

Gafisa S.A.
Form 6-K
February 27, 2014

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 6-K

REPORT OF FOREIGN ISSUER
PURSUANT TO RULE 13a-16 OR 15d-16 OF THE
SECURITIES EXCHANGE ACT OF 1934

For the month of February, 2014

(Commission File No. 001-33356),

Gafisa S.A.

(Translation of Registrant's name into English)

Av. Nações Unidas No. 8501, 19th floor
São Paulo, SP, 05425-070
Federative Republic of Brazil
(Address of principal executive office)

Indicate by check mark whether the registrant files or will file
annual reports under cover Form 20-F or Form 40-F.

Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting
the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1)

Yes No

Indicate by check mark if the registrant is submitting
the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Yes No

Indicate by check mark whether by furnishing the information contained in this Form,
the Registrant is also thereby furnishing the information to the Commission pursuant
to Rule 12g3-2(b) under the Securities Exchange Act of 1934:

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Yes _____ No ___X___

If “Yes” is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): N/A

GAFISA RELEASES 4Q13 AND 2013 RESULTS

FOR IMMEDIATE RELEASE

São Paulo, February 26, 2014

Gafisa S.A. (Bovespa: GFSA3; NYSE: GFA), Brazil's leading diversified national homebuilder, today reported financial results for the quarter and full year ended December 31, 2013.

MANAGEMENT COMMENTS AND 2013 HIGHLIGHTS

The closing of 2013 marks the completion of the Company's strategic repositioning, which commenced in early 2012. Our goal at the time was clear: we needed to reduce the level of debt and restrict the Company's exposure to unprofitable businesses and markets. This process evolved positively throughout the last two years in several fronts - including improvement in margins and cash generation, and culminated with the sale of a 70% stake in Alphaville, which unlocked significant value and contributed to a reduction in the Company's leverage, adjusting its capital structure.

In the beginning of 2012, significant changes took place to our strategic positioning, including the implementation of a new organizational structure, segmented by brand and with individual business heads, along with a redefinition of the way each business unit should perform. Having achieved the targets set for the initial phase of turnaround, and recognizing that cash flow was no longer a priority, we developed a plan for 2013 which sought to better balance cash generation, investment, profitability and deleveraging, in order to begin a new cycle of sustainable growth at the Company.

Gafisa ended 2013 having achieved solid operational and financial results during the period. Launches of R\$1.6 billion in 4Q13 and R\$2.9 billion in 2013 were in line with the full year launch guidance disclosed. Pre-sales of R\$1.3 billion in the fourth quarter and R\$2.6 billion in 2013 demonstrate ongoing healthy demand. Throughout 2013, the reduced operational complexity, coupled with Gafisa's strategic consolidation and the resumption of Tenda launches, we

observed a gradual evolution in the Company's margins. The gross margin reached 31.2% in 2013, compared to 24.4% in 2012 before interests.

Cash generation was a highlight in 2013, and particularly so in the last half of the year. The Company recorded cash generation of R\$667.6 million in 2013 in both the Gafisa and Tenda operations, reaching free cash flow of R\$97.3 million in the period.

The Alphaville transaction represented a cash inflow of R\$1.5 billion and contributed significantly to the 4Q13 net income, which reached R\$921.3 million and resulted in a year-end figure of R\$ 867.4 million. With the proceeds of the transaction, we were able to adjust the Company's capital structure, reducing leverage, and reaching a net debt/equity ratio of 36%.

The proceeds from the completion of the Alphaville transaction are being used to repay approximately R\$700 million in corporate debt scheduled to mature by December 2014. In addition to the reduction in debt, funds were allocated to the remuneration of the Company's shareholders through the payment of approximately R\$130 million in interest on capital in February and an additional R\$32 million in supplementary dividends to be paid in 2014, according to the proposal to be approved by the Annual General Meeting of Shareholders. We also launched a new stock buyback program, underscoring Gafisa's confidence in the Company's value and future prospects.

Finally, at the end of 2013 we finalized the development of our five-year business plan for the period from 2014 to 2018. During the planning process, we set guidelines for the development of our business for years to come, including the expected size of Gafisa and Tenda operations, appropriate leverage, profitability guidelines, and importantly, our commitment to capital discipline and shareholder value generation, which are reflected in the guidance released to the market at the end of 2013.

Gafisa enters 2014 on a strong footing, having benefited from all the initiatives implemented in the last two years. The reduction of our operational complexity, the adequacy of our cost structure and expenses, the new operating model at Tenda and the consolidation of Gafisa's strategic positioning, coupled with the financial flexibility achieved by the sale of a stake in Alphaville, are all important steps in preparing the Company for future challenges.

On February 7, 2014, we announced that the Board is studying a potential separation of the Gafisa and Tenda business units into two public and independent companies. The separation would be the next step in a comprehensive plan initiated by management to enhance and reinforce the ability of each business to generate value. The management team that executed the turnaround process is now set to lead Gafisa and Tenda in a profitable and sustainable manner, as the brands embark on a new phase in the Company's history.

In 2014, we . We are confident in our Company's prospects in coming years, and are ready to pursue opportunities to grow and develop the business.

Finally, I would like to remind you that this year Gafisa celebrates its 60th year of operations, a milestone in the history of the Brazilian real estate industry. There have been so many achievements during this time, written in the development of over 1,100 buildings, condominiums and commercial properties, but more important is the intensity, determination and passion that we have to continue to move forward.

Congratulations Gafisa!

Duilio Calciolari

Chief Executive Officer – Gafisa S.A.

CONSOLIDATED FINANCIAL RESULTS

Net revenue recognized by the “PoC” method was R\$704.7 million in the fourth quarter, an expansion of 10.6% compared with the previous year and 12.2% compared to 3Q13. In 2013, net revenue reached R\$2.5 billion.

Gross profit for 4Q13 was R\$222.0 million, up from R\$173.5 million in 3Q13 and from the R\$91.5 million registered in 4Q12. Gross margin rose to 31.5% in the fourth quarter, versus 27.6% in the 3Q13 and 16.1% in the 4Q12. For the year 2013, gross profit totaled R\$617.4 million and gross margin was 24.9%, compared to R\$528.8 million and a gross margin of 18.8% in 2012.

Adjusted EBITDA was R\$978.9 million in the 4Q13 and R\$1,3 billion in 2013, reflecting Alphaville operation. Excluding the result of the Alphaville operations, adjusted EBITDA reached R\$138.9 million in the 4Q13 and R\$430.6 million for the year.

Net income in the 4Q13 was R\$921.3 million and R\$867.4 million in 2013, impacted by the recent sale of Alphaville.

Operating cash generation reached R\$259.1 million in the 4Q13 and R\$667.7 million in 2013, resulting in positive free cash flow of R\$178.0 million in the 4Q13 and R\$97.3 million for the year. Note that this result does not include proceeds from the Alphaville transaction.

CONSOLIDATED OPERATING RESULTS

Launches totaled R\$1.6 billion in the 4Q13, a 224.9% sequential increase and an 8.7% y-o-y rise. Launches for 2013 totaled R\$2.9 billion, a slight drop over 2012. This figure is within the range of 2013 launch guidance of R\$2.7 to R\$3.3 billion.

Consolidated pre-sales totaled R\$1.3 billion in the 4Q13, compared to R\$429.0 million in the 3Q13 and R\$905.2 million in the previous year. In 2013 sales reached R\$2.5 billion, dropping 4.5% in relation to 2012. Sales from launches represented 60% of the total, while sales from inventory comprised the remaining 40%.

Consolidated sales over supply (SoS) reached 24.8% in the 4Q13 and 10.6% in the previous quarter. In 2013, SoS reached 38.7%.

Consolidated inventory at market value increased R\$347.7 million on a sequential basis, reaching R\$4.0 billion.

Throughout the 4Q13 the Company delivered 26 projects, encompassing 6,063 units. In the year, Gafisa Group delivered 13,842 units, in line with the full-year delivery guidance of 13,500 to 17,500.

For comparison purposes, the consolidated operating results presented above and throughout this earnings release still include 100% of Alphaville's operating performance in 2013.

ANALYSIS OF RESULTS

Net Income for the Year – R\$867.4 million

Net income for the 4Q13 reached R\$921.3 million and the net result was R\$867.4 million in 2013. Excluding the proceeds from the sale of a stake in Alphaville, net income was R\$81.3 million in 4Q13 and R\$27.4 million in the year.

Below is a brief explanation regarding the main effects that impacted the result quoted above.

| | | |
|---|----------------|----------------|
| Net Income | 921,284 | 867,444 |
| (-) Alphaville 30% Stake Revaluation | (375,853) | (375,853) |
| (-) Net Gain from the Sale of 70% Stake in Alphaville | (464,157) | (464,157) |
| Net Income Ex-Alphaville Sale Operation | 81,274 | 27,434 |

Gross Margin Expansion - Operational Efficiency and Reversal of Provisions

Throughout 2013, the reduced contribution and complexity of Tenda legacy projects, coupled with the consolidation of Gafisa operations in São Paulo and Rio de Janeiro and the resumption of Tenda launches under a new business model, contributed to a gradual improvement in the Company's margins. As the volume of legacy projects diminished, the contribution of newer projects resulted in increased profitability. Reported gross profit increased from R\$158.3 million in 1Q13 to R\$222.0 million at the end of the 4Q13, and gross margin, which was 23.7% at the start of the year, reached 31.5% in 4Q13. The Company ended 2013 with gross income of R\$617.4 million with a gross margin of 24.9%.

In 4Q13, gross margin was impacted by the reversal of provisions for some Gafisa and Tenda construction works totaling around R\$34.2 million. As the Company has been able to improve controls and the management of its operations, provisions intended to cover adjustments to and/or changes in old projects budgets may be reversed at the time the development is completed.

Currently, R\$8.9 million worth of provisions could be reversed as projects are completed.

Alphaville Operations - Result of the Transaction and Revaluation of Stake

The completion of the sale of a stake in Alphaville in the 4Q13 contributed significantly to quarterly results. With the transaction finalized in the 4Q13 and respective cash inflow, net income was impacted as follows: (i) by the final result of the sale of 70% stake in Alphaville, net of taxes and costs, which was R\$464.2 million, and (ii) by the impact of R\$375.8 million related to the revaluation to fair value of the remaining

portion of 30% in Alphaville.

The revaluation of the remaining 30% stake in Alphaville is necessary to comply with CPC 36 (R3), since this determines the write-off in the record of any non-controlling shareholders in the former subsidiary on the date in which control is lost, including any components of other income attributed to them. Furthermore, it should be evaluated and recognized at fair value any investment retained in the former subsidiary, in the date that control is lost.

RECENT EVENTS

Completion of Sale of Stake in Alphaville Urbanismo S.A. (AUSA)

On December 9, 2013 Gafisa announced the completion of the agreement to sell a 70% stake in Alphaville to private equity firms Blackstone and Pátria. Gafisa retained a 30% stake. The sale valued AUSA at R\$2.0 billion.

The proceeds from the transaction totaled R\$1.54 billion, of which R\$1.25 billion was received through the sale of shares, and R\$290 million was received as a dividend distributed by Alphaville. All conditions precedent to the completion of the transaction have been met, including obtaining regulatory approvals from governmental departments.

Payment of Interest on Equity and Share Buyback Program

With the completion of the sale of the Alphaville stake, the Company's Board of Directors, in a meeting held on December 20, 2013, approved the payment of interest on equity to its shareholders in the amount of R\$130,192,095.57, representing R\$0.31112217224 per share. Such payment was effective February 12, 2014.

Additionally, Tenda's Board of Directors also approved a new share buyback program, considering a maximum amount of 32,938,554 common shares from its parent Company, Gafisa, which is in addition to the previous program already effected. The approved program is conditional on the maintenance of consolidated net debt at a level equal to or less than 60% of net equity and does not obligate the Company to acquire any particular amount of shares in the market. The program may be suspended by Tenda at any time. By February 27, 2014, the program had already acquired approximately 15 million shares, around 47% of the maximum.

On this date, the Company canceled an open share buyback program in place in the Tenda subsidiary and opened a new program in Gafisa, containing the same previously defined conditions, which can repurchase the remaining balance of shares.

Evaluation of a Potential Split of the Gafisa and Tenda Business Units

On February 7, 2014, the Company announced that its Board of Directors approved the analysis by the Company's management of a possible separation of the Gafisa and Tenda business units.

The Board of Directors intends to evaluate the separation studies in the following months, analyzing possible alternatives for structuring and execution that take into consideration a number factors that are in the best interests of shareholders.

The separation would be the next step in a comprehensive plan initiated by management to enhance value creation for the Company and its shareholders.

The main objectives of this separation process are to:

- i. enable shareholders to allocate resources between the two companies according to their interests and investment strategies;
- ii. enable both companies to respond faster to the opportunities in their target markets;
- iii. establish sustainable capital structures for each company, based on its risk profile and strategic priorities;
- iv. give greater visibility to the market on the individual performance of the companies, enabling better assessment of intrinsic value;
- v. increase the ability to attract and retain talent, through the development of appropriate cultures and compensation structures consistent with the specific results of each business.

After initial evaluation and if approved by the Board of Directors, the separation plan will be submitted to a vote by shareholders at a Shareholders Meeting. The transaction should be concluded in 2015, upon request to the Brazilian Securities and Exchange Commission to convert Tenda registration to category A, as a publicly held Company authorized to trade its shares in the market.

The Company will keep its shareholders and the market informed about the process and any developments pertaining to the separation.

Key Numbers for the Gafisa Group

Table 1 – Operating and Financial Highlights – (R\$000, and % Gafisa, unless otherwise specified)

| | | | | | | | |
|--|-----------|-----------|------------|-----------|------------|-----------|------------|
| Launches | 1,619,260 | 498,348 | 224.9% | 1,489,760 | 8.7% | 2,886,204 | 2,950,000 |
| Launches, units | 5,276 | 2,041 | 158.4% | 5,120 | 3.0% | 11,072 | 11,072 |
| Pre-sales | 1,312,944 | 428,994 | 206.1% | 905,241 | 45.0% | 2,513,858 | 2,630,000 |
| Pre-sales, units | 4,785 | 1,902 | 151.6% | 3,097 | 54.5% | 10,187 | 10,187 |
| Pre-sales of Launches | 973,431 | 173,491 | 461.1% | 760,410 | 28.0% | 1,502,867 | 1,720,000 |
| Sales over Supply (SoS) | 24.8% | 10.6% | 1,425 bps | 20.0% | 481 bps | 38.7% | 481 bps |
| Delivered projects | 1,156,700 | 493,794 | 134.2% | 1,327,531 | -12.9% | 2,468,588 | 4,580,000 |
| Delivered projects, units | 6,063 | 3,106 | 95.2% | 9,378 | -35.3% | 13,842 | 20,000 |
| Net Revenue | 704,750 | 628,047 | 12.2% | 567,749 | 24.1% | 2,481,211 | 2,800,000 |
| Gross Profit | 221,999 | 173,503 | 28.0% | 91,457 | 142.7% | 617,445 | 520,000 |
| Gross Margin | 31.5% | 27.6% | 387 bps | 16.1% | 1539 bps | 24.9% | 16.1% |
| Adjusted Gross Margin ¹ | 37.9% | 34.4% | 346 bps | 21.0% | 1684 bps | 31.2% | 21.0% |
| Adjusted EBITDA ² | 978,949 | 140,000 | 599.2% | 10,577 | 9,155.1% | 1,270,639 | 370,000 |
| Adjusted EBITDA Margin ² | 138.9% | 22.3% | 11,662 bps | 1.9% | 13,704 bps | 51.2% | 11,662 bps |
| Adjusted Net Income (Loss) ² | 896,078 | 23,786 | 3,667.2% | -81,615 | 1,199.7% | 885,098 | -500,000 |
| Adjusted Net Margin ² | 127.1% | 3.8% | 12,336 bps | -14.4% | 14,152 bps | 35.7% | 12,336 bps |
| Net Income (Loss) | 921,284 | 15,777 | 5,739.0% | -101,412 | 1,008.5% | 867,443 | -120,000 |
| Net Earnings (Loss) per Share (R\$) | 2.212 | 0.037 | 5,856.1% | -0.234 | 1,043.7% | 2.083 | - |
| Outstanding shares ('000 final) | 416,460 | 424,781 | -2.0% | 432,630 | -3.7% | 416,460 | 430,000 |
| Backlog revenues | 1,795,408 | 1,900,224 | -5.5% | 2,597,696 | -30.9% | 1,795,408 | 2,590,000 |
| Backlog results ³ | 614,135 | 624,313 | -1.6% | 1,449,745 | -57.6% | 614,135 | 1,440,000 |
| Backlog margin ³ | 34.2% | 32.9% | 135 bps | 39.4% | -523 bps | 34.2% | 39.4% |
| Net Debt + Investor Obligations | 1,159,044 | 2,858,095 | -59.4% | 2,396,389 | -51.6% | 1,159,044 | 2,390,000 |
| Cash and cash equivalents | 2,024,163 | 781,606 | 159.0% | 1,567,755 | 29.1% | 2,024,163 | 1,560,000 |
| Shareholder's Equity | 3,190,724 | 2,216,828 | 43.9% | 2,535,445 | 25.8% | 3,190,724 | 2,530,000 |
| Shareholder's Equity + Minority shareholders | 3,214,483 | 2,267,662 | 41.8% | 2,685,829 | 19.7% | 3,214,483 | 2,680,000 |
| Total Assets | 8,183,030 | 8,199,677 | -0.2% | 8,712,569 | -6.0% | 8,183,030 | 8,710,000 |
| (Net Debt + Obligations) / (Equity + Minority) | 36.1% | 126.0% | - | 89.2% | - | 36.1% | 89.2% |

Note: Financial operational unaudited information

1) Adjusted by capitalized interests

2) Adjusted by expenses with stock option plans (non-cash), minority and Alphaville operation results.

3) Backlog results net of PIS/COFINS taxes – 3.65%; and excluding the impact of PVA (Present Value Adjustment) method according to Law nº 11,638

Results by Segment

Table 2 – Main Operational & Financial Numbers - Contribution by Segment – 2013

| | | | | |
|---|------------------|----------------|------------------|------------------|
| Deliveries (PSV R\$000) | 1,311,945 | 878,339 | 278,304 | 2,468,588 |
| Deliveries (% contribution) | 53% | 36% | 11% | 100% |
| Deliveries (units) | 4,315 | 7,027 | 2,500 | 13,842 |
| Launches (R\$000) | 1,085,341 | 338,776 | 1,462,087 | 2,886,204 |
| Launches (% contribution) | 38% | 12% | 51% | 100% |
| Launches (units) | 1,998 | 2,660 | 6,414 | 11,072 |
| Pre-Sales (R\$000) | 961,200 | 490,403 | 1,062,255 | 2,513,858 |
| Pre-Sales (% contr.) | 38% | 20% | 42% | 100% |
| Net Revenues (R\$000)¹ | 1,663,751 | 817,460 | - | 2,481,211 |
| Revenues (% contribution) | 67.1% | 32.9% | - | 100.0% |
| Gross Profit (R\$000)¹ | 552,201 | 65,244 | - | 617,425 |
| Gross Margin (%) | 33.2% | 8.0% | - | 24.9% |
| Adjusted EBITDA² (R\$000) | 1,301,111 | -30,472 | - | 1,270,639 |
| Adjusted EBITDA Margin (%) | 78.2% | -3.7% | - | 51.2% |

1) Alphaville results recognized as available for sale.

2) For purposes of demonstration, this value does not represent the sum of Gafisa + Tenda due to IFRS

Updated Status of the Turnaround Strategy

Gafisa Segment

During 2013, the Gafisa segment consolidated its strategy of focusing on the markets of São Paulo and Rio de Janeiro. The recovery in gross margin reflects the reduced participation of projects outside core markets in Gafisa's results.

At the close of 2013, pro forma backlog revenue for the Gafisa Segment totaled around R\$1.6 billion, of which around R\$8.8 million relates to projects located in discontinued markets. The projects outside core markets comprised only 3 ongoing construction sites and around 1,100 units under construction, whose delivery is scheduled for 2014.

Table 3. Operational Wrap Up - Gafisa Turnaround (R\$000 and units)

Main Indicators

| | | | | | | |
|-----------------------------|-----------|---------|------------------|-----------|---------|------------------|
| PSV in Inventory | 1,827,794 | 272,416 | 2,100,210 | 1,659,206 | 324,888 | 1,983,694 |
| Units in Inventory | 3,049 | 579 | 3,628 | 2,932 | 715 | 3,647 |
| Projects under construction | 46 | 3 | 49 | 52 | 6 | 58 |
| Units to be delivered | 11,532 | 1,100 | 12,632 | 12,542 | 2,456 | 14,998 |
| Cost to be incurred | 1,411,124 | 48,256 | 1,459,380 | 1,673,828 | 273,862 | 1,947,690 |

During the year, the volume of dissolutions reached R\$455.7 million, mostly concentrated in the 1H13, due to the large quantity of units delivered in 2012. As predicted, there was a normalization of cancellations in 2H13, with the last quarter of the year presenting the lowest volume of dissolutions in the last 24 months. Of the total dissolutions for the year, 63.0% refer to completed units and 33.2% to units in non-core markets. Of the 1,263 canceled units for the year, 50.8% were resold in the same period. In the core markets of São Paulo and Rio de Janeiro, 620 units were canceled with 63.4% resold in 2013.

Table 4. Gross Sales and Dissolutions 2011 – 2013 (R\$000) – Gafisa Segment by Region

SP+ RJ

| | | | | | | | | | | | |
|--------------|-----------|----------|----------|-----------|----------|-----------|----------|----------|----------|----------|-----------|
| Gross Sales | 2,333,974 | 340,477 | 519,648 | 453,055 | 543,915 | 1,857,094 | 174,664 | 291,258 | 221,193 | 453,204 | 1,100,000 |
| Dissolutions | (288,933) | (42,264) | (71,194) | (122,727) | (75,181) | (311,365) | (38,499) | (89,652) | (46,683) | (41,443) | (21,000) |
| Net Sales | 2,045,041 | 298,213 | 448,454 | 330,328 | 468,734 | 1,545,729 | 136,165 | 201,606 | 174,510 | 411,761 | 979,000 |

Other Markets

| | | | | | | | | | | | |
|--------------|----------|---------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|
| Gross Sales | 196,399 | 27,257 | 55,142 | 45,502 | 55,578 | 183,479 | 37,000 | 63,328 | 40,569 | 54,699 | 1,000,000 |
| Dissolutions | (61,351) | (8,768) | (47,213) | (47,840) | (25,860) | (129,681) | (64,801) | (48,023) | (26,363) | (12,003) | (15,000) |

| | | | | | | | | | | | |
|--------------|-----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|
| Net Sales | 135,048 | 18,489 | 7,929 | (2,338) | 29,718 | 53,798 | (27,801) | 15,305 | 14,206 | 42,696 | |
| Total | | | | | | | | | | | |
| Gross Sales | 2,530,373 | 367,734 | 574,790 | 498,556 | 599,493 | 2,040,574 | 292,689 | 354,585 | 261,762 | 507,903 | 1,454,457 |
| Dissolutions | (350,284) | (51,032) | (118,407) | (170,566) | (101,041) | (441,047) | (191,572) | (137,674) | (73,046) | (53,446) | (45,000) |
| Net Sales | 2,180,089 | 316,702 | 456,383 | 327,990 | 498,452 | 1,599,527 | 101,117 | 216,911 | 188,716 | 454,457 | 999,457 |

While projects located in São Paulo and Rio de Janeiro are performing well, the segment's gross margin in 2013 was impacted by the poorer performance of projects outside core markets. The Company expects more normalized profitability levels from the 1H14. Excluding legacy projects in discontinued markets, the Gafisa Segment gross margin would have been 35.7%.

The sales speed for inventory outside of core markets remains lower than that of sales within core markets, particularly in São Paulo and Rio de Janeiro. The sale of this inventory and the run-off of legacy projects are on schedule and expected to conclude in 2014.

Tenda Segment

The year of 2013 was highlighted by the resumption of Tenda launches under a new business model, based on three basic pillars: operating efficiency, risk management and capital discipline. Currently, the Company continues to operate in 4 macro regions: São Paulo, Rio de Janeiro, Minas Gerais and Northeast (Bahia and Pernambuco). Below is a brief description of the performance of these projects:

Table 5. New Tenda Launches under a New Model

| | mar-13 | mar-13 | may-13 | jul-13 | aug-13 | nov-13 |
|---|--------|--------|--------|--------|--------|--------|
| Launches PSV Launched (R\$000) | 65,145 | 45,903 | 31,220 | 38,563 | 40,842 | 39,713 |
| # Units | 580 | 440 | 240 | 360 | 260 | 300 |
| % PSV Sold (2013) | 100% | 60% | 70% | 76% | 75% | 28% |
| % Transfer / Sale (2013) | 98% | 62% | 73% | 43% | 73% | 49% |

Project

Osasco - SP Camaçari - BA São Paulo - SP Salvador - BA São Paulo - SP Rio de Janeiro - RJ

Table 6. Wrap Up Operational Turnaround Tenda (R\$000 and units)

Main Indicators

| | | | | | | |
|-----------------------------|---------|---------|----------------|---|---------|----------------|
| PSV in Inventory | 127,979 | 490,452 | 618,431 | - | 826,671 | 826,671 |
| Units in Inventory | 913 | 2,963 | 3,876 | - | 5,552 | 5,552 |
| Projects under construction | 7 | 20 | 27 | - | 52 | 52 |
| Units to be delivered | 2,239 | 7,148 | 9,387 | - | 13,579 | 13,579 |
| Cost to be incurred | 110,099 | 111,226 | 221,325 | - | 460,629 | 460,629 |

The new operating model has resulted in a consistent reduction in the level of dissolutions from Tenda during the year. We expect this trend to be maintained over the coming quarters, due to the consolidation of the operational process of its new business model. During the 4Q13, sales cancellations declined to R\$75.1 million from R\$133.7 million in the 3Q13, and to R\$317.6 million in the 4Q12. Since 1Q12, the volume of dissolutions reduced by 77.9%. For the year, the volume of dissolutions reached R\$598.9 million, a decrease of 52.1% compared to the volume of R\$1.2 billion in 2012. In the 1Q14, due to the concentration of the delivery of legacy projects, the volume of dissolutions is expected to be higher than in the 4Q13.

Of the 3,799 units experiencing sales cancellations in the Tenda segment and returned to inventory, 88.5% were resold during the year.

Table 7. Dissolutions – Tenda Segment (4Q11-3Q13) (R\$000)

| | | | | | | | | | |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|
| New Projects | | | | | | | | | |
| Gross Sales | - | - | - | - | - | 13,656 | 57,011 | 59,713 | 84,491 |
| Dissolutions | - | - | - | - | - | - | (2,126) | (7,433) | (6,293) |
| Net Sales | - | - | - | - | - | 13,656 | 54,885 | 52,279 | 78,197 |
| Legacy Projects | | | | | | | | | |
| Gross Sales | 248,241 | 249,142 | 344,855 | 293,801 | 287,935 | 225,646 | 270,677 | 223,909 | 154,197 |
| Dissolutions | (467,000) | (339,585) | (329,127) | (263,751) | (317,589) | (232,517) | (155,722) | (126,038) | (68,769) |
| Net Sales | (218,759) | (90,443) | 15,728 | 30,050 | (29,653) | (6,871) | 114,956 | 97,872 | 85,429 |
| Total | | | | | | | | | |
| Canceled Units | 4,444 | 3,157 | 2,984 | 2,202 | 2,509 | 1,700 | 1,172 | 924 | 491 |
| Gross Sales | 248,241 | 249,142 | 344,855 | 293,801 | 287,935 | 239,302 | 327,689 | 283,622 | 238,688 |
| Dissolutions | (467,000) | (339,585) | (329,127) | (263,751) | (317,589) | (232,517) | (157,848) | (133,471) | (75,062) |
| Net Sales | (218,759) | (90,443) | 15,728 | 30,050 | (29,653) | 6,785 | 169,841 | 150,151 | 163,626 |

Tenda remains focused on the completion and delivery of its remaining projects, and is also dissolving contracts with non-eligible clients, so as to sell the units to new and qualified customers. Thus, Tenda's new business model worked to improve its financial cycle, by reducing the average time required to conclude the contract signing, which has been halved from 14 months in 3Q12, to around 6 months in the 4Q13. Taking into account only projects launched within the new business model, the average time is 4 months.

The run-off of legacy projects is on schedule and shall be mostly concluded in 2014. The final phase of Tenda legacy projects ended 2013 with around 7 thousand units to be delivered.

Table 8. Run-off of Tenda Legacy Projects - Construction Sites and Evolution of Units Under Development (1Q14-4Q14)

| | | | | |
|---------|-------|-------|-----|-------|
| # units | 3,351 | 1,493 | 604 | 1,700 |
|---------|-------|-------|-----|-------|

At the close of 4Q13 pro forma backlog revenue for the Tenda Segment totaled around R\$253.1 million, being R\$166.2 million related to legacy projects, compared to R\$555 million in 4Q12.

Table 9. Evolution of Legacy Projects at Tenda – (4Q11-4Q13)

| | | | | | | | | | |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| New Projects | 0 | 0 | 0 | 0 | 0 | 101,132 | 86,611 | 122,815 | 127,979 |
| Finished PSV | 0 | 0 | 0 | 0 | 0 | - | - | - | 10,379 |
| PSV Under construction | 0 | 0 | 0 | 0 | 0 | 101,132 | 86,611 | 122,815 | 117,600 |
| Legacy Projects | 932,503 | 915,036 | 838,261 | 764,589 | 826,671 | 671,860 | 593,088 | 591,972 | 490,452 |

| | | | | | | | | | |
|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| PSV Delivered Units | 43,397 | 72,404 | 76,872 | 63,728 | 211,924 | 279,037 | 303,520 | 343,280 | 312,854 |
| PSV Under Construction | 889,105 | 842,632 | 761,389 | 700,861 | 614,747 | 392,823 | 289,568 | 248,692 | 177,599 |
| Total | 932,503 | 915,036 | 838,261 | 764,589 | 826,671 | 772,992 | 679,699 | 714,787 | 618,431 |
| PSV Delivered Units | 43,397 | 72,404 | 76,872 | 63,728 | 211,924 | 279,037 | 303,520 | 343,280 | 323,233 |
| PSV Under Construction | 889,105 | 842,632 | 761,389 | 700,861 | 614,747 | 493,955 | 376,180 | 371,507 | 295,199 |

Consolidated Operating Results

Consolidated Launches

Fourth quarter 2013 launches reached R\$1.6 billion, an increase of 224.9% compared to 3Q13, and 8.7% over the 4Q12. Launches for 2013 totaled R\$2.9 billion, down 2.2% over 2012. The launched volume is in line with the launch guidance presented by the Company in the beginning of the year of R\$2.7 to R\$3.3 billion.

37 projects/phases were launched across 11 states in 2013. In terms of PSV, Gafisa accounted for 38% of the launches for the year, Tenda 12% and Alphaville the remaining 50%.

Table 10. Consolidated Launches (R\$000)

| | | | | | | | | |
|--------------------|------------------|----------------|---------------|------------------|-------------|------------------|------------------|--------------|
| Gafisa Segment | 679,154 | 107,248 | 533,3% | 813,767 | -16,5% | 1,085,341 | 1,608,648 | -32,5% |
| Alphaville Segment | 851,726 | 287,455 | 196,3% | 675,993 | 26,0% | 1,462,087 | 1,343,313 | 8,8% |
| Tenda Segment | 88,379 | 103,644 | -14,7% | - | 0,0% | 338,776 | - | 0,0% |
| Total | 1,619,260 | 498,348 | 224,9% | 1,489,760 | 8,7% | 2,886,204 | 2,951,961 | -2,2% |

Consolidated Pre-Sales

In the quarter, consolidated pre-sales totaled R\$1.3 billion, an expansion of 206.0% compared to 3Q13, and 45.0% versus 4Q12. In 2013, sales from launches represented 60% of the total, while