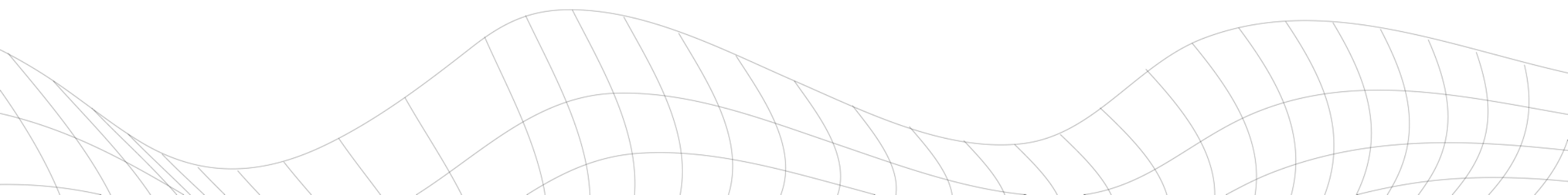




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**INVESTOR** *Relations*



# 3Q23 Earnings Release

## AGENDA

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

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Dell Anno

**new**  
móveis planejados

**CASA**  
**BRASILEIRA**  
MÓVEIS PLANEJADOS

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## Disclaimer

*Bento Gonçalves, Rio Grande do Sul, November 14, 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 third 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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# Sales Performance

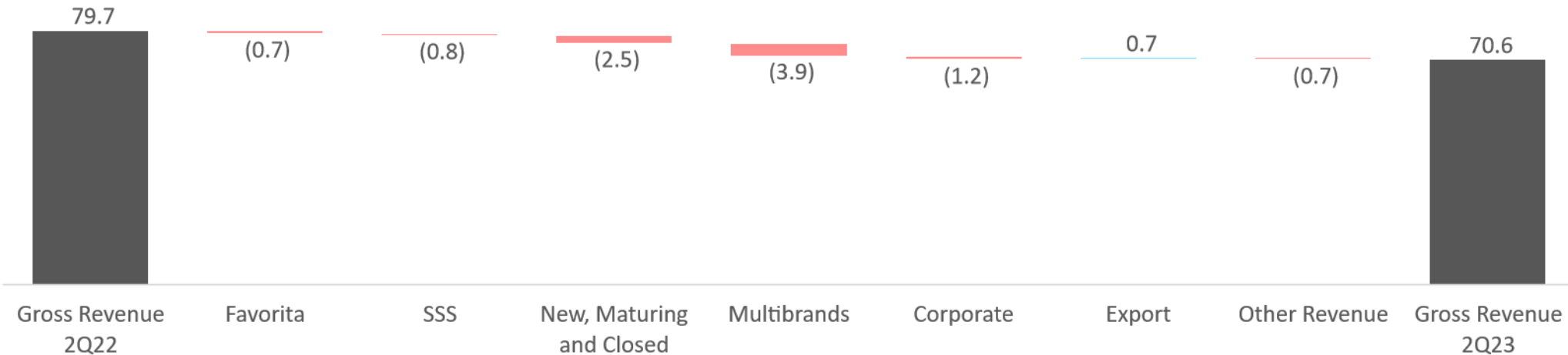
Gross Revenue ex-IPI	3Q22	3Q23	Δ
Unicasa Indústria de Móveis	79,657	70,649	-11.3%
Δ Volume	-14.3%	-20.8%	

9M22	9M23	Δ
222,382	191,924	-13.7%
0.1%	-26.4%	

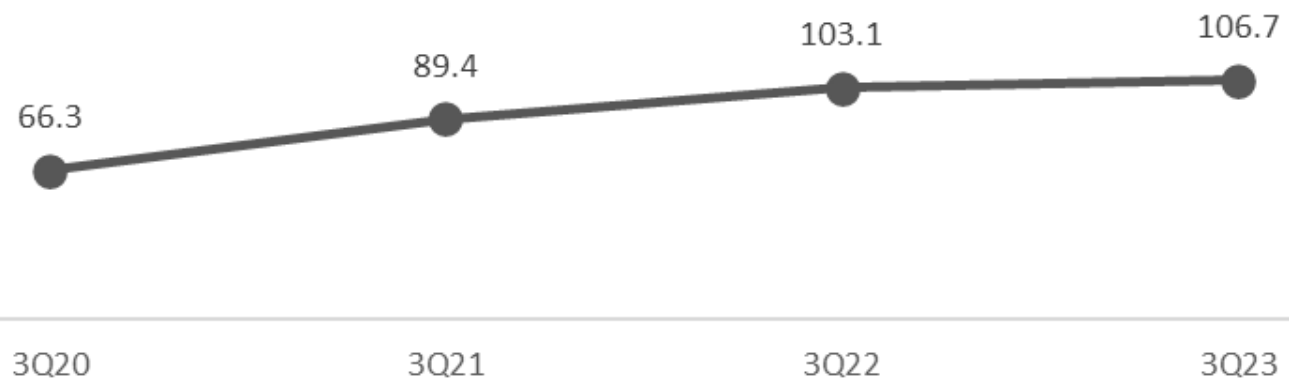
Gross Revenue ex-IPI	3Q22	3Q23	Δ
Multibrands	9,280	5,410	-41.7%
Corporate	4,756	3,534	-25.7%
Exports	11,876	12,578	+5.9%
Exclusive Dealers	52,599	48,646	-7.5%
Δ Same Stores Sales	14.6%	-1.7%	
Δ Same Stores Volume	-8.0%	-7.6%	

9M22	9M23	Δ
28,288	17,013	-39.9%
19,446	10,422	-46.4%
29,337	29,223	-0.4%
142,761	133,969	-6.2%
19.4%	3.4%	
-0.3%	-7.6%	

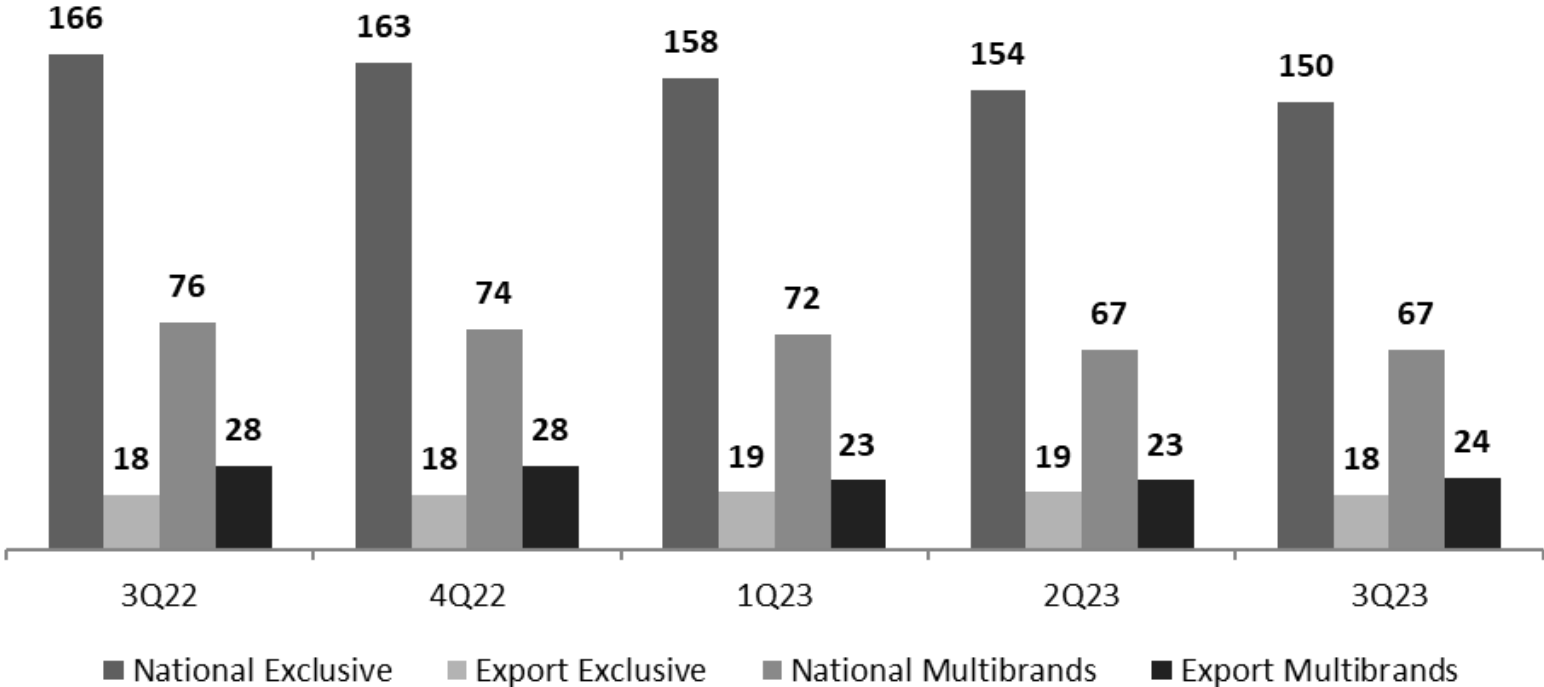
# Sales Performance



# Unicasa – Productivity



# Unicasa – Store Network





# 3Q23 Earnings Release

## AGENDA

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

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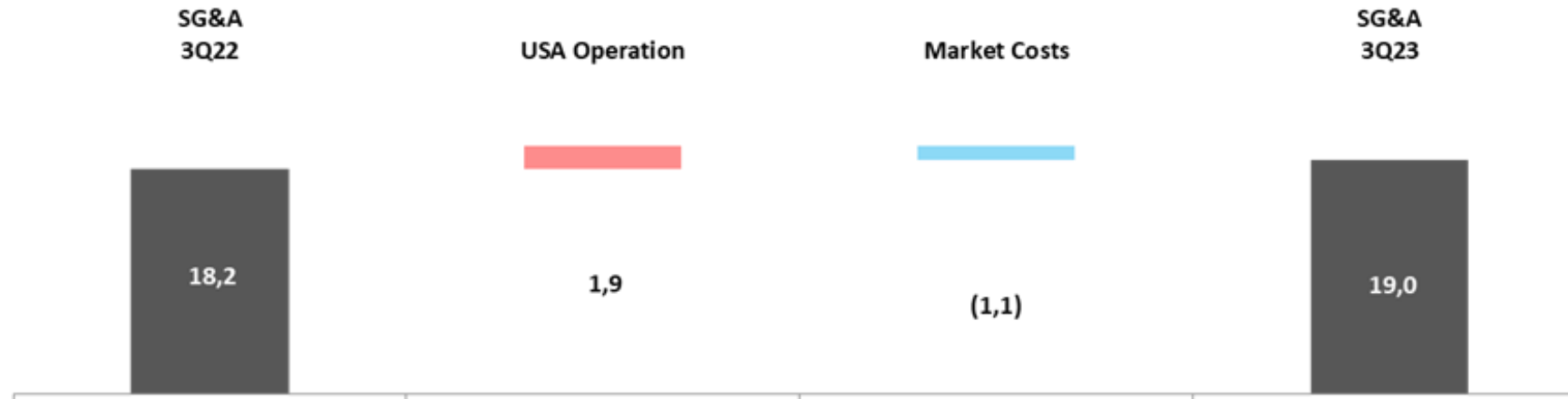
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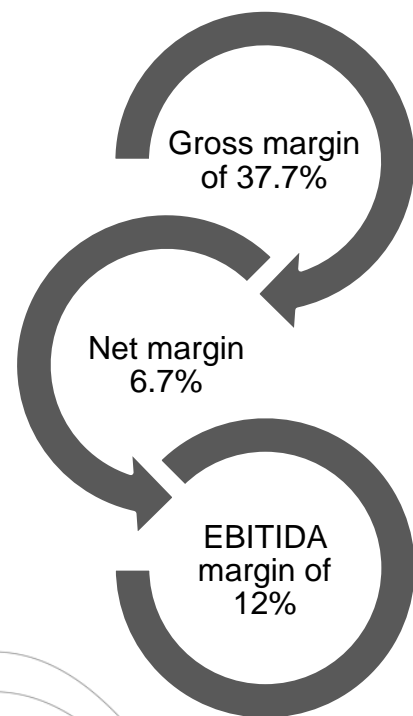
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# Selling, General and Administrative Expenses Reconciliation



# Executive Summary



Executive Summary	3Q22	3Q23	Δ	9M22	9M23	Δ
Gross Revenue ex-IPI	79,657	70,649	-11.3%	222,382	191,924	-13.7%
<b>Net Revenue</b>	<b>65,838</b>	<b>58,799</b>	<b>-10.7%</b>	<b>182,705</b>	<b>158,526</b>	<b>-13.2%</b>
Cost of Goods Sold	(41,918)	(36,658)	-12.5%	(120,439)	(103,254)	-14.3%
<b>Gross Income</b>	<b>23,920</b>	<b>22,141</b>	<b>-7.4%</b>	<b>62,266</b>	<b>55,272</b>	<b>-11.2%</b>
<b>Gross Margin</b>	<b>36.3%</b>	<b>37.7%</b>	<b>+1.4 p.p.</b>	<b>34.1%</b>	<b>34.9%</b>	<b>+0.8 p.p.</b>
Selling and Administrative Expenses	(18,169)	(18,962)	+4.4%	(47,140)	(50,734)	+7.6%
Other Revenues and Operating Expenses	1,300	1,672	+28.6%	9,510	2,937	-69.1%
<b>Operating Income</b>	<b>7,051</b>	<b>4,851</b>	<b>-31.2%</b>	<b>24,636</b>	<b>7,475</b>	<b>-69.7%</b>
<b>Operating Margin</b>	<b>10.7%</b>	<b>8.3%</b>	<b>-2.4 p.p.</b>	<b>13.5%</b>	<b>4.7%</b>	<b>-8.8 p.p.</b>
Financial Income (Expenses) Net	2,521	1,516	-39.9%	8,205	3,754	-54.2%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>9,572</b>	<b>6,367</b>	<b>-33.5%</b>	<b>32,841</b>	<b>11,229</b>	<b>-65.8%</b>
Income Tax and Social Contribution	(2,212)	(2,446)	+10.6%	(4,855)	(2,571)	-47.0%
<b>Net Profit</b>	<b>7,360</b>	<b>3,921</b>	<b>-46.7%</b>	<b>27,986</b>	<b>8,658</b>	<b>-69.1%</b>
<b>Net Margin</b>	<b>11.2%</b>	<b>6.7%</b>	<b>-4.5 p.p.</b>	<b>15.3%</b>	<b>5.5%</b>	<b>-9.9 p.p.</b>
EBITDA	9,472	7,071	-25.3%	32,046	13,773	-57.0%
<b>EBITDA Margin</b>	<b>14.4%</b>	<b>12.0%</b>	<b>-2.4 p.p.</b>	<b>17.5%</b>	<b>8.7%</b>	<b>-8.8 p.p.</b>
<b>ROIC - UDM</b>	<b>23.0%</b>	<b>6.4%</b>	<b>-16.6 p.p.</b>	<b>23.0%</b>	<b>6.4%</b>	<b>-16.6 p.p.</b>



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