

40
anos

Divulgação de Resultados

1T24

ri.mouradubeux.com.br

MDNE
B3 LISTED NM

MD
moura dubeux

Apresentadores

MDNE
B3 LISTED NM

MD
moura dubeux



Diego Villar
CEO



Diego Wanderley
CFO



Diogo Barral
IRO

IMOB B3

SMLL B3

IGPTW B3

IBRA B3

ICON B3

IGCT B3

IGC B3

IGC-NM B3

ITAG B3

TRANSMISSÃO VIA ZOOM

MDNE
B3 LISTED NM

MD
moura dubeux



PARA REALIZAR PERGUNTAS, CLICAR NO ÍCONE Q&A



Chat



Q&A



Interpretation

DESTAQUES



R\$ 347MM

LANÇAMENTOS (%MD) 1T24
+39,5% vs 1T23
-22,7% vs 4T23



R\$ 372MM

VENDAS LÍQUIDAS (%MD) 1T24
+14,0% vs 1T23
-6,3% vs 4T23



47%

VSO LÍQUIDO (%MD) UDM
+0,9pp vs 1T23
+1,0pp vs 4T23



R\$ 308MM

RECEITA LÍQUIDA 1T24
+21,9% vs 1T23
+9,0% vs 4T23



R\$ 42MM

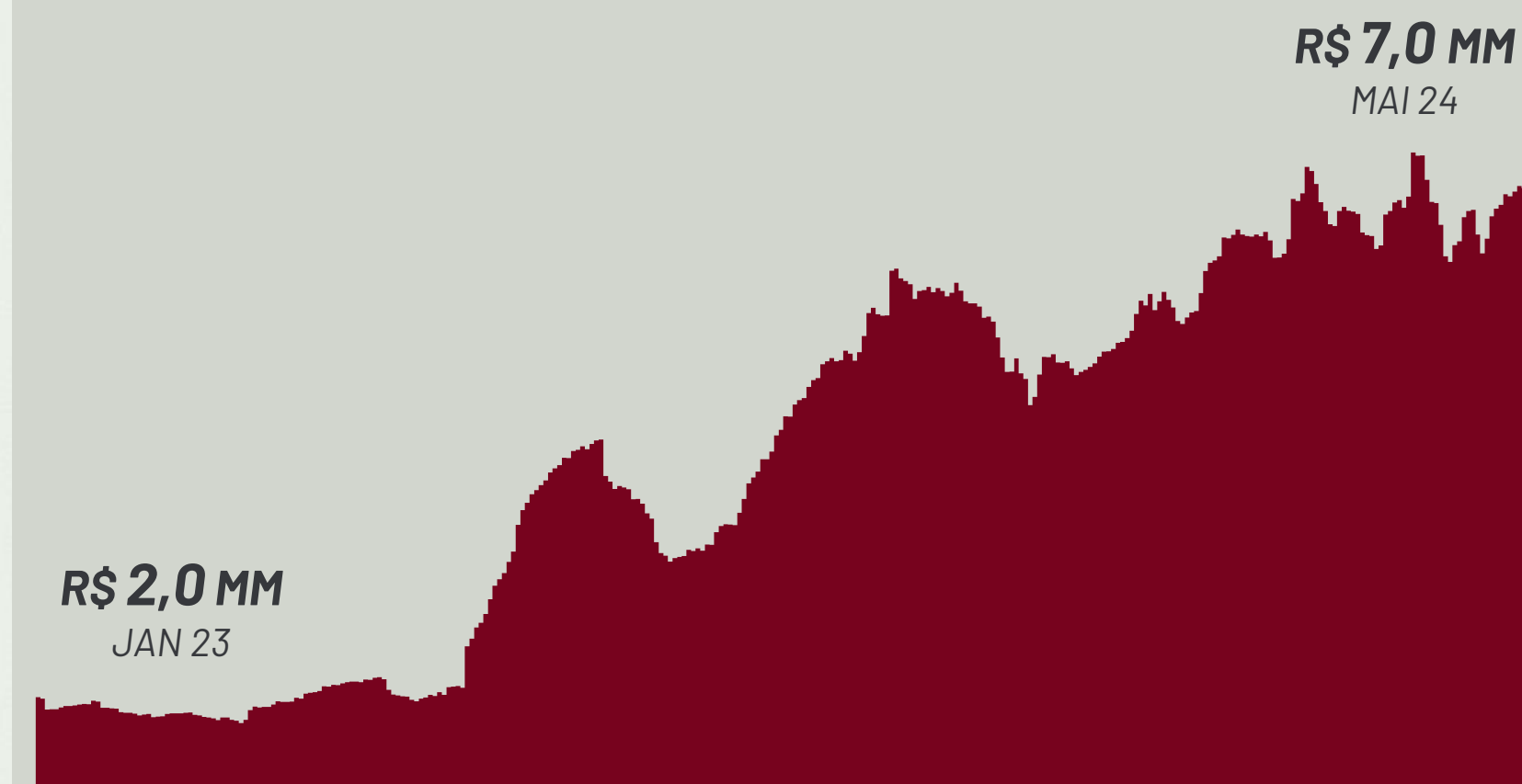
LUCRO LÍQUIDO 1T24
+38,6% vs 1T23
+24,9% vs 4T23



13%

ROAE 1T24
+3,2pp vs 1T23
+0,5pp vs 4T23

EVOLUÇÃO DO ADTV 30 DIAS



INGRESSO EM +6 ÍNDICES B3

IMOB B3 SMLL B3

IGPTWB3 IBRA B3

ICON B3 IGCT B3

**MELHORIA DA VISIBILIDADE
E NEGOCIABILIDADE MDNE3**

LANÇAMENTOS 1T24

JARDINS DO PARQUE / AL
INCORPORAÇÃO



R\$ 141MM VGV
LÍQUIDO

BEACH CLASS IRACEMA / CE
CONDOMÍNIO



R\$ 69MM VGV
LÍQUIDO

RIVÊ / BA
CONDOMÍNIO



R\$ 137MM VGV
LÍQUIDO

40
anos

DESTAQUES OPERACIONAIS

MDNE
B3 LISTED NM

MD
moura dubeux

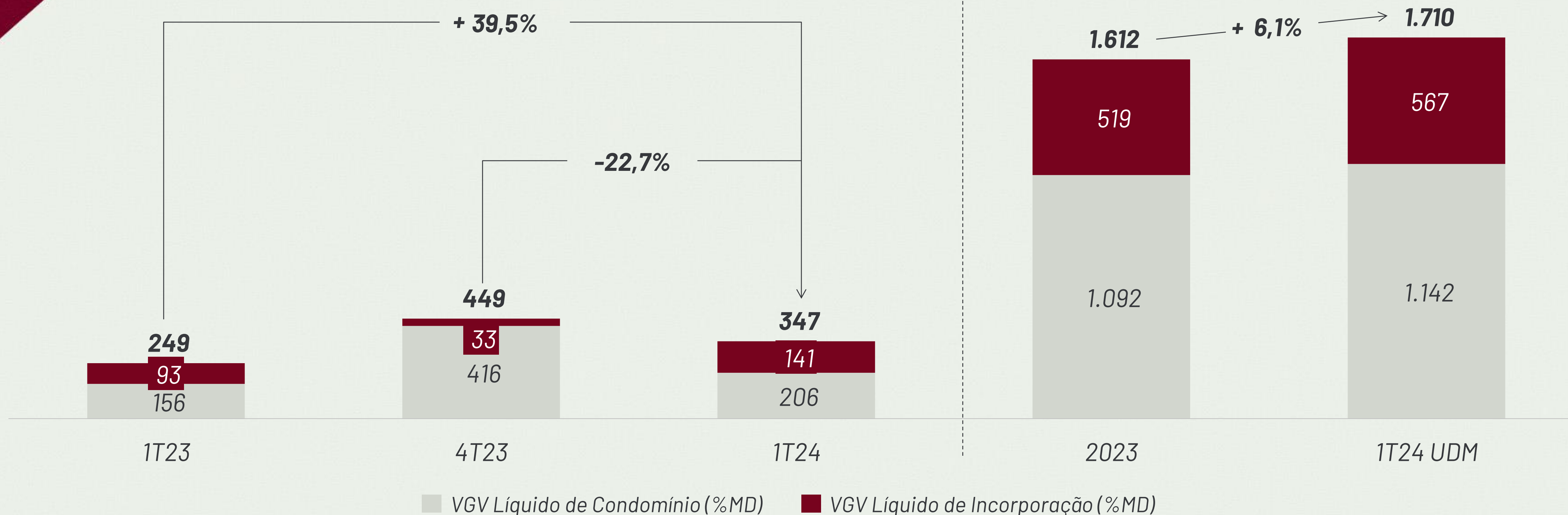


LANÇAMENTOS

Lançamentos 1T24
(R\$ MM)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$ 347 MM
VGV LÍQUIDO (%MD) 1T24

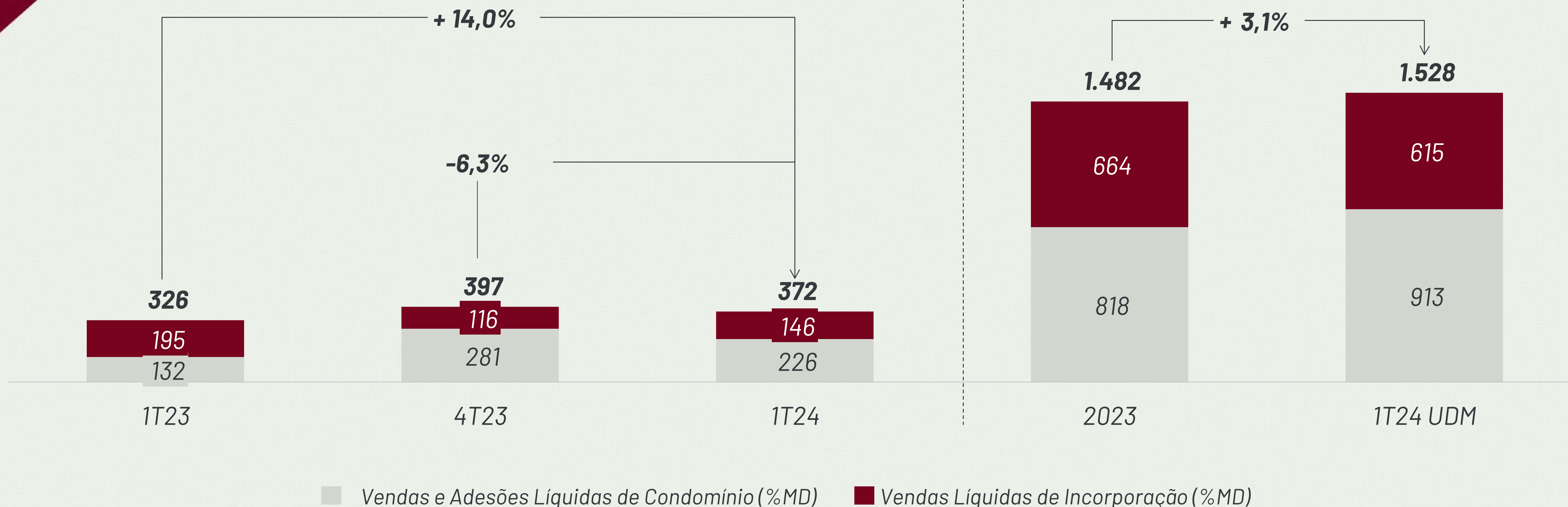
+39,5%
EM RELAÇÃO AO 1T23

+6,1%
EM RELAÇÃO A 2023

VENDAS

Vendas e Adesões 1T24
(R\$ MM)

MDNE
B3 LISTED NM



R\$372MM
VENDAS E ADESÕES
LÍQUIDAS (%MD) 1T24

+14,0%
VENDAS E ADESÕES LÍQUIDAS (%MD)
EM RELAÇÃO AO 1T23

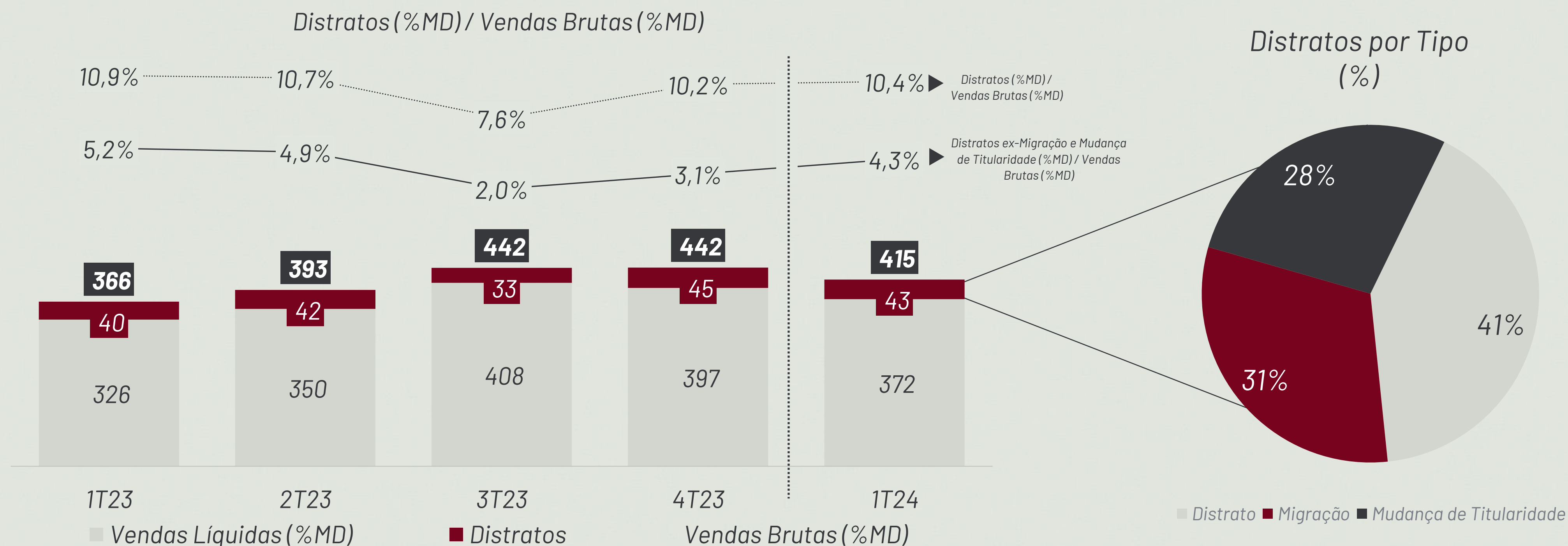
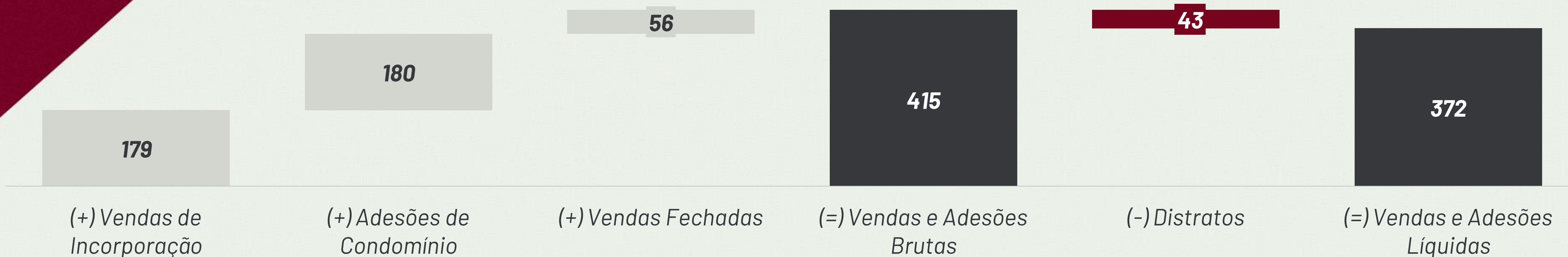
+3,1%
VENDAS E ADESÕES LÍQUIDAS (%MD)
EM RELAÇÃO A 2023

VENDAS E DISTRATOS 1T24

MDNE
B3 LISTED NM

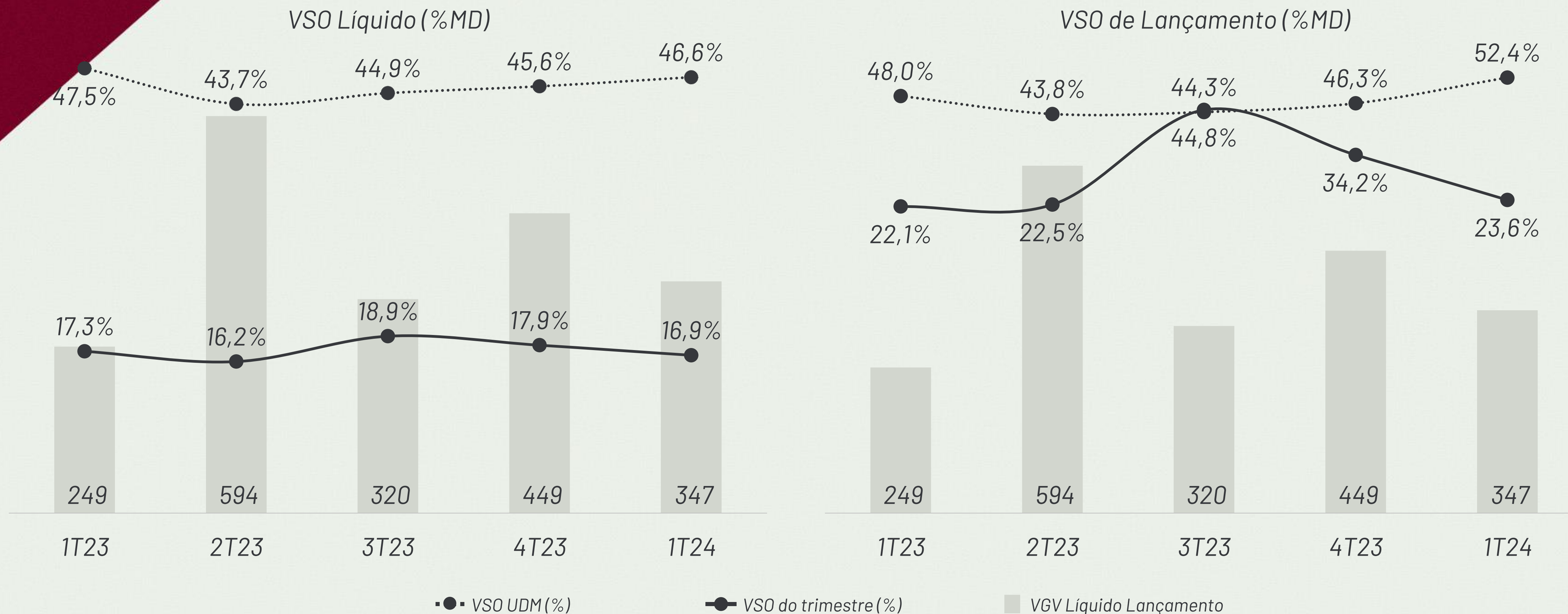


Composição da Venda Líquida (%MD)
(R\$ MM)



VSO 1T24

MDNE
B3 LISTED NM



16,9%

VSO LÍQUIDO (%MD) 1T24

46,6%

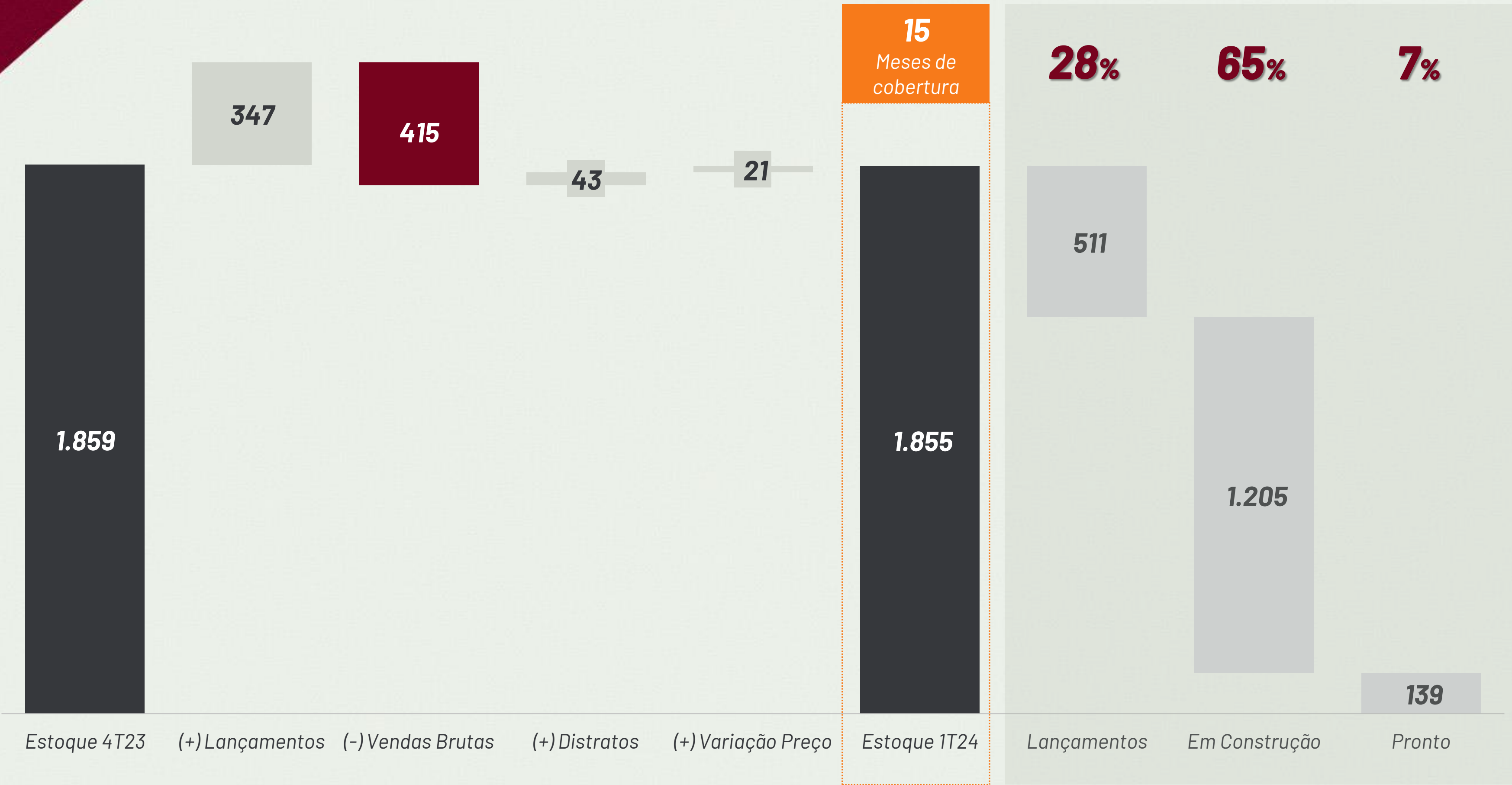
VSO LÍQUIDO (%MD) 1T24 UDM

52,4%

VSO LANÇAMENTOS (%MD) 1T24 UDM

ESTOQUE 1T24

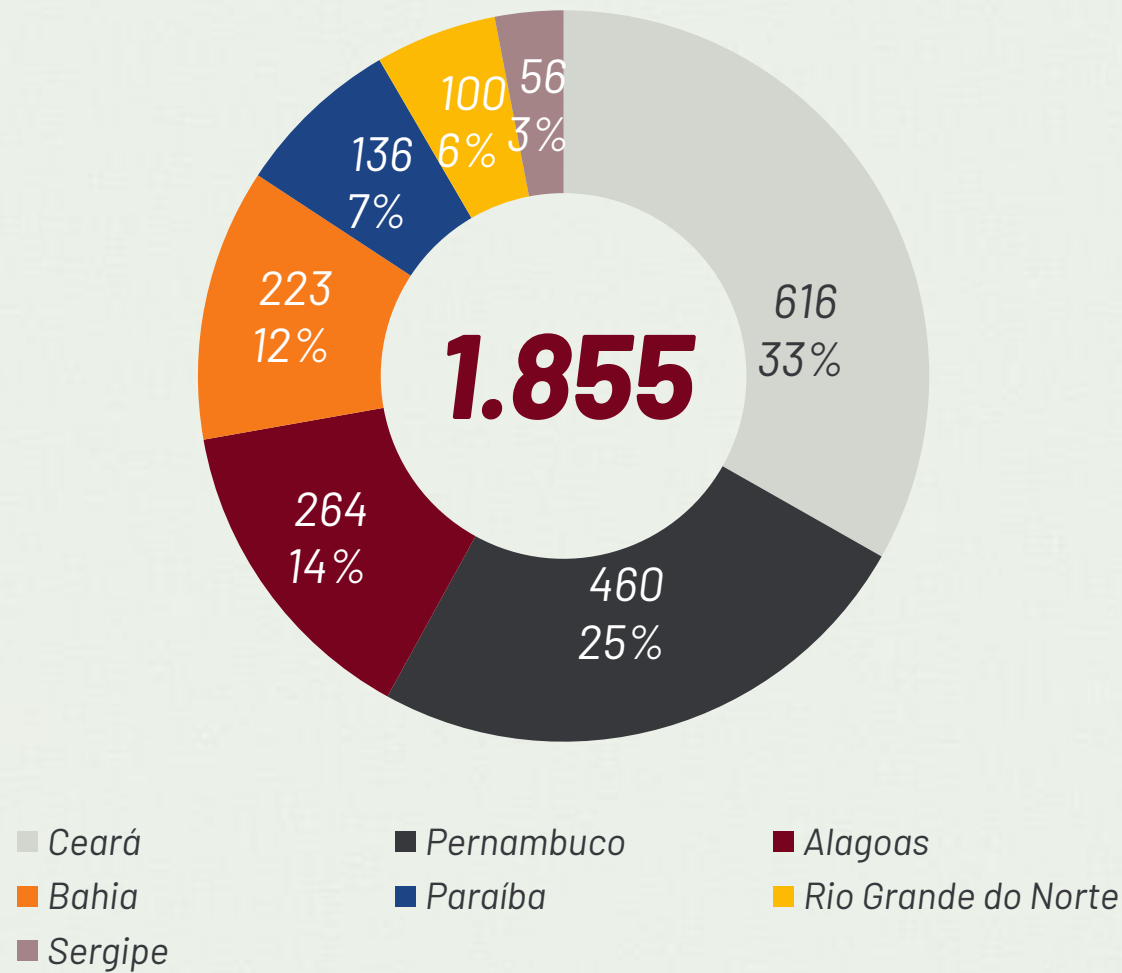
Evolução do Estoque (%MD)
(R\$ MM)



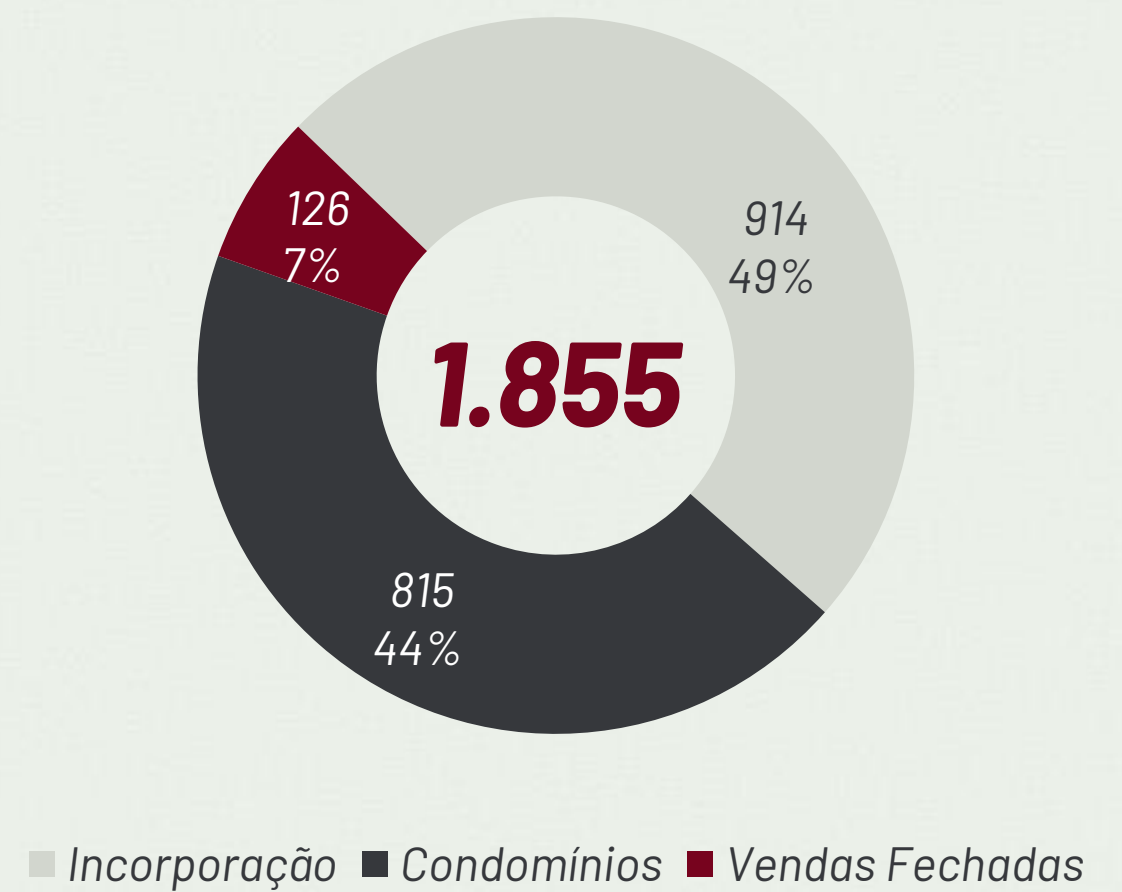
MDNE
B3 LISTED NM

MD
moura dubeux

Região (%MD)
(R\$ MM - %)



Tipo (%MD)
(R\$ MM - %)

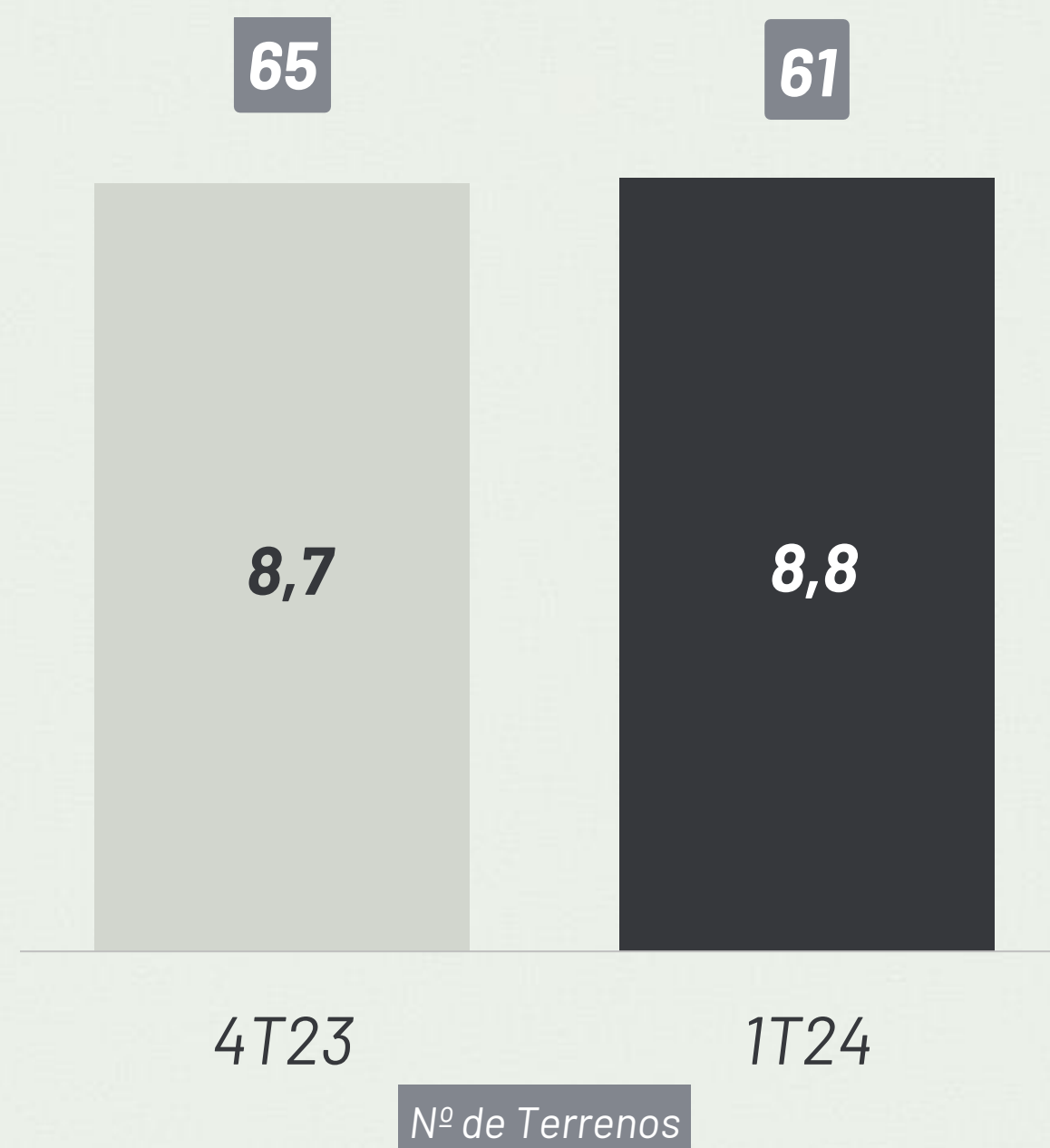


Landbank, Projetos em Andamento e Entregas

MDNE
B3 LISTED NM



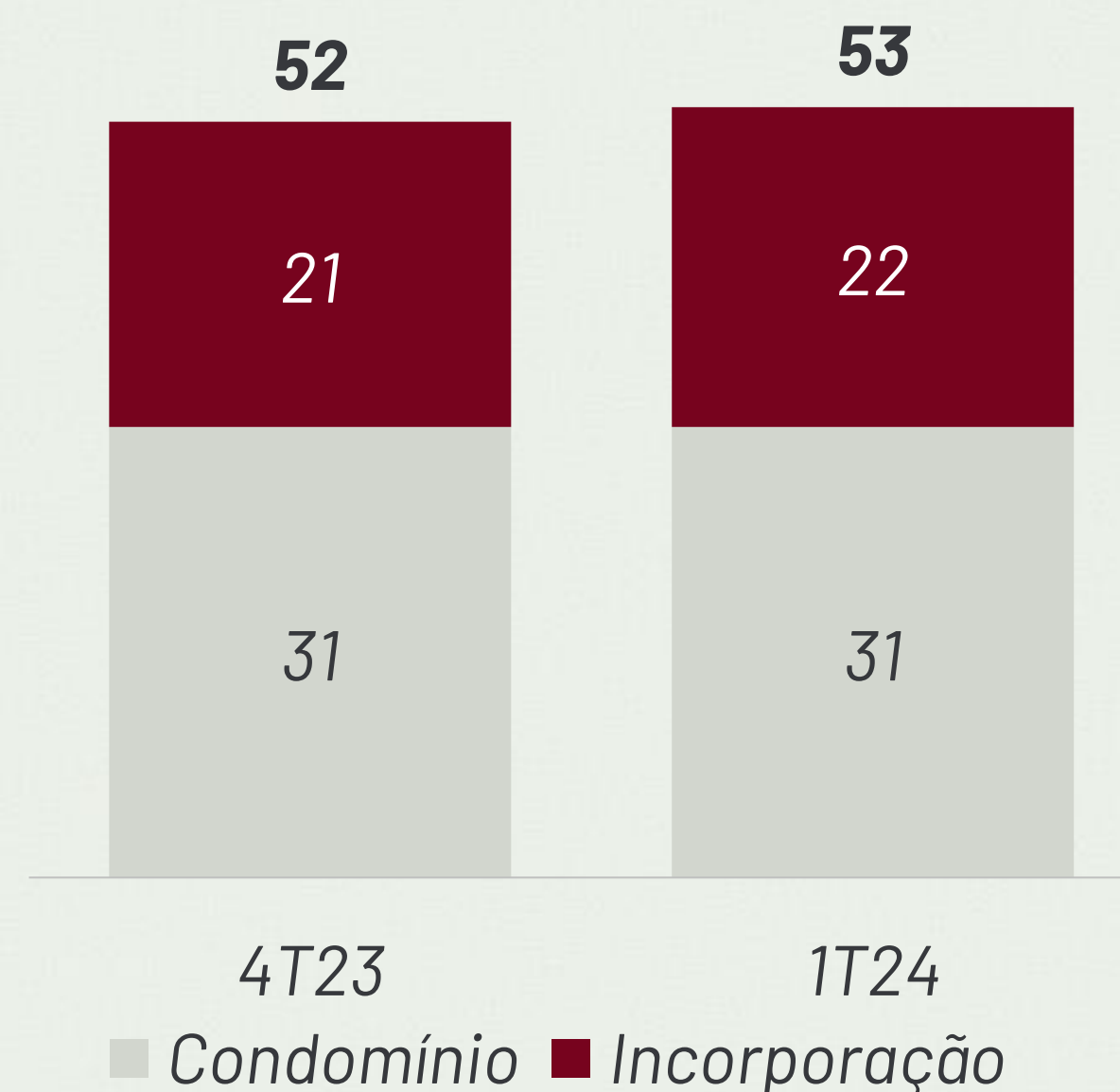
Banco de Terrenos
(R\$ em bilhões)



R\$ 8,8bi

EM VGV BRUTO
58% EM PERMUTA FÍSICA
E 42% EM DINHEIRO

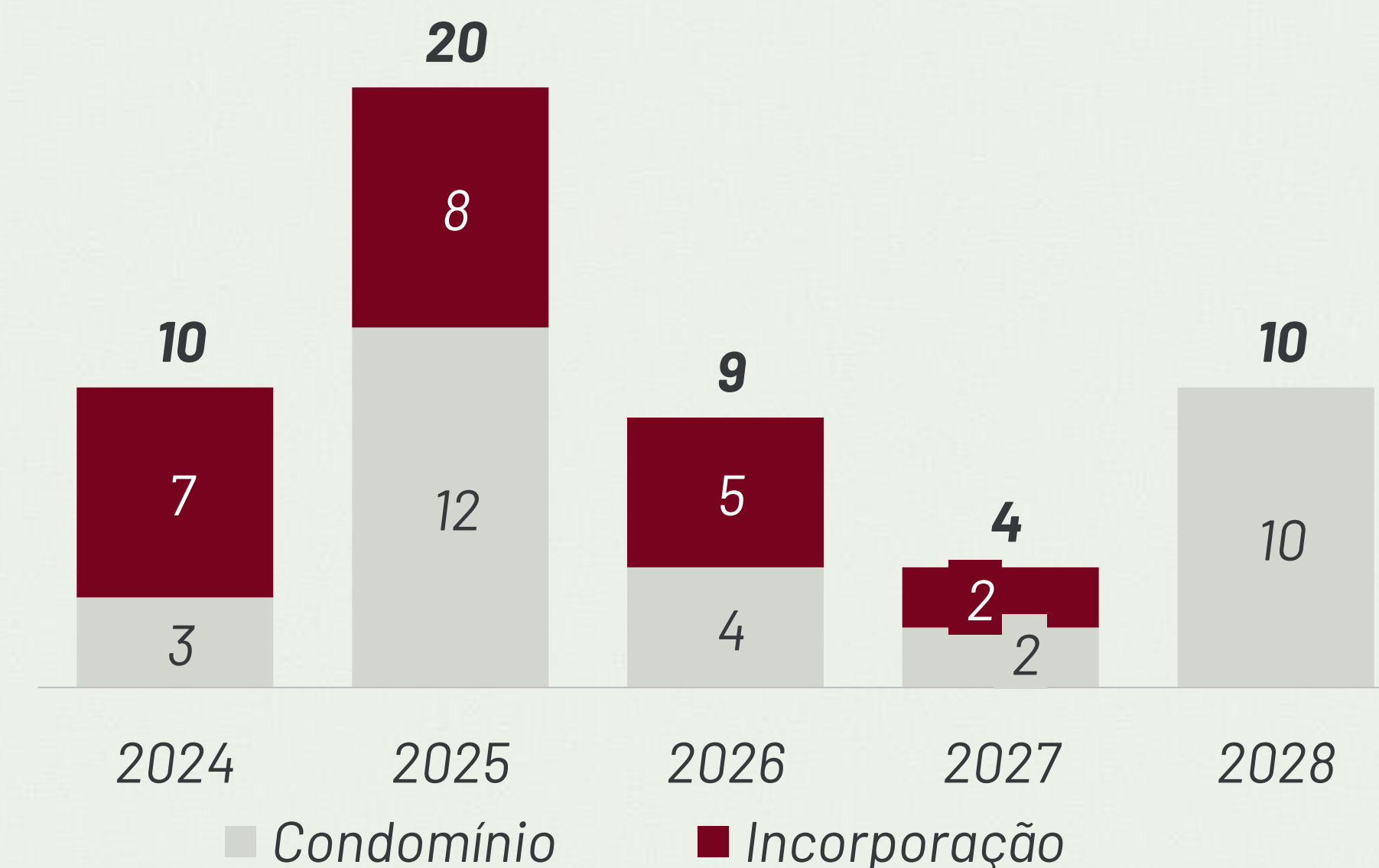
Projetos em Andamento
(quantidade)



53

PROJETOS EM ANDAMENTO
E 45 CANTEIROS EM EXECUÇÃO

Previsão de Entrega por Tipo
(quantidade)



2

PROJETOS
ENTREGUES
NO 1T24

40
anos

DESTAQUES FINANCEIROS

MDNE
B3 LISTED NM

MD
moura dubeux

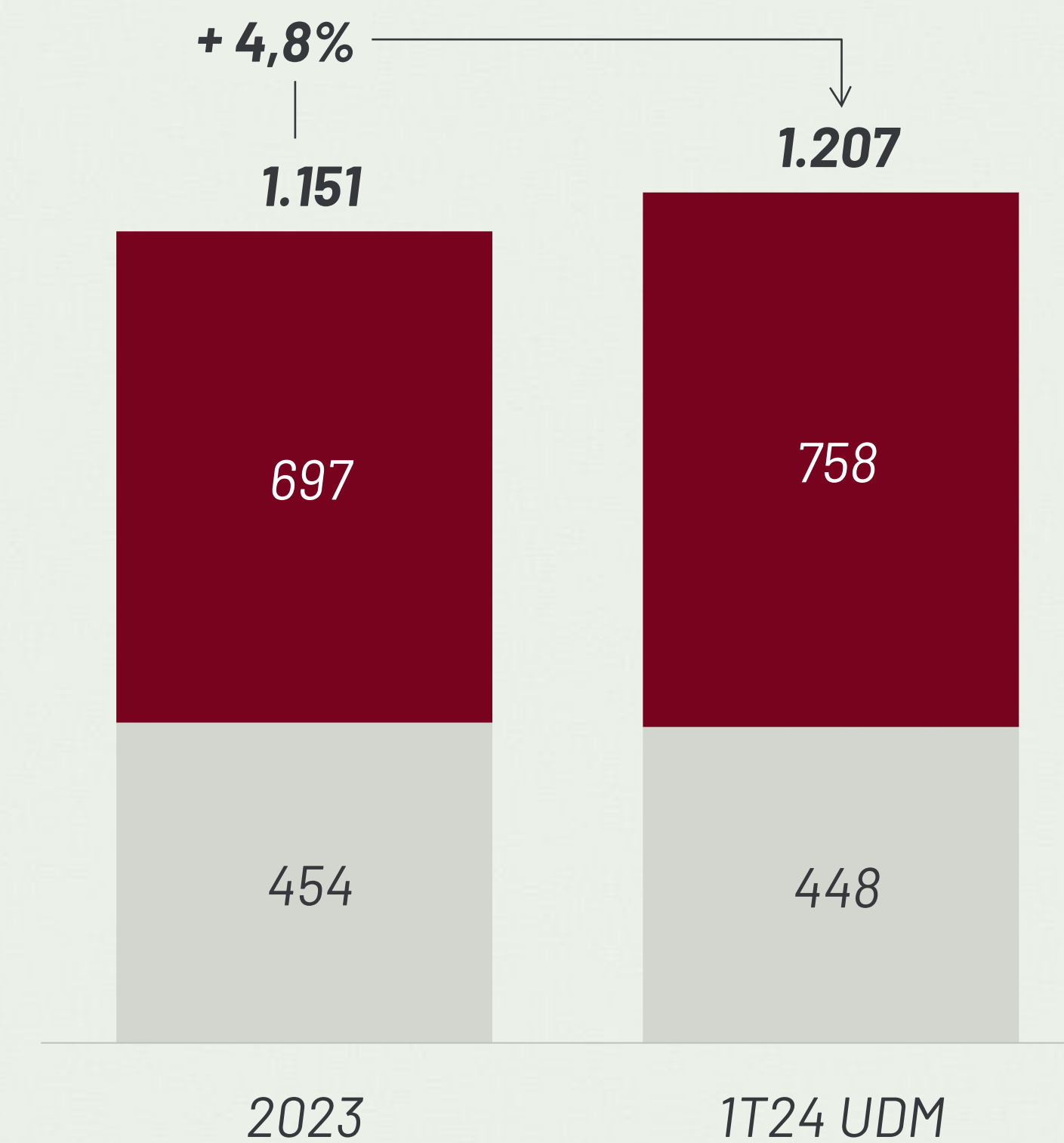
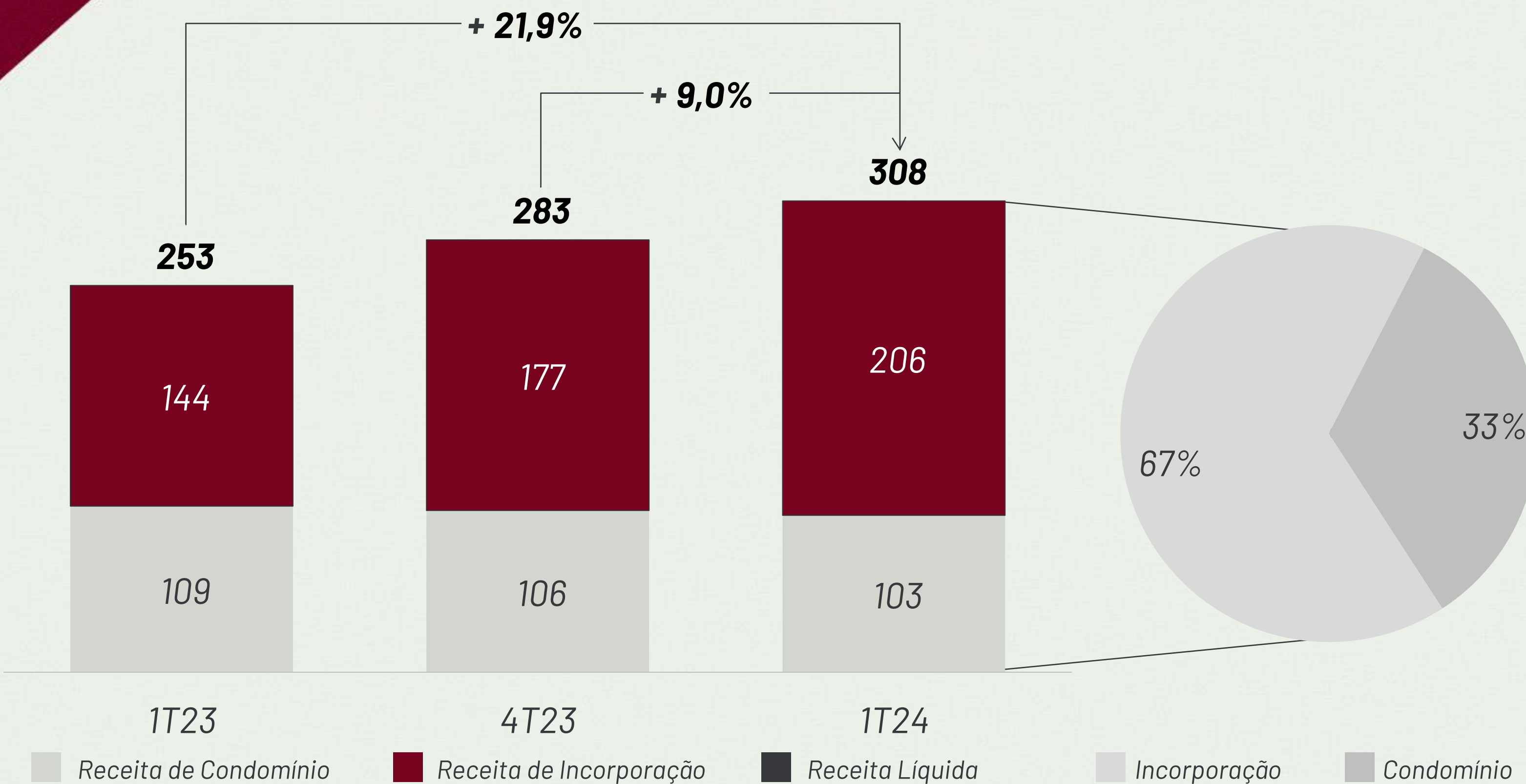


RECEITA LÍQUIDA

MDNE
B3 LISTED NM

MD
moura dubeux

Receita Líquida
(R\$ MM)



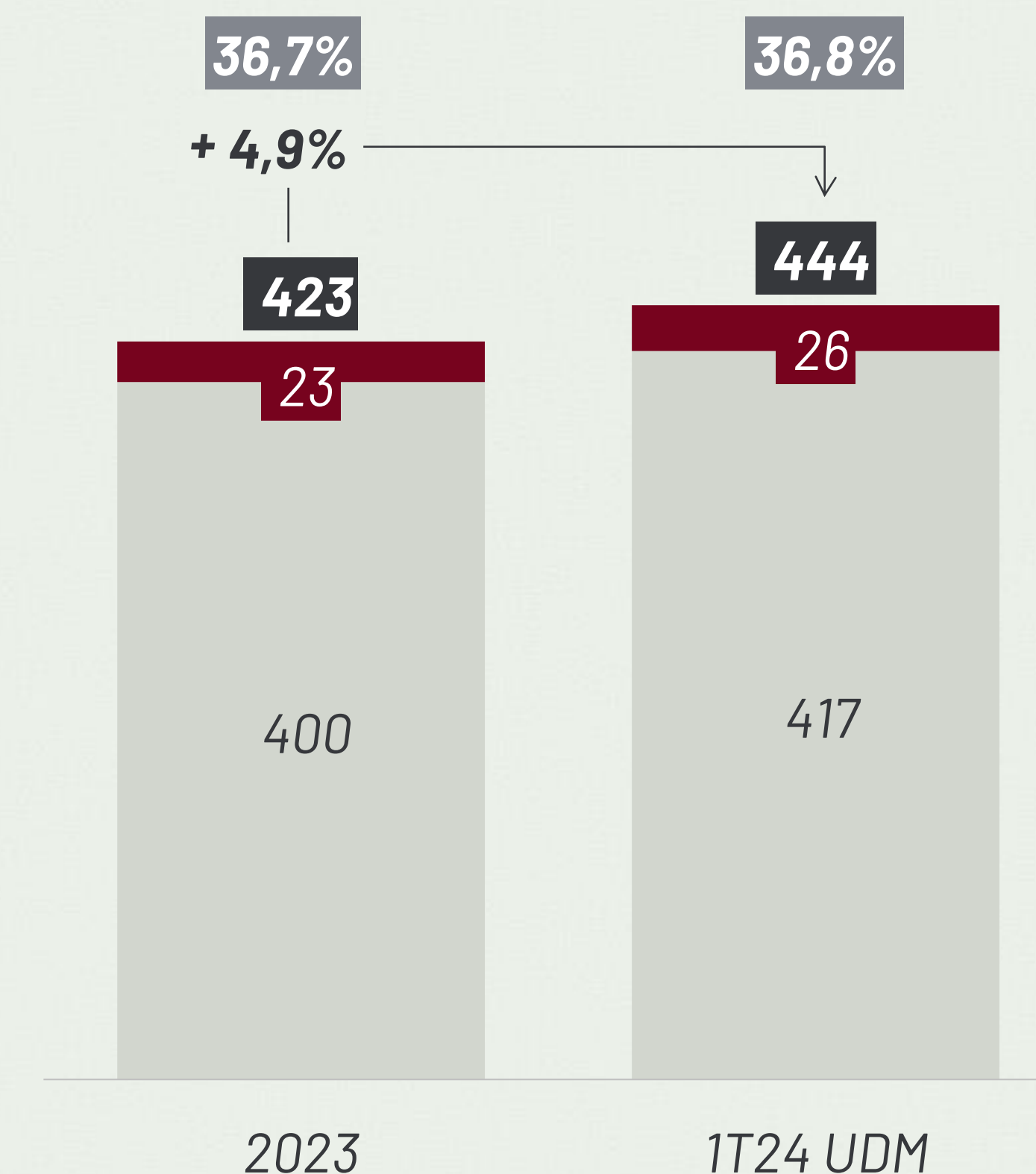
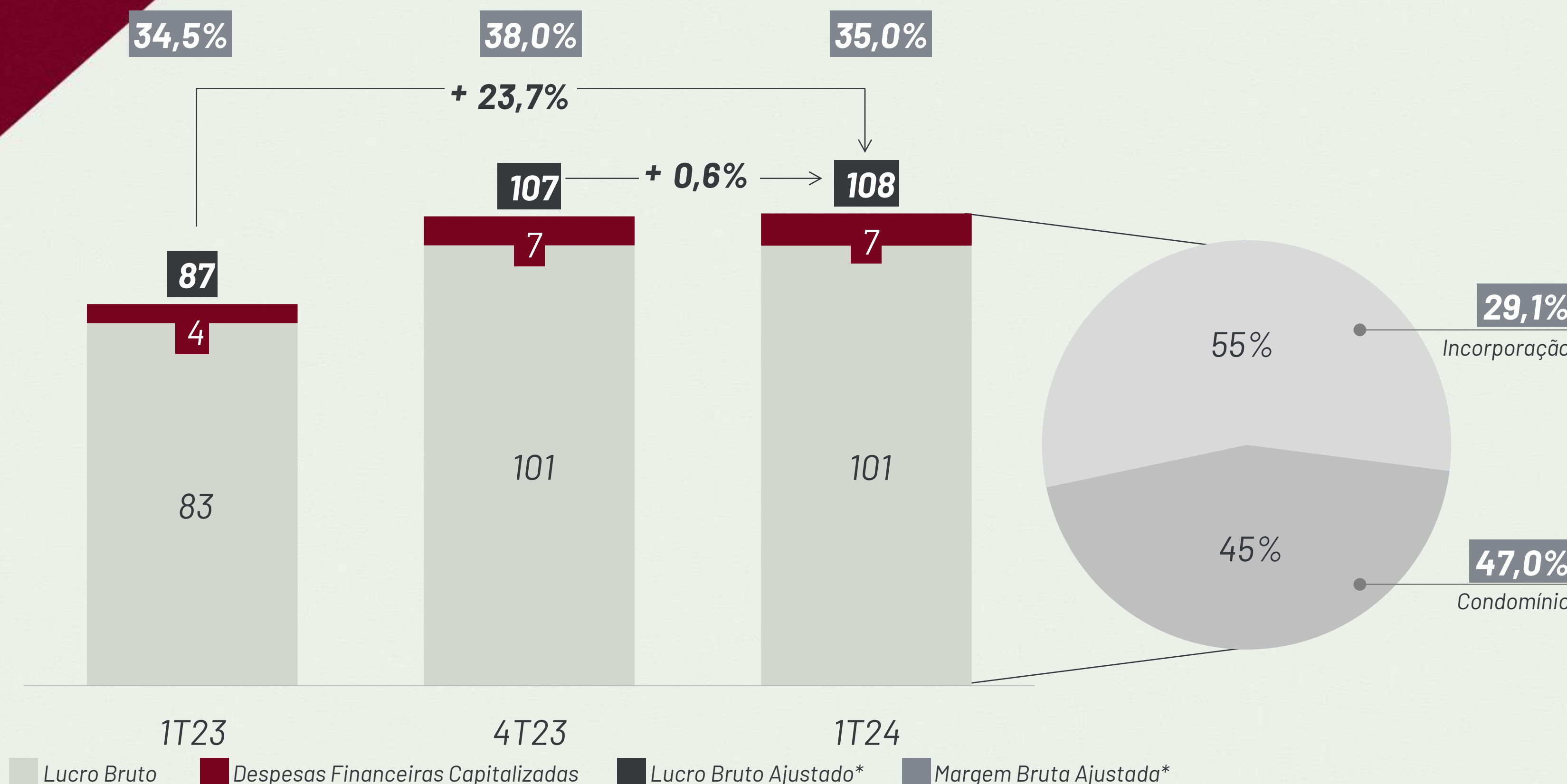
R\$308MM
RECEITA LÍQUIDA 1T24

+21,9%
EM RELAÇÃO AO 1T23

+4,8%
EM RELAÇÃO A 2023

LUCRO BRUTO

Lucro Bruto
(R\$ MM)



R\$108MM
LUCRO BRUTO
AJUSTADO* 1T24

+23,7%
EM RELAÇÃO AO 1T23

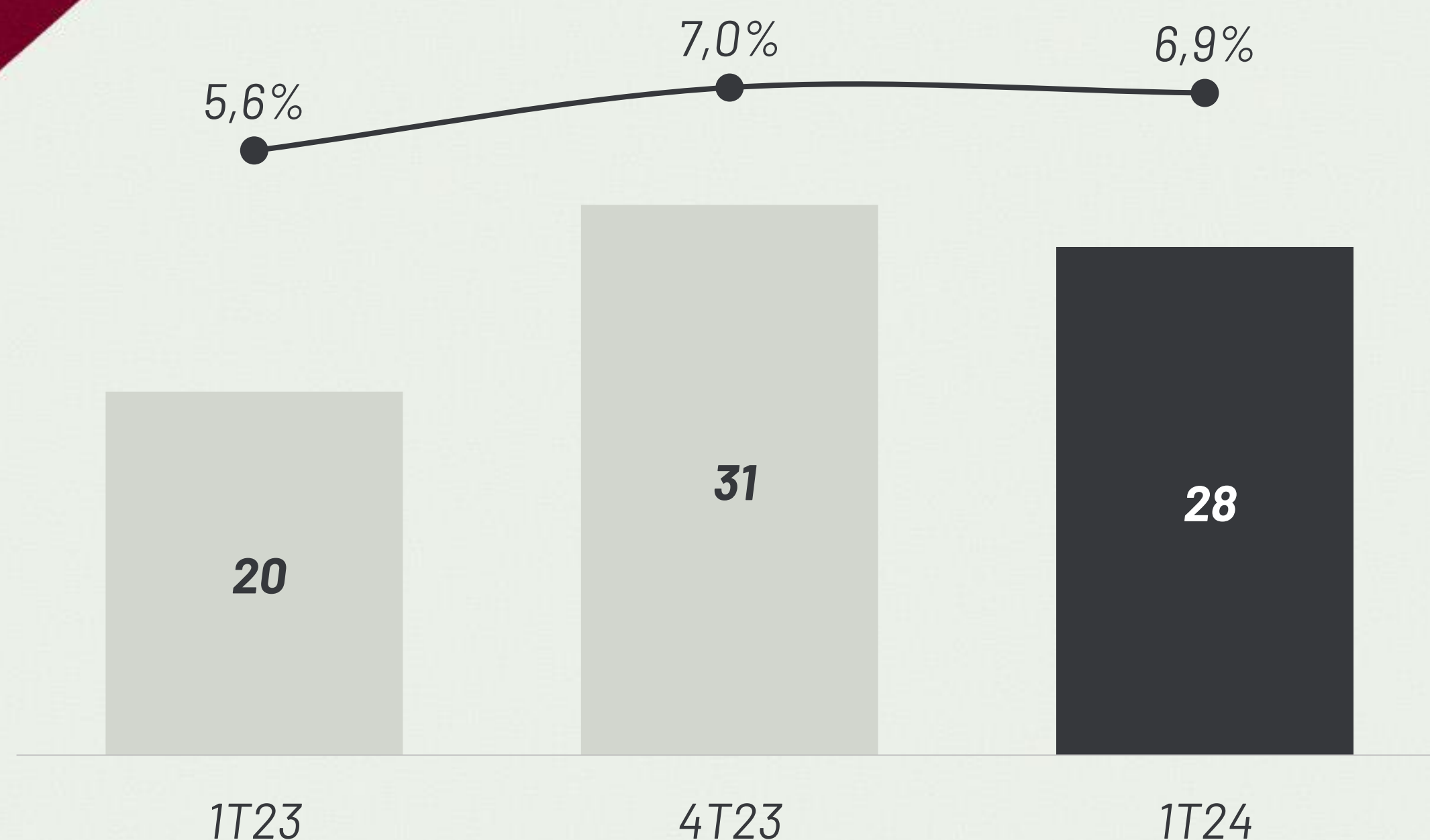
4,9%
EM RELAÇÃO A 2023

DESPESAS COMERCIAIS E ADMINISTRATIVAS

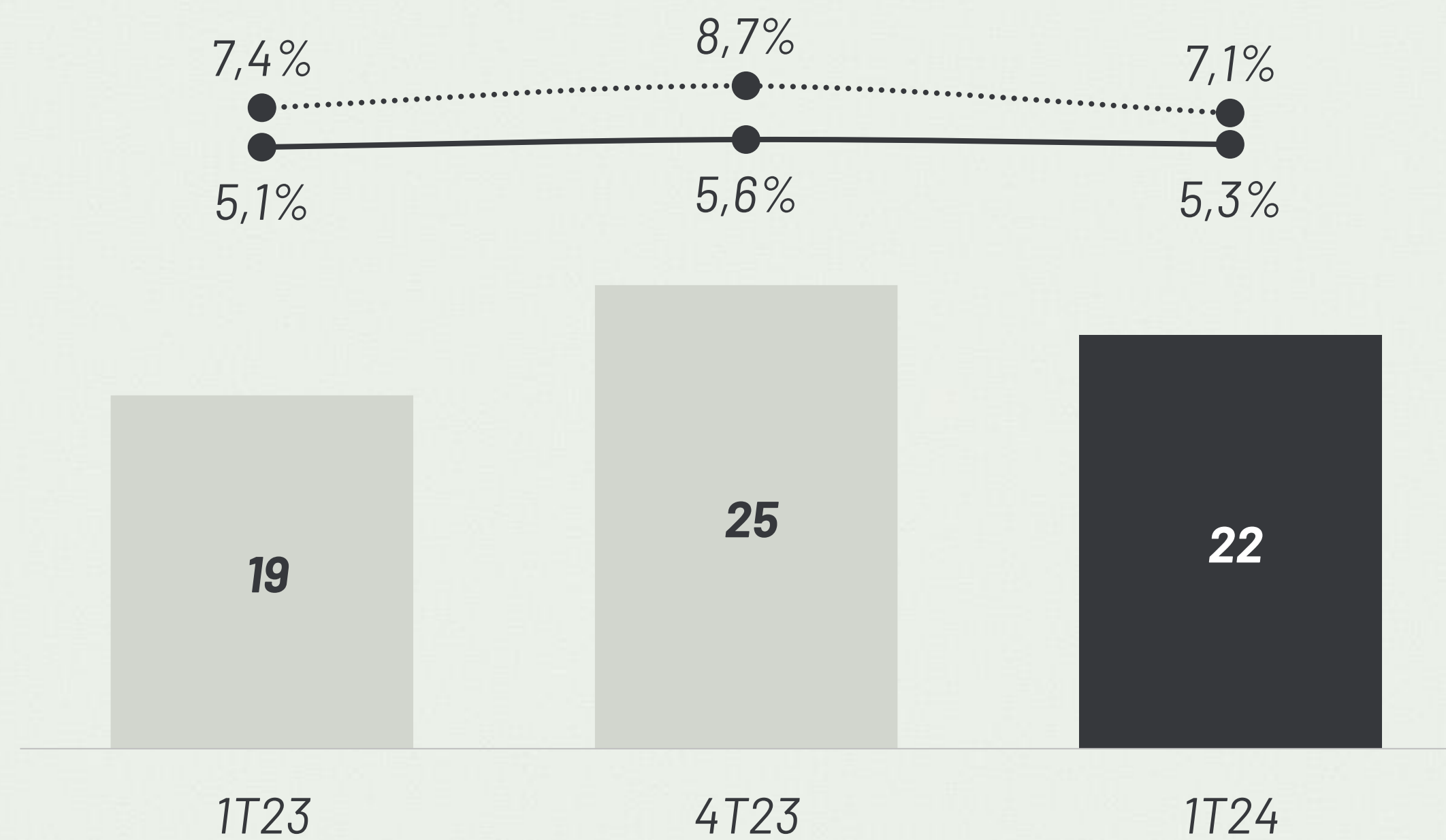
MDNE
B3 LISTED NM



Despesas Comerciais
(R\$ MM - %)



Despesas Administrativas
(R\$ MM - %)



■ Despesas Comerciais

● % Venda Bruta (%MD)

■ Despesas Administrativas

● % Venda Bruta (%MD)

●...● % Receita Líquida

6,9%

DESPESAS COMERCIAIS SOBRE
VENDA BRUTA 1T24

7,1%

DESPESAS ADMINISTRATIVAS SOBRE
RECEITA LÍQUIDA 1T24

5,3%

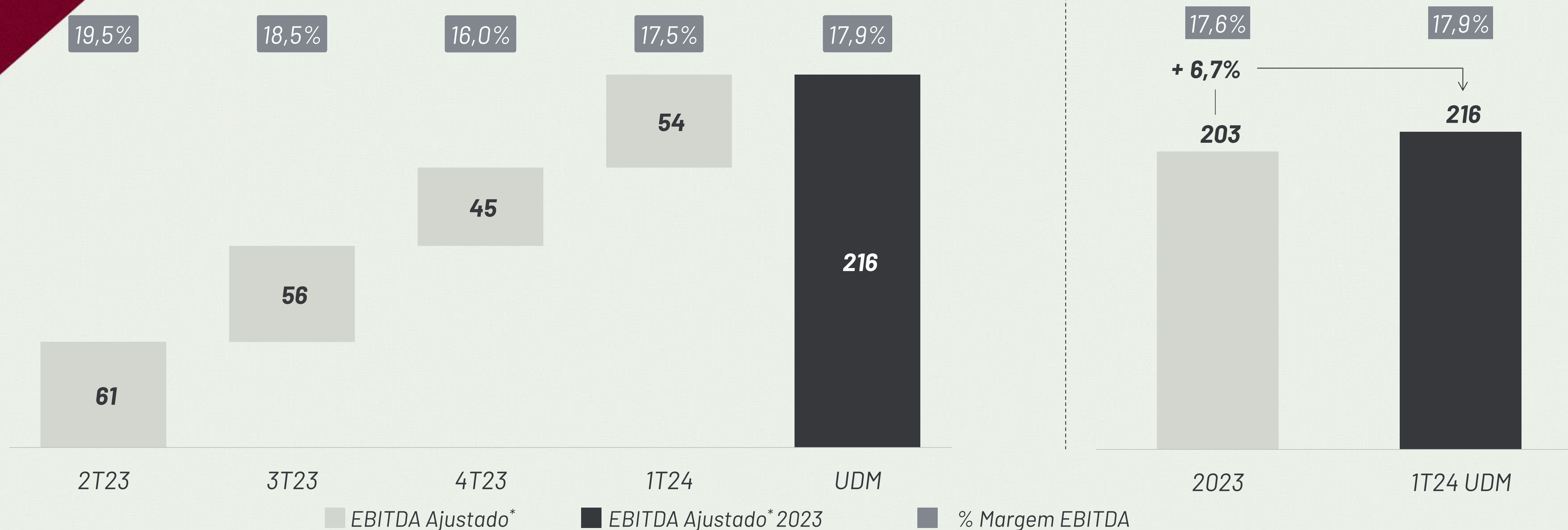
DESPESAS ADMINISTRATIVAS SOBRE
VENDA BRUTA 1T24

EBITDA AJUSTADO

(R\$ MM - %)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$ 216MM
EBITDA AJUSTADO*
1T24 UDM

17,9%
MARGEM EBITDA AJUSTADA*
1T24 UDM

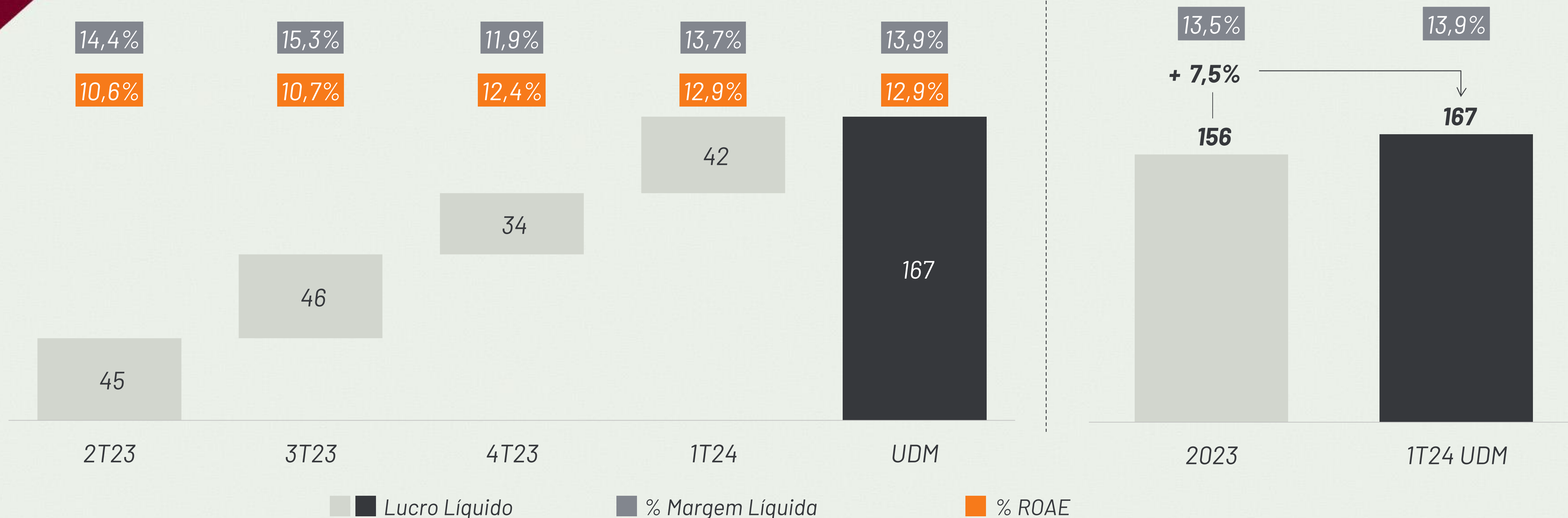
+6,7%
EM RELAÇÃO A 2023

LUCRO LÍQUIDO

(R\$ MM - %)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$ 167MM

LUCRO LÍQUIDO 1T24 UDM
COM MARGEM DE 13,9%

+7,5%

EM RELAÇÃO A 2023

12,9%

ROAE 1T24 UDM

RESULTADO A APROPRIAR

(R\$ MM)

MDNE
B3 LISTED NM

MD
moura dubeux

Incorporação

33,9%

285

-2,5%

34,9%

278

4T23

1T24

+1,0PP

MARGEM A APROPRIAR DE
INCORPORAÇÃO EM RELAÇÃO AO 4T23

Condomínio

Venda Fechada

27,1%

+17,8%

25

27,5%

29

4T23

1T24

+17,8%

VENDA FECHADA
A APROPRIAR EM RELAÇÃO AO 4T23

Taxa de Administração

243

-2,0%

239

4T23

1T24

-2,0%

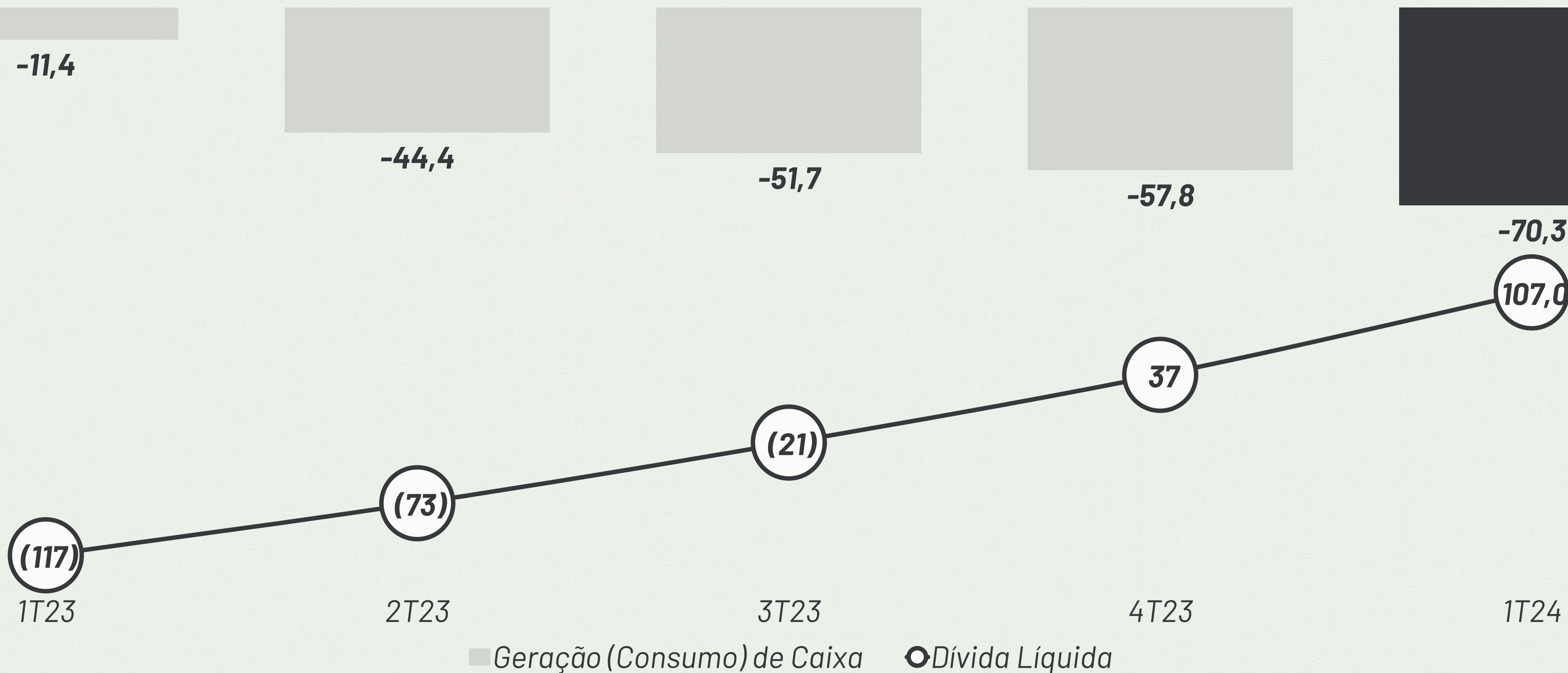
TAXA DE ADMINISTRAÇÃO A INCORRER
EM RELAÇÃO AO 4T23

GERAÇÃO (CONSUMO) DE CAIXA E ENDIVIDAMENTO

(R\$ MM)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$ 70,3MM
CONSUMO DE CAIXA 1T24

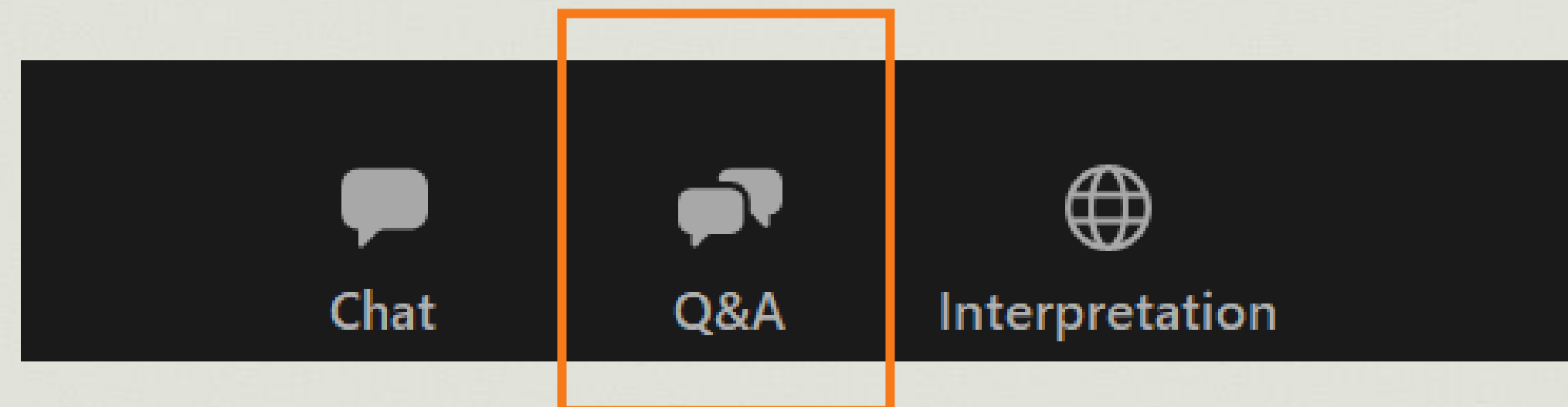
R\$ 107MM
DÍVIDA LÍQUIDA 1T24

7,7%
ÍNDICE
DÍVIDA LÍQUIDA SOBRE PL

PERGUNTAS E RESPOSTAS



PARA REALIZAR PERGUNTAS, CLICAR NO ÍCONE Q&A





Relações com Investidores

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Diogo Barral
Alan Aquino

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0800 025 7700

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MDNE
B3 LISTED NM

MD
moura dubeux

40
years

Earnings Release

1Q24

ri.mouradubeux.com.br

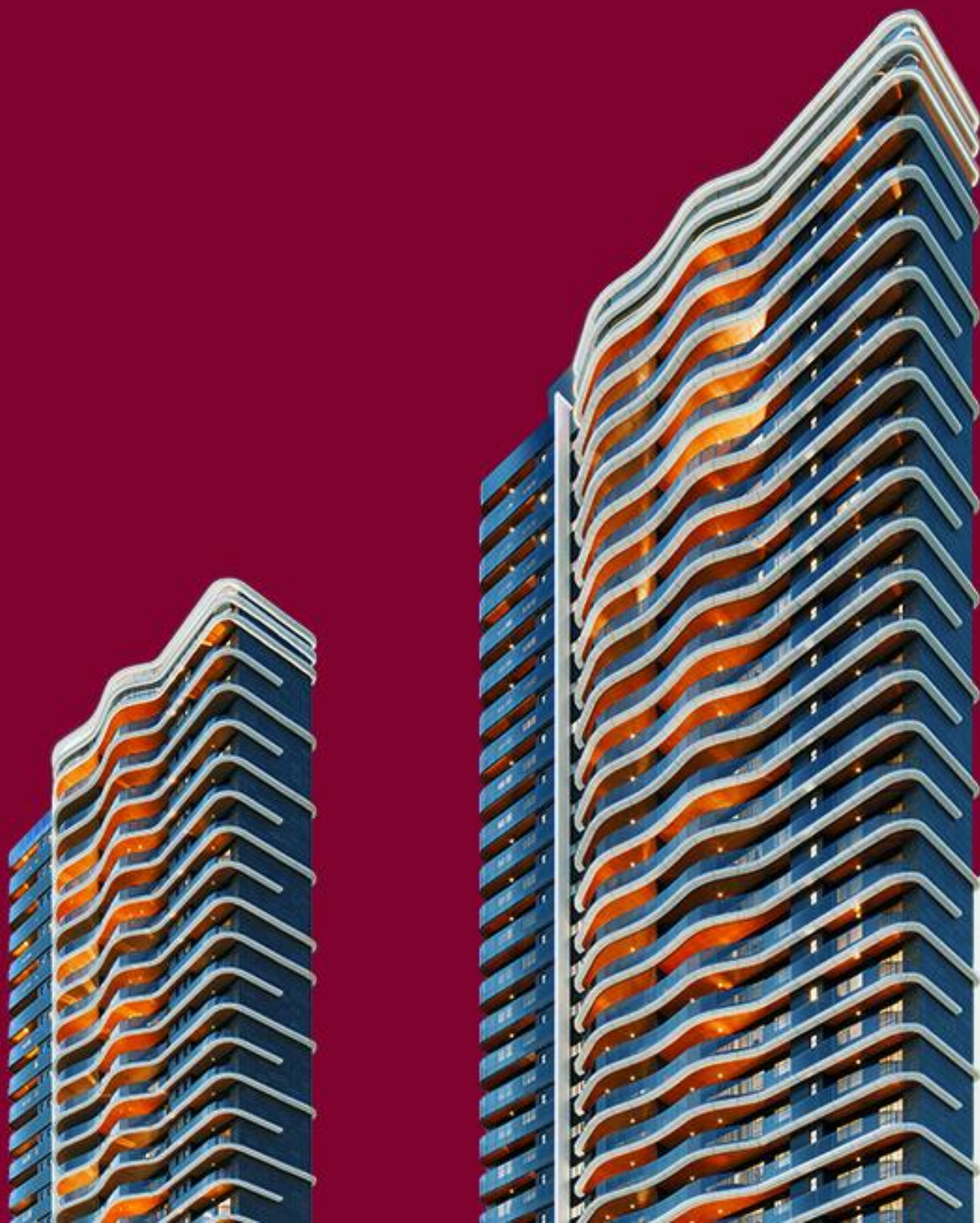
MDNE
B3 LISTED NM

MD
moura dubeux

Presenters

MDNE
B3 LISTED NM

MD
moura dubeux



Diego Villar
CEO



Diego Wanderley
CFO



Diogo Barral
IRO

IMOB B3

SMLL B3

IGPTW B3

IBRA B3

ICON B3

IGCT B3

IGC B3

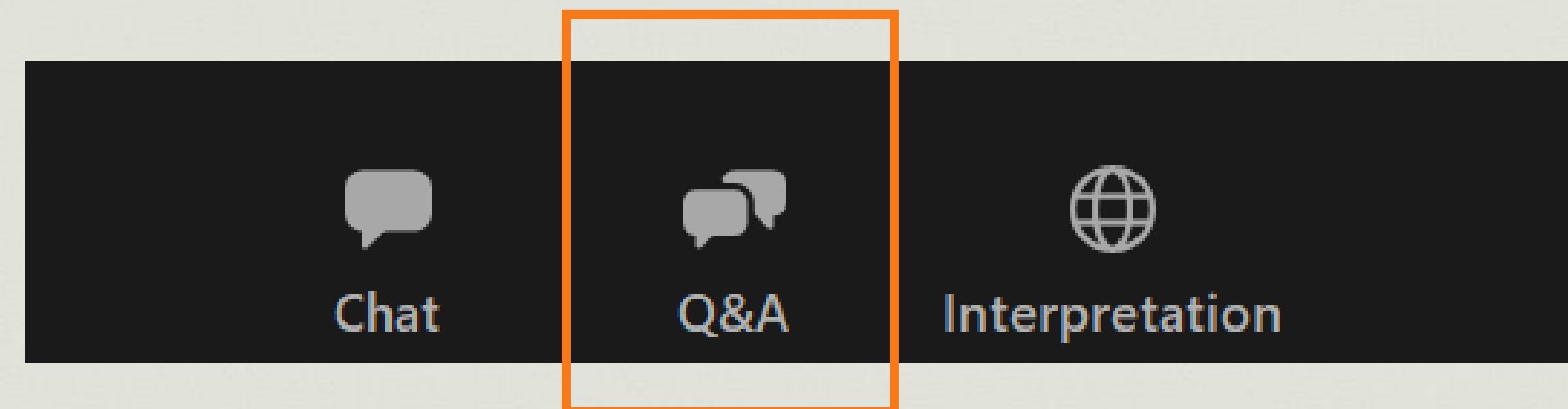
IGC-NM B3

ITAG B3

ZOOM TRANSMISSION



FOR QUESTIONS, USE THE Q&A TOOL



HIGHLIGHTS



R\$ 347 MN

LAUNCHES (%MD) 1Q24
+39.5% vs 1Q23
-22.7% vs 4Q23



R\$ 372 MN

NET SALES (%MD) 1Q24
+14.0% vs 1Q23
-6.3% vs 4Q23



47%

NET SoS (%MD) LTM
+0.9pp vs 1Q23
+1.0pp vs 4Q23



R\$ 308 MN

NET REVENUE 1Q24
+21.9% vs 1Q23
+9.0% vs 4Q23



R\$ 42 MN

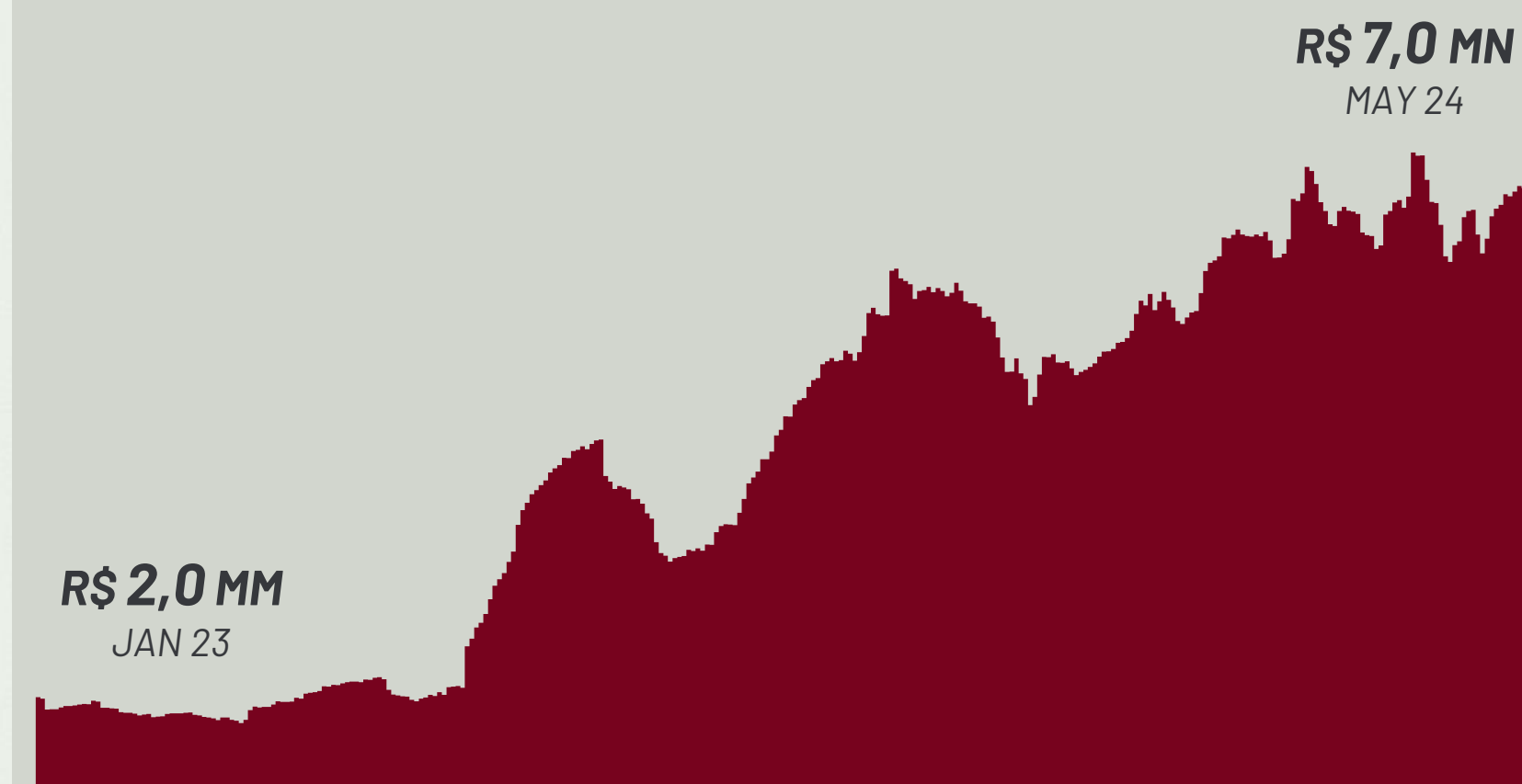
NET PROFIT 1Q24
+38,6% vs 1Q23
+24.9% vs 4Q23



13%

ROAE 1Q24
+3.2pp vs 1Q23
+0.5pp vs 4Q23

30 DAYS ADTV



+6 B3 PERFORMANCE INDEXES INCLUSION

IMOB B3

SMLL B3

IGPTWB3

IBRA B3

ICON B3

IGCT B3

**MDNE3 VISIBILITY AND
MARKETABILITY IMPROVEMENT**

LAUNCHES 1Q24

JARDINS DO PARQUE / AL
DEVELOPMENT



R\$ 141MN NET
PSV

BEACH CLASS IRACEMA / CE
CONDOMINIUM



R\$ 69MN NET
PSV

RIVÊ / BA
CONDOMINIUM



R\$ 137MN NET
PSV

40
years

OPERATIONAL HIGHLIGHTS

MDNE
B3 LISTED NM

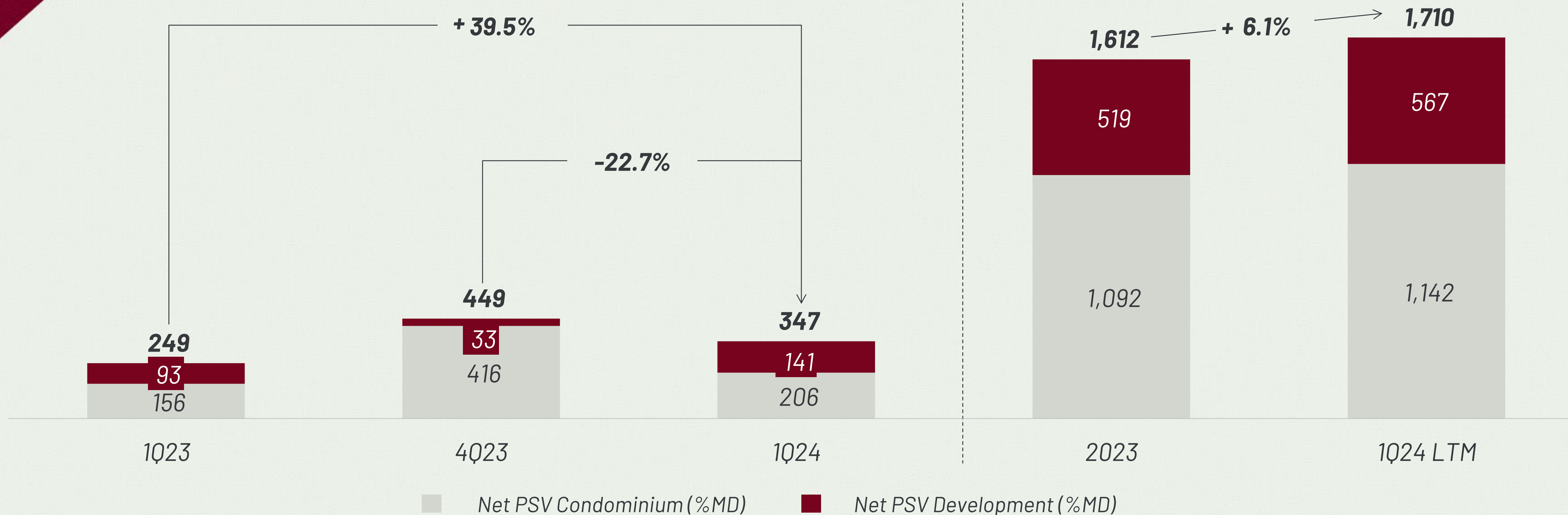
MD
moura dubeux



LAUNCHES

Launches 1Q24
(R\$ MN)

MDNE
B3 LISTED NM



R\$347MN
NET PSV (%MD) 1Q24

+39.5%
COMPARED TO 1Q23

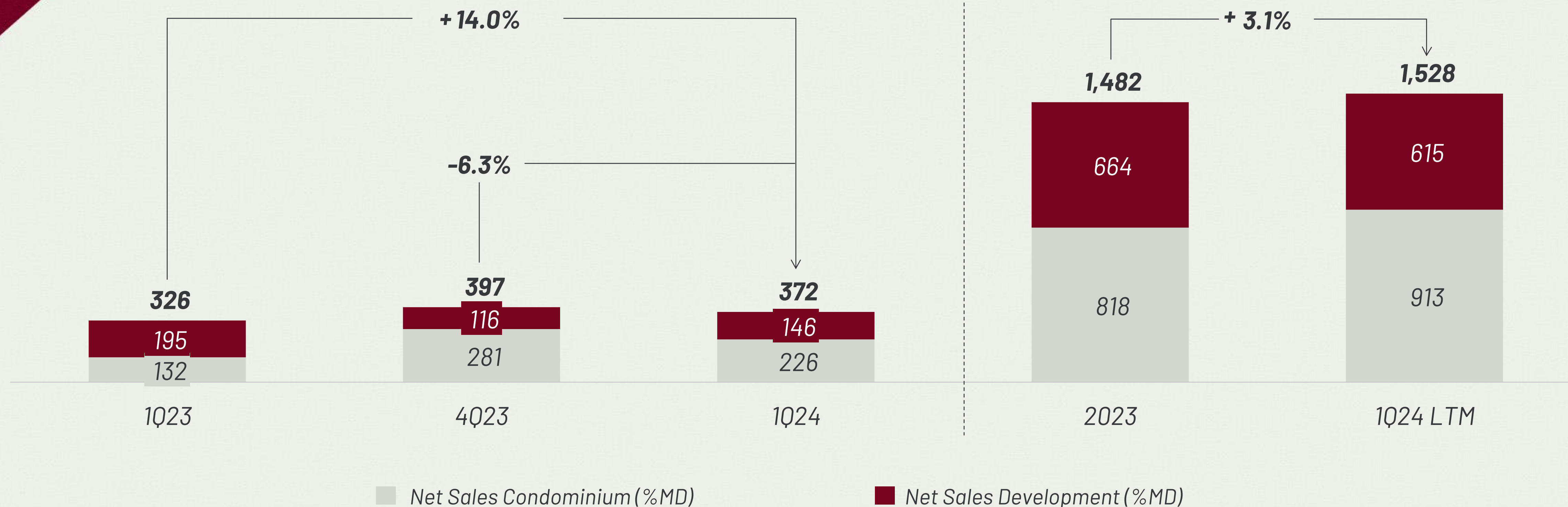
+6.1%
COMPARED TO 2023

SALES

Sales 1Q24
(R\$ MN)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$372MN
NET SALES (%MD) 1Q24

+14.0%
COMPARED TO 1Q23

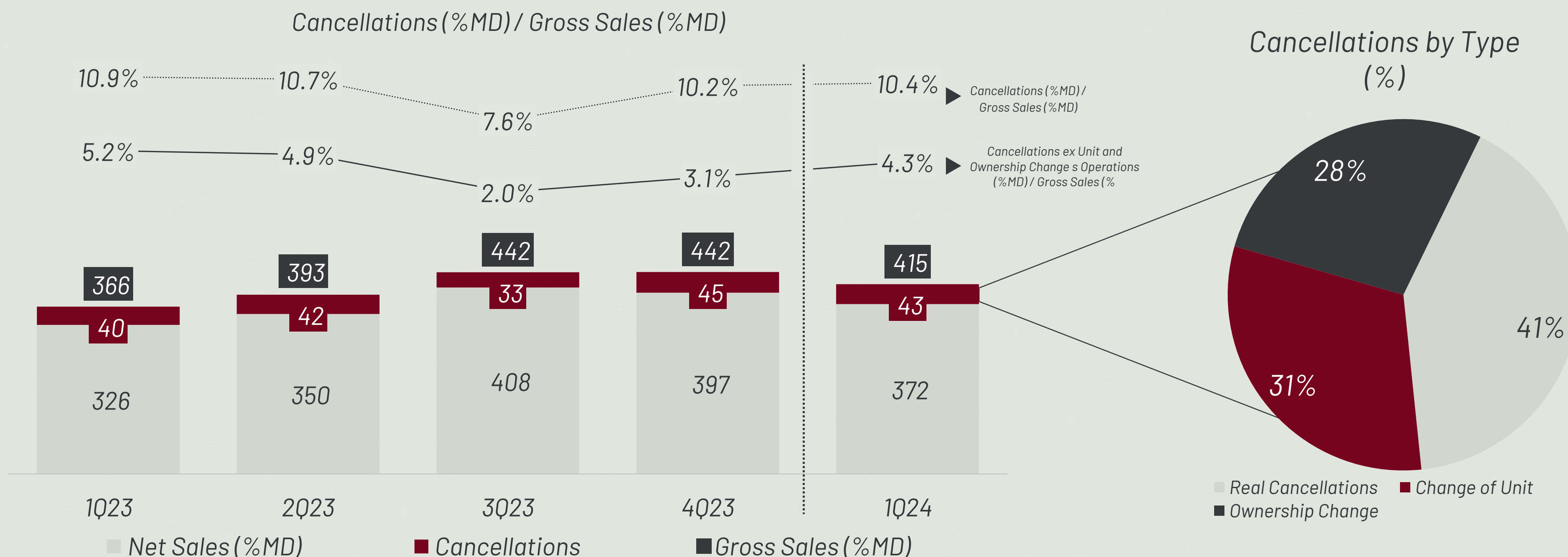
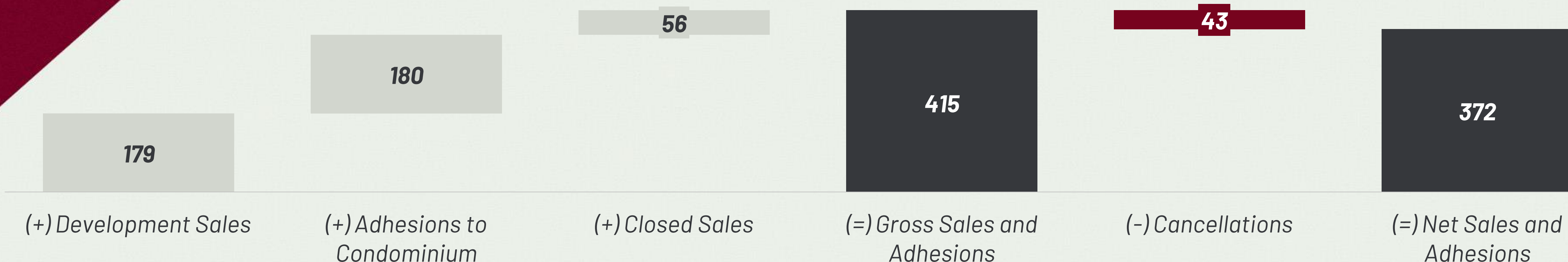
+3.1%
COMPARED TO 2023

SALES AND CANCELLATIONS 1Q23

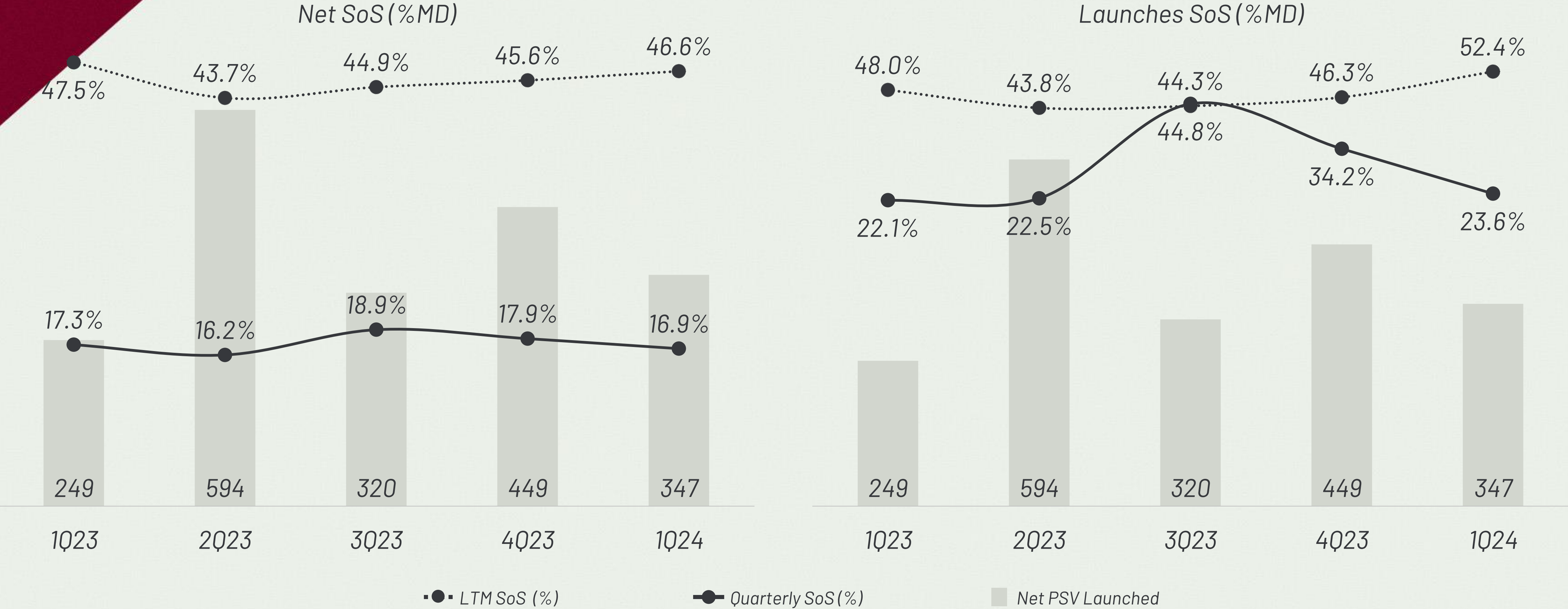
MDNE
B3 LISTED NM



Net Sales Breakdown (%MD)
(R\$ MN)



SPEED OF SALES (SoS) 1Q24



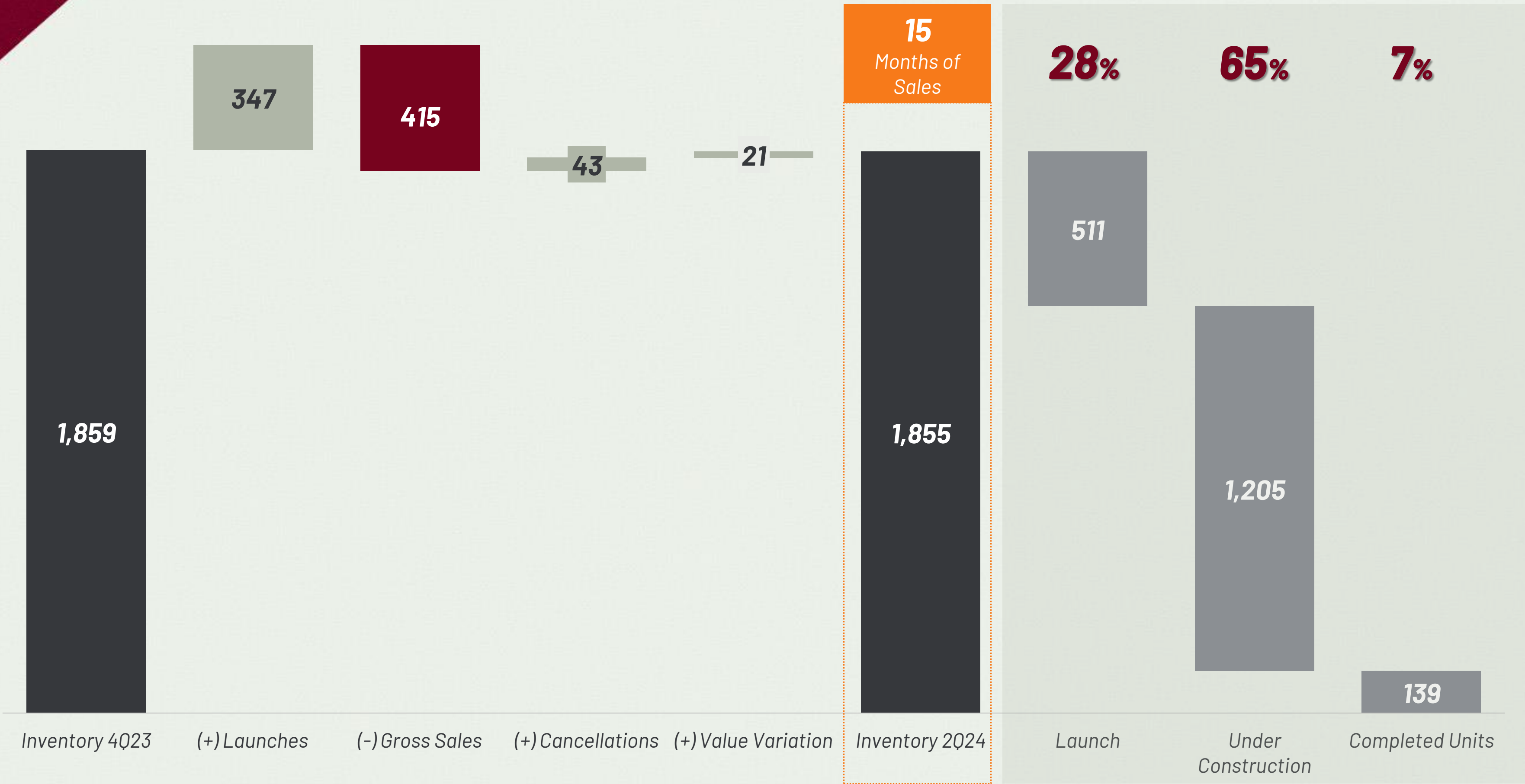
16.9%
NET SoS (%MD) 1Q24

46.6%
NET SoS (%MD) 1Q24 LTM

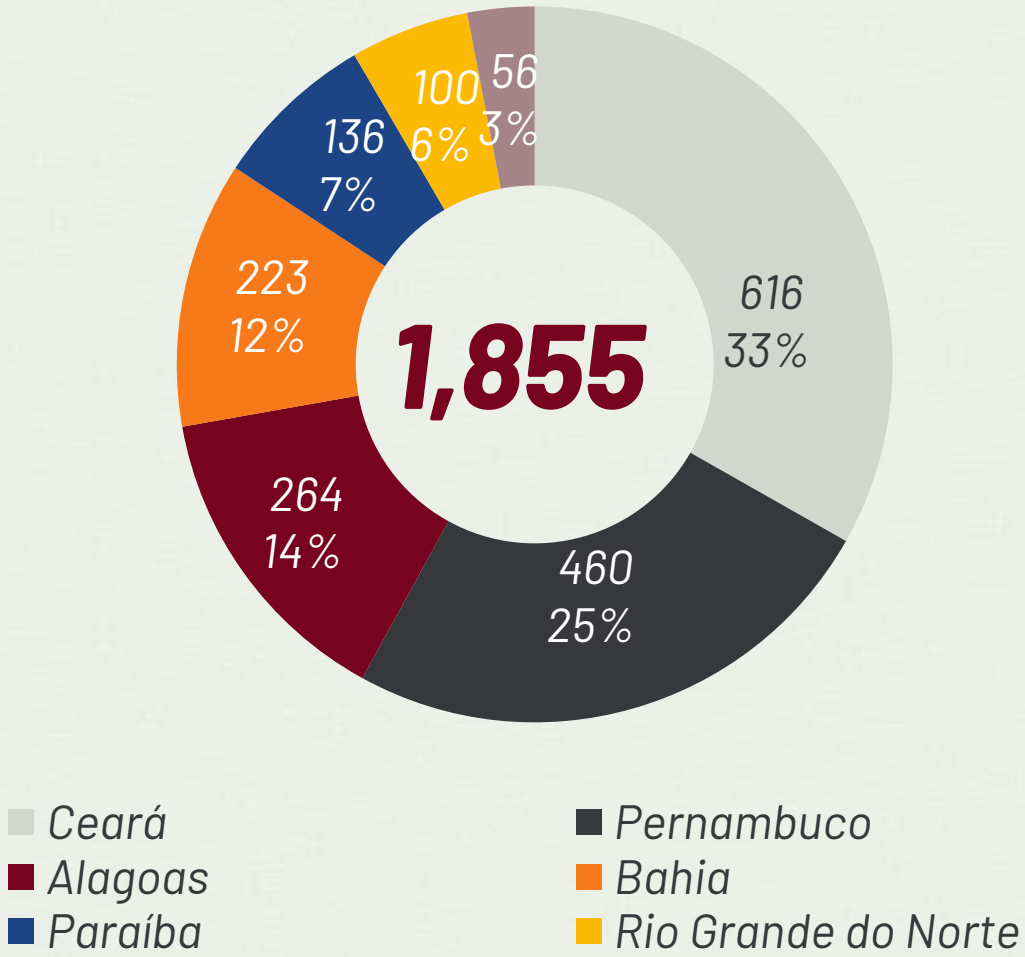
52.4%
LAUNCHES SoS (%MD) 1Q24 LTM

INVENTORY 1Q24

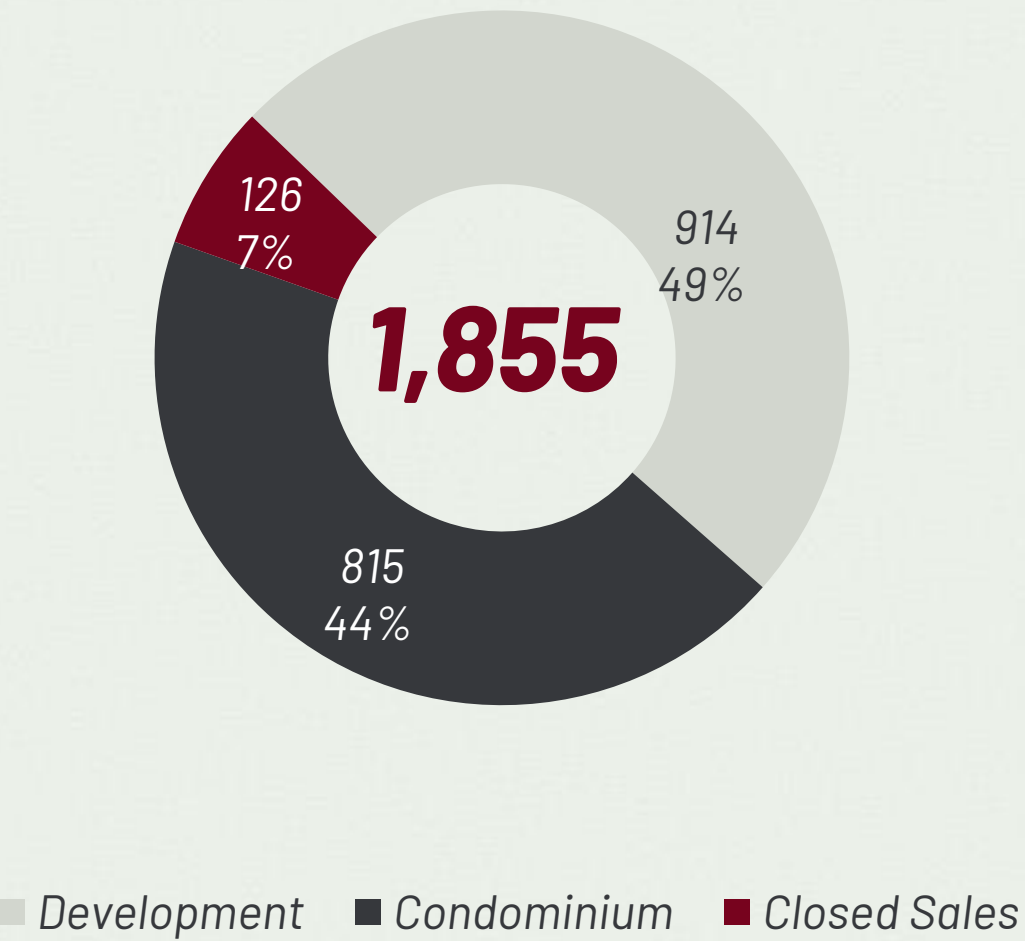
Inventory (%MD) Breakdown
(R\$ MN)



Region
(R\$ MN - %)



Operation Formats
(R\$ MN - %)

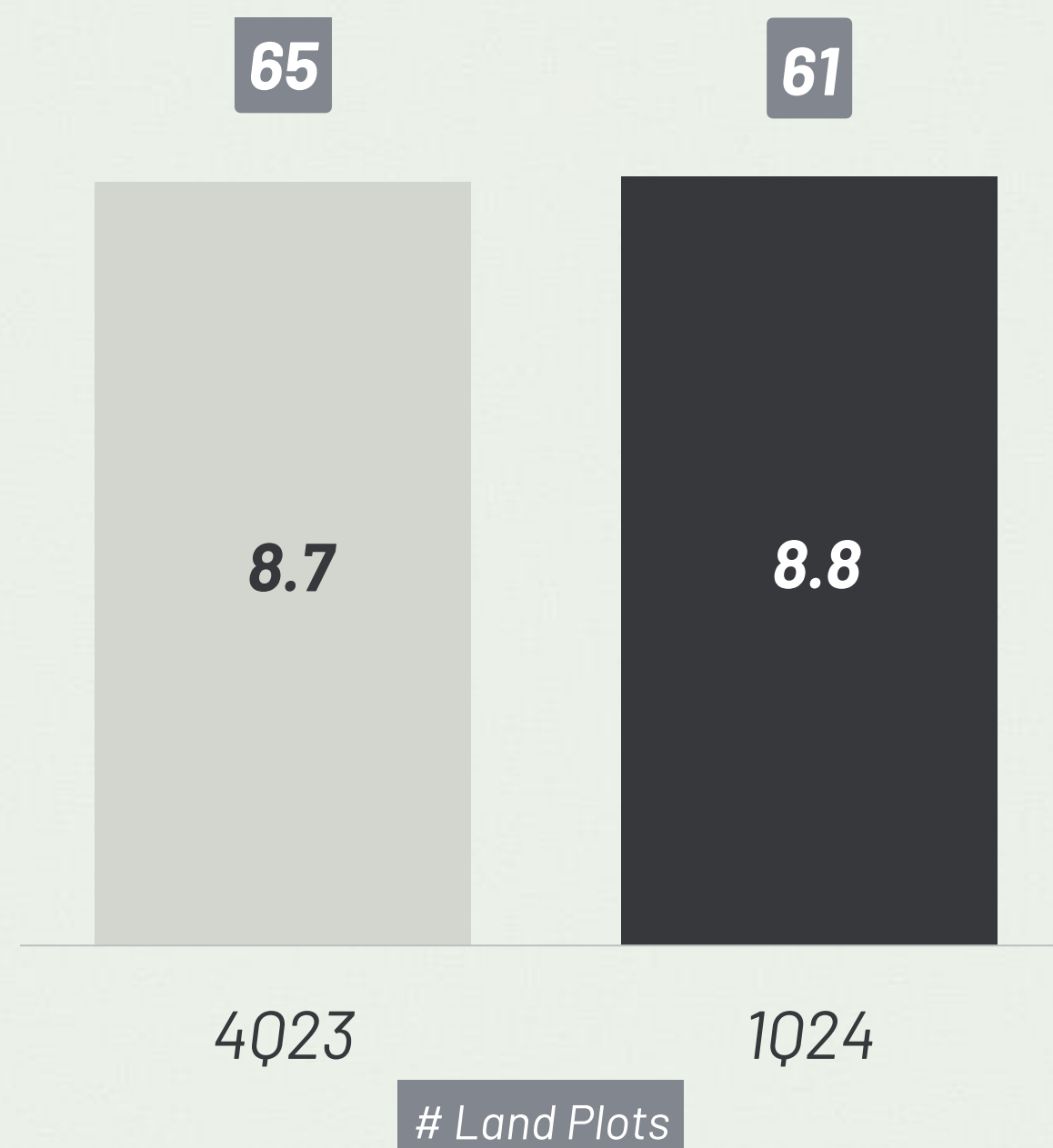


LANDBANK, CURRENT PROJECTS AND DELIVERIES

MDNE
B3 LISTED NM



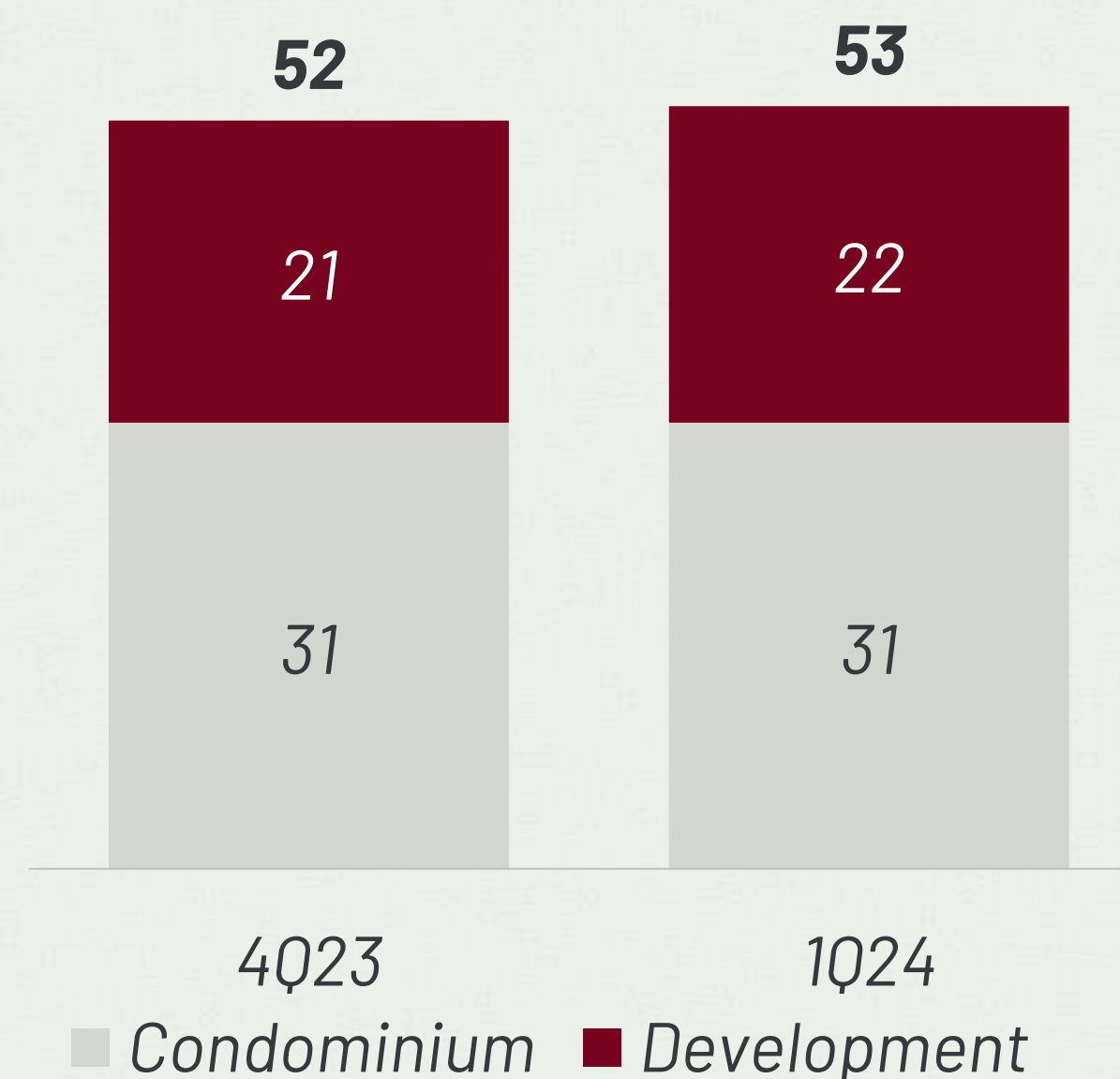
Landbank
(R\$ '000)



R\$8.8bn

GROSS PSV
58% ACQUIRED WITH AREA SWAP
AND 42% IN CASH

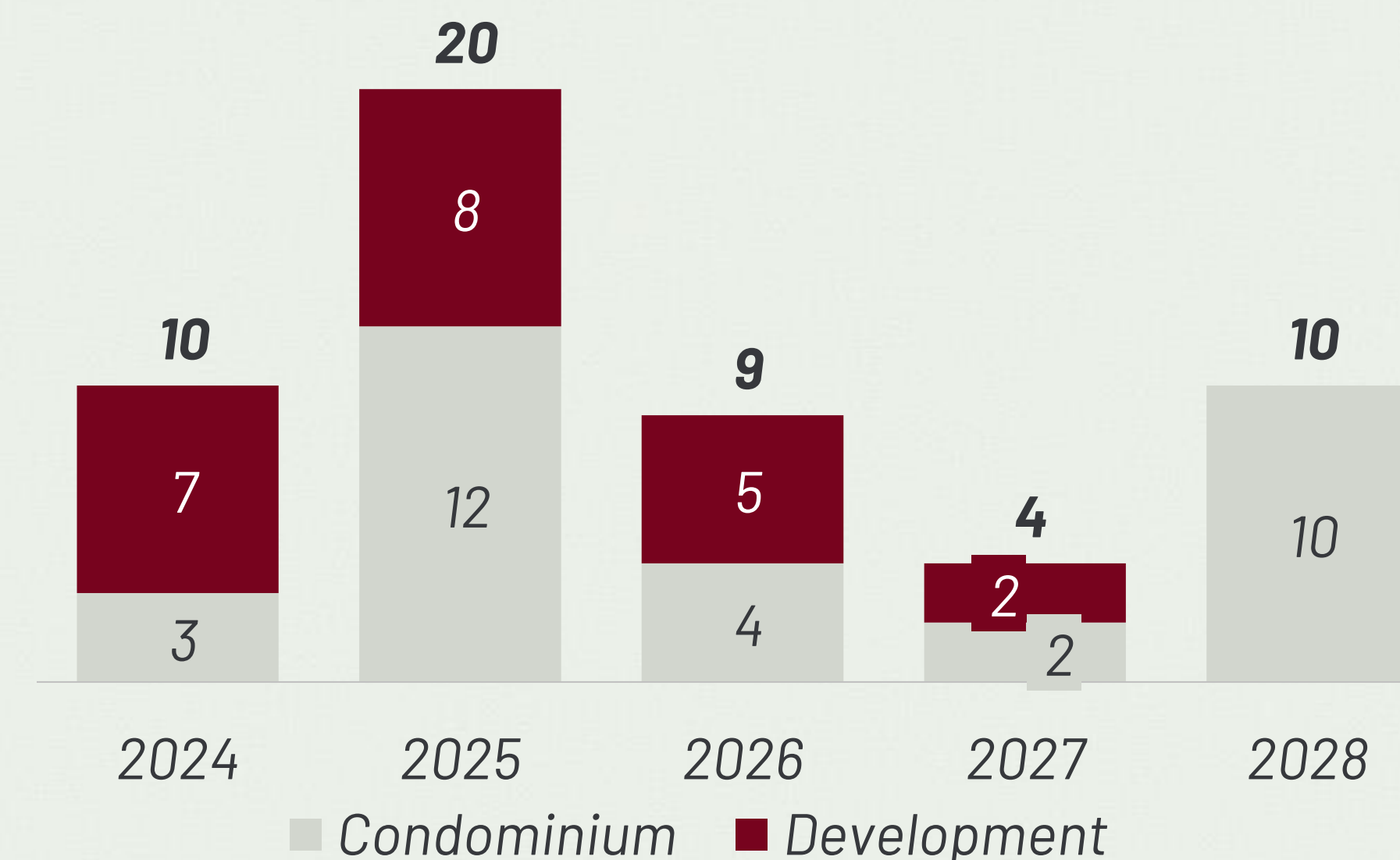
Current Projects
(# of projects)



53

PROJECTS AND
45 WORKSITES IN PROGRESS

Deliveries Schedule by Type
(# of projects)



2

PROJECTS
DELIVERED IN 1Q24

40
years

FINANCIAL HIGHLIGHTS

MDNE
B3 LISTED NM

MD
moura dubeux

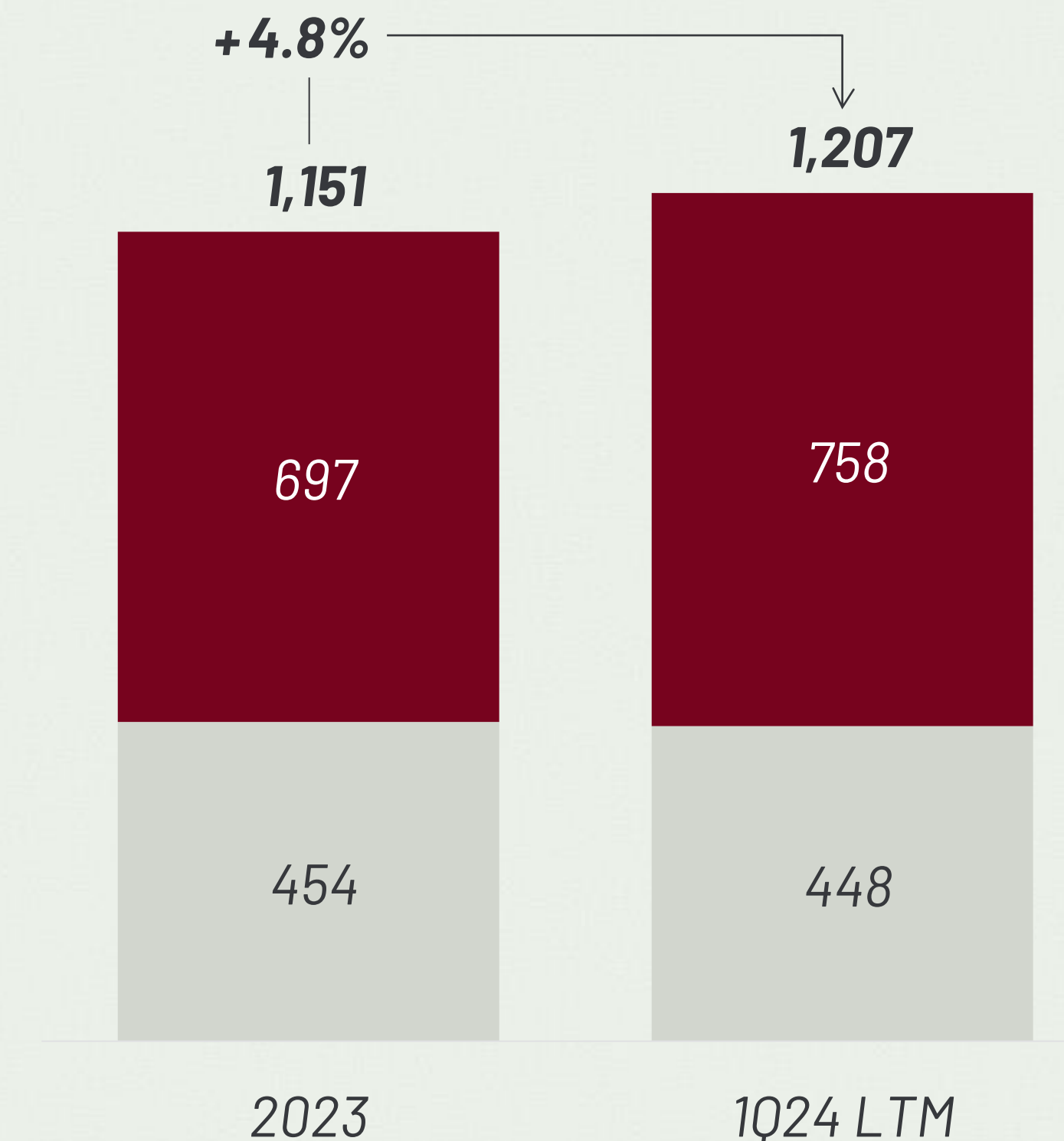
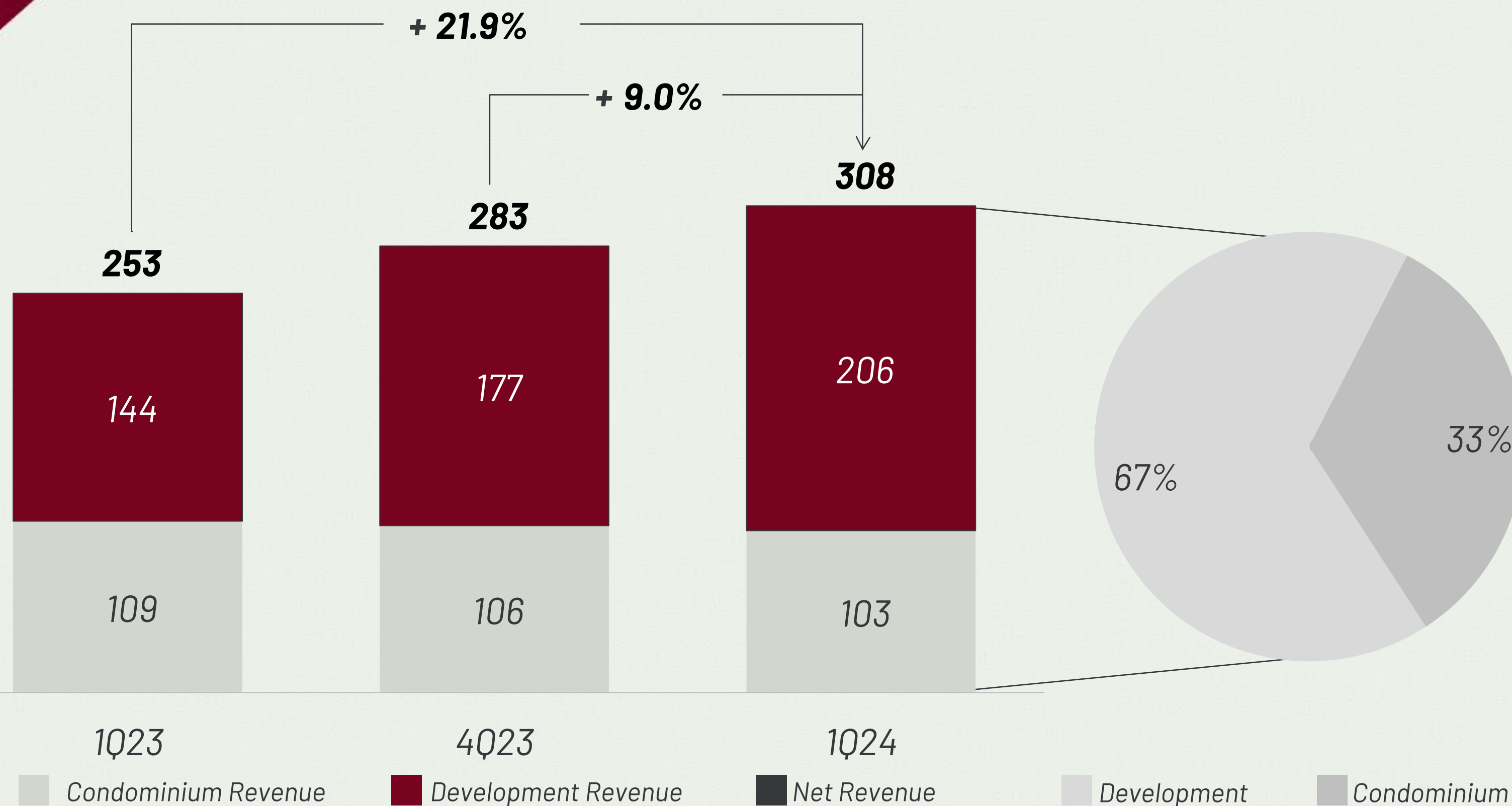


NET REVENUE

MDNE
B3 LISTED NM



Net Revenue
(R\$ MN)



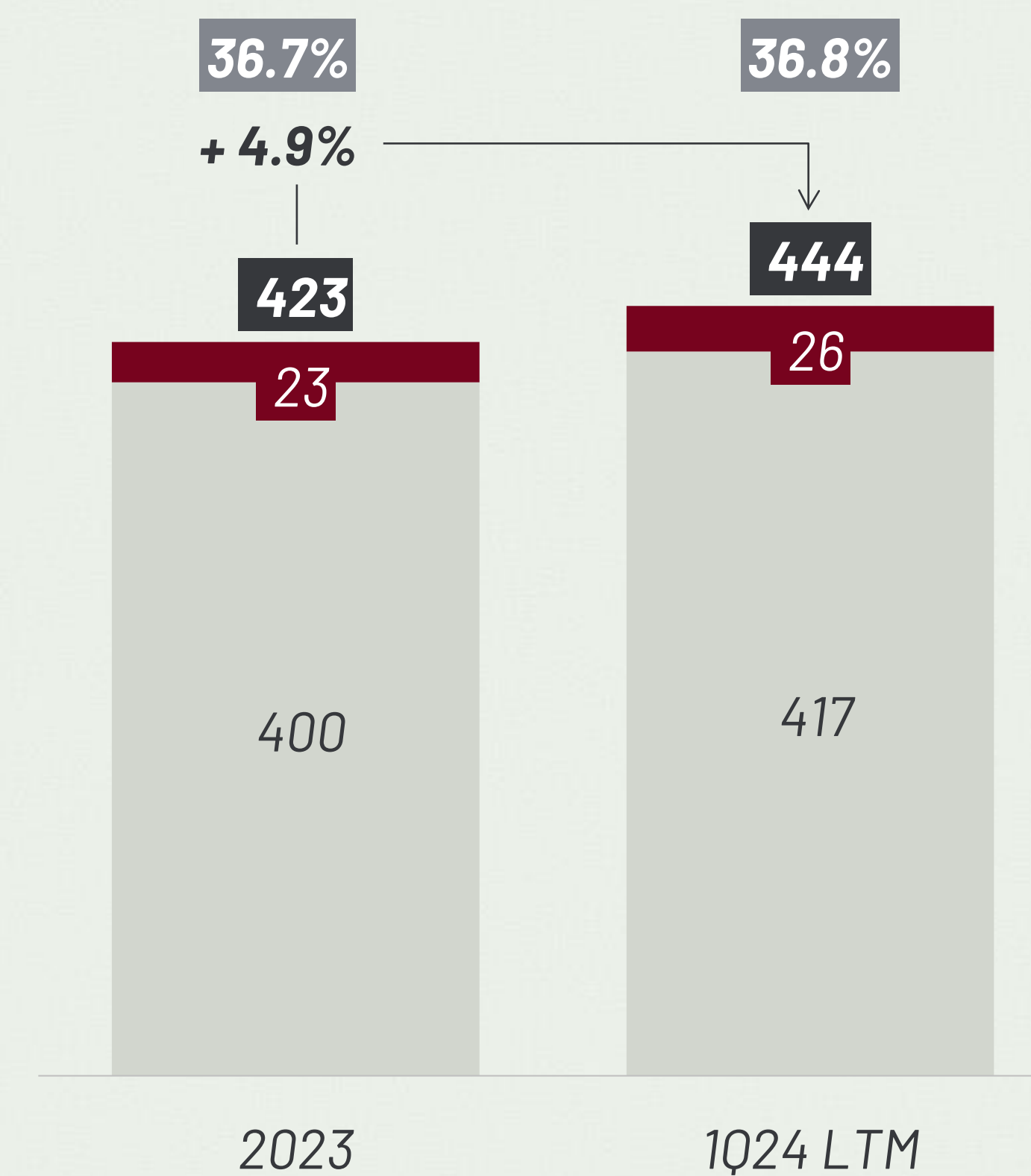
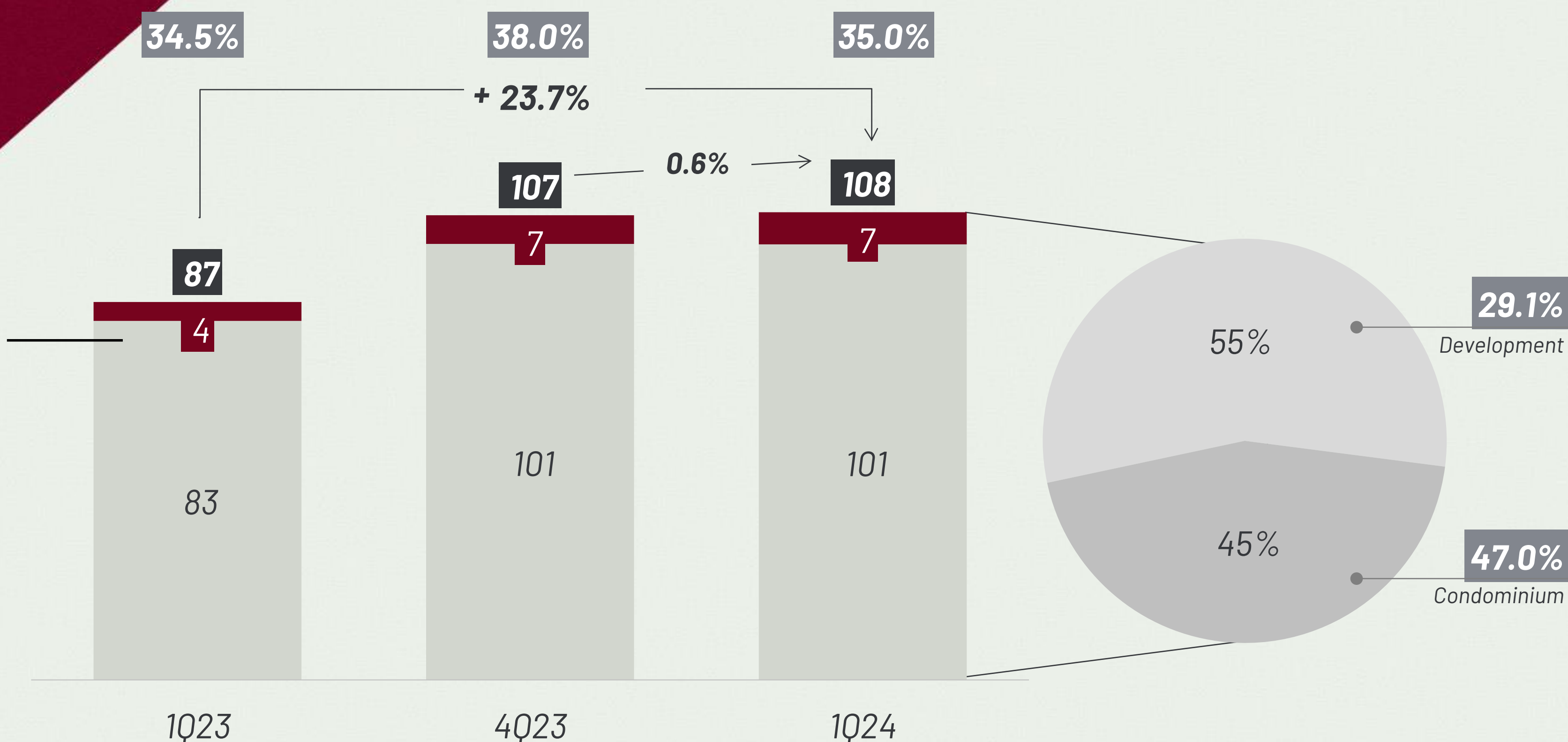
R\$308MN
NET REVENUE 1Q24

+21.9%
COMPARED TO 1Q23

+4.8%
COMPARED TO 2023

GROSS PROFIT

Gross Profit
(R\$ MN)



R\$108MN
ADJUSTED*
GROSS PROFIT 1Q24

+23.7%
COMPARED TO 1Q23

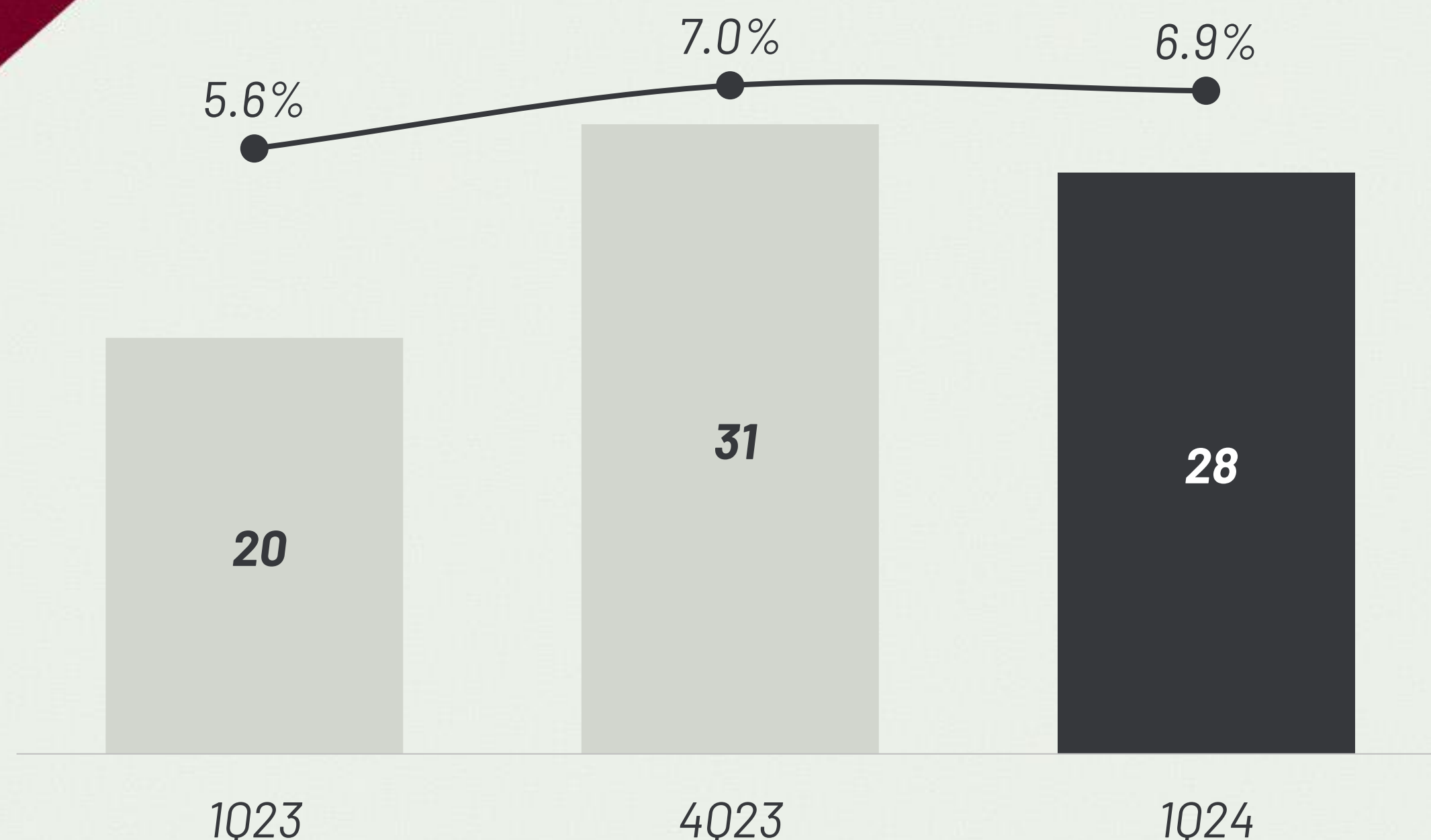
4.9%
COMPARED TO 2023

SG&A

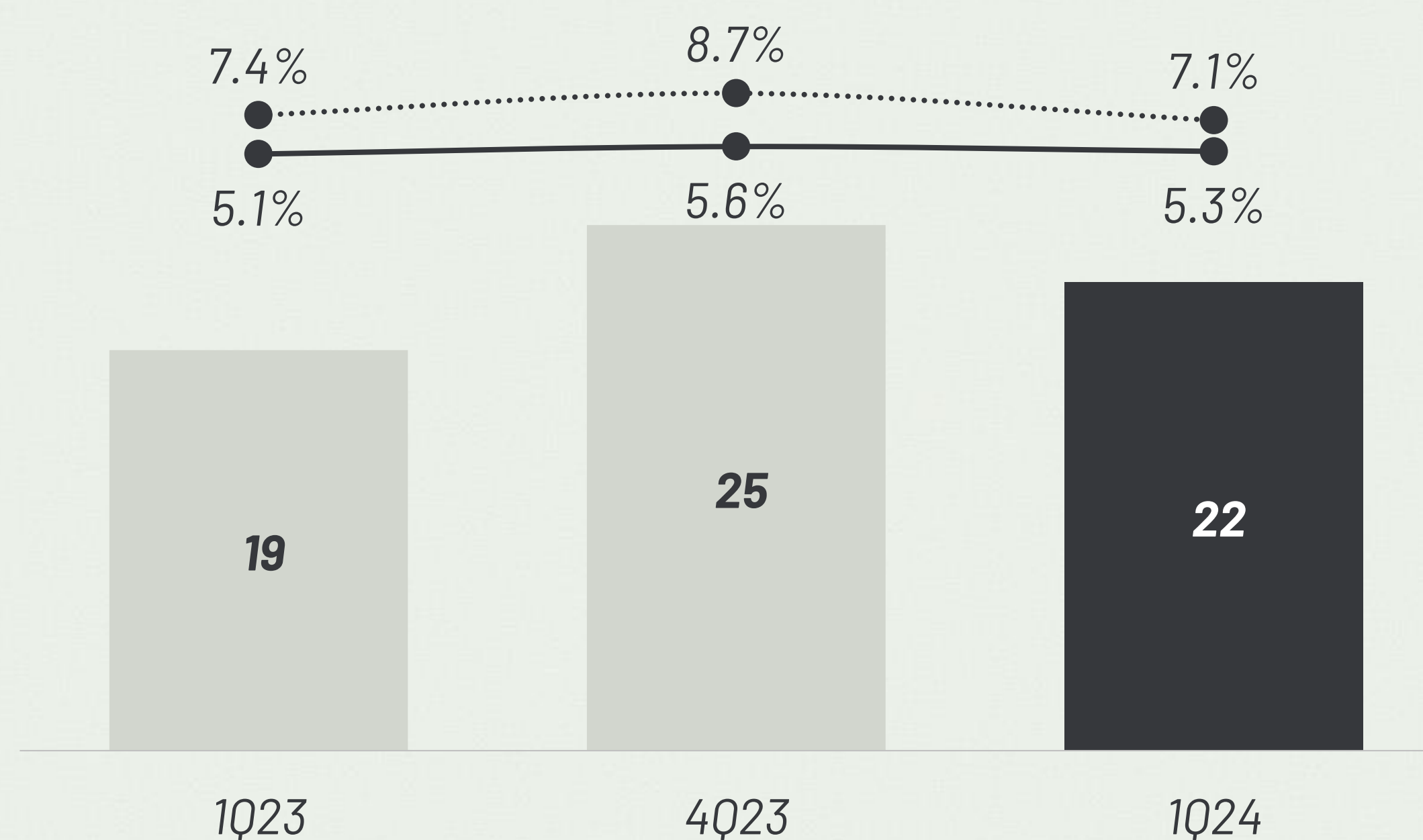
MDNE
B3 LISTED NM



Selling Expenses
(R\$ MN - %)



Administrative Expenses
(R\$ MN - %)



■ Selling Expenses

● % Gross Sales (%MD)

■ Administrative Expenses

● % Gross Sales (%MD)

...● % Net Revenue

6.9%

SELLING EXPENSES OVER
GROSS SALES 1Q24

7.1%

ADMINISTRATIVE EXPENSES OVER
NET REVENUE 1Q24

5.3%

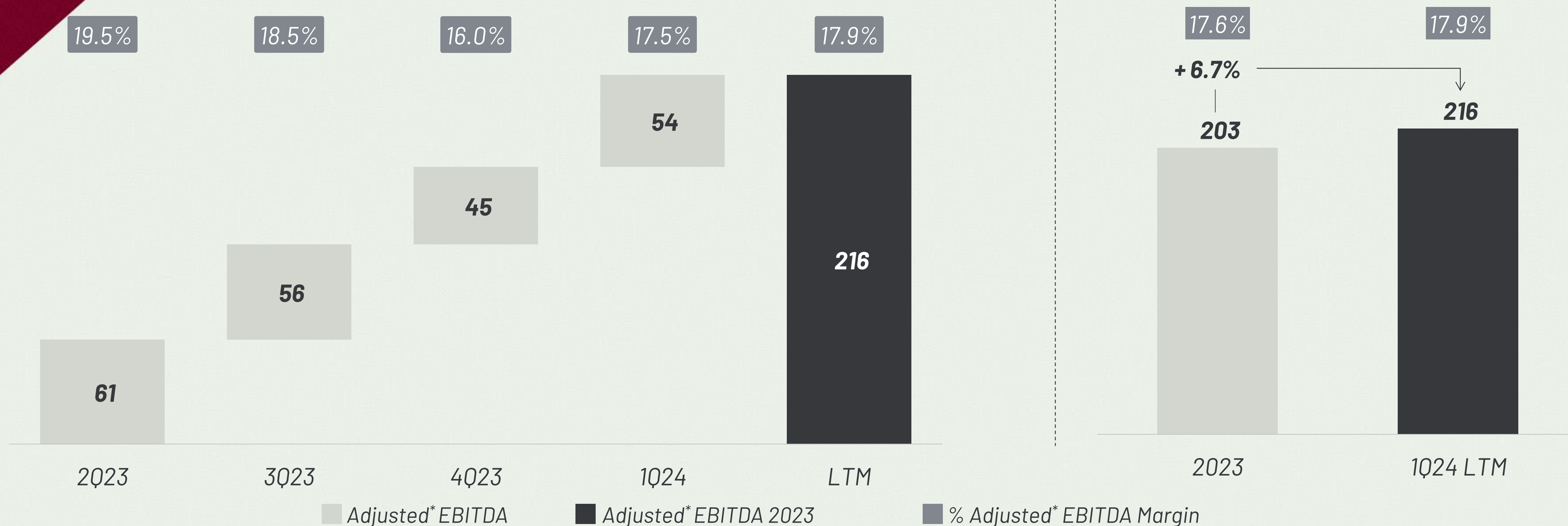
ADMINISTRATIVE EXPENSES OVER
GROSS SALES 1Q24

ADJUSTED EBITDA

(R\$ MN - %)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$216MN

ADJUSTED* EBITDA
1Q24 LTM

17.9%

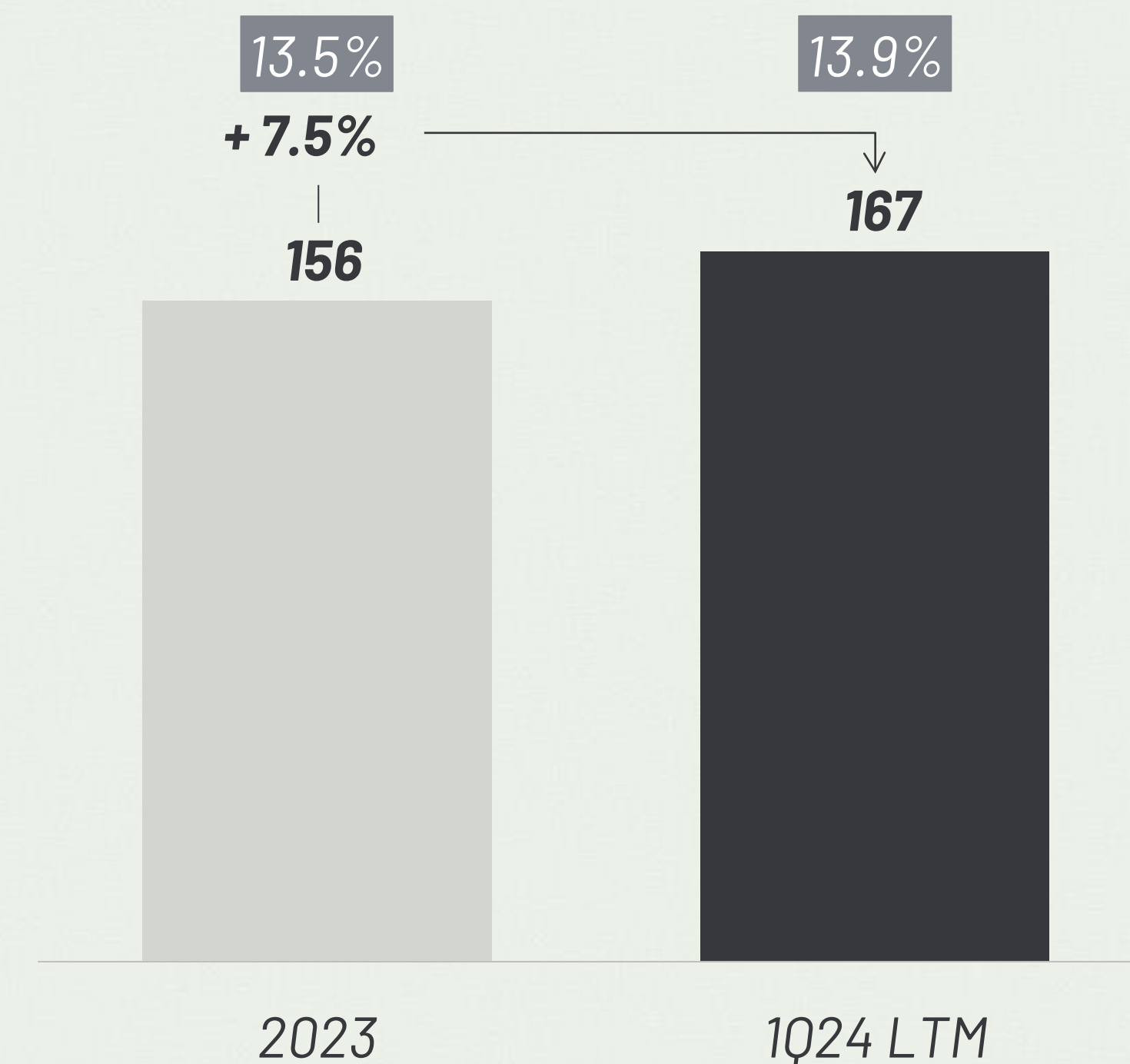
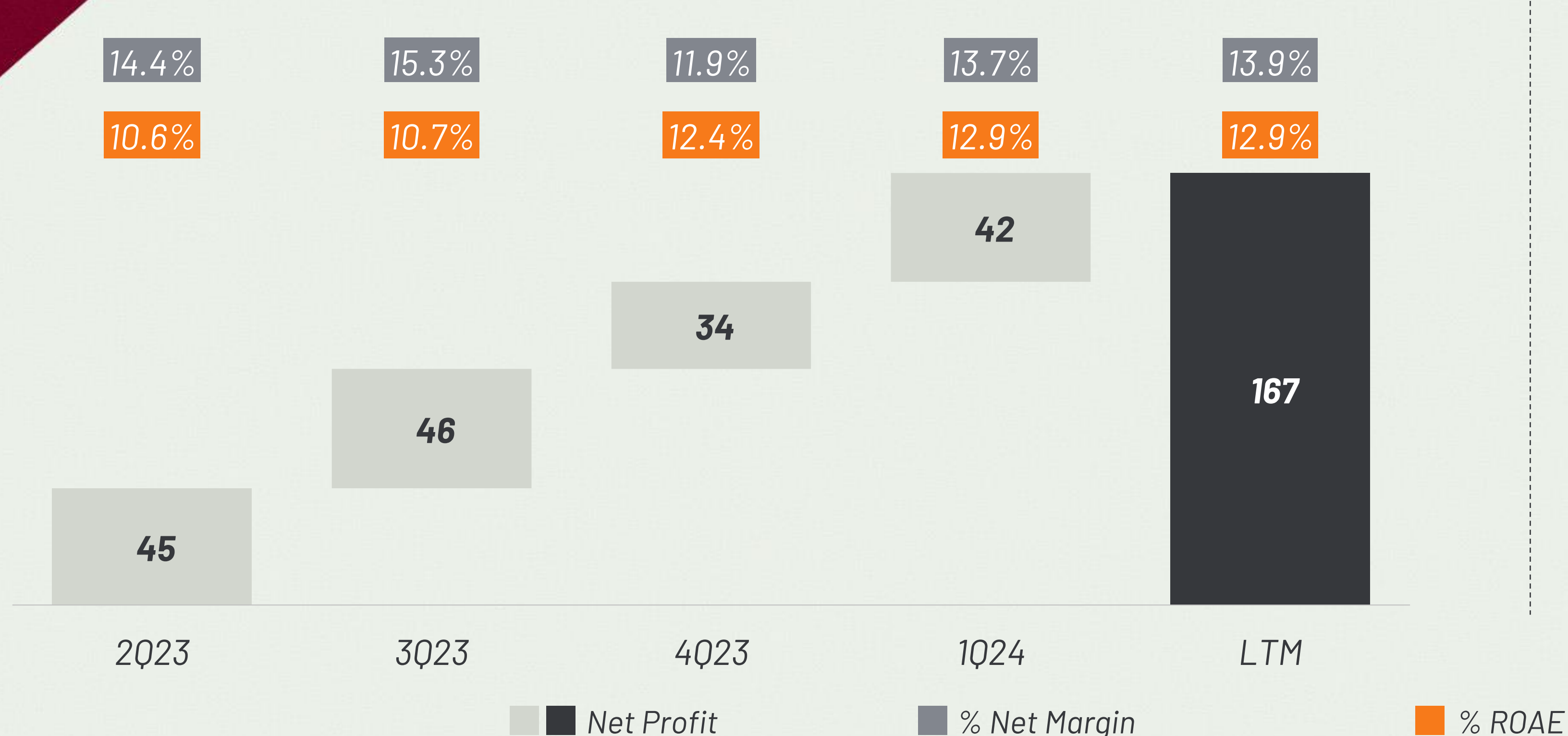
ADJUSTED* EBITDA MARGIN
1Q24 LTM

+6.7%

COMPARED TO
2023

NET PROFIT

(R\$ MN - %)



R\$ 167 MN

NET PROFIT 1Q24 LTM
WITH MARGIN OF 13.9%

+7.5%

COMPARED TO
2023

12.9%

ROAE 1Q24 LTM

RESULTS TO BE RECOGNIZED

(R\$ MN)

MDNE
B3 LISTED NM

MD
moura dubeux

Development

33.9%

285

-2.5%

34.9%

278

4Q23

1Q24

+1.0_{pp}

DEVELOPMENT MARGIN TO BE
RECOGNIZED COMPARED TO 4Q23

Condominium

Closed Sales

27.1%

+17.8%

25

27.5%

29

4Q23

1Q24

+17.8%

CLOSED SALES TO BE
RECOGNIZED COMPARED TO 4Q23

Management Fee

243

-2.0%

239

4Q23

1Q24

-2.0%

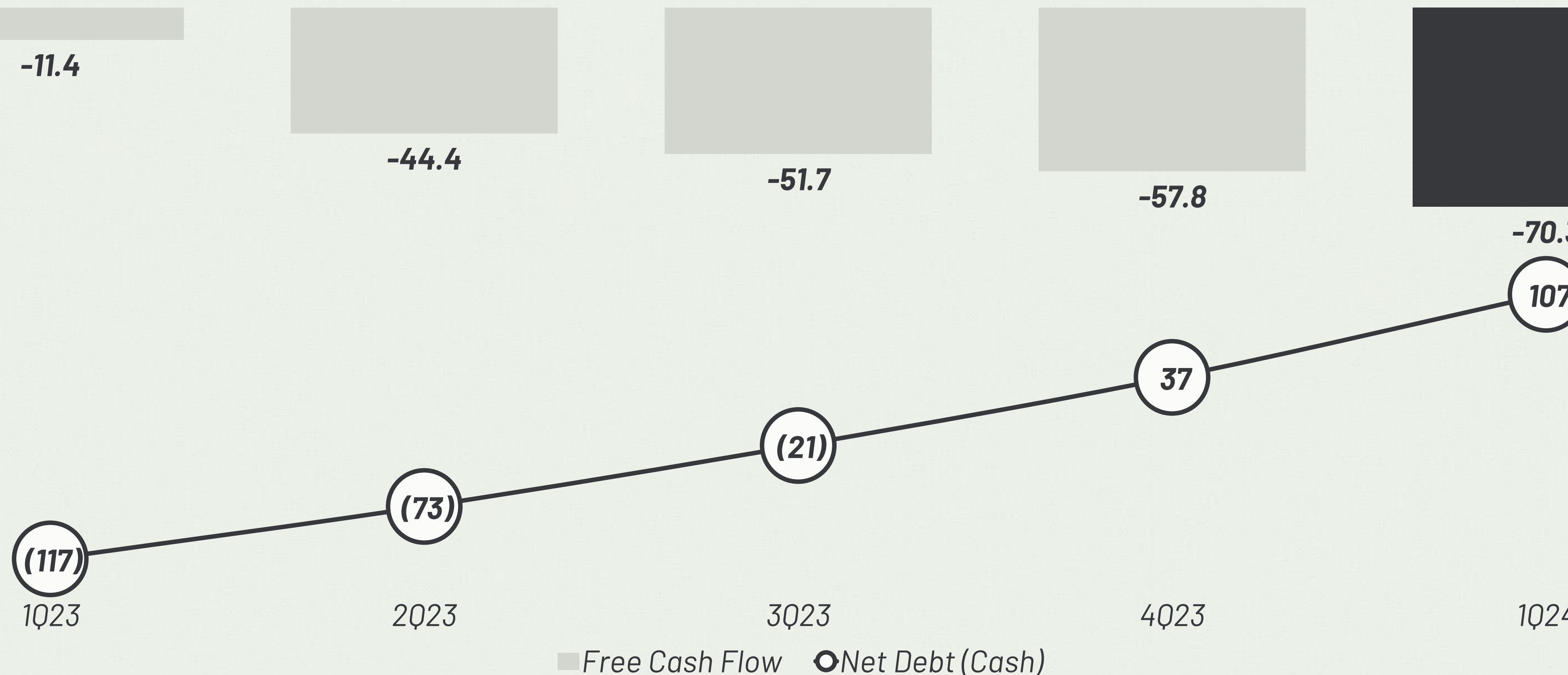
MANAGEMENT FEE TO BE
RECOGNIZED COMPARED TO 4Q23

FREE CASH FLOW AND NET DEBT

(R\$ MN)

MDNE
B3 LISTED NM

MD
moura dubeux



R\$ 70.3 MN

NEGATIVE FREE CASH FLOW 1Q24

R\$ 107 MN

NET CASH 1Q24

7.7%

NET DEBT
TO EQUITY

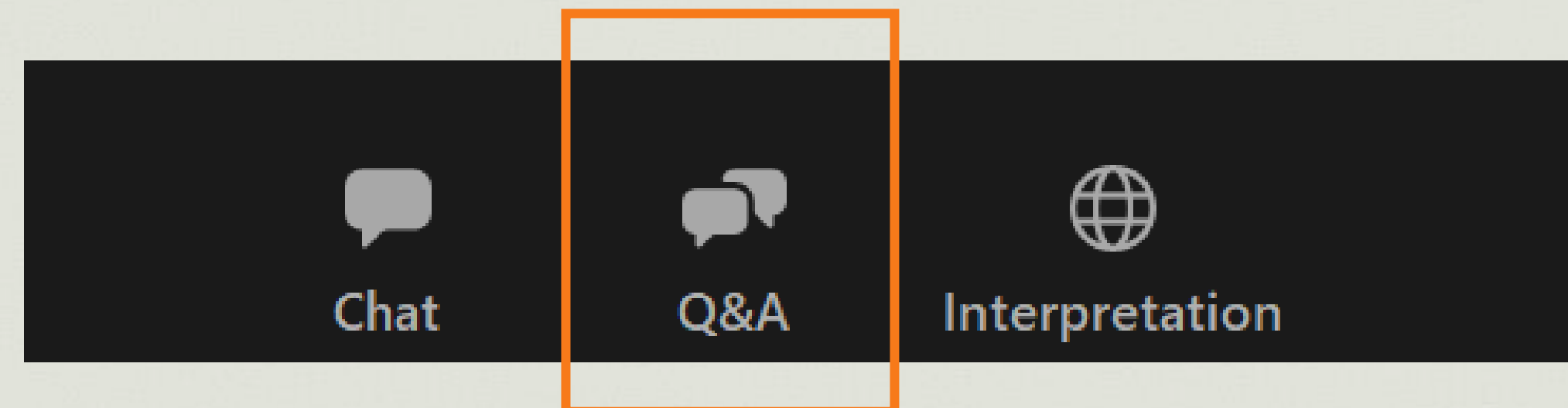
ZOOM TRANSMISSION

MDNE
B3 LISTED NM

MD
moura dubeux



FOR QUESTIONS, USE THE Q&A TOOL





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