ROSSI

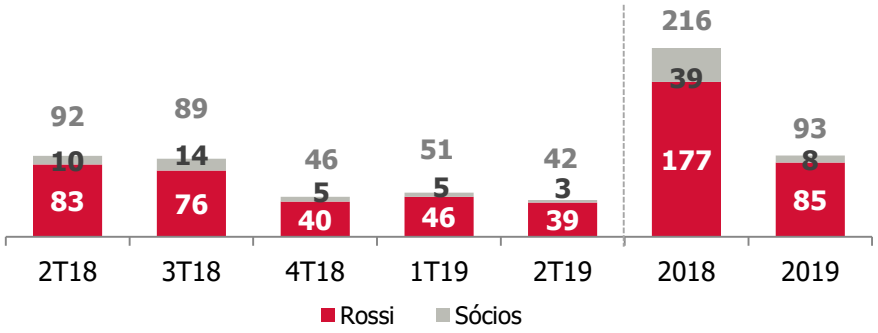


Resultados 2T19 e 1S19

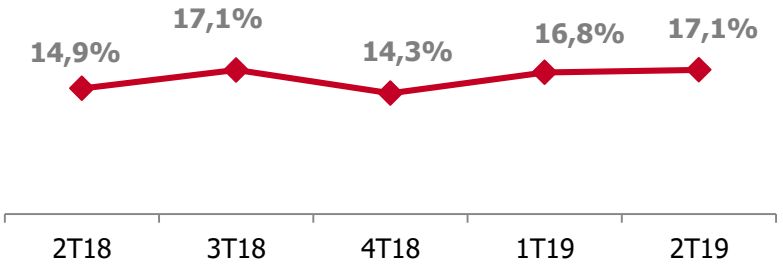
15 de agosto de 2019

Indicadores Operacionais

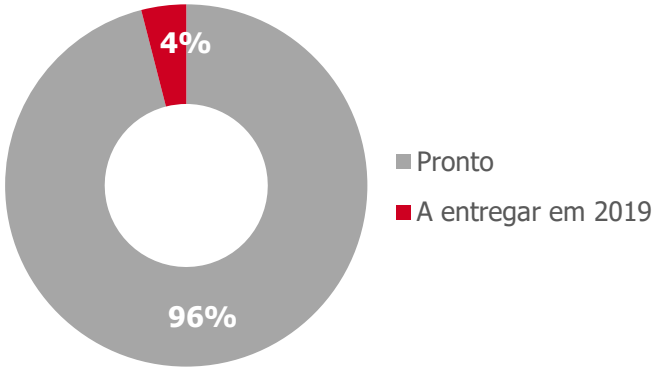
Vendas Brutas | R$ MM



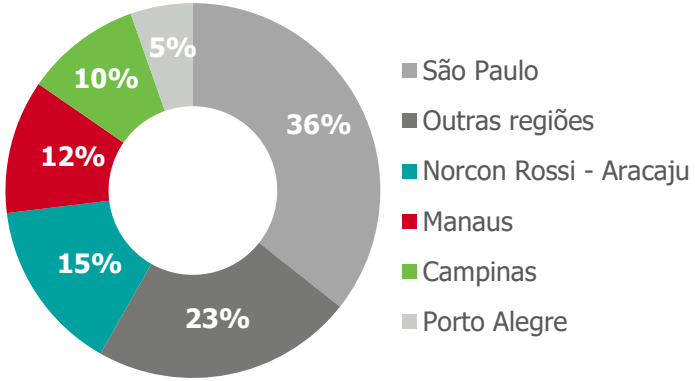
VSO Trimestral (% Rossi)



Vendas Brutas 2T19 | Estágio da Obra[1]



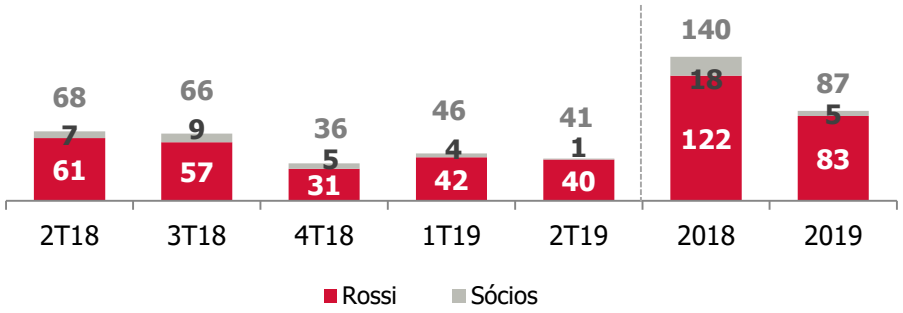
Vendas Brutas 2T19 | Região[1]



[1] Participação cia.

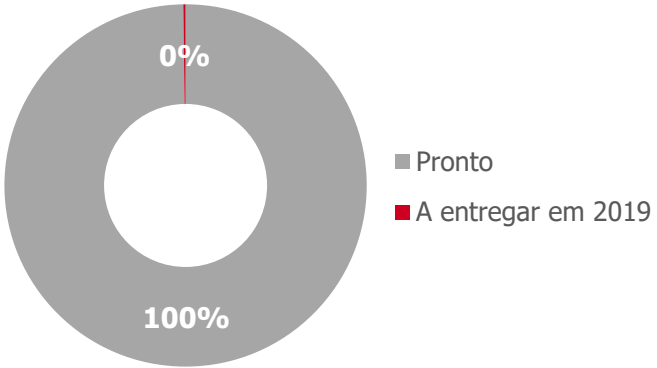
Indicadores Operacionais

Rescisão | R$ MM

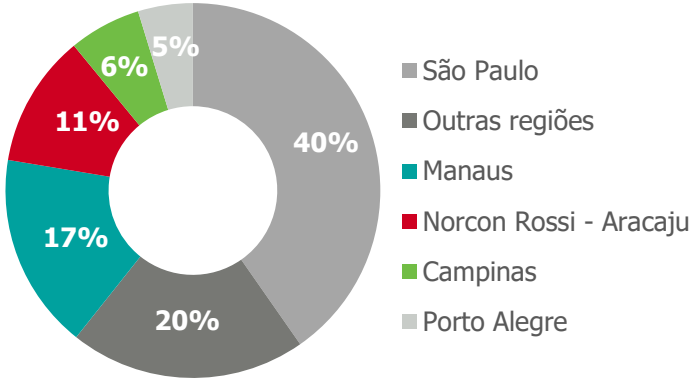


- **81%** do total de unidades rescindidas no acumulado do ano já foram revendidas;
- Redução de **34%** nas rescisões parte Rossi no 2T19 vs. 2T18 e de **32%** no 1S19 vs. 1S18.

Rescisão 2T19 | Estágio da Obra[1]



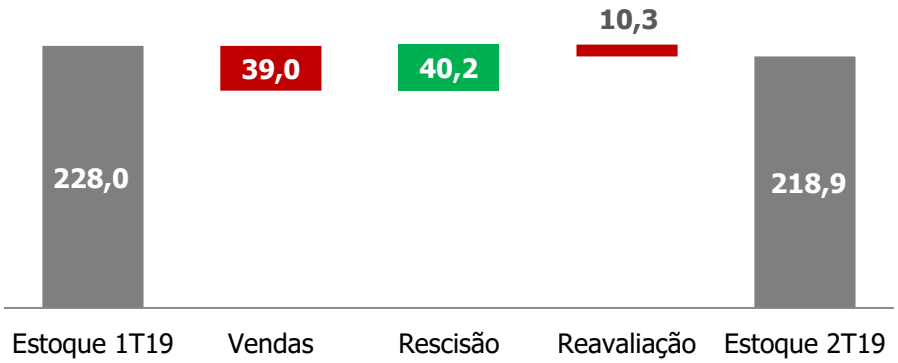
Rescisão 2T19 | Região[1]



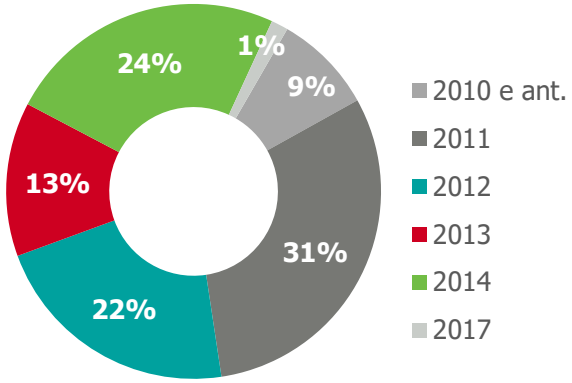
[1] Participação cia.

Estoque

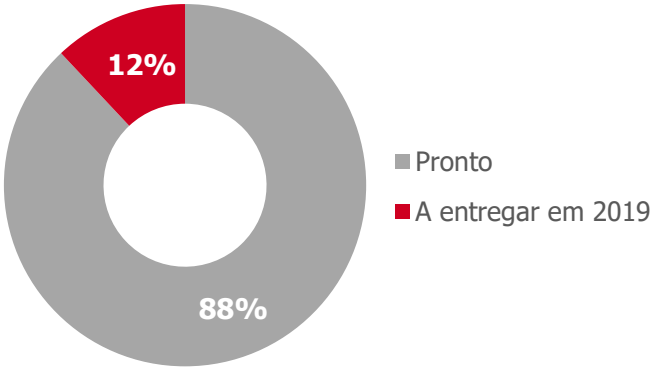
Evolução do Estoque[1] – 2T19 x 1T19 | R$ MM



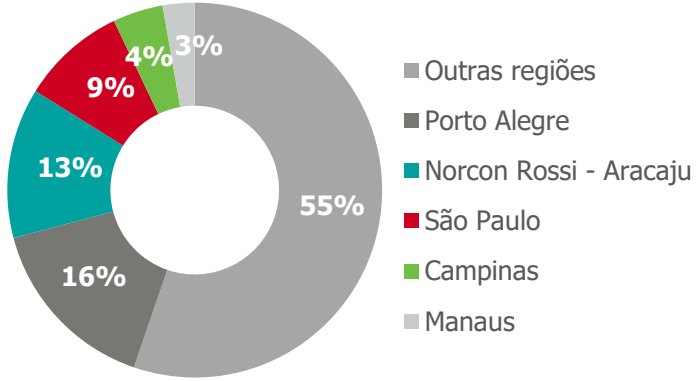
Estoque 2T19 | Ano de Lançamento[1]



Estoque 2T19 | Estágio da Obra[1]



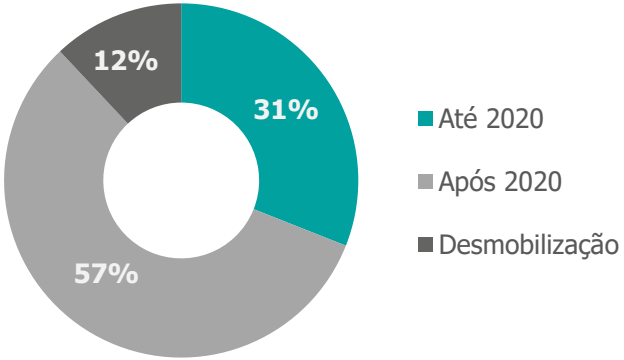
Estoque 2T19 | Região[1]



[1] Participação cia.

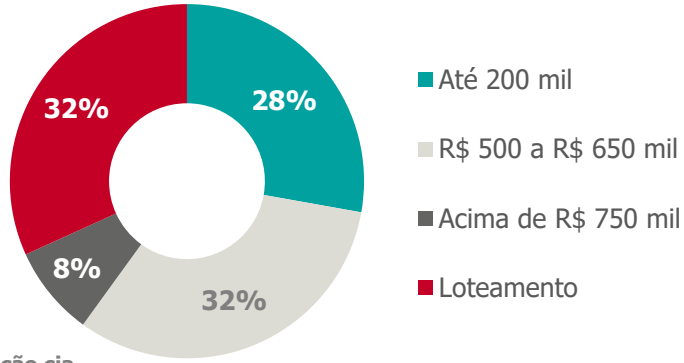
Banco de Terrenos

Banco de Terrenos | Lançamento[1]

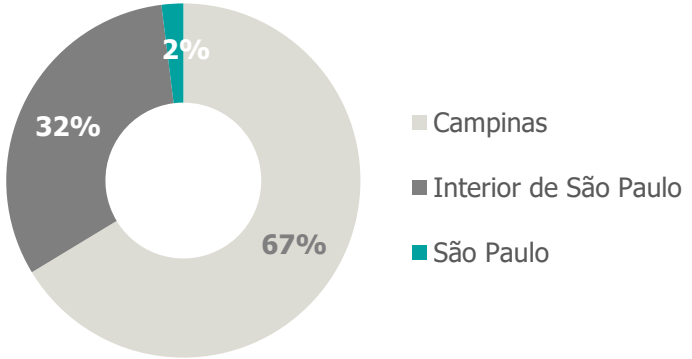


- **VGV Potencial | Loteamento e incorporação imobiliária:** R$ 7,3 bi (R$ 5,0 bi %Rossi)
  - **Lançamentos até 2020**: R$ 2,4 bi (R$ 1,8 bi %Rossi)
- **Desmobilização:** R$ 0,7 bi (R$ 0,7 bi %Rossi)

Lançamentos até 2020 | Segmento Renda[1]



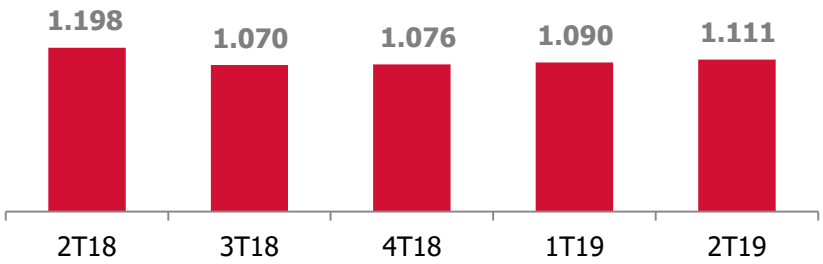
Lançamentos até 2020 | Região[1]



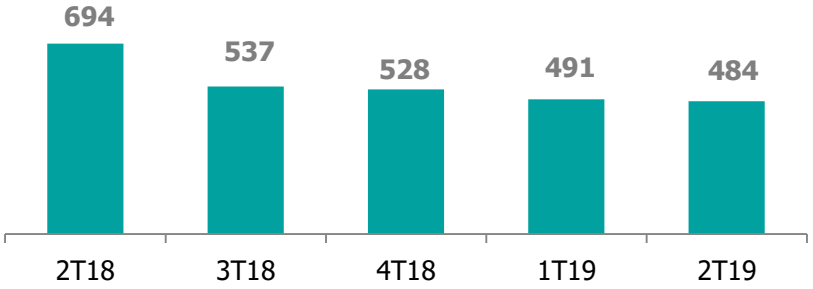
[1] Participação cia.

Evolução do Endividamento - IFRS

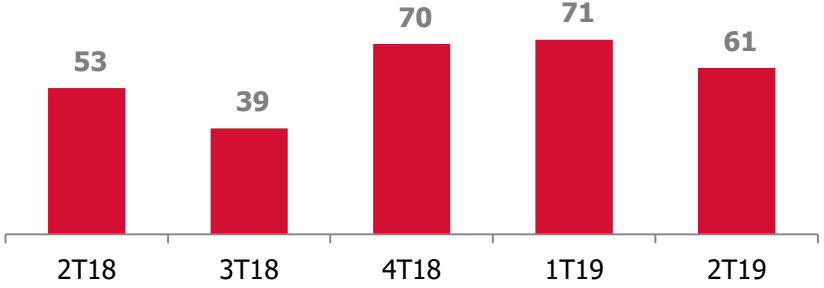
Endividamento Corporativo | R$ MM



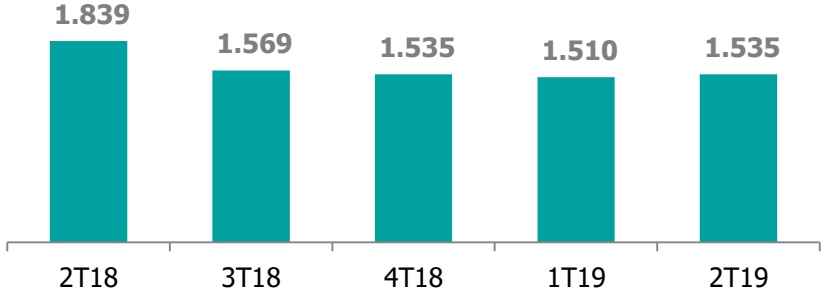
Endividamento SFH | R$ MM



Caixa e Disponibilidades | R$ MM

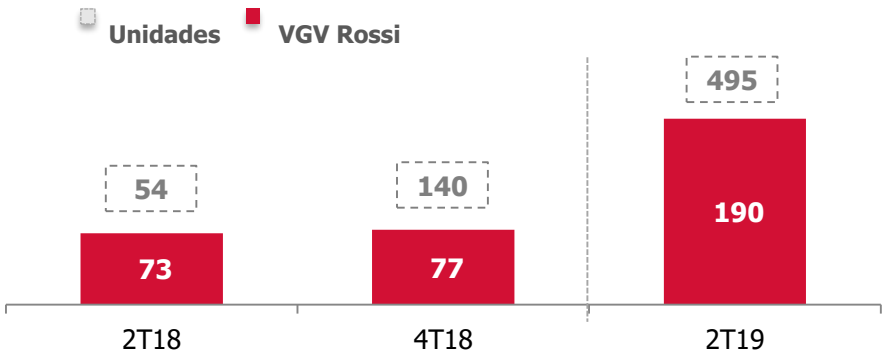


Endividamento Líquido | R$ MM

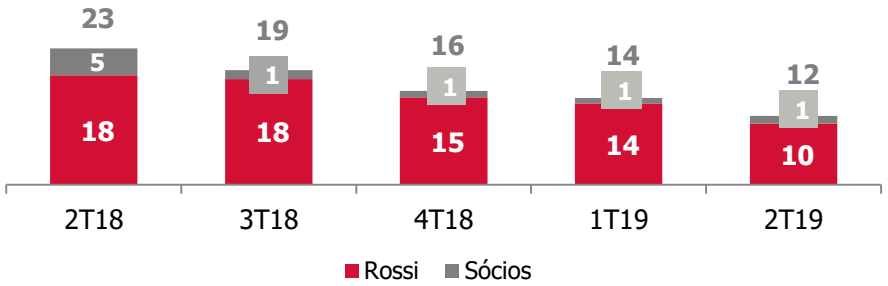


Drivers do Fluxo de Caixa

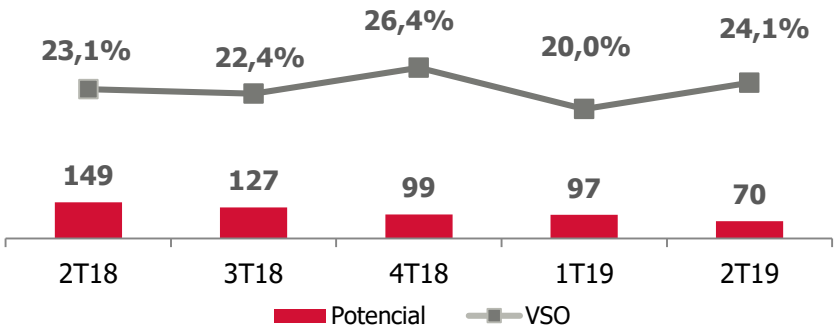
Obras entregues | VGV % Rossi e Unidades



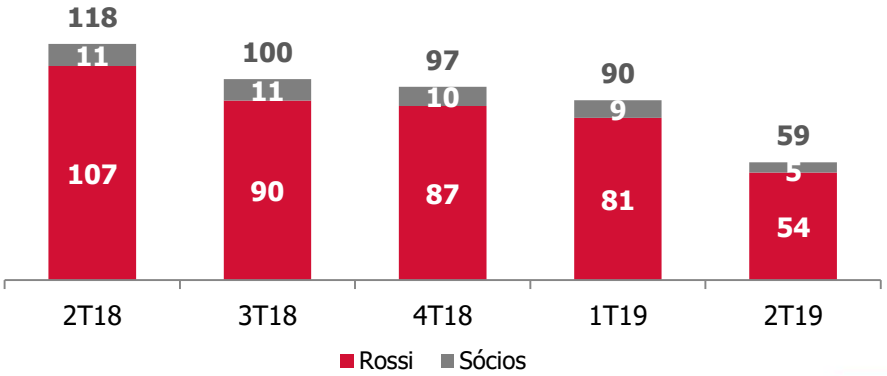
Custos a Incorrer | R$ MM



Velocidade do Repasse | VSO

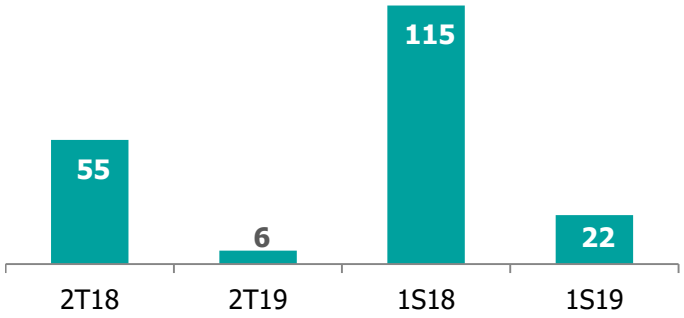


Entrada de Caixa | R$ MM

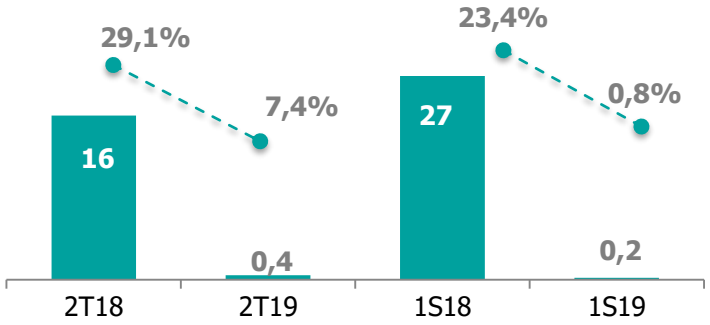


Destaques Financeiros

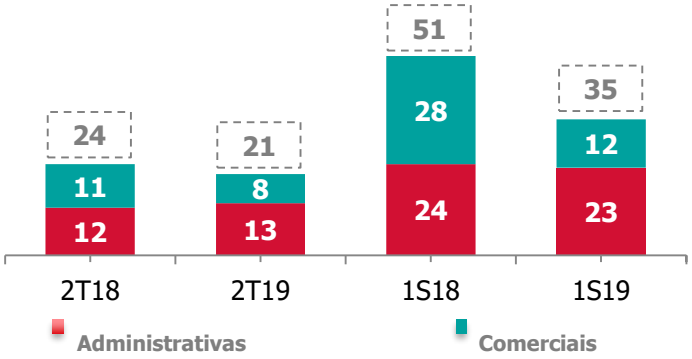
Receita Líquida | R$ MM



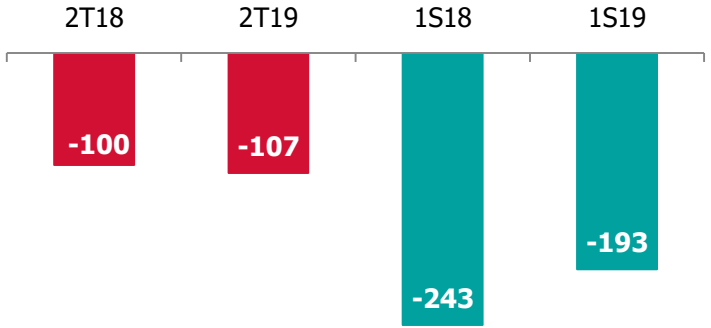
Lucro Bruto Ajustado[1] | R$ MM



SG&A (IFRS) | R$ MM



Lucro (Prejuízo) Líquido | R$ MM



[1] Margem bruta ajustada: exclui os encargos financeiros

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ROSSI

ROSSI

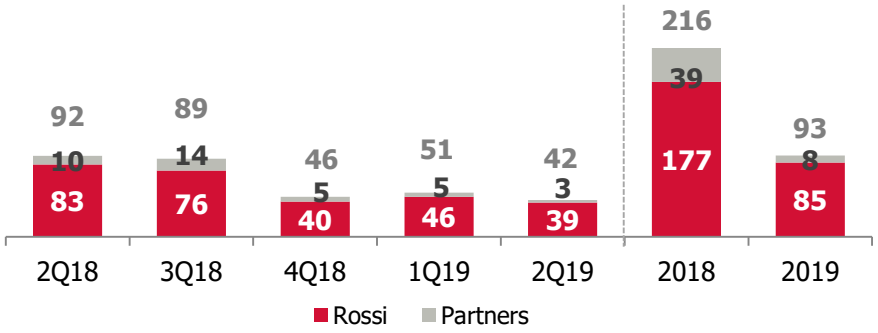


2Q19 and 1H19 Results

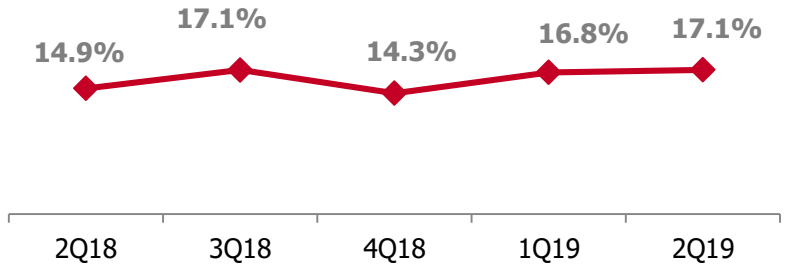
August 15, 2019

Operating Indicators

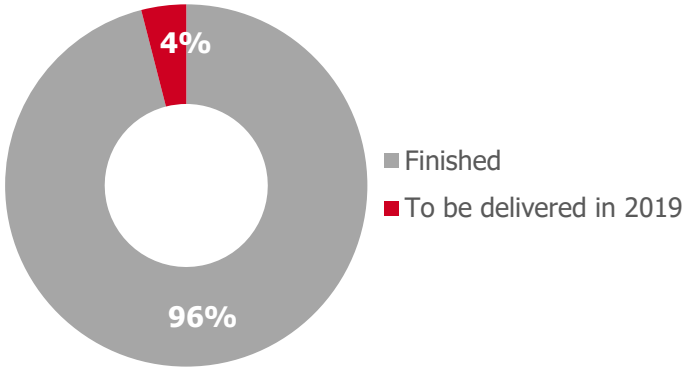
Gross Sales | R$ MM



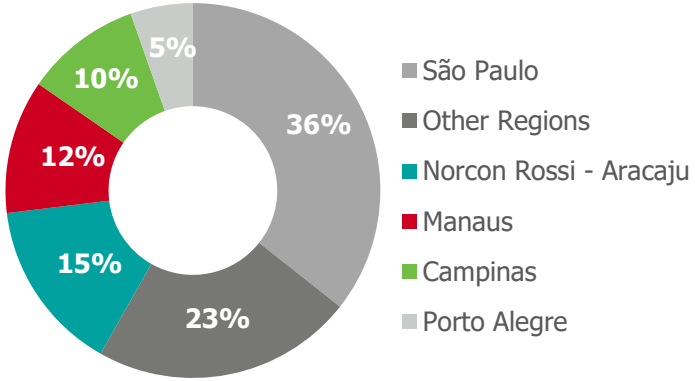
Quarterly SoS (% Rossi)



Gross Sales 2Q19 | Construction Stage[1]



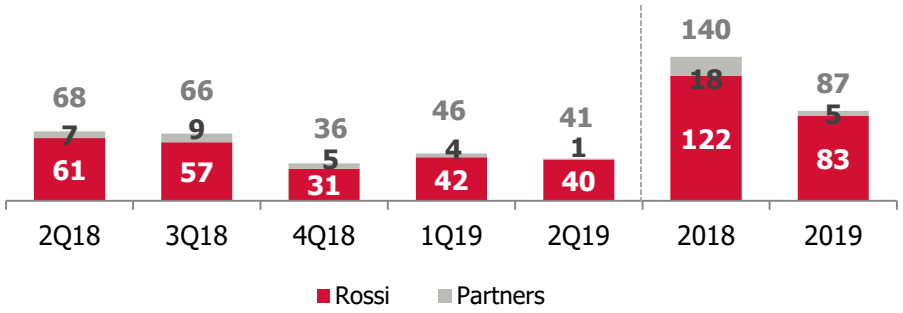
Gross Sales 2Q19 | Region[1]



[1] Company's share

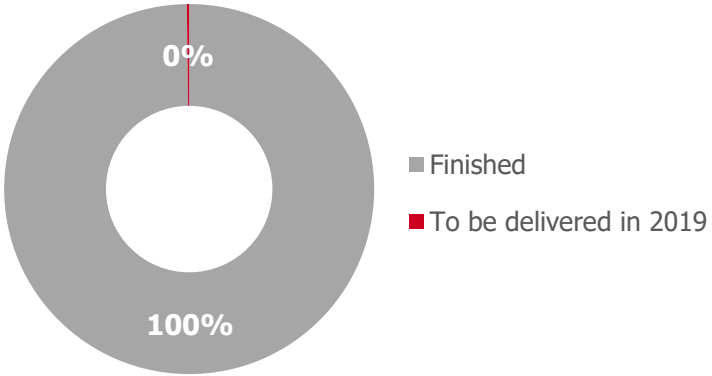
Operating Indicators

Cancellation | R$ MM

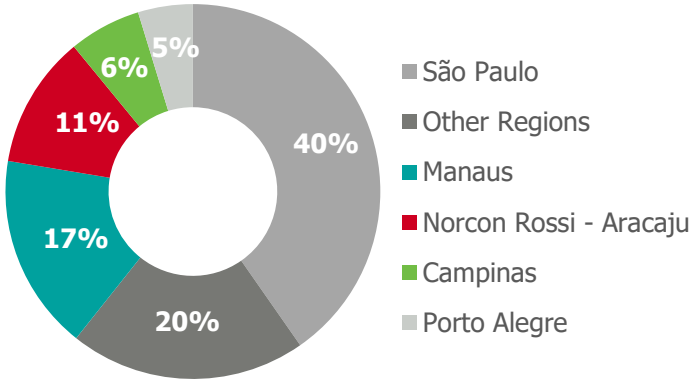


- **81%** of cancelled units in 2019 were already resold;
- **34%** decrease in cancellations (%Rossi) in 2Q19 vs. 2Q18 and a **32%** drop in 1H19 vs. 1H18 (%Rossi).

Cancellation 2Q19 | Construction Stage[1]



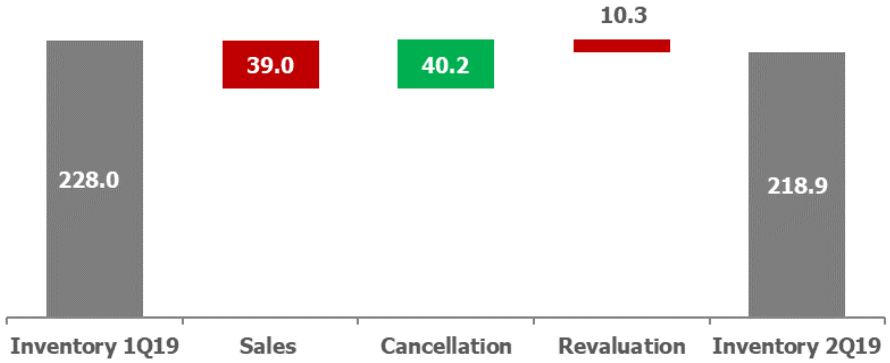
Cancellation 2Q19 | Region[1]



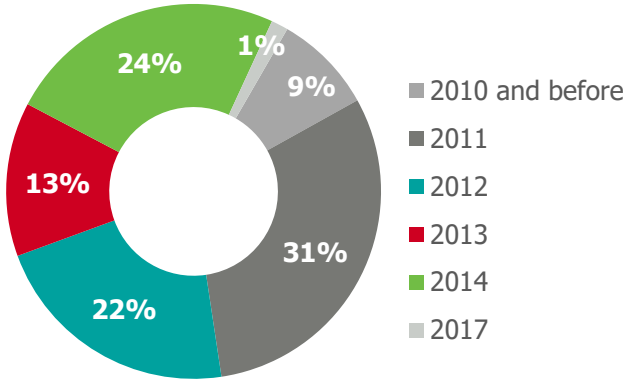
[1] Company's share

Inventory

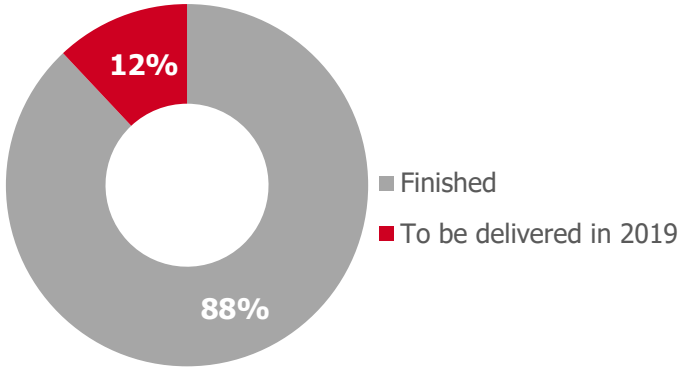
Inventory Evolution[1] – 2Q19 x 1Q19 | R$ MM



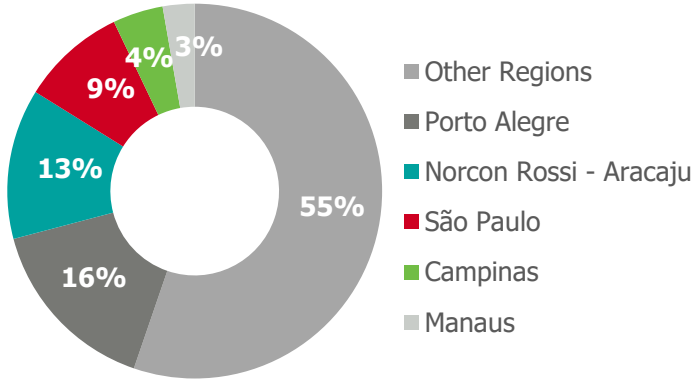
Inventory 2Q19 | Year of Launch[1]



Inventory 2Q19 | Construction Stage[1]



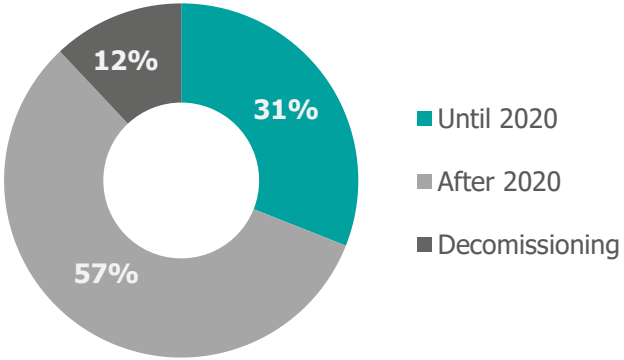
Inventory 2Q19 | Region[1]



[1] Company's share

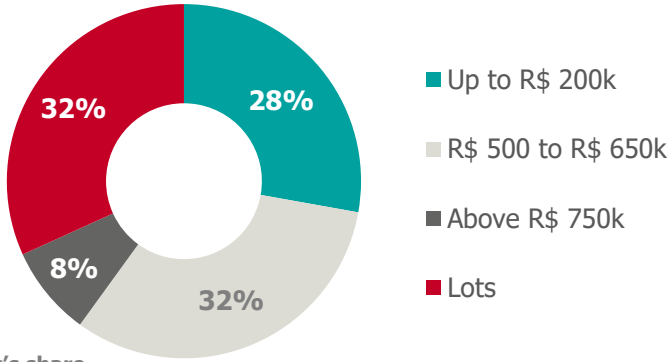
Land Bank

Landbank | Launches[1]

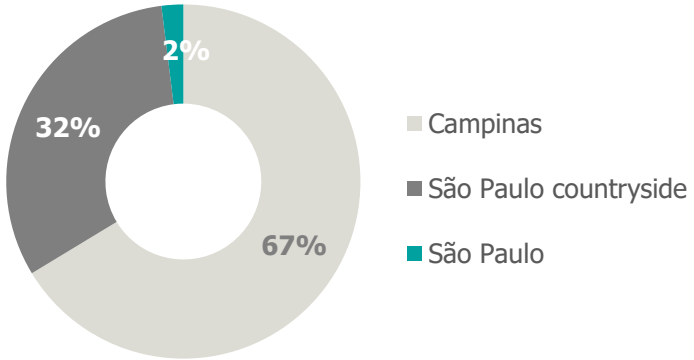


- **Potential PSV | Allotments and Real Estate Development:** R$ 7.3 bi (R$ 5.0 bi %Rossi)
  - **Launches until 2020**: R$ 2.4 bi (R$ 1.8 bi %Rossi)
- **Decomissioning:** R$ 0.7 bi (R$ 0.7 bi %Rossi)

Launches until 2020 | Segment[1]



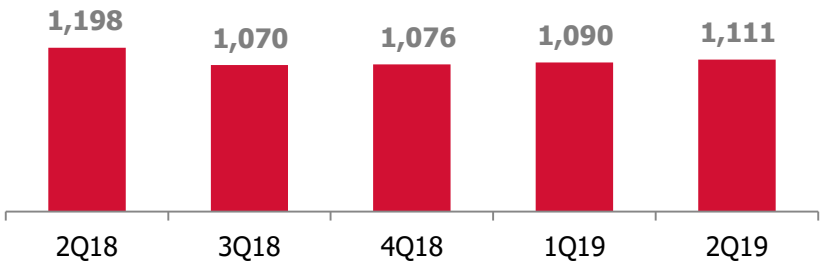
Launches until 2020 | Region[1]



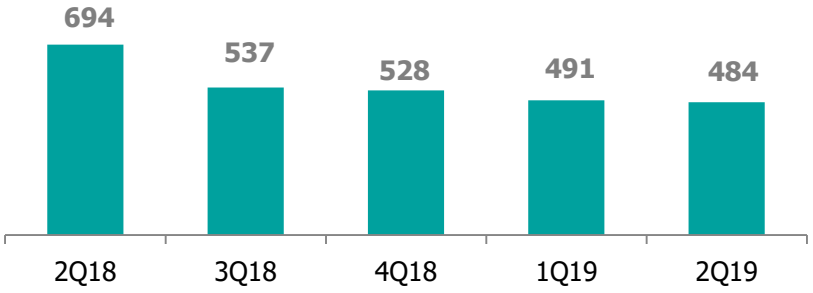
[1] Company's share

Debt Evolution - IFRS

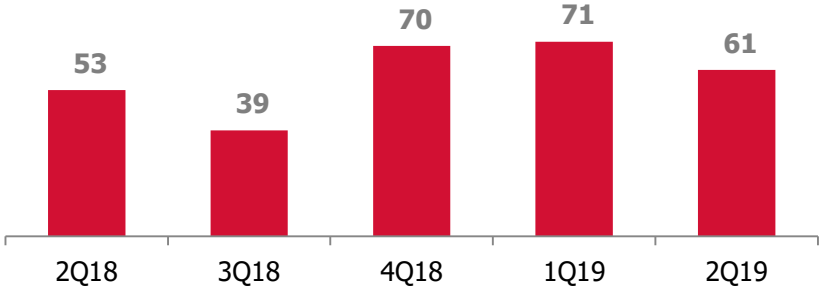
Corporate Debt | R$ MM



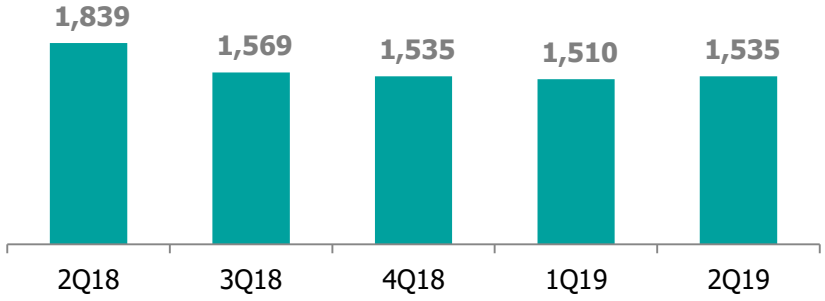
SFH Debt | R$ MM



Cash and Equivalents | R$ MM

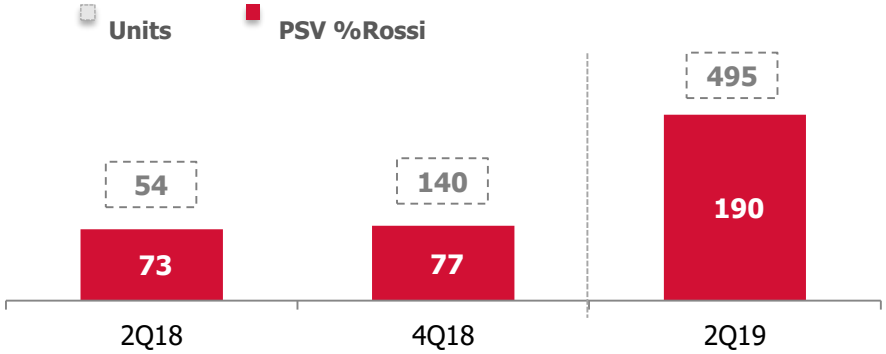


Net Debt | R$ MM

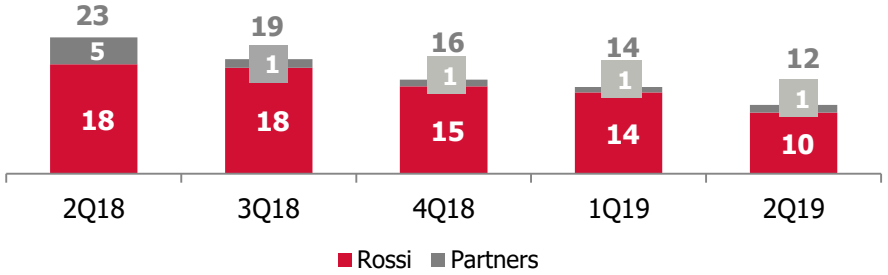


Cash Flow Drivers

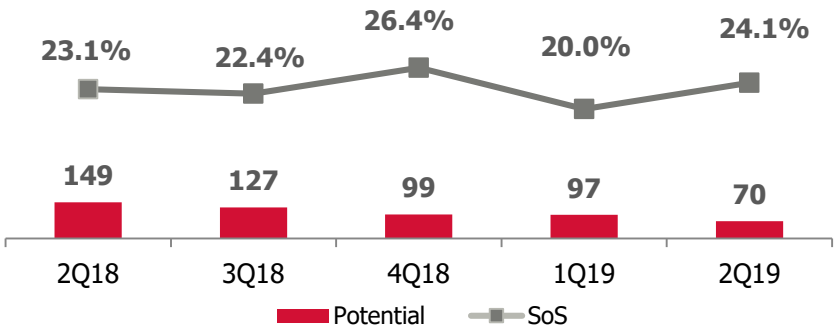
Deliveries | PSV Rossi and Units



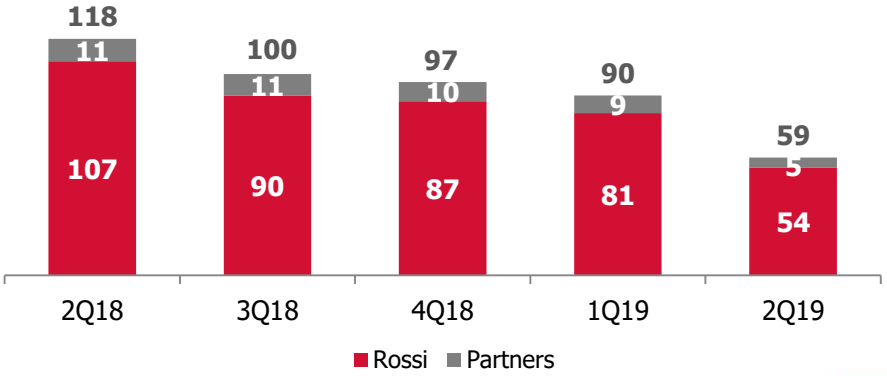
Costs to be Incurred | R$ MM



Transfer Speed | SoS

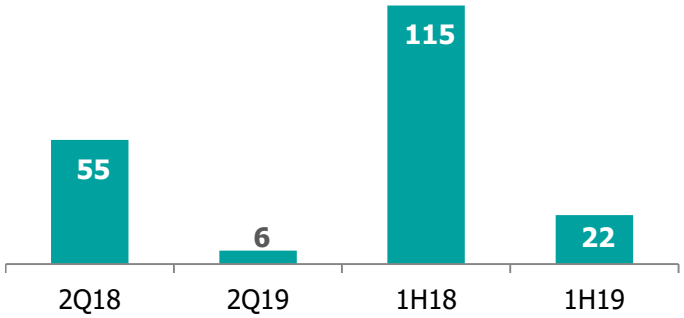


Cash Inflow | R$ MM

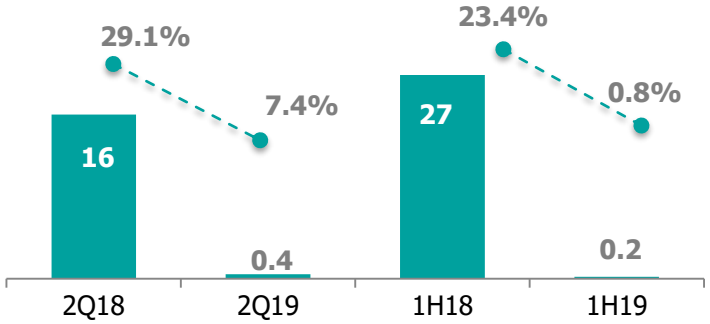


Financial Highlights

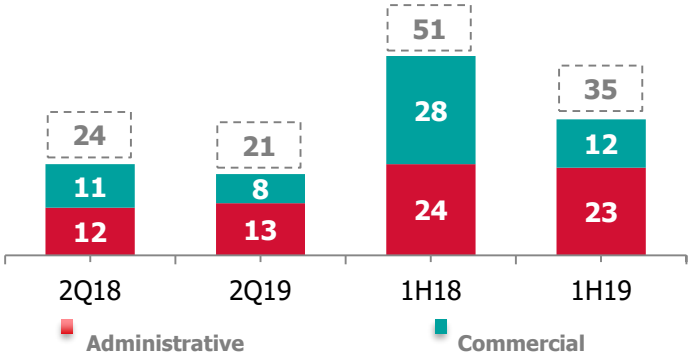
Net Revenue | R$ MM



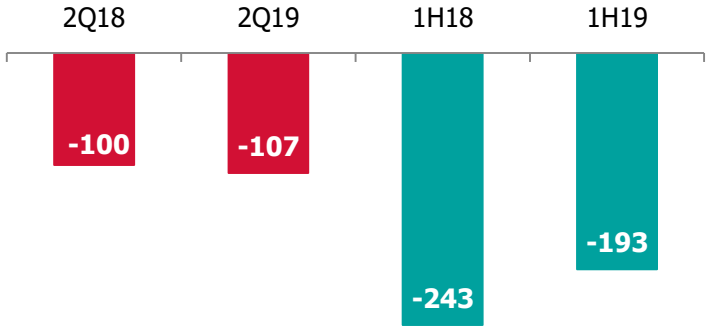
Adjusted Gross Income[1] | R$ MM



SG&A (IFRS) | R$ MM



Net Income (Loss) | R$ MM



[1] Gross Margin excluding interest allocated to cost

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