

\* Unaudited management data may be subject to change

Porto Alegre, January 12, 2024 – 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 fourth quarter of 2023.

## Highlights

**Melnick had a record** in net sales (% Melnick), **R\$ 809 million** in the year, a **25%** increase over 2022.

In the year, launches totaled **R\$ 732 million (%Melnick)**, a 20% growth.

**SoS** of Launches in 4Q23 reached **84%**.



Cidade Nilo

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## Launches

We delivered two projects in 4Q23 totaling R\$ 179.2 million in gross PSV (R\$ 57.3 million % Melnick).

PSV 100%<sup>1</sup>: R\$ 78.8 M  
 PSV Melnick<sup>2</sup>: R\$ 23.4 M  
 Units<sup>3</sup>: 143

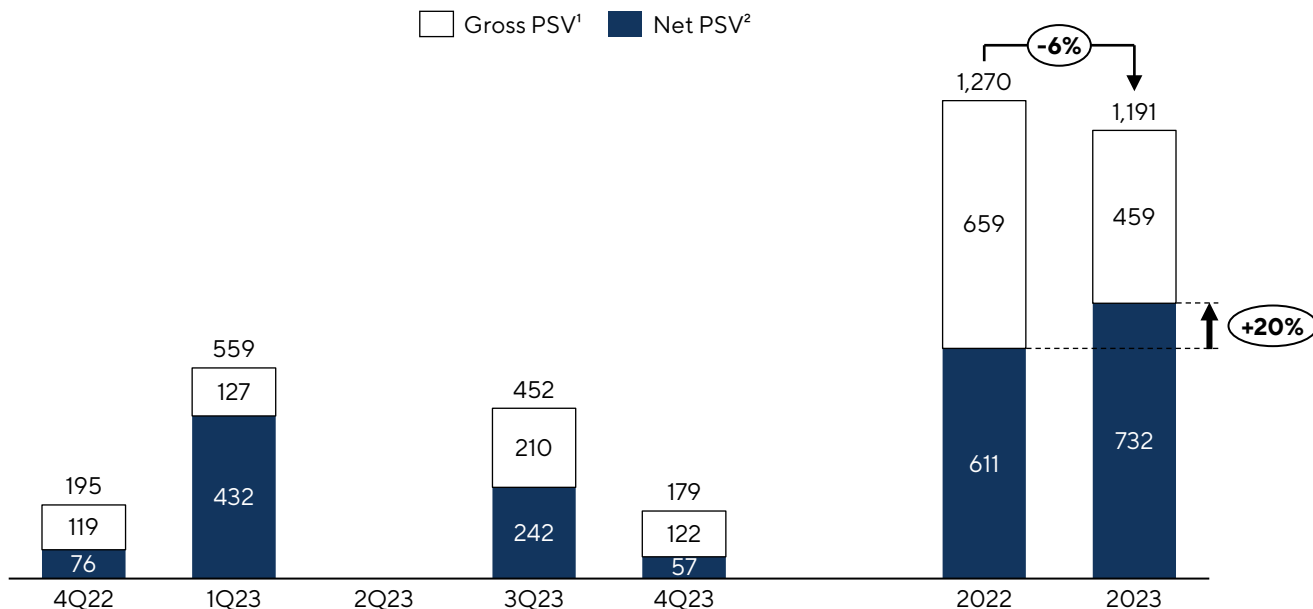
PSV 100%<sup>1</sup>: R\$ 100.4 M  
 PSV Melnick<sup>2</sup>: R\$ 33.8 M  
 Units<sup>3</sup>: 194

<sup>1</sup> PSV of physical swap and sales commissions, gross.

<sup>2</sup> PSV of physical swap and sales commissions, net.

<sup>3</sup> Physical swap, net

In the year, we launched eight developments, totaling R\$ 1.2 billion in gross PSV (R\$ 731.8 million % Melnick), and a 20% growth of net PSV in the year.



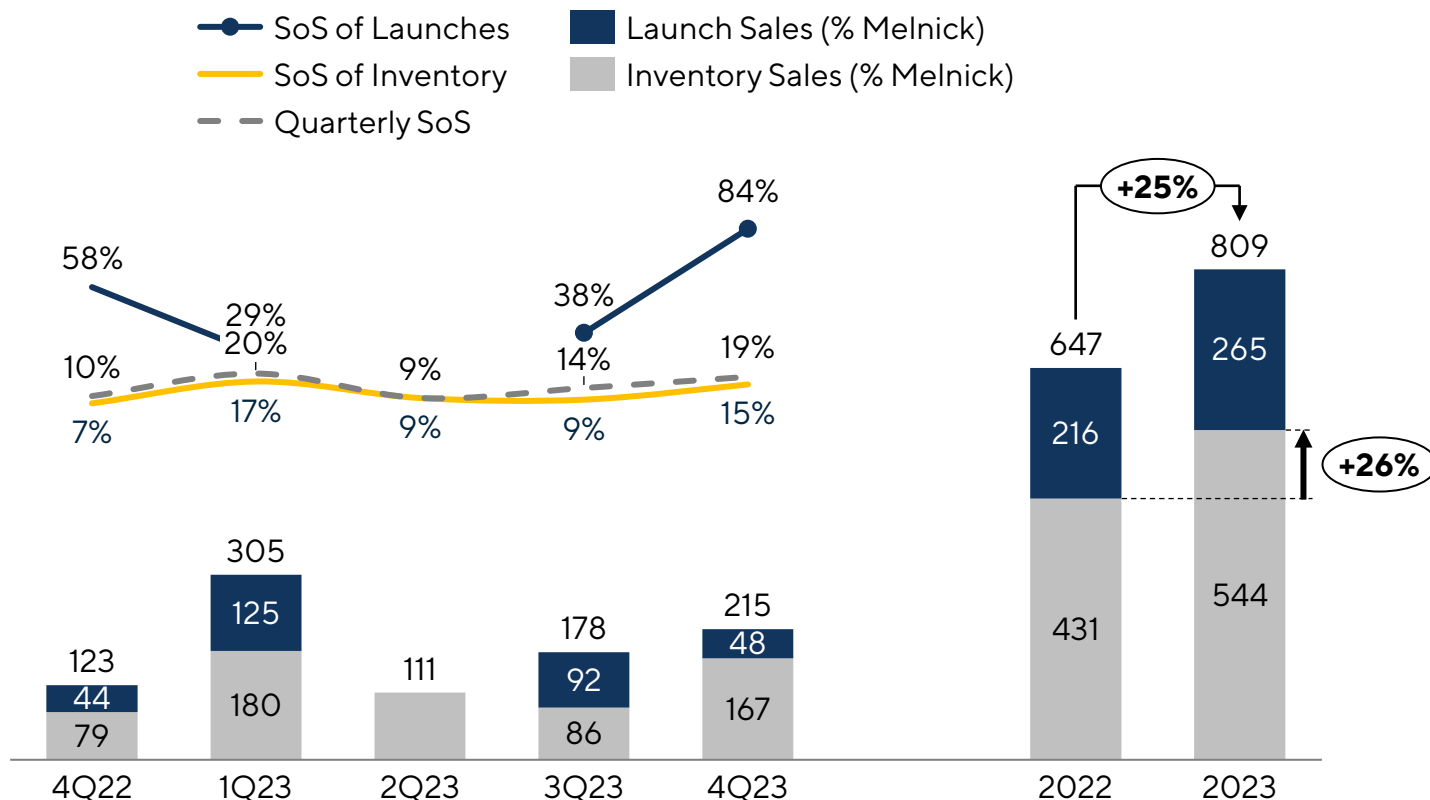
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## Sales

In the fourth quarter of 2023, current gross and net sales totaled R\$ 242 million and R\$ 215 million (% Melnick), respectively. Sales over inventory (SoS) of launches was at 84%, average SoS was at 19%, and SoS of inventory was at 15%.

Sales breakdown (R\$ million, % Melnick)	4Q22	1Q23	2Q23	3Q23	4Q23
Gross Sales	166	341	129	211	242
Inventory	122	216	129	119	193
Launches	44	125	0	92	48
<b>Current cancellations</b>	<b>-43</b>	<b>-36</b>	<b>-18</b>	<b>-33</b>	<b>-26</b>
<b>Current net sales</b>	<b>123</b>	<b>305</b>	<b>111</b>	<b>178</b>	<b>215</b>

In the year, current gross and net sales totaled R\$ 923 million and R\$ 809 million (% Melnick) respectively, a 25% growth:



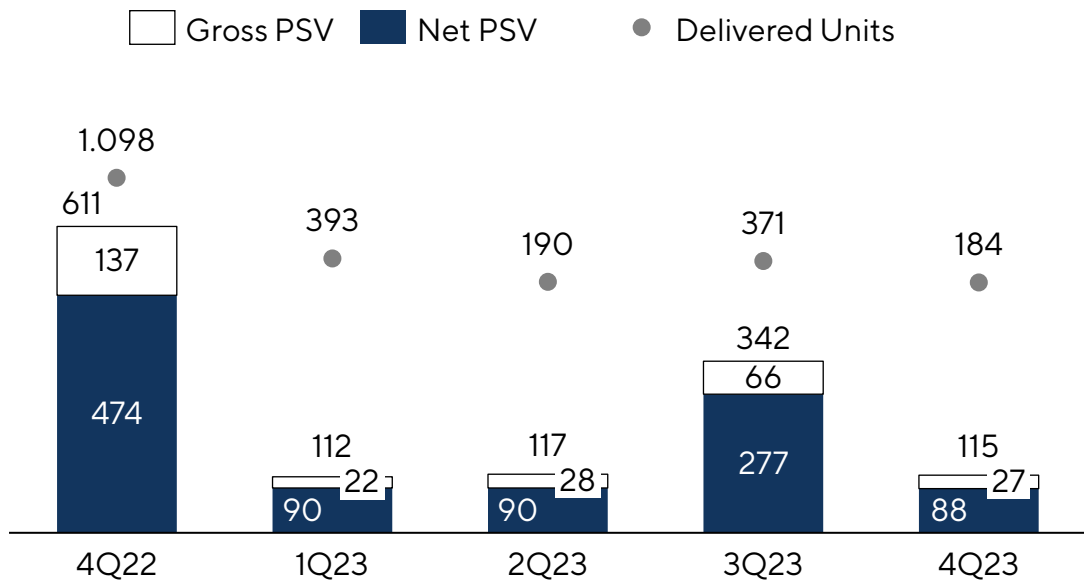
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## Deliveries

In the fourth quarter of 2023, we delivered Supreme Altos do Central Parque, a development totaling R\$ 115.2 million in gross PSV (R\$ 88.3 million % Melnick) 184 units:



In the year, we delivered seven projects, totaling R\$ 686.3 million in gross PSV (R\$ 544.2 million % Melnick):



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## Annexes

### Table of launches

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

<sup>1</sup> PSV of physical swap and sales commissions, gross.

<sup>2</sup> PSV of physical swap and sales commissions, net.

<sup>3</sup> Physical swap, net

### Table of deliveries

Projects	Business	Gross PSV <sup>1</sup> (R\$ '000)	Melnick's PSV (R\$ '000)	Usable Area <sup>2</sup> (sq.m.)	Unit. <sup>2</sup>	Average Unit Value Unidade (R\$ '000)	Segment
<b>1Q23</b>		<b>111,658</b>	<b>89,548</b>	<b>14,642</b>	<b>393</b>	<b>228</b>	
GO24	R.E.	69,763	49,716	4,062	153	342	Residencial
Open Canoas Centro - Fase 2	R.E.	41,895	39,832	10,580	240	153	Open
<b>2Q23</b>		<b>117,158</b>	<b>89,599</b>	<b>12,628</b>	<b>190</b>	<b>472</b>	
Grand Park Lindoia - Fase 3	INC	117,158	89,599	12,628	190	472	Residencial
<b>3Q23</b>		<b>342,333</b>	<b>276,667</b>	<b>115,332</b>	<b>371</b>	<b>824</b>	
Casa Viva	LOT	77,721	43,582	105,957	332	219	Lot development
Casa Vista	R.E.	86,473	63,852	4,785	16	3991	Residencial
Teená	R.E.	178,139	169,233	4,590	23	7358	Residencial
<b>4Q23</b>		<b>115,170</b>	<b>88,339</b>	<b>12,334</b>	<b>184</b>	<b>480</b>	
Supreme Altos do Central Parque	INC	115,170	88,339	12,334	184	480	Residencial
<b>Total</b>		<b>686,319</b>	<b>544,153</b>	<b>154,936</b>	<b>1.138</b>	<b>504</b>	

<sup>1</sup> PSV of physical swap and sales commissions, gross.

<sup>2</sup> PSV of physical swap and sales commissions, net.

<sup>3</sup> Physical swap, net

## 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.