



Bento Gonçalves, Rio Grande do Sul, August 6, 2020. Unicasa Indústria de Móveis S.A. (BM&FBOVESPA: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3.SA), one of the leaders 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 2020 (2Q20). Except where stated otherwise, all variations and comparisons are in relation to the same period the previous year. The following financial and operating information, except where stated otherwise, is presented with consolidated data (including Unicasa Comércio de Móveis Ltda and Unicasa North America, LLC), in thousands of Brazilian reais and in accordance with the International Financial Reporting Standards (IFRS).

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Period highlights

- Generation of R\$5.2 million in cash from operating activities;
- Net income of R\$270,000;
- Reduction of 18.6% in revenue;
- Operating margin of 1.8%;
- EBITDA margin of 9.4%.

Executive Summary	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue ex-IPI	44,143	35,924	-18.6%	82,440	70,213	-14.8%
Net Revenue	35,470	29,227	-17.6%	66,367	56,545	-14.8%
Cost of Goods Sold	(21,183)	(18,765)	-11.4%	(40,540)	(36,331)	-10.4%
Gross Income	14,287	10,462	-26.8%	25,827	20,214	-21.7%
Gross Margin	40.3%	35.8%	-4.5 p.p.	38.9%	35.7%	-3.2 p.p.
Selling and Administrative Expenses	(10,140)	(10,706)	+5.6%	(19,239)	(22,366)	+16.3%
Other Revenues and Operating Expenses	683	783	+14.6%	1,505	2,094	+39.1%
Operating Income	4,830	539	-88.8%	8,093	(58)	-101%
Operating Margin	13.6%	1.8%	-11.8 p.p.	12.2%	-0.1%	-12.3 p.p.
Financial Income (Expenses) Net	1,234	131	-89.4%	2,537	762	-70.0%
Operating Income before Income Tax and Social Contribution	6,064	670	-89.0%	10,630	704	-93.4%
Income Tax and Social Contribution	(2,011)	(400)	-80.1%	(3,604)	(542)	-85.0%
Net Profit	4,053	270	-93.3%	7,026	162	-97.7%
Net Margin	11.4%	0.9%	-10.5 p.p.	10.6%	0.3%	-10.3 p.p.
EBITDA	7,019	2,736	-61.0%	12,453	4,339	-65.2%
EBITDA Margin	19.8%	9.4%	-10.4 p.p.	18.8%	7.7%	-11.1 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.

MESSAGE FROM MANAGEMENT

Dear Shareholders,

In light of the current pandemic scenario, we believe it is necessary to highlight a few facts about Unicasa's performance:

1. The Company adopted strategies to control expenses, using the measures allowed by Brazilian law regarding the reduction in work hours and suspension of employment agreements, as well as the suspension of business travel and reduction in advisory services, among others. As such, despite the assistance to resellers in the form of credit, the drop in revenues and the investment in expansion to the United States, cash burn in the quarter was R\$5.6 million, with the biggest impact noticed on working capital in trade receivables and inventories, which represented an effect of R\$9.8 million and which was offset by operating cash flow of R\$5.2 million.
2. We expanded credit and discounts to help resellers to go through this period and, despite a 18.6% decline in revenue during the quarter, the reseller network remained intact;
3. As per the Material Fact notice disclosed on July 9, the Company is operating at around 85% of its production capacity before the pandemic broke out;
4. Another adaptation to the pandemic scenario was the Convention of Dell Anno Resellers being held totally online, on May 27. Feedback from resellers was positive, since the digital platform enabled the brand to announce product launches, marketing strategies and news to a higher number of employees in the reseller network. Apart from the convention, we launched a new product collection and unveiled the new Dell Anno showroom on the Instagram profiles of Dell Anno and partners, which was open to the general public. Since it was a success, the New resellers convention too will be held in the same manner.

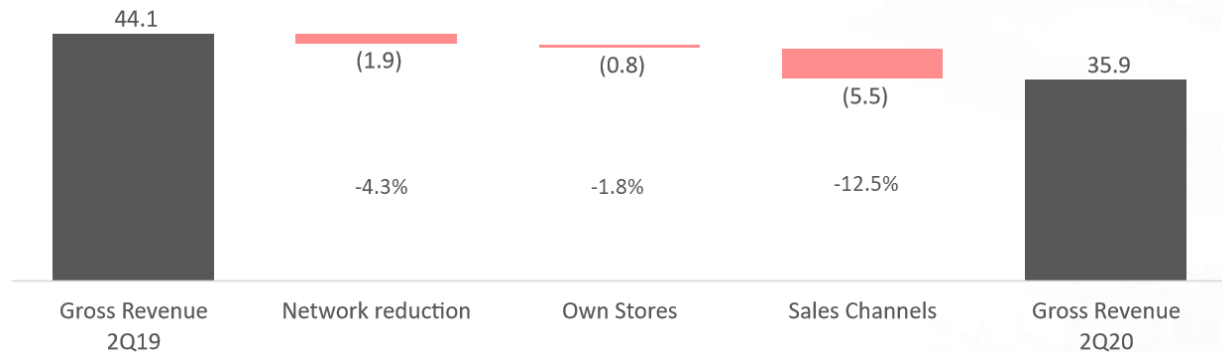
At the start of the third quarter, we noticed that the delinquency rate is declining and that customer traffic at our stores has started improving. We still cannot foresee the changes in consumer

behavior brought on by the pandemic, but valuing the residential space is certainly evident and, hence, the Company believes it can benefit from this trend in the medium term.

We continue our diligent efforts to achieve Unicasa's goals and to ensure the safety of employees working at our facilities in order to minimize the risks of spread of the virus, respecting the recommendations made by Brazilian health authorities.

SALES PERFORMANCE

In 2Q20, gross revenue declined 18.6%, due to: (i) the effects of the pandemic, which forced a temporary closure of stores, reducing customer traffic (-12.5%); (ii) the contraction of the distribution network (-4.3%); and (iii) the closure of own store operations (-1.8%). The following chart shows the evolution of revenue between 2Q19 and 2Q20⁽¹⁾:



⁽¹⁾ In million.

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

Dell Anno and Favorita - Exclusive Dealers	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	20,184	14,719	-27.1%	37,900	29,385	-22.5%
Number of Modules Sold (thousand units)	48.7	31.3	-35.7%	92.1	65.0	-29.4%
New and Casa Brasileira - Exclusive Dealers	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	10,393	8,800	-15.3%	21,003	17,253	-17.9%
Number of Modules Sold (thousand units)	41.9	35.3	-15.8%	87.6	68.6	-21.7%
Multibrands	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	6,005	4,374	-27.2%	11,629	8,357	-28.1%
Number of Modules Sold (thousand units)	30.9	20.4	-34.0%	59.2	38.7	-34.6%
Unicasa Corporate	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	4,643	3,065	-34.0%	5,931	8,495	+43.2%
Number of Modules Sold (thousand units)	6.0	7.9	+31.7%	8.7	21.0	+141.4%
Export Market	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	2,202	4,486	+103.7%	4,366	5,802	+32.9%
Number of Modules Sold (thousand units)	9.3	11.8	+26.9%	18.0	15.0	-16.7%

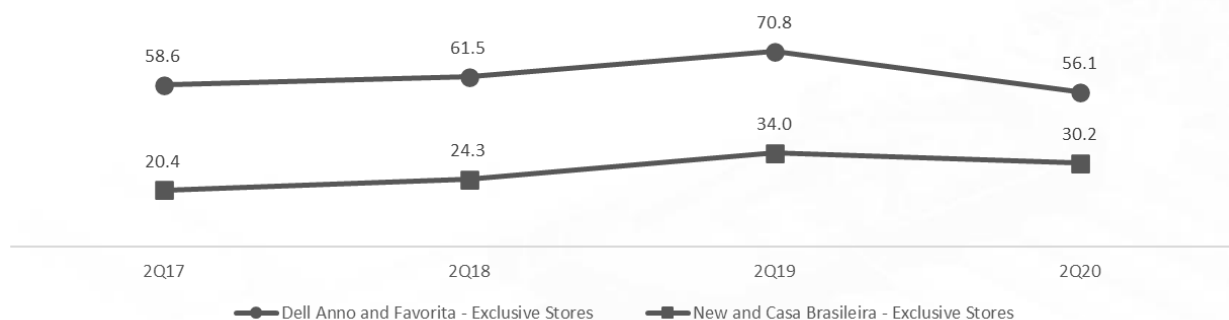
Consolidated Indicators – Unicasa

Unicasa Indústria de Móveis	2Q19	2Q20	Δ	1H19	1H20	Δ
Gross Revenue. ex-IPI	44,143	35,924	-18.6%	82,440	70,213	-14.8%
Number of Modules Sold (thousand units)	137.2	106.9	-22.1%	266.3	208.5	-21.7%

SALES AND DISTRIBUTION CHANNELS

Period	2Q19	3Q19	4Q19	1Q20	2Q20	Δ
Exclusive Stores	202	203	195	196	198	2
Dell Anno and Favorita	94	95	91	88	87	(1)
New and Casa Brasileira	98	98	94	98	96	(2)
Abroad	10	10	10	10	15	5
Multibrand	491	457	195	192	187	(5)
New and Casa Brasileira Multibrand	456	422	160	157	152	(5)
Abroad	35	35	35	35	35	-

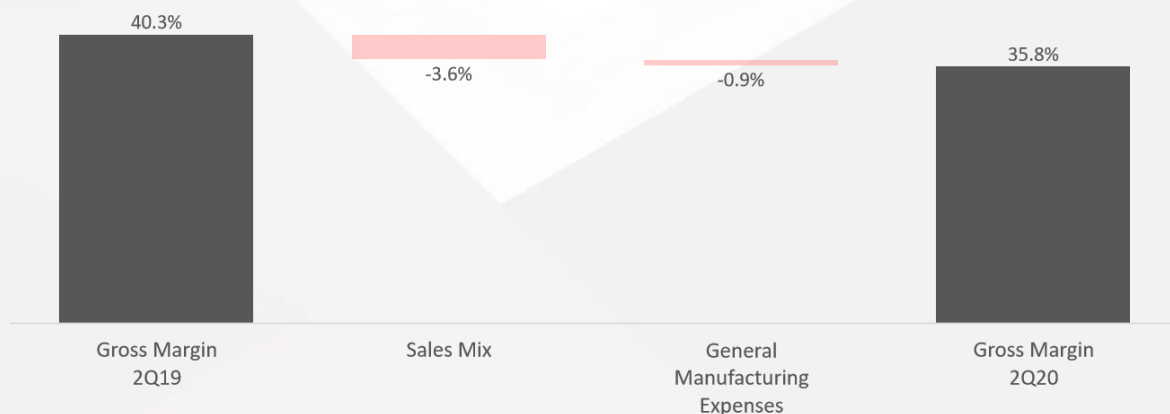
Average productivity in the quarter per Dell Anno and Favorita store was R\$56,100/month, 20.8% lower than in 2Q19. Average productivity in the quarter per New and Casa Brasileira store was R\$30,200/month, 11.0% lower than in 2Q19. The overall reduction in store productivity was due to the pandemic. The following chart shows historical productivity by quarter.



FINANCIAL PERFORMANCE

Gross Profit and Gross Margin

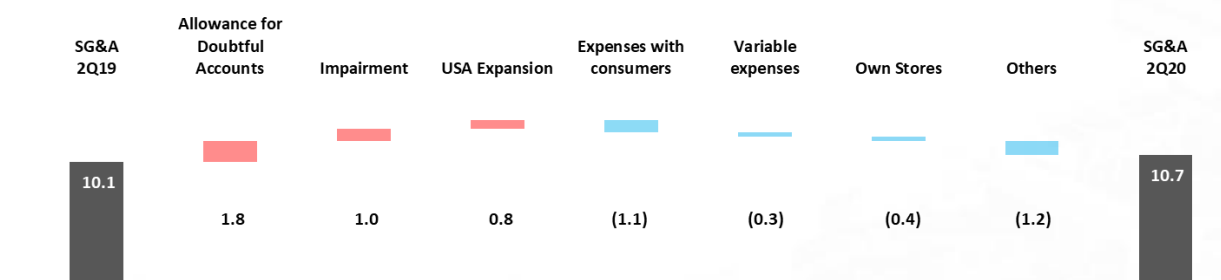
Gross profit in the quarter was R\$10.46 million. Gross margin decreased 4.5 p.p., from 40.3% to 35.8%. As mentioned in the message from the management, the Company granted higher discounts to resellers to help them face the effects of the pandemic on their operations. As such, the increase in discounts contributed to the 3.6 p.p. decline in gross margin during the quarter. Despite the decline of R\$1.0 million in general production costs due to the reduction in work hours and the suspension of employment agreements during the quarter, the decrease in revenue affected the dilution of fixed costs, contributing to a reduction of 0.9% in gross margin. The following chart shows the evolution of gross margin between 2Q19 and 2Q20:



Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	2Q19	2Q20	Δ	1H19	1H20	Δ
Total	(10,140)	(10,706)	+5.6%	(19,239)	(22,366)	+16.3%
Selling Expenses	(6,060)	(7,387)	+21.9%	(11,097)	(15,647)	+41.0%
% of Net Revenue	17.1%	25.3%	+8.2 p.p.	16.7%	27.7%	+11.0 p.p.
Administrative Expenses	(4,080)	(3,319)	-18.7%	(8,142)	(6,719)	-17.5%
% of Net Revenue	11.5%	11.4%	-0.1 p.p.	12.3%	11.9%	-0.4 p.p.
SG&A % of Net Revenue	28.6%	36.7%	+8.1 p.p.	29.0%	39.6%	+10.6 p.p.

The following chart shows the evolution of Selling, General and Administrative Expenses between 2Q19 and 2Q20⁽¹⁾:



⁽¹⁾ In million.

In this quarter, apart from the quarterly analyses of expected losses from clients, the Company revised its estimated loss based on an increase in the delinquency rate due to the effects of the pandemic. Accordingly, it recorded an allowance for doubtful accounts of R\$1.3 million. The total impact in relation to the previous year was R\$1.8 million, since R\$0.5 million was reversed in 2Q19.

The Company recorded a provision for impairment of R\$1.0 million. The asset in question is the goodwill of a store that was acquired in 2012 to be operated as an own store. Due to the closure of own store operations, announced in the 4Q16 earnings release, this store has been operated by an authorized reseller that, due to the pandemic, informed the Company of its desire to close the operation. Since, in the current situation, the Company does not expect to find another reseller to operate this store, it recorded a provision, zeroing the impairment value of said goodwill.

Expenses with the U.S. operation refer to personnel, occupancy, travel, insurance, advertising and other expenses related to the office opened in the United States to help drive the Company's expansion in that market.

Expenses with consumers were R\$1.1 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. This quarter, a provision of R\$0.7 million was reversed due to the expiry of the five-year period for consumers to claim their purchase, as established in the Consumer Protection Code.

Variable expenses decreased R\$0.3 million, mainly due to lower assembly expenses than in 2Q19.

Expenses with own stores declined R\$0.3 million due to the closure of the operation, as announced in the 4Q16 earnings release.

Other expenses decreased R\$1.1 million and mainly refer to the results of actions taken by the Company in view of the pandemic. We highlight the reductions in: (i) travel expenses, due to the suspension of business travel; (ii) advertising expenses, mainly due to the cancellation of the architect reception program; (iii) advisory services; and (iv) personnel expenses, due to the reduction in work hours and the suspension of employment agreements.

Other Operating Income and Expenses

Other Operating Income and Expenses	2Q19	2Q20	Δ	1H19	1H20	Δ
Total	683	783	14.6%	1,505	2,094	39.1%
Result from the sale of assets held for sale and of property, plant and equipment	1	-	-100.0%	44	1	-97.7%
Bank Premium	186	231	24.2%	583	549	-5.8%
Trademark Rights	-	-	n/a	-	-	
Other Operating Income	496	552	11.3%	878	1,544	75.9%
% of Net Revenue	1.9%	2.7%	0.8 p.p.	2.3%	3.7%	1.4 p.p.

Financial Result

The lower financial result is mainly due to two key factors: (i) the decrease in revenue from short-term investments caused by the reduction in the benchmark interest (SELIC) rate and the lower volume of short-term investments on account of the capital reduction concluded on February 14, 2020, which returned around R\$14.2 million to shareholders; (ii) exchange rate variation of approximately R\$0.1 million for effective losses and R\$0.3 for adjustments in foreign exchange hedge agreements. Since we do not adopt hedge accounting, the adjustment in exchange variation is recognized in the results on a monthly basis. We ended the quarter with USD1.4 million (five agreements) in foreign exchange hedge agreements.

Financial Result	2Q19	2Q20	Δ	1H19	1H20	Δ
Net Financial Result	1,234	131	-89.4%	2,537	762	-70.0%
Financial Expenses	(489)	(1,585)	224.1%	(755)	(3,182)	321.5%
IOF charge and bank fees	(28)	(15)	-46.4%	(79)	(44)	-44.3%
Exchange variation expenses	(172)	(1,359)	690.1%	(328)	(2,820)	759.8%
Present value adjustment - AVP	(65)	(141)	116.9%	(101)	(259)	156.4%
Other financial expenses	(224)	(70)	-69%	(247)	(59)	-76.1%
Financial Income	1,723	1,716	-0.4%	3,292	3,944	19.8%
Interest income	362	112	-69.1%	714	534	-25.2%
Discounts	170	21	-87.6%	174	32	-81.6%
Yield from short-term investments	702	247	-64.8%	1,353	747	-44.8%
Exchange variation income	64	919	1335.9%	223	1,825	718.4%
Present value adjustment - AVP	307	352	14.7%	598	678	13.4%
Other financial income	118	65	-44.9%	230	128	-44.3%

EBITDA and EBITDA Margin

EBITDA	2Q19	2Q20	Δ	1H19	1H20	Δ
Net Income for the Period	4,053	270	-93.3%	7,026	162	-97.7%
Income Tax and Social Contribution	2,011	400	-80.1%	3,604	542	-85.0%
Financial Result	(1,234)	(131)	-89.4%	(2,537)	(762)	-70.0%
EBIT	4,830	539	-88.8%	8,093	(58)	-100.7%
Depreciation and Amortization	2,189	2,197	+0.4%	4,360	4,397	+0.8%
EBITDA	7,019	2,736	-61.0%	12,453	4,339	-65.2%
EBITDA Margin	19.8%	9.4%	-10.4 p.p.	18.8%	7.7%	-11.1 p.p.

Cash Flow

The reduction in operating cash flows results from lower revenues caused by the plant 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	2Q19	2Q20	Δ	1H19	1H20	Δ
Cash Flows from Operating Activities	7,981	5,172	-35.2%	14,646	7,657	-47.7%
Changes in Assets and Liabilities	(4,993)	(9,272)	+85.7%	(361)	(12,193)	+3277.6%
Financial Investments	3,190	4,046	+26.8%	(472)	12,539	-2756.6%
Cash generated by investment activities	(717)	(1,555)	+116.9%	(1,470)	(2,769)	+88.4%
Cash generated by financing activities	-	-	+0.0%	-	(24,266)	+0.0%
Effect of exchange variation on cash and cash equivalents	-	54	+0.0%	-	323	+0.0%
Cash flow (burn)	5,461	(1,555)	-128.5%	12,343	(18,709)	-251.6%
Financial Investments	(3,190)	(4,046)	+26.8%	472	(12,539)	-2756.6%
Cash flow and Financial Investments	2,271	(5,601)	-346.6%	12,815	(31,248)	-343.8%
At the Beginning of the Period	52,142	44,287	-15.1%	29,473	69,934	+137.3%
At the End of the Period	54,413	38,686	-28.9%	41,598	38,686	-7.0%
Cash flow and Financial Investments	2,271	(5,601)	-346.6%	12,125	(31,248)	-357.7%

Net Cash

Net Cash	12/31/2019	6/30/2020	Δ
Short Term Debt	-	-	n/a
Long Term Debt	-	-	n/a
Gross Debt	-	-	n/a
Cash and Cash Equivalents	45,561	26,852	-41.1%
Financial Investments	24,373	11,834	-51.4%
Net Debt/(Cash Surplus)	(69,934)	(38,686)	-44.7%

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

NOPLAT (Net Operating Profit Less Adjusted Taxes)	2Q20	1Q20	4Q19	3Q19	2Q19
(=) EBITDA	2,736	1,603	8,846	7,442	7,019
Depreciation	2,197	2,200	2,203	2,187	2,189
(=) EBIT	539	(597)	6,643	5,255	4,830
Income Tax and Social Contribution	(400)	(142)	(1,138)	(2,450)	(2,011)
Financial Result Income Tax Reversal	45	215	361	540	420
(=) Operating Net Income (NOPLAT)	184	(524)	5,866	3,345	3,239
(=) Operating Net Income (NOPLAT) - Last Twelve Months	8,869	11,924	14,562	9,585	7,265

ROIC (Return on Invested Capital)	2Q20	1Q20	4Q19	3Q19	2Q19
Invested Capital - LTM	119,645	119,055	119,502	122,227	131,093
ROIC - LTM	7.4%	10.0%	12.2%	7.8%	5.5%

ROE (Return on Equity)	2Q20	1Q20	4Q19	3Q19	2Q19
Net Profit	270	(108)	6,566	4,392	4,053
Net Profit - Last Twelve Months	11,120	14,903	17,984	13,226	10,774
Shareholders' equity	160,532	160,203	160,042	182,761	178,292
Shareholders' equity - Last Twelve Months	165,885	170,325	173,834	176,640	173,314
ROE - LTM	6.7%	8.7%	10.3%	7.5%	6.2%

ANNEX I – WORKING CAPITAL AND CAPITAL INVESTED

Invested Capital	6/30/2020	3/31/2020	12/31/2019	9/30/2019	6/30/2019
Operational Assets	80,477	72,213	67,071	66,113	73,882
(+) Trade Accounts Receivable	32,968	26,460	30,488	27,079	29,284
(+) Long Term Trade Accounts Receivable	7,209	6,911	7,760	6,292	6,583
(+) Long Term Loans Granted	1,419	1,465	1,671	829	1,034
(+) Inventories	30,894	28,118	20,198	25,584	29,148
(+) Advances to Suppliers	696	850	416	114	101
(+) Loans Granted	1,146	1,151	1,055	1,095	1,093
(+) Prepaid Expenses	2,660	3,087	1,886	1,491	1,843
(+) Recoverable Taxes	2,486	2,893	2,058	703	534
(+) Other Assets	999	1,278	1,539	2,926	4,262
Operational Liabilities	32,525	32,843	30,539	36,272	35,580
(-) Suppliers	4,253	3,344	1,584	4,484	3,616
(-) Tax Liabilities	1,695	1,488	1,841	2,307	2,430
(-) Payroll and Related Charges	2,765	2,543	2,663	4,880	3,837
(-) Advances from Customers	17,582	19,739	17,063	17,060	16,310
(-) Provisions	1,049	1,840	2,020	2,993	3,527
(-) Other Liabilities	5,181	3,889	5,368	4,548	5,860
(=) Working Capital	47,952	39,370	36,532	29,841	38,302
Non-current Operating Assets	87,531	89,897	91,248	93,205	96,814
(+) Assets Held for Sale	532	532	532	888	532
(+) Deferred Income and Social Contribution Taxes	5,734	5,733	5,875	7,009	9,459
(+) Recoverable Taxes	-	-	-	-	-
(+) Prepaid Expenses	-	-	-	-	-
(+) Judicial Deposits	1,869	1,986	1,997	1,869	2,113
(+) Other Assets	328	967	1,179	1,258	946
(+) Investments	20	20	20	20	20
(+) Property, Plant and Equipment	74,256	74,334	74,762	74,948	76,127
(+) Intangible Assets	4,792	6,325	6,883	7,213	7,617
Non-current Operating Liabilities	9,244	8,958	9,013	9,781	11,237
(-) Tax Liabilities	-	15	77	110	142
(-) Provisions	9,244	8,943	8,936	9,671	11,095
(=) Fixed Capital	78,287	80,939	82,235	83,424	85,577
(=) Total invested capital	126,239	120,309	118,767	113,265	123,879
Financing					
(+) Shareholders' equity	160,532	160,203	160,042	182,761	178,292
(+) Dividends and interest on Equity Payable	4,393	4,393	4,393	-	-
(+) Return of capital to shareholders	-	-	24,266	-	-
(+) Short Term Loans Granted	-	-	-	-	-
(+) Long Term Loans Granted	-	-	-	-	-
(-) Cash and Cash Equivalents	26,852	28,407	45,561	45,809	41,131
(-) Short Term Financial Investments	8,551	12,622	21,149	20,504	10,149
(-) Long Term Financial Investments	3,283	3,258	3,224	3,183	3,133
(=) Total Financing	126,239	120,309	118,767	113,265	123,879

ANNEX II – FINANCIAL STATEMENTS – INCOME STATEMENT – CONSOLIDATED

Income Statement	2Q19	2Q20	AV	AH	1H19	AV	1H20	AV	AH
Gross Revenue from Sales	46,073	37,443	128.1%	-18.7%	86,044	129.6%	73,309	129.6%	-14.8%
Domestic Market	43,871	32,957	112.8%	-24.9%	81,678	123.1%	67,507	119.4%	-17.3%
Dell Anno and Favorita	21,091	15,467	52.9%	-26.7%	39,596	59.7%	30,821	54.5%	-22.2%
New and Casa Brasileira Exclusive Dealers	10,900	9,223	31.6%	-15.4%	22,027	33.2%	18,076	32.0%	-17.9%
New and Casa Brasileira Multibrand	6,304	4,592	15.7%	-27.2%	12,209	18.4%	8,775	15.5%	-28.1%
Unicasa Corporate	4,832	3,218	11.0%	-33.4%	6,170	9.3%	8,920	15.8%	+44.6%
Other Revenues	744	457	1.6%	-38.6%	1,676	2.5%	915	1.6%	-45.4%
Exports	2,202	4,486	15.3%	+103.7%	4,366	6.6%	5,802	10.3%	+32.9%
Sales Deductions	(10,603)	(8,216)	-28.1%	-22.5%	(19,677)	-29.6%	(16,764)	-29.6%	-14.8%
Net Revenue from Sales	35,470	29,227	100.0%	-17.6%	66,367	100.0%	56,545	100.0%	-14.8%
Cost of Goods Sold	(21,183)	(18,765)	-64.2%	-11.4%	(40,540)	-61.1%	(36,331)	-64.3%	-10.4%
Gross Profit	14,287	10,462	35.8%	-26.8%	25,827	38.9%	20,214	35.7%	-21.7%
Selling Expenses	(6,060)	(7,387)	-25.3%	+21.9%	(11,097)	-16.7%	(15,647)	-27.7%	+41.0%
General and Administrative Expenses	(4,080)	(3,319)	-11.4%	-18.7%	(8,142)	-12.3%	(6,719)	-11.9%	-17.5%
Other Operating Income, Net	683	783	2.7%	+14.6%	1,505	2.3%	2,094	3.7%	+39.1%
Operating Income	4,830	539	1.8%	-88.8%	8,093	12.2%	(58)	-0.1%	-100.7%
Financial Expenses	(489)	(1,585)	-5.4%	+224.1%	(755)	-1.1%	(3,182)	-5.6%	+321.5%
Financial Income	1,723	1,716	5.9%	-0.4%	3,292	5.0%	3,944	7.0%	+19.8%
Operating Income before Income Tax and Social Contribution	6,064	670	2.3%	-89.0%	10,630	16.0%	704	1.2%	-93.4%
Social Contribution									
Income Tax and Social Contribution	(2,011)	(400)	-1.4%	-80.1%	(3,604)	-5.4%	(542)	-1.0%	-85.0%
Current	-	(401)	-1.4%	n/a	-	0.0%	(401)	-0.7%	n/a
Deferred	(2,011)	1	0.0%	-100.0%	(3,604)	-5.4%	(141)	-0.2%	-96.1%
Net Income for the Period	4,053	270	0.9%	-93.3%	7,026	10.6%	162	0.3%	-97.7%
Earnings per Share (R\$)	0.06	0.00	0.0%	-93.3%	0.11	+0.0%	0.00	+0.0%	-97.6%

ANNEX III - FINANCIAL STATEMENTS – BALANCE SHEET – CONSOLIDATED

Assets	12/31/2019	AV	6/30/2020	AV	Δ
Current Assets	124,350	54.5%	107,252	51.9%	-13.7%
Cash and Cash Equivalents	45,561	20.0%	26,852	13.0%	-41.1%
Restricted Marketable Securities	21,149	9.3%	8,551	4.1%	-59.6%
Trade Accounts Receivable	30,488	13.4%	32,968	16.0%	+8.1%
Inventories	20,198	8.8%	30,894	14.9%	+53.0%
Advances to Suppliers	416	0.2%	696	0.3%	+67.3%
Loans Granted	1,055	0.5%	1,146	0.6%	+8.6%
Prepaid Expenses	1,886	0.8%	2,660	1.3%	+41.0%
Recoverable Taxes	2,058	0.9%	2,486	1.2%	+20.8%
Other Assets	1,539	0.7%	999	0.5%	-35.1%
Non-Current Assets	103,903	45.5%	99,442	48.1%	-4.3%
Financial Investments	3,224	1.4%	3,283	1.6%	+1.8%
Trade Accounts Receivable	7,760	3.4%	7,209	3.5%	-7.1%
Loans Granted	1,671	0.7%	1,419	0.7%	-15.1%
Assets Held for Sale	532	0.2%	532	0.3%	+0.0%
Deferred Income and Social Contribution Taxes	5,875	2.6%	5,734	2.8%	-2.4%
Recoverable Taxes	-	0.0%	-	0.0%	n/a
Prepaid Expenses	-	0.0%	-	0.0%	n/a
Judicial Deposits	1,997	0.9%	1,869	0.9%	-6.4%
Other Assets	1,179	0.5%	328	0.2%	-72.2%
Investments	20	0.0%	20	0.0%	+0.0%
Property, Plant and Equipment	74,762	32.8%	74,256	35.9%	-0.7%
Intangible Assets	6,883	3.0%	4,792	2.3%	-30.4%
Total Assets	228,253	100%	206,694	100%	-0.1
Liabilities	12/31/2019	AV	6/30/2020	AV	Δ
Current Liabilities	59,198	25.9%	36,918	17.9%	-37.6%
Loans and Financing	-	0.0%	-	0.0%	n/a
Suppliers	1,584	0.7%	4,253	2.1%	+168.5%
Tax Liabilities	1,841	0.8%	1,695	0.8%	-7.9%
Dividends and interest on Equity Payable	4,393	1.9%	4,393	2.1%	+0.0%
Payroll and Related Charges	2,663	1.2%	2,765	1.3%	+3.8%
Advances from Customers	17,063	7.5%	17,582	8.5%	+3.0%
Provisions	2,020	0.9%	1,049	0.5%	-48.1%
Other Liabilities	5,368	2.4%	5,181	0.5%	-48.1%
Return of capital to shareholders	24,266	10.6%	-	2.5%	-3.5%
Non-Current Liabilities	9,013	3.9%	9,244	4.5%	+2.6%
Loans and Financing	-	0.0%	-	0.0%	n/a
Tax Liabilities	77	0.0%	-	0.0%	-100.0%
Provisions	8,936	3.9%	9,244	4.5%	+3.4%
Shareholders' equity	160,042	70.1%	160,532	77.7%	+0.3%
Capital Stock	147,000	64.4%	147,000	71.1%	+0.0%
Capital Reserve	-	0.0%	-	0.0%	n/a
Retained Profits Reserve	899	0.4%	899	0.4%	+0.0%
Cumulative Translation Adjustment	61	0.0%	389	0.2%	+537.7%
Additional proposed dividends	12,082	5.3%	12,082	5.8%	+0.0%
Accumulated Profit/(Loss)	-	0.0%	162	0.1%	n/a
Total Liabilities and Shareholders' Equity	228,253	100%	206,694	100%	-9.4%

ANNEX IV – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED

Cash Flow Statement	2Q19	2Q20	Δ	1H19	1H20	Δ
Operating Income Before Income And Social Contribution Taxes	6,064	670	-89.0%	10,630	704	-93.4%
Adjustment to Reconcile the Net Income to Cash from Operating Activities:						
Depreciation and Amortization	2,189	2,197	+0.4%	4,360	4,397	+0.8%
Foreign Exchange Variation	135	(324)	-340.0%	179	304	+69.8%
Provision for Litigation	(610)	357	-158.5%	(111)	270	-343.2%
Provision for Obsolescence	171	32	-81.3%	145	90	-37.9%
Allowance for Doubtful Accounts	(513)	1,267	-347.0%	(636)	1,706	-368.2%
Provision for Impairment Losses	-	967	n/a	-	967	n/a
Other provision	60	1	-98.3%	(422)	(786)	+86.3%
Disposal of Property, Plant and Equipment	485	5	-99.0%	501	5	-99.0%
Cash Flows from Operating Activities	7,981	5,172	-35.2%	14,646	7,657	-47.7%
Changes in Assets and Liabilities						
Trade Accounts Receivable	502	(7,021)	-1498%	1,307	(3,211)	-345.7%
Inventories	(3,423)	(2,800)	-18.2%	(7,730)	(10,778)	+39.4%
Recoverable Taxes	273	6	-97.8%	358	(829)	-331.6%
Loans Granted	886	51	-94.2%	1,209	161	-86.7%
Other Current and Non-Current Assets	1,108	942	-15.0%	2,643	(209)	-107.9%
Non-Current Assets Available for Sale	42	-	-100.0%	218	-	-100.0%
Suppliers	(2,365)	876	-137.0%	1,317	2,636	+100.2%
Advance from Customers	(2,475)	(2,182)	-11.8%	(407)	494	-221.4%
Other Current and Non-Current Liabilities	459	856	+86.5%	724	(457)	-163.1%
Net Cash from Operating Activities	2,988	(4,100)	-237.2%	14,285	(4,536)	-131.8%
Cash Flows from Investing Activities						
Financial Investments	3,190	4,046	+26.8%	(472)	12,539	-2756%
Property, Plant and Equipment	(475)	(1,534)	+222.9%	(1,125)	(2,713)	+141.2%
Intangible Assets	(242)	(21)	-91.3%	(345)	(56)	-83.8%
Net Cash used in Investing Activities	2,473	2,491	+0.7%	(1,942)	9,770	-603.1%
Cash Flows from Financing Activities						
Return of capital to shareholders	-	-	n/a	-	(24,266)	n/a
Cash Flows (used in) from Financing Activities	-	-	n/a	-	(24,266)	n/a
Effect of exchange variation on cash and cash equivalents	-	54	n/a	-	323	n/a
Increase (Decrease) in Cash and Cash Equivalents	5,461	(1,555)	-128.5%	12,343	(18,709)	-251.6%
Changes in Cash and Cash Equivalents						
At the Beginning of the Period	35,670	28,407	-20.4%	28,788	45,561	+58.3%
At the End of the Period	41,131	26,852	-34.7%	41,131	26,852	-34.7%
Increase (Decrease) in Cash and Cash Equivalents	5,461	(1,555)	-128.5%	12,343	(18,709)	-251.6%

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

Gross Revenue	1Q19	1Q20	2Q19	2Q20	3Q19	4Q19	1H19	2H19	9M19	2019
Total Gross Revenue	39,971	35,866	46,073	37,443	50,438	57,345	86,044	107,783	136,482	193,827
Domestic Market	37,807	34,550	43,871	32,957	46,441	52,200	81,678	98,641	128,119	180,319
Dell Anno and Favorita - Exclusive Dealers and Own Stores	18,505	15,354	21,091	15,467	24,101	27,349	39,596	51,450	63,697	91,046
New and Casa Brasileira Exclusive Dealers	11,127	8,853	10,900	9,223	12,131	13,381	22,027	25,512	34,158	47,539
New and Casa Brasileira Multibrand	5,905	4,183	6,304	4,592	6,734	7,077	12,209	13,811	18,943	26,020
Unicasa Corporate	1,338	5,702	4,832	3,218	2,676	3,635	6,170	6,311	8,846	12,481
Other Revenues	932	458	744	457	799	758	1,676	1,557	2,475	3,233
Export Market	2,164	1,316	2,202	4,486	3,997	5,145	4,366	9,142	8,363	13,508

Gross Revenue from Sales Ex-IPI	1Q19	1Q20	2Q19	2Q20	3Q19	4Q19	1H19	2H19	9M19	2019
Total Gross Revenue	38,297	34,289	44,143	35,924	48,320	54,984	82,440	103,304	130,760	185,744
Domestic Market	36,133	32,973	41,941	31,438	44,323	49,839	78,074	94,162	122,397	172,236
Dell Anno and Favorita - Exclusive Dealers and Own Stores	17,716	14,666	20,184	14,719	23,016	26,135	37,900	49,151	60,916	87,051
New and Casa Brasileira Exclusive Dealers	10,610	8,453	10,393	8,800	11,576	12,775	21,003	24,351	32,579	45,354
New and Casa Brasileira Multibrand	5,624	3,983	6,005	4,374	6,413	6,741	11,629	13,154	18,042	24,783
Unicasa Corporate	1,288	5,430	4,643	3,065	2,550	3,462	5,931	6,012	8,481	11,943
Other Revenues	895	441	716	480	768	726	1,611	1,494	2,379	3,105
Export Market	2,164	1,316	2,202	4,486	3,997	5,145	4,366	9,142	8,363	13,508

Modules Sold (Units)	1Q19	1Q20	2Q19	2Q20	3Q19	4Q19	1H19	2H19	9M19	2019
Total Gross Revenue	129,120	101,686	137,177	106,806	157,783	170,725	266,297	328,508	424,080	594,805
Domestic Market	120,331	98,464	127,925	95,040	143,755	155,380	248,256	299,135	392,011	547,391
Dell Anno and Favorita - Exclusive Dealers and Own Stores	43,312	33,755	48,741	31,280	55,452	63,159	92,053	118,611	147,505	210,664
New and Casa Brasileira Exclusive Dealers	45,744	33,325	41,897	35,261	47,349	51,157	87,641	98,506	134,990	186,147
New and Casa Brasileira Multibrand	28,374	18,279	30,855	20,383	33,008	31,957	59,229	64,965	92,237	124,194
Unicasa Corporate	2,672	13,099	5,990	7,910	7,881	7,967	8,662	15,848	16,543	24,510
Other Revenues	229	6	442	206	65	1,140	671	1,205	736	1,876
Export Market	8,789	3,222	9,252	11,766	14,028	15,345	18,041	29,373	32,069	47,414