



Earnings Release

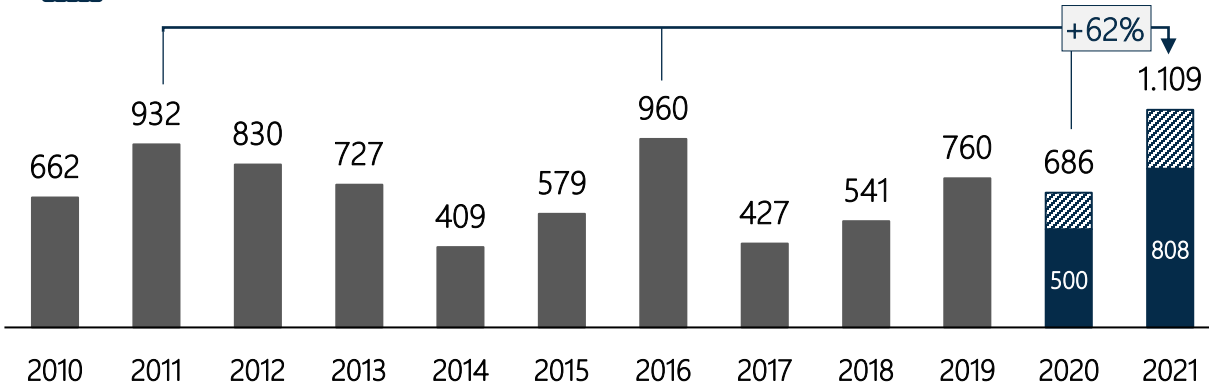
4Q21

March 23, 2022

DISCLOSURE HIGHLIGHTS



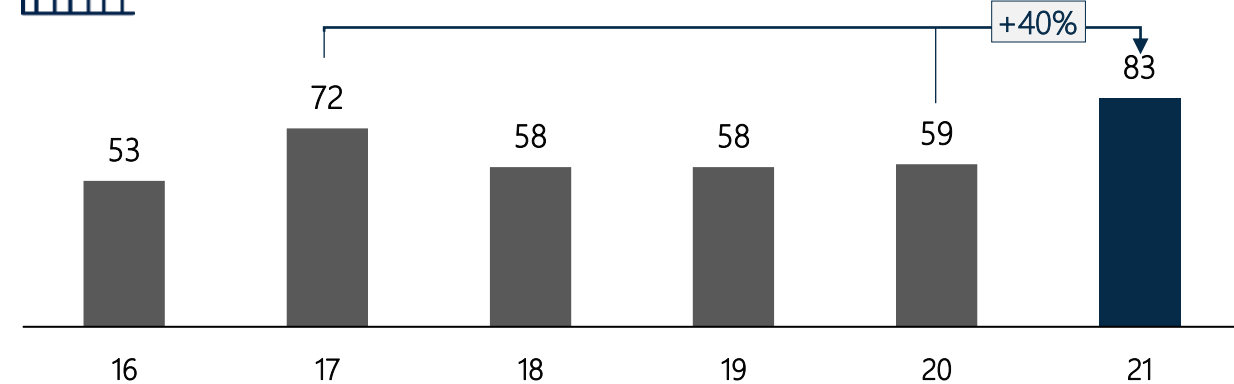
Launched PSV volume⁽¹⁾



We reached **R\$1.1 billion** in launches in 2021, the **highest level** of launches in the last 10 years.



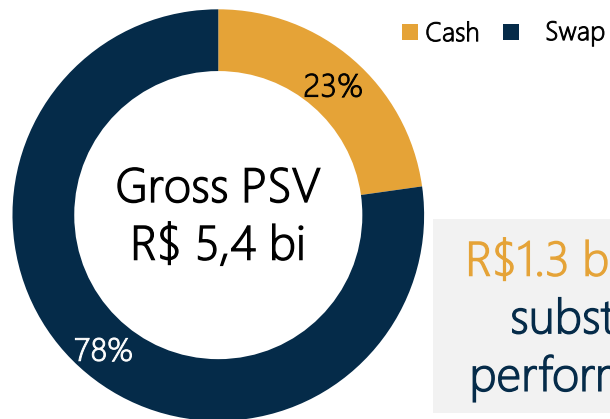
Net profit



We reached **R\$83 million** in profit in 2021, the highest level of **profitability** in the last 5 years.



Robust Land bank



R\$1.3 billion in projects approved, a substantial improvement in the performance of the POA town hall.



Business unit consolidation

URBANIZADORA

partnership with



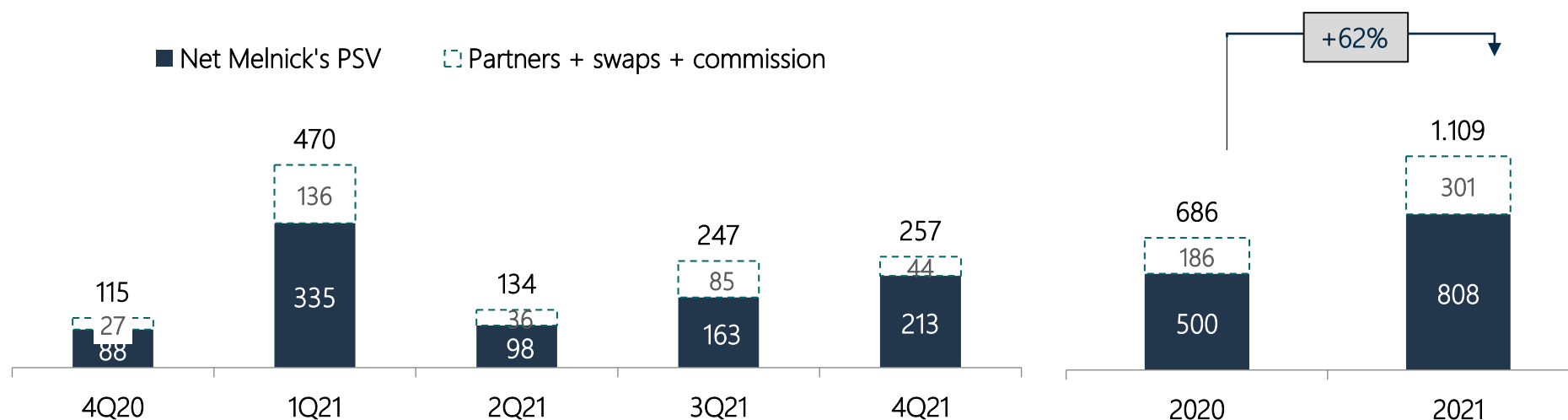
Casa Verde
e Amarela



Small/Medium
Business Partnerships

(1) Gross PSV from physical swaps and sales commission, PSVs from 2010 to 2019 updated by the INCC base June/20. (2) Net income from 2016 to 2020 includes the minority interest of Melnick Participações held in certain investees.

| Projects | Business | Gross PSV ⁽¹⁾ (R\$ '000) | Melnick's PSV (R\$ '000) | Unit. ⁽²⁾ | Segment |
|-------------------------|----------|-------------------------------------|--------------------------|----------------------|-----------------|
| 1º trimestre | | | | | |
| Go Rio Branco | R.E | 93.933 | 71.394 | 183 | Residencial |
| Grand Park Lindóia – F3 | R.E. | 117.158 | 89.599 | 190 | Residencial |
| Casa Viva | LOT | 77.721 | 43.582 | 332 | Lot development |
| Botanique | R.E. | 181.676 | 130.346 | 103 | Residencial |
| 2º trimestre | | | | | |
| Seen Boa Vista | R.E. | 134.105 | 97.764 | 49 | Residencial |
| 3º trimestre | | | | | |
| HillSide | R.E. | 55.523 | 45.119 | 34 | Residencial |
| Arte Country Club | R.E. | 191.874 | 117.401 | 28 | Residencial |
| 4º trimestre | | | | | |
| Go Carlos Gomes | R.E. | 70.957 | 64.061 | 121 | Residencial |
| Go Cidade Baixa | R.E. | 186.335 | 148.758 | 299 | Residencial |
| Total | | 1.109.282 | 808.024 | 1.339 | |



(1) PSV gross of swaps and commission. (2) Net of swaps.



R\$94 mm of PSV

90% sold



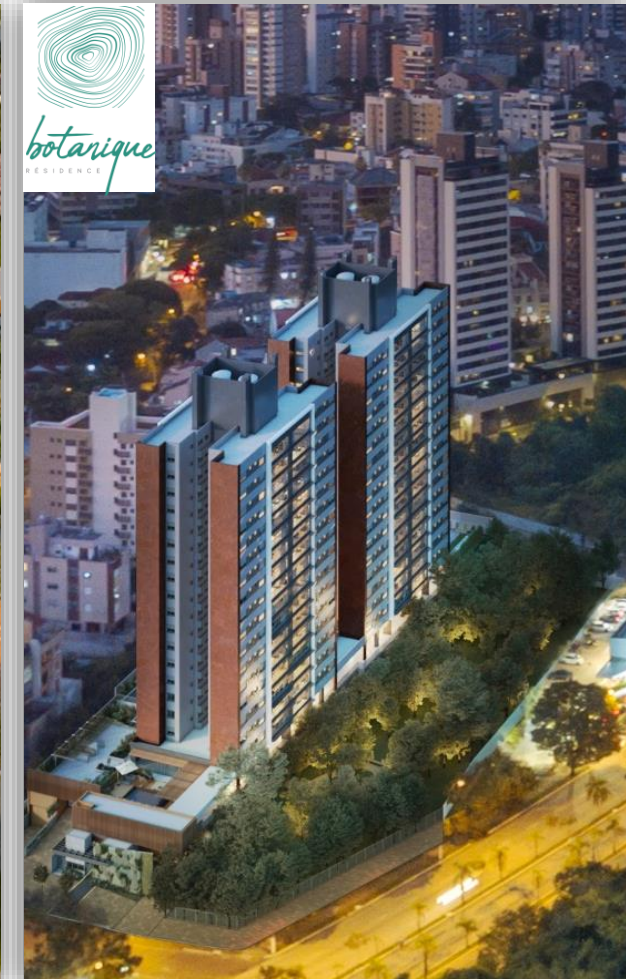
R\$117 mm of PSV

54% sold



R\$77 mm of PSV

100% sold



R\$182 mm of PSV

42% sold

SEEN BOA VISTA



R\$134 mm of PSV

30% sold

HILLSIDE



R\$55 mm of PSV

24% sold

ARTE COUNTRY CLUB



R\$192 mm of PSV

55% sold



R\$71 mm of PSV

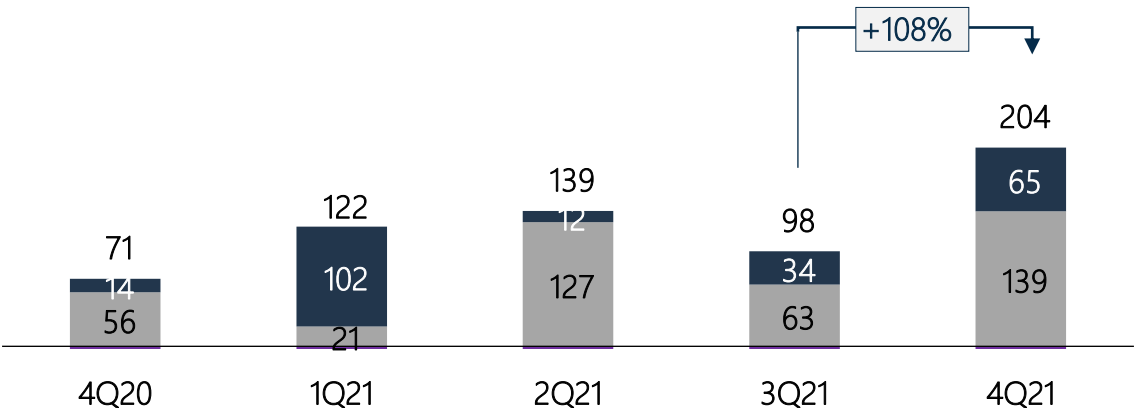
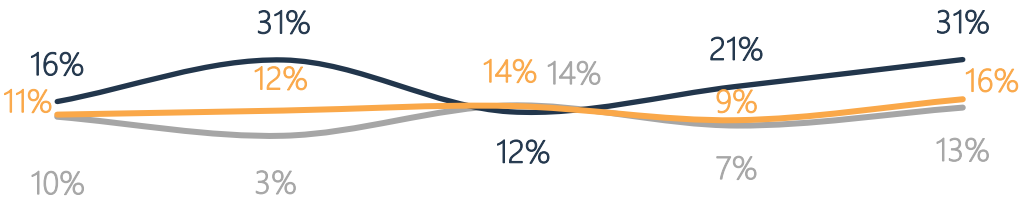
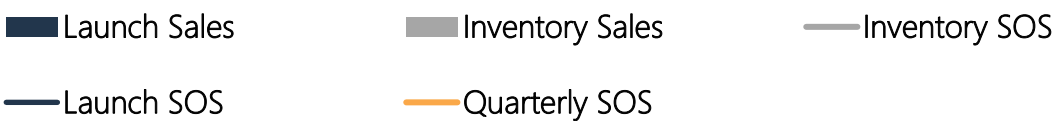
40% sold



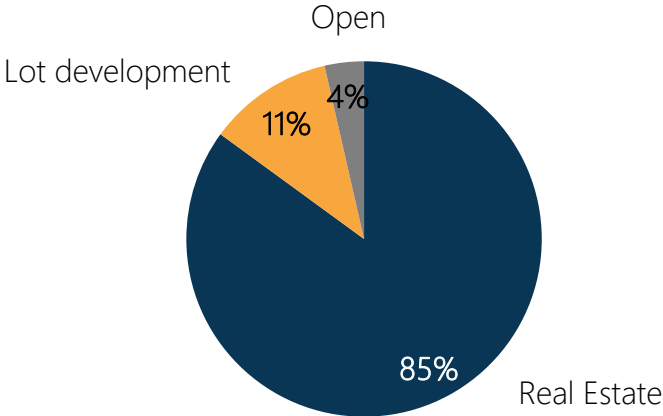
R\$186 mm of PSV

29% sold

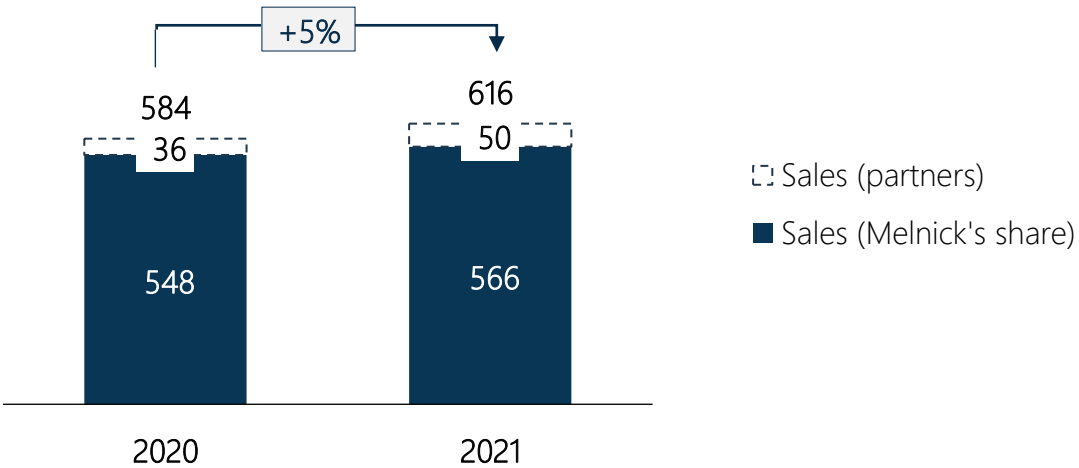
Opening per quarter (Melnick's share – R\$'000):



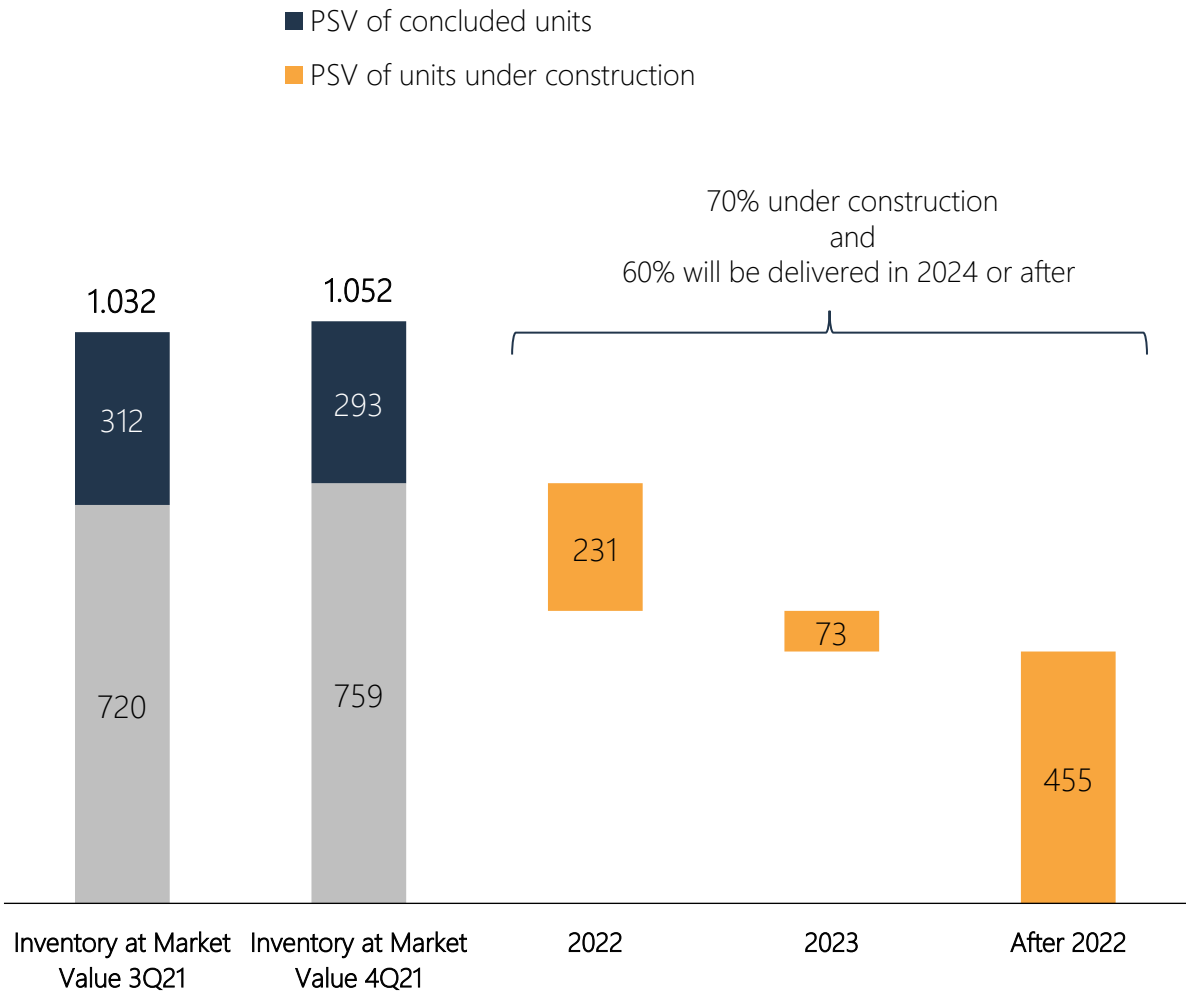
Total sales in the quarter: (R\$'000):



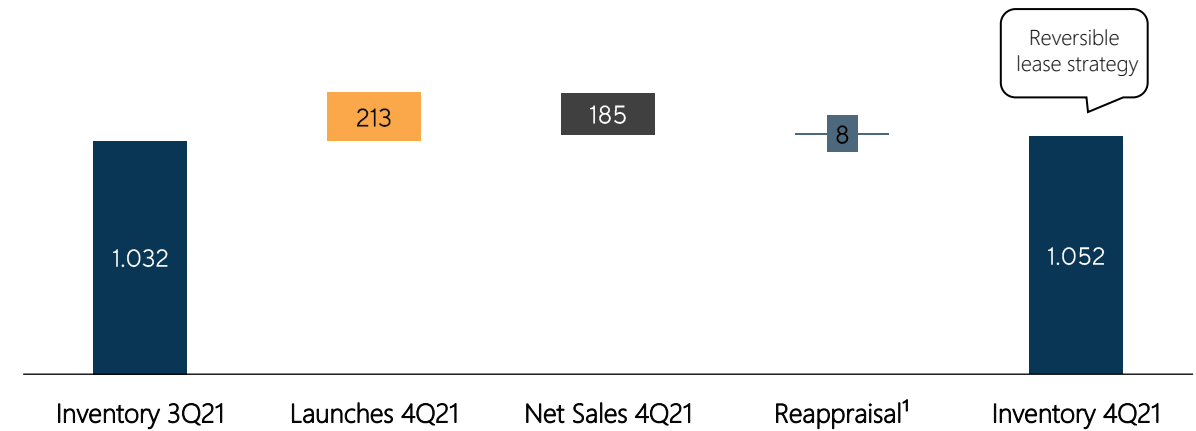
Total sales in the quarter: (R\$'000):



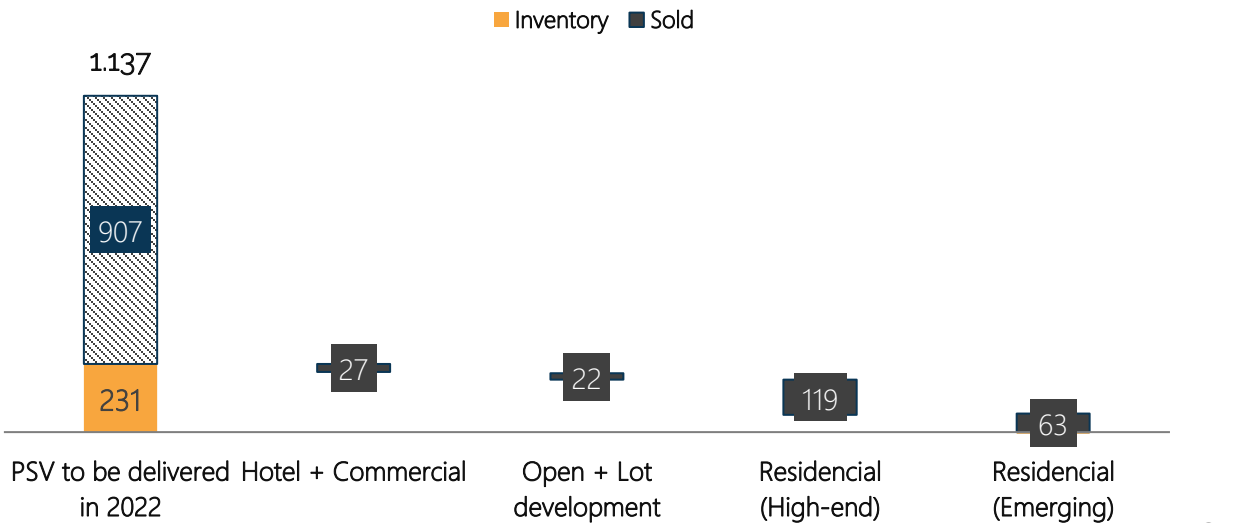
Opening by year of completion (Melnick's share— R\$ '000):



Finished inventory (Melnick's share— R\$ '000):

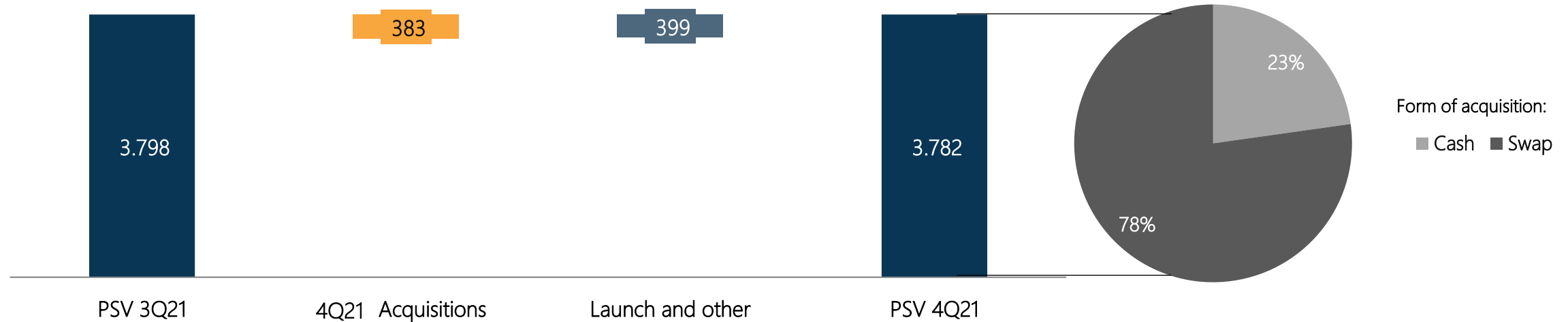


Delivery inventory 2022 (Melnick's share— R\$ '000):



(1) Considerando que a totalidade dos distratos são de unidades prontas.

Changes in the land bank in the quarter (potential PSV in R\$'000):



R\$ 3.8 bi of potencial PSV (Melnick's share)
34 lands or phases

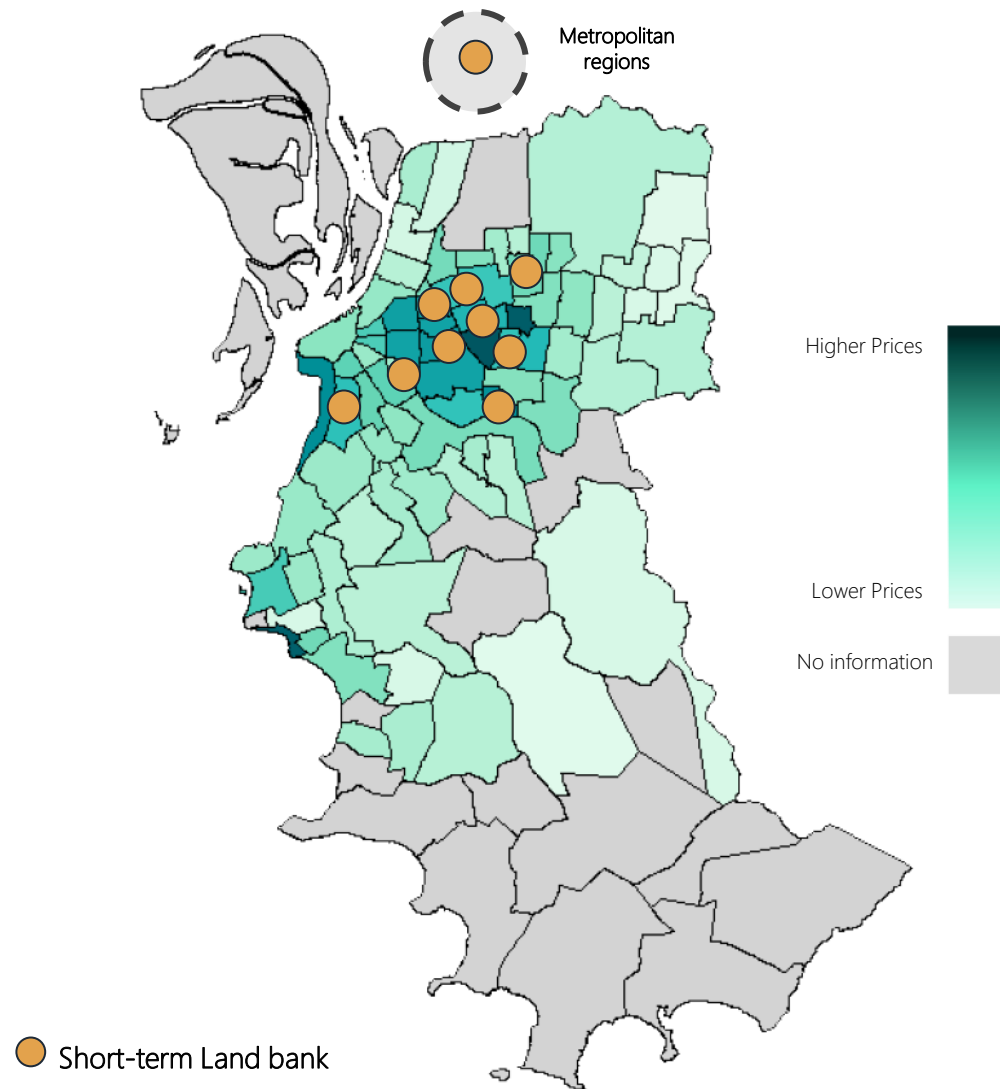


– **R\$ 1.3 bi** of projects approved for launch



Acquisition 4Q21: Nilópolis

Short-Term Land Bank (Potential PSV in R\$ bi):



URBANIZADORA

partnership with

melnick

ARCADIA
URBANISMO

11 projects launched with
+R\$ 830mm of PSV



Present in 10 cities in RS
Land bank of R\$ 1.5 billion

Last four launches



Passo Fundo – Launch in 4Q19



Xangri-lá – Launch in 1Q20



Santa Maria – Launch in 1Q21



Xangri-lá – Launch in 1Q22

100% SOLD



Focus on the highest range of
Casa Verde e Amarela

Operation 100% Melnick

2 projects launched
+ 1 in pre-launch

R\$115mm of PSV

Partnerships with other players

1 partnership signed in Esteio – MRPOA

R\$ 38 mm of PSV
R\$ 19 mm Melnick's shares



Open Protásio (POA) – pre-launch



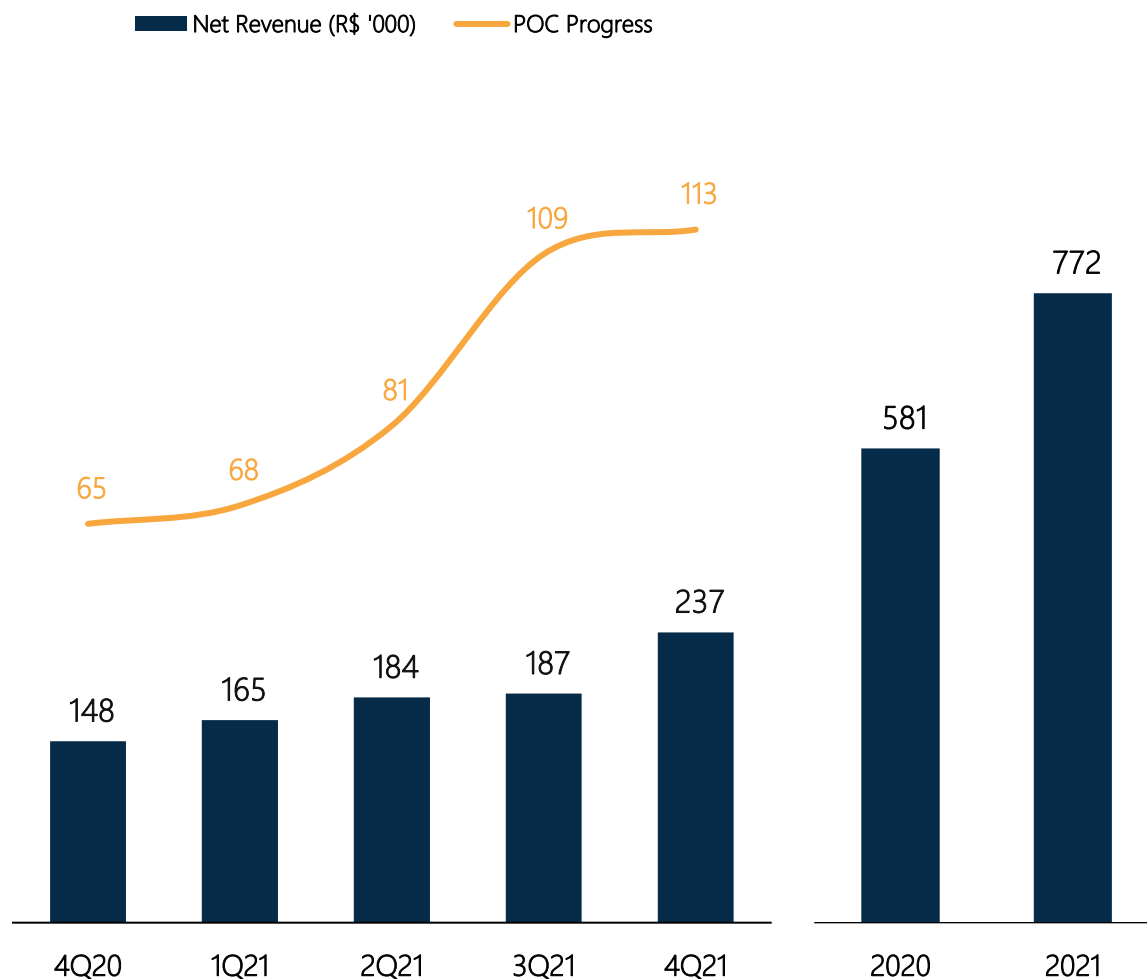
Hannover (Estéio) – pre-launch



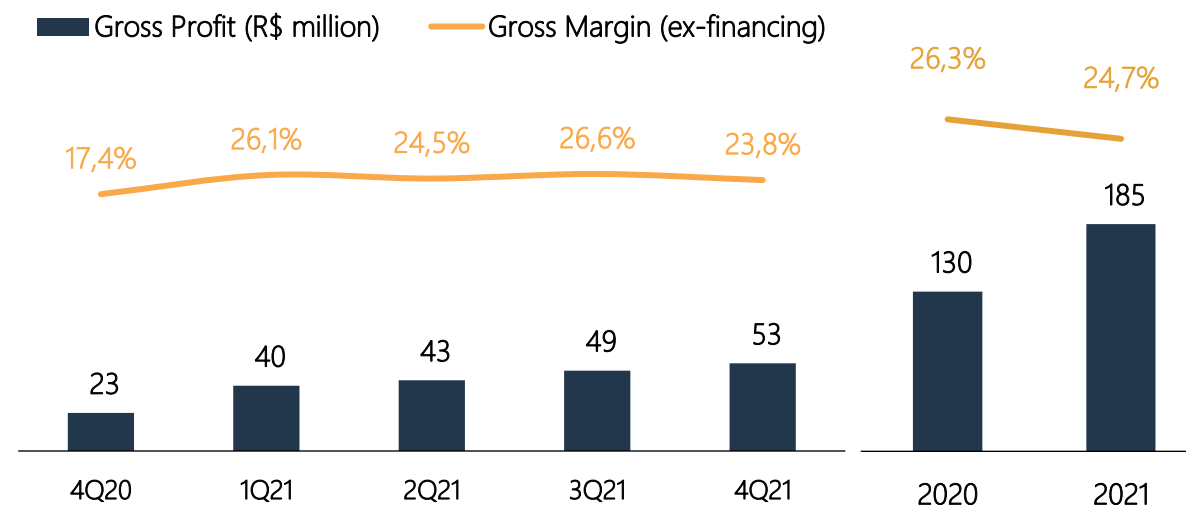
Small/Medium Business Partnerships

- ✓ 3 signed + some in the pipeline
- ✓ Operate with PSVs lower than Melnick's average.
- ✓ Increase market share in Porto Alegre and establish itself in other cities.
- ✓ Legal model designed with low risk.

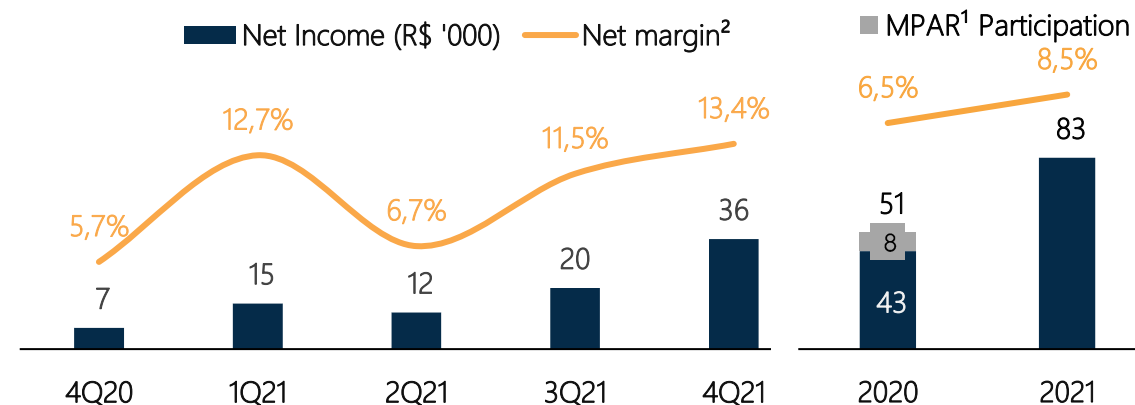
Evolution of Net Revenue:



Evolution of Gross Profit and Gross Margin:



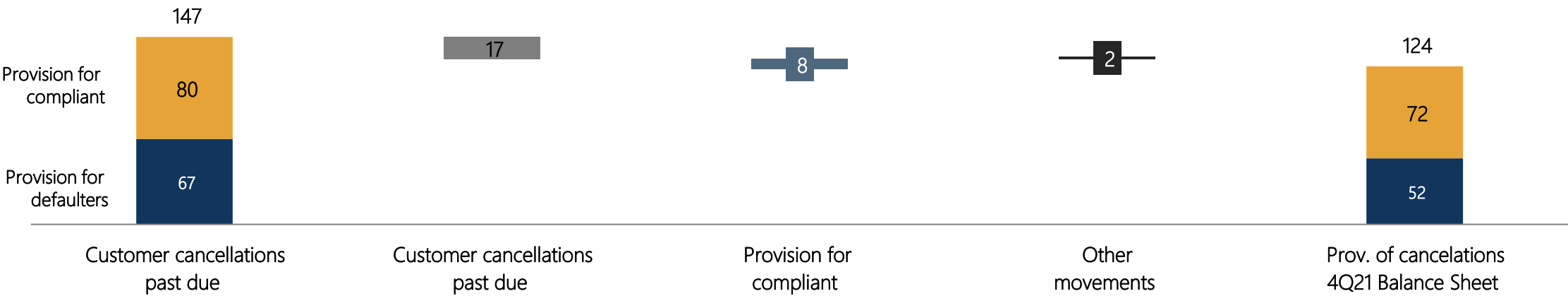
Evolution of Net Income:



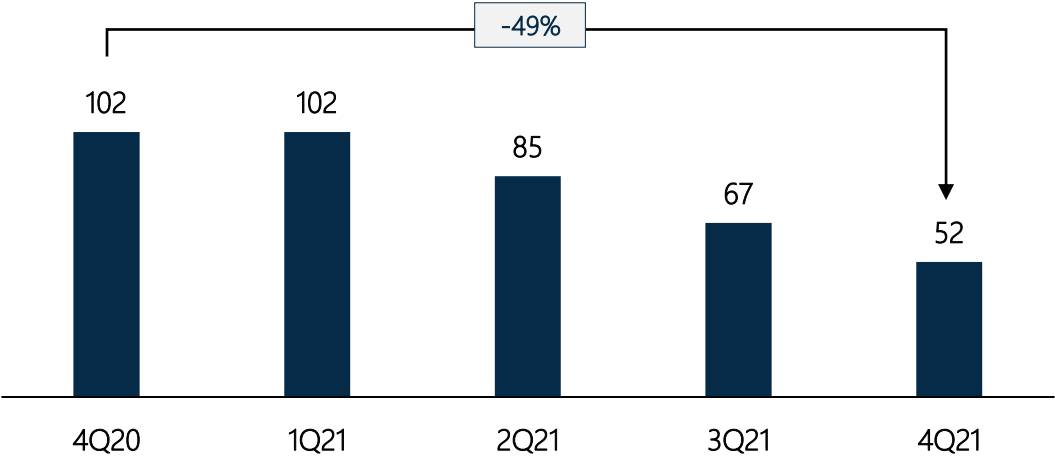
(1) Considering the profit from the direct stake held by MPAR of 15% in the Company's SPEs. due to the corporate reorganization of July 10, 2020. (2) Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest. (3) The adjustment of the accounts receivable is n-2, so the adjustment of the INCC impacted 1.27% more on budgeted costs than on the adjustment of accounts receivable. Seasonally impact of the 2Q, given that the union agreement for wage increases affects the May index.

PROVISION FOR CANCELLATION

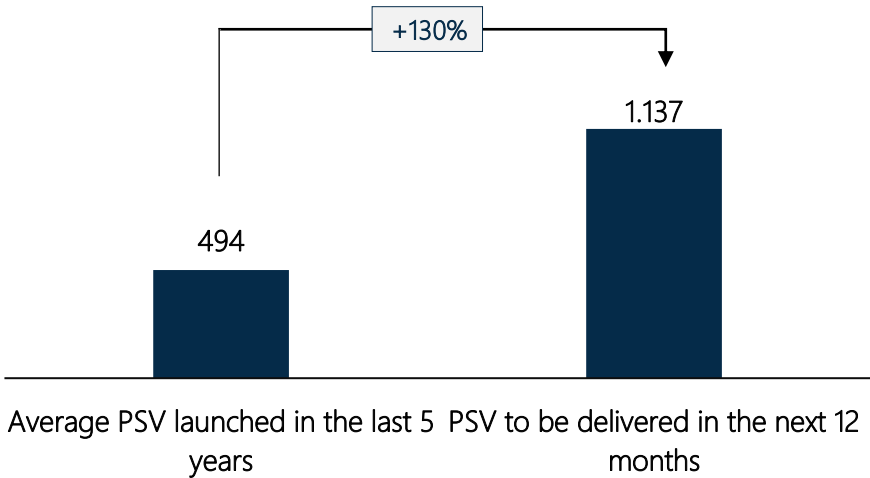
Breakdown Provision for Cancellations (PSV R\$'000):



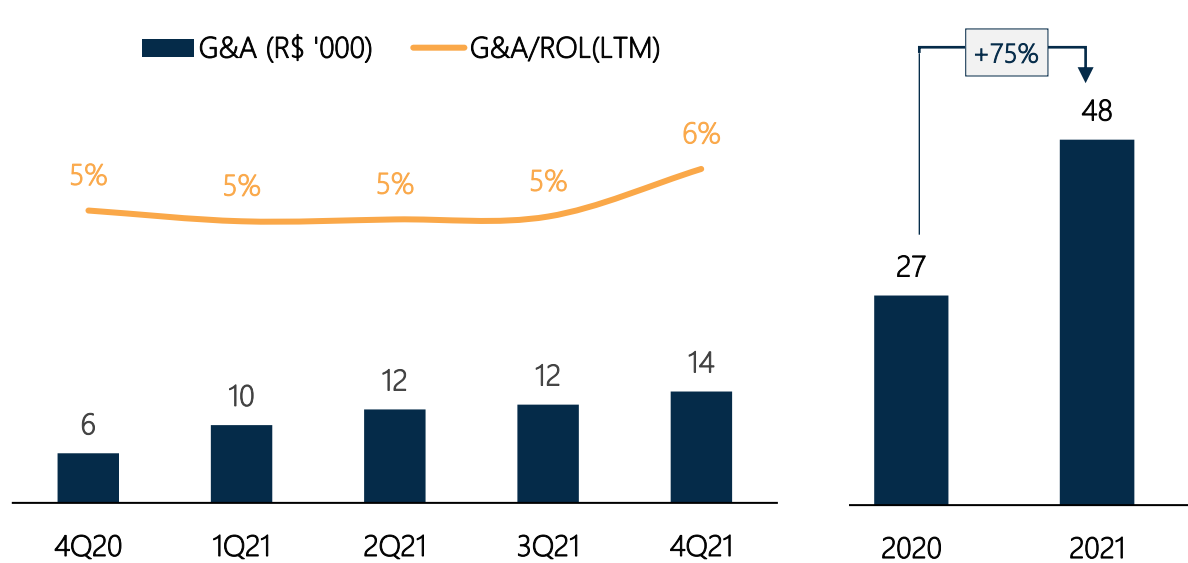
Provision for defaulters:



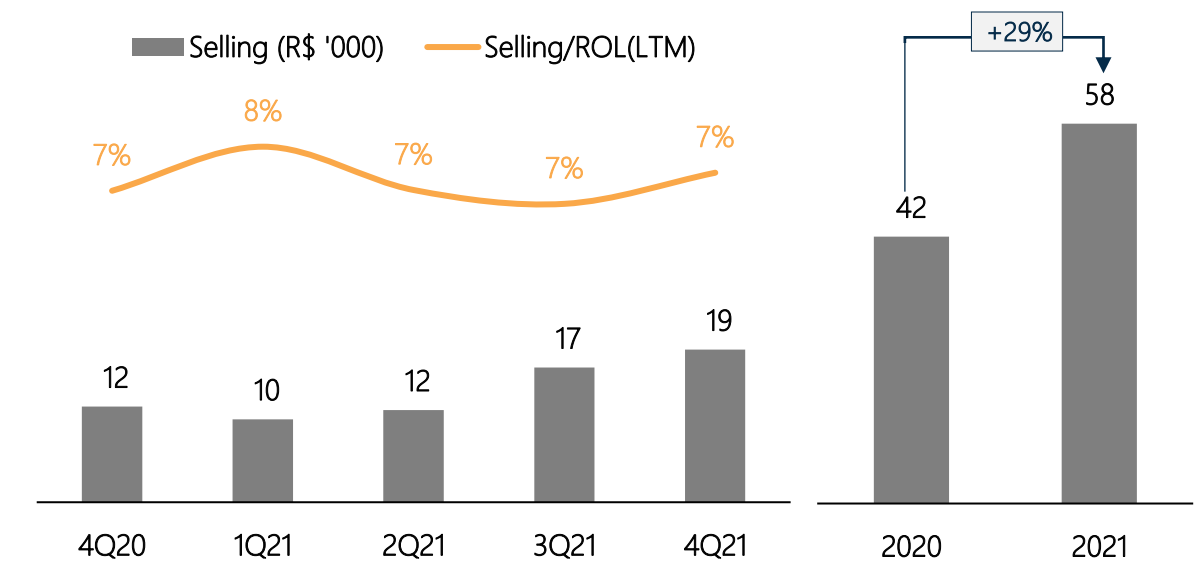
Provision for compliant:



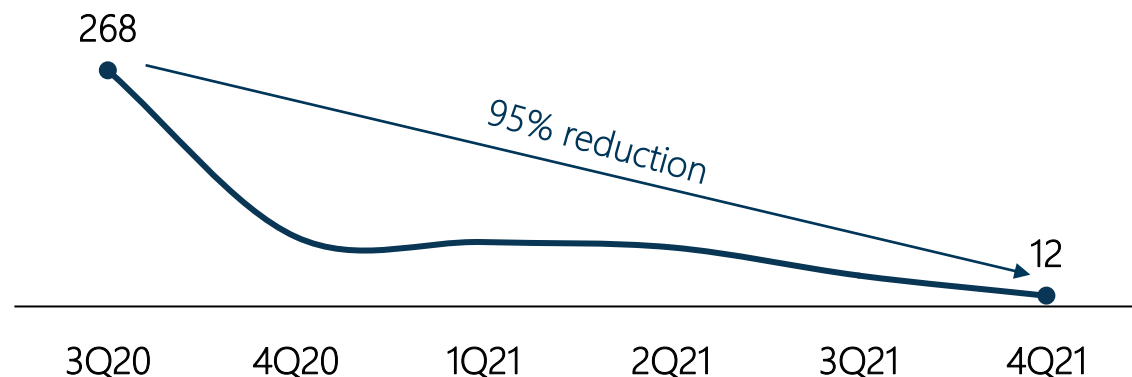
Evolution of General and Administrative Expenses:



Evolution of Selling Expenses:



Debt



Cash position

R\$401 mm of cash

33% of equity
50% of market cap



Return to shareholders

Dividend distribution of **R\$56 mm**

Share repurchases **R\$ 32 mm**

+ R\$ 18 mm of additional dividends⁽¹⁾



Cash burn

28,6

| | | | | |
|------|-------|--------|--------|--------|
| | | | | |
| | (3,4) | | | |
| | | (22,9) | | |
| | | | (53,1) | |
| | | | | (65,8) |
| 4Q20 | 1Q21 | 2Q21 | 3Q21 | 4Q21 |

Investments in land purchased in cash

⁽¹⁾ Dividends to be approved at the AGM with a deadline for distribution up to 12/31/2022.

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Vinicius Mastrorosa – CFO and IRO
Maria Luiza – Controller and RI Manager



+55 (51) 3016-9083



ri@melnick.com.br



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