

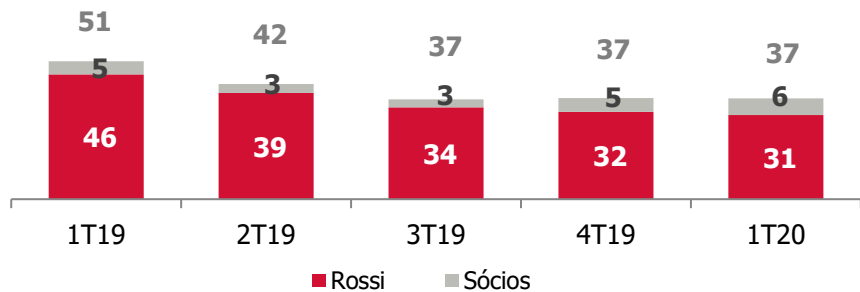
ROSSI



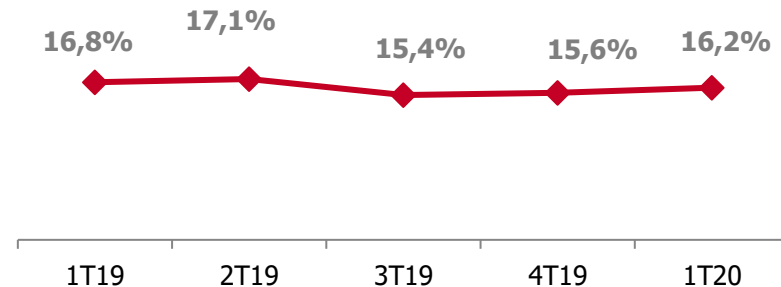
Resultados 1T20

10 de junho de 2020

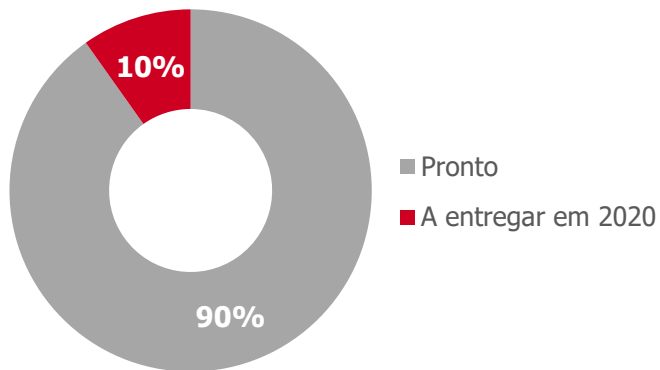
Vendas Brutas | R\$ MM



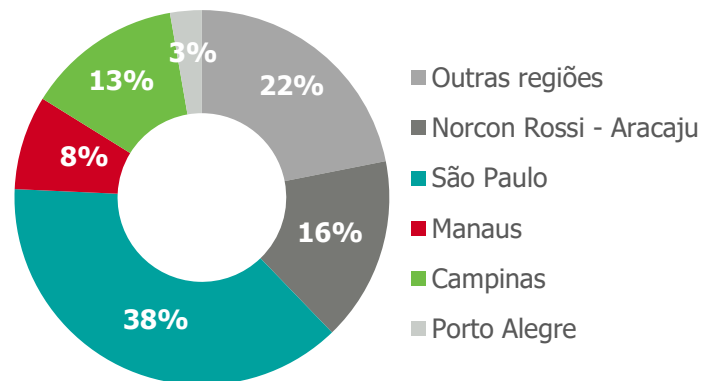
VSO Trimestral (% Rossi)



Vendas Brutas 1T20 | Estágio da Obra¹

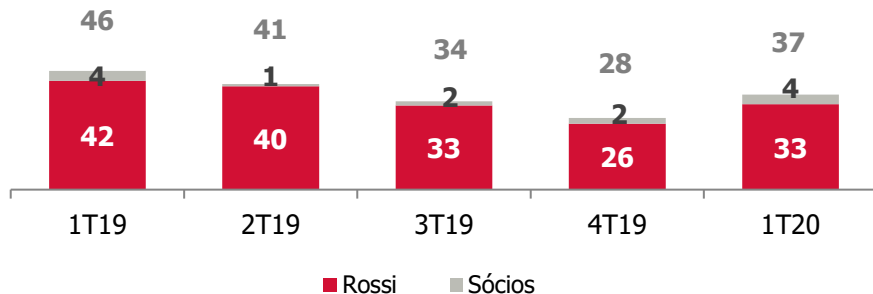


Vendas Brutas 1T20 | Região¹



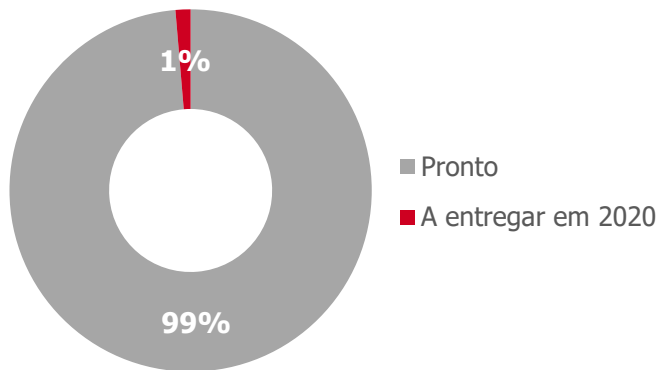
¹ Participação cia.

Rescisão | R\$ MM

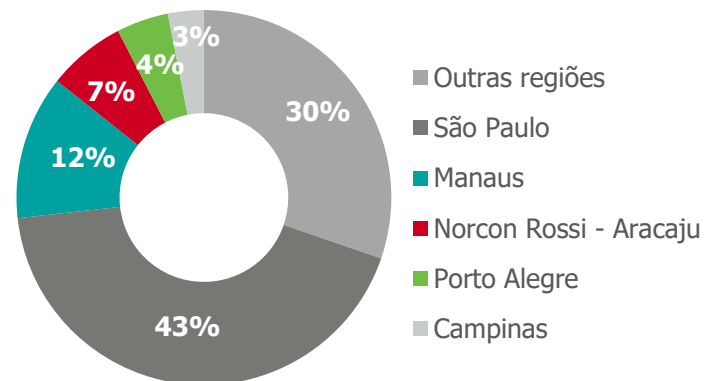


- **86%** do total de unidades rescindidas no 1T20 já foram revendidas;
- Redução de **22%** nas rescisões parte Rossi no 1T20 vs. 1T19;

Rescisão 1T20 | Estágio da Obra¹

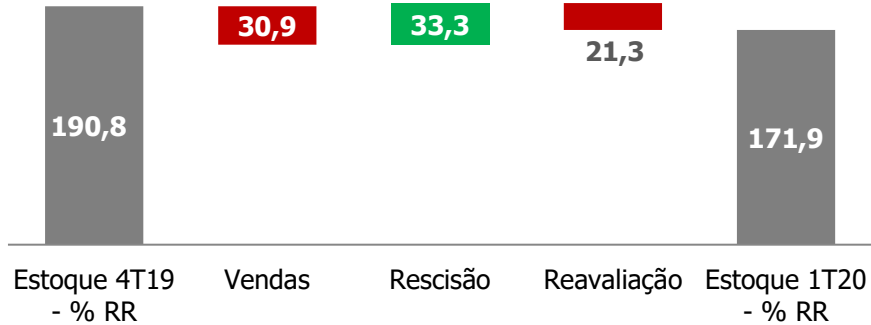


Rescisão 1T20 | Região¹

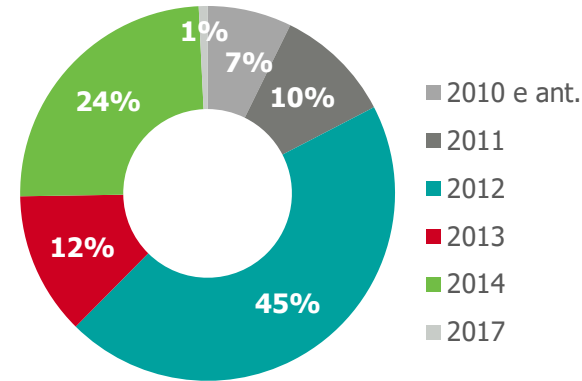


¹ Participação cia.

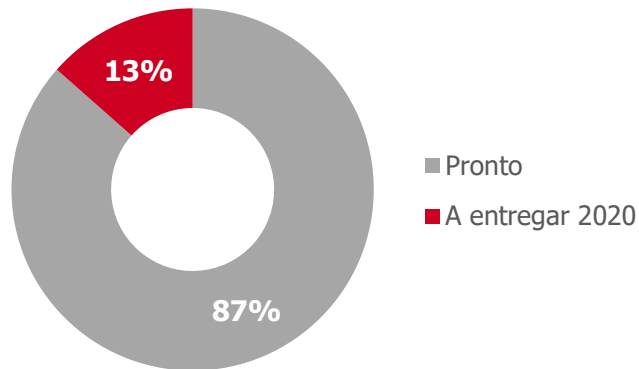
Evolução do Estoque – 1T20 x 4T19 | R\$ MM



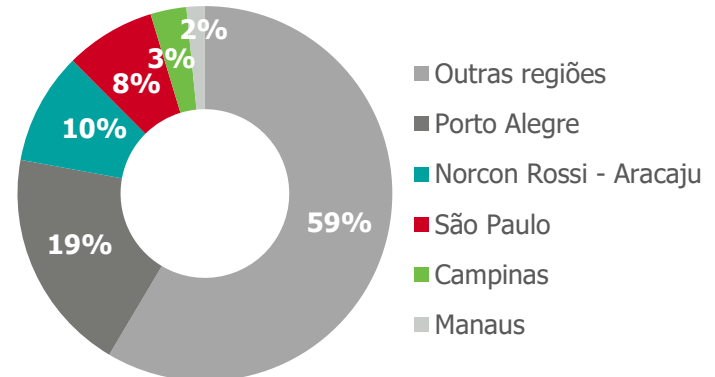
Estoque 1T20 | Ano de Lançamento¹



Estoque 1T20 | Estágio da Obra¹

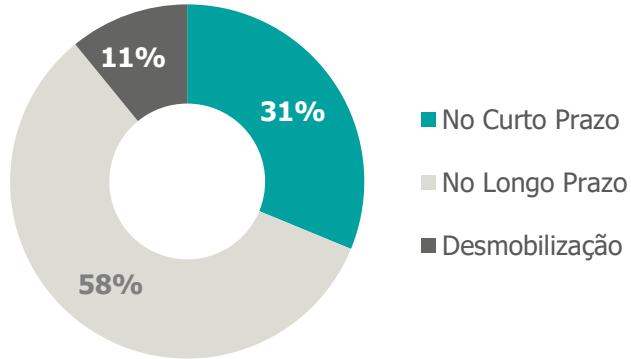


Estoque 1T20 | Região¹



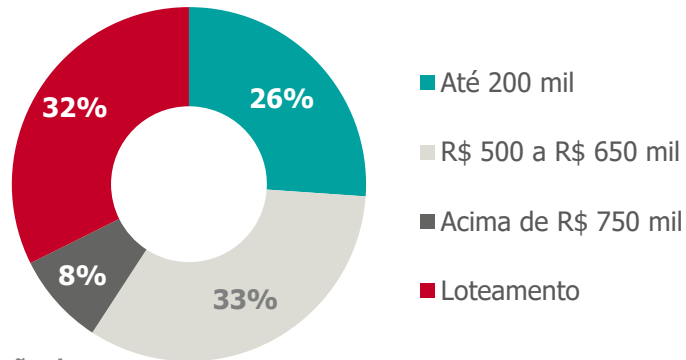
¹ Participação cia.

Banco de Terrenos | Lançamento¹

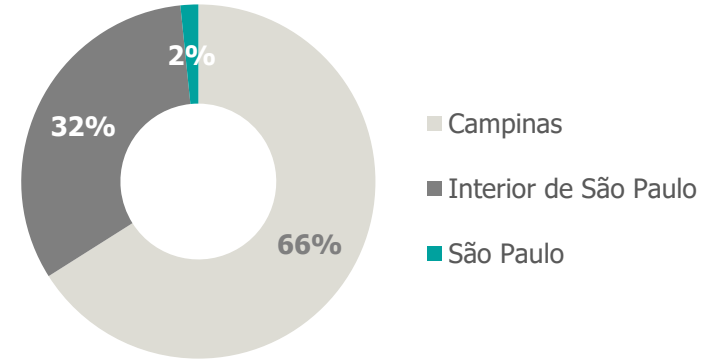


- VGV Potencial | Loteamento e incorporação imobiliária: R\$ 7,3 bi (R\$ 4,9 bi % Rossi)
 - Lançamentos possíveis no Curto Prazo: R\$ 2,4 bi (R\$ 1,7 bi % Rossi)
- Desmobilização: R\$ 0,6 bi (R\$ 0,6 bi % Rossi)

Lançamentos no Curto Prazo | Segmento Renda¹



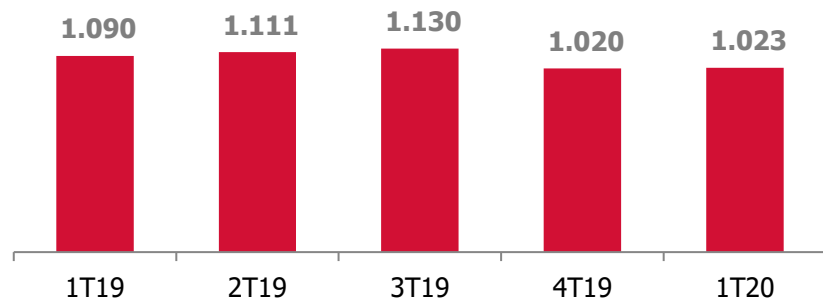
Lançamentos no Curto Prazo | Região¹



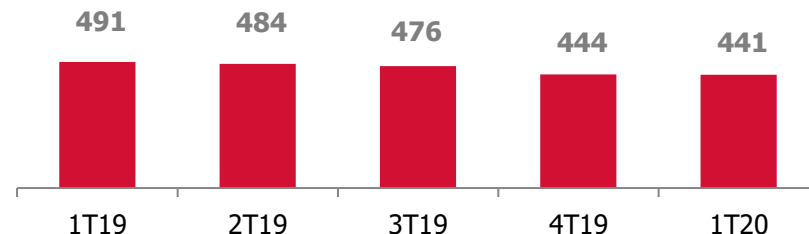
¹ Participação cia.

Evolução do Endividamento - IFRS

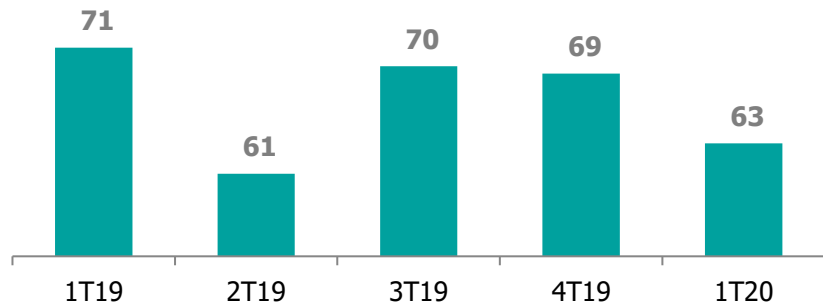
Endividamento Corporativo | R\$ MM



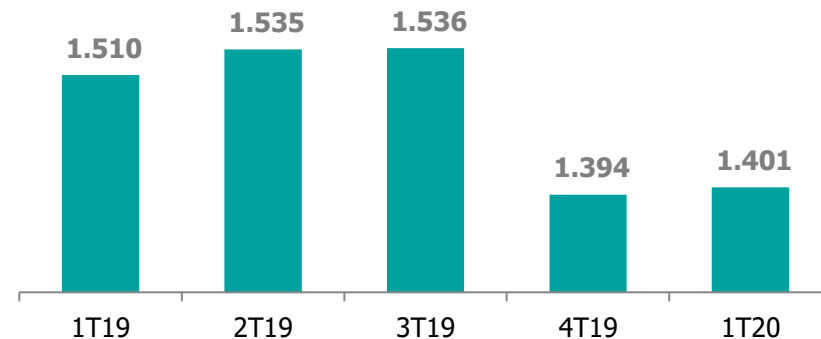
Endividamento SFH | R\$ MM



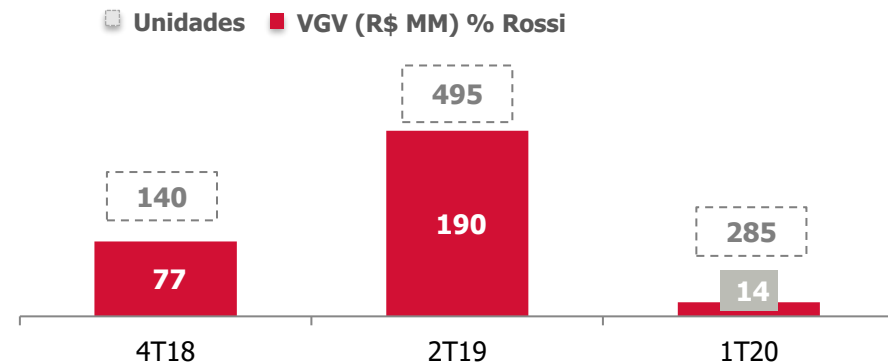
Caixa e Disponibilidades | R\$ MM



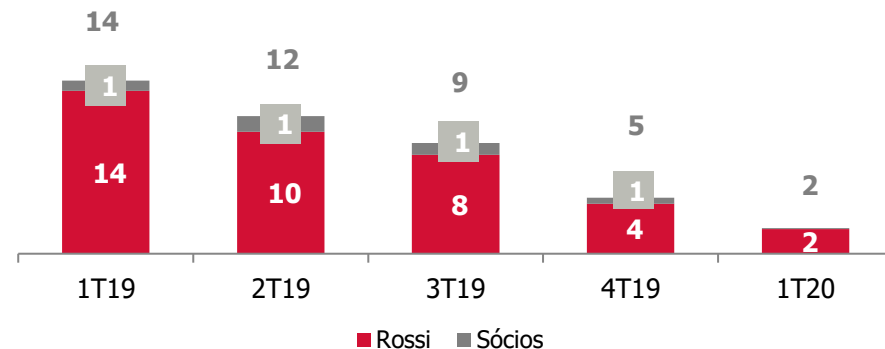
Endividamento Líquido | R\$ MM



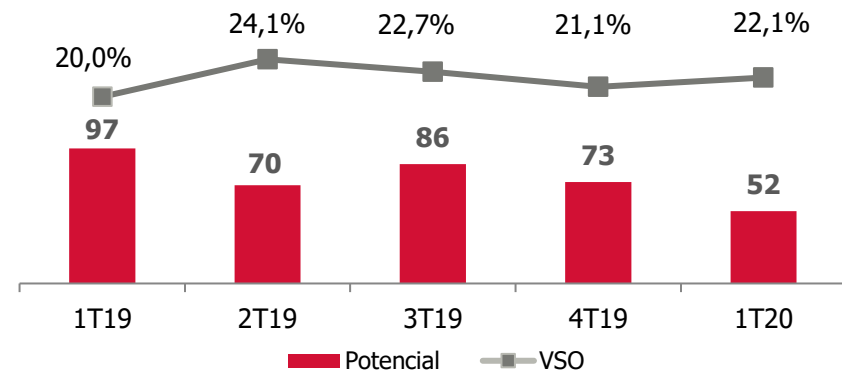
Obras entregues | VGV % Rossi e Unidades



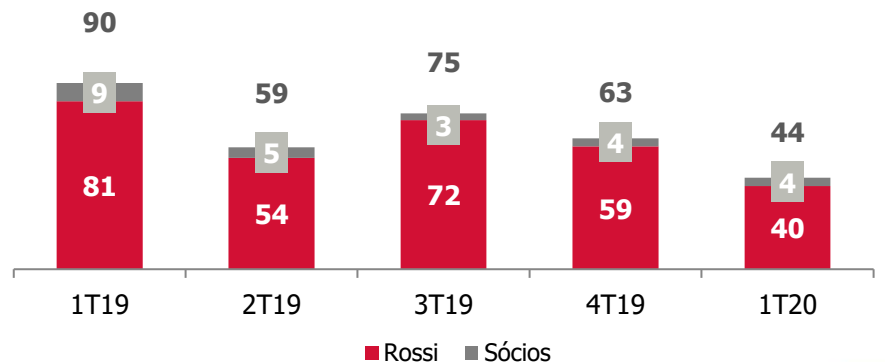
Custos a Incorrer | R\$ MM



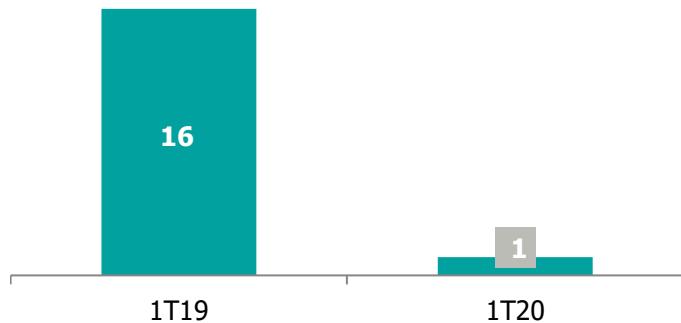
Velocidade do Repasse | VSO



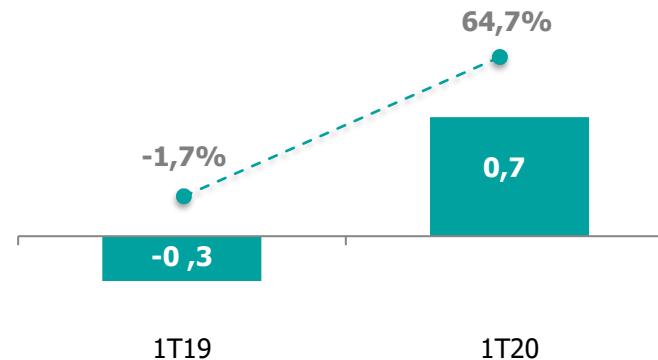
Entrada de Caixa | R\$ MM



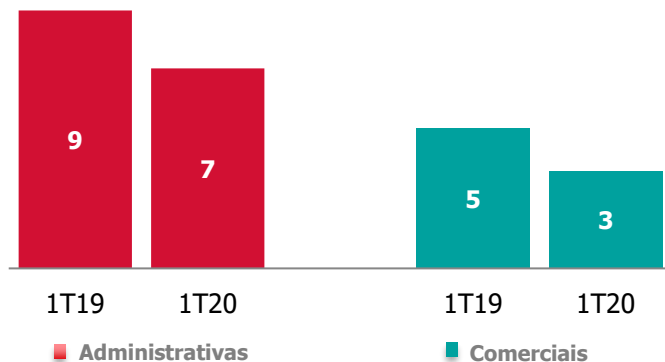
Receita Líquida | R\$ MM



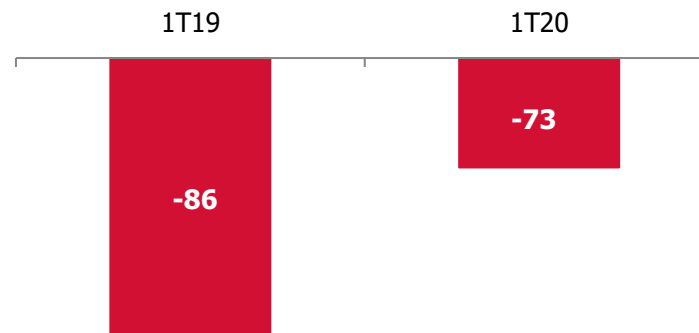
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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