

UNICASA

An aerial photograph of a large industrial facility, likely a lumber mill or warehouse. The main building has a white roof with 'UNICASA' written on it. To the right, there are numerous stacks of lumber. In the background, there are other buildings and a residential area. The image is overlaid with a dark red diagonal shape on the left side.

## 2Q15 EARNINGS RELEASE

*Bento Gonçalves (RS), August 14th, 2015. 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 second period of 2015. 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 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*



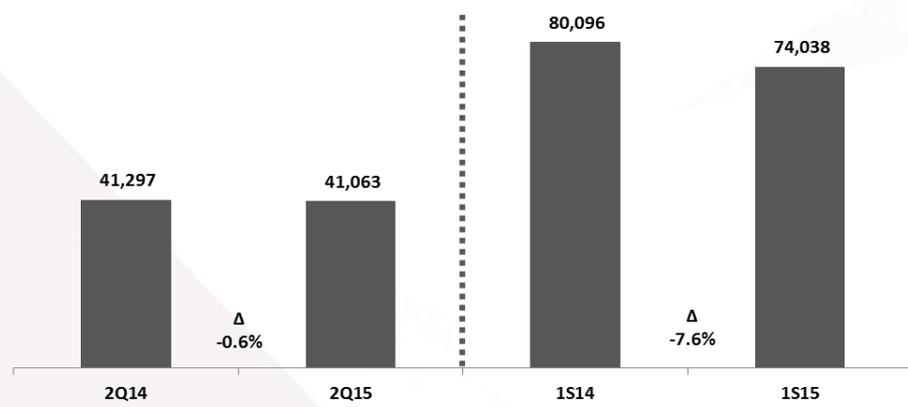
- *Net Revenue of R\$59.6 million in 2Q15, 1.6% higher than 2Q14;*
- *Revenue of New and Casa Brasileira Exclusive increased 5.9% in 2Q14;*
- *Gross margin increased 5.5 p.p., reaching 46.1%*
- *Net profit of R\$4.0 million, 22.4% higher than in the same period last year;*
- *Surplus cash of R\$30.7 million, 87.8% higher than in the same period last year;*

# AGENDA

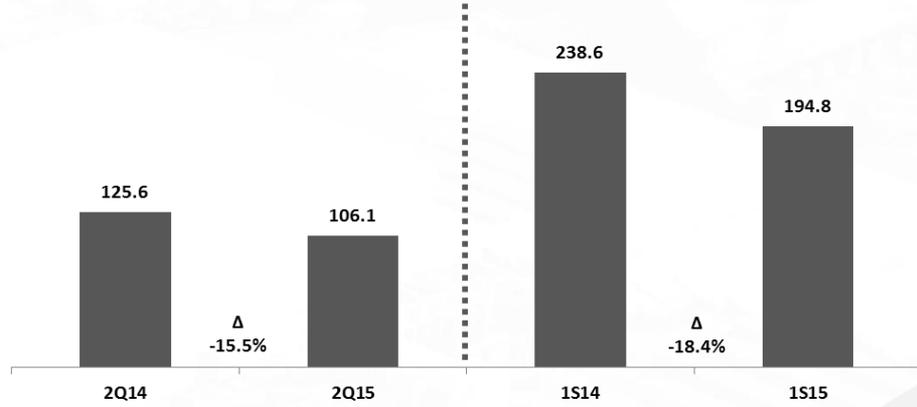
## *Store Network and Sales Performance*



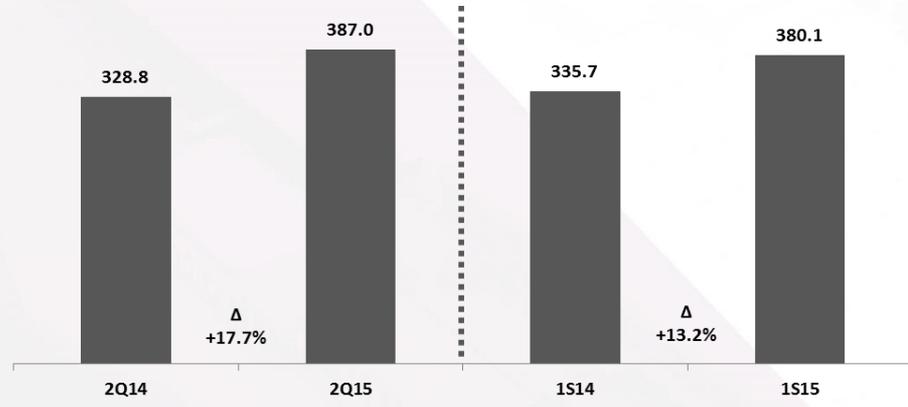
Gross Revenue Ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

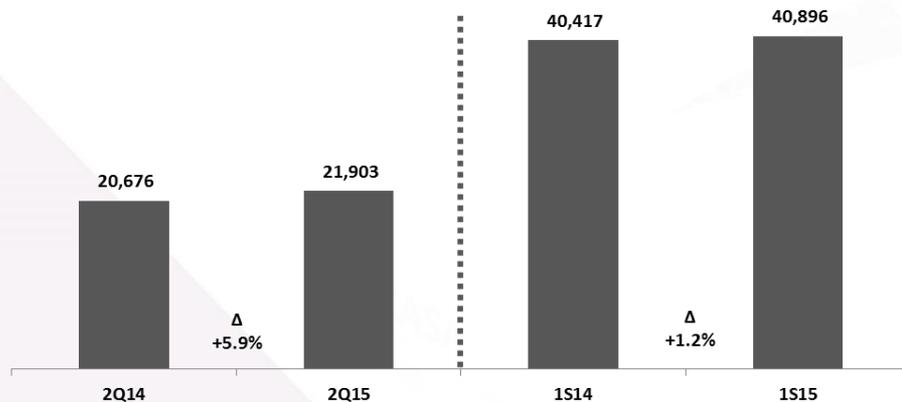


Gross Revenue Ex-IPI decreased 0.6% from 2Q14.

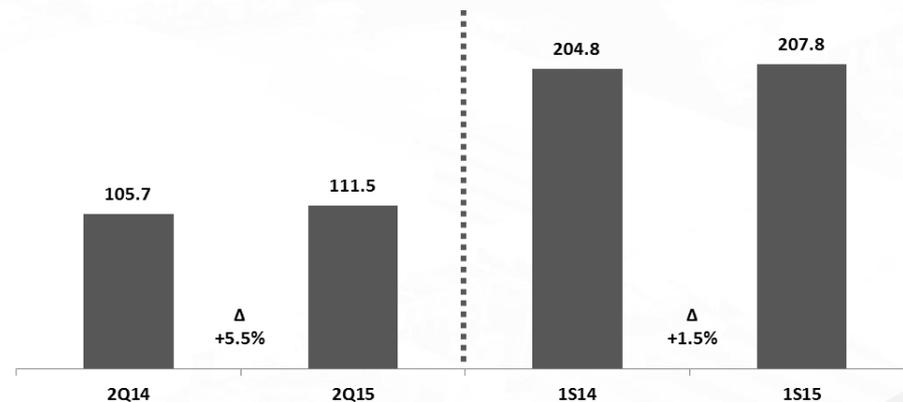
Modules Sold decreased 15.5% from 2Q14.

Average Price increased 17.7% from 2Q14.

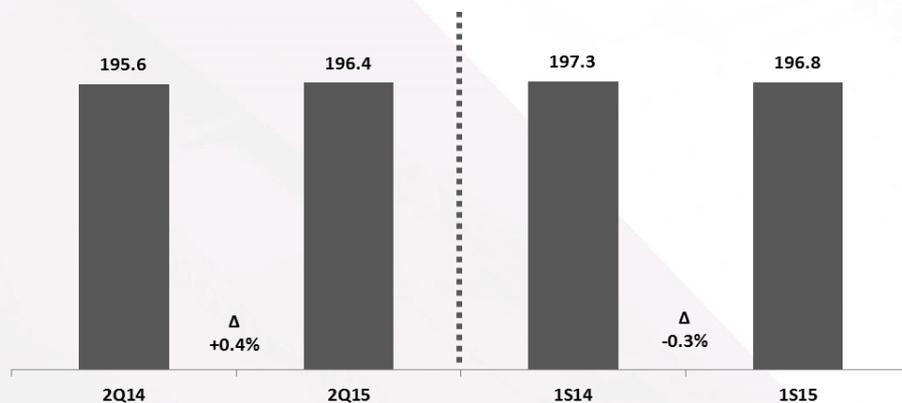
Gross Revenue Ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

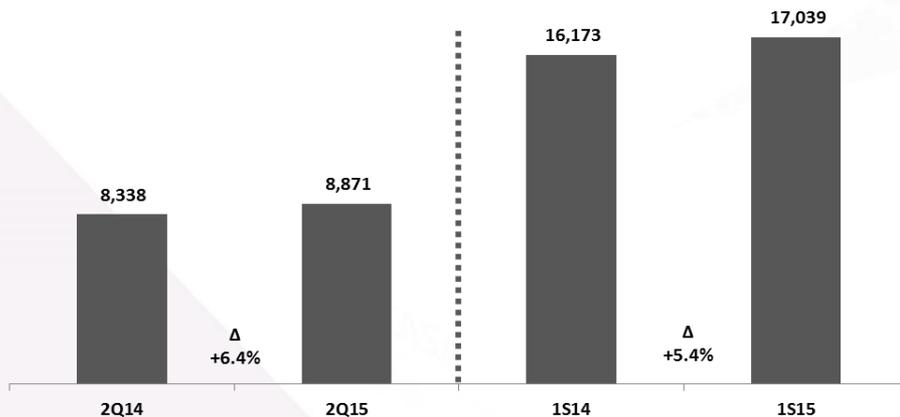


Gross Revenue Ex-IPI increased 5.9% from 2Q14.

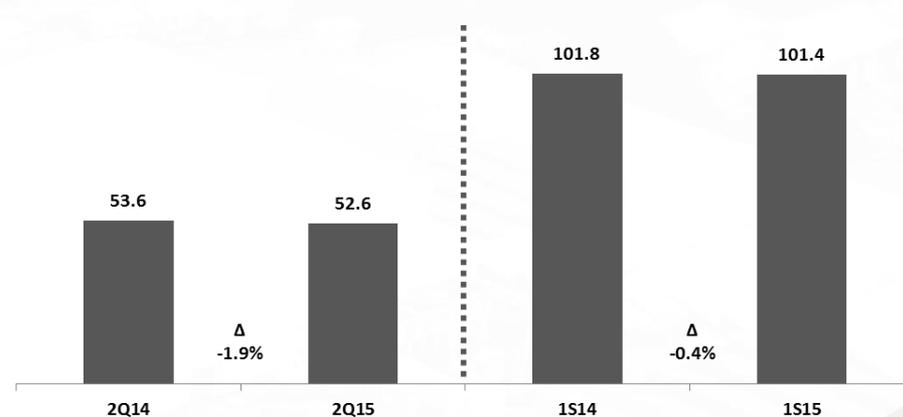
Modules Sold increased 5.5% from 2Q14.

Average Price increased 0.4% from 2Q14.

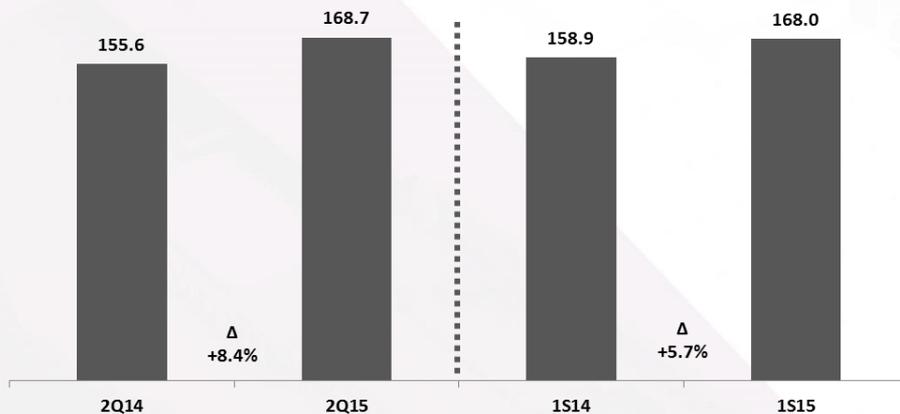
Gross Revenue Ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)



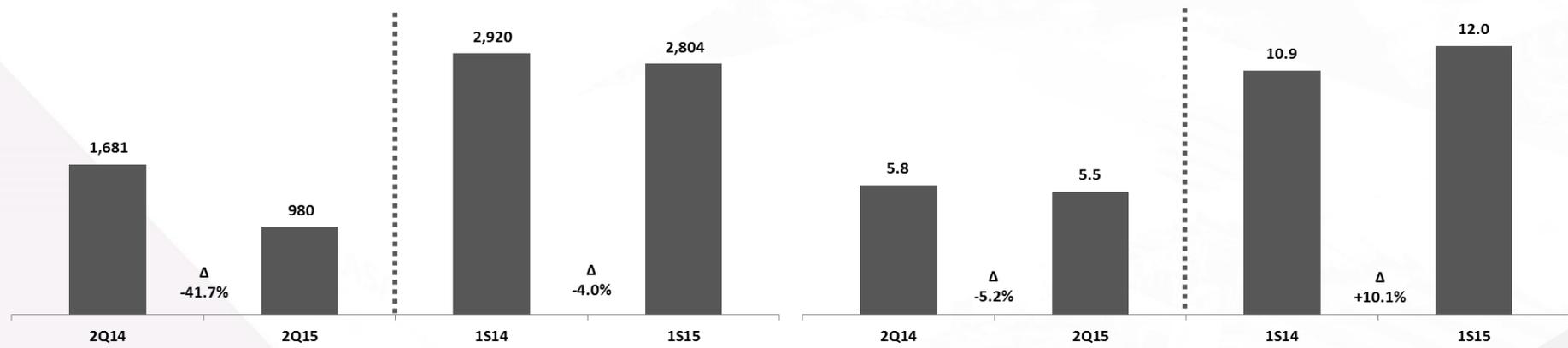
Gross Revenue Ex-IPI increased 6.4% from 2Q14.

Modules Sold fell 1.9% from 2Q14.

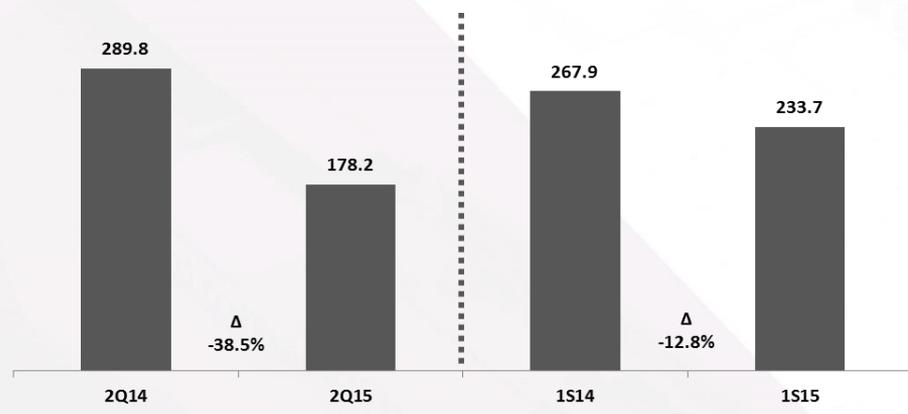
Average Price increased 8.4% from 2Q14.

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

Modules Sold (UEPS' 000 un.)

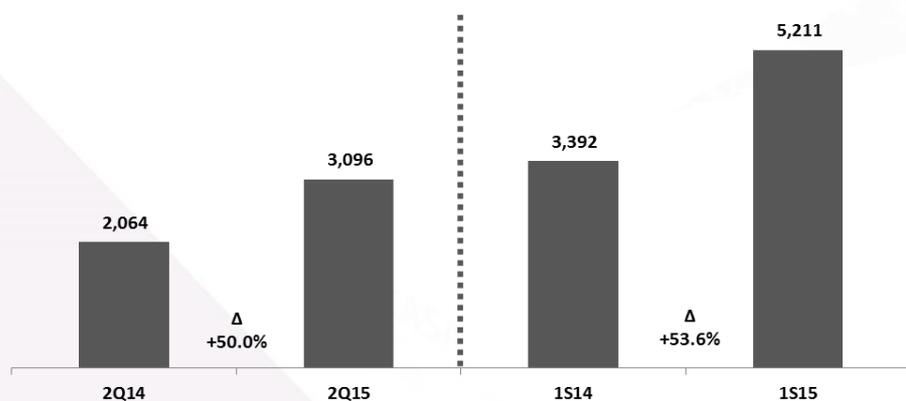


Average Price (R\$ unit)

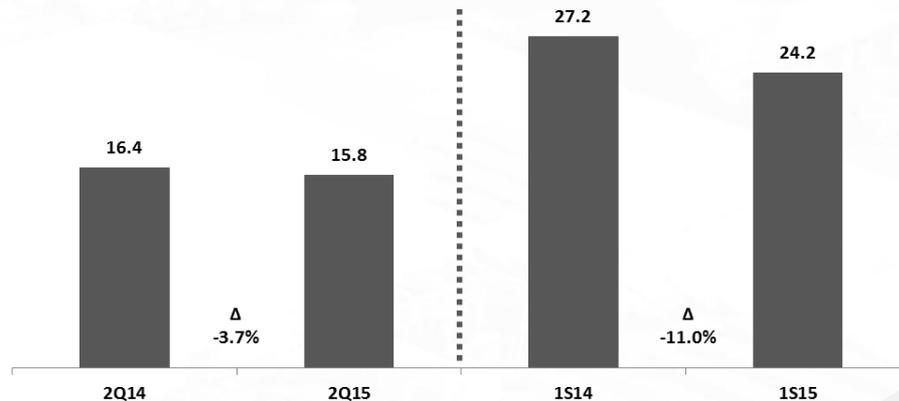


Gross Revenue Ex-IPI decreased 41.7% from 2Q14.  
 Modules Sold fell 5.2% from 2Q14.  
 Average Price decreased 38.5% from 2Q14

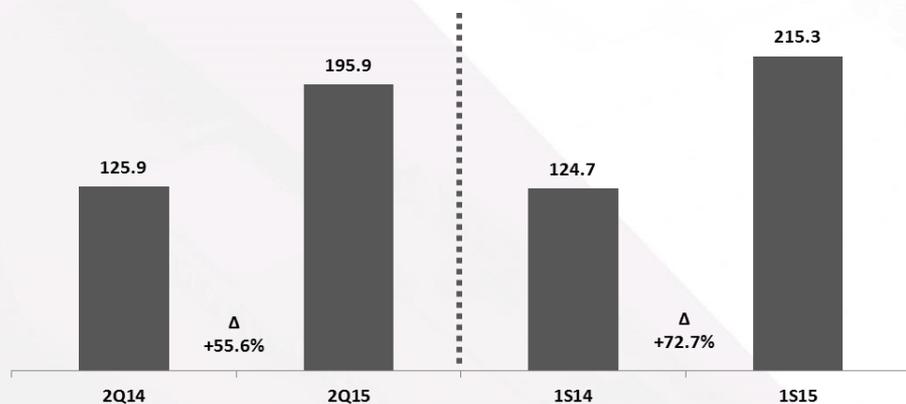
Gross Revenue Ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



Average Price (R\$ unit)

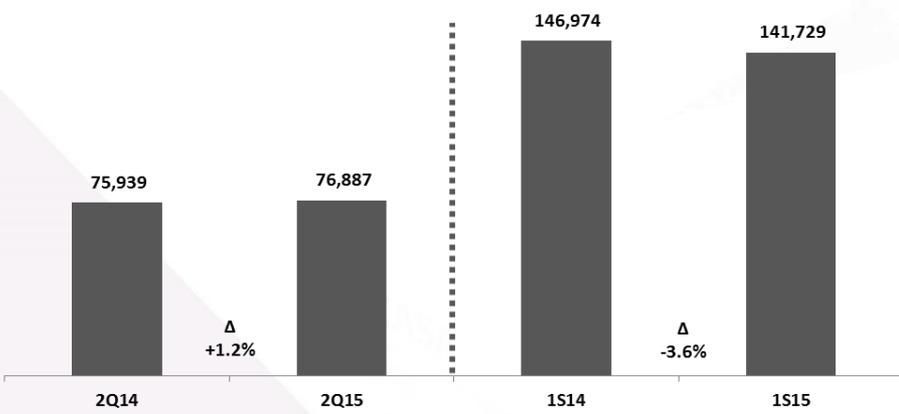


Gross Revenue Ex-IPI increased 50.0% from 2Q14.

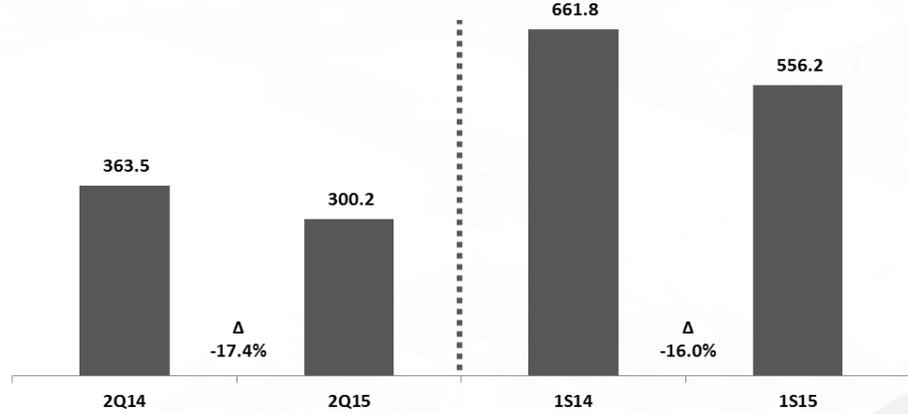
Modules Sold fell 3.7% from 2Q14.

Average Price increased 55.6% from 2Q14.

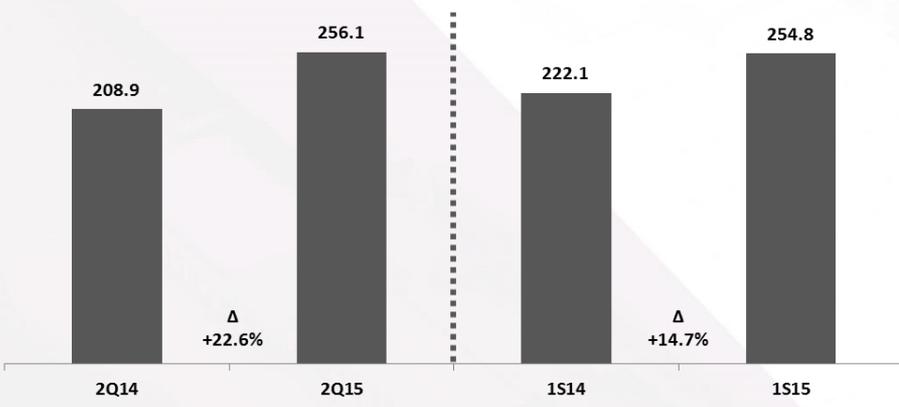
Gross Revenue Ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



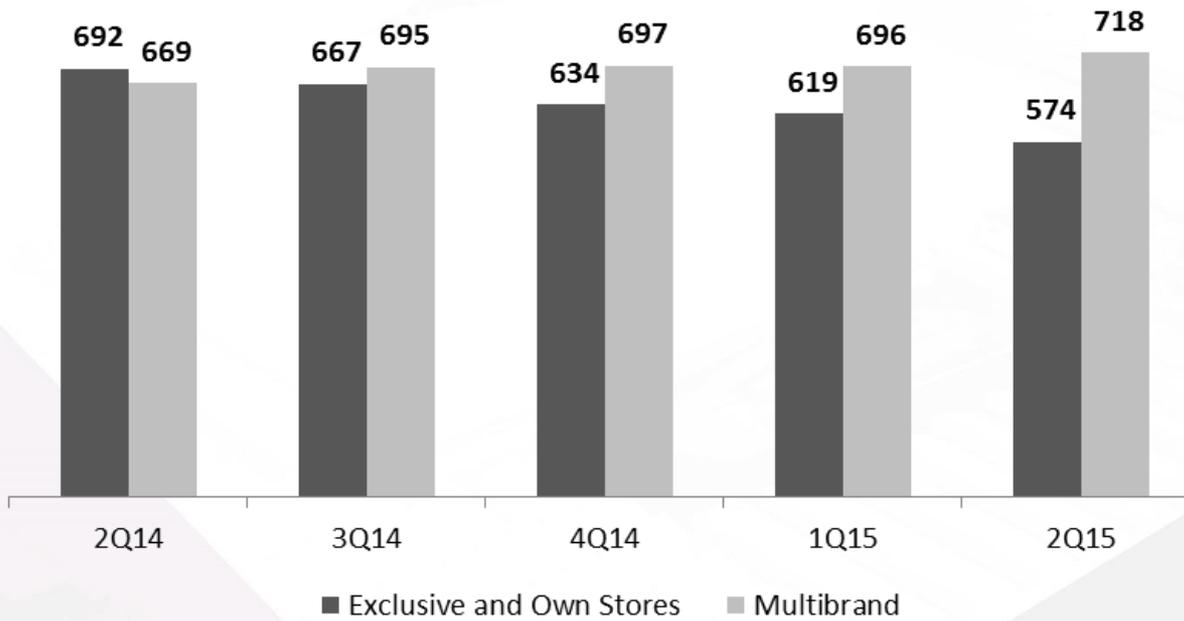
Average Price (R\$ unit)

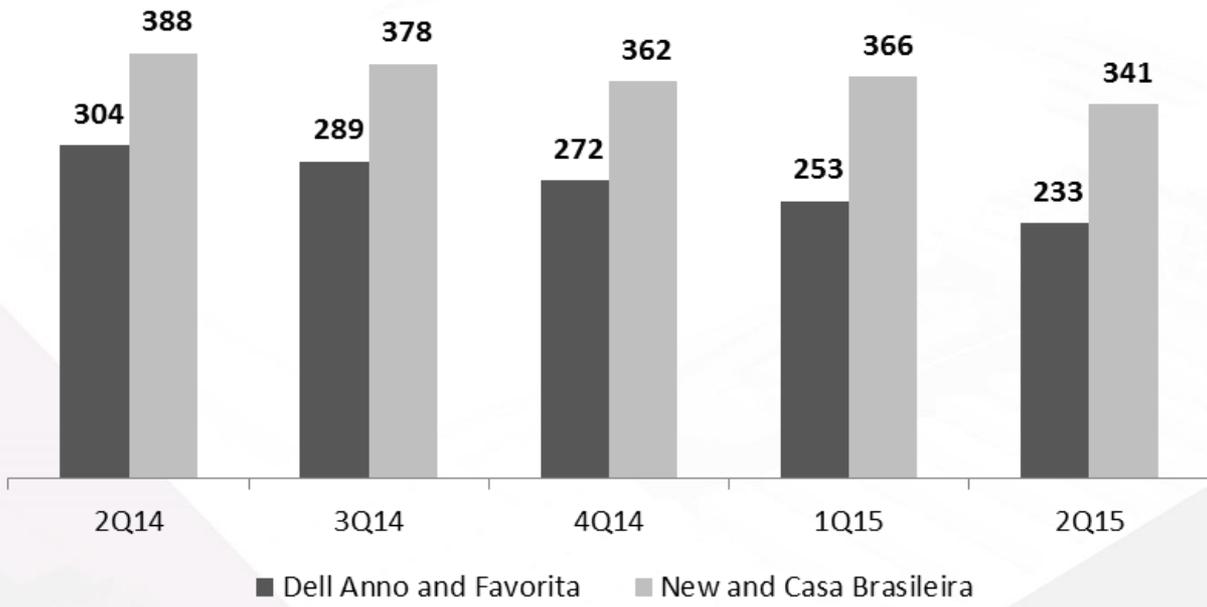


Gross Revenue Ex-IPI increased 1.2% from 2Q14.

Modules Sold fell 17.4% from 2Q14.

Average Price increased 22.6% from 2Q14.





# AGENDA

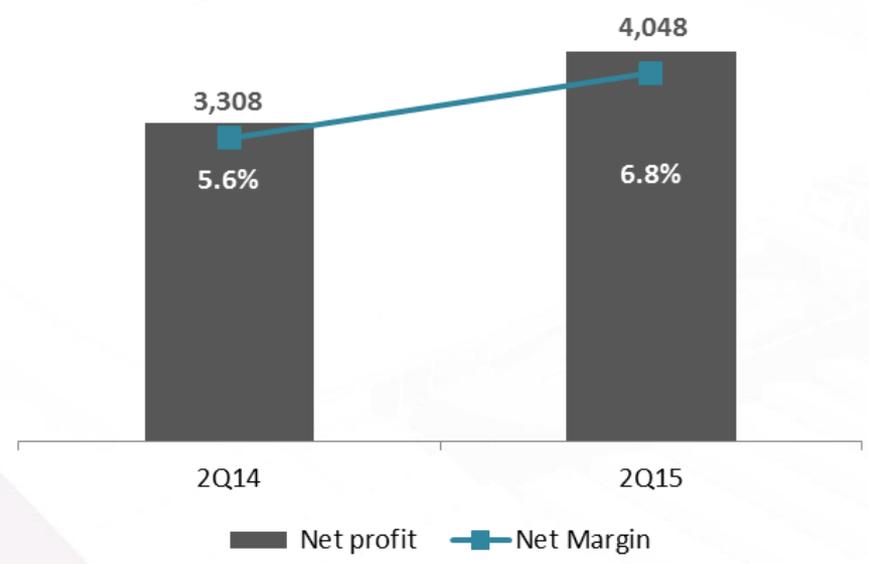
## *Economic and Financial Performance*



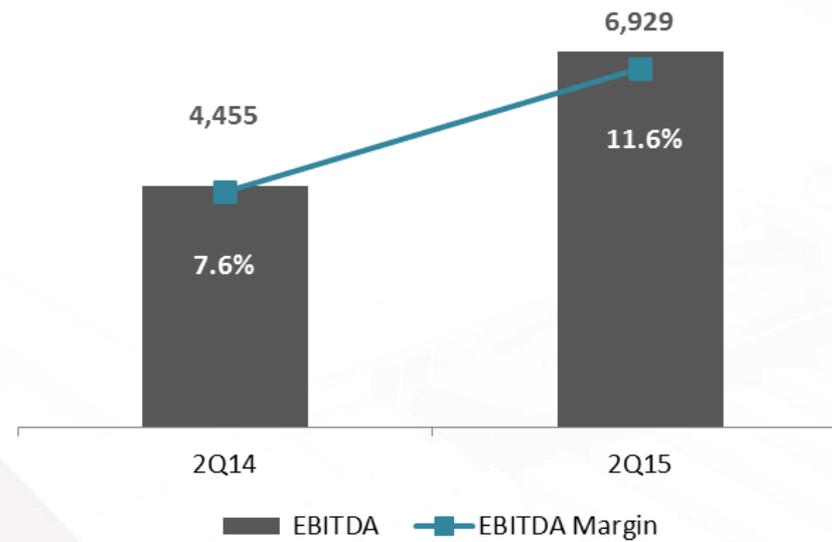
Executive Summary	2Q14	2Q15	Δ	1S14	1S15	Δ
Net Revenue	58,669	59,621	+1.6%	112,892	109,943	-2.6%
Gross Income	23,848	27,472	+15.2%	46,253	51,075	+10.4%
<b>Gross Margin</b>	<b>40.6%</b>	<b>46.1%</b>	<b>+5.5 p.p.</b>	<b>41.0%</b>	<b>46.5%</b>	<b>+5.5 p.p.</b>
Operating Income	2,073	4,239	+104.5%	5,373	8,654	+61.1%
<b>Operating Margin</b>	<b>3.5%</b>	<b>7.1%</b>	<b>+3.6 p.p.</b>	<b>4.8%</b>	<b>7.9%</b>	<b>+3.1 p.p.</b>
Net profit	3,308	4,048	+22.4%	7,987	9,053	+13.3%
<b>Net Margin</b>	<b>5.6%</b>	<b>6.8%</b>	<b>+1.2 p.p.</b>	<b>7.1%</b>	<b>8.2%</b>	<b>+1.1 p.p.</b>
EBITDA	4,455	6,929	+55.5%	9,549	13,944	+46.0%
<b>EBITDA Margin</b>	<b>7.6%</b>	<b>11.6%</b>	<b>+4.0 p.p.</b>	<b>8.5%</b>	<b>12.7%</b>	<b>+4.2 p.p.</b>

- Gross margin of 46.1% in 2Q15, up 5.5 p.p. over 2Q14.
- Net margin of 6.8% in 2Q15, 1.2 p.p. higher than compared to 2Q14.
- EBITDA margin of 11.6% in 2Q15, 4.0 p.p. higher than 2Q14.





*Net Profit of R\$4.0 million in 2Q15, 22.4% higher than in 2Q14. Net Margin of 6.8% in 2Q15.*



*EBITDA of R\$6.9 million in 2Q15, 4.0% higher than in 2Q14. EBITDA Margin of 11.6%.*

**Frank Zietolie**

CEO, CFO and IRO

**Thiago Baisch**

Chief Commercial Officer

**UNICASA** 30 anos

[www.unicasamoveis.com.br](http://www.unicasamoveis.com.br)

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