

UNICASA

# 2016 Public Meeting



*The forward-looking statements in this document related to the business prospects, projections of operating and financial results and growth prospects of Unicasa are merely estimates and as such are based exclusively on the expectations of the Company's Management for the future of the business, and therefore are subject to known and unknown risks and uncertainties that could result in them not materializing or differing materially from expectations.*

# AGENDA

*Executive summary*

*Store Network and Sales Performance*

*Selling, General and Administrative Expenses Reconciliation*



Executive Summary	3Q15	3Q16	Δ	9M15	9M16	Δ
Gross Revenue ex-IPI	71,983	62,278	-13.5%	213,712	183,897	-14.0%
<b>Net Revenue</b>	<b>55,769</b>	<b>46,790</b>	<b>-16.1%</b>	<b>165,712</b>	<b>138,793</b>	<b>-16.2%</b>
Gross Income	25,942	19,729	-23.9%	77,017	60,382	-21.6%
<b>Gross Margin</b>	<b>46.5%</b>	<b>42.2%</b>	<b>-4.3 p.p.</b>	<b>46.5%</b>	<b>43.5%</b>	<b>-3.0 p.p.</b>
Selling and Administrative Expenses	(26,202)	(26,108)	-0.4%	(71,564)	(67,084)	-6.3%
Other Revenues and Operating Expenses	1,343	364	-72.9%	4,284	1,862	-56.5%
<b>Operating Income</b>	<b>1,083</b>	<b>(6,015)</b>	<b>-655.4%</b>	<b>9,737</b>	<b>(4,840)</b>	<b>-149.7%</b>
<b>Operating Margin</b>	<b>1.9%</b>	<b>-12.9%</b>	<b>-14.8 p.p.</b>	<b>5.9%</b>	<b>-3.5%</b>	<b>-9.4 p.p.</b>
Financial Income (Expenses) Net	2,402	2,328	-3.1%	5,706	6,228	+9.1%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>3,485</b>	<b>(3,687)</b>	<b>-205.8%</b>	<b>15,443</b>	<b>1,388</b>	<b>-91.0%</b>
<b>Net Profit</b>	<b>2,885</b>	<b>(4,293)</b>	<b>-248.8%</b>	<b>11,938</b>	<b>(143)</b>	<b>-101.2%</b>
<b>Net Margin</b>	<b>5.2%</b>	<b>-9.2%</b>	<b>-14.3 p.p.</b>	<b>7.2%</b>	<b>-0.1%</b>	<b>-7.3 p.p.</b>
EBITDA	3,775	(3,236)	-185.7%	17,719	3,447	-80.5%
<b>EBITDA Margin</b>	<b>6.8%</b>	<b>-6.9%</b>	<b>-13.7 p.p.</b>	<b>10.7%</b>	<b>2.5%</b>	<b>-8.2 p.p.</b>

R\$' 000



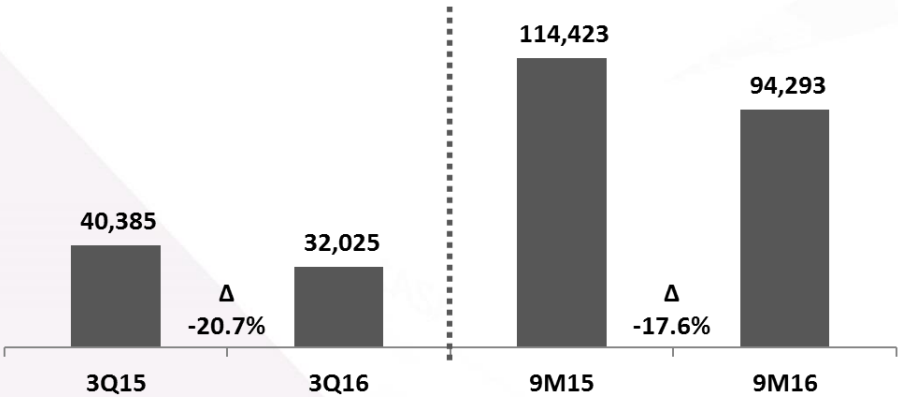
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## AGENDA

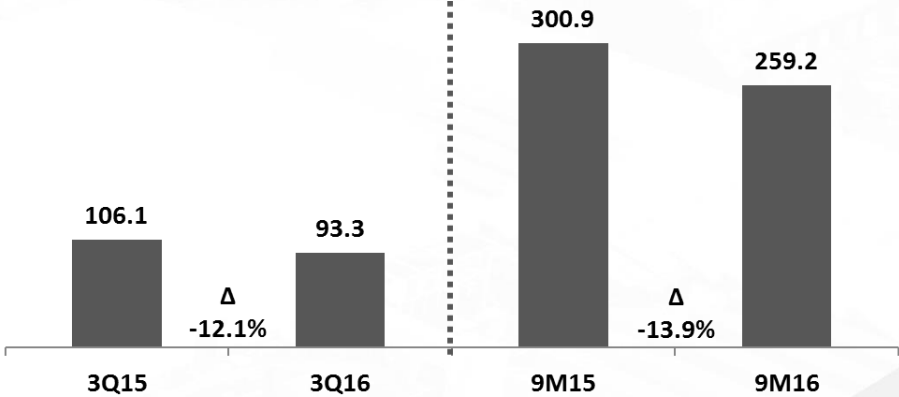
### *Store Network and Sales Performance*



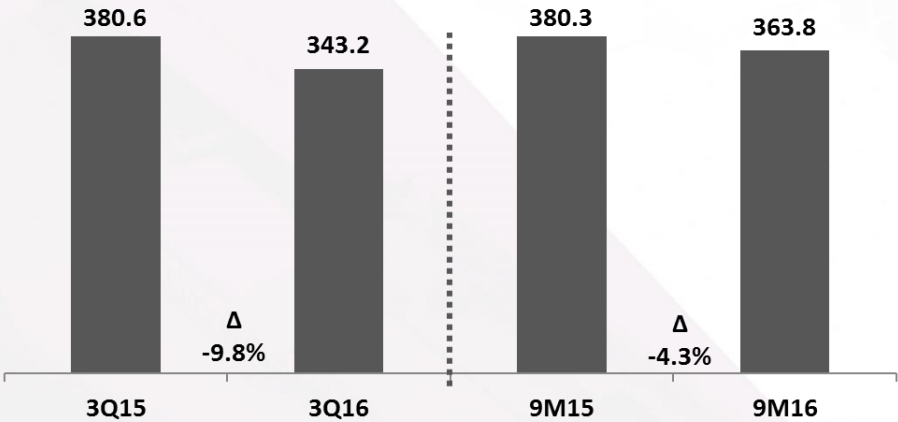
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

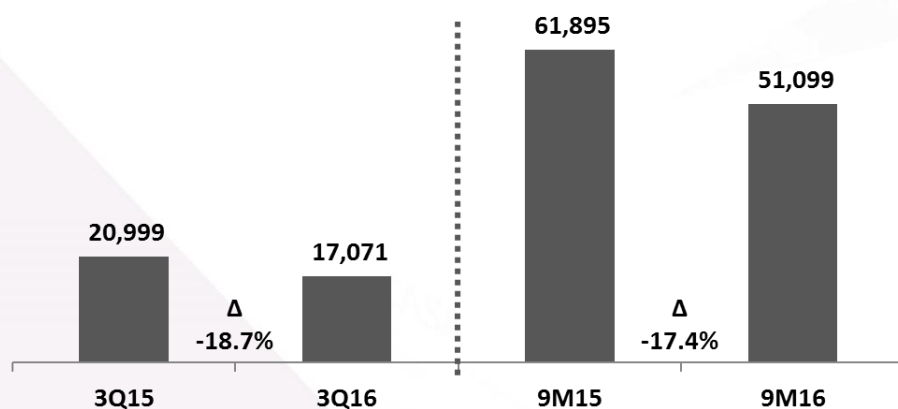


Gross Revenue ex-IPI decreased 20.7% from 3Q15.

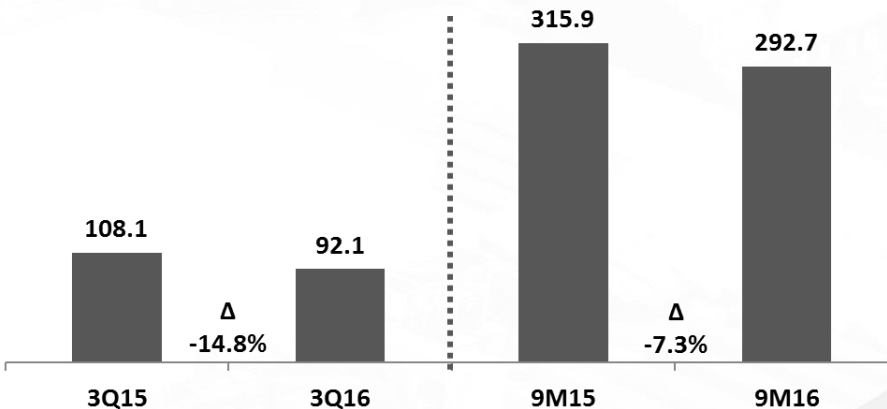
Modules Sold decreased 12.1% from 3Q15.

Average Price decreased 9.8% from 3Q15.

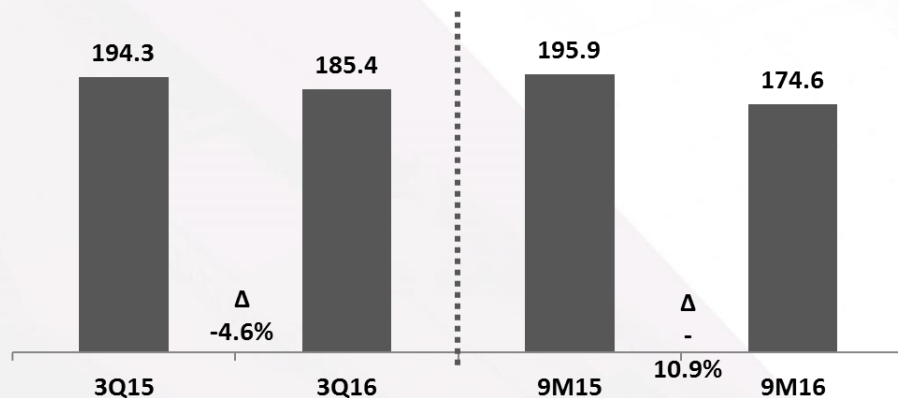
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

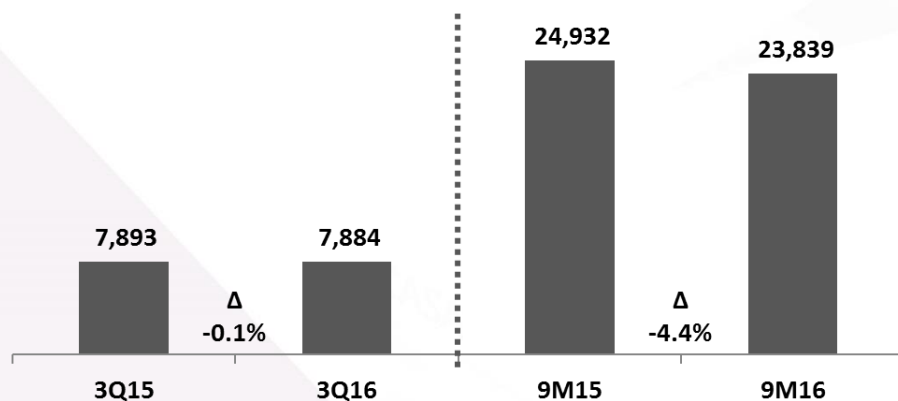


Gross Revenue ex-IPI decreased 18.7% from 3Q15.

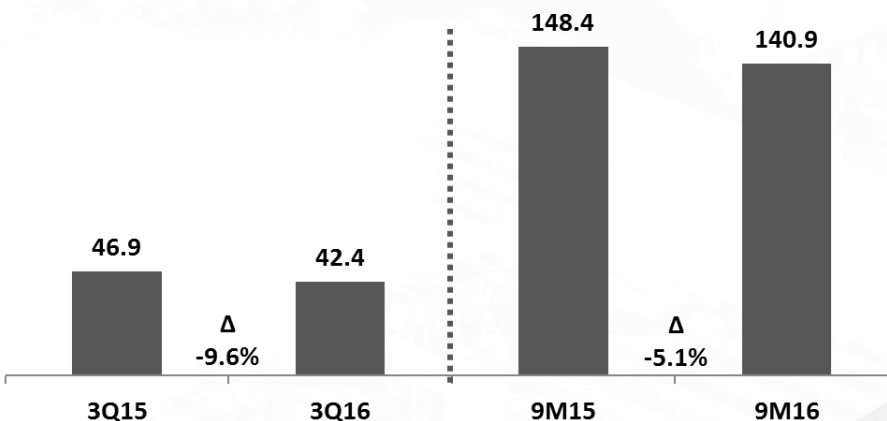
Modules Sold decreased 14.8% from 3Q15.

Average Price decreased 4.6% from 3Q15.

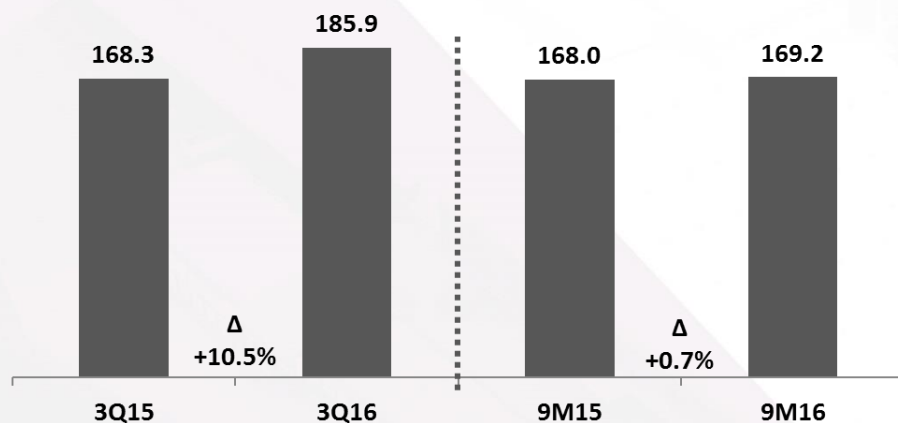
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)



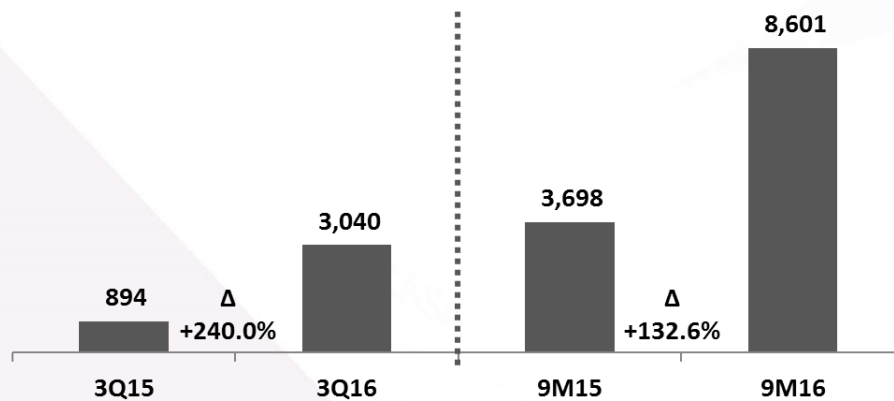
Gross Revenue ex-IPI decreased 0.1% from 3Q15.

Modules Sold decreased 9.6% from 3Q15.

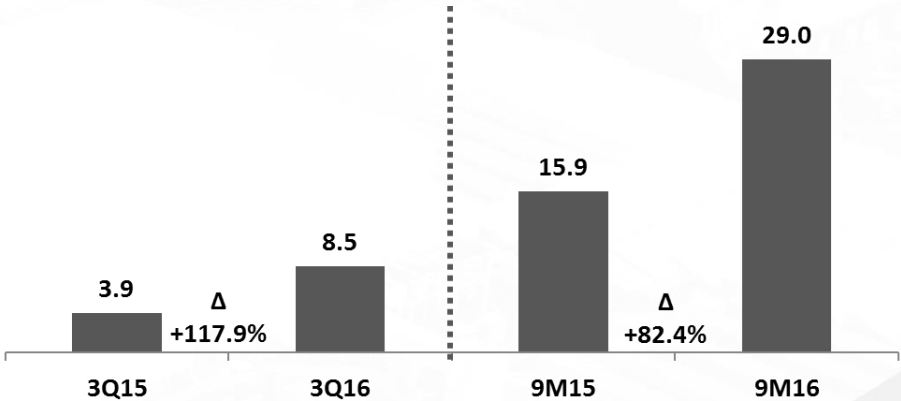
Average Price increased 10.5% from 3Q15.



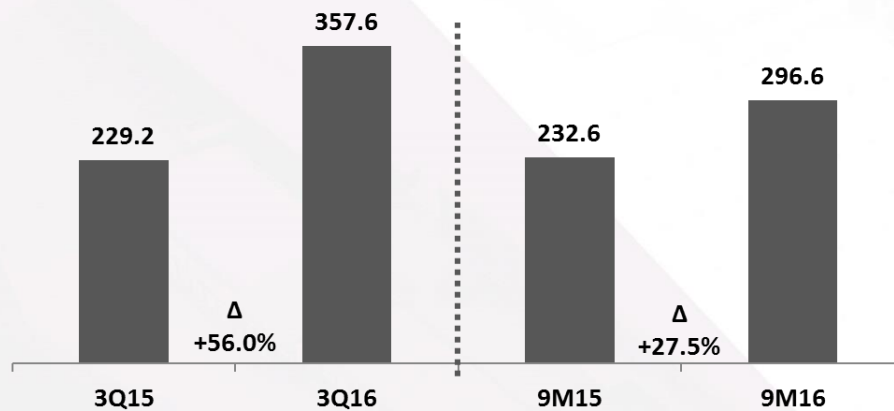
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

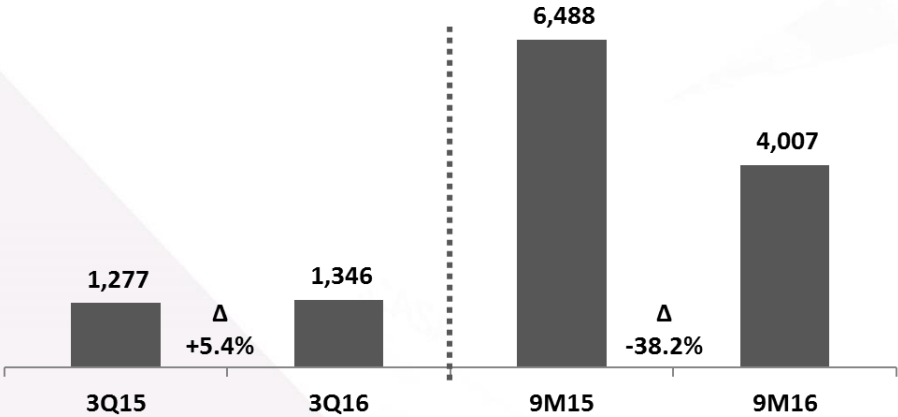


Gross Revenue ex-IPI increased 240% from 3Q15.

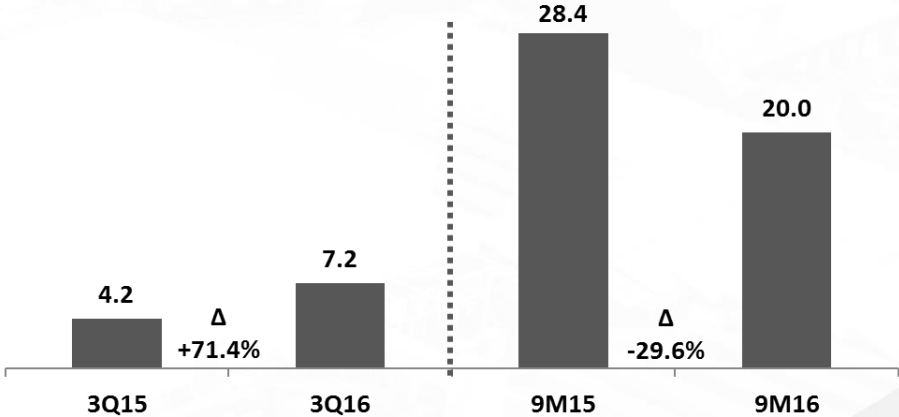
Modules Sold increased 117.9% from 3Q15.

Average Price increased 56% from 3Q15.

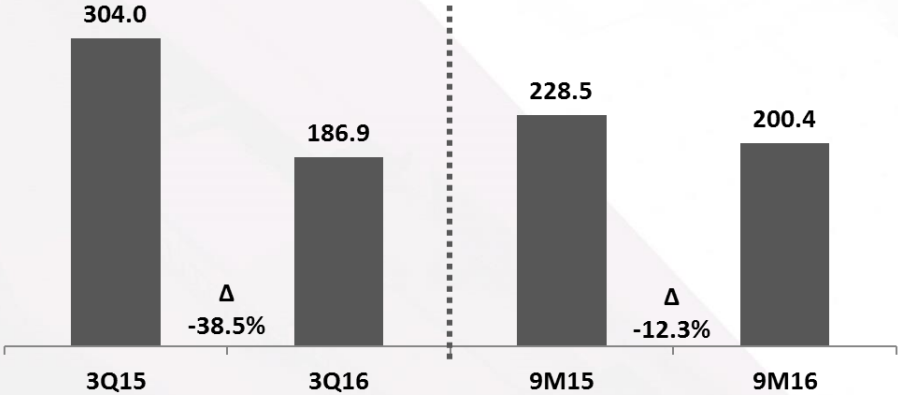
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

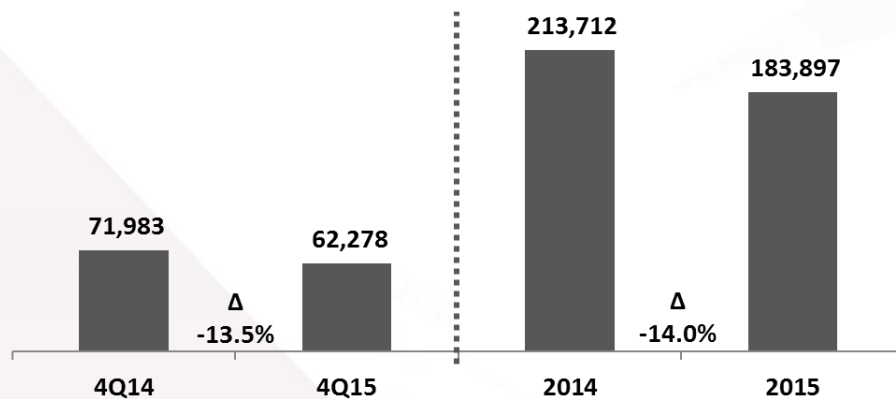


Gross Revenue ex-IPI increased 5.4% from 3Q15.

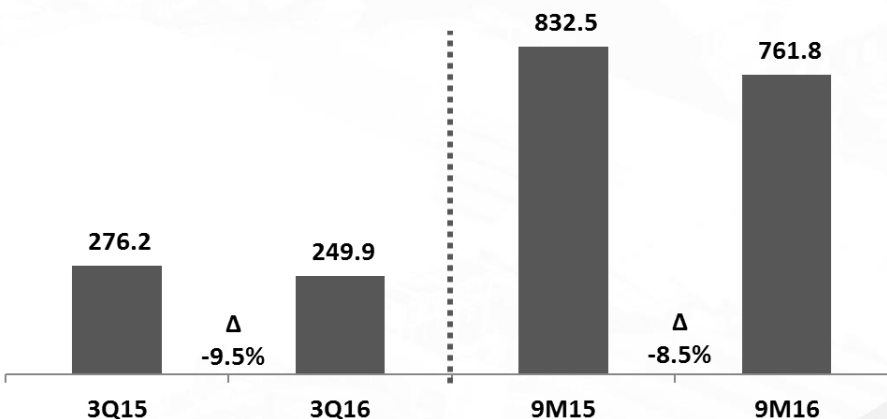
Modules Sold increased 71.4% from 3Q15.

Average Price decreased 38.5% from 3Q15.

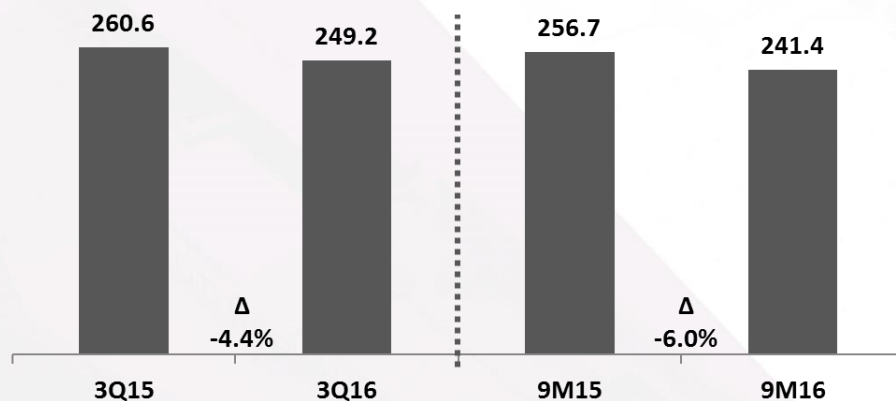
Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)



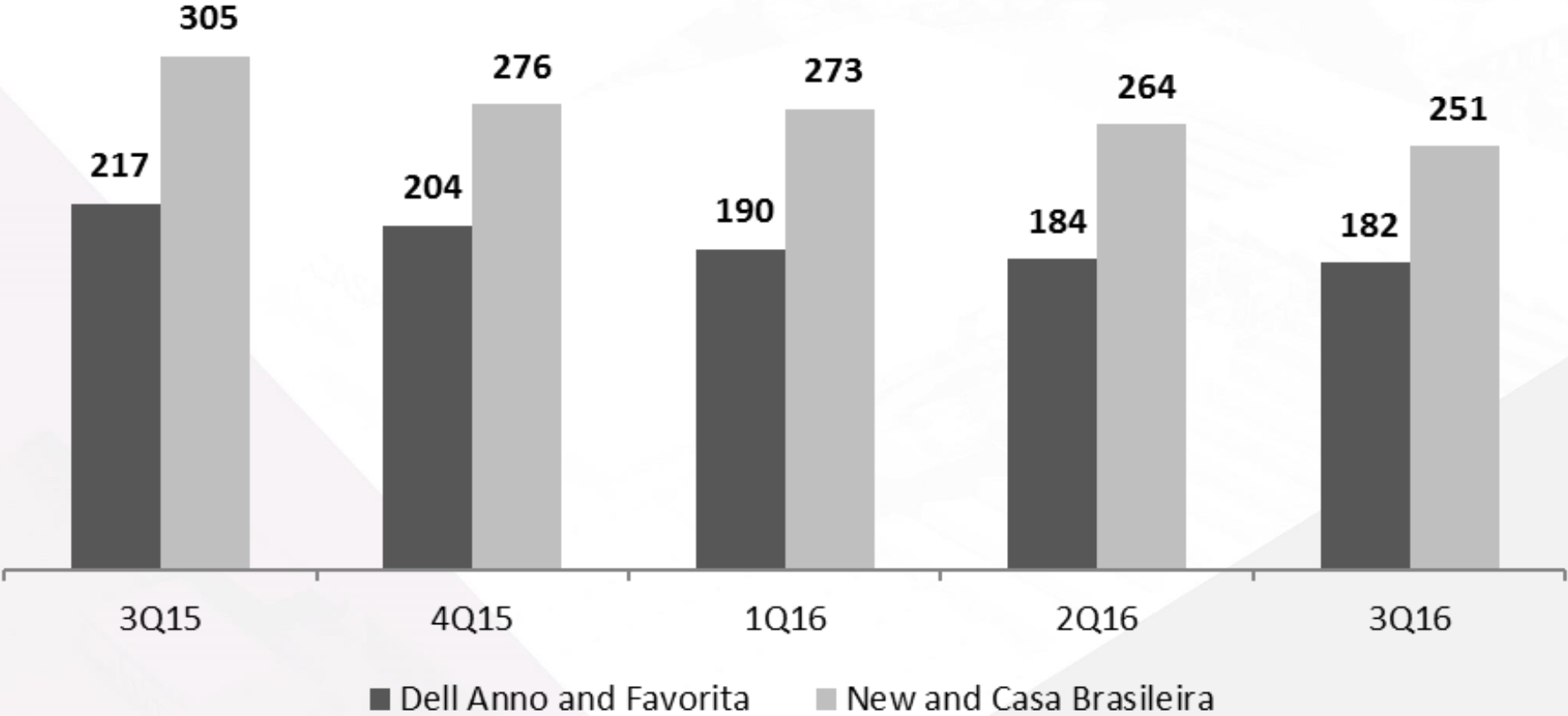
Gross Revenue ex-IPI decreased 13.5% from 3Q15.

Modules Sold decreased 9.5% from 3Q15.

Average Price decreased 4.4% from 3Q15.





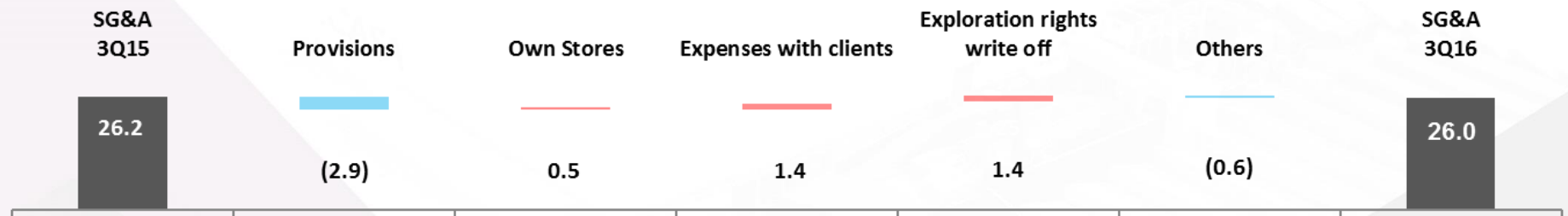


# AGENDA

*Selling, General and Administrative Expenses Reconciliation*

favorita

favorita



Em R\$ milhões

**Frank Zietolie**

CEO e CCO

**Gustavo Dall'Onder**

CFO e IRO

**UNICASA**  **30** anos

[www.unicasamoveis.com.br](http://www.unicasamoveis.com.br)

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