

# Release of Results

2Q24

**melnick**  
Muito mais que morar





## Notice

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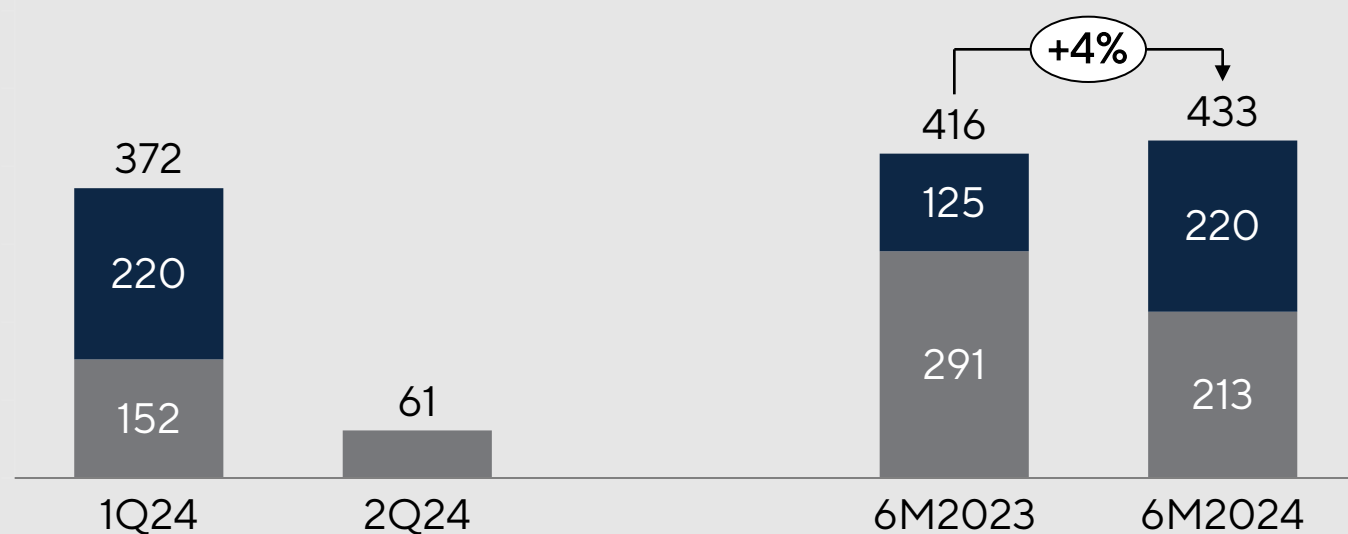
They encompass risks, uncertainties, and assumptions as they refer to upcoming events, and, therefore, depend on circumstances that may occur or not. Investors must understand that general economic conditions, market conditions, and other operational factors can affect **Melnick's** future performance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

For best governance practices and transparency for its shareholders, the Company emphasizes that its results for the quarter are directly impacted by the items listed:

- a) Reappraisal of budgeted costs for works directly and indirectly affected by the floods;
- b) Assessment and postponement of construction delivery dates;
- c) Asset recoverability analysis (*landbank*) and prospecting expenses, located in specific areas in Porto Alegre;
- d) Detailed monitoring of non-performance and mitigation actions;
- e) Repositioning in the launch *pipeline*;
- f) Assessment of passive contingencies.

# Highlights

## Sales % Melnick

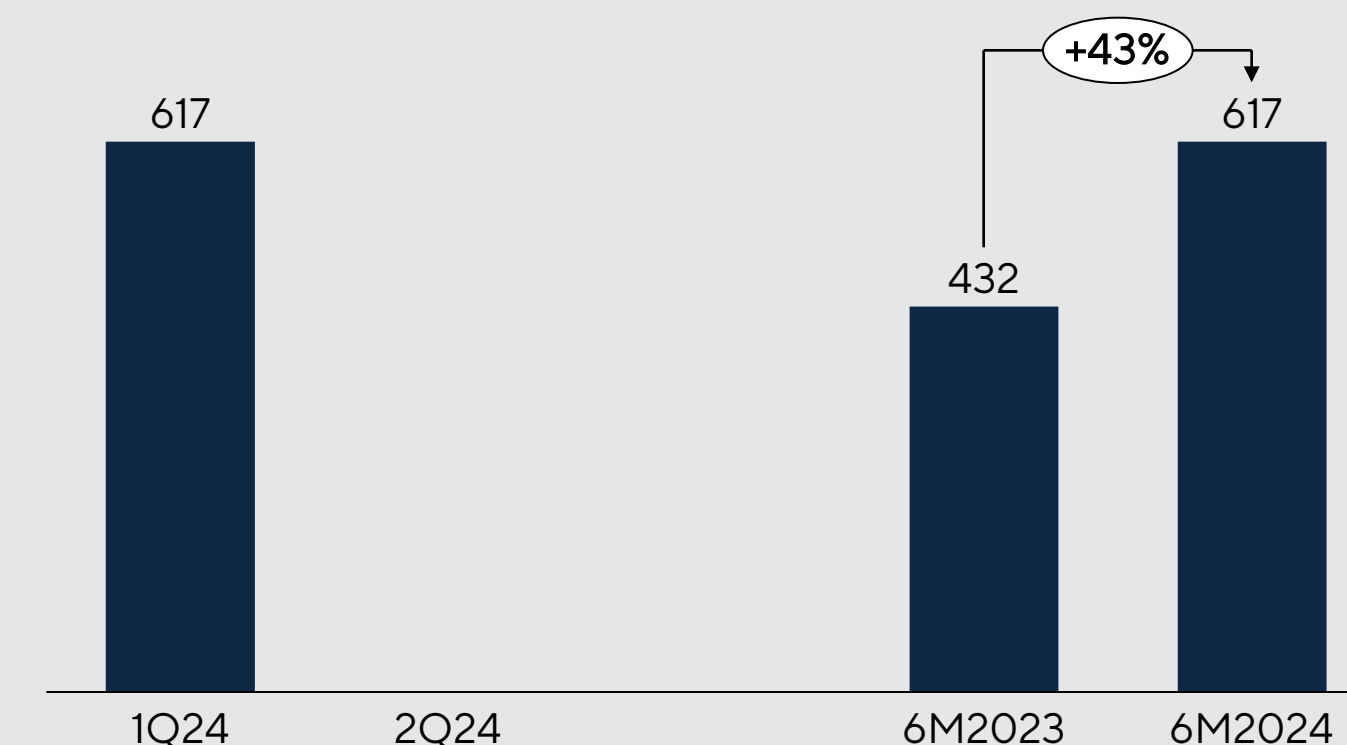


## Sales Performance

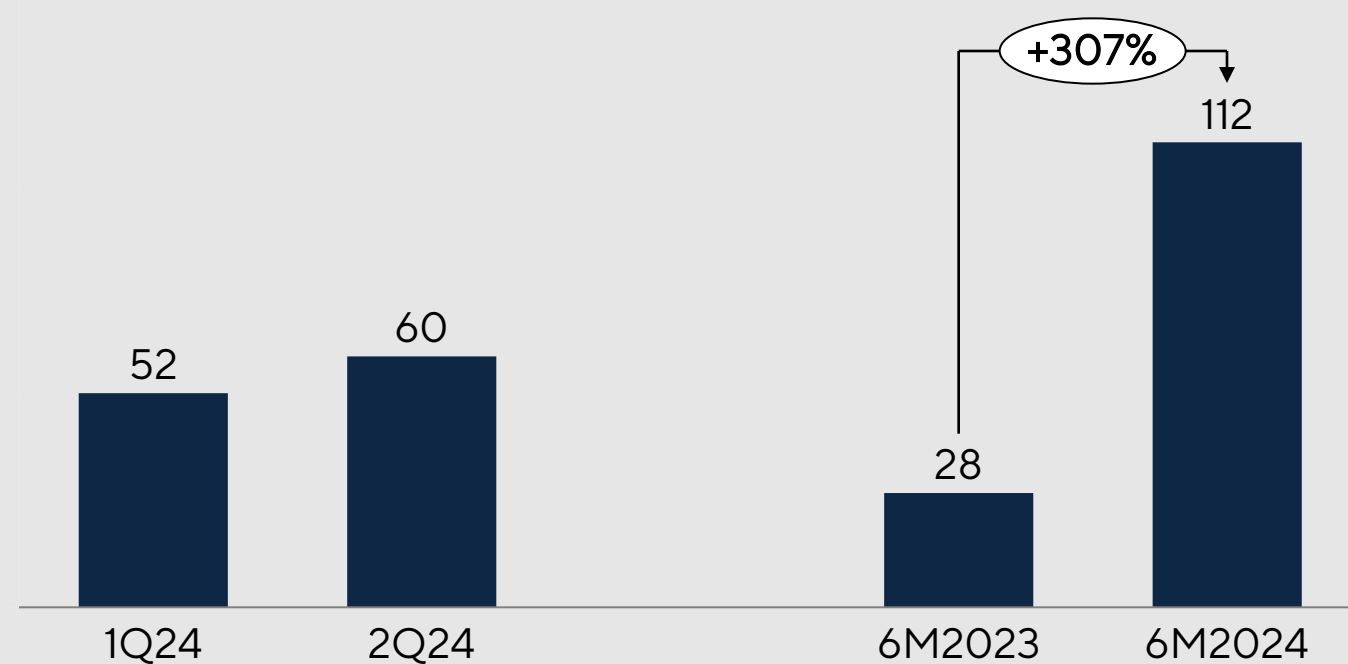
Sales performance of works to deliver in 2024

**91%**

## Launches % Melnick



## Operating Cash Generation



## Financial Soundness

**R\$ 506 MM** Solid cash position

**R\$ 185 MM** Net Cash

## Dividends

**R\$ 41 MM**

In payment of dividends in the quarter.





# Highlights July/2024

Due to an atypical second quarter due to the strong floods that occurred in the state, we are exceptionally bringing some relevant data after the end of the quarter.

## Launches

R\$ **189** MM

In launches (%Melnick) with **SoS at +40%.**

R\$ **806** MM

In Launches YTD, a 12% growth when compared to 2023 (%Melnick).

## Sales

**+R\$ 100** MM

In net sales (% Melnick).

## Works

From July, the pace of works was close to that reported before the floods.

(1) Non-audited data are subject to change.



# Subsequent Launches

YOFI (3Q24)



PSV<sup>1</sup>, <sup>2</sup>% MELNICK – R\$ 40 MM

GO MOINHOS (3Q24)



PSV<sup>1</sup>, <sup>2</sup>% MELNICK – R\$ 101 MM

GRAND PARK MOINHOS – PHASE 3  
(3Q24)



PSV<sup>1</sup>, <sup>2</sup>% MELNICK – R\$ 48 MM

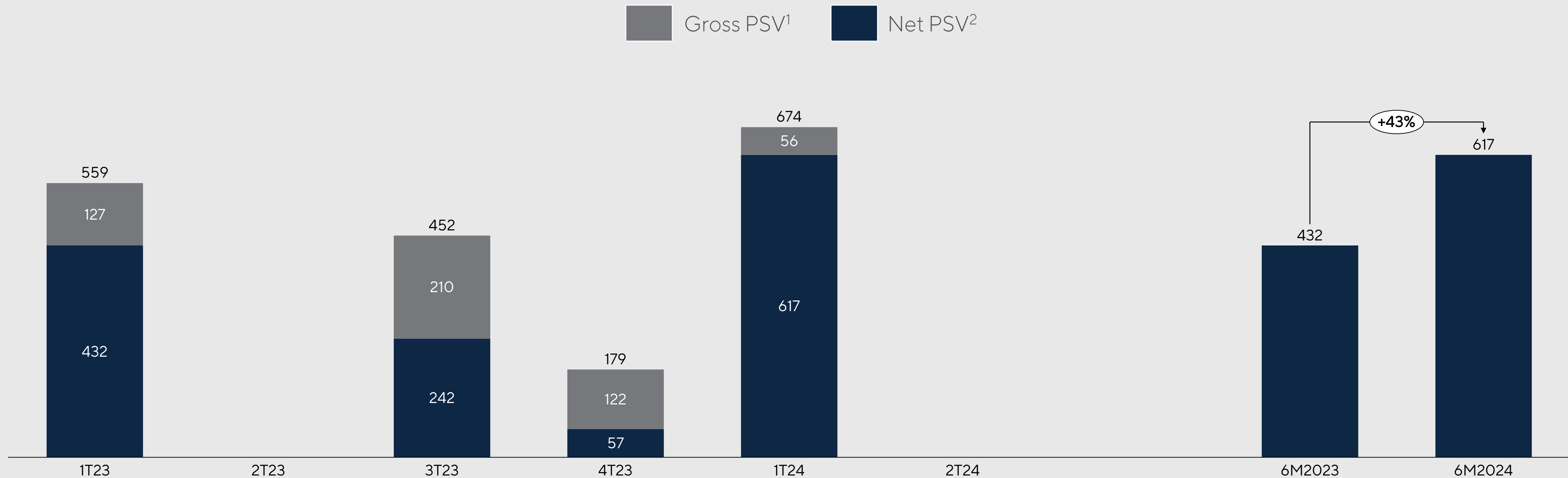
(1) PSV of physical swap and sales commissions, net. (2) Non-audited data are subject to change.



# Launches 2024



Project	Business unit	PSV 100% <sup>1</sup> (R\$ '000)	PSV Melnick <sup>2</sup> (R\$ '000)	Usable area <sup>3</sup> (m2)	Unit <sup>3</sup>	Average Value/Unit (R\$ '000)	Segment
<b>1Q24</b>		<b>673,605</b>	<b>617,161</b>	<b>37,828</b>	<b>164</b>	<b>3,763</b>	
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
<b>2Q24</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Total</b>		<b>673,605</b>	<b>617,161</b>	<b>37,828</b>	<b>164</b>	<b>3,763</b>	

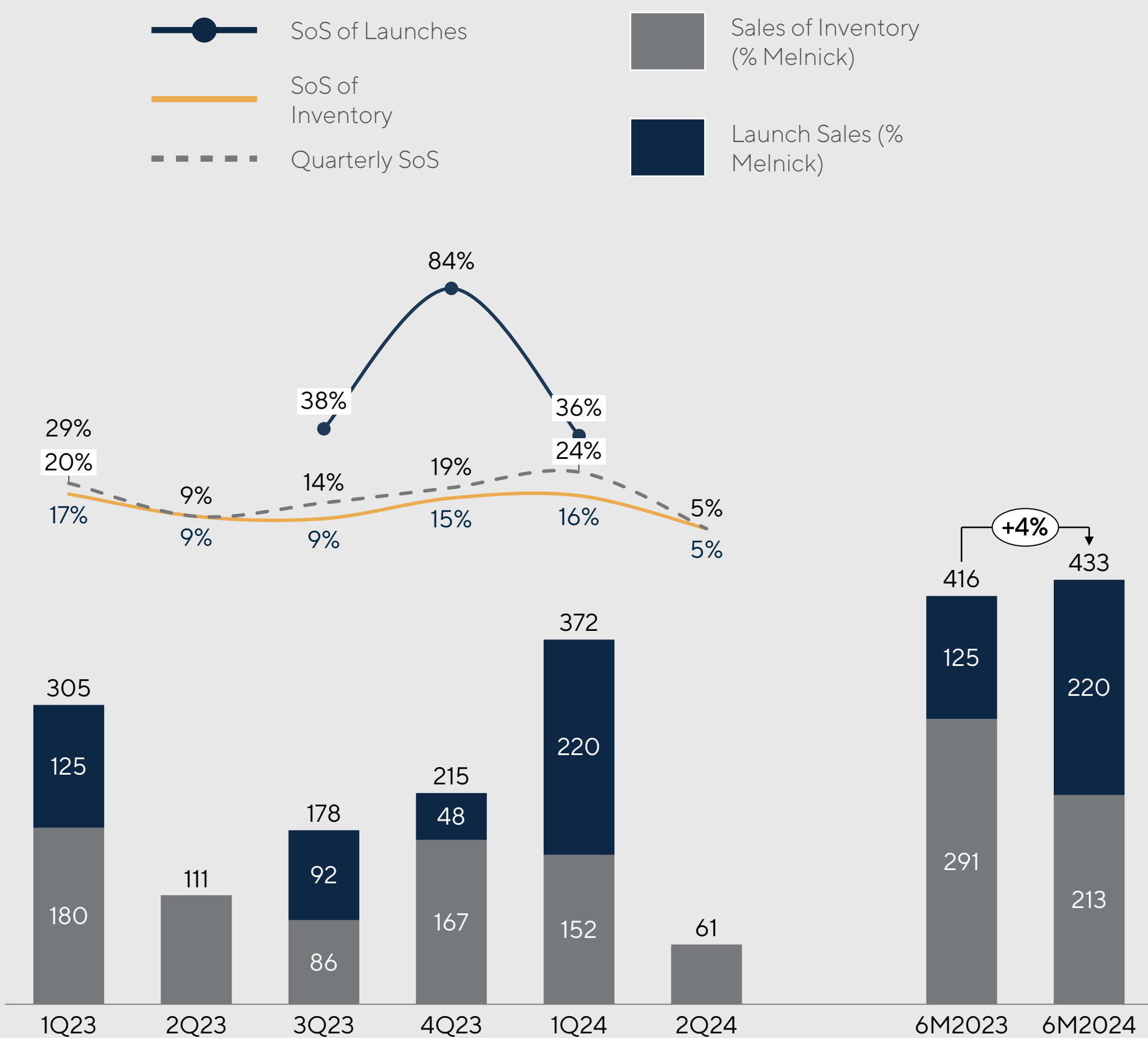


(1) PSV of physical swap and sales commissions, gross. (2) PSV of physical swap and sales commissions, net. (3) PSV of swap, net.

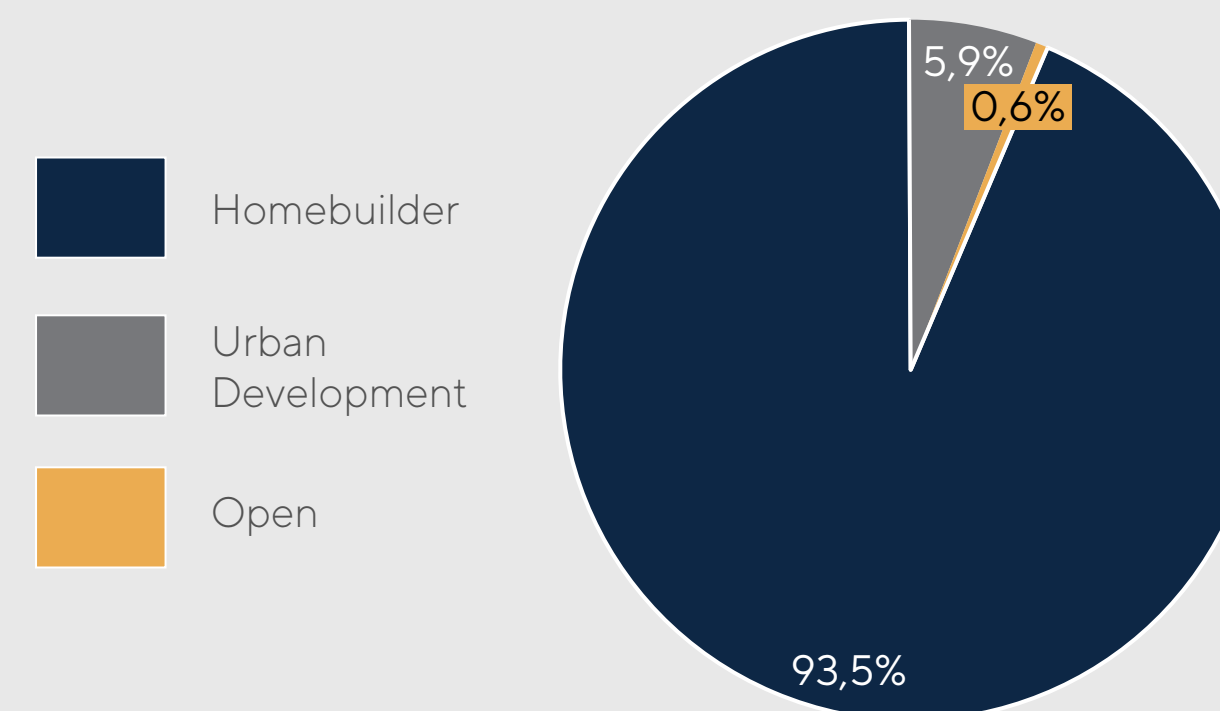


# Net Sales

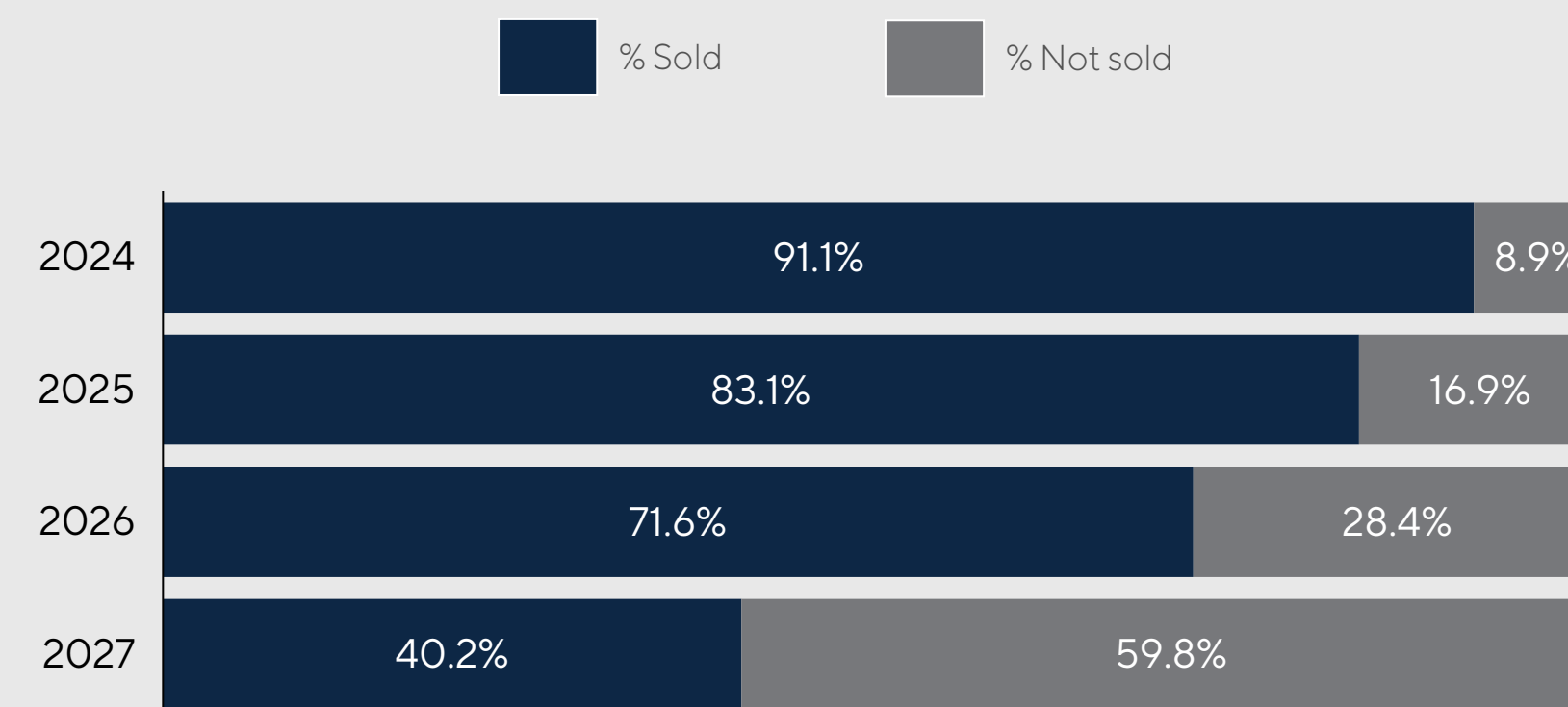
Breakdown by quarter:  
(% Melnick – R\$ million):



Breakdown of business units sold in 2Q24 (% Melnick – R\$ million):



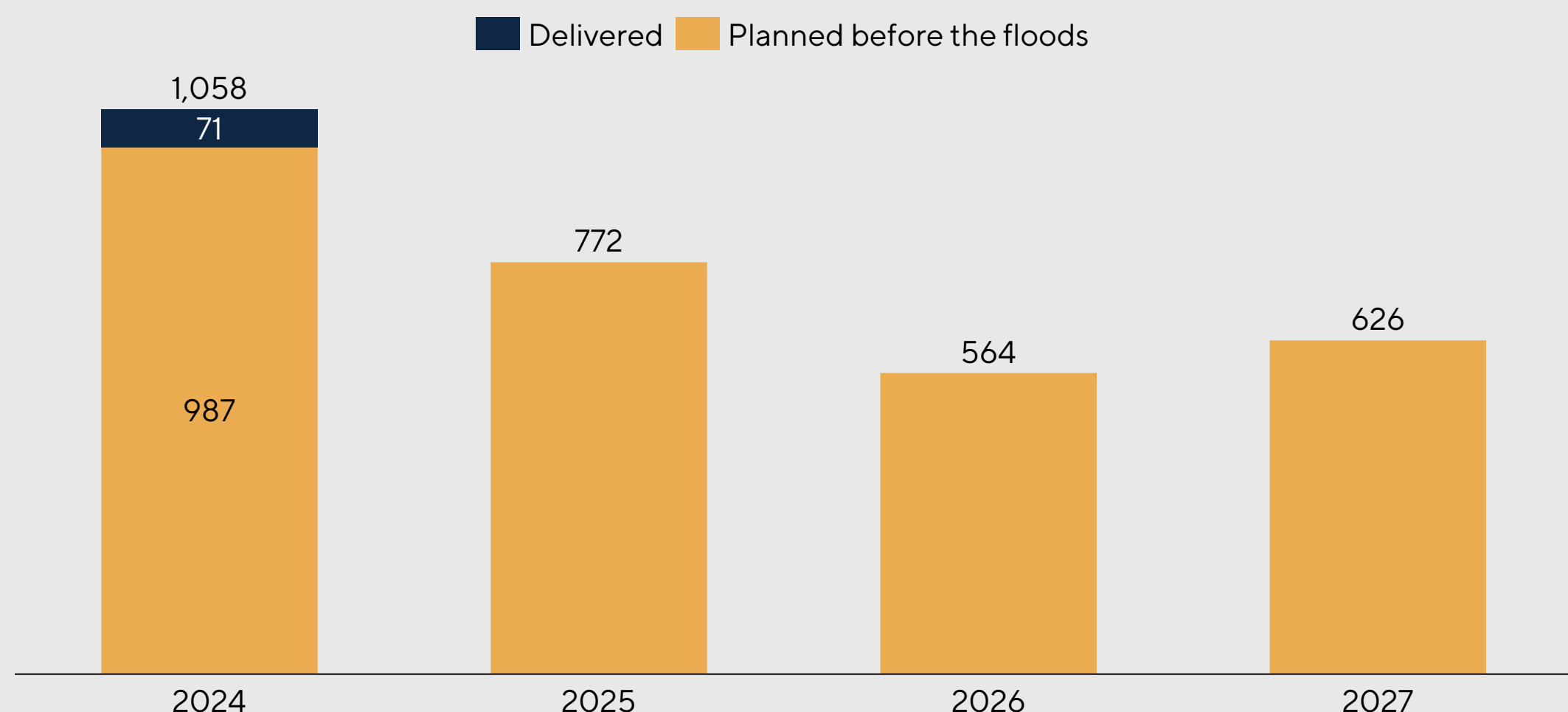
% Sold in the Year of Delivery (% Melnick):



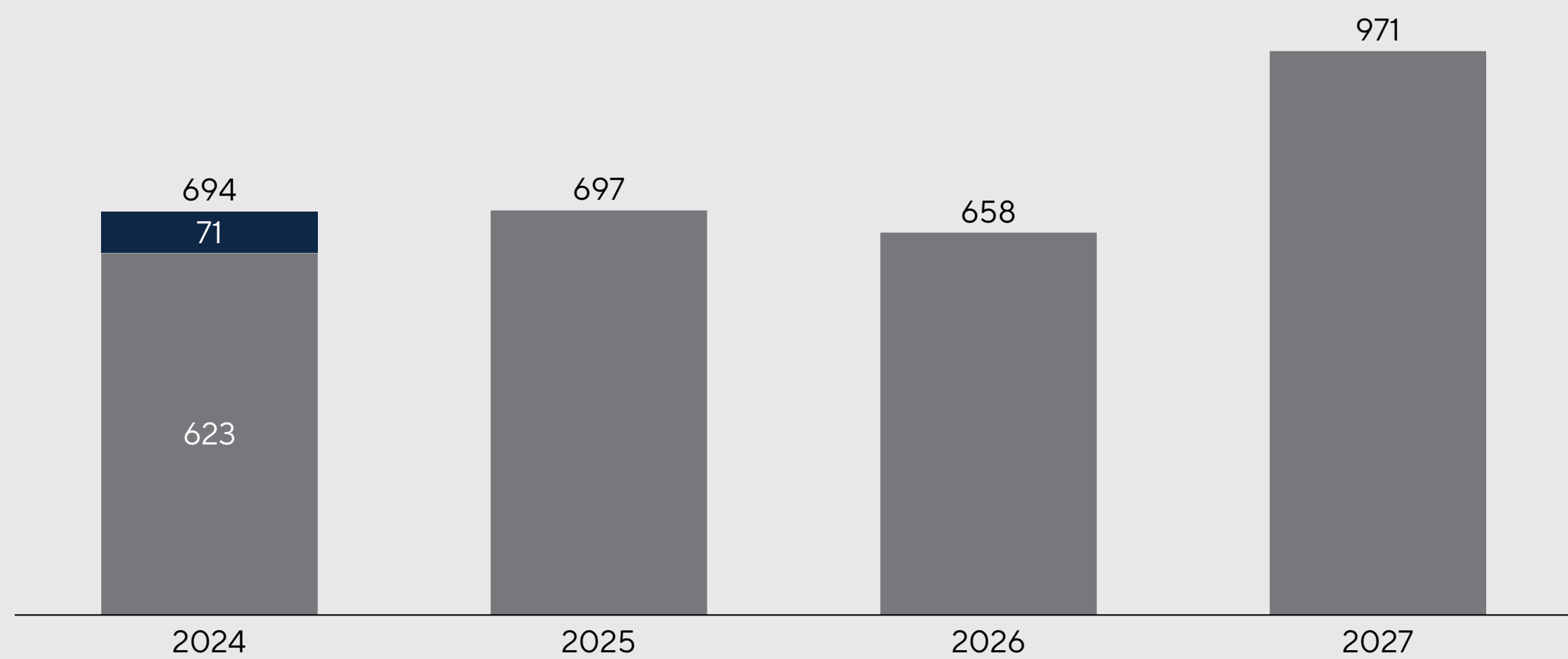


# Deliveries and Operational Capacity

Future deliveries (% Melnick)




Delivered Planned after the floods



Operational capacity

 **24**  
Active construction sites

 **4,396**  
units under construction

 **695,864m<sup>2</sup>**  
under construction



# Future deliveries planned to 2024 | % Melnick

Average % sold  
**91%**

HILLSIDE  
3Q24

90% sold  
R\$ 45 MM

ZEN CONCEPT RESORT  
3Q24

99% sold  
R\$ 26 MM

OPEN CANOAS CENTRO - F3  
4Q24

98% sold  
R\$ 27 MM

GO CARLOS GOMES  
4Q24

90% sold  
R\$ 64 MM

OPEN PROTÁSIO  
4Q24

91% sold  
R\$ 40 MM

BOTANIQUE RESIDENCE  
4Q24

90% sold  
R\$ 130 MM

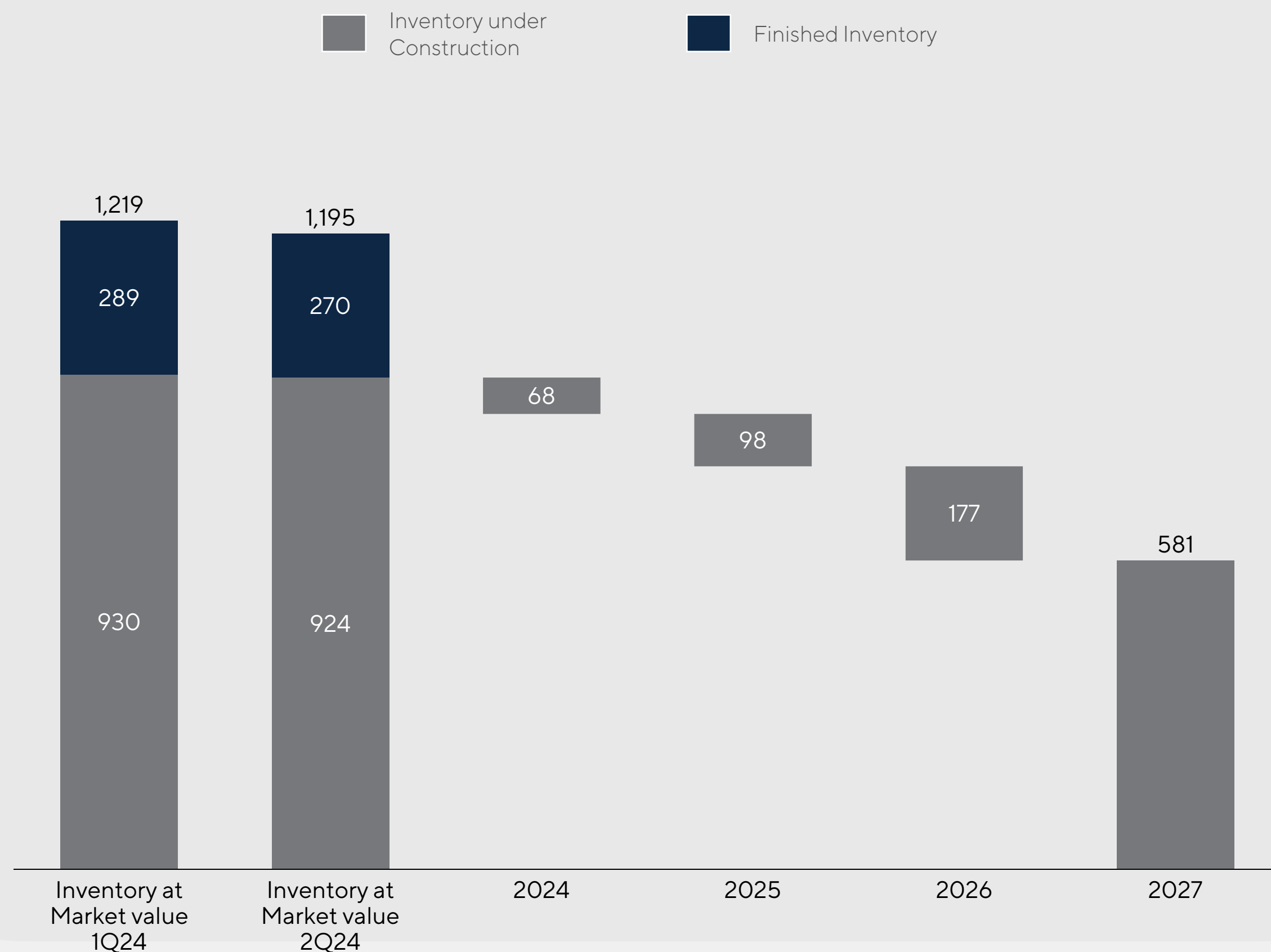
CARLOS GOMES SQUARE  
4Q24

89% sold  
R\$ 291 MM

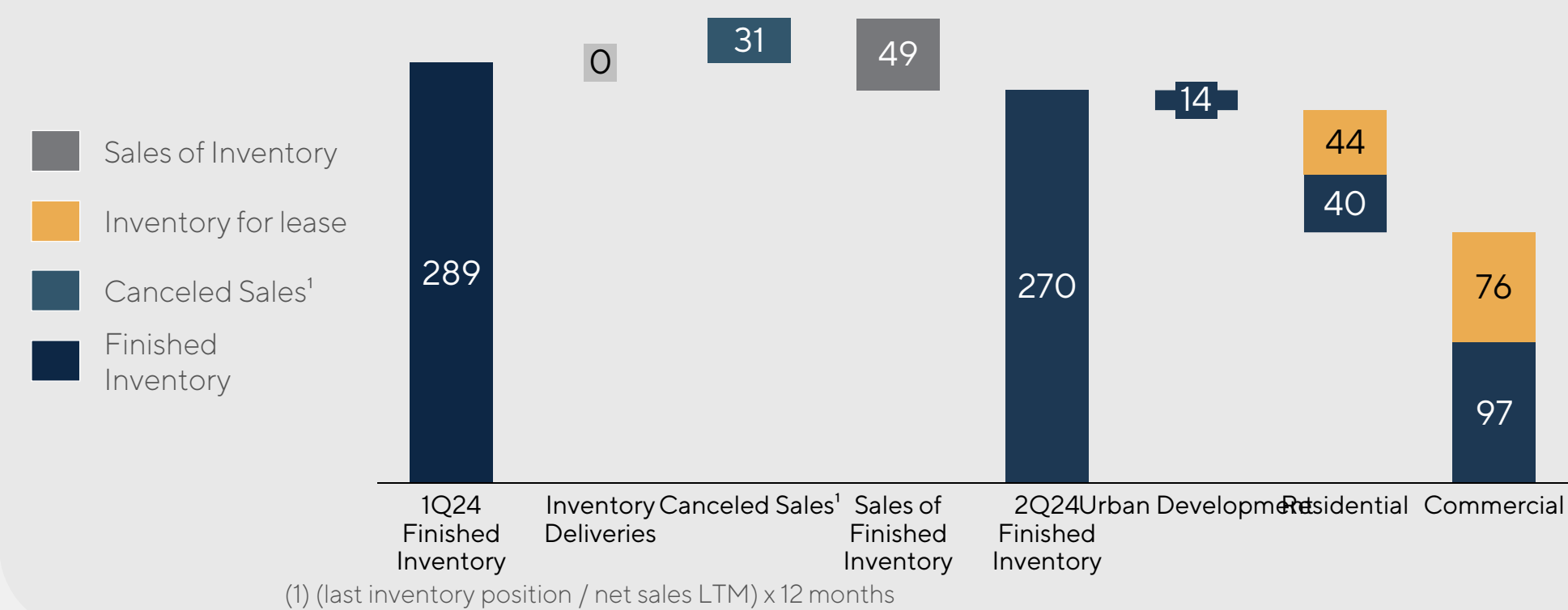


# 2Q2024 Inventory

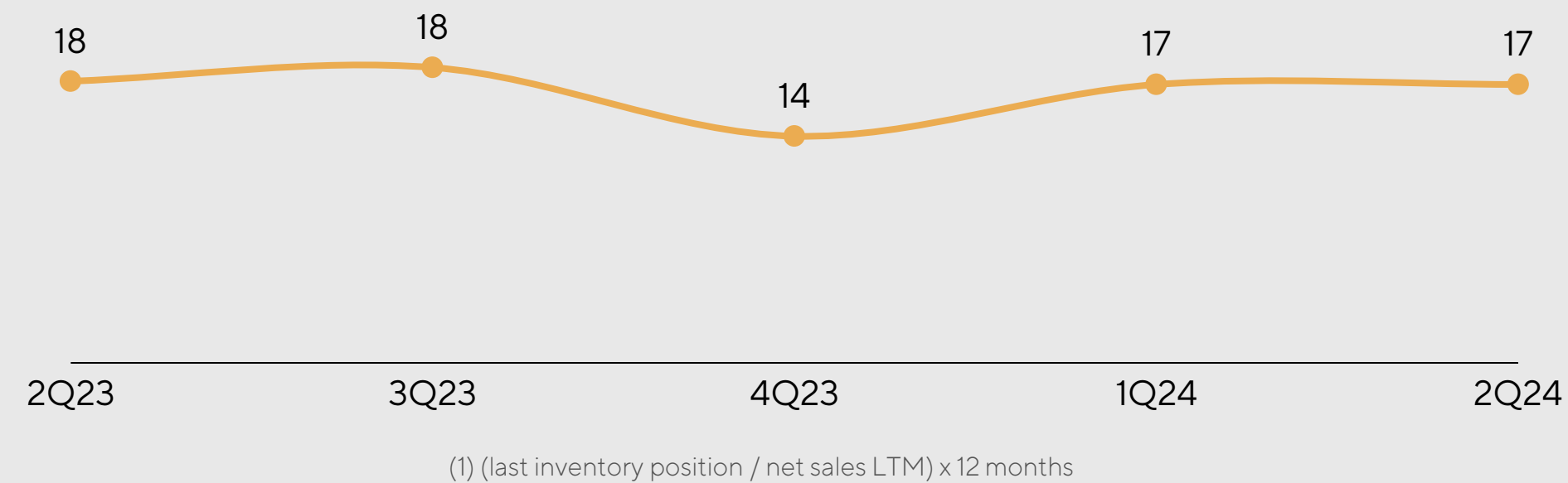
Breakdown by quarter:  
(% Melnick – R\$ million):



Finished Inventory



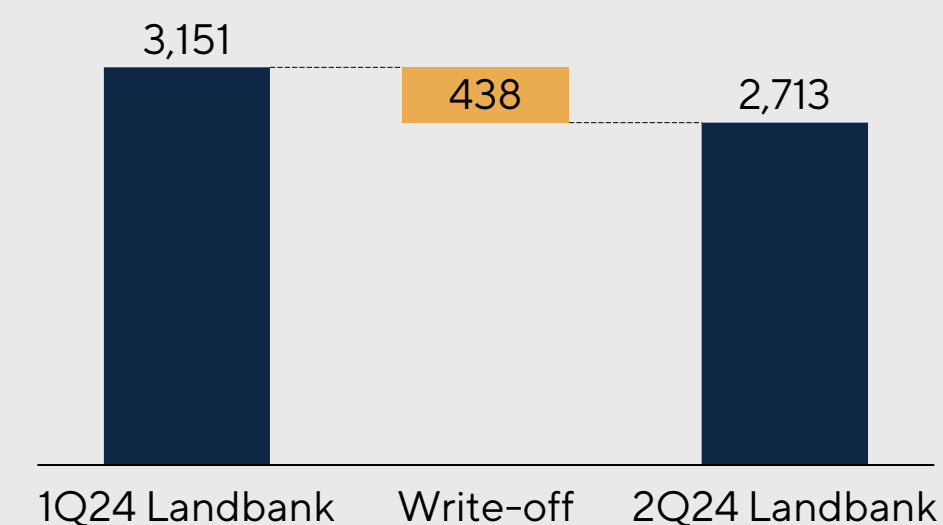
Inventory duration<sup>1</sup>





# 2Q24 Landbank

In this quarter, after the floods, the land bank was reappraised. We canceled **R\$ 438 million** of potential PSV (% Melnick), corresponding to **5 plots of land** or phases acquired, almost entirely in exchange.



## Current landbank position

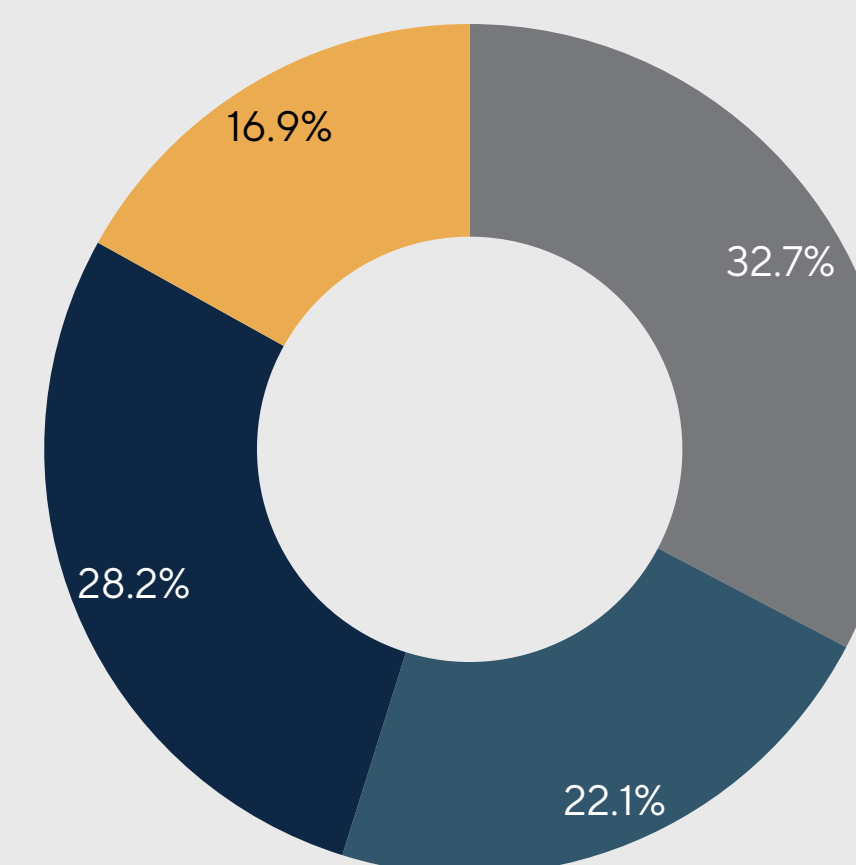
**R\$ 4.2 B** in total PSV.

**R\$ 2.7 B** in potential PSV (% Melnick), **26%** acquired in cash.

Distributed in **29** plots or phases with **35% of Projects Approved** with potential PSV of **R\$ 939 MM** (% Melnick).

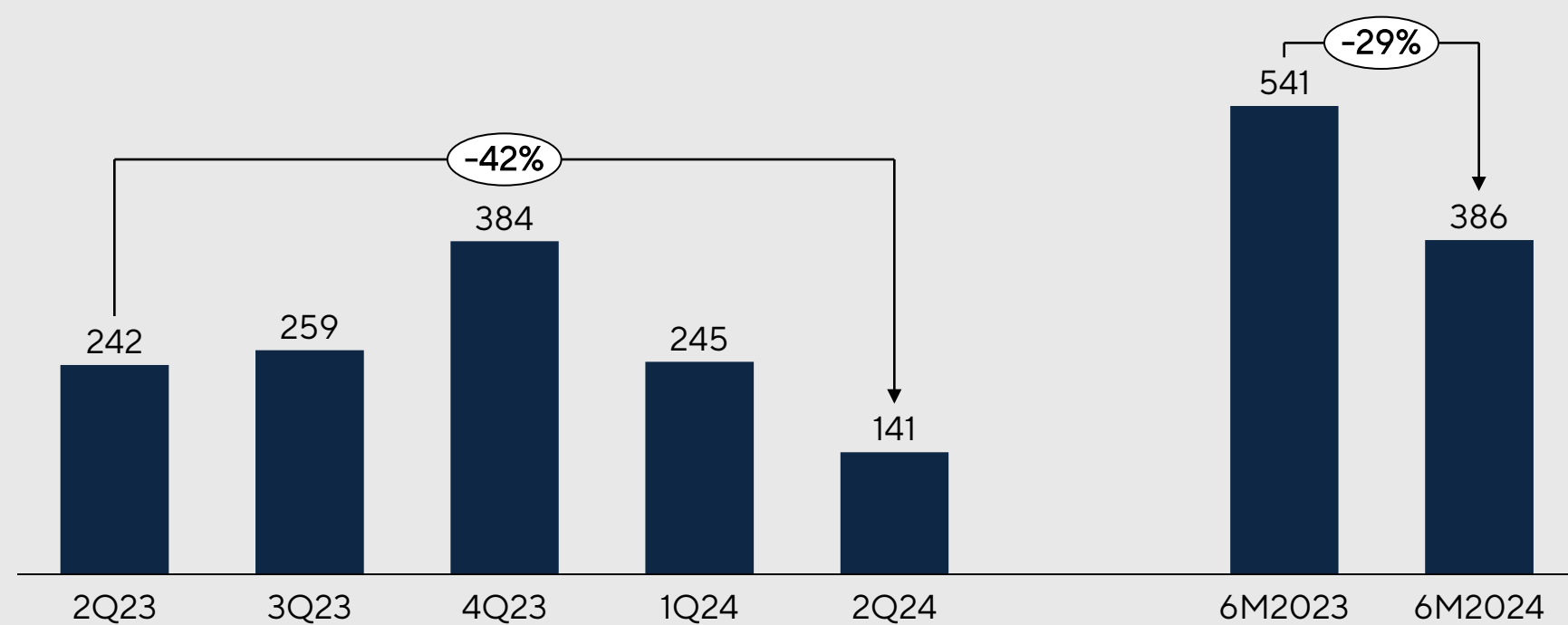
## Landbank breakdown (%Melnick)

- High
- Affordable and Emergent
- Middle and Upper-middle
- Lots Development

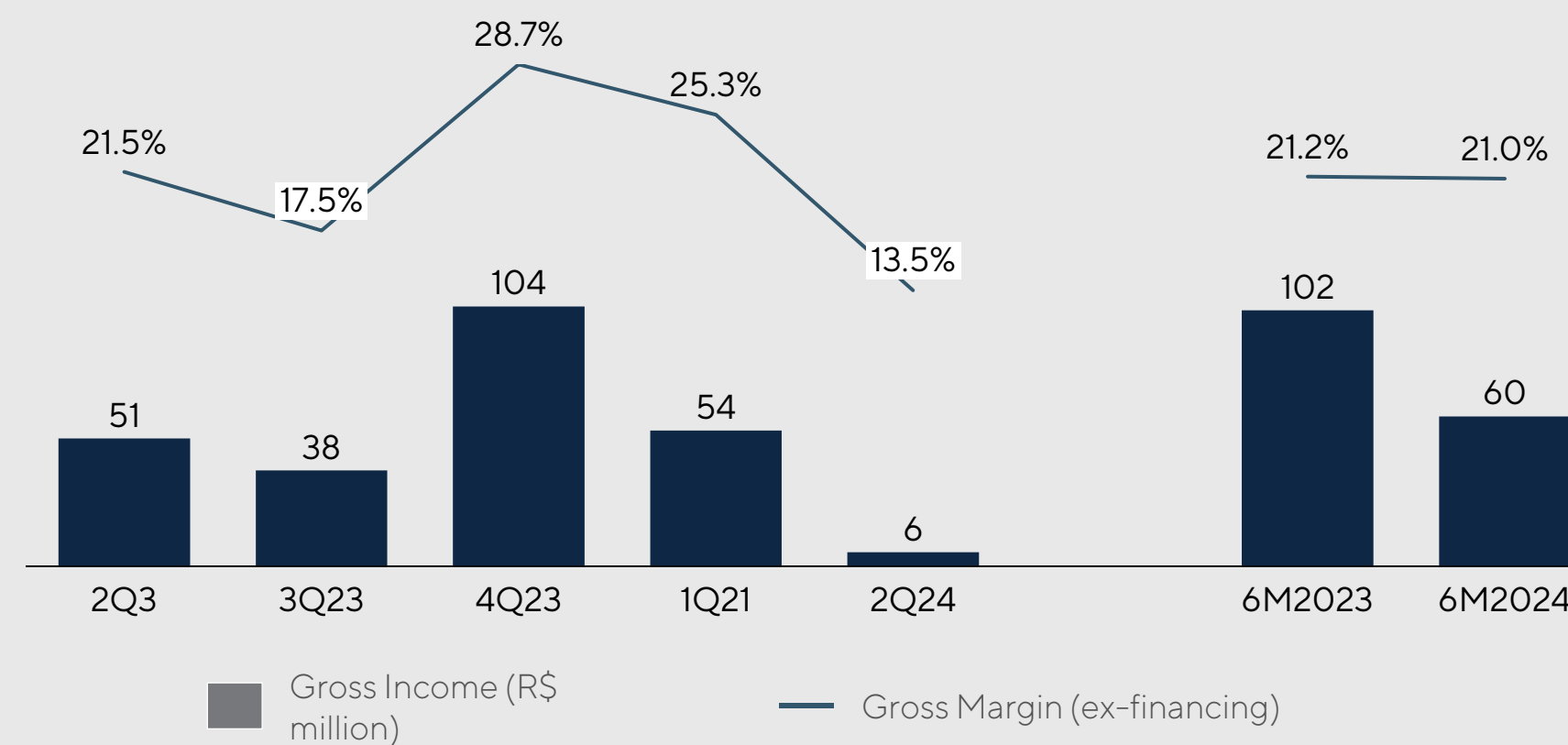


# Financial Indicators

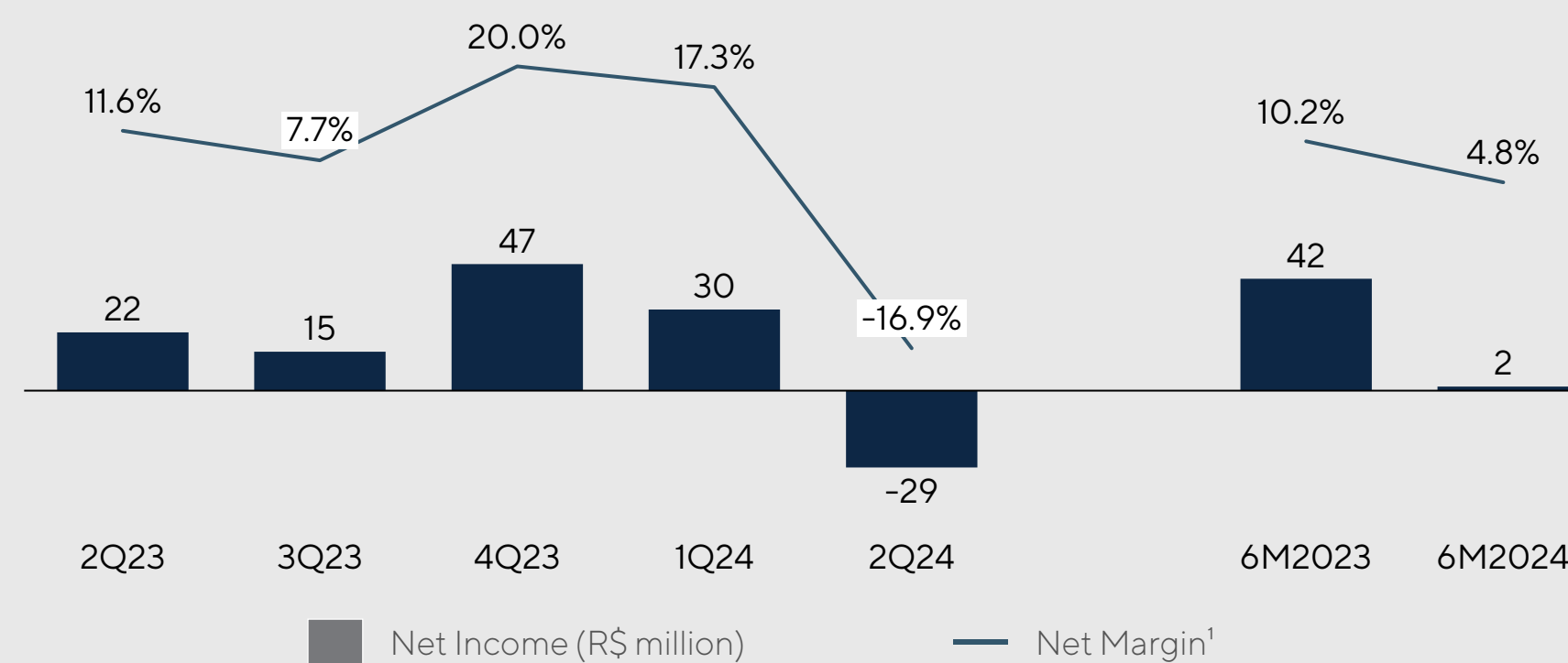
Net revenue breakdown:



Gross Income and Gross Margin Breakdown:



Net Income Breakdown:



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



# Financial Soundness

## Financial Structure

	2T23	3T23	4T23	1T24	2T24
Production	-238,0	-268,2	-278,0	-285,8	-320,6
Production <sup>SFH</sup>	-0,6	-14,0	-7,3	-2,6	-0,3
Production <sup>CRI</sup>					
<b>Gross Debt</b>	<b>-238,6</b>	<b>-282,2</b>	<b>-285,3</b>	<b>-288,5</b>	<b>-320,9</b>
Cash	419,8	447,9	400,2	454,9	506,3
<b>Net Cash</b>	<b>181,2</b>	<b>165,7</b>	<b>115,0</b>	<b>166,4</b>	<b>185,4</b>
<b>Equity</b>	<b>1.195,3</b>	<b>1.171,9</b>	<b>1.205,2</b>	<b>1.236,7</b>	<b>1.168,9</b>
<b>Net Cash / PL</b>	<b>15,2%</b>	<b>14,1%</b>	<b>9,5%</b>	<b>13,5%</b>	<b>15,9%</b>

Solid cash position of **R\$ 506.3 million**.

**R\$ 185.4 million** in Net Cash

## Cash Generation

	2T23	3T23	4T23	1T24	2T24
Initial Net Cash	183,1	181,2	165,7	115,0	166,4
Final Net Cash	181,2	165,7	115,0	166,4	185,4
<b>Net Cash Variation</b>	<b>-1,9</b>	<b>-15,5</b>	<b>-50,7</b>	<b>51,5</b>	<b>19,0</b>
Dividends and contributions	23,0	33,3	57,3	-	41,4
Stock buyback	-	-	-	-	-
<b>Cash bum</b>	<b>21,1</b>	<b>17,8</b>	<b>6,5</b>	<b>51,5</b>	<b>60,4</b>

## Operating Cash Generation

**R\$ 60.4 million** in the quarter and **R\$ 136.2 million** in the last 12 months.

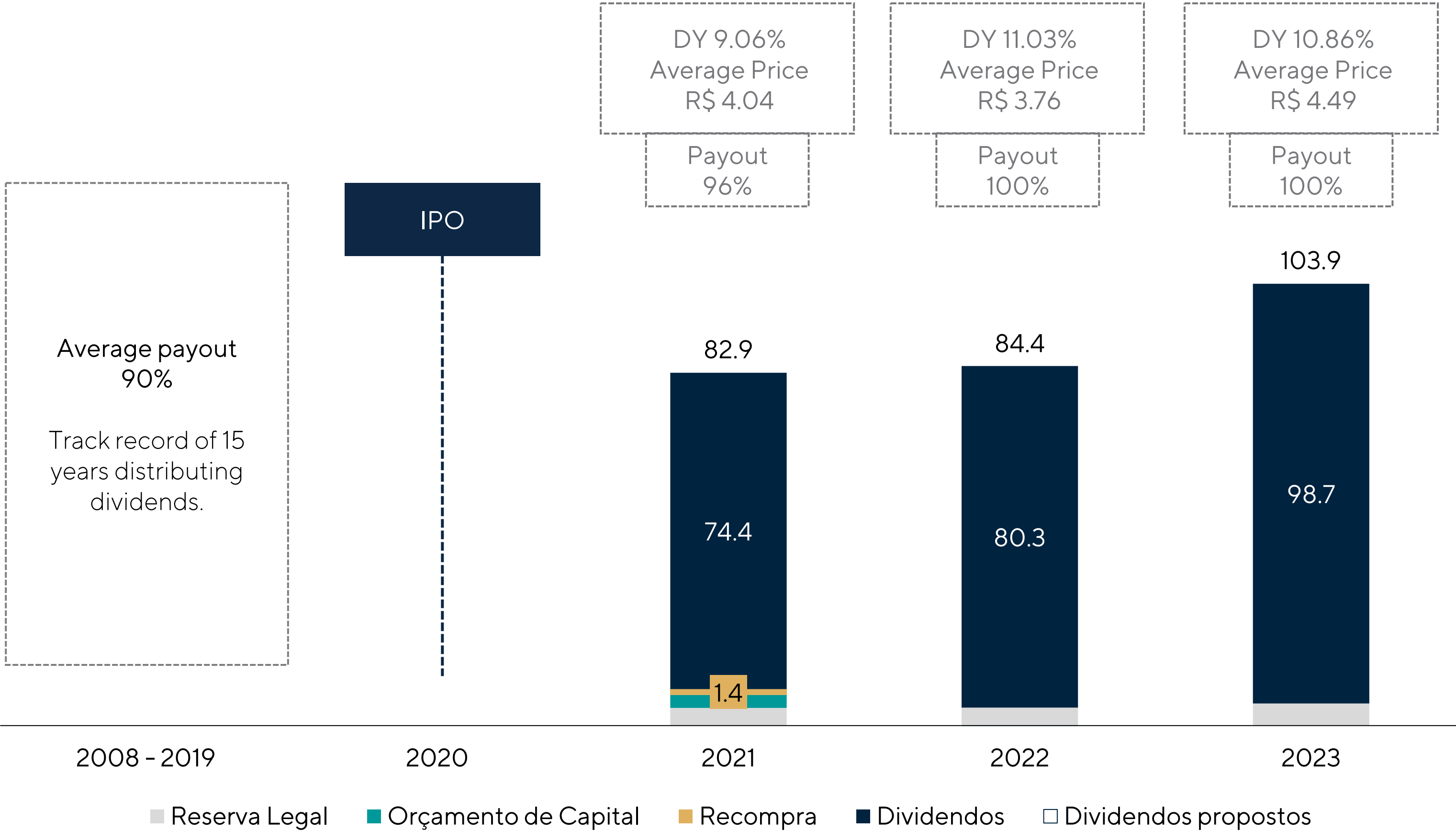
## Dividends

**R\$ 41.4 million** paid in the quarter and **R\$ 132.0 million** paid in the last 12 months, with dividend yield at **15.6%**.

# Dividend history

Allocation of earnings

Dividends approved between 2021 and 2023 account for 21% of the equity



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



## 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 make your questions.

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





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