

UNICASA

1Q20 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, May 29, 2020. Unicasa Indústria de Móveis S.A. (BM&FBovespa: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3), 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 2020. 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 (including Unicasa Comércio de Móveis Ltda. and Unicasa North America, LLC), in thousands of Brazilian reais 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



Reduction of 10.5% on revenue due to factory shutdown as a COVID19 measure to prevent dissemination;



Rise of 28% on SG&A Expenses, mainly due to expenses on USA market expansion;



Operational Loss;



Net loss;

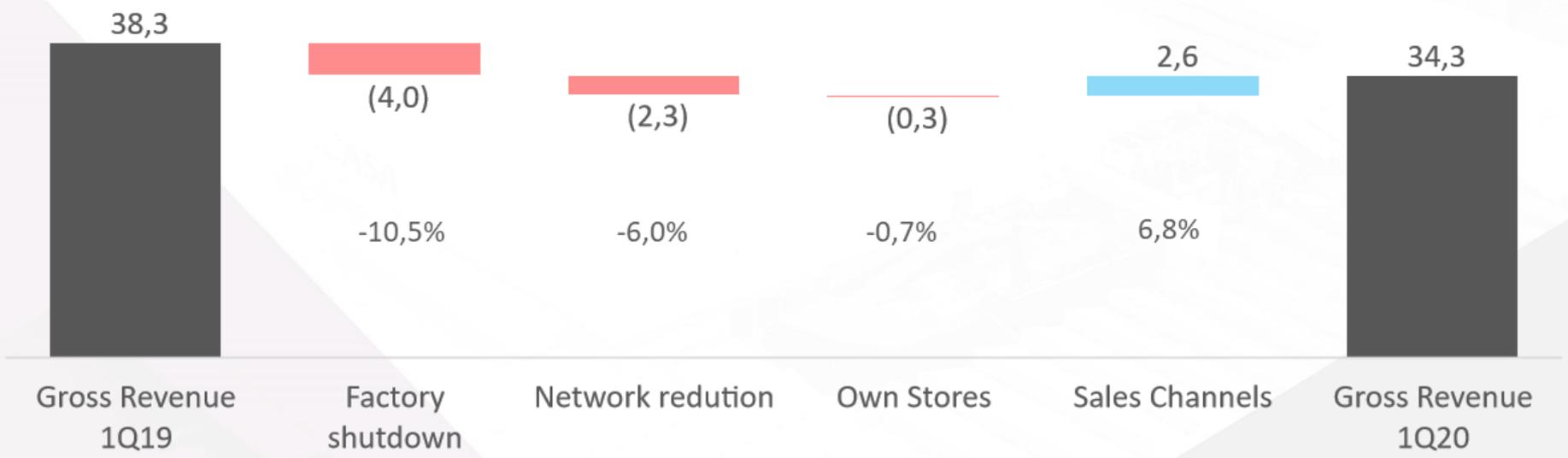


Net Cash of R\$44.3M;

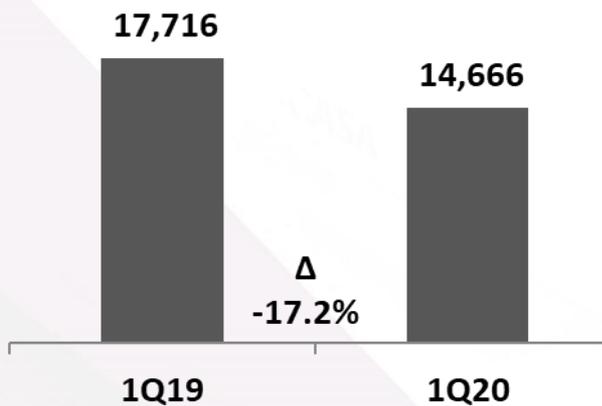
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Store Network and Sales Performance

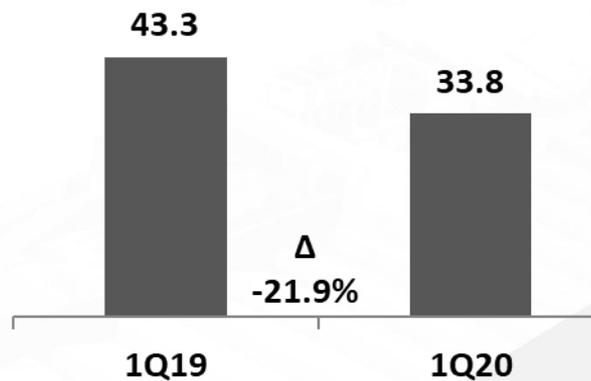




Gross Revenue ex-IPI(R\$' 000)



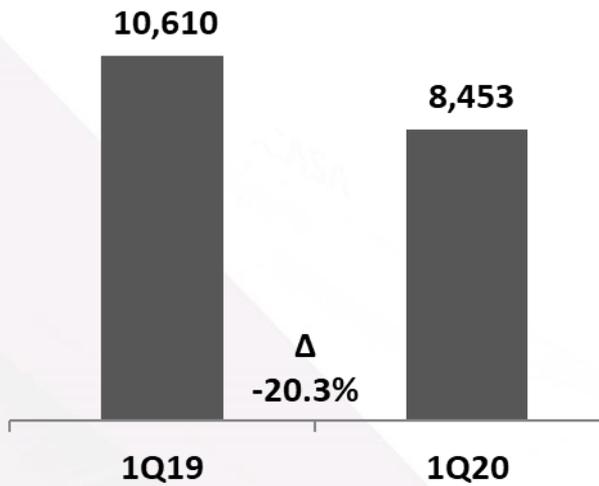
Modules Sold (UEPS' 000 un.)



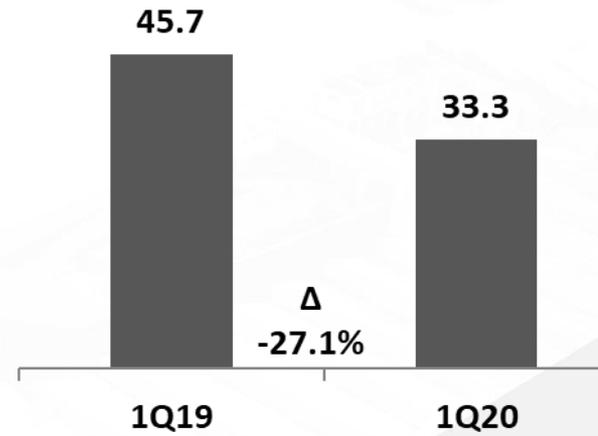
Gross Revenue ex-IPI decreased 17.2%.

Modules Sold decreased 21.9%.

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



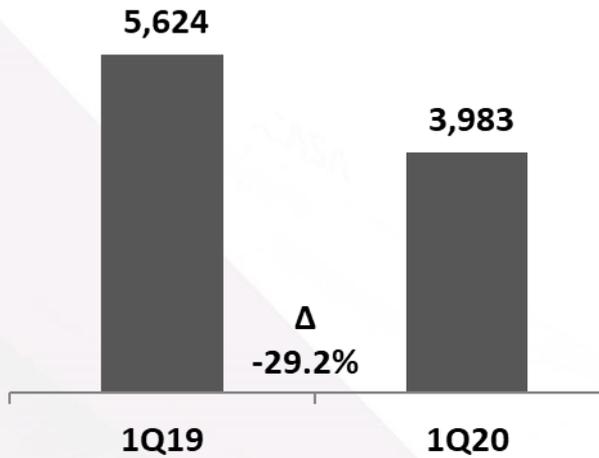
Modules Sold (UEPS' 000 un.)



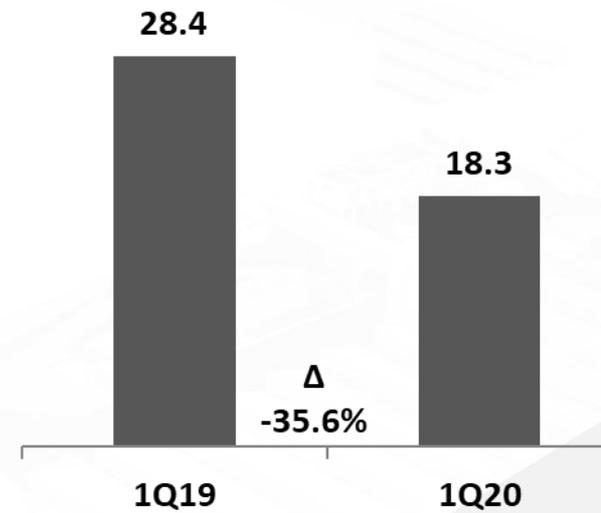
Gross Revenue ex-IPI decreased 20.3%.

Modules Sold decreased 27.1%.

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



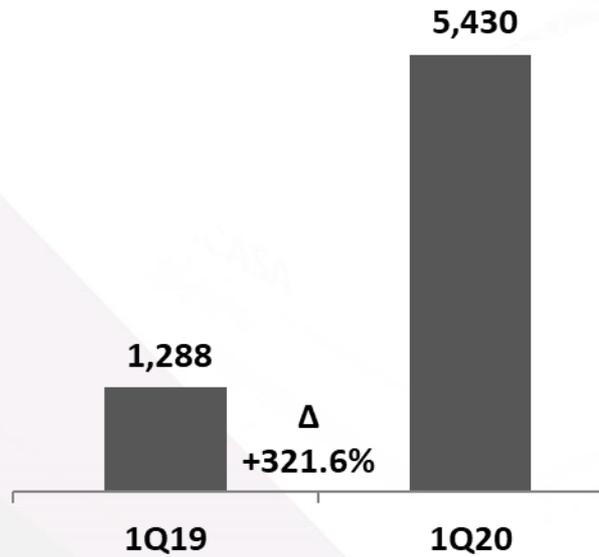
Modules Sold (UEPS' 000 un.)



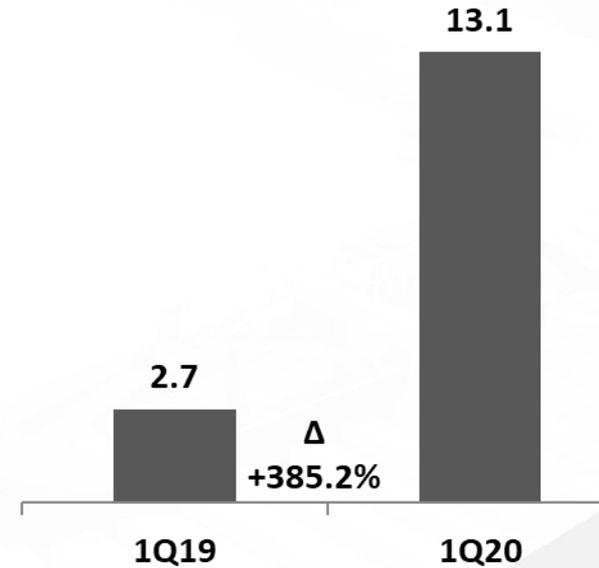
Gross Revenue ex-IPI decreased 29.2%.

Modules Sold decreased 35.6%.

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



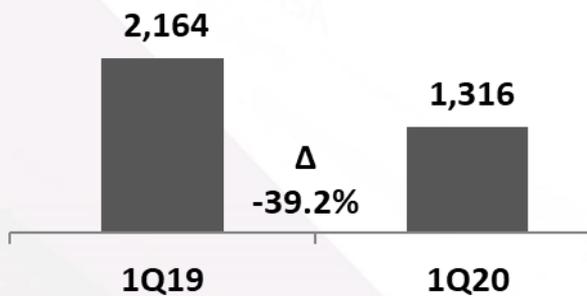
Modules Sold (UEPS' 000 un.)



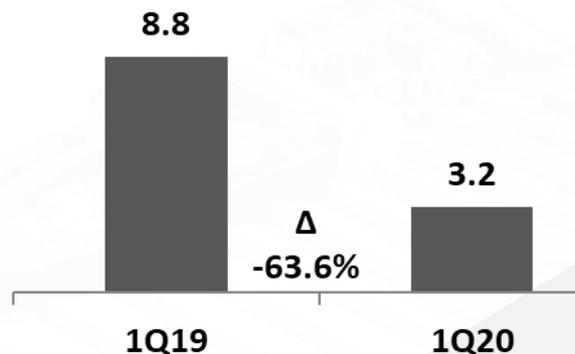
Gross Revenue ex-IPI increased 321.6%.

Modules Sold increased 385.2%.

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



Modules Sold (UEPS' 000 un.)



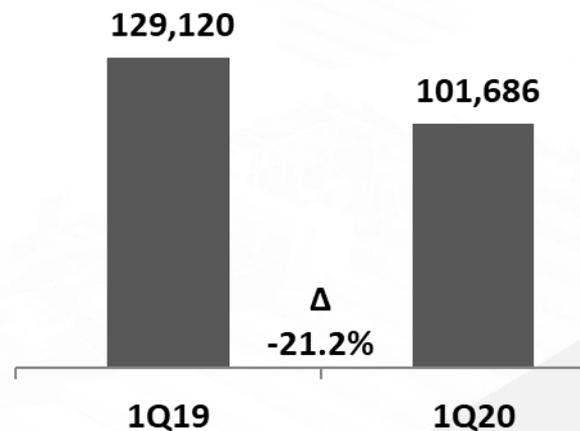
Gross Revenue ex-IPI increased 39.2%.

Modules Sold increased 63.6%.

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

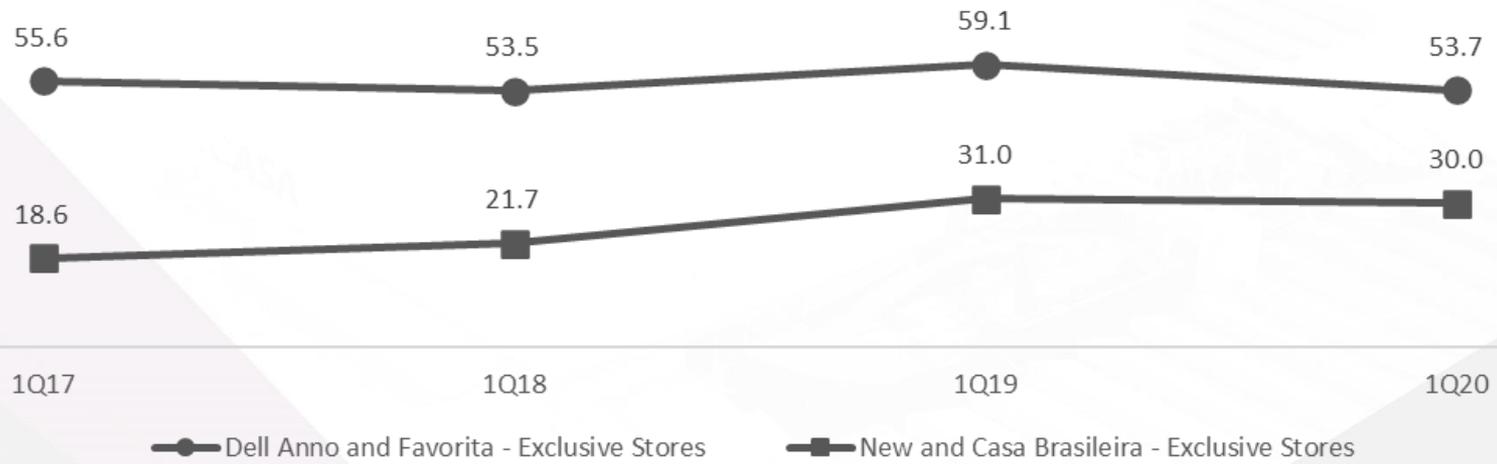


Modules Sold (UEPS' 000 un.)



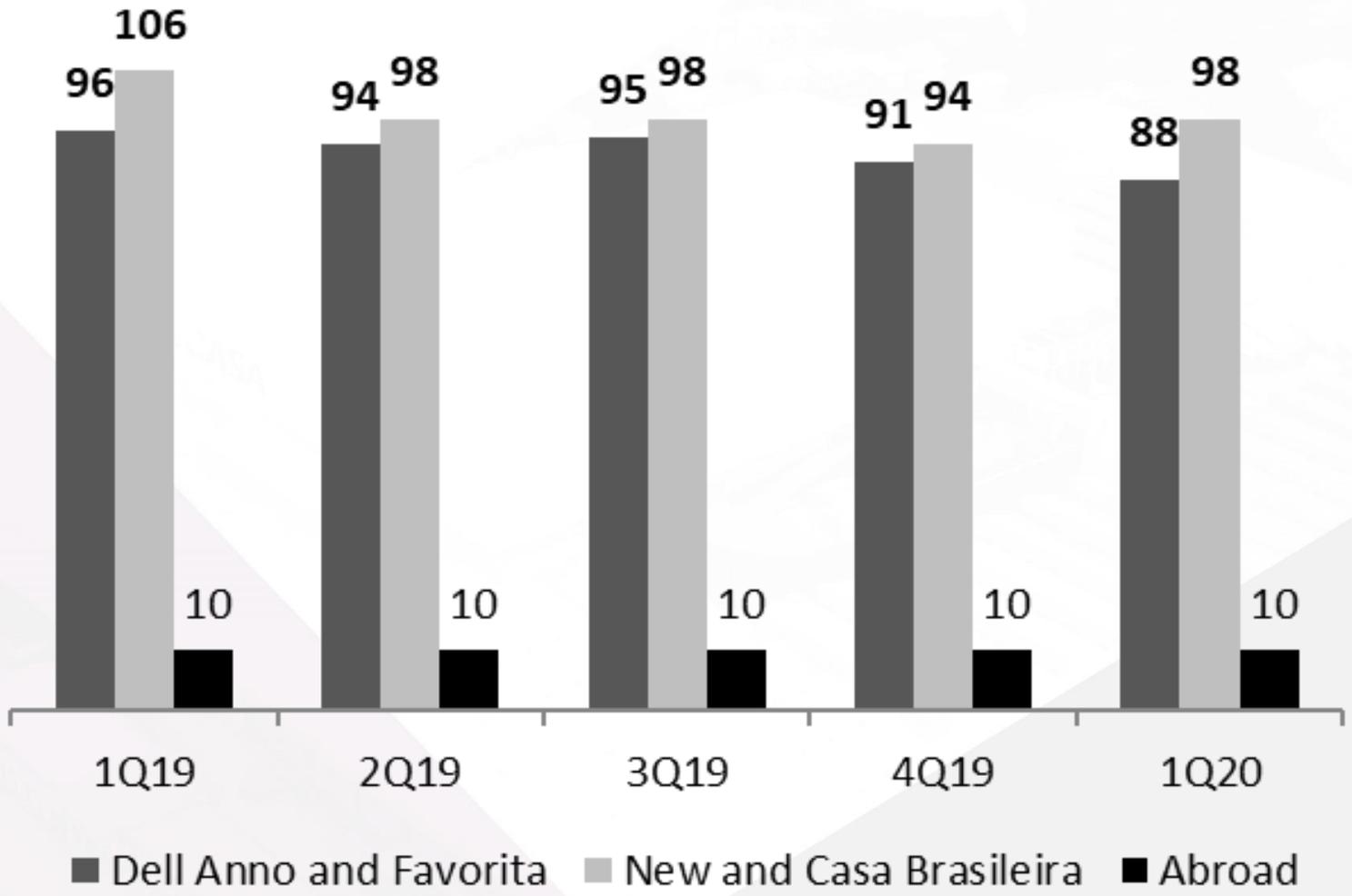
Gross Revenue ex-IPI decreased 10.5%.

Modules Sold decreased 21.2%.



*Per store and per month.





AGENDA

Economic and Financial Performance

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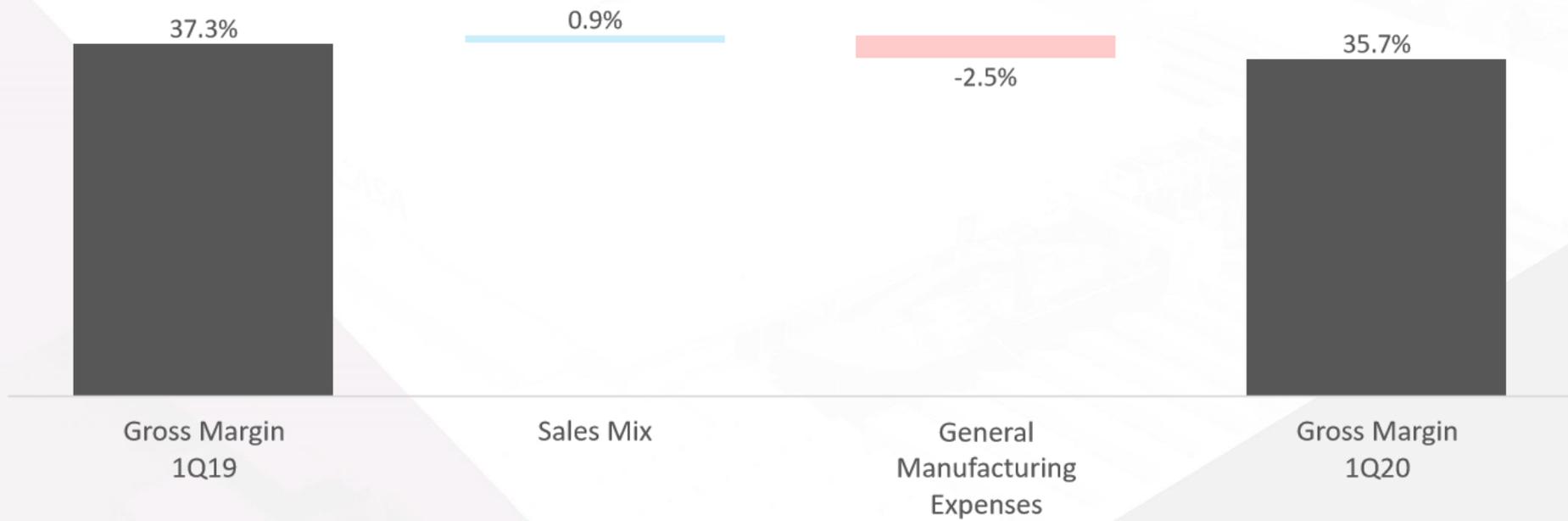


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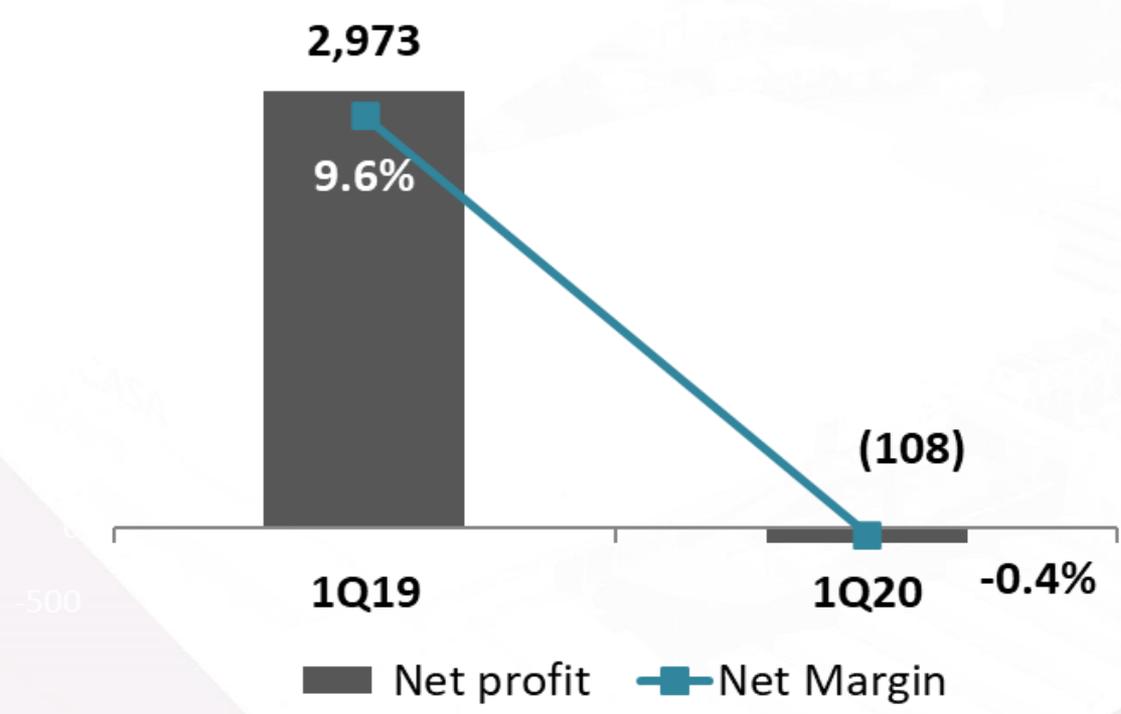
Executive summary

- *Gross margin of 35.7%, down 1.6 p.p.;*
- *Net margin of -0.4%, down 10p.p.;*
- *EBITDA margin of 5.9%, down 11.7 p.p..*

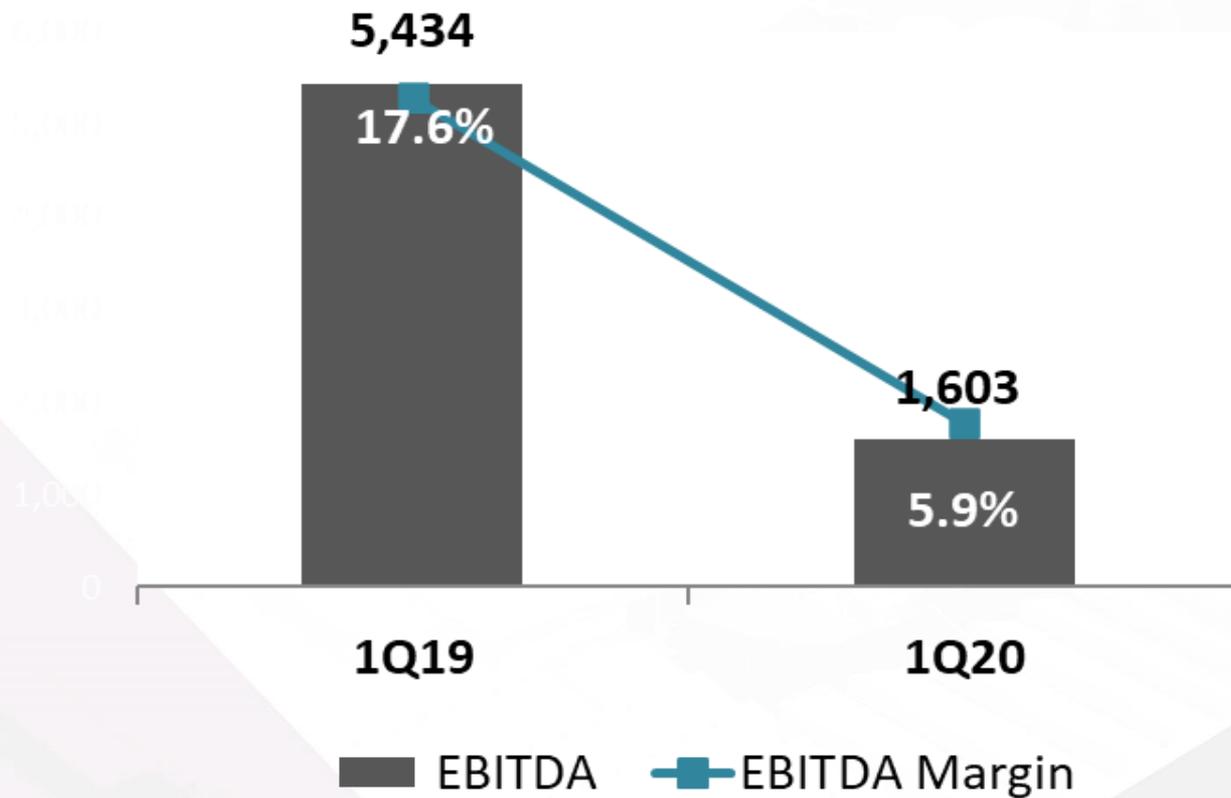
Executive Summary	1Q19	1Q20	Δ
Gross Revenue ex-IPI	38,297	34,289	-10.5%
Net Revenue	30,897	27,318	-11.6%
Cost of Goods Sold	(19,357)	(17,566)	-9.3%
Gross Income	11,540	9,752	-15.5%
Gross Margin	37.3%	35.7%	-1.6 p.p.
Selling and Administrative Expenses	(9,099)	(11,660)	+28.1%
Other Revenues and Operating Expenses	822	1,311	+59.5%
Operating Income	3,263	(597)	-118.3%
Operating Margin	10.6%	-2.2%	-12.8 p.p.
Financial Income (Expenses) Net	1,303	631	-51.6%
Operating Income before Income Tax and Social Contribution	4,566	34	-99.3%
Income Tax and Social Contribution	(1,593)	(142)	-91.1%
Net Profit	2,973	(108)	-103.6%
Net Margin	9.6%	-0.4%	-10.0 p.p.
EBITDA	5,434	1,603	-70.5%
EBITDA Margin	17.6%	5.9%	-11.7 p.p.







Net margin of -0.4p.p. Decrease of 103,6% on Net profit.



EBITDA of R\$ 1.6 million, decrease of 11.7 p.p on EBITDA margin.

Gustavo Dall Onder

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Alexandre Narvaes Figueira

CCO

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COO

UNICASA 30 anos

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