

UNICASA

**4Q19 EARNINGS RELEASE**

*Bento Gonçalves, Rio Grande do Sul, March 12, 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 fourth 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 (including Unicasa Comércio 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*



# Period Highlights



*Net income of R\$6.6 million in the quarter;*



*Net Margin up 10.4 p.p.;*



*EBITDA Margin up 11.4 p.p.;*



*Operating Margin up 11.6 p.p.;*



*Annualized ROIC up 12.2 p.p.;*



*Annualized ROE up 8.3 p.p.;*



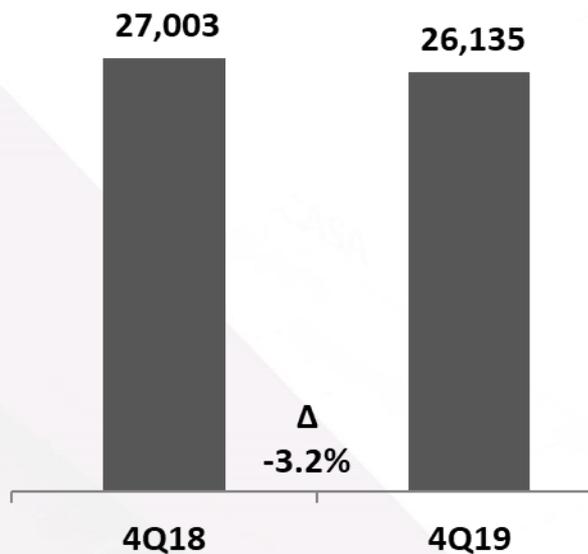
*Selling and Administrative expenses down 21.3%.*

# AGENDA

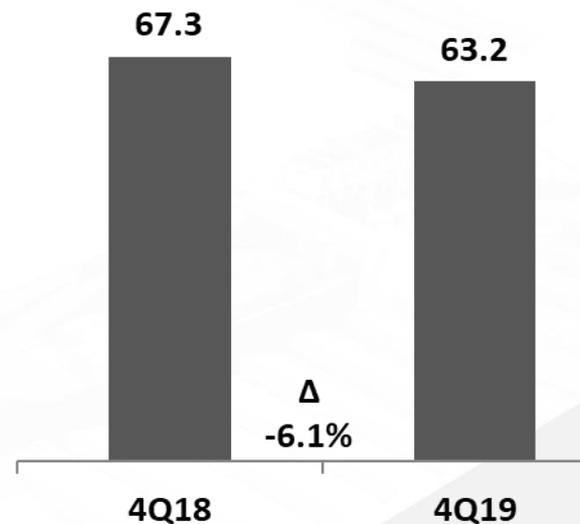
## *Store Network and Sales Performance*



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



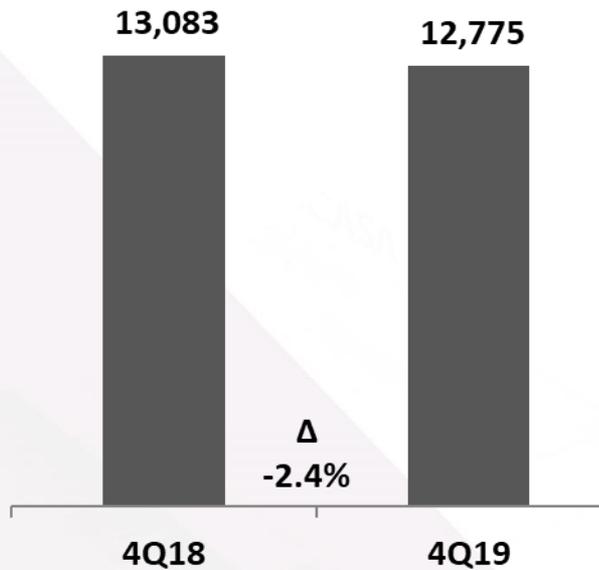
Modules Sold (UEPS' 000 un.)



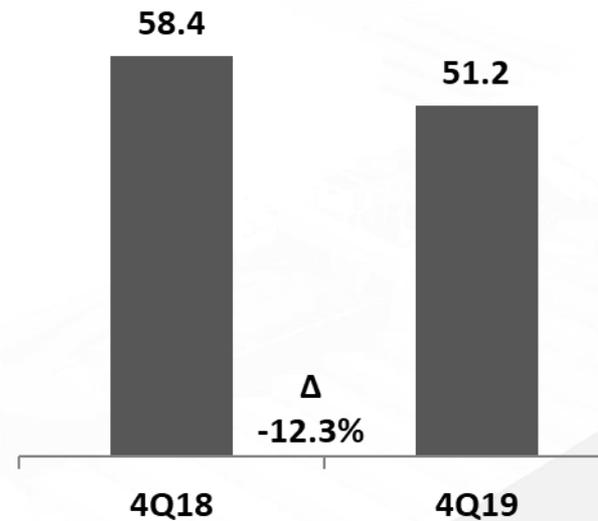
Gross Revenue ex-IPI decreased 3.2%.

Modules Sold decreased 6.1%.

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



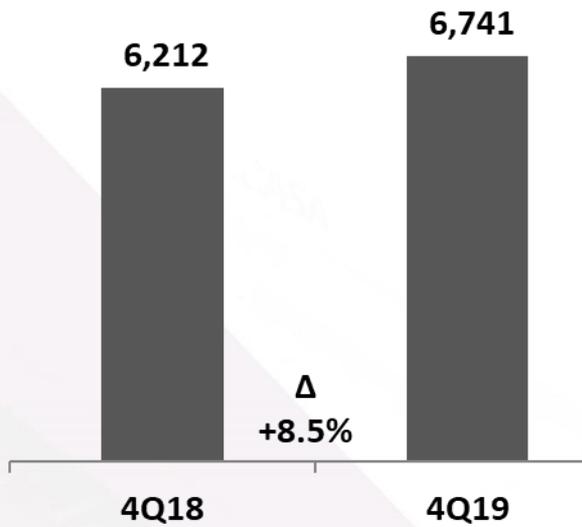
Modules Sold (UEPS' 000 un.)



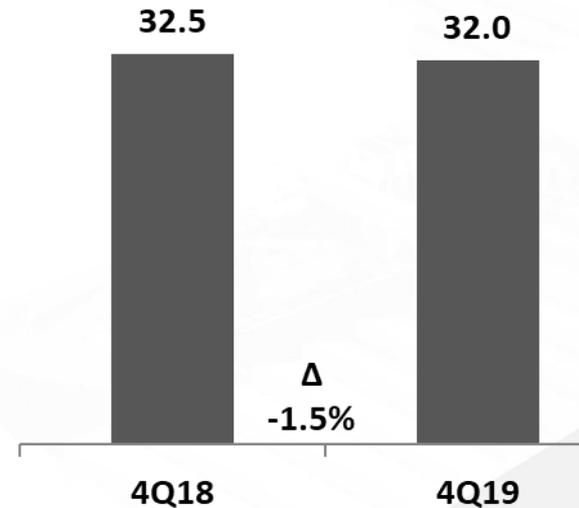
*Gross Revenue ex-IPI decreased 2.4%.*

*Modules Sold decreased 12.3%.*

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



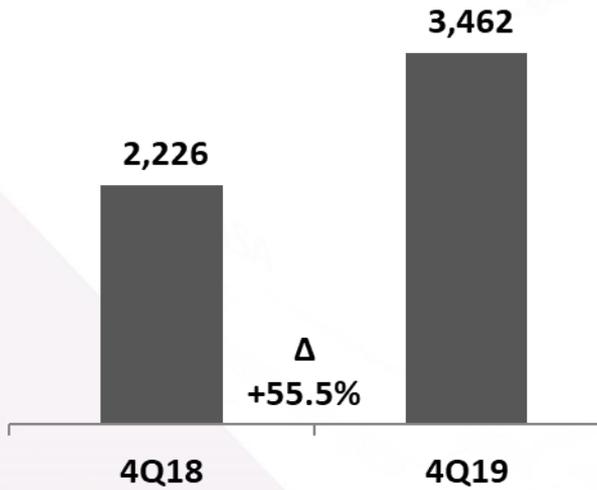
Modules Sold (UEPS' 000 un.)



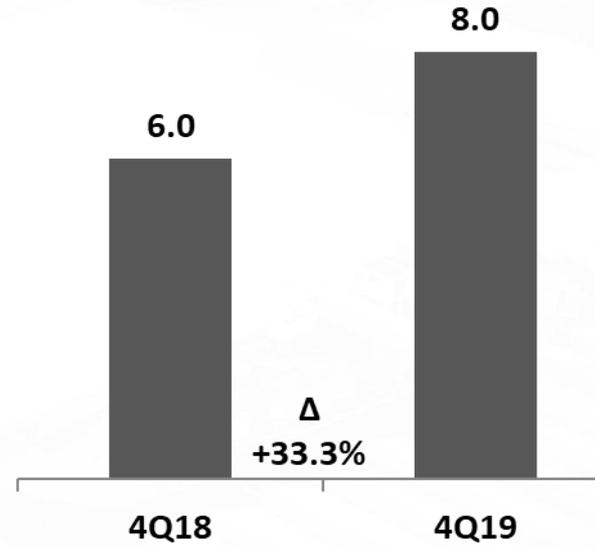
*Gross Revenue ex-IPI increased 8.5%.*

*Modules Sold decreased 1.5%.*

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



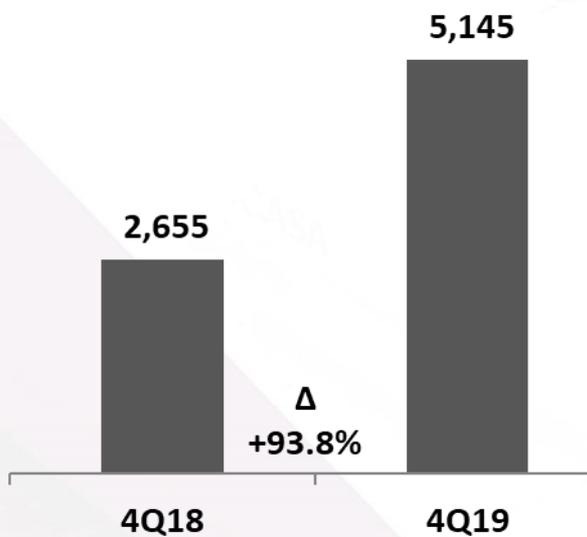
Modules Sold (UEPS' 000 un.)



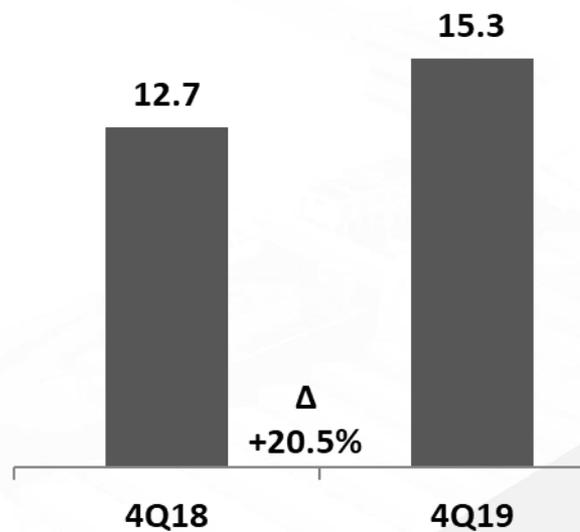
*Gross Revenue ex-IPI decreased 55.5%.*

*Modules Sold increased 33.3.0%.*

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



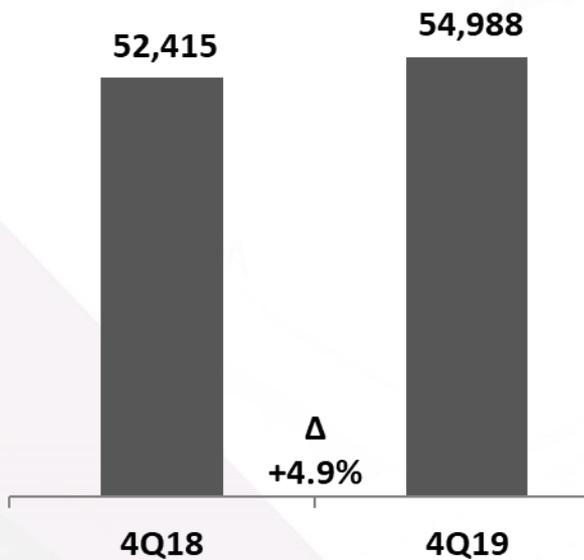
Modules Sold (UEPS' 000 un.)



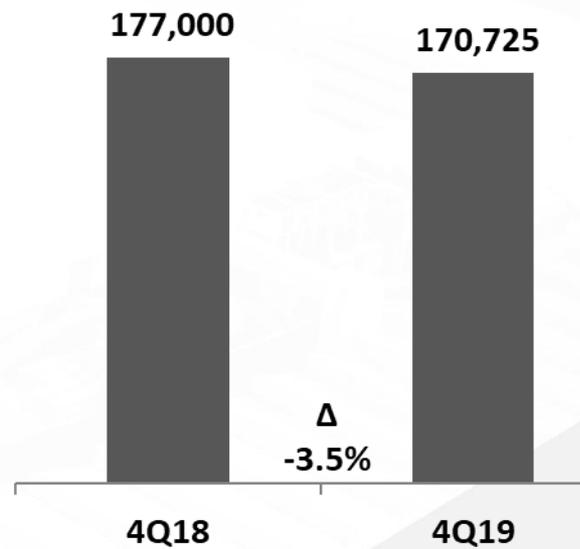
Gross Revenue ex-IPI increased 93.8%.

Modules Sold increased 20.5%.

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

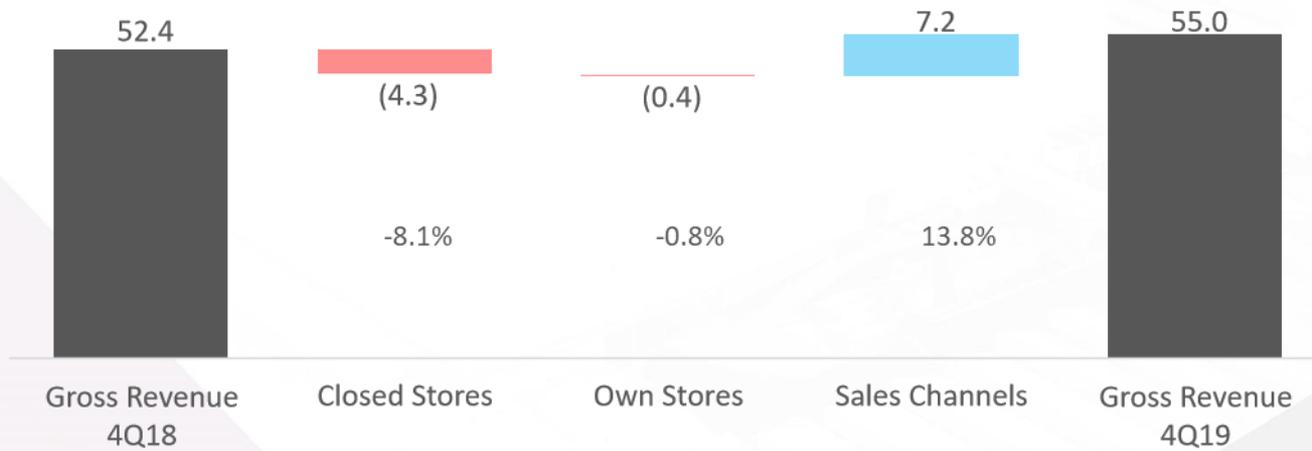


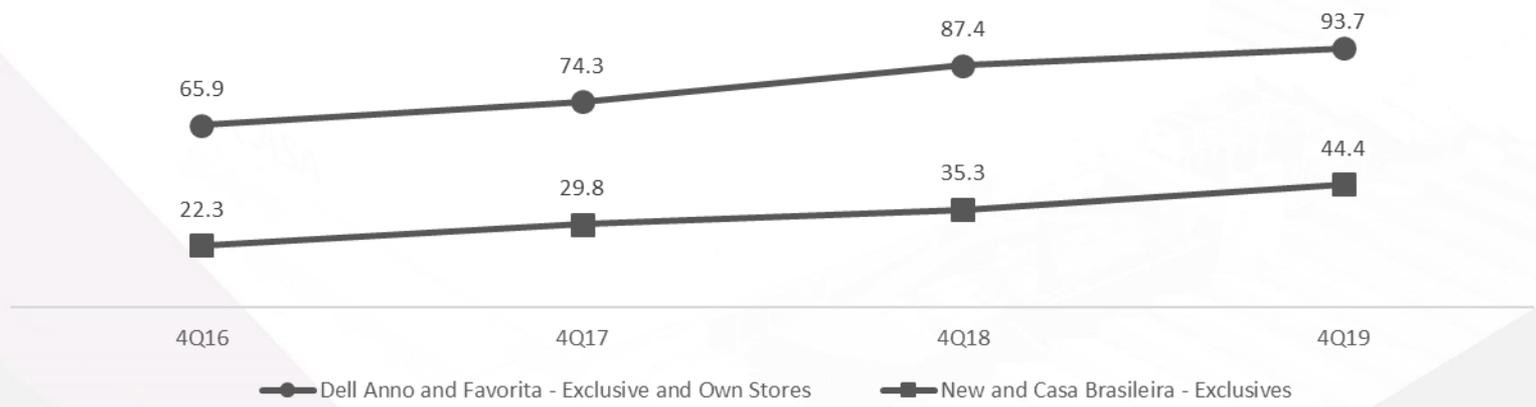
Modules Sold (UEPS' 000 un.)

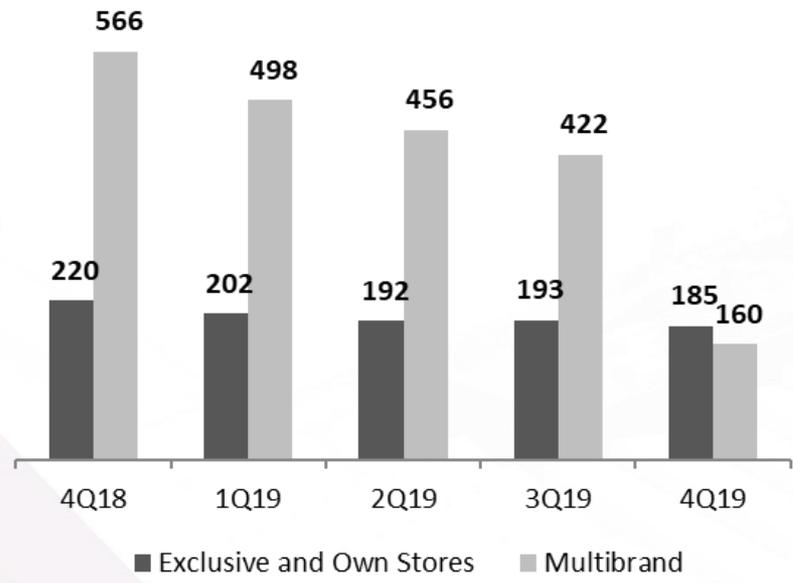


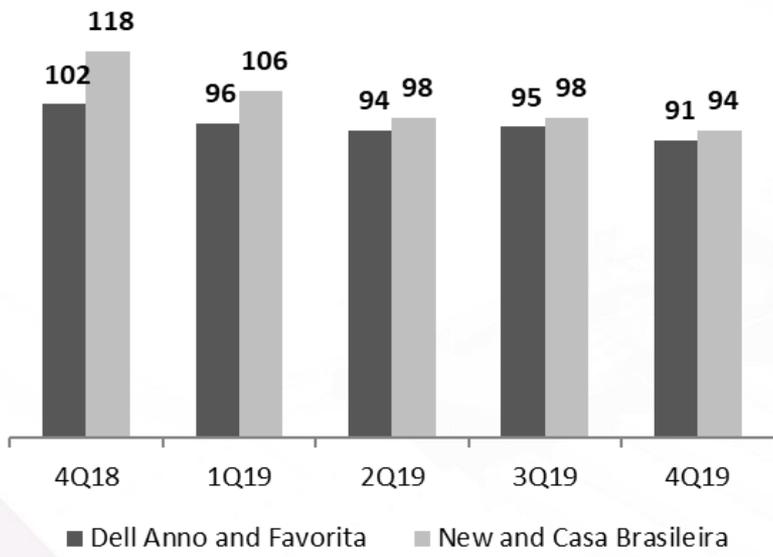
*Gross Revenue ex-IPI increased 4.9%.*

*Modules Sold decreased 3.5%.*









# AGENDA

## *Economic and Financial Performance*

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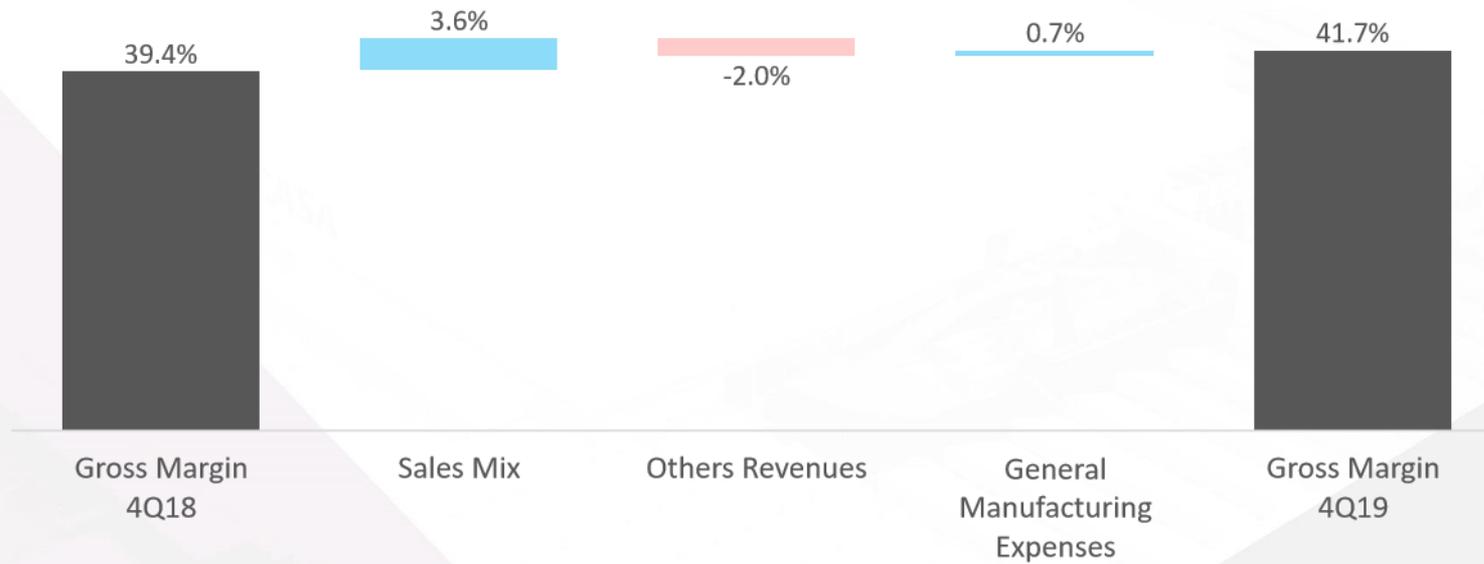


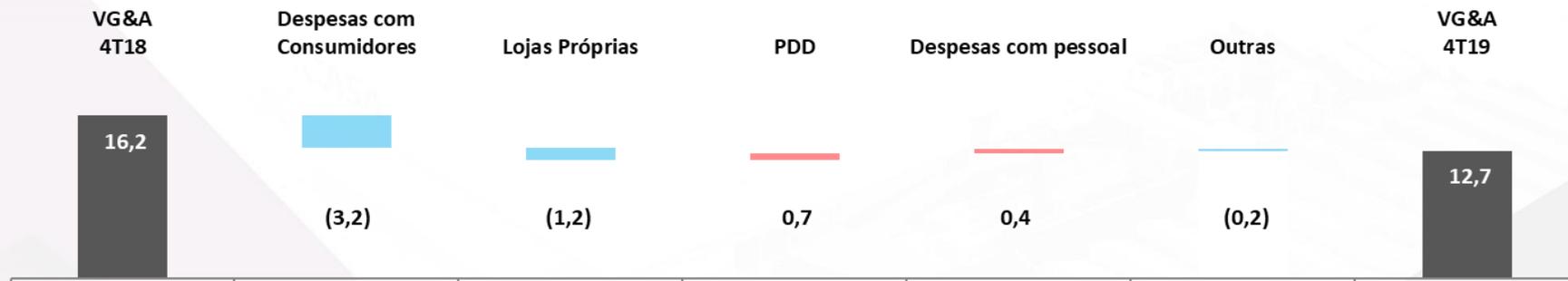
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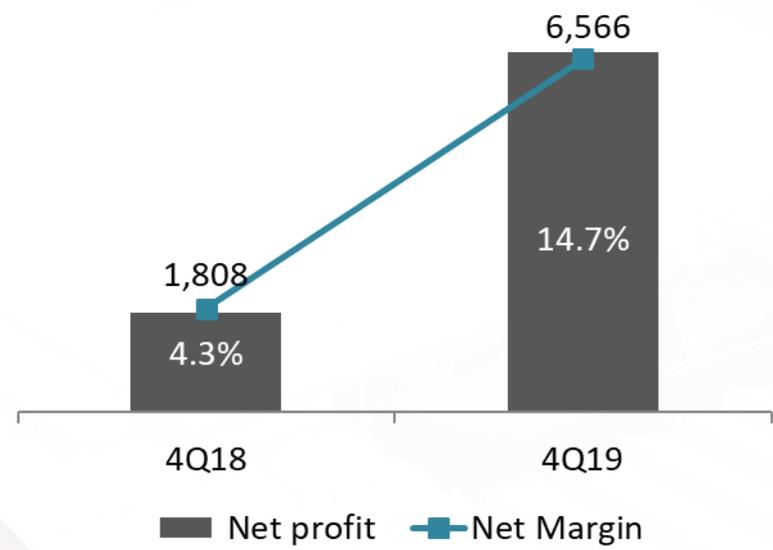
## Executive summary

- *Gross margin of 41.7% in 4Q19, down 2.3 p.p.;*
- *Net margin of 14.7% in 4Q19, up 10.4p.p.;*
- *EBITDA margin of 19.9% in 4Q19, up 11.4 p.p..*

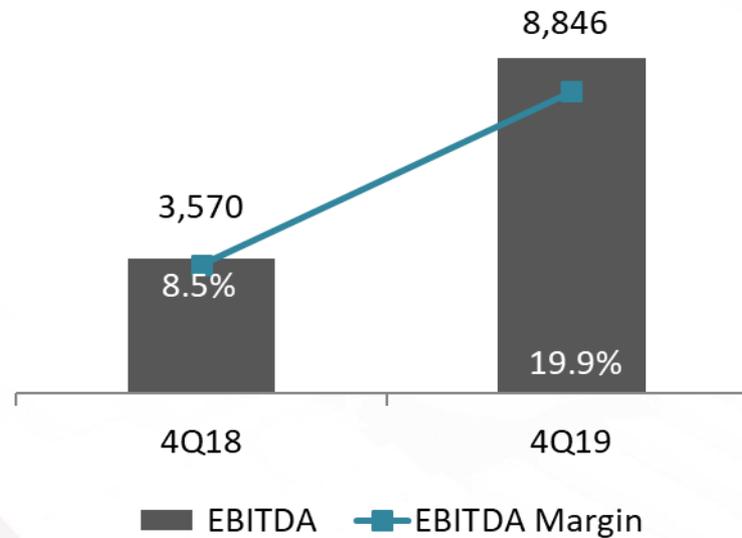
Executive Summary	4Q18	4Q19	Δ
Net Revenue	41,796	44,540	+6.6%
Gross Income	16,461	18,555	+12.7%
<b>Gross Margin</b>	<b>39.4%</b>	<b>41.7%</b>	<b>+2.3 p.p.</b>
Operating Income	1,393	6,643	+376.9%
<b>Operating Margin</b>	<b>3.3%</b>	<b>14.9%</b>	<b>+11.6 p.p.</b>
Net profit	1,808	6,566	+263.2%
<b>Net Margin</b>	<b>4.3%</b>	<b>14.7%</b>	<b>+10.4 p.p.</b>
EBITDA	3,570	8,846	+147.8%
<b>EBITDA Margin</b>	<b>8.5%</b>	<b>19.9%</b>	<b>+11.4 p.p.</b>







Net margin 6.8 p.p. higher. Net profit of R\$ 4,4 million.



*Positive EBITDA of R\$7.4 million, increase of 8.3 p.p in EBITDA margin.*

**Gustavo Dall Onder**

CEO, CFO, CIO

**Alexandre Narvaes Figueira**

CCO

**Luciano André Merigo**

COO

**UNICASA** 30 anos

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

**Investor Relations**

Guilherme Possebon de Oliveira

Mariana Vilar Schlusen

*Phone: (54) 3455-4425*

*E-mail: [dri@unicasamoveis.com.br](mailto:dri@unicasamoveis.com.br)*

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