Presentation of Results

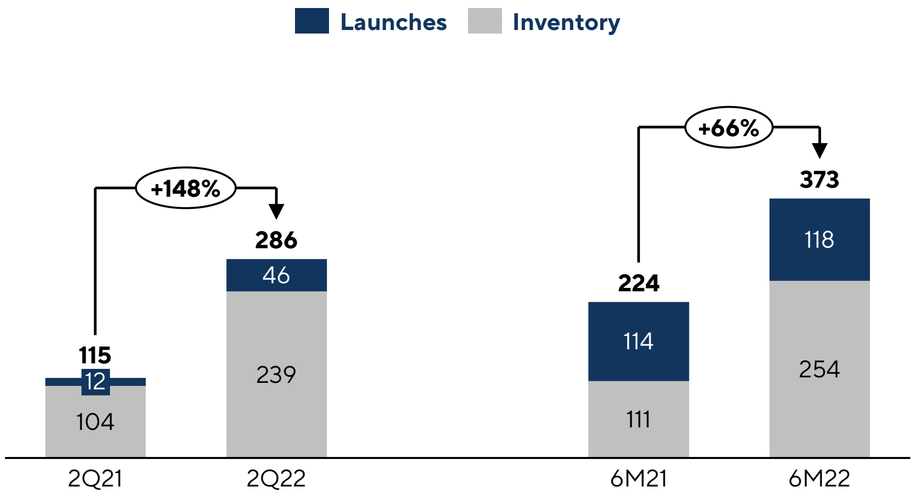
2Q22

August 16, 2022

melnick
Muito mais que morar
50 ANOS

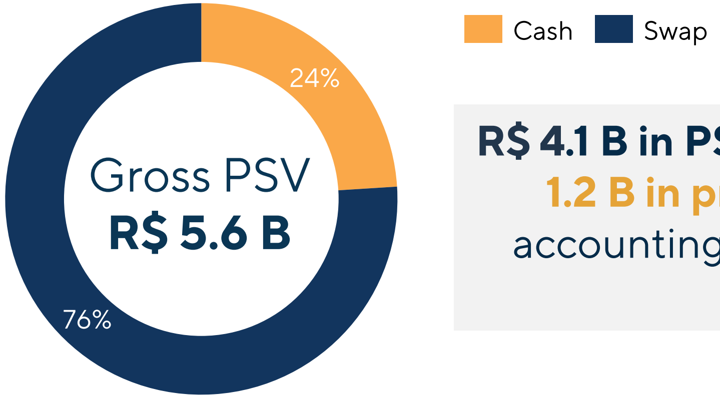
HIGHLIGHTS

Net Sales[1]



Constant evolution in our sales value.

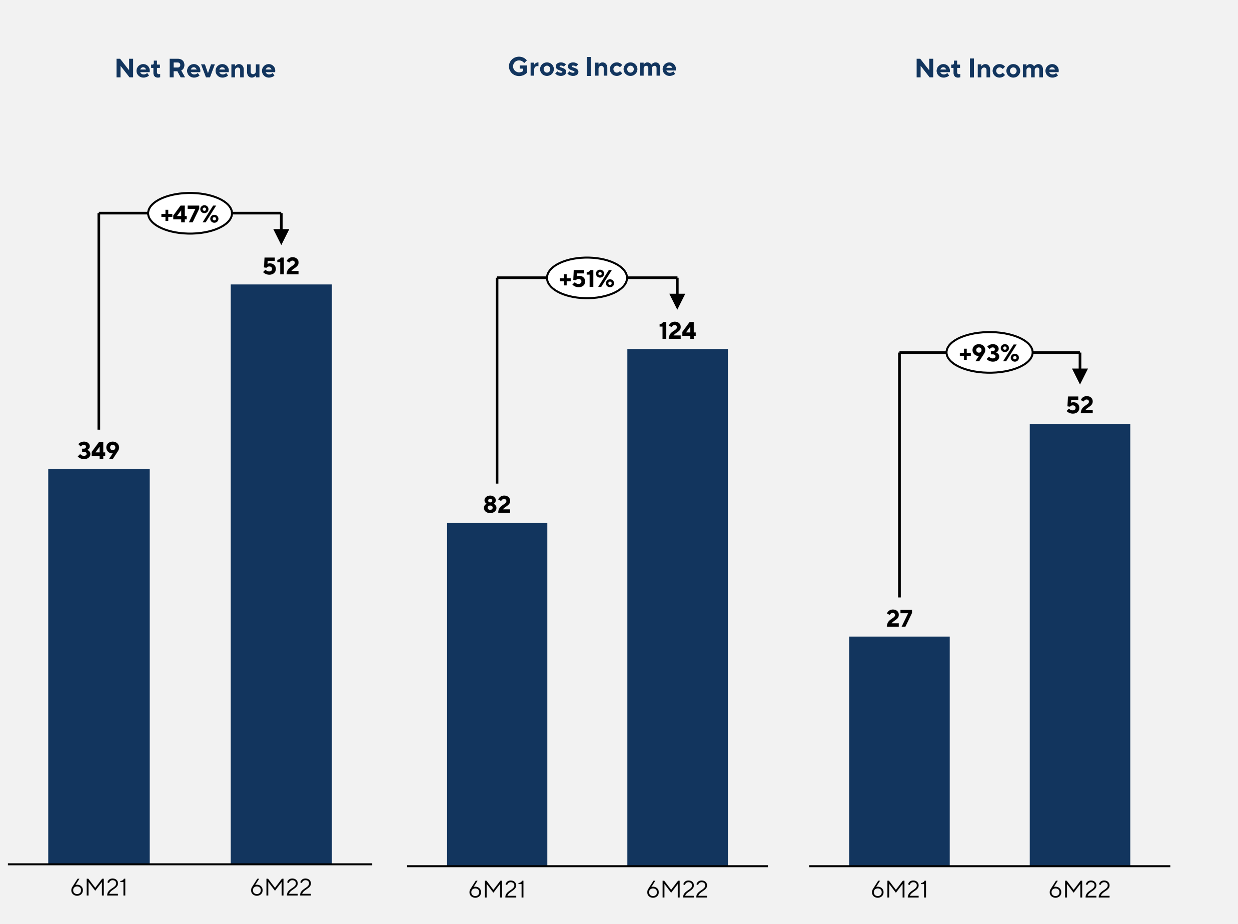
Solid Land Bank



R$ 4.1 B in PSV % Melnick with **R$ 1.2 B in projects approved**, accounting for **29%** of the land bank.

Results

YoY Growth 47% Net Revenue, 51% Gross Income, 93% Net Income.

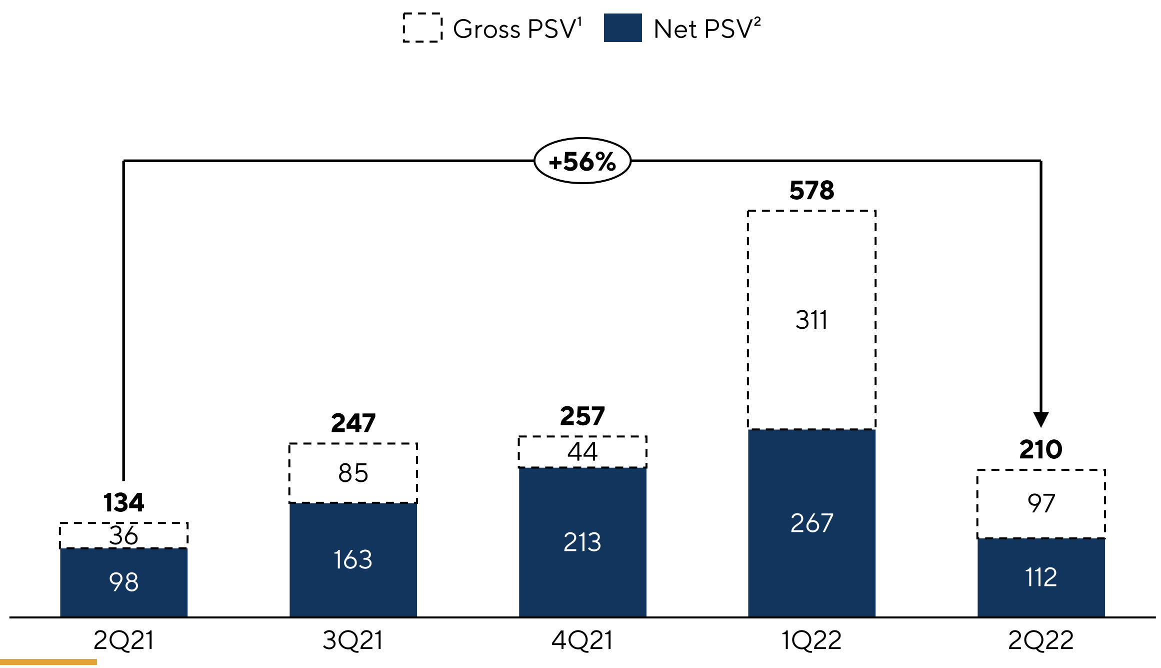


(1) PSV of physical swap and sales commissions, net.

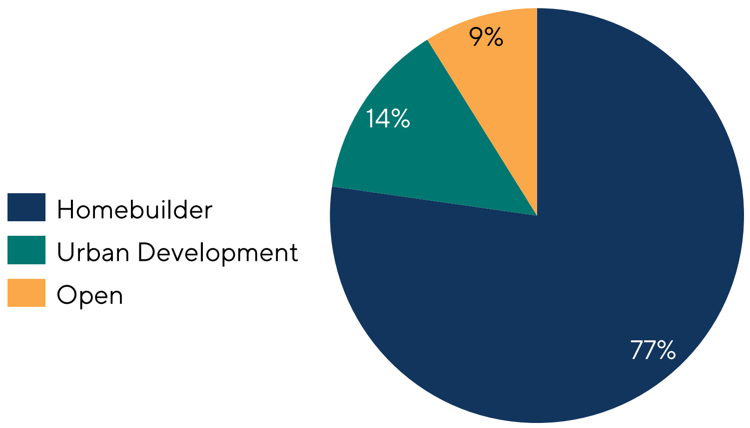
LAUNCHES

Project	Business unit	PSV Total[1] (R$ thousand)	PSV Melnick[2] (R$ thousand)	Usable area[3] (m2)	Unit[3]	Average Price of Unit (R$ thousand)	Segment
1Q22		**578,450**	**267,335**	**117,517**	**579**	**854**	
Nilo Square - Residencial	INC	426,266	201,411	23,864	120	3,357	Residential
Zen Concept Resort	LOT	109,783	25,644	86,370	299	172	Urban Development
Open Protásio	OPEN	42,400	40,280	7,283	160	252	Residential
2Q22		**213,096**	**112,340**	**16,193**	**435**	**467**	
Nilo Square - Mix	INC	185,144	85,786	9,139	275	641	Mixed
Open Canoas - F3	OPEN	27,952	26,554	7,054	160	166	Residential
Total		**791,546**	**379,675**	**133,710**	**1,014**	**688**	

Launches by quarter (%Melnick – R$ million):



Breakdown of business units launched in the semester (Total PSV - R$ million):



(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net.

LAUNCHES

Projects launched in the second quarter.

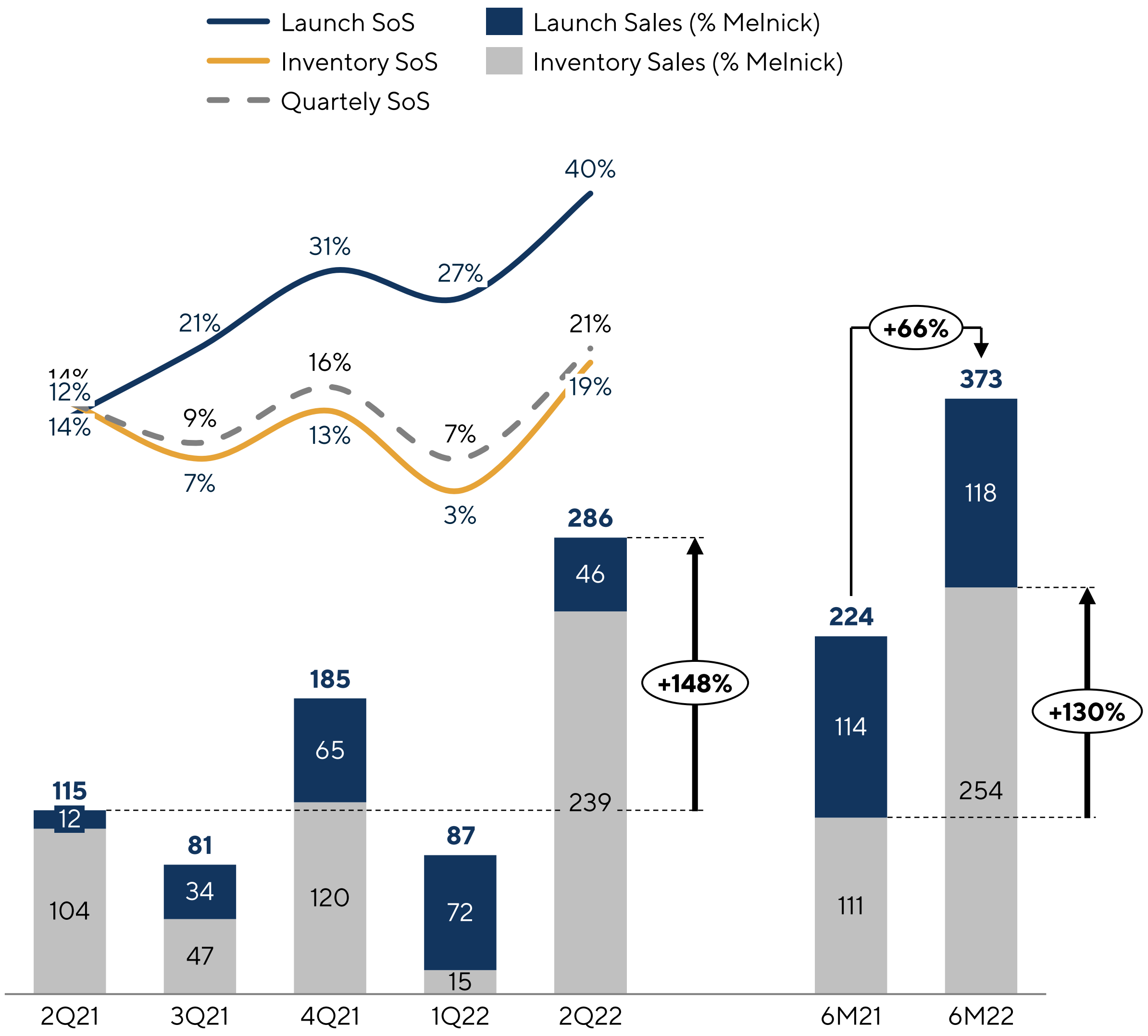
R$ 185 million in PSV[1]

R$ 28 million in PSV[1]

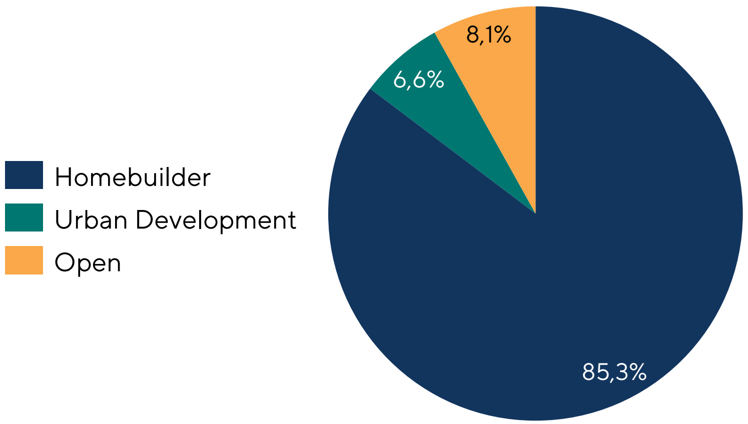
(1) PSV of physical swap and sales commissions, gross.

NET SALES

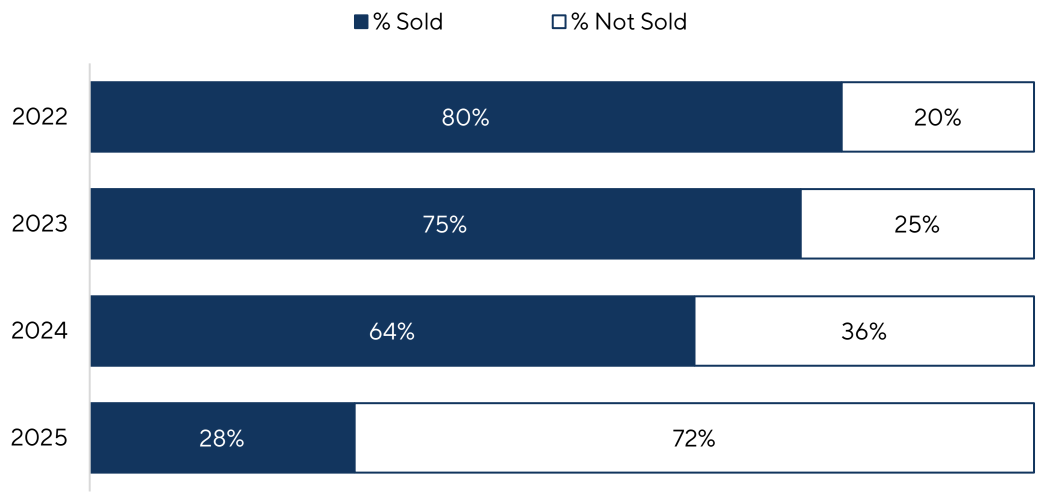
Breakdown by quarter (% Melnick – R$ million):



Breakdown of business units sold in the semester (% Melnick – R$ million):



% Sold in the Year of Delivery (% Melnick):



DELIVERIES

We delivered two projects in this quarter, the 1st module of the Open brand and the Central Park land division.

100% Sold

open

Gross PSV
35 million

Area
8,817 m²

Units
200

99% Sold

CENTRALPARK RIO GRANDE

Gross PSV
46 million

Area
101,616 m²

Units
283

R$ 81 Million
Gross PSV[1]

R$ 44 million
Net PSV

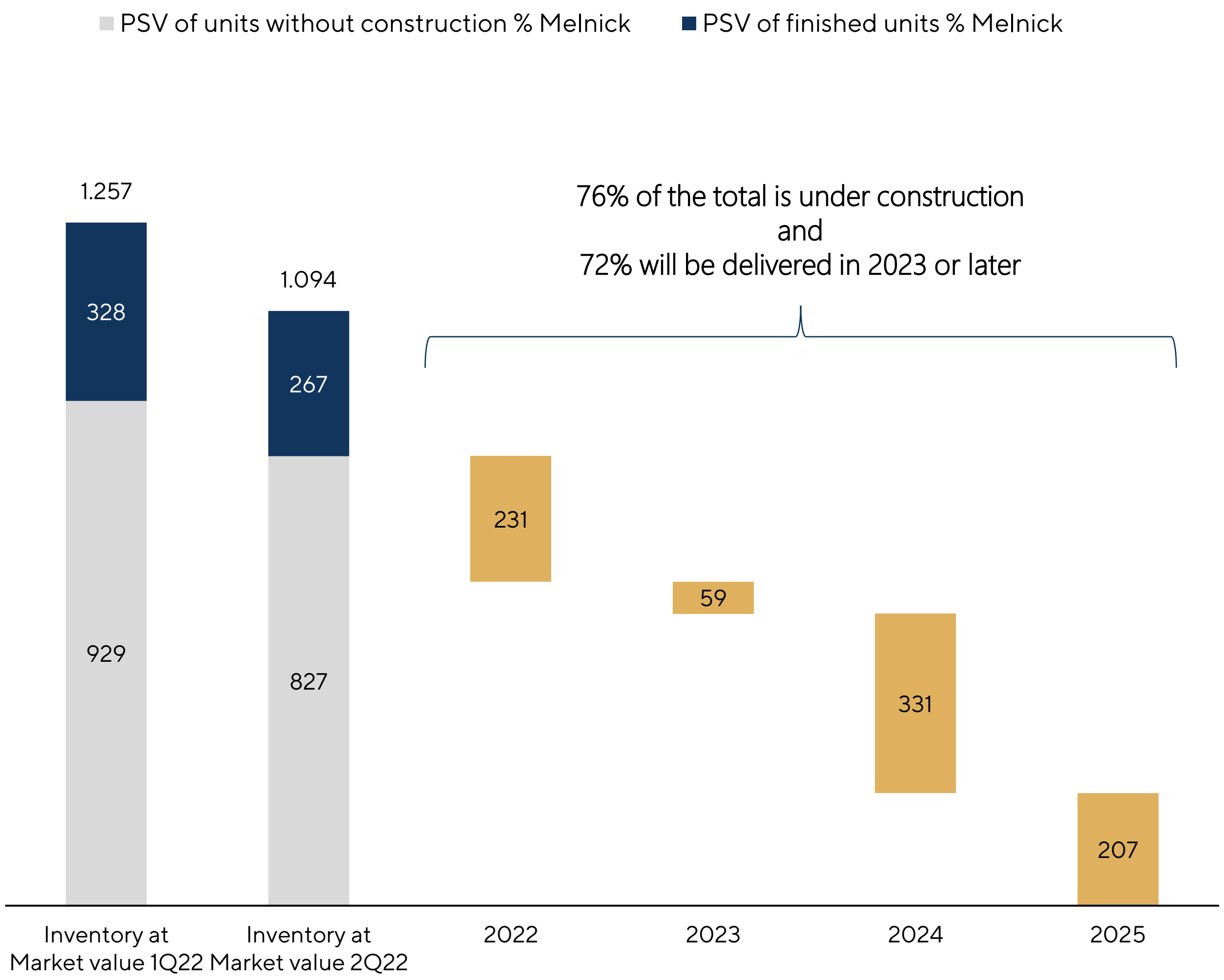
2
Developments

483
Units[2]

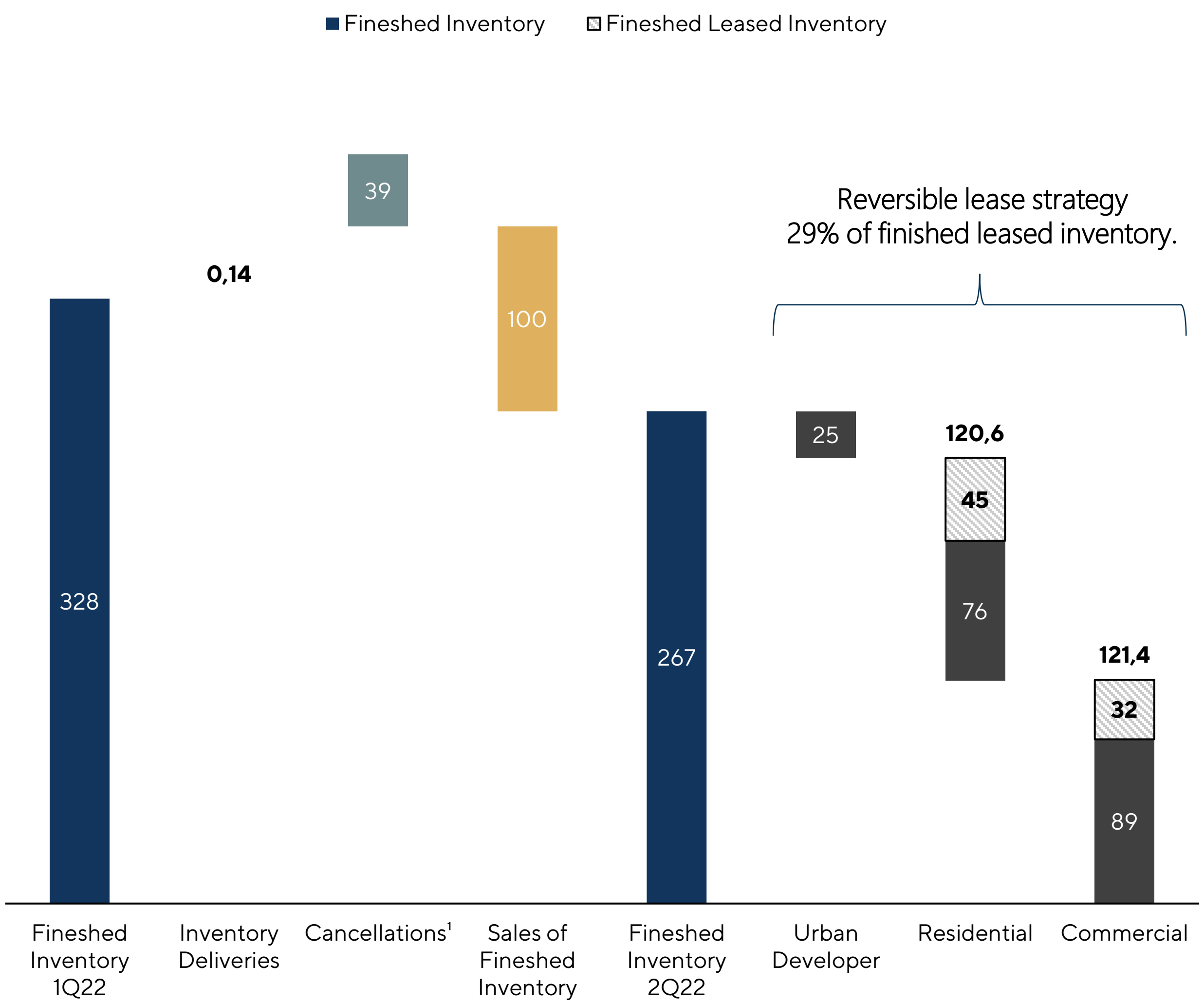
(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net.

INVENTORY

Breakdown by year of completion (% Melnick – R$ million):



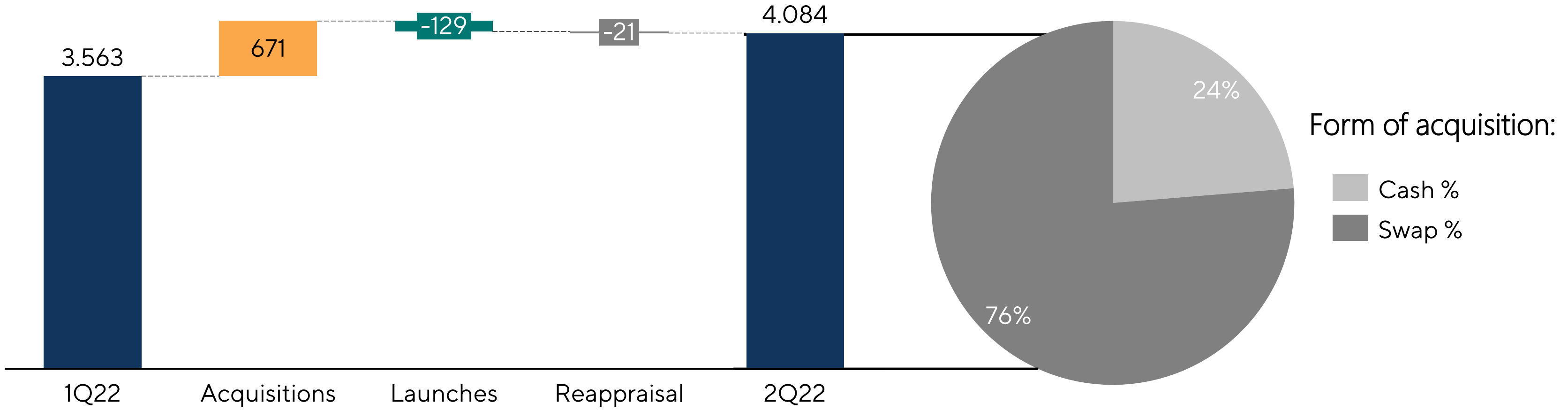
Finished Inventory (% Melnick – R$ million):

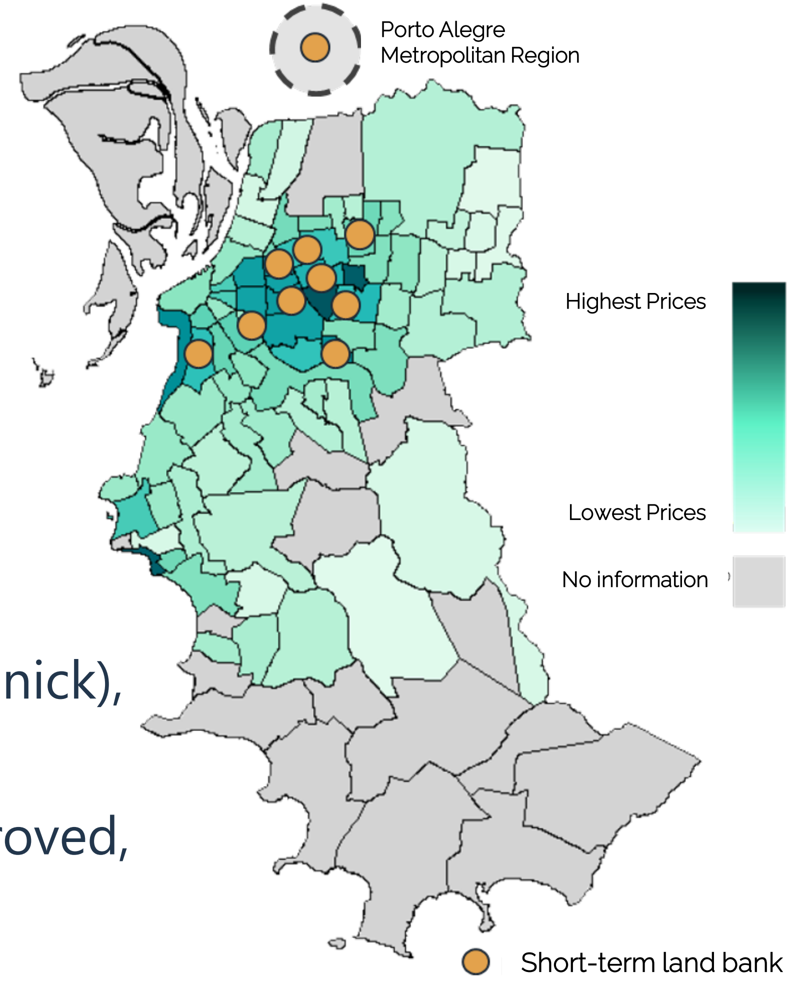


(1) Considering that 100% of the cancellations refer to finished units.

LAND BANK

Land bank in the quarter (Potential PSV % Melnick in R$ million):





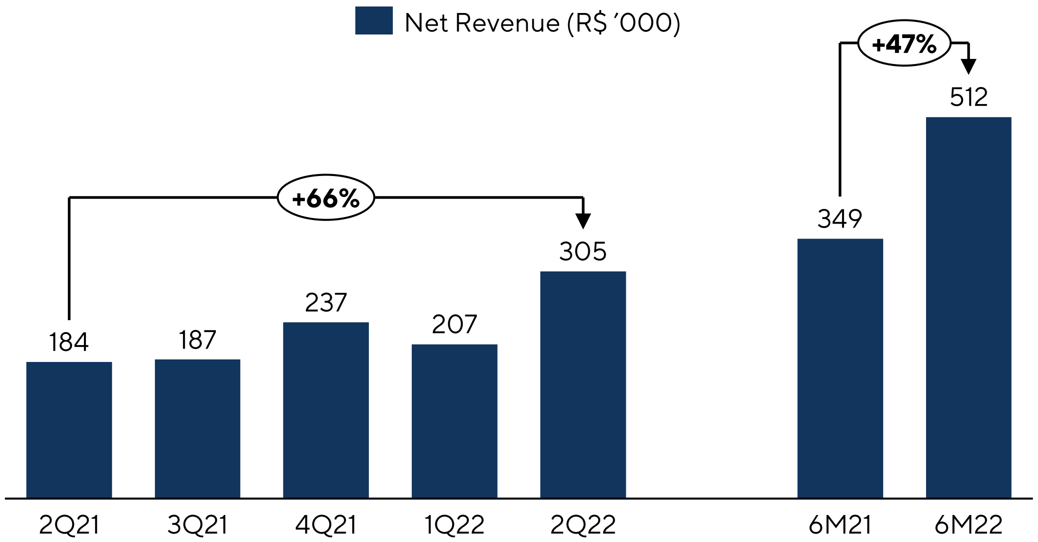
Operating in **10 cities** in Rio Grande do Sul.

R$ 4.1 billion of potential PSV (% Melnick), **34** plots or phases.

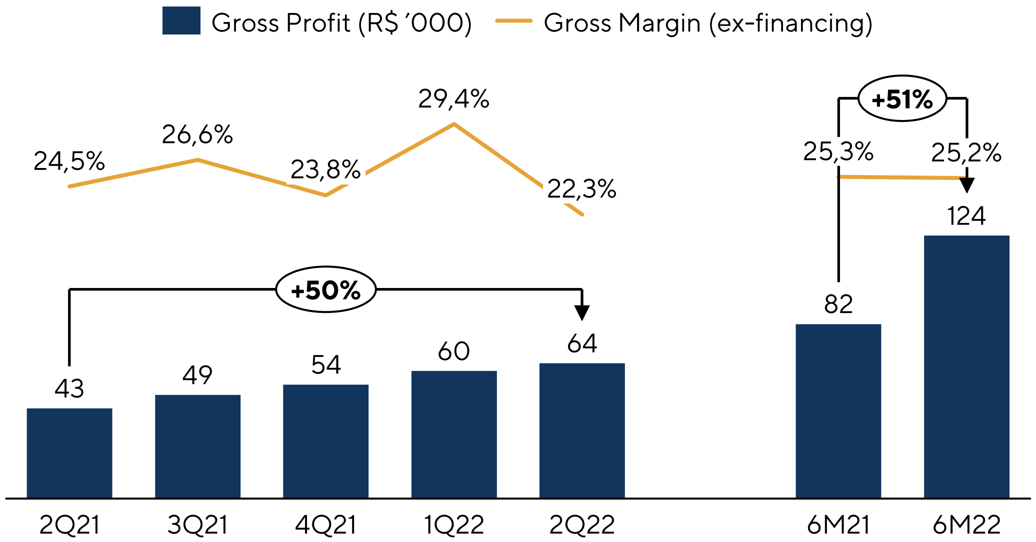
R$ 1.2 billion in projects already approved, accounting for **29%** of the land bank.

FINANCIAL INDICATORS

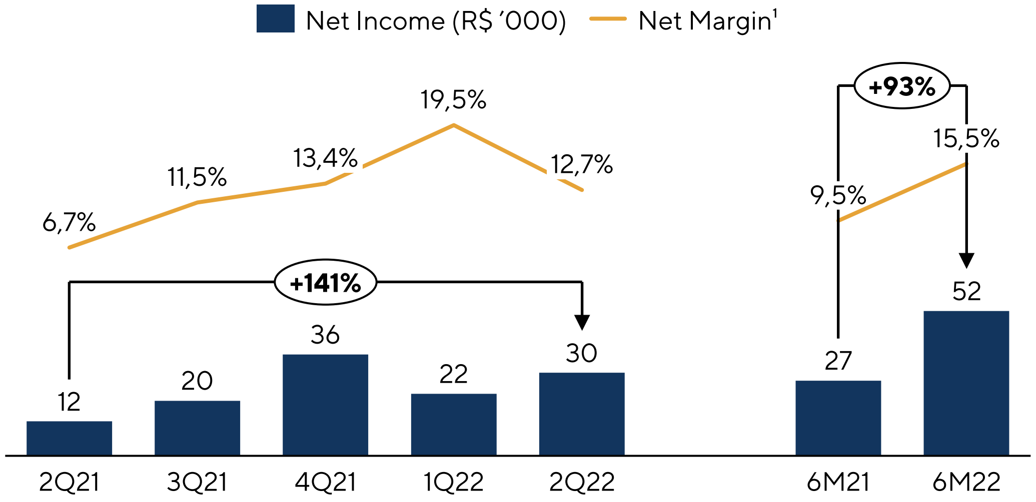
Net revenue breakdown:



Gross Income and Gross Margin Breakdown:



Net Income Breakdown:



[1] Given that net income considers minorities’ interest, net margin is also related to net income before minorities’ interest.

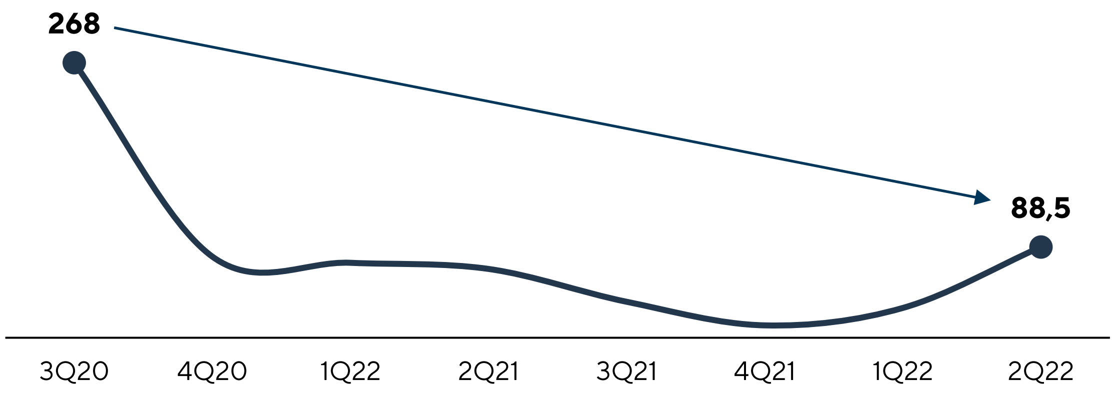
FINANCIAL SOUNDNESS

Capital Structure and Cash Generation

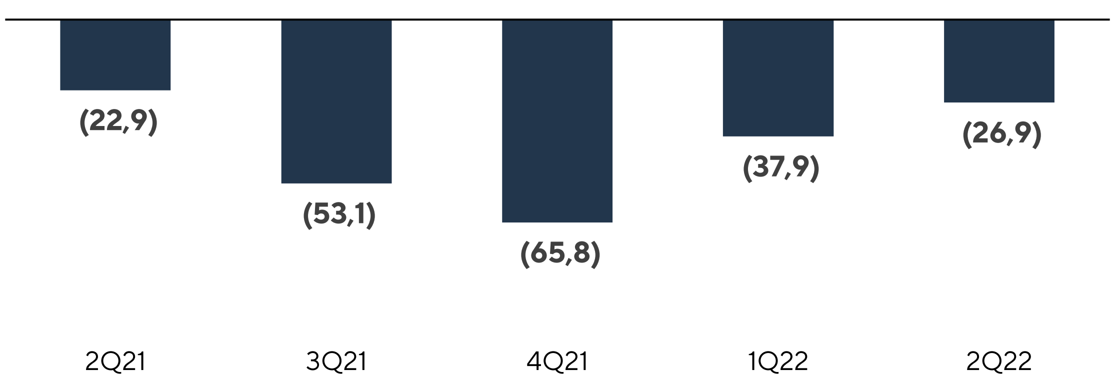
	jun-22	(R$ million)
SFH Production	85,7	97%
CRI Production	2,9	3%
Net Debt	**88,5**	**100%**
Cash	-387,6	
Net Cash	**-299,1**	
Equity	**1.255,1**	
Net Debt/PL	**-23,8%**	

	2Q21	3Q21	4Q21	1Q22	2Q22
Initial Net Debt	-603,4	-568,2	-510,0	-388,3	-350,4
Final Net Debt	-568,2	-510	-388,3	-350,4	-299,1
Net Debt Variation	35,2	58,2	121,8	37,9	51,3
Dividends and contributions	-1,3	-	-56	-	-24,4
Stock buyback	-11,1	-5,1	-	-	-
Cash burn	22,9	53,1	65,8	37,9	26,9

Indebtedness



Cash burn



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Carlos Wollenweber – CFO and DRI

(51) 3016-9083

ri@melnick.com.br

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