

An aerial photograph of a large industrial facility, likely a lumber mill or warehouse. The main building is a large, white, rectangular structure with a flat roof. To the right of the main building, there are several long, narrow stacks of lumber or timber. In the background, there are other smaller buildings and a residential area with houses. The image is overlaid with a dark red diagonal band on the left side and a black diagonal band on the bottom right corner.

UNICASA

1Q19 EARNINGS RELEASE



Bento Gonçalves (RS), May 10th, 2019. Unicasa Móveis S.A. (BM&FBOVESPA: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3.SA), one of the leading companies in Brazil’s custom-made furniture industry and the only Brazilian publicly held company in the sector, announces today its results for the first quarter of 2019. Except where stated otherwise, all variations and comparisons are in relation to the same period of the previous year. The following financial and operating information, except where stated otherwise, is presented with consolidated data (with Unicasa Comercial de Móveis Ltda.), in thousands of Brazilian reals and in accordance with the International Financial Reporting Standards (IFRS).

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

Period Highlights

Store Network and Sales Performance

Economic and Financial Performance



AGENDA

Period Highlights



Period Highlights



Net revenue up 2.0%;



*Selling and Administrative expenses
down 33.3%;*



Net margin up 10.8 p.p.;



EBITDA margin up 12.8 p.p.;



*Net income of R\$3.0 million in the
quarter, as against loss;*

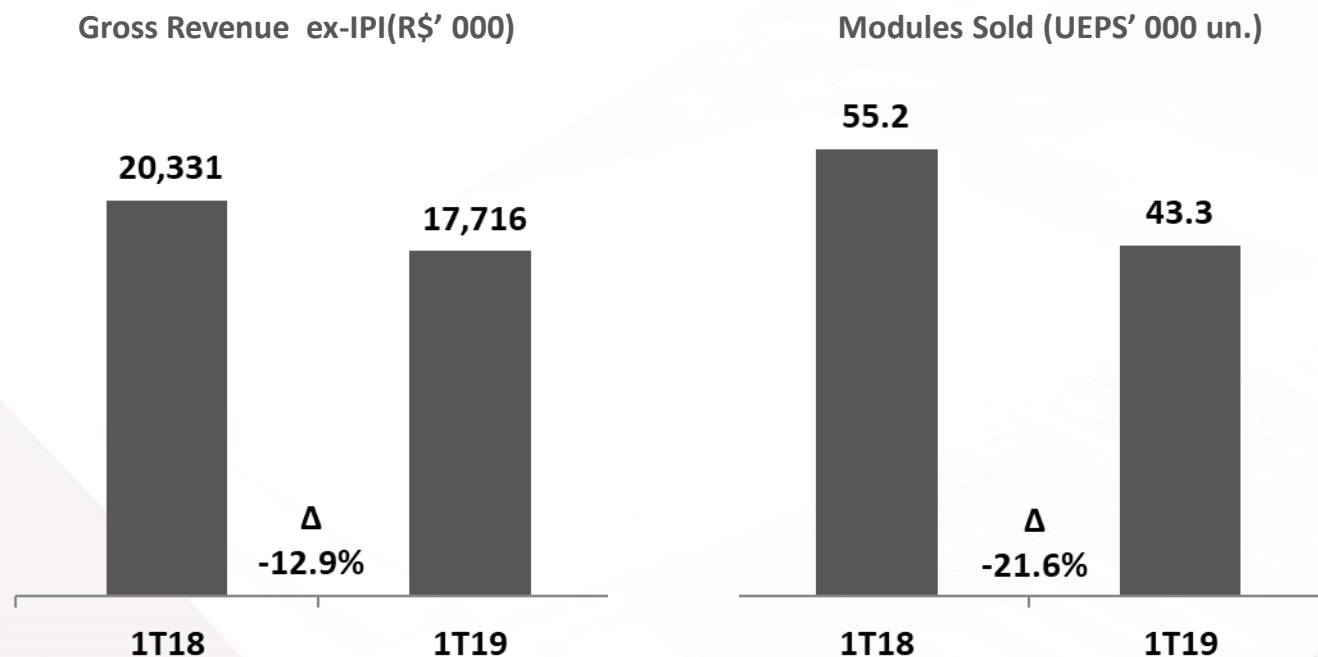


Cash generation 157% higher.

AGENDA

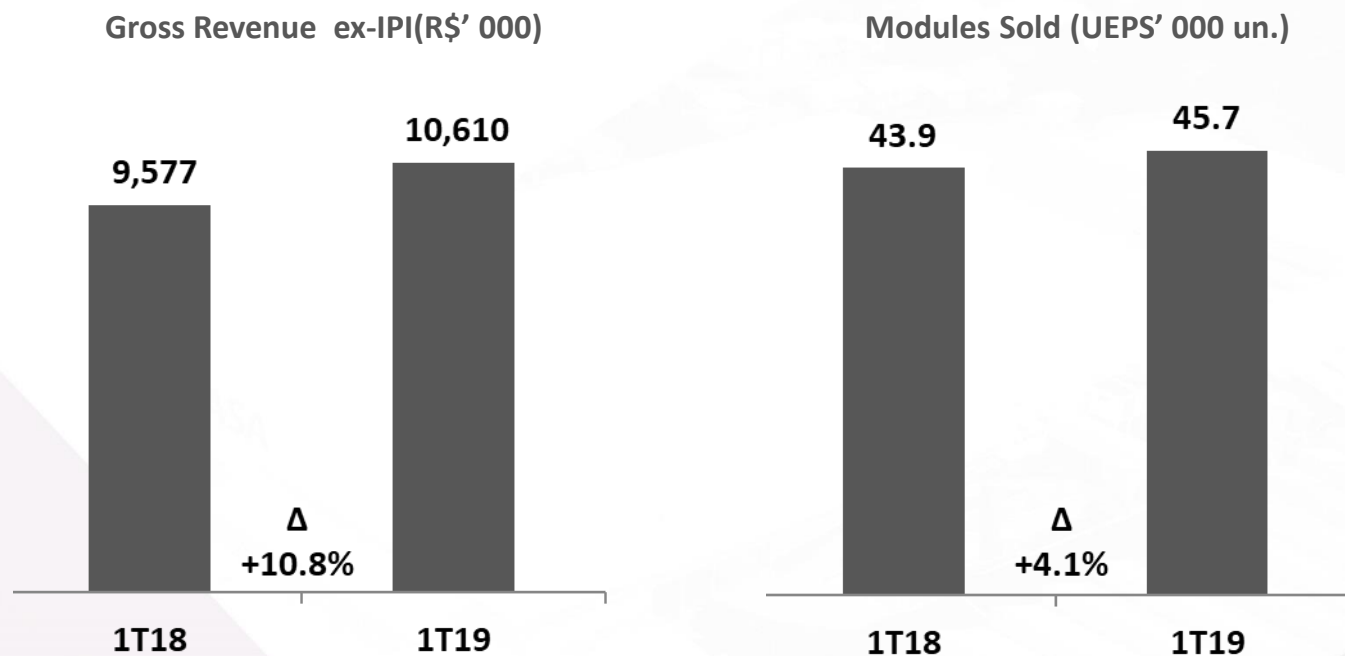
Store Network and Sales Performance





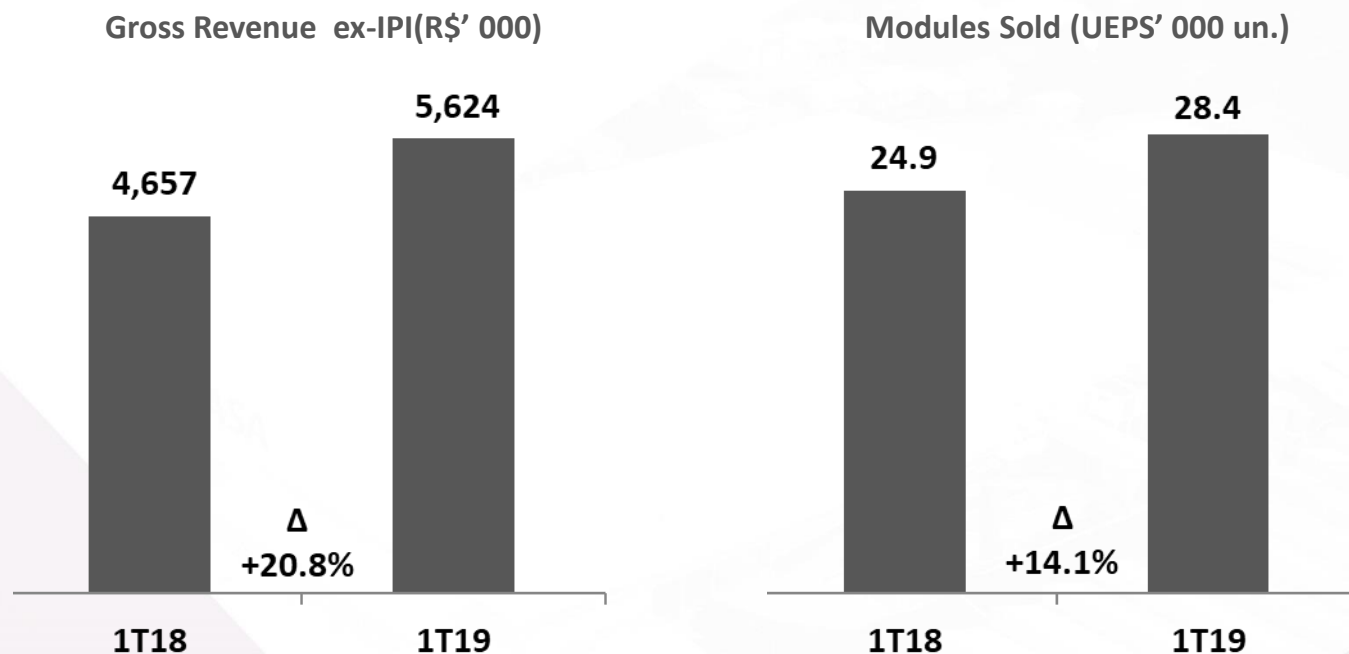
Gross Revenue ex-IPI decreased 12.9%.

Modules Sold decreased 21.6%.



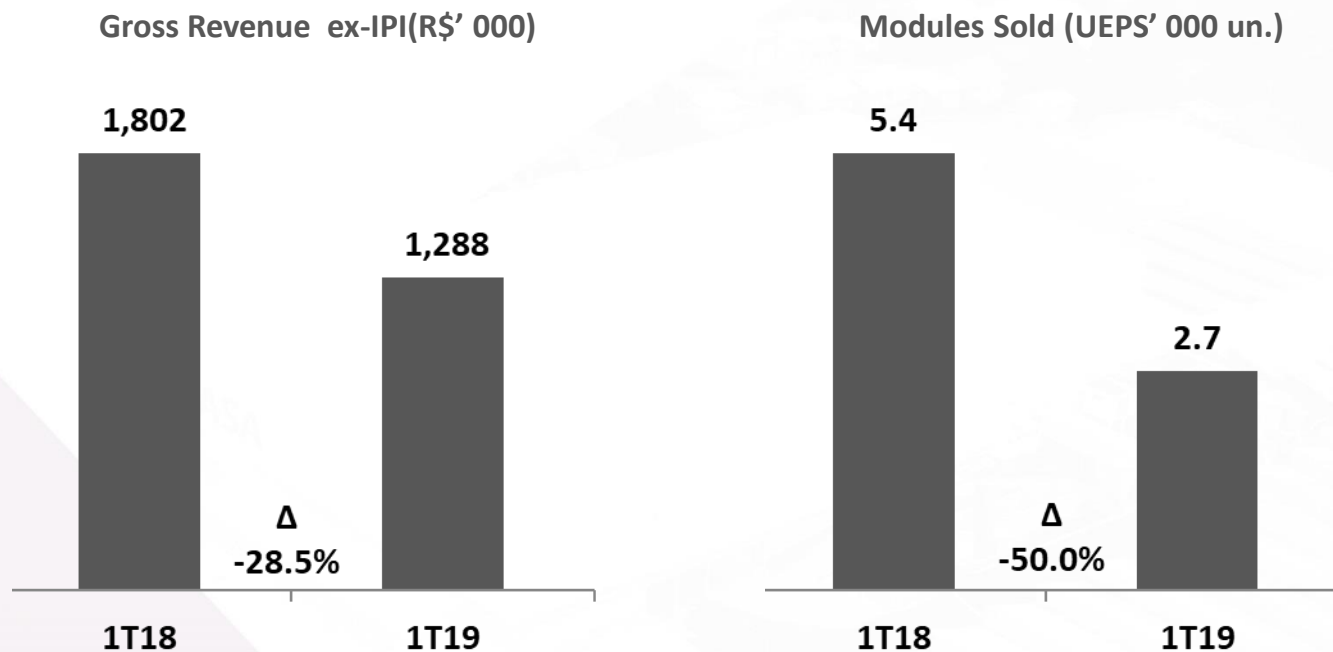
Gross Revenue ex-IPI increased 10.8%.

Modules Sold increased 4.1%.



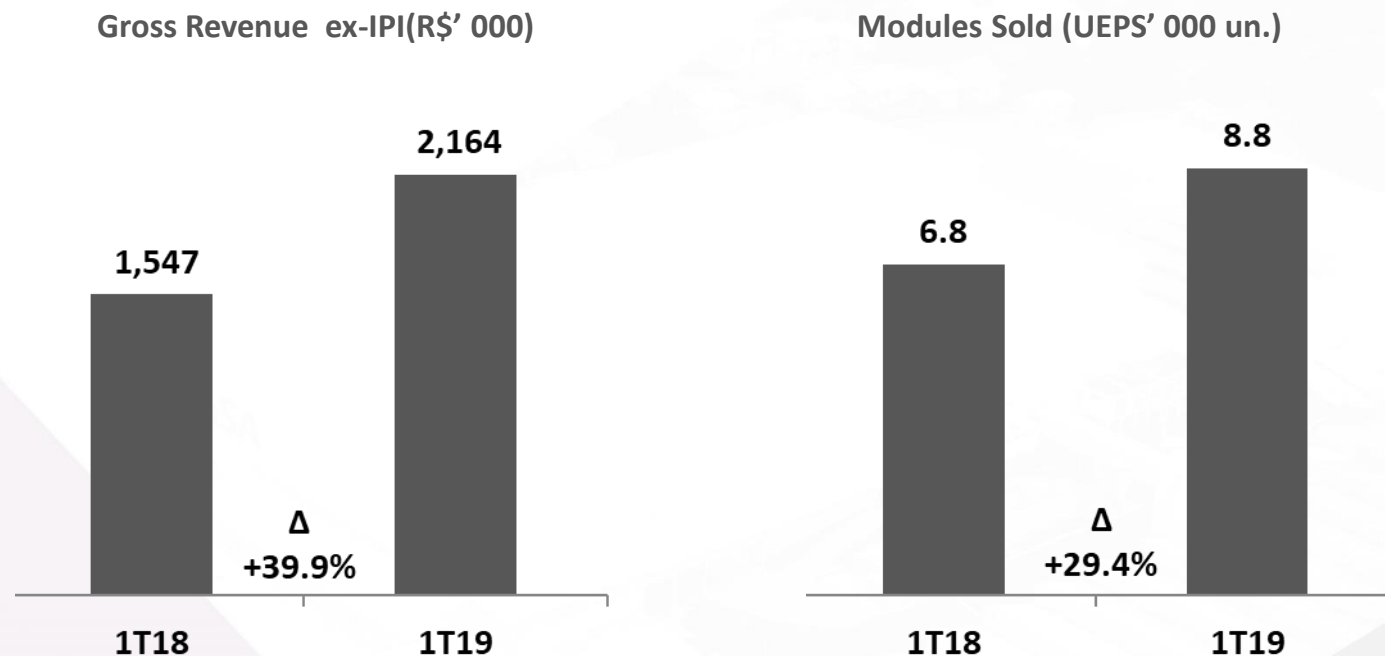
Gross Revenue ex-IPI increased 20.8%.

Modules Sold increased 14.1%.



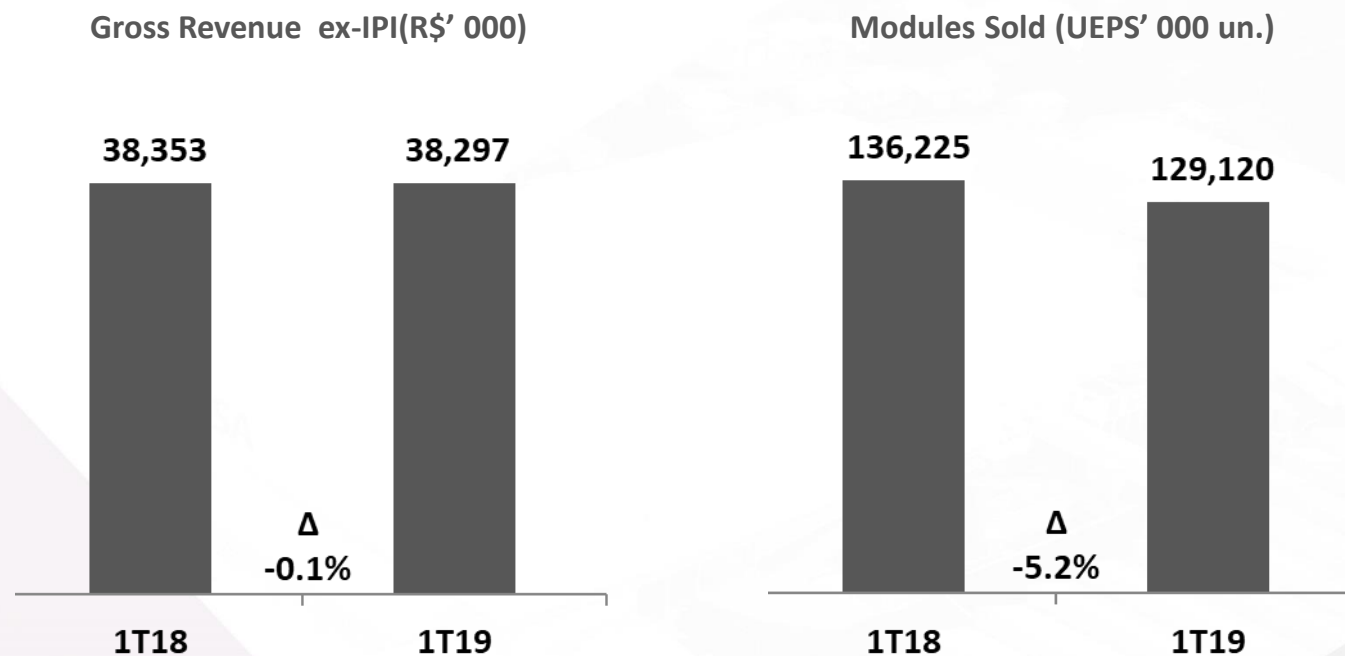
Gross Revenue ex-IPI decreased 28.5%.

Modules Sold decreased 50.0%.



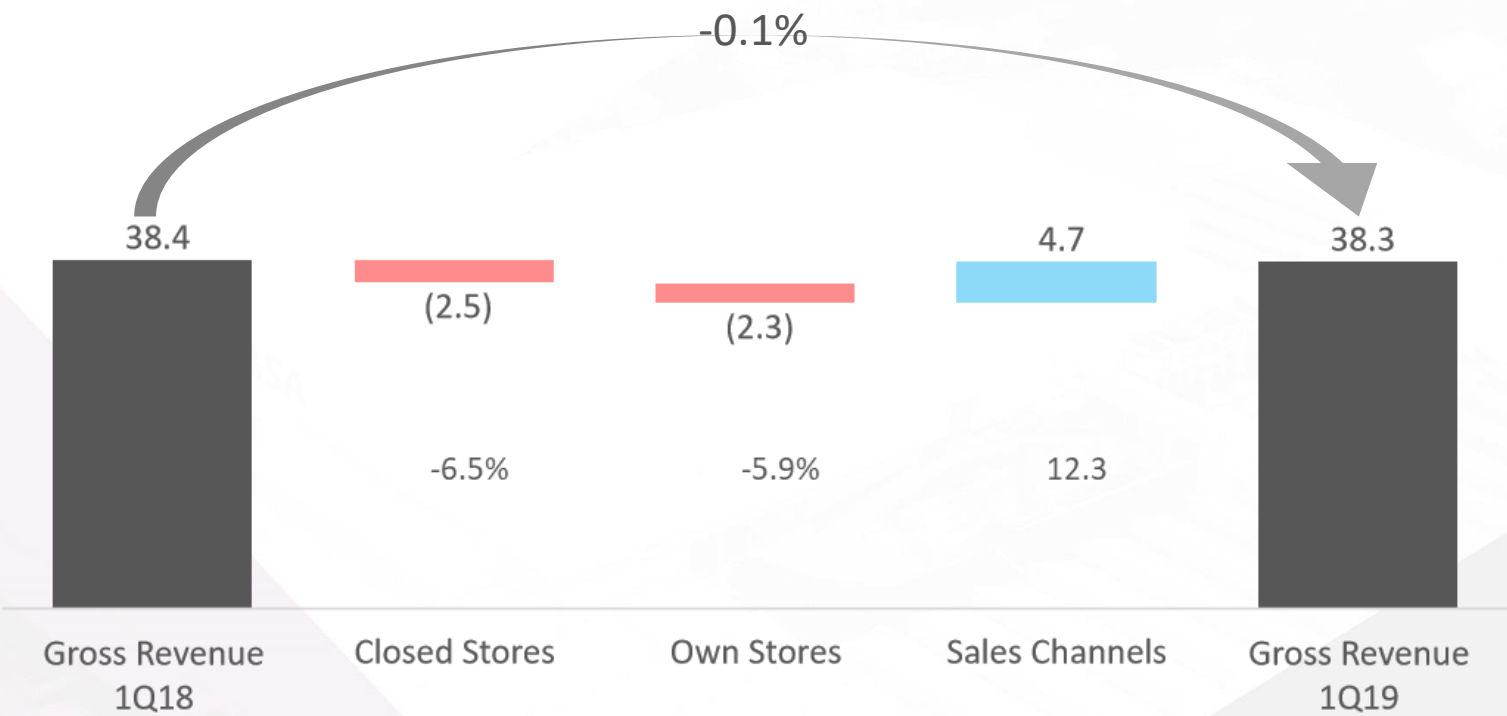
Gross Revenue ex-IPI increased 39.9%.

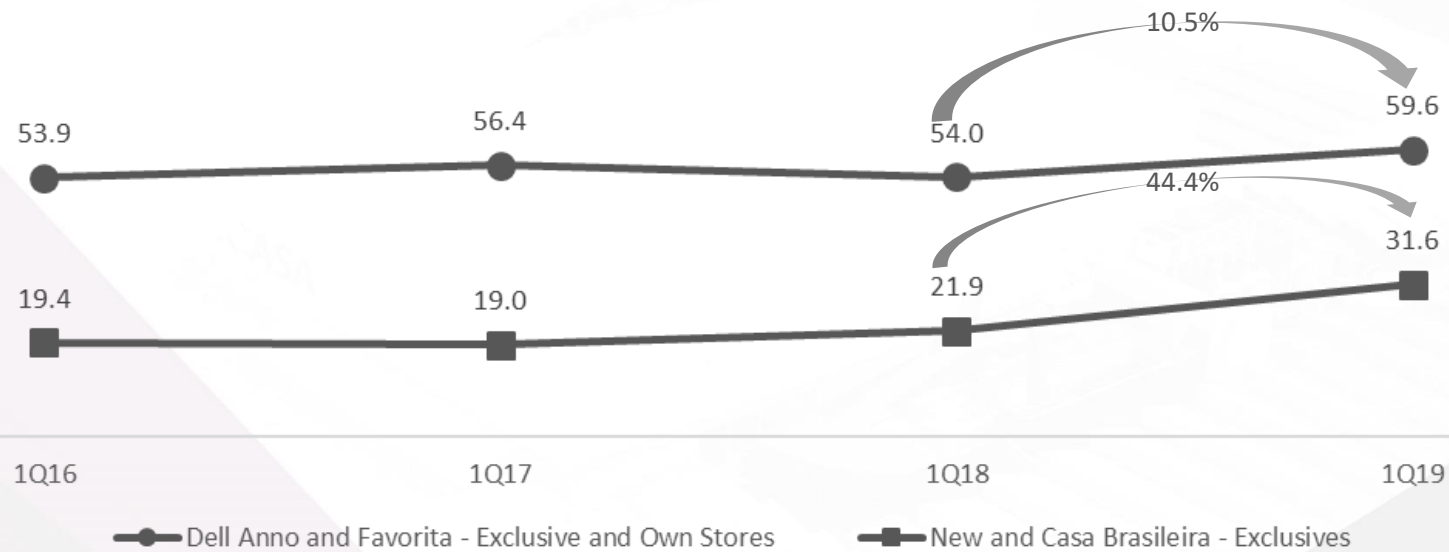
Modules Sold increased 29.4%.



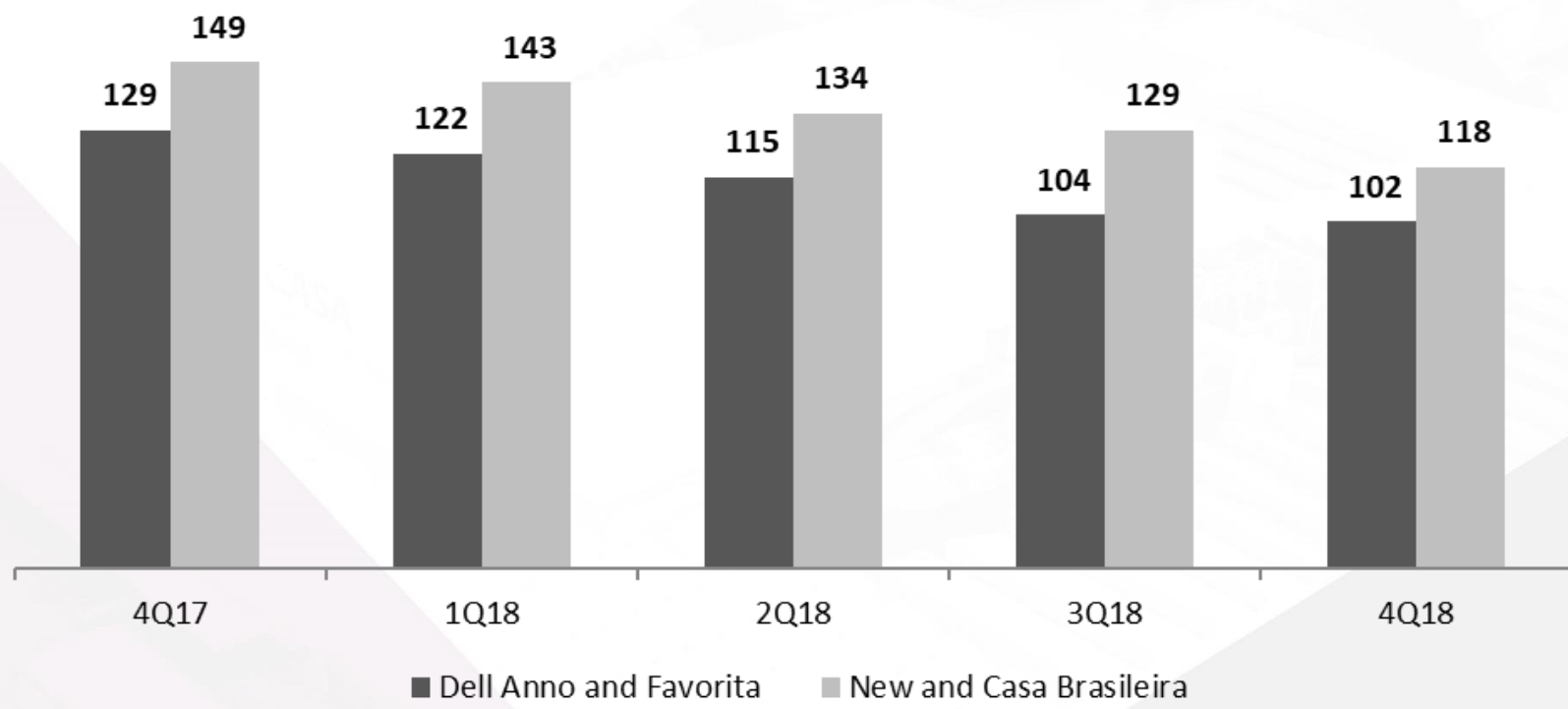
Gross Revenue ex-IPI decreased 0.1%.

Modules Sold decreased 5.2%.









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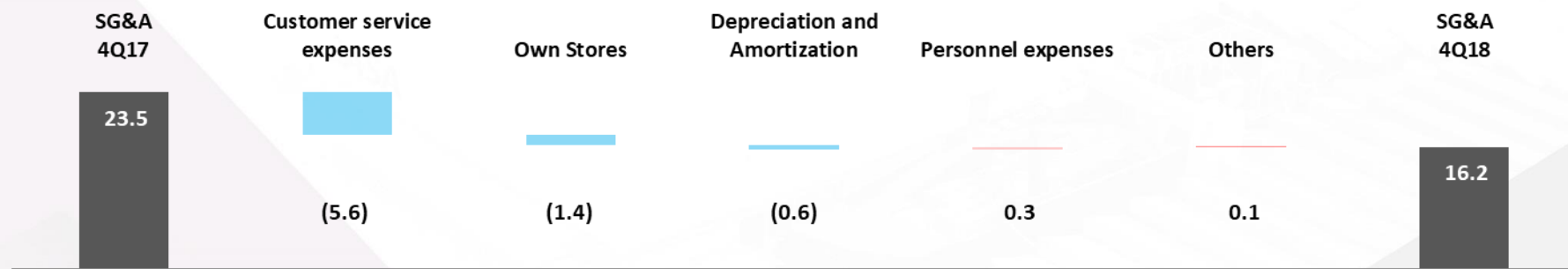
Economic and Financial Performance



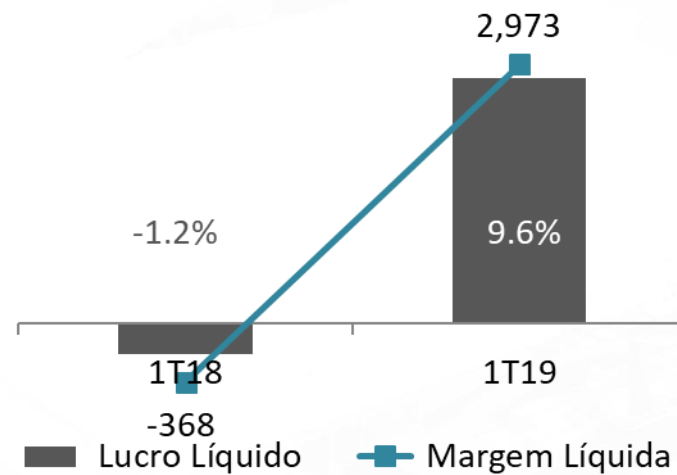
Executive summary

- Gross margin of 37.3% in 1Q19, down 2,1 p.p.;
- Net margin of 9.6% in 1Q19, up 9.6 p.p.;
- EBITDA margin of 17.6% in 1Q19, up 12.8 p.p..

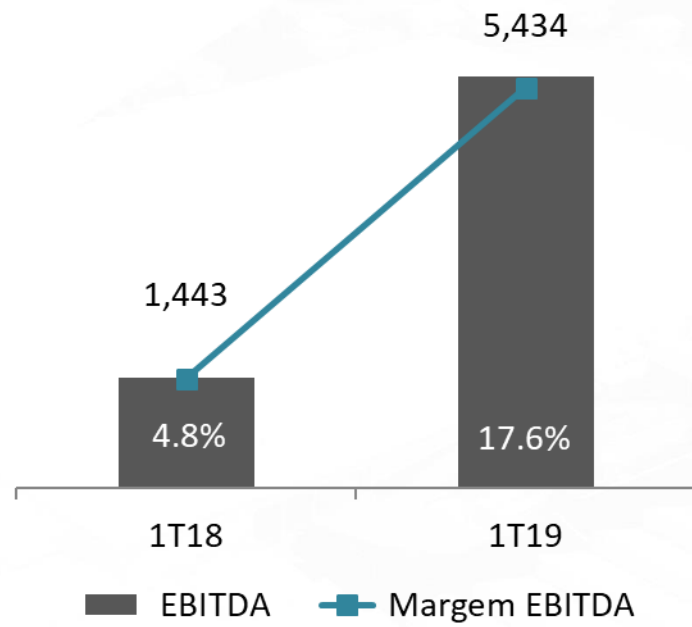
Executive Summary	1Q18	1Q19	Δ
Net Revenue	30,292	30,897	+2.0%
Gross Income	11,946	11,540	-3.4%
Gross Margin	39.4%	37.3%	-2.1 p.p.
Operating Income	-1,254	3,263	-360.2%
Operating Margin	-4.1%	10.6%	+14.7 p.p.
Net profit	-368	2,973	-907.9%
Net Margin	-1.2%	9.6%	+10.8 p.p.
EBITDA	1,443	5,434	+276.6%
EBITDA Margin	4.8%	17.6%	+12.8 p.p.



Reduction of 33.3% in selling, general and administrative expenses.



Net margin 10.8 p.p. higher. Increase of R\$ 3.3 million in net profit.



Positive EBITDA of R\$5.4 millions, increase of 12.8 p.p in EBITDA margin.

Gustavo Dall Onder

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UNICASA 30 anos

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