



UNICASA

Profit & Loss 9M19

AGENDA

Period Highlights

Store Network and Sales Performance

Economic and Financial Performance



AGENDA

Period Highlights



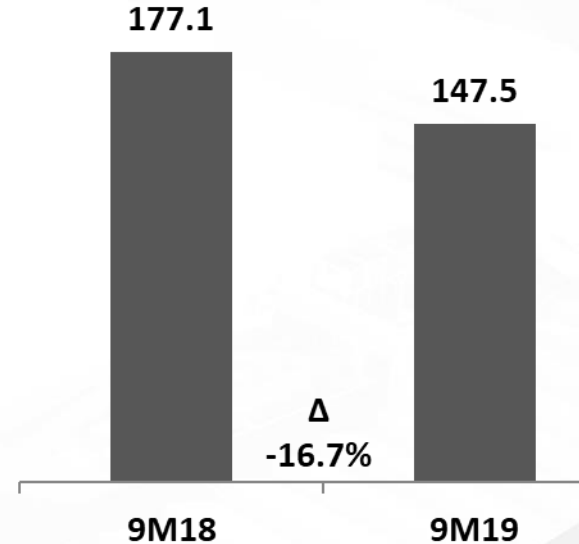
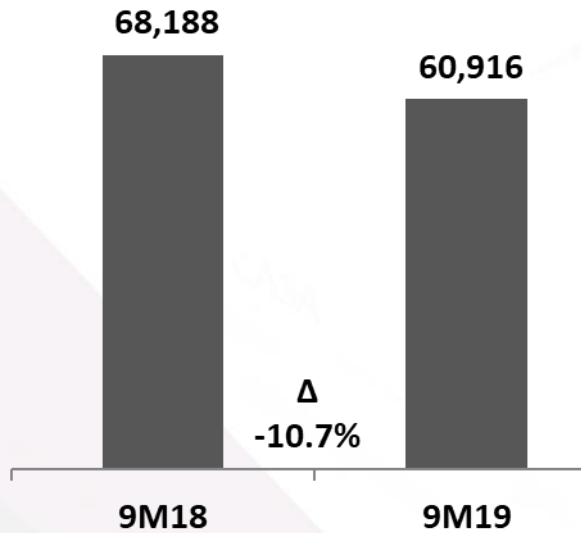


- *Net revenue decreased 2.5%*
- *Gross margin at 39.0%, slightly higher than 2018;*
- *Selling and administrative expenses down 32.4%;*
- *Net profit of R\$11 million;*
- *EBITDA of R\$19.9 million.*

AGENDA

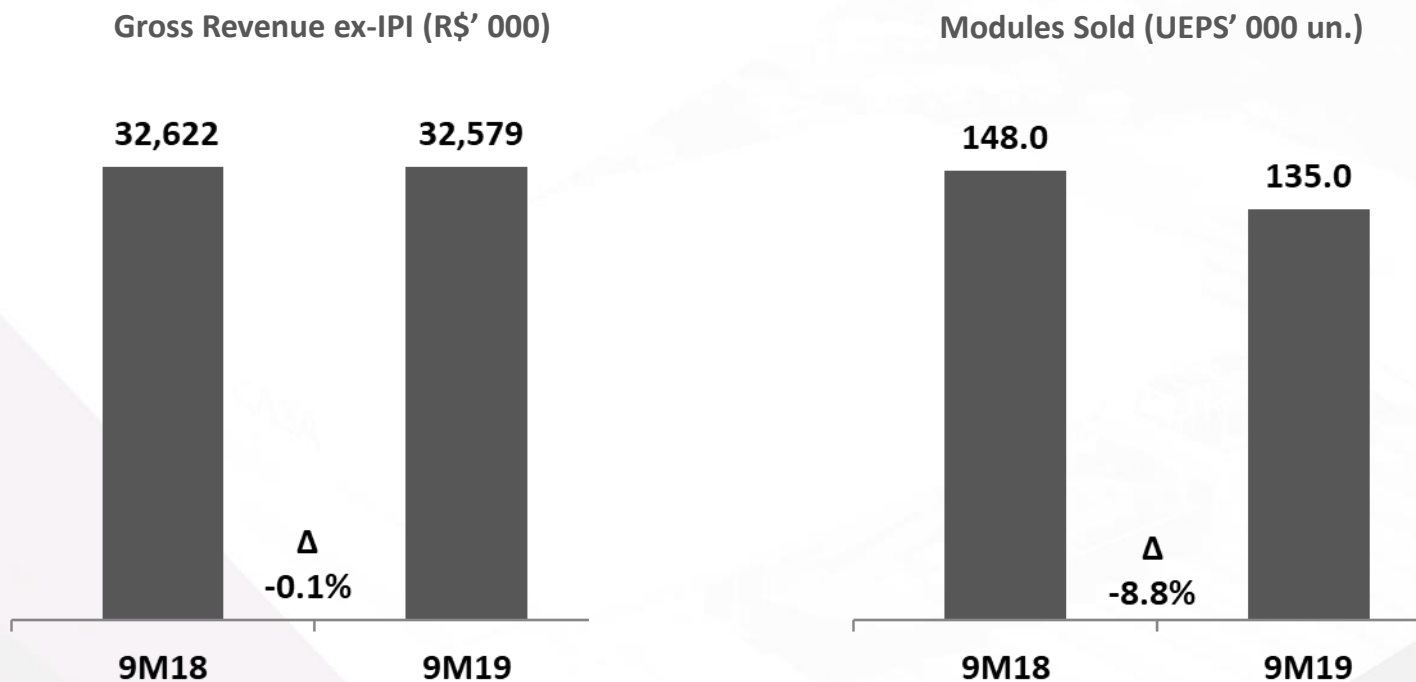
Store Network and Sales Performance





Gross Revenue ex-IPI decreased 10.7%.

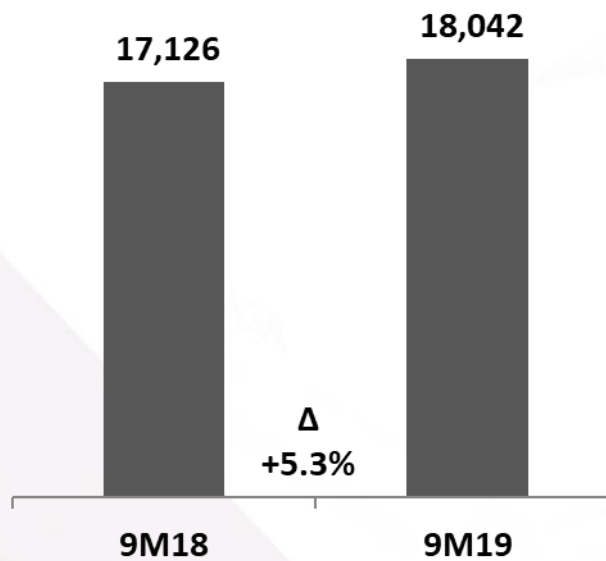
Modules Sold decreased 16.7%.



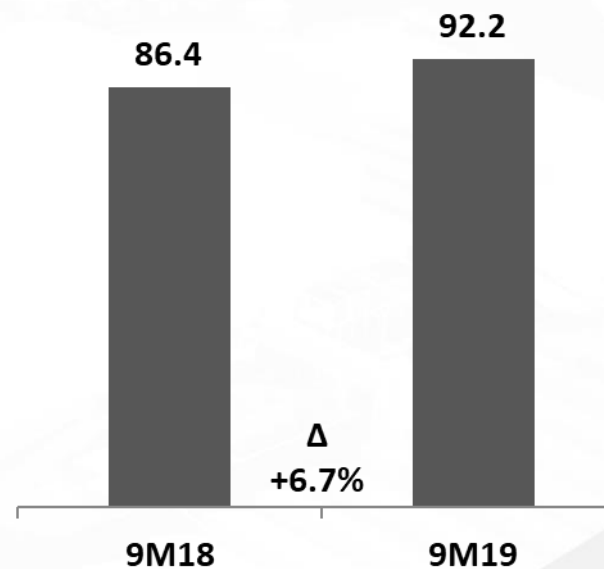
Gross Revenue ex-IPI decreased 0.1%.

Modules Sold decreased 8.8%.

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



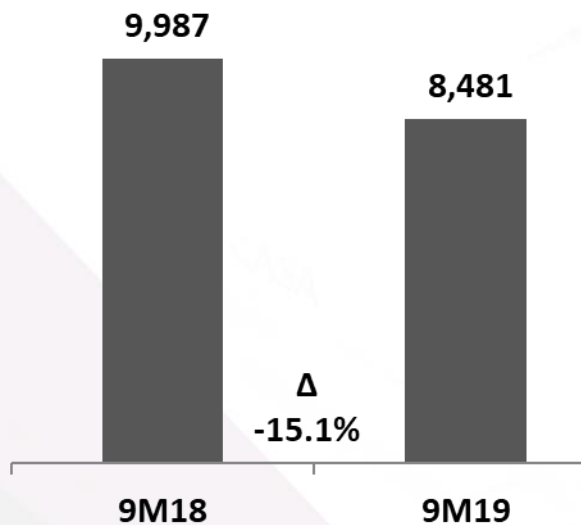
Modules Sold (UEPS' 000 un.)



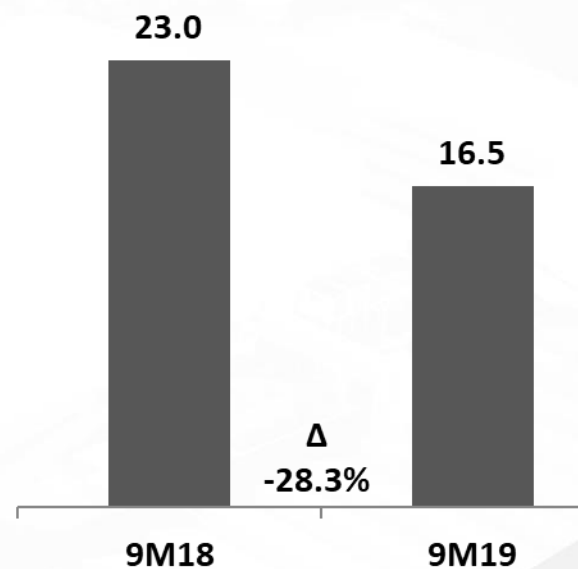
Gross Revenue ex-IPI increased 5.3%.

Modules Sold increased 6.7%.

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



Modules Sold (UEPS' 000 un.)

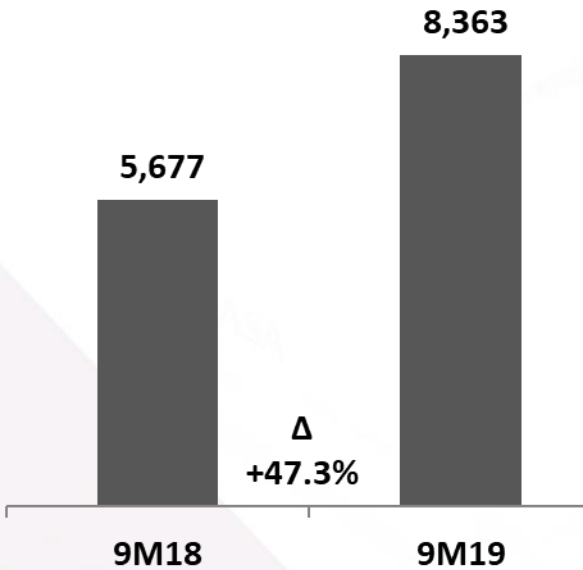


Gross Revenue ex-IPI decreased 15.1%.

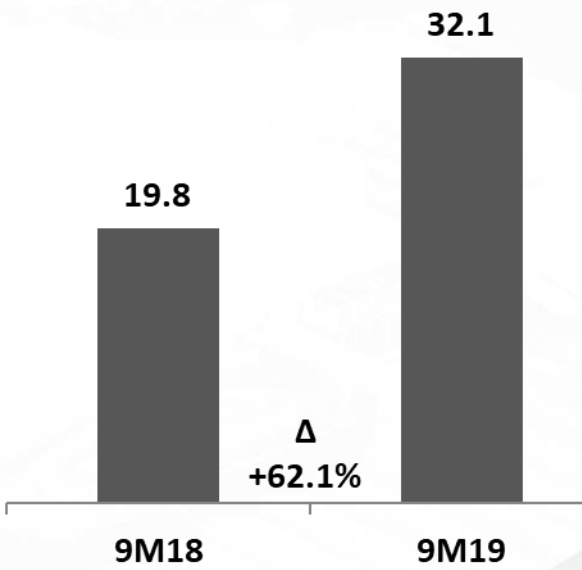
Modules Sold decreased 28.3%.



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

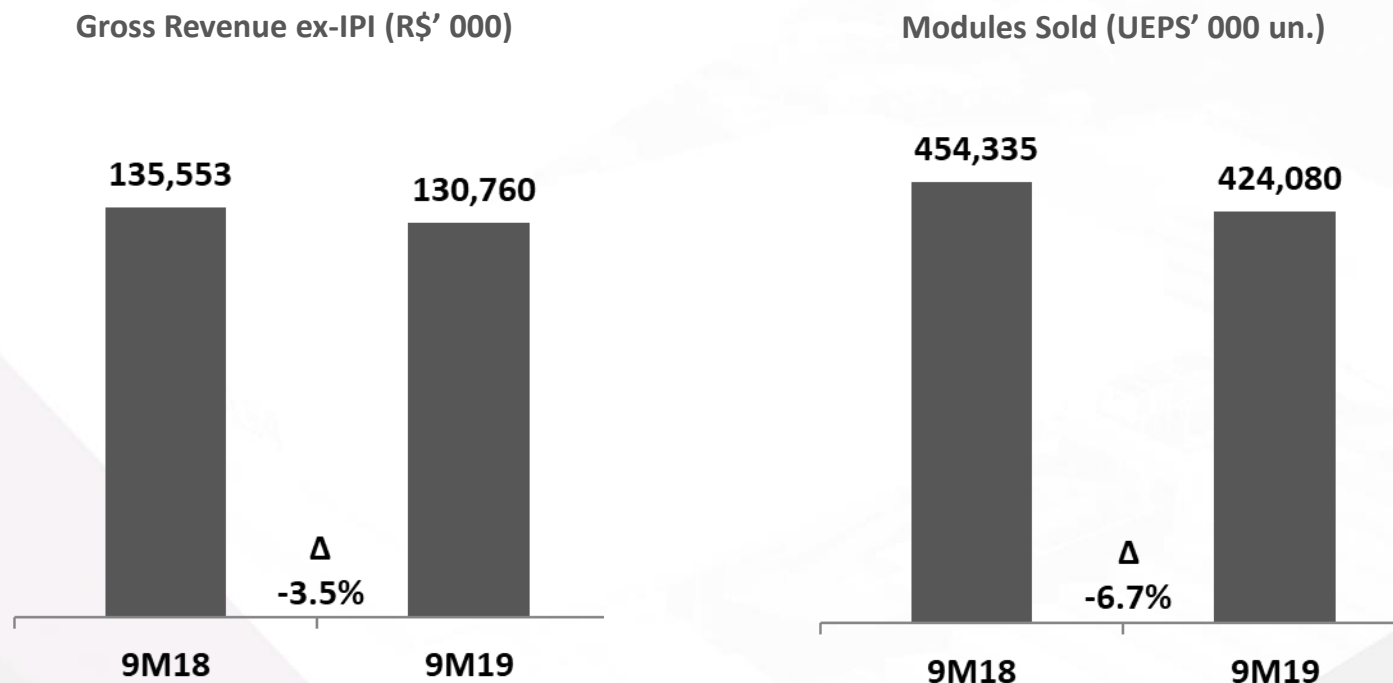


Modules Sold (UEPS' 000 un.)



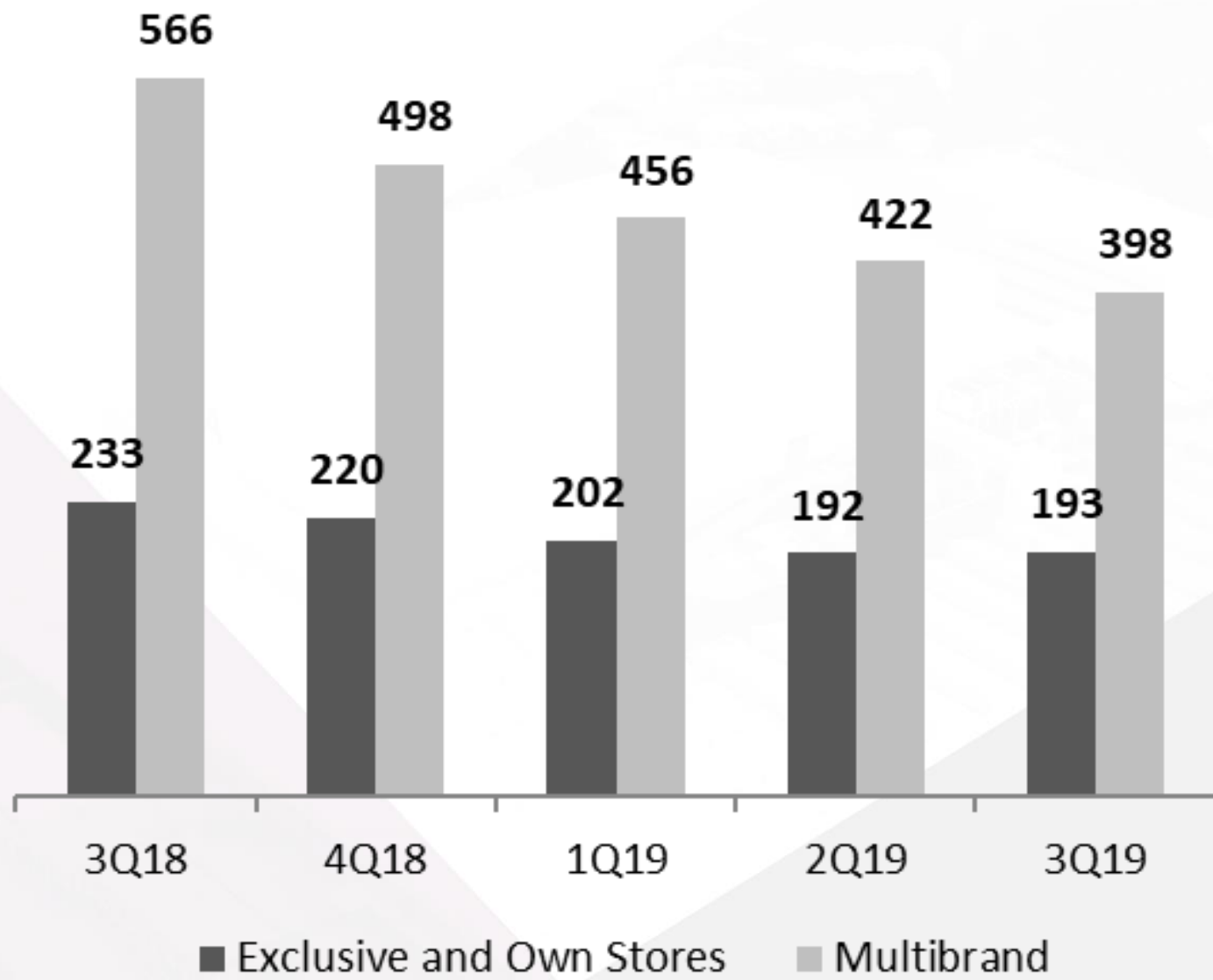
Gross Revenue ex-IPI increased 47.3%.

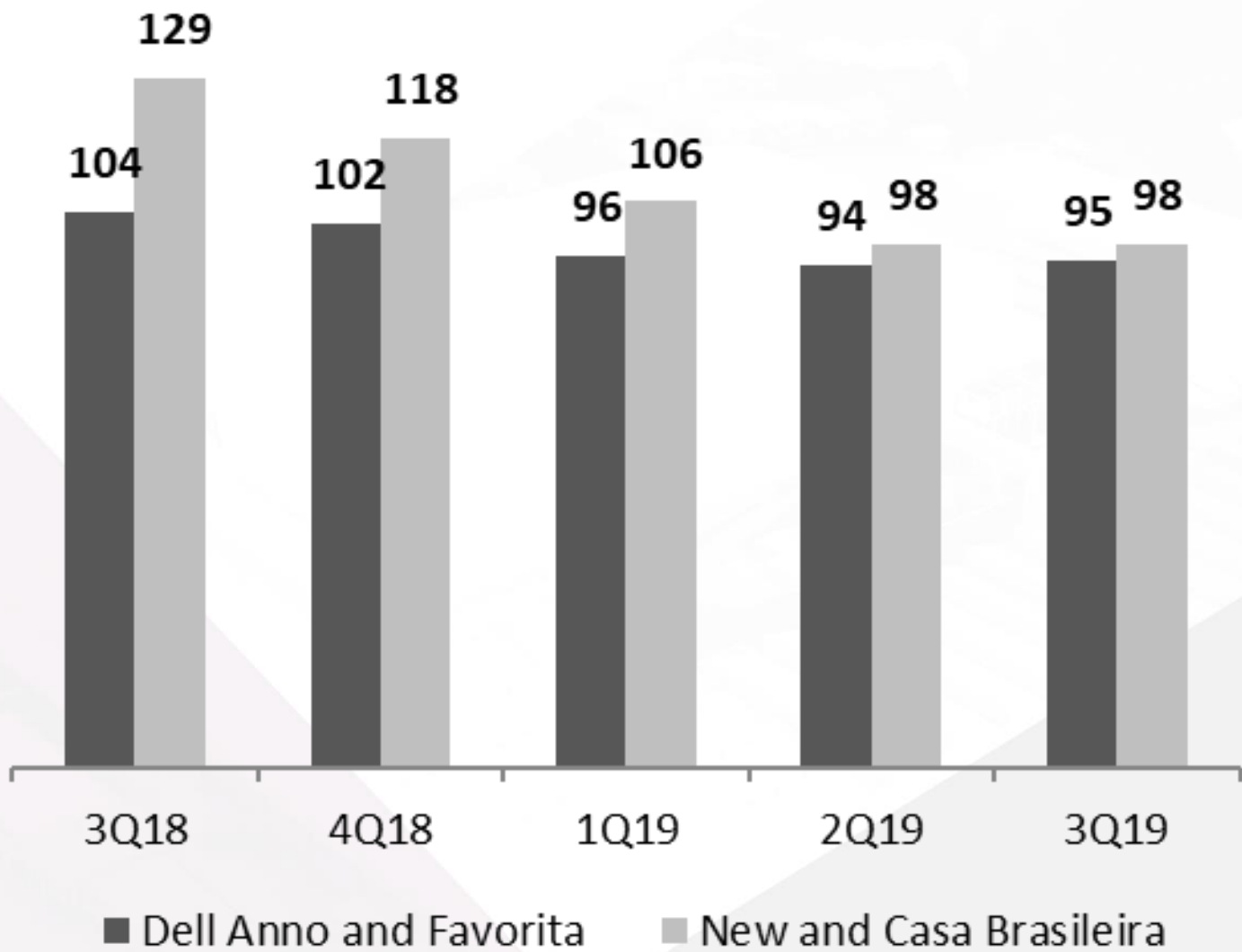
Modules Sold increased 62.1%.



Gross Revenue ex-IPI decreased 3.5%.

Modules Sold decreased 6.7%.





AGENDA

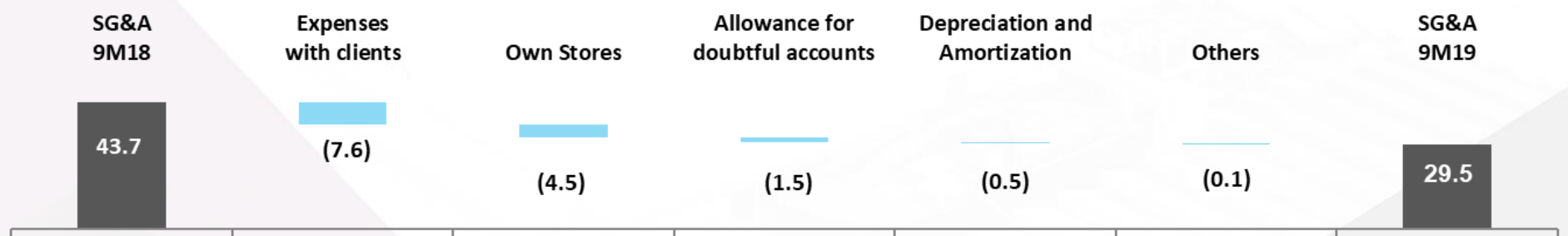
Economic and Financial Performance

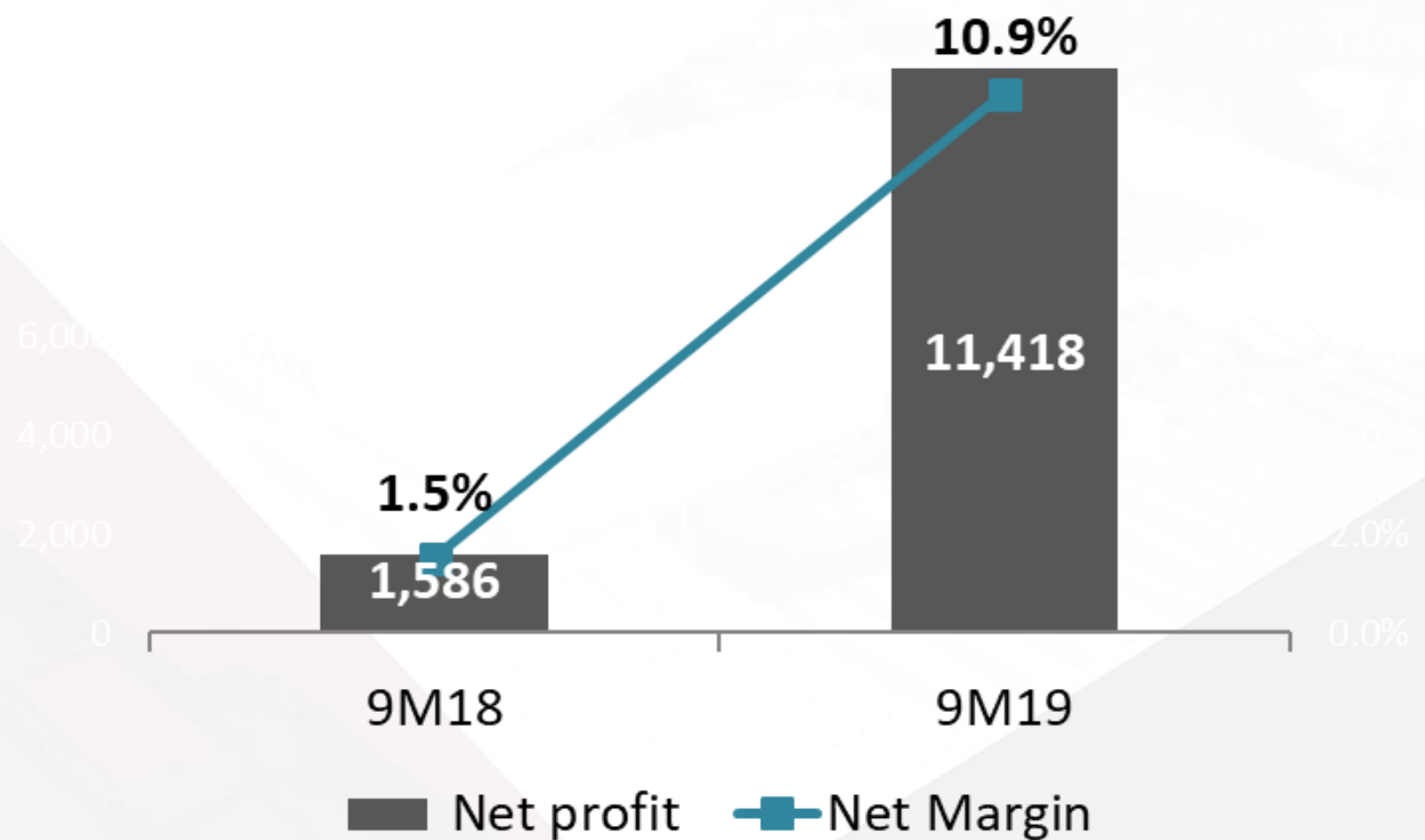


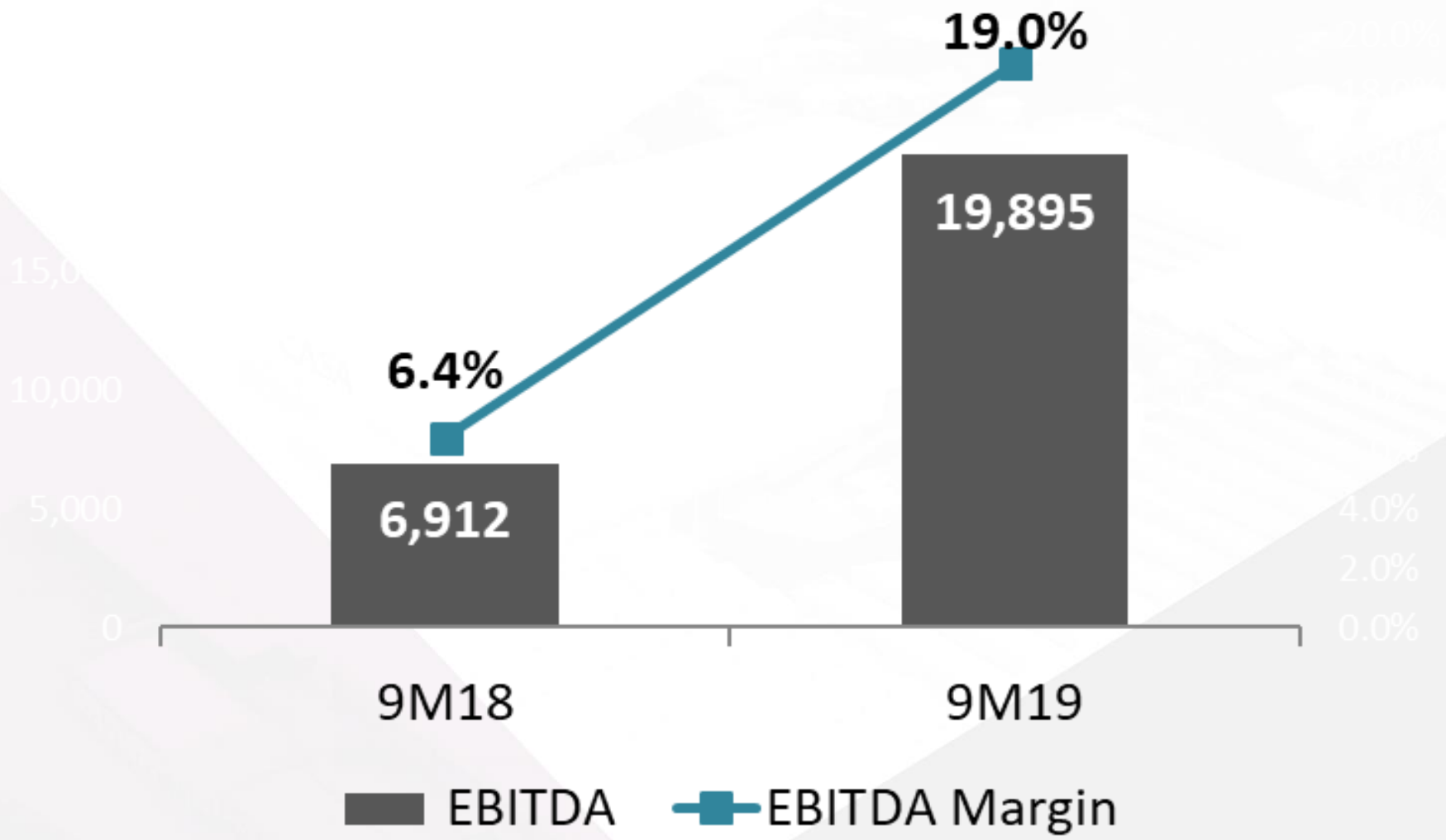
Executive Summary	9M18	9M19	Δ
Gross Revenue ex-IPI	135,553	130,760	-3.5%
Net Revenue	107,510	104,810	-2.5%
Cost of Goods Sold	(65,826)	(63,907)	-2.9%
Gross Income	41,684	40,903	-1.9%
Gross Margin	38.8%	39.0%	+0.2 p.p.
Selling and Administrative Expenses	(43,687)	(29,548)	-32.4%
Other Revenues and Operating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



Selling, General and Administrative Expenses Reconciliation







Gustavo Dall Onder

CEO, CFO, DRI

Alexandre Narvaes Figueira

CCO

Luciano André Merigo

COO

UNICASA 30 anos

www.unicasamoveis.com.br

Investor Relations

Guilherme Possebon de Oliveira

Mariana Vilar Schlusen

Phone: (54) 3455-4425

E-mail: dri@unicasamoveis.com.br

Website: <http://unicasamoveis.com.br/ri>