

UNICASA

3Q21 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, November 12, 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 third 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 48.0% in net revenue;



Operating income of R\$ 10.2 million;



EBTIDA Margin of 20.6%;



Liquid Margin of 12.0%;



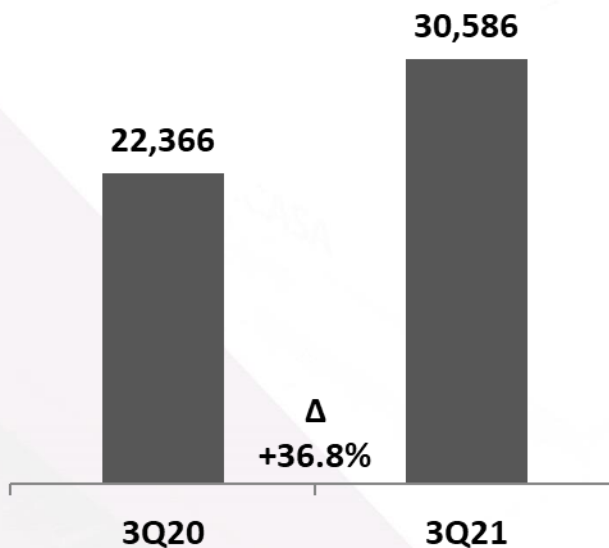
ROIC of 22.2% (+2.7 p.p. vs 2Q21).

AGENDA

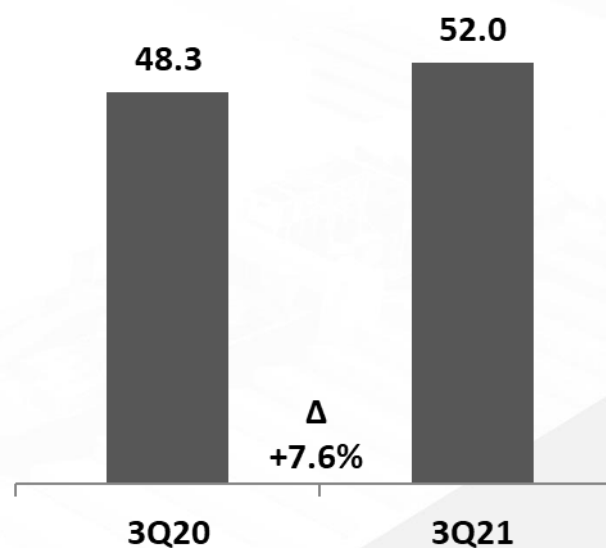
Store Network and Sales Performance



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



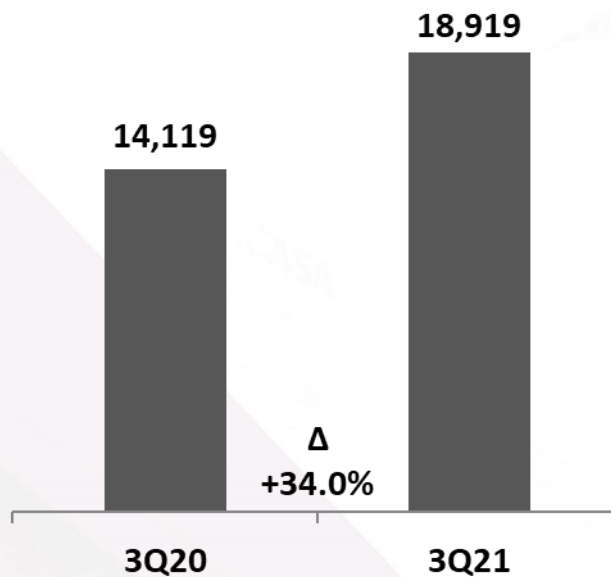
Modules Sold (UEPS' 000 un.)



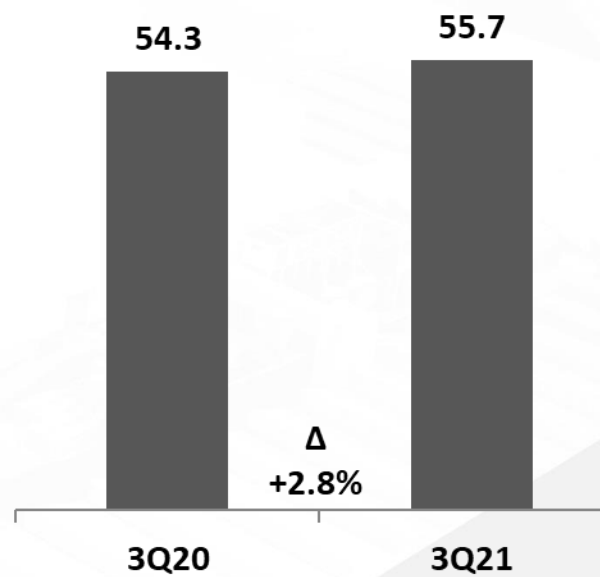
Gross Revenue ex-IPI increased 36.8%.

Modules Sold increased 7.6%.

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



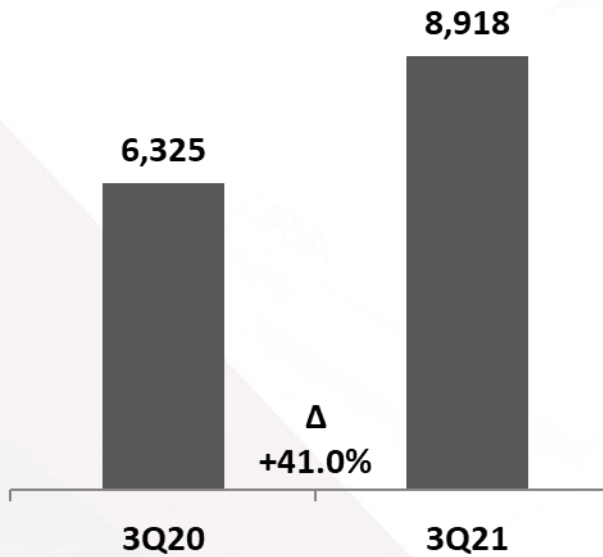
Modules Sold (UEPS' 000 un.)



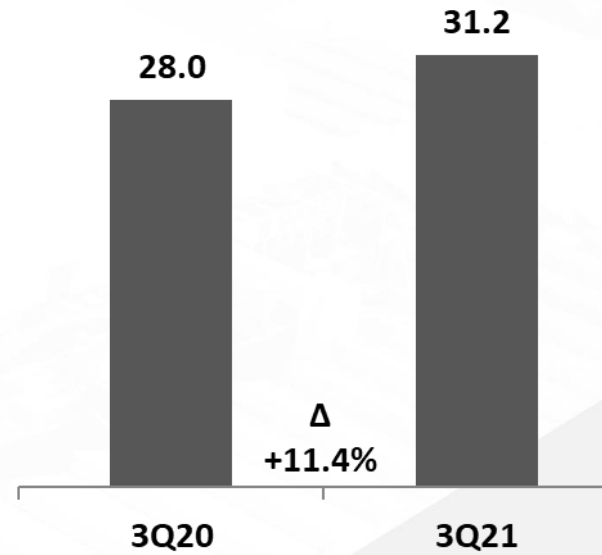
Gross Revenue ex-IPI increased 34.0%.

Modules Sold increased 2.8%.

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



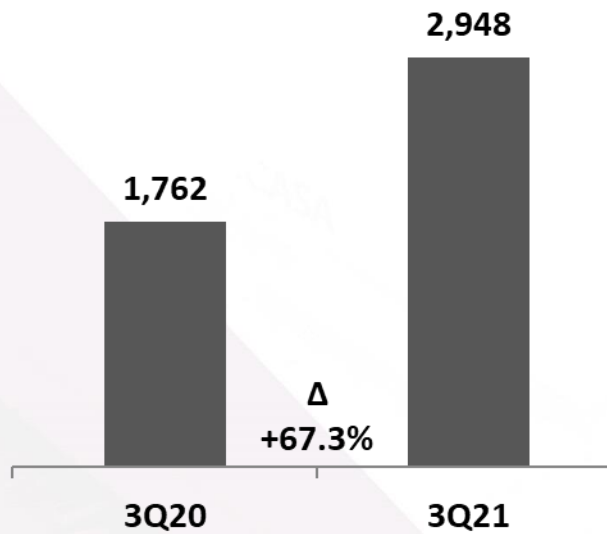
Modules Sold (UEPS' 000 un.)



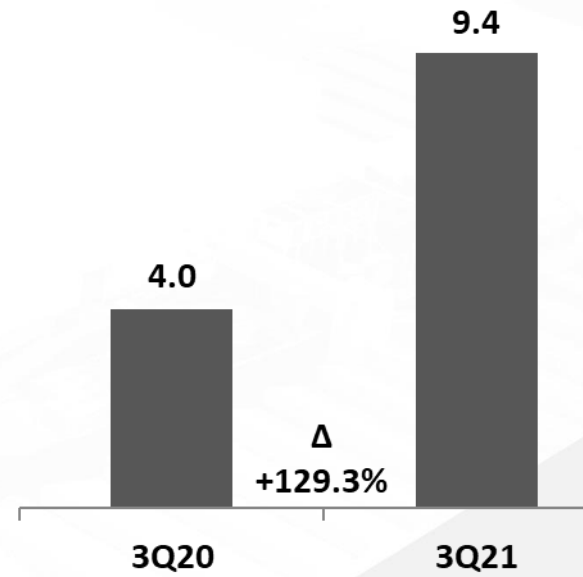
Gross Revenue ex-IPI increased 41.0%.

Modules Sold increased 11.4%.

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



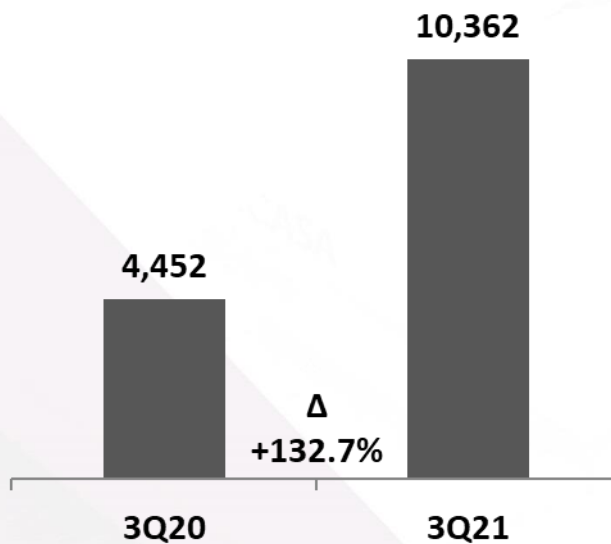
Modules Sold (UEPS' 000 un.)



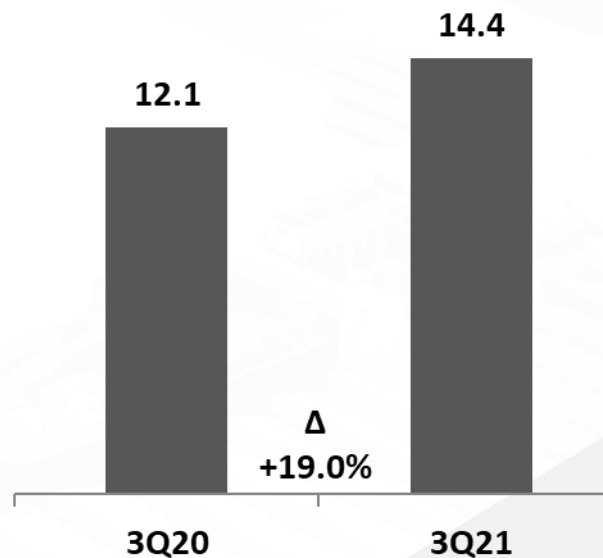
Gross Revenue ex-IPI decreased 67.3%.

Modules Sold decreased 129.3%.

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

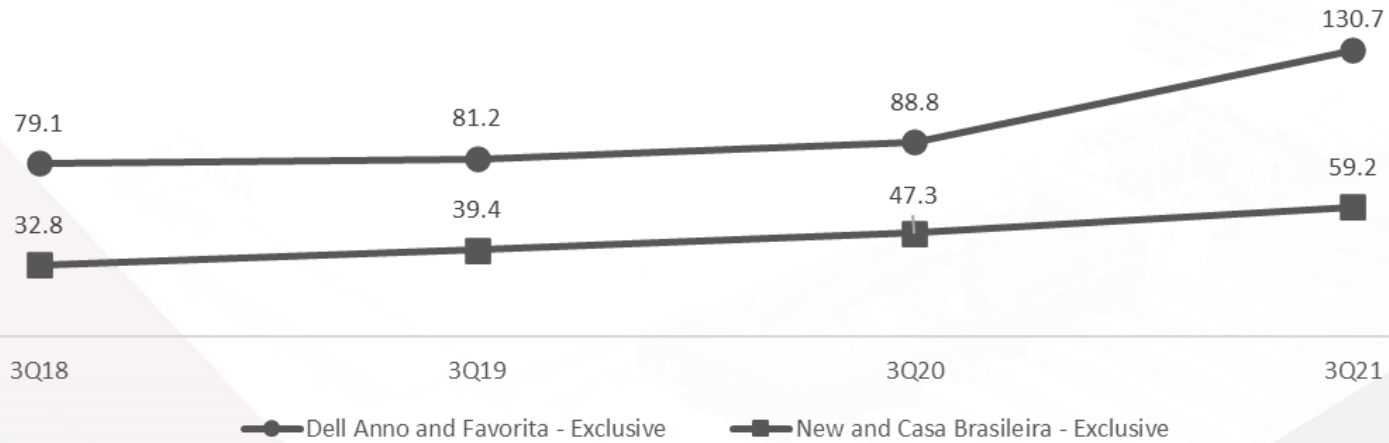


Modules Sold (UEPS' 000 un.)

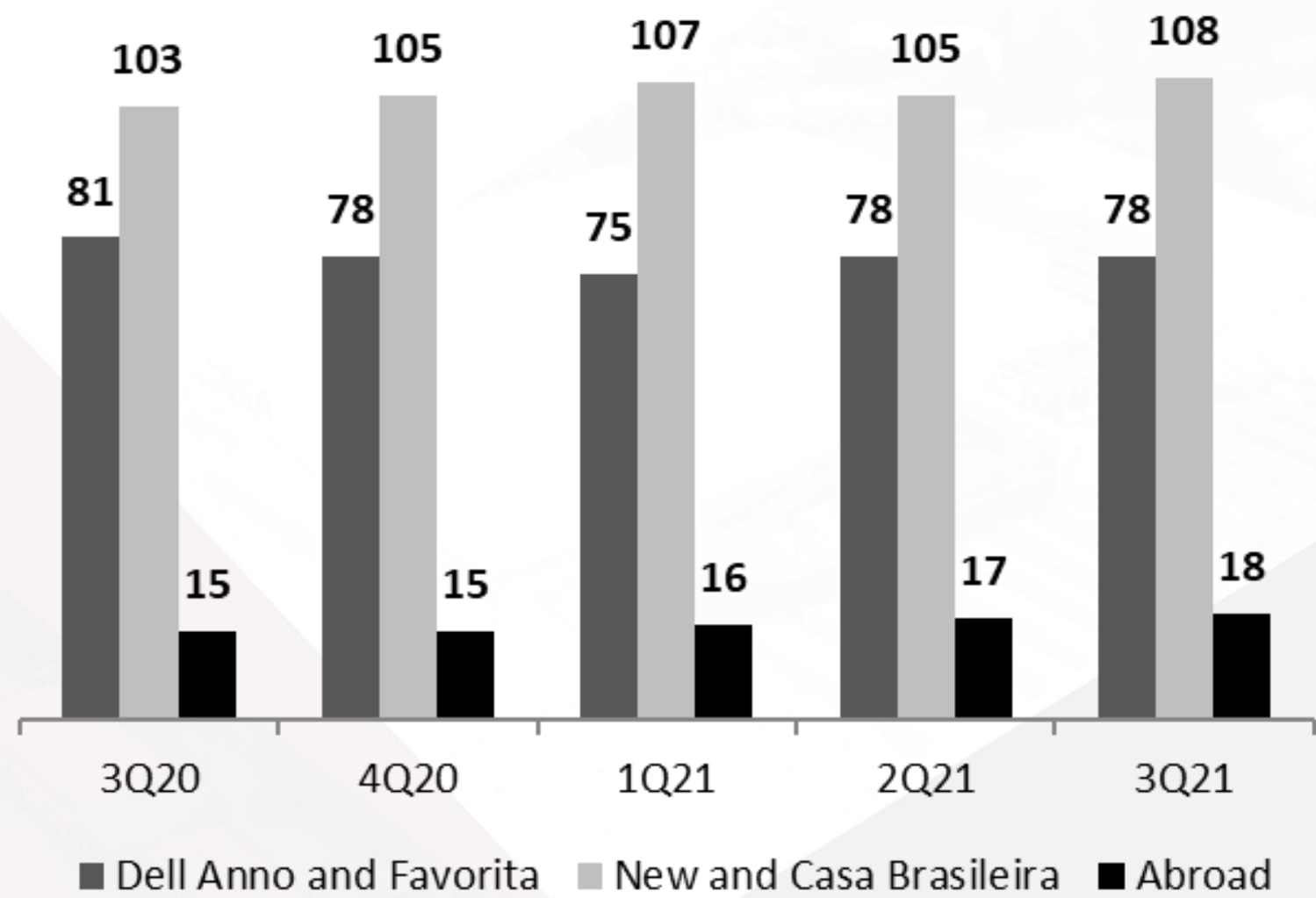


Gross Revenue ex-IPI increased 132.7%.

Modules Sold increased 19.0%.







AGENDA

Economic and Financial Performance

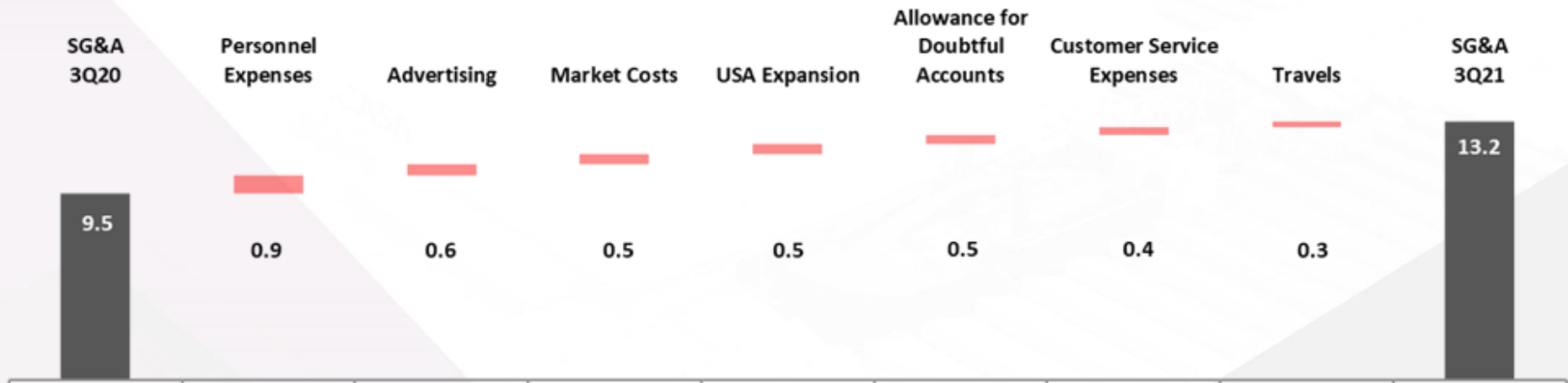
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Sua vida
é assim

CAPITAL VISTORIA



Increase of 38.8% in selling, general and administrative expenses.

Executive summary

- *Gross margin of 36.6%;*
- *Net margin of 12.0%,
down 0.6 p.p.;*
- *EBITDA margin of 20.6%,
down 2.8 p.p..*

Executive Summary	3Q20	3Q21	Δ
Gross Revenue ex-IPI	50,280	72,714	+44.6%
Net Revenue	40,970	60,620	48.0%
Cost of Goods Sold	(25,347)	(38,435)	+51.6%
Gross Income	15,623	22,185	+42.0%
Gross Margin	38.1%	36.6%	-1.5 p.p.
Selling and Administrative Expenses	(9,480)	(13,161)	+38.8%
Other Revenues and Operating Expenses	1,290	1,198	-7.1%
Operating Income	7,433	10,222	37.5%
Operating Margin	18.1%	16.9%	-1.2 p.p.
Financial Income (Expenses) Net	908	1,196	+31.7%
Operating Income before Income Tax and Social Contribution	8,341	11,418	+36.9%
Income Tax and Social Contribution	(3,187)	(4,149)	+30.2%
Net Profit	5,154	7,269	+41.0%
Net Margin	12.6%	12.0%	-0.6 p.p.
EBITDA	9,601	12,517	+30.4%
EBITDA Margin	23.4%	20.6%	-2.8 p.p.

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UNICASA 30 anos

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