

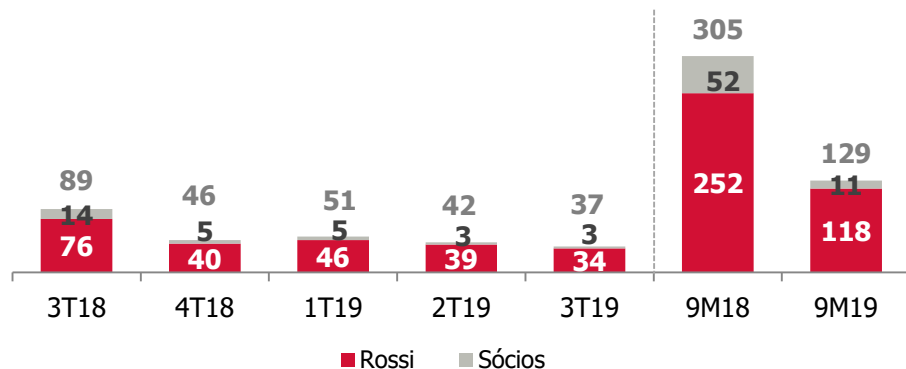
ROSSI



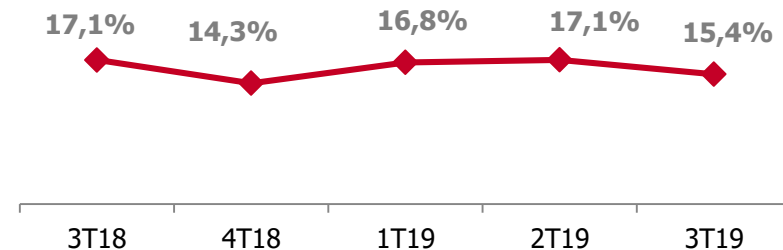
Resultados 3T19 e 9M19

14 de novembro de 2019

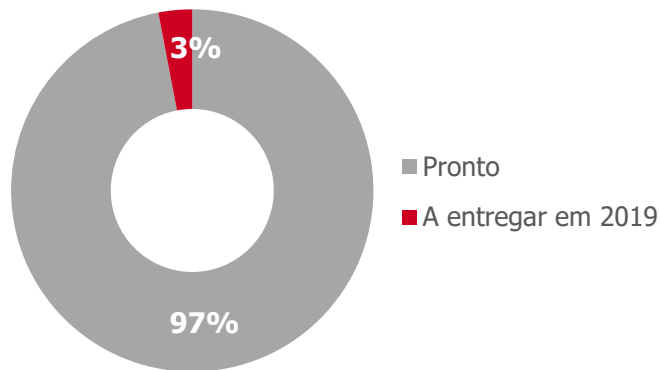
Vendas Brutas | R\$ MM



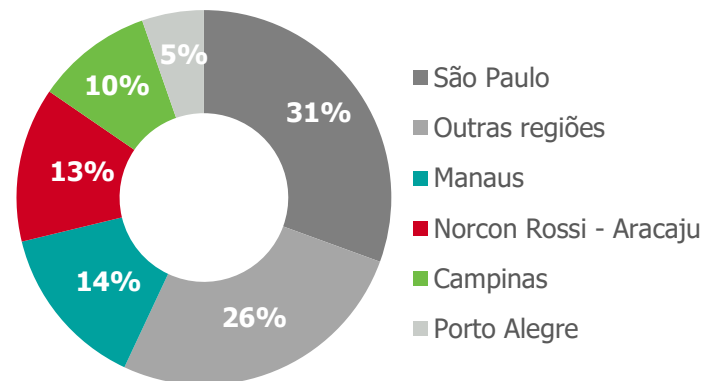
VSO Trimestral (% Rossi)



Vendas Brutas 3T19 | Estágio da Obra¹

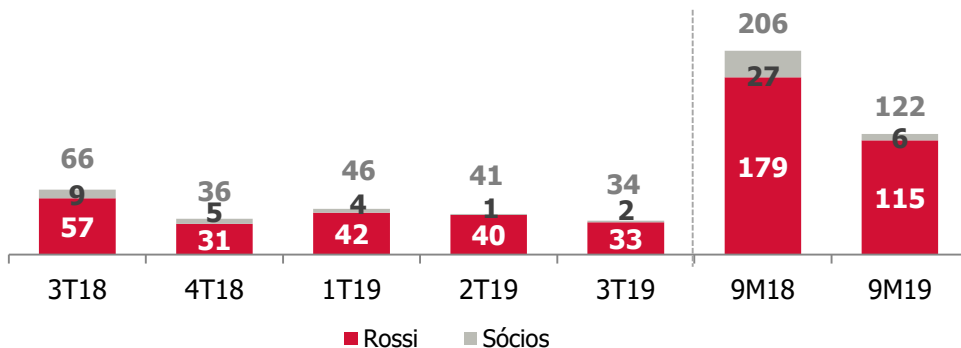


Vendas Brutas 3T19 | Região¹



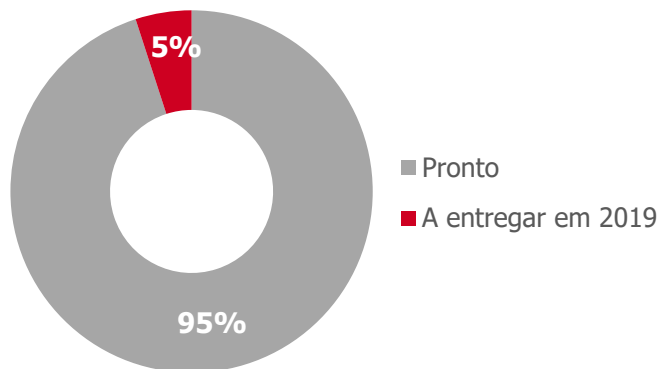
¹ Participação cia.

Rescisão | R\$ MM

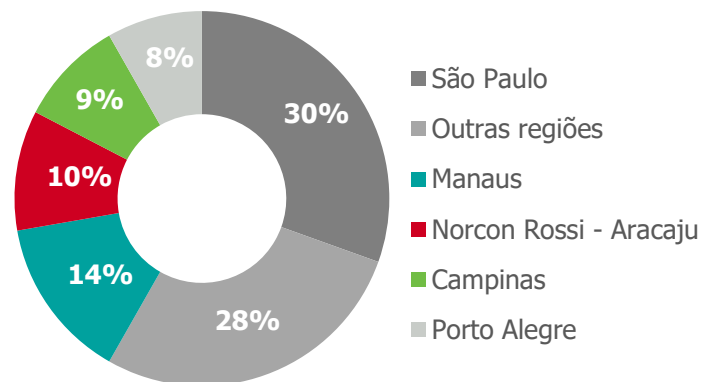


- **86%** do total de unidades rescindidas no acumulado do ano já foram revendidas;
- Redução de **42%** nas rescisões parte Rossi no 3T19 vs. 3T18 e de **35%** no 9M19 vs. 9M18 (% Rossi).

Rescisão 3T19 | Estágio da Obra¹

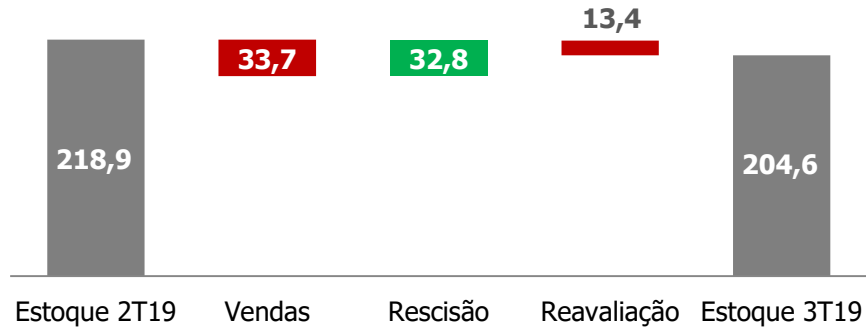


Rescisão 3T19 | Região¹

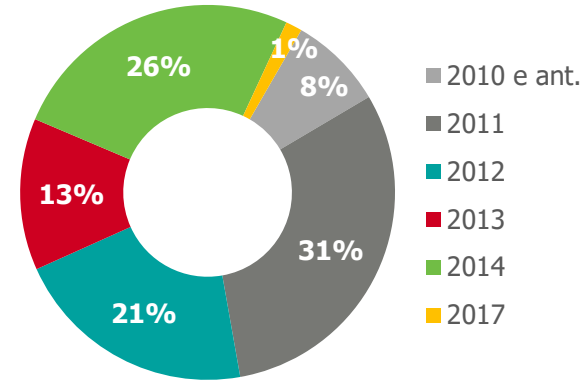


¹ Participação cia.

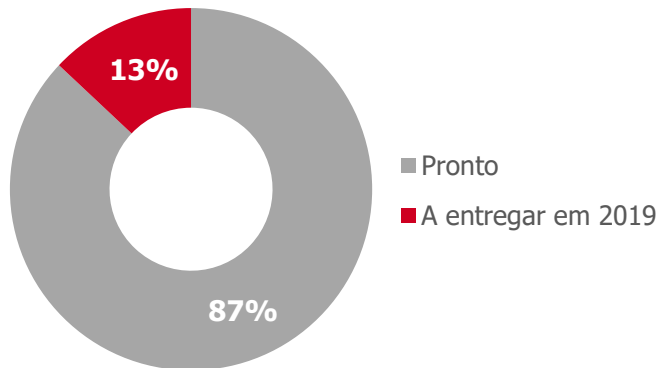
Evolução do Estoque¹ – 3T19 x 2T19 | R\$ MM



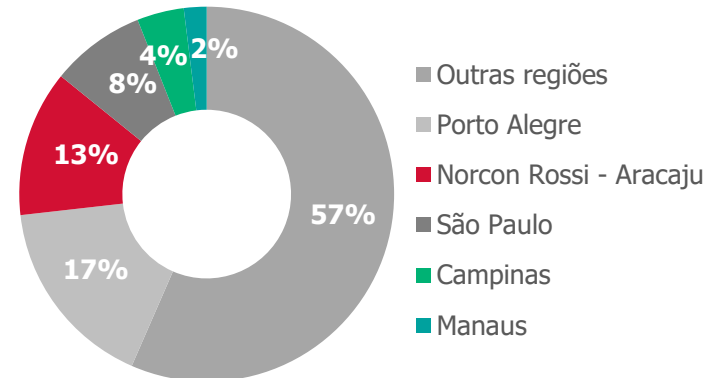
Estoque 3T19 | Ano de Lançamento¹



Estoque 3T19 | Estágio da Obra¹

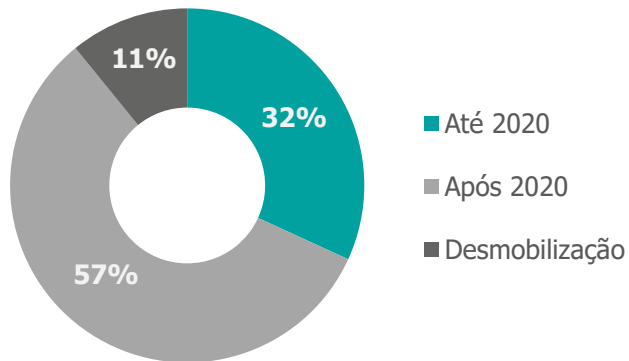


Estoque 3T19 | Região¹



¹ Participação cia.

Banco de Terrenos | Lançamento¹



▪ VGV Potencial | Loteamento e incorporação imobiliária:

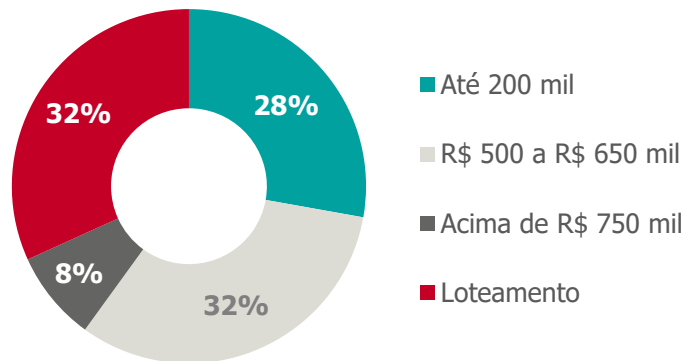
R\$ 7,3 bi (R\$ 5,0 bi %Rossi)



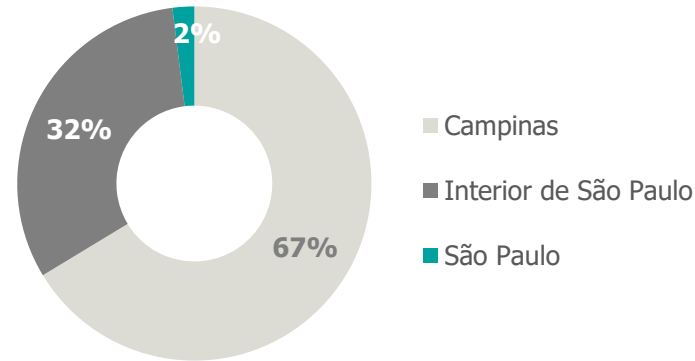
Lançamentos até 2020: R\$ 2,4 bi (R\$ 1,8 bi %Rossi)

▪ Desmobilização: R\$ 0,6 bi (R\$ 0,6 bi %Rossi)

Lançamentos até 2020 | Segmento Renda¹



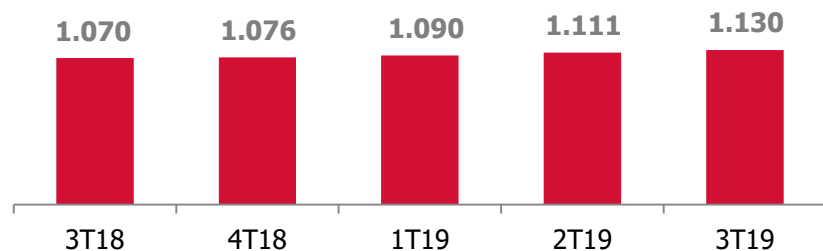
Lançamentos até 2020 | Região¹



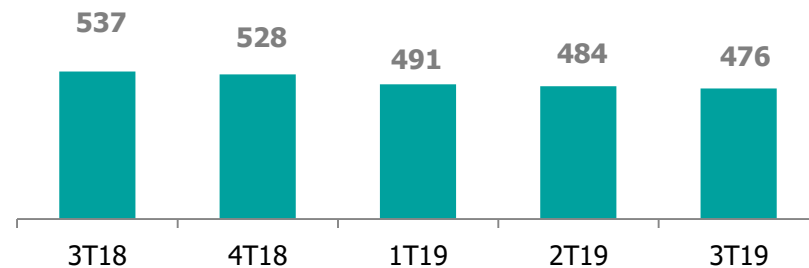
¹ Participação cia.

Evolução do Endividamento - IFRS

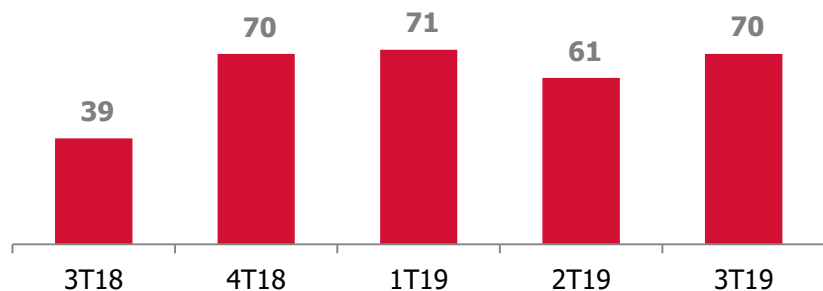
Endividamento Corporativo | R\$ MM



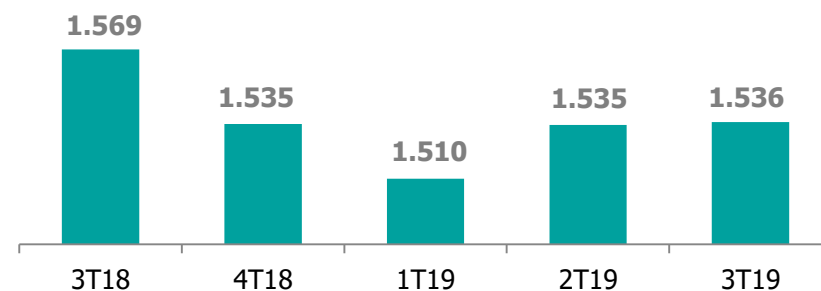
Endividamento SFH | R\$ MM



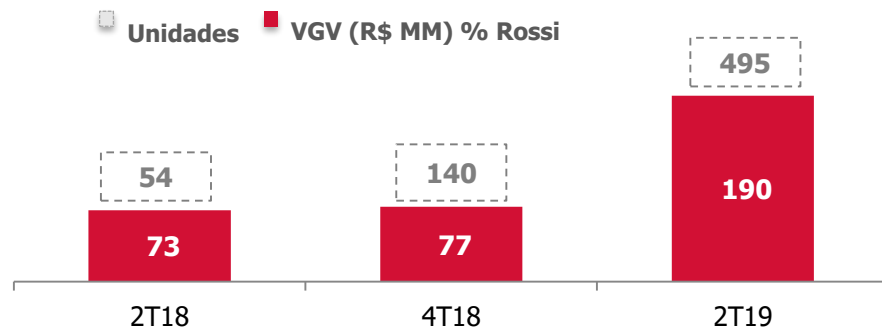
Caixa e Disponibilidades | R\$ MM



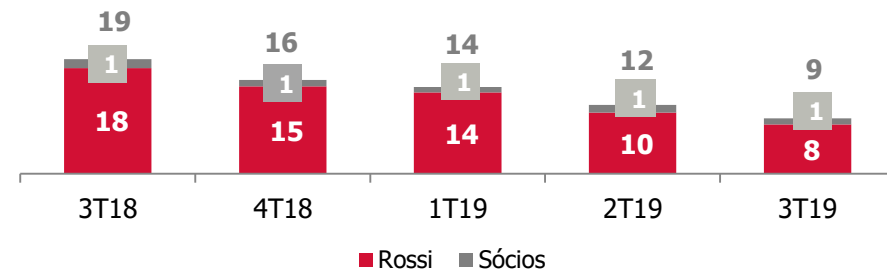
Endividamento Líquido | R\$ MM



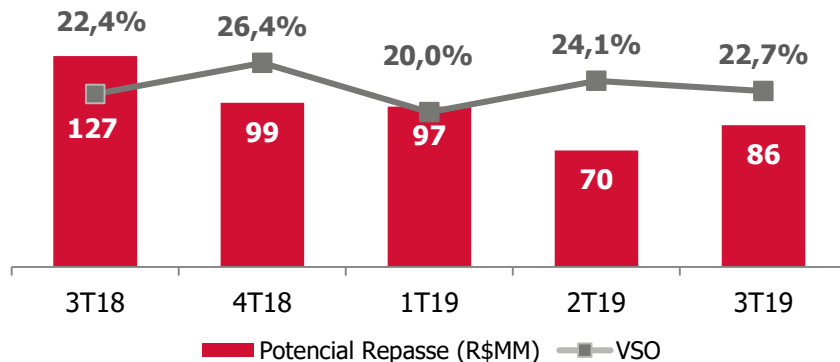
Obras entregues | VGV e Unidades



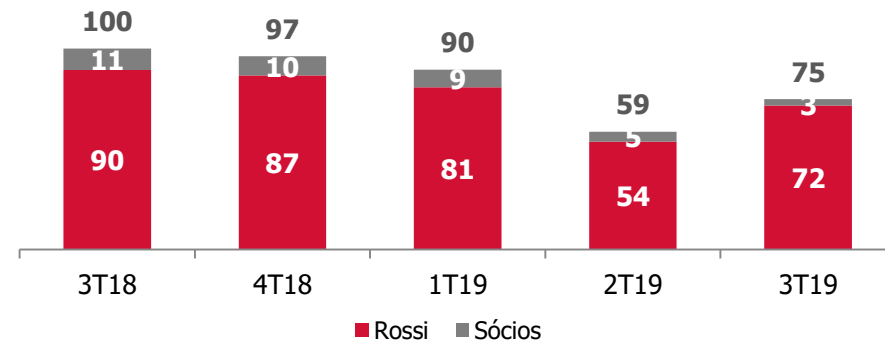
Custos a Incorrer | R\$ MM



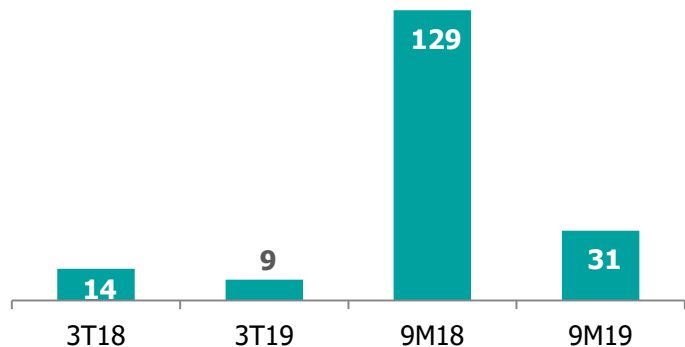
Velocidade do Repasse | VSO



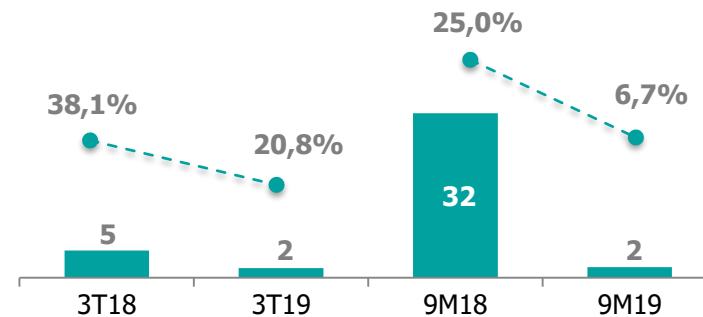
Entrada de Caixa | R\$ MM



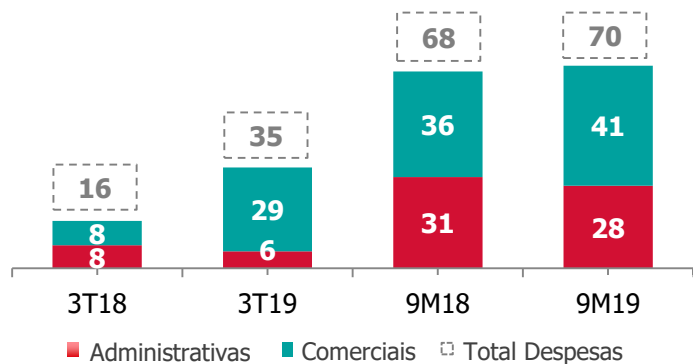
Receita Líquida | R\$ MM



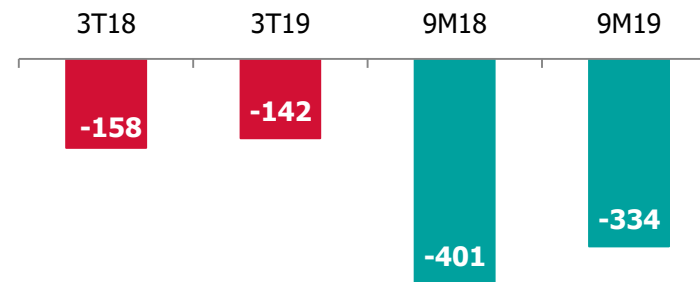
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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