

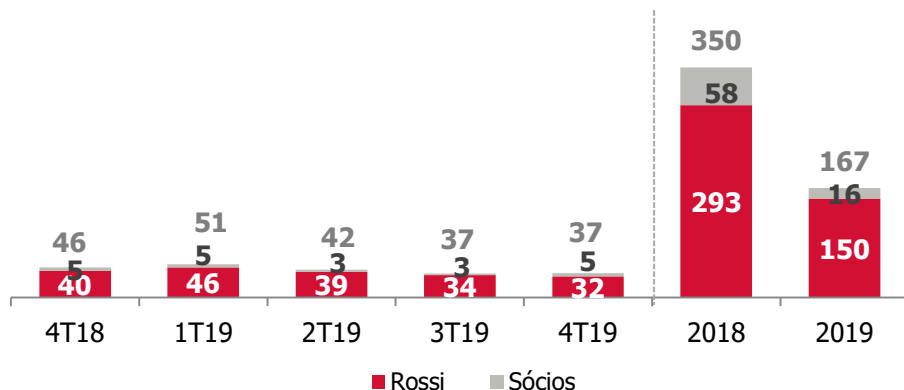
ROSSI



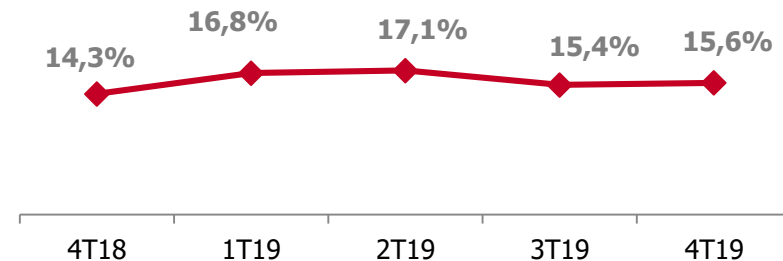
Resultados 4T19 e 2019

19 de março de 2020

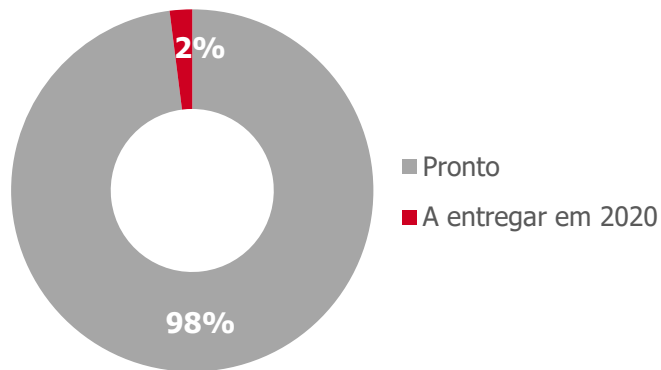
Vendas Brutas | R\$ MM



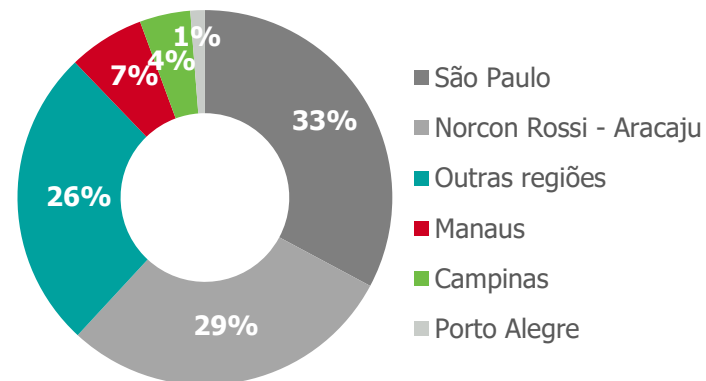
VSO Trimestral (% Rossi)



Vendas Brutas 4T19 | Estágio da Obra¹

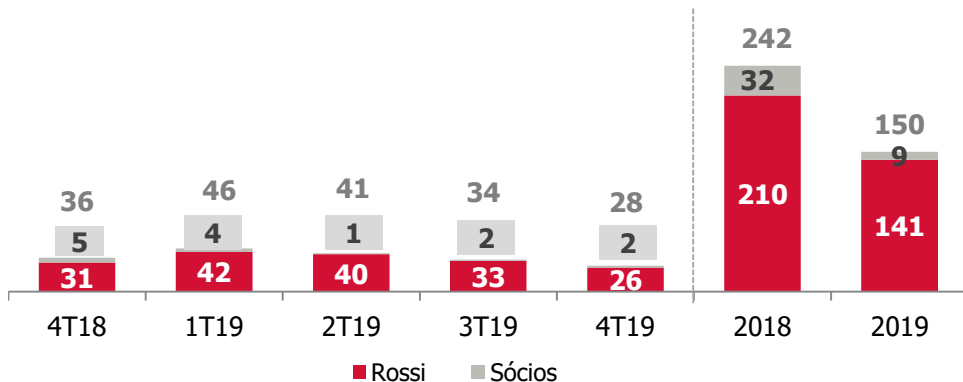


Vendas Brutas 4T19 | Região¹



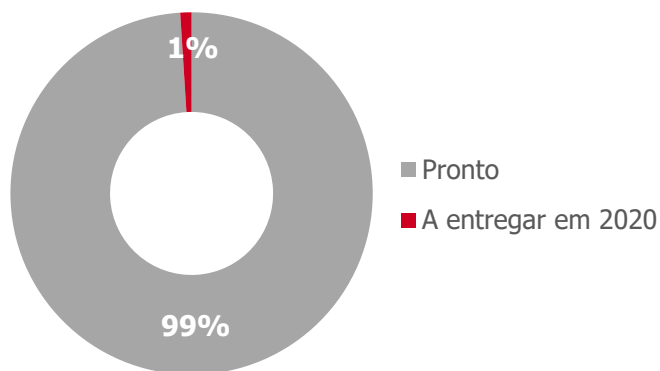
¹ Participação cia.

Rescisão | R\$ MM

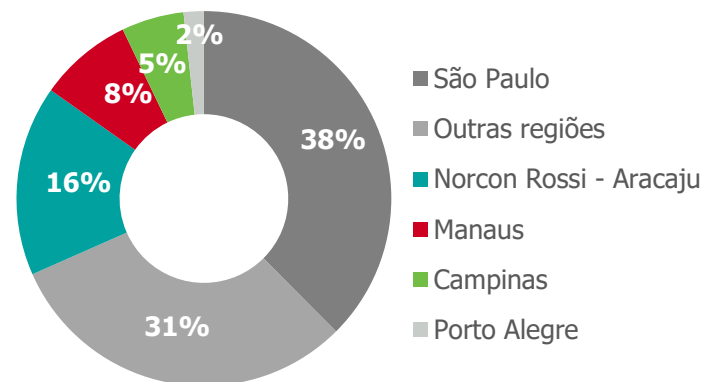


- **90%** do total de unidades rescindidas em 2019 foram revendidas ao longo do ano;
- Redução de **18%** nas rescisões parte Rossi no 4T19 vs. 4T18 e de **33%** em 2019 vs. 2018 (% Rossi).

Rescisão 4T19 | Estágio da Obra¹



Rescisão 4T19 | Região¹

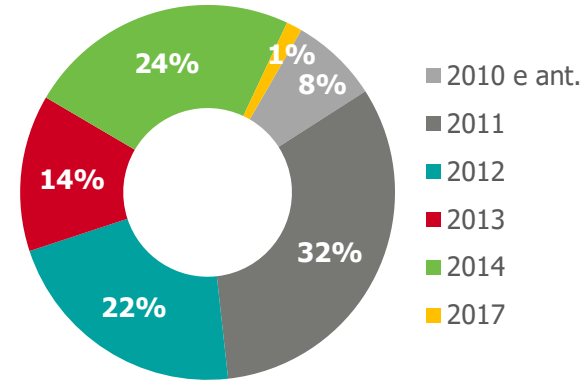


¹ Participação cia.

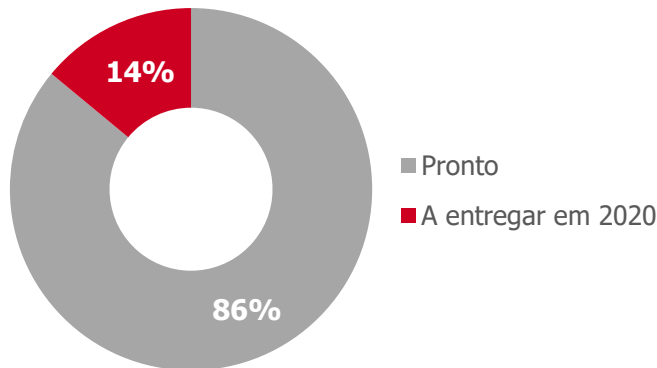
Evolução do Estoque – 4T19 x 3T19 | R\$ MM



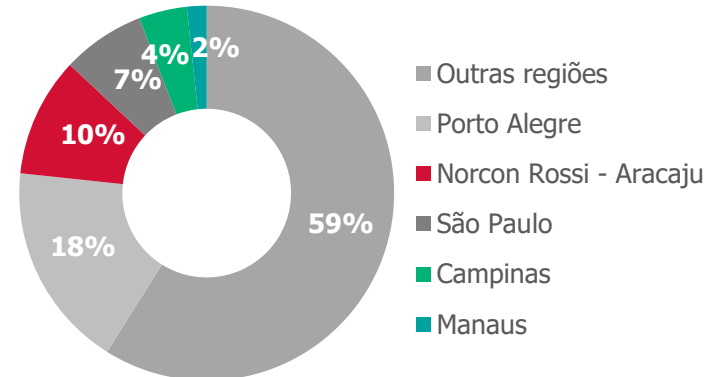
Estoque 4T19 | Ano de Lançamento¹



Estoque 4T19 | Estágio da Obra¹

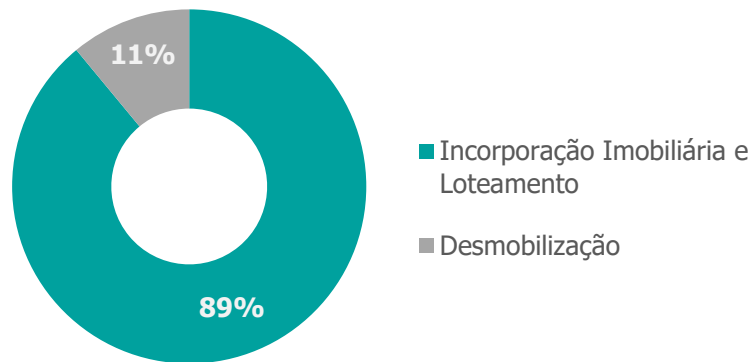


Estoque 4T19 | Região¹



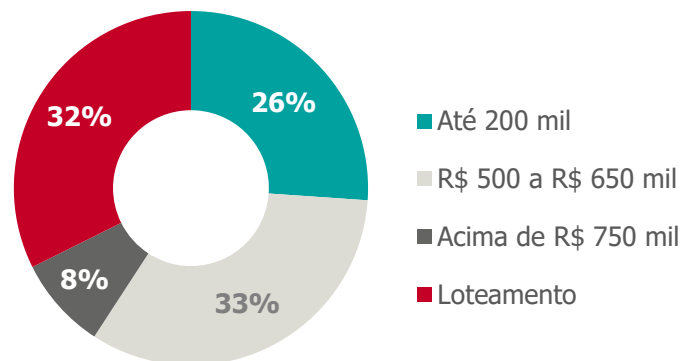
¹ Participação cia.

Banco de Terrenos

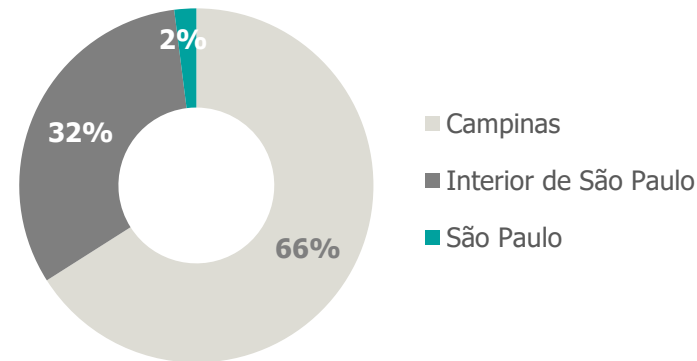


- **VGV Potencial | Incorporação imobiliária e Loteamento:** R\$ 7,3 bi (R\$ 5,0 bi %Rossi)
- **Desmobilização:** R\$ 0,6 bi (R\$ 0,6 bi %Rossi)

Lançamentos Curto Prazo | Segmento Renda¹



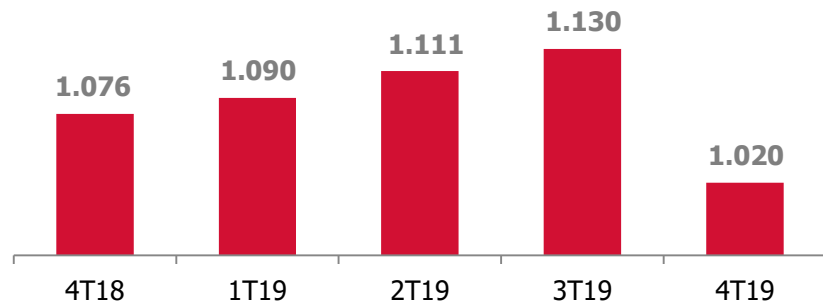
Lançamentos Curto Prazo | Região¹



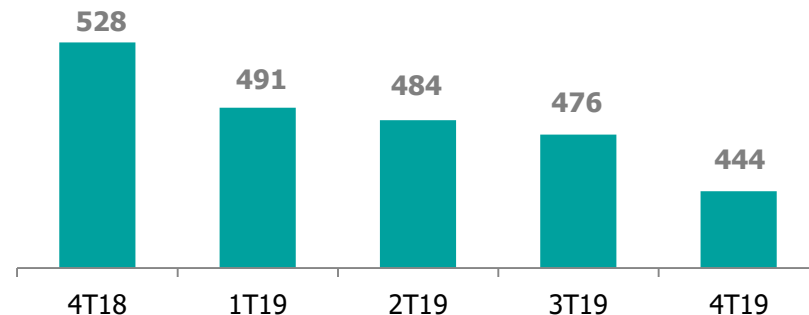
¹ Participação cia.

Evolução do Endividamento - IFRS

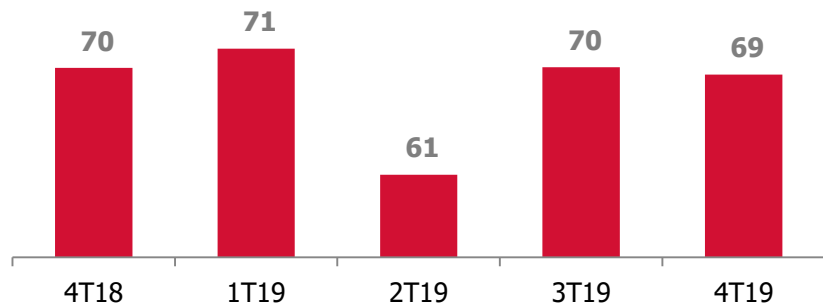
Endividamento Corporativo | R\$ MM



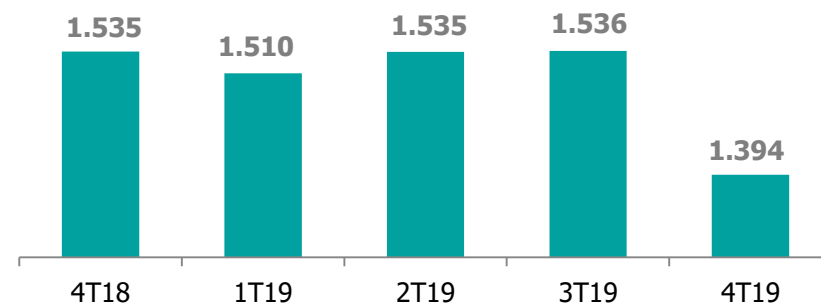
Endividamento SFH | R\$ MM



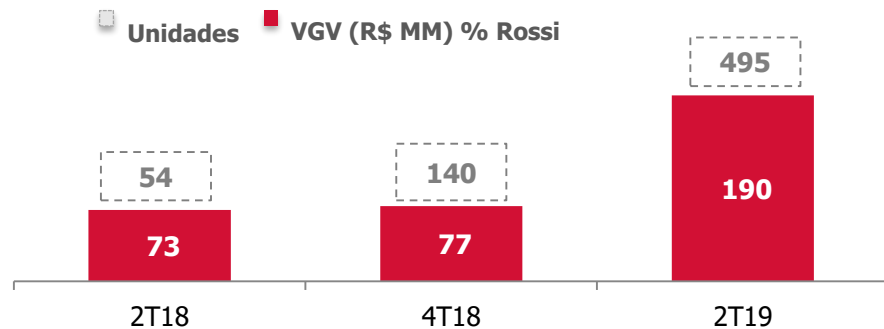
Caixa e Disponibilidades | R\$ MM



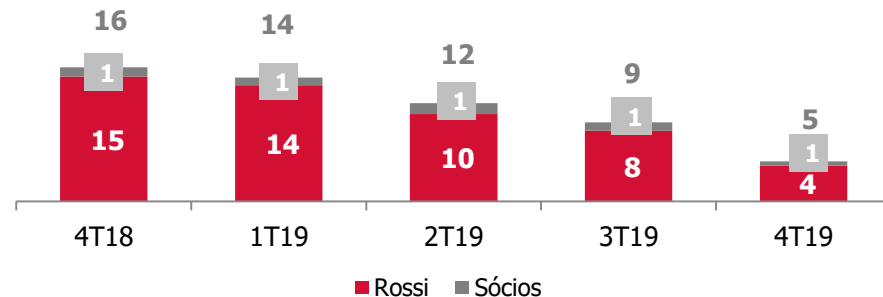
Endividamento Líquido | R\$ MM



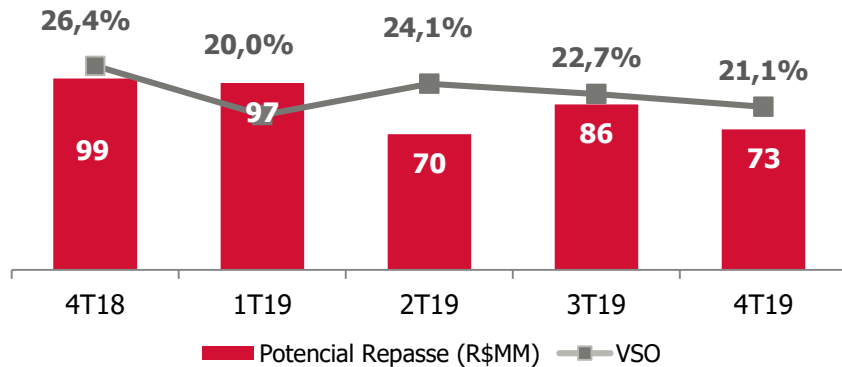
Obras entregues | VGV e Unidades



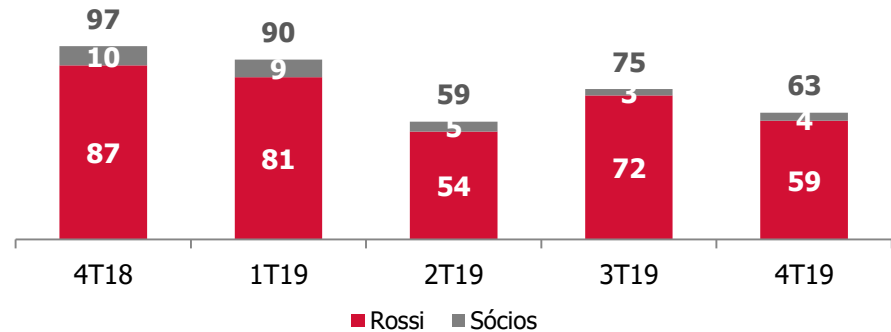
Custos a Incorrer | R\$ MM



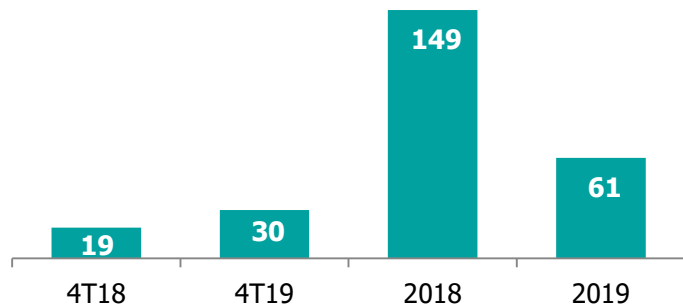
Velocidade do Repasse | VSO



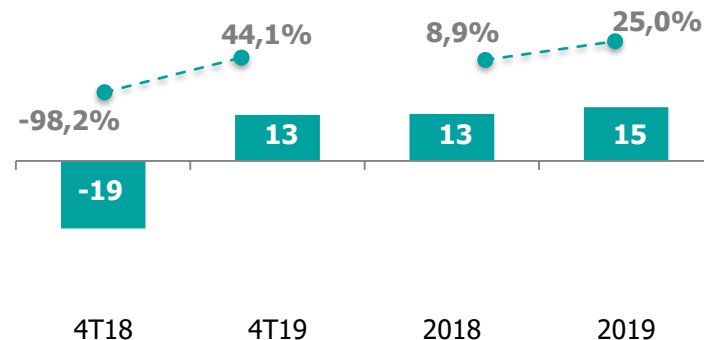
Entrada de Caixa | R\$ MM



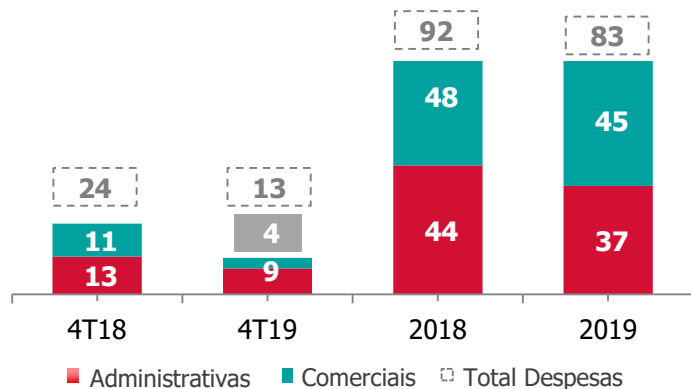
Receita Líquida | R\$ MM



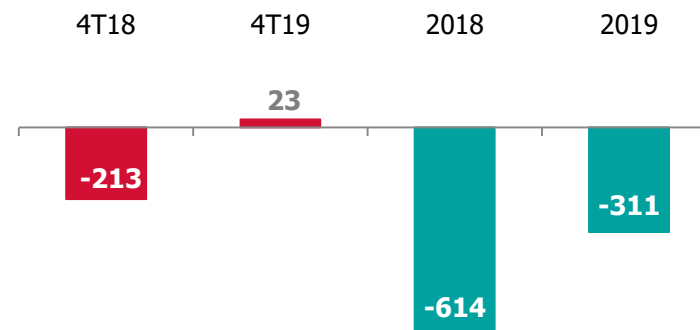
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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