

DIVULGAÇÃO DOS

RESULTADOS

4T24



APRESENTADORES



Diego Villar
CEO



Diego Wanderley
CFO



Diogo Barral
IRO

IMOBB3

SMLLB3

IGPTWB3

IBRAB3

ICONB3

IGCTB3

IGCB3

IGC-NMB3

ITAGB3



TRANSMISSÃO VIA ZOOM

PARA REALIZAR PERGUNTAS, CLICAR NO ÍCONE Q&A



Chat



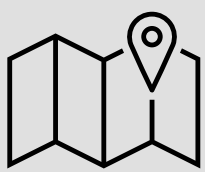
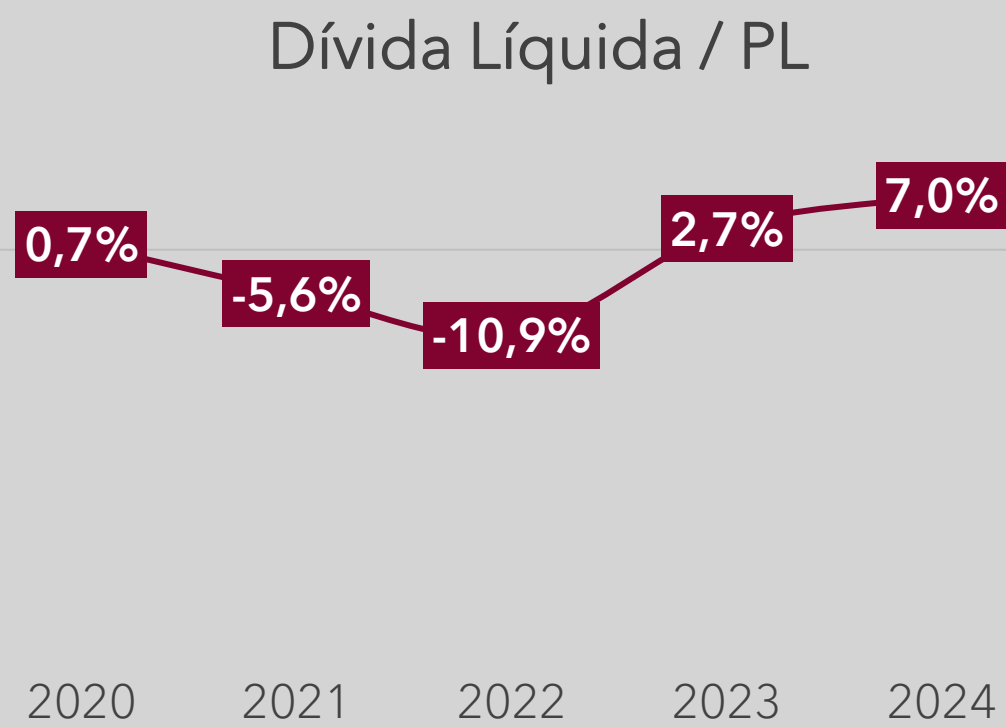
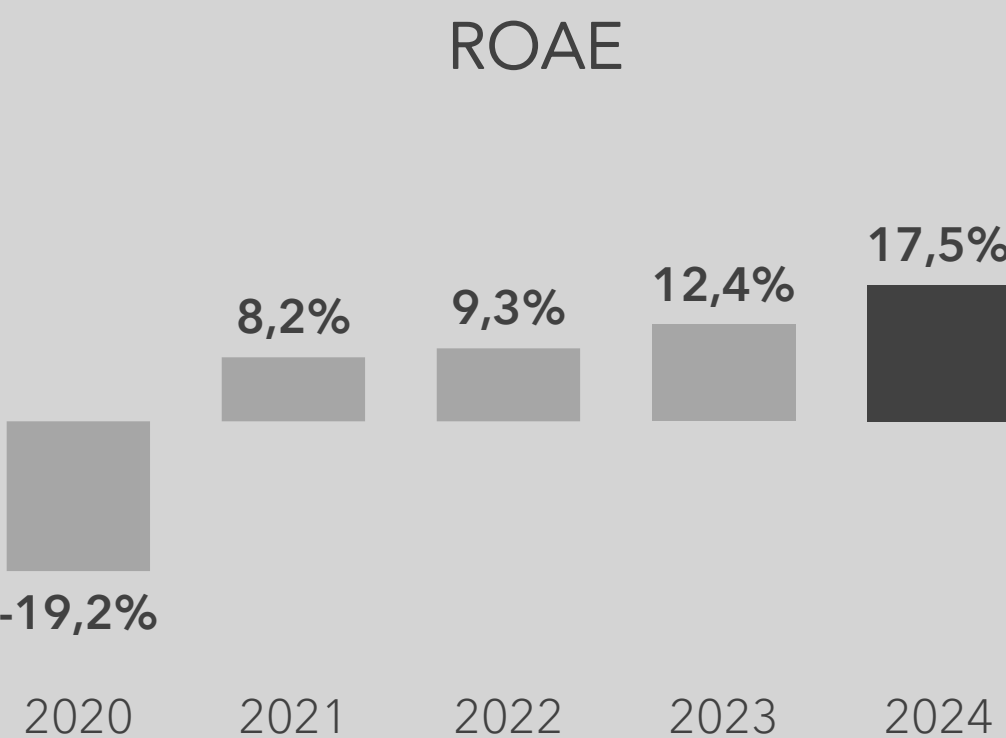
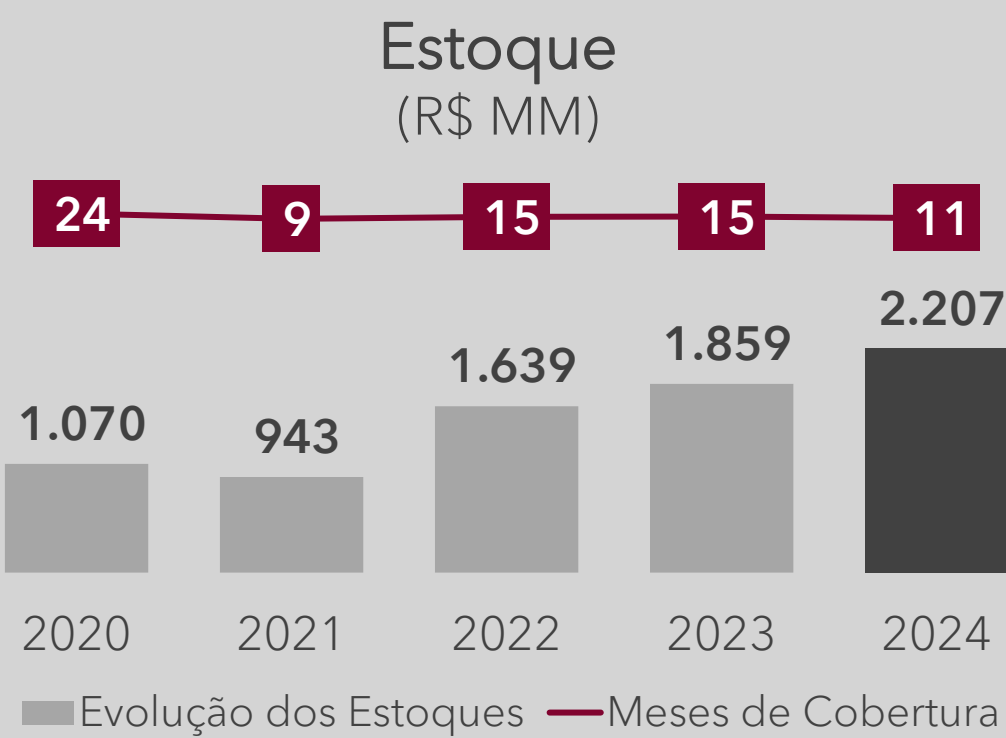
Q&A



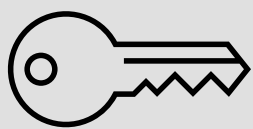
Interpretation



MOURA DUBEUX EM 5 ANOS



LANDBANK ROBUSTO E
DE ALTA QUALIDADE



R\$ 2,7 BI EM VGV
ENTREGUES PÓS IPO



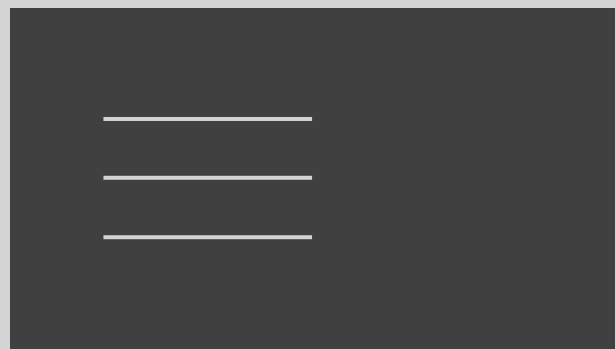
BAIXA
ALAVANCAGEM



ROAE EM
EXPANSÃO



DIVIDENDOS
RECORRENTES



E A EXPECTATIVA PARA OS PRÓXIMOS 5 ANOS...

LUXO E ALTO
PADRÃO

MÉDIO
PADRÃO

MCMV

VG V POTENCIAL
ANUAL

MD + **mood**
moura dubeux

R\$ 2,5 BI

MD + **mood** + **Un1ca**
moura dubeux

R\$ 3,5 BI

● ————— DESDE IPO ————— ●

60

PROJETOS LANÇADOS

8

PROJETOS LANÇADOS

R\$ 6,8 BI

VG V LÍQUIDO
LANÇADO (%MD)

R\$ 1,0 BI

VG V LÍQUIDO
LANÇADO (%MD)



DESTAQUES OPERACIONAIS

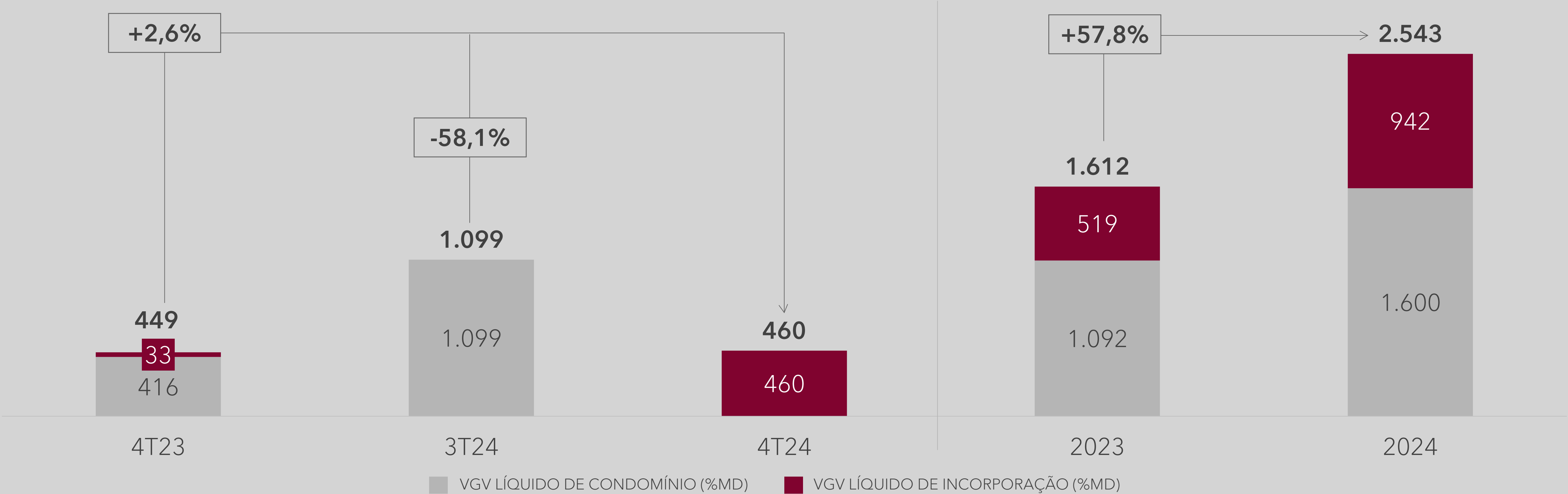
MDNE
B3 LISTED NM





LANÇAMENTOS

LANÇAMENTOS 2024
(R\$ MM)



R\$ **460**MM
VGV LÍQUIDO (%MD) 4T24

+2,6%
EM RELAÇÃO AO 4T23

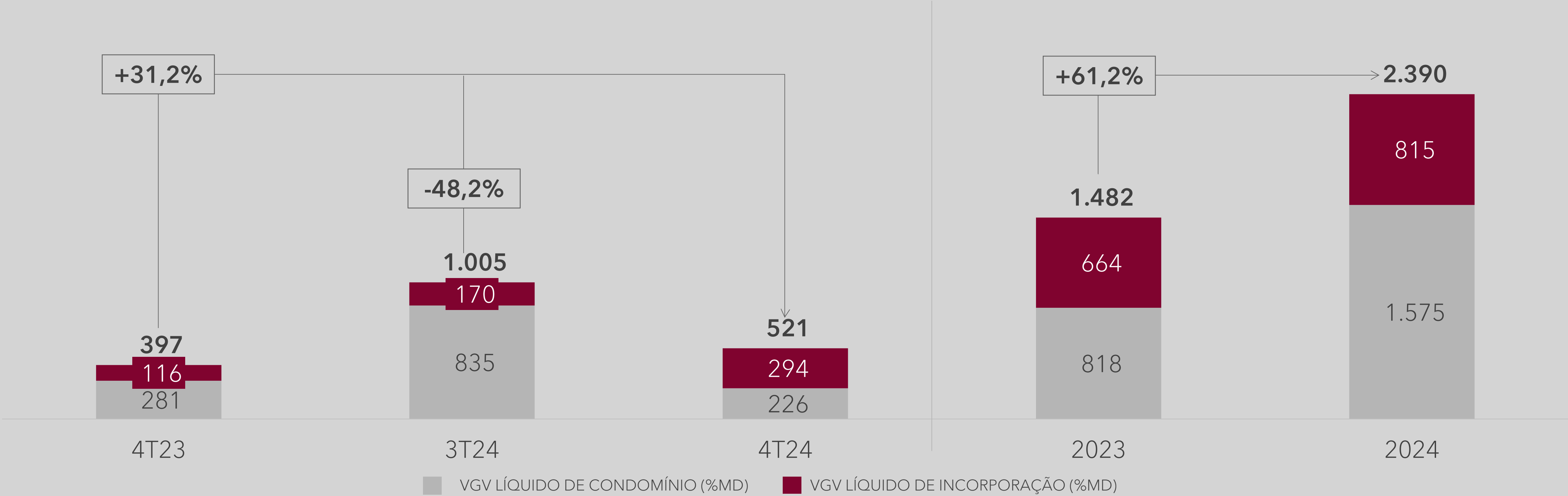
R\$ **2,5**BI
VGV LÍQUIDO (%MD) 2024

+57,8%
EM RELAÇÃO A 2023



VENDAS

VENDAS E ADESÕES 2024
(R\$ MM)



R\$ 521 MM

VENDAS E ADESÕES
LÍQUIDAS (%MD) 4T24

+31,2%

EM RELAÇÃO AO 4T23

R\$ 2,4 BI

VENDAS E ADESÕES
LÍQUIDAS (%MD) 2024

+61,2%

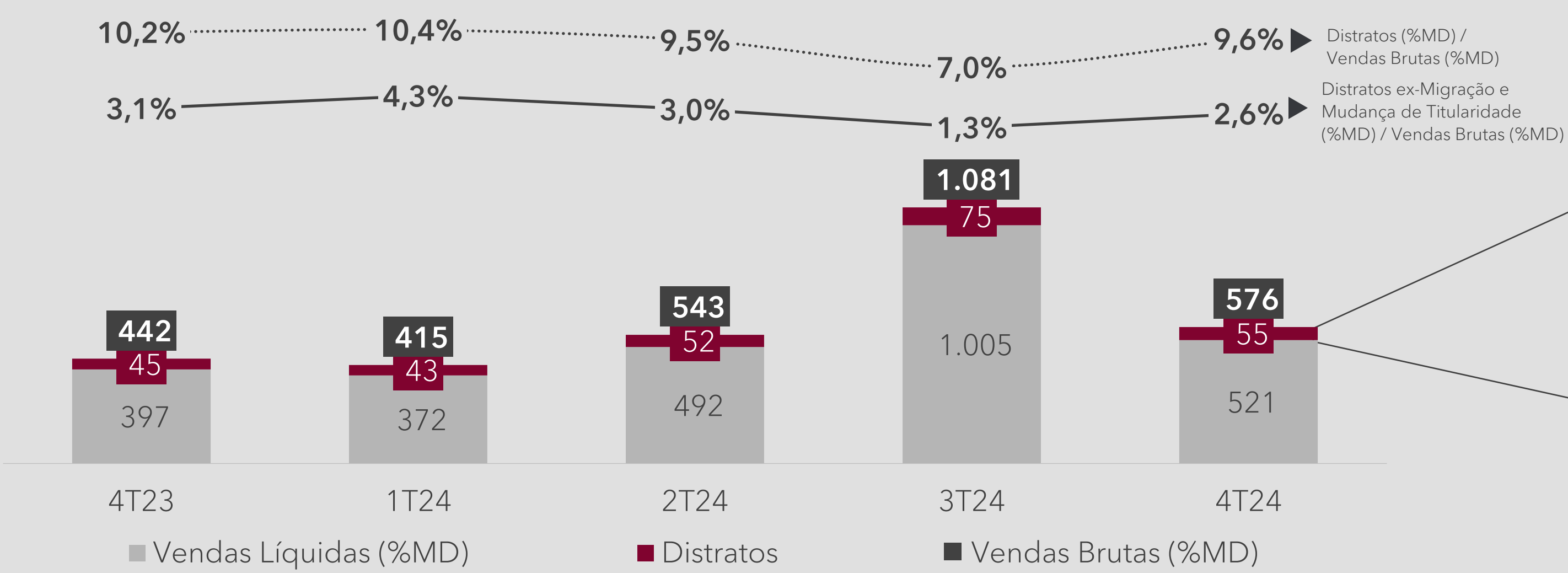
EM RELAÇÃO A 2023

VENDAS E DISTRATOS 4T24

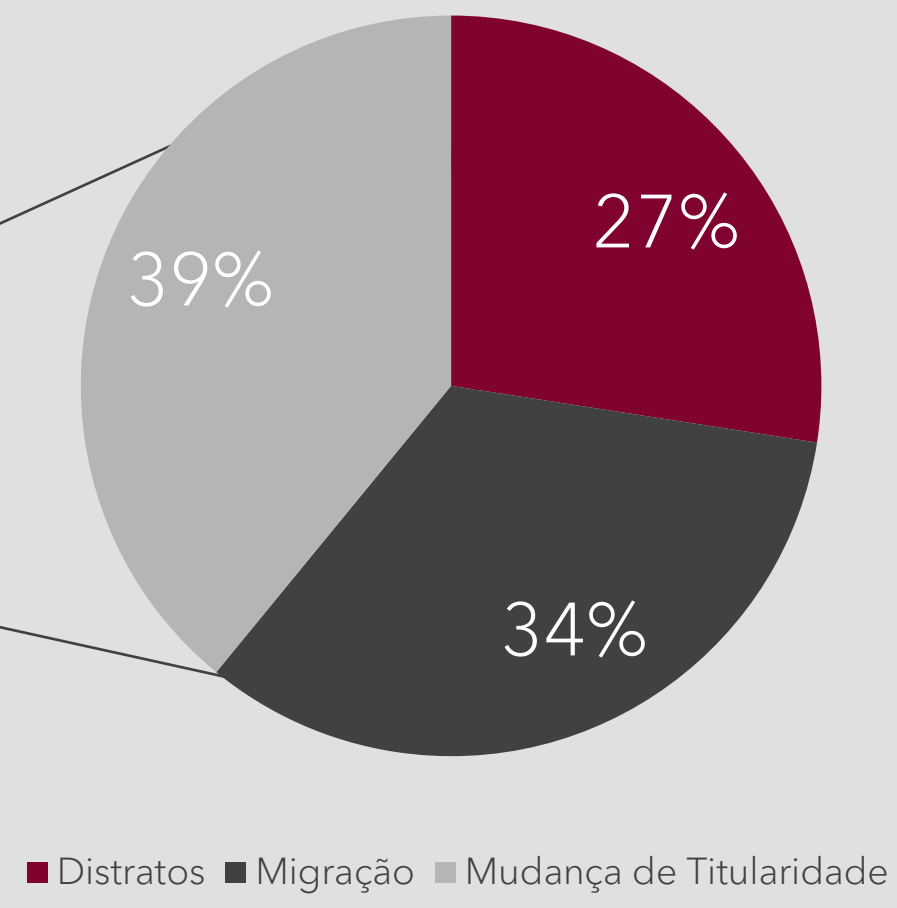
COMPOSIÇÃO DA VENDA LÍQUIDA (%MD)
(R\$ MM)



DISTRATOS (%MD) / VENDAS BRUTAS (%MD)



DISTRATOS POR TIPO (%)

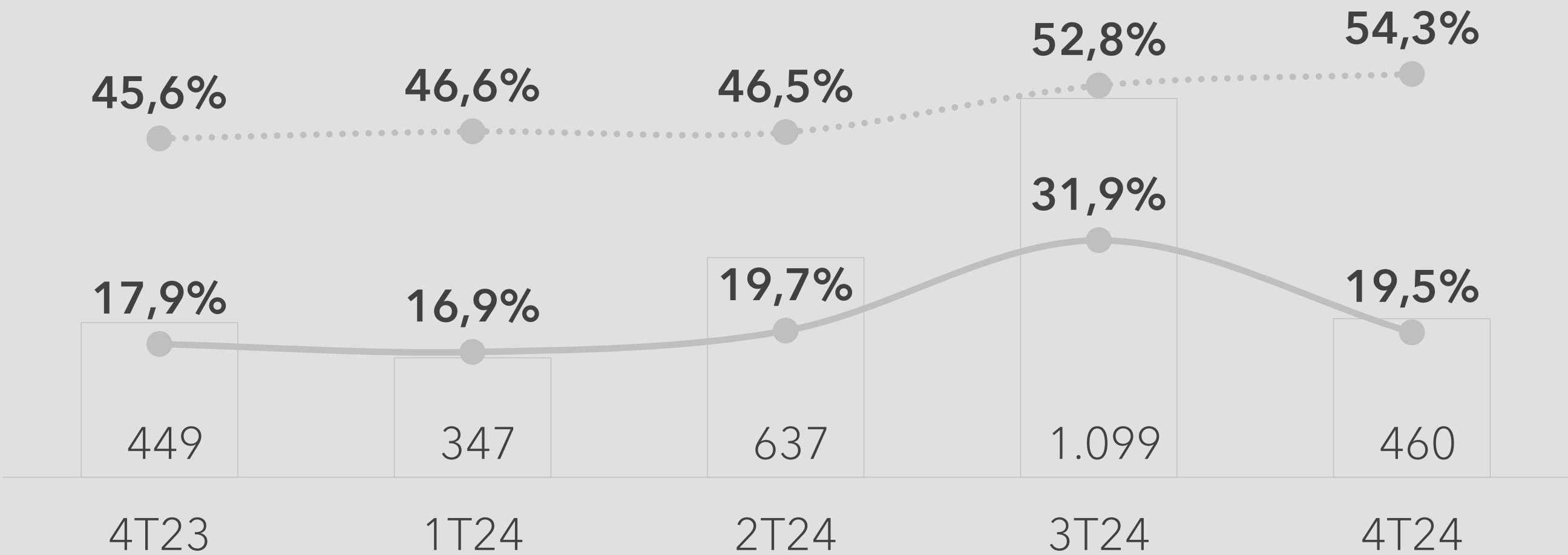




VSO 4T24

VGVLÍQUIDO DE LANÇAMENTO VSO DO TRIMESTRE VSO LÍQUIDO UDM

VSO LÍQUIDO (%MD)



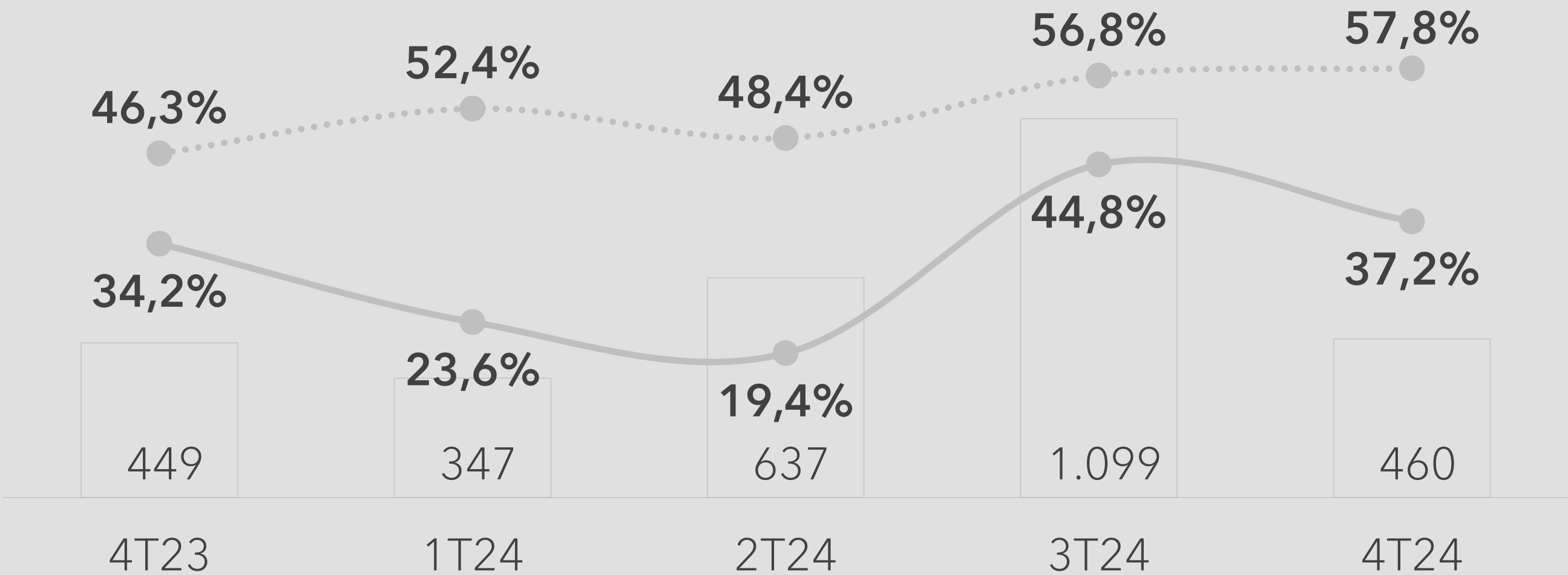
54%

VSO UDM

20%

VSO TRIMESTRAL

VSO DE LANÇAMENTOS (%MD)



58%

VSO LANÇAMENTO UDM

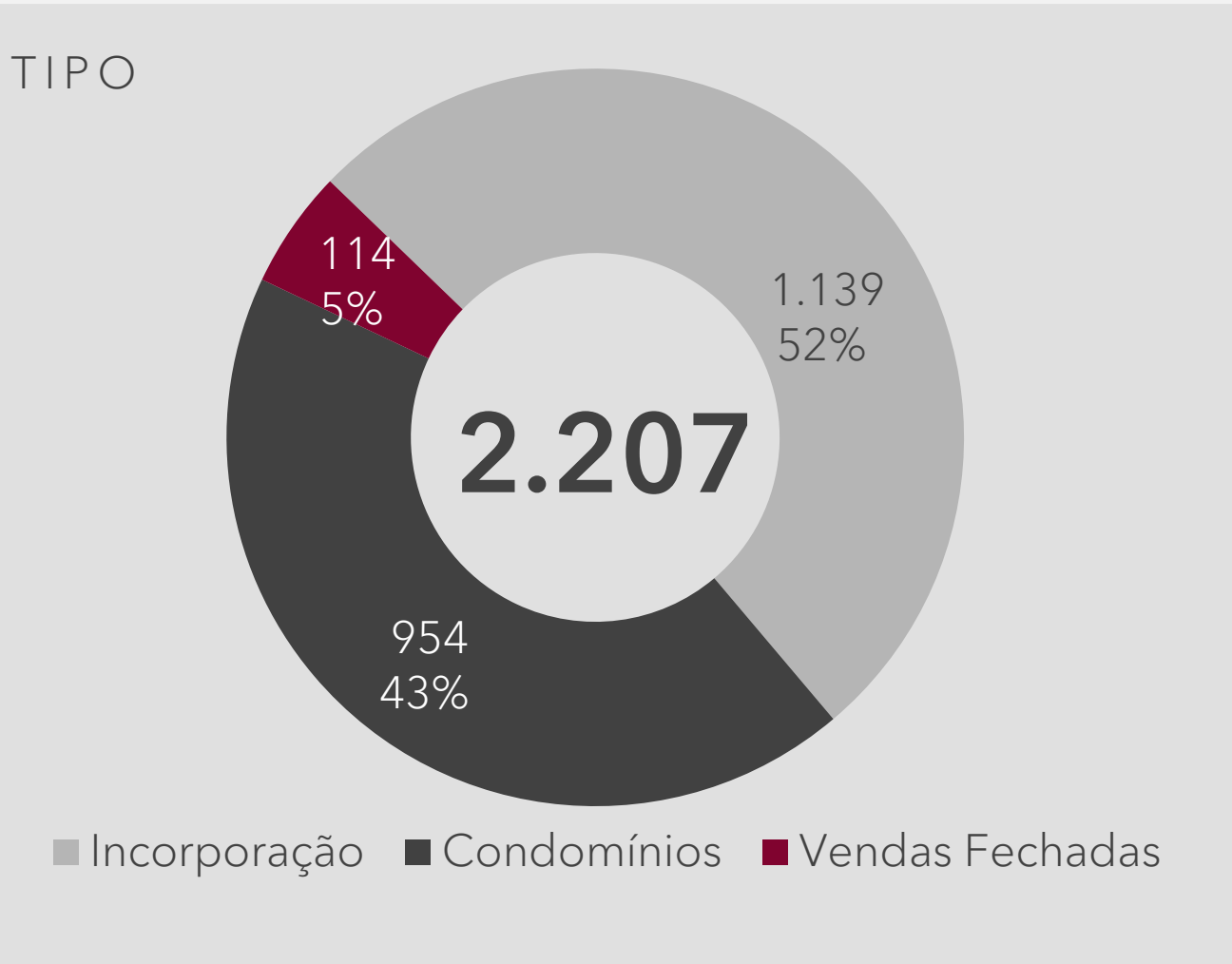
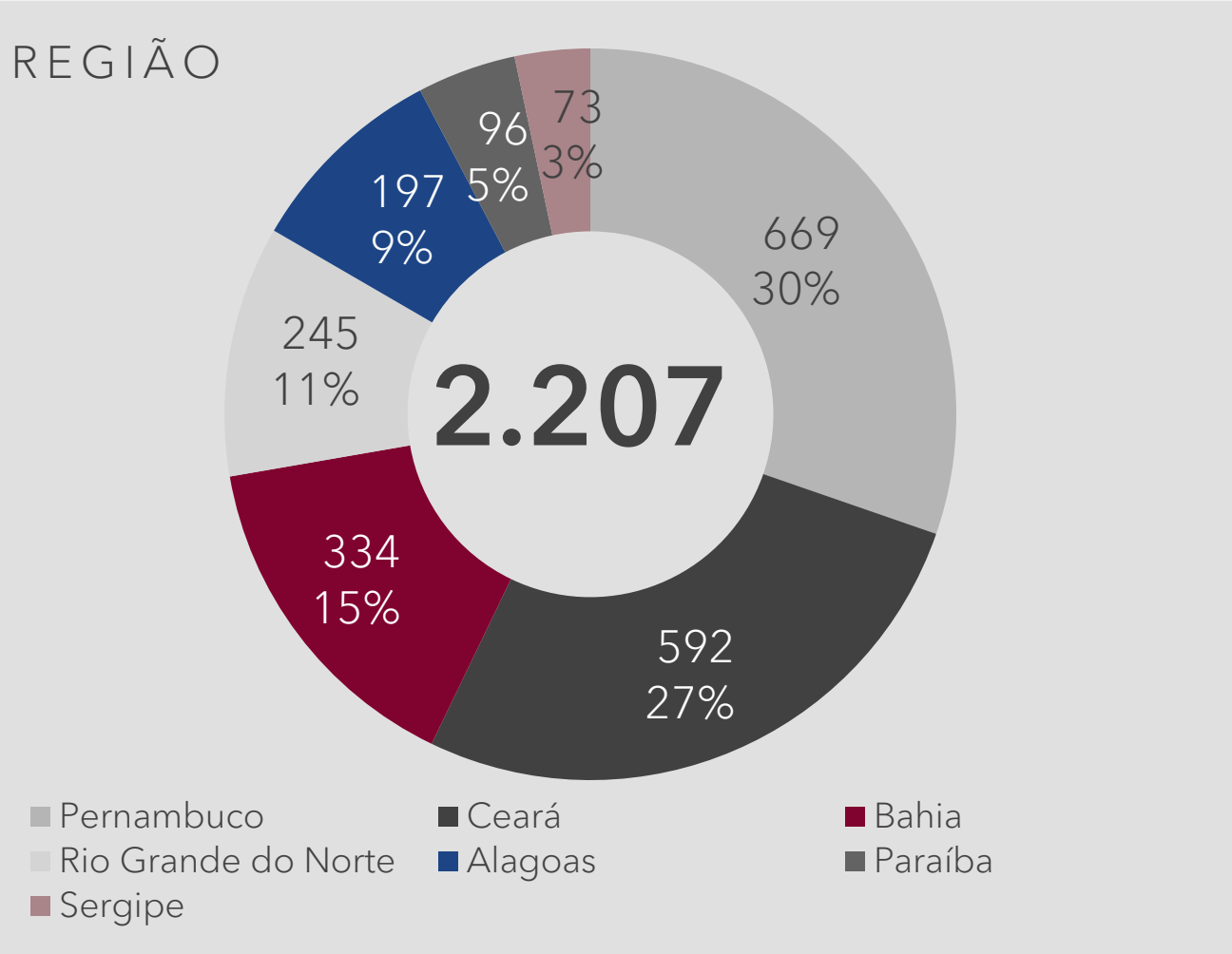
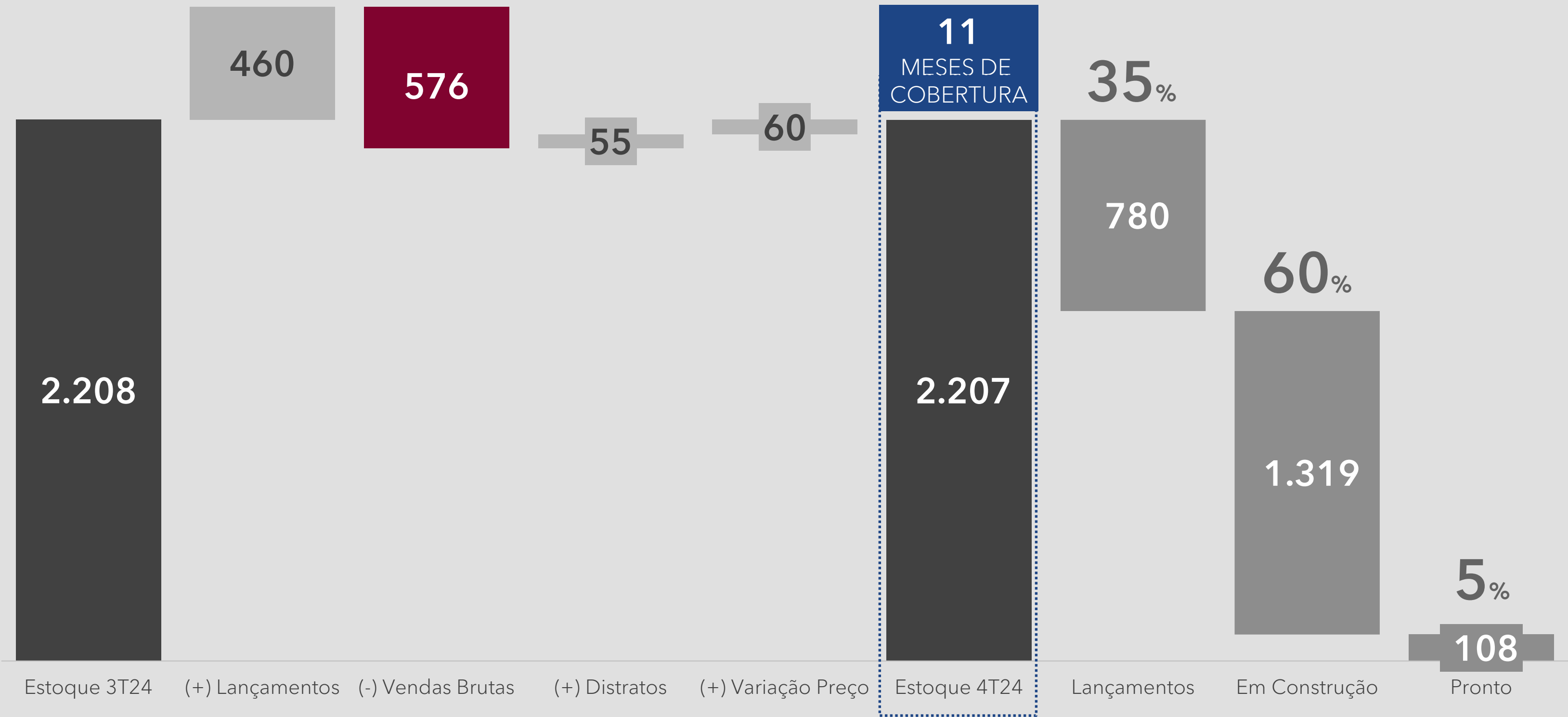
37%

VSO LANÇAMENTO TRIMESTRAL



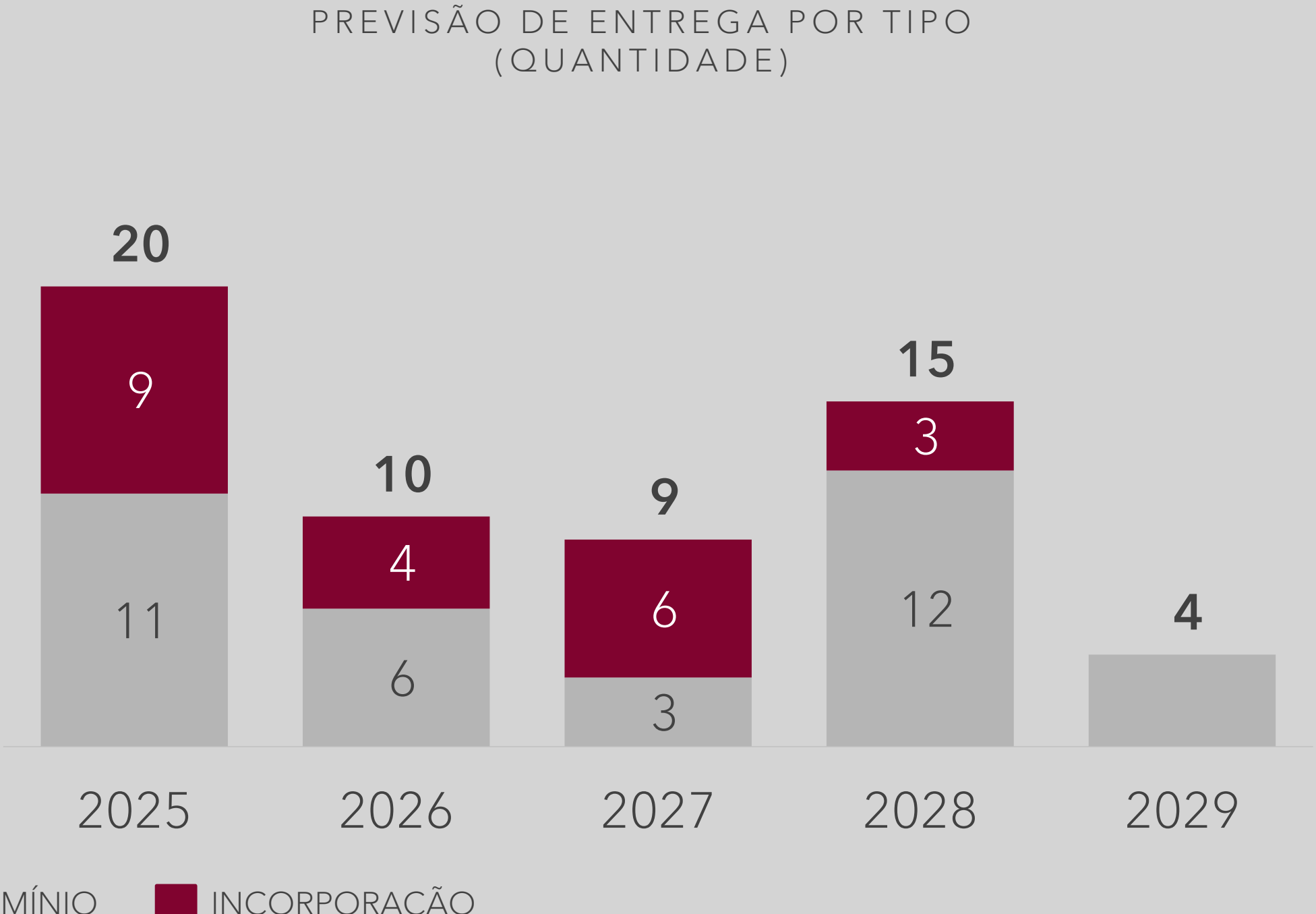
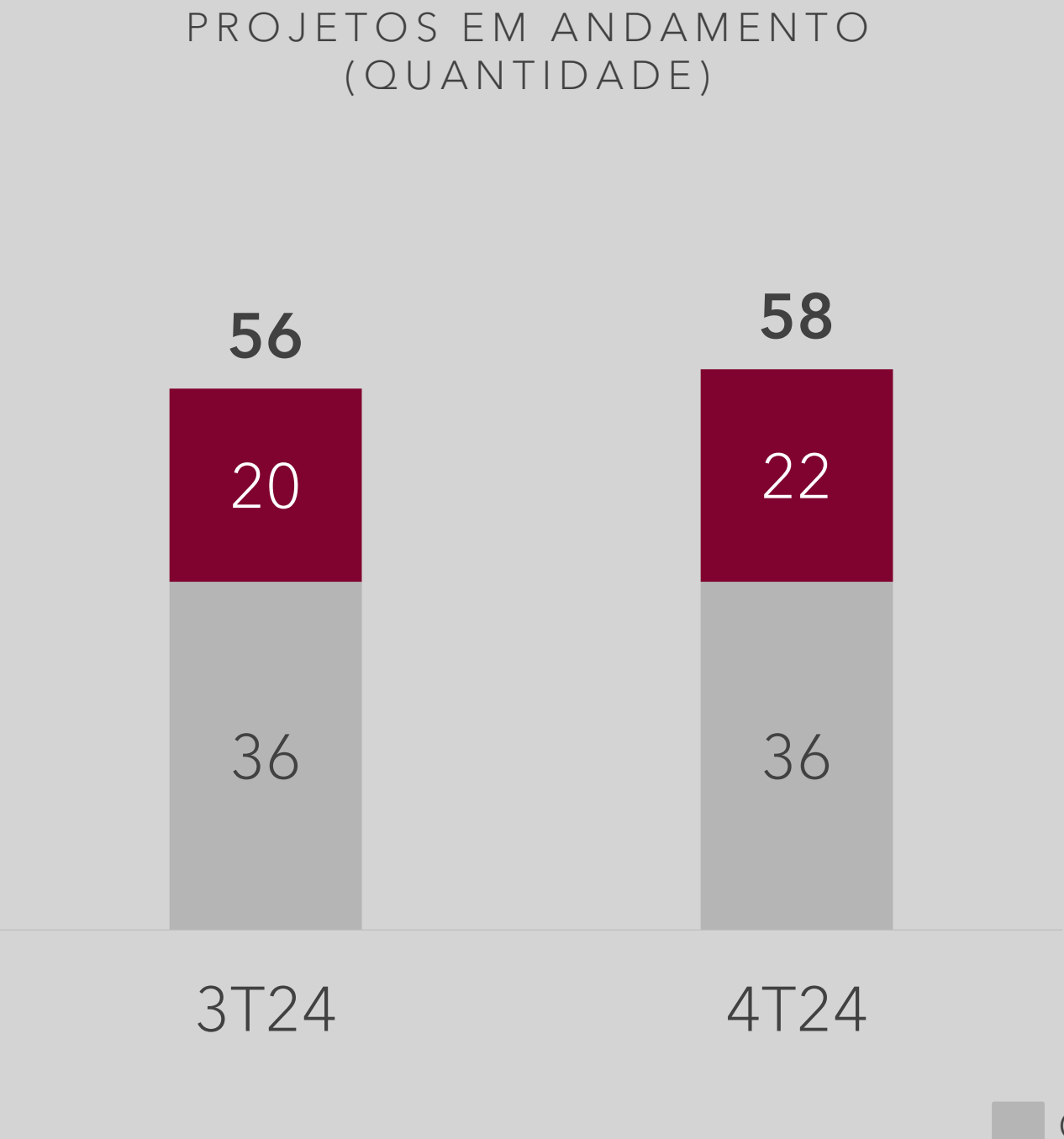
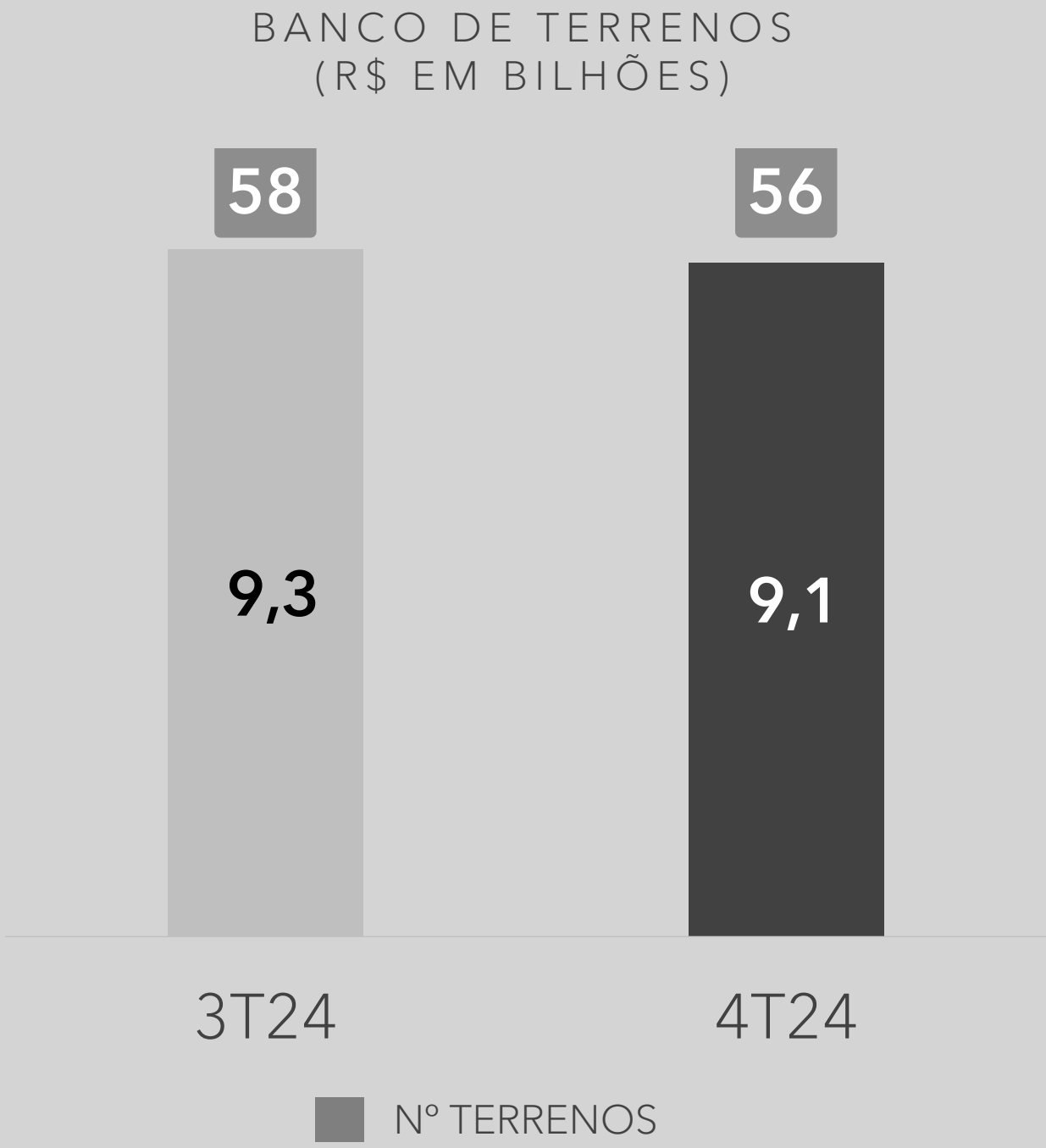
ESTOQUE 4T24

EVOLUÇÃO DO ESTOQUE (%MD)
(R\$ MM, %)





LANDBANK, PROJETOS EM ANDAMENTO E ENTREGAS



R\$ 9,1 BI

EM VGV BRUTO
60% EM PERMUTA FÍSICA
20% EM PERMUTA FINANCEIRA
E 20% EM DINHEIRO

58

PROJETOS EM ANDAMENTO
E 48 CANTEIROS EM EXECUÇÃO

8

PROJETOS ENTREGUES
EM 2024



DESTAQUES FINANCEIROS

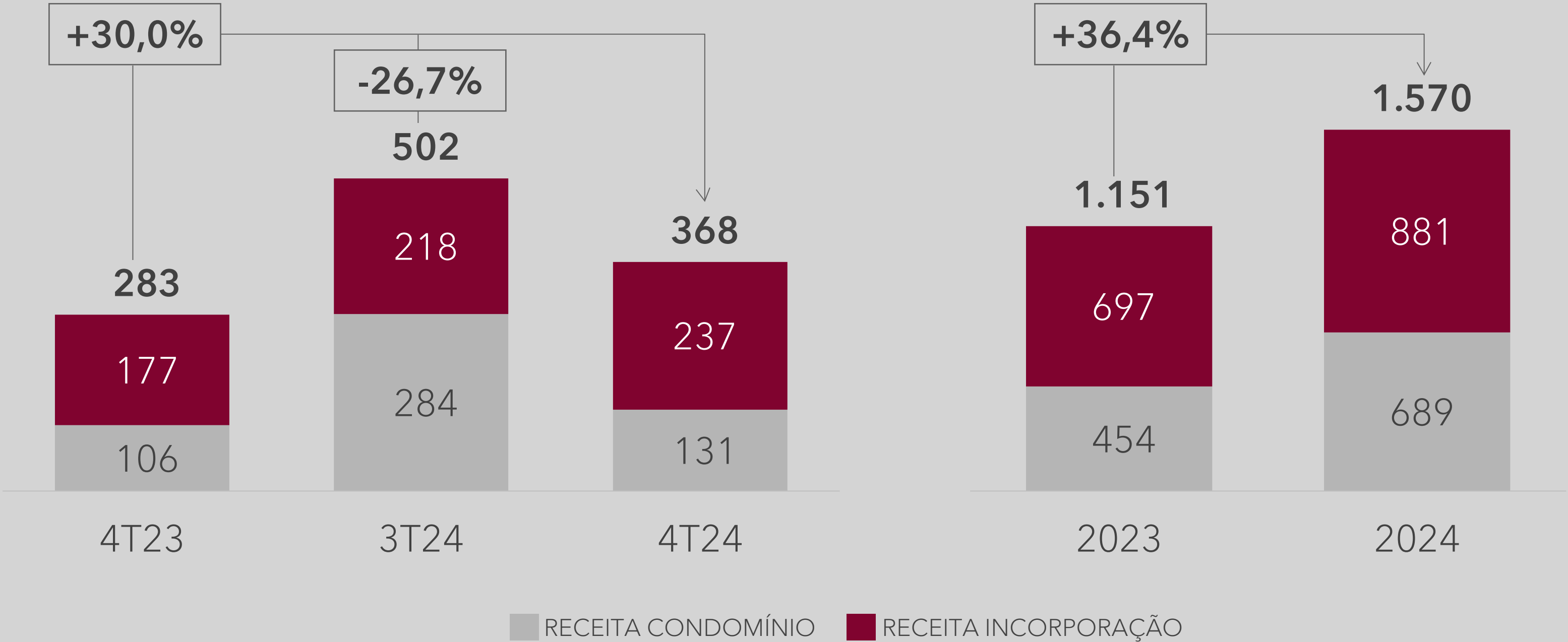
MDNE
B3 LISTED NM



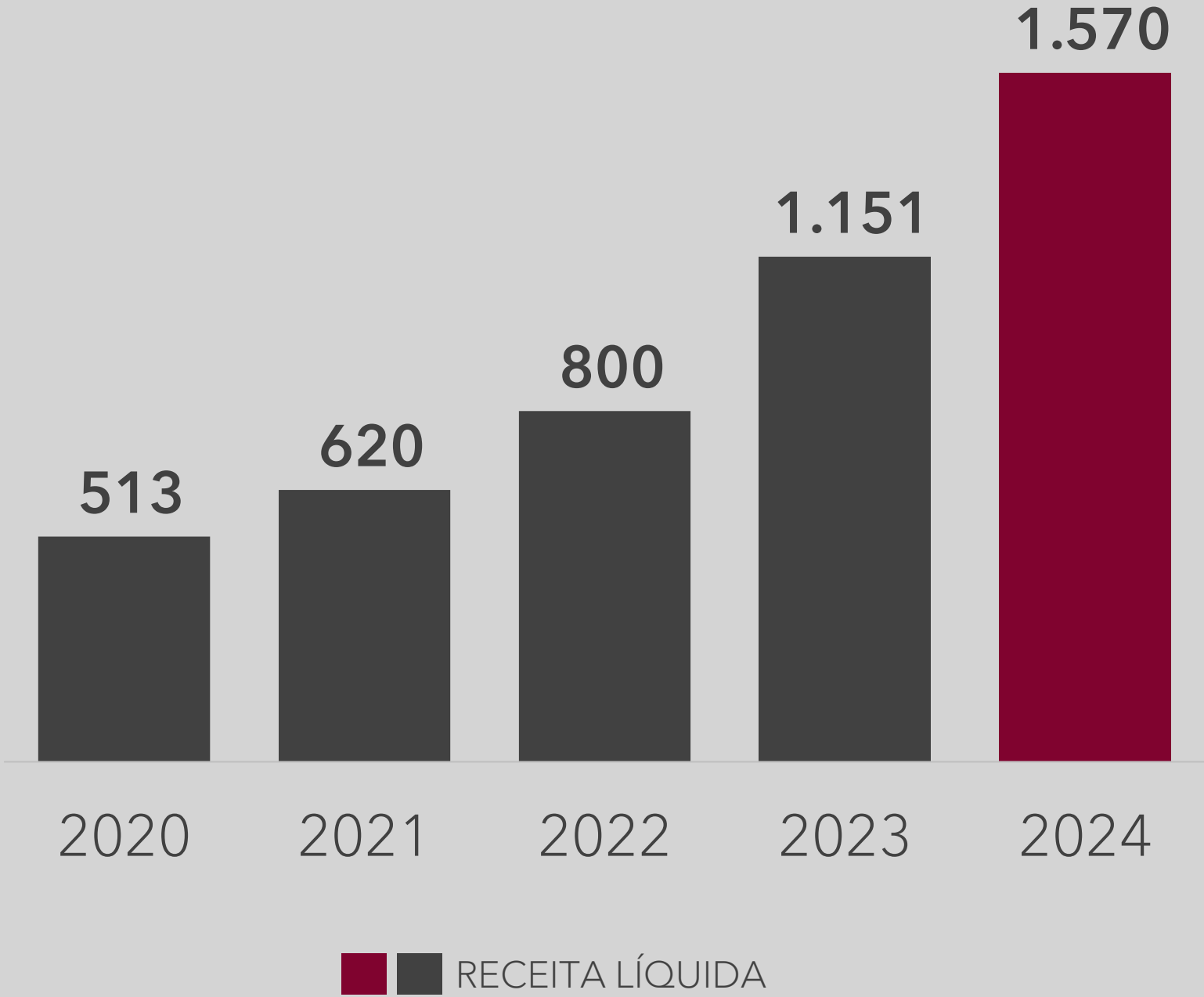


RECEITA LÍQUIDA

(R\$ MM)



EVOLUÇÃO RECEITA LÍQUIDA



R\$ **368**MM

RECEITA LÍQUIDA 4T24

R\$ **1,6**BI

RECEITA LÍQUIDA 2024

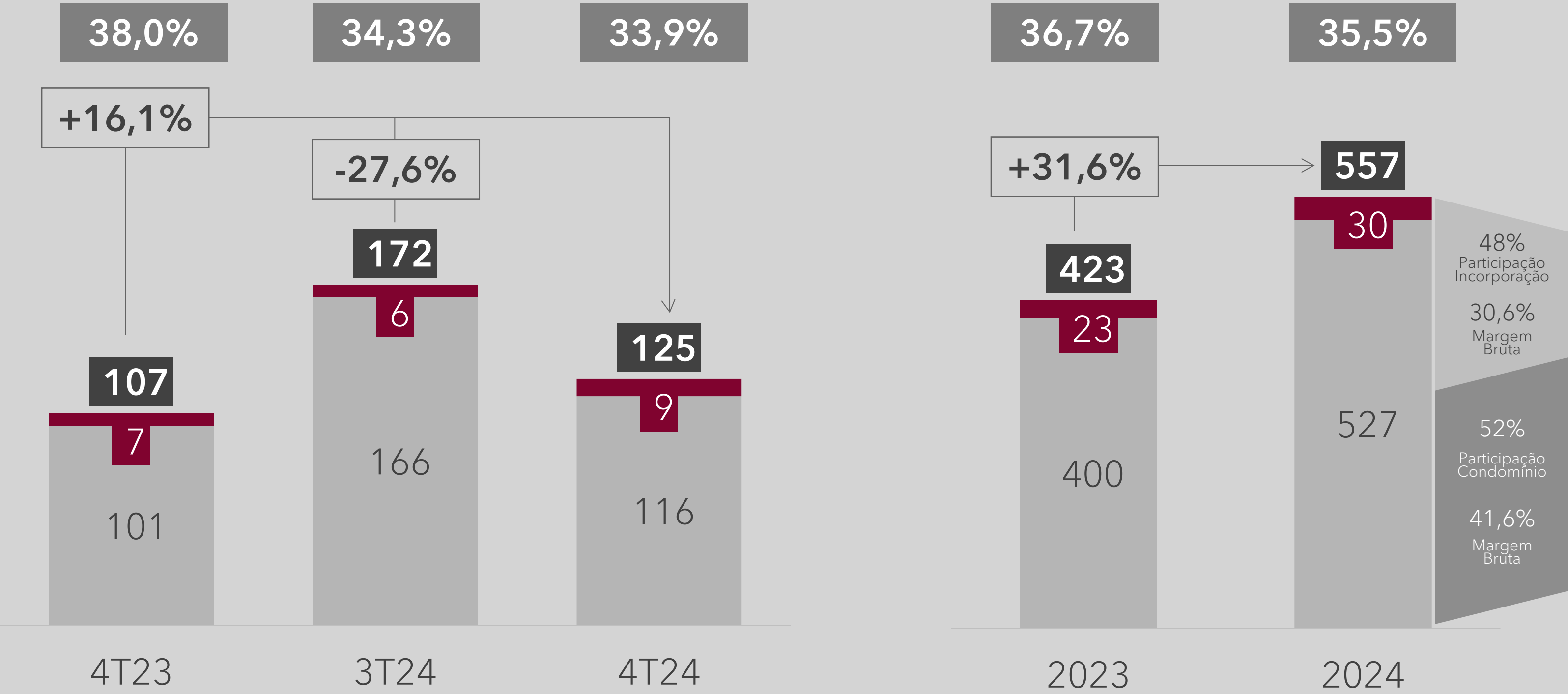
+36,4%

EM RELAÇÃO A 2023

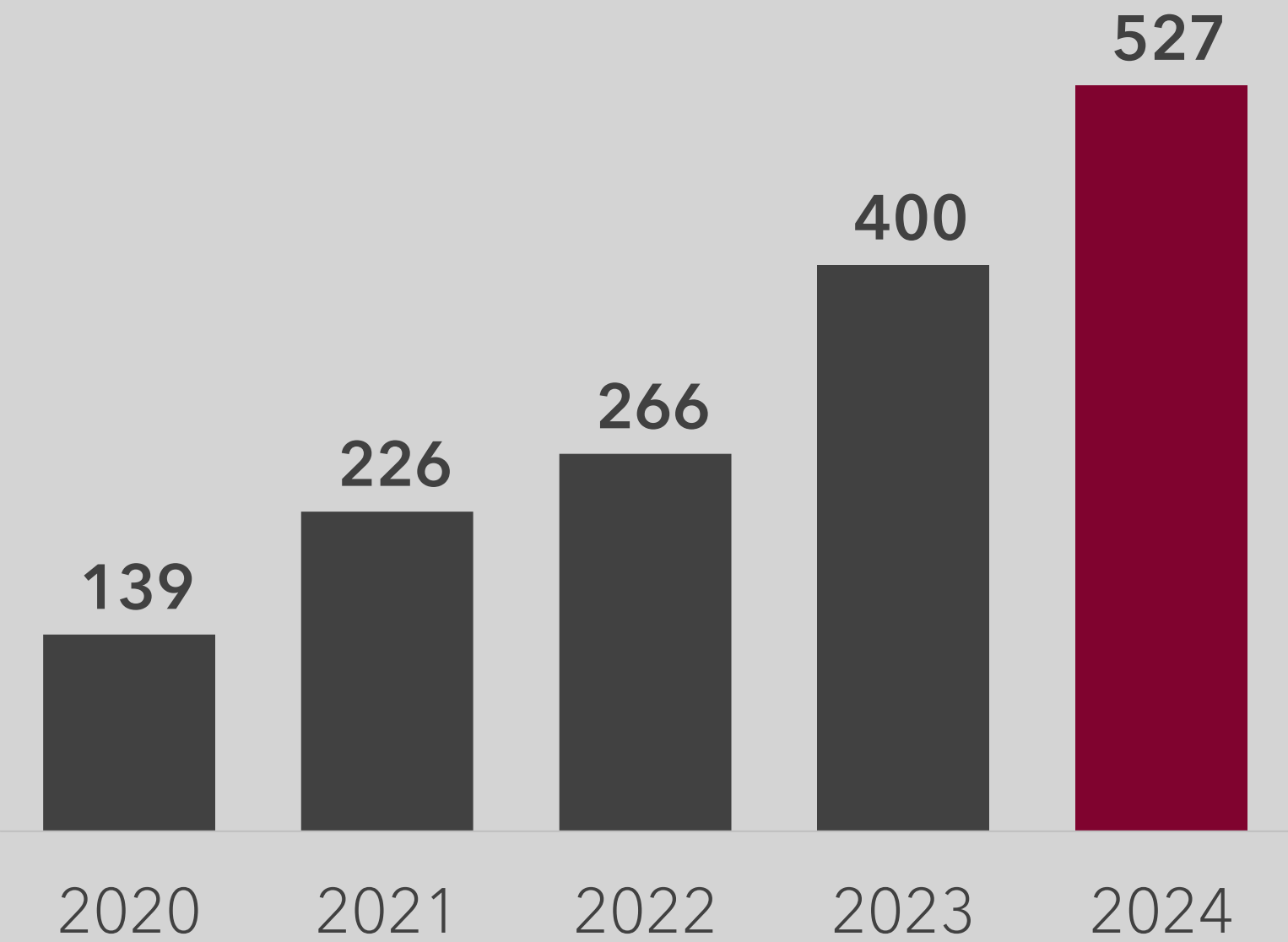


LUCRO BRUTO

(R\$ MM, %)



EVOLUÇÃO DO LUCRO BRUTO



■ LUCRO BRUTO ■ DESPESAS FINANCEIRAS CAPITALIZADAS ■ LUCRO BRUTO AJUSTADO¹ ■ MARGEM BRUTA AJUSTADA¹

■ LUCRO BRUTO

R\$ **125**MM

LUCRO BRUTO AJUSTADO¹ 4T24

R\$ **557**MM

LUCRO BRUTO AJUSTADO¹ 2024

+31,6%

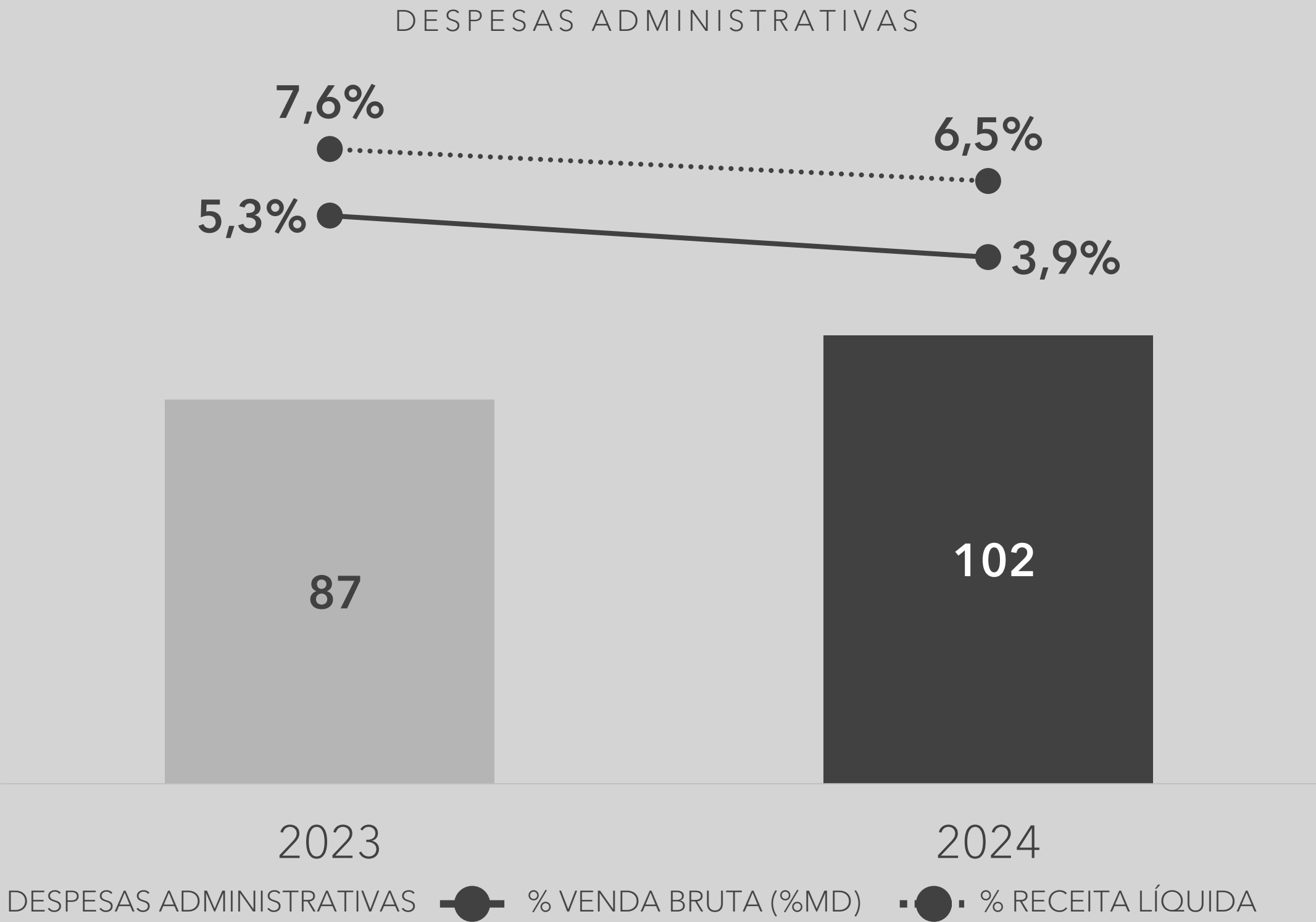
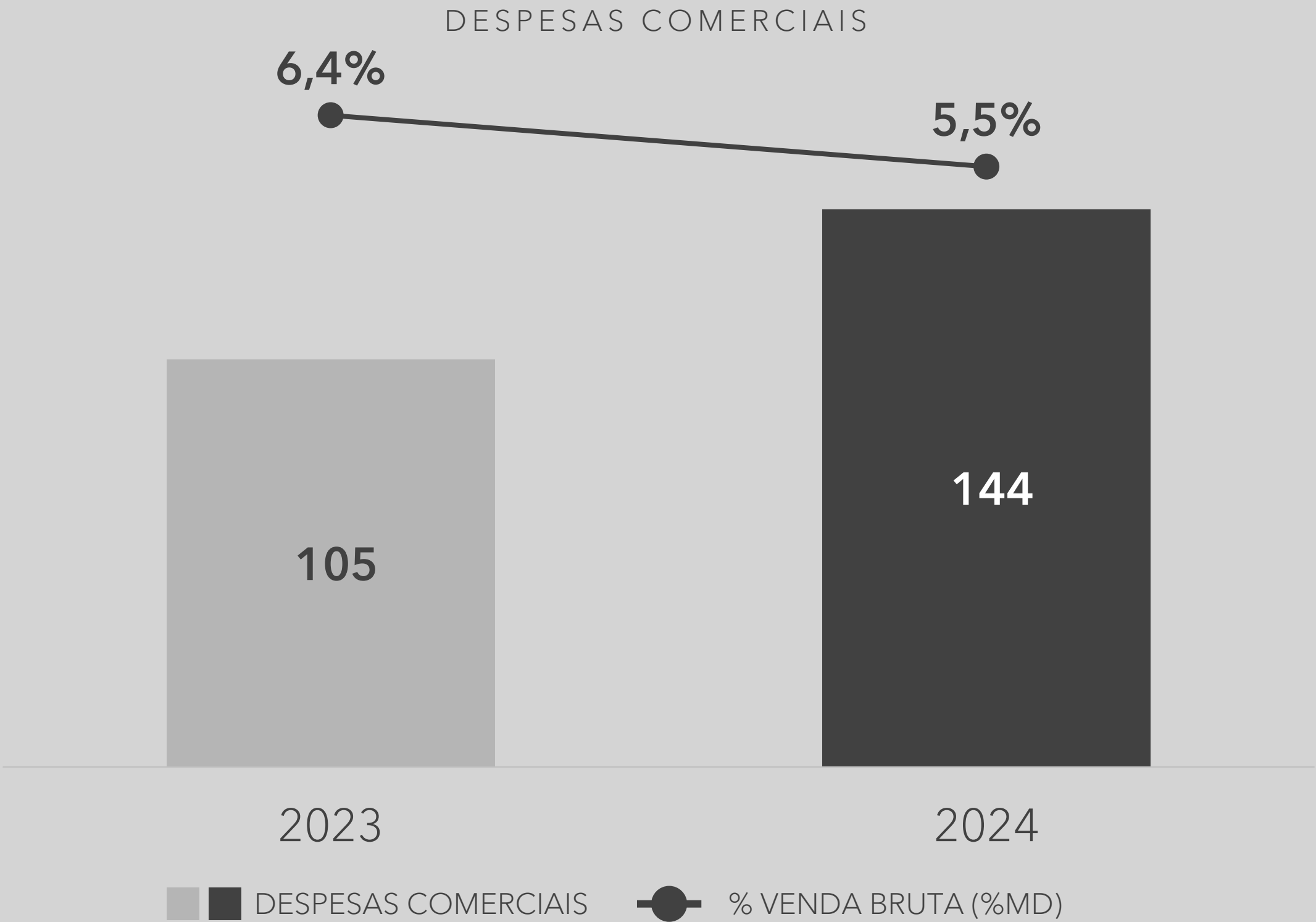
EM RELAÇÃO A 2023

¹AJUSTADO POR DESPESAS FINANCEIRAS CAPITALIZADAS AO CUSTO



DESPESAS COMERCIAIS E ADMINISTRATIVAS

(R\$ MM, %)



5,5%

DESPESAS COMERCIAIS SOBRE
VENDA BRUTA 2024

6,5%

DESPESAS ADMINISTRATIVAS SOBRE
RECEITA LÍQUIDA 2024

3,9%

DESPESAS ADMINISTRATIVAS SOBRE
VENDA BRUTA 2024



(R\$ MM, %)



EBITDA AJUSTADO¹
2024

18,4%

MARGEM EBITDA AJUSTADA¹
2024

+42,3%

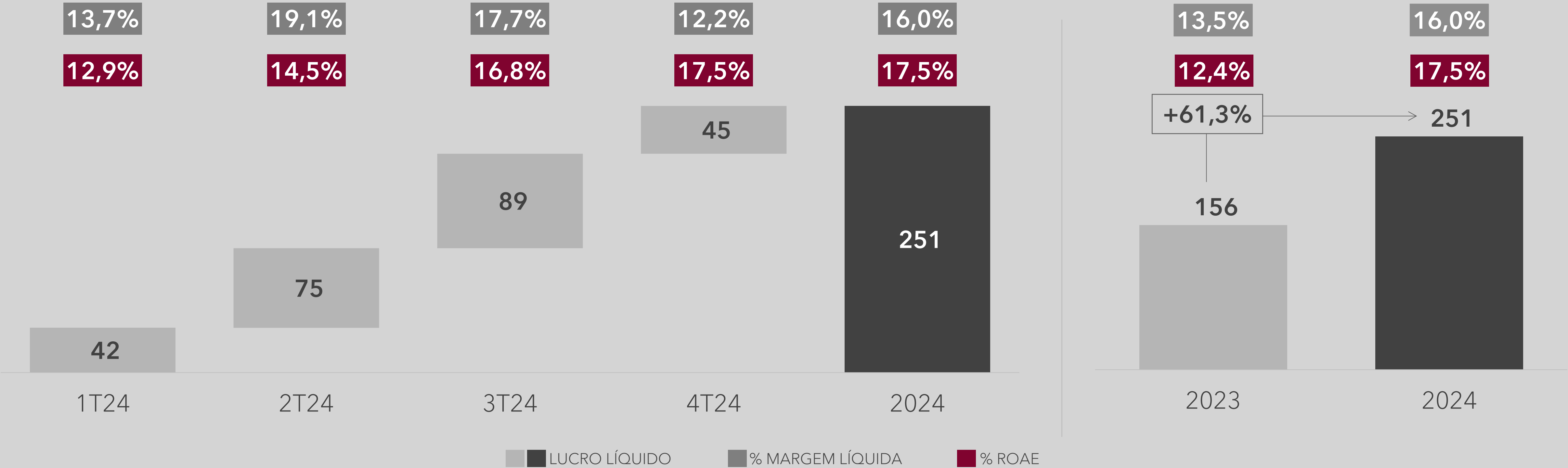
EM RELAÇÃO A 2023

¹ AJUSTADO POR DESPESAS FINANCEIRAS CAPITALIZADAS AO CUSTO E ITENS NÃO RECORRENTES



LUCRO LÍQUIDO

(R\$ MM, %)



R\$ **251** MM

LUCRO LÍQUIDO 2024
COM **MARGEM DE 16,0%**

+61,3%

EM RELAÇÃO A 2023

17,5%

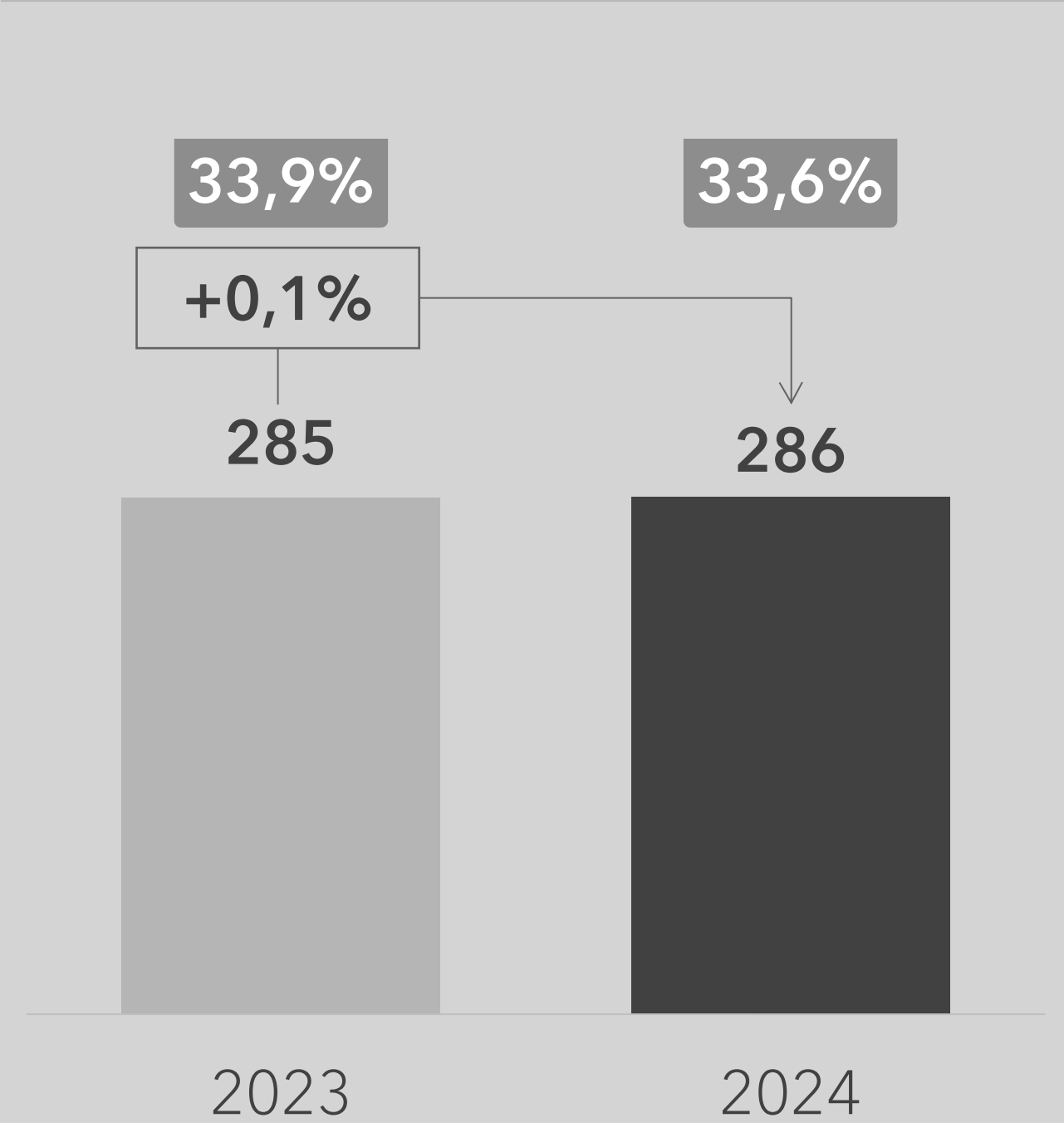
ROAE 2024



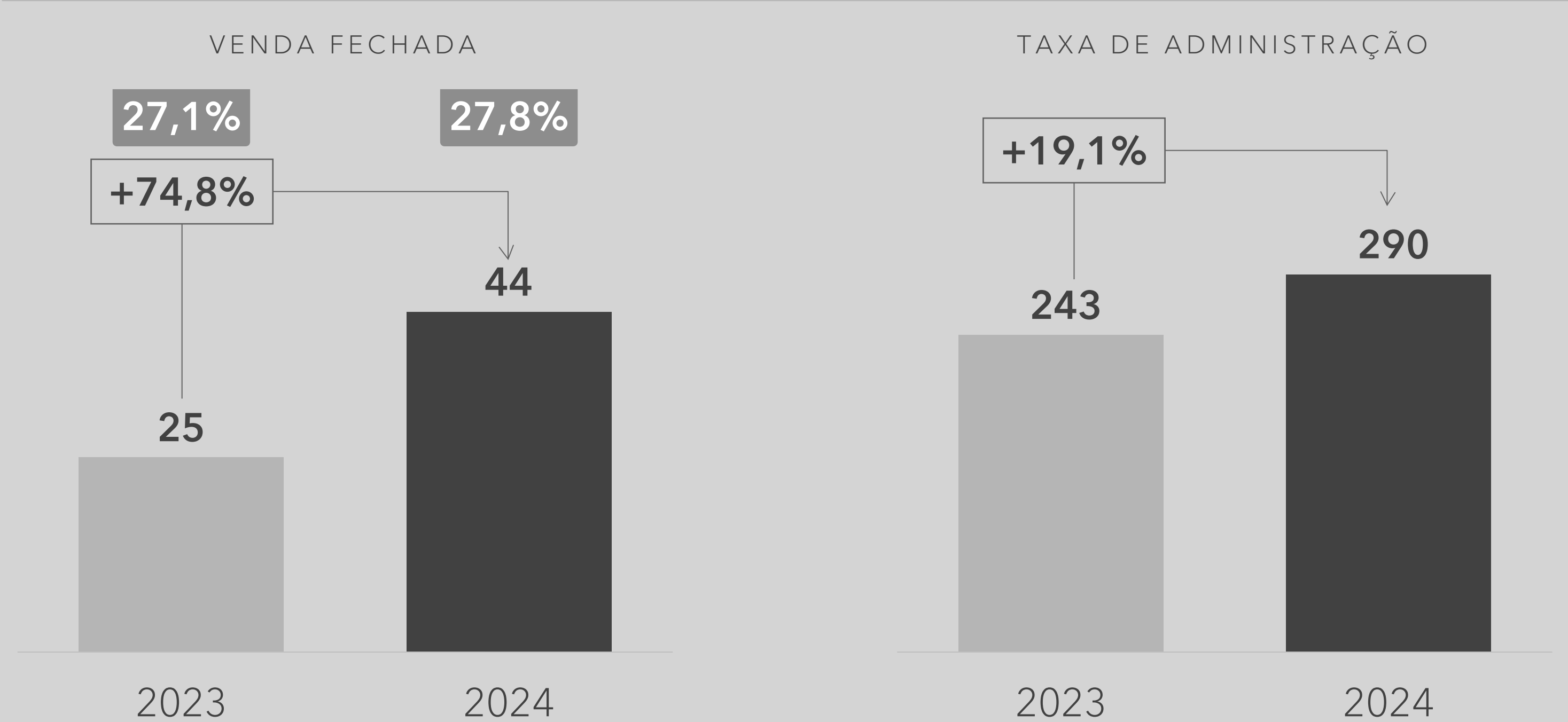
RESULTADO A APROPRIAR

(R\$ MM, %)

INCORPORAÇÃO



CONDOMÍNIO



R\$ 286MM

RESULTADO A APROPRIAR
INCORPORAÇÃO

+74,8%

VENDA FECHADA
A APROPRIAR EM RELAÇÃO A 2023

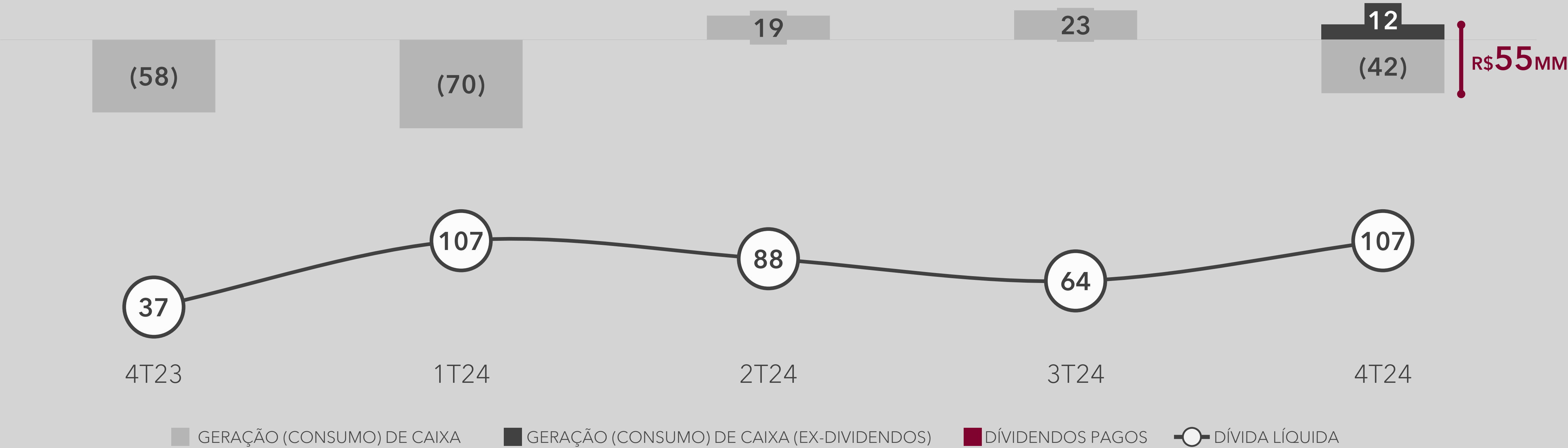
+19,1%

TAXA DE ADMINISTRAÇÃO A INCORRER
EM RELAÇÃO A 2023



GERAÇÃO (CONSUMO) DE CAIXA E ENDIVIDAMENTO

(R\$ MM)



R\$ 55,0MM

EM DIVIDENDOS

R\$ 12,2MM

GERAÇÃO DE CAIXA
(EX-DIVIDENDOS) 4T24

7,0%

ÍNDICE
DÍVIDA LÍQUIDA / PL



TRANSMISSÃO VIA ZOOM

PARA REALIZAR PERGUNTAS, CLICAR NO ÍCONE Q&A



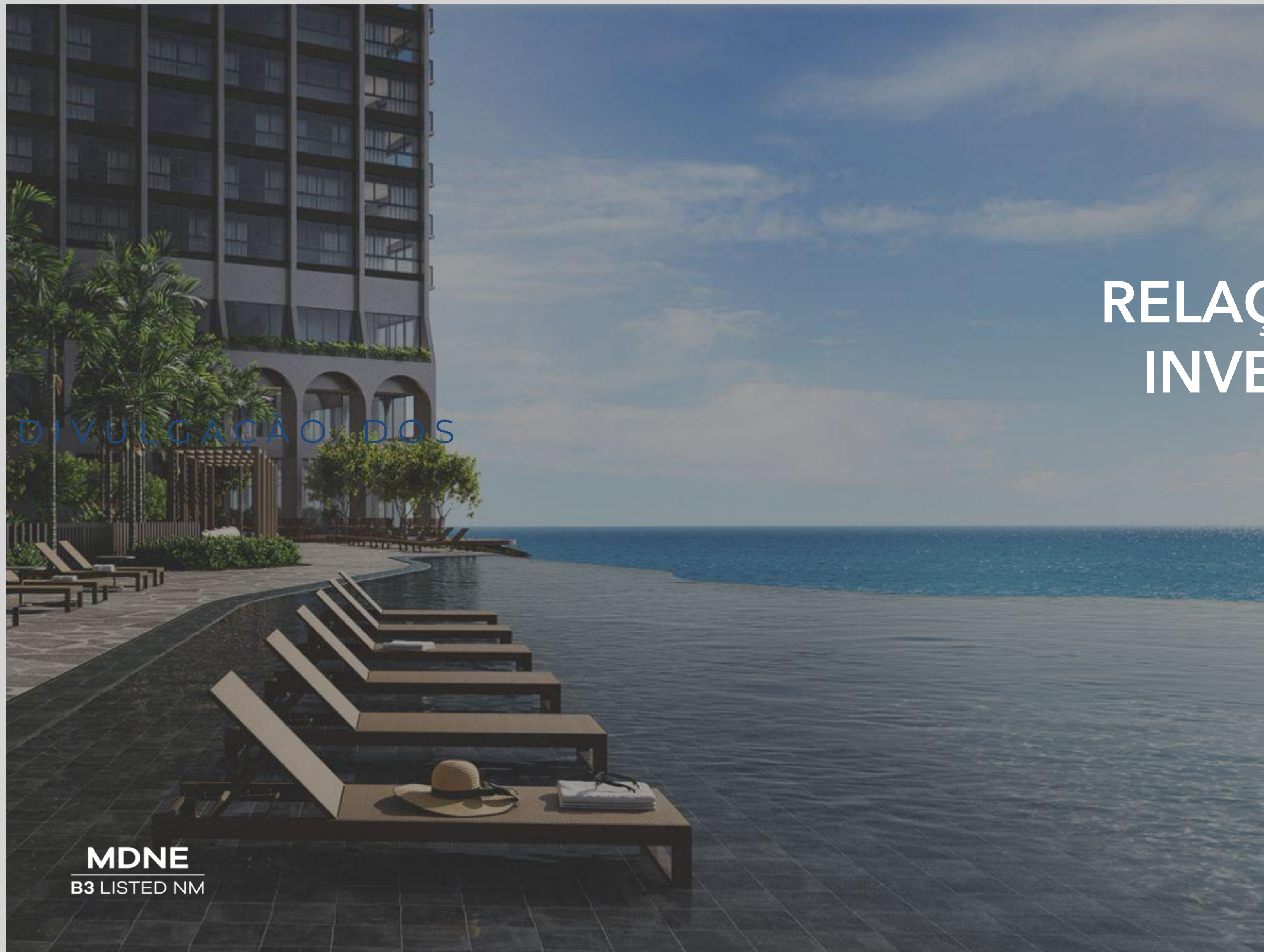
Chat



Q&A



Interpretation



DIVULGAÇÃO DOS

RELAÇÕES COM INVESTIDORES



4240.7700

0800 025 7700

ri@mouradubeux.com.br

ri.mouradubeux.com.br

MDNE
B3 LISTED NM



EARNINGS

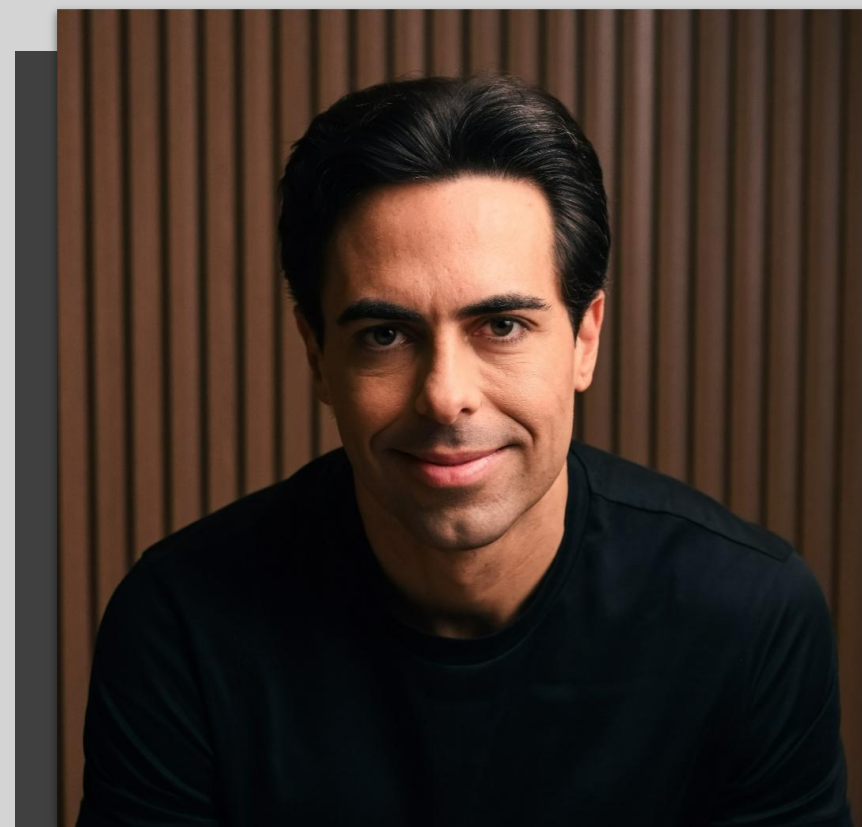
RELEASE

4Q24



MD
moura dubeux

PRESENTERS



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



Chat



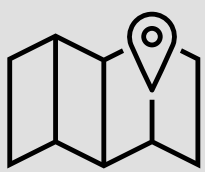
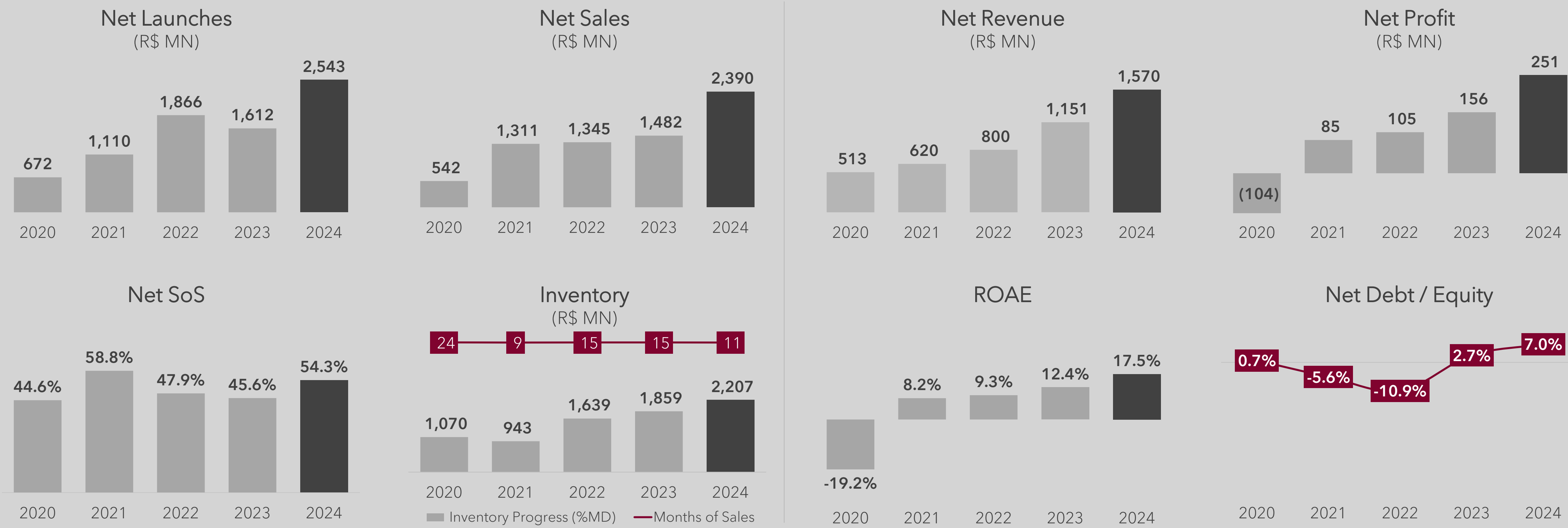
Q&A



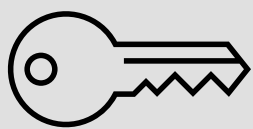
Interpretation



MD'S LAST 5 YEARS HIGHLIGHTS



ROBUST AND
HIGH-QUALITY LANDBANK



R\$ 2.7 BN PSV
DELIVERED POST-IPO



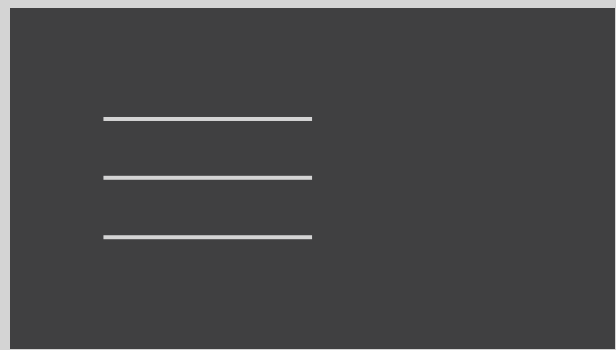
LOW
LEVERAGE



ROAE
EXPANSION



RECURRING
DIVIDENDS



OUTLOOK FOR THE NEXT 5 YEARS...

LUXURY AND
HIGH END

STANDARD

MCMV

ANNUAL PSV

MD + **mood**
moura dubeux

R\$ **2.5**BN

MD + **mood** + **Un1ca**
moura dubeux

R\$ **3.5**BN

● ————— SINCE IPO ————— ●

58

LAUNCHED PROJECTS

10

LAUNCHED PROJECTS

R\$ **6.8**BN

LAUNCHES PSV (%MD)

R\$ **1.0**BN

LAUNCHES PSV (%MD)



OPERATIONAL HIGHLIGHTS

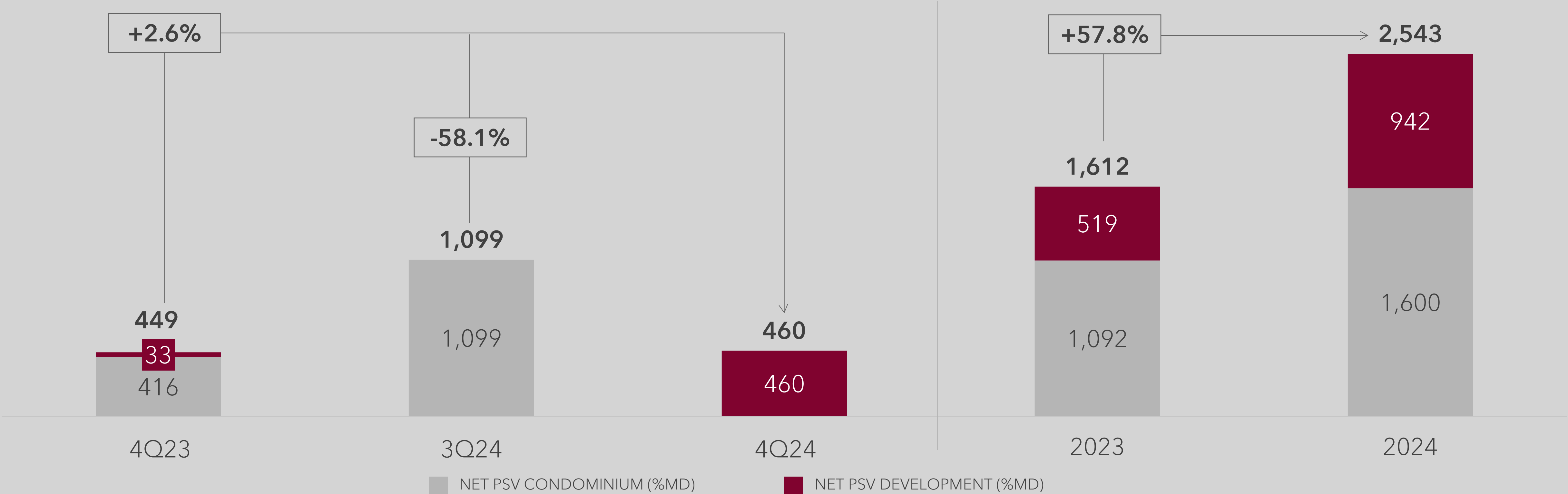
MDNE
B3 LISTED NM





LAUNCHES

LAUNCHES 4Q24
(R\$ MN)



R\$ **460** MN

NET PSV (%MD) 4Q24

+2.6%

COMPARED TO 4Q23

R\$ **2.5** BN

NET PSV (%MD) 2024

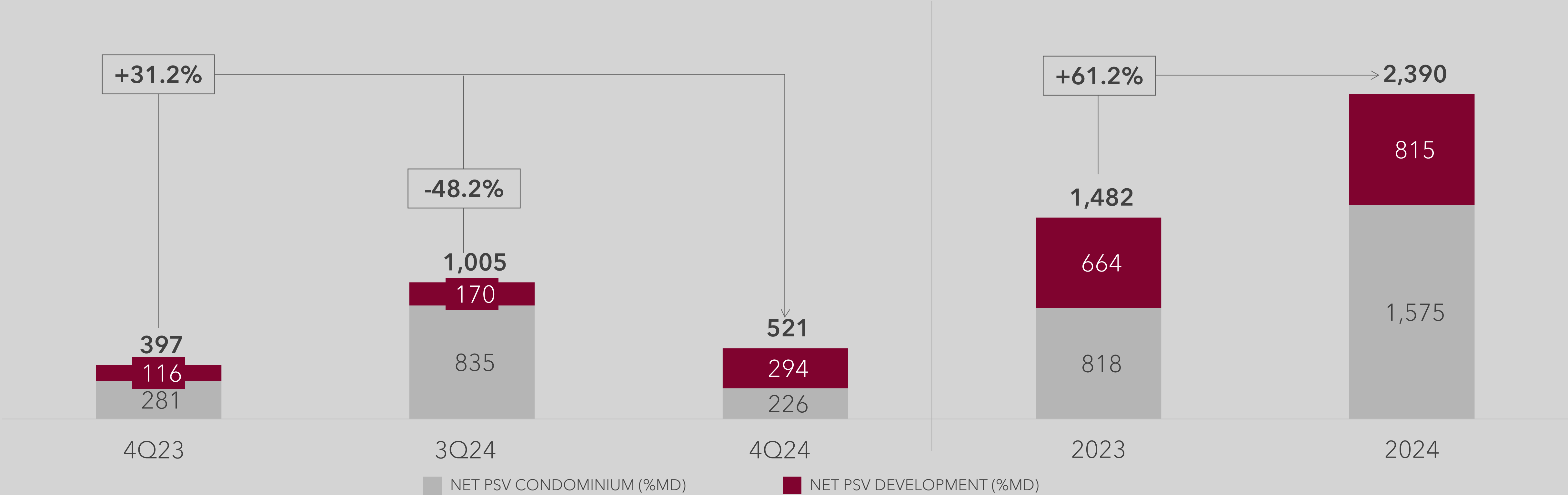
+57.8%

COMPARED TO 2023



SALES

SALES 4Q24
(R\$ MN)



R\$ **521** MN

NET SALES (%MD) 4Q24

+31.2%

COMPARED TO 4Q23

R\$ **2.4** BN

NET SALES (%MD) 2024

+61.2%

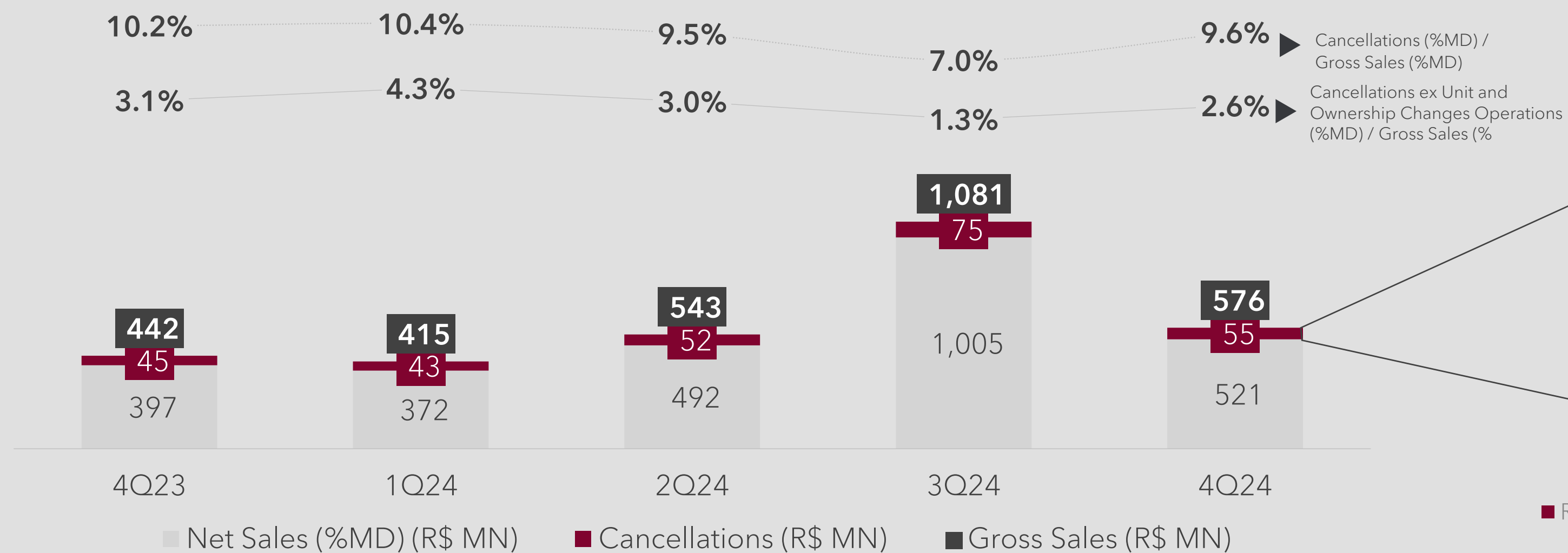
COMPARED TO 2023

SALES AND CANCELLATIONS 4Q24

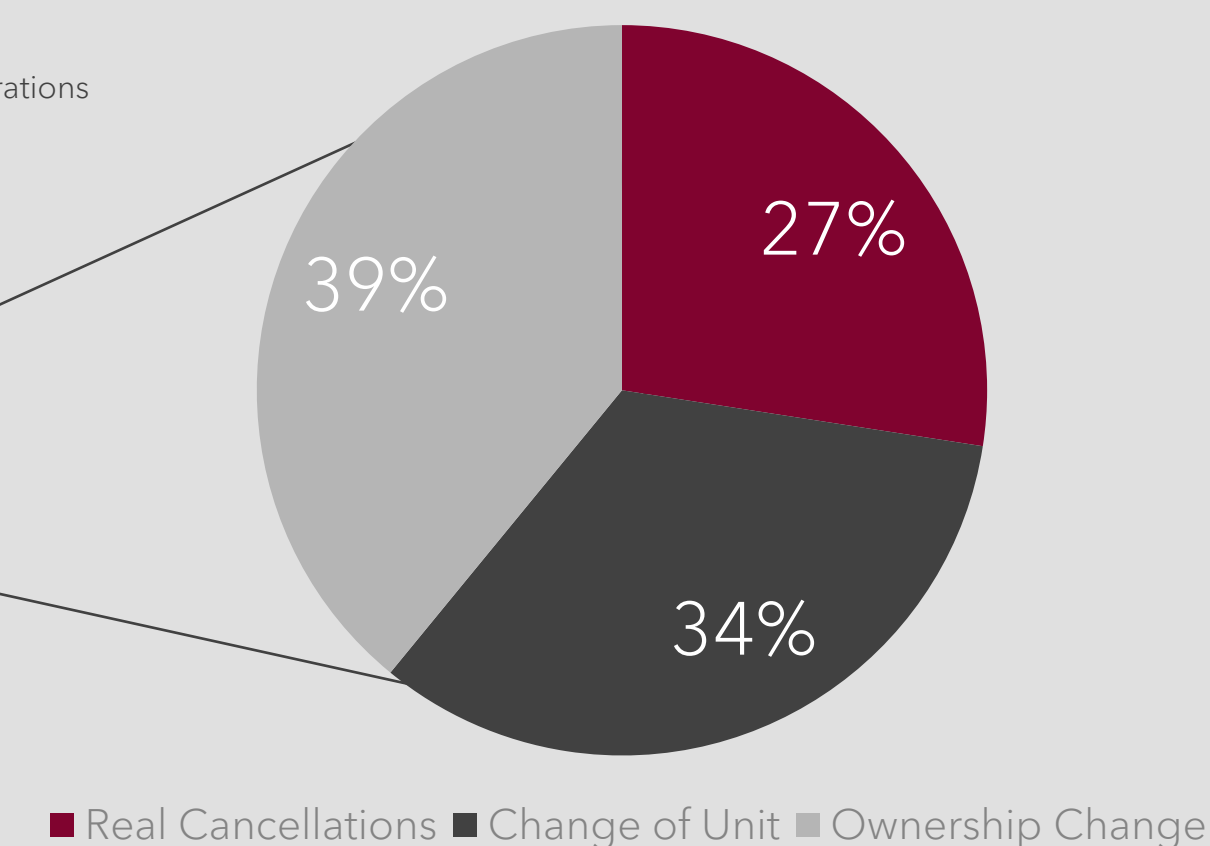
NET SALES BREAKDOWN (%MD)
(R\$ MN)



CANCELLATIONS (%MD) / GROSS SALES (%MD)



CANCELLATIONS BY TYPE (%)



SoS 4Q24

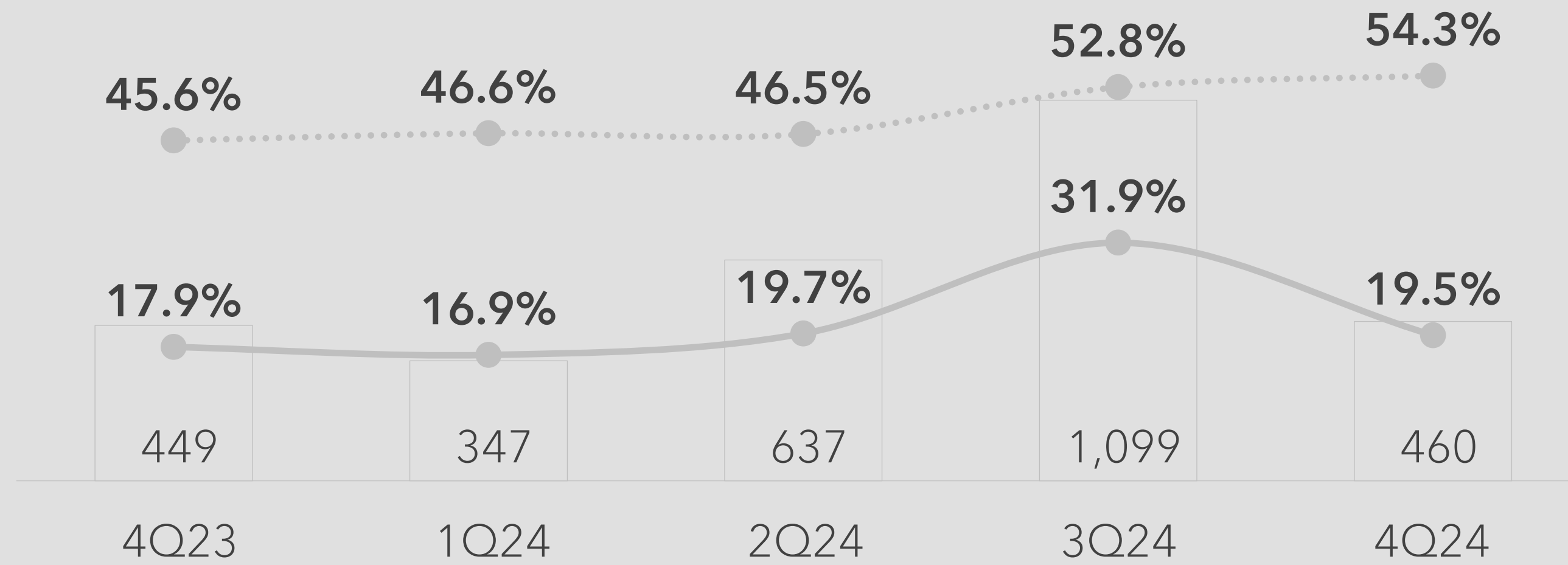


 NET PSV LAUNCHED

 QUARTERLY SoS

 NET SoS LTM

NET SoS
(%MD)



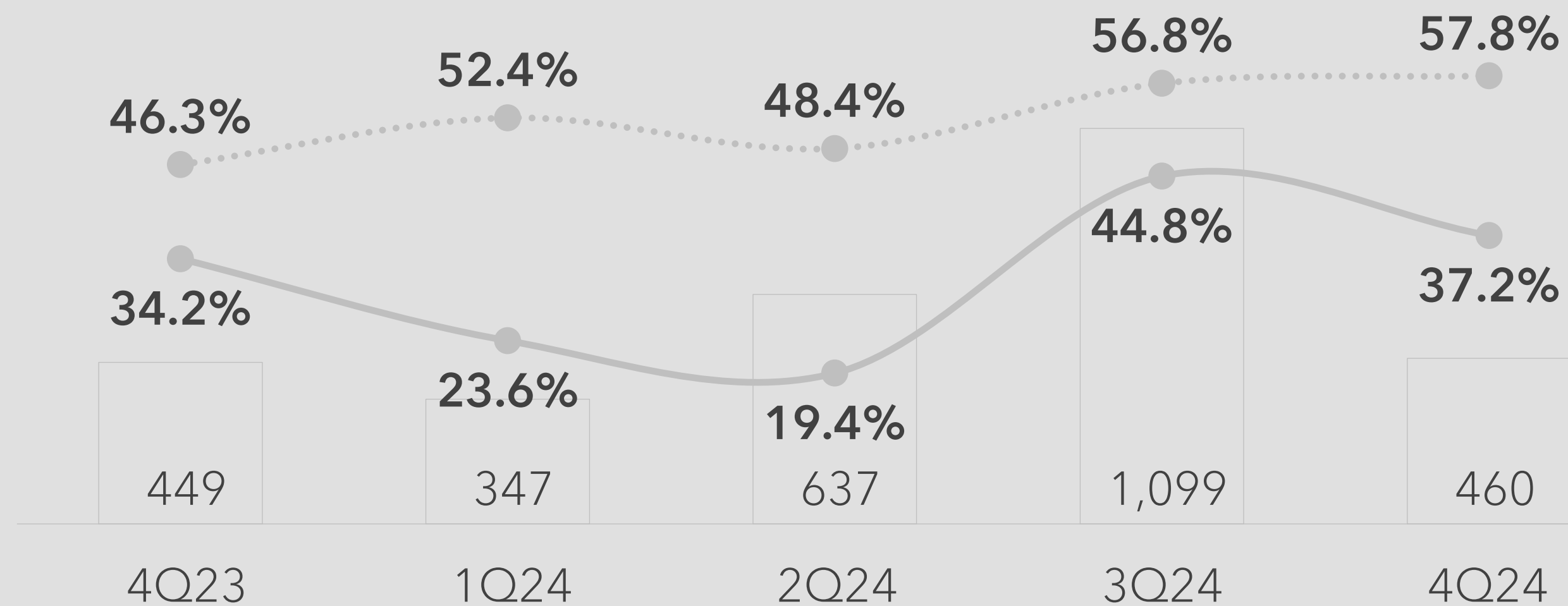
54%

LTM SoS

20%

QUARTERLY SoS

LAUNCHES SoS
(%MD)



58%

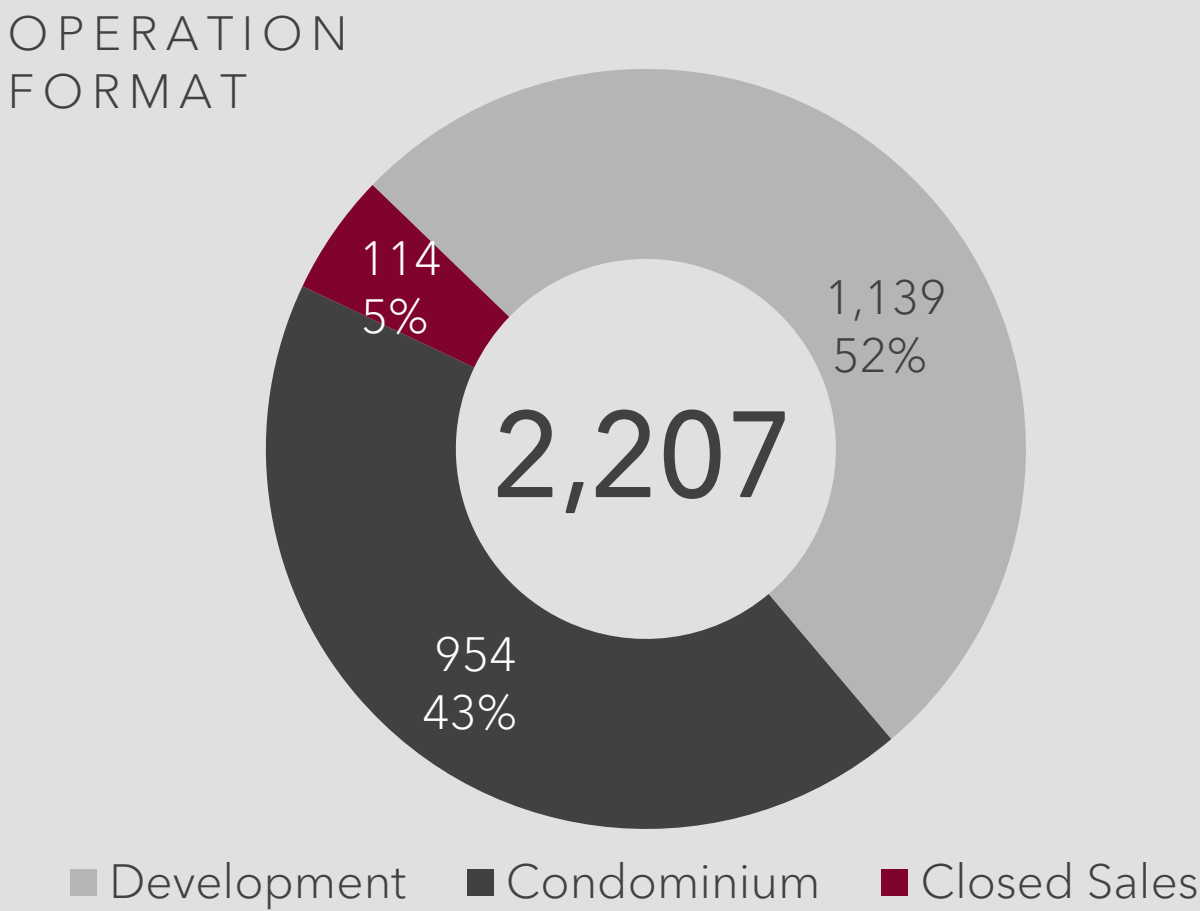
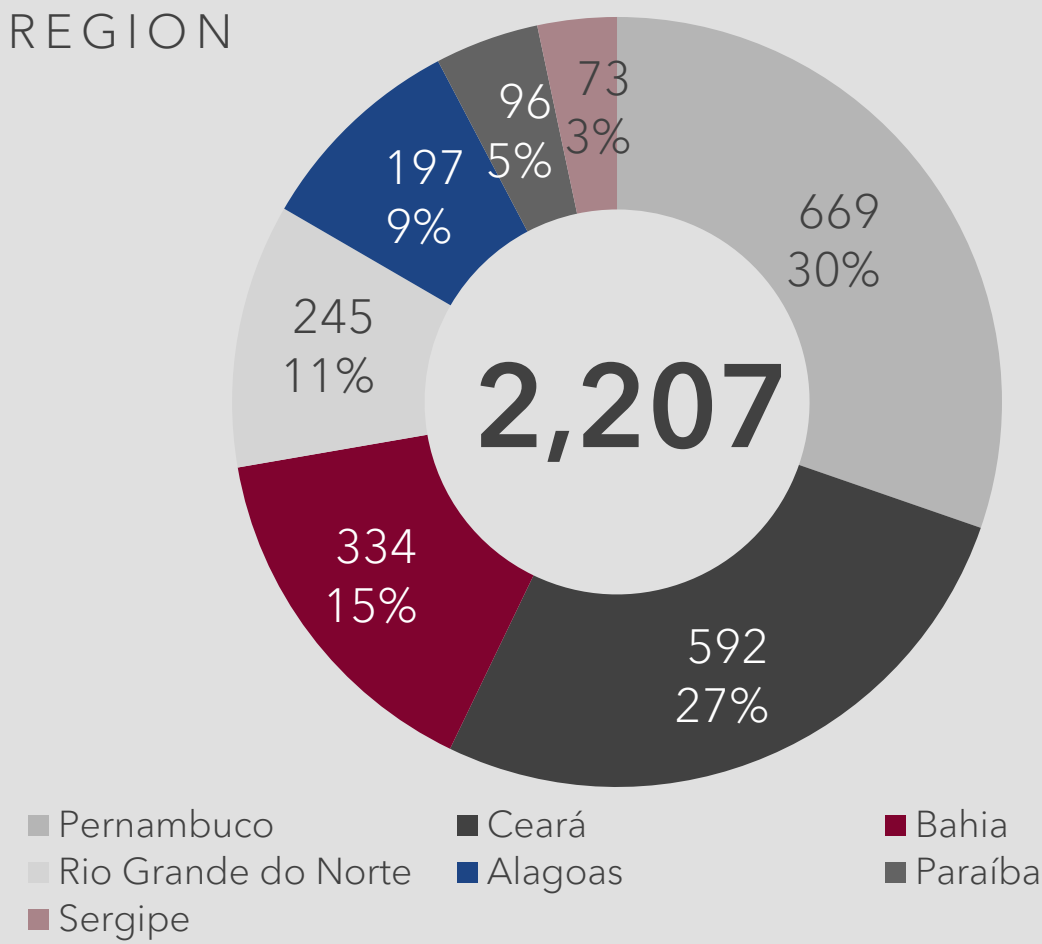
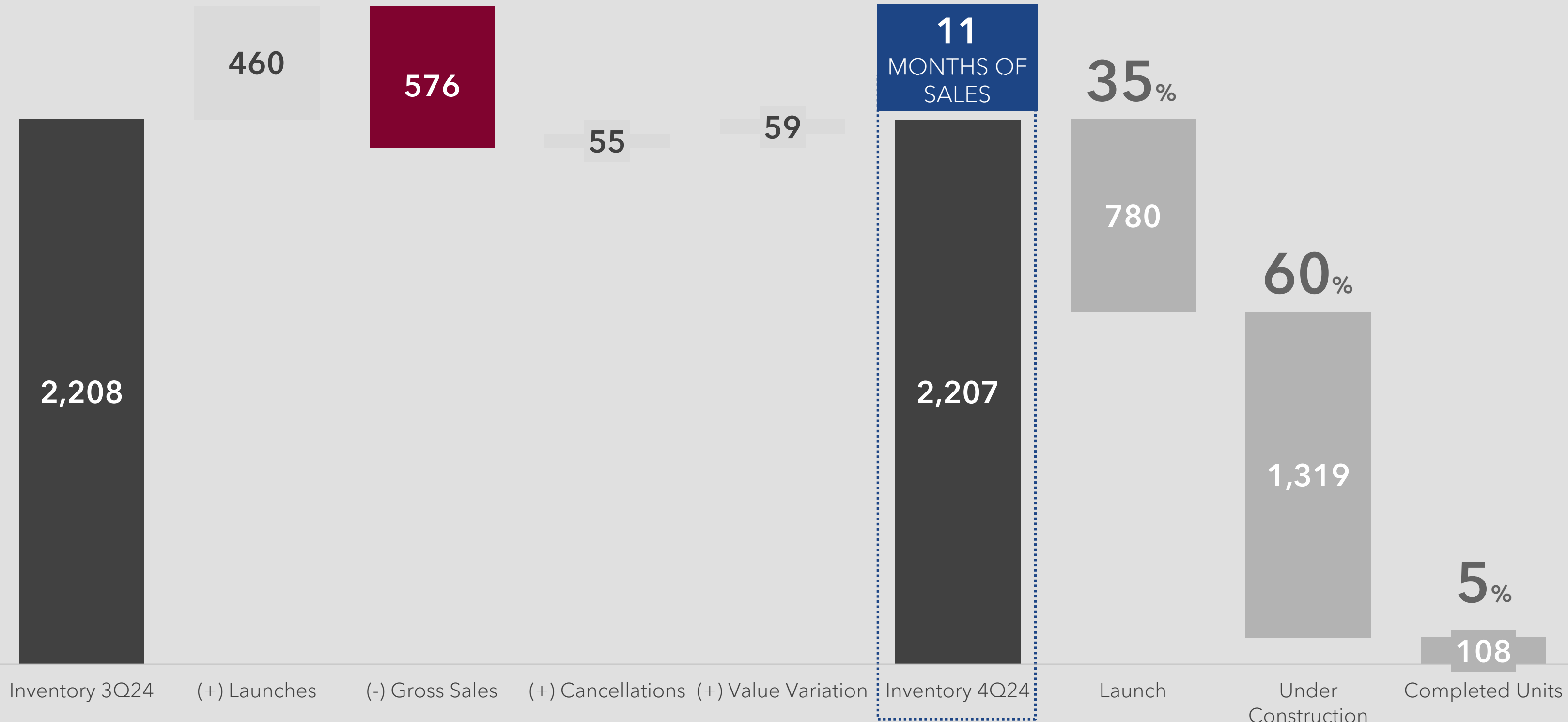
LTM LAUNCHES SoS

37%

QUARTERLY LAUNCHES SoS

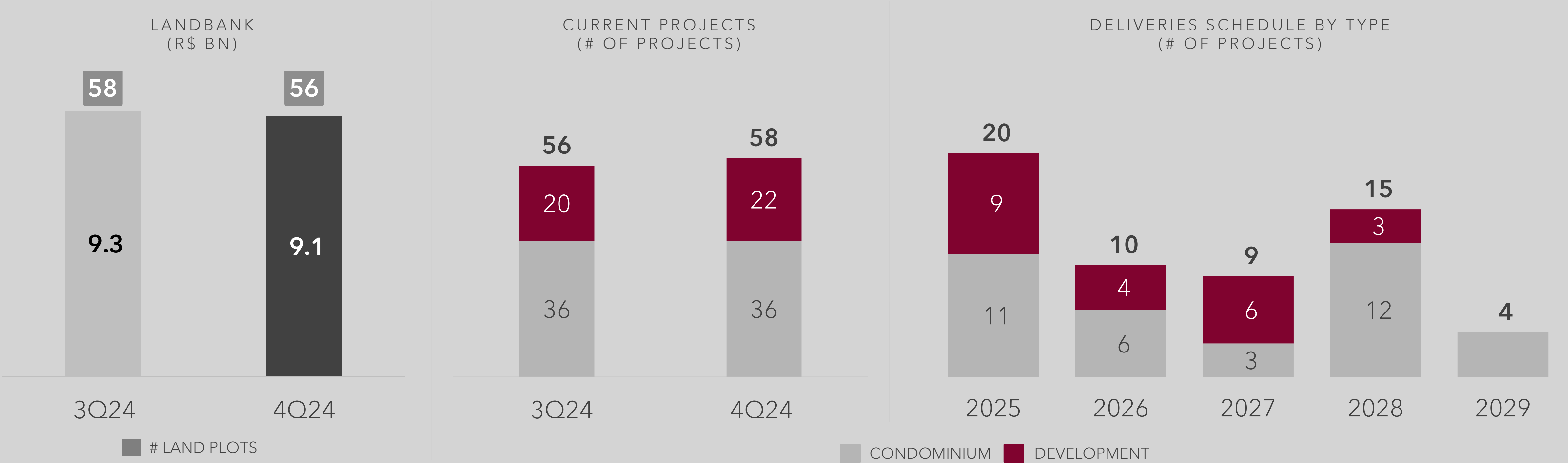
INVENTORY 4Q24

INVENTORY BREAKDOWN (%MD)
(R\$ MN, %)





LANDBANK, CURRENT PROJECTS AND DELIVERIES



R\$ **9.1** BN

GROSS PSV
60% PHYSICAL SWAP
20% FINANCIAL SWAP
AND 20% IN CASH

58

PROJECTS
AND 48 WORKSITES IN PROGRESS

8

PROJECTS DELIVERED
IN 2024



FINANCIAL HIGHLIGHTS

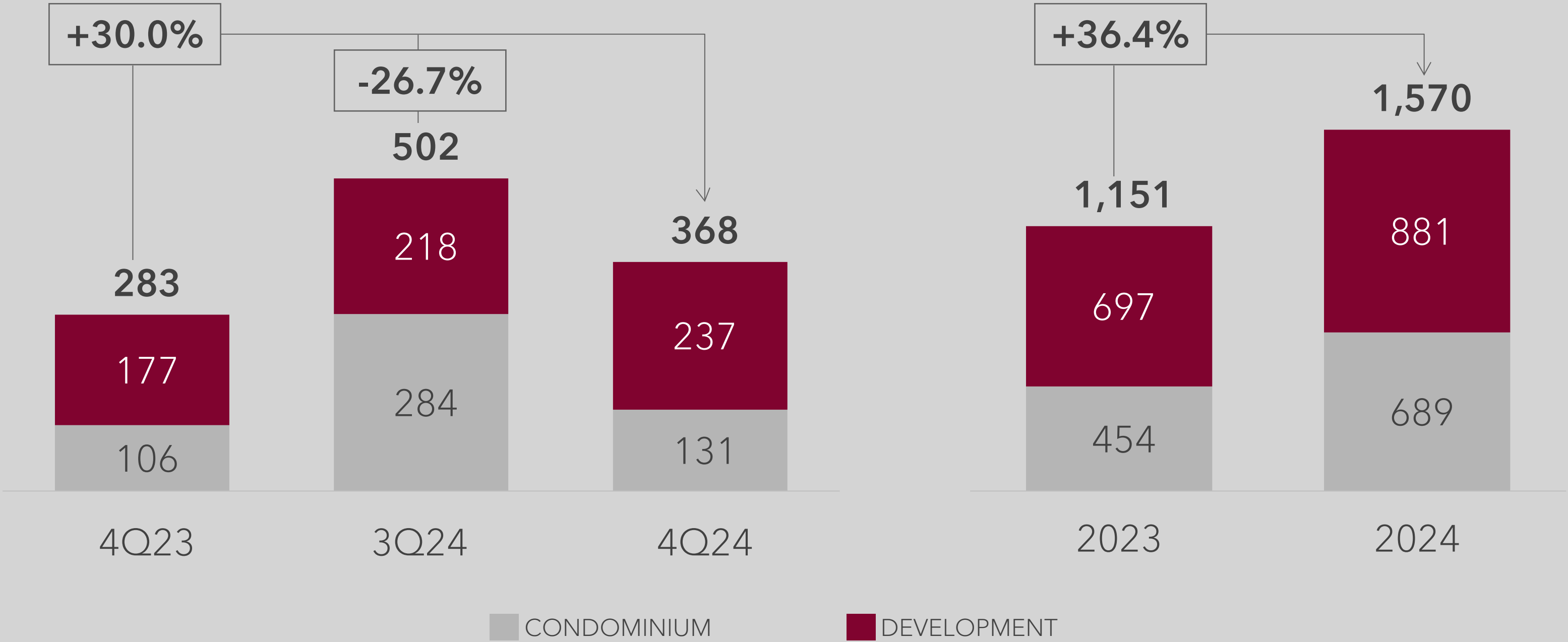
MDNE
B3 LISTED NM



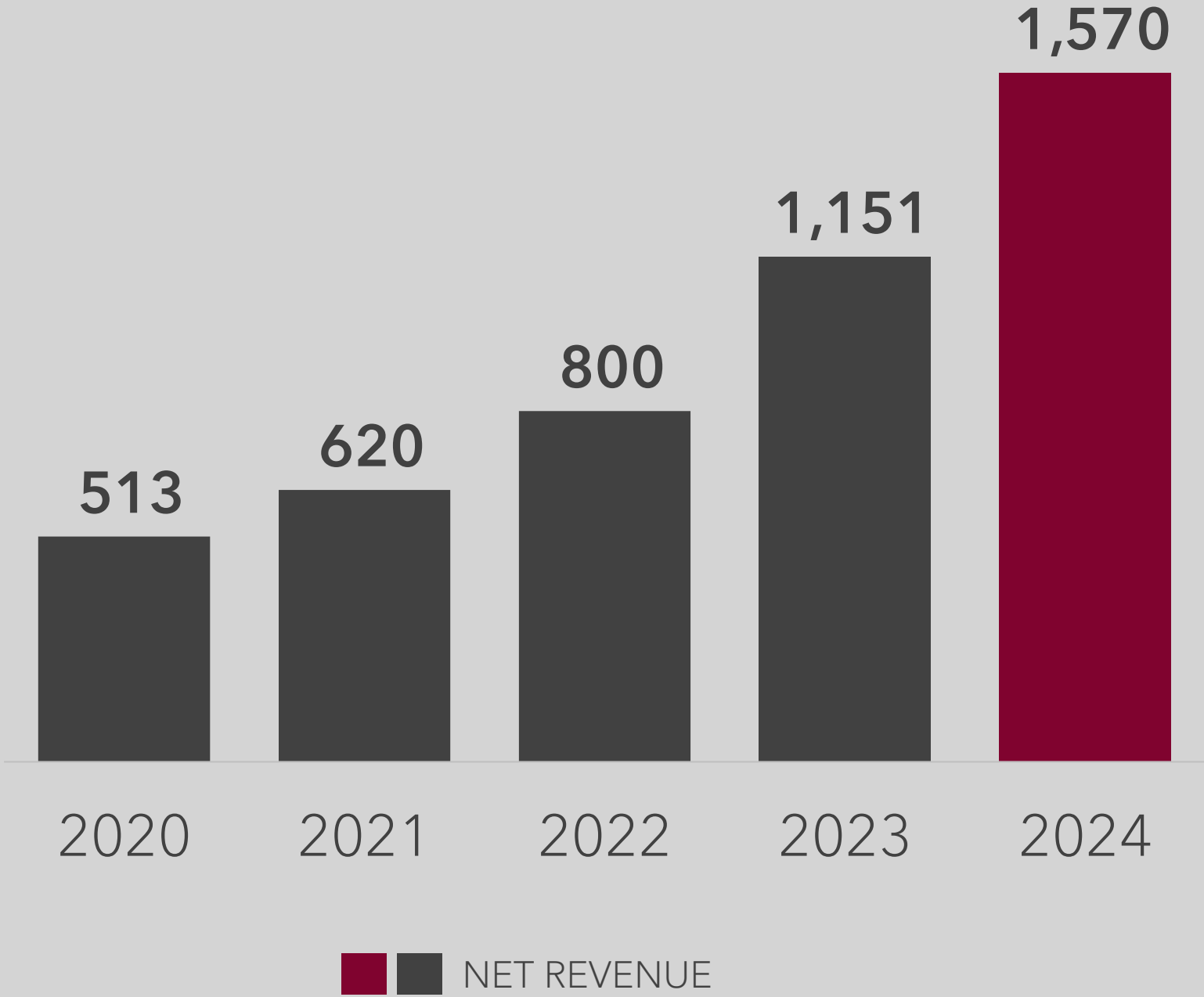


NET REVENUE

(R\$ MN)



NET REVENUE EVOLUTION



R\$ **368** MN

NET REVENUE 4Q24

R\$ **1.6** BN

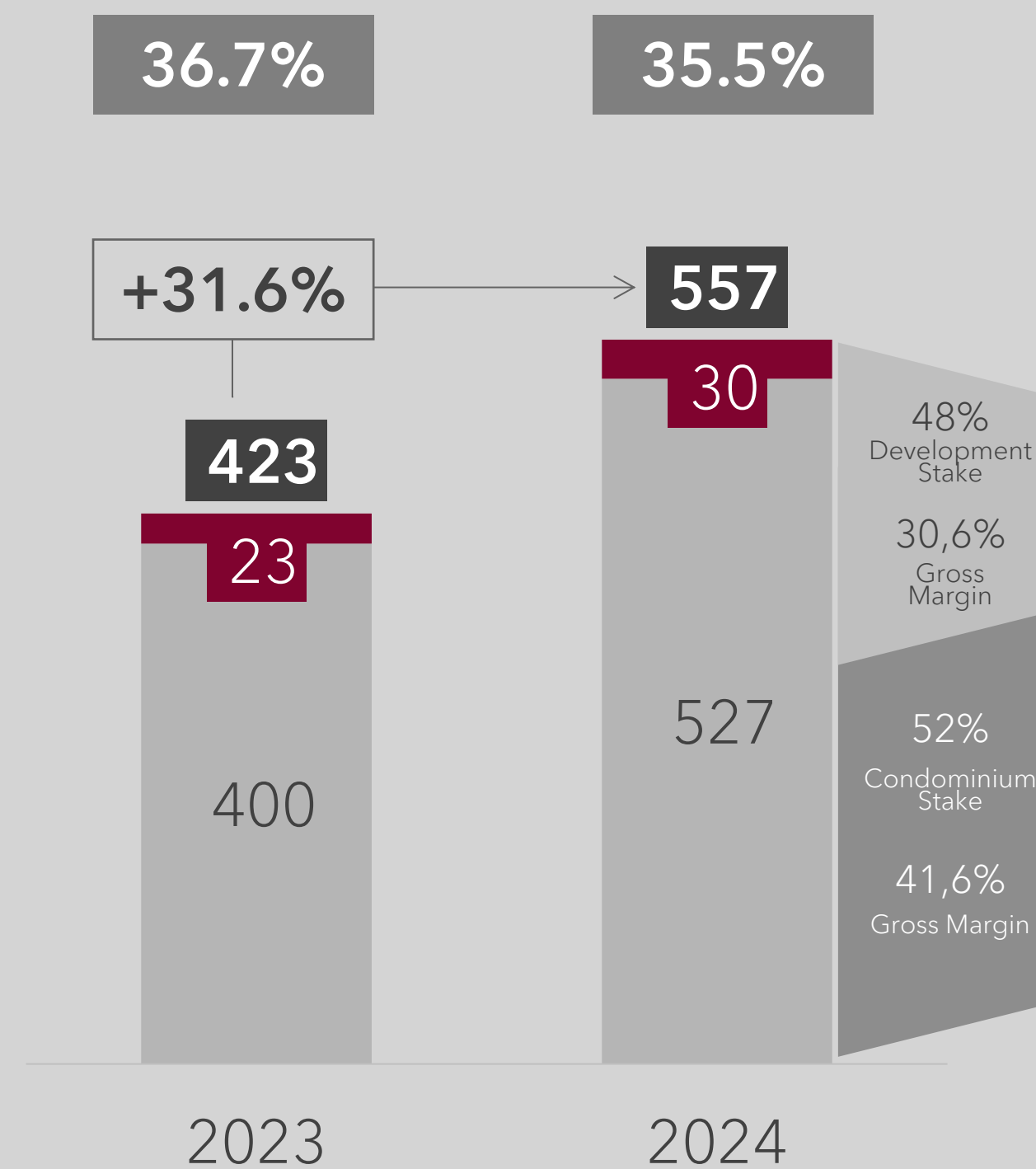
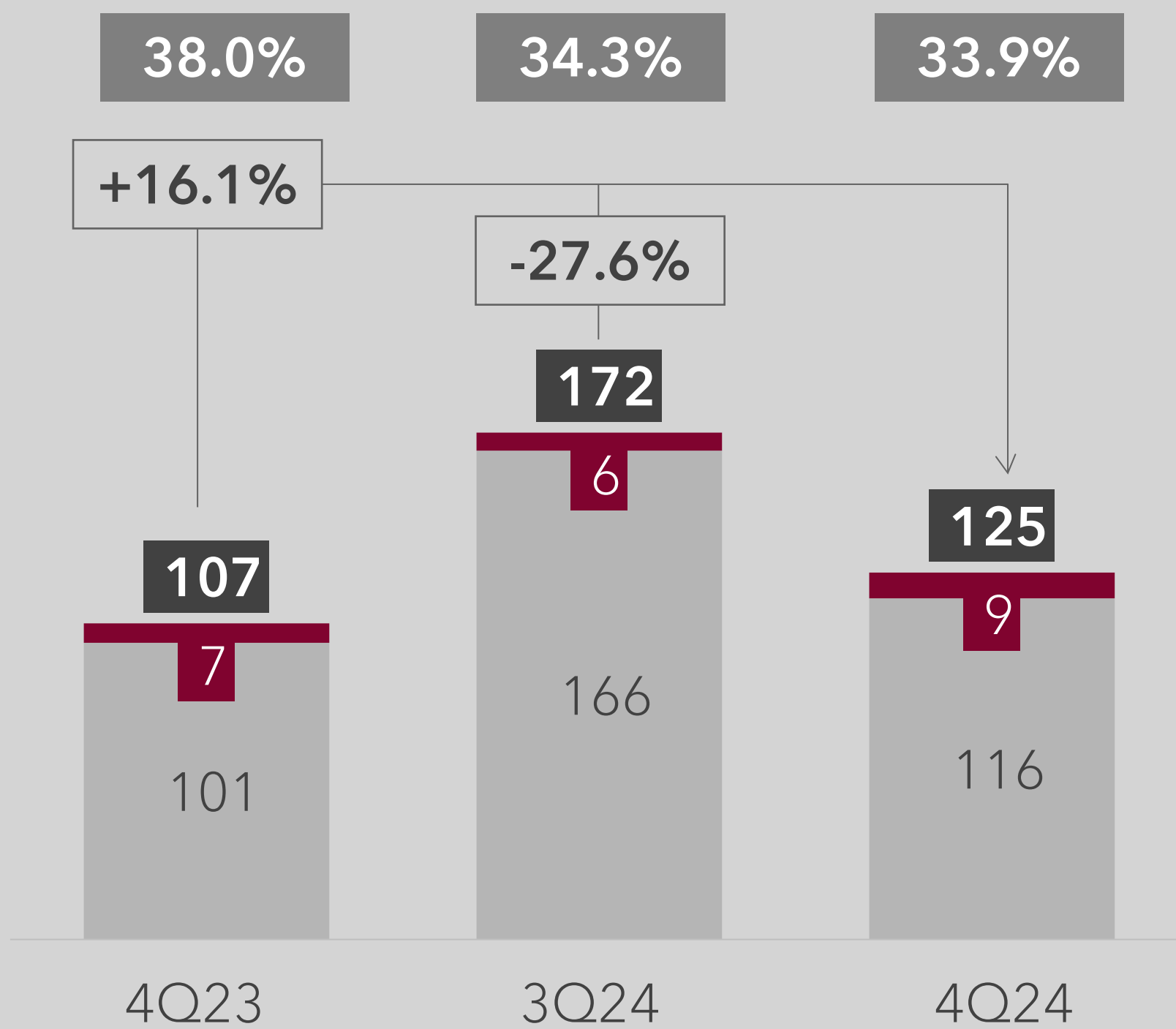
NET REVENUE 2024

+36.4%

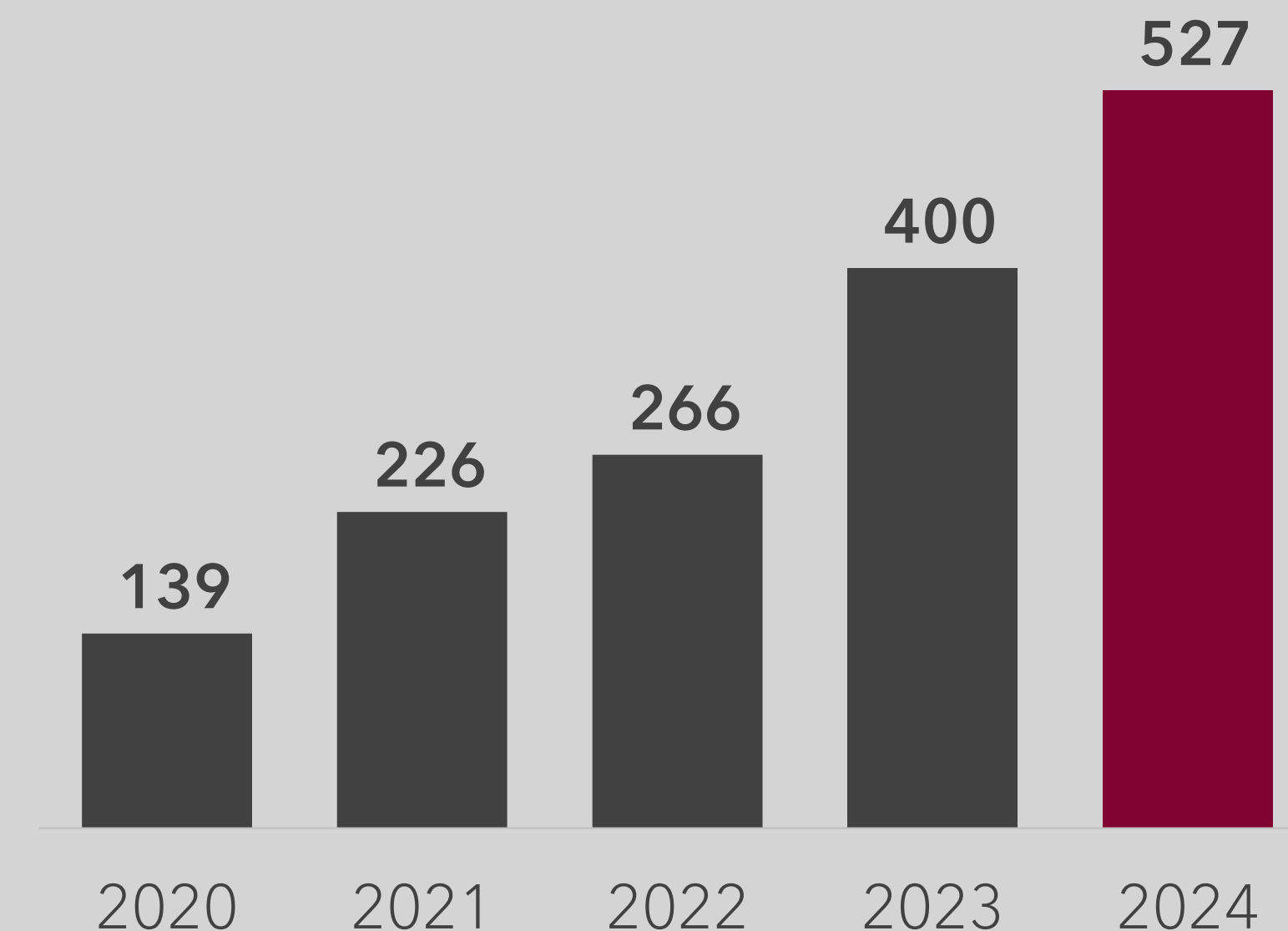
COMPARED TO 2023

GROSS PROFIT

(R\$ MN, %)



GROSS PROFIT EVOLUTION



R\$ **125** MN
ADJUSTED¹ GROSS PROFIT 4T24

R\$ **557** MN
ADJUSTED¹ GROSS PROFIT 2024

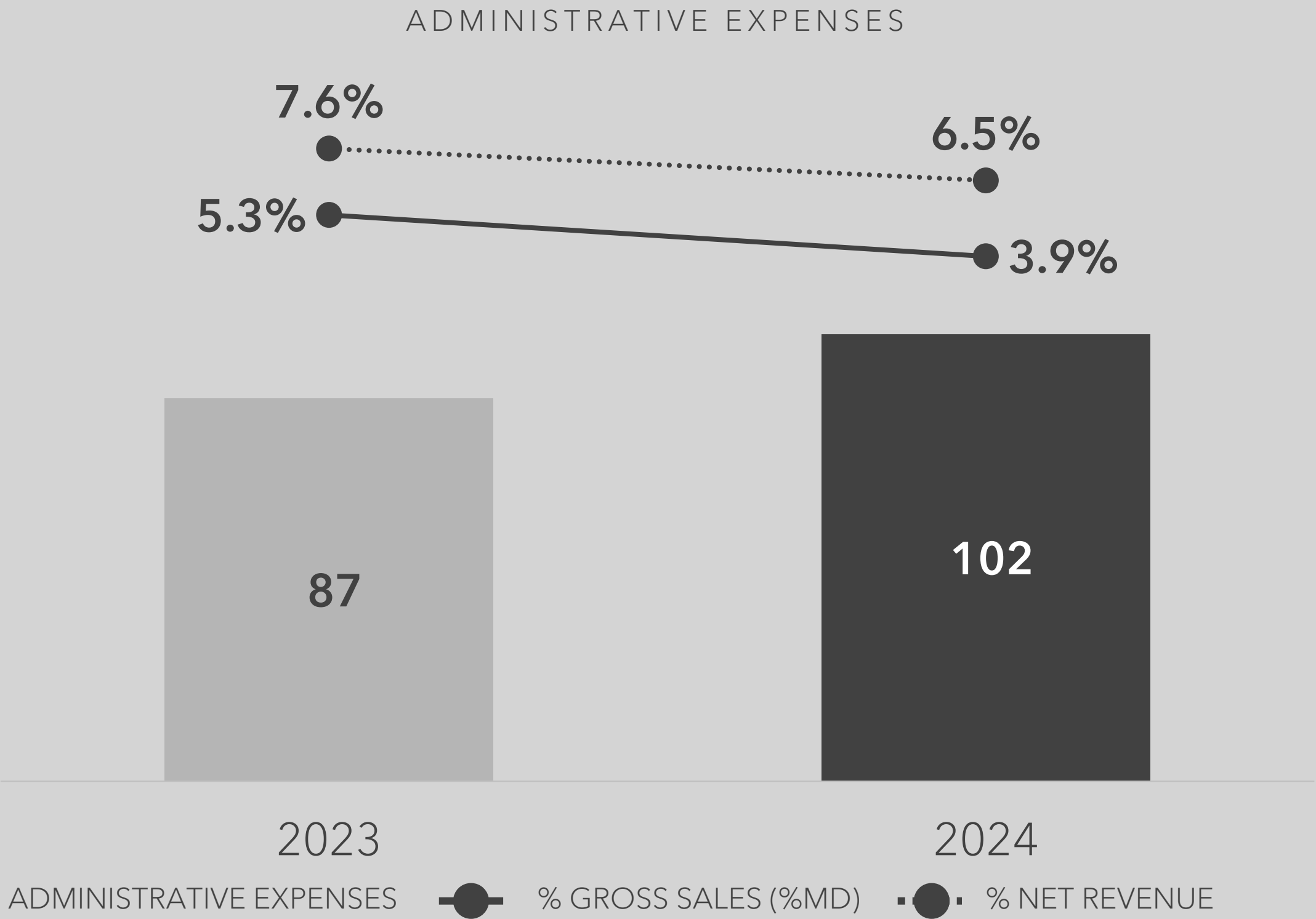
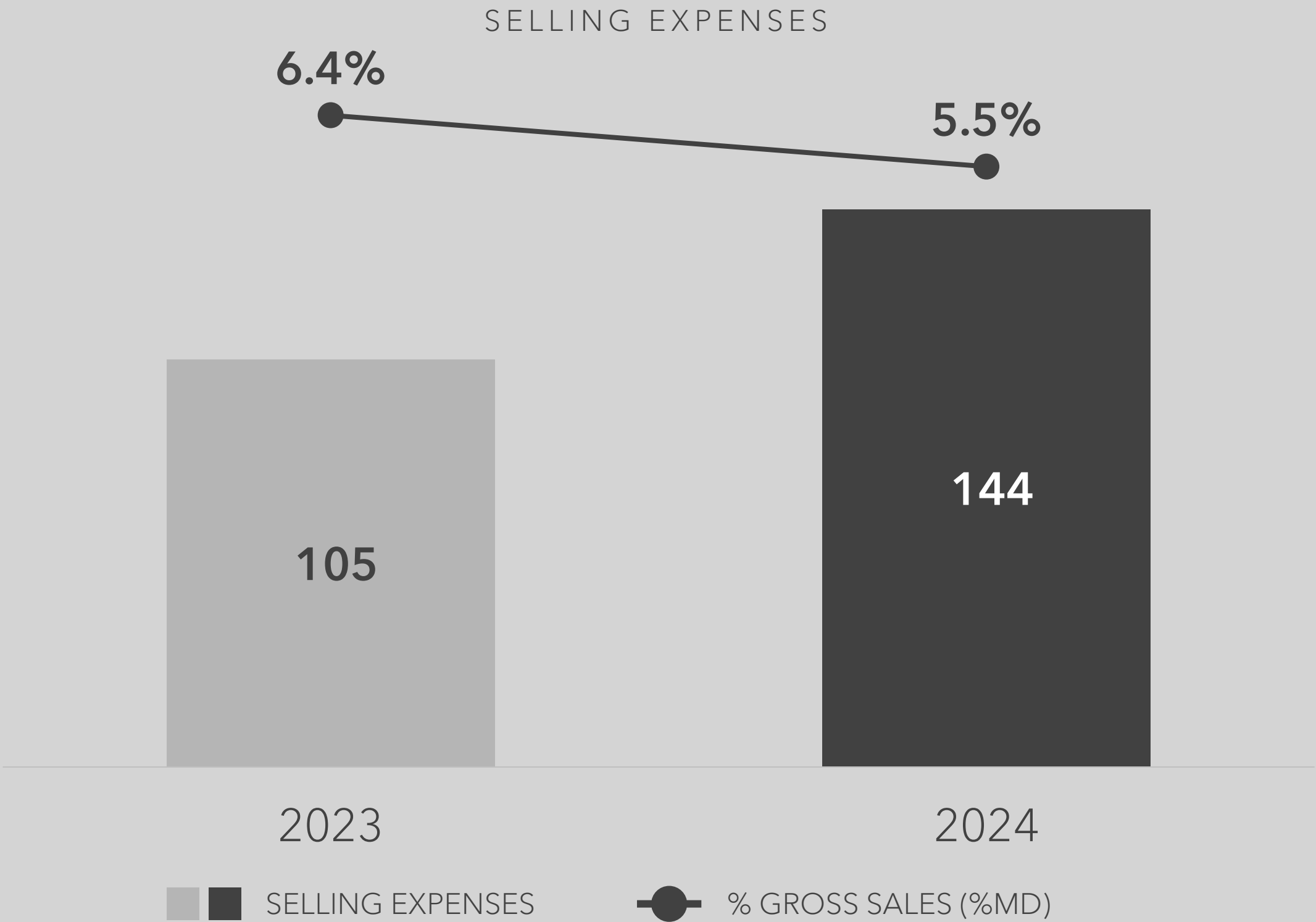
+31.6%
COMPARED TO 2023

¹ADJUSTED FOR COST-CAPITALIZED FINANCIAL EXPENSES



SG&A

(R\$ MN, %)



5.5%

SELLING EXPENSES OVER
GROSS SALES 2024

6.5%

ADMINISTRATIVE EXPENSES OVER
NET REVENUE 2024

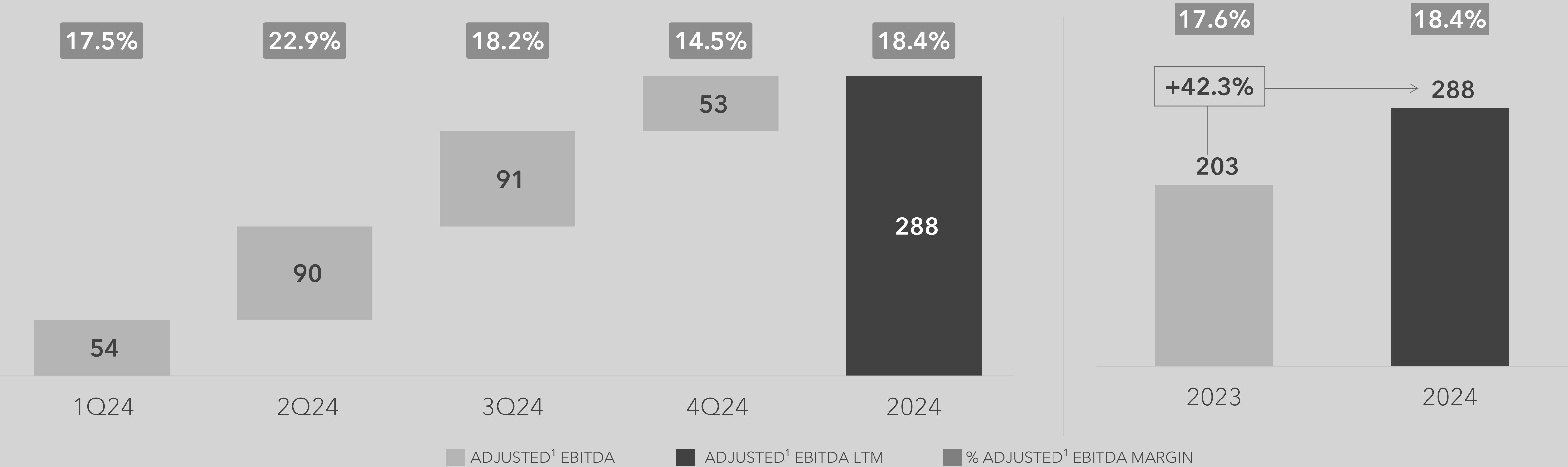
3.9%

ADMINISTRATIVE EXPENSES OVER
GROSS SALES 2024



ADJUSTED EBITDA

(R\$ MN, %)



R\$ **288** MN

ADJUSTED¹ EBITDA 2024

18.4%

ADJUSTED¹ EBITDA MARGIN 2024

+42.3%

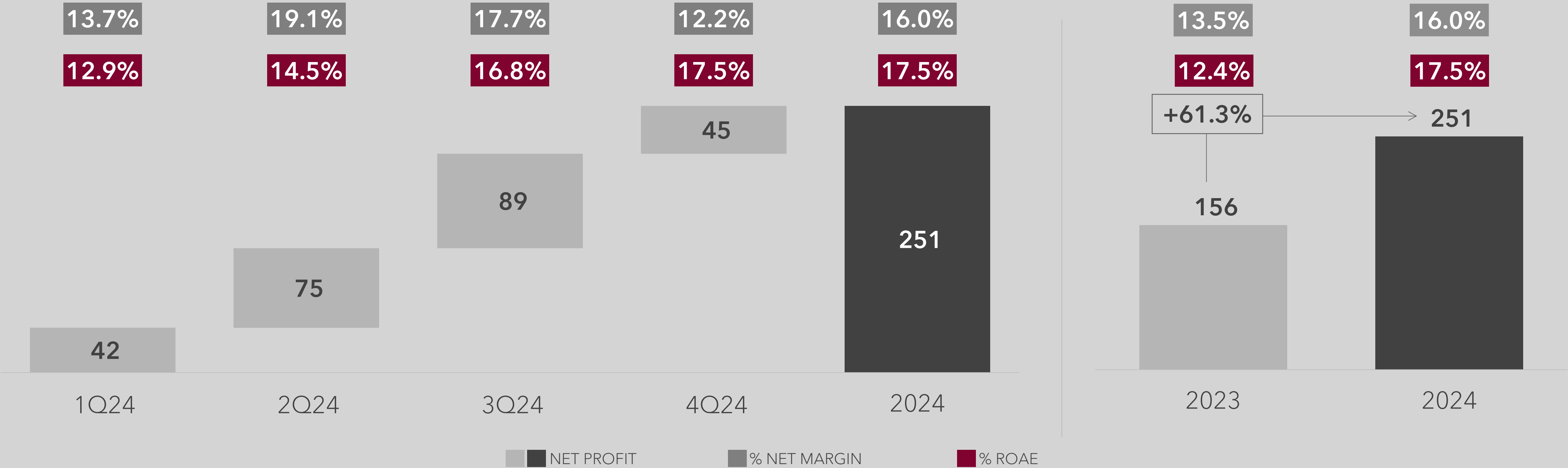
COMPARED TO 2023

¹ADJUSTED BY FINANCIAL EXPENSES CAPITALIZED TO COST AND NON-RECURRING ITEMS



NET PROFIT

(R\$ MN, %)



R\$ **251** MN

NET PROFIT 2024
MARGIN OF 16,0%

+61.3%

COMPARED TO 2023

17.5%

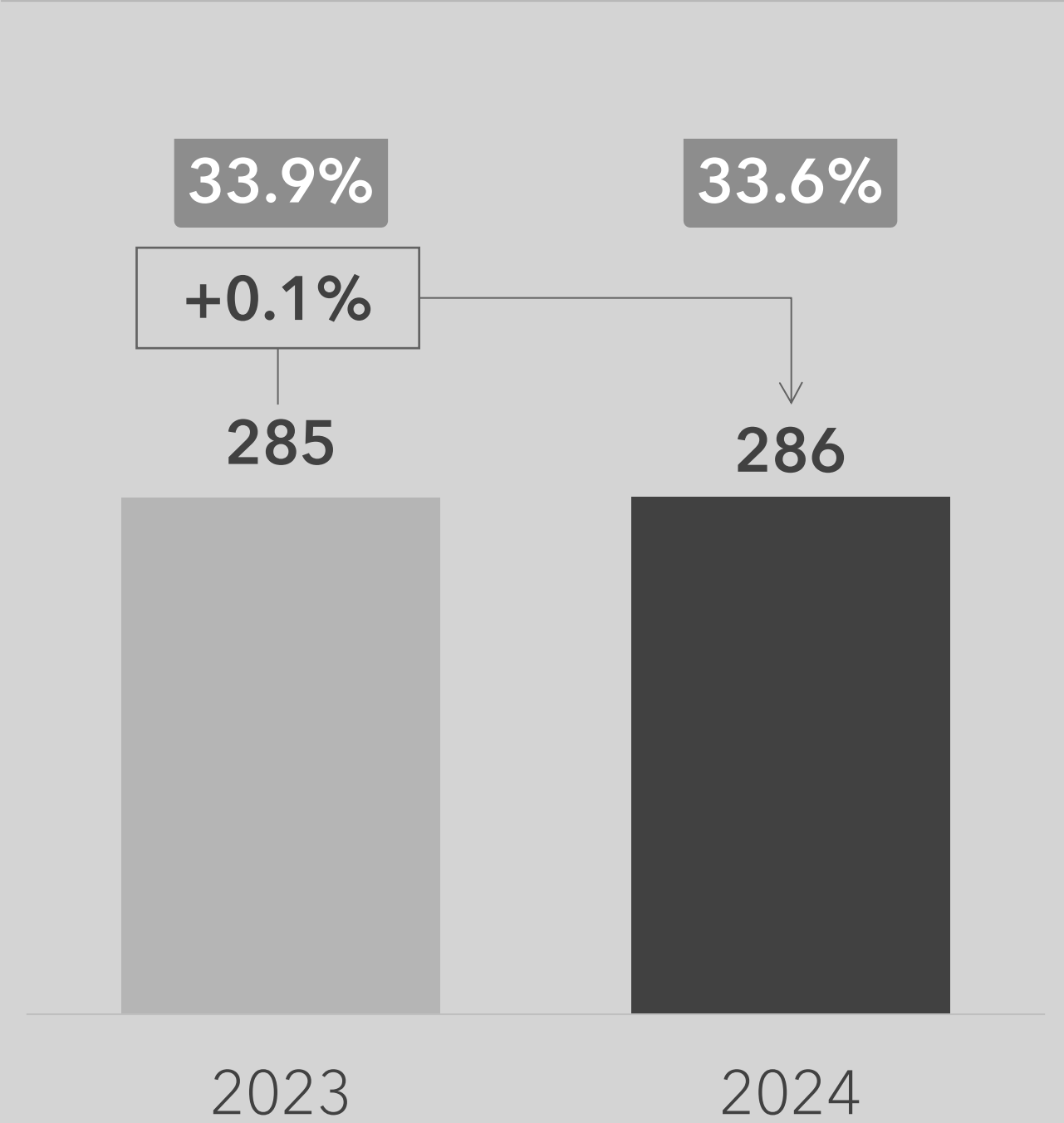
ROAE 2024



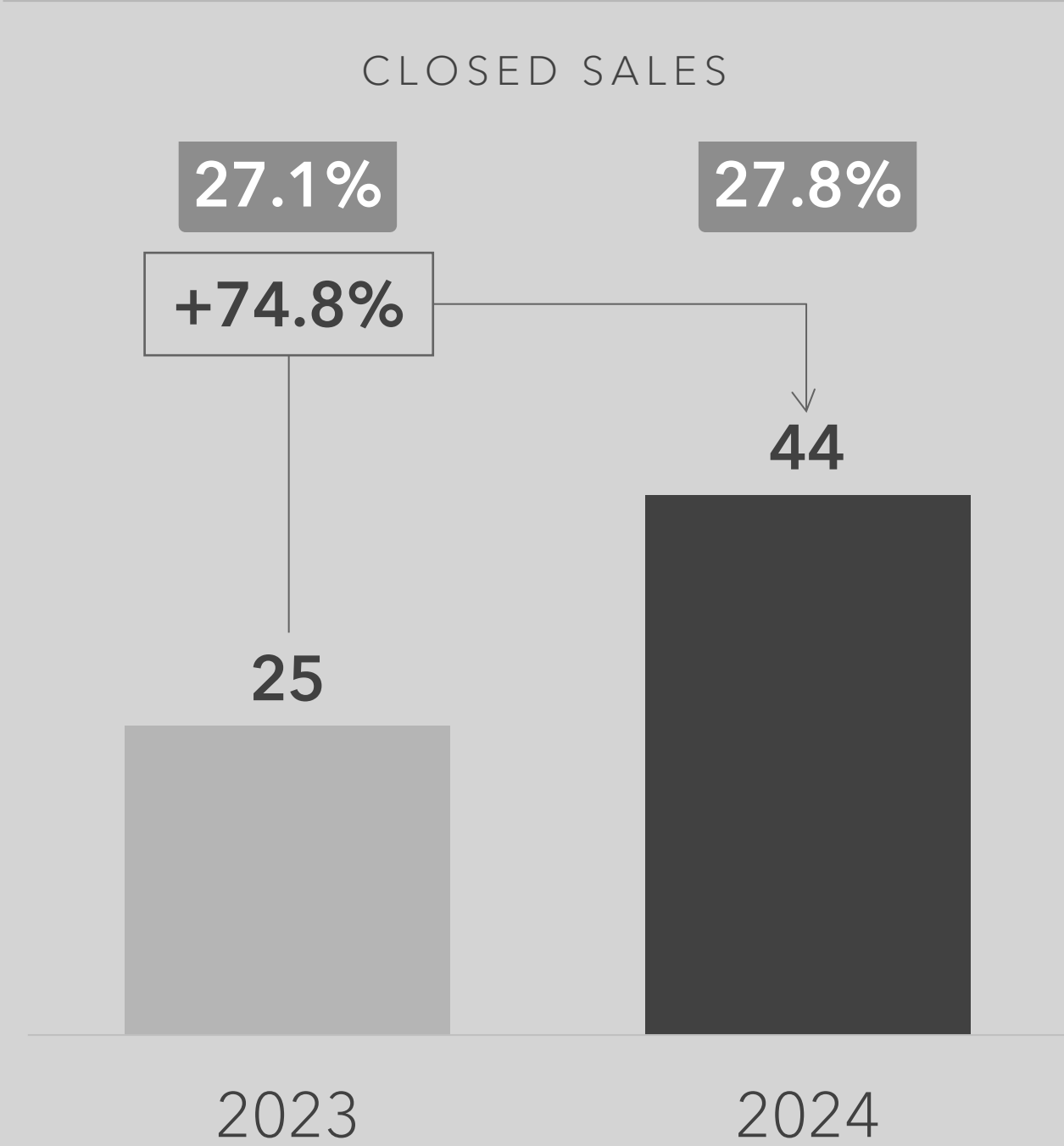
RESULTS TO BE RECOGNIZED

(R\$ MN, %)

DEVELOPMENT



CONDOMINIUM



MANAGEMENT FEE



R\$ **286** MN

DEVELOPMENT RESULT TO BE RECOGNIZED

+74.8%

CLOSED SALES TO BE RECOGNIZED COMPARED TO 2023

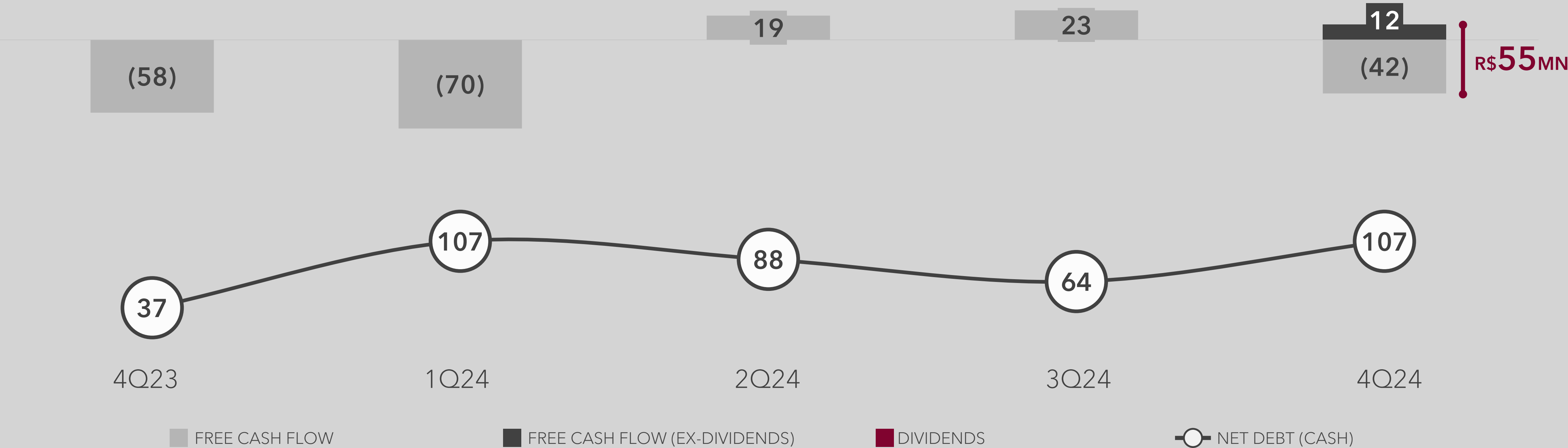
+19.1%

MANAGEMENT FEE TO BE RECOGNIZED COMPARED TO 2023



FREE CASH FLOW AND NET DEBT

(R\$ MM)



R\$ 55.0MN

DIVIDENDS DISTRIBUTED

R\$ 12.2MN

POSITIVE FREE CASH FLOW
(EX-DIVIDENDS) 4Q24

7.0%

NET DEBT
TO EQUITY



ZOOM TRANSMISSION

FOR QUESTIONS, USE THE Q&A TOOL



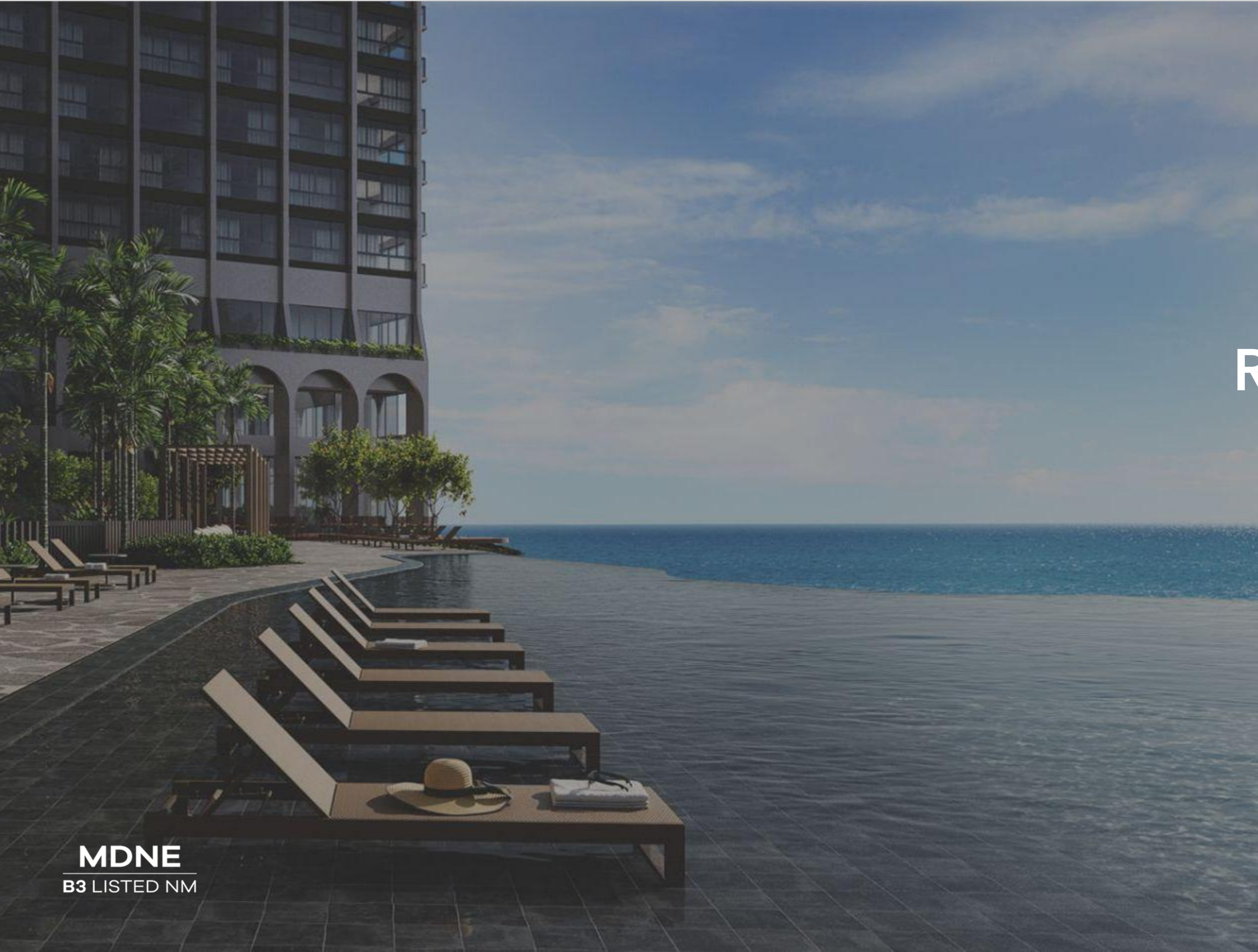
Chat



Q&A



Interpretation



INVESTOR RELATIONS



4240.7700

0800 025 7700

ri@mouradubeux.com.br

ri.mouradubeux.com.br

MDNE
B3 LISTED NM

