

ROSSI



1Q18 Results

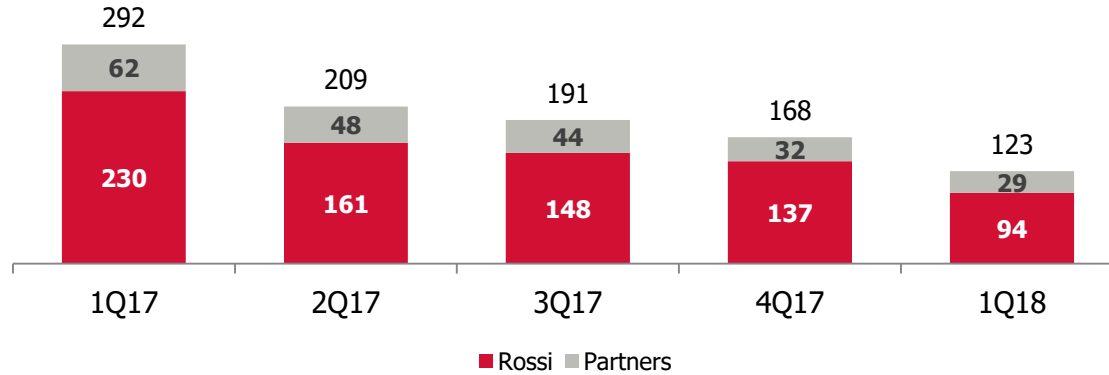
May 15, 2018

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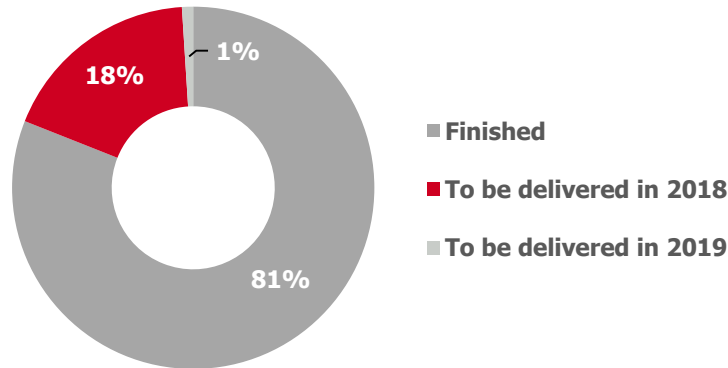
Operating Results



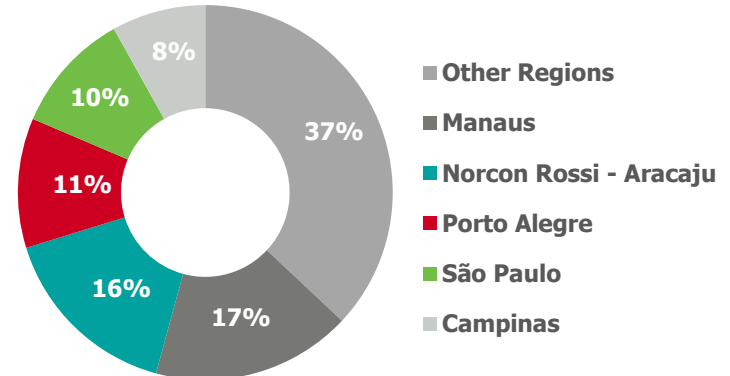
Gross Sales | R\$ MM



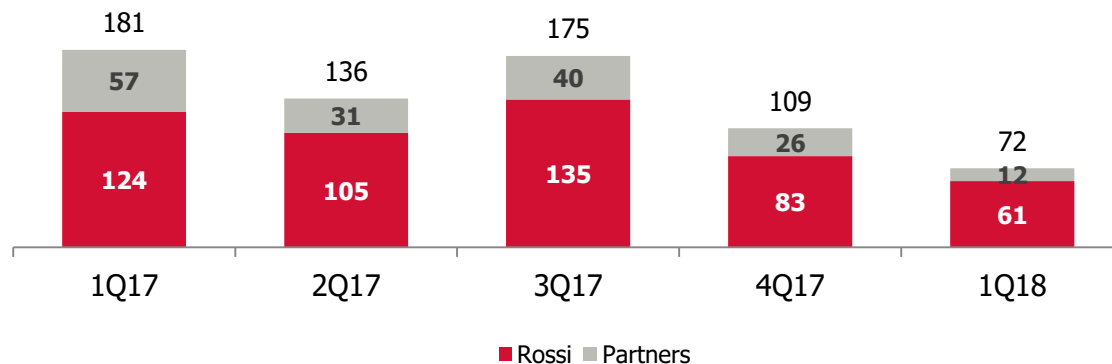
Gross Sales 1T18 | Construction Stage (% Rossi)



Gross Sales 1T18 | Region (% Rossi)

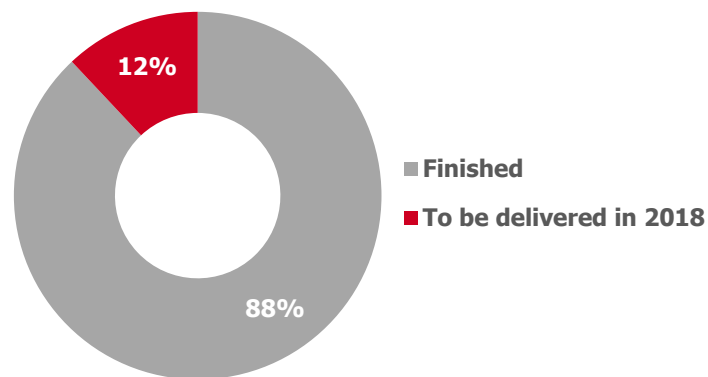


Cancellation | R\$ MM

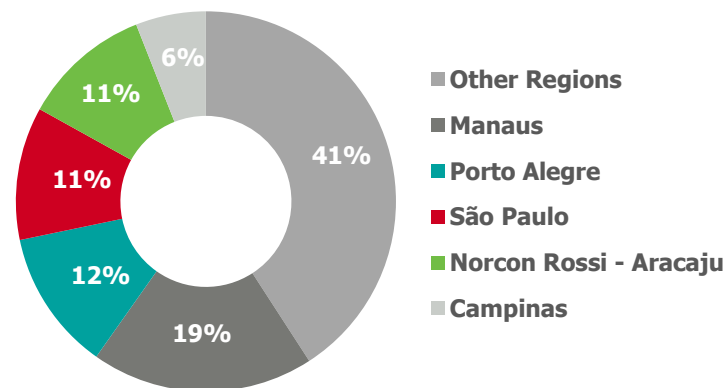


- **59%** of cancelled units in 2018 were already resold.
- Reduction of **51%** in cancellation vs. 1Q17 and **27%** vs. 4Q17

Cancellation 1T18 | Construction Stage (% Rossi)

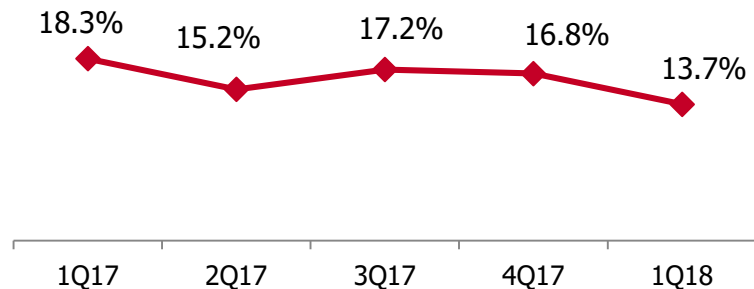


Cancellation 1T18 | Region (% Rossi)

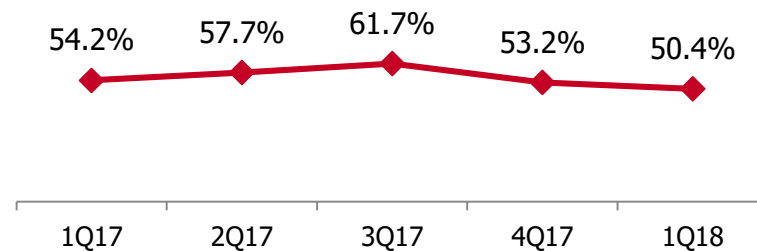


Operating Indicators

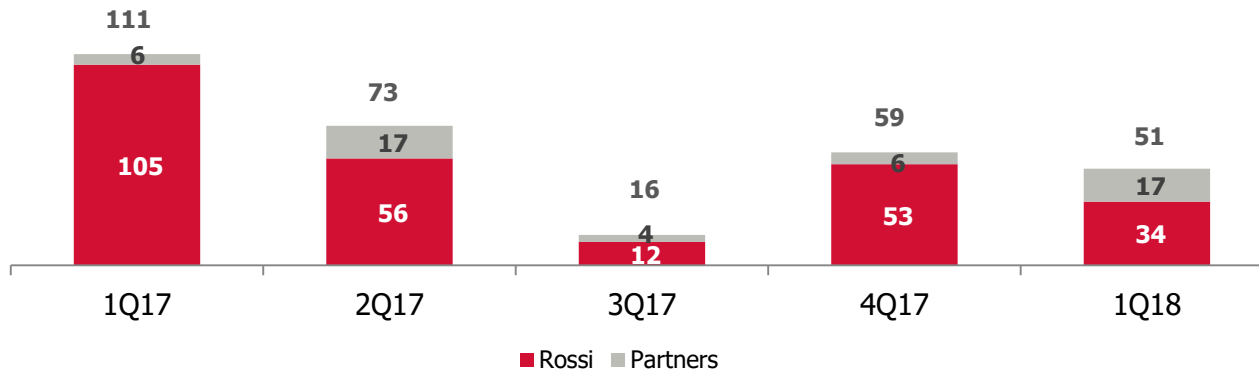
Quarterly SoS (% Rossi)



LTM SoS (% Rossi)



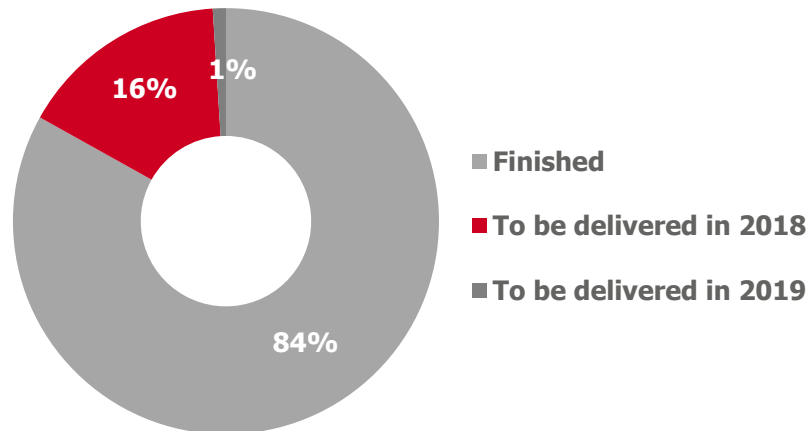
Net Sales | R\$ MM



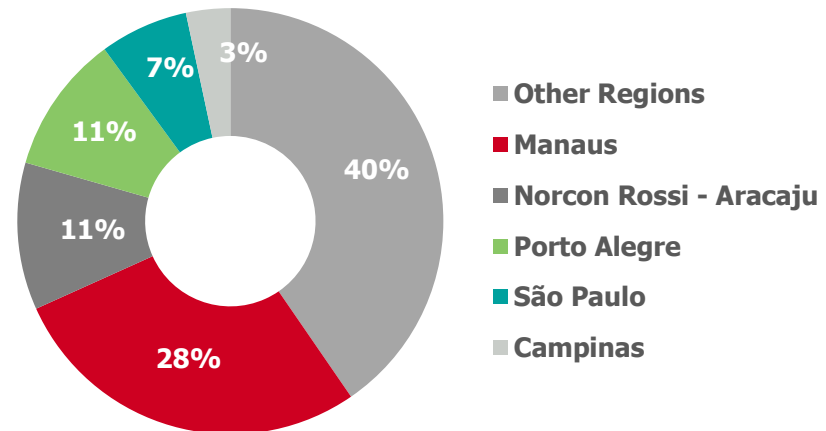
Total PSV R\$ 0.6 billion (R\$ 0.5 billion Rossi's share)

- Focused in the sale of finished units;
- Products for middle class families.

Inventory 1Q18 | Construction Stage (% Rossi)



Inventory 1Q18 | Region (% Rossi)



Potential PSV:

➤ **Residential:** R\$ 7.2 bi (R\$ 5.9 bi Rossi's share)

Until 2019: R\$ 1.4 bi (R\$ 1.3 bi Rossi's share)

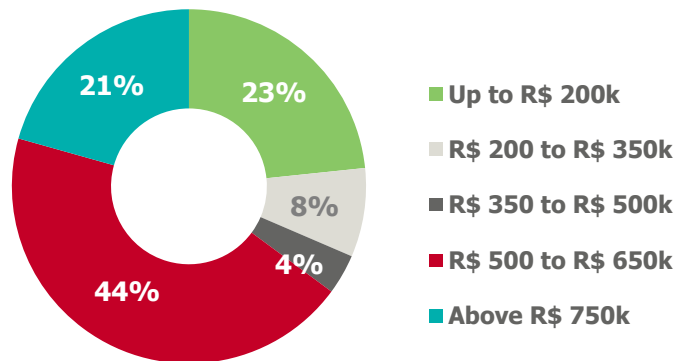
After 2019: R\$ 3.3 bi (R\$ 2.5 bi Rossi's share)

Descomissioning: R\$ 2.5 bi (R\$ 2.1 bi Rossi's share)

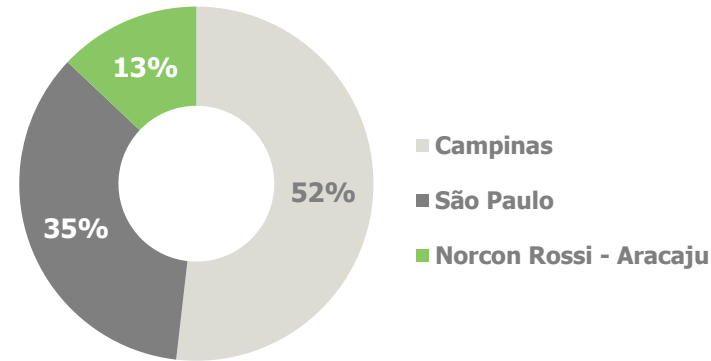
Reduction in the 1Q18 vs. 4Q17: Impacted by areas in the city of Manaus and Belem that were transferred to Construtora Capital.

➤ **Allotments :** R\$ 3.7 bi (R\$ 1.6 bi Rossi's share)

Launches until 2019 | Segment (% Rossi)



Launches until 2019 | Region (% Rossi)



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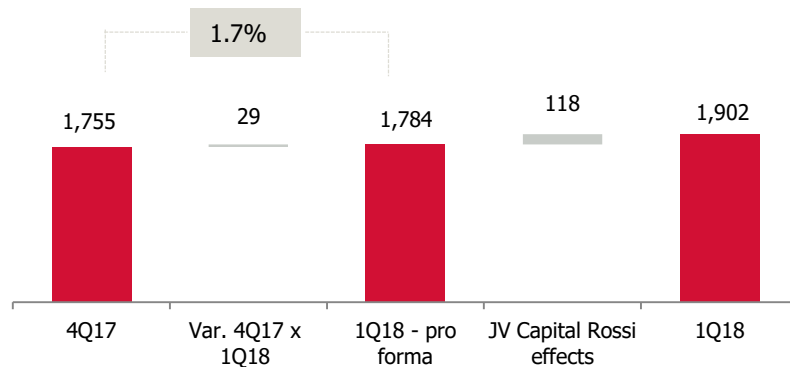
Financial Result



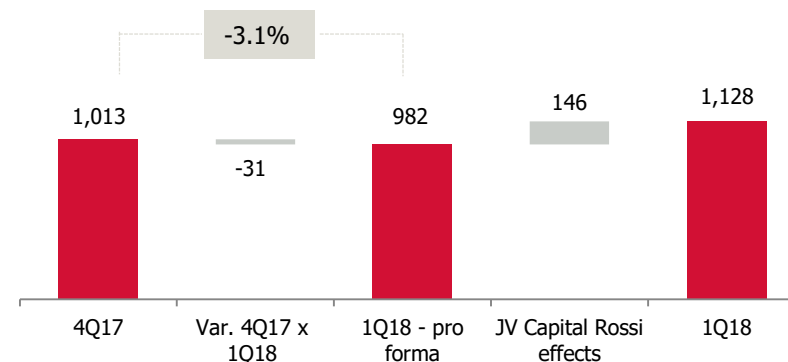
Termination of *Joint Venture* Capital Rossi - Financial Results main impacts | IFRS

- Due to the termination of the Joint Venture, which was not consolidated until 4Q17, change in the consolidation criteria of companies that will remain under Rossi increased significantly some of the balance sheet accounts.

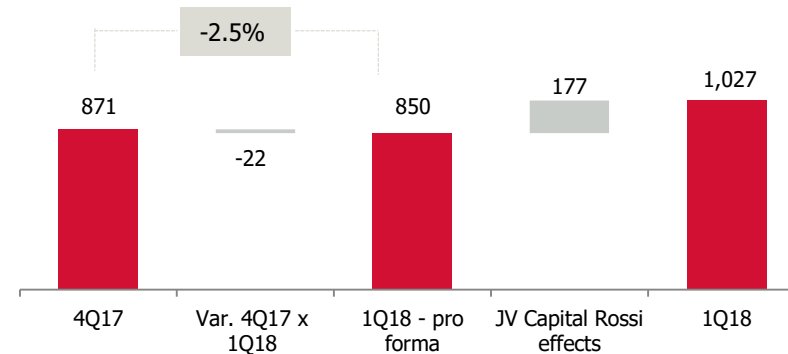
SFH Debt- R\$ MM



Marketable Properties – R\$ MM

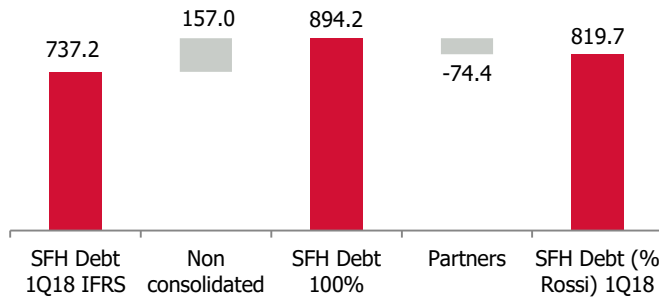


Accounts Receivable – R\$ MM

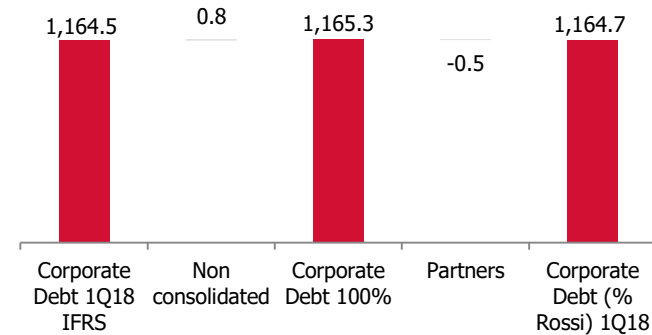


Reconciliation of gross debt and cash and cash equivalents

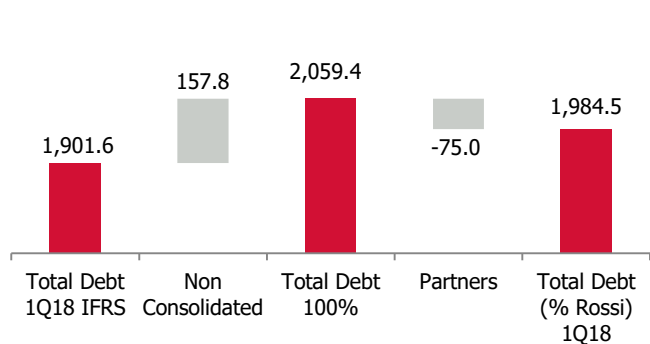
SFH Reconciliation – R\$ MM



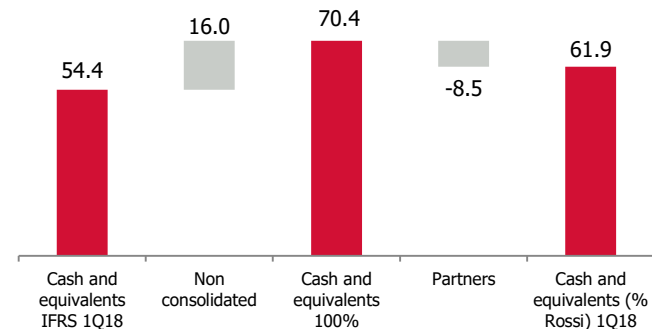
Corporate Debt Reconciliation – R\$ MM



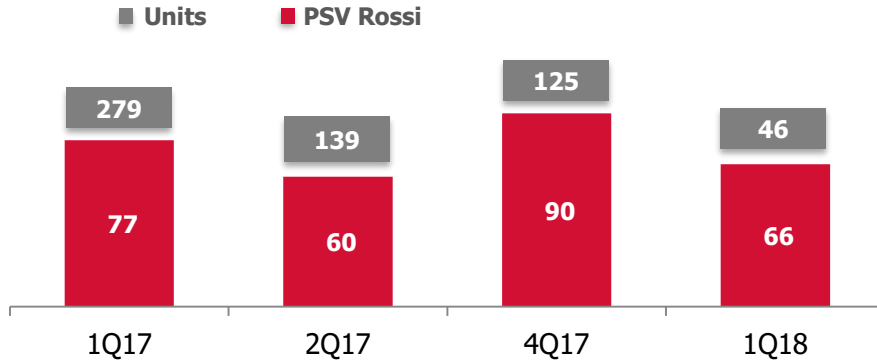
Total Debt – R\$ MM



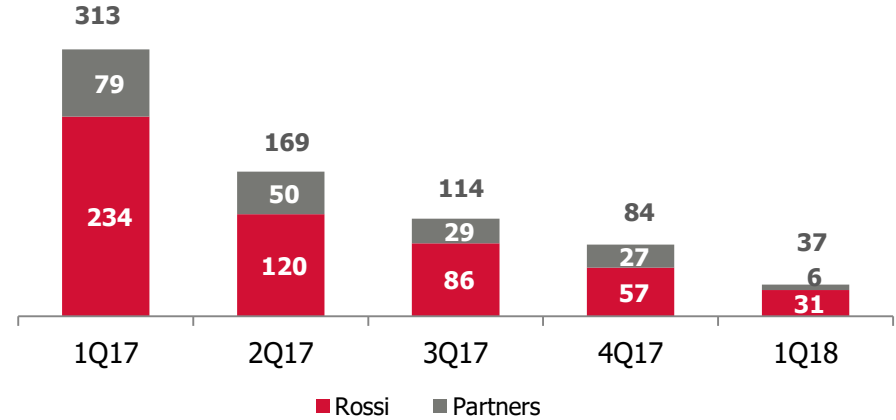
Cash and Cash Equivalents – R\$ MM



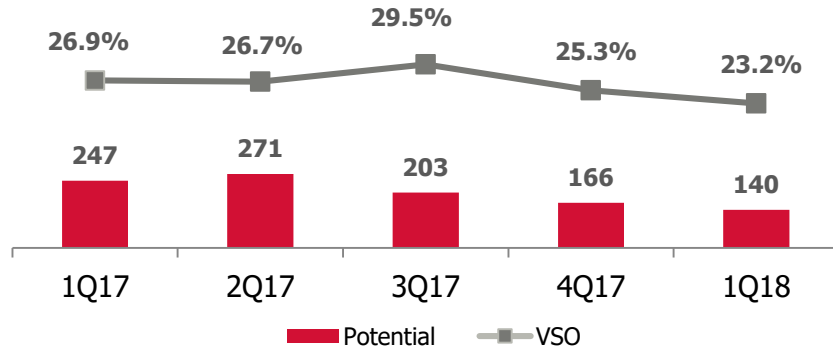
Deliveries | PSV Rossi and Units



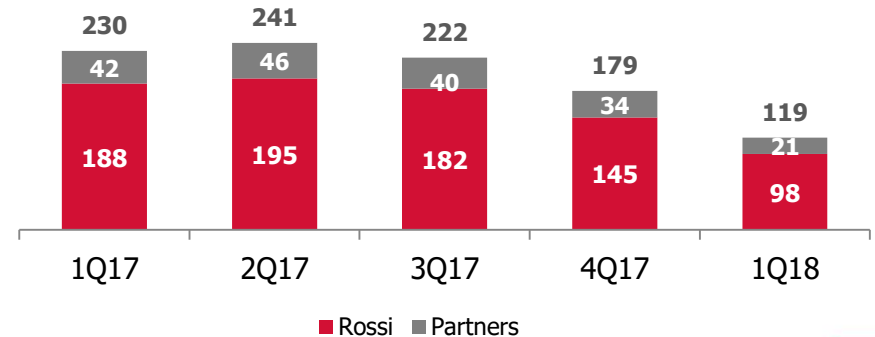
Costs to be Incurred | R\$ MM



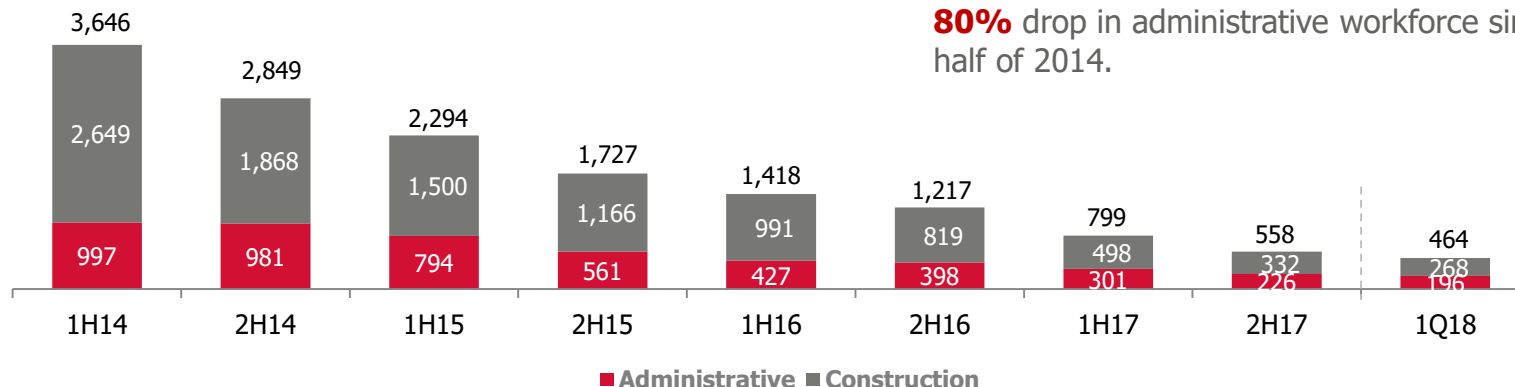
Transfer Speed | SoS



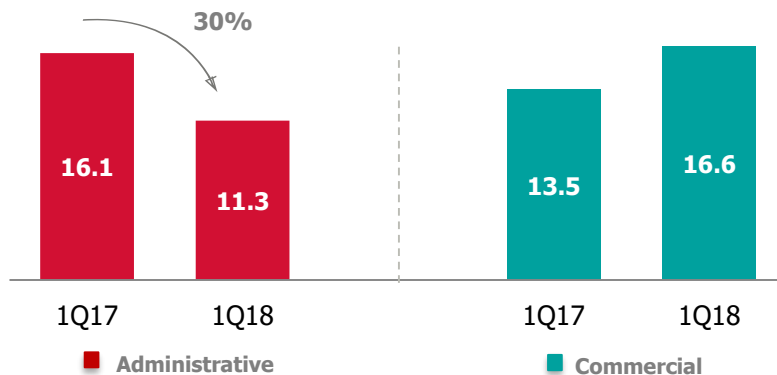
Cash Inflow | R\$ MM



Changes in workforce



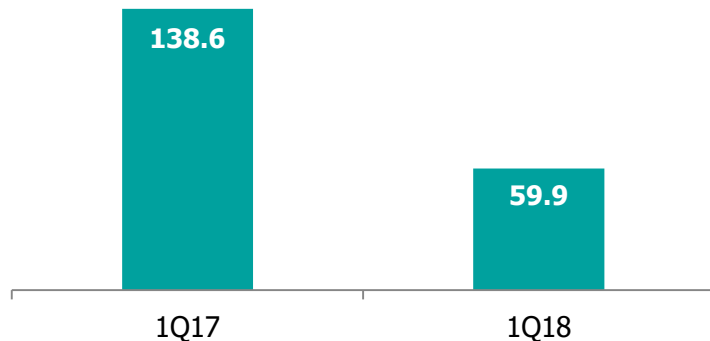
SG&A (IFRS) - R\$ MM



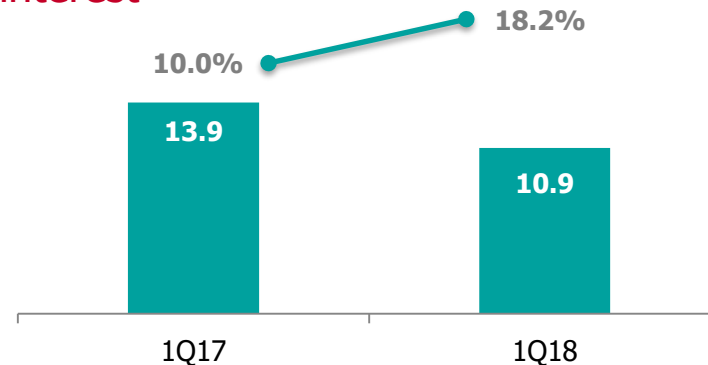
- 30% reduction in **Administrative Expenses** in the 1Q18 vs. 1Q17;
- **Commercial** expenses in the 1Q18 vs. 1Q17 impacted by the termination of JV Capital Rossi - Reduction of 10% if we desconsider this impact¹.

¹ Change in consolidation criteria of companies that will remain under Rossi

Net Revenue | R\$ MM



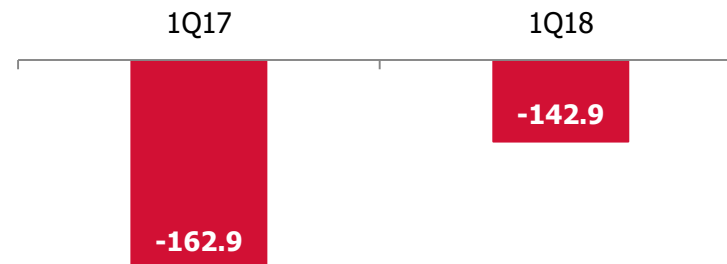
Gross Income | R\$ MM and Gross Margin %² Ex interest



Adjusted EBITDA¹ | R\$ MM



Net Income (Loss) | R\$ MM



¹ Adjusted Ebitda to expenses that do not represent a cash outflow

² Gross Margin excluding interest allocated to cost

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