

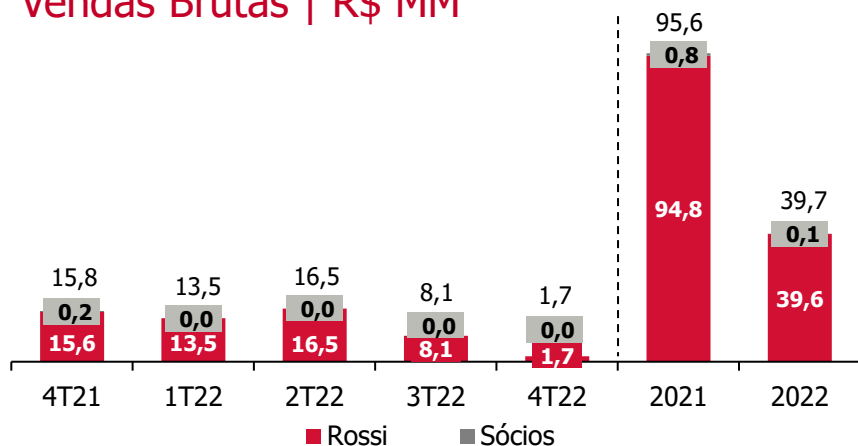
**ROSSI**



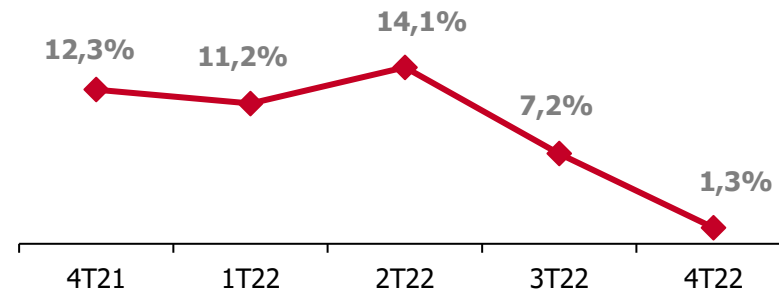
# Resultados 4T22

16 de março de 2022

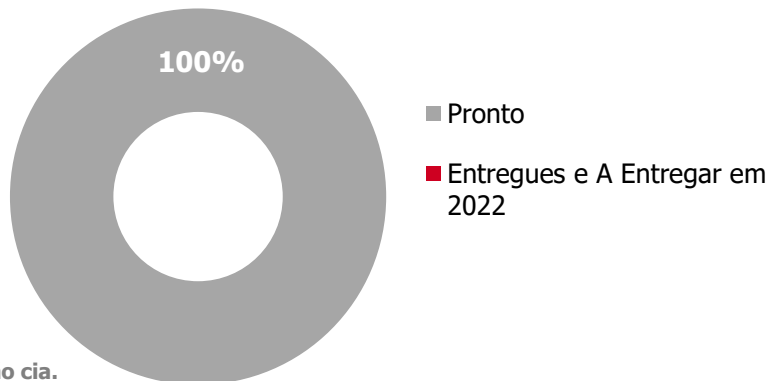
## Vendas Brutas | R\$ MM



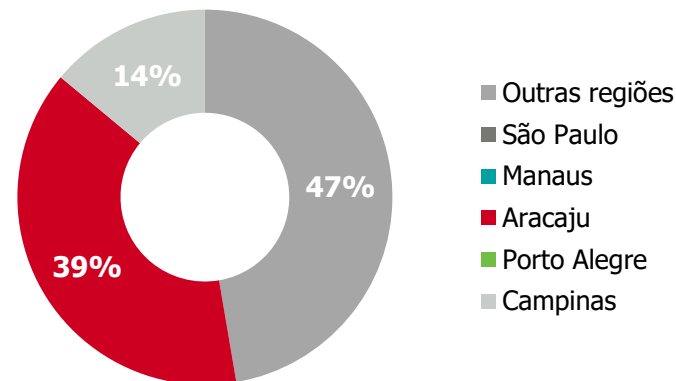
## VSO Trimestral (% Rossi)



## Vendas Brutas 4T22 | Estágio da Obra<sup>1</sup>

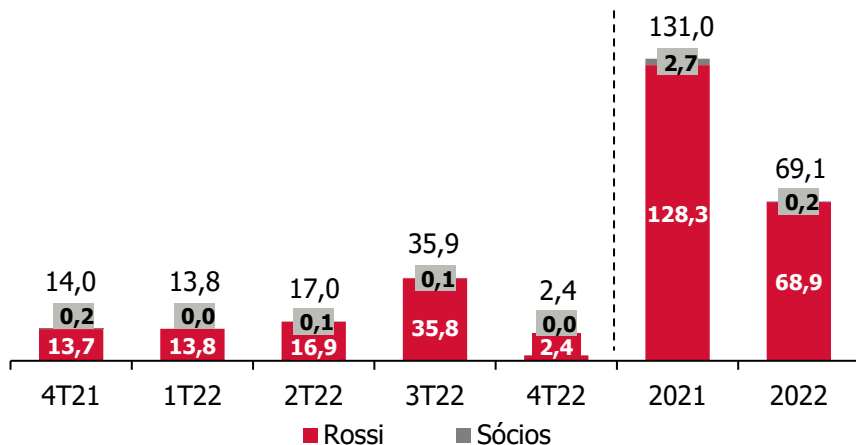


## Vendas Brutas 4T22 | Região<sup>1</sup>



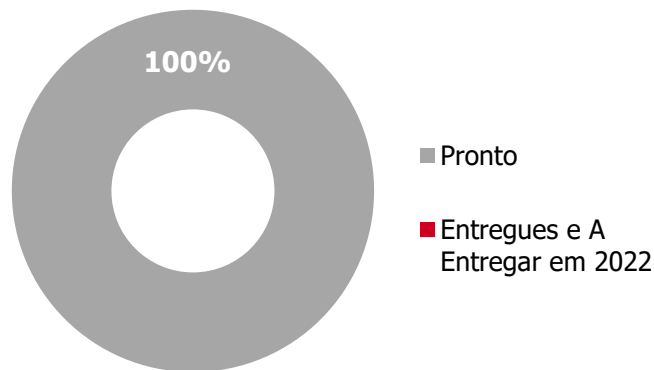
<sup>1</sup> Participação cia.

## Rescisão | R\$ MM

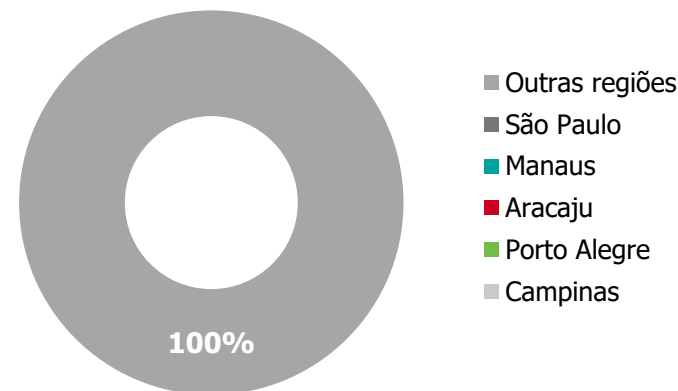


- No 3º trimestre, a Companhia apresentou um elevado número de contratos rescindidos, com o objetivo de aumentar a quantidade de imóveis disponíveis para venda nos próximos trimestres.
- Em razão disso, o índice de revenda foi impactado, registrando **61%** em 2022.

## Rescisão 4T22 | Estágio da Obra<sup>1</sup>

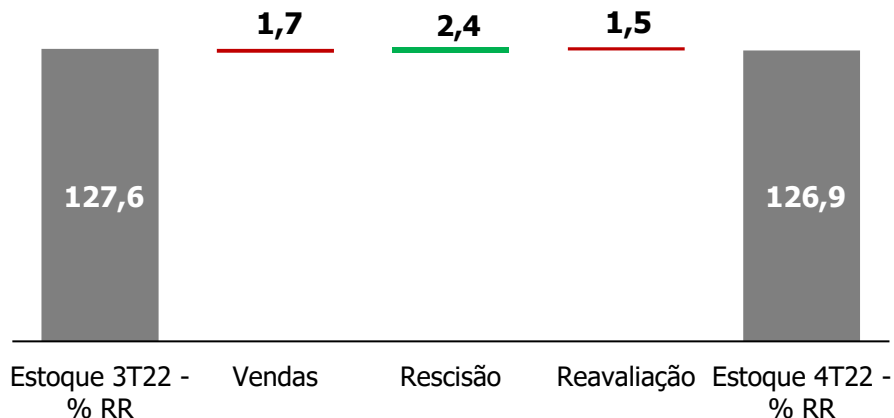


## Rescisão 4T22 | Região<sup>1</sup>

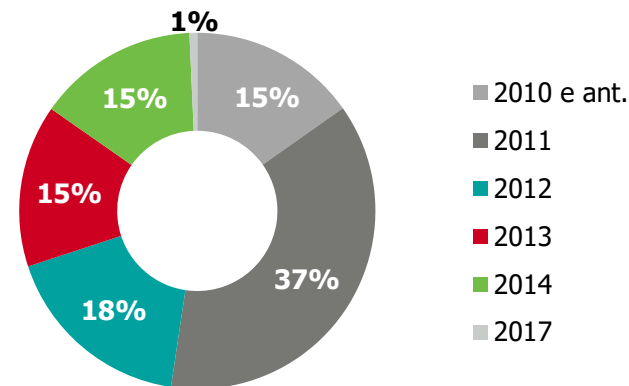


<sup>1</sup> Participação cia.

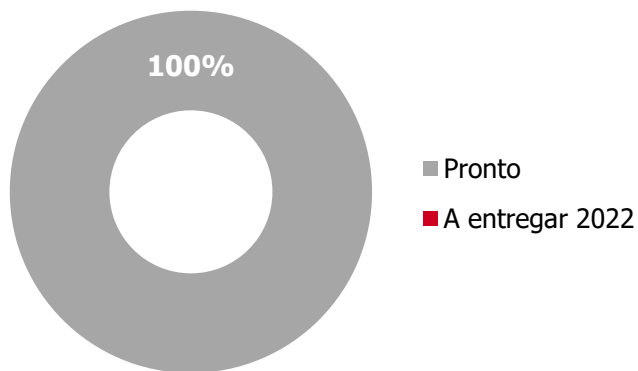
## Evolução do Estoque – 3T22 x 4T22 | R\$ MM



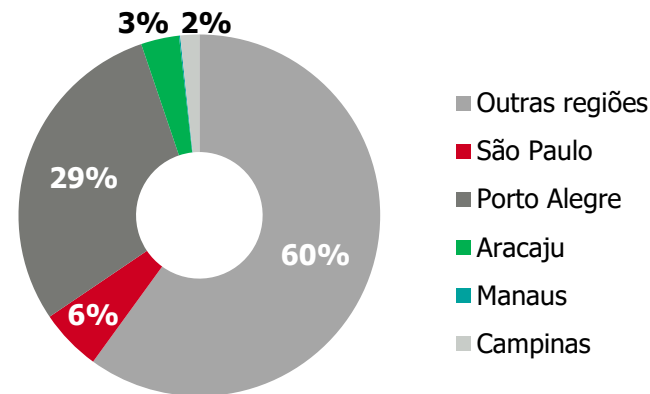
## Estoque 4T22 | Ano de Lançamento<sup>1</sup>



## Estoque 4T22 | Estágio da Obra<sup>1</sup>



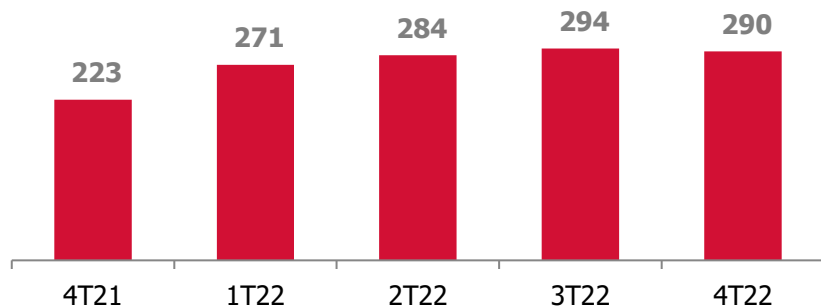
## Estoque 4T22 | Região<sup>1</sup>



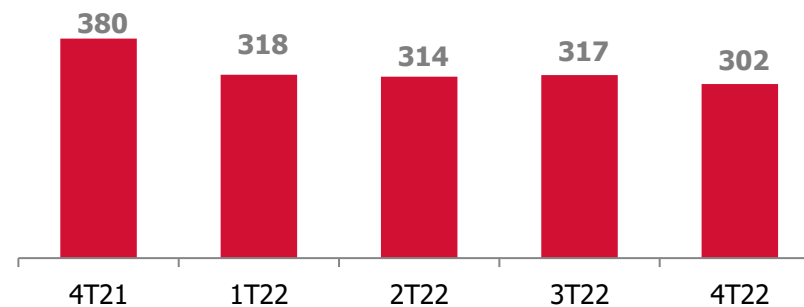
<sup>1</sup> Participação cia.

# Evolução do Endividamento - IFRS

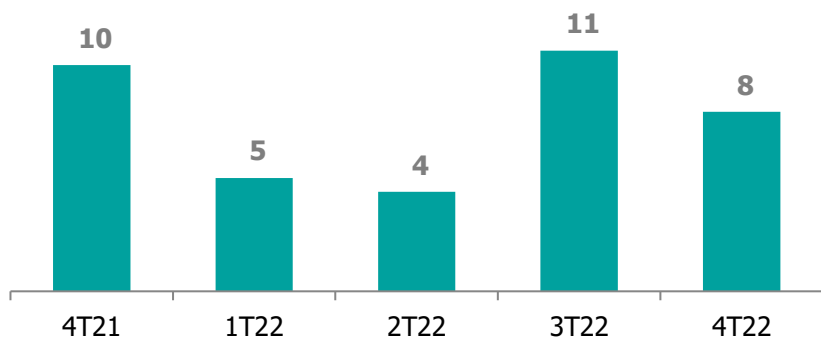
## Endividamento Corporativo | R\$ MM



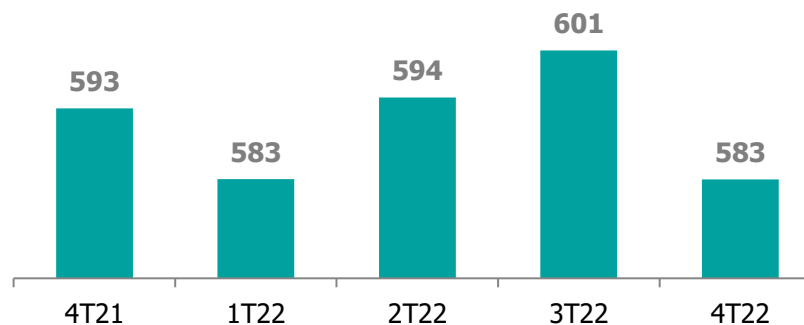
## Endividamento SFH | R\$ MM



## Caixa e Disponibilidades | R\$ MM

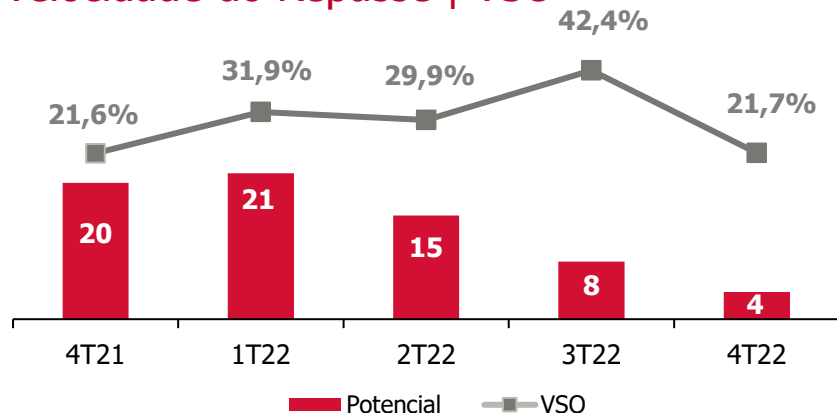


## Endividamento Líquido | R\$ MM

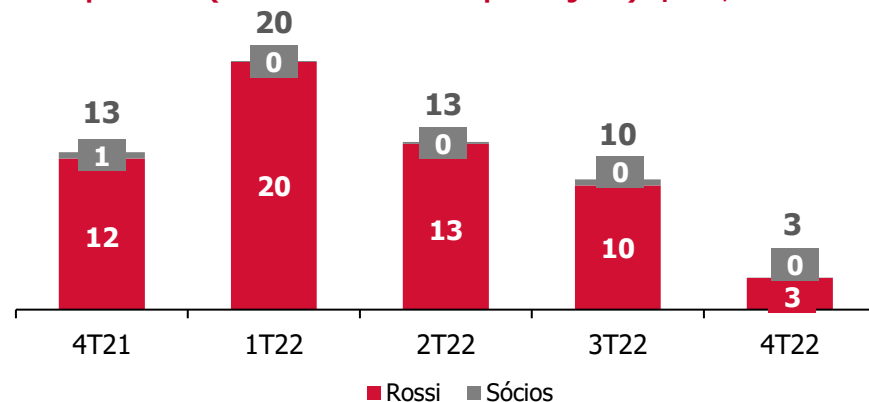


# Drivers do Fluxo de Caixa

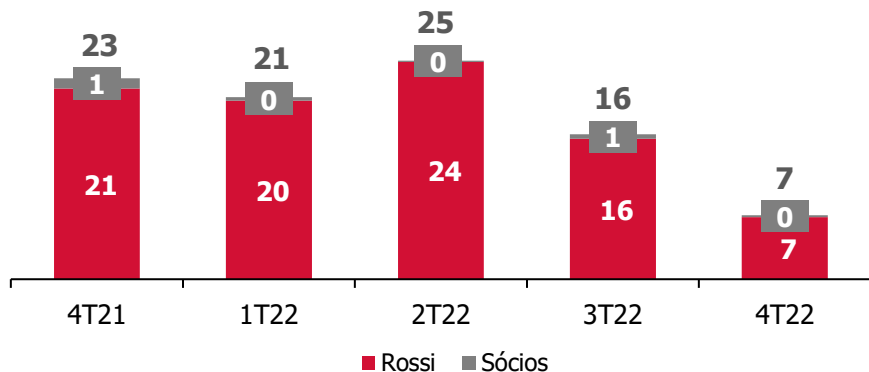
## Velocidade do Repasse | VSO



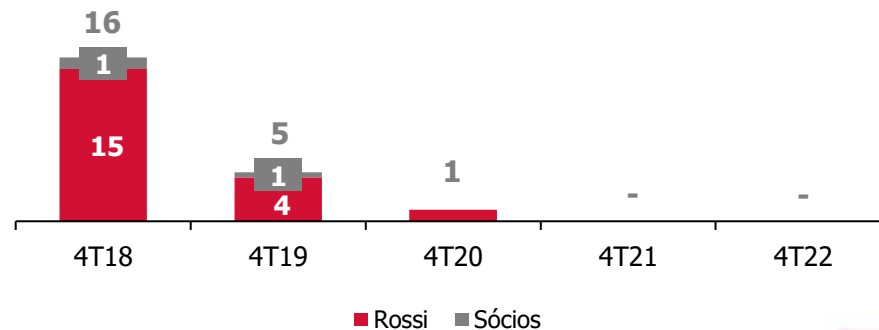
## Repasse (assinatura + quitação) | R\$ MM



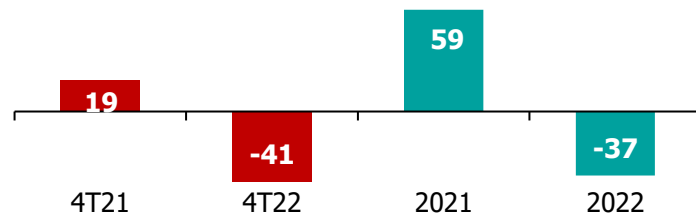
## Entrada de Caixa | R\$ MM



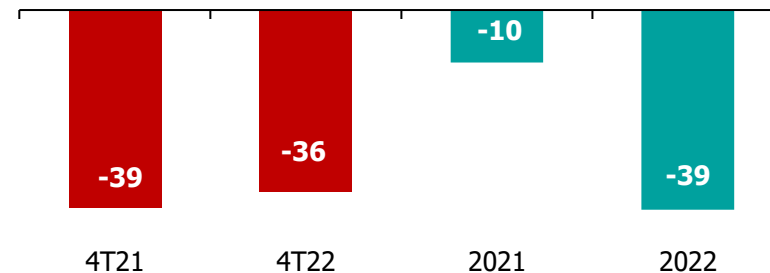
## Custos a Incorrer | R\$ MM



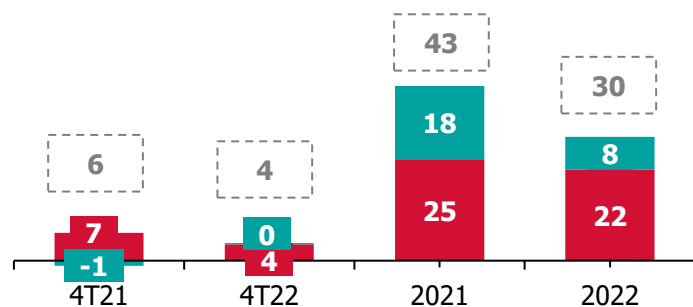
## Receita Líquida | R\$ MM



## Lucro (Prejuízo) Bruto Ajustado<sup>1</sup> | R\$ MM

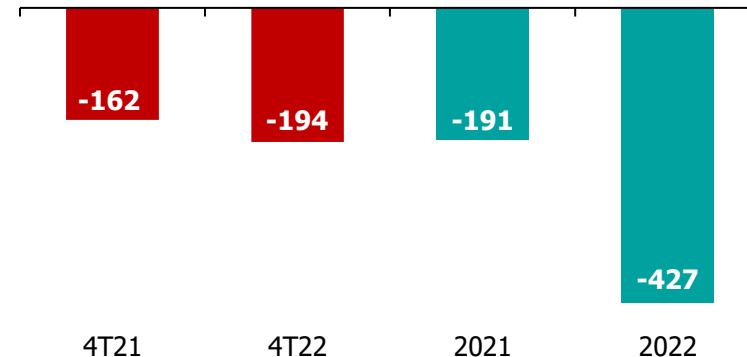


## SG&A (IFRS) | R\$ MM



■ Administrativas ■ Comerciais

## Lucro (Prejuízo) Líquido | R\$ MM



<sup>1</sup> Margem bruta ajustada: exclui os encargos financeiros

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