

**UCAS**  
B3 LISTED NM

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Ações com Governança  
Corporativa Diferenciada **IGC**

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Bento Gonçalves, Rio Grande do Sul, November 11, 2021. Unicasa Indústria de Móveis S.A. (B3: 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 third quarter of 2021 (3Q21). 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).

### **Period highlights**

- Growth of 48.0% in net revenue;
- R\$10.2 millions of operating income;
- EBITDA Margin of 20.6% (-2.8 p.p.);
- Net Margin of 12.0% (-0.6 p.p.);
- ROIC UDM of 22.2% (+2.7 p.p. vs 2Q21).

Executive Summary	3Q20	3Q21	Δ	9M20	9M21	Δ
Gross Revenue ex-IPI	50,280	72,714	+44.6%	120,498	183,361	+52.2%
<b>Net Revenue</b>	<b>40,970</b>	<b>60,620</b>	<b>48.0%</b>	<b>97,515</b>	<b>151,135</b>	<b>55.0%</b>
Cost of Goods Sold	(25,347)	(38,435)	+51.6%	(61,678)	(96,333)	+56.2%
<b>Gross Income</b>	<b>15,623</b>	<b>22,185</b>	<b>+42.0%</b>	<b>35,837</b>	<b>54,802</b>	<b>+52.9%</b>
<b>Gross Margin</b>	<b>38.1%</b>	<b>36.6%</b>	<b>-1.5 p.p.</b>	<b>36.8%</b>	<b>36.3%</b>	<b>-0.5 p.p.</b>
Selling and Administrative Expenses	(9,480)	(13,161)	+38.8%	(31,846)	(35,668)	+12.0%
Other Revenues and Operating Expenses	1,290	1,198	-7.1%	3,384	3,336	-1.4%
<b>Operating Income</b>	<b>7,433</b>	<b>10,222</b>	<b>37.5%</b>	<b>7,375</b>	<b>22,470</b>	<b>205%</b>
<b>Operating Margin</b>	<b>18.1%</b>	<b>16.9%</b>	<b>-1.2 p.p.</b>	<b>7.6%</b>	<b>14.9%</b>	<b>+7.3 p.p.</b>
Financial Income (Expenses) Net	908	1,196	+31.7%	1,670	3,093	+85.2%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>8,341</b>	<b>11,418</b>	<b>+36.9%</b>	<b>9,045</b>	<b>25,563</b>	<b>+182.6%</b>
Income Tax and Social Contribution	(3,187)	(4,149)	+30.2%	(3,729)	(9,262)	+148.4%
<b>Net Profit</b>	<b>5,154</b>	<b>7,269</b>	<b>+41.0%</b>	<b>5,316</b>	<b>16,301</b>	<b>+206.6%</b>
<b>Net Margin</b>	<b>12.6%</b>	<b>12.0%</b>	<b>-0.6 p.p.</b>	<b>5.5%</b>	<b>10.8%</b>	<b>+5.3 p.p.</b>
EBITDA	9,601	12,517	+30.4%	13,940	29,396	+110.9%
<b>EBITDA Margin</b>	<b>23.4%</b>	<b>20.6%</b>	<b>-2.8 p.p.</b>	<b>14.3%</b>	<b>19.5%</b>	<b>+5.2 p.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,

This quarter, we registered revenue growth of 48%. With the number of stores remaining practically stable since last year, the positive performance was driven by the stores opened in both comparison periods. The period highlight was exports, which increased 132% and accounted for 17% of net revenue in the quarter. Apart from the improved performance by our U.S. stores, this growth was driven by the delivery of two major corporate projects – one in Punta del Este, Uruguay, and the other in New York.

Analyzing revenue growth in 2021, we notice strong growth in the comparison periods (54.8% in 1Q21, 65% in 2Q21 and now 48% in 3Q21), due to the impact of the pandemic in the first nine months of 2020. We do not expect these effects to repeat in 4Q, which was the strongest period last year.

Operating expenses increased 39%, mainly due to higher variable expenses related to exports, as well as the increase in headcount in Brazil to sustain the company's growth in the U.S. market. The diminishing impacts of the pandemic enabled us to resume our investments in advertising, which increased this quarter. Note that advertising expenses are still below normal levels, mainly due to the fact that a few actions remain suspended due to the pandemic, such as visits by architects to the plant and rewards in the form of travel.

Gross margin decreased 1.5 p.p. this quarter. As mentioned in previous earnings releases, the furniture sector still feels the impacts of the imbalance across the supply chain, which results in higher prices and, sometimes, supply shortages. The Company has taken efforts to minimize margin loss through strategic negotiations with suppliers and price increases. To reduce this impact on resellers and clients, the Company started offering its merchants a system of locking prices through advance payments. The effect of this measure can be observed in the advances from customers line, which totaled R\$61.7 million in 3Q21, compared to R\$17.8 million in 3Q20. Naturally, maintaining

the prices charged from clients impacts the Company's margins. On the other hand, income from financial investments increased by over 400%. Around R\$0.6 million of the increase is due to the increase in cash resulting from higher advances from customers which, if added to gross profit, would reduce margin decline to 0.5 p.p.

As such, operating income stood at R\$10.2 million, compared to R\$7.4 million in 3Q20, an increase of 37.5%. EBITDA margin was 20.6%, down 2.8 p.p., and annualized ROIC stood at 22.2%, up 2.7 p.p.

## SALES PERFORMANCE

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.

<b>Dell Anno and Favorita - Exclusive Dealers</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	22,366	30,586	+36.8%	51,800	76,811	+48.3%
Number of Modules Sold (thousand units)	48.4	52.1	+7.6%	113.4	139.1	+22.7%
<b>New and Casa Brasileira - Exclusive Dealers</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	14,119	18,919	+34.0%	31,372	51,221	+63.3%
Number of Modules Sold (thousand units)	54.3	55.8	+2.8%	122.9	163.1	+32.7%
<b>Multibrands</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	6,325	8,918	+41.0%	14,682	24,852	+69.3%
Number of Modules Sold (thousand units)	28.0	31.2	+11.4%	66.7	94.6	+41.8%
<b>Unicasa Corporate</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	1,762	2,948	+67.3%	10,257	6,344	-38.1%
Number of Modules Sold (thousand units)	4.1	9.4	+129.3%	25.1	19.3	-23.1%
<b>Export Market</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	4,452	10,362	+132.7%	10,254	21,327	+108.0%
Number of Modules Sold (thousand units)	12.1	14.4	+19.0%	27.1	34.9	+28.8%

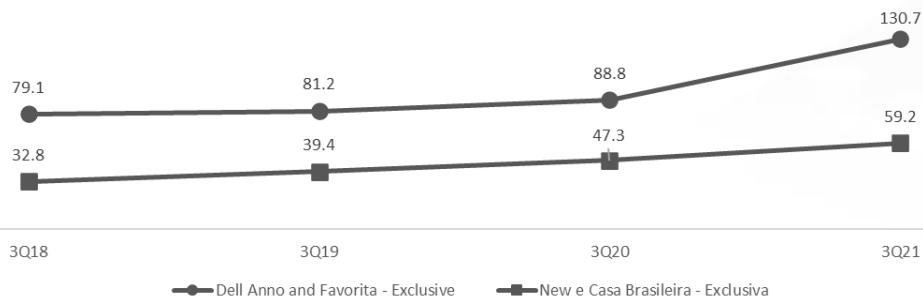
## Consolidated Indicators – Unicasa

<b>Unicasa Indústria de Móveis</b>	<b>3Q20</b>	<b>3Q21</b>	<b>Δ</b>	<b>9M20</b>	<b>9M21</b>	<b>Δ</b>
Gross Revenue. ex-IPI	50,280	72,714	+44.6%	120,498	183,361	+52.2%
Number of Modules Sold (thousand units)	147.1	162.9	+10.7%	355.6	451.5	+27.0%

## SALES AND DISTRIBUTION CHANNELS

<b>Period</b>	<b>3Q20</b>	<b>4Q20</b>	<b>1Q21</b>	<b>2Q21</b>	<b>3Q21</b>	<b>Δ</b>
<b>Exclusive Stores</b>	<b>199</b>	<b>198</b>	<b>198</b>	<b>200</b>	<b>204</b>	<b>4</b>
Dell Anno and Favorita	81	78	75	78	78	-
New and Casa Brasileira	103	105	107	105	108	3
Abroad	15	15	16	17	18	1
<b>Multibrand</b>	<b>136</b>	<b>123</b>	<b>118</b>	<b>109</b>	<b>106</b>	<b>(3)</b>
New and Casa Brasileira Multibrand	102	90	87	81	78	(3)
Abroad	34	33	31	28	28	-

Average productivity in the quarter per Dell Anno and Favorita store was R\$130.7 thousand/month, 47.2% higher than in 3Q20. Average productivity in the quarter per New and Casa Brasileira store was R\$59.2 thousand/month, 25.2% higher than in 3Q20. The following chart shows historical productivity by quarter.



## FINANCIAL PERFORMANCE

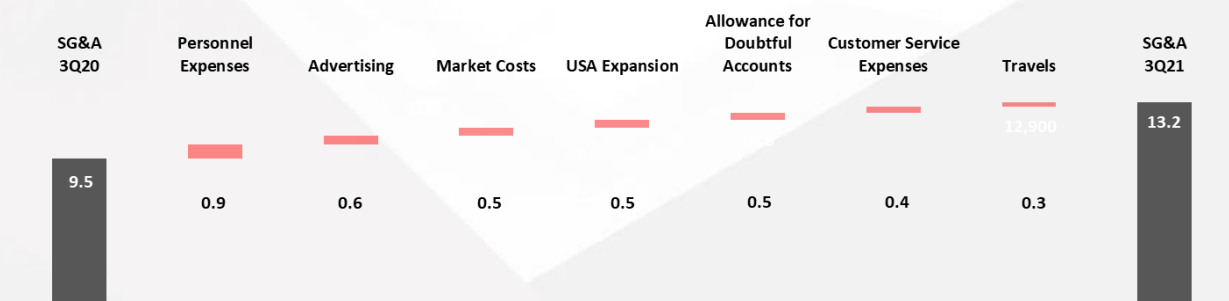
### Gross Profit and Gross Margin

Gross margin decreased 1.5 p.p., from 38.1% to 36.6%. Net revenue growth and higher prices helped mitigate the impact of higher raw material prices during the period. Also note the effect of approximately 1.0 p.p. from the increase in advances from customers to maintain prices, which led to higher income from financial investments, as mentioned in the Message from Management.

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

Selling General and Administrative Expenses	3Q20	3Q21	Δ	9M20	9M21	Δ
<b>Total</b>	<b>(9,480)</b>	<b>(13,161)</b>	<b>+38.8%</b>	<b>(31,846)</b>	<b>(35,668)</b>	<b>+12.0%</b>
<b>Selling Expenses</b>	<b>(5,810)</b>	<b>(9,477)</b>	<b>+63.1%</b>	<b>(21,457)</b>	<b>(24,896)</b>	<b>+16.0%</b>
% of Net Revenue	14.2%	15.6%	+1.4 p.p.	22.0%	16.5%	-5.5 p.p.
<b>Administrative Expenses</b>	<b>(3,670)</b>	<b>(3,684)</b>	<b>+0.4%</b>	<b>(10,389)</b>	<b>(10,772)</b>	<b>+3.7%</b>
% of Net Revenue	9.0%	6.1%	-2.9 p.p.	10.7%	7.1%	-3.6 p.p.
SG&A % of Net Revenue	23.2%	21.7%	-1.5 p.p.	32.7%	23.6%	-9.1 p.p.

The following chart shows the evolution of Selling, General and Administrative Expenses between 3Q20 and 3Q21<sup>(1)</sup>:



<sup>(1)</sup> In million.

The increase in headcount to sustain the U.S. operation and the collective bargaining agreement were the main factors behind the increase in personnel expenses.

Advertising expenses followed the trend of the previous quarter, increasing R\$0.6 million, mainly on account of cost control efforts in the third quarter of 2020 due to the effects of the pandemic. The increase is mainly related to online media actions.

The increase in export revenue takes into account freight, customs and other expenses, which increased R\$0.5 million.

Operating expenses in the U.S. increased R\$0.5 million. In this line, expenses incurred in the United States are booked separately and, this quarter, the increase refers to variable expenses with freight and assembly, as well as the increase in headcount.

In 3Q21, the Company reversed the provision for doubtful accounts due to the decline in default rates. However, in 3Q20, the reversal of the provision, for the same reason, was higher than in 3Q21. As such, this line registered an increase in the expense in the comparison period.

Expenses with consumers increased R\$0.4 million due to the signing of settlements with consumers. The number of lawsuits did not increase.

Travel expenses increased R\$0.3 million. Although the Company still encourages virtual meetings, business travel related to monitoring store operations, which had been suspended for around 15 months, is being resumed in some cases.

## Other Operating Income and Expenses

Other Operating Income and Expenses	3Q20	3Q21	Δ	9M20	9M21	Δ
<b>Total</b>	<b>1,290</b>	<b>1,198</b>	<b>-7.1%</b>	<b>3,384</b>	<b>3,336</b>	<b>-1.4%</b>
Result from the sale of assets held for sale and of property, plant and equipment	17	43	152.9%	18	(50)	-377.8%
Bank Premium	380	256	-32.6%	929	611	-34.2%
Trademark Rights	-	-	n/a	-	-	n/a
Other Operating Income	893	899	0.7%	2,437	2,775	13.9%
<b>% of Net Revenue</b>	<b>3.1%</b>	<b>2.0%</b>	<b>-1.1 p.p.</b>	<b>3.5%</b>	<b>2.2%</b>	<b>-1.3 p.p.</b>

## Financial Result

The increase in the financial result is due to three main factors: (i) higher returns on financial investments due to the higher cash balance in fiscal year 2021; (ii) the increase in the SELIC interest rate; and (iii) the reduction in expenses with exchange variation. Note that interest expenses on loans totaled R\$0.3 million in the quarter.

Financial Result	3Q20	3Q21	Δ	9M20	9M21	Δ
<b>Net Financial Result</b>	<b>908</b>	<b>1,196</b>	<b>31.7%</b>	<b>1,670</b>	<b>3,093</b>	<b>85.2%</b>
<b>Financial Expenses</b>	<b>(1,442)</b>	<b>(1,539)</b>	<b>6.7%</b>	<b>(4,624)</b>	<b>(3,866)</b>	<b>-16.4%</b>
IOF charge and bank fees	(32)	(20)	-37.5%	(76)	(70)	-7.9%
Loans and financing expenses	-	(311)	n/a	-	(733)	n/a
Exchange variation expenses	(1,335)	(751)	-43.7%	(4,155)	(2,283)	-45.1%
Present value adjustment - AVP	(62)	(274)	341.9%	(321)	(528)	64.5%
Other financial expenses	(13)	(183)	1308%	(72)	(252)	250.0%
<b>Financial Income</b>	<b>2,350</b>	<b>2,735</b>	<b>16.4%</b>	<b>6,294</b>	<b>6,959</b>	<b>10.6%</b>
Interest income	521	248	-52.4%	1,055	858	-18.7%
Discounts	13	46	253.8%	45	121	168.9%
Yield from short-term investments	169	857	407.1%	916	1,557	70.0%
Exchange variation income	1,368	1,145	-16.3%	3,193	2,803	-12.2%
Present value adjustment - AVP	232	397	71.1%	910	1,011	11.1%
Other financial income	47	42	-10.6%	175	609	248.0%

## EBITDA and EBITDA Margin

EBITDA	3Q20	3Q21	Δ	9M20	9M21	Δ
<b>Net Income for the Period</b>	<b>5,154</b>	<b>7,269</b>	<b>+41.0%</b>	<b>5,316</b>	<b>16,301</b>	<b>+206.6%</b>
Income Tax and Social Contribution	3,187	4,149	+30.2%	3,729	9,262	+148.4%
Financial Result	(908)	(1,196)	+31.7%	(1,670)	(3,093)	+85.2%
<b>EBIT</b>	<b>7,433</b>	<b>10,222</b>	<b>+37.5%</b>	<b>7,375</b>	<b>22,470</b>	<b>+204.7%</b>
Depreciation and Amortization	2,168	2,295	+5.9%	6,565	6,926	+5.5%
<b>EBITDA</b>	<b>9,601</b>	<b>12,517</b>	<b>+30.4%</b>	<b>13,940</b>	<b>29,396</b>	<b>+110.9%</b>
<b>EBITDA Margin</b>	<b>23.4%</b>	<b>20.6%</b>	<b>-2.8 p.p.</b>	<b>14.3%</b>	<b>19.5%</b>	<b>+5.2 p.p.</b>

## Cash Flow

Cash generation reached R\$27.0 million, up 26.5%, mainly due to higher operating cash generation and the increase in advances from customers, as mentioned in the Message from Management.

Cash Flow	3Q20	3Q21	Δ	1S20	1S21	Δ
Cash Flows from Operating Activities	9,998	13,726	+37.3%	17,655	32,490	+84.0%
Changes in Assets and Liabilities	12,737	17,493	+37.3%	544	31,378	+5668.0%
Cash generated by investment activities	(1,418)	(2,598)	+83.2%	(4,187)	(27,758)	+563.0%
Cash generated by financing activities	-	(1,186)	+0.0%	(24,266)	2,538	-110.5%
Effect of exchange variation on cash and cash equivalents	76	(371)	-588.2%	399	(475)	-219.0%
<b>Cash flow and Financial Investments</b>	<b>21,393</b>	<b>27,064</b>	<b>+26.5%</b>	<b>(9,855)</b>	<b>38,173</b>	<b>-487.3%</b>

## Net Cash

Net Cash	12/31/2020	9/30/2021	Δ
Short Term Debt	-	4,820	n/a
Long Term Debt	-	11,070	n/a
<b>Gross Debt</b>	-	<b>15,890</b>	<b>n/a</b>
Cash and Cash Equivalents	47,584	72,992	+53.4%
Financial Investments	3,270	16,035	+390.4%
<b>Net Debt/(Cash Surplus)</b>	<b>(50,854)</b>	<b>(73,137)</b>	<b>+43.8%</b>

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

NOPLAT (Net Operating Profit Less Adjusted Taxes)	3Q21	2Q21	1Q21	4Q20	3Q20
(=) EBITDA	12,517	8,740	8,139	12,512	9,601
Depreciation	2,295	2,331	2,300	2,314	2,168
(=) EBIT	10,222	6,409	5,839	10,198	7,433
Income Tax and Social Contribution	(4,149)	(2,961)	(2,152)	(1,821)	(3,187)
Financial Result Income Tax Reversal	407	628	17	388	309
(=) Operating Net Income (NOPLAT)	6,480	4,076	3,704	8,765	4,555
<b>(=) Operating Net Income (NOPLAT) - Last Twelve Months</b>	<b>23,024</b>	<b>21,099</b>	<b>17,207</b>	<b>12,978</b>	<b>10,080</b>

ROIC (Return on Invested Capital)	3Q21	2Q21	1Q21	4Q20	3Q20
Invested Capital - LTM	103,671	108,135	111,419	116,982	119,055
<b>ROIC - LTM</b>	<b>22.2%</b>	<b>19.5%</b>	<b>15.4%</b>	<b>11.1%</b>	<b>8.5%</b>
ROE (Return on Equity)	3Q21	2Q21	1Q21	4Q20	3Q20
Net Profit	7,269	5,294	3,738	9,517	5,154
<b>Net Profit - Last Twelve Months</b>	<b>25,818</b>	<b>23,703</b>	<b>18,679</b>	<b>14,833</b>	<b>11,882</b>
Shareholders' equity	165,283	158,007	159,769	155,948	153,609
<b>Shareholders' equity - Last Twelve Months</b>	<b>159,752</b>	<b>156,833</b>	<b>157,465</b>	<b>157,573</b>	<b>158,597</b>
<b>ROE - LTM</b>	<b>16.2%</b>	<b>15.1%</b>	<b>11.9%</b>	<b>9.4%</b>	<b>7.5%</b>



## ANNEX I – WORKING CAPITAL AND CAPITAL INVESTED

Invested Capital	9/30/2021	6/30/2021	3/31/2021	12/31/2020	9/30/2020
<b>Operational Assets</b>	<b>79,125</b>	<b>77,632</b>	<b>74,682</b>	<b>70,173</b>	<b>73,608</b>
(+) Trade Accounts Receivable	28,054	26,565	27,940	30,027	30,433
(+) Long Term Trade Accounts Receivable	10,967	11,318	9,544	8,848	8,368
(+) Long Term Loans Granted	1,617	1,724	1,860	1,732	1,491
(+) Inventories	31,923	32,362	29,782	24,243	26,480
(+) Advances to Suppliers	1,241	487	289	387	652
(+) Loans Granted	584	593	555	775	703
(+) Prepaid Expenses	2,750	2,731	2,760	2,173	2,389
(+) Recoverable Taxes	1,783	1,659	1,617	1,483	2,269
(+) Other Assets	206	193	335	505	823
<b>Operational Liabilities</b>	<b>80,753</b>	<b>59,717</b>	<b>63,628</b>	<b>33,891</b>	<b>38,986</b>
(-) Suppliers	8,174	6,978	6,525	4,097	6,307
(-) Tax Liabilities	2,489	2,534	3,271	1,734	3,855
(-) Payroll and Related Charges	6,046	4,852	3,608	2,838	4,173
(-) Advances from Customers	61,651	41,630	43,453	20,399	17,768
(-) Provisions	526	554	868	1,227	930
(-) Other Liabilities	1,867	3,169	5,903	3,596	5,953
<b>(=) Working Capital</b>	<b>(1,628)</b>	<b>17,915</b>	<b>11,054</b>	<b>36,282</b>	<b>34,622</b>
<b>Non-current Operating Assets</b>	<b>102,951</b>	<b>104,579</b>	<b>95,948</b>	<b>84,161</b>	<b>84,691</b>
(+) Assets Held for Sale	527	1,113	586	586	868
(+) Deferred Income and Social Contribution Taxes	87	1,081	2,122	2,902	3,530
(+) Recoverable Taxes	1,804	1,788	-	-	-
(+) Prepaid Expenses	-	-	-	-	-
(+) Judicial Deposits	1,513	1,641	1,681	1,690	1,822
(+) Other Assets	115	111	120	106	195
(+) Investments	20	20	20	20	20
(+) Property, Plant and Equipment	95,992	95,517	87,812	74,850	73,758
(+) Intangible Assets	2,893	3,308	3,607	4,007	4,498
<b>Non-current Operating Liabilities</b>	<b>9,177</b>	<b>9,388</b>	<b>8,948</b>	<b>9,067</b>	<b>9,308</b>
(-) Tax Liabilities	985	404	-	-	-
(-) Provisions	8,192	8,984	8,948	9,067	9,308
<b>(=) Fixed Capital</b>	<b>93,774</b>	<b>95,191</b>	<b>87,000</b>	<b>75,094</b>	<b>75,383</b>
<b>(=) Total invested capital</b>	<b>92,146</b>	<b>113,106</b>	<b>98,054</b>	<b>111,376</b>	<b>110,005</b>
<b>Financing</b>					
(+) Shareholders' equity	165,283	158,007	159,769	155,948	153,609
(+) Dividends and interest on Equity Payable	-	-	6,282	6,282	16,475
(+) Return of capital to shareholders	-	-	-	-	-
(+) Short Term Loans Granted	4,820	5,202	3,998	-	-
(+) Long Term Loans Granted	11,070	11,860	13,047	-	-
(-) Cash and Cash Equivalents	72,992	55,624	77,546	47,584	42,565
(-) Short Term Financial Investments	-	-	4,208	-	5,179
(-) Long Term Financial Investments	16,035	6,339	3,288	3,270	12,335
<b>(=) Total Financing</b>	<b>92,146</b>	<b>113,106</b>	<b>98,054</b>	<b>111,376</b>	<b>110,005</b>

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

Income Statement	3Q20	3Q21	AV	AH	9M20	9M21	AV	AH
<b>Gross Revenue from Sales</b>	<b>52,438</b>	<b>75,658</b>	<b>124.8%</b>	<b>+44.3%</b>	<b>125,747</b>	<b>191,076</b>	<b>126.4%</b>	<b>+52.0%</b>
Domestic Market	47,986	65,296	107.7%	+36.1%	115,493	169,749	112.3%	+47.0%
Dell Anno and Favorita	23,391	31,984	52.8%	+36.7%	54,212	80,361	53.2%	+48.2%
New and Casa Brasileira Exclusive Dealers	14,789	19,834	32.7%	+34.1%	32,865	53,706	35.5%	+63.4%
New and Casa Brasileira Multibrand	6,640	9,363	15.4%	+41.0%	15,415	26,095	17.3%	+69.3%
Unicasa Corporate	1,850	3,095	5.1%	+67.3%	10,770	6,662	4.4%	-38.1%
Other Revenues	1,316	1,020	1.7%	-22.5%	2,231	2,925	1.9%	+31.1%
Exports	4,452	10,362	17.1%	+132.7%	10,254	21,327	14.1%	+108.0%
Sales Deductions	(11,468)	(15,038)	24.8%	+31.1%	(28,232)	(39,941)	-26.4%	+41.5%
<b>Net Revenue from Sales</b>	<b>40,970</b>	<b>60,620</b>	<b>100.0%</b>	<b>+48.0%</b>	<b>97,515</b>	<b>151,135</b>	<b>100.0%</b>	<b>+55.0%</b>
Cost of Goods Sold	(25,347)	(38,435)	63.4%	+51.6%	(61,678)	(96,333)	-63.7%	+56.2%
<b>Gross Profit</b>	<b>15,623</b>	<b>22,185</b>	<b>36.6%</b>	<b>+42.0%</b>	<b>35,837</b>	<b>54,802</b>	<b>36.3%</b>	<b>+52.9%</b>
Selling Expenses	(5,810)	(9,477)	15.6%	+63.1%	(21,457)	(24,896)	-16.5%	+16.0%
General and Administrative Expenses	(3,670)	(3,684)	6.1%	+0.4%	(10,389)	(10,772)	-7.1%	+3.7%
Other Operating Income, Net	1,290	1,198	2.0%	-7.1%	3,384	3,336	2.2%	-1.4%
<b>Operating Income</b>	<b>7,433</b>	<b>10,222</b>	<b>16.9%</b>	<b>+37.5%</b>	<b>7,375</b>	<b>22,470</b>	<b>14.9%</b>	<b>+204.7%</b>
Financial Expenses	(1,442)	(1,539)	2.5%	+6.7%	(4,624)	(3,866)	-2.6%	-16.4%
Financial Income	2,350	2,735	4.5%	+16.4%	6,294	6,959	4.6%	+10.6%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>8,341</b>	<b>11,418</b>	<b>18.8%</b>	<b>+36.9%</b>	<b>9,045</b>	<b>25,563</b>	<b>16.9%</b>	<b>+182.6%</b>
Income Tax and Social Contribution	(3,187)	(4,149)	6.8%	+30.2%	(3,729)	(9,262)	-6.1%	+148.4%
Current	(982)	(2,575)	4.2%	+162.2%	(1,383)	(5,462)	-3.6%	+294.9%
Deferred	(2,205)	(1,574)	2.6%	-28.6%	(2,346)	(3,800)	-2.5%	+62.0%
<b>Net Income for the Period</b>	<b>5,154</b>	<b>7,269</b>	<b>12.0%</b>	<b>+41.0%</b>	<b>5,316</b>	<b>16,301</b>	<b>10.8%</b>	<b>+206.6%</b>
Earnings per Share (R\$)	0.08	0.11			0.08	0.25		

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

Assets	12/31/2020	AV	09/30/2021	AV	Δ
<b>Current Assets</b>	<b>107.177</b>	<b>52,2%</b>	<b>139.533</b>	<b>51,5%</b>	<b>+30,2%</b>
Cash and Cash Equivalents	47.584	23,2%	72.992	26,9%	+53,4%
Restricted Marketable Securities	-	0,0%	-	0,0%	n/a
Trade Accounts Receivable	30.027	14,6%	28.054	10,3%	-6,6%
Inventories	24.243	11,8%	31.923	11,8%	+31,7%
Advances to Suppliers	387	0,2%	1.241	0,5%	+220,7%
Loans Granted	775	0,4%	584	0,2%	-24,6%
Prepaid Expenses	2.173	1,1%	2.750	1,0%	+26,6%
Recoverable Taxes	1.483	0,7%	1.783	0,7%	+20,2%
Other Assets	505	0,2%	206	0,1%	-59,2%
<b>Non-Current Assets</b>	<b>98.011</b>	<b>47,8%</b>	<b>131.570</b>	<b>48,5%</b>	<b>+34,2%</b>
Financial Investments	3.270	1,6%	16.035	5,9%	+390,4%
Trade Accounts Receivable	8.848	4,3%	10.967	4,0%	+23,9%
Loans Granted	1.732	0,8%	1.617	0,6%	-6,6%
Assets Held for Sale	586	0,3%	527	0,2%	-10,1%
Deferred Income and Social Contribution Taxes	2.902	1,4%	87	0,0%	-97,0%
Recoverable Taxes	-	0,0%	1.804	0,7%	n/a
Judicial Deposits	1.690	0,8%	1.513	0,6%	-10,5%
Other Assets	106	0,1%	115	0,0%	+8,5%
Investments	20	0,0%	20	0,0%	+0,0%
Property, Plant and Equipment	74.850	36,5%	95.992	35,4%	+28,2%
Intangible Assets	4.007	2,0%	2.893	1,1%	-27,8%
<b>Total Assets</b>	<b>205.188</b>	<b>100%</b>	<b>271.103</b>	<b>100%</b>	<b>+32,1%</b>
Liabilities	12/31/2020	AV	09/30/2021	AV	Δ
<b>Current Liabilities</b>	<b>40.173</b>	<b>19,6%</b>	<b>85.573</b>	<b>31,6%</b>	<b>+113,0%</b>
Loans and Financing	-	0,0%	4.820	0,0%	n/a
Suppliers	4.097	2,0%	8.174	3,0%	+99,5%
Tax Liabilities	1.734	0,8%	2.489	0,9%	+43,5%
Dividends and interest on Equity Payable	6.282	3,1%	-	0,0%	-100,0%
Payroll and Related Charges	2.838	1,4%	6.046	2,2%	+113,0%
Advances from Customers	20.399	9,9%	61.651	22,7%	+202,2%
Provisions	1.227	0,6%	526	0,2%	-57,1%
Other Liabilities	3.596	1,8%	1.867	0,7%	-48,1%
<b>Non-Current Liabilities</b>	<b>9.067</b>	<b>4,4%</b>	<b>20.247</b>	<b>7,5%</b>	<b>+123,3%</b>
Loans and Financing	-	0,0%	11.070	4,1%	n/a
Tax Liabilities	-	0,0%	985	0,4%	n/a
Provisions	9.067	4,4%	8.192	3,0%	-9,7%
<b>Shareholders' equity</b>	<b>155.948</b>	<b>76,0%</b>	<b>165.283</b>	<b>61,0%</b>	<b>+6,0%</b>
Capital Stock	147.000	71,6%	147.000	54,2%	+0,0%
Capital Reserve	-	0,0%	-	0,0%	n/a
Retained Profits Reserve	1.641	0,8%	1.641	0,6%	+0,0%
Cumulative Translation Adjustment	313	0,2%	341	0,1%	+8,9%
Additional proposed dividends	6.994	3,4%	-	0,0%	-100,0%
Accumulated Profit/(Loss)	-	0,0%	16.301	6,0%	n/a
<b>Total Liabilities and Shareholders' Equity</b>	<b>205.188</b>	<b>100%</b>	<b>271.103</b>	<b>100%</b>	<b>+32,1%</b>

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

Cash Flow Statement	3Q20	3Q21	Δ	9M20	9M21	Δ
<b>Net income (loss) for the period</b>	<b>5,154</b>	<b>7,269</b>	<b>+41.0%</b>	<b>5,316</b>	<b>16,301</b>	<b>+206.6%</b>
<b>Adjustment to Reconcile the Net Income to Cash from Operating Activities:</b>						
Depreciation and Amortization	2,168	2,295	+5.9%	6,565	6,926	+5.5%
Income tax and social contribution	3,187	4,149	+30.2%	3,729	9,262	+148.4%
Foreign Exchange Variation	(252)	264	-204.8%	52	(118)	-326.9%
Interest Appropriation	-	311	n/a	-	733	n/a
Provision for Litigation	(50)	(1,056)	+2012.0%	220	(1,403)	-737.7%
Provision for Obsolescence	558	98	-82.4%	648	67	-89.7%
Allowance for Doubtful Accounts	(1,506)	(270)	-82.1%	200	33	-83.5%
Provision for Impairment Losses	(967)	-	-100.0%	-	-	n/a
Other provision	699	425	-39.2%	(87)	(115)	+32.2%
Disposal of Property, Plant and Equipment	1,007	241	-76.1%	1,012	804	-20.6%
<b>Cash Flows from Operating Activities</b>	<b>9,998</b>	<b>13,726</b>	<b>+37.3%</b>	<b>17,655</b>	<b>32,490</b>	<b>+84.0%</b>
<b>Changes in Assets and Liabilities</b>						
Trade Accounts Receivable	2,442	(1,125)	-146.1%	(769)	(56)	-92.7%
Inventories	3,866	373	-90.4%	(6,912)	(7,725)	+11.8%
Recoverable Taxes	618	(140)	-122.7%	(211)	(2,104)	+897.2%
Loans Granted	371	116	-68.7%	532	306	-42.5%
Other Current and Non-Current Assets	672	(645)	-196.0%	463	(950)	-305.2%
Non-Current Assets Available for Sale	(336)	586	-274.4%	(336)	59	-117.6%
Suppliers	2,042	1,163	-43.0%	4,678	4,058	-13.3%
Advance from Customers	109	19,833	+18095.4%	603	41,192	+6731.2%
Other Current and Non-Current Liabilities	3,452	40	-98.8%	2,995	1,929	-35.6%
Payment of Income and Social Contribution Taxes	(499)	(2,051)	+311.0%	(499)	(4,674)	+836.7%
Payment of Interest on Loans	-	(657)	n/a	-	(657)	n/a
<b>Net Cash from Operating Activities</b>	<b>22,735</b>	<b>31,219</b>	<b>+37.3%</b>	<b>18,199</b>	<b>63,868</b>	<b>+250.9%</b>
<b>Cash Flows from Investing Activities</b>						
Financial Investments	(5,680)	(9,696)	+70.7%	6,859	(12,765)	-286.1%
Property, Plant and Equipment	(1,369)	(2,530)	+84.8%	(4,082)	(27,405)	+571.4%
Intangible Assets	(49)	(68)	+38.8%	(105)	(353)	+236.2%
<b>Net Cash used in Investing Activities</b>	<b>(7,098)</b>	<b>(12,294)</b>	<b>+73.2%</b>	<b>2,672</b>	<b>(40,523)</b>	<b>-1616.6%</b>
<b>Cash Flows from Financing Activities</b>						
Loans Taken	-	-	n/a	-	17,000	n/a
Loan and Interest Payments	-	(1,186)	n/a	-	(1,186)	n/a
Payment of Interest on Shareholders' Equity	-	-	n/a	-	(6,282)	n/a
Dividends Paid	-	-	n/a	-	(6,994)	n/a
Return of capital to shareholders	-	-	n/a	(24,266)	-	-100.0%
<b>Cash Flows (used in) from Financing Activities</b>	<b>-</b>	<b>(1,186)</b>	<b>n/a</b>	<b>(24,266)</b>	<b>2,538</b>	<b>-110.5%</b>
Effect of exchange variation on cash and cash equivalents	76	(371)	-588.2%	399	(475)	-219.0%
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>15,713</b>	<b>17,368</b>	<b>+10.5%</b>	<b>(2,996)</b>	<b>25,408</b>	<b>-948.1%</b>
<b>Changes in Cash and Cash Equivalents</b>						
At the Beginning of the Period	26,852	55,624	+107.2%	45,561	47,584	+4.4%
At the End of the Period	42,565	72,992	+71.5%	42,565	72,992	+71.5%
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<b>15,713</b>	<b>17,368</b>	<b>+10.5%</b>	<b>(2,996)</b>	<b>25,408</b>	<b>-948.1%</b>

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

Receita Bruta de Vendas	1T20	1T21	2T20	2T21	3T20	3T21	4T19	4T20	1S20	1S21
Receita Bruta de Vendas	35,866	54,370	37,443	61,048	52,438	75,658	57,345	66,748	73,309	115,418
<b>Mercado Interno</b>	<b>34,550</b>	<b>49,703</b>	<b>32,957</b>	<b>54,750</b>	<b>47,986</b>	<b>65,296</b>	<b>52,200</b>	<b>57,104</b>	<b>67,507</b>	<b>104,453</b>
Dell Anno e Favorita - Exclusiva	15,354	23,201	15,467	25,176	23,391	31,984	27,349	26,687	30,821	48,377
New e Casa Brasileira - Exclusiva	8,853	16,233	9,223	17,639	14,789	19,834	13,381	18,629	18,076	33,872
New e Casa Brasileira - Multimarca	4,183	8,113	4,592	8,619	6,640	9,363	7,077	8,388	8,775	16,732
Unicasa Corporate	5,702	1,093	3,218	2,474	1,850	3,095	3,635	2,866	8,920	3,567
Outras Receitas	458	1,063	457	842	1,316	1,020	758	534	915	1,905
<b>Mercado Externo</b>	<b>1,316</b>	<b>4,667</b>	<b>4,486</b>	<b>6,298</b>	<b>4,452</b>	<b>10,362</b>	<b>5,145</b>	<b>9,644</b>	<b>5,802</b>	<b>10,965</b>

Receita Bruta de Vendas Ex-IPI	1T20	1T21	2T20	2T21	3T20	3T21	4T19	4T20	1S20	1S21
Receita Bruta de Vendas (menos IPI)	34,289	52,094	35,924	58,559	50,280	72,714	54,984	64,124	70,213	110,653
<b>Mercado Interno</b>	<b>32,973</b>	<b>47,427</b>	<b>31,438</b>	<b>52,261</b>	<b>45,828</b>	<b>62,352</b>	<b>49,839</b>	<b>54,480</b>	<b>64,411</b>	<b>99,688</b>
Dell Anno e Favorita - Exclusiva	14,666	22,162	14,719	24,069	22,366	30,586	26,135	25,477	29,385	46,231
New e Casa Brasileira - Exclusiva	8,453	15,482	8,800	16,820	14,119	18,919	12,775	17,771	17,253	32,302
New e Casa Brasileira - Multimarca	3,983	7,726	4,374	8,208	6,325	8,918	6,741	7,988	8,357	15,934
Unicasa Corporate	5,430	1,041	3,065	2,355	1,762	2,948	3,462	2,730	8,495	3,396
Outras Receitas	441	1,016	480	809	1,256	981	726	514	921	1,825
<b>Mercado Externo</b>	<b>1,316</b>	<b>4,667</b>	<b>4,486</b>	<b>6,298</b>	<b>4,452</b>	<b>10,362</b>	<b>5,145</b>	<b>9,644</b>	<b>5,802</b>	<b>10,965</b>

Módulos Vendidos (unidades)	1T20	1T21	2T20	2T21	3T20	3T21	4T19	4T20	1S20	1S21
Módulos Vendidos	101,686	140,234	106,806	148,422	147,069	162,948	170,725	198,658	208,492	288,656
<b>Mercado Interno</b>	<b>98,464</b>	<b>132,579</b>	<b>95,040</b>	<b>135,589</b>	<b>134,949</b>	<b>148,521</b>	<b>155,380</b>	<b>175,197</b>	<b>193,504</b>	<b>268,168</b>
Dell Anno e Favorita - Exclusiva	33,755	42,568	31,280	44,506	48,367	52,062	63,159	56,602	65,035	87,074
New e Casa Brasileira - Exclusiva	33,325	53,220	35,261	54,117	54,343	55,788	51,157	74,231	68,586	107,337
New e Casa Brasileira - Multimarca	18,279	32,487	20,383	30,941	28,030	31,203	31,957	38,012	38,662	63,428
Unicasa Corporate	13,099	3,910	7,910	5,984	4,055	9,445	7,967	6,225	21,009	9,894
Outras Receitas	6	394	206	41	154	23	1,140	127	212	435
<b>Mercado Externo</b>	<b>3,222</b>	<b>7,655</b>	<b>11,766</b>	<b>12,833</b>	<b>12,120</b>	<b>14,427</b>	<b>15,345</b>	<b>23,461</b>	<b>14,988</b>	<b>20,488</b>