

The Melnick logo, featuring a stylized lowercase 'm' followed by 'elnick' in a bold, sans-serif font. A vertical orange line is positioned to the right of the logo.

melnick

Operating Preview 4Q22

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4Q22 OPERATING PREVIEW

Porto Alegre, January 16th, 2023 – Melnick Desenvolvimento Imobiliário S.A. (B3: MELK3), a construction and real estate development company strategically focused in the south region with operations in real estate projects and lot development, announces its preliminary and unaudited data for launches, net sales and deliveries in the fourth quarter of 2022.

The launches SOS of 58% in the quarter. Net sales (% Melnick) of R\$647 in the year, an increase of 32% YoY.

Launches

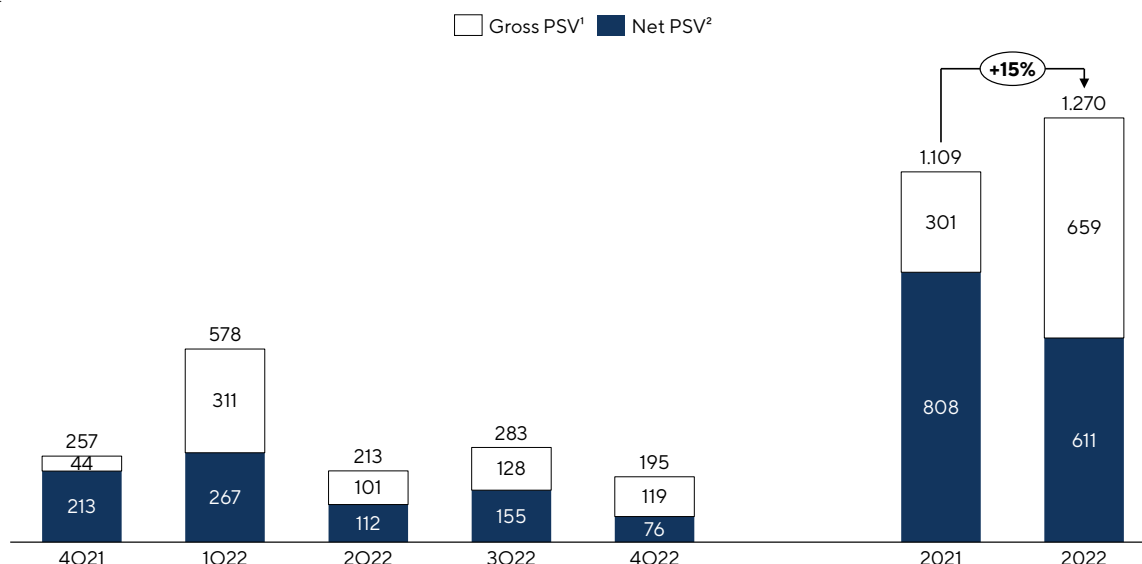
In the fourth quarter of 2022, three projects were launched with gross PSV of R\$ 195,4 million (R\$ 76,4 million % Melnick), totaling R\$ 1,3 billion gross PSV (R\$ 611,4 million % Melnick) representing a growth of 15% in the year.

Projects	Business	Gross PSV ¹ (R\$ '000)	Melnick's PSV ² (R\$ '000)	Usable Area ³ (m2)	Untd. ³	Average Unit Value (R\$ '000)	Segment
1Q22		578,450	267,335	117,517	579	854	
Nilo Square - Residencial	RES	426,266	201,411	23,864	120	3,357	Residencial
Zen Concept Resort	LOT	109,783	25,644	86,370	299	172	Lot development
Open Protásio	R.E.	42,400	40,280	7,283	160	252	Residencial
2Q22		213,096	112,340	16,193	435	467	
Nilo Square - Mix	R.E.	185,144	85,786	9,139	275	641	Mixed use
Open Canoas - F3	R.E.	27,952	26,554	7,054	160	166	Residencial
3Q22		283,225	155,357	67,380	200	467	
Seen Menino Deus	R.E.	196,464	136,703	11,200	73	1,873	Residencial
The Garden - Fase 1	R.E.	86,761	18,654	56,180	127	683	Lot development
4Q22		195,396	76,353	120,904	670	467	
Grand Park Moinhos - Fase 1	R.E.	62,258	50,087	7,450	112	447	Residencial
Arbo Village Park	LOT	45,125	13,989	83,411	430	120,120	Lot development
The Garden - Fase 2	LOT	88,012	12,278	30,043	128	688	Lot development
Total		1,270,167	611,386	321,994	1,884	594	

¹ PSV gross of swaps and commission.

² PSV net of swaps and commission.

³ Net of swaps.



Launches



GRAND PARK
MOINHOS

R\$ 62 mm PSV

112 Units







arbo
VILLAGE PARK

R\$ 45 mm PSV

430 Units







THE GARDEN
PULTE STYLIS, ESTILO

R\$ 88 mm PSV

128 Units





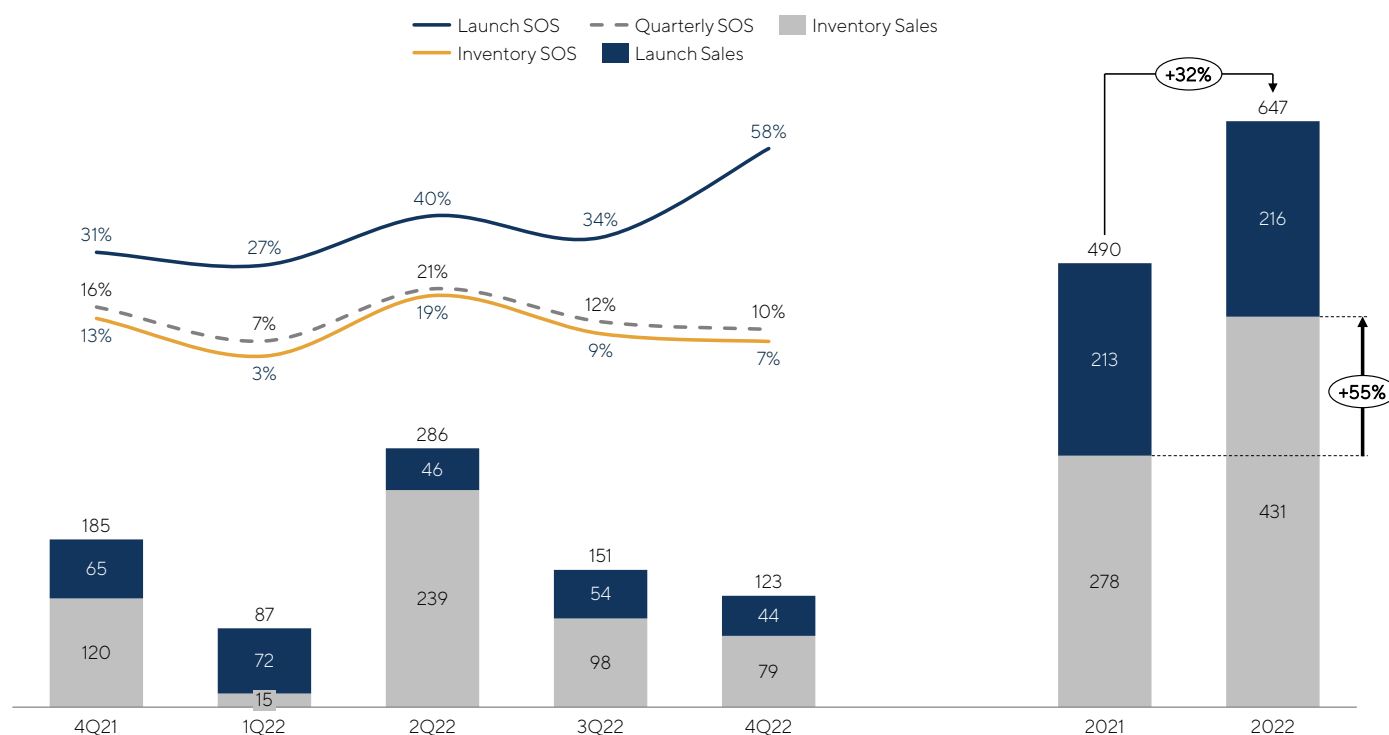
Gross and Net Sales

In the fourth quarter of 2022, gross and net sales totaled respectively R\$ 166 million (%Melnick) and R\$ 123 million (%Melnick), as shown below:

Sales breakdown (BRL million, % Melnick)	4Q21	1Q22	2Q22	3Q22	4Q22
Gross Sales	217	120	325	184	166
Inventory	152	48	279	130	122
Launches	65	72	46	54	44
Current cancellations	(32)	(34)	(39)	(32)	(43)
Net Sales	185	87	286	151	123

Below is the evolution of sales speed in the latest five quarters.

The launches SOS of 58% and the average SOS of 10%.



Deliveries³

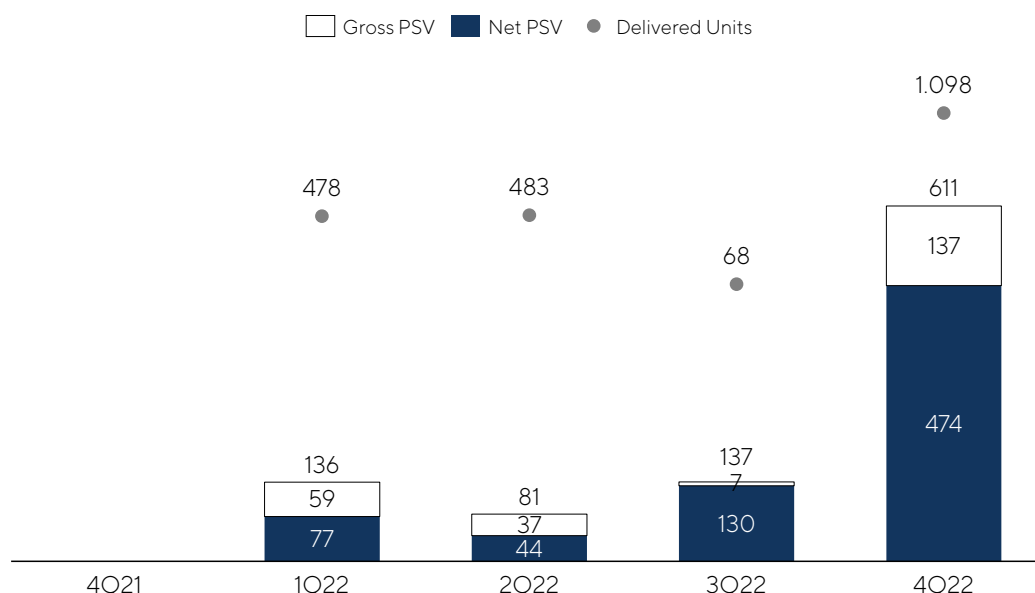
In the fourth quarter of 2022, five projects were delivered with a gross PSV of R\$ 611,2 million (474,2 million %Melnick).

Projects	Business	Gross PSV ¹ (R\$ '000)	Melnick's PSV (R\$ '000)	Usable Area ² (sq.m.)	Unit. ²	Average Unit Value Unidade (R\$ '000)	Segment
1Q22		136,472	77,204	107,975	478	206	
Vivio Lindóia	R.E.	58,320	45,541	9,257	133	342	Residencial
Sunset	LOT	78,152	31,663	98,718	345	153	Lot development
2Q22		81,130	44,018	110,433	483	122	
Open Canoas Centro - Fase 1	R.E.	34,940	33,193	8,817	200	166	Residencial
Central Park Passo Fundo	LOT	46,190	10,825	101,616	283	91	Lot development
3Q22		136,557	129,730	11,042	68	1936	
Artur Rocha	R.E.	136,557	129,730	11,042	68	1,936	Residencial
4T22		611,211	474,232	147,172	1,098	476	
Radisson Moinhos 1903		92,668	63,229	2,340	440	144	Hotel
Praça do Sol		66,297	18,347	117,132	167	397	Lot development
High Garden		181,264	135,223	13,031	108	1,252	Residencial
Pontal - Comercial		160,266	152,253	10,080	242	629	Comercial
Pontal - Hotel		110,716	105,180	4,590	141	746	Hotel
Total		965,370	725,184	376,622	2,127	371	

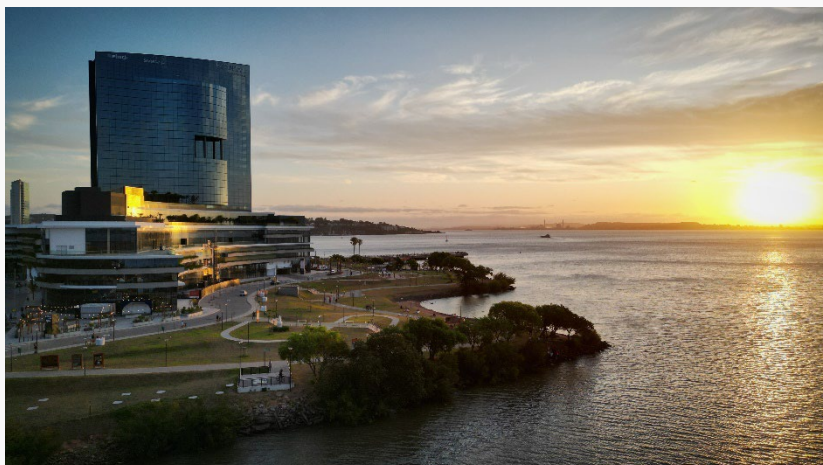
¹ PSV gross of swaps and commission.

² Net of swaps.

³ Considering the sales price at time of launch.



Projects delivered



PONTAL

Comercial

Hotel

R\$ 160 mm PSV

R\$ 111 mm PSV

242 Units

141 Units



VR\$ 181 mm PSV | 108 Units



R\$ 93 mm PSV | 440 Units



R\$ 66 mm PSV | 167 Units



Disclaimer

The declarations contained in this release referring to business perspectives, operating and financial result estimates, and the growth perspectives affecting Melnick activities, as well as any other declarations related to the Company business future, constitute future estimates and declarations involving risks and uncertainties and, therefore, are not guarantees of future results. Such considerations depend substantially on the changes to market conditions, governmental rules, competition pressures, sector performance and Brazilian economy, among other factors and are, therefore, subject to change without prior notice,