Disclosure of Results

Q3 2024

melnick
Muito mais que morar

Notices

We emphasize that the information contained in this presentation and any statements that may be made during the video conference, relating to business prospects, projections, and operational and financial targets of Melnick, are based on beliefs and assumptions of the Company’s management, as well as on information currently available. Future considerations are not guarantees of performance.

They involve risks, uncertainties, and assumptions, as they refer to future events and thus depend on circumstances that may or may not occur. Investors should understand that general economic conditions, market conditions, and other operational factors could affect the future performance of Melnick and lead to results that materially differ from those expressed in such future considerations.

Highlights

Launches % Melnick

R$ 843 M — 9M2024.

25% — Growth compared to 9M2023.

15% — Growth compared to the full year 2023.

Melnick Sales %

R$ 601 M — Despite an atypical second quarter, the 9M2024 surpassed the 9M2023 net sales volume by **1%.**

Sales Performance

53% — SoS of the launches in Q3 2024.

Operational Cash Generation

R$ 102 M — 9M2024.

126% — Growth compared to 9M2023.

Financial Solidity

R$ 520 M — Solid cash position.

R$ 176 M — Net Profit.

Results

31,2% — Gross margin in Q3 2024.

R$ 36mil — Net profit in Q3 2024.

3Q2024 Launches by Melnick

YOFI

PSV[1], [2] % MELNICK – R$ 40 M

GO MOINHOS

PSV[1], [2] % MELNICK – R$ 101 M

GRAND PARK MOINHOS – PHASE 3

PSV[1], [2] MELNICK – R$ 48 M

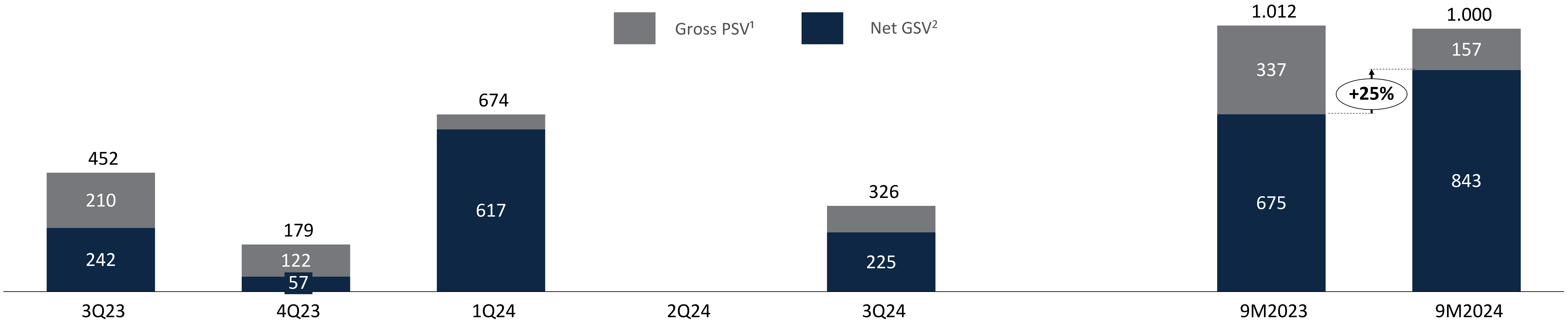
OPEN ALTO IPIRANGA

VGV[1], [2] % MELNICK – R$ 36M

((1) PSV (Gross Sales Value) net of physical swaps and sales commissions. (2) Data are unaudited and subject to change.

9M2024 Launches

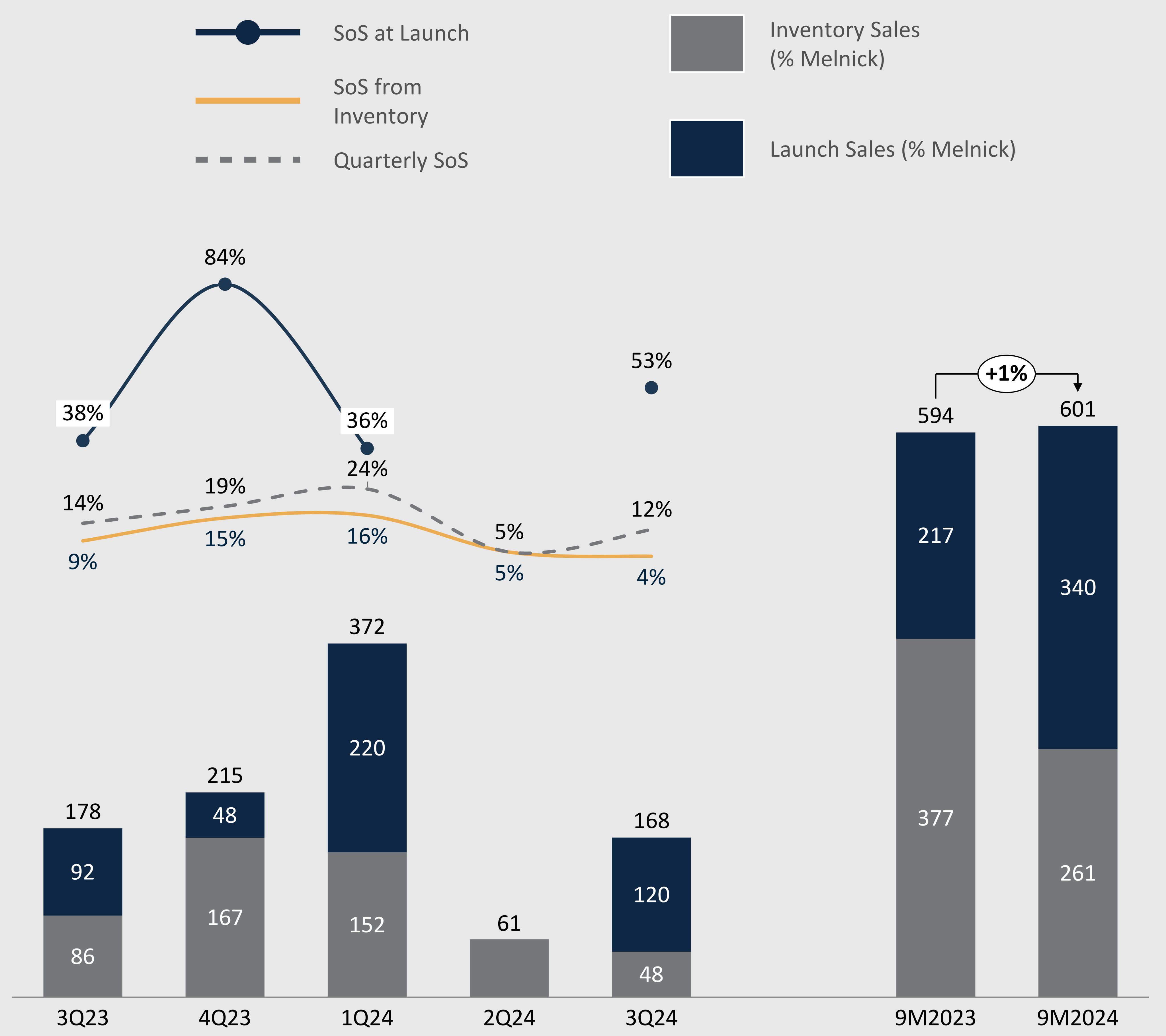
Project	Business Unit	PSV Total[1] (R$ thousand)	PSV Melnick[2] (R$ thousand)	Usable Area[3] (m2)	Units[3]	Average Unit Value (R$ thousand)	Segment
1Q2024		**673.605**	**617.161**	**37.828**	**164**	**3.763**	
High Garden Rio Branco	INC	241.158	226.689	18.750	130	1.744	Residential
Zayt	INC	432.447	390.472	19.078	34	11.484	Residential
2Q2024		**0**	**0**	**0**	**0**	**0**	
3Q2024		**325.975**	**225.366**	**28.952**	**467**	**568**	
Grand Park Moinhos – F3	INC	63.043	48.131	7.658	114	422	Residential
GO Moinhos	INC	112.372	101.232	7.473	158	641	Residential
Yofi	INC	107.832	40.067	7.736	52	1.541	Residential
Open Alto Ipiranga	INC	42.728	35.936	6.085	143	251	Residential
Total		**999.579**	**842.527**	**66.780**	**631**	**1.399**	**Total**



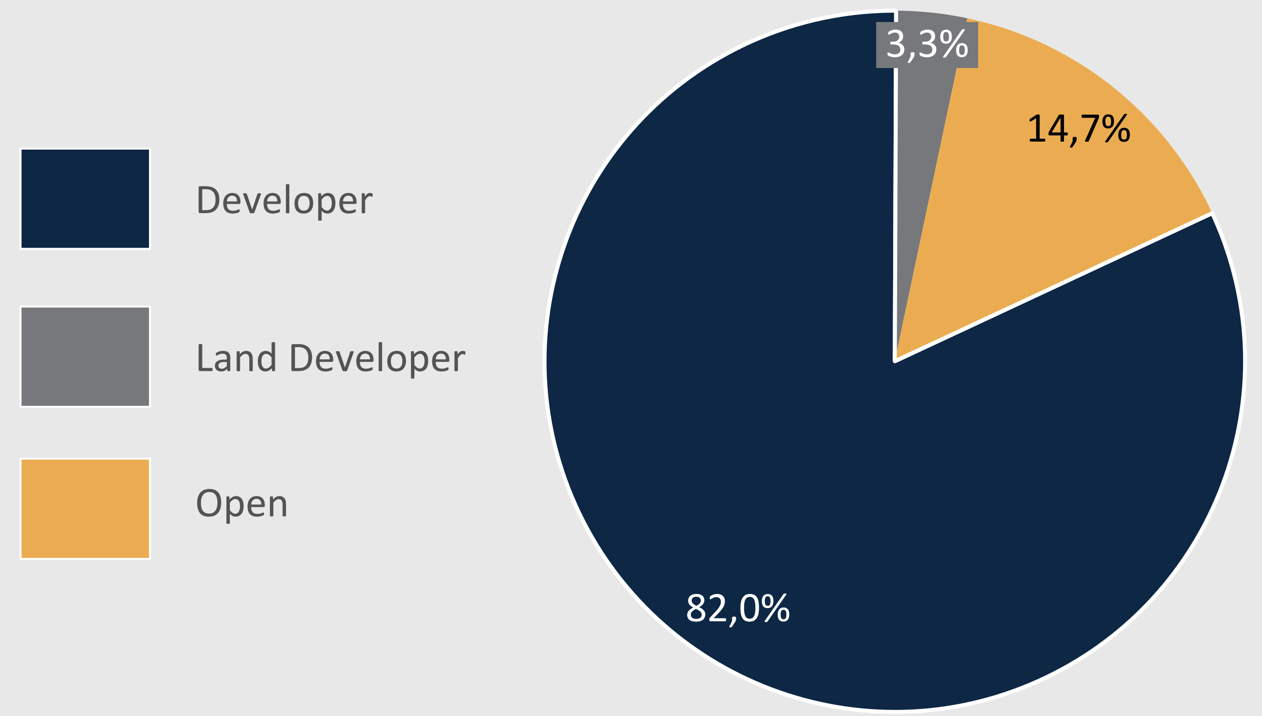
(1) Total Gross Sales Value before deductions for physical swaps and sales commissions. (2) Total Gross Sales Value minus deductions for physical swaps and sales commissions. (3) Net of swaps.

Net Sales

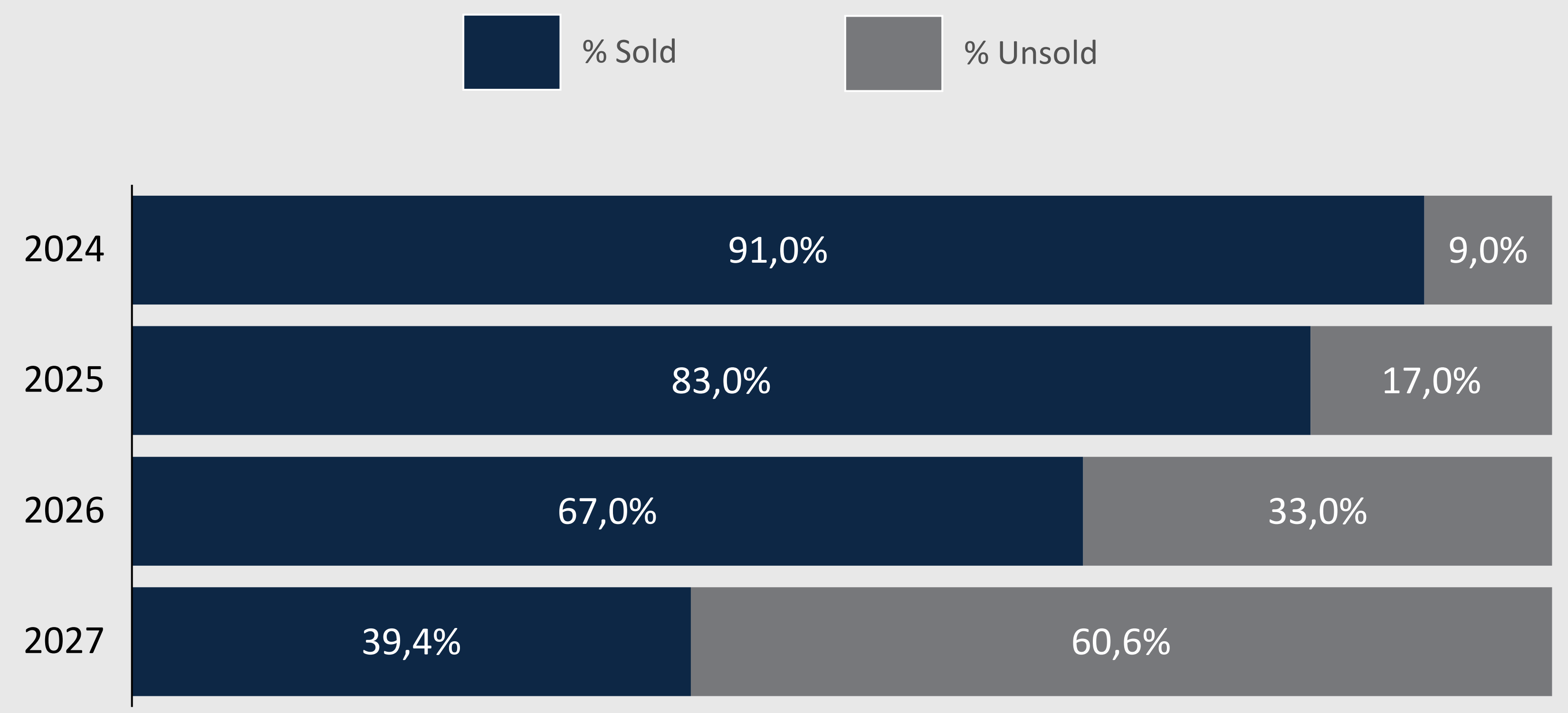
Quarterly Breakdown (% Melnick - R$ M):



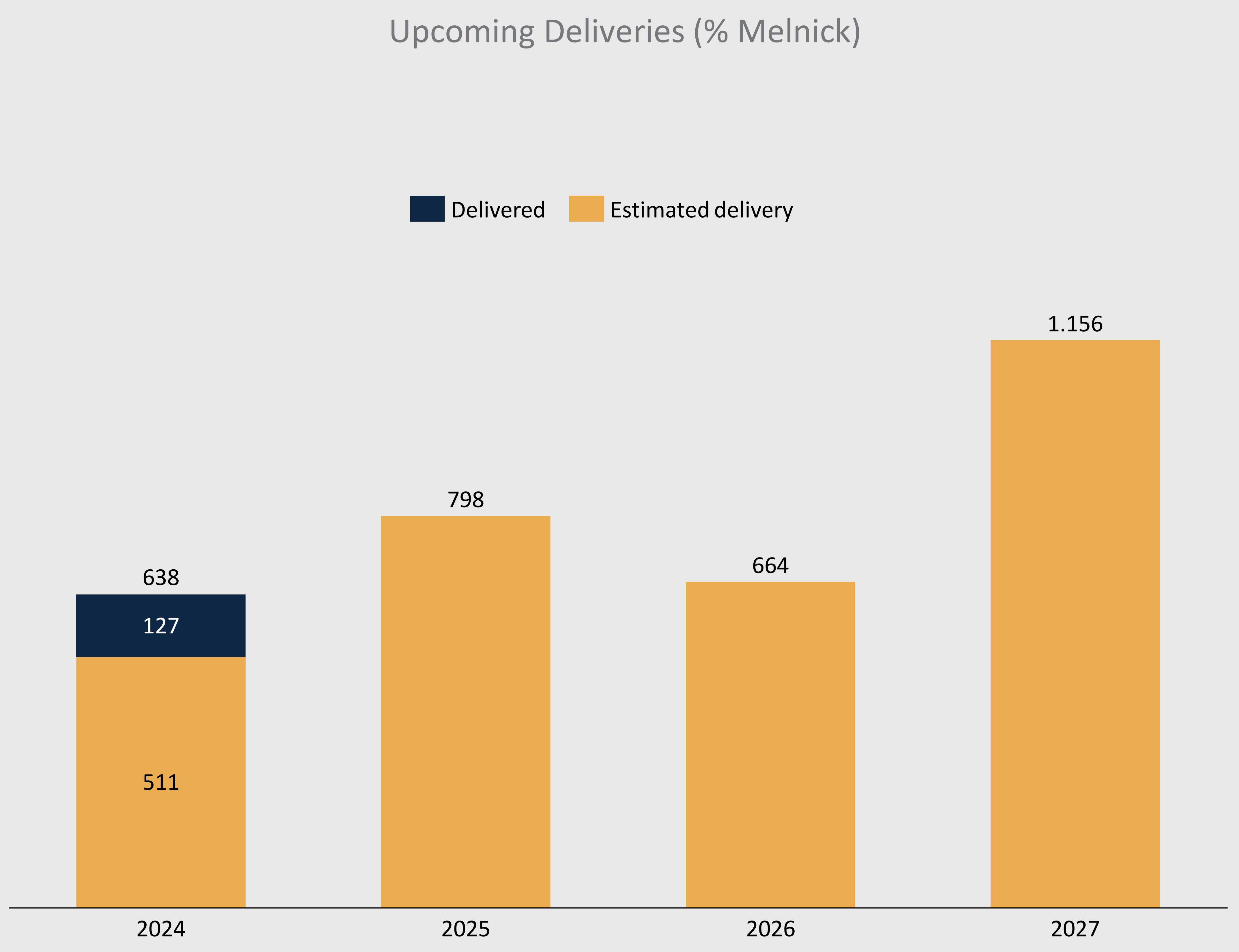
Composition by Business Unit of Q3 2024 Sales (% Melnick):



% Sold by Year of Delivery (% Melnick):



Deliveries and Operational Capacity



We should point out that the pace of construction has already been normalized and that all the delays as a result of the floods that hit the state of Rio Grande do Sul in the second quarter of 2024 have already been taken into account in future delivery forecasts.

Operational Capacity

27
Active construction sites

4.829
Units under construction:

720.376m²
under construction:

Planned Deliveries for 2024 | % Melnick

Average % sold

91%

HILLSIDE
3Q24

88% sold
R$ 45 M

BOTANIQUE RESIDENCE
4Q24

83% sold
R$ 130 M

GO CARLOS GOMES
4Q24

93% sold
R$ 64 M

ZEN CONCEPT RESORT
4Q24

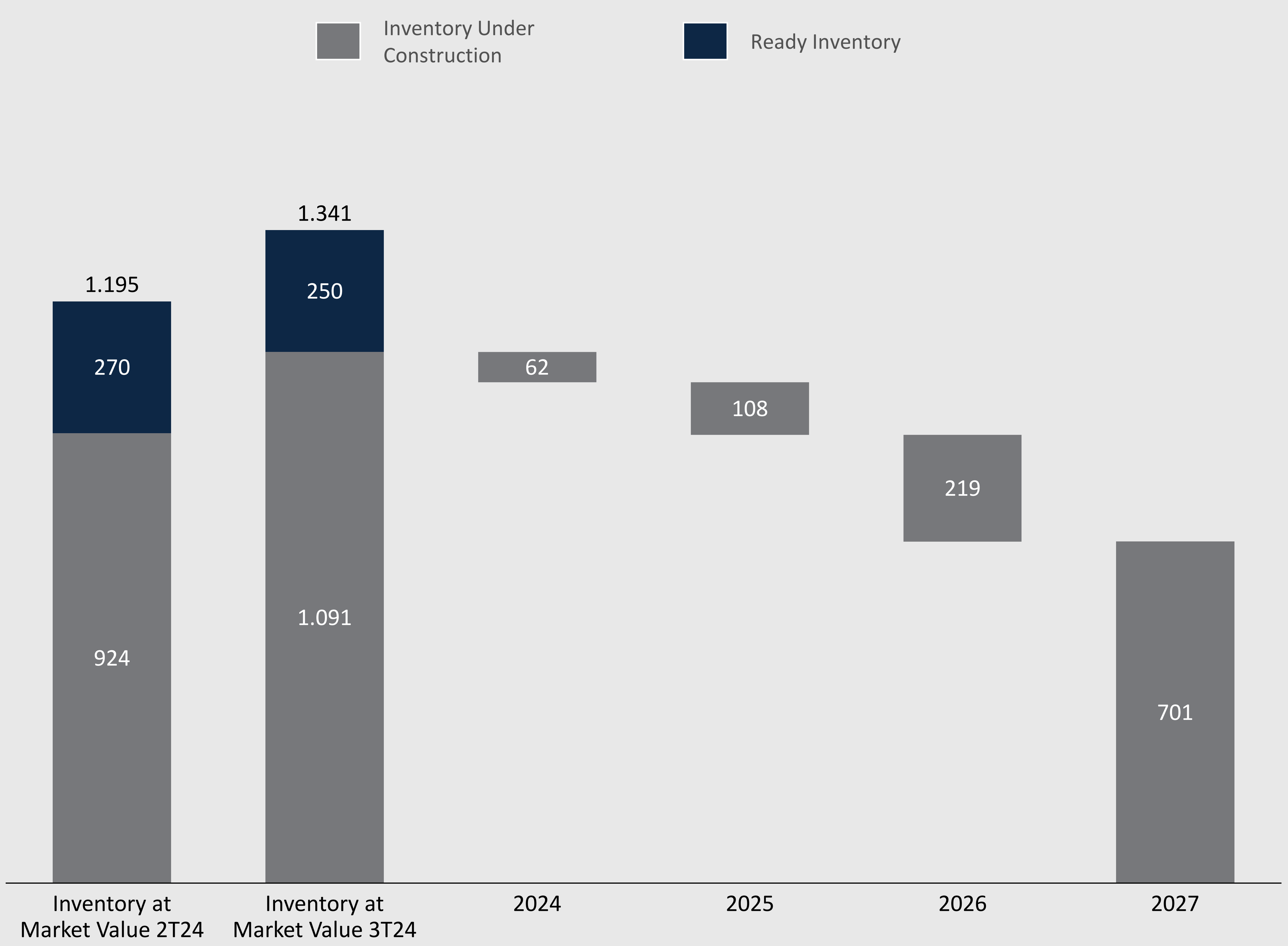
99% sold
R$ 26 M

CARLOS GOMES SQUARE
4Q24

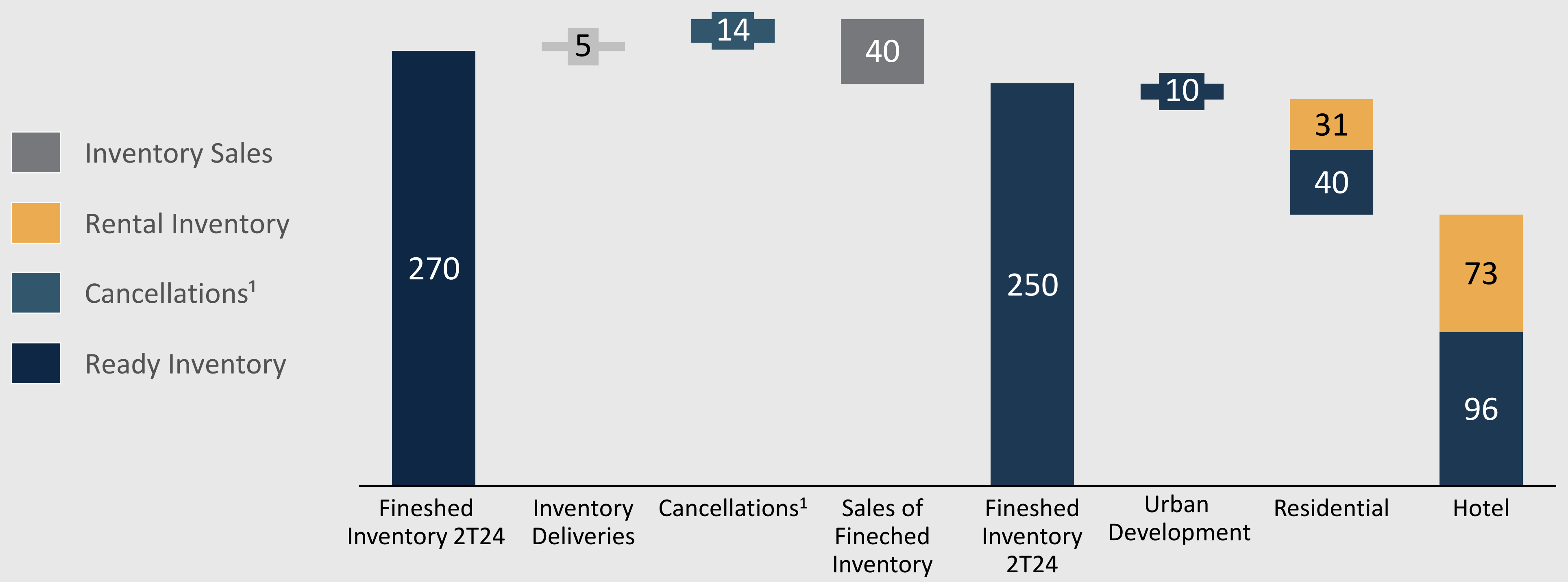
88% sold
R$ 291 M

Inventory Q3 2024

Quarterly Breakdown
(% Melnick - R$ M):

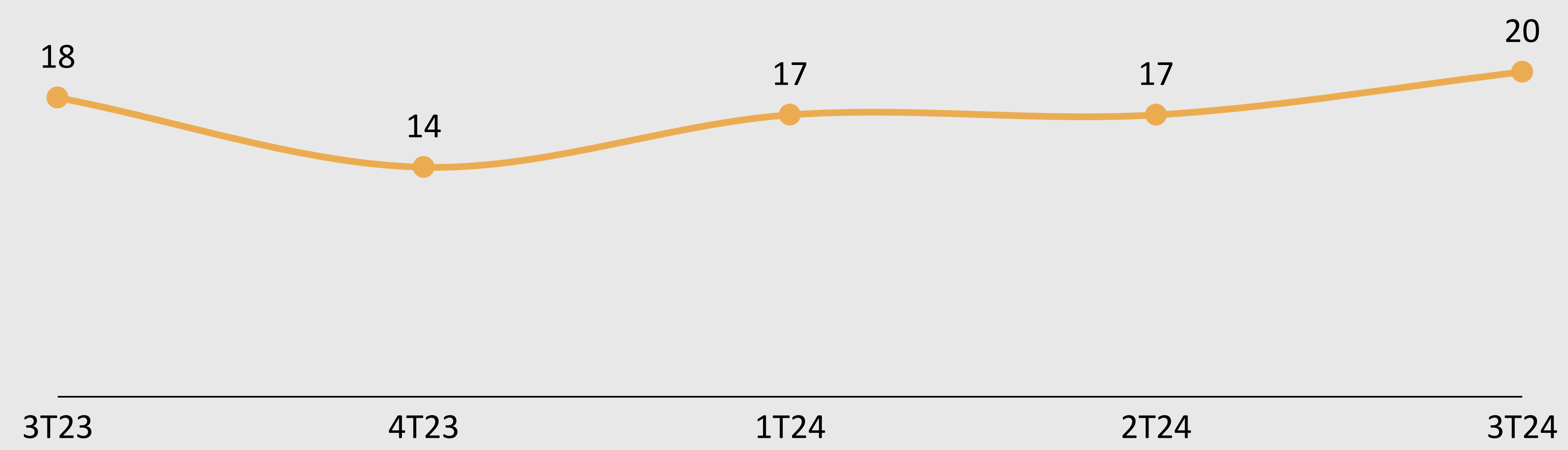


Ready Inventory



(1) (last stock position / net sales LTM) x 12 months

Inventory duration²



(2) (last stock position / net sales LTM) x 12 months

Landbank Q3 2024

Current Position of the Landbank

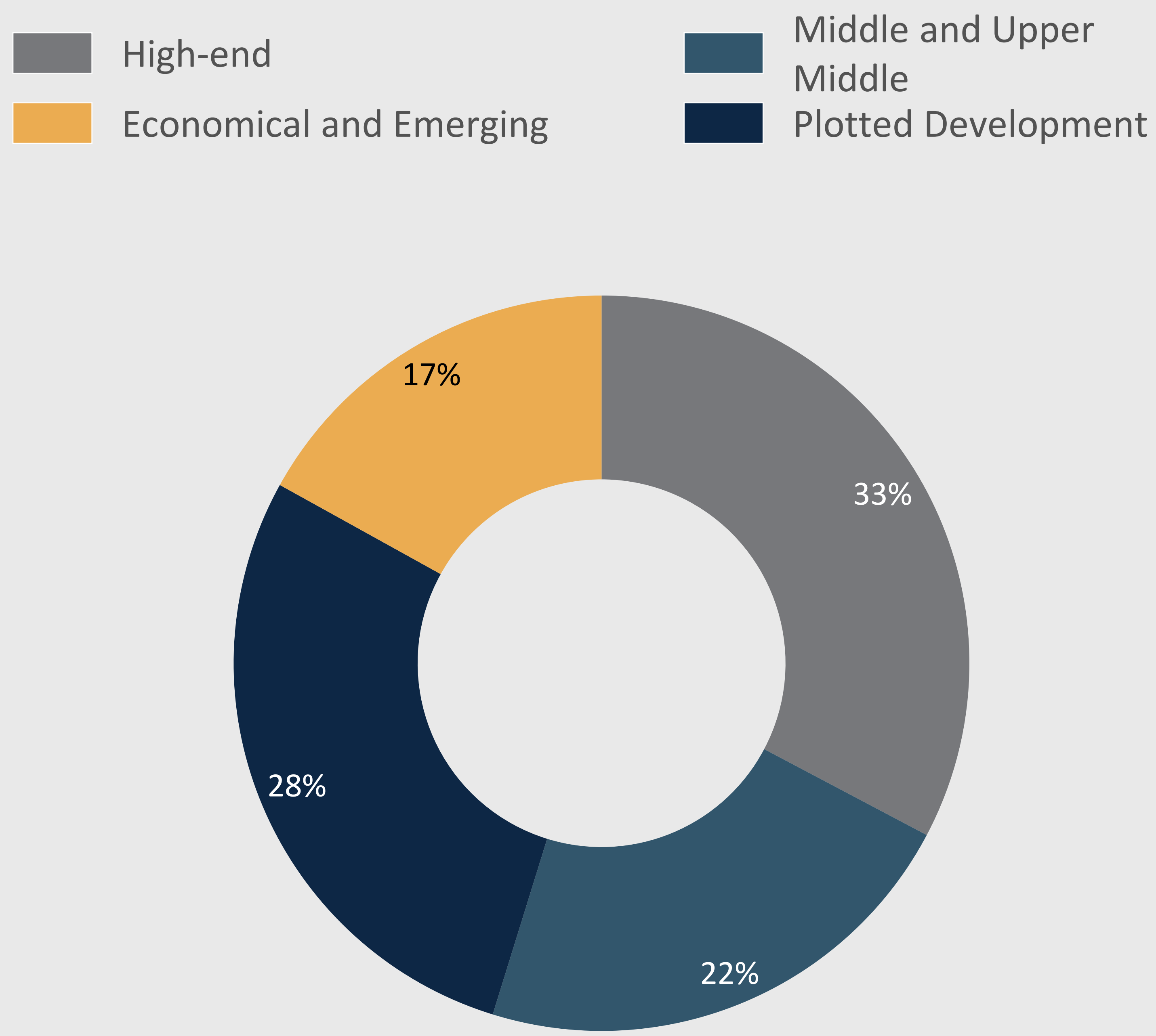
R$ 4,2 billion total PSV.

R$ 2,7 billion potential PSV (% Melnick), **20% acquired in cash.**

Distributed across **28** plots or phases with **21% of projects approved** with potential PSV **R$ 583 M** (% Melnick).

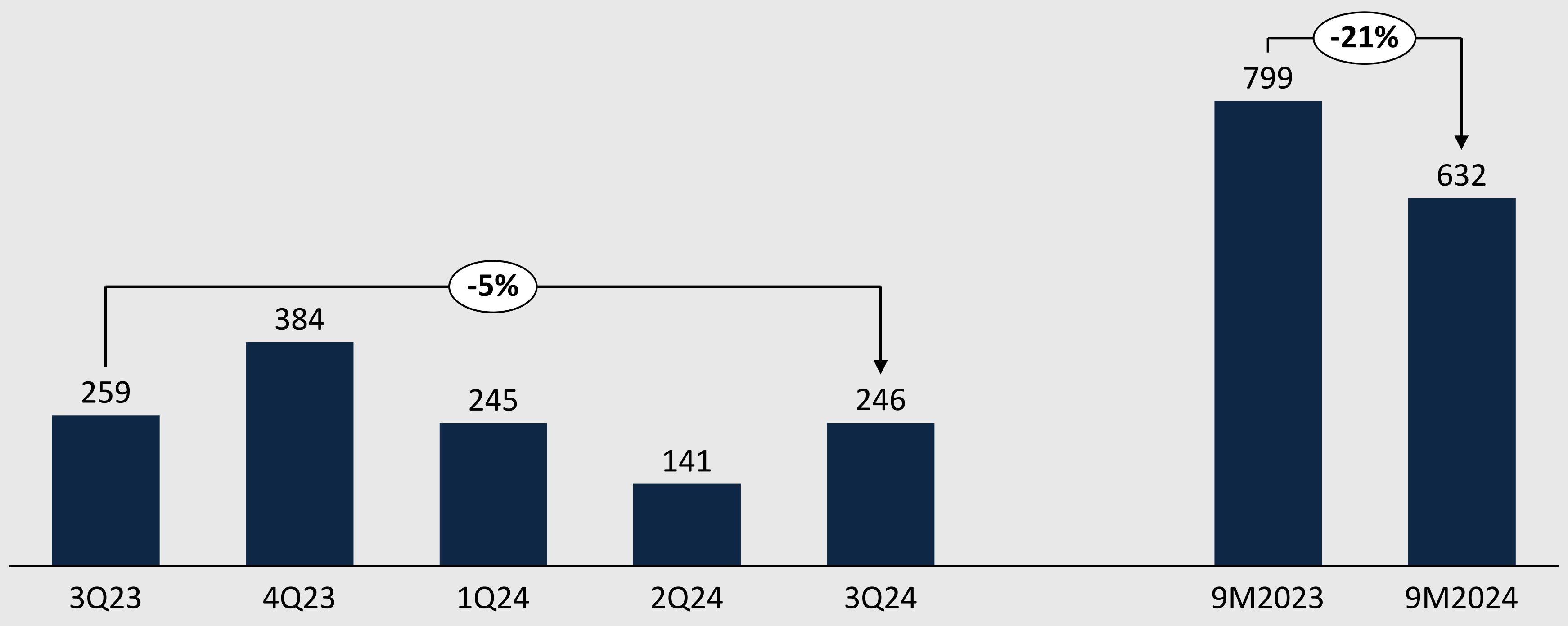
R$ 110 M potential PSV (% Melnick) acquired during the quarter.

Composition of the Landbank (% Melnick)

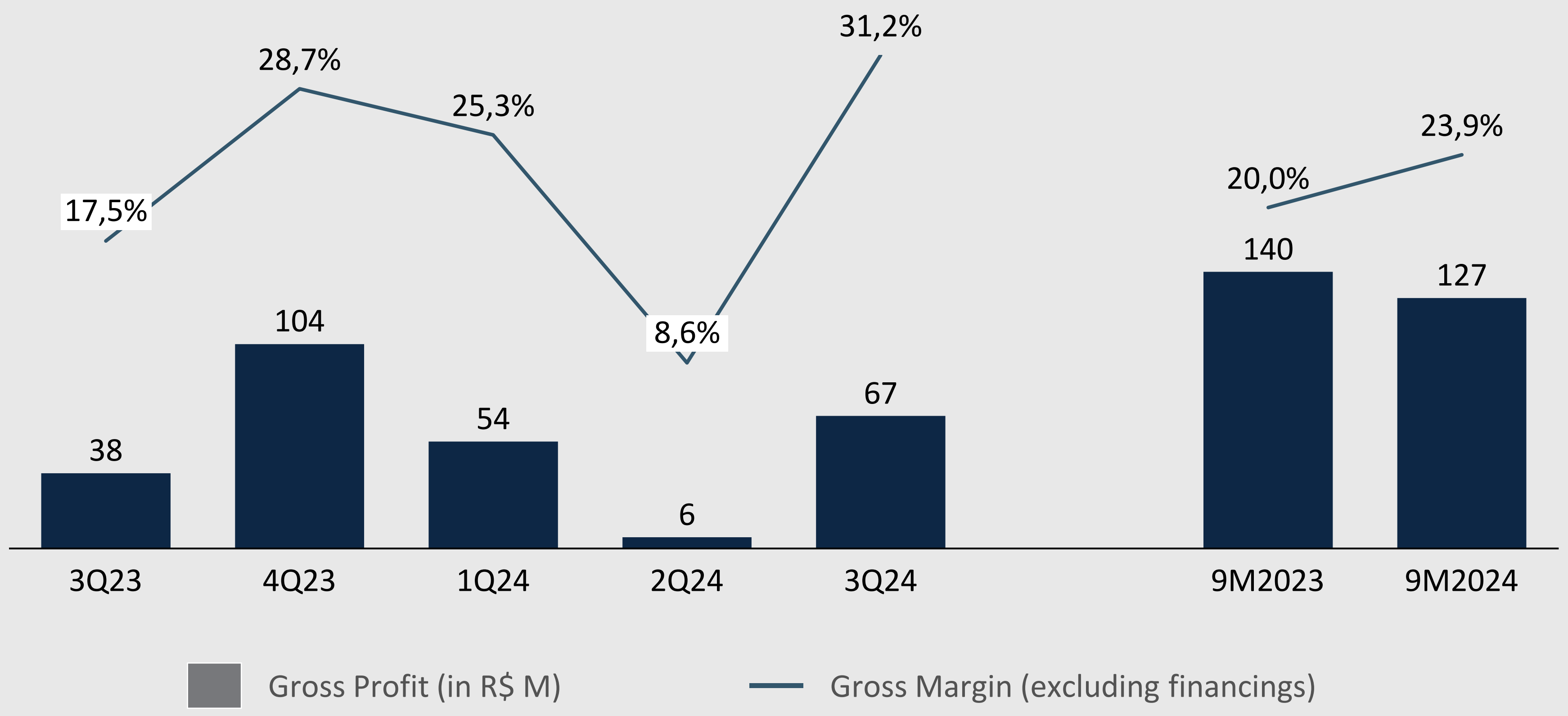


Financial Indicators

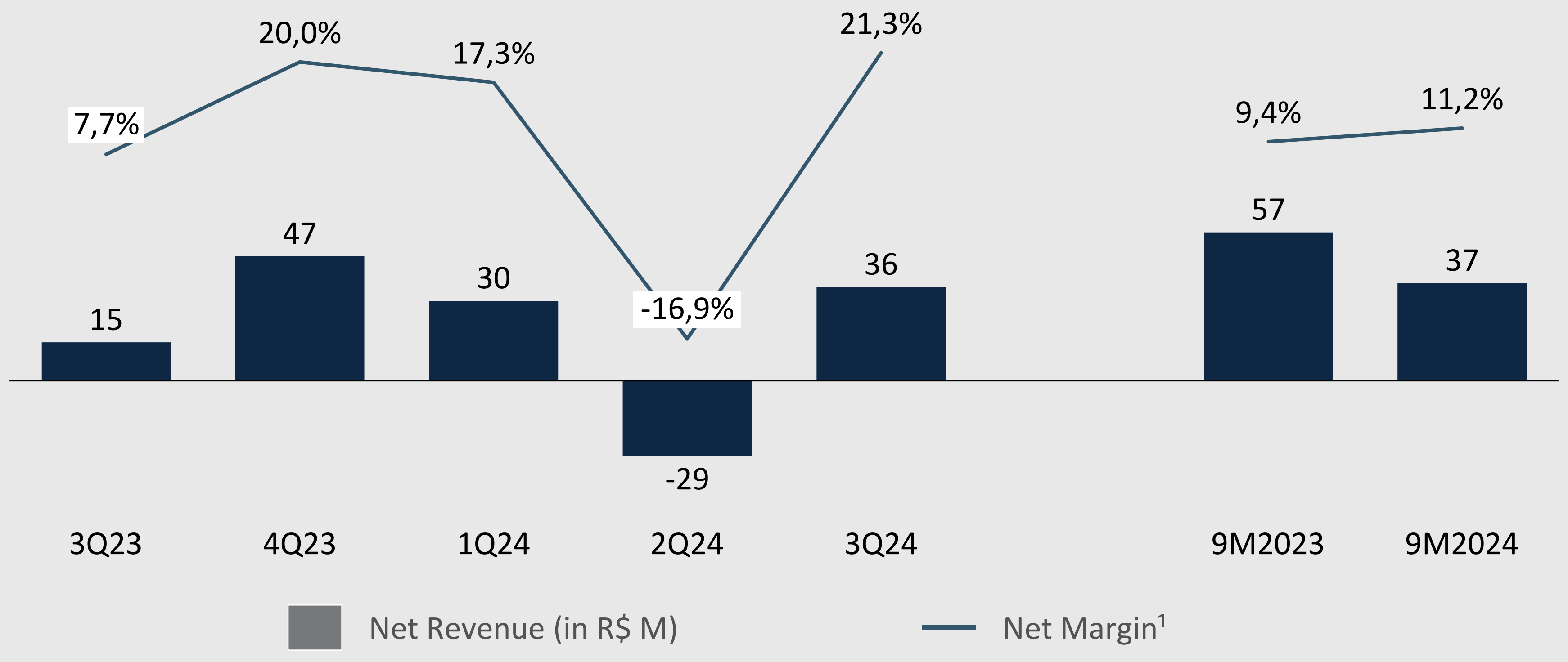
Evolution of Net Revenue:



Evolution of Gross Profit and Gross Margin:



Evolution of Net Revenue:



[1] Since net revenue includes the participation of minority interests, the net margin is also relative to the net income before minority interests.

Financial Solidity

Financial Structure

	3T23	4T23	1T24	2T24	3T24
SFH Production	-268,2	-278,0	-285,8	-320,6	-338,3
CRI Production	-14,0	-7,3	-2,6	-0,3	-5,5
Gross Debt	**-282,2**	**-285,3**	**-288,5**	**-320,9**	**-343,8**
Cash	447,9	400,2	454,9	506,3	519,5
Net Cash	**165,7**	**115,0**	**166,4**	**185,4**	**175,7**
Equity	**1.171,9**	**1.205,2**	**1.236,7**	**1.168,9**	**1.206,1**
Net Cash / Equity	**14,1%**	**9,5%**	**13,5%**	**15,9%**	**14,6%**

Cash Generation

	3T23	4T23	1T24	2T24	3T24
Initial Net Cash	181,2	165,7	115,0	166,4	185,4
Final Net Cash	165,7	115,0	166,4	185,4	175,7
Net Cash Flow Variation	**-15,5**	**-50,7**	**51,5**	**19,0**	**-9,7**
Dividends and Contributions	33,3	57,3	-	41,4	-
Share Buyback	-	-	-	-	-
Cash Burn	**17,8**	**6,5**	**51,5**	**60,4**	**-9,7**

Solid Cash Position R$ 519.5 million.

R$ 175.7 million Net Cash.

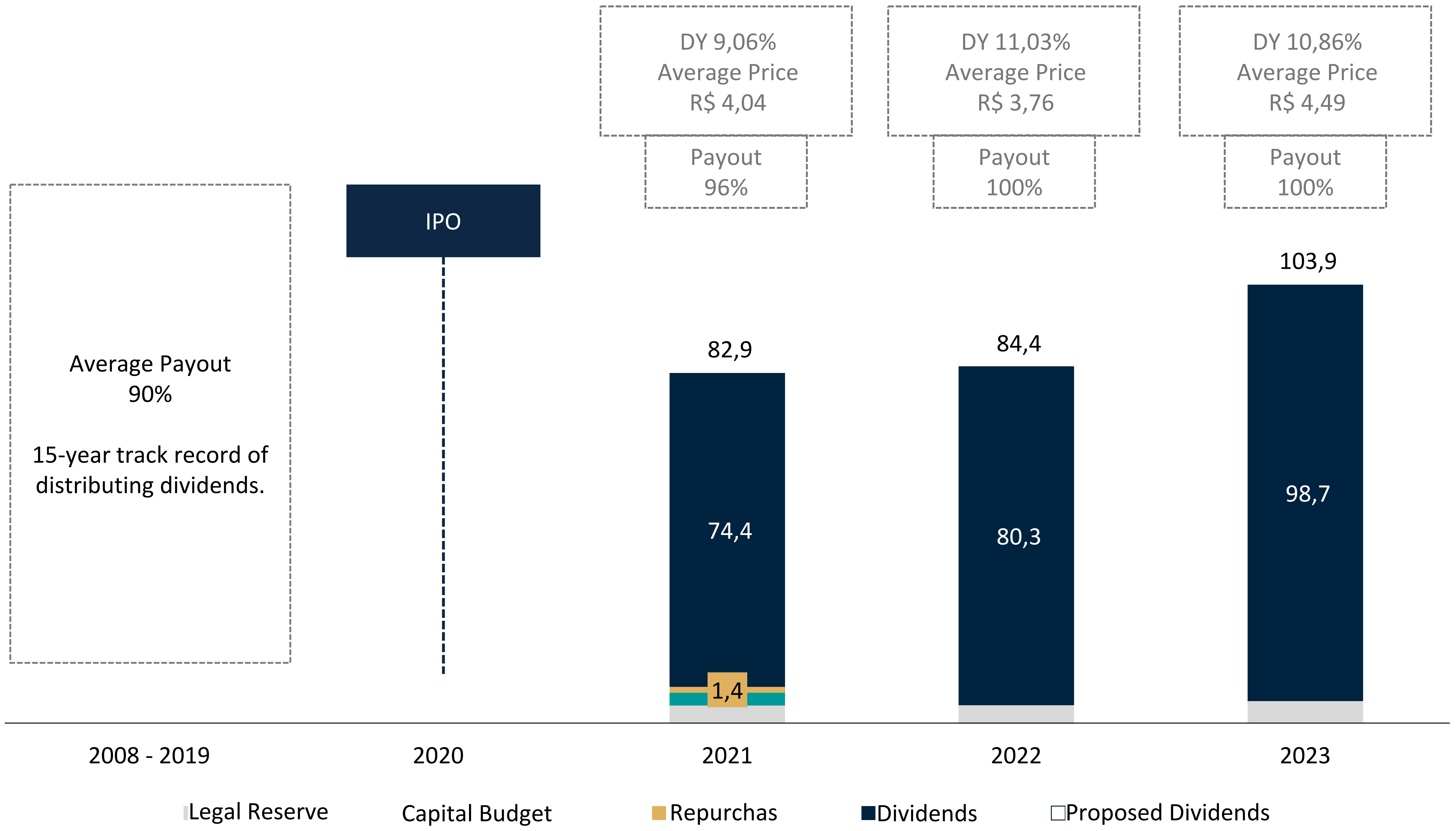
Operational Cash Generation

A cash burn of R$ -9.7 million for the quarter and a cash generation of R$ 102.2 million over the last 9 months.

Dividend History

Profit Allocation

The dividends approved from 2021 to 2023 represented 21% of equity



Average price calculated using the closing rate from the last date.

Frequently Asked Questions

Instructions for Q&A

To ask questions, please click
the "#Raise hand#" icon or send them
via the "#Q&A#" icon at the bottom of your screen.

As part of the session dynamics, your names will be
announced for you to ask your question live.

At that moment, a prompt to
activate your microphone will appear on your
screen.

Register for our mailing
list to stay updated on Melnick.

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Disclosure of Results

3Q24

Muito mais que morar