

UNICASA

2Q20 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, August 07, 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 second 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



Generation of R\$5.2 million in cash from operating activities;



Net income of R\$270,000;



Reduction of 18.6% in revenue;



Operating margin of 1.8%;

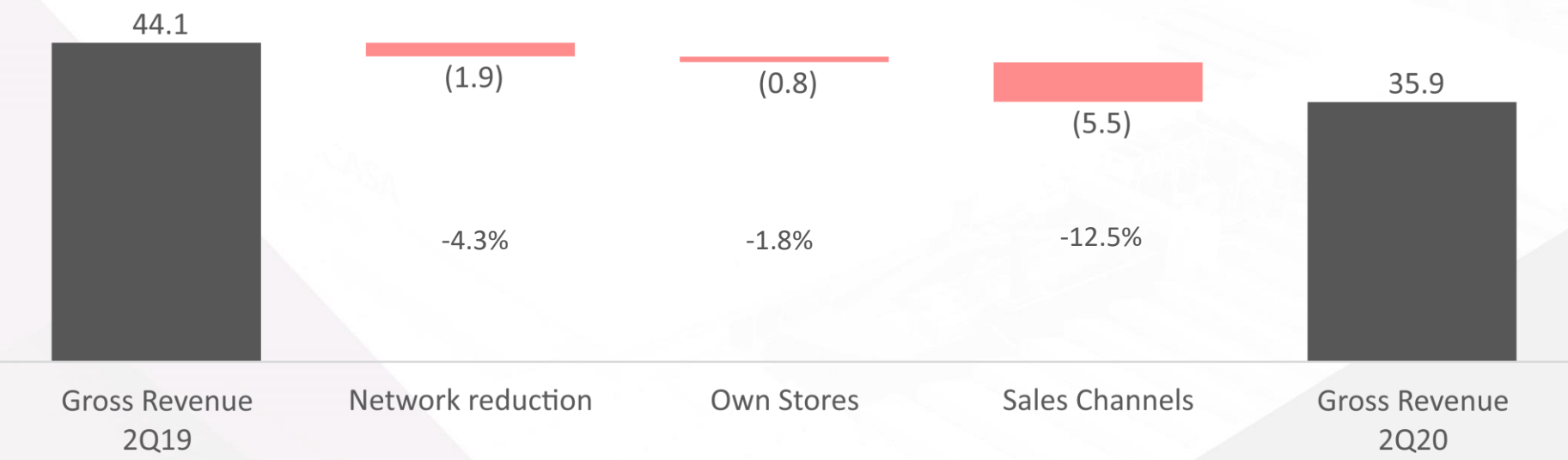


EBITDA margin of 9.4%;

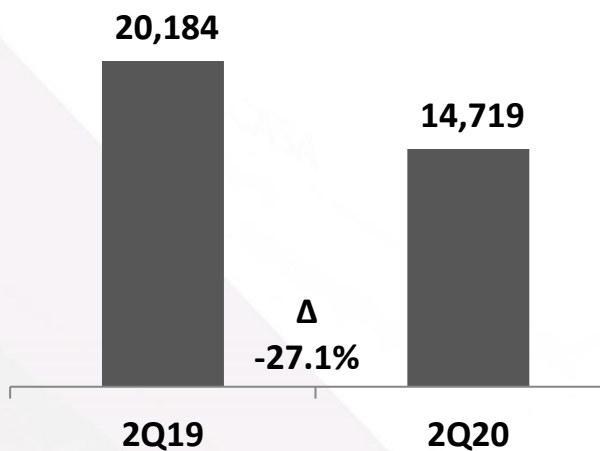
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Store Network and Sales Performance

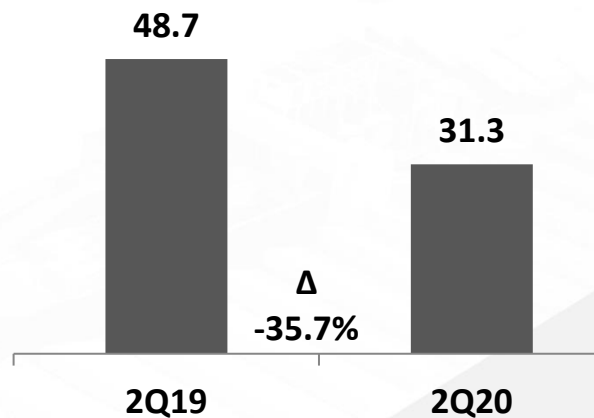




Gross Revenue ex-IPI(R\$' 000)



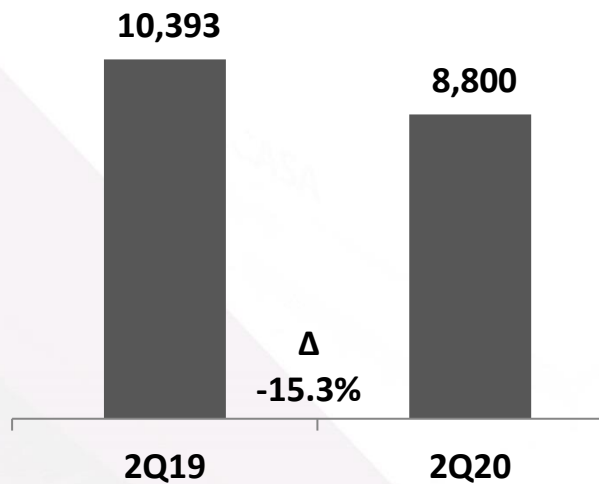
Modules Sold (UEPS' 000 un.)



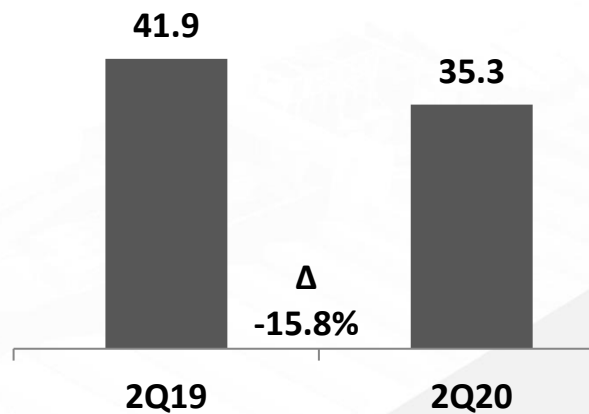
Gross Revenue ex-IPI decreased 27.1%.

Modules Sold decreased 35.7%.

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



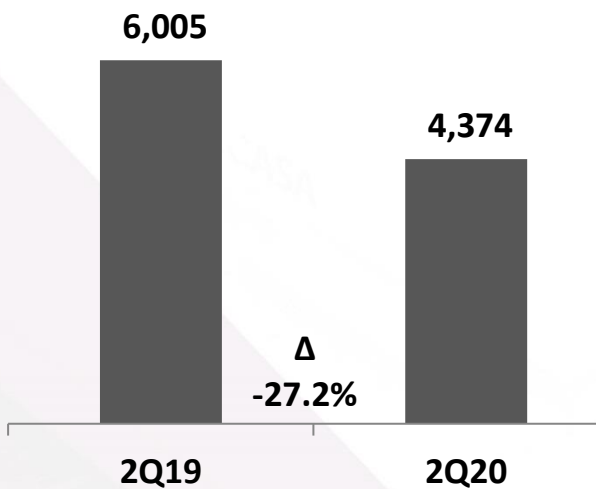
Modules Sold (UEPS' 000 un.)



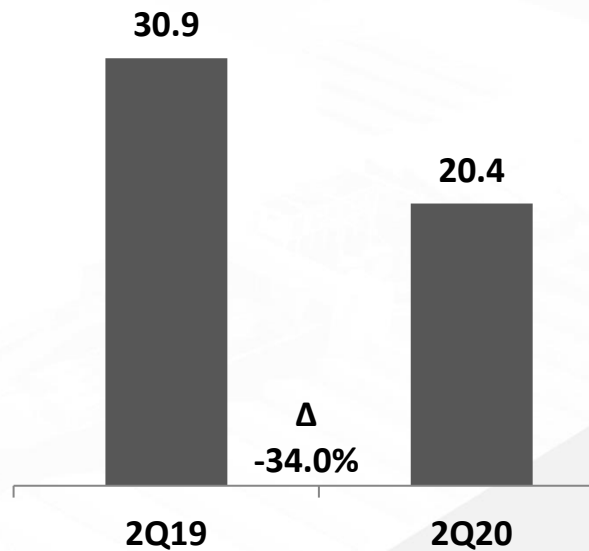
Gross Revenue ex-IPI decreased 15.3%.

Modules Sold decreased 15.8%.

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



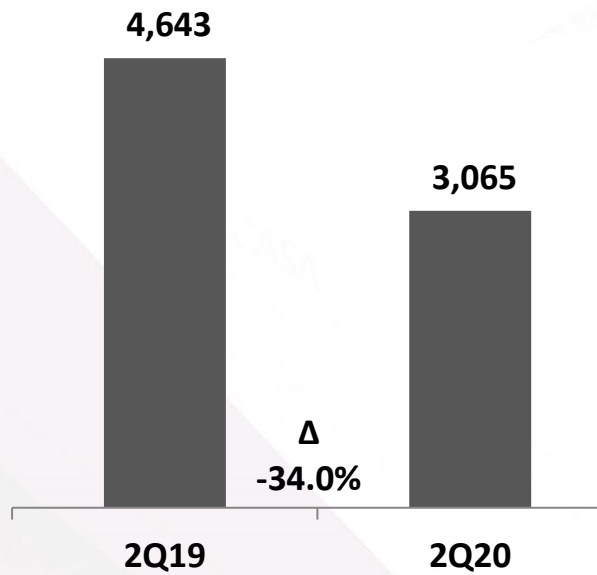
Modules Sold (UEPS' 000 un.)



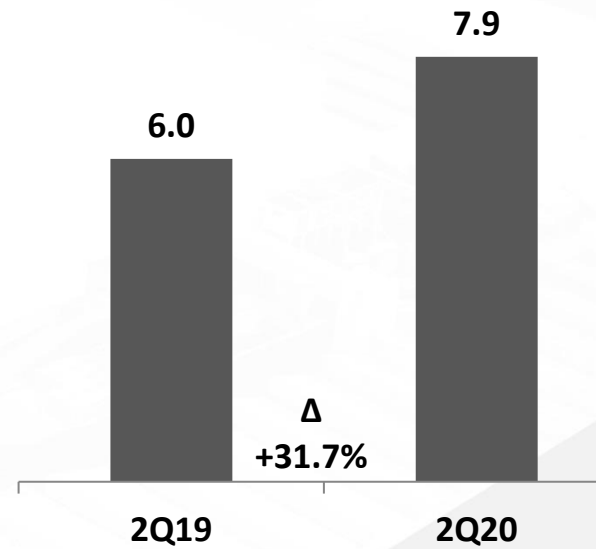
Gross Revenue ex-IPI decreased 27.2%.

Modules Sold decreased 34.0%.

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



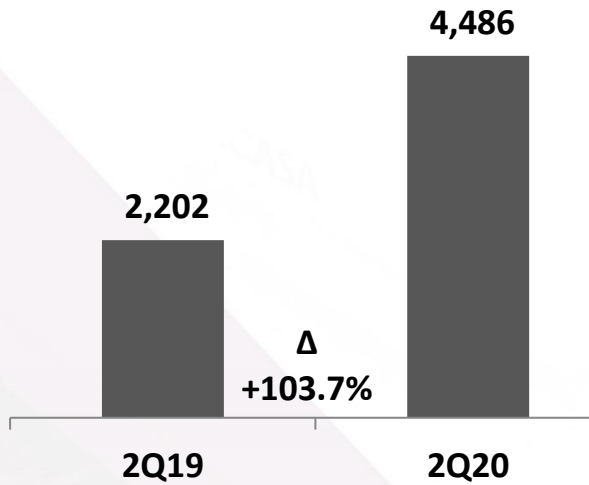
Modules Sold (UEPS' 000 un.)



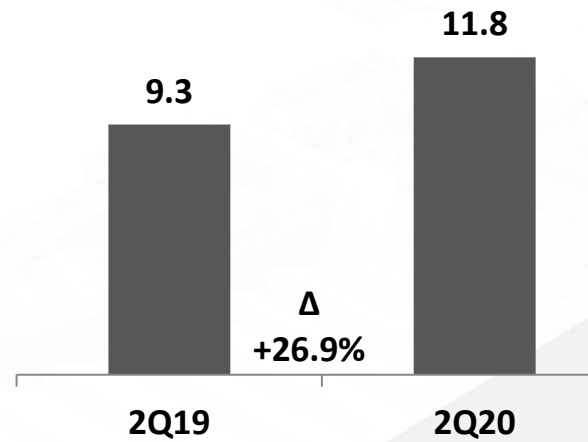
Gross Revenue ex-IPI decreased 34.0%.

Modules Sold increased 31.7%.

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



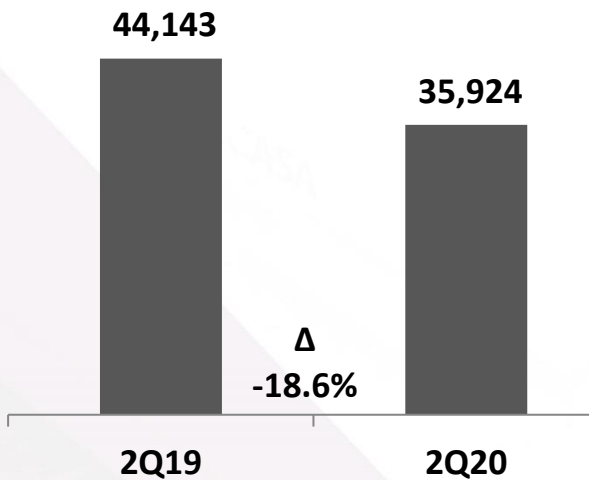
Modules Sold (UEPS' 000 un.)



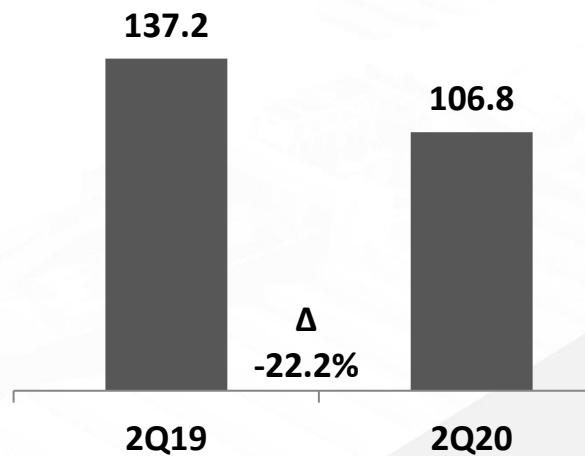
Gross Revenue ex-IPI increased 103.7%.

Modules Sold increased 26.9%.

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



Modules Sold (UEPS' 000 un.)

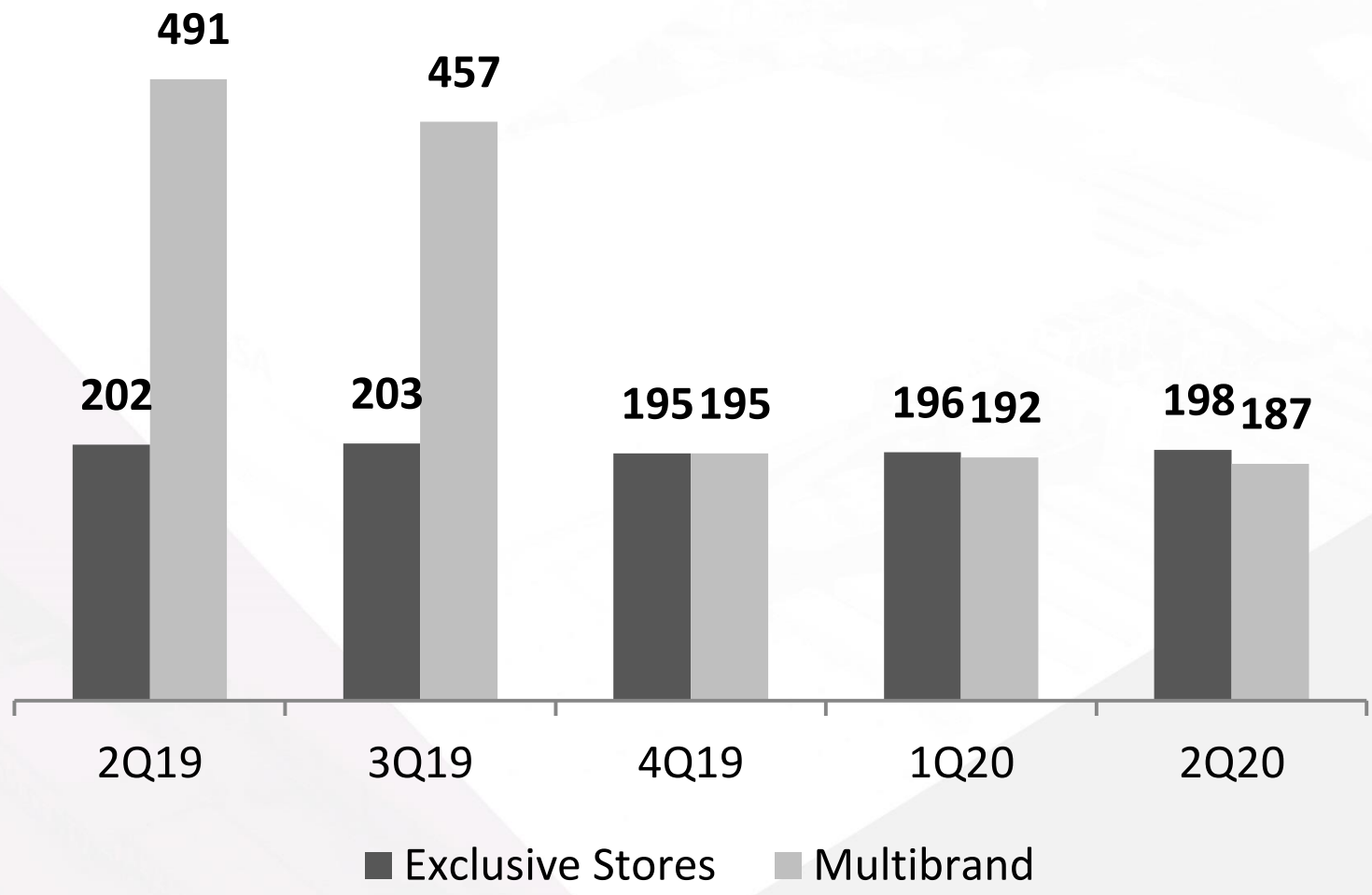


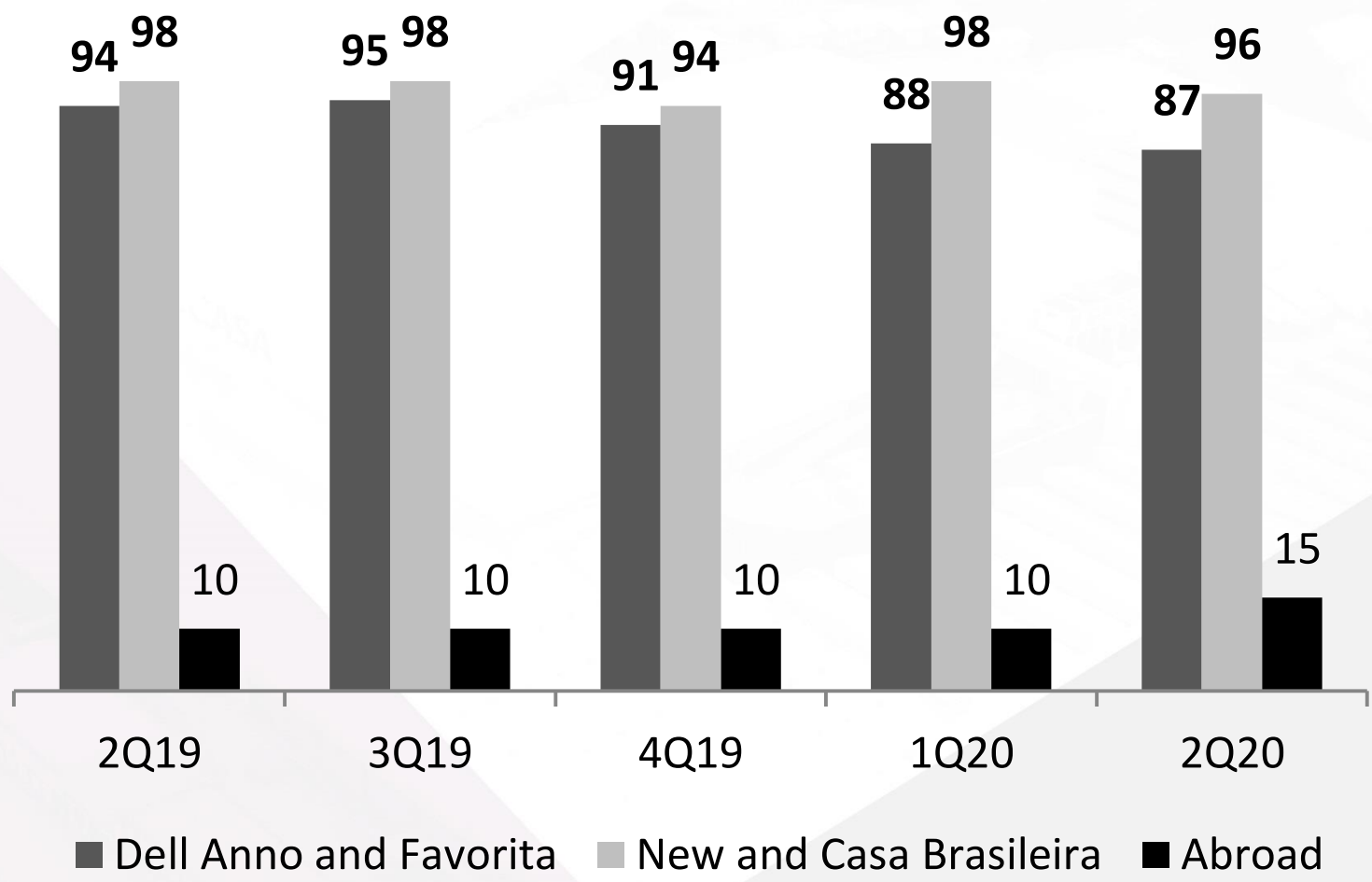
Gross Revenue ex-IPI decreased 18.6%.

Modules Sold decreased 22.2%.



*Per store and per month.





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Economic and Financial Performance

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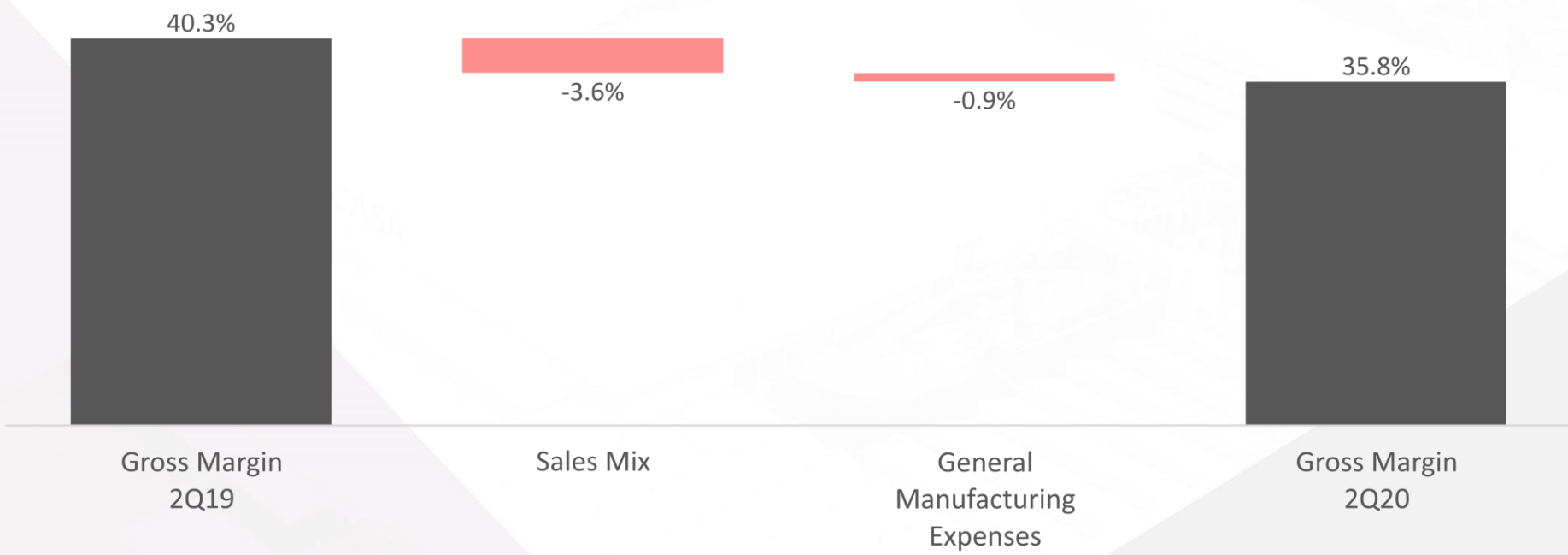
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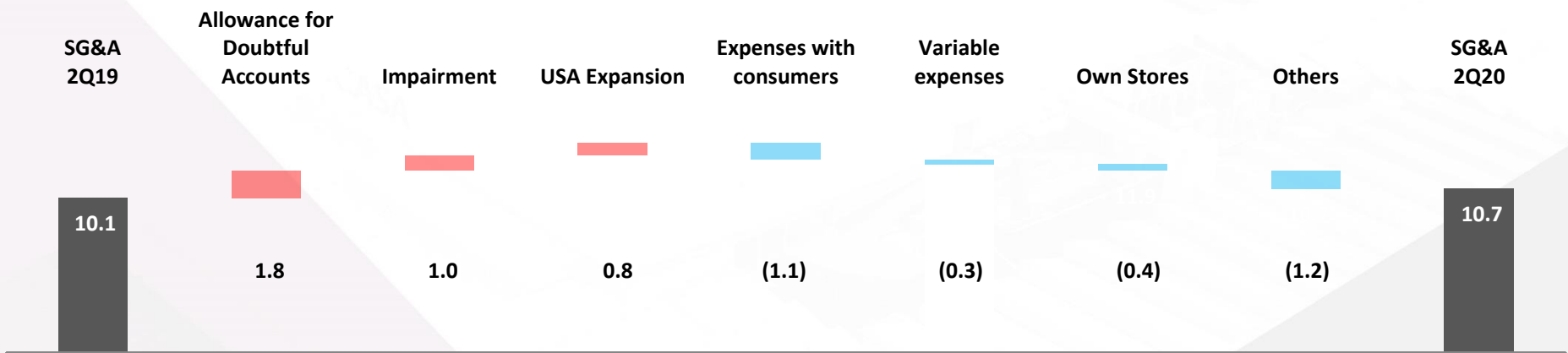
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Executive summary

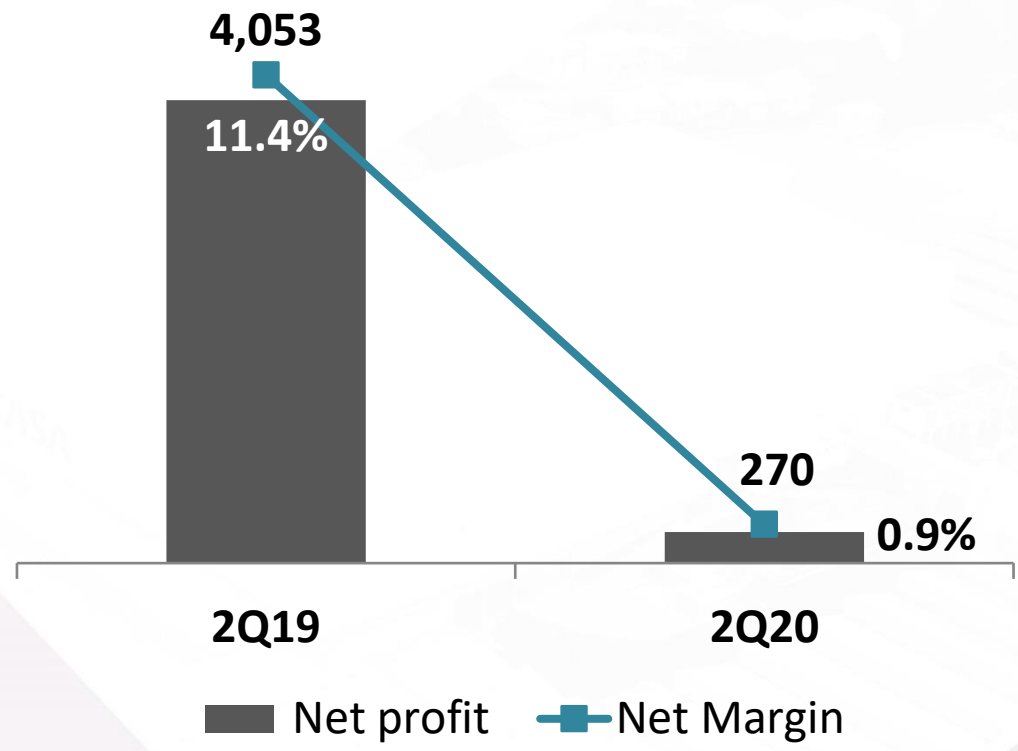
- *Gross margin of 35.8%, down 4.5 p.p.;*
- *Net margin of 0.8%, down 10,5 p.p.;*
- *EBITDA margin of 9.4%, down 10.4 p.p..*

Executive Summary	2Q19	2Q20	Δ
Gross Revenue ex-IPI	44,143	35,924	-18.6%
Net Revenue	35,470	29,227	-17.6%
Cost of Goods Sold	(21,183)	(18,765)	-11.4%
Gross Income	14,287	10,462	-26.8%
Gross Margin	40.3%	35.8%	-4.5 p.p.
Selling and Administrative Expenses	(10,140)	(10,706)	+5.6%
Other Revenues and Operating Expenses	683	783	+14.6%
Operating Income	4,830	539	-88.8%
Operating Margin	13.6%	1.8%	-11.8 p.p.
Financial Income (Expenses) Net	1,234	131	-89.4%
Operating Income before Income Tax and Social Contribution	6,064	670	-89.0%
Income Tax and Social Contribution	(2,011)	(400)	-80.1%
Net Profit	4,053	270	-93.3%
Net Margin	11.4%	0.9%	-10.5 p.p.
EBITDA	7,019	2,736	-61.0%
EBITDA Margin	19.8%	9.4%	-10.4 p.p.

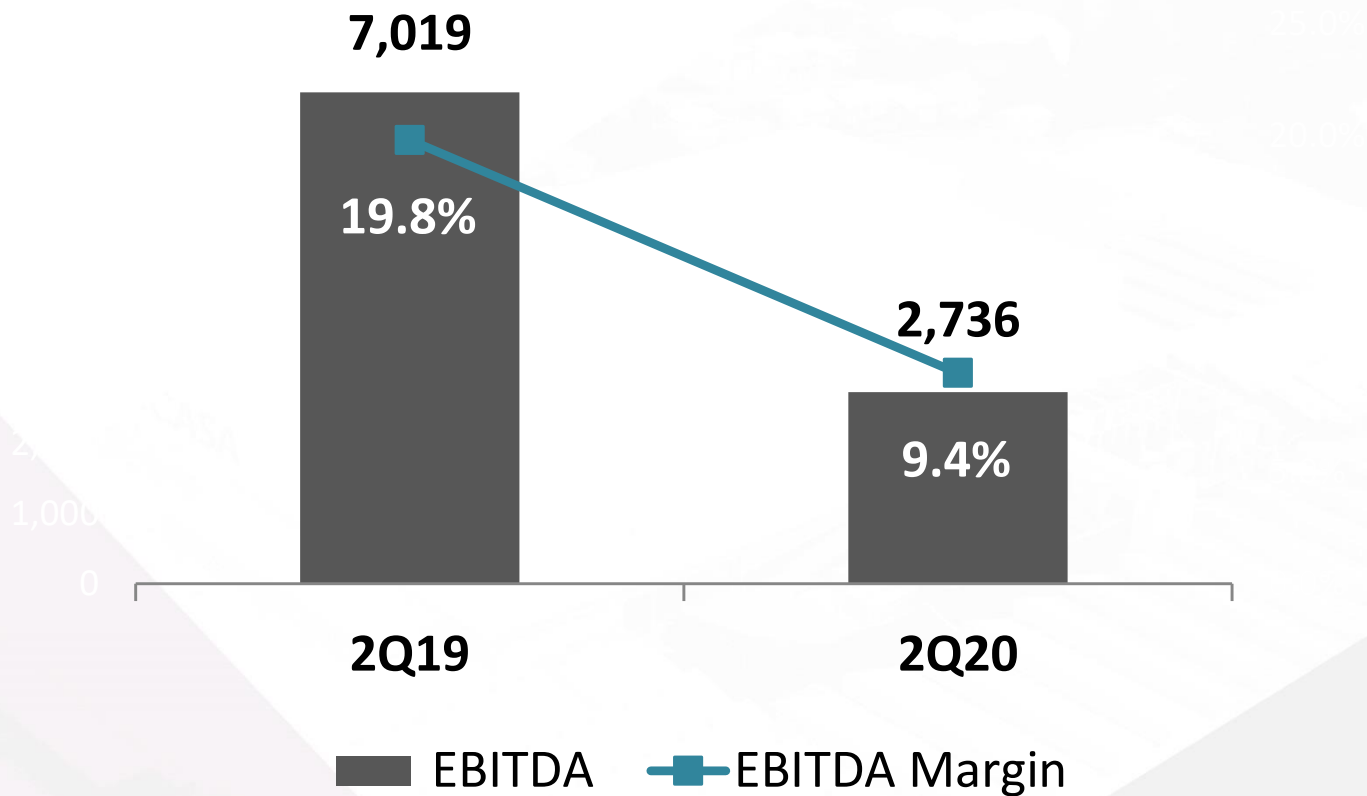




Increase of 5.9% in selling, general and administrative expenses.



Net margin of -10.5 p.p..



EBITDA of R\$ 2.7 million, decrease of 14.4 p.p on EBITDA margin.

Gustavo Dall Onder

CEO, CFO, CIO

Alexandre Narvaes Figueira

CCO

Luciano André Merigo

COO

UNICASA 30 anos

www.unicasamoveis.com.br

Investor Relations

Guilherme Possebon de Oliveira

Felipe de Gasperin

Phone: (54) 3455-4425

E-mail: dri@unicasamoveis.com.br

Website: <http://unicasamoveis.com.br/ri>