



Earnings Release

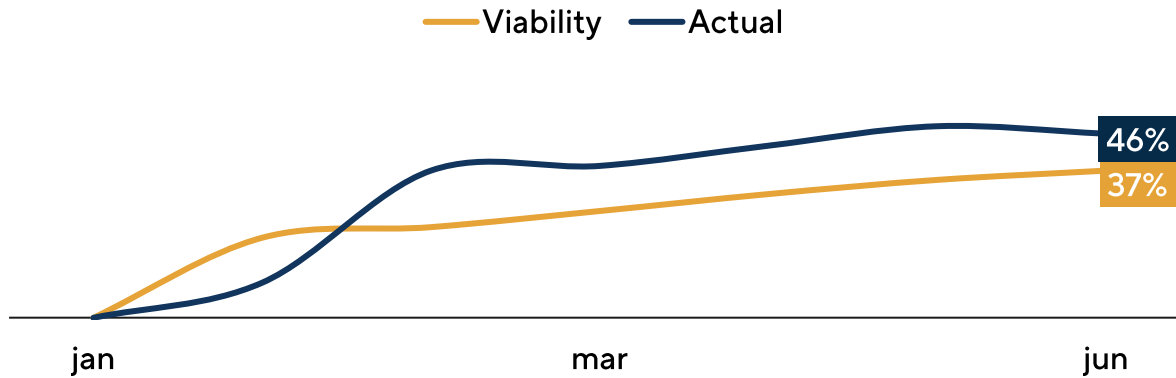
2Q21

August 10, 2021

2Q21 HIGHLIGHTS



Launches' 2021 SOS



In the 6 months we launched **R\$605 million**, practically the volume launched in 2020, and with an average **VSO above the viability**.



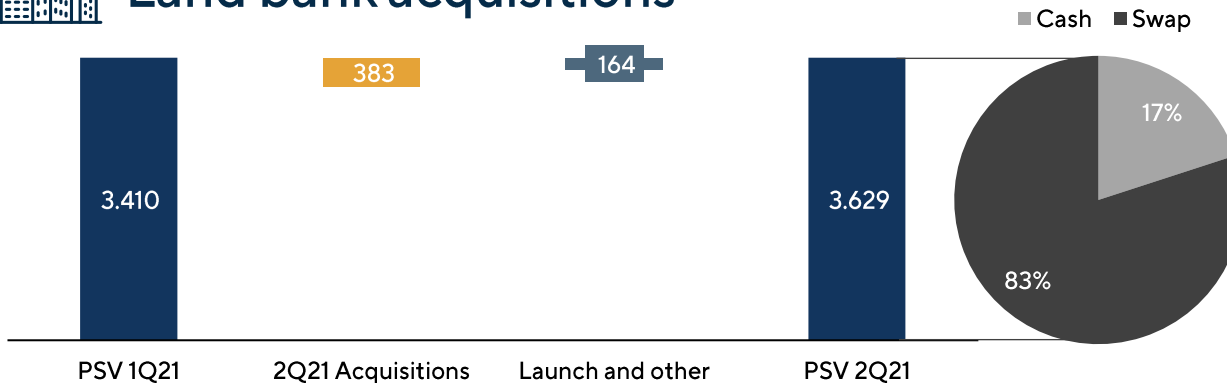
Gross Margin Stabilizations



Even with launches still with 100% swaps for land acquisition, our **inventory margin grew 4 p.p.** since 4Q20.

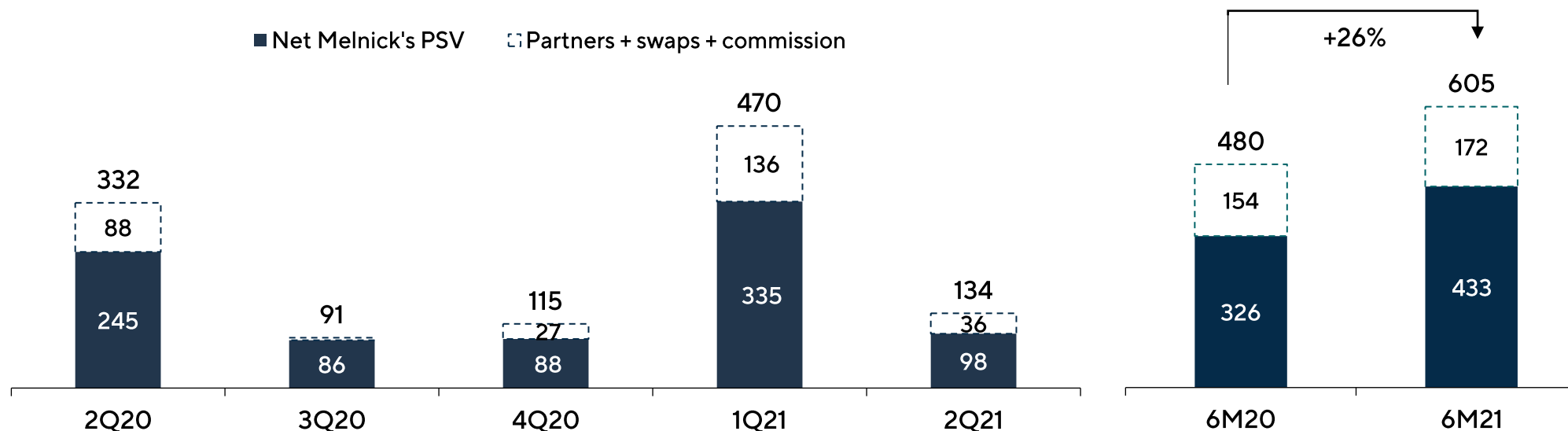


Land bank acquisitions





We reached a land bank of **3.6 billion** potential PSV and we concluded the acquisitions of six lands during the quarter in the amount of **R\$383 million**, reducing the swap percentage to **83%** of our total land bank.

Projects	Business	Gross PSV ⁽¹⁾ (R\$ '000)	Melnick's PSV (R\$ '000)	Unit ⁽¹²⁾	Segment
1st quarter					
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
2nd quarter					
Seen Boa Vista	R. E.	134.105	97.764	49	Residencial
Total		604.593	432.684	857	



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

LAUNCHES



R\$71 mm of PSV
73% sold until 2Q21



R\$90 mm of PSV
39% sold until 2Q21



R\$44 mm of PSV
100% sold until 2Q21



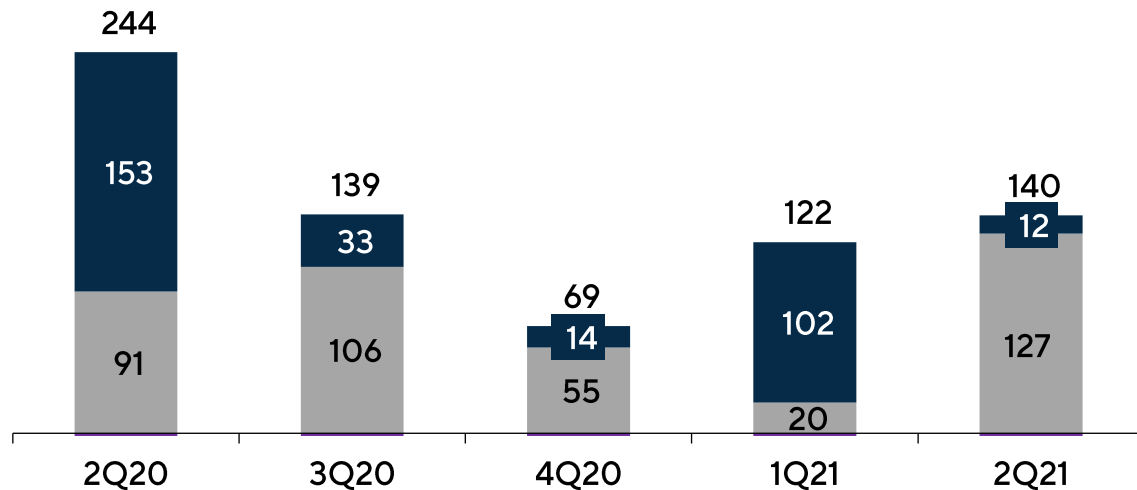
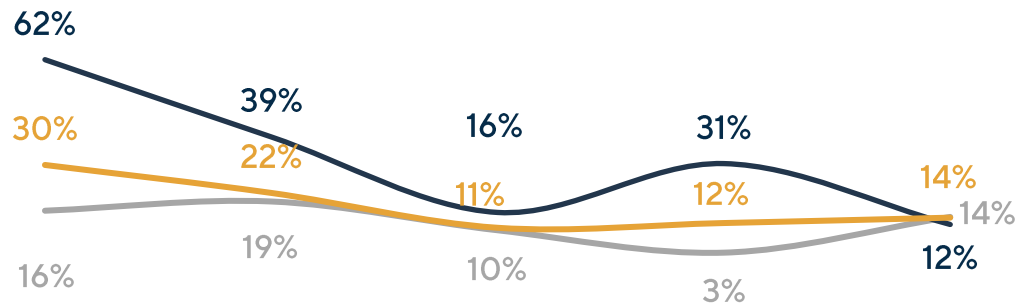
R\$130 mm of PSV
30% sold until 2Q21



R\$98 mm of PSV
12% sold until 2Q21

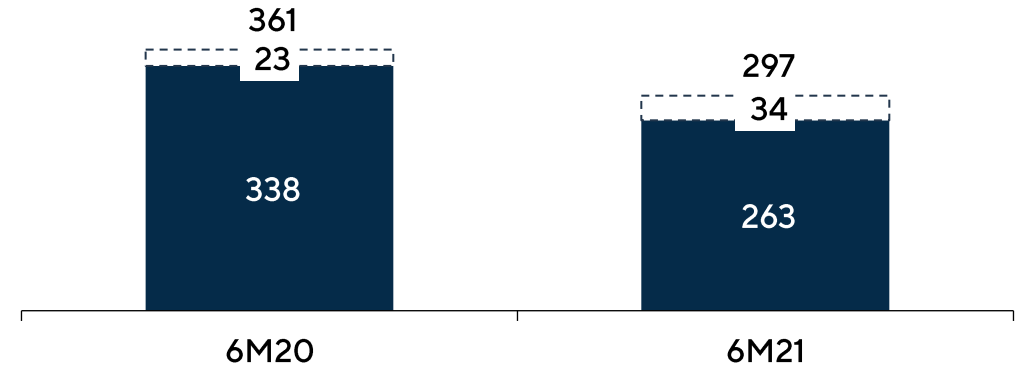
Opening per quarter (Melnick's share – R\$'000):

■ Launch Sales
 ■ Inventory Sales
 — Inventory SOS
— Launch SOS
 — Quarterly SOS

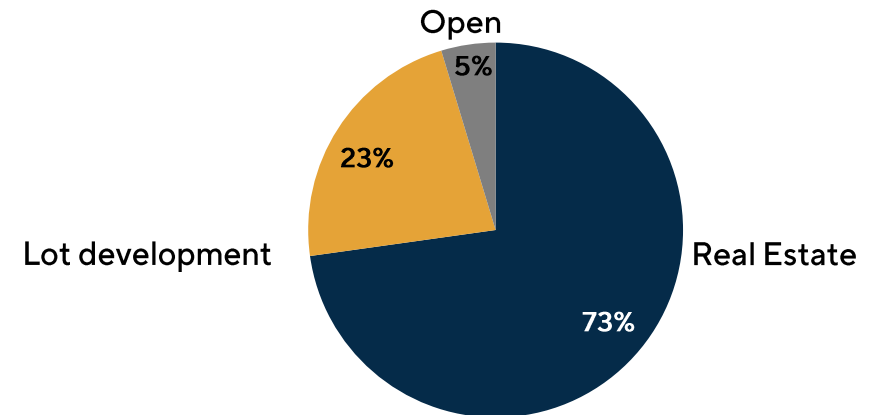


Total sales in the quarter: (R\$'000):

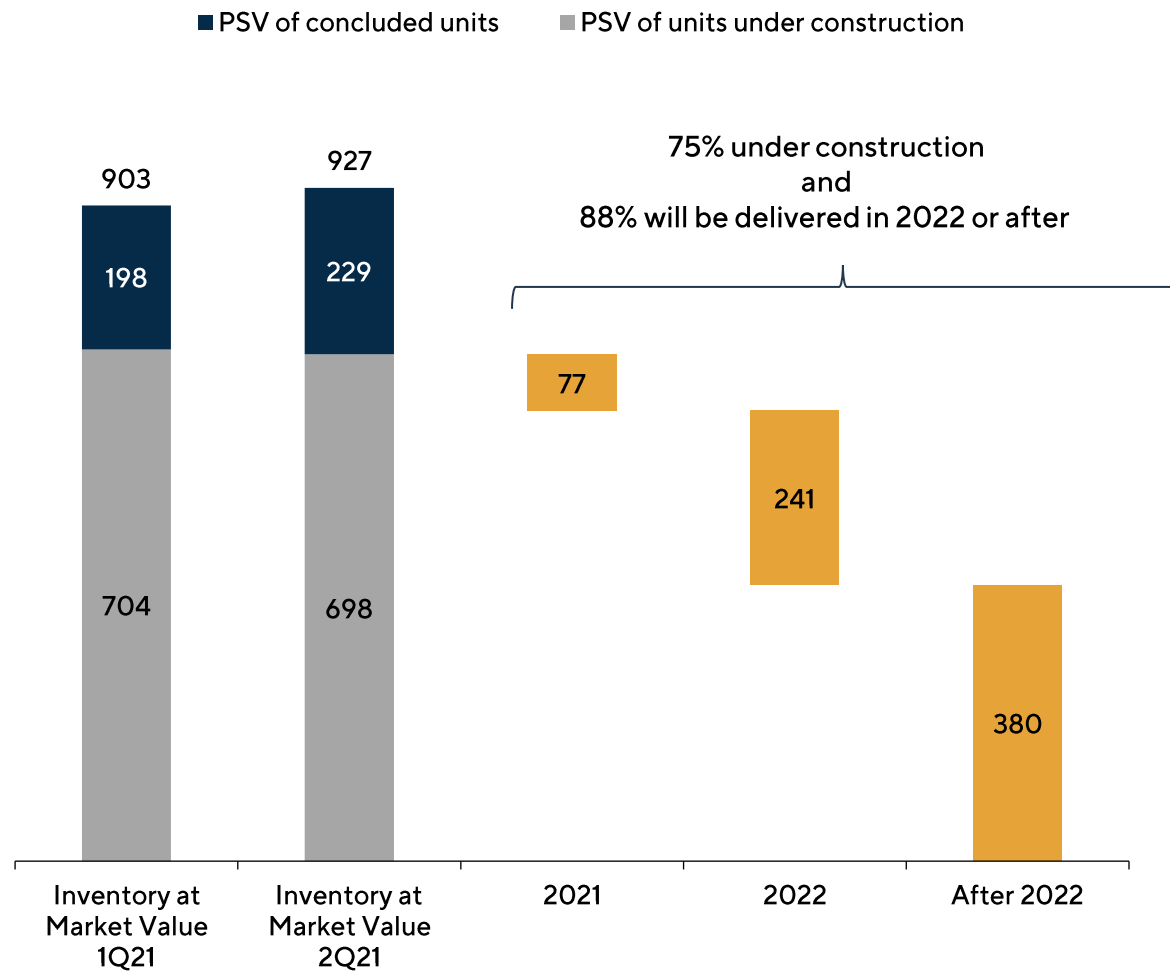
▨ Sales (partners)
 ■ Sales (Melnick's share)



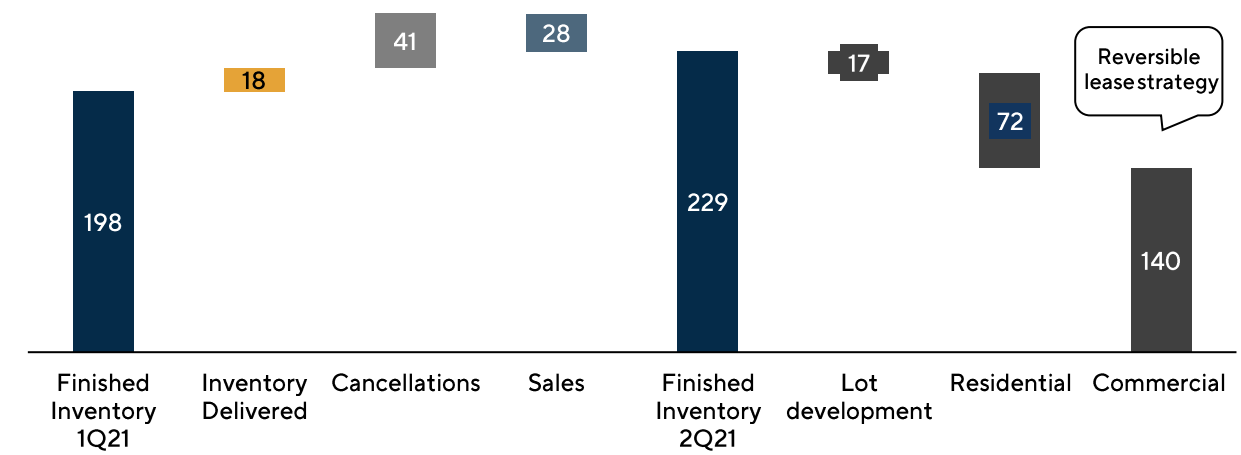
Distribution by bussiness (% Melnick):



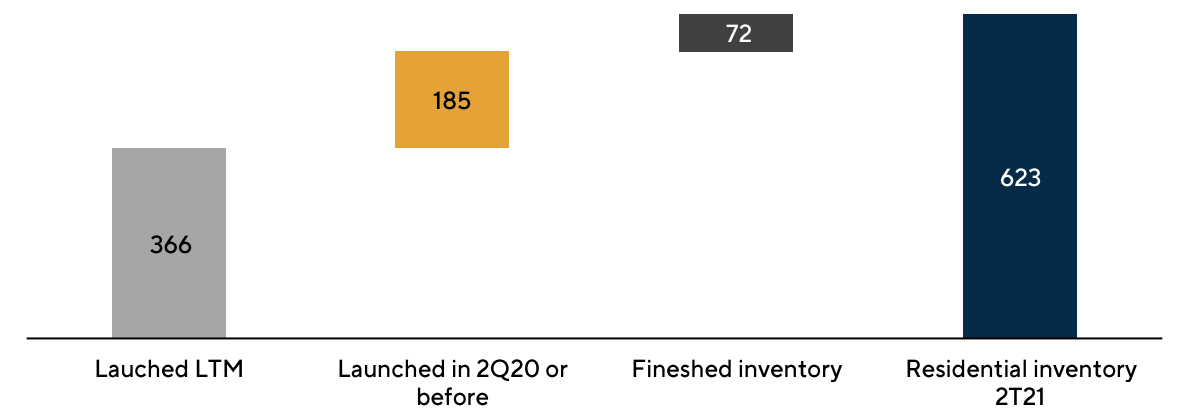
Opening by year of completion (Melnick's share- R\$ '000):



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



Breakdown of residential inventory (Melnick's share- R\$ '000):



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

2Q21 DELIVERY

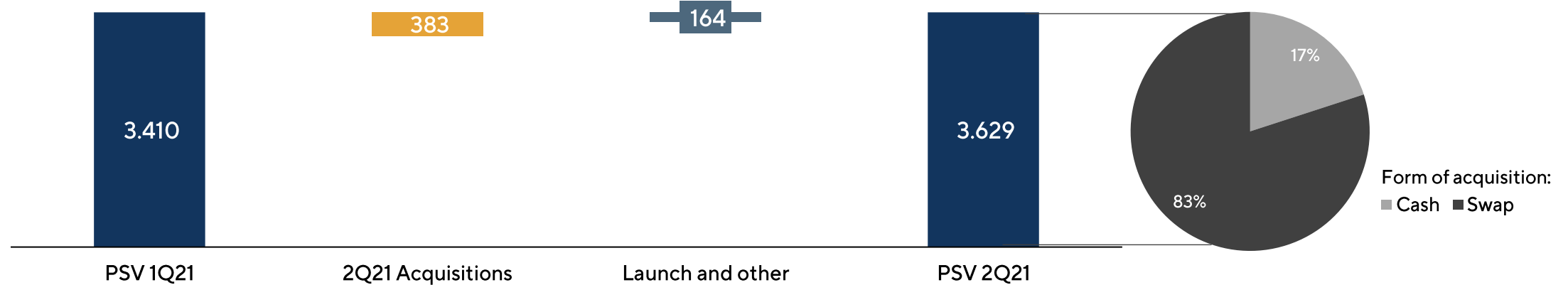


Gross PSV: R\$121 mm

Melnick's PSV: R\$90 mm

190 units

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



R\$ 3.6 bi of potencial PSV (Melnick's share)
38 lands or phases

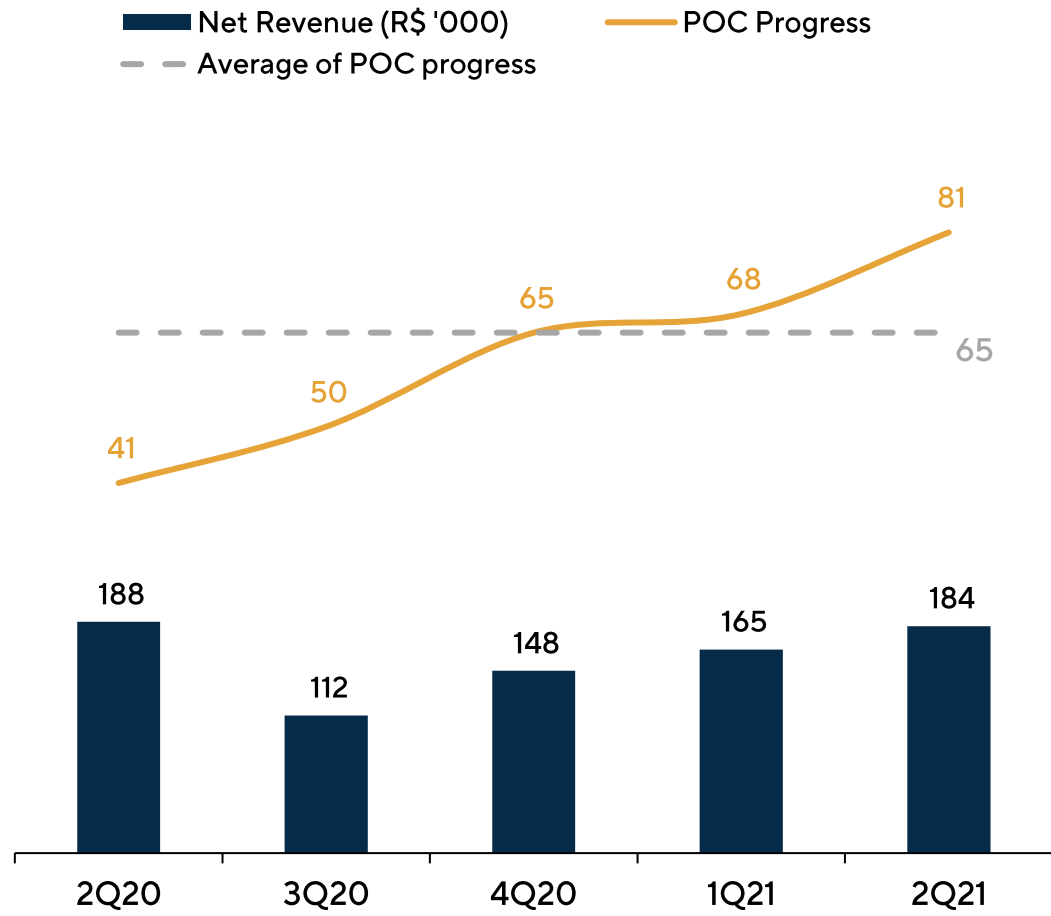


R\$ 1.1 bi of projects approved for launch

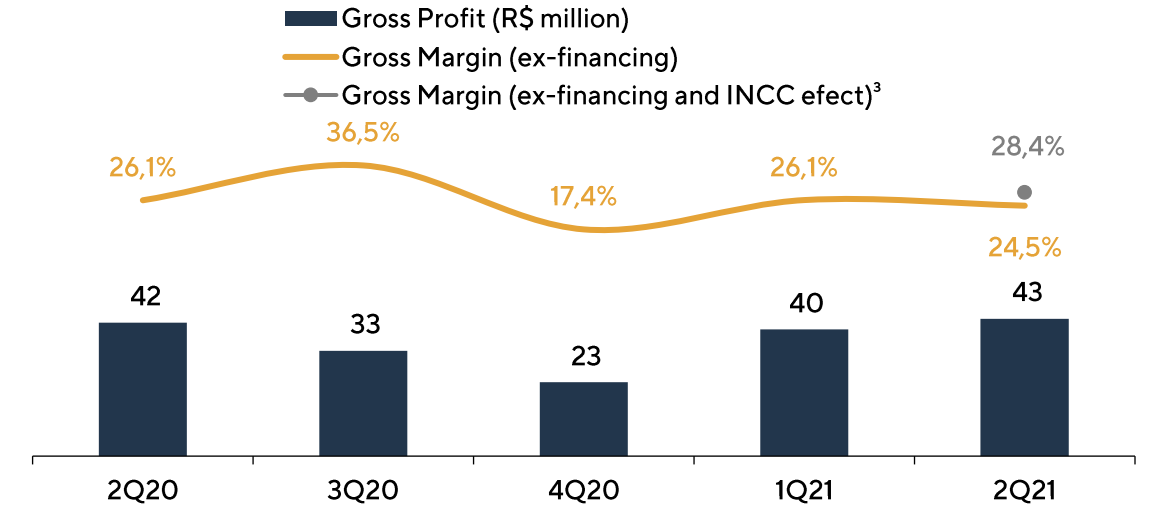


2Q21 Acquisition: Country Clube Area 3

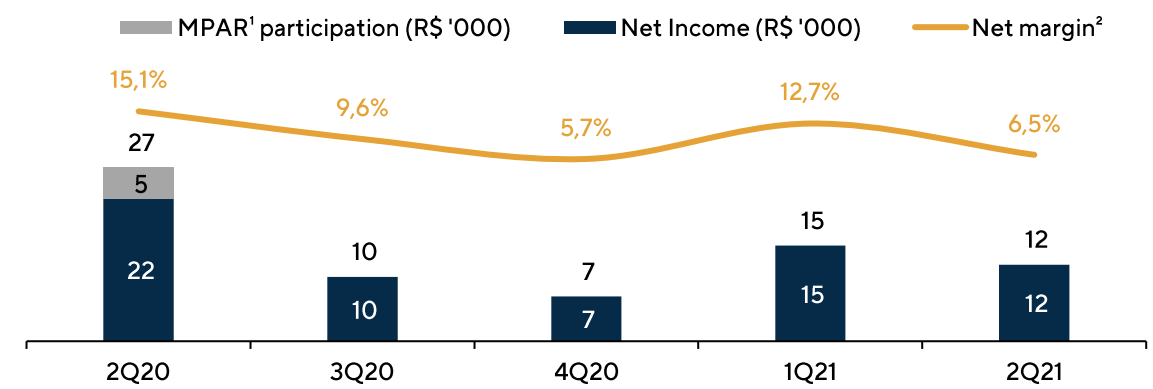
Evolution of Net Revenue:



Evolution of Gross Profit and Gross Margin:



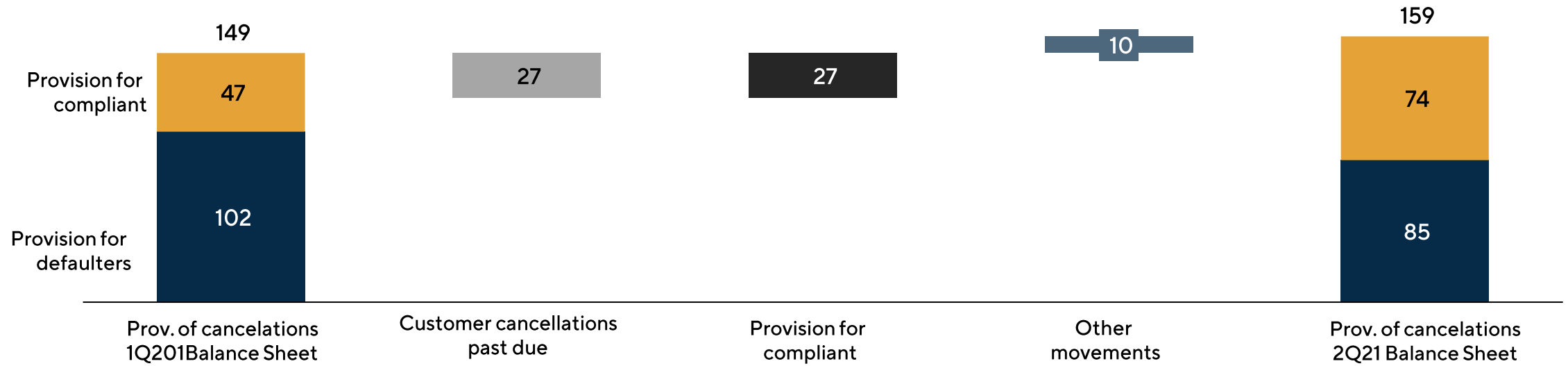
Evolution of Net Income:



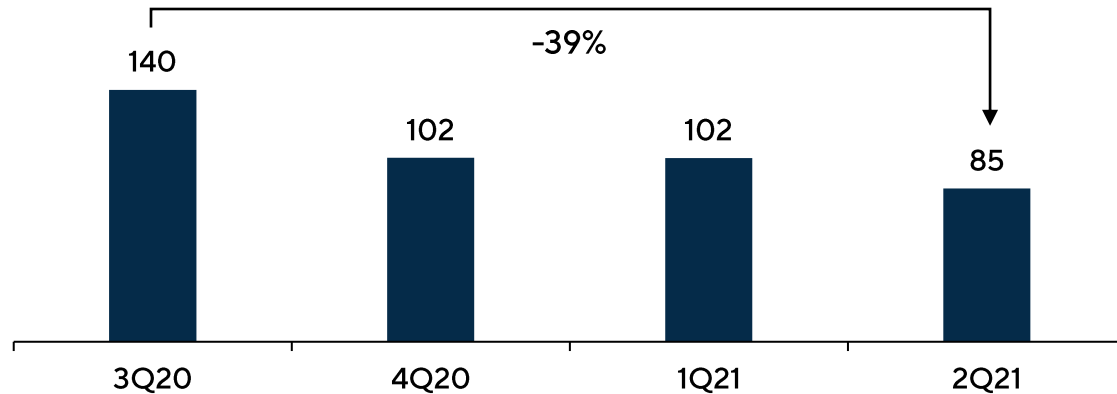
(1) Considering the profit from the direct stake held by MPAR of 15% in the Company's SPEs, due to the corporate reorganization of July 10, 2020. (2) Given that net income considers minorities' interest, net margin is also related to net income before minorities' interest. (3) The adjustment of the accounts 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

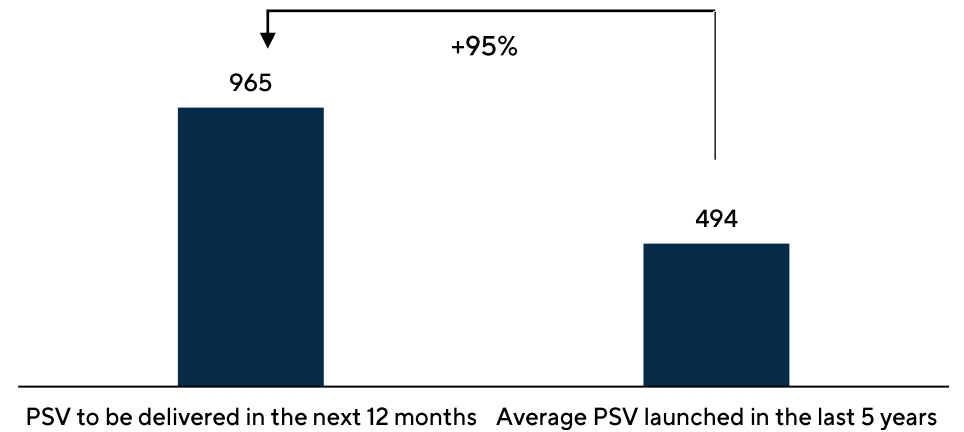
Breakdown Provision for Cancellations (PSV R\$'000):



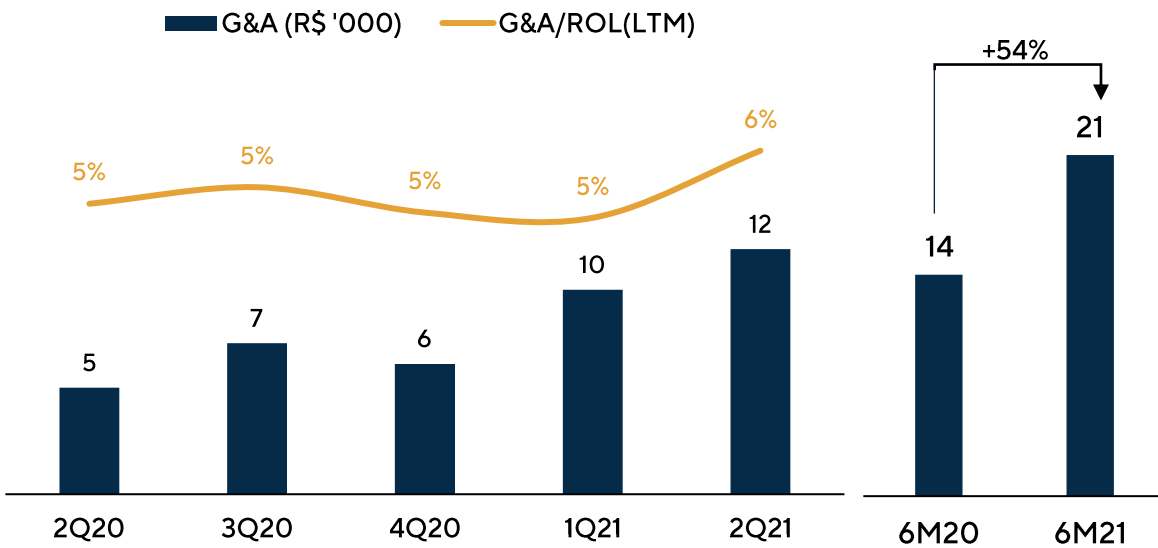
Provision for defaulters:



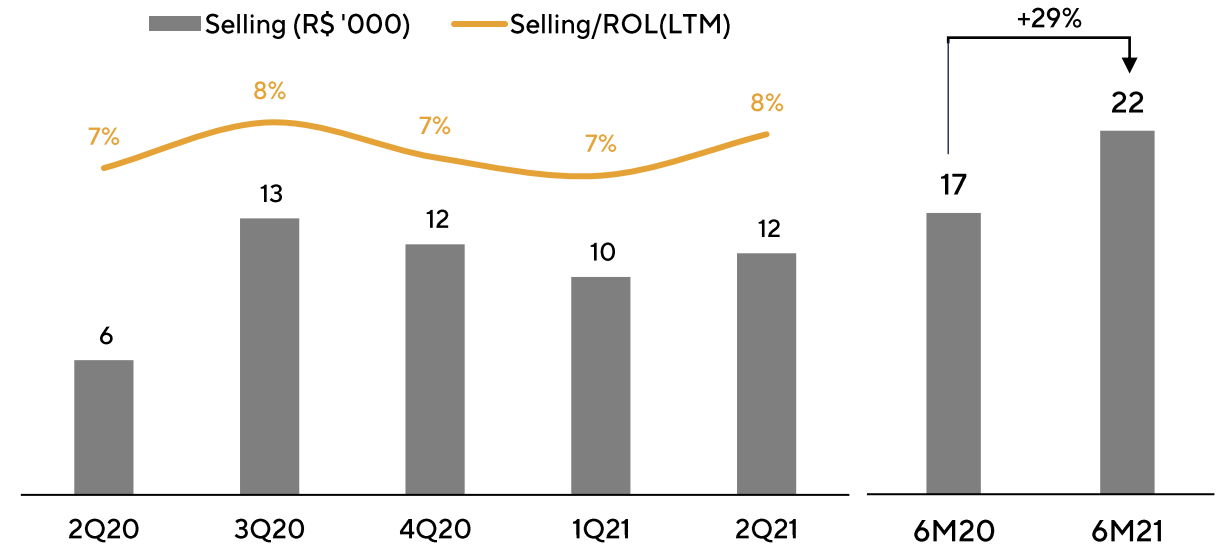
Provision for compliant:



Evolution of General and Administrative Expenses:



Evolution of Selling Expenses:



CAPITAL STRUCTURE AND CASH GENERATION

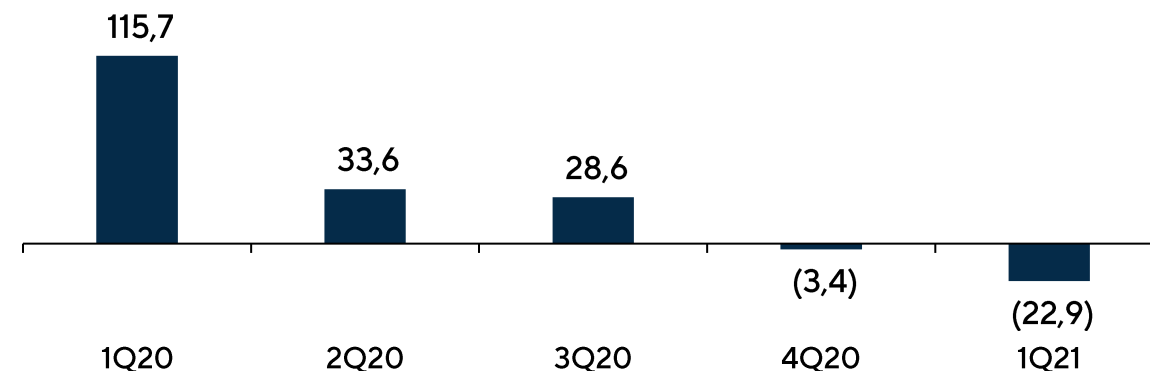
Leverage:

	06/30/2021 (R\$ '000)	
Financing to production - SFH	64.6	99%
Financing to production - CRI	2.5	1%
Gross Debt	67.1	100%
Cash	(635.3)	
Net Debt	(568.2)	
Shareholders' Equity	1.212.2	
Net debt /Shareholders' equity	-46.9%	

Cash position of **R\$ 635.3 mm** in 2Q21.

Cash generation/cash burn:

Cash Generation/Burn (R\$ '000)	2Q20	3Q20	4Q20	1Q21	2Q21
Initial net debt	104.3	(14.7)	(595.4)	(622.3)	(603.4)
Final net debt	(14.7)	(595.4)	(622.3)	(603.4)	(568.2)
Net debt variation	(119.1)	(580.7)	(26.9)	18.9	35.2
Others	3.3	547.1	(1.7)	(15.5)	(12.3)
Total	(115.7)	(33.6)	(28.6)	3.4	22.9



THANK YOU!

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