

An aerial photograph of a large industrial facility, likely a lumber mill or warehouse. The main building has a white roof with 'UNICASA' written on it. In the foreground, there are numerous stacks of lumber. The background shows a residential area with houses and trees. The image is overlaid with a dark red diagonal shape on the left and bottom-left corners.

UNICASA

# 4Q20 EARNINGS RELEASE

*Bento Gonçalves, Rio Grande do Sul, March 11, 2021. 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 fourth 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 18.8% in net revenue;



Increase of 53.5% in operating income;



EBTIDA Margin of 23.6%;



Liquid Margin of 18.0%;



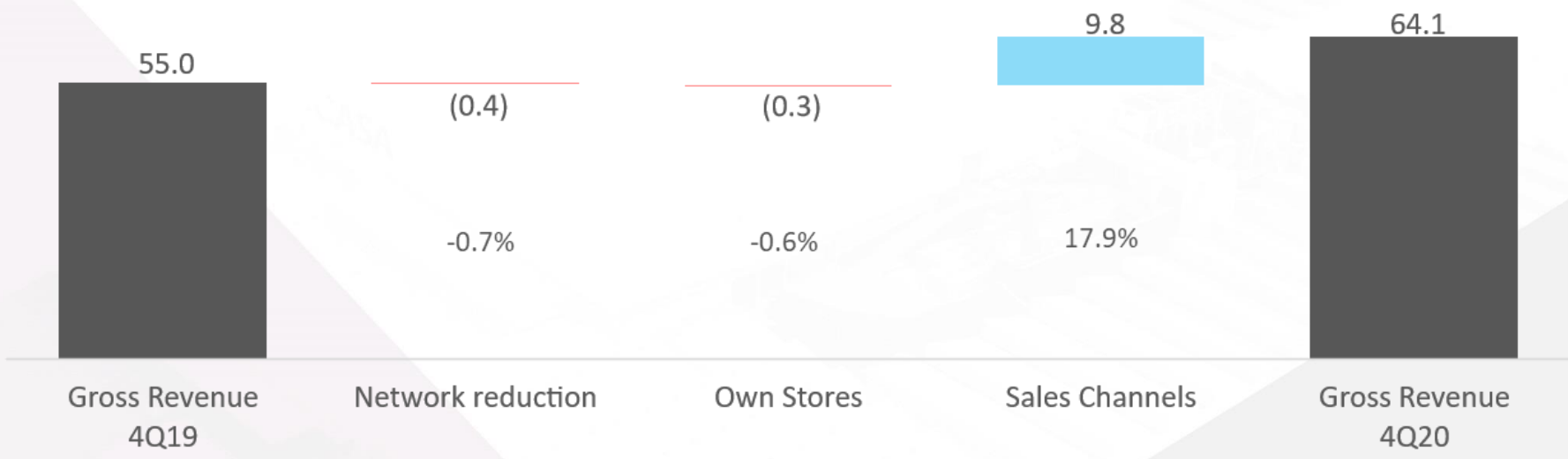
ROIC of 11,1% (+2,6 p.p. vs 3T20).



# AGENDA

## *Store Network and Sales Performance*



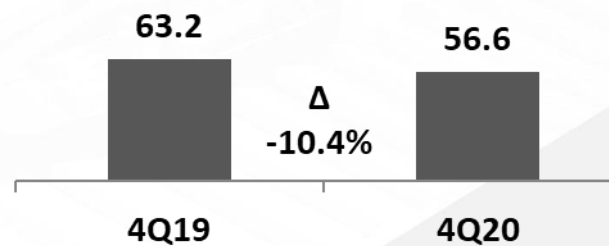




Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)

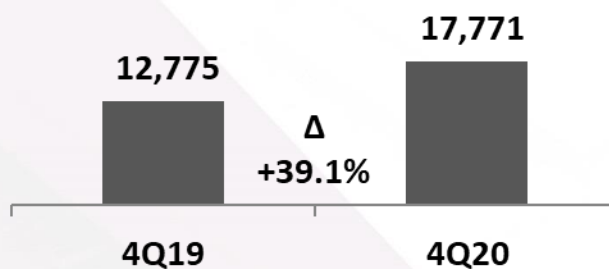


*Gross Revenue ex-IPI decreased 2.5%.*

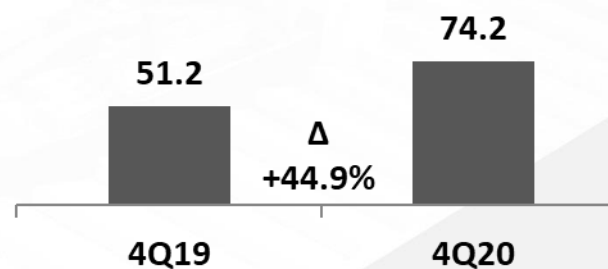
*Modules Sold decreased 10.4%.*



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



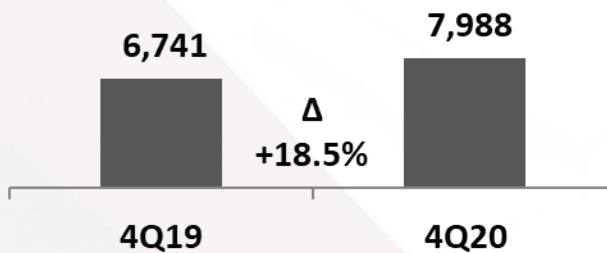
Modules Sold (UEPS' 000 un.)



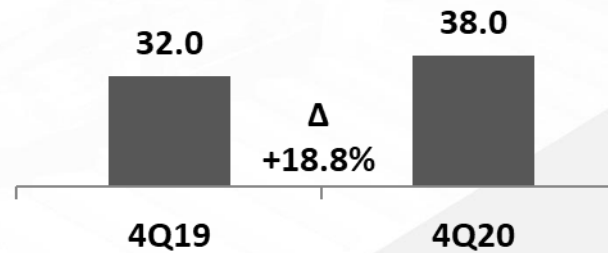
*Gross Revenue ex-IPI increased 39.1%.*

*Modules Sold increased 44.9%.*

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



Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI increased 18.5%.

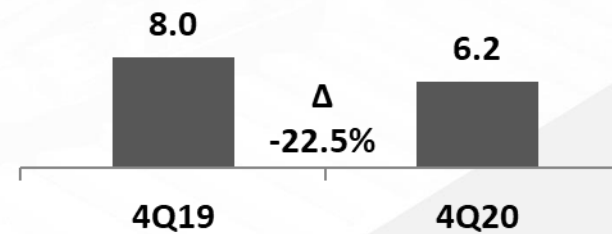
Modules Sold increased 18.8%.

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



Gross Revenue ex-IPI decreased 21.1%.

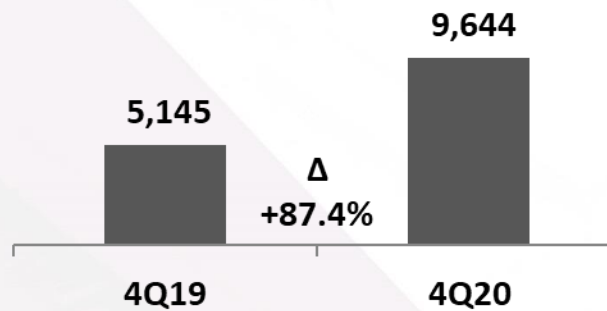
Modules Sold (UEPS' 000 un.)



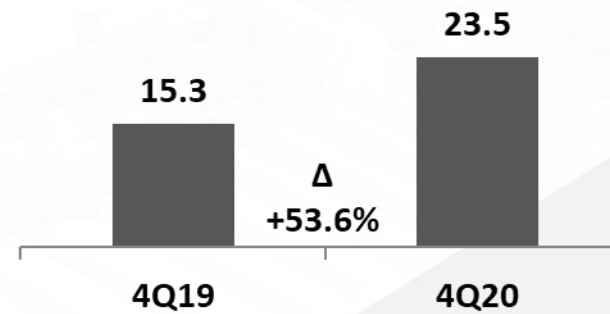
Modules Sold decreased 22.5%.



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



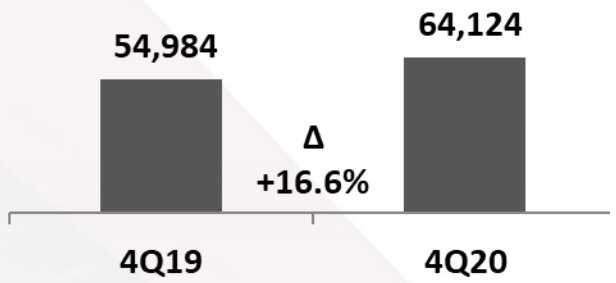
Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI increased 87.4%.

Modules Sold increased 53.6%.

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



Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI increased 16.6%.

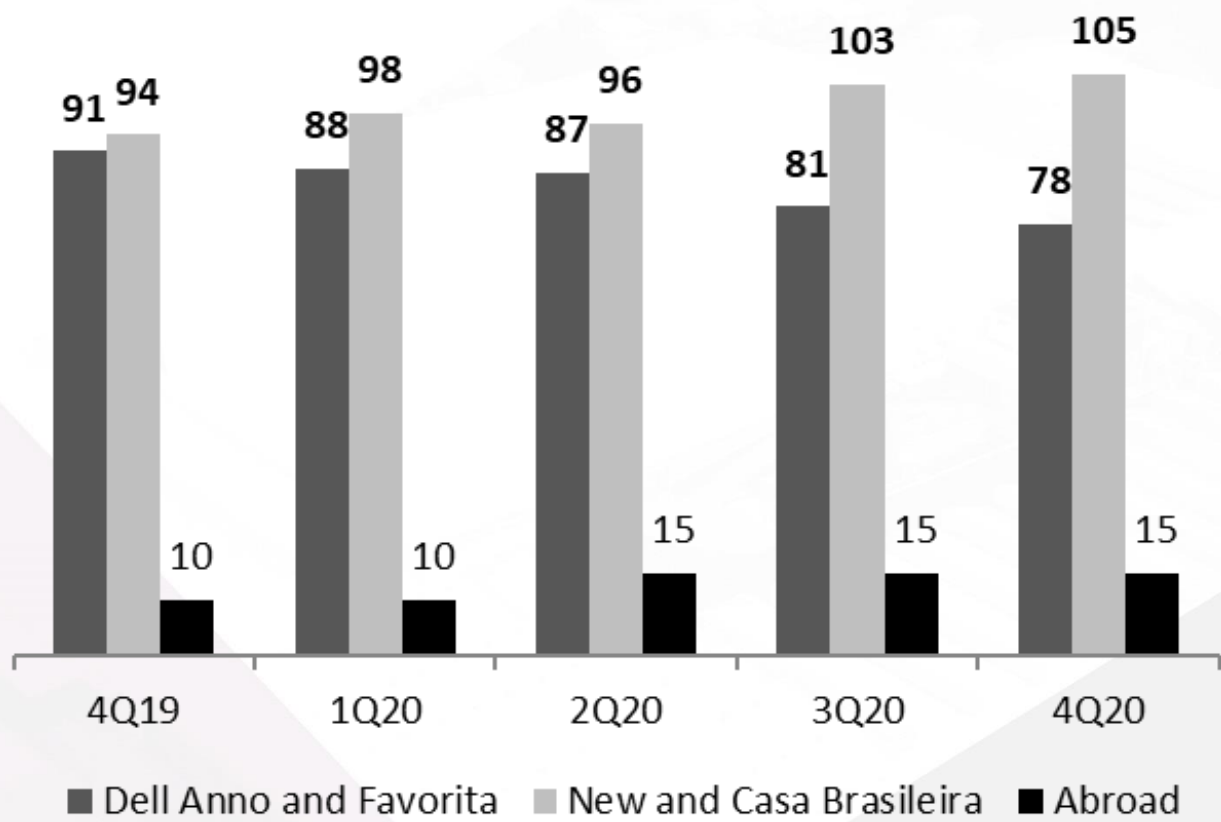
Modules Sold increased 16.4%.



\*Per store and per month.







# AGENDA

*Economic and Financial Performance*

favorita

favorita

favorita  
concept

Sua vida  
é assim

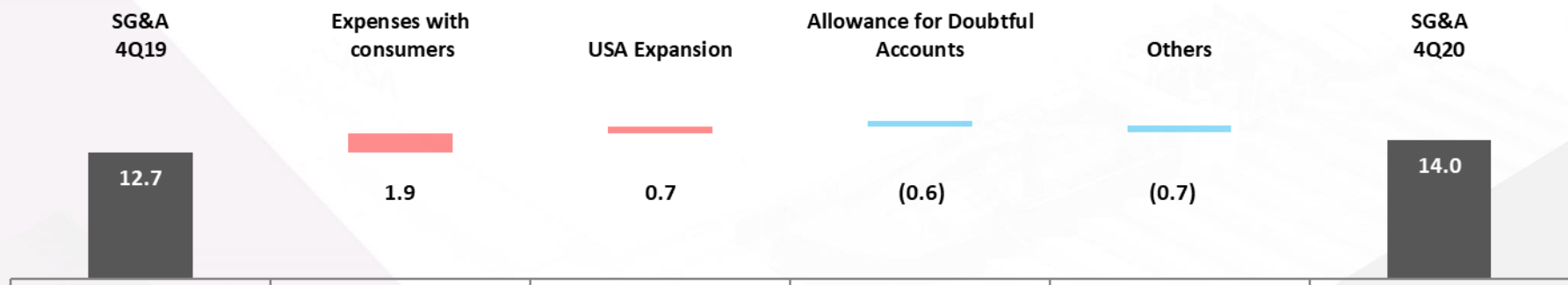
CAPITAL VISTORIA



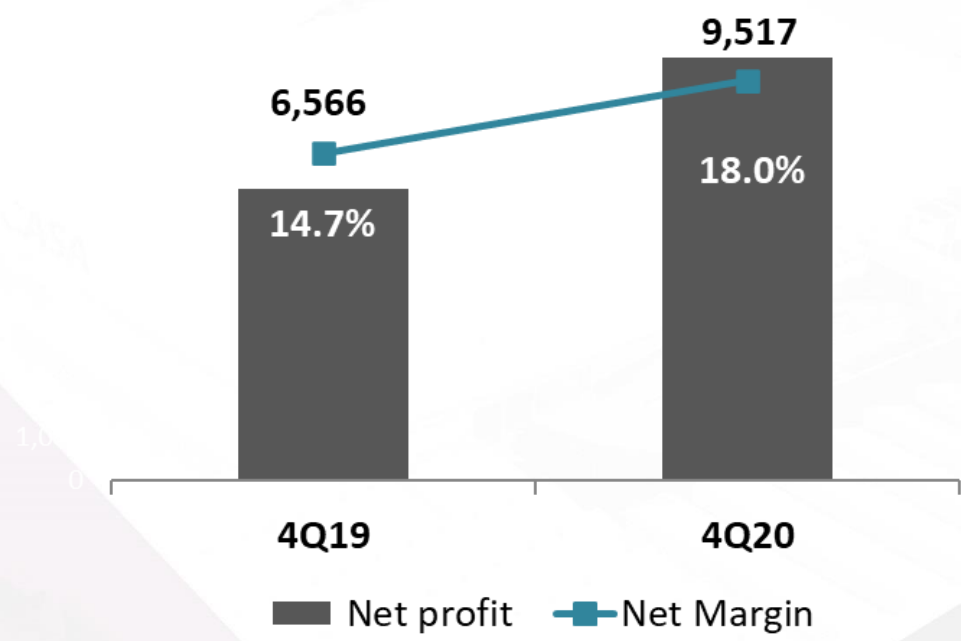
## *Executive summary*

- *Gross margin of 43.2%, down 1.5 p.p.;*
- *Net margin of 18.0%, up 3.2 p.p.;*
- *EBITDA margin of 23.6%, up 3.7 p.p..*

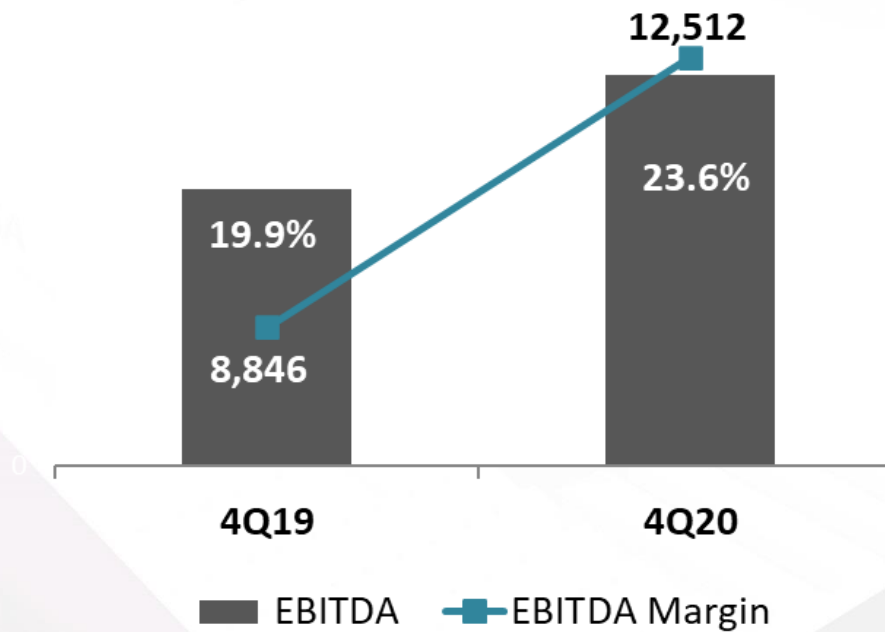
Executive Summary	4Q19	4Q20	Δ
Gross Revenue ex-IPI	54,984	64,124	+16.6%
<b>Net Revenue</b>	<b>44,540</b>	<b>52,934</b>	<b>18.8%</b>
Cost of Goods Sold	(25,985)	(30,087)	+15.8%
<b>Gross Income</b>	<b>18,555</b>	<b>22,847</b>	<b>+23.1%</b>
<b>Gross Margin</b>	<b>41.7%</b>	<b>43.2%</b>	<b>+1.5 p.p.</b>
Selling and Administrative Expenses	(12,711)	(13,954)	+9.8%
Other Revenues and Operating Expenses	799	1,305	+63.3%
<b>Operating Income</b>	<b>6,643</b>	<b>10,198</b>	<b>53.5%</b>
<b>Operating Margin</b>	<b>14.9%</b>	<b>19.3%</b>	<b>+4.4 p.p.</b>
Financial Income (Expenses) Net	1,061	1,140	+7.4%
<b>Operating Income before Income Tax and Social Contribution</b>	<b>7,704</b>	<b>11,338</b>	<b>+47.2%</b>
Income Tax and Social Contribution	(1,138)	(1,821)	+60.0%
<b>Net Profit</b>	<b>6,566</b>	<b>9,517</b>	<b>+44.9%</b>
<b>Net Margin</b>	<b>14.7%</b>	<b>18.0%</b>	<b>+3.2 p.p.</b>
EBITDA	8,846	12,512	+41.4%
<b>EBITDA Margin</b>	<b>19.9%</b>	<b>23.6%</b>	<b>+3.7 p.p.</b>



*Increase of 10.2% in selling, general and administrative expenses.*



Net margin of +3.3 p.p..



*EBITDA of R\$ 12.5 million, increase of 3.7 p.p on EBITDA margin.*



**Gustavo Dall Onder**

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CCO

**Luciano André Merigo**

COO

**UNICASA** 30 anos

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