UNICASA

INVESTOR ***Relations***

AGENDA

- *Store Network and Sales Performance*
- *Economic and Financial*

Disclaimer

Bento Gonçalves, Rio Grande do Sul, August 15, 2023. 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 2023. 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.

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- ***Economic and Financial***

Sales Performance

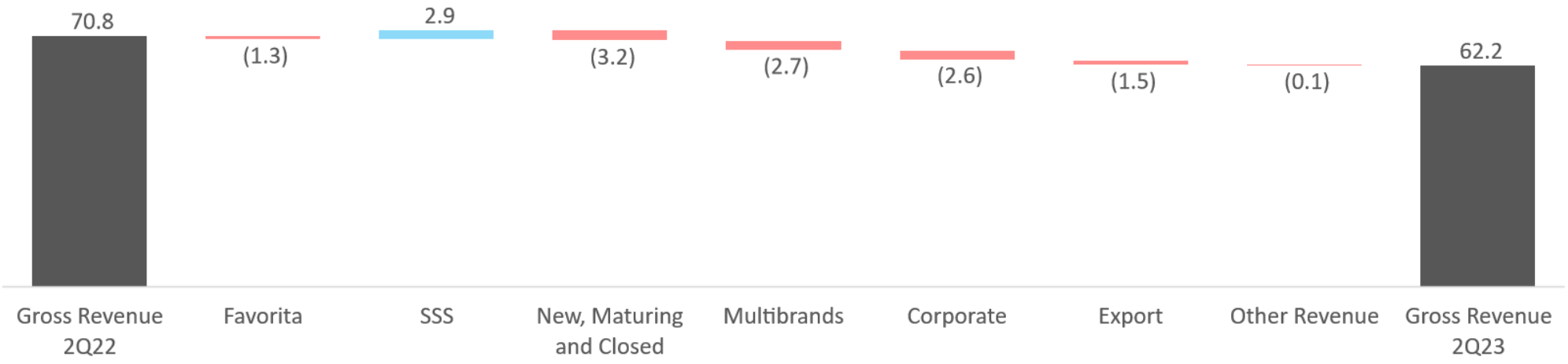
Gross Revenue ex-IPI	2Q22	2Q23	Δ
Unicasa Indústria de Móveis	70,753	62,228	-12.0%
Δ Volume	-0.3%	-24.2%	

1S22	1S23	Δ
142,725	121,275	-15.0%
8.9%	-29.1%	

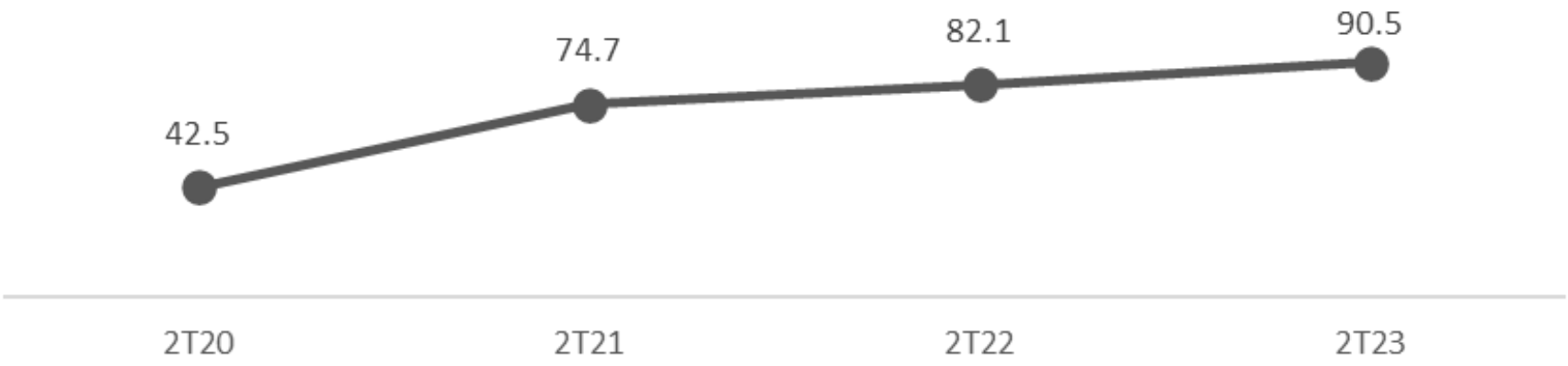
Gross Revenue ex-IPI	2Q22	2Q23	Δ
Multibrands	8,902	6,188	-30.5%
Corporate	7,219	4,642	-35.7%
Exports	10,036	8,540	-14.9%
Exclusive Dealers	43,971	42,377	-3.6%
Δ Same Stores Sales	15.2%	8.0%	
Δ Same Stores Volume	-2.1%	-4.6%	

1S22	1S23	Δ
18,040	11,600	-35.7%
14,689	6,888	-53.1%
17,461	16,645	-4.7%
91,130	85,327	-6.4%
22.4%	5.9%	
4.4%	-8.2%	

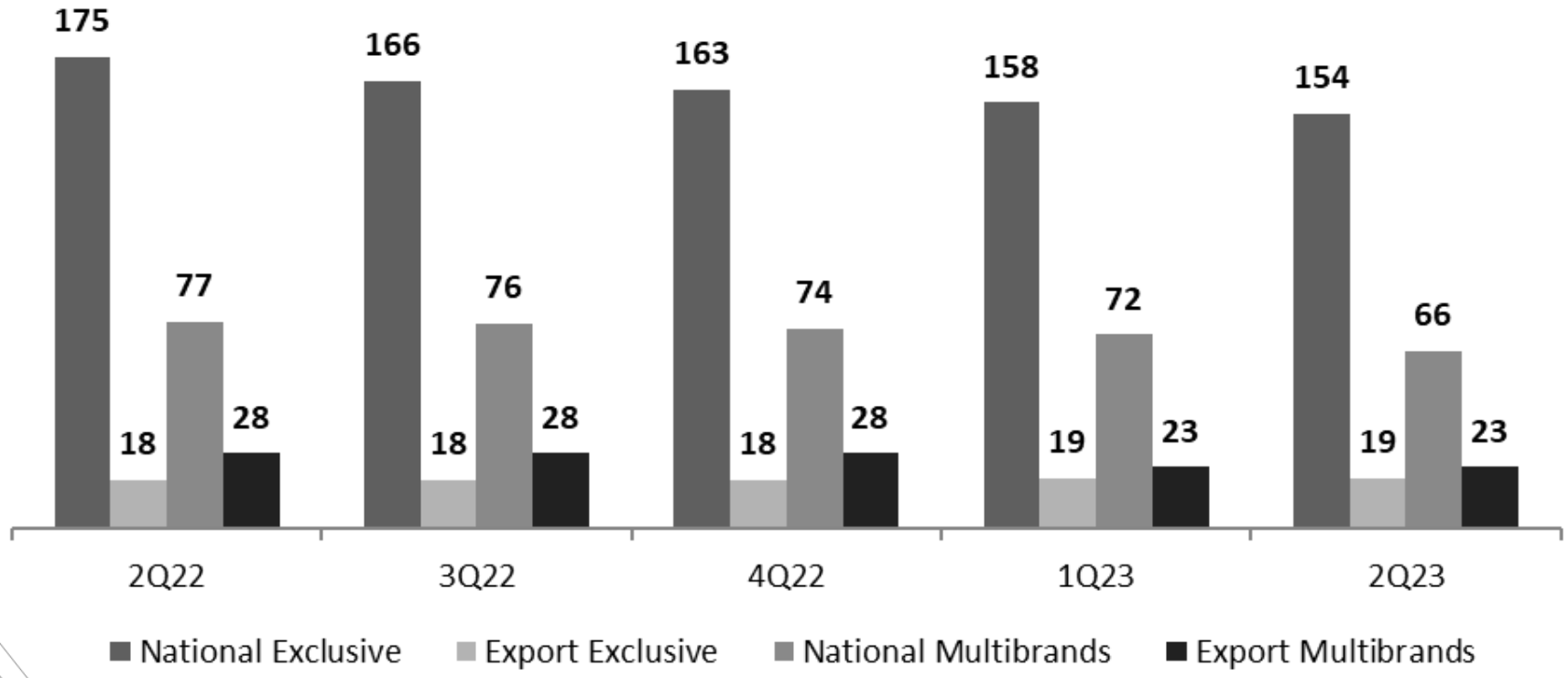
Sales Performance



Unicasa – Productivity



Unicasa – Store Netword



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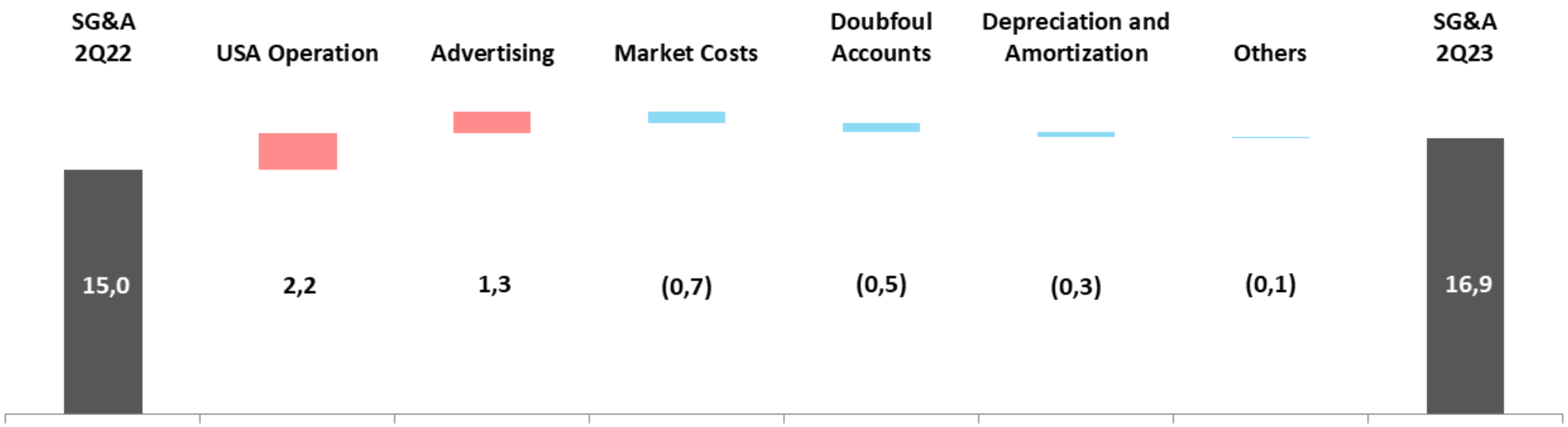
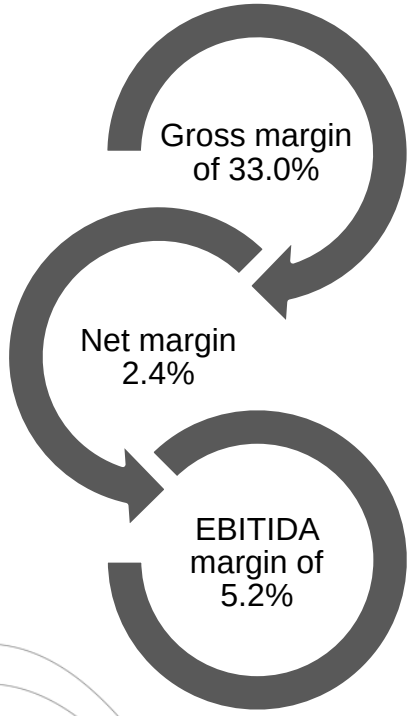
Selling, General and Administrative Expenses Reconciliation



Executive Summary



Executive Summary	2Q22	2Q23	Δ	1S22	1S23	Δ
Gross Revenue ex-IPI	70,753	62,228	-12.0%	142,725	121,275	-15.0%
Net Revenue	**58,136**	**51,017**	**-12.2%**	**116,867**	**99,727**	**-14.7%**
Cost of Goods Sold	(39,072)	(34,195)	-12.5%	(78,521)	(66,596)	-15.2%
Gross Income	**19,064**	**16,822**	**-11.8%**	**38,346**	**33,131**	**-13.6%**
Gross Margin	***32.8%***	***33.0%***	***+0.2 p.p.***	***32.8%***	***33.2%***	***+0.4 p.p.***
Selling and Administrative Expenses	(14,977)	(16,928)	+13.0%	(28,971)	(31,772)	+9.7%
Other Revenues and Operating Expenses	525	619	+17.9%	8,210	1,265	-84.6%
Operating Income	**4,612**	**513**	**-88.9%**	**17,585**	**2,624**	**-85.1%**
Operating Margin	***7.9%***	***1.0%***	***-6.9 p.p.***	***15.0%***	***2.6%***	***-12.4 p.p.***
Financial Income (Expenses) Net	3,752	1,161	-69.1%	5,684	2,238	-60.6%
Operating Income before Income Tax and Social Co	**8,364**	**1,674**	**-80.0%**	**23,269**	**4,862**	**-79.1%**
Income Tax and Social Contribution	2,092	(461)	-122.0%	(2,643)	(125)	-95.3%
Net Profit	**10,456**	**1,213**	**-88.4%**	**20,626**	**4,737**	**-77.0%**
Net Margin	***18.0%***	***2.4%***	***-15.6 p.p.***	***17.6%***	***4.7%***	***-12.9 p.p.***
EBITDA	7,039	2,677	-62.0%	22,574	6,702	-70.3%
EBITDA Margin	***12.1%***	***5.2%***	***-6.9 p.p.***	***19.3%***	***6.7%***	***-12.6 p.p.***
ROIC - UDM	***27.3%***	***8.1%***	***-19.2 p.p.***	***27.3%***	***8.1%***	***-19.2 p.p.***

UNICASA

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