

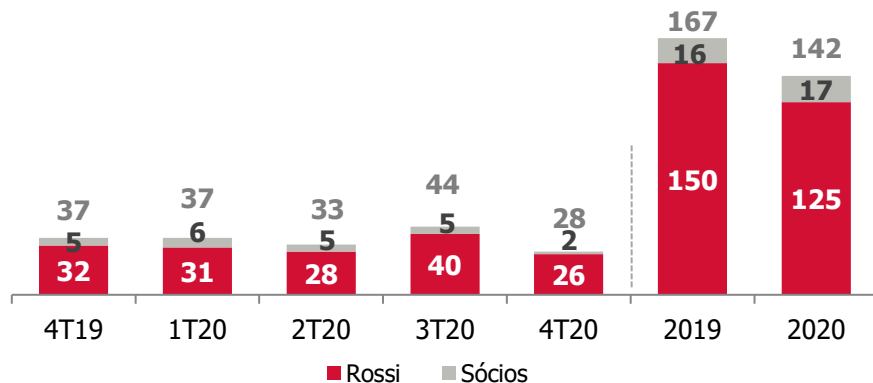
ROSSI



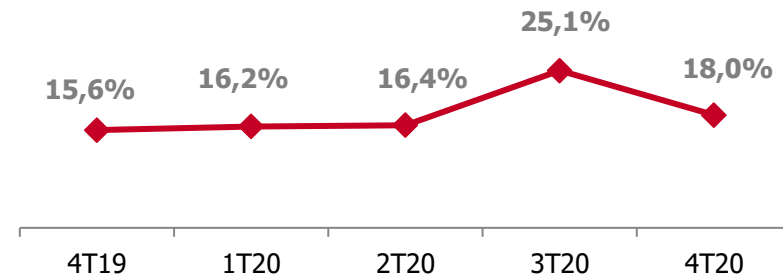
Resultados 4T20 e 2020

18 de março de 2021

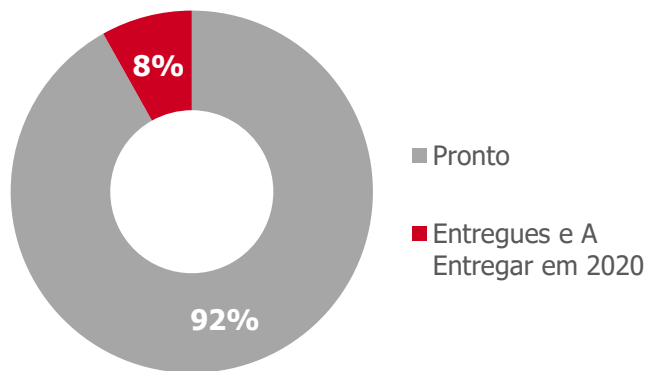
Vendas Brutas | R\$ MM



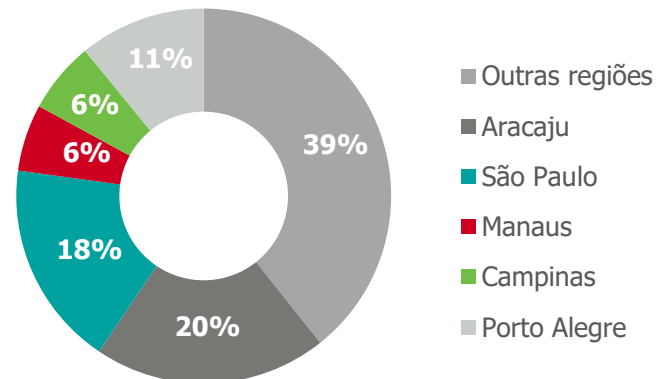
VSO Trimestral (% Rossi)



Vendas Brutas 4T20 | Estágio da Obra¹

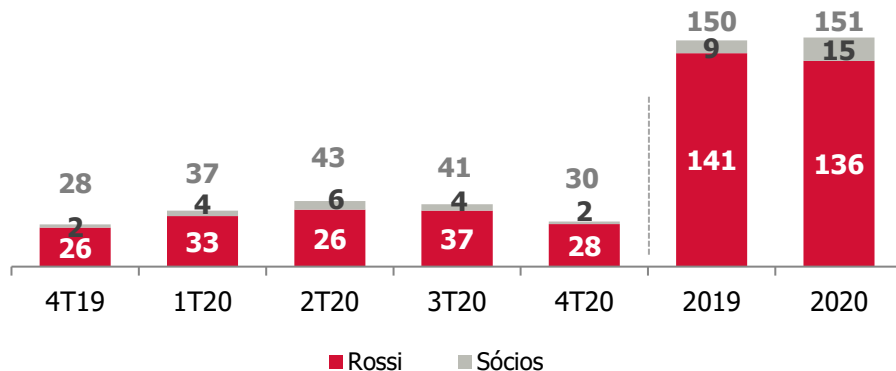


Vendas Brutas 4T20 | Região¹



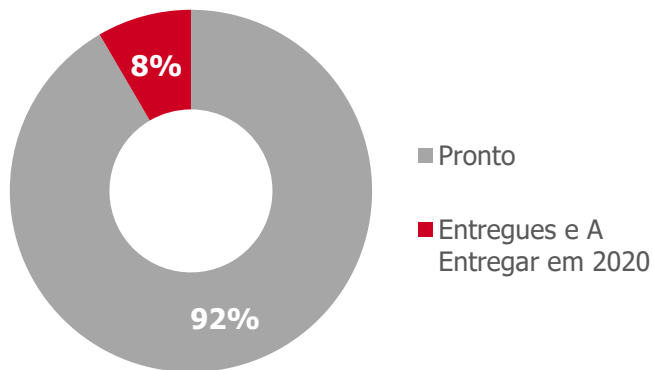
¹ Participação cia.

Rescisão | R\$ MM

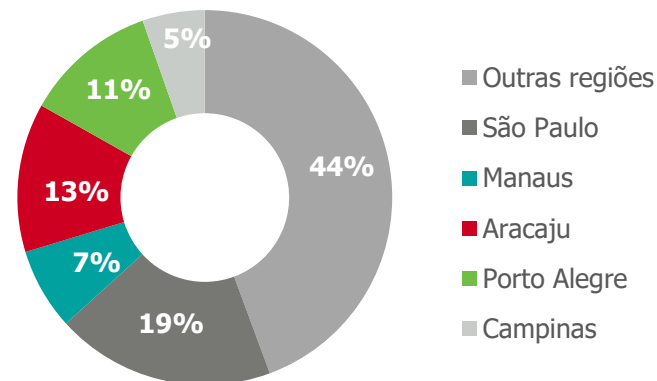


- **91%** do total de unidades rescindidas em 2020 foram revendidas ao longo do ano.

Rescisão 4T20 | Estágio da Obra¹



Rescisão 4T20 | Região¹

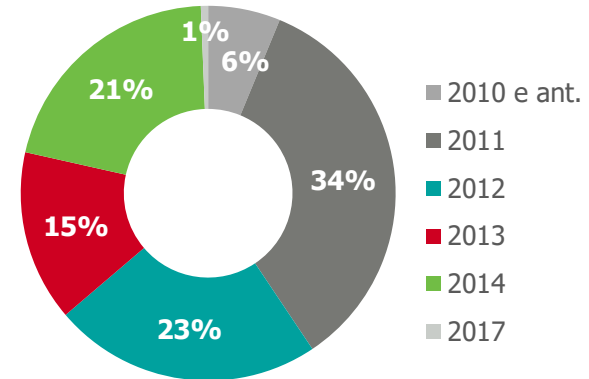


¹ Participação cia.

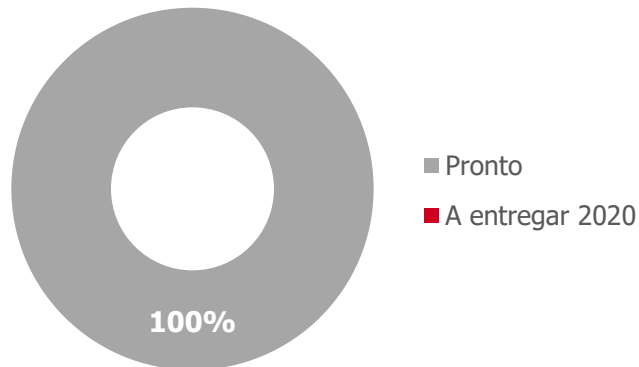
Evolução do Estoque – 4T20 x 3T20 | R\$ MM



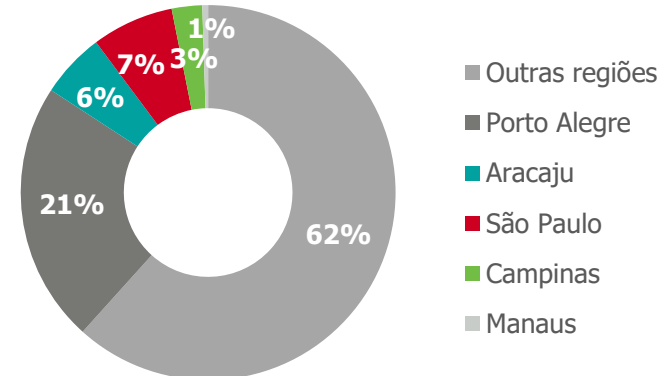
Estoque 4T20 | Ano de Lançamento¹



Estoque 4T20 | Estágio da Obra¹

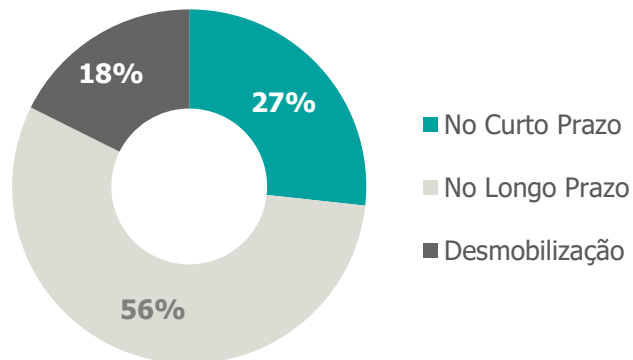


Estoque 4T20 | Região¹



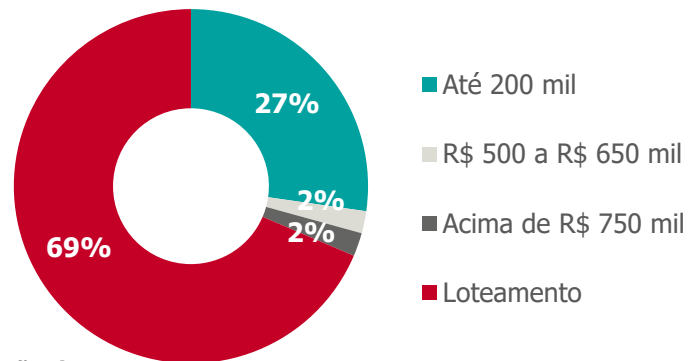
¹ Participação cia.

Banco de Terrenos | Lançamento¹

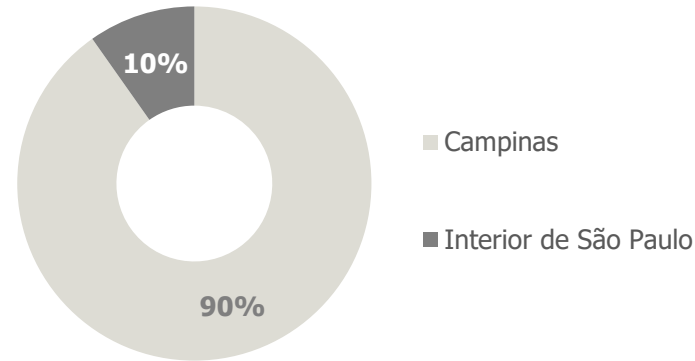


- VGV Potencial | Loteamento e incorporação imobiliária: R\$ 4,5 bi (% Rossi)
 - Lançamentos possíveis no Curto Prazo: R\$ 1,5 bi (% Rossi)
- Desmobilização: R\$ 1,0 bi (% Rossi)

Lançamentos no Curto Prazo | Segmento Renda¹



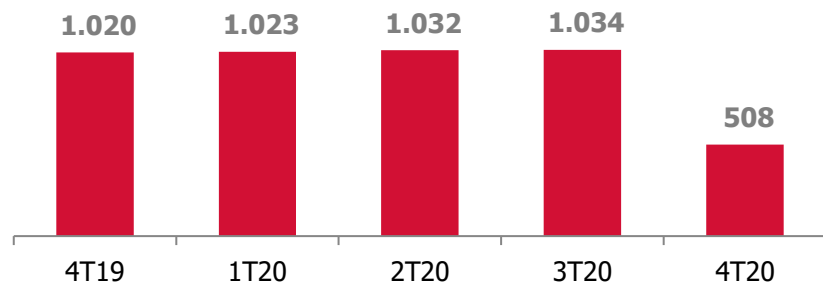
Lançamentos no Curto Prazo | Região¹



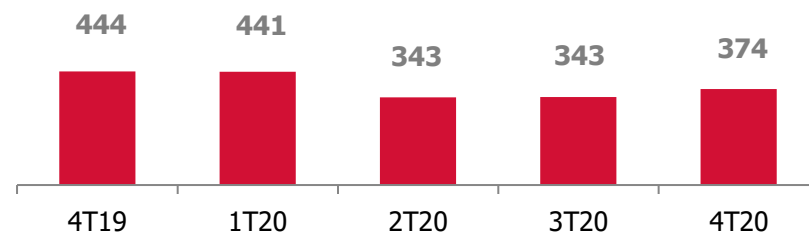
¹ Participação cia.

Evolução do Endividamento - IFRS

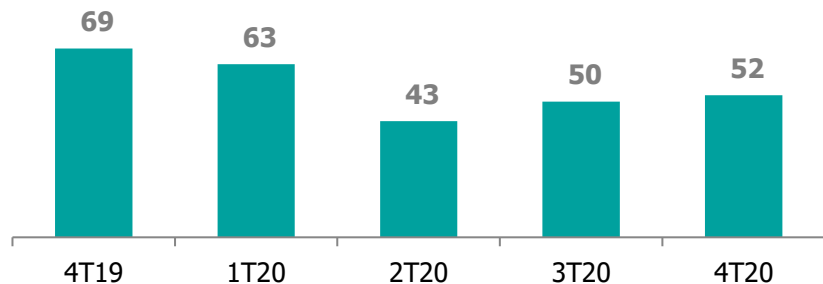
Endividamento Corporativo | R\$ MM



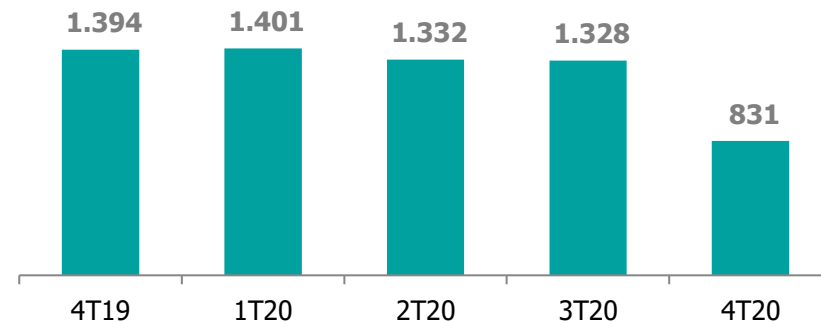
Endividamento SFH | R\$ MM



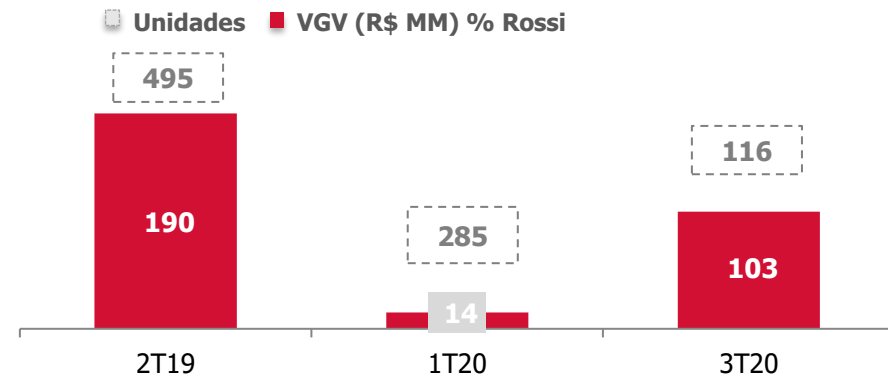
Caixa e Disponibilidades | R\$ MM



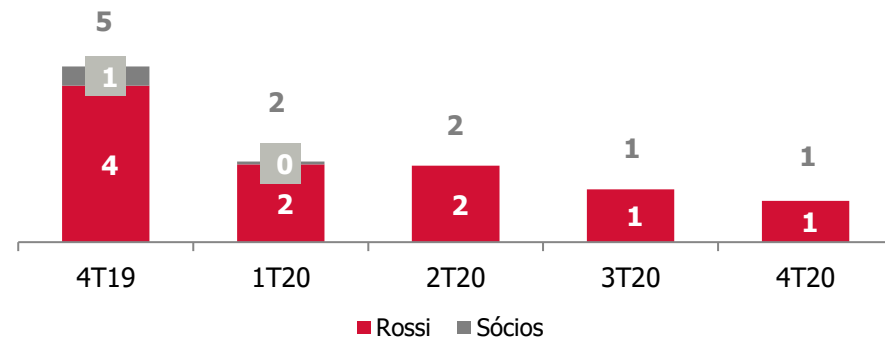
Endividamento Líquido | R\$ MM



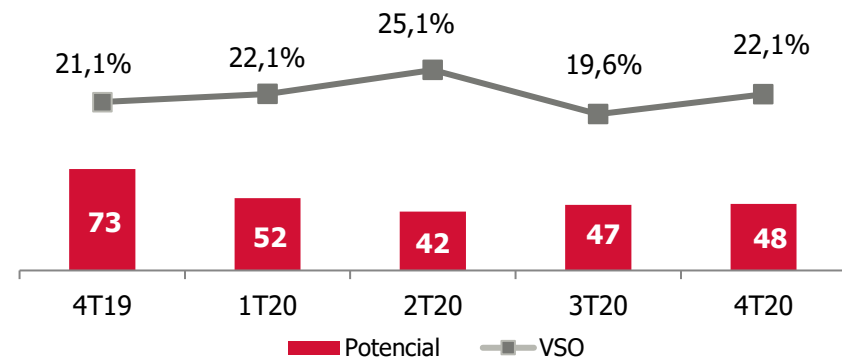
Obras entregues | VGV % Rossi e Unidades



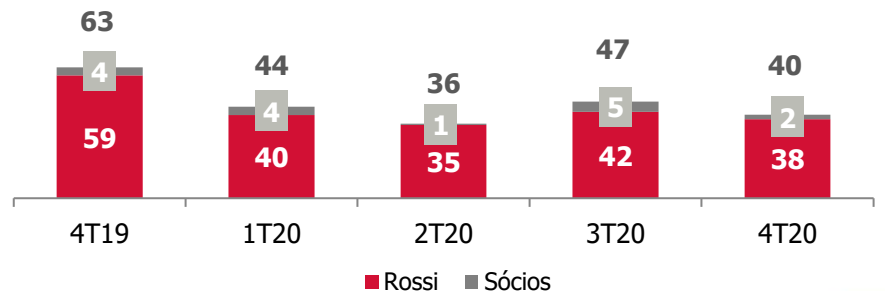
Custos a Incorrer | R\$ MM



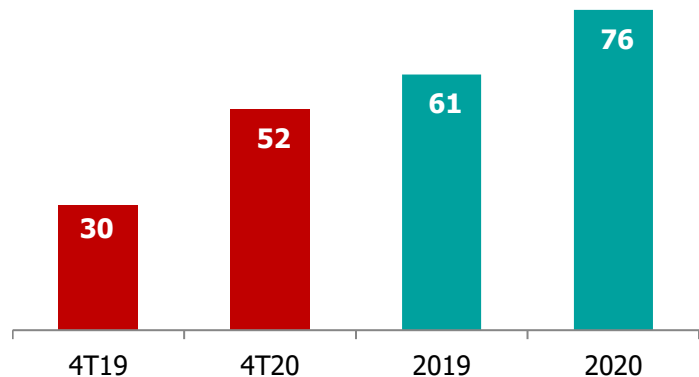
Velocidade do Repasse | VSO



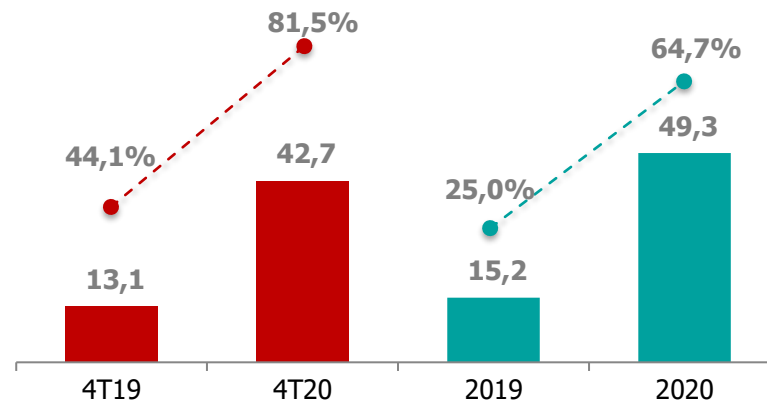
Entrada de Caixa | R\$ MM



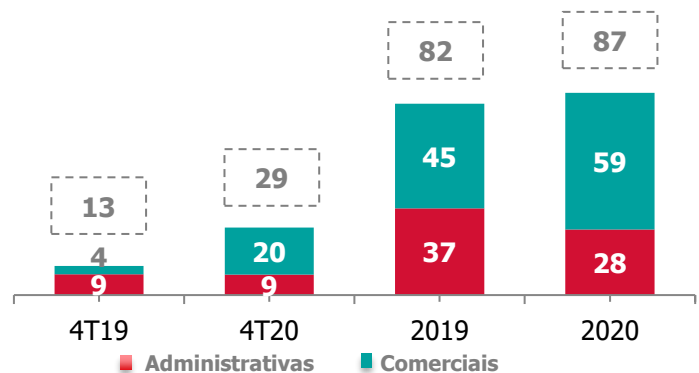
Receita Líquida | R\$ MM



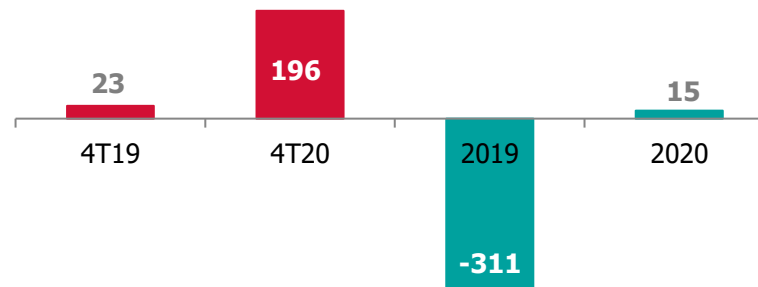
Lucro Bruto Ajustado¹ | R\$ MM



SG&A (IFRS) | R\$ MM



Lucro (Prejuízo) Líquido | R\$ MM



¹ Margem bruta ajustada: exclui os encargos financeiros

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