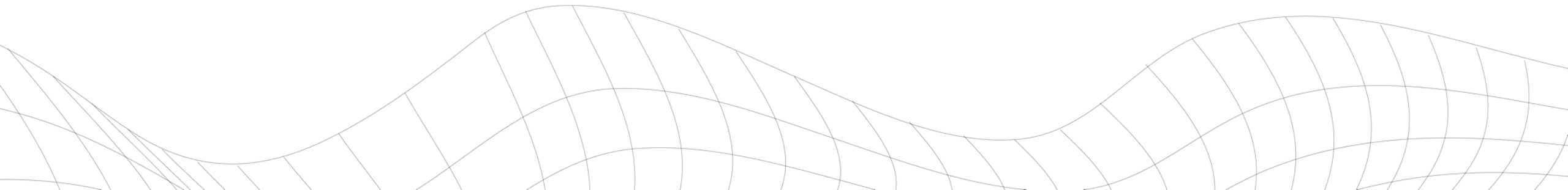


UNICASA

+ +
+ + + +
+ +

INVESTOR *Relations*



1Q23 Earnings Release

AGENDA

- *Store Network and Sales Performance*
- *Economic and Financial*

Disclaimer

Bento Gonçalves, Rio Grande do Sul, May 08, 2023. Unicasa Indústria de Móveis S.A. (B3: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3), one of the leading companies in Brazil's custom-made furniture industry and the only Brazilian publicly held company in the sector, announces today its results for the first quarter of 2023. Except where stated otherwise, all variations and comparisons are in relation to the same period of the previous year. The following financial and operating information, except where stated otherwise, is presented with consolidated data (including Unicasa Comércio de Móveis Ltda. and Unicasa North America, LLC), in thousands of Brazilian reais and in accordance with the International Financial Reporting Standards (IFRS).

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 the expectations of the Company's Management for the future of the business, and therefore are subject to known and unknown risks and uncertainties that could result in them not materializing or differing materially from expectations.

1Q23 Earnings Release

AGENDA

- **Store Network and Sales Performance**
- *Economic and Financial*

UNICASA

INVESTOR *Relations*

Dell Anno

new
móveis planejados

CASA
BRASILEIRA
MÓVEIS PLANEJADOS

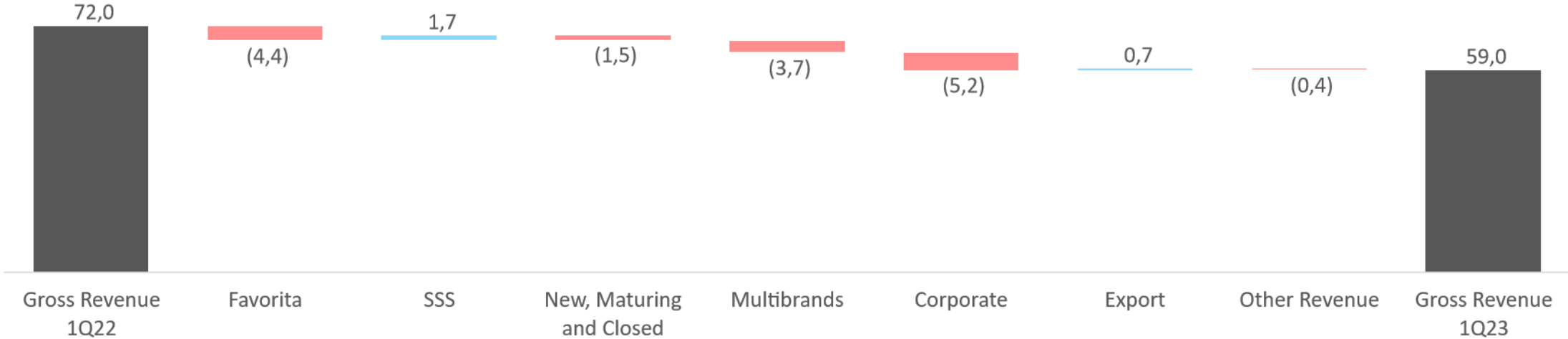
UNICASA *CORPORATE*

Sales Performance

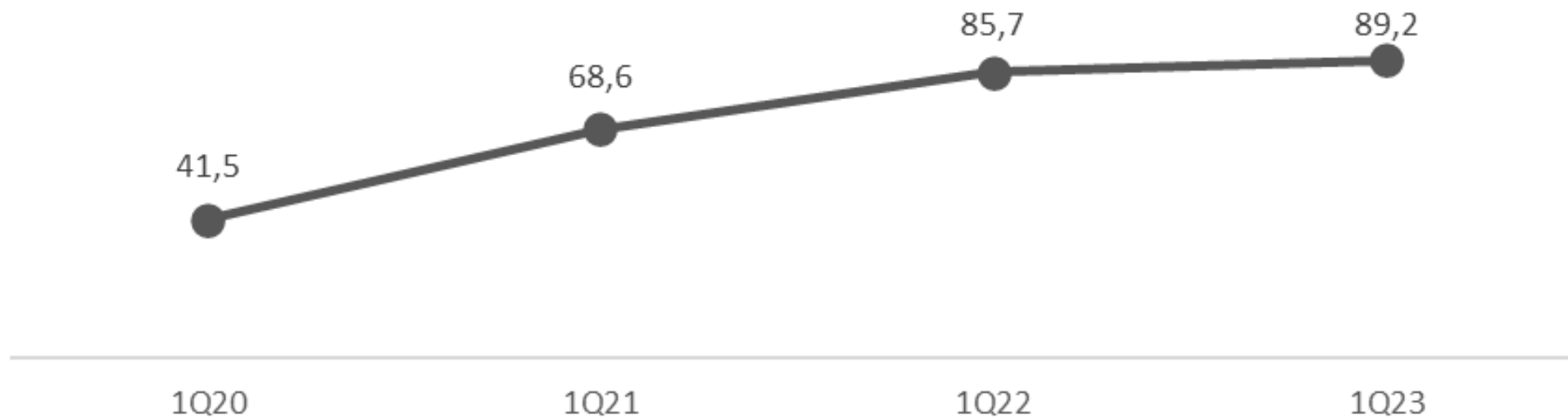
Gross Revenue ex-IPI	1Q22	1Q23	Δ
Unicasa Indústria de Móveis	71,972	59,047	-18.0%
Δ Volume	18.9%	-34.0%	

Gross Revenue ex-IPI	1Q22	1Q23	Δ
Multibrands	9,138	5,411	-40.8%
Corporate	7,470	2,246	-69.9%
Exports	7,425	8,106	+9.2%
Exclusive Dealers	47,159	42,949	-8.9%
Δ Same Stores Sales	30.8%	4.4%	
Δ Same Stores Volume	11.0%	-13.1%	

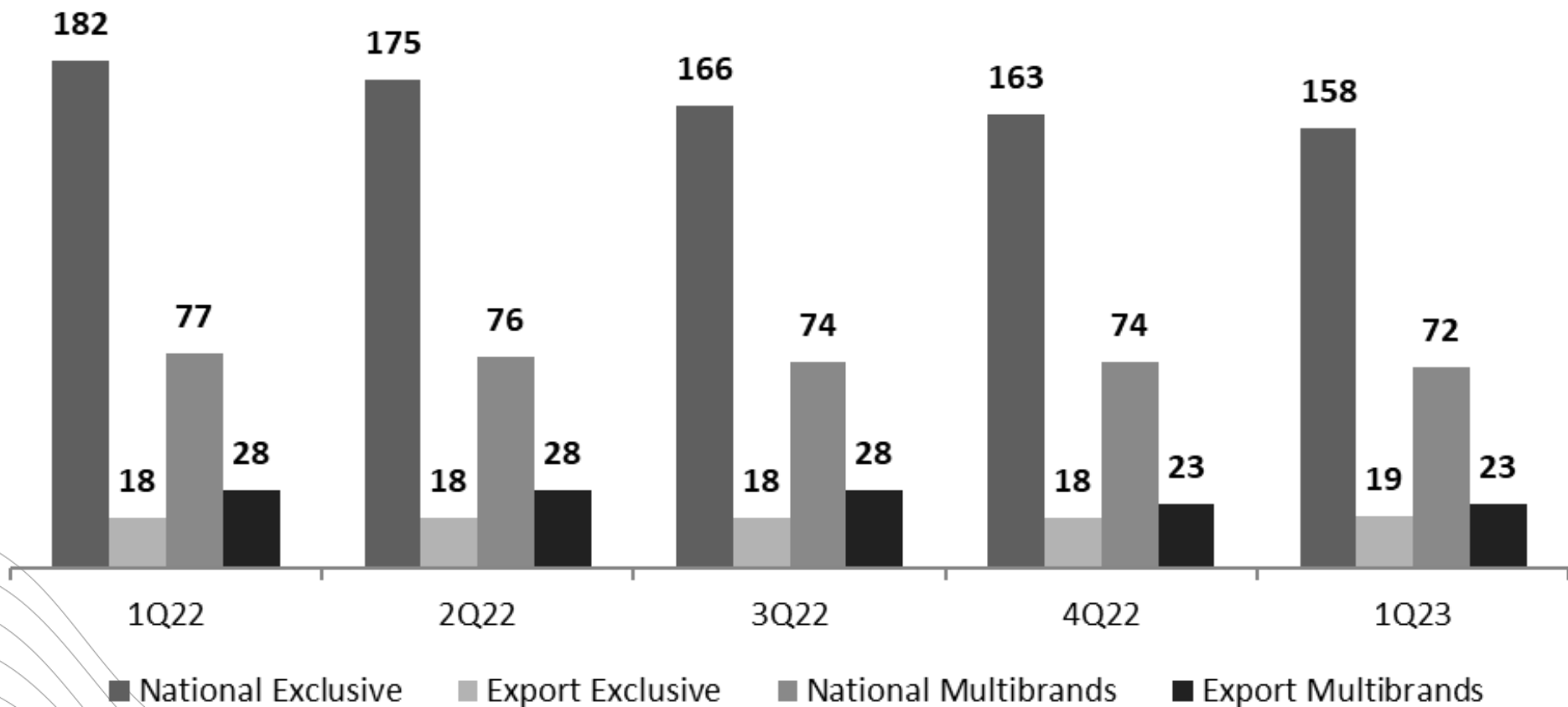
Sales Performance



Unicasa – Productivity



Unicasa – Store Network



1Q23 Earnings Release

AGENDA

- *Store Network and Sales Performance*
- *Economic and Financial*

UNICASA

INVESTOR *Relations*

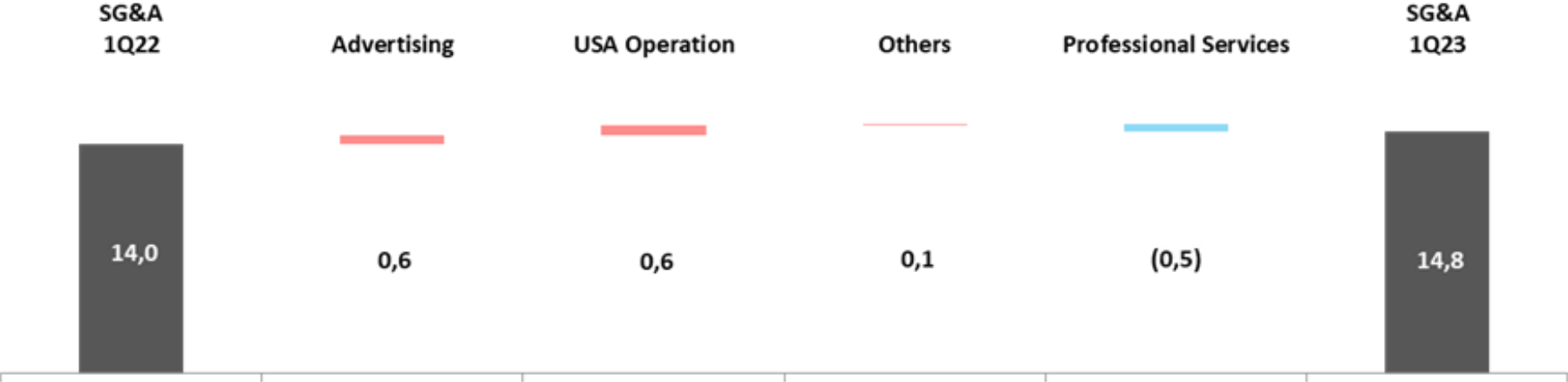
Dell Anno

new
móveis planejados

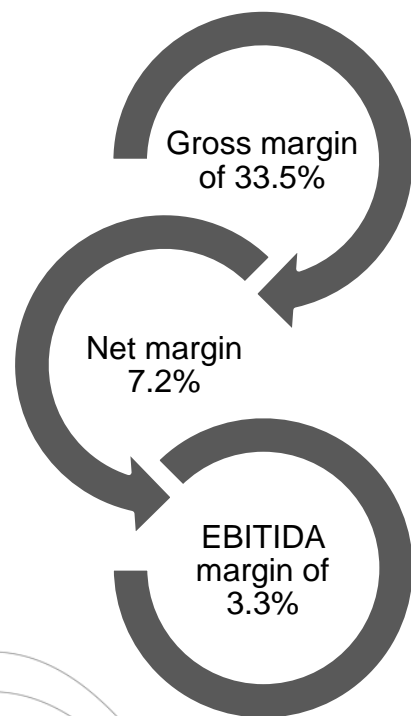
CASA
BRASILEIRA
MÓVEIS PLANEJADOS

UNICASA *CORPORATE*

Selling, General and Administrative Expenses Reconciliation



Executive Summary



Executive Summary	1Q22	1Q23	Δ
Gross Revenue ex-IPI	71,972	59,047	-18.0%
Net Revenue	58,731	48,710	-17.1%
Cost of Goods Sold	(39,449)	(32,401)	-17.9%
Gross Income	19,282	16,309	-15.4%
Gross Margin	32.8%	33.5%	+0.7 p.p.
Selling and Administrative Expenses	(13,994)	(14,844)	+6.1%
Other Revenues and Operating Expenses	7,685	646	-91.6%
Operating Income	12,973	2,111	-83.7%
Operating Margin	22.1%	4.3%	-17.8 p.p.
Financial Income (Expenses) Net	1,932	1,077	-44.3%
Operating Income before Income Tax and Social Contribution	14,905	3,188	-78.6%
Income Tax and Social Contribution	(4,735)	336	-107.1%
Net Profit	10,170	3,524	-65.3%
Net Margin	17.3%	7.2%	-10.1 p.p.
EBITDA	15,535	4,025	-74.1%
EBITDA Margin	26.5%	8.3%	-18.2 p.p.
ROIC - UDM	25.9%	12.9%	-13.1 p.p.

Cash Flow

Cash Flow	1Q22	1Q23	Δ
Cash Flows from Operating Activities	18,566	3,671	-80.2%
Changes in Assets and Liabilities	(2,680)	33,907	-1365.2%
Financial Investments	2,318	(181)	-107.8%
Cash generated by investment activities	(37,835)	(19,230)	-49.2%
Cash generated by financing activities	(1,604)	(1,550)	-3.4%
Effect of exchange variation on cash and cash equivalents	(192)	418	-317.7%
Cash flow (burn)	(21,427)	17,035	-179.5%
Financial Investments	(2,318)	181	-107.8%
Cash flow and Financial Investments	(23,745)	17,216	-172.5%

Net Cash	31/12/2022	31/03/2023	Δ
Short Term Debt	5,264	5,253	-0.2%
Long Term Debt	4,744	3,558	-25.0%
Gross Debt	10,008	8,811	-12.0%
Cash and Cash Equivalents	23,528	40,563	+72.4%
Financial Investments	8,156	8,337	+2.2%
Net Debt/(Cash Surplus)	(21,676)	(40,089)	+84.9%



UNICASA

+ +
+ + + +
+ +

INVESTOR *Relations*

Gustavo Dall Onder
CEO

Alexandre Narvaes Figueira
CCO

Luciano André Merigo
COO

Guilherme Possebon de Oliveira
CFO, DRI

Investor Relations
Felipe De Gasperin
Marciana Fontana Seben

+55 (54) 3455-4425
dri@unicasamoveis.com.br
<http://unicasamoveis.com.br/ri>

