CYRELA

Earnings Release – 1Q15|2015

Cyrela Reports Cash Generation of R$403 Million in 1Q15.

São Paulo, May 14, 2015 - Cyrela Brazil Realty S.A. Empreendimentos e Participações ("CBR" or "Company" or "Cyrela") (BM&FBOVESPA: CYRE3; OTCQX: CYRBY), one of the largest residential real estate developers in Brazil, announces its earnings results for the first quarter of 2015 (1Q15). The financial and operating information contained herein, except where otherwise indicated, is presented in Brazilian Reais (R$) and follows the International Financial Reporting Standards (IFRS), which are in line with technical guideline OCPC 04 and technical interpretation ICPC 02, the Brazilian accounting principles, the financial reporting standards applicable to the Brazilian real estate developers and the relevant regulation. The comparisons refer to the same period of 2014 and occasionally to the fourth quarter of 2014.

GROSS MARGIN

In 1Q15:

34.8%, 1.6 p.p. up on 1Q14 and 2.5 p.p. up on from 4Q14.

OPERATING CASH GENERATION

In 1Q15:

R$403 million vs. R$159 million in 1Q14 and R$362 million in 4Q14.

EPS

In 1Q15:

R$0.27, down 34.4% from 1Q14 and 32.2% from 4Q14.

SALES

In 1Q15:

R$723 million, 53.3% down from 1Q14 and 61.7% down from 4Q14.

NET INCOME

In 1Q15:

R$101 million, 38.5% down from 1Q14 and 33.0% down from 4Q14.

ROE

Return on Equity
(net income for the past 12 months over the period's average shareholders' equity, not including minority interests) of 10.6%.

CYRE3
(14/05/2015)

Number of Shares:
399,742,799

Market Cap:
R$4,357.2 million
US$1,450.9 million

Average 30-day daily trading volume:

R$28.1 million

Conference Call on the 1Q15 Results

Portuguese
(with simultaneous interpretation)

May 15, 2015
11:00 (Brasília time)
10:00 (US EDT)

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MESSAGE FROM MANAGEMENT

A few months into 2015, the expectation of a more challenging environment has materialized in some respects. In the international arena, the expected interest rate hike in the U.S. due to the economic recovery in the country led to a rise of the U.S. dollar against practically all other currencies.

In Brazil, inflation remains high, and increasing interest rates is one of the strategies the Government has been using to control it. As of April, the SELIC benchmark interest rate reached 13.25%. In addition, both the Government and Congress seem to be more firmly committed to the fiscal adjustment needed for the economy to rebound, and several measures are in the process of being approved.

As a consequence of these adjustments the economic activity is impacted directly. Data from IBGE [*Instituto Brasileiro de Geografia e Estatística*, or Brazilian Institute of Geography and Statistics] showed unemployment rate came to 6.2% in March, the highest since May 2011. Moreover, driven by the need to pay off debt, people have been withdrawing funds from their savings accounts. Official data from the Brazilian Central Bank (BCB) indicate a drop in total net savings in 1Q15, which affects the sources of funding for the real estate industry and leads banks to tighten up credit standards. As a result, real estate sales have decreased and interest rates for new mortgages for final customers have been increasing marginally. Against this backdrop, we believe Cyrela is in a distinctive position to tackle future challenges thanks to its sound financial health and cash generation.

Besides this, we have important points to note in 1Q15. Early in 2015, we completed and delivered our last projects still under construction in Salvador and Florianópolis. Moreover, we will be finishing the projects under construction in Natal in the coming quarters.

When projects from poor-performing vintages are delivered, there is an increase in the inventory of finished units, as previously pointed out. Concerning our landbank, we terminated a few more contracts of plots of land which are not part of our current strategy in order to focus on land where we can have profitable products for our company.

The main highlight in 1Q15 was our significant cash generation–R$403 million. This performance was mainly due to the following factors: (i) a larger number of projects delivered; and (ii) lower disbursements on land purchase. In line with our strategy of distributing cash generated to shareholders, we repurchased 4,361,300 shares in 2015, corresponding to a trading volume of R$47 million.

We thank all our stakeholders, from customers to shareholders, once more for supporting and believing in our efforts to make Cyrela an increasingly solid, profitable and sustainable company.

MAIN INDICATORS

	1Q15	1Q14	1Q15 x 1Q14	4Q14	1Q15 x 4Q14
Launches [1]					
Number of Launches	9	11	-18.2%	22	-59.1%
Launched PSV - R$ Million (100%)	463	1,915	-75.8%	2,260	-79.5%
Launched PSV - R$ Million (%CBR)	333	1,720	-80.6%	1,813	-81.6%
Cyrela's Share	72.0%	89.8%	-17.8 p.p.	80.2%	-8.2 p.p.
PSV Swapped - R$ Million (100%)	9	567	-98.3%	139.93	-93.3%
Average Price per sq. m. (R$) (ex-lots)	4,782	9,711	-50.8%	6,825	-29.9%
Usable Area Launched (sq. m.)	96,707	197,172	-51.0%	454,791	-78.7%
Units Launched	1,606	2,406	-33.3%	6,168	-74.0%
Sales [2]					
Pre-Sales Contracts - R$ Million (100%)	723	1,548	-53.3%	1,887	-61.7%
Pre-Sales Contracts - R$ Million (%CBR)	580	1,363	-57.5%	1,473	-60.6%
Cyrela's Share	80.2%	88.0%	-7.8 p.p.	78.1%	2.2 p.p.
Average Price per sq. m. (R$) (ex-lots)	6,272	7,593	-17.4%	5,760	8.9%
Units Sold	1,981	2,930	-32.4%	5,723	-65.4%
Sales from Launches [2]	2'	2'		2'	
Pre-Sales Contracts from Launches of the year - R$ Million (100%)	146	909	-84.0%	1,192	-87.8%
Pre-Sales Contracts from Launches of the year - R$ Million (%CBR)	112	853	-86.9%	926	-87.9%
Cyrela's Share	76.8%	93.8%	-17.0 p.p.	77.7%	-0.9 p.p.
Average Price per sq. m. (R$) (ex-lots)	5,283	10,365	-49.0%	5,888	-10.3%
Units Sold	487	940	-48.2%	3,870	-87.4%
Deliveries					
Delivered PSV (100%)	2,468	1,540	60.2%	1,810	36.3%
Delivered Units	6,959	4,814	44.6%	5,452	27.6%
Landbank					
PSV with exchange - R$ Million (100%)	54,903	50,921	7.8%	54,298	1.1%
PSV without exchange - R$ Million (100%)	46,851	43,424	7.9%	45,992	1.9%
Landbank (thd sq. m.)	22,013	9,423	133.6%	22,261	-1.1%
% Swap over land value	73.0%	67.5%	5.5 p.p.	70.4%	2.6 p.p.
% CBR	85.7%	86.2%	-0.5 p.p.	86.1%	-0.4 p.p.
Financial Indicators					
Net Revenue (R$ Million)	1,035	1,315	-21.3%	1,531	-32.4%
Gross Profit (R$ Million)	361	438	-17.6%	495	-27.1%
EBITDA (R$ Million)	154	244	-36.9%	256	-39.8%
Net Income (R$ Million)	101	163	-38.5%	150	-33.0%
Gross Margin	34.8%	33.3%	1.6 p.p.	32.3%	2.5 p.p.
EBITDA Margin	14.9%	18.5%	-3.7 p.p.	16.7%	-1.8 p.p.
Net Margin	9.7%	12.4%	-2.7 p.p.	9.8%	-0.1 p.p.
Earnings per Share (R$) [3]	0.27	0.41	-34.4%	0.39	-32.2%
Cash Generation / Burn [4]	403	159	152.8%	362	11%

Backlog	**31/03/2015**			**31/12/2014**	**Chg %**
Revenues to be Recognized (R$ Million)	4,245			4,441	-4.4%
Gross Profit to be Recognized (R$ Million)	1,572			1,647	-4.6%
Margin to be Recognized	37.0%			37.1%	-0.1 p.p.

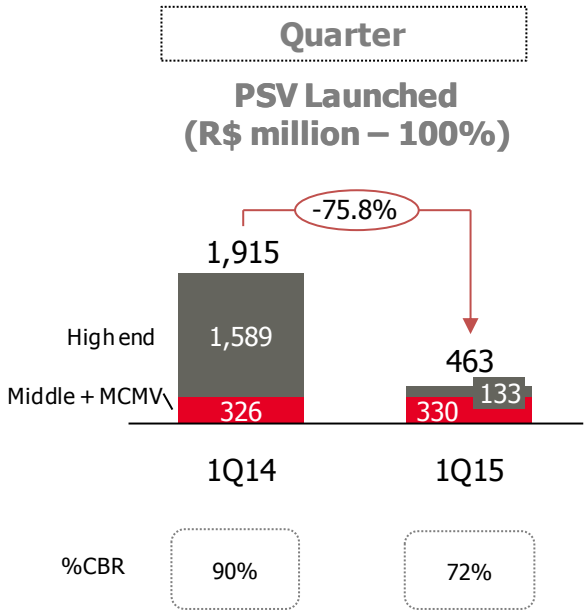
(1) Including swapped units
(2) net of cancellations and including swaps
(2') Net of cancellations sales in 1Q15 of launches in the year
(2'') Net of cancellations: sales in 2015 of launches in the year
(3) Earnings per share are net of Treasury shares.
(4) Cash generation does not include dividends, funds allocated to the share buyback program and acquisitions of equity interests.

OPERATING PERFORMANCE

Note: detailed information on launches can be found at the end of this report in the appendix tables.

LAUNCHES

In 1Q15, launches amounted to a total Pre-Sales Value (PSV) of R$463 million, down 75.8% year-over-year. No Faixa 1 MCMV project contracts were signed in the quarter, just like in 1Q14.



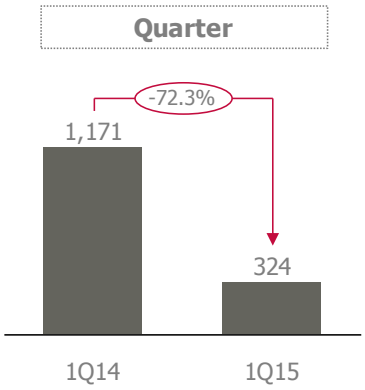
In 1Q15, the Company focused its efforts on launching new phases of products launched in previous quarters. These products accounted for 57% of the total PSV launched in the quarter. Of 9 products launched in 1Q15, 3 are in Sao Paulo, 1 in Belém and 5 in Rio de Janeiro.

High-end launches amounted to a PSV of R$133 million and accounted for 28.7% of the Company's total launches in the quarter, vs. 83.0% in 1Q14.

Cyrela's share (%CBR) in the 1Q15 launches stood at 72%, down from 90% in 1Q14.

Swaps amounted to R$9 million of the 1Q15 launches, vs. R$566 million in 1Q14. Excluding swaps from launches and Faixa 1 MCMV contracts, the volume launched by Cyrela in 1Q15 fell by 72.3% year-over-year, from R$1,171 million in 1Q14 to R$324 million in 1Q15.

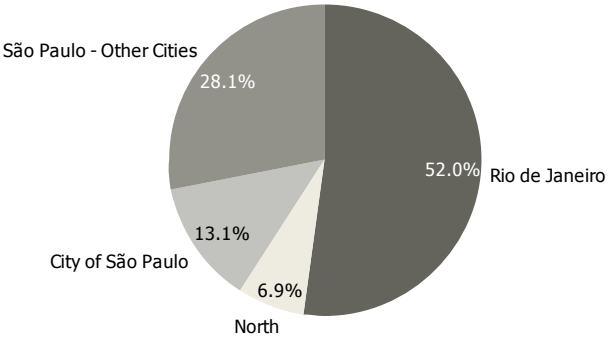
PSV Launched
Ex-Swap and "MCMV Faixa 1"
(R$ million – %CBR)



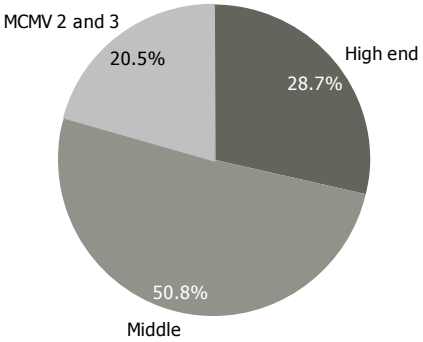
It is worth noting the launches of the "Verdant Valley" (Living–Rio de Janeiro) and "Living Friends" (Living–Rio de Janeiro) projects, both of which have been selling well.

The breakdown of 2015 launches by geographic region and segment can be seen below.

Launches by region – 2015



Launches by product – 2015



Of the PSV launched in the year, 80% is recognized through full consolidation and 20% through the equity method.

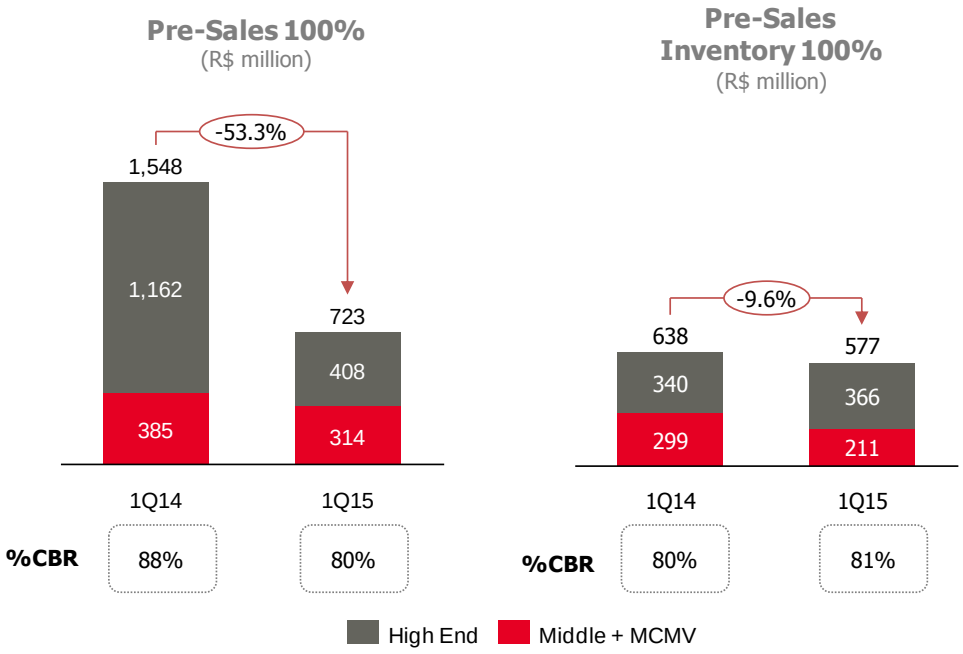
SALES

Note: detailed information on pre-sales can be found at the end of this report in the appendix tables.

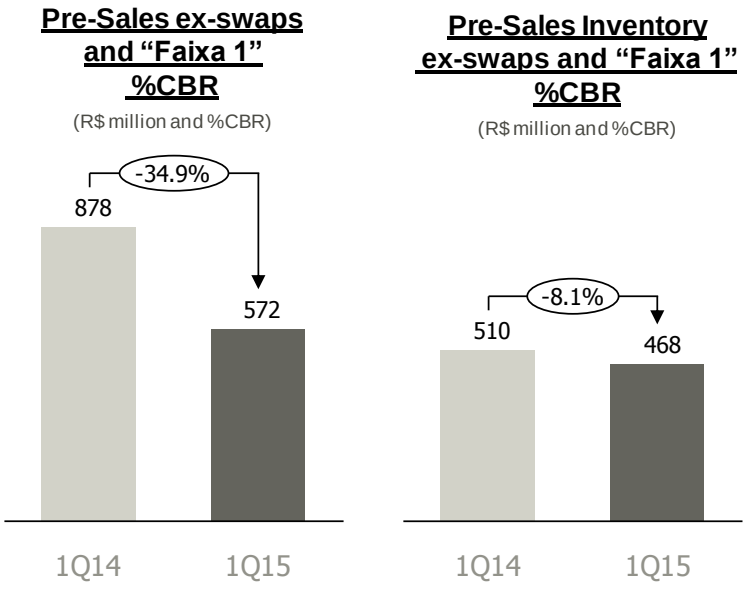
Pre-sales totaled R$723 million in 1Q15, down 53.3% YoY. Pre-sales of launches accounted for R$146 million and inventory sales accounted for R$577 million of the 1Q15 sales. Projects launched by 2013 accounted for 31% of all 1Q15 sales, projects launched in 2014 for 49% and the remainder (20%) for launches in 2015 in line with our strategy of focusing on inventory sales. Sales of finished units came to R$145 million, or 10.5% of all inventory units early in 1Q15. The South and Northeast Regions comprised 40.9% of sales of finished units in the quarter.

The Company's share came to 80.2% this quarter, versus 88.0% in 1Q14.

Sales of High-end products amounted to R$408 million and accounted for 56.5% of the Company's total sales in 1Q15.

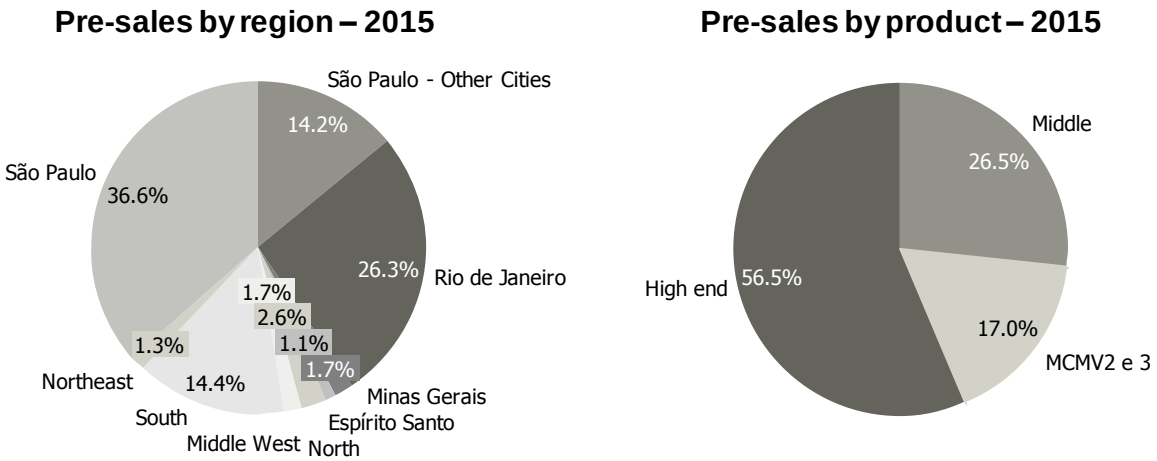


Excluding swaps from the 1Q15 sales and Faixa 1 MCMV contracts, %CBR sales fell from R$878 million in 1Q14 to R$572 million in 1Q15, down 34.9% year-over-year.



The breakdown of 2015 sales by geographic region shows that São Paulo accounted for 36.6% of total sales, followed by Rio de Janeiro at 26.3% and the South Region at 14.4%.

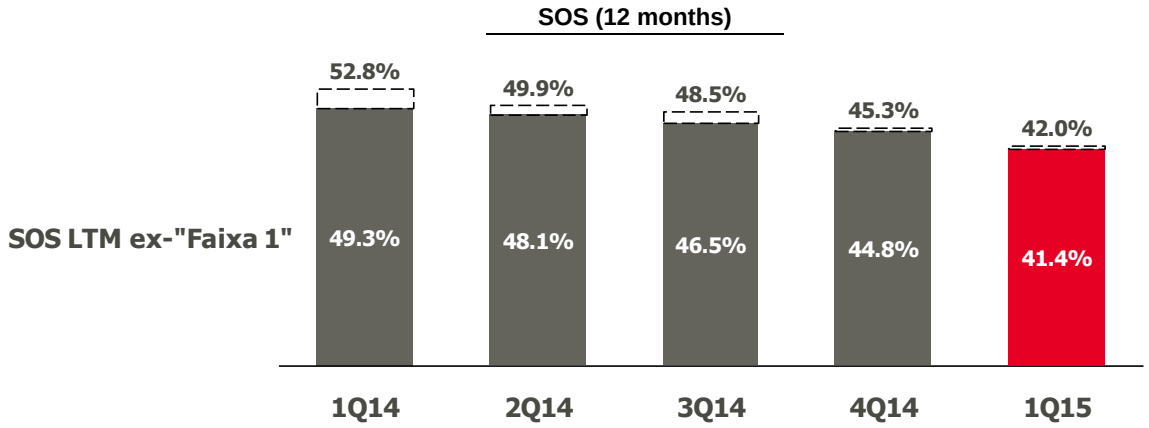
The breakdown of sales by geographic region and segment can be seen below.



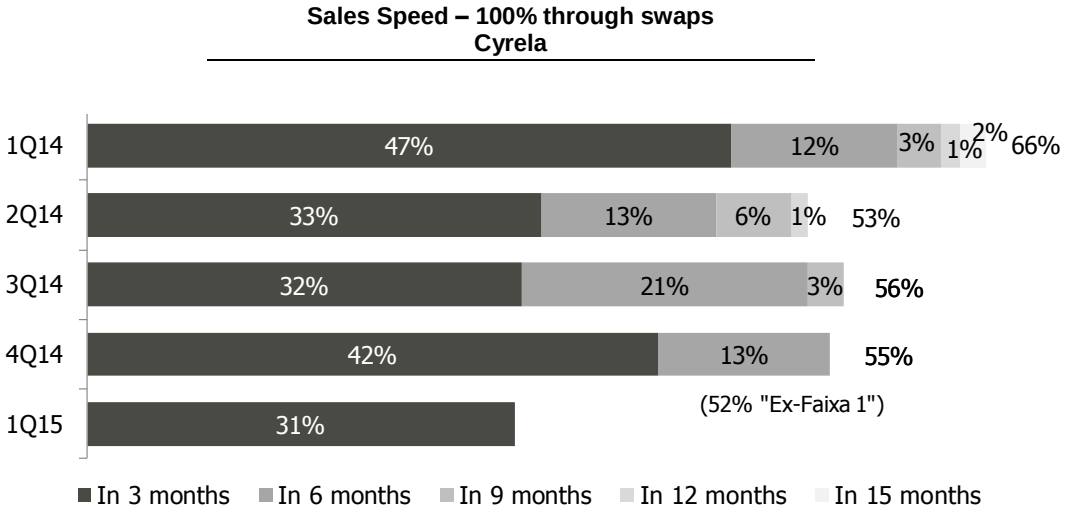
Of the 2015 sales, 76% is recognized through full consolidation and 24% through the equity method.

SALES SPEED (SoS)

The last 12-month SoS (Sales over Supply) stood at 42.0% (versus 45.3% in 4Q14 and 52.8% in 1Q14). Without Faixa 1 contracts, the annual SoS came to 41.4%.



Concerning sales speed by vintage, 31% of the 1Q15 vintage has been sold. Projects launched between 1Q14 and 4Q14 are over 50% sold on average.

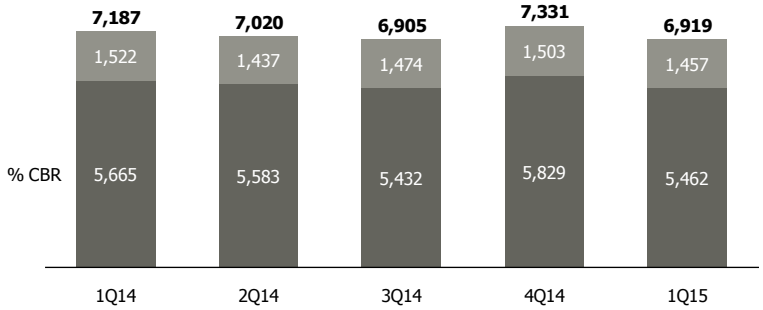


INVENTORY

The inventory (all units available for sale, including those launched in the period) at market value amounted to R$6,919 million (100%) and R$5,462 million (%CRB) at the close of 1Q15. There was a 5.6% drop in the total inventory at market value quarter-over-quarter.

The share of the total inventory of R$6,919 million to be consolidated into the Company's revenue is R$5,992 million (%CBR: R$4,993 million) whereas R$927 million (%CBR: R$468 million) will be accounted for under Equity Result and Other Appreciations.

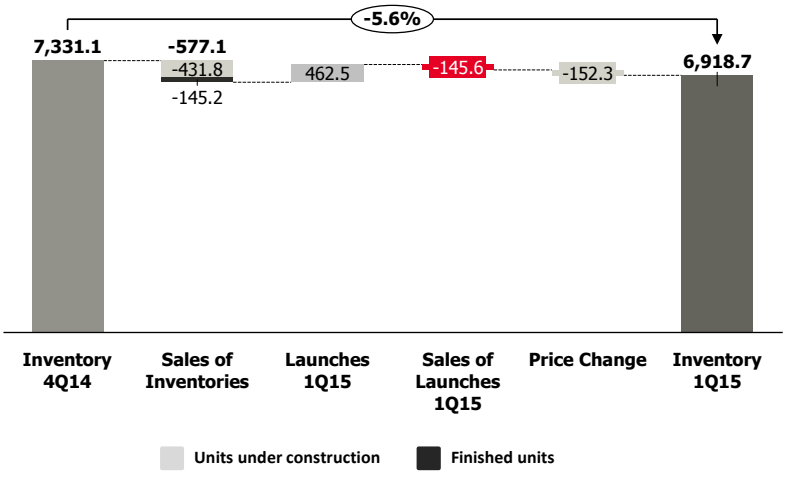
Inventory at Market Value (R$MM)



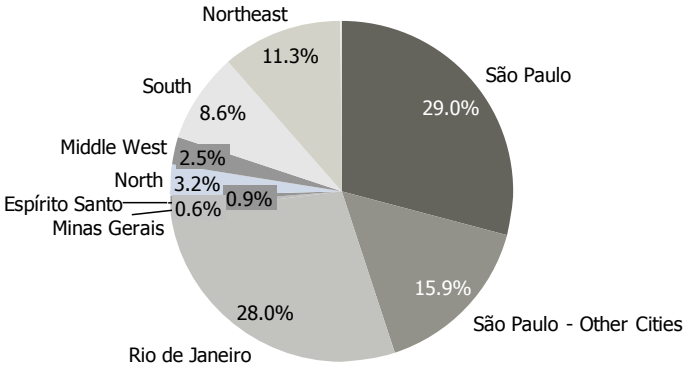
Inventory by Delivery Schedule

Inventory at Market Value	R$ MM	%
Finished units	1,557	22.5%
To be delivered 2015	876	12.7%
To be delivered 2016	1,517	21.9%
To be delivered 2017	1,829	26.4%
To be delivered after 2017	1,139	16.5%
Total	**6,919**	**100%**

Changes in Inventory (R$ million)

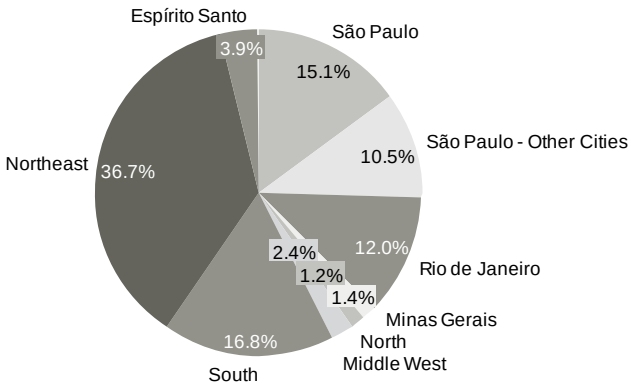


Total Inventory Breakdown 1Q15



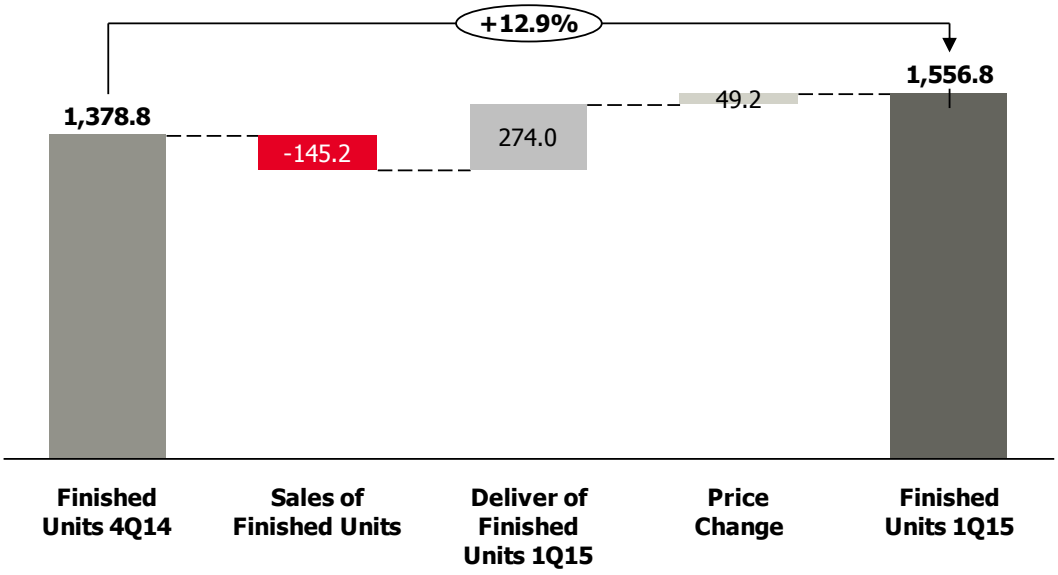
The Company managed to sell 10.5% of its inventory of finished units early in 1Q15. However, the Company's inventory of finished units increased in value from R$1,379 million in 4Q14 to R$1,557 million in 1Q15 due to the large number of units delivered. The ten largest projects comprise 25% of that amount. The Northeast Region and Espírito Santo State account for 40.6% of the Company's total inventory of finished units.

Finished Inventory Breakdown 1Q15



It is worth noting that there are still projects in the delivery phase in poor-performing cities and this has led to an increase in the Company's inventory despite **Cyrela**'s good sales speed of finished units. The Company's inventory of finished units increased from 2.9 thousand units at the close of 2014 to 3.4 thousand units at the close of 1Q15.

Changes in Finished Inventory Units (R$ million)



The share of the total inventory to be consolidated into the Company's revenue is R$1,350 million (%CBR: R$1,114 million) whereas R$207 million (%CBR: R$118 million) will be accounted for under Equity Result.

LANDBANK

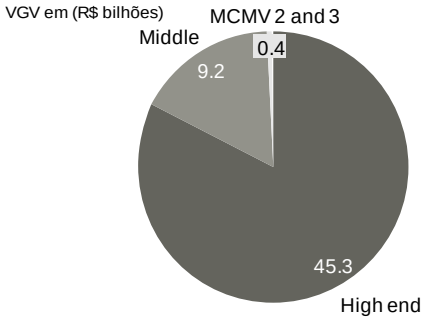
Note: detailed information on the landbank can be found at the end of this report in the appendix tables.

At the close of 1Q15, the Company's landbank amounted to 22 million sq. m. of marketable area with total potential sales of R$54.9 billion. Cyrela's share in the landbank is 85.7%, equivalent to R$47.1 billion.

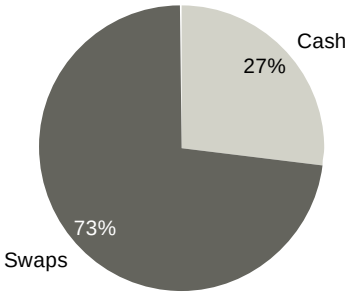
In 1Q15, the Company acquired 3 plots of land, 2 of which in São Paulo and 1 in the South Region, and paid 97% of the total amount through swaps. In addition, the Company terminated contracts for 7 plots of land–3 in São Paulo-Interior, 2 in São Paulo, 1 in Rio de Janeiro and 1 in the South Region–in 1Q15. The land contract terminations had a negative impact of R$2.7 million on the income statement.

Landbank on 03.31.2015*

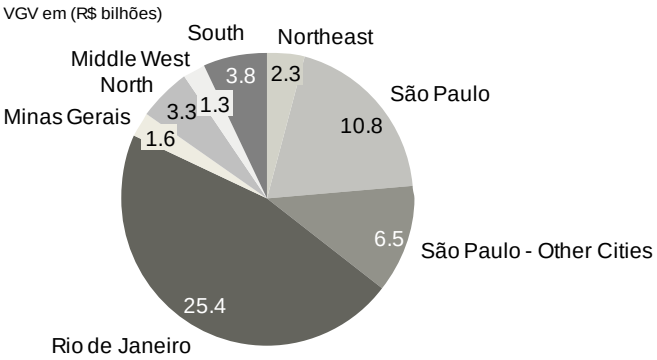
Breakdown by Product (PSV in R$ billion)



Form of Acquisition (in %)



Breakdown by Region (PSV in R$ billion)



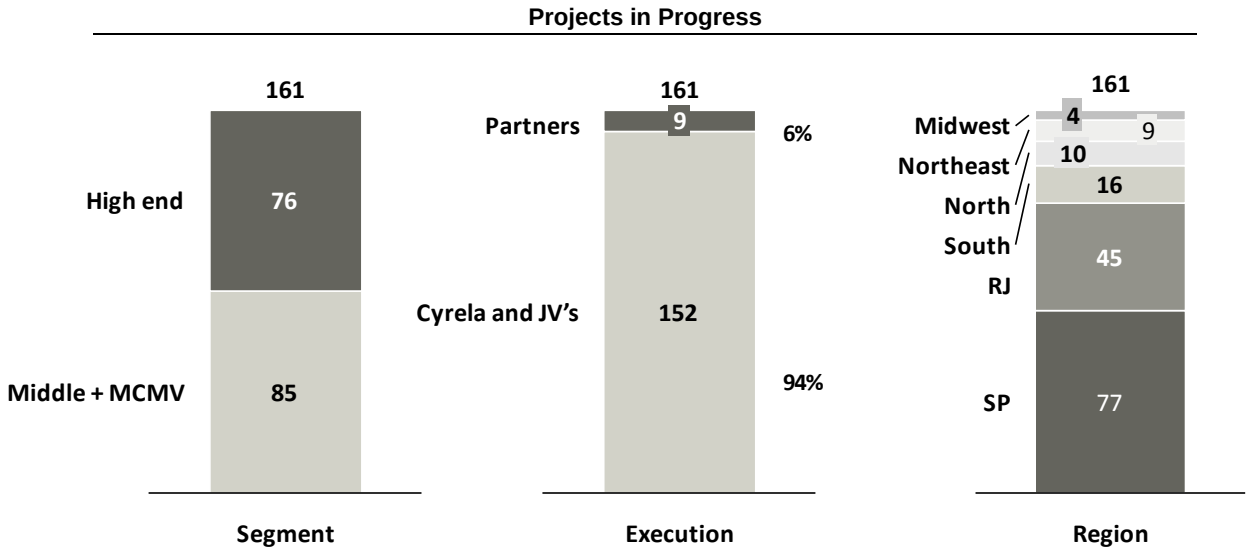
* The landbank PSV is based on the latest feasibility assessment of the land plot, adjusted by the INCC year-to-date.

CONSTRUCTION SITES

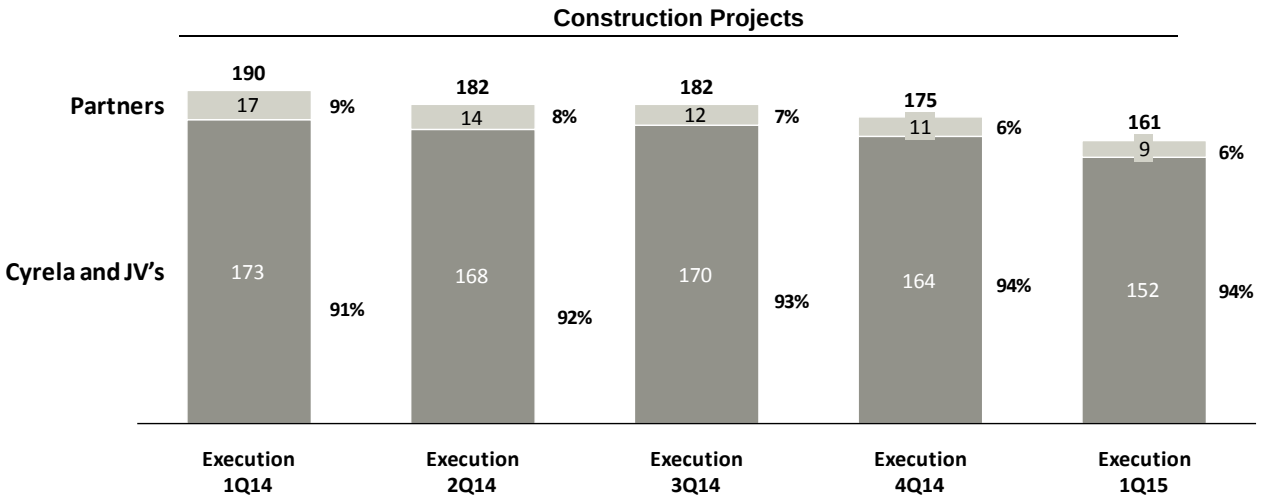
Note: detailed information on units delivered can be found at the end of this report in the appendix tables.

In 1Q15, Cyrela delivered 31 projects with 7 thousand units totaling a PSV of R$2.5 billion on the dates of their respective launches. In addition, the Company finished delivering all its projects in Salvador and Natal in 1Q15.

At the close of 1Q15, there were 161 projects in progress–broken down as follows, by segment, execution and geographic location–according to the active construction site criterion. Faixa 1 MCMV accounts for 22 of all projects in progress.



In line with its strategy of seeking a more organic operation, the Company has been lowering the number of sites under third-party control since 2012. At the close of 1Q15, 94% of the construction sites were managed by the Company's own team or partners, the same share recorded in 4Q14. This clearly shows Cyrela's commitment to managing costs and ensuring product quality. Of all the 1Q15 launches, no constructions will be performed by third parties.

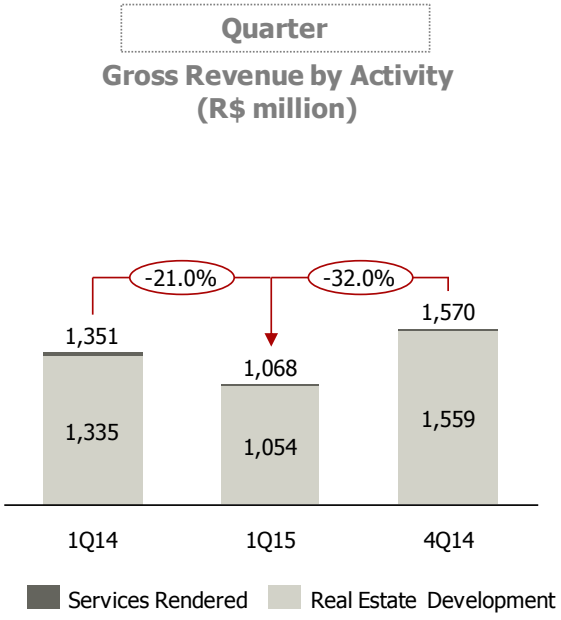

Construction Projects
Partners
Cyrela and JV's
190
17
9%
173
91%
182
14
8%
168
92%
182
12
7%
170
93%
175
11
6%
164
94%
161
9
6%
152
94%
Execution 1Q14
Execution 2Q14
Execution 3Q14
Execution 4Q14
Execution 1Q15

Economic and Financial Performance

REVENUE

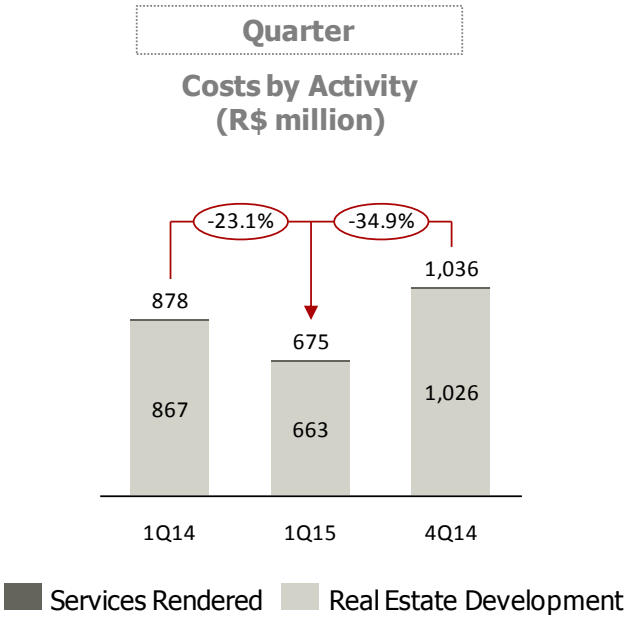
The Company's total gross revenue amounted to R$1,068 million in 1Q15, down 21.0% from R$1,351 million in 1Q14 and 32.0% from R$1,570 million in 4Q14.

This drop is mainly explained by lower sales in 1Q15. In addition, there was a fall in the share of finished units in 1Q15 sales in relation to previous quarters. This led to a decrease in revenue recognized in the quarter.



COST OF GOODS SOLD AND/OR SERVICES RENDERED

Total cost came to R$ 675 million, falling by 34.9% against 4Q14 and 23.1% from 1Q14.



The cost of development activities accounted for 98.3% of total cost and came to R$663 million in 1Q15, down 35.4% from 4Q14 and 23.4% from 1Q14.

GROSS MARGIN

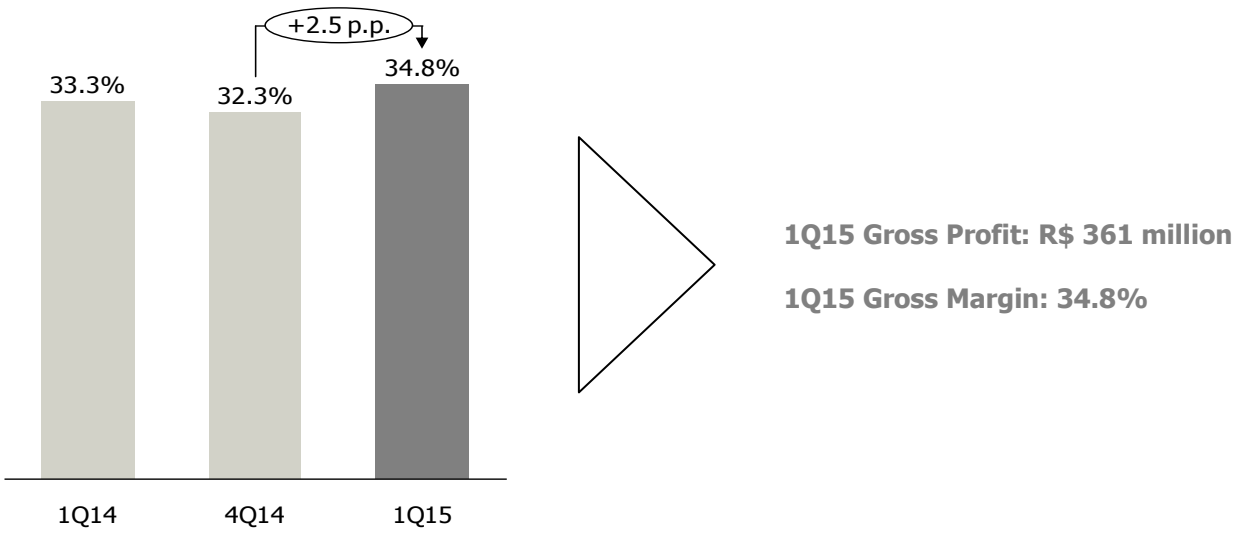
The Company's total gross margin stood at 34.8% in 1Q15, an increase of 2.5 p.p. from 4Q14, when gross margin came to 32.3%, and of 1.6 p.p. from the 1Q14 gross margin.

Gross margin rose in 1Q15 mainly because of the higher share in sales of products launched in 2014, which offer higher margins. Sales of these products accounted for about 50% of total sales in 1Q15. In addition, there was a fall in sales of finished units from bad vintage products, which typically have lower margins. Besides this, there were savings in engineering costs which contributed for the higher gross margin.

Adjusted gross margin stood at 39.1% in 1Q15, up 2.1 p.p. from the 1Q14 margin of 37.0% and 3.2 p.p. from the 4Q14 adjusted gross margin.

Adjusted Gross Margin	1Q15 R$ MM	1Q14 R$ MM	1Q15 x 1Q14	4Q14 R$ MM	1Q15 x 4Q14
Net Revenue	1,035	1,315	-21.3%	1,531	-32.4%
Gross Profit	361	438	-17.6%	495	-27.1%
Gross Margin	**34.8%**	**33.3%**	**1.6 p.p.**	**32.3%**	**2.5 p.p.**
Capitalized Interest from COGS	44	49	-9.2%	55	-20.2%
Adjusted Gross Margin	**39.1%**	**37.0%**	**2.1 p.p.**	**35.9%**	**3.2 p.p.**

Gross Margin

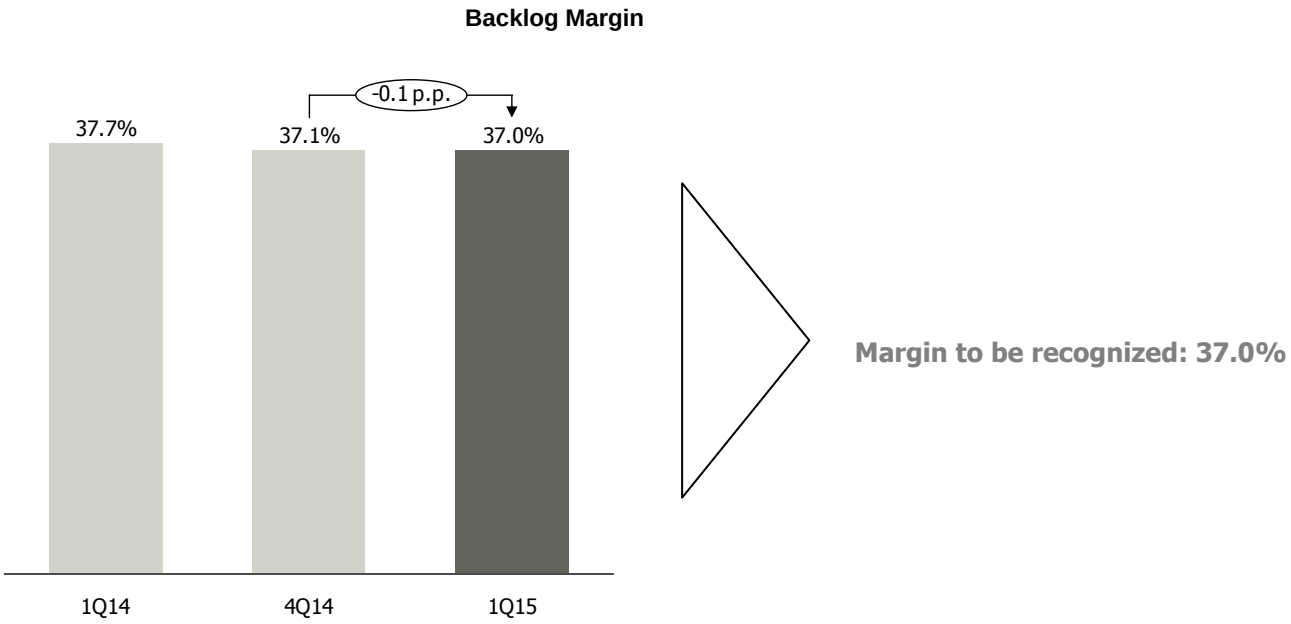


1Q15 Gross Profit: R$ 361 million

1Q15 Gross Margin: 34.8%

SALES TO BE RECOGNIZED

At the close of 1Q15, net sales revenue to be recognized totaled R$ 4,245 million. Gross margin from sales to be recognized stood at 37.0% in 1Q15, down 0.1 p.p. quarter-over-quarter and 0.7 p.p. year-over-year. It is worth noting that gross backlog margin (backlog margin) does not take into account the PVA effect and SFH-related financing costs. These effects usually have an impact between 4 and 5 p.p.



Sales to be Recognized (R$ thd)	1Q15	4Q14	1Q15 x 4Q14	1Q14	1Q15 x 1Q14
Sales to be Recognized	4,327	4,527	-4.4%	5,341	-19.0%
Taxes to be Recognized	(81)	(86)	-5.6%	(108)	-25.0%
Net Income to be Recognized	**4,245**	**4,441**	**-4.4%**	**5,233**	**-18.9%**
Costs of Units Sold to be Recognized	(2,674)	(2,793)	-4.3%	(3,258)	-17.9%
Gross Profit to be Recognized	**1,572**	**1,647**	**-4.6%**	**1,975**	**-20.4%**
Gross Margin to be Recognized	**37.0%**	**37.1%**	**-0.1 p.p.**	**37.7%**	**-0.7 p.p.**

SELLING EXPENSES

Selling expenses totaled R$107 million in 1Q15, down R$25 million QoQ and up R$1 million YoY. Selling expenses corresponded to 14.9% of pre-sales in 1Q15, up from 7.0% in 4Q14 and 6.8% in 1Q14.

The quarter-over-quarter fall in selling expenses in absolute amounts was mainly led by:

(i) Sales Showrooms: a R$7 million drop due to lower expenses on sales showrooms and depreciation; and

(ii) Media: a R$14 million decrease due to the lower number of launches.

Commercial expenses	1Q15 R$ MM	4Q14 R$ MM	1Q15 x 4Q14	1Q14 R$ MM	1Q15 x 1Q14
Show-rooms	19	26	-27.3%	20	-7.0%
Media	22	36	-40.1%	25	-14.6%
Third-party Services	35	36	-2.4%	34	3.1%
Others	32	34	-5.2%	27	21.2%
Total	**107**	**132**	**-18.4%**	**106**	**1.5%**

GENERAL & ADMINISTRATIVE EXPENSES

General and administrative expenses totaled R$106 million in 1Q15, down R$ 22 million quarter-over-quarter and R$1 million year-over-year. This amount corresponds to 10.2% of net revenue recognized in 1Q15, 1.9 p.p. up from 8.3% recorded in 4Q14.

General & Administrative Expenses	1Q15 R$ MM	4Q14 R$ MM	1Q15 x 4Q14	1Q14 R$ MM	1Q15 x 1Q14
Salaries and Social Charges	42	46	-8.5%	46	-8.3%
Stock Options	1	6	-87.7%	6	-88.4%
Board Members/Management Remuneration	2	2	0.0%	1	26.3%
Third-Party Services	18	20	-8.4%	14	26.7%
Rent, travelling and representation	13	12	10.1%	14	-7.1%
Others	17	24	-27.2%	12	49.6%
Employees'	12	18	-33.8%	13	-8.7%
Total	**106**	**128**	**-17.3%**	**107**	**-1.2%**

Quarter-over-quarter, the main changes in the items comprising general and administrative expenses were:

(i) Salaries and social charges: a R$ 4 million drop;

(ii) Stock options: a R$ 5 million fall because of the cancellation of some stock options from the 2011 Stock Options Plan which were not exercised;

(iii) Others: a R$ 7 million decrease mainly due to lower expenses on compensation for construction delays (R$4 million) and severance pay (R$1 million).

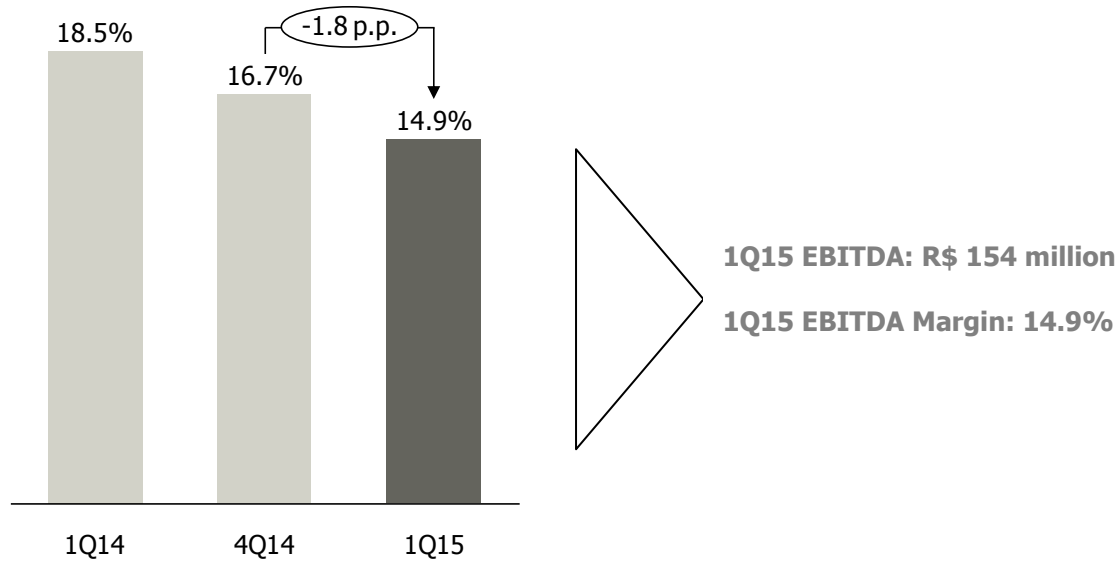
EBITDA

EBITDA margin stood at 14.9% in 1Q15, falling by 3.8 p.p. against 1Q14 and 1.8 p.p. against 4Q14.

EBITDA	1Q15 R$ MM	1Q14 R$ MM	1Q15 x 1Q14	4Q14 R$ MM	1Q15 x 4Q14
Net Income from Continuous Operations	118	187	-37.1%	206	-42.8%
(-) Financial Result	(6)	(9)	-34.5%	(2)	222.3%
(+) Depreciation and Amortization [1]	19	25	-23.5%	21	-9.9%
(+) Taxes over Profit	23	41	-43.5%	31	-23.8%
EBITDA	**154**	**244**	**-36.9%**	**256**	**-39.8%**
EBITDA Margin (%)	**14.9%**	**18.5%**	**-3.8 p.p.**	**16.7%**	**-1.8 p.p.**

[1] Depreciation and amortization amounts include showroom amortization, recorded under selling expenses in the income statement.

EBITDA Margin



FINANCIAL RESULT

The Company recorded net financial income of R$ 6 million, vs. R$ 2 million in 4Q14 and R$ 9 million in 1Q14.

R$ thd	1Q15	4Q14	1Q14
Financial Expenses			
SFH Interest	(48)	(47)	(44)
Interest on Corporate Loans	(52)	(55)	(52)
Capitalized Interest	48	46	49
Sub Total	**(52)**	**(56)**	**(48)**
Monetary Adjustment on Loans	(3)	(3)	(4)
Bank Expenses	(3)	(2)	(3)
Other financial expenses	(7)	(5)	(6)
Total Financial Expenses	**(64)**	**(67)**	**(60)**
Financial Revenues			
Income on Investments	48	48	44
Income on Receivables	2	2	7
Income on Loans to Partners	10	9	9
Other financial income	9	9	10
Total Financial Revenues	**70**	**68**	**70**
Financial Result	**6**	**2**	**9**

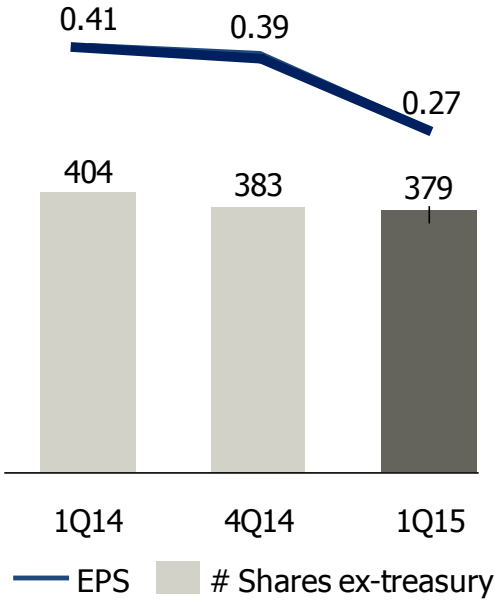
NET INCOME AND NET MARGIN

As a result of the Company's performance described above, net income amounted to R$101 million in 1Q15, down 33.0% from R$150 million in 4Q14 and 38.5% from 1Q14.

This fall resulted mainly from the drop in revenue. In addition, the Company's net income was negatively affected by lawsuit provisions of about R$21 million.

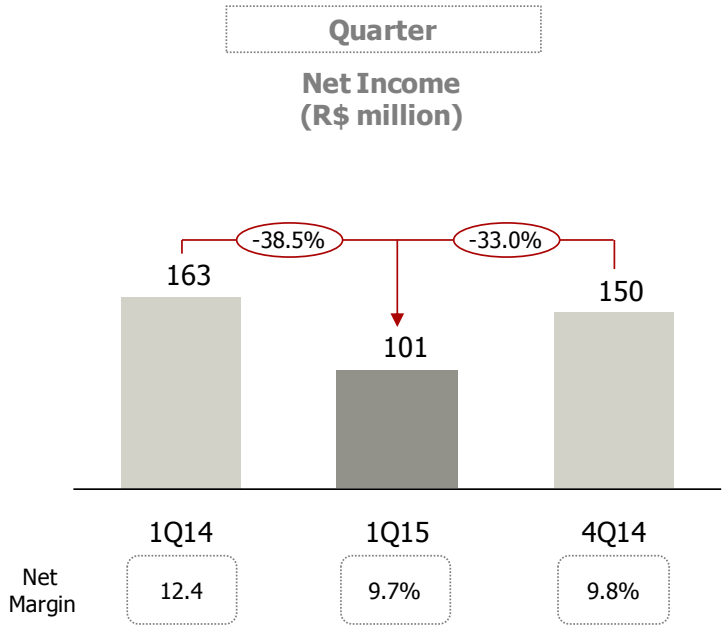
In 1Q15, the Company's earnings per share fell to R$ 0.27, vs. R$0.39 in 4Q14 and R$0.41 in 1Q14.

EPS



* Total shares at the close of the quarter, not including Treasury shares on the same date

Net margin stood at 9.7% in 4Q14, down 0.1 p.p. quarter-over-quarter and 2.7 p.p. from the 12.4% margin reported in 1Q14.



This result led to a 10.6% ROE (last 12 months).

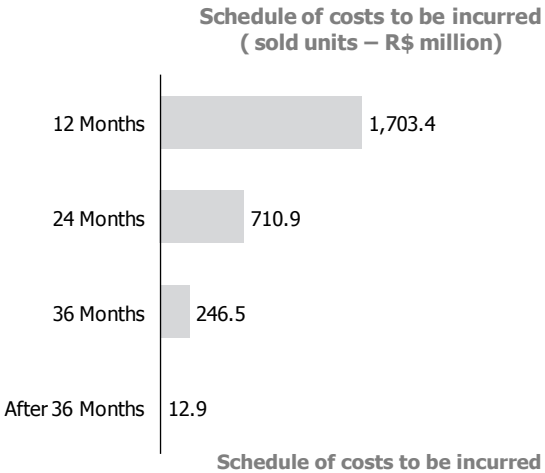
Highlights of Financial Statements

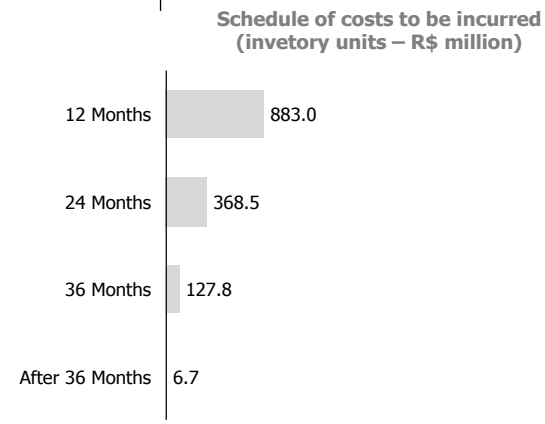
ACCOUNTS RECEIVABLE

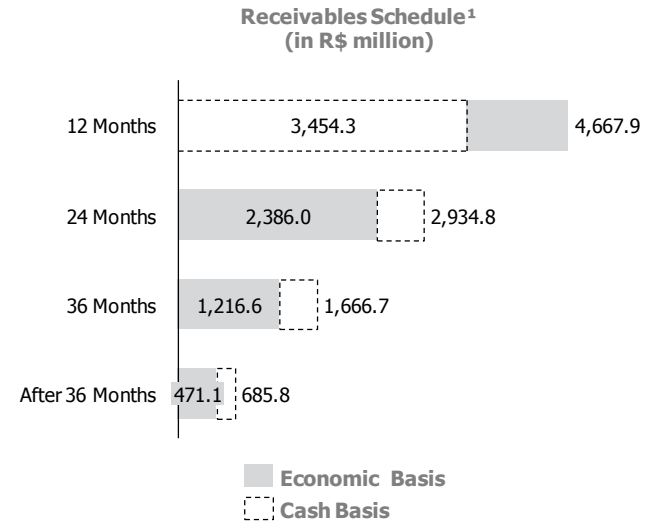
Considering all pre-sales contracts executed, Accounts Receivable totaled R$ 8.7 billion on March 31, 2015, a 6% decrease in relation to December 31, 2014. In the Company's Balance Sheet, this amount is R$ 4.5 billion and is recognized based on construction progress in each project.

Delivered units account for 15.8% and units under construction or in the delivery process for 84.2% of that amount. The average Accounts Receivable turnover is about 1.5 years (18 months). It is worth noting that the Company has never recorded significant losses in the realization of these assets. In general, receivables from units under construction are used as collateral for financing obtained for the construction of the respective projects.

Accounts Receivable	1Q15 R$ MM	4Q14 R$ MM	Chg %
Units under construction	7,360	7,716	-4.6%
Finished Units	1,382	1,637	-15.6%
Total Accounts Receivable	**8,742**	**9,353**	**-6.5%**
Construction Cost to be Realized from sold units	(2,674)	(2,793)	-4.3%
Construction Cost to be Realized from inventory units	**(1,386)**	**(1,273)**	**8.8%**
Construction Cost to be Realized from inventory units - Launched phases	(1,230)	(1,146)	7.3%
Construction Cost to be Realized from inventory units - Unlaunched phases	(156)	(127)	22.6%
Net Accounts Receivable	**4,682**	**5,286**	**-11.4%**







Economic concept: considers full and immediate payment on the "Habite-se" date

Cash Concept: Considers the Company's projection for the actual cash receipt

LANDBANK

The main item under Inventory is land earmarked for future development, which comprised 48.0% of the total inventory on March 31, 2015.

In the Balance Sheet, including the effects of the accounting consolidation process, the landbank corresponds to R$ 2,495 million under "Marketable Real Estate".

Marketable Real Estate	1Q15 R$ MM	4Q14 R$ MM	Chg %
Units under construction	1,804	1,765	2.2%
Finished units	760	660	15.2%
Landbank	2,495	2,536	-1.6%
Suppliers	143	152	-5.9%
Total	**5,203**	**5,113**	**1.8%**

The "Advances from Customers" account comprises liabilities related to physical swaps in land purchasing (contra entries to the land swaps), appraised at the future sale price. Under this account, land for future development amounts to R$197 million and developed projects to R$ 765 million, totaling R$ 962 million, corresponding to the fair value of swapped units. These obligations will be amortized under the same procedure as sales revenue recognition, without any actual cash payments.

Advances from Customers	1Q15 R$ MM	4Q14 R$ MM	Chg %
Receiving of real estate sales	260	282	-7.7%
Land for future incorporation	197	197	0.0%
Incorpotared real estate units	765	787	-2.7%
Total	**1,223**	**1,266**	**-3.4%**

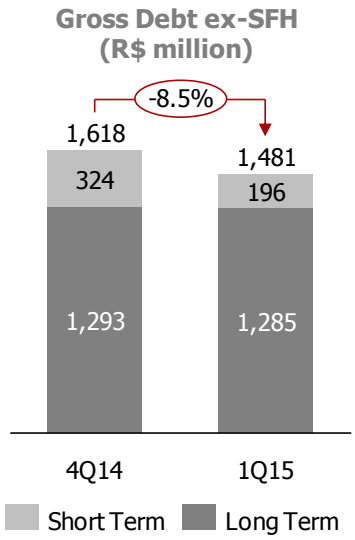
The "Accounts Payable for Real Estate Acquisition" account, for the short and long term, totals R$ 394 million, R$ 173 million of which corresponds to developed projects.

Accounts Payable - Real estate acquisition	1Q15 R$ MM	4Q14 R$ MM	Chg %
Incorporated	173	167	3.4%
Others	222	226	-1.9%
Total	**394**	**393**	**0.4%**

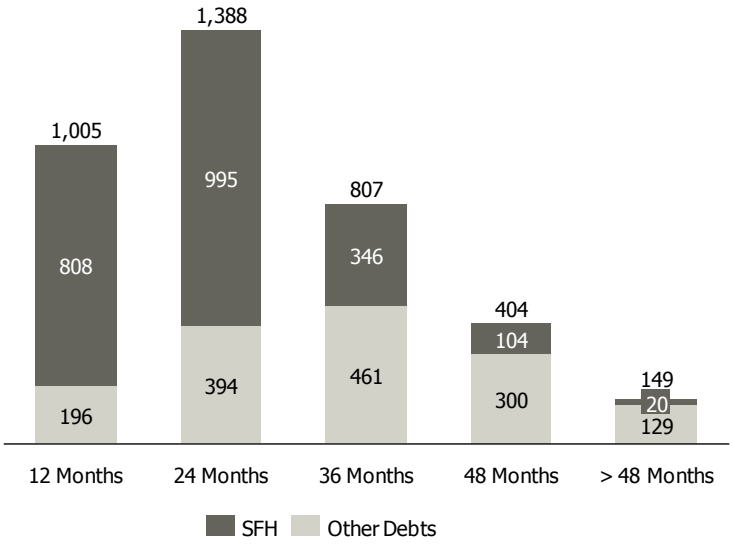
DEBT

On March 31, 2015, gross debt including interest payable amounted to R$3,803 million, down 1.9% from R$3,878 million on December 31, 2014.

The balance of local-currency-denominated financing, entirely related to construction financing through the Housing Finance System (SFH), accounted for 60.6% of the total debt (without interest payable) and increased by 2.2% in the quarter.



Debt (R$ thd)	1Q15	4Q14	1Q15 x 4Q14	1Q14	1Q15 x 1Q14
SFH financing	2,274	2,225	2.2%	2,376	-4.3%
Loans - local currency	1,420	1,558	-8.8%	2,104	-32.5%
Swap	61	60	0.8%	60	1.0%
Sub total	**3,755**	**3,843**	**-2.3%**	**4,539**	**-17.3%**
Interest - local currency	46	35	32.8%	56	-18.8%
Interest foreign - currency	2	0	590.0%	2	18.8%
Subtotal	48	35	37.9%	58	-17.6%
Total	**3,803**	**3,878**	**-1.9%**	**4,598**	**-17.3%**



As a result, the balance of loans denominated in Brazilian currency, comprising 39.4% of total debt (not considering interest payable), corresponds to:

R$ million	Issued in	Matures in	Cost	Balance
Corporate Debt				
2nd Debenture Issue	2008	Jan. 2018	CDI + 0.65% p.a.	42.6
6th Debenture Issue	2012	Aug. 2017	CDI + 1.20% p.a.	200.0
1st issue of CRERs[1]	2011	Jun. 2023	107% of CDI	43.2
2nd issue of CRER[1]s	2012	May 2017	108% of CDI	300.0
Preferred Shares	2013	Dec. 2018	CDI + 0.70% p.a.	100.0
Long-term credit lines	2014	Sep. 2015-Apr. 2018	TR + 8% - 8.75% p.a.	180.0
Long-term credit lines	2012 -2014	2015 – 2018	101.5% - 117.85% CDI	454.6
Long-term credit lines	2013	Jan. 2027	TJLP + 3.78% p.a.	100.0
Foreign Cy[2] denominated debt	2012	Jun. 2015	USD + 4.31% p.a.	60.0
Subtotal			**~ 102.5% CDI**	**1,480.4**

[1] Certificates of Real-Estate Receivables
[2] Currency

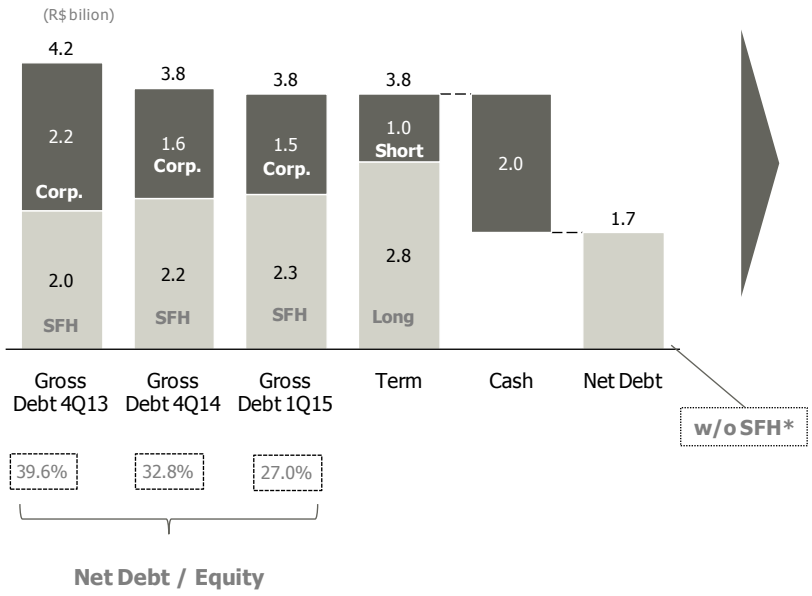
The Company's net debt amounted to R$ 1,733 million, down 17.1% quarter-over-quarter.

In R$ thd	1Q15	4Q14	1Q15 x 4Q14
Long-Term Debt	2.750	2.578	6,7%
Short-Term Debt	1.005	1.266	-20,6%
Total Debt	3.755	3.843	-2,3%
Cash and Cash Equivalents	1.973	1.272	55,1%
Long-Term Financial Investments	49	482	-89,9%
Total Cash and Equivalents	2.022	1.754	15,2%
Net Debt	**1.733**	**2.089**	**-17,1%**

The Company's leverage ratio, as measured through the Net Debt/Shareholders' Equity ratio, fell from 32.8% in 4Q14 to 27.0% in 1Q15, in line with Cyrela's commitment to keeping it low, which shows the Company's sound financial health.

In R$ thd	1Q15	4Q14	%Chg
Net Debt	1,733	2,089	-17.1%
Shareholders Equity	6,417	6,368	0.8%
EBITDA (12 months)	959	1,049	-8.6%
SFH	2,274	2,225	2.2%
Net Debt / Shareholders Equity	27.0%	32.8%	-5.8 p.p.
Net Debt / EBITDA (12 months)	1.81	1.99	-9.3%
Net Debt (ex SFH) / Shareholders Equity	-8.4%	-2.1%	-6.3 p.p.
Net Debt (ex SFH) / EBITDA (12 months)	-0.56	-0.13	333.5%

Debt

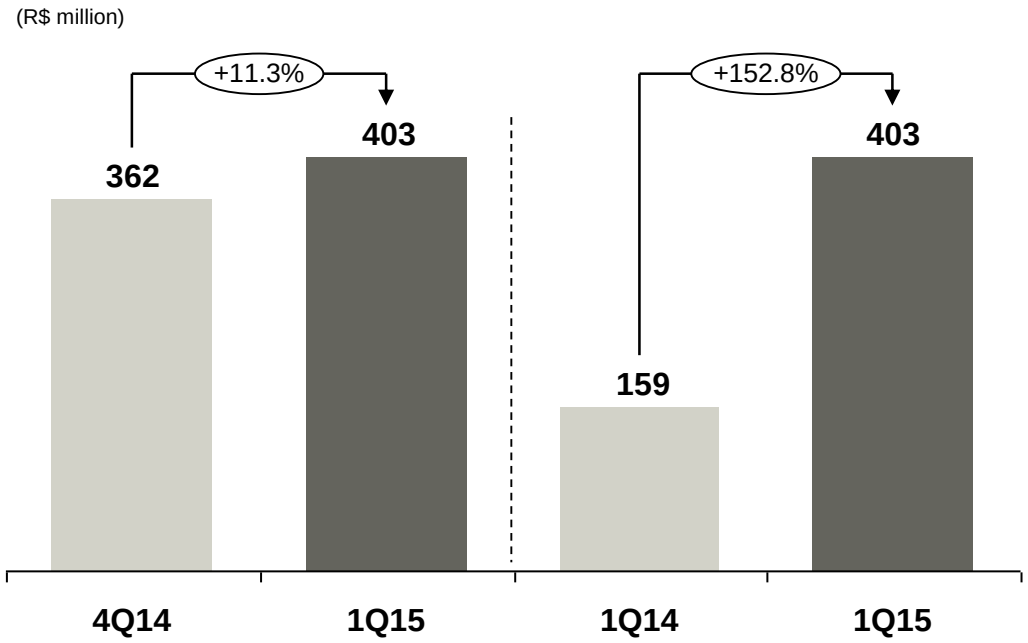


Indicators	Total Debt	Debt Ex-SFH
Net Debt/ EBITDA 12M	1.8x	0.6x
Net Debt/ Equity	27%	
Average cost	w/o SFH: 102.6% CDI SFH: TR + 9.15% p.y.	
Duration	1.9 year	2.1 year
Short Term	27%	13%
Long Term	73%	87%

*Net debt ex-SFH = R$ -540 million.

CASH GENERATION

The Company recorded operating cash generation of R$ 403 million in 1Q15, vs. R$ 159 million in 1Q14 and R$ 362 million in 4Q14.



The strong cash generation in 1Q15 resulted from the following factors:

(i) Larger inflow of cash due to deliveries from previous quarters and finished inventory sales in 4Q14;

(ii) R$75 million received through the swap fund; and

(iii) Lower disbursements for land acquisition.

Cash Burn/Generation	1Q15 R$ MM	4Q14 R$ MM	Chg % 1Q15 x 4Q14	1Q14 R$ MM	Chg % 1Q15 X 1Q14
Total Debt (Gross Debt without Interest payable)	**3,755**	**3,843**	**-2.3%**	**4,539**	**-17.3%**
Total Cash	**2,022**	**1,754**	**15.2%**	**2,189**	**-7.6%**
Net Debt	**1,733**	**2,089**	**-17.1%**	**2,350**	**-26.3%**
Δ Accountant Debt Change	356	298	-16.4%	105	238.6%
(+) Buyback Program	47	64	37.1%	54	-13.9%
(+) Acquisition of Equity Interest	0	0	0.0%	-	0.0%
(+) Dividends	0	0	0.0%	-	0.0%
Operational Cash Generation/Burn	**403**	**362**	**11.3%**	**159**	**152.8%**

In line with its strategy of generating shareholder value, the Company has repurchased R$ 47 million in shares under the share buy-back program in force. In addition, the Annual General Meeting approved paying R$ 157 million as minimum mandatory dividends, to be paid in June, totaling R$ 204 million distributed to shareholders so far in 2015.

ANNEX I – BALANCE SHEET

Consolidated Balance Sheet
R$ million

	March 31, 2015	December 31, 2014
ASSETS		
Current Assets	**8,979**	**8,644**
Cash and Cash Equivalents	908	919
Marketable Securities	1,065	353
Accounts Receivable	3,708	4,140
Marketable Real Estate	3,029	3,032
Recoverable Taxes and Contributions	119	112
Deferred Taxes and Contributions	3	3
Selling Expenses to Be Recognized	23	24
Anticipated Expenses	8	8
Other Receivables	115	53
Non-Current Assets	**4,347**	**4,777**
Long Term	**3,429**	**3,810**
Accounts Receivable	788	790
Marketable Securities	49	482
Checking Accounts with Partners in Projects	166	223
Related Parties	202	190
Recoverable Taxes and Contributions	0	0
Deferred Income Tax and Social Contribution	2	0
Marketable Real Estate	2,174	2,081
Other Receivables	47	44
Permanent	**919**	**967**
Investment in Controlled Companies	650	695
Fixed Assets	167	171
Intangible	102	101
Total Assets	**13,326**	**13,421**
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current Liabilities	**3,473**	**4,060**
Loans and Financing	1,000	1,119
Debentures	4	11
Real Estate Certificates	49	171
Suppliers and provision for guarantees	291	312
Taxes and Contributions Payable	60	57
Deferred Taxes and Contributions	153	176
Payroll, social charges and profit sharing	76	101
Real Estate Acquisition Payable	323	336
Dividends Payable	157	157
Related Parties	153	148
Checking Accounts with Partners in Projects	252	247
Advances from Customers	919	1,185
Other Payables	37	39
Non-Current Liabilities	**9,136**	**8,652**
Long Term	**3,437**	**2,993**
Loans and Financing	2,147	1,974
Debentures	242	242
Real Estate Certificates	358	357
Suppliers and provision for guarantees	91	79
Taxes and Contributions Payable	1	1
Real Estate Acquisition Payable	72	57
Taxes Payable and Labor Laws and Civil Proceeding	186	164
Deferred Income Tax and Social Contribution	38	37
Advances from Customers	303	81
Minority Interest	**718**	**709**
SHAREHOLDERS' EQUITY	**5,699**	**5,659**
Capital Stock	3,096	3,096
Stock Options Grant Recognized	105	105
Surplus Reserve	2,846	2,746
Treasury Shares	(267)	(220)
Other Comprehensive Income	(82)	(67)
Total Liabilities and Shareholders' Equity	**13,326**	**13,421**

ANNEX II - INCOME STATEMENT

Consolidated Income Statement
R$ million

	1Q15	4Q14	% Change
Gross Revenue of Sales and/or Services			
Real Estate Development and Resales	1,054.0	1,558.6	-32.4%
Services Rendered	14.0	11.3	23.4%
Deductions from Gross Revenue	(32.8)	(39.4)	-16.7%
Total Net Revenue	**1,035.2**	**1,530.5**	**-32.4%**
Real Estate Sales and Resales	(663.4)	(1,026.5)	-35.4%
Services Rendered and Others	(11.2)	(9.3)	20.3%
Cost of Goods and/or Services Sold	**(674.6)**	**(1,035.7)**	**-34.9%**
Gross Profit (Loss)	**360.6**	**494.8**	**-27.1%**
Operating (Expenses) Revenues			
Selling Expenses	(107.5)	(131.7)	-18.3%
General and Administrative Expenses	(103.8)	(125.9)	-17.5%
Management's Fees	(1.7)	(1.7)	0.0%
Equity Result and Other Appreciations	8.6	47.2	-81.8%
Other Results in Investments	2.8	(2.4)	-215.9%
Financial Expenses	(64.0)	(66.5)	-3.8%
Financial Revenues	70.2	68.4	2.6%
Other Operating Expenses/Revenues	(23.9)	(45.7)	-47.6%
	(219.4)	**(258.2)**	**-15.0%**
Earnings Before Income Taxes on Profit and Shareholders	**141.3**	**236.6**	**-40.3%**
Deferred	9.6	1.4	592.5%
Current	(32.9)	(32.0)	2.9%
Tax and Social Contribution	**(23.3)**	**(30.6)**	**-23.8%**
Income (Loss) Before Minority Interest	**117.9**	**206.0**	**-42.8%**
Minority Interest	(17.4)	(56.0)	-69.0%
Net Income	**100.5**	**150.0**	**-33.0%**

ANNEX III – STATEMENT OF CASH FLOW

Consolidated Cash Flow Statement
R$ million

	March 31, 2015	March 31, 2014
OPERATING ACTIVITIES		
Income before income tax and social contribution statutory participation	141	229
Adjustments by:		
Depreciation and amortization of fixed and intangible assets	17	23
Goodwill amortization	2	1
Shareholder's equity	(9)	(7)
Interest, monetary variations on loans	80	84
Deferred taxes	10	(6)
Adjustment to present value	0	1
Provisions for guarantees	26	15
Provision for contingent liabilities	21	3
Provision for program payment in shares	1	9
	290	**354**
Variation in current and long-term assets and liabilities:		
Decrease (increase) in accounts receivable	433	239
Decrease (increase) in real estate for sale	(97)	(28)
Decrease (increase) in current account with venture partners	61	(6)
Decrease (increase) in related parties	(7)	24
Decrease (increase) in other assets	(75)	71
Increase (decrease) in accounts payable due to real estate acquisition	2	(98)
Increase (decrease) in taxes and contributions to be collected	1	13
Increase (decrease) in other liabilities	(124)	(140)
Net cash and cash equivalents applied to operating activities:	**484**	**428**
Income Tax and Social Contribution paid	(31)	(46)
Interest Paid	(67)	(62)
Net cash and cash equivalents applied to operating activities:	**386**	**320**
INVESTMENTS ACTIVITIES		
Decrease (increase) in financial investments	(278)	(133)
Acquisition of assets in property, plant and equipment	(10)	(28)
Dividends received	11	13
Write-offs of fixed and intangible assets	0	-
Acquisition of investments	43	(16)
Acquisition of intangible assets	(18)	(2)
Net cash and cash equivalents applied to investment activities:	**(253)**	**(167)**
Financing activities:		
Addition of new loans and financing	469	759
Payment of loans and financing	(558)	(405)
Non-controlling shareholders' capital receipts /payments	(8)	(125)
Treasury Shares	(46)	(54)
Net cash and cash equivalents applied to financing activities:	**(144)**	**175**
Increase of cash and cash equivalents:	**(11)**	**328**
At the end of the period	908	1,658
At the beginning of the period	919	1,330
Increase of cash and cash equivalents:	**(11)**	**328**

ANNEX IV-REVENUE RECOGNITION

*Considers only revenues from Residential Real Estate Development activities

PROJECT	SEGMENT	LAUNCH DATE	% ACCRUED FINANCIAL EVOLUTION		ACCRUED REVENUE (R$ thd)	
			1Q15	1Q14	1Q15 [1]	1Q14 [2]
Thera Faria Lima	High	12/11	5.1%	2.5%	32	17
Maayan	High	09/11	4.4%	6.5%	28	43
360 On The Park	High	04/12	4.9%	4.8%	23	19
Vista Park	Middle	10/12	6.6%	3.7%	19	9
Jardins Novo Higienópolis	High	11/13	3.4%	0.1%	18	3
Jaracati Mesquita	Middle	10/12	9.1%	5.8%	17	11
Majestic	High	12/10	0.6%	3.8%	17	18
Escritorios Rio Negro	High	04/12	6.3%	6.6%	16	12
Artisan	High	01/13	9.6%	3.0%	15	4
Encontro Ipiranga	High	04/12	5.5%	9.8%	14	10
Pleno Vila Flora	Middle	01/13	11.9%	13.3%	13	4
Jardins Novo Higienópolis	High	10/11	1.1%	7.1%	13	14
Condomínio Emirados	High	03/12	6.9%	7.1%	12	8
Titanium Offices Tijuca	High	08/12	11.8%	6.2%	12	6
Jardim De Veneto	High	12/10	6.6%	4.6%	12	3
Vintage Jundiai	Middle	12/10	0.1%	4.0%	11	8
Splendore Family Clube	High	05/10	3.5%	4.2%	11	7
Condomínio Pôr Do Sol	High	12/13	4.2%	0.2%	10	11
Residencial Le France	High	09/12	3.8%	1.8%	10	12
Ile St Louis	High	02/10	1.3%	0.3%	10	7
Pedra Bonita	High	11/12	7.5%	6.9%	10	5
Golden Tijuca - Marques De Valença	High	12/12	10.6%	4.4%	10	2
Quartier Lagoa Nova	High	03/12	4.0%	9.7%	10	7
Way	Middle	11/11	3.8%	4.1%	9	4
Home Boutique	High	06/12	7.9%	6.3%	9	5
Other Projects					**466**	**1,086**
Sub-Total					**827**	**1,335**
Projects begun after March, 2013						
In Side Península Home Design	High	01/15	37%	0%	35	-
Living Magic	Middle	01/15	33%	0%	33	-
Passeio Do Bosque	High	09/14	6%	0%	22	-
Storia Vila Clementino	High	03/15	49%	0%	18	-
Riserva Golf	High	07/14	1%	0%	16	-
Cosmopolitan	High	09/14	8%	0%	14	-
Panamérica Brickell	High	03/15	37%	0%	13	-
Verdant Valley Residence	Middle	11/14	8%	0%	10	-
Now Alto Da Boa Vista	High	09/14	9%	0%	7	-
New Station	High	09/14	7%	0%	7	-
Now Studio Ipiranga	High	09/14	7%	0%	7	-
Ares Do Parque	High	09/14	6%	0%	6	-
Medplex Norte	High	11/14	0%	0%	5	-
Urban Office Hotel	High	02/15	14%	0%	4	-
Nobre Norte Premium Residences	High	10/14	0%	0%	3	-
Other Projects begun after March, 2013					**27**	**-**
Sub-Total					**227**	**-**
Total					**1,054**	**1,335**

[1] Revenue recognized between 01.01.2015 and 03.31.2015 (1Q15)
[2] Revenue recognized between 01.01.2014 and 03.31.2014 (1Q14)

ANNEX V – LAUNCHES

	Project	Month	Region	PSV (R$ MM)	Usable Area (sq. m.)	Units	Segment	%CBR
1	Harmony Sacomã	Jan-15	SP	60.4	9,018	138	Middle	100%
2	Verdant Valley Residence	Jan-15	RJ	28.6	3,990	71	Middle	100%
3	Next Castanheira	Jan-15	North	31.7	5,465	160	Middle	93%
4	Start São Bernardo	Jan-15	SP - Other cities	60.6	11,601	220	High end	26%
5	Inspire Águas	Jan-15	SP - Other cities	69.4	17,141	332	Middle	92%
6	Nobre Norte Clube Residencial	Jan-15	RJ	72.2	9,047	166	High end	60%
7	Living Friends Residencial	Feb-15	RJ	44.8	5,892	99	Middle	100%
8	Eco Park - Jaguariuna	Mar-15	RJ	80.0	20,825	300	MCMV 2 and 3	50%
9	Meu Lar - Fase 1 - Caxias	Mar-15	RJ	14.7	13,728	120	MCMV 2 and 3	50%
Total			**9**	**463**	**96,707**	**1,606**		

1Q15

Region	Launched PSV			CBR Launched			%CBR			Units			Averege Price			PSV - Swaps			%Sold with		
	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.
São Paulo	60	212	-71.5%	60	143	-57.6%	100.0%	67.2%	32.8 p.p	138	724	-80.9%	6,700	5,644	18.7%	1	1	53.4%	15.2%	37.0%	-21.8 p.p
São Paulo - Other Cities	130	170	-23.7%	79	145	-45.4%	61.0%	85.3%	-24.2 p.p	552	741	-25.5%	4,526	4,392	3.1%	0	7	-100.0%	26.8%	30.4%	-3.6 p.p
Rio de Janeiro	240	1,315	-81.7%	164	1,294	-87.3%	68.3%	98.4%	-30.1 p.p	756	783	-3.4%	4,493	13,707	-67.2%	5	531	-99.1%	38.9%	49.4%	-10.5 p.p
Minas Gerais	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Espírito Santo	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
North	32	0	0.0%	29	0	0.0%	92.5%	0.0%	92.5 p.p	160	0	0.0%	5,800	0	0.0%	3	0	0.0%	15.0%	0.0%	15.0 p.p
Midwest	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
South	0	217	-100.0%	0	138	-100.0%	0.0%	63.5%	-63.5 p.p	0	158	-100.0%	0	8,746	-100.0%	0	27	-100.0%	0.0%	0.0%	0.0 p.p
Northeast	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Total	**463**	**1,915**	**-75.8%**	**333**	**1,720**	**-80.6%**	**72.0%**	**89.8%**	**-17.8 p.p**	**1,606**	**2,406**	**-33.3%**	**4,782**	**9,711**	**-50.8%**	**9**	**566**	**-98.3%**	**30.3%**	**39.1%**	**-8.7 p.p**

Segment	Launched PSV (R$ MM)			CBR Launched PSV (R$ MM)			%CBR			Units			Averege Price (per sq. m.)			PSV - Swaps (R$ MM)			%Sold with Swaps		
	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.
High end	133	1,589	-91.6%	59	1,465	-96.0%	44.5%	92.2%	-47.7 p.p	386	905	-57.3%	6,434	13,089	-50.8%	0	560	-100.0%	25.6%	70.1%	-44.4 p.p
Middle	235	190	23.7%	227	151	50.3%	96.5%	79.4%	17.1 p.p	800	708	13.0%	5,660	5,022	12.7%	9	0	0.0%	16.8%	25.0%	-8.3 p.p
MCMV 2 and 3	95	136	-30.3%	47	104	-54.4%	50.0%	76.3%	-26.3 p.p	420	793	-47.0%	2,741	3,582	-23.5%	0	6	-100.0%	60.5%	16.3%	44.2 p.p
MCMV 1	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Total	**463**	**1,915**	**-75.8%**	**333**	**1,720**	**-80.6%**	**72.0%**	**89.8%**	**-17.8 p.p**	**1,606**	**2,406**	**-33.3%**	**4,782**	**9,711**	**-50.8%**	**9**	**566**	**-98.3%**	**30.3%**	**39.1%**	**-8.7 p.p**

ANNEX VI – SALES

1Q15

Region	Pre-Sales Contracts (R$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R$/sq. m.)			%CBR		
	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.
São Paulo	265	147	79.5%	721	470	53.4%	40,071	24,100	66.3%	6,604	6,119	7.9%	73.8%	74.9%	-1.1 p.p
São Paulo - Other Cities	103	286	-64.0%	409	1,098	-62.8%	30,775	69,016	-55.4%	3,342	4,142	-19.3%	84.7%	81.5%	3.2 p.p
Rio de Janeiro	190	841	-77.4%	482	872	-44.7%	31,215	125,702	-75.2%	6,098	6,690	-8.9%	75.1%	95.3%	-20.1 p.p
Minas Gerais	12	5	141.2%	55	29	89.7%	34,875	10,715	225.5%	356	480	-25.9%	100.0%	69.0%	31.0 p.p
Espírito Santo	8	16	-49.9%	37	27	37.0%	2,531	3,157	-19.8%	3,097	4,953	-37.5%	88.0%	74.4%	13.6 p.p
North	19	33	-43.9%	80	103	-22.3%	4,806	7,474	-35.7%	3,854	4,422	-12.8%	88.7%	76.6%	12.1 p.p
Midwest	12	10	22.2%	26	34	-23.5%	1,307	2,497	-47.6%	9,534	4,085	133.4%	69.4%	64.7%	4.8 p.p
South	104	132	-20.9%	182	146	24.7%	14,633	16,460	-11.1%	7,112	7,991	-11.0%	90.0%	75.7%	14.3 p.p
Northeast	10	78	-87.8%	-11	151	-107.3%	-1,028	12,930	-107.9%	-9,264	6,029	-253.7%	171.6%	91.3%	80.2 p.p
Total	**723**	**1,548**	**-53.3%**	**1,981**	**2,930**	**-32.4%**	**159,186**	**272,053**	**-41.5%**	**4,540**	**5,689**	**-20.2%**	**80.2%**	**88.0%**	**-7.8 p.p**

Segment	Pre-SalesContracts (R$ MM)			Units			Usable Area Sold(sq. m.)			Avg. Price(R$/sq. m.)			%CBR		
	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.
High end	408	1,162	-64.9%	744	1,289	-42.3%	93,872	184,482	-49.1%	4,348	6,300	-31.0%	79.9%	90.7%	-10.8 p.p
Middle	191	222	-13.8%	639	778	-17.9%	34,565	45,841	-24.6%	5,538	4,845	14.3%	91.6%	80.1%	11.4 p.p
MCMV 2 and 3	123	163	-24.7%	598	863	-30.7%	30,749	41,730	-26.3%	4,002	3,915	2.2%	63.7%	79.6%	-15.9 p.p
MCMV 1	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Total	**723**	**1,548**	**-53.3%**	**1,981**	**2,930**	**-32.4%**	**159,186**	**272,053**	**-41.5%**	**4,540**	**5,689**	**-20.2%**	**80.2%**	**88.0%**	**-7.8 p.p**

ANNEX VII – LANDBANK

Region	PSV - with swaps (R$ MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
São Paulo	10,769	9,915	48	15,669	47.0%	80.7%
São Paulo - Other Cities	6,505	5,421	39	20,607	79.7%	88.4%
Rio de Janeiro	25,356	20,940	51	51,715	76.7%	90.7%
Minas Gerais	1,610	1,320	8	4,077	84.5%	81.9%
Espírito Santo	-	-	-	-	0.0%	0.0%
North	3,258	3,115	21	5,265	54.4%	76.8%
Midwest	1,313	1,091	11	6,942	84.4%	71.8%
South	3,778	3,151	20	10,370	81.5%	70.8%
Northeast	2,314	1,898	14	13,566	90.1%	94.7%
Total	**54,903**	**46,851**	**212**	**128,211**	**73.0%**	**85.7%**

Product	PSV - with swaps (R$ MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
High end	45,288	38,028	140	98,018	75.2%	86.1%
Middle	9,214	8,426	70	27,515	57.5%	83.6%
MCMV 2 and 3	401	398	2	2,678	29.8%	95.7%
MCMV 1	-	-	-	-	0.0%	0.0%
Total	**54,903**	**46,851**	**212**	**128,211**	**73.0%**	**85.7%**

Land acquisition in the 1st quarter of 2015

Region	PSV - with swaps (R$MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
São Paulo	273	249	2	624	99.2%	83.7%
São Paulo - Other Cities	-	-	-	-	0.0%	0.0%
Rio de Janeiro	-	-	-	-	0.0%	0.0%
Minas Gerais	-	-	-	-	0.0%	0.0%
Espírito Santo	-	-	-	-	0.0%	0.0%
North	-	-	-	-	0.0%	0.0%
Northeast	-	-	-	-	0.0%	0.0%
South	55	50	1	46	88.8%	90.0%
Midwest	-	-	-	-	0.0%	0.0%
Total	**328**	**298**	**3**	**670**	**97.2%**	**84.7%**

Product	PSV - with swaps (R$MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
High end	55	50	1	46	88.8%	90.0%
Middle	273	249	2	624	99.2%	83.7%
MCMV 2 and 3	-	-	-	-	0.0%	0.0%
MCMV 1	-	-	-	-	0.0%	0.0%
Total	**328**	**298**	**3**	**670**	**97.2%**	**84.7%**

ANNEX VIII – DELIVERED PROJECTS

	Delivered Projects	Location	Launch Date	Delivery Date	Usable Area (sq mts)	PSV Launched (R$ 000)	Units Delivered	Product	%CBR
1	Condomínio Adorabile Tijuca	RJ	Apr-12	Jan-15	8,486	52	126	High end	100%
2	Maayan (2ª Fase - Sena)	RJ	Mar-12	Jan-15	20,697	134	277	High end	100%
3	Blanc Campo Belo	SP	Apr-11	Jan-15	24,150	206	108	High end	65%
4	Vita Alto do Ipiranga	SP	Dec-11	Jan-15	14,274	51	224	Middle	100%
5	Reserva Ipanema F1	South	Dec-10	Jan-15	10,978	85	215	Middle	100%
6	Vitamare Neoville Florianópolis	South	Dec-11	Jan-15	14,818	80	106	High end	80%
7	Estação Zona Norte - Londres	RJ	Jul-11	Jan-15	8,060	29	180	MCMV 2 and 3	35%
8	Meu Lar Mogi II	SP	Aug-12	Jan-15	9,749	22	220	MCMV 2 and 3	50%
9	Villa Varanda	SP	Jul-12	Feb-15	6,159	46	106	High end	40%
10	Estillo Jardins	SP	Jul-12	Feb-15	5,063	56	104	High end	45%
11	Encontro Ipiranga	SP	Mar-12	Feb-15	16,851	111	247	High end	100%
12	Aureo Santana	SP	Oct-11	Feb-15	11,013	74	56	High end	50%
13	Certto Curuçá Life	SP	May-12	Feb-15	10,318	27	164	MCMV 2 and 3	79%
14	Fatto Quality	SP	Dec-11	Feb-15	43,259	110	377	High end	71%
15	Certto Curuçá Club	SP	May-12	Feb-15	17,630	47	282	MCMV 2 and 3	40%
16	Ceo Shopping Salvador	Northeast	Sep-11	Feb-15	32,144	149	920	High end	77%
17	Fun Residence Club	South	Jul-12	Mar-15	11,334	45	192	Middle	95%
18	Jardins Novo Higienópolis F2	South	Sep-11	Mar-15	13,317	66	150	High end	100%
19	LE PARC BOA VIAGEM - 4ªFASE	Northeast	Dec-09	Mar-15	138,257	512	248	High end	85%
20	Maayan (3ª Fase - Danúbio)	RJ	Feb-12	Mar-15	20,697	134	277	High end	100%
21	Bela Vista Jacarepaguá (RJ)	RJ	Nov-11	Mar-15	20,699	56	440	Middle	38%
22	Verano Praia & Clube (Praia Grande/SP)	SP - Other Cities	Dec-11	Mar-15	15,076	44	251	Middle	50%
23	Vega Luxury Design Office	Midwest	Dec-11	Mar-15	11,293	86	63	High end	100%
24	Idylle Cambui	SP - Other Cities	Dec-11	Mar-15	5,216	44	32	High end	100%
25	Peninsula Way - 2ª fase	North	Nov-09	Mar-15	8,963	40	60	High end	100%
26	Vila Nova Urupês	SP	Sep-10	Mar-15	17,008	29	320	MCMV 2 and 3	50%
27	Premium	SP	Jun-10	Mar-15	12,229	20	64	Middle	50%
28	Supera Campo Grande	RJ	Nov-10	Mar-15	20,796	31	320	MCMV 2 and 3	50%
29	Meu Lar Suzano	SP	Nov-11	Mar-15	19,694	38	440	MCMV 2 and 3	50%
30	Estação Zona Norte - Paris	RJ	May-11	Mar-15	7,630	13	140	MCMV 2 and 3	35%
31	Casabella	SP	Jun-11	Mar-15	23,844	30	250	Middle	75%
	Total	**31 Projects**			**599,702**	**2,468**	**6,959**		

ANNEX IX-MIDDLE + MCMV

Middle

	1Q15	1Q14	1Q15 x 1Q14	4Q14	1Q15 x 4Q14
Launches (1)					
Number of Launches	7	6	16.7%	10	-30.0%
Launched PSV - R$ MM (100%)	330	326	1.1%	897	-63.2%
Launched PSV - R$ MM (%CBR)	274	255	7.6%	664	-58.7%
Cyrela's Share	83.1%	78.1%	5.0 p.p.	74.0%	9.1 p.p.
PSV Swaped - R$ MM (100%)	9	7	35.2%	55.23	-83.0%
Average Price per sq. m. (R$)	4,334	4,301	0.8%	4,425	-2.0%
Usable Area Launched (sq. m.)	76,060	75,777	0.4%	202,721	-62.5%
Units Launched	1,220	1,501	-18.7%	3,779	-67.7%
Sales (2)					
Pre-Sales Contracts - R$ MM (100%)	314	385	-18.4%	755	-58.4%
Pre-Sales Contracts - R$ MM (%CBR)	254	308	-17.6%	575	-55.9%
Cyrela's Share	80.7%	79.9%	0.8 p.p.	76.1%	4.5 p.p.
Average Price per sq. m. (R$)	4,815	4,402	9.4%	4,214	14.3%
Units Sold	1,237	1,641	-24.6%	3,431	-63.9%

(1) Including swapped units
(2) net of cancellations and including swaps

Middle + MCMV Launches

1Q15

Region	Launched PSV (R$ MM)			CBR Launched PSV (R$ MM)			%CBR			Units			Averege Price (per sq. m.)			PSV - Swaps (R$ MM)			%Sold with Swaps		
	1Q15	1Q14	Chg%	1Q15	1Q14	Chg%	1Q15	1Q14	Chg p.p.	1Q15	1Q14	Chg%	1Q15	1Q14	Chg%	1Q15	1Q14	Chg%	1Q15	1Q14	Chg p.p.
São Paulo	60	123	-50.8%	60	98	-38.3%	100.0%	79.7%	20.3 p.p	138	520	-73.5%	6,700	4,619	45.1%	1	0	0.0%	15.2%	11.2%	4.1 p.p
São Paulo - Other Cities	69	170	-59.3%	64	145	-56.2%	91.6%	85.3%	6.3 p.p	332	741	-55.2%	4,051	4,392	-7.8%	0	7	-100.0%	40.7%	30.4%	10.3 p.p
Rio de Janeiro	168	33	413.7%	121	11	954.2%	71.8%	35.0%	36.8 p.p	590	240	145.8%	3,783	3,149	20.1%	5	0	0.0%	35.3%	9.6%	25.7 p.p
Minas Gerais	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Espírito Santo	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
North	32	0	0.0%	29	0	0.0%	92.5%	0.0%	92.5 p.p	160	0	0.0%	5,800	0	0.0%	3	0	0.0%	15.0%	0.0%	15.0 p.p
Northeast	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
South	0	0	0.0%		0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Midwest	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p	0	0	0.0%	0	0	0.0%	0	0	0.0%	0.0%	0.0%	0.0 p.p
Total	**330**	**326**	**1.1%**	**274**	**255**	**7.6%**	**83.1%**	**78.1%**	**5.0 p.p**	**1,220**	**1,501**	**-18.7%**	**4,334**	**4,301**	**0.8%**	**9**	**7**	**35.2%**	**31.8%**	**20.4%**	**11.4 p.p**

Middle + MCMV Sales

1Q15

Region	Pre-Sales Contracts (R$ MM)			Units			Usable Area Sold (sq. m.)			Avg. Price (R$/sq. m.)			%CBR		
	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg %	1Q15	1Q14	Chg p.p.
São Paulo	112	41	176.6%	433	159	172.3%	22,143	8,174	170.9%	5,067	4,963	2.1%	76.2%	77.7%	-1.4 p.p
São Paulo - Other Cities	68	232	-70.5%	295	968	-69.5%	14,567	51,464	-71.7%	4,699	4,509	4.2%	92.2%	85.1%	7.0 p.p
Rio de Janeiro	95	70	34.8%	359	320	12.2%	20,107	16,494	21.9%	4,702	4,253	10.6%	71.2%	58.3%	12.9 p.p
Minas Gerais	0	1	-69.9%	1	5	-80.0%	63	287	-78.1%	4,462	3,244	37.6%	100.0%	100.0%	0.0 p.p
Espírito Santo	6	4	61.4%	32	13	146.2%	2,008	822	144.4%	2,899	4,388	-33.9%	87.4%	39.7%	47.7 p.p
North	12	12	4.4%	56	66	-15.2%	2,865	3,904	-26.6%	4,300	3,022	42.3%	92.5%	92.5%	-0.0 p.p
Northeast	0	5	-100.6%	-2	25	-108.0%	-162	1,743	-109.3%	193	2,825	-93.2%	50.0%	50.0%	0.0 p.p
South	25	2	1114.9%	86	-15	-673.3%	5,164	-756	-782.8%	4,820	-2,709	-277.9%	98.5%	114.2%	-15.7 p.p
Midwest	-4	19	-120.7%	-23	100	-123.0%	-1,442	5,440	-126.5%	2,787	3,566	-21.8%	87.9%	103.0%	-15.1 p.p
Total	**314**	**385**	**-18.4%**	**1,237**	**1,641**	**-24.6%**	**65,313**	**87,571**	**-25.4%**	**4,815**	**4,402**	**9.4%**	**80.7%**	**79.9%**	**0.8 p.p**

Middle + MCMV Landbank

Region	PSV - with swaps (R$ MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
São Paulo	2,102	1,962	14	5,194	61.0%	75.5%
São Paulo - Other Cities	3,398	3,013	21	8,474	66.5%	93.6%
Rio de Janeiro	2,124	1,928	18	6,310	47.3%	86.2%
Minas Gerais	267	267	2	859	0.0%	64.1%
Espírito Santo	-	-	-	-	0.0%	0.0%
North	351	349	4	1,210	5.8%	92.5%
Northeast	626	570	6	3,297	83.8%	57.7%
South	480	474	3	2,478	24.5%	89.8%
Midwest	267	260	4	2,372	39.9%	76.6%
Total	**9,615**	**8,823**	**72**	**30,193**	**72.1%**	**84.1%**

Land acquisition in the 1st quarter of 2015

Region	PSV - with swaps (R$MM)	PSV - without swaps (R$ MM)	Land	Units	Swap	%CBR
São Paulo	273	249	2	624	99.2%	83.7%
São Paulo - Other Cities	-	-	-	-	0.0%	0.0%
Rio de Janeiro	-	-	-	-	0.0%	0.0%
Minas Gerais	-	-	-	-	0.0%	0.0%
Espírito Santo	-	-	-	-	0.0%	0.0%
North	-	-	-	-	0.0%	0.0%
Northeast	-	-	-	-	0.0%	0.0%
South	55	50	1	46	88.8%	90.0%
Midwest	-	-	-	-	0.0%	0.0%
Total	**328**	**298**	**3**	**670**	**97.2%**	**84.7%**

Glossary

PSV: Pre-Sales Value, or the amount in R$ obtainable by selling each real estate unit

%CBR: the Company's share, or the sum of its direct and indirect share in each project

Pre-sales: the sum of values of all units sold the contracts for which have been signed

Percentage of Completion ("PoC"): construction costs incurred divided by total construction costs. Revenue is recognized up to the incurred cost/total cost ratio.

Result to be recognized: due to the "PoC" accounting method, results from units sold are recognized according to the percentage of completion of construction costs. Therefore, it is the result to be recognized as costs incurred increase.

Cash generation (burn): change in net debt between two periods

Net debt: total debt plus debenture and MBS issuance costs, net of accrued interest, less cash position (cash and cash equivalents + short- and long-term marketable securities)

MBS: Mortgage-backed securities

Earnings per share: net income for the period divided by total shares (on the last day of the quarter), net of Treasury shares

Landbank: all the land available for future launches

Swap: land purchase arrangement whereby the Company pays for land with units (in the case of unit swaps) or with cash flows from sales of units (in the case of financial swaps)

SFH: *Sistema Financeiro da Habitação*, or Financial Housing System