

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 from the bottom left to the top right. The text 'UNICASA' is in the top left, and '2Q19 EARNINGS RELEASE' is in the center.

UNICASA

2Q19 EARNINGS RELEASE



Bento Gonçalves (RS), August 07th, 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 second 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



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Period Highlights



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Net income of R\$1.4 million in the quarter;



Net Margin up 11.4 p.p.;



EBITDA Margin up 17.5 p.p.;



Operating Margin up 17.3 p.p.;



Gross Margin up 3.2 p.p.;



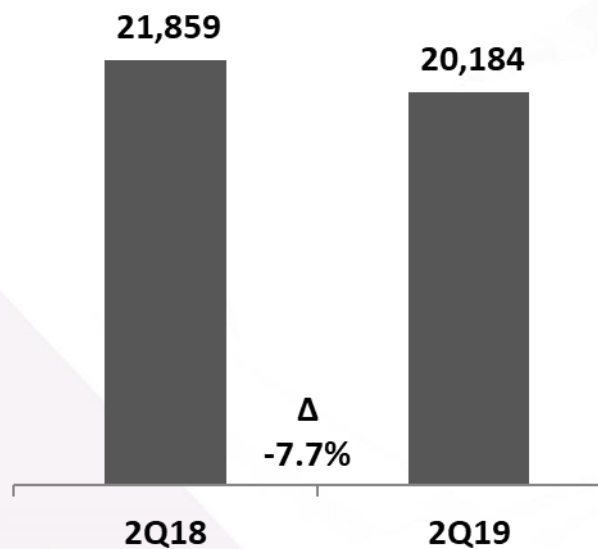
Selling and Administrative expenses down 34.0%.

AGENDA

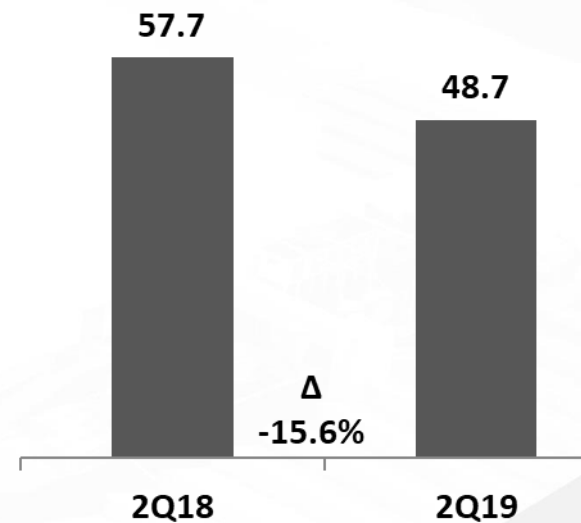
Store Network and Sales Performance



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

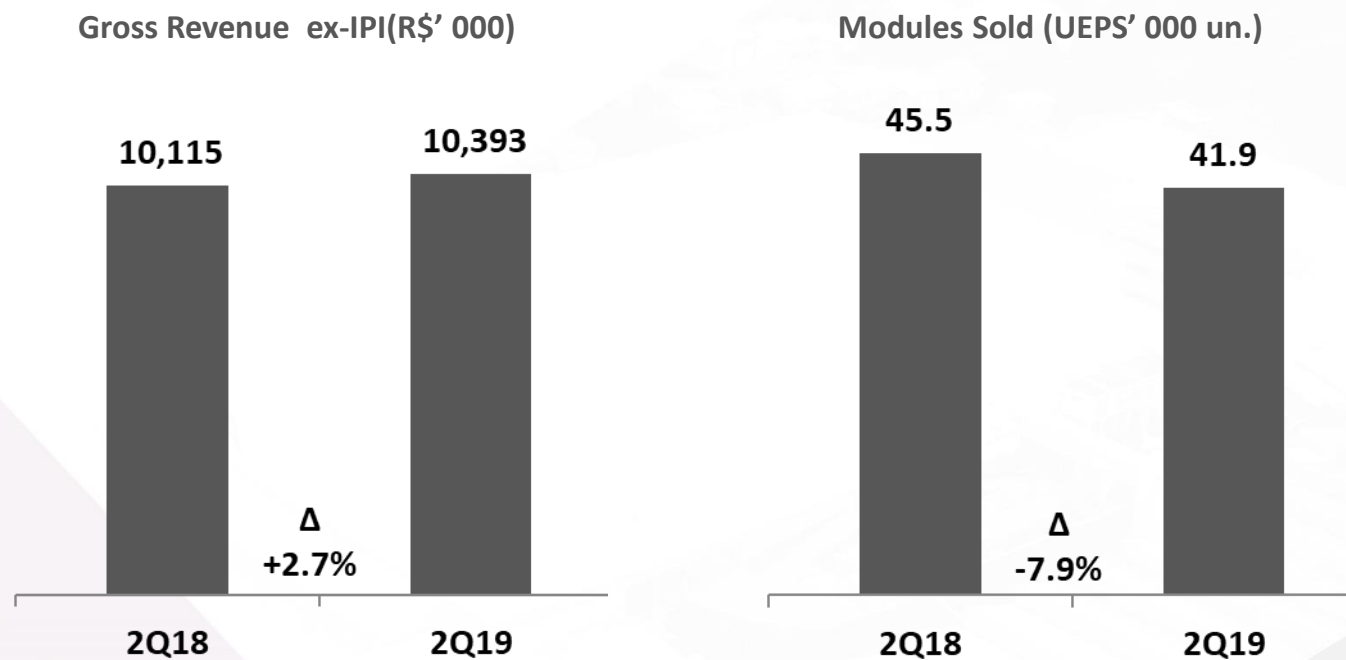


Modules Sold (UEPS' 000 un.)



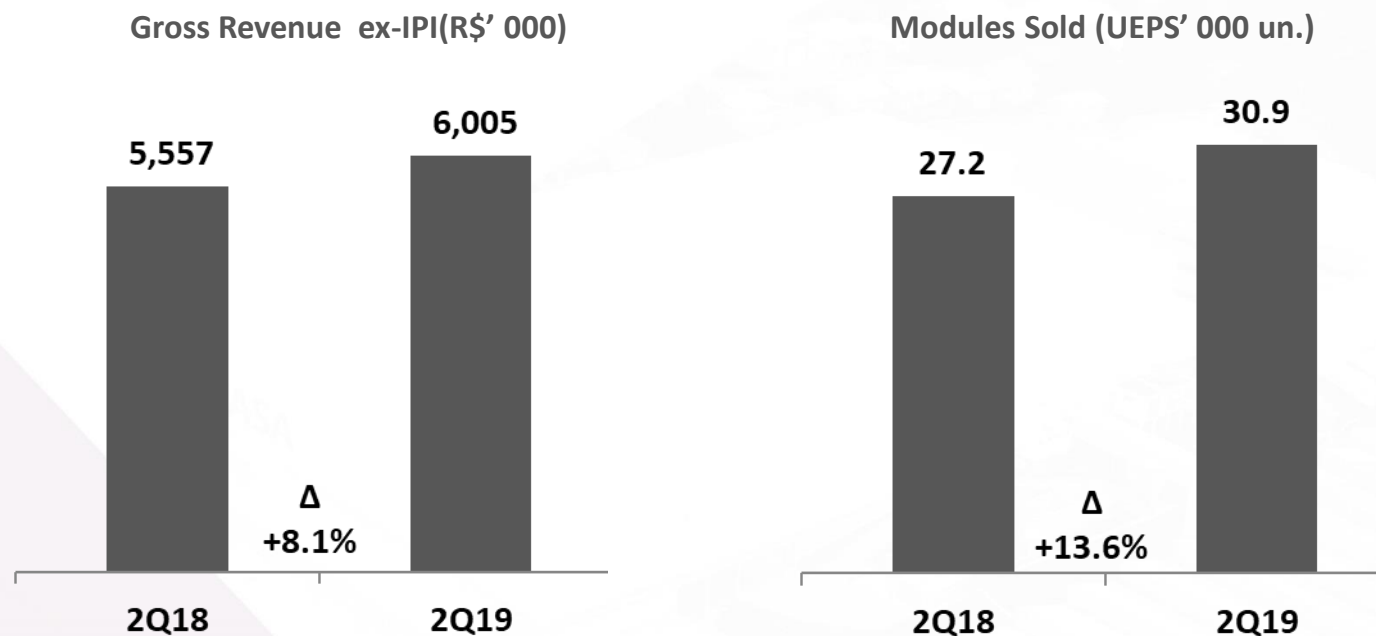
Gross Revenue ex-IPI decreased 7.7%.

Modules Sold decreased 15.6%.



Gross Revenue ex-IPI increased 2.7%.

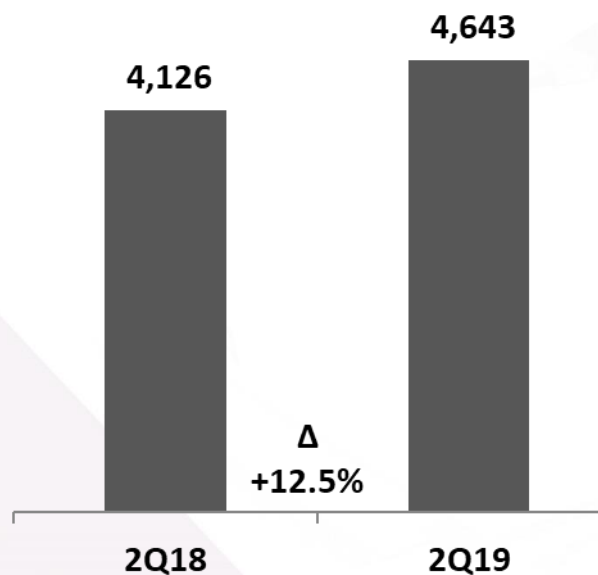
Modules Sold decreased 7.9%.



Gross Revenue ex-IPI increased 8.1%.

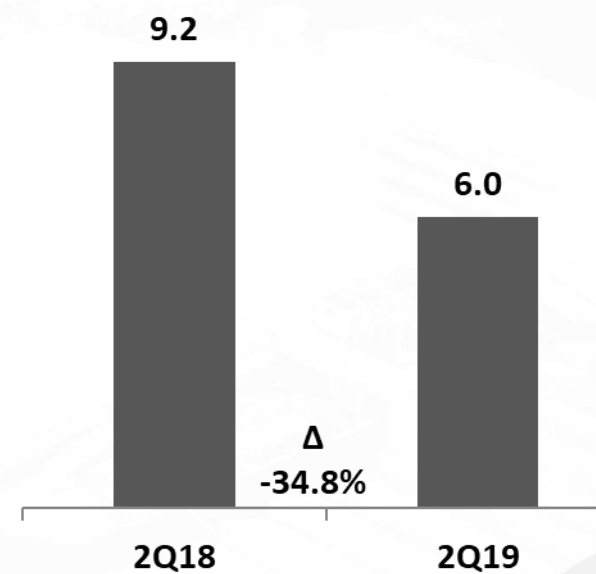
Modules Sold increased 13.6%.

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



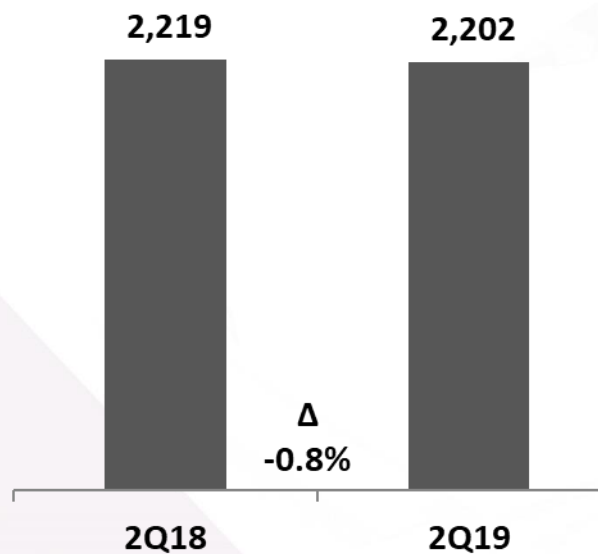
Gross Revenue ex-IPI increased 12.5%.

Modules Sold (UEPS' 000 un.)

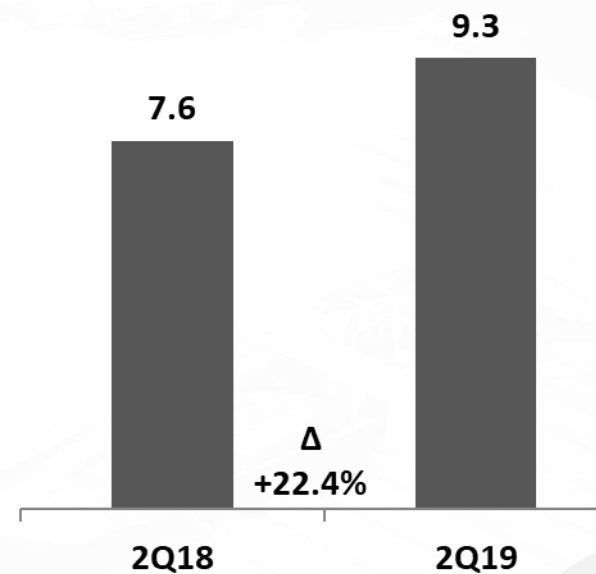


Modules Sold decreased 34.8%.

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



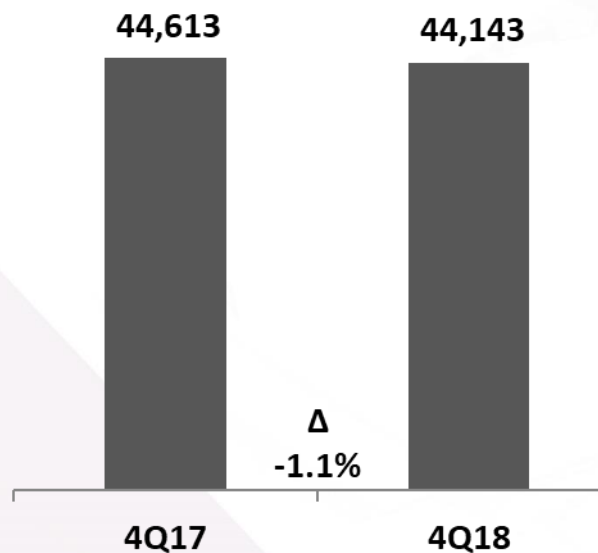
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 0.8%.

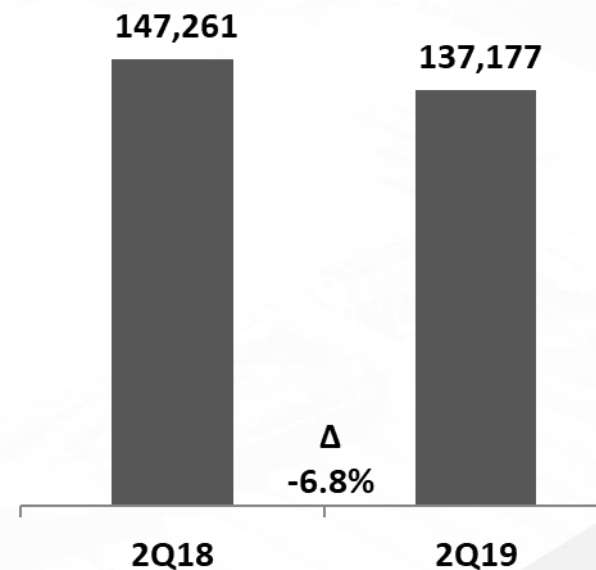
Modules Sold increased 22.4%.

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

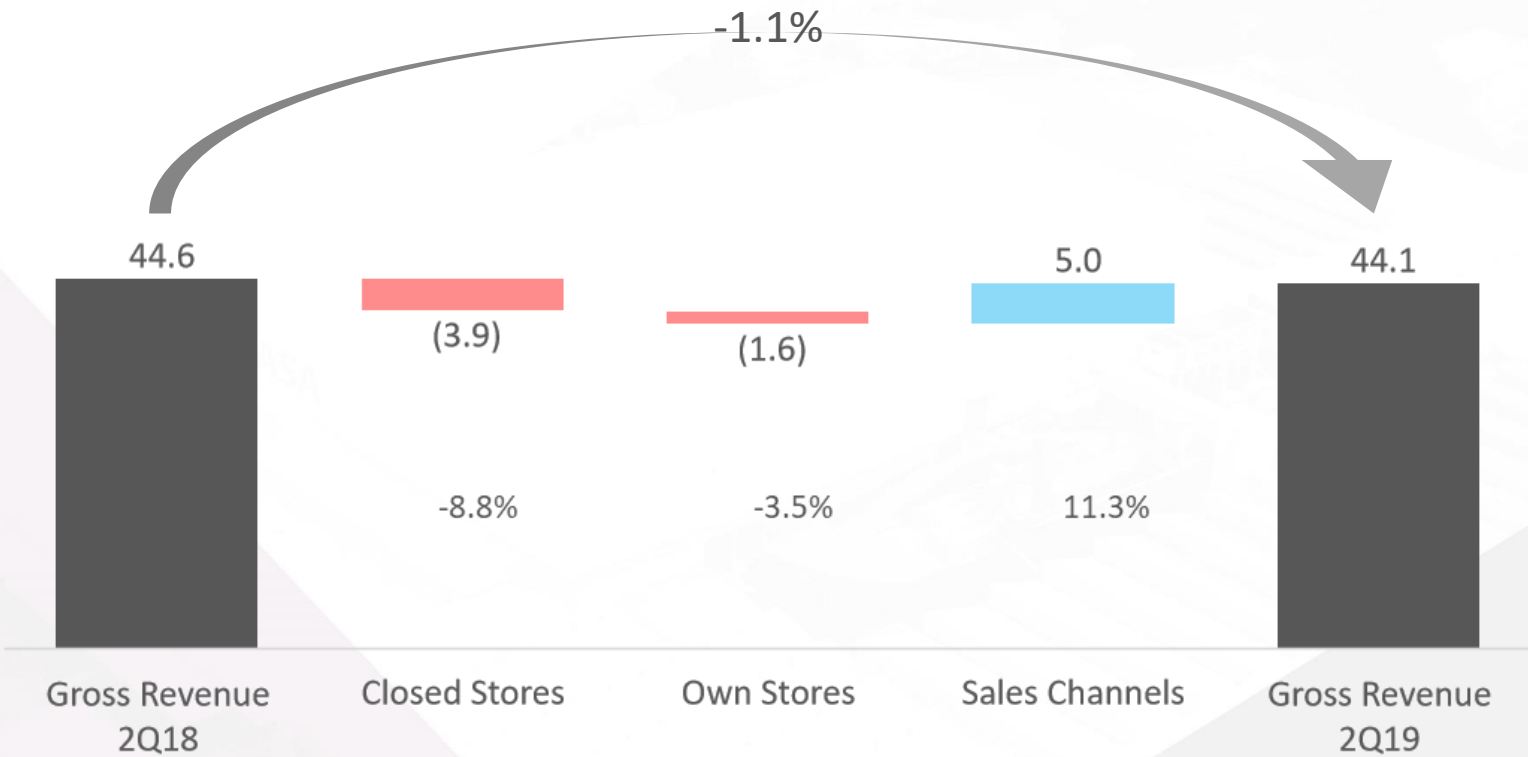


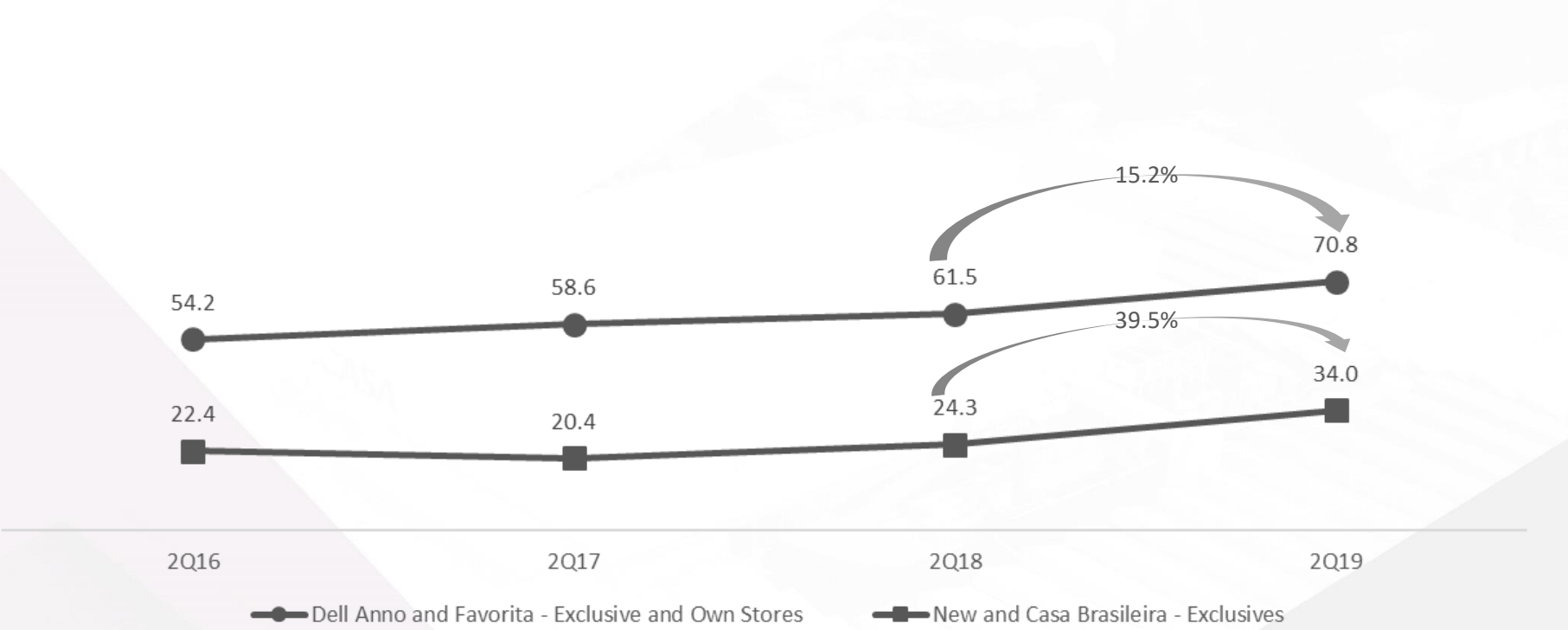
Gross Revenue ex-IPI decreased 1.1%.

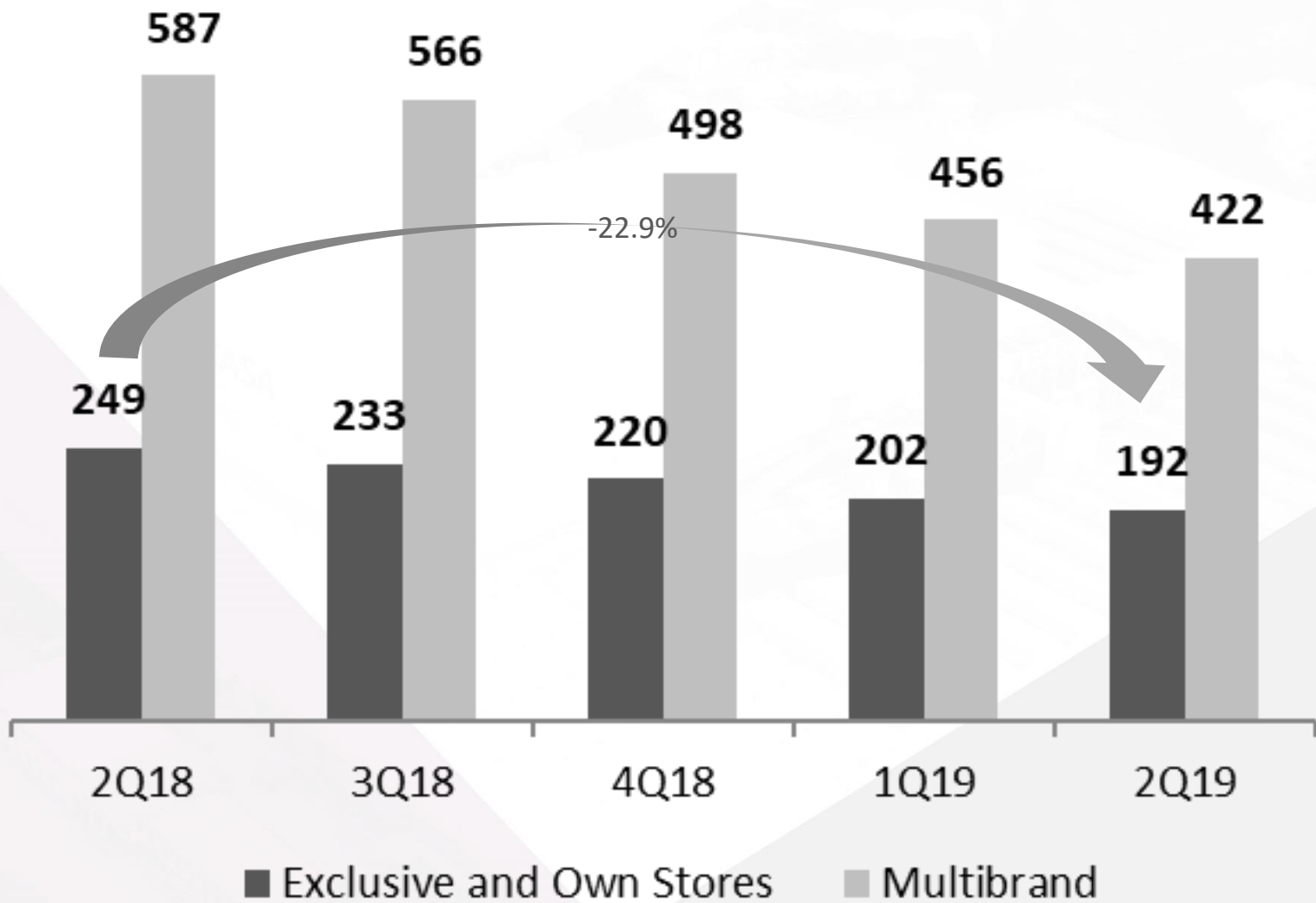
Modules Sold (UEPS' 000 un.)

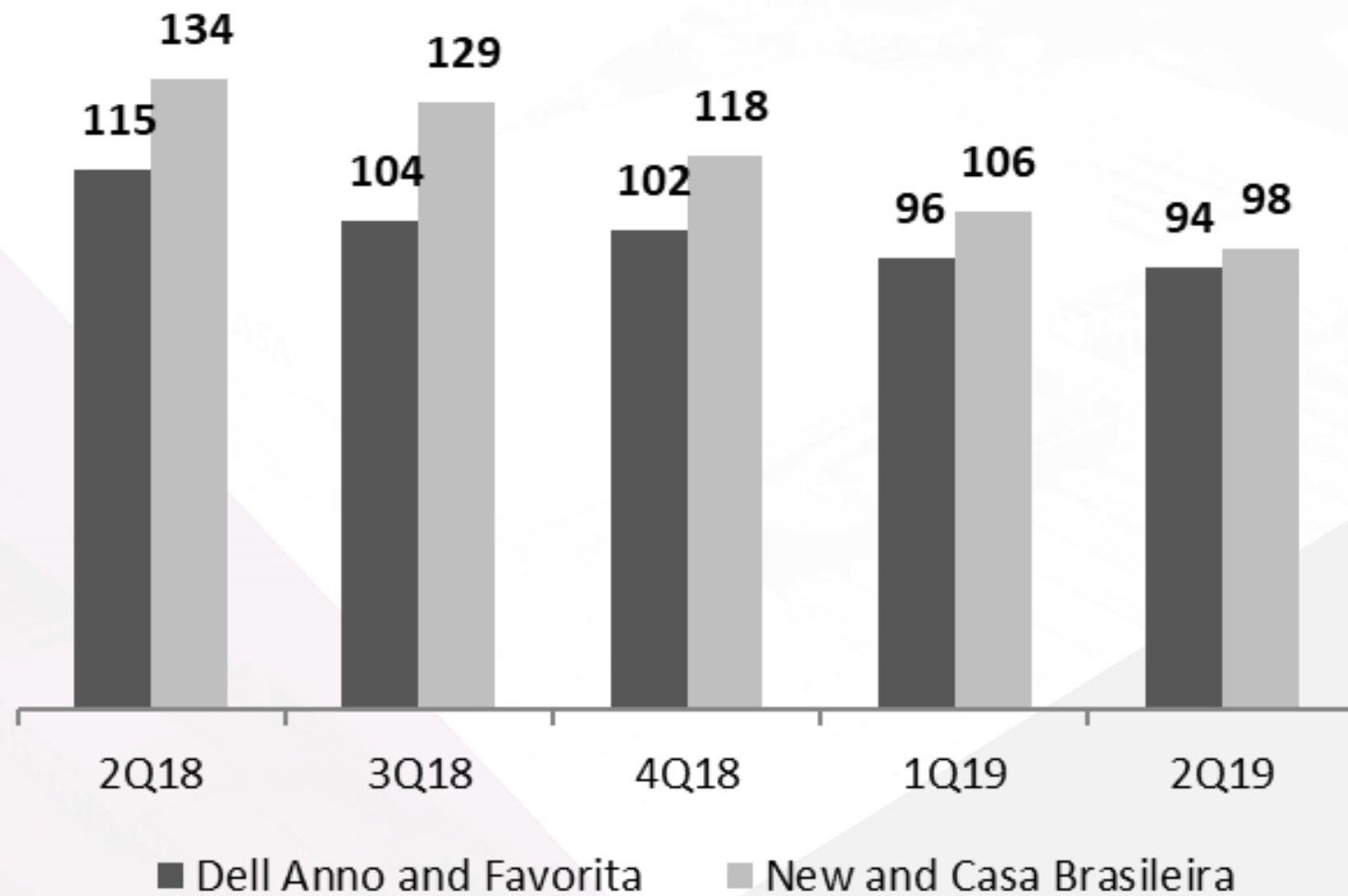


Modules Sold decreased 6.8%.









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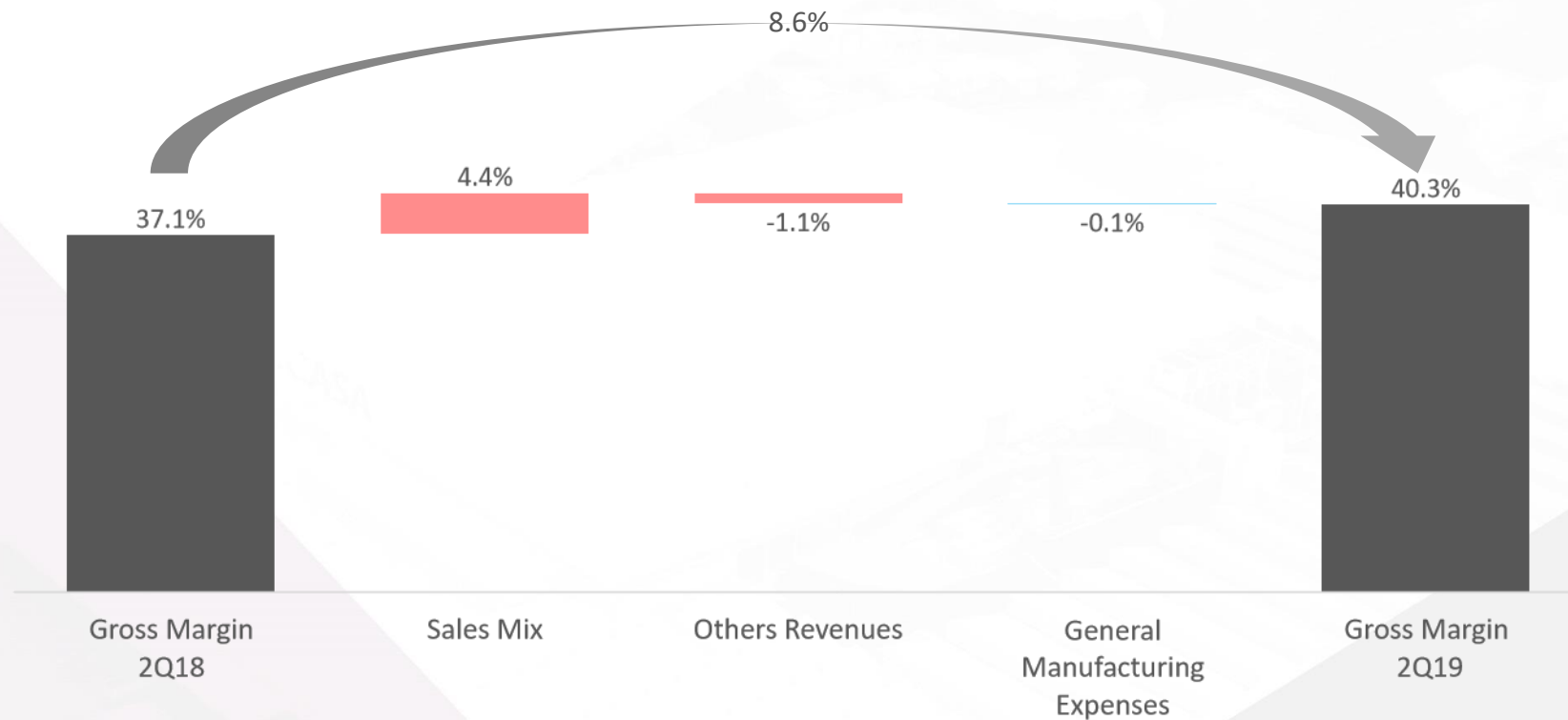
Economic and Financial Performance



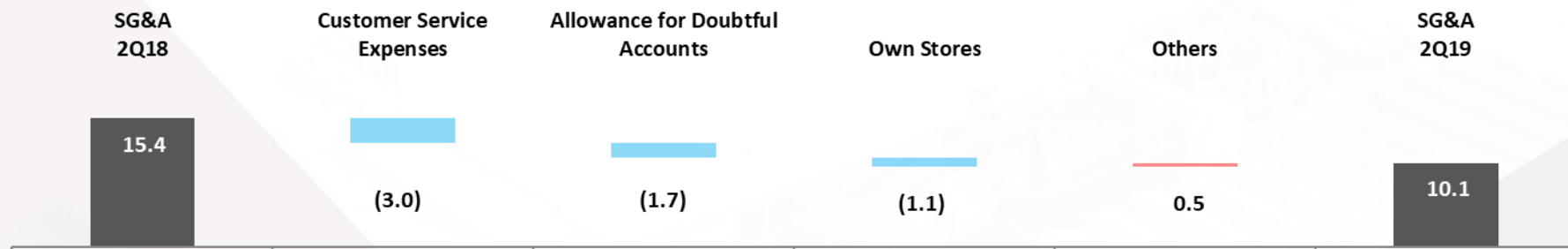
Executive summary

- *Gross margin of 40.3% in 2Q19, up 3,2 p.p.;*
- *Net margin of 11.4% in 2Q19, up 11.4 p.p.;*
- *EBITDA margin of 19.8% in 2Q19, up 17.5 p.p..*

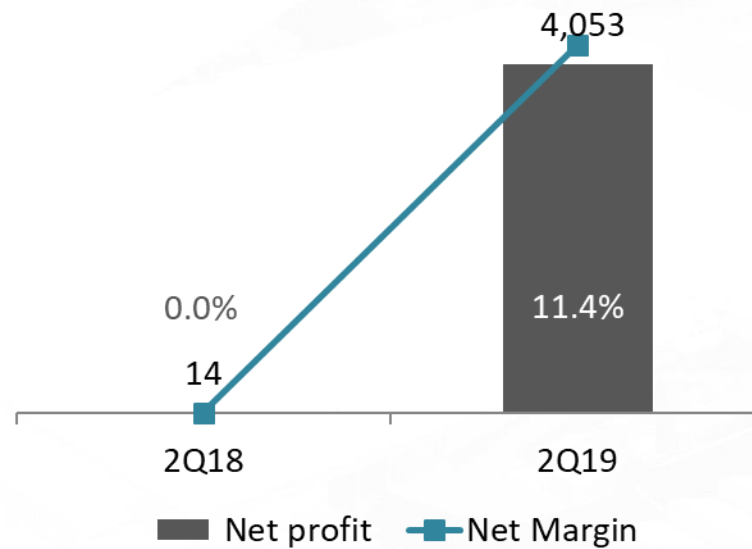
Executive Summary	2Q18	2Q19	Δ
Net Revenue	35,352	35,470	+0.3%
Gross Income	13,112	14,287	+9.0%
Gross Margin	37.1%	40.3%	+3.2 p.p.
Operating Income	-1,291	4,830	-474.1%
Operating Margin	-3.7%	13.6%	+17.3 p.p.
Net profit	14	4,053	+28850.0%
Net Margin	0.0%	11.4%	+11.4 p.p.
EBITDA	820	7,019	+756.0%
EBITDA Margin	2.3%	19.8%	+17.5 p.p.



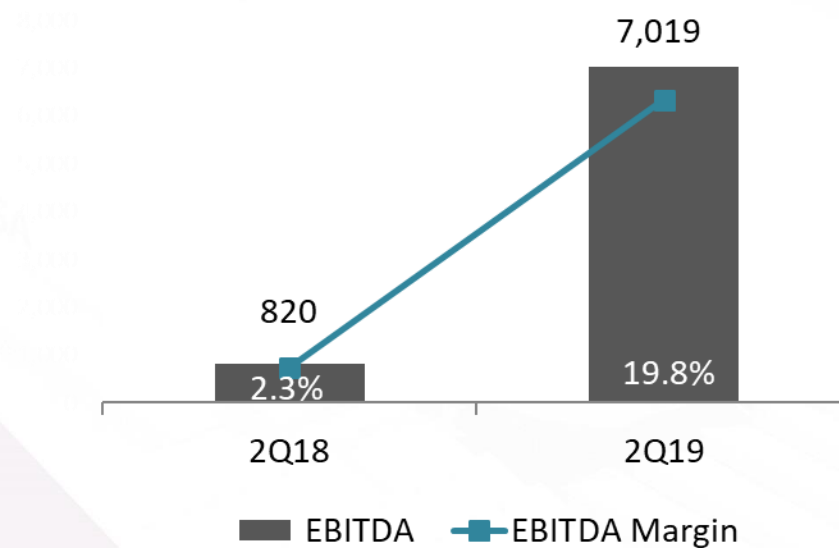
Reduction of 34.0% in selling, general and administrative expenses.



Reduction of 34.0% in selling, general and administrative expenses.



Net margin 11.4 p.p. higher. Increase of R\$ 4.0 million in net profit.



Positive EBITDA of R\$7.0 millions, increase of 17.5 p.p in EBITDA margin.

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UNICASA 30 anos

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