



UNICASA

2016 EARNINGS RELEASE



Bento Gonçalves (RS), March 16th, 2017. 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 fourth quarter and the year of 2016. 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

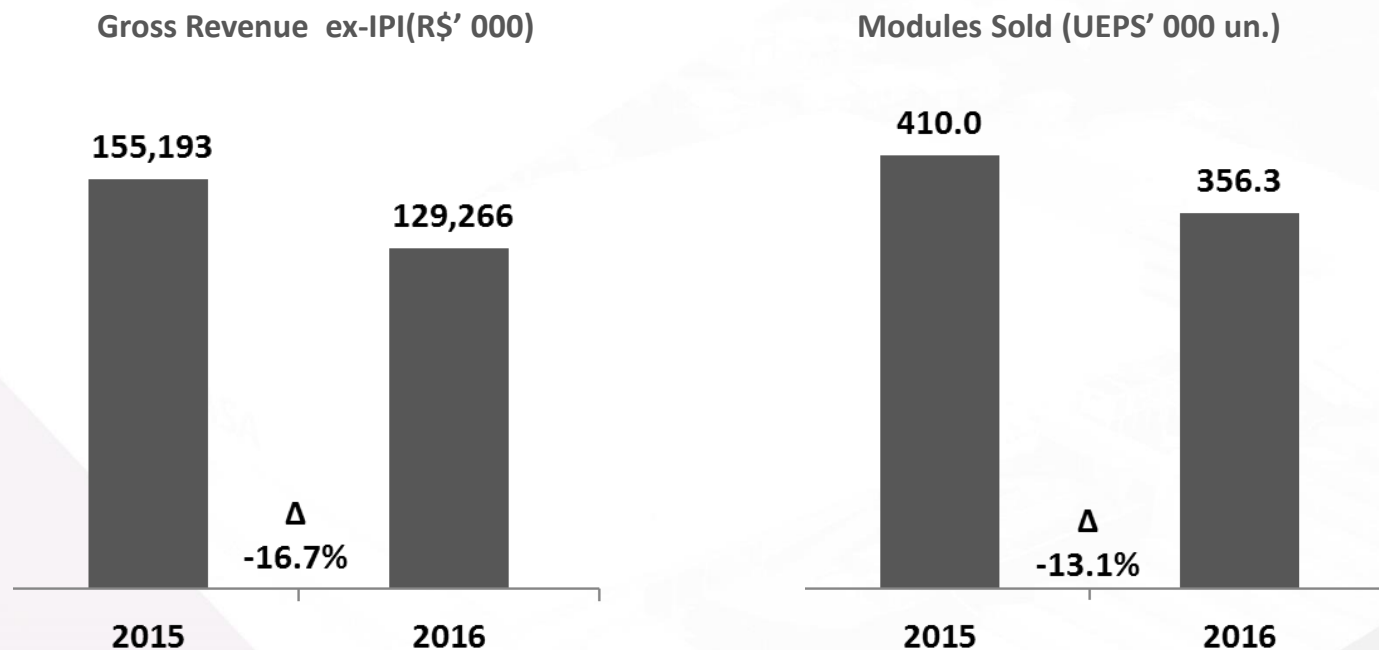


- *Surplus cash of R\$32.6 million, 13.4% lower than in the same period last year;*
- *Net Revenue of R\$185.1 million in 2016, 16,9% below than 2015;*
- *Gross Margin of 43,1%;*

AGENDA

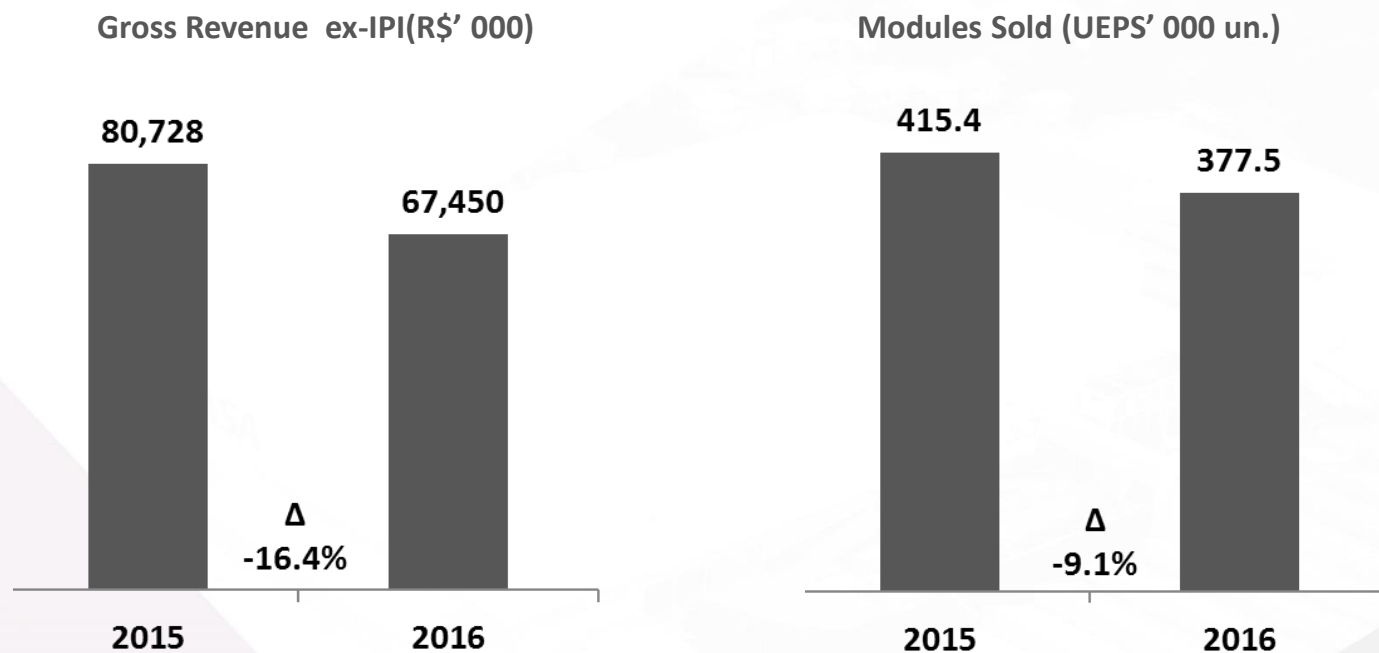
Store Network and Sales Performance





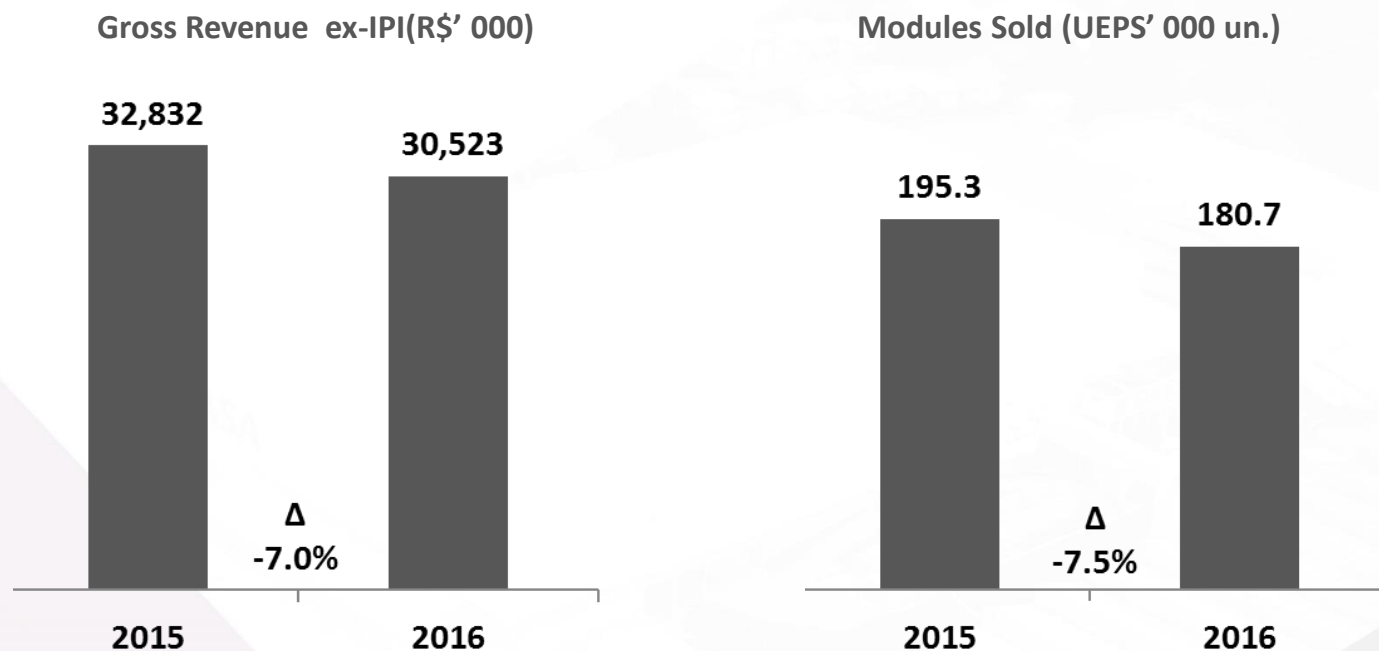
Gross Revenue ex-IPI decreased 16.7% from 2015.

Modules Sold decreased 13.1% from 2015.



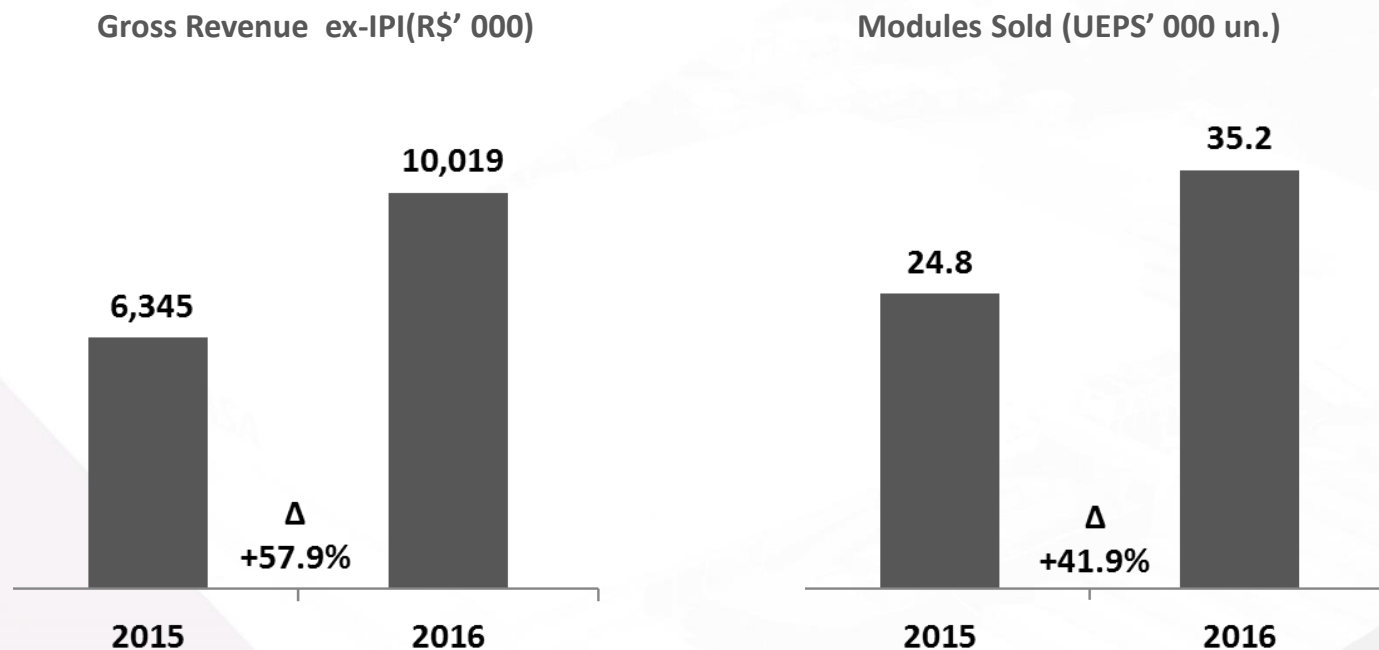
Gross Revenue ex-IPI decreased 16.4% from 2015.

Modules Sold decreased 9.1% from 2015.



Gross Revenue ex-IPI decreased 7.0% from 2015.

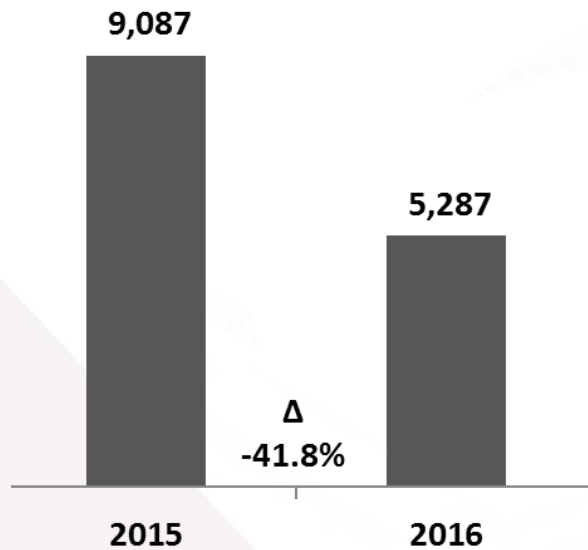
Modules Sold decreased 7.5% from 2015.



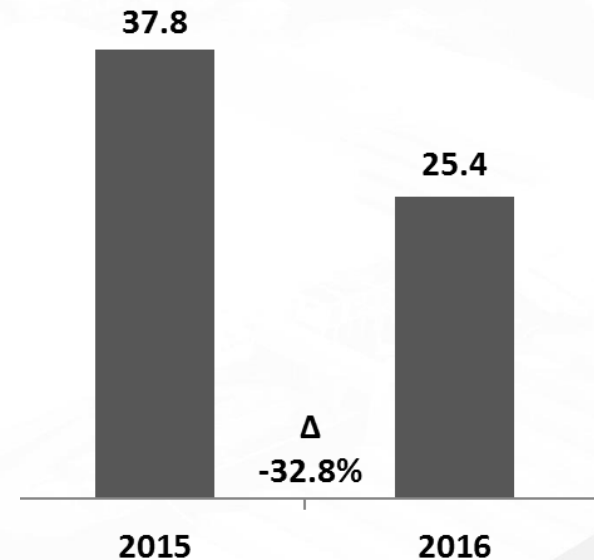
Gross Revenue ex-IPI increased 57.9% from 2015.

Modules Sold increased 41.9% from 2015.

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

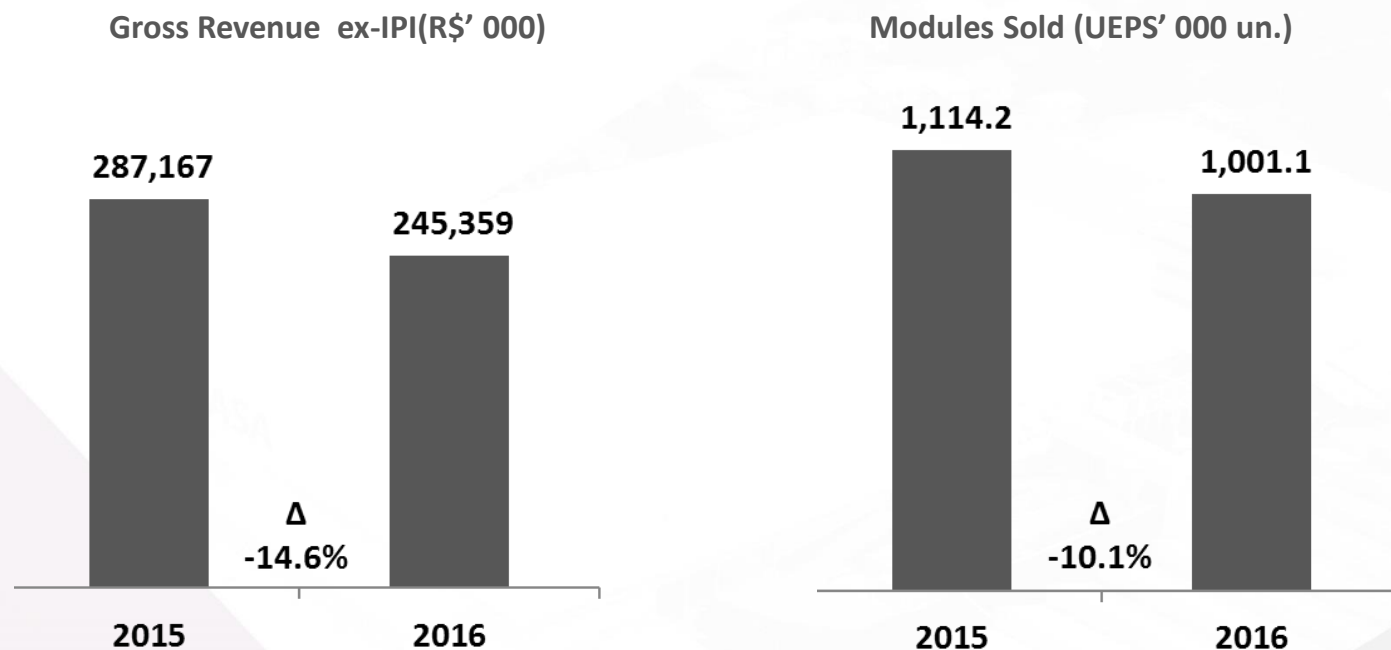


Modules Sold (UEPS' 000 un.)



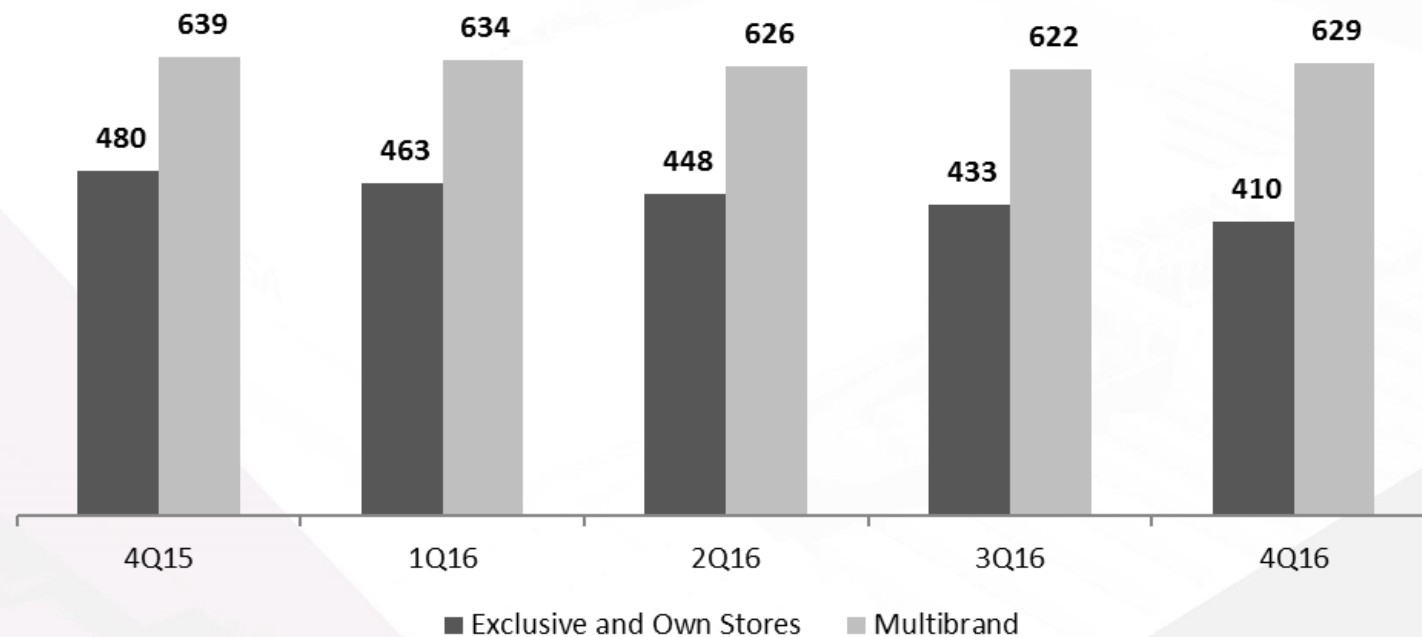
Gross Revenue ex-IPI decreased 41.8% from 2015.

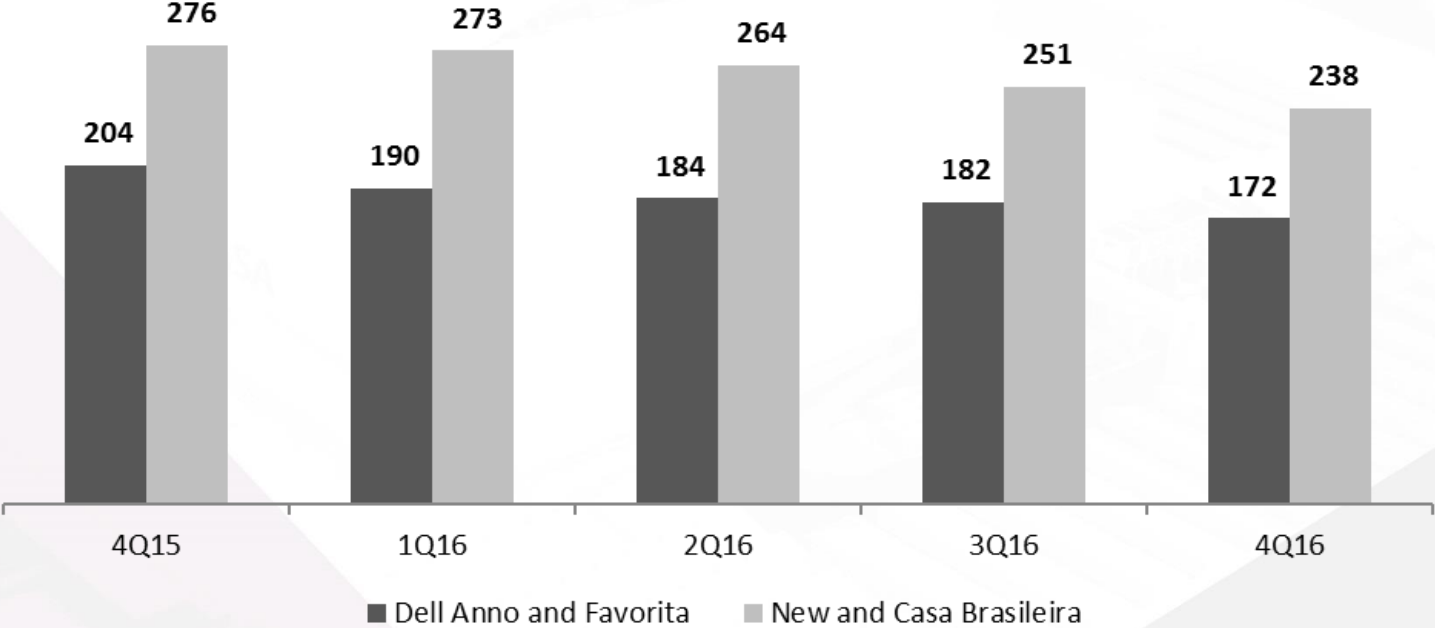
Modules Sold decreased 32.8% from 2015.



Gross Revenue ex-IPI decreased 14.6% from 2015.

Modules Sold decreased 10.1% from 2015.





AGENDA

Economic and Financial Performance

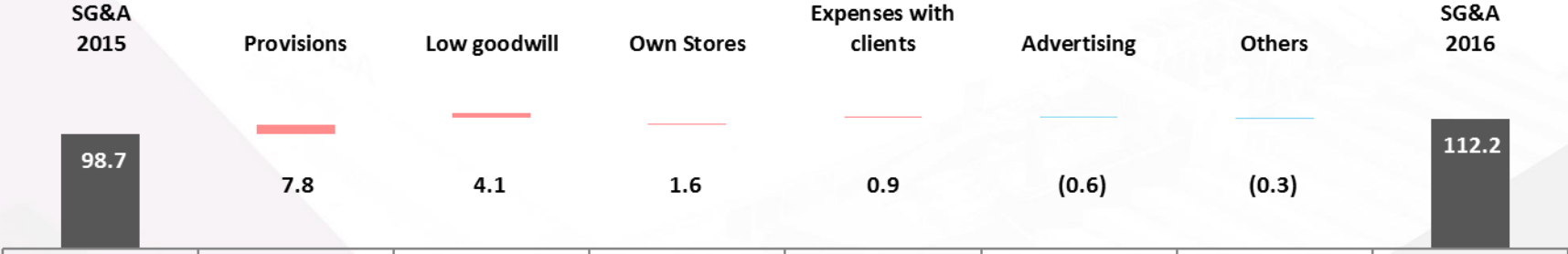


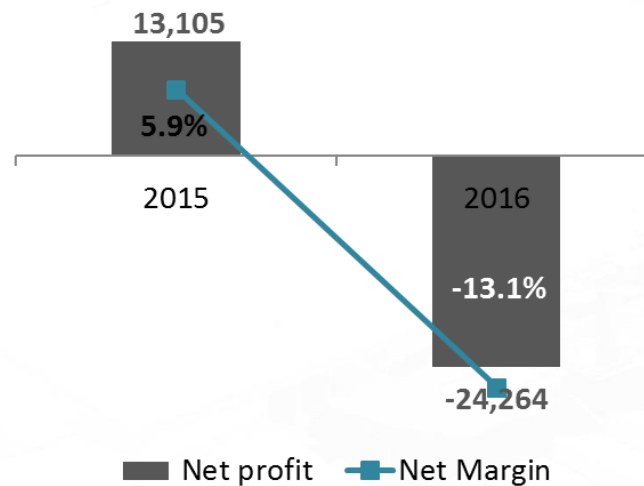
Executive Summary	2015	2016	Δ
Net Revenue	222,652	185,056	-16.9%
Gross Income	103,221	79,810	-22.7%
Gross Margin	46.4%	43.1%	-3.3 p.p.
Operating Income	8,013	-30,768	-484.0%
Operating Margin	3.6%	-16.6%	-20.2 p.p.
Net profit	13,105	-24,264	-285.2%
Net Margin	5.9%	-13.1%	-19.0 p.p.
EBITDA	18,696	-19,824	-206.0%
EBITDA Margin	8.4%	-10.7%	-19.1 p.p.

- Gross margin of 43.1% in 2016, down 3.3 p.p. over 2015.
- Net margin of -13.1% in 2016, 19.0 p.p. lower than compared to 2015.
- EBITDA margin of -10.7% in 2016, 19.1 p.p. lower than 2015.

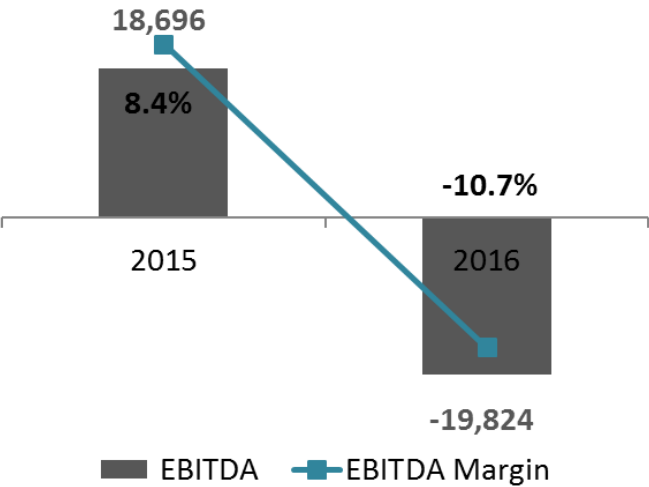


Selling, General and Administrative Expenses Reconciliation





Net loss of R\$24.3 million in 2016, reversing the 2015 profit. Net Margin of -13.1% in 2016.



Negative EBITDA of R\$19.8 million in 2016, reversing the 2015 profit. Negative EBITDA Margin of 10.7%.

Frank Zietolie

CEO, CCO

Gustavo Dall Onder

CFO, DRI

UNICASA 30 anos

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