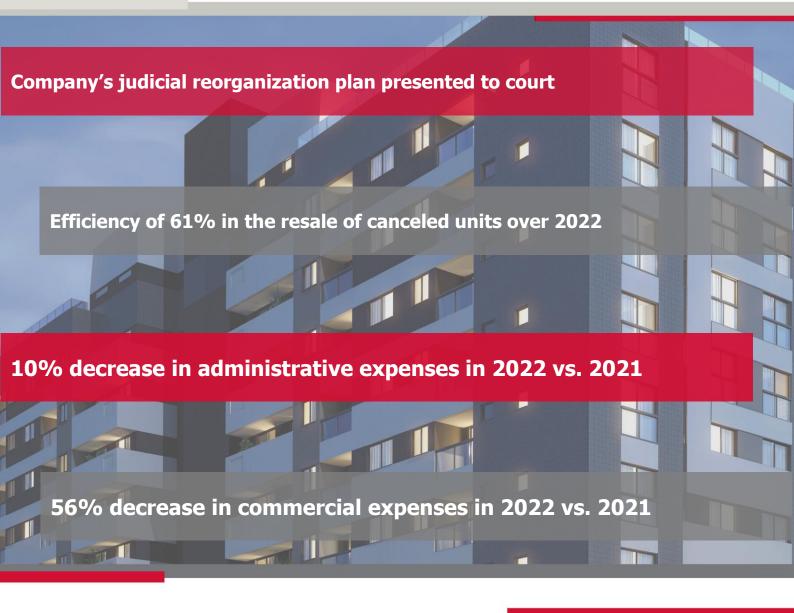


São Paulo, March 15, 2023. Rossi Residencial S.A. – Under Judicial Reorganization (B3: RSID3; Bloomberg: RSID3 BZ Equity) announces its results for the fourth quarter and the year of 2022.

RSID3: R\$ 2.99 per share

**Total de shares: 20,000,000** 

Market Value: R\$ 59.8 MM



Conference Call

March 16, 2023 In Portuguese with Simultaneous Translation 9:00 a.m. (US ET) / 10:00 a.m. (Brasília)

#### Webcast link access:

https://webcastlite.mziq.com/cover.html?webcastId=09827116-0a0d-43d6-9255-fd86a3860107

#### Replay available on the Company's IR website:

http://ri.rossiresidencial.com.br/en/

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## CONTENT

Message from the CEO	3
Court-Supervised Reorganization	4
Operating and Financial Indicators	5
Operating Performance	6
Contracted Sales and SoS	6
Sales Cancellations	9
Inventory at Market Value	11
Land Bank	12
Financial Performance	13
Net Revenue	13
Gross Profit and Margin	13
Operating Expenses	14
Financial Result	15
Accounts Receivable	16
Marketable Properties	16
Debt	17
Transfers	19
Relationship with Independent Auditors	20
Exhibit I - 100% Ratio	21
Exhibit II – IFRS Indices	22
Exhibit III - Statement of Income	23
Exhibit IV – Balance Sheet	24
Exhibit V - Inventory (100%)	25
Glossary	26



#### **MESSAGE FROM THE CEO**

The year of 2022 has come to an end and, despite the challenges faced, we remain confident about the future of the Company and the maintenance of operations at normal levels.

In September of the last year, we filed for Judicial Reorganization with the Bankruptcy Court of São Paulo as a way to guarantee a definitive solution for our cash flow. So far, the proceedings have advanced as expected.

We obtained the following: (i) approval of the request in September, which determined the suspension of all ongoing lawsuits and executions against Rossi Group, as well as the release of the assets seized in such proceedings; (ii) appointment of the Judicial Administrator, with whom the Company has been interacting to ensure maximum fairness and transparency in the proceeding; and (iii) presentation, in early December, of the first draft of the Company's Judicial Reorganization plan, containing the means for reorganization and its economic feasibility.

Regarding any conceivable loss of credibility with customers and harm caused to the Company's image by such a proceeding, we have not yet perceived or identified any significant impact of the Judicial Reorganization request on the Company's commercial operations. Gross sales fell by 58% in 2022, compared to 2021, but this reflects a trend that was observed throughout the year, connected to the number of units pledged in court, which blocked and made the sale of part of our inventory unfeasible. With the court's decision to release such constraints, the sales volume is expected to grow again, and we are already seeing these benefits in the first few months of 2023.

Furthermore, SoT reached 22% in the fourth quarter and remained flat when compared to 4Q21; and, despite the lower cash flow recorded in the second half because of lower sales and Accounts Receivable of finished units, the Company's efforts to reduce costs and simplify its operating structure continued to yield positive results.

Administrative and commercial expenses, for instance, fell by 29% in 2022 and, along with the suspension of court executions, allowed the Company to close the year with a cash availability 81% higher than that recorded in June, i.e., a few months prior to the Company's filing for Judicial Reorganization.

These accomplishments increase our confidence that, in the short term, the Company will continue to experience a scenario of operational normality, without presenting a significant worsening in its main indicators, and allowing management to focus on the approval of the Judicial Reorganization plan of Rossi Group in 2023. This will create favorable conditions for a long-term resumption of growth, enabling the attraction of new investments and the development of new projects.

Fernando Miziara de Mattos Cunha CEO



#### **JUDICIAL REORGANIZATION**

As previously disclosed to the market, on September 19, 2022, Rossi filed a request for judicial reorganization before the 1st Court of Bankruptcy and Judicial Reorganization of the Judicial District of São Paulo, for the Company and 313 other entities that are part of its economic group.

The request for the Judicial Reorganization was deferred by the same court on September 29, 2022, and was also ratified by the Company's shareholders at the Extraordinary Shareholders' Meeting held on October 20, 2022.

The court decision has determined, among other measures, the following:

- Appointment of Wald Administração de Falências e Empresas em Recuperação Judicial Ltda. to act as the judicial administrator through the Judicial Reorganization process;
- Temporary suspension of all judicial actions or executions in course against Rossi Group, for a period of 180 (one hundred and eighty) days counted from the injunction granted on the same day the Judicial Reorganization was requested, in accordance with article 6 of Law 11.101/2005;
- Release of Company's assets constrained by civil and labor courts, during execution of credits subject to the Judicial Reorganization;
- Issuance of a Public Notice, in accordance with article 52, first paragraph of Law 11.101/2005, establishing
  a deadline of 15 days counted from the date of its publication to present the representation letters and/or
  appoint differences in credits related to the judicial reorganization process; and
- Presentation of Rossi Group's reorganization plan, with a deadline of 60 (sixty) days counted from the court deferral decision, in accordance with article 53 of Law 11.101/2005.

All these resolutions took place, and the Company presented its Judicial Reorganization Plan ("PRJ") on December 05, 2022, which was subsequently analyzed by the judicial administrator, who found that Grupo Rossi complied with all the requirements provided for in article 53. In other words, the PRJ was submitted within the correct deadline of 60 days from the publication of the decision that granted the processing of the Judicial Reorganization, which included (i) the description of the means for the reorganization to be adopted by the reorganized companies; (ii) the proof of its economic feasibility; and (iii) the economic-financial report containing the appraisal of assets.

After this phase, we will soon have a confirmation of the date on which the General Creditors' Meeting will be held, in which the Company's creditors will meet to resolve on the payment conditions proposed in the plan.

As soon as that happens and while the proceeding is in progress, the Company will keep its shareholders and the market informed about the development of matters related to its Judicial Reorganization.

It is worth noting that in our view, the request for Judicial Reorganization is a fundamental step for the economic-financial restructuring process of Grupo Rossi, which began in 2017, with the renegotiation of the Group's main corporate debts with financial institutions.

The effort employed in this financial deleveraging and in simplifying our operating structure, in addition to Rossi's land availability, high potential for PSV, and the knowledge and experience of its employees, makes the Judicial Reorganization a feasible tool for an overall and final solution for the Company's restructuring process.



### **OPERATING AND FINANCIAL INDICATORS**

R\$ MM	4Q22	4Q21	Chg. (4Q22 x 4Q21)	2022	2021	Chg. (2022 x 2021)
Operating Performance						
Launches – 100%		_	N/A		-	N/A
Gross Sales – 100%	1.7	15.8	-89.4%	39.7	95.6	-58.5%
Cancellations – 100%	2.4	14.0	-82.8%	69.1	131.0	-47.3%
Net Sales – 100%	-0.7	1.8	-141.0%	-29.4	-35.4	-17.1%
Launches – % Rossi		-	N/A		-	N/A
Gross Sales – % Rossi	1.7	15.6	-89.3%	39.6	94.8	-58.2%
Cancellations – % Rossi	2.4	13.7	-82.5%	68.9	128.3	-46.3%
Net Sales – % Rossi	-0.7	1.9	-139.3%	-29.2	-33.5	-12.7%
Financial Performance						
Net Revenue	-41.1	18.7	-320.1%	-37.4	59.4	-163.0%
Gross Margin <sup>1</sup>	86.0%	-212.6%	298.6 p.p.	98.6%	-23.0%	121.6 p.p.
Gross Margin (ex-Interest) <sup>2</sup>	86.3%	-206.5%	292.8 p.p.	104.5%	-17.3%	121.8 p.p.
Adjusted EBITDA <sup>3</sup>	-213.8	-123.7	-72.8%	-363.7	-264.4	-37.6%
Adjusted EBITDA Margin <sup>3</sup>	519.7%	-661.8%	-178.5%	972.4%	-445.0%	-318.5%
Net Income (Loss)	-194.1	-162.2	-19.7%	-426.5	-190.7	-123.7%
Net Margin	471.9%	-868.1%	1339.9 p.p.	1140.3%	-320.9%	1461.2 p.p.
Cash Generation (Consumption) - % Rossi	17.4	-22.3	-178.2%	-0.4	227.7	-100.2%

 $<sup>^{\</sup>mathrm{1}}$  Consolidated according to CPC19 (R2) and CPC36 (R3), referring to the subsidiaries.

 $<sup>^{\</sup>rm 2}$  Gross Margin excluding interest allocated to cost.

<sup>&</sup>lt;sup>3</sup> EBITDA and EBITDA Margin adjusted for expenses that do not represent actual cash disbursement and for non-recurring items. The reconciliation with EBITDA under CVM Instruction 527/2012 is available in the glossary at the end of this document.

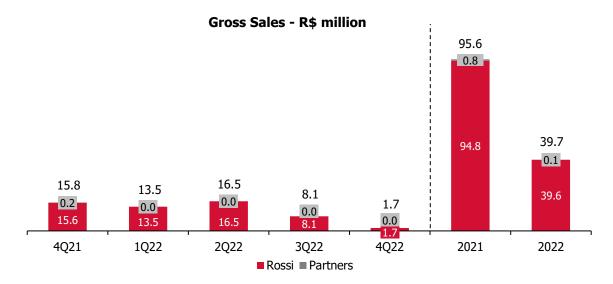


#### **OPERATIONAL PERFORMANCE**

The operating metrics presented in this earnings release are proportionally calculated. In addition to the proportional operating metrics, the results are broken down by consolidated (IFRS) and non-consolidated companies, as shown in Exhibit II. Information on the amounts considering 100% of operations, regardless of the consolidation method is available in Exhibit I.

#### **CONTRACTED SALES AND SPEED OF SALES (SoS)**

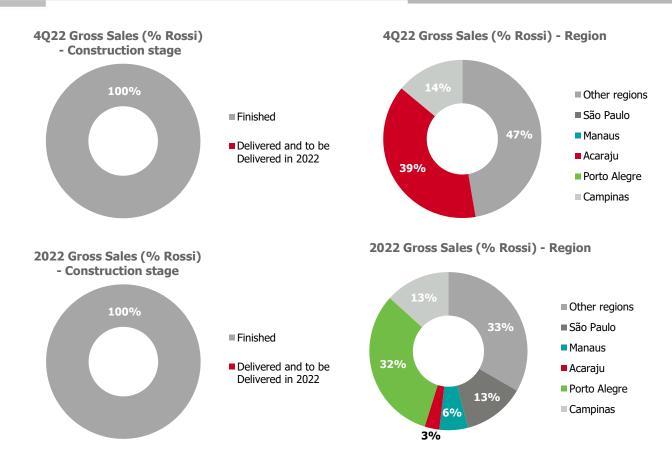
Contracted gross sales totaled R\$1.7 million in the quarter, declining by 89% in Rossi's share when compared to 4Q21. Sales reached R\$39.6 million in 2022, down by 58% in Rossi's share when compared to 2021.



The reduction in sales in 4Q22 is directly related to lower inventories, which is natural as the Company concluded projects launched until 2017 and maintains a conservative approach regarding new launches. Furthermore, the number of units pledged in court continues high, even after the filing for Court-Supervised Reorganization and the suspension of executions, blocking and making sales unfeasible for a portion of the Company's inventory. Finally, the macroeconomic conditions, such as high inflation and high interest rate, in addition to current economic uncertainty, which lead to a decline in family income and lowers their purchasing power and their ability to take on new loans, also negatively affected the performance of the sector in the fourth quarter.

The following charts show gross sales (Rossi's share) by stage of construction and metropolitan region:





With the delivery of the latest developments throughout 2020, the share of finished units delivered reached 100% over the total volume of contracted sales. On the other hand, the share of sales in other non-strategic regions reached 47% in the quarter, in line with the strategy for a more accelerated reduction in inventory in these markets. In 2022, sales in non-strategic regions reached 33%, while sales in the metropolitan region of Porto Alegre accounted for 32% of the total.

The tables below detail the gross sales contracted, both for Rossi and for the 100% consolidation, with a breakdown by metropolitan region and construction stage in 4Q22 and 2022:

4Q22 Gross Sales (100%)   R\$ MM	Finished	Total
Campinas	0.2	0.2
Manaus	-	-
Acaraju	0.6	0.6
Porto Alegre	-	-
São Paulo	-	-
Other regions	0.8	0.8
Total	1.7	1.7

4Q22 Gross Sales (% Rossi)   R\$ MM	Finished	Total
Campinas	0.2	0.2
Manaus	-	-
Acaraju	0.6	0.6
Porto Alegre	-	-
São Paulo	-	-
Other regions	0.8	0.8
Total	1.7	1.7



2022 Gross Sales (100%)   R\$ MM	Finished	Total
Campinas	5.3	5.3
Manaus	2.3	2.3
Acaraju	1.2	1.2
Porto Alegre	12.6	12.6
São Paulo	5.0	5.0
Other regions	13.3	13.3
Total	39.7	39.7

2022 Gross Sales (% Rossi)   R\$ MM	Finished	Total
Campinas	5.3	5.3
Manaus	2.3	2.3
Acaraju	1.2	1.2
Porto Alegre	12.6	12.6
São Paulo	5.0	5.0
Other regions	13.2	13.2
Total	39.6	39.6

The following tables show the speed of sales ("SoS") in 4Q22 and in the last 12 months, considering the amounts proportional to Rossi's share:

Quarterly SoS   % Rossi	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	126.8	120.1	116.9	111.5	127.6
Launches	-	-	-	-	-
Inventory + Launches	126.8	120.1	116.9	111.5	127.6
Gross Sales	(15.6)	(13.5)	(16.5)	(8.1)	(1.7)
SoS for the Period (%)	12.3%	11.2%	14.1%	7.2%	1.3%
Cancellations	13.7	13.8	16.9	35.8	2.4
Adjustments / Revaluations	(4.8)	(3.6)	(5.8)	(11.6)	(1.5)
Inventory - End of Period	120.1	116.9	111.5	127.6	126.9

SoS LTM   % Rossi	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	144.2	125.8	125.7	126.8	120.1
Launches	-	-	-	-	-
Inventory + Launches	144.2	125.8	125.7	126.8	120.1
Gross Sales	(94.8)	(67.9)	(62.0)	(53.6)	(39.6)
SoS for the Period (%)	65.8%	54.0%	49.3%	42.2%	33.0%
Cancellations	128.3	99.8	76.2	80.2	68.9
Adjustments / Revaluations	(57.5)	(40.8)	(28.5)	(25.8)	(22.5)
Inventory - End of Period	120.1	116.9	111.5	127.6	126.9

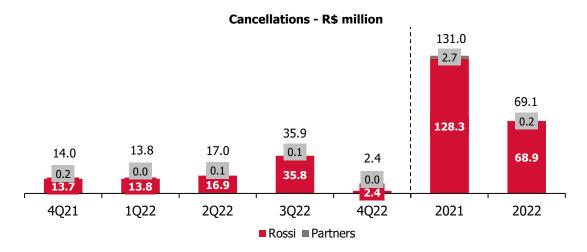
SoS totaled 1.3% in 4Q22, 5.9 p.p. lower than the performance reported in the third quarter of 2022, arising from the strong decline in gross sales. In 2022, SoS was 33.0%, down by 32.8 p.p. from 2021.

The amounts highlighted in the table above as Adjustments/Revaluations refer to the price revaluation of canceled units that returned to the Company's inventory (R\$1.5 million – Rossi's share in 4Q22).



#### **SALES CANCELLATIONS**

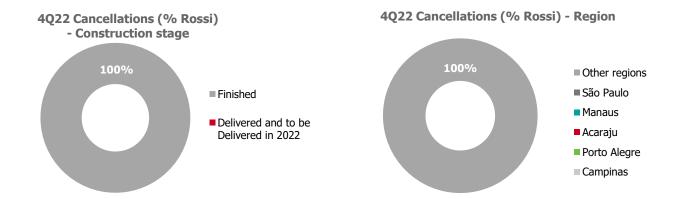
Cancellations totaled R\$2.4 million in 4Q22, both in the 100% consolidation and Rossi's share, decreasing by 82% in Rossi's share compared to the same period in the previous year. In 2022, cancellations fell by 46% in Rossi's share compared to 2021.



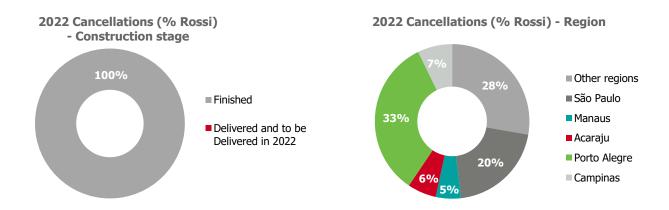
Cancellations are directly associated with the Company's effort to monetize its defaulting Accounts Receivable. Specifically, in the previous quarter, the Company recorded a high number of canceled contracts, as a preparatory measure for its Court-Supervised Reorganization. We expect that released properties can be resold, contributing to the Company's recurring operating cash generation, or offered to creditors within the scope of the reorganization plan, to be submitted for approval at the shareholders' meeting.

The increase in cancellations negatively impacted the high resale rate that had been recorded in recent quarters, however, it was still maintained at approximately 61%.

The following charts show the cancellations (Rossi's share) by construction stage and metropolitan region:







The tables below detail the cancellations by construction stage and metropolitan region, both for Rossi and for the 100% consolidation, in the fourth quarter of 2022 and 2022:

4Q22 Cancellations (100%)   R\$ MM	Finished	Total
Campinas	-	-
Manaus	-	-
Acaraju	-	-
Porto Alegre	-	-
São Paulo	-	-
Other regions	2.4	2.4
Total	2.4	2.4

4Q22 Cancellations (% Rossi)   R\$ MM	Finished	Total
Campinas	-	-
Manaus	-	-
Acaraju	-	-
Porto Alegre	-	-
São Paulo	-	-
Other regions	2.4	2.4
Total	2.4	2.4

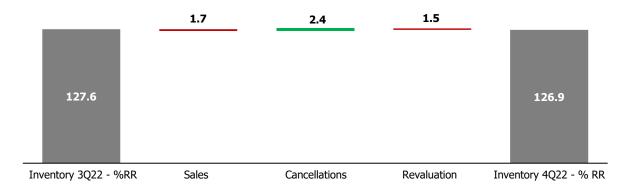
2022 Cancellations (100%)   R\$ MM	Finished	Total
Campinas	5.0	5.0
Manaus	3.6	3.6
Acaraju	4.1	4.1
Porto Alegre	22.9	22.9
São Paulo	14.1	14.1
Other regions	19.3	19.3
Total	69.1	69.1

2022 Cancellations (% Rossi)   R\$ MM	Finished	Total
Campinas	5.0	5.0
Manaus	3.6	3.6
Acaraju	4.1	4.1
Porto Alegre	22.9	22.9
São Paulo	14.1	14.1
Other regions	19.1	19.1
Total	68.9	68.9



#### **INVENTORY AT MARKET VALUE**

Rossi's share of inventory at market value reached R\$126.9 million in 4Q22. See below the QoQ changes to inventory:

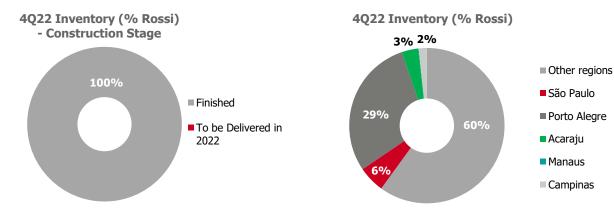


The following tables present detailed information by product line, year of launch, and expected year of delivery:

Inventory (% Rossi)	Launch Year (R\$ MM)						
Product Lines	Before 2010	2011	2012	2013	2014	2017	Total
Commercial	1.4	37.2	-	0.2	0.2	-	39.0
Conventional	15.7	8.9	21.8	17.9	18.0	0.3	82.6
Economic Segment	2.3	1.0	0.5	0.6	0.4	0.6	5.3
Total	19.3	47.1	22.3	18.7	18.5	0.9	126.9

Inventory (% Rossi)	Year of Delivery (R\$ MM)				
<b>Product Lines</b>	Finished	Total			
Commercial	39.0	39.0			
Conventional	82.6	82.6			
Economic Segment	5.3	5.3			
Total	126.9	126.9			

The following charts show Rossi's share in inventory by construction stage and metropolitan region:



With the deliveries made in 2020, the Company's entire inventory consists of finished units. Inventory in non-strategic regions accounts for 60% of the total inventory.



The following tables break down information by region, year of launch, and year of estimated delivery:

Inventory (% Rossi)	Launch Year (R\$ MM)							
Product Lines	Before 2010	2011	2012	2013	2014	2017	Total	
Campinas	0.6	1.1	0.5	-	-	-	2.1	
Manaus	0.1	-	-	-	-	-	0.1	
Acaraju	1.1	1.4	0.3	1.6	-	-	4.3	
Porto Alegre	3.5	0.5	1.4	13.8	18.0	-	37.1	
São Paulo	0.5	-	6.3	0.2	-	-	7.0	
Other regions	13.6	44.1	13.9	3.1	0.6	0.9	76.1	
Total	19.3	47.1	22.3	18.7	18.5	0.9	126.9	

Inventory (% Rossi)	Year of Delivery (R\$ MM)				
<b>Product Lines</b>	Finished	Total			
Campinas	2.1	2.1			
Manaus	0.1	0.1			
Acaraju	4.3	4.3			
Porto Alegre	37.1	37.1			
São Paulo	7.0	7.0			
Other regions	76.1	76.1			
Total	126.9	126.9			

Exhibit V to this report shows the breakdown, by city, of 100% of the inventory.

#### **LANDBANK**

Rossi's landbank is broken down according to the Company's strategy and the corresponding operating profile. Currently, our landbank has a PSV of R\$1.5 billion in Rossi's share, and R\$1.7 billion in the 100% consolidation.

Of such an inventory, R\$400 million are still preferably allocated to real estate development or allotments and may be developed in partnership with other real estate players and financial investors, over the next years. The remaining R\$1.3 billion is composed of land that is in initial stages of development and maturation and, therefore, may be canceled or sold if interesting opportunities arise, which would contribute to the Company's short-term cash generation and reduce the cost of maintaining these properties.

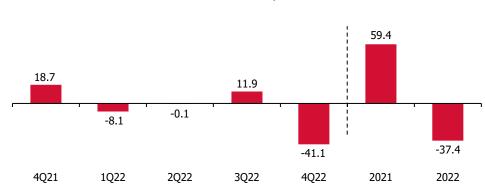


#### **FINANCIAL PERFORMANCE**

The financial information presented in this release has been prepared under the accounting practices generally accepted in Brazil, including CPC19 (R2) and CPC36 (R3), which refer to the consolidation of certain equity interests. Since 1Q13, Rossi has consolidated all the interests held in its subsidiaries and affiliates according to these pronouncements.

#### **NET REVENUE**

Net revenue from the sale of properties and services, recognized by the progress of construction works ("PoC"), totaled negative R\$41.1 million in 4Q22. In 2022, revenue totaled a negative R\$37.4 million. The negative result was due to (i) the negative net sales recorded in 2022; (ii) an addition in the provision for cancellations, due to delinquency and to the aging of the accounts receivable.



Net Revenue - R\$ million

#### **COST OF PROPERTIES AND SERVICES SOLD**

The cost of properties and services reached a negative value of R\$5.7 million in the quarter.

R\$ MM	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Construction + Land	0.9	4.9	-81.3%	27.3	17.3	57.6%
Provision for Sales Cancellation	-6.5	52.4	-112.5%	-25.6	52.4	-148.9%
Financial Charges	-0.1	1.1	-111.5%	-2.2	3.4	-164.9%
<b>Cost of Properties and Services</b>	-5.7	58.4	-109.8%	-0.5	73.1	-100.7%

#### **GROSS PROFIT AND MARGIN**

Gross profit was a negative R\$35.4 million in 4Q22, while gross profit adjusted by financial charges allocated to costs was negative by R\$35.5 million.

R\$ MM	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Gross Profit	-35.4	-39.7	10.9%	-36.9	-13.7	-169.4%
Gross Margin (%)	86.0%	-212.6%	298.6 p.p.	98.6%	-23.0%	121.6 p.p.
Adjusted Gross Profit 1	-35.5	-38.6	8.0%	-39.1	-10.3	-280.3%
Adjusted Gross Margin (%)	86.3%	-206.5%	292.8 p.p.	104.5%	-17.3%	121.8 p.p.

<sup>(1)</sup> Adjusted gross profit: excluding financial charges



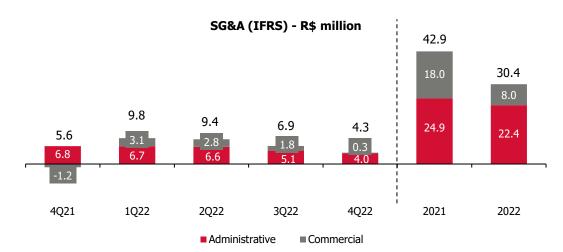
#### **OPERATING EXPENSES**

According to IFRS, administrative expenses totaled R\$4.0 million in 4Q22, down by 42% from 4Q21.

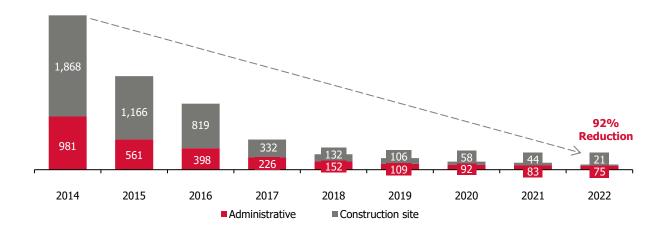
Commercial expenses totaled R\$0.3 million. This result already includes the reclassification of the Provision for Cancellations, made from the fourth quarter of 2021 onwards.

			IFRS			
R\$ MM	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Administrative (a)	4.0	6.8	-41.8%	22.4	24.9	-10.1%
Selling (b)	0.3	-1.2	-127.2%	8.0	18.0	-55.6%
Administrative / Net Revenue	-9.7%	36.5%	-46.2 p.p.	-59.9%	41.9%	-101.8 p.p.
Selling / Net Revenue	-0.8%	-6.6%	5.8 p.p.	-21.3%	30.2%	-51.5 p.p.
(a) + (b)	4.3	5.6	-23.0%	30.4	42.9	-29.2%
(a) + (b) / Net Revenue	-10.5%	29.9%	-40.4 p.p.	-81.2%	72.2%	-153.3 p.p.

The chart below shows the changes in SG&A, in IFRS:



It is also worth noting the efforts made by Rossi to adjust its business structure, especially since 2H14, when the administrative staff headcount was reduced by 92%. The chart below shows the changes in administrative staff and construction site employees over this period:





#### **OTHER NET OPERATING REVENUES/EXPENSES**

Other net operating expenses totaled R\$173.9 million in 4Q22, compared to the R\$76.2 million recorded in 4Q21. In 2022, other net operating expenses totaled R\$289.3 million, compared to the R\$204.1 million recorded in 2021.

#### **EBITDA**

Adjusted EBITDA was negative by R\$213.8 million in 4Q22. This result indicates a variation of 73% over 4Q21, as shown in the table below:

R\$ MM	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Net Income (Loss)	-194.1	-162.2	-19.7%	-426.5	-190.7	-123.7%
(+/-) Net Financial Expenses (Income)	-16.7	27.7	-160.3%	88.2	-121.9	-172.4%
(+) Provision for Income Tax and Social Contribution	-4.6	9.4	-149.0%	-9.0	40.7	-122.2%
(+) Depreciation and Amortization	0.3	0.4	-11.5%	1.3	2.3	-43.0%
(+/-) Minority	1.5	-0.1	-1315.4%	-15.5	1.8	-957.1%
EBITDA <sup>1</sup>	-213.7	-124.8	-71.2%	-361.5	-267.8	-35.0%
(+) Financial Charges Allocated to Cost	-0.1	1.1	-111.5%	-2.2	3.4	-164.9%
(+/-) Stock Option Plan	0.0	0.0	N/A	0.0	0.0	N/A
Adjusted EBITDA <sup>2</sup>	-213.8	-123.7	-72.8%	-363.7	-264.4	-37.6%
Adjusted EBITDA Margin (%)	519.7%	-661.8%	1181.5 p.p.	972.4%	-445.0%	1417.4 p.p.

<sup>&</sup>lt;sup>1</sup> EBITDA according to CVM Instruction 527/2012.

The main impacts on EBITDA are described in the previous sections: Gross Profit, Operating Expenses, and Other Net Operating Revenues/Expenses.

#### **NET FINANCIAL INCOME (LOSS)**

The net financial result was positive in R\$16.7 million in 4Q22, compared to the negative R\$27.7 million recorded in 4Q21.

R\$ MM	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Financial Revenues	1.4	1.3	9.6%	5.9	251.6	-97.6%
Financial Expenses	15.3	-29.1	-152.6%	-94.2	-129.7	27.4%
Financial Result	16.7	-27.7	-160.3%	-88.2	121.9	-172.4%
Discounts Obtained	0.0	0.0	N/A	0.0	245.5	N/A
Financial Result - proforma	16.7	-27.7	-160.3%	-88.2	-123.6	-28.6%

### **NET INCOME (LOSS)**

In 4Q22, Rossi recorded a net loss of R\$194.1 million, compared to the net loss of R\$162.2 million recorded in 4Q21.

<sup>&</sup>lt;sup>2</sup> EBITDA Adjusted for expenses that do not represent cash disbursements and non-recurring items. For further information, please refer to the glossary at the end of this document.



#### **BACKLOG RESULT**

Due to the conclusion of all the Company's constructions, there are no costs to be incurred in 2022 and, consequently, no backlog result.

#### **ACCOUNTS RECEIVABLE**

The balance of trade accounts receivable, in IFRS, totaled R\$114.5 million in 4Q22, down by 19% from the previous quarter, due to cash inflow from transfers and contract settlements.

R\$ MM	4Q22	3Q22	Chg. (%)
Short Term	79.5	104.5	-23.9%
Units under Construction	-	-	N/A
Finished Units	263.8	286.5	-8.0%
Provision for Sales Cancellation	(210.1)	(209.0)	0.6%
Receivables from Land Sale	25.9	26.9	-3.6%
Long Term	34.9	37.2	-6.1%
Units under Construction	-	-	N/A
Finished Units	23.3	27.5	-15.1%
Provision for Sales Cancellation	(18.6)	(20.0)	-7.3%
Receivables from Land Sale	30.2	29.7	1.5%
Total			
Receivables from Incorporations to be Ap Statements by the POC	opropriated in	the Financi	al
Short Term	-	-	N/A
Long Term	-	-	N/A
Total	-	-	N/A
<b>Total Accounts Receivable</b>	114.5	141.6	-19.2%

#### **MARKETABLE PROPERTIES**

The following table details the Marketable Properties recorded at historical cost. With the conclusion and delivery of the latest construction works and the restructuring of the financial debt with Banco Bradesco and Banco do Brasil, there is no inventory of properties under construction nor capitalized interest linked to the Company's landbank.

R\$ MM	4Q22	3Q22	Chg. (%)
Finished Properties	131.8	148.2	-11.0%
Properties under Construction	-	-	N/A
Land Sites for Future Developments	184.1	184.1	N/A
Provision for Sales Cancellation	137.4	131.5	4.5%
Total	453.3	463.8	-2.3%



**DEBT** 

Under IFRS, Rossi ended 4Q22 with a cash position of R\$7.9 million and total debt of R\$591.3 million.

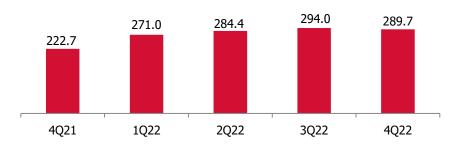
R\$ MM	4Q22	3Q22	Chg. (%)
Short Term	591.2	611.4	-3.3%
Construction Loans	301.6	317.3	-5.0%
SFH	301.6	317.3	-5.0%
CCB <sup>1</sup>	0.0	0.0	N/A
Working Capital	287.1	291.1	-1.4%
Receivables Securitization	2.5	3.0	-15.0%
Long Term	0.1	0.0	N/A
Construction Loans	0.0	0.0	N/A
SFH	0.0	0.0	N/A
CCB <sup>1</sup>	0.0	0.0	N/A
Working Capital	0.1	0.0	N/A
Receivables Securitization	0.0	0.0	N/A
Gross Debt	591.3	611.4	-3.3%
Cash and Cash Equivalents	7.9	10.6	-25.5%
Net Debt	583.4	600.8	-2.9%
Net Debt / Equity	N/A	N/A	N/A
Cash Generation (Consumption)	17.4	-6.3	-375.4%

CCB1 - Bank Credit Notes

Over 2021 and 2022, the Company successfully concluded the restructuring and settlement of some of its corporate debt contracts with Banco Bradesco and Banco do Brasil. This was settled mainly by using cash from the sale of assets that collateralized these debts and financial discounts obtained with the banks.

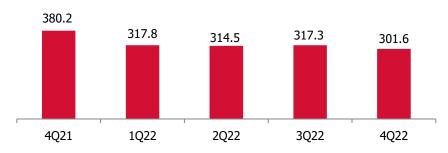
Since then, the quarter-on-quarter variations presented in the balance of the Company's debts refer to the accrued interest in the period and amortizations made through the sale and transfer of collateralized assets. These effects can be better seen in the charts below:

#### Corporate Debt Evolution (IFRS) - R\$ million









To maintain transparency of the information disclosed so that all economic agents can understand the current situation of Rossi's operations, the following tables present the Company's indebtedness using two approaches that are complementary to IFRS: (i) 100% of the companies, regardless of the IFRS consolidation criteria; and (ii) Rossi's proportional share in the developments:

	IFRS				
R\$ MM	4Q21	1Q22	2Q22	3Q22	4Q22
Gross Debt	602.9	588.8	598.8	611.4	591.3
Cash and Cash Equivalents	10.0	5.4	4.4	10.6	7.9
Net Debt	593.0	583.4	594.5	600.8	583.4
Net Debt / Equity	N/A	N/A	N/A	N/A	N/A
Cash Generation (Consumption) in the Quarter	(23.0)	9.6	(11.0)	(6.3)	17.4
Cash Generation (Consumption) LTM					9.6

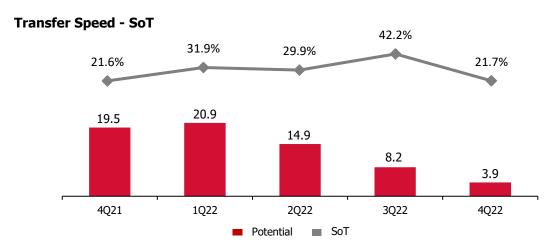
	100%					
R\$ MM	4Q21	1Q22	2Q22	3Q22	4Q22	
Gross Debt	602.9	588.8	598.8	611.4	591.3	
Cash and Cash Equivalents	11.4	5.4	4.4	10.6	7.9	
Net Debt	591.5	583.4	594.4	600.8	583.3	
Net Debt / Equity	N/A	N/A	N/A	N/A	N/A	
Cash Generation (Consumption) in the Quarter	(22.2)	8.1	(11.0)	(6.3)	17.4	
Cash Generation (Consumption) in LTM					8.2	

	Proportional					
R\$ MM	4Q21	1Q22	2Q22	3Q22	4Q22	
Gross Debt	593.7	588.8	598.8	611.4	591.3	
Cash and Cash Equivalents	10.8	5.4	4.4	10.6	7.9	
Net Debt	582.9	583.4	594.5	600.8	583.3	
Net Debt / Equity	N/A	N/A	N/A	N/A	N/A	
Cash Generation (Consumption) in the Quarter	(22.3)	(0.5)	(11.0)	(6.3)	17.4	
Cash Generation (Consumption) in LTM					(0.4)	



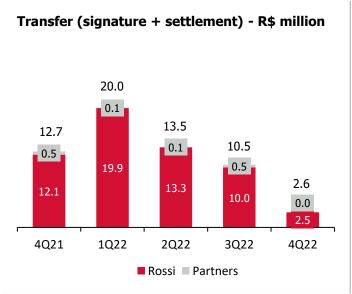
#### **TRANSFERS**

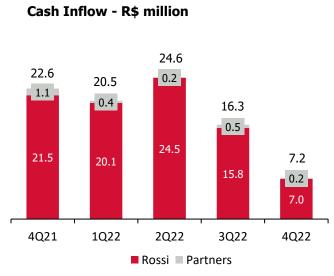
The chart below shows the quarterly index that measures transfer efficiency. The red bars indicate potential transfer amounts, that is, the sum of the outstanding balance of the finished units already legally registered, and possible transfers to financial institutions. The Speed of Transfer (SoT) is measured by the volume of transfers and settlements as a proportion of the potential value in the period.



SoT reached 21.7% in 4Q22, in line with the figure reported in 4Q21.

Cash inflows, which consider the volume of transfers and payments received from clients, reached R\$7.2 million in the quarter (R\$7.0 million – Rossi's share), down by 68% in Rossi's share compared to 4Q21. This variation was mainly due to the reduction in the balance of potential transfers and is directly related to the natural reduction in inventories and gross sales. The charts below show the evolution of transfers and settlements, as well as a cash inflow in recent quarters.







#### **RELATIONSHIP WITH INDEPENDENT AUDITORS**

Under CVM Instruction 381/03, we announce that RSM Brasil Auditores Independentes was engaged to provide the following services: audit of the financial statements according to the accounting practices adopted in Brazil and International Financial Reporting Standards ("IFRS"); and review of the interim financial information according to Brazilian and international standards on the review of interim financial information (NBC TR 2410 and ISRE 2410 - Review of Interim Information Performed by the Independent Auditor of the Entity). The Company did not engage the independent auditor on activities other than those related to the audit of the financial statements.

The engagement of the independent auditor is based on principles that assure the auditor's independence, namely (a) the auditor should not audit its work; (b) the auditor should not have management duties; and (c) the auditor should not provide services that may be prohibited under the regulations in effect. Additionally, Management has obtained a declaration from the independent auditor stating that the special services provided do not affect its professional independence.

The information contained in the performance report that is not clearly identified as a copy of the information contained in the financial statements has not been audited or reviewed.



# **EXHIBIT I | 100% INDICES - R\$ MILLION**

Quarterly SoS   100%	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	129.2	121.5	118.2	111.7	127.6
Launches	-	-	-	-	-
Inventory + Launches	129.2	121.5	118.2	111.7	127.6
Gross Sales	(15.8)	(13.5)	(16.5)	(8.1)	(1.7)
SoS for the Period (%)	12.2%	11.1%	13.9%	7.2%	1.3%
Cancellations	14.0	13.8	17.0	35.9	2.4
Adjustments / Revaluations	(5.9)	(3.7)	(7.0)	(11.9)	(1.2)
Inventory - End of Period	121.5	118.2	111.7	127.6	127.1

LTM SoS   100%	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	148.8	127.5	128.0	129.2	121.5
Launches	-	-	-	-	-
Inventory + Launches	148.8	127.5	128.0	129.2	121.5
Gross Sales	(95.6)	(68.1)	(62.1)	(53.8)	(39.7)
SoS for the Period (%)	64.2%	53.5%	48.5%	41.6%	32.7%
Cancellations	131.0	101.6	76.6	80.6	69.1
Adjustments / Revaluations	(62.7)	(42.7)	(30.7)	(28.4)	(23.7)
Inventory - End of Period	121.5	118.2	111.7	127.6	127.1



# **EXHIBIT II | IFRS INDICES - R\$ MILLION**

Quarterly SOS - IFRS Consolidated IFRS	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	126.8	121.0	117.7	111.2	127.1
Launches	-	-	_	-	-
Inventory + Launches	126.8	121.0	117.7	111.2	127.1
Gross Sales	(15.8)	(13.5)	(16.5)	(8.1)	(1.7)
SoS for the Period (%)	12.4%	11.1%	14.0%	7.3%	1.3%
Cancellations	14.0	13.8	17.0	35.9	2.4
Adjustments / Revaluations	(4.0)	(3.7)	(7.0)	(11.9)	(1.2)
Inventory - End of Period	121.0	117.7	111.2	127.1	126.6

Quarterly SOS - IFRS Consolidated Equity Income (Losses) of Subsidiaries	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Inventory	2.5	0.6	0.5	0.5	0.5
Launches	-	-	-	-	-
Inventory + Launches	2.5	0.6	0.5	0.5	0.5
Gross Sales	-	-	-	-	-
SoS for the Period (%)	0.0%	0.0%	0.0%	0.0%	0.0%
Cancellations	-	-	-	-	-
Adjustments / Revaluations	(1.9)	(0.1)	0.0	0.0	0.0
Inventory - End of Period	0.6	0.5	0.5	0.5	0.5



# **EXHIBIT III | INCOME STATEMENT**

Income Statement (R\$ `000)	4Q22	4Q21	Chg. (4Q22 vs 4Q21)	2022	2021	Chg. (2022 x 2021)
Property Sales and Services	-8,031	-25,468	68%	1,432	24,692	-94%
Provision for Sales Cancellation	-33,382	43,321	-177%	-38,871	34,159	-214%
Taxes on Sales	270	838	-68%	36	565	-94%
Net Operating Revenue	-41,144	18,691	-320%	-37,403	59,416	-163%
<b>Cost of Properties and Services</b>	5,748	-58,427	-110%	542	-73,096	-101%
Construction and Land	-920	-4,921	81%	-27,296	-17,323	-58%
Provision for Sales Cancellation	6,537	-52,366	-112%	25,625	-52,366	-149%
Financial Charges	131	-1,140	-112%	2,213	-3,407	-165%
<b>Gross Profit</b>	-35,396	-39,736	11%	-36,861	-13,680	-169%
Gross Margin	86.0%	-212.6%	299 p.p.	98.6%	-23.0%	122 p.p.
<b>Gross Margin (ex Interest)</b>	86.3%	-206.5%	293 p.p.	104.5%	-17.3%	122 p.p.
Operating Expenses	-178,605	-85,472	-109%	-325,956	-256,405	-27%
Administrative	-3,974	-6,823	42%	-22,394	-24,916	10%
Selling	-334	1,229	-127%	-7,963	-17,954	56%
Depreciation and Amortization	-323	-365	12%	-1,313	-2,302	43%
Equity Income	-49	-3,348	99%	-5,004	-7,142	30%
Other Operating Revenues (Expenses)	-173,925	-76,165	-128%	-289,282	-204,091	-42%
Earnings before Financial Result	-214,001	-125,208	-71%	-362,817	-270,085	-34%
Financial Result	16,737	-27,742	-160%	-88,244	121,904	-172%
Financial Income	1,442	1,316	10%	5,936	251,622	-98%
Financial Expense	15,295	-29,058	-153%	-94,180	-129,718	27%
Operating Profit (Loss)	-197,264	-152,950	-29%	-451,061	-148,181	-204%
Operating Margin	479.5%	-818.3%	1298 p.p.	1205.9%	-249.4%	1455 p.p.
Provision for Taxes and Contributions	1,443	-2,405	-160%	-4,019	-34,971	89%
Deferred Income Tax and S. Contribution	3,174	-7,012	-145%	13,036	-5,719	-328%
Minority	-1,495	123	-1315%	15,539	-1,813	-957%
Net Income (Loss) for the Year	-194,142 471.9%	-162,244 -868.1%	-20%	-426,505 1140.3%	-190,684 -320.9%	-124%
Net Margin	4/1.9%	-808.1%	1340 р.р.	1140.5%	-320.9%	1461 p.p.



## **EXHIBIT IV | BALANCE SHEET**

**Total Liabilities** 

Assets (R\$ '000)	4Q22	3Q22	Chg. (4Q22 vs 3Q22)
Current			
Cash and Cash Equivalents	3,143	9,752	-67.8%
Marketable Securities	4,765	859	454.7%
Trade Receivables	79,549	104,470	-23.9%
Marketable Properties	269,219	279,689	-3.7%
Other Receivables	15,490	15,638	-0.9%
Total Current Assets	372,166	410,408	-9.3%
Non-Current		-	-
Trade Receivables	34,909	37,158	-6.1%
Marketable Properties	184,066	184,064	0.0%
Court Deposits	45,644	44,204	3.3%
Related Parties	10,749	52,329	-79.5%
Advance to Business Partners	0	108,065	N/A
Deferred Taxes and Contributions	0	0	N/A
CAPEX	24,662	25,191	-2.1%
Property, Plant & Equipment	280	357	-21.6%
Intangible Assets	1,220	1,496	-18.4%
Total Non-Current Assets	301,530	452,864	-33.4%
Total Assets	673,696	863,272	-22.0%
Total Assets	075,050	003,272	22.0 /0
Liabilities (R\$ '000)	4Q22	3Q22	Chg. (4Q22 x 3Q22)
Current	_	_	_
Construction Loans - Real Estate Credit	591,215	611,385	-3.3%
Suppliers	40,808	39,396	3.6%
Accounts Payable for Land Acquisition	154	154	0.0%
Salaries and Social Charges	752	999	-24.7%
Taxes and Contributions Payable	195,068	219,656	-11.2%
Profit Sharing Payable	0	0	N/A
Advances from Clients	0	55,787	N/A
Related Parties	16,761	31,979	-47.6%
Deferred Taxes and Contributions	13,002	13,798	-5.8%
Other Trade Payables	568,600	557,197	2.0%
Total Current Liabilities	1,426,360	1,530,351	-6.8%
Non-Current			
Construction Loans - Real Estate Credit	58	0	N/A
Accounts Payable for Land Acquisition	0	0	N/A
Advances from Clients	55.787	0	N/A
Taxes and Contributions Payable	11,403	8,109	40.6%
Provision for Risks	260,381	208,962	24.6%
Provision for Guarantees	598	661	-9.5%
Deferred Taxes and Contributions	18,637	21,575	-13.6%
Provision for Investment Losses	8,885	8,835	0.6%
Other Trade Payables	50	66	-24.2%
Total Non-Current Liabilities	355,799	248,208	43.3%
Shareholders' Equity	333/733	2-10/200	4515 70
Share Capital	2,654,090	2,654,090	0.0%
Treasury Shares	-49,154	-49,154	0.0%
Capital Reserves	70,107	70,107	0.0%
Accumulated Profit/Loss	-3,783,143	-3,589,002	5.4%
Total Shareholders' Equity	-1,108,100	- <b>913,959</b>	21.2%
Non-Controlling Interest	-363	-1,328	-72.7%

673,696

863,272

-22.0%



# EXHIBIT V – Inventory (100%)

PSV (R\$ MM) - 100%	Finished	Total
Brasília	45.0	45.0
Porto Alegre	37.1	37.1
Duque de Caxias	13.9	13.9
Santos	6.2	6.2
Rio de Janeiro	4.5	4.5
Acaraju	4.3	4.3
Xangri-Lá	4.0	4.0
Curitiba	3.5	3.5
Natal	2.2	2.2
Paulínia	1.0	1.0
Campinas	0.9	0.9
Londrina	0.8	0.8
São Paulo	0.5	0.5
Belo Horizonte	0.4	0.4
Valparaíso	0.4	0.4
Barueri	0.3	0.3
Hortolândia	0.3	0.3
Nova Iguaçu	0.3	0.3
Itaboraí	0.3	0.3
Votorantim	0.3	0.3
Other regions	1.0	1.0
Total	127.1	127.1



#### **GLOSSARY**

Cash Burn – Measured by the variation of net debt, adjusted by capital increases, dividends paid, and non-recurring expenses.

CPC – Brazilian Accounting Pronouncements Committee – Created by CFC Resolution 1,055/05 "to analyze, prepare, and issue Technical Pronouncements on Accounting procedures, and disclose such information to enable the issue of standards by the Brazilian regulatory entity, aiming at centralizing and standardizing their production process, always taking into account the convergence of Brazilian Accounting with international standards".

EBITDA – Net income for the year adjusted to income and social contribution taxes on income; depreciation and amortization expenses; and financial charges allocated to the cost of properties sold. The method used to calculate Rossi's EBITDA is in line with the definition adopted by CIV, as provided for in CVM Instruction 527, of October 4, 2012.

Adjusted EBITDA – Calculated based on the net income adjusted to income and social contribution taxes on income; depreciation and amortization expenses; financial charges allocated to the cost of properties sold; interest capitalized in CIV; share issue expenses; stock option plan expenses; and other non-operating expenses. Adjusted EBITDA is not a measure of financial performance according to the Accounting Practices Adopted in Brazil, thus, it should not be considered separately or as an alternative to net income, as a measure of operating performance, or an alternative to operating cash flows or measure of liquidity. There is not a standard definition for "Adjusted EBITDA", and Rossi's definition of Adjusted EBITDA may not be comparable with those used by other companies.

INCC – National Construction Cost Index, measured by Fundação Getúlio Vargas.

Landbank – Landbank for future developments purchased in cash or through exchange.

Backlog Margin – Equivalent to "Backlog Results" divided by "Backlog Revenues" to be recognized in future periods.

PoC Method – Revenues, costs, and expenses related to real estate developments are recognized according to the percentage of completion ("PoC") method, by measuring the evolution of construction works to the actual costs incurred against total expenses budgeted for each phase of the project, according to technical standard OCPC 04 – Application of ICPC 02 Technical Interpretation to Brazilian Real Estate Developers.

Exchange – Land purchase system through which landowners receive a certain number of units or a percentage of revenues from the development to be built in exchange for the land. The exchange method reduces the need for financial resources and, as a result, increases the returns.

Backlog revenues – Backlog revenues correspond to contracted sales whose revenues will be recognized in future periods, according to the evolution of works, rather than upon the signature of agreements. Accordingly, the balance of Backlog Revenues corresponds to revenues that will be recognized in future periods regarding past sales.

Minha Casa Minha Vida (MCMV) – Housing program launched in 2009 and comprises units worth up to R\$170,000/unit.

Court-Supervised Reorganization – A court supervised and approved process adopted by a company in financial difficulties. The purpose of a Court-Supervised Reorganization is to ensure the operational continuity of a company, while allowing it to renegotiate and settle existing debts with creditors, including suppliers, customers and employees.



SFH Funds – These originate from the Unemployment Severance Fund (FGTS) of savings accounts. Commercial banks must invest 65% of these deposits in the real estate sector for the acquisition of property by individuals or for developers at rates that are lower than those used in the common market.

CFC Resolution 963/03 and PoC Method (Percentage of Completion) – Revenues, as well as costs and expenses related to development activities are recognized to income throughout the construction of the development, to the extent of the costs incurred, according to CFC Resolution 963/03.

Backlog Results – Due to the recognition of revenues and costs according to the progress of the works (PoC method), rather than upon the execution of the agreements, we recognize development revenues and expenses from contracts signed in future periods. Accordingly, the balance of Backlog Results corresponds to revenues with fewer costs to be recognized in future periods regarding past sales.

Contracted Sale – Each contract resulting from the sale of units throughout a given period, including the units being launched and the units in our inventory. Contracted sales are recognized in revenues according to the progress of the works (PoC method).

PSV - Potential Sales Value.

Launched PSV – Potential Sales Value corresponding to the total amount to be potentially obtained by the Company from the sale of all units launched from a given real estate development at a certain price.

Rossi PSV – Potential Sales Value obtained, or to be obtained, by Rossi from the sale of all units of a given real estate development, at a price estimated at the launch, proportionally to our share in the project.

SoS – Speed of Sales