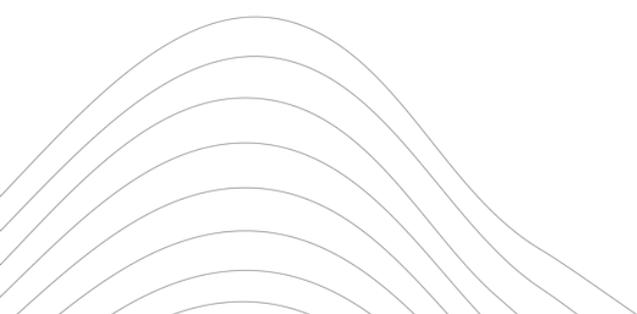


Results Presentation 2Q24

**Date: 08/13/2024
12:00 PM (US ET)**



UNICASA

INVESTOR *Relations*

Dell Anno

new
móveis planejados

CASA
BRASILEIRA
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, August 13, 2024. 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 2024. 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.



OPERAÇÃO
DE VOLTA PARA CASA
RIO GRANDE DO SUL

More than 500 families helped with furniture for the kitchen, bathroom, rack for the living room and set of wardrobes.





Dell Anno
GLOBAL LIVING
BY LÉO SHEHTMAN



Sales Performance

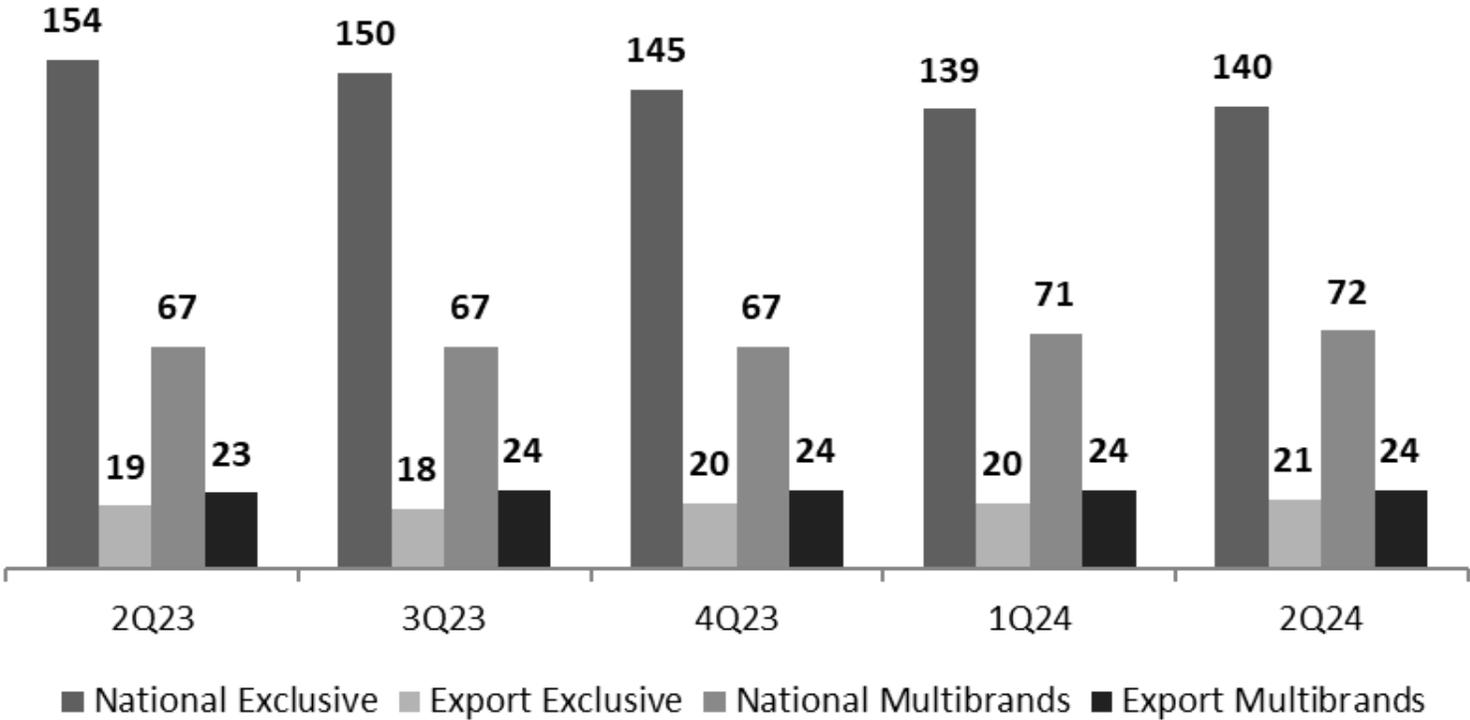
Gross Revenue ex-IPI	2Q23	2Q24	Δ
Exclusive Dealers	42,238	43,081	2.0%
Δ Same Stores Sales	8.0%	11.6%	
Δ Same Stores Volume ¹	-4.6%	12.6%	
Multibrands	6,327	5,759	-9.0%
Corporate	4,642	2,519	-45.7%
Exports	8,540	14,786	73.1%

1S23	1S24	Δ
84,839	82,094	-3.2%
5.9%	4.8%	
-8.2%	3.7%	
12,087	10,316	-14.6%
6,888	3,898	-43.4%
16,645	25,399	52.6%

Gross Revenue ex-IPI	2Q23	2Q24	Δ
Unicasa Indústria de Móveis	62,228	66,383	+6.7%
Δ Volume ¹	-24.2%	-3.4%	

1S23	1S24	Δ
121,275	122,210	+0.8%
-29.1%	-7.6%	

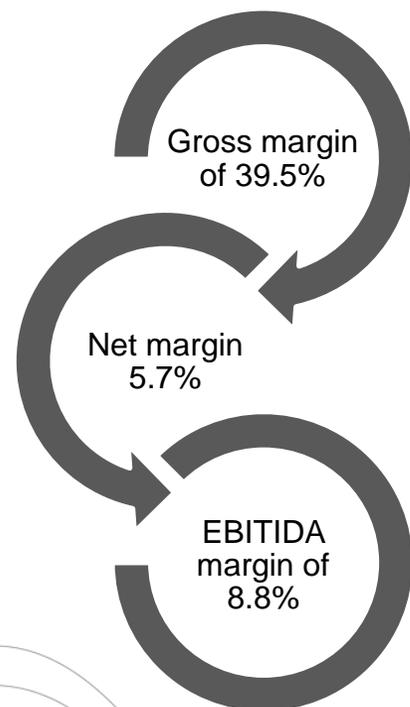
Unicasa – Store Network



Selling, General and Administrative Expenses Reconciliation



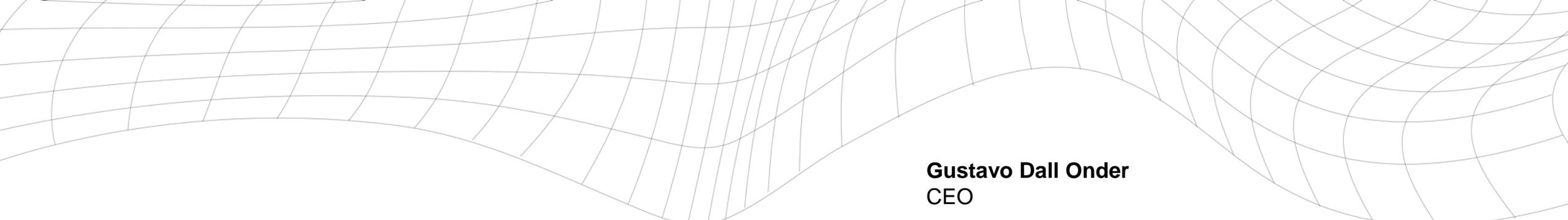
Executive Summary



Executive Summary	2Q23	2Q24	Δ	1S23	1S24	Δ
Gross Revenue ex-IPI	62,228	66,383	+6.7%	121,275	122,210	+0.8%
Net Revenue	51,017	56,314	+10.4%	99,727	103,407	+3.7%
Cost of Goods Sold	(34,195)	(34,043)	-0.4%	(66,596)	(62,480)	-6.2%
Gross Income	16,822	22,271	+32.4%	33,131	40,927	+23.5%
Gross Margin	33.0%	39.5%	+6.5 p.p.	33.2%	39.6%	+6.4 p.p.
Selling and Administrative Expenses	(16,928)	(20,428)	+20.7%	(31,772)	(38,046)	+19.7%
Other Revenues and Operating Expenses	619	393	-36.5%	1,265	354	-72.0%
Operating Income	513	2,236	+335.9%	2,624	3,235	+23.3%
Operating Margin	1.0%	4.0%	+3.0 p.p.	2.6%	3.1%	+0.5 p.p.
Financial Income (Expenses) Net	1,161	2,452	+111.2%	2,238	4,835	+116.0%
Operating Income before Income Tax and Social Co	1,674	4,688	+180.0%	4,862	8,070	+66.0%
Income Tax and Social Contribution	(461)	(1,458)	+216.3%	(125)	(2,037)	+1529.6%
Net Profit	1,213	3,230	+166.3%	4,737	6,033	+27.4%
Net Margin	2.4%	5.7%	+3.4 p.p.	4.7%	5.8%	+1.1 p.p.
EBITDA	2,677	4,976	+85.9%	6,702	8,759	+30.7%
EBITDA Margin	5.2%	8.8%	+3.6 p.p.	6.7%	8.5%	+1.8 p.p.
ROIC - UDM	8.1%	6.2%	-1.8 p.p.	8.1%	6.2%	-1.8 p.p.

Questions

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.



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+ +
+ + + +
+ +

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