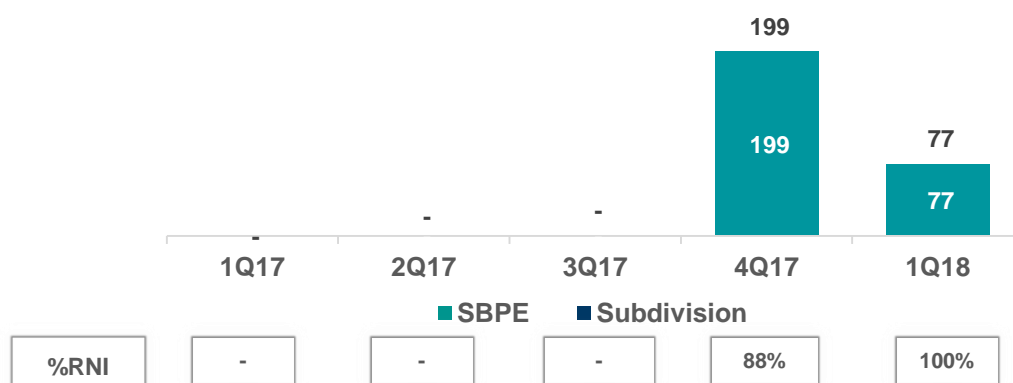


São José do Rio Preto, April 12, 2018: RNI Negócios Imobiliários (B3: RDNI3) announces its unaudited preliminary operating results for the first quarter of 2018.

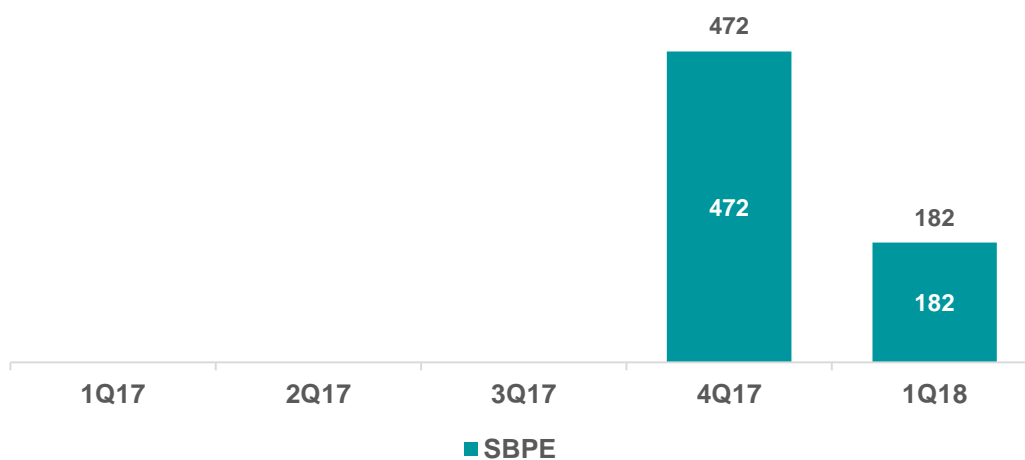
## LAUNCHES

Total potential sales value (PSV) launched stood at R\$77 million in 1Q18. Launches in the quarter consisted of a project in São Paulo, with PSV of R\$38 million, and the second phase of the project Green Club in Rondonópolis/MT, with PSV of R\$39 million.

### Launches - Total PSV (R\$MM)



### Launches - Units



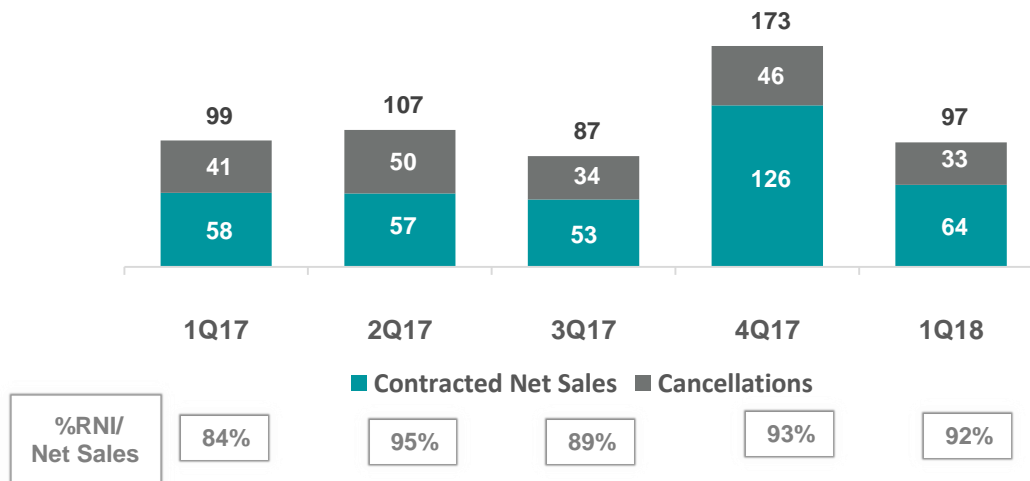
## CONTRACTED SALES

Total gross sales amounted to R\$97 million in 1Q18, in line with 1Q17. Sales of projects launched in the quarter corresponded to 15% of gross sales volume in the period.

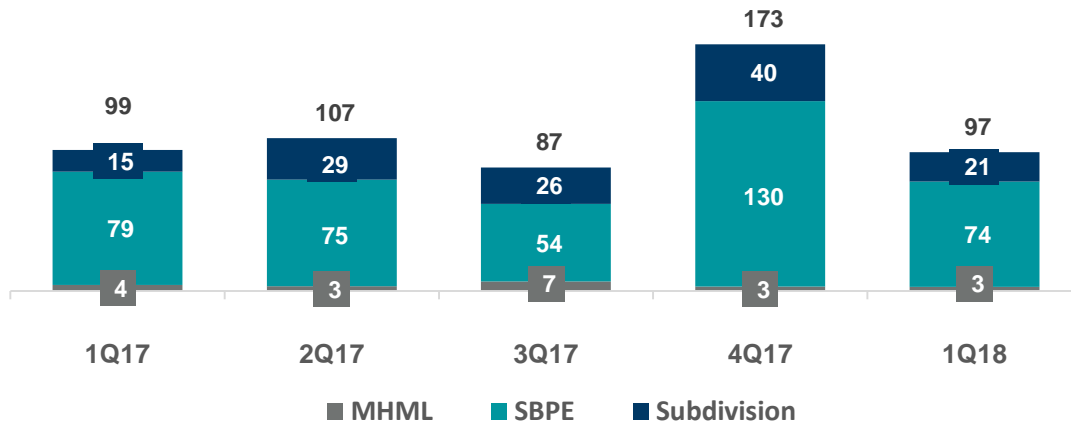
Cancellations amounted to R\$33 million in 1Q18, with 54% of these units resold in the period. Average monthly cancellations stood at R\$11 million, down from the monthly averages of R\$14 million and R\$31 million reported in 2017 and 2016, respectively.

Net sales were R\$64 million in 1Q18, up 11% on the prior-year period. The highlight was the project Green Club in Rondonópolis/MT, which accounted for 20% of net sales in the quarter.

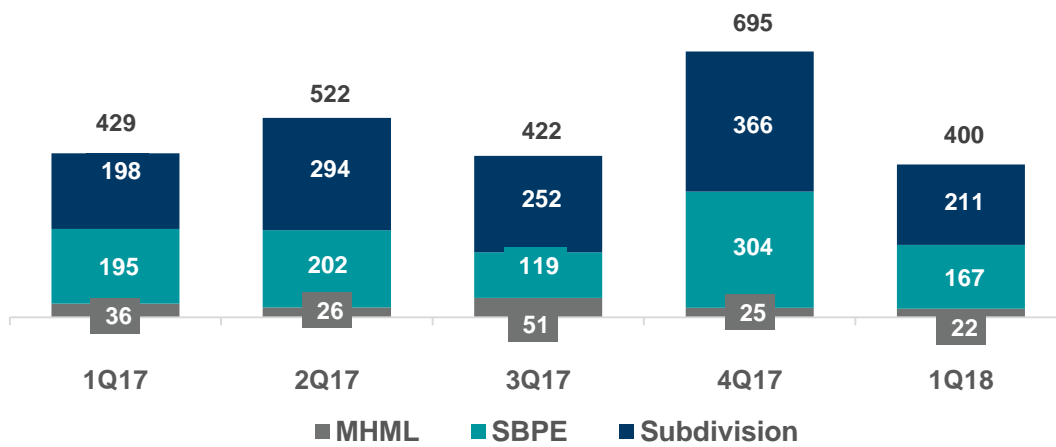
Gross Contracted Sales - Total PSV (R\$MM)



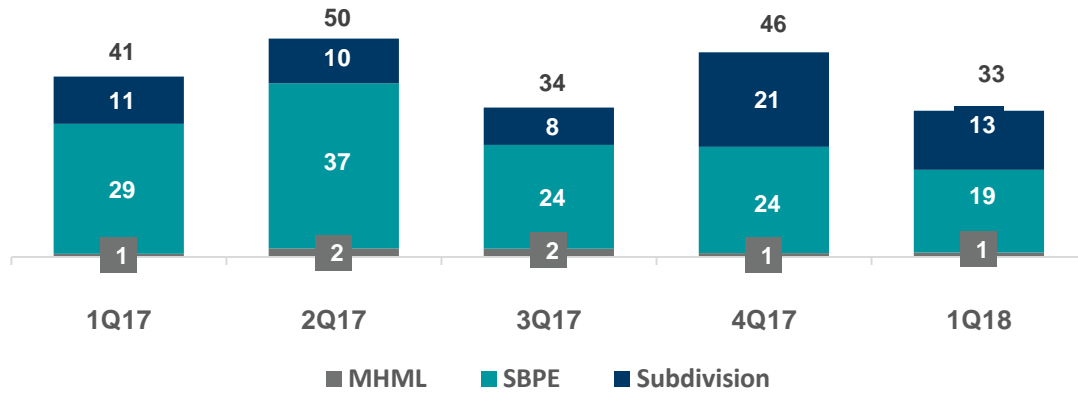
## Gross Sales Breakdown - Total PSV (R\$MM)



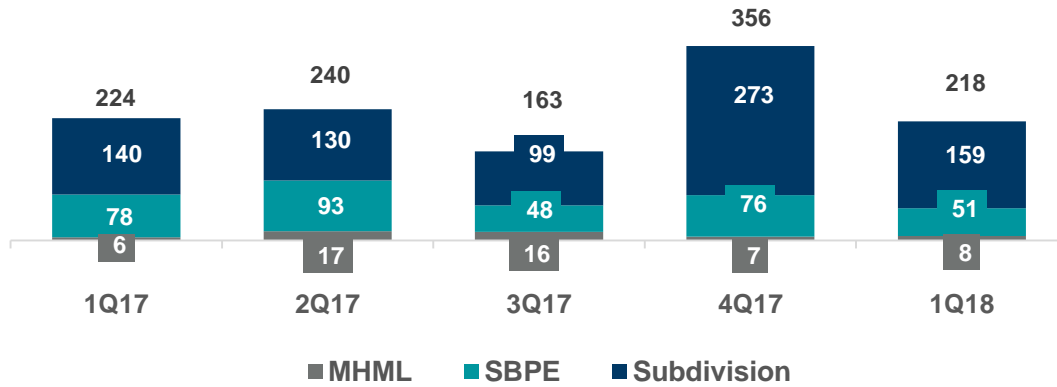
## Gross Sales Breakdown - Units



### Cancellations Breakdown - Total PSV (R\$MM)



### Cancellations Breakdown - Units



## Inventory Turnover Ratio

The consolidated inventory turnover ratio in the quarter was 12%.

SELECTED QUARTELY SALES DATA					
(R\$MM)	1Q17	2Q17	3Q17	4Q17	1Q18
Inventory at Start of Period	598	554	480	424	452
Project Launches	-	-	-	199	77
Contracted Sales	58	57	53	126	64
Sales from Same Period Launches	-	-	-	72	15
Sales from Past Period Launches	58	57	53	54	50
Inventory Turnover Ratio <sup>(1)</sup>	10%	10%	11%	20%	12%
Sales from Same Period Launches/Contracted Sales	0%	0%	0%	57%	23%
Sales from Past Period Launches/Contracted Sales	100%	100%	100%	43%	77%
Sales from Same Period Launches/Project Launches	N/A	N/A	N/A	36%	19%

<sup>(1)</sup> Inventory Turnover Ratio, calculated by: (Contracted Sales during the period)/(Market Value of Initial Inventory) + (PSV of launches in the period).

## INVENTORY\*

On March 31, 2018, the total PSV of our inventory stood at R\$463 million, represented by 1,379 units.

- The share of finished units in the Company's total inventory based on RNI's interest decreased to 19% in 1Q18, from 25% in 4Q17.

Status	Unid. em Estoque	%	VGV em Estoque (em R\$ mil)	%	VGV RNI em Estoque (em R\$ mil)	%
Concluído	233	17%	114,612	25%	73,621	19%
Em andamento	1,146	83%	348,839	75%	308,869	81%
<b>Total</b>	<b>1,379</b>	<b>100%</b>	<b>463,452</b>	<b>100%</b>	<b>382,490</b>	<b>100%</b>

Produto	Unid. em Estoque	%	VGV em Estoque (em R\$ mil)	%	VGV RNI em Estoque (em R\$ mil)	%
MCMV	33	2%	6,363	1%	6,025	2%
SBPE	847	61%	400,872	86%	342,350	90%
Loteamento	499	36%	56,216	12%	34,116	9%
<b>Total</b>	<b>1,379</b>	<b>100%</b>	<b>463,452</b>	<b>100%</b>	<b>382,490</b>	<b>100%</b>

- Due to the launches in 1Q18, the PSV of our inventory in the SBPE segment grew by 5%. Meanwhile, the PSV of our inventories of MHML and subdivision projects declined by 18% and 10%, respectively.

Product	4Q17		1Q18	
	Inventory Units	Market Value of Inventory (R\$ '000)	Inventory Units	Market Value of Inventory (R\$ '000)
MHML	45	7,784	33	6,363
SBPE	783	381,844	847	400,872
Subdivision	551	62,616	499	56,216
<b>Total</b>	<b>1,379</b>	<b>452,244</b>	<b>1,379</b>	<b>463,452</b>

- Inventory is concentrated in São Paulo state, which accounts for 66% of the total PSV.

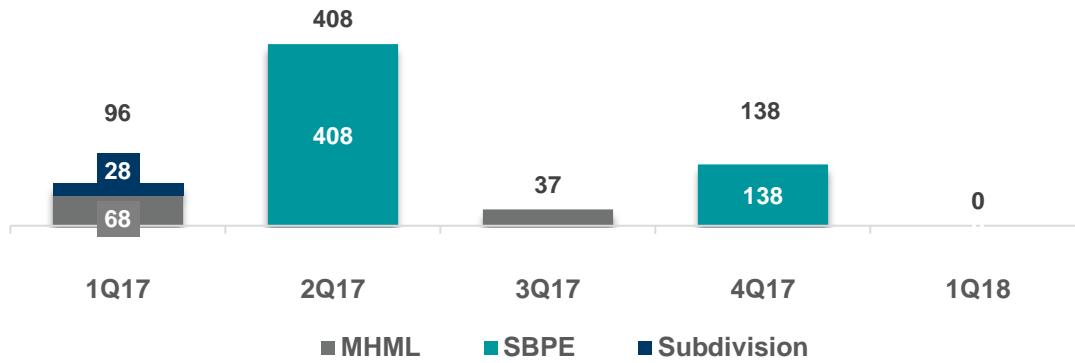
Region	Inventory Units	%	Market Value of Inventory (R\$ '000)	%	Market Value of Inventory (R\$ '000) - RNI's share	%
BA	67	5%	8,337	2%	8,328	2%
CE	14	1%	11,655	3%	11,467	3%
GO	403	29%	44,177	10%	22,088	6%
MG	5	0%	935	0%	675	0%
MT	264	19%	81,996	18%	81,914	21%
PR	2	0%	335	0%	335	0%
RJ	4	0%	3,130	1%	1,941	1%
RS	22	2%	5,100	1%	5,095	1%
SC	4	0%	642	0%	641	0%
SP	594	43%	307,145	66%	250,006	65%
<b>Total</b>	<b>1,379</b>	<b>100%</b>	<b>463,452</b>	<b>100%</b>	<b>382,490</b>	<b>100%</b>

\*Inventory net of commissions

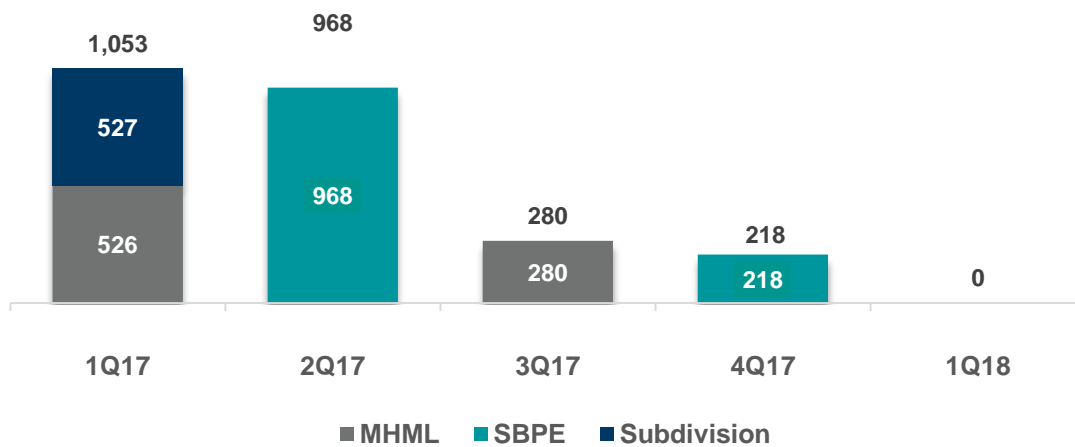
## PROJECTS DELIVERED

There were no projects delivered in 1Q18.

### Projects Delivered - Total PSV (R\$MM)



### Project Delivered - Units



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

Transfers of client balances and off-plan properties amounted to R\$22 million in 1Q18. The SBPE segment accounted for 94% of off-plan property transfers in 1Q18, which predominately consisted of transfers of units from projects delivered during 2017 and the start of transfers of projects with delivery planned for 2018, which together amounted to R\$20 million.

### Individual Mortgages (R\$MM)

- ▣ Assignment of the customers' receivables portfolio
- Transfers Off Plan (MHML)
- Transfers - Finished Units (MHML)
- Transfers - Finished Units (SBPE)

