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Índice de Ações com Governança Corporativa Diferenciada **IGC**

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

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Bento Gonçalves, Rio Grande do Sul, March 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 fourth quarter of 2021 (4Q21). 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 31.3% in net revenue;
- R\$7.6 millions of operating income;
- EBITDA Margin of 14.7% (-8.9 p.p.);
- Net Margin of 13.9% (-4.1 p.p.);
- ROIC UDM of 22.8% (+0.6 p.p. vs 3Q21).

Executive Summary	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue ex-IPI	64,124	83,858	+30.8%	184,616	267,219	+44.7%
Net Revenue	52,934	69,508	31.3%	150,449	220,643	46.7%
Cost of Goods Sold	(30,087)	(44,218)	+47.0%	(91,765)	(140,551)	+53.2%
Gross Income	22,847	25,290	+10.7%	58,684	80,092	+36.5%
Gross Margin	43.2%	36.4%	-6.8 p.p.	39.0%	36.3%	-2.7 p.p.
Selling and Administrative Expenses	(13,954)	(18,214)	+30.5%	(45,800)	(53,882)	+17.6%
Other Revenues and Operating Expenses	1,305	615	-52.9%	4,689	3,951	-15.7%
Operating Income	10,198	7,691	-24.6%	17,573	30,161	72%
Operating Margin	19.3%	11.1%	-8.2 p.p.	11.7%	13.7%	+2.0 p.p.
Financial Income (Expenses) Net	1,140	1,613	+41.5%	2,810	4,706	+67.5%
Operating Income before Income Tax and Social Contribution	11,338	9,304	-17.9%	20,383	34,867	+71.1%
Income Tax and Social Contribution	(1,821)	333	-118.3%	(5,550)	(8,929)	+60.9%
Net Profit	9,517	9,637	+1.3%	14,833	25,938	+74.9%
Net Margin	18.0%	13.9%	-4.1 p.p.	9.9%	11.8%	+1.9 p.p.
EBITDA	12,512	10,186	-18.6%	26,452	39,582	+49.6%
EBITDA Margin	23.6%	14.7%	-8.9 p.p.	17.6%	17.9%	+0.3 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 the 4th quarter, the Company's revenue grew 31%, the lowest in the year. The apparent stability in the number of stores in exclusive channels conceals the qualitative changes that are still in the maturation phase. The performance of same store sales exceeded the expectations for the year, thanks to investments made in the export channel. Revenue growth was not higher only because of delays in the conclusion of construction works, which delayed the delivery of our product.

The Company continues its dealer selection policy which, despite restricting the number of store openings, has been effective in retaining dealers that are committed to the Company's mission and to improving the quality of delivery of products and services.

As mentioned in recent releases, the supply chain continues to face strong demand and, consequently, price increases have been recurring. To arrive at a price/cost equilibrium, the Company increased prices thrice during 2021, a policy that had never been implemented by it.

Commercial and administrative expenses increased mainly due to investments in developing the U.S. market, involving both personnel in Brazil and the United States. The resumption of travel and marketing actions, earlier restricted due to the pandemic, also contributed to the increase despite being below normal levels. Notable among expenses is the reduction in customer service expenses, which underscores the benefits of a dealer network and the importance of using criteria to select dealers that will represent the Company's brands.

The Company's financial result also grew significantly, mainly due to the higher balance of short-term investments resulting from advances made by dealers seeking to hedge against prices, as well as the increase in the basic interest (SELIC) rate.

Return on Invested Capital (ROIC) in 2021 matched the Company's improved operating result to reach 22.8%, the highest in the Company's history. The increase in ROIC was driven by the following

key points other than operating result: At the heart of the Company's strategic plan is improved profitability of dealers and, consequently, of the Company itself. To achieve these goals, the Company has been constantly improving its products and the positioning of brands and stores, thereby increasing the average ticket. As such, the profile of consumers has changed and the need for credit from dealers has declined which, apart from a more restrictive lending policy, has reduced working capital needs. Moreover, at the end of 2020, the Company launched a new tool for dealers to advance cash to Unicasa as a way of hedging against price increases. The new tool, combined with more constant and significant price increases during the year, contributed to a sizeable amount of advances, with the balance of advances from customers standing at R\$73.8 million in 2021 (R\$20.4 million in 2020).

In 2021, the Company started the execution of its strategic planning in relation to manufacturing investments to enable the Company's sustainable growth, in alignment with the needs of consumers, who have increasingly demanded product customization, which requires greater production flexibility to deliver a broad and varied range of dimensions and sizes. The total investment is approximately €14.9 million. In early 2021, the Company obtained a loan of R\$17 million to fund these investments and, subsequently, the Board of Directors Meeting held on May 28, 2021 approved the acquisition of equipment worth €7 million. The remainder involves acquisitions individually smaller than do not give rise to formal approval by the Board of Directors.

Accordingly, the Company management will, at the next meeting, propose the retention of a portion of net income from the fiscal year to finance the investments envisaged in the Company's strategic plan.

Proposal for allocation of net income from the year	2021 in Reais
Net Income in the period	25,938,380.76
Legal reserve (5%)	(1,296,919.04)
Adjusted net income	24,641,461.72
Mandatory dividend (25%)	6,160,365.43
Additional dividends	970,353.25
Retained earnings	17,510,743.04

Total allocated	24,641,461.72
Dividends distribution	
Interest on equity	7,130,718.68
Total proposed per share	0.107900000

Interest on equity was declared at the Board of Directors Meeting held on December 13, 2021.

The Company management thanks its shareholders, clients, dealers, employees, suppliers and all those involved in the results of one more year that challenged us by way of impacts and uncertainties that we are still facing on account of the pandemic.

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.

Dell Anno and Favorita - Exclusive Dealers	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	25,477	34,257	+34.5%	77,227	111,068	+43.8%
Number of Modules Sold (thousand units)	56.6	51.5	-9.0%	170.0	190.6	+12.1%
New and Casa Brasileira - Exclusive Dealers	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	17,771	22,213	+25.0%	49,143	73,434	+49.4%
Number of Modules Sold (thousand units)	74.2	60.0	-19.1%	197.2	223.1	+13.1%
Multibrands	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	7,988	10,051	+25.8%	22,670	34,903	+54.0%
Number of Modules Sold (thousand units)	38.0	31.9	-16.1%	104.7	126.5	+20.8%
Unicasa Corporate	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	2,730	4,488	+64.4%	12,987	10,832	-16.6%
Number of Modules Sold (thousand units)	6.2	12.4	+100.0%	31.3	31.7	+1.3%
Export Market	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	9,644	12,228	+26.8%	19,898	33,555	+68.6%
Number of Modules Sold (thousand units)	23.5	19.2	-18.3%	50.6	54.1	+6.9%

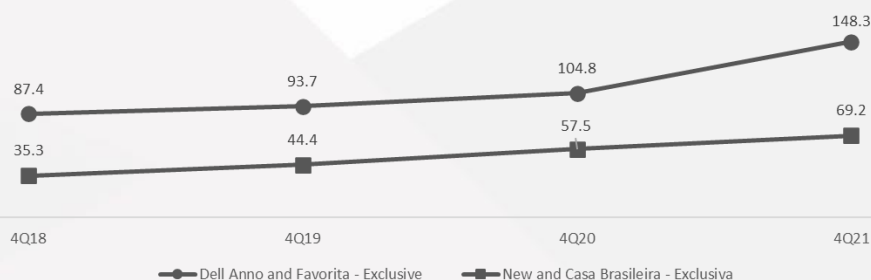
Consolidated Indicators – Unicasa

Unicasa Indústria de Móveis	4Q20	4Q21	Δ	2020	2021	Δ
Gross Revenue. ex-IPI	64,124	83,858	+30.8%	184,616	267,219	+44.7%
Number of Modules Sold (thousand units)	198.6	175.1	-11.8%	554.3	626.5	+13.0%

SALES AND DISTRIBUTION CHANNELS

Período	4T20	1T21	2T21	3T21	4T21	Δ ⁽¹⁾
Revendas Exclusivas	198	198	200	204	203	(1)
Dell Anno e Favorita	78	75	78	78	76	(2)
New e Casa Brasileira	105	107	105	108	109	1
Exterior	15	16	17	18	18	-
Multimarca	123	118	109	106	106	-
New e Casa Brasileira Multimarca	90	87	81	78	78	-
Exterior	33	31	28	28	28	-

Average productivity in the quarter per Dell Anno and Favorita store was R\$148.3 thousand/month, 41.45% higher than in 4Q20. Average productivity in the quarter per New and Casa Brasileira store was R\$69.2 thousand/month, 20.3% higher than in 4Q20. The following chart shows historical productivity by quarter.



FINANCIAL PERFORMANCE

Gross Profit and Gross Margin

Comparing the margins in 2020 (35.7%, 35.8%, 38.1% and 43.2%, respectively in each of the quarters) and 2021 (35.7%, 36.3%, 36.6% and 36.4%), we note that 4Q20 had some specific aspects in its mix. The supply chain of the furniture sector has come under tremendous pressure and the Company has been seeking to balance its price increases to keep its products competitive in the market.

Selling, General and Administrative Expenses (SG&A)

Selling General and Administrative Expenses	4Q20	4Q21	Δ	2020	2021	Δ
Total	(13,954)	(18,214)	+30.5%	(45,800)	(53,882)	+17.6%
Selling Expenses	(10,250)	(12,969)	+26.5%	(31,707)	(37,865)	+19.4%
% of Net Revenue	19.4%	18.7%	-0.7 p.p.	21.1%	17.2%	-3.9 p.p.
Administrative Expenses	(3,704)	(5,245)	+41.6%	(14,093)	(16,017)	+13.7%
% of Net Revenue	7.0%	7.5%	+0.5 p.p.	9.4%	7.3%	-2.1 p.p.
SG&A % of Net Revenue	26.4%	26.2%	-0.2 p.p.	30.5%	24.5%	-6.0 p.p.

The following chart shows the evolution of Selling, General and Administrative Expenses between 4Q20 and 4Q21⁽¹⁾:



⁽¹⁾ In million.

The increase in personnel expenses is mainly due to the support given to the U.S. operation. Average headcount in 4Q21 was 31% higher (149 vs. 114).

Operating expenses in the U.S. operation increased R\$1.9 million, due to selling and personnel expenses.

As in the last two quarters, advertising expenses increased R\$0.6 million in 4Q21. The increase is due to the resumption of actions earlier suspended on account of the pandemic.

The partial resumption of travel contributed to the R\$0.5 million increase in this expense line. The Company, however, still encourages giving priority to virtual meetings.

Market costs increased R\$0.4 million mainly due to expenses related to revenue growth, such as assembly, freight and commissions.

Expenses with consumers decreased R\$0.8 million, mainly due to provisions for services to end consumers recorded in 4Q20.

Other Operating Income and Expenses

Other Operating Income and Expenses	4Q20	4Q21	Δ	2020	2021	Δ
Total	1,305	615	-52.9%	4,689	3,951	-15.7%
Result from the sale of assets held for sale and of property, plant and equipment	(459)	(568)	23.7%	(441)	(618)	40.1%
Bank Premium	514	224	-56.4%	1,443	835	-42.1%
Trademark Rights	-	-	n/a	-	-	n/a
Other Operating Income	1,250	959	-23.3%	3,687	3,734	1.3%
% of Net Revenue	2.5%	0.9%	-1.6 p.p.	3.1%	1.8%	-1.3 p.p.

Financial Result

The increase in financial result was due to the higher yield from short-term investments resulting from the higher cash balance and the increase in SELIC, which were partially offset by interest on loans of R\$0.4 million in the quarter.

Financial Result	4Q20	4Q21	Δ	2020	2021	Δ
Net Financial Result	1,140	1,613	41.5%	2,810	4,706	67.5%
Financial Expenses	(1,395)	(1,424)	2.1%	(6,019)	(5,290)	-12.1%
IOF charge and bank fees	(28)	(24)	-14.3%	(104)	(94)	-9.6%
Loans and financing expenses	-	(384)	n/a	-	(1,117)	n/a
Exchange variation expenses	(1,005)	(394)	-60.8%	(5,160)	(2,677)	-48.1%
Present value adjustment - AVP	(227)	(570)	151.1%	(548)	(1,098)	100.4%
Other financial expenses	(135)	(52)	-62%	(207)	(304)	46.9%
Financial Income	2,535	3,037	19.8%	8,829	9,996	13.2%
Interest income	435	244	-43.9%	1,490	1,102	-26.0%
Discounts	11	49	345.5%	56	170	203.6%
Yield from short-term investments	249	1,539	518.1%	1,165	3,096	165.8%
Exchange variation income	1,462	396	-72.9%	4,655	3,199	-31.3%
Present value adjustment - AVP	325	767	136.0%	1,235	1,778	44.0%
Other financial income	53	42	-20.8%	228	651	185.5%

EBITDA and EBITDA Margin

EBITDA	4Q20	4Q21	Δ	2020	2021	Δ
Net Income for the Period	9,517	9,637	+1.3%	14,833	25,938	+74.9%
Income Tax and Social Contribution	1,821	(333)	-118.3%	5,550	8,929	+60.9%
Financial Result	(1,140)	(1,613)	+41.5%	(2,810)	(4,706)	+67.5%
EBIT	10,198	7,691	-24.6%	17,573	30,161	+71.6%
Depreciation and Amortization	2,314	2,495	+7.8%	8,879	9,421	+6.1%
EBITDA	12,512	10,186	-18.6%	26,452	39,582	+49.6%
EBITDA Margin	23.6%	14.7%	-8.9 p.p.	17.6%	17.9%	+0.3 p.p.

Cash Flow

Operating cash flow was 32% higher in 4Q21. The increase in revenue nominally affected the working capital needs in accounts receivable and inventories. However, the average term for receipt of sales decreased in 4Q21; otherwise, the working capital needs in accounts receivable would have been practically double the actual number. Advances from customers were higher in 4Q21 due to the advances

made by our dealers to hedge against the price increase in November. Regarding financing activities, in 4Q20, the Company paid dividends for fiscal year 2019, which had been postponed to the year-end due to the pandemic.

Cash Flow	4Q20	4Q21	Δ	2020	2021	Δ
Cash Flows from Operating Activities	11,348	14,996	+32.1%	29,003	47,486	+63.7%
Changes in Assets and Liabilities	(962)	(7,690)	+699.4%	(418)	23,688	-5767.0%
Financial Investments	14,244	(15,445)	-208.4%	21,103	(28,210)	-233.7%
Cash generated by investment activities	(3,011)	(3,829)	+27.2%	(7,198)	(31,587)	+338.8%
Cash generated by financing activities	(16,475)	(1,186)	-92.8%	(40,741)	1,352	-103.3%
Effect of exchange variation on cash and cash equivalents	(125)	412	-429.6%	274	(63)	-123.0%
Cash flow (burn)	5,019	(12,742)	-353.9%	2,023	12,666	+526.1%
Financial Investments	(14,244)	15,445	-208.4%	(21,103)	28,210	-233.7%
Cash flow and Financial Investments	(9,225)	2,703	-129.3%	(19,080)	40,876	-314.2%

Net Cash

Net Cash	12/31/2020	12/31/2021	Δ
Short Term Debt	-	4,863	n/a
Long Term Debt	-	9,884	n/a
Gross Debt	-	14,747	n/a
Cash and Cash Equivalents	47,584	60,250	+26.6%
Financial Investments	3,270	31,480	+862.7%
Net Debt/(Cash Surplus)	(50,854)	(76,983)	+51.4%

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

NOPLAT (Net Operating Profit Less Adjusted Taxes)	4Q21	3Q21	2Q21	1Q21	4Q20
(=) EBITDA	10,186	12,517	8,740	8,139	12,512
Depreciation	2,495	2,295	2,331	2,300	2,314
(=) EBIT	7,691	10,222	6,409	5,839	10,198
Income Tax and Social Contribution	333	(4,149)	(2,961)	(2,152)	(1,821)
Financial Result Income Tax Reversal	548	407	628	17	388
(=) Operating Net Income (NOPLAT)	8,572	6,480	4,076	3,704	8,765
(=) Operating Net Income (NOPLAT) - Last Twelve Months	22,832	23,024	21,099	17,207	12,978

ROIC (Return on Invested Capital)	4Q21	3Q21	2Q21	1Q21	4Q20
Invested Capital - LTM	100,111	103,671	108,135	111,419	119,645
ROIC - LTM	22.8%	22.2%	19.5%	15.4%	10.8%

ROE (Return on Equity)	4Q21	3Q21	2Q21	1Q21	4Q20
Net Profit	9,637	7,269	5,294	3,738	9,517
Net Profit - Last Twelve Months	25,938	25,818	23,703	18,679	14,833
Shareholders' equity	167,781	165,283	158,007	159,769	155,948
Shareholders' equity - Last Twelve Months	162,710	159,752	156,833	157,465	157,573
ROE - LTM	15.9%	16.2%	15.1%	11.9%	9.4%

ANNEX I – WORKING CAPITAL AND CAPITAL INVESTED

Invested Capital	12/31/2021	9/30/2021	6/30/2021	3/31/2021	12/31/2020
Operational Assets	91,207	79,125	77,632	74,682	70,173
(+) Trade Accounts Receivable	32,222	28,054	26,565	27,940	30,027
(+) Long Term Trade Accounts Receivable	13,044	10,967	11,318	9,544	8,848
(+) Long Term Loans Granted	1,543	1,617	1,724	1,860	1,732
(+) Inventories	37,925	31,923	32,362	29,782	24,243
(+) Advances to Suppliers	1,758	1,241	487	289	387
(+) Loans Granted	504	584	593	555	775
(+) Prepaid Expenses	2,365	2,750	2,731	2,760	2,173
(+) Recoverable Taxes	1,724	1,783	1,659	1,617	1,483
(+) Other Assets	122	206	193	335	505
Operational Liabilities	91,063	80,753	59,717	63,628	33,891
(-) Suppliers	5,120	8,174	6,978	6,525	4,097
(-) Tax Liabilities	1,571	2,489	2,534	3,271	1,734
(-) Payroll and Related Charges	4,233	6,046	4,852	3,608	2,838
(-) Advances from Customers	73,817	61,651	41,630	43,453	20,399
(-) Provisions	486	526	554	868	1,227
(-) Other Liabilities	5,836	1,867	3,169	5,903	3,596
(=) Working Capital	144	(1,628)	17,915	11,054	36,282
Non-current Operating Assets	105,090	102,951	104,579	95,948	84,161
(+) Assets Held for Sale	527	527	1,113	586	586
(+) Deferred Income and Social Contribution Taxes	993	87	1,081	2,122	2,902
(+) Recoverable Taxes	1,828	1,804	1,788	-	-
(+) Prepaid Expenses	-	-	-	-	-
(+) Judicial Deposits	1,383	1,513	1,641	1,681	1,690
(+) Other Assets	117	115	111	120	106
(+) Investments	20	20	20	20	20
(+) Property, Plant and Equipment	97,517	95,992	95,517	87,812	74,850
(+) Intangible Assets	2,705	2,893	3,308	3,607	4,007
Non-current Operating Liabilities	8,098	9,177	9,388	8,948	9,067
(-) Tax Liabilities	404	985	404	-	-
(-) Provisions	7,694	8,192	8,984	8,948	9,067
(=) Fixed Capital	96,992	93,774	95,191	87,000	75,094
(=) Total invested capital	97,136	92,146	113,106	98,054	111,376
Financing					
(+) Shareholders' equity	167,781	165,283	158,007	159,769	155,948
(+) Dividends and interest on Equity Payable	6,338	-	-	6,282	6,282
(+) Return of capital to shareholders	-	-	-	-	-
(+) Short Term Loans Granted	4,863	4,820	5,202	3,998	-
(+) Long Term Loans Granted	9,884	11,070	11,860	13,047	-
(-) Cash and Cash Equivalents	60,250	72,992	55,624	77,546	47,584
(-) Short Term Financial Investments	23,961	-	-	4,208	-
(-) Long Term Financial Investments	7,519	16,035	6,339	3,288	3,270
(=) Total Financing	97,136	92,146	113,106	98,054	111,376

ANNEX II – FINANCIAL STATEMENTS – INCOME STATEMENT – CONSOLIDATED

Income Statement	4Q20	4Q21	AV	AH	2020	2021	AV	AH
Gross Revenue from Sales	66,748	87,306	125.6%	+30.8%	192,495	278,382	126.2%	+44.6%
Domestic Market	57,104	75,078	108.0%	+31.5%	172,597	244,827	111.0%	+41.8%
Dell Anno and Favorita	26,687	35,887	51.6%	+34.5%	80,899	116,248	52.7%	+43.7%
New and Casa Brasileira Exclusive Dealers	18,629	23,283	33.5%	+25.0%	51,494	76,989	34.9%	+49.5%
New and Casa Brasileira Multibrand	8,388	10,552	15.2%	+25.8%	23,803	36,647	16.6%	+54.0%
Unicasa Corporate	2,866	4,711	6.8%	+64.4%	13,636	11,373	5.2%	-16.6%
Other Revenues	534	645	0.9%	+20.8%	2,765	3,570	1.6%	+29.1%
Exports	9,644	12,228	17.6%	+26.8%	19,898	33,555	15.2%	+68.6%
Sales Deductions	(13,814)	(17,798)	-25.6%	+28.8%	(42,046)	(57,739)	-26.2%	+37.3%
Net Revenue from Sales	52,934	69,508	100.0%	+31.3%	150,449	220,643	100.0%	+46.7%
Cost of Goods Sold	(30,087)	(44,218)	-63.6%	+47.0%	(91,765)	(140,551)	-63.7%	+53.2%
Gross Profit	22,847	25,290	36.4%	+10.7%	58,684	80,092	36.3%	+36.5%
Selling Expenses	(10,250)	(12,969)	-18.7%	+26.5%	(31,707)	(37,865)	-17.2%	+19.4%
General and Administrative Expenses	(3,704)	(5,245)	-7.5%	+41.6%	(14,093)	(16,017)	-7.3%	+13.7%
Other Operating Income, Net	1,305	615	0.9%	-52.9%	4,689	3,951	1.8%	-15.7%
Operating Income	10,198	7,691	11.1%	-24.6%	17,573	30,161	13.7%	+71.6%
Financial Expenses	(1,395)	(1,424)	-2.0%	+2.1%	(6,019)	(5,290)	-2.4%	-12.1%
Financial Income	2,535	3,037	4.4%	+19.8%	8,829	9,996	4.5%	+13.2%
Operating Income before Income Tax and Social Contribution	11,338	9,304	13.4%	-17.9%	20,383	34,867	15.8%	+71.1%
Income Tax and Social Contribution	(1,821)	333	0.5%	-118.3%	(5,550)	(8,929)	-4.0%	+60.9%
Current	(1,195)	(1,166)	-1.7%	-2.4%	(2,578)	(6,628)	-3.0%	+157.1%
Deferred	(626)	1,499	2.2%	-339.5%	(2,972)	(2,301)	-1.0%	-22.6%
Net Income for the Period	9,517	9,637	13.9%	+1.3%	14,833	25,938	11.8%	+74.9%
Earnings per Share (R\$)	0.14	0.15			0.22	0.39		

ANNEX III - FINANCIAL STATEMENTS – BALANCE SHEET – CONSOLIDATED

Assets	12/31/2020	AV	12/31/2021	AV	Δ
Current Assets	107,177	52.2%	160,381	55.8%	+50.1%
Cash and Cash Equivalents	47,584	23.2%	60,250	20.9%	+26.6%
Restricted Marketable Securities	-	0.0%	15,084	5.2%	n/a
Trade Accounts Receivable	30,027	14.6%	32,222	11.2%	+7.3%
Inventories	24,243	11.8%	37,925	13.2%	+56.4%
Advances to Suppliers	387	0.2%	1,758	0.6%	+354.3%
Loans Granted	775	0.4%	504	0.2%	-35.0%
Prepaid Expenses	2,173	1.1%	2,365	0.8%	+8.8%
Recoverable Taxes	1,483	0.7%	1,724	0.6%	+16.3%
Other Assets	505	0.2%	122	0.0%	-75.8%
Non-Current Assets	98,011	47.8%	136,073	47.2%	+38.8%
Financial Investments	3,270	1.6%	16,396	5.7%	+401.4%
Trade Accounts Receivable	8,848	4.3%	13,044	4.5%	+47.4%
Loans Granted	1,732	0.8%	1,543	0.5%	-10.9%
Assets Held for Sale	586	0.3%	527	0.2%	-10.1%
Deferred Income and Social Contribution Taxes	2,902	1.4%	993	0.3%	-65.8%
Recoverable Taxes	-	0.0%	1,828	0.6%	n/a
Prepaid Expenses	-	0.0%	-	0.0%	n/a
Judicial Deposits	1,690	0.8%	1,383	0.5%	-18.2%
Other Assets	106	0.1%	117	0.0%	+10.4%
Investments	20	0.0%	20	0.0%	+0.0%
Property, Plant and Equipment	74,850	36.5%	97,517	33.9%	+30.3%
Intangible Assets	4,007	2.0%	2,705	0.9%	-32.5%
Total Assets	205,188	100%	288,027	100%	+40.4%

Liabilities	12/31/2020	AV	12/31/2021	AV	Δ
Current Liabilities	40,173	19.6%	102,264	35.5%	+154.6%
Loans and Financing	-	0.0%	4,863	0.0%	n/a
Suppliers	4,097	2.0%	5,120	1.8%	+25.0%
Tax Liabilities	1,734	0.8%	1,571	0.5%	-9.4%
Dividends and interest on Equity Payable	6,282	3.1%	6,338	2.2%	+0.9%
Payroll and Related Charges	2,838	1.4%	4,233	1.5%	+49.2%
Advances from Customers	20,399	9.9%	73,817	25.6%	+261.9%
Provisions	1,227	0.6%	486	0.2%	-60.4%
Other Liabilities	3,596	1.8%	5,836	2.0%	+62.3%
Return of capital to shareholders	-	0.0%	-	0.0%	n/a
Non-Current Liabilities	9,067	4.4%	17,982	6.2%	+98.3%
Loans and Financing	-	0.0%	9,884	3.4%	n/a
Tax Liabilities	-	0.0%	404	0.1%	n/a
Provisions	9,067	4.4%	7,694	2.7%	-15.1%
Shareholders' equity	155,948	76.0%	167,781	58.3%	+7.6%
Capital Stock	147,000	71.6%	147,000	51.0%	+0.0%
Capital Reserve	-	0.0%	-	0.0%	n/a
Retained Profits Reserve	1,641	0.8%	20,449	7.1%	+1146.1%
Cumulative Translation Adjustment	313	0.2%	332	0.1%	+6.1%
Additional proposed dividends	6,994	3.4%	-	0.0%	-100.0%
Accumulated Profit/(Loss)	-	0.0%	-	0.0%	n/a
Total Liabilities and Shareholders' Equity	205,188	100%	288,027	100%	+40.4%

ANNEX IV – FINANCIAL STATEMENTS – CASH FLOW STATEMENT – CONSOLIDATED

Cash Flow Statement	4Q20	4Q21	Δ	2020	2021	Δ
Net income (loss) for the period	9,517	9,637	+1.3%	14,833	25,938	+74.9%
Adjustment to Reconcile the Net Income to Cash from Operating Activities:						
Depreciation and Amortization	2,314	2,495	+7.8%	8,879	9,421	+6.1%
Income tax and social contribution	1,821	(333)	-118.3%	5,550	8,929	+60.9%
Foreign Exchange Variation	(285)	(15)	-94.7%	(233)	(133)	-42.9%
Interest Appropriation	-	384	n/a	-	1,117	n/a
Provision for Litigation	(483)	(434)	-10.1%	(263)	(1,837)	+598.5%
Provision for Obsolescence	(273)	34	-112.5%	375	101	-73.1%
Allowance for Doubtful Accounts	171	253	+48.0%	371	286	-22.9%
Provision for Losses with credits receivable	-	-	n/a	-	-	n/a
Provision for Impairment Losses	-	-	n/a	-	-	n/a
Other provision	(1,529)	2,968	-294.1%	(1,616)	2,853	-276.5%
Disposal of Property, Plant and Equipment	95	7	-92.6%	1,107	811	-26.7%
Cash Flows from Operating Activities	11,348	14,996	+32.1%	29,003	47,486	+63.7%
Changes in Assets and Liabilities						
Trade Accounts Receivable	4	(6,488)	-1623.0%	(765)	(6,544)	+755.4%
Inventories	2,499	(6,058)	-342.4%	(4,413)	(13,783)	+212.3%
Recoverable Taxes	1,870	35	-98.1%	1,659	(2,069)	-224.7%
Restricted Short -Term Investments	-	-	n/a	-	-	n/a
Loans Granted	(313)	154	-149.2%	219	460	+110.0%
Other Current and Non-Current Assets	1,704	66	-96.1%	2,167	(884)	-140.8%
Non-Current Assets Available for Sale	282	-	-100.0%	(54)	59	-209.3%
Suppliers	(2,206)	(3,035)	+37.6%	2,472	1,023	-58.6%
Advance from Customers	2,729	12,226	+348.0%	3,332	53,418	+1503.2%
Tax Liabilities	-	(163)	n/a	-	(163)	n/a
Other Current and Non-Current Liabilities	(3,239)	(1,340)	-58.6%	(244)	589	-341.4%
Payment of Income and Social Contribution Taxes	(4,292)	(2,746)	-36.0%	(4,791)	(7,420)	+54.9%
Payment of Interest on Loans	-	(341)	n/a	-	(998)	n/a
Net Cash from Operating Activities	10,386	7,306	-29.7%	28,585	71,174	+149.0%
Cash Flows from Investing Activities						
Financial Investments	14,244	(15,445)	-208.4%	21,103	(28,210)	-233.7%
Investments	-	-	n/a	-	-	n/a
Property, Plant and Equipment	(2,978)	(3,545)	+19.0%	(7,060)	(30,950)	+338.4%
Intangible Assets	(33)	(284)	+760.6%	(138)	(637)	+361.6%
Net Cash used in Investing Activities	11,233	(19,274)	-271.6%	13,905	(59,797)	-530.0%
Cash Flows from Financing Activities						
Loans Taken	-	-	n/a	-	17,000	n/a
Loan and Interest Payments	-	(1,186)	n/a	-	(2,372)	n/a
Payment of Interest on Shareholders' Equity	(4,393)	-	-100.0%	(4,393)	(6,282)	+43.0%
Dividends Paid	(12,082)	-	-100.0%	(12,082)	(6,994)	-42.1%
Return of capital to shareholders	-	-	n/a	(24,266)	-	-100.0%
Cash Flows (used in) from Financing Activities	(16,475)	(1,186)	-92.8%	(40,741)	1,352	-103.3%
Effect of exchange variation on cash and cash equivalents	(125)	412	-429.6%	274	(63)	-123.0%
Increase (Decrease) in Cash and Cash Equivalents	5,019	(12,742)	-353.9%	2,023	12,666	+526.1%
Changes in Cash and Cash Equivalents						
At the Beginning of the Period	42,565	72,992	+71.5%	45,561	47,584	+4.4%
At the End of the Period	47,584	60,250	+26.6%	47,584	60,250	+26.6%
Increase (Decrease) in Cash and Cash Equivalents	5,019	(12,742)	-353.9%	2,023	12,666	+526.1%

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

Receita Bruta de Vendas	1T20	1T21	2T20	2T21	3T20	3T21	4T20	4T21	2020	2021
Receita Bruta de Vendas	35,866	54,370	37,443	61,048	52,438	75,658	66,748	87,306	192,495	278,382
Mercado Interno	34,550	49,703	32,957	54,750	47,986	65,296	57,104	75,078	172,597	244,827
Dell Anno e Favorita - Exclusiva	15,354	23,201	15,467	25,176	23,391	31,984	26,687	35,887	80,899	116,248
New e Casa Brasileira - Exclusiva	8,853	16,233	9,223	17,639	14,789	19,834	18,629	23,283	51,494	76,989
New e Casa Brasileira - Multimarca	4,183	8,113	4,592	8,619	6,640	9,363	8,388	10,552	23,803	36,647
Unicasa Corporate	5,702	1,093	3,218	2,474	1,850	3,095	2,866	4,711	13,636	11,373
Outras Receitas	458	1,063	457	842	1,316	1,020	534	645	2,765	3,570
Mercado Externo	1,316	4,667	4,486	6,298	4,452	10,362	9,644	12,228	19,898	33,555

Receita Bruta de Vendas Ex-IPI	1T20	1T21	2T20	2T21	3T20	3T21	4T20	4T21	2020	2021
Receita Bruta de Vendas (menos IPI)	34,289	52,094	35,924	58,559	50,280	72,714	64,124	83,858	184,616	267,219
Mercado Interno	32,973	47,427	31,438	52,261	45,828	62,352	54,480	71,630	164,718	233,664
Dell Anno e Favorita - Exclusiva	14,666	22,162	14,719	24,069	22,366	30,586	25,477	34,257	77,227	111,068
New e Casa Brasileira - Exclusiva	8,453	15,482	8,800	16,820	14,119	18,919	17,771	22,213	49,143	73,434
New e Casa Brasileira - Multimarca	3,983	7,726	4,374	8,208	6,325	8,918	7,988	10,051	22,670	34,903
Unicasa Corporate	5,430	1,041	3,065	2,355	1,762	2,948	2,730	4,488	12,987	10,832
Outras Receitas	441	1,016	480	809	1,256	981	514	621	2,691	3,427
Mercado Externo	1,316	4,667	4,486	6,298	4,452	10,362	9,644	12,228	19,898	33,555

Módulos Vendidos (unidades)	1T20	1T21	2T20	2T21	3T20	3T21	4T20	4T21	2020	2021
Módulos Vendidos	101,686	140,234	106,806	148,422	147,069	162,948	198,658	175,000	554,219	626,604
Mercado Interno	98,464	132,579	95,040	135,589	134,949	148,521	175,197	155,774	503,650	572,463
Dell Anno e Favorita - Exclusiva	33,755	42,568	31,280	44,506	48,367	52,062	56,602	51,473	170,004	190,609
New e Casa Brasileira - Exclusiva	33,325	53,220	35,261	54,117	54,343	55,788	74,231	59,962	197,160	223,087
New e Casa Brasileira - Multimarca	18,279	32,487	20,383	30,941	28,030	31,203	38,012	31,886	104,704	126,517
Unicasa Corporate	13,099	3,910	7,910	5,984	4,055	9,445	6,225	12,385	31,289	31,724
Outras Receitas	6	394	206	41	154	23	127	68	493	526
Mercado Externo	3,222	7,655	11,766	12,833	12,120	14,427	23,461	19,226	50,569	54,141