

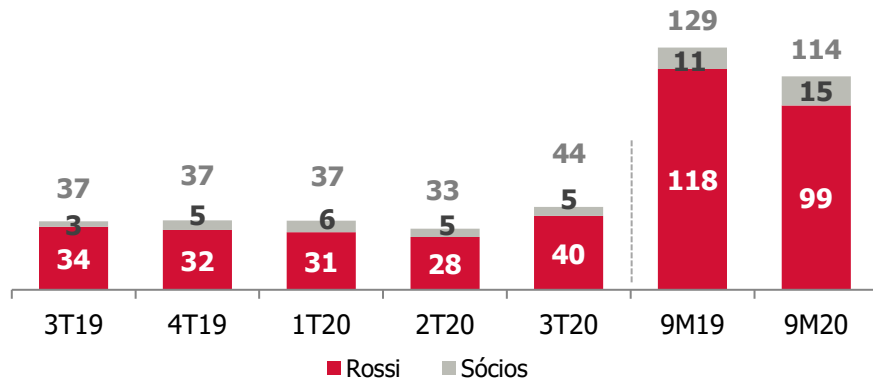
ROSSI

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, casting a warm glow. Balconies with glass railings are visible, some with plants. The sky is a deep blue with some light clouds. The building is set against a dark background, making the lit-up areas stand out.

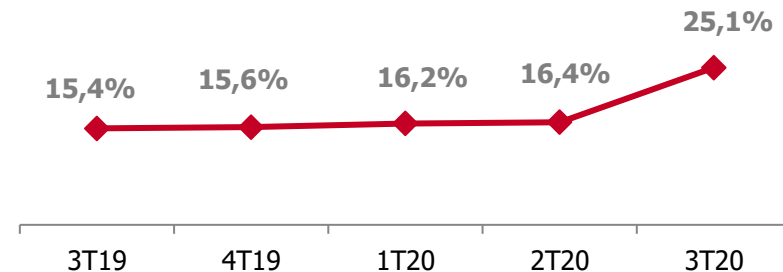
Resultados 3T20 e 9M20

12 de novembro de 2020

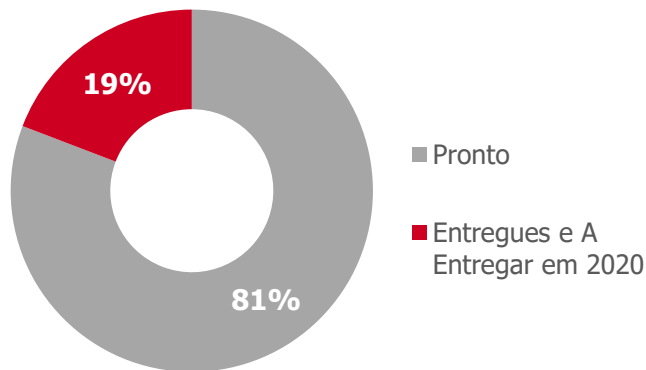
Vendas Brutas | R\$ MM



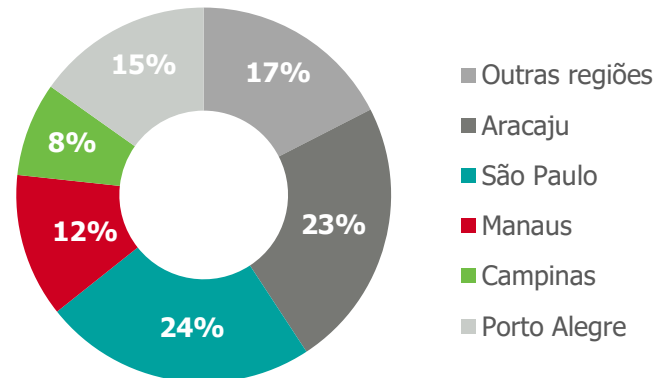
VSO Trimestral (% Rossi)



Vendas Brutas 3T20 | Estágio da Obra¹

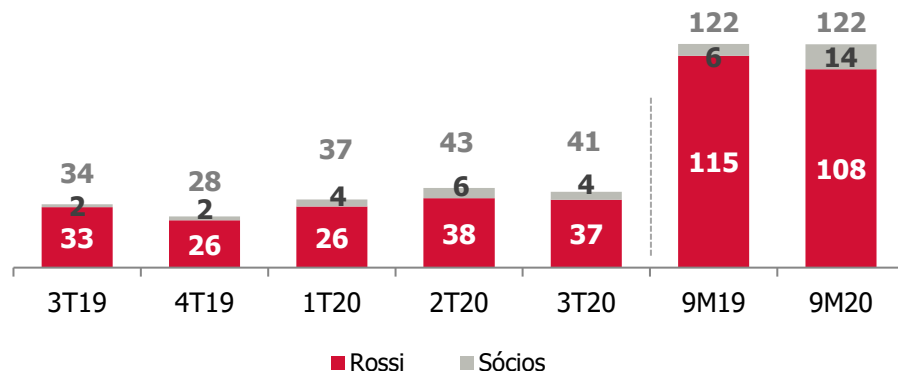


Vendas Brutas 3T20 | Região¹



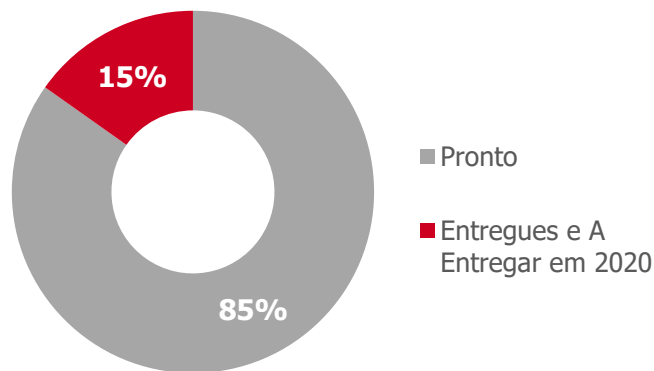
¹ Participação cia.

Rescisão | R\$ MM

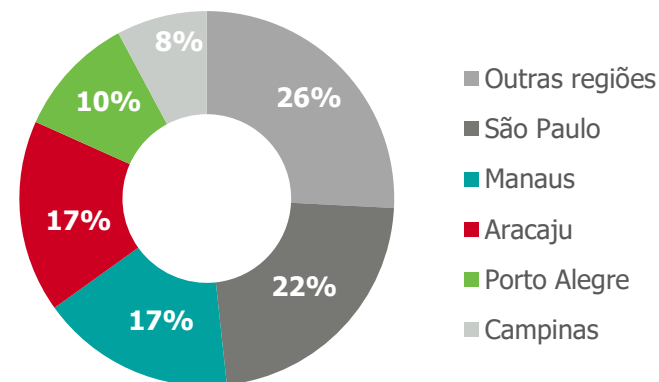


- **92%** do total de unidades rescindidas em 2020 já foram revendidas;
- Queda de **6%** nas rescisões parte Rossi nos 9M20 vs. 9M19.

Rescisão 3T20 | Estágio da Obra¹

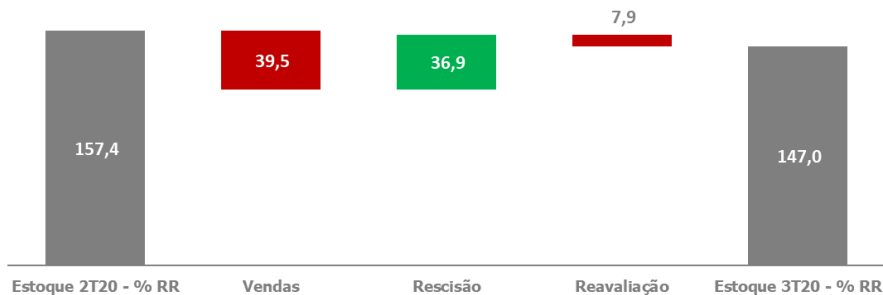


Rescisão 3T20 | Região¹

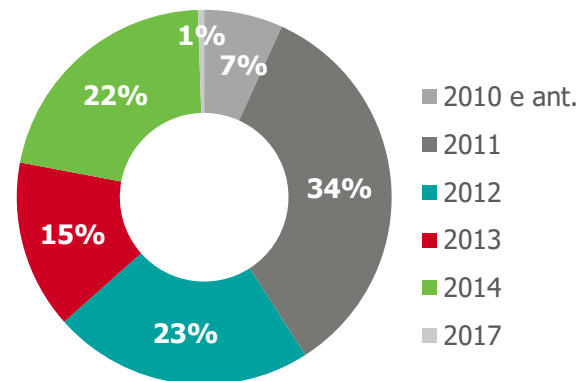


¹ Participação cia.

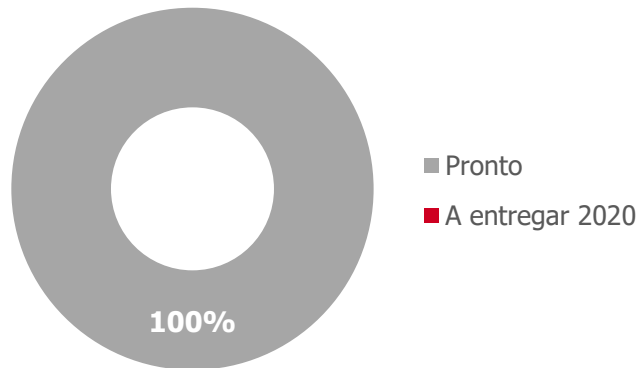
Evolução do Estoque – 3T20 x 2T20 | R\$ MM



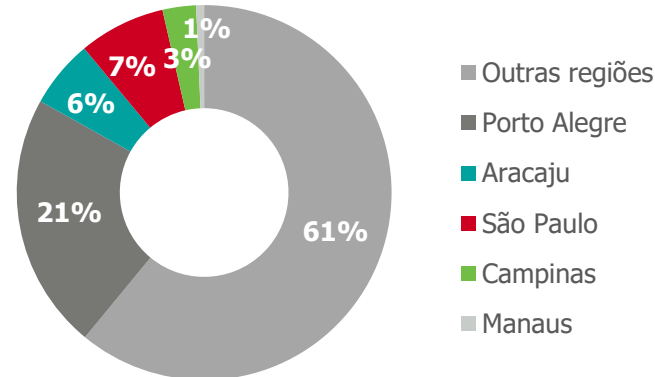
Estoque 3T20 | Ano de Lançamento¹



Estoque 3T20 | Estágio da Obra¹

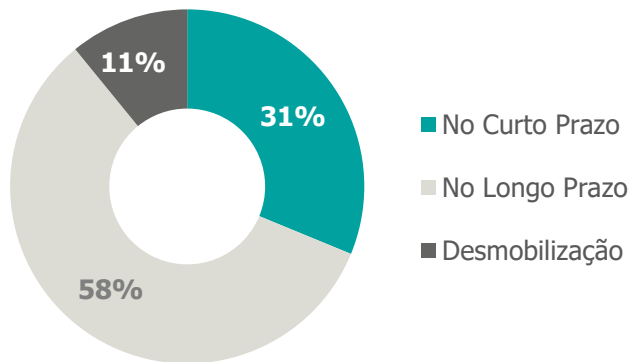


Estoque 3T20 | Região¹



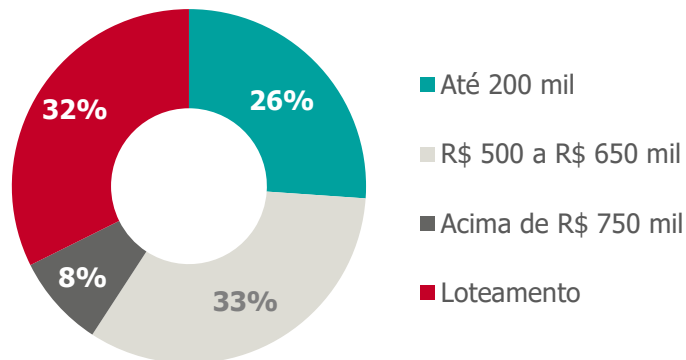
¹ Participação cia.

Banco de Terrenos | Lançamento¹

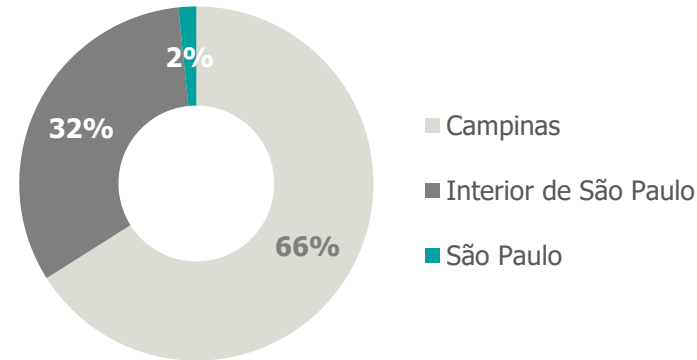


- VGV Potencial | Loteamento e incorporação imobiliária: R\$ 7,3 bi (R\$ 4,9 bi % Rossi)
 - Lançamentos possíveis no Curto Prazo: R\$ 2,4 bi (R\$ 1,7 bi % Rossi)
- Desmobilização: R\$ 0,6 bi (R\$ 0,6 bi % Rossi)

Lançamentos no Curto Prazo | Segmento Renda¹



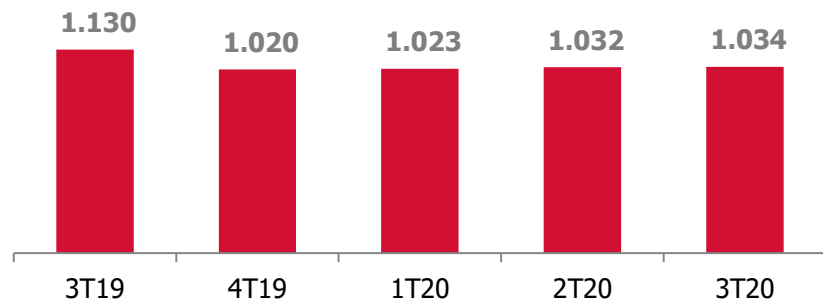
Lançamentos no Curto Prazo | Região¹



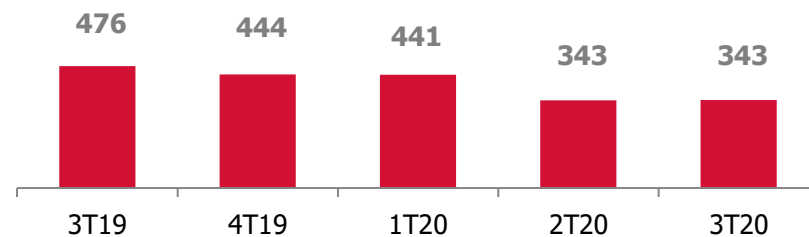
¹ Participação cia.

Evolução do Endividamento - IFRS

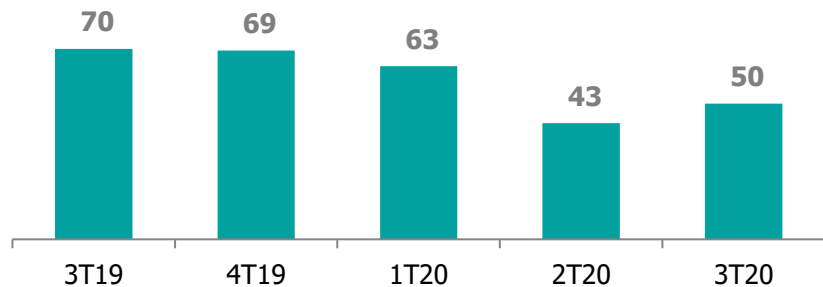
Endividamento Corporativo | R\$ MM



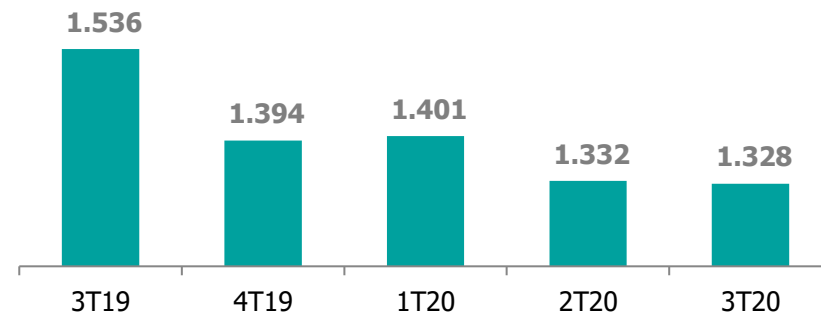
Endividamento SFH | R\$ MM



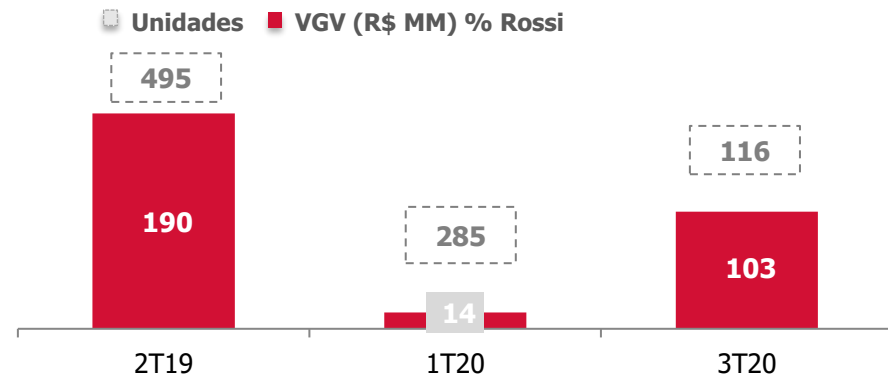
Caixa e Disponibilidades | R\$ MM



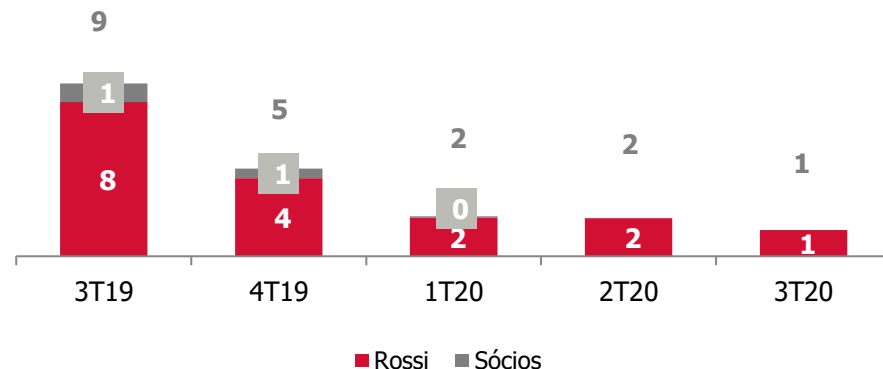
Endividamento Líquido | R\$ MM



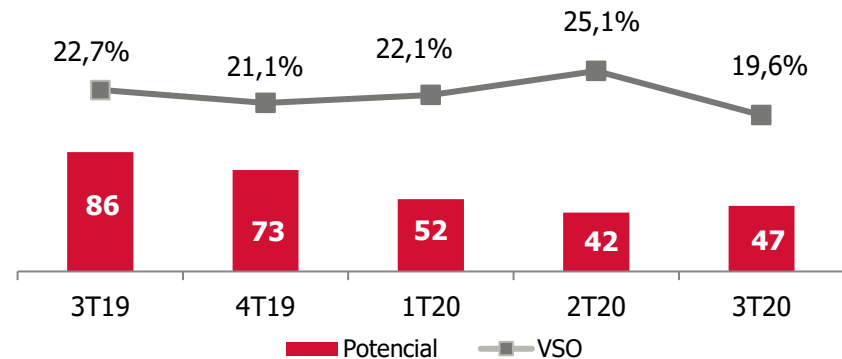
Obras entregues | VGV % Rossi e Unidades



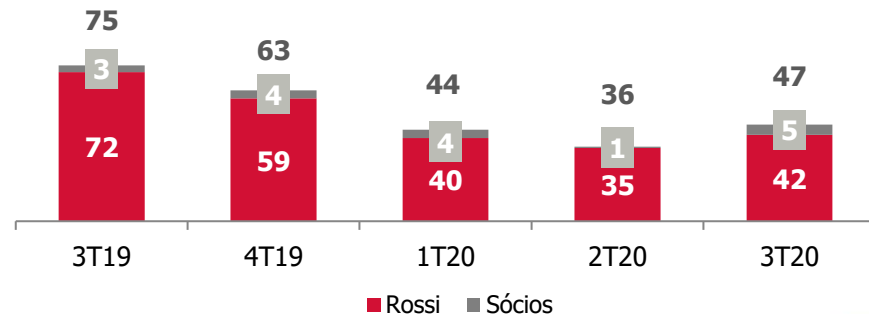
Custos a Incorrer | R\$ MM



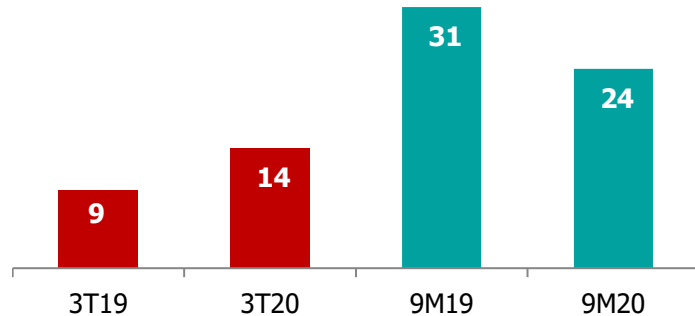
Velocidade do Repasse | VSO



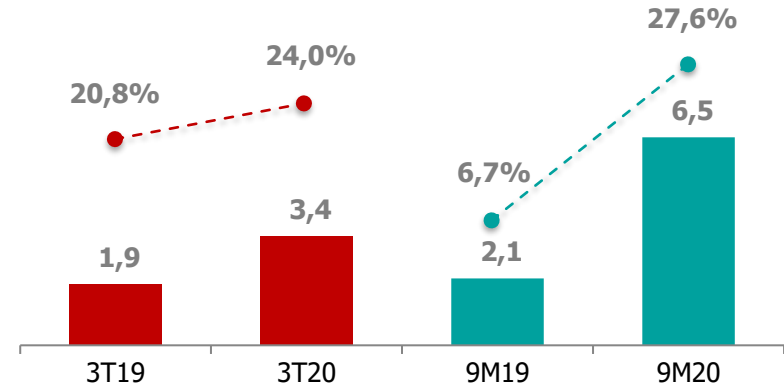
Entrada de Caixa | R\$ MM



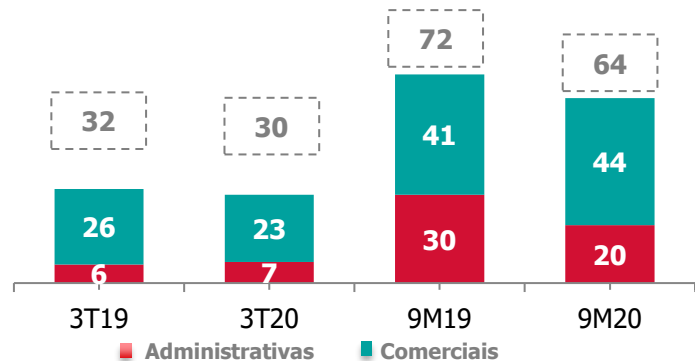
Receita Líquida | R\$ MM



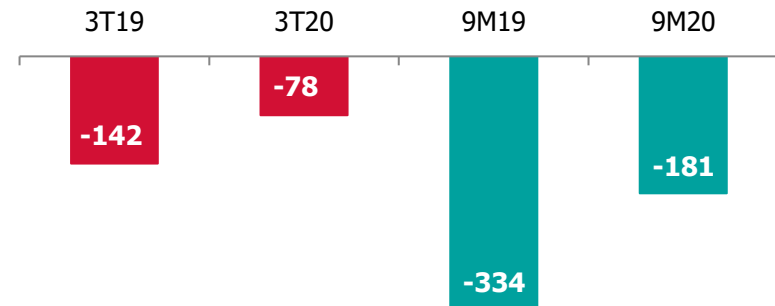
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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