

ROSSI



Resultados 4T18 e 2018

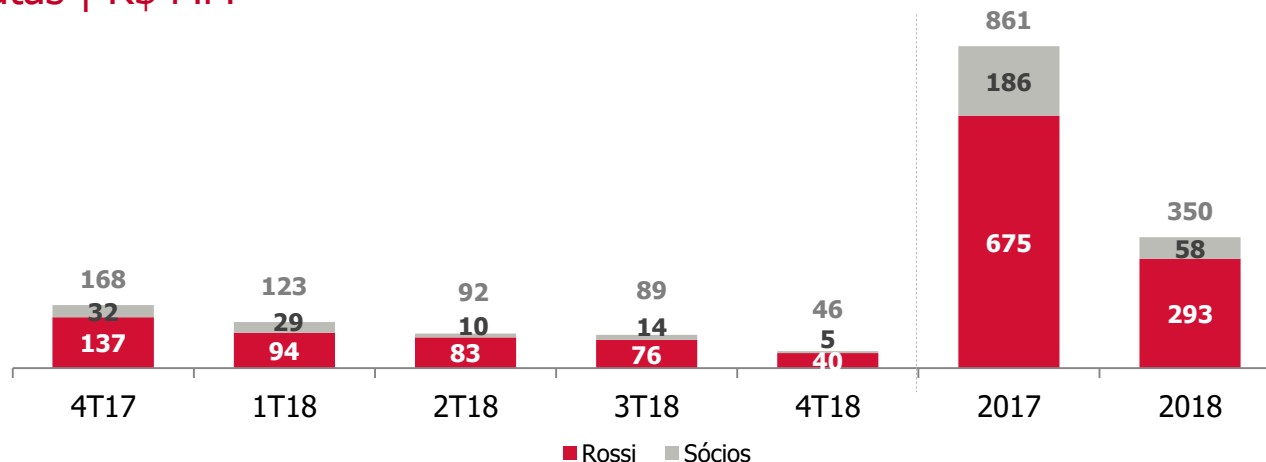
28 de março de 2019

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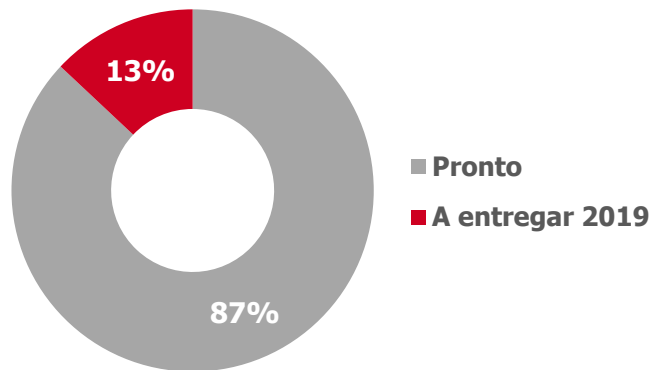
Resultado Operacional



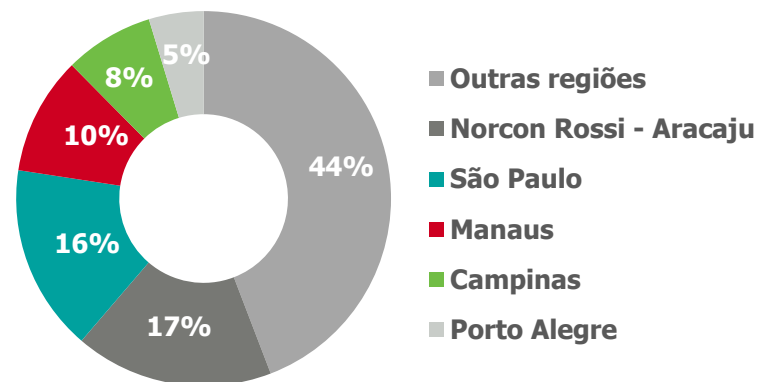
Vendas Brutas | R\$ MM



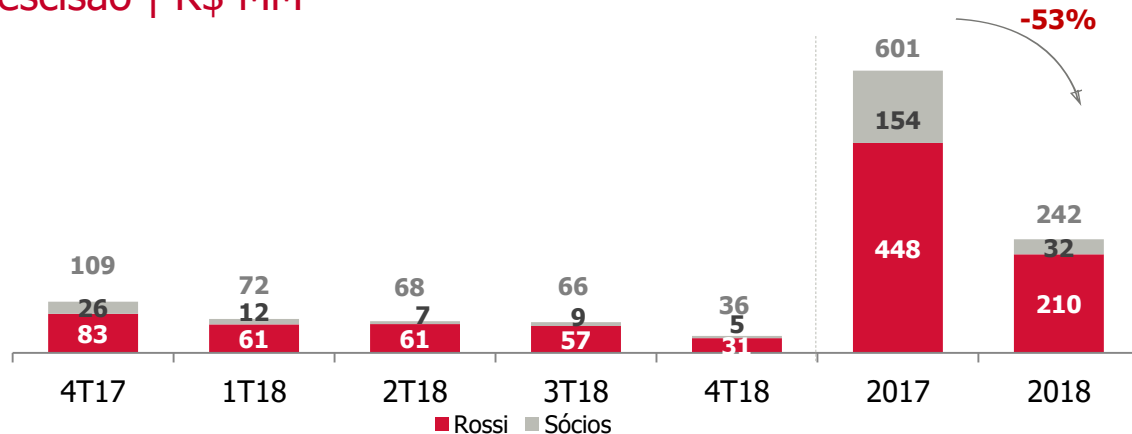
Vendas Brutas 4T18 | Estágio da Obra (% Rossi)



Vendas Brutas 4T18 | Região (% Rossi)

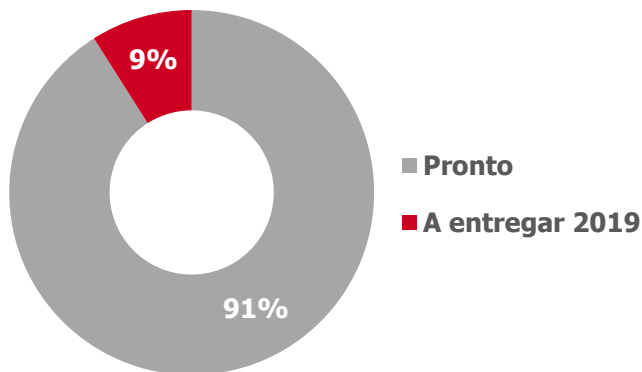


Rescisão | R\$ MM

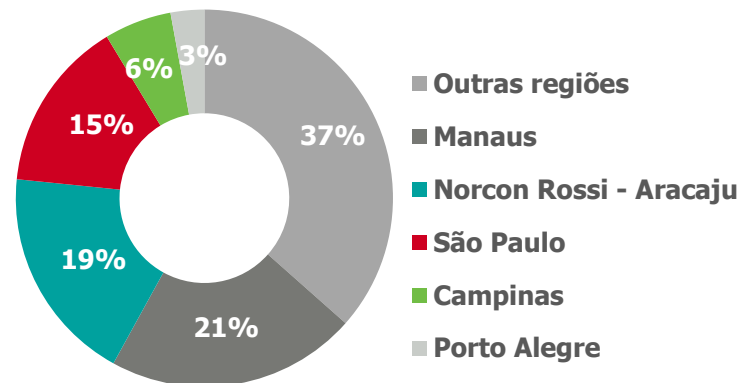


- 73% do total de unidades rescindidas em 2018 já foram revendidas;
- Redução de 63% nas rescisões parte Rossi do 4T18 vs. 4T17;
- Redução de 53% nas rescisões parte Rossi nos 2018 vs. 2017.

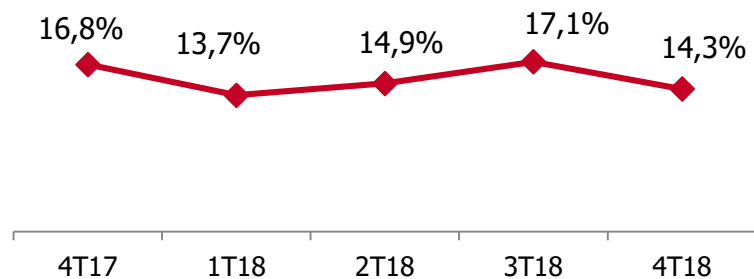
Rescisão 4T18 | Estágio da Obra (% Rossi)



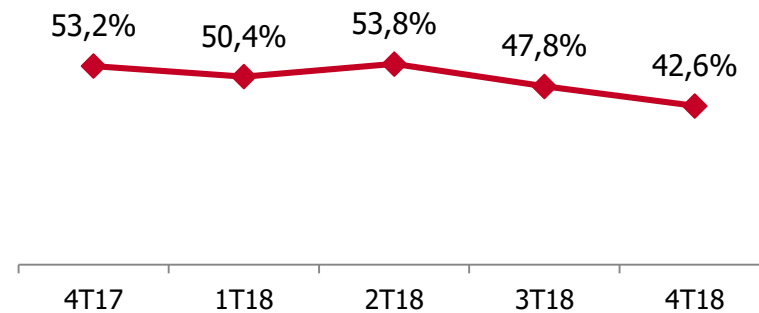
Rescisão 4T18 | Região (% Rossi)



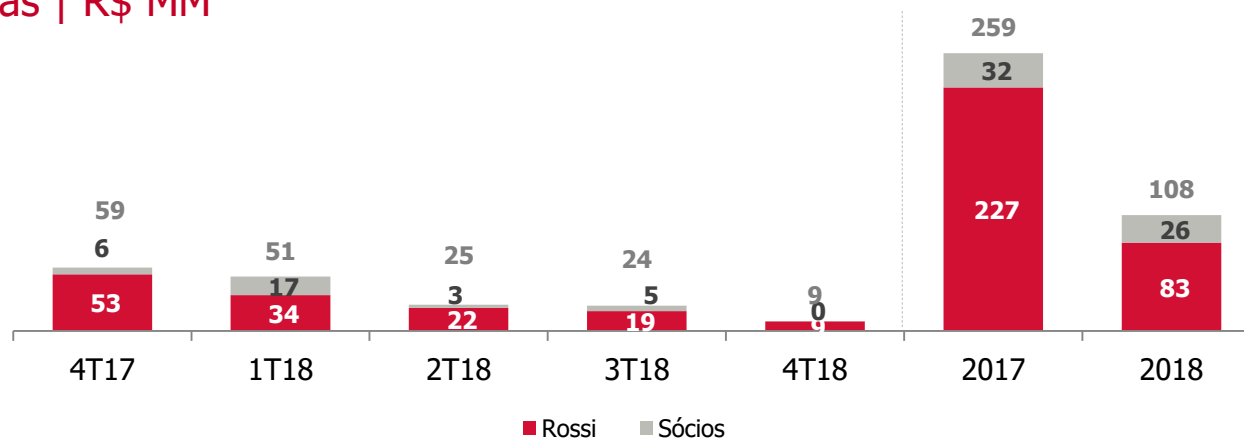
VSO Trimestral (% Rossi)



VSO Acumulada em 12 meses (% Rossi)

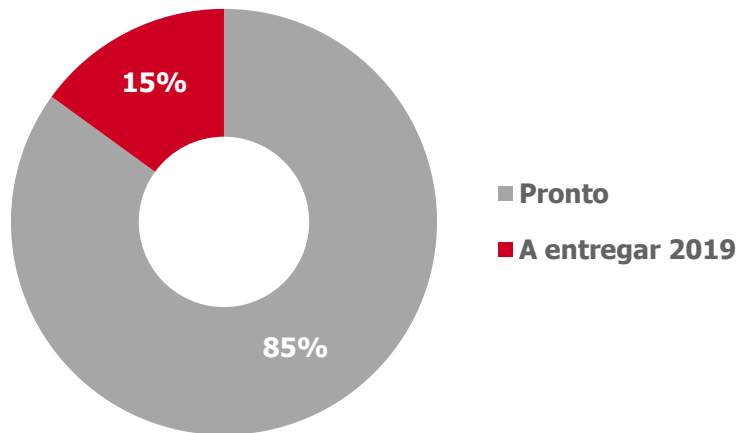


Vendas Líquidas | R\$ MM

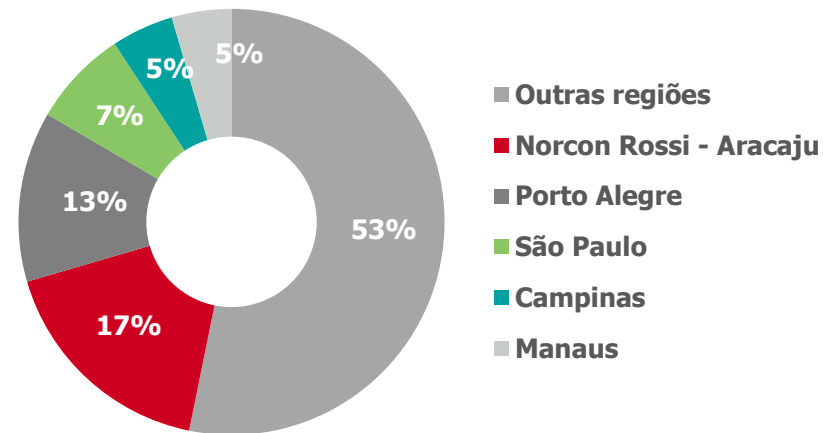


- Estoque total R\$ 312 milhões (R\$ 273 milhões % Rossi)
- 85% de estoque de unidades prontas

Estoque 4T18 | Estágio da Obra (% Rossi)



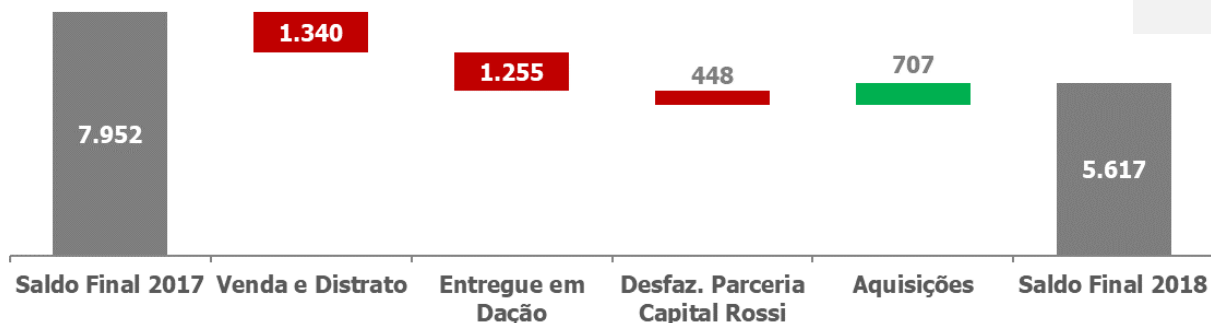
Estoque 4T18 | Região (% Rossi)



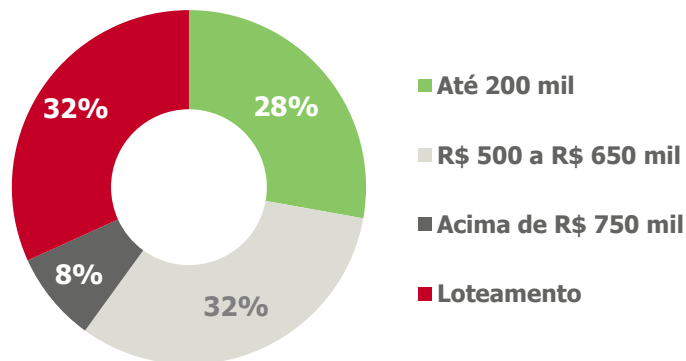
- VGV Potencial | Loteamento e incorporação imobiliária: R\$ 7,2 bi (R\$ 4,9 bi % Rossi)
- Desmobilização: R\$ 0,7 bi (R\$ 0,7 bi % Rossi)

Lançamentos até 2020:

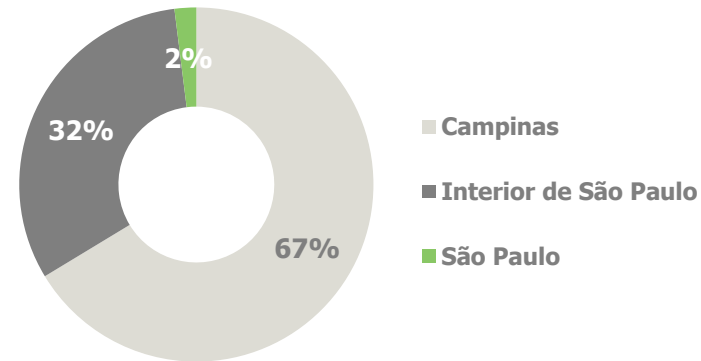
R\$ 2,4 bi (R\$ 1,8 bi % Rossi)



Lançamentos até 2020 | Segmento Renda (% Rossi)



Lançamentos até 2020 | Região (% Rossi)



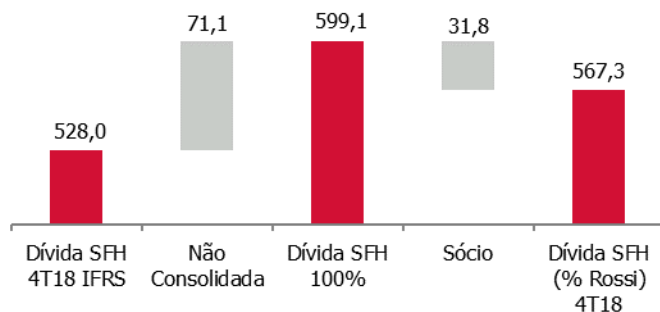
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Resultado Financeiro

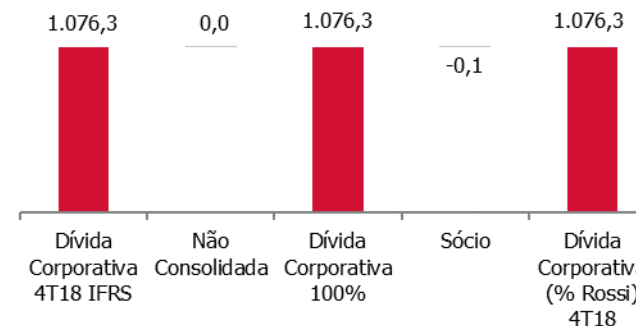


Reconciliação da Posição de Endividamento Bruto e Disponibilidades

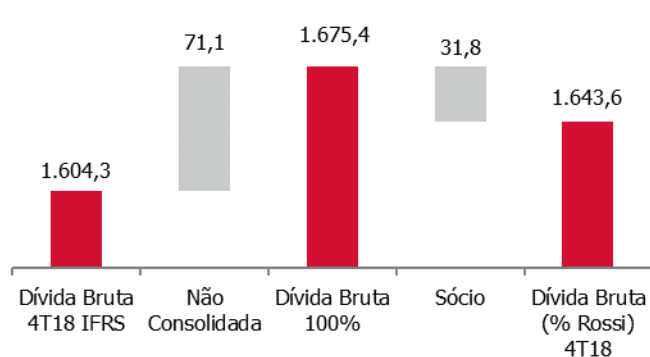
Endividamento SFH – R\$ MM



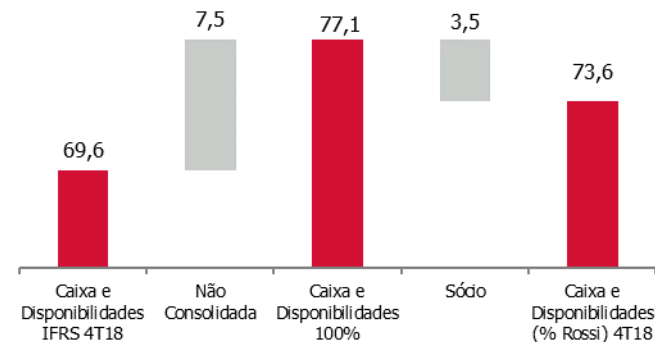
Endividamento Corporativo – R\$ MM



Endividamento Total – R\$ MM



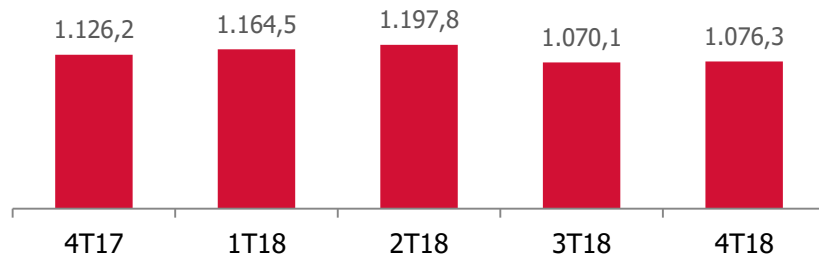
Caixa e Disponibilidades – R\$ MM



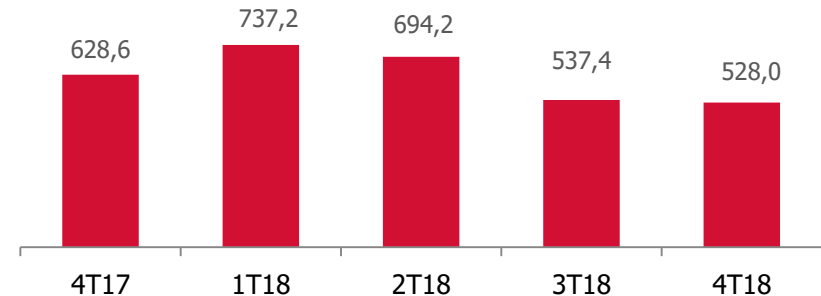
Reestruturação Financeira da Companhia:

- Quitação de parte das dívidas Corporativas e de SFH através da dação de imóveis;
- Redução de 9% na dívida bruta total comparado ao 4T17;

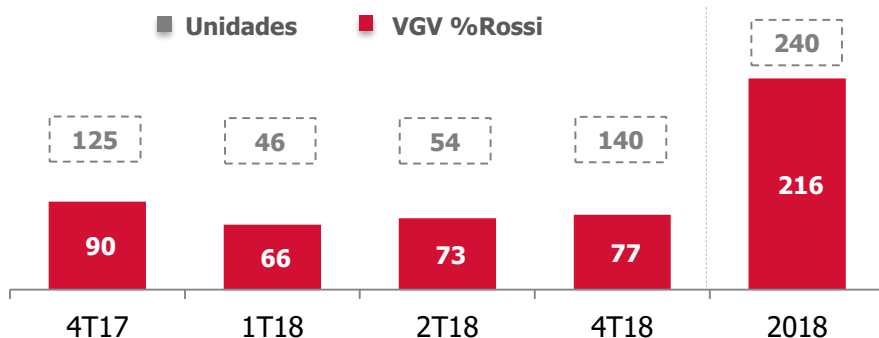
Endividamento Corporativo IFRS - R\$ milhões



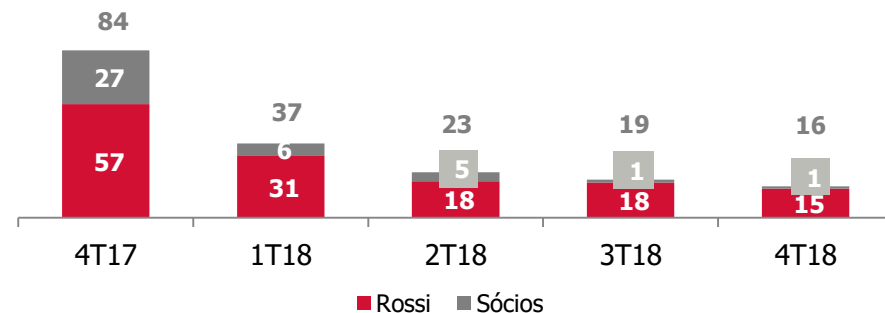
Endividamento SFH IFRS - R\$ milhões



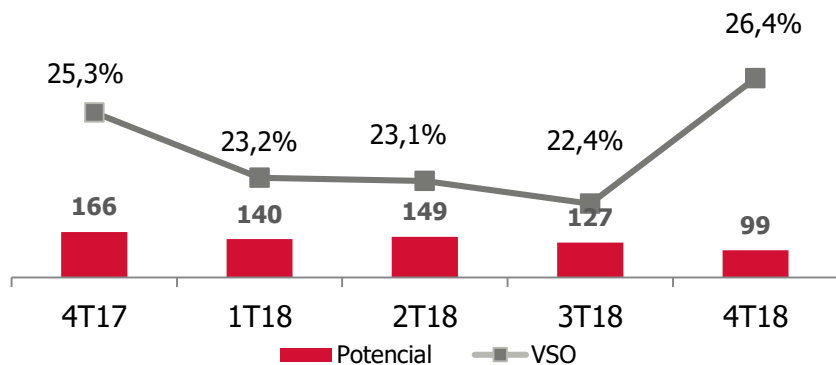
Obras entregues | % Rossi e Unidades



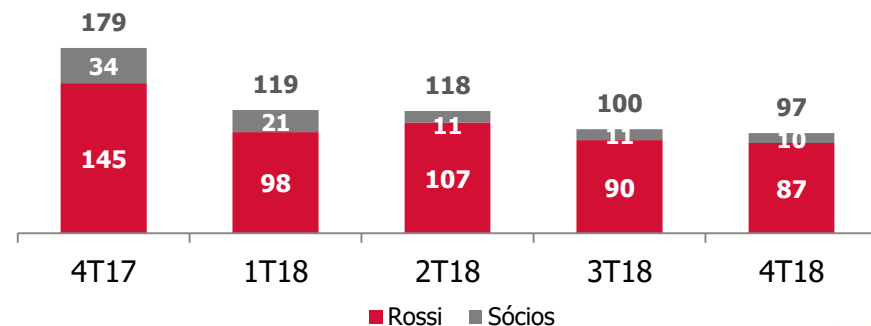
Custos a Incorrer | R\$ MM



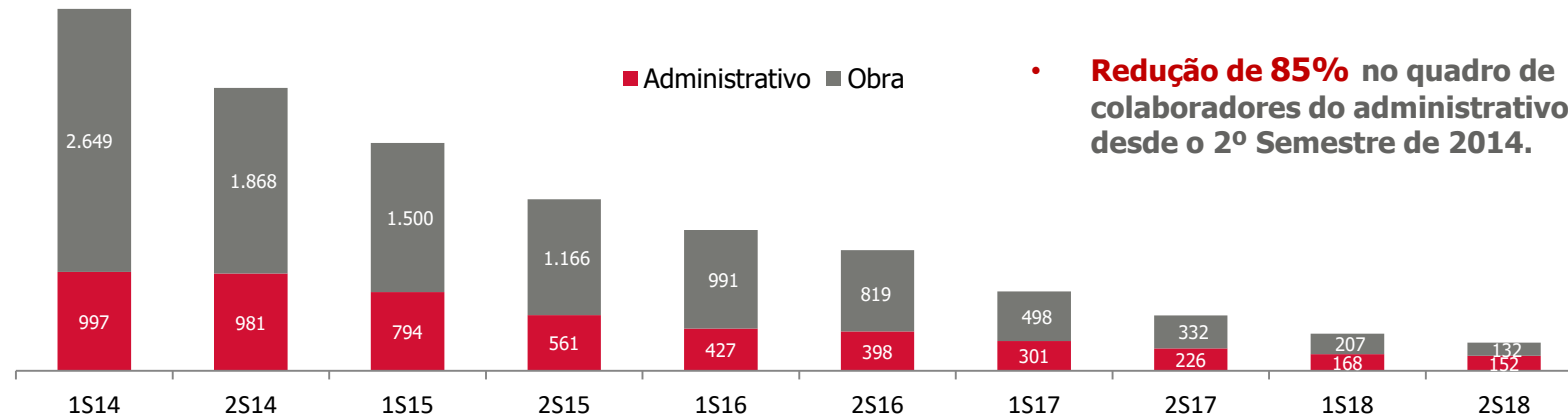
Velocidade do Repasse | VSO



Entrada de Caixa | R\$ MM



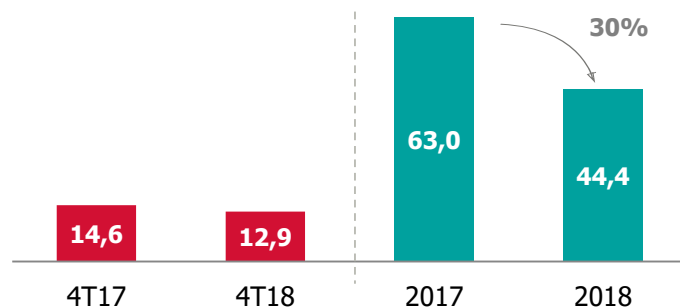
Movimentação do quadro de colaboradores



- **Redução de 85%** no quadro de colaboradores do administrativo desde o 2º Semestre de 2014.

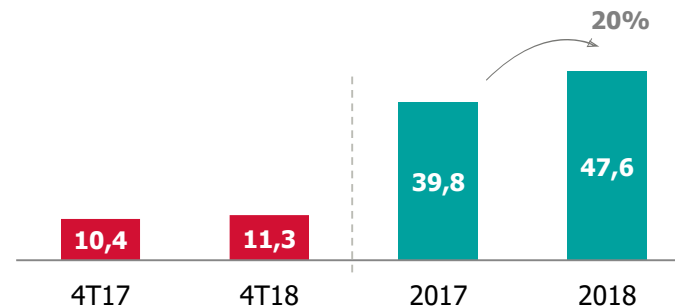
Despesas Administrativas (IFRS) - R\$ MM

- Queda de **30%** nas Despesas Administrativas em 2018;

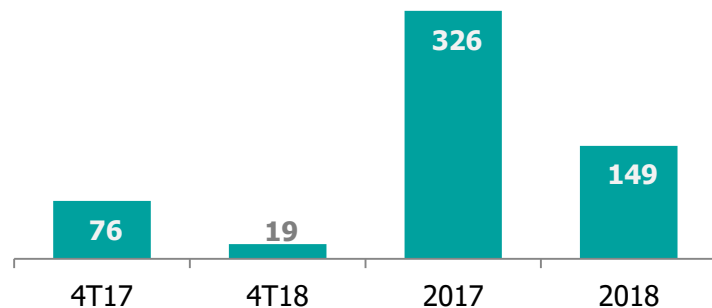


Despesas Comerciais (IFRS) - R\$ MM

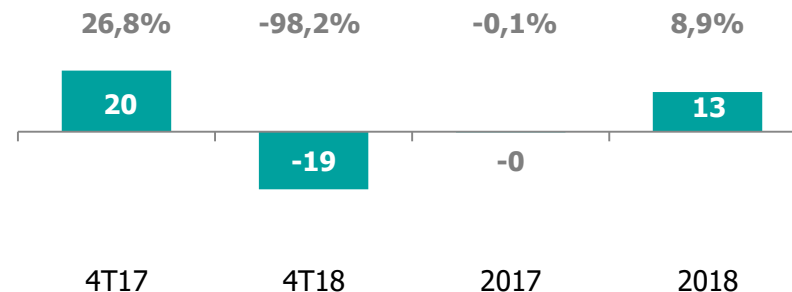
- Despesas Comerciais no ano impactadas pelo encerramento JV Capital Rossi;



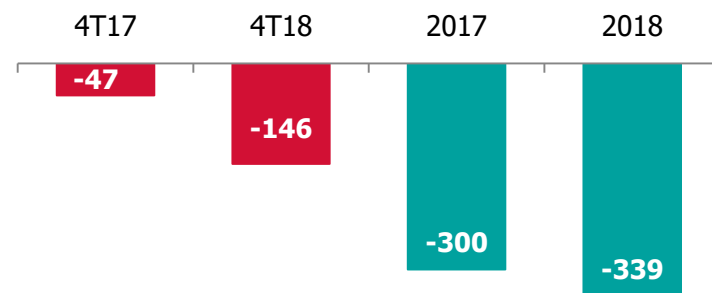
Receita Líquida | R\$ MM



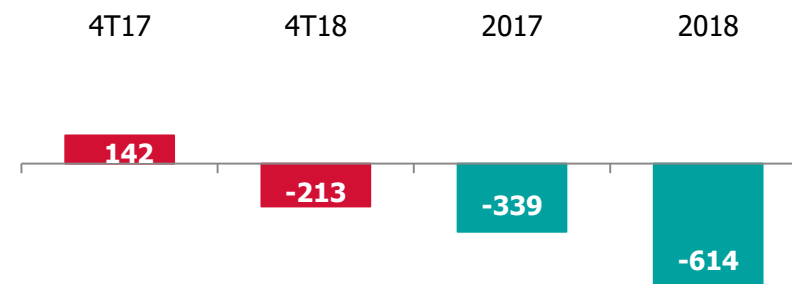
Lucro Bruto | R\$ MM e Mg. Bruta % - Ex juros²



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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