

## OPERATIONAL PREVIEW 3Q23

Porto Alegre, October 16, 2023 – Melnick Desenvolvimento Imobiliário S.A. (B3: MELK3), a homebuilder and developer with strategic focus in the South Region of Brazil and conducting operations in real estate and urban development projects, discloses its preliminary non-audited data concerning launches, gross and net sales, and deliveries of the third quarter of 2023.

**In the year, launches % Melnick totaled R\$ 675 million, a 26% growth in comparison with 2022.**

### Launches

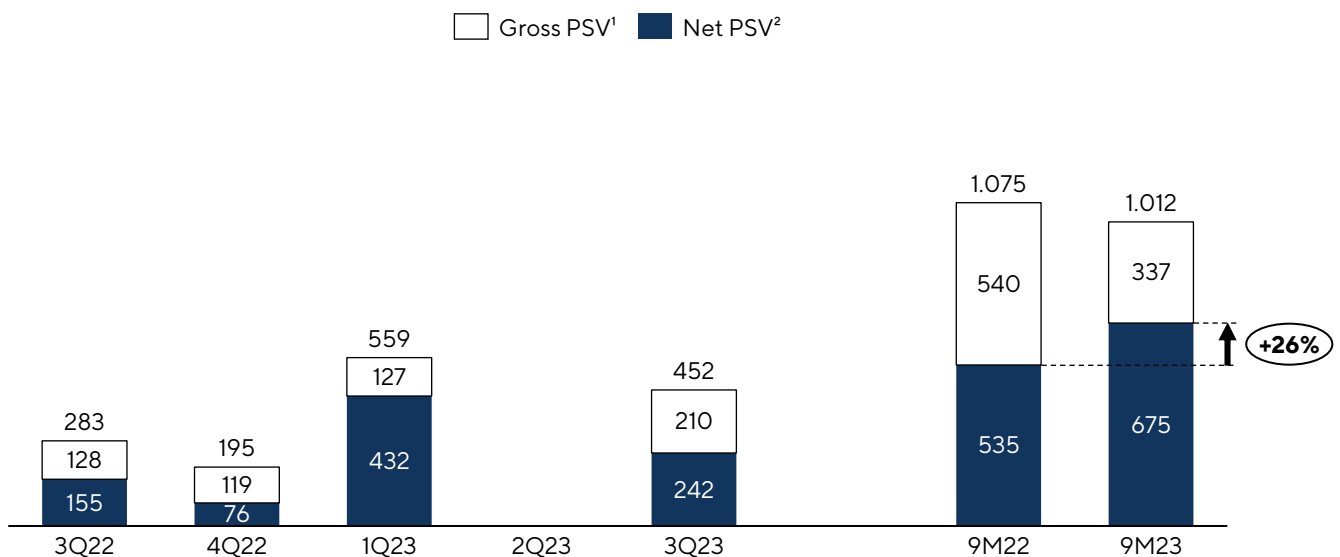
In 3Q22, we launched three developments, totaling R\$ 452.3 million in gross PSV (R\$ 242.3 million % Melnick), totaling R\$ 1.0 billion in gross PSV in the year (R\$ 674.6 million % Melnick).

| Project                      | Business unit | PSV 100% <sup>1</sup> (R\$ '000) | PSV Melnick <sup>2</sup> (R\$ '000) | Usable area <sup>3</sup> (m2) | Unit <sup>3</sup> | Average Value/Unit (R\$ '000) | Segment           |
|------------------------------|---------------|----------------------------------|-------------------------------------|-------------------------------|-------------------|-------------------------------|-------------------|
| <b>1Q23</b>                  |               | <b>559,369</b>                   | <b>432,287</b>                      | <b>33,227</b>                 | <b>452</b>        | <b>1,028</b>                  |                   |
| Grand Park Moinhos - Phase 2 | INC           | 61,289                           | 54,361                              | 7,467                         | 114               | 477                           | Residential       |
| Cidade Nilo                  | INC           | 429,334                          | 345,443                             | 18,205                        | 56                | 6,169                         | Residential       |
| Nilo Square Hotel            | INC           | 68,746                           | 32,483                              | 7,555                         | 282               | 230                           | Hotel             |
| <b>3Q23</b>                  |               | <b>452,331</b>                   | <b>242,272</b>                      | <b>71,863</b>                 | <b>454</b>        | <b>807</b>                    |                   |
| Go Bom Fim                   | INC           | 153,599                          | 88,609                              | 9,990                         | 266               | 512                           | Residential       |
| Casa Moinhos                 | INC           | 198,392                          | 130,334                             | 6,209                         | 16                | 8,146                         | Residential       |
| The Garden - Phase 3         | LOT           | 100,340                          | 23,329                              | 55,663                        | 172               | 583                           | Urban Development |
| <b>Total</b>                 |               | <b>1,011,700</b>                 | <b>674,559</b>                      | <b>105,089</b>                | <b>906</b>        | <b>918</b>                    |                   |

<sup>1</sup> PSV of physical swap and sales commissions, gross.

<sup>2</sup> PSV of physical swap and sales commissions, net.

<sup>3</sup> Physical swap, net.



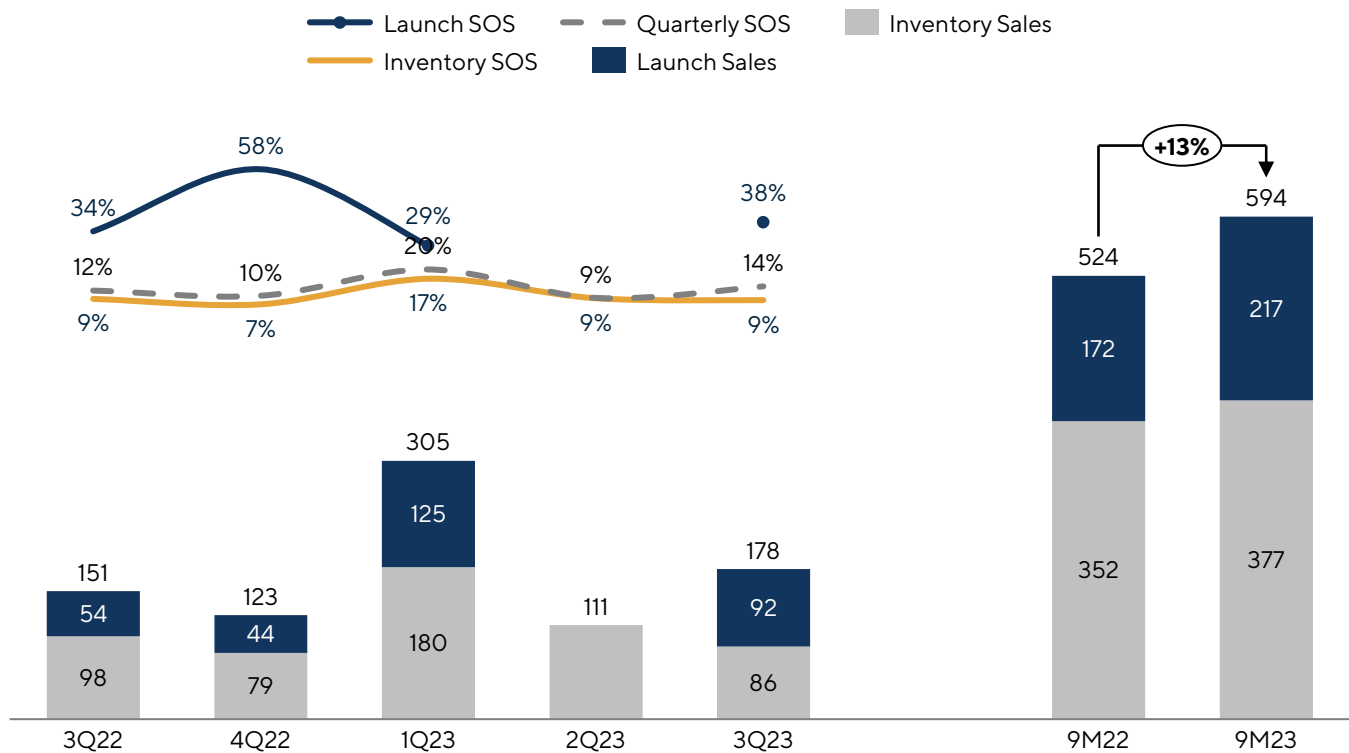
## Gross and net sales

In 3Q23, current gross and net sales totaled R\$ 211 million and R\$ 178 million (% Melnick), respectively. In the year, current gross and net sales totaled R\$ 681 million and R\$ 594 million (% Melnick) respectively, a 13% growth, as follows:

| Sales breakdown (R\$ million, % Melnick) | 3Q22       | 4Q22       | 1Q23       | 2Q23       | 3Q23       |
|--|------------|------------|------------|------------|------------|
| <b>Gross Sales</b>                       | <b>184</b> | <b>166</b> | <b>341</b> | <b>129</b> | <b>211</b> |
| Inventory                                | 130        | 122        | 216        | 129        | 119        |
| Launches                                 | 54         | 44         | 125        | -          | 92         |
| Current cancellations                    | -32        | -43        | -36        | -18        | -33        |
| <b>Current net sales</b>                 | <b>151</b> | <b>123</b> | <b>305</b> | <b>111</b> | <b>178</b> |

Below is the evolution of our sales velocity in the latest five quarters.

Sales over inventory (SoS) for launches was at 38%, average SoS was at 14%, and SoS for inventory was at 9%.



## Deliveries<sup>3</sup>

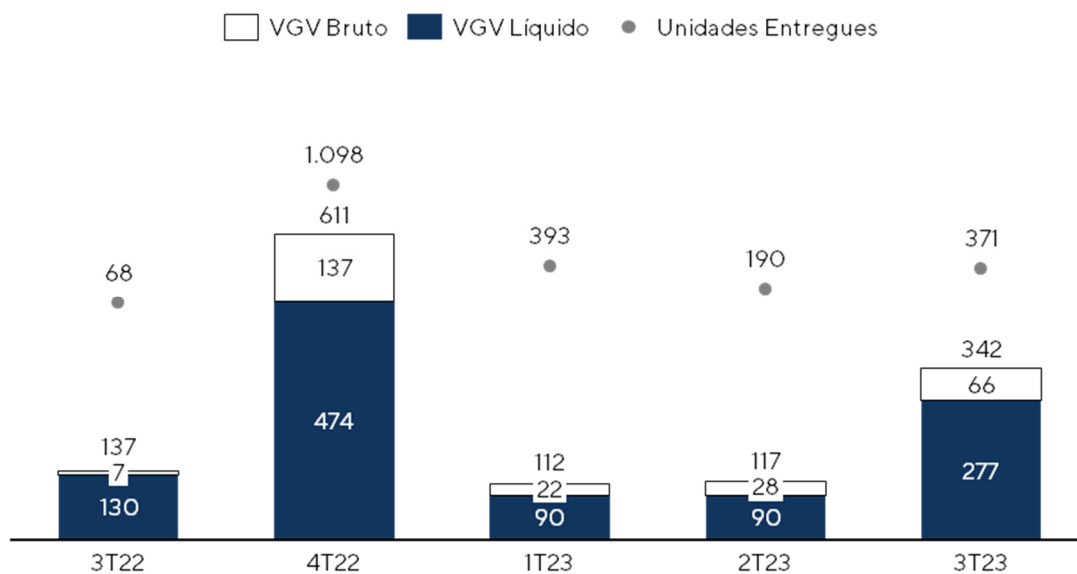
In 3Q23, we delivered three projects, totaling R\$ 342.3 million in gross PSV (R\$ 276.7 million % Melnick): We had R\$ 571.1 million in gross PSV in the year (R\$ 455.8 million % Melnick), as follows:

| Project                      | Business unit | PSV 100% <sup>1</sup><br>(R\$ '000) | PSV Melnick <sup>2</sup><br>(R\$ '000) | Usable area <sup>2</sup><br>(m <sup>2</sup> ) | Unit <sup>3</sup> | Average Value/Unit<br>(R\$ '000) | Segment           |
|------------------------------|---------------|-------------------------------------|--|---|-------------------|----------------------------------|-------------------|
| <b>1Q23</b>                  |               | <b>111,658</b>                      | <b>89,548</b>                          | <b>14,642</b>                                 | <b>393</b>        | <b>228</b>                       |                   |
| GO24                         | INC           | 69,763                              | 49,716                                 | 4,062   | 153               | 342                              | Residential       |
| Open Canoas Centro - Phase 2 | INC           | 41,895                              | 39,832                                 | 10,580  | 240               | 153                              | Open              |
| <b>2Q23</b>                  |               | <b>117,158</b>                      | <b>89,599</b>                          | <b>12,628</b>                                 | <b>190</b>        | <b>472</b>                       |                   |
| Grand Park Lindóia - Phase 3 | INC           | 117,158                             | 89,599                                 | 12,628  | 190               | 472                              | Residential       |
| <b>3Q23</b>                  |               | <b>342,333</b>                      | <b>276,667</b>                         | <b>115,332</b>                                | <b>371</b>        | <b>824</b>                       |                   |
| Casa Viva                    | LOT           | 77,721                              | 43,582                                 | 105,957                                       | 332               | 219                              | Urban Development |
| Casa Vista                   | INC           | 86,473                              | 63,852                                 | 4,785   | 16                | 3,991                            | Residential       |
| Teená                        | INC           | 178,139                             | 169,233                                | 4,590   | 23                | 7,358                            | Residential       |
| <b>Total</b>                 |               | <b>571,149</b>                      | <b>455,814</b>                         | <b>142,602</b>                                | <b>954</b>        | <b>508</b>                       |                   |

<sup>1</sup> PSV of physical swap and sales commissions, gross.

<sup>2</sup> Physical swap, net.

<sup>3</sup> Value considering the selling prices at the time of launch.



## Disclaimer

The statements within this release, which refer to business prospects, estimates of financial and operating results, and growth prospects that affect the Melnick's activities, as well as any other statements about the future of the Company's business, constitute estimates and statements about the future and involve risk and uncertainties; therefore, they are not assurances of future results. Such considerations depend significantly on changes in market conditions, governmental regulations, and pressure from the competition, performance of the industry and of the Brazilian economy among other factors. As such, they are subject to changes without notice.