

UNICASA

2Q22 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, August 12, 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 second 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 20.8% in net revenue;



98% growth in net profit



EBTIDA Margin of 12.1%;



Liquid Margin of 18%;



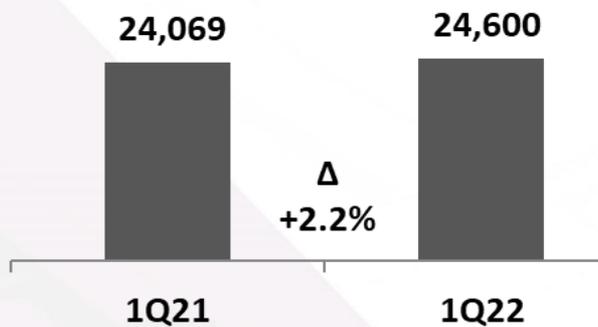
ROIC of 27.3% (+1.3 p.p. vs 1Q22).

AGENDA

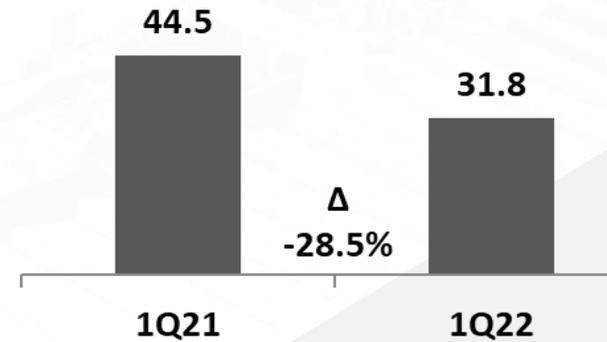
Store Network and Sales Performance



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



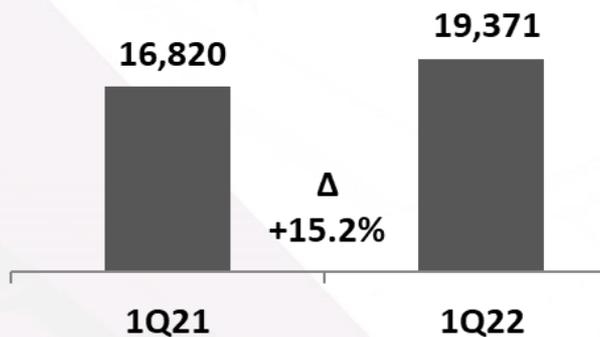
Modules Sold (UEPS' 000 un.)



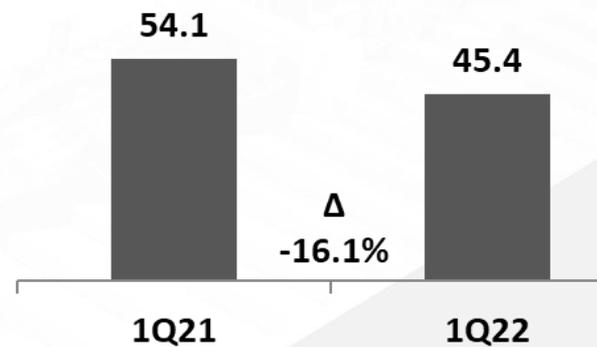
Gross Revenue ex-IPI increased 2.2%.

Modules Sold decreased 28.5%.

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



Modules Sold (UEPS' 000 un.)



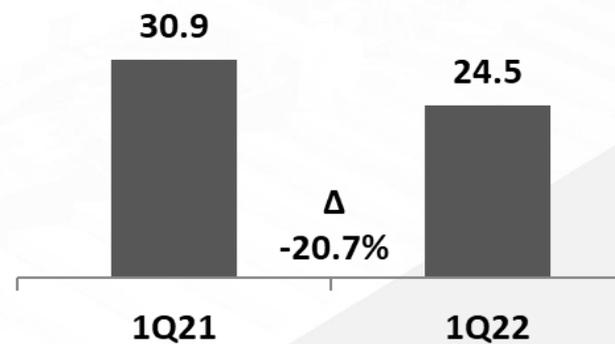
Gross Revenue ex-IPI increased 15.2%.

Modules Sold decreased 16.1%.

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



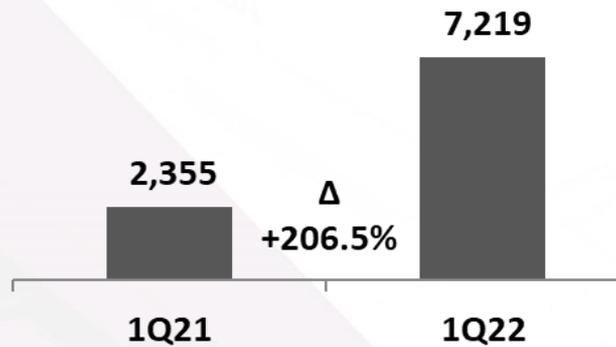
Modules Sold (UEPS' 000 un.)



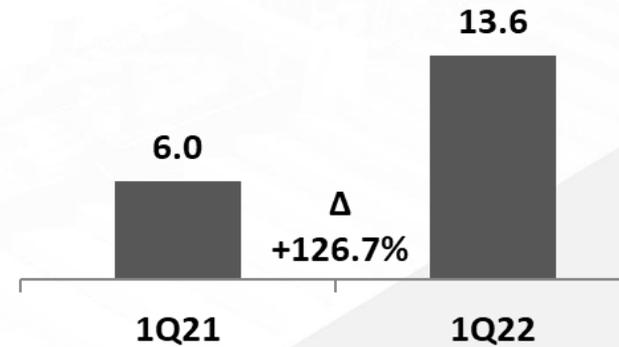
Gross Revenue ex-IPI increased 8.5%.

Modules Sold decreased 20.7%.

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



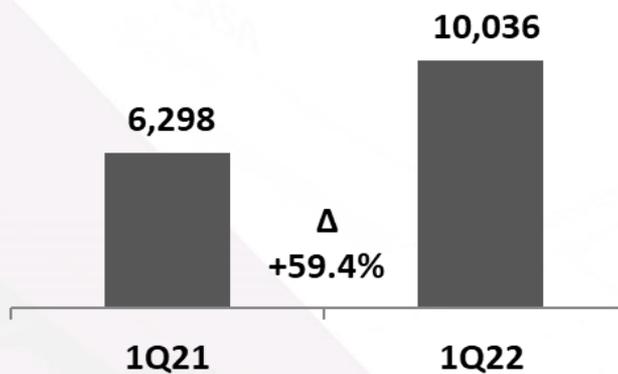
Modules Sold (UEPS' 000 un.)



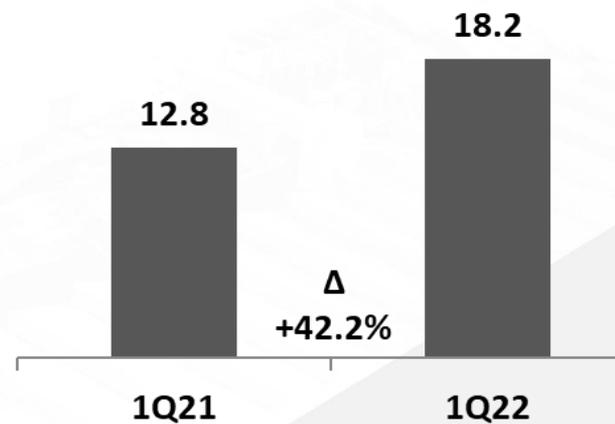
Gross Revenue ex-IPI increased 206.5%.

Modules Sold increased 126.7%.

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

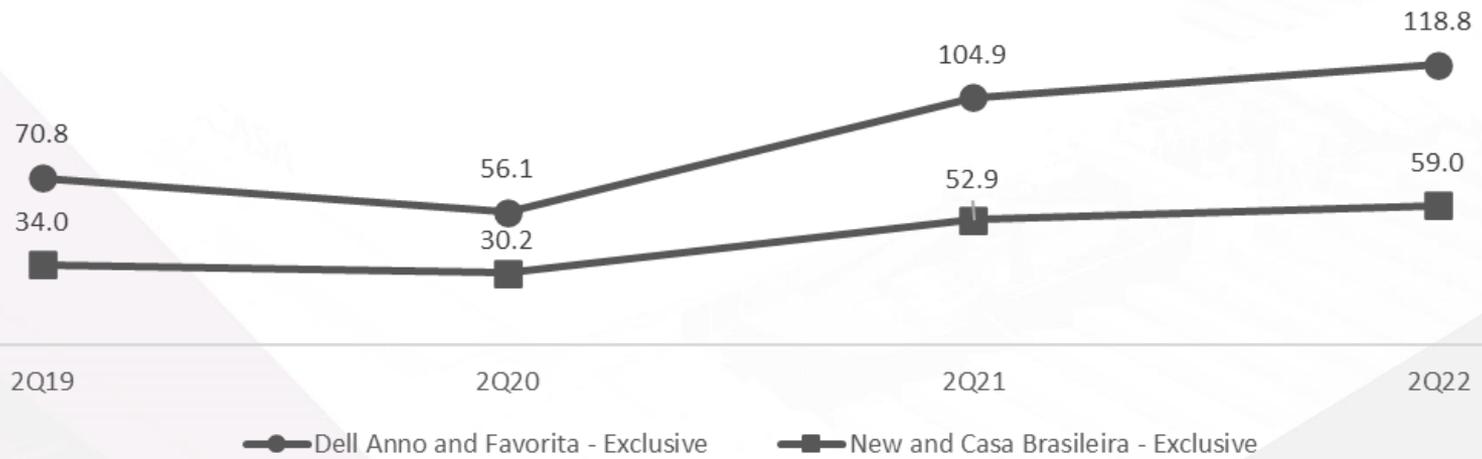


Modules Sold (UEPS' 000 un.)

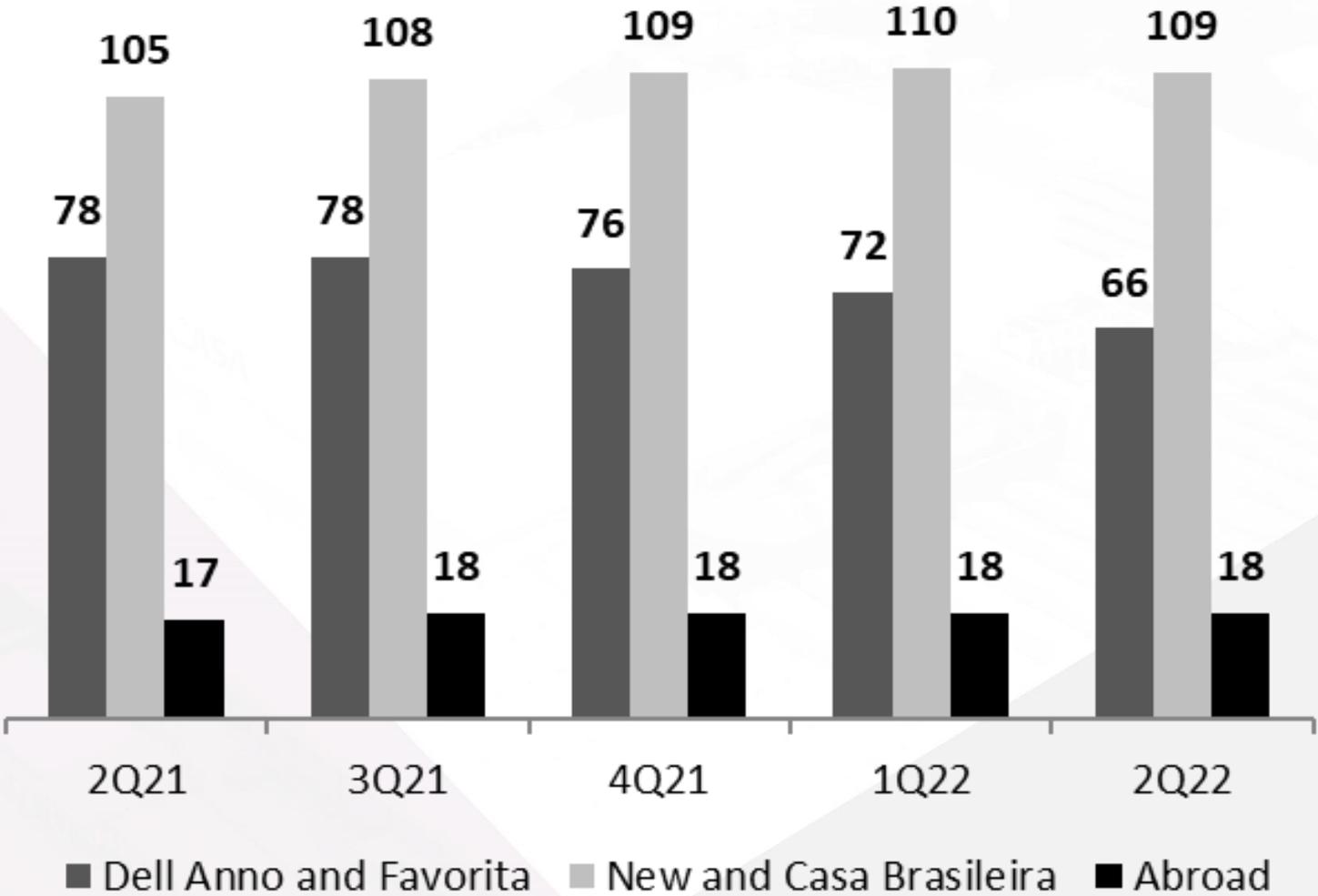


Gross Revenue ex-IPI increased 59.4%.

Modules Sold increased 42.2%.







AGENDA

Economic and Financial Performance





Executive summary

- Gross margin of 32.8%;
- Net margin of 18.%, up 7 p.p.;
- EBITDA margin of 12.1%, down 6 p.p..

Executive Summary	2Q21	2Q22	Δ	1S21	1S22	Δ
Gross Revenue ex-IPI	58,559	70,753	+20.8%	110,653	142,725	+29.0%
Net Revenue	48,222	58,136	20.6%	90,515	116,867	29.1%
Cost of Goods Sold	(30,702)	(39,072)	+27.3%	(57,898)	(78,521)	+35.6%
Gross Income	17,520	19,064	+8.8%	32,617	38,346	+17.6%
Gross Margin	36.3%	32.8%	-3.5 p.p.	36.0%	32.8%	-3.2 p.p.
Selling and Administrative Expenses	(12,522)	(14,977)	+19.6%	(22,507)	(28,971)	+28.7%
Other Revenues and Operating Expenses	1,411	525	-62.8%	2,138	8,210	+284.0%
Operating Income	6,409	4,612	-28.0%	12,248	17,585	43.6%
Operating Margin	13.3%	7.9%	-5.4 p.p.	13.5%	15.0%	+1.5 p.p.
Financial Income (Expenses) Net	1,846	3,752	+103.3%	1,897	5,684	+199.6%
Operating Income before Income Tax and Social Contribution	8,255	8,364	+1.3%	14,145	23,269	+64.5%
Income Tax and Social Contribution	(2,961)	2,092	-170.7%	(5,113)	(2,643)	-48.3%
Net Profit	5,294	10,456	+97.5%	9,032	20,626	+128.4%
Net Margin	11.0%	18.0%	+7.0 p.p.	10.0%	17.6%	+7.6 p.p.
EBITDA	8,740	7,039	-19.5%	16,879	22,574	+33.7%
EBITDA Margin	18.1%	12.1%	-6.0 p.p.	18.6%	19.3%	+0.7 p.p.

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