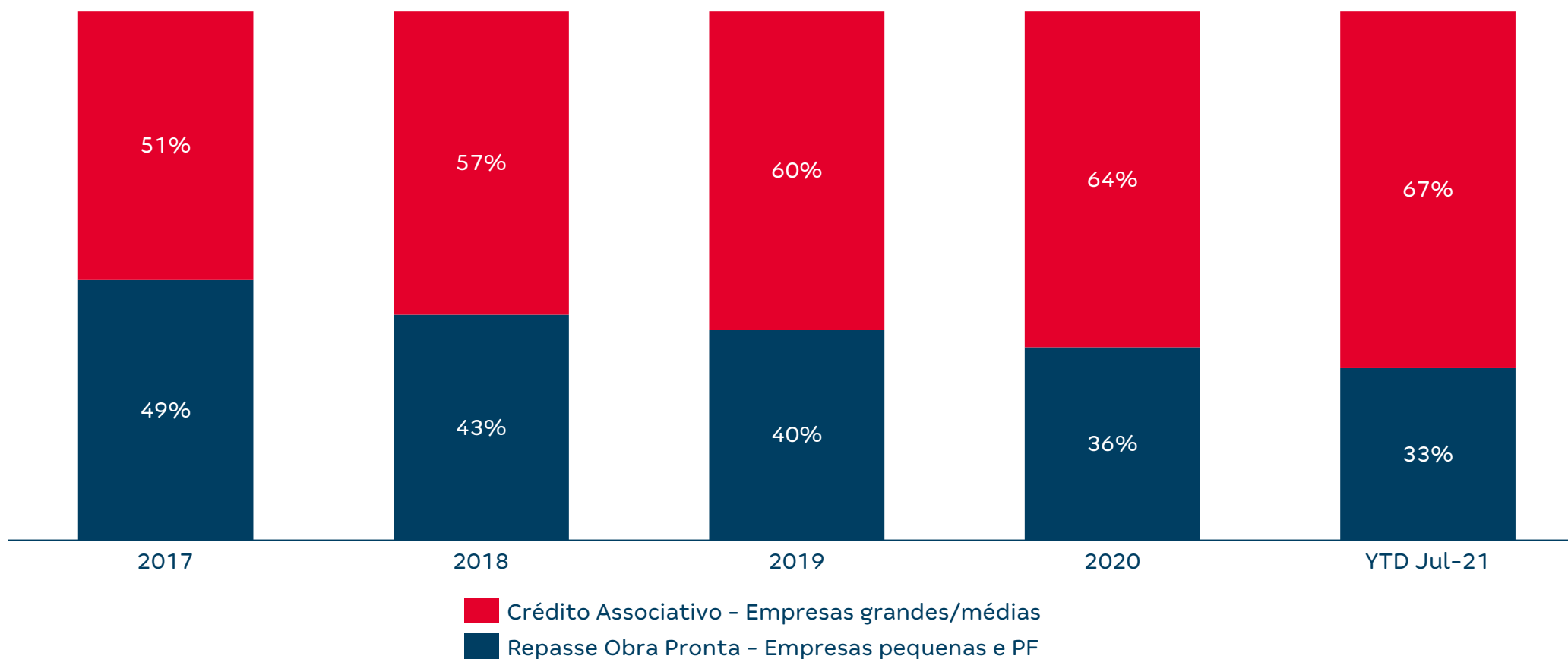


Lucro Líquido (R\$ milhões)





Aplicação dos Recursos FGTS¹ (%)

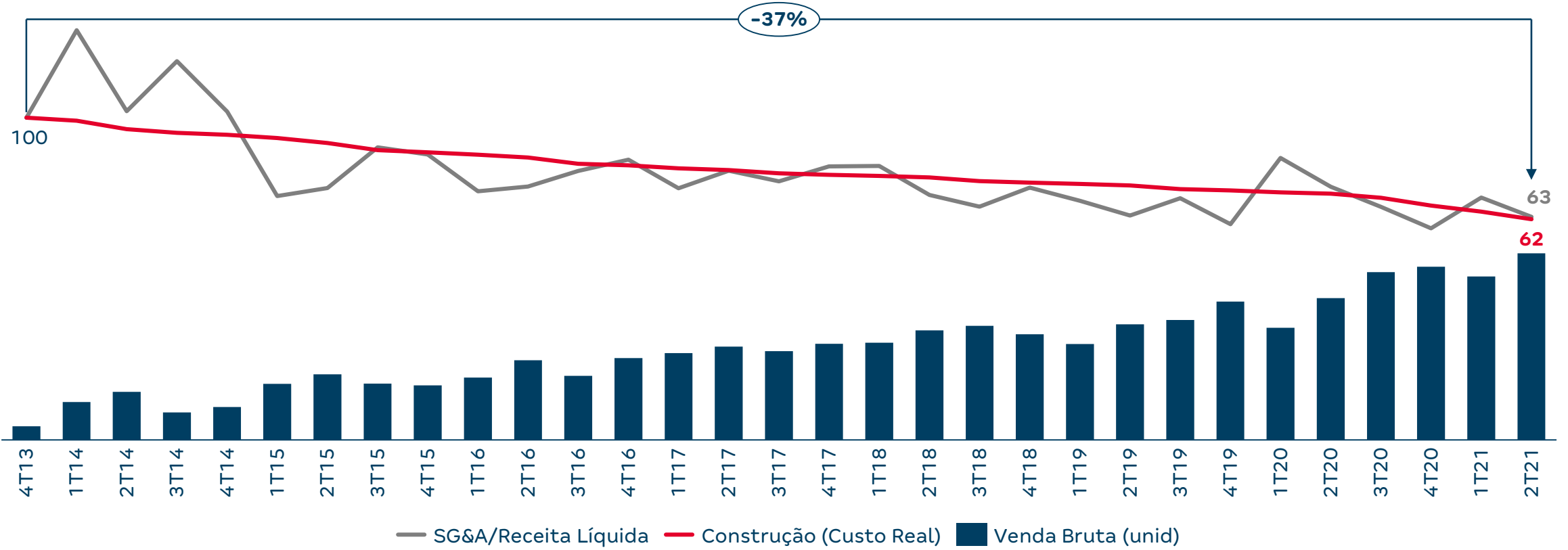


1) Dados FGTS: Proporção do Valor de Empréstimo (R\$) entre os programas Apoio à Produção e Carta de Crédito Individual

A eficiência operacional é marca do nosso modelo de negócios, que se ancora em **ganhos de escala**, transformando-se em **menor SG&A e custos de obra**. A manutenção desta trajetória induzirá a maiores concentrações e barreiras de entrada

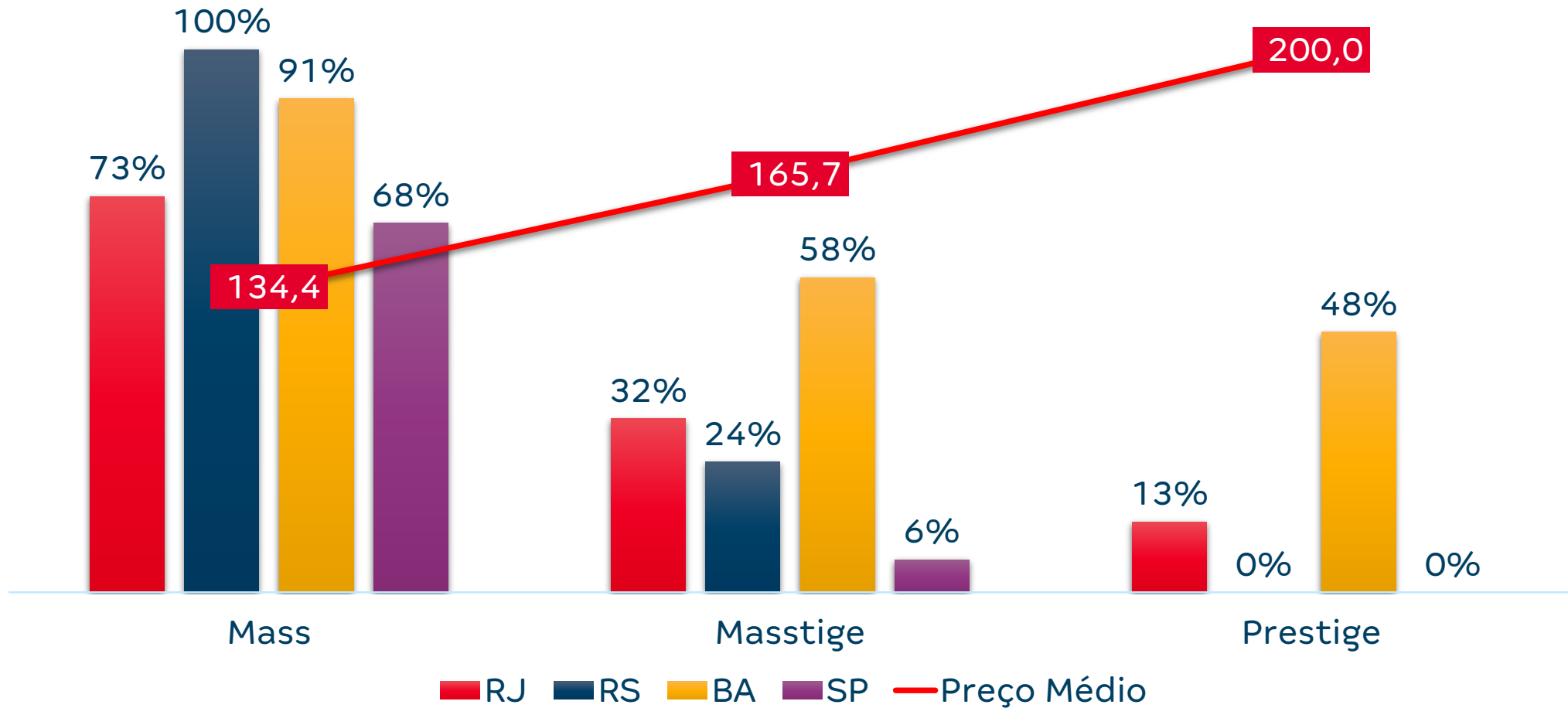


Custo Construção e SG&A/Receita (Base 100)
Vendas Brutas (unid)





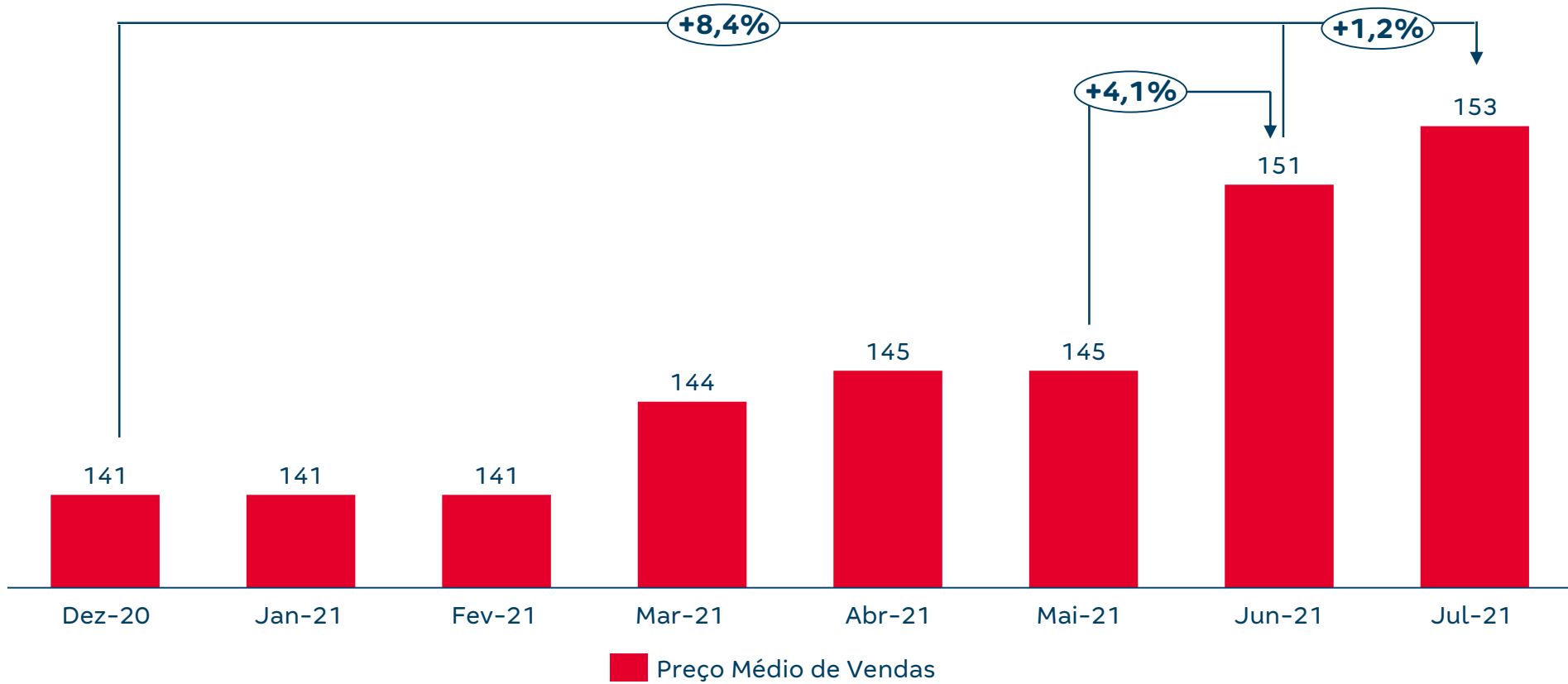
Market Share nas regiões metropolitanas por segmentação de preço



A dominância no nosso segmento de atuação tem permitido aumentos de preço recentes **sem perder velocidade de vendas**, aumentando a confiança na estabilização dos retornos após o período de alta inflação de custos



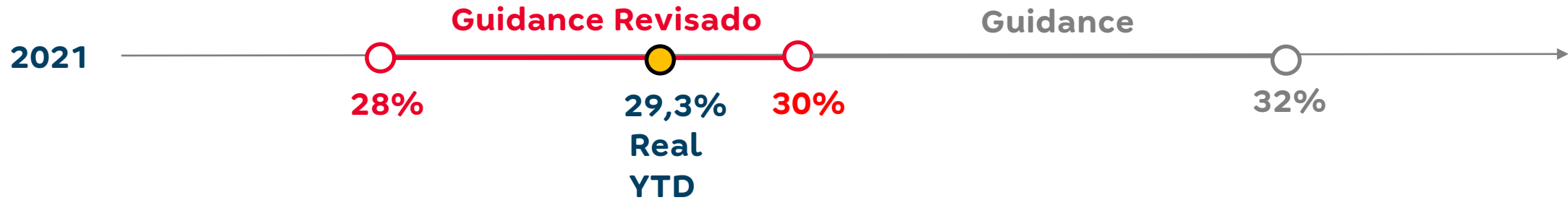
Preço Médio Vendas Brutas 2021 (R\$ mil)



Neste momento de transição de recomposição de margens, estamos **revisando o guidance 2021 de margem bruta ajustada e vendas líquidas**, entregando velocidade de vendas superior ao planejado e margens inferiores



Margem Bruta Ajustada (%)



Vendas Líquidas (R\$ milhões)





Novas Notícias

Webcast de
Resultados 2T21

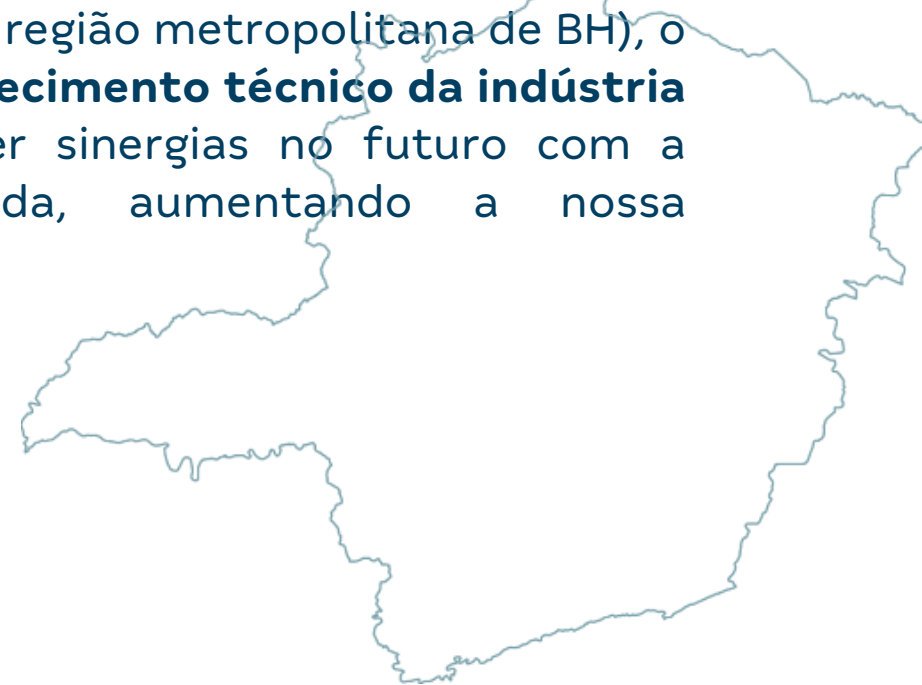


André Massote

Diretor de Minas Gerais

O **novo Diretor André Massote** chega para liderar esse projeto.

Com **mais de 12 anos de experiência no setor e no mercado de Minas e tendo atuado nos últimos anos como CEO da Precon Engenharia** (empresa de pré-fabricado de concreto que se tornou a maior incorporadora de região metropolitana de BH), o executivo também traz um **conhecimento técnico da indústria do pré-fabricado** que pode ter sinergias no futuro com a estratégia Off-Site da Tenda, aumentando a nossa industrialização construtiva.



**Alea**

Divulgamos oficialmente a **marca Alea** para nosso projeto de Off-Site em Woodframe. Esse nome faz uma alusão ao conceito de alamedas e azaleias que se conectam a uma praça central criando um senso de comunidade dos moradores;



Aprovamos dois projetos e lançamos outros dois empreendimentos no modelo crédito associativo (repassa na planta);

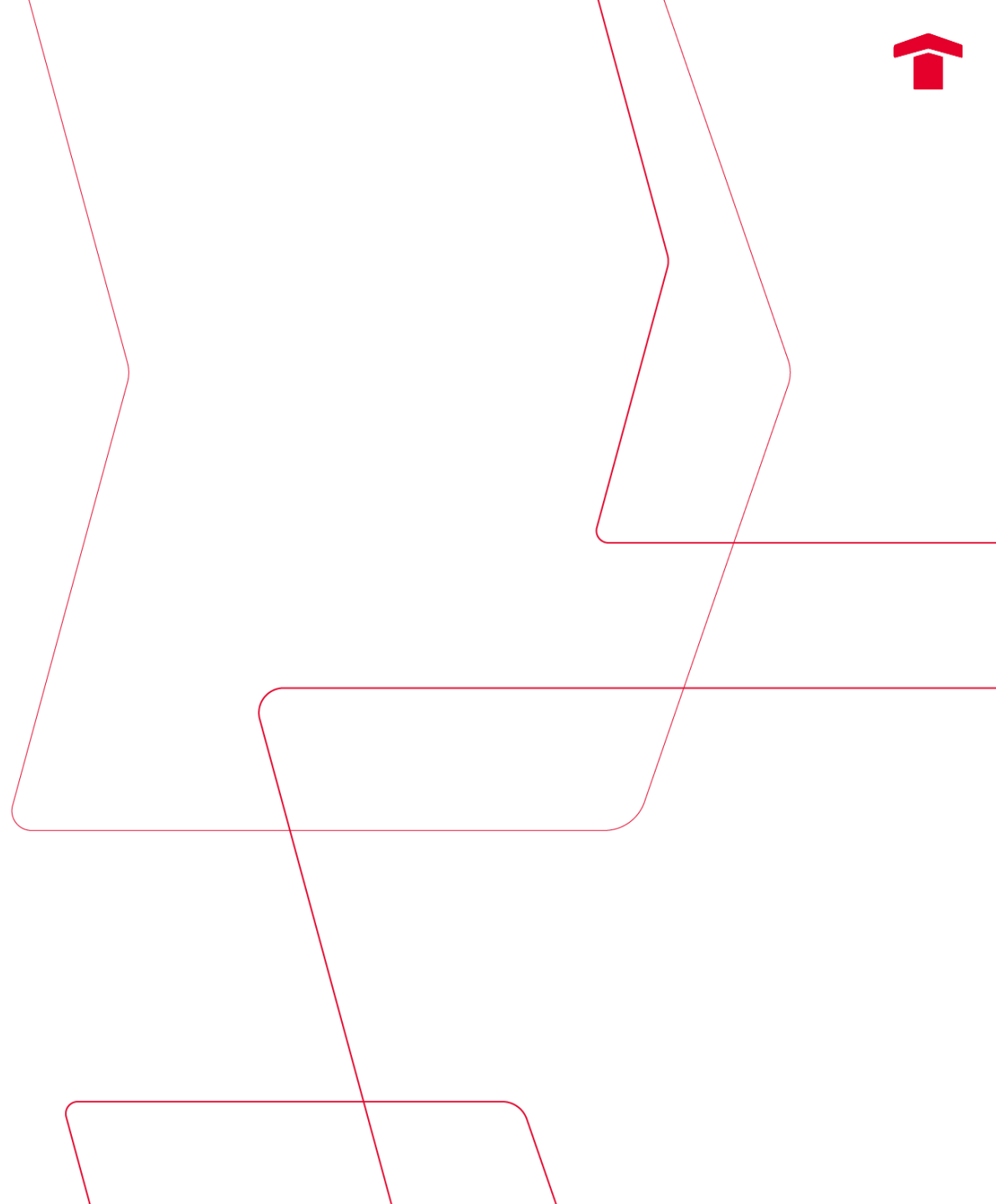


O processo de montagem da fábrica está ocorrendo conforme o previsto com **conclusão esperada para o 4T21**;







Q&A






Webcast de
Resultados 2T21











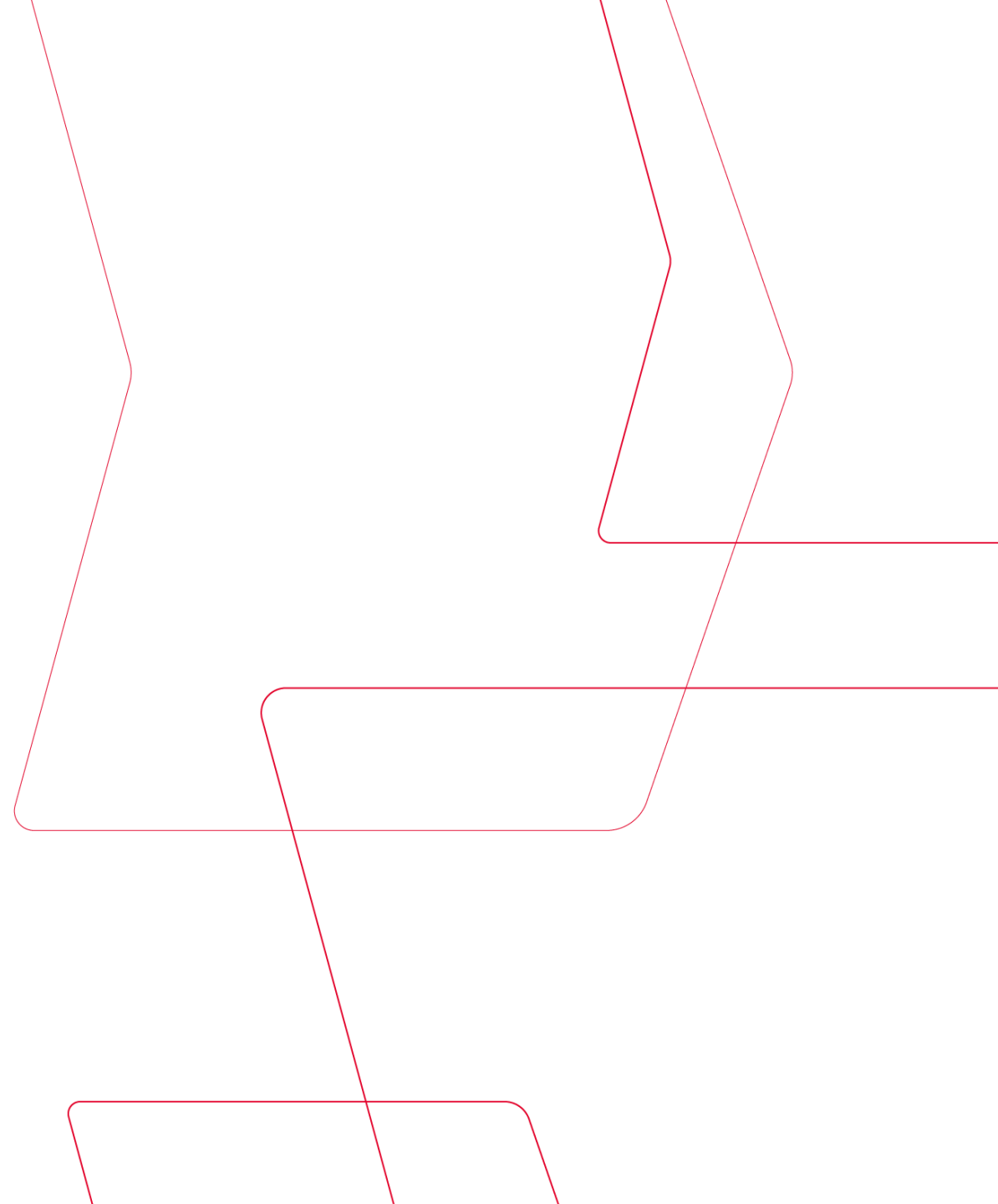
Participants (2)

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

Unmute Me





2Q21 Results Webcast

August 6, 2021

This event will start at:
11:30 am BRT



Rodrigo Osmo
(CEO)



Renan Sanches
(CFO)



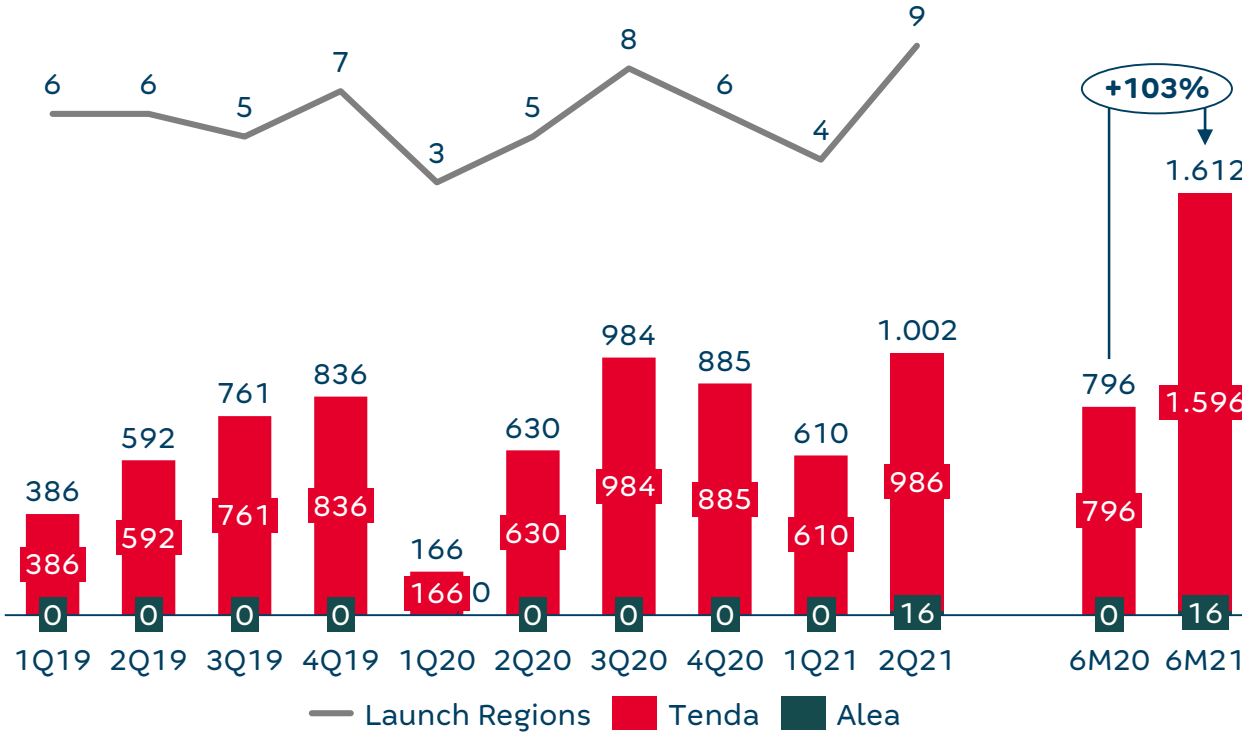
Results

2Q21 Results Webcast

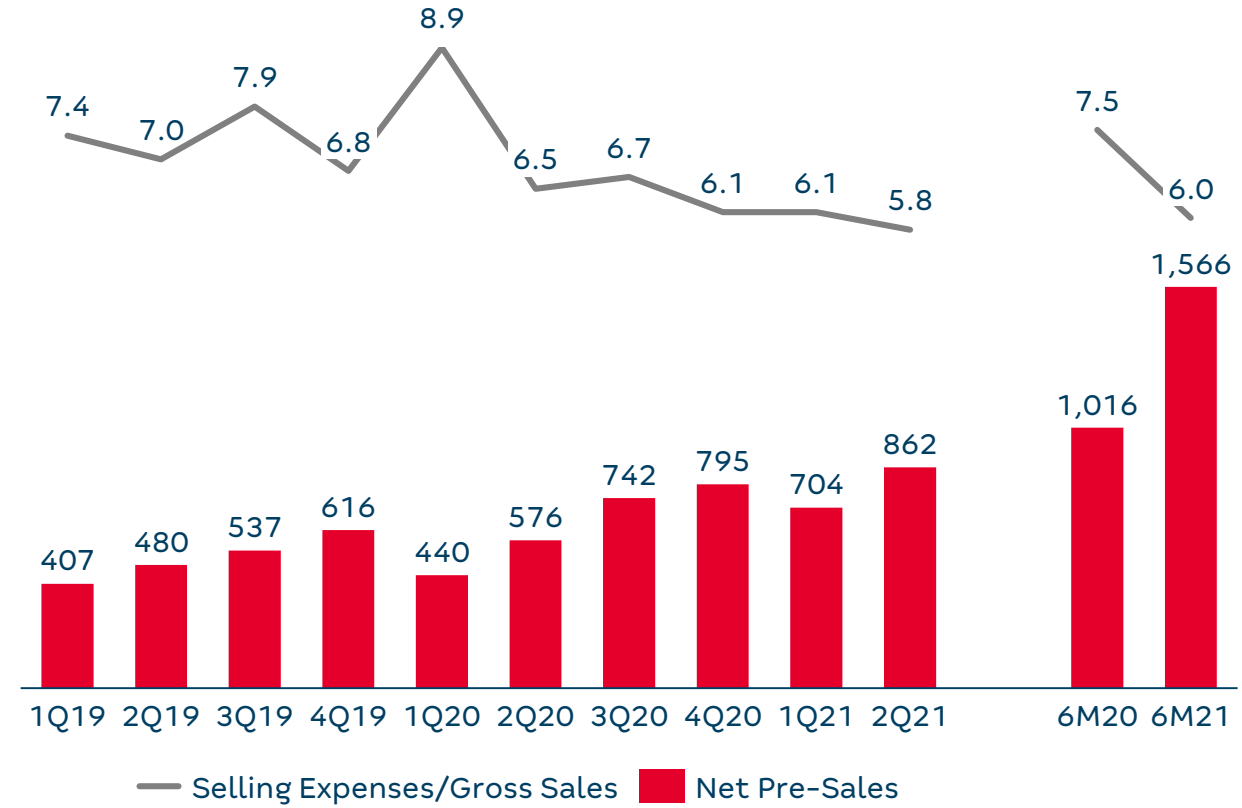
Solid operating result maintaining a **better selling expenses/gross sales ratio**, mainly driven by the digital transformation and Tenda's dominance in lower incomes given the lack of competition



Launches (PSV, R\$ million) and Regions (Quantity)

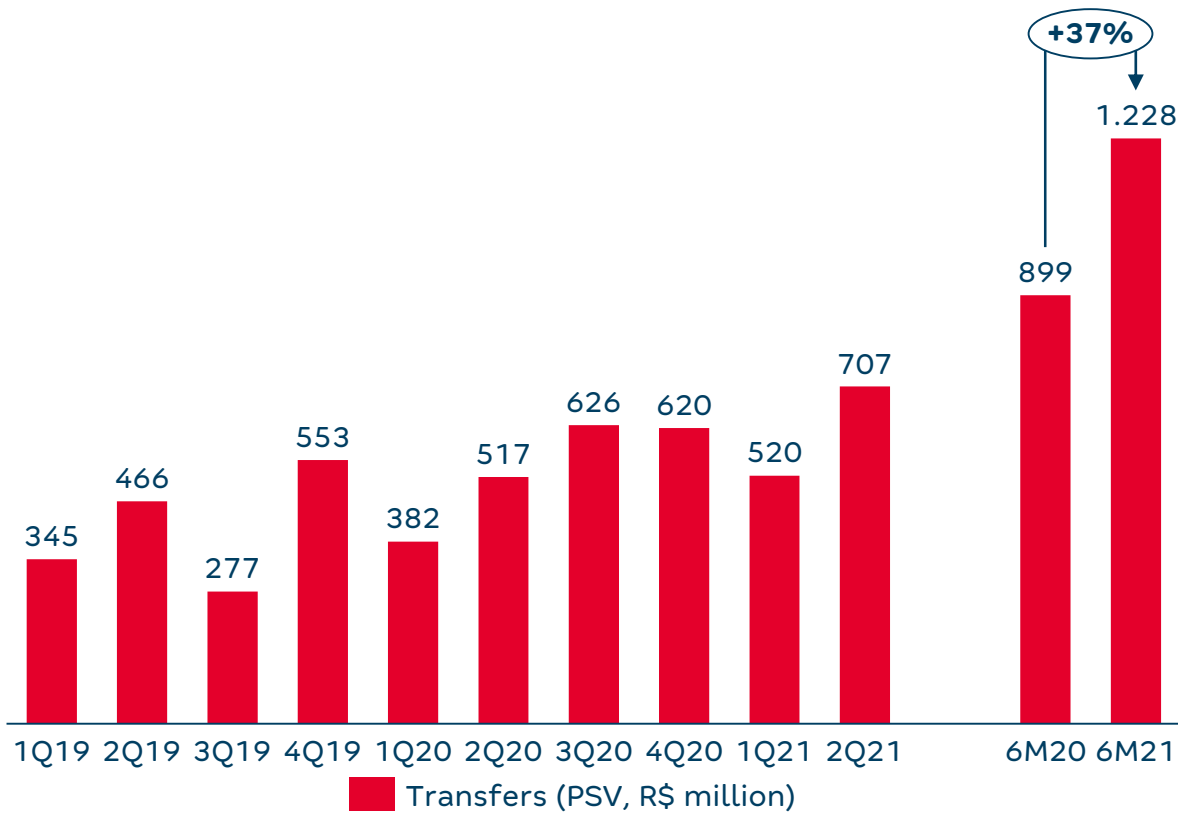


Net Pre-Sales (PSV, R\$ million) e Selling Expenses/Gross Sales (%)

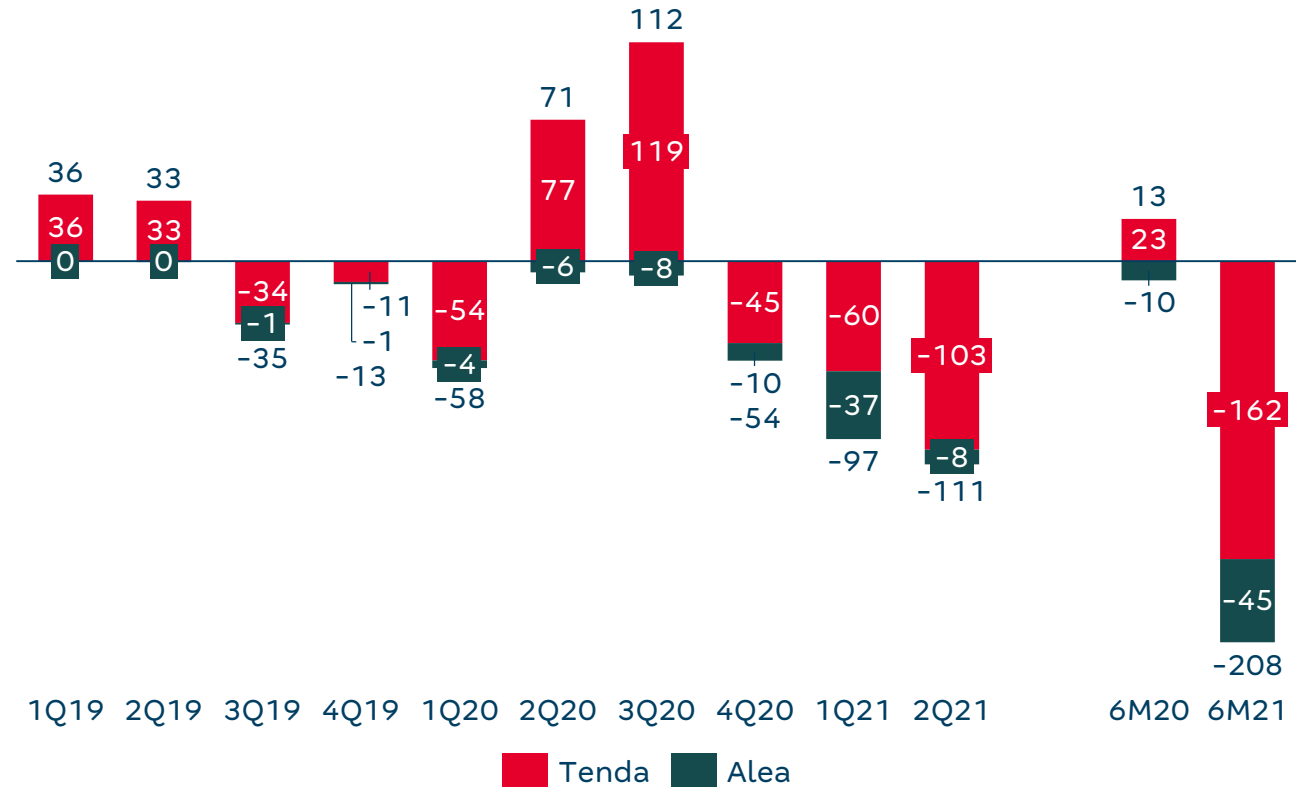




Transfers (PSV, R\$ million)



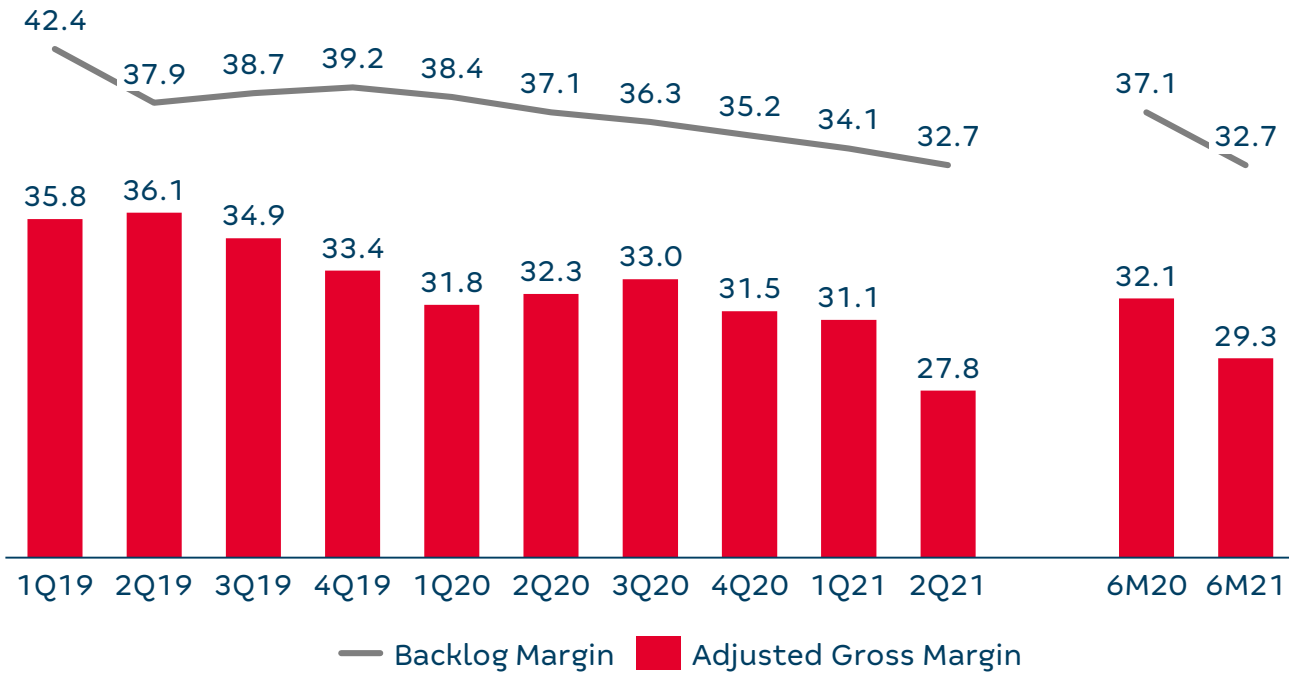
Operating Cash Flow (PSV, R\$ million)



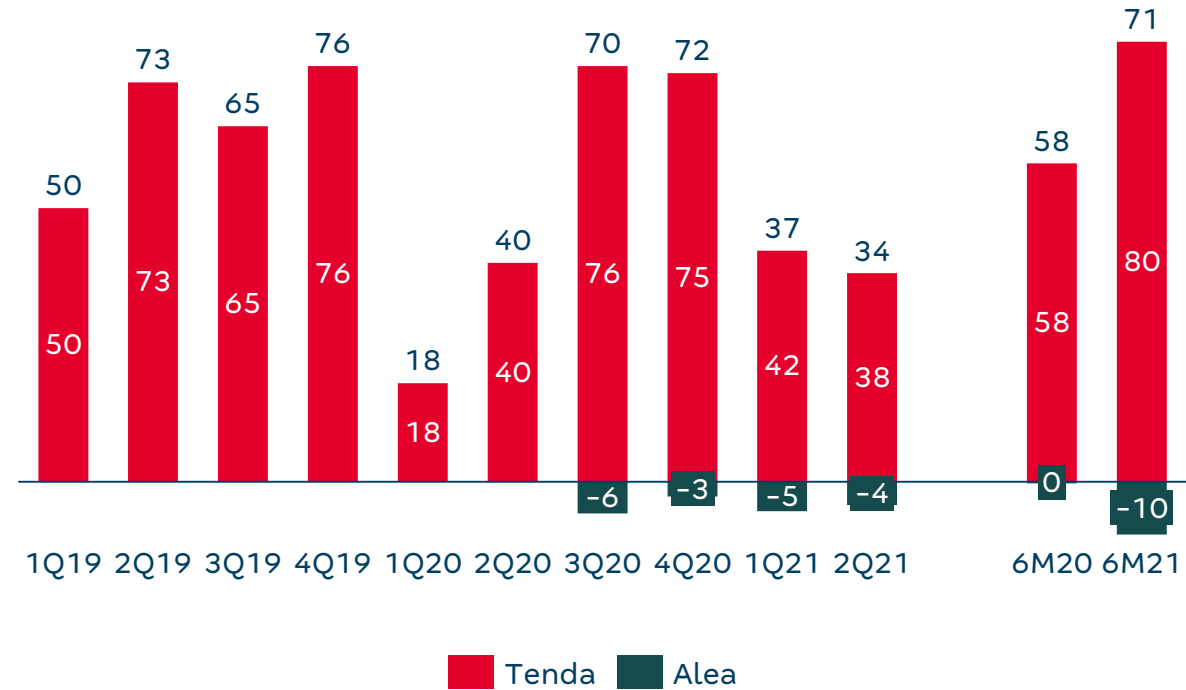
Higher-than-expected raw material pressure strongly impacted the second quarter's adjusted gross margin. Expectation of increases in construction raw material prices in the coming months maintains the short-term margin instability



Margin (%)



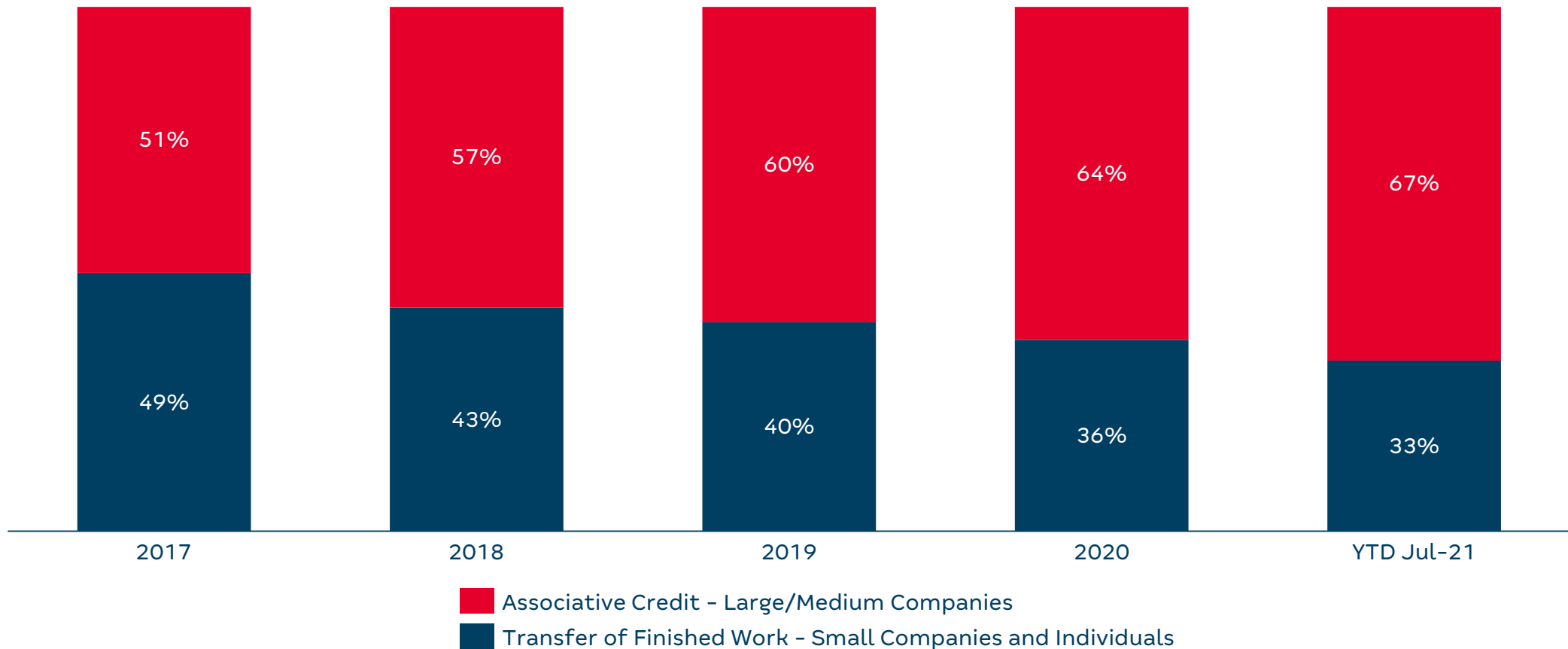
Net Income (R\$ million)



Housing programs show increasing concentration in more structured companies over the years. This behavior shows that operational efficiency is an increasingly relevant entry barrier for the segment



Application of FGTS Resources¹ (%)

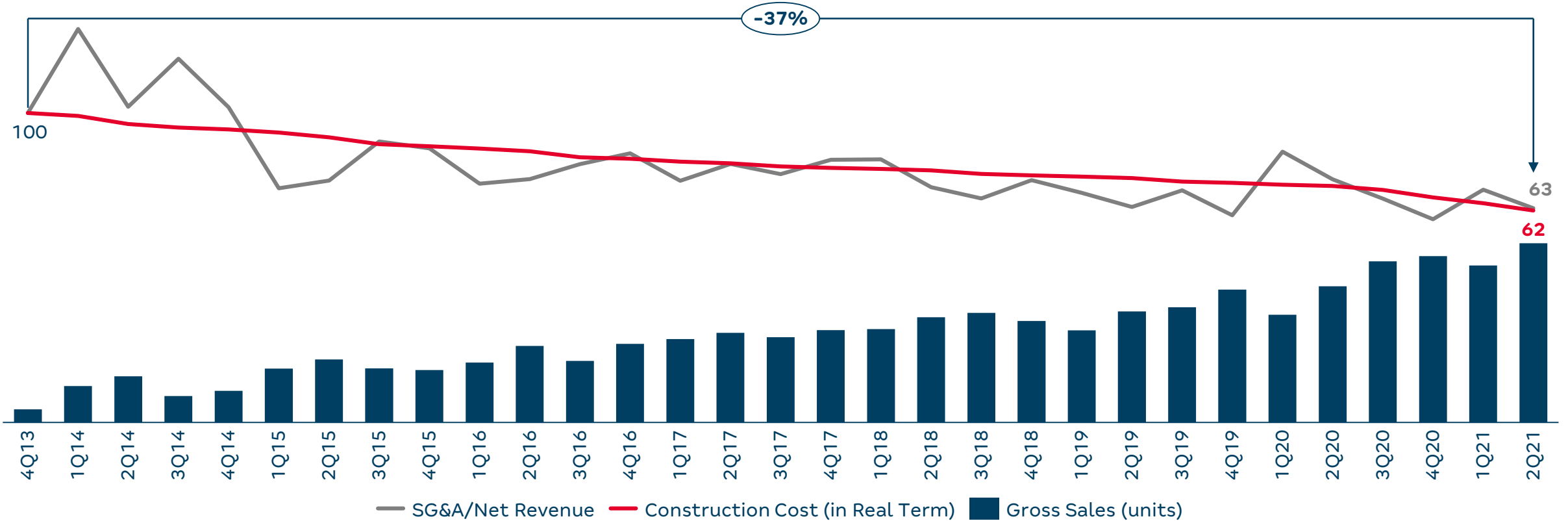


1) FGTS data: Loan Amount Ratio (R\$) among the Production Support and Individual Letter of Credit programs

Leadership has allowed Tenda to **gain scale** that translated into **lower SG&A and construction costs**. Maintaining this trajectory will help stabilize margins



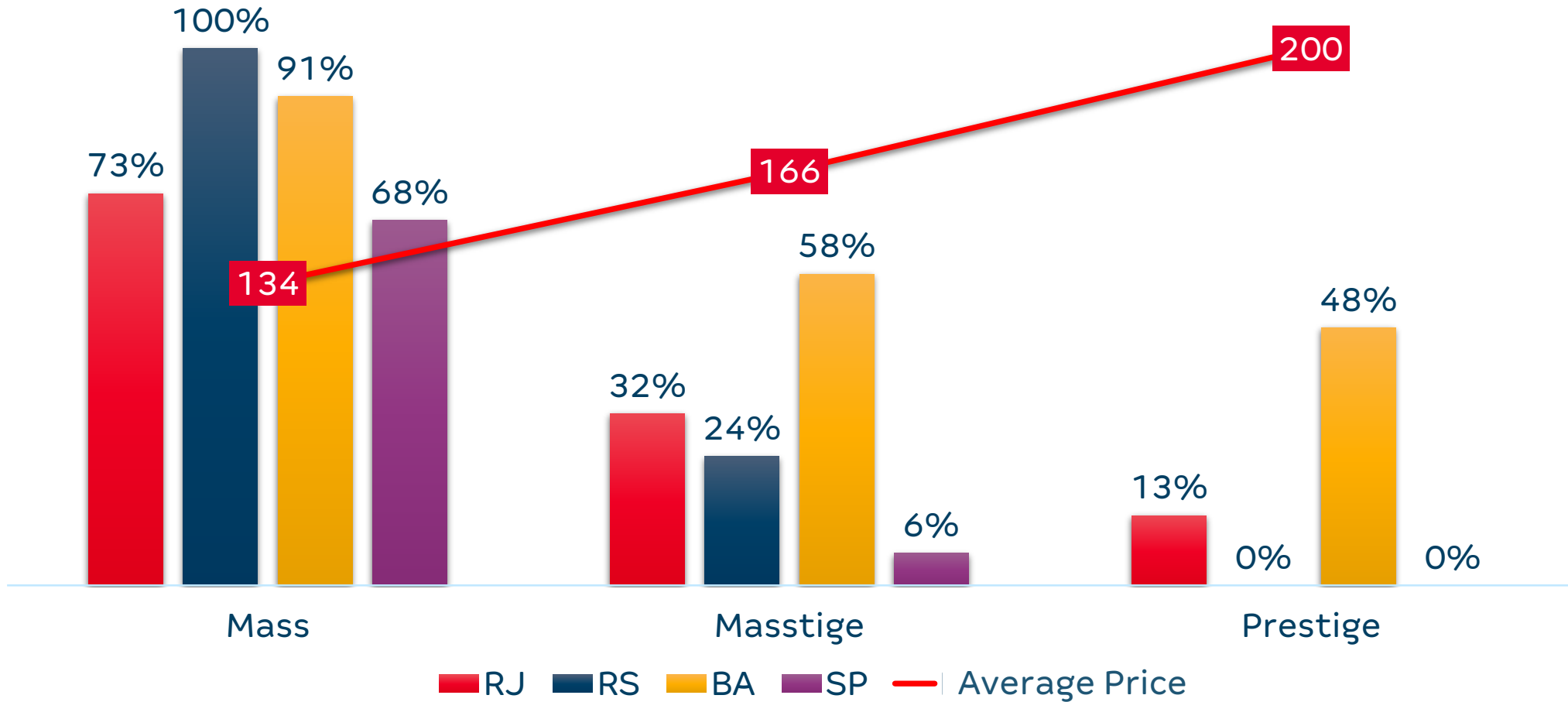
Construction Cost and SG&A/Revenue (Base 100)
Gross Sales (unit)



Breaking the CVA market into 3 price segments in our main regions, **our absolute leadership in the low-income markets (Mass) is evident.** This dominance reinforces the company's ability to continue dictating prices, aiming at rebalancing margins given the new cost levels



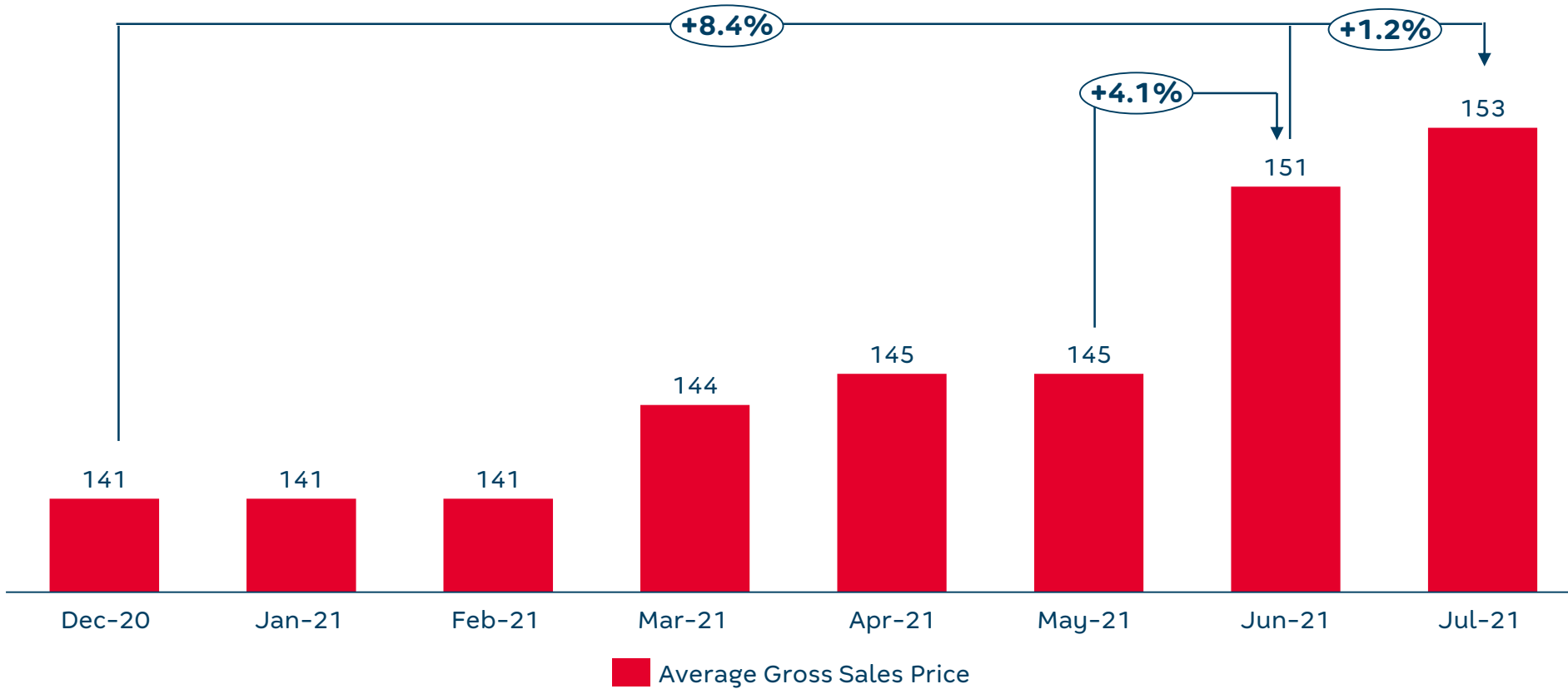
Market Share in metropolitan regions by price segment



Absolute leadership in the segment has also allowed for recent **price increases without losing sales speed**, increasing confidence in the stabilization of returns after the period of high-cost inflation



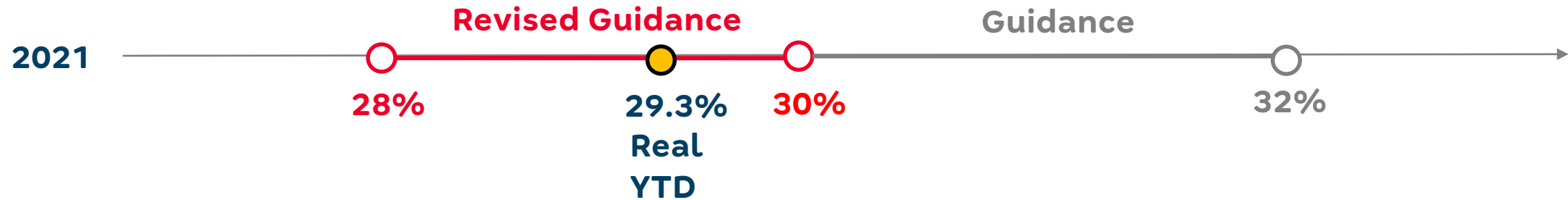
Average Gross Sales Price 2021 (R\$ thousand)



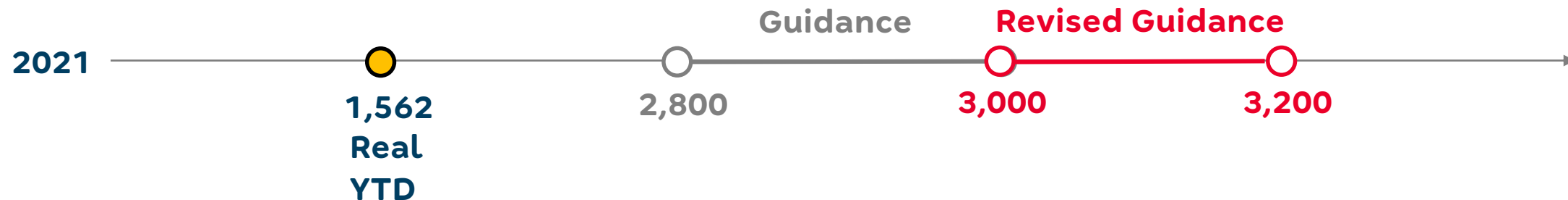
At this time of transition of margin recovery, we are **revising the 2021 guidance** for adjusted gross margin and net sales, delivering higher than planned sales speed and lower margins



Adjusted Gross Margin (%)



Net Sales (R\$ million)





Latest News

2Q21 Results Webcast



André Massote

Minas Gerais Director

The **new Director André Massote** arrives to lead this project.

With **more than 12 years of experience in the sector and in the Minas market and having served in recent years as CEO of Precon Engenharia** (precast concrete company that became the largest developer in the metropolitan region of Belo Horizonte), the executive also brings a **technical knowledge of the precast industry**, which can bring future synergies in alignment with Tenda's off-site strategy, increasing our constructive industrialization.





Alea

This quarter we officially disclosed the off-site brand called **Alea**. This name alludes to the concept of boulevards and azaleas that connect to a central square, creating a sense of belonging among gated community residents;



We **approved two projects** and **launched two other projects** in the associative credit model (transfer to the plant);



The factory's assembly process **is being developed as planned** and completion is expected for 4Q21.



Q&A

2Q21 Results Webcast

