



UNICASA

3Q20 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, November 13, 2020. Unicasa Indústria de Móveis S.A. (BM&FBovespa: 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 third quarter of 2020. 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 6.6% in net revenue;



Increase of 41.4% in operating income;



EBTIDA Margin of 23,4%;



Cash generation of R\$21.4 million;

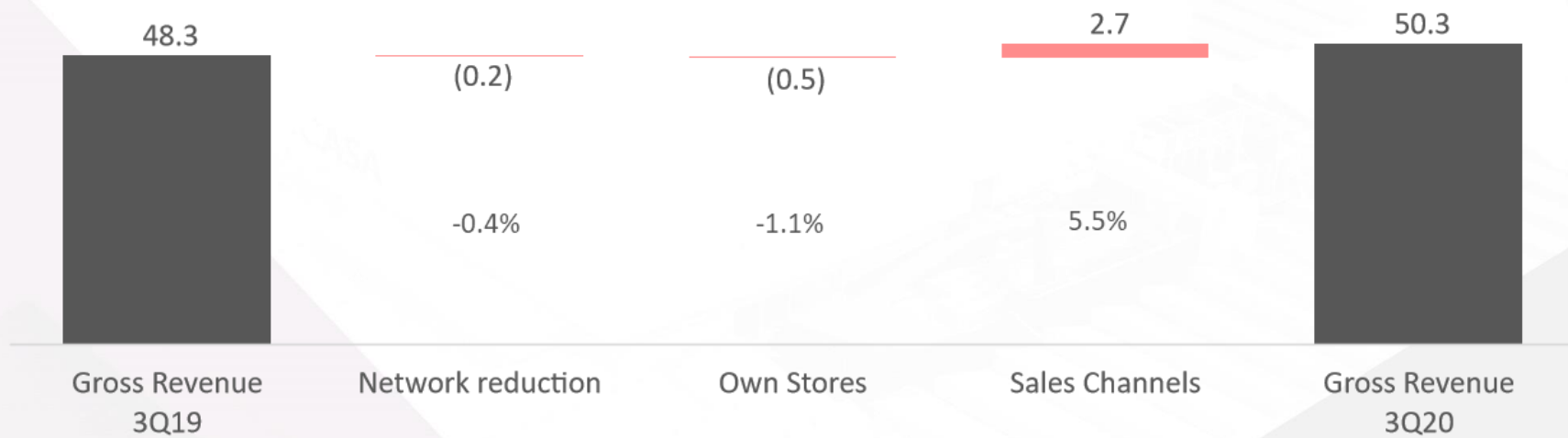


ROIC UDM of 8,5% (+1,1 p.p. vs 2T20).

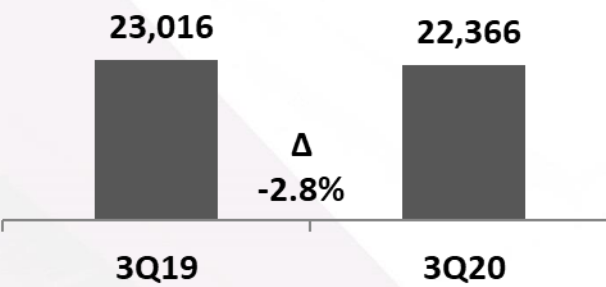
AGENDA

Store Network and Sales Performance



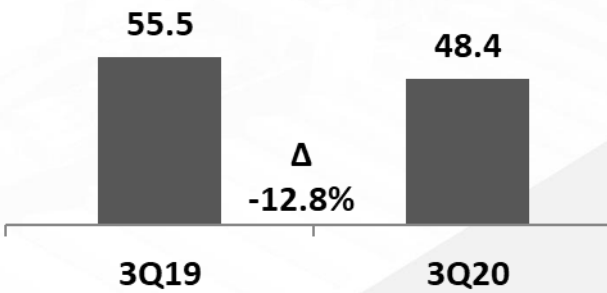


Gross Revenue ex-IPI(R\$' 000)



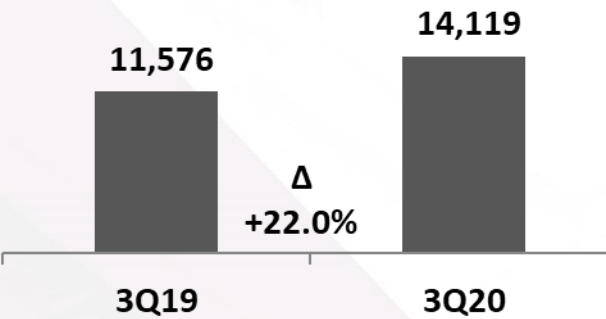
Gross Revenue ex-IPI decreased 2.8%.

Modules Sold (UEPS' 000 un.)

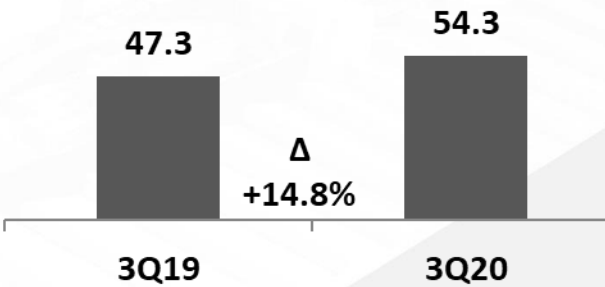


Modules Sold decreased 12.8%.

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



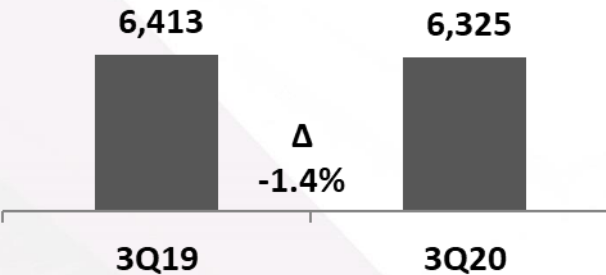
Modules Sold (UEPS' 000 un.)



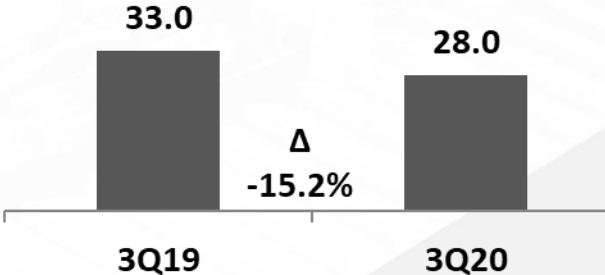
Gross Revenue ex-IPI increased 22.0%.

Modules Sold increased 14.8%.

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



Modules Sold (UEPS' 000 un.)



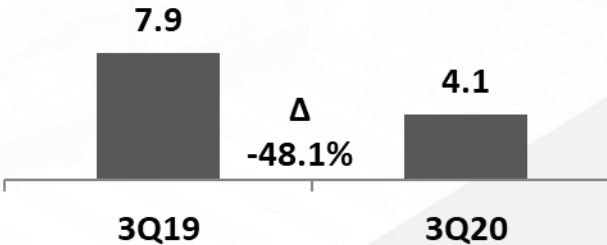
Gross Revenue ex-IPI decreased 1.4%.

Modules Sold decreased 15.2%.

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



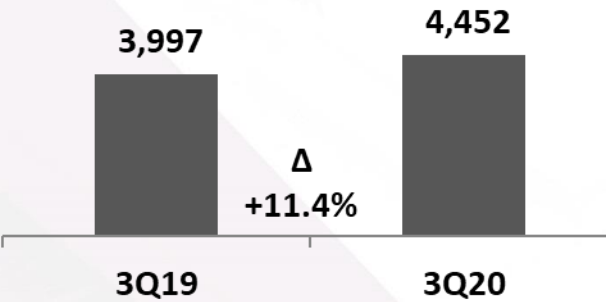
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 30.9%.

Modules Sold increased 48.1%.

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



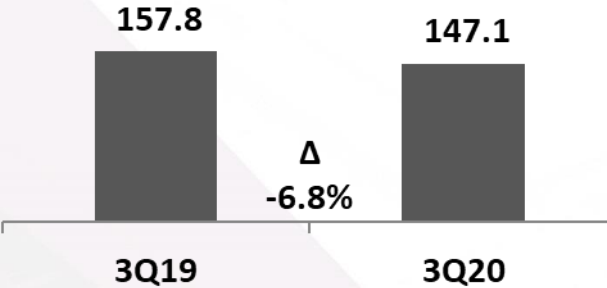
Modules Sold (UEPS' 000 un.)



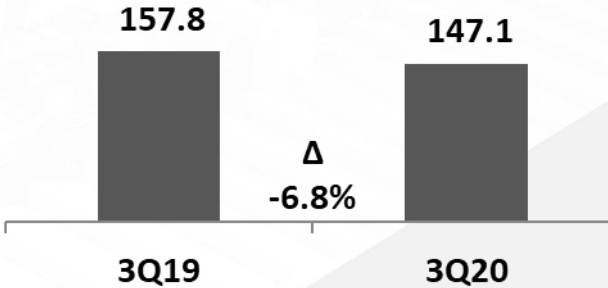
Gross Revenue ex-IPI increased 11.4%.

Modules Sold decreased 13.6%.

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



Modules Sold (UEPS' 000 un.)

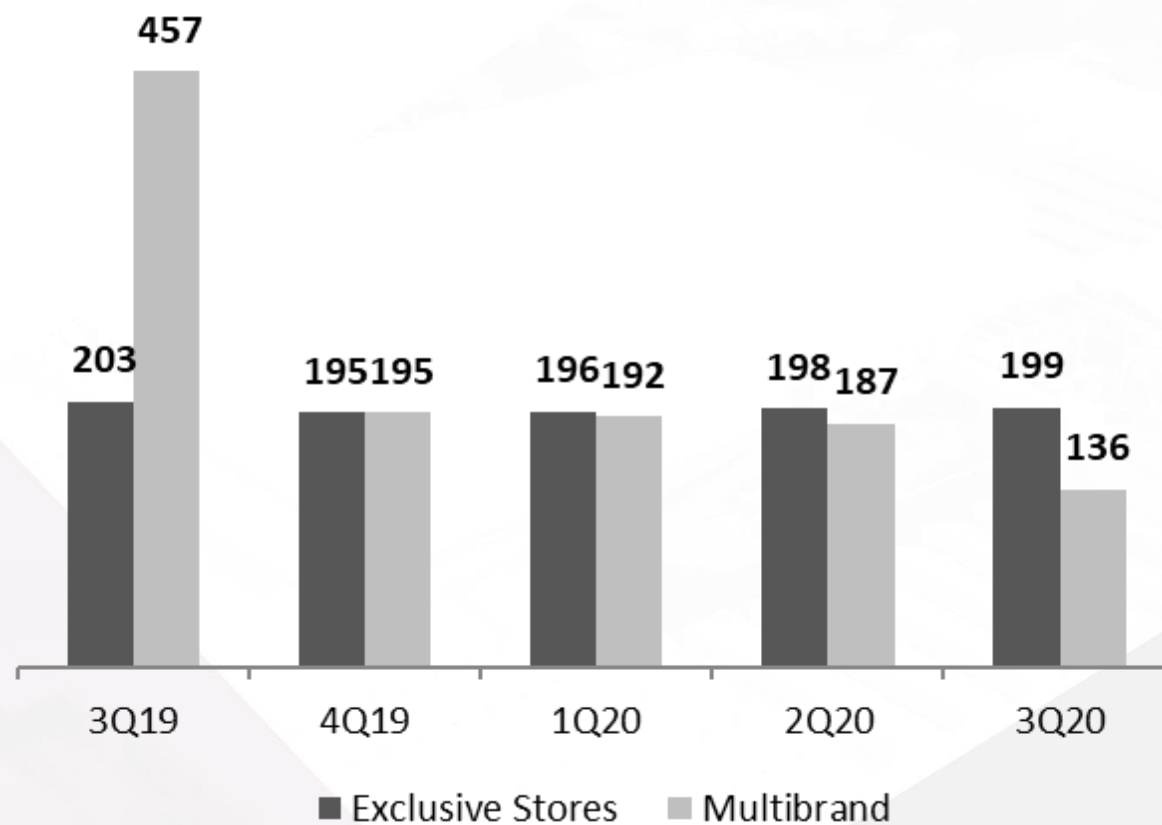


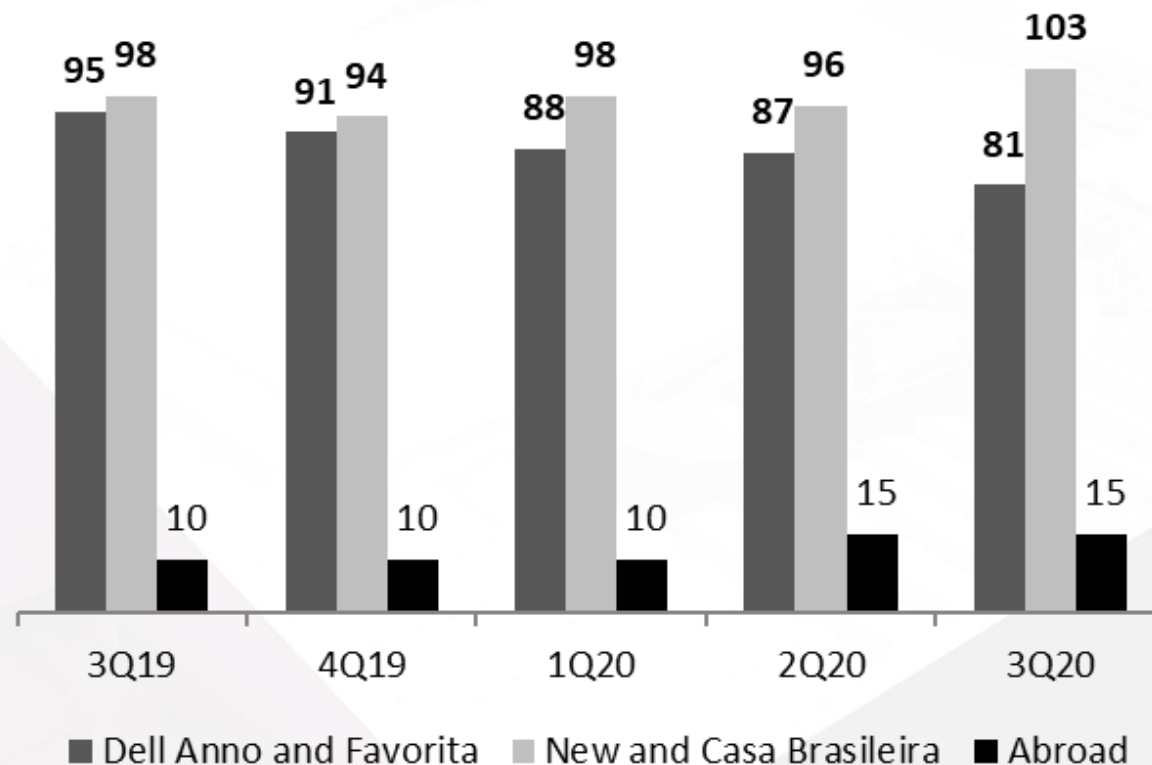
Gross Revenue ex-IPI increased 4.1%.

Modules Sold decreased 6.8%.



*Per store and per month.





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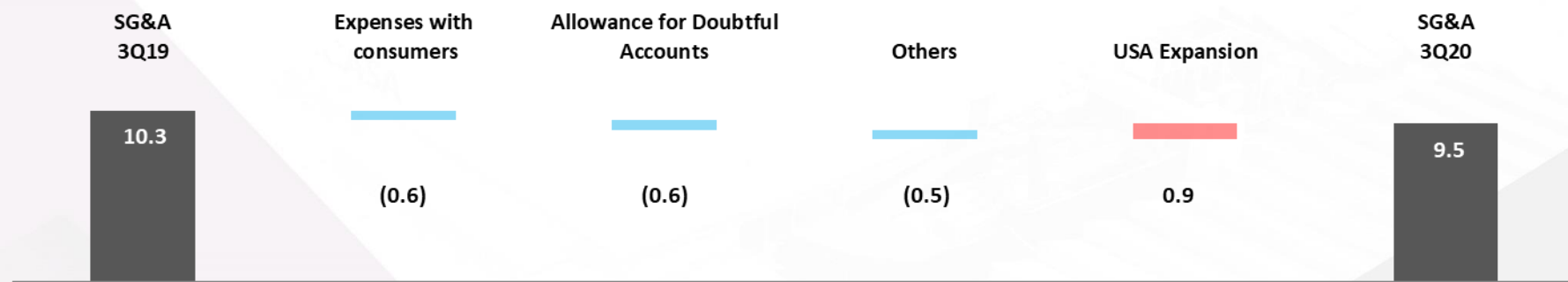
Economic and Financial Performance



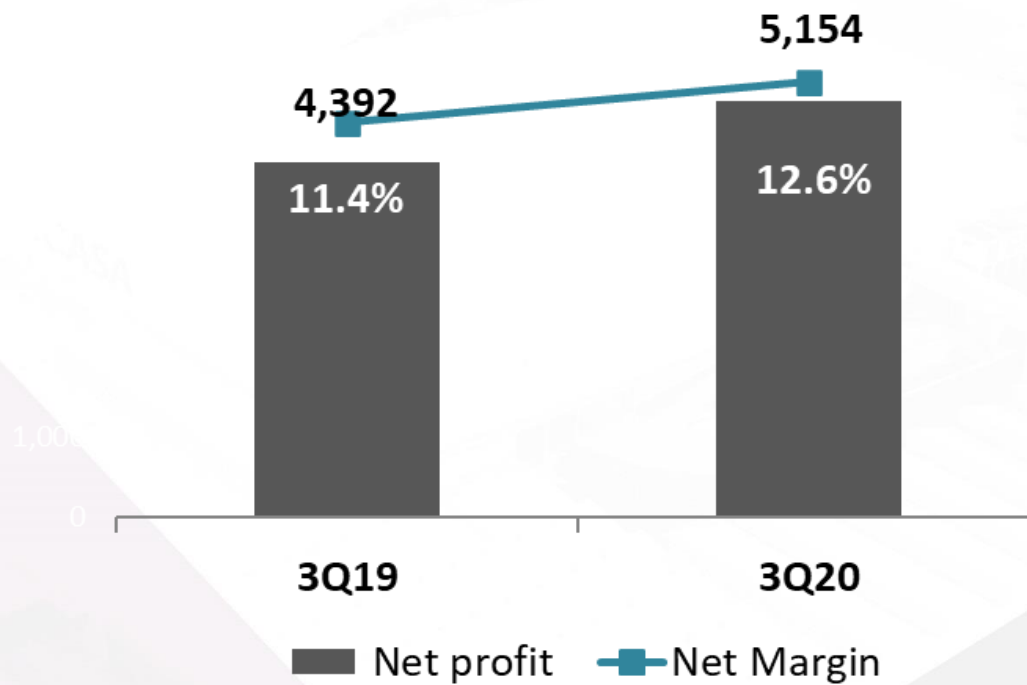
Executive summary

- Gross margin of 38.1%, down 1.1 p.p.;
- Net margin of 12.6%, up 1,2 p.p.;
- EBITDA margin of 23.4%, up 4.0 p.p..

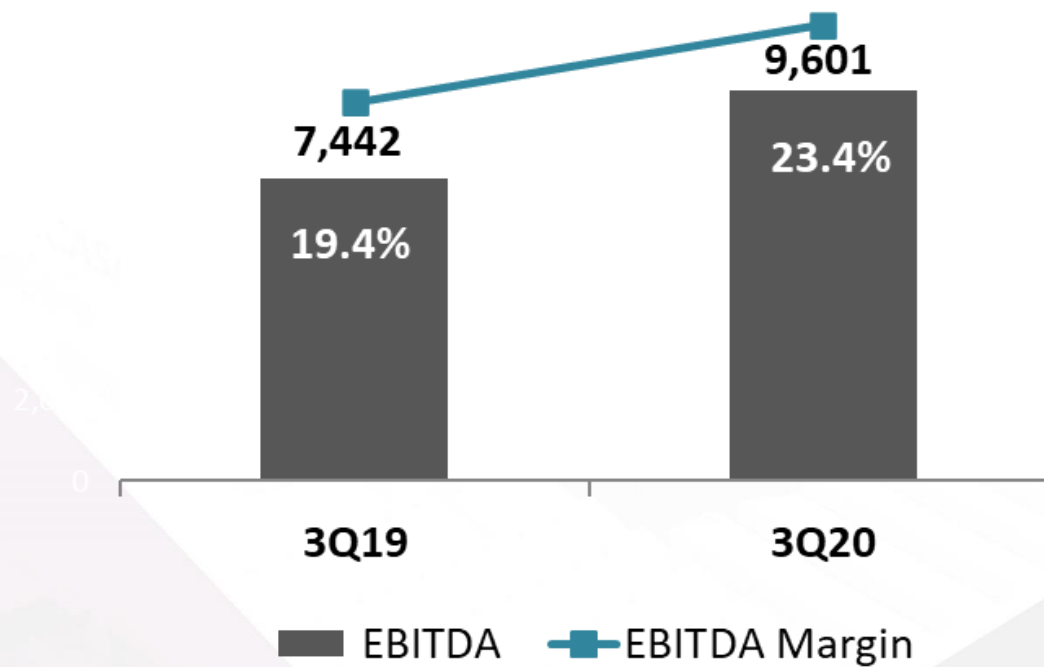
Executive Summary	3Q19	3Q20	Δ
Gross Revenue ex-IPI	48,320	50,280	+4.1%
Net Revenue	38,443	40,970	6.6%
Cost of Goods Sold	(23,367)	(25,347)	+8.5%
Gross Income	15,076	15,623	+3.6%
Gross Margin	39.2%	38.1%	-1.1 p.p.
Selling and Administrative Expenses	(10,309)	(9,480)	-8.0%
Other Revenues and Operating Expenses	488	1,290	+164.3%
Operating Income	5,255	7,433	41.4%
Operating Margin	13.7%	18.1%	+4.4 p.p.
Financial Income (Expenses) Net	1,587	908	-42.8%
Operating Income before Income Tax and Social Contribution	6,842	8,341	+21.9%
Income Tax and Social Contribution	(2,450)	(3,187)	+30.1%
Net Profit	4,392	5,154	+17.3%
Net Margin	11.4%	12.6%	+1.2 p.p.
EBITDA	7,442	9,601	+29.0%
EBITDA Margin	19.4%	23.4%	+4.0 p.p.



Decrease of 8.0% in selling, general and administrative expenses.



Net margin of +1.2 p.p..



EBITDA of R\$ 9.6 million, increase of 4.0 p.p on EBITDA margin.

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COO

UNICASA 30 anos

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