

Edgar Filing: Gafisa S.A. - Form 6-K

Gafisa S.A.  
Form 6-K  
November 08, 2007

[GRAPHIC]

=====

FORM 6-K

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

Report of Foreign Issuer

Pursuant to Rule 13a-16 or 15d-16 of  
the Securities Exchange Act of 1934

For the month of November, 2007

Commission File Number: 001-33356

Gafisa S.A.  
(Translation of registrant's name into English)

Av. Nacoes Unidas No. 4777, 9th floor  
Sao Paulo, SP, 05477-000  
Federative Republic of Brazil  
(Address of principal executive office)

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

Form 20-F  Form 40-F

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

Yes  No

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

Yes  No

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

Yes  No

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

=====

[GRAPHIC]

Gafisa S.A.

TABLE OF CONTENTS

## Edgar Filing: Gafisa S.A. - Form 6-K

### Item

- 1 Communication dated November 07, 2007, regarding the earning release of 3Q07 e 9M07 results (long version).
- 2 Communication dated November 07, 2007, regarding the earning release of 3Q07 e 9M07 results (short version).

2

[GRAPHIC]

### Gafisa Reports Strong Third Quarter and Nine Month Results

--- 3Q07 Launches Increase 119% to R\$426 million and Pre-sales Increase 56% to R\$367 million ---

--- Land Bank Grows 44% from Previous Quarter to R\$8.9 billion ---

--- Company Updates 2007 Expectations for Launches and Provides 2008 Outlook ---

Sao Paulo, November 7, 2007 - Gafisa S.A. (Bovespa: GFSA3; NYSE: GFA), Brazil's leading diversified national homebuilder, today reported its financial results for the third quarter ended September 30, 2007 (3Q07) and nine months ended September 30, 2007 (9M07). The following financial and operating information, unless otherwise indicated, was prepared and presented in accordance with Brazilian GAAP (BR GAAP) and in Brazilian Reais (R\$). Additionally, financial statements and operating information consolidate the numbers for Gafisa and its subsidiaries, and refer to Gafisa's stake (or participation) in its developments.

Commenting on results, Wilson Amaral, chief executive officer of Gafisa S.A. said, "We continue to see robust growth in the Brazilian housing industry and strong prospects for accelerated growth in the future driven by increased access to financing, especially in the lower income population segments. Through Fit Residencial and Bairro Novo, we are now creating the conditions to lead the housing industry in serving the lower income segment of the population which we believe will fuel long term-growth in the industry. And, while implementing these programs, we have continued to drive profitable growth across the organization."

Amaral continued, "I am very pleased with our third quarter and year to date financial and operating results. We are on track to meet our profitability targets and expect to exceed our earlier outlook for launches by year end 2007. We also expect significant growth in launches during 2008. Pre-sales, a strong indicator of Gafisa's ability to meet market demand, remain strong with year to date growth of 56%, reaching R\$964 million, while EBITDA increased 77% during the same period."

#### IR Contact

Email: [ir@gafisa.com.br](mailto:ir@gafisa.com.br)

Tel: +55 (11) 3025-9297

IR Website:

[www.gafisa.com.br/ir](http://www.gafisa.com.br/ir)

3Q07 Earnings Results

Conference Call

Thursday, November 8, 2007

## Edgar Filing: Gafisa S.A. - Form 6-K

> In English  
09:00am EST  
12:00pm Brasilia Time  
Phone: +1 (480) 293-1744  
Code: 3797967  
Replay: +1 (303) 590-3030  
Code: 3797967

> In Portuguese  
7:00am EST  
10:00am Brasilia Time  
Phone: +55 (11) 2188-0188  
Code: Gafisa  
Replay: +55 (11) 2188-0188  
Code: Gafisa

### Operating & Financial Highlights for the 3Q07

- o Consolidated launches totaled R\$426 million in 3Q07, a 119% increase over 3Q06.
- o Pre-sales were R\$367 million in 3Q07, a 56% increase over 3Q06.
- o Net operating revenues, recognized by the Percentage of Completion ("PoC") method, rose 91% to R\$309 million from R\$162 million in 3Q06.
- o 3Q07 EBITDA reached R\$48 million (15.5% EBITDA margin), a 61% increase compared to the R\$30 million 3Q06 EBITDA (18.5% EBITDA margin). 9M07 EBITDA reached R\$122 million (15.3% EBITDA margin) vs R\$69 million (16.3% EBITDA margin) in the same period in 2006.
- o Net Income was R\$31 million (10% net margin), an increase of 12% compared with R\$28 million in 3Q06 (17% net margin). 3Q07 EPS were R\$.24, versus R\$.27 in 3Q06. 9M07 adjusted net income was R\$81 million (10.1% adjusted net margin) and 9M06 was R\$60.4 million (14.2% adjusted net margin).
- o The Backlog of Results to be recognized under the PoC method reached R\$465 million, a 60% growth over 3Q06. The Backlog Margin to be recognized reached 38.5%.
- o Gafisa joined 2 major indexes of Brazil's stock markets in addition to the MSCI emerging markets index, the Bovespa Index (Ibovespa) and IBRX-50, further strengthening our stock liquidity.
- o Gafisa's land bank totaled R\$8.9 billion, a 44% growth over 2Q07. Bairro Novo contributed with R\$468 million.

3

### CEO Commentary and Corporate Highlights for Fiscal 3Q07

As we near the end of 2007, I am pleased to reconfirm that we have put in place the appropriate strategies for long term profitable growth and market leadership. There are a number of important factors to be successful over the long term and some significant barriers to entry including, the proven ability to deliver the appropriate product to the consumer, a robust and geographically diverse land bank and long term access to capital. The underlying macroeconomic conditions are very favorable and we expect conditions to improve for long term

## Edgar Filing: Gafisa S.A. - Form 6-K

housing expansion.

Increasing access to mortgage financing is fueling growth. Overall savings deposits, an important source of mortgage financing, increased 9.6% in the first nine months of 2007 as compared to the same period in 2006. This translated into an 81% increase in the amount of mortgages provided utilizing this source of funding over the same period. At the same time commercial banks are offering longer repayment terms and lower interest rates. Additionally, we are working closely with banks to streamline access to financing for our clients and intend to continue to play an important role in this process.

To date, we have created the infrastructure and teams to serve all segments of the population. Our long-established products, complimented by the acquisition of Alphaville earlier in the year, solidify our leadership position in serving the high and mid-high end of the population with a diverse product offering. In addition, we developed Fit Residencial to serve the low income market with increased access to financing through programs established by the Caixa Economica Federal (CEF) and commercial banks. We have already launched 3 projects in different geographies under the Fit brand. We also partnered with Odebrecht, one of Brazil's strongest construction and engineering players to put us in the best position to successfully develop the large scale housing and community infrastructure required to meet the needs of the low affordable entry level segment. We have already made substantial progress in this arena with a dedicated team in place, and a highly strategic initial land bank, which made it possible for us to accelerate the expected launch of our first project from the first half of 2008 to the end of the fourth quarter 2007.

Our strategy not only addresses segment diversification, but also geographic diversification. Gafisa's current land bank has grown to R\$8.9 billion, 61% of which is located outside of Sao Paulo and Rio, distributed over 118 different sites. This land bank represents future developments in all our targeted demographic segments. The Gafisa brand, reputation and diverse product offering has helped attract excellent partners that complement us with local market knowledge and access to high quality land. Our recent acquisition of Cipesa, a leader in the Northeastern state of Alagoas is a strong example of the result of a successful partnership.

While pre-sales is a strong current indicator of our ability to deliver an appropriate product to our target consumers, it is our investment in human capital that will assure our on-going ability to execute and deliver the most appropriate products on the market. We have dedicated teams developing, executing and selling the products that serve unique market segments. And, through our trainee program, we are guaranteeing that we will have a steady flow of expertise into the future. Our trainee program is among the top three largest and most competitive across all industries in Brazil.

Finally, I am very pleased to say that we are exceeding our earlier expectations in terms of launches and that our new initiatives, namely Fit and Bairro Novo, are evolving as planned and will play an important role in the future of this company. With this in mind, we are updating our guidance on launches and now expect to deliver a potential sales value of R\$1.9 billion for full year 2007 launches, and R\$3 billion for 2008.

We intend to continue to fortify our leadership position as a diversified homebuilder with a focus on long term profitable growth.

Wilson Amaral  
CEO - Gafisa S.A.

## Edgar Filing: Gafisa S.A. - Form 6-K

### Recent Developments

**Bairro Novo's land bank reached R\$468 million in potential sales value:** The Company now has a land bank of R\$ 468 million and a professional management team in place focused on developing, managing and building the large scale Affordable Entry Level (AEL) projects in suburban areas. The company was inspired after the Mexican affordable housing model and will develop large standardized communities, complete with the necessary infrastructure. Given the quality of the land bank and certain permits that were already in place, we now expect to launch Bairro Novo's first project by the end of Q407 rather than in the first half of 2008. This project will be in the city of Cotia, in the state of Sao Paulo, in a 436 thousand square meter piece of land that will have a total of around 2,300 units (Gafisa's stake is 50% of this). The project will be divided into 5 launching phases and the first should bring a potential sales value of R\$ 15 million to Gafisa. Bairro Novo's first project will have an important role for developing the company's future strategy since we will be able to test many hypotheses regarding the product, the financing, and the marketing, consolidating our knowledge on this new and highly promising market.

**Acquisition of Cipesa expands Gafisa reach in Northeast:** At the end of October, Gafisa announced that it acquired a 70% stake in Cipesa, the leading homebuilder in the state of Alagoas. This acquisition strengthens the Company's long-term position in the North and Northeast and adds approximately R\$1.1 billion in land bank on a consolidated basis to Gafisa. The two companies have worked together since 2006 and under the current partnership agreement plan to launch R\$109 MM of new developments by the end of 2007. Gafisa and Cipesa will create a new company ("Cipesa Empreendimentos Imobiliarios") to be 70% owned by Gafisa and 30% owned by Cipesa, and this new entity will serve as the sole vehicle for Gafisa and Cipesa to develop projects in the states of Alagoas and Sergipe.

**Fit Residencial increases its national footprint:** With a land bank of R\$560 million in potential sales value, Fit Residencial is leveraging Gafisa's existing national relationships and expanding its footprint throughout Brazil. With the launch of Fit Coqueiro in Belem in the state of Para and Fit Citta in Salvador in the state of Bahia, FIT is providing local Gafisa partners with an entry strategy into the affordable entry level segment while building on Gafisa's overall strategy of segment and geographic diversification and closing deals with new partners.

**Gafisa joins key Brazilian and emerging markets indices:** In September Gafisa joined the Bovespa Index (Ibovespa), the main indicator of the Brazilian stock market's average performance and the IBrX-50, an index measuring the total return on a theoretical portfolio composed of 50 stocks selected among BOVESPA's most actively traded securities. Additionally, the Company is part of the MSCI Emerging Markets Index which is a free float-adjusted market capitalization index that is designed to measure equity market performance in the global emerging markets. Through the inclusion on these indices, Gafisa's stock has expanded opportunity for increased liquidity. Prior to joining the indices Gafisa traded a daily average of R\$38.1 million (or 1.3 million shares) and after joining the indices it increased an average R\$57.4 million (or 2.1 million shares).

Edgar Filing: Gafisa S.A. - Form 6-K

Operating and Financial Highlights	3Q07	3Q06	Chg (%)
Project Launches (R\$000) (% Gafisa)	425,727	193,984	119%
Project Launches (R\$000) (including partners stakes)	616,171	243,050	154%
Project Launches (Units) (including partners stakes)	2,918	613	376%
Average Project Launch Price (R\$/sq.m) (100% without lots)	2,333	2,760	-15%
Pre-Sales (R\$000) (% Gafisa)	366,912	235,337	56%
Sales from current project launches (R\$000) (% Gafisa)	270,512	155,501	74%
Sales from inventory (R\$000) (% Gafisa)	96,400	79,836	21%
Pre-Sales (R\$000) (including partners stakes)	503,053	271,981	85%
Pre-Sales (Units) (including partners stakes)	1,962	896	119%
Average Sales Price (R\$/sq.m) (100% without lots)	3,028	2,769	9%
Net Operating Revenues	308,555	161,542	91%
Gross Profits	92,733	56,646	64%
Gross Margin	30.1%	35.1%	-5.01pp
EBITDA	47,849	29,807	61%
EBITDA Margin	15.5%	18.5%	-2.94pp
Extraordinary Expenses	--	--	--
Adjusted Net Income	30,939	27,667	12%
Adjusted Net Margin	10,0%	17,1%	-7.1pp
Adjusted Earnings per Share	0.24	0.27	-11%
Average number of shares, basic	129,258,353	103,111,609	25%
Backlog of Revenues	1,209	666	82%
Backlog of Results	465	291	60%
Backlog Margin(1)	38.48%	43.67%	-5.18pp
Net Debt (Cash)	4,455	(78,724)	-106%
Cash	372,092	330,206	13%
Shareholders' Equity	1,493,361	809,802	84%
Total Assets	2,417,273	1,348,111	79%

Note: (1) In order to increase transparency and visibility of future earnings, during the fourth quarter ended December 31st 2006, the Company changed the accounting practice adopted with respect to the costs and earnings to be recognized in our backlog.

6

[GRAPHIC]

Project Launches and Pre-Sales

Gafisa's project launches increased 90%, from R\$630 million in 9M06 to R\$1,200 million in 9M07. Following our strategy of diversification into high-potential, less explored markets, during 3Q07 Gafisa launched in Curitiba (in the state of Parana), Belem (in the state of Para), and Maceio (in the state of Alagoas); Fit Residencial launched in Salvador (in the state of Bahia) and in Belem (in the state of Para); and AlphaVille launched in Sao Luis (in the state of Maranhao). In 9M07, 51% of the launches were in new markets.

The decrease in the average price per square meter for the developments launched during 3Q07 (R\$2,333, compared to R\$2,760 during the same period in 2006) is due to entrance of Fit Residencial. Without Fit the the average price per square

## Edgar Filing: Gafisa S.A. - Form 6-K

meter for 3Q07 would be R\$3,154 representing a growth of 14.3% compared to the same period last year.

The tables below detail new projects launched in the third quarter and the first 9 months of 2007:

Table 1 - Launches 3Q07

Segments	Launches (R\$000) (% Gafisa)			Launching price (R\$/sq.m) (100%)			Launching (usa	
	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06	3Q07 x 3Q06	3Q07	3
HIG	143,634	47,432	203%	4,120	3,623	14%	34,864	16
MHI	111,477	24,294	359%	2,732	2,850	-4%	62,587	8
MID	43,444	157,452	-72%	2,788	2,563	9%	19,852	75
AEL (FIT)	44,988	--	NA	1,078	NA	NA	76,819	
LOT	82,184	(35,194)	-334%	140	NA	NA	1,170,330	(122
COM	--	--	NA	NA	NA	NA	--	
<b>TOTAL</b>	<b>425,727</b>	<b>193,984</b>	<b>119%</b>	<b>2,333</b>	<b>2,760</b>	<b>-15%</b>	<b>1,364,452</b>	<b>(21</b>

Table 2 - Launches by Region 3Q07

Geog. Region	3Q07	3Q06	3Q07 x 3Q06				3Q07	3
Sao Paulo	150,946	100,759	50%	4,120	2,521	63%	709,861	39
Rio de Janeiro	87,312	66,917	30%	2,750	3,178	-13%	329,573	24
New Markets	187,468	61,501	205%	1,850	2,736	-32%	325,018	36
Novo Portinho	NA	-35,194	NA	--	--	--	--	(122
<b>TOTAL</b>	<b>425,727</b>	<b>193,984</b>	<b>119%</b>	<b>2,333</b>	<b>2,760</b>	<b>-15%</b>	<b>1,364,452</b>	<b>(21</b>

Table 3 - Launches YTD

Segments	Launches (R\$000) (% Gafisa)			Launching price (R\$/sq.m) (100%)			Launching (us	
	9M07	9M06	9M07 x 9M06	9M07	9M06	9M07 x 9M06	9M07	(10
HIG	143,634	129,829	11%	4,120	3,712	11%	34,864	
MHI	288,266	196,428	47%	2,984	3,241	-8%	144,174	
MID	585,395	257,165	128%	2,474	2,427	2%	300,888	1
AEL	65,049	6,983	832%	1,175	1,808	-35%	90,208	
LOT	117,202	7,109	1549%	155	265	-42%	1,395,599	
COM	--	32,709	NA	NA	5,169	NA	--	
<b>TOTAL</b>	<b>1,199,546</b>	<b>630,223</b>	<b>90%</b>	<b>2,498</b>	<b>2,943</b>	<b>-15%</b>	<b>1,965,732</b>	<b>3</b>

Edgar Filing: Gafisa S.A. - Form 6-K

Table 4 - Launches by Region YTD

Geog. Region	9M07	9M06	9M07 x 9M06	9M07	9M06	9M07 x 9M06	9M07
Sao Paulo	372,148	257,188	45%	2,734	2,988	-8%	820,310
Rio de Janeiro	221,094	204,712	8%	2,962	3,482	-15%	390,823
New Markets	606,303	203,517	198%	2,296	2,437	-6%	754,599
Novo Portinho			NA	(35,194)	NA	NA	NA
<b>TOTAL</b>	<b>1,199,546</b>	<b>630,223</b>	<b>90%</b>	<b>2,498</b>	<b>2,943</b>	<b>-15%</b>	<b>1,965,732</b>

7

[GRAPHIC]

Pre-sales increased by 56% for Q307 to R\$366.9 million from R\$235.3 million at Q306. For the 9M07 period increased 56% to R\$964.2 compared to R\$616.5 million during the same period in 2006. We have been experiencing very high overall sales velocity, even in the face of more intense competition, especially in the more traditional markets such as Sao Paulo and Rio de Janeiro.

Our diversification strategy is showing strong results, as we continue to launch and sell quickly in new markets as well. Our pre-sales in new markets increased 181%, and accounted for 44.9% of our total pre-sales in 3Q07.

In 3Q07, 58.6% of our pre-sales came from Gafisa's core business in the mid (MID) and mid-high (MHI) segments, while 39.3% came from LOTS and high income (HIG), affordable entry level (AEL) and commercial (COM) accounted for the remaining 2,0%. The large growth in the HIG and LOT segments refers to the launch of Supremo in the city of Sao Paulo and to the launches from AlphaVille. The real estate market is benefiting from rising consumer confidence, decreasing interest rates, expansion of loan terms and the strong inflow of commercial bank mortgages and this is positively impacting our ability to sell our products.

The tables below set forth a detailed breakdown of our pre-sales for the third quarter and the first nine months of 2007:

Table 5 - 3Q07 Pre-Sales by Segment

Segments	Pre-Sales (R\$000) (%Gafisa)			Sales price (R\$/sq.m) (100%)			Pre-Sales - usable area (100%)		
	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06	3Q07 x 3Q06
HIG	60,422	14,000	332%	3,890	4,072	-4%	15,687	3,896	
MHI	129,862	71,349	82%	3,047	3,180	-4%	61,564	28,509	
MID	85,226	131,669	-35%	2,728	2,524	8%	40,137	56,607	
AEL	4,783	4,546	5%	1,758	1,660	6%	2,857	2,738	
LOT	83,905	13,301	531%	1,316	734	79%	436,639	23,718	



Edgar Filing: Gafisa S.A. - Form 6-K

COM	2,713	472	475%	4,293	3,248	32%	759	207
TOTAL	366,912	235,337	56%	3,028	2,769	9%	557,642	115,675

Table 6 - 3Q07 - Pre-Sales by Region

Geog. Region	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06
Sao Paulo	134,098	112,758	19%	3,117	2,712	15%	48,151	43,5
Rio de Janeiro	68,147	63,925	7%	3,143	3,136	0%	182,749	32,9
New Markets	164,667	58,654	181%	2,850	2,560	11%	326,741	39,2
TOTAL	366,912	235,337	56%	3,028	2,769	9%	557,642	115,6

Table 7 - 2Q07 Pre-Sales by Launch Year

Launching year	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06	3Q07 x 3Q06	3Q07	3Q06
Launches from 2007	270,512	--	NA	2,974	--	NA	424,386	
Launches from 2006	48,863	155,501	-69%	3,110	2,640	18%	45,354	6
Launches from 2005	47,537	79,836	-40%	3,638	3,130	NA	87,902	4
TOTAL	366,912	235,337	56%	3,028	2,769	9%	557,642	11

Note: (1) For information about segmentation refer to the glossary in the end of this report. (2) Fit Residencial recognizes sales only after the client has received the final approval by Caixa Economica Federal.

Table 8 - 9M07 Pre-Sales by Segment

Segments	Pre-Sales (R\$000) (%Gafisa)			Sales price (R\$/sq.m) (100%)			Pre-Sales - usable (100%)	
	9M07	9M06	9M07 x 9M06	9M07	9M06	9M07 x 9M06	9M07	9M06
HIG	106,700	79,028	35%	3,813	3,895	-2%	28,288	20,767
MHI	240,896	231,110	4%	3,144	3,229	-3%	106,530	90,483
MID	439,422	229,879	91%	2,614	2,380	10%	212,967	103,597
AEL	20,604	29,188	-29%	1,909	1,481	29%	11,392	19,797
LOT	130,024	22,278	484%	264	713	-63%	705,786	45,974
COM	26,536	25,059	6%	5,076	4,733	7%	5,348	5,581
TOTAL	964,183	616,542	56%	2,876	2,811	2%	1,070,311	286,199

Table 9 - 9M07 - Pre-Sales by Region

Edgar Filing: Gafisa S.A. - Form 6-K

Geog. Region	9M07	9M06	9M07 x 9M06	9M07	9M06	9M07 x 9M06	9M07	9M06
Sao Paulo	369,128	339,096	9%	2,857	2,824	1%	151,428	129,000
Rio de Janeiro	112,470	159,291	-29%	3,043	3,131	-3%	223,690	72,000
New Markets	482,585	118,156	308%	2,840	2,414	18%	695,193	83,000
<b>TOTAL</b>	<b>964,183</b>	<b>616,542</b>	<b>56%</b>	<b>2,876</b>	<b>2,811</b>	<b>2%</b>	<b>1,070,311</b>	<b>286,000</b>

8

[GRAPHIC]

Table 10 - 9M07 Pre-Sales by Launch Year

Launching year	9M07	9M06	9M07 x 9M06	9M07	9M06	9M07 x 9M06	9M07
Launches from 2007	570,033	--	NA	2,760	--	NA	661,730
Launches from 2006	249,124	341,664	-27%	3,029	3,020	0%	142,001
Launches from 2005	145,026	274,878	-47%	3,211	2,559	NA	266,580
<b>TOTAL</b>	<b>964,183</b>	<b>616,542</b>	<b>56%</b>	<b>2,876</b>	<b>2,811</b>	<b>2%</b>	<b>1,070,311</b>

Operations

Gafisa now has 93 projects under construction in 15 different states. With a strong record of managing multiple construction sites spread over a wide geographical area, we believe Gafisa is uniquely positioned to deliver on an aggressive launch strategy.

Gafisa performs exceptionally well throughout all phases of our business cycle. We have a proven track record of delivering high quality standards on projects within budgeted construction costs and, in line with planned schedules. As the most geographically diversified homebuilder in Brazil we have built the know-how required to deliver quality projects in regions where challenges existed. For example, we have taught local service providers how to deliver materials that fit our quality standards. Furthermore, our integrated systems and solid controls have also supported our ability to continue to manage numerous construction sites all over the country in a high growth environment

Land Reserves

Consistent with our established land bank policies, the Company owns approximately R\$8.9 billion in its land bank composed of 118 different sites. The land bank totals 17.3 million square meters, which is equivalent to 79,684 units.

We have added the land bank owned by Bairro Novo and Cipesa. Bairro Novos's land bank totals R\$468 million, which is equivalent to 0.7 million square meters, and

## Edgar Filing: Gafisa S.A. - Form 6-K

15,260 units. Cipesa's land bank totals R\$1,098 million, which is equivalent to 1.572 million square meters, and 5,342 potential units.

In accordance with our land bank diversification strategy, at the end of the quarter 61% of the consolidated land bank was outside of Rio de Janeiro and Sao Paulo. Our land bank reflects our strategy of servicing all segments of the homebuyer market. One of our goals going forward is to continue increasing Fit Residencial and Bairro Novo's land banks aimed at the Affordable Entry Level segment and the Low Affordable Entry Level segment, respectively.

The tables below show a detailed breakdown of our current land bank:

Table 11 - Lanbank Gafisa

	Future Sales (R\$MM)	% acquired through swap	Usable Area '000 sqm	Potential Units 100%				
				HIGH	MID & MHI	AEL	COM & LOTS	HI
Sao Paulo	1,178	41.0%	338	687	1,838	--	10	6
Rio de Janeiro	605	86.2%	267	641	264	--	274	4
New Markets	3,402	70.1%	3,051	480	10,500	1,772	2,563	2
<b>Total</b>	<b>5,185</b>	<b>69.6%</b>	<b>3,656</b>	<b>1,808</b>	<b>12,602</b>	<b>1,772</b>	<b>2,847</b>	<b>1,3</b>
<b>% of Total</b>				<b>10%</b>	<b>66%</b>	<b>9%</b>	<b>15%</b>	

9

[GRAPHIC]

Table 12 - Land Bank FIT

	Future Sales (R\$MM)	% acquired through swap	Usable Area '000 sqm	Potential Units 100%	Potential Units % FIT
Sao Paulo	116	0.0%	110	2,382	1,521
Rio de Janeiro	--	0.0%	--	--	--
New Markets	444	17.5%	288	5,323	4,717
<b>Total</b>	<b>560</b>	<b>12.7%</b>	<b>399</b>	<b>7,705</b>	<b>6,238</b>

Table 13 - Land Bank Alphaville (AUSA)

Future Sales	% of landbank acquired	Usable Area	Potential Units	Potential Units
--------------	------------------------	-------------	-----------------	-----------------

Edgar Filing: Gafisa S.A. - Form 6-K

	(R\$MM)	through swap	'000 sqm	100%	% AUSA
Sao Paulo	1,087	98.5%	5,946	16,076	9,472
Rio de Janeiro	131	100.0%	449	1,120	630
New Markets	1,430	95.2%	6,148	20,494	10,797
Total	2,648	97.2%	12,543	37,690	20,899

Table 14 - Land Bank Bairro Novo (BN)

	Future Sales (RMM)	% of landbank acquired through swap	Usable Area '000 sqm	Potential Units 100%	Potential Units % BN
Sao Paulo	75	0.0%	11	2,368	1,184
Rio de Janeiro	230	80.7%	395	7,492	3,746
New Markets	163	81.9%	258	5,400	2,700
Total	468	66.1%	664	15,260	7,630

Table 15 - Total Land Bank

	Future Sales (R\$MM)	% of landbank acquired through swap	Usable Area '000 sqm	Potential Units 100%	Potential Units Company stake
Total	8,861	84.2%	17,261	79,684	49,805

3Q07 - Revenues

Total net operating revenue for the three months ending September 30, 2007 rose 91% to R\$308.6 million from R\$161.5 million during the same period of the previous year. This growth was primarily due to the recognition of higher pre-sales from previous periods.

Revenues for 9M07 reached R\$799.4 million, a growth of 87.9% compared to the same period last year.

Revenues for the industry are recognized based on actual cost versus total budgeted costs of land and construction (Percentage of Completion method or PoC method) and the pre-sales portfolio is recognized in future periods even if the company has already completely pre-sold developments.

## Edgar Filing: Gafisa S.A. - Form 6-K

[GRAPHIC]

The table below presents detailed information of pre-sales and recognized revenues by launch year:

Table 16 - Pre-sales x Recognized revenues

	3Q07					
	Pre-Sales	% of Total	Revenues	% of Revenues	Pre-Sales	% of Total
Launched in 2007	270,512	73.7%	68,801	22.3%		
Launched in 2006	48,863	13.3%	92,940	30.1%	155,501	66.1%
Launched in 2005	23,282	6.3%	103,983	33.7%	45,775	19.5%
Launched up to 2004	24,255	6.6%	42,829	13.9%	34,061	14.5%
TOTAL	366,912	100.0%	308,554	100.0%	235,337	100.0%

Table 17 - Pre-sales x Recognized revenues

	9M07					
	Pre-Sales	% of Total	Revenues	% of Revenues	Pre-Sales	% of Total
Launched in 2007	570,033	59.1%	84,866	10.6%		
Launched in 2006	249,124	25.8%	230,010	28.8%	341,664	55.4%
Launched in 2005	81,046	8.4%	333,063	41.7%	174,369	28.3%
Launched up to 2004	63,980	6.6%	151,480	18.9%	100,509	16.3%
TOTAL	964,183	100.0%	799,419	100.0%	616,542	100.0%

### 3Q07 - Gross Profits

Gross profits for 3Q07 totaled R\$92.7 million (R\$240.8 million for 9M07), an increase of 63.7% compared to the third quarter of 2006 (84.2% versus 9M06). The gross margin for 3Q07 was 30.1% (30.1% for 9M07), 500 basis points (bps) lower than the same period of 2006 (60bps less than 9M06).

It is important to mention that 3Q06 gross profits benefited from R\$10 million in additional revenue (6.2% of 3Q06 net revenues) that came from higher interest inflows from accounts receivables.

### 3Q07 - Selling, General, and Administrative Expenses (SG&A)

Our aggressive growth strategy and investment in infrastructure for future growth leads to higher G&A expenses. 3Q07 growth as compared to 3Q06, is due to the consolidation of AlphaVille (R\$4.8 million), and the ramp-up of Fit Residencial (R\$2.4 million). Additionally, bonus provisions (R\$5.9 million), which were previously accrued at year end and are part of the G&A expenses now accrued on a quarterly basis.

## Edgar Filing: Gafisa S.A. - Form 6-K

It is more appropriate to track SG&A expenses with the company's launches, than with revenues, as Gafisa expenses SG&A on a cash basis, and revenue recognition follows the percentage of completion method.

As can be seen on the table below, we have gained productivity in terms of selling expenses. We hope to dilute the G&A from our new initiatives soon, as these initiatives begin to contribute to our consolidated business with the revenues from their projects.

Table 18 - SG&A expenses

	3Q07	3Q06
	-----	-----
Selling Expenses	18,941	15,874
G&A Expenses	28,173	11,900
SG&A	47,114	27,774
	9M07	9M06
	-----	-----
Selling Expenses	48,277	35,586
G&A Expenses	74,453	28,522
SG&A	122,730	64,108
	3Q07	3Q06
	-----	-----
Selling Expenses / Launches	4.4%	8.2%
G&A Expenses / Launches	6.6%	6.1%
SG&A / Launches	11.1%	14.3%
	9M07	9M06
	-----	-----
Selling Expenses / Launches	4.0%	5.6%
G&A Expenses / Launches	6.2%	4.5%
SG&A / Launches	10.2%	10.2%

11

[GRAPHIC]

### 3Q07 - EBITDA

EBITDA for 3Q07 totaled R\$47.8 million (R\$122.5 million for the 9M07 period), 61% higher than the R\$29.8 million in 3Q06 (77% higher than the R\$ 69.2 million in 3Q06). As a percentage of net revenues, EBITDA decreased from 18.5% in 3Q06 to 15.5% in the 3Q07 (15.3% in 9M07 versus 16.3% in 9M06).

As we recognize 100% of expenses as they are incurred, but use the PoC method to recognize revenues, SG&A expense increases in advance of the revenues and has a material impact on our current EBITDA. As previously discussed, our aggressive growth strategy and investment in the requisite infrastructure for sustained long term growth led to higher SG&A expenses. Please refer to the 4Q06 Earnings Release for a detailed description of the SG&A accounting.

It is also important to mention that, starting in 2007, we are accruing our bonus provision on a quarterly basis. During 2006 we provisioned the yearly bonus fully in the last quarter, strongly impacting the quarter's EBITDA. The impact in 2007 will be distributed in all four quarters, with an R\$5.9 million provision in 3Q07, which represents 1.9% of net revenues.

## Edgar Filing: Gafisa S.A. - Form 6-K

In order to make these impacts clearer, we have simulated what our EBITDA would look like under certain scenarios:

Table 19 - % of Net Revenues Taken from EBITDA Margin from:

	3Q07	9M07	
Bonus Provision	1.9%	1.8%	
Fit's EBITDA	0.9%	0.8%	
Not deferring selling expenses	2.0%	1.4%	
Total	4.8%	3.9%	

EBITDA Margin Without the Effect of:

	3Q07	9M07	
Bonus Provision	17.4%	17.1%	
Fit's EBITDA	16.4%	16.1%	
Not deferring selling expenses	17.5%	16.7%	
Total	20.3%	19.3%	

The above simulation's intent is to illustrate the impact our strategy of creating a start-up company to access the low-income market, as well as our chosen accounting methods would have on our EBITDA. Nevertheless, our correct EBITDA figures are the ones published on our financial statements.

### 3Q07 - Depreciation and Amortization

Depreciation and amortization in 3Q07 amounted to R\$2.0 million, an increase of 116.3% compared to the R\$0.9 million in 3Q06. In the 9M07 period, depreciation and amortization amounted to R\$12.6 million (of which R\$7.5 million are from the amortization of the goodwill generated from the AlphaVille acquisition), an increase of 373.9% compared to the R\$2.7 million in 9M06

In regards to the amortization of the goodwill generated from the AlphaVille acquisition, it is important to mention that we used a linear calculation for the 1Q07 and 2Q07 results. For 3Q07 and 4Q07 this figure will be equal to zero, and from 1Q08 on we will amortize this goodwill through a progressive exponential calculation following the EBIT, in the percentages described below:

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
4.49%	6.28%	7.22%	10.11%	11.52%	14.02%	11.78%	11.67%	11.45%	11.46%

12

[GRAPHIC]

### 3Q07 - Financial Results

Net financial results totaled a negative R\$ 3.4 million in 3Q07 (negative R\$15.0

## Edgar Filing: Gafisa S.A. - Form 6-K

million for the 9M07 period) compared to a negative R\$ 0.5 million in 3Q06 (negative R\$3.4 million in 9M06). Financial expenses during 3Q07 totaled R\$15 million in 3Q07 (9M07 totaled R\$50.3 million), an increase of 7.5% over R\$ 13.9 million in 3Q06 (R\$44.2 million in 9M06). Financial income decreased from R\$ 13.4 million in 3Q06 (R\$40.7 million in 9M06) to R\$ 11.5 million in 3Q07 (R\$35.3 million in 9M07), primarily due to the effect in cash and cash equivalents of the lower interest rates.

### 3Q07 - Income Taxes

Net income taxes and social contribution for 3Q07 amounted to R\$8.7 million (R\$7.9 million in 9M07) versus R\$0.7 million in same period of last year (R\$ 2.7 million in 9M06). The lower figures in 2006 were mainly because of tax credits.

### 3Q07 - Net Income and Earnings per Share

Net income for 3Q07 was R\$30.9 million (10.0% of net revenues), R\$3.2 million or 11.8% higher than the net income of R\$27.7 million (17.1% of net revenues) registered in the same period of 2006.

For the 9M07 figure, adjusted net income was R\$80.7 million in 2007, versus R\$60.4 million in 2006, with 10.1% and 14.2% adjusted net margins, respectively.

Net earnings per share was R\$0.24 in 3Q07 (R\$0.65 for the 9M07 period) compared to net earnings per share of R\$0.27 in 3Q06 (R\$0.61 for the 9M06 period). Basic weighted average shares outstanding were 129 million in 3Q07 and 103 million in 3Q06.

### Backlog of Revenues and Results

The backlog of results to be recognized under the PoC method reached R\$465 million in 3Q07, R\$175 million higher than the 3Q06 and R\$46 million more than 2Q07.

The table below shows our revenues, costs and results to be recognized, as well as the amount of the corresponding costs and the expected margin:

Table 20 - Revenues and results to be recognized (R\$000)

(for the period end)	3Q07	2Q07	3Q06(1)	3Q07 x 2Q07
Sales to be recognized--end of period	1,208.6	1,100.2	665.7	9.9%
Cost of units sold to be recognized - end of period	(743.5)	(681.4)	(375.0)	9.1%
Backlog of Results to be recognized	465.2	418.8	290.7	11.07%
Backlog Margin - yet to be recognized	38.5%	38.1%	43.7%	0.4 pp

Note: (1) In order to increase transparency and visibility of future earnings, during the fourth quarter ended December 31st 2006, the Company changed the accounting practice adopted with respect to the costs and earnings to be recognized in our backlog.



## Edgar Filing: Gafisa S.A. - Form 6-K

### Balance Sheet

#### Cash and Cash Equivalents

On September 30 2007, cash and cash equivalents were equal to R\$372 million, 25% lower than June 30, 2007 R\$496 million, and 13% higher than 3Q06's R\$330 million.

#### Accounts Receivables

Accounts receivable increased 89% to R\$2 billion in September 2007 when compared to the R\$1.1 billion figure of 3Q06, and 14% compared to the R\$1.7 billion that was registered in June 2007. In 3Q07, receivables of completed units (post-completion receivables) reached R\$304 million or 15% of the total accounts receivables.

Table 21 - Accounts Receivables from Clients

Real estate development receivables:	3Q07	3Q06	2Q07	3Q07 x 3Q06	3Q07 x 2
Current	458,936	356,370	411,256	28.78%	11.59
Long-term	384,934	72,852	316,057	428.38%	21.79
Total	843,870	429,222	727,313	96.60%	16.03

Receivables to be recognized on our balance sheet according to PoC method and BRGAAP (for more details, see note 5 on our Financial Statements:

	3Q07	3Q06	2Q07	3Q07 x 3Q06	3Q07 x 2
Current	397,491	81,054	270,288	390.40%	47.06
Long-term	793,972	567,732	793,470	39.85%	0.06
Total	1,191,463	648,786	1,063,758	83.64%	12.01
Total Accounts Receivables	2,035,333	1,078,008	1,791,071	88.80%	13.64

#### Inventory (Properties for Sale)

Our inventory includes land paid in cash, construction in progress, and finished units. Our inventory increased to R\$709.1 million in 3Q07, an increase of 85.0% as compared to the R\$383.1 million registered in 3Q06 due to recent land acquisitions in cash (more details in the "Land Reserves" section of this report) and developments under construction. It is important to note that the increase in units completed is due to the consolidation of AlphaVille.

The tables below details inventory for the 3Q07:

Table 22 - Inventory

Edgar Filing: Gafisa S.A. - Form 6-K

	3Q07	2Q07	3Q06	3Q07 x 2Q07	3Q07 x 3Q06
Land	290,129	187,257	100,528	54,9%	188,6%
Properties under construction	380,362	351,753	237,183	8,1%	60,4%
Units completed	38,624	55,003	45,425	-29,8%	-15,0%
<b>Total</b>	<b>709,115</b>	<b>594,013</b>	<b>383,136</b>	<b>54,9%</b>	<b>188,6%</b>

The table below details inventory at market value for the 3Q07:

Table 23 - Inventory at market value:

Segments	3Q07	2Q07	3Q06	3Q07 x 2Q07	3Q07 x 3Q06
HIG	153,944	69,856	148,833	120%	3%
MHI	357,001	375,429	229,250	-5%	56%
MID	347,258	385,465	155,451	-10%	123%
AEL	52,281	10,549	9,359	396%	459%
LOT	204,583	157,182	28,110	30%	628%
COM	13,074	15,760	116,928	-17%	-89%
<b>TOTAL</b>	<b>1,128,140</b>	<b>1,014,242</b>	<b>687,930</b>	<b>11%</b>	<b>64%</b>

Geog. Region	3Q07	2Q07	3Q06	2Q07 x 1Q07	2Q07 x 2Q06
Sao Paulo	295,559	269,476	304,959	10%	-3%
Rio de Janeiro	267,581	248,971	235,464	7%	14%
New Markets	565,001	495,794	147,508	14%	283%
<b>TOTAL</b>	<b>1,128,140</b>	<b>1,014,242</b>	<b>687,930</b>	<b>11%</b>	<b>64%</b>

14

[GRAPHIC]

Launching year	3Q07	2Q07	3Q06	2Q07 x 1Q07	2Q07 x 2Q06
Launches from 2007	642,934	487,986	NA	32%	NA
Launches from 2006	221,270	263,959	294,546	-16%	-25%
Launches from 2005	151,316	161,553	189,510	-6%	-20%
Prior to 2004	112,621	100,744	203,874	12%	-45%
<b>TOTAL</b>	<b>1,128,140</b>	<b>1,014,242</b>	<b>687,930</b>	<b>11%</b>	<b>64%</b>

Liquidity

## Edgar Filing: Gafisa S.A. - Form 6-K

The following table sets forth information on our indebtedness as of September 30, 2007:

Table 24 - Debt breakdown

Type of transaction	Rates	3Q07	2Q07	3Q07 x 2Q07
Debentures	1.3%p.a. + CDI	242,043	250,481	-3.4%
Construction Financing (SFH)	6.2-11%p.a. + TR	42,134	38,295	10.0%
Downstream Merger obligation	10-12%p.a. + TR	14,569	16,237	-10.3%
Funding for developments	1.3-3.2%p.a. + CDI	--	22,359	-100.0%
Working Capital	3.5-6.2%p.a. + CDI	77,801	41,387	88.0%
Others (Alphaville)	19.6-25.7%p.a	--	1,998	-100.0%
<b>Total</b>		<b>376,547</b>	<b>370,757</b>	<b>1.6%</b>
<b>Total Cash</b>		<b>372,092</b>	<b>496,016</b>	<b>-25%</b>
<b>Net Debt (Cash)</b>		<b>4,455</b>	<b>-125,259</b>	<b>-104%</b>

Debt payment schedule as of September 30, 2007:

Table 25 - Debt Maturity

Type	Total	2007	2008	2009	2010	2011 and later
Debentures	242,043	2,043	--	48,000	96,000	96,000
Construction Financing (SFH)	42,134	26,427	7,494	6,451	1,762	--
Downstream Merger obligation	14,569	3,226	3,865	5,257	2,221	--
Funding for developments	--	--	--	--	--	--
Working Capital	77,801	7,941	1,107	3,446	16,161	49,146
Others	--	--	--	--	--	--
<b>Total</b>	<b>376,547</b>	<b>39,637</b>	<b>12,466</b>	<b>63,154</b>	<b>116,144</b>	<b>145,146</b>

As of September 30 2007, our net debt to equity ratio was 0.3% compared to negative 10% in 3Q06 and negative 9% in 2Q07.

### Outlook

At the end of 3Q07, Gafisa reached 72% of the guidance provided for full year 2007 launches. Therefore, we are increasing 2007 full year launch guidance to R\$1.9 billion (from R\$1.65 billion) given our accelerated schedule for the fourth quarter. The Company now expects an increase of 90% in consolidated project launches over 2006. Approximately R\$1.5 billion of the year's launches are expected to come from Gafisa's core business, R\$200 million from Fit Residencial, R\$200 million from AlphaVille.

For 2008, Gafisa expects to launch R\$3 billion for the consolidated company.

The Company continues to expect a full year 2007 EBITDA margin of between 15% and 16%.

## Edgar Filing: Gafisa S.A. - Form 6-K

### Glossary

**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.

**Land Bank** - 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.

**PoC Method** - Under Brazilian GAAP, real estate development revenues, costs and related expenses are recognized using 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.

**HIG (High Income)** - segment with residential units sold at minimum price of R\$3,600 per square meter.

**MHI (Mid-High)** - segment with residential units sold at prices ranging from R\$2,800 to 3,600 per square meter.

**MID (Middle Income)** - segment with residential units sold at prices ranging from R\$2,000 to 2,800 per square meter.

**AEL (Affordable Entry Level)** - residential units targeted to the mid-low and low income segments with prices ranging from R\$1,500 to 2,000 per square meter.

**LOT (Urbanized Lots)** - land subdivisions, or lots, with prices ranging from R\$150 to R\$800 per square meter

**COM (Commercial buildings)** - Commercial and corporate units developed only for sale with prices ranging from R\$4,000 to R\$7,000 per square meter.

**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.

## Edgar Filing: Gafisa S.A. - Form 6-K

### About Gafisa

We are one of Brazil's leading diversified national homebuilders. Over the last 50 years, we have been recognized as one of the foremost professionally-managed homebuilders, having completed and sold more than 900 developments and constructed over 37 million square meters of housing, which we believe is more than any other residential development company in Brazil. We believe "Gafisa" is one of the best-known brands in the real estate development market, enjoying a reputation among potential homebuyers, brokers, lenders, landowners and competitors for quality, consistency and professionalism.

### Investor Relations:

Bruno Teixeira  
Phone: +55 11 3025-9297  
Email: [ir@gafisa.com.br](mailto:ir@gafisa.com.br)  
Website: [www.gafisa.com.br/ir](http://www.gafisa.com.br/ir)

Media Relations (US - Europe)  
Eileen Boyce  
Reputation Partners  
Phone: +011 312 222 9126  
Fax: +011 312 222 9755  
E-mail: [eileen@reputationpartners.com](mailto:eileen@reputationpartners.com)

Media Relations (Brazil)  
Joana Santos  
Maquina da Noticia  
Phone: +55 11 3147-7900  
Fax: +55 11 3147-7900  
E-mail: [joana.santos@maquina.inf.br](mailto:joana.santos@maquina.inf.br)

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.

17

### Appendix

The following table sets forth detailed information of projects launched in 2007 by quarter:

### Appendix

Month of

Usable Area # of U

Edgar Filing: Gafisa S.A. - Form 6-K

Projects launched in 1Q07	Launch	Segment	Location	(s.q.m) (100%)	(100)
Fit Jacana	March	AEL	Sao Paulo - SP	9,181	1
Isla	March	Mid	Sao Caetano - SP	31,423	2
Grand Valley	March	Mid	Rio de Janeiro - RJ	16,908	2
Acqua Residence (Fase 1)	March	Mid	Nova Iguacu - RJ	28,400	3
Celebrare	March	Mid	Caxias - RJ	14,679	1
Reserva do Lago	March	Mid	Goiania - GO	16,800	1
AlphaVille - Campo Grande	March	Lot	Campo Grande - MS	225,269	4
<b>Total</b>				<b>342,660</b>	<b>1,8</b>

Projects launched in 2Q07	Month of Launch	Segment	Location	Usable Area (s.q.m) (100%)	# of U (100)
CFS - Primula	June	Mid	Sao Paulo - SP	13,897	
CSF - Dalia	June	Mid	Sao Paulo - SP	9,000	
CSF - Acacia		Mid	Sao Paulo - SP	23,461	1
Jatiuca Trade Residence	June	Mid	Maceio - AL	32,651	5
Enseada das Orquideas	June	Mid-High	Santos - SP	52,589	4
London Green	June	Mid-High	Rio de Janeiro - RJ	28,998	3
Horizonte	May	Mid	Belem -PA	7,505	
Secret Garden	May	Mid	Rio de Janeiro - RJ	15,344	2
Evidence	April	Mid	Sao Paulo - SP	23,487	1
Fit Maceio	April	AEL	Maceio - AL	4,207	
Acquarelle	April	Mid	Manaus - AM	17,742	2
Palm Ville	April	Mid	Salvador - BA	13,582	1
Art Ville	April	Mid	Salvador - BA	16,157	2
<b>Total</b>				<b>258,621</b>	<b>2,7</b>

Projects launched in 3Q07	Month of Launch	Segment	Location	Usable Area (s.q.m) (100%)	# of U (100)
Privilege	September	Mid-High	Rio de Janeiro - RJ	16,173	1
Jatiuca Trade Residence (Fase 2)	September	Mid	Maceio - AL	8,520	1
Parc Paradiso (Fase 2)	September	Mid-High	Belem -PA	10,427	1
AlphaVille - Rio Costa do Sol	September	Lot	Rio das Ostras - RJ	313,400	6
AlphaVille - Cajamar	September	Lot	Cajamar - SP	674,997	6
Fit Citta	September	AEL	Salvador - BA	26,779	2
Fit Coqueiro	September	AEL	Belem -PA	50,040	6
Supremo	August	High	Sao Paulo - SP	34,864	1
Orbit	August	Mid	Curitiba - PR	11,332	1
Parc Paradiso	August	Mid-High	Belem -PA	35,987	3
AlphaVille - Aracagy	August	Lot	Sao Luis - MA	181,933	3

Edgar Filing: Gafisa S.A. - Form 6-K

-----  
 Total 1,364,452 2,9  
 =====

-----  
 Total YTD 2007 1,965,732 7,4  
 =====

Fit Residencial recognizes sales only after the client has received the final approval by Caixa Economica Federal.

18

[GRAPHIC]

The following table sets forth the financial completion of the construction in progress in 2007 and 2006 and the related revenue recognized during those years:

Development	Month/Year launched	Total area (m(2))	Final Completion (%)	Percentage sold-		R Rec (B
				3Q07	3Q06	
Arena	dez-05	29,256	76%	25%	100%	99%
Villagio Panamby- Mirabilis	mar-06	23,355	59%	9%	88%	69%
Enseada das Orquideas	jun-07	52,589	20%	0%	32%	0%
Olimpic Resort	out-05	21,851	81%	25%	100%	99%
Del Lago	mai-05	62,022	60%	28%	96%	67%
Villagio Panamby - Jazz Duet	set-05	13,400	87%	28%	88%	38%
Peninsula Fit	mar-06	24,080	48%	3%	57%	52%
Beach Park Acqua	nov-05	9,770	67%	12%	89%	83%
Olimpic - Chacara Sto Antonio	ago-06	24,988	37%	19%	95%	59%
Villagio Panamby - Agrias	nov-06	21,390	39%	0%	72%	0%
Espaco Jardins	mai-06	28,926	32%	12%	99%	65%
Isla	mar-07	31,423	16%	0%	70%	0%
The Gold	dez-05	10,465	81%	41%	79%	46%
Sunspecial Resid. Service	mar-05	21,189	87%	29%	83%	82%
Sunplaza Personal Office	mar-06	6,328	76%	11%	94%	69%
Bem Querer	nov-05	11,136	94%	11%	100%	98%
Blue Land	ago-03	18,252	71%	36%	66%	36%
Villagio Panamby - Domaine Du Soleil	set-05	8,225	90%	34%	92%	57%
Espacio Laguna	ago-06	16,364	38%	0%	32%	3%
Alphaville Salvador II	fev-06	853,344	46%	NA	88%	NA
Alphaville Eusebio	set-05	534,314	74%	NA	60%	NA
Alphaville D. Pedro	ago-04	616,224	94%	NA	100%	NA
Alphaville Aracagy	ago-07	195,829	25%	NA	85%	NA
Alphaville Manaus	ago-05	464,688	69%	NA	100%	NA
Villagio Panamby - Parides	nov-06	13,093	58%	0%	100%	0%
Vistta Ibirapuera	mai-06	9,963	59%	34%	100%	100%
CSF - Saint Etienne	mai-05	11,261	79%	22%	96%	93%
Palm D'Or	set-05	8,493	75%	31%	100%	53%
Paco das Aguas	mai-06	24,080	53%	36%	75%	57%
Blue Vision - Sky e Infinity	jun-06	18,514	74%	37%	84%	74%

Edgar Filing: Gafisa S.A. - Form 6-K

Parc Paradiso	ago-07	35,987	8%	0%	73%	0%
Town Home	nov-05	8,319	60%	16%	60%	35%
Sundeck	nov-03	13,043	100%	80%	95%	75%
Blue II e Concept	dez-05	28,296	89%	51%	60%	55%
Beach Park - Living	jun-06	14,913	23%	0%	69%	49%
Secret Garden	mai-07	15,344	15%	0%	54%	0%
Alphaville Burle Max	abr-05	1,305,022	69%	NA	21%	NA
Weber Art	jun-05	5,812	82%	22%	96%	86%
Alphaville Campo Grande	mar-07	517,869	39%	NA	48%	NA
CSF - Santtorino	ago-06	14,979	19%	7%	100%	80%
Mirante do Rio	out-06	8,125	21%	0%	100%	0%
La Place	mai-04	8,416	100%	83%	100%	79%
Ville Du Soleil	out-06	8,920	46%	0%	29%	0%
Alphaville Gravatai	jun-06	1,309,397	41%	NA	40%	NA
Collori	nov-06	39,462	42%	0%	48%	0%
Evidence	abr-07	23,487	19%	0%	32%	0%
Felicita - Evangelina 2	dez-06	11,323	20%	0%	74%	0%
FIT Jacana	mar-07	9,181	18%	NA	84%	NA
Terras de Sao Francisco	jul-04	114,160	100%	98%	97%	88%
The House	out-05	5,313	38%	25%	96%	89%
Lumiar	fev-05	7,193	94%	35%	100%	52%
Icarai Corporate	dez-06	5,683	33%	0%	85%	0%
CSF - Paradiso	nov-06	16,286	12%	0%	75%	0%
Alphaville Recife	ago-06	704,051	38%	NA	94%	NA
Quinta Imperial	jul-06	8,422	21%	2%	77%	66%
Alphaville Rio Costa do Sol	set-07	1,521,753	4%	NA	53%	NA
CSF - Acacia	jun-07	23,461	3%	0%	74%	0%
Campo D'Ourique	dez-05	11,775	65%	11%	32%	9%
Fit Niteroi	ago-06	8,523	34%	0%	84%	34%
Montenegro Boulevard	jun-05	174,862	95%	67%	100%	100%
Alphaville Gramado	jun-04	431,663	98%	NA	43%	NA
Side Park - Ed. Style	jul-04	10,911	95%	54%	100%	96%
Celebrare	mar-07	14,679	16%	0%	78%	0%
Alphaville Cuiaba	nov-03	545,631	100%	NA	94%	NA
Riviera Ponta Negra - Cannes e Marseille	jan-04	22,332	100%	88%	73%	68%
Reserva do Lago	jun-06	16,800	8%	0%	74%	0%
CSF - Benne Sonanz	set-03	9,437	100%	100%	93%	80%
Others						

19

[GRAPHIC]

Consolidated Statements of Income

R\$ 000	3Q07	3Q06	2Q07	3Q07 x 3Q06
Gross Operating Revenue	320,787	168,690	280,121	90.2%
Real State development and sales	309,373	163,304	264,319	89.4%
Construction and services rendered	11,414	5,386	15,802	111.9%
Deductions	(12,232)	(7,148)	(13,573)	71.1%
Net Operating Revenue	308,555	161,542	266,548	91.0%



Edgar Filing: Gafisa S.A. - Form 6-K

Operating Costs	(215,822)	(104,896)	(186,467)	105.7%
Gross profit	92,733	56,646	80,081	63.7%
Operating Expenses	(44,884)	(26,839)	(41,665)	67.2%
Selling expenses	(18,941)	(15,874)	(17,330)	19.3%
General and administrative expenses	(28,173)	(11,900)	(22,207)	136.7%
Equity Income	33	962	(37)	-96.6%
Other Operating Revenues	2,197	(27)	(2,091)	na
EBITDA	47,849	29,807	38,416	60.5%
Depreciation and Amortization	(1,986)	(918)	(5,517)	116.3%
Extraordinary expenses	--	--	0	na
EBIT	45,863	28,889	32,899	58.8%
Financial Income	11,543	13,399	15,395	-13.9%
Financial Expenses	(14,959)	(13,909)	(18,340)	7.5%
Income before taxes on income	42,447	28,379	29,954	49.6%
Deffered Taxes	(1,987)	(1,061)	5,703	87.3%
Income tax and social contribution	(6,744)	349	(1,774)	-2032.4%
Income after taxes on income	33,716	27,667	33,883	21.9%
Minority Shareholders	(2,777)	--	(1,743)	na
Net income	30,939	27,667	32,140	11.8%
Adjusted net income per thousand shares outstanding	0.24	0.27	0.25	na

20

[GRAPHIC]

Consolidated Statements of Income

R\$ 000	9M07	9M06	9M07 x 9M06
Gross Operating Revenue	836,248	444,923	88.0%
Real State development and sales	815,893	425,887	91.6%
Construction and services rendered	20,355	19,036	6.9%
Deductions	(36,829)	(19,363)	90.2%
Net Operating Revenue	799,419	425,560	87.9%
Operating Costs	(558,645)	(294,865)	89.5%
Gross profit	240,774	130,695	84.2%
Operating Expenses	(118,301)	(61,454)	92.5%
Selling expenses	(48,277)	(35,586)	35.7%
General and administrative expenses	(74,453)	(28,522)	159.7%

Edgar Filing: Gafisa S.A. - Form 6-K

Equity Income	(263)	3,315	-107.9%
Other Operating Revenues	4,692	(661)	na
<hr/>			
EBITDA	122,473	69,241	76.9%
<hr/>			
Depreciation and Amortization	(12,564)	(2,651)	373.9%
Extraordinary expenses	(30,174)	(29,176)	na
<hr/>			
EBIT	79,735	37,414	113.1%
<hr/>			
Financial Income	35,260	40,722	-13.4%
Financial Expenses	(50,307)	(44,154)	13.9%
<hr/>			
Income before taxes on income	64,688	33,982	90.4%
<hr/>			
Deffered Taxes	(5,352)	(3,031)	76.6%
Income tax and social contribution	(2,592)	309	-938.8%
<hr/>			
Income after taxes on income	56,744	31,260	81.5%
<hr/>			
Minority Shareholders	(6,221)	--	na
<hr/>			
Net income	50,523	31,260	61.6%
<hr/>			
Adjusted net income per thousand shares outstanding	0.65	0.61	na

21

[GRAPHIC]

Consolidated Balance Sheet

R\$ 000	3Q07	3Q06	2Q07	3Q07 x 3Q06
<hr/>				
ASSETS				
Current assets				
Cash and banks	30,454	11,766	21,328	158.8%
Financial investments	341,638	318,440	474,688	7.3%
Receivables from clients	485,989	356,370	435,887	36.4%
Properties for sale	709,115	383,136	594,013	85.1%
Other accounts receivable	119,062	103,560	119,417	15.0%
Deferred selling expenses	29,136	15,505	25,259	87.9%
Prepaid expenses	7,921	2,051	13,238	286.2%
<hr/>				
	1,723,315	1,190,828	1,683,830	44.7%
Long-term assets				
Receivables from clients	384,934	72,852	316,057	428.4%
Deferred taxes	77,316	30,614	73,913	152.6%
Other	42,738	42,802	38,704	-0.1%
<hr/>				
	504,988	146,268	428,674	245.2%
Permanent assets				
Investments	167,574	2,838	167,709	5804.7%

Edgar Filing: Gafisa S.A. - Form 6-K

Properties and equipment	21,396	8,177	15,169	161.6%
	188,970	11,015	182,878	1615.5%
Total assets	2,417,273	1,348,111	2,295,382	79.3%

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities

Loans and financings	31,731	41,828	51,710	-24.1%
Debentures	2,043	183,126	10,481	-98.9%
Real estate development obligations	4,168	14,529	5,710	-71.3%
Obligations for purchase of land	166,286	69,407	108,913	139.6%
Materials and service suppliers	78,655	36,717	75,638	114.2%
Taxes and contributions	67,860	45,170	60,349	50.2%
Taxes, payroll charges and profit sharing	29,929	7,944	21,141	276.8%
Advances from clients - real state and services	29,504	34,980	50,181	-15.7%
Dividends	--	--	2,823	--
Other	17,036	16,203	15,359	5.1%
	427,212	449,904	402,305	-5.0%

Long-term liabilities

Loans and financings	102,773	26,527	68,566	287.4%
Debentures	240,000	--	240,000	--
Obligations for purchase of land	28,600	8,373	13,501	241.6%
Deferred taxes	62,407	20,979	52,260	197.5%
Unearned income from property sales	637	3,320	1,053	-80.8%
Other	48,129	29,206	51,365	64.8%
	482,546	88,405	426,745	445.8%

Deferred income

Deferred income on acquisition of subsidiary	--	--	345	--
Minority Shareholders	14,154	--	3,616	--

Shareholders' equity

Capital	1,220,542	591,315	1,220,490	106.4%
Treasury shares	(18,050)	(47,026)	(18,050)	-61.6%
Capital reserves	167,276	167,276	167,276	0.0%
Revenue reserves	123,593	51,211	92,655	141.3%
	1,493,361	809,802	1,462,371	84.4%
Total liabilities and shareholders' equity	2,417,273	1,348,111	2,295,382	79.3%

[GRAPHIC]

## Edgar Filing: Gafisa S.A. - Form 6-K

- 3Q07 Launches Increase 119% to R\$426 million and Pre-sales Increase 56% to R\$367 million --
- Land Bank Grows 44% from Previous Quarter to R\$8.9 billion --
- Company Updates 2007 Expectations for Launches and Provides 2008 Outlook --

Sao Paulo, November 7, 2007 - Gafisa S.A. (Bovespa: GFSA3; NYSE: GFA), one of Brazil's leading diversified national homebuilders, today reported its financial results for the third quarter (3Q07) and nine months ended September 30, 2007 (9M07). The following financial and operating information, unless otherwise indicated, was prepared and presented in accordance with Brazilian GAAP (BR GAAP) and in Brazilian Reals (R\$). Additionally, financial statements and operating information consolidate the numbers for Gafisa and its subsidiaries, and refer to Gafisa's stake (or participation) in its developments. To view a more detailed review of third quarter results filed with the Brazilian Comissao de Valores Mobiliarios ("CVM"), please visit Gafisa's website [www.gafisa.com.br/ir](http://www.gafisa.com.br/ir).

Net operating revenue for the third quarter, recognized by the Percentage of Completion ("PoC") method, increased 91% to R\$309 million from R\$162 million in the prior year period. Backlog of Results to be recognized under the PoC method at the end of the third quarter reached R\$465 million (Backlog margin of 38.5%), an increase of 60% from the previous year's quarter.

Project launches during the quarter totaled R\$426 million, an increase of 119% over the same period in 2006. Pre-sales reached R\$366.9 million, an increase of 56% over the 3Q06 pre-sales of R\$235.3 million.

The Company's land bank is currently R\$8.9 billion of future sales, close to 3 times our 2008 potential launch value, and 44% higher than at the end of 2Q07. The increase is largely due to the addition of the Bairro Novo land bank of R\$468 million and R\$1.1 billion, corresponding to the 70% share of the land bank acquired through the Cipesa transaction. This acquisition gives Gafisa a strong foothold in the Northeast region of the country.

Selling, general and administrative (SG&A) expenses were R\$47.1 million in 3Q07 versus R\$27.8 million in the prior year. The increase in SG&A is primarily due to the Company's rapid expansion and management expenses associated with the new divisions targeting Brazil's lower income segments, Fit and Bairro Novo. Additionally, 3Q07 amounts include the consolidation of Alphaville and the implementation of quarterly accruals for bonuses during 2007.

EBITDA for the third quarter increased 61% to R\$47.8 million from R\$29.8 million in the prior year period. Net Income for the third quarter increased 12% to R\$30.9 million, or R\$0.24 per share from R\$27.7 million in the third quarter of 2006. Net Income taxes for the quarter were R\$8.7 million versus R\$0.7 million in 3Q06. The lower tax figures in 2006 were mainly due to utilized tax credits.

Nine month EBITDA reached R\$122 million (15.3% EBITDA margin) in 2007 versus R\$69 million (16.3% EBITDA margin) in 2006 and adjusted net income was R\$81 million (10.1% adjusted net margin) in 9M07 compared to R\$60.4 million (14.2% adjusted net margin) in 9M06.

Commenting on results, Wilson Amaral, chief executive officer of Gafisa S.A. said, "We continue to see robust growth in the Brazilian housing industry and strong prospects for accelerated growth in the future driven by increased access to financing, especially in the lower income population segments. Through Fit Residencial and Bairro Novo, we are now creating the conditions to lead the housing industry in serving the lower income segments of the population which we believe will fuel long term growth in the industry. And, while implementing these programs, we have continued to drive profitable growth across the organization."

## Edgar Filing: Gafisa S.A. - Form 6-K

Amaral continued, "I am very pleased with our third quarter and year to date operating and financial results. We are on track to meet our profitability targets and expect to exceed our earlier outlook for launches by year end 2007. We also expect significant growth in launches during 2008. In fact, we now expect the first launch of a Bairro Novo development targeting the lower income segment with large scale housing developments, to take place by the end of 4Q07 rather than in the first half of 2008. Bairro Novo's high quality land bank with certain existing permits allowed us to accelerate the launch of this project.

23

[GRAPHIC]

"Pre-sales, a strong indicator of Gafisa's ability to meet market demand, remain strong with year to date growth of 56%, reaching R\$964 million, while EBITDA increased 77% during the same period. We have also continued to launch new projects in diverse geographies at an unprecedented rate. During the first nine months of the year Gafisa's new developments reached nearly R\$1.2 billion."

Commenting on the Company's strategy, Amaral said, "To date, we have created the infrastructure and teams to serve all segments of the market. Our long-established products, complemented by the acquisition of Alphaville earlier in the year, solidify our leadership position in serving the high and mid-high end of the population with a differentiated product offering. Fit Residencial and Bairro Novo will serve the lower income markets with increased access to financing through programs established by the Caixa Economica Federal (CEF) and commercial banks. We have already launched 3 projects in diverse geographies under the Fit brand and are announcing today the expected launch of our first Bairro Novo project by the end of this year.

"Our strategy not only addresses segment diversification, but also geographic diversification. Gafisa's R\$8.9 billion land bank is distributed over 118 separate land parcels, 61% of which is located outside of Sao Paulo and Rio. The Gafisa brand, reputation and diverse products have helped attract excellent partners that complement Gafisa with local market knowledge and access to high quality land. Our recent acquisition of Cipesa, a leader in the Northeastern state of Alagoas was the result of a successful partnership.

"Our investment in human capital will assure our on-going ability to aggressively execute and deliver the most appropriate products on the market. We have dedicated teams developing, executing and selling the products that serve unique market segments. And, through our trainee program, we are guaranteeing that we will have a steady flow of expertise into the future. Our trainee program is among the top three largest and most competitive across all industries in Brazil.

"Finally, the underlying macroeconomic conditions are very favorable and we expect conditions to continue to improve for long term housing expansion. Overall savings deposits, an important source of mortgage financing, increased 9.6% in the first nine months of 2007 as compared to the same period in 2006. This translated into an 81% increase in the amount of mortgages provided utilizing this source of funding over the same period. Commercial banks are offering longer repayment periods and lower interest rates. Additionally, we are working closely with banks to streamline access to financing for our clients and intend to continue to play an important role in this process", concluded Amaral.

Outlook

## Edgar Filing: Gafisa S.A. - Form 6-K

At the end of 3Q07, Gafisa reached 72% of the guidance provided for full year 2007 launches. Therefore, we are increasing 2007 full year launch guidance to R\$1.9 billion (from R\$1.65 billion) given our accelerated schedule for the fourth quarter. The Company now expects an increase of 90% in consolidated project launches over 2006. Approximately R\$1.5 billion of the year's launches are expected to come from Gafisa's core business, R\$200 million from Fit Residencial, R\$200 million from AlphaVille.

For 2008, Gafisa expects to launch R\$3 billion for the consolidated company.

The Company continues to expect a full year 2007 EBITDA margin of between 15% and 16%. Gafisa's core business continues to increase its EBITDA margin, but the consolidated figure will be impacted by the costs associated with ramping up Fit Residencial and Bairro Novo.

24

[GRAPHIC]

### Conference Call

The management of Gafisa will host a conference call in English on November 8, 2007, at 9:00 a.m. EST/12:00 p.m. SP. To access the call, dial +1 (480) 293-1744 and enter the code # 3797967. A replay of the conference call will be available until November 08, 2007. To access the replay, dial +1 (303) 590-3030 and enter the code # 3797967. A live webcast of the conference call will be available on the internet at [www.gafisa.com.br/ir](http://www.gafisa.com.br/ir).

### About Gafisa

We are one of Brazil's leading diversified national homebuilders. Over the last 50 years, we have been recognized as one of the foremost professionally-managed homebuilders, having completed and sold more than 900 developments and constructed over 37 million square meters of housing, which we believe is more than any other residential development company in Brazil. We believe "Gafisa" is one of the best-known brands in the real estate development market, enjoying a reputation among potential homebuyers, brokers, lenders, landowners, and competitors for quality, consistency, and professionalism.

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

### Investor Relations:

Bruno Teixeira  
Phone: +55 11 3025-9297  
Email: [ir@gafisa.com.br](mailto:ir@gafisa.com.br)  
Website: [www.gafisa.com.br/ir](http://www.gafisa.com.br/ir)

### Media Relations (US - Europe)

Eileen Boyce  
Reputation Partners  
Phone: +011 312 222 9126

Edgar Filing: Gafisa S.A. - Form 6-K

Fax: +011 312 222 9755  
E-mail: eileen@reputationpartners.com

Media Relations (Brazil)  
Joana Santos  
Maquina da Noticia  
Phone: +55 11 3147-7900  
Fax: +55 11 3147-7900  
Email: joana.santos@maquina.inf.br

--- Tables to follow ---

25

[GRAPHIC]

Consolidated Statements of Income

R\$ 000	3Q07	3Q06	2Q07	3Q07 x 3Q06
Gross Operating Revenue	320,787	168,690	280,121	90.2%
Real State development and sales	309,373	163,304	264,319	89.4%
Construction and services rendered	11,414	5,386	15,802	111.9%
Deductions	(12,232)	(7,148)	(13,573)	71.1%
Net Operating Revenue	308,555	161,542	266,548	91.0%
Operating Costs	(215,822)	(104,896)	(186,467)	105.7%
Gross profit	92,733	56,646	80,081	63.7%
Operating Expenses	(44,884)	(26,839)	(41,665)	67.2%
Selling expenses	(18,941)	(15,874)	(17,330)	19.3%
General and administrative expenses	(28,173)	(11,900)	(22,207)	136.7%
Equity Income	33	962	(37)	-96.6%
Other Operating Revenues	2,197	(27)	(2,091)	na
EBITDA	47,849	29,807	38,416	60.5%
Depreciation and Amortization	(1,986)	(918)	(5,517)	116.3%
Extraordinary expenses	--	--	0	na
EBIT	45,863	28,889	32,899	58.8%
Financial Income	11,543	13,399	15,395	-13.9%
Financial Expenses	(14,959)	(13,909)	(18,340)	7.5%

Edgar Filing: Gafisa S.A. - Form 6-K

Income before taxes on income	42,447	28,379	29,954	49.6%
Deffered Taxes	(1,987)	(1,061)	5,703	87.3%
Income tax and social contribution	(6,744)	349	(1,774)	-2032.4%
Income after taxes on income	33,716	27,667	33,883	21.9%
Minority Shareholders	(2,777)	--	(1,743)	na
Net income	30,939	27,667	32,140	11.8%
Adjusted net income per thousand shares outstanding	0.24	0.27	0.25	na

26

[GRAPHIC]

Consolidated Statements of Income

R\$ 000	9M07	9M06	9M07 x 9M06
Gross Operating Revenue	836,248	444,923	88.0%
Real State development and sales	815,893	425,887	91.6%
Construction and services rendered	20,355	19,036	6.9%
Deductions	(36,829)	(19,363)	90.2%
Net Operating Revenue	799,419	425,560	87.9%
Operating Costs	(558,645)	(294,865)	89.5%
Gross profit	240,774	130,695	84.2%
Operating Expenses	(118,301)	(61,454)	92.5%
Selling expenses	(48,277)	(35,586)	35.7%
General and administrative expenses	(74,453)	(28,522)	159.7%
Equity Income	(263)	3,315	-107.9%
Other Operating Revenues	4,692	(661)	na
EBITDA	122,473	69,241	76.9%
Depreciation and Amortization	(12,564)	(2,651)	373.9%
Extraordinary expenses	(30,174)	(29,176)	na



Edgar Filing: Gafisa S.A. - Form 6-K

EBIT	79,734	37,414	113.1%
Financial Income	35,260	40,722	-13.4%
Financial Expenses	(50,307)	(44,154)	13.9%
Income before taxes on income	64,688	33,982	90.4%
Deffered Taxes	(5,352)	(3,031)	76.6%
Income tax and social contribution	(2,592)	309	-938.8%
Income after taxes on income	56,744	31,260	81.5%
Minority Shareholders	(6,221)	--	na
Net income	50,523	31,260	61.6%
Adjusted net income per thousand shares outstanding	0.65	0.61	na

27

[GRAPHIC]

Consolidated Balance Sheet

R\$ 000	3Q07	3Q06	2Q07	3Q07 x 3Q06
<b>ASSETS</b>				
Current assets				
Cash and banks	30,454	11,766	21,328	158.8%
Financial investments	341,638	318,440	474,688	7.3%
Receivables from clients	485,989	356,370	435,887	36.4%
Properties for sale	709,115	383,136	594,013	85.1%
Other accounts receivable	119,062	103,560	119,417	15.0%
Deferred selling expenses	29,136	15,505	25,259	87.9%
Prepaid expenses	7,921	2,051	13,238	286.2%
	1,723,315	1,190,828	1,683,830	44.7%
Long-term assets				
Receivables from clients	384,934	72,852	316,057	428.4%
Deferred taxes	77,316	30,614	73,913	152.6%
Other	42,738	42,802	38,704	-0.1%
	504,988	146,268	428,674	245.2%
Permanent assets				

Edgar Filing: Gafisa S.A. - Form 6-K

Investments	167,574	2,838	167,709	5804.7%
Properties and equipment	21,396	8,177	15,169	161.6%
	-----	-----	-----	-----
	188,970	11,015	182,878	1615.5%
	-----	-----	-----	-----
Total assets	2,417,273	1,348,111	2,295,382	79.3%
	=====	=====	=====	-----
 LIABILITIES AND SHAREHOLDERS' EQUITY				
Current liabilities				
Loans and financings	31,731	41,828	51,710	-24.1%
Debentures	2,043	183,126	10,481	-98.9%
Real estate development obligations	4,168	14,529	5,710	-71.3%
Obligations for purchase of land	166,286	69,407	108,913	139.6%
Materials and service suppliers	78,655	36,717	75,638	114.2%
Taxes and contributions	67,860	45,170	60,349	50.2%
Taxes, payroll charges and profit sharing	29,929	7,944	21,141	276.8%
Advances from clients - real state and services	29,504	34,980	50,181	-15.7%
Dividends	--	--	2,823	--
Other	17,036	16,203	15,359	5.1%
	-----	-----	-----	-----
	427,212	449,904	402,305	-5.0%
Long-term liabilities				
Loans and financings	102,773	26,527	68,566	287.4%
Debentures	240,000	--	240,000	--
Obligations for purchase of land	28,600	8,373	13,501	241.6%
Deferred taxes	62,407	20,979	52,260	197.5%
Unearned income from property sales	637	3,320	1,053	-80.8%
Other	48,129	29,206	51,365	64.8%
	-----	-----	-----	-----
	482,546	88,405	426,745	445.8%
Deferred income				
Deferred income on acquisition of subsidiary	--	--	345	--
Minority Shareholders				
Minority Shareholders	14,154	--	3,616	--
Shareholders' equity				
Capital	1,220,542	591,315	1,220,490	106.4%
Treasury shares	(18,050)	(47,026)	(18,050)	-61.6%
Capital reserves	167,276	167,276	167,276	0.0%
Revenue reserves	123,593	51,211	92,655	141.3%
	-----	-----	-----	-----
	1,493,361	809,802	1,462,371	84.4%
	-----	-----	-----	-----
Total liabilities and shareholders' equity	2,417,273	1,348,111	2,295,382	79.3%
	=====	=====	=====	=====