

The Melnick logo, featuring the word "melnick" in a lowercase, white, sans-serif font. A vertical orange line is positioned to the right of the logo.

melnick

Operational Preview 2Q23

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OPERATIONAL PREVIEW 2Q23

Porto Alegre, July 12, 2023 – Melnick Desenvolvimento Imobiliário S.A. (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 preliminary non-audited data concerning launches, gross and net sales, and deliveries of the second quarter of 2023.

In 1S23, Melnick's net sales totaled to R\$416 million, representing an increase of 12% in relation to the first half of 2022.

Launches

In 2Q23, we launched no new projects. However, it is worth highlighting that the Gross Sales Value (GSV) of the company's launches in 1S23 exceeded that of the same period in 2022 by 14%.

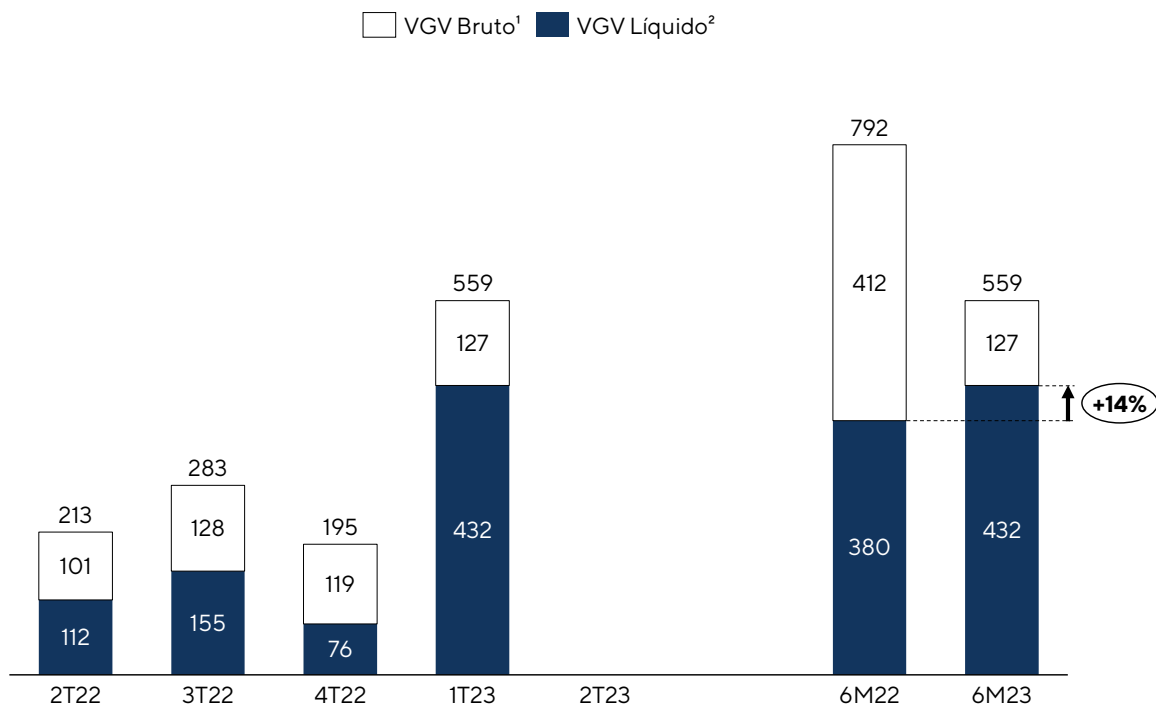
Below we show the projects launched in 1Q23 and the half-year comparison of 2022 vs 2023.

Project	Business unit	PSV 100% ¹ (R\$ '000)	PSV Melnick ² (R\$ '000)	Usable area ³ (m ²)	Unit ³	Average Value/Unit (R\$ '000)	Segment
Grand Park Moinhos - Phase 2	INC	61,289	54,361	7,467	114	477	Residential
Cidade Nilo	INC	429,334	345,443	18,205	56	6,169	Residential
Nilo Square Hotel	INC	68,746	32,483	7,555	282	250	Hotel Development
Total 1Q23		559,369	432,287	33,227	452	1,028	

¹ PSV of physical swap and sales commissions, gross.

² PSV of physical swap and sales commissions, net.

³ Physical swap, net.



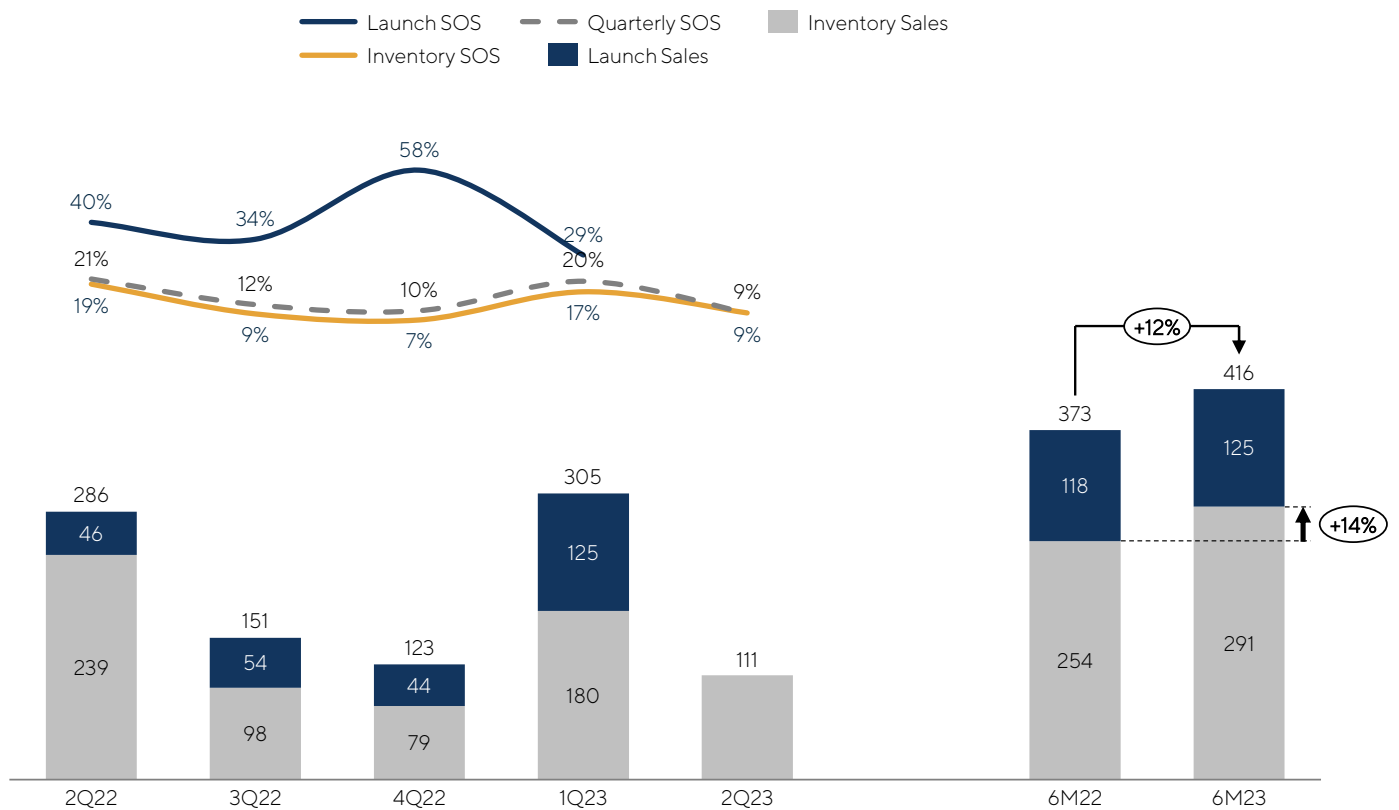
Gross and net sales

In 2Q23, gross and current net sales totaled to R\$129 million and R\$111 million, respectively (% Melnick). In the semester, gross and current net sales totaled R\$470 million and R\$416 million, respectively, (% Melnick), representing a growth of 12%, as shown in the breakdown below:

Sales breakdown (R\$ million, % Melnick)	2Q22	3Q22	4Q22	1Q23	2Q23
Gross Sales	325	184	166	341	129
Inventory	279	130	122	216	129
Launches	46	54	44	125	-
Current cancellations	-39	-32	-43	-36	-18
Current net sales	286	151	123	305	111

Below is the evolution of our sales velocity in the latest five quarters.

The average VSO and the inventory VSO was 9%.



Deliveries³

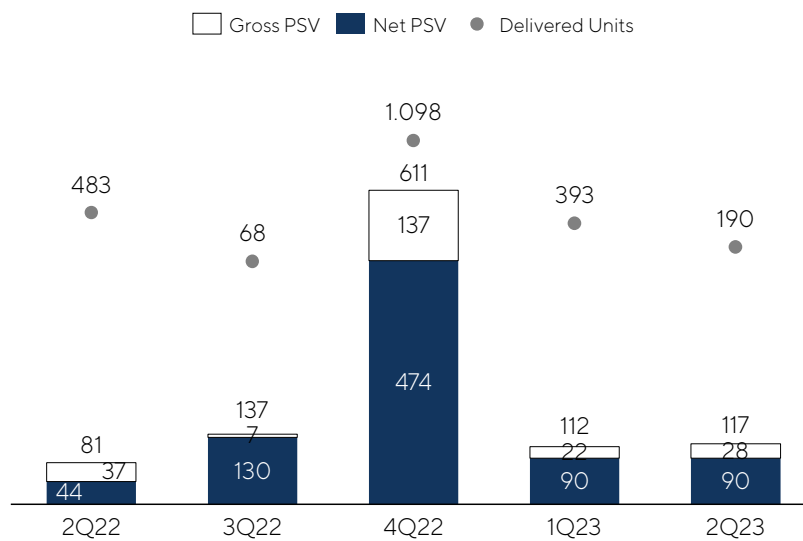
In 2Q23, we delivered a project totaling R\$117.2 million in gross PSV (R\$89.6 million in % Melnick). In the year, R\$ 228.8 million of gross PSV were delivered (R\$ 179.1 million in % Melnick) as shown in the table below:

Project	Business unit	PSV 100% ¹ (R\$ '000)	PSV Melnick ² (R\$ '000)	Usable area ² (m ²)	Unit ³	Average Value/Unit (R\$ '000)	Segment
1Q23		111,658	89,548	14,642	393	228	
GO24	INC	69,763	49,716	4,062	153	342	Residential
Open Canoas Centro - Phase 2	INC	41,895	39,832	10,580	240	153	Residential
2Q23		117,158	89,599	12,628	190	472	
Grand Park Lindoia - Phase 3	INC	117,158	89,599	12,628	190	472	Residential
Total		228,816	179,147	27,270	583	307	

¹PSV of physical swap and sales commissions, gross.

²Physical swap, net.

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



Delivered Projects



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.