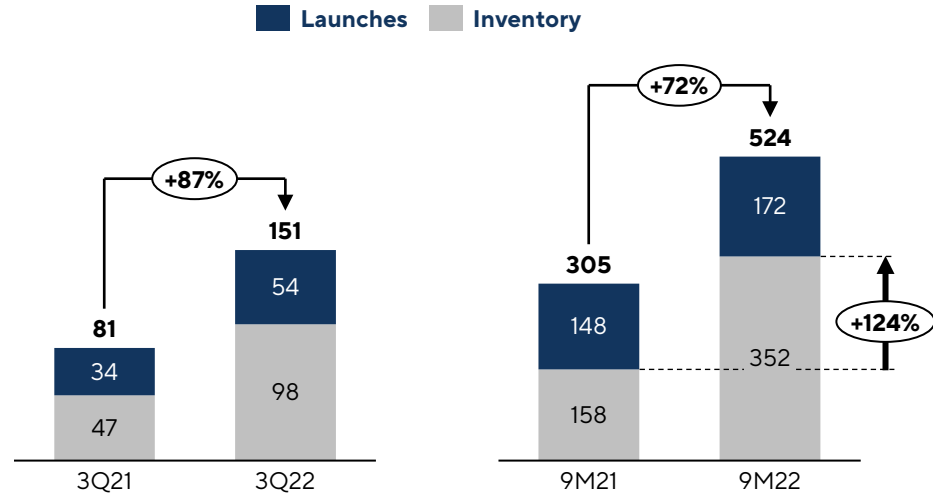


# Presentation of Results – 3Q22

November 11, 2022

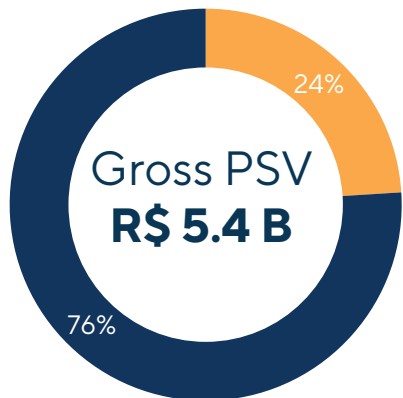


## Net Sales<sup>1</sup>



Constant evolution in our sales volume.

## Solid Land Bank

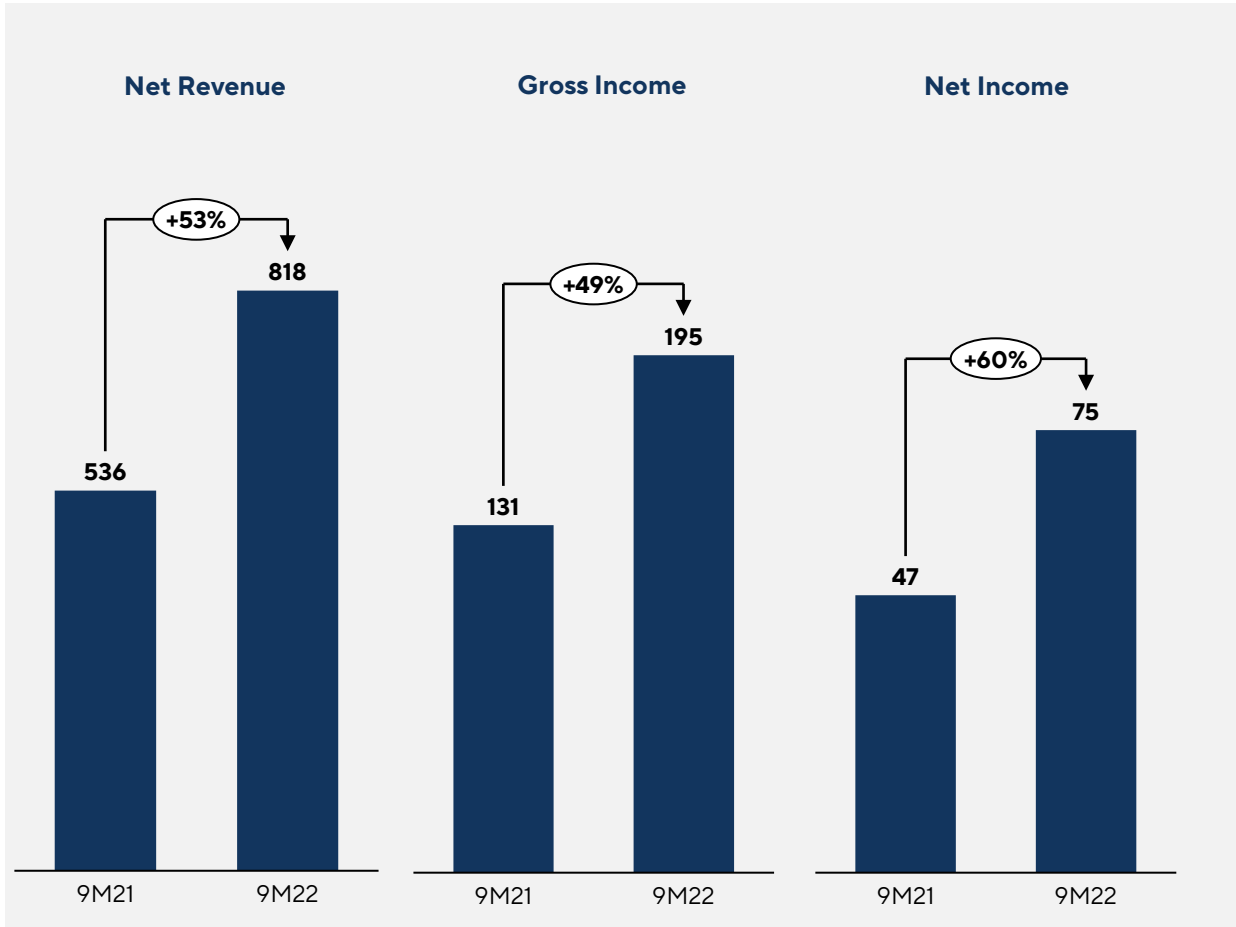


Cash Swap

R\$ 4 B in PSV % Melnick with R\$ 1 B in projects approved, accounting for 27% of the land bank.

## Results

YoY Growth **53%** Net Revenue, **49%** Gross Income, **60%** Net Income.

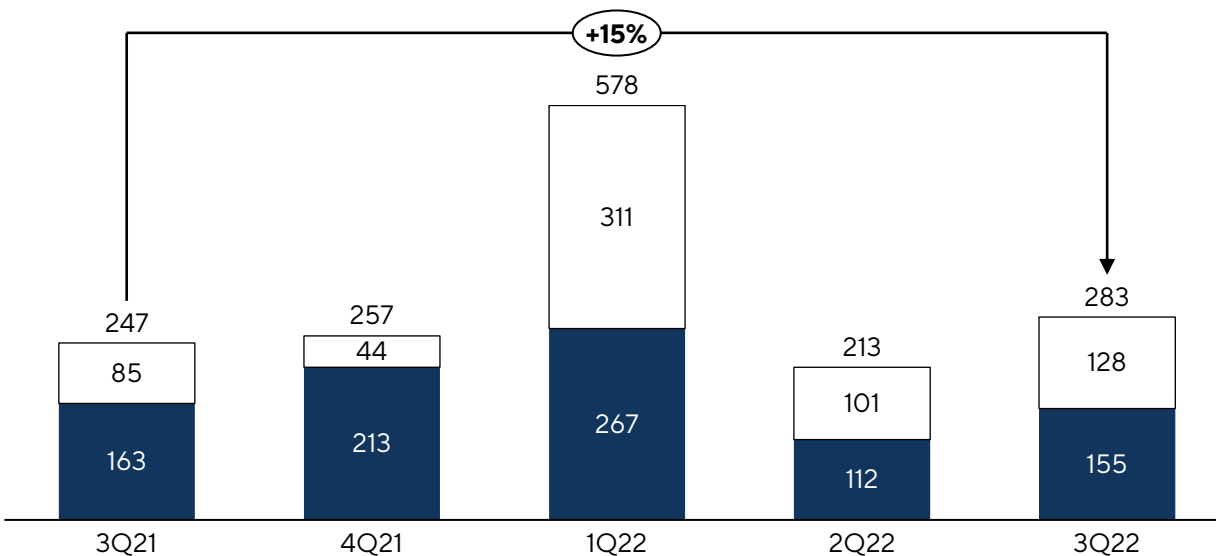


(1) PSV of physical swap and sales commissions, net

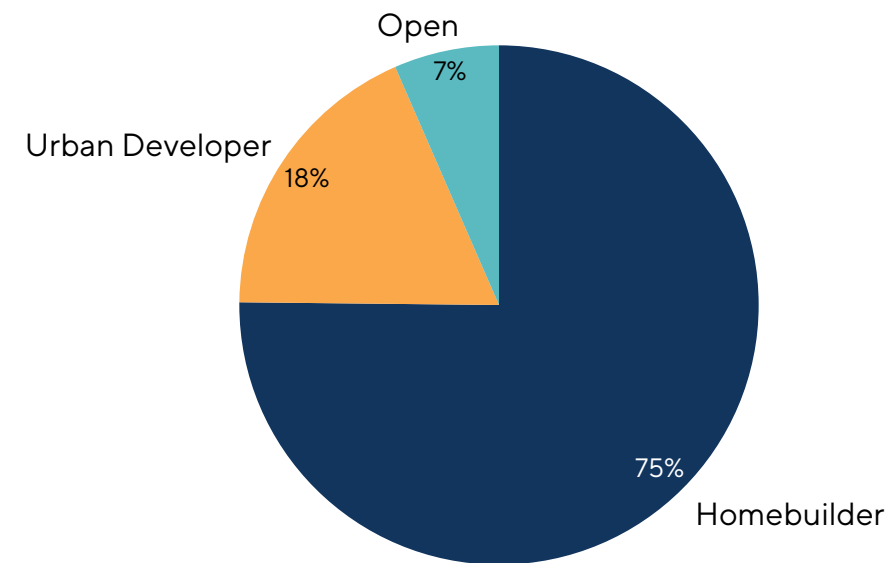
Projects	Business	Gross PSV <sup>1</sup> (R\$ '000)	Melnick's PSV <sup>2</sup> (R\$ '000)	Usable Area <sup>3</sup> (m <sup>2</sup> )	Untd. <sup>3</sup>	Average Unit Value (R\$ '000)	Segment
<b>3Q22</b>		<b>283,225</b>	<b>155,357</b>	<b>67,380</b>	<b>200</b>	<b>467</b>	
Seen Menino Deus	R.E	196,464	136,703	11,200	73	1,873	Residencial
The Garden - Fase 1	LOT	86,761	18,654	56,180	127	683	Lot development
<b>Total</b>		<b>1074,771</b>	<b>535,032</b>	<b>201,090</b>	<b>1214</b>	<b>714</b>	

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

□ Gross PSV<sup>1</sup> ■ Net PSV<sup>2</sup>



Breakdown of business units launched in the semester (Total PSV - R\$ million):



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



Meet the development:

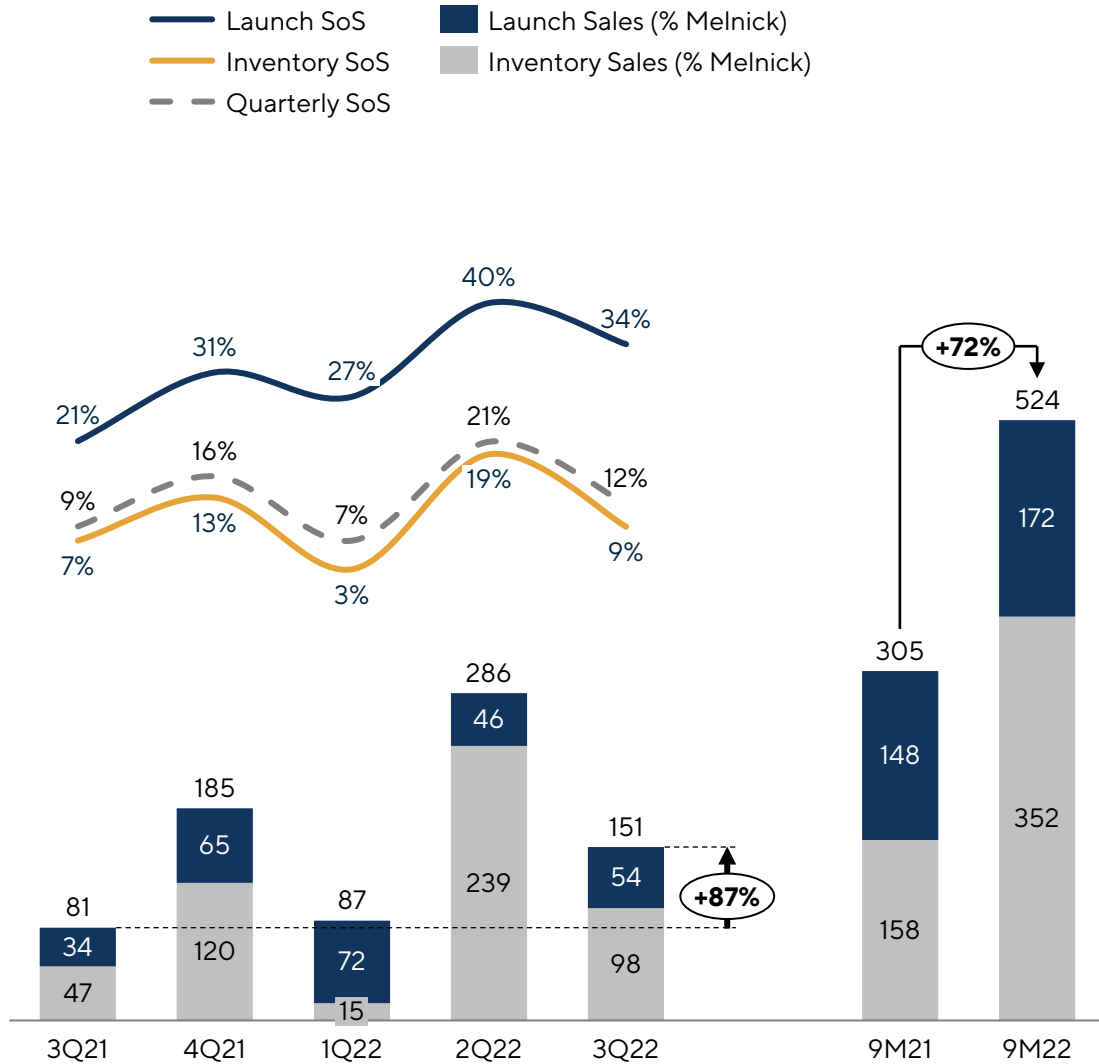


Meet the development:

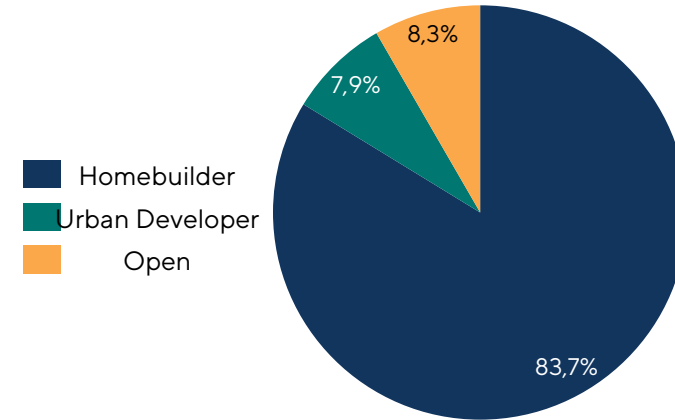


(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net.

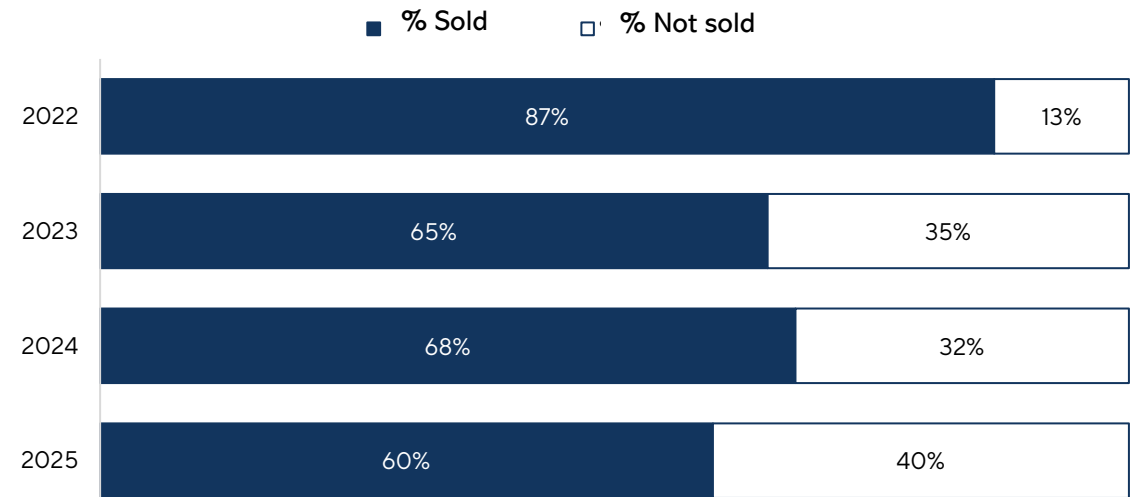
Breakdown by quarter (% Melnick – R\$ million):



Breakdown of business units sold in 9M22 (% Melnick – R\$ million):



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



# ARTUR | 505

TUDO NOS MÁXIMOS DETALHES

**100%** Sold

**R\$ 137** M Gross PSV<sup>1</sup>

**R\$ 130** M Net PSV

**68** Units<sup>2</sup>

Meet the  
development:



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

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

■ PSV of units without construction % Melnick

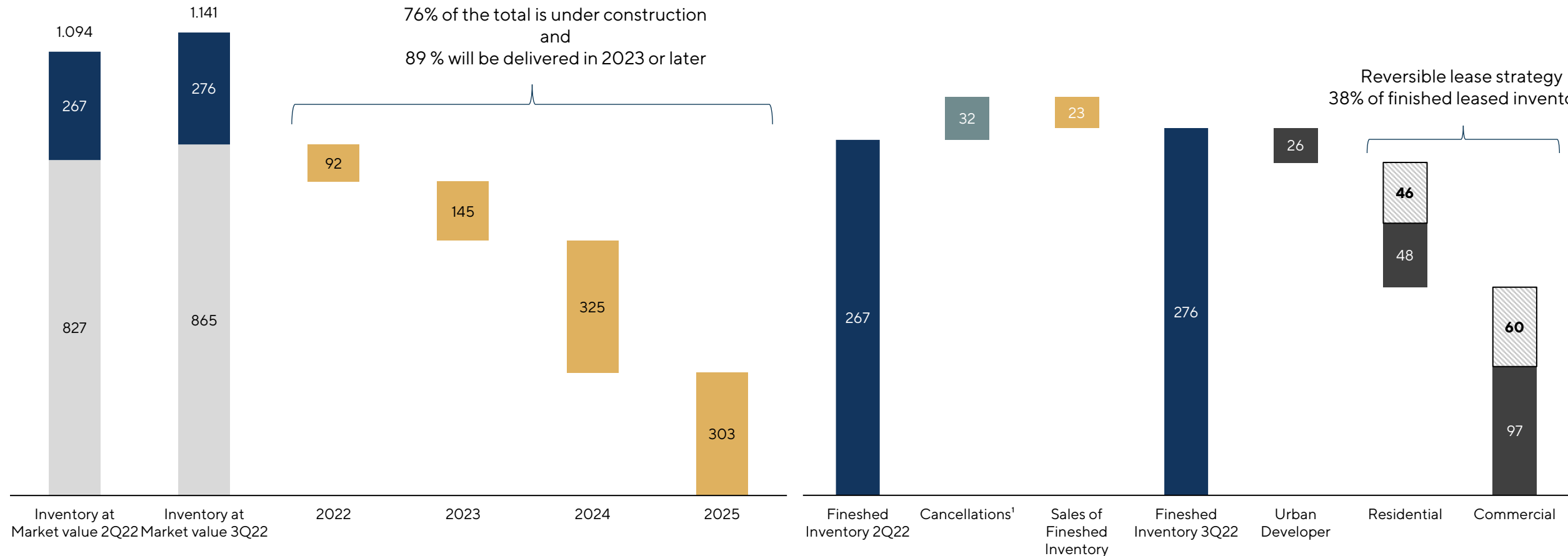
■ PSV of finished units % Melnick

■ Finished Inventory

□ Finished Leased Inventory

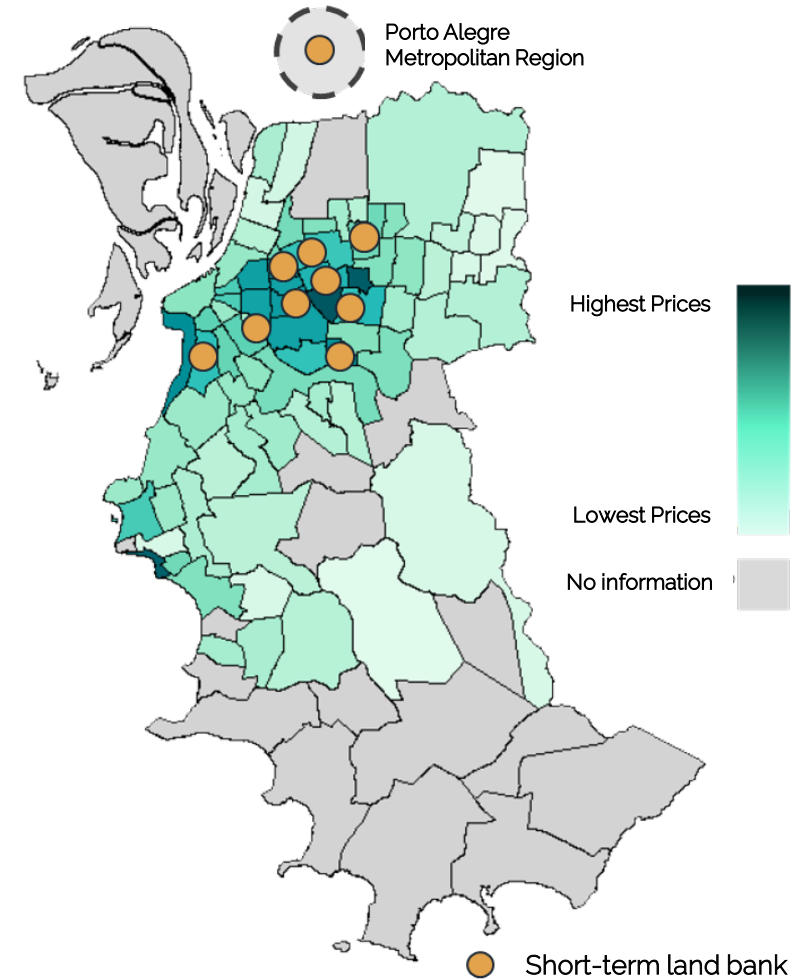
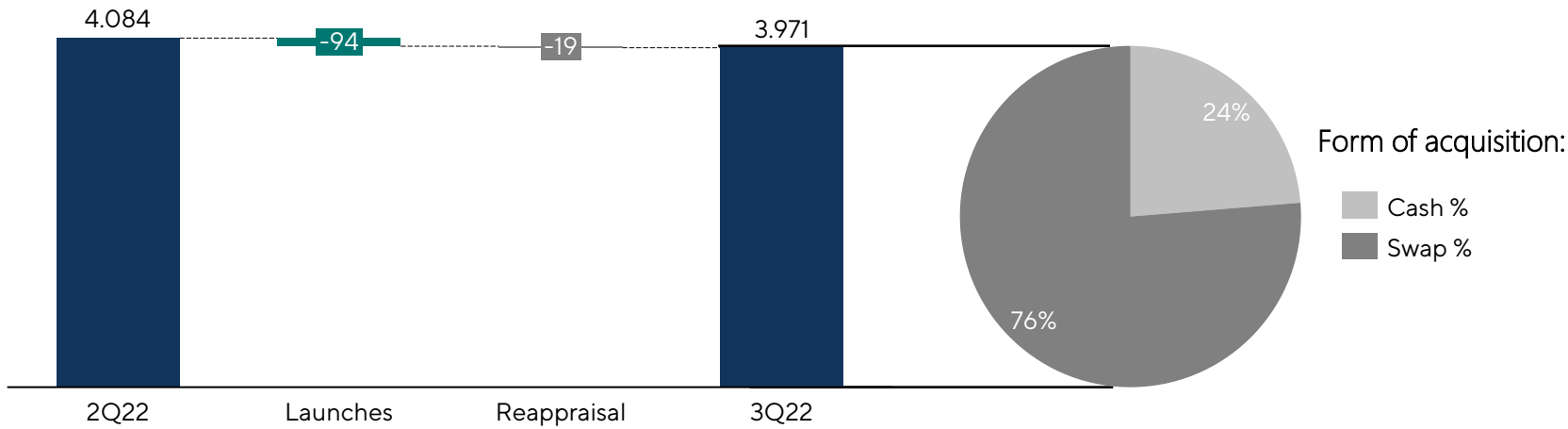
76% of the total is under construction and 89% will be delivered in 2023 or later

Reversible lease strategy 38% of finished leased inventory.



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

Land bank in the quarter (Potential PSV % Melnick in R\$ million):



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



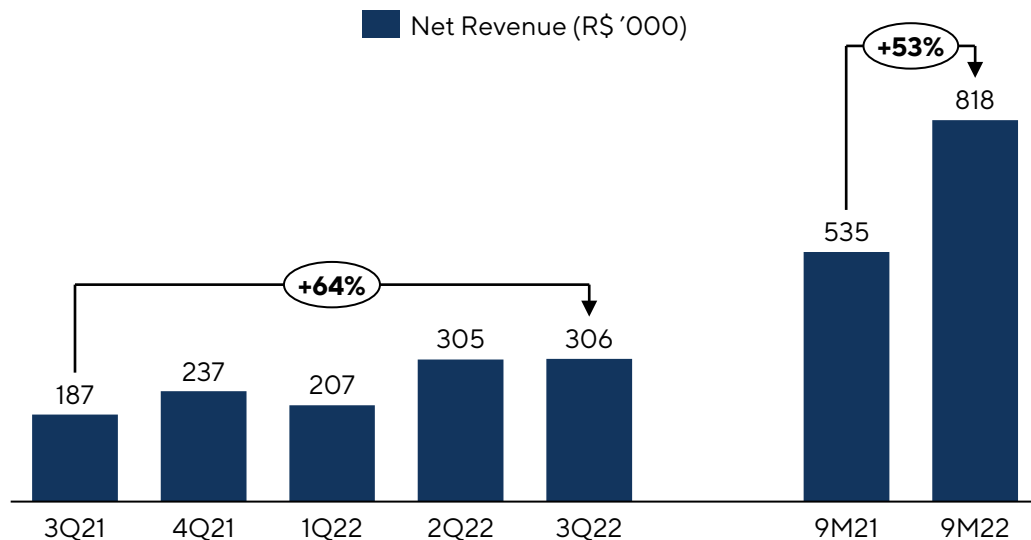
**R\$ 4 B** of potential PSV (% Melnick),  
**33** plots or phases.



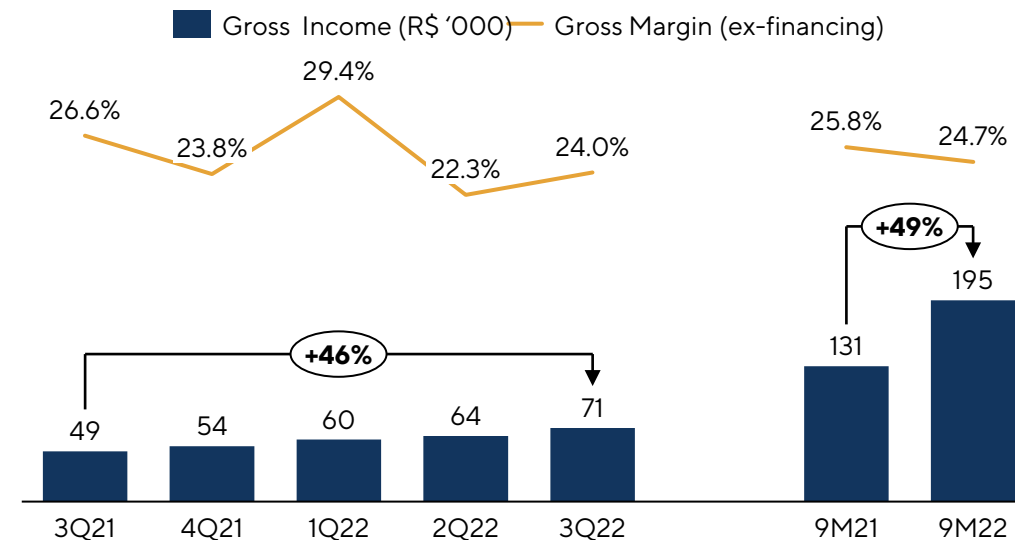
**R\$ 1 B** in projects already approved,  
accounting for **27%** of the land bank.



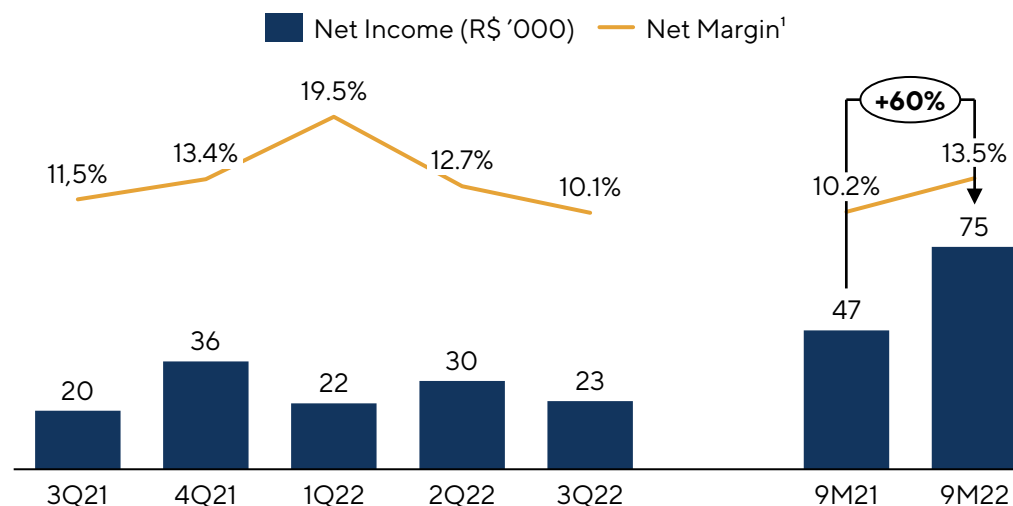
## Net revenue breakdown:



## Gross Income and Gross Margin Breakdown:



## Net Income Breakdown:



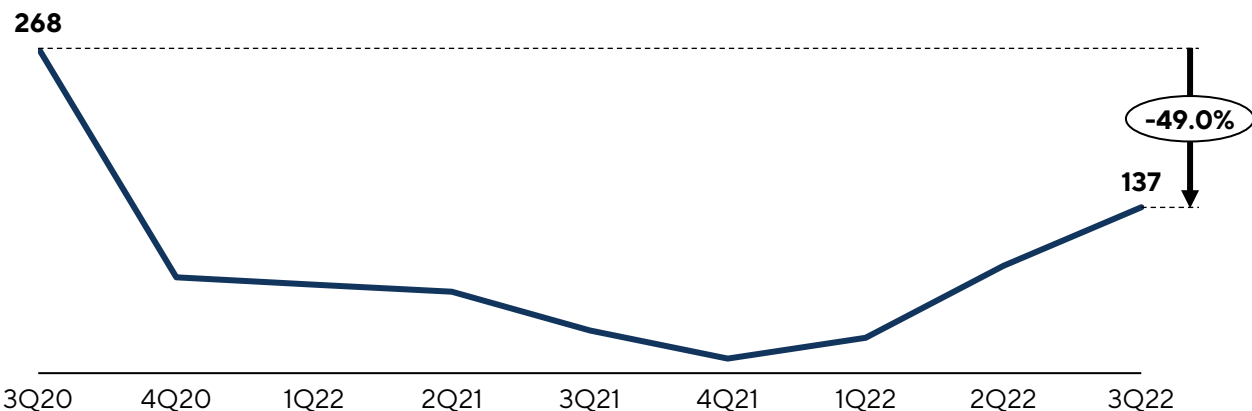
¹ Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest.

## Capital Structure and Cash Generation

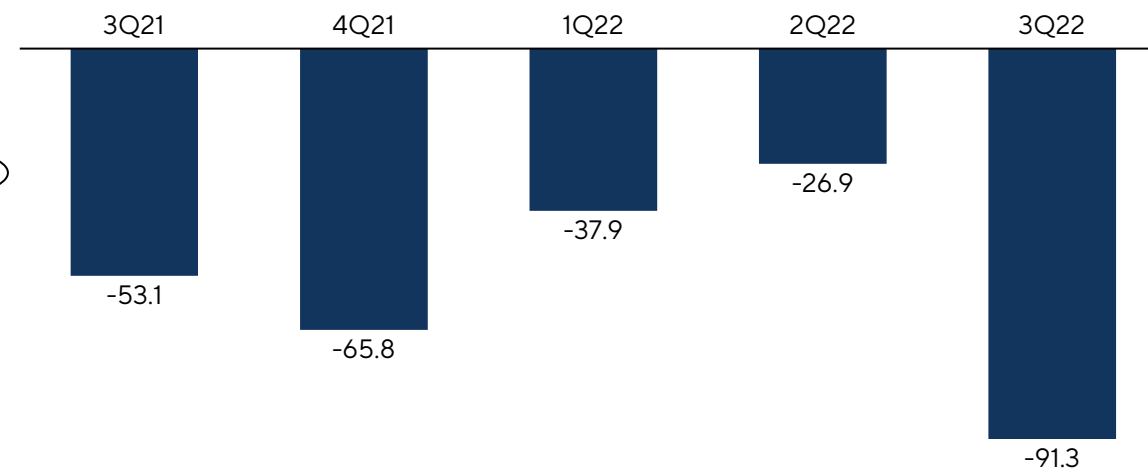
	set-22	(R\$ million)
SFH Production	-134,4	98%
CRI Production	-2,4	2%
<b>Net Debt</b>	<b>-136,8</b>	<b>100%</b>
Cash	337,6	
<b>Net Cash</b>	<b>200,8</b>	
<b>Equity</b>	<b>1.298,3</b>	
<b>Net Cash/PL</b>	<b>15,5%</b>	

	3Q21	4Q21	1Q22	2Q22	3Q22
Initial Net Debt	-568,2	-510,0	-388,3	-350,4	-299,1
Final Net Debt	-510	-388,3	-350,4	-299,1	-200,8
Net debt variation	58,2	121,8	37,9	51,3	98,3
Dividends and contributions	-	-56	-	-24,4	-7
Stock buyback	-5,1	-	-	-	-
Cash burn	53,1	65,8	37,9	26,9	91,3

### Indebtedness



### Cash burn





## INSTRUCTIONS FOR THE FAQ

- To ask a question, please click the **#Raise hand#** icon or enter your question and send 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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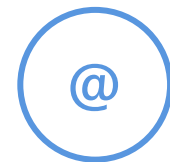
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