

RESULTADOS

3T24

14 DE NOVEMBRO DE 2024



PARTICIPANTES

RAPHAEL HORN

DIRETOR CO-PRESIDENTE

MIGUEL MICKELBERG

DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

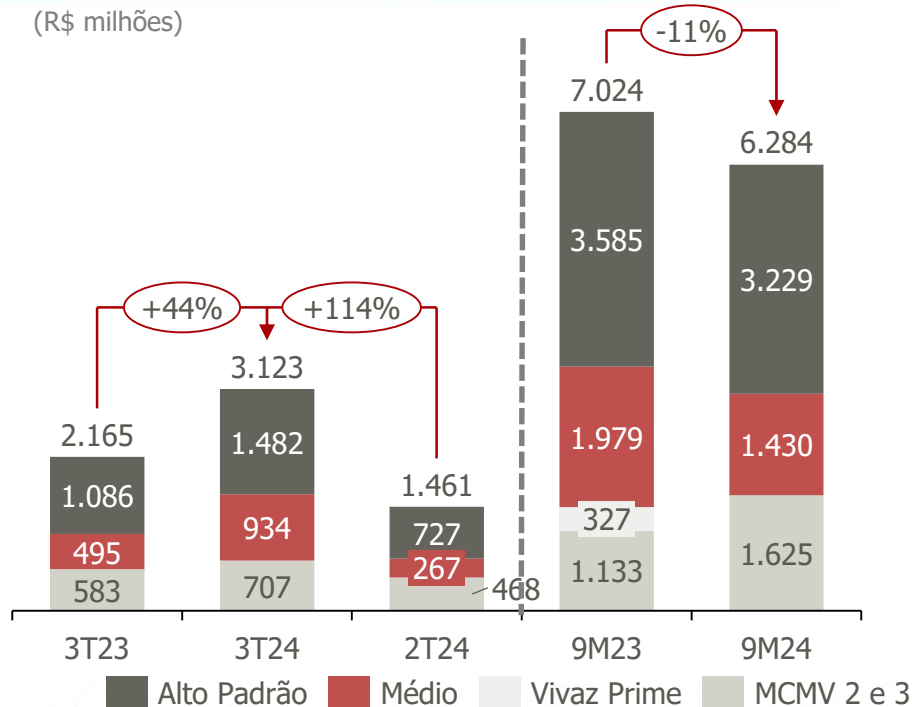
RESULTADO OPERACIONAL

LANÇAMENTOS CYRELA

- Lançamentos de R\$ 3.123 milhões no trimestre, 44% superior vs. 3T23 e 114% acima do 2T24.
- 15 empreendimentos lançados no trimestre.

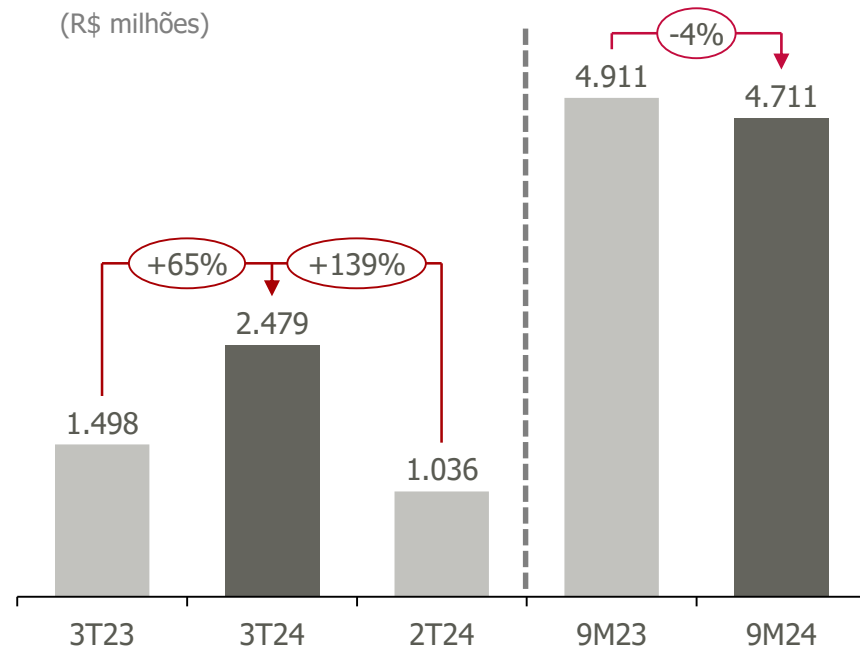
VGV Lançado (100%)

(R\$ milhões)



VGV Ex-Permuta e %CBR

(R\$ milhões)



% CBR

72%

82%

74%

74%

79%

DESTAQUE

CASA GABRIELE BY CYRELA

- Rua Gabriele D'annunzio, 1.045 – Campo Belo
- VGV: R\$ 323 milhões
- Unidades: 48

Acesse o site do empreendimento: [Casa Gabriele](#)

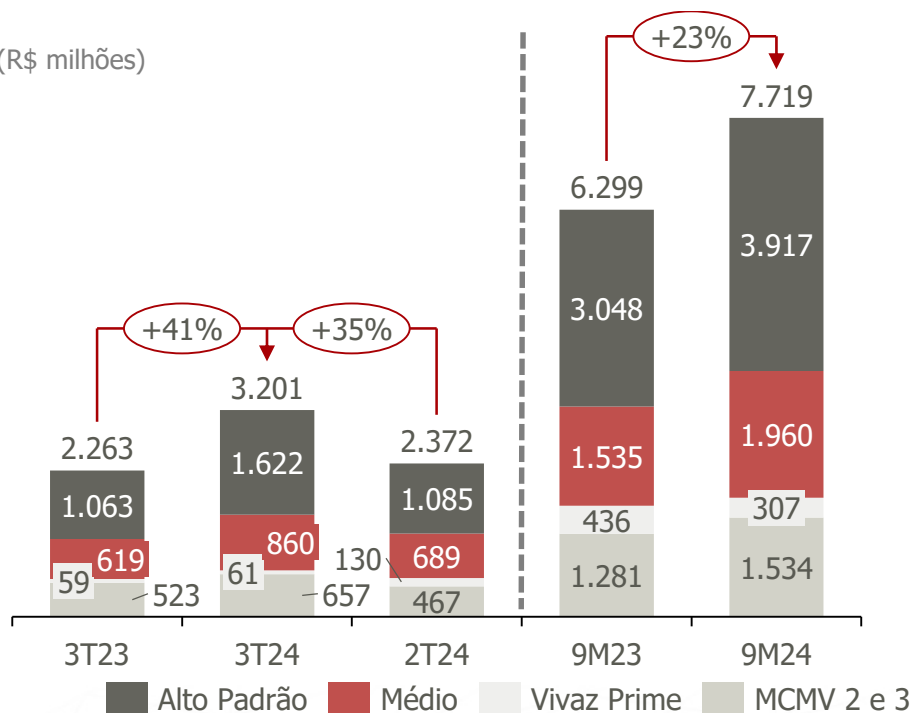


VENDAS CONTRATADAS CYRELA

- Vendas de R\$ 3.201 milhões no trimestre, 41% superior vs. 3T23 e 35% acima do 2T24.
- Percentual CBR de 79% no trimestre.

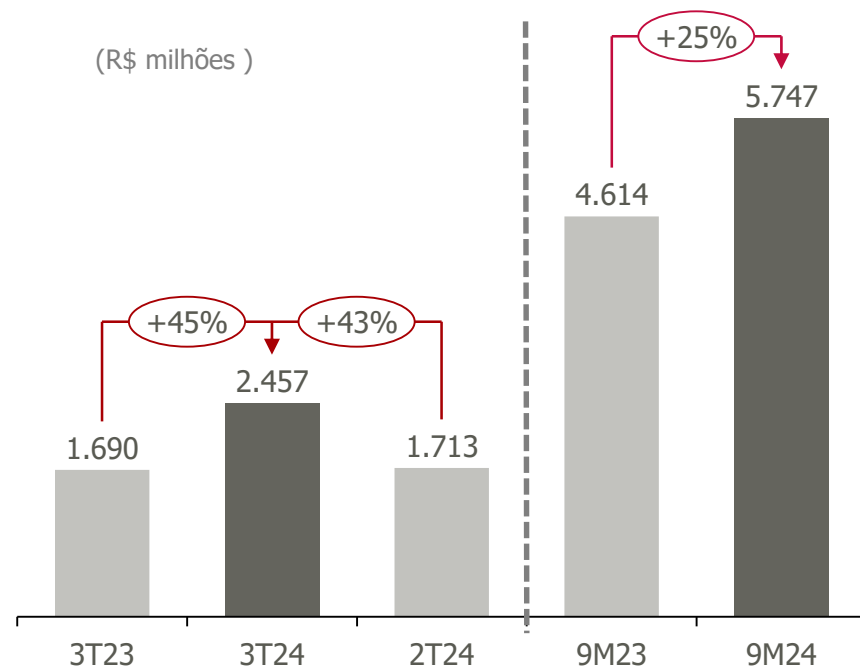
VGW Vendas (100%)

(R\$ milhões)



Vendas Ex-Permuta e %CBR

(R\$ milhões)



% CBR

77%

79%

74%

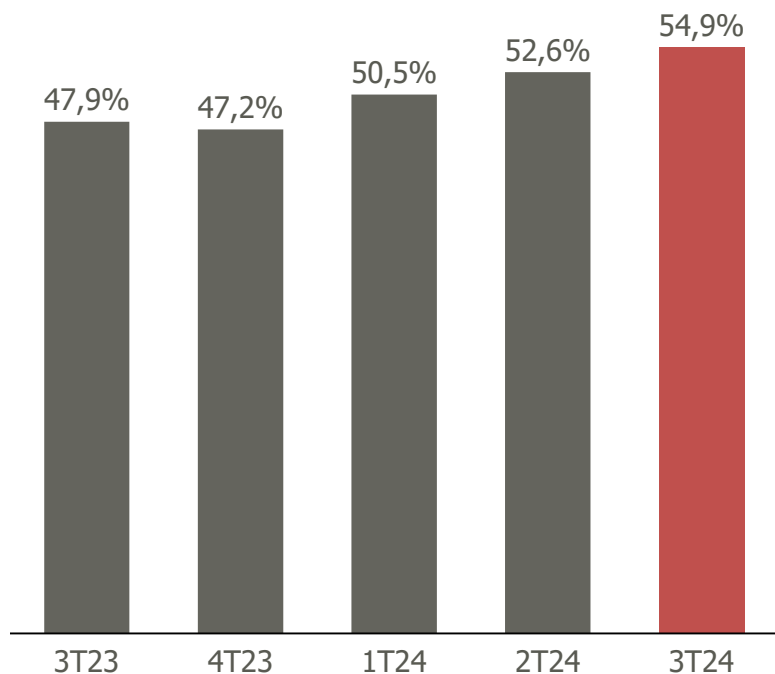
78%

78%

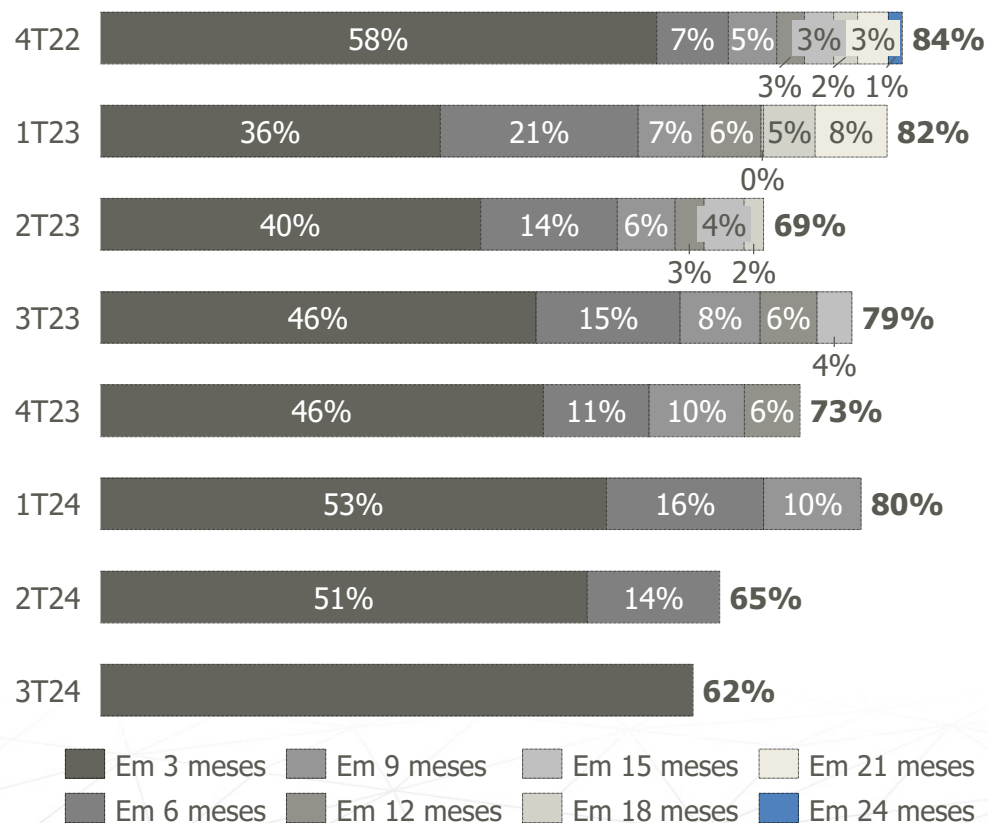
VELOCIDADE DE VENDAS

- O VSO (UDM) do trimestre foi de 54,9%.

Velocidade de Vendas (12 meses)



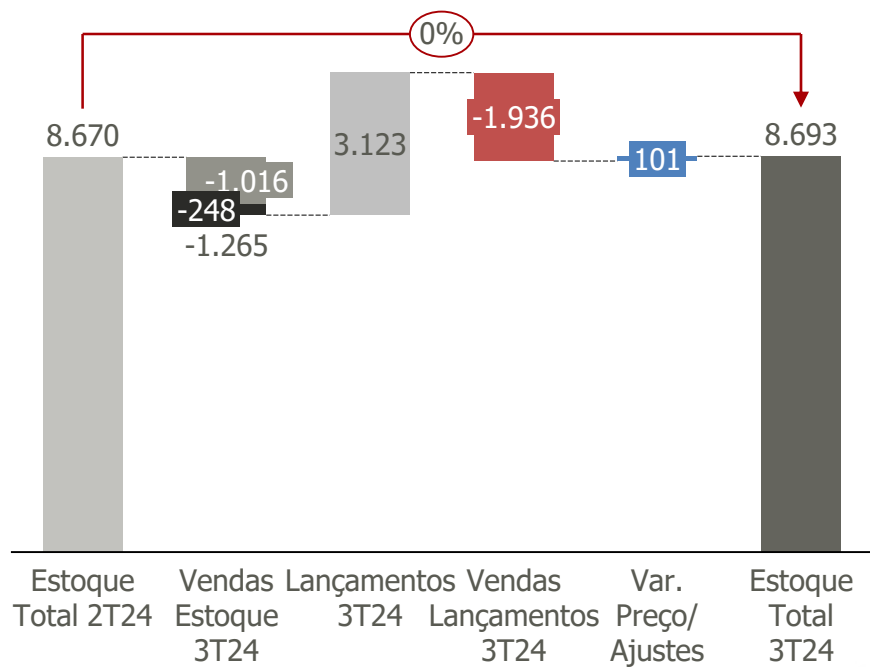
Vendas Por Safra de Lançamentos



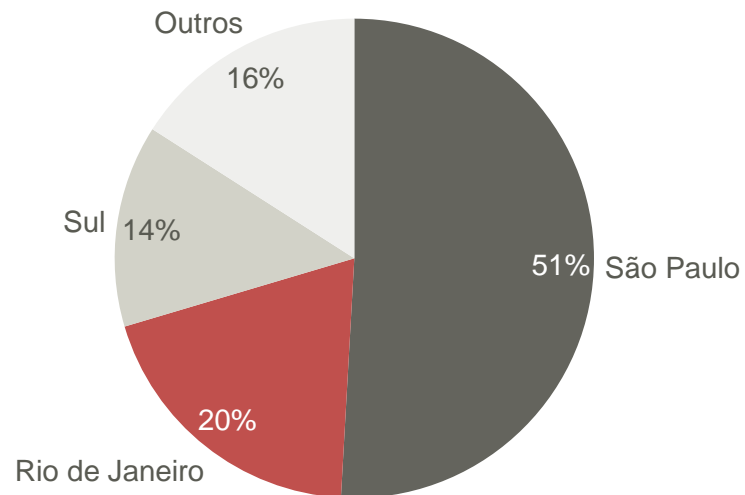
ESTOQUES

- R\$ 8.693 milhões de estoque a valor de mercado (R\$ 6.616 milhões %CBR).

Variação do Estoque (R\$ milhões)



Breakdown do Estoque Total 3T24



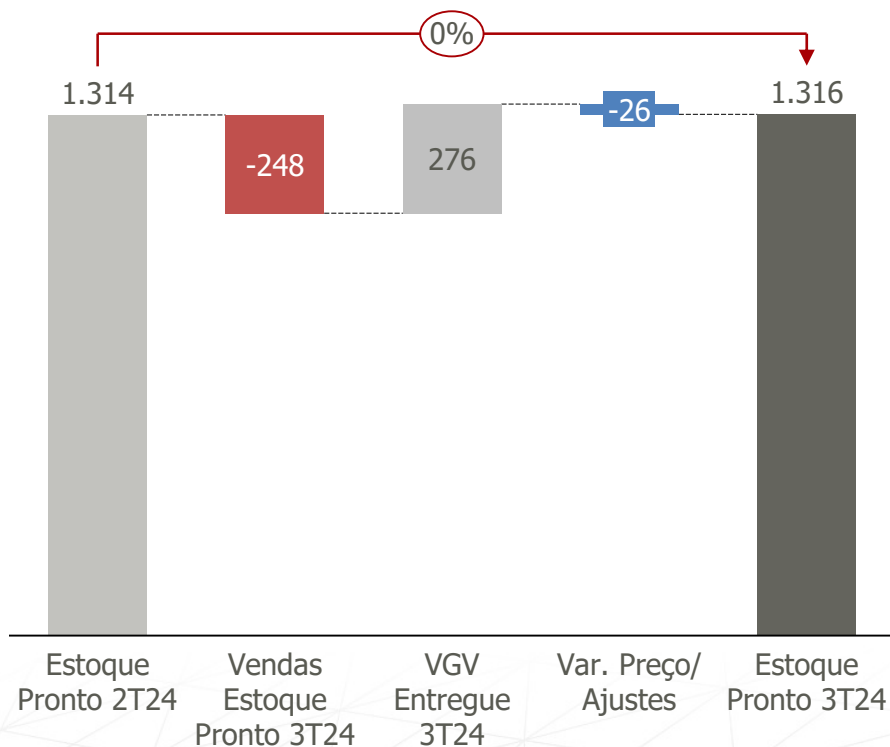
■ Estoque em Construção

■ Estoque Pronto

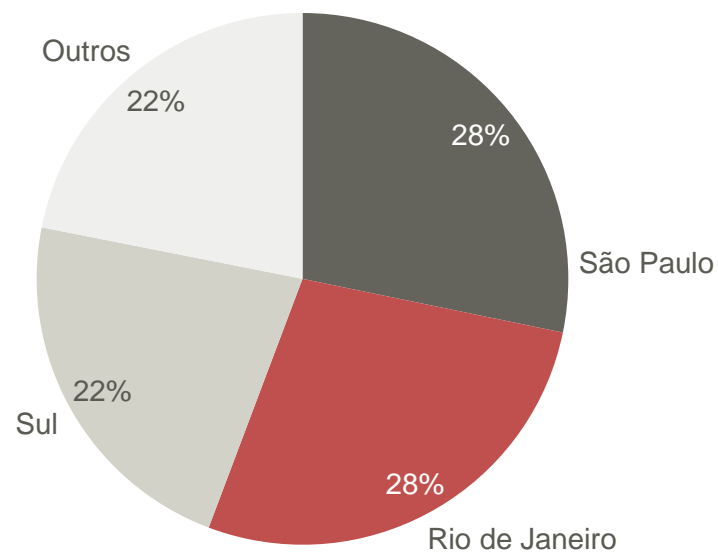
ESTOQUE PRONTO

- R\$ 1.316 milhões de estoque pronto a valor de mercado (R\$ 1.103 milhões %CBR).

Variação do Estoque Pronto (R\$ milhões)



Breakdown do Estoque Pronto 3T24

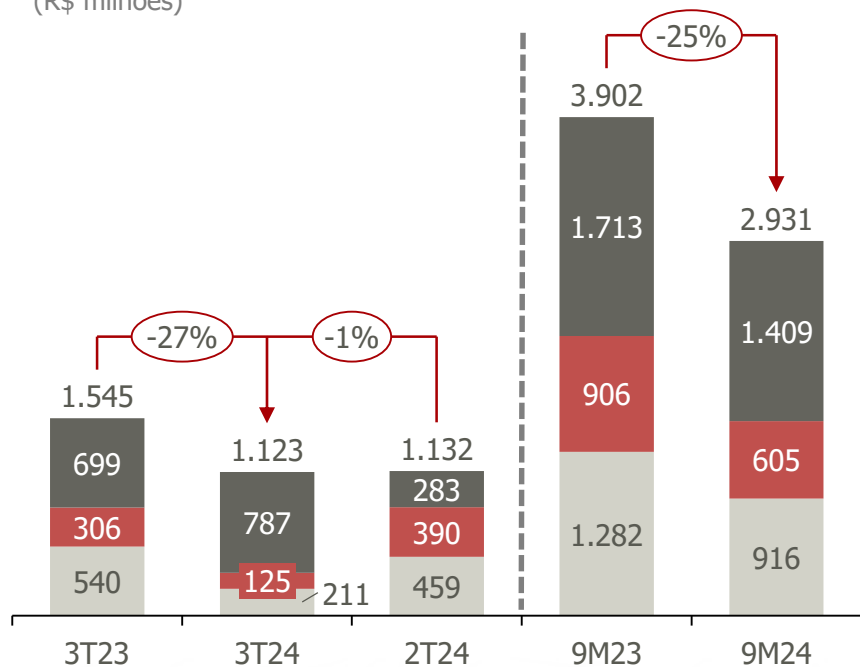


ENTREGAS CYRELA

- 9 projetos entregues no 3T24, correspondentes a um VGV de lançamento de R\$ 1.123 milhões.
- No acumulado do ano, 25 empreendimentos entregues, com VGV de lançamento de R\$ 2.931 milhões.

VGV Entregue (100%) por Segmento

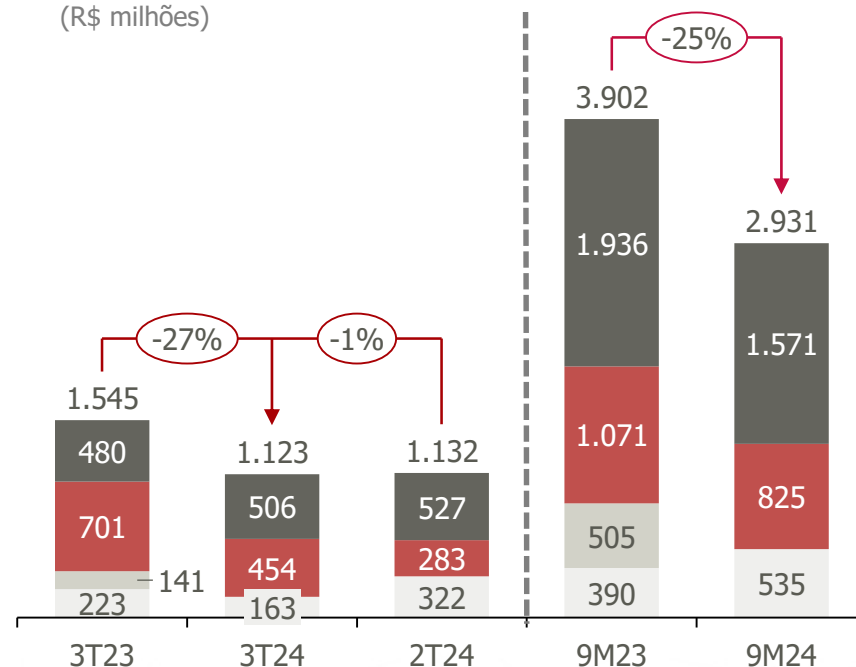
(R\$ milhões)



Alto Padrão Médio MCMV 2 e 3

VGV Entregue (100%) por Região

(R\$ milhões)



São Paulo Rio de Janeiro Sul Outros

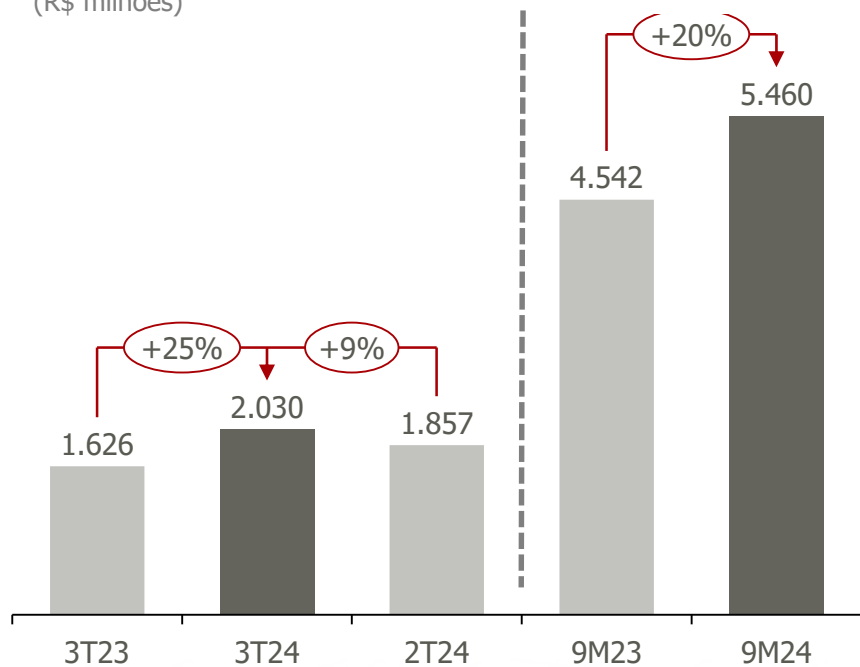
RESULTADO FINANCEIRO

RESULTADOS FINANCEIROS

- Receita líquida de R\$ 2.030 milhões no 3T24 e R\$ 5.460 milhões no acumulado do ano.
- Margem bruta de 33,3% no trimestre e 32,6% no ano.

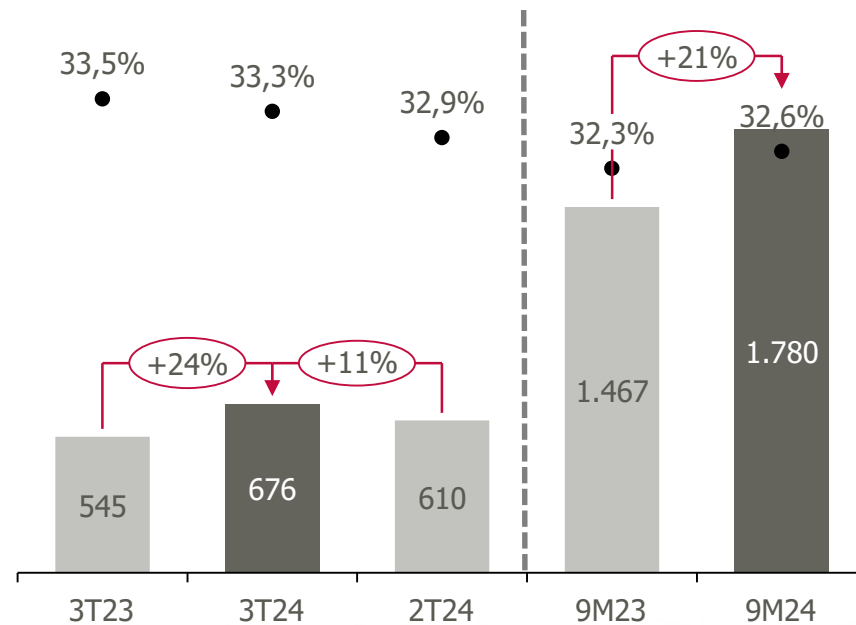
Receita Líquida

(R\$ milhões)



Lucro Bruto e Margem Bruta

(R\$ milhões)

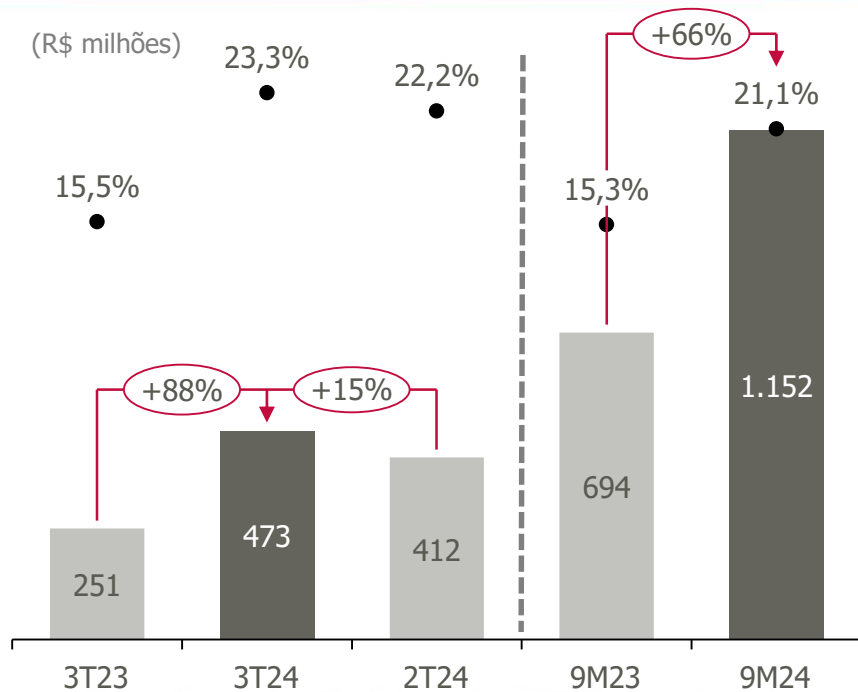


• Margem bruta

LUCRO LÍQUIDO E RENTABILIDADE

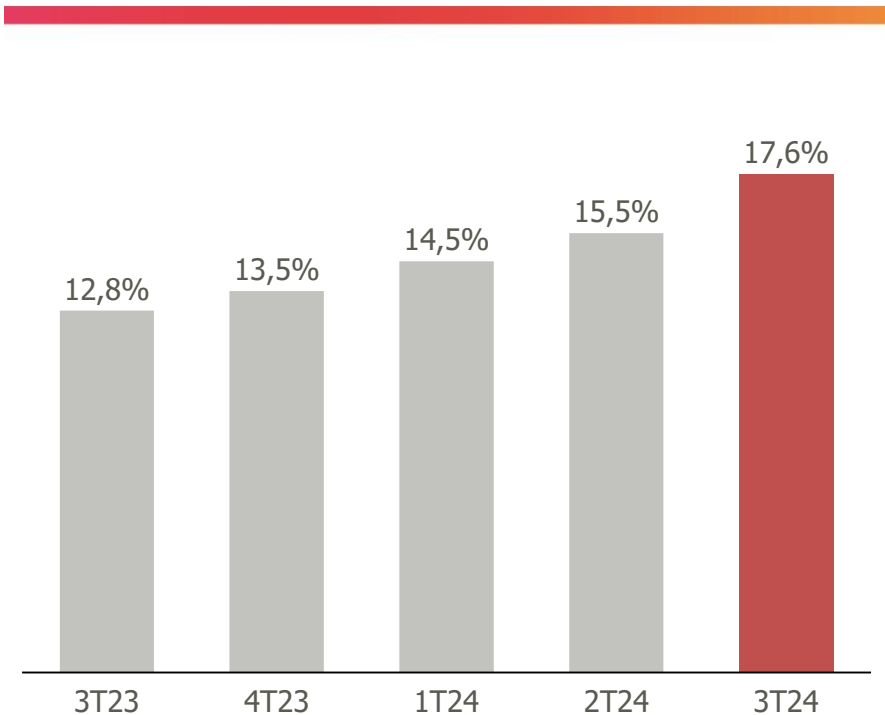
- O Return on Equity (medido como Lucro Líquido dos últimos 12 meses sobre PL médio ex Minoritários e AVJORA CashMe) atingiu um valor de 17,6%.

Lucro Líquido e Margem Líquida



● Margem Líquida

ROE LTM

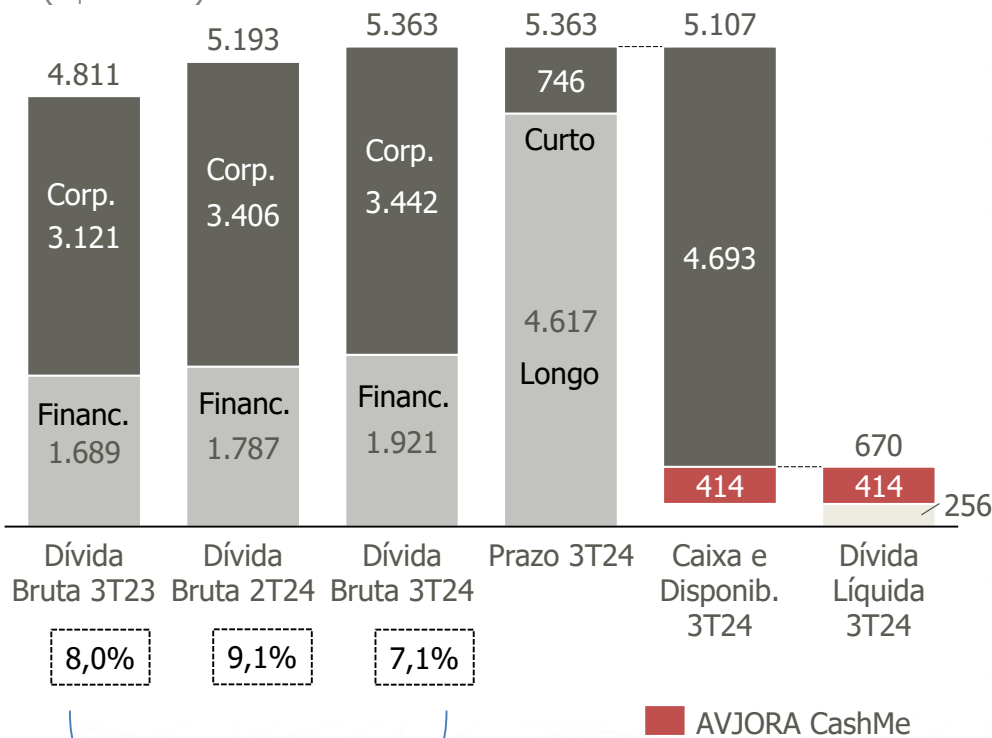


LIQUIDEZ E ENDIVIDAMENTO

- A alavancagem (Dívida Líquida / Patrimônio Líquido) foi de 7,1%.

Endividamento

(R\$ Milhões)

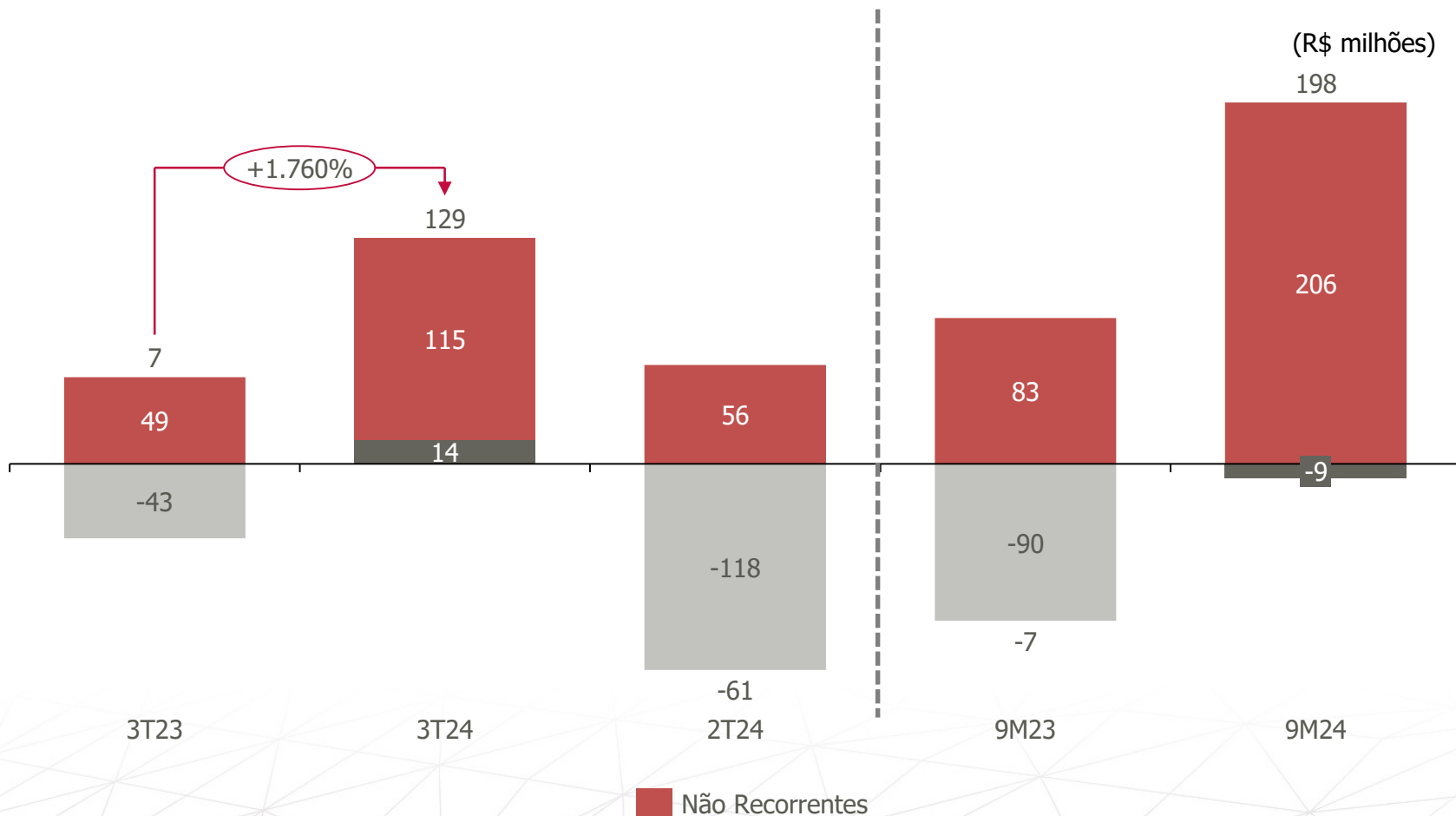


Div Liq / PL

Indicadores	Dívida Total	Dívida Corporativa	
Dívida Líquida/ Patrimônio Líq.		7,1%	
Prazo Médio	3,2 anos	3,5 anos	
Curto Prazo	14%	13%	
Longo Prazo	86%	87%	
Custo Médio de Financiamentos		Custo Médio de Dívida Corp.*	
Poupança + 2,73%	72,3%	99,0% do CDI	63,7%
TR + 9,04%	27,7%	CDI + 0,62%	36,3%
TOTAL	100,0%	TOTAL	100,0%
Taxa Mínima	TR + 7,75%	* Exclui dívidas da CashMe (R\$ 1.872 MM)	
Taxa Máxima	Poupança + 5,0%		

GERAÇÃO DE CAIXA*

- Geração de caixa de R\$ 129 milhões no trimestre.



*Ex dividendos e recompras

CONTATE RI

Cyrela Brazil Realty S.A. Empreendimentos e Participações

Avenida Paulista, 1.063 - 10º andar

São Paulo - SP – Brasil

CEP 01311-200

Relações com Investidores

ri@cyrela.com.br



Índice Imobiliário **IMOB**

Índice de Ações com Tag Along Diferenciado **ITAG**

Índice Brasil **IBRX**

Índice de Ações com Governança Corporativa Diferenciada **IGC**

Índice de Consumo **ICON**

Índice De Dividendos **IDIV**

Índice Small Cap **SMLL**

Índice do Setor Industrial **INDX**

Índice Brasil Ampla BM&FBOVESPA **IBRA**

Índice de Governança Corporativa Trade **IGCT**

Índice Valor Bovespa **IVBX 2**

Este comunicado contém considerações futuras referentes às perspectivas do negócio, estimativas de resultados operacionais e financeiros, e às perspectivas de crescimento da Cyrela Brazil Realty. Estas são apenas projeções e, como tal, baseiam-se exclusivamente nas expectativas da administração da Cyrela Brazil Realty em relação ao futuro do negócio e seu contínuo acesso a capitais para financiar o plano de negócios da Companhia. Tais considerações futuras dependem, substancialmente, de mudanças nas condições de mercado, regras governamentais, pressões da concorrência, do desempenho do setor e da economia brasileira, entre outros fatores, além dos riscos apresentados nos documentos de divulgação arquivados pela Cyrela Brazil Realty e estão, portanto, sujeitas a mudança sem aviso prévio.



RESULTS

3Q24

NOVEMBER 14TH, 2024

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

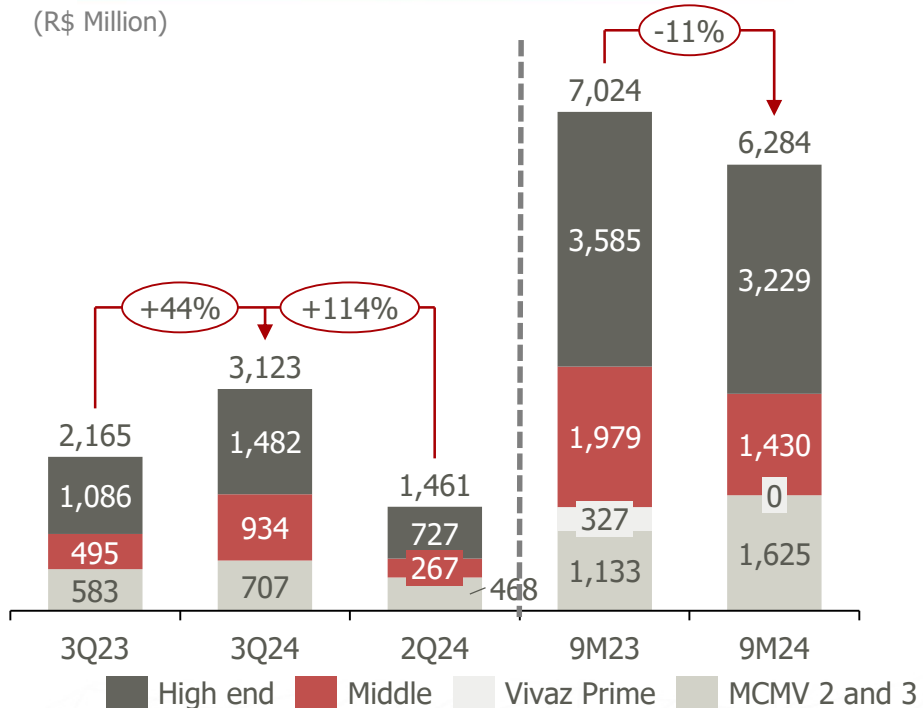
OPERATING FIGURES

CYRELA'S LAUNCHES

- R\$3,123 million in 3Q24, 44% higher vs 3Q23 and 114% up from 2Q24.
- 15 projects launched in the quarter.

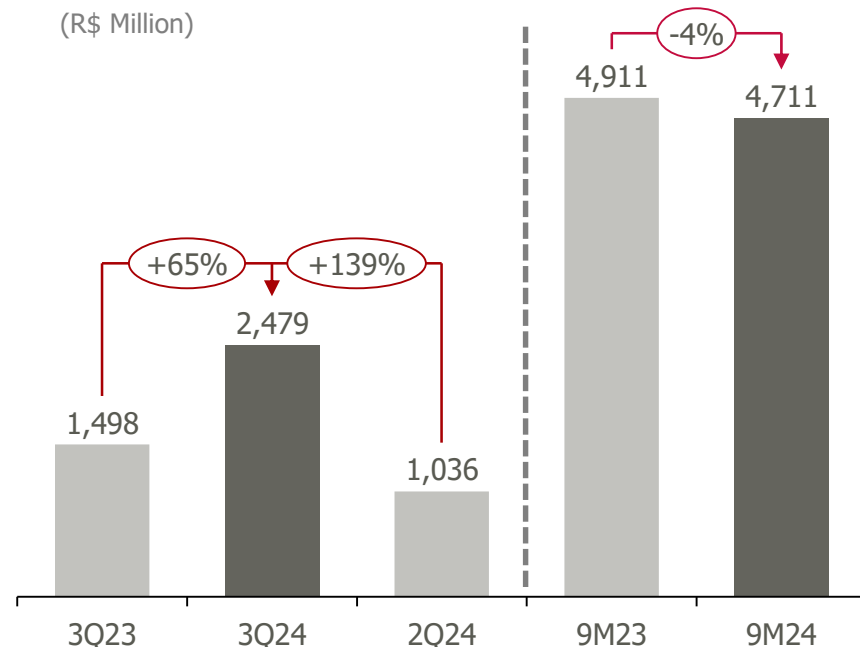
Launches PSV (100%)

(R\$ Million)



Launches PSV Ex-swap (%CBR)

(R\$ Million)



■ High end ■ Middle ■ Vivaz Prime ■ MCMV 2 and 3

% CBR

72%

82%

74%

74%

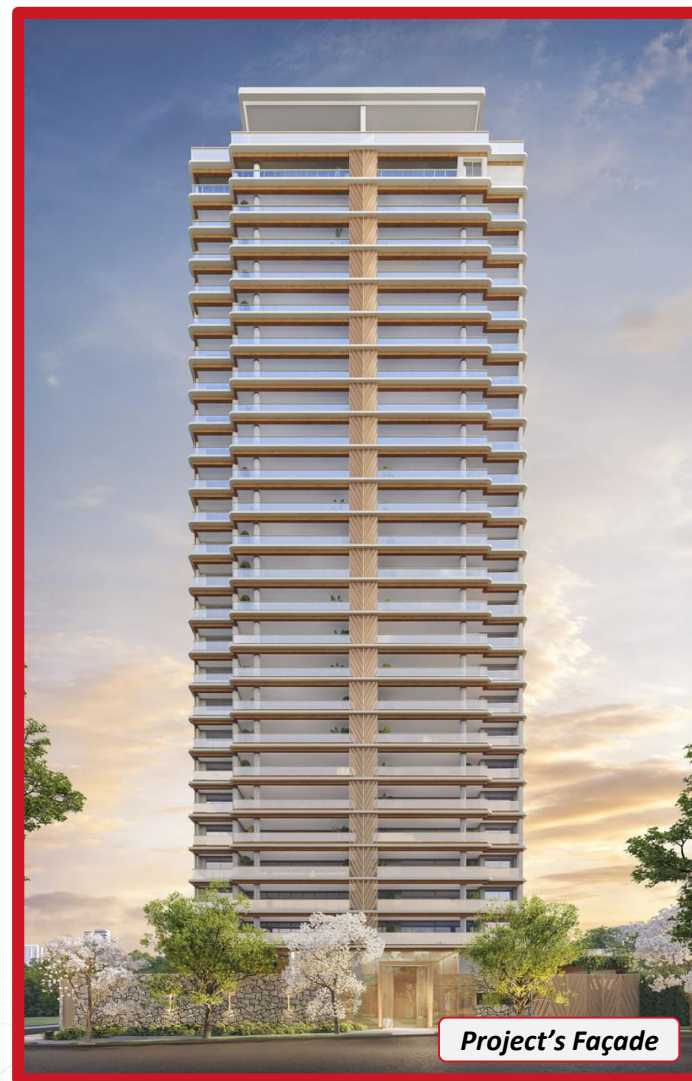
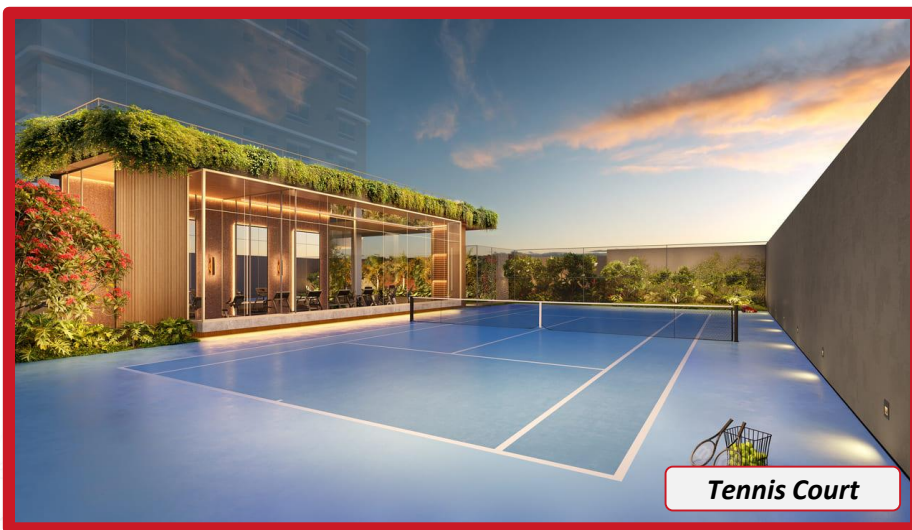
79%

HIGHLIGHTS

CASA GABRIELE BY CYRELA

- Rua Gabriele D'annunzio, 1045 – Campo Belo
- PSV: R\$ 323 million
- Units: 48

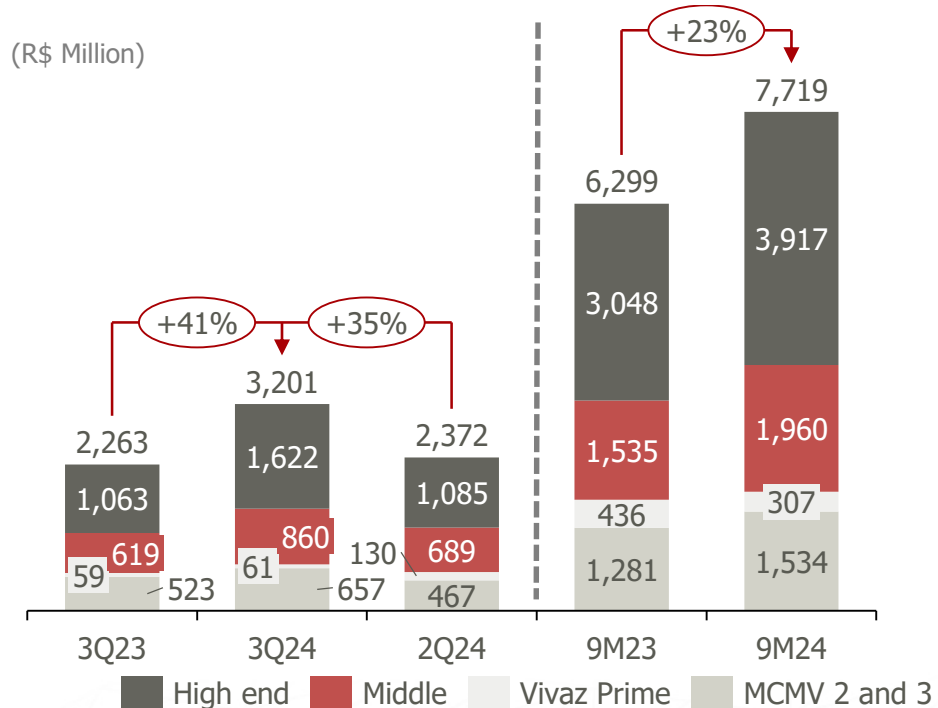
Access the projects website: [Casa Gabriele](#)



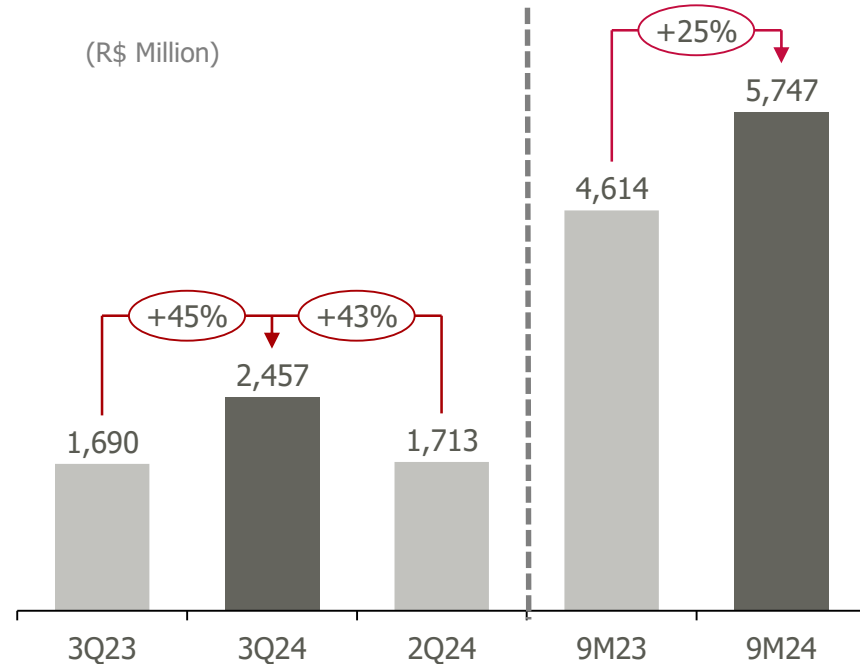
CYRELA'S PRE-SALES

- Net pre-sales totaled R\$3,201 million in 3Q24, 41% up from 3Q23 and 35% higher than 2Q24.
- %CBR of 79% in the quarter.

Pre – Sales (100%)



Pre – Sales Ex-Swap (%CBR)



% CBR

77%

79%

74%

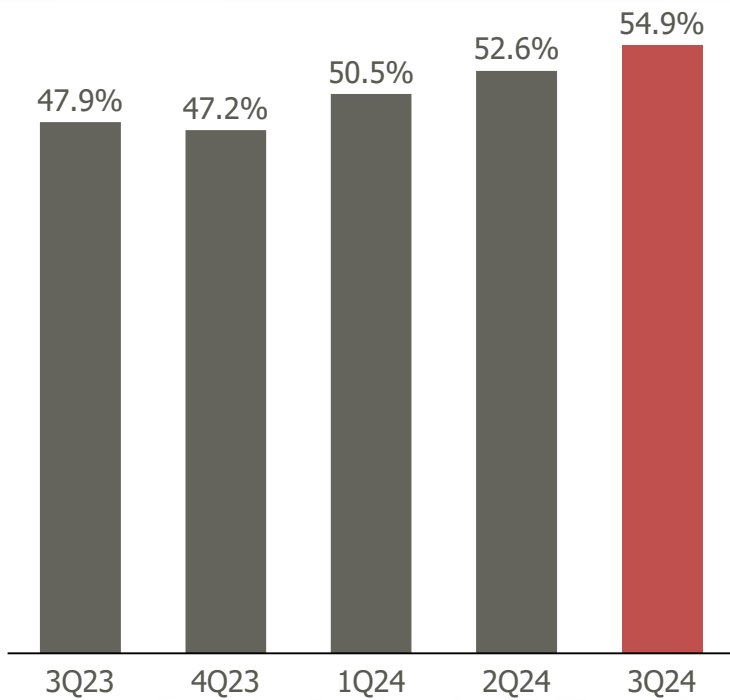
78%

78%

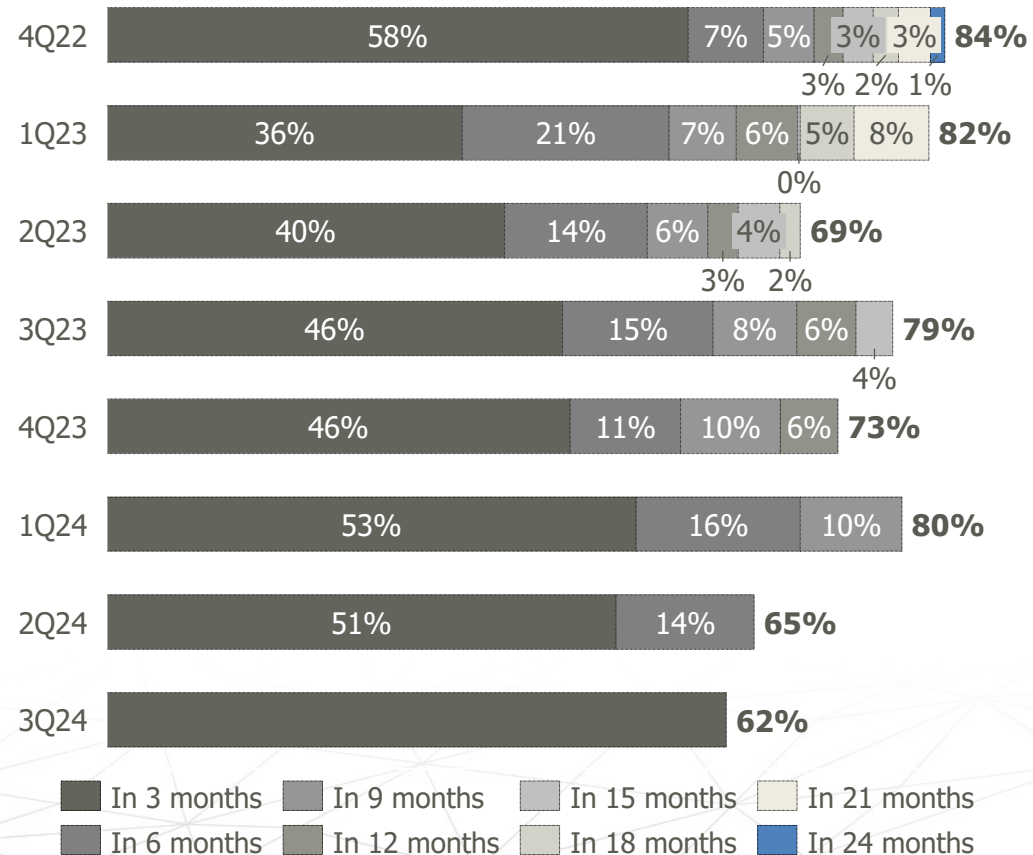
SALES SPEED

- The LTM SOS of the quarter reached 54.9%.

Sales Speed (12 month period)



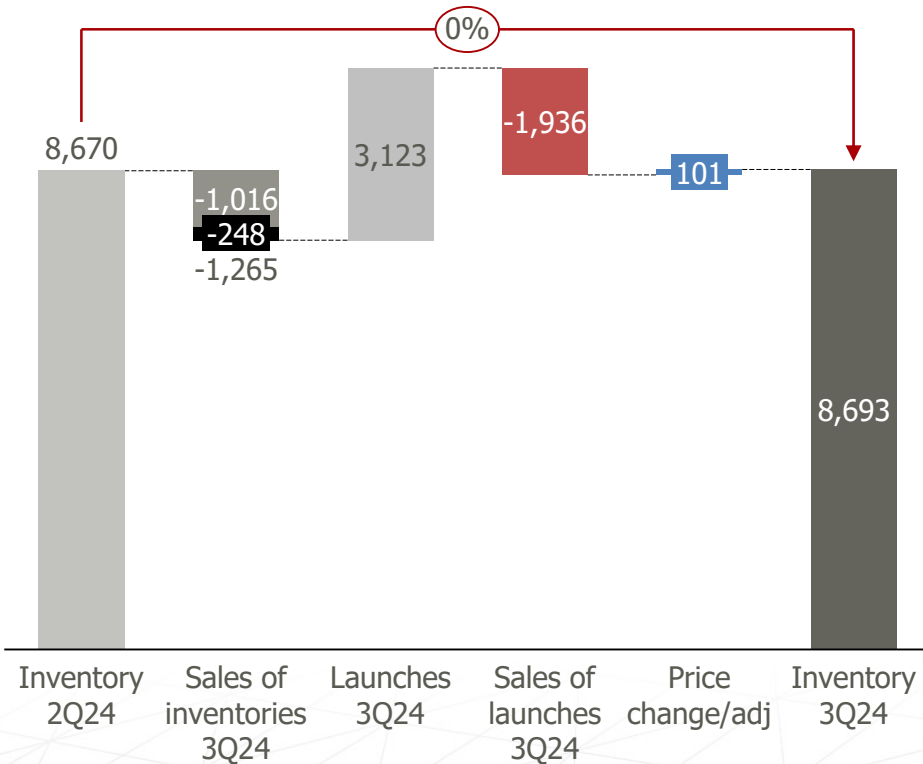
Sales by Launch Vintage



INVENTORY

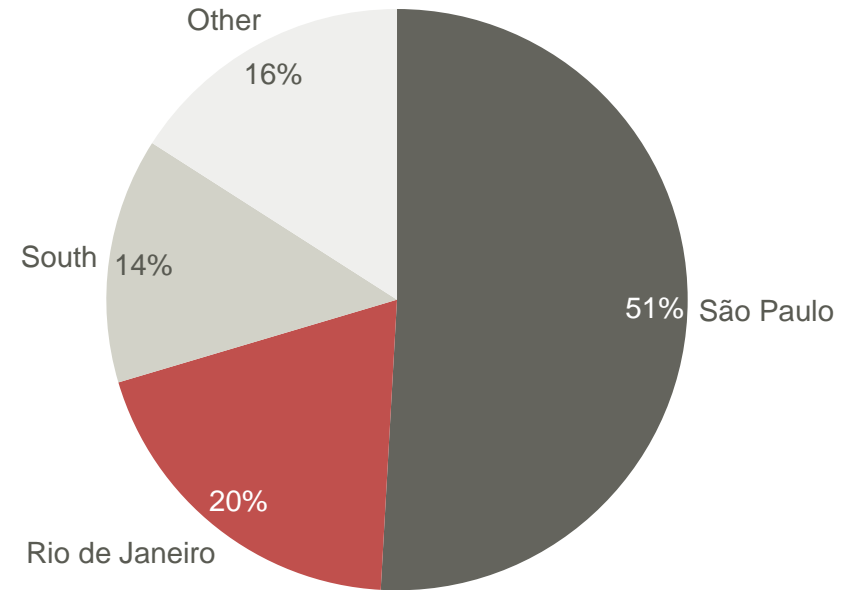
- R\$8,693 million in PSV inventory at market value (R\$6,616 million %CBR).

Change in Inventory (R\$ Million)



Inventory under construction
 Finished inventory

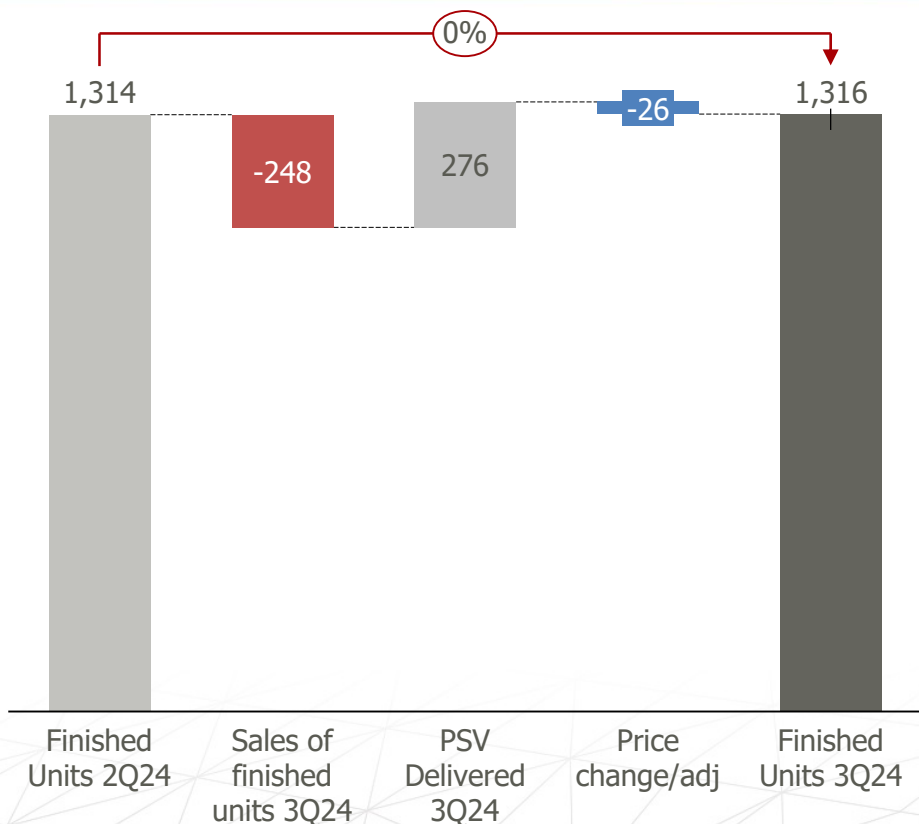
Inventory Breakdown 3Q24



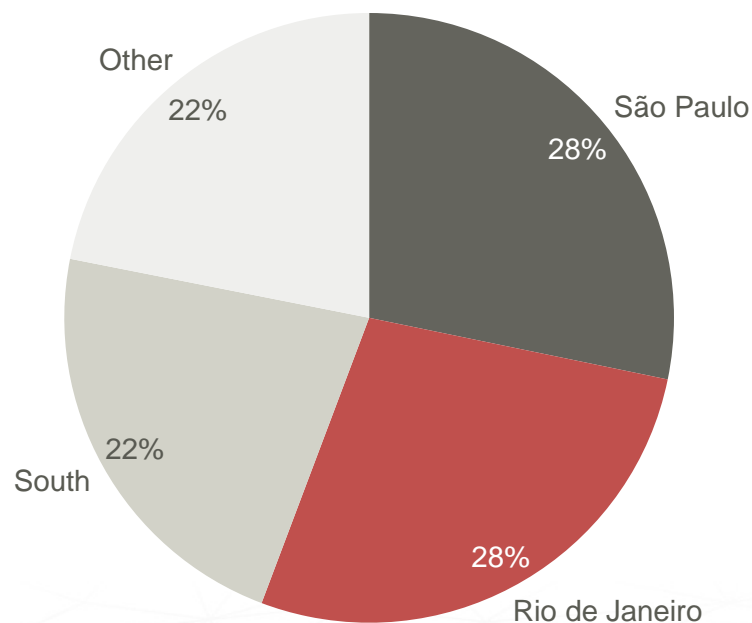
FINISHED INVENTORY

- R\$1,316 million in PSV finished inventory at market value (R\$1,103 million %CBR).

Change in Finished Inventory (R\$ Million)



Finished Inventory Breakdown 3Q24

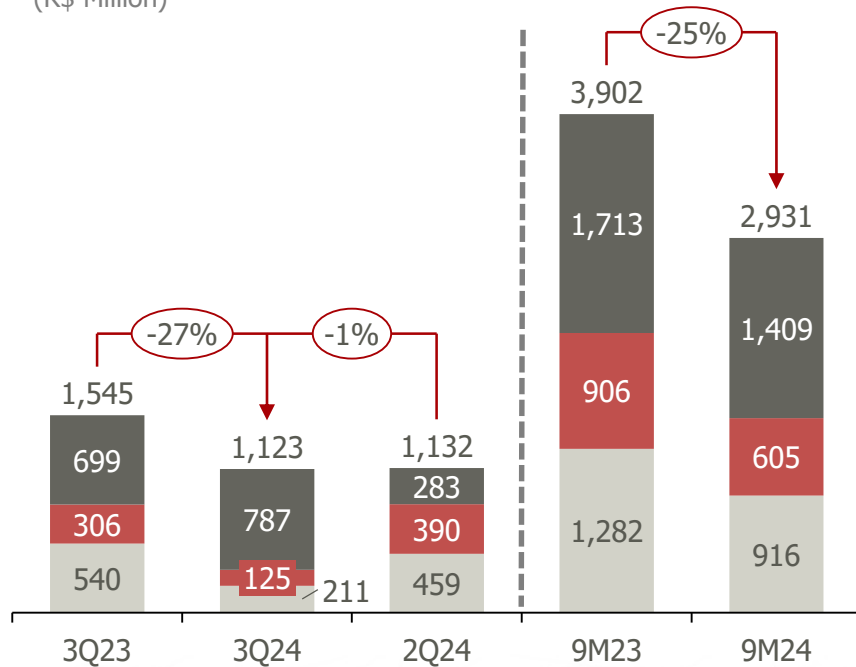


DELIVERED UNITS

- 9 projects delivered in 3Q24, totaling PSV of R\$1,123 million on the dates of their respective launches.
- In 2024, 25 projects delivered, totaling PSV of R\$2,931 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)

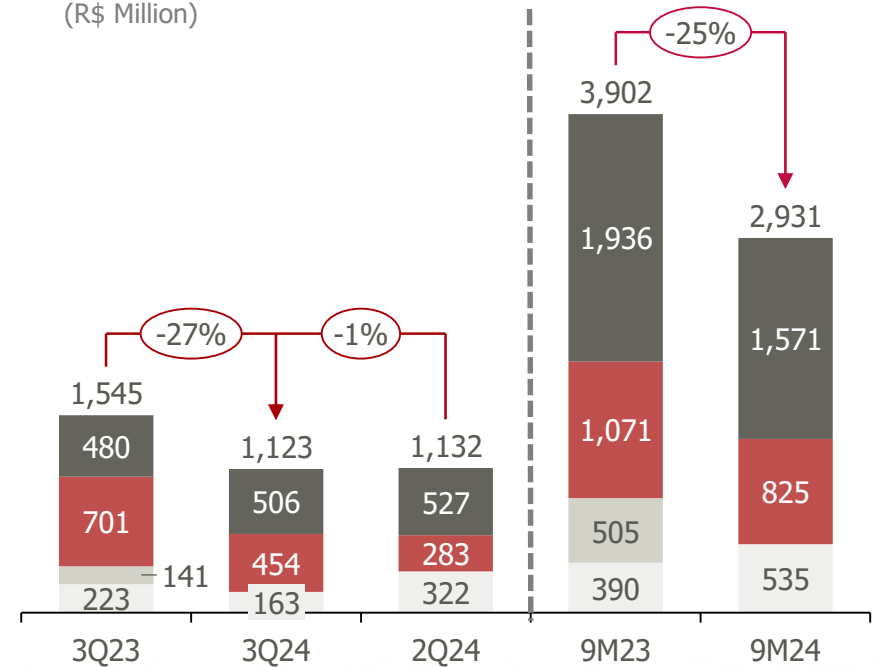
(R\$ Million)



High End Middle MCMV 2 and 3

Delivered PSV – by Region (100%)

(R\$ Million)



São Paulo Rio de Janeiro South Other

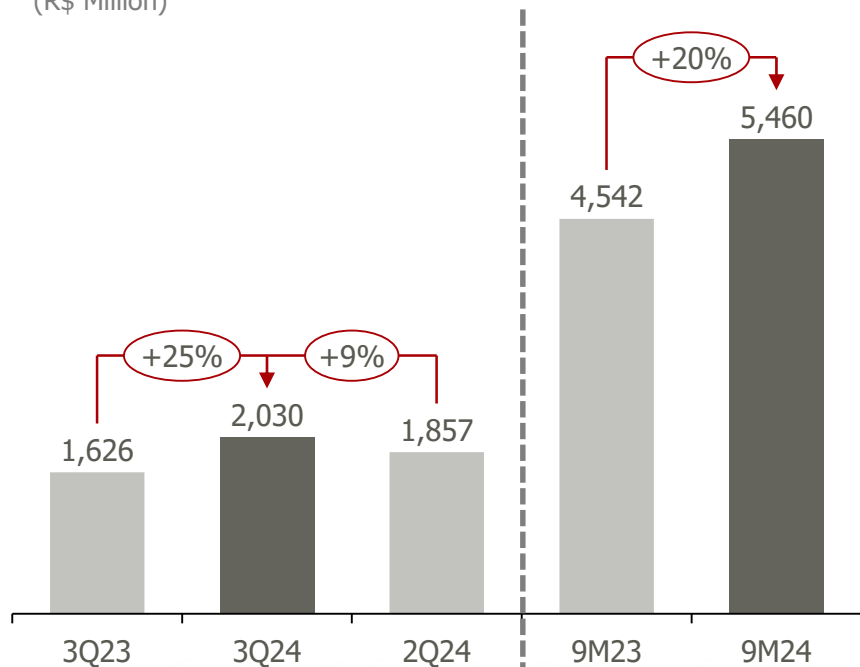
FINANCIAL RESULTS

FINANCIAL RESULTS

- Net revenues of R\$2,030 million in 3Q24 and R\$5,460 million in 9M24.
- Gross margin of 33.3% in the quarter and 32.6% in the year.

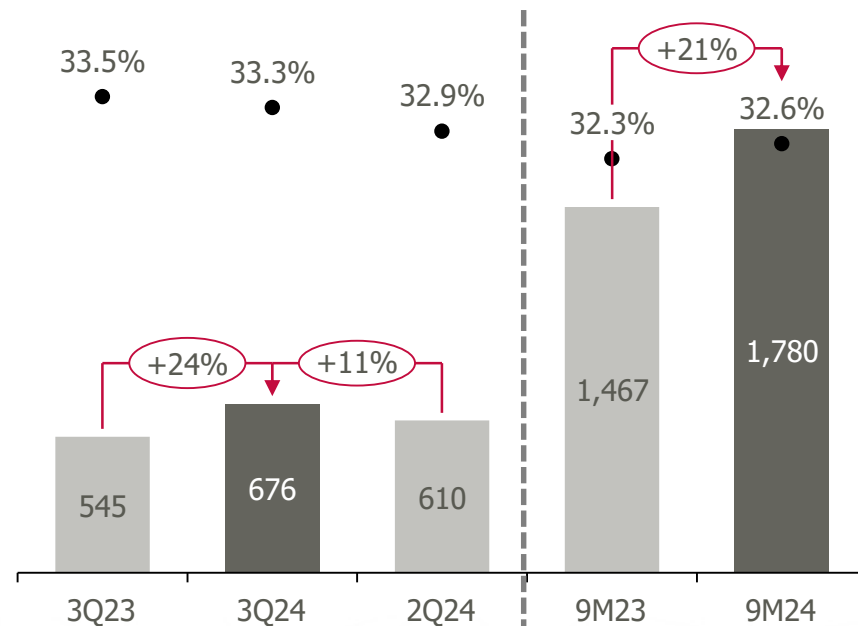
Net Revenues

(R\$ Million)



Gross Profit and Gross Margin

(R\$ Million)

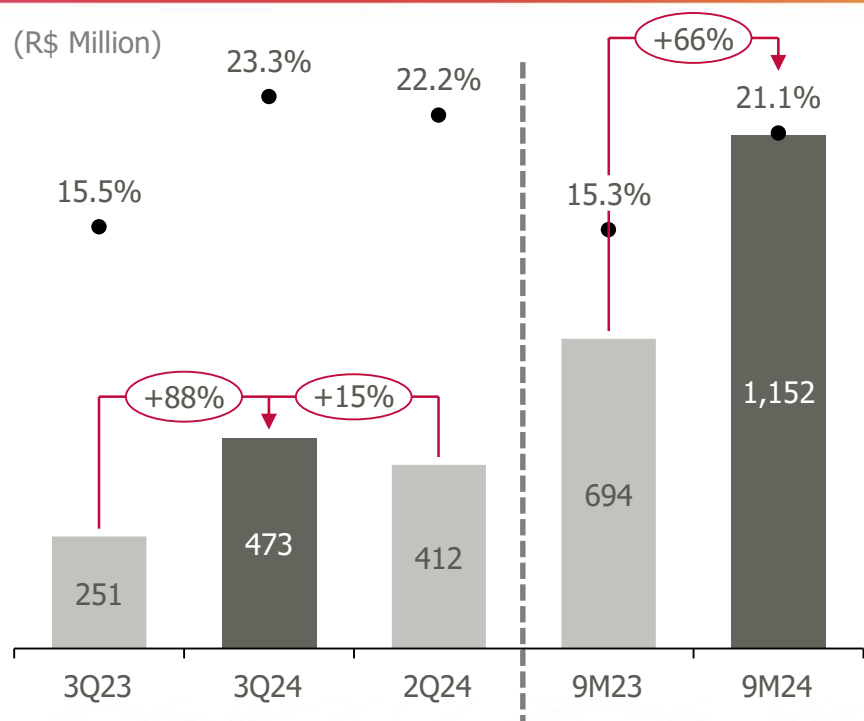


● Gross Margin

NET INCOME AND PROFITABILITY

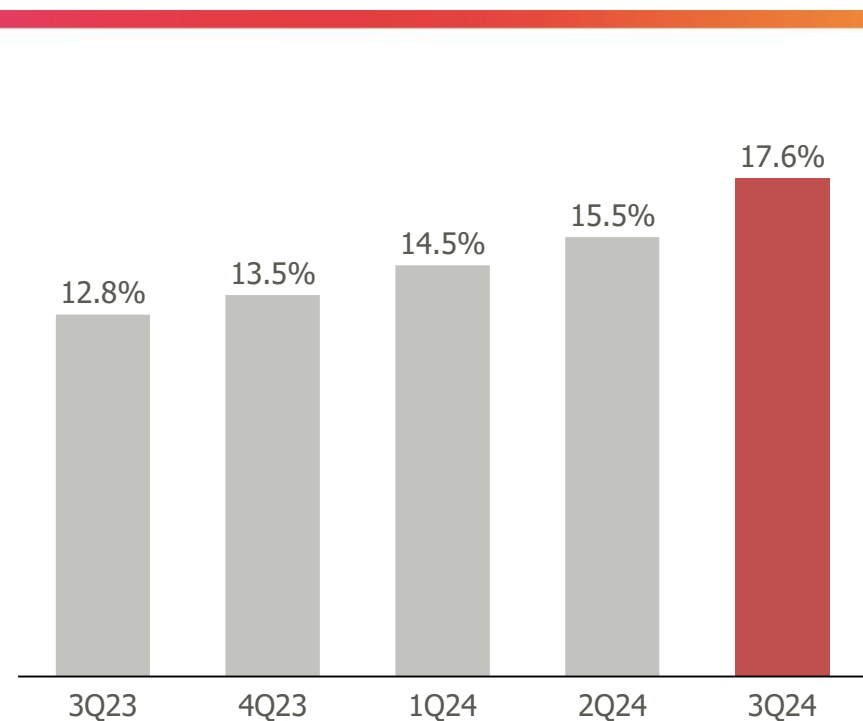
- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 17.6%.

Net Income and Net Margin



● Net Margin

ROE LTM

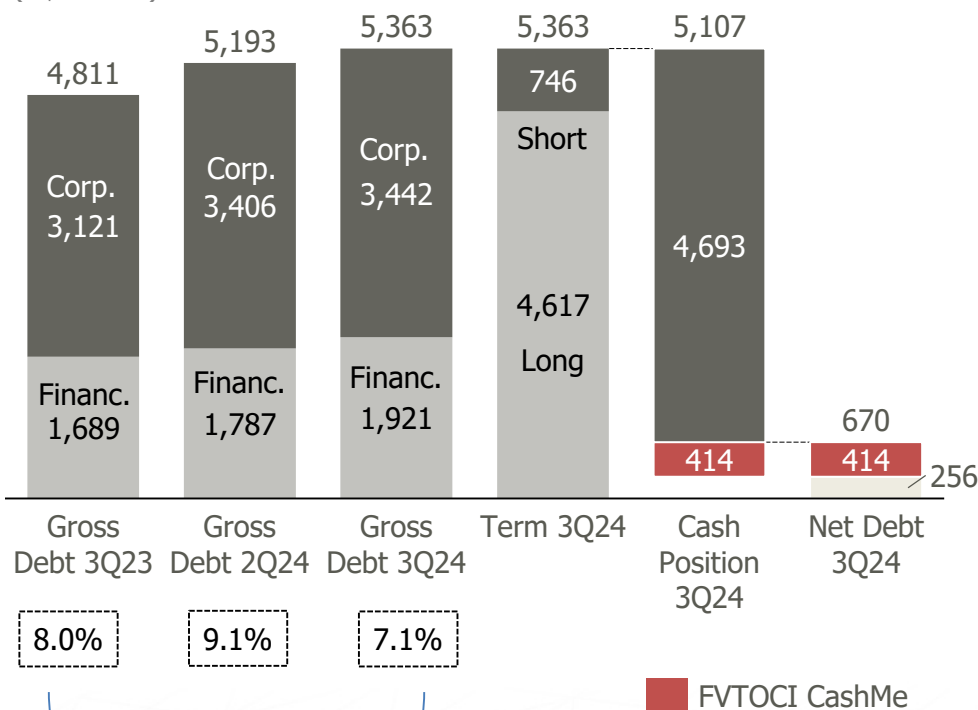


LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 7.1%.

Debt Overview

(R\$ Million)

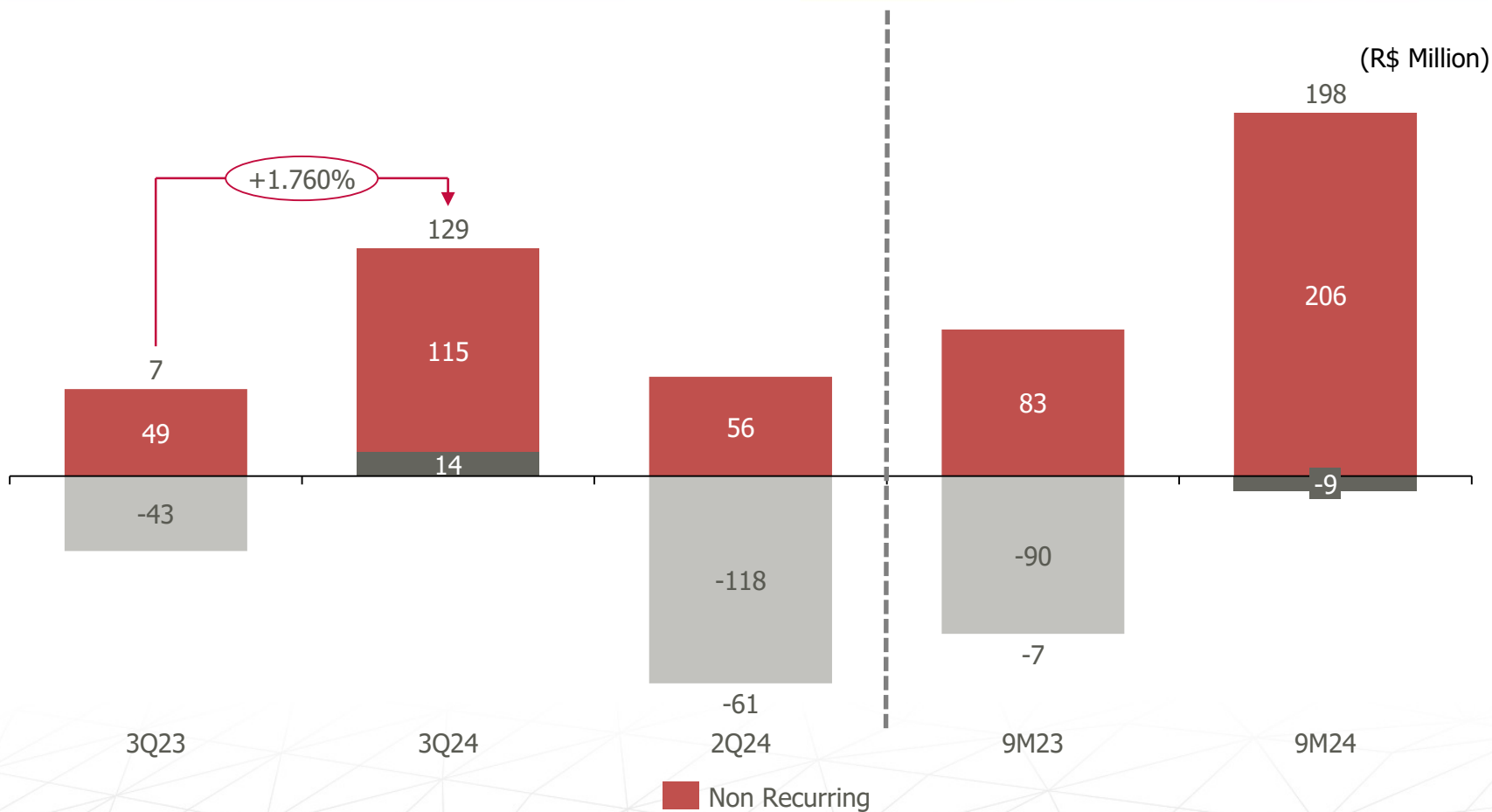


Indicators	Total Debt	Corporate Debt	
Net Debt / Equity		7.1%	
Average Term	3.2 y	3.5 y	
Short Term	14%	13%	
Long Term	86%	87%	
Average Cost of Financing		Average Cost of Corporate Debt*	
Savings Acc. + 2.73%	72.3%	99,0% of CDI	63.7%
TR + 9.04%	27.7%	CDI + 0.62%	36.3%
TOTAL	100.0%	TOTAL	100.0%
Minimum Rate	TR + 7.75%	* Excludes debt from CashMe (R\$1,872 MM)	
Maximum Rate	Savings ACC + 5.0%		

Net Debt / Equity

CASH GENERATION*

- Cash generation of R\$129 million in the quarter.



*Ex dividend payment and buyback program.

CONTACT IR

Cyrela Brazil Realty S.A. Empreendimentos e Participações

Avenida Paulista, 1,063, 10th Floor

São Paulo - SP – Brasil

Zip Code 01311-200

Investor Relations

ri@cyrela.com.br

<https://ri.cyrela.com.br/en/>



Statements contained in this press release may contain information which is forward-looking and reflects management's current view and estimates of future economic circumstances, industry conditions, company performance and the financial results of Cyrela Brazil Realty. These are just projections and, as such, exclusively based on management's expectations of Cyrela Brazil Realty regarding future business and continuous access to capital to finance the Company's business plan. Such future considerations rely substantially on changes in market conditions, government rules, competitor's pressure, segment performance and the Brazilian economy, among other factors, in addition to the risks presented on the released documents filed by Cyrela Brazil Realty, and therefore can be modified without prior notice.