

UNICASA

**Earnings Release
2Q16**





Market data as of August 11th, 2016

Stock price: R\$3.55

Market capitalization: R\$234,606,528.30

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Bento Gonçalves (RS), August 11th, 2016. 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 2016. 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 Comércio de Móveis Ltda), in thousands of Brazilian reais and in accordance with the International Financial Reporting Standards (IFRS).

Destaques do período

- Surplus cash after payment of interest on equity comes to R\$47.2 million, 53.7% higher than in the same period last year;
- Decrease of 9.7% with Selling, General and Administrative Expenses
- Net Revenue of R\$62.5 million, 18.8% below than in the same period last year;
- Higher social security tax (INSS) expenses significantly contributed to the 2.3 p.p. gross margin contraction in the quarter, which reached 43.8%;
- Net Profit of R\$0.5 million, 86.6% below than in the same period last year.

Executive Summary	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue ex-IPI	76.887	62.451	-18,8%	141.729	121.619	-14,2%
Net Revenue	59.621	47.147	-20,9%	109.943	92.003	-16,3%
Gross Income	27.472	20.660	-24,8%	51.075	40.653	-20,4%
Gross Margin	46,1%	43,8%	-2,3 p.p.	46,5%	44,2%	-2,3 p.p.
Selling and Administrative Expenses	(24.413)	(22.038)	-9,7%	(45.362)	(40.976)	-9,7%
Other Revenues and Operating Expenses	1.180	634	-46,3%	2.941	1.498	-49,1%
Operating Income	4.239	(744)	-117,6%	8.654	1.175	-86,4%
Operating Margin	7,1%	-1,6%	-8,7 p.p.	7,9%	1,3%	-6,6 p.p.
Financial Income (Expenses) Net	1.044	1.314	+25,9%	3.304	3.900	+18,0%
Operating Income before Income Tax and Social Contribution	5.283	570	-89,2%	11.958	5.075	-57,6%
Net Profit	4.048	543	-86,6%	9.053	4.150	-54,2%
Net Margin	6,8%	1,2%	-5,6 p.p.	8,2%	4,5%	-3,7 p.p.
EBITDA	6.929	2.038	-70,6%	13.944	6.683	-52,1%
EBITDA Margin	11,6%	4,3%	-7,3 p.p.	12,7%	7,3%	-5,4 p.p.

Disclaimer: 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 Management's expectations for the future of the business. These expectations depend substantially on market conditions, the performance of the Brazilian economy, industry and international markets, and are subject to known and unknown risks and uncertainties, which can cause such expectations not to materialize or cause actual results to differ materially from those expected and, therefore, are subject to change without prior notice.

SALES PERFORMANCE

The worsening macroeconomic scenario continues to be the main reason for the decline in our sales. The Multibrand channel registered a milder decline than the Exclusive channel, mainly due to the maturation of important stores opened last year.

The segments Unicasa Corporate and Export Markets are affected by significant fluctuation due to particularities of the projects sold in the period.

Dell Anno and Favorita – Exclusive and Own Stores	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	41,063	30,429	-25.9%	74,038	62,268	-15.9%
Number of Modules Sold (thousand units)	106.1	82.0	-22.7%	194.8	166.0	-14.8%

New and Casa Brasileira Exclusive Dealers	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	21,903	18,020	-17.7%	40,896	34,028	-16.8%
Number of Modules Sold (thousand units)	111.5	109.2	-2.1%	207.8	200.6	-3.5%

Multibrands	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	8,871	8,790	-0.9%	17,039	15,955	-6.4%
Number of Modules Sold (thousand units)	52.6	54.6	+3.8%	101.4	98.5	-2.9%

Unicasa Corporate	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	980	3,165	+223.0%	2,804	5,561	+98.3%
Number of Modules Sold (thousand units)	5.5	12.7	+130.9%	12.0	20.5	+70.8%

Export Market	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	3,096	1,385	-55.3%	5,211	2,661	-48.9%
Number of Modules Sold (thousand units)	15.8	6.6	-58.2%	24.2	12.8	-47.1%

Consolidated Indicators - Unicasa

Unicasa Indústria de Móveis	2Q15	2Q16	Δ	1H15	1H16	Δ
Gross Revenue, ex-IPI	76,887	62,451	-18.8%	141,729	121,619	-14.2%
Number of Modules Sold (thousand units)	300.2	272.8	-9.1%	556.2	511.9	-8.0%

SALLES AND DISTRIBUTION CHANNELS

Period	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	Δ
Exclusive and Own Stores	619	574	522	480	463	448	(15)
Dell Anno and Favorita	253	233	217	204	190	184	(6)
New and Casa Brasileira	366	341	305	276	273	264	(9)
Multibrand	696	718	669	639	634	626	(8)
New and Casa Brasileira Multibrand	696	718	669	639	634	626	(8)

⁽¹⁾ Variation compared to 1Q16.

Average productivity per Dell Anno and Favorita store in 2Q16 was R\$162,700, which was 3.7% lower than the R\$169,000 in 2Q15, due to weaker economic activity in the period. Average productivity per New and Casa Brasileira store in 2Q16 was R\$67,100, which was 8.3% higher than the R\$62,000 in 2Q15, due to the closure of less productive operations.

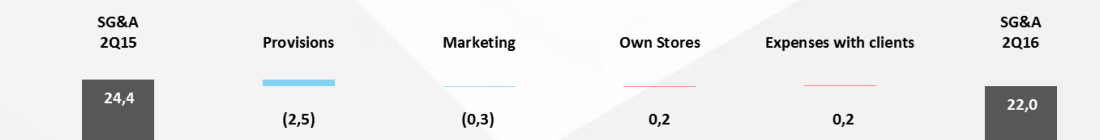
Gross Profit and Gross Margin

Gross profit in the quarter was R\$20.7 million. Gross margin decreased 2.3 p.p., from 46.1% in 2Q15 to 43.8% this quarter. Around 1.2 p.p. is related to the increase in the INSS (social security tax) rate on revenue, from 1.0% to 2.5% in 2016, while the remainder is mainly related to the increased share of sales to customers with higher purchasing volume and lower base for the dilution of fixed expenses.

Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	2Q15	2Q16	Δ	1H15	1H16	Δ
Total	(24,413)	(22,038)	-9.7%	(45,362)	(40,976)	-9.7%
Selling Expenses	(19,776)	(16,495)	-16.6%	(36,849)	(30,452)	-17.4%
% of Net Revenue	33.2%	35.0%	+1.8 p.p.	33.5%	33.1%	-0.4 p.p.
Administrative Expenses	(4,637)	(5,543)	+19.5%	(8,513)	(10,524)	+23.6%
% of Net Revenue	7.8%	11.8%	+4.0 p.p.	7.7%	11.4%	+3.7 p.p.
SG&A % of Net Revenue	41.0%	46.8%	+5.8 p.p.	41.2%	44.5%	+3.3 p.p.

The following chart presents the reconciliation of Selling, General and Administrative Expenses in 2Q15x2Q16⁽¹⁾:



⁽¹⁾In Million.

This quarter, expenses with provisions were R\$2.5 million lower compared to the same period last year. This reduction is mainly due to the lower allowance for doubtful accounts.

Marketing expenses were R\$0.3 million lower than in the same period last year, chiefly due to lower spending on campaigns.

Expenses with own stores increased by R\$0.2 million, mainly due to pre-operating expenses of a new unit.

Customer service expenses increased R\$0.2 million. These are related to servicing customers of closed stores and include freight, assembling, merchandise and lawsuits.

Other Operating Income and Expenses

Other operating income and expenses fell 46.3%, mainly due to the nonrecurring sale of brand rights in 2Q15, in the amount of R\$0.6 million.

Other Operating Income and Expenses	2Q15	2Q16	Δ	1H15	1H16	Δ
Total	1,180	634	-46.3%	2,941	1,498	-49.1%
Operating Expenses	(557)	(261)	-53.1%	(581)	(332)	-42.9%
Operating Income	1,737	895	-48.5%	3,522	1,830	-48.0%
Bank Premium	668	662	-0.9%	1,365	1,254	-8.1%
Trademark Rights	588	-	-100.0%			
Other Operating Income	481	233	-51.6%	553	576	4.2%
% of Net Revenue	2.0%	1.3%	-0.7 p.p.	2.7%	1.6%	-1.1 p.p.

Financial Result

Financial result increased 25.9%, chiefly due to the higher returns from financial investments as a result of higher cash investment than last year.

Financial Result	2Q15	2Q16	Δ	1H15	1H16	Δ
Net Financial Result	1,044	1,314	25.9%	3,304	3,900	18.0%
Financial Expenses	(1,619)	(1,720)	6.2%	(2,224)	(2,292)	3.1%
Financial Income	2,663	3,034	13.9%	5,528	6,192	12.0%

EBITDA and EBITDA Margin

EBITDA	2Q15	2Q16	Δ	1H15	1H16	Δ
Net Income for the Period	4.048	543	-86,6%	9.053	4.150	-54,2%
Income Tax and Social Contribution	1.235	27	-97,8%	2.905	925	-68,2%
Financial Result	(1.044)	(1.314)	+25,9%	(3.304)	(3.900)	+18,0%
EBIT	4.239	(744)	-117,6%	8.654	1.175	-86,4%
Depreciation and Amortization	2.690	2.782	+3,4%	5.290	5.508	+4,1%
EBITDA	6.929	2.038	-70,6%	13.944	6.683	-52,1%
<i>EBITDA Margin</i>	<i>11,6%</i>	<i>4,3%</i>	<i>-7,3 p.p.</i>	<i>12,7%</i>	<i>7,3%</i>	<i>-5,4 p.p.</i>

Cash Flow

Cash Flow	2Q15	2Q16	Δ
Cash generated by operational activities	(2.708)	241	-108,9%
Cash generated by investment activities	(1.449)	(1.234)	-14,8%
Cash generated by financing activities	(9.069)	(6.774)	-25,3%
Cash flow (burn)	(13.226)	(7.767)	-41,3%

The Company's cash burn in 2Q16 was 41.3% lower than in the same period last year, due to:

- i. Higher cash flow from operations, mainly due to:
 - a. The normalization of payments to suppliers, since in 2Q15 payments were made for strategic purchases made in 1Q15 in order to maintain the purchase price of raw materials;
 - b. The reduction in trade accounts receivable, chiefly due to lower sales revenue in the period.
- ii. Lower amount of interest on equity paid in 2Q16.

Working capital

Working Capital ⁽¹⁾	2Q15	2Q16	Δ
Average trade accounts receivable	59,772	52,195	-7,577
<i>Average term for receipt of sales (days)</i>	<i>69</i>	<i>70</i>	<i>+1</i>
Average inventory	33,659	27,978	-5,681
<i>Average term for inventory replenishment (days)</i>	<i>70</i>	<i>82</i>	<i>+12</i>
Average trade accounts payable	34,048	26,825	-7,223
<i>Average term for payment of suppliers (days)</i>	<i>22</i>	<i>20</i>	<i>-2</i>
Average advances from customers	33,299	31,709	-1,590
<i>Average term for advances from customers (days)</i>	<i>38</i>	<i>43</i>	<i>+4</i>
Working capital	26,084	21,639	-4,445

⁽¹⁾ Last twelve months

The Company's working capital needs declined by R\$4.4 million in the period, primarily due to the same factors that affected cash flows, as explained in the previous item. The increase in the average term of inventories is due to the lower elasticity of inventory in relation to the decrease in revenue.

Net Cash

Net Cash	6/30/2015	6/30/2016	Δ
Short Term Debt	-	-	n/a
Long Term Debt	-	-	n/a
Gross Debt	-	-	n/a
Cash and Cash Equivalents	26,558	42,441	+59.8%
Financial Investments	4,148	4,763	+14.8%
Net Debt/(Cash Surplus)	(30,706)	(47,204)	+53.7%

The Company ended the quarter with 53.7% more cash than in the same period last year. In the last 12 months, our operational cash flow has consistently been higher than our net income, mainly due to the share of provisions for depreciation/amortization in the Company's net income.

Return on Invested Capital (ROIC)

The Company's net ROIC in the last twelve months (LTM) to 1Q16 was 3.0%, up 1.6 p.p. from the same period last year.

Return on Invested Capital (ROIC)	2Q15	2Q16	Δ
EBIT (LTM)	-11,132	534	-104.8%
Average of Operating Assets	184,088	163,338	-11.3%
ROIC	-6.0%	0.3%	+6.3 p.p.
Effective IR + CSLL rate (LTM)	77.7%	10.6%	-67.1 p.p.
ROIC, Net	-1.3%	0.3%	+1.6 p.p.

ANNEX I – FINANCIAL STATEMENTS - INCOME STATEMENT - CONSOLIDATED

Income Statement	2Q15	2Q16	AV	AH	1H15	AV	1H16	AV	AH
Gross Revenue from Sales	80,176	65,160	138.2%	-18.7%	147,850	134.5%	126,883	137.9%	-14.2%
Domestic Market	77,080	63,775	135.3%	-17.3%	142,639	129.7%	124,222	135.0%	-12.9%
Dell Anno and Favorita	42,736	31,626	67.1%	-26.0%	77,095	70.1%	64,734	70.4%	-16.0%
New and Casa Brasileira Exclusive Dealers	22,993	18,915	40.1%	-17.7%	42,926	39.0%	35,718	38.8%	-16.8%
New and Casa Brasileira Multibrand	9,316	9,228	19.6%	-0.9%	17,891	16.3%	16,749	18.2%	-6.4%
Unicasa Corporate	1,020	3,322	7.0%	+225.7%	2,918	2.7%	5,833	6.3%	+99.9%
Other Revenues	1,015	684	1.5%	-32.6%	1,809	1.6%	1,188	1.3%	-34.3%
Exports	3,096	1,385	2.9%	-55.3%	5,211	4.7%	2,661	2.9%	-48.9%
Sales Deductions	(20,555)	(18,013)	-38.2%	-12.4%	(37,907)	-34.5%	(34,880)	-37.9%	-8.0%
Net Revenue from Sales	59,621	47,147	100.0%	-20.9%	109,943	100.0%	92,003	100.0%	-16.3%
Cost of Goods Sold	(32,149)	(26,487)	-56.2%	-17.6%	(58,868)	-53.5%	(51,350)	-55.8%	-12.8%
Gross Profit	27,472	20,660	43.8%	-24.8%	51,075	46.5%	40,653	44.2%	-20.4%
Selling Expenses	(19,776)	(16,495)	-35.0%	-16.6%	(36,849)	-33.5%	(30,452)	-33.1%	-17.4%
General and Administrative Expenses	(4,637)	(5,543)	-11.8%	+19.5%	(8,513)	-7.7%	(10,524)	-11.4%	+23.6%
Other Operating Income, Net	1,180	634	1.3%	-46.3%	2,941	2.7%	1,498	1.6%	-49.1%
Operating Income	4,239	(744)	-1.6%	-117.6%	8,654	7.9%	1,175	1.3%	-86.4%
Financial Expenses	(1,619)	(1,720)	-3.6%	+6.2%	(2,224)	-2.0%	(2,292)	-2.5%	+3.1%
Financial Income	2,663	3,034	6.4%	+13.9%	5,528	5.0%	6,192	6.7%	+12.0%
Operating Income before Income Tax and Social Contribution	5,283	570	1.2%	-89.2%	11,958	10.9%	5,075	5.5%	-57.6%
Income Tax and Social Contribution	(1,235)	(27)	-0.1%	-97.8%	(2,905)	-2.6%	(925)	-1.0%	-68.2%
Current	(670)	879	1.9%	-231.2%	(2,292)	-2.1%	-	0.0%	-100.0%
Deferred	(565)	(906)	-1.9%	+60.4%	(613)	-0.6%	(925)	-1.0%	+50.9%
Net Income for the Period	4,048	543	1.2%	-86.6%	9,053	8.2%	4,150	4.5%	-54.2%
Earnings per Share (R\$)	0.06	0.01	0.0%	-86.6%	0.14	+0.0%	0.06	+0.0%	-54.2%

ANNEX II - FINANCIAL STATEMENTS – BALANCE SHEET - CONSOLIDATED

Assets	12/31/2015	AV	6/30/2016	AV	Δ
Current Assets	109,565	40.9%	116,161	40.9%	+6.0%
Cash and Cash Equivalents	33,204	12.4%	42,441	12.4%	+27.8%
Trade Accounts Receivable	36,005	13.4%	32,845	13.4%	-8.8%
Inventories	25,946	9.7%	23,235	9.7%	-10.4%
Advances to Suppliers	1,066	0.4%	529	0.4%	-50.4%
Loans Granted	3,838	1.4%	3,496	1.4%	-8.9%
Prepaid Expenses	971	0.4%	2,415	0.4%	+148.7%
Recoverable Taxes	6,794	2.5%	7,351	2.5%	+8.2%
Other Assets	1,741	0.7%	3,849	0.7%	+121.1%
Non-Current Assets	158,251	59.1%	151,428	59.1%	-4.3%
Financial Investments	4,446	1.7%	4,763	1.7%	+7.1%
Trade Accounts Receivable	18,018	6.7%	15,041	6.7%	-16.5%
Loans Granted	1,960	0.7%	1,455	0.7%	-25.8%
Assets Held for Sale	6,949	2.6%	7,651	2.6%	+10.1%
Deferred Income and Social Contribution Taxes	15,113	5.6%	14,188	5.6%	-6.1%
Recoverable Taxes	7	0.0%	-	0.0%	-100.0%
Judicial Deposits	4,891	1.8%	5,006	1.8%	+2.4%
Other Assets	338	0.1%	340	0.1%	+0.6%
Investments	82	0.0%	82	0.0%	+0.0%
Property, Plant and Equipment	83,277	31.1%	81,638	31.1%	-2.0%
Intangible Assets	23,170	8.7%	21,264	8.7%	-8.2%
Total Assets	267,816	100%	267,589	100%	-0.0
Liabilities	12/31/2015	AV	6/30/2016	AV	Δ
Current Liabilities	62,680	23.4%	58,127	23.4%	-7.3%
Suppliers	2,204	0.8%	7,338	0.8%	+232.9%
Tax Liabilities	3,823	1.4%	3,949	1.4%	+3.3%
Dividends and interest on Equity Payable	6,774	2.5%	-	2.5%	-100.0%
Payroll and Related Charges	4,693	1.8%	6,576	1.8%	+40.1%
Advances from Customers	33,608	12.5%	27,421	12.5%	-18.4%
Provisions	9,474	3.5%	7,834	3.5%	-17.3%
Other Liabilities	2,104	0.8%	5,009	0.8%	+138.1%
Non-Current Liabilities	6,643	2.5%	6,819	2.5%	+2.6%
Provisions	6,643	2.5%	6,819	2.5%	+2.6%
Shareholders' equity	198,493	74.1%	202,643	74.1%	+2.1%
Capital Stock	187,709	70.1%	187,709	70.1%	+0.0%
Capital Reserve	(2,658)	-1.0%	(2,658)	-1.0%	+0.0%
Retained Profits Reserve	13,442	5.0%	13,442	5.0%	+0.0%
Profit Accumulated	-	0.0%	4,150	0.0%	n/a
Total Liabilities and Shareholders' Equity	267,816	100%	267,589	100%	-0.1%

ANNEX III – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED⁽¹⁾

Cash Flow Statement	2Q15	2Q16	Δ	1H15	1H16	Δ
Operating Income Before Income And Social Contribution Taxes	5,283	570	-89.2%	11,958	5,075	-57.6%
Adjustment to Reconcile the Net Income to Cash from Operating Activities:						
Depreciation and Amortization	2,690	2,782	+3.4%	5,290	5,508	+4.1%
Foreign Exchange Variation	87	154	+77.0%	(13)	507	-4000.0%
Provision for Litigation	(56)	(33)	-41.1%	148	176	+18.9%
Provision for Obsolescence	(48)	9	-118.8%	(7)	(9)	+28.6%
Allowance for Doubtful Accounts	2,838	333	-88.3%	5,229	865	-83.5%
Provision for PPR	-	212	n/a	-	35	n/a
Disposal of Property, Plant and Equipment	179	6	-96.6%	190	17	-91.1%
Cash Flows from Operating Activities	10,973	4,033	-63.2%	22,795	12,174	-46.6%
Changes in Assets and Liabilities						
Trade Accounts Receivable	(3,446)	2,548	-173.9%	(4,012)	4,765	-218.8%
Inventories	(1,073)	(504)	-53.0%	(5,152)	2,720	-152.8%
Recoverable Taxes	(108)	542	-601.9%	(298)	(359)	+20.5%
Loans Granted	(353)	636	-280.2%	(84)	847	-1108.3%
Other Current ou Non-Current Assets	(393)	(723)	+84.0%	(4,002)	(3,125)	-21.9%
Non-Current Assets Available for Sale	1,367	(1,176)	-186.0%	1,158	(702)	-160.6%
Suppliers	(4,896)	1,468	-130.0%	2,345	5,134	+118.9%
Advance from Customers	(4,057)	(4,783)	+17.9%	3,879	(6,187)	-259.5%
Other Current ou Non-Current Liabilities	(461)	(1,639)	+255.5%	(2,660)	3,239	-221.8%
Payment of Income and Social Contribution Taxes	(261)	(161)	-38.3%	(296)	(198)	-33.1%
Net Cash from Operating Activities	(2,708)	241	-108.9%	13,673	18,308	+33.9%
Cash Flows from Investing Activities						
Financial Investments	(128)	(162)	+26.6%	(4,148)	(317)	-92.4%
Property, Plant and Equipment	(1,280)	(576)	-55.0%	(1,682)	(1,146)	-31.9%
Intangible Assets	(41)	(496)	+1109.8%	(95)	(834)	+777.9%
Net Cash used in Investing Activities	(1,449)	(1,234)	-14.8%	(5,925)	(2,297)	-61.2%
Cash Flows from Financing Activities						
Cash Flows (used in) from Financing Activities	(9,069)	(6,774)	-25.3%	(9,069)	(6,774)	-25.3%
Increase (Decrease) in Cash and Cash Equivalents	(13,226)	(7,767)	-41.3%	(1,321)	9,237	-799.2%
Changes in Cash and Cash Equivalents						
At the Beginning of the Period	39,784	50,208	+26.2%	27,879	33,204	+19.1%
At the End of the Period	26,558	42,441	+59.8%	26,558	42,441	+59.8%
Increase (Decrease) in Cash and Cash Equivalents	(13,226)	(7,767)	-41.3%	(1,321)	9,237	-799.2%

1) The Statement of Cash Flow was prepared by the indirect method and is shown in accordance with CPC 3 - Statement of Cash Flows, issued by Brazil's Accounting Pronouncements Committee (CPC). Transactions that do not affect cash are described in Note 26 to the Quarterly Information (ITR).

ANNEX IV – GROSS REVENUE, GROSS REVENUE EX-IPI AND MODULES SOLD – CONSOLIDATED

Gross Revenue	1Q15	1Q16	2Q15	2T14	3Q15	4T15	1S15	1S14	2S15	9M15	2015
Total Gross Revenue	67.674	61.723	80.176	65.160	75.076	76.589	147.850	126.883	151.665	222.926	299.515
Domestic Market	65.559	60.447	77.080	63.775	73.799	73.990	142.639	124.222	147.789	216.438	290.428
Dell Anno and Favorita - Exclusive Dealers and Own Stores	34.359	33.108	42.736	31.626	41.986	42.422	77.095	64.734	84.408	119.081	161.503
New and Casa Brasileira Exclusive Dealers	19.933	16.803	22.993	18.915	22.041	19.770	42.926	35.718	41.811	64.967	84.737
New and Casa Brasileira Multibrand	8.575	7.521	9.316	9.228	8.287	8.293	17.891	16.749	16.580	26.178	34.471
Unicasa Corporate	1.898	2.511	1.020	3.322	928	2.773	2.918	5.833	3.701	3.846	6.619
Other Revenues	794	504	1.015	684	557	732	1.809	1.188	1.289	2.366	3.098
Export Market	2.115	1.276	3.096	1.385	1.277	2.599	5.211	2.661	3.876	6.488	9.087

Gross Revenue from Sales Ex-IPI	1Q15	1Q16	2Q15	2T14	3Q15	4T15	1S15	1S14	2S15	9M15	2015
Total Gross Revenue	64.842	59.168	76.887	62.451	71.983	73.455	141.729	121.619	145.438	213.712	287.167
Domestic Market	62.727	57.892	73.791	61.066	70.706	70.856	136.518	118.958	141.562	207.224	278.080
Dell Anno and Favorita - Exclusive Dealers and Own Stores	32.975	31.839	41.063	30.429	40.385	40.770	74.038	62.268	81.155	114.423	155.193
New and Casa Brasileira Exclusive Dealers	18.993	16.008	21.903	18.020	20.999	18.833	40.896	34.028	39.832	61.895	80.728
New and Casa Brasileira Multibrand	8.168	7.165	8.871	8.790	7.893	7.900	17.039	15.955	15.793	24.932	32.832
Unicasa Corporate	1.824	2.396	980	3.165	894	2.647	2.804	5.561	3.541	3.698	6.345
Other Revenues	767	484	974	662	535	706	1.741	1.146	1.241	2.276	2.982
Export Market	2.115	1.276	3.096	1.385	1.277	2.599	5.211	2.661	3.876	6.488	9.087

Modules Sold (Units)	1Q15	1Q16	2Q15	2T14	3Q15	4T15	1S15	1S14	2S15	9M15	2015
Total Gross Revenue	255.905	239.072	300.250	272.787	276.185	281.876	556.155	511.859	558.061	832.340	1.114.216
Domestic Market	247.507	232.888	284.436	266.184	271.982	272.478	531.943	499.072	544.460	803.925	1.076.403
Dell Anno and Favorita - Exclusive Dealers and Own Stores	88.647	83.947	106.122	82.038	106.082	109.105	194.769	165.985	215.187	300.851	409.956
New and Casa Brasileira Exclusive Dealers	96.260	91.389	111.521	109.186	108.103	99.547	207.781	200.575	207.650	315.884	415.431
New and Casa Brasileira Multibrand	48.862	43.906	52.563	54.621	46.949	46.932	101.425	98.527	93.881	148.374	195.306
Telasul Modular	3	-	-	-	-	-	3	-	-	3	3
Unicasa Corporate	6.497	7.780	5.494	12.682	3.873	8.896	11.991	20.462	12.769	15.864	24.760
Other Revenues	7.238	5.866	8.736	7.657	6.975	7.998	15.974	13.523	14.973	22.949	30.947
Export Market	8.398	6.184	15.814	6.603	4.203	9.398	24.212	12.787	13.601	28.415	37.813