

ROSSI



Resultados 4T16 e 2016

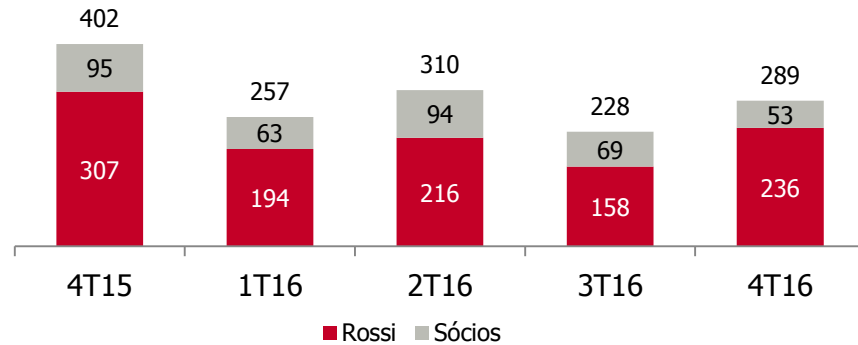
24 de março de 2017

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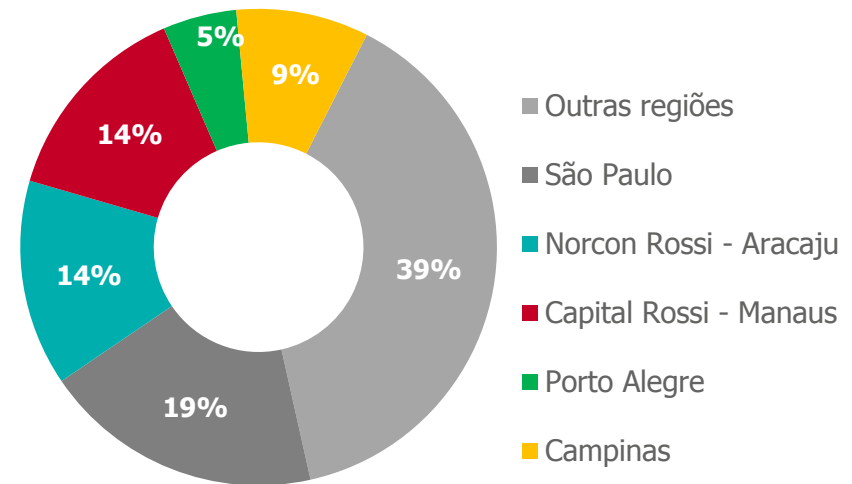
Resultado Operacional



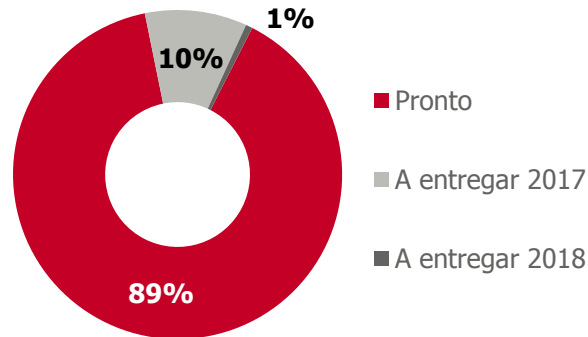
Vendas Brutas | R\$ MM



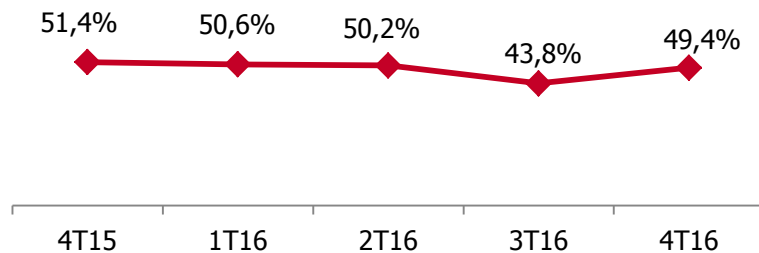
Vendas Brutas 2016 | Região (% Rossi)



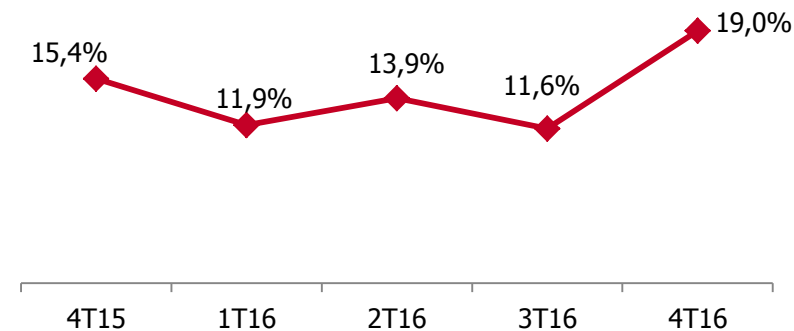
Vendas Brutas 2016 | Estágio da Obra (% Rossi)



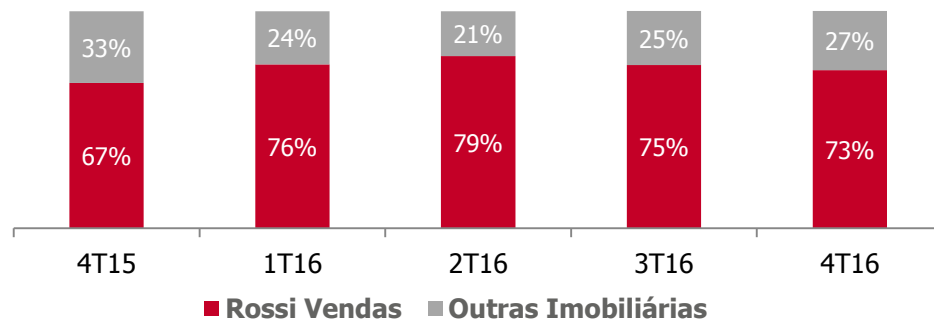
VSO Acumulada em 12 meses



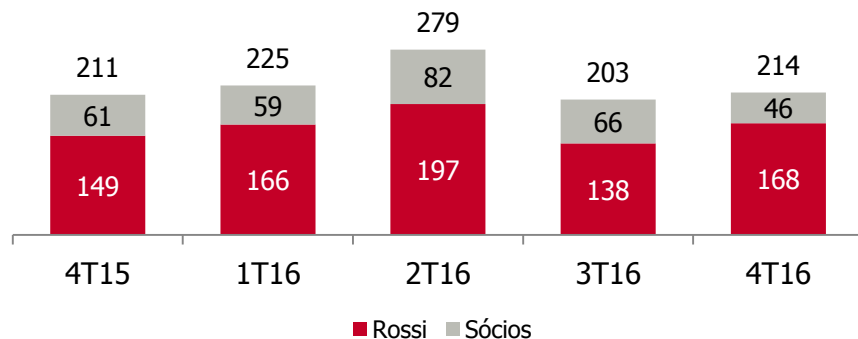
VSO Trimestral



Vendas Brutas por Imobiliária

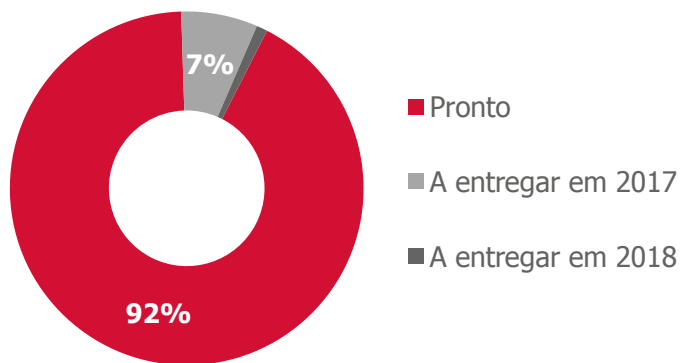


Rescisão | R\$ MM

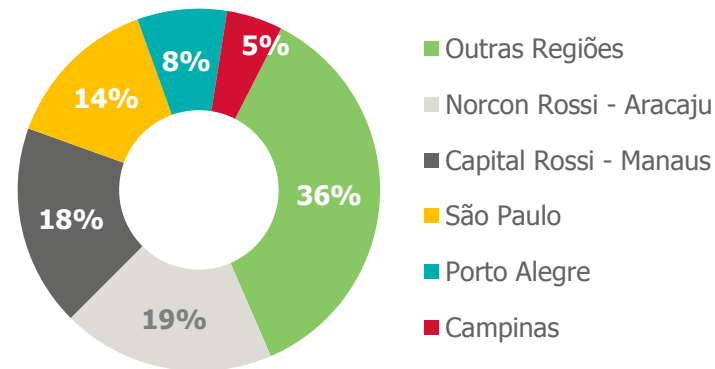


→ **68%** do total de unidades rescindidas em 2016 já foram revendidas.

Rescisão 2016 | Estágio da Obra (% Rossi)



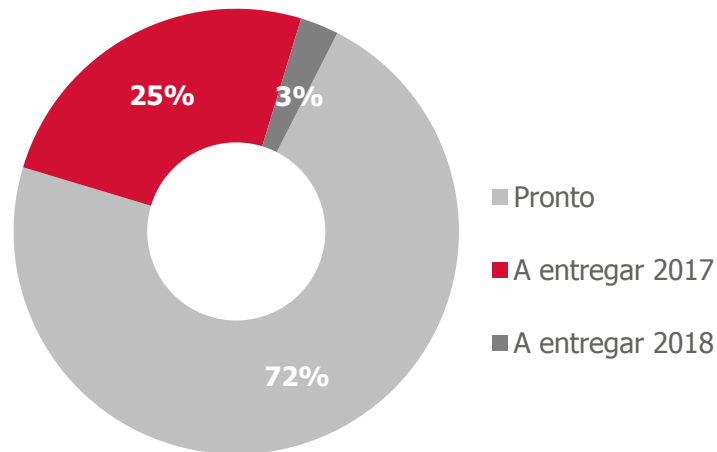
Rescisão 2016 | Região (% Rossi)



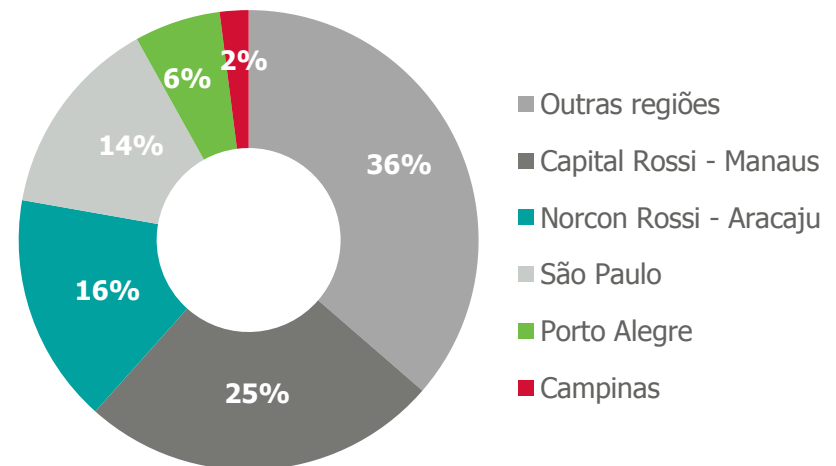
VGV Total: R\$ 1,6 bi 100% (R\$ 1,3 bi % Rossi)

- Foco nas vendas de unidades prontas;
- Foco de atuação em 5 regiões estratégicas;
- Produtos para famílias de classe média;

Estoque (100%) x Estágio de obras



Estoque (100%) x Região



Incorporação Residencial:

- Potencial de **Lançamento até 2018**: R\$ 2,1 bi (R\$ 2,0 bi % Rossi)
- Potencial de **Lançamento após 2018**: R\$ R\$ 4,6 bi (R\$ 3,2 bi % Rossi)
- **Desmobilização**: R\$ 1,8 bi (R\$ 1,7 bi % Rossi)



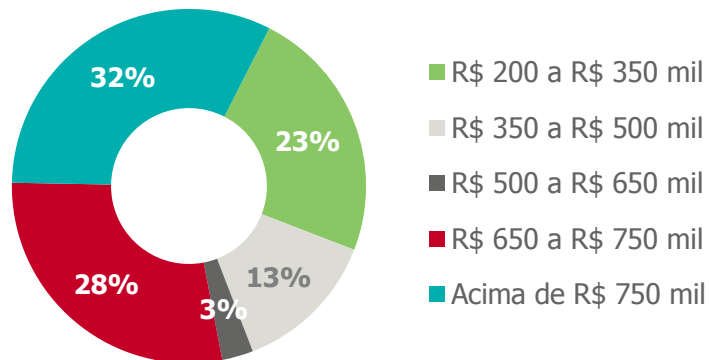
VGV 100%: R\$ 8,5 bi

VGV Rossi: R\$ 6,9 bi

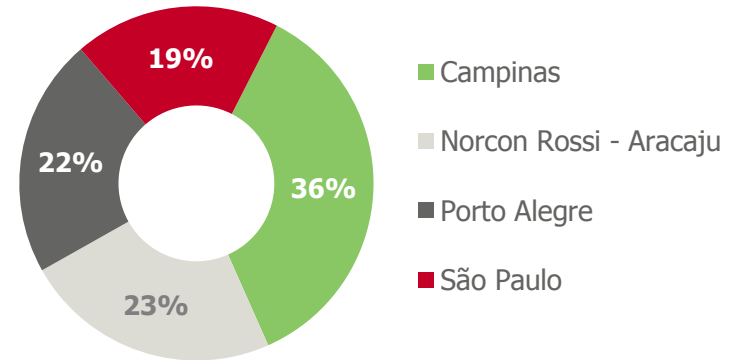
Loteamento:

- Potencial de **Lançamento da Entreeverdes Urbanismo**: R\$ 3,9 bi (R\$ 1,6 bi % Entreeverdes)

Lançamentos até 2018 | Por Segmento (% Rossi)



Lançamentos até 2018 | Por Região (% Rossi)



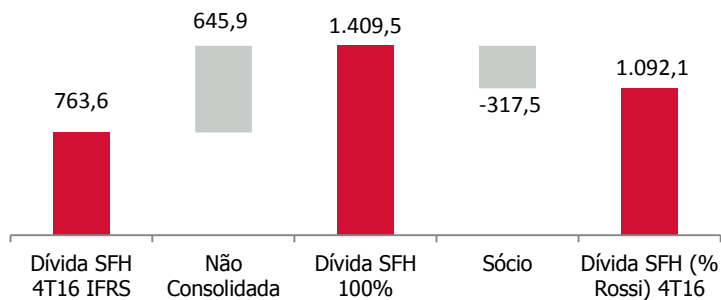
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Resultado Financeiro

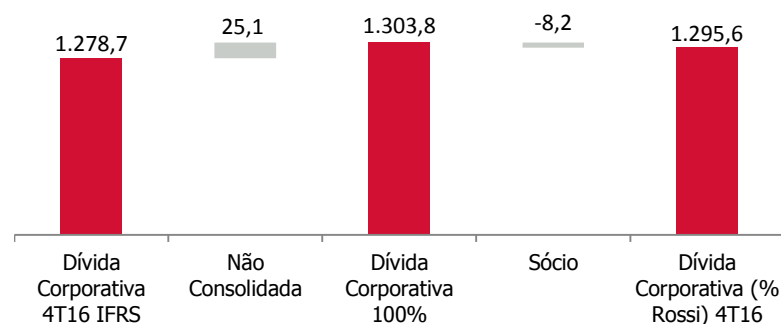


Reconciliação da posição de Endividamento Bruto e Disponibilidades

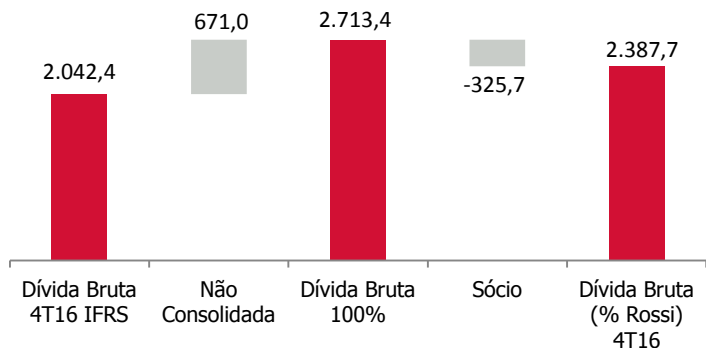
Endividamento SFH – R\$ MM



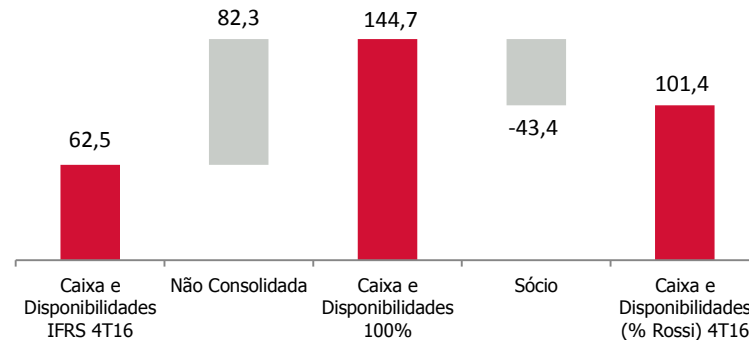
Endividamento Corporativo – R\$ MM



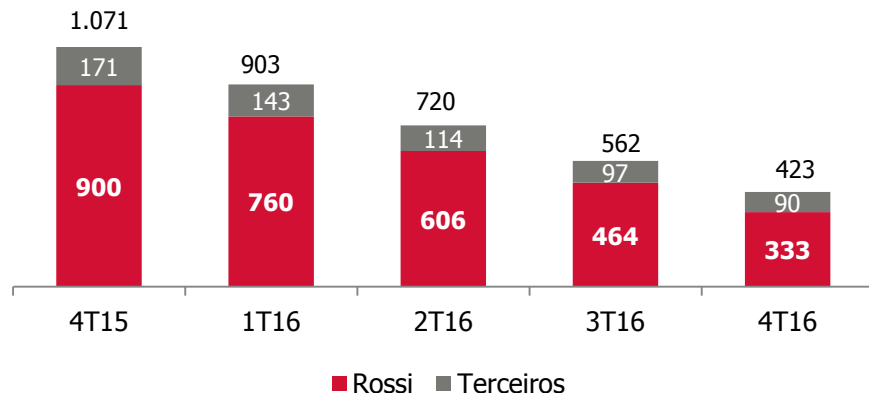
Endividamento Total – R\$ MM



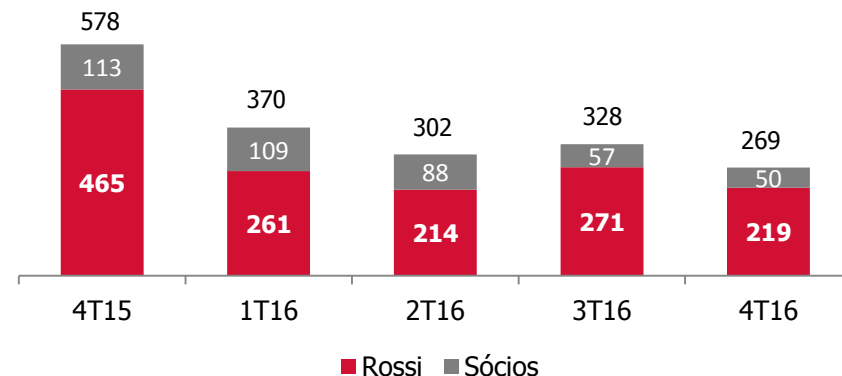
Caixa e Disponibilidades – R\$ MM



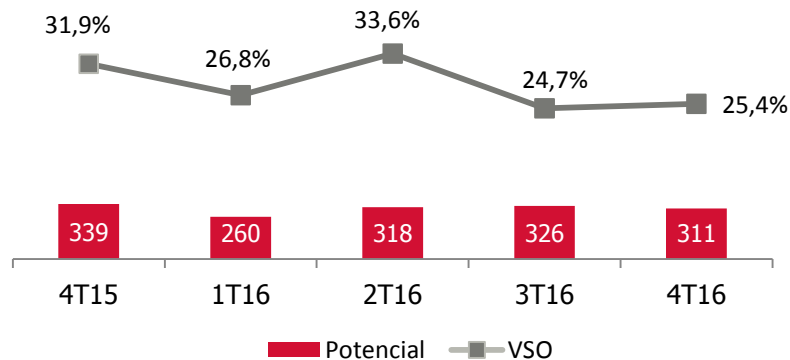
Custos a Incorrer | R\$ MM



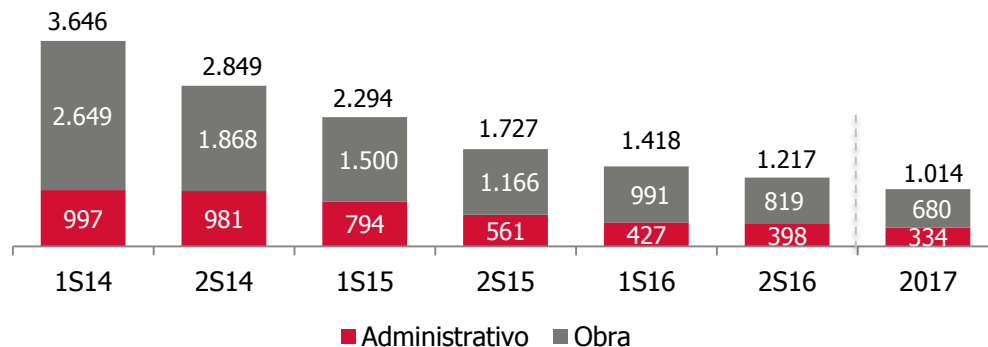
Entrada de Caixa | R\$ MM



Velocidade do Repasse | VSO

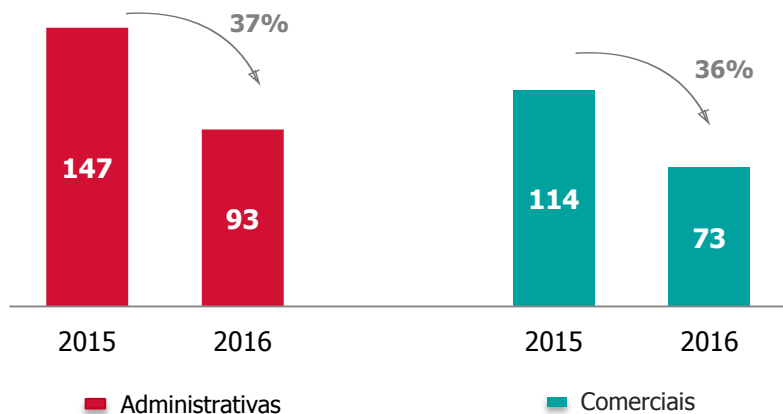


Movimentação do quadro de colaboradores



- Redução de **66%**¹ no quadro de colaboradores do administrativo desde o 1º Semestre de 2014;

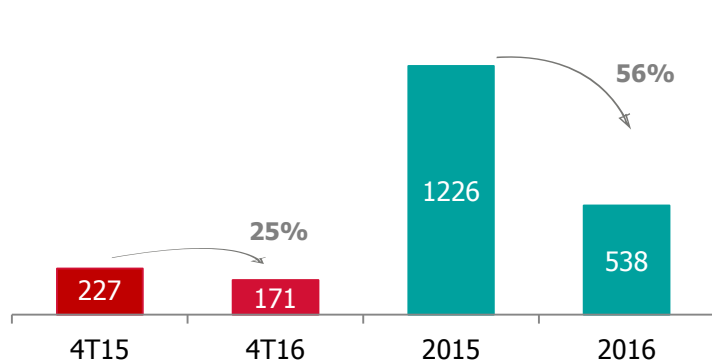
SG&A (IFRS) - R\$ MM



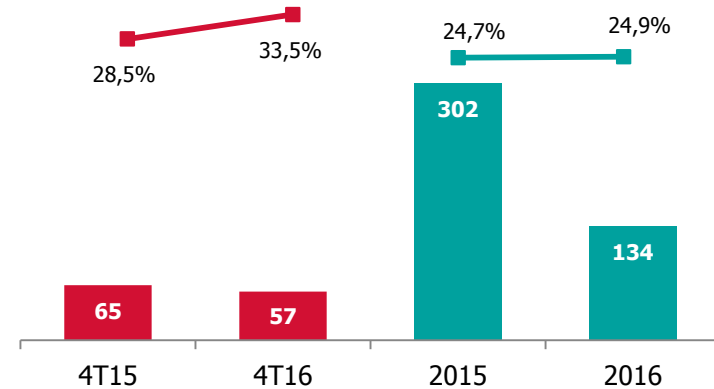
- Redução de **37%** nas despesas **administrativas** 2016 vs. 2015;
- Redução de **36%** nas despesas **comerciais** 2016 vs. 2015;

¹ Considera redução no quadro de colaboradores ocorrido no início de 2017

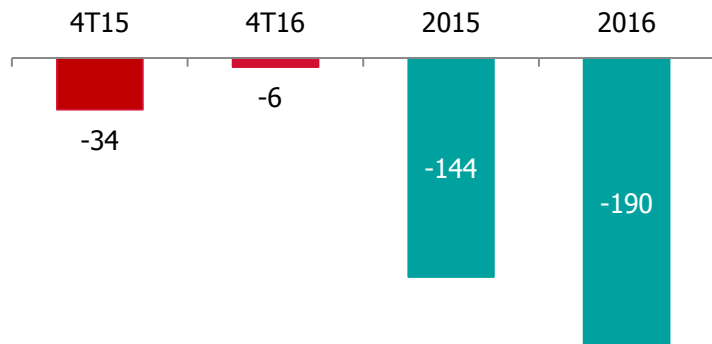
Receita Líquida | R\$ MM



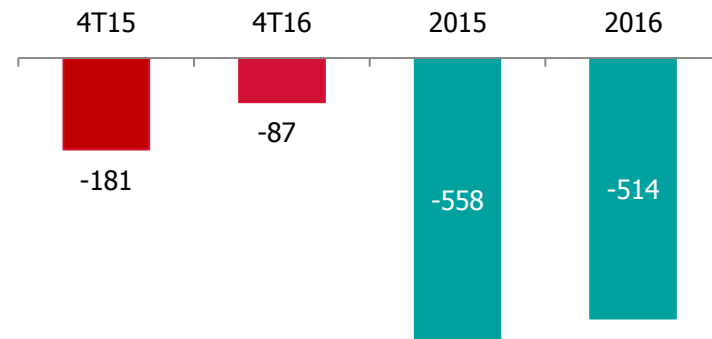
Lucro Bruto | R\$ MM e Margem Bruta % - Ex juros²



EBITDA Ajustado¹ | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Ebitda ajustado pelas despesas que não representam desembolso efetivo de caixa

² Margem bruta ajustada: exclui os encargos financeiros

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