

The background image shows a modern, multi-story apartment building with a dark facade and large glass windows. The building is illuminated from within, showing interior spaces and balconies with glass railings. Some balconies have potted plants. In the background, a city skyline is visible at dusk, with numerous lights from buildings and streets. The sky is a mix of orange, pink, and blue hues.

# **melnick**

## **Release of Results 1Q24**



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Source: G1.globo





## Four action fronts to save, assist, and shelter people:

- *Logistics for receiving and distributing donations such as fuel for aircraft and helicopters, and others.*
- *Permanent infrastructure and maintenance of two partnering shelters.*
- *Participation in rescues in Eldorado do Sul and Porto Alegre, and infrastructure support and maintenance of the point of departure and arrival of vessels for rescues at the Usina do Gasômetro.*
- *Participation in joint efforts for emergency care: Water trucks for shelters and hospitals, water supply tanks for the military brigade; response to emergency requests such as food baskets, hygiene and cleaning kits, tools and equipment.*





## Impacts occurred:

### **Works:**

- *Of the 18 active construction sites, only 3 were affected, with no significant damage.*
- *Sites closed on 5/6 and reopened on 5/13.*

### **Customers:**

- *10,000 active customers.*
- *68 affected, with no relevant impacts.*

### **Workers:**

- *+ 700 direct workers.*
- *48 workers affected and assisted.*



## Future impacts:

- *Impact on the deadline of works: under analysis.*
- *Impact on the deadline of future launches.*

# Highlights

**melnick**  
1Q24 Results

## Growth

- A record in quarterly net sales (% Melnick) totaling R\$ 372 million, a 22% increase over 1Q23.
- Launches totaled R\$ 617 million (%Melnick), the highest volume reached in a quarter in our history, translating into a 43% growth when compared to 1Q23, and accounting for 84% of the volume launched in 2023.

## Soundness

- Solid cash position of R\$ 455 million.
- R\$ 51 million in cash generation.
- Zero corporate debt.

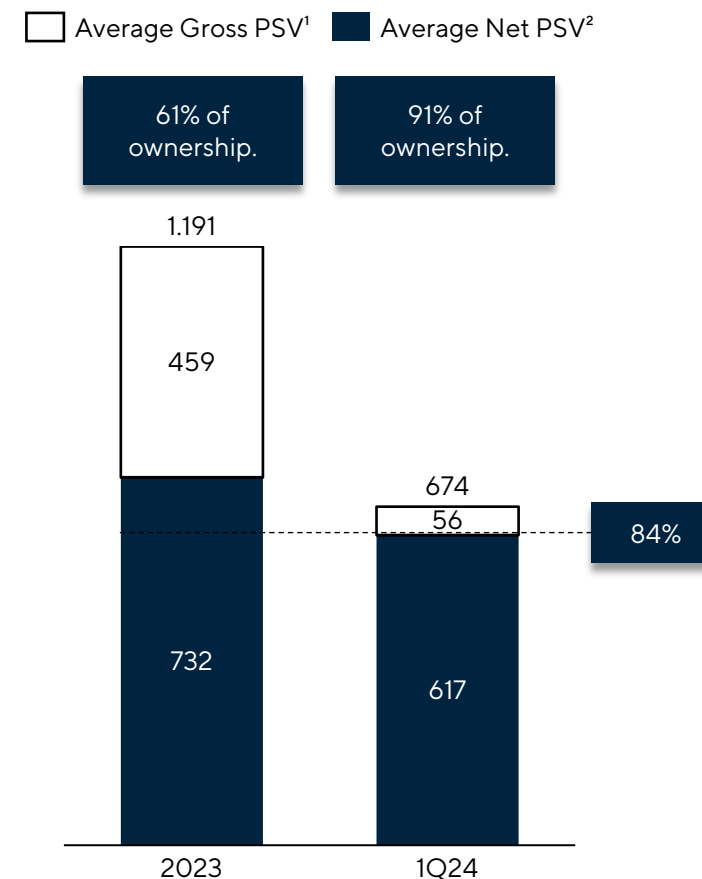
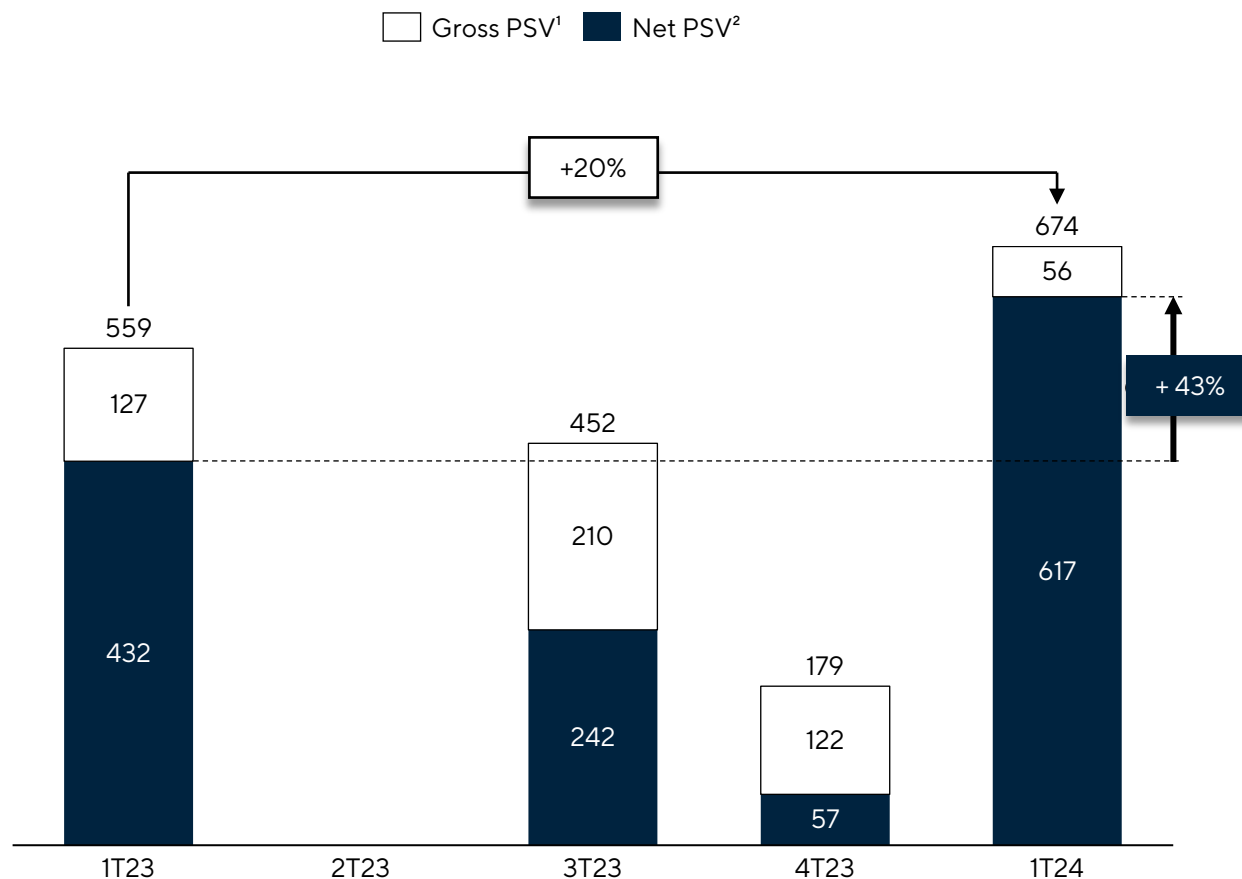
## Financial

Growth when compared to 1Q2023.

- Gross Margin +33%.
- Net Income +51%.
- Net Margin<sup>1</sup> +90%.

<sup>1</sup> Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest.

Project	Business unit	PSV 100% <sup>1</sup> (R\$)	Melnick PSV <sup>2</sup> (R\$)	Usable area <sup>3</sup> (m <sup>2</sup> )	Unit <sup>3</sup>	Average Price of Unit (R\$)	Segment
High Garden Rio Branco	INC	241.158	226.689	18.750	130	1.744	Residential
Zayt	INC	432.447	390.472	19.078	34	11.484	Residential
<b>Total</b>		<b>673.605</b>	<b>617.161</b>	<b>37.828</b>	<b>164</b>	<b>3.763</b>	



(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net. (3) PSV of swap, net.





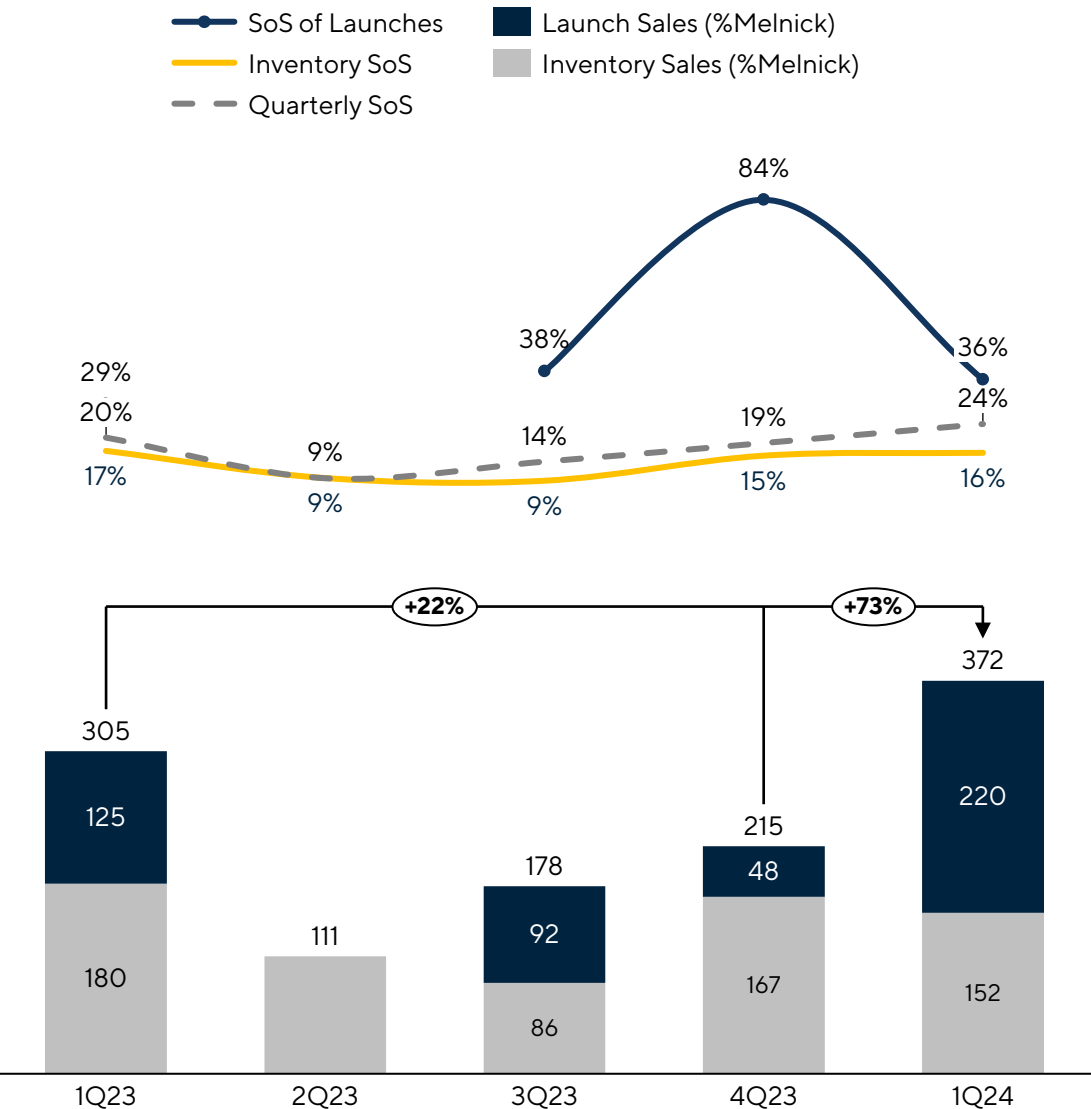
PSV 100%<sup>1</sup>: R\$ 432.4 M  
PSV Melnick<sup>2</sup>: R\$ 390.5 M  
Units<sup>3</sup>: 34



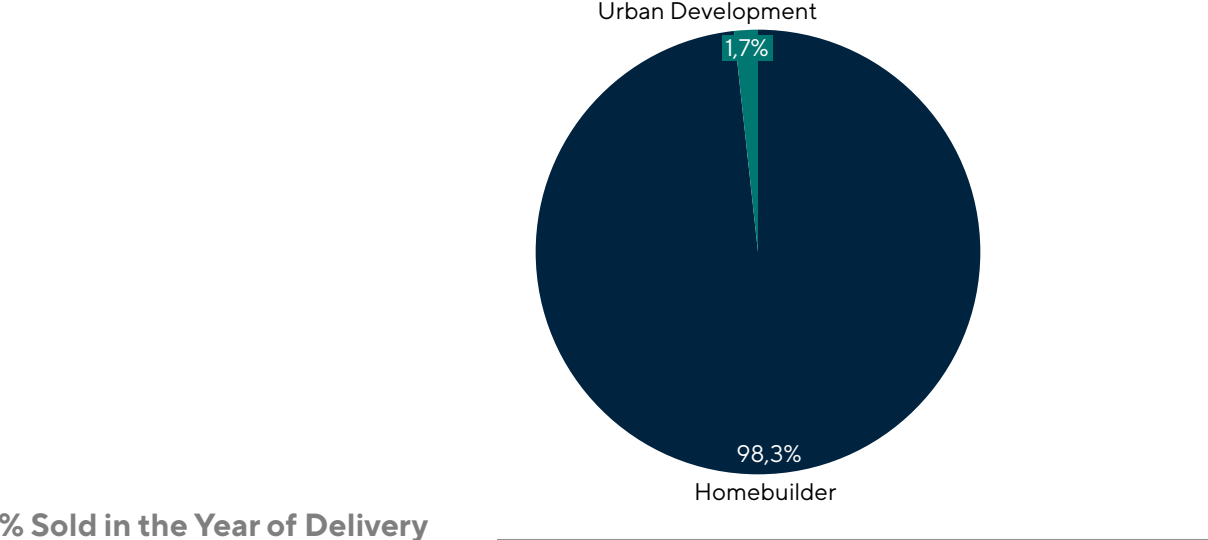
PSV 100%<sup>1</sup>: R\$ 241.2 M  
PSV Melnick<sup>2</sup>: R\$ 226.7 M  
Units<sup>3</sup>: 130



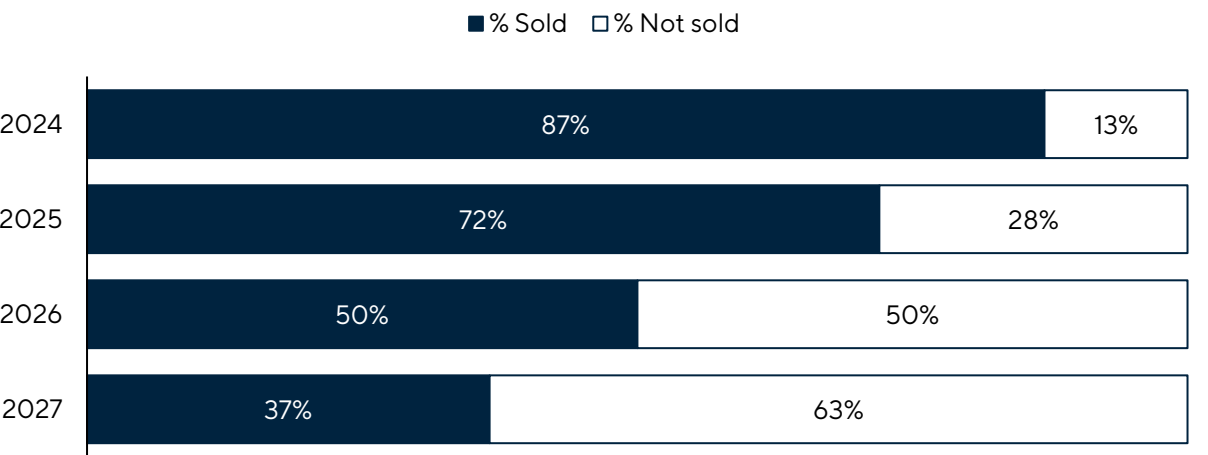
Breakdown by quarter:  
(% Melnick – R\$ million):



Breakdown of business units sold (% Melnick – R\$ million):



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





**Units**

**183**

**98% sold**

**Gross PSV**

**R\$ 93.9 million**

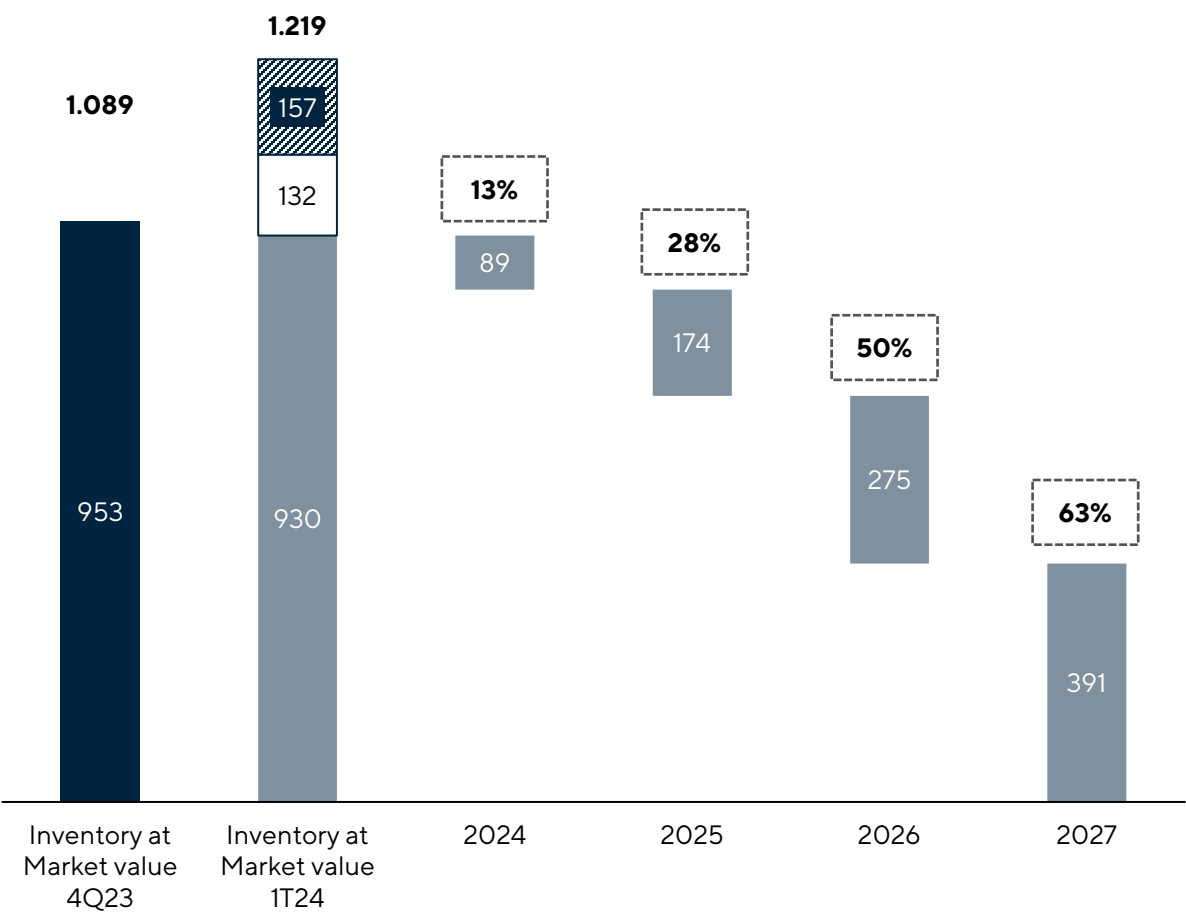
**Net PSV**

**R\$ 71.4 million**



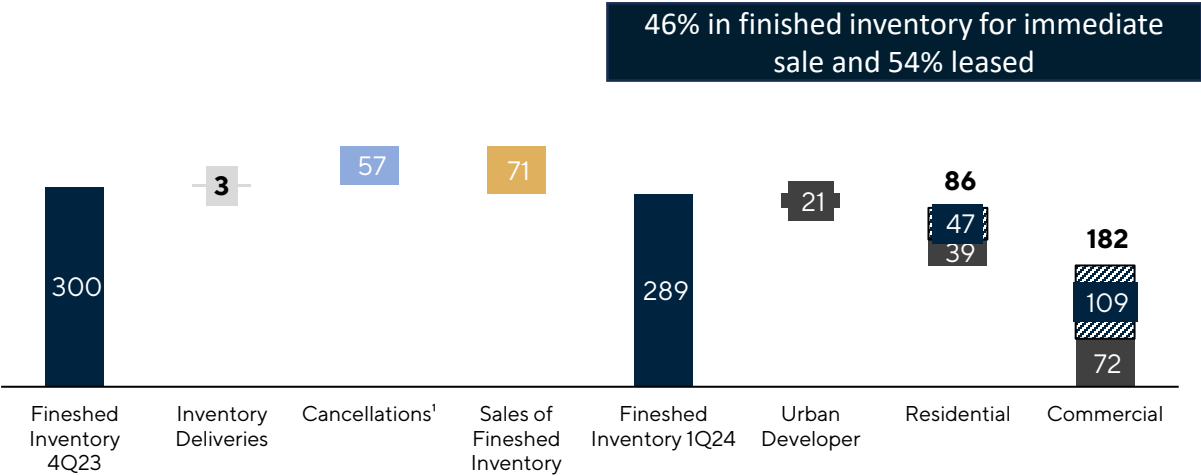
Breakdown of inventory by year of completion

■ Inventory under Construction   □ Finished Inventory - Sale   ▨ Finished Inventory - Lease

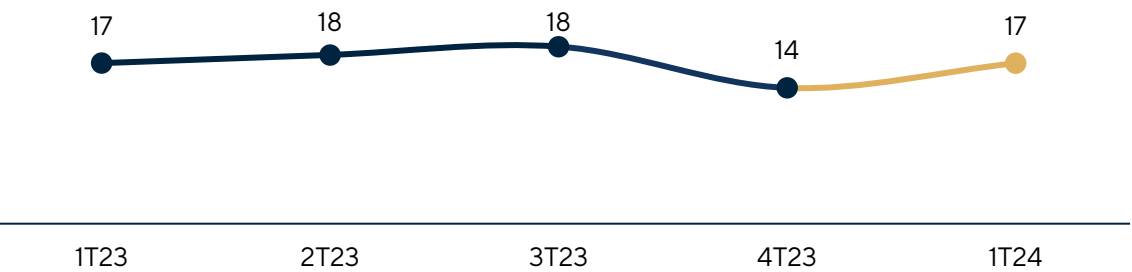


Finished Inventory

■ Fineshed Inventory   ▨ Fineshed Leased Inventory



Inventory duration<sup>1</sup>



(1) (last inventory position / net sales LTM) x 12 months

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

**R\$ 4.7 B** in total PSV

**R\$ 3.2 B** in potential PSV (% Melnick),

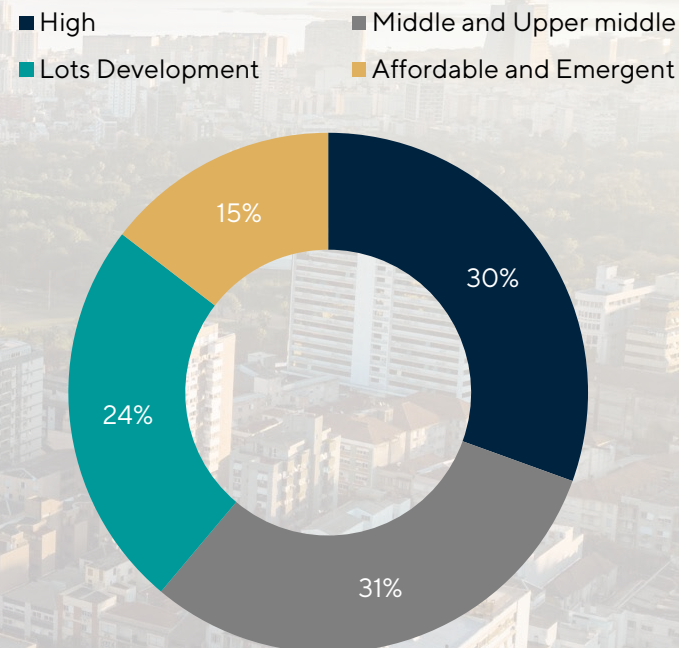
**19%** acquired in cash.

Distributed in **34** plots or phases.

with **28%** of Projects Approved with potential PSV

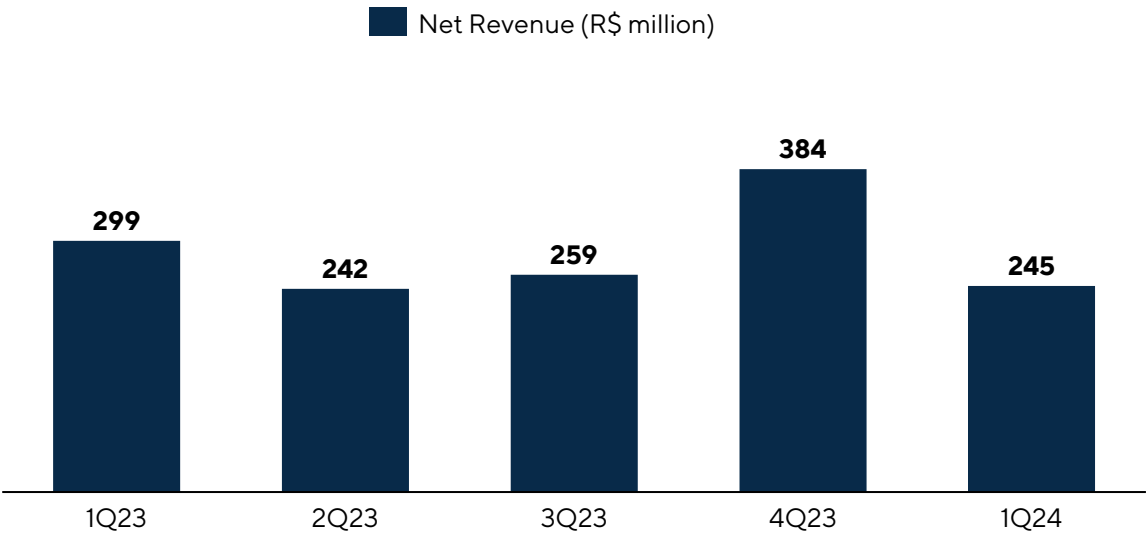
**R\$ 868 M** (% Melnick).

Landbank breakdown (%Melnick)

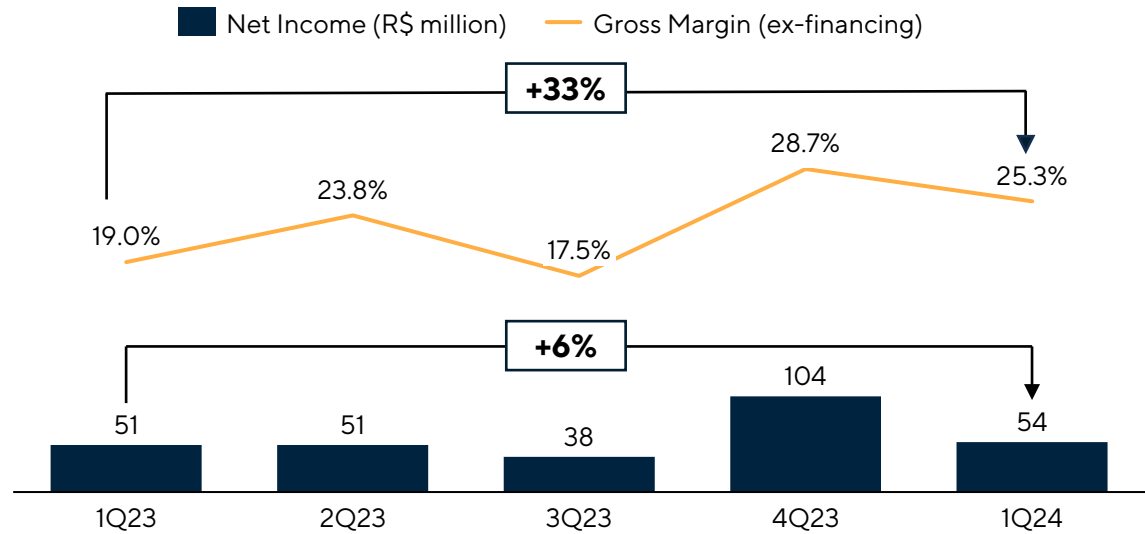




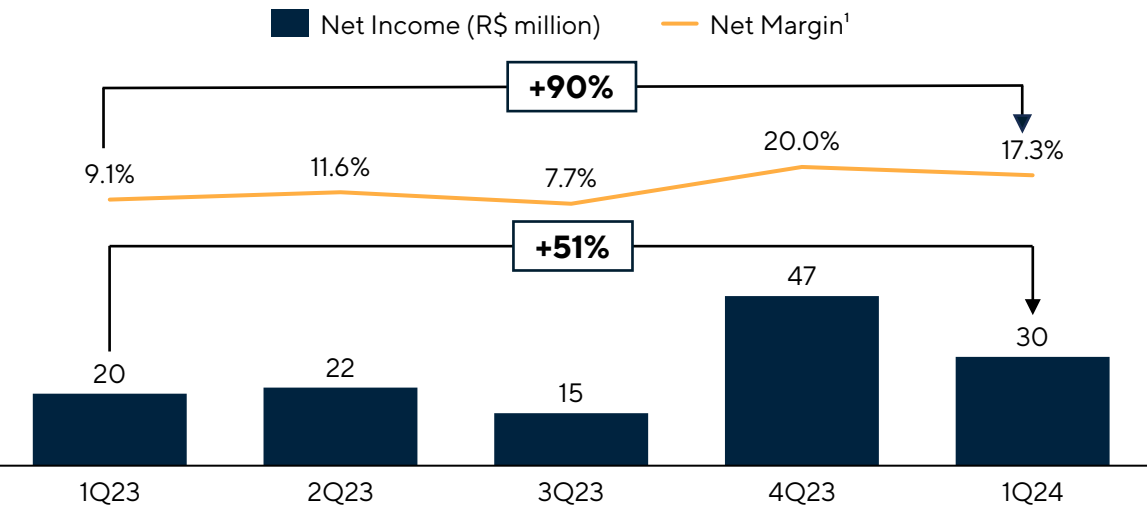
Net revenue breakdown:



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 Structure

	1T23	2T23	3T23	4T23	1T24
Production SFH	-185,0	-238,0	-268,2	-278,0	-285,8
Production CRI	-0,8	-0,6	-14,0	-7,3	-2,6
<b>Gross Debt</b>	<b>-185,8</b>	<b>-238,6</b>	<b>-282,2</b>	<b>-285,3</b>	<b>-288,5</b>
Cash	368,9	419,8	447,9	400,2	454,9
<b>Net Cash</b>	<b>183,1</b>	<b>181,2</b>	<b>165,7</b>	<b>115,0</b>	<b>166,4</b>
<b>Equity</b>	<b>1.228,4</b>	<b>1.195,3</b>	<b>1.171,9</b>	<b>1.205,2</b>	<b>1.236,7</b>
<b>Net Cash / Equity</b>	<b>14,9%</b>	<b>15,2%</b>	<b>14,1%</b>	<b>9,5%</b>	<b>13,5%</b>

➤ Solid cash position of **R\$ 454.9 million**.

➤ **Zero** corporate debt.

## Cash Generation

	1Q23	2Q23	3Q23	4Q23	1Q24
Initial Net Debt	187,7	183,1	181,2	165,7	115,0
Final Net Debt	183,1	181,2	165,7	115,0	166,4
<b>Net Debt Variation</b>	<b>-4,6</b>	<b>-1,9</b>	<b>-15,5</b>	<b>-50,7</b>	<b>51,5</b>
Dividends and contributions	11,0	23,0	33,3	57,3	-
Stock buyback	-	-	-	-	-
<b>Cash Generation  (Cash burn)</b>	<b>6,4</b>	<b>21,1</b>	<b>17,8</b>	<b>6,5</b>	<b>51,5</b>

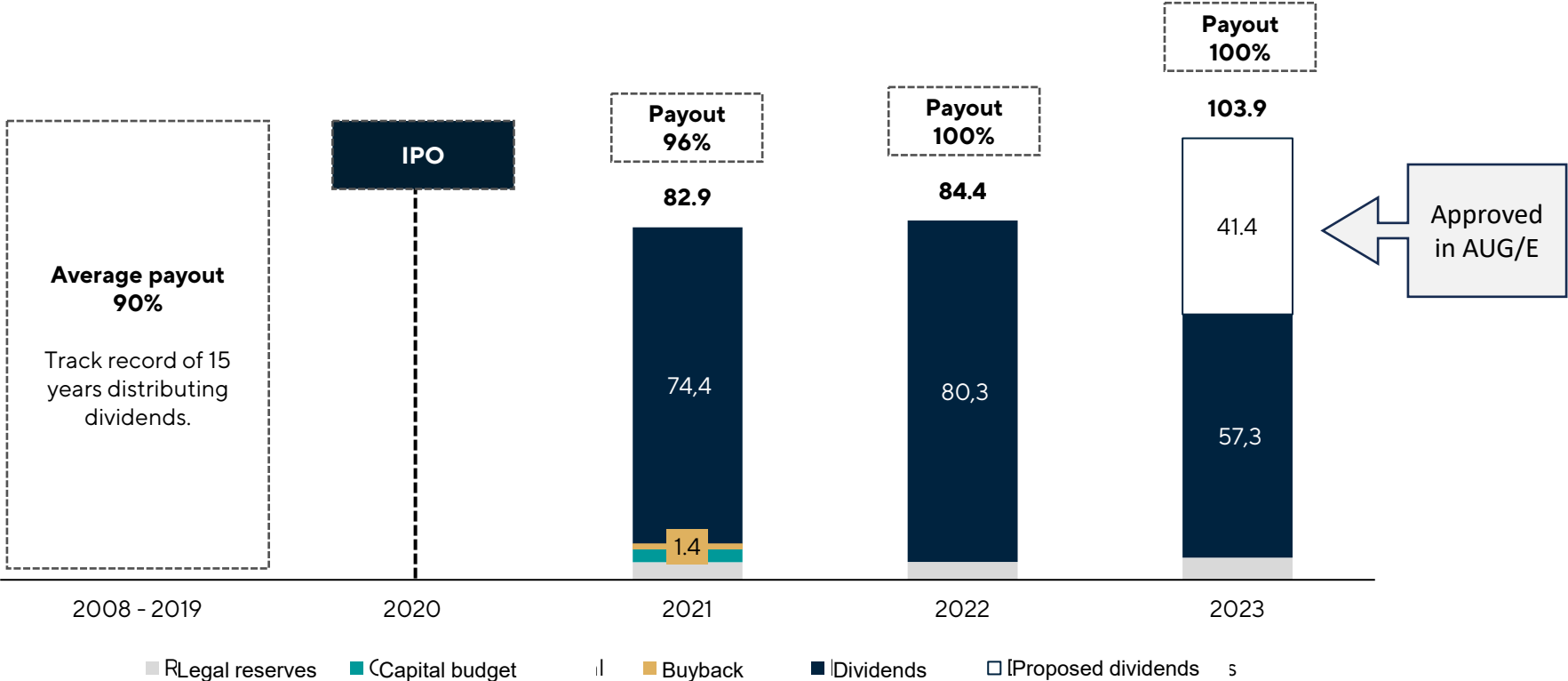
## Operating Cash Generation

❖ **R\$ 51.5 million** in the quarter.



Allocation of the earnings

Dividends approved between 2021 and 2023 account for 21% of the equity





## INSTRUCTIONS FOR THE FAQ

- ☐ To ask a question, please click the **#Raise hand#** icon or enter your question and send it via **#Q&A#** icon on the bottom of your screen.
- ☐ Because of the dynamics, we will announce your names and ask you to make your questions.
- ☐ At this time, a request to turn your microphone on will appear on the screen.





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Muito mais que morar

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### **IR CONTACTS**

CFO AND IR OFFICER

Juliano Melnick

CAO AND IR OFFICER

Joelson Boeira

IR SPECIALIST

Anderson Stefani



[ri@melnick.com.br](mailto:ri@melnick.com.br) | [ri.melnick.com.br](http://ri.melnick.com.br)

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