

The Melnick logo, featuring the word 'melnick' in a white, lowercase, sans-serif font. A vertical orange line is positioned to the right of the logo.

melnick

Operating Preview 2Q22

IR Contacts



Carlos Wollenweber – CFO and DRI
Anderson Stefani – IR Especialist



(51) 3016-9083



ri@melnick.com.br

2Q22 OPERATING PREVIEW

Porto Alegre, July 12th, 2022 – 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 second quarter of 2022.

**Total net sales (% Melnick) of R\$286 million in the quarter,
an increase of 148% QoQ**

Launches

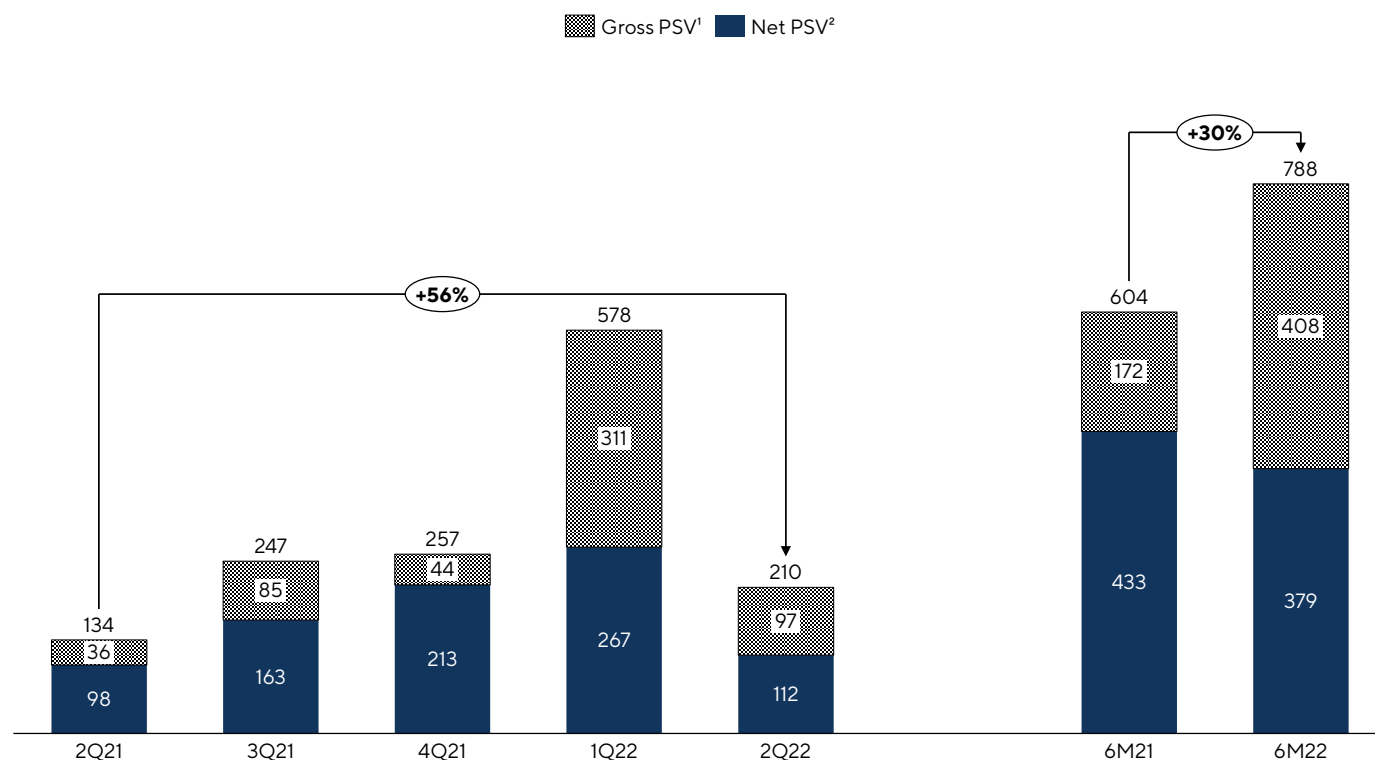
In the second quarter of 2022, two projects were launched with gross PSV of R\$ 209,5 million (R\$ 112,3 million % Melnick); representing a growth of 56% in the quarter and 30% I the semester.

| 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 | R.E. | 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 | | 209,510 | 112,340 | 16,193 | 435 | 467 | |
| Nilo Square - Mix | R.E. | 181,558 | 85,786 | 9,139 | 275 | 641 | Mixed use |
| Open Canoas - F3 | R.E. | 27,952 | 26,554 | 7,054 | 160 | 166 | Residencial |
| Total | | 787,960 | 379,675 | 133,710 | 1,014 | 688 | |

¹ PSV gross of swaps and commission.

² PSV net of swaps and commission.

³ Net of swaps.



Launches

**NILO
SQUARE.**

HOTEL
MULTISTAY
MULTI OFFICE
MALL

R\$185 mm PSV

275 Units




open

R\$28 mm PSV

160 Units



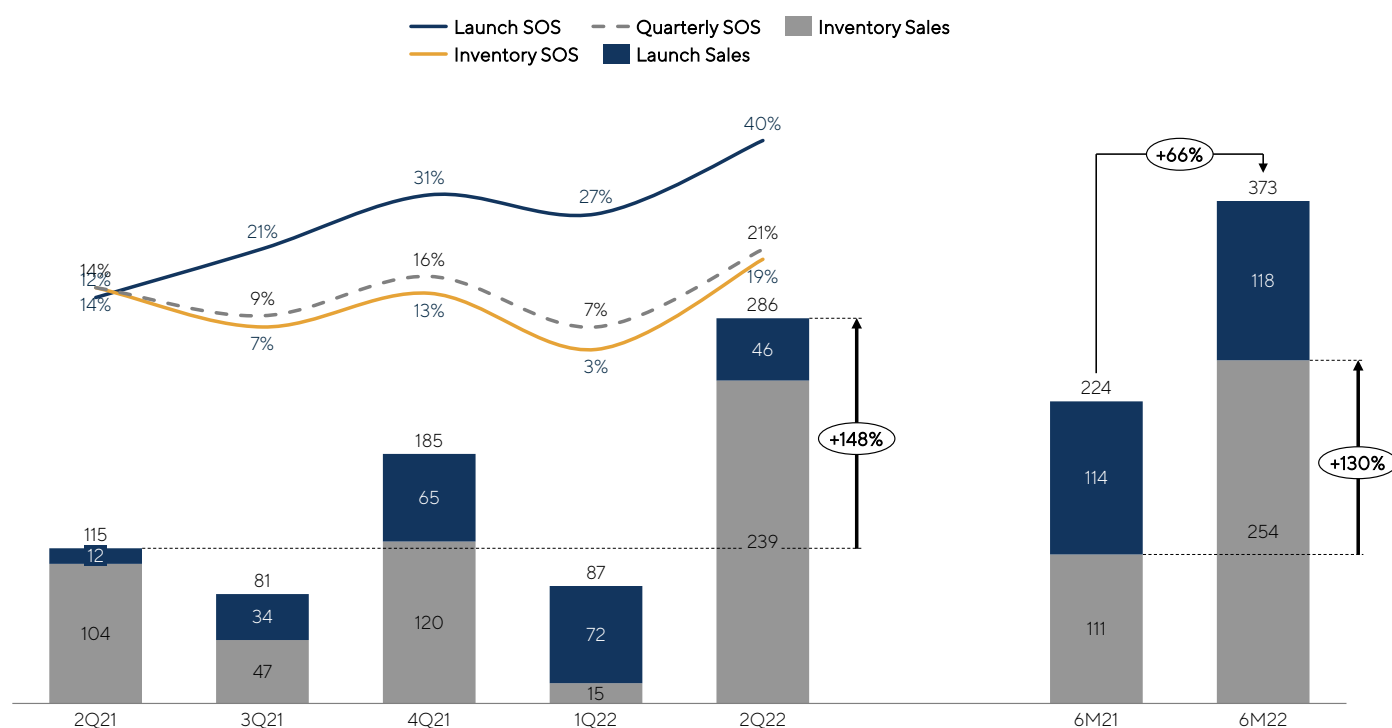

Gross and Net Sales

In the second quarter of 2022, gross and net sales totaled respectively R\$ 325 million (%Melnick) and R\$ 286 million (%Melnick), an increase of 148% in the quarter and 66% in the year, as shown below:

| Sales breakdown (BRL million, % Melnick) | 2Q21 | 3Q21 | 4Q21 | 1Q22 | 2Q22 |
|---|-------------|-------------|-------------|-------------|-------------|
| Gross Sales | 156 | 108 | 217 | 120 | 325 |
| Inventory | 144 | 74 | 152 | 48 | 279 |
| Launches | 12 | 34 | 65 | 72 | 46 |
| Current cancellations | (41) | (27) | (32) | (34) | (39) |
| Net Sales | 115 | 81 | 185 | 87 | 286 |

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

The launches SOS of 40% and the average SOS of 21%.



In 2Q22 we held Melnick Day, the biggest sales event in Rio Grande do Sul. The event mobilized employees, 36 real estate agencies, 1800 brokers, and 580 customers were served.



Deliveries¹

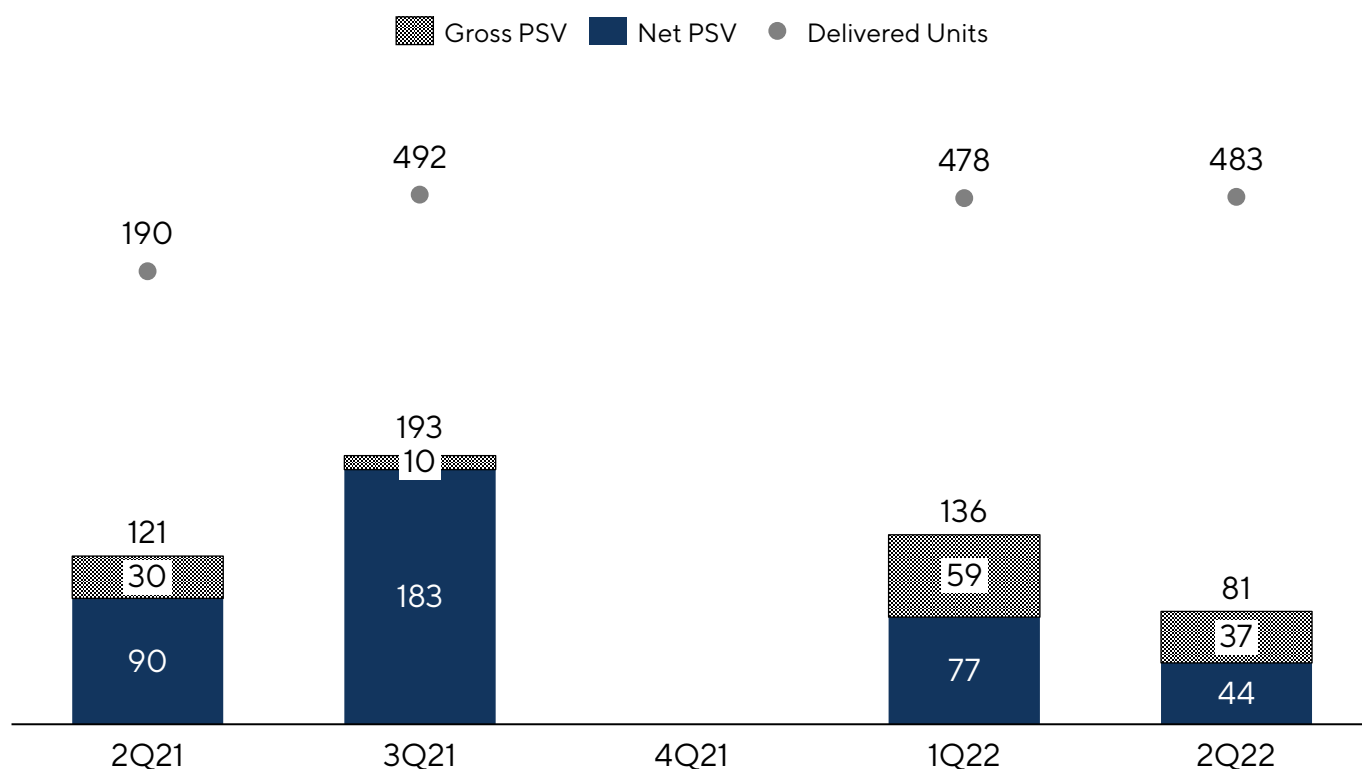
In the second quarter of 2022, two projects were delivered with a gross PSV of R\$ 81,1 million (44,0 million %Melnick)

| 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 | 77.174 | 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 |
| Total | | 217.602 | 121.192 | 218.408 | 961 | 164 | |

¹ PSV gross of swaps and commission.

² Net of swaps.

³ Considering the sales price at time of launch.



Projects delivered



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,