

ROSSI

A photograph of a modern, multi-story apartment building at dusk. The building features a mix of dark grey and light grey panels. Many windows and balconies are illuminated from within, creating a warm glow against the darkening sky. The balconies have glass railings. The building is set against a blue and grey twilight sky.

2Q18 and 1H18 Results

August 14, 2018

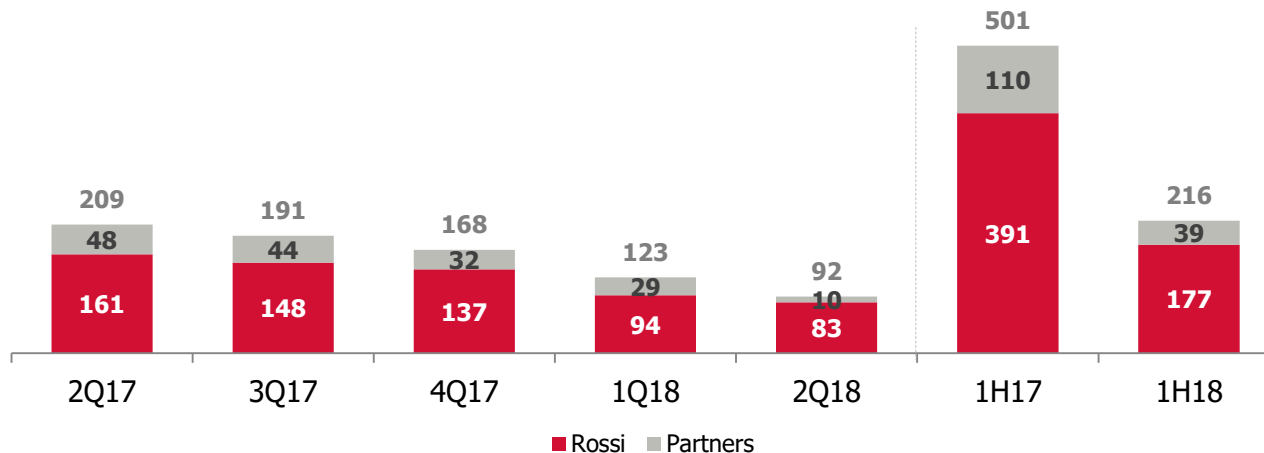
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Operating Results

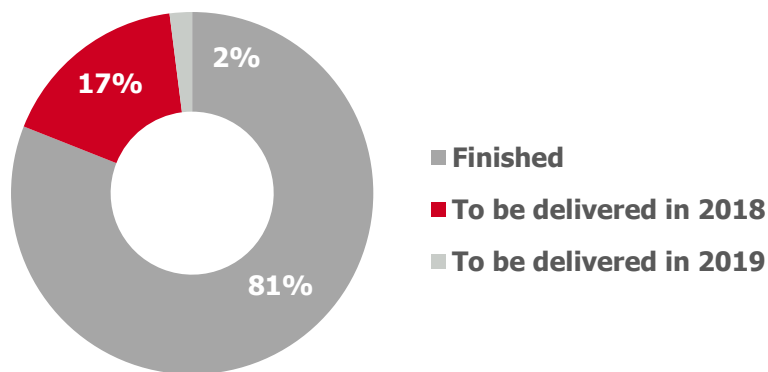


Operating Indicators

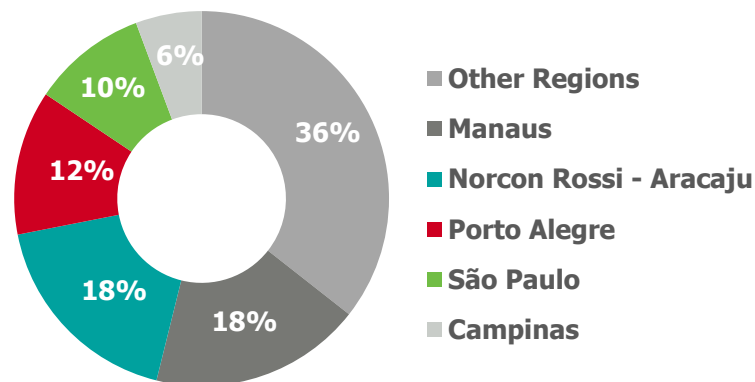
Gross Sales | R\$ MM



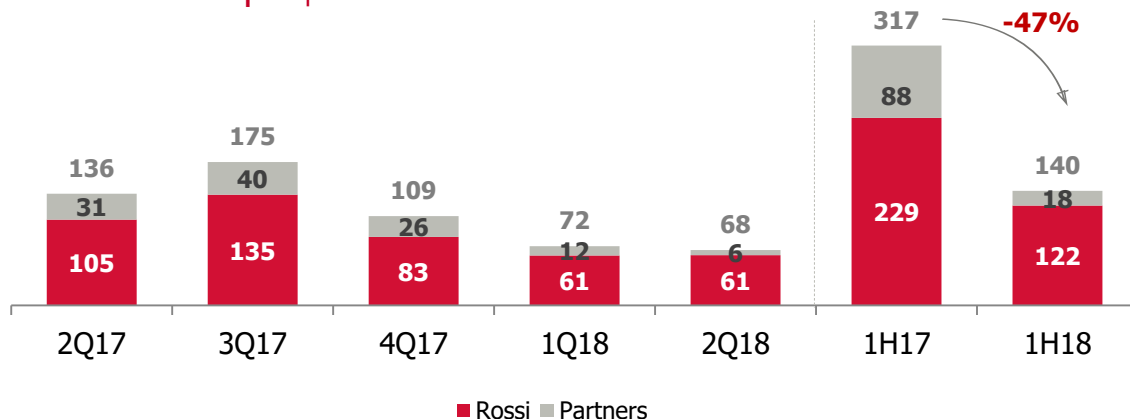
Gross Sales 2Q18 | Construction Stage (% Rossi)



Gross Sales 2Q18 | Region (% Rossi)

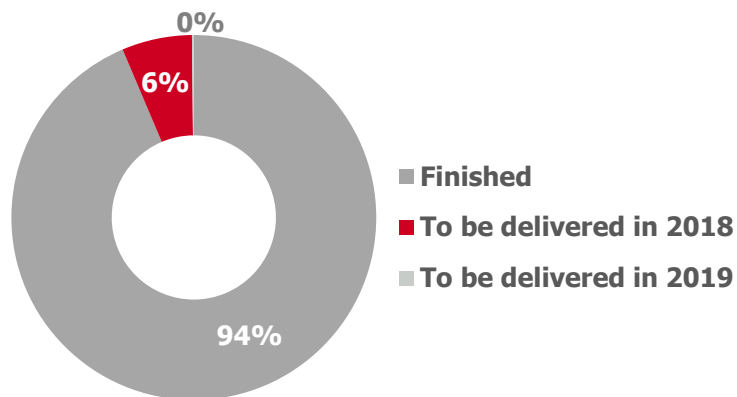


Cancellation | R\$ MM

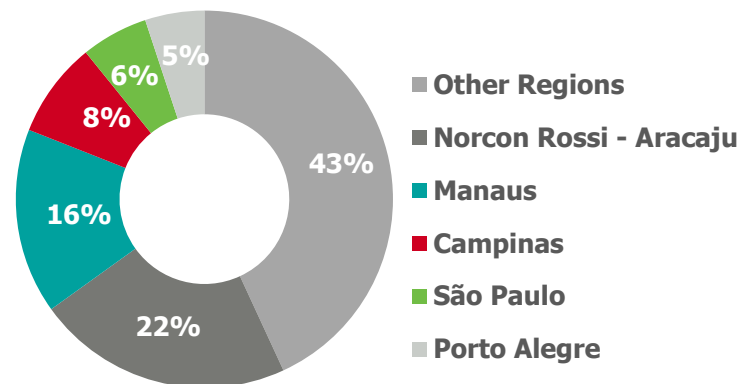


- **65%** of cancelled units in the 1H18 were already resold.
- Reduction of **42%** in cancellation in the 2Q18 vs. 2Q17;
- Reduction of **47%** in cancellation in the 1H18 vs. 1H17.

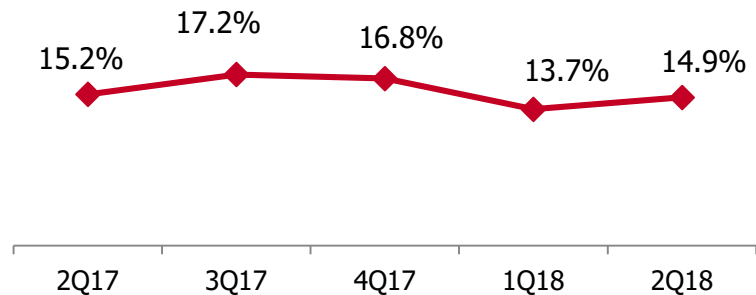
Cancellation 2Q18 | Construction Stage (% Rossi)



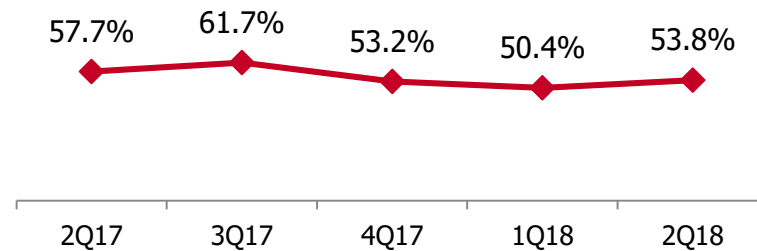
Cancellation 2Q18 | Region (% Rossi)



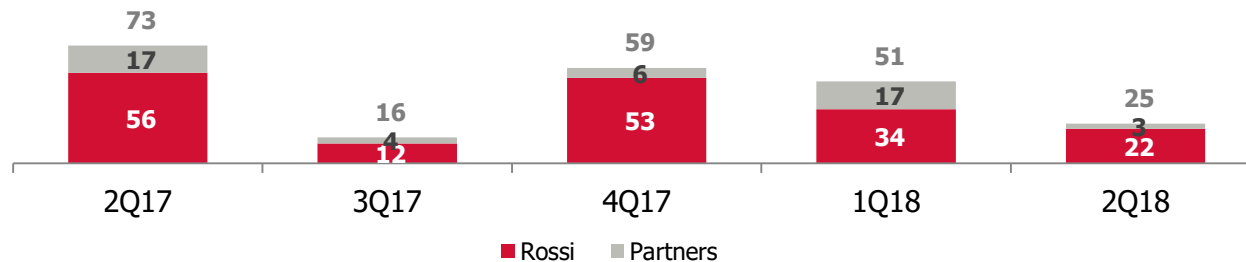
Quarterly SoS (% Rossi)



LTM SoS (% Rossi)



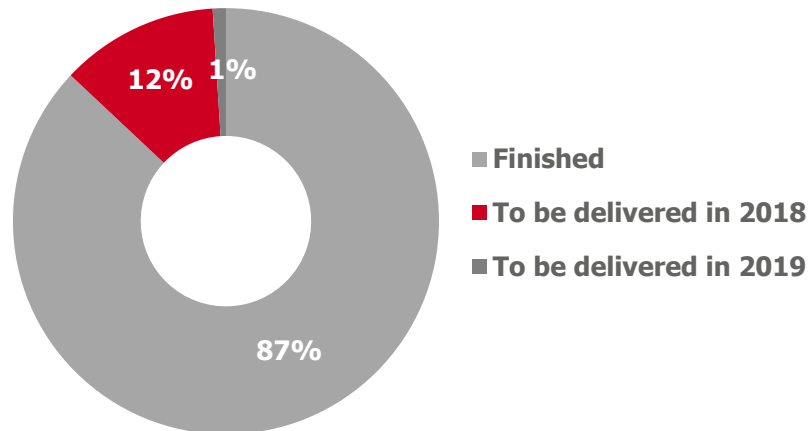
Net Sales | R\$ MM



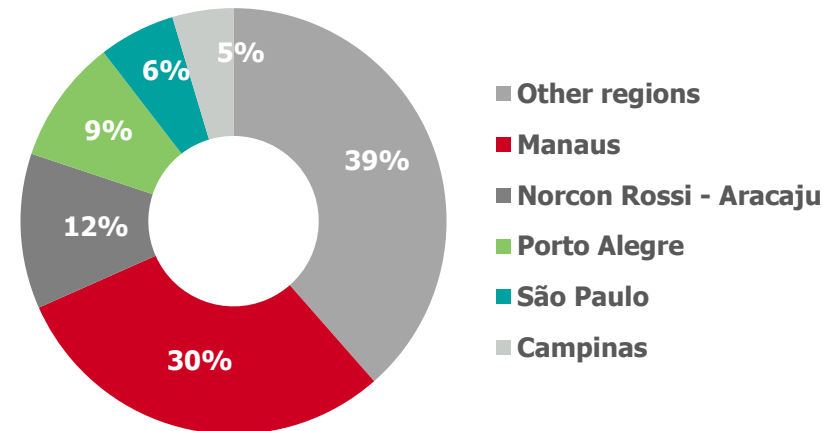
Total PSV R\$ 0.5 billion (R\$ 0.4 billion Rossi's share)

- Focused in the sale of finished units;
- Products for middle class families.

Inventory 2Q18 | Construction Stage (% Rossi)



Inventory 2Q18 | Region (% Rossi)



Potential PSV:

➤ **Residential:** R\$ 7.3 bi (R\$ 6.0 bi % Rossi)

Until 2019: R\$ 1.5 bi (R\$ 1.4 bi % Rossi)

After 2019: R\$ 3.3 bi (R\$ 2.5 bi % Rossi)

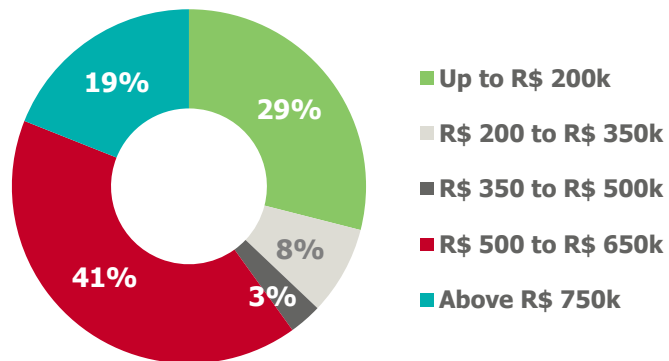
Decomissioning: R\$ 2.5 bi (R\$ 2.1 bi % Rossi)



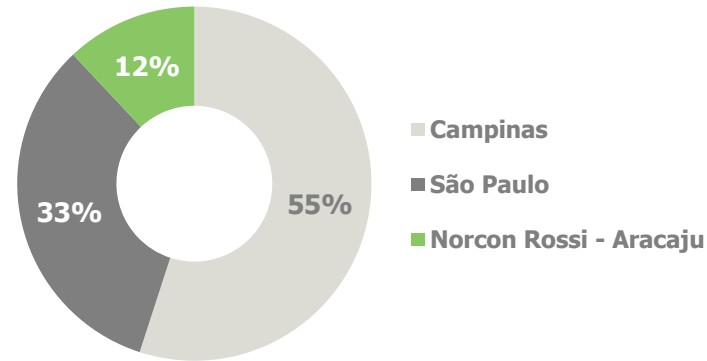
Land acquisition in 2Q18 to develop projects in MCMV Segment, in Campinas area, with a PSV of R\$95.2 million.

➤ **Allotments:** R\$ 3.7 bi (R\$ 1.6 bi % Rossi)

Launches until 2019 | Segment (% Rossi)



Launches until 2019 | Region (% Rossi)

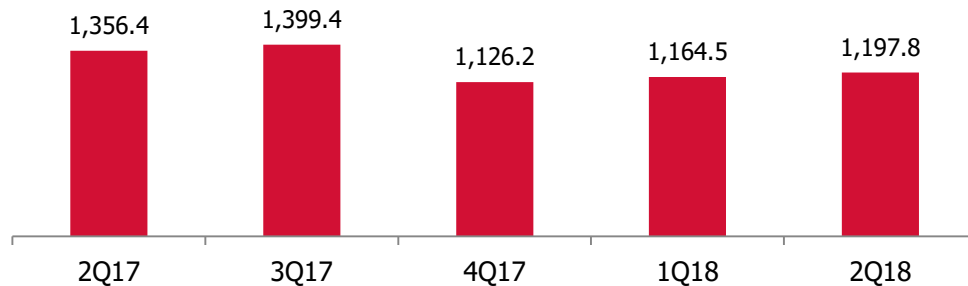


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Financial Result

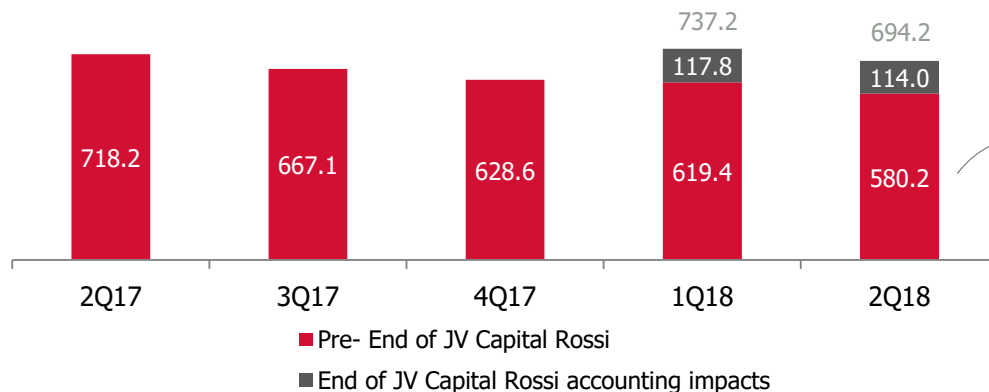


Corporate debt IFRS - R\$ million



- Renegotiation of R\$ 386 million in corporate debt in June;
- Extension in Payment period;
- Reduction of Interest Rate.

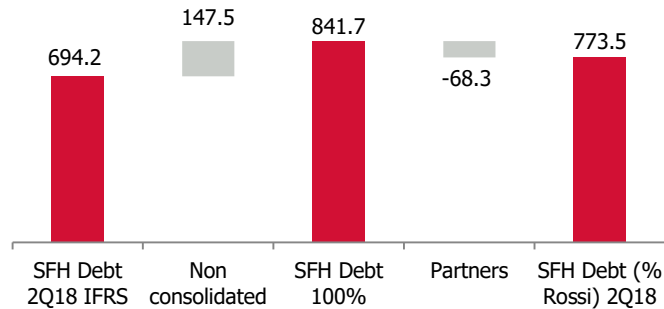
SFH debt IFRS - R\$ million



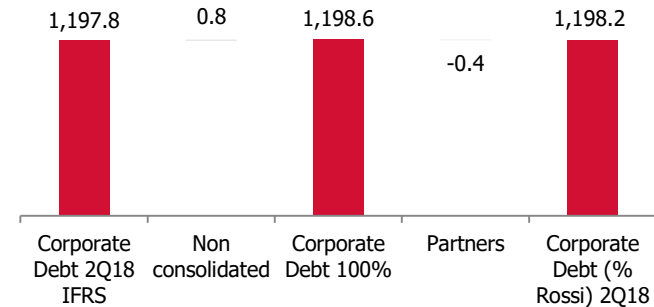
Reduction of 19% in construction debts (SFH), compared to 2Q17, disregarding the end of JV Capital Rossi.

Reconciliation of gross debt and cash and cash equivalents

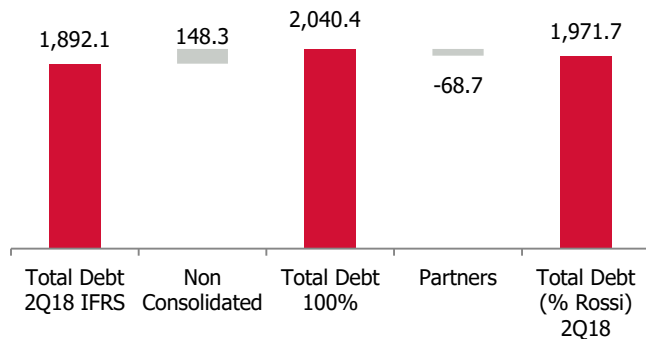
SFH Reconciliation – R\$ MM



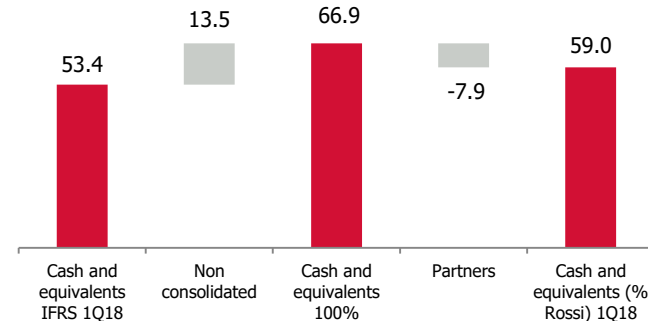
Corporate Debt Reconciliation – R\$ MM



Total Debt – R\$ MM

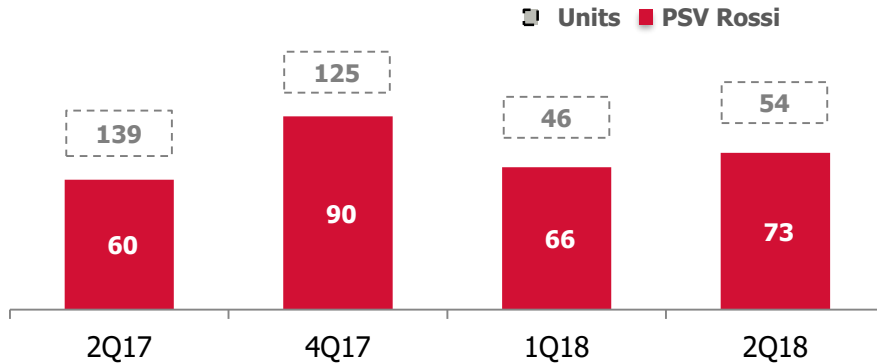


Cash and Cash Equivalents – R\$ MM

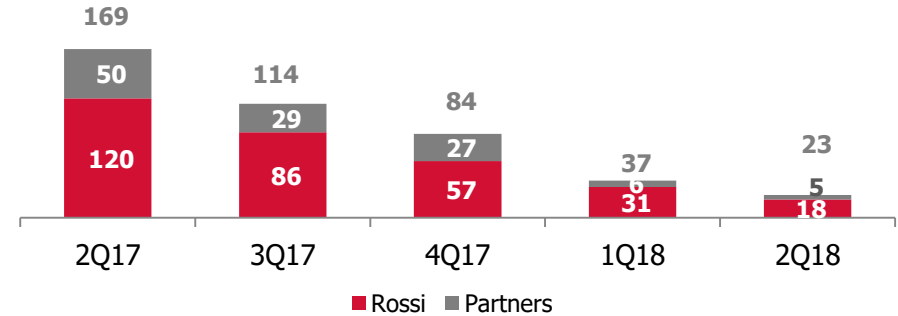


Cash Flow Drivers

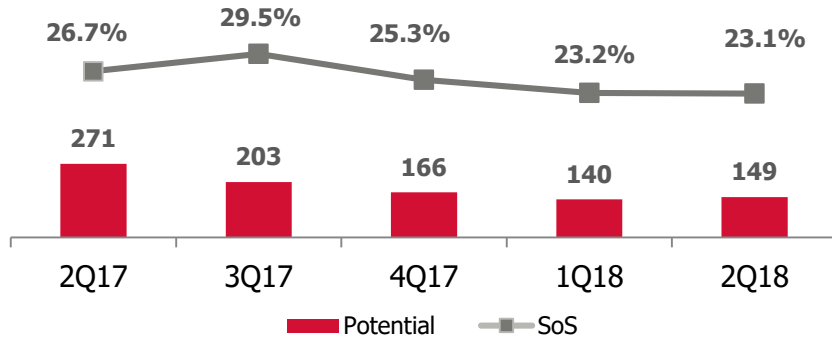
Deliveries | PSV Rossi and Units



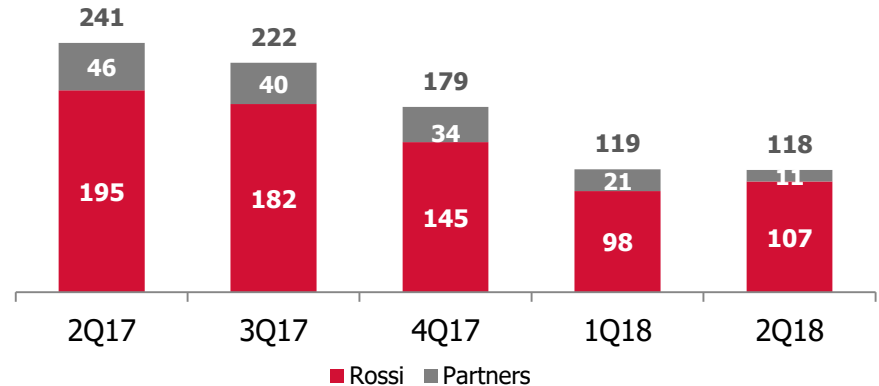
Costs to be Incurred | R\$ MM



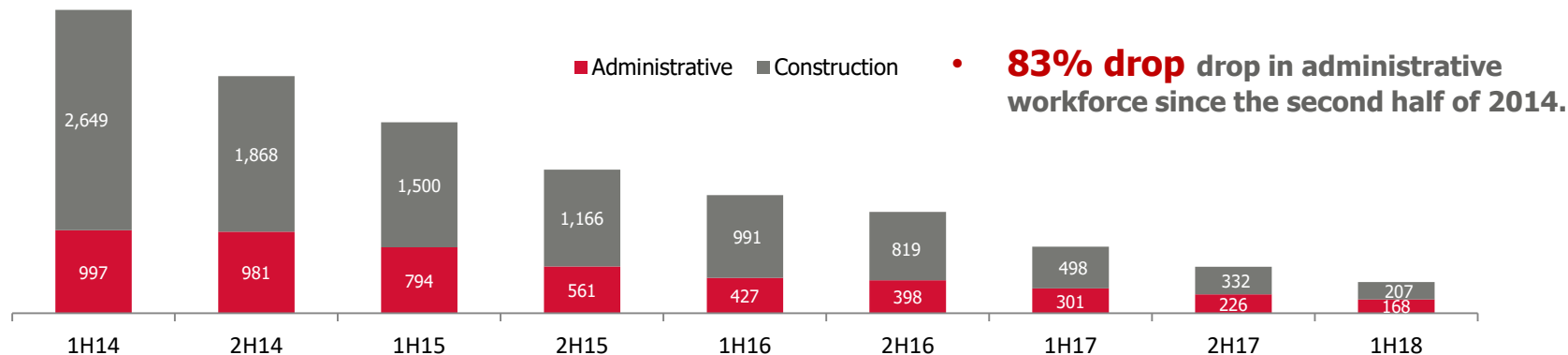
Transfer Speed | SoS



Cash Inflow | R\$ MM

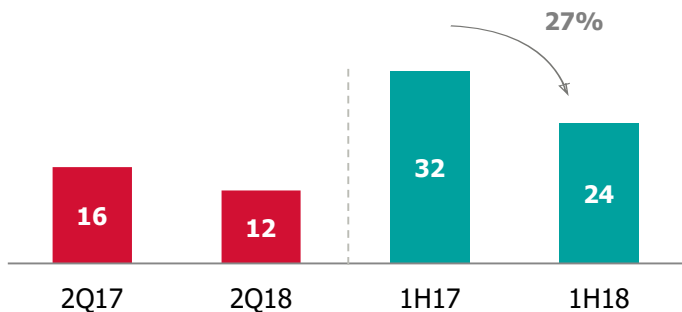


Changes in workforce



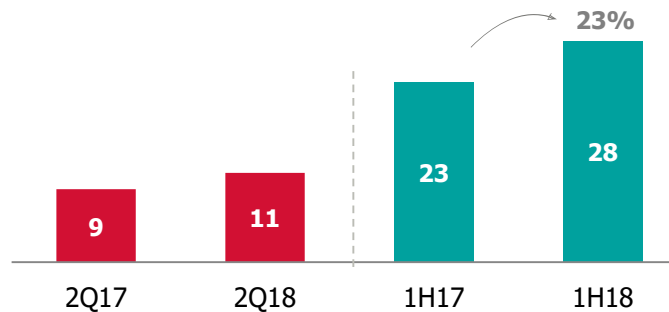
G&A (IFRS) - R\$ MM

- 27% reduction of G&A Expenses in the 1H18;

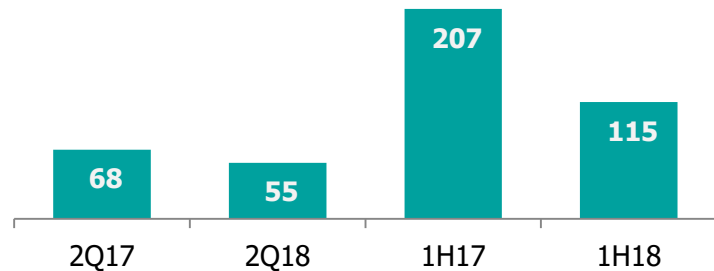


Selling (IFRS) - R\$ MM

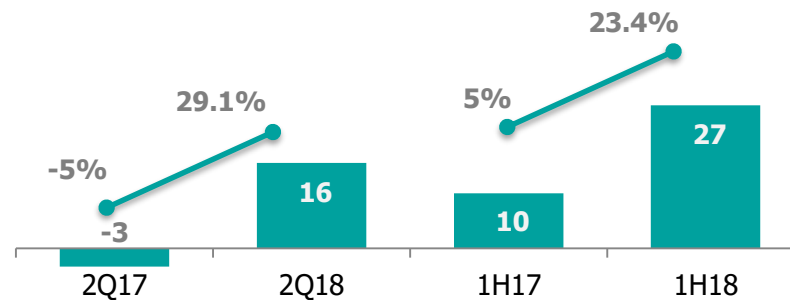
- Commercial expenses impacted by the end of JV Capital Rossi (R\$ 4 million in the 1H18).



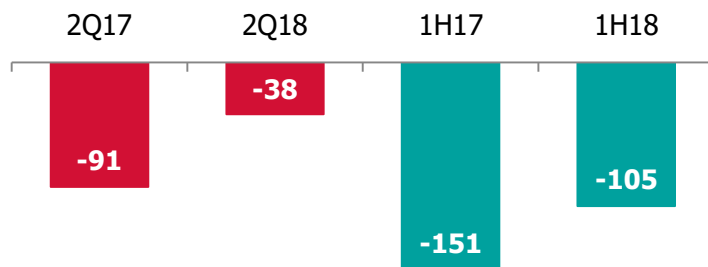
Net Revenue | R\$ MM



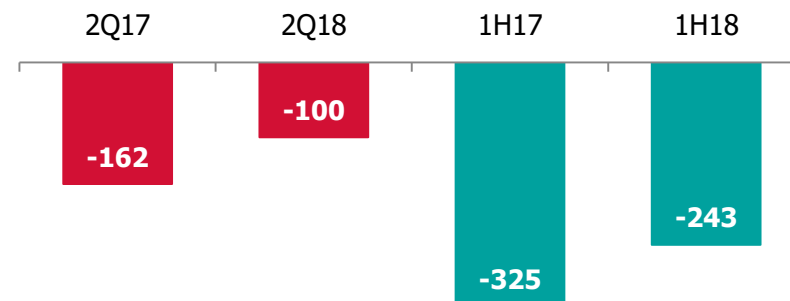
Gross Income | R\$ MM and Gross Margin %² Ex interest



Adjusted EBITDA¹ | R\$ MM



Net Income (Loss) | R\$ MM



¹ Adjusted Ebitda to expenses that do not represent a cash outflow

² Gross Margin excluding interest allocated to cost

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