

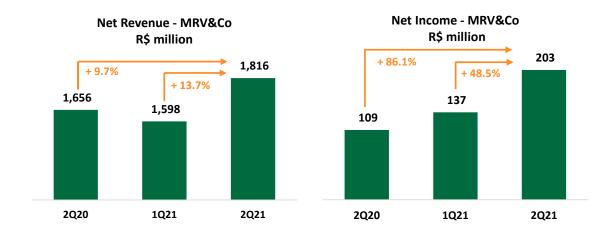


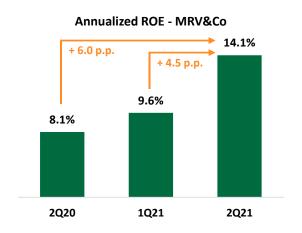
## 2<sup>nd</sup> Quarter 2021 Results

Belo Horizonte, August 11, 2021 – MRV Engenharia e Participações S.A. (B3: MRVE3), the largest residential housing developer in Latin America posts its results for the second quarter of 2021. All financial information has been presented in millions of Brazilian reais (R\$ millions), except where indicated otherwise, and has been based on consolidated accounting data that have been gathered and presented according to Brazilian accounting practices and in accordance with the International Financial Reporting Standards - IFRS – issued by the International Accounting Standards Board - IASB, applicable to real estate developers in Brazil, approved by the CPC – Accounting Pronouncements Committee, the CVM – Brazilian SEC and the CFC – Federal Accounting Council, in accordance with all pronouncements issued by the CPC.

## **HIGHLIGHTS**

- Record-breaking Net Revenue, topping R\$ 1.8 billion in 2Q21: posting growth of 13.7% over 1Q21 and 9.7% when compared to 2Q20;
- Net Income of R\$ 203 million for the quarter (MRV&Co): an increase of 48.5% over 1Q21 and 86.1% when compared to 2Q20;
- Annualized ROE of 14.1%: an increase of 4.5 p.p. over 1Q21 and 6.0 p.p. when compared to 2Q20;
- > Sale of two AHS projects in Florida-USA at an overall value of R\$ 392.7 million (US\$ 78.5 million);
- > Subsequent event: sale of R\$ 241 million MRV's Credit Portfolio (pró-soluto) after keys delivery.







#### Message from the board

Strong MRV&Co results in 2Q21 have reaffirmed the Company's product and funding diversification strategy, fueling the expansion of its Housing Platform.

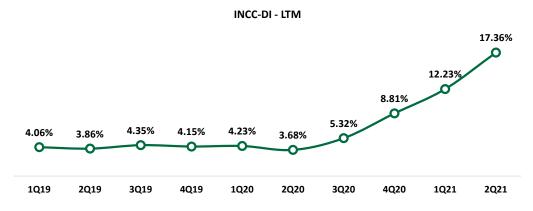
Record-breaking Net Revenue, hitting an historic mark of R\$ 1.8 billion in 2Q21, coupled with strong operational growth in AHS operations in the United States has paved the way for the Company to post Net Income at R\$ 203 million in 2Q21, posting growth of 86.1% when compared to 2Q20 and 48.5% when compared to 1Q21.

Driven by the increase in Net Income posted in the quarter, MRV&Co has recorded ROE (LTM) of 12.0%, or the equivalent of annualized ROE of 14.1%.

This robust growth in Net Income has taken place, despite the intense pressure of inflation observed throughout the sector in Brazil and has, therefore, led to budgetary reviews for construction and consequent compression on the Company's gross margins.

#### **Cost Pressure and Gross Margin:**

The Company has budgeted its developments based on inflation estimates that proved to be insufficient in face of the INCC reported over the last few quarters. Since the outset of 3Q20, the sector has witnessed intense inflationary growth and pressure, as seen in the graph below:



Source: Fundação Getulio Vargas, Conjuntura Econômica - IGP (FGV/Conj. Econ. - IGP)

MRV&Co's business model for property development sees clients transferred to funding institutions during the construction phase. One of the greatest advantages of this model is optimized cash flow, in adding to Zero Cancellation numbers by clients after transfer. On the other hand, after clients have been transferred to the financial institutions, there are no real adjustments in the value financed by banks, opening doors to possible exposure to risk as a result of accelerating inflation rates (INCC).

At the current moment, in which the sector saw greater inflationary pressure than the estimates originally factored into budgets, the Company has launched a thorough budgetary review of its developments. As a result of implementing price increases lower than the increasing inflation rates recorded over the last few quarters, the Company has felt the effect on overall gross margins.

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As a result of the aforementioned outlook on inflation, the consequent effects on gross margins and considering the strong demand recorded in the sector, the Company has opted to implement an aggressive price increase policy that went into effect on July/2021, aiming to test the market's capacity to absorb price increases, in addition to seeking to offset the effects of the pressure on costs.

## Subsequent Event: MRV's Credit Portfolio (pró-soluto) after keys delivery

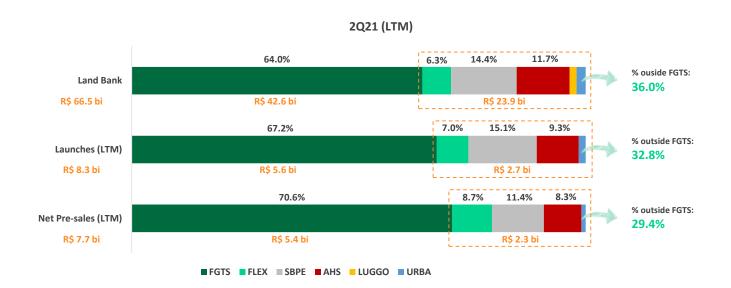
On July 30, 2021, MRV&Co carried out its **first Credit Portfolio (pró-soluto)** - **after keys delivery sale**, bearing a "AA" risk rating issued by **Fitch Ratings Brasil Ltda**.

The total value represented R\$ 241 million, to which discounts apply to R\$ 43 million as a result of expenses and setting up of the reserve and expenses funds, in which the Company netted R\$ 198 million.

In addition, the Company will handle the collection and administration of real estate credit as a servicer.

#### **Multifunding Housing Platform:**

MRV&Co continues to forge forward with the strategy to diversify its multi-funding housing platform, recording 29.4% of its sales outside of the CVA (Casa Verde e Amarela) program, considering the Company's overall sales in the last 12 months (LTM). These figures represent an advance of 7.8 p.p. as regards 1Q21 and has strengthened the Company's commitment to its product and funding diversification strategies.

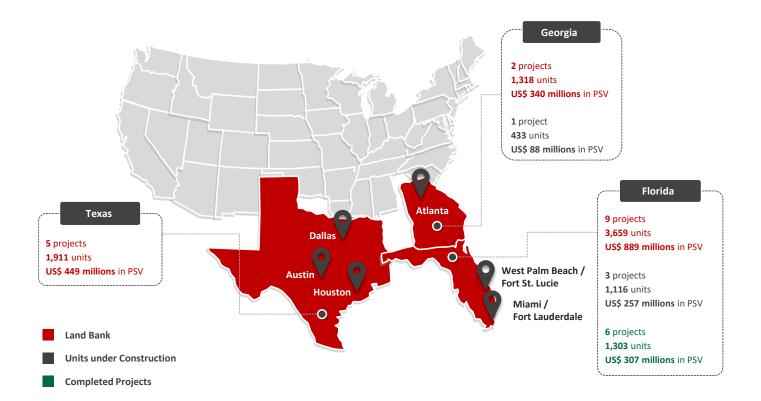


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#### AHS:

AHS operations continue to move forward with its geographic expansion plan in the United States, with Land Bank in the states of Florida, Texas and Georgia, valued at PSV of US\$ 1.7 billion (R\$ 8.4 billion), supplying 6,888 units.





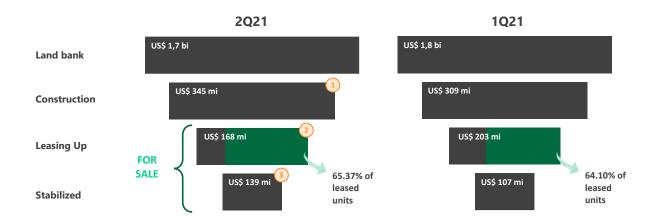
(AHS – Banyan Ridge – West Palm Beach, FL)





In 2Q21, two projects (Mangonia Lake and Lake Osborne) were sold at a Potential Sales Value (PSV) of US\$ 78.5 million, representing net receivables of US\$ 37 million and gross profit of US\$ 17.8 million.

Also, in 2Q21, AHS launched two more developments in the state of Florida, valued at a PSV of US\$ 123 million. These projects are already in negotiation and are part of a group of six developments for sale totaling 1,303 units and a PSV of US\$ 307 million (R\$ 1,536 million), posting average gross margins of approximately 28%.



- 1 Village Center starts Construction Phase / Banyan Ridge completes Construction Phase
- 2 Banyan Ridge starts Leasing Up / Coral Reef completes Leasing Up
- 3 Coral Reef enters Stabilization / Sale of Mangonia Lake e Lake Osborne



#### Sensia Incorporadora:

In 2Q21, Sensia pre-sales continued to demonstrate steady growth from the February 2021 launch of the brand's first development, Sensia Parque Prado, in the city of Campinas. The development has reached a mark of 52% pre-sales, once again confirming robust demand in the middle-income market and strong product positioning.

On July 23, 2021, Sensia's second development, **Horizontes do Atlântico was launched in Maceio**, **AL**, located next to Parque Shopping Maceio offering 240 1, 2 and 3-bedroom apartments options and R\$ 101 million in PSV.





(Sensia Horizontes do Atlântico - Maceió/AL)

The next Sensia launch will be **Sensia Pampulha in Belo Horizonte**, **MG**, scheduled to launch in September with an estimated PSV of R\$ 113 million.

#### **Urba**:

Smart Urba Dunlop was launched on June 11th in the city of Campinas, offering a total of 980 units and R\$ 149 million in PSV (100% Urba). Reconfirming its strong product positioning, the launch has been a success, registering 46% presold in just 19 days.

Urba's Sales Speed (SoS – Sales over Supply) has reached 38% in 2Q21, remaining stable when compared to 1Q21 and an increase of 8 p.p. over 2Q20.



#### ESG:

Aiming to remain ever-vigilant on issues surrounding ESG, the **Company posted its 2020 Sustainability Report** (10th consecutive year posting sustainability reports); the report contains a complete overview of the challenges, success stories and results regarding the Company's environmental and social impacts and governance. A complete copy of the report can be found by clicking on this <u>link</u> or scanning the QR code.



A glance at some of the highlights from the report:

## Total emissions (in tCO and)



6.25 GRI 305-4

It is the intensity of our GHG emissions. The value is lower than the 7.3 recorded in 2019.

Reduction

# of over 68 thousand

tCO2e ofGEE as compared to 2019. The company has compensated 11 thousand tCO2e by purchasing certified carbon credits **GRI 305-5** 

#### Science Based Targets SBTi initiative -Acknowledgment:

Reflecting MRV's effort to be a reference on the global climate agenda, in early 2021 we signed an unprecedented commitment among companies in the sector to adopt targets for reducing greenhouse gas emissions. A SBTi is supported by CDP, Global Compact, World Resources Institute (WRI) and World Wildlife Fund (WWF).

Our effort turns to one of the most complex and challenging global environment agendas: climate change. Making that commitment was one of the top leadership's ESG goals, reiterating our maturation in the subject and the search for public and measurable goals for the reduction of greenhouse gas emissions.

In practice, as a signatory of the SBTi MRV sets these goals, minimizing the impact on the increase in the earth's temperature and contributing directly to the Paris Agreement.



## MRV commitments to the climate

- Science Based Targets Initiative (SBTi)
- CDP
- CDP Supply Chain Program
- Climate Forum Working Group Ethos Institute
- Commitment to the Climate Platform – Ekos Institute
- Climate Action Working Group
   Global Compact
- Climate Business Initiative (IEC) - Global Compact

#### **Global Compact -**

10 principles we follow in our business routine



Businesses must support and respect the protection of internationally recognized human rights.



Make sure you do not participate in violations of these rights.



Businesses must support freedom of association and the effective recognition of the right to collective bargaining.



The elimination of all forms of forced or compulsory labor.



The effective abolition of child labor.



Eliminate employment discrimination.



Businesses must support a preventive approach to environmental challenges.



Develop initiatives to foster greater environmental responsibility.



Encourage the development and diffusion of environmentally friendly technologies.



Businesses must fight corruption in all its forms, including extortion and bribery.



The 2020 ESG target was met: we signed a commitmen to the Science Based Targets Initiative (SBTI). This leads MRV&CO to design greenhouse gas reduction targets to combat climate change and comply with the terms of the Paris Agreement.

Read more on p. 87.



#### Amazon Council

In August 2020, MRV&CO, together with 50 other large companies in the country, took on the challenge of supporting the Amazon Council. The objective is to contribute with solutions to curb illegal deforestation in the Amazon, reduce the environmental impact of the use of natural resources and value and preserve biodiversity.

Read more on p. 80



#### Sport Sponsorships: #ElasTransformam Project

The struggle for gender equality has been fully embraced at MRV&Co, and the Company has developed and engaged initiatives to support this important cause. One of the Company's **projects is #ElasTransformam, a project that sponsors 12 female athletes that participated in the Olympics held in Tokyo**. The goal of the project is to foster sports throughout Brazil and highlight the importance of women in sports. To learn more visit <a href="https://www.elastransformam.mrv.com.br">www.elastransformam.mrv.com.br</a>.

The female athletes sponsored by the Company are: Aline Silva (Wrestling); Ana Patricia Ramos (Beach Volleyball); Ana Satila (Canoeing); Beatriz Iasmin Ferreira (Boxing); Bruna Takahashi (Table Tennis); Flavia Saraiva (Gymnastics); Kahena Kunze (Sailing); Lorrane Ferreira (Swimming); Luisa Baptista (Triathalon); Luiza Guisso Fiorese (Sitting Volleyball – Paralympics); Rayssa Leal (Street Skateboarding) and Silvana Lima (Surfing).

The female athletes have received financial support from MRV for 24 months – before, during and after the Olympic Games. In addition to financial support, in order to further motivate and thank the efforts of our sponsored athletes participating in the #ElasTransformam project, the Company has promised an apartment to those athletes who returned victorious in their individual sports categories.



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## **MRV&Co Financial Result**

			1H21					1H20		
Income Statement MRV&Co - R\$ thousands	MRV (Real Estate Develop.)	<b>Urba</b> (Land Subdivisions)	Luggo (Leased)	AHS (MRV US) (Leased EUA)	Consolidated MRV&Co	MRV (Real Estate Develop.)	Urba (Land Subdivisions)	Luggo (Leased)	AHS (MRV US) (Leased EUA)	Consolidated MRV&Co
Net Revenue	3,333,319	48,808	420	31,887	3,414,434	3,086,589	51,521	-	26,289	3,164,399
Costs of Real Estate Sales and Services	(2,455,822)	(27,492)	(227)	(24,252)	(2,507,794)	(2,220,679)	(29,321)	-	(22,698)	(2,272,698)
Gross Profit	877,497	21,316	193	7,635	906,640	865,910	22,200	-	3,591	891,701
Gross Margin	26.3%	43.7%	46.0%	23.9%	26.6%	28.1%	43.1%		13.7%	28.2%
Operating Income (Expenses)	(573,959)	(15,412)	(2,741)	56,330	(535,783)	(567,949)	(8,717)	(4,434)	(21,007)	(602,107)
Selling Expenses	(297,442)	(6,290)	(1,168)	(841)	(305,741)	(302,426)	(4,069)	(1,792)	(1,545)	(309,832)
Selling Expenses / Net Revenue	-8.9%	-12.9%	-278.1%	-2.6%	-9.0%	-9.8%	-7.9%		-5.9%	-9.8%
General & Administrative Expenses	(192,208)	(10,997)	(966)	(31,004)	(235,174)	(178,829)	(5,505)	(700)	(19,308)	(204,343)
G&A / Net Revenue	-5.8%	-22.5%	-230.0%	-97.2%	-6.9%	-5.8%	-10.7%		-73.4%	-6.5%
Other operating income (expenses), net	(58,178)	(528)	(607)	88,175	28,862	(59,828)	(199)	(1,942)	(154)	(62,123)
Equity Income	(26,132)	2,403	-	-	(23,730)	(26,866)	1,056	-	-	(25,810)
Income Before Financial Income (Expenses)	303,537	5,903	(2,548)	63,965	370,858	297,961	13,483	(4,434)	(17,416)	289,593
Financial Results	68,352	1,756	(31)	(3,188)	66,889	44,487	440	51	(10,692)	34,286
Financial Expenses	(43,600)	(2,077)	(41)	(11,045)	(56,763)	(26,678)	(2,184)	(23)	(10,937)	(39,823)
Financial Income	46,928	710	10	7,857	55,505	30,295	865	74	245	31,479
Financial income from receivables <sup>1</sup>	65,024	3,123	-	-	68,147	40,870	1,760	-	-	42,630
Income Before Income Tax and Social Contribution	371,889	7,659	(2,579)	60,777	437,747	342,447	13,923	(4,383)	(28,108)	323,879
Income Tax and Social Contribution	(63,943)	(1,800)	(2)	-	(65,745)	(65,212)	(1,849)	-	-	(67,061)
Net Income	307,946	5,860	(2,581)	60,777	372,002	277,235	12,074	(4,383)	(28,108)	256,818
Profit Attributable to non-controlling interests	27,968	-	-	4,348	32,316	45,530	-	-	(2,230)	43,300
Profit Attributable to Shareholders of the Company	279,979	5,860	(2,581)	56,429	339,686	231,706	12,074	(4,383)	(25,878)	213,519
Net Margin	8.4%	12.0%	-614.5%	177.0%	9.9%	7.5%	23.4%		-98.4%	6.7%

<sup>&</sup>lt;sup>1</sup>Financial income from receivables from real estate development

<sup>\*</sup>Note: The Group's results are presented by corporate type, and not by operating segment, as shown in the Financial Statement, Note 21 – Segment Information.

Consolidated Financial Highlights - MRV&Co (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
Total Net Revenue	1,816	1,598	1,656	13.7% ↑	9.7% 个	3,414	3,164	7.9% 个
Financial Cost recorded under COGS	37	34	46	8.5% 个	21.0% ↓	71	92	23.2% ↓
Gross Profit	462	445	468	3.8% ↑	1.2% ↓	907	892	1.7% 个
Gross Margin (%)	25.4%	27.8%	28.2%	2.4 p.p. ↓	2.8 p.p. ↓	26.6%	28.2%	1.6 p.p. ↓
Gross Margin ex. financial cost (%)	27.4%	30.0%	31.1%	2.5 p.p. ↓	3.6 p.p. ↓	28.6%	31.1%	2.5 p.p. ↓
Selling Expenses	(154)	(152)	(161)	0.9% 个	4.7% ↓	(306)	(310)	1.3% ↓
Selling Expenses / net revenues (%)	8.5%	9.5%	9.7%	1.1 p.p. ↓	1.3 p.p. ↓	9.0%	9.8%	0.8 p.p. ↓
Selling Expenses / net pre-sales (%)	7.4%	9.4%	8.9%	2.0 p.p. ↓	1.4 p.p. ↓	8.3%	8.9%	0.6 p.p. ↓
General & Administrative Expenses	(119)	(116)	(104)	1.9% 个	13.8% 个	(235)	(204)	15.1% 个
G&A Expenses / net revenues (%)	6.5%	7.3%	6.3%	0.8 p.p. ↓	0.2 p.p. ↑	6.9%	6.5%	0.4 p.p. ↑
G&A Expenses / net pre-sales (%)	5.8%	7.2%	5.7%	1.4 p.p. ↓	0.0 p.p. ↑	6.4%	5.9%	0.5 p.p. ↑
Equity Income	(19)	(4)	(15)	344.0% ↑	27.3% 个	(24)	(26)	8.1% ↓
EBITDA	296	211	228	40.4% ↑	29.8% 个	507	431	17.8% ↑
EBITDA Margin (%)	16.3%	13.2%	13.8%	3.1 p.p. ↑	2.5 p.p. ↑	14.9%	13.6%	1.2 p.p. ↑
Net Income	203	137	109	48.5% ↑	86.1% 个	340	214	59.1% 个
Net Margin (%)	11.2%	8.6%	6.6%	2.6 p.p. ↑	4.6 p.p. ↑	9.9%	6.7%	3.2 p.p. ↑
Earnings per share (R\$)	0.420	0.283	0.226	48.5% ↑	85.7% 个	0.704	0.449	56.8% ↑
ROE (LTM)	12.0%	10.5%	10.4%	1.5 p.p. ↑	1.5 p.p. ↑	12.0%	10.4%	1.5 p.p. ↑
ROE (annualized)	14.1%	9.6%	8.1%	4.5 p.p. ↑	6.0 p.p. ↑	11.8%	8.2%	3.6 p.p. ↑
Unearned Gross Sales Revenues	2,541	2,576	2,077	1.4% ↓	22.3% 个	2,541	2,077	22.3% ↑
(-) Unearned Costs of Units Sold	(1,602)	(1,600)	(1,253)	0.1% ↑	27.9% 个	(1,602)	(1,253)	27.9% 个
Unearned Results	939	976	825	3.8% ↓	13.9% 个	939	825	13.9% 个
% Unearned Margin	36.9%	37.9%	39.7%	0.9 p.p. ↓	2.7 p.p. ↓	36.9%	39.7%	2.7 p.p. ↓
Cash Generation	(30)	(384)	68	92.3% ↑	-	(414)	(260)	59.1% ↓

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#### **Operational Performance**

Seeking to provide greater transparency and visibility to all MRV&Co's business lines, the group's financial results will be presented on a consolidated basis, followed by the respective individual openings.

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

Launches (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Launches (R\$ million)	2,399	1,710	2,275	40.3% ↑	5.4% 个	4,110	3,358	22.4% 个
Units	11,388	9,996	6,456	13.9% ↑	76.4% 个	21,383	13,175	62.3% 个
Average Price - R\$'000 / unit	211	171	352	23.1% ↑	40.2% ↓	192	255	24.6% ↓
MRV								
Launches (R\$ million)	1,752	1,698	933	3.1% ↑	87.9% 个	3,450	2,015	71.2% 个
Units	10,426	9,926	5,349	5.0% 个	94.9% 个	20,352	12,068	68.6% 个
Average Price - R\$'000 / unit	168	171	174	1.8% ↓	3.6% ↓	170	167	1.5% 个
Urba								
Launches (R\$ million)	77	12	10	534.9% 个	683.5% 个	89	10	806.9% 个
Units	505	70	37	624.8% ↑	1266.7% 个	575	37	1455.3% 个
Average Price - R\$'000 / unit	152	174	265	12.4% ↓	42.7% ↓	155	265	41.7% ↓
Luggo								
Launches (R\$ million)	-	-	-	-	-	-	-	-
Units	-	-	-	-	-	-	-	-
Average Price - R\$'000 / unit	-	-	-	-	-	-	-	-
AHS <sup>1</sup>								
Launches (R\$ million)	571	-	1,333	-	57.2% ↓	571	1,333	57.2% ↓
Units	456	-	1,070	-	57.4% ↓	456	1,070	57.4% ↓
Average Price - R\$'000 / unit	1,251	-	1,246	-	0.4% 个	1,251	1,246	0.4% 个

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

#### MRV&Co Consolidated:

In 2Q21, the Company recorded its highest volume of launches in its history. Record-breaking figures included the launch of two AHS projects in the USA and an Urba development in Campinas, in addition to a total of R\$ 1.75 billion in PSV launched by MRV's Real Estate Development segment in Brazil.

In total, some R\$ 2.40 billion in PSV was launched in 2Q21, totaling 11,388 units, recording an uptick of 5.4% over the same period from the previous year, and 40.3% when compared to 1Q21.



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

Net-Pre Sales (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Net Pre-sales (R\$ million)	2,065	1,619	1,816	27.5% 个	13.7% 个	3,684	3,489	5.6% 个
Units	10,442	9,714	11,649	7.5% ↑	10.4% ↓	20,155	22,189	9.2% ↓
Average Price - R\$'000 / unit	198	167	156	18.6% ↑	26.8% 个	183	157	16.2% 个
MRV								
Net Pre-sales (R\$ million)	1,662	1,609	1,784	3.3% ↑	6.8% ↓	3,271	3,453	5.3% ↓
Units	9,816	9,645	11,479	1.8% ↑	14.5% ↓	19,461	21,973	11.4% ↓
Average Price - R\$'000 / unit	169	167	155	1.5% ↑	9.0% 个	168	157	6.9% ↑
Sales over supply (%) - net sales	17.3%	17.4%	19.4%	0.0 p.p. ↓	2.1 p.p. ↓	29.3%	32.4%	3.1p.p. ↓
Urba								
Net Pre-sales (R\$ million)	39	10	32	271.2% 个	19.7% 个	49	36	36.1% ↑
Units	293	69	169	325.1% 个	73.3% 个	362	216	67.2% ↑
Average Price - R\$'000 / unit	132	151	191	12.7% ↓	30.9% ↓	135	166	18.6% ↓
Luggo								
Net Pre-sales (R\$ million)	-	-	-	-	-	-	-	-
Units	-	-	-	-	-	-	-	-
Average Price - R\$'000 / unit	-	-	-	-	-	-	-	-
AHS <sup>1</sup>								
Net Pre-sales (R\$ million)	364	-	-	-	-	364	-	-
Units	332	-	-	-	-	332	-	-
Average Price - R\$'000 / unit	1,097	-	-	-	-	1,097	-	-

 $<sup>^{\</sup>rm 1}$  Considers the PTAX (BRLUSD) of the closing period

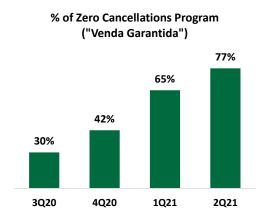
#### MRV (Real Estate Development in Brasil):

MRV operations once again witnessed robust demand in 2Q21, recording pre-sales volumes on par with the last quarters, **totaling 12,936 signed contracts.** It is important to note that the Company continues to ramp up the implementation of its Zero Cancellation Program that has already hit 77% of sales for the quarter.

#### Zero Cancellations Program ("Venda Garantida"):

Through the process of Zero Cancellation Program ("Venda Garantida"), pre-sales are only accounted for after the client has been transferred to the financing institution, which removes any possibility of cancellation. The Company resumed the gradual implementation of this sales process in 3Q20.

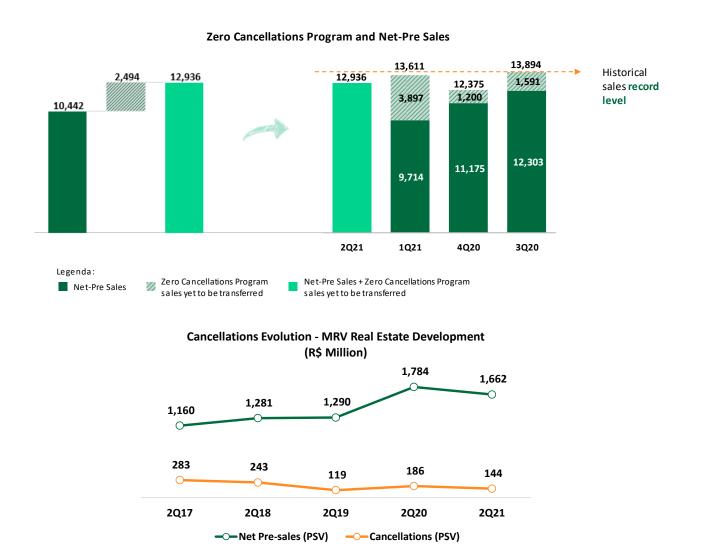
As a result of the Zero Cancellation process, a total of 2,494 recorded pre-sales under the Zero Cancellation process have been signed by clients but have not been accounted for within the same quarter. Therefore, the total volume of registered pre-sales was slightly





askew from the actual sales for the period. This can be understood as a natural effect of the implementation of the Zero Cancellation Program, also noted in 4Q20 (1,200 units) and 1Q21 (3,897 units).

The progress of pre-sales in the last few quarters, adjusted for this effect of Zero Cancellation can be seen in the graph below:

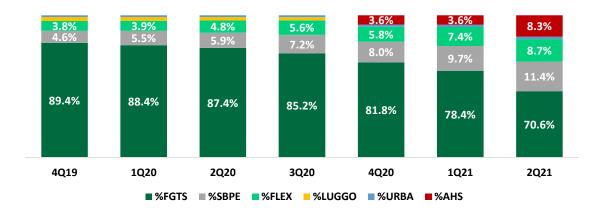


#### **Diversification - Housing Platform:**

The Company's diversification strategy for products and funding has continued to ramp up over each quarter, steadily reducing the Company's activities in just one segment, thus expanding into new segments and consolidating the Company by creating a truly Multifunding Housing Platform in the form of MRV&Co.



#### **Net Pre-sales LTM Breakdown**



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

In 2Q21, two developments (Mangonia Lake and Lake Osborne) were sold at a **Potential Sales Value (PSV) of US\$ 78.5** million, representing net receivables of US\$ 37 million and gross profit of US\$ 17.8 million as follows:

- Lake Osborne: development sold at a 4.6% Cap Rate and 6.9% Yield on Cost. This is the second development built by AHS in 2016.

Lake Osborne	
Sale Price	\$ 21,500,000
Project Cost	\$ 14,524,498
Gross Profit	\$ 6,975,502
Gross Margin (%)	32.4%

- Mangonia Lake: development sold at a 4.5% Cap Rate and 5.6% Yield on Cost. Built in 2019, this was the first AHS construction to employ concrete wall construction methods using aluminum molds. Due to the learning curve required to implement this new construction method, the project saw slightly higher construction cost than other AHS developments.

Mangonia Lake	
Sale Price	\$ 57,000,000
Project Cost	\$ 46,136,260
Gross Profit	\$ 10,863,740
Gross Margin (%)	19.1%



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

Cash Generation	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Cash Generation (R\$ million)	(29.6)	(384.1)	68.3	92.3% 个	-	(413.7)	(260.0)	59.1% ↓
AADV.								
MRV	(110.0)	(20.7)	220.0	200.00/ 1		(1505)	57.0	
Cash Generation (R\$ million)	(119.8)	(30.7)	220.9	290.9% ↓	-	(150.5)	57.0	-
Urba								
Cash Generation (R\$ million)	(24.3)	(6.8)	4.0	257.5% ↓	-	(31.1)	(4.0)	670.6% ↓
Luggo								
Cash Generation (R\$ million)	(26.7)	(27.6)	(11.0)	3.1% 个	143.8% ↓	(54.3)	(20.7)	163.0% ↓
AHS <sup>1</sup>								
Cash Generation (R\$ million)	141.2	(319.0)	(145.6)	_	-	(177.8)	(292.3)	39.2% 个
, , , , , , , , , , , , , , , , , , , ,		(= 10.0)	,,			,,	, , , ,	

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

#### MRV&Co Consolidated:

The Company chose to further its strategic decision to ramp up purchases and stock part of the raw materials needed for construction, seeking to maintain price points and avoid interruptions to the Company's supply chain, aiming to mitigate the effects of inflation on construction materials. The strategy has resulted in an uptick of cash consumption, impacting cash generation for the quarter.

In addition, changes in standards enforced by Caixa Econômica Federal, that places conditions for the construction measurements payments on the Construction Financing notarization, have also had a negative impact on cash generation.

#### AHS:

AHS recorded cash generation at R\$ 141.2 million for the quarter as a result of the sale of Mangonia Lake and Lake Osborne projects valued at a total of R\$ 392.7 million in 2Q21.

These figures are in line with AHS' normal cash flow, in which there is a consumption during the construction phase, thereafter, registering generation of cash at the moment of sale.



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

Land Bank (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Land Bank (R\$ billion)	66.5	66.3	58.9	0.4% ↑	12.9% 个	66.5	58.9	12.9% ↑
Units	351,181	342,843	331,815	2.4% ↑	5.8% 个	351,181	331,815	5.8% ↑
Average Price - R\$'000 / unit	189	193	178	2.0% ↓	6.7% 个	189	178	6.7% 个
MRV								
Land Bank (R\$ billion)	56.4	54.7	51.6	3.2% ↑	9.3% 个	56.4	51.6	9.3% 个
Units	327,583	321,810	319,378	1.8% ↑	2.6% 个	327,583	319,378	2.6% ↑
Average Price - R\$'000 / unit	172	170	162	1.4% ↑	6.6% 个	172	162	6.6% ↑
Urba								
Land Bank (R\$ billion)	1.3	1.1	0.5	25.1% ↑	143.3% 个	1.3	0.5	143.3% ↑
Units	12,804	10,259	5,239	24.8% ↑	144.4% 个	12,804	5,239	144.4% ↑
Average Price - R\$'000 / unit	104	104	105	0.2% 个	0.4% ↓	104	105	0.4% ↓
Luggo								
Land Bank (R\$ billion)	1.0	0.8	0.5	24.2% ↑	111.5% 个	1.0	0.5	111.5% ↑
Units	4,408	3,513	2,129	25.5% 个	107.0% 个	4,408	2,129	107.0% 个
Average Price - R\$'000 / unit	227	230	223	1.0% ↓	2.2% 个	227	223	2.2% ↑
AHS <sup>1</sup>								
Land Bank (R\$ billion)	7.8	9.7	6.3	19.9% ↓	23.4% 个	7.8	6.3	23.4% ↑
Units	6,387	7,261	5,070	12.0% ↓	26.0% 个	6,387	5,070	26.0% 个
Average Price - R\$'000 / unit	1,218	1,338	1,244	8.9% ↓	2.1% ↓	1,218	1,244	2.1% ↓

<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\$ 66.5 billion, 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 property aiming to supply the Company's land bank to meet its needs as a multi-funding housing platform.

#### **Urba**:

Urba steadily continues forward with its plan to ramp up operations and aims to reach a mark of 4,000 units launched in 2021. In order to achieve this goal, the Company has invested in expanding its land bank that has reached figures of R\$ 1.3 billion (% MRV), recording 25.1% growth when compared to 1Q21 and 143.3% over 2Q20, holding land plots in the states of São Paulo, Bahia, Minas Gerais, Mato Grosso and Rio de Janeiro.



#### **PRODUCTION - MRV&Co**

Production (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Built Units	10,566	9,191	8,092	15.0% ↑	30.6% 个	19,757	16,162	22.2% 个
Finished units	5,618	10,437	8,339	46.2% ↓	32.6% ↓	16,055	17,768	9.6% ↓
MRV								
Built Units	10,062	8,724	7,815	15.3% 个	28.8% 个	18,786	15,640	20.1% 个
Finished units	5,373	10,437	8,211	48.5% ↓	34.6% ↓	15,810	17,640	10.4% ↓
Urba								
Built Units	129	101	89	28.3% 个	44.9% 个	229	131	75.0% 个
Finished units	-	-	-	-	-	-	-	-
Luggo								
Built Units	142	174	72	18.8% ↓	96.6% 个	316	132	139.3% 个
Finished units	-	-	128	-	100.0% ↓	-	128	100.0% ↓
AHS								
Built Units	234	192	116	22.0% ↑	101.7% 个	426	259	64.4% ↑
Finished units	245	-	-	-	-	245	-	-

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

Real Estate Financing (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co Client Financing (units)	10,701	10,552	12,076	1.4% 个	11.4% ↓	21,253	18,828	12.9% 个
MRV Client Financing (units)	10,656	10,516	12,076	1.3% 个	11.8% ↓	21,171	18,828	12.4% 个
<b>Urba</b> Client Financing (units)	46	36	-	26.6% 个	-	82	-	-

## **INVENTORY AT MARKET VALUE - MRV**

Inventory at Market Value (%MRV)	<b>2</b> Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20
MRV <sup>1</sup>					
Inventory at Market Value (R\$ billion)*	8.03	7.84	7.41	2.4% ↑	8.3% 个
Inventory Duration **	4.7	4.8	4.1	2.3% ↓	15.9% 个
By Construction phase (units)					
Not iniciated	24%	19%	7%	4.3 p.p. ↑	17.0 p.p. ↑
Under construction	75%	78%	90%	3.6 p.p. ↓	15.6 p.p. ↓
Finished	2%	3%	3%	0.7 p.p. ↓	1.4 p.p. ↓

<sup>&</sup>lt;sup>1</sup> Considers only Inventory at Market Value from MRV's Real Estate Development

<sup>\*</sup> Only launches. Does not include landbank.

<sup>\*\*</sup> Inventory duration = final inventory / Net Pre-sales (per quarter)



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

Under Construction - Investment Property (%MRV)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Number of Projects	10	10	7	0.2% ↓	43.9% 个	10	7	43.9% 个
Units Under Construction	2,674	2,492	1,669	7.3% ↑	60.2% 个	2,674	1,669	60.2% 个
Balance of Constructed Units	997	846	374	17.9% ↑	166.5% 个	997	374	166.5% 个
% of Projects Progression	37.3%	33.9%	22.4%	3.3 p.p. ↑	14.9 p.p. ↑	37.3%	22.4%	14.9 p.p. ↑
Market Value at Stabilization (R\$ million)	1,854	1,875	986	1.1% ↓	88.1% ↑	1,854	986	88.1% 个
Luggo								
Number of Projects	6	6	4	0.0% ↑	50.0% 个	6	4	50.0% 个
Units Under Construction	1,238	1,238	1,032	0.0% ↑	20.0% 个	1,238	1,032	20.0% 个
Balance of Constructed Units	639	498	115	28.4% ↑	455.8% 个	639	115	455.8% 个
% of Projects Progression	51.6%	40.2%	11.1%	11.4 p.p. ↑	40.5 p.p. ↑	51.6%	11.1%	40.5 p.p. ↑
Market Value at Stabilization (R\$ million)	253	231	210	9.6% ↑	20.5% 个	253	210	20.5% 个
AHS								
Number of Projects	4	4	3	0.6% ↓	35.1% 个	4	3	35.1% 个
Units Under Construction	1,436	1,254	637	14.6% ↑	125.5% 个	1,436	637	125.5% 个
Balance of Constructed Units	358	348	259	2.8% ↑	38.1% 个	358	259	38.1% 个
% of Projects Progression	24.9%	27.8%	40.7%	2.9 p.p. ↓	15.8 p.p. ↓	24.9%	40.7%	15.8 p.p. ↓
Market Value at Stabilization (R\$ million)	1,600	1,644	775	2.6% ↓	106.4% 个	1,600	775	106.4% 个
Market Value at Stabilization (US\$ million)	320	289	142	10.9% 个	126.0% 个	320	142	126.0% 个

Leased - Investment Property (%MRV)*	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
AHS								
Leasing Up								
Number of Projects	3	4	3	25.4% ↓	1.3% 个	3	3	1.3% 个
Available Units	645	824	637	21.6% ↓	1.3% 个	645	637	1.3% 个
Leased Units	422	528	389	20.1% ↓	8.5% 个	422	389	8.5% 个
% Leased Units	65.4%	64.1%	61.1%	1.3 p.p. ↑	4.3 p.p. ↑	65.4%	61.1%	4.3 p.p. ↑
Market Value at Stabilization (R\$ million)	778	1,080	806	28.0% ↓	3.6% ↓	778	806	3.6% ↓
Market Value at Stabilization (US\$ million)	155	190	147	18.0% ↓	5.6% ↑	155	147	5.6% 个
Stabilized								
Number of Projects	3	3	3	0.6% ↓	1.3% 个	3	3	1.3% 个
Available Units	563	513	503	9.7% 个	11.8% 个	563	503	11.8% 个
Leased Units	544	499	498	9.1% ↑	9.3% 个	544	498	9.3% 个
% Leased Units	96.7%	97.3%	98.9%	0.6 p.p. ↓	2.2 p.p. ↓	96.7%	98.9%	2.2 p.p. ↓
Market Value at Stabilization (R\$ million)	645	569	527	13.4% ↑	22.4% 个	645	527	22.4% ↑
Market Value at Stabilization (US\$ million)	129	100	96	29.2% 个	34.0% ↑	129	96	34.0% ↑

<sup>\*</sup>Luggo does not own leased projects that has not already been sold to LUGG11  $\,$ 



#### Financial Performance - MRV&Co

Seeking to provide greater transparency and visibility to all MRV&Co's business lines, the group's financial results will be presented on a consolidated basis, followed by the respective individual openings.

#### **Net Revenue and Gross Profit**

Net Revenue and Gross Profit (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Total Net Revenue	1,816	1,598	1,656	13.7% ↑	9.7% ↑	3,414	3,164	7.9% 个
Cost of Real Estate Sales and Services	(1,355)	(1,153)	(1,188)	17.5% 个	14.0% ↑	(2,508)	(2,273)	10.3% ↑
Gross Profit	462	445	468	3.8% ↑	1.2% ↓	907	892	1.7% ↑
Gross Margin (%)	25.4%	27.8%	28.2%	2.4 p.p. ↓	2.8 p.p. ↓	26.6%	28.2%	1.6 p.p. ↓
MRV								
Total Net Revenue	1,764	1,570	1,600	12.4% 个	10.3% ↑	3,333	3,087	8.0% ↑
Cost of Real Estate Sales and Services	(1,325)	(1,131)	(1,152)	17.1% ↑	15.0% ↑	(2,456)	(2,221)	10.6% 个
Gross Profit	439	438	448	0.2% ↑	2.0% ↓	877	866	1.3% ↑
Gross Margin (%)	24.9%	27.9%	28.0%	3.0 p.p. ↓	3.1 p.p. ↓	26.3%	28.1%	1.7 p.p. ↓
Urba								
Total Net Revenue	40	9	40	339.8% ↑	0.6% ↑	49	52	5.3% ↓
Cost of Real Estate Sales and Services	(22)	(6)	(23)	295.8% 个	3.6% ↓	(27)	(29)	6.2% ↓
Gross Profit	18	3	17	409.5% 个	6.3% 个	21	22	4.0% ↓
Gross Margin (%)	44.8%	38.7%	42.4%	6.1 p.p. ↑	2.4 p.p. ↑	43.7%	43.1%	0.6 p.p. ↑
Luggo								
Total Net Revenue	0.2	0.2	-	10.8% ↓	-	0.4	-	-
Cost of Real Estate Sales and Services	(0.1)	(0.1)	-	46.7% 个	-	(0.2)	-	-
Gross Profit	0.1	0.1	-	51.5% ↓	-	0.2	-	-
Gross Margin (%)	31.8%	58.6%	-	26.7 p.p. ↓	-	46.0%	-	-
AHS (MRV US)*								
Total Net Revenue	13	19	17	32.7% ↓	23.9% ↓	32	26	21.3% 个
Cost of Real Estate Sales and Services	(8)	(16)	(14)	51.0% ↓	42.3% ↓	(24)	(23)	6.8% 个
Gross Profit	5	3	3	73.6% 个	60.8% ↑	8	4	112.6% 个
Gross Margin (%)	37.8%	14.6%	17.9%	23.1 p.p. ↑	19.9 p.p. ↑	23.9%	13.7%	10.3 p.p. ↑

<sup>\*</sup>AHS and Luggo sold projects results are not accounted for in Total Net Revenue line, therefore these results are directly under the Other operating (income) expenses line.

#### **Net Revenue:**

As a result of increases in production and maintaining elevated sales figures, the Company posted record-breaking Net Revenues topping R\$ 1.8 billion for the quarter.

This increase represents expansion of 13.7% over 1Q21 and 9.7% when compared to 2Q20.

<sup>\*\*</sup> The Gross Margin is a result of the net revenue rental of properties, deducted from Opex and Depreciation.

2<sup>nd</sup> Quarter 2021



#### **Gross Margin:**

The growing pressure of inflation on material costs witnessed over the last few quarters, coupled with below average price increases, have put added pressure on the Company's gross margins for this period, leading to the decision to carry out budgetary reviews.

A number of initiatives have already been adopted by MRV&Co, aiming to mitigate the pressures of inflation, such as the use of Glass Fiber substituting steel in the concrete walls in development projects up to five stories, as well as using drywall for internal walls, in the case of towers.

These initiatives have drastically reduced the amount of steel and concrete needed for construction and have significantly offset the pressures felt by rising inflation on construction materials.

Another important innovation implemented by MRV&Co is the use of Flex Forms, representing the third generation in the Company's construction process, that have been developed to optimize productivity and product quality assurance.

In addition, the Company has maintained its strategy through 2Q21 of purchasing and stocking some of the materials used in construction, aiming to offset rising prices and mitigate the effects of rising inflation on construction materials.

#### **Financial Cost recorded under COGS**

Financial Cost recorded under COGS (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Financial Cost recorded under COGS	(37)	(34)	(46)	8.5% 个	21.0% ↓	(71)	(92)	23.2% ↓
% of Net Revenue	2.0%	2.1%	2.8%	0.1 p.p. ↓	0.8 p.p. ↓	2.1%	2.9%	0.8 p.p. ↓
Gross profit with financial cost	462	445	468	3.8% ↑	1.2% ↓	907	892	1.7% ↑
Gross profit ex.h financial cost	499	479	514	4.2% ↑	3.0% ↓	977	984	0.6% ↓
Gross Margin ex. financial cost (%)	27.4%	30.0%	31.1%	2.5 p.p. ↓	3.6 p.p. ↓	28.6%	31.1%	2.5 p.p. ↓



#### **Operating Income (Expenses)**

Operating Income (Expenses) (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H2O	Chg. 1H21 x 1H20
MRV&Co								
Selling Expenses	(154)	(152)	(161)	0.9% 个	4.7% ↓	(306)	(310)	1.3% ↓
General & Administrative Expenses	(119)	(116)	(104)	1.9% 个	13.8% ↑	(235)	(204)	15.1% 个
Other operating Income (expenses)	56	(27)	(31)	-	-	29	(62)	-
Equity Income	(19)	(4)	(15)	344.0% ↑	27.3% 个	(24)	(26)	8.1% ↓
Operating Income (Expenses)	(236)	(300)	(312)	21.4% ↓	24.4% ↓	(536)	(602)	11.0% ↓
Selling expenses / Net Revenues (%)	8.5%	9.5%	9.7%	1.1 p.p. ↓	1.3 p.p. ↓	9.0%	9.8%	0.8 p.p. ↓
G&A Expenses / Net Revenues (%)	6.5%	7.3%	6.3%	0.8 p.p. ↓	0.2 p.p. ↑	6.9%	6.5%	0.4 p.p. ↑
MRV								
Selling Expenses	(148)	(149)	(157)	0.4% ↓	5.4% ↓	(297)	(302)	1.6% ↓
General & Administrative Expenses	(98)	(95)	(89)	3.3% ↑	10.1% ↑	(192)	(179)	7.5% 个
Other operating Income (expenses)	(28)	(30)	(29)	8.8% ↓	5.0% ↓	(58)	(60)	2.8% ↓
Equity Income	(21)	(5)	(16)	362.5% 个	36.3% 个	(26)	(27)	2.7% ↓
Operating Income (Expenses)	(295)	(279)	(291)	6.0% ↑	1.6% 个	(574)	(568)	1.1% ↑
Selling expenses / Net Revenues (%)	8.4%	9.5%	9.8%	1.1 p.p. ↓	1.4 p.p. ↓	8.9%	9.8%	0.9 p.p. ↓
G&A Expenses / Net Revenues (%)	5.5%	6.0%	5.5%	0.5 p.p. ↓	0.0 p.p. ↓	5.8%	5.8%	0.0 p.p. ↓
Urba								
Selling Expenses	(4.4)	(1.9)	(2.5)	140.0% ↑	80.6% 个	(6)	(4)	54.6% ↑
General & Administrative Expenses	(6.0)	(5.0)	(2.5)	18.2% 个	133.9% 个	(11)	(6)	99.7% 1
Other operating Income (expenses)	(0.3)	(0.2)	(0.1)	42.8% 个	256.9% 个	(1)	(0)	165.3% ↑
Equity Income	2.1	0.3	0.6	646.2% ↓	281.0% ↓	2	1	127.5% ↓
Operating Income (Expenses)	(8.6)	(6.8)	(4.5)	25.8% 个	89.4% 个	(15)	(9)	76.8% ↑
Selling expenses / Net Revenues (%)	11.2%	20.5%	6.2%	9.3 p.p. ↓	4.9 p.p. ↑	12.9%	7.9%	5.0 p.p. ↑
G&A Expenses / Net Revenues (%)	15.0%	55.7%	6.4%	40.8 p.p. ↓	8.5 p.p. ↑	22.5%	10.7%	11.8 p.p. ↑
Luggo								
Selling Expenses	(0.4)	(0.8)	(0.7)	56.7% ↓	51.6% ↓	(1)	(2)	34.8% ↓
General & Administrative Expenses	(0.5)	(0.5)	(0.4)	6.4% 个	12.4% 个	(1)	(1)	38.0% ↑
Other operating Income (expenses)	(0.1)	(0.5)	(1.8)	75.1% ↓	93.3% ↓	(1)	(2)	68.7% ↓
Equity Income	-	-	-	-		-	-	
Operating Income (Expenses)	(1.0)	(1.8)	(3.0)	45.1% ↓	67.5% ↓	(3)	(4)	38.2% ↓
Selling expenses / Net Revenues (%)	178.3%	367.1%	-	188.8 p.p. ↓	-	278.1%	-	
G&A Expenses / Net Revenues (%)	251.5%	210.8%	-	40.7 p.p. ↑	-	230.0%	-	
AHS (MRV US)*								
Selling Expenses	(0.4)	(0.5)	(1.0)	14.3% 个	62.0% ↓	(1)	(2)	45.6% ↓
General & Administrative Expenses	(14.6)	(16.4)	(12.6)	11.2% ↓	15.4% 个	(31)	(19)	60.6% ↑
Other operating Income (expenses)	84.1	4.1	(0.1)	1966.5% ↓	-	88	(0)	
Equity Income	-	-	-	-		-	-	
Operating Income (Expenses)	69.1	(12.8)	(13.7)	640.0% ↓	603.1% ↓	56	(21)	368.1% ↓
Selling expenses / Net Revenues (%)	3.0%	2.4%	6.1%	0.6 p.p. ↑	3.0 p.p. ↓	2.6%	5.9%	3.2 p.p. ↓
G&A Expenses / Net Revenues (%)	113.7%	86.1%	75.0%	27.6 p.p. ↑	38.7 p.p. ↑	97.2%	73.4%	23.8 p.p. ↑

 $<sup>^{*}</sup>$  The AHS and Luggo Projects sale results are recorded in the Other Operating Income (Expenses) lines

Significant increases in Net Revenues throughout 2Q21 has allowed the Company to dilute SG&A expenses, which have remained steady over previous quarters. MRV&Co's Commercial Costs / Net Revenues have hit a mark of 8.5%, representing a dip of 1.1 p.p. under 1Q21 and 1.3 p.p. when compared to 2Q20. The Company's General and Administrative costs / Net Revenues have seen a reduction of 0.8 p.p. under 1Q21, reaching a mark of 6.5%.

2<sup>nd</sup> Quarter 2021



The result of the sale of AHS projects has been accounted for on the line of Other Operating (Expenses) and Revenues. The variation in this line posted in 2Q21 may be explained by the sale of two AHS projects.

#### **Financial Result**

Financial Result (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Financial Expenses	(31)	(25)	(24)	23.3% ↑	32.0% 个	(57)	(40)	42.5% 个
Financial Income	28	28	18	0.3% ↑	57.0% 个	56	31	76.3% ↑
Financial income from receivables	35	33	16	5.7% 个	119.6% ↑	68	43	59.9% 个
Financial Result	31	35	10	11.1% ↓	218.0% 个	67	34	95.1% ↑

Adjusted Financial Result (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Financial result	31	35	10	11.1% ↓	218.0% ↑	67	34	95.1% 个
Financial Cost recorded under COGS	(37)	(34)	(46)	8.5% 个	21.0% ↓	(71)	(92)	23.2% ↓
Adjusted Financial Result	(5)	2	(37)	-	85.7% ↓	(4)	(58)	93.7% ↓

#### **EBITDA**

EBITDA (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Income Before Taxes	258	180	166	43.0% ↑	55.4% ↑	438	324	35.2% ↑
(+) Depreciation and Amortization	33	32	26	2.9% ↑	29.4% ↑	66	49	33.7% ↑
(-) Financial Results	31	35	10	11.1% ↓	218.0% ↑	67	34	95.1% 个
(+) Financial charges recorded under cost of sales	37	34	46	8.5% ↑	21.0% ↓	71	92	23.2% ↓
EBITDA	296	211	228	40.4% ↑	29.8% ↑	507	431	17.8% 个
EBITDA Margin (%)	16.3%	13.2%	13.8%	3.1 p.p. ↑	2.5 p.p. ↑	14.9%	13.6%	1.2 p.p. ↑

#### **Net Income**

Net Income (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
MRV&Co								
Net Income	203	137	109	48.5% ↑	86.1% ↑	340	214	59.1% 个
% Net Margin	11.2%	8.6%	6.6%	2.6 p.p. ↑	4.6 p.p. ↑	9.9%	6.7%	3.2 p.p. ↑

#### MRV&Co Consolidated:

MRV's Net Income has seen continued robust increases over 2Q21, topping R\$ 203 million for the quarter. These figures represent growth of 48.5% over 1Q21 and 86.1% over 2Q20.

2<sup>nd</sup> Quarter 2021



#### **Unearned Results**

Unearned Results (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Unearned Gross Sales Revenues	2,541	2,576	2,077	1.4% ↓	22.3% ↑
(-) Unearned Costs of Units Sold	(1,602)	(1,600)	(1,253)	0.1% 个	27.9% 个
Unearned Results	939	976	825	3.8% ↓	13.9% 个
Unearned Results Margin	36.9%	37.9%	39.7%	0.9 p.p. ↓	2.7 p.p. ↓
MRV					
Unearned Gross Sales Revenues	2,507	2,567	2,055	2.3% ↓	22.0% 个
(-) Unearned Costs of Units Sold	(1,586)	(1,595)	(1,241)	0.6% ↓	27.8% 个
Unearned Results	921	972	814	5.3% ↓	13.1% 个
Unearned Results Margin	36.7%	37.9%	39.6%	1.1 p.p. ↓	2.9 p.p. ↓
Urba					
Unearned Gross Sales Revenues	33	8	22	297.9% 个	49.0% ↑
(-) Unearned Costs of Units Sold	(16)	(5)	(12)	238.4% 个	31.4% ↑
Unearned Results	18	4	10	372.7% ↑	69.5% 个
Unearned Results Margin	52.6%	44.3%	46.2%	8.3 p.p. ↑	6.4 p.p. ↑

The reduction to the Company's Unearned Margin (REF) observed in 2Q21 already reflects the revision made in the construction budget and the effect of the current rise in the cost of construction materials.



#### **Balance Sheet - MRV&Co**

## **Cash and Cash Equivalents and Market Securities**

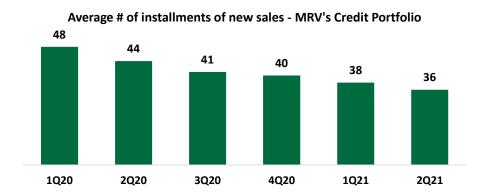
Cash and cash equivalents & Market. Securities (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Cash and cash equivalents	1,142	1,142	1,724	0.1% ↑	33.8% ↓
Marketable Securities	1,586	1,348	945	17.7% ↑	67.8% 个
Total	2,728	2,489	2,669	9.6% 个	2.2% ↑

## **Receivables from Real Estate Development**

Receivables from Real Estate Development (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Clients	4,184	3,946	3,659	6.1% ↑	14.4% ↑
Fair value adjustment	(63)	(58)	(64)	9.7% 个	1.4% ↓
Bad debt provision	(322)	(308)	(251)	4.5% ↑	28.4% 个
Receivables from real estate development	3,799	3,580	3,344	6.1% ↑	13.6% ↑
Current	1,926	1,958	1,806	1.6% ↓	6.6% 个
Noncurrent	1,873	1,622	1,538	15.5% 个	21.8% ↑

MRV's Credit Portfolio (R\$ million)	Jun/21	Mar/21	Jun/20	Chg.Jun/21 x Mar/21	ChgJun/21 x Jun/20
After Keys Delivery	1,306	1,261	979	3.6% 个	33.3% 个
Before Keys Delivery	1,348	1,254	986	7.5% 个	36.6% 个
Total	2,653	2,515	1,966	5.5% 个	35.0% 个

The Company continues to forge forward with its strategy to reduce the number of monthly payments, reaching 36 months in 2Q21, down from 48 months in 1Q20.



2<sup>nd</sup> Quarter 2021



## **Inventories**

Inventories (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Properties under construction	2,646	2,511	2,517	5.4% 个	5.1% 个
Completed Units	112	145	145	23.2% ↓	23.0% ↓
Land bank	6,022	6,024	5,388	0.0% ↓	11.8% ↑
Advances to Suppliers	89	96	72	7.7% ↓	23.1% ↑
Inventories of supplies	0	0	0	9.9% 个	4.5% ↓
Total	8,869	8,778	8,123	1.0% ↑	9.2% 个
Current	4,037	3,924	3,721	2.9% ↑	8.5% 个
Non-current	4,831	4,854	4,402	0.5% ↓	9.7% 个
MRV					
Properties under construction	2,593	2,452	2,481	5.7% 个	4.5% 个
Completed Units	89	121	114	26.2% ↓	21.7% ↓
Land bank	5,860	5,829	5,158	0.5% 个	13.6% ↑
Advances to Suppliers	80	88	66	9.2% ↓	21.3% ↑
Inventories of supplies	0	0	0	9.9% ↑	4.5% ↓
Total	8,622	8,490	7,820	1.6% ↑	10.3% ↑
Current	3,893	3,775	3,641	3.1% ↑	6.9% ↑
Non-current	4,729	4,715	4,179	0.3% 个	13.2% ↑
Urba					
Properties under construction	53	59	36	9.4% ↓	48.9% ↑
Completed Units	22	24	31	7.9% ↓	27.8% ↓
Land bank	162	196	230	17.4% ↓	29.7% ↓
Advances to Suppliers	7	6	6	11.8% ↑	23.5% 个
Inventories of supplies	-	-	-		
Total	244	285	302	14.3% ↓	19.2% ↓
Current	142	147	79	2.8% ↓	79.6% ↑
Non-current	102	138	223	26.4% ↓	54.3% ↓
Luggo					
Properties under construction	-	-	-	-	
Completed Units	-	-	-	-	
Land bank	-	-	-	-	
Advances to Suppliers	2	2	1	3.9% ↓	170.8% ↑
Inventories of supplies	-		-		
Total	2	2	1	3.9% ↓	170.8% 个
Current	2	2	1	3.9% ↓	170.8% 个
Non-current	-	-	-	-	



## **Investment Property**

Investment Property (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Buildings*	982	969	750	1.4% ↑	30.9% ↑
Real Estate under Construction	726	984	498	26.2% ↓	46.0% ↑
Land Bank	372	376	417	1.1% ↓	10.7% ↓
Total Investment Property	2,080	2,329	1,664	10.7% ↓	25.0% 个
Luggo					
Buildings	-	-	-	-	-
Real Estate under Construction	148	114	38	29.9% 个	287.0% 个
Land Bank	184	142	64	29.6% 个	187.7% 个
Total Investment Property	332	256	102	29.7% 个	224.9% 个
AHS (MRV US)					
Buildings*	982	969	750	1.4% ↑	30.9% ↑
Real Estate under Construction	578	870	459	33.5% ↓	25.9% 个
Land Bank	188	234	353	19.7% ↓	46.7% ↓
Total Investment Property	1,748	2,073	1,562	15.7% ↓	11.9% 个

<sup>\*</sup>Includes MRV US Investment Properties registered in as "Investment Property - Noncurrent Assets held for sale"

#### **Net Debt**

Net Debt (R\$ million)	Jun/21	Mar/21	Jun/20	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
MRV&Co					
Total debt	5,181	5,011	4,840	3.4% ↑	7.0% 个
(-) Cash and cash equivalents & Marketable Securities	(2,728)	(2,489)	(2,669)	9.6% 个	2.2% ↑
(+/-) Derivative Financial Instruments	(27)	(42)	(43)	35.4% ↓	35.9% ↓
Net Debt	2,425	2,480	2,128	2.2% ↓	13.9% 个
Total Shareholders' Equity	6,148	6,058	5,829	1.5% 个	5.5% 个
Net Debt / Total Shareholders' Equity	39.4%	40.9%	36.5%	1.5 p.p. ↓	2.9 p.p. ↑
EBITDA LTM	1,084	1,015	916	6.7% 个	18.3% ↑
Net Debt / EBITDA LTM	2.24x	2.44x	2.32x	8.3% ↓	3.7% ↓
MRV + Urba + Luggo					
Total debt	3,719	3,298	3,659	12.7% ↑	1.6% 个
(-) Cash and cash equivalents & Marketable Securities	(2,439)	(2,290)	(2,558)	6.5% ↑	4.6% ↓
(+/-) Derivative Financial Instruments	(33)	(45)	(62)	25.1% ↓	45.8% ↓
Net Debt	1,246	964	1,039	29.2% 个	19.9% 个
Total Shareholders' Equity	5,589	5,508	5,372	1.5% ↑	4.0% ↑
Net Debt / Total Shareholders' Equity	22.3%	17.5%	19.3%	4.8 p.p. ↑	2.9 p.p. ↑
EBITDA LTM	915	930	916	1.6% ↓	0.2% ↓
Net Debt / EBITDA LTM	1.36x	1.04x	1.13x	31.4% ↑	20.1% ↑
AHS (MRV US)					
Total debt	1,462	1,713	1,181	14.6% ↓	23.8% ↑
(-) Cash and cash equivalents & Marketable Securities	(289)	(200)	(111)	44.6% ↑	160.5% 个
(+/-) Derivative Financial Instruments	6	2	19	159.3% 个	67.9% ↓
Net Debt	1,179	1,515	1,089	22.2% ↓	8.3% ↑
Total Shareholders' Equity	559	550	457	1.7% 个	22.4% 个
Net Debt / Total Shareholders' Equity	210.8%	275.5%	238.3%	64.7 p.p. ↓	27.5 p.p. ↓
EBITDA LTM	169	85	-	97.4% 个	-
Net Debt / EBITDA LTM	6.99x	17.72x	-	60.6% ↓	-



## **Debt in Local Currency**

Daht in Local Commons (BC william)	B. C. a. s.	Contractual Data (n. s)	Balance	Due
Debt in Local Currency (R\$ million)	Maturity	Contractual Rate (p.a)	Jun/21	Mar/21
MRV + Luggo				
Debentures - 9th Issuance (2nd serie)	02/20 to 02/22	CDI + 2.30%	202	199
Debentures - 9th Issuance (3rd serie)	02/2022	132.2% CDI	101	99
Debentures - 11th Issuance (2nd serie)	09/21 to 09/22	CDI + 1.50%	217	214
Debentures - 11th Issuance (3rd serie)	09/23 and 09/24	122.1% CDI	158	151
Debentures - 12th Issuance (1st serie)	07/2023	CDI + 1.40%	304	300
Debentures - 12th Issuance (2nd serie)	07/24 and 07/25	CDI + 1.70%	52	52
Debentures - 12th Issuance (3rd serie)	07/2023	CDI + 1.50%	111	110
Debentures - 12th Issuance (4th serie)	07/2023	CDI + 1.50%	85	84
Debentures - 15th Issuance	11/22 to 11/25	CDI + 1.06%	300	302
Debentures - 16th Issuance	04/23 to 04/25	CDI + 1.50%	101	101
Debentures - 17th Issuance	04/21 to 04/23	CDI + 3.00%	45	50
Debentures - 18th Issuance	08/2025	CDI + 2.40%	506	499
13th issue of debentures that back CRI operations	09/23 to 09/24	100% CDI	294	293
14th issue of debentures that back CRI operations	04/23 to 04/25	100.4% CDI	358	359
19th issue of debentures that back CRI operations	04/29 to 04/31	CDI + 1.65%	391	-
Working capital (MRV)	04/21 and 04/22	CDI + 3.10%	101	202
1st Promissory note - 2st Series	05/2021	CDI + 2.50%	-	101
Leasing	09/19 to 05/23	CDI + 2.00% to + 2.93%	7	g
Corporate Debt			3,332	3,124
Construction Financing	01/21 to 12/25	TR + 8.30%	245	11
Construction Finance			245	11
Urba				
Debentures - 2nd Issuance (Urba)	06/21 to 06/23	CDI + 1.22%	40	60
Debentures - 4nd Issuance (Urba)	04/23 to 04/25	CDI + 1.50%	40	40
3rd issue of Urba debentures that back CRI operations	03/2024	CDI + 0.20%	59	58
Corporate Debt			139	159
Working capital (Urba)	04/16 to 03/23	TR + 13.29%	3	
Construction Finance			3	4
Total Debt in Local Currency			3,719	3,298

## **Debt Maturity Schedule in local currency**

(R\$ million)	Construction Financing	Corporate Debt	Total
12 months	46	597	643
13 to 24 months	72	265	337
25 to 36 months	97	1,303	1,400
37 to 48 months	33	320	353
Over 48 months	0	986	986
Total Debt	248	3,471	3,719

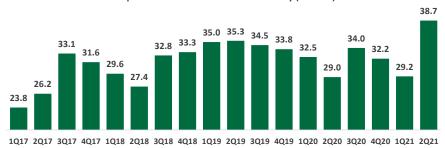
## **Weighted Average Debt Cost in local currency**

Debt in Local Currency (R\$ million)	Debit Balance Jun/21	Balance Due / Total (%)	Average Cost
Corporate Debt	3,471	93.3%	CDI + 1.38%
Construction Financing	248	6.7%	TR + 8.09%
Total	3,719	100.0%	5.31%

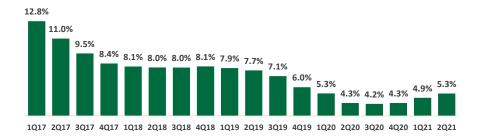


## **Debt Breakdown in local currency**

#### Corporate Debt Duration in local currency (months)



#### Weighted Avarege Debt Cost in local currency (a.p.r.)





## **Debt Breakdown in foreign currency**

Debt in Foreign Currency	Maturity	Contractual rate (a.p.r.)	Balance Due Jun/21	Balance Due Converted in R\$ thousands Jun/21
Construction Financing (equivalent	to Brazilian SFH)		164,605	823,387
Construction Loan			117,331	586,915
Coral Reef	February, 2022	LIBOR 1M + 2.00%	23,585	117,978
Pine Groves	April, 2022	LIBOR 1M + 2.25%	18,042	90,252
Tamiami Landings	September, 2022	LIBOR 1M + 2.25%	29,768	148,905
Banyan Ridge	March, 2022	LIBOR 1M + 2.15%	31,974	159,938
Oak Enclave	April, 2024	LIBOR 1M + 3.00%	7,174	35,884
Tradition	March, 2024	LIBOR 1M + 2.75%	3,790	18,961
Harbor Grove	April, 2023	PRIME + 1.00%	2,998	14,996
Permanent Loan			47,274	236,473
Princeton Groves	October, 2027	Fixed at 4.38%	24,088	120,493
Lake Worth	May, 2026	Fixed at 3.95%	23,186	115,979
Corporate Debt			128,561	643,085
Credit Line	n/a	LIBOR 1M + 3.00%	10,000	50,022
Vehicle Loan	December, 2022	Fixed at 5.94%	32	162
Itau Bond Debt	February, 2026	Fixed at 3.80% to 4.00%	118,528	592,902
Funding Costs			(873)	(4,365)
Total			292,293	1,462,108

## Debt Maturity Schedule in foreign currency (US\$ Million)

Maturity	Construction Loan (US\$ thousands)	Permanent Loan (US\$ thousands)	Corporate Debt (US\$ thousands)	Funding Costs (US\$ thousands)	Total (US\$ thousands)	Total Converted (R\$ thousands)
12 months	41,628	898	11,556	(179)	53,903	269,633
13 to 24 months	6,788	936	4	(179)	7,550	37,765
25 to 36 months	7,174	971	-	(179)	7,966	39,847
37 to 48 months	-	1,018	47,000	(167)	47,852	239,363
After 48 months	-	43,450	70,000	(169)	113,282	566,657
Subtotal	55,590	47,274	128,561	(873)	230,552	1,153,265
Loans and financin	g - Noncurrent Assets h	neld for sale			61,741	308,843
Total					292,293	1,462,108



#### **Covenants & Corporate Risk**

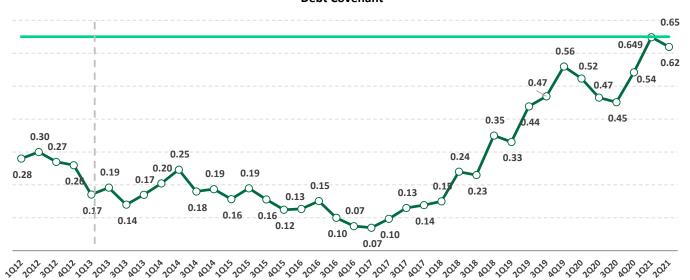


**Fitch**Ratings

**brAAA** 

brAA-

#### **Debt Covenant**



 $\frac{Net\ Debt + Properties\ Payable}{Total\ Equity} < 0.65$ 

#### **Receivables Covenant**



 $\frac{Receivables + Unearned\ Gross\ Sales\ Revenue + Inventories}{Net\ Debt + Properties\ Payable + Unearned\ Costs\ of\ Units\ Sold} > 1.6$ 

2<sup>nd</sup> Quarter 2021



#### **Investor Relations**

Ricardo Paixão Pinto Rodrigues

Chief Financial and Investor Relations Officer

Augusto Pinto de Moura Andrade Investor Relations Executive Manager

## **Investor Relations**

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2<sup>nd</sup> Quarter 2021



#### **ATTACHMENTS**

Attachment I, II, III refer to the Company's equity structure and consolidated results (MRV&Co), including MRV operations abroad (MRV US). Values are presented in R\$ million.

Attachment IV refers only to MRV operations abroad (MRV US). Values are presented in US\$ thousand.

## ATTACHMENT I – Consolidated Income Statement [R\$ million]

R\$ million	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
NET REVENUE	1,816	1,598	1,656	13.7% ↑	9.7% 个	3,414	3,164	7.9% 个
COST OF REAL ESTATE SALES AND SERVICES	(1,355)	(1,153)	(1,188)	17.5% 个	14.0% 个	(2,508)	(2,273)	10.3% 个
GROSS PROFIT	462	445	468	3.8% ↑	1.2% ↓	907	892	1.7% 个
Gross Margin	25.4%	27.8%	28.2%	2.4 p.p. ↓	2.8 p.p. ↓	26.6%	28.2%	1.6 p.p. ↓
OPERATING INCOME (EXPENSES)								
Selling expenses	(154)	(152)	(161)	0.9% 个	4.7% ↓	(306)	(310)	1.3% ↓
General & Administrative Expenses	(119)	(116)	(104)	1.9% 个	13.8% 个	(235)	(204)	15.1% 个
Other operating income (expenses), net	56	(27)	(31)	-	-	29	(62)	-
Equity Income	(19)	(4)	(15)	344.0% 个	27.3% 个	(24)	(26)	8.1% 🗸
INCOME BEFORE FINANCIAL INCOME (EXPENSES)	226	145	156	56.2% 个	45.1% 个	371	290	28.1% ↑
FINANCIAL RESULTS								
Financial expenses	(31)	(25)	(24)	23.3% 个	32.0% 个	(57)	(40)	42.5% 个
Financial income	28	28	18	0.3% 个	57.0% 个	56	31	76.3% 个
Financial income from receivables from real estate development	35	33	16	5.7% 个	119.6% 个	68	43	59.9% 个
INCOME BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	258	180	166	43.0% 个	55.4% 个	438	324	35.2% 个
Income Tax and Social Contribution	(32)	(34)	(35)	4.4% ↓	7.5% ↓	(66)	(67)	2.0% ↓
NET INCOME	225	147	131	53.8% 个	72.1% ↑	372	257	44.9% ↑
DROFIT ATTRIBUTABLE TO MON CONTROLLING INTERESTS	22	10	22	127.10/ 🛧	2.50/ 🛧	32	42	25 40/ L
PROFIT ATTRIBUTABLE TO SUAPEUOLDERS OF THE COMPANY	203	10	22 <b>109</b>	127.1% 个 48.5% 个	2.5% ↑		43 <b>214</b>	25.4% ↓
PROFIT ATTRIBUTABLE TO SHAREHOLDERS OF THE COMPANY	203 11.2%	<b>137</b> 8.6%	6.6%		86.1% ↑	340 9.9%	6.7%	59.1% ↑
Net Margin	11.2%	8.0%	0.0%	2.6 p.p. ↑	4.6 p.p. ↑	9.9%	0.7%	3.2 p.p. ↑
BASIC EARNINGS PER SHARE	0.420	0.283	0.226	48.5% 个	85.7% 个	0.704	0.449	56.8% 个



## ATTACHMENT II – Consolidated Balance Sheet [R\$ million] - Assets

ASSETS	06/30/2021	03/31/2021	06/30/2020	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
CURRENT ASSETS					
Cash and cash equivalents	1,142	1,142	1,724	0.1% ↑	33.8% ↓
Marketable Securities	1,275	1,124	901	13.5% ↑	41.5% ↑
Receivables from real estate development	1,926	1,958	1,806	1.6% ↓	6.6% 个
Receivables from services provided	3	3	6	25.4% ↓	52.8% ↓
Inventories	4,037	3,924	3,721	2.9% 个	8.5% 个
Recoverable current taxes	107	83	94	28.6% 个	13.8% ↑
Prepaid expenses	100	106	95	4.9% ↓	5.3% 个
Derivative Financial Instruments	21	-	-	-	-
Other assets	122	133	104	8.3% ↓	17.6% 个
Total Current Assets	8,734	8,473	8,451	3.1% ↑	3.3% ↑
Investment Property - Noncurrent Assets held for sale	438	345	-	26.9% 个	-
NONCURRENT ASSETS					
Marketable Securities	311	224	44	38.8% ↑	613.5% 个
Receivables from real estate development	1,873	1,622	1,538	15.5% ↑	21.8% ↑
Real estate for sale and development	4,831	4,854	4,402	0.5% ↓	9.7% 个
Intercompany Expenses	56	56	42	1.1% ↑	35.3% ↑
Prepaid expenses	47	50	40	5.1% ↓	18.3% ↑
Derivative Financial Instruments	28	52	62	46.2% ↓	54.3% ↓
Other noncurrent assets	224	212	172	5.6% 个	30.3% ↑
Equity Interest in investees	191	182	8	5.2% 个	2399.5% 个
Investment property	1,642	1,984	1,664	17.2% ↓	1.3% ↓
Property and equipment	580	585	544	0.9% ↓	6.6% ↑
Intangible Assets	170	171	148	0.1% ↓	15.0% ↑
Total Noncurrent Assets	9,954	9,990	8,663	0.4% ↓	14.9% ↑
TOTAL ASSETS	19,126	18,807	17,114	1.7% 个	11.8% ↑



## ATTACHMENT II – Consolidated Balance Sheet [R\$ million] – Liabilities and Equity

LIABILITIES AND EQUITY	06/30/2021	03/31/2021	06/30/2020	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
CURRENT LIABILITIES					
Suppliers	584	539	371	8.4% ↑	57.6% 个
Payables for investment aquisition	19	6	7	210.3% ↑	170.4% ↑
Loans, financing and debentures	912	963	914	5.3% ↓	0.2% ↓
Land Payables	878	955	904	8.1% ↓	2.8% ↓
Advances from customers	226	243	191	6.8% ↓	18.3% ↑
Payroll and related liabilities	187	170	181	9.9% ↑	3.0% ↑
Tax payables	87	90	84	2.9% ↓	3.8% ↑
Provision for maintenance of real estate	39	40	42	2.3% ↓	6.9% ↓
Deferred tax liabilities	75	68	64	9.3% ↑	15.9% ↑
Proposed dividends	78	132	164	40.6% ↓	52.2% ↓
Net Capital deficiency liabilities - Investments	373	369	175	0.9% ↑	112.8% ↑
Other payables	291	268	245	8.5% ↑	18.7% ↑
Total Current Liabilities	3,750	3,844	3,343	2.4% ↓	12.2% ↑
Loans and financing - Noncurrent Assets held for sale	309	236	-	30.8% 个	-
NONCURRENT LIABILITIES					
Payables for investment aquisition	23	38	16	37.7% ↓	49.0% ↑
Derivative Financial Instruments	22	10	19	120.3% ↑	16.6% ↑
Loans, financing and debentures	3,960	3,812	3,926	3.9% ↑	0.9% 个
Land Payables	4,097	3,967	3,172	3.3% ↑	29.2% ↑
Advances from customers	349	382	408	8.6% ↓	14.3% ↓
Provision for maintenance of real estate	139	127	106	10.0% ↑	31.0% ↑
Provision for civil, labor, and tax risks	95	94	106	1.4% ↑	10.2% ↓
Deferred tax liabilities	69	66	63	5.0% 个	8.9% ↑
Other liabilities	163	174	126	6.3% ↓	29.3% ↑
Total Noncurrent Liabilities	8,919	8,669	7,942	2.9% 个	12.3% 个
EQUITY					
Equity attributable to Company' Shareholders	5,800	5,741	5,465	1.0% ↑	6.1% ↑
Noncontrolling Interests	348	317	364	9.8% 个	4.2% ↓
Total Equity	6,148	6,058	5,829	1.5% 个	5.5% 个
	=,= .0	2,230	-,5	=1	
TOTAL LIABILITIES AND TOTAL EQUITY	19,126	18,807	17,114	1.7% 个	11.8% ↑



## ATTACHMENT III - Consolidated Statement of Cash Flow [R\$ million]

Consolidated (R\$ million)	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Var. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
CASH FLOWS FROM OPERATING ACTIVITIES								
NET INCOME	225	147	131	53.8% 个	72.1% 个	372	257	44.9% ↑
Adjustments to reconcile net income to cash used in operating activities	73	135	185	45.7% ↓	60.5% ↓	208	369	43.7% ↓
(Increase) decrease in operating assets	(347)	(228)	46	52.2% 个	-	(575)	(353)	62.9% 个
Increase (decrease) in operating liabilities	(41)	(42)	(60)	2.7% ↓	32.2% ↓	(83)	(139)	40.6% ↓
Net cash generated by (used in) operating activities	(89)	11	302	-	-	(78)	134	158.1% ↓
CASH FLOWS FROM INVESTING ACTIVITIES								
Decrease (increase) in marketable securities	(226)	282	(15)	-	1418.3% ↓	56	489	88.5% ↓
Advances to related parties	(8)	(56)	(11)	85.7% ↓	28.0% ↓	(64)	(19)	231.6% ↑
Receipts from related parties	8	61	11	87.2% ↓	26.1% ↓	69	17	305.2% 个
Decrease in (acquisition of/contribution to) investments	5	23	17	80.0% ↓	72.6% ↓	28	50	44.2% ↓
Payment for acquisition of subsidiary	(1)	(34)	14	95.8% ↓	-	(35)	10	465.7% ↓
Receipts for sale of investees	216	2	2			218	3	7787.8% 个
Acquisition of investment properties	(269)	(333)	(158)	19.3% ↑	69.8% ↓	(601)	(330)	82.0% 个
Acquisition of fixed and intangible assets	(38)	(49)	(59)	22.6% ↓	35.8% ↓	(86)	(98)	11.7% ↓
Net cash generated by (used in) investing activities	(313)	(104)	(200)	201.6% ↓	56.4% ↓	(417)	121	444.9% ↓
CASH FLOWS FROM FINANCING ACTIVITIES								
Proceeds from shares issuance	-	6	-	100.0% ↓	-	6	1	501.2% 个
Proceeds from stock options' exercise	-	-	-	-	-	-	1	100.0% ↓
Loans from related parties	7	9	(7)	18.5% ↓	-	17	(23)	172.8% ↓
Treasury shares	-	-	-	-	-	-	-	-
Proceeds from loans, financing and debenture	869	459	1,054	89.2% ↑	17.5% ↓	1,329	1,533	13.3% ↓
Payment of loans, financing and debenture	(311)	(223)	(376)	39.7% ↓	17.3% 个	(534)	(715)	25.4% ↓
Receive of financial instruments and derivatives	-	6	(0)	100.0% ↓	-	6	1	559.1% 个
Capital transaction	8	(0)	2	-	296.9% 个	8	4	100.0% ↓
Dividends payment	(132)	(100)	-	32.0% ↓	-	(232)	-	-
Net contributions (distributions) of noncontrolling interests	(14)	(15)	(32)	2.3% ↑	56.0% 个	(29)	(13)	118.3% ↑
Net cash (used in) generated by financing activities	428	143	641	198.0% ↑	33.3% ↓	571	788	27.5% ↓
effects of exchange rates on cash and cash equivalents	(25)	10	(9)	-	192.0% ↓	(15)	7	326.6% ↓
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS, NET	1	61	735	99.0% ↓	99.9% ↓	62	1,049	94.1% ↑
CASH AND CASH EQUIVALENTS								
Cash and cash equivalents at beginning of the period	1,142	1,081	989	5.6% 个	15.4% 个	1,081	675	60.1% ↑
Cash and cash equivalents at end of the period	1,142	1,142	1,724	0.1% ↑	33.8% ↓	1,142	1,724	33.8% ↓



## **ATTACHMENT IV – Financial Statements – AHS (MRV US)**

#### **Balance Sheet - MRV US**

ASSETS (US\$ Thousands)	06/30/2021	03/31/2021	06/30/2020	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
CURRENT ASSETS					
Cash and cash equivalents	49,533	28,254	17,125	75.3% 个	189.2% 个
Marketable Securities	8,244	6,826	3,134	20.8% 个	163.1% ↑
Receivables from services provided	372	523	683	28.9% ↓	45.5% ↓
Prepaid expenses	1,101	1,343	919	18.0% ↓	19.8% 个
Other assets	8,750	5,901	1,444	48.3% ↑	506.0% 个
Total Current Assets	68,000	42,847	23,305	58.7% 个	191.8% ↑
Investment Property - Noncurrent Assets held for sale	87,544	60,581	-	44.5% ↑	_
NONCURRENT ASSETS Other noncurrent assets	6 777	4.542	1 424	49.2% 个	372.6% 个
	6,777 372	4,542	1,434	49.2%	372.0%
Equity Interest in investees	261,948	202 277	285,280	13.6% ↓	8.2% ↓
Investment property	ŕ	303,277	•	•	·
Property and equipment	10,229	9,250	6,891	10.6% ↑	48.4% ↑
Intangible Assets	2,401	2,484	2,071	3.3% ↓	15.9% ↑
Total Noncurrent Assets	281,727	319,553	295,676	11.8% ↓	4.7% ↓
TOTAL ASSETS	437,271	422,981	318,981	3.4% 个	37.1% 个
LIADII ITIES AND FOLUTY (LISS Thousands)	06/20/2021	02/21/2021	06/20/2020	Chg. Jun/21 x	Chg. Jun/21 x

LIABILITIES AND EQUITY (US\$ Thousands)	06/30/2021	03/31/2021	06/30/2020	Chg. Jun/21 x Mar/21	Chg. Jun/21 x Jun/20
CURRENT LIABILITIES					
Suppliers	21,267	15,655	9,673	35.8% ↑	119.9% 个
Loans, financing and debentures	53,903	50,784	6,358	6.1% ↑	747.8% 个
Payroll and related liabilities	904	378	852	139.2% ↑	6.1% ↑
Other payables	8,647	8,181	5,482	5.7% 个	57.7% 个
Total Current Liabilities	84,721	74,998	22,365	13.0% ↑	278.8% 个
Loans and financing - Noncurrent Assets held for sale	61,741	41,429	-	49.0% 个	-
NONCURRENT LIABILITIES	4 222	44.4	2 470	405.40/ 🛧	C4.00/ L
Derivative Financial Instruments	1,223	414	3,479	195.4% ↑	64.8% ↓
Loans, financing and debentures	176,649	208,425	209,294	15.2% ↓	15.6% ↓
Other liabilities	1,115	1,173	381	4.9% ↓	192.7% 个
Total Noncurrent Liabilities	178,987	210,012	213,154	14.8% ↓	16.0% ↓
EQUITY					
Equity attributable to Company' Shareholders	96,856	84,542	72,405	14.6% ↑	33.8% ↑
Noncontrolling Interests	14,966	12,000	11,057	24.7% ↑	35.4% 个
Total Equity	111,822	96,542	83,462	15.8% 个	34.0% ↑
TOTAL LIABILITIES AND TOTAL EQUITY	437,271	422,981	318,981	3.4% 个	37.1% 个



#### **Consolidated Income Statement - MRV US**

US\$ thousands	2Q21	1Q21	2Q20	Chg. 2Q21 x 1Q21	Chg. 2Q21 x 2Q20	1H21	1H20	Chg. 1H21 x 1H20
NET REVENUE	2,327	3,479	3,138	33.1% ↓	25.8% ↓	5,806	5,183	12.0% ↑
COST OF REAL ESTATE SALES AND SERVICES	(1,422)	(2,973)	(2,542)	52.2% ↓	44.1% ↓	(4,395)	(4,464)	1.5% ↓
GROSS PROFIT	905	506	596	79.0% ↑	51.8% ↑	1,411	719	96.3% ↑
Gross Margin	38.9%	14.5%	19.0%	24.4 p.p. ↑	19.9 p.p. ↑	24.3%	13.9%	10.4 p.p. ↑
OPERATING INCOME (EXPENSES) Selling expenses	(71)	(82)	(190)	14.3% 个	62.8% ↓	(153)	(304)	49.6% ↓
General & Administrative Expenses	(2,751)	(3,005)	(2,355)	8.5% ↓	16.8% ↑	(5,756)	(3,798)	51.5% 个
Other operating income (expenses), net	16,726	721	(16)	2221.3% ↑	-	17,447	(33)	53640.5% ↓
Equity Income	-	-	-	-	-	,	-	-
INCOME BEFORE FINANCIAL INCOME (EXPENSES)	14,809	(1,861)	(1,964)	895.6% ↓	853.8% ↓	12,948	(3,416)	479.0% ↓
FINANCIAL RESULTS								
Financial expenses	(722)	(1,286)	(1,012)	43.9% ↓	28.7% ↓	(2,007)	(2,133)	5.9% ↓
Financial income	(807)	2,226	36	136.3% ↓	2316.6% ↓	1,419	47	2895.2% 个
Financial income from receivables from real estate development	-	-	-	-	-	-	-	
INCOME BEFORE INCOME TAX AND SOCIAL CONTRIBUTION	13,281	(921)	(2,940)	-	-	12,360	(5,502)	
Income Tax and Social Contribution	-	-	-	-	-		-	
NET INCOME (LOSS)	13,281	(921)	(2,940)	-	-	12,360	(5,502)	
NET INCOME (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS  NET INCOME (LOSS) ATTRIBUTABLE TO SHAREHOLDERS OF THE COMPANY	966 12,315	(81) <b>(840)</b>	(166) <b>(2,774)</b>	-	<u>-</u>	886 11,474	(438) <b>(5,065)</b>	<u>-</u>
Net Margin	529.2%	-24.1%	-88.4%	553.3 p.p.↑	617.6 p.p. ↑	197.6%	-97.7%	295.4 p.p. ↑

#### Valuation AHS (NAV)

Seeking to maximize transparency, AHS valuation will be periodically updated employing the same net asset valuation methods used by the Company, as agreed upon and approved by the shareholders:

NAV AHS (values in US\$)	2Q21*	2Q19
Operation	157,171,977	109,853,896
Construction	113,395,094	27,979,811
Land bank	37,603,126	19,850,000
Holding	52,756,344	18,249,995
Additional Capital@jul/19	-	10,000,000
Total	360,926,542	185,933,702

<sup>\*</sup>The method used individually evaluates each development, according to its condition as described below:

- Developments in operation and sold: NOI / Cap Rate Debt.
  - o NOI takes vacancy rates, rentals and OPEX rates into consideration on the date of evaluation;
  - o Cap Rate should be based on real business and public materials on the date of evaluation.
- **Developments for rent and construction**: (cash flow discounted from expected NOI on the date of evaluation) (remaining construction costs).
- Land Bank
  - Recently Acquired: book value;
  - o If Licensed and Construction Approval: evaluation at market value.

2<sup>nd</sup> Quarter 2021



#### **Glossary**

AHS Residential – Developer based in the United States, controlled by MRV (https://ahsresidential.com/).

**Banco de Terrenos (***Land Bank***)** – land held in inventory with its estimated PSV (Pre-Sales Value) in the future. It is the Company's land bank and includes all land already acquired and not with projects launched.

Cash – made up of the balance of cash and cash equivalents and financial investments (bonds and securities).

**CPC 47 and Percent of Conclusion (POC)** – to better understand revenue, the Group has adopted the CPC 47, effective January 1, 2018 – 'Contract revenue from Clients'. Sales revenue is appropriated as construction progresses, as the transfer of control takes place over time. As such, the POC method has been adopted for each construction project.

**Casa Verde Amarela** – The Casa Verde Amarela, known as CVA, it's a national housing incentive sponsored by the Federal Government, aiming to reduce the national housing deficit.

**Cash Burn** – measured by the change in net debt, excluding capital increases, purchased shares held in treasury and dividend payments, when occurred.

Net Debt - Net Debt: (Gross Debt + Fin. Deriv. Liabil.) - (Total Cash + Fin. Deriv. Assets)

**Duration** – Average period of time considered for the expiration of debt. Takes into consideration not only the final expiration of debt, but also the flow of payment, principal and interest rates.

**EBIDTA** – a commonly used indicator to evaluate publicly-traded companies, insofar as it represents the Company's operational cash flow, in other words, how much the Company generates from resources only from operational activities, without taking into consideration financial effects, taxes and depreciation.

**Construction Financing** – total of units from projects that had the construction financing (PJ) approved by a financial institution during the period.

**Financial Cost recorded under COGS** – interest which in prior period were capitalized in inventory (property and projects under construction) and, resulting from the sale of units/projects have been booked as results, increasing the value of 'Real Estate Costs and Services Provided'.

**Inventory at Market Value** – equal to the PSV of current inventory, only considering developments already launched. Does not consider land bank.

**FGTS** – Severance pay fund for workers is a compulsory reserve fund in which employees deposit 8% of their monthly salary. FGTS resources are administered by CEF and they are used as a source of funding for low income housing programs such as CVA.

Launches – Occurs when a project is available for sale.

**Profit per share** – basic profit per share is calculated by dividing net profit for the quarter by the number of ordinary shares issued, by the average quantity of ordinary shared available during the period, excluding treasury notes, if available.

**LUGGO** – MRV&Co start up focusing exclusively on the construction of rental real estate, offering a wide range of living services and technology, purpose-built to improve the customer experience (<a href="https://alugue.luggo.com.br/">https://alugue.luggo.com.br/</a>).

**Marketplace** – Platform connecting the supply and demand for products and services, in other words and online shopping platform.

**MRV US** – MRV-controlled holding, headquartered in the USA, holding direct interest in AHS development and indirect interest in AHS residential.

2<sup>nd</sup> Quarter 2021



**NAV** – Net Asset Values

**Novo Mercado** – Special listings on the BOVESPA, with a specific, stricter, set of corporate governance rules, of which the Company has been a member since July 23, 2007.

**Physical Swap** – system of purchase in which the landowner is issued a determined number of units of construction to be developed.

**Real estate sales results to be appropriated** – generated from the sum of pre-sales contracts, referring to projects under construction and its respective costs to be incurred.

**SFH Resources** – Housing Finance System (SFH) resources are borne from the FGTS (severance pay fund) and deposits taken from savings accounts (SBPE).

ROE – Return on Equity is defined by the quotient between net income to the average shareholder's equity.

SBPE – Brazilian System of Savings and Loans – bank financing based on savings accounts.

URBA - allotment development Company controlled by MRV (https://vivaurba.com.br/).

Sales units – value of mortgages signed by clients, referring to the sales of units ready or for future delivery.

**Net sales** – overall sales, minus the number of cancellations for the period.

**VSO** – Sales on offer, is an indicator used to analyze real estate offering. Its main role is to represent the percentage of units sold in relation to the total of units available for the period.

Gross VSO - Gross sales / (initial stock for period + launches for period)

Net VSO – Net sales / (initial stock for period + launches for period)

**Finished units** – finished units, registered after construction has finished.

**Produced units** – units produced over the evolution of construction, equivalent construction.

Transferred units – quantity of individuals who have signed a mortgage with a financial institution for the period.

**PSV Launched** – equals the total number of units launched, multiplied by the average estimated sale price of units.

2<sup>nd</sup> Quarter 2021



#### Disclaimer

Unless otherwise stated, the operating data refer to MRV's share in projects.

This presentation contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of MRV. These are mere projections and, as such, are based exclusively on the Management's expectations about the future of the business.

These expectations are highly dependent upon required approvals and licenses for projects, market conditions, performance of the Brazilian economy, the sector and international markets and, therefore, are subject to changes without prior notice.

This performance report includes accounting data and non-accounting data such as operating and financial results and outlooks based on the expectations of the Board of Directors. The non-accounting data such as values and units of Launches, Pre-Sales, amounts related to the housing, Inventory at Market Value, Land bank, Unearned Results, cash disbursement and Guidance were not subject to review by the Company's independent auditors.

The EBITDA, in this report, represents the net income before income tax and social contribution, net financial result, financial costs recorded under cost of goods sold, depreciation, amortization and minority interest. MRV believes that the reversion of the adjustment to present value of receivables from units sold and not yet delivered that is recorded as gross operating revenue is part of our operating activities and therefore, we do not exclude these revenues from EBITDA's calculation. EBITDA is not a Brazilian GAAP and IFRS measure and should not be considered in isolation and should not be considered an alternative to net income, as an indicator of our operating performance or cash flows or as a measure of our liquidity. Because the calculation of EBITDA does not take into consideration income tax and social contribution, net financial result, financial charges recorded under cost of goods sold, depreciation, amortization and minority interest, EBITDA is an indicator of MRV general economic performance which is not affected by changes in interest rates, income tax and social contribution rates and rates of depreciation and amortization. Because EBITDA does not consider certain costs related to our business which could materially affect our profits, such as financial result, taxes, depreciation, amortization and capital expenditures, among others, EBITDA is subject to limitations that impair its use as a measure of our profitability.

#### **Relationship with Independent Auditors**

Pursuant to CVM Instruction 381/03, we inform that the Company's independent auditors KPMG Auditores Independentes S/S ("KPMG") did not provide services during the first semester of 2021 other than those related to external auditing. The Company's policy for hiring independent auditors ensures that there is no conflict of interest, loss of autonomy or objectiveness.

#### **About MRV**

MRV Engenharia e Participações S.A. is the largest Brazilian real estate developer and homebuilder in the lower-income segment, with more than 41 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 18 cities. MRV is listed on the Novo Mercado - B3 under the ticker MRVE3 and is included, among others, in the theoretical portfolio IBOV.