



Results Presentation 1Q26

**Date: 05/15/2026
12:00 PM (US ET)**



UNICASA

INVESTOR *Relations*

Dell Anno

new
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 15, 2026. 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 2026. 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.

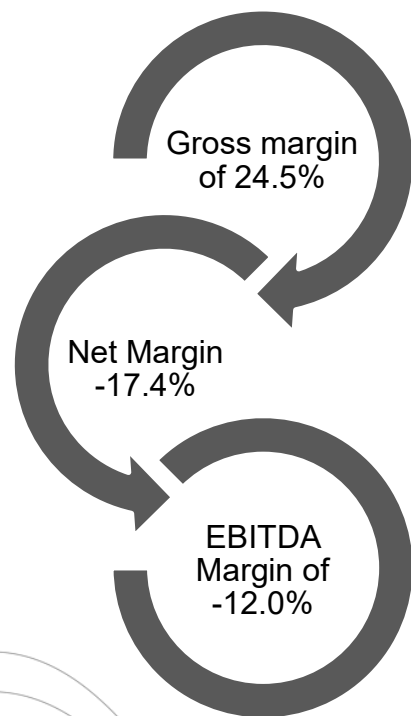
Sales Performance

Gross Revenue ex-IPI	1Q25	1Q26	Δ
Exclusive Dealers	34,817	34,518	-0.9%
Δ Same Stores Sales	-0.4%	3.6%	
Δ Same Stores Volume ¹	-4.1%	-3.9%	
Multibrands	5,237	4,188	-20.0%
Corporate	1,726	1,959	13.5%
Exports	9,612	8,039	-16.4%
Other Revenues	262	393	49.9%

Gross Revenue ex-IPI	1Q25	1Q26	Δ
Unicasa Indústria de Móveis	51,654	49,096	-5.0%
Δ Volume ¹	-8.7%	-10.6%	

¹ Obtained through the deflated calculation of revenue due to price increases passed on to retailers and disregarding any commercial discounts granted.

Executive Summary



Executive Summary	1Q25	1Q26	Δ
Gross Revenue ex-IPI	51,654	49,096	-5.0%
Net Revenue	43,041	40,949	-4.9%
Cost of Goods Sold	(31,271)	(30,910)	-1.2%
Gross Income	11,770	10,039	-14.7%
Gross Margin	27.3%	24.5%	-2.8 p.p.
Selling and Administrative Expenses	(19,433)	(20,410)	+5.0%
Other Revenues and Operating Expenses	457	558	+22.1%
Operating Income	(7,206)	(9,813)	+36.2%
Operating Margin	-16.7%	-24.0%	-7.3 p.p.
Financial Income (Expenses) Net	(1,217)	(468)	-61.5%
Operating Income before Income Tax and Social Contribution	(8,423)	(10,281)	+22.1%
Income Tax and Social Contribution	2,999	3,158	+5.3%
Net Profit	(5,424)	(7,123)	+31.3%
Net Margin	-12.6%	-17.4%	-4.8 p.p.
EBITDA	(3,018)	(4,906)	+62.6%
EBITDA Margin	-7.0%	-12.0%	-5.0 p.p.
ROIC - LTM	0.9%	-5.4%	-6.3 p.p.

Cash

Cash Flow	1Q25	1Q26	Δ
Cash Flows from Operating Activities	(1,515)	(4,120)	+171.9%
Changes in Assets and Liabilities	15,896	12,468	-21.6%
Cash generated by operating activities	14,381	8,348	-42.0%
Cash generated by investment activities	(8,227)	(7,123)	-13.4%
Cash generated by financing activities	10,550	(5,122)	-148.5%
Effect of exchange variation on cash and cash equivalents	689	305	-55.7%
Increase (decrease) in cash and financial investments	17,393	(3,592)	-120.7%

Questions

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