



# 3Q21 Results Webcast

November 05, 2021

This event will start at:  
10:00 am BRT



**Rodrigo Osmo**  
(CEO)



**Renan Sanches**  
(CFO)

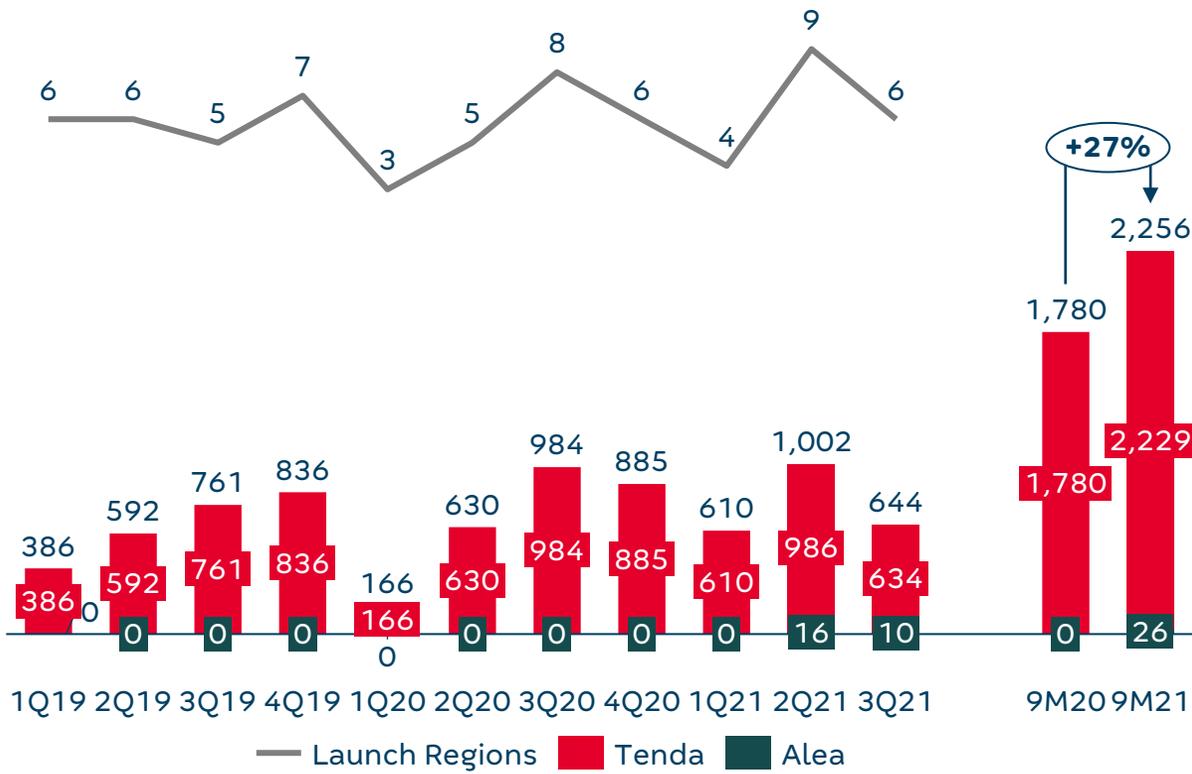


# Results

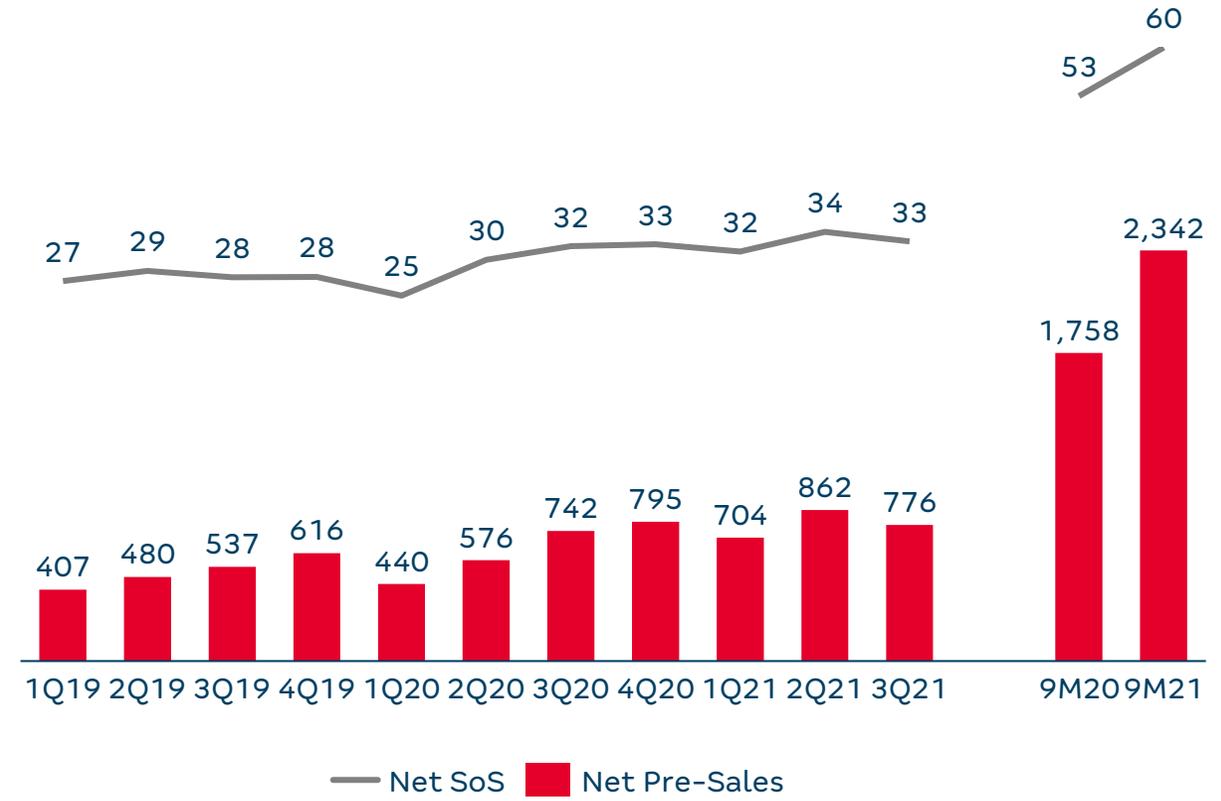
3Q21 Results Webcast



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

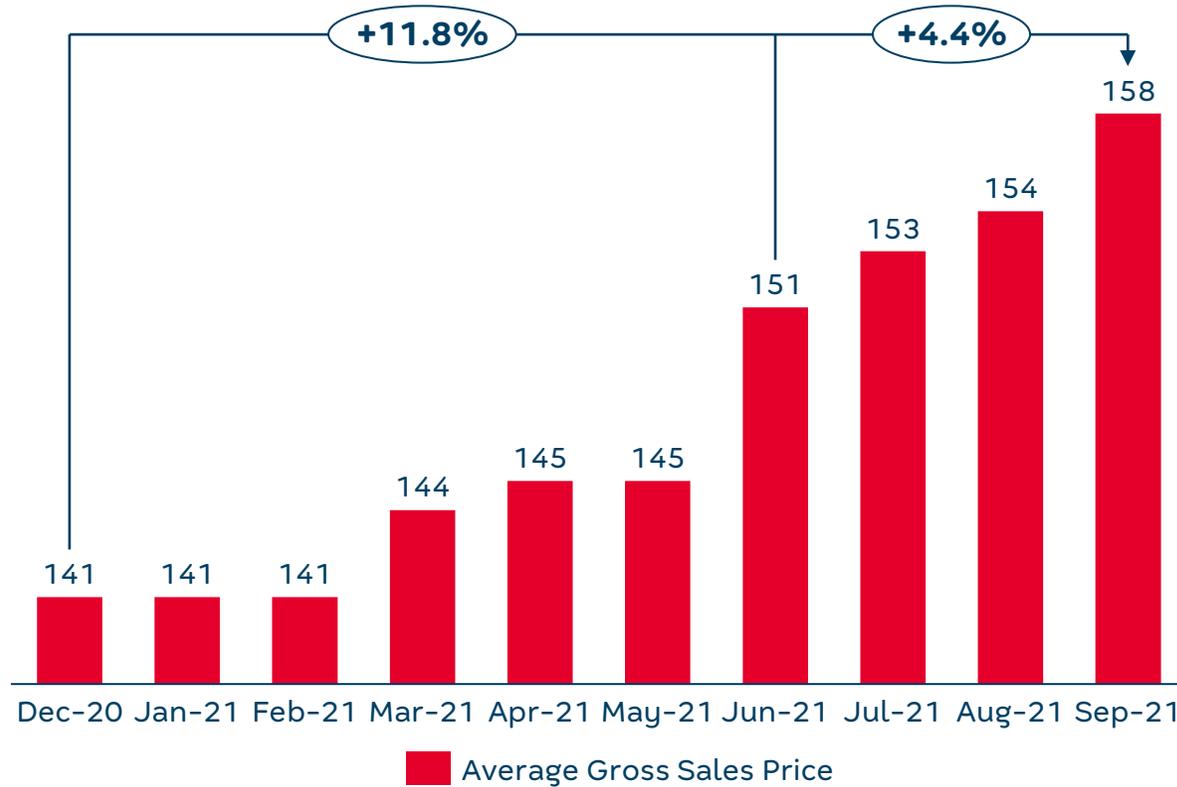


Net Pre-Sales (PSV, R\$ million) And Net SoS (%)





Average Gross Sales Price (R\$ Thousand)

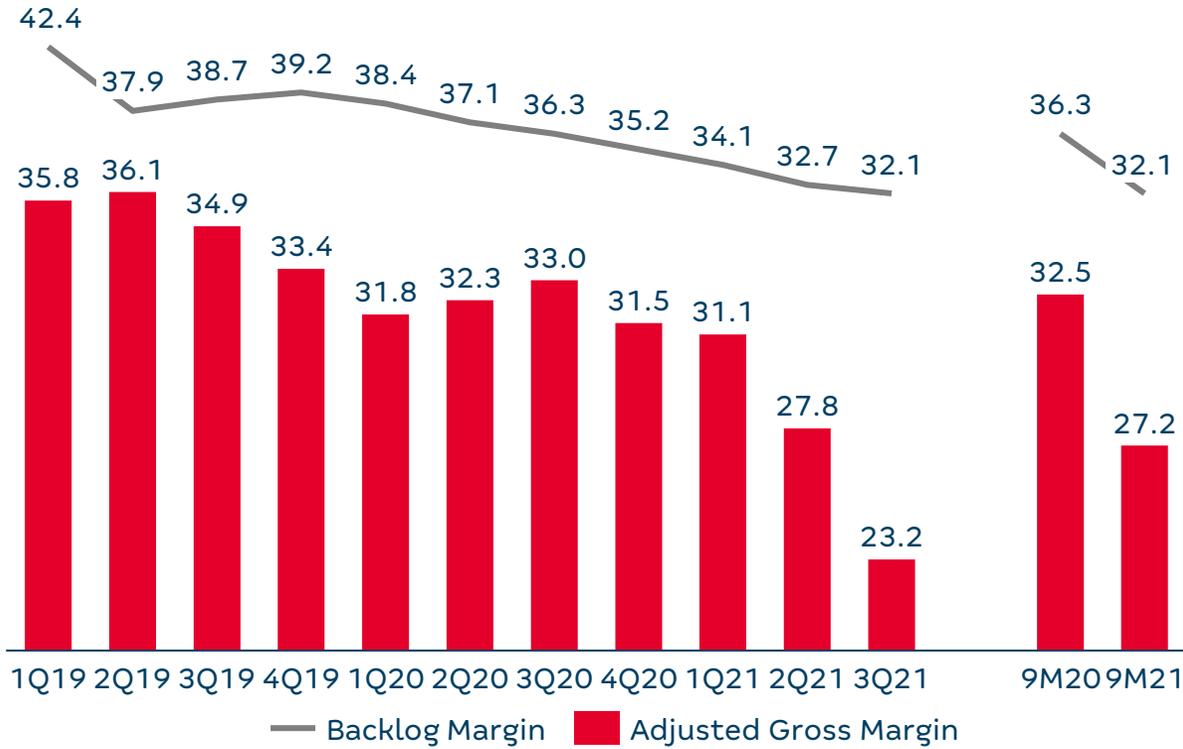


<sup>1</sup> % of Backlog Revenue at 3Q21

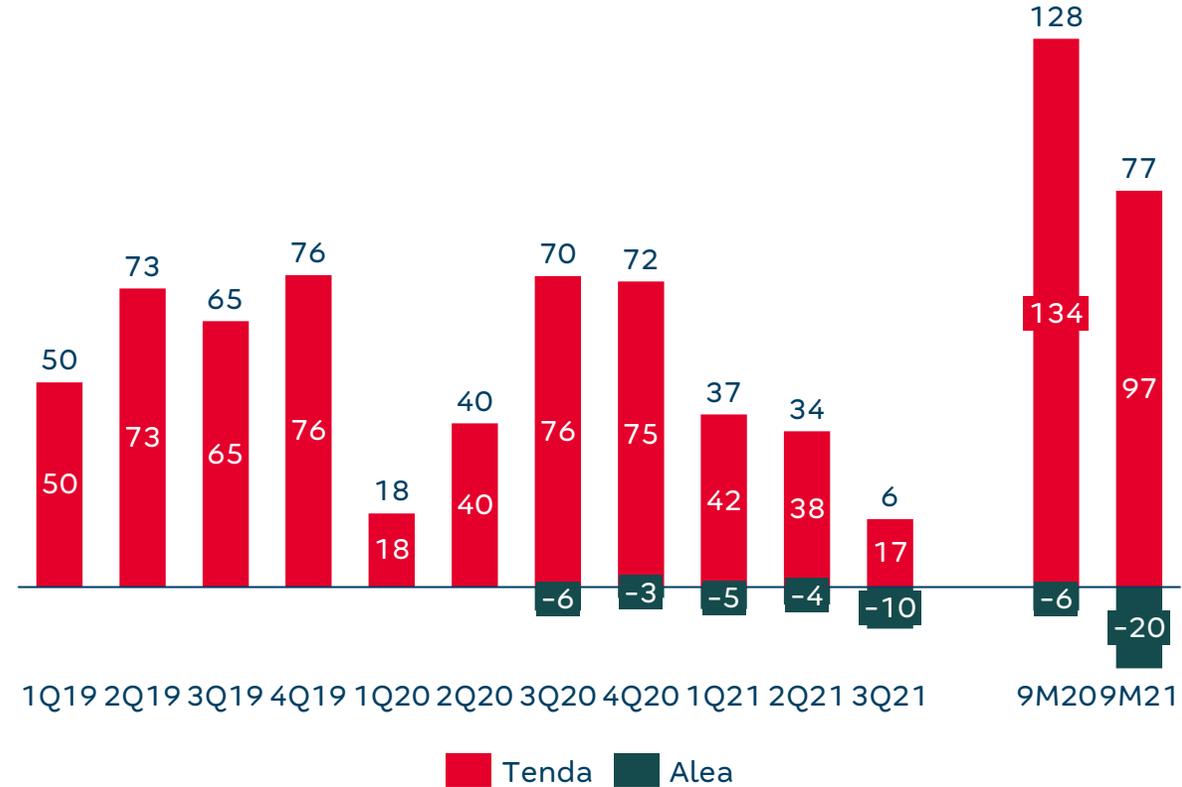
**Higher-than-expected raw material pressure** has strongly impacted the adjusted gross margin, generating short-term imbalance, despite the recent price increase



Margin (%)



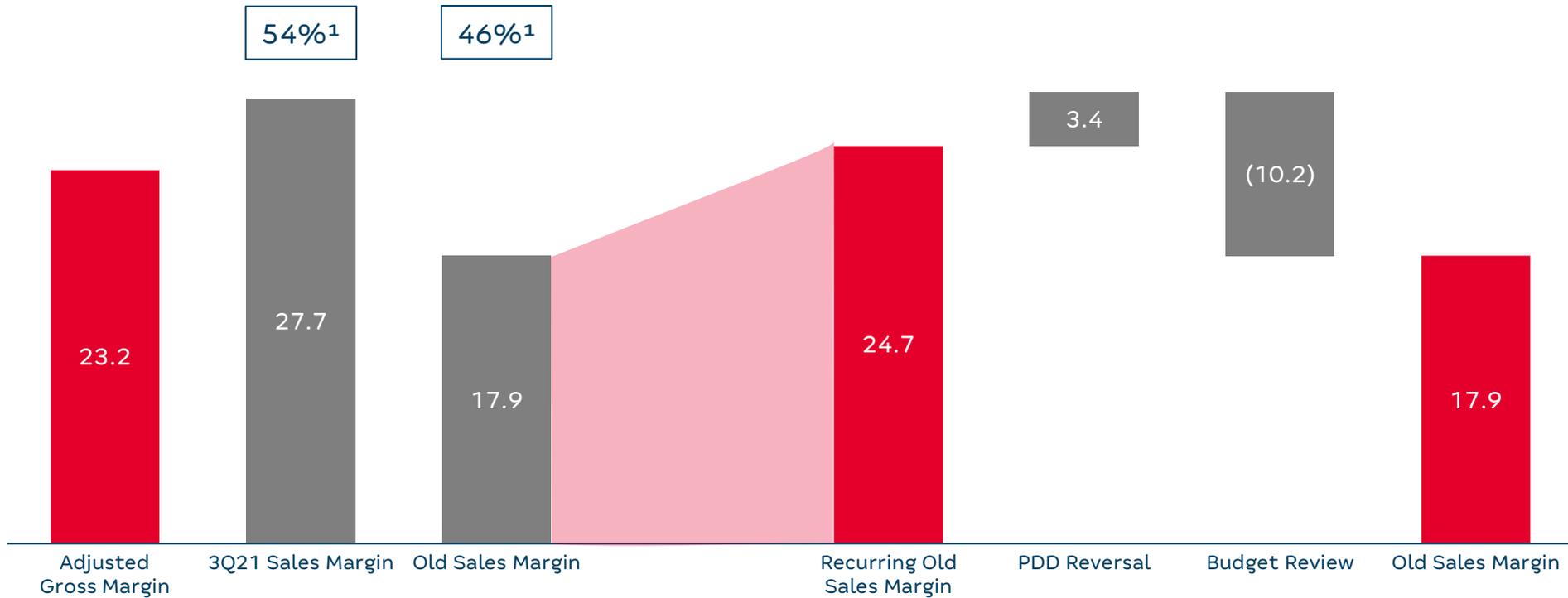
Net Income (R\$ million)



The budget review harmed the margin of old sales. However, these effects were partially offset by the price increase that reflected in the margin of new sales already at healthier levels



### Adjusted Gross Margin 3Q21 (%)

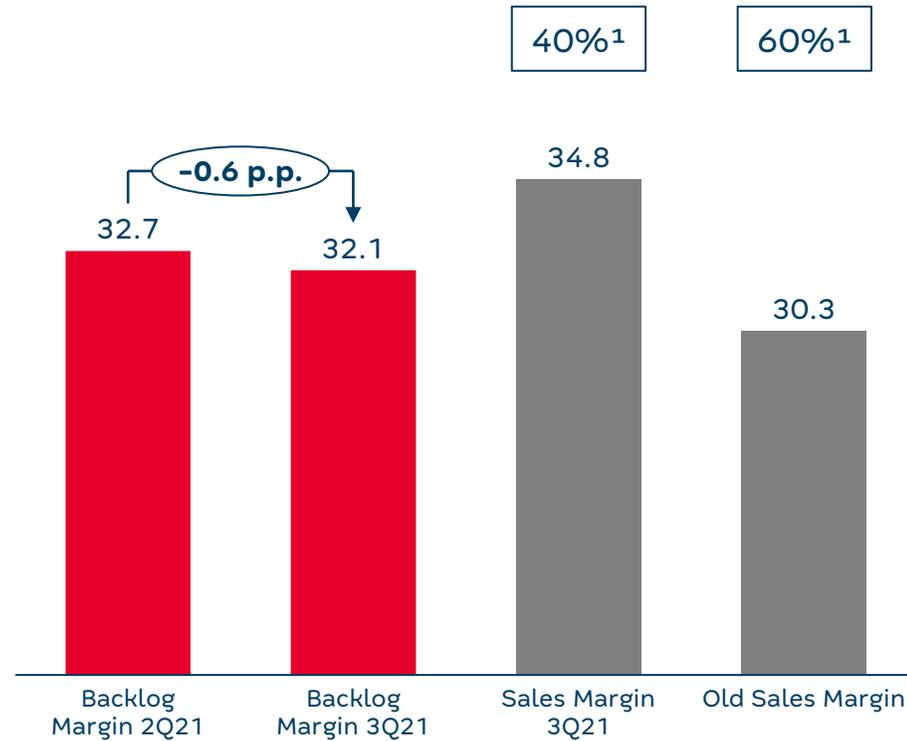


¹ % of Gross Revenue

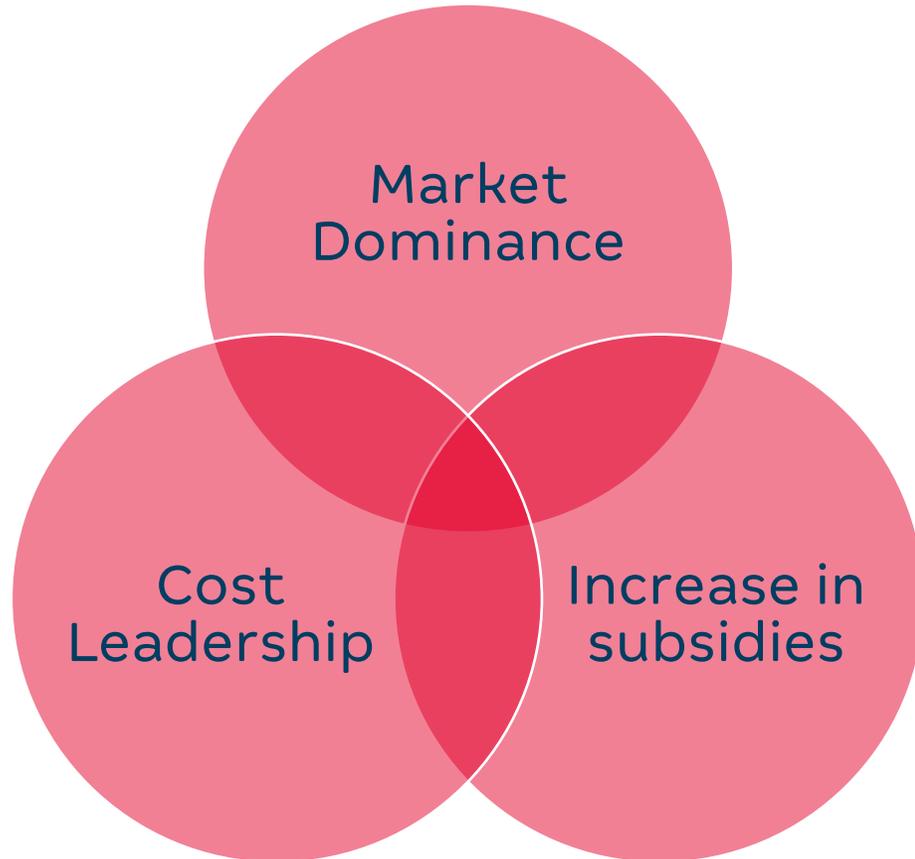
However, the **increases in the sales price** are allowing the stabilization of the **backlog margin**: third quarter sales have healthier margins and already represent 40% of the future result to be appropriated



### Opening Backlog Margin 3Q21 (%)



<sup>1</sup> % of Backlog Revenue at 3Q21



- **Dominance in the popular segment** was accelerated by the COVID crisis and allows us to practice high SOSs, with low selling costs and relative pricing power;
- **Leadership in construction costs** through industrialization will allow the maintenance of competitive advantage in the segment with a good path of growth in the long-term;
- **New scenario of increased subsidies for lower incomes** starting in 2022 is **favorable**, allowing the reestablishment of margins through additional improvement in sales prices;



# Latest News

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**We officially launched Alea Santa Bárbara d'Oeste, the first development with the urban concept of condominium and 100% Alea product;**



**35 of the 75 units were sold in less than a month after the launch at prices above R\$200 thousand for an average income of R\$4.5 thousand, attesting to the quick identification of consumers with the product;**



**We acquired another piece of land ending 3Q21 with three landbank projects totaling 567 units;**



**Factory assembly is proceeding as expected with completion scheduled for 4Q21;**



[Alea Santa Bárbara d'Oeste launch](#)  
[Alea decorated virtual tour](#)



# Q&A

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