

The Melnick logo, featuring a stylized lowercase 'm' followed by 'elnick' in a bold, sans-serif font. A vertical orange line is positioned to the right of the logo.

melnick

Operating Preview

3Q22

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3Q22 OPERATING PREVIEW

Porto Alegre, October 13th, 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 third quarter of 2022.

Net sales (% Melnick) of R\$524 in the year and R\$151 million in the quarter, an increase of 72% and 87% YoY.

Launches

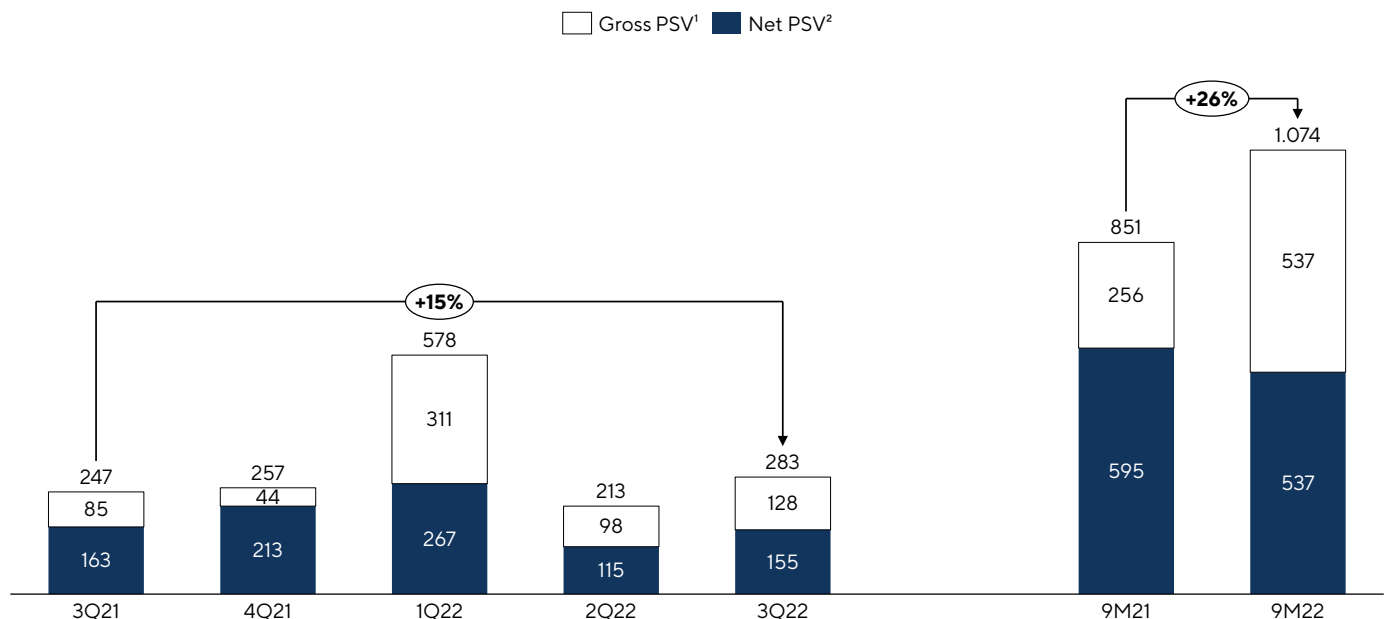
In the third quarter of 2022, two projects were launched with gross PSV of R\$ 283,2 million (R\$ 155,4 million % Melnick); representing a growth of 15% in the quarter and 26% in the year.

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		213,096	112,340	16,193	435	467	
Nilo Square - Mix	R.E.	185,144	85,786	9,139	275	641	Mixed use
Open Canoas - F3	R.E.	27,952	26,554	7,054	160	166	Residencial
3Q22		283,225	155,357	67,380	200	1,117	
Seen Menino Deus	R.E.	196,464	136,703	11,200	73	1,873	Residencial
The Garden - Fase 1	R.E.	86,761	18,654	56,180	127	683	Lot development
Total		1074,771	535,032	201,090	1214	755	

¹ PSV gross of swaps and commission.

² PSV net of swaps and commission.

³ Net of swaps.



Launches

SEEN
MENINO DEUS

R\$ 196 mm PSV

73 Units



THE GARDEN
EXCLUSIVO URBANO

R\$ 87 mm PSV

127 Units



* Unaudited management figures, subject to alteration.

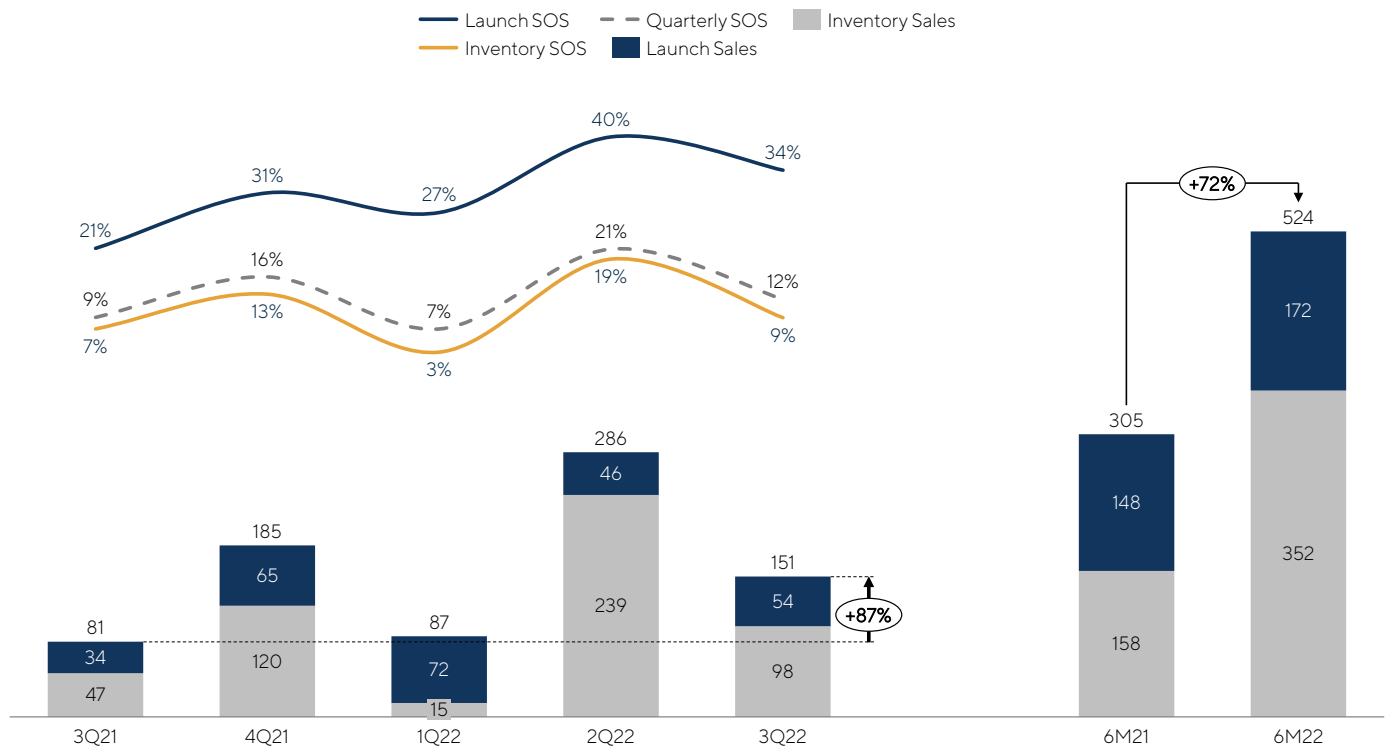
Gross and Net Sales

In the third quarter of 2022, gross and net sales totaled respectively R\$ 184 million (%Melnick) and R\$ 151 million (%Melnick), an increase of 87% in the quarter and 72% in the year, as shown below:

Sales breakdown (BRL million, % Melnick)	3Q21	4Q21	1Q22	2Q22	3Q22
Gross Sales	108	217	120	325	184
Inventory	74	152	48	279	130
Launches	34	65	72	46	54
Current cancellations	(27)	(32)	(34)	(39)	(32)
Net Sales	81	185	87	286	151

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

The launches SOS of 34% and the average SOS of 12%.



Deliveries³

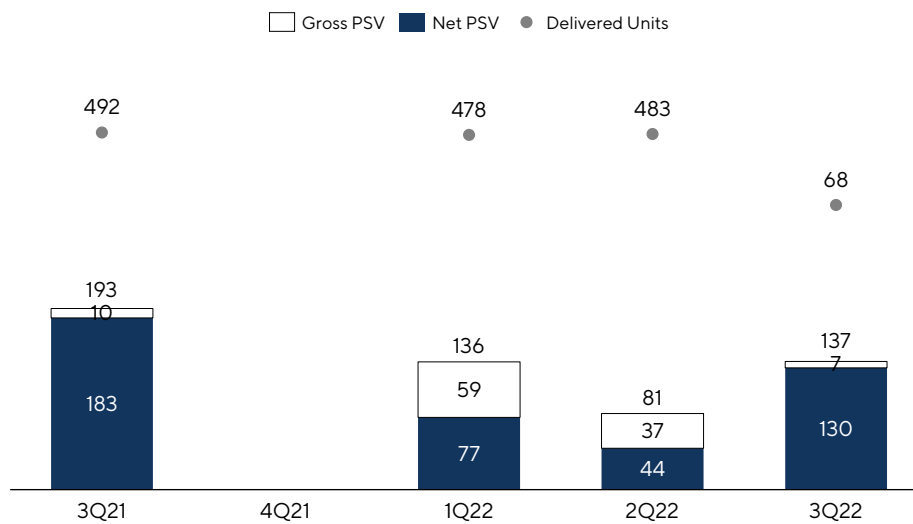
In the third quarter of 2022, one project were delivered with a gross PSV of R\$ 136,6 million (129,7 million %Melnick).

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
3Q22		136,557	129,730	11,042	68	1936	
Artur Rocha	R.E.	136,557	129,730	11,042	68	1,936	Residencial
Total		354,159	250,922	229,450	1.029	244	

¹ PSV gross of swaps and commission.

² Net of swaps.

³ Considering the sales price at time of launch.



ARTUR | 505

TUDO NOS MÁXIMOS DETALHES

R\$ 137 mm PSV 68 Units 100% Sold



* Unaudited management figures, subject to alteration.

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.