

An aerial photograph of a large industrial facility, likely a lumber mill or warehouse. The main building is a large, white, rectangular structure with a flat roof. To the right of the main building, there are several long, narrow stacks of lumber or timber. In the background, there are other smaller buildings and a residential area with houses. The image is overlaid with a dark red diagonal band on the left side and a black diagonal band on the bottom right.

UNICASA

1Q22 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, May 13, 2022. 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 2022. 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 38.9% in net revenue;



Operating income of R\$ 13 million;



EBTIDA Margin of 26.5%;



Liquid Margin of 17.3%;

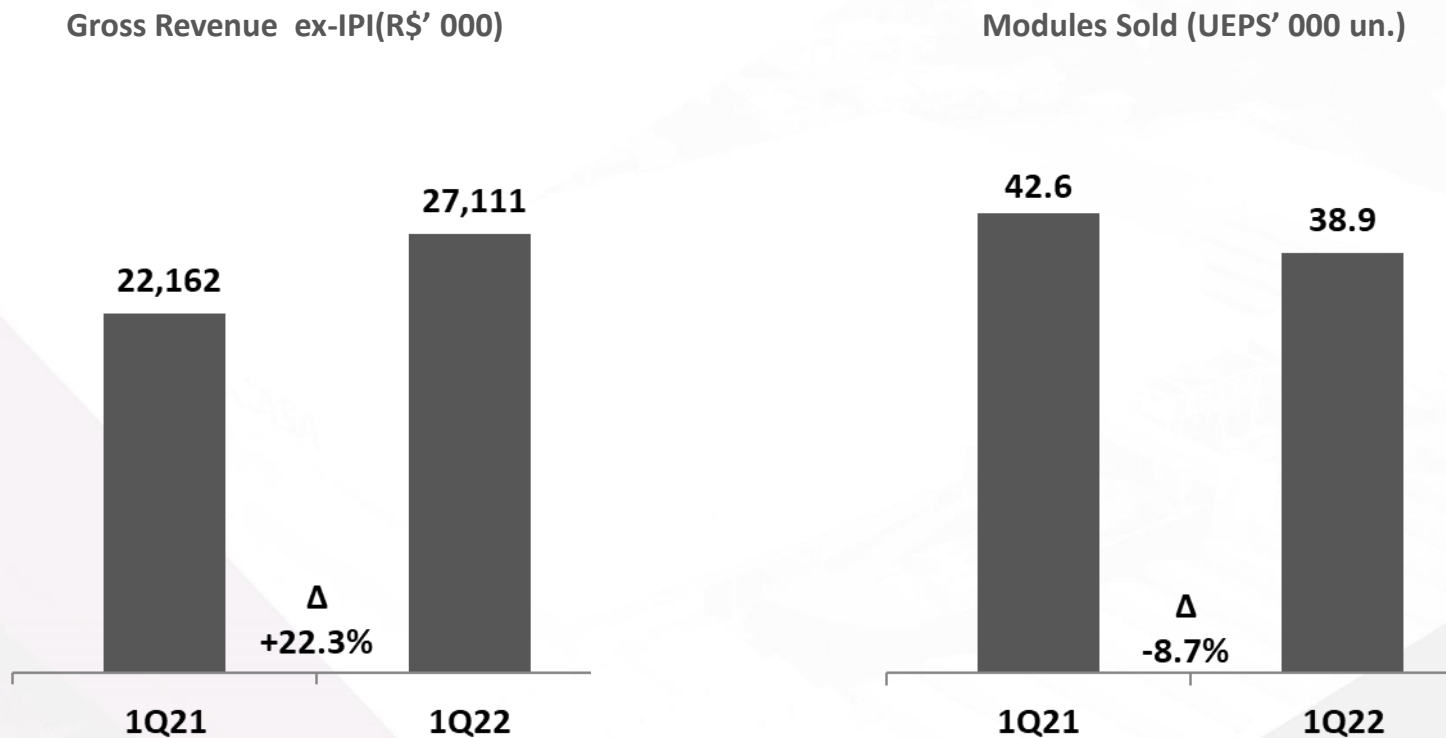


ROIC of 25.9% (+3.1 p.p. vs 4Q21).

AGENDA

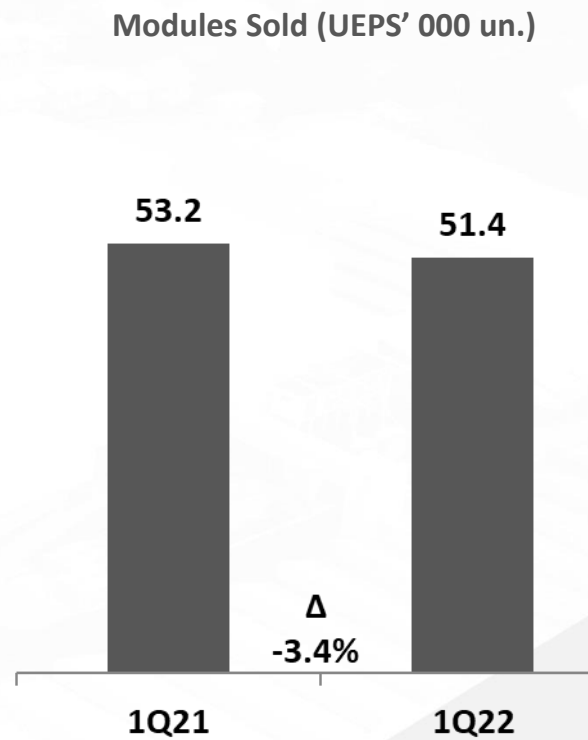
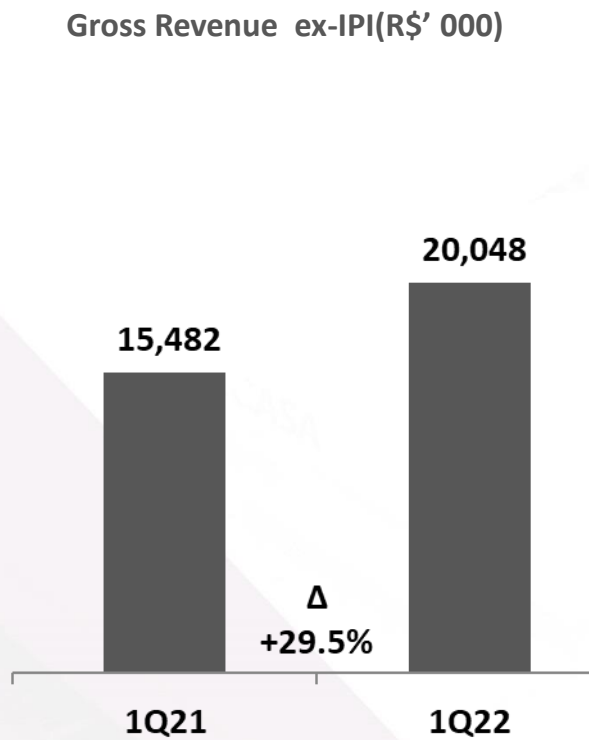
Store Network and Sales Performance





Gross Revenue ex-IPI increased 22.3%.

Modules Sold decreased 8.7%.

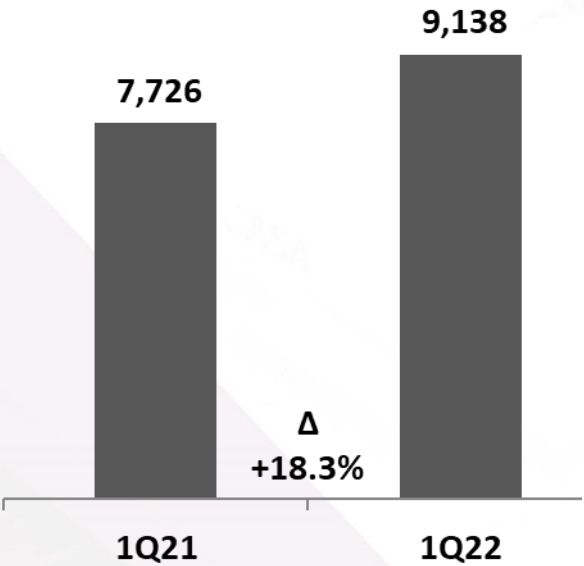


Gross Revenue ex-IPI increased 29.5%.

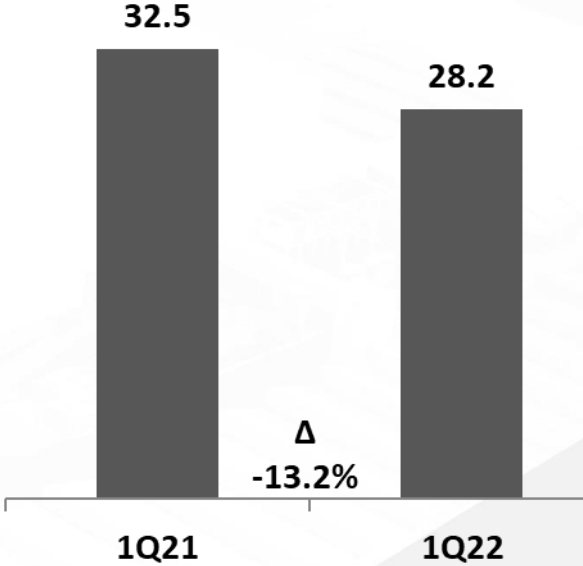
Modules Sold decreased 3.4%.



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

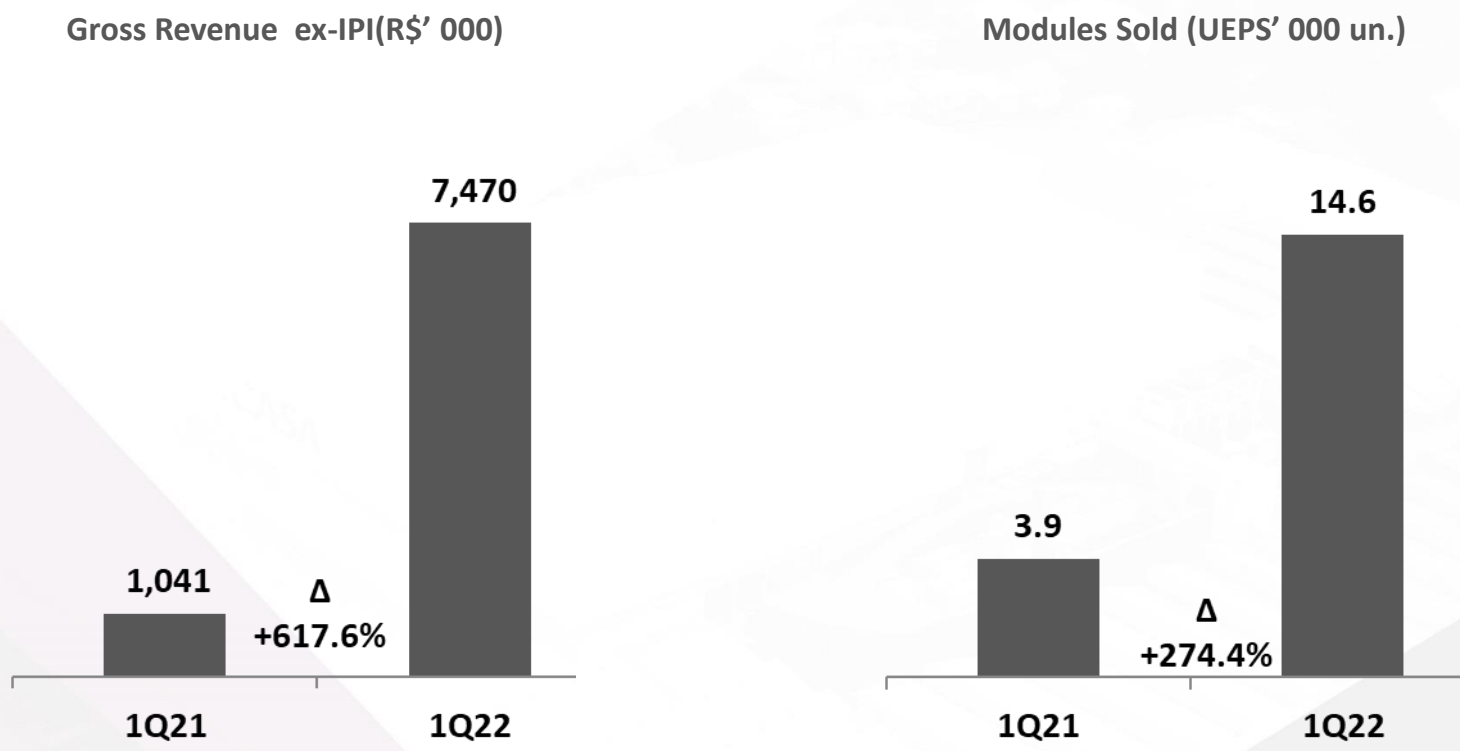


Modules Sold (UEPS' 000 un.)



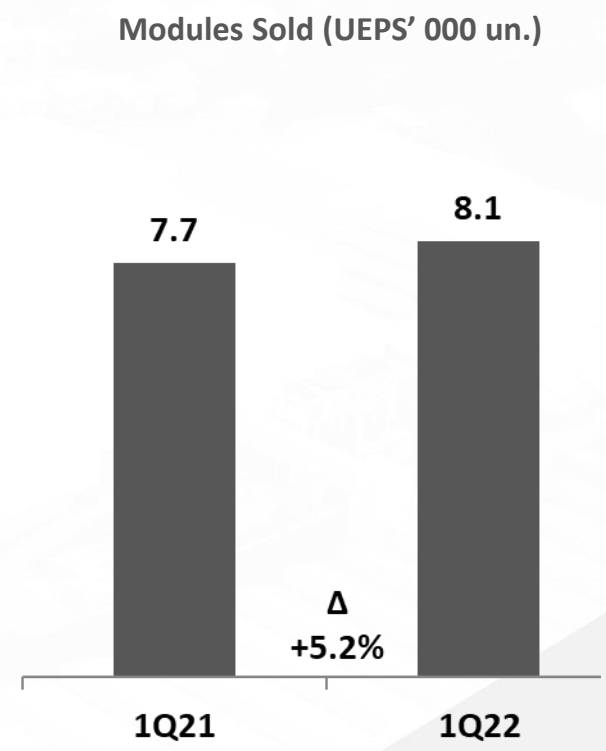
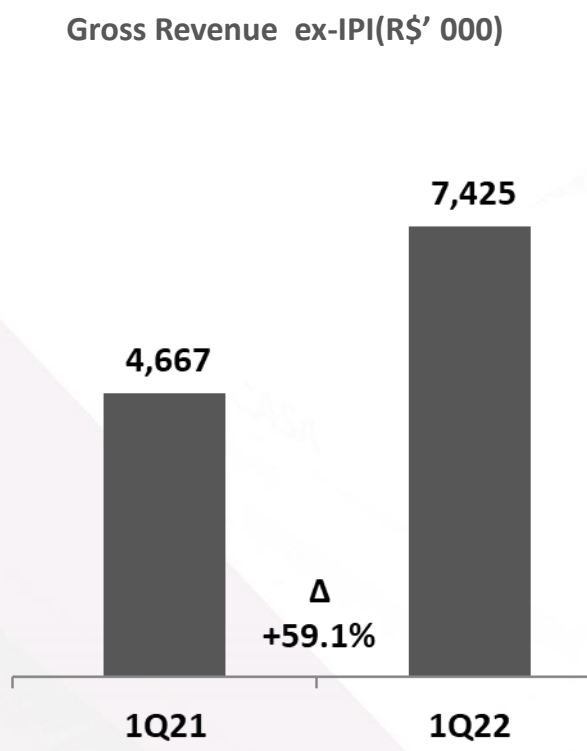
Gross Revenue ex-IPI increased 18.3%.

Modules Sold decreased 13.2%.



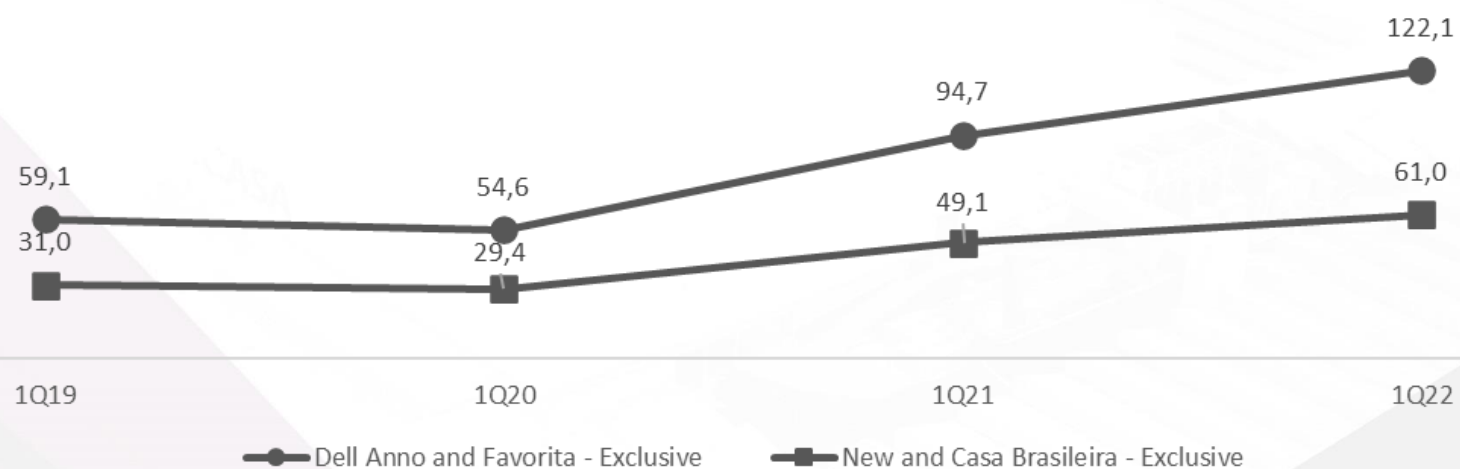
Gross Revenue ex-IPI increased 617.6%.

Modules Sold increased 274.4%.

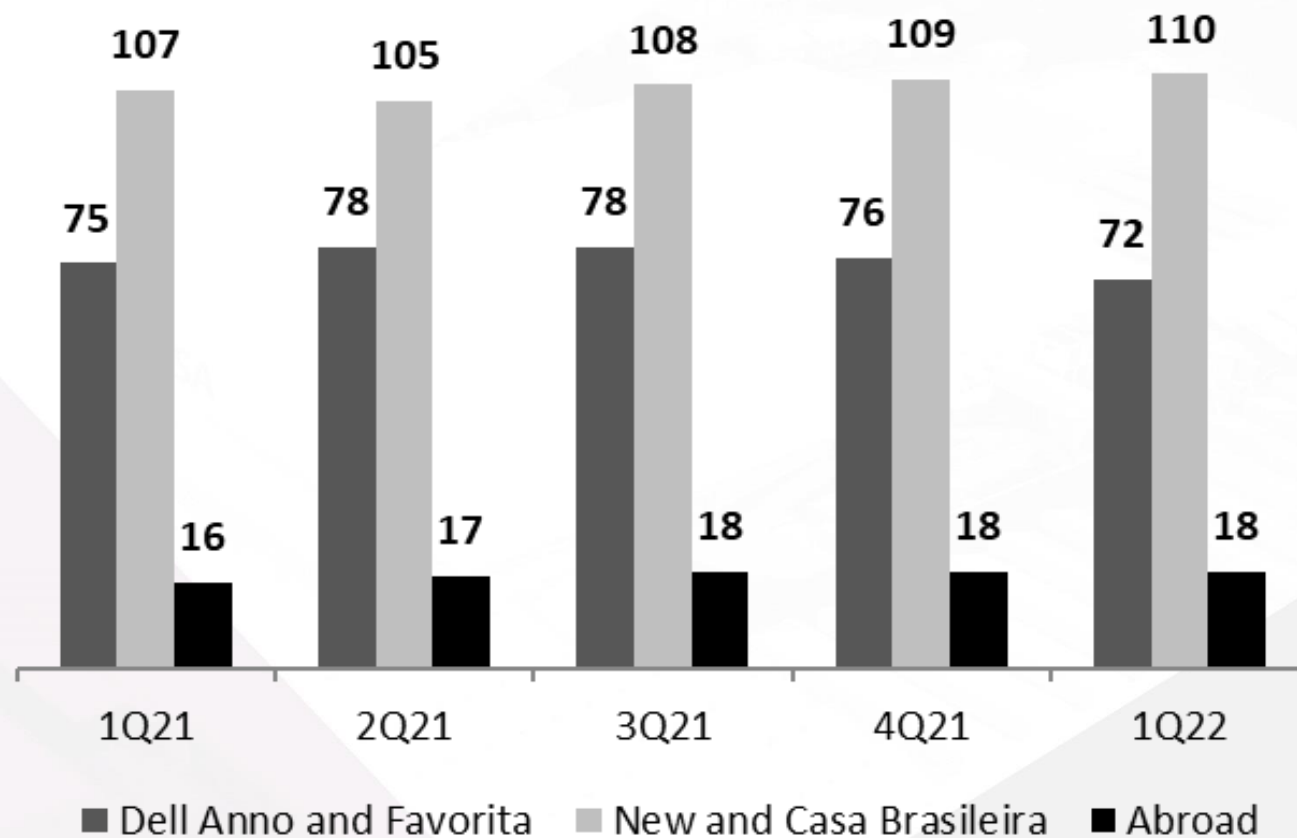


Gross Revenue ex-IPI increased 59.1%.

Modules Sold increased 5.2%.







AGENDA

Economic and Financial Performance



UNICASA



Executive summary

- Gross margin of 32.8%;
- Net margin of 17.3%, up 8.5 p.p.;
- EBITDA margin of 26.5%, up 8.9 p.p..

Executive Summary	1Q21	1Q22	Δ
Gross Revenue ex-IPI	52,094	71,972	+38.2%
Net Revenue	42,293	58,731	38.9%
Cost of Goods Sold	(27,196)	(39,449)	+45.1%
Gross Income	15,097	19,282	+27.7%
Gross Margin	35.7%	32.8%	-2.9 p.p.
Selling and Administrative Expenses	(9,985)	(13,994)	+40.2%
Other Revenues and Operating Expenses	727	7,685	+957.1%
Operating Income	5,839	12,973	122.2%
Operating Margin	13.8%	22.1%	+8.3 p.p.
Financial Income (Expenses) Net	51	1,932	+3688.2%
Operating Income before Income Tax and Social Contribution	5,890	14,905	+153.1%
Income Tax and Social Contribution	(2,152)	(4,735)	+120.0%
Net Profit	3,738	10,170	+172.1%
Net Margin	8.8%	17.3%	+8.5 p.p.
EBITDA	8,139	15,535	+90.9%
EBITDA Margin	19.2%	26.5%	+7.3 p.p.

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