

ROSSI



Resultados 4T17 e 2017

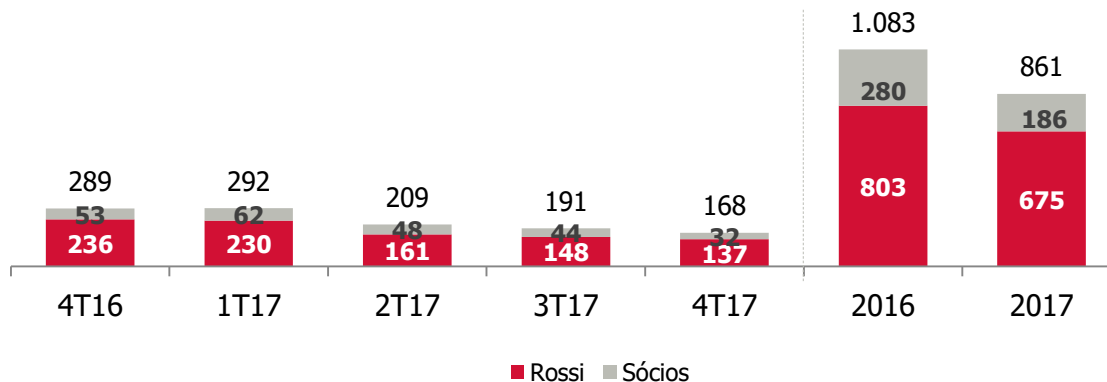
27 de março de 2018

1

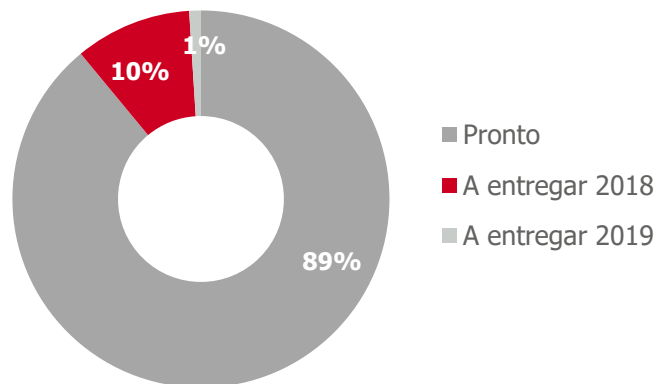
Resultado Operacional



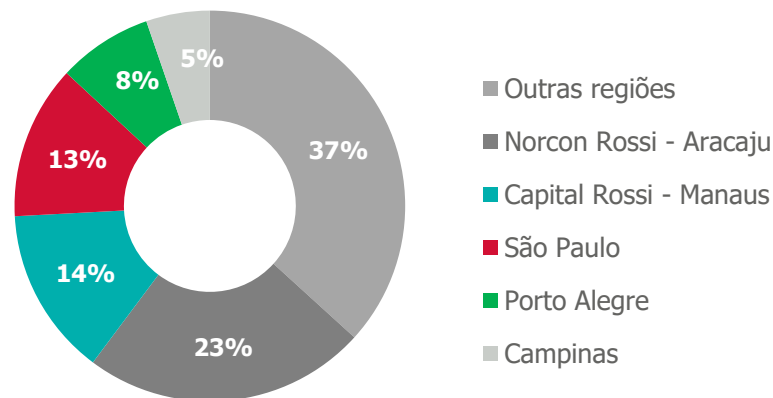
Vendas Brutas | R\$ MM



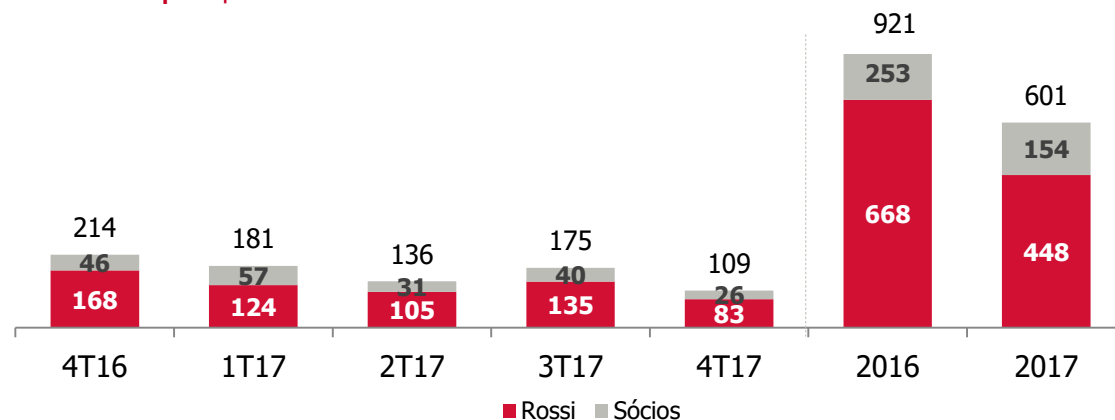
Vendas Brutas 2017 | Estágio da Obra (% Rossi)



Vendas Brutas 2017 | Região (% Rossi)

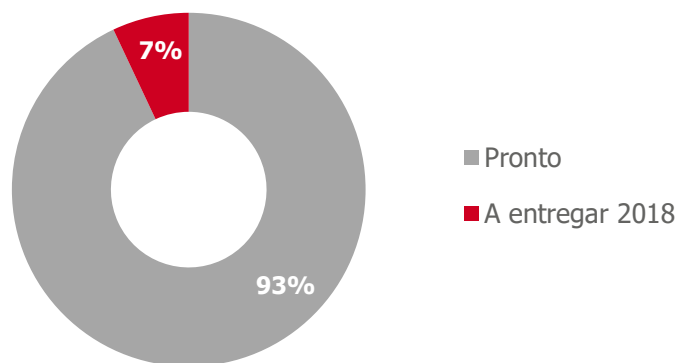


Rescisão | R\$ MM

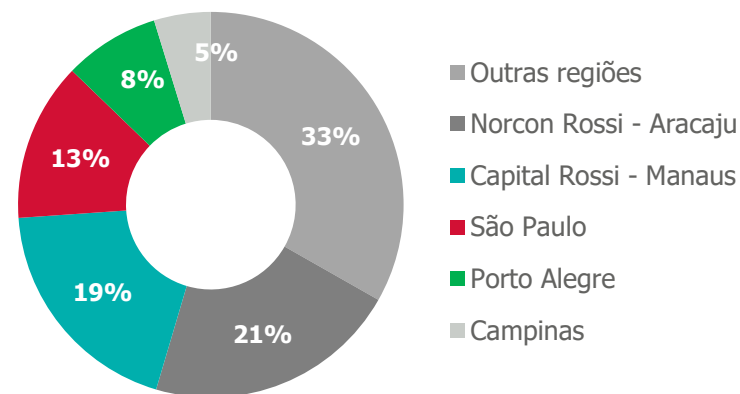


75% do total de unidades rescindidas em 2017 já foram revendidas.

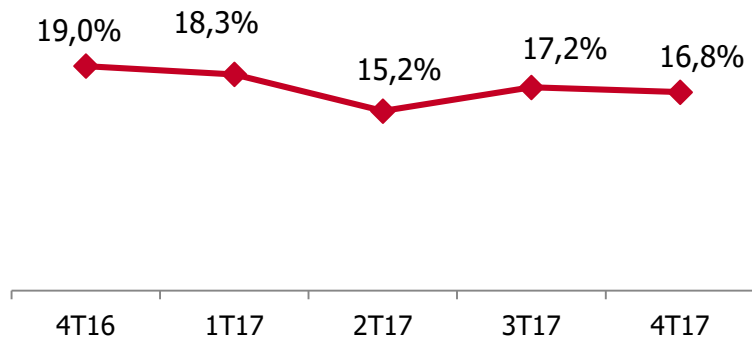
Rescisão 2017 | Estágio da Obra (% Rossi)



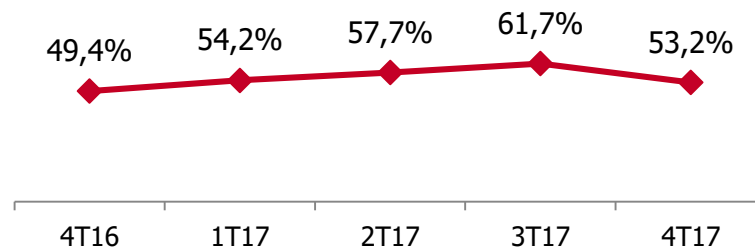
Rescisão 2017 | Região (% Rossi)



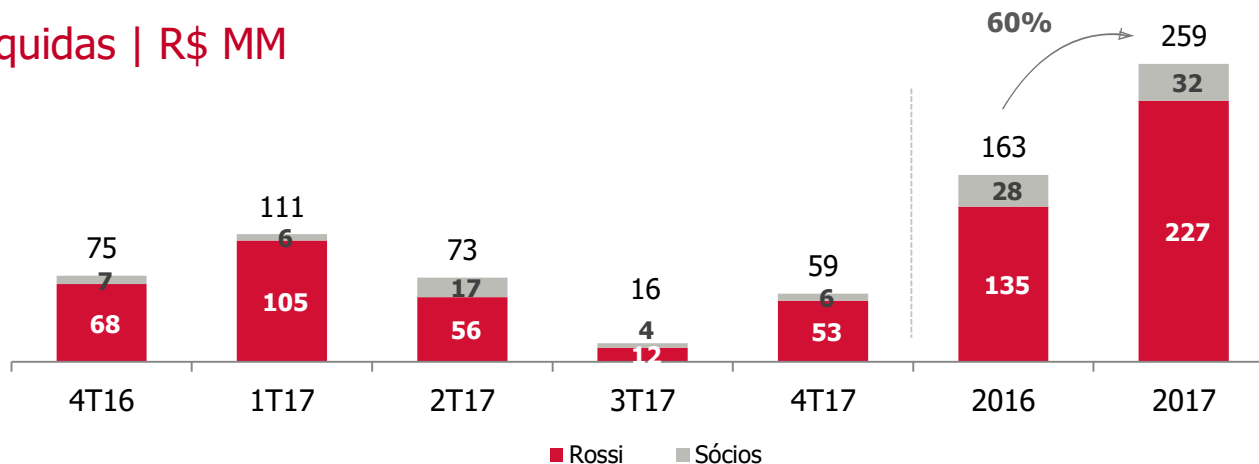
VSO Trimestral (% Rossi)



VSO Acumulada em 12 meses (% Rossi)



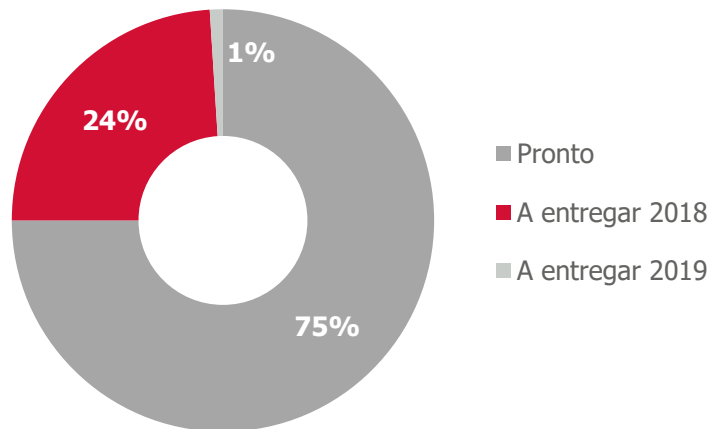
Vendas Líquidas | R\$ MM



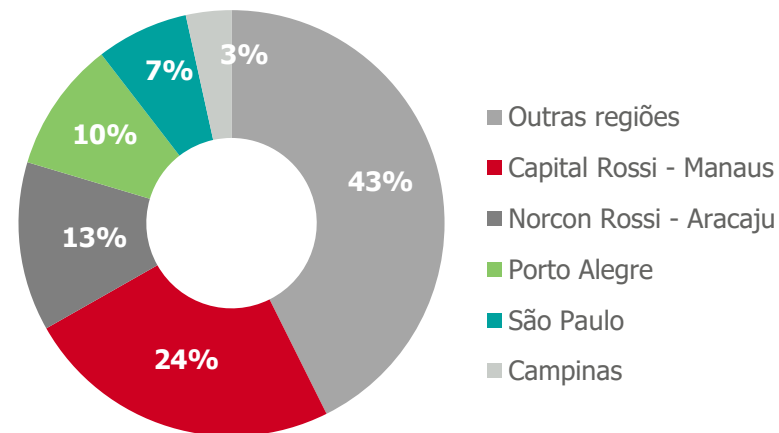
Estoque total R\$ 0,9 bilhão (R\$ 0,7 bilhão % Rossi)

- Foco nas vendas de unidades prontas;
- Produtos para famílias de classe média.

Estoque 4T17 | Estágio da Obra (% Rossi)



Estoque 4T17 | Região (% Rossi)



VGW Potencial para Incorporação: R\$ 8,1 bi (R\$ 6,3 bi % Rossi)

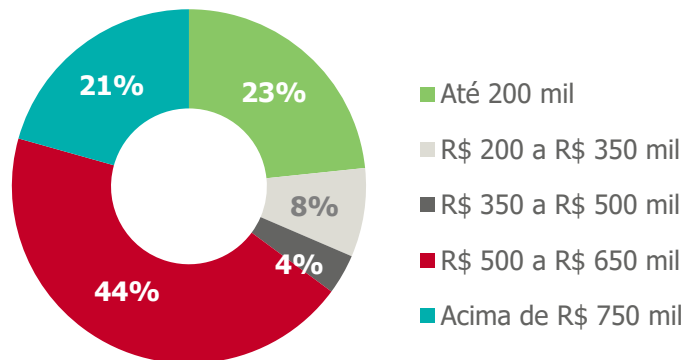
Potencial de lançamentos - Incorporação Residencial:

- **Até 2019:** R\$ 1,4 bi (R\$ 1,3 bi % Rossi)
- **Após 2019:** R\$ 4,2 bi (R\$ 2,9 bi % Rossi)
- **Desmobilização:** R\$ 2,5 bi (R\$ 2,1 bi % Rossi)

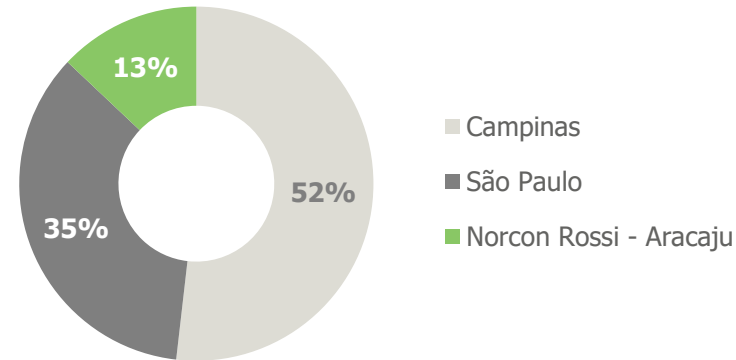
Potencial de lançamentos - Loteamentos: R\$ 3,7 bi (R\$ 1,6 bi % Rossi)

Aquisição de 4 novos terrenos em 2017, na região de Campinas, para desenvolvimento de 1 loteamento e outros 3 projetos com perfil alinhado ao MCMV.

Lançamentos até 2019 | Segmento Renda (% Rossi)



Lançamentos até 2019 | Região (% Rossi)



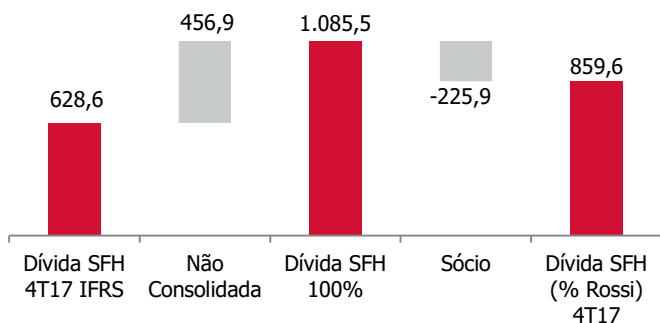
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Resultado Financeiro

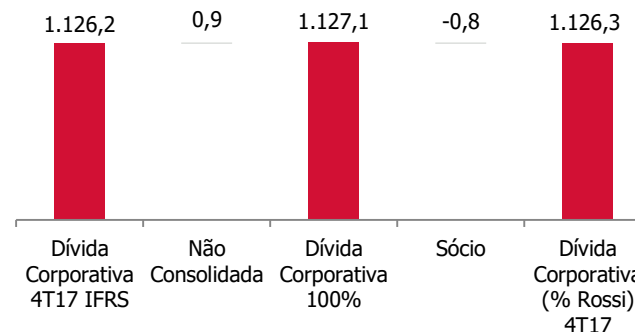


Reconciliação da Posição de Endividamento Bruto e Disponibilidades

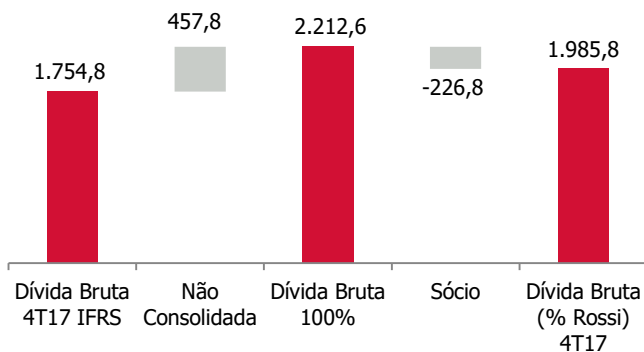
Endividamento SFH – R\$ MM



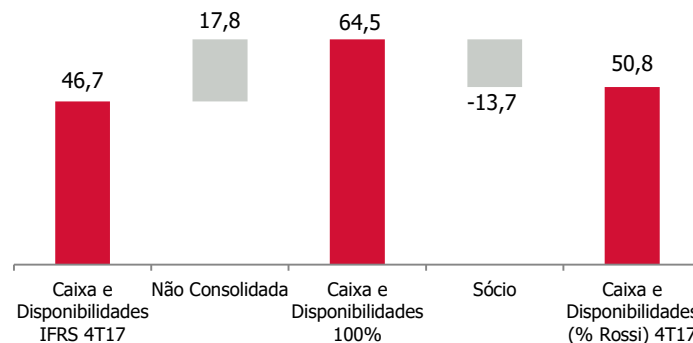
Endividamento Corporativo – R\$ MM



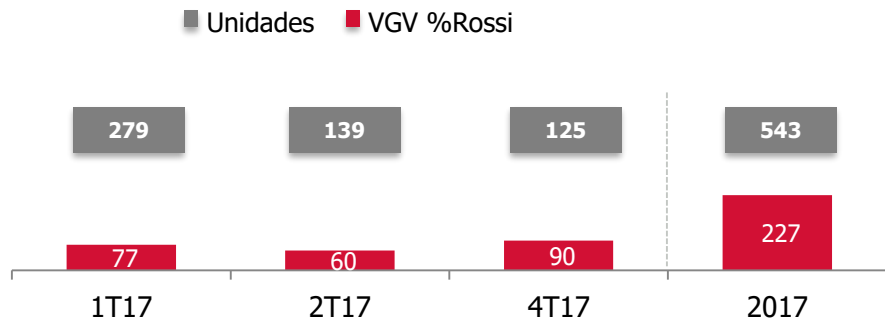
Endividamento Total – R\$ MM



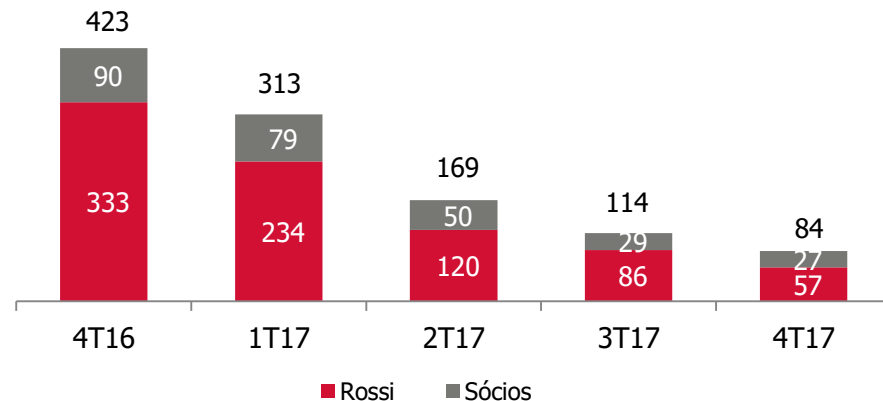
Caixa e Disponibilidades – R\$ MM



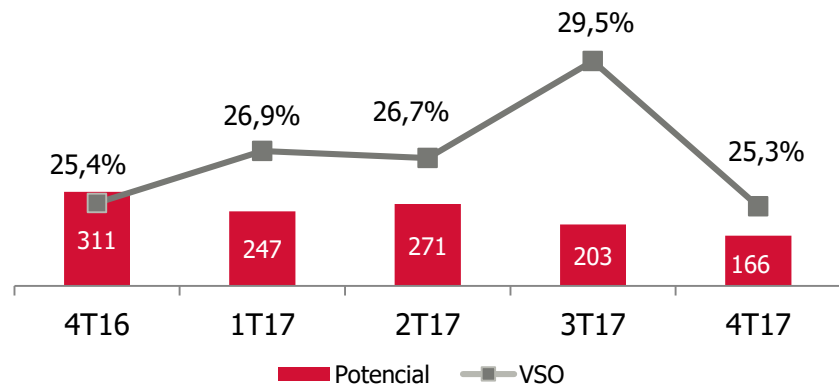
Obras entregues | % Rossi e Unidades



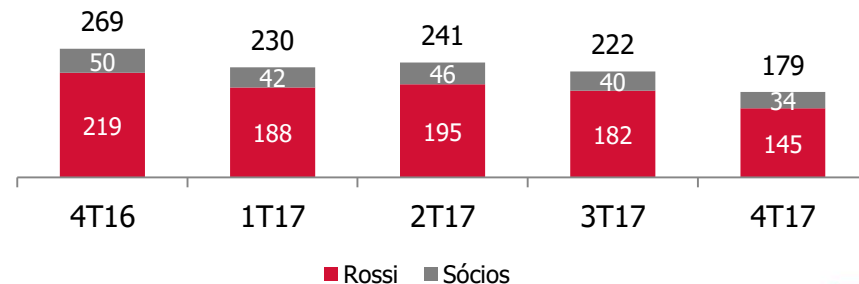
Custos a Incorrer | R\$ MM



Velocidade do Repasse | VSO

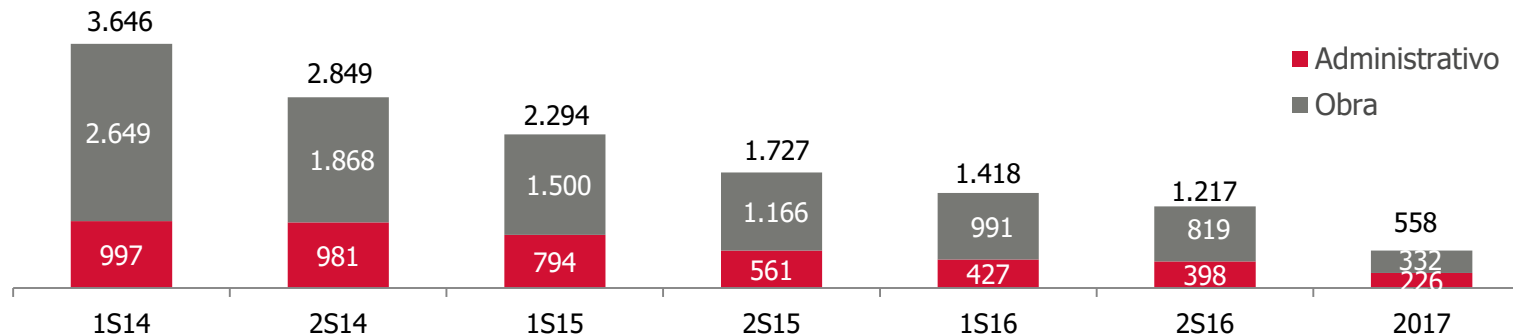


Entrada de Caixa | R\$ MM

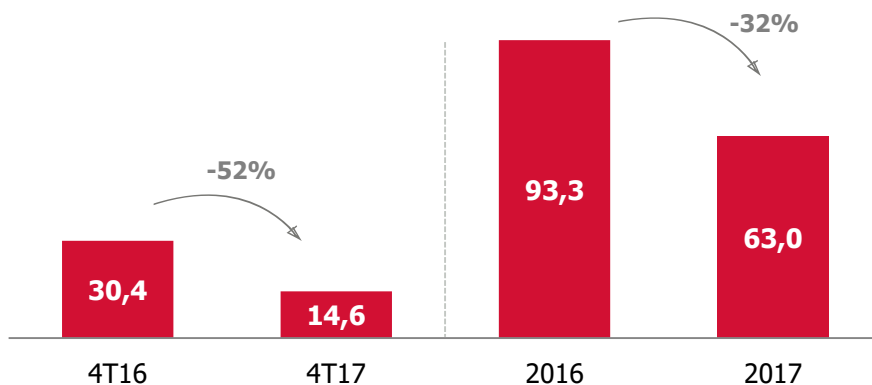


Movimentação do quadro de colaboradores

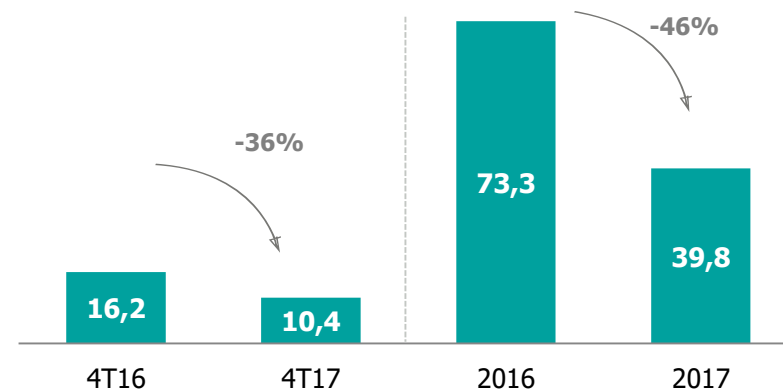
- Redução de **77%** no quadro de colaboradores do administrativo desde o 2º Semestre de 2014.



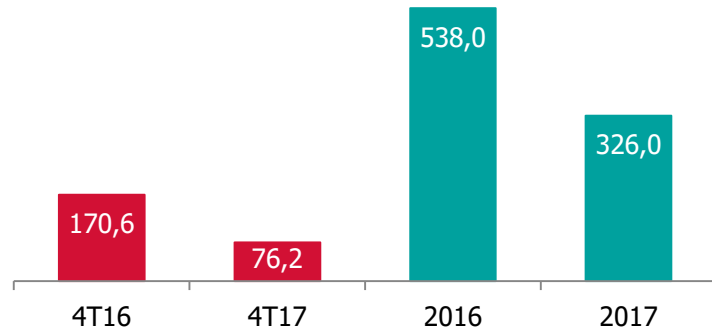
Despesas Administrativas (IFRS) - R\$ MM



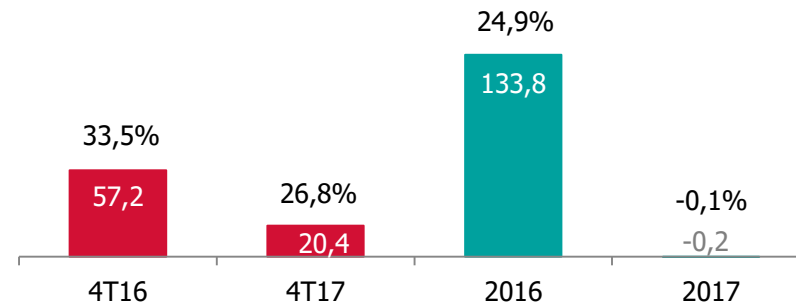
Despesas Comerciais (IFRS) - R\$ MM



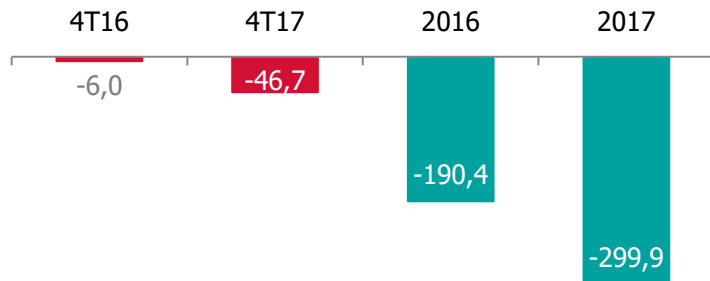
Receita Líquida | R\$ MM



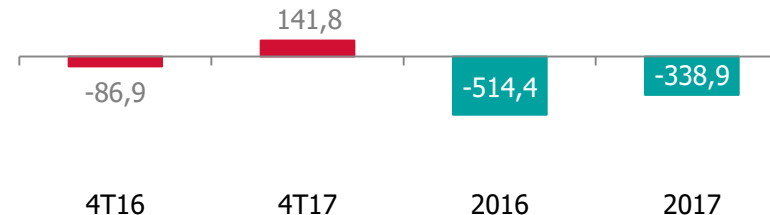
Lucro Bruto | R\$ MM e Mg. Bruta % - Ex juros²



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

Equipe de RI

Tel. (55 11) 4058-2502

E-mail: ri@rossiresidencial.com.br

www.rossiresidencial.com.br/ri

Fernando Miziara
CFO e DRI

Equipe RI
Vitor Alvarez
Paula Oliveira

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