



## Investor Relations

Gustavo Dall'Onder  
CEO, CFO e DRI

Guilherme Possebom de Oliveira  
Mariana Vilar Schlusen

Tel.: (54) 3455-4444  
[dri@unicasamoveis.com.br](mailto:dri@unicasamoveis.com.br)  
[ri.unicasamoveis.com.br](http://ri.unicasamoveis.com.br)

Bento Gonçalves, Rio Grande do Sul, May 28, 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).

## Period highlights

- Revenue declined 10.5% due to the plant shutdown on March 19 on account of the pandemic;
- Increase of 28% in operating expenses, mainly due to U.S. operation expenses;
- Reduction of 118% in Operating income;
- Reduction of 103,6% in Net profit;
- Net cash of R\$44,3M.

Executive Summary	1Q19	1Q20	Δ
Gross Revenue ex-IPI	38,297	34,289	-10.5%
<b>Net Revenue</b>	<b>30,897</b>	<b>27,318</b>	<b>-11.6%</b>
Cost of Goods Sold	(19,357)	(17,566)	-9.3%
<b>Gross Income</b>	<b>11,540</b>	<b>9,752</b>	<b>-15.5%</b>
<b>Gross Margin</b>	<b>37.3%</b>	<b>35.7%</b>	<b>-1.6p.p.</b>
Selling and Administrative Expenses	(9,099)	(11,660)	+28.1%
Other Revenue and Operating Expenses	822	1,311	+59.5%
<b>Operating Income</b>	<b>3,263</b>	<b>(597)</b>	<b>-118.3%</b>
<b>Operating Margin</b>	<b>10.6%</b>	<b>-2.2%</b>	<b>-12.8p.p.</b>
Financial Income (Expenses) Net	1,303	631	-51.6%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>4,566</b>	<b>34</b>	<b>-99.3%</b>
Income Tax and Social Contribution	(1,593)	(142)	-91.1%
<b>Net Profit</b>	<b>2,973</b>	<b>(108)</b>	<b>-103.6%</b>
<b>Net Margin</b>	<b>9.6%</b>	<b>-0.4%</b>	<b>-10.0p.p.</b>
EBITDA	5,434	1,603	-70.5%
<b>EBITDA Margin</b>	<b>17.6%</b>	<b>5.9%</b>	<b>-11.7p.p.</b>

**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.

**MESSAGE FROM MANAGEMENT**

Dear shareholders,

Unicasa has sought to address the COVID-19 pandemic with due seriousness, has followed the recommendations of the World Health Organization and the government since March 16, as per the Material Fact notice disclosed on March 20 and, in returning to activities, as per the Material Fact notice disclosed on April 8, 2020.

It is still difficult to estimate the actual impact of this public health crisis on our business. In our chain, our main risk, as well as for all retailers, is the prolonged closure of our stores and the reduced movement of people due to risks of contamination.

We have helped our storeowners in negotiating rents, with strategies to reduce costs using the measures offered by the Federal Government and in commercial actions to ensure that they maintain their essential activities. At the moment, we have a few stores open in locations where they are permitted by authorities, but the majority of the stores are closed. However, many stores have been operating remotely, serving clients and showcasing projects online. We have noticed an increase in client acquisition through the “do your own project” tool available on the website of all our brands.

The decline in revenue at the end of the quarter is due to the shutdown of our activities on the week of March 23. Orders that were in the portfolio and scheduled to be invoiced during the period when the plant remained closed were invoiced during April. As such, 1Q20 revenue would have remained practically in line with the 1Q19 revenue if those orders were invoiced in March.

The main impact on revenue due to the shutdowns will be felt in the second quarter, when the reduced inflow of orders will be observed, due to the closure of commerce around the country.

During this time of lower revenue, we have taken measures to reduce fixed costs in areas connected with the inflow of orders and with the support of storeowners. These measures include reduction of

working hours, advancement of vacations and, in some cases, suspension of employment agreements, all in accordance with Provisional Presidential Decrees 927/2020 and 936/2020.

We are also trying to minimize the impacts of the increase in prices of our raw materials due to the appreciation of the U.S. dollar against the Brazilian real. This effect mainly impacts accessories. For these cases, we have negotiated with our suppliers to reduce the impact on our pricing / margin strategies. Due to the overall decline in demand, we are using the opportunities to offer liquidity to our production chain in general without jeopardizing the Company's liquidity in order to maintain or minimize the increase in the prices of inputs.

This quarter, we see an increase of approximately R\$2.5 million in operating expenses. Despite the more detailed explanations in this release, it is worth highlighting four key impacts that increased our expenses in the quarter, which are non-recurring in nature: (i) last year, the Company started its expansion into the U.S. market, opening an office in Florida and hiring a team to support market development. In the first quarter of 2020, expenses at this business unit reached R\$1.3 million. Apart from not reaching break-even in this market yet, we had non-recurring expenses related to the company's participation in a fair and other advisory service. This business unit is still in its initial stage and its fixed expenses are around USD 45,000 per month; (ii) variable compensation of the board of executive officers, approved by the Board of Directors' Meeting held on March 12, 2020, totaling R\$0.4 million; (iii) variable expenses for corporate projects that were invoiced in the quarter, totaling R\$0.5 million; and (iv) allowance for doubtful accounts of R\$0.5 million, with total effect in the quarter of R\$0.6 million, since in 2019 we had a reversal. We promptly provisioned for a client that, in addition to the problems caused by the closure of business activities, faced liquidity problems, in the Management's opinion.

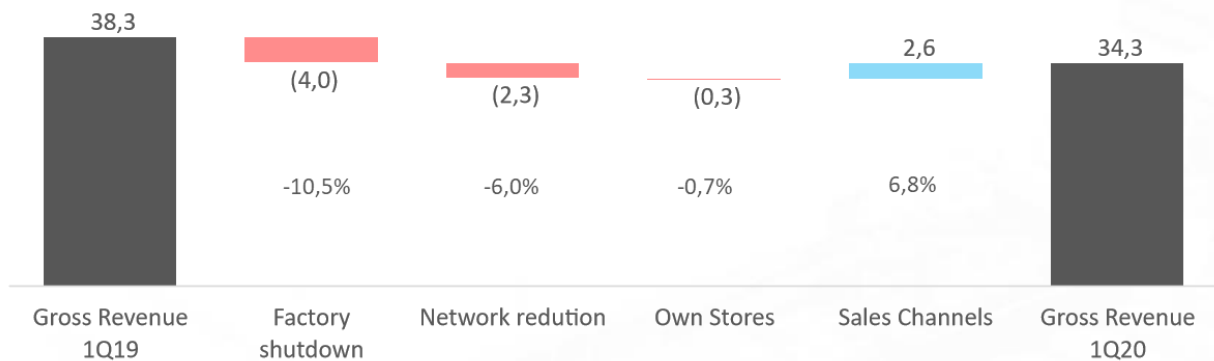
Note that the financial result was impacted by foreign exchange hedge agreements executed in the quarter. Since the Company does not adopt hedge accounting practices, any gains or losses from foreign exchange hedges are booked directly under financial result. We ended the quarter with three foreign

exchange hedge agreements amounting to US\$1.1 million, which generated a financial expense of R\$825,000. These agreements were executed to reduce the exposure of the Company's revenue to the fluctuation in the U.S. dollar rate.

We remain confident about preserving our business, prioritizing our vision and strategy for the medium and long terms. The Company has a healthy net cash position, which gives us the confidence to keep our business running for a period we consider reasonable for economic recovery without the need for borrowing.

## SALES PERFORMANCE

In 1Q20, gross revenue declined 10.5%, which is due to: (i) the factory shutdown between March 23 and April 12 to minimize the coronavirus outbreak, as informed in the Material Fact notices of March 20 and April 8, 2020 (-10.5%); (ii) the contraction of the distribution network (-6.0%); and (iii) the closure of own store operations (-0.7%). Excluding the impacts of the factory shutdown, other sales channels expanded 6.8%, mainly due to the performance of corporate sales. The following chart shows the evolution of revenue between 1Q19 and 1Q20<sup>(1)</sup>:



<sup>(1)</sup> in million

The Unicasa Corporate and Export Markets segments are affected by significant oscillations due to the specific aspects of the projects sold in the period. The Export Markets segment is also impacted by exchange variation.

Dell Anno and Favorita - Exclusive Dealers	1Q19	1Q20	Δ
Gross Revenue. ex-IPI	17,716	14,666	-17.2%
Number of Modules Sold (thousand units)	43.3	33.8	-21.9%
New and Casa Brasileira - Exclusive Dealers	1Q19	1Q20	Δ
Gross Revenue. ex-IPI	10,610	8,453	-20.3%
Number of Modules Sold (thousand units)	45.7	33.3	-27.1%
Multibrands	1Q19	1Q20	Δ
Gross Revenue. ex-IPI	5,624	3,983	-29.2%
Number of Modules Sold (thousand units)	28.4	18.3	-35.6%
Unicasa Corporate	1Q19	1Q20	Δ
Gross Revenue. ex-IPI	1,288	5,430	+321.6%
Number of Modules Sold (thousand units)	2.7	13.1	+385.2%
Export Market	1Q19	1Q20	Δ
Gross Revenue. ex-IPI	2,164	1,316	-39.2%
Number of Modules Sold (thousand units)	8.8	3.2	-63.6%

## Consolidated Indicators – Unicasa

Unicasa Indústria de Móveis	1Q19	1Q20	Δ
Gross Revenue. ex - IPI	38,297	34,289	-10.5%
Number of Modules Sold (thousand units)	129.1	101.7	-21.2%

## SALES AND DISTRIBUTION CHANNELS

Period	1Q19	2Q19	3Q19	4Q19	1Q20	Δ
<b>Exclusive Stores</b>	<b>212</b>	<b>202</b>	<b>203</b>	<b>195</b>	<b>196</b>	<b>1</b>
Dell Anno and Favorita	96	94	95	91	88	(3)
New and Casa Brasileira	106	98	98	94	98	4
Abroad	10	10	10	10	10	-
<b>Multibrand</b>	<b>533</b>	<b>491</b>	<b>457</b>	<b>195</b>	<b>192</b>	<b>(3)</b>
New and Casa Brasileira Multibrand	498	456	422	160	157	(3)
Abroad	35	35	35	35	35	-

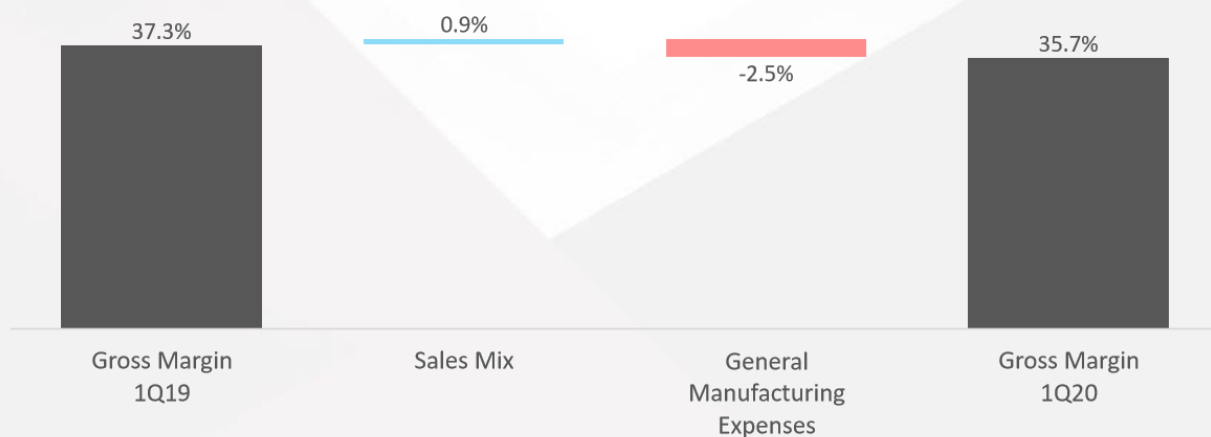
Average productivity in the quarter per Dell Anno and Favorita store was R\$53,700/month, 9.0% lower than in 1Q19. Average productivity in the quarter per New and Casa Brasileira store was R\$30,000/month, 3.4% lower than in 1Q19. The overall reduction in store productivity is due to the factory shutdown between March 23 and April 12, as commented in the Message from Management. The following chart shows historical productivity by quarter.



## FINANCIAL PERFORMANCE

### Gross Profit and Gross Margin

Gross profit in the quarter was R\$9.75 million. Gross margin decreased 1.6 p.p., from 37.3% to 35.7%. Margin decrease was due to: (i) lower revenue, which pressured the dilution of General Manufacturing Expenses (-2.0 p.p.); and (ii) the variable compensation of the Board of Executive Officers, as commented in the Message from Management (-0.5 p.p). The better client/product mix improved gross margin by 0.9% p.p. The following chart shows the evolution of gross margin between 1Q19 and 1Q20:

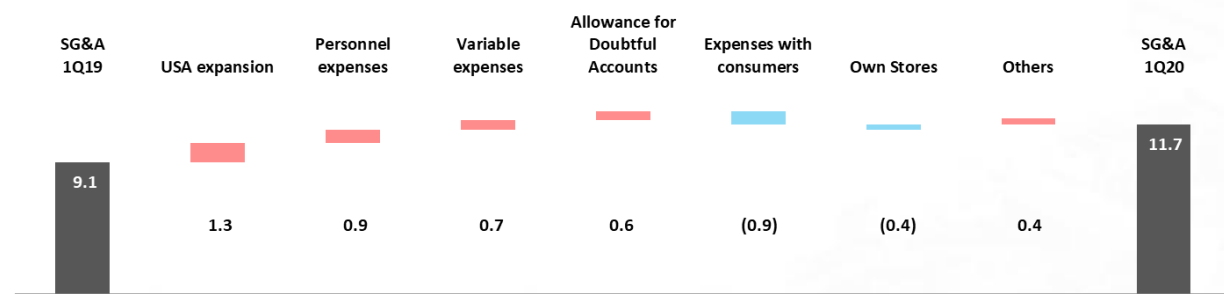




## Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	1Q19	1Q20	Δ
<b>Total</b>	<b>(9,099)</b>	<b>(11,660)</b>	<b>+28.1%</b>
<b>Selling Expenses</b>	<b>(5,037)</b>	<b>(8,260)</b>	<b>+64.0%</b>
% of Net Revenue	16.3%	30.2%	+13.9p.p.
<b>Administrative Expenses</b>	<b>(4,062)</b>	<b>(3,400)</b>	<b>-16.3%</b>
% of Net Revenue	13.1%	12.4%	-0.7p.p.
SG&A % of Net Revenue	29.4%	42.6%	+13.2p.p.

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



(1) In million

Expenses with the U.S. operation refer to costs with personnel, occupancy, travel, insurance, advertising, etc. As mentioned in the Message from Management, expenses were above average this quarter due to the company's participation in a fair in the United States. We will provide separate explanations for the U.S. office expenses until these are available for both comparison periods.

Personnel expenses increased R\$0.9 million. As mentioned in the Message from Management, the variable compensation of the Board of Executive Officers was booked this quarter, which caused an impact of R\$0.4 million on the result. Changes in this body in March 2019 resulted in an increase of R\$0.1 million. Other personnel expenses increased R\$ 0.4 million, mainly due to the opening of a department for acquiring storeowners, as mentioned in the earnings release last quarter.

Variable expenses increased R\$0.7 million. Of this total, around R\$0.5 million refer to specific expenses of corporate projects invoiced this quarter. Other expenses refer to international freight, due to the increased invoicing to clients located in the North America.

Expenses with allowance for doubtful accounts increased due to the provision of R\$0.5 million made for a client, as commented in the Message from Management, we promptly provisioned for a client that, in addition to the problems caused by the closure of business activities, faced liquidity problems, in the Management's opinion. The total effect of R\$0.6 million is due to the recovery of amounts provisioned for, resulting from a reversal of allowance for doubtful accounts in that quarter.

Expenses with consumers were R\$0.9 million lower. These expenses mainly comprise costs with merchandise, freight and assembly at end consumers who were not served by the closed stores and are being directly served by the plant, as well as lawsuits.

Expenses with own stores declined R\$0.4 million due to the shutdown of the operation, as reported in the 4Q16 earnings release.

Other expenses increased R\$0.4 million. In this group, we wish to highlight advertising expenses, which increased R\$0.2 million due to the reformulation of the bi-annual campaigns of brands.

## Other Operating Income and Expenses

Other operating income and expenses were higher mainly due to the non-recurring effect of recovery of amounts from lawsuits in 1Q20.

Other Operating Income and Expenses	1Q19	1Q20	Δ
<b>Total</b>	<b>822</b>	<b>1,311</b>	<b>59.5%</b>
Result from the sale of assets held for sale and of property, plant and equipment	21	-	-100.0%
Bank Premium	419	319	-23.9%
Trademark Rights	-	-	n/a
Other Operating Income	382	992	159.7%
<b>% of Net Revenue</b>	<b>2.7%</b>	<b>4.8%</b>	<b>2.1 p.p.</b>

## Financial Result

As mentioned in the Message from Management, the main impact on financial result comes from the adjustment in foreign exchange hedge agreements. Since we do not adopt the hedge accounting practices, the adjustment in foreign exchange variation is recognized in results on a monthly basis. We ended the quarter with three foreign exchange hedge agreements amounting to USD1.1 million, which generated a financial expense of R\$825,000.

Financial Result	1Q19	1Q20	Δ
<b>Net Financial Result</b>	<b>1,303</b>	<b>631</b>	<b>-51.6%</b>
<b>Financial Expenses</b>	<b>(266)</b>	<b>(1,597)</b>	<b>500.4%</b>
IOF charge and bank fees	(51)	(29)	-43.1%
Exchange variation expenses	(156)	(1,461)	836.5%
Present value adjustment - AVP	(36)	(118)	227.8%
Other financial expenses	(23)	11	-148%
<b>Financial Income</b>	<b>1,569</b>	<b>2,228</b>	<b>42.0%</b>
Interest income	352	422	19.9%
Discounts	4	11	175.0%
Yield from short-term investments	651	500	-23.2%
Exchange variation income	159	906	469.8%
Other financial income	112	63	-43.8%

## EBITDA and EBITDA Margin

EBITDA	1Q19	1Q20	Δ
<b>Net Income for the Period</b>	<b>2,973</b>	<b>(108)</b>	<b>-103.6%</b>
Income Tax and Social Contribution	1,593	142	-91.1%
Financial Result	1,303	(631)	-51.6%
<b>EBIT</b>	<b>3,263</b>	<b>(597)</b>	<b>-118.3%</b>
Depreciation and Amortization	2,171	2,200	+1.3%
<b>EBITDA</b>	<b>5,434</b>	<b>1,603</b>	<b>-70.5%</b>
<b>EBITDA Margin</b>	<b>17.6%</b>	<b>5.9%</b>	<b>-11.7 p.p.</b>



## Cash Flow

The reduction in operating cash flows results from lower revenues caused by the factory shutdown, as mentioned in the Message from Management. On February 14, 2020, the Company refunded R\$24.3 million to shareholders, concluding the capital reduction process, as per the Notice to Shareholders disclosed on February 3, 2020.

Cash Flow	1Q19	1Q20	Δ
Cash Flows from Operating Activities	6,665	2,485	-62.7%
Changes in Assets and Liabilities	4,632	(2,921)	-163.1%
Financial Investments	(3,662)	8,493	-331.9%
Cash generated by investment activities	(753)	(1,214)	+61.2%
Cash generated by financing activities	-	(24,266)	+0.0%
Effect of exchange variation on cash and cash equivalents	-	269	+0.0%
<b>Cash flow (burn)</b>	<b>6,882</b>	<b>(17,154)</b>	<b>-349.3%</b>
Financial Investments	3,662	(8,493)	-331.9%
<b>Cash flow and Financial Investments</b>	<b>10,544</b>	<b>(25,647)</b>	<b>-343.2%</b>
At the Beginning of the Period	41,598	69,934	+68.1%
At the End of the Period	52,142	44,287	-15.1%
<b>Cash flow and Financial Investments</b>	<b>10,544</b>	<b>(25,647)</b>	<b>-343.2%</b>

## Net Cash

Net Cash	12/31/2019	3/31/2020	Δ
Short Term Debt	-	-	n/a
Long Term Debt	-	-	n/a
<b>Gross Debt</b>	<b>-</b>	<b>-</b>	<b>n/a</b>
Cash and Cash Equivalents	45,561	28,407	-37.7%
Financial Investments	24,373	15,880	-34.8%
<b>Net Debt/ (Cash Surplus)</b>	<b>(69,934)</b>	<b>(44,287)</b>	<b>-36.7%</b>

## Return on Invested Capital (ROIC) and Return on Equity (ROE) in the last twelve months (LTM)

NOPLAT (Net Operating Profit Less Adjusted Taxes)	1Q20	4Q19	3Q19	2Q19	1Q19
(=) EBITDA	1,603	8,846	7,442	7,019	5,434
Depreciation	2,200	2,203	2,187	2,189	2,171
(=) EBIT	(597)	6,643	5,255	4,830	3,263
Income Tax and Social Contribution	(142)	(1,138)	(2,450)	(2,011)	(1,593)
Financial Result Income Tax Reversal	215	361	540	420	443
(=) Operating Net Income (NOPLAT)	(524)	5,866	3,345	3,239	2,113
<b>(=) Operating Net Income (NOPLAT) – Last Twelve Months</b>	<b>11,924</b>	<b>14,562</b>	<b>9,585</b>	<b>7,265</b>	<b>3,155</b>
ROIC (Return on Invested Capital)	1Q20	4Q19	3Q19	2Q19	1Q19
Invested Capital – LTM	119,055	119,502	122,227	126,478	133,275
<b>ROIC - LTM</b>	<b>10.0%</b>	<b>12.2%</b>	<b>7.8%</b>	<b>5.7%</b>	<b>2.4%</b>
ROE (Return on Equity)	1Q20	4Q19	3Q19	2Q19	1Q19
Net Profit	(108)	6,566	4,392	4,053	2,973
<b>Net Profit-Last Twelve Months</b>	<b>14,903</b>	<b>17,984</b>	<b>13,226</b>	<b>10,774</b>	<b>6,735</b>
Shareholders' equity	160,203	160,042	182,761	178,292	174,239
<b>Shareholders' equity-Last Twelve Months</b>	<b>170,325</b>	<b>173,834</b>	<b>176,640</b>	<b>173,314</b>	<b>170,620</b>
<b>ROE - LTM</b>	<b>8.7%</b>	<b>10.3%</b>	<b>7.5%</b>	<b>6.2%</b>	<b>3.9%</b>

## ANNEX I – WORKING CAPITAL AND INVESTED CAPITAL

Invested Capital	3/31/2020	12/31/2019	9/30/2019	6/30/2019	3/31/2019
<b>Operational Assets</b>	<b>72,213</b>	<b>67,071</b>	<b>66,113</b>	<b>73,882</b>	<b>71,854</b>
(+) Trade Accounts Receivable	26,460	30,488	27,079	29,284	28,668
(+) Long Term Trade Accounts Receivable	6,911	7,760	6,292	6,583	7,436
(+) Long Term Loans Granted	1,465	1,671	829	1,034	1,167
(+) Inventories	28,118	20,198	25,584	29,148	25,896
(+) Advances to Suppliers	850	416	114	101	151
(+) Loans Granted	1,151	1,055	1,095	1,093	1,733
(+) Prepaid Expenses	3,087	1,886	1,491	1,843	1,887
(+) Recoverable Taxes	2,893	2,058	703	534	807
(+) Other Assets	1,278	1,539	2,926	4,262	4,109
<b>Operational Liabilities</b>	<b>32,843</b>	<b>30,539</b>	<b>36,272</b>	<b>35,580</b>	<b>39,860</b>
(-) Suppliers	3,344	1,584	4,484	3,616	5,981
(-) Tax Liabilities	1,488	1,841	2,307	2,430	1,696
(-) Payroll and Related Charges	2,543	2,663	4,880	3,837	3,050
(-) Advances from Customers	19,739	17,063	17,060	16,310	18,785
(-) Provisions	1,840	2,020	2,993	3,527	4,593
(-) Other Liabilities	3,889	5,368	4,548	5,860	5,755
<b>(=) Working Capital</b>	<b>39,370</b>	<b>36,532</b>	<b>29,841</b>	<b>38,302</b>	<b>31,994</b>
<b>Non-current Operating Assets</b>	<b>89,897</b>	<b>91,248</b>	<b>93,205</b>	<b>96,814</b>	<b>101,991</b>
(+) Assets Held for Sale	532	532	888	532	574
(+) Deferred Income and Social Contribution Taxes	5,733	5,875	7,009	9,459	11,470
(+) Judicial Deposits	1,986	1,997	1,869	2,113	2,978
(+) Other Assets	967	1,179	1,258	946	1,248
(+) Investments	20	20	20	20	20
(+) Property, Plant and Equipment	74,334	74,762	74,948	76,127	77,717
(+) Intangible Assets	6,325	6,883	7,213	7,617	7,984
<b>Non-current Operating Liabilities</b>	<b>8,958</b>	<b>9,013</b>	<b>9,781</b>	<b>11,237</b>	<b>11,888</b>
(-) Tax Liabilities	15	77	110	142	175
(-) Provisions	8,943	8,936	9,671	11,095	11,713
<b>(=) Fixed Capital</b>	<b>80,939</b>	<b>82,235</b>	<b>83,424</b>	<b>85,577</b>	<b>90,103</b>
<b>(=) Total invested capital</b>	<b>120,309</b>	<b>118,767</b>	<b>113,265</b>	<b>123,879</b>	<b>122,097</b>
<b>Financing</b>					
(+) Shareholders' equity	160,203	160,042	182,761	178,292	174,239
(+) Dividends and interest on Equity Payable	4,393	4,393	-	-	-
(+) Return of capital to shareholders	-	24,266	-	-	-
(+) Short Term Loans Granted	-	-	-	-	-
(+) Long Term Loans Granted	-	-	-	-	-
(-) Cash and Cash Equivalents	28,407	45,561	45,809	41,131	35,670
(-) Short Term Financial Investments	12,622	21,149	20,504	10,149	13,389
(-) Long Term Financial Investments	3,258	3,224	3,183	3,133	3,083
<b>(=) Total Financing</b>	<b>120,309</b>	<b>118,767</b>	<b>113,265</b>	<b>123,879</b>	<b>122,097</b>

## ANNEX II – FINANCIAL STATEMENTS – INCOME STATEMENT – CONSOLIDATED

Income Statement	1Q19	AV	1Q20	AV	Δ	AH
<b>Gross Revenue from Sales</b>	<b>39,971</b>	<b>129.4%</b>	<b>35,866</b>	<b>131.3%</b>	<b>(4,105)</b>	<b>-10.3%</b>
Domestic Market	37,807	122.4%	34,550	126.5%	(3,257)	-8.6%
Dell Anno and Favorita	18,505	59.9%	15,354	56.2%	(3,151)	-17.0%
New and Casa Brasileira Exclusive Dealers	11,127	36.0%	8,853	32.4%	(2,274)	-20.4%
New and Casa Brasileira Multibrand	5,905	19.1%	4,183	15.3%	(1,722)	-29.2%
Unicasa Corporate	1,338	4.3%	5,702	20.9%	4,364	+326.2%
Other Revenues	932	3.0%	458	1.7%	(474)	-50.9%
Exports	2,164	7.0%	1,316	4.8%	(848)	-39.2%
Sales Deductions	(9,074)	29.4%	(8,548)	-31.3%	526	-5.8%
<b>Net Revenue from Sales</b>	<b>30,897</b>	<b>100.0%</b>	<b>27,318</b>	<b>100.0%</b>	<b>(3,579)</b>	<b>-11.6%</b>
Cost of Goods Sold	(19,357)	62.7%	(17,566)	-64.3%	1,791	-9.3%
<b>Gross Profit</b>	<b>11,540</b>	<b>37.3%</b>	<b>9,752</b>	<b>35.7%</b>	<b>(1,788)</b>	<b>-15.5%</b>
Selling Expenses	(5,037)	16.3%	(8,260)	-30.2%	(3,223)	+64.0%
General and Administrative Expenses	(4,062)	13.1%	(3,400)	-12.4%	662	-16.3%
Other Operating Income, Net	822	2.7%	1,311	4.8%	489	+59.5%
<b>Operating Income</b>	<b>3,263</b>	<b>10.6%</b>	<b>(597)</b>	<b>-2.2%</b>	<b>(3,860)</b>	<b>-118.3%</b>
Financial Expenses	(266)	0.9%	(1,597)	-5.8%	(1,331)	+500.4%
Financial Income	1,569	5.1%	2,228	8.2%	659	+42.0%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>4,566</b>	<b>14.8%</b>	<b>34</b>	<b>0.1%</b>	<b>(4,532)</b>	<b>-99.3%</b>
Income Tax and Social Contribution	(1,593)	5.2%	(142)	-0.5%	1,451	-91.1%
Current	-	0.0%	-	0.0%	-	n/a
Deferred	(1,593)	5.2%	(142)	-0.5%	1,451	-91.1%
<b>Net Income for the Period</b>	<b>2,973</b>	<b>9.6%</b>	<b>(108)</b>	<b>-0.4%</b>	<b>(3,081)</b>	<b>-103.6%</b>
Earnings per Share(R\$)	0.05		(0.00)	0.0%	(0.05)	-103.6%

## ANNEX III - FINANCIAL STATEMENTS – BALANCE SHEET – CONSOLIDATED

Assets	12/31/2019	AV	3/31/2020	AV	Δ
<b>Current Assets</b>	<b>124,350</b>	<b>54.5%</b>	<b>104,866</b>	<b>50.8%</b>	<b>-15.7%</b>
Cash and Cash Equivalents	45,561	20.0%	28,407	13.8%	-37.7%
Restricted Marketable Securities	21,149	9.3%	12,622	6.1%	-40.3%
Trade Accounts Receivable	30,488	13.4%	26,460	12.8%	-13.2%
Inventories	20,198	8.8%	28,118	13.6%	+39.2%
Advances to Suppliers	416	0.2%	850	0.4%	+104.3%
Loans Granted	1,055	0.5%	1,151	0.6%	+9.1%
Prepaid Expenses	1,886	0.8%	3,087	1.5%	+63.7%
Recoverable Taxes	2,058	0.9%	2,893	1.4%	+40.6%
Other Assets	1,539	0.7%	1,278	0.6%	-17.0%
<b>Non-Current Assets</b>	<b>103,903</b>	<b>45.5%</b>	<b>101,531</b>	<b>49.2%</b>	<b>-2.3%</b>
Financial Investments	3,224	1.4%	3,258	1.6%	+1.1%
Trade Accounts Receivable	7,760	3.4%	6,911	3.3%	-10.9%
Loans Granted	1,671	0.7%	1,465	0.7%	-12.3%
Assets Held for Sale	532	0.2%	532	0.3%	+0.0%
Deferred Income and Social Contribution Taxes	5,875	2.6%	5,733	2.8%	-2.4%
Judicial Deposits	1,997	0.9%	1,986	1.0%	-0.6%
Other Assets	1,179	0.5%	967	0.5%	-18.0%
Investments	20	0.0%	20	0.0%	+0.0%
Property, Plant and Equipment	74,762	32.8%	74,334	36.0%	-0.6%
Intangible Assets	6,883	3.0%	6,325	3.1%	-8.1%
<b>Total Assets</b>	<b>228,253</b>	<b>100%</b>	<b>206,397</b>	<b>100%</b>	<b>-0.1</b>

Liabilities	12/31/2019	AV	3/31/2020	AV	Δ
<b>Current Liabilities</b>	<b>59,198</b>	<b>25.9%</b>	<b>37,236</b>	<b>18.0%</b>	<b>-37.1%</b>
Suppliers	1,584	0.7%	3,344	1.6%	+111.1%
Tax Liabilities	1,841	0.8%	1,488	0.7%	-19.2%
Dividends and interest on Equity Payable	4,393	1.9%	4,393	2.1%	+0.0%
Payroll and Related Charges	2,663	1.2%	2,543	1.2%	-4.5%
Advances from Customers	17,063	7.5%	19,739	9.6%	+15.7%
Provisions	2,020	0.9%	1,840	0.9%	-8.9%
Other Liabilities	5,368	2.4%	3,889	0.9%	-8.9%
Return of capital to shareholders	24,266	10.6%	-	1.9%	-27.6%
<b>Non-Current Liabilities</b>	<b>9,013</b>	<b>3.9%</b>	<b>8,958</b>	<b>4.3%</b>	<b>-0.6%</b>
Tax Liabilities	77	0.0%	15	0.0%	-80.5%
Provisions	8,936	3.9%	8,943	4.3%	+0.1%
<b>Shareholders' equity</b>	<b>160,042</b>	<b>70.1%</b>	<b>160,203</b>	<b>77.6%</b>	<b>+0.1%</b>
Capital Stock	147,000	64.4%	147,000	71.2%	+0.0%
Retained Profits Reserve	899	0.4%	899	0.4%	+0.0%
Cumulative Translation Adjustment	61	0.0%	330	0.2%	+ 441.0%
Additional proposed dividends	12,082	5.3%	12,082	5.9%	+0.0%
Accumulated Loss	-	0.0%	(108)	-0.1%	n/a
<b>Total Liabilities and Shareholders' Equity</b>	<b>228,253</b>	<b>100%</b>	<b>206,397</b>	<b>100%</b>	<b>-9.6%</b>

## ANNEX IV – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED

Cash Flow Statement	1Q19	1Q20	Δ
<b>Operating Income Before Income and Social Contribution Taxes</b>	<b>4,566</b>	<b>34</b>	<b>-99.3%</b>
<b>Adjustment to Reconcile the Net Income to Cash from Operating Activities:</b>			
Depreciation and Amortization	2,171	2,200	+1.3%
Foreign Exchange Variation	44	628	+1327.3%
Provision for Litigation	499	(87)	-117.4%
Provision for Obsolescence	(26)	58	-323.1%
Allowance for Doubtful Accounts	(123)	439	-456.9%
Other Provision	(482)	(787)	+63.3%
Disposal of Property, Plant and Equipment	16	-	-100.0%
<b>Cash Flows from Operating Activities</b>	<b>6,665</b>	<b>2,485</b>	<b>-62.7%</b>
<b>Changes in Assets and Liabilities</b>			
Trade Accounts Receivable	805	3,810	+373.3%
Inventories	(4,307)	(7,978)	+85.2%
Recoverable Taxes	85	(835)	-1082.4%
Loans Granted	323	110	-65.9%
Other Current and Non-Current Assets	1,535	(1,151)	-175.0%
Non-Current Assets Available for Sale	176	-	-100.0%
Suppliers	3,682	1,760	-52.2%
Advance from Customers	2,068	2,676	+29.4%
Other Current and Non-Current Liabilities	265	(1,313)	-595.5%
<b>Net Cash from Operating Activities</b>	<b>11,297</b>	<b>(436)</b>	<b>-103.9%</b>
<b>Cash Flows from Investing Activities</b>			
Financial Investments	(3,662)	8,493	-331.9%
Property, Plant and Equipment	(650)	(1,179)	+81.4%
Intangible Assets	(103)	(35)	-66.0%
<b>Net Cash used in Investing Activities</b>	<b>(4,415)</b>	<b>7,279</b>	<b>-264.9%</b>
<b>Cash Flows from Financing Activities</b>			
Return of capital to shareholders	-	(24,266)	n/a
<b>Cash Flows (used in) from Financing Activities</b>	<b>-</b>	<b>(24,266)</b>	<b>n/a</b>
Effect of exchange variation on cash and cash equivalents	-	269	n/a
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>6,882</b>	<b>(17,154)</b>	<b>-349.3%</b>
<b>Changes in Cash and Cash Equivalents</b>			
At the Beginning of the Period	28,788	45,561	+58.3%
At the End of the Period	35,670	28,407	-20.4%
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>6,882</b>	<b>(17,154)</b>	<b>-349.3%</b>

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

Gross Revenue	1Q19	1Q20	2Q19	3Q19	4Q19	1H19	2H19	9M19	2019
<b>Total Gross Revenue</b>	<b>39,971</b>	<b>35,866</b>	<b>46,073</b>	<b>50,438</b>	<b>57,345</b>	<b>86,044</b>	<b>107,783</b>	<b>136,482</b>	<b>193,827</b>
<b>Domestic Market</b>	<b>37,807</b>	<b>34,550</b>	<b>43,871</b>	<b>46,441</b>	<b>52,200</b>	<b>81,678</b>	<b>98,641</b>	<b>128,119</b>	<b>180,319</b>
Dell Anno and Favorita - Exclusive Dealers	18,505	15,354	21,091	24,101	27,349	39,596	51,450	63,697	91,046
New and Casa Brasileira - Exclusive Dealers	11,127	8,853	10,900	12,131	13,381	22,027	25,512	34,158	47,539
New and Casa Brasileira - Multibrand	5,905	4,183	6,304	6,734	7,077	12,209	13,811	18,943	26,020
Unicasa Corporate	1,338	5,702	4,832	2,676	3,635	6,170	6,311	8,846	12,481
Other Revenues	932	458	744	799	758	1,676	1,557	2,475	3,233
<b>Export Market</b>	<b>2,164</b>	<b>1,316</b>	<b>2,202</b>	<b>3,997</b>	<b>5,145</b>	<b>4,366</b>	<b>9,142</b>	<b>8,363</b>	<b>13,508</b>

Gross Revenue from Sales Ex-IPI	1Q19	1Q20	2Q19	3Q19	4Q19	1H19	2H19	9M19	2019
<b>Total Gross Revenue</b>	<b>38,297</b>	<b>34,289</b>	<b>44,143</b>	<b>48,320</b>	<b>54,984</b>	<b>82,440</b>	<b>103,304</b>	<b>130,760</b>	<b>185,744</b>
<b>Domestic Market</b>	<b>36,133</b>	<b>32,973</b>	<b>41,941</b>	<b>44,323</b>	<b>49,839</b>	<b>78,074</b>	<b>94,162</b>	<b>122,397</b>	<b>172,236</b>
Dell Anno and Favorita - Exclusive Dealers	17,716	14,666	20,184	23,016	26,135	37,900	49,151	60,916	87,051
New and Casa Brasileira - Exclusive Dealers	10,610	8,453	10,393	11,576	12,775	21,003	24,351	32,579	45,354
New and Casa Brasileira - Multibrand	5,624	3,983	6,005	6,413	6,741	11,629	13,154	18,042	24,783
Unicasa Corporate	1,288	5,430	4,643	2,550	3,462	5,931	6,012	8,481	11,943
Other Revenues	895	441	716	768	726	1,611	1,494	2,379	3,105
<b>Export Market</b>	<b>2,164</b>	<b>1,316</b>	<b>2,202</b>	<b>3,997</b>	<b>5,145</b>	<b>4,366</b>	<b>9,142</b>	<b>8,363</b>	<b>13,508</b>

Modules Sold (Units)	1Q19	1Q20	2Q19	3Q19	4Q19	1H19	2H19	9M19	2019
<b>Total Gross Revenue</b>	<b>129,120</b>	<b>101,686</b>	<b>137,177</b>	<b>157,783</b>	<b>170,725</b>	<b>266,297</b>	<b>328,508</b>	<b>424,080</b>	<b>594,805</b>
<b>Domestic Market</b>	<b>120,331</b>	<b>98,464</b>	<b>127,925</b>	<b>143,755</b>	<b>155,380</b>	<b>248,256</b>	<b>299,135</b>	<b>392,011</b>	<b>547,391</b>
Dell Anno and Favorita - Exclusive Dealers	43,312	33,755	48,741	55,452	63,159	92,053	118,611	147,505	210,664
New and Casa Brasileira - Exclusive Dealers	45,744	33,325	41,897	47,349	51,157	87,641	98,506	134,990	186,147
New and Casa Brasileira - Multibrand	28,374	18,279	30,855	33,008	31,957	59,229	64,965	92,237	124,194
Unicasa Corporate	2,672	13,099	5,990	7,881	7,967	8,662	15,848	16,543	24,510
Other Revenues	229	6	442	65	1,140	671	1,205	736	1,876
<b>Export Market</b>	<b>8,789</b>	<b>3,222</b>	<b>9,252</b>	<b>14,028</b>	<b>15,345</b>	<b>18,041</b>	<b>29,373</b>	<b>32,069</b>	<b>47,414</b>