



APRESENTAÇÃO DE RESULTADOS
2T21

12 DE AGOSTO 2021
RELAÇÕES COM INVESTIDORES



- Esta apresentação pode conter certas afirmações que expressam expectativas, crenças e previsões da administração da Helbor sobre eventos ou resultados futuros. Tais afirmações não são fatos históricos, estando baseadas em informações relacionadas ao mercado imobiliário, e informações econômicas e financeiras disponíveis até o momento e em projeções relacionadas ao mercado em que a Helbor se insere.
- Os verbos “antecipar”, “acreditar”, “estimar”, “esperar”, “prever”, “planejar”, “projetar”, “almejar” e outros verbos similares têm a intenção de identificar estas afirmações, as quais envolvem riscos e incertezas que podem resultar em diferenças materiais entre os dados atuais e as eventuais projeções discutidas nesta apresentação, e desempenho futuro da Helbor.
- Os fatores que podem afetar o desempenho operacional e econômico-financeiro da Helbor incluem, mas não estão limitados a: (i) riscos associados à atividade de incorporação imobiliária; (ii) falta de financiamento para suprir nossas atividades necessárias; (iii) incapacidade de repassar nossa carteira de recebíveis; (iv) eventuais problemas de atrasos e falhas em nossos empreendimentos imobiliários; (v) sucesso de nossas parcerias; (vi) competitividade do setor imobiliário; (vii) mudanças na legislação que regula o setor.
- Esta apresentação foi baseada em informações e dados disponíveis na data em que foi feita e a Helbor não se obriga a atualizá-las com base em novas informações e/ou acontecimentos futuros.
- As demonstrações contábeis utilizadas nesta apresentação baseiam-se práticas contábeis adotadas no Brasil que compreendem as normas da Comissão de Valores Mobiliários (CVM) e os pronunciamentos do Comitê de Pronunciamentos Contábeis (CPC) e estão em conformidade com as normas internacionais de contabilidade (International Financial Reporting Standards – IFRS) aplicáveis a entidades de incorporação imobiliária no Brasil, como aprovadas pelo (CPC), pela Comissão de Valores Mobiliários (CVM) e pelo Conselho Federal de Contabilidade (CFC).



DESTAQUES 2T21



- As **Vendas Brutas Totais** no trimestre atingiram **R\$ 468 milhões**. Parte Helbor totalizou R\$ 336 milhões;
- O **VSO Total** foi de **15,4%**. Já o VSO Parte Helbor atingiu 17,0%;
- Das vendas totais, **82,4%** correspondem à **comercialização de estoques**, sendo que destas, 69,5% são de unidades prontas;
- Os **Lançamentos** tiveram VGV Total de **R\$751 milhões** sendo cerca de 60% Parte Helbor;
- Os **Repasses** atingiram **R\$ 308 milhões** no 2T21, aumento de 84,7% em relação ao 2T20;
- A **Receita Operacional Líquida** totalizou **R\$268 milhões** no 2T21, aumento de 48,6% versus 2T20 e aumento de 11,6% frente o 1T21;
- A **Margem Bruta** atingiu **26,2%** no 2T21, 12,1 p.p. de aumento frente o 2T20 e 2,5 p.p. acima do registrado no 1T21; com **Margem Bruta Ajustada** de **32,2%**;
- O **Lucro Líquido** de **R\$ 31 milhões** no 2T21, 11,6% superior ao 1T21, alcançando um ROE consolidado de 9,0%;
- A **Geração de caixa** de **R\$ 43 milhões** no 2T21;

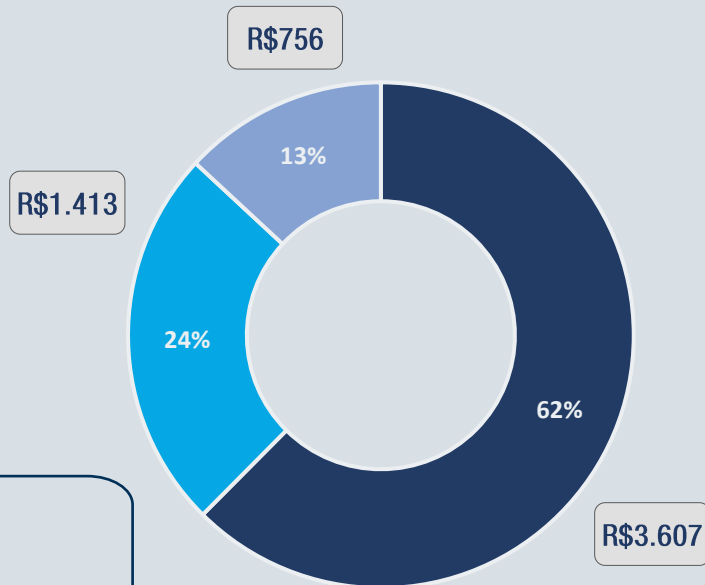




**DESEMPENHO
OPERACIONAL**



ABERTURA POR CIDADE E VGV - PARTE HELBOR
(R\$ MILHÕES)



- São Paulo - SP
- Região Metropolitana de SP (SBC + Campinas e Mogi da Cruzes*)
- Outros

LANDBANK POTENCIAL

R\$ 9,0 BILHÕES
VGV ESTIMADO TOTAL

R\$ 5,8 BILHÕES
VGV ESTIMADO PARTE HELBOR

40 PROJETOS



* Inclui o loteamento Reserva da Serra do Itapety – Fazenda Rodeio (Alden)



LOTEAMENTO, INCORPORAÇÃO E USO MISTO

❑ Preservação de uma extensa área verde na Serra do Itapetl com criação da RPPN de Botujuru;

❑ Area de 10 milhões de m²

- ↪
- ❑ 5 milhões de m² - RPPN
 - ❑ 5 milhões de m² - INCORPORAÇÃO

❑ Estudo de Impacto Ambiental e Licenciamento Concluído;

❑ Percia entre Helbor e Grupo Suzano.





FAZENDA RODEIO: IMPLANTAÇÃO

LOTEAMENTO, INCORPORAÇÃO E USO MISTO



RPPN
SERRA DO ITAPETI

RPPN: Preservação
Total.

Setor Residencial:
ocupação de baixa
densidade
Residencial Horizontal
Unifamiliar

Setor Cidade: Lotes
para desenvolvimento
de Incorporação
Residencial Vertical
Multifamiliar e Uso
Misto.





Área Total Loteada:
1.414.2258 m²



R\$350 M



714 Lotes unifamiliar
Media 430m²

RESUMO DO PROJETO

- Residencial fechado constituído de 714 lotes (430m² mínimo) e áreas comuns e de lazer;

ESTÁGIO ATUAL

- Projeto em aprovação nos órgãos ambientais, de habitação e prefeitura municipal;
- Definição de produto e marca;
- Lançamento previsto para Dezembro/2021.





LANÇAMENTOS 2T21



VGV total de R\$751mm e Parte Helbor de R\$434mm

Lançamentos na cidade de São Paulo:

Helbor Grand Home Patteo Klabin



- o VGV 376 mm
- o Alto Padrão

Saiba mais acessando:



Reserva Caminhos da Lapa (Fase 1)



- o VGV 198 mm
- o Médio-Alto Padrão

Saiba mais acessando:



Lançamentos na cidade de Mogi das Cruzes:

Helbor Passeo Patteo Mogilar (Fase 2)



- o VGV 96mm
- o Médio-Alto Padrão

Saiba mais acessando:



Reserva Ipoema by Helbor Home



- o VGV 80 mm
- o Médio-Alto Padrão

Saiba mais acessando:

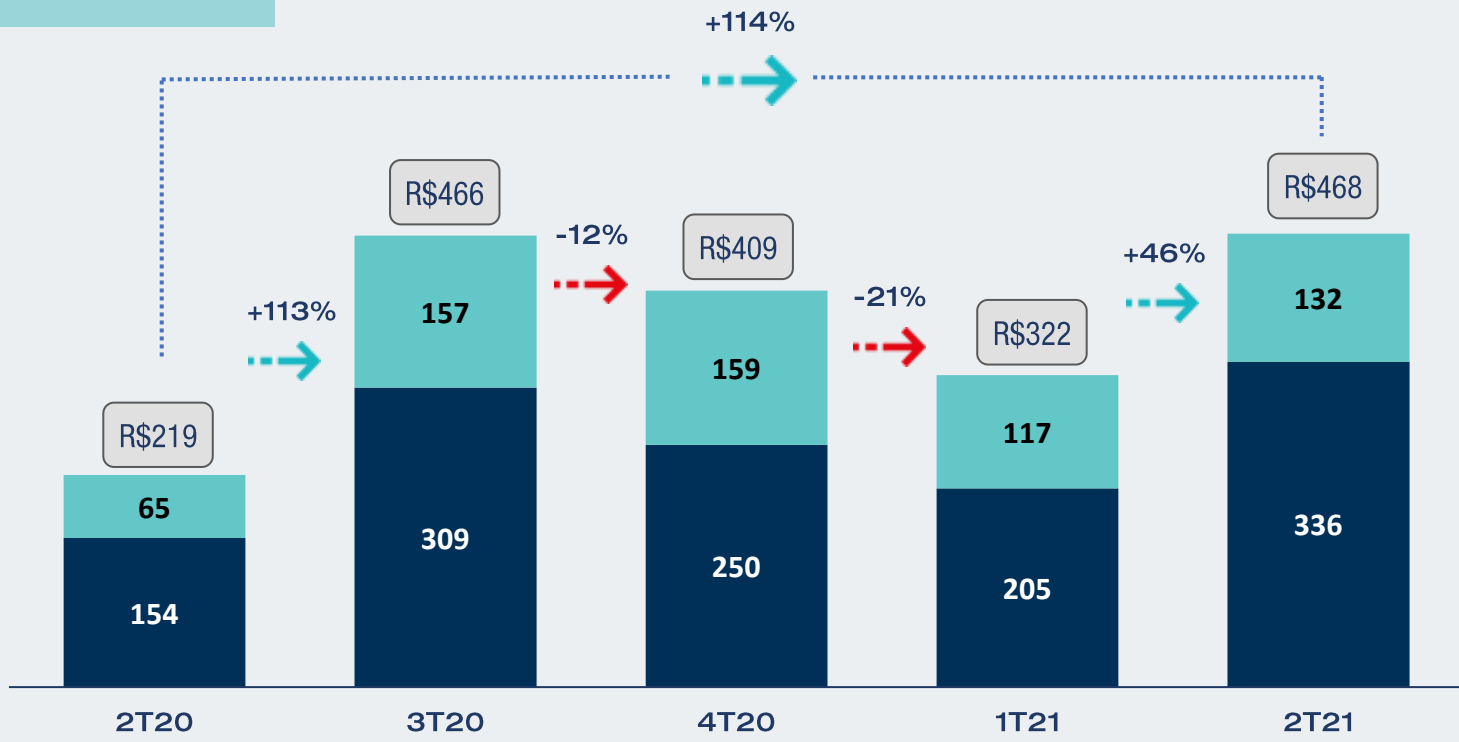
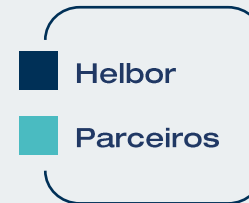




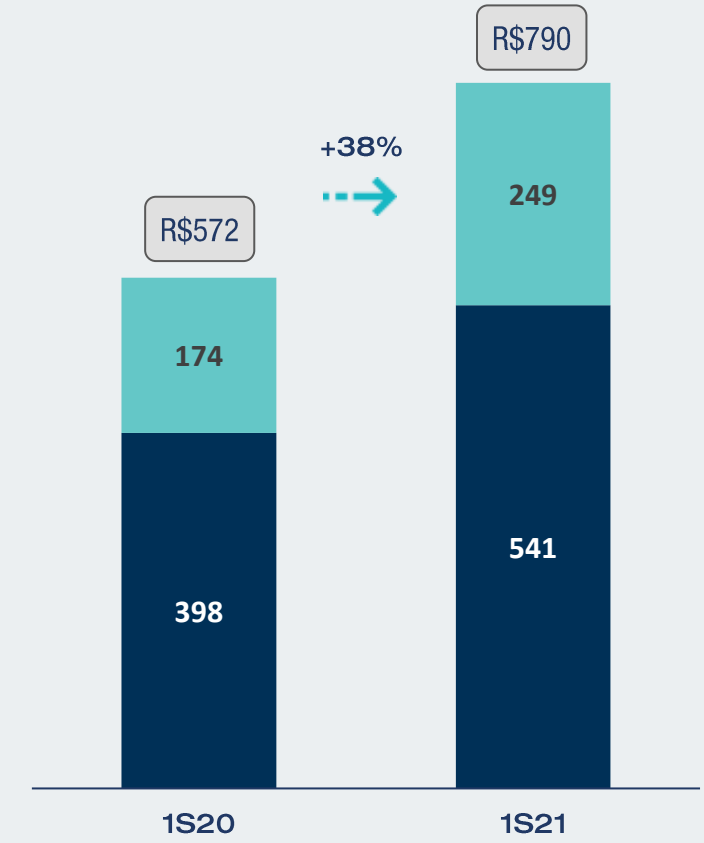
VENDAS CONTRATADAS (R\$ MILHÕES)



VENDAS CONTRATADAS TRIMESTRE

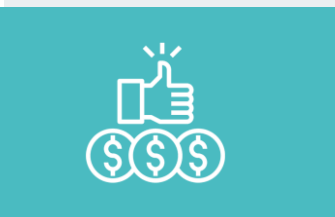


VENDAS CONTRATADAS 1º SEMESTRE

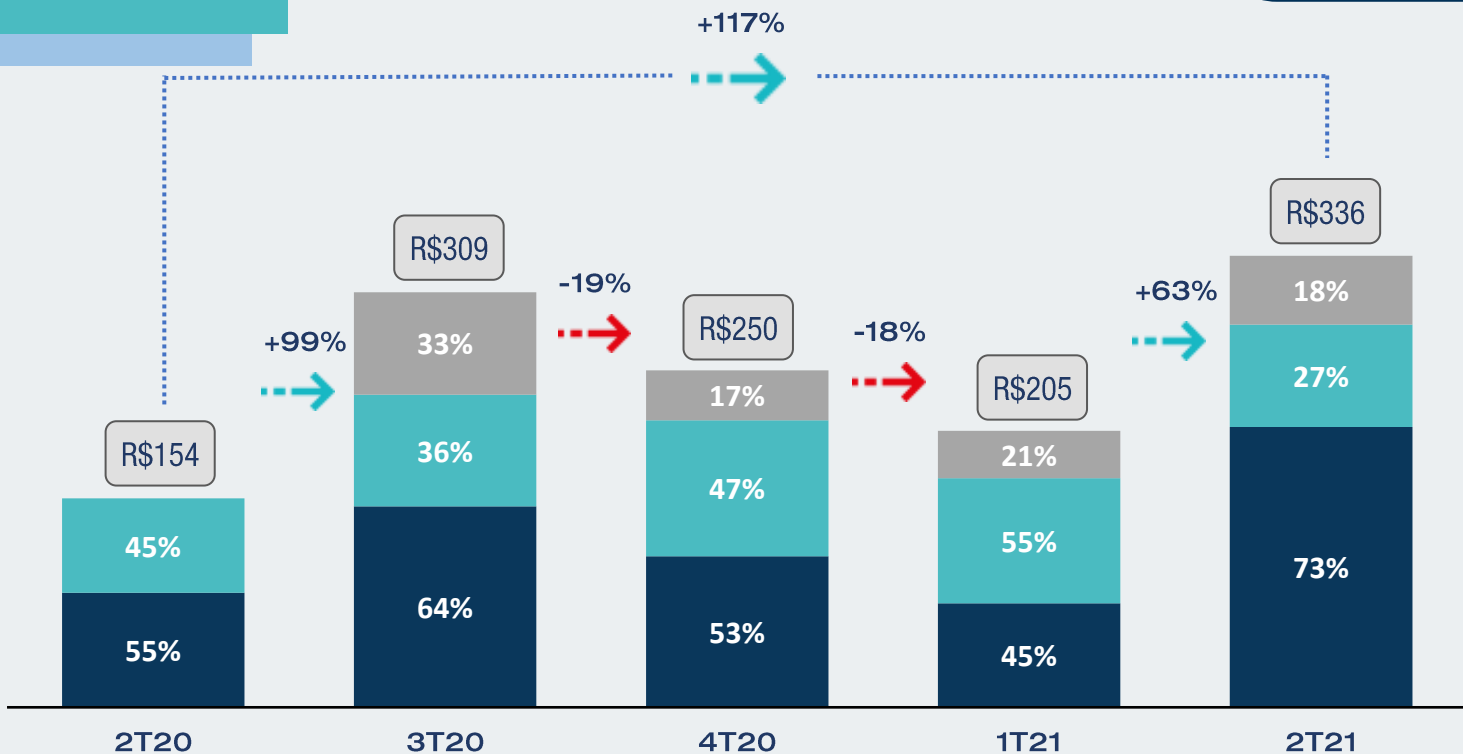
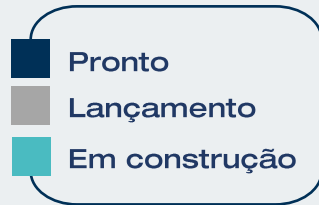




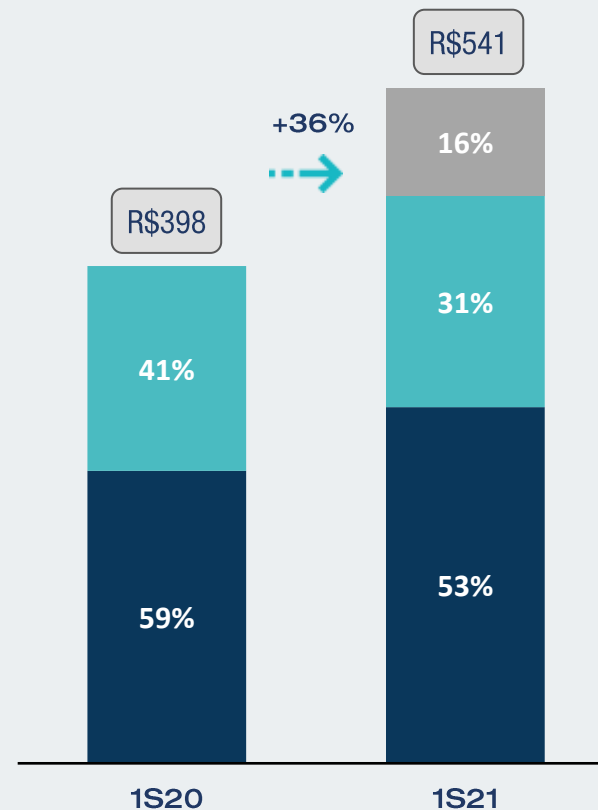
VENDAS PARTE HELBOR (R\$ MILHÕES)



VENDAS CONTRATADAS TRIMESTRE

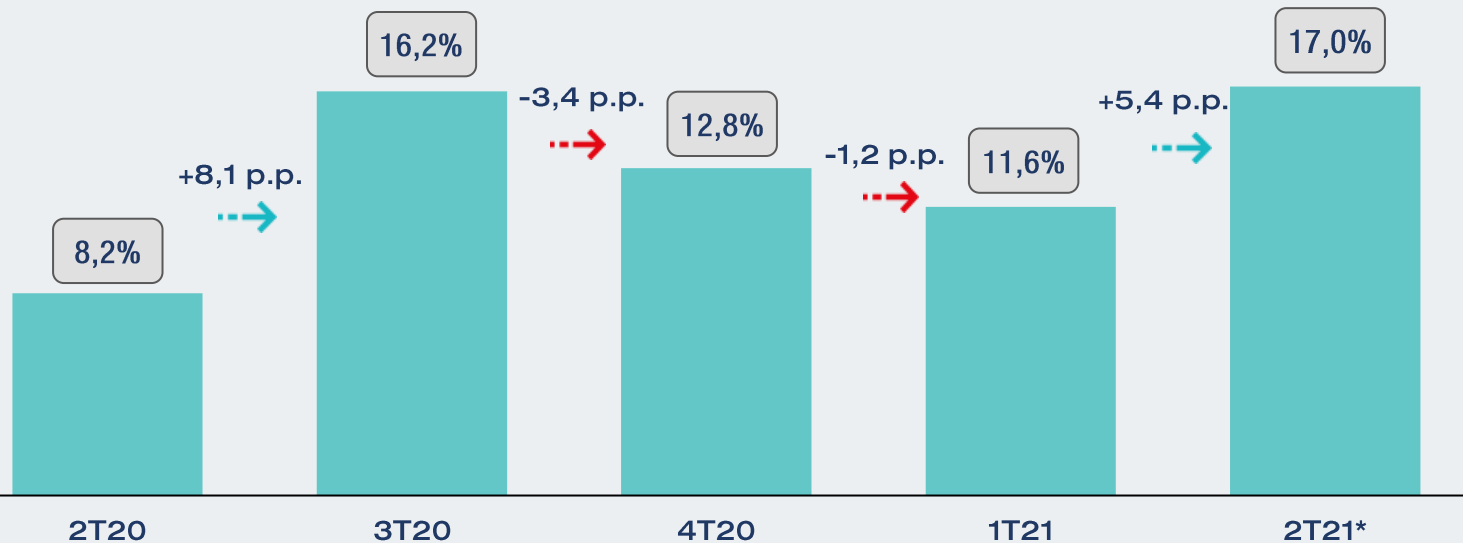


VENDAS CONTRATADAS 1º SEMESTRE

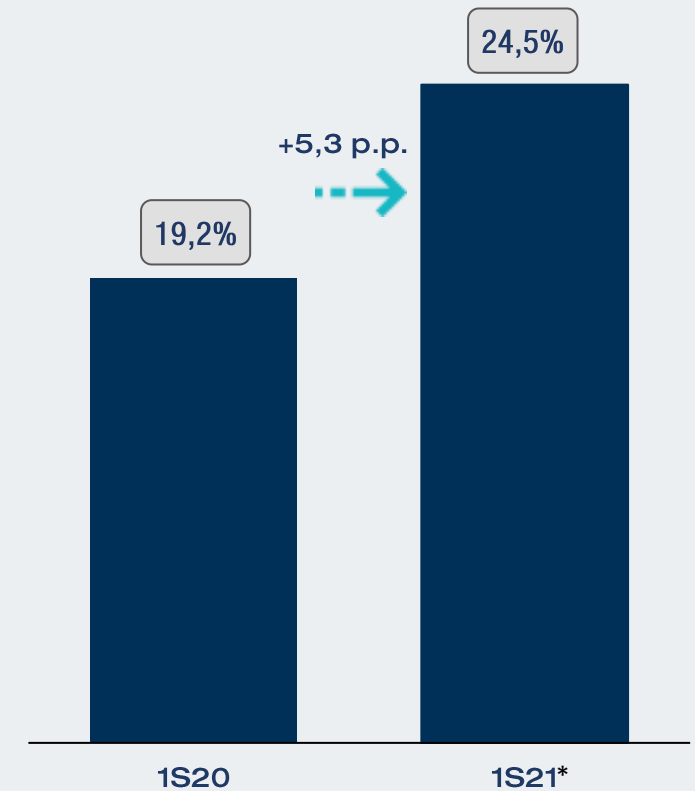




VSO¹
TRIMESTRE



VSO¹
1º SEMESTRE



¹ Não inclui os distratos

* Inclui a venda do complexo Barra Private (RJ)



COMPOSIÇÃO DO ESTOQUE (R\$ MILHÕES)



2T21				
Período de Lançamento	Estoque Total (R\$ Mil)	Part %	Estoque Helbor (R\$ Mil)	Part %
Pronto	1.002.512	38%	769.925	45%
2019	689.992	26%	359.490	21%
2020	286.174	11%	169.888	10%
2021	656.462	25%	407.748	24%
Total Geral	2.635.141	100%	1.707.052	100%

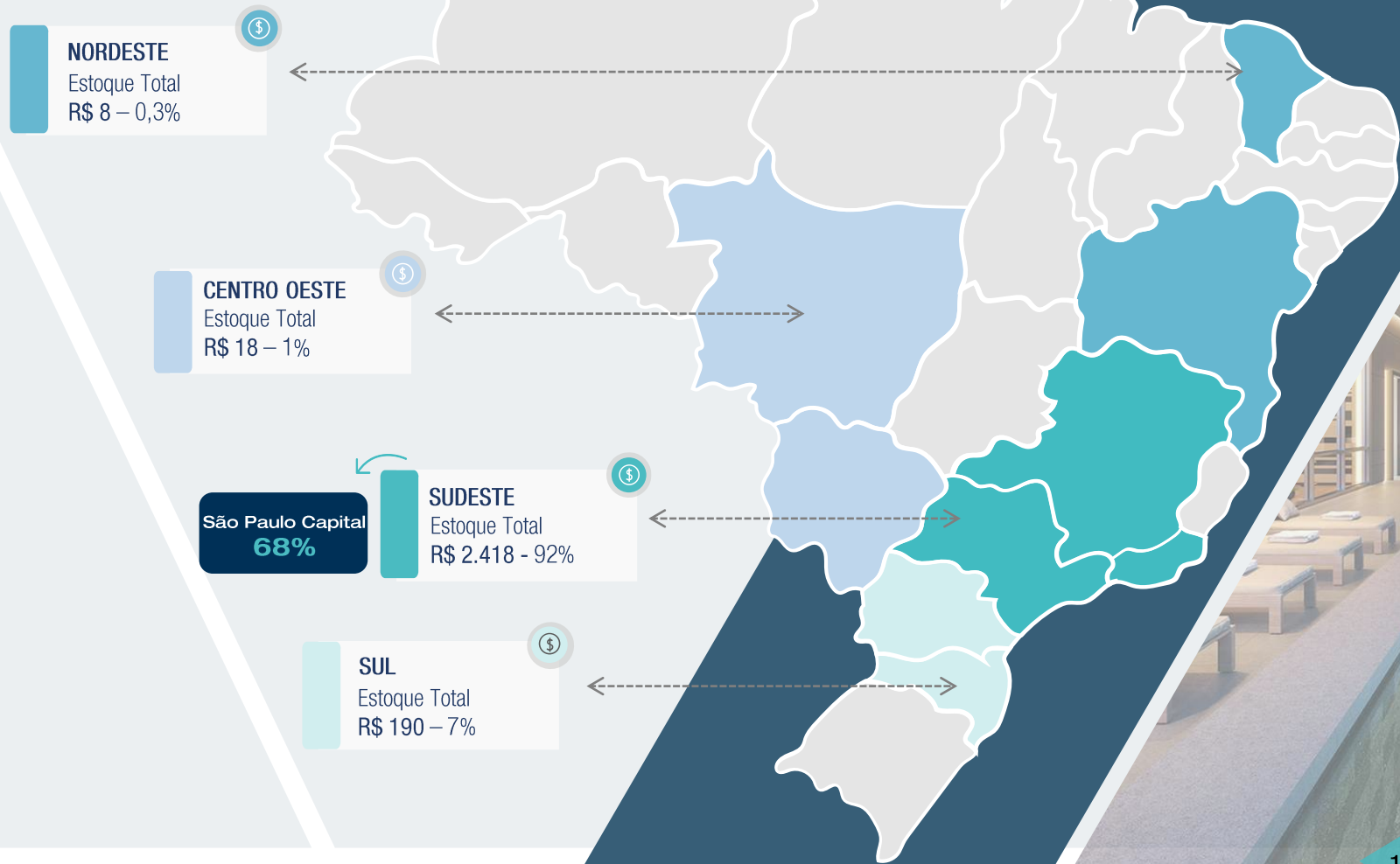
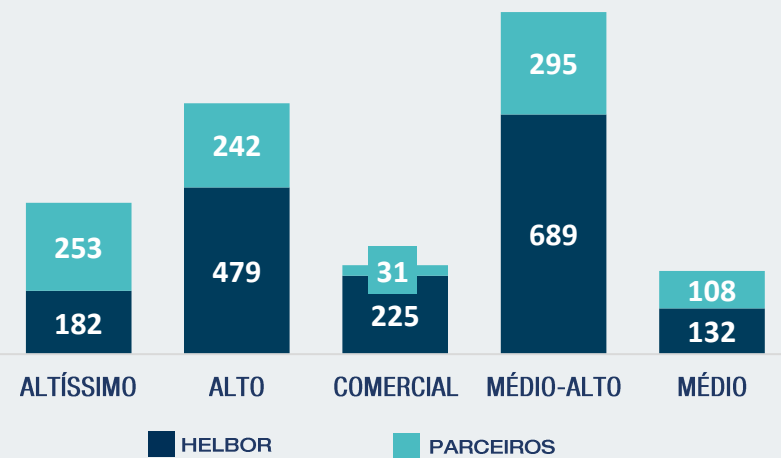


ESTOQUE (R\$ MILHÕES)



Estoque Total - R\$ 2.635
Estoque Parte Helbor - R\$ 1.707

92% localizado no Sudeste





DADOS FINANCEIROS

\$ 316

\$ 399,93

\$

\$ 366

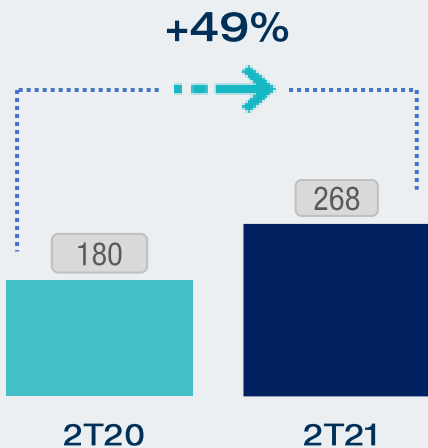


RECEITA OPERACIONAL LÍQUIDA (R\$ MILHÕES)

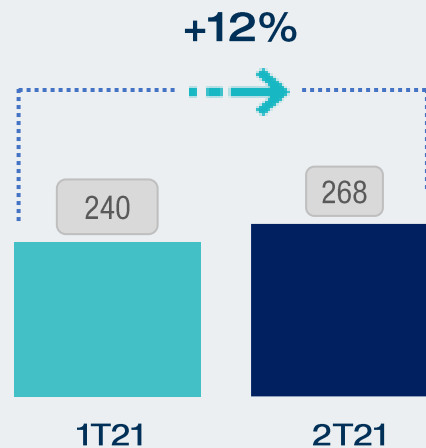


A receita operacional líquida totalizou **R\$268 milhões** no 2T21 alta de **49%** frente o 2T20.
Na comparação trimestral houve uma alta de **12%** frente o 1T21. Na comparação semestral alta registrada é de **16%**.

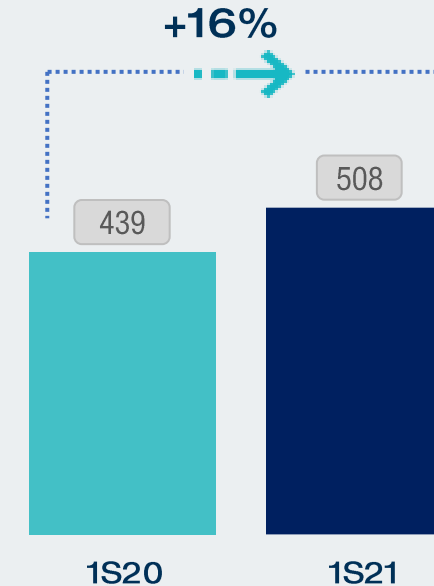
RECEITA OPERACIONAL
COMPARAÇÃO ANUAL



RECEITA OPERACIONAL
COMPARAÇÃO TRIMESTRAL



RECEITA OPERACIONAL
COMPARAÇÃO 6 MESES



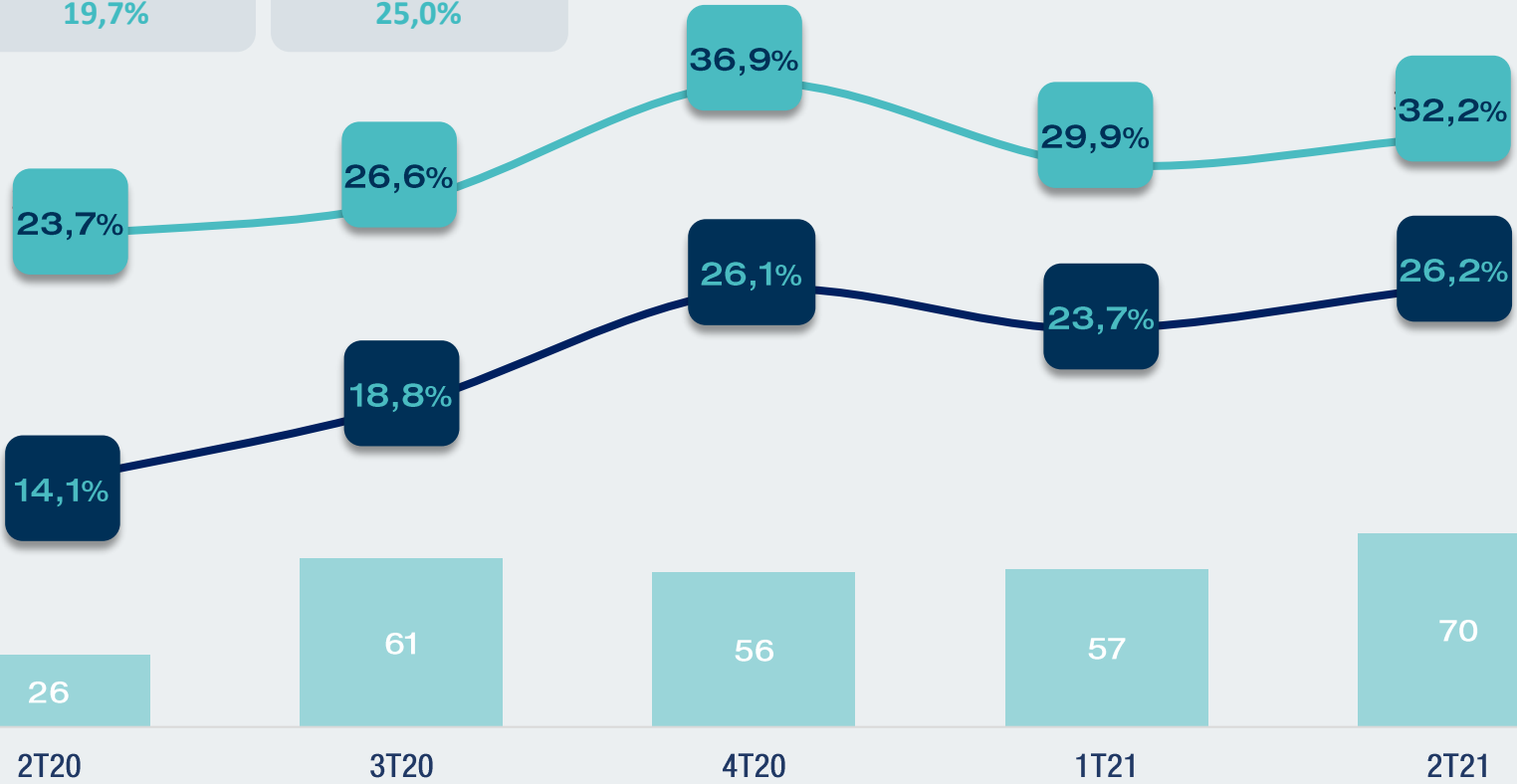


LUCRO E MARGEM BRUTA (R\$ MILHÕES)



Margem Bruta 2020
19,7%

Margem Bruta 1S21
25,0%



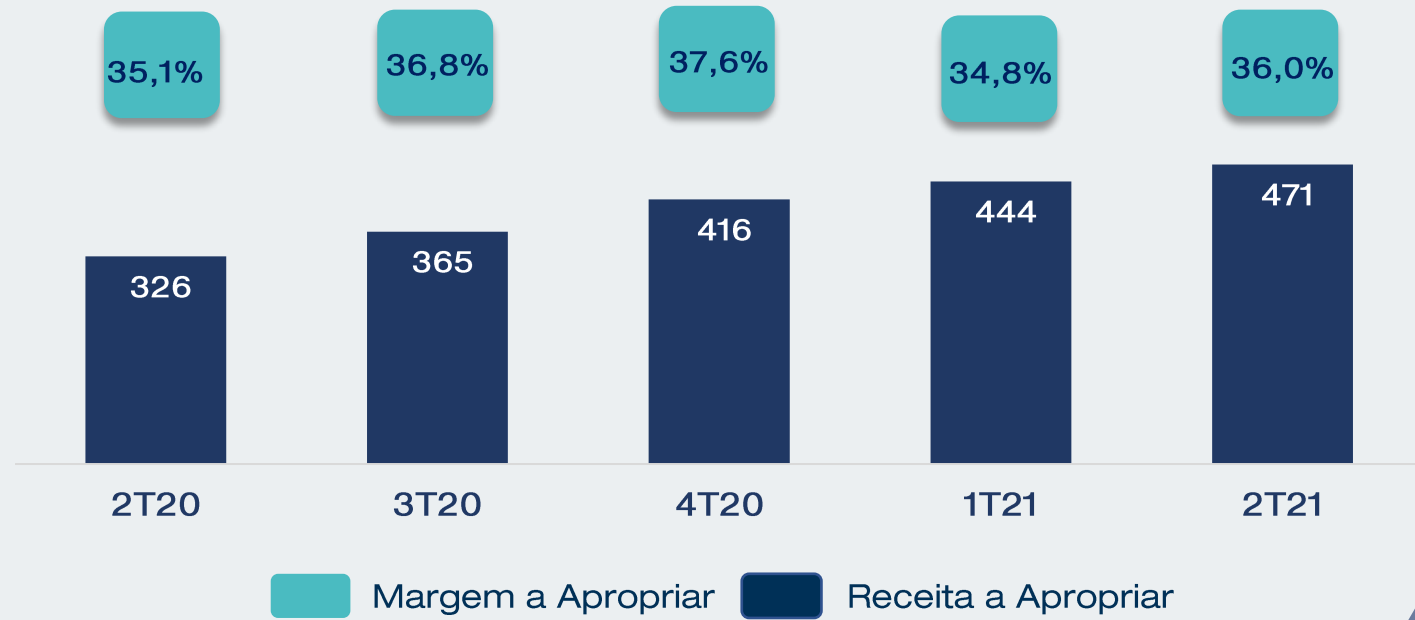
Margem Bruta Ajustada

Margem Bruta

Lucro Bruto



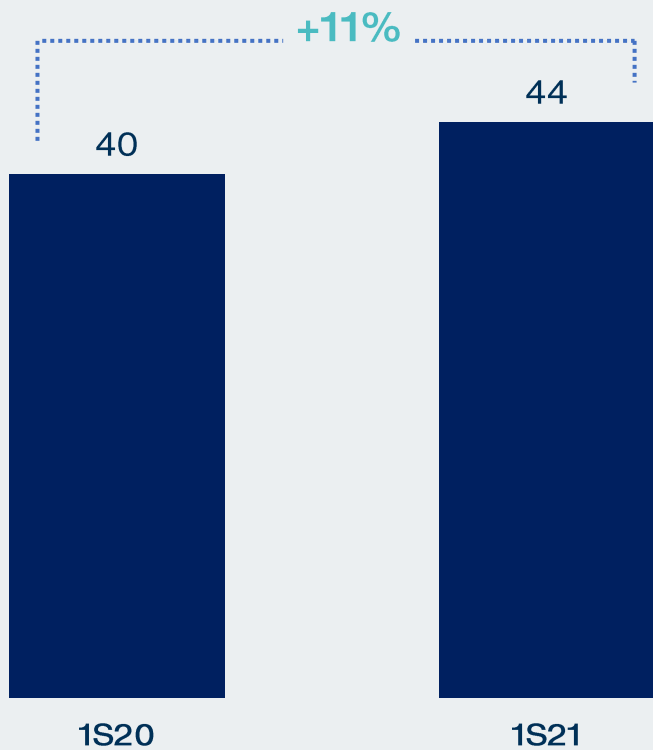
RECEITA E MARGEM A APROPRIAR



*Incluso no custo encargos financeiros referentes aos juros das operações destinadas aos empreendimentos.



DESPESAS GERAIS E ADMINISTRATIVAS (R\$ MILHÕES)



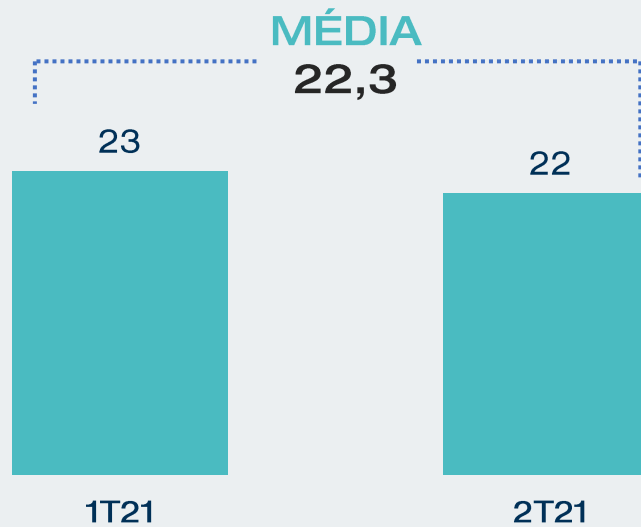
As despesas gerais e administrativas totalizaram R\$ 22 milhões no 2T21



Na comparação semestral, houve um aumento de 11,3% na DGA de 1S20 vis-à-vis 1S21

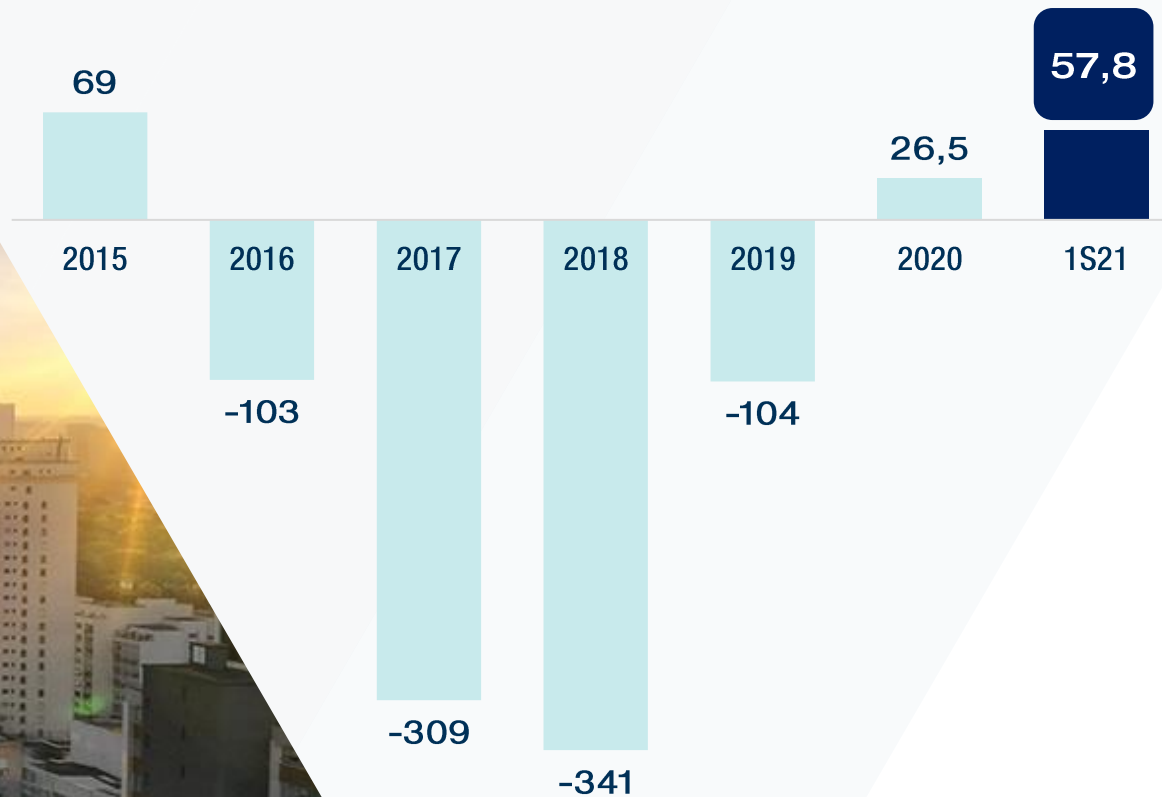


Queda de 7,5% em relação ao 1T21

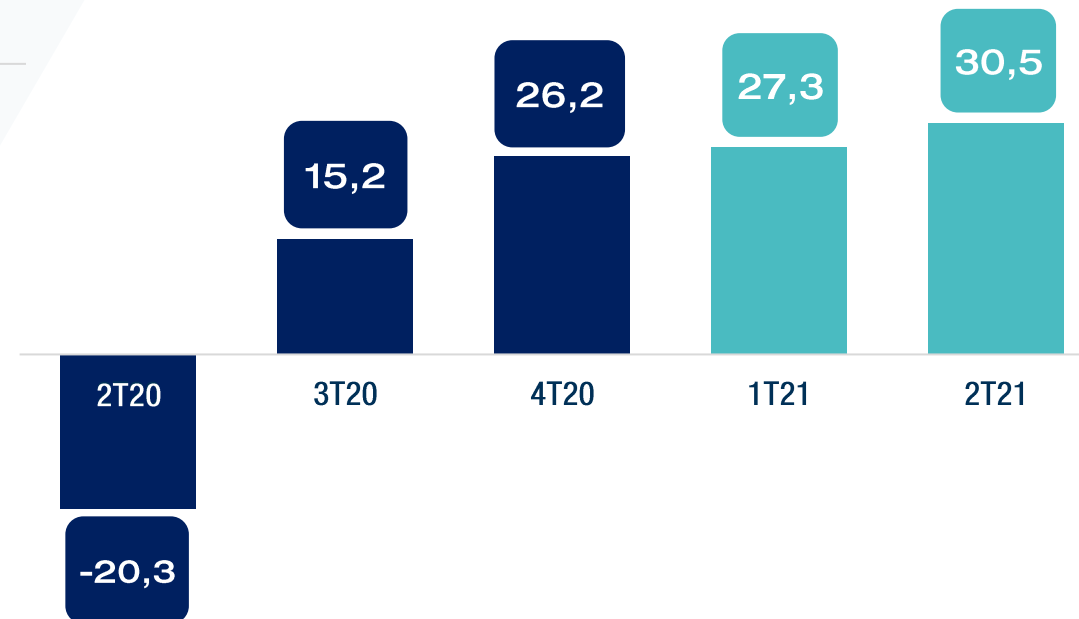




RESULTADO LÍQUIDO ANUAL



RESULTADO LÍQUIDO TRIMESTRAL





ENDIVIDAMENTO 2T21 (R\$ MILHÕES)



Endividamento	2T21	2T20	2T21 x 2T20	1T21	2T21 x 1T21
Empréstimos	344	431	-20,2%	351	-1,9%
Financiamento de Obra	363	392	-7,5%	391	-7,3%
CRI e CCB de estoques	615	712	-13,6%	639	-3,8%
Endividamento Total	1.322	1.535	-13,9%	1.381	-4,3%
Curto Prazo	500	347	44,1%	415	20,4%
Longo Prazo	822	1.188	-30,8%	966	-14,9%
Dívida Líquida	895	926	-3,4%	938	-4,6%
Patrimônio Líquido Consolidado	1.790	1.589	12,6%	1.737	3,1%
Dívida Líquida / Patrimônio Líquido Consolidado	50,0%	58,3%	-8 p.p.	54,0%	-4 p.p.



CASH BURN GERAÇÃO DE CAIXA (R\$ MILHÕES)



R\$ Milhões	2T20	3T20	4T20	1T21	2T21
Disponibilidade	609	658	450	443	427
Empréstimo e Financiamentos	1.535	1.612	1.429	1.381	1.322
Dívida líquida Início do período	878	926	954	980	938
Dívida líquida Final do período	926	954	980	938	895
(Cash Burn) Geração de Caixa	(54,6)	(27,5)	(25,9)	41,6	42,9

Geração de Caixa 6M21
R\$ 84,6 Milhões

Q&A



#sintaseemcasa

CONTATOS DE RI

DIRETOR DE RI

Franco Gerodetti Neto

RI

Thiago Tsuda

Luís Monteiro

Hélio Borenstein



+55 (11) 3174-1211 ou +55 (11) 4795-8555



RI@HELBOR.COM.BR | RI.HELBOR.COM.BR



2Q21
EARNINGS RELEASE PRESENTATION

AUGUST 12th, 2021
INVESTOR RELATIONS



LEGAL NOTICE



- This presentation may contain certain statements that express expectations, beliefs and forecasts of Helbor management about future events or results. Such statements are not historical facts and are based on information related to the real estate market, economic and financial information available to date and projections related to the market in which Helbor operates.



- The verbs "anticipate," "believe," "estimate," "expect," "forecast," "plan," "project," "aim," and other similar verbs are intended to identify these statements, which involve risks and uncertainties that could result in material differences between the current data and any projections discussed in this presentation, and Helbor's future performance.



- Factors that may affect Helbor's operational and economic-financial performance include, but are not limited to: (i) risks associated with the real estate development activity; (ii) lack of financing to meet our needs; (iii) inability to pass on our receivables portfolio; (iv) possible problems of delays and failures in our real estate projects; (v) success of our partnerships; (vi) competitiveness of the real estate sector; (vii) changes in the legislation that regulates the sector.



- This presentation was based on information and data available at the time it was made and Helbor does not undertake to update it based on new information and/or future events.
- The financial statements used in this presentation are based on accounting practices adopted in Brazil that comprise the standards of the Brazilian Securities Commission (CVM) and the pronouncements of the Accounting Pronouncements Committee (CPC) and are in accordance with the International Financial Reporting Standards (IFRS) applicable to real estate development entities in Brazil, as approved by the (CPC), the Brazilian Securities Commission (CVM) and the Federal Accounting Council (CFC).



HIGHLIGHTS 2Q21



- Total **Gross Sales** for the quarter were **R\$468 million**. Helbor's share totaled R\$ 336 million;

- The **Total SoS** was **15.4%**. SoS Helbor's Part reached 17.0%;

- Of the total sales, **82.4%** corresponded to the **sale of inventory**, 69.5% of which were finished units;

- The **launchings** had a total PSV of **R\$751 million**, of which about 60% were Helbor's Share;

- **Onlendings** reached **R\$308 million** in 2Q21, an increase of 84.7% compared to 2Q20;

- **Net operating revenues** totaled **R\$268 million** in 2Q21, an increase of 48.6% compared to 2Q20 and an increase of 11.6% compared to 1Q21;

- **Gross Margin** reached **26.2%** in 2Q21, 12.1 p.p. higher than in 2Q20 and 2.5 p.p. higher than in 1Q21; with **Adjusted Gross Margin** of **32.2%**;

- The **Net Income** of **R\$31 million** in 2Q21, R\$ 51 million higher than 2Q20 and 11.6% higher than 1Q21, reaching a consolidated Return on Equity of 9.0%;

- The **cash generation** of **R\$43 million** in 2Q21;

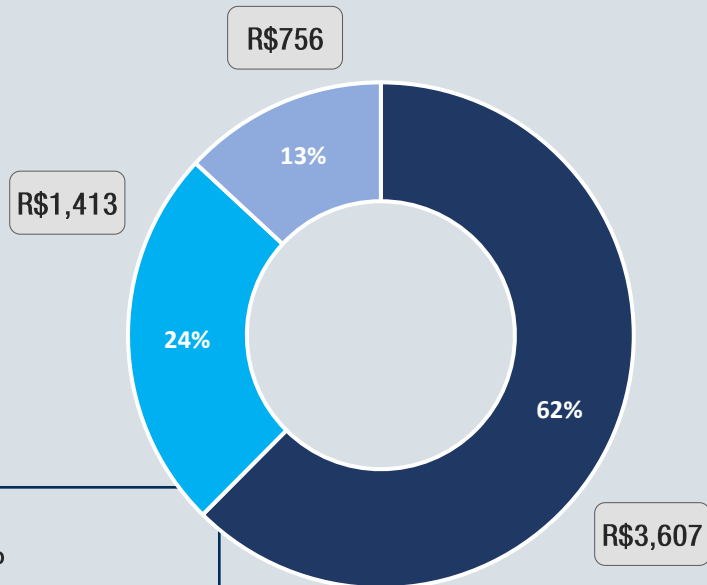




**OPERATIONAL
PERFORMANCE**



BREAKDOWN PSV - HELBOR'S SHARE
(R\$ MILLION)



- São Paulo - SP
- Greater São Paulo (SBC + Campinas and Mogi da Cruzes*)
- Others

POTENTIAL LANDBANK

R\$ 9.0 BILLION
PSV ESTIMATED LANDBANK

R\$ 5.8 BILLION
PSV ESTIMATED HELBOR'S SHARE

40 PROJECTS

* Includes allotment Reserva da Serra do Itapety - Fazenda Rodeio (Alden)



MOGI DAS CRUZES: FAZENDA RODEIO



ALLOTMENT, DEVELOPMENT AND MIXED USE

- ❑ Preservation of an extensive green area at Serra do Itapety with the creation of the Botujuru natural reserve;
- ❑ Area of 10 million m²;
 - ↪ ❑ 5 million m² - NATURAL RESERVE
 - ❑ 5 million m² - DEVELOPMENT
- ❑ Environmental Impact Study and Licensing Finished;
- ❑ Partnership between Helbor and Grupo Suzano.





IMPLANTATION

ALLOTMENT, DEVELOPMENT AND MIXED USE



NATURAL RESERVE SERRA DO ITAPETY

Natural Reserve (RPPN)
Total Preservation.

Residential Sector:
Low density
occupation Single-
family Horizontal
Residential

City Sector:
development of
Vertical Multifamily
Residential and
Mixed Use.





PRIVATE ALLOTMENT- SINGLE-FAMILY



Total Area :
1.414.2258 m²



R\$350 million



714 Allotment
Average 430m²

PROJECT RESUME

- Private Residential consisting of 714 allotments (430m²) and common and free areas;

CURRENT STATUS

- Project being approved by the environmental agencies for housing and city hall;
- Definition of product and brand;
- Launch scheduled for December/2021





2Q21 LAUNCHES



Total PSV of R\$751 million and Helbor's Share of R\$434 million

Launches in São Paulo City:

Helbor Grand Home Patteo Klabin



- PSV 376 million
- High Standard

Learn more by accessing:



Reserva Caminhos da Lapa (1° Stage)



- PSV 198 million
- Middle High Standard

Learn more by accessing:



Launches in Mogi das Cruzes City :

Helbor Passeo Patteo Mogilar (2° Stage)



- PSV 96 million
- Middle High Standard

Learn more by accessing:



Reserva Ipoema by Helbor Home



- PSV 80 million
- Middle High Standard

Learn more by accessing:

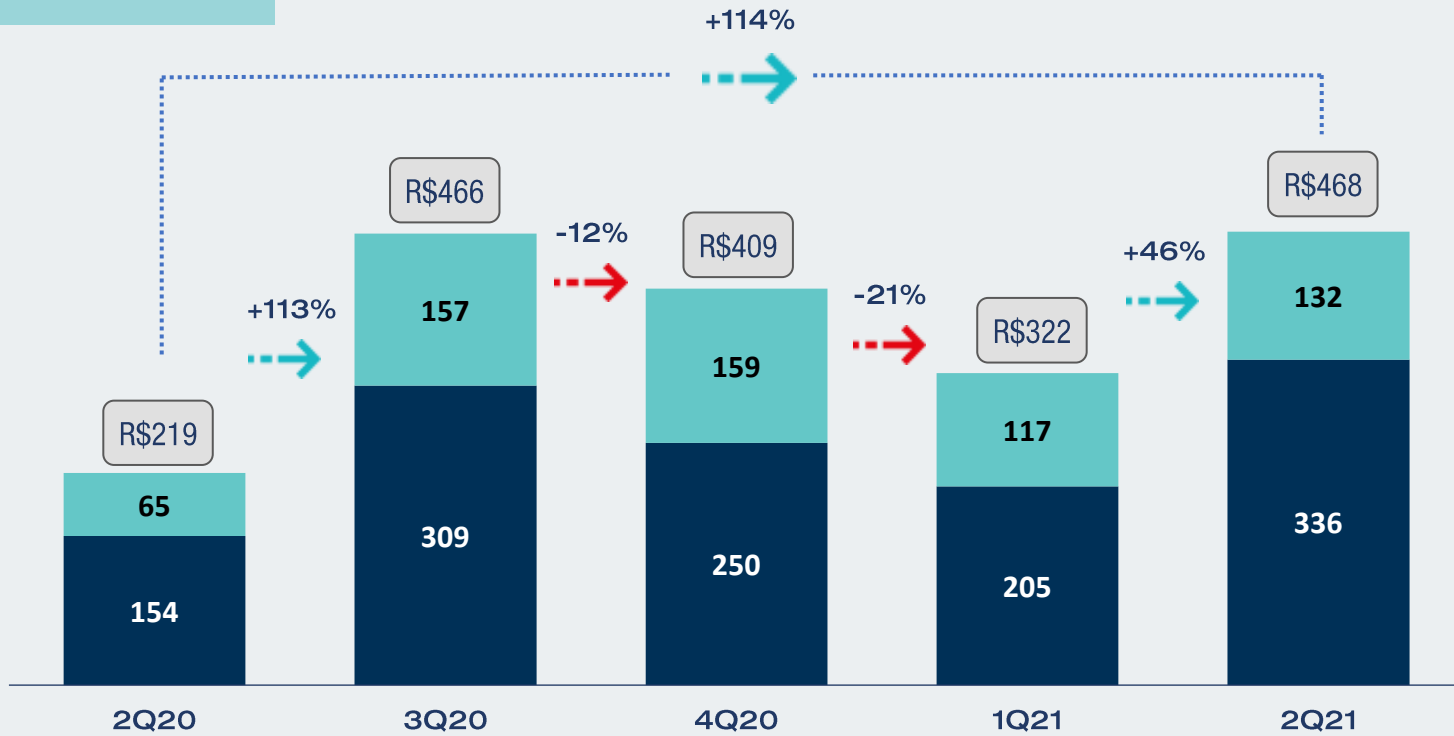
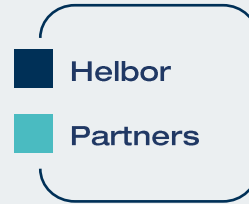




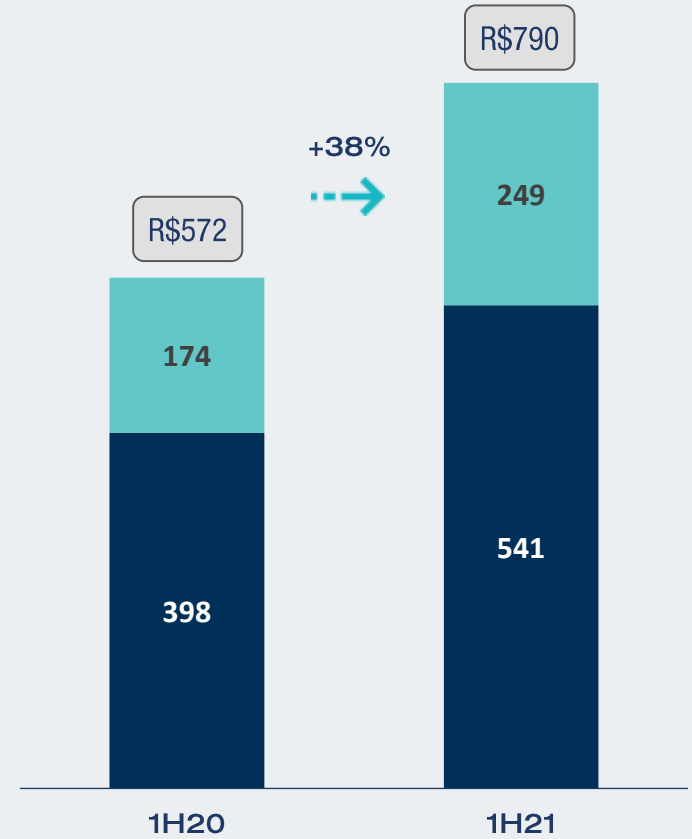
CONTRACTED SALES (R\$ MILLION)



CONTRACTED SALES QUARTER



CONTRACTED SALES FIRST SEMESTER



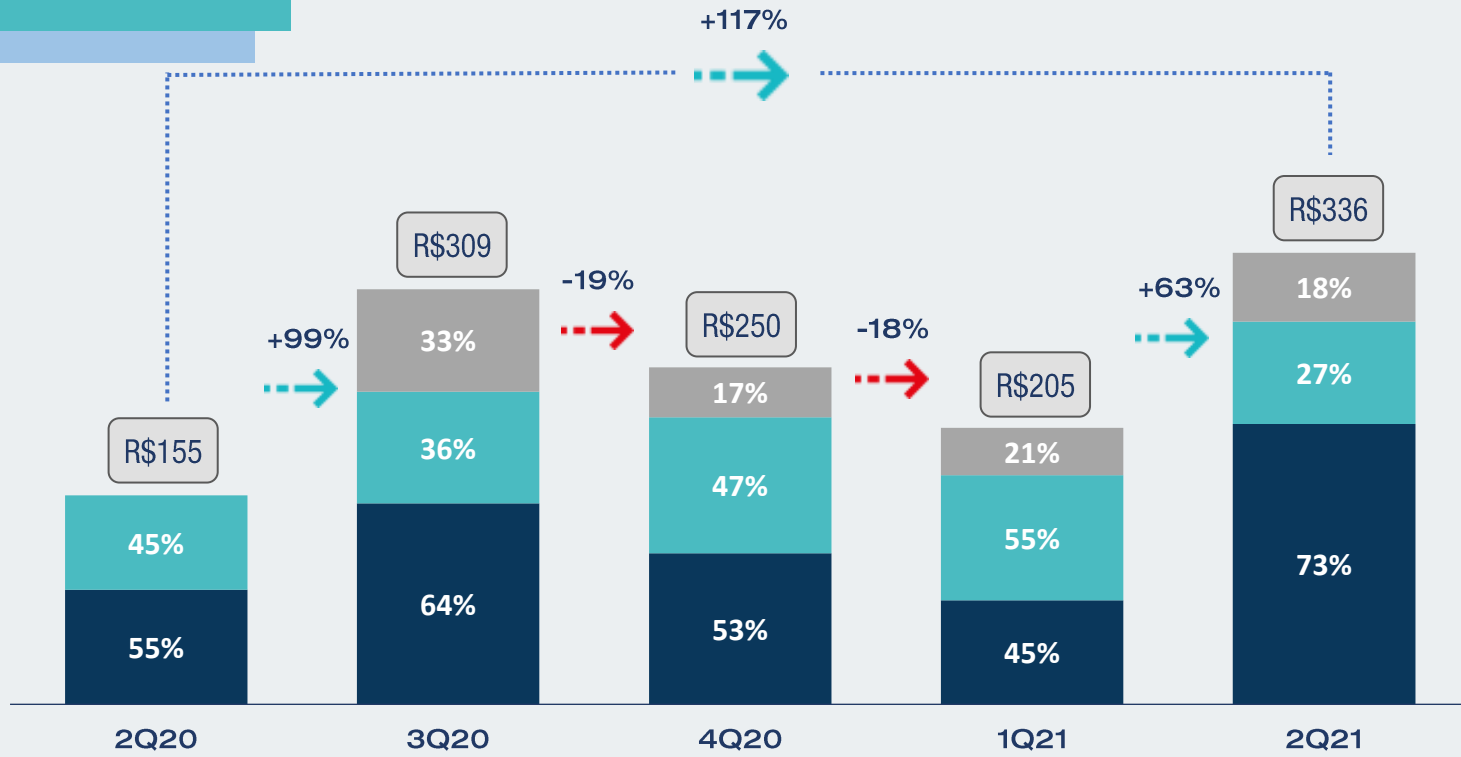


SALES HELBOR'S SHARE (R\$ MILLION)

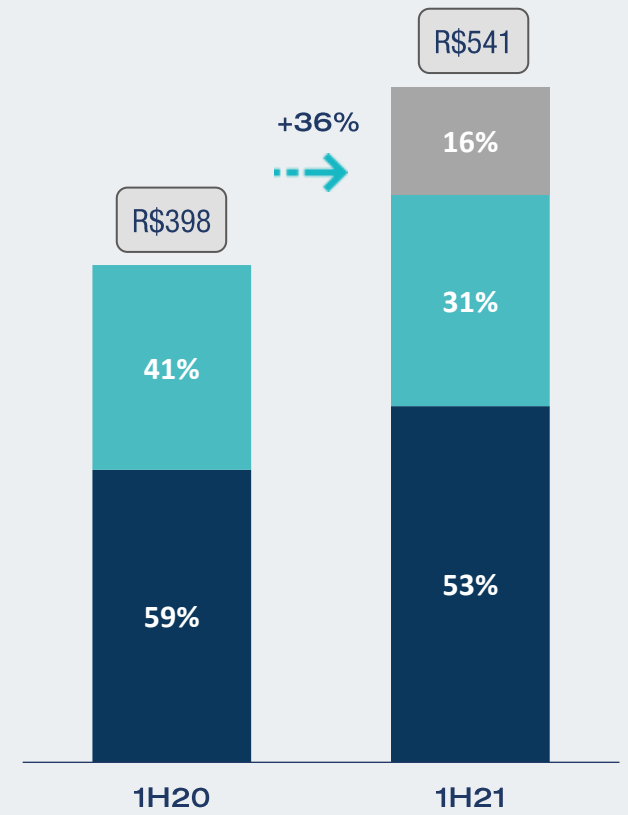


HELBOR'S SHARE SALES QUARTER

- FINISHED
- LAUNCHES
- UNDER CONSTRUCTION



HELBOR'S SHARE SALES FIRST SEMESTER

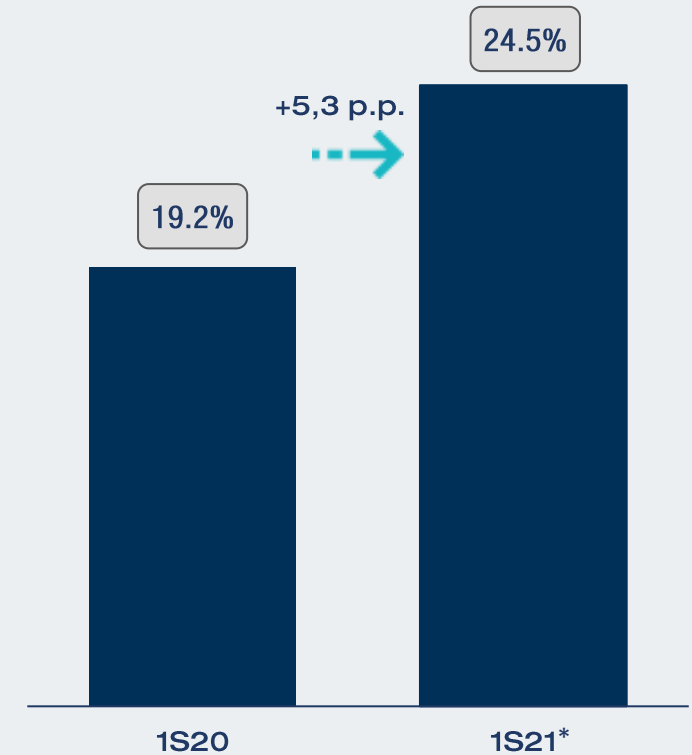




SoS QUARTER



SoS FIRST SEMESTER



¹ Do not include cancellations

* Includes the sale of the Barra Private complex (RJ)



INVENTORY COMPOSITION (R\$ MILLION)



2Q21				
Launch Period	Total Inventory (R\$ Thousand)	Part. %	Helbor's Share (R\$ Thousand)	Part. %
FINISHED	1,002,512	38%	769,925	45%
2019	689,992	26%	359,490	21%
2020	286,174	11%	169,888	10%
2021	656,462	25%	407,748	24%
Total	2,635,141	100%	1,707,052	100%

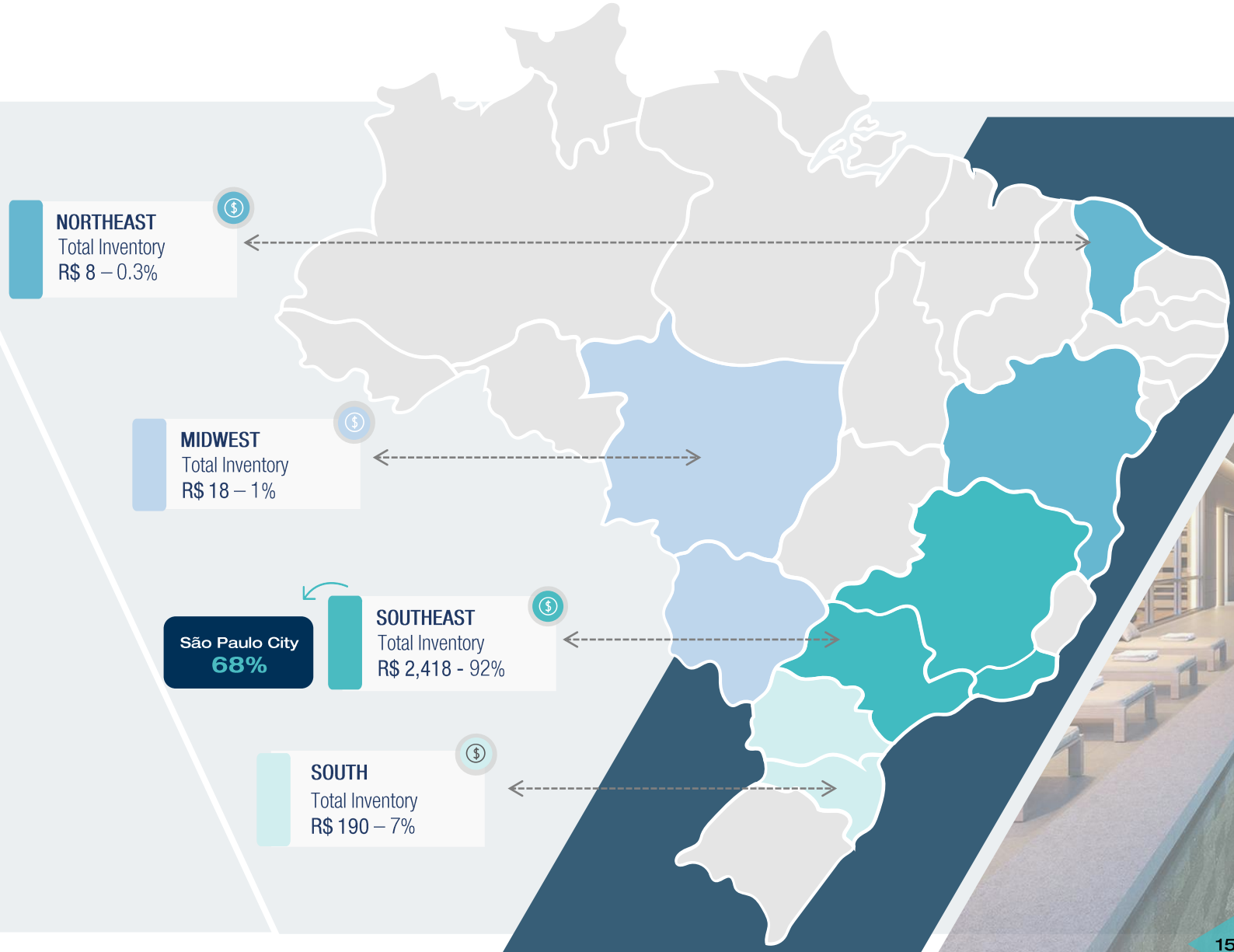
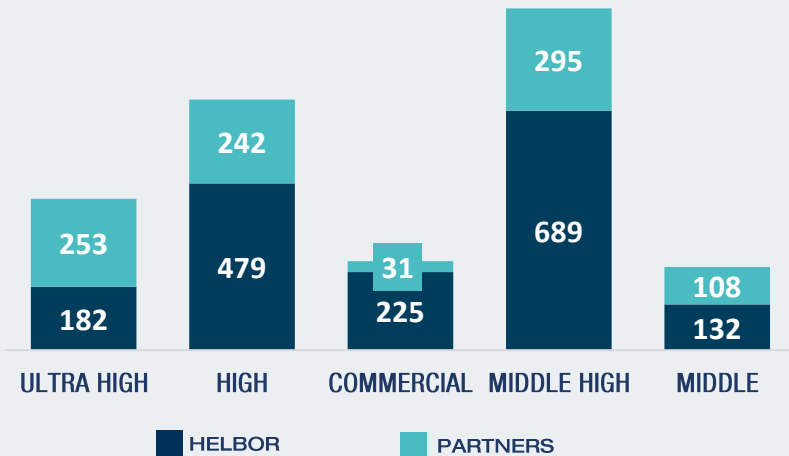


INVENTORY (R\$ MILLION)



Total Inventory - R\$ 2,635
Helbor's Share - R\$ 1,707

92% located in Southeast





FINANCIAL PERFORMANCE



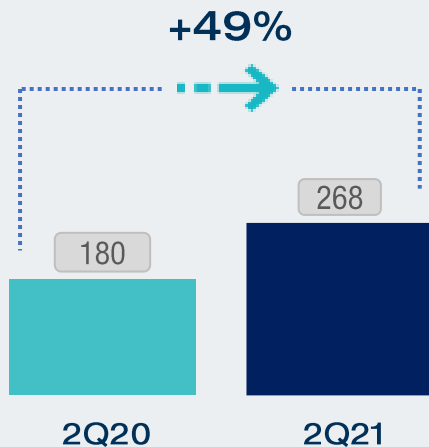


NET OPERATING REVENUE (R\$ MILLION)

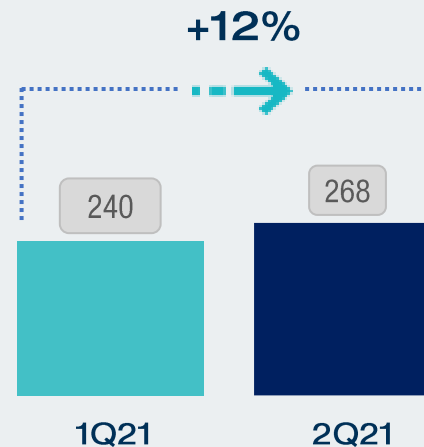


Net operating revenue totaled **R\$268 million** in 2Q21 was up **49%** over 2Q20. In the quarterly comparison there was an increase of **12%** compared to 1Q21. In the first semester comparison, the high is **16%**.

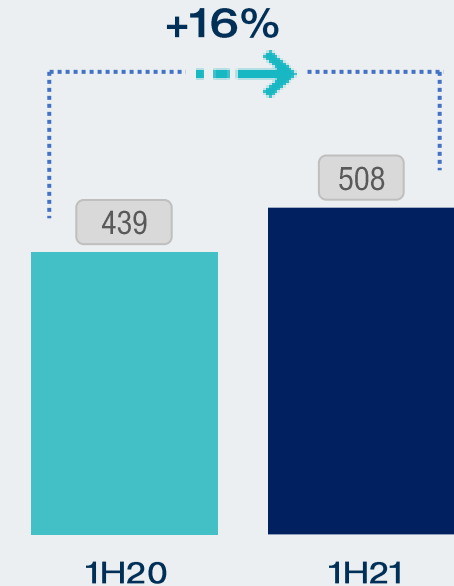
NET OPERATING REVENUE ANUAL COMPARISON



NET OPERATING REVENUE QUARTERLY COMPARISON



NET OPERATING REVENUE FIRST SEMESTER COMPARISON



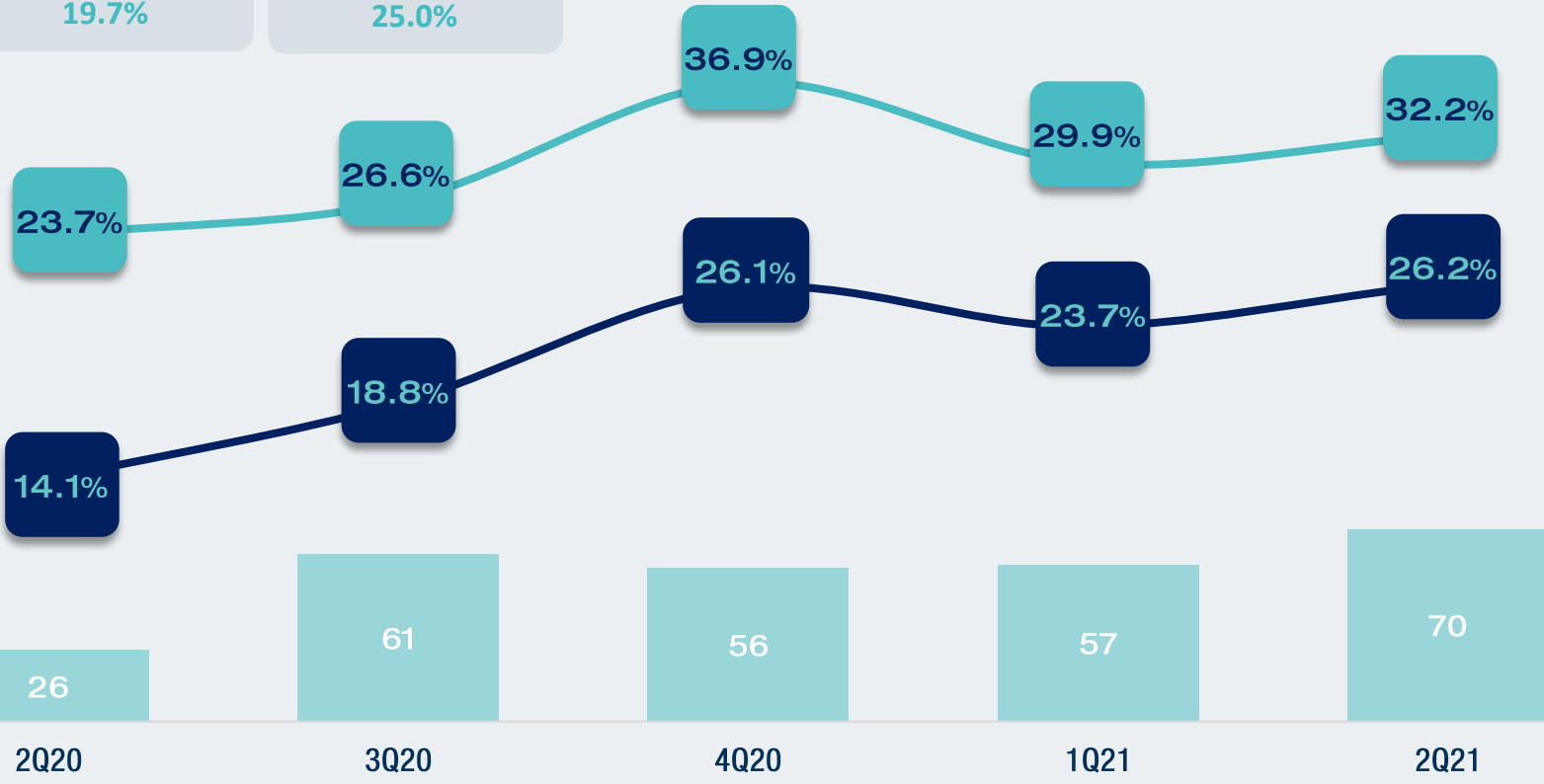


GROSS PROFIT AND GROSS MARGIN (R\$ MILLION)



Gross Margin 2020
19.7%

Gross Margin 1H21
25.0%



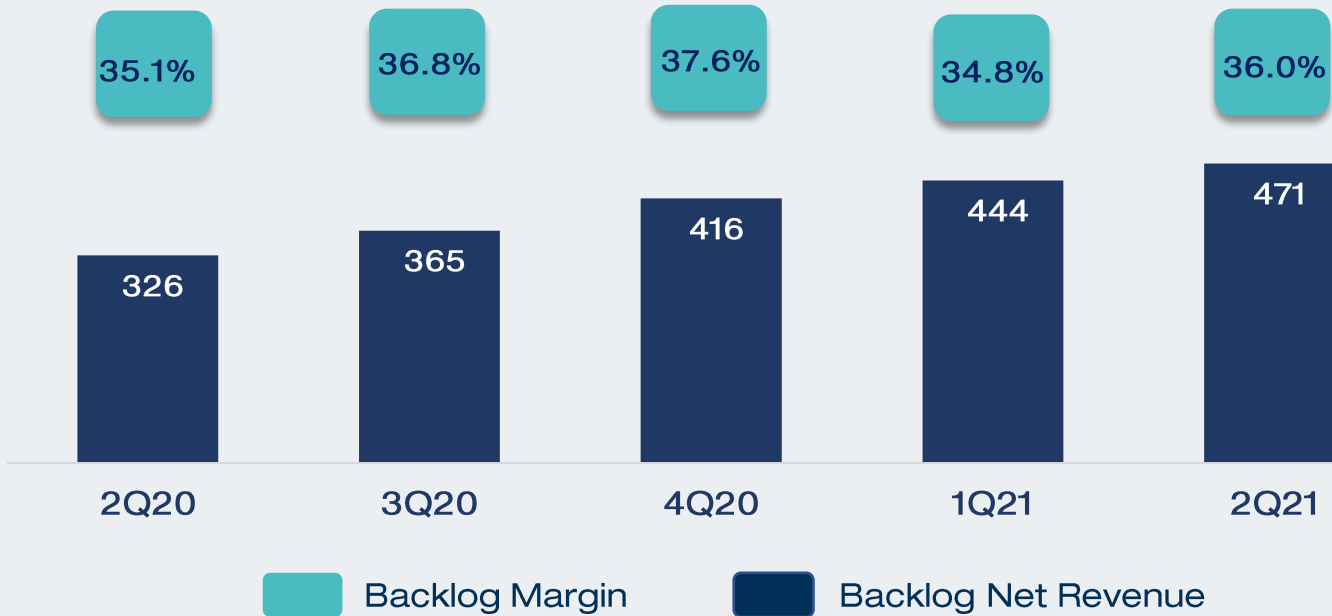
Adjusted Gross Margin

Gross Margin

Gross Profit

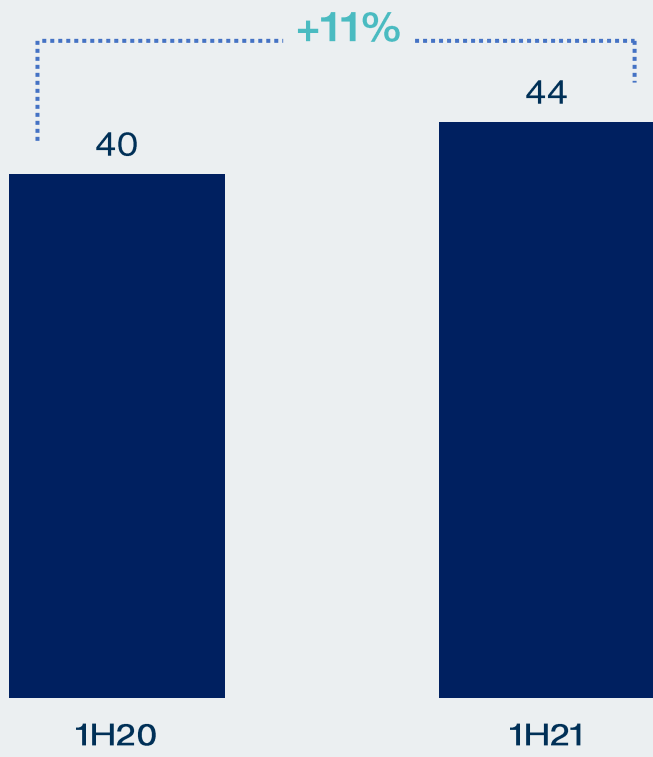


BACKLOG NET REVENUE AND MARGIN



*Included financial charges in the cost referring to the interest of the operations destined to the developments.

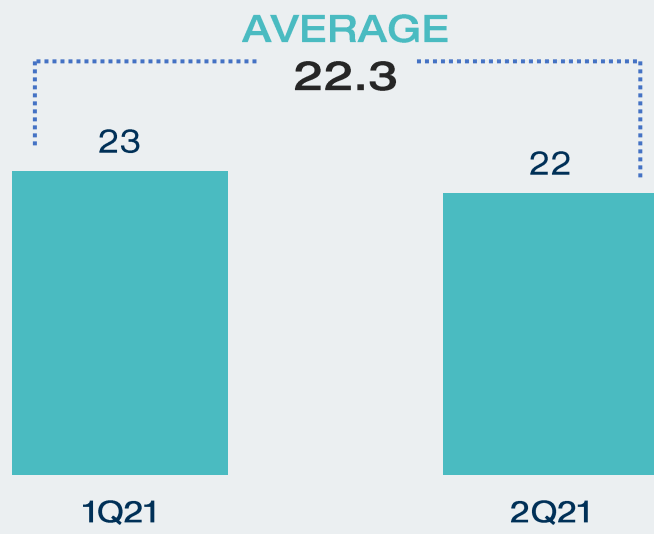
GENERAL AND ADMINISTRATIVE EXPENSES (R\$ MILLION)



General and administrative expenses totaled **R\$ 22 million** in 2Q21.

In the semester comparison, there was an **11.3%** increase in the G&A of 1H20 versus 1H21.

A decrease of **7.5%** compared to 1Q21.

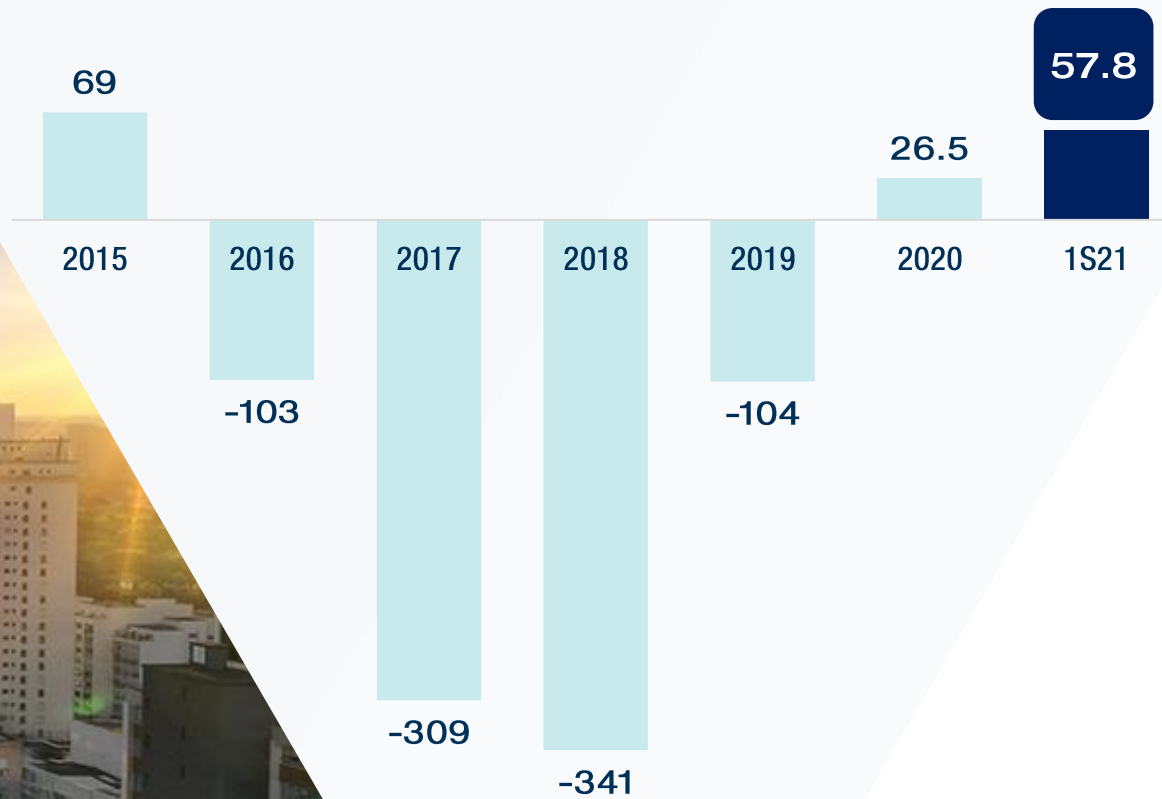




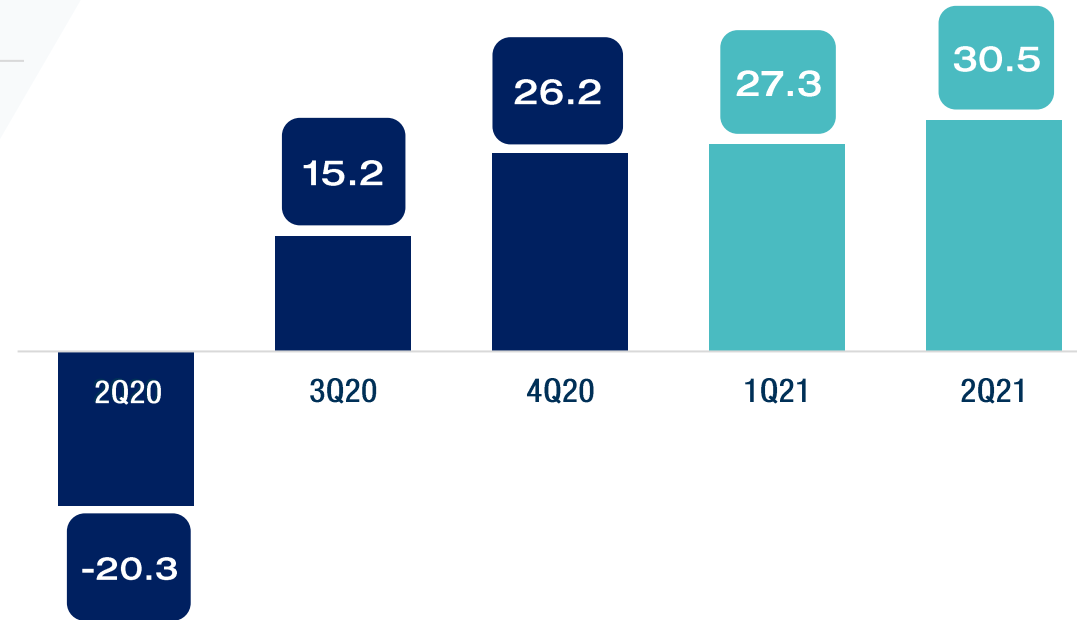
NET RESULTS – PARENT COMPANY (R\$ MILLION)



ANNUAL NET RESULTS



QUARTERLY NET RESULT





2Q21 INDEBTEDNESS (R\$ MILLION)



Debt (R\$ thousand)	2Q21	2Q20	2Q21 x 2Q20	1Q21	2Q21 x 1Q21
Loans	344	431	-20.2%	351	-1.9%
Construction Financing	363	392	-7.5%	391	-7.3%
CRI and CCB	615	712	-13.6%	639	-3.8%
Total Debt	1,322	1,535	-13.9%	1,380	-4.3%
Short Term	500	347	44.1%	415	20.4%
Long Term	822	1,188	-30.8%	966	-14.9%
Net Debt	895	926	-3.4%	938	-4.6%
Total Shareholder's Equity	1,790	1,589	12.6%	1,737	3.1%
Net Debt / total Shareholder's Equity	50.0%	58.3%	-8 p.p.	54.0%	-4 p.p.



CASH BURN CASH GENERATION (R\$ MILLION)



R\$ Million	2Q20	3Q20	4Q20	1Q21	2Q21
Availability	609	658	450	443	427
Loans and Financing	1,535	1,612	1,429	1,381	1,322
Net Debt Beginning of period	878	926	954	980	938
Net Debt End of period	926	954	980	938	895
(Cash Burn) Cash Generation	(54.6)	(27.5)	(25.9)	41.6	42.9

Cash Generation 1S21
R\$84.6 Million



Q&A



IR CONTACTS

IR OFFICER

Franco Gerodetti Neto

IR

Thiago Tsuda

Luís Monteiro

Hélio Borenstein



+55 (11) 3174-1211 ou +55 (11) 4795-8555



RI@HELBOR.COM.BR | RI.HELBOR.COM.BR