

**São José do Rio Preto, October 14, 2019:** RNI Negócios Imobiliários (B3: RDNI3) announces its preliminary unaudited operating results for the third quarter of 2019.

## HIGHLIGHTS

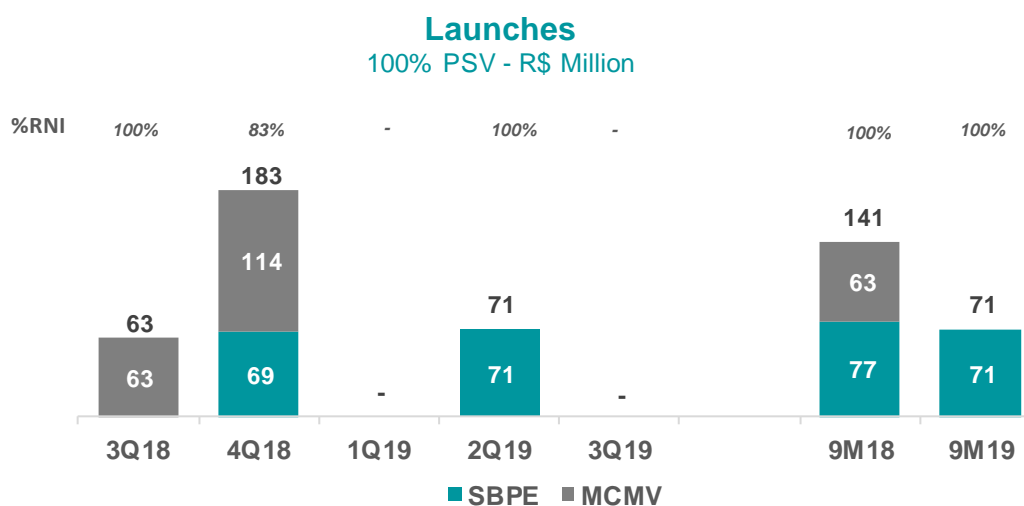
- **Net sales** advanced 30% vs. last year;
- **Monthly average cancellations** fell to lowest level since 2007;
- **Inventory turnover ratio (VSO)** of 29% in 9M19, up 5 p.p. from 9M18;
- **Drawdown in inventory of finished units;**
- **Landbank** of R\$4.2 billion, with 56% allocated to MCMV projects.

## LAUNCHES

Last weekend, RNI launched Moradas Clube, a 100% MCMV project located in Ourinhos, SP, which will have 404 units and potential sales value (PSV) of R\$63.0 million (RNI's share). This product, which is the first to be launched under the My Home, My Life (MCMV) program in 2019, is aligned with the company's strategic guidelines.

Ourinhos is the first project in the launch pipeline for 4Q19. The company believes that launch volume in the year to September has lagged expectations because of the slower pace of approvals. However, most difficulties have already been overcome, with the new projects now expected to be launched during the last quarter of the year.

The next launches in RNI's pipeline are located in the cities of São José do Rio Preto and Ribeirão Preto in São Paulo, Rondonópolis and Cuiabá in Mato Grosso, and Palhoça in Santa Catarina.

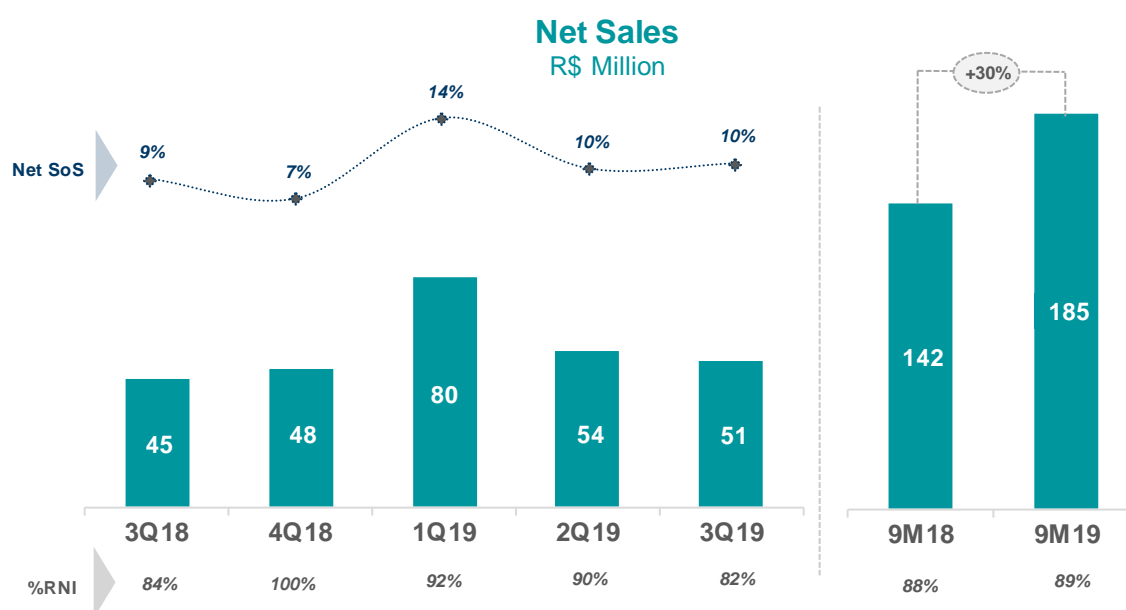


Launches	3Q19	2Q19	Q/Q (%)	3Q18	Y/Y (%)	9M19	9M18	Y/Y (%)
<b>PSV 100% - R\$ Million</b>	-	<b>71.0</b>	<b>n.a.</b>	<b>63.3</b>	<b>n.a.</b>	<b>71.0</b>	<b>140.8</b>	<b>-50%</b>
MCMV	-	-	n.a.	63.3	n.a.	-	63.3	n.a.
SBPE	-	71.0	n.a.	-	n.a.	71.0	77.4	-8%
<b>PSV %RNI - R\$ Million</b>	-	<b>71.0</b>	<b>n.a.</b>	<b>63.2</b>	<b>n.a.</b>	<b>71.0</b>	<b>140.7</b>	<b>-50%</b>
MCMV	-	-	n.a.	63.2	n.a.	-	63.2	n.a.
SBPE	-	71.0	n.a.	-	n.a.	71.0	77.4	-8%
<b>Units (un.)</b>	-	<b>220</b>	<b>n.a.</b>	<b>320</b>	<b>n.a.</b>	<b>220</b>	<b>502</b>	<b>-56%</b>
MCMV	-	-	n.a.	320	n.a.	-	320	n.a.
SBPE	-	220	n.a.	-	n.a.	220	182	21%
<b>Average Ticket (R\$000)</b>	-	-	<b>0%</b>	-	<b>0%</b>	-	-	<b>0%</b>
MCMV	-	-	n.a.	197.8	n.a.	-	197.8	n.a.
SBPE	-	322.6	n.a.	-	n.a.	322.6	425.5	-24%

## CONTRACTED SALES

Net sales ended the quarter at R\$51 million, advancing 14% compared to 3Q18. In comparison with the prior quarter, despite the 6% decline, the pace of sales remained solid, as also did the inventory turnover ratio (VSO), given the lack of new launches in the period.

In the year to date, net sales amounted to R\$185 million, representing growth of 30% on the prior-year period, with the sharp drop in cancellations supporting the recovery in RNI's operations. In 2019, average monthly cancellations stood at R\$5.6 million, the lowest level since 2007.



Sales R\$ Million	3Q19	2Q19	Q/Q (%)	3Q18	Y/Y (%)	9M19	9M18	Y/Y (%)
<b>Gross Sales - 100%</b>	<b>73.4</b>	<b>73.3</b>	<b>0%</b>	<b>75.5</b>	<b>-3%</b>	<b>252.7</b>	<b>243.1</b>	<b>4%</b>
MCMV	15.5	15.8	-2%	17.4	-10%	50.6	23.6	114%
SBPE	48.0	46.2	4%	45.0	7%	168.2	176.3	-5%
Subdivision	9.8	11.4	-14%	13.1	-25%	33.9	43.1	-21%
<b>Cancellations - 100%</b>	<b>22.3</b>	<b>19.2</b>	<b>16%</b>	<b>30.7</b>	<b>-27%</b>	<b>67.7</b>	<b>100.6</b>	<b>-33%</b>
MCMV	1.2	1.2	-1%	2.3	-47%	3.8	4.7	-20%
SBPE	10.6	8.4	26%	17.1	-38%	31.7	58.6	-46%
Subdivision	10.6	9.6	10%	11.2	-6%	32.2	37.3	-14%
<b>Net Sales - 100%</b>	<b>51.0</b>	<b>54.1</b>	<b>-6%</b>	<b>44.8</b>	<b>14%</b>	<b>185.0</b>	<b>142.6</b>	<b>30%</b>
MCMV	14.3	14.6	-2%	15.1	-5%	46.8	18.9	147%
SBPE	37.4	37.8	-1%	27.9	34%	136.5	117.8	16%
Subdivision	(0.7)	1.8	n.a.	1.8	n.a.	1.7	5.9	-71%
<b>By Product</b>	<b>51.0</b>	<b>54.1</b>	<b>-6%</b>	<b>44.7</b>	<b>14%</b>	<b>185.0</b>	<b>142.5</b>	<b>30%</b>
Inventory	51.0	49.2	4%	30.3	68%	180.1	113.6	59%
Launches	-	4.9	n.a.	14.4	n.a.	4.9	28.9	-83%
<b>SoS Net Sales %</b>	<b>10%</b>	<b>10%</b>	<b>0 p.p.</b>	<b>9%</b>	<b>1 p.p.</b>	<b>29%</b>	<b>24%</b>	<b>5 p.p.</b>

\*Sales of products launched in the same period.

## INVENTORY\*

On September 30, 2019, the total potential sales value (PSV) of our inventory at market value stood at R\$449 million, represented by 1,954 units.

Given the lack of launches in the quarter, all sales volume translated into inventory drawdown. Note that the inventory of finished units now represents 24% of the total inventory, down 2 p.p. from the previous period.

Inventory	Units	%	100% R\$MM	%	%RNI R\$MM	%
<b>Launch Date</b>	<b>1,954</b>	<b>100%</b>	<b>449.2</b>	<b>100%</b>	<b>387.7</b>	<b>100%</b>
Until 2017	937	48%	237.9	53%	198.8	51%
2018 Onward	1,017	52%	211.2	47%	188.9	49%
<b>Status</b>	<b>1,954</b>	<b>100%</b>	<b>449.2</b>	<b>100%</b>	<b>387.7</b>	<b>100%</b>
Projects Delivered	274	14%	107.5	24%	91.5	24%
Unders Construction	1,680	86%	341.6	76%	296.2	76%

Inventory PSV 100%	2Q19			3Q19		
	Units	R\$MM	%	Units	R\$MM	%
<b>Product</b>	<b>2,128</b>	<b>497.6</b>	<b>100%</b>	<b>1,954</b>	<b>449.2</b>	<b>100%</b>
MCMV	824	122.4	25%	733	110.1	25%
SBPE	803	316.1	64%	722	280.1	62%
Subdivision	501	59.1	12%	499	59.0	13%

Inventory	Units	%	100% R\$MM	%	%RNI R\$MM	%
<b>State</b>	<b>1,954</b>	<b>100%</b>	<b>449.2</b>	<b>100%</b>	<b>387.7</b>	<b>100%</b>
BA	279	14%	41.3	9%	41.2	11%
CE	349	18%	49.2	11%	27.1	7%
GO	419	21%	46.0	10%	23.0	6%
MG	3	0%	0.4	0%	0.4	0%
MT	355	18%	117.2	26%	117.1	30%
RJ	1	0%	0.4	0%	0.2	0%
RS	11	1%	2.8	1%	2.8	1%
SP	537	27%	191.9	43%	175.8	45%

\*Inventory net of commissions

## PROJECTS DELIVERED

No projects were delivered this quarter. Although a subdivision project is expected to be delivered by end-2019, the delivery of finished units will be concentrated in the second half of 2020 and especially in 2021.

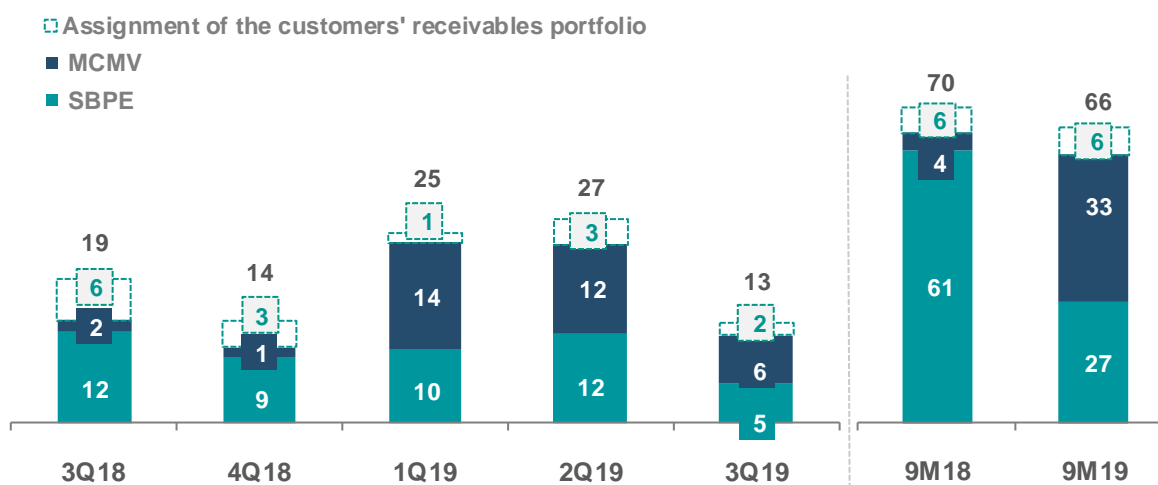
Projects Delivered	3Q19	2Q19	Q/Q (%)	3Q18	Y/Y (%)	9M19	9M18	Y/Y (%)
<b>PSV 100% (R\$ Million)</b>	-	<b>107.1</b>	<i>n.a.</i>	<b>49.1</b>	<i>n.a.</i>	<b>107.1</b>	<b>306.0</b>	<b>-65%</b>
MCMV	-	-	<i>n.a.</i>	-	<i>n.a.</i>	-	-	<i>n.a.</i>
SBPE	-	81.9	<i>n.a.</i>	-	<i>n.a.</i>	81.9	256.9	<b>-68%</b>
Subdivision	-	25.2	<i>n.a.</i>	49.1	<i>n.a.</i>	25.2	49.1	<b>-49%</b>
<b>Units (un.)</b>	-	<b>624</b>	<i>n.a.</i>	<b>235</b>	<i>n.a.</i>	<b>624</b>	<b>834</b>	<b>-25%</b>
MCMV	-	-	<i>n.a.</i>	-	<i>n.a.</i>	-	-	<i>n.a.</i>
SBPE	-	283.0	<i>n.a.</i>	-	<i>n.a.</i>	283.0	599.0	<b>-53%</b>
Subdivision	-	341.0	<i>n.a.</i>	235	<i>n.a.</i>	341.0	235.0	<b>45%</b>

## TRANSFER TO BANKS OF CLIENT BALANCES / OFF-PLAN PROPERTIES

Transfers of client balances and off-plan properties amounted to R\$13 million in 3Q19. This year, these transfers already amount to R\$66 million, driven by the transfer of units sold under the MCMV program.

### Individual Mortgages

100% PSV - R\$ Million



Transfers	3Q19	2Q19	Q/Q (%)	3Q18	Y/Y (%)	9M19	9M18	Y/Y (%)
<b>R\$ Million</b>	<b>13.3</b>	<b>27.1</b>	<b>-51%</b>	<b>19.3</b>	<b>-31%</b>	<b>65.8</b>	<b>70.1</b>	<b>-6%</b>
Assignment of Receivables	1.6	3.3	-53%	5.5	-71%	6.2	5.5	11%
MCMV Off Plan	6.5	11.8	-45%	1.6	301%	32.7	3.8	751%
SBPE	5.2	12.0	-56%	12.1	-57%	27.0	60.8	-56%

## LANDBANK

On September 30, 2019, RNI's landbank stood at R\$4.2 billion, stable in relation to the end of the prior quarter.

With regard to the MCMV landbank, during the quarter, RNI acquired 3 lots at an average cost of 10% of PSV and converted a lot previously allocated to SBPE projects. These movements combined added PSV of R\$533 million. Meanwhile, in the same period, RNI canceled another 2 lots that no longer complied with geographic or strategic requirements. Lastly, MCMV projects account for 56% of the company's landbank.

Landbank	3Q19	2Q19	Q/Q (%)	3Q18	Y/Y (%)
<b>PSV 100% (R\$ Million)</b>	<b>4,160.9</b>	<b>4,135.5</b>	<b>1%</b>	<b>3,973.4</b>	<b>5%</b>
MCMV	2,347.4	2,076.0	13%	1,267.6	85%
SBPE	1,441.1	1,686.9	-15%	2,294.7	-37%
Subdivision	372.5	372.5	0%	411.1	-9%
<b>Units (un.)</b>	<b>19,596</b>	<b>19,610</b>	<b>0%</b>	<b>16,599</b>	<b>18%</b>
MCMV	14,415	13,775	5%	8,567	68%
SBPE	2,706	3,360	-19%	4,783	-43%
Subdivision	2,475	2,475	0%	3,249	-24%
<b>Average Ticket (R\$000)</b>	<b>-</b>	<b>-</b>	<b>0%</b>	<b>-</b>	<b>0%</b>
MCMV	162.8	150.7	8%	148.0	10%
SBPE	532.5	502.1	6%	479.8	11%
Subdivision	150.5	150.5	0%	126.5	19%

### Landbank breakdown

