melnick

Release of Results
4Q23 and 2023

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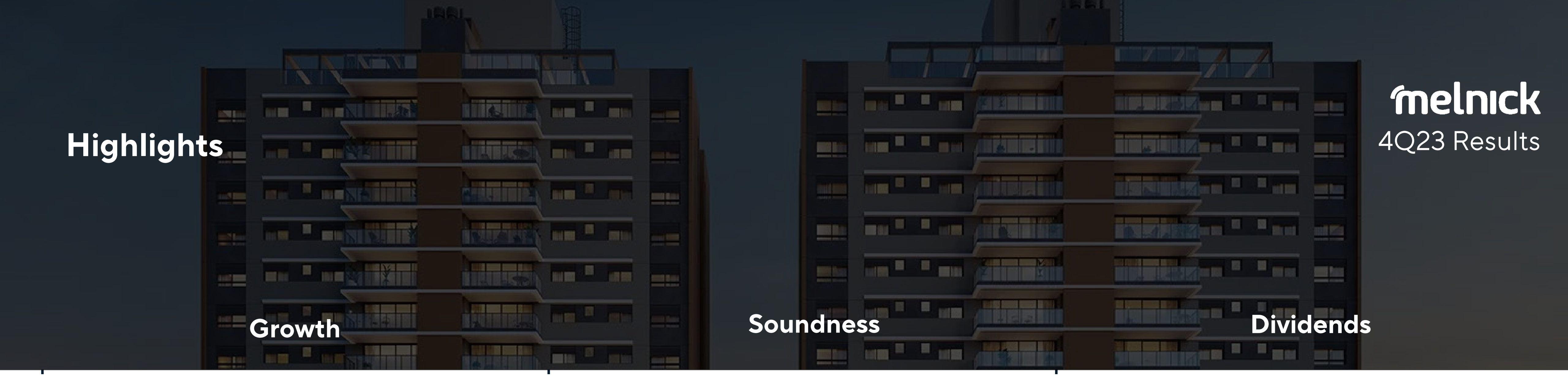

Highlights

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4Q23 Results

Growth

R$ 809 M — Net sales, a **25%** growth when compared to 2022 (%Melnick) and a **12%** decrease in inventory.

R$ 732 M — Launches, a **20%** growth when compared to 2022 (%Melnick).

R$ 104 M — Net income, a **23%** growth when compared to 2022.

Soundness

R$ 397 M — Solid cash position.

R$ 52 M — Operating cash generation.

Zero — **Corporate Debt**

Dividends

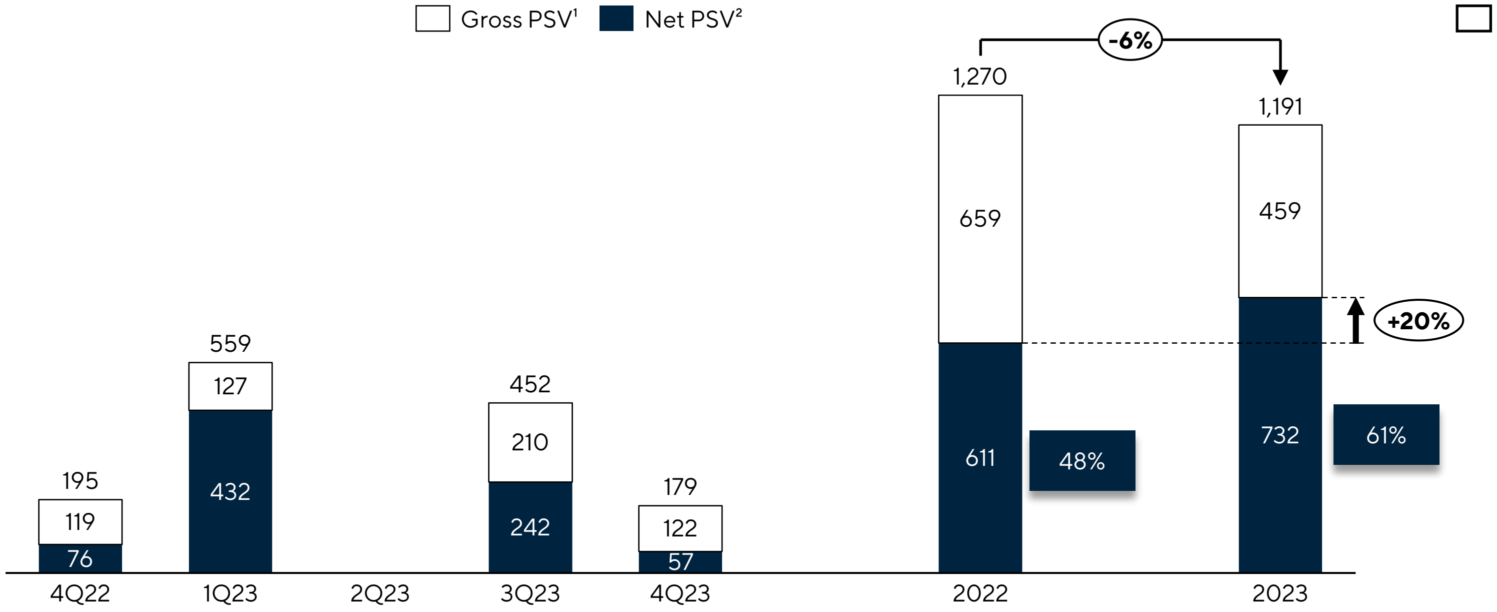
R$ 125 M — In payment of dividends in 2023.

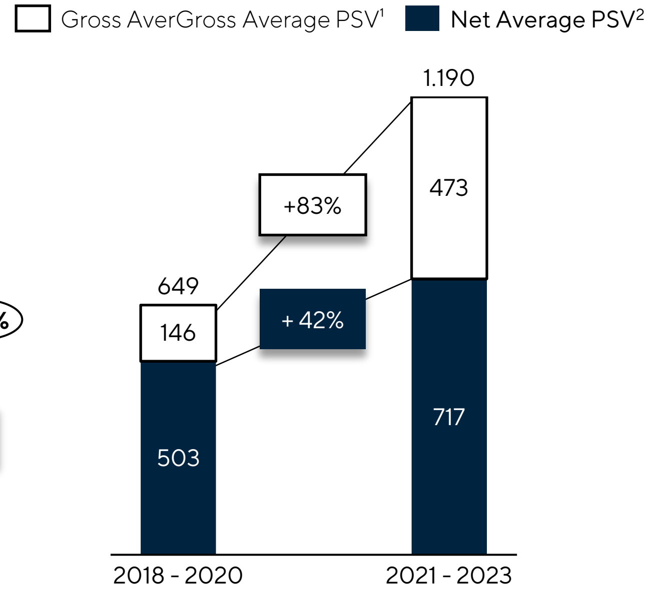
15.7% — Dividend yeld in 2023.

R$ - Value in thousands of Reais.

Launches 2023

Projects	Business	Gross PSV[1] (R$ '000)	Melnick's PSV[2] (R$ '000)	Usable Area[3] (m2)	Untd.[3]	Average Unit Value (R$ '000)	Segment
1Q23		**559,369**	**432,287**	**33,227**	**452**	**1,028**	
Grand Park Moinhos - Phase 2	R.E.	61,289	54,361	7,467	114	0,477	Residential
Cidade Nilo	R.E.	429,334	345,443	18,205	56	172	Residential
Nilo Square Hotel	R.E.	68,746	32,483	7,555	282	252	Hotel
2Q23		**-**	**-**	**-**	**-**	**-**	
3Q23		**452,331**	**242,272**	**71,863**	**430**	**853**	
Go Bom Fim	R.E.	153,599	88,609	9,990	269	507	Residential
Casa Moinhos	R.E.	198,392	130,334	6,209	17	7,667	Residential
The Garden -Phase 3	LOT	100,340	23,329	55,663	144	697	Lot Development
4Q23		**179,150**	**57,283**	**104,819**	**337**	**532**	
Las Piedras	LOT	78,760	23,439	48,655	143	328	Lot Development
Raro	LOT	100,390	33,844	56,164	194	0,349	Lot Development
Total		**1.190,851**	**731,842**	**209,908**	**1.219**	**776**	





(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net. (3) PSV of swap, net..

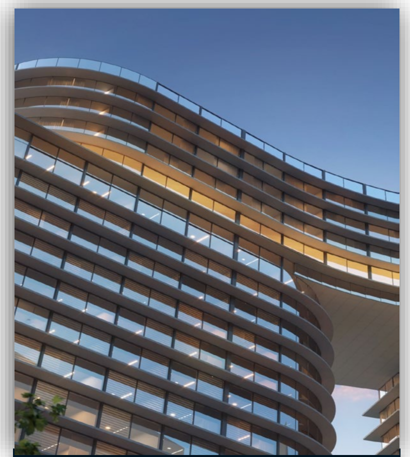
Launches 2023 – (% Melnick)

% Average sold
59%

GRAND PARK MOINHOS F2 (1Q23)

60% sold
R$ 54 M
DELIVERY 4Q25

NILO SQUARE EMILIANO (1Q23)



100% sold
R$ 32 M in PSV
DELIVERY 4Q25

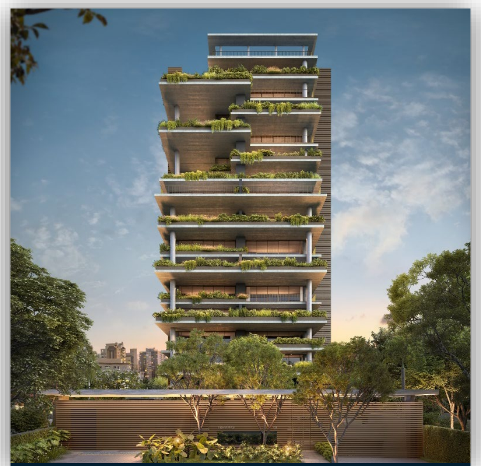
CIDADE NILO (1Q23)

42% sold
R$ 345 M
DELIVERY 4Q25

GO BOM FIM (3Q23)

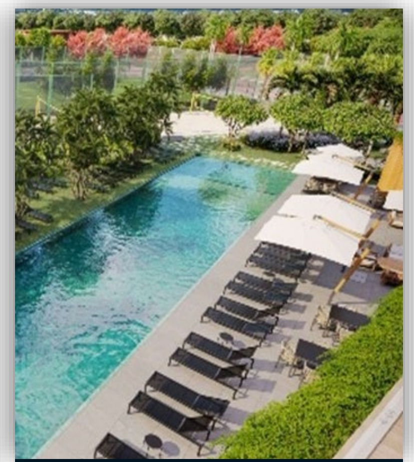
73% sold
R$ 89 M
DELIVERY 2Q26

CASA MOINHOS (3Q23)



66% sold
R$ 130 k
DELIVERY 4Q26

THE GARDEN F3 (3Q23)

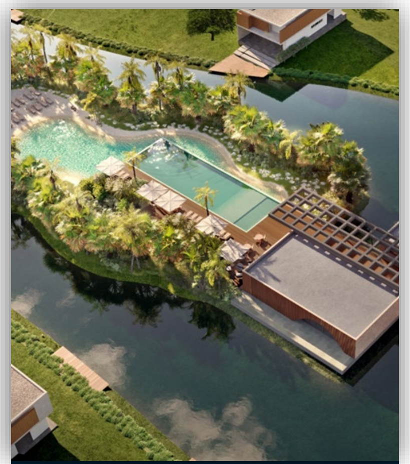


66% sold
R$ 23 k
DELIVERY 3Q25

LAS PIEDRAS (4Q23)

46% sold
R$ 23 k
DELIVERY 3Q25

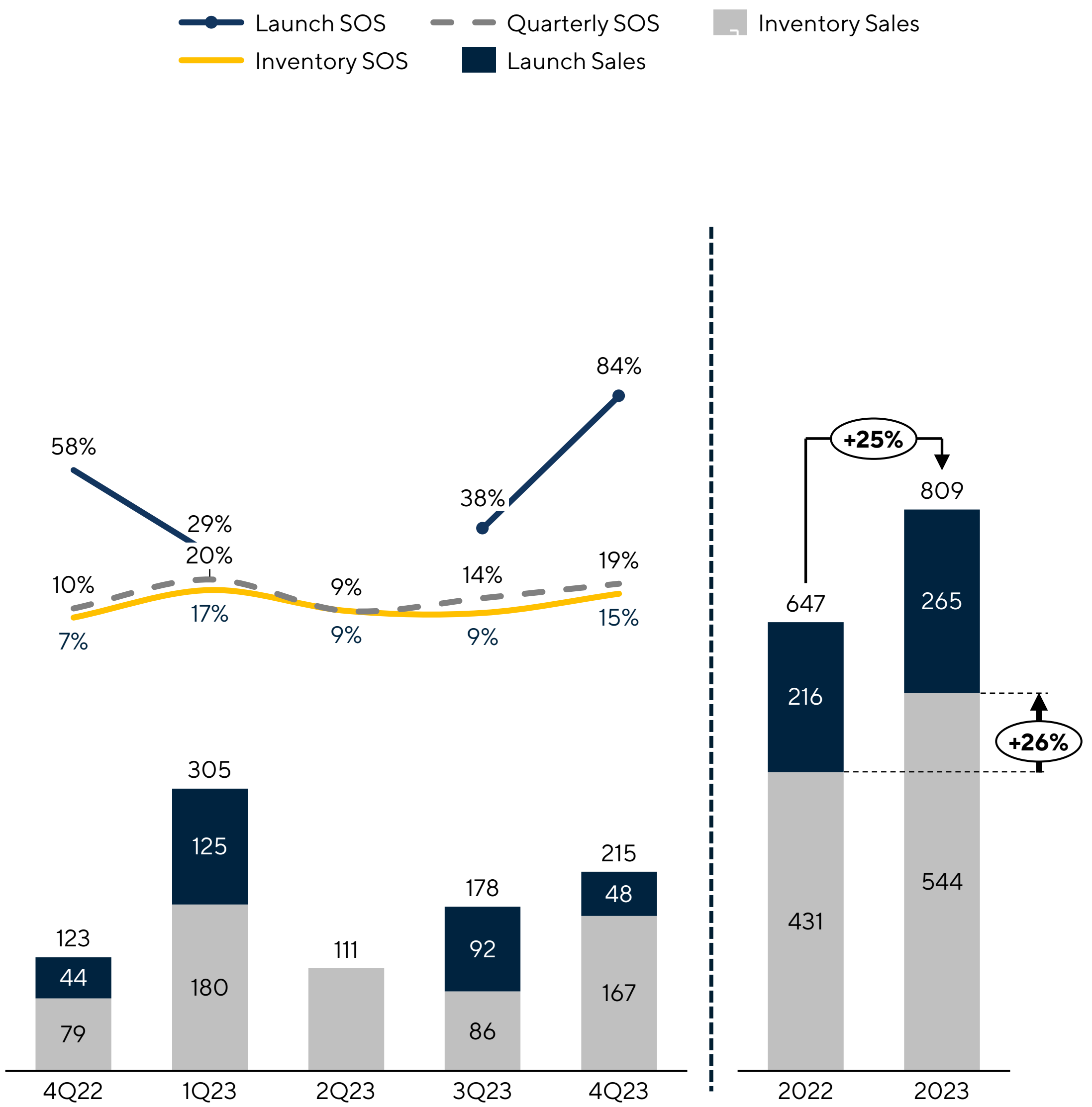
RARO (4Q23)



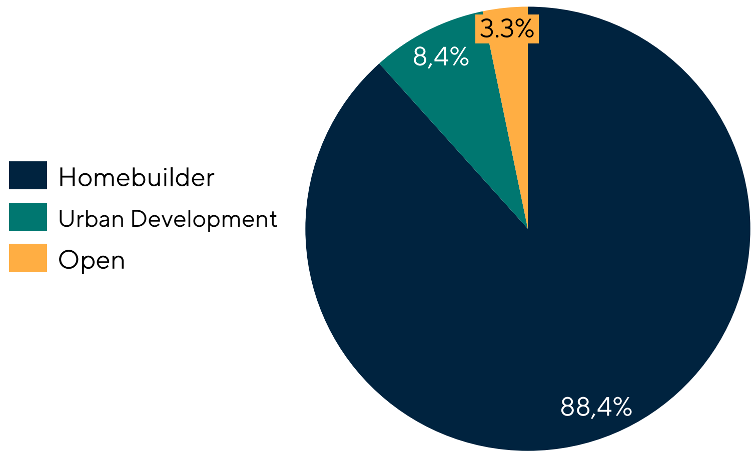
100% sold
R$ 34 k
DELIVERY 4Q25

Net Sales

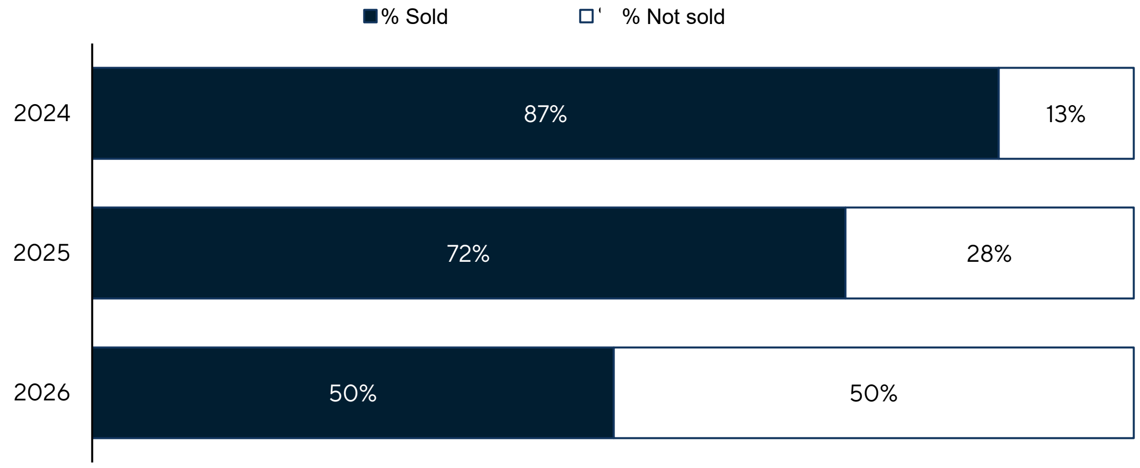
Breakdown by quarter: (% Melnick – R$ million):



Breakdown of business units sold in 2023 (% Melnick – R$ million):



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



Deliveries 2023 – (% Melnick)

%Average sold
96%

GO 24
1Q23

96% sold
R$ 50 k

OPEN CANOAS CENTRO – F2
1Q23

99% sold
R$ 40 k

GRAND PARK LINDOIA – F3
2Q23

87% sold
R$ 198 k

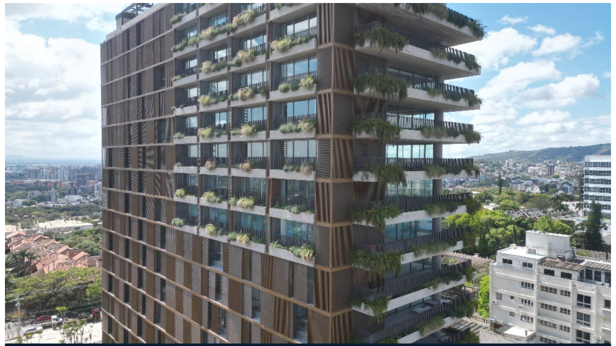
CASA VIVA
3Q23

100% sold
R$ 198 k

CASA VISTA
3Q23

100% sold
R$ 198 k

TEENA
3Q23



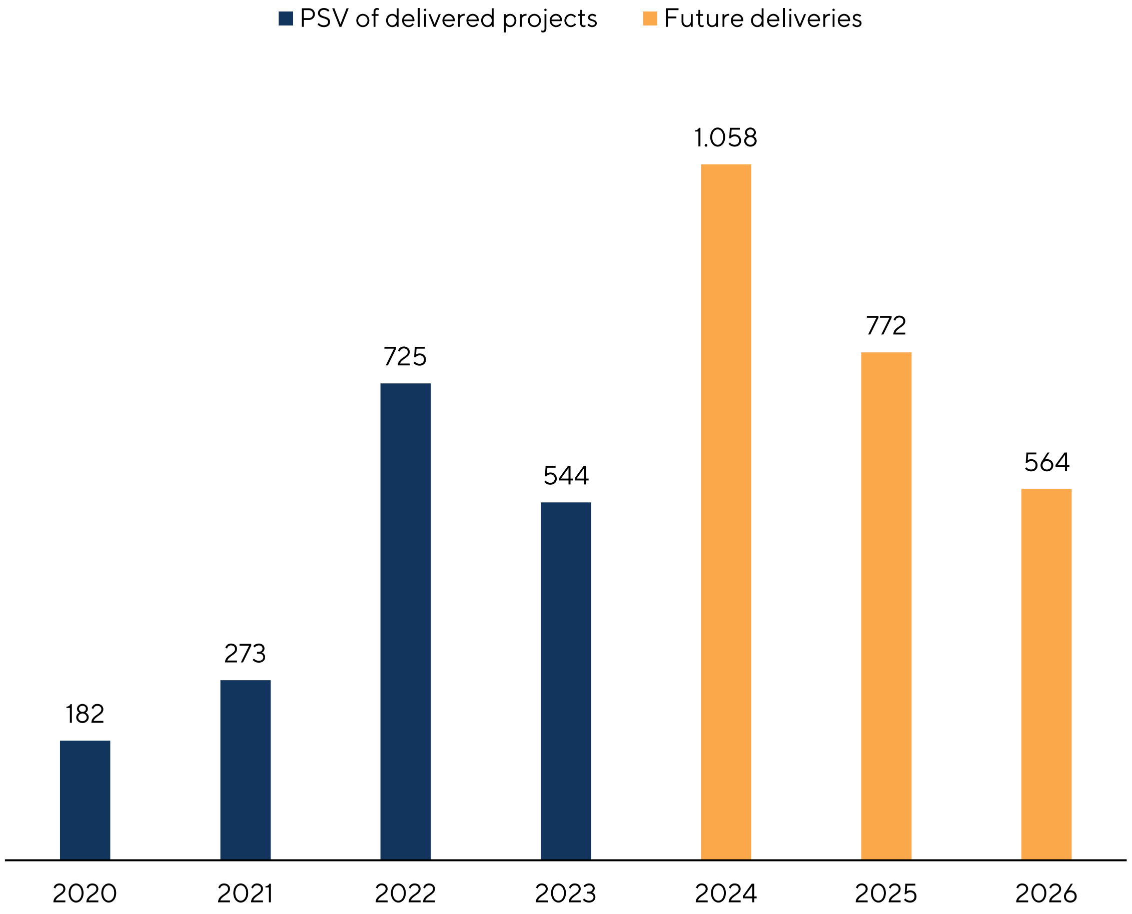
100% sold
R$ 198 k

SUPREME ALTOS DO CENTRAL PARQUE
4Q23

92% sold
R$ 198 k

Deliveries and Operational Capacity

Future deliveries (% Melnick)



Operational capacity

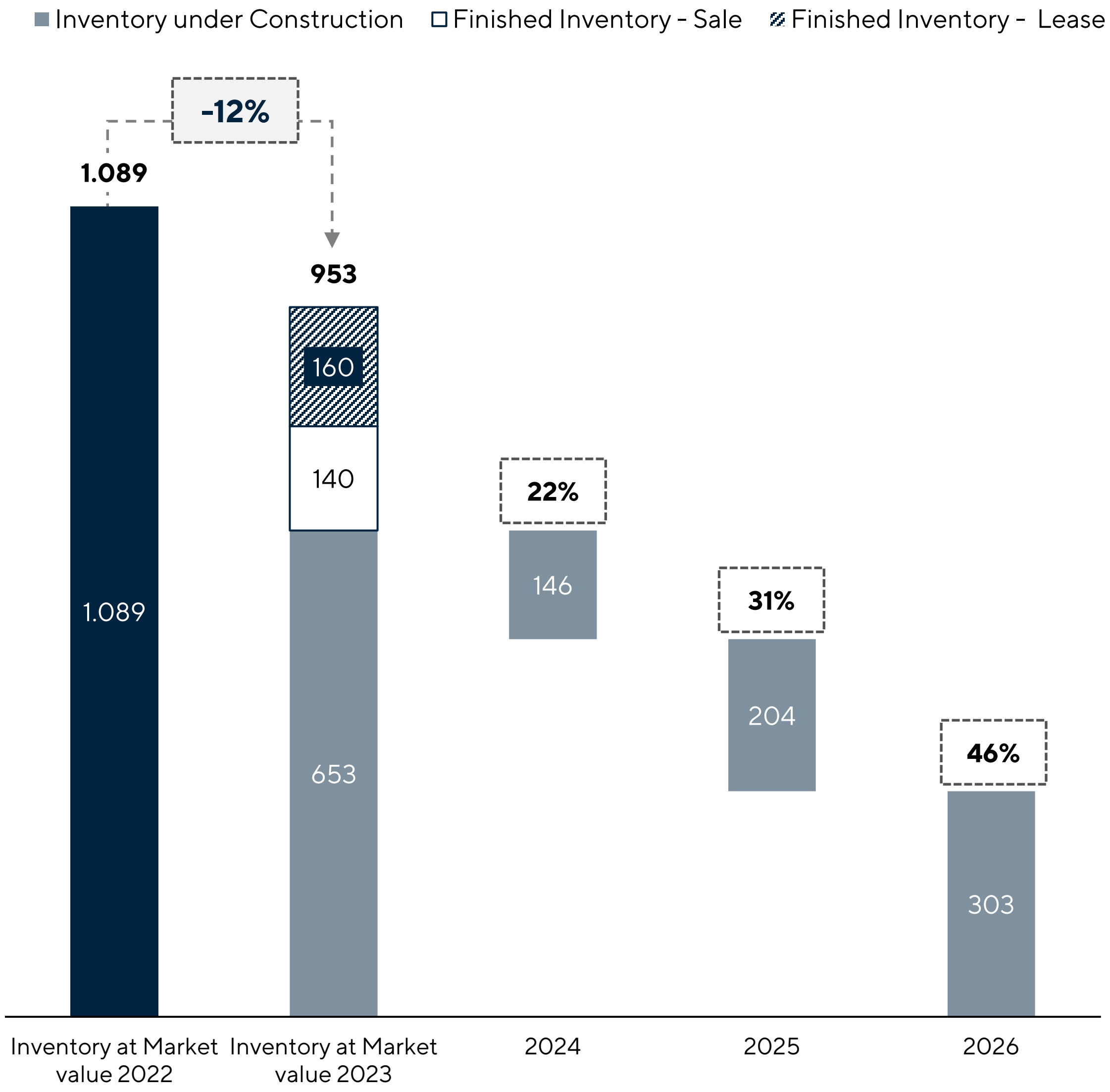
Active construction sites **17**

Units under construction **3,994**

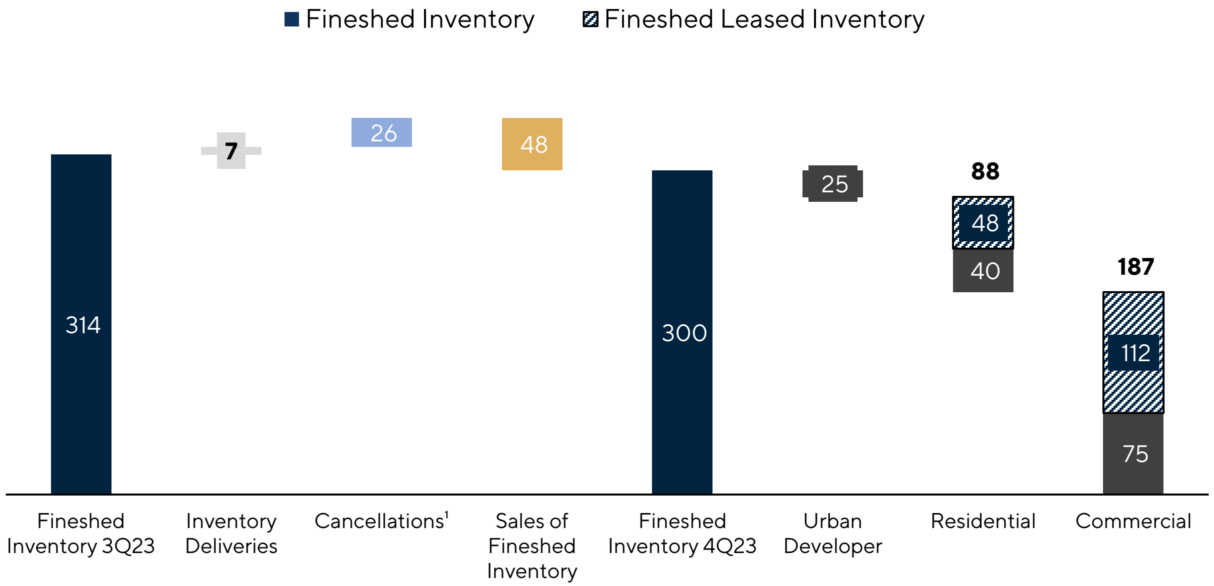
m^2 under Construction **655,599**

Inventory 2023

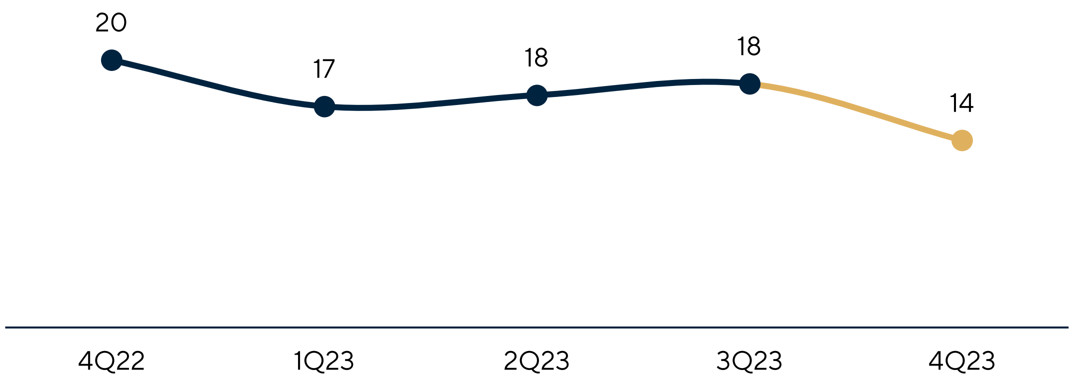
Breakdown of inventory by year of completion



Inventory for lease



Inventory duration



(1) (última posição de estoque / vendas líquidas LTM) x 12 meses

Landbank 2023

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

R$ 5.2 B in total PSV

R$ 3.6 B in potential PSV (% Melnick),

26% acquired in cash.

Distributed in **35** plots or phases.

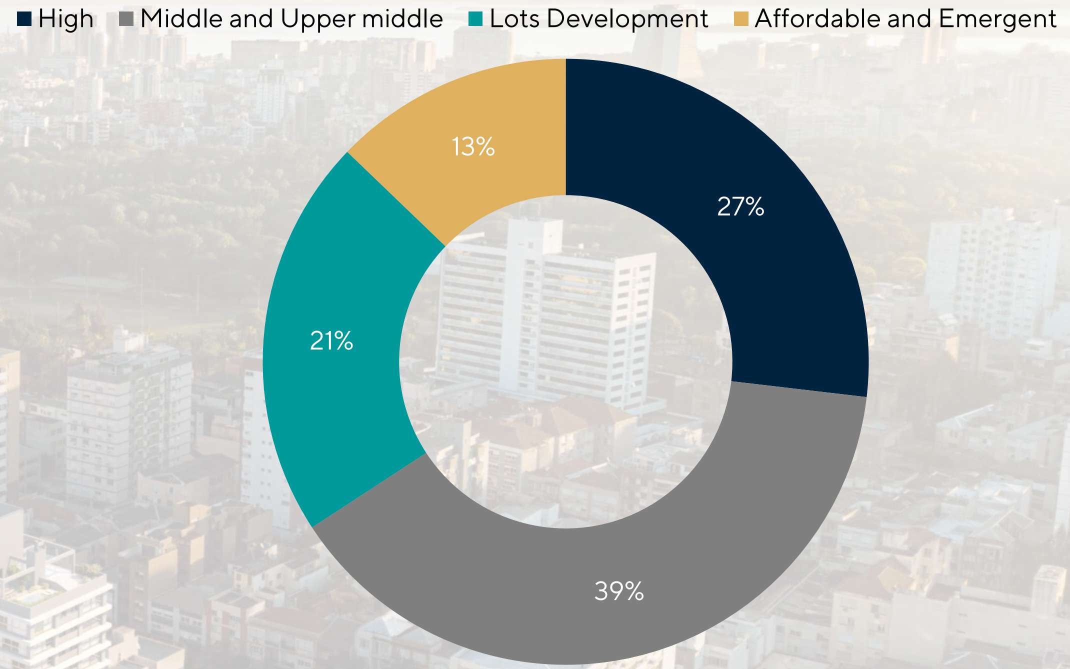
with **38%** of Projects Approved with potential PSV

R$ 1.4 B (% Melnick).

R$ 260 M in potential PSV (% Melnick)

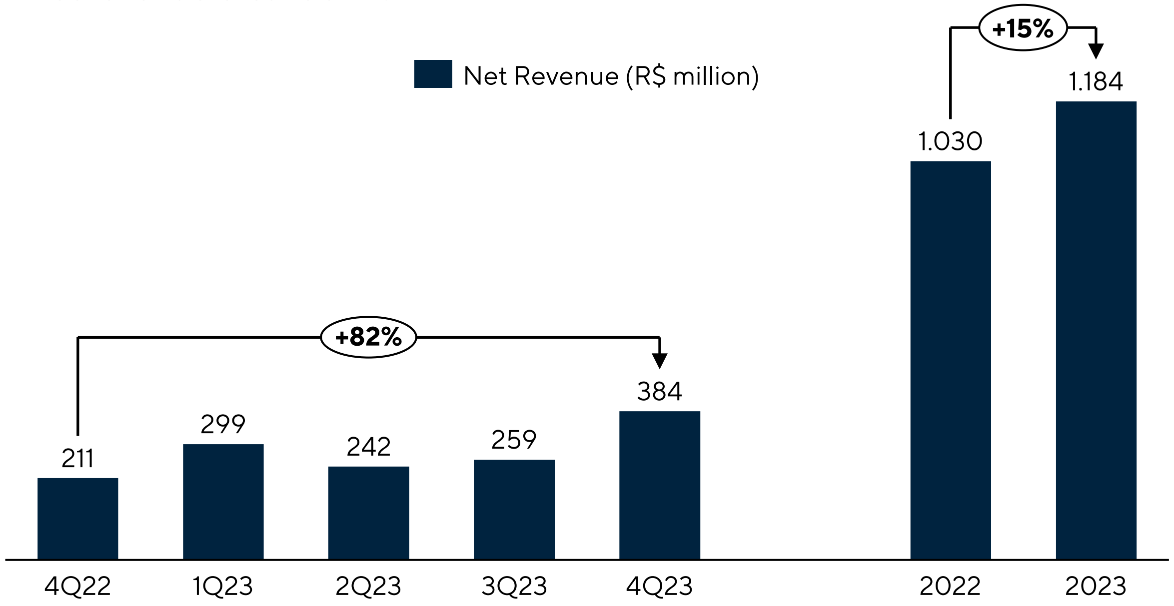
earned in the quarter and **R$ 634 M** in the year.

Landbank breakdown (%Melnick)

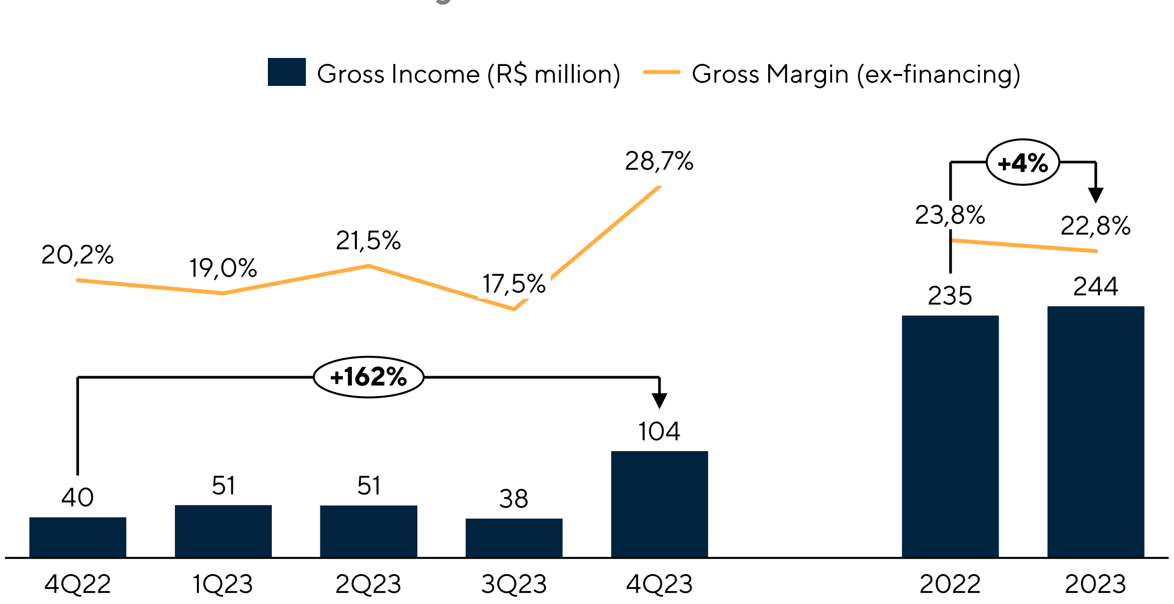


Financial Indicators

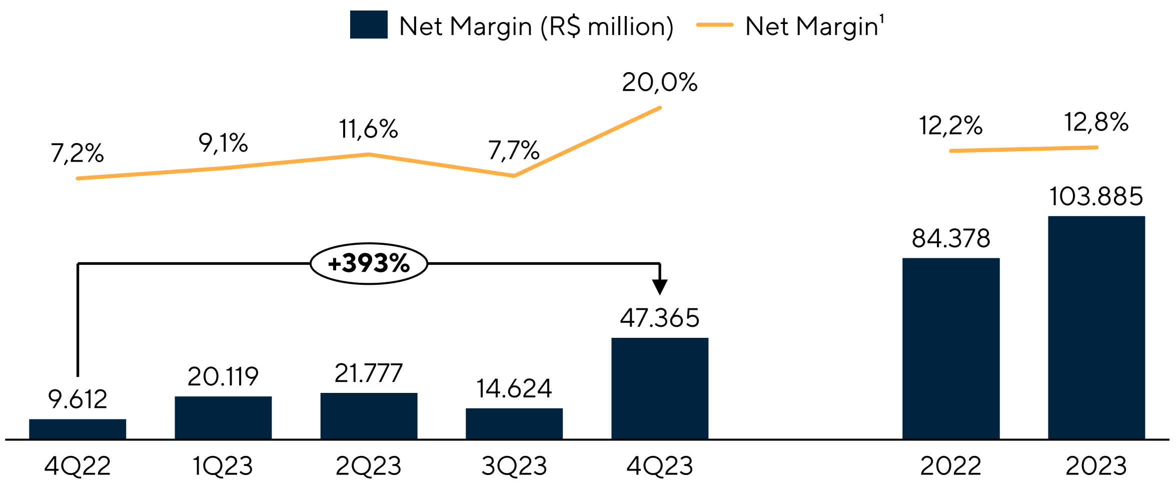
Net revenue breakdown:



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.

Financial Soundness

Financial Structure

	4T22	1T23	2T23	3T23	4T23
Production SFH	-163,7	-185,0	-238,0	-268,2	-278,0
Production CRI	-1,3	-0,8	-0,6	-14,0	-7,3
Gross Debt	**-165,0**	**-185,8**	**-238,6**	**-282,2**	**-285,3**
Cash	352,7	368,9	419,8	447,9	400,2
Net Cash	**187,7**	**183,1**	**181,2**	**165,7**	**115,0**
Equity	**1.206,1**	**1.228,4**	**1.195,3**	**1.171,9**	**1.205,2**
Net Cash / Equity	**15,6%**	**14,9%**	**15,2%**	**14,1%**	**9,5%**

- Solid cash position of **R$ 400.2 million.**
- **Zero** corporate debt.

Cash Generation

	4Q22	1Q23	2Q23	3Q23	4Q23
Initial Net Cash	-200,8	-187,7	-183,1	-181,2	-165,7
Final Net Cash	-187,7	-183,1	-181,2	-165,7	-115,0
Net Cash Variation	**13,1**	**4,6**	**1,9**	**15,5**	**50,7**
Dividends and contributions	0,0	-11,0	-23,0	-33,3	-57,3
Stock buyback	-	-	-	-	-
Cash burn	**13,1**	**-6,4**	**-21,1**	**-17,8**	**-6,5**

Operating Cash Generation

- **R$ 6.5 million** in the quarter and **R$ 51.8 million** in 2023.

Dividends

- **R$ 57.3 million** paid in the quarter and **R$ 124.6 million** paid in 2023, with dividend yeld at **15.7%**.
- Track record of **15 years** distributing approximately **90%** in dividends.

INSTRUCTIONS FOR THE FAQ

- To ask a question, please click the **#Raise hand#** icon or enter your question and 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 make your questions.
- At this time, a request to turn your microphone on will appear on the screen.

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