

Release of Results

Melnick discloses its 3Q22 earnings

Porto Alegre, November 10, 2022. Melnick Desenvolvimento Imobiliários (B3: MELK3), a homebuilder and developer with strategic focus in the South Region of Brazil and conducting operations in real estate and urban development projects, discloses its results for the third quarter of 2022 (3Q22). The following financial and operating information, except where otherwise indicated, is shown in Brazilian Real (R\$).

Highlights

- Net sales (% Melnick) totaled R\$ 151 Million in the quarter and R\$ 524 Million in 9M22, a growth rate of 72% in comparison with 9M21.
- R\$ 306 Million in Net Revenue in the quarter and R\$ 818 Million in 9M22, a growth rate of 53% in comparison with 9M21.
- R\$ 71 Million in Gross Income in the quarter and R\$ 195 Million in 9M22, a growth rate of 49% when compared to 9M21 results.
- R\$ 23 Million in Net Income in the quarter and R\$ 75 Million in 9M22, a growth rate of 60% in comparison with 9M21.

STOCK PRICE AS OF 11/10/2022

PRICE PER SHARE: R\$ 3.96

NUMBER OF SHARES: 207,969,341 (202,184,441 ex-treasury shares)

MARKET CAP: R\$ 801 Million (as of 11/10/2022)

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melnick

The information, figures, and data included in this performance report, which do not correspond to the accounting balances, and information contained in the Quarterly Information Report (ITR, in Portuguese), such as Potential Sales Value (PSV), Total Sales, Sales Usable Area, Units, Inventory at Market Value, Launches, Expected Delivery Year, Backlog Gross Margin of inventory, among other items, have not been audited by independent auditors. Except when otherwise stated, the comparisons shown in this quarterly report refer to verified figures from the third quarter of 2022 (3Q22).

Table of Contents

MESSAGE FROM THE MANAGEMENT ¹	3
LAUNCHES	5
GROSS AND NET SALES	6
INVENTORY	8
FINISHED INVENTORY	10
LAND BANK	11
PROJECT DELIVERY AND EXECUTION	12
TRANSFERS AND RECEIPT	13
ECONOMIC AND FINANCIAL PERFORMANCE	14
NET REVENUE	14
GROSS INCOME AND GROSS MARGIN	14
SELLING, GENERAL & ADMINISTRATIVE, AND OTHER EXPENSES	15
FINANCIAL RESULTS	16
EBITDA	16
NET INCOME AND NET MARGIN	17
FINANCIAL STRUCTURE	17
CASH GENERATION/BURN	18
ACCOUNTS RECEIVABLE FROM CUSTOMERS	18
SHAREHOLDING STRUCTURE	19
APPENDIX 1 – Income Statement	20
APPENDIX 2 – Balance Sheet	21
APPENDIX 3 – Statement of Cash Flow	22
APPENDIX 4 – NAV	23
APPENDIX 5 – Land Bank	24
APPENDIX 6 – Sales evolution and financial evolution of cost	25
DISCLAIMER	26
RELATIONSHIP WITH INDEPENDENT AUDITORS	26

MESSAGE FROM THE MANAGEMENT¹

It is with satisfaction that we present Melnick's operating and financial results for the third quarter of 2022 (3Q22).

We launched two projects in 3Q22, totaling a PSV of R\$ 283 Million (R\$ 155 Million % MELK). In the nine first months of the year (9M22), we launched 7 projects, totaling a PSV of R\$ 1,075 Million (R\$ 535 Million), a growth rate of 26% when compared to 9M21. Of the launches in 9M22, 69% of the PSV fell under the upper-class residential segment, 17% under the budget segment, and 31% under the Urban Developer segment.

We are quite satisfied with the performance of our Net Sales, which totaled (% Melnick) R\$ 151 Million in 3Q22 and R\$ 524 Million in 9M22, **a growth rate of 87% and 72%**, respectively, when compared to the same period of 2021. Considering only the performance of our inventory net sales, we had a quite robust growth. We reached R\$ 98 Million in 3Q22, which represents a growth rate of 108% when compared to 3Q21. In 9M21, inventory net sales totaled R\$ 353 Million, a growth rate of 123%. We had 34% in Launches SoS in 3Q22, and 12% in Consolidated SoS.

We closed 3Q22 with our inventory volume reaching R\$ 1.1 billion in PSV 9% Melnick), of which 76% is under construction. Of the completed inventory, which accounts for R\$ 275.8 Million, R\$ 105.3 Million (38%) are for rent. Our lease model allows the client to convert the rent installments paid into deductions when purchasing the real estate, during the first 18 months of the contract. **In average, half of our clients convert their rent into effective purchase of real estate.**

We currently have R\$ 3.9 B in PSV in our *land bank*, consisting of 33 plots or phases, **and 27% of our land bank already has a projects approved.**

Net Revenue totaled R\$ 306 Million in 3Q22 and R\$ 818 Million in 9M22, a growth rate of 64% and 53%, respectively, when compared to the same period of 2021. Gross Income totaled R\$ 71 Million in 3Q22 and R\$ 195 Million in 9M22, representing a growth rate of 46% and 48%, respectively. **Net Income totaled R\$ 23 Million in 3Q22 and R\$ 75 Million in 9M22, representing a growth rate of 16% and 60%, respectively.**

We made distributions of dividends throughout the quarter, totaling R\$ 7 Million. We closed 3Q22 with R\$ 200.8 Million in Net cash, accounting for 15.5% of our Equity. We had a Cash Burn of R\$ 91.3 Million in the quarter, as a result of purchased land bank paid in cash.

Our business strategy is supported by three pillars: financial soundness, operating capacity, and differentiated products. With a long-term mindset, our main objective is the return on invested capital.

¹ This document contains certain statements of future expectations and information related to Melnick that reflect the current views and/or expectations of the Company and its management with respect to its performance, its business and future events. Any statement that has a forecast, indication or estimate of future results, performance or goals, as well as words such as "we believe", "we hope", "we estimate", among other words with similar meaning, should not be interpreted as guidance. Such statements are subject to risks, uncertainties, and future events.

MAIN INDICATORS (R\$ thousand)

Consolidated Financial Figures	3Q21	4Q21	2021	1Q22	2Q22	3Q22
Net Revenue from Sales and Services	186,616	236,638	771,819	206,995	304,927	306,411
Gross Income	48,938	53,778	185,795	60,228	63,845	71,361
Adjusted Gross Margin	26.60%	23.80%	25.20%	29.41%	22.32%	23.96%
Net Income	19,725	36,276	82,936	22,183	29,729	22,855
Net Margin before Minority Interest	10.60%	13.40%	11.20%	19.54%	12.75%	10.1%
ROAE LTM	5.20%	7.20%	7.20%	7.15%	8.51%	9.42%
Unearned Revenue (after PIS-COFINS)	809,292	819,316	819,316	837,653	899,524	914,669
Unearned Costs (after PIS-COFINS)	-584,259	-587,053	-587,053	-597,281	-636,996	-642,953
Unearned Income (after PIS-COFINS)	225,033	232,263	232,263	240,372	262,528	271,716
Unearned Income Margin - %	27.80%	28.40%	28.40%	28.70%	29.19%	29.71%
Net Debt	-510,017	-388,259	-388,259	-350,392	-299,118	-200,809
Cash Burn (ex-dividends, buyback, and IPO)	53,083	65,758	145,103	37,908	26,908	91,311

Launches	3Q21	4Q21	2021	1Q22	2Q22	3Q22
Projects Launched	2	2	9	3	2	2
PSV of Launches (100%)	247,397	257,292	1,109,282	578,450	213,096	283,225
PSV of Launches (% Melnick)	162,520	212,820	808,024	267,335	112,340	155,357
Number of Units Launched	62	420	1,339	579	435	200
Usable Area of Launched Units (sq. m.)	12,974	17,627	175,272	117,517	16,193	67,380
Average Launch Price (R\$/sq.m.)	14,751	12,073	4,610	4,207	12,235	3,316
Avg. Price of Launched Units (R\$ thousand/unit)	2,940	507	640	854	467	1,117

Sales	3Q21	4Q21	2021	1Q22	2Q22	3Q22
Pre-sales (100%)	107,008	216,880	582,635	175,046	346,321	185,555
Pre-sales (% Melnick)	98,451	185,458	508,618	86,827	285,590	151,418
Consolidated SoS (% Melnick)	8.90%	16.40%	16.40%	6.88%	20.82%	12.12%
SoS of Launches (% Melnick)	21.00%	30.70%	30.70%	26.80%	40.20%	34.45%

Deliveries	3Q21	4Q21	2021	1Q22	2Q22	3Q22
Delivered PSV (100%)	192,806	-	313,405	136,472	81,130	136,557
Delivered PSV (% Melnick)	183,166	-	273,481	77,174	44,018	129,730
Number of Projects Delivered	2	-	3	2	2	1
Number of Units Delivered	492	-	682	478	483	68

Plots of Land	3Q21	4Q21	2021	1Q22	2Q22	3Q22
Land Bank (100%)	5,415,015	5,405,617	5,405,617	4,975,000	5,635,042	5,356,611
Land Bank (% Melnick)	3,798,523	3,781,795	3,781,795	3,562,000	4,084,120	3,971,042

OPERATIONAL PERFORMANCE

LAUNCHES

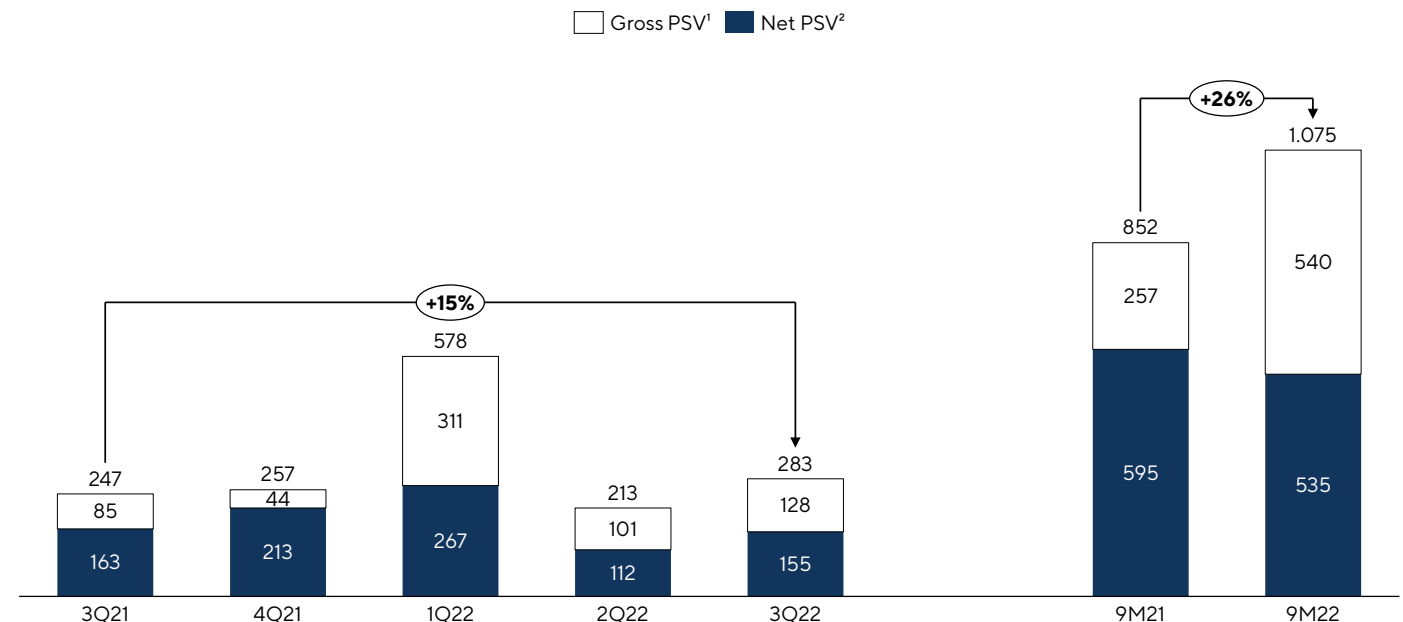
In 3Q22, we launched two developments, totaling R\$ 283.2 Million in gross PSV (R\$ 155.4 Million % Melnick), totaling R\$ 1,075 Million in gross PSV in the year (R\$ 535.0 Million % Melnick), as follows:

Project	Business unit	PSV 100% ¹ (R\$ thousand)	PSV Melnick ² (R\$ thousand)	Usable area ³ (m2)	Unit ³	Average Price of Unit (R\$ thousand)	Segment
1Q22		578,450	267,335	117,517	579	854	
Nilo Square - Residencial	INC	426,266	201,411	23,864	120	3,357	Residential
Zen Concept Resort	LOT	109,783	25,644	86,370	299	172	Urban Development
Open Protásio	OPEN	42,400	40,280	7,283	160	252	Residential
2Q22		213,096	112,340	16,193	435	467	
Nilo Square - Mix	INC	185,144	85,786	9,139	275	641	Mixed
Open Canoas - F3	OPEN	27,952	26,554	7,054	160	166	Residential
3Q22		283,225	155,357	67,380	200	2,556	
Seen Menino Deus	INC	196,464	136,703	11,200	73	1,873	Residential
The Garden - Phase 1	LOT	86,761	18,654	56,180	127	683	Urban Development
Total		1,074,771	535,032	201,090	1,214	714	

¹ PSV of physical swap and sales commissions, gross.

² PSV of physical swap and sales commissions, net.

³ Physical swap, net.

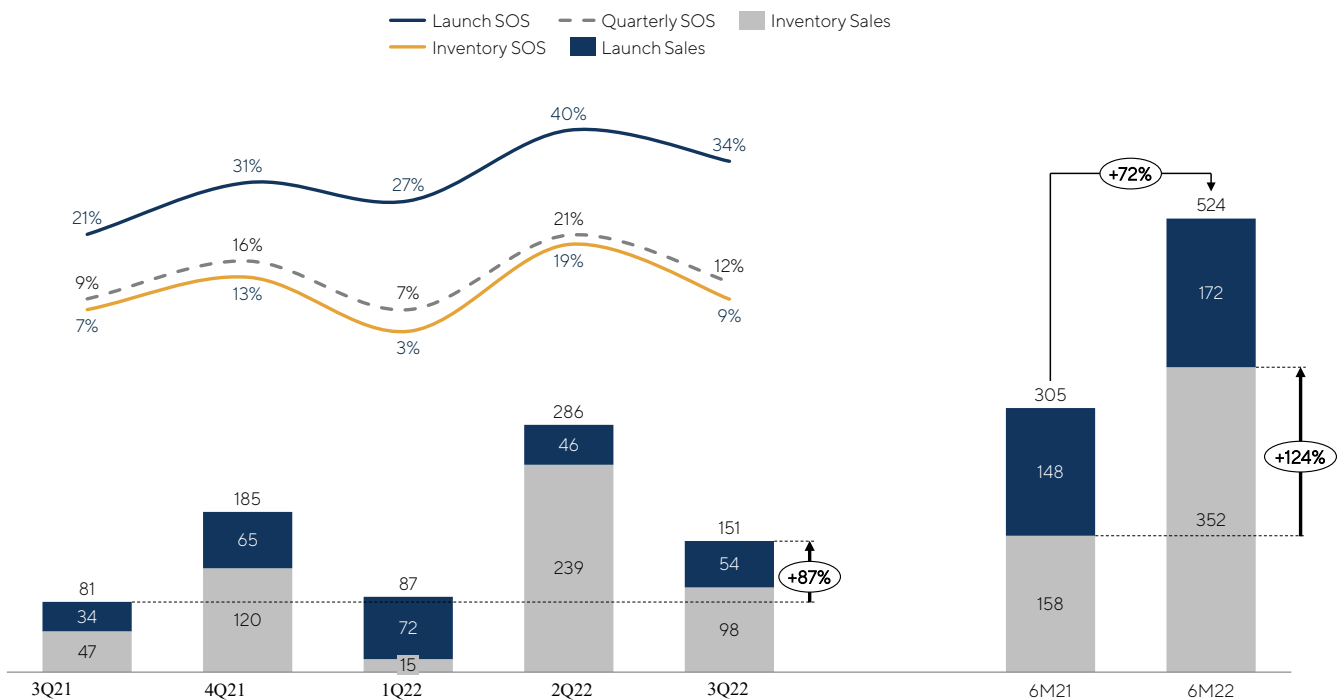


GROSS AND NET SALES

In the third quarter, current Gross and Net Sales totaled R\$ 184 Million (% Melnick) and R\$ 151 Million (% Melnick), respectively, as follows:

Sales breakdown (R\$ Million, % Melnick)	3Q21	4Q21	1Q22	2Q22	3Q22
Gross Sales	108	217	120	325	184
Inventory	74	152	48	279	130
Launches	34	65	72	46	54
Current Cancellations	(27)	(32)	(34)	(39)	(32)
Current Net sales	81	185	87	286	151

Below is the evolution of our sales velocity in the latest five quarters. In 2Q22, our SoS of Launches reached 34%, our SoS of inventory 9%, and our quarterly SoS 12%. We had a growth rate of 72% in total sales and 124% in inventory sales in the first nine months of 2022, when compared to 2021.



Net Sales breakdown per business unit is shown below:

Business unit	Total Sales (R\$ thousand)		Melnick Sales (R\$ thousand)		Usable area (m2)		# Unit	
	3Q22	2022	3Q22	2022	3Q22	2022	3Q22	2022
Homebuilder	143,999	563,527	121,063	438,682	10,219	43,395	150	596
Lots Development	28,022	99,682	16,822	41,439	34,033	111,584	124	383
Open	13,534	43,714	13,534	43,714	2,905	9,730	65	218
Total	185,555	706,922	151,418	523,834	47,157	164,709	339	1,197

Below is the sales breakdown by year of product launch:

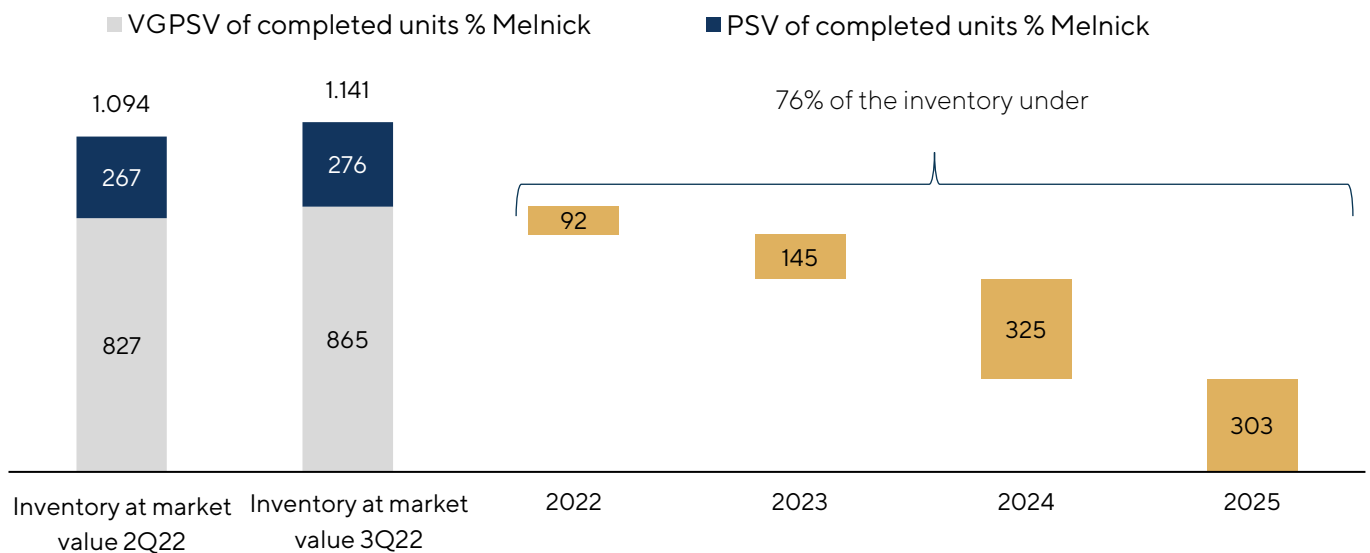
Year of launch	Total Sales (R\$ thousand)		Melnick Sales (R\$ thousand)		Usable area (m2)		# Unit	
	3Q22	2022	3Q22	2022	3Q22	2022	3Q22	2022
Until 2018	7,207	38,826	6,841	39,260	7,236	3,838	53	78
2019	10,199	31,954	10,199	31,995	664	1,746	16	18
2020	7,242	35,087	6,959	34,805	1,518	6,546	18	112
2021	39,998	189,313	38,888	185,249	3,554	16,871	58	235
2022	120,909	411,742	88,431	232,525	34,185	135,708	194	754
Total	185,555	706,922	151,418	523,834	47,157	164,709	339	1,197

INVENTORY

We closed 3Q22 with R\$ 1.141 billion in inventory (% Melnick), as follows:

Year of expected completion	Total Inventory (R\$ thousand)	Melnick Inventory (R\$ thousand)	% Value	Units	% Units
Finished Inventory	293,684	275,751	24%	897	41%
2022	106,892	91,741	8%	253	12%
2023	154,045	145,496	13%	319	15%
2024	331,230	325,449	29%	406	19%
2025	500,058	302,667	27%	288	13%
Total	1,385,909	1,141,103	100%	2,163	100%

Of the Company's total inventory, 76% is under construction. Below is the delivery schedule:



Below is the percentage sold of projects separated by year of expected completion.

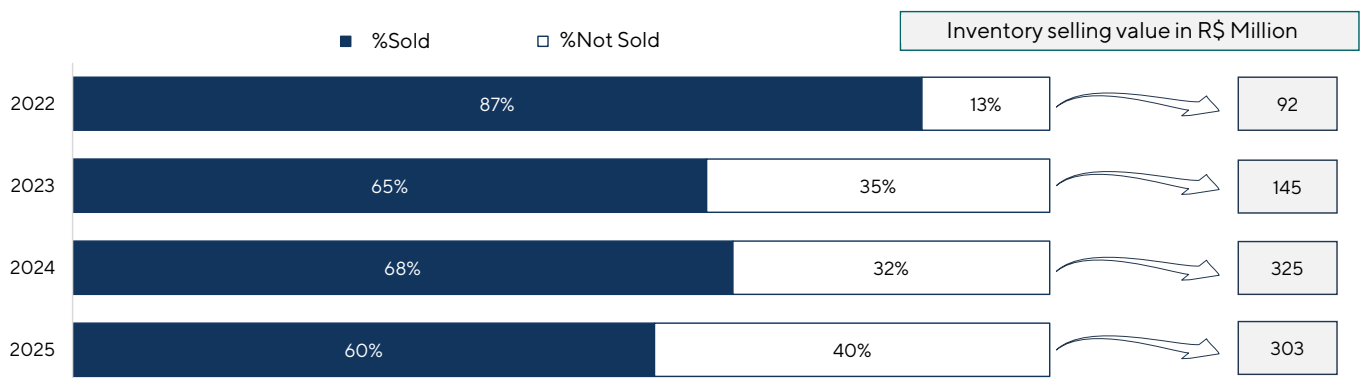


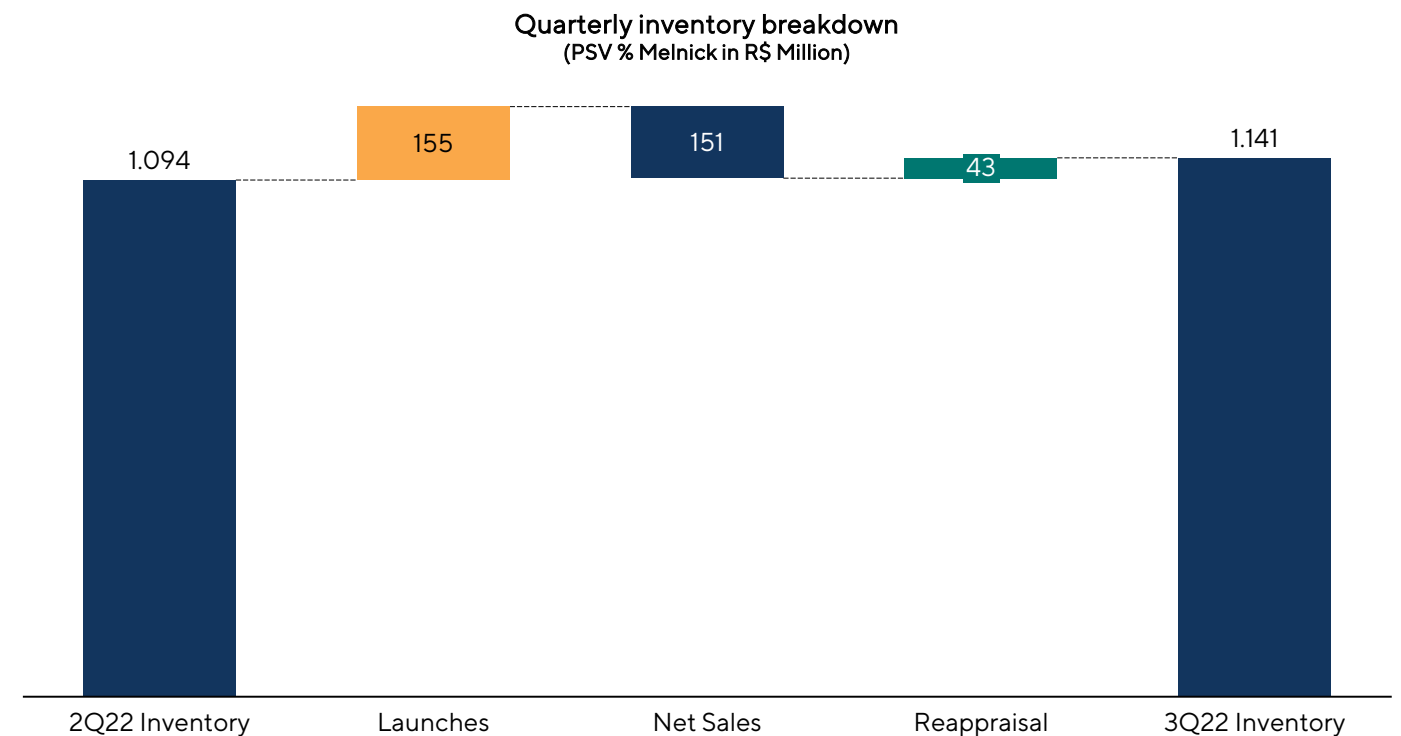
Table below shows the PSV of inventory broken down by year of launch:

Launch	Total Inventory (R\$ thousand)	Melnick Inventory (R\$ thousand)	Developments ¹	Units	% Units
Until 2017	273,049	255,495	24	848	39%
2018	69,202	54,050	4	145	7%
2019	137,112	128,339	8	335	15%
2020	109,080	108,925	4	101	5%
2021	257,168	252,071	8	273	13%
2022	540,297	342,222	7	461	21%
Total	1,385,909	1,141,103	55	2,163	100%

And below, our inventory by business unit:

Business unit	Total Inventory (R\$ thousand)	Inventory % Melnick (R\$ thousand)	Inventory % Melnick Completed (R\$ thousand)	Units	Inventory under Construction Projects ¹	Units
Residential	988,570	813,828	93,703	236	720,125	733
Lots Development	110,635	60,621	25,748	314	34,873	360
Commercial	286,704	266,654	156,300	347	110,354	173
Total	1,385,909	1,141,103	275,751	897	865,353	1,266

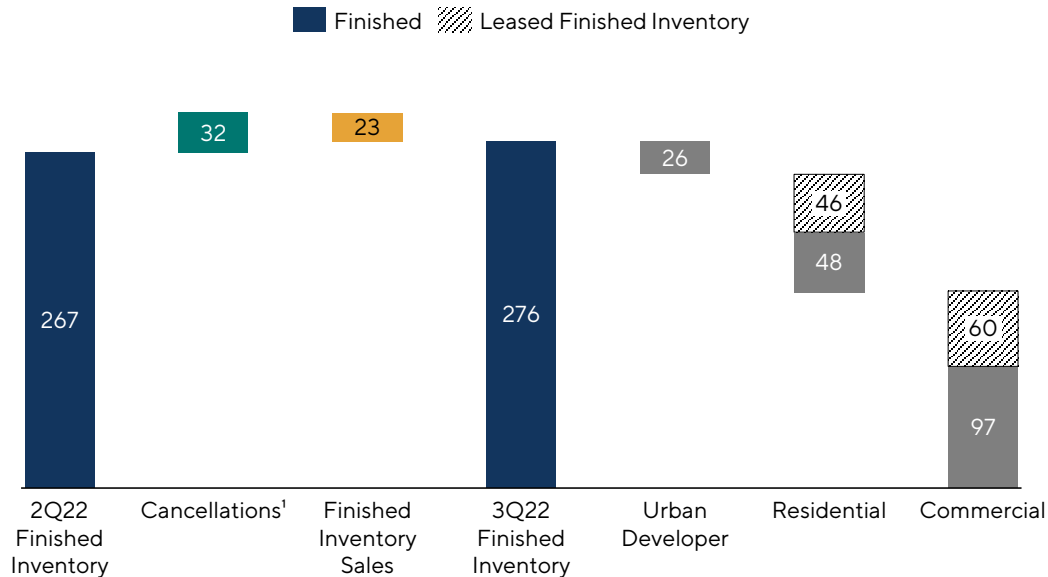
We should mention the Company does quarterly reappraisals of its inventory's value, to reflect the sales pricing expectations in light of the current market.



¹ Adjustment to the market price of the latest sales

FINISHED INVENTORY

As we can see in the graph below, we sold R\$ 23 Million (% Melnick) in finished inventory in 3Q22, and closed 3Q22 with R\$ 276 Million in finished inventory.



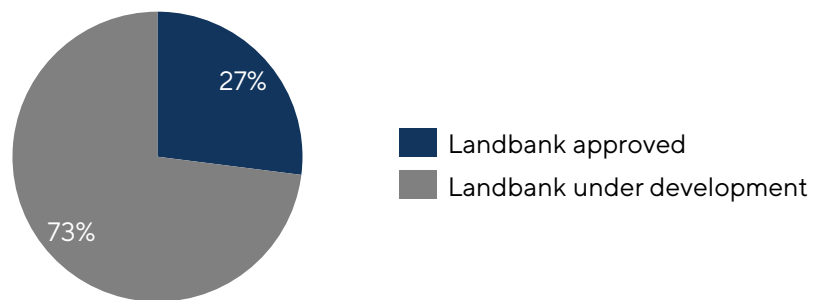
¹Considering that 100% of the cancellations refer to finished units.

As a strategy to accelerate the sales of finished inventory, we offer our clients a reversible lease program, consisting of leasing our finished inventory with more units available with a purchase option by the lessee during part in the leasing period by using the amounts paid as lease as a down payment at the time of purchase. As of September 30, 2022, we had R\$ 105 Million of our inventory leased under the reversible lease, corresponding to 38% of the finished inventory.

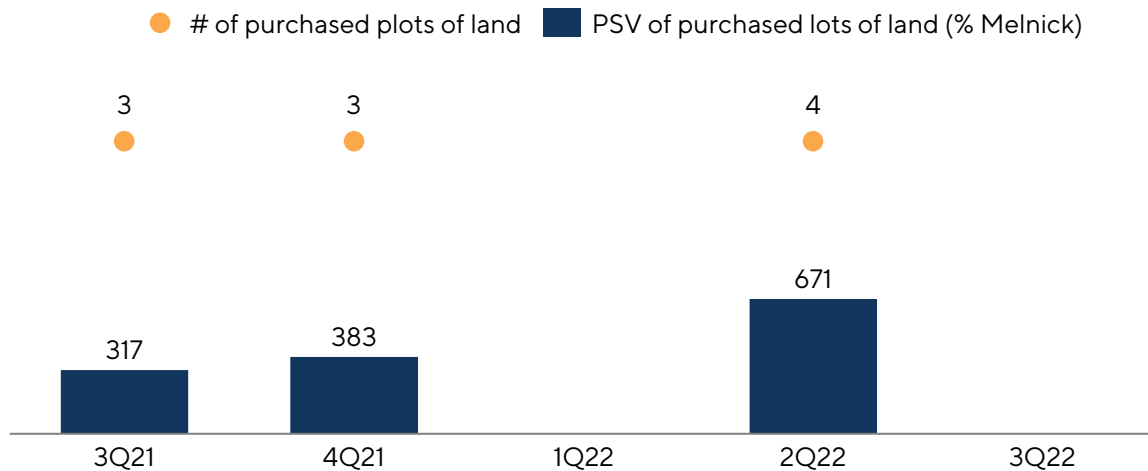
LAND BANK

Our Land bank ended 3Q22 with R\$ 3.9 billion in potential PSV (% Melnick), with R\$ 1.1 billion in projects already approved, accounting for 27% of the land bank.

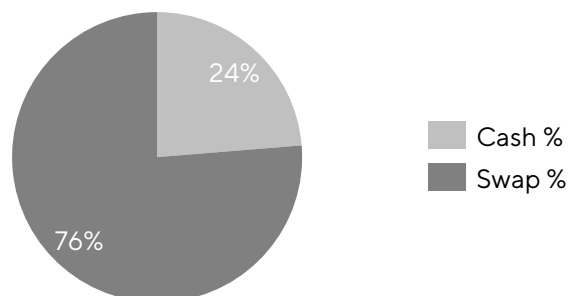
Business Unit	Projects	Units	PSV 100% (R\$ Million)	Net PSV % Melnick (R\$ Million)
Homebuilder	22	4,771	3,766	3,402
Urban Development	11	6,001	1,591	569
Total	33	10,772	5,357	3,971



Below is the breakdown of our land bank acquired in the latest five quarters:



Our acquisition of land bank as of September 30, 2022, consists of the following:



PROJECT DELIVERY³ AND EXECUTION

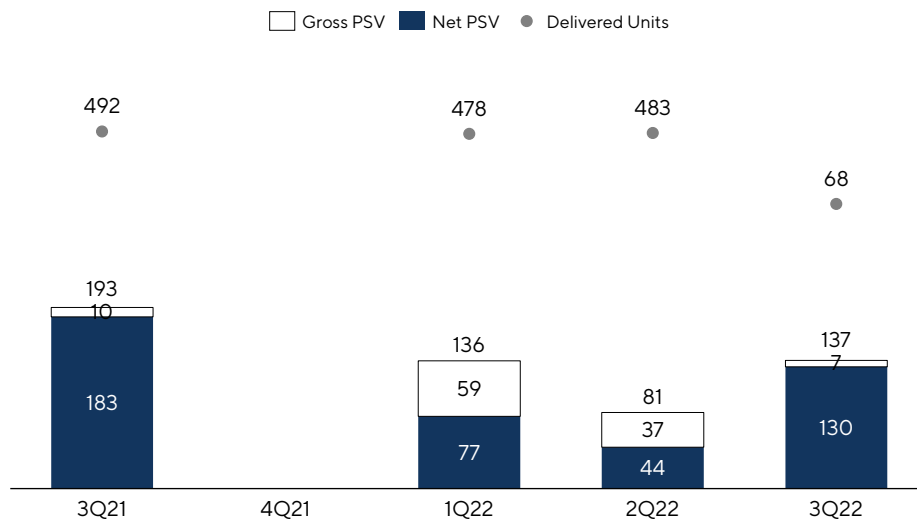
We delivered one project in 3Q22 totaling R\$ 136.6 Million in gross PSV (R\$ 129.7 Million % Melnick): We had R\$ 364.2 Million in gross PSV in the year (R\$ 250.9 Million % Melnick), as follows:

Project	Business unit	PSV 100% ¹ (R\$ thousand)	PSV Melnick ² (R\$ thousand)	Usable area ² (sq. m.)	Unit ³	Average Unit Price (R\$ thousand)	Segment
1Q22		136,472	77,204	107,975	478	206	
Vivio Lindóia	INC	58,320	45,541	9,257	133	342	Residential
Sunset	LOT	78,152	31,663	98,718	345	153	Urban Development
2Q22		81,130	44,018	110,433	483	122	
Open Canoas Centro - Phase 1	OPEN	34,940	33,193	8,817	200	166	Residential
Central Park Passo Fundo	LOT	46,190	10,825	101,616	283	91	Urban Development
3Q22		136,557	129,730	11,042	68	1,936	
Artur Rocha	INC	136,557	129,730	11,042	68	1,936	Residential
Total		354,159	250,952	229,450	1,029	244	

¹ PSV of physical swap and sales commissions, gross.

² Physical swap, net.

³ Value considering the selling prices at the time of launch.



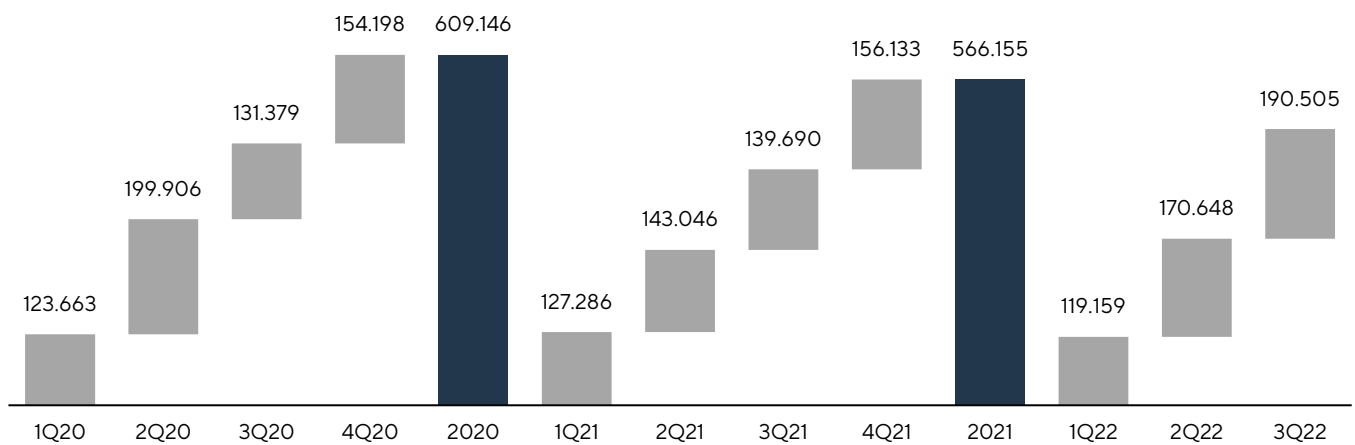
As of September 30, 2022, the Company had 21 active construction sites, of which, 16 of the Homebuilder, 3 of the Urban Developer, and 2 of Open segments.

TRANSFERS AND RECEIPT

The process of transfer (mortgage to customers) remains the Company's focus given its importance for the cash flow.

The following table shows total receivables from customers (units under construction and finished ones) in 3Q22, totaled R\$ 191 Million.

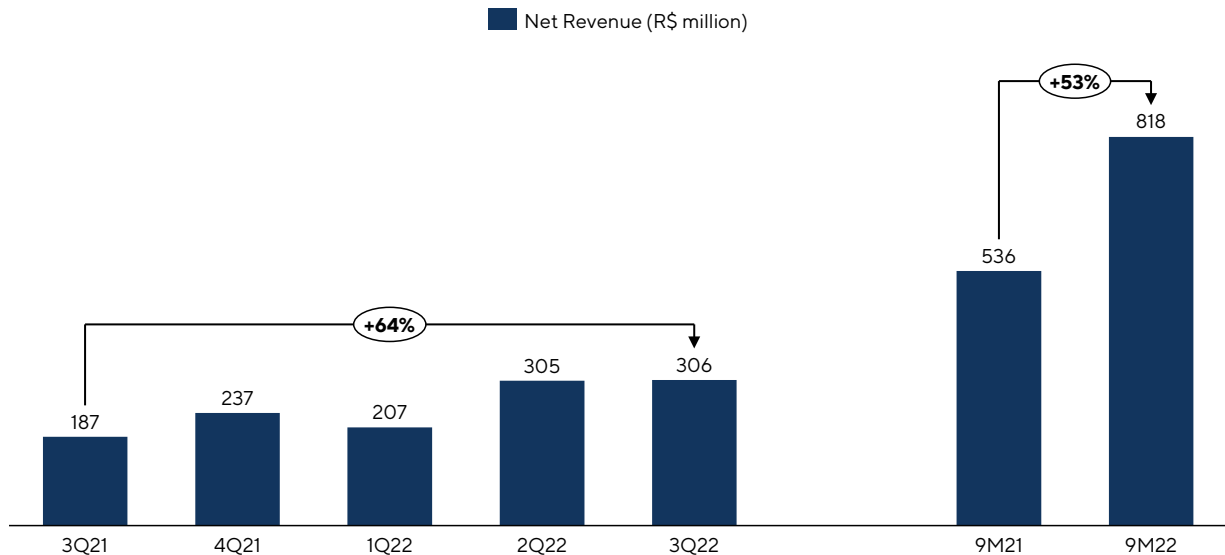
R\$ thousand	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Units under construction	84,227	106,101	101,303	116,313	113,896	119,006	88,128	130,355	141,545
Units completed	47,152	48,097	25,983	26,733	25,794	37,127	31,031	40,293	48,959
Total	131,379	154,198	127,286	143,046	139,690	156,133	119,159	170,648	190,505



ECONOMIC AND FINANCIAL PERFORMANCE

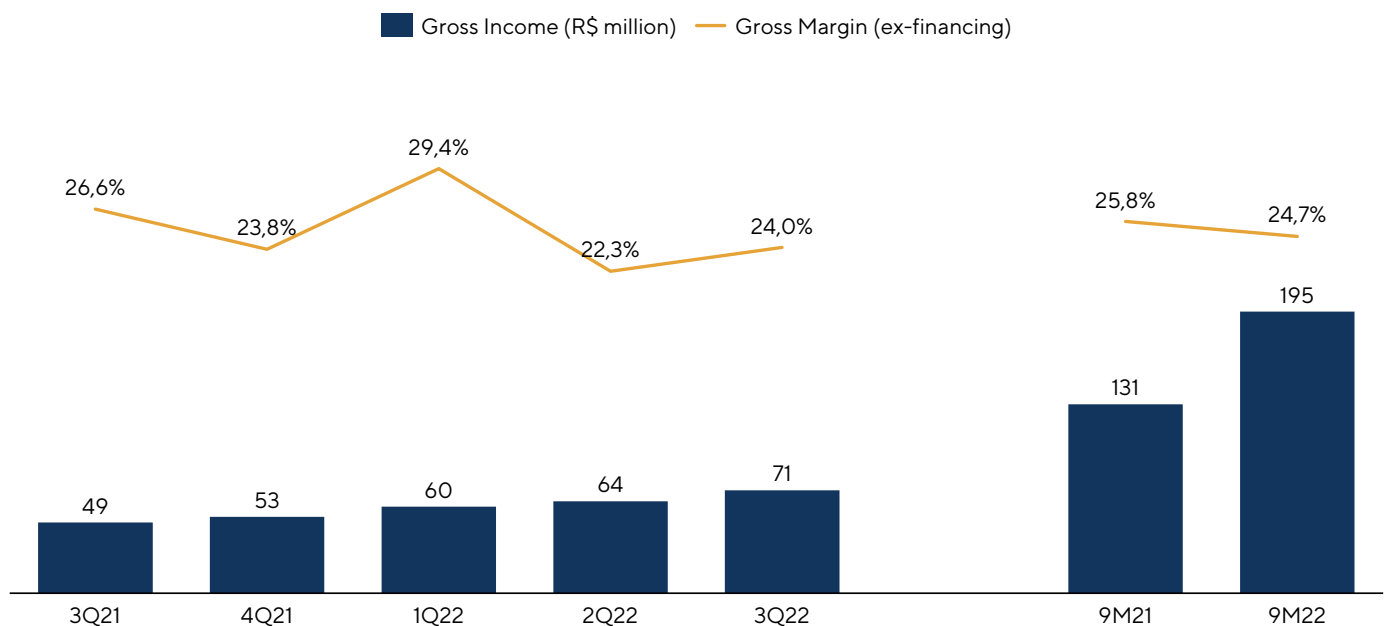
NET REVENUE

We had R\$ 818 Million in net revenue in 9M22, a growth rate of 53% when compared to 9M21. Operational net revenue reached R\$ 306 Million in 3Q22, 64% above the 3Q21 result.



GROSS INCOME AND GROSS MARGIN

Gross Income reached R\$ 195 Million in 9M22, resulting in a 49% growth when compared to 9M21. We had R\$ 71 Million in gross income in 3Q22, resulting in a 46% growth when compared to 3Q21. Gross Margin was at 24%, excluding effects of financial charges appropriated to cost.



The next chart shows gross margins: (i) earned, (ii) unearned (REF), and (iii) from inventory (with the effects of financial charges recognized as cost):

Ref. 3Q22 (R\$ Million)	Gross Margin	REF Margin ¹	Inventory Gross Margin ²
Net Revenue	306.4	914.7	1,357.1
COGS	(235.1)	(643.0)	(933.7)
Construction and Land	(233.0)	(643.0)	(913.4)
Financial charges	(2.1)	-	(20.4)
Gross Income	71.36	271.7	423.4
Gross Margin (%)	23.29%	29.71%	31.20%
Gross Margin (%) ex-financing	23.96%	29.71%	32.70%

¹ When REF Margin and Inventory margin are earned, they will benefit from revenue from services and the indexing of the portfolio by INCC.

² Expunging the costs from unlaunched units of phased projects R\$ 48.9 Million.

Please note Melnick updates the estimated costs of the projects on a monthly basis; not only considering the variation of the INCC index in the period, but also considering the estimated cost effectively updated by our technical department. In the table below, we can see the yearly cost to be incurred in all the projects currently under construction, including sold and unsold units (inventory).

Year	Unearned Cost 3Q22		
	Sold Units (R\$ Million)	Units in Inventory (R\$ Million)	Total (R\$ Million)
2022	162,995	42,423	205,418
2023	329,880	139,740	469,619
2024	123,069	118,172	241,241
2025	27,009	38,310	65,319
Total	642,953	338,645	981,598

SELLING, GENERAL & ADMINISTRATIVE, AND OTHER EXPENSES

In 3Q22, operating expenses totaled R\$ 49.5 Million. The increase in selling expenses results from the launches in the quarter and the preparation for future launches. The breakdown is as follows:

	3Q21	4Q21	1Q22	2Q22	3Q22	9M21	9M22
Selling	16,884	19,138	16,084	19,883	26,855	38,855	62,822
General and Administrative	12,342	13,985	11,198	16,260	13,101	33,836	40,560
Other expenses, net	7,200	531	7,203	6,888	9,632	17,751	23,723
Operating Expenses	36,426	33,654	34,486	43,031	49,588	90,442	127,105
% of Net Revenue (LTM)	15.79%	16.08%	16.77%	15.77%	15.24%	15.79%	15.24%

Other expenses, net (Provisions):

	3Q21 ¹	4Q21	1Q22	2Q22	3Q22	9M21	9M22
Contingency fund	2,964	2,636	3,248	2,337	5,937	7,683	11,522
Provision for cancellations - IFRS 9 (a)	1,688	-1,197	3,367	1,878	4,977	7,083	10,222
Other expenses, net	2,548	-908	588	2,673	-1,282	2,985	1,979
Other expenses, net	7,201	530	7,203	6,888	9,632	17,751	23,723

¹ In 3Q21, an investment in innovation of R\$ 1,630 Million is allocated as other expenses.

FINANCIAL RESULTS

We closed the third quarter with R\$ 13.7 Million in income. The breakdown is as follows:

	3Q21	4Q21	1Q22	2Q22	3Q22	9M21	9M22
Financial Expenses	-672	-2,483	-685	-400	-935	-2,380	-2,019
Financial expenses	-672	-2,483	-685	-400	-935	-2,380	-2,019
Financial Revenue	13,078	18,066	18,629	24,734	16,619	25,809	59,982
Interest from investments	7,059	8,845	9,059	11,411	10,412	14,264	30,883
With customers	6,019	9,221	9,570	13,323	6,207	11,545	29,100
Net Financial Revenue	12,406	15,583	17,944	24,334	15,683	23,429	57,961
Reclassification of expenses recognized as cost	-761	-2,648	-701	-4,220	-2,058	-6,635	-6,979
Financial Results	11,645	12,935	17,243	20,114	13,625	16,794	50,982

EBITDA¹

EBITDA history is as follows¹:

EBITDA Reconciliation	3Q21	4Q21	1Q22	2Q22	3Q22	9M21	9M22
Profit before IRPJ and CSLL	24,918	35,706	43,686	45,125	37,519	64,233	126,330
(+) Financial Result	-12,406	-15,583	-17,944	-24,334	-15,683	-23,429	-57,961
(+) Depreciation and Amortization	565	2,449	970	940	906	2,261	2,816
EBITDA:	13,077	22,572	26,712	21,731	22,742	49,700	71,186
EBITDA Margin	6.99%	9.52%	12.90%	7.13%	7.42%	9.29%	8.70%
(+) Financial expenses recognized as cost	761	2,648	701	4,220	2,058	6,635	6,979
Adjusted EBITDA	13,838	25,220	27,413	25,951	24,800	56,335	78,165
Adjusted EBITDA Margin (%)	7.40%	10.64%	13.24%	8.51%	8.09%	10.52%	9.55%

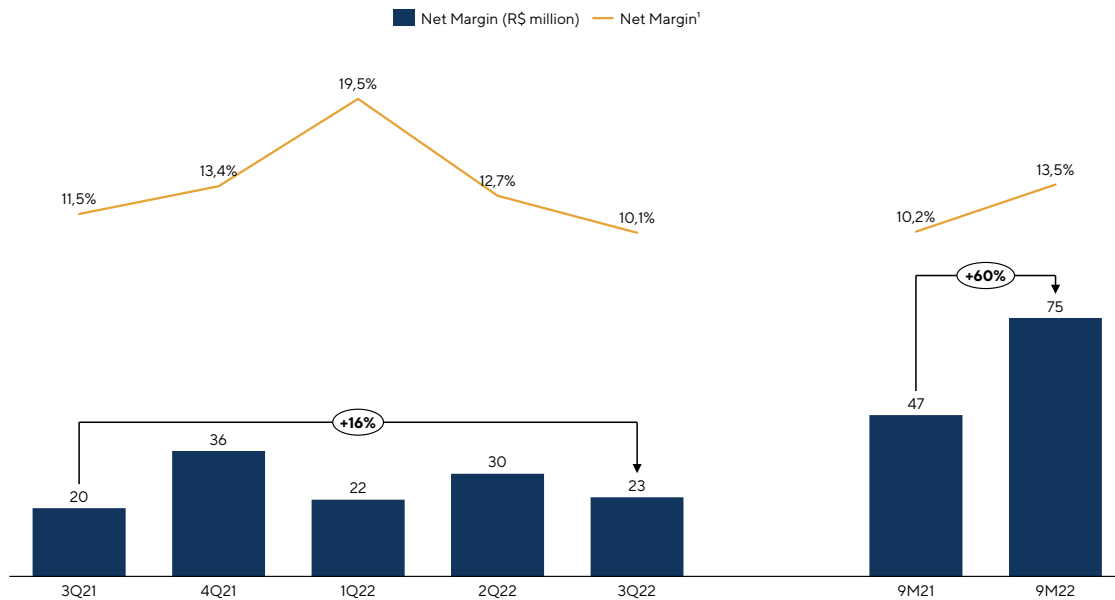
¹ EBITDA: earnings before taxes, interest, financial charges recognized as cost, depreciation, and amortization.

The Company understands Adjusted EBITDA offers a better determination of the operational results.

According to the accounting standards applicable to homebuilders, the financial costs related to construction financing are capitalized at the cost of real estate sold. Therefore, the EBITDA, which should not include interest, includes the part related to construction financing. The balance is presented in explanatory note 7 of the Company's Financial Statements.

NET INCOME AND NET MARGIN

We had R\$ 75 Million in Net Income in 9M21, 60% above the results presented in 9M21. Net Income totaled R\$ 22.9 Million, in 3Q22, with a net margin of 10.1%, representing a growth rate of 16% when compared to the same period of 2021.



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

FINANCIAL STRUCTURE

Cash, cash equivalents, bonds and securities, and restricted cash totaled R\$ 337.6 Million as of September 30, 2022. Loans and borrowings totaled R\$ 136.8 Million, which are entirely guaranteed by receivables or inventory.

Table below shows capital structure. We closed 3Q22 with R\$ 200.8 Million in **Net Cash**, accounting for 15.5% of our Equity:

	Sep/22	(R\$ Million)
Production SFH	-134.4	98.2%
Production CRI	-2.4	1.8%
Gross Debt	-136.8	100%
Cash	337.6	
Net Cash	200.8	
Equity	1,298.3	
Net Cash / PL	15.5%	

CASH GENERATION / CASH BURN

Cash burn totaled R\$ 91 Million in 3Q22.

Cash burn breakdown for the latest five months is as follows:

	3Q21	4Q21	1Q22	2Q22	3Q22
Initial Net Debt	-568.2	-510.0	-388.3	-350.4	-299.1
Final Net Debt	-510.0	-388.3	-350.4	-299.1	-200.8
Net debt variation	58.2	121.8	37.9	51.3	98.3
Dividends and contributions	-	-56	-	-24.4	-7
Stock buyback	-5.1	-	-	-	-
Cash burn	53.1	65.8	37.9	26.9	91.3

ACCOUNTS RECEIVABLE FROM CUSTOMERS

We closed 3Q22 with R\$ 172.6 Million of receivables from finished units. Breakdown of such amounts is as follows:

Nature	(R\$ Million)
Customers with fiduciary sale	132.4
Transfers of (non-delinquent and delinquent) customers	53.5
Provision for cancellations	-13.3
Total	172.6

Recognized accounts receivables (R\$ 766.3 Million) were stable in relation to the previous quarter. The balance of accounts receivable from the units sold but not yet finished is not fully expressed as an asset in the financial statements since this balance is recognized as the construction progresses (*percent of completion*).

According to the schedule below, of the total receivables worth R\$ 1.4 billion (recognized accounts receivable plus accounts receivable recognized in the balance sheet), R\$ 1.3 billion will become due, and have the following collection schedule:

Year	(R\$ Million)
2022	175.0
2023	460.5
2024	369.9
2025 onwards	337.8
Total	1,343.2

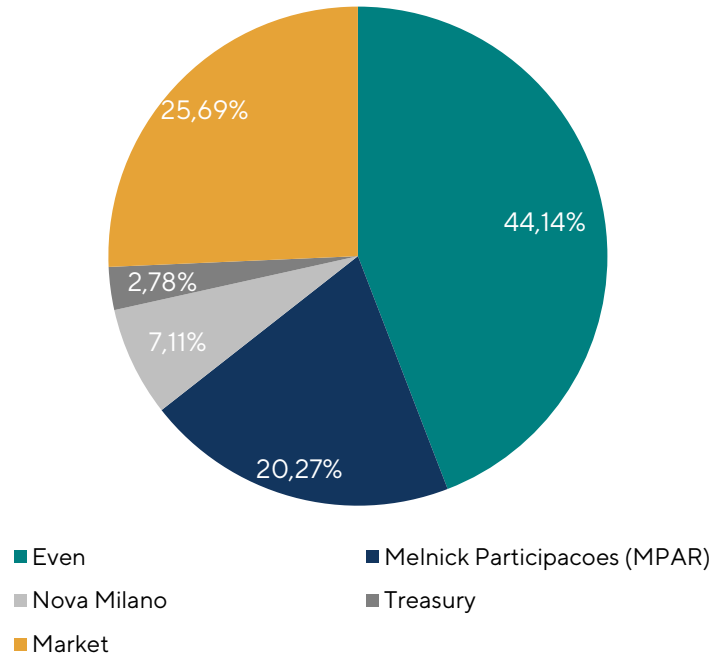
The accounts receivable balance is adjusted by the INCC index until the delivery of the keys and after that, by the variation of the pricing index (IPCA) plus interest of 12% per annum recognized pro rata temporis.

Such amounts may be paid by the client, transferred to banks (mortgage to customers), or securitized.

SHAREHOLDING STRUCTURE

Shareholding Structure

(As of 10/31/2022 per CVM 358 + Information from shareholders with a minimum ownership of 5% – source: B3)



(Total shares: 207,969,341)

APPENDICES

APPENDIX 1 – Income Statement

(Consolidated – R\$ thousand)

INCOME STATEMENT	3Q21	4Q21	1Q22	2Q22	3Q22
Net Revenue from Sales and/or Services	186,616	236,638	206,995	304,927	306,411
Cost of Goods Sold	-137,678	-182,860	-146,766	-241,082	-235,050
Gross Income	48,938	53,778	60,229	63,845	71,361
<i>Gross Margin</i>	<i>26.22%</i>	<i>22.73%</i>	<i>29.10%</i>	<i>20.94%</i>	<i>23.29%</i>
<i>Gross Margin (ex-financing)</i>	<i>26.58%</i>	<i>23.84%</i>	<i>29.44%</i>	<i>22.32%</i>	<i>23.96%</i>
Operating Expenses	-36,426	-33,654	-34,487	-43,031	-49,588
Selling	-16,884	-19,138	-16,084	-19,883	-26,855
General and Administrative	-12,342	-13,985	-11,198	-16,260	-13,101
Other operating expenses, net	-7,200	-531	-7205	-6,888	-9,632
Operating Income Before Financial Result	12,512	20,124	25,742	20,814	21,773
Equity Income					
Equity accounting				-23	63
Financial Results	12,406	15,582	17,944	24,334	15,683
Financial Expenses	-672	-2,483	-685	-400	-935
Financial Revenue	13,078	18,065	18,629	24,734	16,618
Profit before IRPJ and CSLL	24,918	35,706	43,686	45,125	37,519
IRPJ and CSLL	-3,543	-3,984	-3,250	-6,262	-6,446
Current	-3,595	-4,329	-2,883	-5,441	-5,670
Deferred	52	345	-367	-821	-776
Net income before minority shareholders' interest	21,375	31,722	40,436	38,863	31,073
Minority shareholders' interest	-1,650	4,554	-18,253	-9,134	-8,218
Net Income for the Year	19,725	36,276	22,183	29,729	22,855
<i>Net Margin</i>	<i>10.57%</i>	<i>15.33%</i>	<i>10.72%</i>	<i>9.74%</i>	<i>7.46%</i>
Net Margin (without minorities)	11.45%	13.41%	19.53%	12.74%	10.14%

APPENDIX 2 – Balance Sheet

(Consolidated – R\$ thousand)

ASSETS	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022
Cash and cash equivalents	36,139	16,140	8,916	8,524	8,882
Bonds and Securities	508,882	384,553	370,424	379,101	328,744
Restricted cash	-	-	-	-	-
Accounts receivable	367,361	451,505	461,333	417,642	251,233
Property for sale	790,224	806,653	846,257	815,181	965,827
Other accounts receivable	37,046	30,758	33,484	29,443	33,545
Current Assets	1,739,652	1,689,609	1,720,414	1,649,891	1,712,172
Accounts receivable	162,251	173,813	179,781	330,170	515,108
Property for sale	48,996	60,076	65,056	42,875	50,579
Advances for future investments	1,848	2,153	5,691	4,694	3,195
Related parties	217	197	212	9,116	11,717
Other accounts receivable	2,695	7,049	4,417	3,837	3,842
Investments	4,584	4,584	4,584	6,614	12,181
Right of use	3,266	3,266	4,946	4,473	4,118
Property, plant and equipment	6,273	10,505	9,070	9,035	8,864
Intangible assets	168	158	139	124	289
Non-current assets	230,298	261,801	273,896	410,938	485,952
Total assets	1,969,950	1,951,410	1,994,310	2,060,829	2,198,124
LIABILITIES	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022
Suppliers	23,481	41,916	46,807	54,699	39,653
Accounts Payable, Real Property Purchase	51,821	50,691	44,471	69,233	37,071
Loans and borrowing	24,785	6,824	4,114	2,857	21,736
Current taxes and contributions	10,516	10,732	5,263	5,490	5,564
Differed taxes and contributions	7,026	3,650	7,036	13,238	14,331
Advances from Customers	382,920	414,881	379,296	363,550	464,589
Proposed dividends	-	-	-	-	-
Provisions	67,187	65,786	86,860	77,443	80,807
Related parties	35,102	35,984	40,148	31,426	1,619
Other accounts payable	44,631	30,565	29,978	37,565	21,431
Current Liabilities	647,469	661,029	643,973	655,501	686,801
Accounts Payable, Real Property Purchase	41,552	41,028	39,518	26,193	56,293
Provisions	26,822	25,387	25,828	26,205	29,324
Loans and borrowing	10,219	5,610	24,834	85,651	115,082
Differed taxes and contributions	16,055	19,334	20,214	12,220	12,996
Long-Term Liabilities	94,648	91,359	110,394	150,269	213,695
Capital stock	1,109,029	1,109,029	1,109,029	1,109,029	1,109,029
Treasury Stock	-31,692	-31,692	-31,692	-31,692	-31,692
Costs for subscription of shares	-	-	-	-	-
Equity valuation adjustment	-	-	-	-	-
Legal reserves	-	-	-	-	-
Statutory Reserves	-	-	-	-	-
Profit Reserve	100,410	77,663	99,846	105,015	121,208
Non-controlling shareholders' interest	50,086	44,022	62,760	72,707	99,803
Equity	1,227,833	1,199,022	1,239,943	1,255,059	1,298,348
Total Liabilities and Equity	1,969,950	1,951,410	1,994,310	2,060,829	2,198,124

APPENDIX 3 – Cash Flow Statement

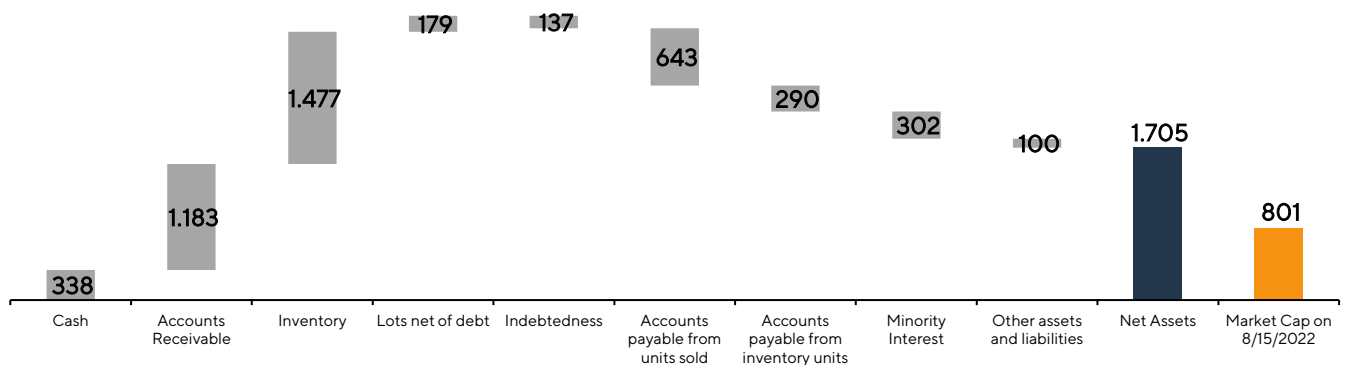
(Consolidated – R\$ thousand)

CASH FLOW FROM OPERATING ACTIVITIES	3Q21	4Q21	1Q22	2Q22	3Q22
Profit before income and social contribution taxes	24,970	36,246	43,686	45,126	37,518
Adjustments to reconcile income before income tax and social contribution					
Equity accounting				23	-63
Depreciation and amortization	1,434	1,580	970	940	906
Contingency fund, net	-43	-1,167	2,248	120	3,868
Provision for guarantees, net	2,367	670	2,672	19	1,472
Provision for cancellations, net	-2,560	-3,788	130	8,319	-2,091
Provision for profit sharing	1,959	1,449	2,514	-3,547	2,514
Provisioned interest				2,914	-2,914
Interest and monetary variations expenses	1,158	1,262	701	-701	-
Variations in current and non-current assets and liabilities:					
Accounts receivable	-100,756	-95,706	-14,463	-108,031	-18,529
Property for sale	-108,710	-27,509	-44,584	53,257	-158,350
Other accounts receivable	-4,749	1,934	-96	4,623	-4,107
Suppliers	4,735	18,435	4,891	7,892	-15,046
Accounts Payable, Real Property Purchase	13,430	-1,654	-7,730	11,437	-2,062
Advances from Customers	83,841	31,961	-26,889	-24,442	101,039
Other liabilities	12,732	5,874	1,588	2,449	-13,854
Cash generated (applied) in operations	-70,192	-30,413	-34,362	398	-62,720
Interest paid	-758	-645	-666	-1,097	-1,254
Paid income tax and social security	-3,595	-4,525	-3,249	-6,264	6,445
Net cash applied in operating activities	-74,545	-35,583	-38,277	-6,962	-70,420
CASH FLOW FROM INVESTMENTS					
Bonds and Securities	74,849	124,329	14,129	-8,677	50,357
Acquisition of property, plant and equipment and intangible assets	-5,550	-5,802	-1,196	-417	-545
Increase in investments	-	-	-	-2,053	-5,504
Increase (decrease) in advance for future capital increase in investees	-	-	-	-2,541	1,499
Net cash from investments	69,729	118,222	9,395	-10,150	45,807
INVESTMENTS CASH FLOW					
Raised loans and borrowings	100	1,200	21,625	60,752	45,595
Amortized loans and borrowings	-32,583	-24,387	-4,600	-2,853	-97
Restricted cash	42	-	-	-	-
Related parties	21,061	-12,428	4,634	-18,111	-13,477
Dividend paid	5,749	-67,023	-	-24,365	-7,000
Acquisition of shares in treasury	-5,144	-	-	-	-
Non-controlling shareholders' transactions				1,298	18,879
Net cash from financing activities	-10,775	102,638	21,658	16,721	24,970
NET INCREASE (DECREASE) OF CASH AND CASH EQUIVALENTS	15,377	-19,999	-7,224	-392	358

APPENDIX 4 – NAV

(Consolidated – R\$ thousand)

Net Assets	9/30/2022
Cash/Cash equivalents and financial investments	337,626
Loans, Financing and Debentures to be paid	(136,818)
Net indebtedness	200,808
Accounts receivable from customers, on-balance	766,341
Accounts receivable from customers, off-balance	930,137
Advances from customers	(464,589)
Taxes on accounts receivable from customers	(49,276)
Building obligations ref. sold properties	(643,000)
Accounts receivable from customers, Net	539,613
Units in inventory at market value	1,385,909
Provision for cancellations at market value	152,388
Taxes on sale of units in inventory	(61,532)
Estimated costs to be incurred on properties in inventory	(338,645)
Adjustment of costs to be incurred from phases already accounted for	48,918
Net inventory	1,187,037
Inventory of plots of land, on-balance	272,520
Debt from plots of land, on-balance	(58,045)
Debt from plots of land already launched	(35,319)
Plots of Land	179,155
Minorities' interest (on-balance)	(99,803)
Minorities' interest (off-balance)	(202,311)
Minority shareholders' interest	(302,114)
Projects consolidated by equity method (on-balance)	12,181
Projects consolidated by equity method (off-balance)	-
Projects consolidated by equity method	12,181
Other assets	65,570
Other liabilities	(178,678)
Other assets (liabilities)	(112,108)
Net Assets	1,704,573



APPENDIX 5 – Land Bank

The chart shows land purchased by the Company, per development, as of September 30, 2022:

Plot of Land	Location	Date of Purchase	Areas (sq.m.)		Units	Expected PSV	
			Plot of Land	Usable		Total	Melnick
Plot - I	Urban Development	May-2010	394,157	222,698	389	322,438	120,626
Plot - II	Urban Development	May-2010	275,664	155,750	243	225,506	72,160
Plot - III	Urban Development	May-2010	284,752	160,885	243	232,940	72,160
Plot - IV	Homebuilder	Sep-2014	44,145	22,541	352	152,563	135,755
Plot - IX	Urban Development	Nov-2016	159,986	83,743	398	33,677	11,231
Plot - V	Homebuilder	Sep-2014	15,475	7,273	194	53,480	47,588
Plot - VI	Homebuilder	Sep-2014	40,206	22,447	288	138,950	123,642
Plot - VII	Homebuilder	Dec-2014	5,024	10,820	54	90,371	74,865
Plot - VIII	Urban Development	Nov-2016	375,449	137,307	393	57,184	19,071
Plot - X	Homebuilder	Jan-2017	11,123	35,811	756	318,939	318,939
Plot - XI	Urban Development	Jan-2017	422,603	169,905	876	127,691	42,474
Plot - XII	Homebuilder	Jun-2017	11,721	33,389	518	276,404	262,904
Plot - XIII	Homebuilder	Oct-2017	4,000	7,593	56	93,863	75,090
Plot - XIV	Homebuilder	Jan-2018	17,168	34,498	416	260,548	260,548
Plot - XIX	Homebuilder	Nov-2018	7,947	12,726	326	174,050	138,335
Plot - XV	Homebuilder	Jan-2018	17,168	33,895	260	278,856	278,856
Plot - XVI	Urban Development	Feb-2018	1,007,596	340,909	1,251	102,503	48,448
Plot - XVII	Urban Development	Feb-2018	1,166,354	289,434	1,446	253,660	115,987
Plot - XVIII	Urban Development	Jul-2018	172,661	86,729	462	47,082	14,124
Plot - XX	Homebuilder	Nov-2018	4,671	6,431	109	73,012	56,220
Plot - XXI	Homebuilder	Nov-2020	10,555	18,976	162	265,343	209,206
Plot - XXII	Homebuilder	Feb-2021	1,561	2,944	42	53,030	26,515
Plot - XXIII	Homebuilder	May-2021	4,052	6,376	100	50,941	33,112
Plot - XXVI	Homebuilder	May-2021	3,197	9,140	48	106,294	106,294
Plot - XXIX	Homebuilder	Apr-2022	2,835	7,880	14	166,433	107,850
Plot - XXV	Homebuilder	Jul-2021	2,788	6,864	42	120,045	89,081
Plot - XXVI	Homebuilder	Sep-2021	3,880	10,453	20	209,056	209,056
Plot - XXVII	Homebuilder	Oct-2021	25,225	22,743	339	150,909	131,291
Plot - XXVIII	Homebuilder	Nov-2021	10,236	24,829	56	231,153	231,153
Plot - XXX	Homebuilder	Jun-2022	28,869	17,561	124	220,916	220,916
Plot - XXXI	Homebuilder	Jun-2022	9,316	23,090	495	280,420	264,997
Plot - XXXII	Urban Development	Jun-2022	102,417	55,663	172	100,340	27,995
Plot - XXXIII	Urban Development	Jun-2022	85,462	43,420	128	88,012	24,555

APPENDIX 6 – Sales evolution and financial evolution of cost

The following chart presents the sales position and the financial evolution of the cost for our projects as of 9/30/2022 when compared to 6/20/2022, 3/31/2022 and 12/31/2021:

Development	Launch	%Melnick	% Sold				% PoC			
			9/30/2022	6/30/2022	3/31/2022	12/31/2021	9/30/2022	6/30/2022	3/31/2022	12/31/2021
Hom	4Q10	100%	99%	99%	98%	98%	100%	100%	100%	100%
Grand Park Eucaliptos	3Q11	100%	100%	100%	100%	99%	100%	100%	100%	100%
Cobal-Rubi	4Q11	100%	100%	99%	98%	98%	100%	100%	100%	100%
Design Office Center	3Q12	100%	98%	98%	99%	99%	100%	100%	100%	100%
Hom Lindaia	4Q12	100%	91%	91%	90%	95%	100%	100%	100%	100%
Nine	4Q12	100%	99%	99%	99%	99%	100%	100%	100%	100%
Icon-RS	1Q13	100%	90%	90%	91%	90%	100%	100%	100%	100%
IconRS-2nd phase	2Q13	100%	99%	100%	98%	99%	100%	100%	100%	100%
WindowRS	4Q13	100%	99%	99%	99%	99%	100%	100%	100%	100%
Anita Garibaldi	4Q13	100%	94%	93%	94%	93%	100%	100%	100%	100%
IconRS-3rd phase	2Q14	100%	99%	98%	98%	97%	100%	100%	100%	100%
Viva Vida Boulevard	4Q14	100%	93%	93%	91%	91%	100%	100%	100%	100%
Hom Nilo	3Q15	100%	85%	86%	85%	84%	100%	100%	100%	100%
Max Plaza	4Q15	100%	83%	83%	80%	81%	100%	100%	100%	100%
Central Park-1st phase	1Q16	60%	73%	72%	75%	78%	93%	94%	94%	94%
Supreme Central Parque	1Q16	100%	99%	100%	100%	100%	100%	100%	100%	100%
Central Park-2nd phase	2Q16	60%	74%	73%	78%	93%	94%	94%	94%	94%
DOC Santana	2Q16	100%	65%	65%	64%	64%	100%	100%	100%	100%
Max Plaza-2nd phase	2Q16	100%	59%	59%	60%	61%	100%	100%	100%	100%
Supreme Higienopolis	3Q16	100%	100%	100%	100%	99%	100%	100%	100%	100%
Reserva Bela Vista	4Q16	60%	92%	86%	86%	89%	100%	100%	100%	100%
Reserva do Lago	4Q16	60%	42%	48%	49%	51%	100%	100%	100%	100%
Vida Viva Horizonte - 2nd phase	4Q16	100%	93%	91%	90%	89%	100%	100%	100%	100%
Grand Park Lindóia- Phase 1	4Q16	100%	81%	80%	80%	81%	94%	92%	92%	91%
Linked Teresópolis	3Q17	100%	64%	65%	58%	62%	100%	100%	100%	100%
Domingos de Almeida	3Q17	60%	84%	82%	77%	76%	100%	100%	100%	100%
Grand Park Lindóia- Phase 2	4Q17	100%	75%	75%	72%	76%	94%	92%	92%	91%
GO 1092	4Q17	100%	100%	100%	95%	94%	100%	100%	100%	100%
Península (Brilhante)	4Q18	100%	99%	100%	100%	100%	100%	100%	100%	100%
Vida Viva Linked	1Q18	100%	81%	79%	69%	70%	100%	100%	100%	100%
Pontal	3Q18	100%	90%	90%	94%	95%	90%	82%	79%	75%
Praça do Sol	4Q18	48%	68%	68%	68%	68%	98%	98%	95%	86%
Vívio Lindaia	4Q18	100%	92%	88%	74%	76%	100%	100%	100%	93%
Artur505	4Q18	100%	100%	99%	100%	100%	99%	98%	90%	90%
Teena	1Q19	100%	85%	88%	88%	88%	81%	75%	71%	66%
Pontal-2nd phase	1Q19	100%	94%	97%	89%	91%	90%	82%	79%	75%
Central Park-3rd phase	3Q19	60%	1%	1%	2%	2%	93%	94%	94%	94%
High Garden	3Q19	100%	96%	89%	84%	84%	96%	92%	86%	80%
Central Park Passo Fundo	4Q19	35%	100%	100%	100%	100%	93%	93%	93%	91%
OPEN Canoas Centro - Phase 1	4Q19	100%	100%	100%	100%	99%	82%	77%	74%	69%
Radisson Moinhos 1903	4Q19	100%	87%	85%	86%	87%	93%	85%	78%	71%
Casa Vista	4Q19	100%	57%	57%	51%	51%	82%	77%	70%	62%
Sunset	1Q20	50%	100%	99%	99%	99%	100%	100%	100%	92%
GO24	1Q20	100%	92%	91%	93%	94%	91%	88%	81%	74%
CarlosGomesSquare-Phase1	2Q20	100%	80%	80%	80%	80%	68%	65%	60%	55%
OPENCanoasCentro-Phase2	4Q19	100%	100%	98%	80%	72%	82%	77%	74%	69%
CarlosGomesSquare-Phase2	3Q20	100%	84%	84%	81%	83%	68%	65%	60%	55%
Supreme Altos do Central Parque	4Q20	100%	83%	80%	67%	64%	79%	72%	64%	57%
GranParkLindaia-F3	1Q21	100%	72%	60%	53%	53%	94%	92%	92%	91%
Go Rio Branco	1Q21	100%	81%	81%	82%	83%	66%	59%	52%	43%
Casaviva	1Q21	50%	100%	100%	100%	100%	88%	77%	65%	58%
Botanique Residence	1Q21	100%	91%	90%	59%	60%	61%	54%	47%	43%
Seen Boa Vista	2Q21	100%	61%	61%	47%	47%	55%	49%	45%	42%
Hillside	3Q21	100%	71%	69%	36%	36%	48%	42%	36%	32%
Arte Country Club	3Q21	82%	82%	79%	73%	68%	51%	46%	41%	38%
GO Cidade Baixa	4Q21	100%	67%	60%	47%	38%	40%	35%	34%	34%
GO Carlos Gomes	4Q21	100%	54%	48%	43%	43%	47%	44%	40%	38%
Nilo Square - Residencial	1Q22	50%	36%	30%	13%		26%	26%	22%	
Zen Concept Resort	1Q22	35%	99%	99%	99%		54%	52%	52%	
Open Protásio	1Q22	100%	51%	37%	15%		27%	24%	4%	
Nilo Square F2	2Q22	50%	60%	49%			26%	26%		
Open Canoas Centro - Phase 3	2Q22	100%	38%	16%			82%	77%		
Seen Menino Deus	3Q22	100%	45%				45%			
The Garden - ResidencialI	3Q22	25%	81%				64%			

DISCLAIMER

The statements within this release, which refer to business prospects, estimates of financial and operating results, and growth prospects that affect the Melnick's activities, as well as any other statements about the future of the Company's business, constitute estimates and statements about the future and involve risk and uncertainties; therefore, they are not assurances of future results. Such considerations depend significantly on changes in market conditions, governmental regulations, pressure from the competition, performance of the industry and of the Brazilian economy among other factors. As such, they are subject to changes without notice.

RELATIONSHIP WITH INDEPENDENT AUDITORS

In compliance with CVM Instruction 381/03, we inform that the independent auditors from Deloitte Touche Tohmatsu Auditores Independentes, during the quarter and year ended Friday, September 30, 2022, did not provide any services other than those related to external auditing. The Company's policy regarding the hiring of independent auditing services ensures there is no conflict of interests or loss of independence or objectivity.