

The Melnick logo features a stylized lowercase 'm' with a curved line above it, followed by the word 'elnick' in a clean, sans-serif font. The background is a photograph of a modern building with a facade of horizontal wooden slats and several levels of rooftop gardens. The gardens are filled with green plants and purple flowers, and the building's interior lights are visible through the windows. The sky is a clear, light blue, and some tree branches are visible in the upper left corner.

melnick

Release of Results 2Q2023

August 11, 2023



Leandro Melnick
CEO



Juiano Melnick
CFO and IR Officer



Fernando Marques
CAO and IR Officer

HIGHLIGHTS

• R\$ **420** M

Solid cash position. Stable net cash of R\$ 181 k, even after the payment of recurring dividends. Accounting for 15% of the Equity.

• R\$ **416** M

In Net Sales (% Melnick). 12% growth when compared to 6M22.

• R\$ **291** M

In inventory net sales in the semester (% Melnick). 14% growth when compared to 6M22.

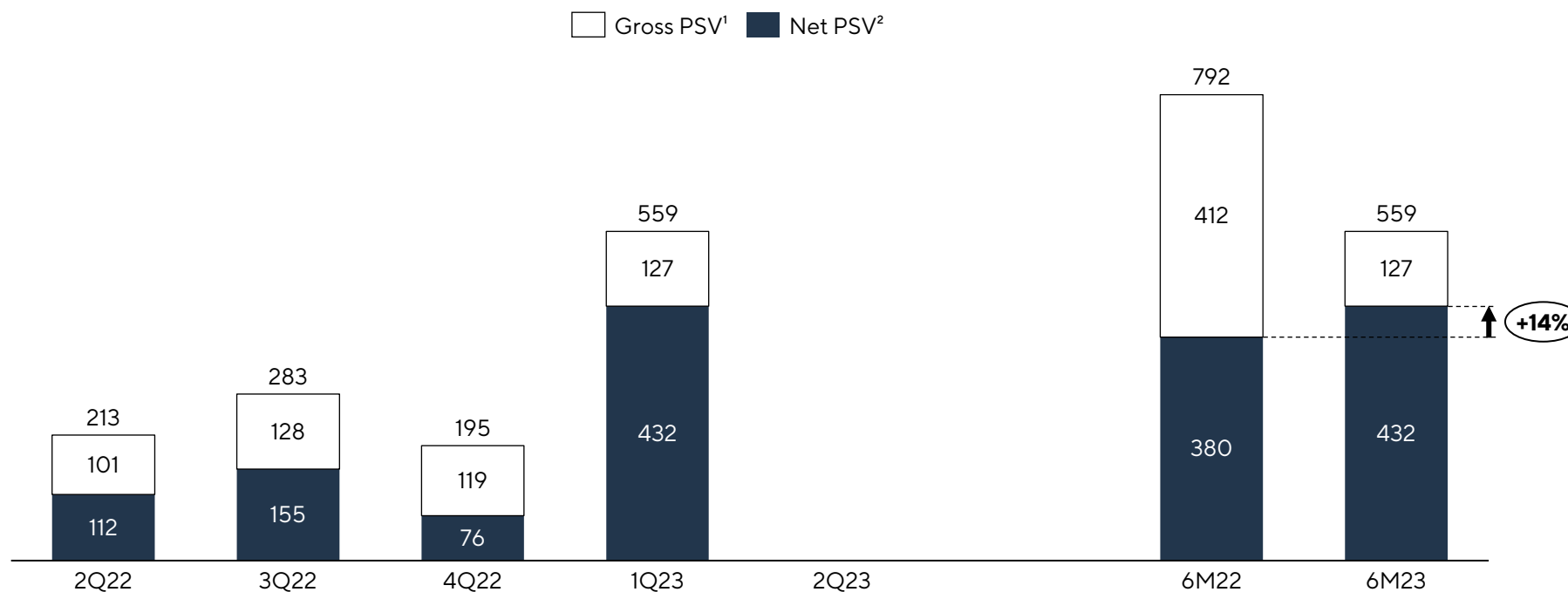
• R\$ **33** M

Subsequently, we paid all the additional dividends. 100% of the 2022 profit distributed after the withhold of the legal reserve.

Launches 6M2023

We did not launch any development in the 2nd quarter of 2023.

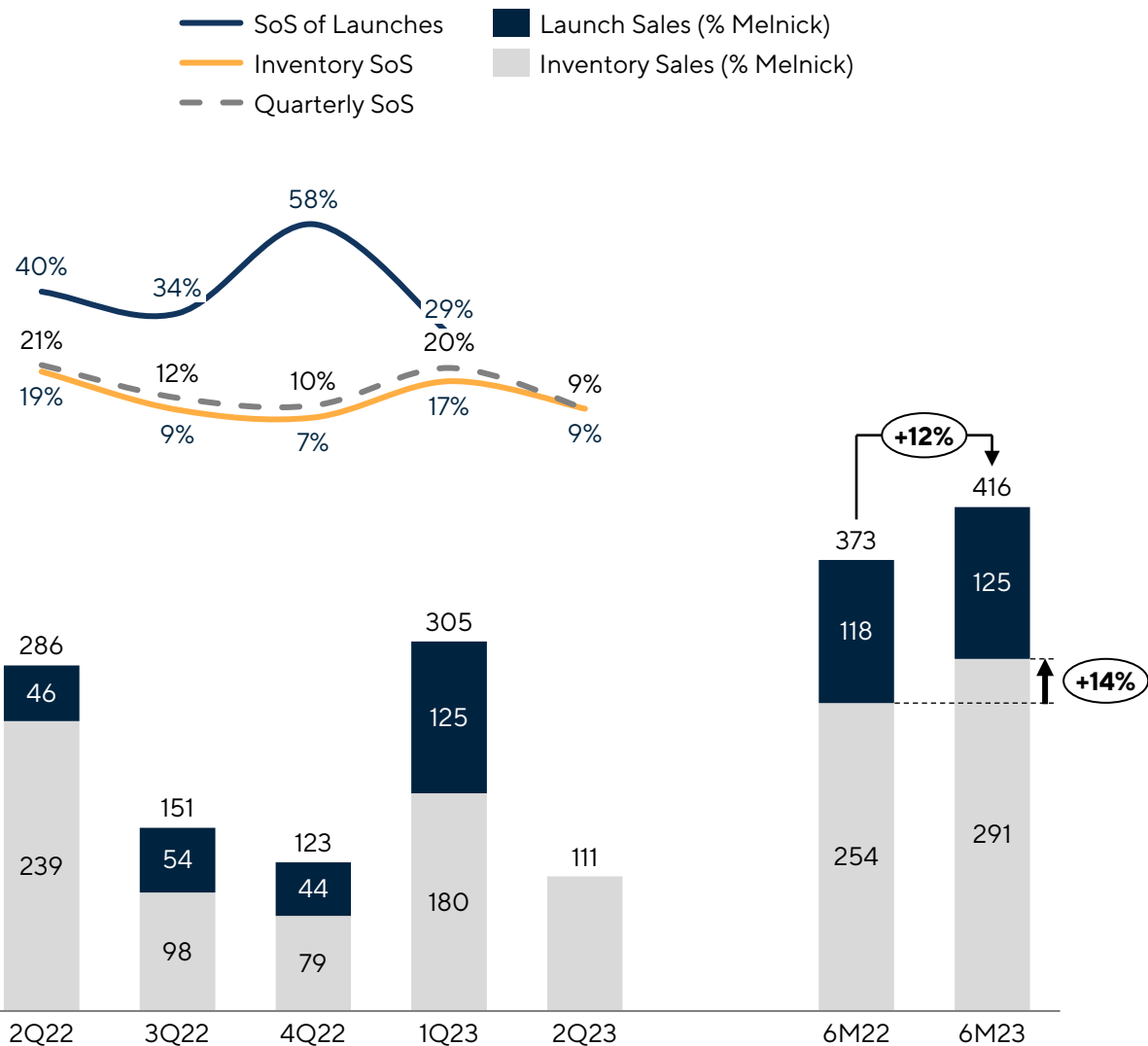
Projects	Business	Gross PSV ¹ (R\$ '000)	Melnick's PSV ² (R\$ '000)	Usable Area ³ (m ²)	Untd. ³	Average Unit Value (R\$ '000)	Segment
Grand Park Moinhos - Fase 2	R.E.	61,289	54,361	7,467	114	0,477	Residencial
Cidade Nilo	R.E.	429,334	345,443	18,205	56	172	Residencial
Nilo Square Hotel	R.E.	68,746	32,483	7,555	282	252	Hotel
Total		559,369	432,287	33,227	452	1,028	



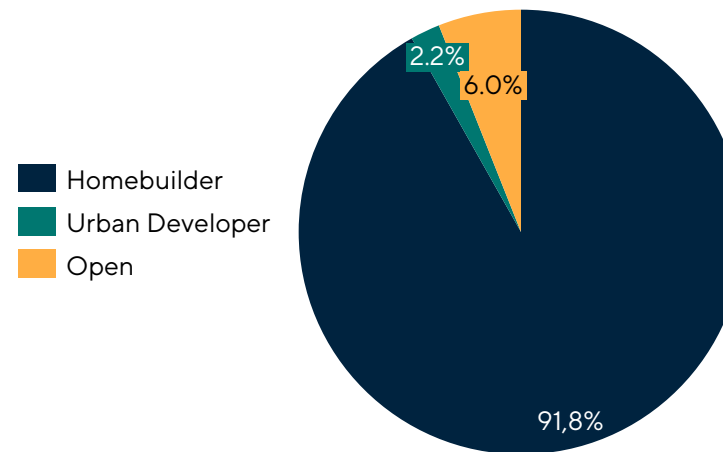
(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net. (3) PSV of swap, net..

NET SALES

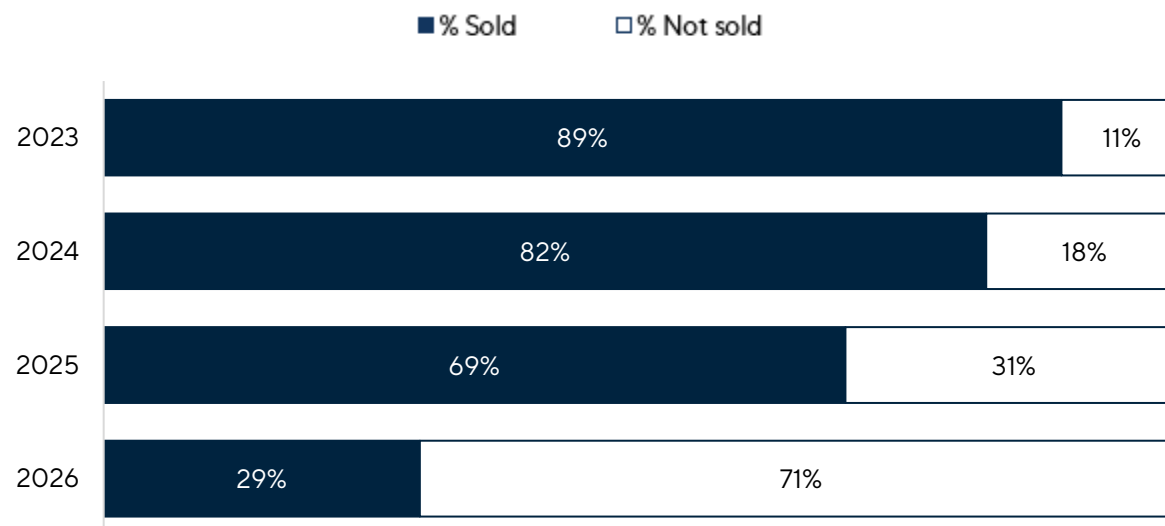
Breakdown by quarter:
(% Melnick – R\$ million):



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



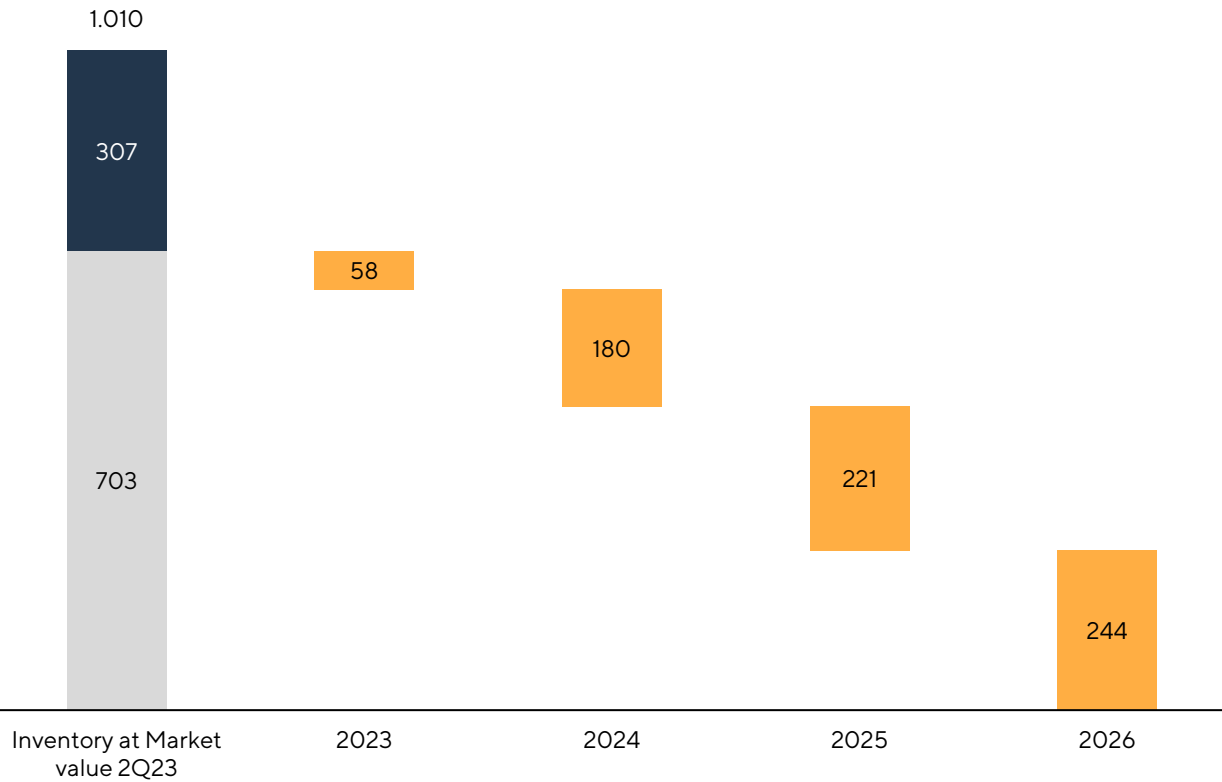
% Sold in the Year of Delivery
(% Melnick):



INVENTORY

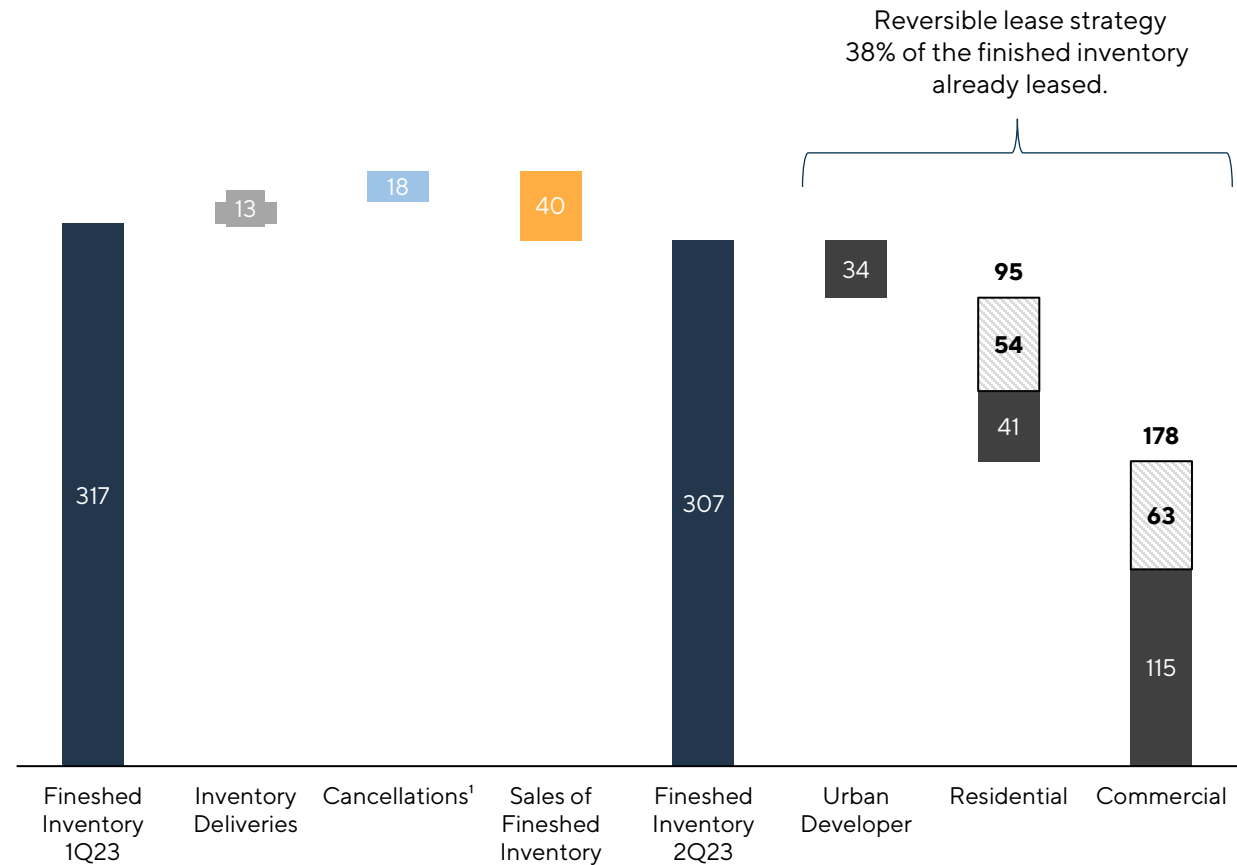
Breakdown by year of completion
(% Melnick – R\$ million):

■ PSV of units without construction % Melnick ■ PSV of finished units % Melnick



Finished Inventory
(% Melnick – R\$ million):

■ Finished Inventory ■ Finished Leased Inventory



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

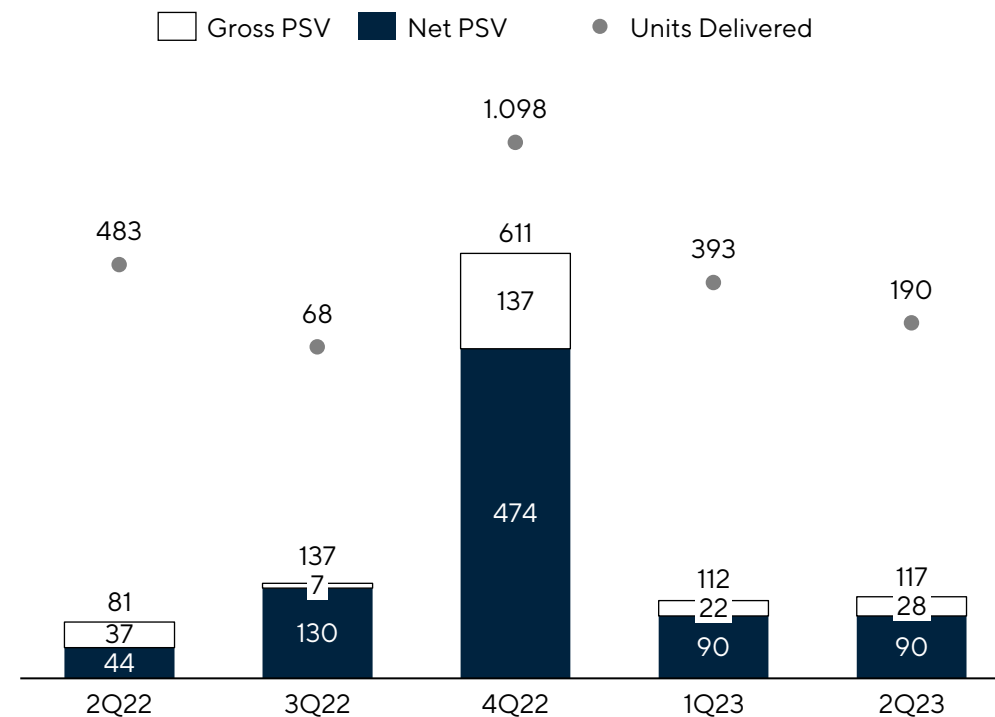
DELIVERIES



2Q23 - Delivery of the last phase of Grand Park Lindoia.



Projects	Business	Gross PSV ¹ (R\$ '000)	Melnick's PSV (R\$ '000)	Segment
1Q23		111,658	89,548	
GO24	R.E.	69,763	49,716	Residencial
Open Canoas Centro - Fase 2	R.E.	41,895	39,832	Residencial
2Q23		117,158	89,599	
Grand Park Lindoia - Fase 3	INC	117,158	89,599	Residencial
Total		228,816	179,147	



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



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

R\$ 5.7 B in total PSV

R\$ 3.9 B in potential PSV (% Melnick),

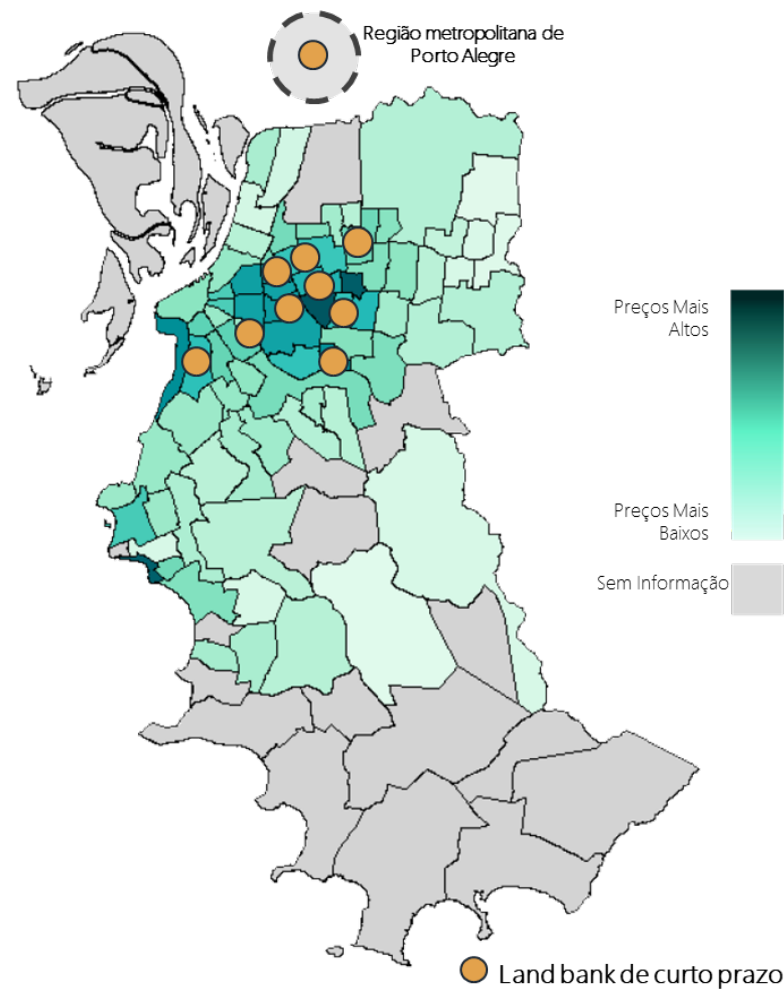
22% acquired in cash.

Distributed in **39** plots or phases.

with **25%** of Projects Approved with potential PSV (% Melnick).

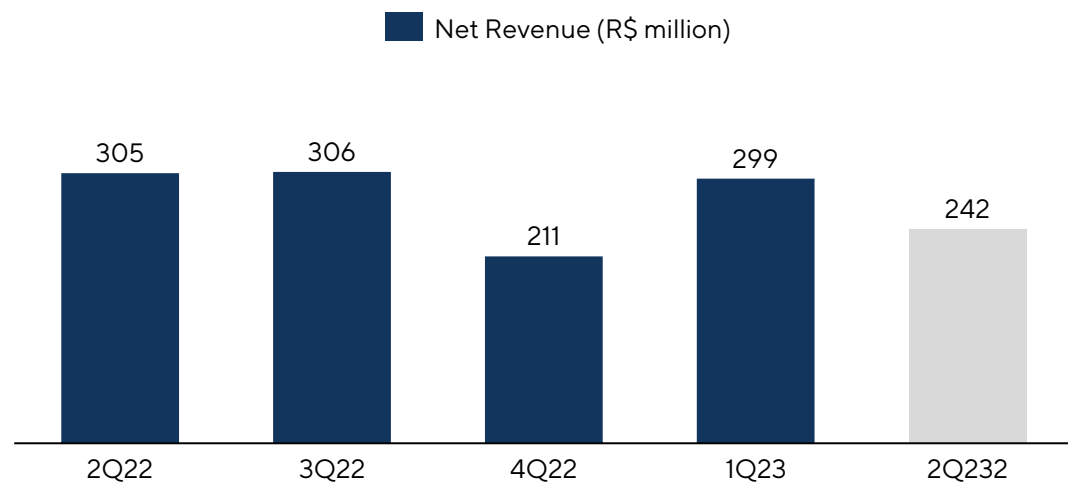
R\$ 273 k in potential PSV (% Melnick) acquired in the quarter.

Melnick Landbank in Porto Alegre

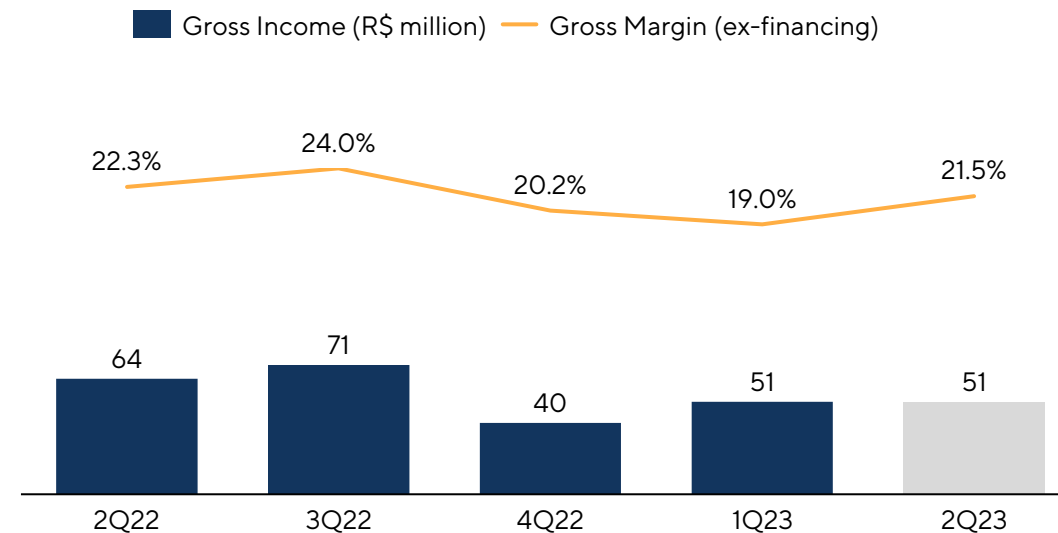


FINANCIAL INDICATORS

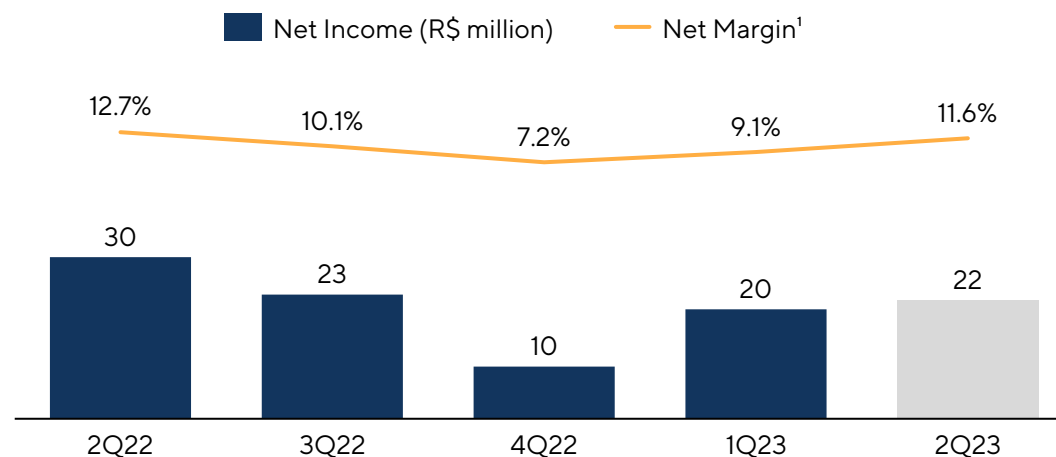
Net revenue breakdown:



Gross Income and Gross Margin Breakdown:



Net Income Breakdown:



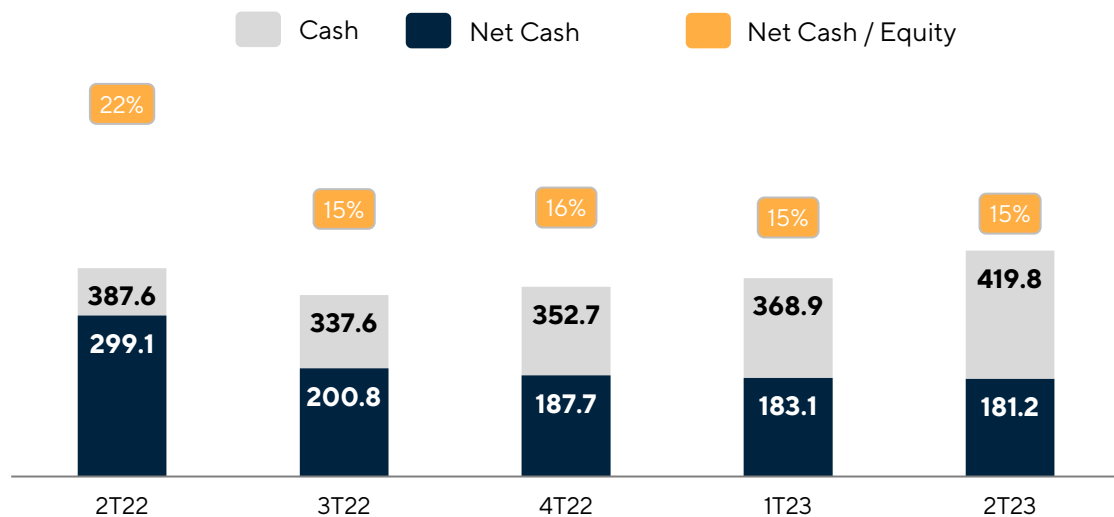
¹ Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest.

Financial Structure

❖ **Zero** corporate debt.

	(R\$ milhões)	%
SFH Production	-238,0	99,7%
CRI Production	-0,6	0,3%
Net Debt	-238,6	100%
Cash	419,8	
Net Cash	181,2	
Equity	1.195,3	
Net Cash/PL	15,2%	

➤ Solid cash position of **R\$ 419.8 million**.



Cash Generation

	2Q22	3Q22	4Q22	1Q23	2Q23
Initial Net Debt	-350,4	-299,1	-200,8	-187,7	-183,1
Final Net Debt	-299,1	-200,8	-187,7	-183,1	-181,2
Net Debt Variation	51,3	98,3	13,105	4,595	1,872
Dividends and contributions	-24,4	-7	-	-11	-23
Stock buyback	-	-	-	-	-
Cash burn	26,9	91,3	13,1	-6,4	-21,1

Operating Cash Generation

❖ **R\$ 21.1 million** in the quarter and **R\$ 27.5 million** in the semester.

Dividends

❖ **R\$ 23.0 million** paid in the quarter and **R\$ 34.0 million** paid in the semester.

❖ **R\$ 33.3 million** paid in the subsequent quarter.



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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