



Construtora Tenda S.A.
CNPJ/MF Nº 71.476.527/0001-35
NIRE 35.300.348.206

Notice to the Market

3Q18 OPERATING AND FINANCIAL RESULTS

Tenda ends 3Q18 with net income of R\$64 million, annualized ROE of 16.2%, and cash generation of R\$73 million. Net pre-sales reach R\$1.4 billion in 9M18, a 25.5% increase, and Net SoS is 31.5% for the quarter.

FOR IMMEDIATE RELEASE - São Paulo, November 8, 2018 – Construtora Tenda S.A. (“Tenda”), one of Brazil’s leading homebuilders and real estate developers operating in the low-income housing segment within the “Minha Casa, Minha Vida” (“MCMV”) program, levels 1.5 and 2, today reported its operating and financial results for the third quarter of 2018.

HIGHLIGHTS

- Cash generation totaled R\$73 million in 3Q18 and R\$193 million for 9M18, an 137.5% increase vs. 9M17. Operating cash generation came in at R\$74 million in 3Q18, up 10.5% quarter-over-quarter.
- Net income reached R\$64 million in 3Q18, 24.9% higher than in 2Q18. ROE over the last 12 months reached 16.2% in 3Q18, up 2.5 p.p. vs. the prior equivalent period, evidencing consistent improved results.
- The Company’s launches totaled R\$576.7 million in 3Q18 (+18.1% versus 3Q17), and were R\$1.4 billion in 2018 (+11.7% versus 2017).
- Net pre-sales reached R\$489.9 million in 3Q18, up by 27.1% year-over-year and R\$1.4 billion in 9M18, 25.5% above 9M17. The Speed of Sales (“Net SoS”) ended the quarter at 31.5%, a decrease of 1.8 p.p. compared to 2Q18, and 56.7% in 9M18, up 8.1 p.p. versus the same period in 2017.
- Landbank totaled R\$7.8 billion, 23.8% higher than the amount recorded at the end of 3Q17, with R\$1.3 billion of acquisitions in 3Q18.

CONFERENCE CALL WITH WEBCAST AND SIMULTANEOUS TRANSLATION

November 9, 2018 - Friday
11:00 a.m.(BRT)
8:00 a.m. (NY)

Dial in:
+1 (516) 300 1066
+55 (11) 3127-4971
Code: Tenda
Webcast: [Click here](#)



MESSAGE FROM MANAGEMENT

Once again, Tenda delivered solid operational and financial results in the third quarter of 2018. Tenda launched 14 projects in the quarter totaling R\$577 million and reached R\$490 million sales with 31.5% of SoS, and R\$1.4 billion in 9M18, very close to our net pre-sales annual guidance for 2018 (between R\$1.65 billion and R\$1.85 billion). We delivered 2,632 units in 3Q18. This was 960 units more than in 3Q17 – and we continue expanding our landbank, having reached R\$7.8 billion in potential PSV.

This quarter, due to a Strategic Planning meeting with the Board, we resolved to discontinue our entry into the Belém marketplace. We informed our investors that we have a legacy project called *Mirante do Lago*, with two phases already delivered and a third phase pending execution, with R\$19.5 million of capital deployed. This construction work does not fit into Tenda's current business model: it is composed of vertical brickwork towers and is not compliant to the level 2 of Minha Casa, Minha Vida ("MCMV") program. The decision to discontinue operations in the region of Belém will make resumption of this project unfeasible. In 3Q18 we recognized on the income statement R\$18.0 million referring to the cost incurred with an undelivered phase, with the land price still remaining on the balance sheet, which did not have its allocation defined. We point out that this project was the only one of its type that was pending resumption and execution.

Positive operational performance resulted in Tenda's higher profitability. ROE over the last 12 months reached 16.2%, double the ROE recorded in 9M17 (8.1%) and sustaining the upward trend initiated two years ago. In 3Q18, our adjusted EBITDA climbed 70% year-over-year to R\$83 million, and we recorded net income of R\$64 million in the quarter and R\$152 million in 9M18 – more than double vs. the same period last year.

Reflecting positive operational and financial results, our corporate credit rating of brAA+ with stable outlook was reaffirmed by Standard & Poor's Global Ratings ("S&P"). Thus, we reinitiated participation in the institutional capital markets by issuing debentures with Banco ABC, in the total amount of R\$150 million at CDI + 1.75%, resulting in a lower total cost and higher duration than our previous funding, despite the challenging political scenario. Due to this new issue, we ended the quarter with gross debt of R\$541 million, R\$157 million above the previous quarter's level. In addition, cash generation remains strong, at R\$73 million in 3Q18 and R\$193 million for 9M18. We expect a more challenging fourth quarter in relation to cash generation given higher difficulty in FGTS (Government Severance Indemnity Fund for Employees) transfers arising from budget constraints at year-end.

Given the sound cash generation, Tenda deleveraged more in 3Q18, with a net debt/shareholders' equity ratio at negative 25.1%, and a 2.2 p.p. decrease from June. To support our efforts to balance Tenda's capital structure, which aims at maintaining long-term leverage close to 0%, in order to maximize shareholder value creation, the Board of Directors approved on November 8, 2018 a New Share Buyback Program, up to one year, starting on November 9, 2018. The Board authorized that up to 5.408.832 common shares issued by the Company and shares repurchased may be cancelled, transferred and/or used for purposes of exercising stock options granted by the Company under the Stock Option Plan.

Macroeconomic and regulatory scenarios require attention in the last months of 2018, mainly due to FGTS funds exhaustion for the year versus estimated budget. This situation may affect the contract of new projects in levels 1.5 and 2, also new transfers which require higher subsidies. Despite this fact, the company is resilient: highly deleveraged, building sites that have a good percentage of transfer and purchasing all land areas with feasibility for the launch of projects in level 2 of the Minha Casa, Minha Vida ("MCMV") program, a segment with less volatile resource availability than level 1.5. Finally, due to our conservative capital structure and operational efficiency, we remain confident toward our objective of becoming the lower-income-segment homebuilding company that delivers the highest returns to its shareholders.

The Management Team



OPERATIONAL AND FINANCIAL HIGHLIGHTS

Operational and Financial Highlights	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Operational Highlights								
Launches	576.7	539.1	7.0% ↑	488.4	18.1% ↑	1,382.1	1,236.8	11.7% ↑
Net pre-sales	489.9	481.3	1.8% ↑	385.3	27.1% ↑	1,395.3	1,111.4	25.5% ↑
Sales over Supply (SoS)	31.5%	33.3%	(1.8 p.p.) ↓	24.7%	6.8 p.p. ↑	56.7%	48.7%	8.1 p.p. ↑
Delivered projects (Units)	2,632	3,720	(29.2%) ↓	1,672	57.4% ↑	7,756	6,455	20.2% ↑
Landbank (PSV, R\$ MM)	7,843.3	7,130.9	10.0% ↑	6,333.7	23.8% ↑	7,843.3	6,333.7	23.8% ↑
Landbank - Acquisitions / Adjustments (R\$ MM)	1,289.1	798.0	61.5% ↑	1,716.4	(24.9%) ↓	2,530.4	3,108.8	(18.6%) ↓
Financial Highlights								
Net Revenue	461.5	399.1	15.6% ↑	361.4	27.7% ↑	1,226.6	1,000.7	22.6% ↑
Adjusted Gross Profit ¹	161.3	150.0	7.5% ↑	143.7	12.3% ↑	440.3	364.8	20.7% ↑
Adjusted Gross Margin ¹	35.0%	37.6%	(2.6 p.p.) ↓	39.8%	(4.8 p.p.) ↓	35.9%	36.5%	(0.6 p.p.) ↓
Adjusted EBITDA ²	82.7	68.3	21.1% ↑	48.7	70.1% ↑	209.3	111.1	88.4% ↑
Adjusted EBITDA Margin ²	17.9%	17.1%	0.8 p.p. ↑	13.5%	4.5 p.p. ↑	17.1%	11.1%	6.0 p.p. ↑
Net Financial Result	1.0	3.4	(70.4%) ↓	(0.8)	228.6% ↑	7.6	(0.7)	1,155.2% ↑
Net Income (Loss) ³	64.4	51.6	24.9% ↑	30.7	109.8% ↑	152.3	70.5	116.1% ↑
Backlog Revenues	524.0	480.5	9.1% ↑	302.2	73.4% ↑	524.0	302.2	73.4% ↑
Backlog Results ⁴	230.3	209.8	9.7% ↑	145.0	58.8% ↑	230.3	145.0	58.8% ↑
Backlog Margin ⁴	43.9%	43.7%	0.3 p.p. ↑	48.0%	(4.0 p.p.) ↓	43.9%	48.0%	(4.0 p.p.) ↓
Cash and cash equivalents ⁵	847.5	656.8	29.0% ↑	387.5	118.7% ↑	847.5	387.5	118.7% ↑
Net Debt	(306.2)	(273.0)	(12.2%) ↓	(256.8)	(19.3%) ↓	(306.2)	(256.8)	(19.3%) ↓
Adjusted Net Debt ⁶	(306.2)	(273.0)	(12.2%) ↓	(152.9)	(100.4%) ↓	(306.2)	(152.9)	(100.4%) ↓
Shareholders' Equity + minority shareholders	1,218.1	1,190.4	2.3% ↑	1,126.8	8.1% ↑	1,218.1	1,126.8	8.1% ↑
Net Debt / (SE + Minority)	(25.1%)	(22.9%)	(2.2 p.p.) ↓	(22.8%)	(2.4 p.p.) ↓	(25.1%)	(22.8%)	(2.4 p.p.) ↓
Adjusted Net Debt ⁶ / (SE + Minority)	(25.1%)	(22.9%)	(2.2 p.p.) ↓	(13.6%)	(11.6 p.p.) ↓	(25.1%)	(13.6%)	(11.6 p.p.) ↓
Cash Generation ¹¹	72.5	65.0	11.5% ↑	83.2	(12.9%) ↓	192.5	81.1	137.5% ↑
Operating Cash Generation ¹²	74.5	67.4	10.5% ↑	82.4	(9.6%) ↓	197.9	90.1	119.6% ↑
Net Income (Loss) (last 12 months)	188.5	154.8	21.8% ↑	90.7	107.9% ↑	188.5	90.7	107.9% ↑
NOPAT (last 12 months) ⁷	206.6	180.0	14.8% ↑	128.5	60.8% ↑	206.6	128.5	60.8% ↑
Adjusted Capital Employed ⁸	911.8	916.3	(0.5%) ↓	973.9	(6.4%) ↓	911.8	973.9	(6.4%) ↓
ROE (last 12 months) ⁹	16.2%	13.6%	2.5 p.p. ↑	8.1%	8.1 p.p. ↑	16.2%	8.1%	8.1 p.p. ↑
ROCE (last 12 months) ¹⁰	21.9%	18.6%	3.4 p.p. ↑	12.4%	9.5 p.p. ↑	21.9%	12.4%	9.5 p.p. ↑

1) Adjusted by capitalized interests

2) Adjusted by capitalized interests, expenses with stock option plans (non-cash) and minority shareholders.

3) Adjusted by minority shareholders

4) Cash generation is obtained through the difference between the Cash Available variation and Gross Debt variation, adjusted to share repurchase or resale amounts, dividends, capital reduction and non-operational effects.

5) Cash and cash equivalents and securities

6) Net debt adjusted by payment obligations from the capital reduction on December 14, 2016. This obligation is recorded in the Balance Sheet under Others Non-current Creditors.

7) NOPAT is composed of net income excluding financial result and capitalized interest effects.

8) Adjusted Capital Employed is composed of the sum of adjusted net debt, shareholders' equity, and minority shareholders.

9) ROE is calculated by net income of the last 12 months adjusted by minority shareholders divided by the average shareholders' equity. Average referring to the opening and closing position in the last 12 months.

10) ROCE is calculated by NOPAT of the last 12 months divided by average capital employed. Average referring to the opening and closing position in the last 12 months.

11) Cash Generation is the difference between the Cash Available variation and Gross Debt variation, adjusted to Share Buyback amounts, dividends, capital reduction and non-operational effects.

12) Operating Cash Generation is a result of the company's internal managerial calculation which neither reflects nor is compared with figures reported in the financial statements



GUIDANCE

Aiming at generating useful comparative information and providing predictability to the market on our figures, Tenda opted to disclose guidance based on scenarios identified with defined variables and assumptions. We reached the following projections for 2018:

- For Adjusted Gross Margin, which is the ratio of consolidated gross profit for the year less financial charges, as stated in Note 12 to the financial statements and consolidated net revenue for the year, we estimate a range between a minimum of 34% and a maximum of 36%;
- For the Company's Net Pre-sales, defined as the product of gross sales for the year in R\$ million less cancellations for the year in R\$ million, adjusting all amounts to Tenda's equity interest, we estimate a range between a minimum of R\$1,650 million and a maximum of R\$1,850 million.

Guidance (in R\$ million)	Inferior	Superior	1T18	2T18	3T18	4T18	9M18
Adjusted Gross Margin Range 2018 (%)	34.0%	36.0%	35.2%	37.6%	35.0%	0.0%	35.9%
Net Pre-Sales Range 2018 (R\$ MM)	1,650.0	1,850.0	424.2	481.3	489.9	0.0	1,395.3

LAUNCHES

We launched 14 projects in 3Q18, 8% higher than in 3Q17, while PSV reached R\$576.7 million, up 18% year-over-year and 7% quarter-over-quarter.

Launches ¹	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Number of Launches	14	15	(6.7%) ↓	13	7.7% ↑	37	33	12.1% ↑
PSV (in R\$ million)	576.7	539.1	7.0% ↑	488.4	18.1% ↑	1,382.1	1,236.8	11.7% ↑
Number of units	4,160	4,052	2.7% ↑	3,388	22.8% ↑	10,064	8,500	18.4% ↑
Average price per unit (in R\$ thousand)	138.6	133.0	4.2% ↑	144.1	(3.8%) ↓	137.3	145.5	(5.6%) ↓
Average size of launches (in units)	297	270	10.0% ↑	261	14.0% ↑	272	258	5.6% ↑

1) Tenda holds 100% equity interest in projects launched.



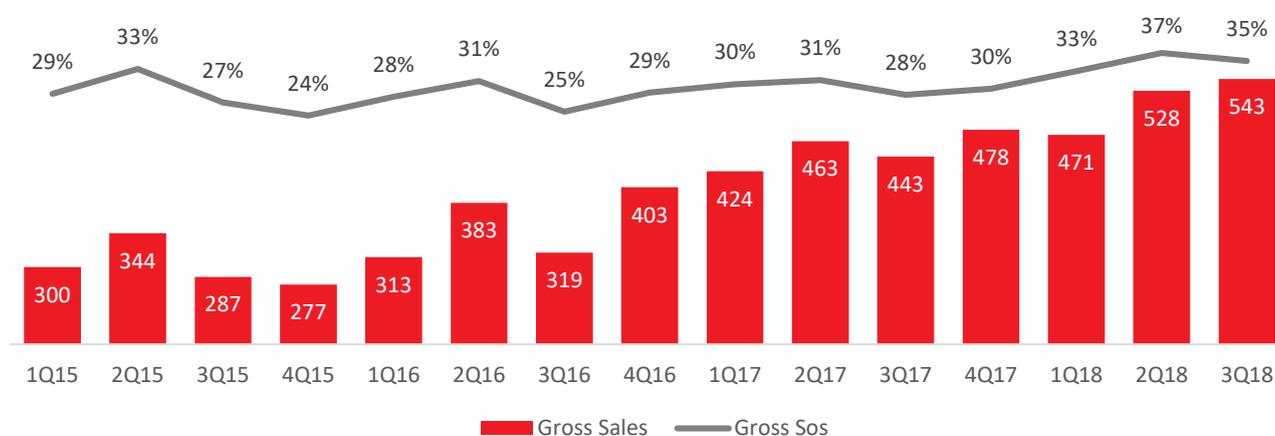
GROSS SALES

Gross sales totaled R\$543.5 million in 3Q18, up 23% year-over-year and 3% quarter-over-quarter.

The speed of sales (“Gross SoS”) reached 35% in 3Q18, an increase of 6.5 p.p. compared to the same period last year. Quarter-over-quarter, Gross SoS recorded a negative variation of 1.6 p.p.

Gross Sales	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
PSV (in R\$ million)	543.5	528.1	2.9% ↑	443.1	22.6% ↑	1,542.813	1,329.9	16.0% ↑
Number of units	3,980	3,823	4.1% ↑	3,098	28.5% ↑	11,196	9,381	19.3% ↑
Average price per unit (in R\$ thousand)	136.5	138.1	(1.2%) ↓	143.0	(4.5%) ↓	137.8	141.8	(2.8%) ↓
Gross SoS	35.0%	36.6%	(1.6 p.p.) ↓	28.4%	6.5 p.p. ↑	62.7%	58.2%	4.5 p.p. ↑

Speed of Sales – Gross SoS (%) X Gross Sales



CANCELLATIONS AND NET PRE-SALES

In 3Q18, cancellations as a percentage of gross sales reached 10%, consistent with the level recorded in previous quarters, evidencing stability.

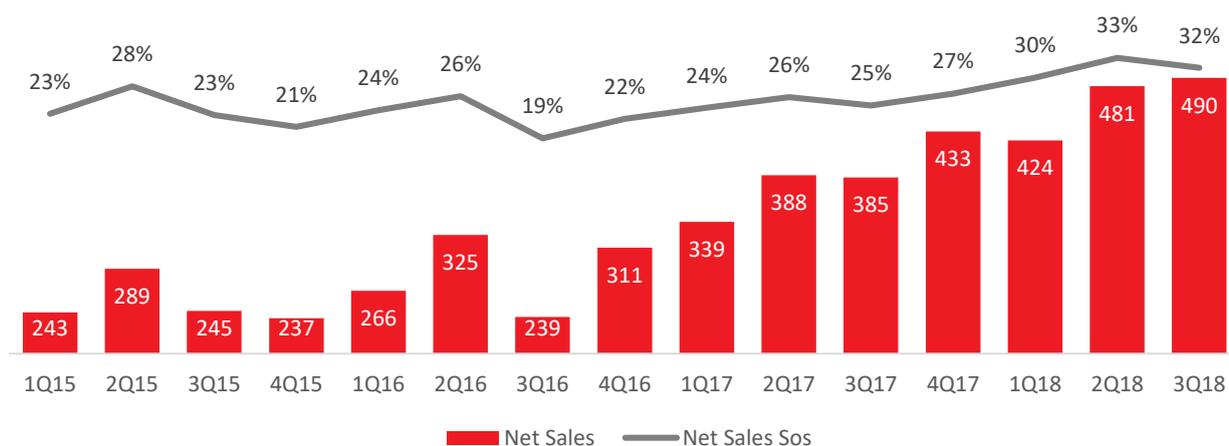
The speed of sales (“Net SoS”) reached 32% in 3Q18, up 6.8 p.p. vs. 3Q17 and 1.8 p.p. lower than 2Q18.

(in R\$ million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Gross Sales	543.5	528.1	2.9% ↑	443.1	22.6% ↑	1,542.8	1,329.9	16.0% ↑
Cancellations	53.6	46.9	14.3% ↑	57.9	(7.4%) ↓	147.5	218.5	(32.5%) ↓
Net Pre-Sales	489.9	481.3	1.8% ↑	385.3	27.1% ↑	1,395.3	1,111.4	25.5% ↑
% Launch ¹	66.9%	39.7%	27.2 p.p. ↑	67.7%	(0.9 p.p.) ↓	39.7%	41.8%	(2.2 p.p.) ↓
% Inventory	33.1%	60.3%	(27.2 p.p.) ↓	32.3%	0.9 p.p. ↑	60.3%	58.2%	2.2 p.p. ↑
Cancellations / Gross Sales	9.9%	8.9%	1.0 p.p. ↑	13.1%	(3.2 p.p.) ↓	9.6%	16.4%	(6.9 p.p.) ↓
Net SoS	31.5%	33.3%	(1.8 p.p.) ↓	24.7%	6.8 p.p. ↑	56.7%	48.7%	8.1 p.p. ↑
(in units)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Gross Units Sold	3,980	3,823	4.1% ↑	3,098	28.5% ↑	11,196	9,381	19.3% ↑
Cancelled Units	395	341	15.8% ↑	419	(5.7%) ↓	1,077	1,586	(32.1%) ↓
Net Units Sold	3,585	3,482	3.0% ↑	2,679	33.8% ↑	10,119	7,795	29.8% ↑
Cancellations / Gross Sales	9.9%	8.9%	1.0 p.p. ↑	13.5%	(3.6 p.p.) ↓	9.6%	16.9%	(7.3 p.p.) ↓

1) Launches of current year.



Speed of Sales – Net SoS (%) X Net Pre-Sales



UNITS TRANSFERRED, DELIVERED, AND CONSTRUCTION SITES

Transferred PSV totaled R\$439.5 million in 3Q18, up 15% year-over-year and down 2% versus 2Q18, reflecting concerns with FGTS funds exhaustion in São Paulo and Rio de Janeiro.

We ended the quarter with 43 construction sites, and we delivered 2,632 units in this period, totaling 7,756 units delivered in the first nine months of 2018, 20% higher than in 9M17.

Transfers, Deliveries and Construction Sites	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
PSV Transferred (in R\$ million)	439.5	448.9	(2.1%) ↓	381.8	15.1% ↑	1,301.5	1,056.2	23.2% ↑
Transferred Units	3,567	3,574	(0.2%) ↓	2,986	19.5% ↑	10,396	8,370	24.2% ↑
Delivered Units	2,632	3,720	(29.2%) ↓	1,672	57.4% ↑	7,756	6,455	20.2% ↑
Construction Sites	43	39	10.3% ↑	40	7.5% ↑	43	40	7.5% ↑

INVENTORY AT MARKET VALUE

We ended 3Q18 with R\$1.1 billion in inventory at market value, 10.5% higher than in 2Q18, and down 9.3% year-over-year. Finished inventory units represent 8.1% of the total, a 1.7% p.p. decrease compared to 2Q18, when we finished the quarter with 9.8% of the inventory. Inventory turnover is 7 months, 16.7% higher than in 2Q18.

Inventory at Market Value	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
PSV (in R\$ million)	1,064.0	963.0	10.5% ↑	1,172.5	(9.3%) ↓	1,064.0	1,172.5	(9.3%) ↓
Number of Units	7,771	7,247	7.2% ↑	7,851.0	(1.0%) ↓	7,771	7,851.0	(1.0%) ↓
Average price per unit (in R\$ thousand)	136.9	132.9	3.0% ↑	149.3	(8.3%) ↓	136.9	149.3	(8.3%) ↓
Status of Construction	3Q18	Not Initiated	Up to 30% built	30% to 70% built	More than 70% built	Finished units		
PSV (in R\$ million)	1,064.0	275.2	368.6	221.2	112.4	86.6		

1) Inventory turnover is the total inventory divided by the sum of net sales in the last 12 months



LANDBANK

We continue expanding the Company's landbank, up 24% year-over-year, representing a total PSV of R\$7.8 billion. In 3Q18, 29 phases/projects were acquired distributed through the regions where the Company operates, representing a potential launch of R\$1.3 billion in PSV. We reinforce that all our landbank projects are classified as level 2 and in a few cases, may be classified as level 1.5 of the "Minha Casa, Minha Vida" program.

Landbank ¹	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Number of Projects	229	214	7.0% ↑	193	18.7% ↑	229	193	18.7% ↑
PSV (in R\$ million)	7,843.3	7,130.9	10.0% ↑	6,333.7	23.8% ↑	7,843.3	6,333.7	23.8% ↑
Acquisitions / Adjustments (in R\$ million)	1,289.1	798.0	61.5% ↑	1,716	(24.9%) ↓	2,530.4	3,108.8	(18.6%) ↓
Number of Units	53,746	49,123	9.4% ↑	42,975	25.1% ↑	53,746	42,975	25.1% ↑
Average price per unit (in R\$ thousands)	145.9	145.2	0.5% ↑	147.4	(1.0%) ↓	145.9	147.4	(1.0%) ↓
% Swap Total	25.2%	27.9%	(2.7 p.p.) ↓	27.2%	(2.0 p.p.) ↓	25.2%	27.2%	(2.0 p.p.) ↓
% Swap Units	12.2%	14.4%	(2.2 p.p.) ↓	17.1%	(5.0 p.p.) ↓	12.2%	17.1%	(5.0 p.p.) ↓
% Swap Financial	13.0%	13.5%	(0.5 p.p.) ↓	10.1%	2.9 p.p. ↑	13.0%	10.1%	2.9 p.p. ↑

1) Tenda owns 100% equity interest in landbank.

CURRENT BUSINESS MODEL UPDATE

We have delivered 30,461 units and R\$4.2 billion in PSV under the current business model, and all projects launched before 2015 have been 100% completed, reinforcing the stability and the high turnover of the operation.

New Business Model Update	2013	2014	2015	2016	2017	YTD 2018
Number of Projects	7	14	30	40	45	37
Units launched	2,460	4,315	7,711	9,579	11,768	10,064
Total PSV (R\$ 000)	313.9	613.3	1,088.9	1,315.0	1,695.2	1,382.1
Units Sold	2,452	4,251	7,623	9,143	10,673	3,993
% Sold	99.7%	98.5%	98.9%	95.4%	90.7%	39.7%
Avg SoS (Month)	8.6%	6.5%	8.3%	11.2%	12.4%	15.0%
Units transferred	2,447	4,248	7,612	9,101	10,399	3,172
% Units transferred	99.5%	98.4%	98.7%	95.0%	88.4%	31.5%
% Construction	100.0%	100.0%	100.0%	99.9%	85.4%	28.4%



LEGACY UPDATE

Over the past several years, the impact of legacy projects on both our results and on capital employed¹ has decreased. The speed of this phase-out will slowly decline until liquidation, due to the low liquidity of inventory and portfolio.

Legacy Update	2011	2012	2013	2014	2015	2016	2017	2018
Operational								
Inventory at Market Value	1,171.5	826.7	478.7	365.1	226.2	154.9	132.1	79.0
Gross Sales	249.0	1,091.9	874.4	508.0	228.3	143.1	58.7	57.4
Cancellations	468	1,166	583	414	121	90	44	12
Net Sales	(218.8)	(74.3)	291.4	93.9	107.5	53.1	14.8	45.5
Cancellations / Gross Sales	187.9%	106.8%	66.7%	81.5%	52.9%	62.9%	74.7%	20.9%
Sales over Supply (SoS)	(23.0%)	(9.9%)	37.8%	20.5%	32.2%	25.5%	10.1%	36.5%
Gross SoS	702.9	1,182.6	900.3	459.9	214.6	145.2	108.7	43.9
Delivered Units	14	16,889	7,027	6,076	1,848	0	0	0
Construction Sites	138	63	26	5	1	1	1	1
Financial								
Adjusted Capital Employed ¹	2,516.9	2,089.7	1,152.4	755.1	547.2	324.5	211.4	151.1
Accounts Receivable ¹	1,465.9	1,233.5	623.3	317.8	232.0	117.0	47.6	57.8
AR Clients	1,465.9	1,233.5	623.3	306.4	223.7	97.7	19.9	39.6
AR Landbank Sold	ND ²	ND ²	ND ²	11.4	8.3	19.2	27.6	18.1
Inventory ²	1,051.0	856.2	529.1	437.2	315.2	207.5	163.9	93.4
Inventory	1,023.8	730.8	421.3	332.7	213.7	132.3	99.1	67.7
Landbank for Sale	27.2	125.4	107.8	104.5	101.5	75.2	64.8	25.6
Other Operating Revenues and Expenses	(60.3)	(47.8)	(24.8)	(62.2)	(52.6)	(36.7)	(98.5)	(49.3)
Litigation Expenses	(15.2)	(17.5)	(18.1)	(51.2)	(27.3)	(21.2)	(51.8)	(32.5)
Other	(45.2)	(30.3)	(6.7)	(11.0)	(25.3)	(15.5)	(46.7)	(16.8)
Net Revenue	439.3	1,069.1	722.5	273.8	168.3	(52.2)	7.2	58.7
Gross Profit	(281.9)	130.4	27.0	(3.1)	(29.2)	(87.0)	(70.5)	(25.8)
Gross Margin	(64.2%)	12.2%	3.7%	(1.1%)	(17.4%)	NA ²	(979.8%)	(44.0%)

1) Managerial vision

2) ND: Not disclosed; NA: Not applicable

NET OPERATING REVENUE

Net operating revenue grew by 15.6% quarter-over-quarter and 27.7% year-over-year.

(in R\$ million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Gross Operating Revenues	478.6	422.8	13.2% ↑	375.7	27.4% ↑	1,278.2	1,053.3	21.3% ↑
Provision for doubtful accounts	(7.0)	(10.5)	(33.5%) ↓	(3.2)	119.9% ↑	(20.4)	(24.8)	(17.5%) ↓
Provision for cancellations	3.2	(2.3)	237.5% ↑	7.2	(55.6%) ↓	1.7	27.0	(93.6%) ↓
Taxes on sales of properties and services	(13.4)	(10.9)	22.2% ↑	(18.3)	(26.9%) ↓	(32.9)	(54.8)	(40.0%) ↓
Net Operating Revenue	461.5	399.1	15.6% ↑	361.4	27.7% ↑	1,226.6	1,000.7	22.6% ↑



GROSS PROFIT

Gross profit increased 7.8% vs. 2Q18, driven by the growth of the Company's operations across all regions. Adjusted gross margin was 2.6 p.p. lower when compared to 2Q18, which is explained by R\$18.0 million written off for the *Mirante do Lago* Project, as recognized in 3Q18 results.

(in R\$ Million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Net Revenue	461.5	399.1	15.6% ↑	361.4	27.7% ↑	1,226.6	1,000.7	22.6% ↑
Gross Profit	155.0	143.8	7.8% ↑	131.1	18.3% ↑	422.5	341.9	23.6% ↑
Gross Margin	33.6%	36.0%	(2.4 p.p.) ↓	36.3%	(2.7 p.p.) ↓	34.4%	34.2%	0.3 p.p. ↑
(-) Financial Costs	6.3	6.2	1.3% ↑	12.6	(50.1%) ↓	17.8	22.9	(22.3%) ↓
Adjusted Gross Profit¹	161.3	150.0	7.5% ↑	143.7	12.3% ↑	440.3	364.8	20.7% ↑
Adjusted Gross Margin	35.0%	37.6%	(2.6 p.p.) ↓	39.8%	(4.8 p.p.) ↓	35.9%	36.5%	(0.6 p.p.) ↓

1) Adjusted by capitalized interest rates.

SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES (SG&A)

Selling expenses went up 9.9% quarter-over-quarter, and 8.3% in the first nine-month annual comparison. The selling expenses over gross sales ratio decreased by 0.5 p.p., in the accumulated comparison, evidencing selling expenses are leveling off.

General and administrative expenses (G&A) accounted for 4.9% of launches in 3Q18, in line with 2Q18 and up 0.8 p.p. compared to 9M17 due to a non-recurring effect of R\$9.5 million in 1Q18, caused by SOP accounting. The Company maintains its growth strategy, focused on operational scale gain.

(in R\$ Million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Selling Expenses	(39.2)	(35.7)	9.9% ↑	(35.5)	10.4% ↑	(106.7)	(98.5)	8.3% ↑
General & Admin Expenses	(28.3)	(26.5)	7.0% ↑	(24.8)	14.1% ↑	(88.8)	(69.5)	27.8% ↑
Total SG&A Expenses	(67.6)	(62.2)	8.7% ↑	(60.4)	11.9% ↑	(195.5)	(168.0)	16.4% ↑
Gross Sales	543.5	528.1	2.9% ↑	443.1	22.6% ↑	1,542.8	1,329.9	16.0% ↑
Launches	576.7	539.1	7.0% ↑	488.4	18.1% ↑	1,382.1	1,236.8	11.7% ↑
Selling Expenses / Gross Sales	7.2%	6.8%	0.5 p.p. ↑	8.0%	(0.8 p.p.) ↓	6.9%	7.4%	(0.5 p.p.) ↓
G&A Expenses / Launches	4.9%	4.9%	0.0 p.p. ↑	5.1%	(0.2 p.p.) ↓	6.4%	5.6%	0.8 p.p. ↑



OTHER OPERATING REVENUES/EXPENSES

In 3Q18, other operating revenues and expenses fell by 34.3%, explained by an agreement of R\$5.7 million in 2Q18.

(in R\$ Million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Other Operating Revenues and Expenses	(13.7)	(20.8)	(34.3%) ↓	(36.0)	(62.0%) ↓	(49.3)	(86.4)	(42.9%) ↓
Litigation Expenses	(7.9)	(14.3)	(44.5%) ↓	(28.3)	(72.0%) ↓	(32.5)	(47.0)	(30.9%) ↓
Other	(5.7)	(6.5)	(12.0%) ↓	(7.7)	(25.3%) ↓	(16.8)	(39.4)	(57.2%) ↓
Equity Income	0.3	0.5	38.6% ↑	(0.4)	(179.0%) ↓	0.8	(0.7)	(212.1%) ↓

ADJUSTED EBITDA

The Company's operational growth drove the annual increase in adjusted EBITDA.

(in R\$ Million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Net Income	64.4	51.6	24.9% ↑	30.7	109.8% ↑	152.3	70.5	116.1% ↑
(+) Financial result	(1.0)	(3.4)	70.4% ↑	0.8	(228.6%) ↓	(7.6)	0.7	(1,155.2%) ↓
(+) Income taxes and social contribution	6.6	6.3	5.1% ↑	(0.3)	2,234.1% ↑	19.6	6.7	190.0% ↑
(+) Depreciation and amortization	3.2	6.4	(50.8%) ↓	3.4	(7.4%) ↓	13.0	10.2	27.4% ↑
(+) Capitalized interests	6.3	6.2	1.3% ↑	12.6	(50.1%) ↓	17.8	22.9	(22.3%) ↓
(+) Expenses with Stock Option Plan	2.4	0.9	180.4% ↑	1.7	41.4% ↑	13.1	1.4	810.3% ↑
(+) Minority Shareholders	0.8	0.4	124.0% ↑	(0.3)	393.9% ↑	1.3	(1.3)	198.7% ↑
Adjusted EBITDA¹	82.7	68.3	21.1% ↑	48.7	70.1% ↑	209.3	111.1	88.4% ↑
Net Revenue	461.5	399.1	15.6% ↑	361.4	27.7% ↑	1,226.6	1,000.7	22.6% ↑
Adjusted EBITDA Margin¹	17.9%	17.1%	0.8 p.p. ↑	13.5%	4.5 p.p. ↑	17.1%	11.1%	6.0 p.p. ↑

1) Adjusted by capitalized interest rates, stock option plan expenses (non-cash) and minority shareholders.

FINANCIAL RESULTS

The 11.6% decrease in 3Q18 is explained by the lack of non-recurring events in the quarter, in 2Q18 we received R\$1.2 billion referring to resources from previous years. Financial expenses went up 15.6% in 3Q18 vs. 2Q18 due to higher gross debt.

(in R\$ Million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Financial Income	9.6	10.9	(11.6%) ↓	8.0	19.6% ↑	30.2	21.9	37.8% ↑
Financial Expenses	(8.6)	(7.4)	15.6% ↑	(8.8)	(2.7%) ↓	(22.5)	(22.6)	(0.4%) ↓
Financial Results	1.0	3.4	(70.4%) ↓	(0.8)	228.6% ↑	7.6	(0.7)	1,155.2% ↑

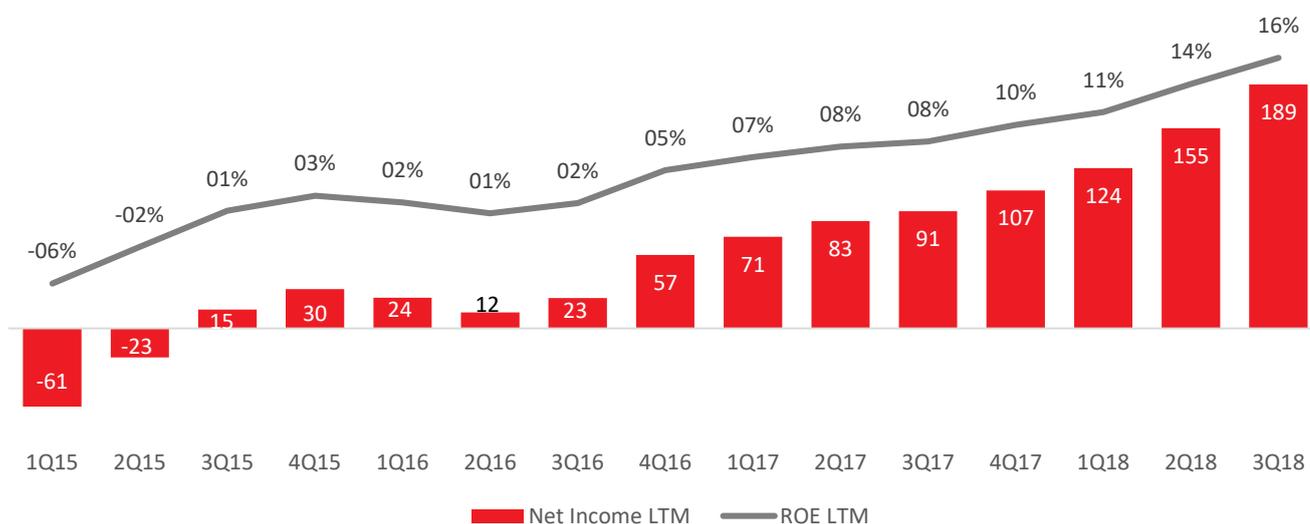


NET INCOME

Net income and net margin sustain upward results, evidencing the stability of our current business model. Quarter-over-quarter, results are growing, with a 24.9% gain in net income and a 1.0 p.p. rise in net margin.

(in R\$ million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Net Income after Income Tax and Social Contribution	65.3	52.0	25.6% ↑	30.4	114.4% ↑	153.6	69.1	122.2% ↑
(-) Minority shareholders	(0.8)	(0.4)	(124.0%) ↓	0.3	(393.9%) ↓	(1.3)	1.3	(198.7%) ↓
Net Income	64.4	51.6	24.9% ↑	30.7	109.8% ↑	152.3	70.5	116.1% ↑
Net Margin	14.0%	12.9%	1.0 p.p. ↑	8.5%	5.5 p.p. ↑	12.4%	7.0%	5.4 p.p. ↑

ROE (12 months) X Net Income (12 months)



BACKLOG RESULTS

The 43.9% backlog margin was up 0.3 p.p. quarter-over-quarter.

(in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Backlog Revenues	524.0	480.5	9.1% ↑	302.2	73.4% ↑
Backlog Costs (units sold)	(293.7)	(270.6)	8.5% ↑	(157.3)	86.8% ↑
Backlog Results¹	230.3	209.8	9.7% ↑	145.0	58.8% ↑
Backlog Margin	43.9%	43.7%	0.3 p.p. ↑	48.0%	(4.0 p.p.) ↓



CASH AND CASH EQUIVALENTS AND FINANCIAL INVESTMENTS

(in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Cash & Cash Equivalents	35.6	33.3	7.1% ↑	36.7	(2.8%) ↓
Short term investments	811.8	623.6	30.2% ↑	350.8	131.4% ↑
Total Cash Position	847.5	656.8	29.0% ↑	387.5	118.7% ↑

ACCOUNTS RECEIVABLE FROM DEVELOPMENTS AND SERVICES RENDERED

(in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Up to 2018 ¹	167.5	219.6	(23.8%) ↓	468.6	(64.3%) ↓
2019	355.0	280.7	26.5% ↑	37.8	840.4% ↑
2020	49.5	36.2	36.7% ↑	27.4	80.4% ↑
2021	24.7	20.7	19.2% ↑	34.0	(27.4%) ↓
2022	15.7	12.7	24.0% ↑	0.0	0.0% ↑
2023 and beyond	10.0	5.9	70.2% ↑	0.0	0.0% ↑
Total Accounts Receivable	622.5	575.8	8.1% ↑	567.8	9.6% ↑
(-) Present value adjustment	(11.9)	(11.0)	(8.0%) ↓	(14.8)	19.4% ↑
(-) Provision for doubtful accounts	(119.4)	(112.5)	(6.2%) ↓	(104.3)	(14.5%) ↓
(-) Provision for cancellations	(20.0)	(23.2)	13.8% ↑	(18.8)	(6.2%) ↓
Accounts Receivable	471.2	429.2	9.8% ↑	429.9	9.6% ↑
Days of Revenue	109	106	2.8% ↑	122	(10.9%) ↓
Accounts Receivable Tenda² (in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Before delivery to buyer (Pro-Soluto)	39.4	37.5	5.0% ↑	22.3	76.5% ↑
After delivery to buyer (TCD)	166.0	158.1	5.0% ↑	133.0	24.8% ↑
Tenda Receivables	205.4	195.6	5.0% ↑	155.3	32.3% ↑
Total accounts receivable	471.2	429.2	9.8% ↑	429.9	9.6% ↑
Backlog Revenues	524.0	480.5	9.0% ↑	302.2	73.4% ↑
Tenda Receivables/(Total accounts receivable + Backlog Revenues)	20.6%	21.5%	(0.9 p.p.) ↓	21.2%	(0.6 p.p.) ↓

1) Overdue and falling due.

2) Receivables, net of provision, by installments directly with the Company, since bank financing does not absorb 100% of the property value.

3) March and December/17 amounts include amounts falling due from 2021 onwards.



INDEBTEDNESS

Tenda ended 3Q18 with total debt of R\$539.3 million, duration of 33.6 months and a weighted average cost of debt of 7.8% p.a. Total debt is covered by a cash position of R\$848 million as of the end of 3Q18.

This quarter we reinitiated our access to the institutional capital markets by issuing debentures of R\$150 million; the transaction involved 17 participants and was settled by mid-September.

Debt Maturity Schedule (in R\$ million)	Project Finance	Corporate Debt	Total
2018	0.4	0.8	1.2
2019	6.5	1.1	7.6
2020	40.7	0.0	40.7
2021 and beyond	491.7	0.0	491.7
Total Debt	539.3	1.9	541.2
Duration (in months)			33.6

Debt Breakdown (in R\$ million)	Maturity	Charges (APY)	Balance Due September 18	Balance Due June 18
Project Finance			539.3	381.3
SFH	until 12/2022	TR + 8.3% to 9.5%	110.8	108.6
Debenture	until 09/2023	CDI + 0,9% a 1,75%	428.5	272.7
Corporate Debt			1.9	2.5
Working Capital	until 06/2019	CDI + 2.3% to 4.25% INCC-DI Variation	1.9	2.5
Weighted Average Cost of Debt (in R\$ million)	Balance Due September 18	Balance Due / Total Debt	Average Cost (APY)	
CDI	428.5	79.2%	CDI + 1.24%	
TR	110.8	20.5%	TR + 8.3%	
INCC	1.9	0.3%	INCC + 0%	
Total	541.2	100%	7.8%	



NET DEBT

Tenda has a negative 25.1% adjusted net debt/shareholder's equity ratio, making it one of the most leveraged companies in the Brazilian real estate sector. Cash generation totaled R\$72.5 million this quarter, higher than the generation of R\$65 million in 2Q18.

(in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Gross Debt	541.2	383.8	41.0% ↑	130.7	314.1% ↑
(-) Cash and cash equivalents and financial investments	(847.5)	(656.8)	29.0% ↑	(387.5)	118.7% ↑
Net Debt	(306.2)	(273.0)	(12.2%) ↓	(256.8)	(19.3%) ↓
(+) Capital Reduction	0.0	0.0	0.0% ↑	103.9	(100.0%) ↓
Adjusted Net Debt¹	(306.2)	(273.0)	(12.2%) ↓	(152.9)	(100.4%) ↓
Shareholders' Equity + Minority Shareholders	1,218.1	1,190.4	2.3% ↑	1,126.8	8.1% ↑
Net Debt/ (Shareholders' Equity + Minority Shareholders)	(25.1%)	(22.9%)	(2.2 p.p.) ↓	(22.8%)	(2.4 p.p.) ↓
Adjusted Net Debt/ (Shareholders' Equity + Minority Shareholders)	(25.1%)	(22.9%)	(2.2 p.p.) ↓	(13.6%)	(11.6 p.p.) ↓
Adjusted EBITDA (Last 12 months)	270.1	233.6	15.6% ↑	158.4	70.5% ↑
Adjusted Net Debt/Adjusted EBITDA (last 12 months)	(113.4%)	(116.9%)	3.5 p.p. ↑	(96.5%)	(16.9 p.p.) ↓
Cash Generation ²	72.5	65.0	11.5% ↑	83.2	(12.9%) ↓
Operating Cash Generation ³	74.5	67.4	10.5% ↑	82.4	(9.6%) ↓

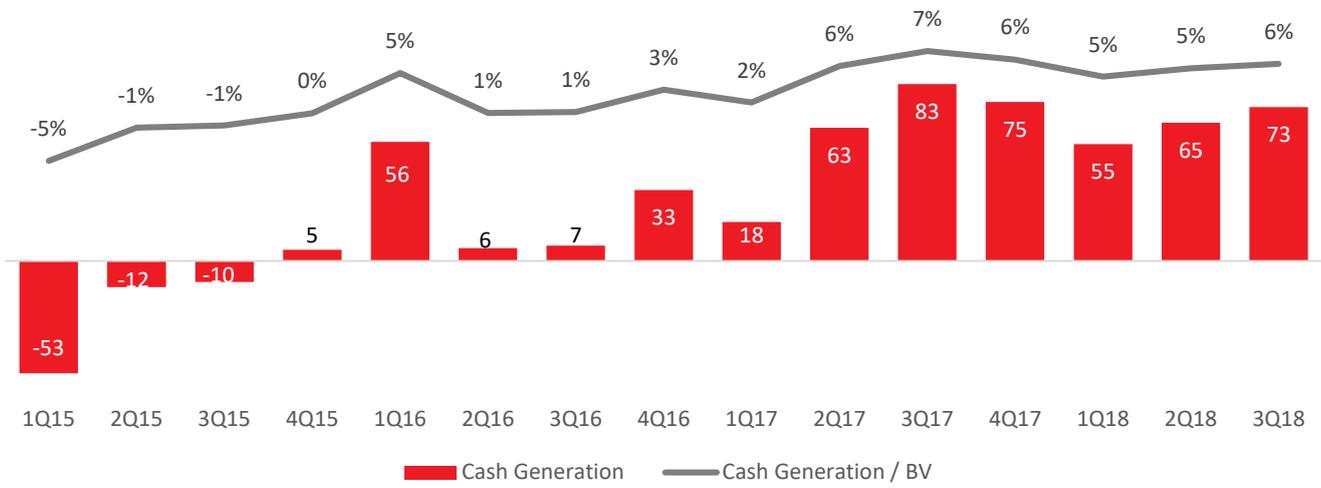
1) Net debt adjusted by payment obligations from the capital reduction on December 14, 2016. This amount was recorded in the balance sheet under other liabilities.

2) Cash Generation is the difference between the cash available variation and Gross Debt variation, adjusted by share buyback amounts, dividends, capital reduction and non-operational effects.

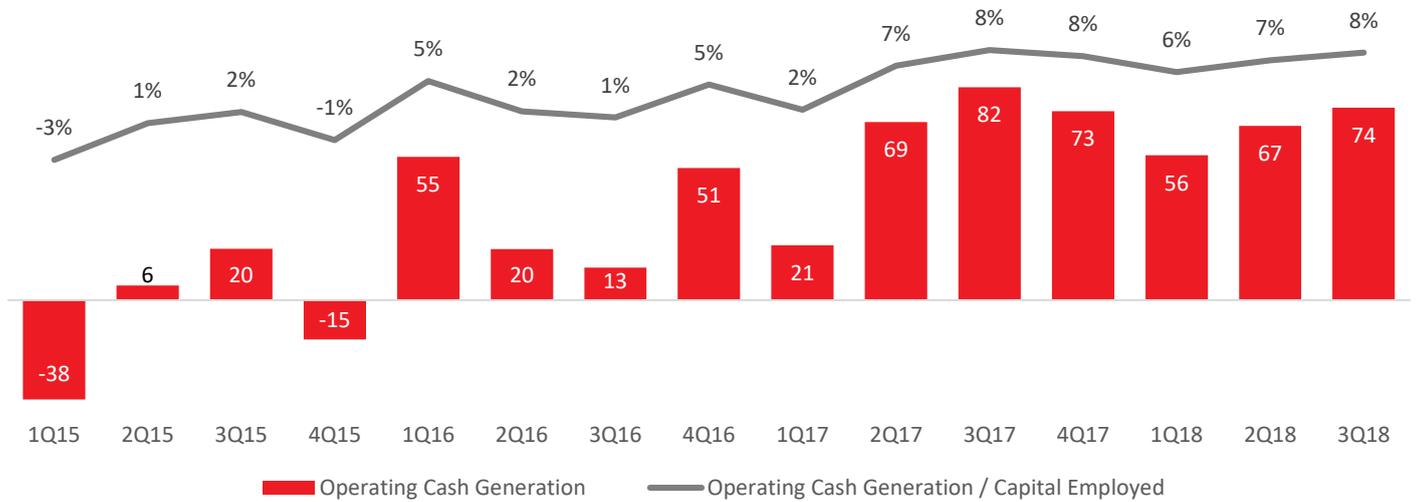
3) Operational cash generation is the result of the company's internal managerial calculation which neither reflects nor is compared with figures reported in the financial statements



Cash Generation X Shareholders' Equity



Operating Cash Generation x Capital Employed





INCOME STATEMENT

(in R\$ million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Net Revenue	461.5	399.1	15.6% ↑	361.4	27.7% ↑	1,226.6	1,000.7	22.6% ↑
Operating Costs	(306.5)	(255.2)	20.1% ↑	(230.3)	33.1% ↑	(804.1)	(658.8)	22.1% ↑
Gross Profit	155.0	143.8	7.8% ↑	131.1	18.3% ↑	422.5	341.9	23.6% ↑
Gross Margin	33.6%	36.0%	(2.4 p.p.) ↓	36.3%	(2.7 p.p.) ↓	34.4%	34.2%	0.3 p.p. ↑
Operating Expenses	(84.1)	(89.0)	(5.5%) ↓	(100.2)	(16.0%) ↓	(257.0)	(265.3)	(3.1%) ↓
Selling Expenses	(39.2)	(35.7)	9.9% ↑	(35.5)	10.4% ↑	(106.7)	(98.5)	8.3% ↑
General and Administrative Expenses	(28.3)	(26.5)	7.0% ↑	(24.8)	14.1% ↑	(88.8)	(69.5)	27.8% ↑
Other Operating Revenue/Expenses	(13.7)	(20.8)	(34.3%) ↓	(36.0)	(62.0%) ↓	(49.3)	(86.4)	(42.9%) ↓
Depreciation and Amortization	(3.2)	(6.4)	(50.8%) ↓	(3.4)	(7.4%) ↓	(13.0)	(10.2)	27.4% ↑
Equity Income	0.3	0.5	(38.6%) ↓	(0.4)	179.0% ↑	0.8	(0.7)	212.1% ↑
Operational Result	70.9	54.8	29.3% ↑	30.9	129.2% ↑	165.5	76.6	116.1% ↑
Financial Income	9.6	10.9	(11.6%) ↓	8.0	19.6% ↑	30.2	21.9	37.8% ↑
Financial Expenses	(8.6)	(7.4)	15.6% ↑	(8.8)	(2.7%) ↓	(22.5)	(22.6)	(0.4%) ↓
Net Income Before Taxes on Income	71.9	58.3	23.4% ↑	30.1	138.6% ↑	173.2	75.9	128.2% ↑
Deferred income tax and social contribution	0.4	(0.7)	158.1% ↑	8.8	(95.6%) ↓	(1.1)	14.7	(107.2%) ↓
Current Income Tax and Social Contribution	(7.0)	(5.6)	24.5% ↑	(8.5)	(17.5%) ↓	(18.5)	(21.4)	(13.6%) ↓
Net Income After Taxes on Income	65.3	52.0	25.6% ↑	30.4	114.4% ↑	153.6	69.1	122.2% ↑
(-) Minority Shareholders	(0.8)	(0.4)	(124.0%) ↓	0.3	(393.9%) ↓	(1.3)	1.3	(198.7%) ↓
Net Income	64.4	51.6	24.9% ↑	30.7	109.8% ↑	152.3	70.5	116.1% ↑



BALANCE SHEET

(in R\$ million)	September 18	June 18	QoQ (%)	September 17	YoY (%)
Current Assets	1,757.2	1,680.1	4.6% ↑	1,378.5	27.5% ↑
Cash and cash equivalents	35.6	33.3	7.1% ↑	36.7	(2.8%) ↓
Short term investments	811.8	623.6	30.2% ↑	350.8	131.4% ↑
Receivables from clients	322.9	306.5	5.3% ↑	335.2	(3.7%) ↓
Properties for sale	498.7	617.5	(19.2%) ↓	528.2	(5.6%) ↓
Other accounts receivable	46.6	50.0	(6.8%) ↓	48.6	(4.1%) ↓
Land for sale	41.6	49.2	(15.6%) ↓	79.1	(47.4%) ↓
Non-Current Assets	661.1	503.6	31.3% ↑	531.6	24.4% ↑
Receivables from clients	148.3	122.7	20.9% ↑	94.7	56.7% ↑
Properties for sale	453.7	321.8	41.0% ↑	366.9	23.7% ↑
Other	59.1	59.1	(0.0%) ↓	70.0	(15.6%) ↓
Intangible, Property and Equipment	64.0	61.4	4.2% ↑	58.2	10.0% ↑
Investments	43.1	66.0	(34.7%) ↓	65.8	(34.6%) ↓
Total Assets	2,525.4	2,311.1	9.3% ↑	2,034.1	24.2% ↑
Current Liabilities	420.8	429.8	(2.1%) ↓	376.6	11.7% ↑
Loans and financing	5.8	8.3	(30.1%) ↓	58.5	(90.1%) ↓
Debentures	0.0	0.0	0.0% ↑	0.0	0.0% ↑
Obligations for purchase of land and advances from customers	221.1	237.4	(6.9%) ↓	166.2	33.1% ↑
Material and service suppliers	40.3	29.7	35.7% ↑	31.6	27.3% ↑
Taxes and contributions	32.0	27.8	15.5% ↑	32.1	(0.3%) ↓
Other	121.5	126.6	(4.0%) ↓	88.1	37.9% ↑
Non-current liabilities	886.5	690.9	28.3% ↑	530.7	67.1% ↑
Loans and financing	107.0	102.8	4.0% ↑	72.2	48.2% ↑
Debentures	428.5	272.7	57.1% ↑	0.0	0.0% ↑
Obligations for purchase of land and advances from customers	288.6	225.8	27.8% ↑	229.6	25.7% ↑
Deferred taxes	6.9	7.4	(6.9%) ↓	5.8	18.8% ↑
Provision for contingencies	25.2	30.6	(17.6%) ↓	67.7	(62.8%) ↓
Other creditors	0.0	0.0	0.0% ↑	103.9	(100.0%) ↓
Other	30.4	51.6	(41.0%) ↓	51.6	(41.0%) ↓
Shareholders' Equity	1,218.1	1,190.4	2.3% ↑	1,126.8	8.1% ↑
Shareholders' Equity	1,211.7	1,184.8	2.3% ↑	1,121.0	8.1% ↑
Minority Shareholders	6.4	5.5	14.8% ↑	5.8	10.3% ↑
Total Liabilities and Shareholders' Equity	2,525.4	2,311.1	9.3% ↑	2,034.1	24.2% ↑



CASH FLOW

(in R\$ million)	3Q18	2Q18	QoQ (%)	3Q17	YoY (%)	9M18	9M17	YoY (%)
Cash Used in Operating Activities	81.9	73.8	10.9% ↑	64.1	27.8% ↑	212.3	205.6	3.3% ↑
Net Income (loss) before taxes	71.9	58.3	23.4% ↑	30.1	138.6% ↑	173.2	75.9	128.2% ↑
Depreciation and amortization	5.2	8.3	(37.2%) ↓	5.2	0.0% ↑	18.6	13.5	37.6% ↑
Impairment	(2.4)	(2.0)	(17.0%) ↓	(1.7)	(37.9%) ↓	(6.6)	(1.5)	(345.6%) ↓
Stock option plan expenses	2.4	0.9	180.4% ↑	1.7	41.4% ↑	13.1	1.4	810.3% ↑
Penalty fee over delayed projects	(0.0)	(0.1)	82.8% ↑	(0.0)	16.7% ↑	0.0	(0.5)	102.1% ↑
Unrealized interest and charges, net	0.8	2.8	(70.2%) ↓	8.6	(90.4%) ↓	1.9	18.5	(89.6%) ↓
Equity income	(0.3)	(0.5)	38.6% ↑	0.4	(179.0%) ↓	(0.8)	0.7	(212.1%) ↓
Disposal of fixed asset	0.0	0.0	0.0% ↑	0.6	(100.0%) ↓	0.0	1.1	(98.6%) ↓
Warranty provision	(1.7)	(5.4)	68.6% ↑	(9.8)	82.7% ↑	2.7	(0.1)	4,250.8% ↑
Provision for contingencies	(10.8)	1.4	(863.3%) ↓	21.1	(151.1%) ↓	(12.6)	22.8	(155.1%) ↓
Profit sharing provision	4.8	5.6	(13.8%) ↓	4.2	15.3% ↑	15.4	13.8	11.4% ↑
Provision (reversal) for doubtful accounts and cancellations	5.8	9.9	(41.8%) ↓	3.8	50.6% ↑	20.9	16.6	25.8% ↑
Provision for cancellations and cancellations payable	(1.3)	1.0	(237.1%) ↓	(1.5)	11.1% ↑	(0.1)	2.0	(104.3%) ↓
Clients	(46.6)	(16.1)	(189.8%) ↓	7.2	(743.8%) ↓	(94.1)	(12.4)	(659.7%) ↓
Properties for sale	(27.6)	(5.2)	(427.5%) ↓	(74.6)	63.0% ↑	(14.2)	(97.4)	85.4% ↑
Other receivables	(7.6)	1.9	(493.5%) ↓	2.7	(385.2%) ↓	(4.0)	8.4	(147.1%) ↓
Obligations for purchase of real properties	69.0	25.6	169.9% ↑	89.6	(23.0%) ↓	88.6	116.4	(23.9%) ↓
Taxes and contributions	1.3	11.3	(88.6%) ↓	(21.0)	106.2% ↑	13.1	(1.3)	1,112.8% ↑
Accounts payable	10.6	1.0	934.7% ↑	2.8	279.8% ↑	17.5	(0.0)	92,326.3% ↑
Salaries, payroll charges and bonus provision	3.6	(12.4)	128.8% ↑	(7.4)	148.3% ↑	(7.5)	(5.4)	(38.5%) ↓
Other accounts payable	6.0	2.5	140.7% ↑	(11.4)	152.6% ↑	8.3	(7.6)	210.0% ↑
Current account operations	1.3	0.6	106.6% ↑	15.1	(91.7%) ↓	3.1	49.9	(93.7%) ↓
Taxes paid	(6.1)	(18.6)	67.2% ↑	(8.7)	30.1% ↑	(29.6)	(20.7)	(43.2%) ↓
Present value adjustment	0.9	1.4	(36.6%) ↓	2.4	(63.0%) ↓	1.0	11.9	(91.4%) ↓
Other operating revenue/expenses	0.0	0.0	0.0% ↑	0.0	(100.0%) ↓	0.0	0.9	(100.0%) ↓
Deferred income tax and social contribution	2.7	1.7	60.7% ↑	4.7	(43.4%) ↓	4.3	(1.4)	411.8% ↑
Cash used in investment activities	(188.8)	(11.1)	(1,602.4%) ↓	(91.6)	(106.0%) ↓	(354.1)	(180.5)	(96.2%) ↓
Investment activities	0.0	0.0	0.0% ↑	0.0	0.0% ↑	0.0	0.0	0.0% ↑
Purchase of property and equipment	(7.8)	(8.2)	5.3% ↑	(8.5)	8.8% ↑	(19.1)	(24.7)	22.7% ↑
Redemption of securities, sureties and credits	347.4	303.0	14.7% ↑	358.5	(3.1%) ↓	854.1	1,205.0	(29.1%) ↓
Investments in marketable securities and restricted credits	(528.4)	(305.9)	(72.7%) ↓	(441.6)	(19.7%) ↓	(1,189.1)	(1,360.7)	12.6% ↑
Cash provided by financing activities	109.2	(74.6)	246.5% ↑	(20.2)	639.9% ↑	138.1	(16.8)	919.6% ↑
Stock Buyback	(39.9)	(73.2)	45.5% ↑	0.0	0.0% ↑	(113.2)	0.0	0.0% ↑
Capital Reserve Increase	0.0	1.0	(97.3%) ↓	0.0	0.0% ↑	1.1	0.0	0.0% ↑
Loans and financing increase	265.8	106.9	148.7% ↑	91.8	189.5% ↑	582.5	291.5	99.8% ↑
Amortization of loans and financing	(116.5)	(109.0)	(6.9%) ↓	(143.7)	18.9% ↑	(331.9)	(308.3)	(7.6%) ↓
Loan operations	(0.2)	(0.2)	10.6% ↑	31.7	(100.5%) ↓	(0.5)	0.0	0.0% ↑
Net increase (decrease) in cash and cash equivalents	2.4	(11.8)	120.0% ↑	(47.8)	104.9% ↑	(3.7)	8.3	(145.1%) ↓
At the beginning of the period	33.3	45.1	(26.2%) ↓	84.5	(60.6%) ↓	39.4	28.4	38.6% ↑
At the end of the period	35.6	33.3	7.1% ↑	36.7	(2.8%) ↓	35.6	36.7	(2.8%) ↓



INVESTOR RELATIONS

Renan Barbosa Sanches
CFO and Investor Relations Officer

Luiz Felipe Fustaino
Investor Relations and Treasury Manager

Thais Nogueira Alonso
Investor Relations and Treasury Coordinator

Investor Relations

Phone: +55 (11) 3111-9909

E-mail: ri@tenda.com

Website: ir.tenda.com

MEDIA RELATIONS

Máquina Cohn & Wolfe

Mariana Uchôa

Phone: +55 (11) 3147-7258

E-mail: tenda@maquinacohnwolfe.com

About Tenda

Construtora Tenda S.A. (B3: TEND) is Brazil's second largest homebuilder focused on the lower-income housing segment, listed on the Novo Mercado, B3's highest level of corporate governance. The Company concentrates its activities in six of the largest metropolitan regions of the country, exclusively operating in the levels 1.5 and 2 of the federal housing program "Minha Casa, Minha Vida" (MCMV). With a strategy of sustainable growth, excellent execution, and solid business model, Tenda has been able to deliver strong cash generation and growing profits, maintaining its vision of offering investors the highest returns in the lower-income segment.