

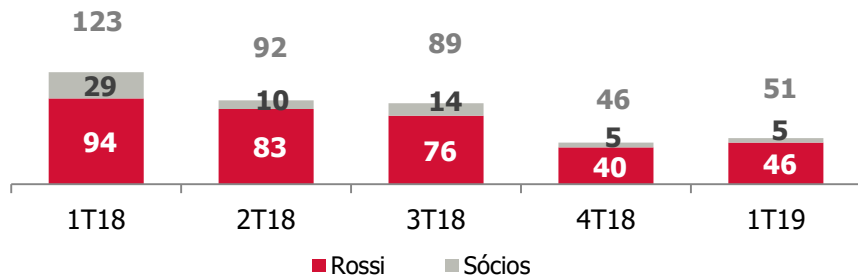
ROSSI

A photograph of a modern, multi-story apartment building at dusk. The building features a mix of dark grey and light grey facades. Many windows are illuminated from within, and balconies have glass railings. The sky is a deep blue with some light clouds. The building is the central focus of the image, with a white background on the left containing the Rossi logo.

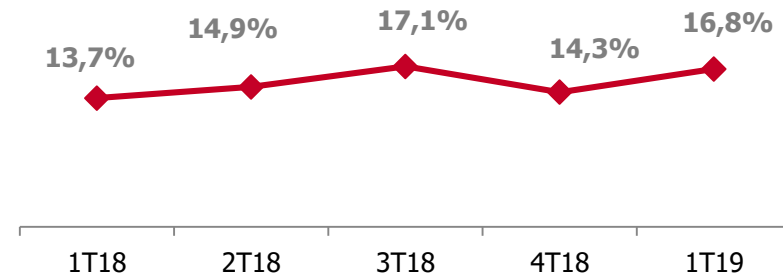
Resultados 1T19

15 de maio de 2019

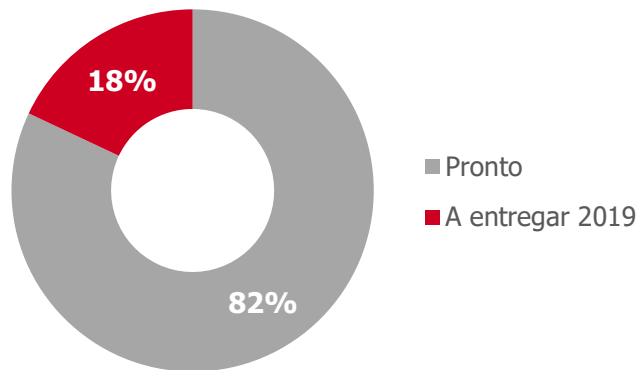
Vendas Brutas | R\$ MM



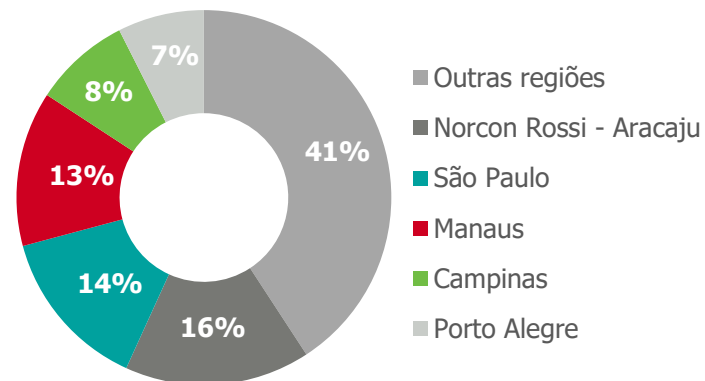
VSO Trimestral (% Rossi)



Vendas Brutas 1T19 | Estágio da Obra¹

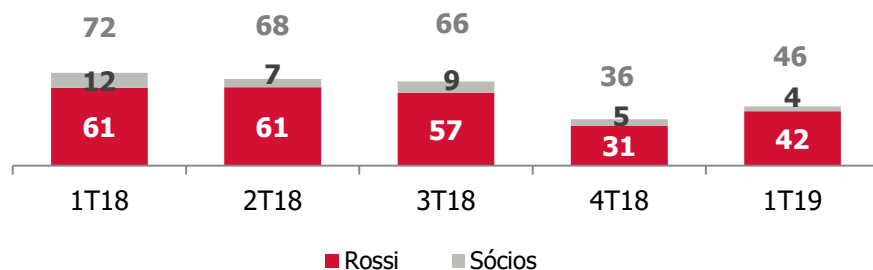


Vendas Brutas 1T19 | Região¹



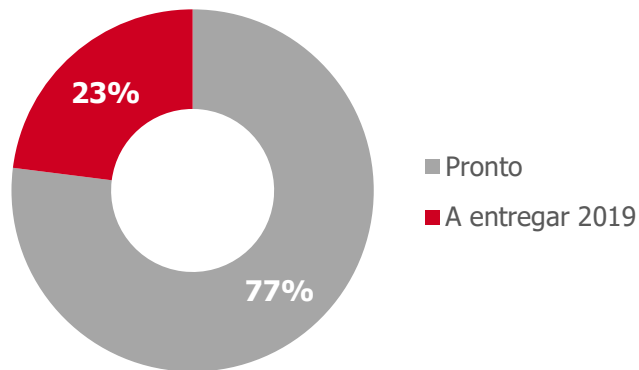
¹ Participação cia.

Rescisão | R\$ MM

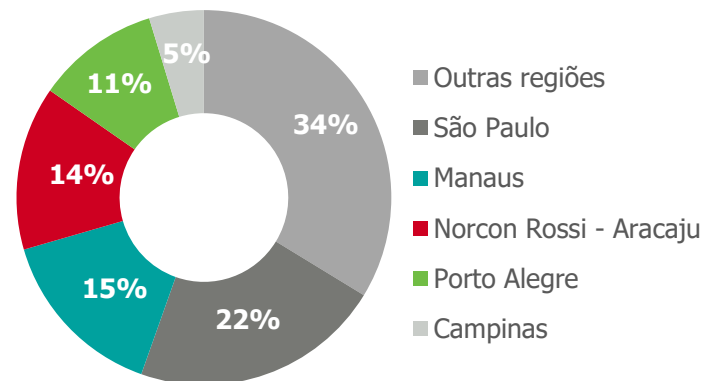


- **66%** do total de unidades rescindidas no 1T19 já foram revendidas;
- Redução de **30%** nas rescisões parte Rossi no 1T19 vs. 1T18;

Rescisão 1T19 | Estágio da Obra¹

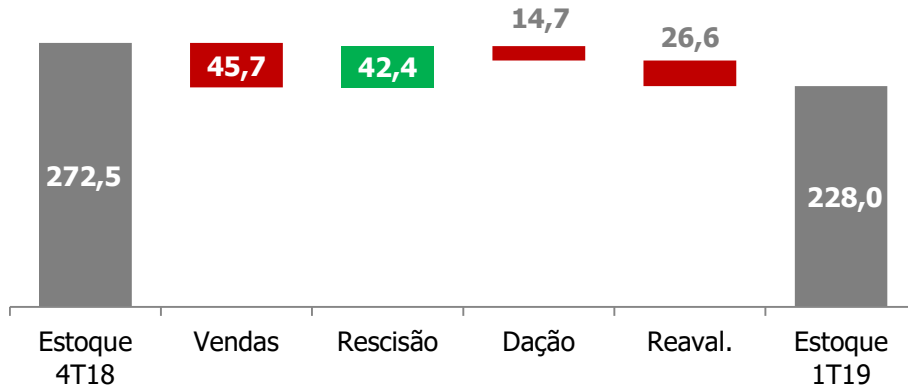


Rescisão 1T19 | Região¹

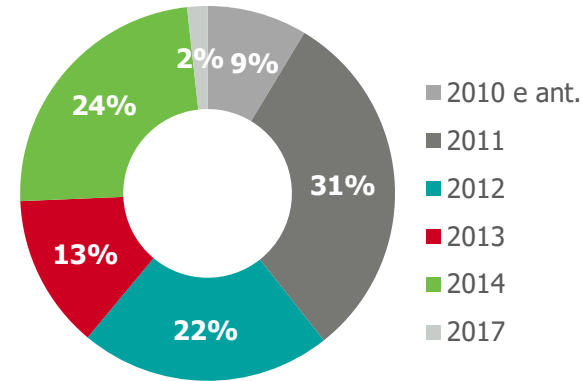


¹ Participação cia.

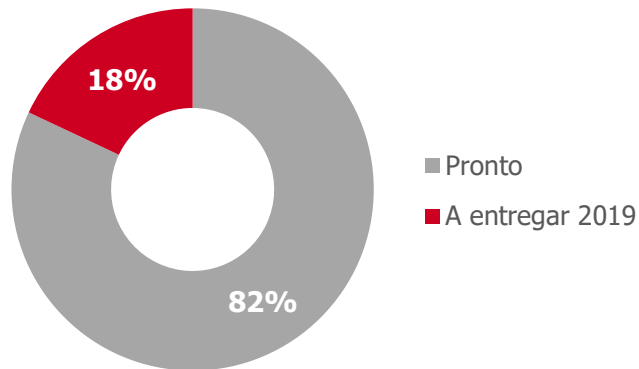
Evolução do Estoque – 1T19 x 4T18 | R\$ MM



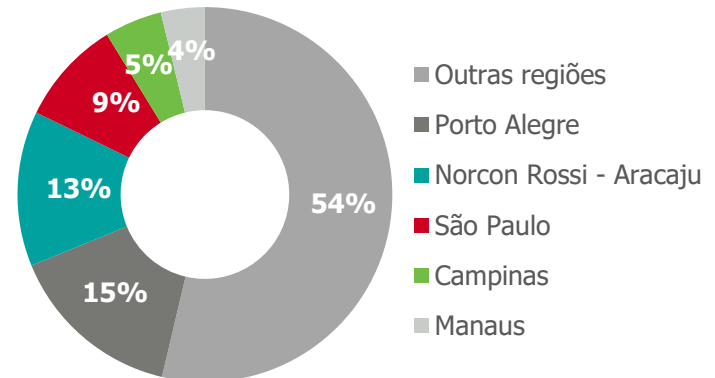
Estoque 1T19 | Ano de Lançamento¹



Estoque 1T19 | Estágio da Obra¹

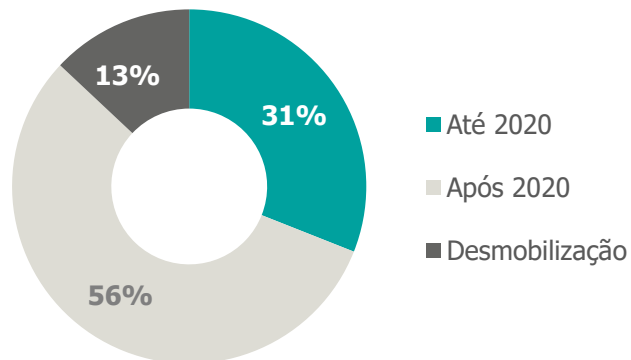


Estoque 1T19 | Região¹



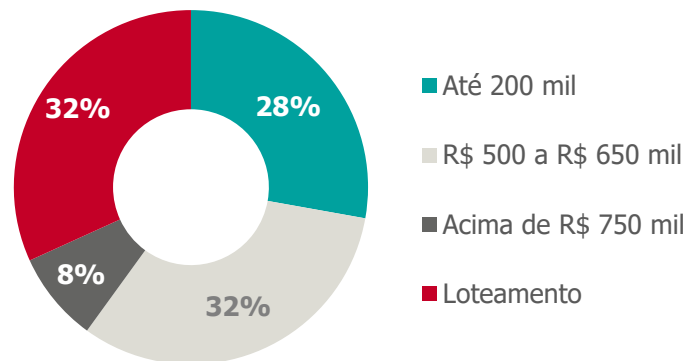
¹ Participação cia.

Banco de Terrenos | Lançamento¹

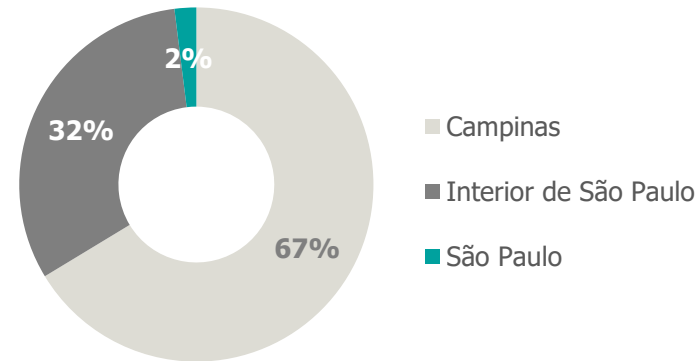


- **VGV Potencial | Loteamento e incorporação imobiliária:** R\$ 7,2 bi (R\$ 4,9 bi % Rossi)
 - **Lançamentos até 2020:** R\$ 2,4 bi (R\$ 1,8 bi % Rossi)
- **Desmobilização:** R\$ 0,7 bi (R\$ 0,7 bi % Rossi)

Lançamentos até 2020 | Segmento Renda¹



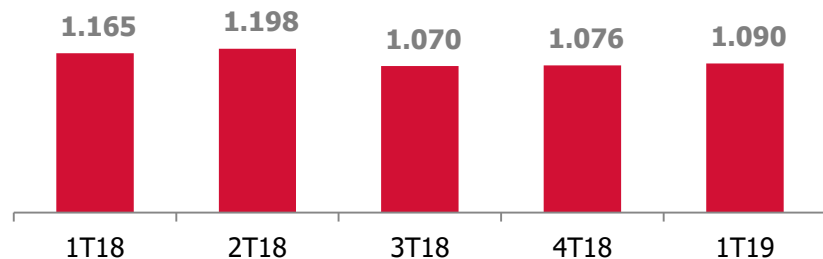
Lançamentos até 2020 | Região¹



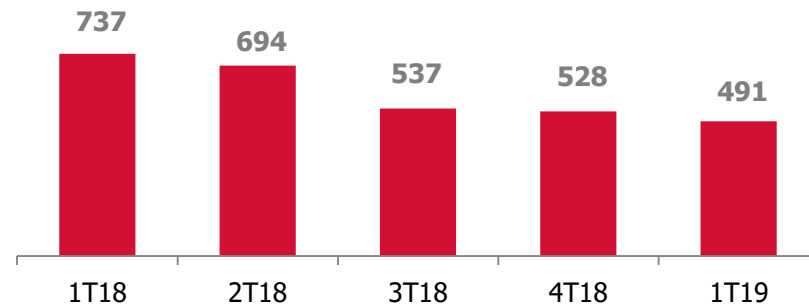
¹ Participação cia.

Evolução do Endividamento - IFRS

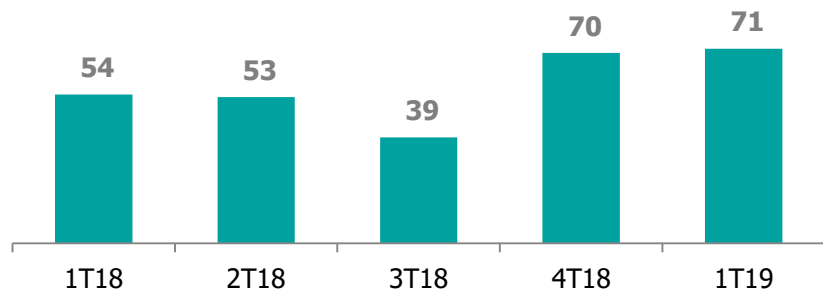
Endividamento Corporativo | R\$ MM



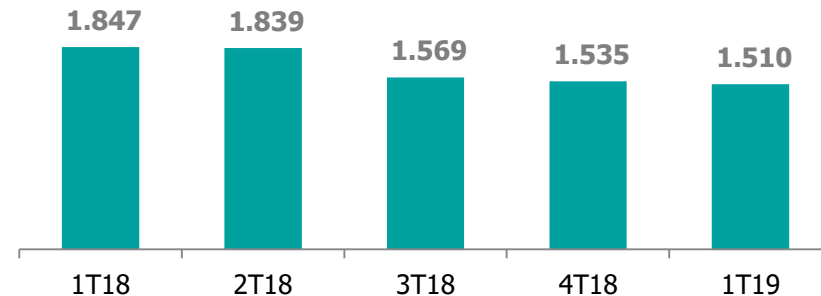
Endividamento SFH | R\$ MM



Caixa e Disponibilidades | R\$ MM

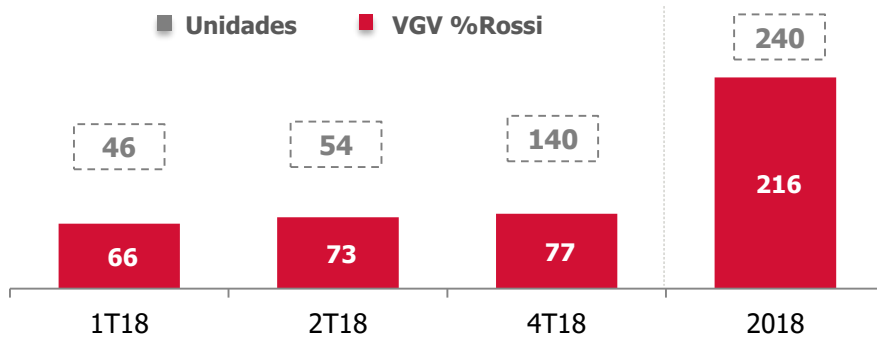


Endividamento Líquido | R\$ MM

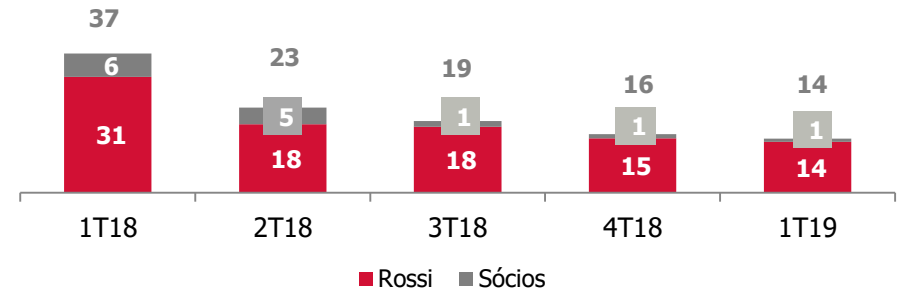


Drivers do Fluxo de Caixa

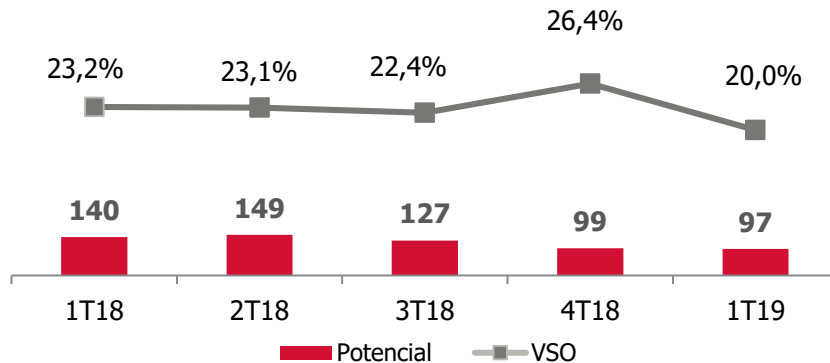
Obras entregues | VGV % Rossi e Unidades



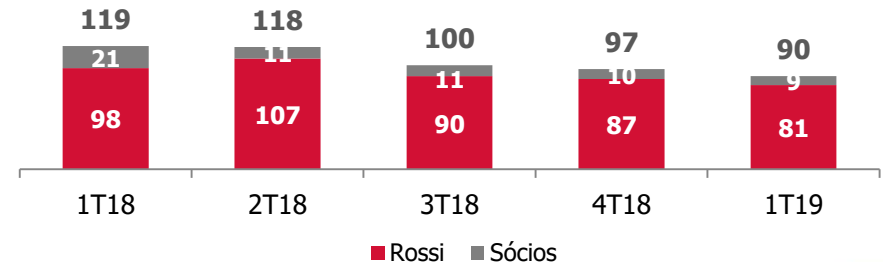
Custos a Incorrer | R\$ MM



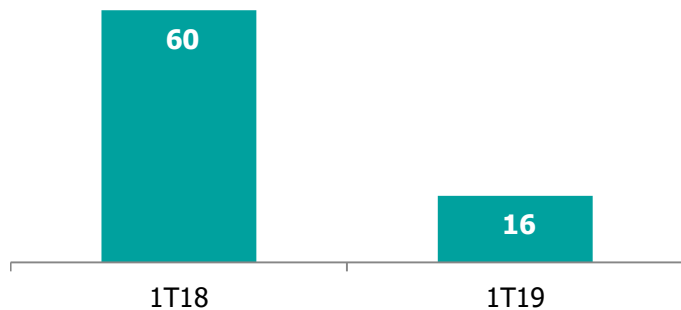
Velocidade do Repasse | VSO



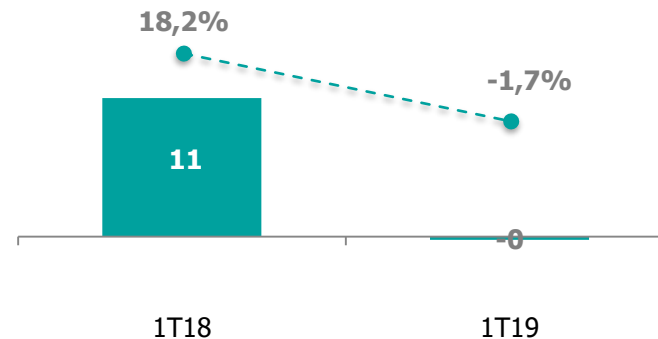
Entrada de Caixa | R\$ MM



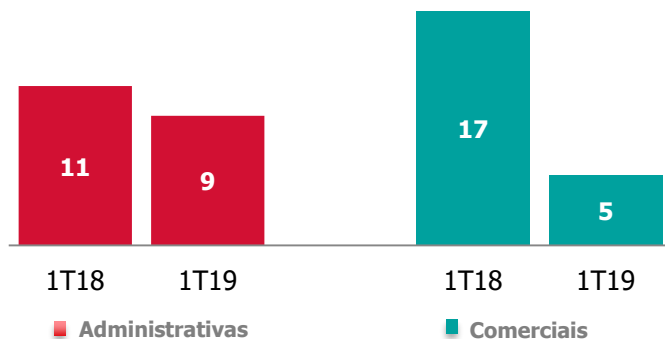
Receita Líquida | R\$ MM



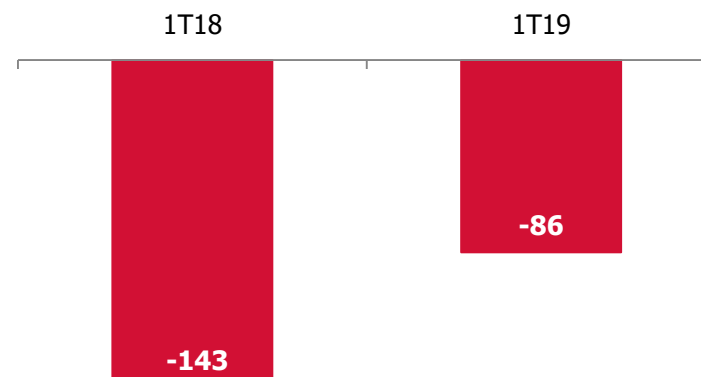
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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