

UNICASA

**2Q21 EARNINGS RELEASE**

*Bento Gonçalves, Rio Grande do Sul, August 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 second 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 65.0% in net revenue;



Operating income of R\$ 6.4 million;



EBTIDA Margin of 18.1%;



Liquid Margin of 11.0%;

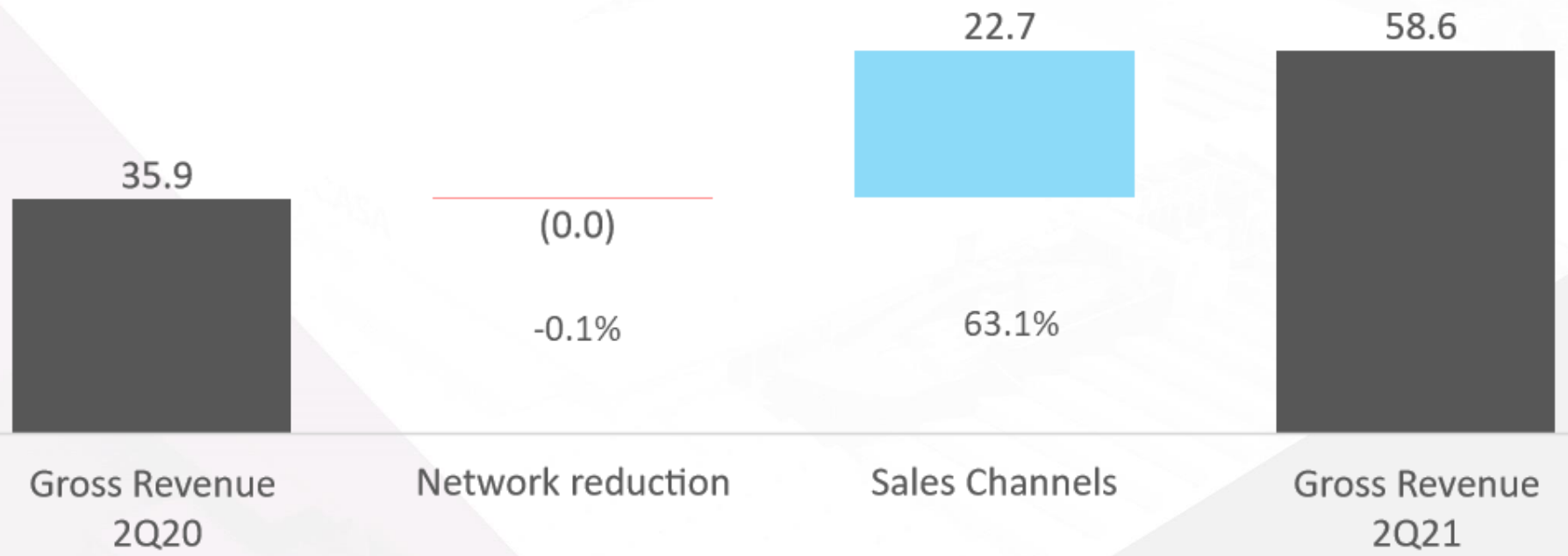


ROIC of 19.5% (+4.1 p.p. vs 1Q21).

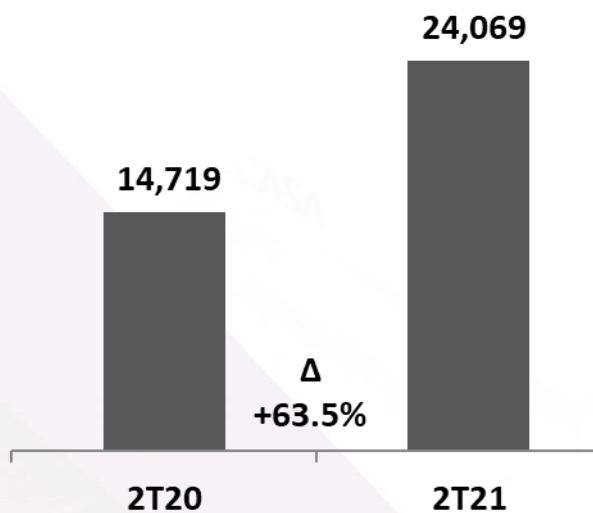
# AGENDA

## *Store Network and Sales Performance*

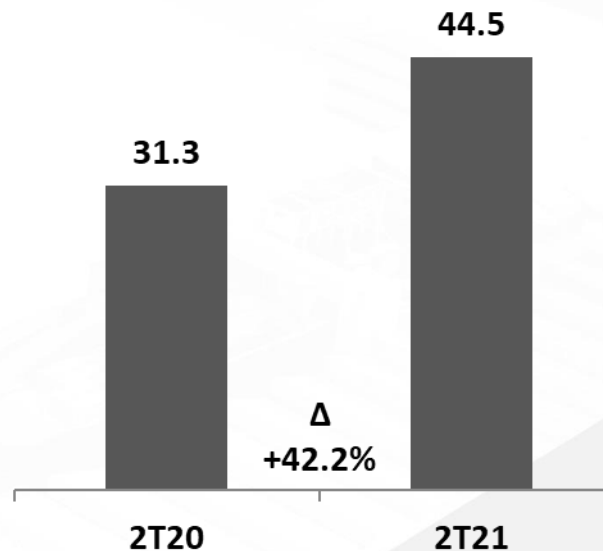




Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)

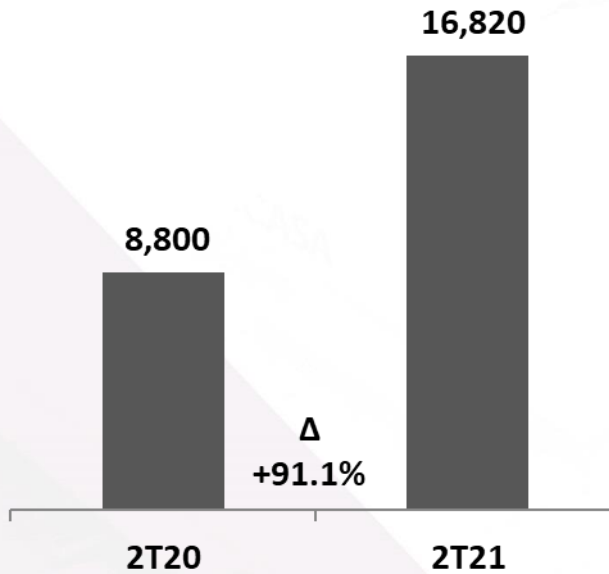


*Gross Revenue ex-IPI increased 63.5%.*

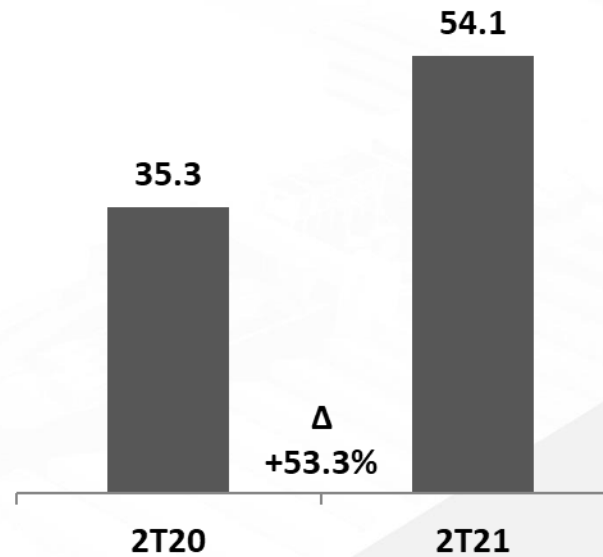
*Modules Sold increased 42.2%.*



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



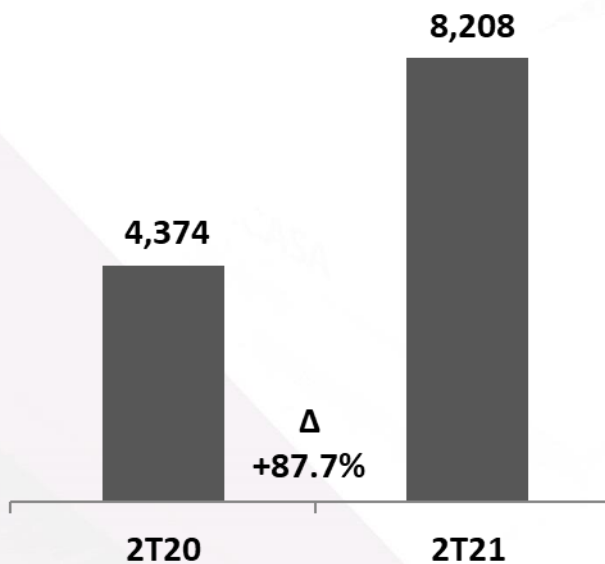
Modules Sold (UEPS' 000 un.)



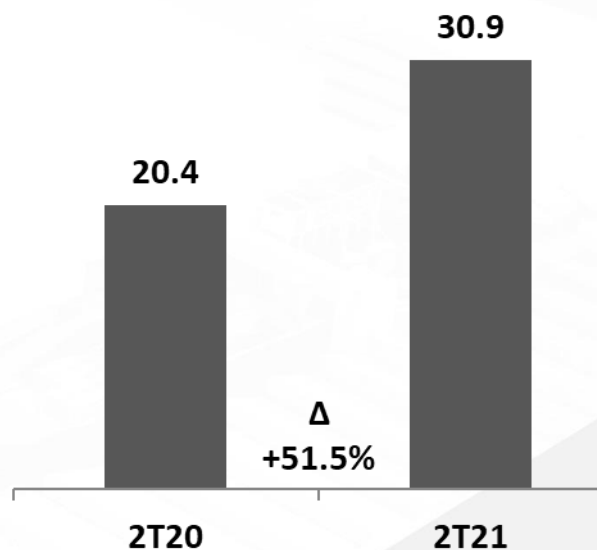
*Gross Revenue ex-IPI increased 91.1%.*

*Modules Sold increased 53.3%.*

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



Modules Sold (UEPS' 000 un.)



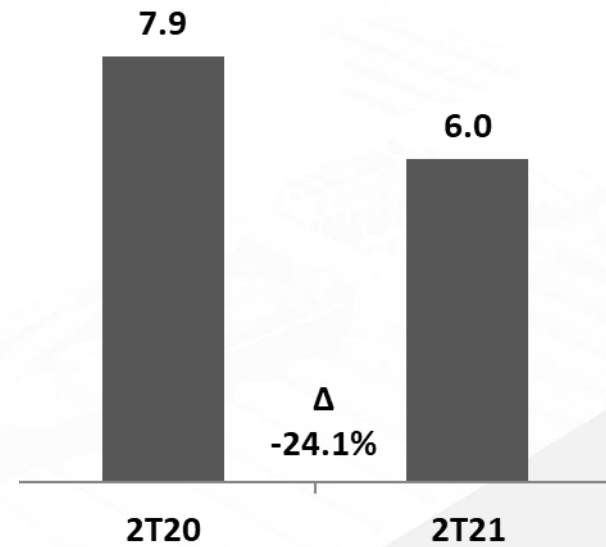
Gross Revenue ex-IPI increased 87.7%.

Modules Sold increased 51.5%.

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



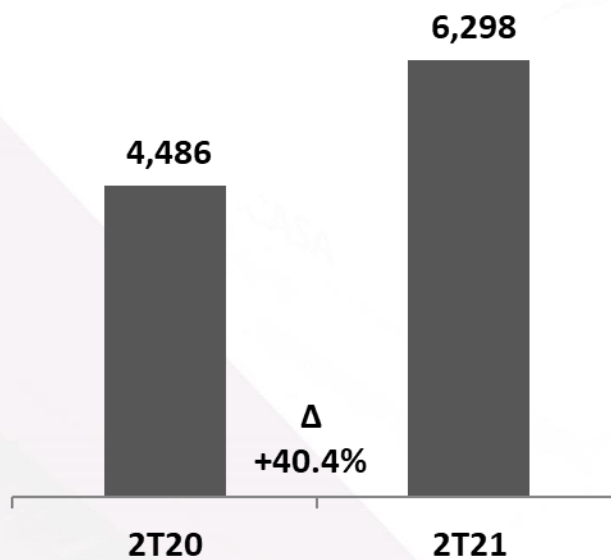
Modules Sold (UEPS' 000 un.)



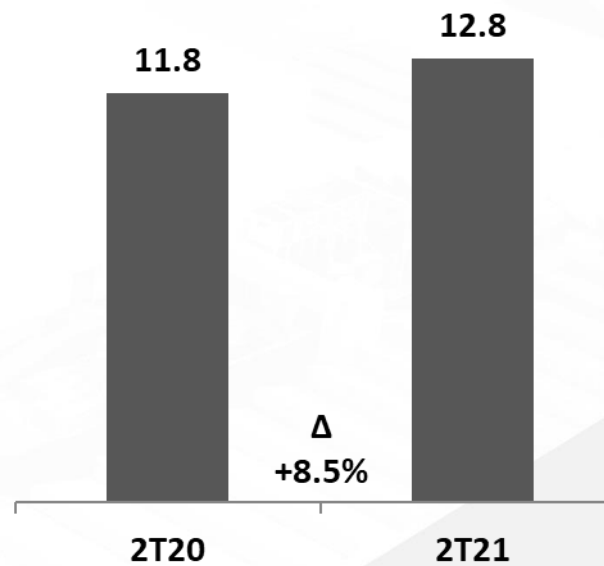
Gross Revenue ex-IPI decreased 23.2%.

Modules Sold decreased 24.1%.

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

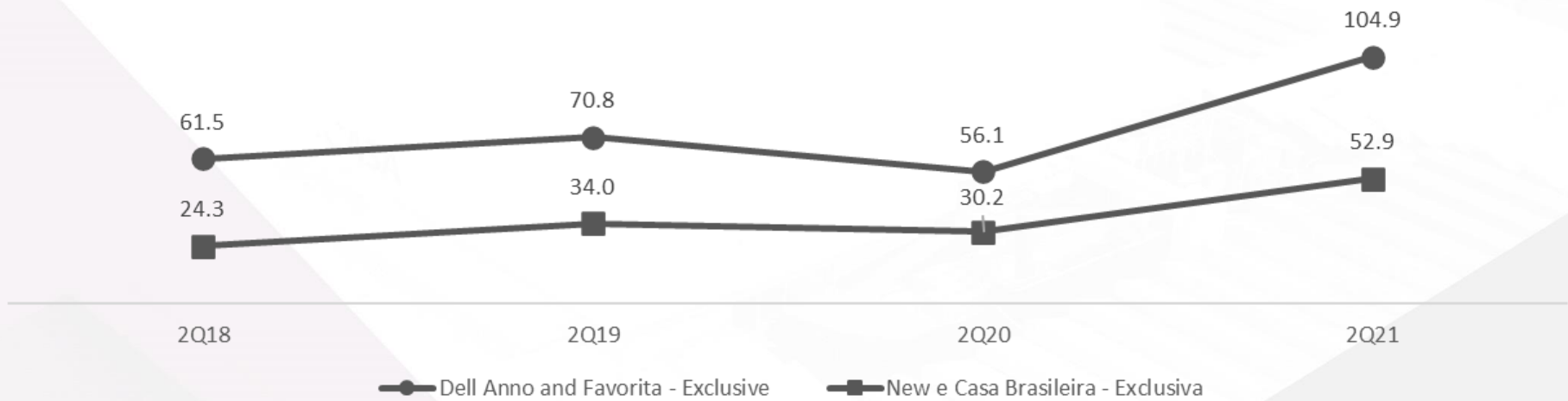


Modules Sold (UEPS' 000 un.)

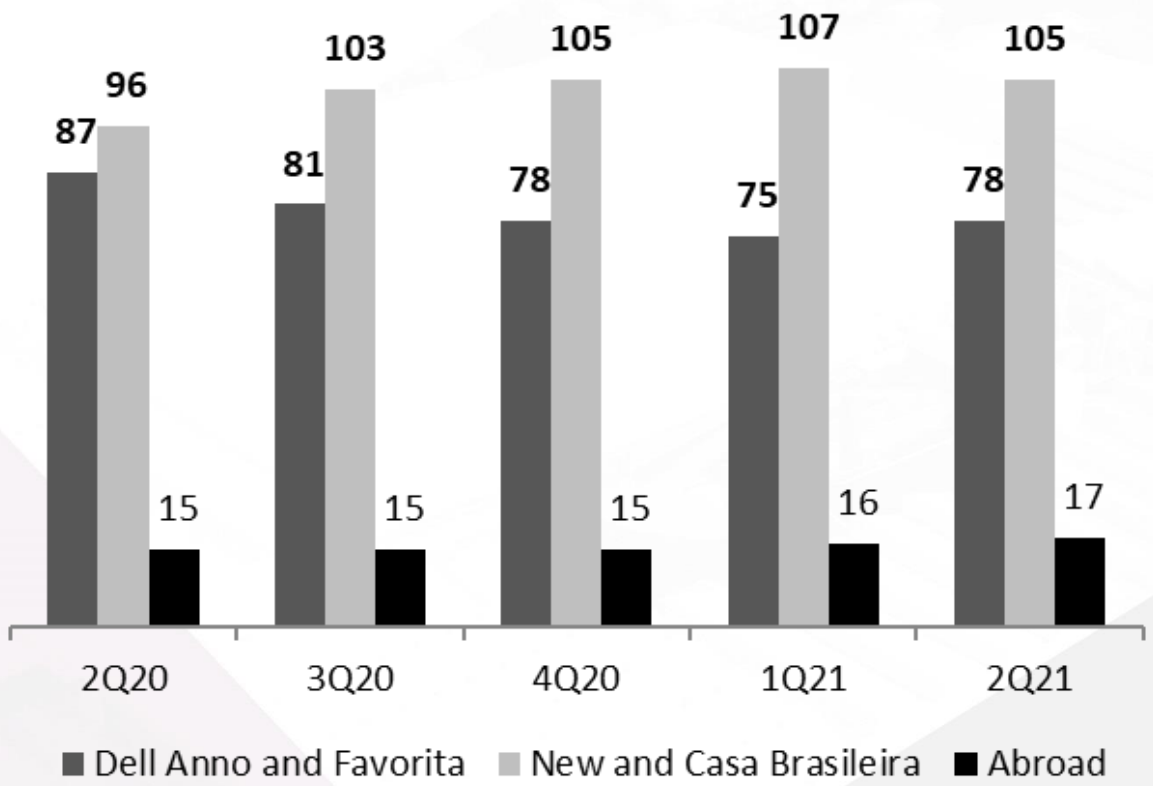


Gross Revenue ex-IPI increased 40.4%.

Modules Sold increased 8.5%.





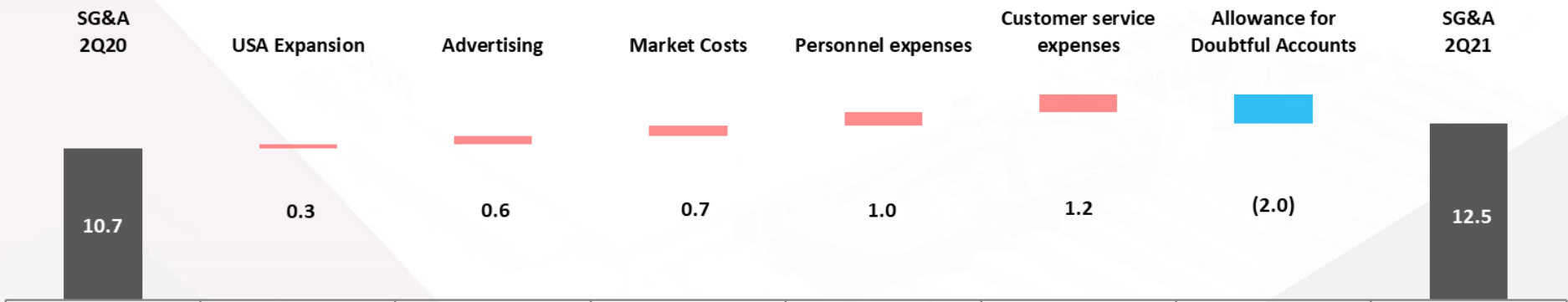


# AGENDA

## *Economic and Financial Performance*







*Increase of 17% in selling, general and administrative expenses.*

## Executive summary

- *Gross margin of 36.3%;*
- *Net margin of 11.0%, up 10.1 p.p.;*
- *EBITDA margin of 18.1%, up 8.7 p.p..*

Executive Summary	2Q20	2Q21	Δ
Gross Revenue ex-IPI	35,924	58,559	+63.0%
<b>Net Revenue</b>	<b>29,227</b>	<b>48,222</b>	<b>65.0%</b>
Cost of Goods Sold	(18,765)	(30,702)	+63.6%
<b>Gross Income</b>	<b>10,462</b>	<b>17,520</b>	<b>+67.5%</b>
<b>Gross Margin</b>	<b>35.8%</b>	<b>36.3%</b>	<b>+0.5 p.p.</b>
Selling and Administrative Expenses	(10,706)	(12,522)	+17.0%
Other Revenues and Operating Expenses	783	1,411	+80.2%
<b>Operating Income</b>	<b>539</b>	<b>6,409</b>	<b>1089.1%</b>
<b>Operating Margin</b>	<b>1.8%</b>	<b>13.3%</b>	<b>+11.5 p.p.</b>
Financial Income (Expenses) Net	131	1,846	+1309.2%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>670</b>	<b>8,255</b>	<b>+1132.1%</b>
Income Tax and Social Contribution	(400)	(2,961)	+640.3%
<b>Net Profit</b>	<b>270</b>	<b>5,294</b>	<b>+1860.7%</b>
<b>Net Margin</b>	<b>0.9%</b>	<b>11.0%</b>	<b>+10.1 p.p.</b>
EBITDA	2,736	8,740	+219.4%
<b>EBITDA Margin</b>	<b>9.4%</b>	<b>18.1%</b>	<b>+8.7 p.p.</b>

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CCO

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COO

**UNICASA** 30 anos

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