

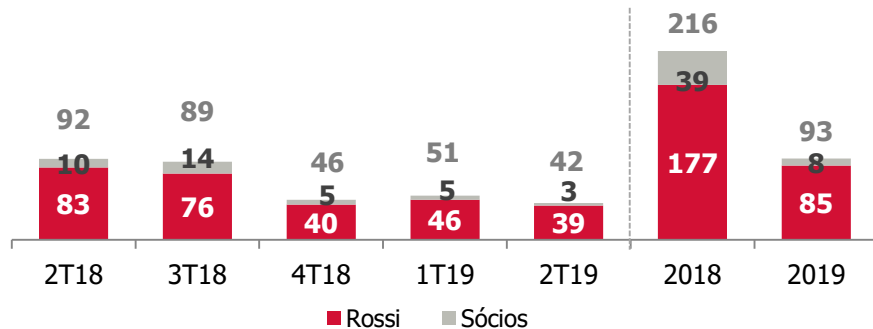
**ROSSI**



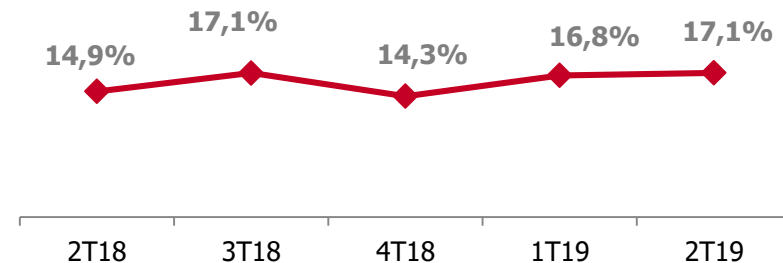
# **Resultados 2T19 e 1S19**

**15 de agosto de 2019**

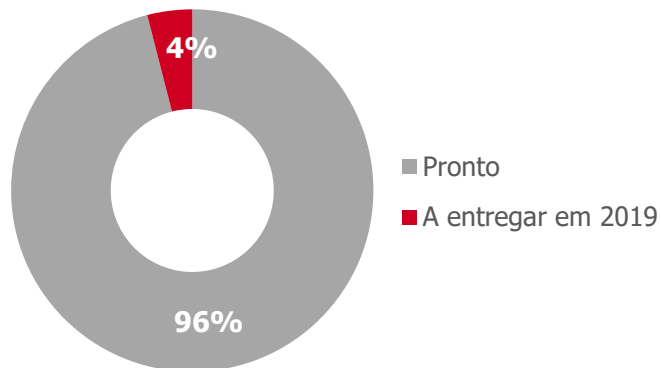
## Vendas Brutas | R\$ MM



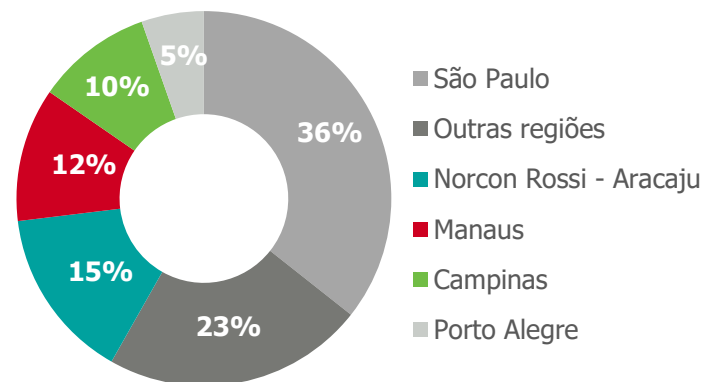
## VSO Trimestral (% Rossi)



## Vendas Brutas 2T19 | Estágio da Obra<sup>1</sup>

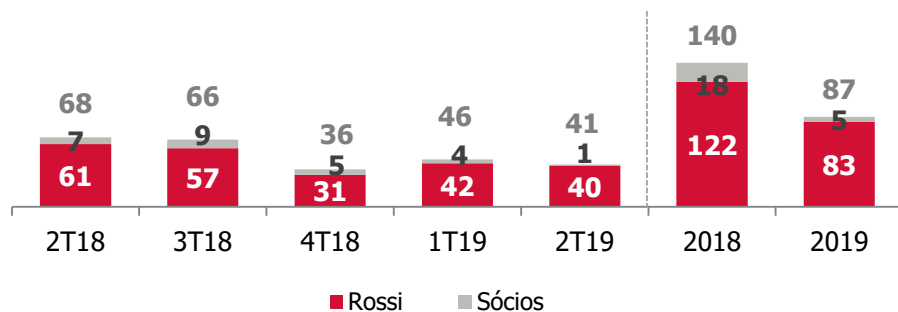


## Vendas Brutas 2T19 | Região<sup>1</sup>



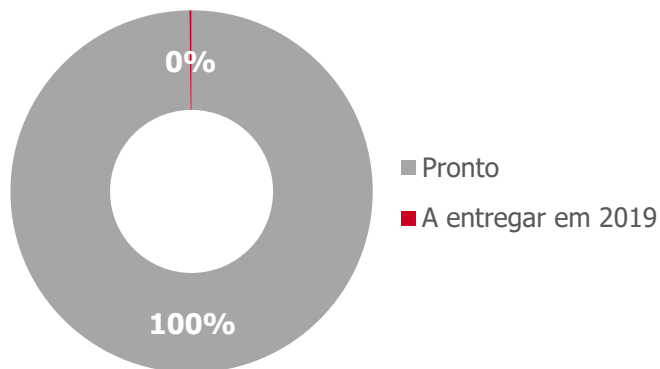
<sup>1</sup> Participação cia.

## Rescisão | R\$ MM

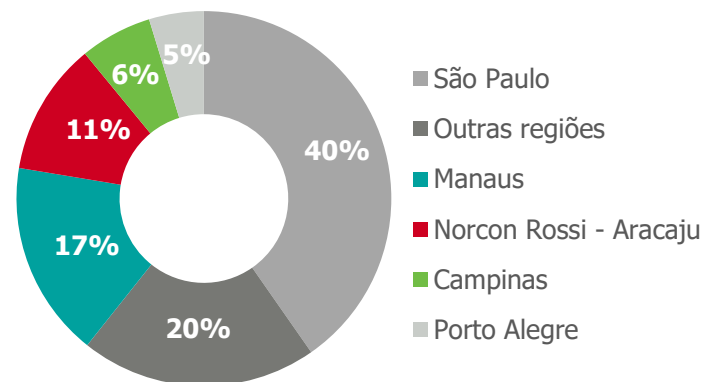


- **81%** do total de unidades rescindidas no acumulado do ano já foram revendidas;
- Redução de **34%** nas rescisões parte Rossi no 2T19 vs. 2T18 e de **32%** no 1S19 vs. 1S18.

## Rescisão 2T19 | Estágio da Obra<sup>1</sup>

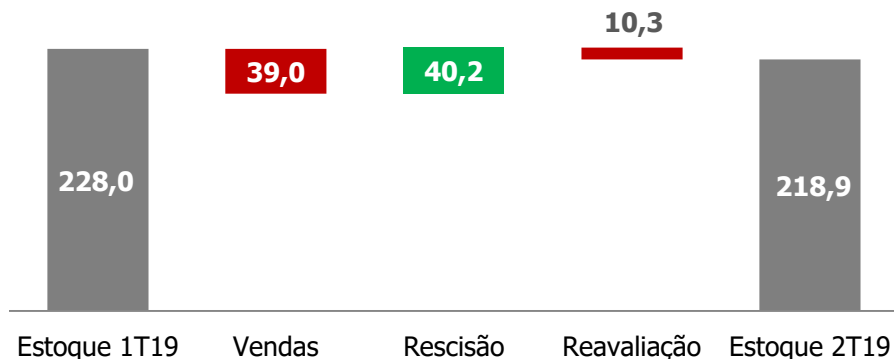


## Rescisão 2T19 | Região<sup>1</sup>

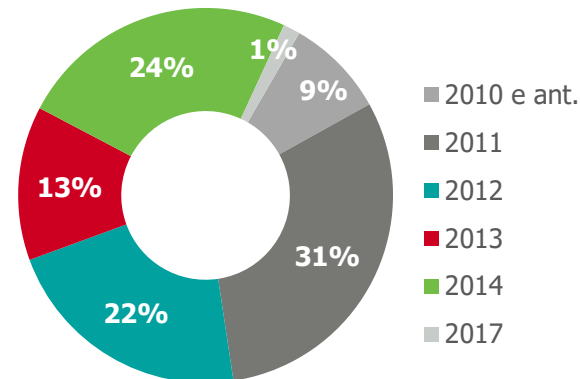


<sup>1</sup> Participação cia.

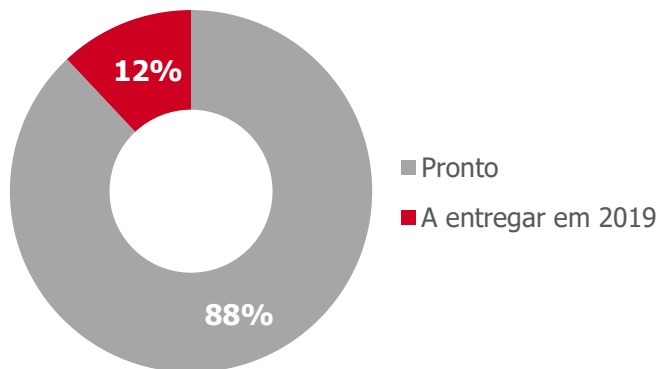
## Evolução do Estoque<sup>1</sup> – 2T19 x 1T19 | R\$ MM



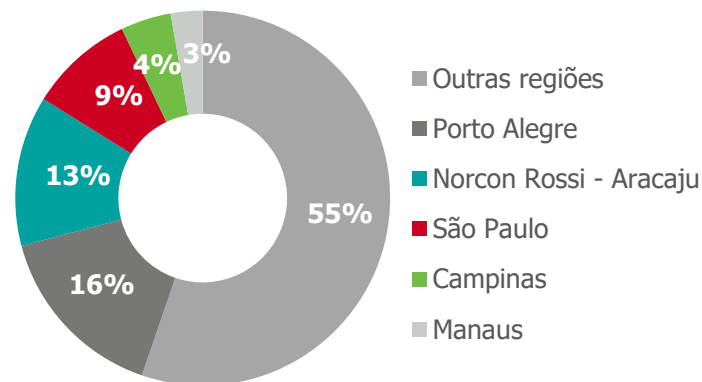
## Estoque 2T19 | Ano de Lançamento<sup>1</sup>



## Estoque 2T19 | Estágio da Obra<sup>1</sup>

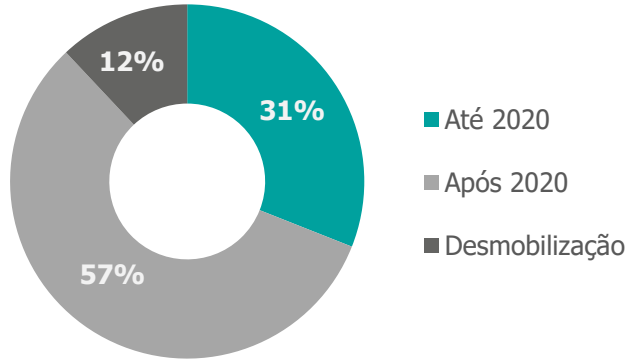


## Estoque 2T19 | Região<sup>1</sup>



<sup>1</sup> Participação cia.

## Banco de Terrenos | Lançamento<sup>1</sup>



### ▪ VGV Potencial | Loteamento e incorporação imobiliária:

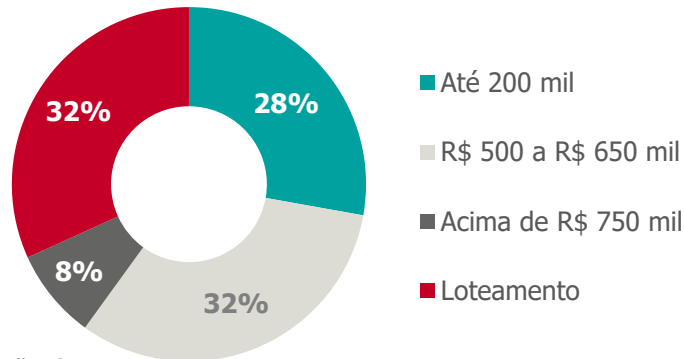
R\$ 7,3 bi (R\$ 5,0 bi %Rossi)



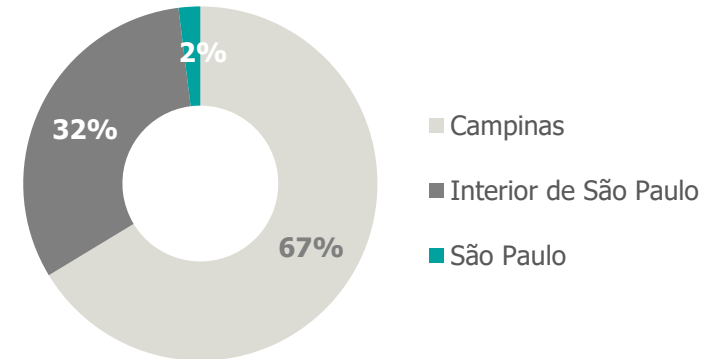
**Lançamentos até 2020:** R\$ 2,4 bi (R\$ 1,8 bi %Rossi)

### ▪ **Desmobilização:** R\$ 0,7 bi (R\$ 0,7 bi %Rossi)

## Lançamentos até 2020 | Segmento Renda<sup>1</sup>



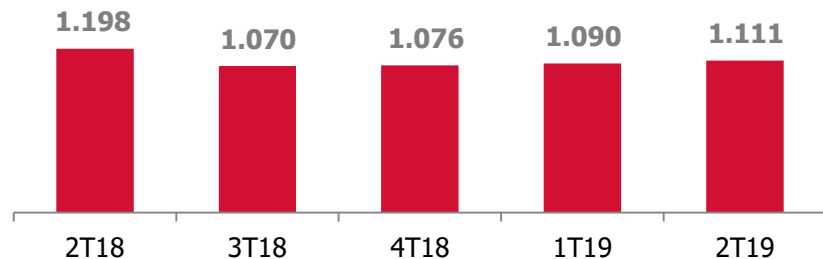
## Lançamentos até 2020 | Região<sup>1</sup>



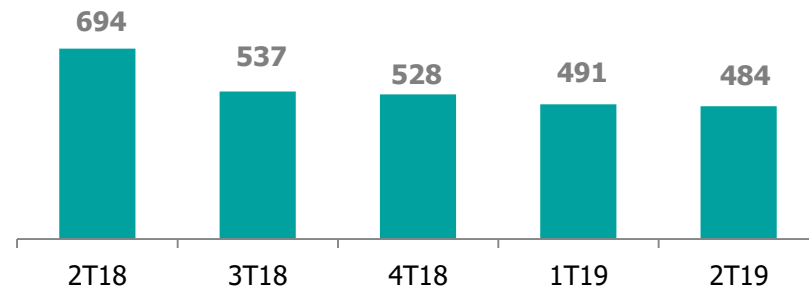
<sup>1</sup> Participação cia.

# Evolução do Endividamento - IFRS

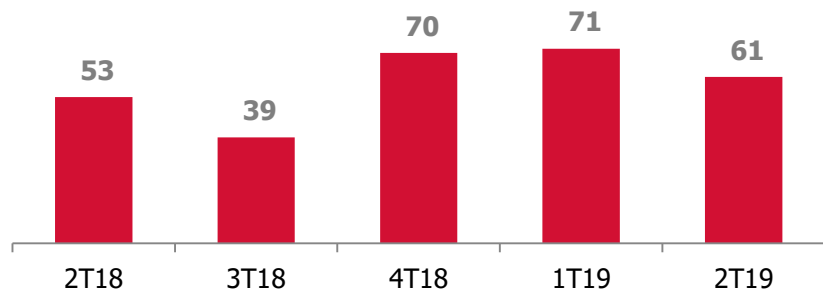
## Endividamento Corporativo | R\$ MM



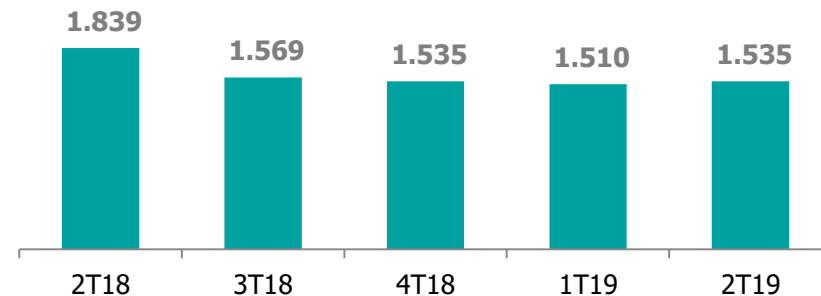
## Endividamento SFH | R\$ MM



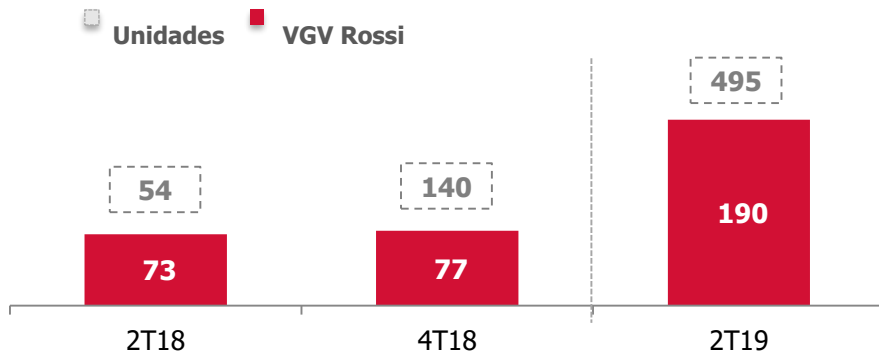
## Caixa e Disponibilidades | R\$ MM



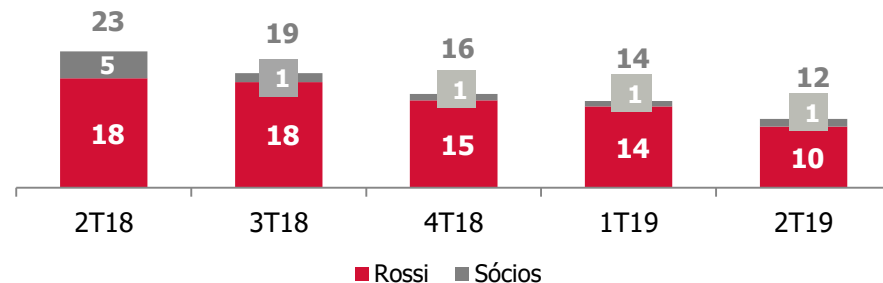
## Endividamento Líquido | R\$ MM



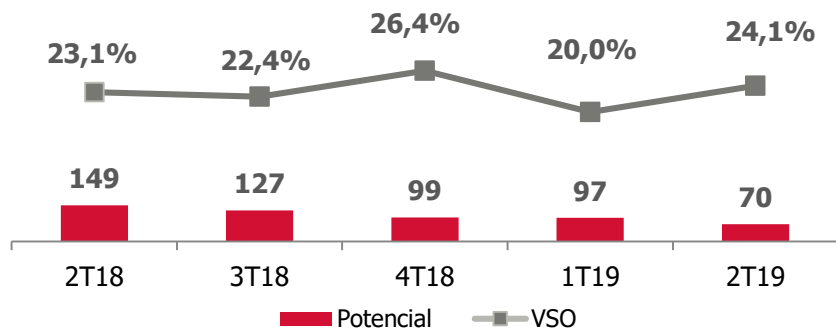
## Obras entregues | VGV % Rossi e Unidades



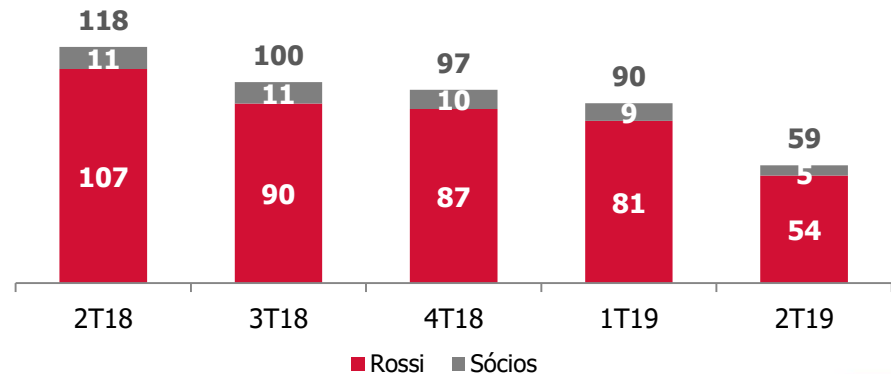
## Custos a Incorrer | R\$ MM



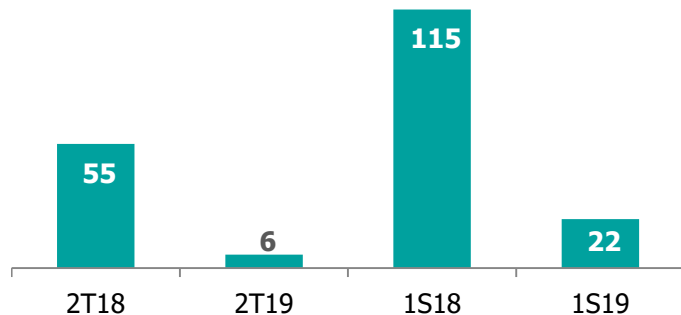
## Velocidade do Repasse | VSO



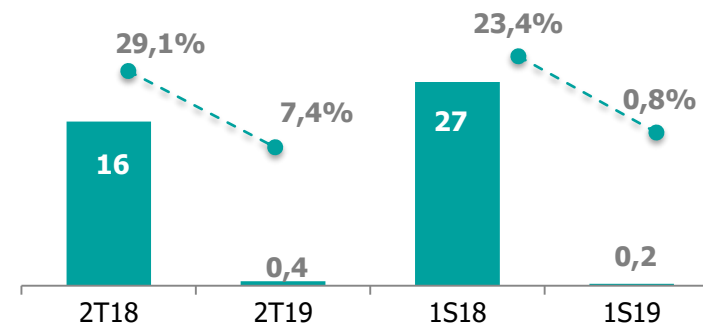
## Entrada de Caixa | R\$ MM



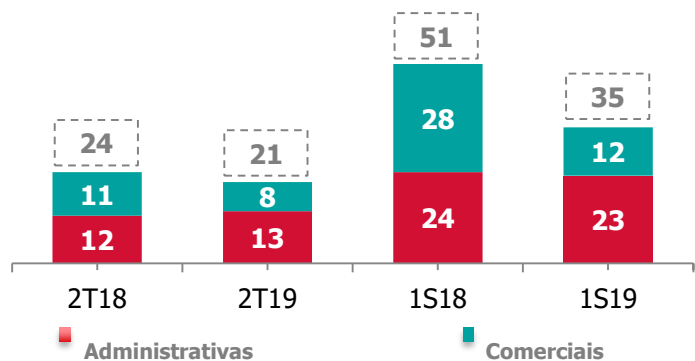
## Receita Líquida | R\$ MM



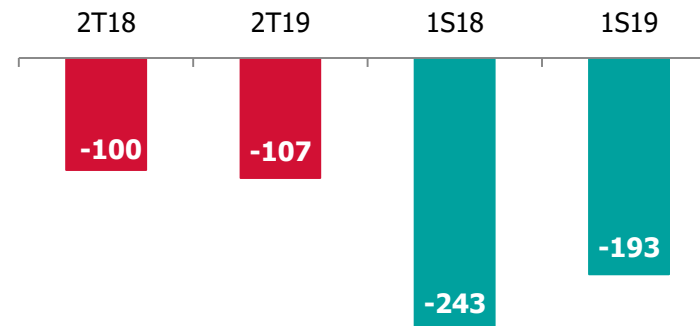
## Lucro Bruto Ajustado<sup>1</sup> | R\$ MM



## SG&A (IFRS) | R\$ MM



## Lucro (Prejuízo) Líquido | R\$ MM



<sup>1</sup> Margem bruta ajustada: exclui os encargos financeiros



## Equipe de RI

Tel. (55 11) 4058-2502

E-mail: [ri@rossiresidencial.com.br](mailto:ri@rossiresidencial.com.br)

[www.rossiresidencial.com.br/ri](http://www.rossiresidencial.com.br/ri)

**Fernando Miziara**  
CFO e DRI

**Equipe RI**  
Vitor Alvarez  
Paula Oliveira

**ROSSI**