

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 '4Q18 EARNINGS RELEASE' is in the center.

UNICASA

4Q18 EARNINGS RELEASE



Bento Gonçalves (RS), March 15th, 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 fourth quarter of 2018. 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



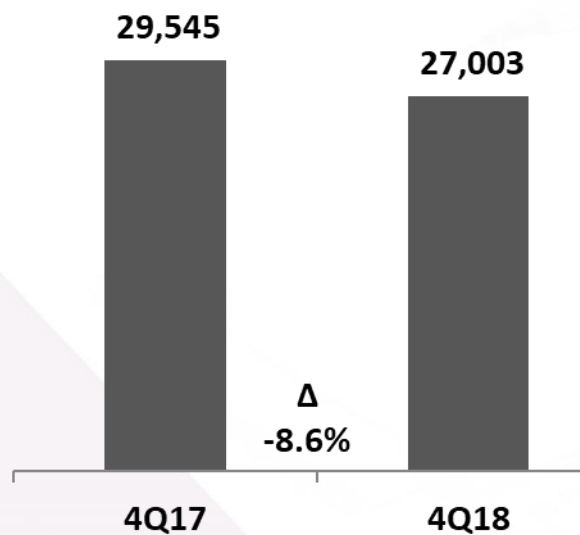
- *Selling and Administrative expenses down 31.2%;*
- *Net margin up 15.3 p.p.;*
- *EBITDA margin up 17.5 p.p.;*
- *Net income in the quarter, reversing the loss in the 4Q17.*

AGENDA

Store Network and Sales Performance

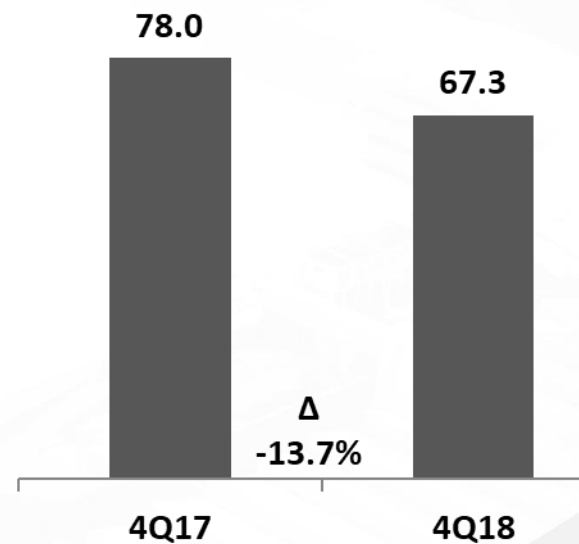


Gross Revenue ex-IPI(R\$' 000)

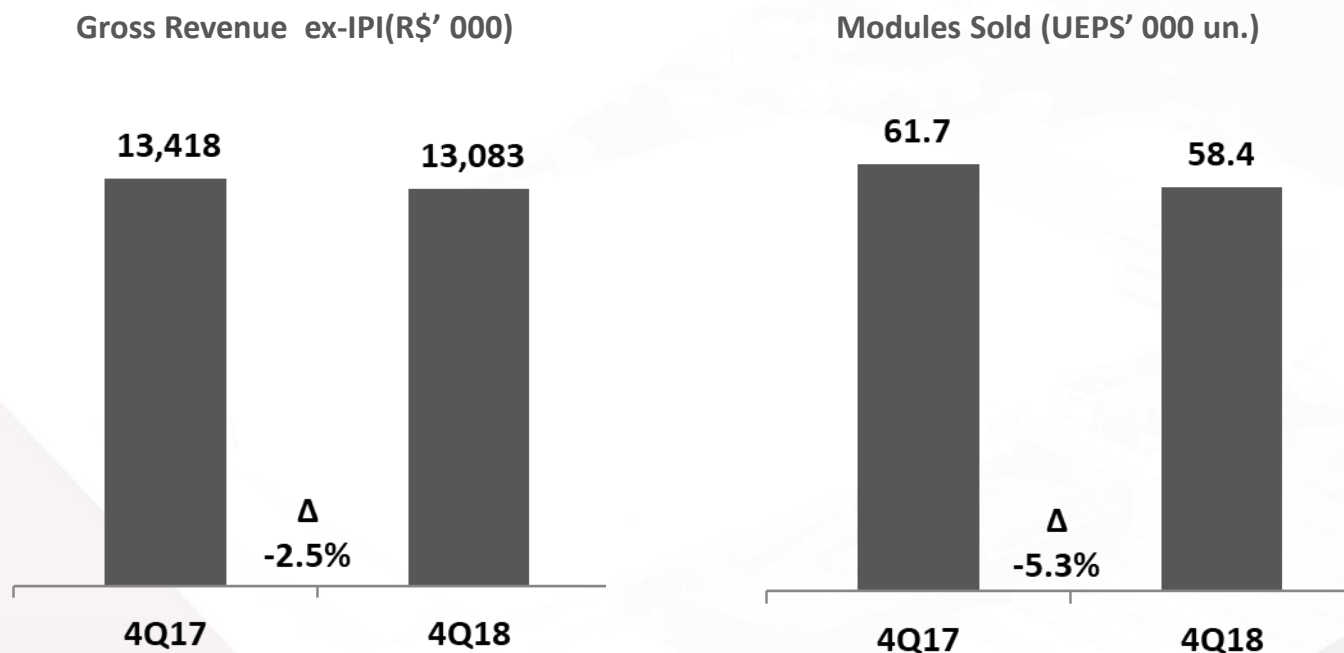


Gross Revenue ex-IPI decreased 8.6%.

Modules Sold (UEPS' 000 un.)



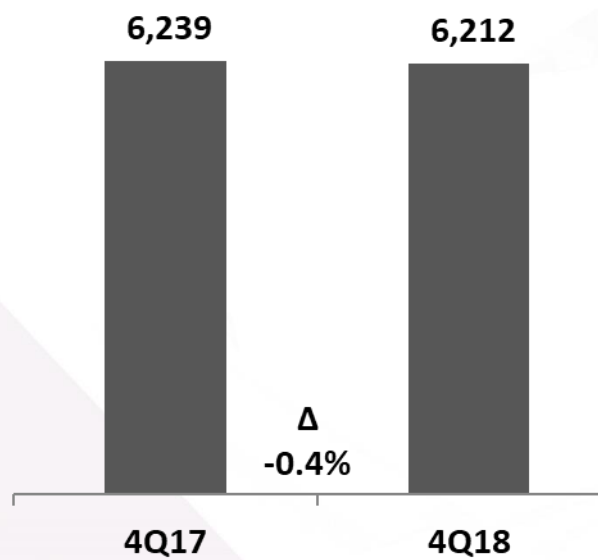
Modules Sold decreased 13.7%.



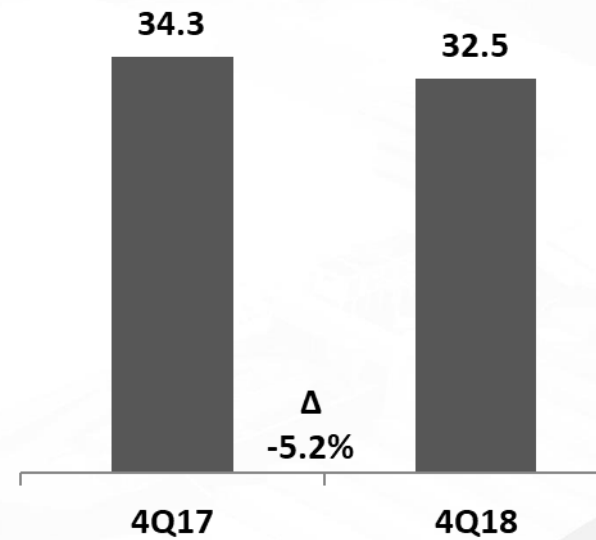
Gross Revenue ex-IPI decreased 2.5%.

Modules Sold decreased 5.3%.

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

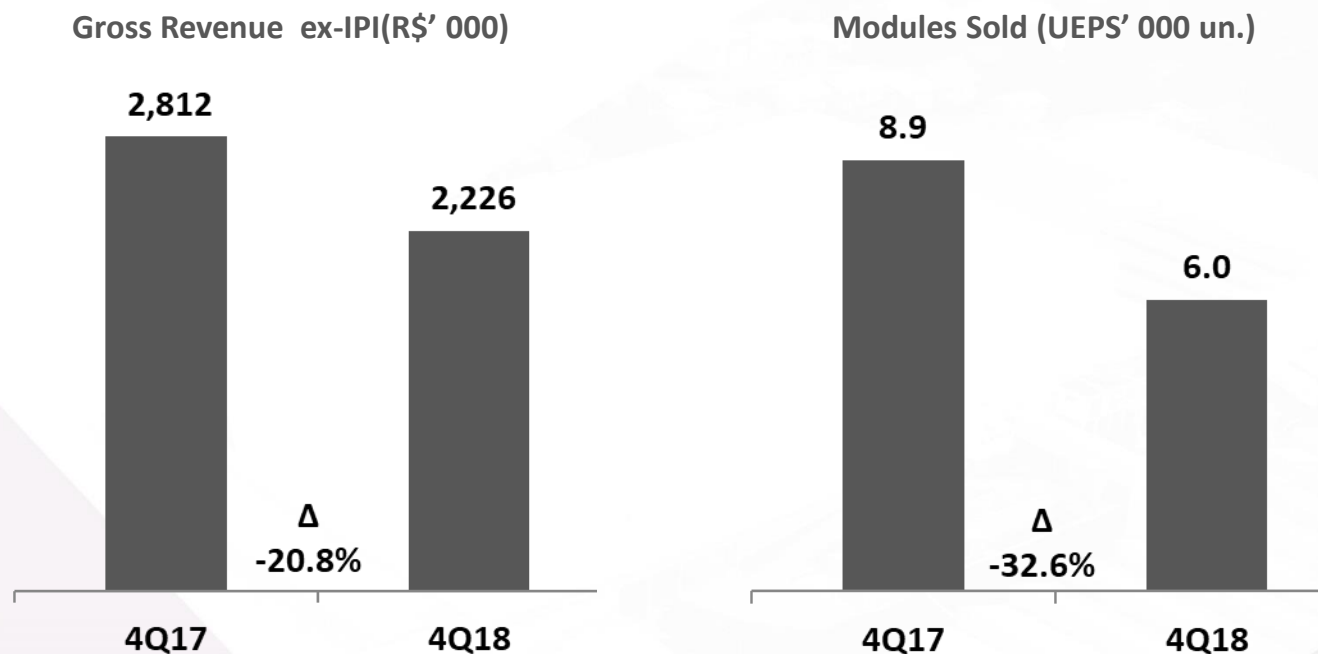


Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 0.4%.

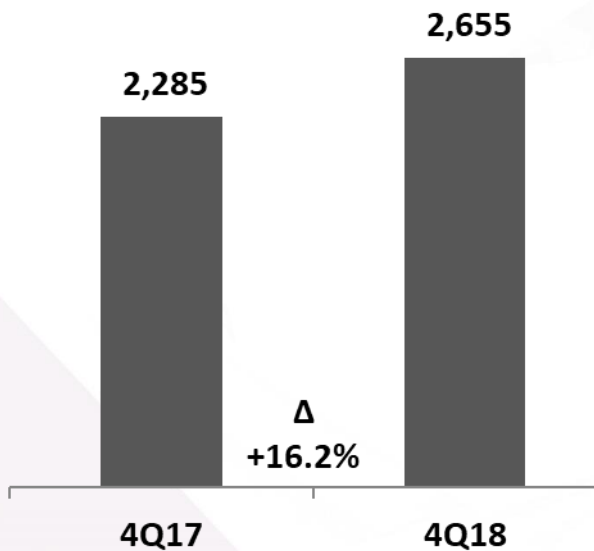
Modules Sold decreased 5.2%.



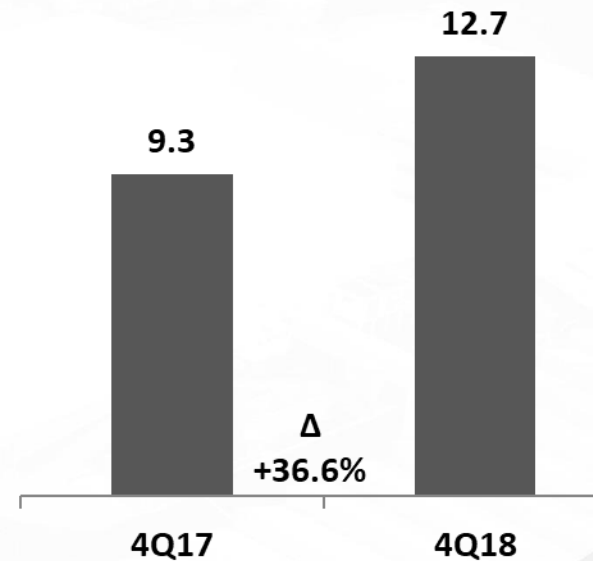
Gross Revenue ex-IPI decreased 20.8%.

Modules Sold decreased 32.6%.

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



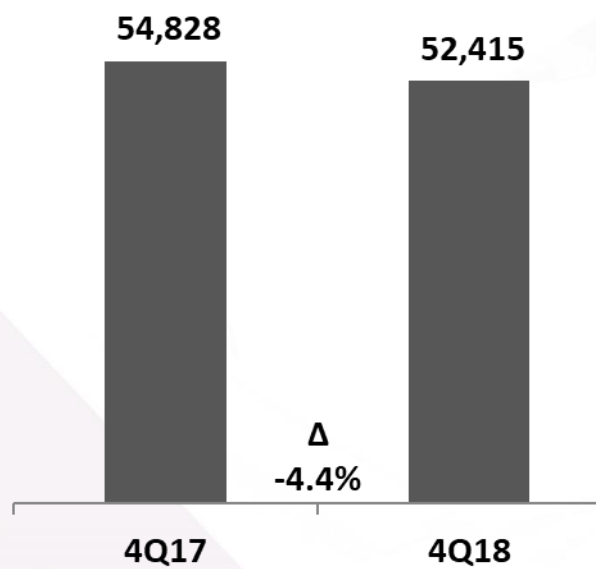
Modules Sold (UEPS' 000 un.)



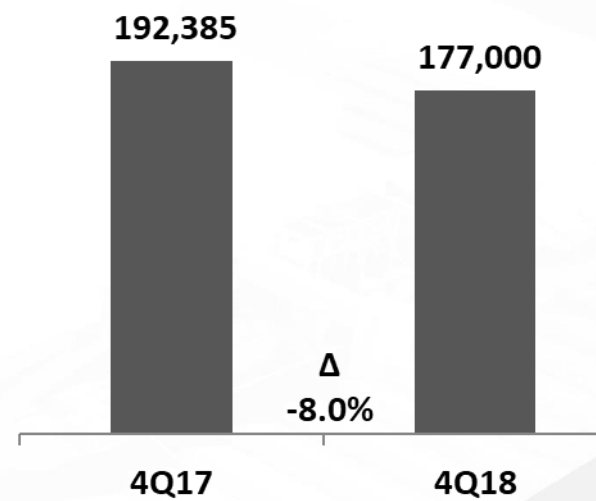
Gross Revenue ex-IPI increased 16.2%.

Modules Sold increased 36.6%.

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



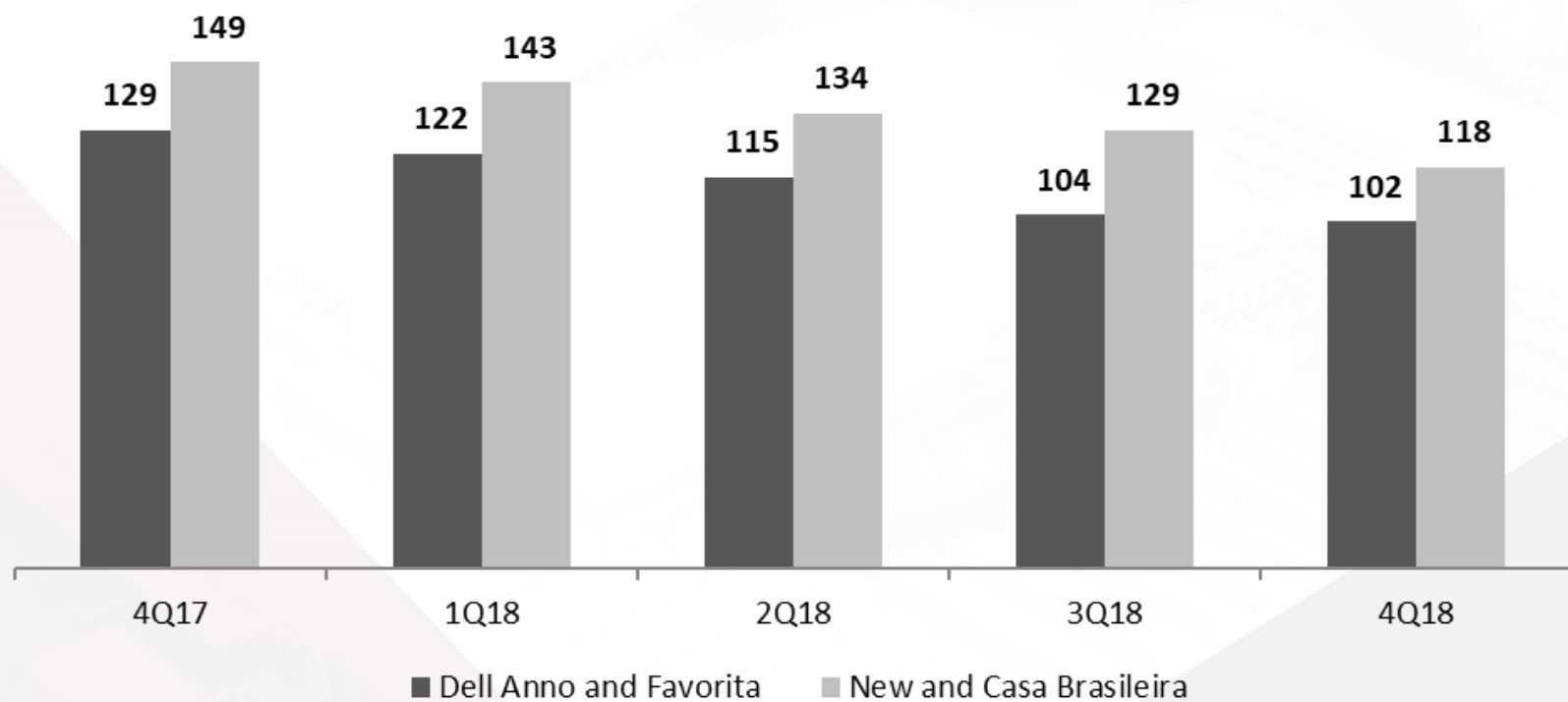
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 4.4%.

Modules Sold decreased 8.0%.





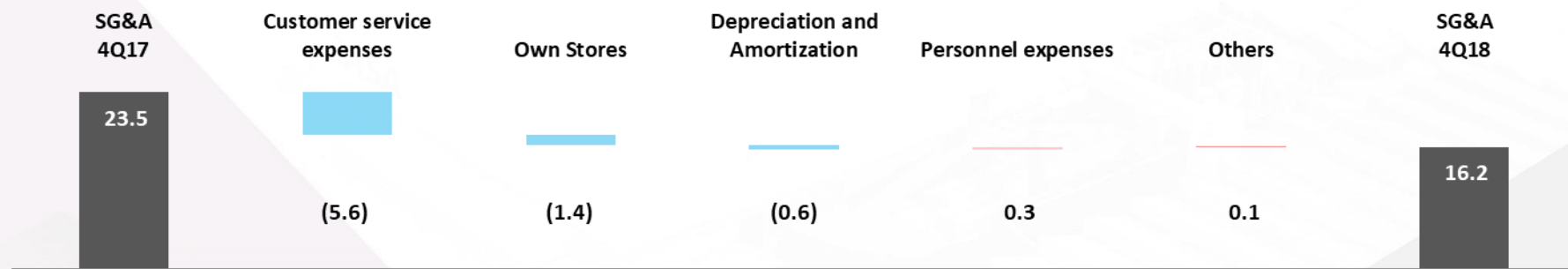
AGENDA

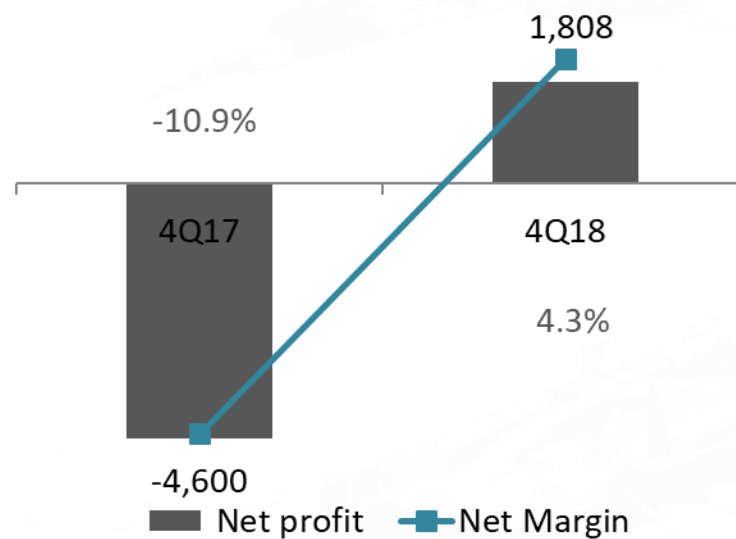
Economic and Financial Performance



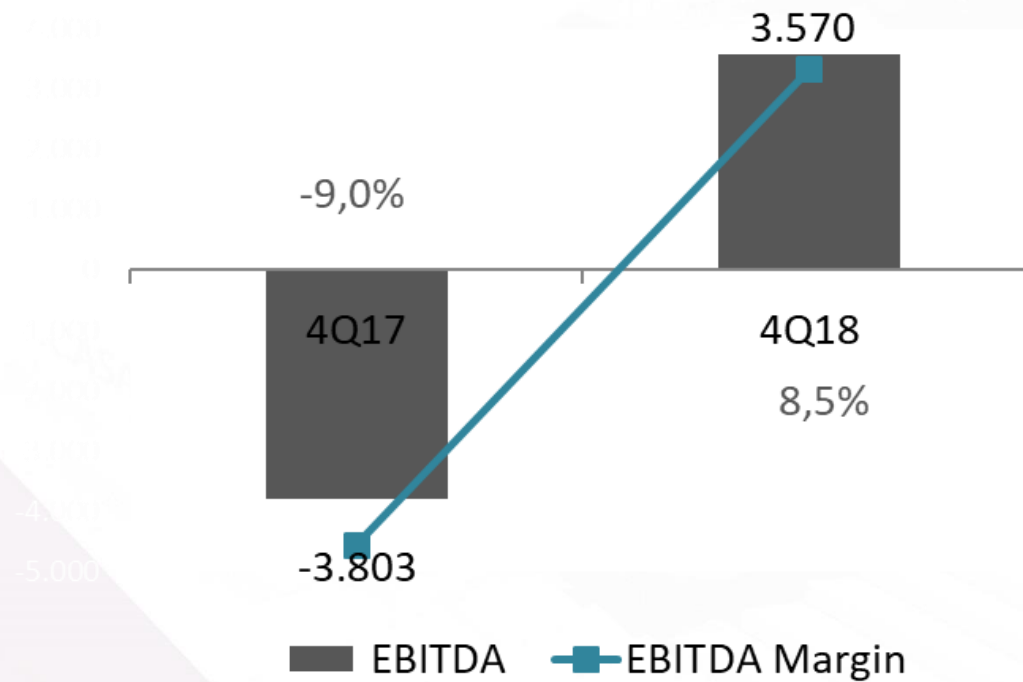
| Executive Summary | 4Q17 | 4Q18 | Δ |
|-------------------------|---------------|--------------|-------------------|
| Net Revenue | 42,053 | 41,796 | -0.6% |
| Gross Income | 17,565 | 16,461 | -6.3% |
| Gross Margin | 41.8% | 39.4% | -2.4 p.p. |
| Operating Income | -6,445 | 1,393 | -121.6% |
| Operating Margin | -15.3% | 3.3% | +18.6 p.p. |
| Net profit | -4,600 | 1,808 | -139.3% |
| Net Margin | -10.9% | 4.3% | +15.2 p.p. |
| EBITDA | -3,803 | 3,570 | -193.9% |
| EBITDA Margin | -9.0% | 8.5% | +17.5 p.p. |

- Gross margin of 39.4% in 4Q18, down 2,4 p.p.;
- Net margin of 4.3% in 4Q18, up 15.2 p.p.;
- EBITDA margin of 8.5% in 4Q18, up 17.5 p.p..





Net margin 15.2 p.p. higher. Increase of R\$ 6.4 million in net profit.



Positive EBITDA of R\$3.6 millions, increase of 17.4 p.p in EBITDA margin.

Frank Zietolie

CEO, CCO

Gustavo Dall Onder

CFO, DRI

UNICASA 30 anos

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