ROSSI

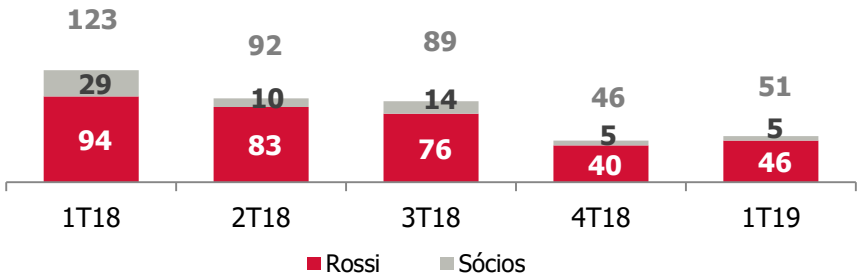


Resultados 1T19

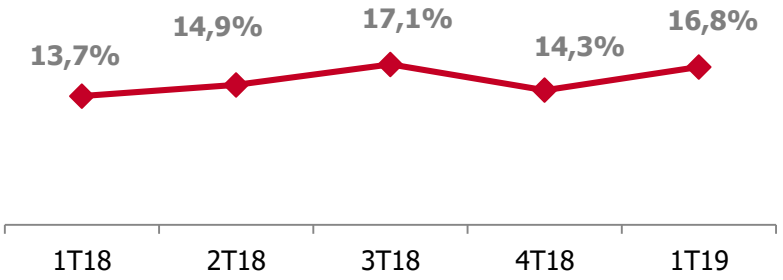
15 de maio de 2019

Indicadores Operacionais

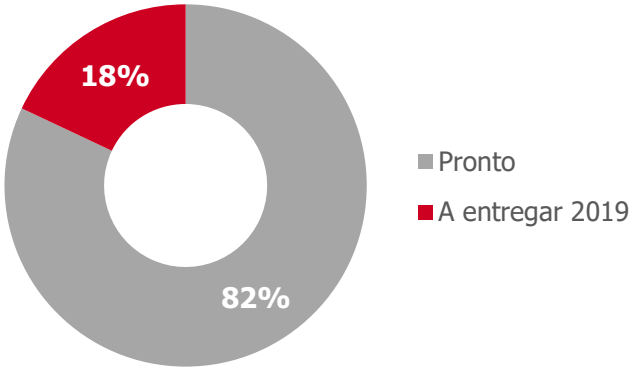
Vendas Brutas | R$ MM



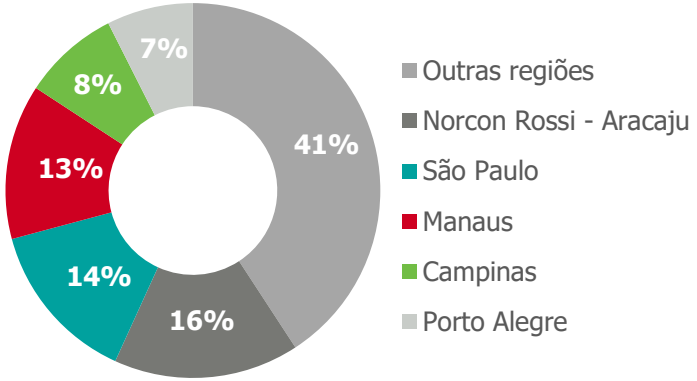
VSO Trimestral (% Rossi)



Vendas Brutas 1T19 | Estágio da Obra[1]



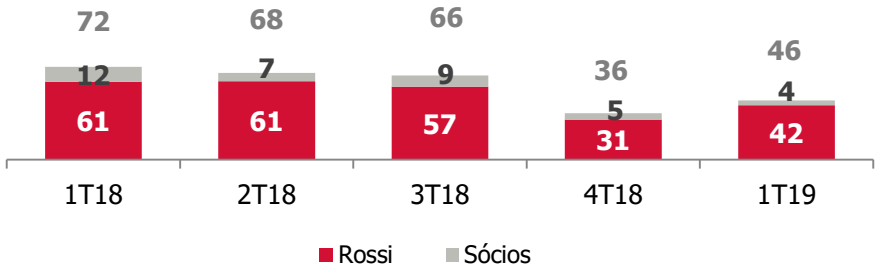
Vendas Brutas 1T19 | Região[1]



[1] Participação cia.

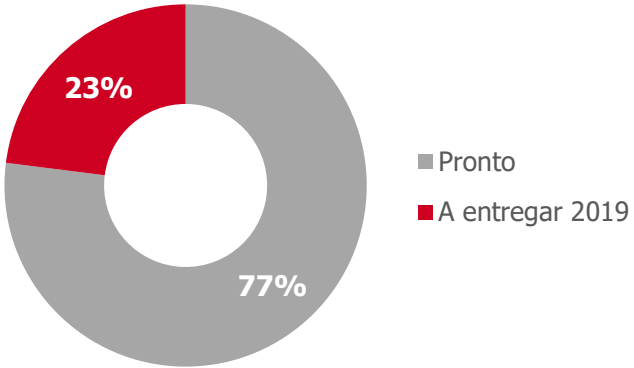
Indicadores Operacionais

Rescisão | R$ MM

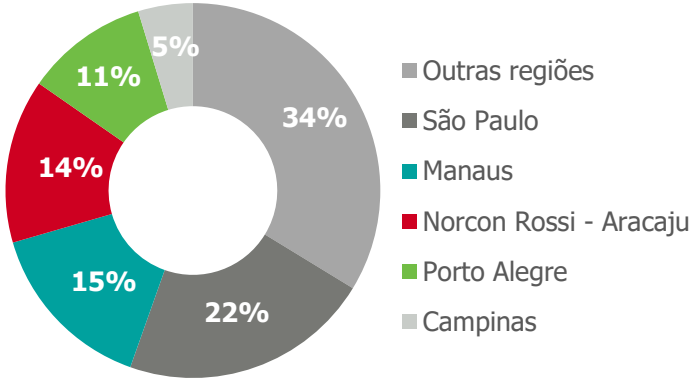


- **66%** do total de unidades rescindidas no 1T19 já foram revendidas;
- Redução de **30%** nas rescisões parte Rossi no 1T19 vs. 1T18;

Rescisão 1T19 | Estágio da Obra[1]



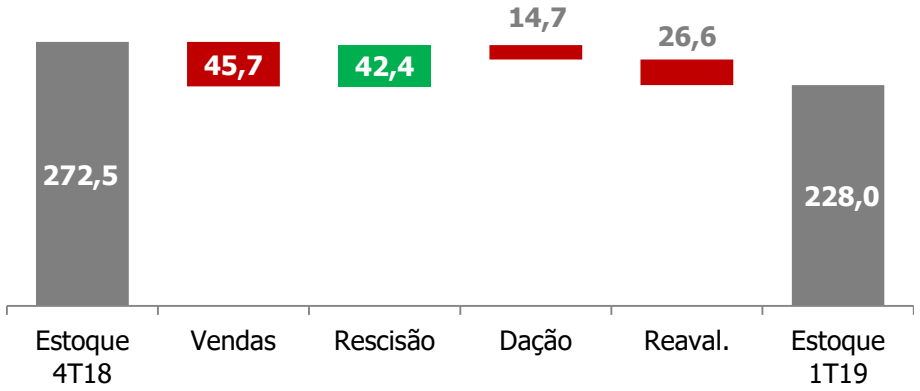
Rescisão 1T19 | Região[1]



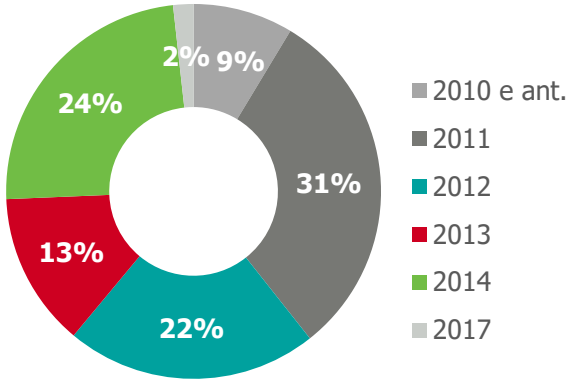
[1] Participação cia.

Estoque

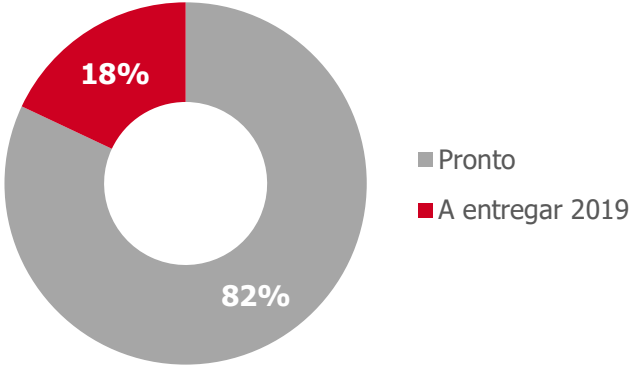
Evolução do Estoque – 1T19 x 4T18 | R$ MM



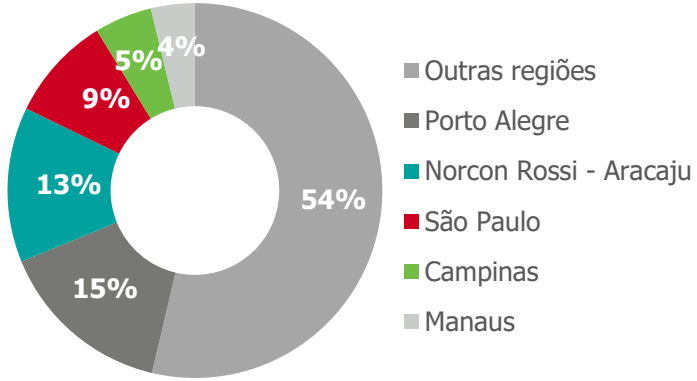
Estoque 1T19 | Ano de Lançamento[1]



Estoque 1T19 | Estágio da Obra[1]



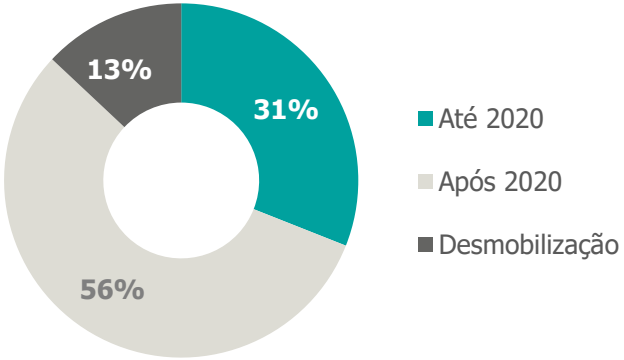
Estoque 1T19 | Região[1]



[1] Participação cia.

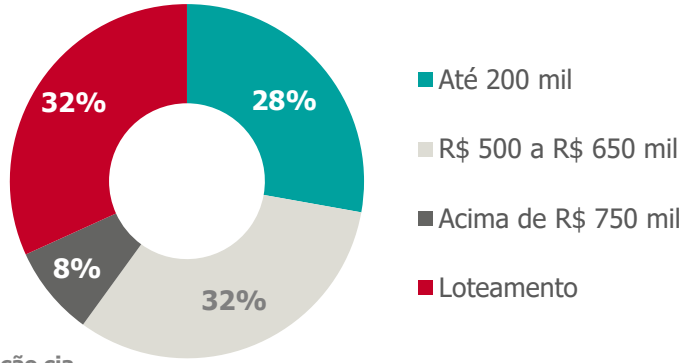
Banco de Terrenos

Banco de Terrenos | Lançamento[1]

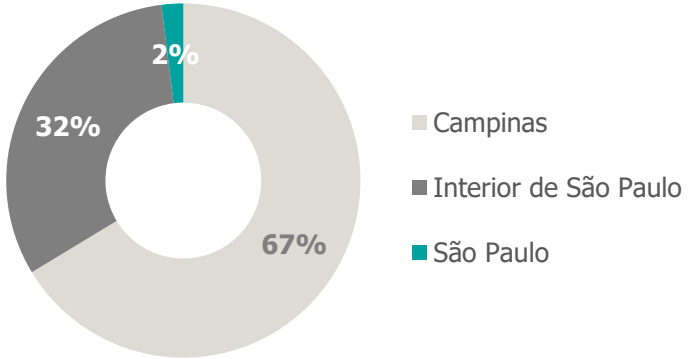


- VGV Potencial | Loteamento e incorporação imobiliária: R$ 7,2 bi (R$ 4,9 bi % Rossi)
  - Lançamentos até 2020: R$ 2,4 bi (R$ 1,8 bi % Rossi)
- Desmobilização: R$ 0,7 bi (R$ 0,7 bi % Rossi)

Lançamentos até 2020 | Segmento Renda[1]



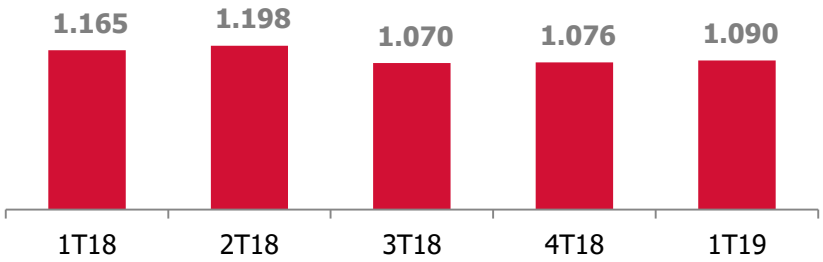
Lançamentos até 2020 | Região[1]



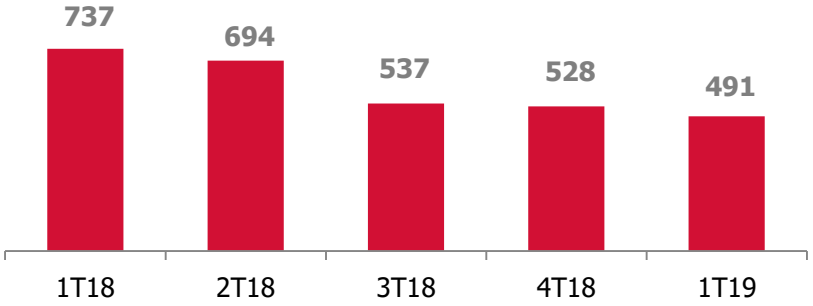
[1] Participação cia.

Evolução do Endividamento - IFRS

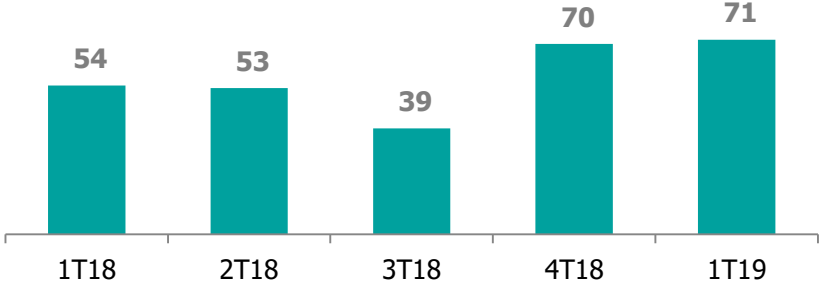
Endividamento Corporativo | R$ MM



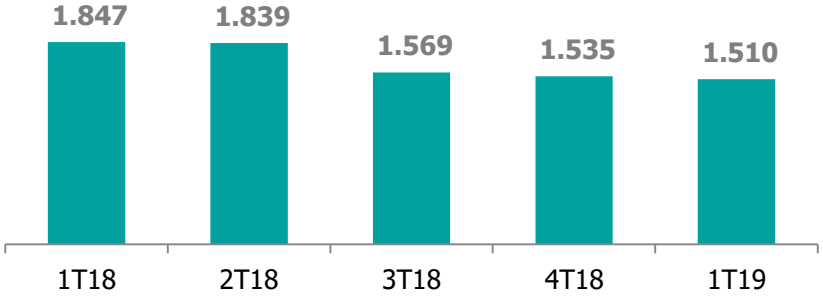
Endividamento SFH | R$ MM



Caixa e Disponibilidades | R$ MM

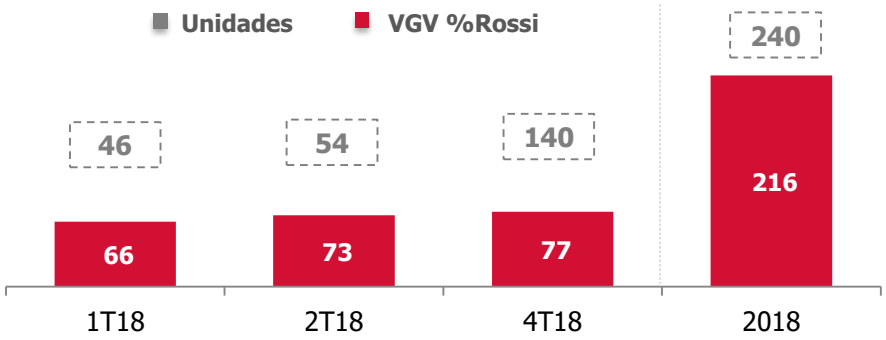


Endividamento Líquido | R$ MM

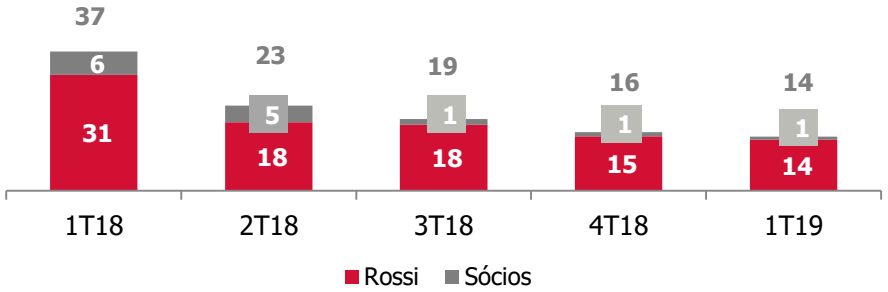


Drivers do Fluxo de Caixa

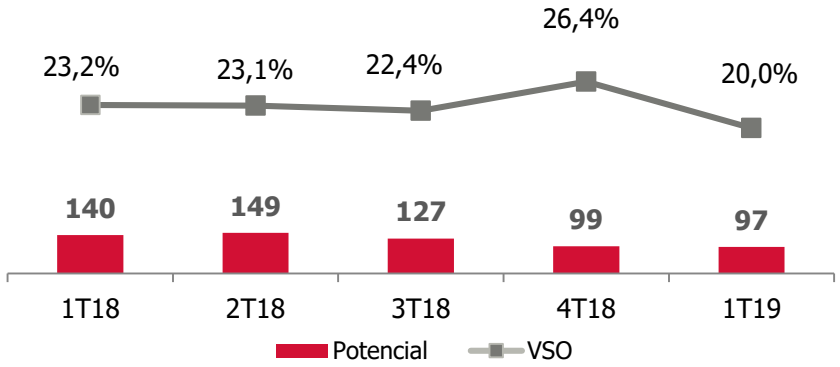
Obras entregues | VGV % Rossi e Unidades



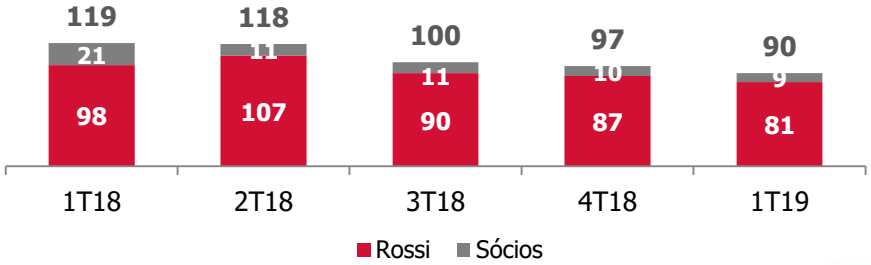
Custos a Incorrer | R$ MM



Velocidade do Repasse | VSO

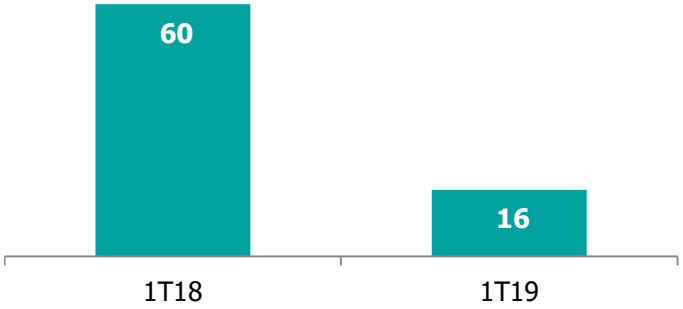


Entrada de Caixa | R$ MM

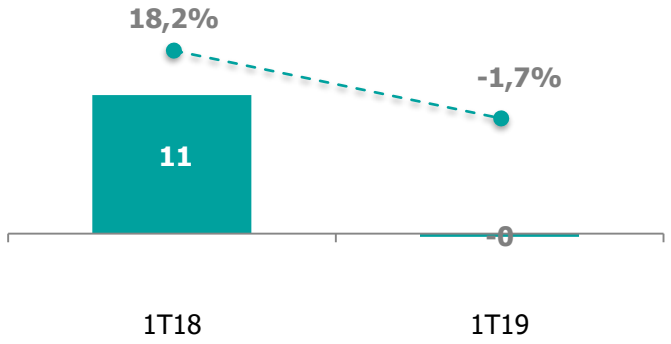


Destaques Financeiros

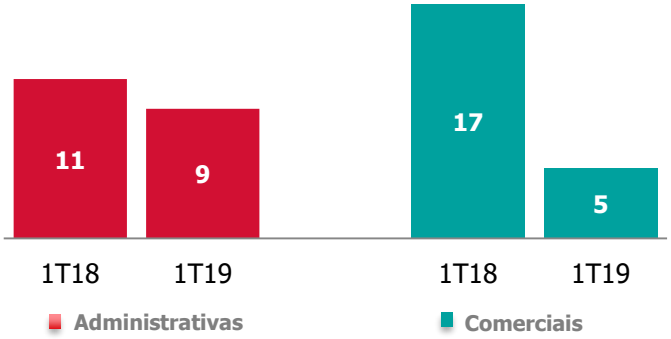
Receita Líquida | R$ MM



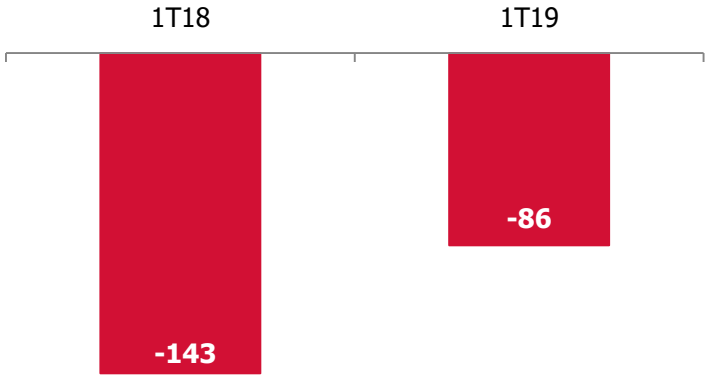
Lucro Bruto Ajustado[1] | R$ MM



SG&A (IFRS) | R$ MM



Lucro (Prejuízo) Líquido | R$ MM



[1] Margem bruta ajustada: exclui os encargos financeiros

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ROSSI

ROSSI

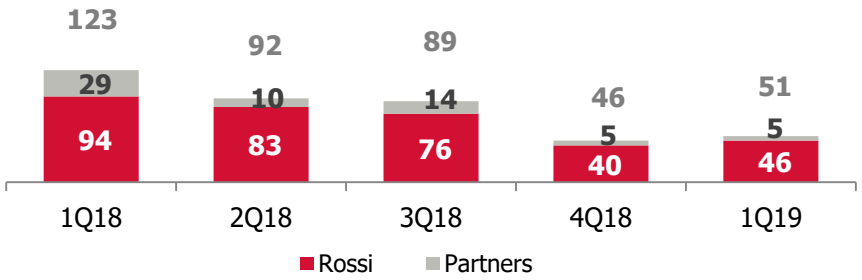


1Q19 Results

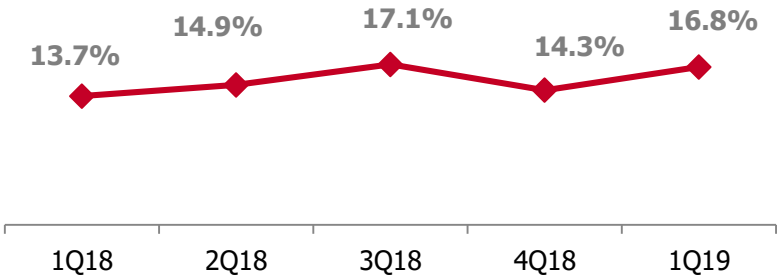
May 15, 2019

Operating Indicators

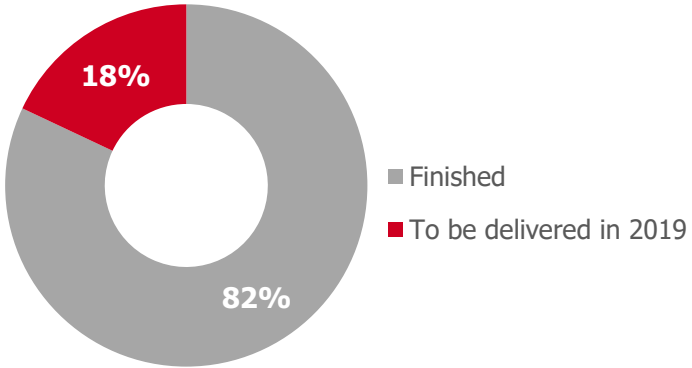
Gross Sales | R$ MM



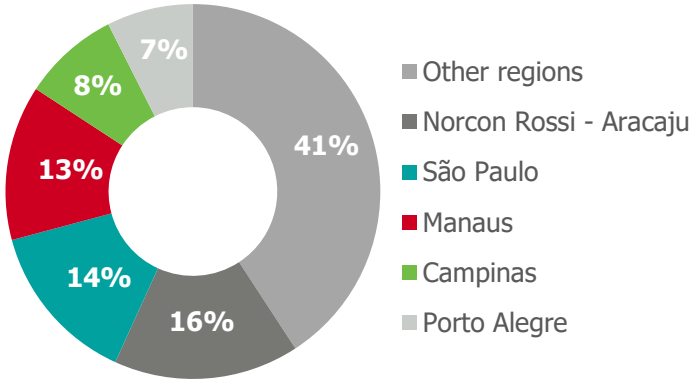
Quarterly SoS (% Rossi)



Gross Sales 1Q19 | Construction Stage[1]



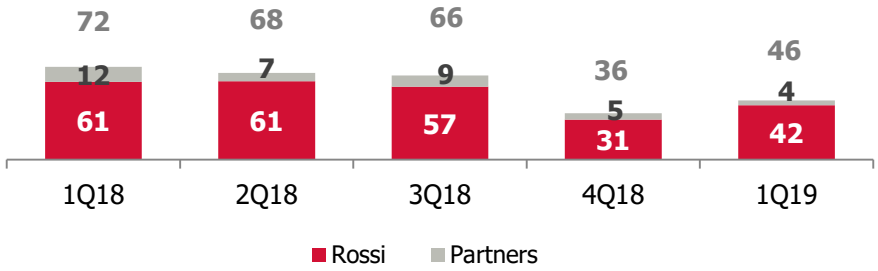
Gross Sales 1Q19 | Region[1]



[1] Company's share

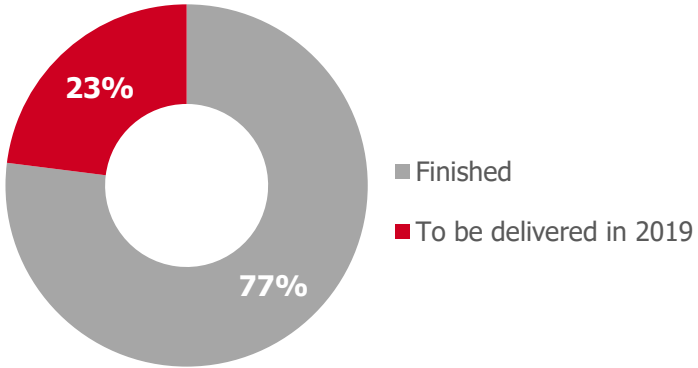
Operating Indicators

Cancellation | R$ MM

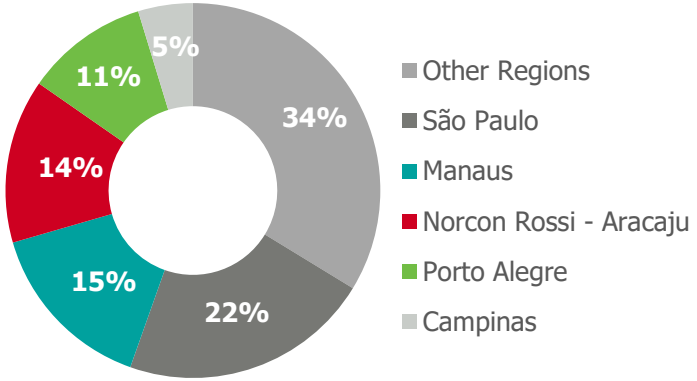


- **66%** of cancelled units in 1Q19 were already resold;
- Reduction of **30%** in cancellation (% Rossi) in 1Q19 vs. 1Q18;

Cancellation 1Q19 | Construction Stage[1]



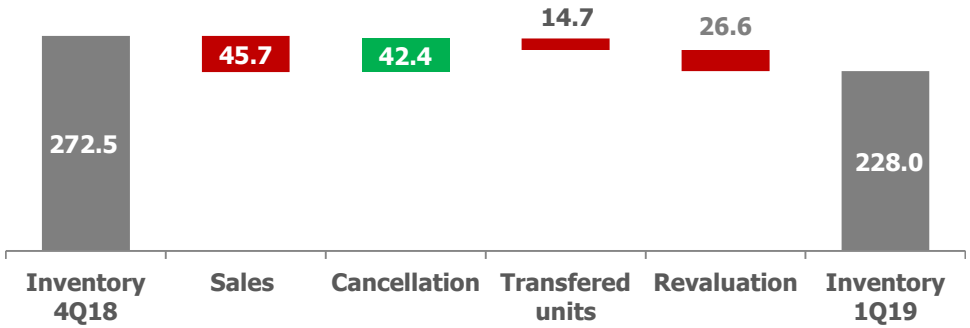
Cancellation 1Q19 | Region[1]



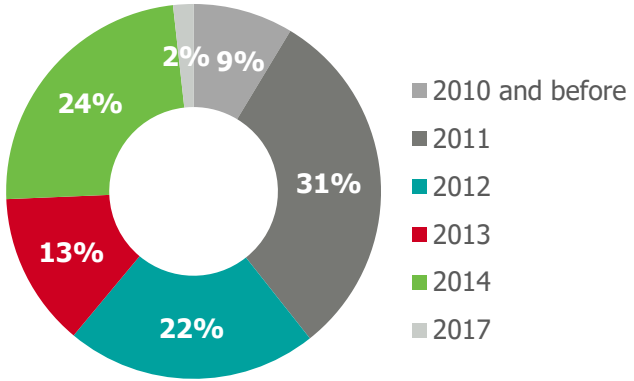
[1] Company's share

Inventory

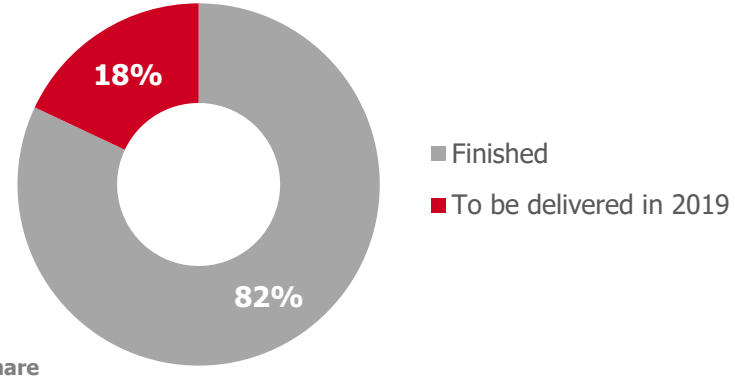
Inventory Evolution – 1Q19 x 4Q18 | R$ MM



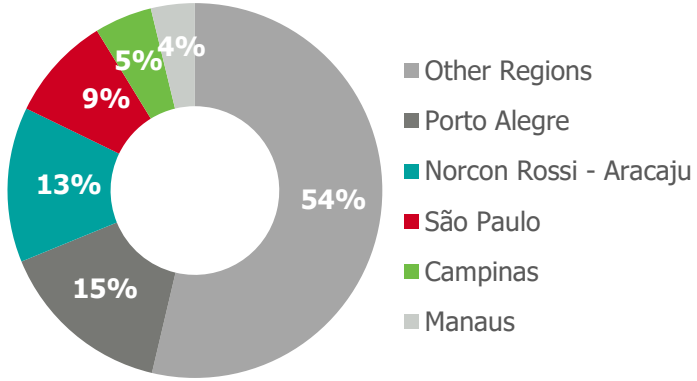
Inventory 1Q19 | Year of Launch[1]



Inventory 1Q19 | Construction Stage[1]



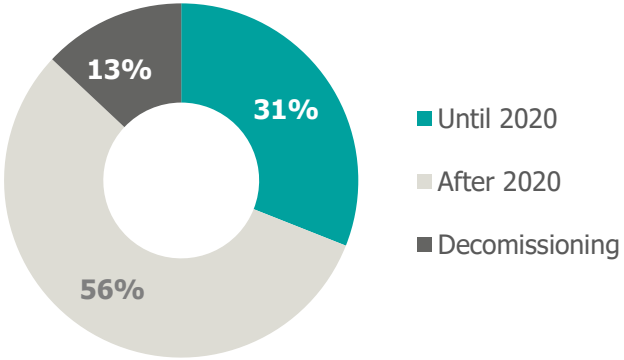
Inventory 1Q19 | Region[1]



[1] Company's share

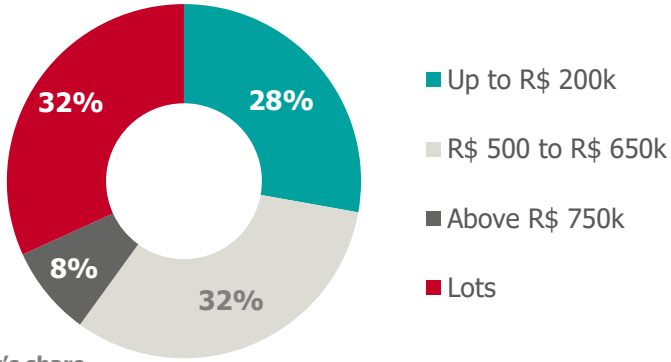
Land Bank

Landbank | Launches[1]

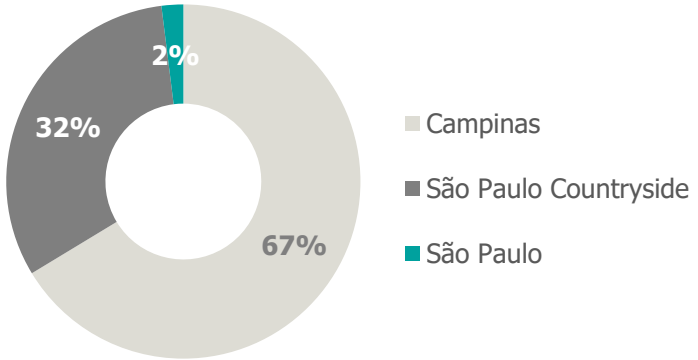


- Potential PSV | Allotments and Real Estate Development: R$ 7.2 bi (R$ 4.9 bi % Rossi)
  - Launches until 2020: R$ 2.4 bi (R$ 1.8 bi % Rossi)
- Decomissioning: R$ 0.7 bi (R$ 0.7 bi % Rossi)

Launches until 2020 | Segment[1]



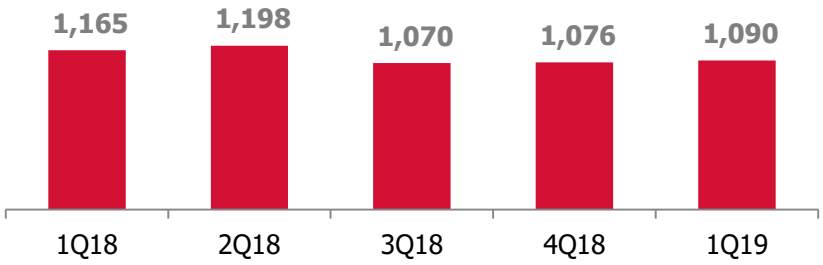
Launches until 2020 | Region[1]



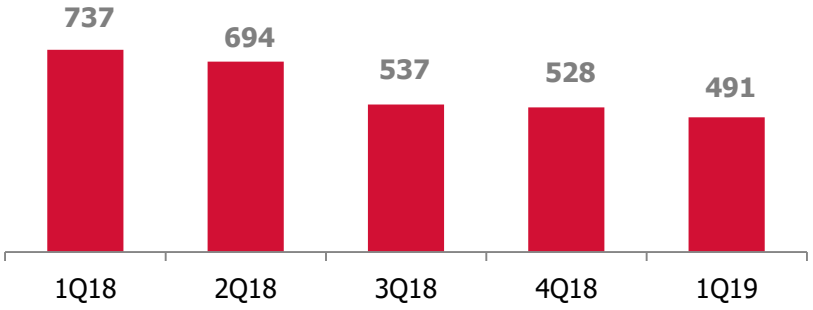
[1] Company's share

Debt Evolution - IFRS

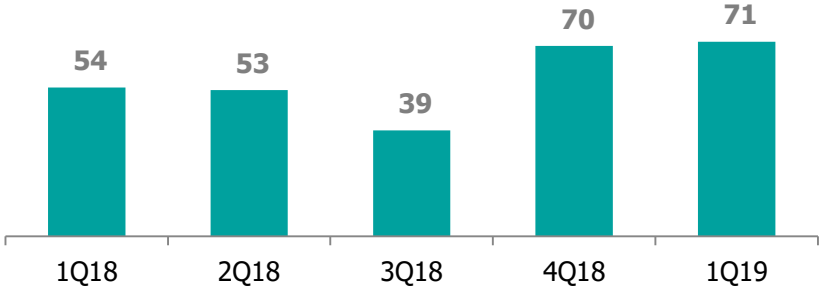
Corporate Debt | R$ MM



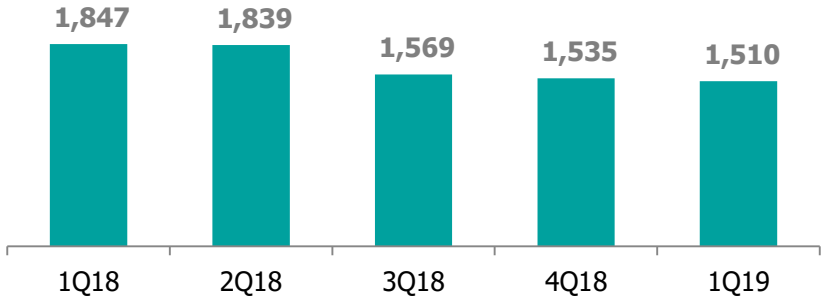
SFH Debt | R$ MM



Cash and Equivalents | R$ MM

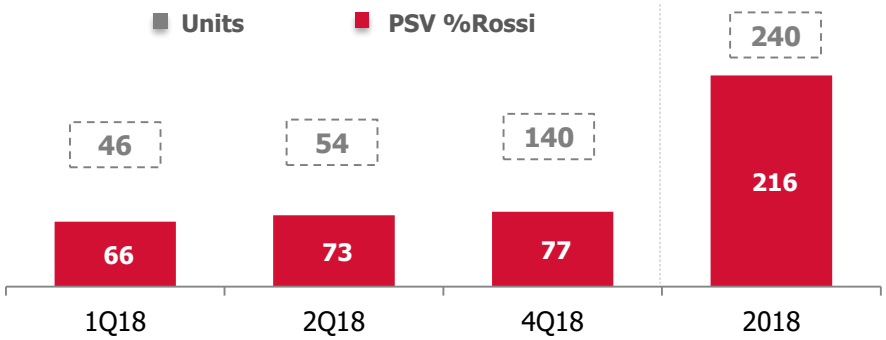


Net Debt | R$ MM

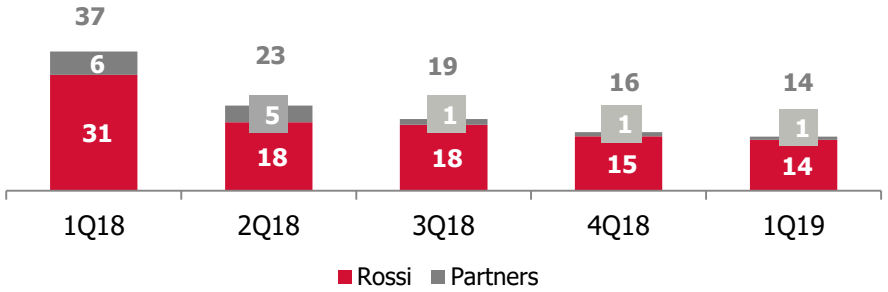


Cash Flow Drivers

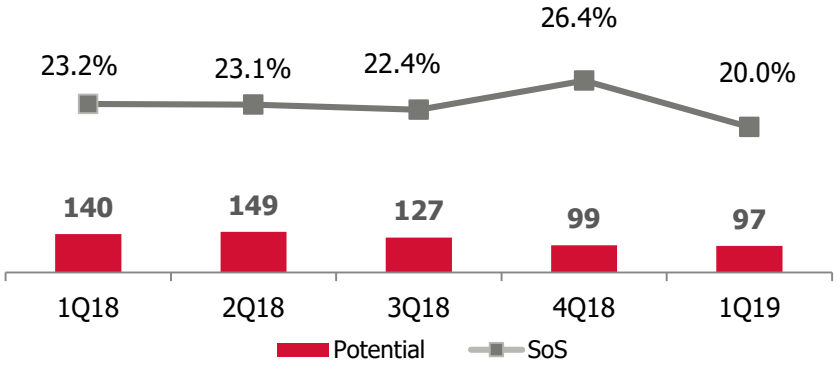
Deliveries | PSV Rossi and Units



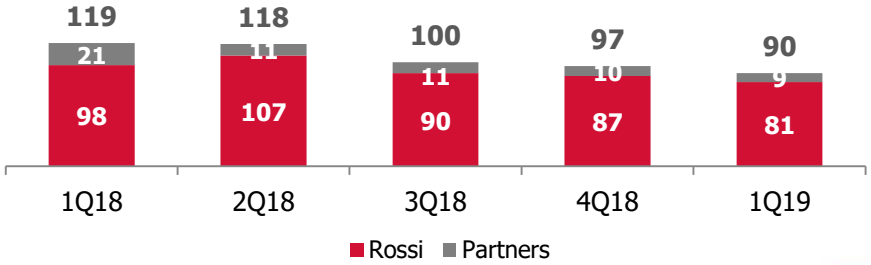
Costs to be Incurred | R$ MM



Transfer Speed | SoS

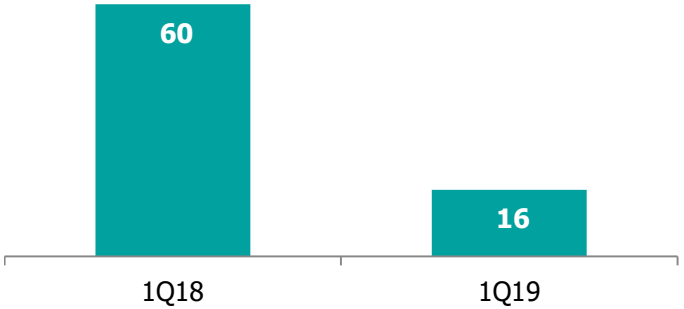


Cash Inflow | R$ MM

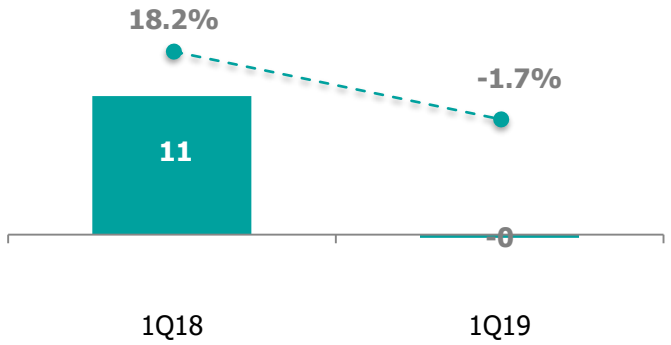


Financial Highlights

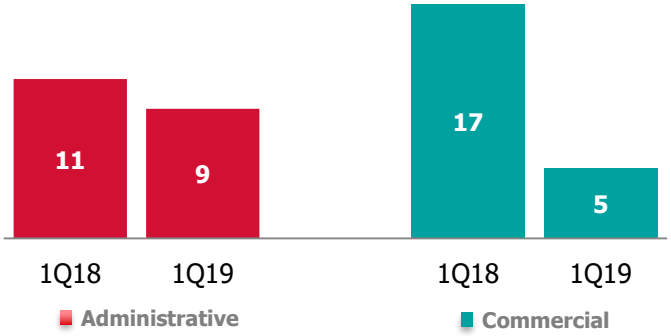
Net Revenue | R$ MM



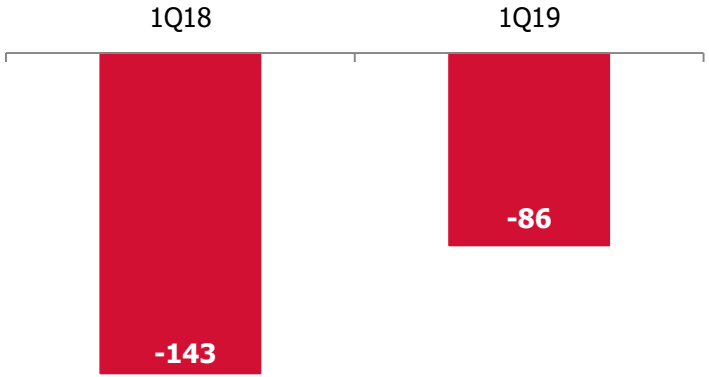
Adjusted Gross Income[1] | R$ MM



G&A (IFRS) | R$ MM



Net Income (Loss) | R$ MM



[1] Gross Margin excluding interest allocated to cost

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