

An aerial photograph of a large industrial facility, likely a lumber mill or warehouse. The main building is a large, white, rectangular structure with a flat roof. To the right of the main building, there are several long, narrow stacks of lumber or timber. In the foreground, there are more industrial buildings and a parking lot. The background shows a residential area with houses and trees. The image is overlaid with a dark red diagonal band and a black diagonal band.

UNICASA

3Q22 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, November 11, 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 third 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 8.6% in net revenue;



1.3% growth in net profit;



EBTIDA Margin of 14.4%;



Liquid Margin of 11.2%;



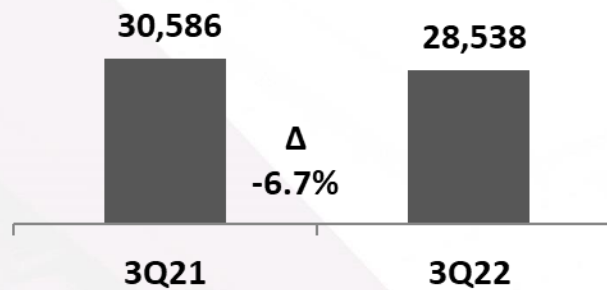
ROIC of 23% (-4.2 p.p. vs 2Q22).

AGENDA

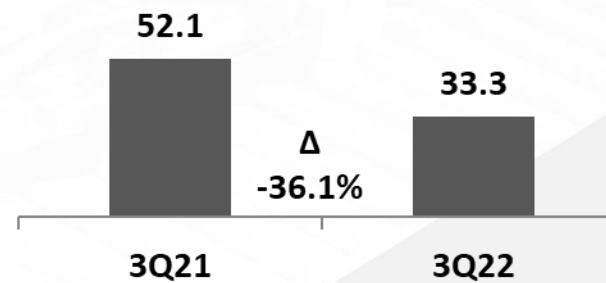
Store Network and Sales Performance



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

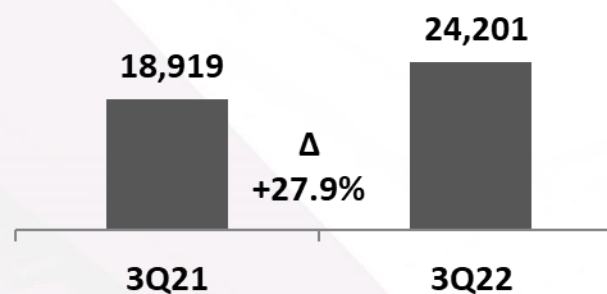


Modules Sold (UEPS' 000 un.)

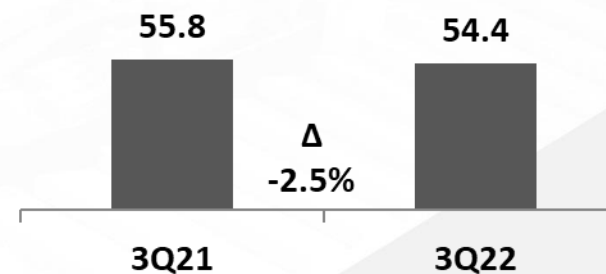


Gross Revenue ex-IPI decreased 6.7%.
Modules Sold decreased 36.1%.

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

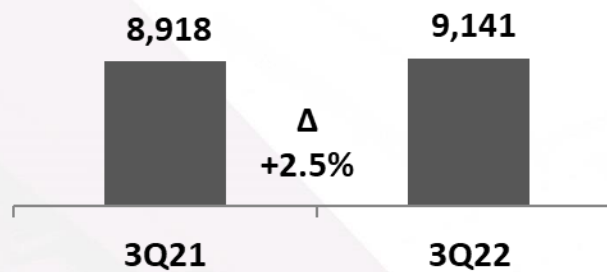


Modules Sold (UEPS' 000 un.)

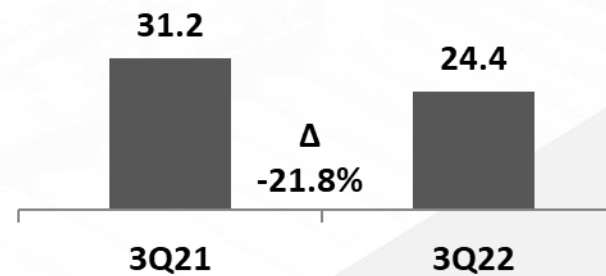


Gross Revenue ex-IPI increased 27.9%.
Modules Sold decreased 2.5%.

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



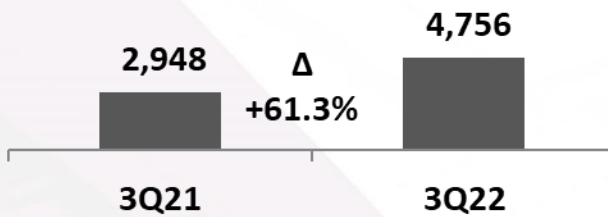
Modules Sold (UEPS' 000 un.)



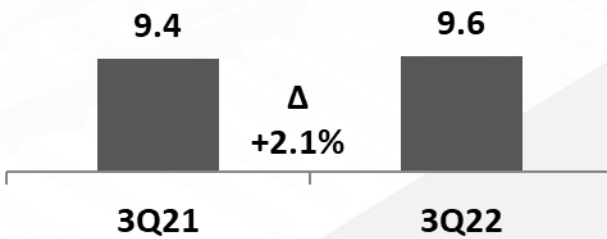
Gross Revenue ex-IPI increased 2.5%.
Modules Sold decreased 21.8%.



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

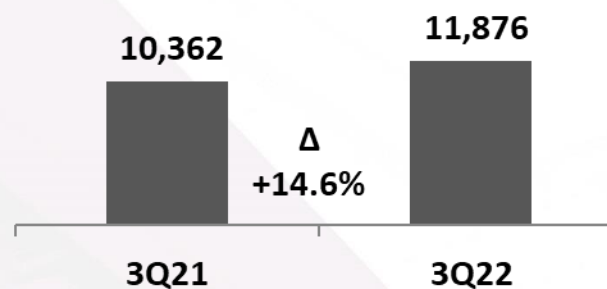


Modules Sold (UEPS' 000 un.)

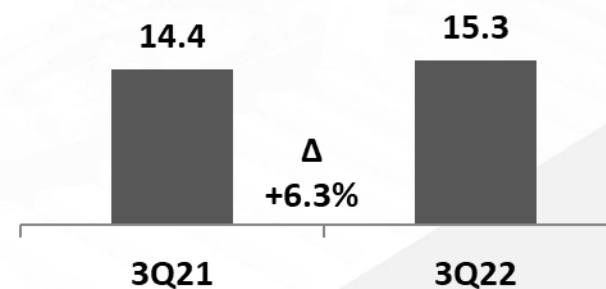


Gross Revenue ex-IPI increased 61.3%.
Modules Sold increased 2.1%.

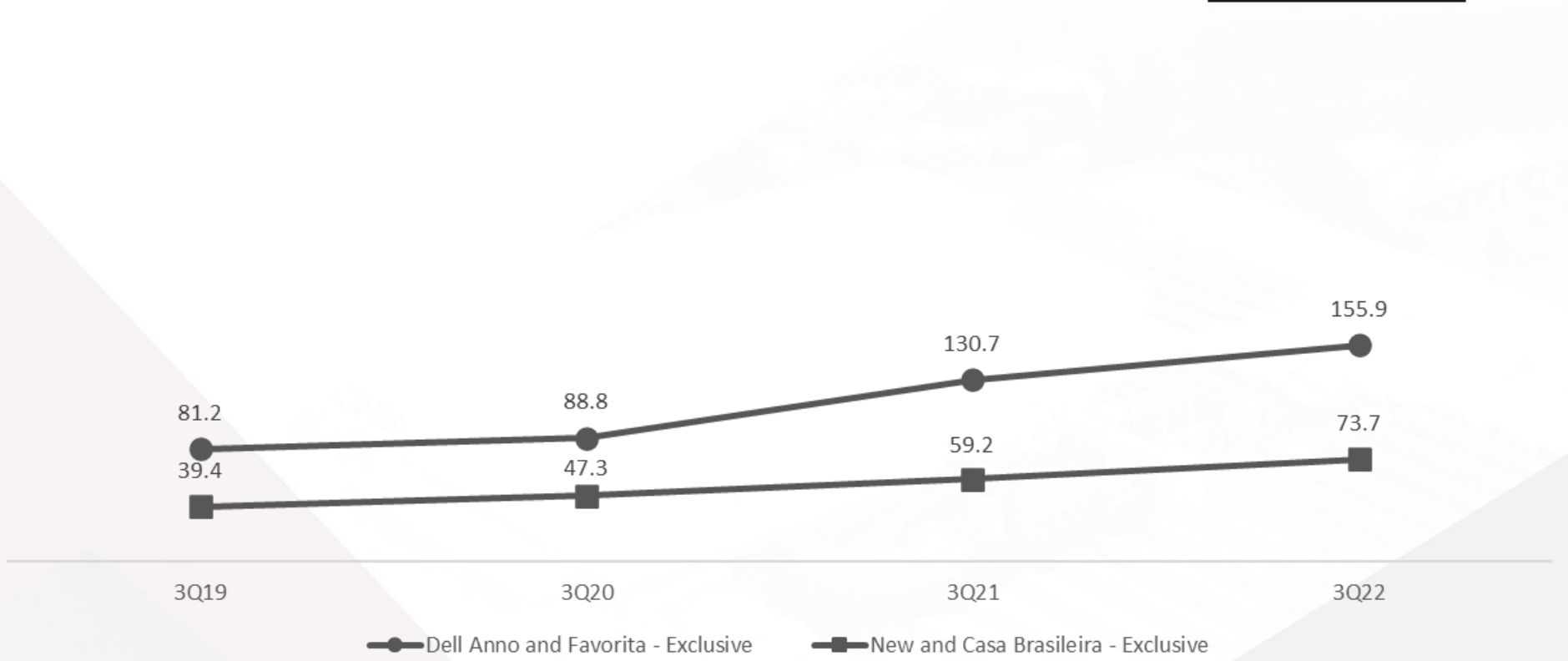
Gross Revenue ex-IPI(R\$' 000)



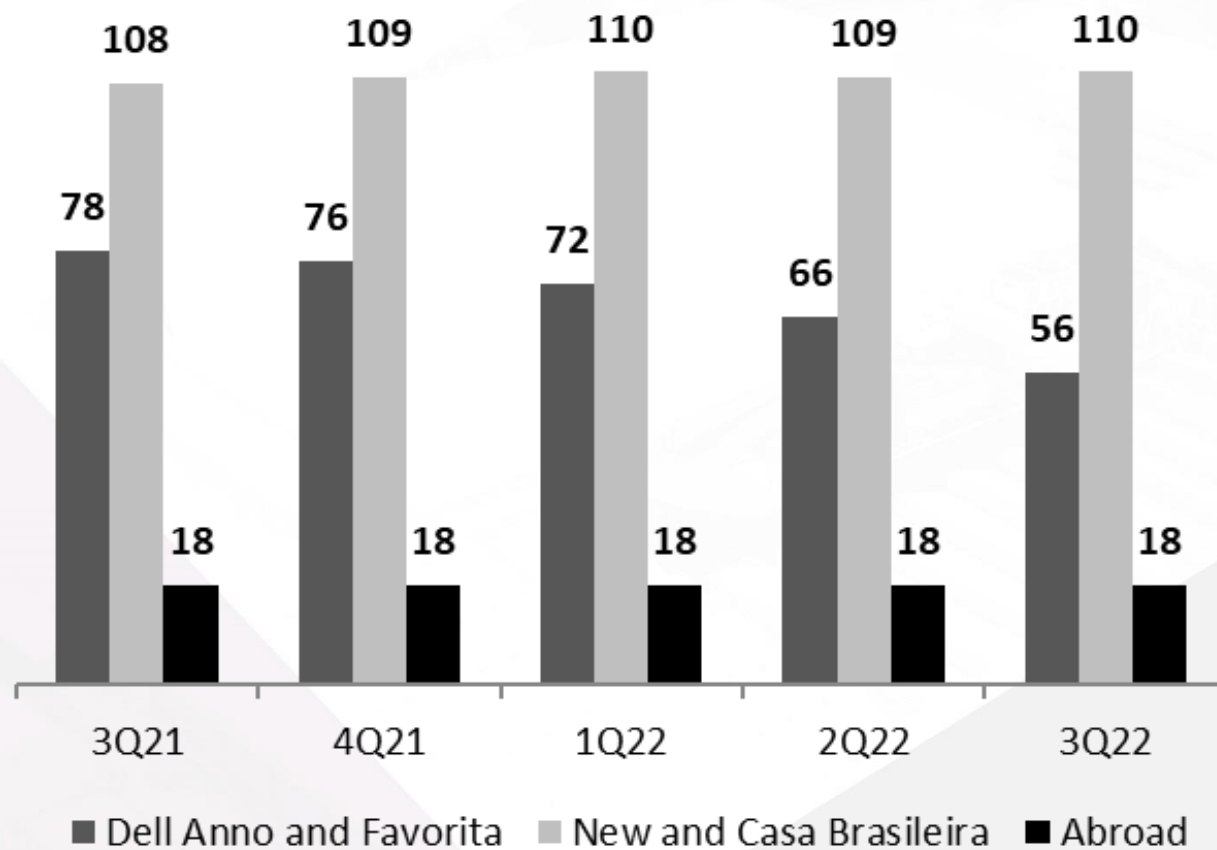
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI increased 14.6%.
Modules Sold increased 6.3%.



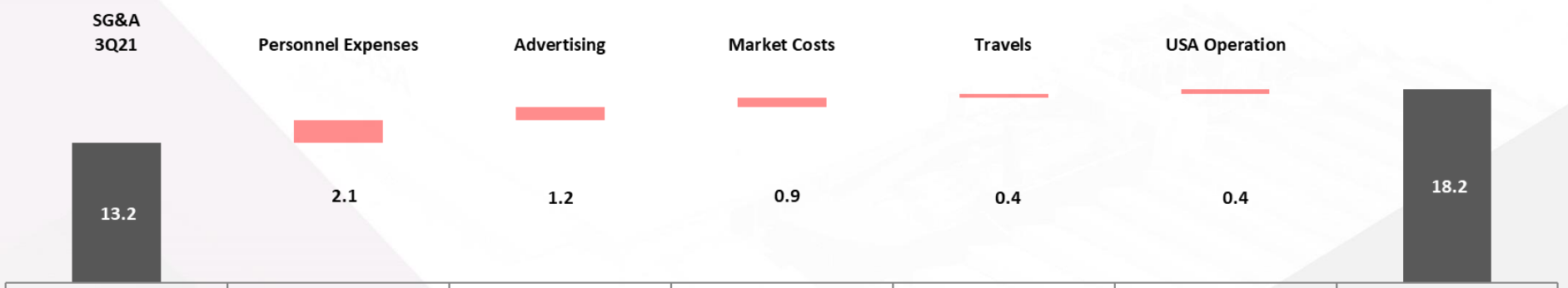




AGENDA

Economic and Financial Performance





Executive summary

- Gross margin of 36.3%;
- Net margin of 11.2%;
- EBITDA margin of 14.4%, down 6.2 p.p..

Executive Summary	3Q21	3Q22	Δ	9M21	9M22	Δ
Gross Revenue ex-IPI	72,714	79,657	+9.5%	183,365	222,382	+21.3%
Net Revenue	60,620	65,838	8.6%	151,135	182,705	20.9%
Cost of Goods Sold	(38,435)	(41,918)	+9.1%	(96,333)	(120,439)	+25.0%
Gross Income	22,185	23,920	+7.8%	54,802	62,266	+13.6%
Gross Margin	36.6%	36.3%	-0.3 p.p.	36.3%	34.1%	-2.2 p.p.
Selling and Administrative Expenses	(13,161)	(18,169)	+38.1%	(35,668)	(47,140)	+32.2%
Other Revenues and Operating Expenses	1,198	1,324	+10.5%	3,336	9,534	+185.8%
Operating Income	10,222	7,075	-30.8%	22,470	24,660	9.7%
Operating Margin	16.9%	10.7%	-6.2 p.p.	14.9%	13.5%	-1.4 p.p.
Financial Income (Expenses) Net	1,196	2,497	+108.8%	3,093	8,181	+164.5%
Operating Income before Income Tax and Social Contribution	11,418	9,572	-16.2%	25,563	32,841	+28.5%
Income Tax and Social Contribution	(4,149)	(2,212)	-46.7%	(9,262)	(4,855)	-47.6%
Net Profit	7,269	7,360	+1.3%	16,301	27,986	+71.7%
Net Margin	12.0%	11.2%	-0.8 p.p.	10.8%	15.3%	+4.5 p.p.
EBITDA	12,517	9,496	-24.1%	29,396	32,070	+9.1%
EBITDA Margin	20.6%	14.4%	-6.2 p.p.	19.5%	17.6%	-1.9 p.p.

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