

UNICASA



1Q21 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, May 06, 2021. 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 2021. 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.

AGENDA

Period Highlights

Store Network and Sales Performance

Economic and Financial Performance



AGENDA

Period Highlights



Period Highlights



Growth of 54.8% in net revenue;



Operating income of R\$ 5.8 million;



EBTIDA Margin of 19.2%;



Liquid Margin of 8.8%;

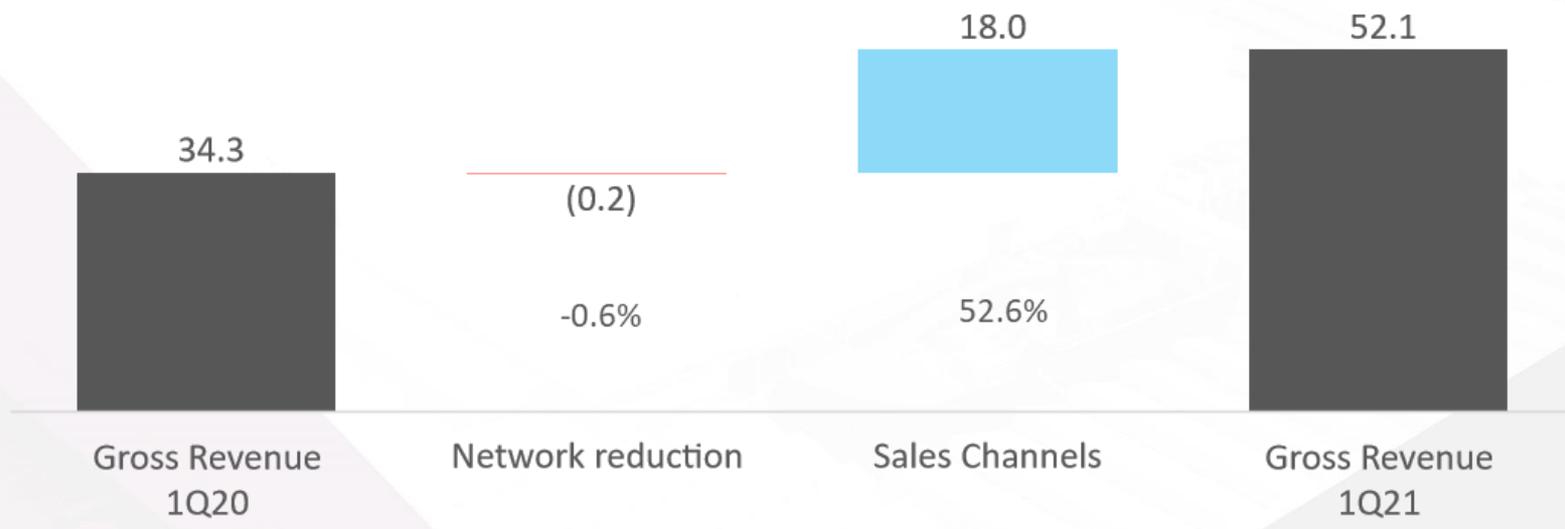


ROIC of 15,4% (+4.3 p.p. vs 4T20).

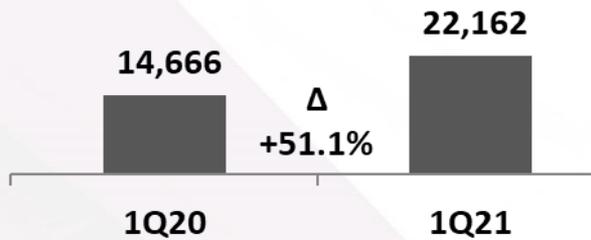
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Store Network and Sales Performance





Gross Revenue ex-IPI(R\$' 000)



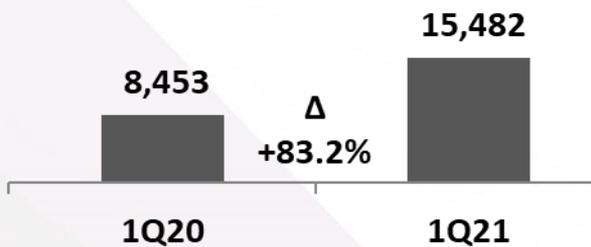
Modules Sold (UEPS' 000 un.)



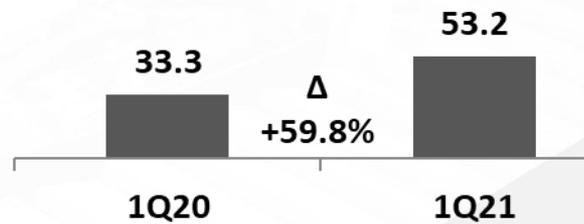
Gross Revenue ex-IPI increased 51.1%.

Modules Sold increased 26.0%.

Gross Revenue ex-IPI(R\$' 000)



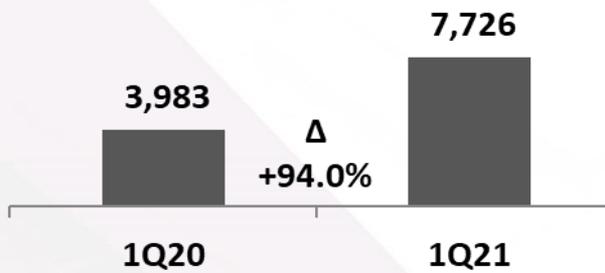
Modules Sold (UEPS' 000 un.)



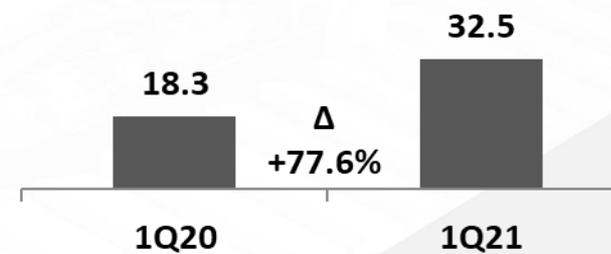
Gross Revenue ex-IPI increased 83.2%.

Modules Sold increased 59.8%.

Gross Revenue ex-IPI(R\$' 000)



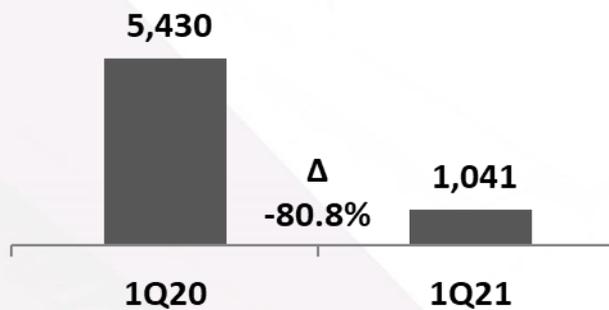
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI increased 94.0%.

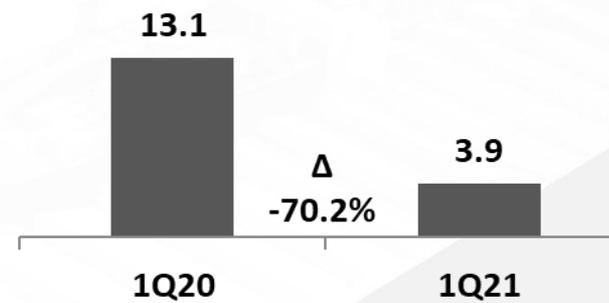
Modules Sold increased 77.6%.

Gross Revenue ex-IPI(R\$' 000)



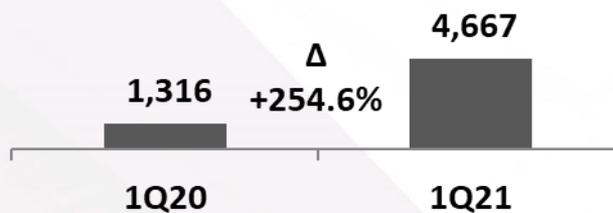
Gross Revenue ex-IPI decreased 80.8%.

Modules Sold (UEPS' 000 un.)

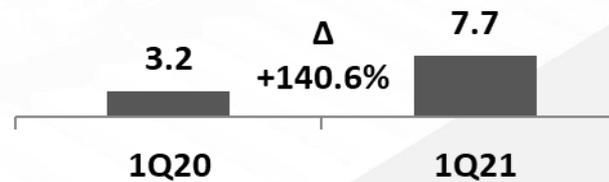


Modules Sold decreased 70.2%.

Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)



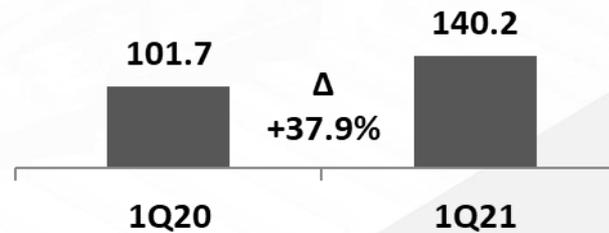
Gross Revenue ex-IPI increased 254.6%.

Modules Sold increased 140.6%.

Gross Revenue ex-IPI(R\$' 000)

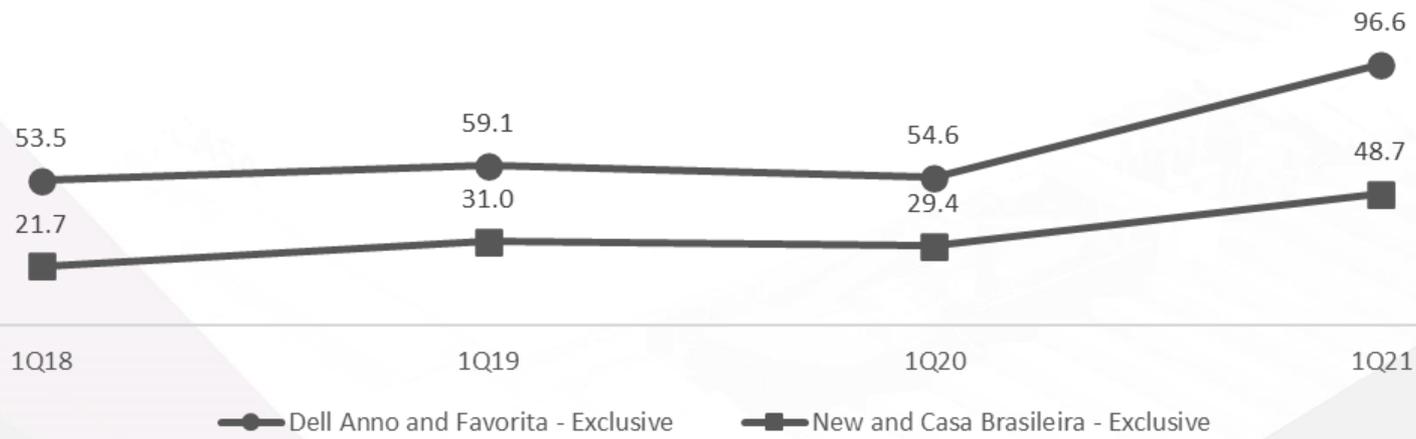


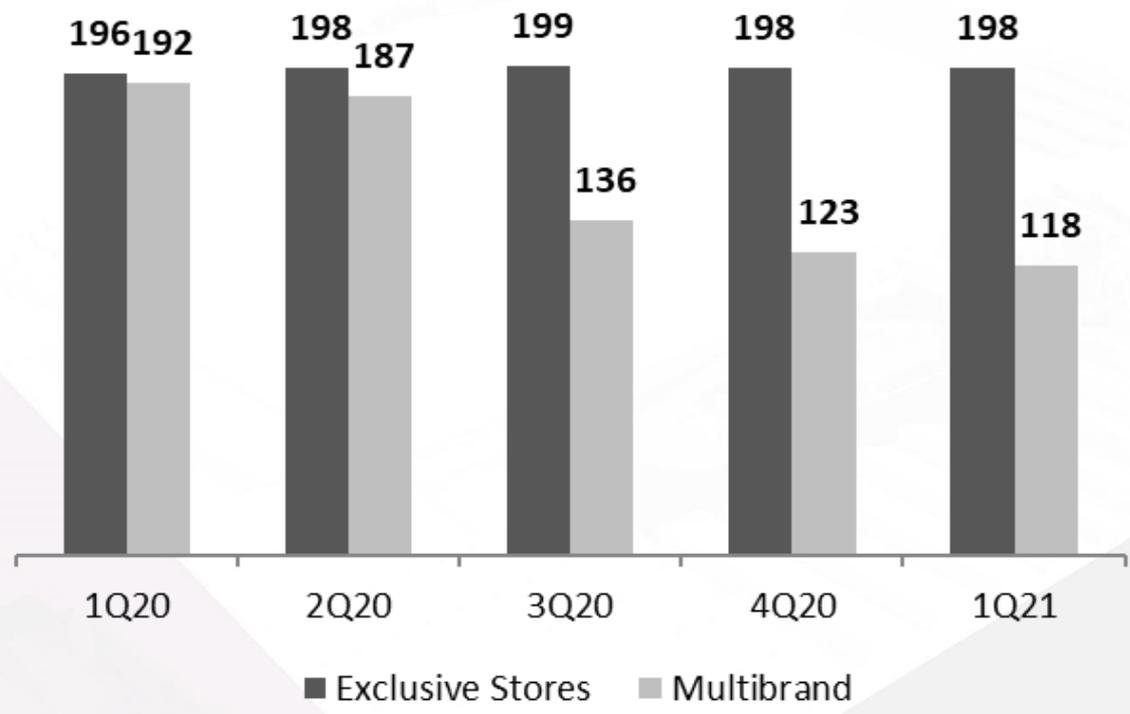
Modules Sold (UEPS' 000 un.)

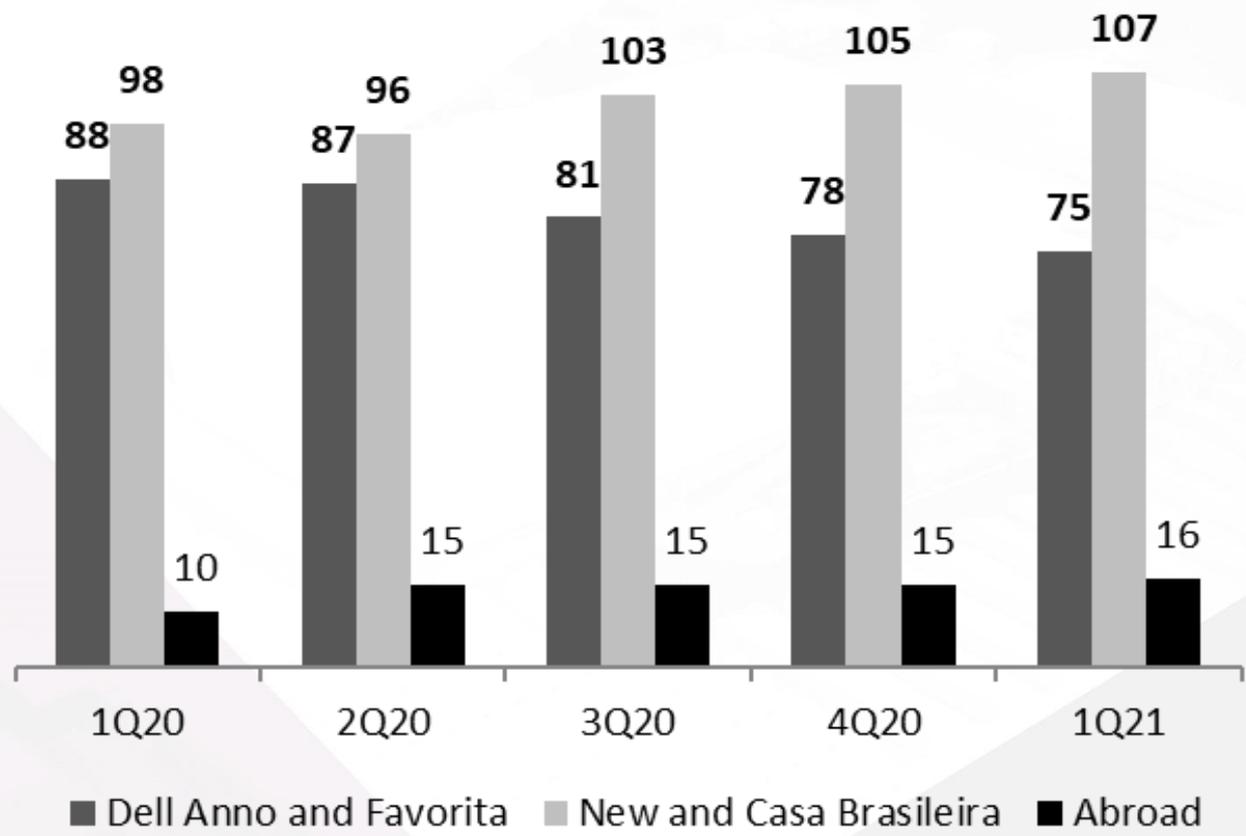


Gross Revenue ex-IPI increased 51.9%.

Modules Sold increased 37.9%.







AGENDA

Economic and Financial Performance

favorita

favorita

Sua vida é assim

CAPITAL VISTORIA

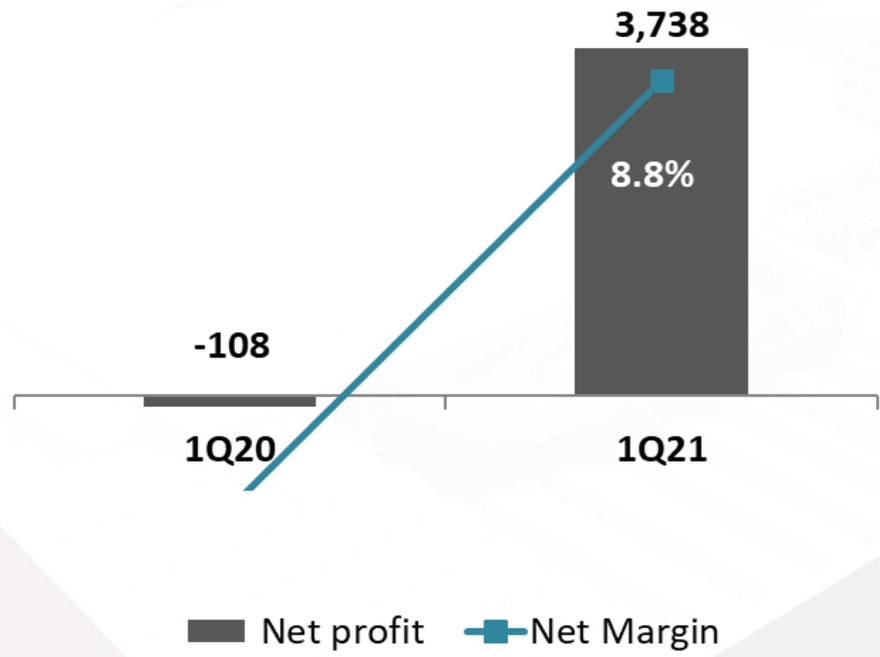
Executive summary

- *Gross margin of 35.7%;*
- *Net margin of 8.8%, up 9.2 p.p.;*
- *EBITDA margin of 19.2%, up 13.3 p.p..*

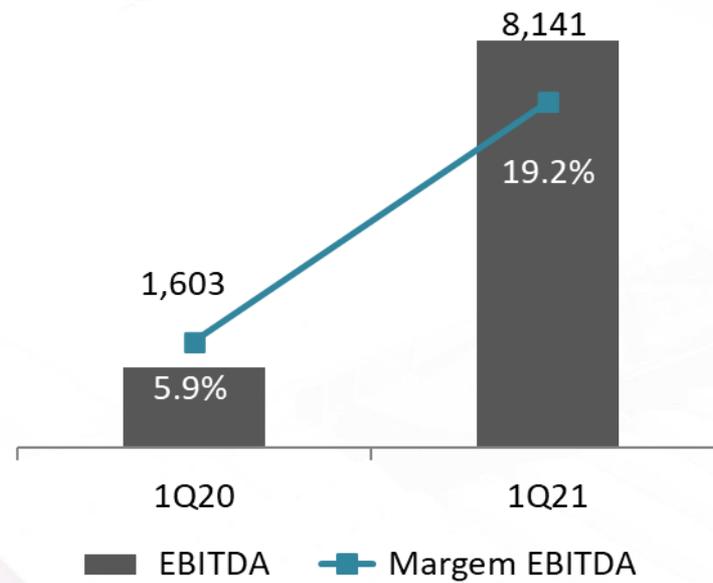
Executive Summary	1Q20	1Q21	Δ
Gross Revenue ex-IPI	34,289	52,094	+51.9%
Net Revenue	27,318	42,293	54.8%
Cost of Goods Sold	(17,566)	(27,196)	+54.8%
Gross Income	9,752	15,097	+54.8%
Gross Margin	35.7%	35.7%	+0.0 p.p.
Selling and Administrative Expenses	(11,660)	(9,985)	-14.4%
Other Revenues and Operating Expenses	1,311	727	-44.5%
Operating Income	(597)	5,839	-1078.1%
Operating Margin	-2.2%	13.8%	+16.0 p.p.
Financial Income (Expenses) Net	631	51	-91.9%
Operating Income before Income Tax and Social Contribution	34	5,890	+17223.5%
Income Tax and Social Contribution	(142)	(2,152)	+1415.5%
Net Profit	(108)	3,738	-3561.1%
Net Margin	-0.4%	8.8%	+9.2 p.p.
EBITDA	1,603	8,141	+407.9%
EBITDA Margin	5.9%	19.2%	+13.3 p.p.



Decrease of 14% in selling, general and administrative expenses.



Net margin 9.2 p.p. higher



EBITDA of R\$ 8.1 million, increase of 13.3 p.p on EBITDA margin.

Gustavo Dall Onder

CEO, CFO, CIO

Alexandre Narvaes Figueira

CCO

Luciano André Merigo

COO

UNICASA 30 anos

www.unicasamoveis.com.br

Investor Relations

Guilherme Possebon de Oliveira

Elvis Pletsch

Phone: (54) 3455-4425

E-mail: dri@unicasamoveis.com.br

Website: <http://unicasamoveis.com.br/ri>