

## MELNICK DISCLOSES PRELIMINARY 4Q20 OPERATING RESULT

**Porto Alegre, January 14, 2021 – Melnick Desenvolvimento Imobiliário S.A. (B3: MELK3),** a construction and real estate development company strategically focused in the south region with operations in real estate projects and lot development, announces its preliminary and unaudited data for launches, deliveries, sales, cancellations and land bank acquisitions in the fourth quarter of 2020.

### Launches<sup>1</sup>

In the fourth quarter of 2020, there was one project launched amounting to R\$115.7 million gross PSV (R\$88.3 million net Melnick's PSV), totaling R\$686.21 million gross PSV (R\$500.4 million net Melnick's PSV) during the year.

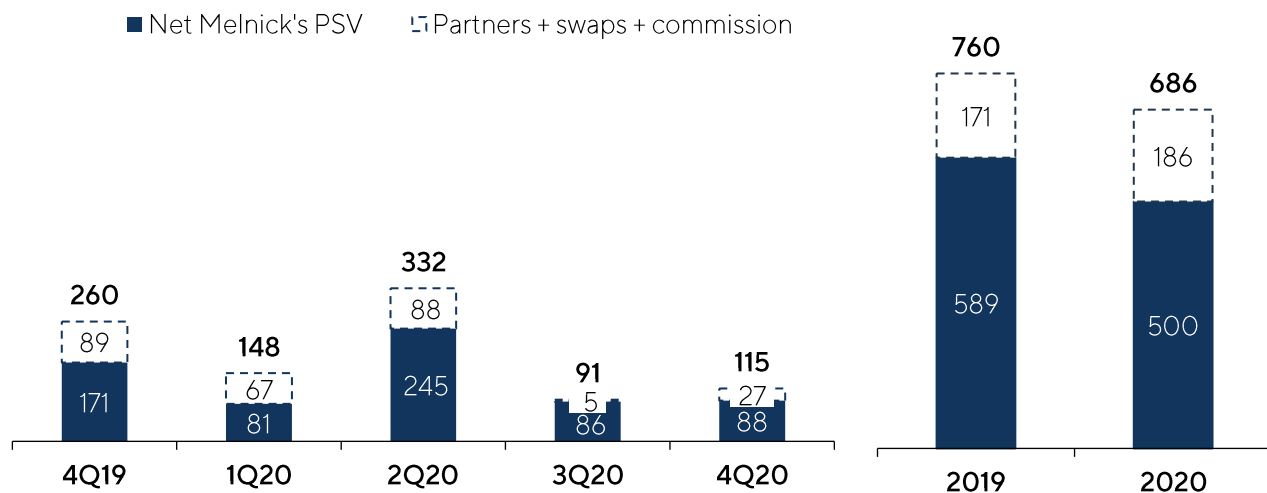
Projects	Business	Gross PSV <sup>2</sup> (R\$ '000)	Net PSV <sup>3</sup> (R\$ '000)	Melnick's PSV <sup>4</sup> (R\$ '000)	Usable Area (sq.m.) <sup>5</sup>	Unit <sup>5</sup>	Average Unit Value (R\$ '000)	Segment
<b>1st quarter</b>		<b>147,915</b>	<b>102,437</b>	<b>81,349</b>	<b>102,780</b>	<b>498</b>	<b>478</b>	
Sunset	LOT	78,152	52,721	31,633	98,718	345	153	Lot development
Go 24	R. E.	69,763	49,716	49,716	4,062	153	325	Residencial
<b>2nd quarter</b>		<b>332,458</b>	<b>244,583</b>	<b>244,583</b>	<b>24,227</b>	<b>322</b>	<b>2,663</b>	
Carlos Gomes Square - Fase 1	R. E.	290,563	204,751	204,751	13,647	82	2,497	Comercial
Open Canoas Centro - Fase 2	OPEN	41,895	39,832	39,832	10,580	240	166	Open
<b>3rd quarter</b>		<b>90,689</b>	<b>86,155</b>	<b>86,155</b>	<b>6,819</b>	<b>179</b>	<b>481</b>	
Carlos Gomes Square - Fase 2	R. E.	90,689	86,155	86,155	6,819	179	481	Residencial
<b>4th quarter</b>		<b>115,170</b>	<b>88,339</b>	<b>88,339</b>	<b>12,334</b>	<b>184</b>	<b>480</b>	
Supreme Altos do Central Park	R. E.	115,170	88,339	88,339	12,334	184	480	Residencial
<b>Total</b>		<b>686,232</b>	<b>521,513</b>	<b>500,425</b>	<b>146,160</b>	<b>1,183</b>	<b>441</b>	

<sup>2</sup> PSV gross of swaps and commission.

<sup>3</sup> PSV net of swaps and commission.

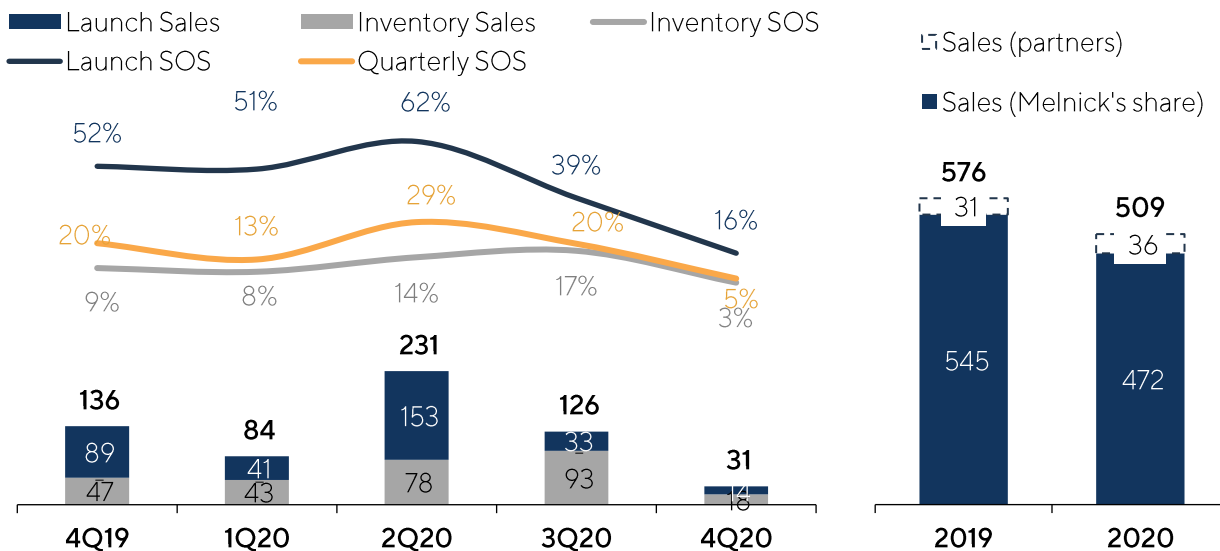
<sup>4</sup> Net PSV represented by the Company's current share in the projects, considering the corporate reorganization on July 10, 2020..

<sup>5</sup> Net of swaps.



## Sales<sup>1</sup>

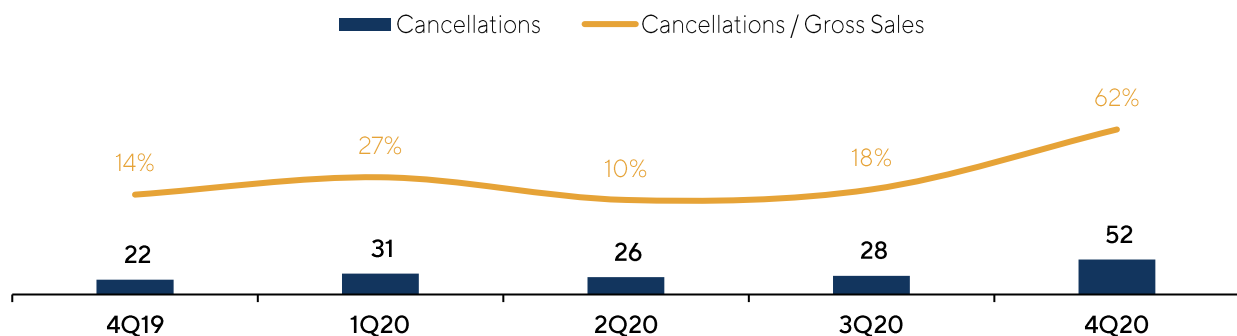
In the fourth quarter of 2020, net sales came to R\$31 million (Melnick's share), totaling R\$472 million (Melnick's share) during the year, the net sales over supply (SOS) ratio of the quarter was 5% and the gross SOS ratio of the quarter was 14%.



## Cancellations<sup>1</sup>

In the fourth quarter of 2020, there were R\$52 million (Melnick's share) of cancellations, which represented 18% of gross sales:

Cancellation	4Q19	1Q20	2Q20	3Q20	4Q20
Net Sales	136	72	231	127	31
Cancellation	22	31	26	28	52
Gross Sales	158	103	257	154	83
Inventory	69	74	104	121	69
Launches	89	41	153	33	14
Cancellation / Gross Sales	14%	27%	10%	18%	62%



Of the total volume of cancellations in the quarter, 80% were already included in the provision for cancellation by default.

## Deliveries<sup>1,6</sup>

In the fourth quarter of 2020, we delivered one project with gross PSV of R\$37.9 million (R\$28.4 million net Melnick's PSV), totaling R\$287.9 million gross PSV (R\$181.6 million net Melnick's PSV) during the year.

Projects	Business	Gross PSV <sup>2</sup> (R\$ '000)	Net PSV <sup>3</sup> (R\$ '000)	Melnick's PSV <sup>4</sup> (R\$ '000)	Usable Area <sup>5</sup> (sq.m.)	Unit <sup>5</sup>	Average Unit Value (R\$ '000)	Segment
<b>2<sup>nd</sup> quarter</b>		<b>64,640</b>	<b>39,335</b>	<b>23,601</b>	<b>66,535</b>	<b>95</b>	<b>680</b>	
Península - Ponta da Figueira	LOT	64,640	39,335	23,601	66,535	95	680	Lot development
<b>3<sup>rd</sup> quarter</b>		<b>185,381</b>	<b>140,885</b>	<b>93,584</b>	<b>84,918</b>	<b>701</b>	<b>553</b>	
Gran Park Lindoia - Fase 1	R.E.	143,399	113,155	76,946	14,547	325	441	Residencial
Domingos de Almeida	LOT	41,982	27,730	16,638	70,371	376	112	Lot development
<b>4<sup>th</sup> quarter</b>		<b>37,854</b>	<b>28,274</b>	<b>28,274</b>	<b>4,853</b>	<b>77</b>	<b>367</b>	
Go 1092	INC	37,854	28,274	28,274	4,853	77	367	Residencial
<b>Total acumulado</b>		<b>287,875</b>	<b>208,494</b>	<b>181,668</b>	<b>156,306</b>	<b>873</b>	<b>239</b>	

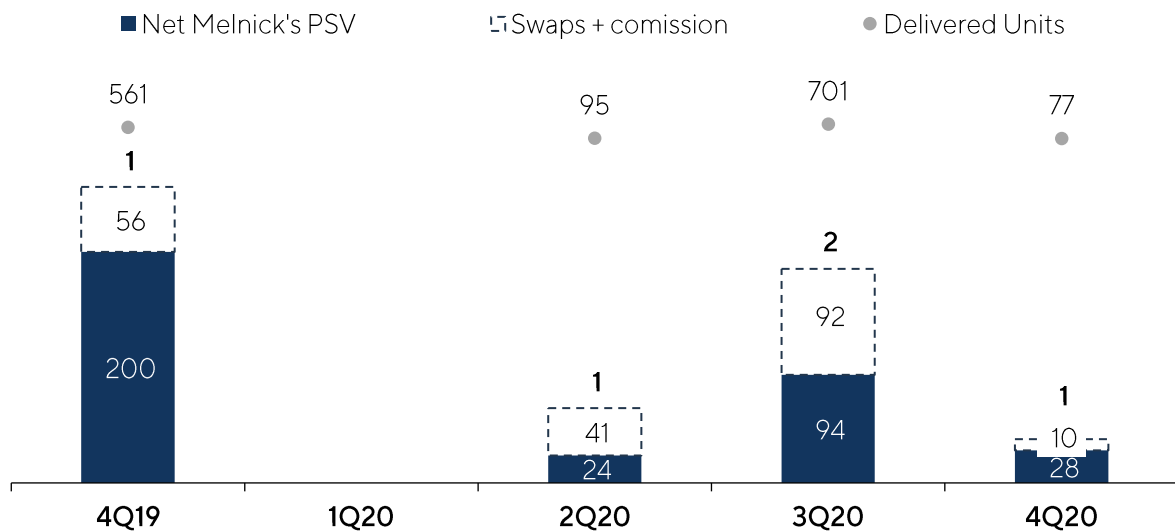
<sup>2</sup> PSV gross of swaps and commission.

<sup>3</sup> PSV net of swap and commission.

<sup>4</sup> Net PSV represented by the Company's current share in the projects, considering the corporate reorganization on July 10, 2020..

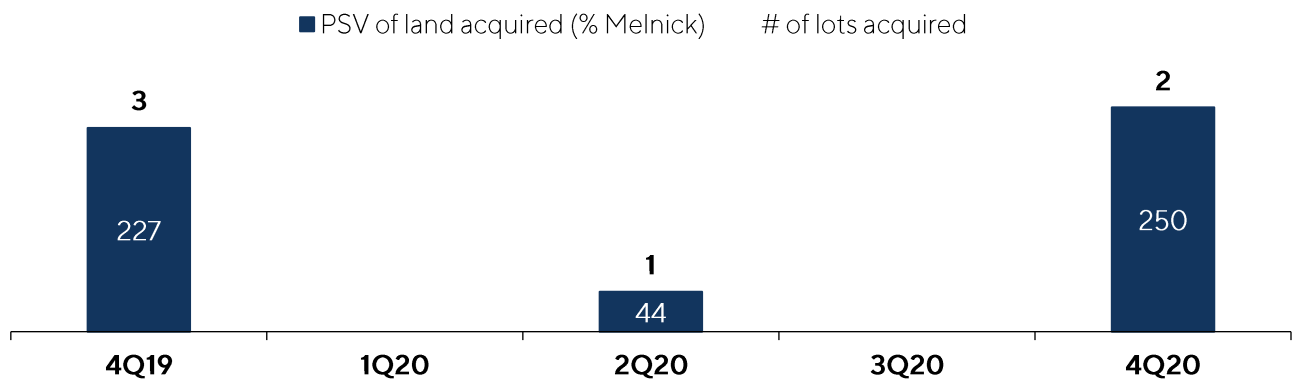
<sup>5</sup> Net of swaps.

<sup>6</sup> Considering the sales price at time of launch.



## Acquisition of land bank<sup>1</sup>

In the fourth quarter, 2 plots were acquired with a potential sales value of R\$ 250 million (Melnick's share). The land bank ended the fourth quarter with potential PSV of R\$ 3.7 billion (Melnick's share, net of physical swaps).



The Company concluded this quarter the acquisition of an iconic site for the City of Porto Alegre, the former Ginásio da Brigada with R\$ 199 million in potential PSV, net of physical swaps.