ROSSI

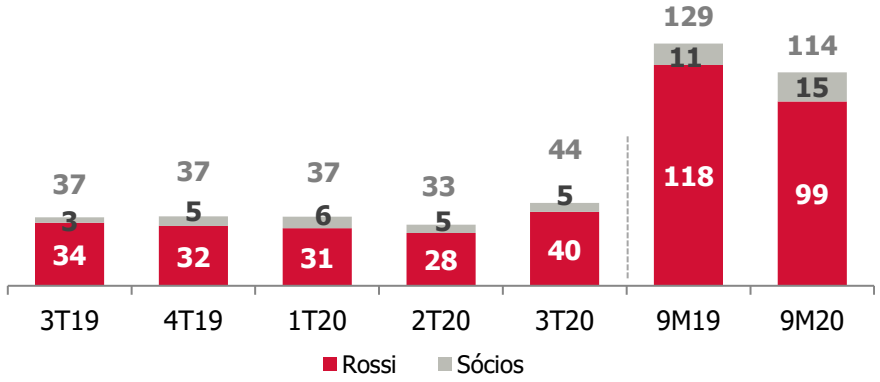


Resultados 3T20 e 9M20

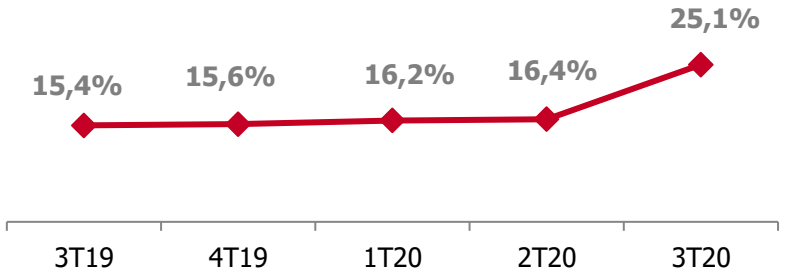
12 de novembro de 2020

Indicadores Operacionais

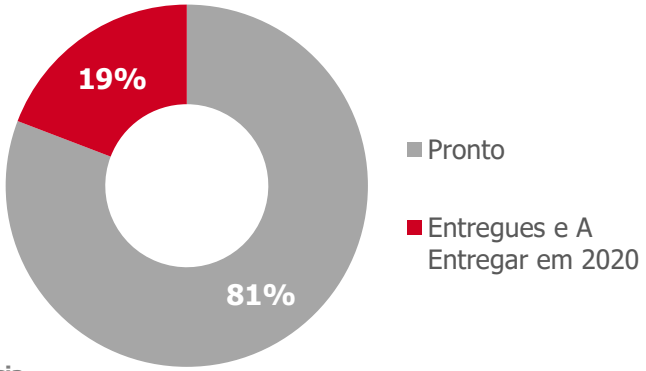
Vendas Brutas | R$ MM



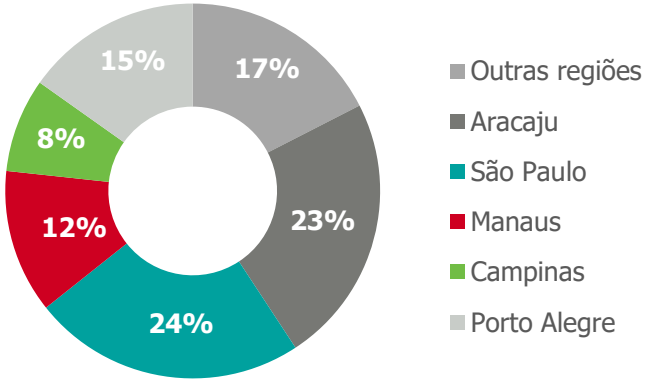
VSO Trimestral (% Rossi)



Vendas Brutas 3T20 | Estágio da Obra[1]



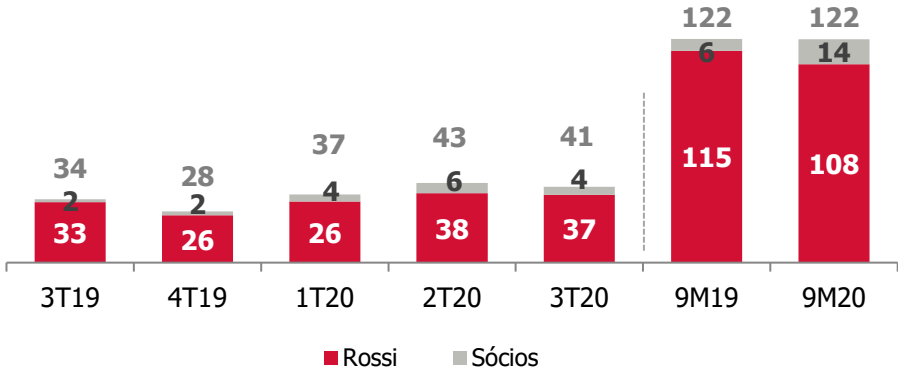
Vendas Brutas 3T20 | Região[1]



[1] Participação cia.

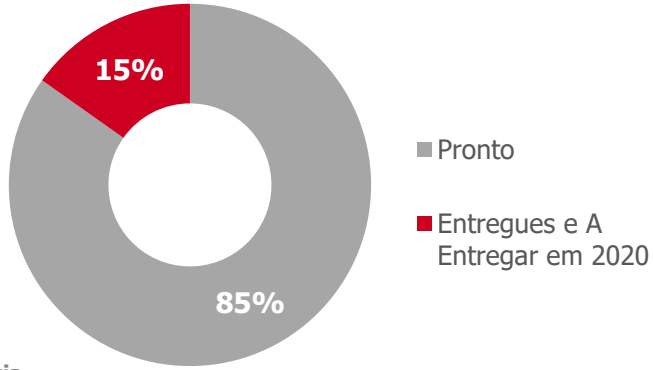
Indicadores Operacionais

Rescisão | R$ MM

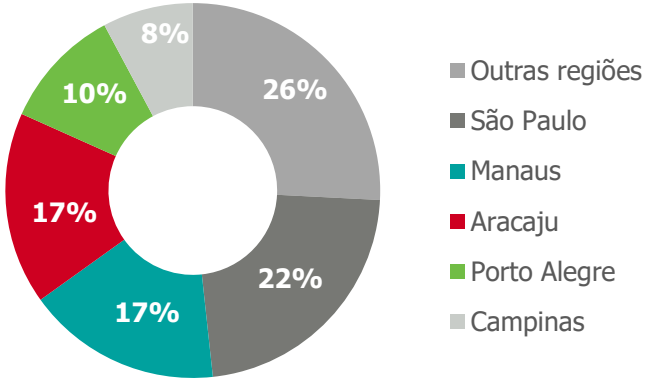


- **92%** do total de unidades rescindidas em 2020 já foram revendidas;
- Queda de **6%** nas rescisões parte Rossi nos 9M20 vs. 9M19.

Rescisão 3T20 | Estágio da Obra[1]



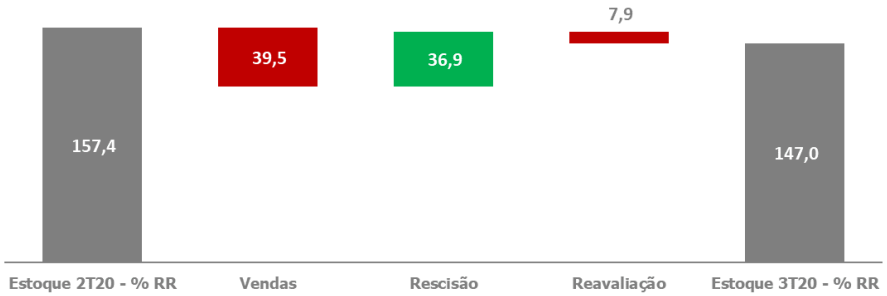
Rescisão 3T20 | Região[1]



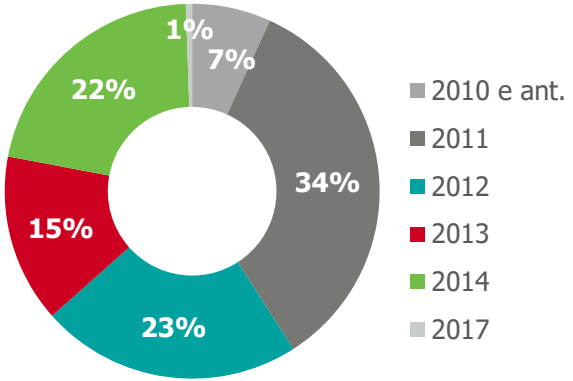
[1] Participação cia.

Estoque

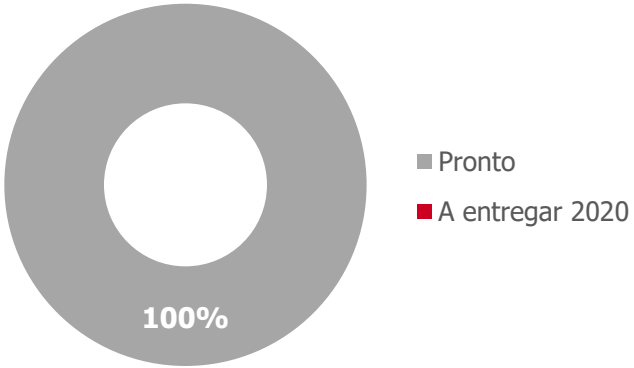
Evolução do Estoque – 3T20 x 2T20 | R$ MM



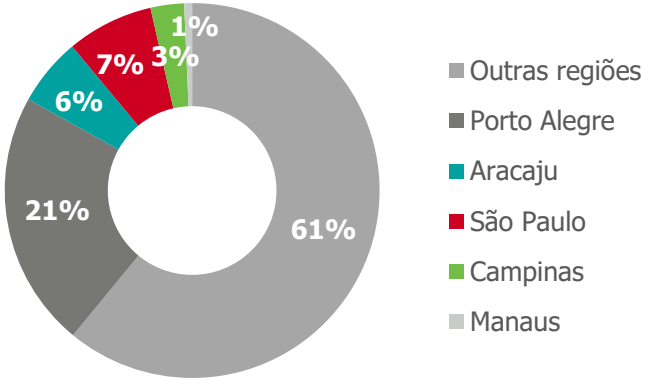
Estoque 3T20 | Ano de Lançamento[1]



Estoque 3T20 | Estágio da Obra[1]



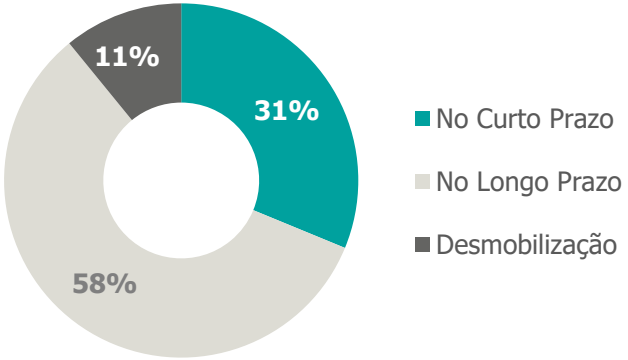
Estoque 3T20 | Região[1]



[1] **Participação cia.**

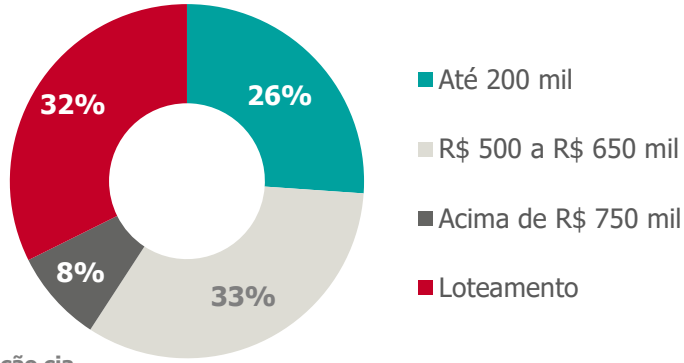
Banco de Terrenos

Banco de Terrenos | Lançamento[1]

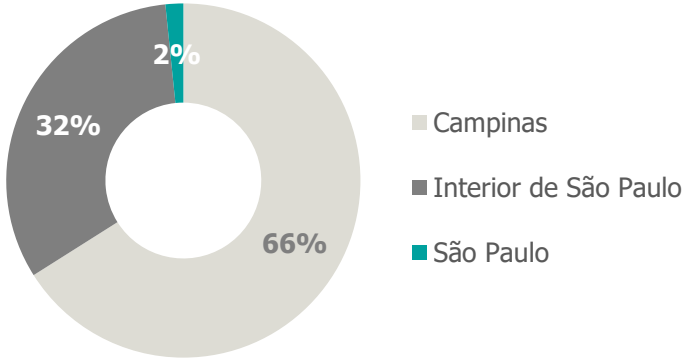


- VGV Potencial | Loteamento e incorporação imobiliária: R$ 7,3 bi (R$ 4,9 bi % Rossi)
  - Lançamentos possíveis no Curto Prazo: R$ 2,4 bi (R$ 1,7 bi % Rossi)
- Desmobilização: R$ 0,6 bi (R$ 0,6 bi % Rossi)

Lançamentos no Curto Prazo | Segmento Renda[1]



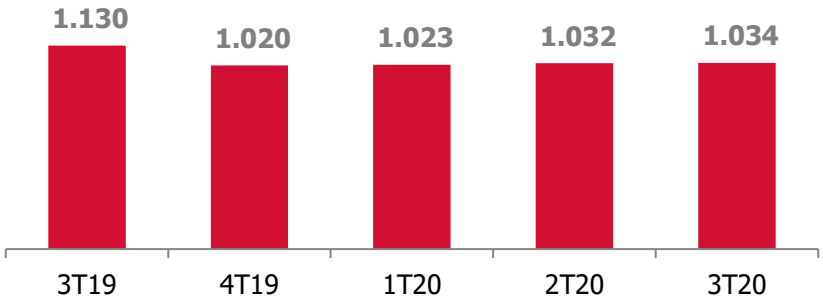
Lançamentos no Curto Prazo | Região[1]



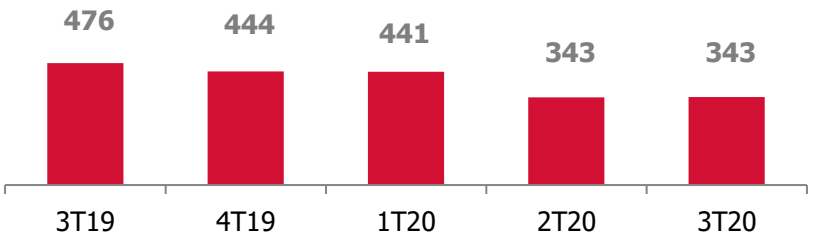
[1] Participação cia.

Evolução do Endividamento - IFRS

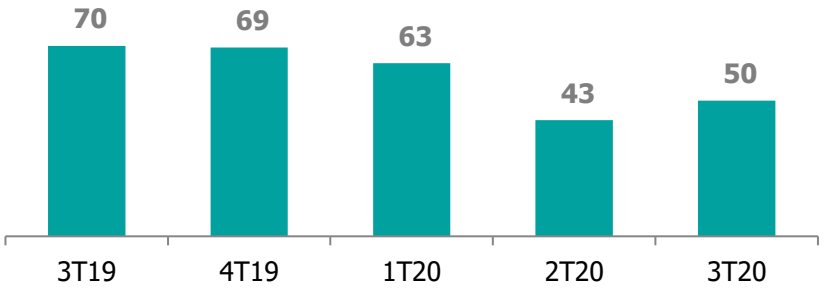
Endividamento Corporativo | R$ MM



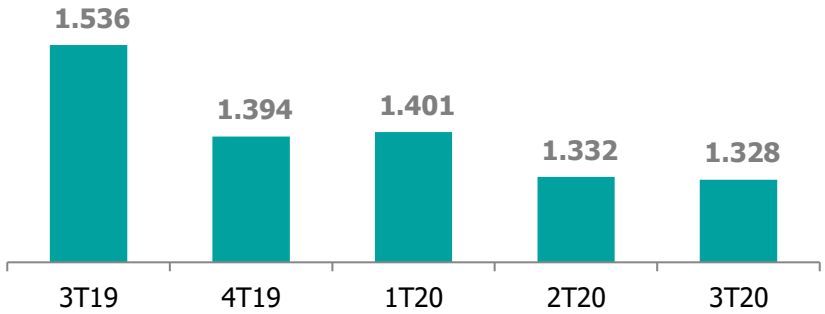
Endividamento SFH | R$ MM



Caixa e Disponibilidades | R$ MM

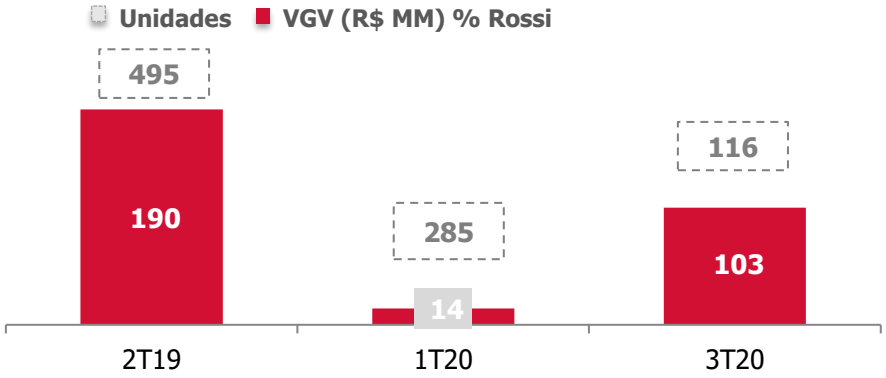


Endividamento Líquido | R$ MM

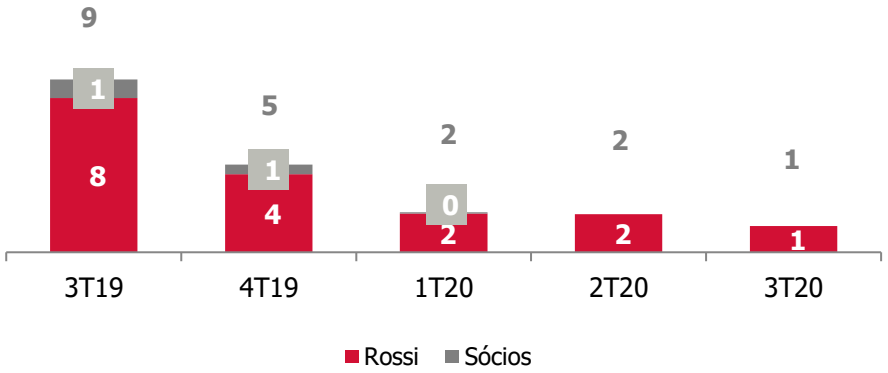


Drivers do Fluxo de Caixa

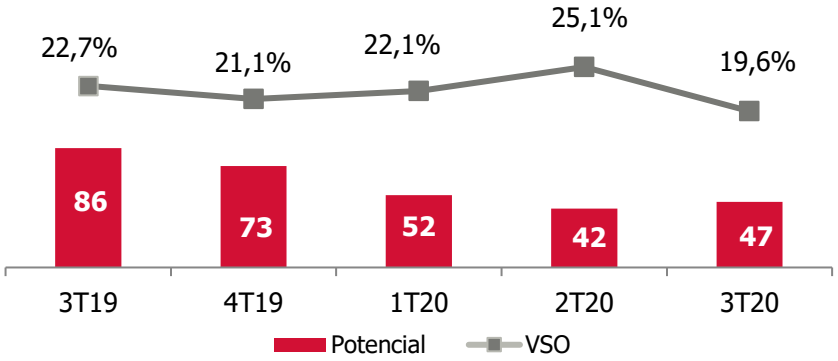
Obras entregues | VGV % Rossi e Unidades



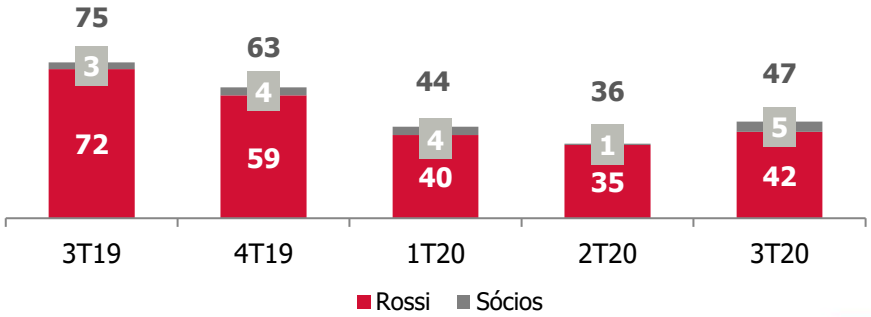
Custos a Incorrer | R$ MM



Velocidade do Repasse | VSO

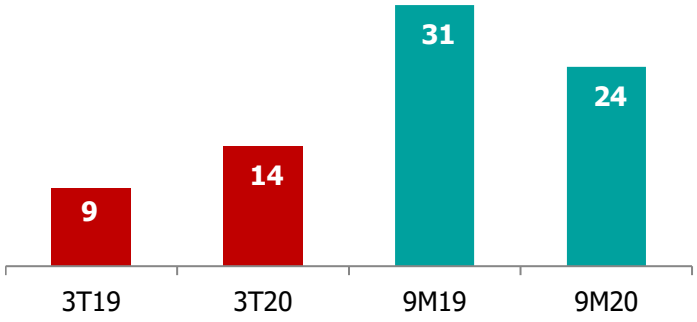


Entrada de Caixa | R$ MM

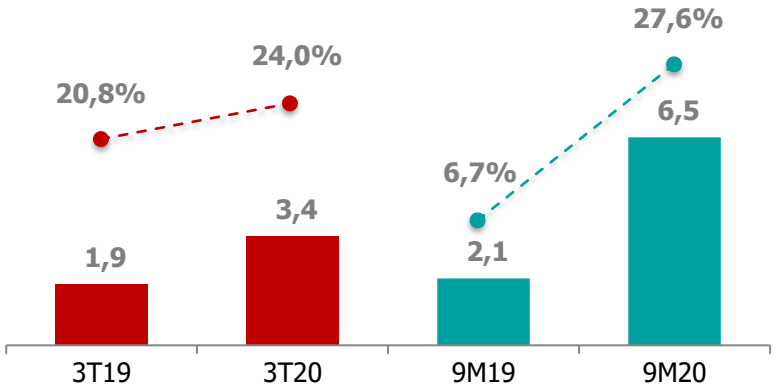


Destaques Financeiros

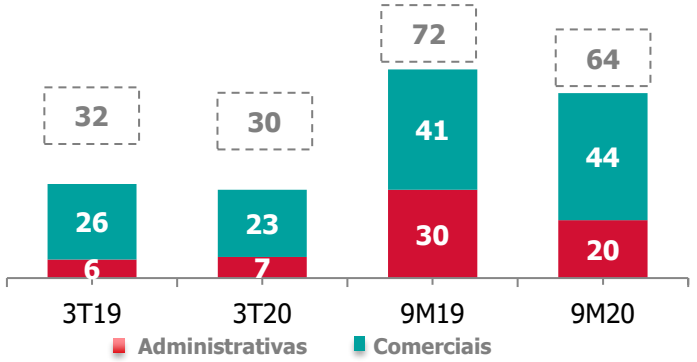
Receita Líquida | R$ MM



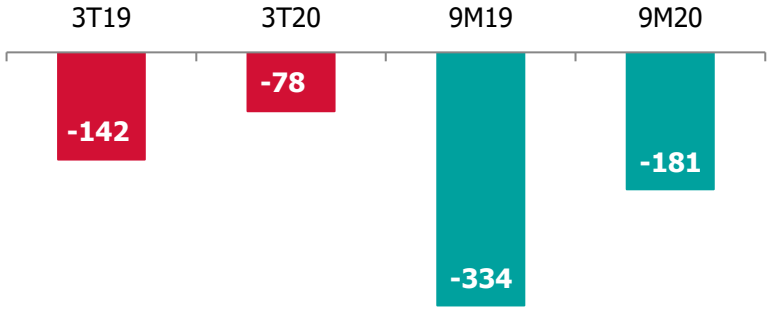
Lucro Bruto Ajustado[1] | R$ MM



SG&A (IFRS) | R$ MM



Lucro (Prejuízo) Líquido | R$ MM



[1] Margem bruta ajustada: exclui os encargos financeiros

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Fernando Miziara
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Equipe RI
Vitor Alvarez

ROSSI

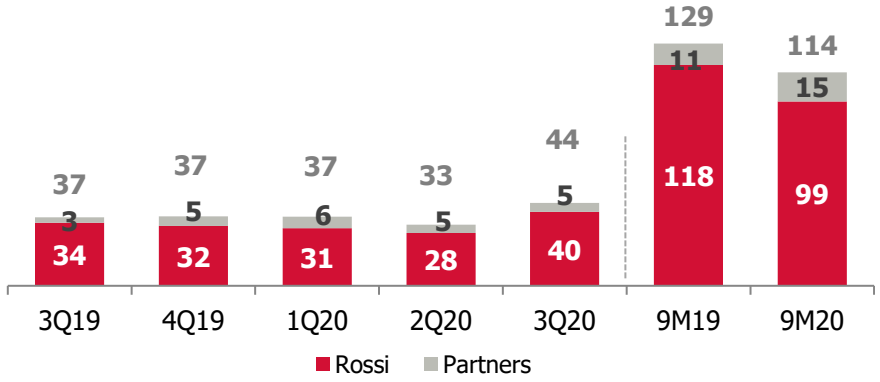


3Q20 and 9M20 Results

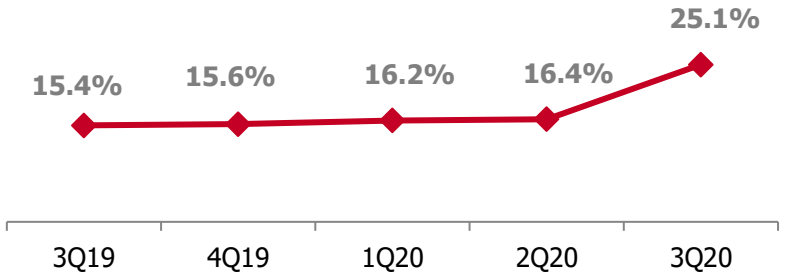
November 12, 2020

Operating Indicators

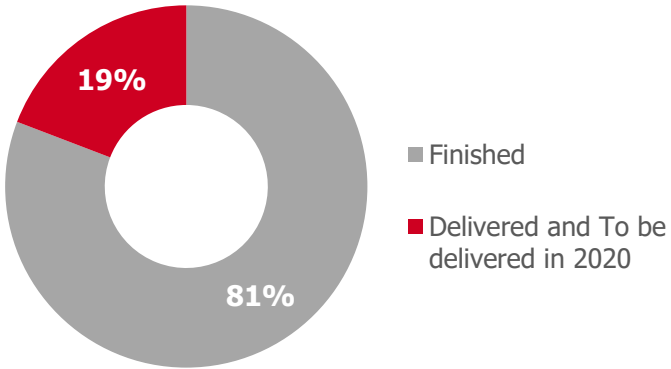
Gross Sales | R$ MM



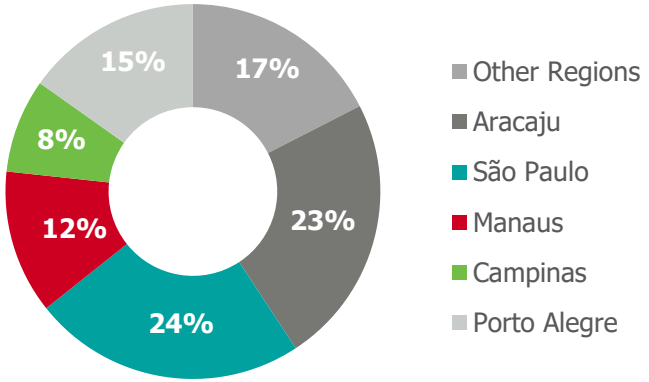
Quarterly SoS (% Rossi)



Gross Sales 3Q20 | Construction Stage[1]



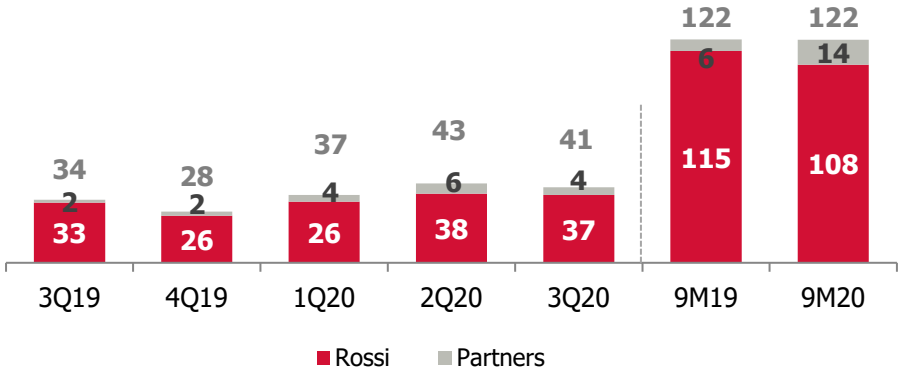
Gross Sales 3Q20 | Region[1]



[1] Company's share

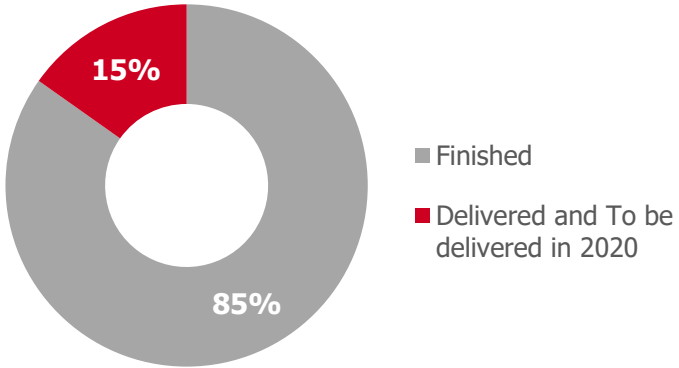
Operating Indicators

Cancellation | R$ MM

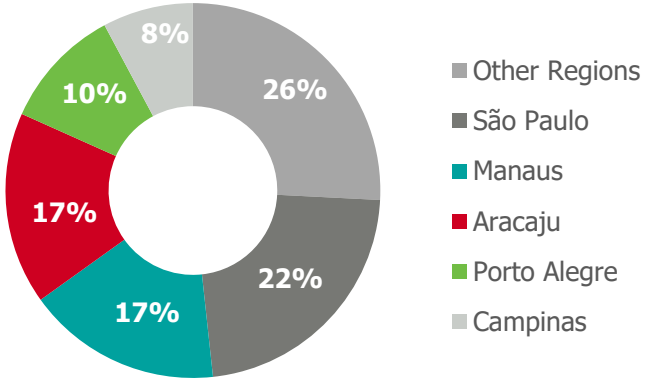


- **92%** of cancelled units in 2020 were already resold;
- Reduction of **6%** in cancellation (% Rossi) in 9M20 vs. 9M19.

Cancellation 3Q20 | Construction Stage[1]



Cancellation 3Q20 | Region[1]



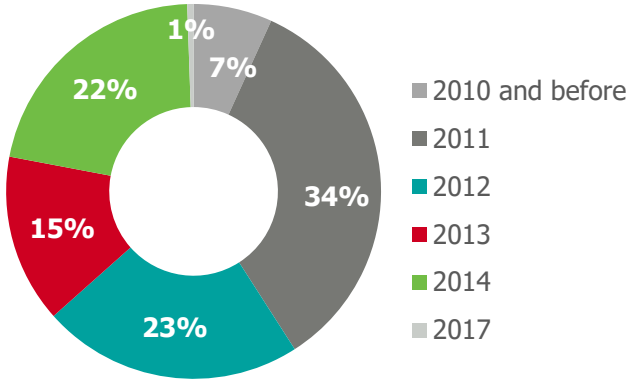
[1] Company's share

Inventory

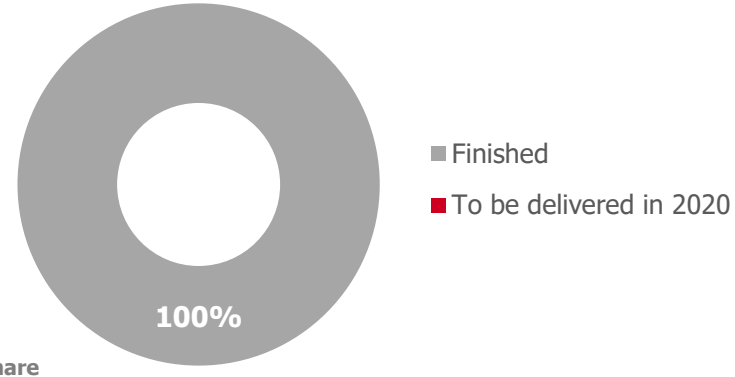
Inventory Evolution – 3Q20 x 2Q20 | R$ MM



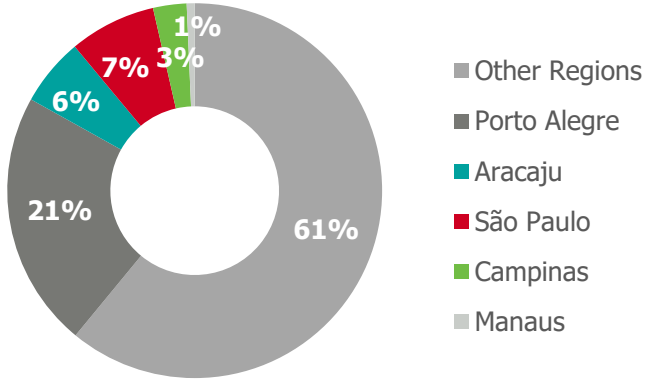
Inventory 3Q20 | Year of Launch[1]



Inventory 3Q20 | Construction Stage[1]



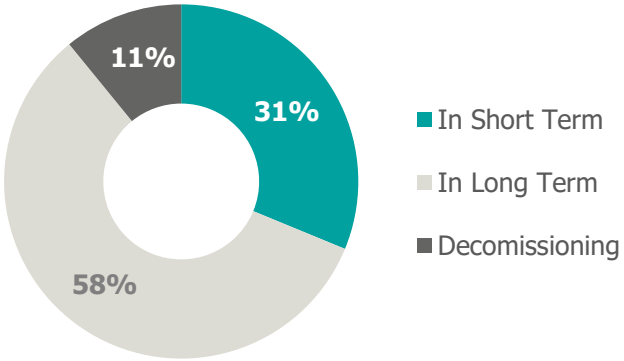
Inventory 3Q20 | Region[1]



[1] Company's share

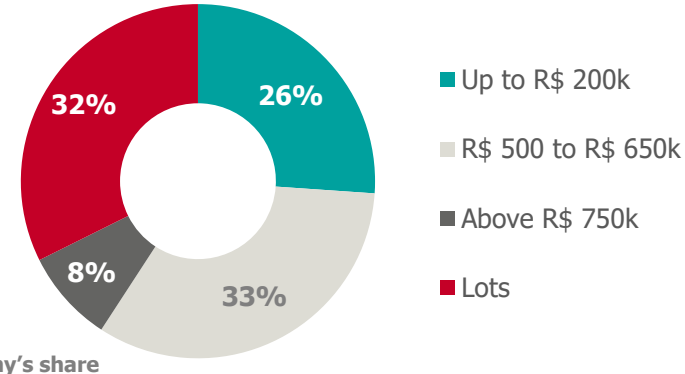
Land Bank

Landbank | Launches[1]

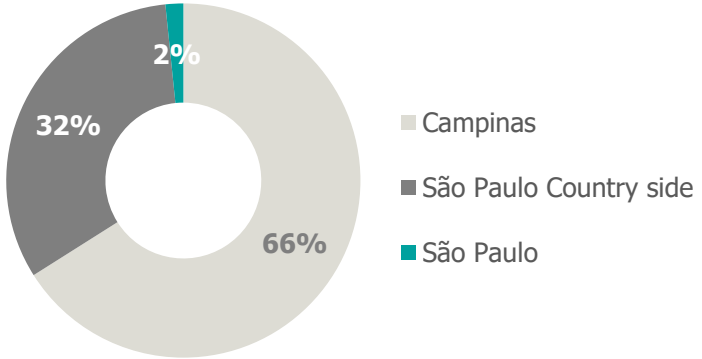


- Potential PSV | Allotments and Real Estate Development: R$ 7.3 bi (R$ 4.9 bi % Rossi)
  - ➢ Launches possible in Short Term: R$ 2.4 bi (R$ 1.7 bi % Rossi)
- Decomissioning: R$ 0.6 bi (R$ 0.6 bi % Rossi)

Launches in Short Term | Segment[1]



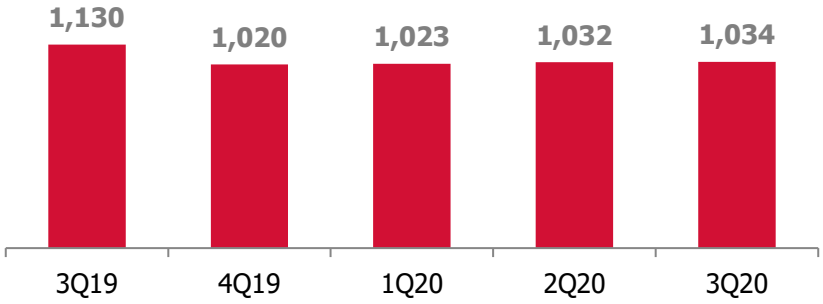
Launches in Short Term | Region[1]



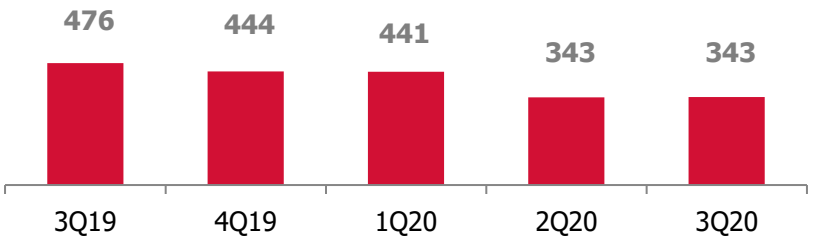
[1] Company's share

Debt Evolution - IFRS

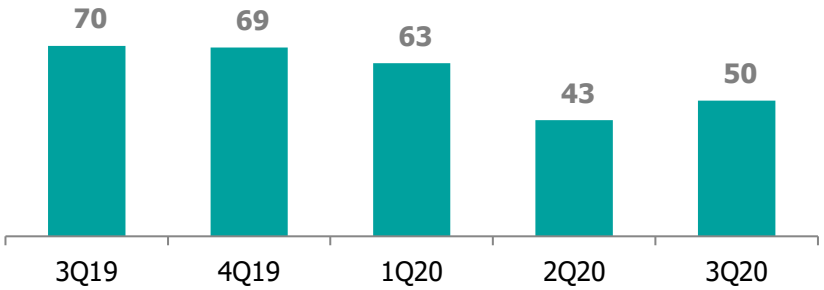
Corporate Debt | R$ MM



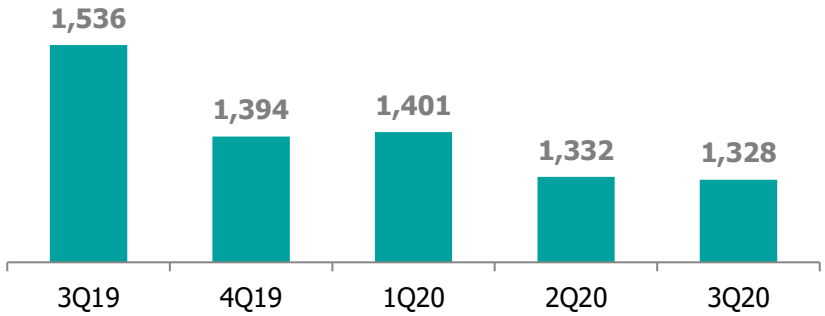
SFH Debt | R$ MM



Cash and Equivalents | R$ MM

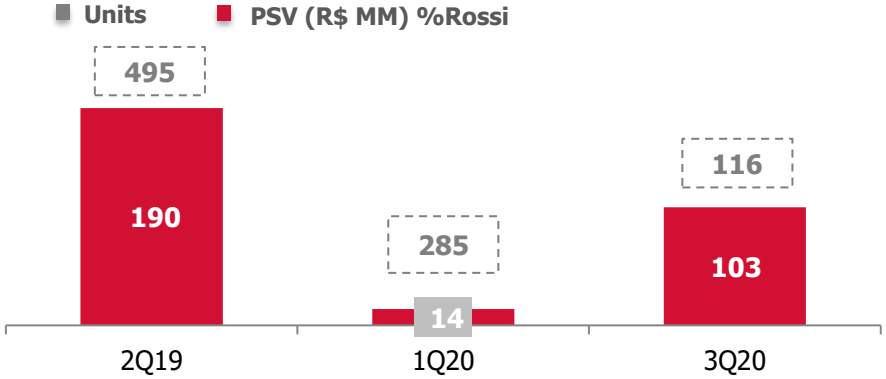


Net Debt | R$ MM

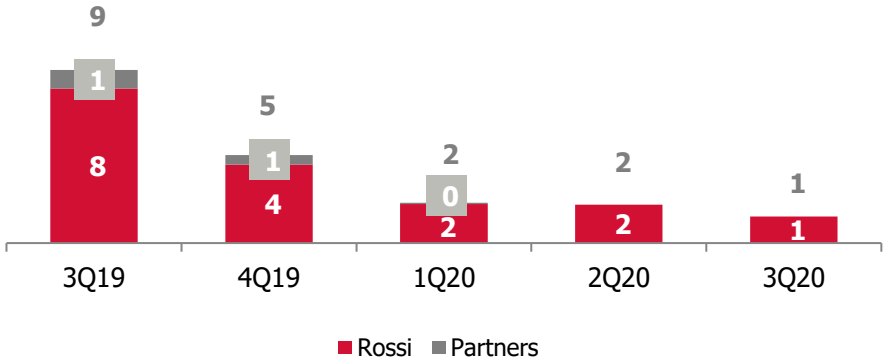


Cash Flow Drivers

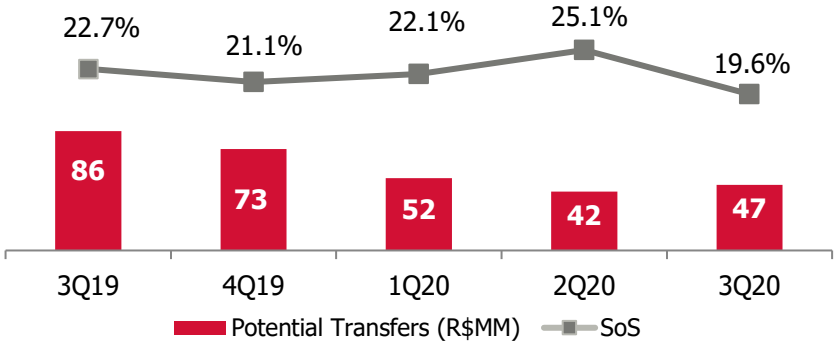
Deliveries | PSV Rossi and Units



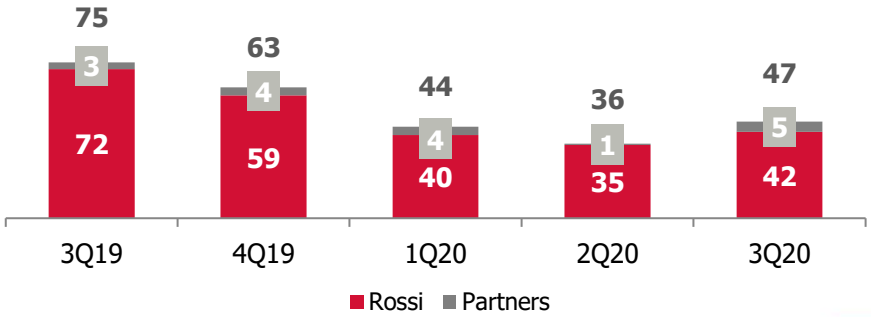
Costs to be Incurred | R$ MM



Transfer Speed | SoS

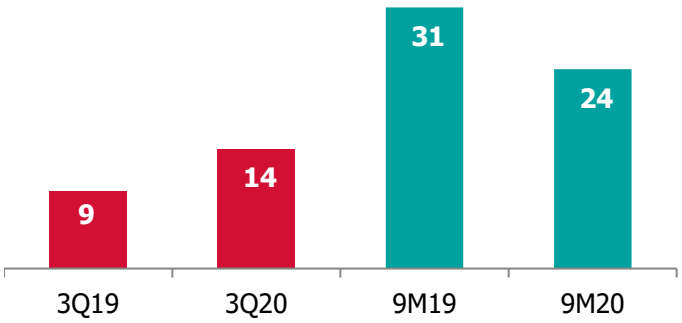


Cash Inflow | R$ MM

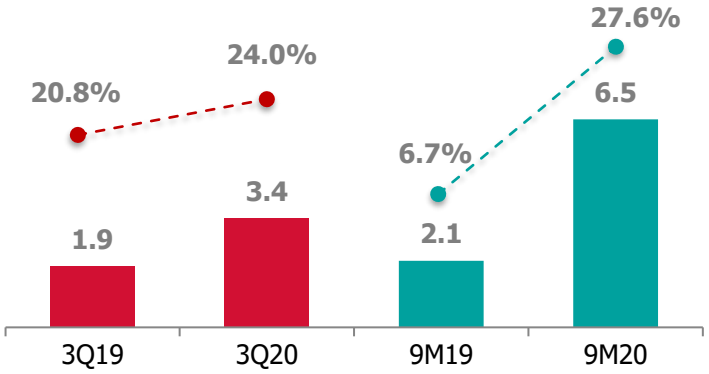


Financial Highlights

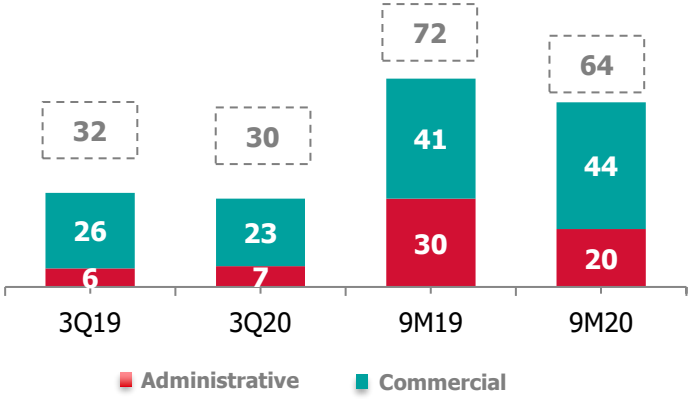
Net Revenue | R$ MM



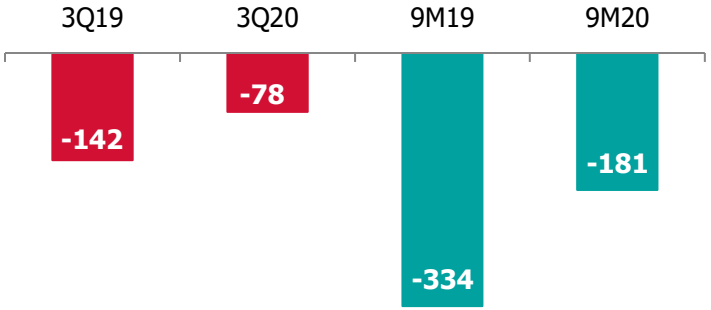
Adjusted Gross Income[1] | R$ MM



G&A (IFRS) | R$ MM



Net Income (Loss) | R$ MM



[1] Gross Margin excluding interest allocated to cost

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