



# 1Q21 Results Webcast

May 06, 2021

This event will start at:  
10am BRT



**Rodrigo Osmo**  
(CEO)



**Renan Sanches**  
(CFO)



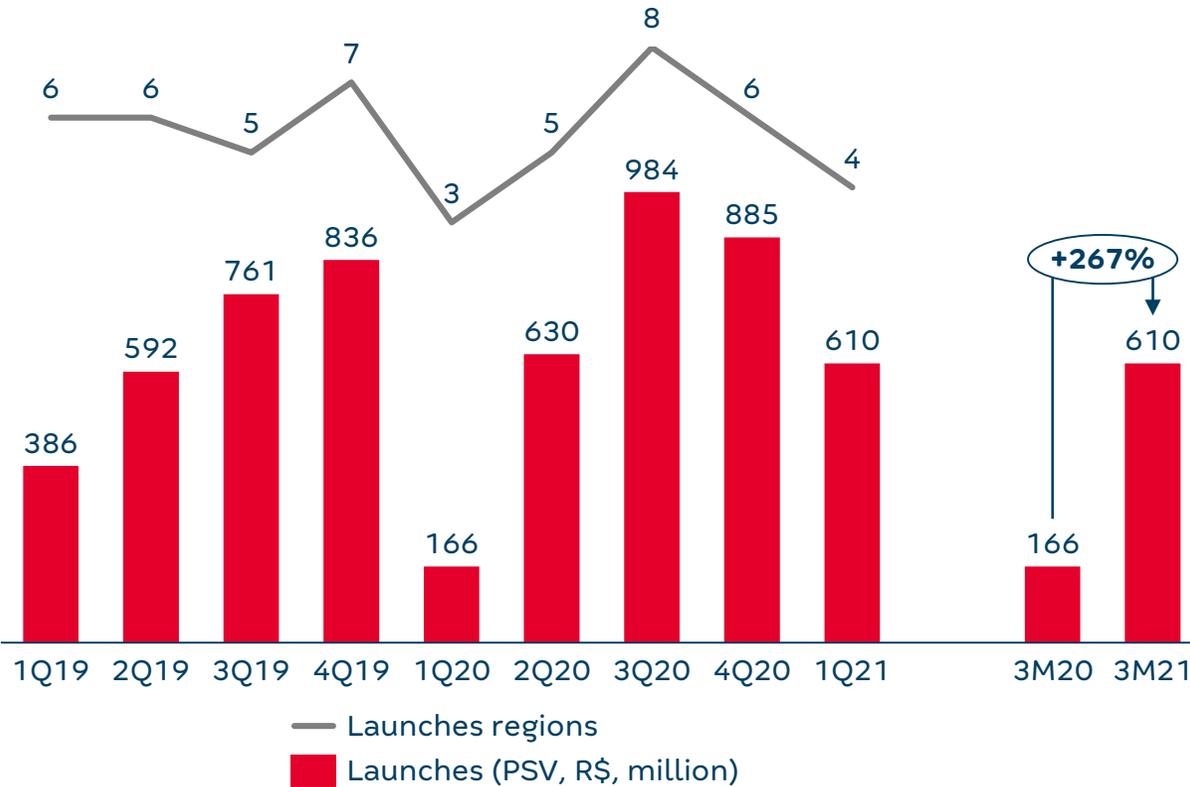
# Results

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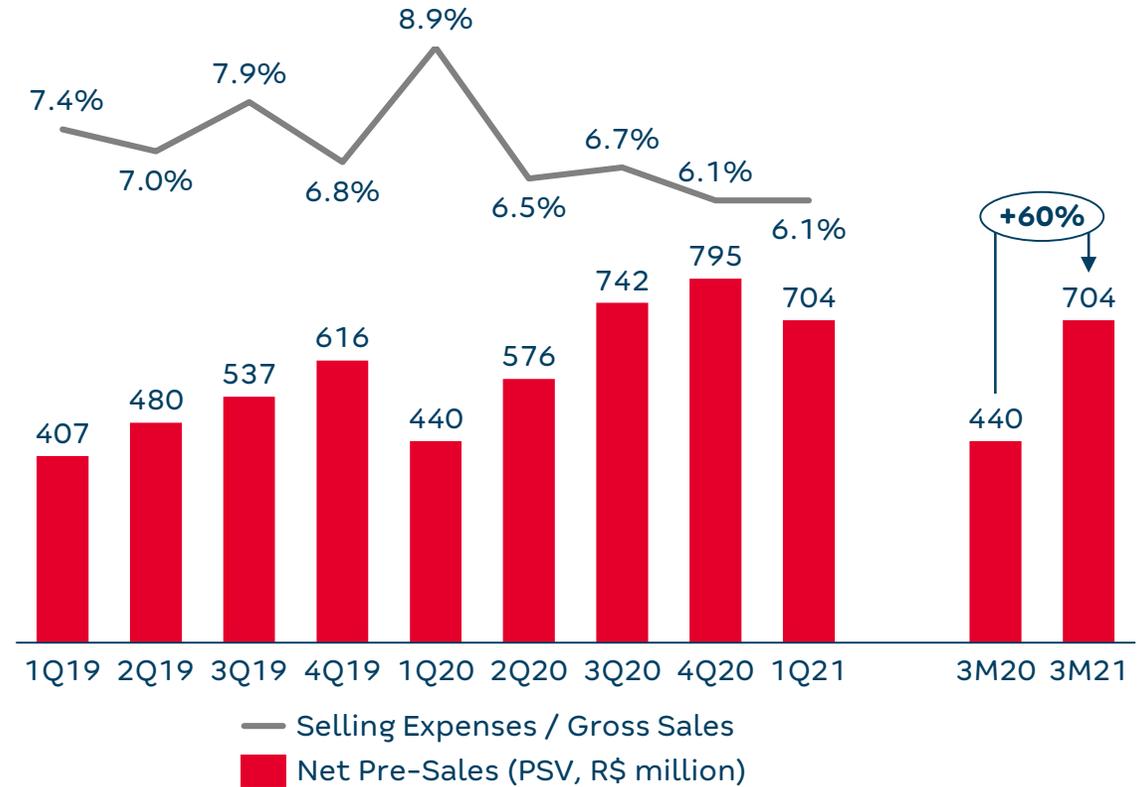
Tenda's best first quarter for launches and net pre-sales. The ratio selling expensive / gross sales reached the lowest level since 2016, driven by the digital transformation



### Launches and Regions



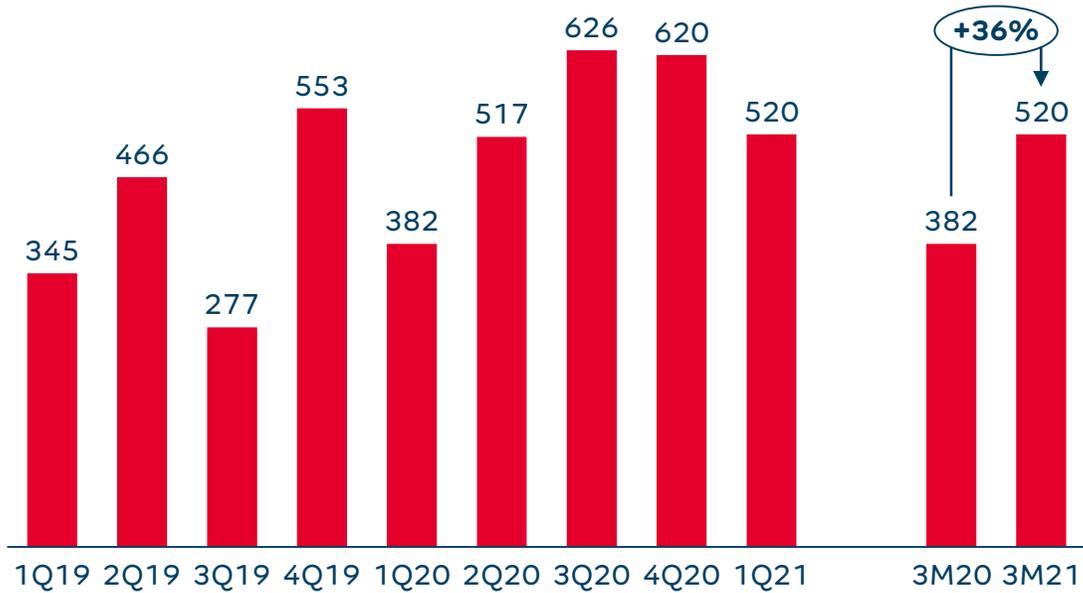
### Net Pre-Sales (PSV, R\$ million) Selling Expenses / Gross Sales (%)



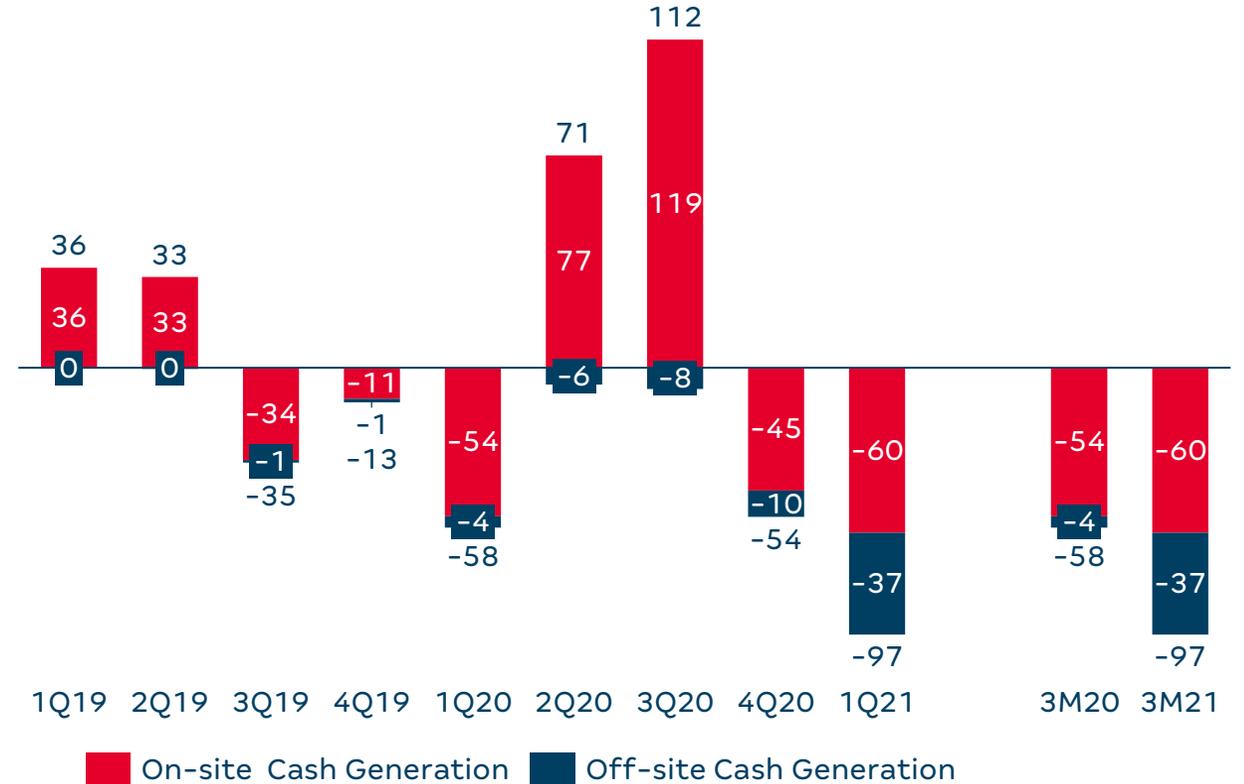
The increased pandemic-related restrictions impacted the volume of transfers and the progress of our construction sites **consuming cash in this quarter**



Transfers (PSV, R\$ million)



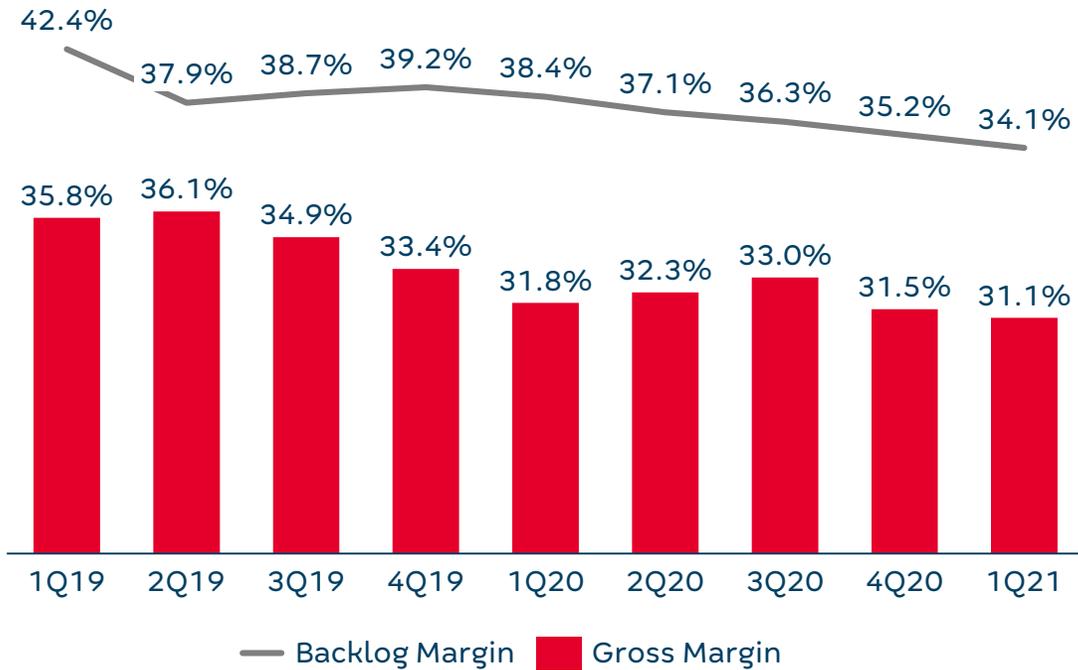
Operating Cash Generation (PSV, R\$ million)



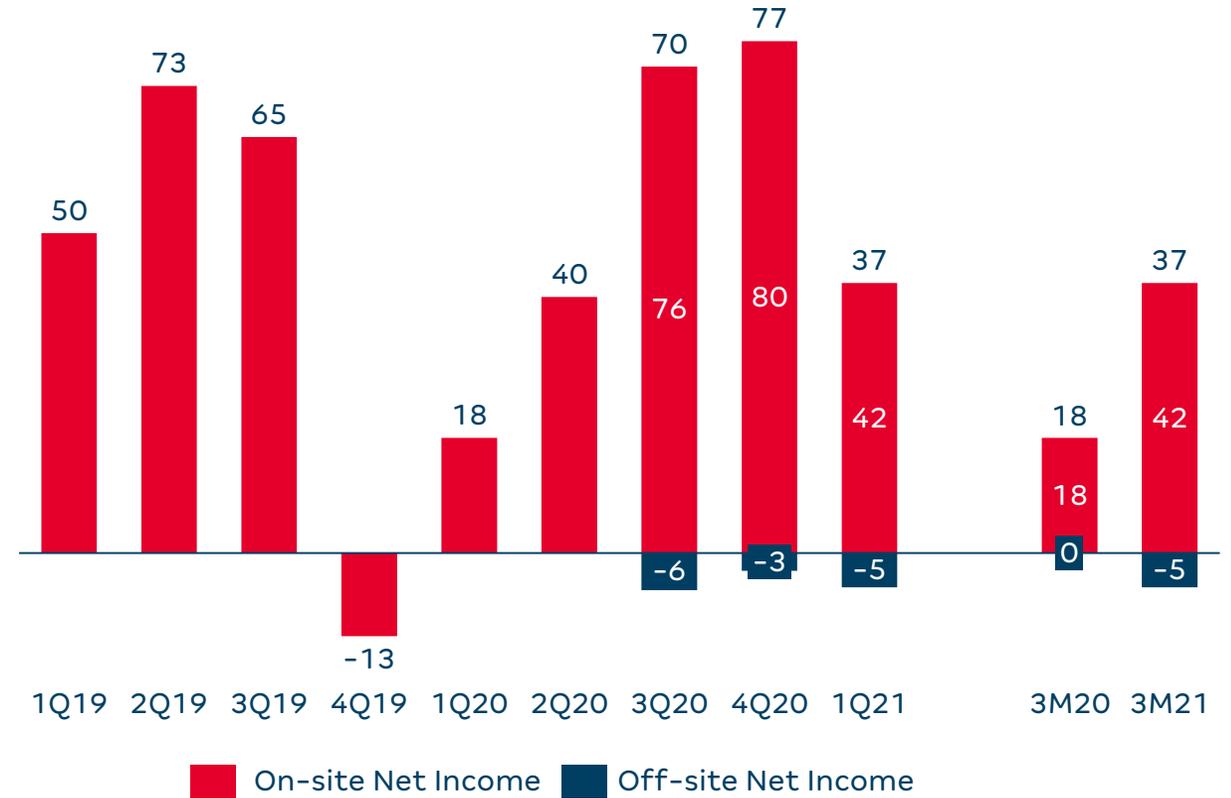
Gross Adjusted Margin ended the quarter in the middle of the guidance being impacted, as well as the Backlog Margin, by the budget review of the works



Margin (%)



Net Income (R\$, million)



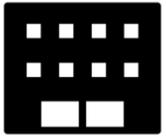


# Offsite Construction

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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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