



UNICASA



Profit & Loss  
9M19

# AGENDA

## *Period Highlights*

*Store Network and Sales Performance*

*Economic and Financial Performance*



# AGENDA

## *Period Highlights*

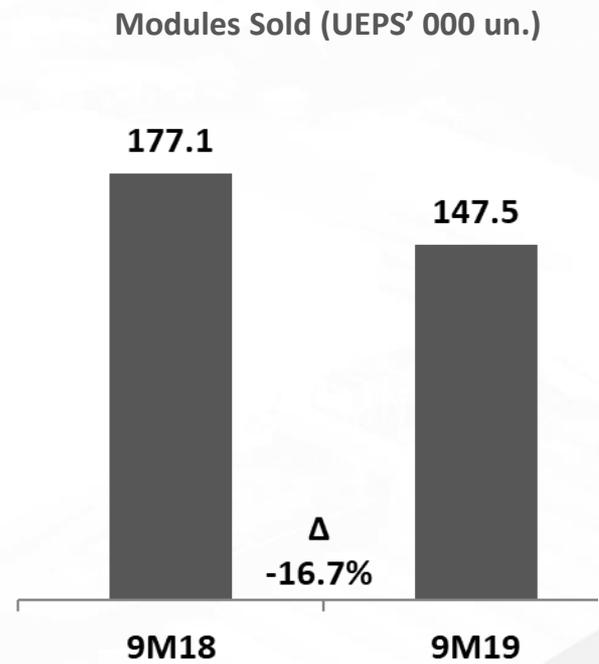
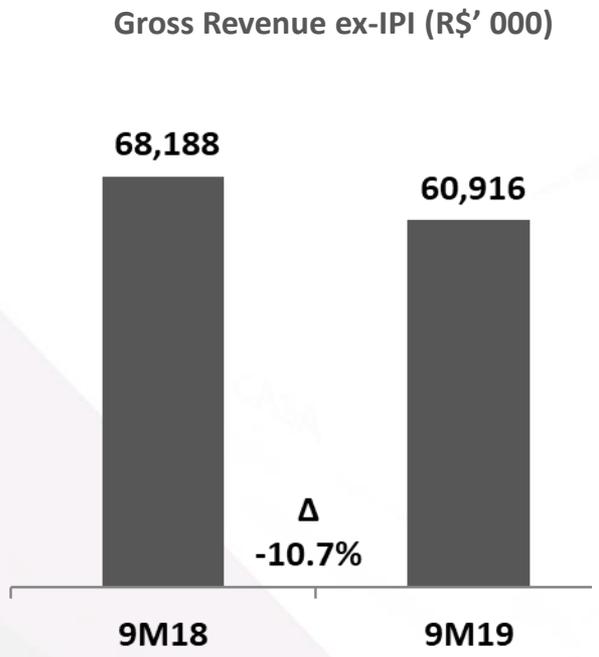


- *Net revenue decreased 2.5%*
- *Gross margin at 39.0%, slightly higher than 2018;*
- *Selling and administrative expenses down 32.4%;*
- *Net profit of R\$11 million;*
- *EBITDA of R\$19.9 million.*

# AGENDA

## *Store Network and Sales Performance*

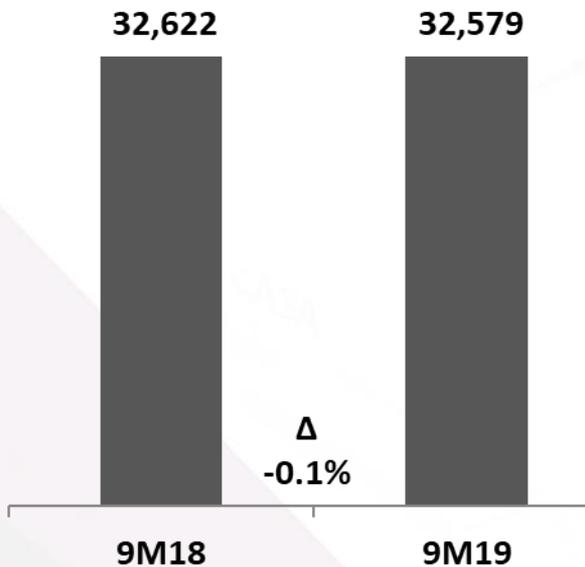




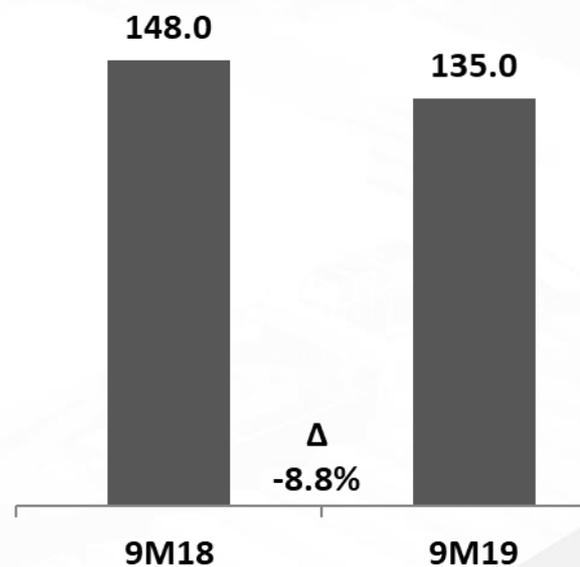
Gross Revenue ex-IPI decreased 10.7%.

Modules Sold decreased 16.7%.

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



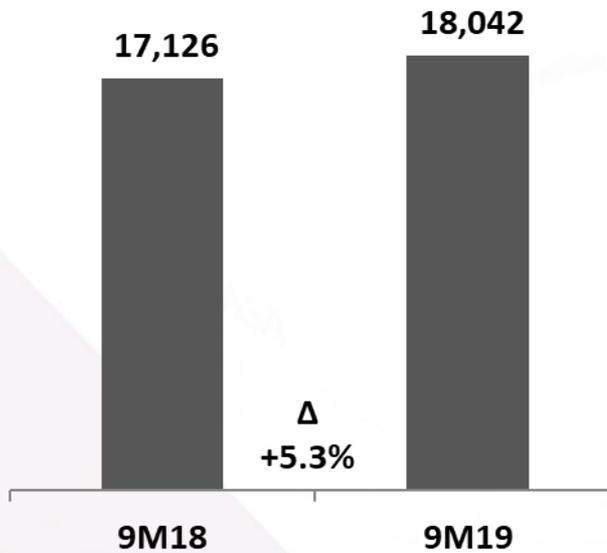
Modules Sold (UEPS' 000 un.)



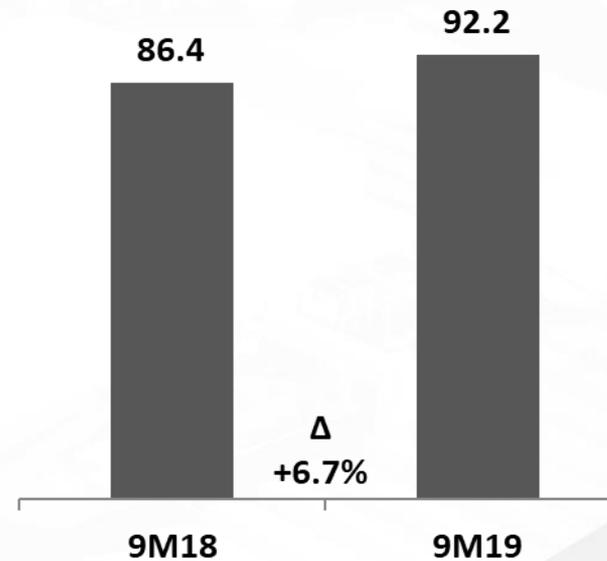
*Gross Revenue ex-IPI decreased 0.1%.*

*Modules Sold decreased 8.8%.*

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



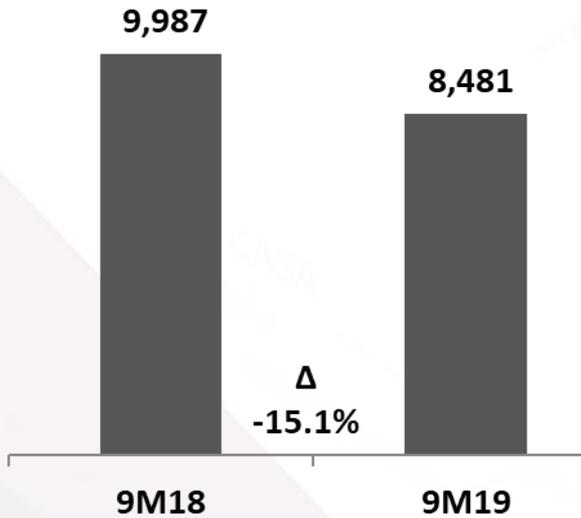
Modules Sold (UEPS' 000 un.)



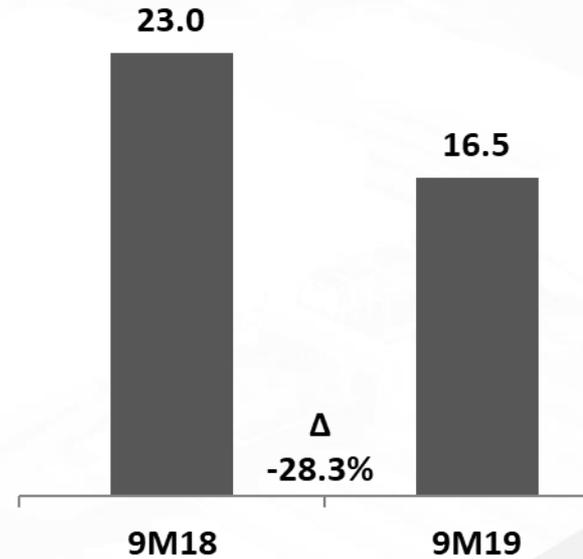
*Gross Revenue ex-IPI increased 5.3%.*

*Modules Sold increased 6.7%.*

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



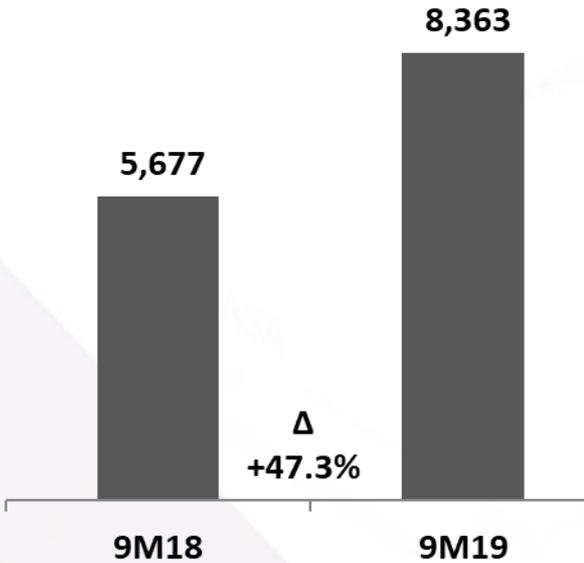
Modules Sold (UEPS' 000 un.)



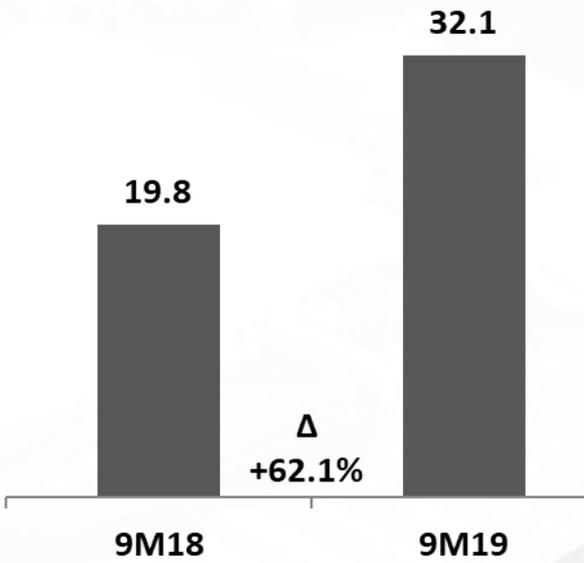
Gross Revenue ex-IPI decreased 15.1%.

Modules Sold decreased 28.3%.

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



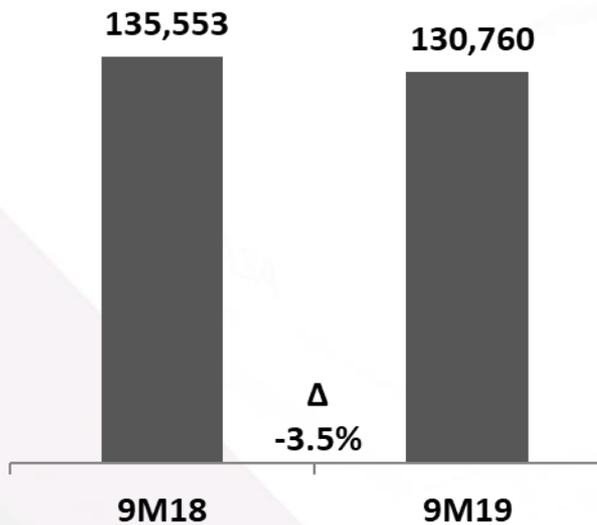
Modules Sold (UEPS' 000 un.)



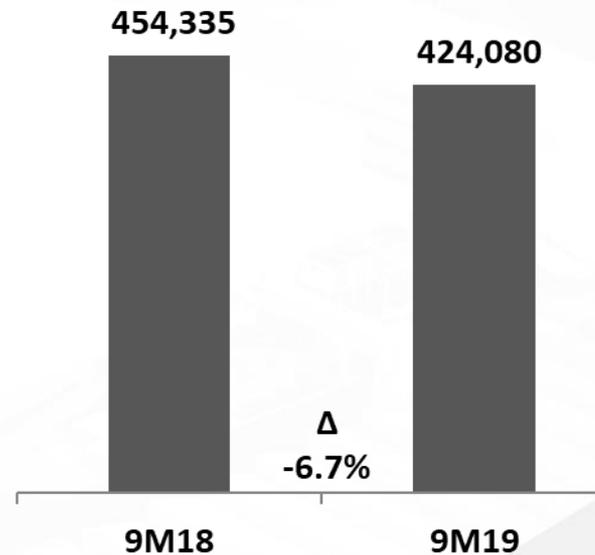
Gross Revenue ex-IPI increased 47.3%.

Modules Sold increased 62.1%.

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

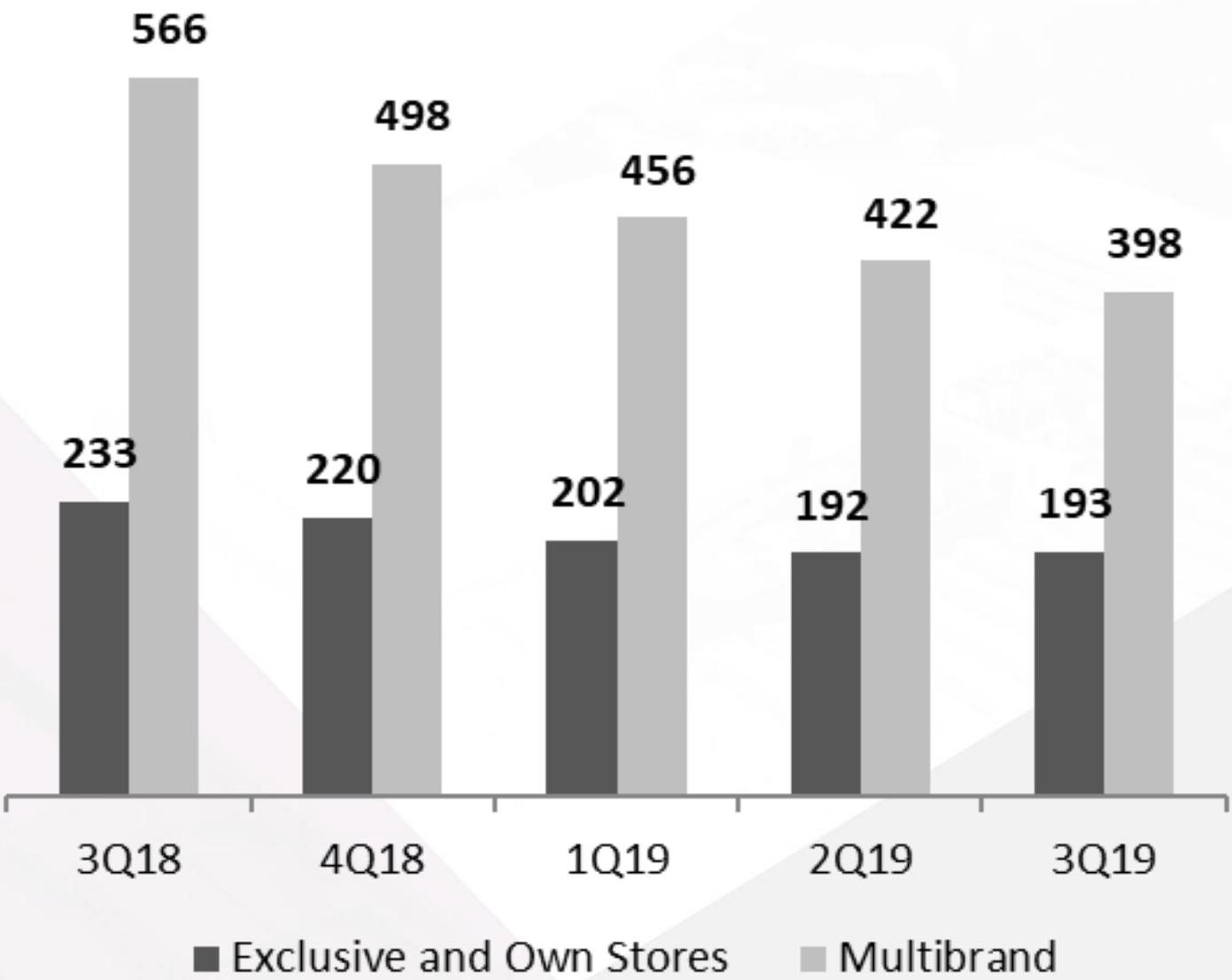


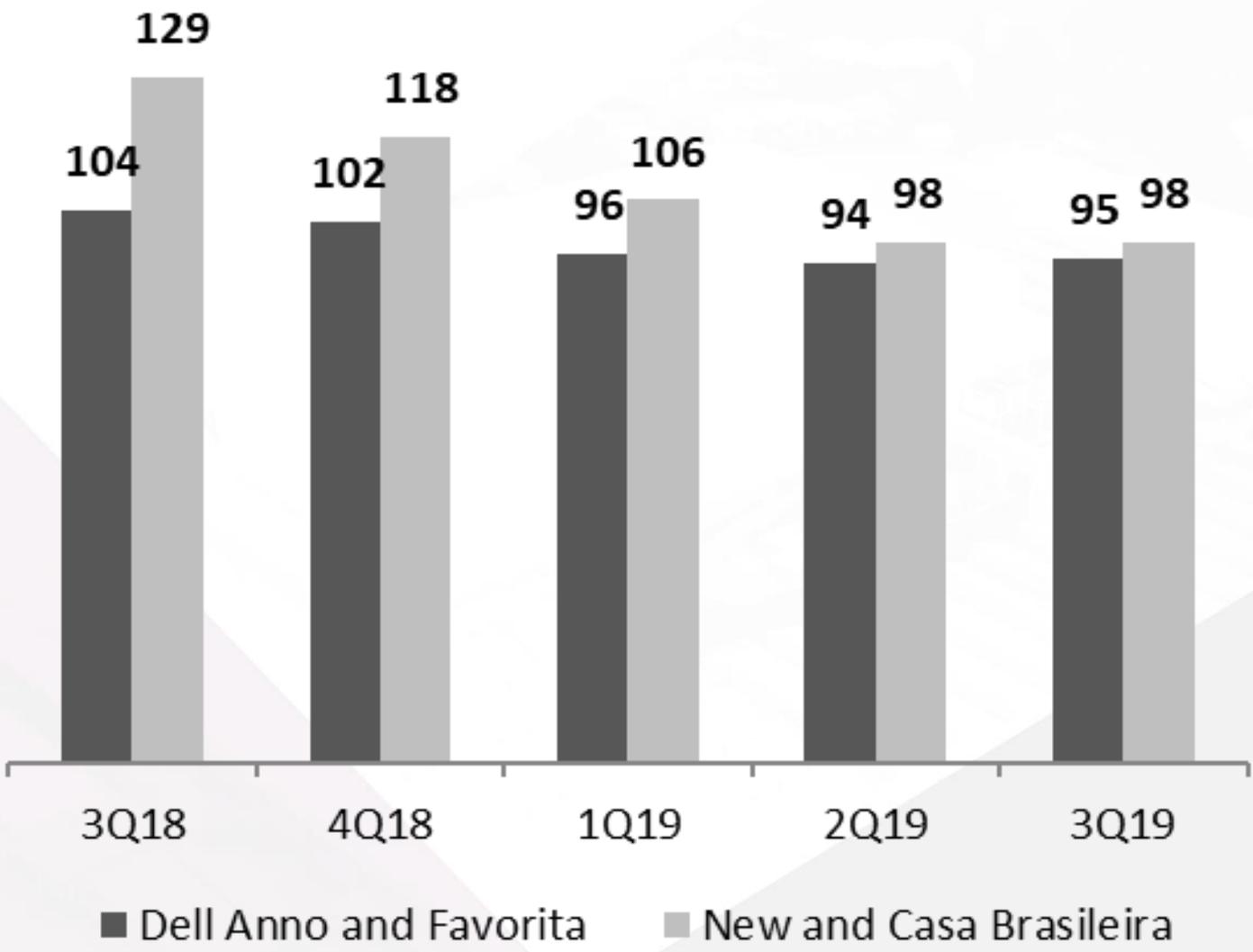
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 3.5%.

Modules Sold decreased 6.7%.





# AGENDA

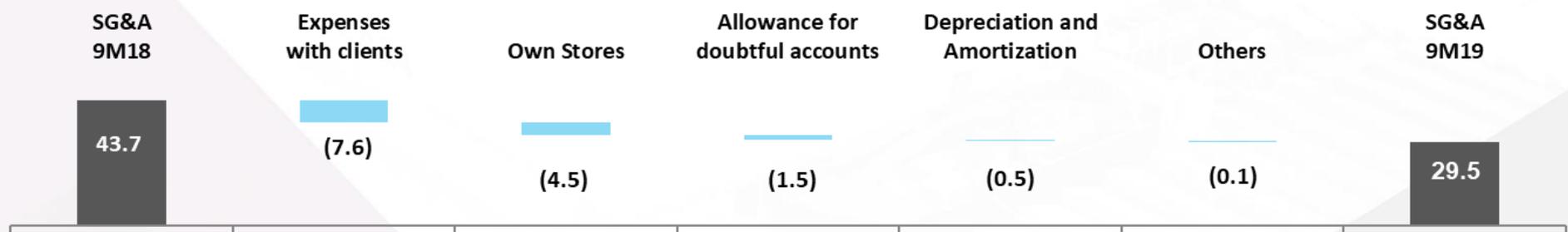
## *Economic and Financial Performance*

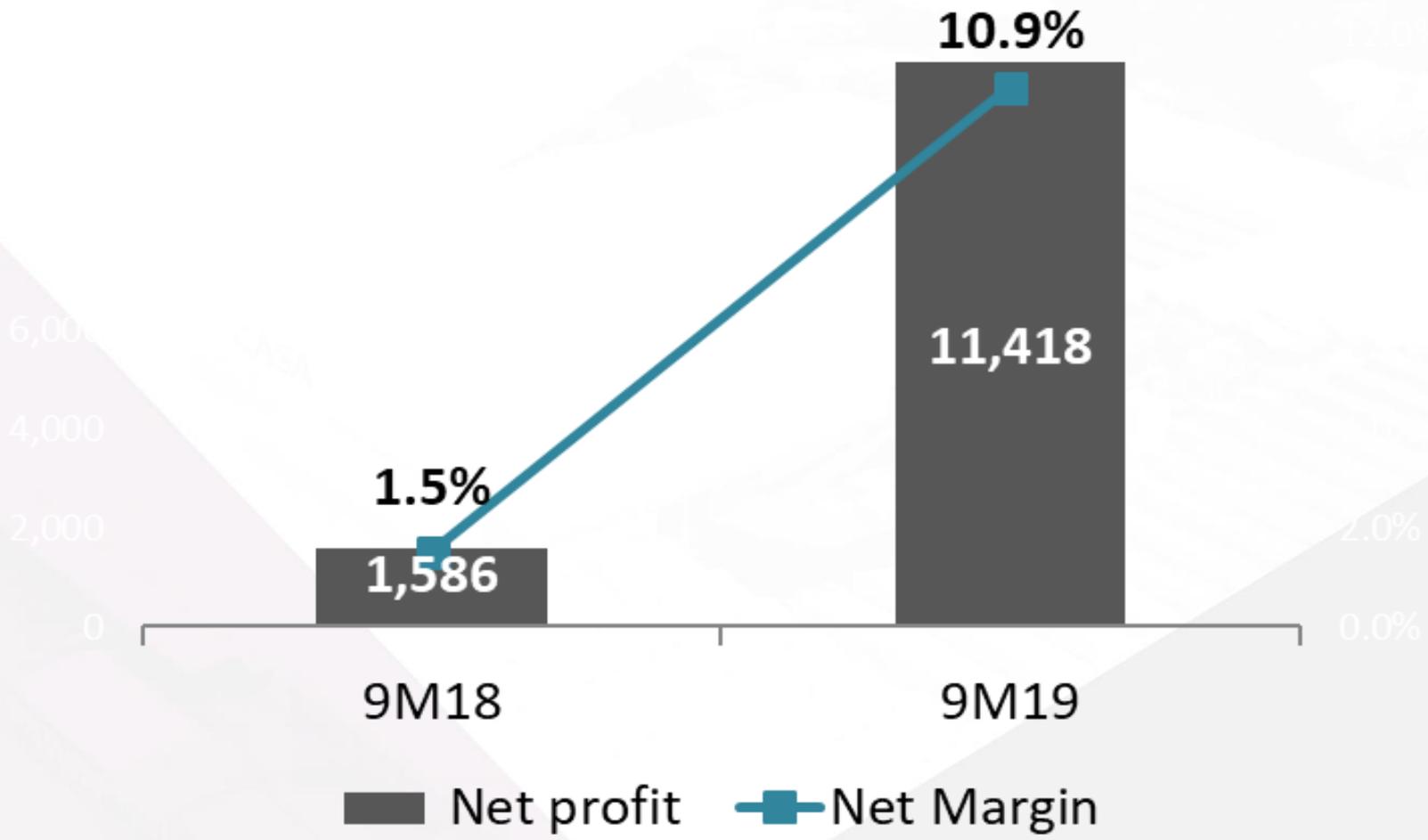
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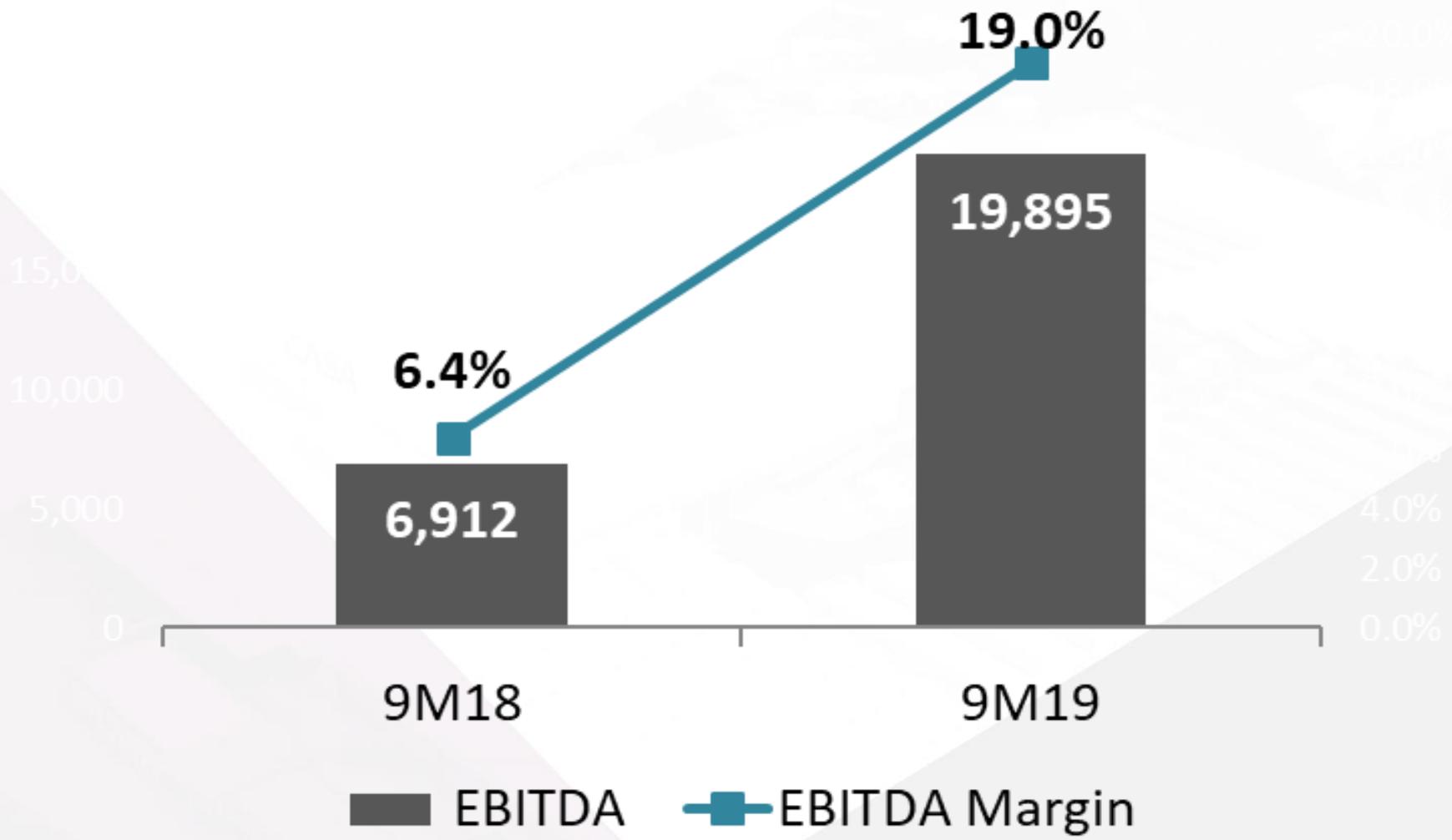


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Executive Summary	9M18	9M19	Δ
Gross Revenue ex-IPI	135,553	130,760	-3.5%
<b>Net Revenue</b>	<b>107,510</b>	<b>104,810</b>	<b>-2.5%</b>
Cost of Goods Sold	(65,826)	(63,907)	-2.9%
<b>Gross Income</b>	<b>41,684</b>	<b>40,903</b>	<b>-1.9%</b>
<b>Gross Margin</b>	<b>38.8%</b>	<b>39.0%</b>	<b>+0.2 p.p.</b>
Selling and Administrative Expenses	(43,687)	(29,548)	-32.4%
Other Revenues and Operating Expenses	2,007	1,993	-0.7%
<b>Operating Income</b>	<b>4</b>	<b>13,348</b>	<b>333600%</b>
<b>Operating Margin</b>	<b>0.0%</b>	<b>12.7%</b>	<b>+12.7 p.p.</b>
Financial Income (Expenses) Net	3,780	4,124	+9.1%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>3,784</b>	<b>17,472</b>	<b>+361.7%</b>
Income Tax and Social Contribution	(2,198)	(6,054)	+175.4%
<b>Net Profit</b>	<b>1,586</b>	<b>11,418</b>	<b>+619.9%</b>
<b>Net Margin</b>	<b>1.5%</b>	<b>10.9%</b>	<b>+9.4 p.p.</b>
EBITDA	6,912	19,895	+187.8%
<b>EBITDA Margin</b>	<b>6.4%</b>	<b>19.0%</b>	<b>+12.6 p.p.</b>







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**UNICASA** 30 anos

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