

UNICASA

**Earnings Release
3Q17**





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Bento Gonçalves, Rio Grande do Sul, November 09, 2017. 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 third quarter of 2017. 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).

Period highlights

- Reversal of the 3Q16 net loss;
- Cash generation increases R\$ 10.9 million;
- Selling and Administrative expenses decrease 27.1%;
- Gross margin up 0.7 p.p.
- Increase of 12.0 p.p. in EBITDA Margin and 9,7 p.p. in Net Margin

Executive Summary	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue ex-IPI	62,278	53,938	-13.4%	183,897	152,971	-16.8%
Net Revenue	46,790	41,162	-12.0%	138,793	115,888	-16.5%
Cost of Goods Sold	(27,061)	(23,484)	-13.2%	(78,411)	(66,443)	-15.3%
Gross Income	19,729	17,678	-10.4%	60,382	49,445	-18.1%
Gross Margin	42.2%	42.9%	+0.7 p.p.	43.5%	42.7%	-0.8 p.p.
Selling and Administrative Expenses	(26,108)	(19,021)	-27.1%	(67,084)	(59,806)	-10.8%
Other Revenues and Operating Expenses	364	814	+123.6%	1,862	2,210	+18.7%
Operating Income	(6,015)	(529)	-91.2%	(4,840)	(8,151)	68.4%
Operating Margin	-12.9%	-1.3%	+11.6 p.p.	-3.5%	-7.0%	-3.5 p.p.
Financial Income (Expenses) Net	2,328	875	-62.4%	6,228	3,417	-45.1%
Operating Income before Income Tax and Social Contribution	(3,687)	346	-109.4%	1,388	(4,734)	-441.1%
Income Tax and Social Contribution	(606)	(116)	-80.9%	(1,531)	2,977	-294.4%
Net Profit	(4,293)	230	-105.4%	(143)	(1,757)	+1128.7%
Net Margin	-9.2%	0.6%	+9.7 p.p.	-0.1%	-1.5%	-1.4 p.p.
EBITDA	(3,236)	2,079	-164.2%	3,447	(304)	-108.8%
EBITDA Margin	-6.9%	5.1%	+12.0 p.p.	2.5%	-0.3%	-2.8 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 to not materialize or cause actual results to differ materially from those expected and, therefore, are subject to change without prior notice.

SALES PERFORMANCE

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

Dell Anno and Favorita – Exclusive and Own Stores	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	32,025	28,297	-11.6%	94,293	83,117	-11.9%
Number of Modules Sold (thousand units)	93.3	88.1	-5.6%	259.2	240.2	-7.3%
New and Casa Brasileira Exclusive Dealers	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	17,071	13,616	-20.2%	51,099	38,794	-24.1%
Number of Modules Sold (thousand units)	92.1	70.1	-23.9%	292.7	203.4	-30.5%
Multibrands	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	7,884	6,337	-19.6%	23,839	17,641	-26.0%
Number of Modules Sold (thousand units)	42.4	37.8	-10.8%	140.9	106.8	-24.2%
Unicasa Corporate	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	3,040	2,966	-2.4%	8,601	7,693	-10.6%
Number of Modules Sold (thousand units)	8.5	9.9	+16.5%	29.0	24.6	-15.2%
Export Market	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	1,346	2,152	+59.9%	4,007	3,773	-5.8%
Number of Modules Sold (thousand units)	7.2	10.7	+48.6%	20.0	17.1	-14.5%

Consolidated Indicators – Unicasa

Unicasa Indústria de Móveis	3Q16	3Q17	Δ	9M16	9M17	Δ
Gross Revenue, ex-IPI	62,278	53,938	-13.4%	183,897	152,971	-16.8%
Number of Modules Sold (thousand units)	249.9	217.1	-13.1%	761.8	594.9	-21.9%

SALES AND DISTRIBUTION CHANNELS

Period	3Q16	4Q16	1Q17	2Q17	3Q17	Δ
Exclusive and Own Stores	433	410	367	344	287	(57)
Dell Anno and Favorita	182	172	157	150	136	(14)
New and Casa Brasileira	251	238	210	194	151	(43)
Multibrand	622	629	642	598	598	-
New and Casa Brasileira Multibrand	622	629	642	598	598	-

⁽¹⁾ Variation compared to 2Q17.

Average productivity per Dell Anno and Favorita store in 3Q17 was R\$66.0, 13.1% higher than the R\$58.3 in 3Q16. Average productivity in the quarter per New and Casa Brasileira store in 3Q17 was R\$26.3, 19.1% higher than the R\$22.1 in 3Q16. In both segments, increased productivity is due to the closure of less productive operations

FINANCIAL PERFORMANCE

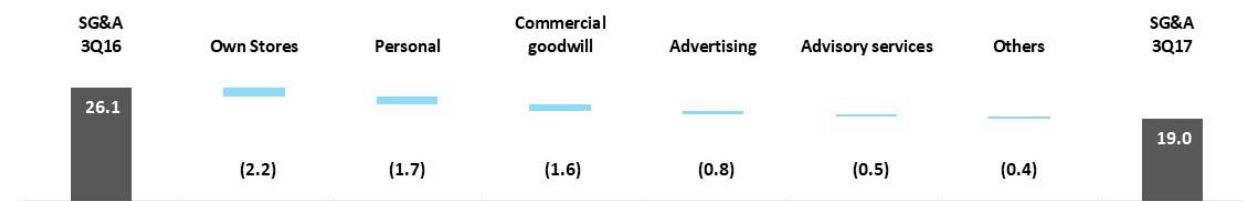
Gross Profit and Gross Margin

Gross profit in the quarter was R\$17.7 million. Gross margin rises 0.7 p.p., from 42.2% to 42.9%.

Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	3Q16	3Q17	Δ	9M16	9M17	Δ
Total	(26,108)	(19,021)	-27.1%	(67,084)	(59,806)	-10.8%
Selling Expenses	(19,603)	(11,907)	-39.3%	(50,055)	(42,438)	-15.2%
% of Net Revenue	41.9%	28.9%	-13.0 p.p.	36.1%	36.6%	+0.5 p.p.
Administrative Expenses	(6,505)	(7,114)	+9.4%	(17,029)	(17,368)	+2.0%
% of Net Revenue	13.9%	17.3%	+3.4 p.p.	12.3%	15.0%	+2.7 p.p.
SG&A % of Net Revenue	55.8%	46.2%	-9.6 p.p.	48.4%	51.6%	+3.2 p.p.

The following chart presents the evolution of Selling, General and Administrative⁽¹⁾:



⁽¹⁾In million.

Expenses with own stores were R\$2.2 million lower due to the reduction in the scope of the operation, as per the decision to close down a few stores, reported in the 4Q16 earnings release.

The reduction in personnel expenses is due to the restructuring carried out during the course of 2016 and 2017.

Commercial goodwill refers to non-recurring expense recorded in 3Q16.

As a result of the company's cost-cutting efforts, advertising expenses decreased by R\$ 0.8 million, advisory expenses by R\$ 0.5 million and other expenses, especially those related to marketing (contractual bonuses, freight, etc.) and travel, declined by R\$0.4 million.

Other Operating Income and Expenses

Other operating income and expenses increased 123.60%, mainly due to the sum of R\$0.2 million received from the execution of the guarantee provided by a store owner, and the absence of expenses related to the sale of properties booked in 3Q16.

Other Operating Income and Expenses	3Q16	3Q17	Δ	9M16	9M17	Δ
Total	364	814	123.6%	1,862	2,210	18.7%
Operating Expenses	(300)	(18)	-94.0%	(632)	(1,635)	158.7%
Operating Income	664	832	25.3%	2,494	3,845	54.2%
Bank Premium	621	474	-23.7%	1,999	2,383	19.2%
Trademark Rights	-	-	n/a			
Other Operating Income	43	358	732.6%	495	892	80.2%
% of Net Revenue	0.8%	2.0%	1.2 p.p.	1.3%	1.9%	0.6 p.p.

Financial Result

Financial result decreased 62.40%, mainly due to: (i) lower returns from short-term investments on account of lower investments and the reduction in the SELIC interest rate during the period; and (ii) the reduction in the reversal of adjustment to present value due to lower volume of credit granted to storeowners.

Financial Result	3Q16	3Q17	Δ	9M16	9M17	Δ
Net Financial Result	2,328	875	-62.4%	6,228	3,417	-45.1%
Financial Expenses	(684)	(773)	13.0%	(2,976)	(2,162)	-27.4%
Financial Income	3,012	1,648	-45.3%	9,204	5,579	-39.4%

EBITDA and EBITDA Margin

EBITDA	3Q16	3Q17	Δ	9M16	9M17	Δ
Net Income for the Period	(4,293)	230	-105.4%	(143)	(1,757)	+1128.7%
Income Tax and Social Contribution	606	116	-80.9%	1,531	(2,977)	-294.4%
Financial Result	(2,328)	(875)	-62.4%	(6,228)	(3,417)	-45.1%
EBIT	(6,015)	(529)	-91.2%	(4,840)	(8,151)	+68.4%
Depreciation and Amortization	2,779	2,608	-6.2%	8,287	7,847	-5.3%
EBITDA	(3,236)	2,079	-164.2%	3,447	(304)	-108.8%
EBITDA Margin	-6.9%	5.1%	+12.0 p.p.	2.5%	-0.3%	-2.8 p.p.

Cash Flow

Cash Flow	3Q16	3Q17	Δ	9M16	9M17	Δ
Cash generated by operational activities	530	12,472	+2253.2%	18,838	8,727	-53.7%
Financial Investments	(174)	(3,616)	+1978.2%	(491)	1,163	-336.9%
Cash generated by investment activities	(5,067)	(1,553)	-69.4%	(7,047)	(4,757)	-32.5%
Cash generated by financing activities	-	-	+0.0%	(6,774)	-	-100.0%
Cash flow (burn)	(4,711)	7,303	-255.0%	4,526	5,133	+13.4%
Financial Investments	174	3,616	+1978.2%	491	(1,163)	-336.9%
Cash flow and Financial Investments	(4,537)	10,919	-340.7%	5,017	3,970	-20.9%

The increase in cash generation is mainly due to the Company's operating activities, impacted by the decline in selling and administrative expenses and by the consumption of strategic inventory acquired in the previous quarter.

Working capital

Working Capital	3Q16	3Q17	Δ
Average trade accounts receivable	49,757	36,111	(13,647)
<i>Average term for receipt of sales (days)</i>	70	61	(9)
Average inventory	24,324	23,002	(1,322)
<i>Average term for inventory replenishment (days)</i>	80	89	9
Average trade accounts payable	5,809	5,767	(42)
<i>Average term for payment of suppliers (days)</i>	20	23	3
Average advances from customers	30,513	24,681	(5,832)
<i>Average term for advances from customers (days)</i>	43	41	(1)
Working capital	37,759	28,665	(9,095)

The company's working capital needs declined by R\$9.1 million in the period, mainly due to the drop in revenue, which affects the lower volume of accounts receivable and the restriction of credit to retailers.

Net Cash

Net Cash	9/30/2016	9/30/2017	Δ
Short Term Debt	-	-	n/a
Long Term Debt	-	-	n/a
Gross Debt	-	-	n/a
Cash and Cash Equivalents	37,730	32,965	-12.6%
Financial Investments	4,937	3,616	-26.8%
Net Debt/(Cash Surplus)	(42,667)	(36,581)	-14.3%

The Company ended the quarter with 14.3% less cash than in the same period last year. This is mainly due to the decrease in revenue in the period.

Return on Invested Capital (ROIC)

The Company's net ROIC in the last twelve months (LTM) ending 3Q17 was -20.8%, down 18.7 p.p. from the same period last year.

Return on Invested Capital (ROIC)	3Q16	3Q17	Δ
EBIT (LTM)	(6,564)	(34,079)	+419.2%
Average of Operating Assets	161,386	145,787	-9.7%
ROIC	-4.1%	-23.4%	-19.3 p.p.
Effective IR + CSLL rate (LTM)	48.8%	11.0%	-37.8 p.p.
ROIC, Net	-2.1%	-20.8%	-18.7 p.p.

ANNEX I – FINANCIAL STATEMENTS – INCOME STATEMENT – CONSOLIDATED

Income Statement	3Q16	3Q17	AV	AH	9M16	AV	9M17	AV	AH
Gross Revenue from Sales	64,979	56,234	136.6%	-13.5%	191,862	138.2%	159,518	137.6%	-16.9%
Domestic Market	63,633	54,082	131.4%	-15.0%	187,855	135.3%	155,745	134.4%	-17.1%
Dell Anno and Favorita	33,295	29,436	71.5%	-11.6%	98,029	70.6%	86,408	74.6%	-11.9%
New and Casa Brasileira Exclusive Dealers	17,922	14,288	34.7%	-20.3%	53,640	38.6%	40,711	35.1%	-24.1%
New and Casa Brasileira Multibrand	8,279	6,653	16.2%	-19.6%	25,028	18.0%	18,522	16.0%	-26.0%
Unicasa Corporate	3,192	3,115	7.6%	-2.4%	9,025	6.5%	8,079	7.0%	-10.5%
Other Revenues	945	590	1.4%	-37.6%	2,133	1.5%	2,025	1.7%	-5.1%
Exports	1,346	2,152	5.2%	+59.9%	4,007	2.9%	3,773	3.3%	-5.8%
Sales Deductions	(18,189)	(15,072)	-36.6%	-17.1%	(53,069)	-38.2%	(43,630)	-37.6%	-17.8%
Net Revenue from Sales	46,790	41,162	100.0%	-12.0%	138,793	100.0%	115,888	100.0%	-16.5%
Cost of Goods Sold	(27,061)	(23,484)	-57.1%	-13.2%	(78,411)	-56.5%	(66,443)	-57.3%	-15.3%
Gross Profit	19,729	17,678	42.9%	-10.4%	60,382	43.5%	49,445	42.7%	-18.1%
Selling Expenses	(19,603)	(11,907)	-28.9%	-39.3%	(50,055)	-36.1%	(42,438)	-36.6%	-15.2%
General and Administrative Expenses	(6,505)	(7,114)	-17.3%	+9.4%	(17,029)	-12.3%	(17,368)	-15.0%	+2.0%
Other Operating Income, Net	364	814	2.0%	+123.6%	1,862	1.3%	2,210	1.9%	+18.7%
Operating Income	(6,015)	(529)	-1.3%	-91.2%	(4,840)	-3.5%	(8,151)	-7.0%	+68.4%
Financial Expenses	(684)	(773)	-1.9%	+13.0%	(2,976)	-2.1%	(2,162)	-1.9%	-27.4%
Financial Income	3,012	1,648	4.0%	-45.3%	9,204	6.6%	5,579	4.8%	-39.4%
Operating Income before Income Tax and Social Contribution	(3,687)	346	0.8%	-109.4%	1,388	1.0%	(4,734)	-4.1%	-441.1%
Income Tax and Social Contribution	(606)	(116)	-0.3%	-80.9%	(1,531)	-1.1%	2,977	2.6%	-294.4%
Current	-	(63)	-0.2%	n/a	-	0.0%	(100)	-0.1%	n/a
Deferred	(606)	(53)	-0.1%	-91.3%	(1,531)	-1.1%	3,077	2.7%	-301.0%
Net Income for the Period	(4,293)	230	0.6%	-105.4%	(143)	-0.1%	(1,757)	-1.5%	+1128.7%
Earnings per Share (R\$)	(0.07)	0.00			(0.00)		(0.03)		

ANNEX II - FINANCIAL STATEMENTS – BALANCE SHEET – CONSOLIDATED

Assets	12/31/2016	AV	9/30/2017	AV	Δ
Current Assets	89,072	38.1%	94,421	41.3%	+6.0%
Cash and Cash Equivalents	27,832	11.9%	32,965	14.4%	+18.4%
Restricted Marketable Securities	4,779	2.0%	3,616	1.6%	-24.3%
Trade Accounts Receivable	21,903	9.4%	23,528	10.3%	+7.4%
Inventories	21,000	9.0%	20,672	9.0%	-1.6%
Advances to Suppliers	982	0.4%	142	0.1%	-85.5%
Loans Granted	2,521	1.1%	2,510	1.1%	-0.4%
Prepaid Expenses	876	0.4%	1,624	0.7%	+85.4%
Recoverable Taxes	6,631	2.8%	6,303	2.8%	-4.9%
Other Assets	2,548	1.1%	3,061	1.3%	+20.1%
Non-Current Assets	144,648	61.9%	134,231	58.7%	-7.2%
Trade Accounts Receivable	11,944	5.1%	11,654	5.1%	-2.4%
Loans Granted	3,235	1.4%	2,823	1.2%	-12.7%
Assets Held for Sale	11,006	4.7%	4,139	1.8%	-62.4%
Deferred Income and Social Contribution Taxes	13,796	5.9%	15,680	6.9%	+13.7%
Judicial Deposits	3,245	1.4%	2,894	1.3%	-10.8%
Other Assets	3,035	1.3%	2,898	1.3%	-4.5%
Investments	82	0.0%	31	0.0%	-62.2%
Property, Plant and Equipment	83,014	35.5%	82,364	36.0%	-0.8%
Intangible Assets	15,291	6.5%	11,748	5.1%	-23.2%
Total Assets	233,720	100%	228,652	100%	-0.0

Liabilities	12/31/2016	AV	9/30/2017	AV	Δ
Current Liabilities	45,958	19.7%	46,504	20.3%	+1.2%
Suppliers	3,343	1.4%	5,520	2.4%	+65.1%
Tax Liabilities	3,447	1.5%	3,312	1.4%	-3.9%
Payroll and Related Charges	3,827	1.6%	5,176	2.3%	+35.2%
Advances from Customers	25,496	10.9%	22,667	9.9%	-11.1%
Provisions	6,103	2.6%	6,655	2.9%	+9.0%
Other Liabilities	3,742	1.6%	3,174	1.4%	-15.2%
Non-Current Liabilities	13,533	5.8%	9,676	4.2%	-28.5%
Tax Liabilities	602	0.3%	504	0.2%	-16.3%
Provisions	12,931	5.5%	9,172	4.0%	-29.1%
Shareholders' equity	174,229	74.5%	172,472	75.4%	-1.0%
Capital Stock	187,709	80.3%	187,709	82.1%	+0.0%
Capital Reserve	(2,658)	-1.1%	(2,658)	-1.2%	+0.0%
Accumulated Loss	(10,822)	-4.6%	(12,579)	-5.5%	+16.2%
Total Liabilities and Shareholders' Equity	233,720	100%	228,652	100%	-2.2%

ANNEX III – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED

Cash Flow Statement	3Q16	3Q17	Δ	9M16	9M17	Δ
Operating Income Before Income And Social Contribution Taxes	(3,687)	346	-109.4%	1,388	(4,734)	-441.1%
Adjustment to Reconcile the Net Income to Cash from Operating Activities:						
Depreciation and Amortization	2,779	2,608	-6.2%	8,287	7,847	-5.3%
Foreign Exchange Variation	(183)	18	-109.8%	324	(22)	-106.8%
Provision for Litigation	279	1,435	+414.3%	455	47	-89.7%
Provision for Obsolescence	(236)	(124)	-47.5%	(245)	(131)	-46.5%
Allowance for Doubtful Accounts	180	137	-23.9%	1,045	964	-7.8%
Provision for PPR	257	363	+41.2%	292	(1,058)	-462.3%
Disposal of Property, Plant and Equipment	1,425	738	-48.2%	1,442	3,262	+126.2%
Cash Flows from Operating Activities	814	5,521	+578.3%	12,988	6,175	-52.5%
Changes in Assets and Liabilities						
Trade Accounts Receivable	1,690	971	-42.5%	6,455	(2,277)	-135.3%
Inventories	(1,903)	5,051	-365.4%	817	1,277	+56.3%
Recoverable Taxes	(108)	1,378	-1375.9%	(467)	1,091	-333.6%
Loans Granted	(806)	631	-178.3%	41	423	+931.7%
Other Current ou Non-Current Assets	2,162	556	-74.3%	(963)	(3,082)	+220.0%
Non-Current Assets Available for Sale	(2,157)	750	-134.8%	(2,859)	6,867	-340.2%
Suppliers	484	1,608	+232.2%	5,618	2,177	-61.2%
Advance from Customers	1,399	(2,021)	-244.5%	(4,788)	(2,829)	-40.9%
Other Current ou Non-Current Liabilities	(747)	(1,819)	+143.5%	2,492	(232)	-109.3%
Payment of Income and Social Contribution Taxes	(298)	(154)	-48.3%	(496)	(863)	+74.0%
Net Cash from Operating Activities	530	12,472	+2253.2%	18,838	8,727	-53.7%
Cash Flows from Investing Activities						
Financial Investments	(174)	(3,616)	+1978.2%	(491)	1,163	-336.9%
Investments	-	-	n/a	-	51	n/a
Property, Plant and Equipment	(4,937)	(1,446)	-70.7%	(6,083)	(4,635)	-23.8%
Intangible Assets	(130)	(107)	-17.7%	(964)	(173)	-82.1%
Net Cash used in Investing Activities	(5,241)	(5,169)	-1.4%	(7,538)	(3,594)	-52.3%
Cash Flows from Financing Activities						
Payment of Interest on Shareholders' Equity	-	-	n/a	(6,774)	-	-100.0%
Cash Flows (used in) from Financing Activities	-	-	n/a	(6,774)	-	-100.0%
Increase (Decrease) in Cash and Cash Equivalents	(4,711)	7,303	-255.0%	4,526	5,133	+13.4%
Changes in Cash and Cash Equivalents						
At the Beginning of the Period	42,441	25,662	-39.5%	33,204	27,832	-16.2%
At the End of the Period	37,730	32,965	-12.6%	37,730	32,965	-12.6%
Increase (Decrease) in Cash and Cash Equivalents	(4,711)	7,303	-255.0%	4,526	5,133	+13.4%

⁽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	1Q16	1Q17	2Q16	2Q17	3Q16	3Q17	4Q16	9M16	9M17	2h16	2016
Total Gross Revenue	61,723	52,235	65,160	51,049	64,979	56,234	64,116	191,862	159,518	129,095	255,978
Domestic Market	60,447	51,614	63,775	50,049	63,633	54,082	62,836	187,855	155,745	126,469	250,691
Dell Anno and Favorita - Exclusive Dealers and Own Stores	33,108	28,905	31,626	28,067	33,295	29,436	36,383	98,029	86,408	69,678	134,412
New and Casa Brasileira Exclusive Dealers	16,803	13,423	18,915	13,000	17,922	14,288	17,160	53,640	40,711	35,082	70,800
New and Casa Brasileira Multibrand	7,521	5,793	9,228	6,076	8,279	6,653	7,019	25,028	18,522	15,298	32,047
Unicasa Corporate	2,511	2,833	3,322	2,131	3,192	3,115	1,488	9,025	8,079	4,680	10,513
Other Revenues	504	660	684	775	945	590	786	2,133	2,025	1,731	2,919
Export Market	1,276	621	1,385	1,000	1,346	2,152	1,280	4,007	3,773	2,626	5,287

Gross Revenue from Sales Ex-IPI	1Q16	1Q17	2Q16	2Q17	3Q16	3Q17	4Q16	9M16	9M17	2h16	2016
Total Gross Revenue	59,168	50,119	62,451	48,914	62,278	53,938	61,462	183,897	152,971	123,740	245,359
Domestic Market	57,892	49,498	61,066	47,914	60,932	51,786	60,182	179,890	149,198	121,114	240,072
Dell Anno and Favorita - Exclusive Dealers and Own Stores	31,839	27,856	30,429	26,964	32,025	28,297	34,973	94,293	83,117	66,998	129,266
New and Casa Brasileira Exclusive Dealers	16,008	12,792	18,020	12,386	17,071	13,616	16,351	51,099	38,794	33,422	67,450
New and Casa Brasileira Multibrand	7,165	5,516	8,790	5,788	7,884	6,337	6,684	23,839	17,641	14,568	30,523
Unicasa Corporate	2,396	2,699	3,165	2,028	3,040	2,966	1,418	8,601	7,693	4,458	10,019
Other Revenues	484	635	662	748	912	570	756	2,058	1,953	1,668	2,814
Export Market	1,276	621	1,385	1,000	1,346	2,152	1,280	4,007	3,773	2,626	5,287

Modules Sold (Units)	1Q16	1Q17	2Q16	2Q17	3Q16	3Q17	4Q16	9M16	9M17	2h16	2016
Total Gross Revenue	239,072	190,073	272,787	187,843	249,949	217,017	239,330	761,808	594,933	489,279	1,001,138
Domestic Market	232,888	187,637	266,184	183,905	242,777	206,341	233,841	741,849	577,883	476,618	975,690
Dell Anno and Favorita - Exclusive Dealers and Own Stores	83,947	74,640	82,038	77,485	93,264	88,100	97,035	259,249	240,225	190,299	356,284
New and Casa Brasileira Exclusive Dealers	91,389	68,287	109,186	65,045	92,124	70,071	84,831	292,699	203,403	176,955	377,530
New and Casa Brasileira Multibrand	43,906	34,121	54,621	34,923	42,410	37,787	39,797	140,937	106,831	82,207	180,734
Unicasa Corporate	7,780	8,673	12,682	6,023	8,537	9,921	6,222	28,999	24,617	14,759	35,221
Other Revenues	5,866	1,916	7,657	429	6,442	462	5,956	19,965	2,807	12,398	25,921
Export Market	6,184	2,436	6,603	3,938	7,172	10,676	5,489	19,959	17,050	12,661	25,448