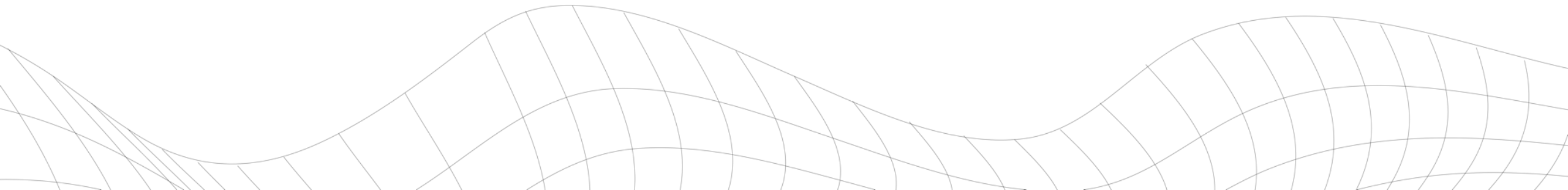


UNICASA

+ +
+ + + +
+ +

INVESTOR *Relations*



4Q22 Earnings Release

AGENDA

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

UNICASA

INVESTOR *Relations*

Dell Anno

new
móveis planejados

CASA
BRASILEIRA
MÓVEIS PLANEJADOS

UNICASA *CORPORATE*

Disclaimer

Bento Gonçalves, Rio Grande do Sul, March 09, 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 fourth 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.

4Q22 Earnings Release

AGENDA

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

UNICASA

INVESTOR *Relations*

Dell Anno

new
móveis planejados

CASA
BRASILEIRA
MÓVEIS PLANEJADOS

UNICASA *CORPORATE*

Sales Performance

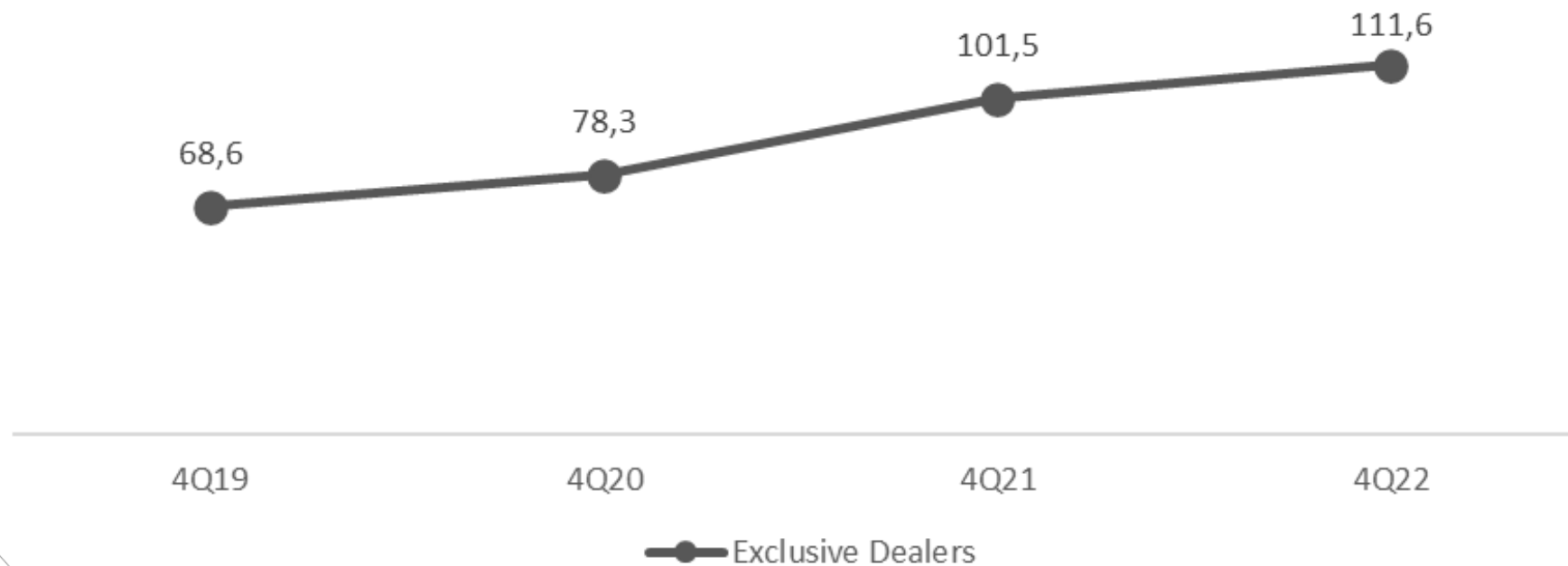
Gross Revenue ex-IPI	4Q21	4Q22	Δ
Unicasa Indústria de Móveis	83.858	76.274	-9,0%
Δ Volume	-15,0%	-29,0%	

2021	2022	Δ
267.219	298.656	+11,8%
25,6%	-8,5%	

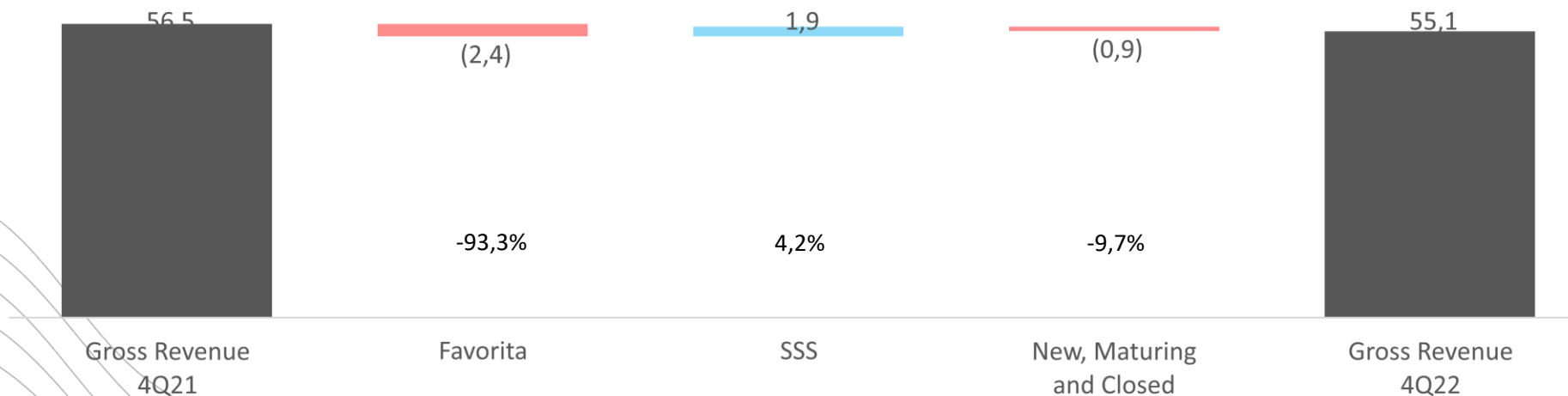
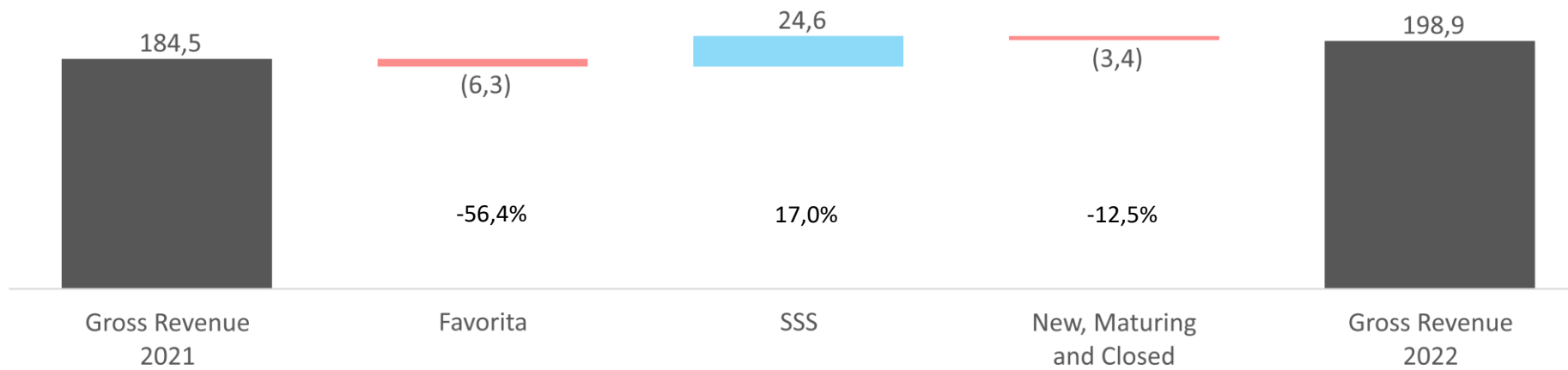
Gross Revenue ex-IPI	4Q21	4Q22	Δ
Multibrands	10.051	6.483	-35,5%
Corporate	4.488	2.440	-45,6%
Exports	12.228	11.459	-6,3%
Exclusive Dealers	56.470	55.084	-2,5%
Δ Same Stores Sales	24,4%	4,2%	
Δ Same Stores Volume	17,3%	-14,4%	

2021	2022	Δ
34.903	33.664	-3,5%
10.832	21.885	+102,0%
33.555	40.796	+21,6%
184.502	198.953	+7,8%
42,7%	17,0%	
39,7%	-4,4%	

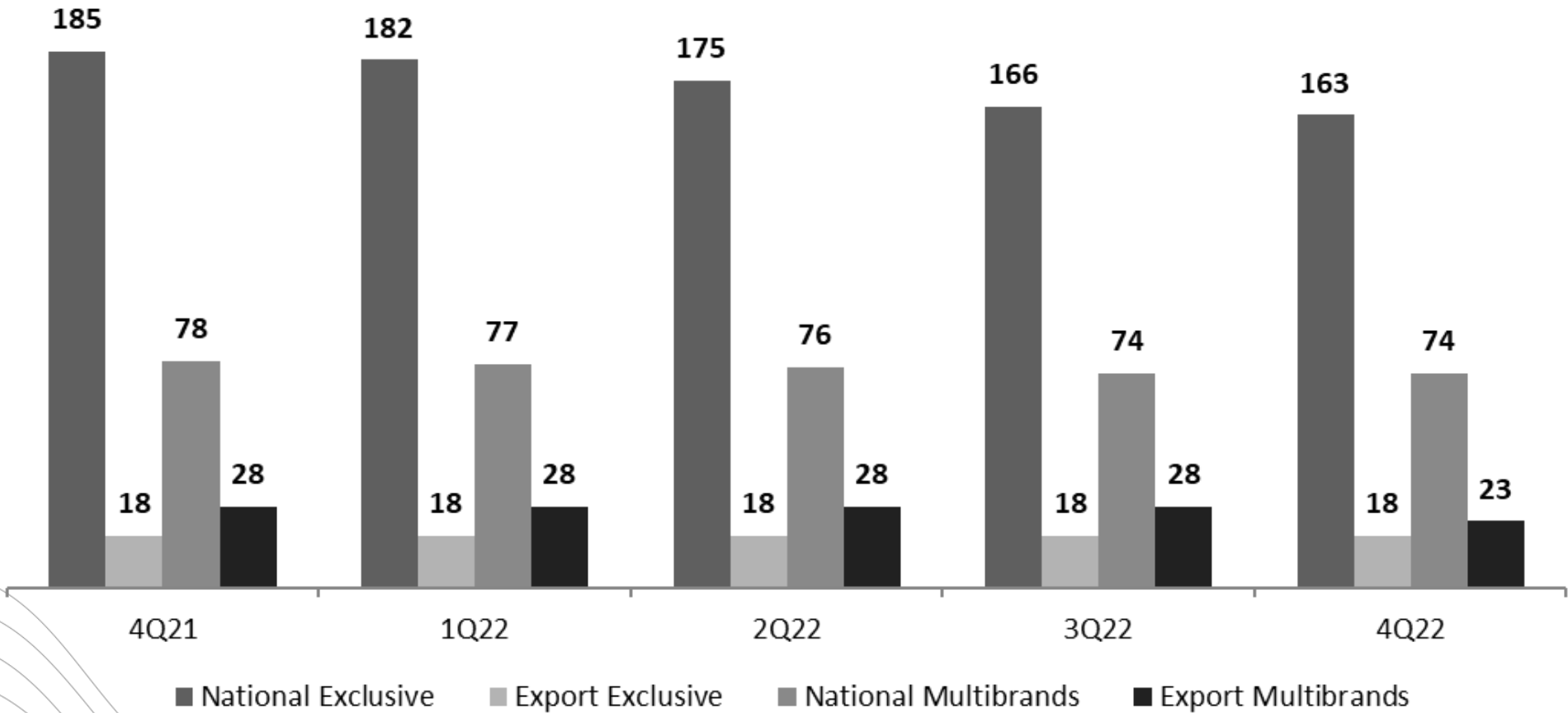
Unicasa – Productivity



Exclusive Performance



Unicasa – Store Network



4Q22 Earnings Release

AGENDA

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

UNICASA

INVESTOR *Relations*

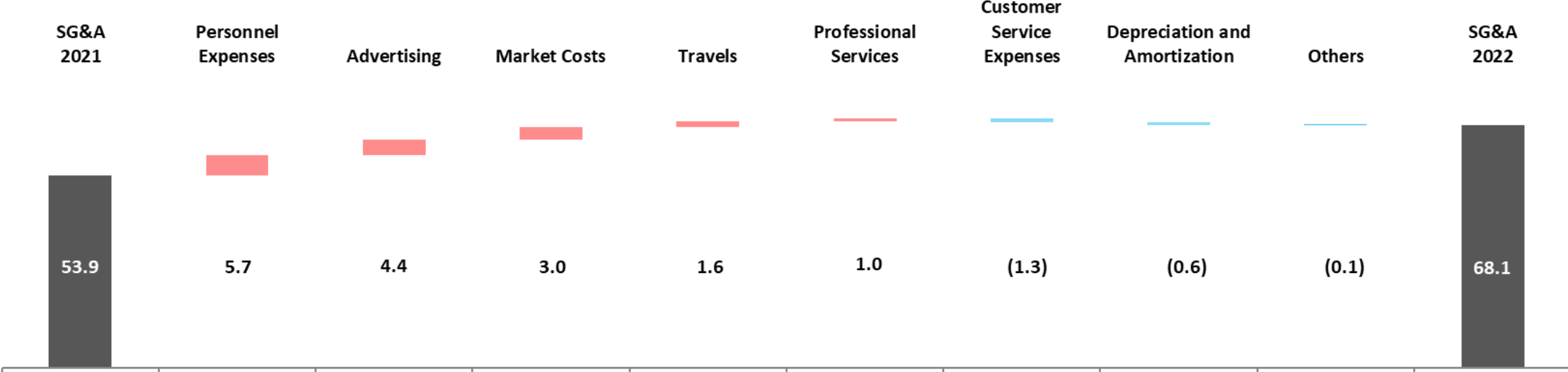
Dell Anno

new
móveis planejados

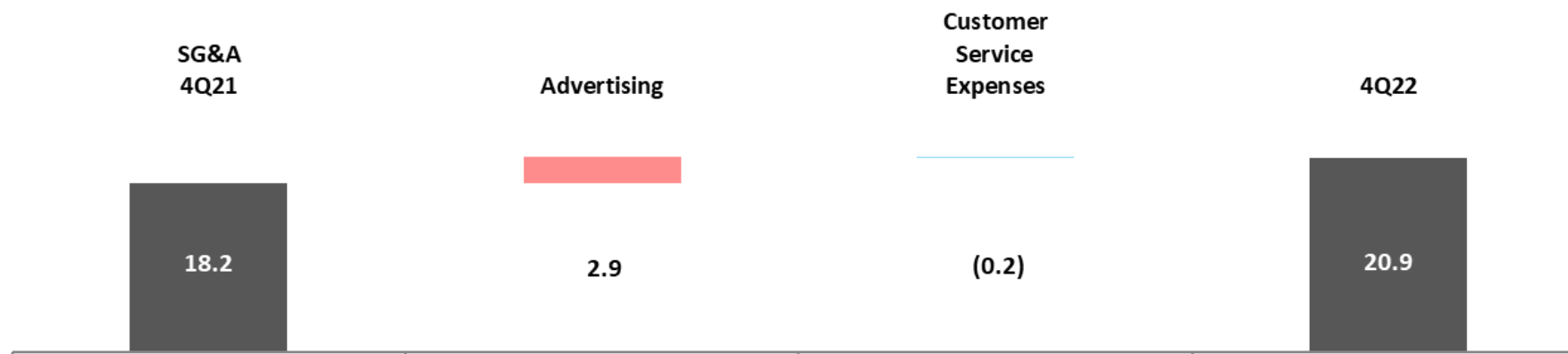
CASA
BRASILEIRA
MÓVEIS PLANEJADOS

UNICASA *CORPORATE*

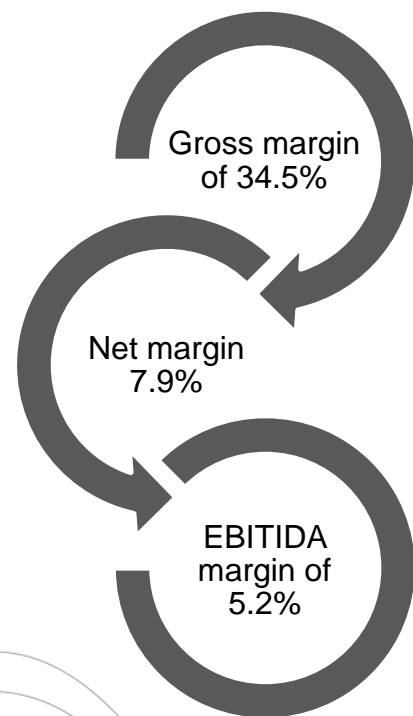
Selling, General and Administrative Expenses Reconciliation Cumulative Year (2021 X 2022)



Selling, General and Administrative Expenses Reconciliation Quarter (4T21 X 4T22)



Executive Summary



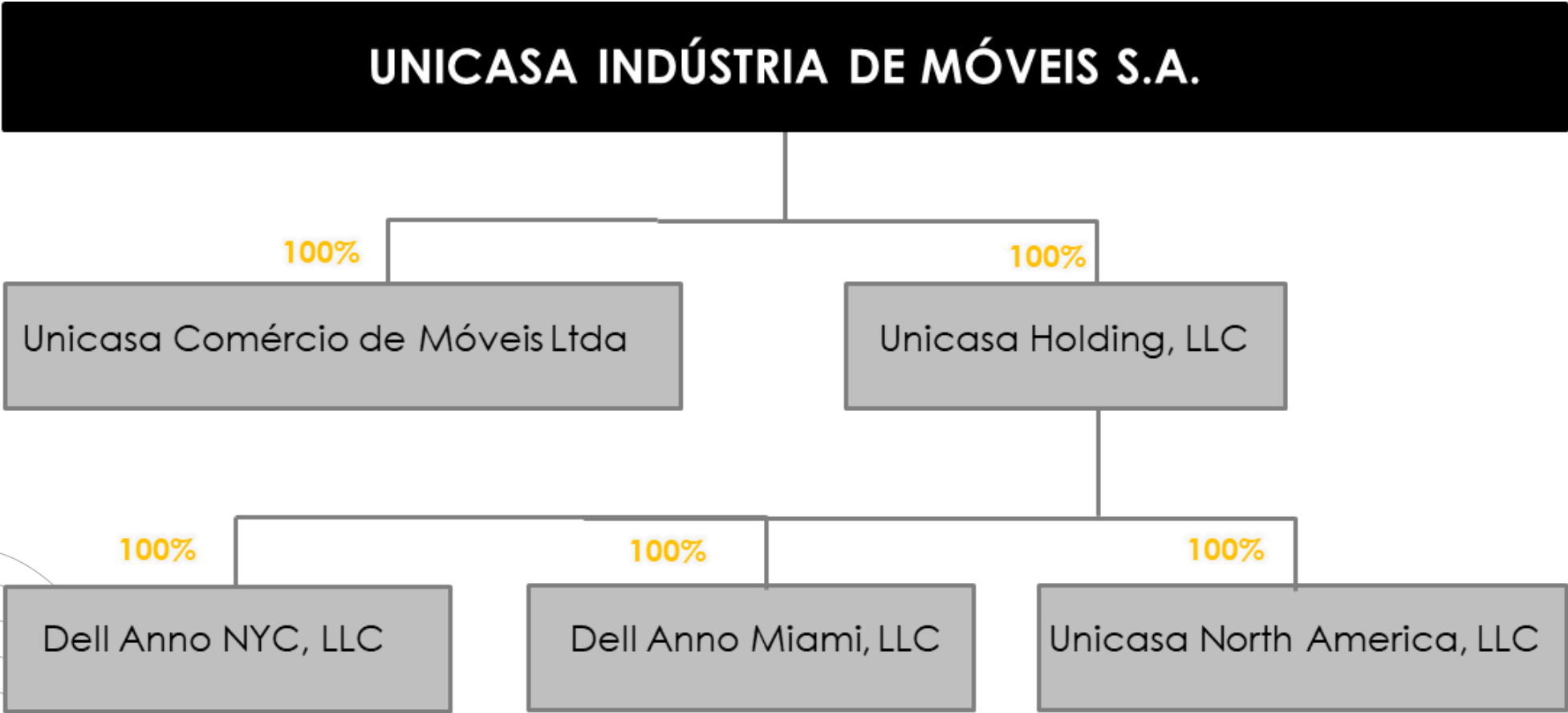
Executive Summary	4Q21	4Q22	Δ	2021	2022	Δ
Gross Revenue ex-IPI	83.858	76.274	-9,0%	267.219	298.656	+11,8%
Net Revenue	69.508	62.973	-9,4%	220.643	245.678	+11,3%
Cost of Goods Sold	(44.218)	(41.264)	-6,7%	(140.551)	(161.703)	+15,0%
Gross Income	25.290	21.709	-14,2%	80.092	83.975	+4,8%
Gross Margin	36,4%	34,5%	-1,9 p.p.	36,3%	34,2%	-2,1 p.p.
Selling and Administrative Expenses	(18.214)	(20.953)	+15,0%	(53.882)	(68.093)	+26,4%
Other Revenues and Operating Expenses	615	690	+12,2%	3.951	10.200	+158,2%
Operating Income	7.691	1.446	-81,2%	30.161	26.082	-13,5%
Operating Margin	11,1%	2,3%	-8,8 p.p.	13,7%	10,6%	-3,1 p.p.
Financial Income (Expenses) Net	1.613	629	-61,0%	4.706	8.834	+87,7%
Operating Income before Income Tax and Social Con	9.304	2.075	-77,7%	34.867	34.916	+0,1%
Income Tax and Social Contribution	333	2.886	+766,7%	(8.929)	(1.969)	-77,9%
Net Profit	9.637	4.961	-48,5%	25.938	32.947	+27,0%
Net Margin	13,9%	7,9%	-6,0 p.p.	11,8%	13,4%	+1,6 p.p.
EBITDA	10.186	3.299	-67,6%	39.582	35.345	-10,7%
EBITDA Margin	14,7%	5,2%	-9,5 p.p.	17,9%	14,4%	-3,5 p.p.
ROIC - UDM	21,1%	17,5%	-3,6 p.p.	21,1%	17,5%	-3,6 p.p.

Cash Flow

Cash Flow	2021	2022	Δ
Cash Flows from Operating Activities	47.486	46.259	-2,6%
Changes in Assets and Liabilities	23.688	(40.186)	-269,6%
Financial Investments	(28.210)	23.324	-182,7%
Cash generated by investment activities	(31.587)	(53.549)	+69,5%
Cash generated by financing activities	1.352	(12.814)	-1047,8%
Effect of exchange variation on cash and cash equivalents	(63)	244	-487,3%
Cash flow (burn)	12.666	(36.722)	-389,9%
Financial Investments	28.210	(23.324)	-182,7%
Cash flow and Financial Investments	40.876	(60.046)	-246,9%

Net Cash	31/12/2021	31/12/2022	Δ
Short Term Debt	4.863	5.264	+8,2%
Long Term Debt	9.884	4.744	-52,0%
Gross Debt	14.747	10.008	-32,1%
Cash and Cash Equivalents	60.250	23.528	-60,9%
Financial Investments	31.480	8.156	-74,1%
Net Debt/(Cash Surplus)	(76.983)	(21.676)	-71,8%

Societal Structure



Dividend Distribution

Proposal dor dividend distribution	2022 in reais
Net Income for the period	32.946.981,29
Legal Reserve (5%)	1.647.349,06
Adjust Net Income	31.299.632,23
Mandatory Dividends - 25%	7.824.908,00
Dividends in excess of mandatory	4.176.375,70
Profit retention	19.298.348,53
Total allocated	31.299.632,23

Form of distribution	
Interest on Equity	12.001.283,70
Total proposed per share	0,181600000



UNICASA

+ +
+ + + +
+ +

INVESTOR *Relations*

Gustavo Dall Onder
CEO

Alexandre Narvaes Figueira
CCO

Luciano André Merigo
COO

Guilherme Possebon de Oliveira
CFO, DRI

Investor Relations
Felipe De Gasperin
Marciana Fontana Seben

+55 (54) 3455-4425
dri@unicasamoveis.com.br
<http://unicasamoveis.com.br/ri>

