



4Q20 & 2020 Results Webcast

March 12, 2021

This event will start at:

10am BRT | 8am NYT | 1pm LON



Rodrigo Osmo
(CEO)



Renan Sanches
(CFO)

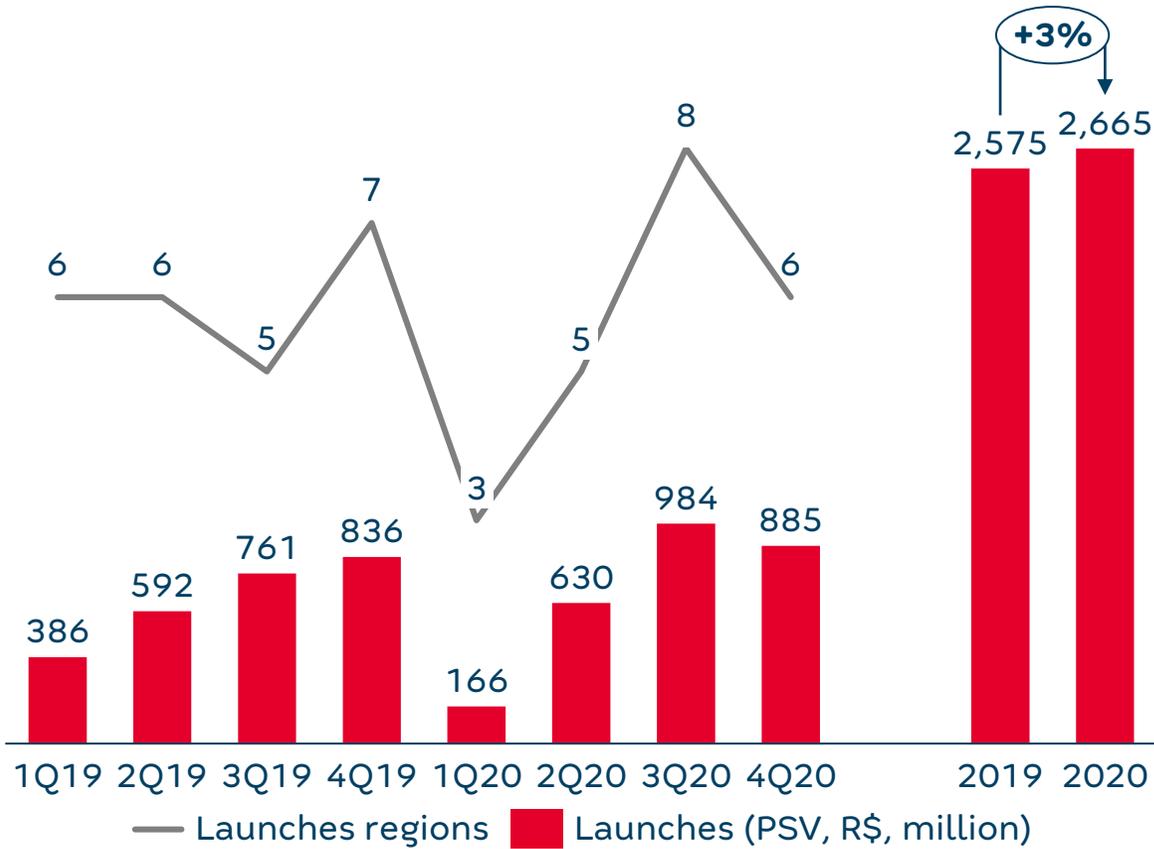


Results

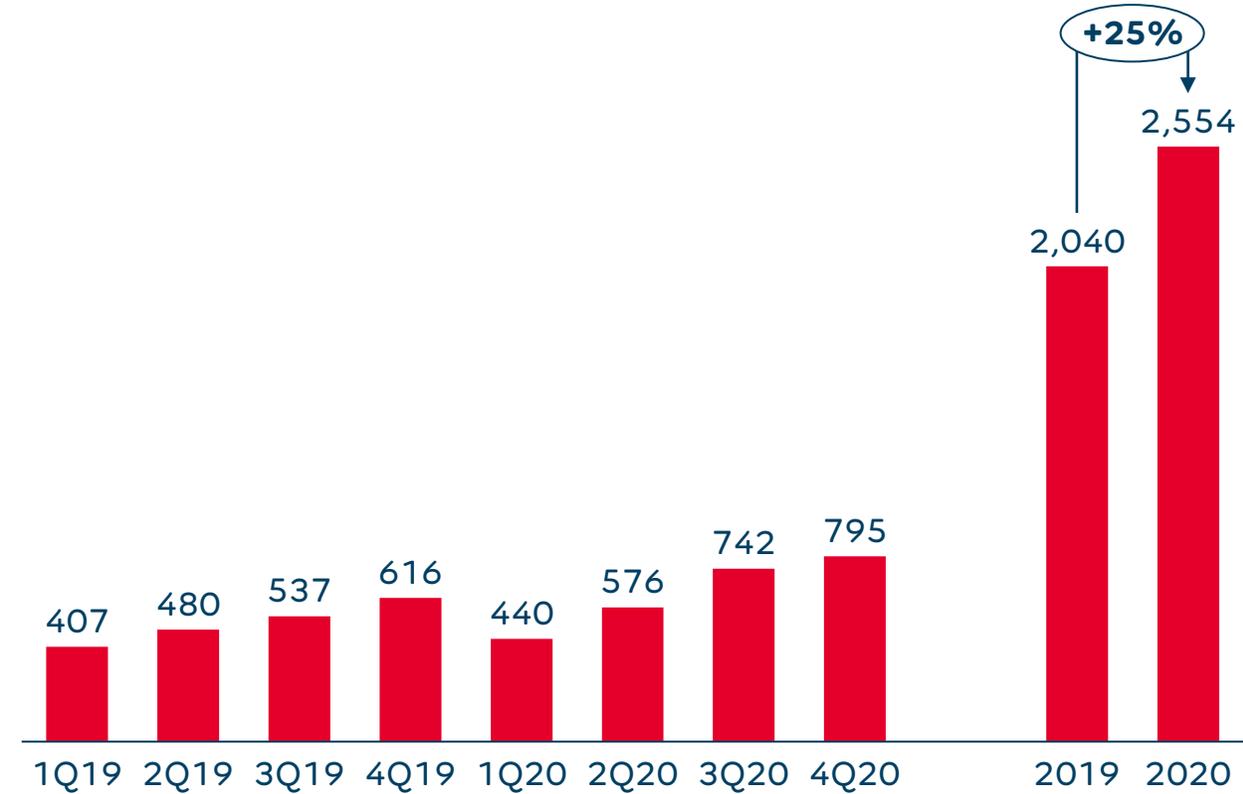
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Launches and Regions



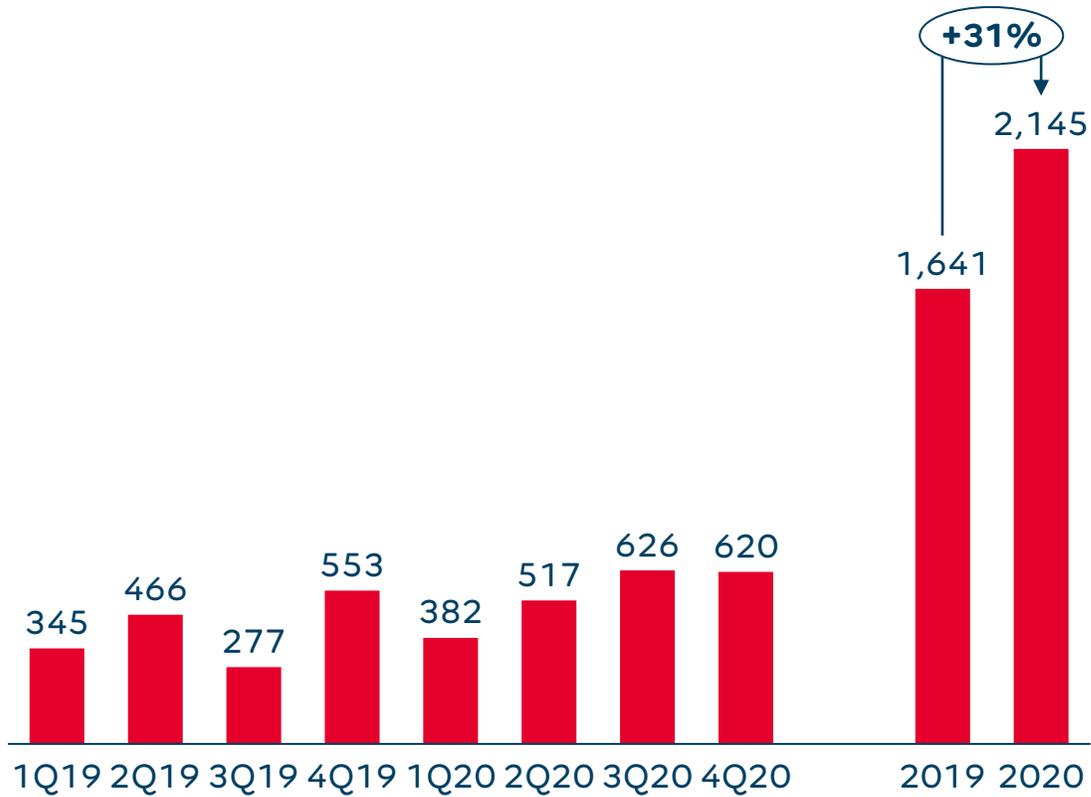
Net Pre-Sales (PSV, R\$ million)



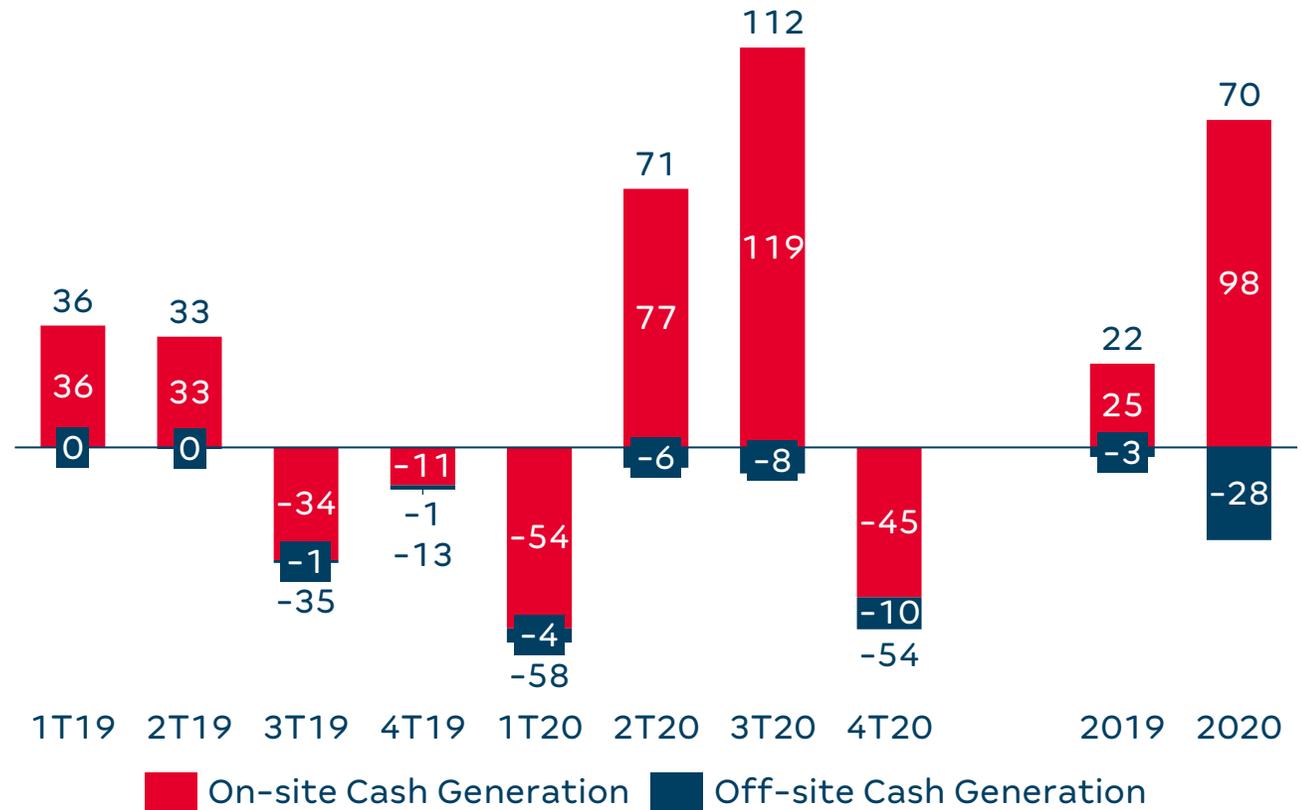
Record-high related to the CEF mortgage transfers in 2020 did not prevent cash burn in the quarter, due to the acceleration of activity in some of construction sites to avoid price adjustments



Transfers (PSV, R\$ million)

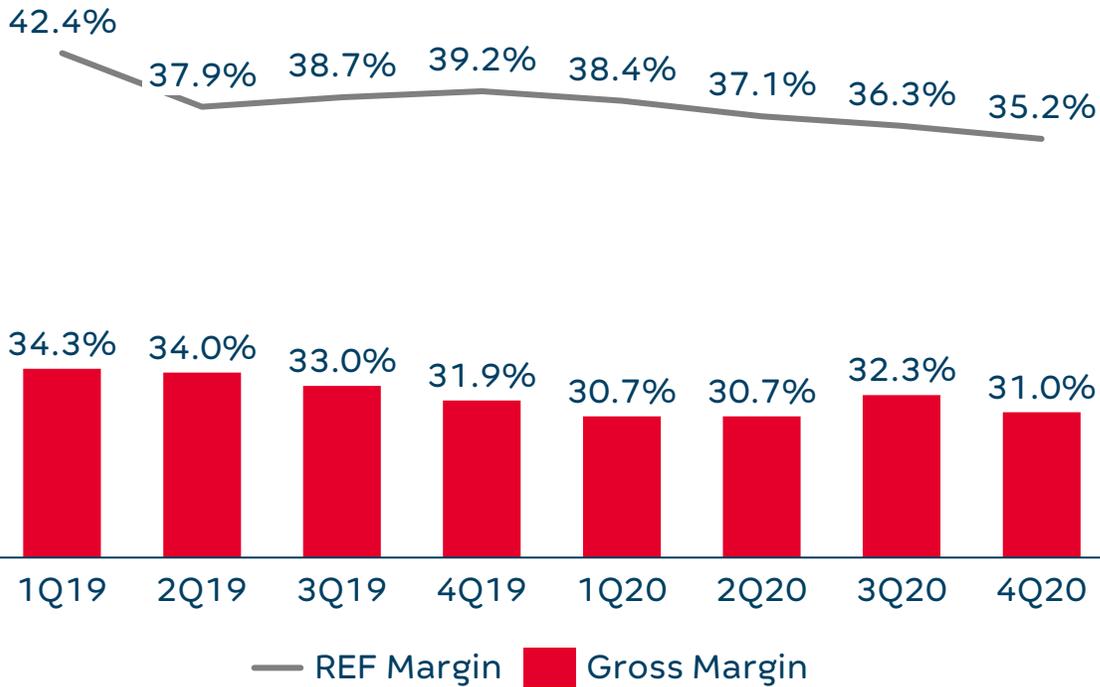


Operating Cash Generation (PSV, R\$ million)

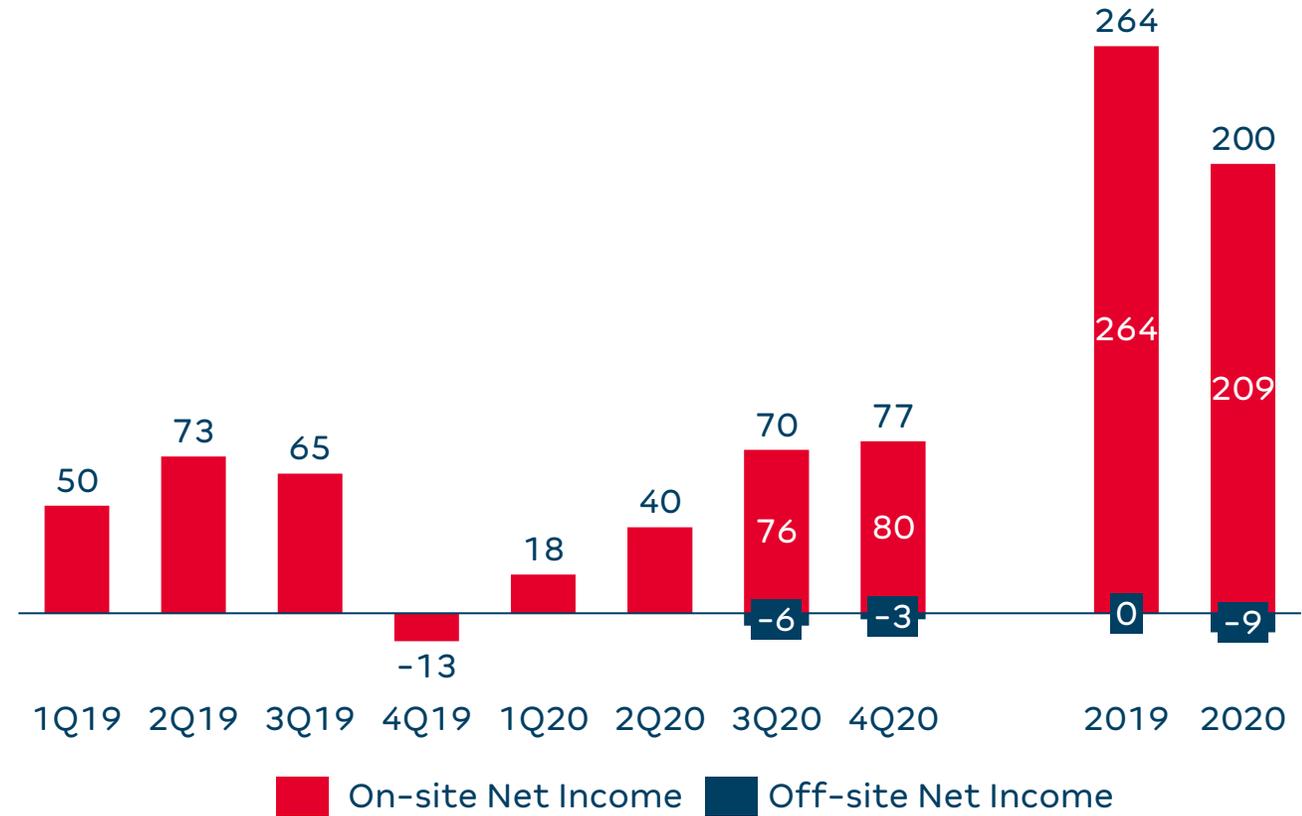




Margin (%)



Net Income (R\$, million)





Offsite Construction

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Woodframe technology



Assembly of the first houses



New construction sites are being prepared



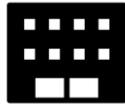
New tests are still being done (product, price, technology)



Tecverde partnership

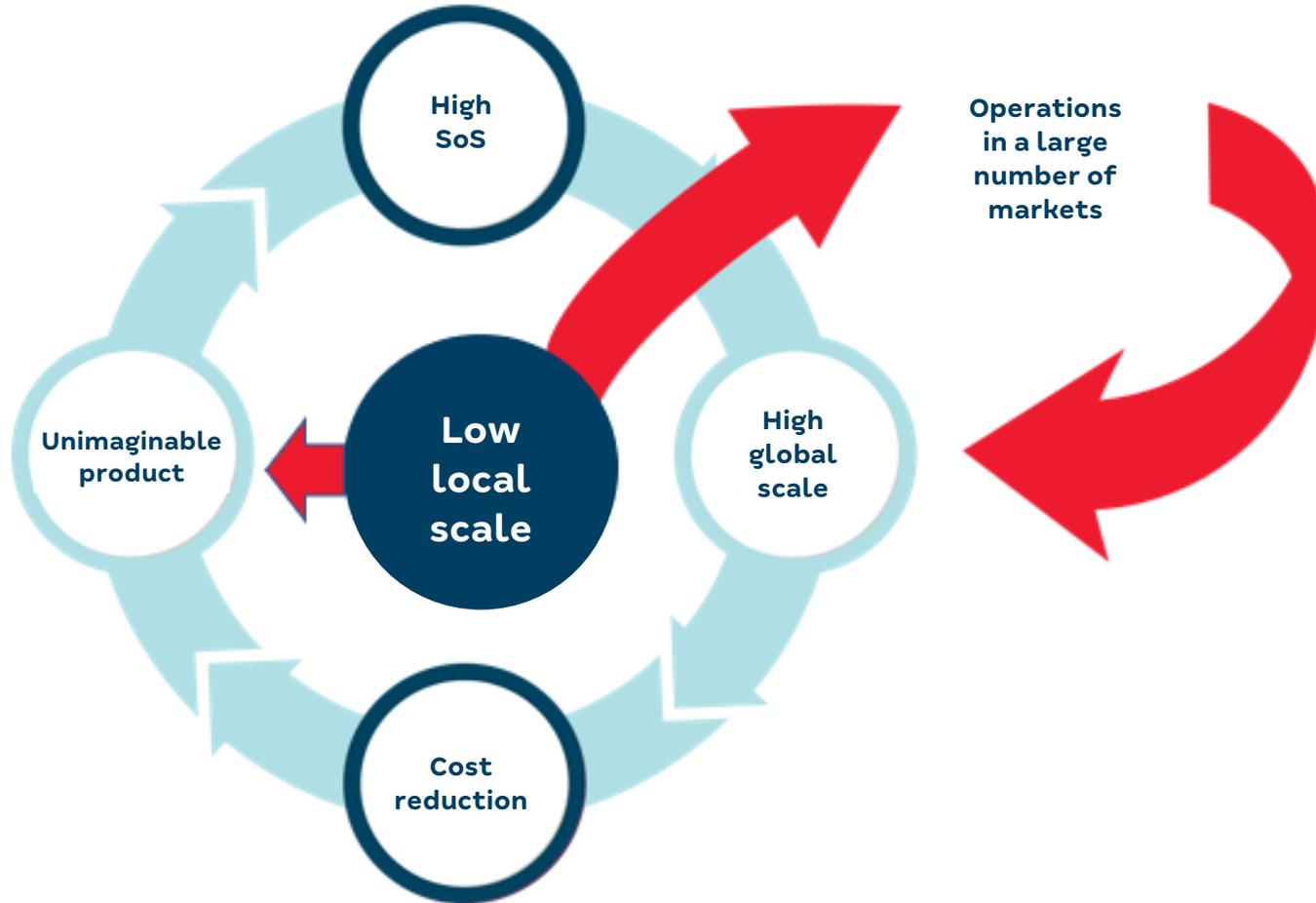


New plant



DATEC





- ❑ Land purchase and launch indicators as project guides
- ❑ We ended 2020 with two **pilot projects**
- ❑ And we reinforce that **2021 and 2022** are still **learning years**
- ❑ **Scaling** the launches volume in **2023**



Q&A

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