



## **Results Presentation 1Q24**

**Date: 05/14/2024  
12:00 PM (US ET)**



**UNICASA**

**INVESTOR** *Relations*

Dell Anno

**new**  
móveis planejados

**CASA  
BRASILEIRA**  
MÓVEIS PLANEJADOS

**UNICASA** CORPORATE

# Instructions

This conference will be in Portuguese, with simultaneous translation into English.

*Changing the Language:* to access simultaneous translation, click on the “Interpretation” button at the bottom right of the screen and choose the “English” language.

**To ask questions:** click on the “Q&A” icon and write your question to join the queue. We recommend that all questions be asked at once.

# Disclaimer

*Bento Gonçalves, Rio Grande do Sul, May 14, 2024. 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 2024. 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.*

#HELPBRAZIL  
#HELPBRAZIL  
#HELPBRAZIL  
#HELPBRAZIL  
#HELPBRAZIL

At least 200,000 people have been forced to leave their homes in southern Brazil. Torrential rains have ravaged Rio Grande do Sul for almost a week, turning it into the biggest catastrophe the state has ever seen.

Learn how to help the victims in Brazil

UNICASA

PHOTO: REUTERS/Diego Vara

Together we can make a difference:  
solidarity is the key to a better world.

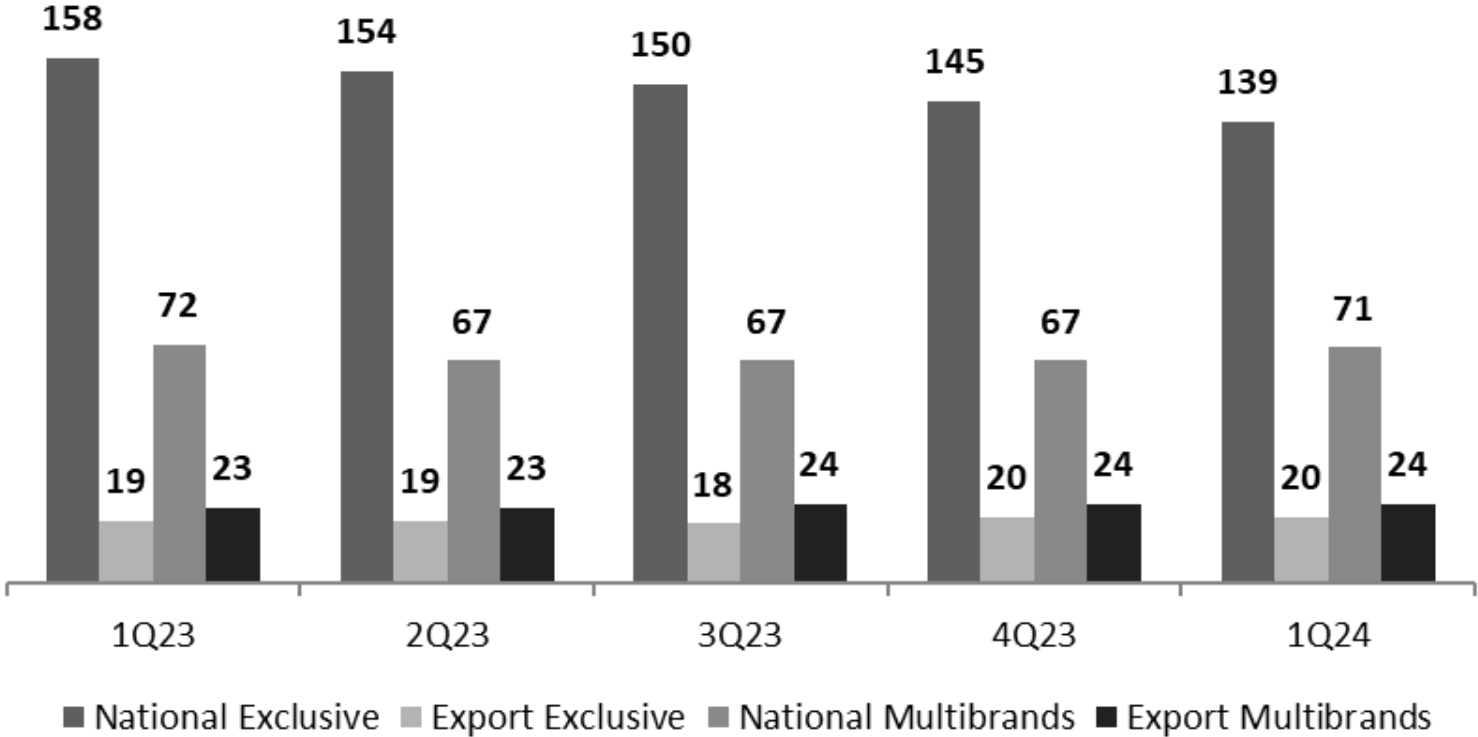
Access: <https://sosenchentes.rs.gov.br>

# Sales Performance

Gross Revenue ex-IPI	1Q23	1Q24	Δ
Unicasa Indústria de Móveis	59,047	55,827	-5.5%
Δ Volume	-34.0%	-12.0%	

Gross Revenue ex-IPI	1Q23	1Q24	Δ
Multibrands	5,760	4,558	-20.9%
Corporate	2,246	1,379	-38.6%
Exports	8,105	10,613	+30.9%
Exclusive Dealers	42,601	39,013	-8.4%
Δ Same Stores Sales	4.4%	-2.9%	
Δ Same Stores Volume	-13.1%	-3.2%	

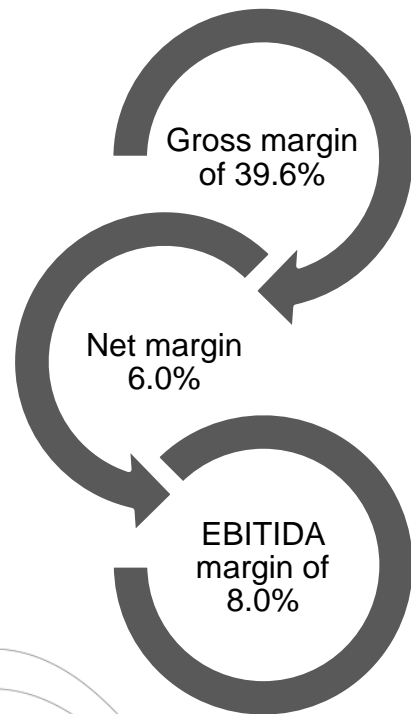
# Unicasa – Store Network



## Selling, General and Administrative Expenses Reconciliation

Selling General and Administrative Expenses	1Q23	1Q24	Δ
<b>Total</b>	<b>(14,844)</b>	<b>(17,618)</b>	<b>+18.7%</b>
<b>Selling Expenses</b>	<b>(10,590)</b>	<b>(13,657)</b>	<b>+29.0%</b>
% of Net Revenue	21.7%	29.0%	+7.3 p.p.
<b>Administrative Expenses</b>	<b>(4,254)</b>	<b>(3,961)</b>	<b>-6.9%</b>
% of Net Revenue	8.7%	8.4%	-0.3 p.p.
SG&A % of Net Revenue	30.4%	37.4%	+7.0 p.p.

# Executive Summary



Executive Summary	1Q23	1Q24	Δ
Gross Revenue ex-IPI	59,047	55,827	-5.5%
<b>Net Revenue</b>	<b>48,710</b>	<b>47,093</b>	<b>-3.3%</b>
Cost of Goods Sold	(32,401)	(28,437)	-12.2%
<b>Gross Income</b>	<b>16,309</b>	<b>18,656</b>	<b>+14.4%</b>
<b>Gross Margin</b>	<b>33.5%</b>	<b>39.6%</b>	<b>+6.1 p.p.</b>
Selling and Administrative Expenses	(14,844)	(17,618)	+18.7%
Other Revenues and Operating Expenses	646	(39)	-106.0%
<b>Operating Income</b>	<b>2,111</b>	<b>999</b>	<b>-52.7%</b>
<b>Operating Margin</b>	<b>4.3%</b>	<b>2.1%</b>	<b>-2.2 p.p.</b>
Financial Income (Expenses) Net	1,077	2,383	+121.3%
<b>Operating Income before Income Tax and Social Co</b>	<b>3,188</b>	<b>3,382</b>	<b>+6.1%</b>
Income Tax and Social Contribution	336	(579)	-272.3%
<b>Net Profit</b>	<b>3,524</b>	<b>2,803</b>	<b>-20.5%</b>
<b>Net Margin</b>	<b>7.2%</b>	<b>6.0%</b>	<b>-1.3 p.p.</b>
EBITDA	4,025	3,783	-6.0%
<b>EBITDA Margin</b>	<b>8.3%</b>	<b>8.0%</b>	<b>-0.3 p.p.</b>
<b>ROIC - UDM</b>	<b>12.9%</b>	<b>5.9%</b>	<b>-7.0 p.p.</b>



## General Information – Shareholders Meeting

- Approved distribution of dividends of R\$0.2009/share for May 29, 2024.
- Members of the Board of Directors were re-elected.
- Approved to amend the Bylaws of the Company.

# Questions

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**UNICASA**

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