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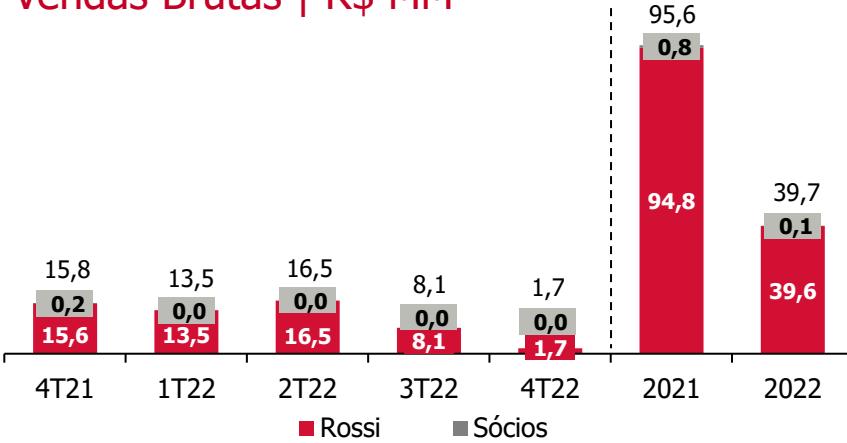
Resultados 4T22

16 de março de 2022

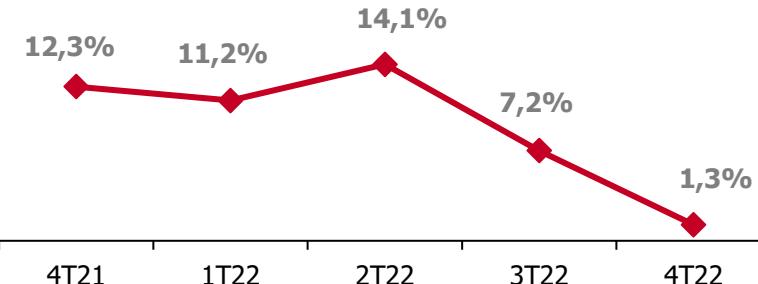
Indicadores Operacionais

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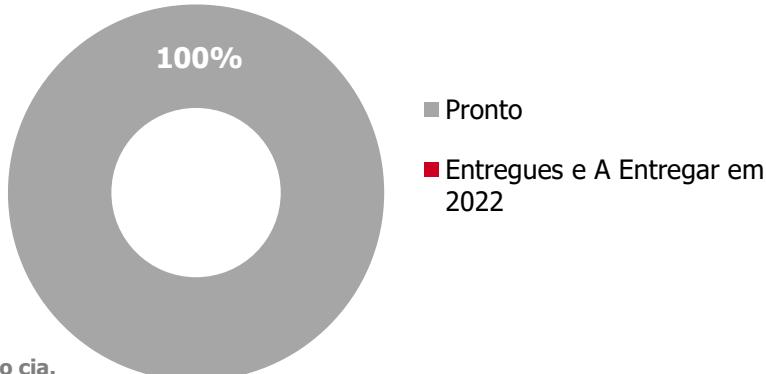
Vendas Brutas | R\$ MM



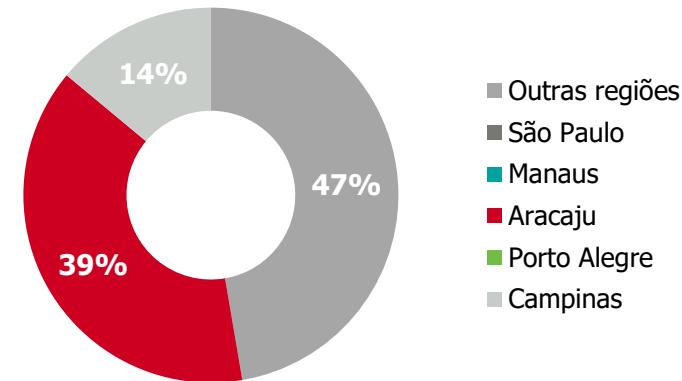
VSO Trimestral (% Rossi)



Vendas Brutas 4T22 | Estágio da Obra¹

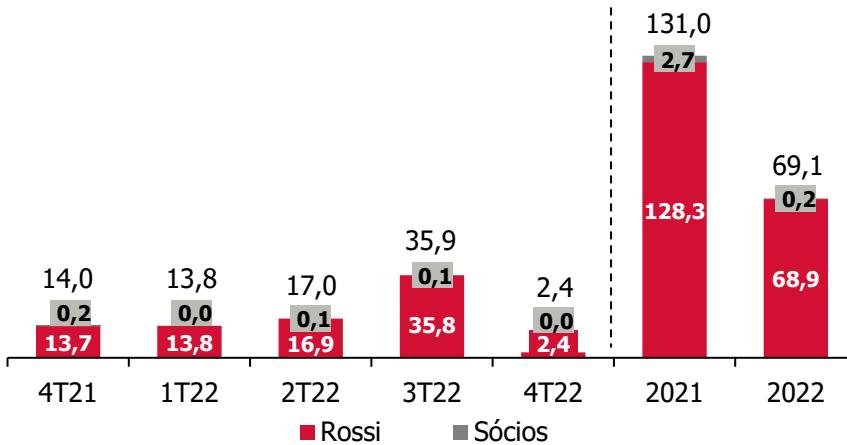


Vendas Brutas 4T22 | Região¹



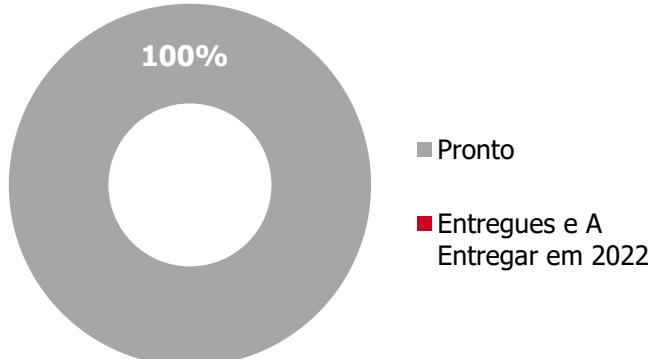
¹ Participação cia.

Rescisão | R\$ MM

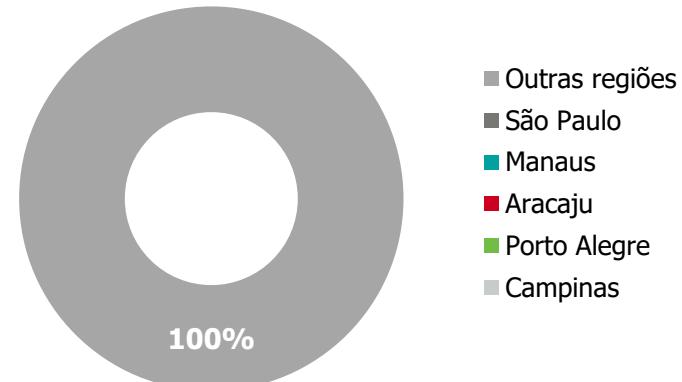


- No 3º trimestre, a Companhia apresentou um elevado número de contratos rescindidos, com o objetivo de aumentar a quantidade de imóveis disponíveis para venda nos próximos trimestres.
- Em razão disso, o índice de revenda foi impactado, registrando **61%** em 2022.

Rescisão 4T22 | Estágio da Obra¹

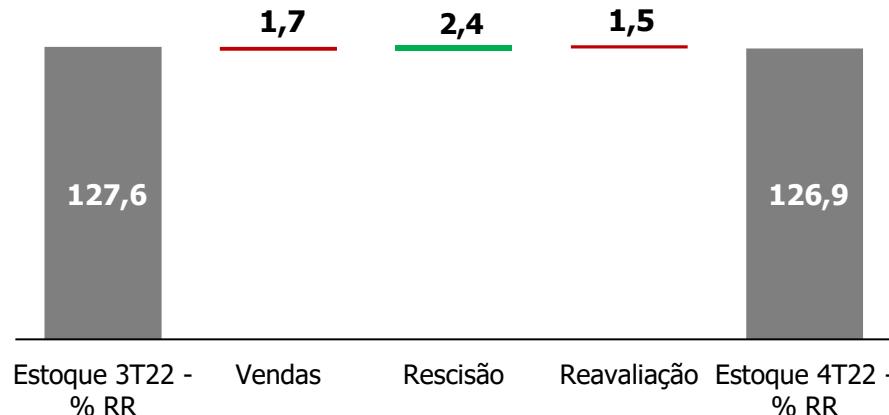


Rescisão 4T22 | Região¹

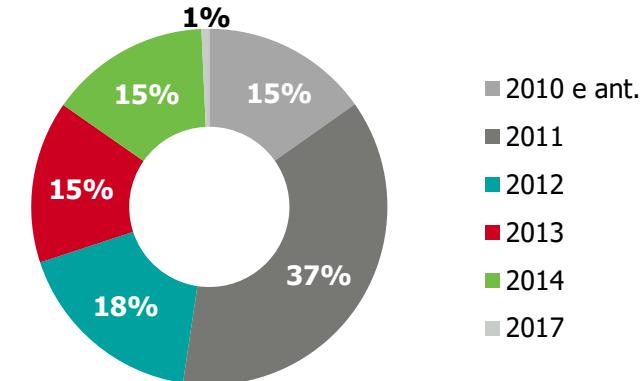


¹ Participação cia.

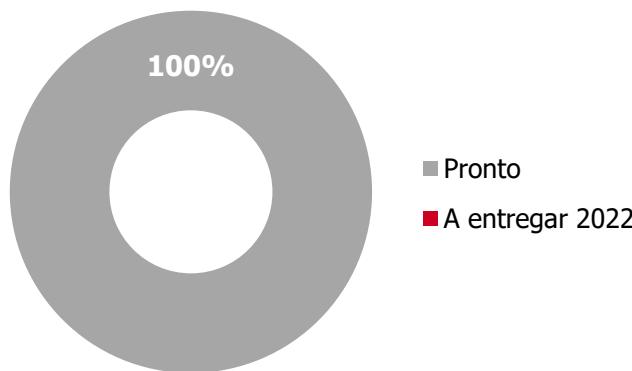
Evolução do Estoque – 3T22 x 4T22 | R\$ MM



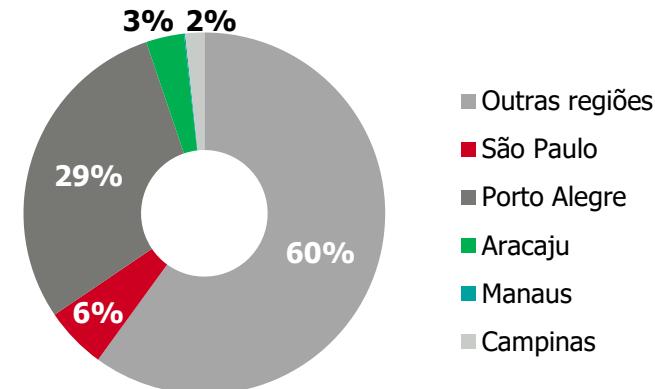
Estoque 4T22 | Ano de Lançamento¹



Estoque 4T22 | Estágio da Obra¹



Estoque 4T22 | Região¹

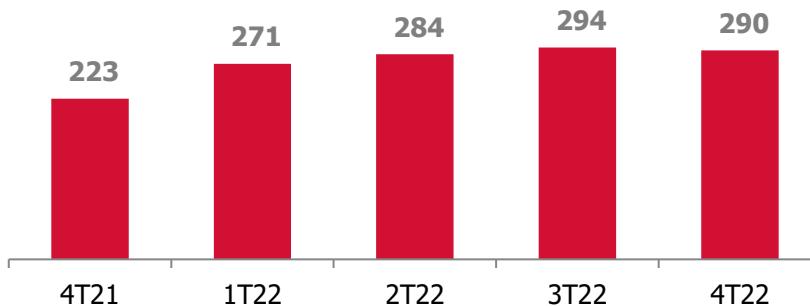


¹ Participação cia.

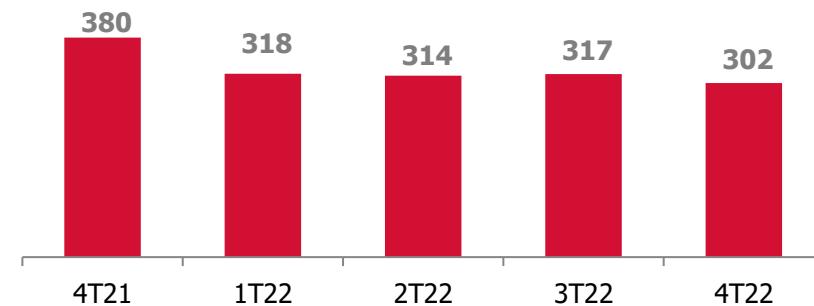
Evolução do Endividamento - IFRS

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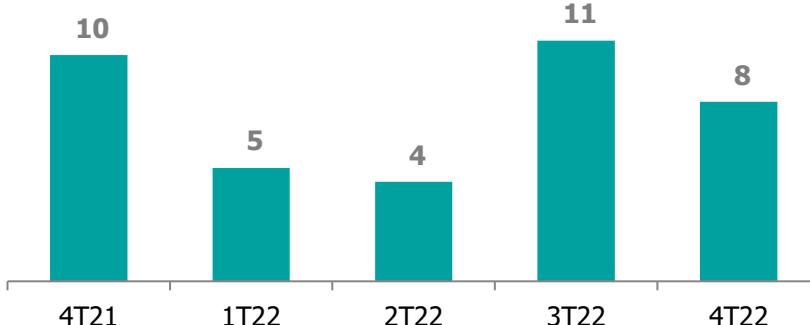
Endividamento Corporativo | R\$ MM



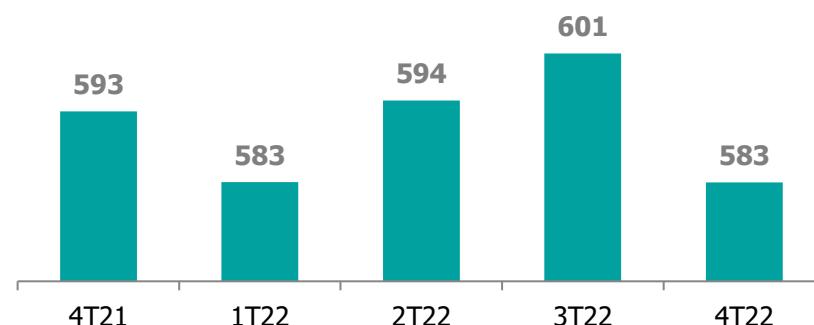
Endividamento SFH | R\$ MM



Caixa e Disponibilidades | R\$ MM



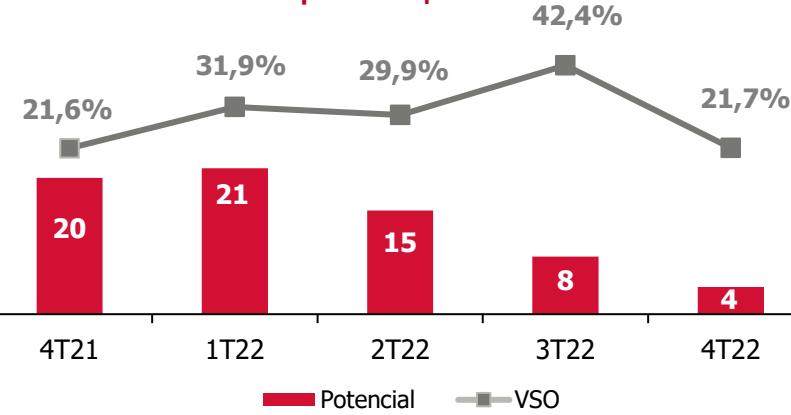
Endividamento Líquido | R\$ MM



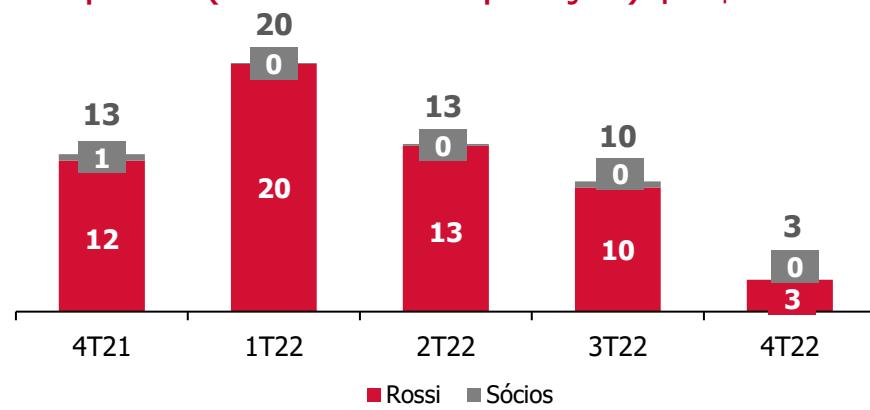
Drivers do Fluxo de Caixa

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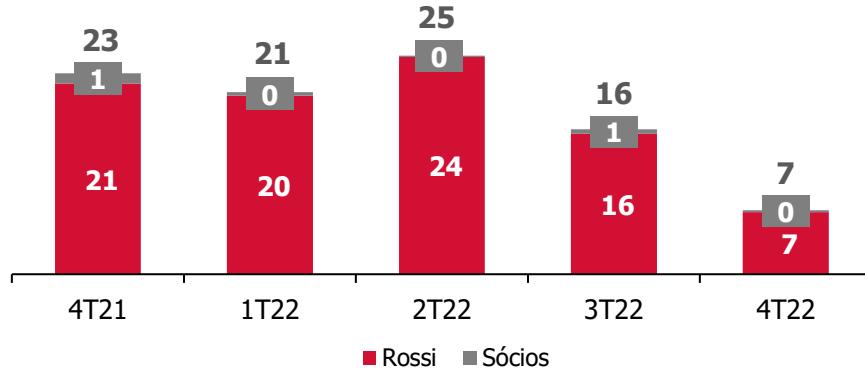
Velocidade do Repasse | VSO



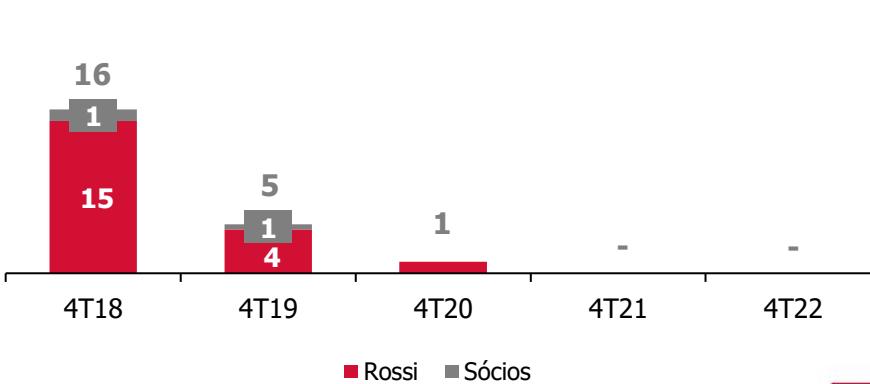
Repasso (assinatura + quitação) | R\$ MM



Entrada de Caixa | R\$ MM



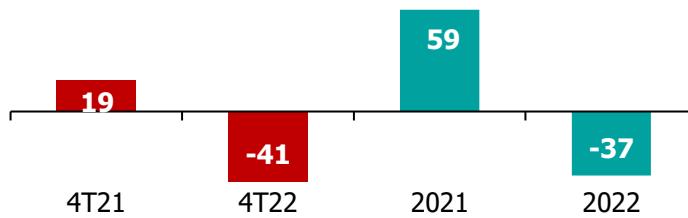
Custos a Incorrer | R\$ MM



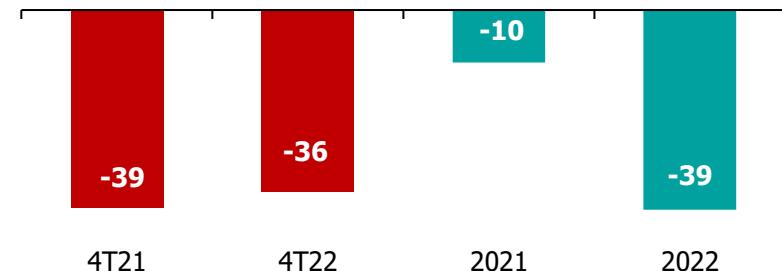
Destaques Financeiros

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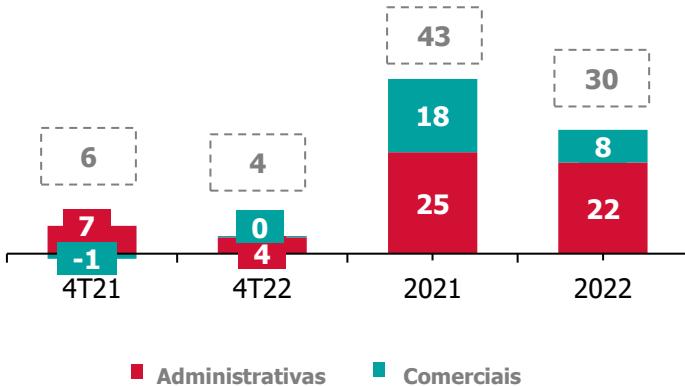
Receita Líquida | R\$ MM



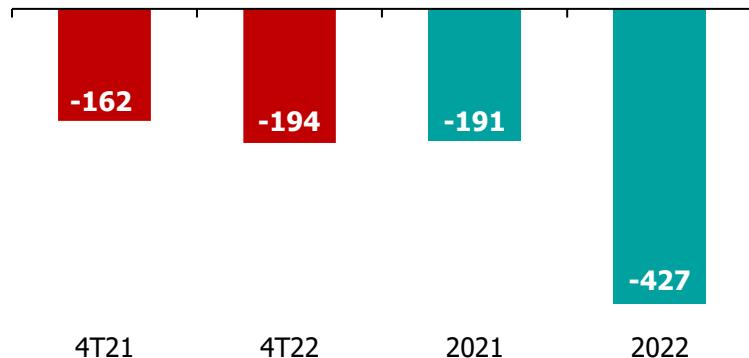
Lucro (Prejuízo) Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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