

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 1Q23

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OPERATIONAL PREVIEW 1Q23

Porto Alegre, April 12, 2023 – Melnick Desenvolvimento Imobiliários S.A. (B3: MELK3), a homebuilder and developer with strategic focus in the South Region of Brazil and conducting operations in real estate and urban development projects, discloses its preliminary non-audited data concerning launches, gross and net sales, and deliveries of the first quarter of 2023.

In 1Q23, launches totaled R\$ 559 million (R\$ 432 million % Melnick), representing a growth rate of 62% QoQ. Net sales % Melnick totaled R\$ 305 million, representing a SOS of 20%.

Launches

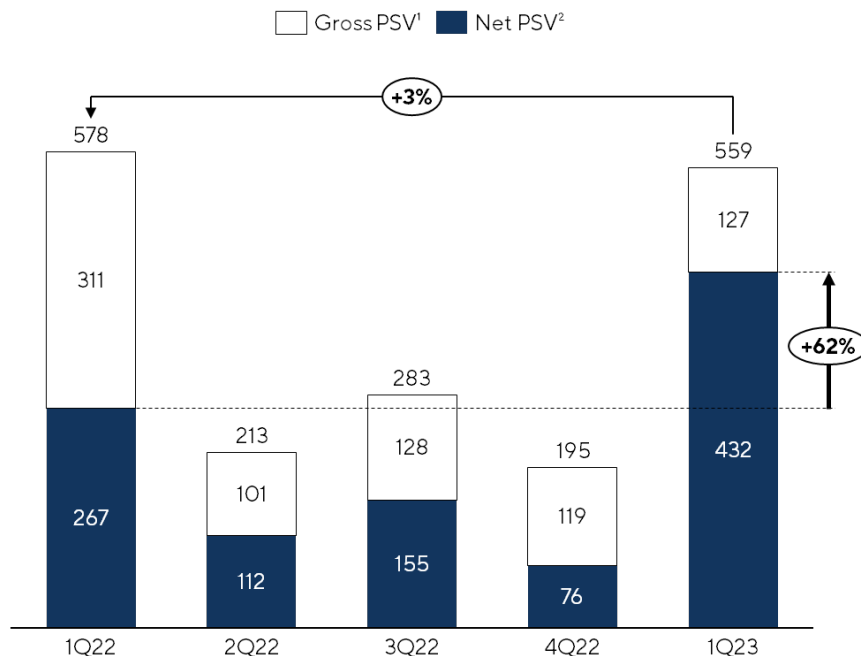
In 1Q23, we launched three projects, totaling R\$ 559.4 million in gross PSV (R\$ 432.3 million % Melnick), representing a growth rate of 62% %Melnick when compared to the first quarter of 2022.

Project	Business unit	PSV 100% ¹ (R\$ '000)	PSV Melnick ² (R\$ '000)	Usable area ³ (m2)	Unit ³	Average Value/Unit (R\$ '000)	Segment
Grand Park Moinhos - Phase 2	INC	61,289	54,361	7,467	114	477	Residential
Cidade Nilo	INC	429,334	345,443	18,205	56	6,169	Residential
Nilo Square Hotel	INC	68,746	32,483	7,555	260	250	Hotel
Total		559,369	432,287	33,227	430	1,081	

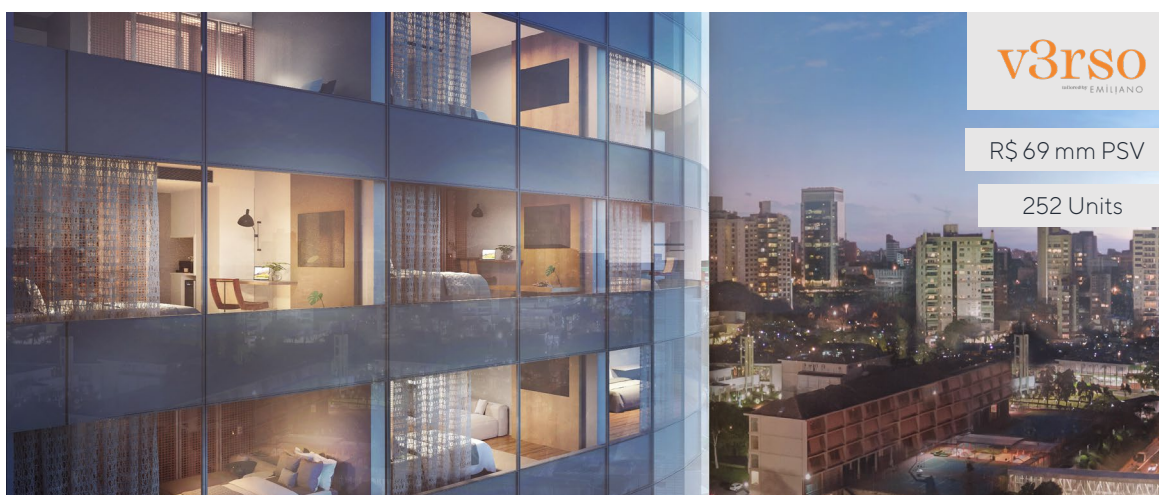
¹ PSV of physical swap and sales commissions, gross.

² PSV of physical swap and sales commissions, net.

³ Physical swap, net.



Launches



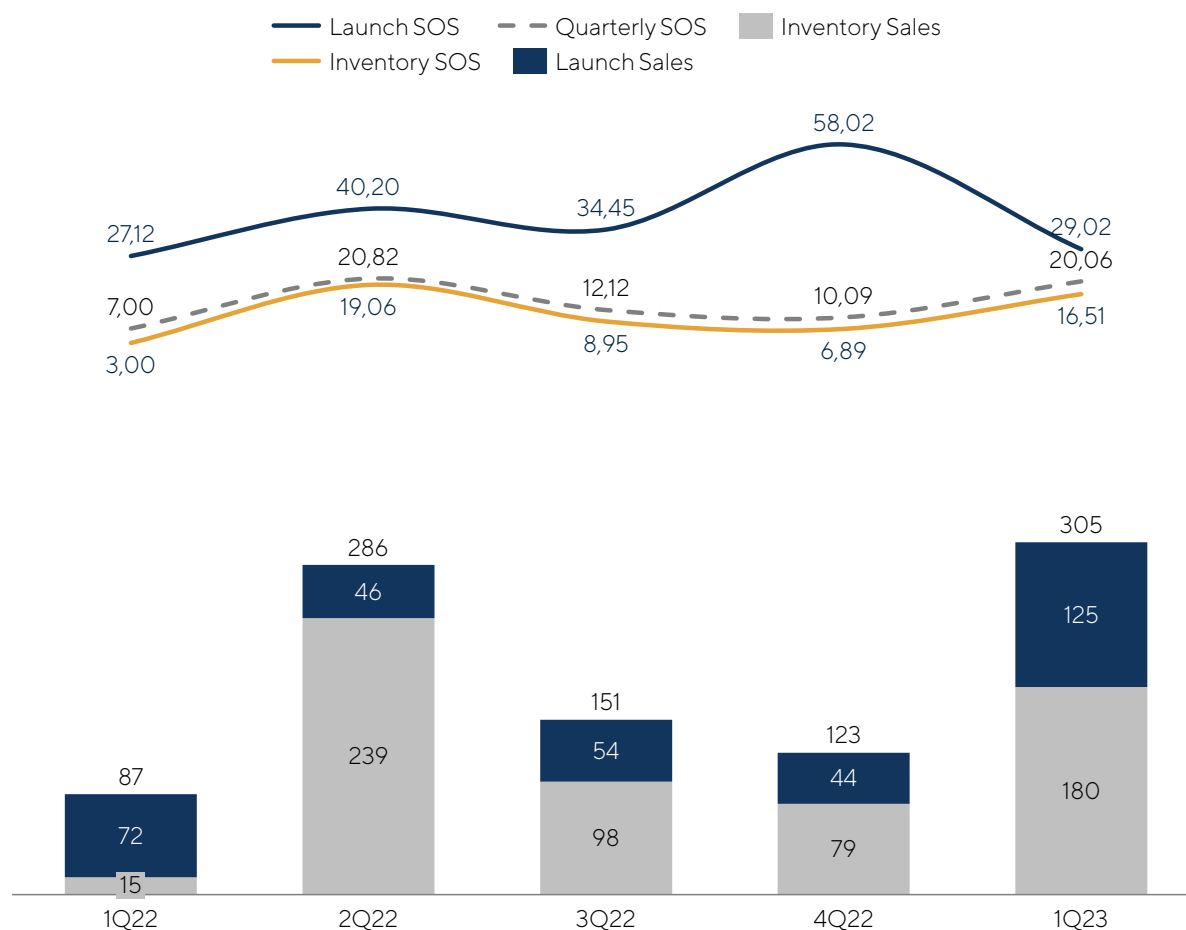
Gross and net sales

In 1Q23, current gross and net sales totaled R\$ 341 million (% Melnick) and R\$ 305 million (% Melnick), respectively, as follows:

Sales breakdown (R\$ million, % Melnick)	1Q22	2Q22	3Q22	4Q22	1Q23
Gross Sales	120	325	184	166	341
Inventory	48	279	130	122	216
Launches	72	46	54	44	125
Current cancellations	(34)	(39)	(32)	(43)	(36)
Current net sales	87	286	151	123	305

Below is the evolution of our sales velocity in the latest five quarters.

In 1Q23, the average SOS was 20%. Sales over launches were 29.



Deliveries³

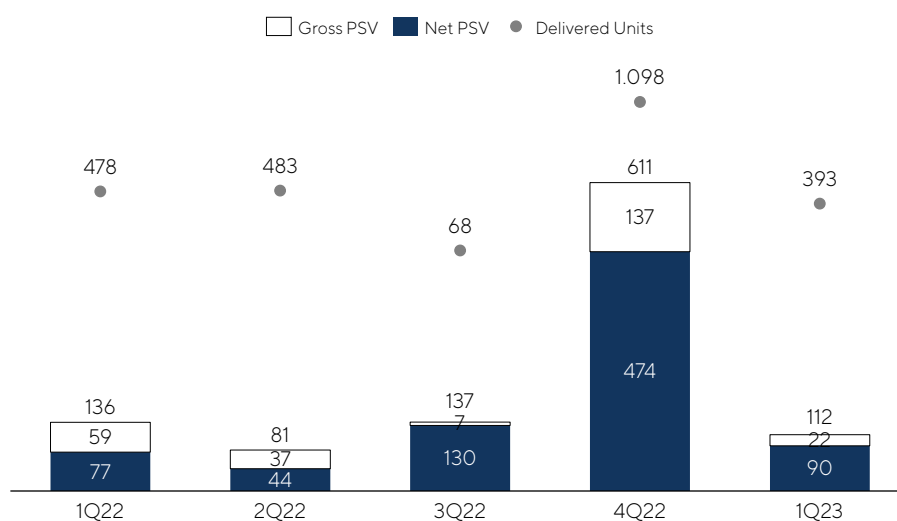
In 1Q23, we delivered two projects, totaling R\$ 111.7 million in gross PSV (R\$ 89.5 million % Melnick):

Project	Business unit	PSV 100% ¹ (R\$ '000)	PSV Melnick ² (R\$ '000)	Usable area ² (m²)	Unit ³	Average Value/Unit (R\$ '000)	Segment
GO24	INC	69,763	49,716	4,062	153	342	Residential
Open Canoas Centro - Phase 2	INC	41,895	39,832	10,580	240	153	Residential
Total		111,658	89,548	14,642	393	228	

¹ PSV of physical swap and sales commissions, gross.

² Physical swap, net.

³ Value considering the selling prices at the time of launch.



Delivered Projects



Disclaimer

The statements within this release, which refer to business prospects, estimates of financial and operating results, and growth prospects that affect the Melnick's activities, as well as any other statements about the future of the Company's business, constitute estimates and statements about the future and involve risk and uncertainties; therefore, they are not assurances of future results. Such considerations depend significantly on changes in market conditions, governmental regulations, pressure from the competition, performance of the industry and of the Brazilian economy among other factors. As such, they are subject to changes without notice.