



UNICASA

2017 EARNINGS RELEASE



Bento Gonçalves (RS), March 16th, 2018. 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 2017. 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



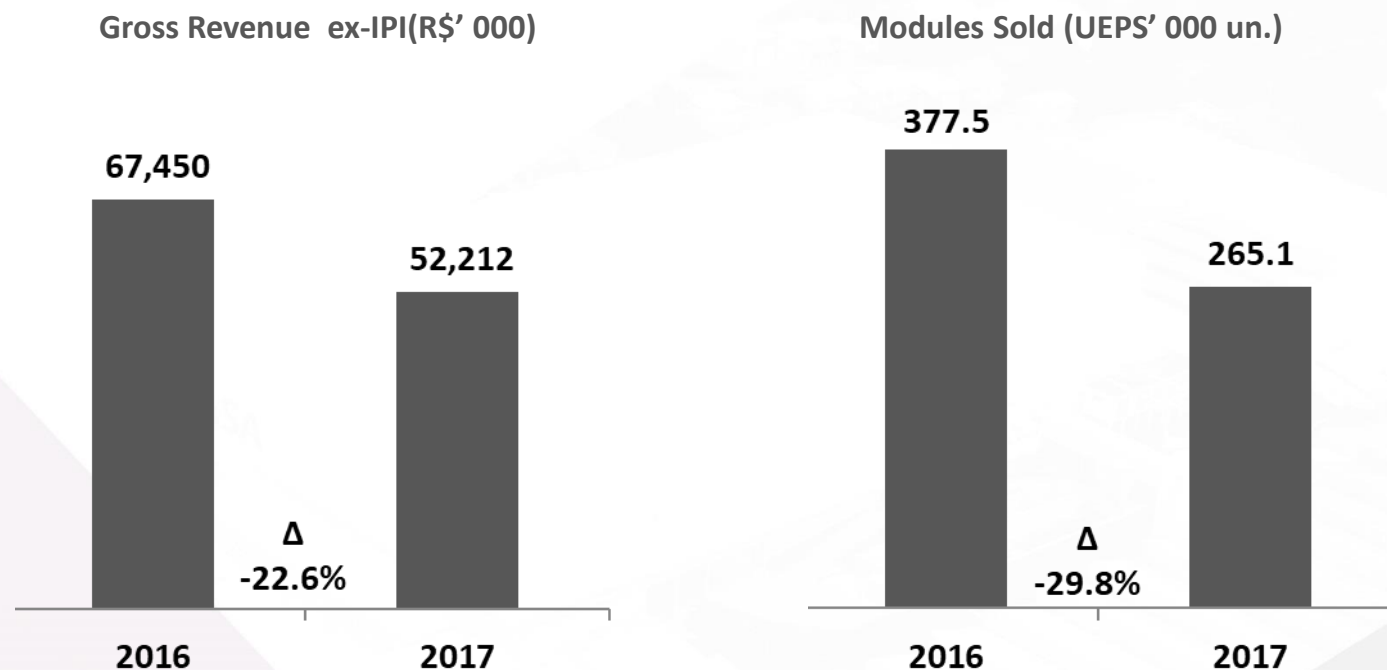
- *Surplus cash of R\$29.5 million;*
- *Gross Margin of 42,4%;*
- Reduction of 25.8% of Selling, General and Administrative Expenses

AGENDA

Store Network and Sales Performance

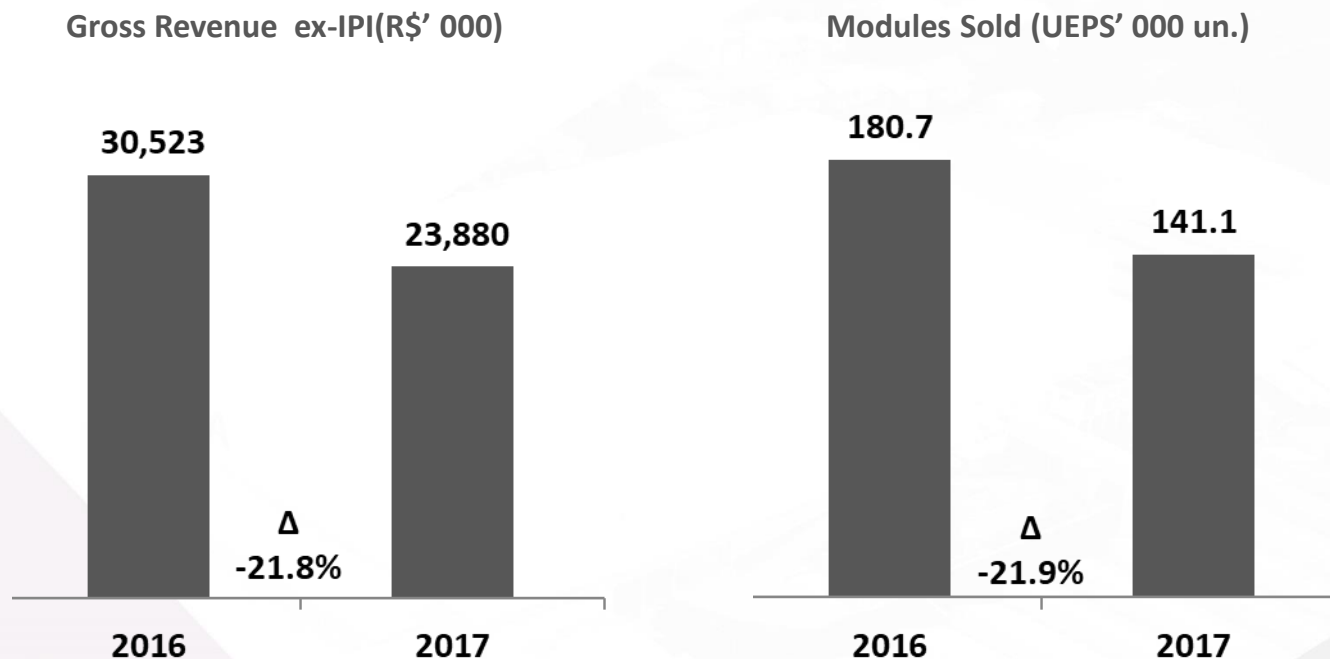






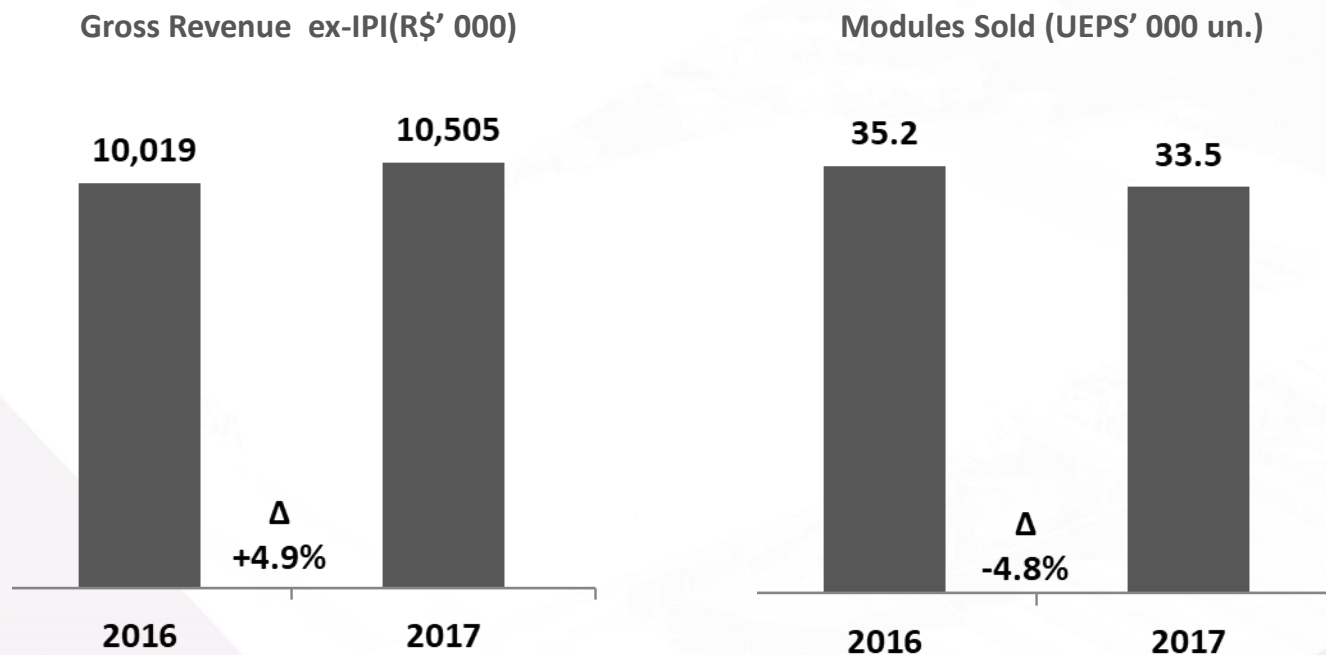
Gross Revenue ex-IPI decreased 22.6% from 2016.

Modules Sold decreased 29.8% from 2016.



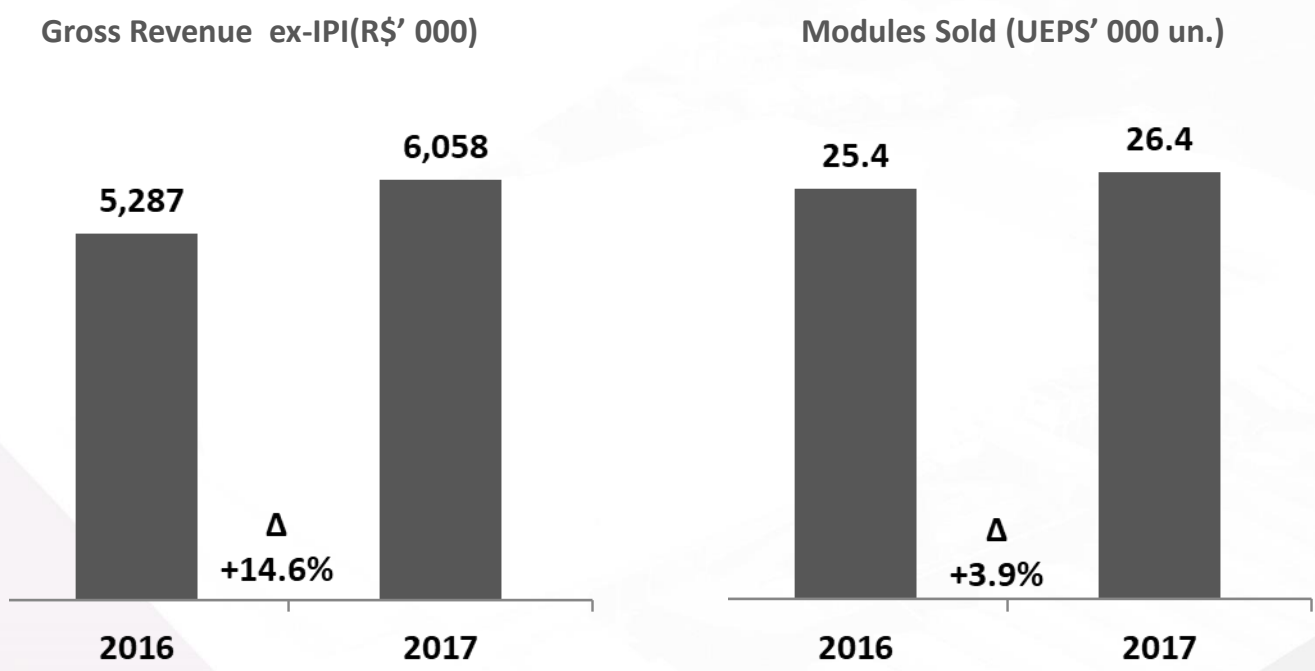
Gross Revenue ex-IPI decreased 21.8% from 2016.

Modules Sold decreased 21.9% from 2016.



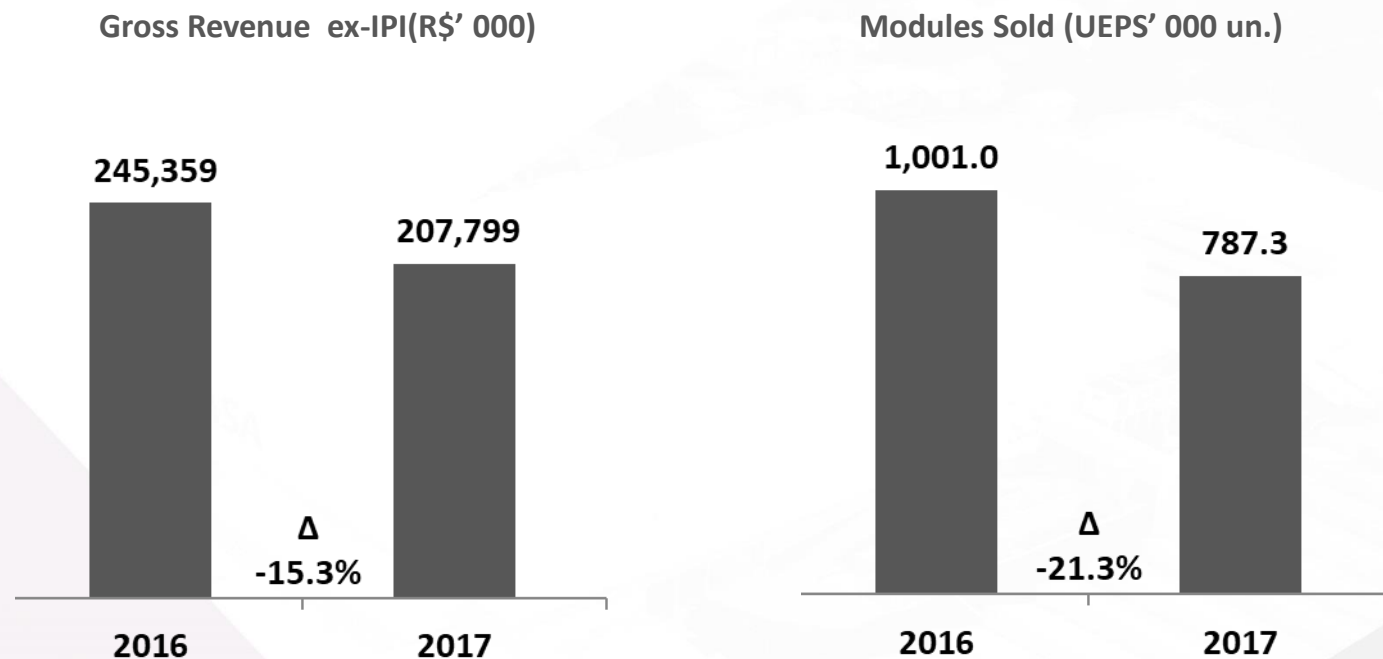
Gross Revenue ex-IPI increased 4.9% from 2016.

Modules Sold decreased 4.8% from 2016.



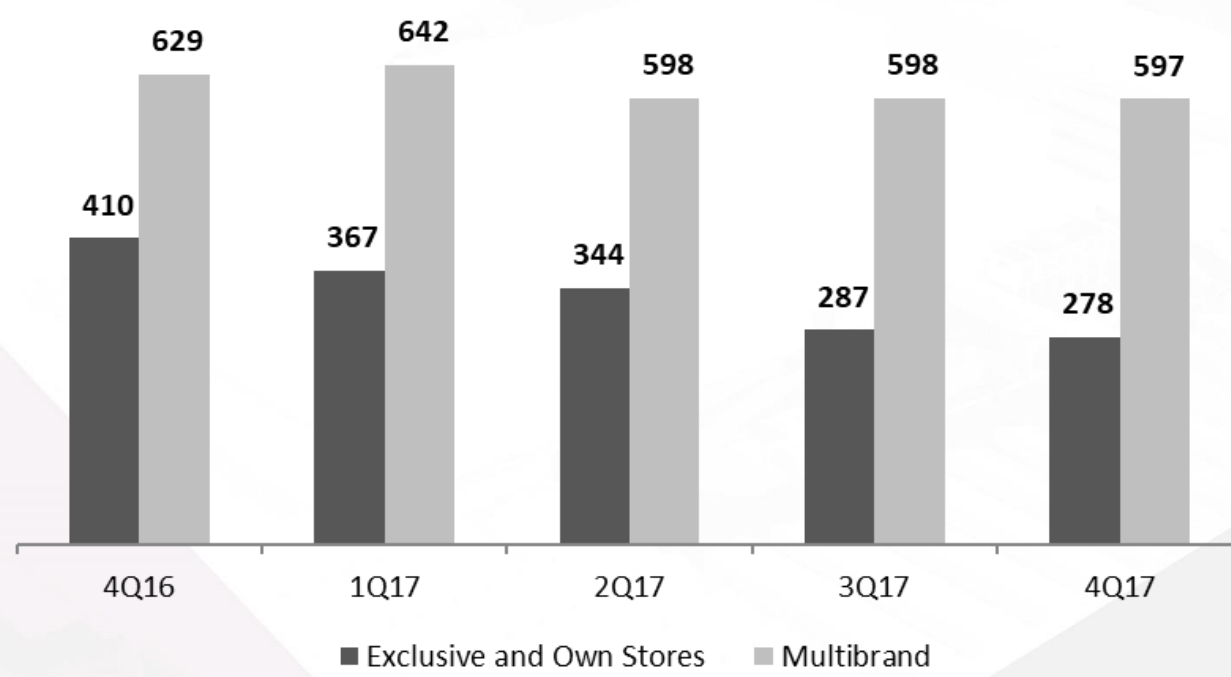
Gross Revenue ex-IPI increased 14.6% from 2016.

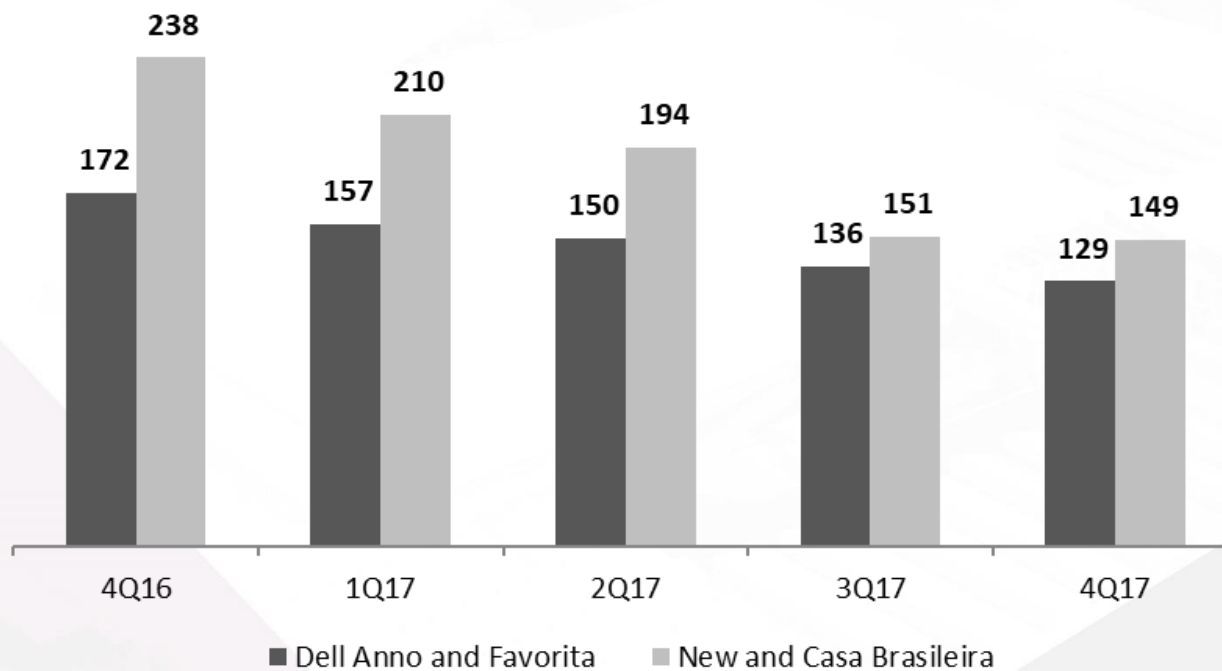
Modules Sold increased 3.9% from 2016.



Gross Revenue ex-IPI decreased 15.3% from 2016.

Modules Sold decreased 21.3% from 2016.





AGENDA

Economic and Financial Performance

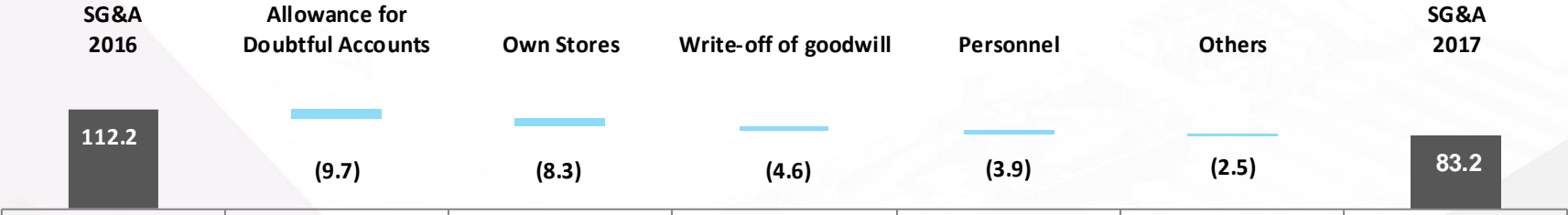


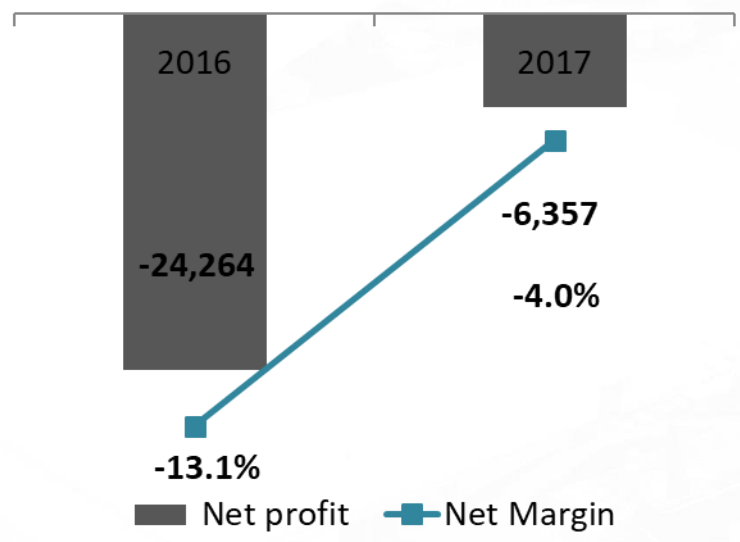
Executive Summary	2016	2017	Δ
Net Revenue	185,056	157,941	-14.7%
Gross Income	79,810	67,010	-16.0%
Gross Margin	43.1%	42.4%	-0.7 p.p.
Operating Income	-30,768	-14,596	-52.6%
Operating Margin	-16.6%	-9.2%	+7.4 p.p.
Net profit	-24,264	-6,357	-73.8%
Net Margin	-13.1%	-4.0%	+9.1 p.p.
EBITDA	-19,824	-4,107	-79.3%
EBITDA Margin	-10.7%	-2.6%	+8.1 p.p.

- Gross margin of 42.4% in 2017, down 0,7 p.p. over 2016.
- Net margin of -4.0% in 2017, 9.1 p.p. higher than compared to 2016.
- EBITDA margin of -2.6% in 2017, 8.1 p.p. higher than 2016.

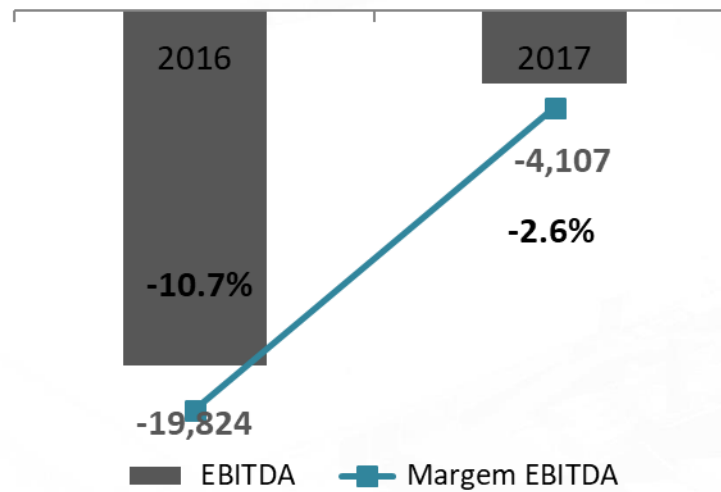


Selling, General and Administrative Expenses Reconciliation





Net loss of R\$6.34 million in 2017. Net Margin of -4.0% in 2017.



Negative EBITDA of R\$4.11 million in 2017. Negative EBITDA Margin of 2.6%.

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UNICASA 30 anos

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