

Gafisa S.A.
Form 6-K
November 06, 2013

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 November, 2013

(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

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to Rule 12g3-2(b) under the Securities Exchange Act of 1934:

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 3Q13 RESULTS

IR Contact Info

André Bergstein

FOR IMMEDIATE RELEASE - São Paulo, November 5th, 2013

Danilo Cabrera

Gafisa S.A. (Bovespa: GFSA3; NYSE: GFA), Brazil's leading diversified national homebuilder, today reported financial results for the third quarter ended September 30, 2013.

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Hong

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www.gafisa.com.br/ir

3Q13 Conference Call

6th of November,
2013

> 7:00 am US EST

In English
(simultaneous
translation from
Portuguese)

+1-516-3001066 US
EST

Code: Gafisa

> 10:00 am Brasília
time

In Portuguese

Phones:

During the third quarter we continued to implement the 2013 business plan. The volume of launches reached R\$498 million in the period, a slight increase over the previous quarter, and totaled R\$1.3 billion for the 9M13 period. Delays in obtaining certain licenses and project approvals in the Gafisa segment, particularly in the city of São Paulo, and in the Alphaville segment, resulted in some launches being moved to the fourth quarter. Consequently, the last three months of the year are expected to contain a higher concentration of launches, with \$430 million already launched in the month of October. Given the strong fourth quarter pipeline, and assuming stable market conditions, the Company expects to achieve its full year launch guidance.

Market conditions remain positive, with supply and demand evenly balanced in the Company's three segments. Nevertheless, selective product development and thorough preparation in the lead up to project launches are key drivers of sales absorption. Third quarter sales volumes were similar to last quarter, keeping pace with launch activity. As predicted, the number of cancellations has declined throughout the year and in the third quarter, the volume fell 23% on a sequential basis. Looking ahead, preliminary fourth quarter operating results appear positive, with sales of approximately R\$370 million in October.

Cash generation was a third quarter highlight, given a return to positive cash generation of R\$32.1 million in the quarter, versus cash burn of R\$27.6 million in the 2Q13. For the 9M13 period, the result was a cash burn of R\$80.1 million. Operational cash flow was positive at R\$194.5 million in the 3Q13, and totaled R\$423.4 million in the first nine months of the year.

Delivery volumes reached 3,106 units in the 3Q13. Fourth quarter volumes are expected to be concentrated in the Tenda and Alphaville segments.

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Code: Gafisa

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(Brazil)

Code: 35443637

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(US)

Code: 78762276

Webcast:
www.gafisa.com.br/ir

Shares

GFSA3 – Bovespa

GFA – NYSE

Total shares
outstanding:

435,380,407¹

Average daily trading
volume (90 days²):
R\$31.7 million

1) Including 599,486
treasury shares

2) Until September
30, 2013

The Company's turnaround plan, which was initiated almost two years ago, is expected to be substantially concluded in early 2014. As stated in this report, Tenda has successfully delivered nearly 25 thousand legacy units since the end of 2011 and reduced its complexity, thereby returning capital to the Company's cash balances. At the same time, the brand has been relaunched under a profitable business model and new projects are performing well. The Gafisa brand is now focused on the states of São Paulo and Rio de Janeiro, and having almost completed the delivery of legacy projects outside of these core markets, is on the cusp of achieving metrics expected for the segment. Throughout the turnaround period Alphaville has maintained a consistent rate of growth and strong results. And Alphaville kept the pace of growth of recent years, with consistent results. The final stage of the restructuring is underway with the settlement of the sale of the 70% stake in Alphaville, expected to be complete by year-end. Funds shall be used to reduce our indebtedness, leaving the Company with an appropriate capital structure, lower level of leverage and focus on the strengthened Gafisa and Tenda operations.

In keeping with the new configuration of the Company's portfolio, we are in the process of developing a business plan for the five-year period dated 2014 to 2018. The planning process will take into account certain material assumptions and guidelines regarding project development in coming years. These include the expected size of Gafisa and Tenda's operations, the amount of capital allocated to each operation, the appropriate level of leverage for the Company's operations, the respective expected returns for each business unit, and, in particular, our commitment to capital discipline and shareholder value generation.

CONSOLIDATED FINANCIAL RESULTS

Net revenue recognized by the “PoC” method was R\$628.0 million in the third quarter, a 15.5% y-o-y reduction and in line with 2Q13.

Gross profit for the period was R\$173.5 million, up from the R\$143.8 million in 2Q13 and from the R\$156.6 million registered in 3Q12. Gross margin rose to 27.6% in the third quarter, up from 22.4% in the 2Q13 and 21.1% in 3Q12.

Adjusted EBITDA was R\$140.1 million, a 49.2% increase compared to the R\$93.9 million in 2Q13. The EBITDA margin reached 22.3%, compared with 14.7% in 2Q13.

Net income for the period was R\$15.8 million, compared to a net loss of R\$14.1 million in the 2Q13, and net income of R\$4.8 million in the 3Q12.

Operating cash generation reached R\$194.5 million in the 3Q13 and R\$423.4 million YTD until September 30, 2013, resulting in positive free cash flow of R\$32.1 million in the 3Q13, compared with cash burn of R\$27.6 million in the 2Q13.

CONSOLIDATED OPERATING RESULTS

Launches totaled R\$498.3 million in the 3Q13, a 8.1% sequential increase and a 10.3% y-o-y rise. Launches for the first nine months of the yeartotaled R\$1.3 billion. The result represents 42% of the mid-range of full-year launch guidance of R\$2.7 to R\$3.3 billion.

Consolidated pre-sales totaled R\$429.6 million in the 3Q13, reaching R\$1.2 billion in 9M13. Sales from launches represented 44.1% of the total, while sales from inventory comprised the remaining 55.9%.

Consolidated sales speed of launches reached 22.5% in the 3Q13 and 41.3% in the 9M13. Consolidated sales over supply (SoS) reached 10.6% in the 3Q13 and 24.8% in the 9M13.

Consolidated inventory at market value remaining stable at R\$3.6 billion compared to 2Q13.

Gafisa Group delivered 7,779 units were during the 9M13.

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RECENT EVENTS

Updated Status of Alphaville

On June 7, Gafisa signed an agreement to sell a 70% stake in Alphaville to the private equity funds Blackstone and Pátria. On July 3, Gafisa completed the purchase of the outstanding 20% stake in Alphaville, belonging to Alphapar, thus holding 100% of Alphaville's capital stock. Since the announcement of the transaction, the Company and its advisors have been working on meeting the conditions precedent to the completion of the transaction. Approval by CADE – the antitrust agency - has already been granted, as well as consents from creditors and partners. The completion of the transaction is expected to occur towards the end of the 4Q13.

Capital Structure Following the Acquisition of a 20% stake in Alphaville

As mentioned above, in the 3Q13 the Company settled the acquisition of the outstanding 20% stake in Alphaville. This transaction resulted in a temporary increase in the Company's leverage to 126% (Net Debt/Equity) at the end of 3Q13. The following should be noted: (i) cash disbursement and debt issuance related to the acquisition of the remaining 20% stake; and (ii) reduction in Shareholders Equity due to adjustments in the lines of minority shareholders and goodwill constituted in the acquisition of the remaining 20% stake; which ultimately contributed to this transient increase in the Company's leverage.

With the settlement of the sale of the 70% stake in Alphaville, the projected Net Debt/Equity ratio is expected to reach around 55%, due to the following impacts: (i) cash entry net of taxes and transaction costs; (ii) profit recorded as a result of the operation, impacting the Company's Shareholders'Equity, and (iii) reversal of goodwill previously recorded.

The Company reaffirms its commitment with a healthy capital structure, by means of a level of leverage which is adequate for its operations.

Classification of Assets as Available for Sale with Retention of Associate Non-Controlling Interest

Given the impending sale of a 70% stake in Alphaville and associated transfer of operations to the buyer, these assets have been classified as available for sale. The adjustments were made in accordance with Brazilian accounting standards and international practices, and the effect of classifying Alphaville operations as assets available for sale on the ongoing operations for the current and comparative prior periods are summarized below. The income statement from September 30, 2012 was restated considering the effects of the Alphaville deconsolidation and presented in a separate heading titled "Result from discontinued operations". The financial statements of prior periods (3Q12 and 9M12) were presented on a comparable basis.

Key Numbers for the Gafisa Group

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

| | | | | | | | |
|--|-----------|-----------|---------|-----------|----------|-----------|-----------|
| Launches | 498,348 | 461,043 | 8.1% | 451,943 | 10.3% | 1,266,943 | 1,462,201 |
| Launches, units | 2,041 | 2,138 | -4.5% | 1,361 | 50.0% | 5,796 | 3,826 |
| Pre-sales | 428,994 | 553,639 | -22.5% | 689,331 | -37.8% | 1,200,914 | 1,727,863 |
| Pre-sales, units | 1,902 | 2,670 | -28.8% | 1,929 | -1.4% | 5,403 | 4,059 |
| Pre-sales of Launches | 173,491 | 262,411 | -33.9% | 447,154 | -61.2% | 529,436 | 969,181 |
| Sales over Supply (SoS) | 10.6% | 13.4% | -280bps | 18.7% | -810bps | 24.8% | 34.5% |
| Delivered projects | 575,987 | 608,096 | -5.3% | 953,361 | -39.6% | 1,394,081 | 3,255,951 |
| Delivered projects, units | 3,106 | 3,073 | 1.1% | 5,531 | -43.8% | 7,779 | 17,728 |
| Considering Alphaville Result as Available for Sale | | | | | | | |
| Net Revenue | 628,047 | 640,864 | -2.0% | 743,453 | -15.5% | 1,776,461 | 2,237,336 |
| Gross Profit | 173,503 | 143,798 | 20.7% | 156,638 | 10.8% | 395,446 | 436,824 |
| Gross Margin | 28% | 22% | 518 bps | 21% | 33.3% | 22% | 20% |
| Adjusted Gross Margin ¹ | 34% | 28% | 22.5% | 28% | 21.4% | 29% | 25% |
| Adjusted EBITDA ² | 139,997 | 93,921 | 49.1% | 152,470 | -8.2% | 291,689 | 368,461 |
| Adjusted EBITDA Margin ² | 22% | 15% | 764 bps | 21% | 4.8% | 16% | 16% |
| Adjusted Net Income (Loss) ² | 23,782 | 6,071 | 291.7% | 26,979 | -11.8% | (10,980) | 22,835 |
| Adjusted Net Margin ² | 4% | 1% | 283 bps | 4% | - | -1% | 1% |
| Net Income (Loss) | 15,777 | (14,144) | -211.5% | 4,841 | 225.9% | (53,840) | (25,628) |
| Net Earnings (Loss) per Share (R\$) | 0.0371 | (0.0333) | 705 bps | 0.0112 | 231.2% | (0.1267) | (0.0593) |
| Outstanding shares ('000 final) | 435,380 | 424,499 | 2.6% | 432,273 | 0.7% | 435,380 | 432,273 |
| Result Available for Sale | (46,993) | (42,473) | 10.6% | (71,973) | -34.7% | (127,758) | (133,024) |
| Pro-Forma – Gafisa + Tenda | | | | | | | |
| Backlog revenues | 1,900,224 | 2,148,090 | -11.5% | 2,813,033 | -42.0% | 1,900,224 | 2,813,033 |
| Backlog results ³ | 624,313 | 708,634 | -11.9% | 1,118,580 | -46.0% | 624,313 | 1,118,580 |
| Backlog margin ³ | 32.9% | 33.0% | -10 bps | 39.8% | -691 bps | 32.9% | 39.8% |
| Net Debt + Investor Obligations | 2,858,095 | 2,519,219 | 13.5% | 2,756,526 | 3.7% | 2,858,095 | 2,756,526 |
| Cash and cash equivalents | 781,606 | 1,101,160 | -29.0% | 991,335 | -21.2% | 781,606 | 991,335 |
| Shareholder's Equity | 2,216,828 | 2,449,326 | -9.5% | 2,637,644 | -16.0% | 2,216,828 | 2,637,644 |
| Shareholder's Equity + Minority shareholders | 2,267,662 | 2,618,458 | -13.4% | 2,773,947 | -18.3% | 2,267,662 | 2,773,947 |
| Total Assets | 8,199,678 | 8,492,744 | -3.5% | 8,532,289 | -3.9% | 8,199,678 | 8,532,289 |
| (Net Debt + Obligations) / (Equity + Minority) | 126.0% | 96.2% | 2998bps | 104.5% | 2150bps | 126.0% | 104.5% |

Note: Financial operational unaudited information

1) Adjusted by capitalized interests

2) Adjusted by expenses with stock option plans (non-cash), minority

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

Results by Segment**Table 2 – Main Operational & Financial Figures - Contribution by Segment – 9M13**

| | | | | |
|--|------------------|-----------------|----------------|------------------|
| Deliveries (PSV R\$000) | 848,178 | 450,336 | 95,567 | 1,394,081 |
| Deliveries (% contribution) | 61% | 32% | 7% | 100% |
| Deliveries (units) | 3,205 | 3,465 | 609 | 7,279 |
| Launches (R\$000) | 406,187 | 250,396 | 610,360 | 1,266,943 |
| Launches (% contribution) | 32% | 20% | 48% | 100% |
| Launches (units) | 578 | 2,060 | 4,484 | 7,122 |
| Pre-Sales (R\$000) | 506,742 | 326,777 | 367,394 | 1,200,914 |
| Pre-Sales (% contr.) | 42% | 27% | 31% | 100% |
| Net Revenues (R\$000)¹ | 1,173,896 | 602,564 | - | 1,776,461 |
| Revenues (% contribution) | 66.1% | 33.9% | - | 100% |
| Gross Profit (R\$000)¹ | 377,772 | 17,674 | - | 395,446 |
| Gross Margin (%) | 32.2% | 2.9% | - | 22.3% |
| EBITDA² (R\$000) | 214,634 | (50,702) | - | 291,689 |
| EBITDA Margin (%) | 18.3% | -8.4% | - | 16.4% |

1) Alphaville results recognized as available for sale.

Updated Status of the Turnaround Strategy

Gafisa Segment

The Gafisa segment remains focused on the core markets of São Paulo and Rio de Janeiro, which form part of the Company's core strategy. The recovery in gross margin reflects the reduced participation of legacy projects in Gafisa's results.

Third quarter consolidated pro forma backlog revenue for the Gafisa Segment totaled R\$1.8 billion, of which around R\$121 million relates to projects located in discontinued markets. The projects outside core markets comprised 4 construction sites and 1,216 units under construction. The Company expects to hold two final outstanding construction sites at the beginning of 2014.

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

Main Indicators

| | | | | | | |
|-----------------------------|-----------|---------|------------------|-----------|---------|------------------|
| PSV in Inventory | 1,543,056 | 320,803 | 1,863,859 | 1,659,206 | 324,888 | 1,983,694 |
| Units in Inventory | 2,539 | 730 | 3,268 | 2,932 | 715 | 3,647 |
| Projects under construction | 46 | 4 | 50 | 52 | 6 | 58 |
| Units to be delivered | 11,135 | 1,216 | 12,351 | 12,542 | 2,456 | 14,998 |
| Cost to be incurred | 1,484,363 | 76,915 | 1,561,278 | 1,673,828 | 273,862 | 1,947,690 |

The higher volume of deliveries versus the second half of 2012 resulted in increased sales cancellations in the 1H13, which has since normalized in the 3Q13. In the first nine months of the year, the volume of dissolutions was R\$402.3 million, of which 38% refer to completed units and 34.6% to units in non-core markets. Of the cancelled units, 38.3% were resold in the same period (44.8% resold in São Paulo, 49.4% resold in Rio de Janeiro and 31.0% resold in other markets).

Table 4. Gross Sales and Dissolutions 2011 – 9M13 (R\$000) – Gafisa Segment by Region

SP+ RJ

| | | | | | | | | | | |
|--------------|-----------|----------|----------|-----------|----------|-----------|-----------|----------|----------|-----------|
| Gross Sales | 2.333.974 | 340.477 | 519.648 | 453.055 | 543.915 | 1.857.094 | 244.389 | 291.258 | 221.193 | 768.138 |
| Dissolutions | (288.933) | (42.264) | (71.194) | (122.727) | (75.181) | (311.365) | (126.771) | (89.652) | (46.683) | (263.106) |
| Net Sales | 2.045.041 | 298.213 | 448.454 | 330.328 | 468.734 | 1.545.729 | 117.618 | 201.606 | 174.510 | 505.032 |

Other Markets

| | | | | | | | | | | |
|--------------|----------|---------|----------|----------|----------|-----------|----------|----------|----------|-----------|
| Gross Sales | 196.399 | 27.257 | 55.142 | 45.502 | 55.578 | 183.479 | 48.300 | 63.328 | 40.569 | 140.897 |
| Dissolutions | (61.351) | (8.768) | (47.213) | (47.840) | (25.860) | (129.681) | (64.801) | (48.023) | (26.363) | (139.187) |
| Net Sales | 135.048 | 18.489 | 7.929 | (2.338) | 29.718 | 53.798 | (16.501) | 15.305 | 14.206 | 1.710 |

Total

| | | | | | | | | | | |
|--------------|-----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|
| Gross Sales | 2.530.373 | 367.734 | 574.790 | 498.556 | 599.493 | 2.040.574 | 292.689 | 354.585 | 261.762 | 909.035 |
| Dissolutions | (350.284) | (51.032) | (118.407) | (170.566) | (101.041) | (441.047) | (191.572) | (137.674) | (73.046) | (402.293) |
| Net Sales | 2.180.089 | 316.702 | 456.383 | 327.990 | 498.452 | 1.599.527 | 101.117 | 216.911 | 188.716 | 506.742 |

While projects located in São Paulo and Rio de Janeiro are performing well, the segment's gross margin continues to be slightly impacted by the worst performance of projects outside core markets. The Company believes in more normalized profitability levels as from the 1H14. Excluding legacy projects in discontinued markets, the Gafisa Segment gross margin would have been 34.0%.

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.

Gross Margin by Market (2011-3Q13)

Net Revenue by Market (2011-3Q13)

Tenda Segment

The Tenda brand resumed launches in early 2013 under a new business model, which was initially focused on the markets of São Paulo and Bahia. Currently, the Company continues to operate in 4 macro regions: São Paulo, Rio de Janeiro, Minas Gerais and Northeast (Bahia and Pernambuco). The new operating model is based on three basic pillars: operating efficiency, risk management and capital discipline.

Table 5. New Tenda Launches in the New Model

| Launch PSV Launched (R\$000) | mar-13 | mar-13 | may-13 | jul-13 | jul-13 | aug-13 |
|------------------------------|--------|--------|--------|--------|--------|--------|
| # Units | 580 | 440 | 240 | 200 | 340 | 260 |
| % PSV Sold (YTD Sep) | 100% | 41% | 46% | 23% | 50% | 40% |
| % Transferred Units (YTD) | 89% | 24% | 35% | 11% | 3% | 24% |

Project

Osasco - SP Camaçari - BA São Paulo - SP Porto Alegre - RS Salvador - BA São Paulo - SP

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

Main Indicators

| | | | | | | |
|-----------------------------|---------|---------|----------------|---|---------|----------------|
| PSV in Inventory | 122,815 | 591,972 | 714,788 | - | 826,671 | 826,671 |
| Units in Inventory | 943 | 3,675 | 4,618 | - | 5,552 | 5,552 |
| Projects under construction | 5 | 30 | 35 | - | 52 | 52 |
| Units to be delivered | 1,859 | 9,995 | 11,854 | - | 13,579 | 13,579 |
| Cost to be incurred | 92,957 | 170,722 | 263,679 | - | 460,629 | 460,629 |

The new business model has resulted in a consistent reduction in the level of dissolutions in recent quarters. We expect this trend to be maintained over the coming quarters, as legacy projects are replaced by projects recently launched by Tenda. In 3Q13, once again, Tenda reported a 15.4% reduction in dissolutions compared to the previous quarter and a 49.4% decline compared with the prior year period. During the 3Q13, sales cancellations declined to R\$133.7 million from R\$157.8 million in the 2Q13, and to R\$263.8 million in the 3Q12. Of the 3,540 units experiencing sales cancellations in the Tenda segment and returned to inventory, 79.1% were resold in the 9M13 period.

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

| | | | | | | | | |
|--------------|---|---|---|---|---|--------|---------|---------|
| Gross Sales | - | - | - | - | - | 13,656 | 57,011 | 59,713 |
| Dissolutions | - | - | - | - | - | - | (2,126) | (7,433) |
| Net Sales | - | - | - | - | - | 13,656 | 54,885 | 52,279 |

Legacy Projects

| | | | | | | | | |
|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Gross Sales | 248,241 | 249,142 | 344,855 | 293,801 | 287,935 | 225,646 | 270,677 | 223,909 |
| Dissolutions | (467,000) | (339,585) | (329,127) | (263,751) | (317,589) | (232,517) | (155,722) | (126,038) |
| Net Sales | (218,759) | (90,443) | 15,728 | 30,050 | (29,653) | (6,871) | 114,956 | 97,872 |

Total

| | | | | | | | | |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Cancelled Units | 4,444 | 3,157 | 2,984 | 2,202 | 2,509 | 1,700 | 1,172 | 924 |
| Gross Sales | 248,241 | 249,142 | 344,855 | 293,801 | 287,935 | 239,302 | 327,689 | 283,622 |
| Dissolutions | (467,000) | (339,585) | (329,127) | (263,751) | (317,589) | (232,517) | (157,848) | (133,471) |
| Net Sales | (218,759) | (90,443) | 15,728 | 30,050 | (29,653) | 6,785 | 169,841 | (150,151) |

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 qualified customers. Thus, Tenda 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 7 months in the 3Q13. 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 includes around 5,689 units to be delivered.

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

| | | | | |
|----------------------|-------|-------|-------|-----|
| # construction sites | 7 | 4 | 2 | 1 |
| # units | 2,365 | 1,900 | 1,180 | 500 |

Of the 3Q13 pro forma backlog revenue for the Tenda segment, totaling around R\$334 million, R\$287 million was related to legacy projects, compared to R\$555 million in 4Q12.

Table 9. Conclusion of Legacy Projects at Tenda – Evolution of Inventory at Market Value (4Q11-3Q13)

| | | | | | | | | |
|---------------------------------------|---|---|---|---|---|---------|--------|---------|
| New Projects | 0 | 0 | 0 | 0 | 0 | 101,132 | 86,611 | 122,815 |
| Finished PSV | 0 | 0 | 0 | 0 | 0 | - | - | - |
| PSV Delivered Units PProntasEntregues | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| | | | | | | | | |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| PSV Under construction | 0 | 0 | 0 | 0 | 0 | 101,132 | 86,611 | 122,815 |
| Legacy Projects | 932,503 | 915,036 | 838,261 | 764,589 | 826,671 | 671,860 | 593,088 | 591,972 |
| PSV Delivered Units PProntasEntregues | 43,397 | 72,404 | 76,872 | 63,728 | 211,924 | 279,037 | 303,520 | 343,280 |
| PSV Under construction | 889,105 | 842,632 | 761,389 | 700,861 | 614,747 | 392,823 | 289,568 | 248,692 |
| Total | 932,503 | 915,036 | 838,261 | 764,589 | 826,671 | 772,992 | 679,699 | 714,787 |
| PSV Delivered Units Entregues | 43,397 | 72,404 | 76,872 | 63,728 | 211,924 | 279,037 | 303,520 | 343,280 |
| PSV Under construction | 889,105 | 842,632 | 761,389 | 700,861 | 614,747 | 493,955 | 376,180 | 371,507 |

Consolidated Operating Results

Consolidated Launches

Third-quarter launches totaled R\$498.3 million, a 8.1% increase compared to 2Q13, and 10.3% rise versus 3Q12. For the 9M13, launches were R\$1.3 billion, a 13.4% decrease compared to the same period last year. The result was impacted by delays in receiving certain licenses and in the approval process for the Gafisa segment, particularly in the city of São Paulo, and for the Alphaville segment, which caused some launches to be moved to the 4Q13.

Year to date launch volumes represent 42% of the mid-range of full-year launch guidance of R\$2.7 to R\$3.3 billion. The before mentioned delays are expected to result in a higher concentration of 4Q13 launches.

18 projects/phases were launched across 6 states in the 9M13. In terms of PSV, Gafisa accounted for 32% of the total, Alphaville 48% and Tenda the remaining 20%.

Table 10. Consolidated Launches (R\$000)

| | | | | | | | | |
|--------------------|----------------|----------------|-------------|----------------|--------------|------------------|------------------|---------------|
| Gafisa Segment | 107,248 | 215,910 | -50.3% | 114,291 | -6.2% | 406,187 | 794,881 | -48.9% |
| Alphaville Segment | 287,455 | 212,077 | 35.5% | 337,652 | -14.9% | 610,360 | 667,320 | -8.5% |
| Tenda Segment | 103,644 | 33,056 | 213.5% | - | - | 250,396 | - | - |
| Total | 498,348 | 461,043 | 8.1% | 451,943 | 10.3% | 1,266,943 | 1,462,201 | -13.4% |

Consolidated Pre-Sales

Third-quarter consolidated pre-sales totaled R\$429.0 million, a decrease of 22.4% compared to 2Q13, and 37.7% versus 3Q12. The result reflects the lower volume of launches in the period.

In the 9M13, sales from launches represented 44.1% of the total, while sales from inventory comprised the remaining 55.9%.

Table 11. Consolidated Pre-Sales (R\$000)

| | | | | | | | | |
|--------------------|----------------|----------------|---------------|----------------|---------------|------------------|------------------|---------------|
| Gafisa Segment | 188,716 | 216,911 | -12.7% | 327,990 | -42.3% | 506,742 | 1,101,076 | -53.9% |
| Alphaville Segment | 90,127 | 166,887 | -46.0% | 331,320 | -72.8% | 367,394 | 671,481 | -45.3% |
| Tenda Segment | 150,151 | 169,841 | -11.6% | 30,050 | 399.7% | 326,777 | -44,464 | -831.6% |
| Total | 428,994 | 553,639 | -22.4% | 689,361 | -37.7% | 1,200,913 | 1,727,893 | -30.5% |

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Consolidated Sales over Supply (SoS)

Consolidated sales over supply reached 10.6% in 3Q13, compared to 13.4% in 2Q13. The consolidated sales speed of launches in the 9M13 reached 41.3%.

Sales of this quarter were impacted by the 2 phased launches of Alphaville projects, in which the distribution of sales throughout the construction phase was already expected, and the contribution of one Gafisa segment launch in the period.

Table 12. Consolidated Sales over Supply (SoS)

| | | | | | | | | |
|--------------------|--------------|--------------|----------------|--------------|----------------|--------------|--------------|-----------------|
| Gafisa Segment | 9.2% | 9.8% | -60bps | 16.5% | -730bps | 21.4% | 39.9% | -1850bps |
| Alphaville Segment | 7.9% | 15.8% | -790bps | 36.4% | -2850bps | 25.8% | 53.7% | -2790bps |
| Tenda Segment | 17.4% | 20.0% | -260bps | 3.8% | 1360bps | 31.4% | -6.2% | - |
| Total | 10.6% | 13.4% | -280bps | 18.7% | -810bps | 24.8% | 36.5% | -1170bps |

Dissolutions

The Company has achieved a consistent reduction in its dissolution levels (ex-Alphaville) since the end of 2012, with quarterly dissolutions declining approximately 64.0%, from R\$573.8 million in 4Q11 to R\$206.5 million in 3Q13. The most notable improvement occurred in Tenda, which achieved a 71.5% reduction in dissolutions over this period, due to the implementation of a new business model and a reduction in old projects. The Gafisa segment, in turn, also achieved a substantial reduction, with dissolutions declining 47.0% on a sequential basis.

History of Dissolutions (R\$ million)

Of the 1,113 Gafisa segment units that were cancelled and returned to inventory in the 9M13, 38.3% have been resold. For the Tenda brand, 3,331 units were returned to inventory following their cancellation, of which 79.1% have been resold.

Projects & Unit Deliveries

The Company delivered 14 projects encompassing 3,106 units in the third quarter, with 1,477 units stemming from the Gafisa segment, 1,014 from Tenda and the remaining 615 from Alphaville. The delivery date is based on the "Delivery Meeting" that takes place with customers, and not upon the physical completion, which is prior to the delivery meeting. In the 9M13, projects delivered by the Gafisa Group comprised 7,779 units. The 9M13 result equates to 50% of full-year guidance.

Units to be delivered in the 4Q13 are either complete or at final stages of completion, awaiting final documentation.

Additional information concerning projects and units delivered by the Gafisa Group can be found in the appendix to this release.

Inventory

Gafisa Group inventory at market value remained stable at R\$3.6 billion at the end of 3Q13. The market value of Gafisa inventory, which represents 51% of total inventory, decreased to R\$1.9 billion at the end of the 3Q13, compared to R\$2.0 billion at the end of the 2Q13.

The market value of Alphaville inventory was R\$1.1 billion at the end of the 3Q13, a 19% increase compared to the 2Q13. Tenda inventory was valued at R\$715 million at the end of the 3Q13, compared to R\$680 million at the end of the 2Q13. As previously mentioned, third quarter consolidated dissolutions declined sharply, decreasing 23.6% on a sequential basis.

Table 13. Inventory at Market Value (R\$000)

| | | | | | | |
|--------------------|------------------|----------------|----------------|-----------------|---------------|------------------|
| Gafisa Segment | 2,007,810 | 107,248 | 73,046 | -262,324 | -61,921 | 1,863,859 |
| Alphaville Segment | 886,365 | 287,455 | 64,598 | -154,725 | -26,287 | 1,057,405 |
| Tenda Segment | 679,699 | 103,644 | 133,471 | -283,622 | 81,595 | 714,788 |
| Total | 3,573,874 | 498,348 | 271,116 | -700,672 | -6,614 | 3,636,052 |

Table 14. Inventories at Market Value - Construction Status (R\$000)

| | | | | | | |
|--------------------|---------------|----------------|------------------|----------------|----------------|------------------|
| Gafisa Segment | 46,710 | 453,658 | 848,882 | 188,184 | 326,425 | 1,863,859 |
| Alphaville Segment | - | 246,707 | 397,568 | 247,674 | 165,456 | 1,057,405 |
| Tenda Segment | 21,626 | 71,659 | 171,600 | 106,623 | 343,280 | 714,788 |
| Total | 68,336 | 772,025 | 1,418,050 | 542,480 | 835,161 | 3,636,052 |

¹ Note: Inventory at market value includes projects with partners. The figure is not comparable to the accounting inventory due to the new accounting consolidation implemented on behalf of CPCs 18, 19 and 36..

Additional information concerning Gafisa Group inventories can be found in the appendix to this release.

Landbank

Gafisa's consolidated landbank, with a PSV of approximately R\$21.2 billion, is comprised of 140 different projects/phases that are located in core market regions. In line with the Company's strategy, 37.5% of landbank has been acquired through swaps – which require no cash obligations. During the 9M13, Gafisa expanded its landbank to support future growth plans with acquisitions totaling R\$2.6 billion in PSV.

Table 15. Landbank 3Q13

| | | | | | | |
|--------------------|-------------------|--------------|--------------|-------------|----------------|----------------|
| Gafisa Segment | 6,365,518 | 36.8% | 36.1% | 0.7% | 11.890 | 13,320 |
| Alphaville Segment | 12,783,076 | 100.0% | - | 100.0% | 74.288 | 128,926 |
| Tenda Segment | 2,090,375 | 28.7% | 22.9% | 5.8% | 18.007 | 18,007 |
| Total | 21,238,969 | 37.5% | 35.8% | 1.7% | 104.186 | 160,252 |

The table below summarizes changes in the Company's landbank during the 3Q13.

Table 16. Changes in Landbank – 3Q13

| | | | | | |
|--------------------|-------------------|------------------|----------------|----------------|-------------------|
| Gafisa Segment | 6,102,340 | 398,063 | 107,248 | -27,637 | 6,365,518 |
| Alphaville Segment | 12,560,960 | 697,771 | 287,455 | -188,200 | 12,783,075 |
| Tenda Segment | 1,874,958 | 189,456 | 103,644 | 129,605 | 2,090,375 |
| Total | 20,538,258 | 1,285,290 | 498,348 | -86,232 | 21,238,968 |

Consolidated Financial Results

Third quarter Alphaville results continue to be classified as "Assets/Liabilities Available for Sale", and the reported consolidation reflects 100% of the financial results of Alphaville.

Revenues

On a consolidated basis, 3Q13 net revenues totaled R\$628.0 million, in line with the 2Q13 and a decrease of 15.5% compared with the 3Q12. The result reflects the contribution of revenues from the delivery of Tenda legacy projects. New launches are still in the final stages of revenues.

During the 3Q13, the Gafisa segment accounted for 68.8% of net revenues, while Tenda comprised the remaining 31.2%. The below table presents detailed information on the makeup of revenues:

Table 17. Gafisa + Tenda - Pre-Sales (Dissolutions) and Recognized Revenues, by Launch Year (R\$000)

| | | | | | | | | | |
|---------------------|---------------------|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Gafisa | Launches 2013 | 36,885 | 19.5% | 21,782 | 5.0% | - | - | - | - |
| | Launches 2012 | 40,995 | 21.7% | 100,993 | 23.4% | 179,161 | 54.6% | 59,734 | 13.7% |
| | Launches 2011 | 39,674 | 21.0% | 221,471 | 51.2% | 60,639 | 18.5% | 82,117 | 18.9% |
| | Launches ≤ 2010 | 71,162 | 37.7% | 61,407 | 14.2% | 88,191 | 26.9% | 251,544 | 57.7% |
| | Landbank | - | - | 26,600 | 6.2% | - | - | 42,214 | 9.7% |
| | Total Gafisa | 188,716 | 100.0% | 432,252 | 100.0% | 327,990 | 100.0% | 435,609 | 100.0% |
| Tenda | Launches 2013 | 74,307 | 49.5% | 15,801 | 8.1% | - | - | - | - |
| | Launches 2012 | - | - | - | - | - | - | - | - |
| | Launches 2011 | 10,575 | 7.0% | 16,383 | 8.4% | -10,819 | -36.0% | 13,250 | 4.3% |
| | Launches ≤ 2010 | 65,268 | 43.5% | 152,222 | 77.7% | 40,869 | 136.0% | 276,805 | 89.9% |
| | Landbank | - | - | 11,389 | 5.8% | - | - | 17,789 | 5.8% |
| | Total Tenda | 150,151 | 100.0% | 195,794 | 100.0% | 30,050 | 100.0% | 307,844 | 100.0% |
| Consolidated | Launches 2013 | 111,193 | 32.8% | 37,582 | 6.0% | - | 0.0% | - | - |
| | Launches 2012 | 40,995 | 12.1% | 100,993 | 16.1% | 179,161 | 150.0% | 59,734 | 8.0% |
| | Launches 2011 | 50,249 | 14.8% | 237,854 | 37.9% | 49,820 | 13.9% | 95,368 | 12.8% |
| | Launches ≤ 2010 | 136,430 | 40.3% | 213,629 | 34.0% | 129,060 | 36.0% | 528,350 | 71.1% |
| | Landbank | - | 0.0% | 37,988 | 6.0% | - | 0.0% | 60,003 | 8.1% |
| | Total | Total Gafisa Group | 338,867 | 100.0% | 628,047 | 100.0% | 358,041 | 100.0% | 743,454 |

Additional information on the composition of Gafisa Group revenues can be found in the appendix to this earnings release.

Gross Profit

Gross profit for the period was R\$173.5 million, compared with R\$143.8 million registered in 2Q13 and a 10.8% rise y-o-y. from the R\$156.6 million of the 3Q12. Gross margin in the quarter reached 27.6%, increase of 5 percentage points from the previous quarter. Still, the gross margin is improving as Gafisa and Tenda segment legacy projects are replaced by projects launched in core markets containing higher margins. The increased contribution of more profitable projects to consolidated results can be observed throughout 2013. In addition, other factors contributed to the margin improvement, such as the effect of the National Index of Construction Costs (INCC) variation in May and the sale of landbank at Gafisa.

Table 18. Gafisa + Tenda - Gross Margin (R\$000)

| | | | | | | | | |
|---------------------|----------------|----------------|--------------|----------------|--------------|----------------|----------------|--------------|
| Gross Profit | 173,503 | 143,798 | 20.7% | 156,638 | 10.8% | 395,446 | 436,824 | -9.5% |
| Gross Margin | 27.6% | 22.4% | 519 bps | 21.1% | 656 bps | 22.3% | 19.5% | 274 bps |

Additional information regarding the breakdown of the Gafisa Group gross margin can be found in the appendix to this earnings release.

Selling, General and Administrative Expenses (SG&A)

SG&A expenses totaled R\$101.3 million in the 3Q13, a 12.6% decrease compared with the R\$115.9 reported in 3Q12 and a 7.9% sequential reduction. The improvement primarily reflects reduced selling expenses, which amounted to R\$46.1 million, representing a 23.6% decrease versus 2Q13. General and administrative expenses decreased by 8.2% compared to 3Q12, but rose 11.2% compared with the 2Q13.

Table 19. Gafisa + Tenda - SG&A Expenses (R\$000)

| | | | | | | | | |
|--------------------------------|----------------|----------------|--------------|----------------|---------------|------------------|------------------|---------------|
| Selling Expenses | 46,165 | 60,407 | -23.6% | 55,888 | -17.4% | 161,792 | 160,748 | 0.6% |
| General & Administr. Expenses | 55,155 | 49,599 | 11.2% | 60,105 | -8.2% | 157,759 | 179,835 | -12.3% |
| Total SG&A Expenses | 101,320 | 110,006 | -7.9% | 115,993 | -12.6% | 319,551 | 340,583 | -6.2% |
| Launches | 498,348 | 461,043 | 8.1% | 451,943 | 10.3% | 1,266,943 | 1,362,201 | -13.4% |
| Net Pre-Sales | 429,556 | 553,639 | -22.4% | 689,361 | -37.7% | 1,201,477 | 1,727,893 | -30.5% |
| Net Revenue | 628,047 | 640,864 | -2.0% | 743,453 | -15.5% | 1,776,482 | 1,837,336 | -20.6% |

The Company is focused on the stabilization of SG&A and given the impending completion of the turnaround cycle, continues to seek out efficiency improvements so as to reduce costs and improve productivity.

Table 20. Gafisa + Tenda - SG&A / Launches (%)

| | | | | | | | | |
|-----------------------|-------|-------|----------|-------|----------|-------|-------|---------|
| Sales / Launches | 9.3% | 13.1% | -384 bps | 12.4% | -310 bps | 12.8% | 11.0% | 178 bps |
| G&A / Launches | 11.1% | 10.8% | 31 bps | 13.3% | -223 bps | 12.5% | 12.3% | 15 bps |
| Total SG&A / Launches | 20.3% | 23.9% | -353 bps | 25.7% | -533 bps | 25.2% | 23.3% | 193 bps |

Table 21. Gafisa + Tenda - SG&A / Pre-Sales (%)

| | | | | | | | | |
|------------------------|-------|-------|---------|-------|---------|-------|-------|---------|
| Sales / Pre-Sales | 10.7% | 10.9% | -16 bps | 8.1% | 264 bps | 13.5% | 9.3% | 416 bps |
| G&A / Pre-Sales | 12.8% | 9.0% | 388 bps | 8.7% | 412 bps | 13.1% | 10.4% | 272 bps |
| Total SG&A / Pre-Sales | 23.6% | 19.9% | 372 bps | 16.8% | 676 bps | 26.6% | 19.7% | 689 bps |

Table 22. Gafisa + Tenda - SG&A / Net Revenue (%)

| | | | | | | | | |
|--------------------------|-------|-------|----------|-------|---------|-------|-------|---------|
| Sales / Net Revenue | 7.4% | 9.4% | -208 bps | 7.5% | -17 bps | 9.1% | 7.2% | 192 bps |
| G&A / Net Revenue | 8.8% | 7.7% | 104 bps | 8.1% | 70 bps | 8.9% | 8.0% | 84 bps |
| Total SG&A / Net Revenue | 16.1% | 17.2% | -103 bps | 15.6% | 53 bps | 18.0% | 15.2% | 277 bps |

Additional information on Gafisa Group Selling, General and Administrative Expenses can be found in the appendix to this earnings release.

Management & Board Compensation

In the period ended September 30, 2013 and 2012, the amounts related to management compensation are stated as follows:

Table 23. Management Compensation Gafisa + Tenda (R\$000)

| | | | |
|------------------------------|--------------|--------------|------------|
| Number of members | 9 | 8 | 3 |
| Fixed annual compensation | 1,420 | 3,791 | 120 |
| Salaries | 1,389 | 3,510 | 120 |
| Direct and indirect benefits | 31 | 218 | - |
| Monthly compensation | 158 | 421 | 13 |
| Total compensation | 1,420 | 3,791 | 120 |
| Profit sharing | - | 6,469 | - |
| | | | |
| Number of members | 9 | 7,6 | 3 |
| Fixed annual compensation | 1,312 | 3,522 | 104 |
| Salaries | 1,309 | 3,320 | 104 |
| Direct and indirect benefits | 3 | 202 | - |
| Monthly compensation | 146 | 391 | 11 |
| Total compensation | 1,312 | 3,522 | 104 |
| Profit sharing | - | 7,350 | - |

Table 24. Profit Sharing

| | | |
|-------------------------------|---------------|---------------|
| Executive Officers | 6,469 | 7,350 |
| Other employees | 19,767 | 35,556 |
| Operations available for sale | - | (12,156) |
| Total | 26,236 | 30,750 |

Consolidated Adjusted EBITDA

Adjusted EBITDA totaled R\$140.1 million in the 3Q13, a 49.1% increase compared to the R\$93.9 million of the 2Q13. During the 3Q13, the adjusted EBITDA margin reached 22.3%, compared to 14.7% in 2Q13 and 20.5% in 3Q12.

Gafisa Group presented a substantial increase in its Adjusted EBITDA (+49.2%) with an Adjusted EBITDA Margin of 22.3%, reflecting an 8.6% decrease in operating costs that came despite a slight decrease in net revenues in 3Q13. Additionally, reduced SG&A (which was R\$8.7 million and R\$14.7 million lower than 2Q13 and 3Q12, respectively) also benefited results.

Table 25. Gafisa + Tenda + Alphaville - Consolidated Adjusted EBITDA (R\$000)

| | | | | | | | | |
|--|----------------|-----------------|----------------|----------------|----------------|------------------|------------------|---------------|
| Net Income (Loss) | 15,777 | (14,144) | -211.5% | 4,841 | 225.9% | (53,839) | (25,628) | 110.1% |
| (+) Financial results | 48,486 | 33,662 | 44.0% | 49,124 | -1.3% | 131,313 | 145,578 | -9.8% |
| (+) Income taxes | 7,019 | 6,992 | 0.4% | 7,346 | -4.5% | 20,448 | 25,395 | -19.5% |
| (+) Depreciation & Amortization | 18,142 | 11,022 | 64.6% | 17,317 | 4.8% | 38,573 | 45,482 | -15.2% |
| (+) Capitalized interests | 42,570 | 36,174 | 17.7% | 51,704 | -17.7% | 112,336 | 129,170 | -13.0% |
| (+) Expenses w/ stock options | 4,170 | 4,884 | -14.6% | 3,085 | 35.2% | 13,715 | 14,798 | -7.3% |
| (+) Minority shareholders | 3,838 | 15,331 | -75.0% | 19,053 | -79.9% | 29,144 | 33,665 | -13.4% |
| Adjusted EBITDA | 139,997 | 93,921 | 49.2% | 152,470 | -8.2% | 291,689 | 368,461 | -20.8% |
| Net Revenue | 628,047 | 640,864 | -2.0% | 743,453 | -15.5% | 1,776,461 | 2,237,336 | -20.6% |
| Adjusted EBITDA Margin | 22,3% | 14,7% | 766 bps | 20,5% | 178 bps | 16,4% | 16,5% | -4 bps |
| (-) Alphaville Result classified as available for sale | (46,993) | (42,473) | 10.6% | (71,973) | -34.7% | (127,758) | (133,024) | -4.0% |

EBITDA adjusted by expenses associated with stock option plans, as this is an entry, non-cash expense.

Additional information on the EBITDA for each of the Company's operating segments can be found in the appendix to this earnings release.

Depreciation and Amortization

Depreciation and amortization in the 3Q13 reached R\$18.1 million, a 4.8% increase when compared to the 3Q12.

Financial Results

Net financial expenses totaled R\$48.5 million in 3Q13, in line with the negative net result of R\$49.1 million in 3Q12. Financial revenues totaled R\$17.0 million, a 51.4% y-o-y increase compared to the R\$11.2 million recorded in 3Q12 and the R\$16.7 million reached in 2Q13, due to the higher average CDI rate in the period. Financial expenses reached R\$65.5 million, compared to R\$60.3 million in 2Q13 and R\$50.4 million in 3Q12, due to the higher average CDI rate in the period coupled with the effect of mark-to-market adjustments.

Taxes

Income taxes, social contribution and deferred taxes for 3Q13 amounted to R\$7.0 million, broadly in line with the 2Q13 result of \$6.9 million and R\$7.3 million posted in the 3Q12.

Adjusted Net Income

Gafisa Group ended the 3Q13 with net income of R\$15.8 million, reversing a loss of R\$14.1 million recorded in 2Q13. Despite the reduction in the level of the Company's revenues, net income benefited from a reduction in costs and expenses. The anticipated nonrecurring after-tax gain on the sale of Alphaville is not reflected in consolidated earnings.

Backlog of Revenues and Results

The backlog of results to be recognized under the PoC method was R\$624.3 million in the 3Q13. The consolidated margin for the quarter was 32.9%, in line with the result posted in 2Q13. The table below shows the backlog margin by segment:

Table 26. Results to be recognized (REF) by company (R\$000)

| | | | | |
|-------------------------------------|------------------|----------------|------------------|----------------|
| Revenues to be recognized | 1,625,581 | 274,642 | 1,900,224 | 805,518 |
| Costs to be recognized (units sold) | -1,064,057 | -211,853 | -1,275,911 | -389,582 |
| Results to be Recognized | 561,524 | 62,789 | 624,313 | 415,935 |
| Backlog Margin | 34.5% | 22.9% | 32.9% | 51.6% |

Note: Revenues to be recognized are net of PIS/Cofins (3.65%); excludes the PVA (Present Value Adjustment) method introduced by Law n^o 11,638

The amounts include projects still under suspension clause.

Table 27. Gafisa Group (Gafisa + Tenda) - Results to be recognized (REF) (R\$000)

| | | | | | | | | |
|-------------------------------------|------------------|------------------|----------------|------------------|-----------------|------------------|------------------|-----------------|
| Revenues to be recognized | 1,900,224 | 2,148,090 | -11.5% | 3,702,549 | -48.7% | 1,900,224 | 3,702,549 | -48.7% |
| Costs to be recognized (units sold) | -1,275,911 | -1,439,456 | -11.4% | -2,390,611 | -46.6% | -1,275,911 | -2,390,611 | -46.6% |
| Results to be Recognized | 624,313 | 708,634 | -11.9% | 1,311,938 | -52.4% | 624,313 | 1,311,938 | -52.4% |
| Backlog Margin | 32.9% | 33.0% | -13 bps | 35.4% | -258 bps | 32.9% | 35.4% | -258 bps |

Note: It is included in the gross profit margin and not included in the backlog margin: Present Value Adjustment (PVA) on receivables, revenue related to swaps, revenue and cost of services rendered, PVA over property (land) debt, cost of swaps and provision for guarantees.

GAFISA SEGMENT

Focuses on residential developments within the upper, upper-middle, and middle-income segments, with unit prices exceeding R\$250,000.

Gafisa Segment Launches

Third-quarter launches reached R\$107.2 million and comprised 1 project/phase in the city of São Paulo. The result represents a 6.2% y-o-y decline from the R\$114.3 million in 3Q12 and a reduction of 50.3% when compared to the 2Q13. Launches in the 9M13 reached R\$406.2 million, a 48.9% decrease versus the same period of the previous year.

Delays in obtaining certain licenses and approvals for projects in the Gafisa segment in the city of São Paulo resulted in some launches being moved to the fourth quarter.

Gafisa Launches by Region (% and in R\$ million)

Additional information on Gafisa segment launches can be found in the appendix to this earnings release.

Gafisa Segment Pre-Sales

Third-quarter gross pre-sales totaled R\$261.7 million, a 26.0% decrease compared to 2Q13. Net pre-sales reached R\$189.3 million in 3Q13, a 12.7% decrease compared to 2Q13 and 42.3% decline y-o-y. Sales from launches during the year represented 32.3% of the total, while sales from inventory comprised the remaining 67.7%. In the 3Q13, sales speed was 9.2%, compared to 9.8% in 2Q13, and 16.5% in 3Q12. The sales speed of Gafisa segment launches was 40.4% for the year.

The volume of dissolutions in the 3Q13 was R\$73.0 million, a 46.9% decrease relative to the 2Q13. Of the 1,113 Gafisa segment units cancelled and returned to inventory, 38.3% were resold in the 9M13. In the core markets of Sao Paulo and Rio de Janeiro, 616 units were cancelled, with 49.5% already resold.

Gafisa Segment Pre-Sales by Region (% and in R\$ million)

Additional information on Gafisa segment pre-sales can be found in the appendix to this earnings release.

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Gafisa Vendas

During the 3Q13, Gafisa Vendas – an independent sales unit of the Company, with operations in Sao Paulo and Rio de Janeiro, focused on selling inventory - was responsible for 55% of gross sales in the period. Gafisa Vendas currently has a team of 600 highly trained, dedicated consultants, combined with an online sales force.

Gafisa Segment Delivered Projects

During the 9M13, Gafisa delivered 15 projects/phases and 3,205 units, reaching 75% of the mid-range of full-year guidance of 3,500 to 5,000 units for the brand.

Table 28 - Gafisa Segment Delivered Projects and Transfers Completed for the Period

| | | | | | | | | |
|------------------------------|---------|---------|--------|---------|--------|---------|-----------|--------|
| PSV Transferred ¹ | 243,274 | 208,467 | 16.7% | 285,344 | -14.7% | 678,010 | 793,556 | -14.6% |
| Delivered Projects | 6 | 9 | - | 4 | - | 16 | 27 | - |
| Delivered Units Entregues | 1,477 | 1,642 | -10.0% | 709 | 108.3% | 3,205 | 4,735 | -32.3% |
| Delivered PSV ² | 373,144 | 436,038 | -14.4% | 366,432 | 1.8% | 848,178 | 1,650,029 | -48.6% |

Note: 1– PSV refers to potential sales value of the units transferred to financial institutions. 2– PSV refers to potential sales value of delivered units.

Additional information of Gafisa segment delivered projects can be found in the appendix to this earnings release.

Gafisa Segment Landbank

Gafisa segment landbank, with a PSV of approximately R\$6.4 billion, is comprised of 76 different projects/phases located exclusively in core markets. Amounting to nearly 12 thousand units, 76% are located in São Paulo and 24% in Rio de Janeiro. In line with the Company's strategy, 36.8% of the landbank was acquired through swaps, which do not require cash obligations. During the 9M13, Gafisa expanded its landbank to support future launching projections with acquisitions totaling R\$1.0 billion in PSV.

Table 29 – Gafisa Segment Landbank – 3Q13

| | | | | | | |
|----------------|------------------|--------------|--------------|-------------|---------------|---------------|
| São Paulo | 4,858,171 | 26.6% | 25.6% | 0.9% | 9,988 | 11,414 |
| Rio de Janeiro | 1,507,347 | 68.3% | 68.3% | - | 1,903 | 1,906 |
| Total | 6,365,518 | 36.8% | 36.1% | 0.7% | 11,890 | 13,320 |

Inventory

The Company maintained its focus on inventory reduction initiatives. Accordingly, inventory represented 67.7% of total sales in the 9M13. The market value of Gafisa segment inventory was stable at R\$1.9 billion at the end of the 3Q13. The inventory of finished units outside core markets was R\$320.8 million or 17% of the total. In the same period, inventory of finished units comprised R\$326.4 million, or 17% of the total inventory. Of this amount, inventory from projects launched outside core markets totaled R\$320.8 million.

Table 30. Inventory at Market Value 3Q13 x 2Q13 (R\$000) – Gafisa Segment by Region

| | | | | | | | |
|---------------------|------------------|----------------|---------------|-----------------|----------------|------------------|--------------|
| São Paulo | 1,289,709 | 107,248 | 35,839 | -189,508 | -79,838 | 1,163,449 | -9.8% |
| Rio de Janeiro | 392,563 | - | 10,844 | -31,685 | 7,884 | 379,607 | -3.3% |
| Other | 325,537 | - | 29,363 | -40,569 | 9,471 | 320,803 | -1.5% |
| Total Gafisa | 2,007,810 | 107,248 | 73,046 | -261,762 | -62,483 | 1,863,859 | -7.2% |

| | | | | | | |
|--------|--------|---------|---------|---------|---------|-----------|
| Gafisa | 46,710 | 453,658 | 848,882 | 188,184 | 326,425 | 1,863,859 |
|--------|--------|---------|---------|---------|---------|-----------|

Note: 1) BoP beginning of period – 2Q13. 2) EoP end of period – 3Q13. 3) % Change 3Q13 versus 2Q13. 4) 3Q13 sales speed. 5) projects cancelled during the period.

TENDA SEGMENT

Focuses on affordable residential developments, with unit prices between R\$100,000 and R\$250,000.

Tenda Segment Launches

Having achieved control of both the operational and financial cycle, the Tenda brand resumed launches in 1H13. Third-quarter launches totaled R\$103.6 million and included 3 projects/phases. In the 9M13, Tenda launched R\$250.4 million. The brand accounted for 20.8% of 3Q13 consolidated launches and 19.7% in the 9M13.

Tenda Launches by Region (% and in R\$ million)

In the appendix to this release, you will find more information about the Tenda segment launches.

Tenda Segment Pre-Sales

During the 3Q13, net pre-sales totaled R\$150.1 million. Sales from units launched during the 9M13 represented 43.7% of total contracted sales. Sales from inventory accounted for the remaining 56.3%.

All new projects under the Tenda brand are being developed in phases, in which all pre-sales are contingent upon the ability to pass mortgages onto financial institutions. Of the 9M13 launches totaling R\$250.4 million, all were launched within the confines of Tenda's new business model. Sales of R\$142.8 million were registered (57.0% of total), of which R\$79.1 million were already transferred. That accounts for 464 units transferred to financial institutions in the 3Q13 and 717 mortgage transfers in the 9M13.

In the 3Q13, sales speed (sales over supply) was 17.4%, compared to 20.0% in the 2Q13.

Tenda is focused on the completion and delivery of its legacy projects, and is dissolving contracts with ineligible clients, so as to resell these units to qualified customers. Of the 3,331 Tenda units that were cancelled and returned to inventory in the 9M13, 79.1% were resold to qualified customers in the same period.

Table 31. Pre-Sales (Net of Dissolutions) by Market Region - Tenda Segment (R\$000)

| | | | | | | | | |
|--------------------|-----------|----------------|---------------|---------------|----------------|---------------|----------------|----------------|
| Tenda | São Paulo | -47,561 | 2,852 | -8,111 | -6,148 | 13,013 | 43,569 | 33,281 |
| | (%) | 52.7% | 17.8% | -27.0% | 20.3% | 191.2% | 25.7% | 22.2% |
| Rio de Janeiro | | -190 | 10,628 | 11,481 | 15,605 | 16,607 | 32,444 | 12,469 |
| | (%) | 0.2% | 67.5% | 38.3% | -52.0% | 245.6% | 19.1% | 8.3% |
| Minas Gerais | | -32,805 | -30,185 | -13,077 | -22,121 | -15,491 | 11,714 | 8,036 |
| | (%) | 36.3% | -192.4% | -43.7% | 75.0% | -227.9% | 6.9% | 5.3% |
| Northeast | | -20,629 | 10,150 | 17,384 | 13,219 | 10,214 | 23,253 | 36,126 |
| | (%) | 22.8% | 64.3% | 58.0% | -44.0% | 150.0% | 13.7% | 24.1% |
| Other | | 10,743 | 22,283 | 22,373 | -30,208 | -17,561 | 58,862 | 60,239 |
| | (%) | -11.8% | 143.0% | 74.7% | 100.7% | -258.8% | 34.7% | 40.1% |
| Total (R\$) | | -90,443 | 15,728 | 30,050 | -29,653 | 6,785 | 169,841 | 150,151 |
| | (%) | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

In the appendix to this earnings release, you will find more information on Tenda segment pre-sales.

nnbsp;

Tenda Segment Transfers

In the 3Q13, Tenda transferred 2,571 units to financial institutions, being 464 related to new projects, totaling 9,942 transfers in the 9M13 period, in which 717 are related to Tenda's new projects.

Table 32 – PSV Transferred - Tenda (R\$000)

| | | | | | | | | |
|------------------------------|---------|---------|-------|---------|--------|---------|---------|--------|
| New Projects | 52,466 | 26,608 | 97.2% | - | - | 79,074 | - | - |
| Legacy Projects | 230,613 | 249,699 | -7.6% | 295,010 | -21.8% | 480,313 | 868,008 | -44.7% |
| PSV Transferred ¹ | 283,079 | 276,308 | 2.5% | 295,010 | -4.0% | 559,387 | 868,008 | -35.6% |

Note: 1- PSV refers to potential sales value of units transferred to financial institutions.

Tenda Segment Delivered Projects

During the 9M13, Tenda delivered 25 projects/phases and 3,540 units, representing 51% of the mid-range of full-year delivery guidance of 6,500 to 7,500 units for the brand.

Additional information about Tenda segment delivered projects can be found in the appendix to this release.

Tenda Segment Landbank

Tenda segment landbank, with a PSV of approximately R\$2.1 billion, is comprised of 51 different projects/phases located in core markets. 11% are located in São Paulo, 14% in Rio de Janeiro, 11% in Minas Gerais and the remaining in the Northeast region, specifically in the states of Bahia and Pernambuco. Altogether these amount to more than 18 thousand units. During the 9M13, Tenda expanded its landbank to support future launches with acquisitions totaling R\$199.6 million in PSV, which were concentrated in the Company's core markets.

Table 33. Landbank - Tenda Segment - 3Q13

| | | | | | | |
|----------------|------------------|--------------|--------------|-------------|---------------|---------------|
| São Paulo | 227,992 | 9.9% | 9.9% | - | 2,059 | 2,059 |
| Rio de Janeiro | 297,941 | - | - | - | 2,519 | 2,519 |
| Northeast | 1,337,301 | 24.9% | 19.5% | 5.5% | 11,579 | 11,579 |
| Minas Gerais | 227,141 | 75.2% | 60.7% | 14.5% | 1,849 | 1,849 |
| Total | 2,090,375 | 28.7% | 22.9% | 5.8% | 18,007 | 18,007 |

Inventory

Tenda has been achieving satisfactory results on its inventory reduction initiatives, with inventory representing 56.3% of total sales for the 9M13. The market value for Tenda inventory remained stable at R\$714.8 million at the end of the third quarter. The legacy projects inventory for the Tenda segment totaled R\$592.0 million or XX% of the total. In the same period, inventory of units within the Minha Casa, Minha Vida program comprised R\$426.2 million, or 61% of the total inventory, while the proportion outside the program declined from 45% in 2Q13 to 39% in 3Q13.

Table 34. Inventory at Market Value 3Q13 x 2Q13 (R\$000) – Tenda Segment by Region

| | | | | | |
|--------------------|----------------|----------------|----------------|-----------------|---------------|
| | | 65,732 | | | |
| São Paulo | 133,639 | | 26,447 | -59,727 | 4,468 |
| Rio de Janeiro | 89,356 | - | 18,291 | -30,760 | 9,856 |
| Minas Gerais | 70,740 | - | 29,680 | -37,716 | 4,543 |
| Northeast | 86,101 | 37,912 | 12,189 | -48,315 | 6,081 |
| Other | 299,864 | - | 46,864 | -107,103 | 65,582 |
| Total Tenda | 679,699 | 103,644 | 133,471 | -283,622 | 81,595 |
| MCMV | 371,390 | 103,644 | 75,333 | -194,548 | 80,391 |
| Out of MCMV | 308,309 | - | 58,138 | -89,074 | 1,204 |

Note: 1) BoP beginning of period – 2Q13. 2) EoP end of period – 3Q13. 3) % Change 3Q13 versus 2Q13. 4) 3Q13 sales speed. 5) projects cancelled during the period.

ALPHAVILLE SEGMENT

Focuses on the sale of residential lots, with unit prices between R\$130.000 and R\$R\$500.000, and is present in 68 cities across 23 states and in the Federal District.

Alphaville Segment Launches

Third-quarter launches totaled R\$287.4 million, a 35.5% increase compared to 2Q13 and 14.9% decrease versus the year-ago period. Launch volumes included 3 projects/phases across 2 states. The segment accounted for 48.2% of 9M13 consolidated launches, slightly up from the 45.6% a year ago. The approval term of certain allotments was longer than planned, which also led to a concentration of launches in the last quarter of the year.

Additional information on Alphaville segment launches can be found in the appendix to this earnings release.

Alphaville Pre-Sales

Third-quarter net pre-sales reached R\$90.1 million, a 46.0% decrease compared to the 2Q13 and 72.8% decline y-o-y. During the 9M13, the residential lots segment's share of consolidated pre-sales reached 30.6%, versus 38.9% in the same period of last year. In the 3Q13, sales speed (sales over supply) was 7.9%, compared to 15.8% in the 2Q13. 9M13 sales speed from launches was 36.5%. Sales from launches represented 55.5% of total sales in the quarter. A portion of sales from Alphaville launches occurring towards the end of the 3Q13 were registered in early October.

Additional information on Alphaville segment pre-sales can be found in the appendix to this earnings release.

Alphaville Segment Delivered Projects

During the 9M13, Alphaville delivered 2 projects/phases and 1,034 units, reaching 24.3% of the mid-range of full-year guidance of 3,500 to 5,000 units for the brand.

Additional information on Alphaville segment delivered projects can be found in the appendix to this earnings release.

Alphaville Segment Landbank and Inventory 3Q13

The table below presents more detail on the breakdown of Alphaville's landbank and also inventory at market value in the 3Q13:

Table 35 – Alphaville Segment Landbank - 3Q13

| | | | | | | |
|----------------|-------------------|-------------|----------|-------------|---------------|----------------|
| São Paulo | 2,075,922 | 100% | - | 100% | 12,452 | 22,323 |
| Rio de Janeiro | 1,031,652 | 100% | - | 100% | 5,664 | 11,061 |
| Other | 9,675,501 | | | | | |
| Total | 12,783,076 | 100% | - | 100% | 74,288 | 95,542 |
| | | | | | 74,288 | 128,926 |

Table 36. Inventory at Market Value 3Q13 x 2Q13 (R\$000)

| | | | | | | | |
|-------------------------|----------------|----------------|---------------|-----------------|----------------|------------------|--------------|
| Total Alphaville | 886,365 | 287,455 | 64,598 | -154,725 | -26,287 | 1,057,405 | 19.3% |
| ≤ R\$200K | 392,054 | 67,408 | 20,839 | -72,956 | -3,125 | 359,720 | 3.5% |
| > R\$200K: | | | | | | | |
| ≤ R\$500K | 346,664 | 220,048 | 35,865 | -70,106 | -42,370 | 490,100 | 41.4% |
| > R\$500K | 192,147 | - | 7,894 | -11,663 | 19,208 | 207,585 | 8.0% |

Note: 1) BoP beginning of period – 2Q13. 2) EoP end of period – 3Q13. 3) % Change 3Q13 versus 2Q13. 4) 3Q13 sales speed. 5) projects cancelled during the period.

BALANCE SHEET

Cash and Cash Equivalents

On September 30, 2013, cash and cash equivalents, and securities, totaled R\$781.6 million, impacted by the acquisition of the remaining 20% stake in Alphaville.

Accounts Receivable

At the end of the 3Q13, total consolidated accounts receivable decreased 26.6% y-o-y to R\$4.3 billion, and was 7.0% below the R\$4.7 billion recorded in the 2Q13.

Currently, Gafisa and Alphaville segments have approximately R\$450 million in accounts receivable from finished units.

Table 37. Total receivables (R\$000)

| | | | | | |
|--|------------------|------------------|--------------|------------------|---------------|
| Receivables from developments – LT (off balance sheet) | 1,972,210 | 2,229,465 | -11.5% | 3,548,789 | -44.4% |
| Receivables from PoC – ST (on balance sheet) | 2,103,130 | 2,184,064 | -3.7% | 2,766,247 | -24.0% |
| Receivables from PoC – LT (on balance sheet) | 301,570 | 286,913 | 5.1% | 1,130,836 | -73.3% |
| Total | 4,376,910 | 4,700,442 | -6.9% | 7,445,872 | -41.2% |

Notes: ST – Short term | LT- Long term | PoC – Percentage of Completion Method

Receivables from developments: accounts receivable not yet recognized according to PoC and BRGAAP

Receivables from PoC: accounts receivable already recognized according to PoC and BRGAAP

Liquidity

In the third quarter, the Company's level of indebtedness and leverage was temporarily impacted by the settlement of the purchase of the outstanding (20%) shares of Alphaville. Following is a brief explanation about the impacts:

Table 38. Impact Acquisition of 20% Stake in Alphaville

| | | | | |
|--|------------------|------------------|-----------------|-----------------|
| Minority Shareholders | 50,834 | 169,132 | -118,298 | -120,051 |
| Shareholder's Equity | 2,216,828 | 2,449,326 | -232,498 | -252,449 |
| Shareholder's Equity + Minority | 2,267,662 | 2,618,458 | -350,796 | -372,500 |
| Cash and Cash Equivalents | 781,606 | 1,101,160 | -319,554 | -366,662 |
| Total Debt + Investor Obligations | 3,639,701 | 3,620,379 | 19,322 | - |
| Net Debt | 2,858,095 | 2,519,219 | 338,876 | - |
| (Net Debt) / (Shareholder's Equity) | 126.0% | 96.2% | 2998 bps | - |

The acquisition of the remaining stake (20%) of Alphaville eventually impacted the level of indebtedness of the Company and hence its leverage ratio. The transaction was financed through the partial use of the Company's cash and by funding R\$250.0 million in June, or the 2Q13. The total disbursement was made in July (3Q13) in the amount of R\$366.6 million.

As a result of the acquisition, the Minority Shareholders line was reduced by R\$120.1 million, related to the 20% stake in Alphaville recognized as Asset Available for Sale. This change has led to the first impact on the Company's shareholder's equity. The recognition of goodwill amounting to R\$252.4 million resulted in a further reduction of the Company's shareholder's equity, which went from R\$2.618 billion in the last quarter to R\$2.268 billion in the 3Q13, a 13.4% decrease. Such goodwill will be reversed by the time of the settlement of the sale of the 70% stake in Alphaville.

During these transitory adjustments, the Company saw its net debt/equity ratio reach 126.0%, compared to 96.2% in the previous quarter. Excluding Project Finance, this net debt/equity ratio reached 44.7% versus 27.5% in the previous period.

In addition, it should be noted that at the time of settlement of the Alphaville transaction, the Company's expected leverage ratio (Net Debt / Equity) is estimated to reach around 55%.

Further detail about the Company's indebtedness structure after the transient effects of the acquisition of the remaining stake of Alphaville is noted below.

Net debt totaled R\$2.8 billion at the end of 3Q12, a slight increase of 3.7% over the previous year. Currently, the Company has access to a total of R\$1.6 billion in construction finance lines contracted with banks and R\$665 million in lines in the process of being approved. Also, Gafisa has R\$2.4 billion available in construction finance lines of credit for future developments.

Cash generation is a highlight of the third quarter. Gafisa Group's cash generation was around R\$32.1 million, compared to cash burn of R\$27.6 million in the 2Q13. Operational cash flow was positive at R\$194.5 million in the 3Q13, totaling R\$423.4 million in the 9M13. These figures take into consideration the classification of Alphaville as an asset available for sale.

Table 39. Cash Generation YTD

| | | | | |
|--|-----------|-----------|-----------|-----------|
| Availabilities | 1,248,231 | 1,146,176 | 1,101,160 | 781,606 |
| <i>Change in Availabilities</i> | | (102,055) | (45,016) | (319,555) |
| Total Investments | - | - | 35,634 | 370,998 |
| Alphaville Acquisition | - | - | - | 366,662 |
| Share buyback | - | - | 35,634 | 4,336 |
| <i>Change in Cash Ex-Investments</i> | - | (102,055) | (9,382) | 51,443 |
| Total Debt + Investor Obligations | 3,618,845 | 3,602,105 | 3,620,378 | 3,639,707 |
| <i>Change in Total Debt + Investor Obligations</i> | - | (16,740) | 18,273 | 19,329 |
| Cash Generation in the period | - | (85,315) | (27,655) | 32,114 |
| Cash Generation YTD | - | (85,315) | (112,970) | (80,855) |

Table 40. Debt and Investor Obligations

| | | | | | |
|--|------------------|------------------|-----------------|------------------|-----------------|
| Debentures - FGTS (A) | 1,089,263 | 1,062,142 | 2.6% | 1,241,860 | -12.3% |
| Debentures - Working Capital (B) | 710,069 | 697,527 | 1.8% | 581,514 | 22.1% |
| Project Financing SFH – (C) | 756,173 | 736,328 | 2.7% | 644,975 | 17.2% |
| Working Capital (D) | 954,449 | 996,543 | -4.2% | 1,098,974 | -9.3% |
| Total (A)+(B)+(C)+(D) = (E) | 3,509,954 | 3,492,540 | 0.5% | 3,567,323 | -1.6% |
| Investor Obligations (F) | 129,747 | 127,839 | 1.5% | 324,198 | -60.0% |
| Total debt (E) + (F) = (G) | 3,639,701 | 3,620,379 | 0.5% | 3,891,521 | -6.5% |
| Cash and availabilities (H) | 781,606 | 1,101,160 | -29.0% | 1,135,126 | -31.1% |
| Net debt (G)-(H) = (I) | 2,858,095 | 2,519,219 | 13.5% | 2,756,395 | 3.7% |
| Equity + Minority Shareholders (J) | 2,267,662 | 2,618,458 | -13.4% | 2,773,947 | -18.3% |
| ND/Equity (I)/(J) = (K) | 126.0% | 96.2% | 2983 bps | 99.4% | 2667 bps |
| ND Exc. Proj Fin / Equity (I)-((A)+(C))/(J) = (L) | 44.7% | 27.5% | 1713 bps | 31.3% | 1331 bps |

The Gafisa Group ended the third quarter with R\$1.1 billion of total debt due in the short term. It should be noted, however, that 51% of this amount relates to debt linked to the Company's projects.

Table 41 - Debt Maturity

| | | | | | |
|---|---------------------------------------|------------------|------------------|------------------|-------------|
| Debentures - FGTS (A) | TR + (9.33% - 10.17%) | 1,089,263 | 264,375 | 299,888 | 250, |
| Debentures - Working Capital (B) | CDI+(1.50% -1.95%)/IPCA+7.96%/120%CDI | 710,069 | 159,837 | 392,267 | 149, |
| Project Financing SFH – (C) | TR+(.,30%-11.00%) | 756,173 | 221,570 | 368,165 | 110, |
| Working Capital (D) | CDI + (0.82-2.20%)/114-125%CDI | 954,449 | 404,038 | 284,236 | 186, |
| Total (A)+(B)+(C)+(D) = (E) | | 3,509,954 | 1,049,820 | 1,344,556 | 697, |
| Investor Obligations (F) | CDI + (0.235% - 1.00%) / IGPM +7.25% | 129,747 | 115,305 | 7,297 | 4, |
| Total debt (E) + (F) = (G) | | 3,639,701 | 1,165,125 | 1,351,853 | 702, |
| % Maturity total per period | | | 32% | 37% | 1 |
| Volume of maturity of Project finance as % of total debt ((A)+(C))/(G) | | | | | |
| + | | 50.7% | 50.7% | 41.7% | 49 |
| Volume of maturity of Corporate debt as % of total debt ((B)+(D)+(F))/(G) | | 49.3% | 49.3% | 58.3% | 50 |

Additional information on the Company's consolidated indebtedness can be found in the appendix to this earnings release.

OUTLOOK

Third-quarter launches totaled R\$498.3 million, an 8.1% sequential increase and a 10.3% rise versus the 3Q12. For the 9M13 period, total launches were R\$1.3 billion, a 13.4% decrease compared to the same period last year. This result was impacted by delays in receiving certain licenses and approvals for the Gafisa segment in the city of São Paulo and also for the Alphaville segment, resulting in some projects being moved to 4Q13. Launch volume represents 42% of the mid-range of full-year launch guidance of R\$2.7 to R\$3.3 billion. The above mentioned movement will result in a concentration in launches in the 4Q13.

Table 42. Launch Guidance – (2013 Estimates)

| | | | |
|---------------------------|---------------------|-------|-----|
| Consolidated Launches | R\$2.7 – R\$3.3 bi | 1.3 | 42% |
| Breakdown by Brand | | | |
| Gafisa Launches | R\$1.15 – R\$1.35bi | 406.2 | 32% |
| Alphaville Launches | R\$1.3 – R\$1.5bi | 610.4 | 44% |
| Tenda Launches | R\$250 – R\$450mn | 250.4 | 72% |

The Company expects an adjusted EBITDA margin in the range of 12% - 14% in 2013, as margins continue to be impacted by (1) the resolution of Tenda legacy projects, including the delivery of around 7,000 units in 2013, and (2) the delivery of lower margin projects launched by Gafisa in non-core markets, expected to be substantially concluded in 2013.

Table 43. Guidance Adjusted EBITDA Margin – (2013 Estimates)

| | | | |
|------------------------|-----------|-----|----|
| Consolidated Data | 12% - 14% | 14% | NA |
| EBITDA by Brand | | | |
| EBITDA Gafisa | | | - |
| EBITDA Alphaville | | | - |
| EBITDA Tenda | | | - |

The EBITDA margin presented in the guidance and for the 9M13 in this table is pro forma, and excludes the IFRS adjustments.

Gafisa Group plans to deliver between 13,500 and 17,500 units in 2013, of which 27% will be delivered by Gafisa, 46% by Tenda segment and the remaining 27% by Alphaville. The Company expects to achieve full-year delivery guidance, in line with an anticipated increase in deliveries in the coming quarters.

Table 44. Other Relevant Indicators – Delivery Estimates (2013E)

| | | | |
|----------------------------|-----------------|-------|-----|
| Consolidated Amounts | 13,500 – 17,500 | 7,779 | 50% |
| Deliveries by Brand | | | |
| # Gafisa Delivery | 3,500 – 5,000 | 3,205 | 75% |
| # Alphaville Delivery | 3,500 – 5,000 | 1,034 | 24% |
| # Tenda Delivery | 6,500 – 7,500 | 3,540 | 51% |

CONSOLIDATED FINANCIAL STATEMENTS

| | | | | | | | | |
|---|-----------------|-----------------|----------------|-----------------|---------------|------------------|------------------|----------------|
| Net Operating Revenue | 628,047 | 640,864 | -2.0% | 743,453 | -15.5% | 1,776,461 | 2,237,336 | -20.6% |
| Operating Costs | (454,544) | (497,066) | -8.6% | (586,815) | -22.5% | (1,381,015) | (1,800,512) | -23.3% |
| Gross profit | 173,503 | 143,798 | 20.7% | 156,638 | 10.8% | 395,446 | 436,824 | -9.5% |
| Operating Expenses | | | | | | | | |
| Selling Expenses | (46,165) | (60,407) | -23.6% | (55,888) | -17.4% | (161,792) | (160,747) | 0.7% |
| General and Adm. Expenses | (55,155) | (49,599) | 11.2% | (60,105) | -8.2% | (157,759) | (179,835) | -12.3% |
| Other Operating Rev/Expenses | (28,117) | (8,914) | 215.4% | (34,337) | -18.1% | (43,848) | (68,359) | -35.9% |
| Depreciation and Amortization | (18,142) | (11,022) | 64.6% | (17,317) | 4.8% | (38,573) | (45,482) | -15.2% |
| Equity pick up | 2,203 | (14,488) | -115.2% | 19,400 | -88.6% | 5,834 | 63,585 | -90.8% |
| Operating income | 28,127 | (632) | - | 8,391 | 235.2% | (692) | 45,986 | -101.5% |
| Financial Income | 16,998 | 16,757 | 1.4% | 11,229 | 51.4% | 52,686 | 39,847 | 32.2% |
| Financial Expenses | (65,484) | (50,419) | 29.9% | -60,353 | 8.5% | (183,999) | (185,425) | -0.8% |
| Net Income Before Taxes on Income | (20,359) | (34,294) | -40.6% | (40,733) | -50.0% | (132,005) | (99,592) | 32.5% |
| Deferred Taxes | (2,527) | (1,790) | 41.2% | -2,308 | 9.5% | (6,791) | (8,521) | -20.3% |
| Income Tax and Social Contribution | (4,492) | (5,202) | -13.6% | -5,038 | -10.8% | (13,657) | (16,874) | -19.1% |
| Net Income After Taxes on Income | (27,378) | (41,286) | -33.7% | (48,079) | -43.1% | (152,453) | (124,987) | 22.0% |
| Profit from Operations Available for Sale | 46,993 | 42,473 | 10.6% | 71,973 | -34.7% | 127,758 | 133,024 | -4.0% |
| Minority Shareholders | 3,838 | 15,331 | -75.0% | 19,053 | -79.9% | 29,144 | 33,665 | -13.4% |
| Net Income (Loss) | 15,777 | (14,144) | -211.5% | 4,841 | 225.9% | (53,839) | (25,628) | 110.1% |

CONSOLIDATED BALANCE SHEET**Current Assets**

| | | | | | |
|-----------------------------|------------------|------------------|--------------|------------------|-------------|
| Cash and cash equivalents | 781.606 | 1.101.160 | -29,0% | 1.135.126 | -31,1% |
| Receivables from clients | 2.103.130 | 2.184.064 | -3,7% | 2.766.247 | -24,0% |
| Properties for sale | 1.489.538 | 1.557.079 | -4,3% | 1.732.702 | -14,0% |
| Other accounts receivable | 153.865 | 186.866 | -17,7% | 129.597 | 18,7% |
| Deferred selling expenses | 42.003 | 47.632 | -11,8% | 68.708 | -38,9% |
| Prepaid expenses and other | 122.168 | 144.470 | -15,4% | 180.703 | -32,4% |
| Properties for sale | 1.532.226 | 1.521.277 | 0,7% | -18 | - |
| Non current assets for sale | 2.830 | 3.133 | -9,7% | 18.182 | -84,4% |
| | 6.227.366 | 6.745.681 | -7,7% | 6.031.265 | 3,3% |

Long-term Assets

| | | | | | |
|---------------------------------------|------------------|------------------|--------------|------------------|---------------|
| Receivables from clients | 301.570 | 286.913 | 5,1% | 1.130.836 | -73,3% |
| Properties for sale | 656.716 | 469.644 | 39,8% | 269.935 | 143,3% |
| Financial Instruments | - 157 | 1.756 | -108,9% | - | - |
| Other | 288.581 | 284.060 | 1,6% | 224.850 | 28,3% |
| | 1.246.710 | 1.042.373 | 19,6% | 1.625.621 | -23,3% |
| Intangible and Property and Equipment | 212.867 | 149.850 | 42,1% | 278.833 | -23,7% |
| Investments | 512.736 | 554.840 | 7,6% | 596.399 | -14,0% |

Total Assets

| | | | | | |
|--|------------------|------------------|--------------|------------------|--------------|
| | 8.199.678 | 8.492.744 | -3,5% | 8.532.118 | -3,9% |
|--|------------------|------------------|--------------|------------------|--------------|

Current Liabilities

| | | | | | |
|--|------------------|------------------|-------------|------------------|--------------|
| Loans and financing | 625.608 | 487.118 | 28,4% | 744.883 | -16,0% |
| Debentures | 424.212 | 385.757 | 10,0% | 465.425 | -8,9% |
| Obligations for purchase of land and advances from clients | 445.257 | 478.054 | -6,9% | 401.557 | 10,9% |
| Materials and service suppliers | 98.964 | 101.194 | -2,2% | 143.811 | -31,2% |
| Taxes and contributions | 159.617 | 155.716 | 2,5% | 252.143 | -36,7% |
| Obligation for investors | 115.304 | 113.396 | 1,7% | 156.773 | -26,5% |
| Obrigações de ativo destinado à venda | 693.160 | 727.005 | -4,7% | - | - |
| Other | 486.374 | 425.202 | 14,4% | 524.508 | -7,3% |
| | 3.048.496 | 2.873.442 | 6,1% | 2.689.100 | 13,4% |

Long-term Liabilities

| | | | | | |
|----------------------------------|-----------|-----------|--------|-----------|--------|
| Loans and financings | 1.085.014 | 1.245.753 | -12,9% | 999.066 | 8,6% |
| Debentures | 1.375.120 | 1.373.912 | 0,1% | 1.357.949 | 1,3% |
| Obligations for purchase of land | 107.995 | 54.728 | 97,3% | 91.183 | -18,4% |
| Deferred taxes | 82.393 | 76.701 | 7,4% | 91.523 | -10,0% |
| Provision for contingencies | 135.097 | 124.081 | 8,9% | 150.927 | -10,5% |

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| | | | | | |
|---|------------------|------------------|--------|------------------|--------|
| Obligation for investors | 14.443 | 14.443 | 0,0% | 167.425 | -91,4% |
| Other | 83.458 | 111.226 | -25,0% | 210.998 | -60,4% |
| | 2.883.520 | 3.000.844 | -3,9% | 3.069.071 | -6,0% |
| Shareholders' Equity | | | | | |
| Shareholders' Equity | 2.216.828 | 2.449.326 | -9,5% | 2.637.644 | -16,0% |
| Non controlling interests | 50.834 | 169.132 | -69,9% | 136.303 | -62,7% |
| | 2.267.662 | 2.618.458 | -13,4% | 2.773.947 | -18,3% |
| Liabilities and Shareholders' Equity | 8.199.678 | 8.492.744 | -3,5% | 8.532.118 | -3,9% |

26

CASH FLOW

Net Income (Loss) Before Taxes on Income

Expenses (income) not affecting working capital

Depreciation and amortization
Impairment allowance
Expense with stock option plan
Penalty fee over delayed projects
Unrealized interest and charges, net
Equity pickup
Disposal of fixed asset
Warranty provision
Provision for contingencies
Profit sharing provision
Allowance (reversal) for doubtful debts
Profit / Loss from financial instruments
Clients
Properties for sale
Other receivables
Deferred selling expenses and prepaid expenses
Obligations on land purchases and advances from customers
Taxes and contributions
Trade accounts payable
Salaries, payroll charges and bonus provision
Other accounts payable
Current account operations
Paid taxes

Cash used in operating activities

Purchase of property and equipment and deferred charges
Redemption of securities, restricted securities and loans
Investments in marketable securities, restricted securities and loans and securities, restricted securities and loans
Investments increase
Dividends receivables
Acquisition 20% AUSA

Cash used in investing activities

Capital increase
Contributions from venture partners
Increase in loans and financing
Repayment of loans and financing
Assignment of credit receivables, net
Result of shareholding subscription
Operations of mutual

Net cash provided by financing activities

Net increase (decrease) in cash and cash equivalents

Cash and cash equivalents
At the beginning of the period
At the end of the period
Net increase (decrease) in cash and cash equivalents

27

FINANCIAL STATEMENTS GAFISA SEGMENT

| | | | | | | | | |
|--------------------------------------|----------------|-----------------|----------------|-----------------|----------------|------------------|------------------|---------------|
| Net Operating Revenue | 432,252 | 374,360 | 15.5% | 435,609 | -0.8% | 1,173,896 | 1,362,253 | -13.8% |
| Operating Costs | (266,313) | (250,295) | 6.4% | (327,213) | -18.6% | (796,125) | (1,046,864) | -24.0% |
| Gross profit | 165,940 | 124,065 | 33.8% | 108,396 | 53.1% | 377,772 | 315,389 | 19.8% |
| Operating Expenses | | | | | | | | |
| Selling Expenses | (27,287) | (39,437) | -30.8% | (33,149) | -17.7% | (101,166) | (95,004) | 6.5% |
| General and Administrative Expenses | (30,108) | (30,105) | - | (32,115) | -6.2% | (90,586) | (98,173) | -7.7% |
| Other Operating Revenues / Expenses | (11,880) | (12,650) | -6.1% | (22,316) | -46.8% | (28,225) | (38,553) | -26.8% |
| Depreciation and Amortization | (15,284) | (8,558) | 78.6% | (11,547) | 32.4% | (30,328) | (33,563) | -9.6% |
| Equity pick up | (5,717) | (9,962) | -42.6% | 5,705 | -200.2% | (16,668) | 29,721 | -156.1% |
| Operating results | 75,664 | 23,353 | 224.0% | 14,974 | 405.3% | 110,799 | 79,817 | 38.8% |
| Financial Income | 9,594 | 9,237 | 3.9% | 5,665 | 69.4% | 27,060 | 16,965 | 59.5% |
| Financial Expenses | (51,710) | (44,800) | 15.4% | (53,390) | -3.1% | (156,835) | (162,930) | -3.7% |
| Income Before Taxes on Income | 33,548 | (12,210) | -374.8% | (32,750) | -202.4% | (18,976) | (66,149) | -71.3% |
| Deferred Taxes | 146 | (450) | -132.4% | (4,475) | -103.3% | (318) | (5,810) | -94.5% |
| Income Tax and Social Contribution | (2,542) | (3,011) | -15.6% | 2,787 | -191.2% | (8,454) | (7,270) | 16.3% |
| Income After Taxes on Income | 31,152 | (15,671) | -298.8% | (34,438) | -190.5% | (27,748) | (79,228) | -65.0% |
| Minority Shareholders | (2,481) | (983) | 152.4% | (4,676) | -46.9% | (6,202) | (14,833) | -58.2% |
| Net Income | 33,632 | (14,688) | -329.0% | (29,762) | -213.0% | (21,547) | (64,396) | -66.5% |

FINANCIAL STATEMENTS ALPHAVILLE SEGMENT

| | | | | | | | | |
|--------------------------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|--------------|
| Net Operating Revenue | 208,325 | 233,730 | -10.9% | 227,095 | -8.3% | 603,097 | 504,857 | 19.5% |
| Operating Costs | (126,846) | (121,058) | 4.8% | (108,044) | 17.4% | (328,814) | (232,392) | 41.5% |
| Gross profit | 81,479 | 112,672 | -27.7% | 119,051 | -31.6% | 274,283 | 272,465 | 0.7% |
| Operating Expenses | | | | | | | | |
| Selling Expenses | (15,591) | (16,452) | -5.2% | (11,454) | 36.1% | (47,257) | (37,788) | 25.1% |
| General and Administrative Expenses | (14,634) | (37,692) | -61.2% | (20,768) | -29.5% | (76,270) | (72,739) | 4.9% |
| Other Operating Revenues / Expenses | 12,411 | (1,243) | -1098.5% | - | 0.0% | 17,862 | - | 100.0% |
| Depreciation and Amortization | (748) | (734) | 1.9% | (552) | 35.4% | (2,370) | (1,621) | 46.2% |
| Equity pick up | 930 | (445) | -309.0% | 3,202 | -71.0% | 339 | 7,361 | -95.4% |
| Operating results | 63,847 | 56,106 | 13.8% | 89,479 | -28.6% | 166,587 | 167,677 | -0.7% |
| Financial Income | 2,713 | 3,453 | -21.4% | 2,827 | -4.0% | 10,767 | 8,628 | 24.8% |
| Financial Expenses | (8,930) | (10,946) | -18.4% | (10,646) | -16.1% | (31,613) | (28,781) | 9.8% |
| Income Before Taxes on Income | 57,630 | 48,613 | 18.5% | 81,660 | -29.4% | 145,741 | 147,525 | -1.2% |
| Deferred Taxes | (4,713) | (7,866) | -40.1% | (6,094) | -22.7% | (616) | (12,006) | -94.9% |
| Income Tax and Social Contribution | (5,924) | 1,727 | -443.0% | (3,592) | 64.9% | (17,365) | (2,495) | 596.0% |
| Income After Taxes on Income | 46,993 | 42,474 | 10.6% | 71,973 | -34.7% | 127,760 | 133,024 | -4.0% |
| Minority Shareholders | 3,894 | 15,918 | -75.5% | 18,642 | -79.1% | 29,232 | 32,385 | -9.7% |
| Net Income | 43,099 | 26,556 | 62.3% | 53,331 | -19.2% | 98,528 | 100,638 | -2.1% |

FINANCIAL STATEMENTS TENDA SEGMENT

| | | | | | | | | |
|--------------------------------------|-----------------|-----------------|---------------|-----------------|---------------|------------------|-----------------|---------------|
| Net Operating Revenue | 195,794 | 266,504 | -26.5% | 307,844 | -36.4% | 602,563 | 875,083 | -31.1% |
| Operating Costs | (188,231) | (246,770) | -23.7% | (259,603) | -27.5% | (584,890) | (753,648) | -22.4% |
| Gross profit | 7,563 | 19,734 | -61.7% | 48,241 | -84.3% | 17,673 | 121,435 | -85.4% |
| Operating Expenses | | | | | | | | |
| Selling Expenses | (18,878) | (20,969) | -10.0% | (22,738) | -17.0% | (60,626) | (65,743) | -7.8% |
| General and Administrative Expenses | (25,047) | (19,494) | 28.5% | (27,990) | -10.5% | (67,173) | (81,662) | -17.7% |
| Other Operating Revenues / Expenses | (16,238) | 3,735 | -534.7% | (12,023) | 35.1% | (15,623) | (29,806) | -47.6% |
| Depreciation and Amortization | (2,858) | (2,464) | 16.0% | (5,770) | -50.5% | (8,245) | (11,919) | -30.8% |
| Equity pick up | 7,920 | (4,527) | -274.9% | 13,696 | -42.2% | 22,502 | 33,864 | -33.6% |
| Operating results | (47,538) | (23,985) | 98.2% | (6,584) | 622.1% | (111,492) | (33,831) | 229.6% |
| Financial Income | 7,404 | 7,520 | -1.5% | 5,564 | 33.1% | 25,626 | 22,882 | 12.0% |
| Financial Expenses | (13,774) | (5,619) | 145.1% | (6,964) | 97.8% | (27,164) | (22,495) | 20.8% |
| Income Before Taxes on Income | (53,908) | (22,084) | 144.1% | (7,984) | 575.3% | (113,030) | (33,444) | 238.0% |
| Deferred Taxes | (2,672) | (1,341) | 99.3% | 2,168 | -223.3% | (6,472) | (2,711) | 138.7% |
| Income Tax and Social Contribution | (1,950) | (2,191) | -11.0% | (7,826) | -75.1% | (5,203) | (9,604) | -45.8% |
| Income After Taxes on Income | (58,530) | (25,616) | 128.5% | (13,642) | 329.1% | (124,705) | (45,759) | 172.5% |
| Participações Minoritárias | 2,425 | 396 | 512.3% | 5,087 | -52.3% | 6,115 | 16,112 | -62.0% |
| Net Income (Loss) | (60,954) | (26,012) | 134.3% | (18,729) | 225.5% | (130,819) | (61,871) | 111.4% |

Note: The result from asset available for sale relating to the acquisition of the 20% stake in Alphaville in presented at Gafisa Segment.

BALANCE SHEET GAFISA SEGMENT

| | | | | | |
|--|------------------|------------------|--------------|------------------|--------------|
| Current Assets | | | | | |
| Cash and cash equivalents | 337,984 | 332,292 | 1.7% | 158,572 | 113.1% |
| Receivables from clients | 1,409,007 | 1,383,963 | -0.3% | 1,488,585 | -5.3% |
| Properties for sale | 926,481 | 972,304 | -4.7% | 789,596 | 17.3% |
| Other accounts receivable | 107,503 | 200,545 | -46.4% | 117,503 | -8.5% |
| Deferred selling expenses | 32,888 | 37,889 | -13.2% | 55,215 | -40.4% |
| Prepaid expenses | 68 | 6 | 1041.4% | 931 | -92.6% |
| Land for sale | 5,800 | 5,800 | - | 75,376 | -92.3% |
| Non current assets for sale | 449,151 | 547,560 | -18.0% | - | 0.0% |
| Financial Instruments | 2,830 | 3,133 | -9.7% | 10,801 | -73.8% |
| | 3,271,712 | 3,483,492 | -6.1% | 2,696,580 | 21.3% |
| Long-term Assets | | | | | |
| Receivables from clients | 281,191 | 264,158 | 6.4% | 549,604 | -48.8% |
| Properties for sale | 502,000 | 336,402 | 49.2% | 86,683 | 479.1% |
| Financial Instruments | (157) | 1,756 | -108.9% | - | - |
| Other | 220,514 | 213,049 | 3.5% | 156,457 | 40.9% |
| | 1,003,549 | 815,366 | 23.1% | 792,744 | 26.6% |
| Intangible and Property and Equipment Investments | 71,111 | 68,883 | 3.2% | 64,532 | 10.2% |
| | 2,355,090 | 2,260,268 | 4.2% | 3,044,573 | -22.6% |
| Total Assets | 6,701,462 | 6,628,008 | 1.1% | 6,598,429 | 1.6% |
| Current Liabilities | | | | | |
| Loans and financing | 515,449 | 369,563 | 39.5% | 559,658 | -7.9% |
| Debentures | 228,417 | 201,703 | 13.2% | 314,517 | -27.4% |
| Obligations for purchase of land and advances from clients | 314,269 | 376,656 | -16.6% | 111,332 | 182.3% |
| Materials and service suppliers | 74,331 | 73,822 | 0.7% | 81,587 | -8.9% |
| Taxes and contributions | 81,916 | 74,730 | 9.6% | 79,283 | 3.3% |
| Obligation for investors | 76 | 110,495 | -99.9% | (2,024) | -103.8% |
| Other | 899,907 | 738,504 | 21.9% | 616,705 | 45.9% |
| | 2,114,366 | 1,945,473 | 8.7% | 1,761,059 | 20.1% |
| Long-term Liabilities | | | | | |
| Loans and financings | 943,276 | 1,074,602 | -12.2% | 744,854 | 26.6% |
| Debentures | 826,411 | 825,687 | 0.1% | 883,072 | -6.4% |
| Obligations for purchase of land | 99,604 | 51,341 | 94.0% | 90,572 | 10.0% |
| Deferred taxes | 67,424 | 64,404 | 4.7% | 63,996 | 5.4% |
| Provision for contingencies | 4,580 | 68,958 | -93.4% | 74,696 | -93.9% |
| Obligation for investors | 14,443 | 14,443 | - | 124,628 | -88.4% |
| Other | 138,594 | 99,263 | 39.6% | 186,255 | -25.6% |
| | 2,094,331 | 2,198,697 | -4.7% | 2,168,073 | -3.4% |
| Shareholders' Equity | | | | | |

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| | | | | | |
|---|------------------|-----------|-------------|------------------|--------------|
| Shareholders' Equity | 2,469,276 | 2,449,326 | 0.8% | 2,637,643 | -6.4% |
| Non controlling interests | 23,490 | 34,512 | -31.9% | 31,653 | -25.8% |
| | 2,492,765 | 2,483,837 | 0.4% | 2,669,297 | -6.6% |
| Liabilities and Shareholders' Equity | 6,701,462 | 6,628,008 | 1.1% | 6,598,429 | 1.6% |

BALANCE SHEET TENDA SEGMENT**Current Assets**

| | | | | | |
|-----------------------------|------------------|------------------|--------------|------------------|--------------|
| Cash and cash equivalents | 443,620 | 768,869 | -42.3% | 832,763 | -46.7% |
| Receivables from clients | 694,124 | 800,101 | -13.2% | 1,066,663 | -34.9% |
| Properties for sale | 563,057 | 594,874 | 5.3% | 727,019 | -22.6% |
| Other accounts receivable | 523,815 | 471,687 | 11.1% | 172,814 | 203.1% |
| Deferred selling expenses | - | - | - | 203 | -100.0% |
| Prepaid expenses | 9,040 | 9,743 | -7.2% | 12,359 | -26.9% |
| Land for sale | 116,367 | 128,570 | -9.5% | 105,327 | 10.5% |
| Non current assets for sale | 375,216 | - | - | - | - |
| Financial Instruments | - | - | - | - | - |
| | 2,725,241 | 2,773,844 | -1.8% | 2,917,149 | -6.6% |

Long-term Assets

| | | | | | |
|---------------------------------------|----------------|----------------|--------------|----------------|---------------|
| Receivables from clients | 20,379 | 22,755 | -10.4% | 182,047 | -88.8% |
| Properties for sale | 154,715 | 133,242 | 16.1% | 160,682 | -3.7% |
| Other | 82,955 | 79,662 | 4.1% | 74,674 | 11.1% |
| | 258,049 | 235,659 | 9.50% | 417,403 | -38.2% |
| Intangible and Property and Equipment | 35,943 | 37,432 | -4.0% | 34,021 | 5.6% |
| Investments | 205,761 | 204,944 | 0.4% | 137,978 | 49.1% |

| | | | | | |
|---------------------|------------------|------------------|--------------|------------------|--------------|
| Total Assets | 3,224,994 | 3,251,879 | -0.8% | 3,506,551 | -8.0% |
|---------------------|------------------|------------------|--------------|------------------|--------------|

Current Liabilities

| | | | | | |
|--|----------------|----------------|-------------|------------------|---------------|
| Loans and financing | 110,158 | 117,555 | -6.3% | 120,385 | -8.5% |
| Debentures | 195,795 | 184,054 | 6.4% | 150,908 | 29.7% |
| Obligations for purchase of land and advances from clients | 78,833 | 101,397 | -22.2% | 112,264 | -29.8% |
| Materials and service suppliers | 24,633 | 27,372 | -10.0% | 30,027 | -18.0% |
| Taxes and contributions | 77,701 | 80,986 | -4.1% | 112,193 | -30.7% |
| Obligation for investors | - | - | - | - | 0% |
| Other | 183,319 | 121,705 | 50.6% | 711,695 | -74.2% |
| | 670,439 | 633,069 | 5.9% | 1,237,473 | -45.8% |

Long-term Liabilities

| | | | | | |
|----------------------------------|----------------|----------------|--------------|----------------|-------------|
| Loans and financings | 141,738 | 171,151 | -17.2% | 474,877 | -70.2% |
| Debentures | 548,709 | 548,224 | 0.1% | 175,391 | 212.8% |
| Obligations for purchase of land | 8,391 | 3,388 | 147.7% | 25 | - |
| Deferred taxes | 14,969 | 12,297 | 21.7% | 10,827 | 38.3% |
| Provision for contingencies | - | 55,123 | -100.00% | 37,021 | -100.0% |
| Other | 121,094 | 55,153 | 119.6% | 66,554 | 81.9% |
| | 834,901 | 845,336 | -1.2% | 764,696 | 9.2% |

Shareholders' Equity

| | | | | | |
|---------------------------|-----------|-----------|-------|-----------|-------|
| Shareholders' Equity | 1,683,594 | 1,735,903 | -3.0% | 1,467,521 | 14.7% |
| Non controlling interests | 36,059 | 37,570 | -4.0% | 36,861 | -2.2% |

| | | | | | |
|---|------------------|------------------|--------------|------------------|--------------|
| | 1,719,653 | 1,773,473 | -3.0% | 1,504,382 | 14.3% |
| Liabilities and Shareholders' Equity | 3,224,994 | 3,251,879 | -0.8% | 3,506,551 | -8.0% |

BALANCE SHEET ALPHAVILLE SEGMENT**Current Assets**

| | | | | | |
|---------------------------|----------------|----------------|--------------|----------------|--------------|
| Cash and cash equivalents | 96,493 | 185,529 | -48.0% | 143,792 | -32.9% |
| Receivables from clients | 396,054 | 396,157 | - | 210,847 | 87.8% |
| Properties for sale | 321,273 | 276,427 | 6.2% | 216,087 | 48.7% |
| Other accounts receivable | 61,268 | 33,798 | 81.3% | 15,211 | 302.8% |
| Financial Instruments | 1,306 | 2,446 | -46.6% | 7,381 | -82.3% |
| | 876,393 | 894,357 | -2.0% | 593,318 | 47.7% |

Long-term Assets

| | | | | | |
|---------------------------------------|----------------|----------------|---------------|----------------|---------------|
| Receivables from clients | 426,381 | 393,550 | 8.3% | 399,185 | 6.8% |
| Properties for sale | 55,398 | 46,294 | 19.7% | 22,570 | 145.4% |
| Financial Instruments | 71 | 796 | -91.1% | - | - |
| Other | 11,919 | 11,769 | 1.3% | 2,789 | 327.4% |
| | 493,768 | 452,410 | 9.1% | 424,544 | 16.3% |
| Intangible and Property and Equipment | 10,341 | 16,137 | -35.9% | 8,676 | 19.2% |
| Investments | 37,625 | 45,882 | -18.0% | 50,304 | -25.2% |

| | | | | | |
|---------------------|------------------|------------------|-------------|------------------|--------------|
| Total Assets | 1,418,128 | 1,408,785 | 0.7% | 1,076,842 | 31.7% |
|---------------------|------------------|------------------|-------------|------------------|--------------|

Current Liabilities

| | | | | | |
|--|----------------|----------------|---------------|----------------|-------------|
| Loans and financing | 71,174 | 84,917 | -16.2% | 64,840 | 9.8% |
| Debentures | - | - | - | - | - |
| Obligations for purchase of land and advances from clients | 465 | 90,210 | -99.5% | 2,444 | -81.0% |
| Materials and service suppliers | 52,326 | 55,720 | -6.1% | 32,197 | 62.5% |
| Taxes and contributions | 60,394 | 52,677 | 14.6% | 60,667 | -0.5% |
| Obligation for investors | 38,217 | 38,219 | - | 38,419 | -0.5% |
| Other | 199,264 | 169,226 | 17.8% | 221,632 | -10.1% |
| | 421,839 | 490,969 | -14.1% | 420,198 | 0.4% |

Long-term Liabilities

| | | | | | |
|----------------------------------|----------------|----------------|--------------|----------------|--------------|
| Loans and financings | 189,083 | 147,658 | 28.1% | 78,820 | 139.9% |
| Obligations for purchase of land | - | - | - | 585 | -100.0% |
| Deferred taxes | 8,555 | 3,842 | 122.7% | 16,699 | -48.8% |
| Provision for contingencies | 62,325 | 16,551 | 276.6% | 15,444 | 303.5% |
| Investor obligation | 44,529 | 12,022 | 270.4% | - | - |
| Other | 19,815 | 113,352 | -82.5% | 56,137 | -64.7% |
| | 324,306 | 293,425 | 10.5% | 167,686 | 93.4% |

Shareholders' Equity

| | | | | | |
|---|------------------|------------------|-------------|------------------|--------------|
| Shareholders' Equity | 643,542 | 480,206 | 34.0% | 470,513 | 36.8% |
| Non controlling interests | 28,440 | 144,186 | -80.3% | 18,445 | 54.2% |
| | 671,982 | 624,391 | 7.6% | 488,958 | 37.4% |
| Liabilities and Shareholders' Equity | 1,418,128 | 1,408,785 | 0.7% | 1,076,842 | 31.7% |

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Appendix - Tables

Consolidated Information

Revenues

Table 1. Gafisa + Tenda - Pre-Sales (Dissolutions) and Recognized Revenues, by Launch Year (R\$000)

| | | | | | | | | | |
|---------------------|---------------------|---------------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Gafisa | Launches 2013 | 146,795 | 29.0% | 55,977 | 4.8% | - | - | - | - |
| | Launches 2012 | 245,572 | 48.5% | 295,663 | 25.2% | 465,227 | 42.3% | 63,012 | 4.6% |
| | Launches 2011 | 58,053 | 11.5% | 443,378 | 37.8% | 214,036 | 19.4% | 261,082 | 19.2% |
| | Launches ≤ 2010 | 56,323 | 11.1% | 352,280 | 30.0% | 421,813 | 38.3% | 911,873 | 66.9% |
| | Landbank | - | - | 26,600 | 2.3% | - | - | 126,286 | 9.3% |
| | Total Gafisa | 506,742 | 100.0% | 1,173,897 | 100.0% | 1,011,070 | 100.0% | 1,362,253 | 100.0% |
| Tenda | Launches 2013 | 142,848 | 43.7% | 37,315 | 6.2% | - | - | - | - |
| | Launches 2012 | - | - | - | - | - | - | - | - |
| | Launches 2011 | 4,138 | 1.3% | 58,035 | 9.6% | -47,221 | -105.7% | 42,172 | 4.8% |
| | Launches ≤ 2010 | 179,791 | 55.0% | 490,922 | 81.5% | 2,557 | -5.7% | 784,011 | 89.6% |
| | Landbank | - | - | 16,292 | 2.7% | - | - | 48,900 | 5.6% |
| | Total Tenda | 326,777 | 100.0% | 602,563 | 100.0% | 44,664 | 100.0% | 875,083 | 100.0% |
| Consolidated | Launches 2013 | 289,643 | 34.7% | 93,292 | 5.3% | - | - | - | - |
| | Launches 2012 | 245,572 | 29.5% | 295,663 | 16.6% | 465,227 | 44.0% | 63,012 | 2.8% |
| | Launches 2011 | 62,191 | 7.5% | 501,412 | 28.2% | 166,815 | 15.8% | 303,255 | 13.6% |
| | Launches ≤ 2010 | 236,113 | 28.3% | 843,202 | 47.5% | 424,370 | 40.2% | 1,695,884 | 75.8% |
| | Landbank | - | - | 42,892 | 2.4% | - | - | 175,185 | 7.8% |
| | Total | Total Gafisa Group | 833,519 | 100.0% | 1,776,460 | 100.0% | 1,056,411 | 100.0% | 2,237,336 |

Capitalized Interests

Table 2. Gafisa + Tenda – Capitalized Interests (R\$000)

| | | | | | | | | |
|-------------------------|----------------|----------------|--------------|----------------|-------------|----------------|----------------|-------------|
| Initial Balance | 243,434 | 242,020 | 0.6% | 230,496 | 5.6% | 239,327 | 204,739 | 16.9% |
| Capitalized Interests | 42,627 | 49,886 | -14.6% | 50,683 | -15.9% | 119,047 | 164,551 | -27.7% |
| Cap. Int. Alocated COGS | -45,131 | -38,086 | 18.5% | -53,032 | -14.9% | -117,444 | -132,716 | -11.5% |
| (-) Alphaville | -11,835 | -10,386 | 14.0% | -8,426 | 40.5% | -11,835 | -8,426 | 40.4% |
| Final Balance | 229,095 | 243,434 | -5.9% | 219,721 | 4.3% | 229,095 | 228,148 | 0.4% |

General and Administrative Expenses

Table 3. Gafisa + Tenda - Breakdown by Line of G&A (3Q13-2Q13) (R\$000)

| | | | | | | | | |
|-----------------------------------|----------------|----------------|--------------|----------------|--------------|-----------------|-----------------|---------------|
| Wages and Salaries Expenses | -24,200 | -23,037 | 5.0% | -29,149 | -17.0% | -70,529 | -75,949 | -7.1% |
| Benefits and Employees Empregados | -2,337 | -1,892 | 23.5% | -2,679 | -12.8% | -5,865 | -5,861 | 0.1% |
| Travel expenses and utilities | -1,170 | -1,502 | -22.1% | -2,112 | -44.6% | -3,859 | -5,237 | -26.3% |
| Services rendered | -7,377 | -6,803 | 8.4% | -11,410 | -35.3% | -20,363 | -24,886 | -18.2% |
| Rentals and condos fees | -2,984 | -2,149 | 38.9% | -2,488 | 19.9% | -7,899 | -7,830 | 0.9% |
| IT | -5,491 | -2,021 | 171.7% | -598 | 818.5% | -10,251 | -7,175 | 42.9% |
| Stock Option Plan | -4,171 | -4,884 | -14.6% | -3,085 | 35.2% | -13,715 | -14,798 | -7.3% |
| Provision for Profit Sharing | -8,808 | -8,599 | 2.4% | -10,364 | -15.0% | -26,235 | -30,750 | -14.7% |
| Other | 1,383 | 1,288 | 7.4% | 1,779 | -22.3% | 958 | -7,350 | -113.0% |
| Total | -55,155 | -49,599 | 11.2% | -60,105 | -8.2% | -157,758 | -179,835 | -12.3% |

Inventory

Table 4. Inventory (Balance sheet at cost) (R\$000)

| | | | | | |
|--------------------------|------------------|------------------|-------------|------------------|-------------|
| Landbank | 1,095,174 | 913,076 | 19.9% | 733,861 | 49.2% |
| Units under construction | 727,855 | 788,879 | -7.7% | 1,086,336 | -33.0% |
| Finished units | 323,224 | 324,768 | -0.5% | 182,440 | 77.2% |
| | 2,146,253 | | | | |
| | | 2,026,723 | 5.9% | 2,002,637 | 7.2% |
| Total | | | | | |

Table 5. Inventory (Balance sheet at cost) Landbank available for sale (R\$000)

| | | | | | |
|----------|---------|---------|--------|---------|--------|
| Landbank | 122.168 | 144.470 | -15,4% | 180.703 | -32,4% |
|----------|---------|---------|--------|---------|--------|

Provisions

Table 6. Provisions (R\$000)

| | | | | | |
|----------------------------------|----------------|----------------|-------------|----------------|---------------|
| Provision for Dissolutions & NPL | 78.162 | 77.139 | 1,3% | 138.076 | -44,1% |
| Additional Charges | 39.984 | 41.302 | -3,2% | 79.446 | -48,0% |
| Negative Margins | 11.089 | 9.156 | 21,1% | 26.358 | -65,3% |
| Cancellations | 2.576 | 2.843 | -9,4% | 6.636 | -57,2% |
| Penalty for Delays | 34.832 | 24.151 | 44,2% | 49.469 | -51,2% |
| Impairment | 53.062 | 53.511 | -0,8% | 51.579 | 3,7% |
| Contingencies | 199.346 | 183.350 | 8,7% | 182.705 | 0,4% |
| Warranty | 51.783 | 54.353 | -4,7% | 47.486 | 14,5% |
| | | | | | -23,4% |
| Total | 470.834 | 445.805 | 5,6% | 581.755 | |

Covenants

Table 7. Debenture Covenants – 7th issuance

| | |
|---|--------|
| (Total receivables + Finished Units) / (Total Debt - Cash – Project Debt) > 2 or < 0 | 9.41 |
| (Total Debt - Project Debt - Cash) / (Equity + Minority) ≤ 75% | 38.93% |
| Total de Recebíveis + Receitas a Apropriar + Estoque de unidades concluídas / Dívida total – SFH + Obligations related to construction + costs to be incurred > 1.5 | 1.70 |

GAFISA SEGMENT

Focada em empreendimentos residenciais voltados aos segmentos de alta, média-alta e média renda, com unidades com preços a partir de R\$250.000.

Launches Gafisa Segment**Table 8. Launches by Market Region Gafisa Segment (R\$000)**

| | | | | | | | | | |
|---------------|--------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|---------------|
| Gafisa | São Paulo | 107,248 | 215,910 | -50.3% | 51,482 | 108.3% | 406,187 | 732,072 | -44.5% |
| | Rio de Janeiro | 0 | 0 | 0.0% | 62,809 | -100.0% | - | 62,809 | -100.0% |
| | Other | 0 | 0 | 0.0% | 0 | 0.0% | - | - | 0.0% |
| | Total (R\$) | 107,248 | 215,910 | -50.3% | 114,291 | -6.2% | 406,187 | 794,881 | -48.9% |
| | # Units | 44 | 369 | -88.1% | 134 | -67.2% | 578 578 | 1,199 | -51.8% |

Table 9. Launches by Unit Price Gafisa Segment (R\$000)

| | | | | | | | | | |
|---------------|--------------------|----------------|----------------|---------------|----------------|--------------|----------------|----------------|---------------|
| Gafisa | ≤R\$500K | 0 | 0 | 0.0% | 0 | 0.0% | - | 96,310 | -100.0% |
| | R\$500K a R\$750K | 0 | 215,910 | -100.0% | 51,482 | -100.0% | 298,939 | 348,205 | -14.1% |
| | >R\$750K | 107,248 | 0 | 0.0% | 62,809 | 70.8% | 107,248 | 350,366 | -69.4% |
| | Total (R\$) | 107,248 | 215,910 | -50.3% | 114,291 | -6.2% | 406,187 | 794,881 | -48.9% |

Pre-Sales Gafisa Segment**Table 10. Pre-Sales by Market Region Gafisa Segment (R\$000)**

| | | | | | | | | | |
|---------------|--------------------|----------------|----------------|---------------|----------------|---------------|----------------|------------------|---------------|
| Gafisa | São Paulo | 153,669 | 170,360 | -9.8% | 240,319 | -36.1% | 421,116 | 872,071 | -51.7% |
| | Rio de Janeiro | 20,840 | 31,246 | -33.3% | 90,009 | -76.8% | 72,617 | 204,925 | -64.6% |
| | Other | 14,206 | 15,305 | -7.2% | -2,338 | -707.5% | 13,010 | 24,079 | -46.0% |
| | Total (R\$) | 188,716 | 216,911 | -13.0% | 327,990 | -42.5% | 506,742 | 1,101,076 | -54.0% |
| | # Units | 334 | 405 | -17.3% | 522 | -35.9% | 934 | 2,017 | -53.7% |

Table 11. Pre-Sales by Unit Price Gafisa Segment (R\$000)

| | | | | | | | | | |
|---------------|--------------------|----------------|----------------|---------------|----------------|---------------|----------------|------------------|---------------|
| Gafisa | ≤ R\$500K | 64,485 | 49,039 | 31.5% | 43,970 | 46.7% | 125,012 | 232,062 | -46.1% |
| | R\$500K - R\$750K | 67,021 | 101,559 | -34.0% | 117,376 | -42.9% | 204,334 | 334,963 | -39.0% |
| | > R\$750K | 57,210 | 66,313 | -13.7% | 166,644 | -65.7% | 177,396 | 534,051 | -66.8% |
| | Total (R\$) | 188,716 | 216,911 | -13.0% | 327,990 | -42.5% | 506,742 | 1,101,076 | -54.0% |

Table 12. Pre-Sales by Unit Price Gafisa Segment (# units)

| | | | | | | | | | |
|---------------|-------------------------|------------|------------|---------------|------------|---------------|------------|--------------|---------------|
| Gafisa | ≤ R\$500K | 185 | 163 | 13.4% | 188 | -1.9% | 438 | 858 | -49.0% |
| | R\$500K - R\$750K | 106 | 185 | -42.6% | 185 | -42.7% | 355 | 633 | -44.4% |
| | > R\$750K | 43 | 57 | -25.4% | 149 | -71.5% | 141 | 526 | -73.3% |
| | Total # Unidades | 334 | 405 | -17.7% | 522 | -36.2% | 934 | 2.017 | -53.8% |

Delivered Projects Gafisa Segment**Table 13 - Delivered Projects Gafisa Segment (9M13)**

| | | | | | | | |
|--------------|----------------------------|--------------|------|--------------------------|------|--------------|----------------|
| Gafisa | Estação Sorocaba | feb/13 | 2009 | Rio de Janeiro - RJ | 100% | 86 | 38,995 |
| Total | 1Q13 | | | | | 86 | 38,995 |
| Gafisa | Portal da Vila | apr/13 | 2010 | São José dos Campos - SP | 100% | 152 | 39,673 |
| Gafisa | Igloo Vila Olímpia | may/13 | 2010 | São Paulo - SP | 80% | 96 | 28,690 |
| Gafisa | Global Offices | may/13 | 2009 | Rio de Janeiro - RJ | 100% | 160 | 33,875 |
| Gafisa | Manhattan Square - SOHO | may/13 up to | 2008 | Salvador - BA | 50% | 272 | 48,402 |
| Gafisa | London Ville | jun/13 | 2009 | Barueri - SP | 100% | 200 | 70,507 |
| Gafisa | Jardim dos Girassóis | jun/13 | 2010 | São Paulo - SP | 50% | 300 | 44,254 |
| Gafisa | Jardim das Orquídeas | jun/13 | 2010 | São Paulo - SP | 50% | 200 | 43,734 |
| Gafisa | Parque Barueri - Fase II | jun/13 | 2010 | Barueri - SP | 100% | 171 | 47,399 |
| Gafisa | Quintas do Pontal | jun/13 up to | 2008 | Rio de Janeiro - RJ | 100% | 91 | 79,505 |
| Total | 2Q13 | | | | | 1,642 | 436,038 |
| Gafisa | Central Life Club | jul/13 | 2010 | São Paulo - SP | 100% | 252 | 94,073 |
| Gafisa | Manhattan Square - Tribeca | jul/13 up to | 2008 | Salvador - BA | 50% | 612 | 63,528 |
| Gafisa | Vistta Laguna | aug/13 | 2010 | Rio de Janeiro - RJ | 100% | 128 | 91,289 |
| Gafisa | Smart Perdizes | sep/13 | 2010 | São Paulo - SP | 100% | 90 | 45,420 |
| Gafisa | Parque Barueri - FIII 2B | sep/13 | 2010 | Barueri - SP | 100% | 171 | 46,213 |
| Gafisa | Canto dos Pássaros | sep/13 | 2009 | Porto Alegre - RS | 80% | 224 | 32,622 |
| Total | 3Q13 | | | | | 1,477 | 373,144 |
| Total | 9M13 | | | | | 3,205 | 848,178 |

Launched Projects Gafisa Segment**Table 14 - Launched Projects Gafisa Segment (9M13)**

| | | | | | | | |
|---------------|-------------|----------------|------|------------|----------------|------------|----------------|
| 1Q13 | | | | | | | |
| Today Santana | mar/13 | São Paulo - SP | 100% | 165 | 83,029 | 22% | 17,926 |
| Total | 1Q13 | | | 165 | 83,029 | 22% | 17,926 |
| 2Q13 | | | | | | | |
| Go Maracá | jun/13 | São Paulo - SP | 100% | 129 | 72,096 | 40% | 28,974 |
| Follow | jun/13 | São Paulo - SP | 100% | 240 | 143,814 | 67% | 95,778 |
| Total | 2Q13 | | | 369 | 215,910 | 58% | 124,751 |
| 3Q13 | | | | | | | |
| Delux | aug/13 | São Paulo - SP | 100% | 44 | 107,248 | 20% | 21,375 |
| Total | 3Q13 | | | 44 | 107,248 | 20% | 21,375 |
| Total | 9M13 | | | 578 | 406,187 | 40% | 164,052 |

Nota: A velocidade consolidada de vendas refere-se à Pre-Sales durante o período correspondente da oferta. Neste cálculo, consideramos o estoque ajustado para refletir o preço correto.

EBITDA Gafisa Segment

Table 15. Adjusted EBITDA Gafisa Segment (R\$000)

| | | | | | | | | |
|---|---------|----------|----------|----------|----------|-----------|-----------|---------|
| Net Income (Loss) | 33,631 | (14,688) | -329.0% | (29,763) | -50.6% | (30,190) | (64,396) | -53.1% |
| (+) Financial results | 42,115 | 35,563 | 18.4% | 47,725 | -25.5% | 129,774 | 145,966 | -11.1% |
| (+) Income taxes | 2,396 | 3,460 | -30.8% | 1,687 | 105.1% | 8,772 | 13,080 | -32.9% |
| (+) Depreciation & Amortization | 15,284 | 8,558 | 78.6% | 11,547 | -25.9% | 30,328 | 33,563 | -9.6% |
| (+) Capitalized interests | 25,956 | 20,510 | 26.6% | 24,556 | -16.5% | 68,541 | 81,108 | -15.5% |
| (+) Expenses w/ stock options | 4,131 | 4,851 | -14.8% | 2,940 | 65.0% | 13,611 | 14,363 | -5.2% |
| (+) Minority shareholders | (2,482) | (983) | 152.5% | (4,675) | -79.0% | (6,202) | (14,832) | -58.2% |
| Adjusted EBITDA¹ | 121,031 | 57,271 | 111.3% | 54,017 | 6.0% | 214,634 | 208,852 | 2.8% |
| Net Revenue | 432,252 | 374,360 | 15.5% | 435,609 | -14.1% | 1,173,897 | 1,362,253 | -13.8% |
| Adjusted EBITDA Margin¹ | 28.0% | 15.3% | 1270 bps | 12.4% | 1560 bps | 18.3% | 15.3% | 295 bps |

TENDA SEGMENT

Focuses on affordable residential developments, with unit prices between R\$100,000 and R\$250,000.

Launches Tenda Segment**Table 16. Launches by Market Region Tenda Segment (R\$000)**

| | | | | | | | | | |
|--------------|--------------------|----------------|---------------|---------------|----------|-------------|----------------|----------|-------------|
| Tenda | São Paulo | 40,852 | 33,056 | 23.6% | 0 | 0.0% | 141,663 | 0 | 0.0% |
| | Rio de Janeiro | 0 | 0 | 0.0% | 0 | 0.0% | 0 | 0 | 0.0% |
| | Minas Gerais | 0 | 0 | 0.0% | 0 | 0.0% | 0 | 0 | 0.0% |
| | Northeast | 37,912 | 0 | 0.0% | 0 | 0.0% | 83,853 | 0 | 0.0% |
| | Other | 24,880 | 0 | 0.0% | 0 | 0.0% | 24,880 | 0 | 0.0% |
| | Total (R\$) | 103,644 | 33,056 | 213.5% | 0 | 0.0% | 250,396 | 0 | 0.0% |
| | # Units | 800 | 240 | 233.3% | 0 | 0.0% | 2,060 | 0 | 0.0% |

Table 17. Launches by Unit Price Tenda Segment (R\$000)

| | | | | | | | | | |
|--------------|--------------------|----------------|---------------|---------------|----------|-------------|----------------|------------|-------------|
| Tenda | ≤ MCMV | 103,644 | 33,056 | 213.5% | 0 | 0.0% | 250,396 | 0 | 0.0% |
| | > MCMV | 0 | 0 | 0.0% | 0 | 0.0% | 0 | 0 | 0.0% |
| | Total (R\$) | 103,644 | 33,056 | 213.5% | 0 | 0.0% | 250,396 | 0 - | 0.0% |

Pre-Sales Tenda Segment**Table 18. Pre-Sales (Dissolutions) by Market Region Tenda Segment (R\$000)**

| | | | | | | | | | |
|--------------|----------------|--------|--------|--------|---------|---------|--------|---------|---------|
| Tenda | São Paulo | 33,281 | 43,569 | -23.6% | -8,111 | -510.3% | 89,865 | -52,820 | -270.1% |
| | Rio de Janeiro | 12,469 | 32,444 | -61.6% | 11,481 | 8.6% | 61,520 | 21,918 | 180.7% |
| | Minas Gerais | 8,036 | 11,714 | -31.4% | -13,077 | -161.5% | 4,260 | -76,067 | -105.6% |

| | | | | | | | | |
|--------------------|----------------|----------------|---------------|---------------|---------------|----------------|----------------|----------------|
| Northeast | 36,126 | 23,253 | 55.4% | 17,384 | 107.8% | 69,593 | 6,905 | 907.9% |
| Other | 60,239 | 58,862 | 2.3% | 22,373 | 169.2% | 101,539 | 55,399 | 83.3% |
| Total (R\$) | 150,151 | 169,841 | -11.6% | 30,050 | 399.7% | 326,777 | -44,664 | -831.6% |
| # Units | 1,077 | 1,429 | -24.7% | 163 | 562.3% | 2,671 | -680 | -492.6% |

Table 19. Pre-Sales (Dissolutions) by Unit Price Tenda Segment (R\$000)

| | | | | | | | | | |
|--------------|--------------------|----------------|----------------|---------------|---------------|---------------|----------------|-----------------|----------------|
| Tenda | ≤ MCMV | 119,215 | 140,602 | -15.2% | 7,977 | 1394.6% | 296,008 | - 67,321 | -539.7% |
| | > MCMV | 30,936 | 29,239 | 5.8% | 22,074 | 40.1% | 30,769 | 22,657 | 35.8% |
| | Total (R\$) | 150,151 | 169,841 | -11.6% | 30,050 | 399.7% | 326,777 | - 44,664 | -831.6% |

Table 20. Pre-Sales (Dissolutions) by Unit Price Tenda Segment (# units)

| | | | | | | | | | |
|--------------|--------------------|--------------|--------------|---------------|------------|---------------|--------------|--------------|----------------|
| Tenda | ≤ MCMV | 934 | 1,273 | -26.6% | 50 | 1770.7% | 2,524 | - 796 | -416.9% |
| | > MCMV | 142 | 156 | -9.1% | 113 | 26.2% | 148 | 116 | 27.1% |
| | Total (R\$) | 1,077 | 1,429 | -24.7% | 163 | 562.3% | 2,671 | - 680 | -492.6% |

Delivered Projects Tenda Segment**Table 21. Delivered Projects Tenda Segment (9M13)**

| | | | | | | |
|-------------------|--|--------|------------|------------------------------|------|--------------|
| Tenda | Parma Tower | Feb | 2009 | Belo Horizonte - MG | 100% | 36 |
| Tenda | Espaço Engenho Life I | Mar | up to 2008 | Rio de Janeiro - RJ | 100% | 80 |
| Tenda | Brisa do Parque III | Mar | 2010 | São José dos Campos - SP | 100% | 105 |
| Tenda | Fit Cristal | Mar | up to 2008 | Porto Alegre - RS | 80% | 154 |
| Tenda | Germânia F1C | Mar | 2010 | São Leopoldo - RS | 100% | 100 |
| Tenda | Igara Life | Mar | 2010 | Canoas - RS | 100% | 240 |
| Tenda | Valle Verde Cotia VII | Mar | 2011 | Cotia - SP | 100% | 80 |
| Total 1Q13 | | | | | | 795 |
| Tenda | Espaço Engenho Life II | Apr | up to 2008 | Rio de Janeiro - RJ | 100% | 79 |
| Tenda | Residencial Papa Joao XXIII | May | up to 2008 | Cachoeirinha - RS | 100% | 96 |
| Tenda | São Matheus Life | May | up to 2008 | Duque de Caxias - RJ | 100% | 144 |
| Tenda | Vila Allegro | May | up to 2008 | Salvador - BA | 100% | 300 |
| Tenda | Parque Baviera Life - F3A (BI 14 a 21) | Jun | up to 2008 | São Leopoldo - RS | 100% | 160 |
| Tenda | Residencial Napoli | Jun | up to 2008 | Poá - SP | 100% | 120 |
| Tenda | Pendotiba Life | Jun | up to 2008 | São Gonçalo - RJ | 100% | 160 |
| Tenda | Parque Green Village Duo | Jun | 2009 | Aparecida de Goiânia - GO | 100% | 176 |
| Tenda | Villagio do Jockey I | Jun | up to 2008 | São Paulo - SP | 100% | 180 |
| Tenda | Fit Giardino | Jun | 2009 | Caxias - RS | 70% | 148 |
| Tenda | Residencial Guaianazes Life | Jun | 2010 | São Paulo - SP | 100% | 168 |
| Total 2Q13 | | | | | | 1,733 |
| Tenda | Res. Di Stefano Life | Jul/13 | up to 2008 | Belo Horizonte - MG | 100% | 120 |
| Tenda | Res. Buenos Aires Tower | Jul/13 | 2010 | Belo Horizonte - MG | 100% | 88 |
| Tenda | Piedade Life - F3 (BI 8,9 e 14) | Aug/13 | up to 2008 | Jaboatão dos Guararapes - PE | 100% | 108 |
| Tenda | Residencial Colubande | Aug/13 | 2010 | São Gonçalo - RJ | 100% | 160 |
| Tenda | Florença Life | Sep/13 | 2010 | Campo Grande - RJ | 100% | 202 |
| Tenda | Primavera Ville | Sep/13 | up to 2008 | Duque de Caxias - RJ | 100% | 256 |
| Tenda | Parque Baviera Life - F3B (BI 22 a 25) | Sep/13 | up to 2008 | São Leopoldo - RS | 100% | 80 |
| Total 3Q13 | | | | | | 1,013 |
| Total 9M13 | | | | | | 3,541 |

Launched Projects Tenda Segment**Table 22. Launched Projects Tenda Segment (9M13)**

| | | | | | | | |
|--------------------------|-------|----------------|------|--------------|----------------|------------|---------------|
| Novo Horizonte - Turíbio | Março | Osasco - SP | 100% | 580 | 67,755 | 100% | 67,658 |
| Vila Cantuária | Março | Camaçari - BA | 100% | 440 | 45,941 | 41% | 18,840 |
| Tenda Total 1Q13 | | | | 1,020 | 113,696 | 76% | 68,498 |
| Itaim Paulista Life I | Maio | São Paulo - SP | 100% | 240 | 33,056 | 46% | 15,315 |

| | | | | | | | | |
|------------------------------------|--------|-------------------|------|---------------|----------------|---------------|----------------|---------------|
| Tenda Total 2Q13 | | | | | 240 | 33,056 | 46% | 15,315 |
| Residencial Germania Life - Fase 2 | Julho | Porto Alegre - RS | 100% | 200 | 24,880 | 23% | 5,713 | |
| Verde Vida - Fase 1 | Julho | Salvador -BA | 100% | 340 | 37,912 | 50% | 19,008 | |
| Jaraguá Life | Agosto | São Paulo - SP | 100% | 260 | 40,852 | 40% | 16,315 | |
| Tenda Total 3Q13 | | | | 800 | 103,644 | 40% | 41,036 | |
| Tenda Total 9M13 | | | | 12,060 | 250,396 | 57% | 142,848 | |

EBITDA Tenda Segment

Table 23. Adjusted EBITDA Tenda

| | | | | | | | | |
|---------------------------------|-----------------|-----------------|---------------|-----------------|----------------|------------------|-----------------|----------------|
| Net Loss | (60,955) | (26,012) | 134.3% | (18,728) | 38.9% | (122,175) | (61,871) | 97.5% |
| (+) Financial results | 6,370 | (1,901) | -435.1% | 1,400 | -235.8% | 1,539 | (388) | -496.8% |
| (+) Income taxes | 4,622 | 3,532 | 30.9% | 5,658 | -37.6% | 11,675 | 12,315 | -5.2% |
| (+) Depreciation & Amortization | 2,858 | 2,464 | 16.0% | 5,770 | -57.3% | 8,245 | 11,919 | -30.8% |
| (+) Capitalized interests | 16,613 | 15,664 | 6.1% | 27,147 | -42.3% | 43,795 | 48,062 | -8.9% |
| (+) Expenses w/ stock options | 39 | 33 | 18.1% | 145 | -77.3% | 104 | 435 | -76.1% |
| (+) Minority shareholders | 2,425 | 396 | 512.4% | 5,087 | -92.2% | 6,115 | 16,112 | -62.0% |
| Adjusted EBITDA | (28,027) | (5,824) | 381.2% | 26,480 | -122.0% | (50,702) | 26,585 | -290.7% |
| Net Revenue | 195,795 | 266,504 | -26.5% | 307,844 | -13.4% | 602,563 | 875,083 | -31.1% |
| Adjusted EBITDA Margin | -14.3% | -2.2% | - | 8.6% | - | -8.4% | 3.0% | - |

ALPHAVILLE SEGMENT

Focuses on the sale of residential lots, with unit prices between R\$130.000 and R\$R\$500.000, and is present in 68 cities across 23 states and in the Federal District.

Launches Alphaville Segment**Table 24 - Launches by Market Region Alphaville Segment (R\$000)**

| | | | | | | | | |
|--------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|--------------|
| Alphaville | 287,455 | 212,077 | 35.5% | 337,652 | -14.9% | 610,360 | 667,320 | -8.5% |
| Total (R\$) | 287,455 | 212,077 | 35.5% | 337,652 | -14.9% | 610,360 | 667,320 | -8.5% |
| # Units | 1,197 | 1,529 | -21.7% | 1,227 | -2.4% | 3,158 | 2,627 | 20.2% |

Table 25- Launches by Unit Price Alphaville Segment (R\$000)

| | | | | | | | | |
|------------------------------|----------------|----------------|--------------|----------------|---------------|----------------|----------------|--------------|
| Alphaville ≤ R\$200K; | 67,408 | 212,077 | -68.2% | 65,217 | 3.4% | 329,209 | 274,071 | 20.1% |
| > R\$200K; R\$500K | 220,048 | - | 0.0% | 272,435 | -19.2% | 281,151 | 393,249 | -28.5% |
| > R\$500K | - | - | 0.0% | - | 0.0% | - | - | 0.0% |
| Total (R\$) | 287,455 | 212,077 | 35.5% | 337,652 | -14.9% | 610,360 | 667,320 | -8.5% |

Pre-Sales Alphaville Segment**Table 26 - Pre-Sales Alphaville Segment (R\$000)**

| | | | | | | | | |
|--------------------|---------------|----------------|---------------|----------------|---------------|----------------|----------------|---------------|
| Alphaville | 90,127 | 166,887 | -46.0% | 331,290 | -72.8% | 367,394 | 671,451 | -45.3% |
| Total (R\$) | 90,127 | 166,887 | -46.0% | 331,290 | -72.8% | 367,394 | 671,451 | -45.3% |
| # Units | 492 | 836 | -41.1% | 1,245 | -60.4% | 1,799 | 2,722 | -33.9% |

Table 27. Pre-Sales by Unit Price Alphaville Segment (R\$000)

| | | | | | | | | | |
|-------------------|--------------------|---------------|----------------|---------------|----------------|---------------|----------------|----------------|---------------|
| Alphaville | ≤ R\$200K; | 52,117 | 108,081 | -51.8% | 188,011 | -72.3% | 200,036 | 290,236 | -31.1% |
| | > R\$200K; | 34,241 | 51,947 | -34.1% | 122,348 | -72.0% | 147,725 | 352,355 | -58.1% |
| | > R\$500K | 3,769 | 6,859 | -45.0% | 20,931 | -82.0% | 19,633 | 28,861 | -32.0% |
| | Total (R\$) | 90,127 | 166,887 | -46.0% | 331,290 | -72.8% | 367,394 | 671,451 | -45.3% |

Table 28. Pre-Sales by Unit Price Alphaville Segment (# units)

| | | | | | | | | | |
|-------------------|----------------------|------------|------------|---------------|--------------|---------------|--------------|--------------|---------------|
| Alphaville | ≤ R\$200K; | 368 | 671 | -45.1% | 922 | -60.1% | 1,326 | 1,575 | -15.8% |
| | > R\$200K; ≤ R\$500K | 116 | 158 | -26.7% | 310 | -62.6% | 448 | 1,147 | -60.9% |
| | > R\$500K | 9 | 7 | 20.7% | 12 | -29.8% | 25 | 1 | 2440.9% |
| | Total # Units | 492 | 836 | -41.1% | 1,245 | -60.4% | 1,799 | 2,722 | -33.9% |

Delivered Projects Alphaville Segment**Table 29. Delivered Projects Alphaville Segment (9M13)****Table 21. Delivered Projects Tenda Segment (9M13) 31 - Delivered Projects (9M13) – Alphaville Segment**

| | | | | | | | |
|-------------------|-----------------------------------|--------|--------|-------------|-----|--------------|---------------|
| Alphaville | Terras Alphaville Resende | mar/13 | jun/11 | Resende/RJ | 77% | 419 | 49,204 |
| Total 1Q13 | | | | | | 419 | 49,204 |
| Total 2Q13 | | | | | | 0 | - |
| Alphaville | Terras Alpha Maricá Sta Rita - F1 | jul/13 | 2011 | Maricá - RJ | 47% | 615 | 46,363 |
| Total 3Q13 | | | | | | 615 | 46,363 |
| Total 9M13 | | | | | | 1,034 | 95,567 |

Launched Projects Alphaville Segment

Table 30 – Launched Projects (9M13) – Alphaville Segment

| | | | | | | | |
|--|-----|---------------------------|-----|--------------|----------------|------------|---------------|
| Alphaville Castello | Mar | Itú – SP | 69% | 153 | 61,103 | 69% | 44,64 |
| Terras Alphaville Maricá 2 | | Maricá - RJ | 47% | 280 | 49,725 | 59% | 27,82 |
| Alplaville Total 1Q13 | | | | 432 | 110,828 | 65% | 72,46 |
| Terras Alphaville Ponta Grossa | Mai | Ponta Grossa – PR | 77% | 568 | 69,965 | 69% | 47,86 |
| Terras Alphaville Vitória da Conquista | Jun | Vitória da Conquista / BA | 75% | 424 | 66,544 | 28% | 13,88 |
| Terras Alphaville Sergipe F2 | Jun | Barra dos Coqueiros / SE | 88% | 537 | 75,567 | 44% | 26,01 |
| Alplaville Total 2Q13 | | | | 1.529 | 212,077 | 48% | 87,77 |
| Alphaville Feira de Santana 2 | Aug | Feira de Santana - BA | 72% | | 106,314 | 9% | 9,52 |
| Alphaville Ribeirão Preto 3 | Aug | Ribeirão Preto - SP | 60% | | 113,734 | 7% | 7,99 |
| Terras Alphaville Camaçari 2 | Sep | Camaçari - BA | 74% | | 67,408 | 48% | 32,47 |
| Alphaville Total 3Q13 | | | | | 287,455 | 17% | 49,98 |
| Alplaville Total 9M13 | | | | | 610,360 | 36% | 222,53 |

1 Note: YTD sales.

EBITDA Segmento Alphaville

Table 31. Adjusted EBITDA Alphaville

| | | | | | | | | |
|---------------------------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|
| Net Income | 43,100 | 26,556 | 62.3% | 53,331 | -50.2% | 98,526 | 100,638 | -2.1% |
| (+) Financial results | 6,217 | 7,493 | -17.0% | 7,819 | -4.2% | 20,846 | 20,153 | 3.4% |
| (+) Income taxes | 10,637 | 6,139 | 73.3% | 9,687 | -36.6% | 17,981 | 14,501 | 24.0% |
| (+) Depreciation & Amortization | 748 | 734 | 2.0% | 552 | 32.9% | 2,371 | 1,621 | 46.2% |
| (+) Capitalized interests | 2,561 | 1,912 | 34.0% | 1,328 | 44.0% | 5,108 | 3,546 | 44.1% |
| (+) Expenses w/ stock options | 185 | 11,116 | -98.3% | 335 | 3216.1% | 11,554 | 8,405 | 37.5% |
| (+) Minority shareholders | 3,894 | 15,918 | -75.5% | 18,642 | -14.6% | 29,232 | 32,385 | -9.7% |
| Adjusted EBITDA | 67,343 | 69,868 | -3.6% | 91,694 | -23.8% | 185,617 | 181,250 | 2.4% |
| Net Revenue | 208,325 | 233,730 | -10.9% | 227,095 | 2.9% | 603,097 | 504,857 | 19.5% |
| Adjusted EBITDA Margin | 32.3% | 29.9% | 243bps | 40.4% | -805bps | 30.8% | 35.9% | -512bps |

GLOSSARY

Affordable Entry Level

Residential units targeted to the mid-low and low income segments with prices below R\$200 thousand per unit.

Backlog of Results

As a result of the Percentage of Completion Method of recognizing revenues, we recognize revenues and expenses over a multi-year period for each residential unit we sell. Our backlog of results represents revenues minus costs that will be incurred in future periods from past sales.

Backlog of Revenues

As a result of the Percentage of Completion Method of recognizing revenues, we recognize revenues over a multi-year period for each residential unit we sell. Our backlog represents revenues that will be incurred in future periods from past sales.

Backlog Margin

Equals to “Backlog of Results” divided “Backlog of Revenues” to be recognized in future periods.

Landbank

Land that Gafisa holds for future development paid either in Cash or through swap agreements. Each decision to acquire land is analyzed by our investment committee and approved by our Board of Directors.

LOT (Urbanized Lots)

Land subdivisions, or lots, with prices ranging from R\$150 to R\$600 per square meter

PoC Method

Under Brazilian GAAP, real estate development revenues, costs and related expenses are recognized using the percentage-of-completion (“PoC”) method of accounting by measuring progress towards completion in terms of actual costs incurred versus total budgeted expenditures for each stage of a development.

Pre-sales

Contracted pre-sales are the aggregate amount of sales resulting from all agreements for the sale of units entered into during a certain period, including new units and units in inventory. Contracted pre-sales will be recorded as revenue as construction progresses (PoC method). There is no definition of "contracted pre-sales" under Brazilian GAAP.

PSV

Potential Sales Value.

SFH Funds

Funds from SFH are originated from the Governance Severance Indemnity Fund for Employees (FGTS) and from savings accounts deposits. Banks are required to invest 65% of the total savings accounts balance in the housing sector, either to final customers or developers, at lower interest rates than the private market.

Swap Agreements

A system in which we grant the land-owner a certain number of units to be built on the land or a percentage of the proceeds from the sale of units in such development in exchange for the land. By acquiring land through this system, we intend to reduce our cash requirements and increase our returns.

Operating Cash Flow

Operating cash flow (non-accounting)

ABOUT GAFISA

Gafisa is a leading diversified national homebuilder serving all demographic segments of the Brazilian market. Established over 59 years ago, we have completed and sold more than 1,000 developments and built more than 12 million square meters of housing only under Gafisa's brand, more than any other residential development company in Brazil. Recognized as one of the foremost professionally managed homebuilders, "Gafisa" is also one of the most respected and best-known brands in the real estate market, recognized among potential homebuyers, borrowers, lenders, landowners, competitors, and investors for its quality, consistency, and professionalism. Our pre-eminent brands include Tenda, serving the affordable/entry level housing segment, and Gafisa and Alphaville, which offer a variety of residential options to the mid to higher-income segments. Gafisa S.A. is traded on the Novo Mercado of the BM&FBOVESPA (BOVESPA:GFA3) and on the New York Stock Exchange (NYSE:GFA).

This release contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of Gafisa. These are merely projections and, as such, are based exclusively on the expectations of management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry, among other factors; therefore, they are subject to change without prior notice.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: November 6, 2013

Gafisa S.A.

By:

/s/ Alceu Duílio Calciolari

Name: Alceu Duílio Calciolari
Title: Chief Executive Officer
