

Release of Results

4Q24

melnick
Muito mais que morar



Notice

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They encompass risks, uncertainties, and assumptions as they refer to upcoming events, and, therefore, depend of circumstances that may occur or not. Investors must understand that general economic conditions, market conditions, and other operational factors can affect Melnick's future performance and lead to results that differ from those stated in such future considerations.

Highlights

Launches % Melnick

R\$ **1,1** B In 2024

49% Increase when compared to 2023.

R\$ **251** M In 4Q2024.

340% Increase when compared to 4Q2023.

Sales % Melnick

R\$ **837** M In 2024

3% Even with an atypical 2Q24, we exceeded net sales when compared to 2023.

R\$ **236** M In 4Q2024.

61% SoS of launches in 4Q2024.

Results

24,9% In gross margin in 2024 with **9%** growth compared to 2023.

R\$ **71** M In net income in 2024.

26,5% In gross margin in 4Q2024.

R\$ **34** M In net income in 4Q2024.

R\$ **71** M In cash generation in 2024 with a **37%** increase when compared to 2023.

Launches 2024

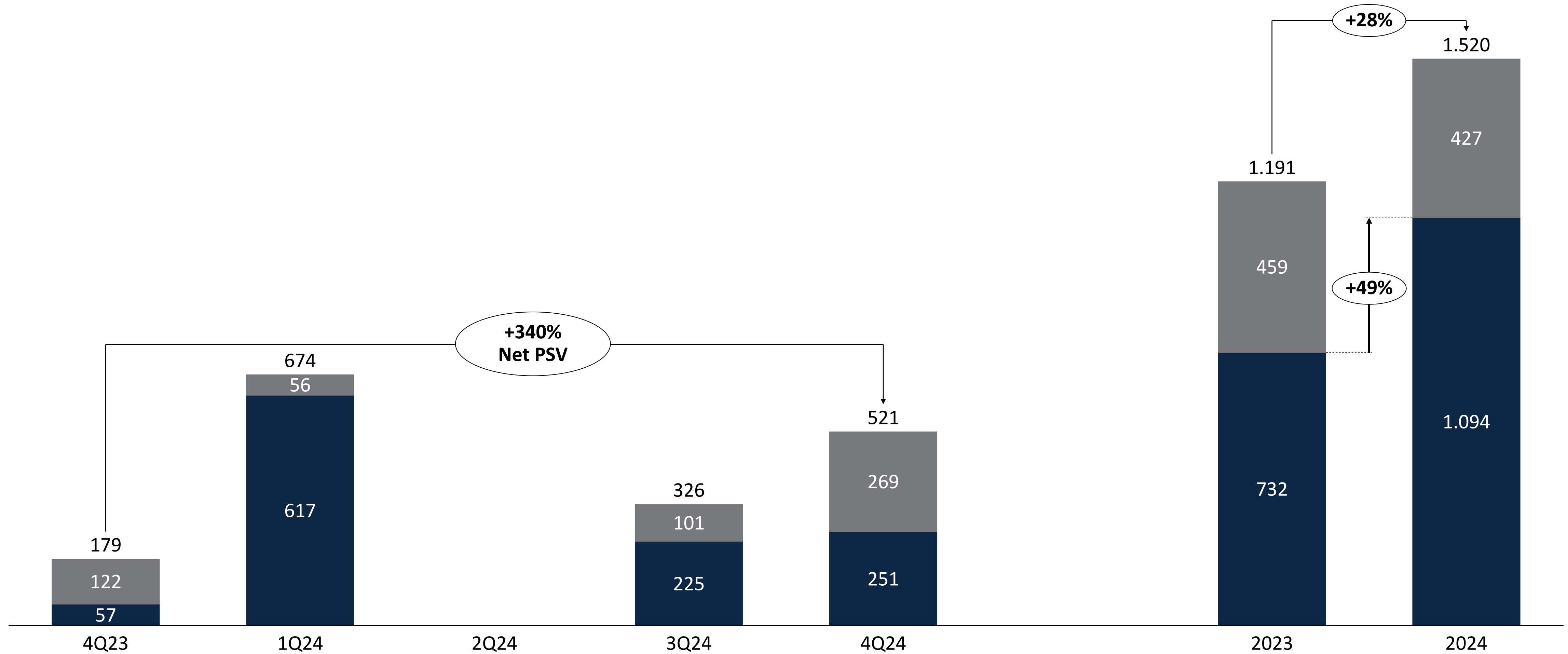


Project	Business unit	PSV 100% ¹ (R\$ '000)	PSV Melnick ² (R\$ '000)	Usable área (m2)	Unit. ³	Average Value/Unit (R\$ '000)	Segment
1Q2024		673.605	617.161	37.828	164	3.763	
High Garden Rio Branco	INC	241.158	226.689	18.750	130	1.744	Residential
Zayt	INC	432.447	390.472	19.078	34	11.484	Residential
2Q2024		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	Open	42.728	35.936	6.085	143	251	Residential
4T2024		520.511	251.033	251.666	1.082	460	
Jazz Nova York	INC	122.052	106.526	7.661	61	1.746	Residential
Open Alto Ipiranga - F2	Open	42.728	35.223	5.916	139	253	Residential
Greenfield	LOT	153.112	46.278	141.589	525	292	Urban Development
Península	LOT	202.619	63.006	96.500	357	568	Urban Development
Total		1.520.091	1.093.560	318.447	1.713	822	

Launches 2024



Gross PSV¹
 Net PSV²



4Q2024 Launches

JAZZ NOVA YORK

PSV¹ % MELNICK – R\$ 107 M
34% Sold

PENÍNSULA

PSV¹ % MELNICK – R\$ 63 M
94% Sold

GREENFIELD

PSV¹ MELNICK – R\$ 46 M
91% Sold

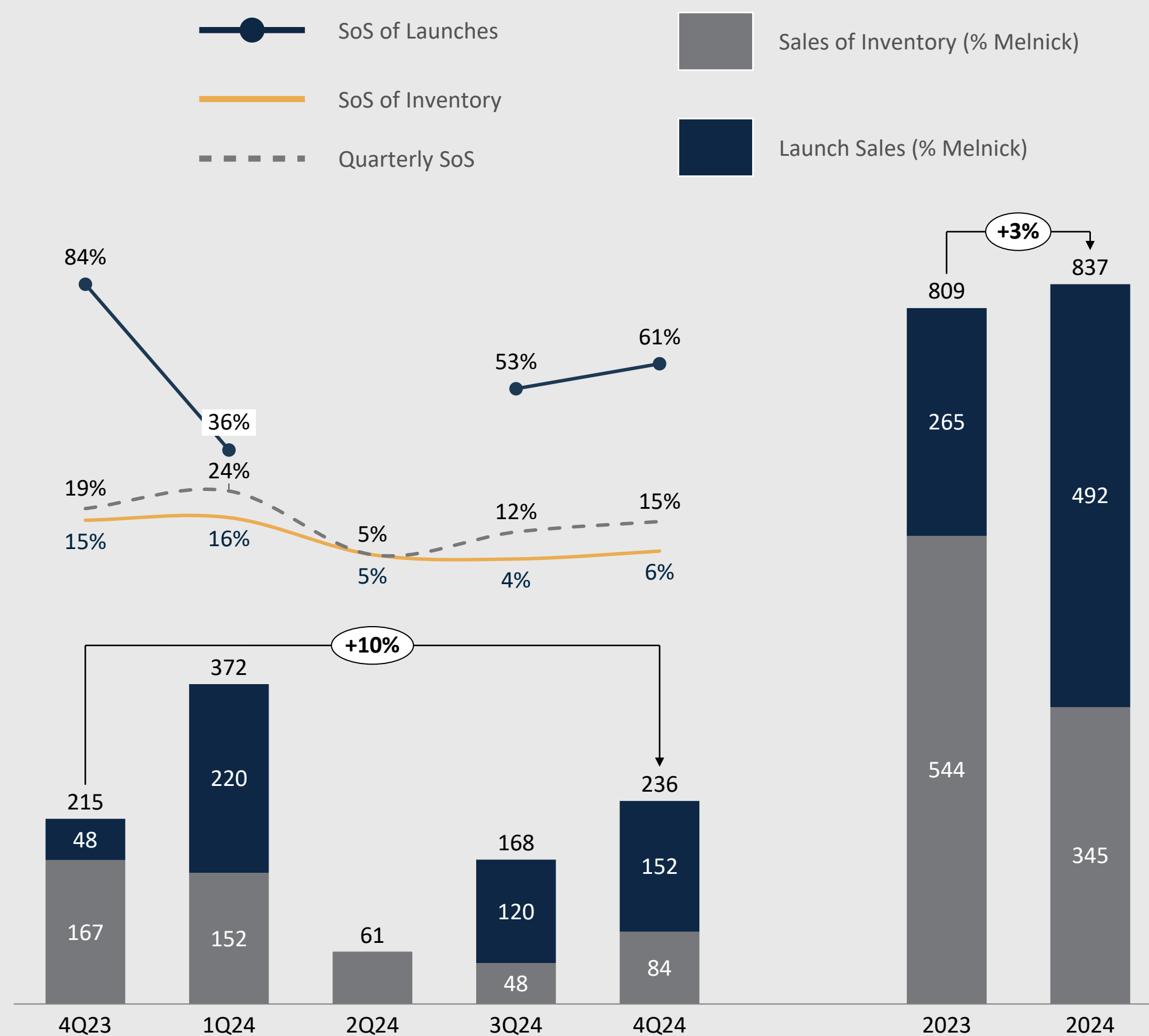
OPEN ALTO IPIRANGA

PSV¹ % MELNICK – R\$ 35 M
79% Sold

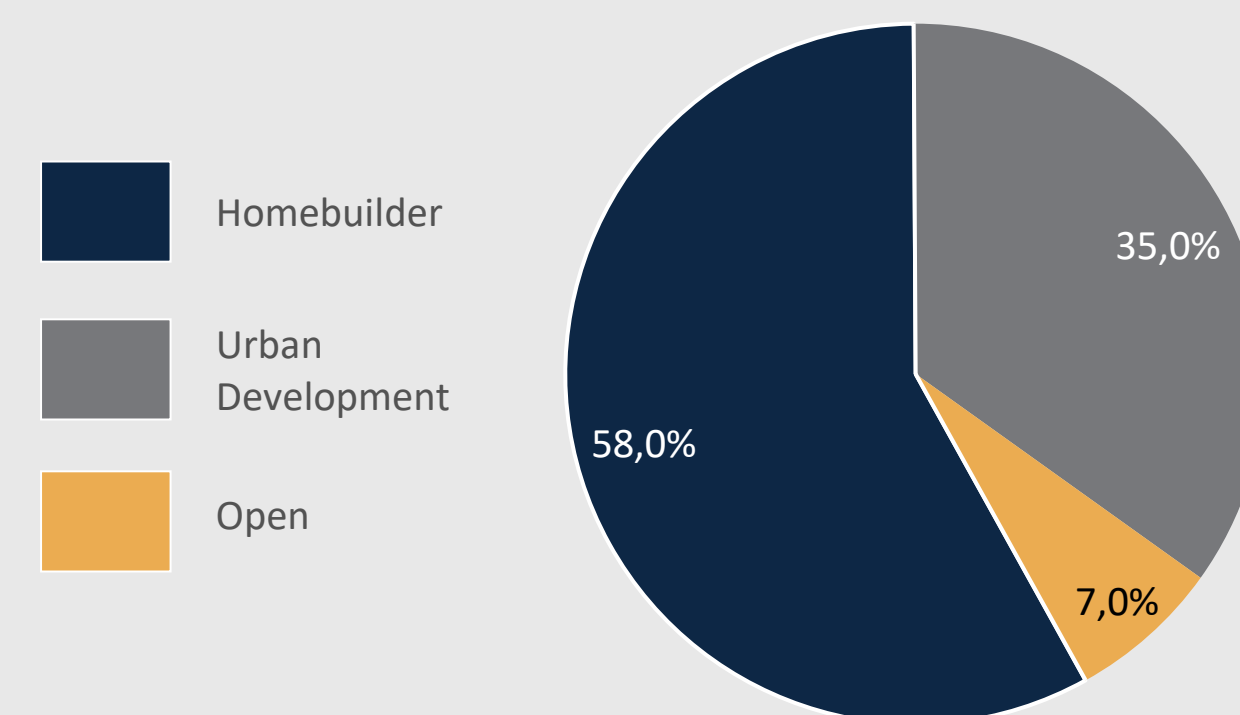
(1) PSV of physical swap and sales commissions, gross.

Net Sales

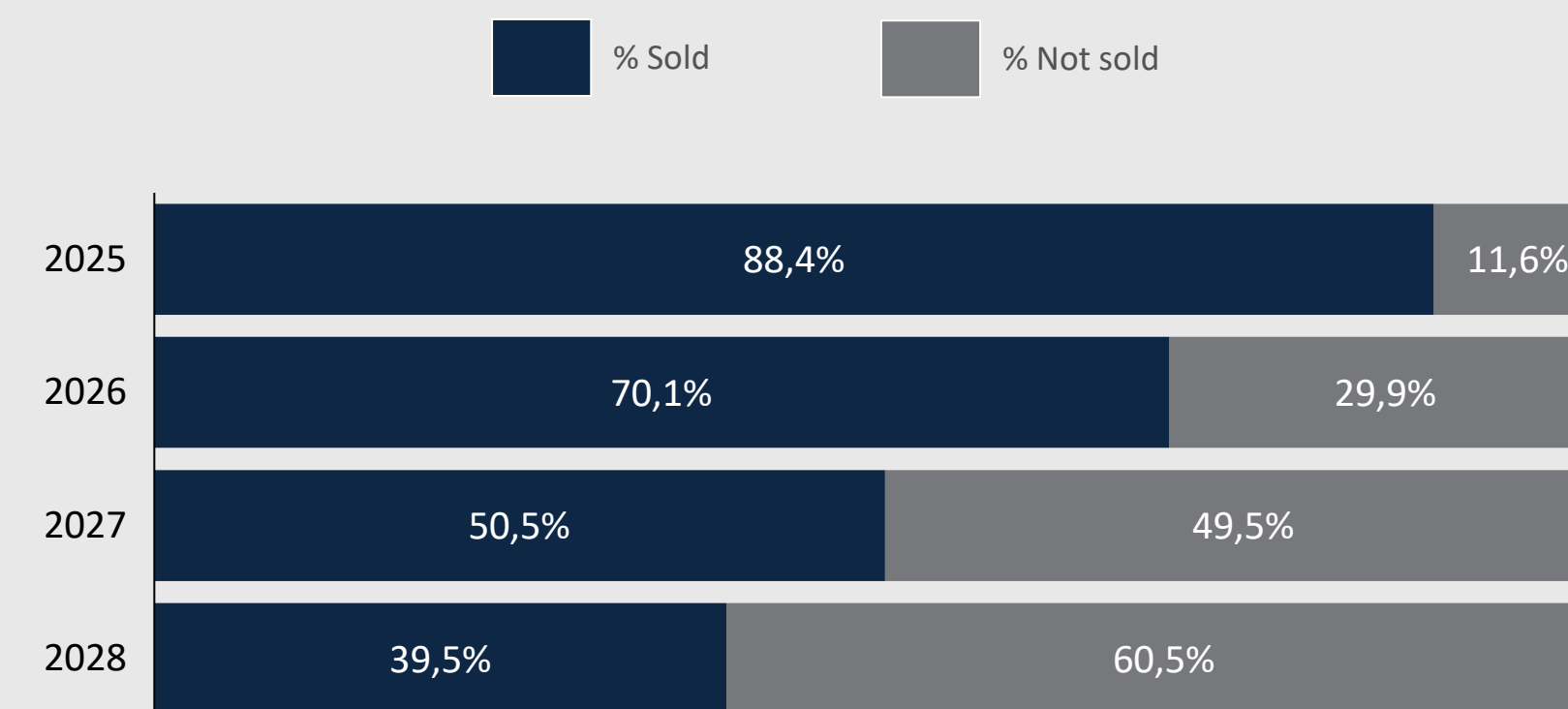
Breakdown by quarter
(% Melnick – R\$ million):



Breakdown of business units
sold in 4Q24 (% Melnick):

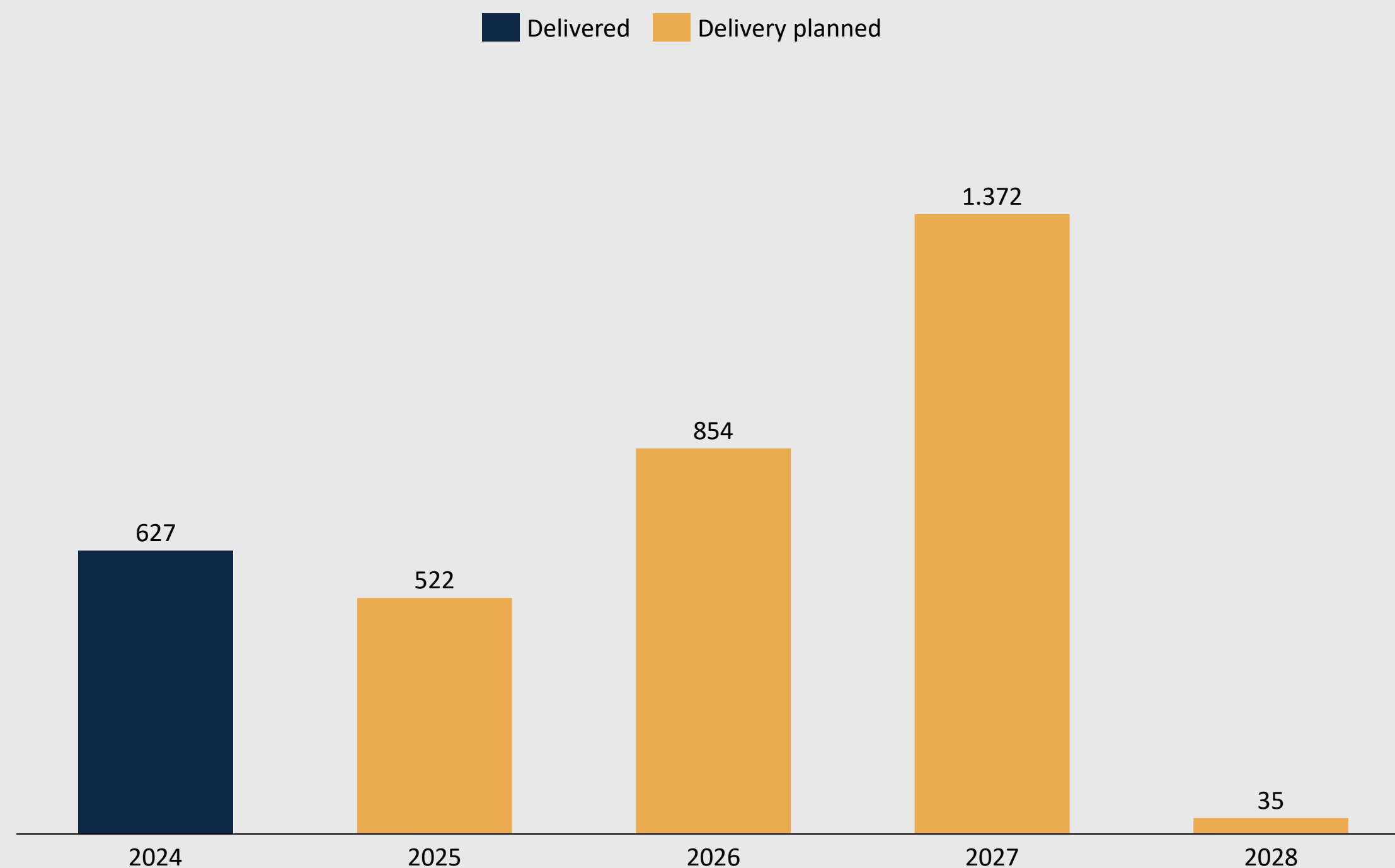


% Sold in the Year of Delivery (% Melnick):



Deliveries and Operational Capacity

Future deliveries (% Melnick – R\$ million)



Operational capacity



Active construction sites

16 Homebuilder
4 Urban Development



Units under construction

2.947 Homebuilder
1.332 Urban Development



M2 under construction

392.171 Homebuilder
70.710 Urban Development

4Q2024 Deliveries | % Melnick

average %
sold
91%

BOTANIQUE RESIDENCE



PSV¹ % MELNICK – R\$ 130 M
87% Sold

GO CARLOS GOMES



PSV¹ % MELNICK – R\$ 64 M
83% Sold

ZEN CONCEPT RESORT



PSV¹ % MELNICK – R\$ 26 M
99% Sold

CARLOS GOMES SQUARE

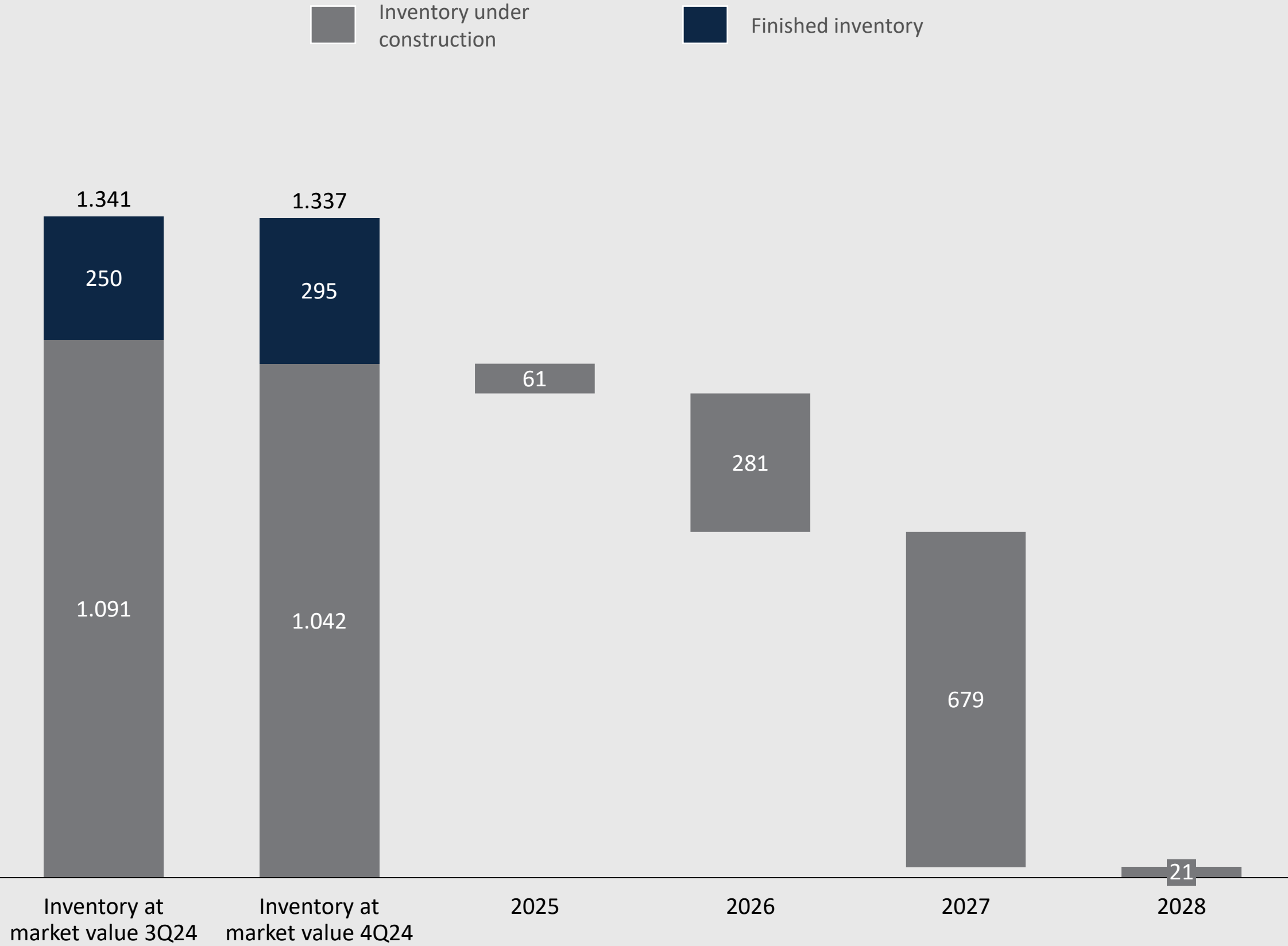


PSV¹ % MELNICK – R\$ 291 M
94% Sold

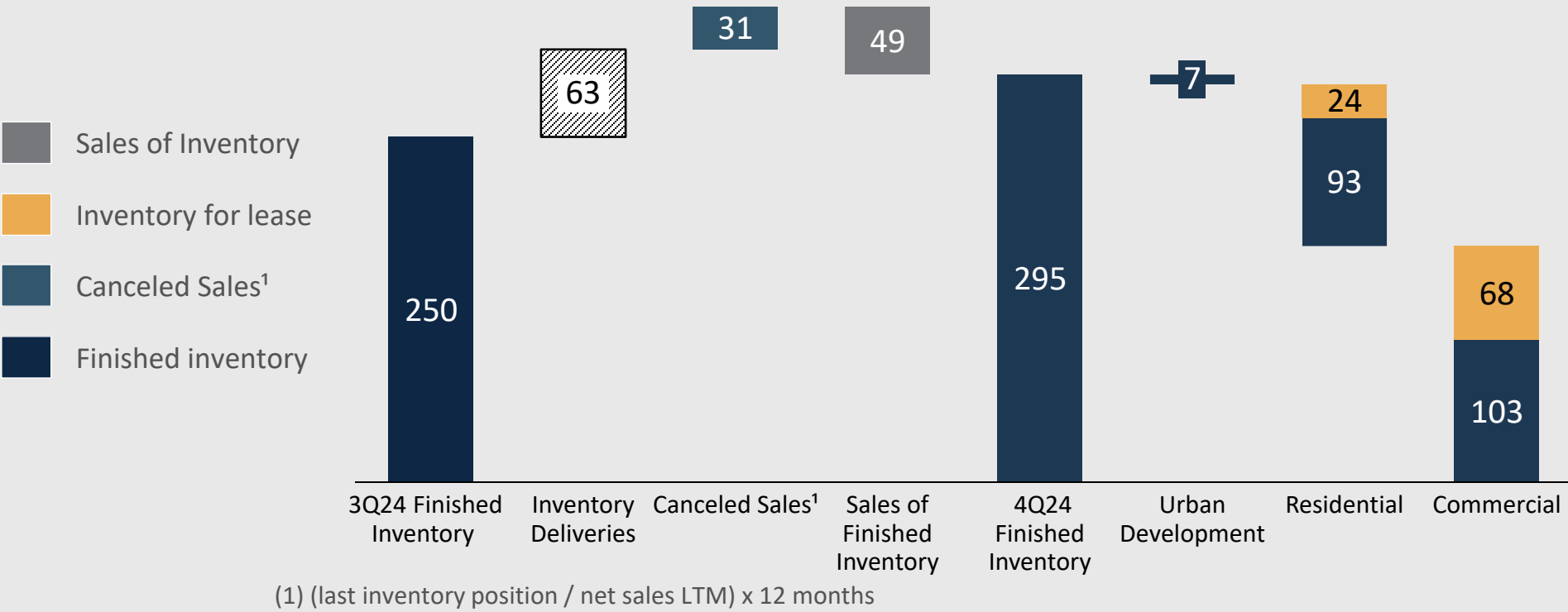
(1) PSV of physical swap and sales commissions, gross.

4Q2024 Inventory

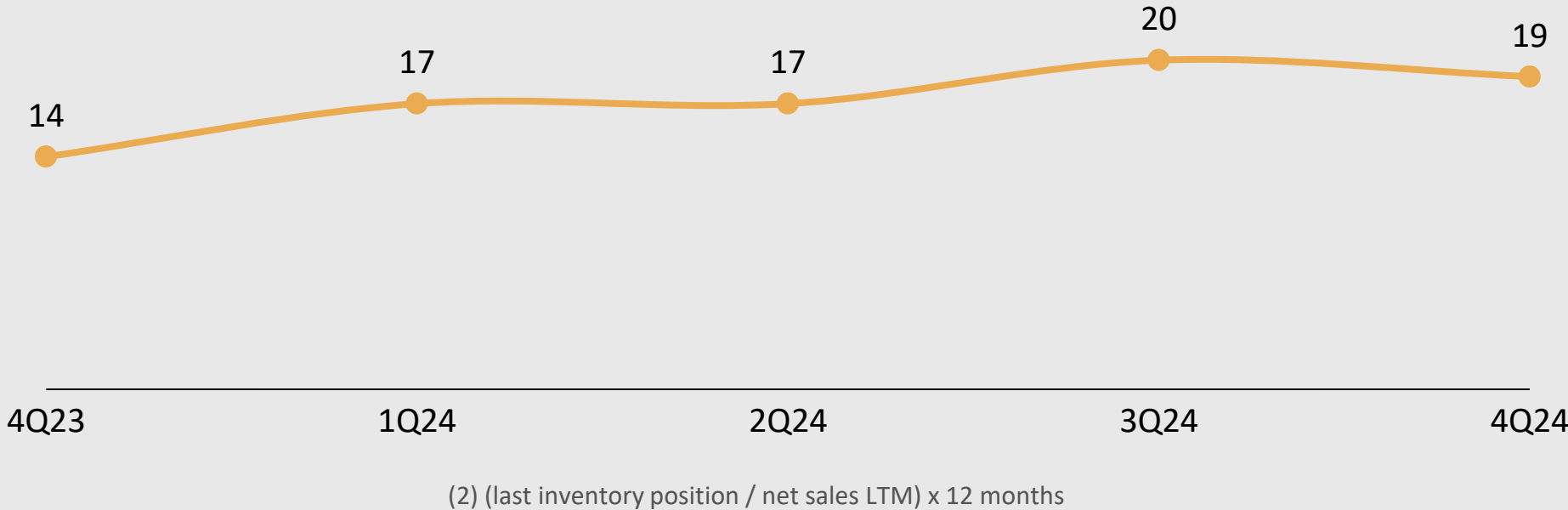
Evolution 3Q2024 to 4Q2024 and Opening for year of completion
(% Melnick – R\$ million):



Finished inventory



Inventory duration²



4Q2024 Landbank

Current landbank position,

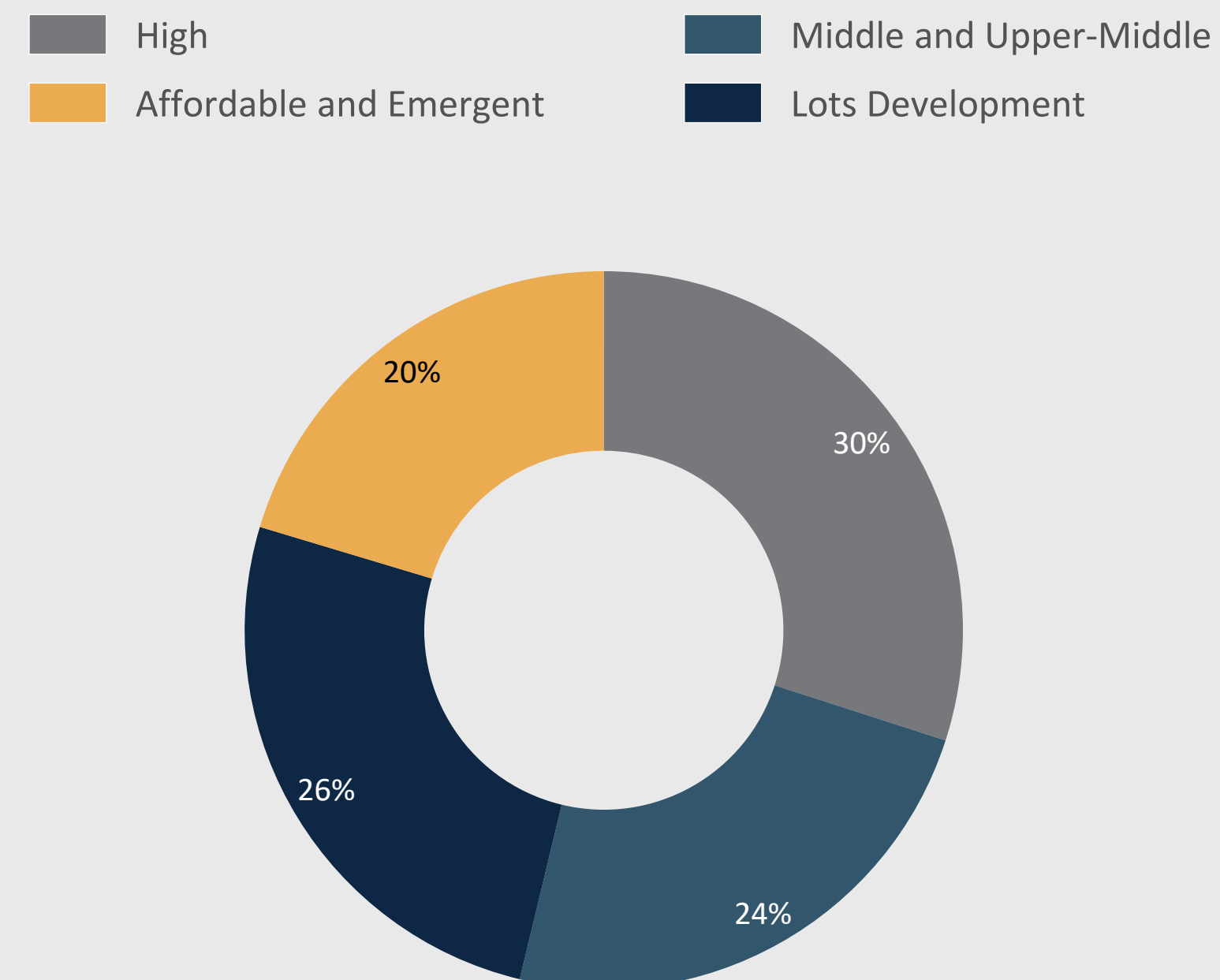
R\$ 4.5 B in total PSV.

R\$ 2.9 B in potential PSV (% Melnick), **20%**
acquired in cash.

Distributed in **30** plots or phases with **14% of
projects approved** with potential PSV of **R\$ 414 M**
(% Melnick).

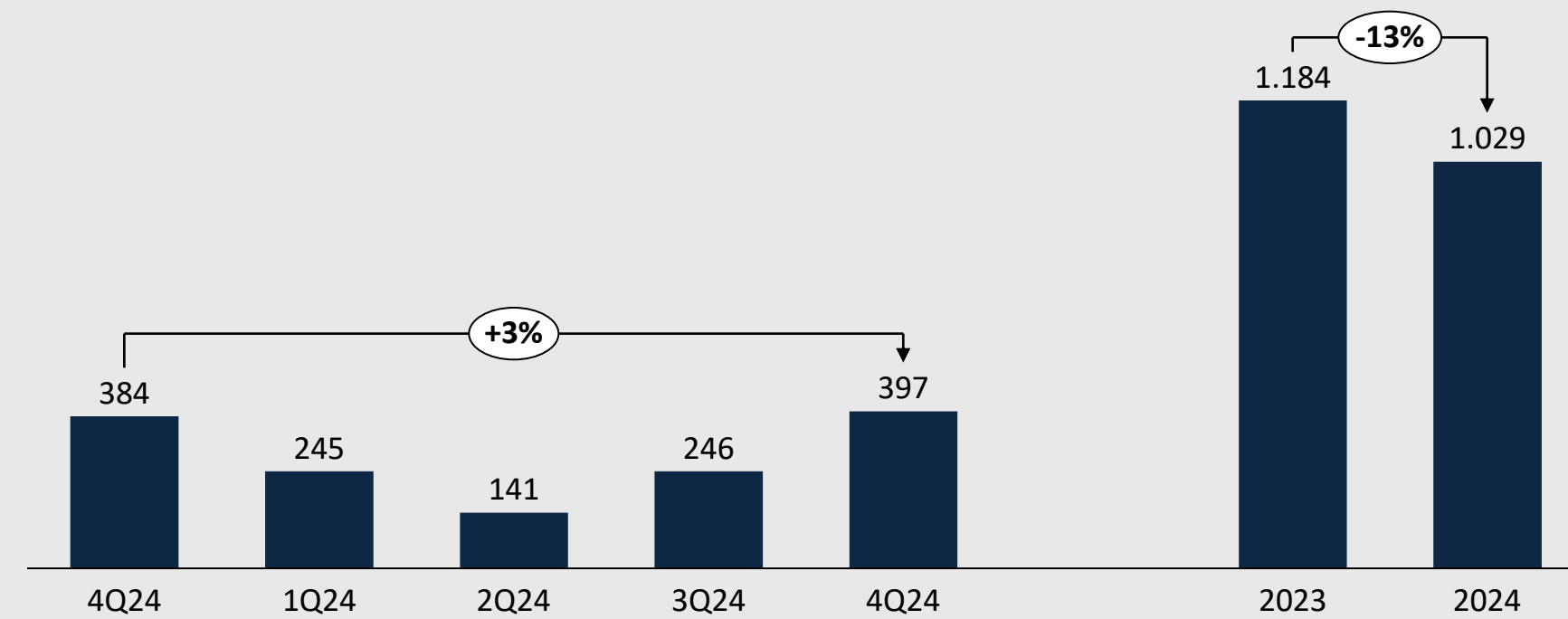
R\$ 342 M in potential PSV (% Melnick) acquired in
the quarter.

Landbank breakdown (%Melnick)

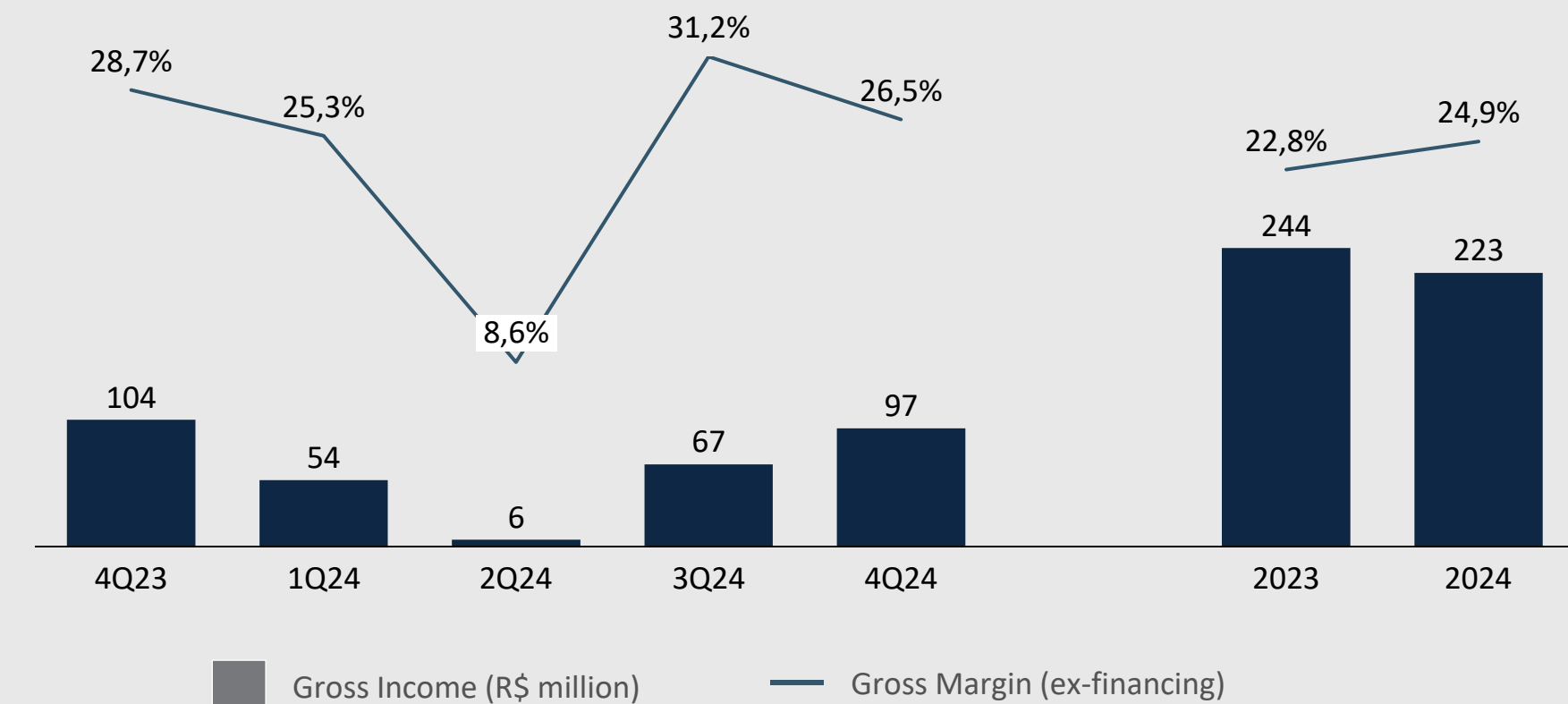


Financial Indicators

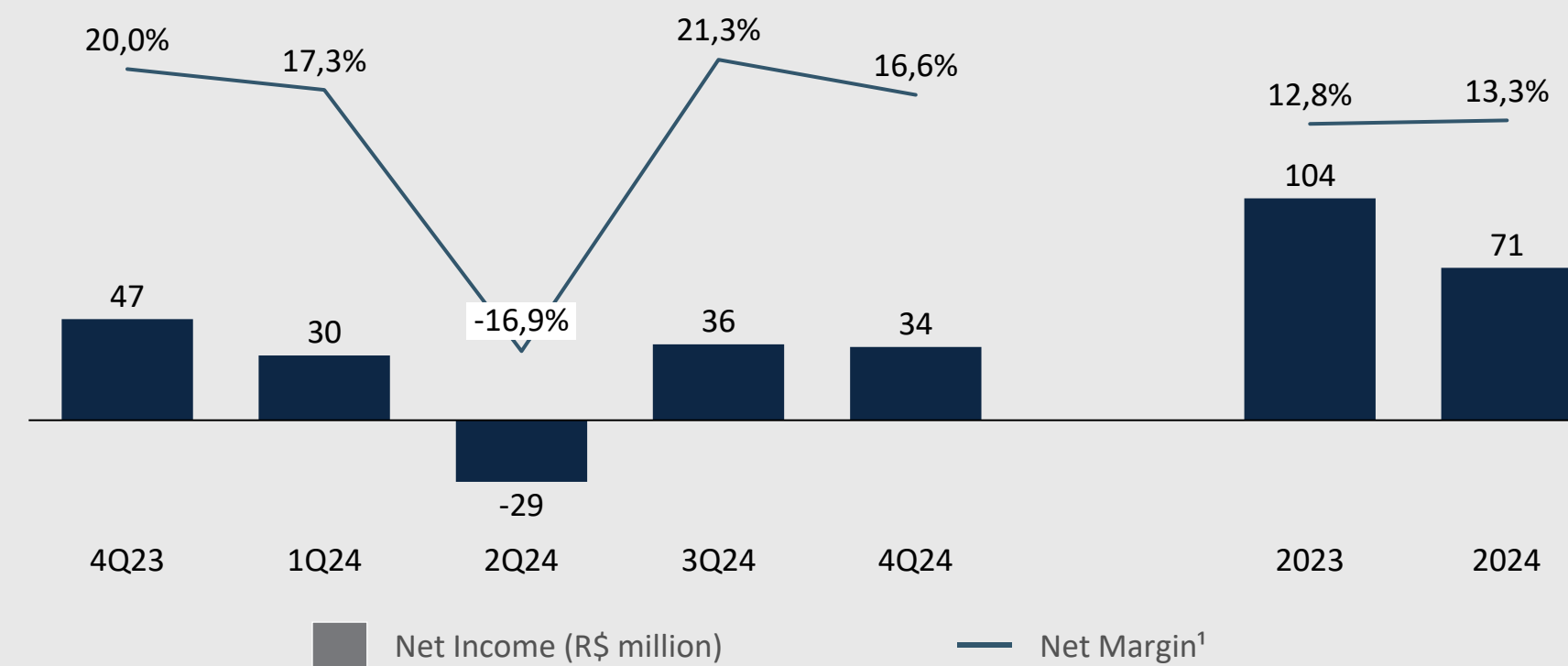
Net revenue breakdown:



Gross Income and Gross Margin Breakdown:



Net Income Breakdown:



Atypical 2Q2024 because of the floods occurred in Rio Grande do Sul.

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

Financial Soundness

Final Net Cash

	4Q 23	1Q 24	2Q 24	3Q 24	4Q 24
Production SFH	-278,0	-285,8	-320,6	-338,3	-354,9
Production CRI	-7,3	-2,6	-0,3	-5,5	-5,5
Gross Debt	-285,3	-288,5	-320,9	-343,8	-360,3
Cash	400,2	454,9	506,3	519,5	464,8
Net Cash	115,0	166,4	185,4	175,7	104,5
Equity	1205,2	1236,7	1168,9	1206,1	1211,6
Net Cash / PL	9,5%	13,5%	15,9%	14,6%	8,6%

Net Cash Variation

	4Q 23	1Q 24	2Q 24	3Q 24	4Q 24
Initial Net Cash	165,7	115,0	166,4	185,4	175,7
Final Net Cash	115,0	166,4	185,4	175,7	104,5
Net Cash Variation	-50,7	51,5	19,0	-9,7	-71,2
Dividends and Contributions	0,0	-	41,4	-	40,0
Stock buyback	-	-	-	-	-
Cash burn	-50,7	51,5	60,4	-9,7	-31,2

Solid cash position of R\$ 464.8 million.

R\$ 104.5 million in net cash.

Operating cash generation of R\$ 70.9 million in 2024 with a **37%** increase when compared to 2023.

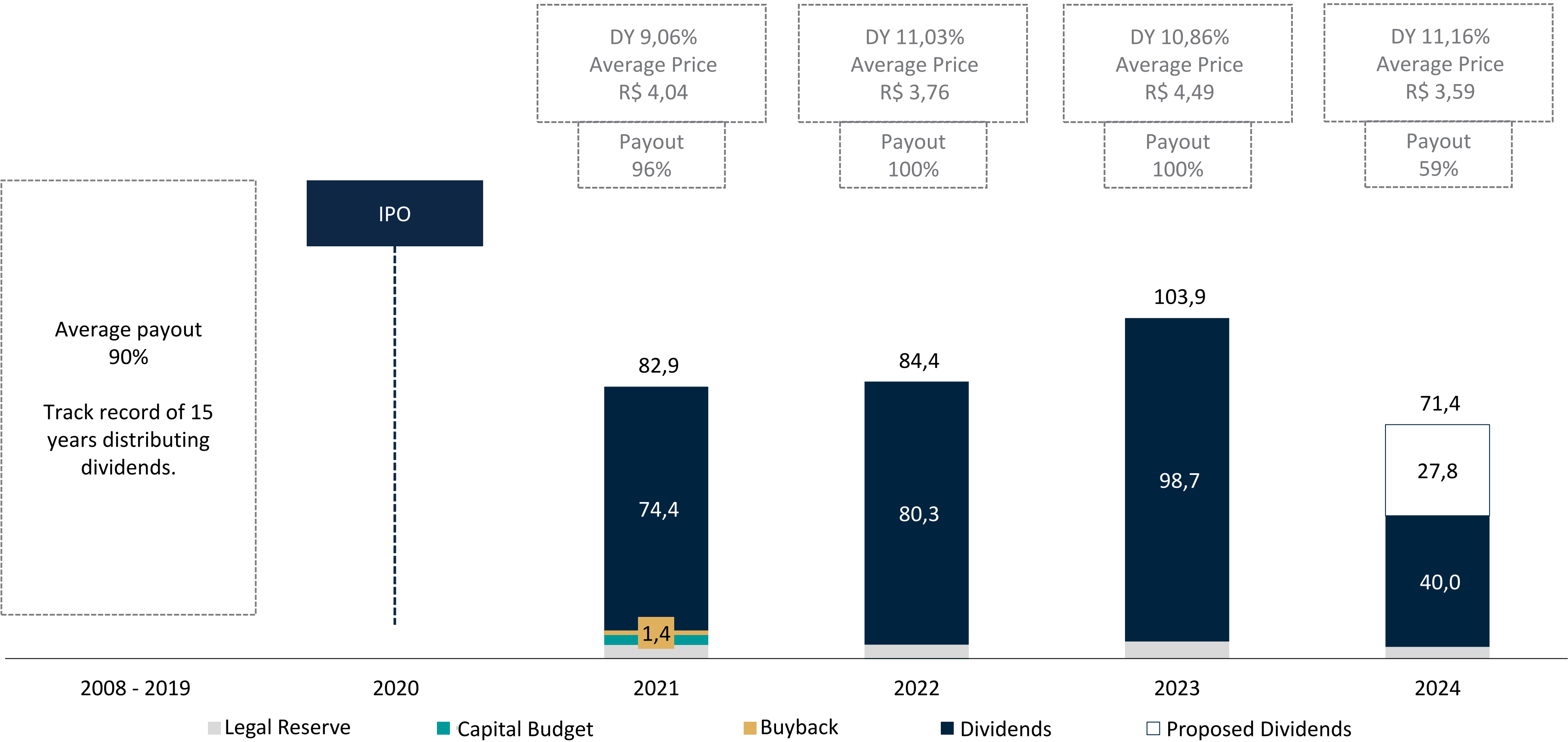
Cash burn of R\$ 31.2 million in 4Q2024.

Distribution of dividends of R\$ 40.0 million in 4Q2024 and R\$ 81.4 million in 2024.

Dividend history

Allocation of earnings

Dividends approved between 2021 and 2024 account for 26% of the equity



Average price calculated with the closing price on the last business date.

Subsequent Events

Decrease of Capital

During the Special Meeting of Shareholders held on January 15, 2025, the Company approved the decrease of its capital stock to **R\$150,000,000.00**, in accordance with Article 173 of the Brazilian Corporate Law, without the cancellation of shares, through a cash reimbursement to shareholders in proportion to their equity interest. This decrease of capital is in line with the Company's strategy of creating value for all shareholders and stakeholders, without compromising its growth or investment capacity. The reimbursement amount to shareholders will be equivalent to **R\$ 0.73431451688** per share and will be paid in full on **March 28, 2025**.

Instructions for the Q&A

FAQ

To ask a question, please click the #Raise hand# icon or enter your question or send it via #Q&A# icon on the bottom of your screen.

Because of the dynamics, we will announce your names and ask you to pose your questions.

At this time, a request to turn your microphone on will appear on the screen.



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