



# Webcast de Resultados 4T22

10/03/2023

O evento começará às 10:00 am BRT



## Rodrigo Osmo

Diretor-Presidente (CEO)



## Luiz Mauricio Garcia

Diretor Executivo de Finanças  
e Relações com Investidores (CFO)



# Destiques 4T22

Luiz Mauricio Garcia

DRI e CFO



- **Minha Casa Minha Vida:**

- Prioridade ao atendimento da Faixa 1 - Renda bruta familiar mensal até R\$ 2.640;
- Meta contratar 2 milhões de obras até 2026;
- Mais de 60% das vendas da Tenda para famílias de até R\$ 2.640.

- **Operações referentes à venda de carteiras pró-soluto - Kinea:**

- 2 operações de "CRI" -1ª e 2ª séries da 122ª emissão e da 142ª emissão, em conjunto;
- Emissão - True Securitizadora S.A;
- Valor bruto das Ofertas - R\$ 160 milhões;
- Valor líquido das Ofertas – aproximadamente R\$ 132 milhões.



## Destques Operacionais

- Lançamento de 12 empreendimentos considerando Tenda e Alea, com preço médio de R\$ 199,4 mil por unidade;
- VSO bruta de 29,4%, aumento de 4,8 p.p. em relação ao 3T22, com incremento no preço médio de vendas que contabilizou R\$189,0 mil;
- Vendas líquidas totalizaram R\$ 673,7 milhões, sendo R\$ 657,0 milhões da marca Tenda, aumento de 34,3% em relação ao 3T22;
- VSO Líquido de 25,6%, aumento de 4,5 p.p. em relação ao 3T22, sendo Tenda de 25,5%.
- 4.655 unidades entregues, aumento de 91,2% em comparação ao 3T22.

## Destques Financeiros

- Receita líquida de R\$ 631,1 milhões no 4T22, aumento de 22,0% em relação ao 4T21;
- Margem bruta ajustada de 13,1% no 4T22, aumento de 7,5 p.p. em comparação com o 3T22;
- Geração de caixa operacional de R\$ 17,4 milhões no 4T22.



### Lançamentos Tenda



#### CONDESSA DA PENHA – SP

- Lançamento: Dez/22
- 611 Unidades Lançadas
- Faixa 2
- VGV – R\$123,3 milhões
- PMV R\$ 201,8 mil

#### BOSQUE SALVADOR NORTE – BA

- Lançamento: Dez/22
- 533 Unidades Lançadas
- Faixa 2
- VGV – R\$107,9 milhões
- PMV R\$ 202,5 mil



### Lançamentos Alea



#### BOITUVA – SP

- Lançamento: Dez/22
- 199 Unidades Lançadas
- Faixa 2
- VGV – R\$34,5 milhões
- PMV R\$ 173,6 mil

#### CERQUILHO – SP

- Lançamento: Out/22
- 100 Unidades Lançadas
- Faixa 2
- VGV – R\$15,2 milhões
- PMV R\$ 152,4 mil

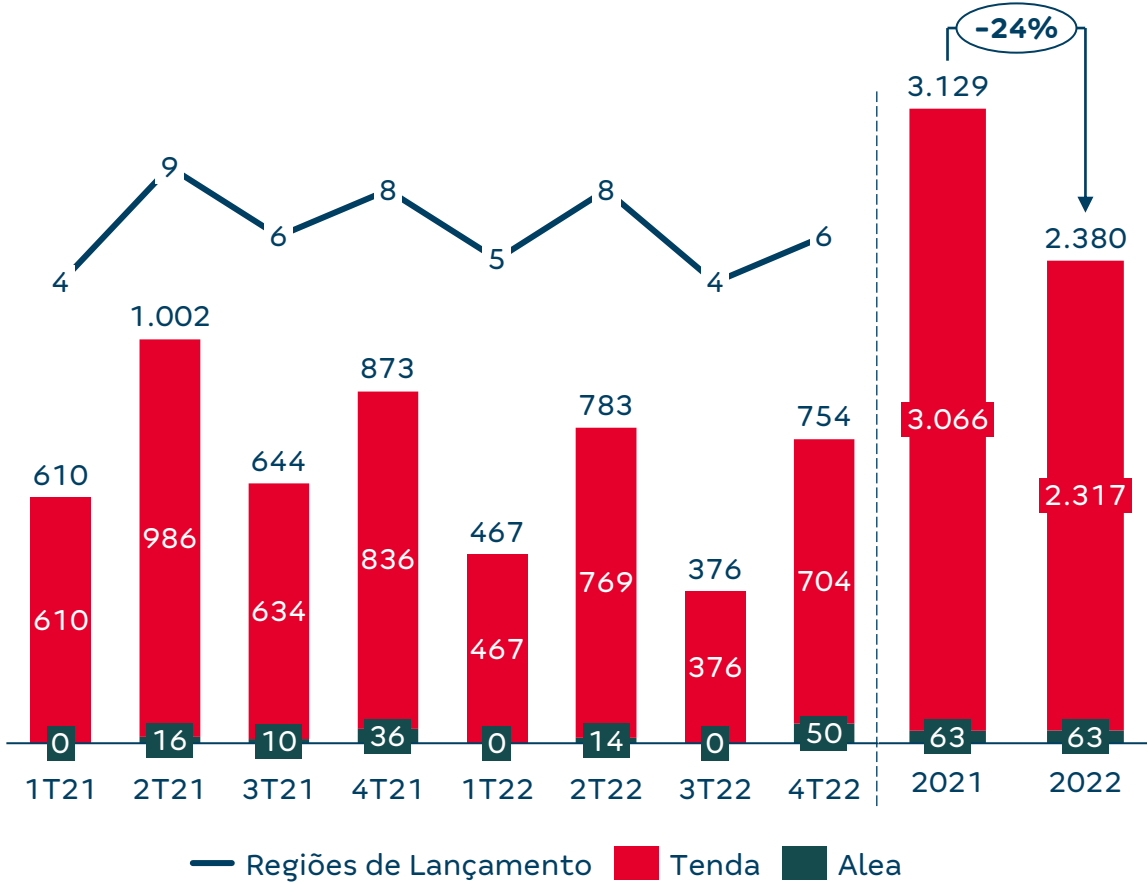




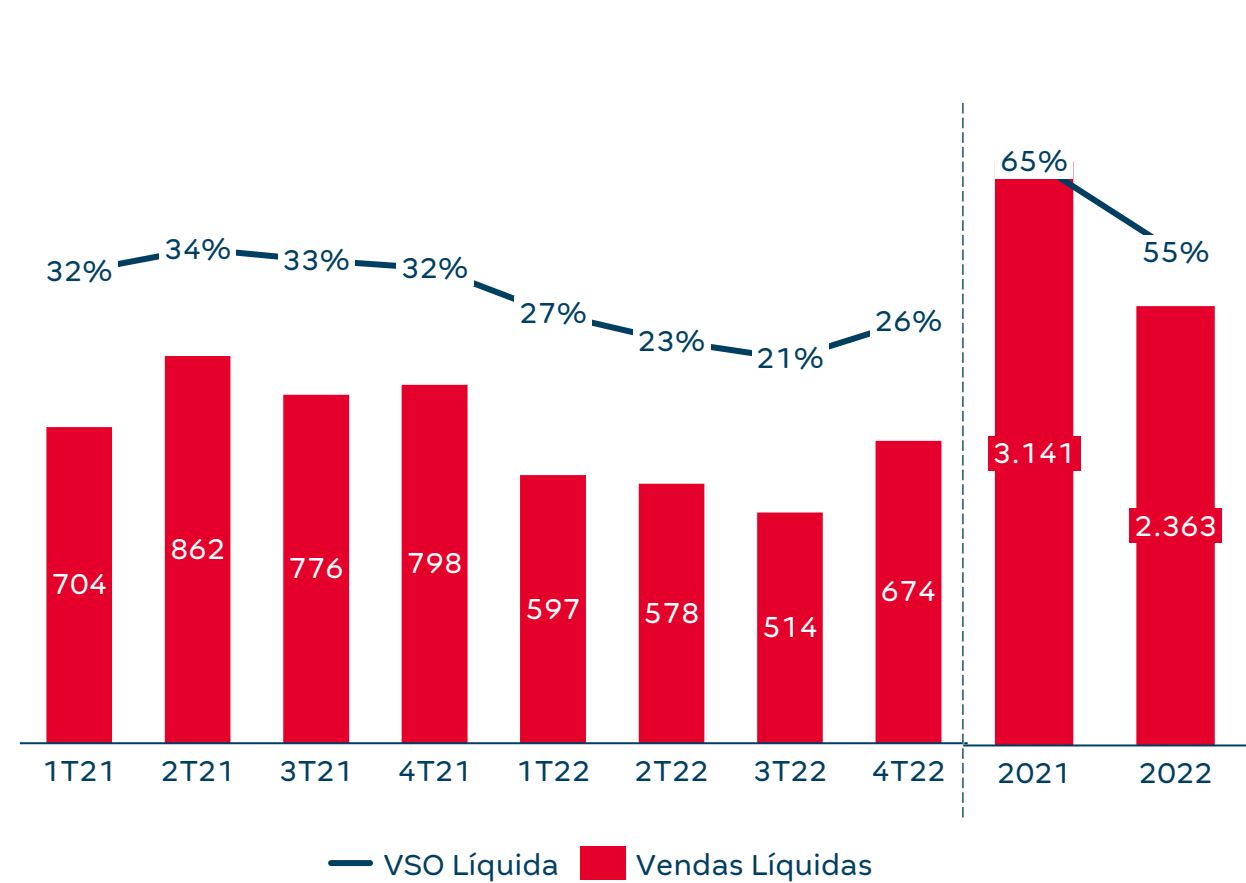
# Destiques Operacionais



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



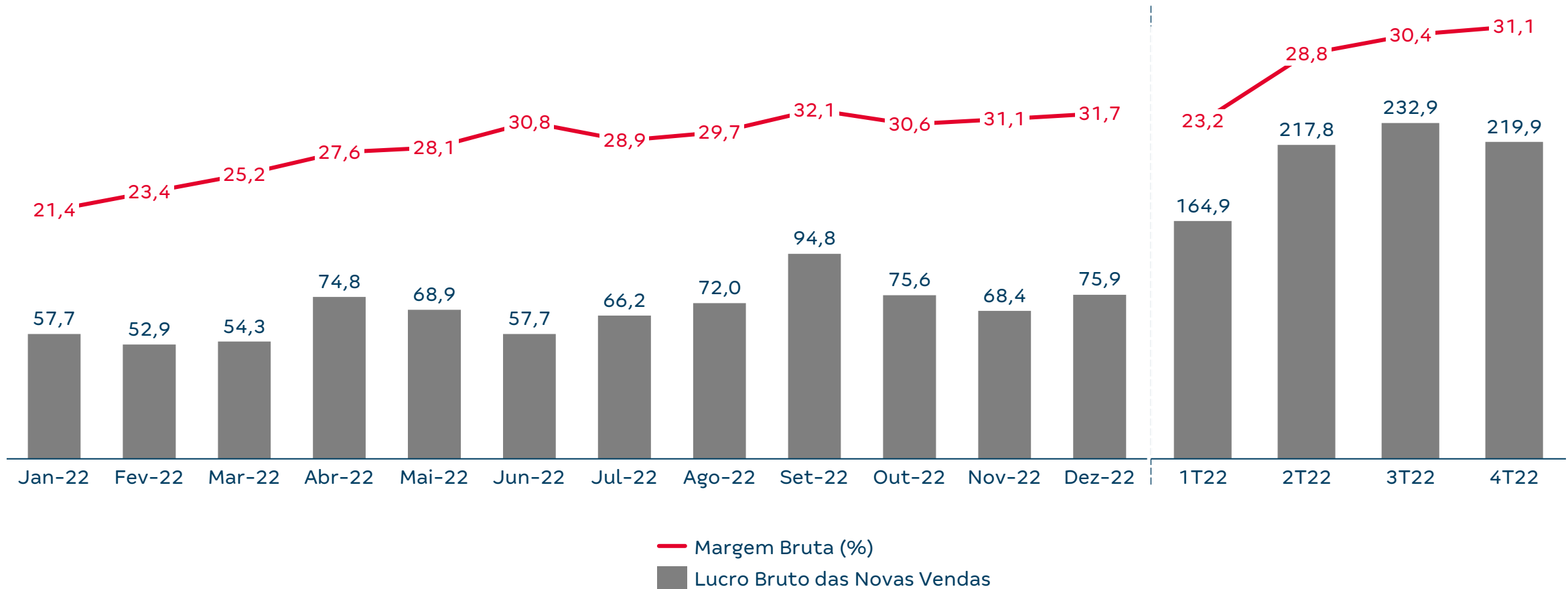
**Vendas Líquidas (VGV, R\$ milhões)  
e VSO Líquida (%)**





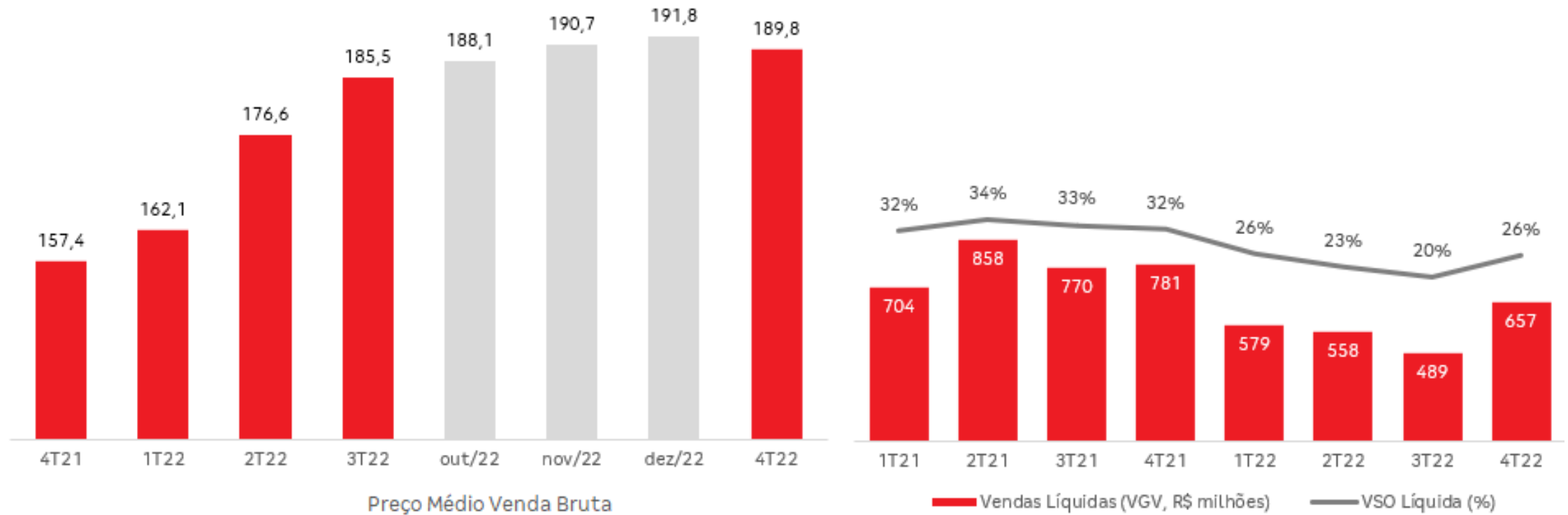


**Evolução Margem Bruta Novas Vendas (%) e Lucro Bruto Novas Vendas (R\$ Milhões)**



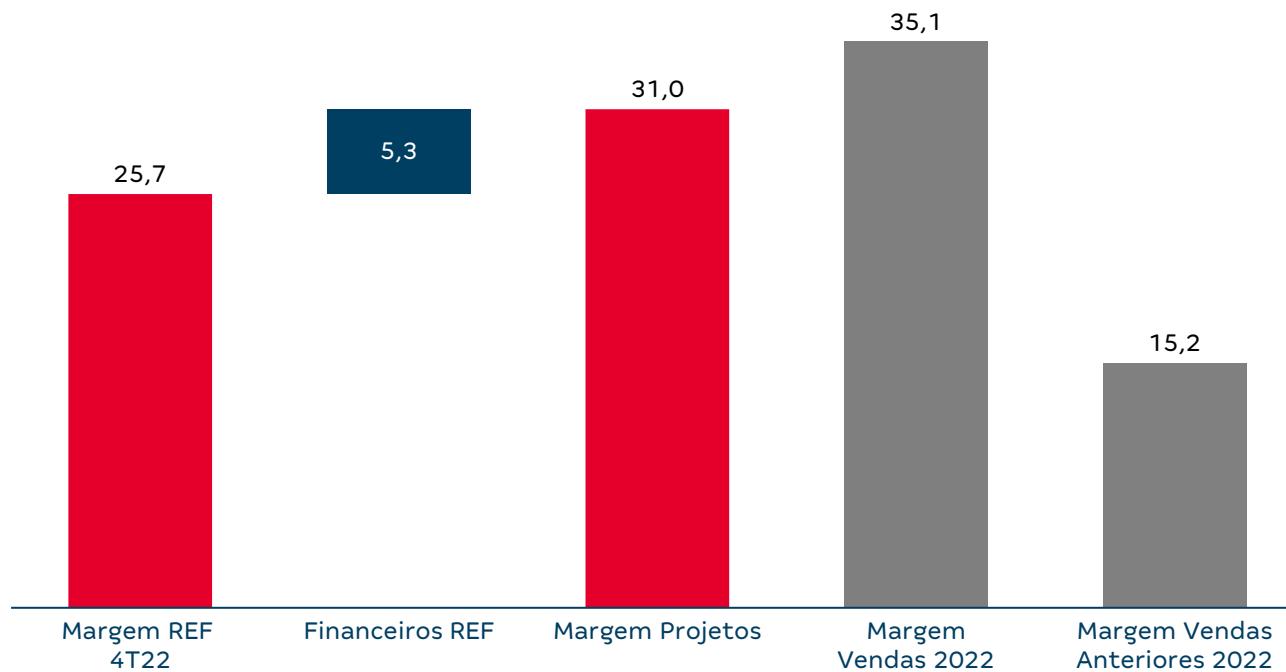


Evolução de Preço x Vendas Líquidas (VGV, R\$ milhões) e VSO Líquida (%)





## Margem REF 4T22 (%)

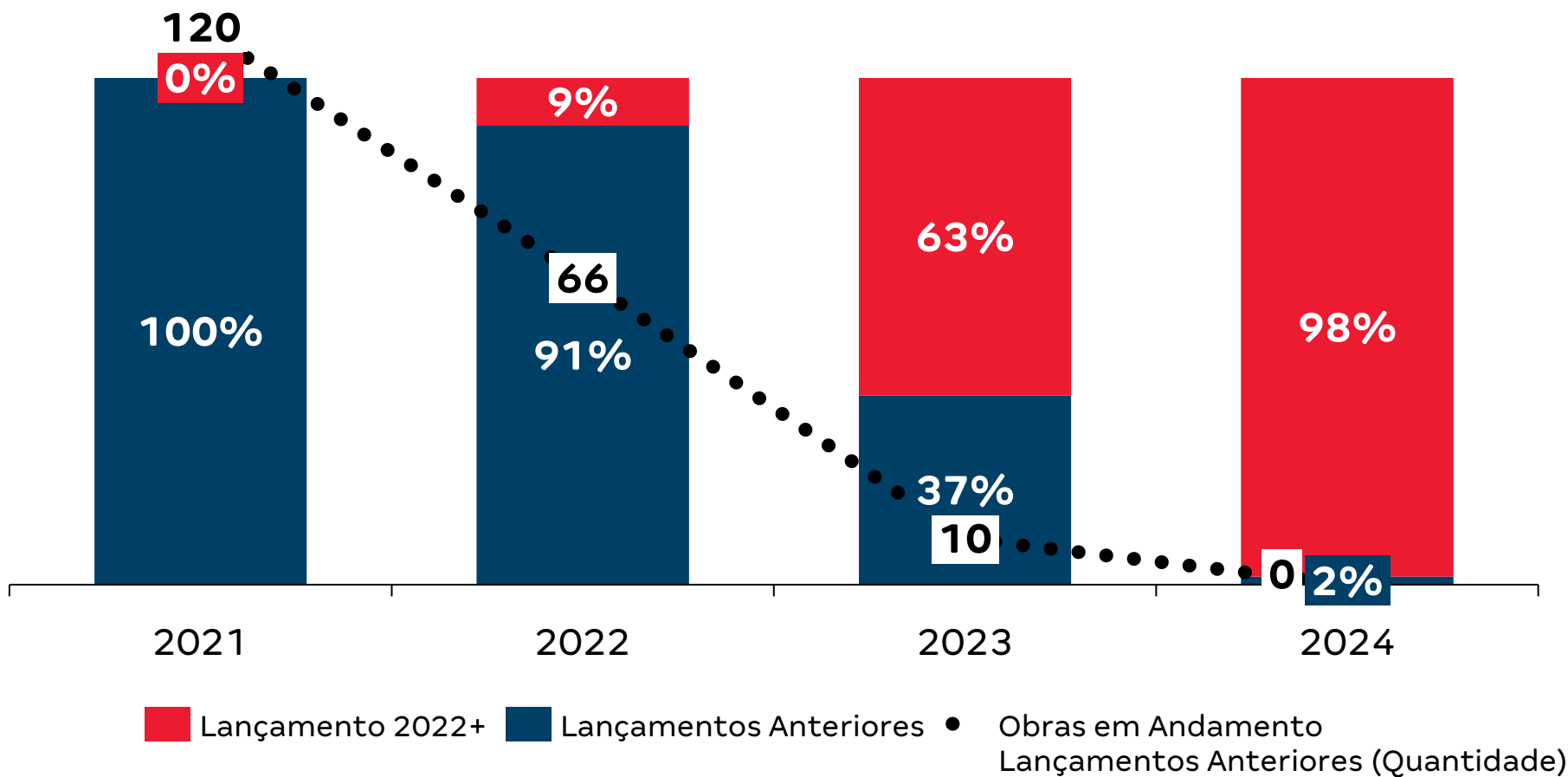




# Destques Financeiros

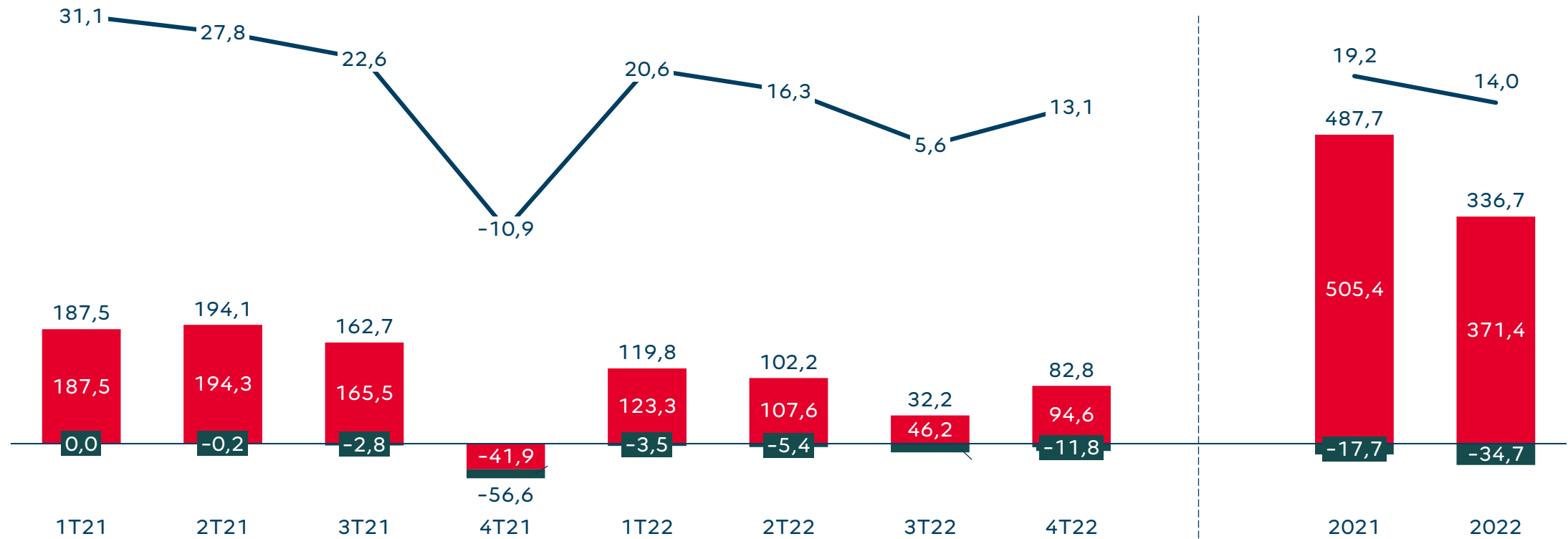


Composição da Receita DRE





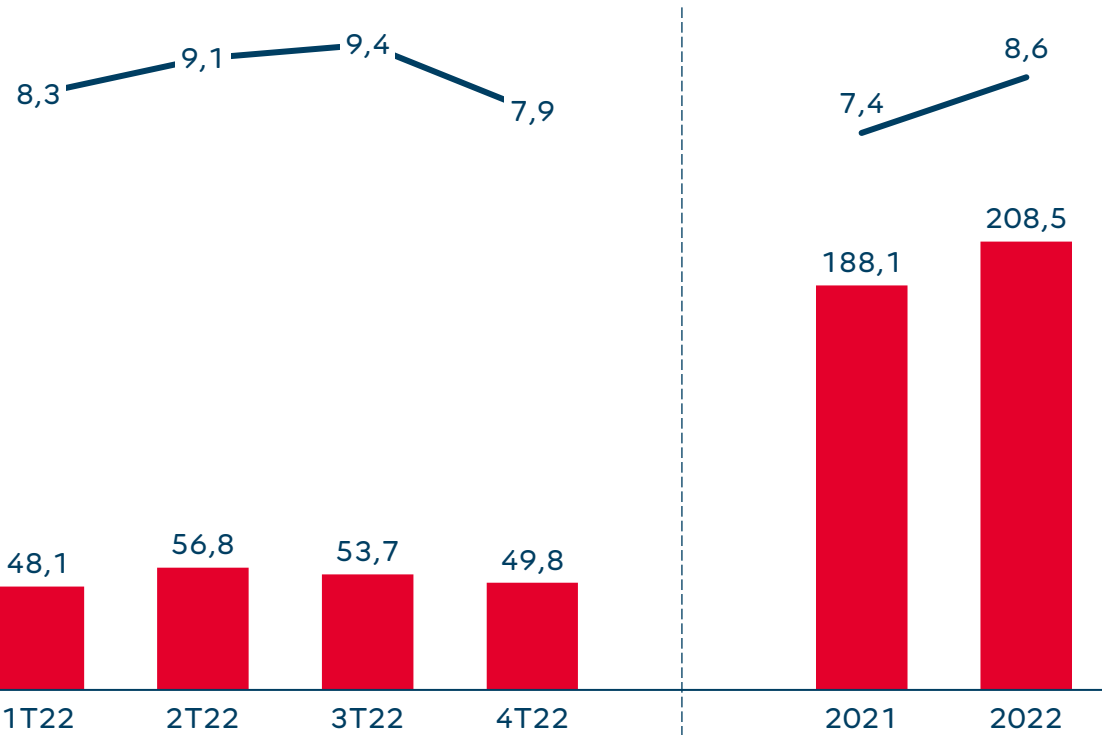
Lucro Bruto Ajustado e Margem Bruta Ajustada  
(R\$ milhões) e %



— Margem Bruta Ajustada (%) ■ Tenda ■ Alea

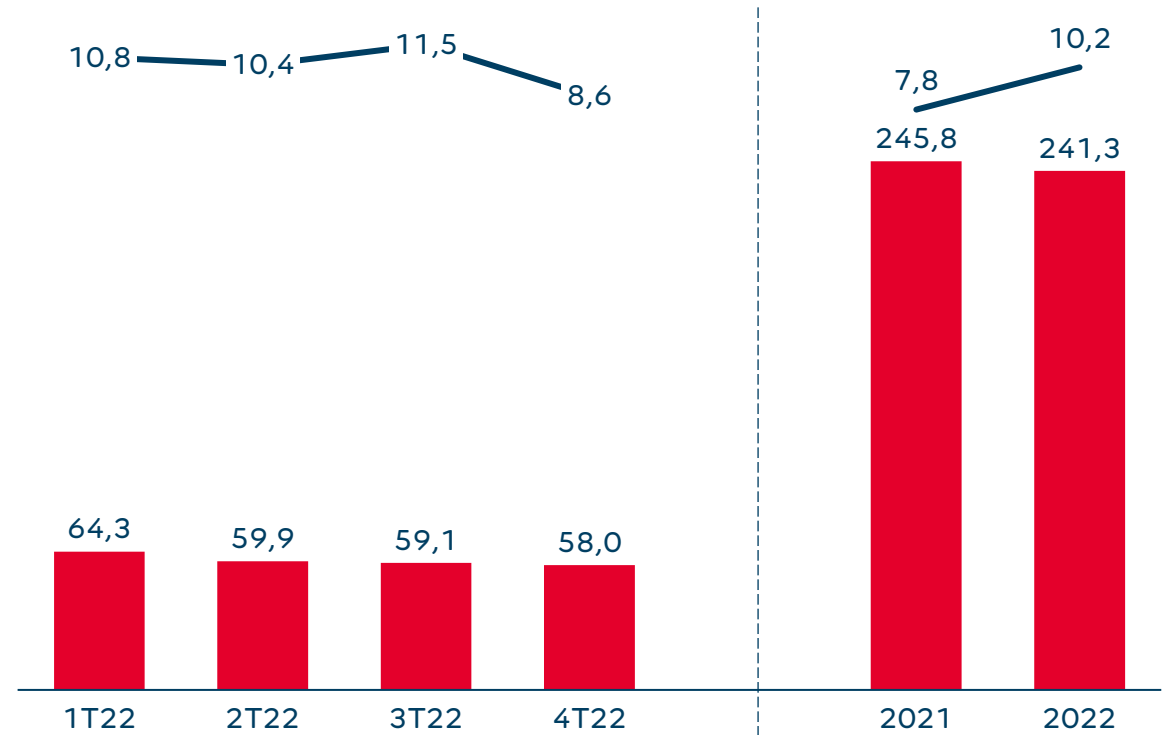


### Despesas Gerais e Administrativas (G&A) (R\$ milhões)



— G&A / Receita Líquida (%)  
■ G&A

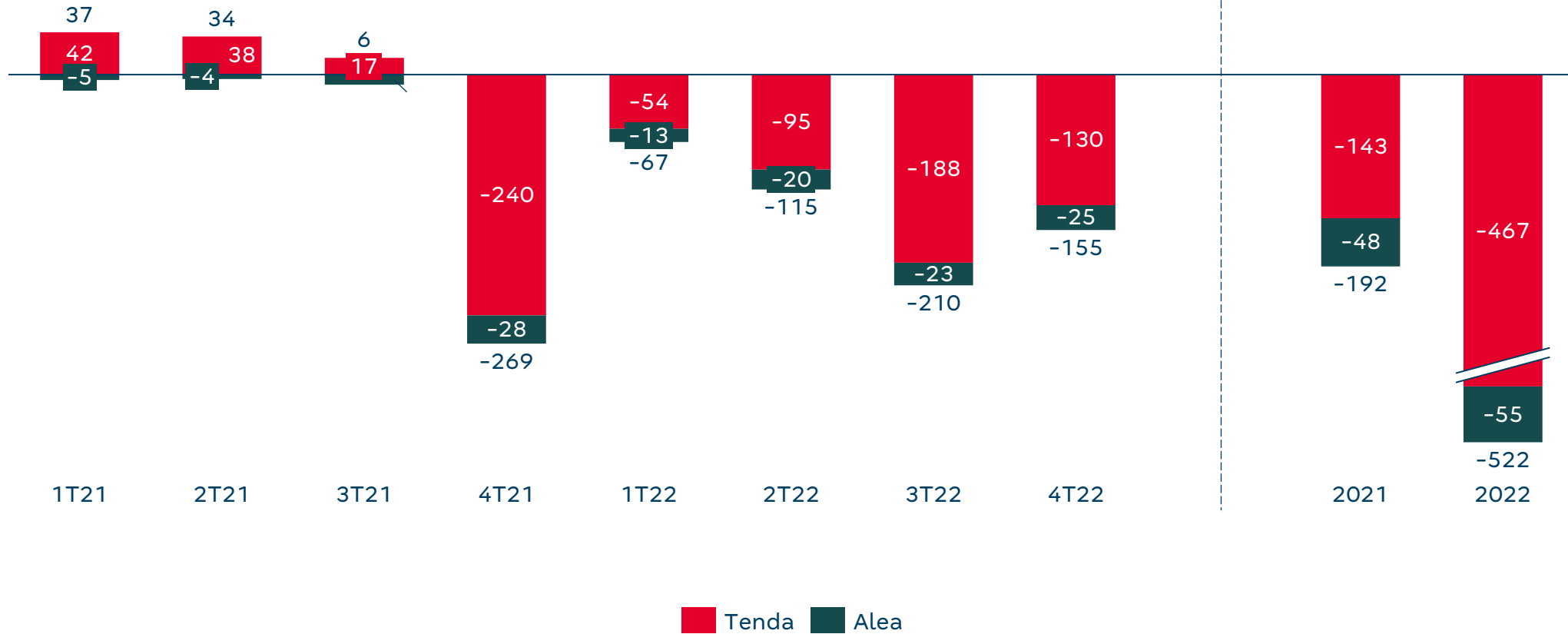
### Despesas Comerciais (R\$ milhões)



— Despesas Comerciais / Vendas Líquidas (%)  
■ Despesas Comerciais



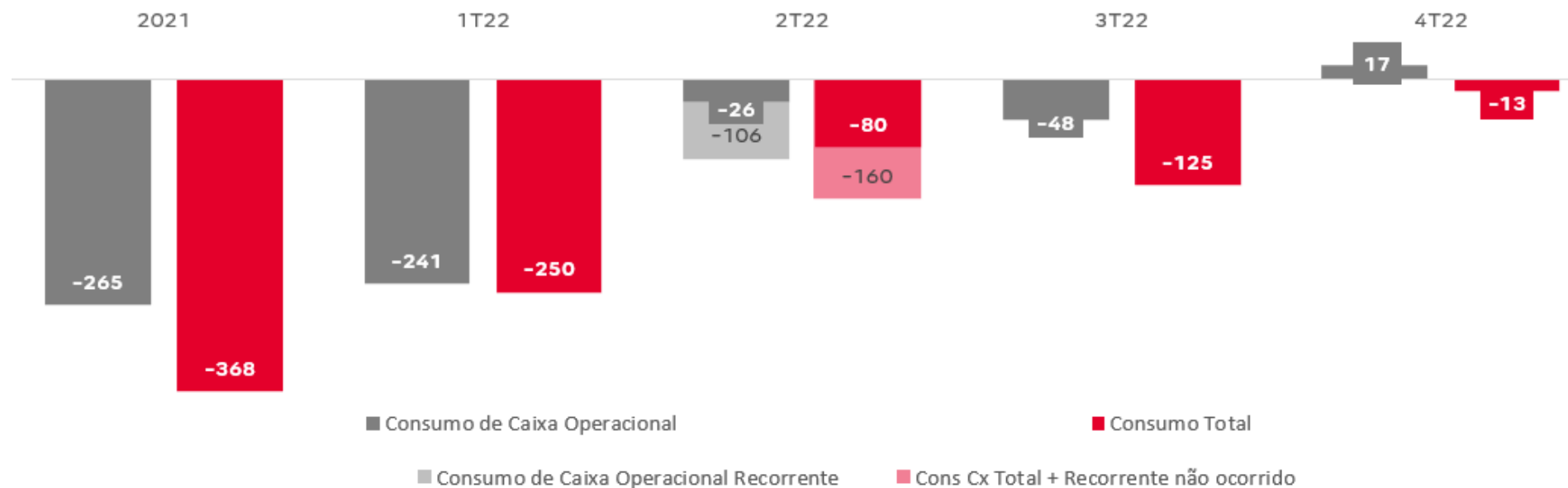
Resultado Líquido  
(R\$ milhões)





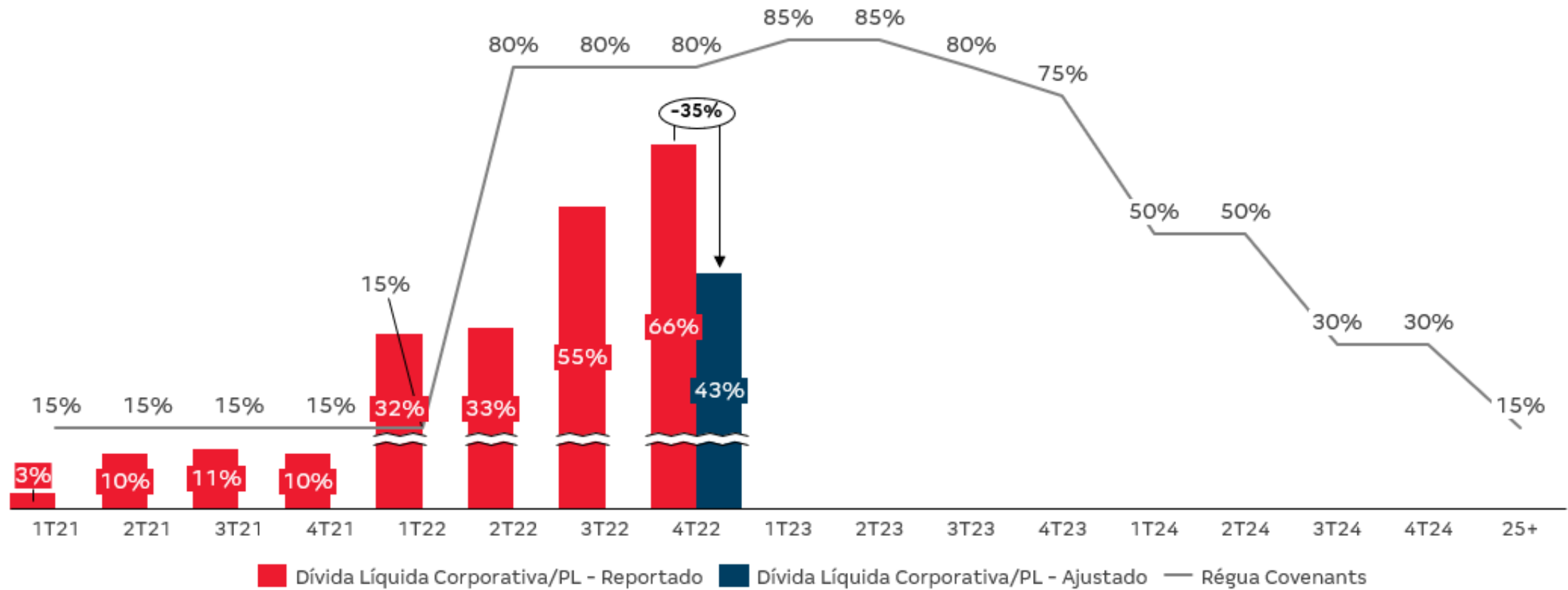


Consumo de Caixa Operacional e Total (R\$ milhões)





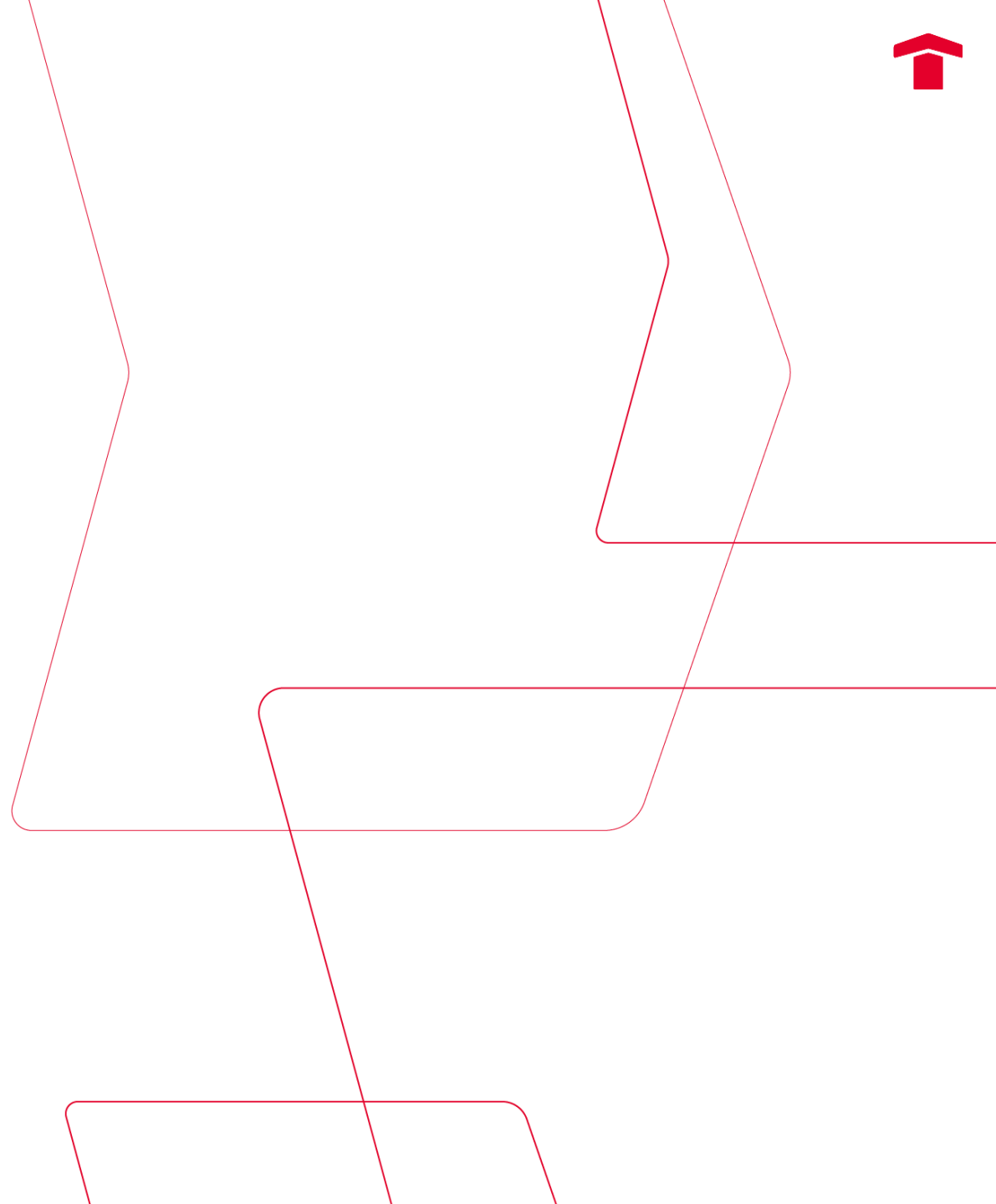
Dívida Líquida Corporativa / PL (%)









# Q&A






Webcast de  
Resultados 4T22











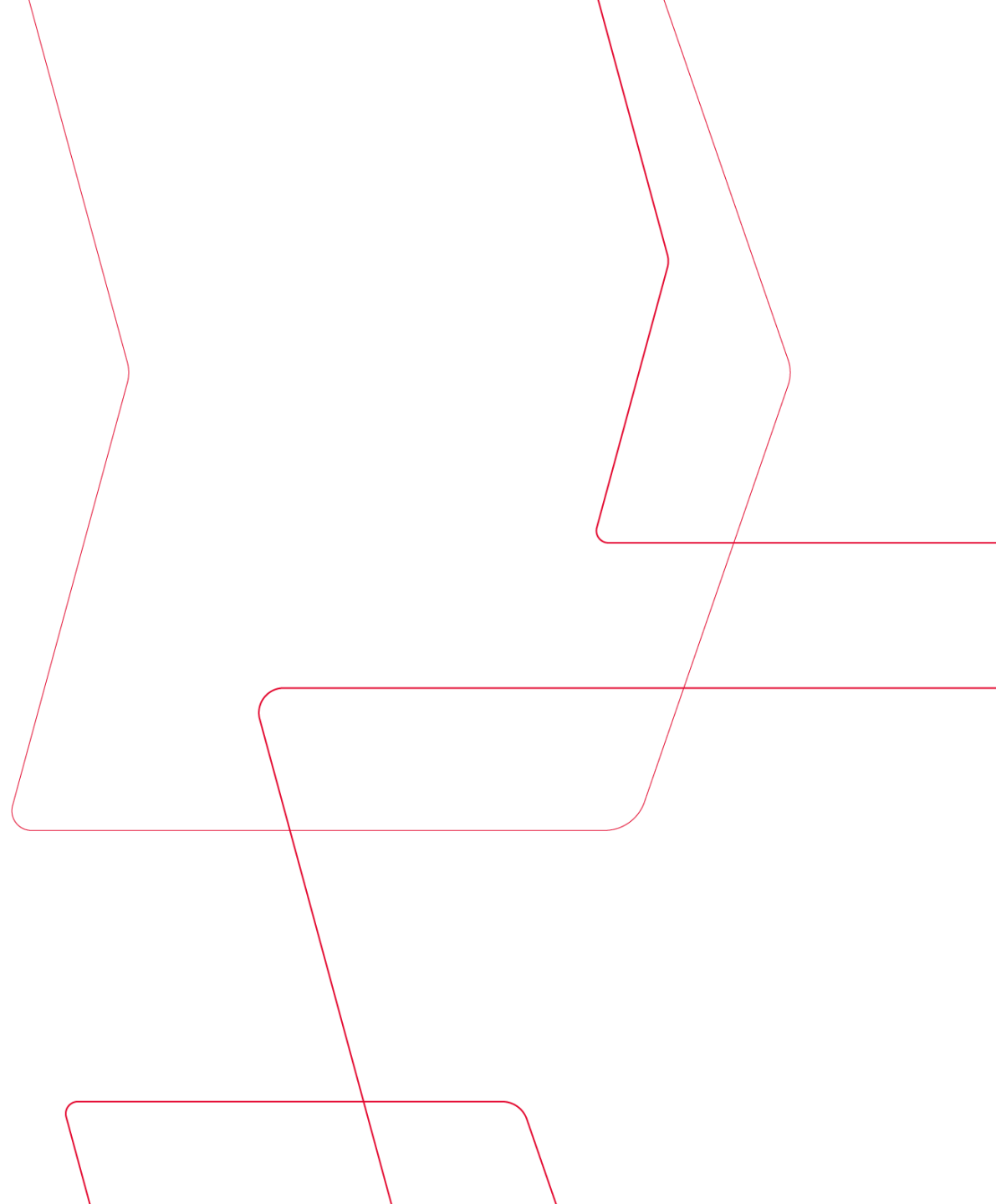
Participants (2)

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

Unmute Me





# 4Q22 Results Webcast

March 10<sup>th</sup>, 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<sup>a</sup> e 2<sup>a</sup> series da 122<sup>a</sup> emission and 142<sup>a</sup> 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

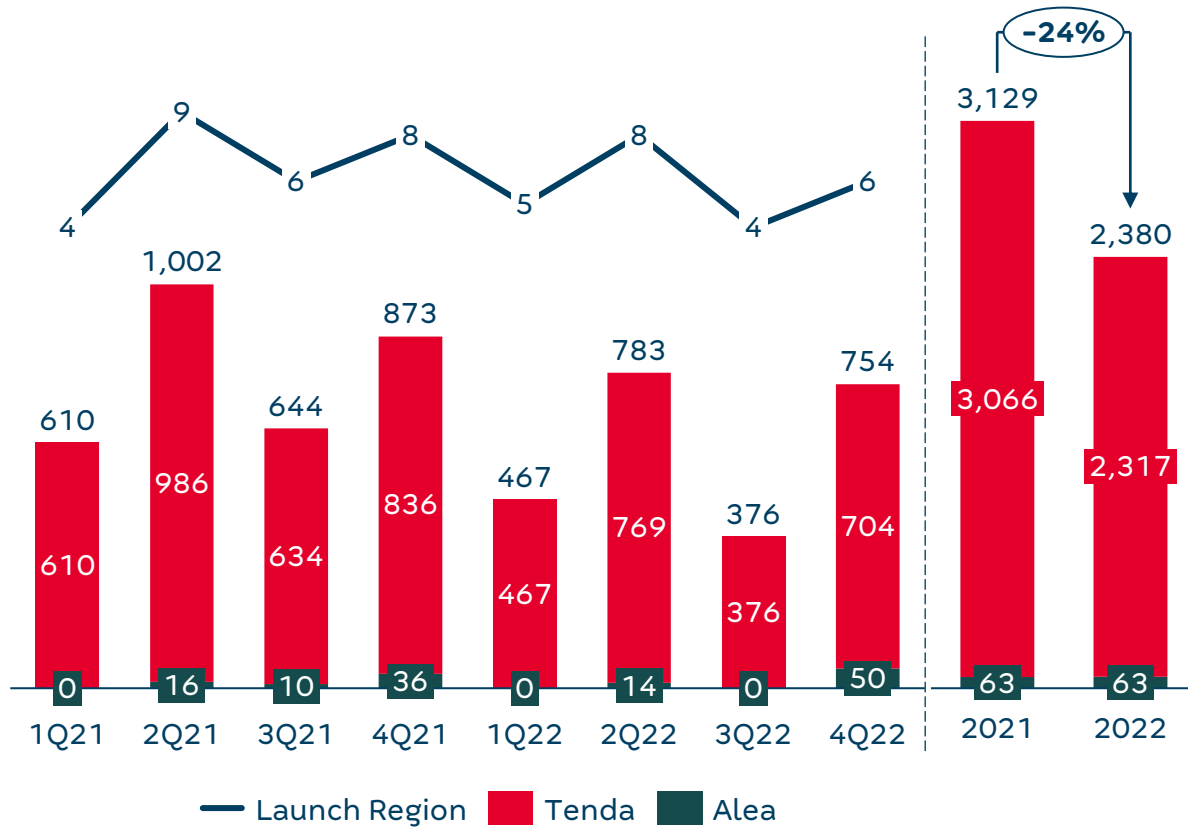




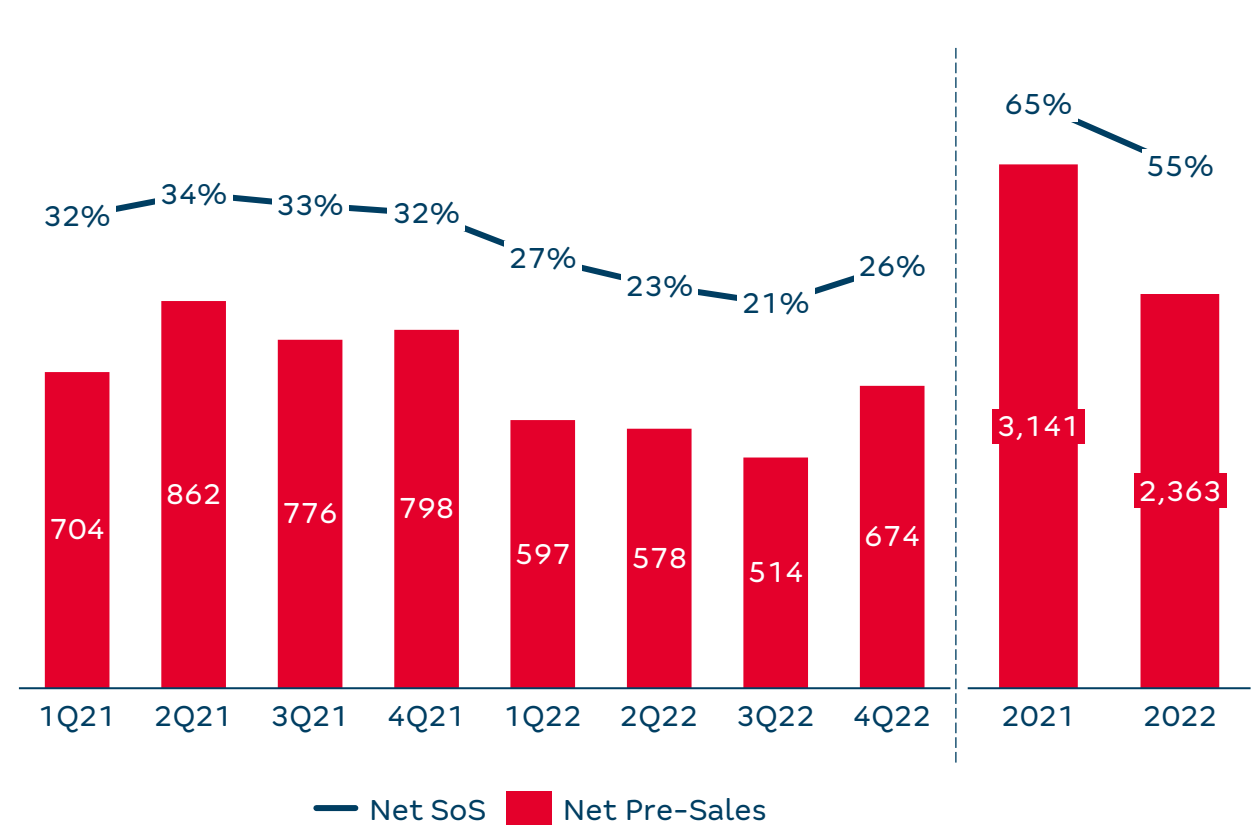
# Operational Highlights



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

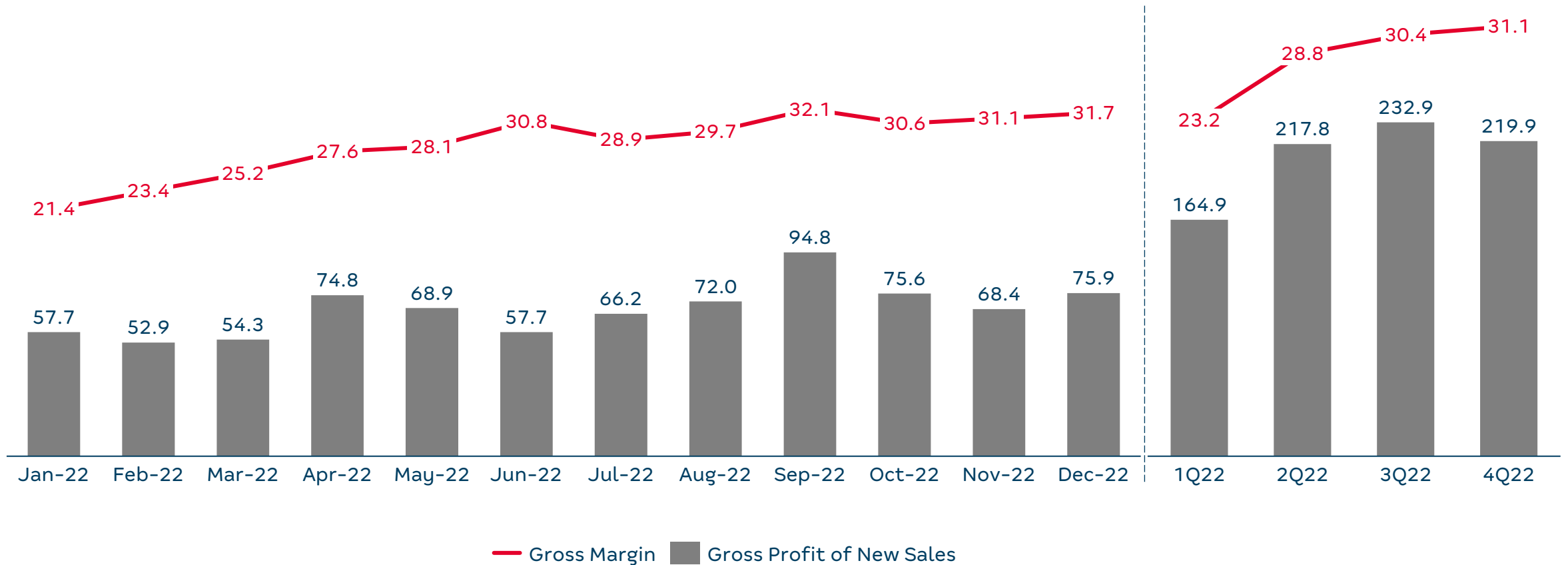


**Net Pre-Sales (PSV, R\$ million)  
and Net SoS (%)**



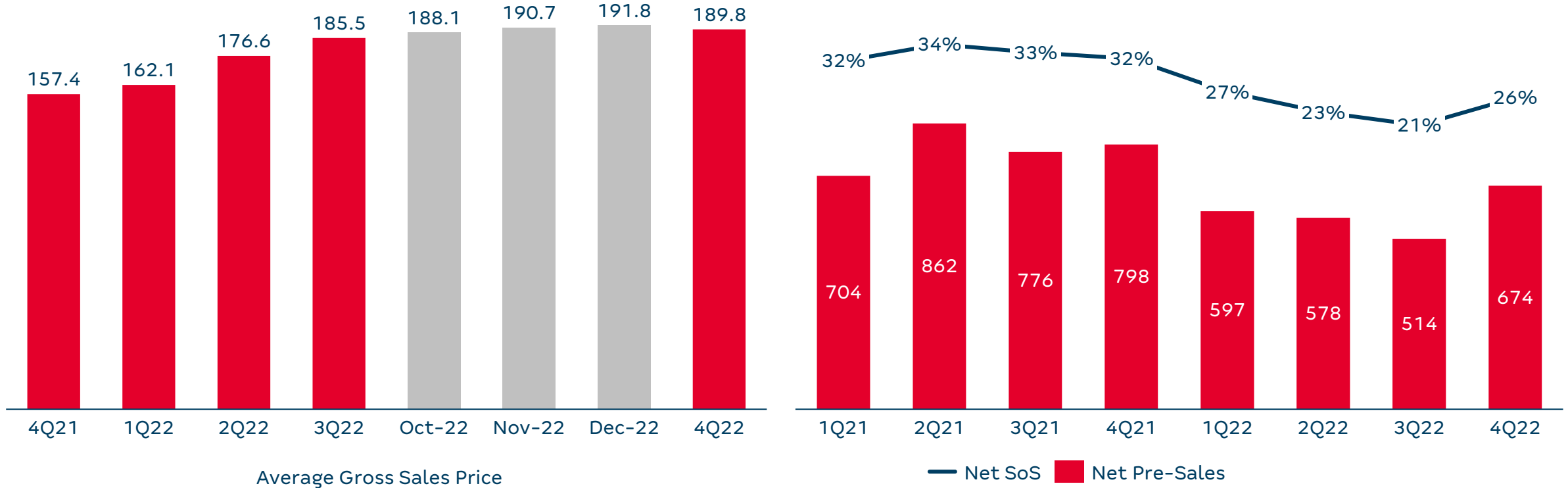


### Gross Margin Evolution of New Sales (%) and Gross Profit of New Sales (R\$ million)



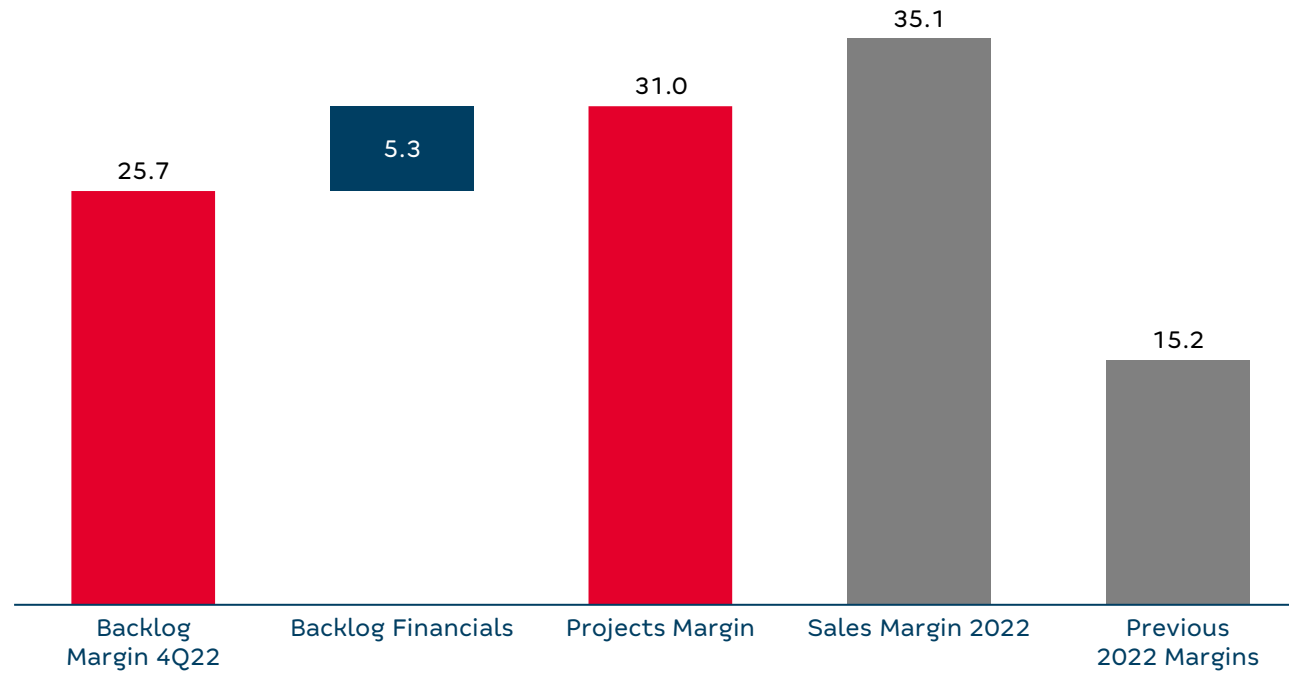


Evolution of Price x Net Sales (PSV, R\$ million) e Net SoS (%)





## Backlog Margin 4Q22 (%)



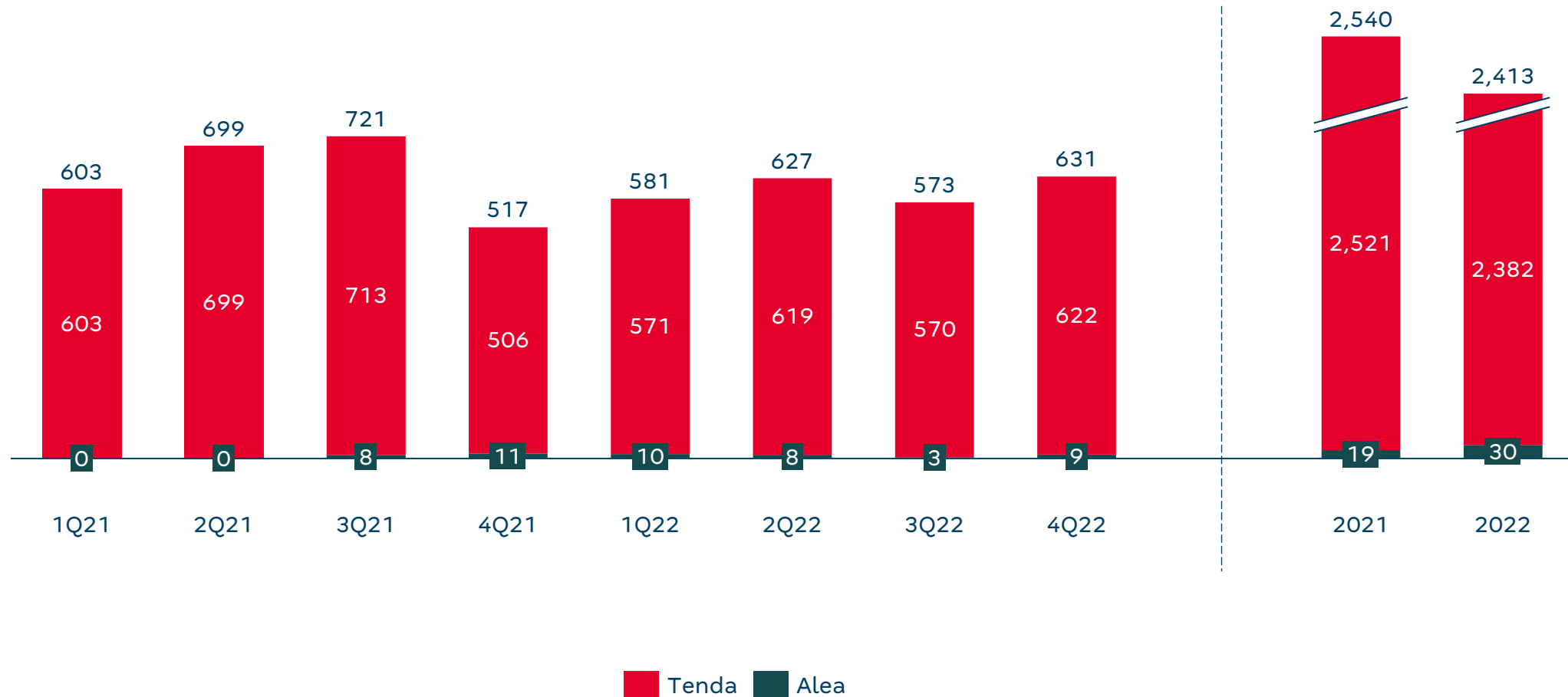




# Financials Highlights

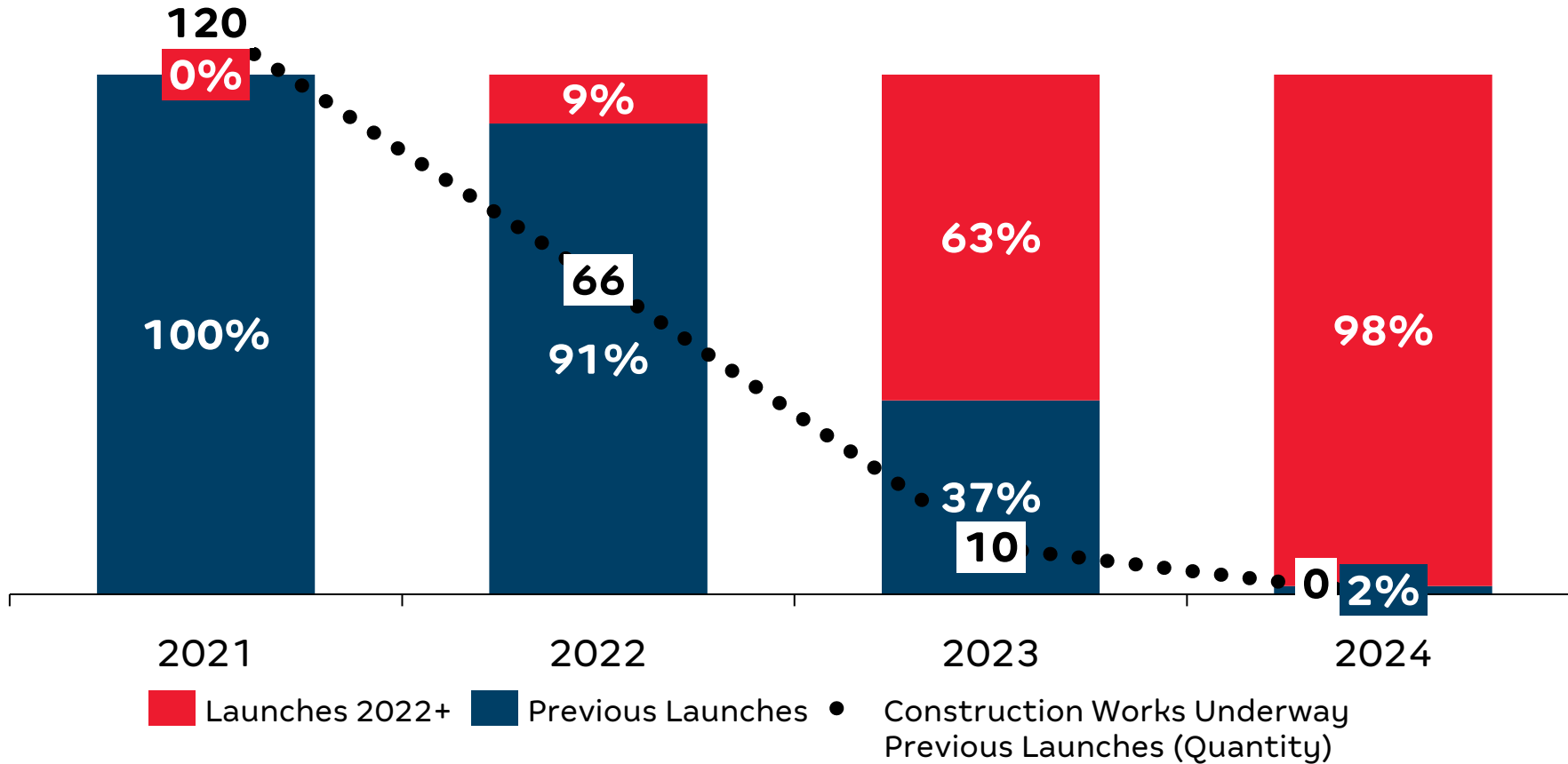


### Net Revenue (R\$ million)



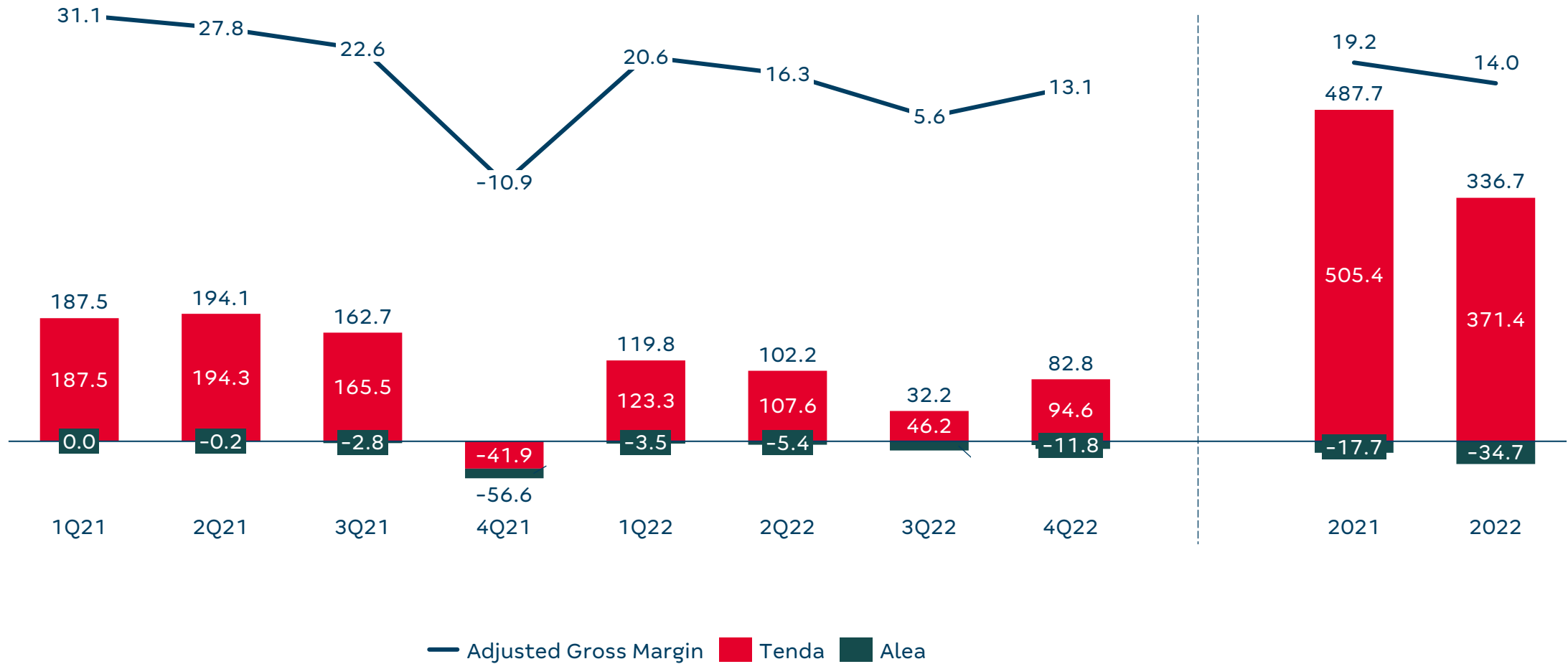


Revenue Composition DRE





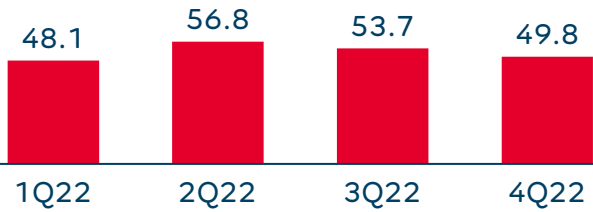
Adjusted Gross Profit and Adjusted Gross Margin  
(R\$ million) , %



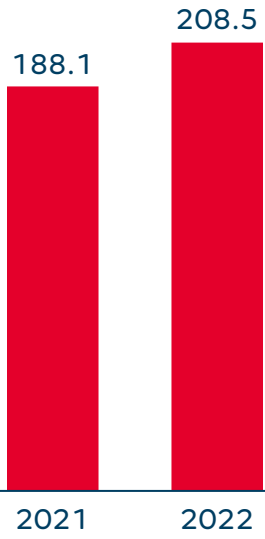


### G&A Expenses (R\$ million)

8.3 9.1 9.4 7.9



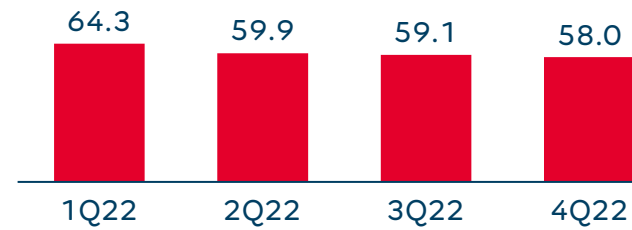
7.4 8.6



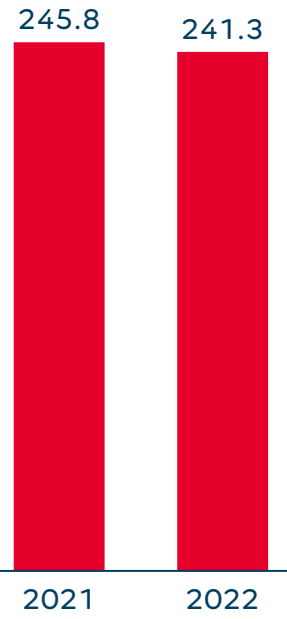
— G&A / Net Revenue (%)  
■ G&A

### S&M Expenses (R\$ million)

10.8 10.4 11.5 8.6



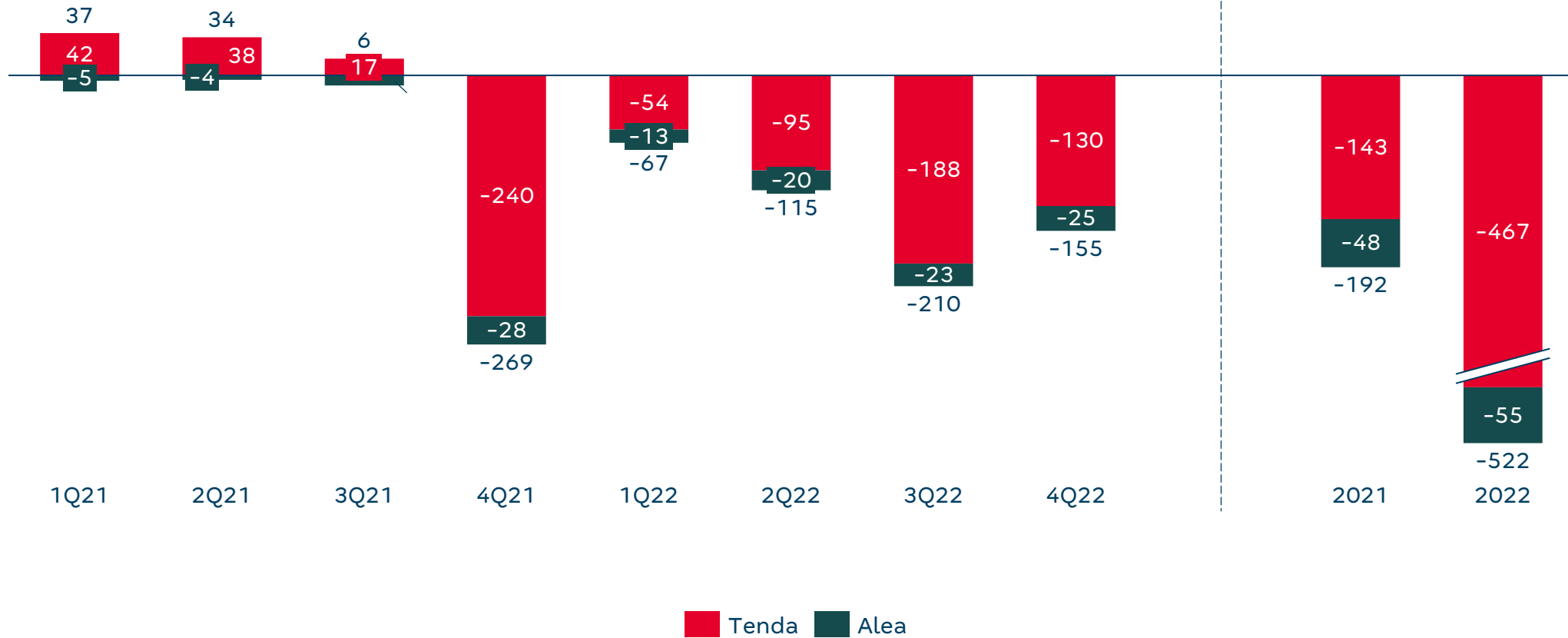
7.8 10.2



— S&M / Net Sales (%)  
■ S&M

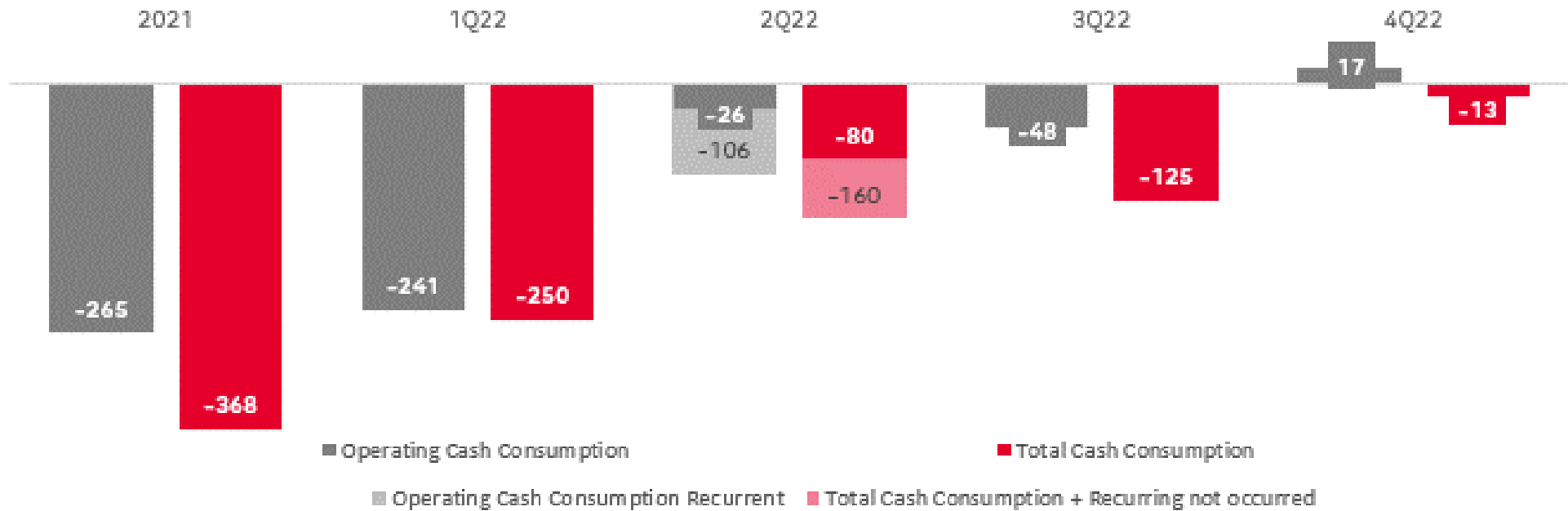


Net Profit  
(R\$ million)



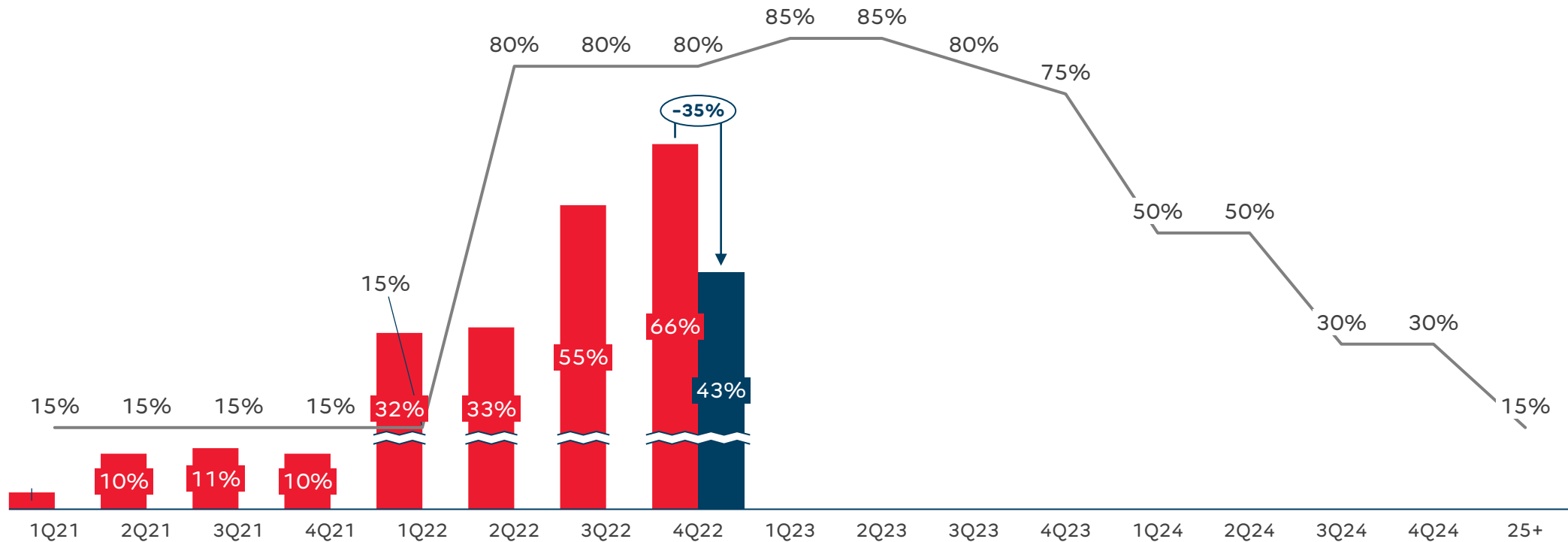


Operational and Total Cash Consumption (R\$ million)





Corporate Net Debt / Shareholder's Equity (%)



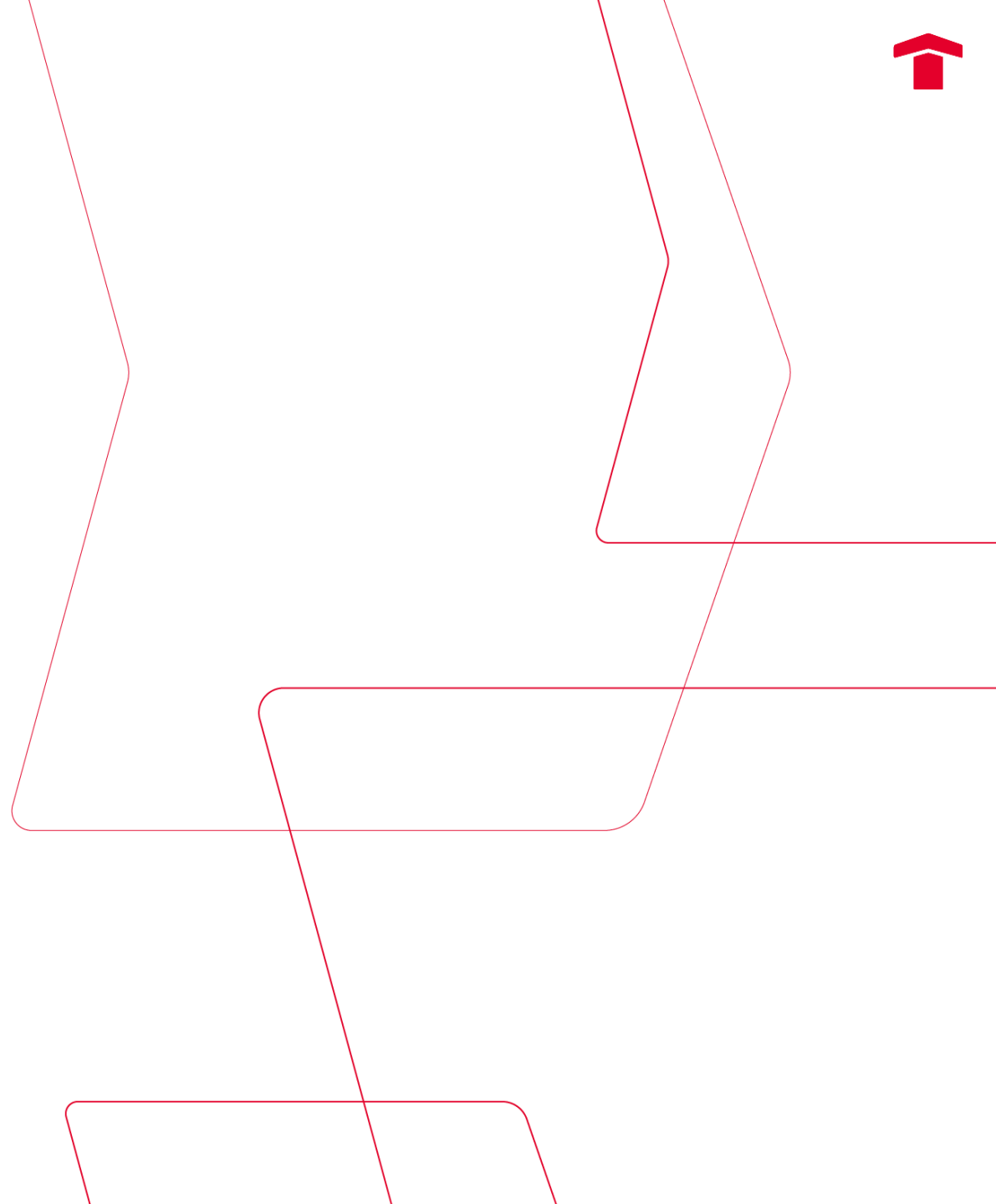
■ Corporate Net Debt / Shareholder's Equity - Reported 
 ■ Corporate Net Debt / Shareholder's Equity - Adjusted 
 — Covenants









# Q&A






4Q22 Results  
Webcast











Participants (2)

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

Raise Hand yes no go slower go faster more

Unmute Me

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Chat  Raise Hand  Q&A

Leave Meeting

