

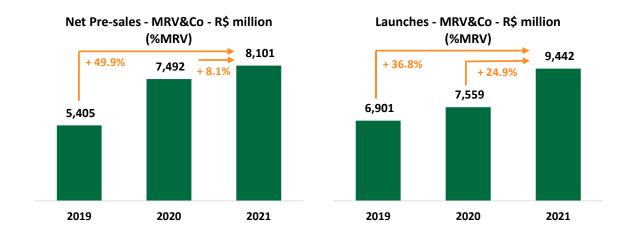


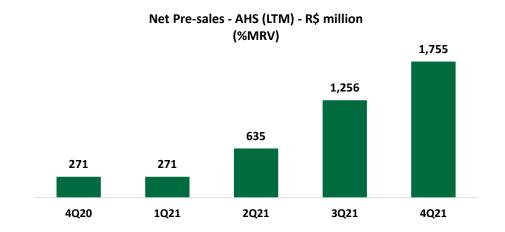
# **Operational Preview 4Q21**

Belo Horizonte, January 17, 2022 – MRV Engenharia e Participações S.A. (B3: MRVE3), the largest homebuilder in Latin America, informs its preliminary and non-audited operational results of Launches, Pre-Sales, Land bank, Production, Real Estate Financing, Cash Generation and Cancellations for the fourth quarter of 2021.

#### **HIGHLIGHTS**

- MRV&Co's record-breaking net pre-sales (PSV): Total of R\$ 2.4 billion (%MRV) sold in 4Q21 and R\$ 8.1 billion (%MRV) in 2021;
- Largest volume of Launches in MRV&Co history: Total of R\$ 3.24 billion launched in 4Q21 and R\$ 9.44 billion (% MRV) in 2021;
- AHS's record-breaking sales: three projects sold in 4Q21 (Pine Grove, Princeton Groves and Lake Worth) in the state of Florida, USA, at an overall value of R\$ 771 million (US\$138.6 million) (%MRV);
- > Signing of investment agreement with Brookfield: An agreement for the sale of approximately 5,100 Luggo units, representing a PSV of R\$ 1.26 billion;
- > Sale of two Luggo projects: the first sale to Brookfield under the signed investment agreement, totaling R\$ 106 million.



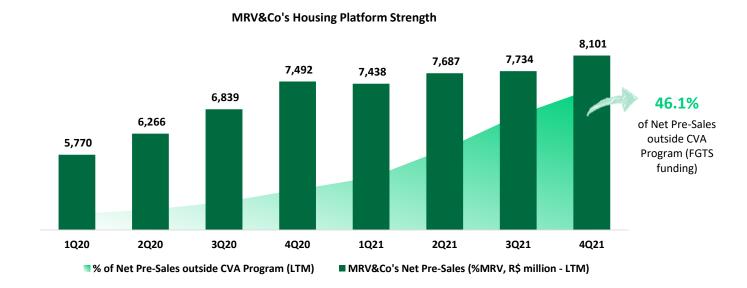


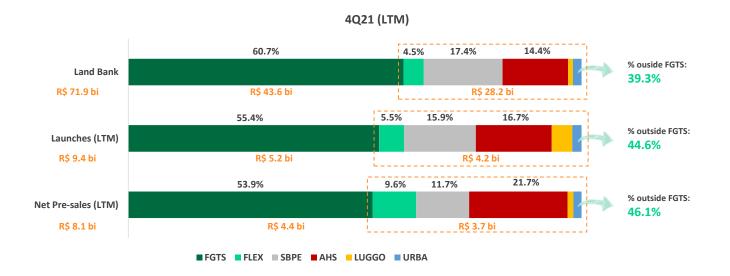


In 2021, MRV&Co firmly stepped into the role of the first and only Brazilian multi-national housing platform. MRV&Co has registered significant advancement along all business lines, once again confirming the strength of the Company's strategy, implementing its quest to diversify the Company's product range, funding sources and market activities.

Registering a total of R\$ 8.1 billion (%MRV) in sales in 2021, of which R\$ 1.75 billion (%MRV) were registered to AHS in the USA, the MRV&Co platform has, for the second year in a row, posted record-breaking sales. Urba closed out the year with 3,108 units sold (100%), representing growth of 163% over the year 2020, outperforming forecasts and reassuring its synergy with MRV.

4Q21 saw the signing of an important strategic partnership between Luggo and Brookfield, which outlines the groundwork for the sale of approximately 5,100 units, or a total of R\$ 1.26 billion in the next upcoming years. The developments will be sold upon completion, and the agreement includes the sale of the first two developments at a total of R\$ 106 million registered in the fourth quarter.





4<sup>th</sup> Quarter 2021



#### **LAUNCHES - MRV&Co**

Launches (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Launches (R\$ million)	3,243	2,089	2,128	55.3% 个	52.4% 个	9,442	7,559	24.9% 个
Units	12,479	10,789	11,908	15.7% 个	4.8% 个	44,651	36,658	21.8% ↑
Average Price - R\$'000 / unit	260	194	179	34.3% ↑	45.5% 个	211	206	2.5% 个
MRV								
Launches (R\$ million)	2,140	1,650	2,128	29.7% 个	0.6% 个	7,240	5,980	21.1% ↑
Units	11,171	8,922	11,908	25.2% 个	6.2% ↓	40,445	35,082	15.3% 个
Average Price - R\$'000 / unit	192	185	179	3.6% ↑	7.2% 个	179	170	5.0% 个
Urba								
Launches (R\$ million)	57	48	-	17.2% 个	-	194	47	310.7% ↑
Units	518	220	-	135.6% 个	-	1,313	249	427.8% ↑
Average Price - R\$'000 / unit	110	220	-	50.2% ↓	-	148	190	22.2% ↓
Luggo								
Launches (R\$ million)	38	390	-	90.3% ↓	-	428	-	-
Units	144	1,647	-	91.3% ↓	-	1,791	-	-
Average Price - R\$'000 / unit	262	237	-	10.4% ↑	-	239	-	-
AHS <sup>1</sup>								
Launches (R\$ million)	1,009	-	-	-	-	1,580	1,532	3.1% ↑
Units	645	-	-	-	-	1,102	1,327	17.0% ↓
Average Price - R\$'000 / unit	1,564	-	-	-	-	1,434	1,154	24.2% ↑

<sup>&</sup>lt;sup>1</sup> Considers the PTAX (BRLUSD) of the closing period

MRV&Co has set a new record in launches, registering a total of R\$ 9.44 billion (%MRV) over the year, achieving important launches across all business lines.

The initial stages of negotiation for two more developments at AHS in 4Q21, marked the launch of 645 units, totaling R\$ 1 billion in PSV (%MRV).

Urba launched another two projects in the state of São Paulo, with a total PSV of R\$ 57 million (%MRV) and 518 units. During the year, Urba launched a total of seven projects, totaling 1,313 units (%MRV), equivalent to a PSV of R\$ 194 million (%MRV), an increase of 311% compared to 2020.

4<sup>th</sup> Quarter 2021



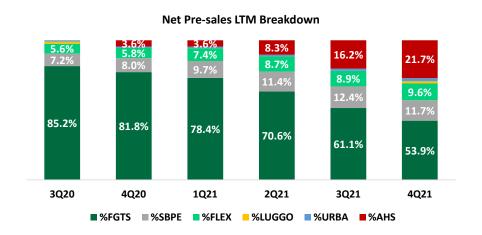
#### **PRE-SALES - MRV&Co**

Net-Pre Sales (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Net Pre-sales (R\$ million)	2,402	2,014	2,036	19.3% ↑	18.0% 个	8,101	7,492	8.1% ↑
Units	10,147	8,455	11,175	20.0% ↑	9.2% ↓	38,758	45,667	15.1% ↓
Average Price - R\$'000 / unit	237	238	182	0.6% ↓	30.0% 个	209	164	27.4% 个
MRV								
Net Pre-sales (R\$ million)	1,468	1,354	1,752	8.4% ↑	16.2% ↓	6,093	7,161	14.9% ↓
Units	8,664	7,760	10,827	11.7% ↑	20.0% ↓	35,885	44,982	20.2% ↓
Average Price - R\$'000 / unit	169	175	162	2.9% ↓	4.7% 个	170	159	6.7% ↑
Sales over supply (%) - net sales	13.7%	14.0%	18.6%	0.3 p.p. ↓	4.9 p.p. ↓	40.0%	51.2%	11.3p.p. ↓
Urba								
Net Pre-sales (R\$ million)	58	39	12	46.1% ↑	367.2% 个	146	60	143.1% ↑
Units	462	240	91	92.8% ↑	405.2% 个	1,063	428	148.7% 个
Average Price - R\$'000 / unit	125	165	135	24.2% ↓	7.5% ↓	137	140	2.3% ↓
Luggo								
Net Pre-sales (R\$ million)	106	-	-	-	-	106	-	-
Units	432	-	-	-	-	432	-	-
Average Price - R\$'000 / unit	245	-	-	-	-	245	-	-
AHS <sup>1</sup>								
Net Pre-sales (R\$ million)	771	620	271	24.3% ↑	184.4% 个	1,755	271	547.5% 个
Units	590	456	257	29.3% ↑	129.3% 个	1,378	257	435.8% ↑
Average Price - R\$'000 / unit	1,307	1,360	1,054	3.9% ↓	24.0% 个	1,274	1,054	20.9% 个

<sup>&</sup>lt;sup>1</sup> Considers the PTAX (BRLUSD) of the closing period

## <u>Diversification – Housing Platform:</u>

MRV&Co's diversification strategy of products and funding steadily continues to gather pace quarter over quarter, increasing activities in other segments. In 4Q21, sales (LTM) outside of the Casa Verde e Amarela (CVA) housing program totaled 46.1%, in which 21.7% of sales came from the North American market, posted by AHS:



4<sup>th</sup> Quarter 2021



## **AHS (US Operations):**

In 4Q21, the sale of three projects Princeton Groves, Pine Groves and Lake Worth, located in Florida, USA, was concluded at a General Sales Value ("PSV") of US\$ 149 million (100%), representing a Net Proceeds of US\$ 75.1 million (100%) and a Gross Profit of US\$ 62.8 million (100%).

The AHS sales presented an excellent result, with cap rates of 4.3% for the combined sale of Princeton Groves and Pine Groves projects, and 3.5% for Lake Worth. The Yield on Cost for these sales was 7.6% and 8.3%, respectively:

Princeton & Pine Groves (100%)		
Sale Price	\$	95,000,000
Project Cost	\$	59,526,044
Gross Profit	\$	35,473,956
Gross Margin (%)	•	37%

Lake Worth (100%)	
Sale Price	\$ 54,000,000
Project Cost	\$ 26,630,923
Gross Profit	\$ 27,369,077
Gross Margin (%)*	51%

st Disregarding the effect of Depreciation, the Gross Margin totals approx. 43%.







## **LUGGO**

**In 4Q21, an investment agreement was signed** with BPG IV Multifamily Fundo de Investimento em Participações Multiestratégia, **an investment branch of Brookfield Asset Management, for the acquisition of Luggo projects,** solidifying an important strategic partnership between both parties, in addition to creating yet another solid diversification method in funding the sale of MRV&Co products.

The aforementioned agreement oversees the acquisition of approximately 5,100 units, valued at an estimated PSV (Potential Sales Value) of R\$ 1.26 billion, divided up into the following stages:

#### • STAGE 1:

Includes the developments already bearing construction permits, with target rental price in final stages of negotiation and cap rates agreed upon by both parties (1,842 units and estimated PSV of R\$ 453 million).

#### • STAGE 2:

Includes developments with construction permits pending (to be issued in December 2022), with rental price to be agreed upon and set cap rate already determined by both parties (2,550 units and estimated PSV of R\$ 630 million).

#### STAGE 3:

Includes property slated for the construction of Luggo developments, with construction permits to be obtained after 2022, in addition to rental price and cap rate to be agreed upon by both parties (approximately 710 units and an estimated PSV of R\$ 175 million).

The real acquisition of the properties will take place upon the construction completion and the issue of the certificate of occupancy (CO) for each property, upon which payment will take place and the asset will be transferred over. After each sale, Luggo will remain on as the property administrator.

Also, in 4Q21, the first sale of projects from Luggo to Brookfield was carried out, Luggo Cabral and Luggo Piqueri, located in Contagem/MG and Sao Paulo/SP, respectively, at a Potential Sales Value (PSV) of R\$ 106 million, representing Net Proceeds of R\$ 56 million and a Gross Profit of R\$ 30 million.

Luggo Cabral + Luggo Piqueri		
Sale Price	R\$	105,907,097
Project Cost	R\$	75,583,218
Gross Profit	R\$	30,323,879
Gross Margin (%)		29%





4<sup>th</sup> Quarter 2021



#### **URBA**:

The year 2021, for Urba, was highlighted by significant growth in pre-sales that totaled 3,108 units pre-sold (100%), representing an increase of 163% over the year 2020, registering pre-sales of 1,182 units (100%).

From a consolidated perspective (%MRV), Urba registered 1,063 units pre-sold, which represents R\$ 146 million pre-sold on the year.

This historic milestone has strengthened the Company's business plan and has reaffirmed the synergy of MRV&Co.

#### **MRV** (Brazilian Operations):

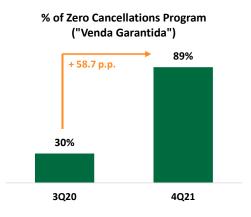
In 4Q21, MRV reported a 11.7% growth in the number of units sold compared to 3Q21, totaling 8,664 net pre-sales in the quarter.

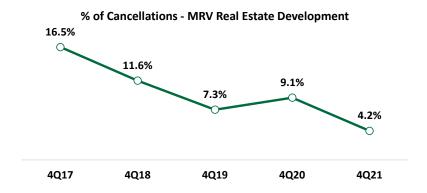
As a result of the Zero Cancellation process, that has already reached 89% of the pre-sales in 4Q21, a total of 2,067 recorded pre-sales under the Zero Cancellation process have not been accounted for within the same quarter. Therefore, the total volume of registered pre-sales was slightly askew from the actual sales for the period, which totaled 10,731 units.

## Zero Cancellations Program ("Vendas Garantidas"):

According to the Zero Cancellation program rules, a pre-sale is only accounted for after the client is transferred to the financing institution, removing any possibility of cancellation. In 4Q21, 89% of pre-sales were within this process.

Advancement in the implementation of this sales process has gained traction, supported by the steady decline of contract cancellations, reaching a mark of 4.2% in 4Q21.





4<sup>th</sup> Quarter 2021



#### **CASH GENERATION - MRV&Co**

Cash Generation	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Cash Generation (R\$ million)	(128.1)	10.3	174.2	-	-	(531.5)	75.4	-
MRV								
Cash Generation (R\$ million)	(249.7)	(109.6)	111.7	127.8% ↓	-	(509.8)	521.1	-
Urba								
Cash Generation (R\$ million)	(50.0)	1.0	(18.3)	-	173.1% ↓	(80.1)	(58.8)	36.2% ↓
Luggo								
Cash Generation (R\$ million)	64.1	(35.5)	(12.4)	-	-	(25.7)	(42.7)	39.9% 个
AHS <sup>1</sup>								
Cash Generation (R\$ million)	107.5	154.3	93.2	30.4% ↓	15.3% 个	84.0	(344.1)	-

<sup>&</sup>lt;sup>1</sup> Considers the PTAX (BRLUSD) of the closing period

#### MRV&Co Consolidated:

The Company has forged forward with its strategy in the 4Q21, stepping up the advance purchase and storage of materials required for production, aiming to balance out supply and avoid delays on work sites. As a result, the Company registered additional cash consumption of R\$ 185 million in the year.

In addition to the storage of materials, two other factors contributed to registered cash burn in 2021: changes in standards enforced by Caixa Econômica Federal, that placed conditions for the construction measurements payments on the Construction Financing notarization, have also had a negative impact at some R\$ 141 million over the year; and the delays in acquiring certificates of occupancy (Habite-se) for developments due to delays caused by the COVID-19 pandemic, which also saw a burn of some R\$ 75 million.

As a result of project sales in 4Q21, Luggo and AHS posted cash generation of some R\$ 64.1 million and R\$ 107.5 million, respectively, for the quarter.

4<sup>th</sup> Quarter 2021



#### **LAND BANK - MRV&Co**

Land Bank (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Land Bank (R\$ billion)	71.9	66.9	63.8	7.4% 个	12.6% 个	71.9	63.8	12.6% ↑
Units	347,254	342,990	348,926	1.2% ↑	0.5% ↓	347,254	348,926	0.5% ↓
Average Price - R\$'000 / unit	207	195	183	6.1% ↑	13.1% 个	207	183	13.1% ↑
MRV								
Land Bank (R\$ billion)	59.3	55.2	55.7	7.5% 个	6.6% 个	59.3	55.7	6.6% ↑
Units	323,644	320,157	329,567	1.1% ↑	1.8% ↓	323,644	329,567	1.8% ↓
Average Price - R\$'000 / unit	183	172	169	6.4% ↑	8.5% 个	183	169	8.5% 个
Urba								
Land Bank (R\$ billion)	1.4	1.3	1.1	3.3% ↑	24.9% 个	1.4	1.1	24.9% ↑
Units	13,083	12,912	11,230	1.3% ↑	16.5% 个	13,083	11,230	16.5% 个
Average Price - R\$'000 / unit	105	103	98	2.0% ↑	7.2% 个	105	98	7.2% 个
Luggo								
Land Bank (R\$ billion)	0.8	0.7	0.6	4.6% 个	28.0% 个	0.8	0.6	28.0% ↑
Units	3,124	3,124	2,768	0.0% 个	12.9% 个	3,124	2,768	12.9% ↑
Average Price - R\$'000 / unit	249	238	220	4.6% ↑	13.4% 个	249	220	13.4% ↑
AHS <sup>1</sup>								
Land Bank (R\$ billion)	10.4	9.6	6.4	7.7% 个	61.2% 个	10.4	6.4	61.2% ↑
Units	7,402	6,797	5,361	8.9% 个	38.1% 个	7,402	5,361	38.1% ↑
Average Price - R\$'000 / unit	1,402	1,419	1,201	1.1% ↓	16.7% 个	1,402	1,201	16.7% 个

<sup>&</sup>lt;sup>1</sup> Considers the PTAX (BRLUSD) of the closing period

## MRV&Co Consolidated:

Registering a total land bank valued at R\$ 71.9 billion (%MRV), the MRV&Co housing platform is firmly positioned to ramp up operations and reach targets of 80,000 units per year over the upcoming years.

MRV&Co is strategically seeking to acquire land bank aiming to supply the Company's needs as a multi-funding housing platform.

#### **AHS:**

AHS operations continue to follow the geographic expansion plan in the United States, already registering a land bank in Florida, Texas and Georgia at a total of R\$ 10.4 billion in PSV (% MRV), estimated at 7,402 units.

4<sup>th</sup> Quarter 2021



## **PRODUCTION - MRV&Co**

Production (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Built Units	9,722	10,930	9,849	11.1% ↓	1.3% ↓	40,409	35,752	13.0% 个
Finished units	7,095	8,584	10,543	17.3% ↓	32.7% ↓	31,735	35,395	10.3% ↓
MRV								
Built Units	8,992	10,297	9,379	12.7% ↓	4.1% ↓	38,075	34,511	10.3% 个
Finished units	6,695	8,373	10,491	20.0% ↓	36.2% ↓	30,878	34,908	11.5% ↓
Urba								
Built Units	176	85	144	107.9% 个	22.5% 个	490	331	48.3% 个
Finished units	256	-	52	-	389.7% 个	256	52	389.7% 个
Luggo								
Built Units	188	206	175	8.8% ↓	7.1% 个	709	340	108.5% 个
Finished units	144	-	-	-	-	144	248	41.9% ↓
AHS								
Built Units	366	342	151	7.0% 个	142.0% 个	1,134	570	98.9% 个
Finished units	-	211	-	100.0% ↓	-	456	187	144.3% 个

## **REAL ESTATE CREDIT - MRV&Co**

Real Estate Financing (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co Client Financing (units)	8,706	7,669	11,659	13.5% 个	25.3% ↓	37,628	44,367	15.2% ↓
MRV Client Financing (units)	8,660	7,625	11,659	13.6% 个	25.7% ↓	37,456	44,367	15.6% ↓
<b>Urba</b> Client Financing (units)	46	44	-	4.5% 个	-	172	-	-



## **PROPERTY FOR INVESTMENT - MRV&Co**

Under Construction - Investment Property (%MRV)	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
MRV&Co								
Number of Projects	14	12	11	14.0% ↑	31.5% 个	14	11	31.5% 个
Units Under Construction	4,061	3,350	2,710	21.2% ↑	49.9% 个	4,061	2,710	49.9% 个
Balance of Constructed Units	1,671	1,544	707	8.2% 个	136.4% 个	1,671	707	136.4% 个
% of Projects Progression	41.1%	46.1%	26.1%	4.9 p.p. ↓	15.1 p.p. ↑	41.1%	26.1%	15.1 p.p. ↑
Market Value at Stabilization (R\$ million)	4,364	2,658	1,948	64.2% ↑	124.0% 个	4,364	1,948	124.0% 个
Luggo								
Number of Projects	6	8	6	26.4% ↓	7.2% ↓	6	6	7.2% ↓
Units Under Construction	1,215	1,647	1,238	26.2% ↓	1.9% ↓	1,215	1,238	1.9% ↓
Balance of Constructed Units	605	845	323	28.4% ↓	87.2% 个	605	323	87.2% 个
% of Projects Progression	49.8%	51.3%	26.1%	1.5 p.p. ↓	23.7 p.p. ↑	49.8%	26.1%	23.7 p.p. ↑
Market Value at Stabilization (R\$ million)	298	390	239	23.7% ↓	24.7% 个	298	239	24.7% 个
AHS								
Number of Projects	8	5	5	80.0% 个	82.4% 个	8	5	82.4% 个
Units Under Construction	2,846	1,703	1,472	67.1% ↑	93.4% 个	2,846	1,472	93.4% 个
Balance of Constructed Units	1,066	699	384	52.4% 个	177.8% 个	1,066	384	177.8% 个
% of Projects Progression	37.4%	41.0%	26.1%	3.6 p.p. ↓	11.4 p.p. ↑	37.4%	26.1%	11.4 p.p. ↑
Market Value at Stabilization (R\$ million)	4,066	2,268	1,709	79.3% 个	137.9% 个	4,066	1,709	137.9% 个
Market Value at Stabilization (US\$ million)	729	417	329	<i>74.8%</i> ↑	121.6% 个	729	329	121.6% 个

Leased - Investment Property (%MRV)*	4Q21	3Q21	4Q20	Chg. 4Q21 x 3Q21	Chg. 4Q21 x 4Q20	2021	2020	Chg. 2021 x 2020
AHS								
Leasing Up								
Number of Projects	-	-	3	-	-	-	3	-
Available Units	-	-	567	-	-	-	567	-
Leased Units	-	-	306	-	-	-	306	-
% Leased Units	-	-	54.0%	-	-	-	54.0%	-
Market Value at Stabilization (R\$ million)	-	-	672	-	-	-	672	-
Market Value at Stabilization (US\$ million)	-	-	129	-	-	-	129	-
Stabilized								
Number of Projects	1	4	3	75.0% ↓	66.2% ↓	1	3	66.2% ↓
Available Units	162	752	503	78.4% ↓	67.8% ↓	162	503	67.8% ↓
Leased Units	157	732	481	78.6% ↓	67.4% ↓	157	481	67.4% ↓
% Leased Units	96.6%	97.3%	95.6%	0.7 p.p. ↓	0.9 p.p. ↑	96.6%	95.6%	0.9 p.p. ↑
Market Value at Stabilization (R\$ million)	261	1,009	510	74.1% ↓	48.9% ↓	261	510	48.9% ↓
Market Value at Stabilization (US\$ million)	47	185	98	74.8% ↓	52.4% ↓	47	98	52.4% ↓

<sup>\*</sup>Luggo does not own leased projects that has not already been sold.

4<sup>th</sup> Quarter 2021



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#### **ABOUT MRV&CO**

MRV Engenharia e Participações S.A. is the largest Brazilian real estate developer and homebuilder in the lower-income segment, with more than 42 years of experience, active in 163 cities, in 22 Brazilian states including the Federal District. Since 2020, the Company started to operate in the United States through its subsidiary AHS Residential in 19 cities. MRV is listed on the Novo Mercado - B3 under the ticker MRVE3 and is included, among others, in the theoretical portfolio IBOV.