



# Earnings Release

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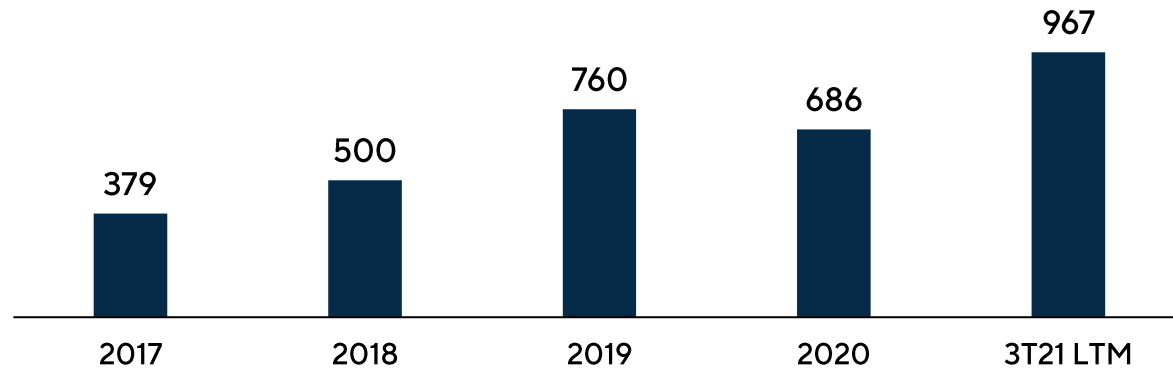
**3Q21**

November 11, 2021

# 3Q21 HIGHLIGHTS



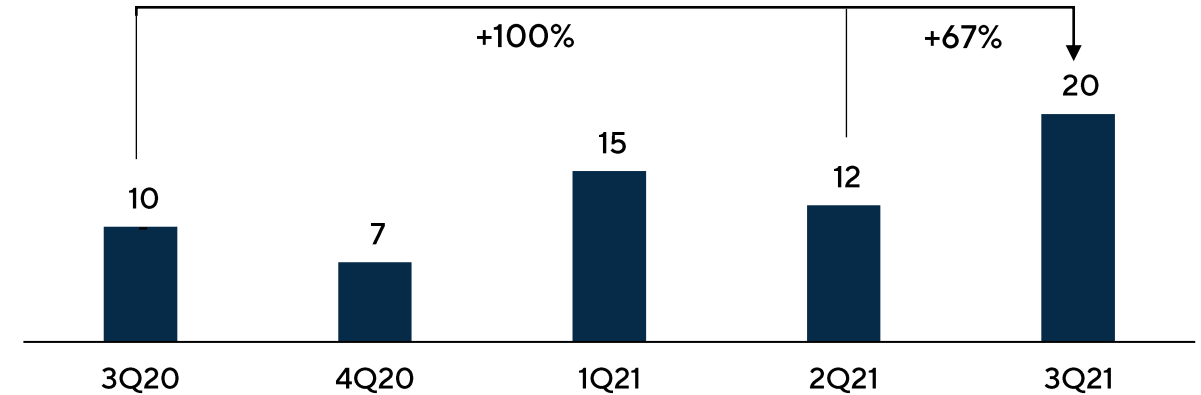
## Launches



We launched **967 million** of which **43% have already been sold**, above our launch viability.



## Net income



We reached **R\$20 million** in net income in 3Q21, the highest level in the last 5 quarters.



## Dividend distribution and buyback program

**R\$31 million buyback program in 9M21, of which R\$5 million during 3Q21**

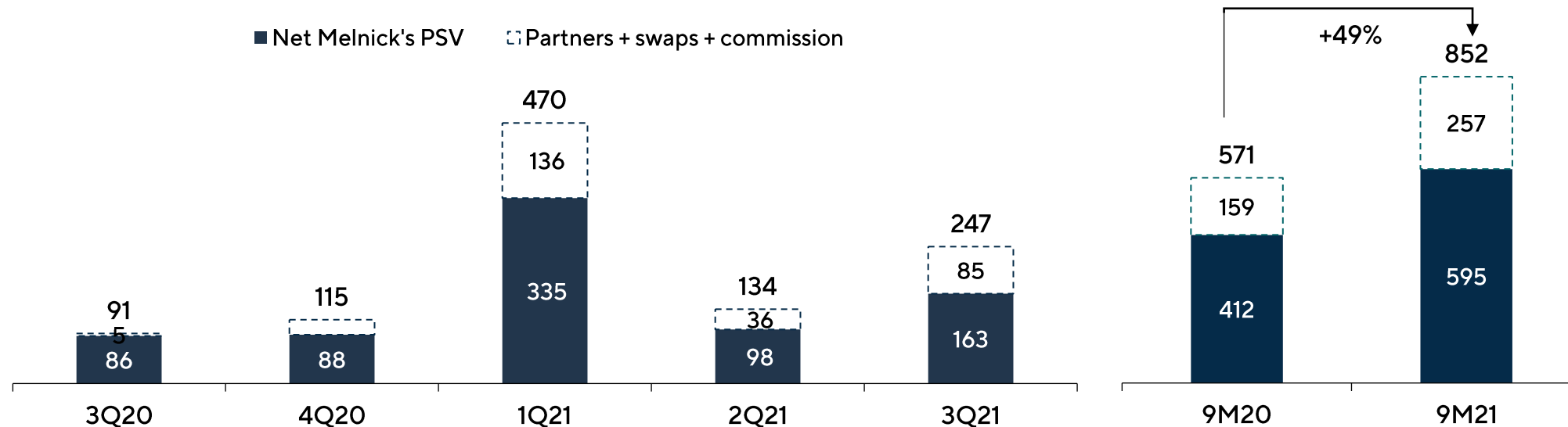


**R\$42mm of dividend distributions to be paid in November**



**Total of R\$73 million, equivalent to 9% of the Company's market value**

Projects	Business	Gross PSV <sup>(1)</sup> (R\$ '000)	Melnick's PSV (R\$ '000)	Unit <sup>(2)</sup>	Segment
<b>1<sup>st</sup> quarter</b>					
Go Rio Branco	R.E.	93.933	71.394	183	Residencial
Grand Park Lindóia – F3	R.E.	117.158	89.599	190	Residencial
Casa Viva	LOT	77.721	43.582	332	Lot development
Botanique	R. E.	181.676	130.346	103	Residencial
<b>2<sup>nd</sup> quarter</b>					
Seen Boa Vista	R. E.	134.105	97.764	49	Residencial
<b>3<sup>th</sup> quarter</b>					
HillSide		55.523	45.119	34	Residencial
Arte Country Club	R. E.	191.874	117.401	28	Residencial
<b>Total</b>		<b>851.990</b>	<b>595.205</b>	<b>919</b>	



(1) PSV gross of swaps and commission. (2) Net of swaps.





**R\$94 mm of PSV**

**88% sold until 3Q21**



**R\$117 mm of PSV**

**43% sold until 3Q21**



**R\$77 mm of PSV**

**100% sold until 3Q21**



**R\$182 mm of PSV**

**40% sold until 3Q21**



## SEEN BOA VISTA



R\$134 mm of PSV

24% sold until 3Q21

## HILLSIDE



R\$55 mm of PSV

17% sold until 3Q21

## ARTE COUNTRY CLUB

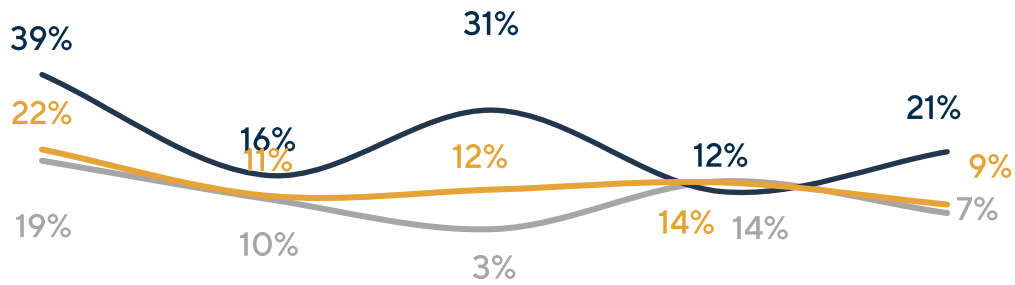


R\$192 mm of PSV

23% sold until 3Q21.

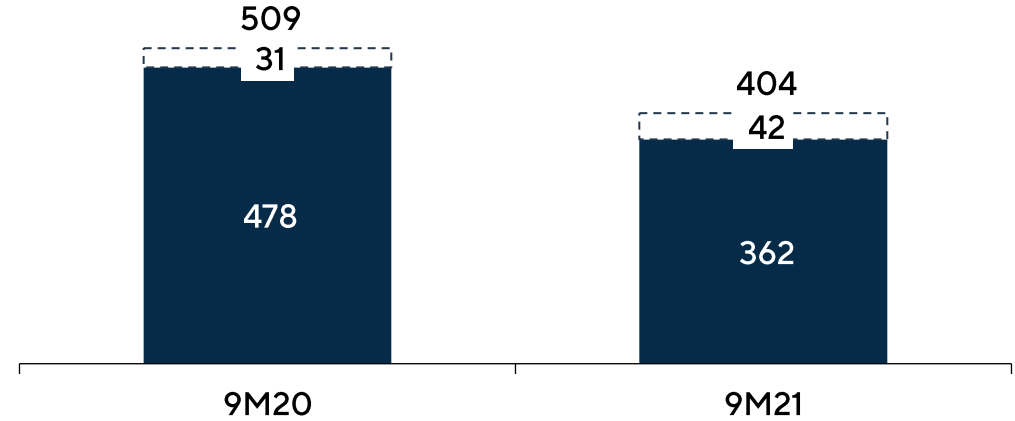
## Opening per quarter (Melnick's share – R\$'000):

- Launch Sales
- Inventory Sales
- Inventory SOS
- Launch SOS
- Quarterly SOS

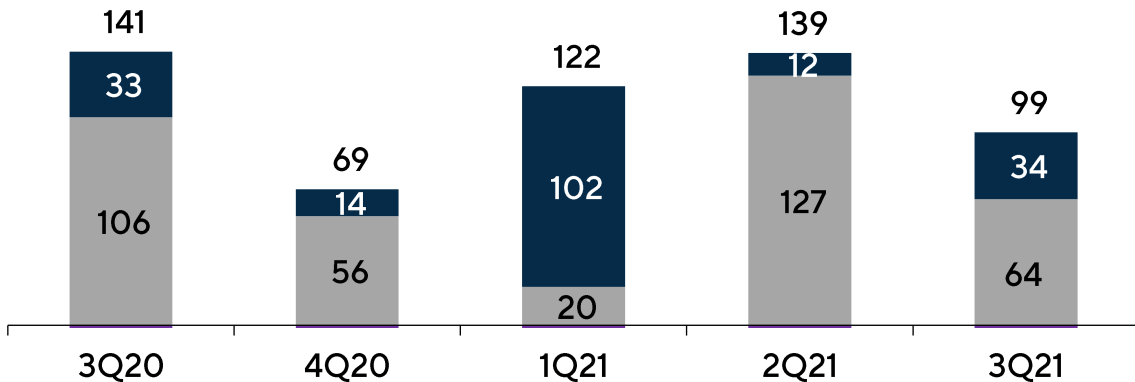
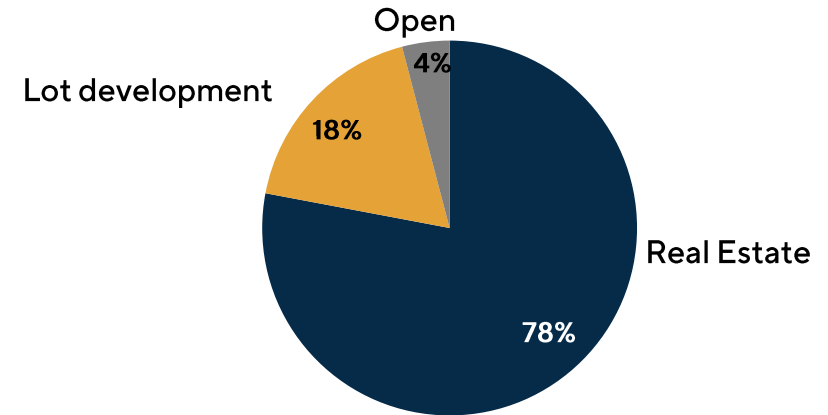


## Total sales in the quarter: (R\$'000):

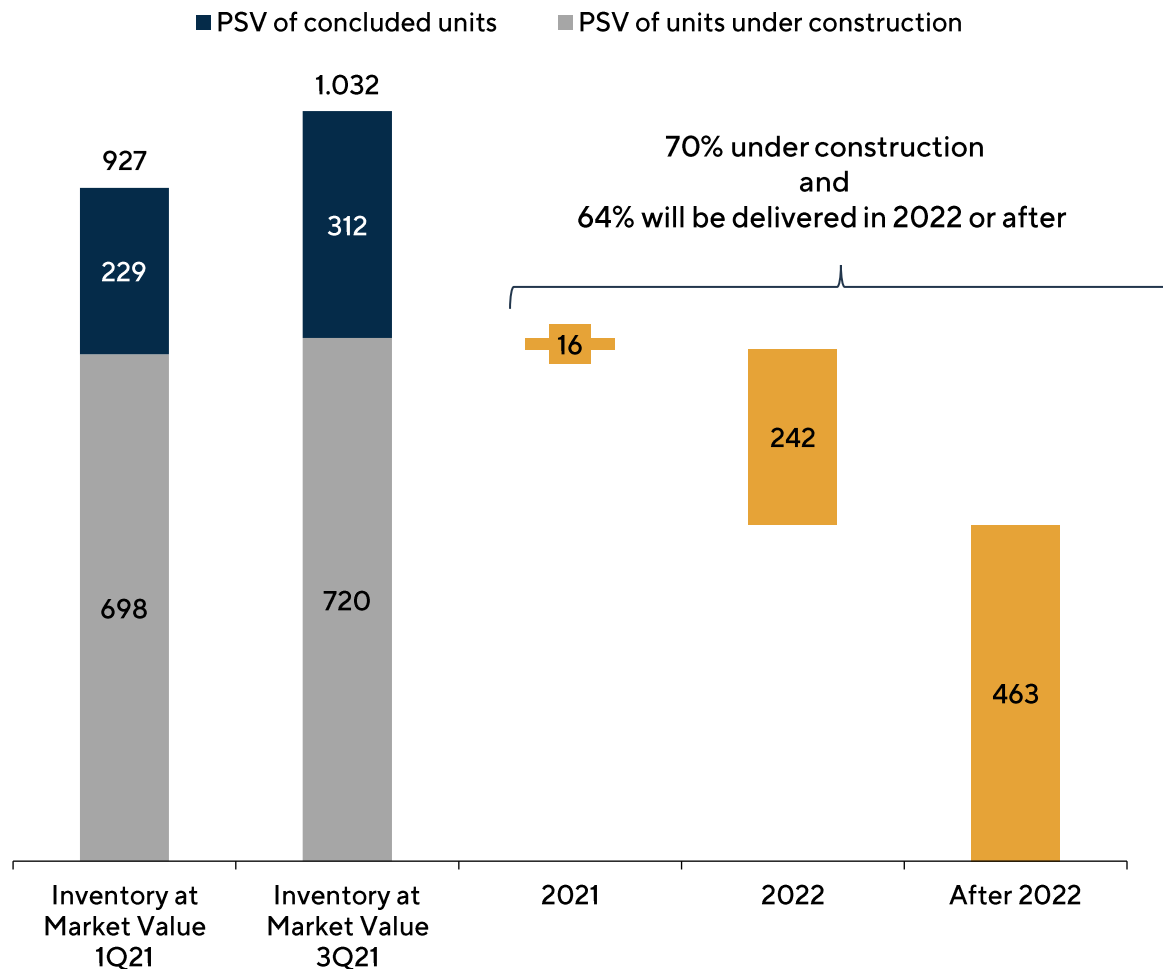
- Sales (partners)
- Sales (Melnick's share)



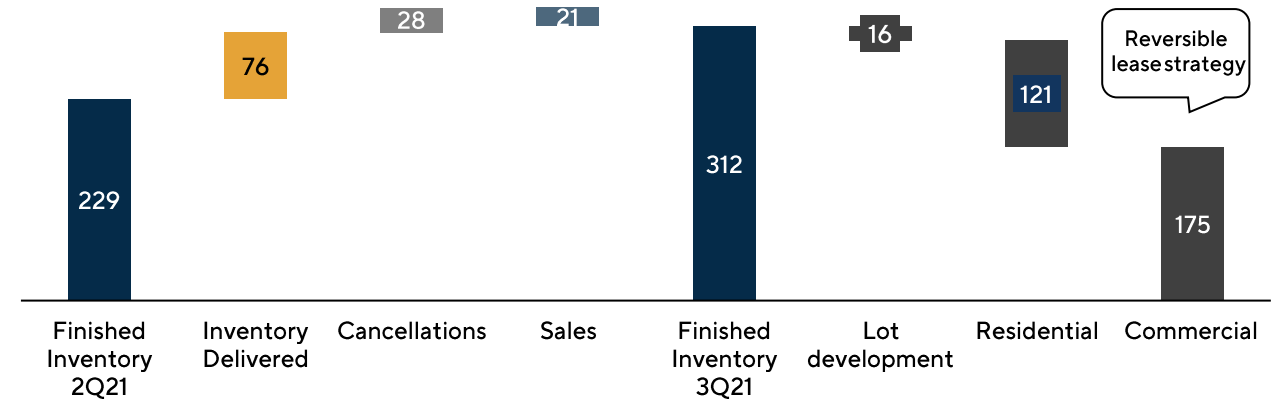
## Distribution by bussiness (% Melnick):



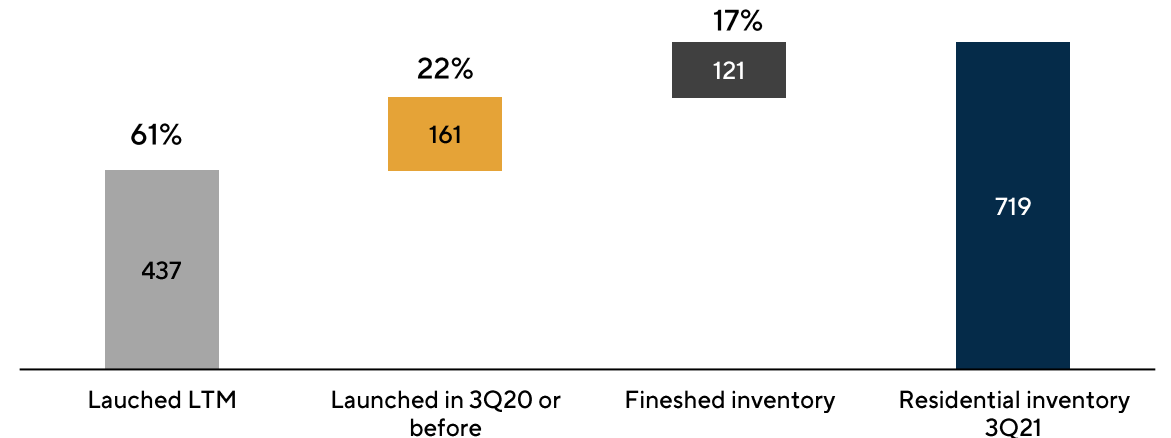
## Opening by year of completion (Melnick's share- R\$ '000):



## Finished inventory (Melnick's share- R\$ '000):



## Breakdown of residential inventory (Melnick's share- R\$ '000):



(1) Considerando que a totalidade dos distratos são de unidades prontas.





## Linked Complex:

 R\$ 192 mm of gross PSV

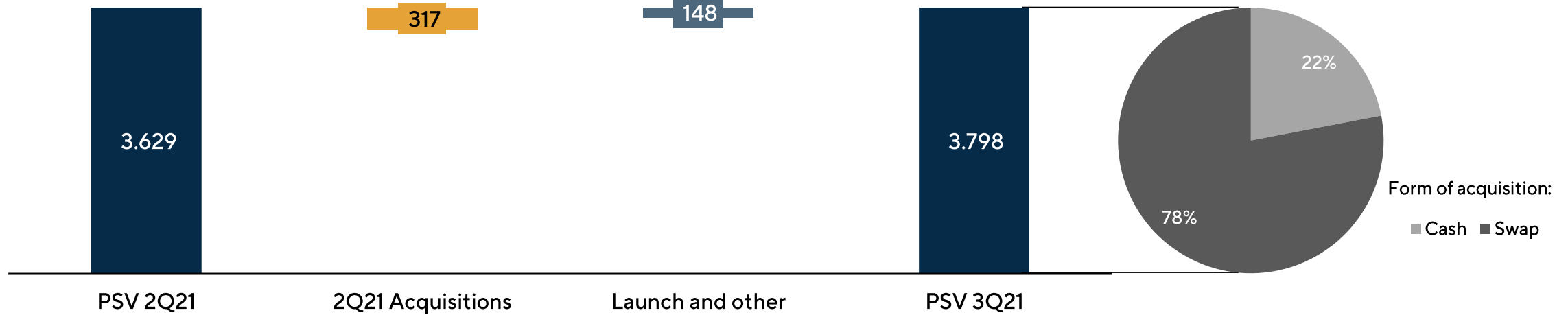
 492 units

 Cia. Zaffari mall





Changes in the land bank in the quarter (potential PSV in R\$'000):



**R\$ 3.8 bi** of potencial PSV (Melnick's share)  
**39** lands or phases

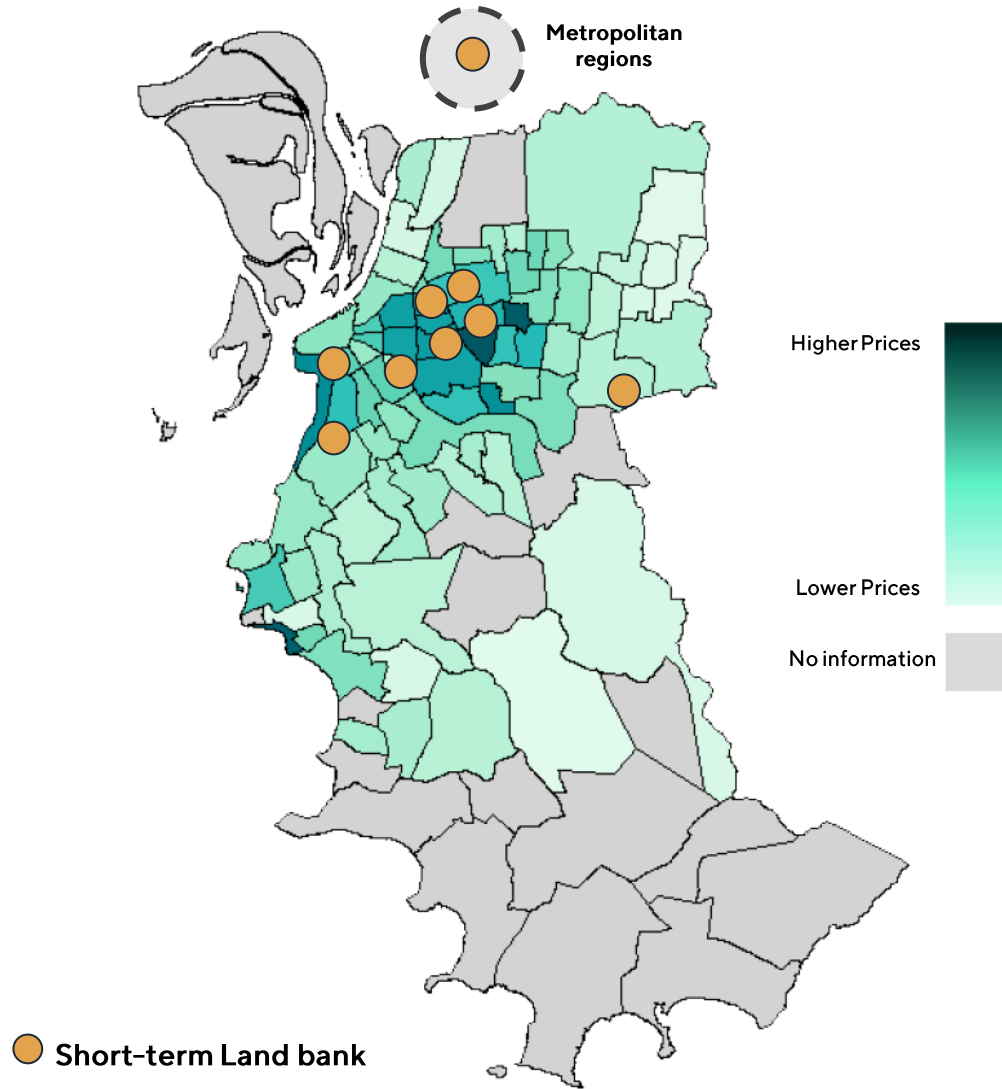


**R\$ 1.3 bi** of projects approved for launch

3Q21 Acquisition: Carlos Trein, 735

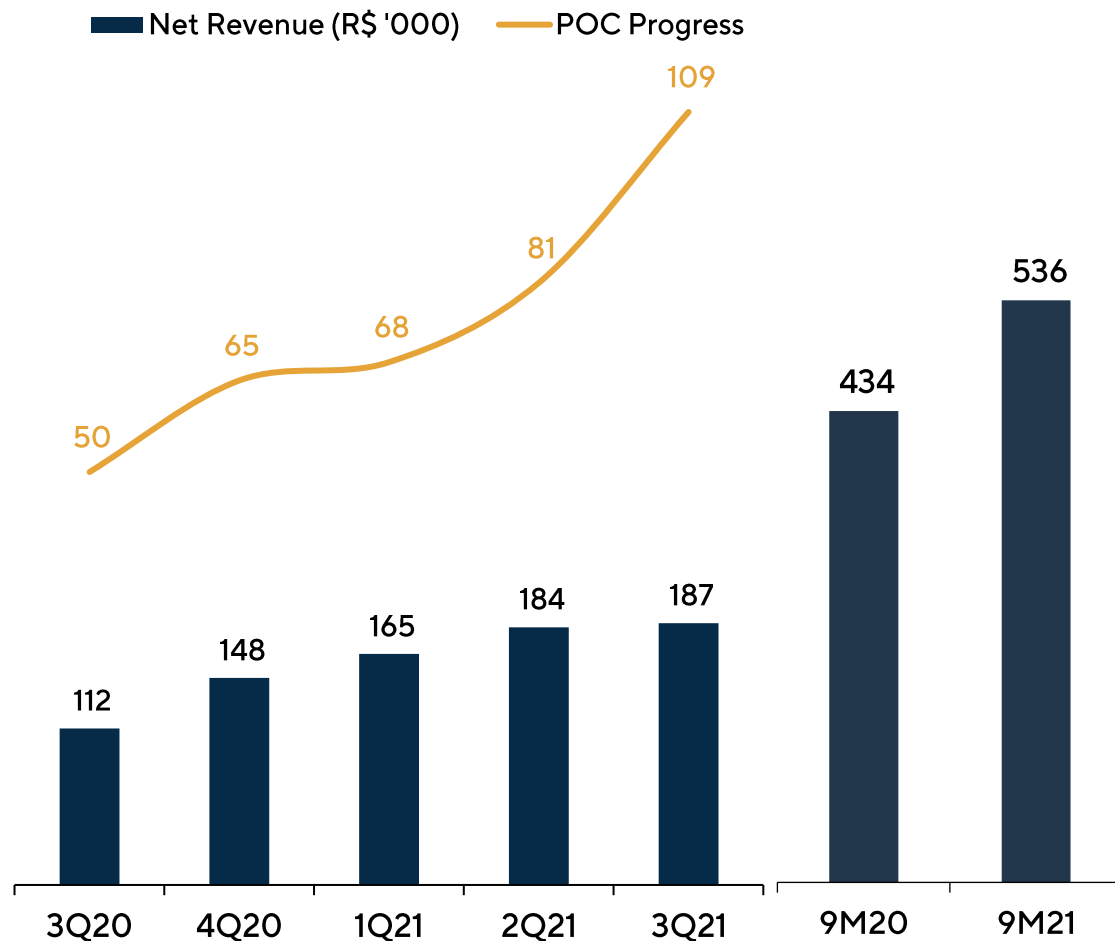


## Short-Term Land Bank (Potential PSV in R\$ bi):

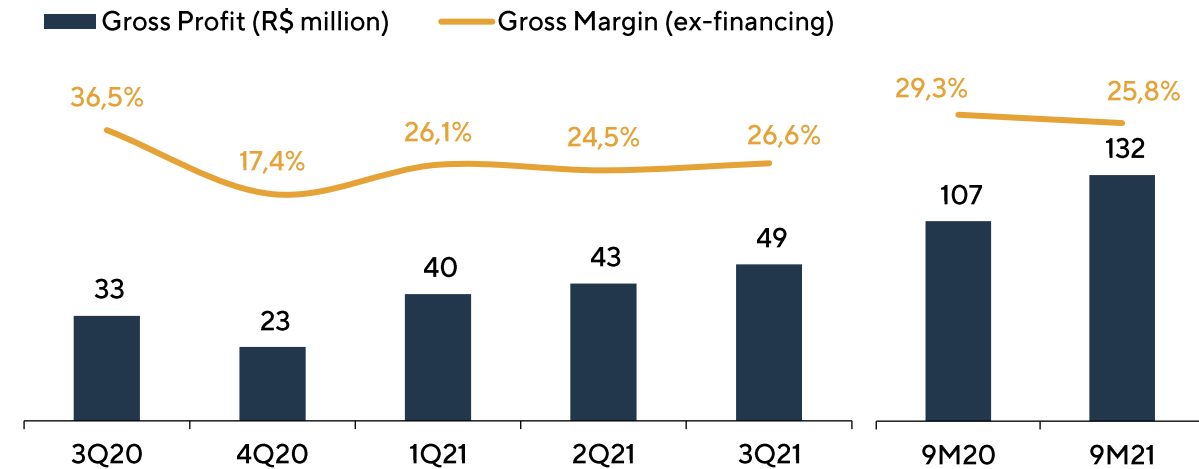




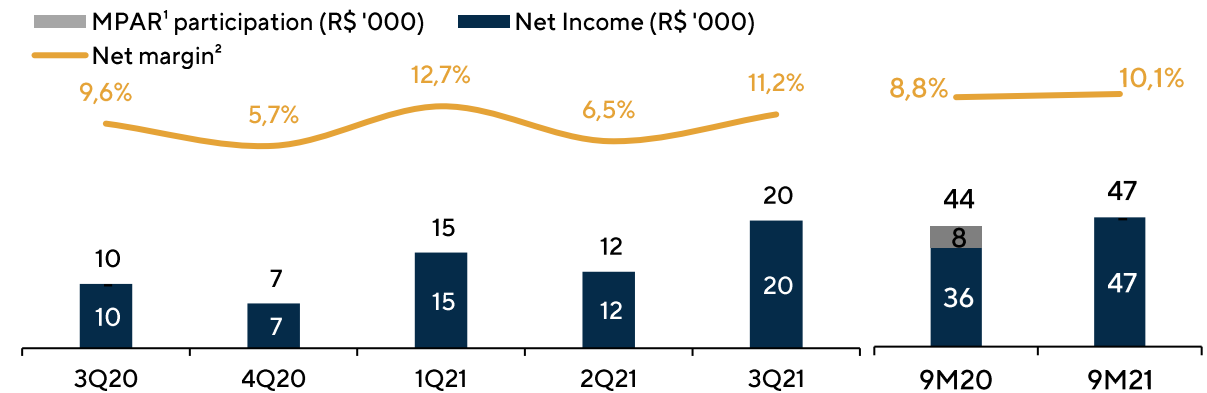
## Evolution of Net Revenue:



## Evolution of Gross Profit and Gross Margin:



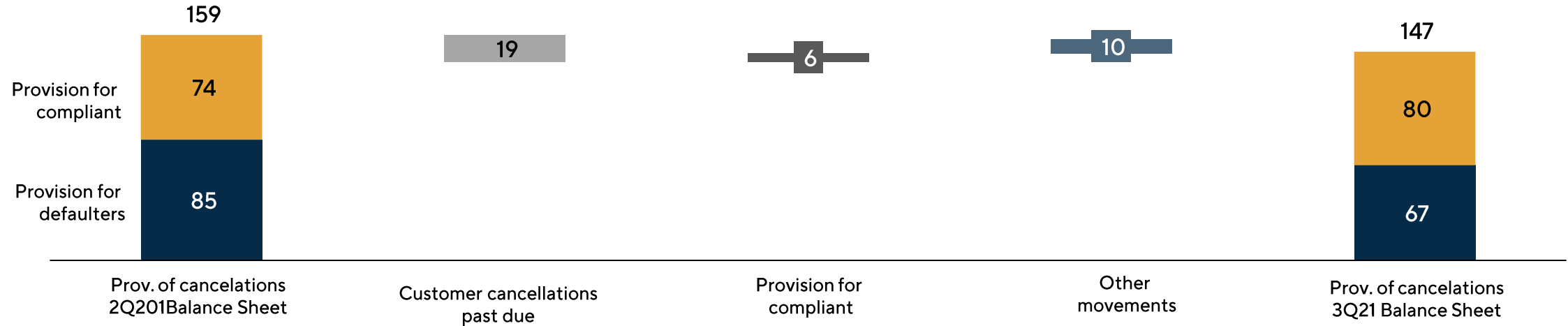
## Evolution of Net Income:



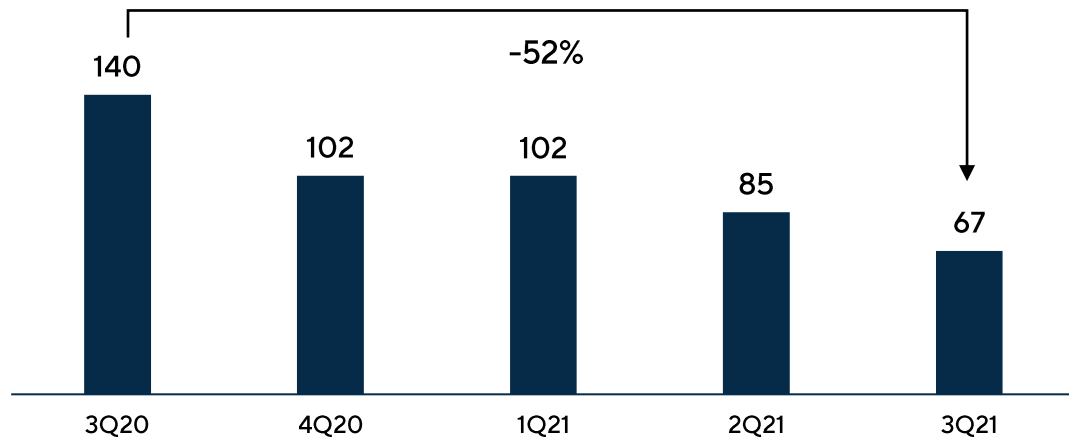
(1) Considering the profit from the direct stake held by MPAR of 15% in the Company's SPEs, due to the corporate reorganization of July 10, 2020. (2) Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest. (3) The adjustment of the accounts receivable is n-2, so the adjustment of the INCC impacted 1.27% more on budgeted costs than on the adjustment of accounts receivable. Seasonally impact of the 2Q, given that the union agreement for wage increases affects the May index.

# PROVISION FOR CANCELLATION

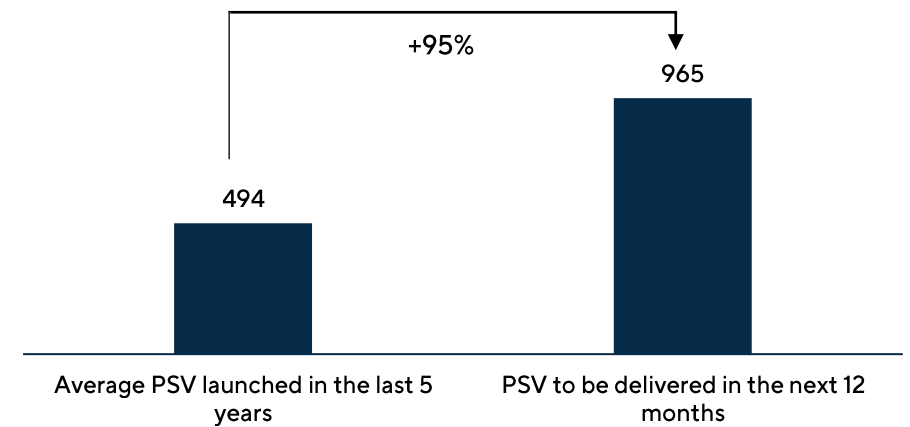
Breakdown Provision for Cancellations (PSV R\$'000):



Provision for defaulters:



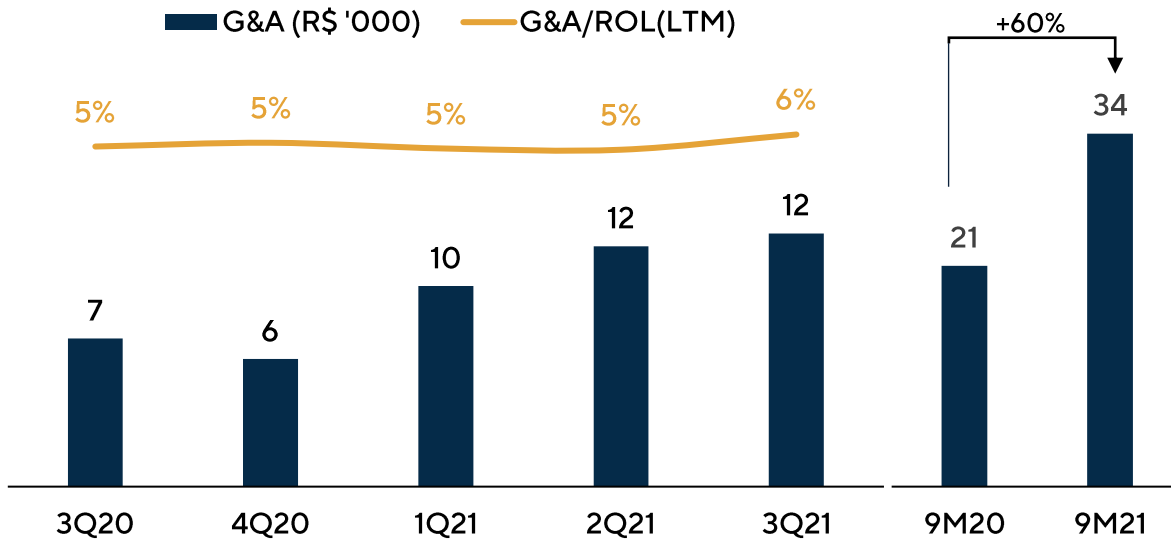
Provision for compliant:



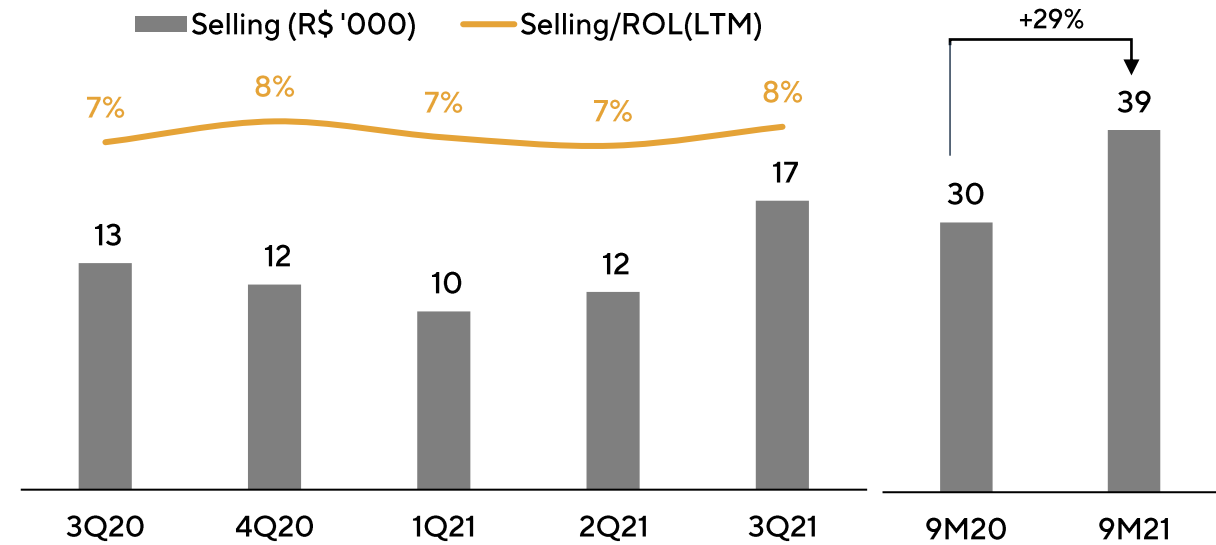


# EXPENDITURE STRUCTURE

Evolution of General and Administrative Expenses:



Evolution of Selling Expenses:



# CAPITAL STRUCTURE AND CASH GENERATION

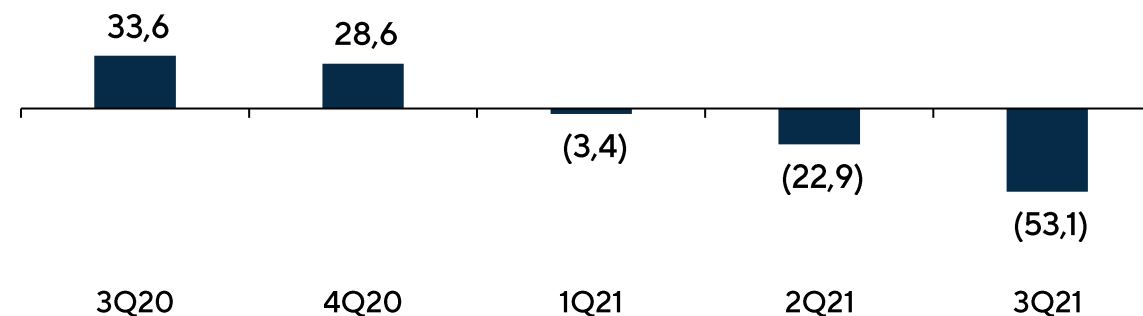
## Leverage:

	09/30/2021 (R\$ '000)	
Financing to production - SFH	32.6	99%
Financing to production - CRI	2.4	1%
<b>Gross Debt</b>	<b>35.0</b>	<b>100%</b>
Cash	(545.0)	
<b>Net Debt</b>	<b>(510.0)</b>	
Shareholders' Equity	1,227.8	
<b>Net debt /Shareholders' equity</b>	<b>-41.5%</b>	

Cash position of **R\$ 545.0 mm** in 3Q21.

## Cash generation/cash burn:

Cash Generation/Burn (R\$ '000)	3Q20	4Q20	1Q21	2Q21	3Q21
Initial net debt	(14.7)	(595.4)	(622.3)	(603.4)	(568.2)
Final net debt	(595.4)	(622.3)	(603.4)	(568.2)	(510.0)
Net debt variation	<b>(580.7)</b>	<b>(26.9)</b>	<b>18.9</b>	<b>35.2</b>	<b>58.2</b>
Others	547.1	(1.7)	(15.5)	(12.3)	(5.1)
<b>Total</b>	<b>(33.6)</b>	<b>(28.6)</b>	<b>3.4</b>	<b>22.9</b>	<b>53.1</b>



In 9M21 we used **R\$50 million** to acquire land, in 3Q21 it was **R\$30 million**.  
Committed to pay, we have another **R\$45mm**.



# THANK YOU!

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