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Earnings Release 3Q2023

November 14, 2023

Leandro Melnick
CEO

Juiano Melnick
CFO and IR Officer

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CAO and IR Officer

HIGHLIGHTS

R$ 675 M

In launches (% Melnick). A 26% growth when compared to 9M22, and 10% above the results of 2022.

R$ 594 M

In Net Sales (% Melnick). 13% growth when compared to 9M22.

R$ 448 M

Solid cash position. Stable net cash of R$ 166 k, even after the payment of recurring dividends. Accounting for 14% of the Equity.

R$ 40 M

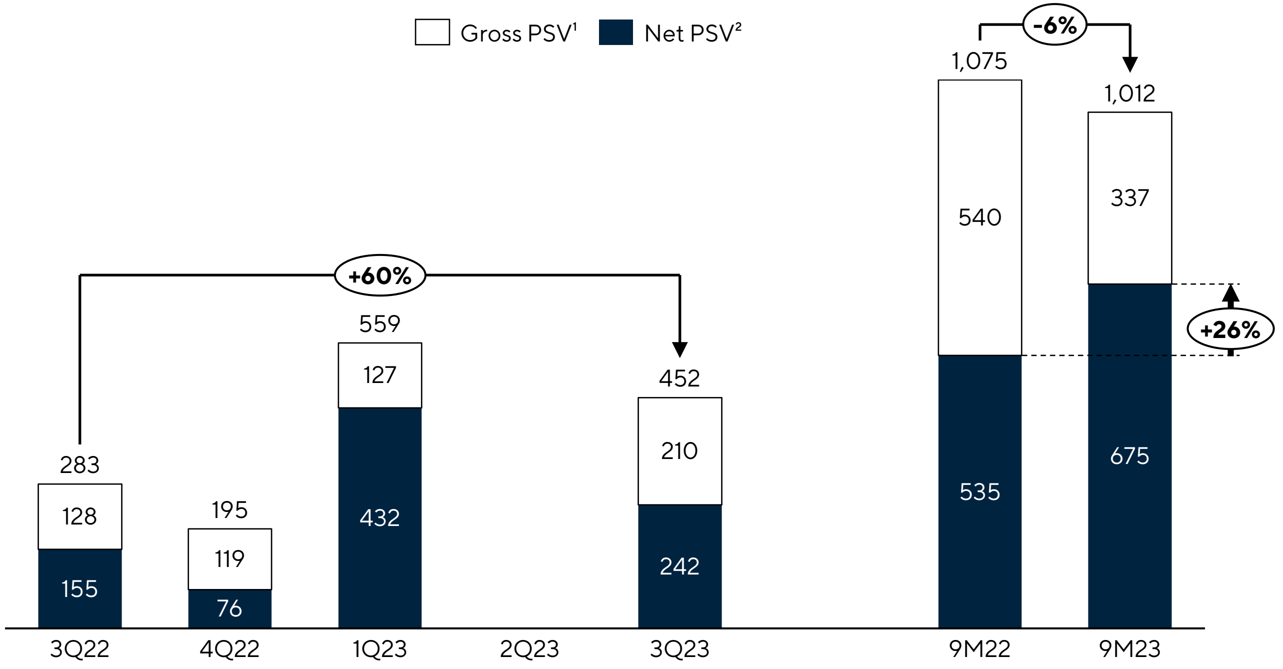
Subsequently, payment of interim dividends. Payment of dividends for the year totaled R$ 107.1 million.

R$ - Value in thousands of Reais.

LAUNCHES

Launches 9M2023

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
1Q23		559,369	432,287	33,227	452	1,028	
2T23		-	-	-	-	-	
3T23		452,331	242,272	71,863	430	853	
Go Bom Fim	R.E.	153,599	88,609	9,990	269	507	Residencial
Casa Moinhos	R.E.	198,392	130,334	6,209	17	7,667	Residencial
The Garden - Fase 3	LOT	100,340	23,329	55,663	144	697	Lot Development
Total		1.012	675	105	882	943	



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

Launches 3Q2023

casa MOINHOS

R$ 198 million in PSV[1]

GO. BOM FIM

GO. BOM FIM FAMILY

R$ 154 million in PSV[1]

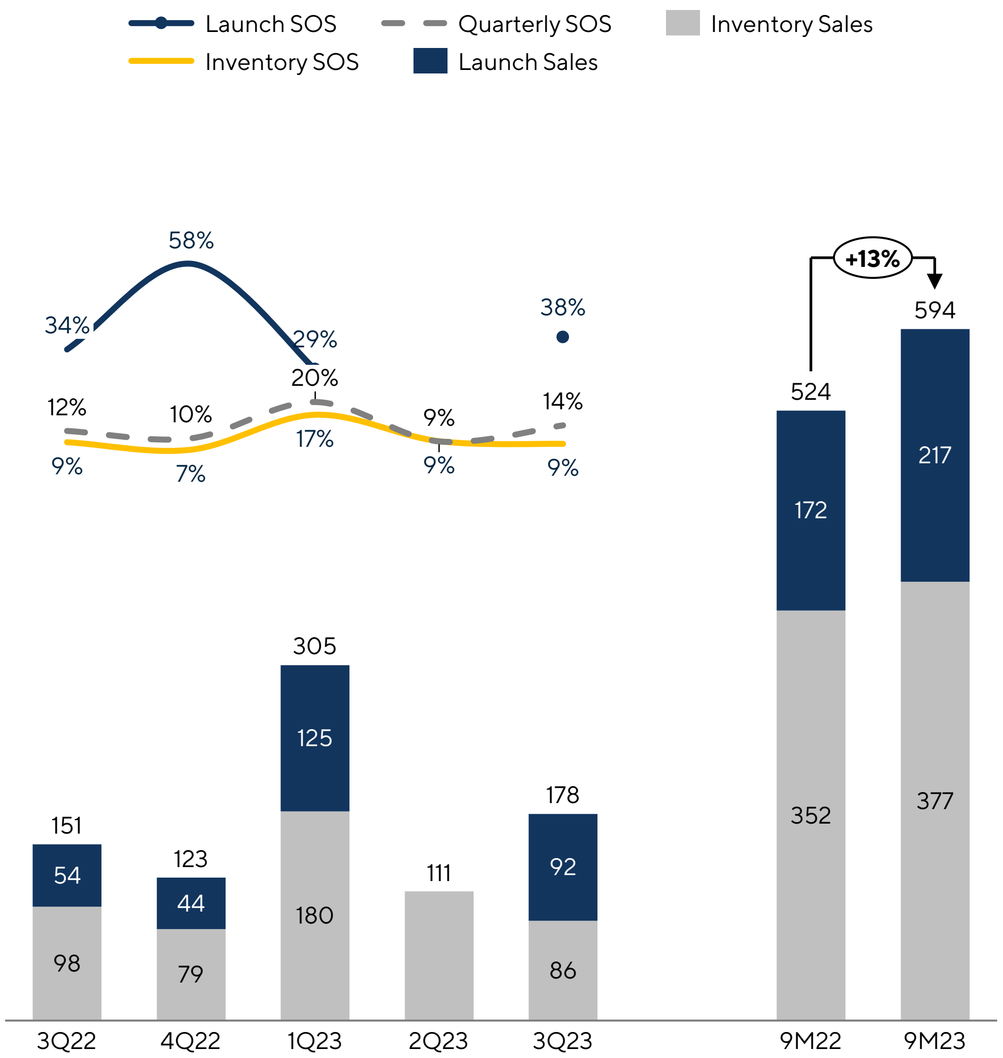
THE GARDEN

R$ 100 million in PSV[1]

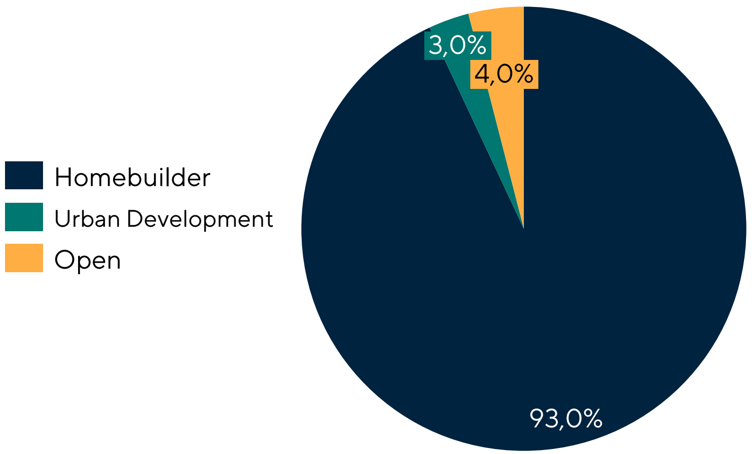
(1) PSV of physical swap and sales commissions, gross.

NET SALES

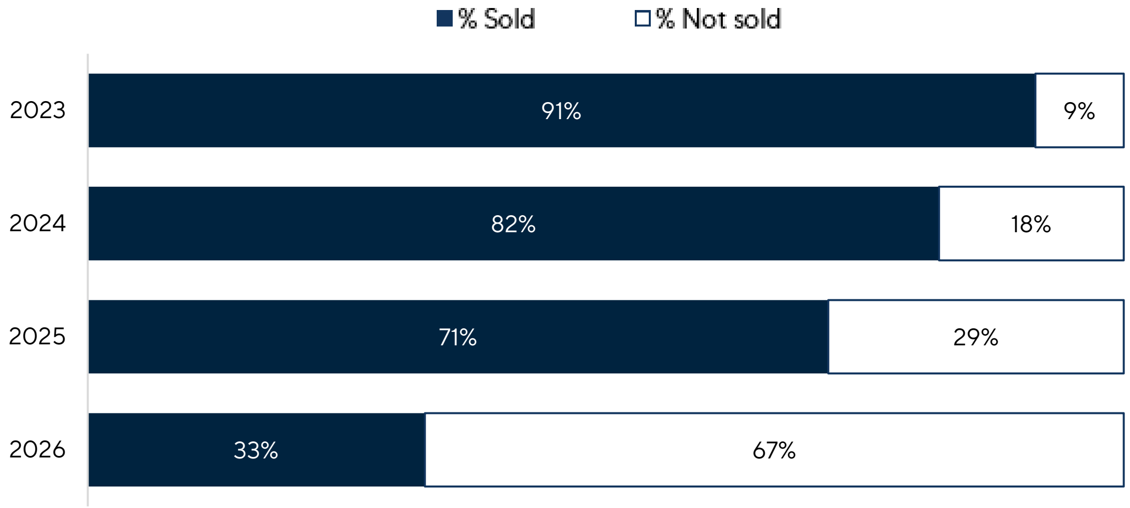
Breakdown by quarter: (% Melnick – R$ million):



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

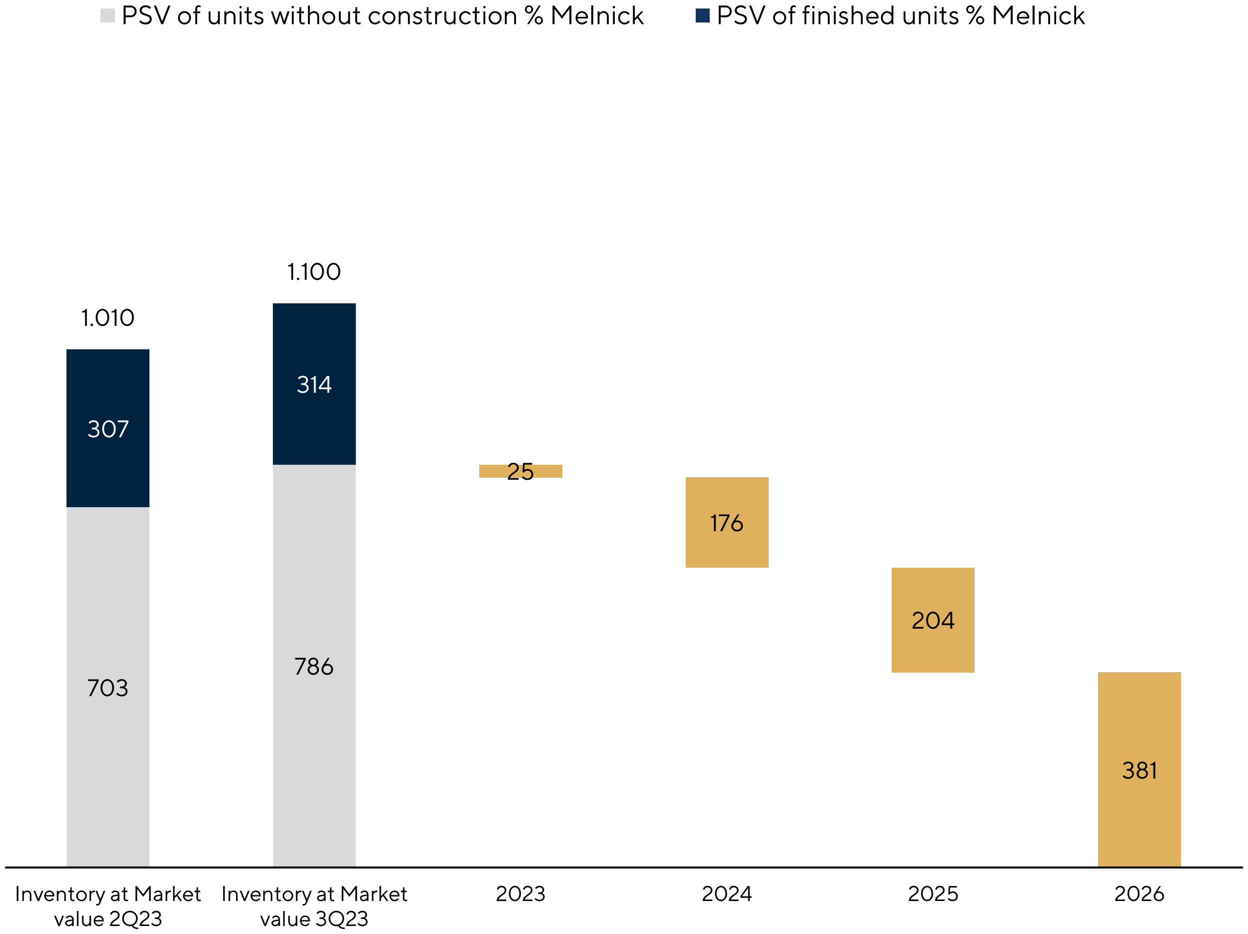


% Sold in the Year of Delivery (% Melnick):

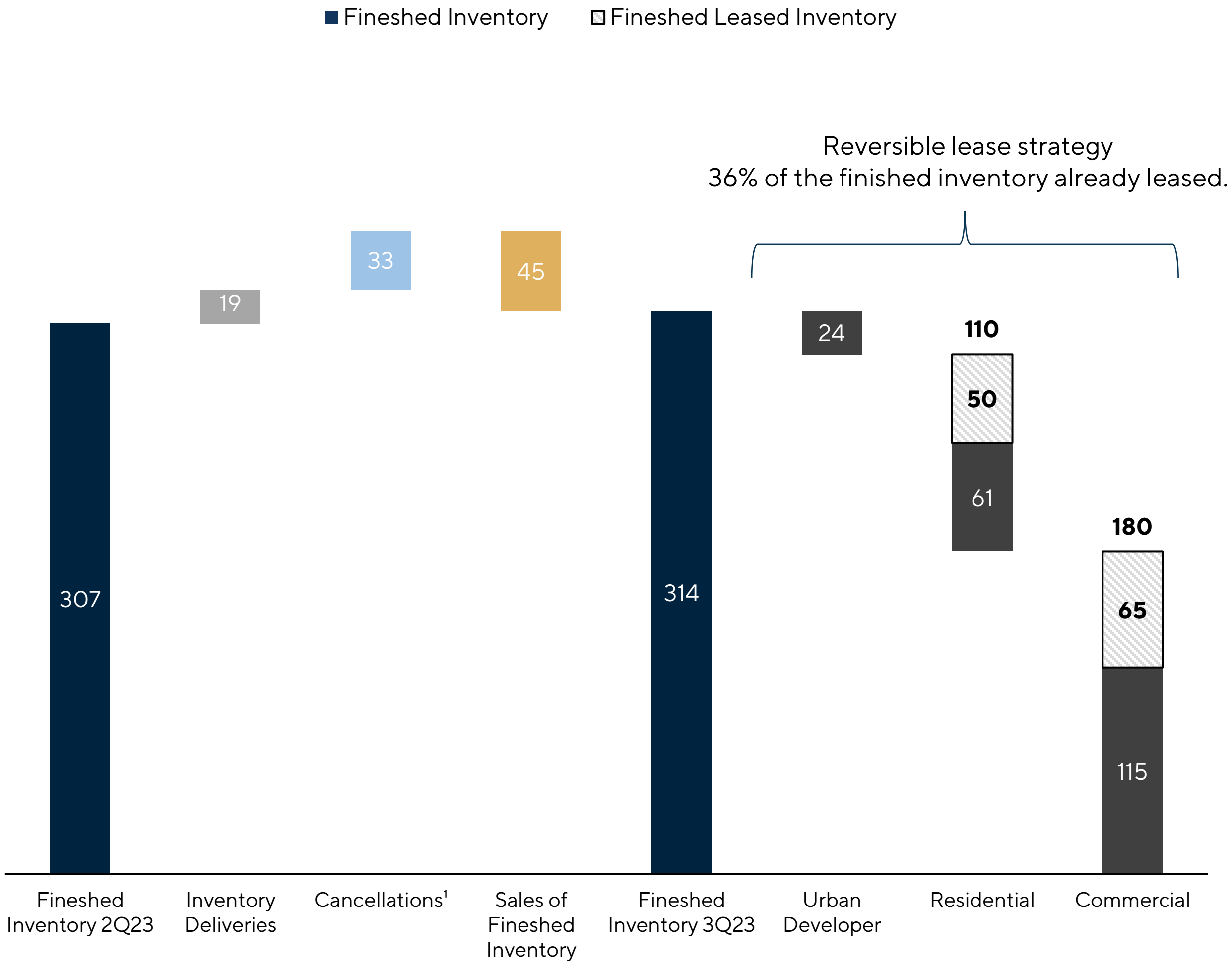


INVENTORY

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



Finished Inventory (% Melnick – R$ million):

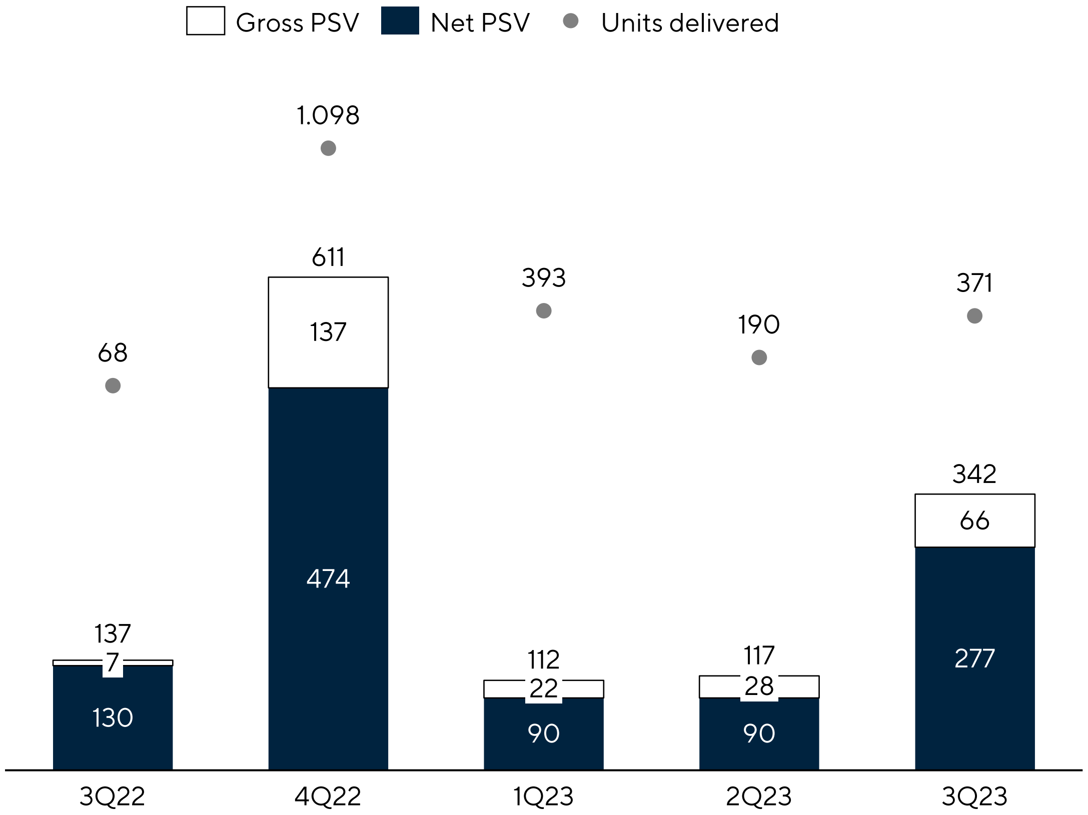


(1) Considering that 100% of the cancellations refer to finished units.

DELIVERIES AND WORKS IN PROGRESS

Breakdown of PSV delivered (R$ '000)

Deliveries for the year totaled **R$ 571 million in PSV**[1].



Works in progress

19 Active Construction Sites

54 Towers

+ 3200 Units/Lots

430 k m²
under construction

R$ 2 B in PSV

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

PROJECTS DELIVERED

TEENÁ

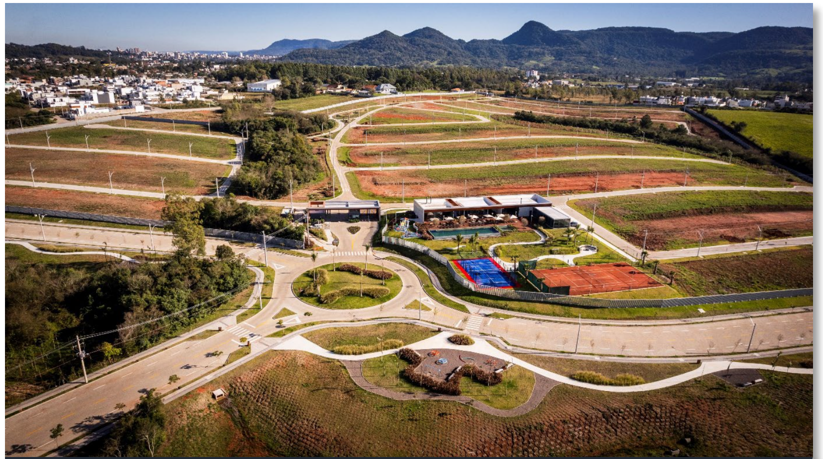
R$ 178 million in PSV[1]

93% sold

CASAVISTA

R$ 86 million in PSV[1]

100% sold



CASAVIVA
VIVA O AGORA

R$ 77 million in PSV[1]

100% sold

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

LANDBANK

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

R$ 5.3 B in total PSV

R$ 3.7 B in potential PSV (% Melnick),

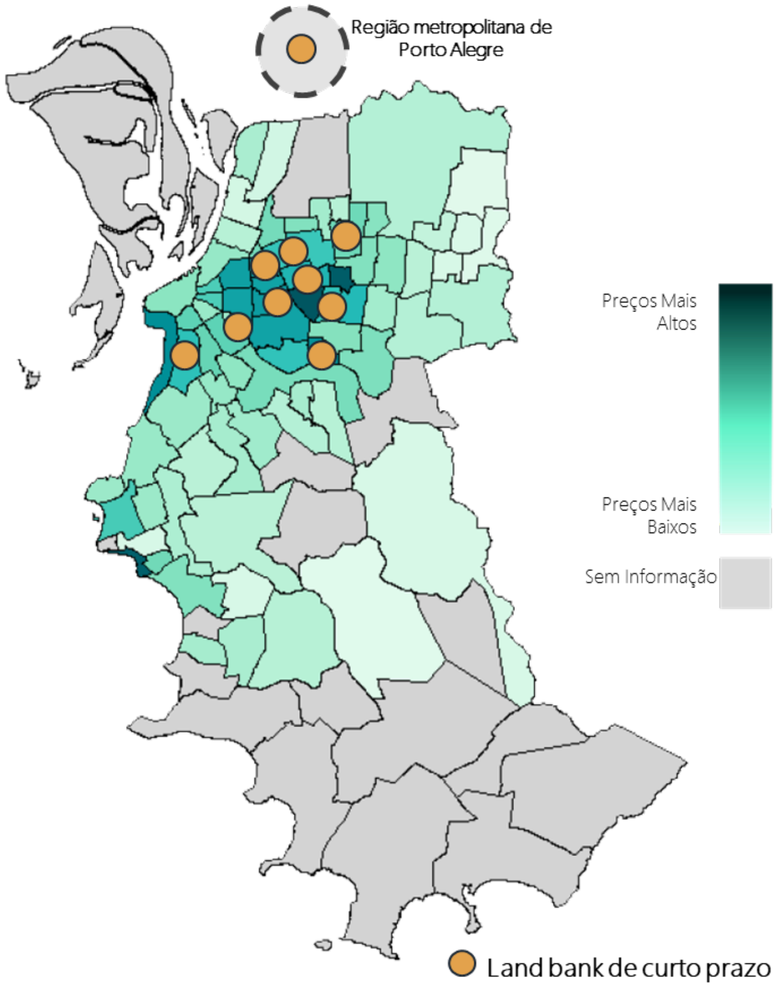
22% acquired in cash.

Distributed in **36** plots or phases.

with **37%** of Projects Approved with potential PSV

R$ 1.4 B (% Melnick).

Melnick's Landbank in Porto Alegre



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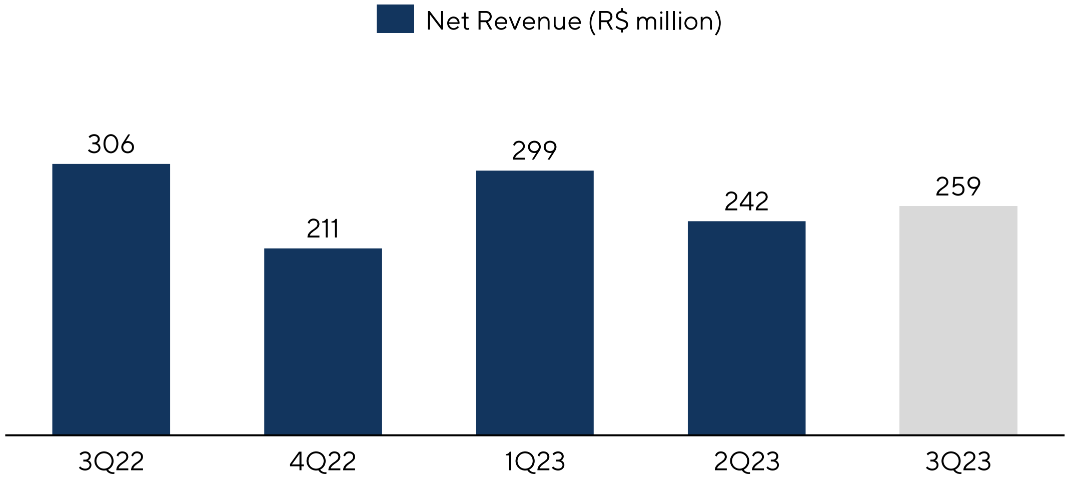
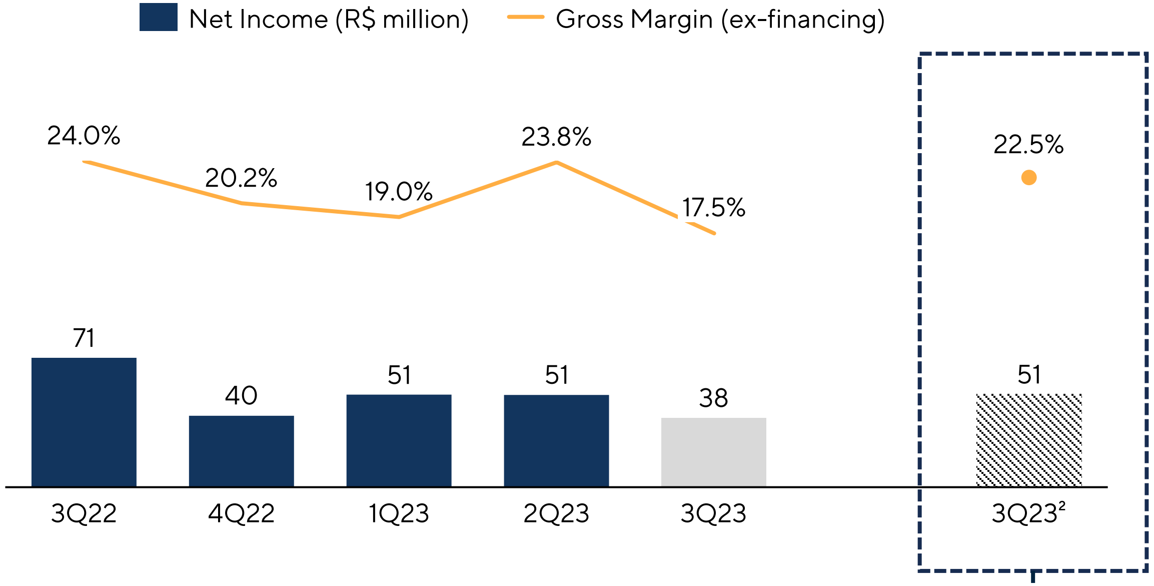
Muito mais que morar

Net revenue breakdown:

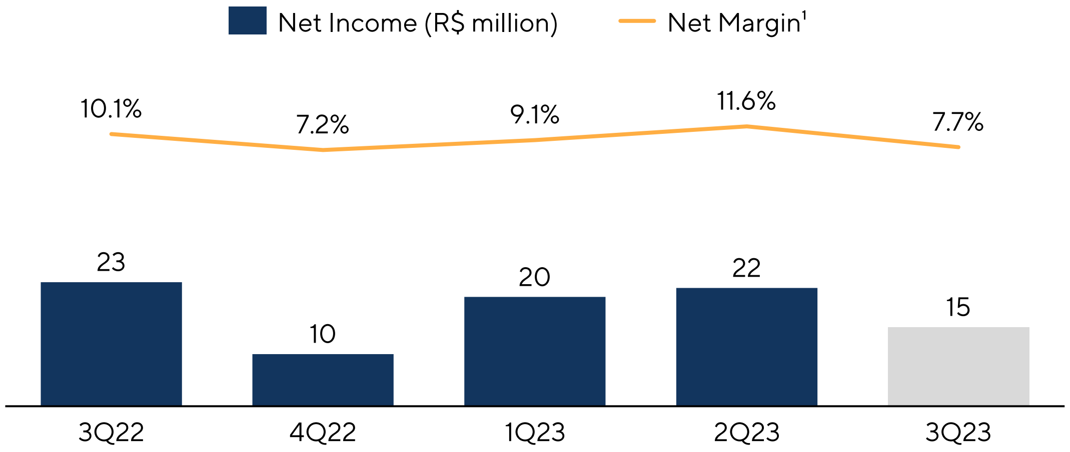


Gross Income and Gross Margin Breakdown:



²In the quarter, the Company reviewed the effects on swap accounting in some Urban Development projects, resulting in a decreased pace in the recognition of revenue, and, consequently, in a decreased margin, but will not have any impact on the results over the development's life. In the circled area, we can observe the adjusted margin excluding the effects of the adjustment.

Net Income Breakdown:



[1] Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest. | [2] Effect on swap accounting for Urban Development projects

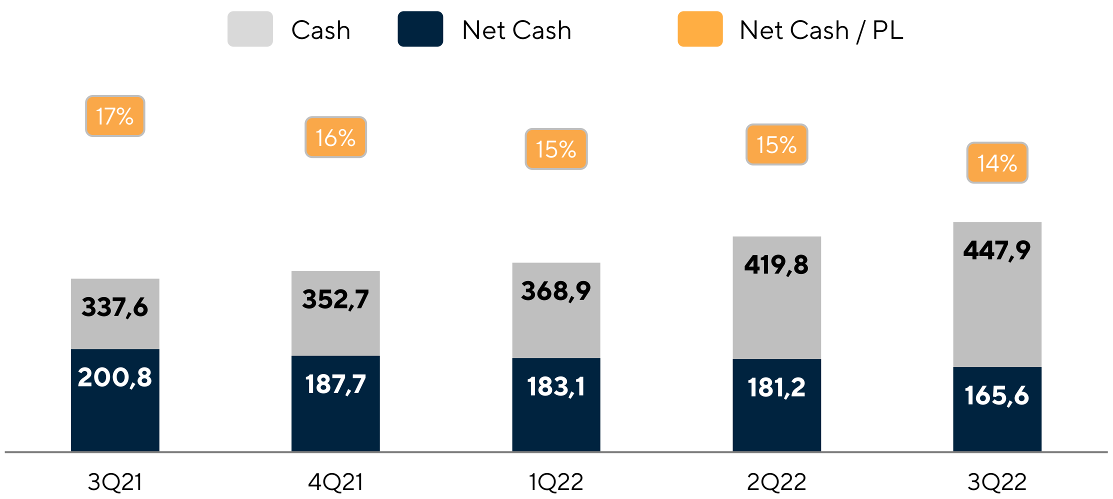
FINANCIAL SOUNDNESS

Financial Structure

❖ **Zero** corporate debt.

	(R$ million)	%
SFH Production	-268,2	95,0%
CRI Production	-14,0	5,0%
Net Debt	**-282,2**	**100%**
Cash	447,9	
Net Cash	**165,6**	
Equity	**1.171,9**	
Net Cash/PL	**14,1%**	

➢ Solid cash position of **R$ 447.9 million.**



Cash Generation

	3Q22	4Q22	1Q23	2Q23	3Q23
Initial Net Debt	-299,1	-200,8	-187,7	-183,1	-181,2
Final Net Debt	-200,8	-187,7	-183,1	-181,2	-165,6
Net Debt Variation	**98,3**	**13,105**	**4,595**	**1,900**	**15,571**
Dividends and contributions	-7	-	-11	-23	-33,3
Stock buyback	-	-	-	-	-
Cash burn	**91,3**	**13,1**	**-6,4**	**-21,1**	**-17,7**

Operating Cash Generation

❖ **R$ 17.7 million** in the quarter and **R$ 45.2 million** in 9M2023.

Dividends

❖ **R$ 33.3 million** paid in the quarter and **R$ 67.3 million** paid in in 9M2023.

❖ **R$ 39.8 million** paid in the subsequent quarter, totaling **R$ 107.1 million** in yearly dividends.

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- ❑ 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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