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Ações com Governança
Corporativa Diferenciada **IGC**

Índice de
Ações com Tag Along
Diferenciado **ITAG**

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Bento Gonçalves, Rio Grande do Sul, November 10, 2022. 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 2022 (3Q22). 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 8.6% in net revenue;
- 1.3% growth in net income;
- EBTIDA Margin of 14.4% (-6.2 p.p.);
- Net Margin of 11.2% (-0.8 p.p.);
- ROIC UDM of 23.0% (-4.2 p.p. vs 2Q22).

Executive Summary	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue ex-IPI	72,714	79,657	+9.5%	183,365	222,382	+21.3%
Net Revenue	60,620	65,838	8.6%	151,135	182,705	20.9%
Cost of Goods Sold	(38,435)	(41,918)	+9.1%	(96,333)	(120,439)	+25.0%
Gross Income	22,185	23,920	+7.8%	54,802	62,266	+13.6%
Gross Margin	36.6%	36.3%	-0.3 p.p.	36.3%	34.1%	-2.2 p.p.
Selling and Administrative Expenses	(13,161)	(18,169)	+38.1%	(35,668)	(47,140)	+32.2%
Other Revenues and Operating Expenses	1,198	1,324	+10.5%	3,336	9,534	+185.8%
Operating Income	10,222	7,075	-30.8%	22,470	24,660	9.7%
Operating Margin	16.9%	10.7%	-6.2 p.p.	14.9%	13.5%	-1.4 p.p.
Financial Income (Expenses) Net	1,196	2,497	+108.8%	3,093	8,181	+164.5%
Operating Income before Income Tax and Social Contribution	11,418	9,572	-16.2%	25,563	32,841	+28.5%
Income Tax and Social Contribution	(4,149)	(2,212)	-46.7%	(9,262)	(4,855)	-47.6%
Net Profit	7,269	7,360	+1.3%	16,301	27,986	+71.7%
Net Margin	12.0%	11.2%	-0.8 p.p.	10.8%	15.3%	+4.5 p.p.
EBITDA	12,517	9,496	-24.1%	29,396	32,070	+9.1%
EBITDA Margin	20.6%	14.4%	-6.2 p.p.	19.5%	17.6%	-1.9 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,

The Company's revenue grew 8.6% this quarter, slowing down in relation to the first half of the year. However, it is worth emphasizing the strong performance in the second half of 2021. Gross margin reached 36.3% in the quarter (32.8% in 1Q22 and 32.8% in 2Q22), due to the recognition of revenues from some corporate projects whose margins were lower than those normally registered by the Company in the first and second quarters.

As mentioned in the 2Q22 release, operating expenses remain under pressure, since some items are returning to normal compared to pre-pandemic levels, leading to a 6.7 p.p. decline in operating margin during the quarter, which reached 10.7%.

Net revenue in the quarter increased 1.3% to R\$7.3 million, with annualized ROIC of 23%. Excluding the impacts of the lawsuits related to PIS/COFINS and inflation on financial investments, as mentioned in the 1Q22 and 2Q22 Releases, adjusted ROIC reached 16.2%.

Cash consumption stood at R\$8.3 million, mainly affected by the decrease in advances from customers, which was expected as this item increased significantly last year due to the prepayment of orders by dealers to hedge the prices. This quarter, no additional advances were registered because the Company did not alter the prices. Another highlight is that the Company paid, using the tax credits, around R\$5.3 million in federal taxes, with the balance of credits recorded in the first quarter related to the PIS/COFINS lawsuit.

On October 3, the Company obtained authorization for the credits in the lawsuit on inflation on financial investments, as mentioned in the 2Q22 release. Credits totaled R\$6.8 million and will be used starting from November.

As part of the plans to take the Dell Anno brand to the U.S. market, the Company signed a rental agreement for a sales outlet in New York City. The store, with sales area of approximately 300 m², is

located in one of New York's main furniture hubs, around 200 meters near the Madison Square Park and the Fifth Avenue. The store is scheduled for opening in the first half of 2023.

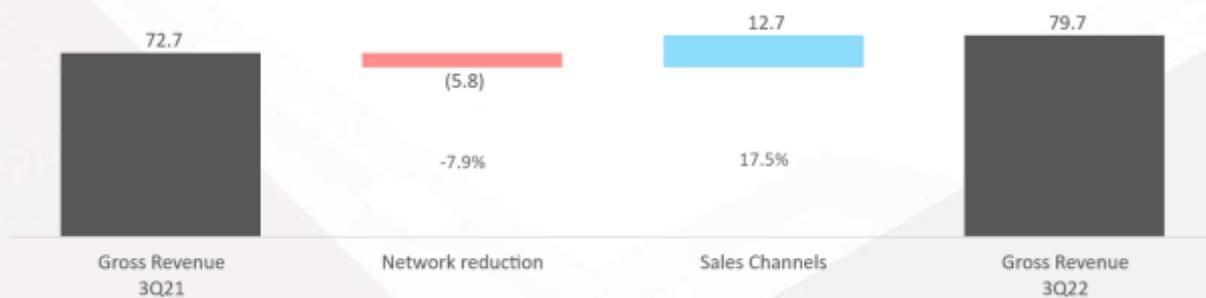
ADJUSTED QUARTER RESULT

Below are the results of the quarter excluding the effects of: (i) the lawsuit relating to inflation on financial investments; (ii) the PIS/COFINS lawsuit; and (iii) the PIS/COFINS lawsuit in the subsidiary Unicasa Comércio de Móveis in 2Q21.

Executive Summary	3Q21	3Q22 ajustado	Δ	9M21 Ajustado	9M22 Ajustado	Δ
Gross Revenue ex-IPI	72,714	79,657	+9.5%	183,365	222,382	+21.3%
Net Revenue	60,620	65,838	8.6%	151,135	182,705	20.9%
Cost of Goods Sold	(38,435)	(41,918)	+9.1%	(96,333)	(120,439)	+25.0%
Gross Income	22,185	23,920	+7.8%	54,802	62,266	+13.6%
Gross Margin	36.6%	36.3%	-0.3 p.p.	36.3%	34.1%	-2.2 p.p.
Selling and Administrative Expenses	(13,161)	(18,124)	+37.7%	(35,579)	(46,310)	+30.2%
Other Revenues and Operating Expenses	1,198	1,324	+10.5%	2,020	2,382	+17.9%
Operating Income	10,222	7,120	-30.3%	21,243	18,338	-13.7%
Operating Margin	16.9%	10.8%	-6.0 p.p.	14.1%	10.0%	-4.0 p.p.
Financial Income (Expenses) Net	1,196	2,221	+85.7%	2,644	6,144	+132.4%
Operating Income before Income Tax and Social Contribution	11,418	9,341	-18.2%	23,887	24,482	+2.5%
Income Tax and Social Contribution	(4,149)	(2,820)	-32.0%	(8,858)	(8,181)	-7.6%
Net Profit	7,269	6,521	-10.3%	15,029	16,301	+8.5%
Net Margin	12.0%	9.9%	-2.1 p.p.	9.9%	8.9%	-1.0 p.p.
EBITDA	12,517	9,541	-23.8%	28,169	25,748	-8.3%
EBITDA Margin	20.6%	14.5%	-6.2 p.p.	18.6%	14.1%	-4.5 p.p.

SALES PERFORMANCE

Gross revenue in 3Q22 increased 9.6%, mainly due to improved performance by the sales channels, which grew 17.5%. The following chart shows the evolution of revenue between 3Q21 and 3Q22(1):



(1) 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 rate variation.

Dell Anno and Favorita - Exclusive Dealers	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	30,586	28,538	-6.7%	76,811	80,249	+4.5%
Number of Modules Sold (thousand units)	52.1	33.3	-36.1%	139.1	104.0	-25.2%
New and Casa Brasileira - Exclusive Dealers	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	18,919	24,201	+27.9%	51,221	63,620	+24.2%
Number of Modules Sold (thousand units)	55.8	54.4	-2.5%	163.1	151.2	-7.3%
Multibrands	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	8,918	9,141	+2.5%	24,852	27,181	+9.4%
Number of Modules Sold (thousand units)	31.2	24.4	-21.8%	94.6	77.1	-18.5%
Unicasa Corporate	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	2,948	4,756	+61.3%	6,344	19,445	+206.5%
Number of Modules Sold (thousand units)	9.4	9.6	+2.1%	19.3	37.8	+95.9%
Export Market	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	10,362	11,876	+14.6%	21,327	29,337	+37.6%
Number of Modules Sold (thousand units)	14.4	15.3	+6.3%	34.9	41.5	+18.9%

Consolidated Indicators – Unicasa

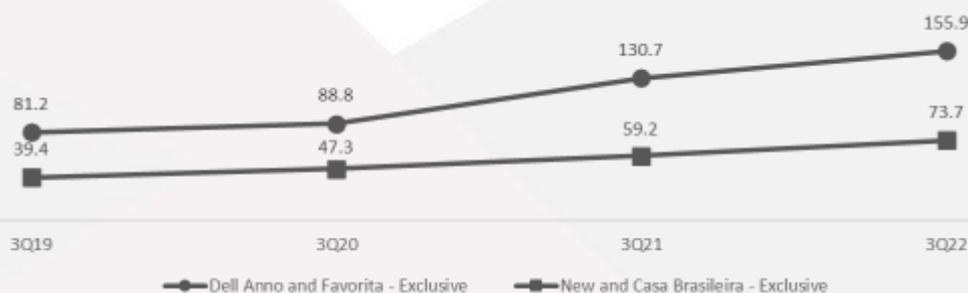
Unicasa Indústria de Móveis	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue. ex-IPI	72,714	79,657	+9.5%	183,365	222,382	+21.3%
Number of Modules Sold (thousand units)	162.9	137.1	-15.8%	451.5	411.9	-8.8%

SALES AND DISTRIBUTION CHANNELS

Period	3Q21	4Q21	1Q22	2Q22	3Q22	Δ ⁽¹⁾
Exclusive Stores	204	203	200	193	184	(9)
Dell Anno and Favorita	78	76	72	66	56	(10)
New and Casa Brasileira	108	109	110	109	110	1
Abroad	18	18	18	18	18	-
Multibrand	106	106	105	104	102	(2)
New and Casa Brasileira Multibrand	78	78	77	76	74	(2)
Abroad	28	28	28	28	28	-

(1) Variation compared to 2Q22.

Average productivity in the quarter per Dell Anno and Favorita store was R\$ 155.900/month, 19.3% higher than in 3Q21, while average productivity per New and Casa Brasileira store was R\$73,700/month, 24.4% higher. The following chart shows historical productivity by quarter.



FINANCIAL PERFORMANCE

Gross Profit and Gross Margin

As in 2Q22, the variation in gross margin is mainly due to corporate sales in both the domestic and export markets.

Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	3Q21	3Q22	Δ	9M21	9M22	Δ
Total	(13,161)	(18,169)	+38.1%	(35,668)	(47,140)	+32.2%
Selling Expenses	(9,477)	(13,383)	+41.2%	(24,896)	(33,361)	+34.0%
% of Net Revenue	15.6%	20.3%	+4.7 p.p.	16.5%	18.3%	+1.8 p.p.
Administrative Expenses	(3,684)	(4,786)	+29.9%	(10,772)	(13,779)	+27.9%
% of Net Revenue	6.1%	7.3%	+1.2 p.p.	7.1%	7.5%	+0.4 p.p.
SG&A % of Net Revenue	21.7%	27.6%	+5.9 p.p.	23.6%	25.8%	+2.2 p.p.

The following chart presents the evolution of Selling, General and Administrative Expenses between 3Q21 and 3Q22(1):



(1) In million.

The main impacts on personnel expenses are: the increase in headcount to sustain the growth of the U.S. operation; replacements in the support team for domestic stores, which had been postponed due to the pandemic; and the collective bargaining agreement, with a wage increase of 10.6%.

Advertising expenses increased R\$1.2 million, especially due to the resumption of fairs, conventions and advertising campaigns, which did not occur in 2021 due to the pandemic.

Marketing costs increased R\$0.9 million, mainly due to expenses related to the corporate and export segment, such as freight, customs clearance and assembly.

The partial resumption of travel contributed to the R\$0.4 million increase in this expense line.

Operating expenses in the U.S. increased due to variable costs of sales, especially freight.

Other Operating Income and Expenses

Other operating income were higher mainly due to the non-recurring effect of recovery of amounts related to lawsuits.

Other Operating Income and Expenses	3Q21	3Q22	Δ	9M21	9M22	Δ
Total	1,198	1,324	10.5%	3,336	9,534	185.8%
Result from the sale of assets held for sale and of property, plant and equipment	43	3	-93.0%	(50)	(110)	120.0%
Bank Premium	256	226	-11.7%	611	538	-11.9%
Other Operating Income	899	1,095	21.8%	2,775	9,106	228.1%
% of Net Revenue	2.0%	2.0%	0 p.p.	5.1%	14.5%	9.4 p.p.

Financial Result

The main factors for the increase in the financial result were inflation adjustment on tax lawsuits, as mentioned above, and the effect of present value adjustment.

Financial Result	3Q21	3Q22	Δ	9M21	9M22	Δ
Net Financial Result	1,196	2,497	+108.8%	3,093	8,181	+164.5%
Financial Expenses	(1,539)	(1,466)	-4.7%	(3,866)	(5,077)	+31.3%
IOF charge and bank fees	(20)	(51)	+155.0%	(70)	(150)	+114.3%
Loans and financing expenses	(311)	(466)	+49.8%	(733)	(1,345)	+83.5%
Exchange variation expenses	(751)	(382)	-49.1%	(2,283)	(2,306)	+1.0%
Present value adjustment - AVP	(274)	(507)	+85.0%	(528)	(1,121)	+112.3%
Other financial expenses	(183)	(60)	-67.2%	(252)	(155)	-38.5%
Financial Income	2,735	3,963	+44.9%	6,959	13,258	+90.5%
Interest income	248	229	-7.7%	858	923	+7.6%
Discounts	46	36	-21.7%	121	99	-18.2%
Yield from short-term investments	857	964	+12.5%	1,557	3,998	+156.8%
Exchange variation income	1,145	830	-27.5%	2,803	2,716	-3.1%
Present value adjustment - AVP	397	1,121	+182.4%	1,011	2,828	+179.7%
Other financial income	42	783	+1764.3%	609	2,694	+342.4%

EBITDA and EBITDA Margin

EBITDA	3Q21	3Q22	Δ	9M21	9M22	Δ
Net Income for the Period	7,269	7,360	+1.3%	16,301	27,986	+71.7%
Income Tax and Social Contribution	4,149	2,212	-46.7%	9,262	4,855	-47.6%
Financial Result	(1,196)	(2,497)	+108.8%	(3,093)	(8,181)	+164.5%
EBIT	10,222	7,075	-30.8%	22,470	24,660	+9.7%
Depreciation and Amortization	2,295	2,421	+5.5%	6,926	7,410	+7.0%
EBITDA	12,517	9,496	-24.1%	29,396	32,070	+9.1%
EBITDA Margin	20.6%	14.4%	-6.2 p.p.	19.5%	17.6%	-1.9 p.p.

Cash Flow

Cash consumption in the quarter was mainly due to the decline in advances from customers, which consumed cash of R\$11.8 million. Also worth highlighting is the decrease in cash flow from operating activities caused by the increase in expenses, as mentioned earlier in this release. In 3Q21, advances from customers moved in the opposite direction, when the Company increased prices in August, which increased advances from customers seeking to hedge prices, resulting in cash inflow of approximately R\$20 million.

Cash Flow	3Q21	3Q22	Δ	9M21	9M22	Δ
Cash Flows from Operating Activities	13,726	9,640	-29.8%	32,490	38,618	+18.9%
Changes in Assets and Liabilities	17,493	(11,968)	-168.4%	31,378	(30,899)	-198.5%
Financial Investments	(9,696)	1,747	-118.0%	(12,765)	3,182	-124.9%
Cash generated by investment activities	(2,598)	(5,061)	+94.8%	(27,758)	(46,978)	+69.2%
Cash generated by financing activities	(1,186)	(1,186)	+0.0%	2,538	(9,896)	-489.9%
Effect of exchange variation on cash and cash equivalents	(371)	193	-152.0%	(475)	288	-160.6%
Cash flow (burn)	17,368	(6,635)	-138.2%	25,408	(45,685)	-279.8%
Financial Investments	9,696	(1,747)	-118.0%	12,765	(3,182)	-124.9%
Cash flow and Financial Investments	27,064	(8,382)	-131.0%	38,173	(48,867)	-228.0%

Net Cash

Net Cash	31/12/2021	30/09/2022	Δ
Short Term Debt	4,863	5,261	+8.2%
Long Term Debt	9,884	5,930	-40.0%
Gross Debt	14,747	11,191	-24.1%
Cash and Cash Equivalents	60,250	14,565	-75.8%
Financial Investments	31,480	28,298	-10.1%
Net Debt/(Cash Surplus)	(76,983)	(31,672)	-58.9%

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

NOPLAT (Net Operating Profit Less Adjusted Taxes)	3Q22	2Q22	1Q22	4Q21	3Q21
(=) EBITDA	9,496	7,039	15,535	10,186	12,517
Depreciation	2,421	2,427	2,562	2,495	2,295
(=) EBIT	7,075	4,612	12,973	7,691	10,222
Income Tax and Social Contribution	(2,212)	2,092	(4,735)	333	(4,149)
Financial Result Income Tax Reversal	849	1,276	657	548	407
(=) Operating Net Income (NOPLAT)	5,712	7,980	8,895	8,572	6,480
(=) Operating Net Income (NOPLAT) - Last Twelve Months	31,159	31,927	28,023	22,832	23,024

ROIC (Return on Invested Capital)	3Q22	2Q22	1Q22	4Q21	3Q21
Invested Capital - LTM	135,208	117,149	108,018	100,111	111,419
ROIC - LTM	23.0%	27.3%	25.9%	22.8%	20.7%

ROE (Return on Equity)	3Q22	2Q22	1Q22	4Q21	3Q21
Net Profit	7,360	10,456	10,170	9,637	7,269
Net Profit - Last Twelve Months	37,623	37,532	32,370	25,938	25,818
Shareholders' equity	196,055	188,502	177,759	167,781	165,283
Shareholders' equity - Last Twelve Months	182,524	174,831	167,208	162,710	159,752
ROE - LTM	20.6%	21.5%	19.4%	15.9%	16.2%

ANNEX I – WORKING CAPITAL AND CAPITAL INVESTED

Invested Capital	30/09/2022	30/06/2022	31/03/2022	31/12/2021
Operational Assets	109,363	109,554	105,355	91,207
(+) Trade Accounts Receivable	33,777	32,613	30,358	32,222
(+) Long Term Trade Accounts Receivable	15,715	14,614	15,759	13,044
(+) Long Term Loans Granted	612	1,552	1,674	1,543
(+) Inventories	42,039	40,584	40,652	37,925
(+) Advances to Suppliers	2,788	2,524	1,850	1,758
(+) Loans Granted	784	596	590	504
(+) Prepaid Expenses	6,521	6,009	3,868	2,365
(+) Recoverable Taxes	7,005	10,940	10,482	1,724
(+) Other Assets	122	122	122	122
Operational Liabilities	86,536	93,183	106,707	91,063
(-) Suppliers	12,297	7,799	8,070	5,120
(-) Tax Liabilities	5,162	5,748	4,732	1,571
(-) Payroll and Related Charges	8,464	7,167	5,178	4,233
(-) Advances from Customers	54,782	66,570	80,753	73,817
(-) Provisions	280	346	410	486
(-) Other Liabilities	5,358	5,553	5,132	5,836
(=) Working Capital	22,827	16,371	(1,352)	144
Non-current Operating Assets	149,936	142,133	140,466	105,090
(+) Assets Held for Sale	2,746	527	527	527
(+) Deferred Income and Social Contribution Taxes	1,339	1,134	898	993
(+) Recoverable Taxes	2,140	2,092	2,122	1,828
(+) Judicial Deposits	1,129	1,252	1,314	1,383
(+) Other Assets	2,959	114	94	117
(+) Investments	20	20	20	20
(+) Property, Plant and Equipment	137,912	134,936	133,167	97,517
(+) Intangible Assets	1,691	2,058	2,324	2,705
Non-current Operating Liabilities	8,380	8,875	9,431	8,098
(-) Tax Liabilities	1,035	1,055	966	404
(-) Provisions	7,345	7,820	8,465	7,694
(=) Fixed Capital	141,556	133,258	131,035	96,992
(=) Total invested capital	164,383	149,629	129,683	97,136
Financing				
(+) Shareholders' equity	196,055	188,502	177,759	167,781
(+) Dividends and interest on Equity Payable	-	-	6,338	6,338
(+) Short Term Loans Granted	5,261	5,256	4,873	4,863
(+) Long Term Loans Granted	5,930	7,116	8,698	9,884
(-) Cash and Cash Equivalents	14,565	21,200	38,823	60,250
(-) Short Term Financial Investments	20,271	22,129	21,466	23,961
(-) Long Term Financial Investments	8,027	7,916	7,696	7,519
(=) Total Financing	164,383	149,629	129,683	97,136

ANNEX II – FINANCIAL STATEMENTS – INCOME STATEMENT – CONSOLIDATED

Income Statement	3Q21	3Q22	AV	AH	9M21	AV	9M22	AV	AH
Gross Revenue from Sales	75,658	81,770	124.2%	+8.1%	191,076	126.4%	229,235	125.5%	+20.0%
Domestic Market	65,296	69,894	106.2%	+7.0%	169,749	112.3%	199,898	109.4%	+17.8%
Dell Anno and Favorita	31,984	29,412	44.7%	-8.0%	80,355	53.2%	83,029	45.4%	+3.3%
New and Casa Brasileira Exclusive Dealers	19,834	24,962	37.9%	+25.9%	53,706	35.5%	65,883	36.1%	+22.7%
New and Casa Brasileira Multibrand	9,363	9,437	14.3%	+0.8%	26,095	17.3%	28,178	15.4%	+8.0%
Unicasa Corporate	3,095	4,911	7.5%	+58.7%	6,662	4.4%	20,184	11.0%	+203.0%
Other Revenues	1,020	1,172	1.8%	+14.9%	2,931	1.9%	2,624	1.4%	-10.5%
Exports	10,362	11,876	18.0%	+14.6%	21,327	14.1%	29,337	16.1%	+37.6%
Sales Deductions	(15,038)	(15,932)	-24.2%	+5.9%	(39,941)	-26.4%	(46,530)	-25.5%	+16.5%
Net Revenue from Sales	60,620	65,838	100.0%	+8.6%	151,135	100.0%	182,705	100.0%	+20.9%
Cost of Goods Sold	(38,435)	(41,918)	-63.7%	+9.1%	(96,333)	-63.7%	(120,439)	-65.9%	+25.0%
Gross Profit	22,185	23,920	36.3%	+7.8%	54,802	36.3%	62,266	34.1%	+13.6%
Selling Expenses	(9,477)	(13,383)	-20.3%	+41.2%	(24,896)	-16.5%	(33,361)	-18.3%	+34.0%
General and Administrative Expenses	(3,684)	(4,786)	-7.3%	+29.9%	(10,772)	-7.1%	(13,779)	-7.5%	+27.9%
Other Operating Income, Net	1,198	1,324	2.0%	+10.5%	3,336	2.2%	9,534	5.2%	+185.8%
Operating Income	10,222	7,075	10.7%	-30.8%	22,470	14.9%	24,660	13.5%	+9.7%
Financial Expenses	(1,539)	(1,466)	-2.2%	-4.7%	(3,866)	-2.6%	(5,077)	-2.8%	+31.3%
Financial Income	2,735	3,963	6.0%	+44.9%	6,959	4.6%	13,258	7.3%	+90.5%
Operating Income before Income Tax and Social Contribution	11,418	9,572	14.5%	-16.2%	25,563	16.9%	32,841	18.0%	+28.5%
Income Tax and Social Contribution	(4,149)	(2,212)	-3.4%	-46.7%	(9,262)	-6.1%	(4,855)	-2.7%	-47.6%
Current	(2,575)	(2,457)	-3.7%	-4.6%	(5,462)	-3.6%	(4,633)	-2.5%	-15.2%
Deferred	(1,574)	245	0.4%	-115%	(3,800)	-2.5%	(222)	-0.1%	-94.2%
Net Income for the Period	7,269	7,360	11.2%	+1.3%	16,301	10.8%	27,986	15.3%	+71.7%
Earnings per Share (R\$)	0.11	0.11			0.25		0.42		

ANNEX III - FINANCIAL STATEMENTS – BALANCE SHEET – CONSOLIDATED

Assets	31/12/2021	AV	30/09/2022	AV	Δ
Current Assets	160,831	55.8%	127,872	42.3%	-20.5%
Cash and Cash Equivalents	60,250	20.9%	14,565	4.8%	-75.8%
Restricted Marketable Securities	23,961	8.3%	20,271	6.7%	-15.4%
Trade Accounts Receivable	32,222	11.2%	33,777	11.2%	+4.8%
Inventories	37,925	13.2%	42,039	13.9%	+10.8%
Advances to Suppliers	1,758	0.6%	2,788	0.9%	+58.6%
Loans Granted	504	0.2%	784	0.3%	+55.6%
Prepaid Expenses	2,365	0.8%	6,521	2.2%	+175.7%
Recoverable Taxes	1,724	0.6%	7,005	2.3%	+306.3%
Other Assets	122	0.0%	122	0.0%	+0.0%
Non-Current Assets	127,196	44.2%	174,290	57.7%	+37.0%
Financial Investments	7,519	2.6%	8,027	2.7%	+6.8%
Trade Accounts Receivable	13,044	4.5%	15,715	5.2%	+20.5%
Loans Granted	1,543	0.5%	612	0.2%	-60.3%
Assets Held for Sale	527	0.2%	2,746	0.9%	+421.1%
Deferred Income and Social Contribution Taxes	993	0.3%	1,339	0.4%	+34.8%
Recoverable Taxes	1,828	0.6%	2,140	0.7%	+17.1%
Judicial Deposits	1,383	0.5%	1,129	0.4%	-18.4%
Other Assets	117	0.0%	2,959	1.0%	+2429.1%
Investments	20	0.0%	20	0.0%	+0.0%
Property, Plant and Equipment	97,517	33.9%	137,912	45.6%	+41.4%
Intangible Assets	2,705	0.9%	1,691	0.6%	-37.5%
Total Assets	288,027	100%	302,162	100%	+4.9%
Liabilities	31/12/2021	AV	30/09/2022	AV	Δ
Current Liabilities	102,264	35.5%	91,797	30.4%	-10.2%
Loans and Financing	4,863	1.7%	5,261	1.7%	+8.2%
Suppliers	5,120	1.8%	12,297	4.1%	+140.2%
Tax Liabilities	1,571	0.5%	5,162	1.7%	+228.6%
Dividends and interest on Equity Payable	6,338	2.2%	-	0.0%	-100.0%
Payroll and Related Charges	4,233	1.5%	8,464	2.8%	+100.0%
Advances from Customers	73,817	25.6%	54,782	18.1%	-25.8%
Deferred Income and Social Contribution Taxes	-	0.0%	193	0.1%	n/a
Provisions	486	0.2%	280	0.1%	-42.4%
Other Liabilities	5,836	2.0%	5,358	1.8%	-8.2%
Non-Current Liabilities	17,982	6.2%	14,310	4.7%	-20.4%
Loans and Financing	9,884	3.4%	5,930	2.0%	-40.0%
Tax Liabilities	404	0.1%	1,035	0.3%	+156.2%
Provisions	7,694	2.7%	7,345	2.4%	-4.5%
Shareholders' equity	167,781	58.3%	196,055	64.9%	+16.9%
Capital Stock	147,000	51.0%		48.6%	+0.0%
Retained Profits Reserve	20,449	7.1%	20,449	6.8%	+0.0%
Cumulative Translation Adjustment	332	0.1%	620	0.2%	+86.7%
Accumulated Profit/(Loss)	-	0.0%	27,986	9.3%	n/a
Total Liabilities and Shareholders' Equity	288,027	100%	302,162	100%	+4.9%

ANNEX IV – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED

Cash Flow Statement	3Q21	3Q22	Δ	9M21	9M22	Δ
Net income (loss) for the period	7,269	7,360	+1.3%	16,301	27,986	+71.7%
Adjustment to Reconcile the Net Income to Cash from Operating Activities:						
Depreciation and Amortization	2,295	2,421	+5.5%	6,926	7,410	+7.0%
Income tax and social contribution	4,149	2,212	-46.7%	9,262	4,855	-47.6%
Foreign Exchange Variation	264	(677)	-356.4%	(118)	(460)	+289.8%
Interest Apropriation	311	466	+49.8%	733	1,345	+83.5%
Provision for Litigation	(1,056)	(326)	-69.1%	(1,403)	(1,029)	-26.7%
Provision for Obsolescence	98	(176)	-279.6%	67	172	+156.7%
Allowance for Doubtful Accounts	(270)	75	-127.8%	33	249	+654.5%
Other provision	425	(1,743)	-510.1%	(115)	(2,091)	+1718.3%
Disposal of Property, Plant and Equipment	241	28	-88.4%	804	181	-77.5%
Cash Flows from Operating Activities	13,726	9,640	-29.8%	32,490	38,618	+18.9%
Changes in Assets and Liabilities						
Trade Accounts Receivable	(1,125)	(2,064)	+83.5%	(56)	(4,277)	+7537.5%
Inventories	373	(1,279)	-442.9%	(7,725)	(4,286)	-44.5%
Recoverable Taxes	(140)	8,582	-6230%	(2,104)	(841)	-60.0%
Loans Granted	116	752	+548.3%	306	651	+112.7%
Other Current and Non-Current Assets	(645)	(3,498)	+442.3%	(950)	(7,774)	+718.3%
Non-Current Assets Available for Sale	586	(2,219)	-478.7%	59	(2,219)	-3861.0%
Suppliers	1,163	4,817	+314.2%	4,058	7,357	+81.3%
Advance from Customers	19,833	(11,788)	-159.4%	41,192	(19,035)	-146.2%
Other Current and Non-Current Liabilities	40	(1,549)	-3972%	1,929	5,530	+186.7%
Payment of Income and Social Contribution Taxes	(2,411)	(3,261)	+35.3%	(4,674)	(4,662)	-0.3%
Payment of Interest on Loans	(297)	(461)	+55.2%	(657)	(1,343)	+104.4%
Net Cash from Operating Activities	31,219	(2,328)	-107.5%	63,868	7,719	-87.9%
Cash Flows from Investing Activities						
Financial Investments	(9,696)	1,747	-118.0%	(12,765)	3,182	-124.9%
Property, Plant and Equipment	(2,530)	(5,027)	+98.7%	(27,405)	(46,633)	+70.2%
Intangible Assets	(68)	(34)	-50.0%	(353)	(345)	-2.3%
Net Cash used in Investing Activities	(12,294)	(3,314)	-73.0%	(40,523)	(43,796)	+8.1%
Cash Flows from Financing Activities						
Loans Taken	-	-	n/a	17,000	-	-100.0%
Loan and Interest Payments	(1,186)	(1,186)	+0.0%	(1,186)	(3,558)	+200.0%
Cash Flows (used in) from Financing Activities	(1,186)	(1,186)	+0.0%	2,538	(9,896)	-489.9%
Effect of exchange variation on cash and cash equivalents	(371)	193	-152.0%	(475)	288	-160.6%
Increase (Decrease) in Cash and Cash Equivalents	17,368	(6,635)	-138.2%	25,408	(45,685)	-279.8%
Changes in Cash and Cash Equivalents						
At the Beginning of the Period	55,624	21,200	-61.9%	47,584	60,250	+26.6%
At the End of the Period	72,992	14,565	-80.0%	72,992	14,565	-80.0%
Increase (Decrease) in Cash and Cash Equivalents	17,368	(6,635)	-138.2%	25,408	(45,685)	-279.8%

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

Gross Revenue	1Q21	1Q22	2Q21	2Q22	3Q20	3Q21	4Q20	4Q21	1S21	1S22
Total Gross Revenue	54,370	74,718	61,048	72,747	75,658	81,770	66,748	87,306	191,076	229,235
Domestic Market	49,703	67,293	54,750	62,711	65,296	69,894	57,104	75,078	169,749	199,898
Dell Anno and Favorita - Exclusive Dealers	23,201	28,229	25,176	25,388	31,984	29,412	26,687	35,887	80,355	83,029
New and Casa Brasileira Exclusive Dealers	16,233	20,916	17,639	20,005	19,834	24,962	18,629	23,283	53,706	65,883
New and Casa Brasileira Multibrand	8,113	9,541	8,619	9,200	9,363	9,437	8,388	10,552	26,095	28,178
Unicasa Corporate	1,093	7,800	2,474	7,473	3,095	4,911	2,866	4,711	6,662	20,184
Other Revenues	1,063	807	842	645	1,020	1,172	534	645	2,931	2,624
Export Market	4,667	7,425	6,298	10,036	10,362	11,876	9,644	12,228	21,327	29,337
Gross Revenue from Sales Ex-IPI	1Q21	1Q22	2Q21	2Q22	3Q20	3Q21	4Q20	4Q21	1S21	1S22
Total Gross Revenue	52,094	71,972	58,559	70,753	72,714	79,657	64,124	83,858	183,365	222,382
Domestic Market	47,427	64,547	52,261	60,717	62,352	67,781	54,480	71,630	162,038	193,045
Dell Anno and Favorita - Exclusive Dealers	22,162	27,111	24,069	24,600	30,586	28,538	25,477	34,257	76,811	80,249
New and Casa Brasileira Exclusive Dealers	15,482	20,048	16,820	19,371	18,919	24,201	17,771	22,213	51,221	63,620
New and Casa Brasileira Multibrand	7,726	9,138	8,208	8,902	8,918	9,141	7,988	10,051	24,852	27,181
Unicasa Corporate	1,041	7,470	2,355	7,219	2,948	4,756	2,730	4,488	6,344	19,445
Other Revenues	1,016	780	809	625	981	1,145	514	621	2,810	2,550
Export Market	4,667	7,425	6,298	10,036	10,362	11,876	9,644	12,228	21,327	29,337
Modules Sold (Units)	1Q21	1Q22	2Q21	2Q22	3Q20	3Q21	4Q20	4Q21	1S21	1S22
Total Gross Revenue	140,234	141,252	148,422	133,492	162,948	137,113	198,658	175,000	451,604	411,857
Domestic Market	132,579	133,189	135,589	115,325	148,521	121,838	175,197	155,774	416,689	370,352
Dell Anno and Favorita - Exclusive Dealers	42,568	38,925	44,506	31,792	52,062	33,255	56,602	51,473	139,136	103,972
New and Casa Brasileira Exclusive Dealers	53,220	51,372	54,117	45,394	55,788	54,398	74,231	59,962	163,125	151,164
New and Casa Brasileira Multibrand	32,487	28,165	30,941	24,520	31,203	24,436	38,012	31,886	94,631	77,121
Unicasa Corporate	3,910	14,645	5,984	13,551	9,445	9,612	6,225	12,385	19,339	37,808
Other Revenues	394	82	41	68	23	137	127	68	458	287
Export Market	7,655	8,063	12,833	18,167	14,427	15,275	23,461	19,226	34,915	41,505