



**Results Presentation 4Q23 & 2023**

**Date: 03/15/2024  
12:00 PM (US ET)**



**UNICASA**

**INVESTOR** *Relations*

Dell Anno

**new**  
móveis planejados

**CASA  
BRASILEIRA**  
MÓVEIS PLANEJADOS

**UNICASA** CORPORATE

# Instructions

This conference will be in Portuguese, with simultaneous translation into English.

*Changing the Language:* to access simultaneous translation, click on the “Interpretation” button at the bottom right of the screen and choose the “English” language.

**To ask questions:** click on the “Q&A” icon and write your question to join the queue. We recommend that all questions be asked at once.

## Disclaimer

*Bento Gonçalves, Rio Grande do Sul, March 15, 2024. 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 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.*

# Sales Performance

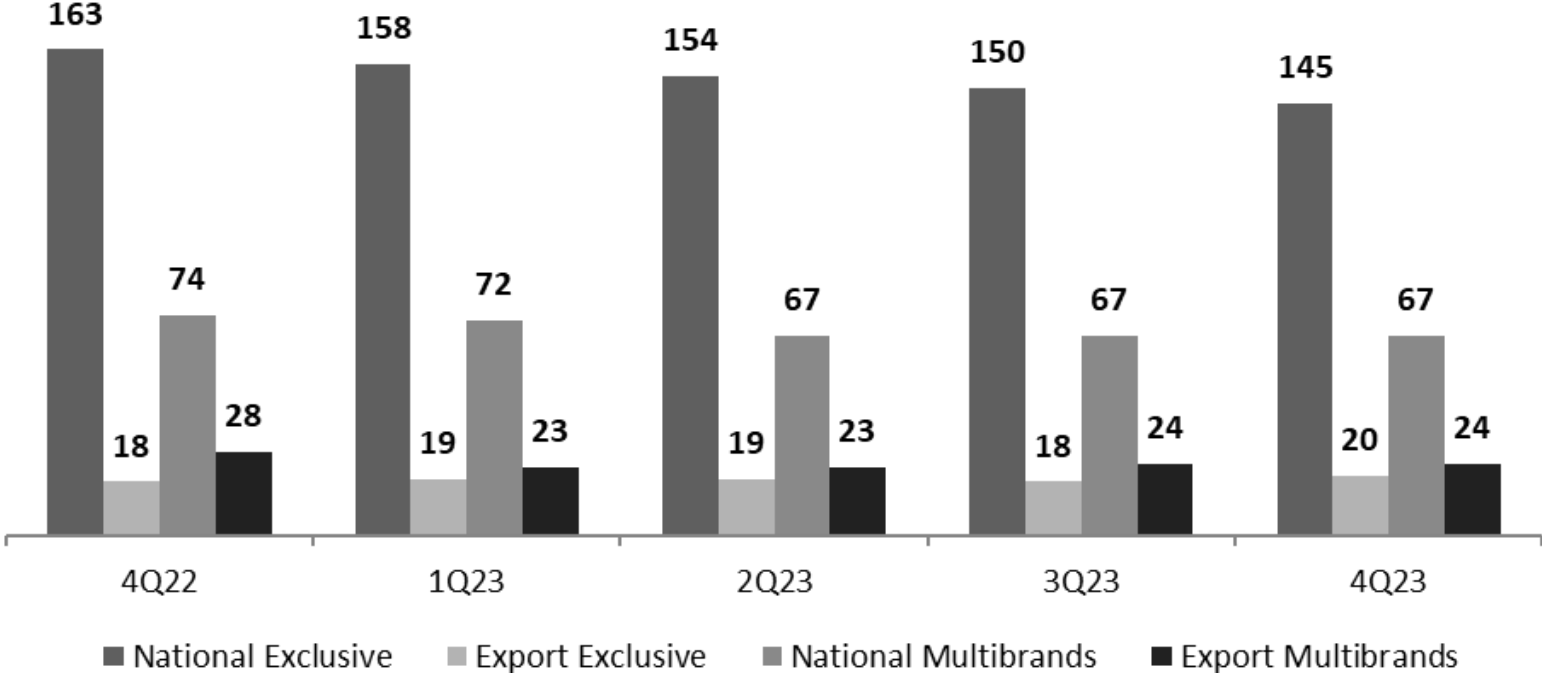
Gross Revenue ex-IPI	4Q22	4Q23	Δ
Unicasa Indústria de Móveis	76,273	70,052	-8.2%
Δ Volume	-29.0%	-15.2%	

2022	2023	Δ
298,655	261,976	-12.3%
-8.5%	-23.8%	

Gross Revenue ex-IPI	4Q22	4Q23	Δ
Multibrands	6,483	5,884	-9.2%
Corporate	2,440	1,581	-35.2%
Exports	11,459	13,155	+14.8%
Exclusive Dealers	55,084	49,000	-11.0%
Δ Same Stores Sales	5.5%	-6.5%	
Δ Same Stores Volume	-14.4%	-11.2%	

2022	2023	Δ
32,594	22,897	-29.8%
21,886	12,004	-45.2%
40,796	42,378	+3.9%
200,021	182,969	-8.5%
17.8%	-0.7%	
-4.4%	-8.5%	

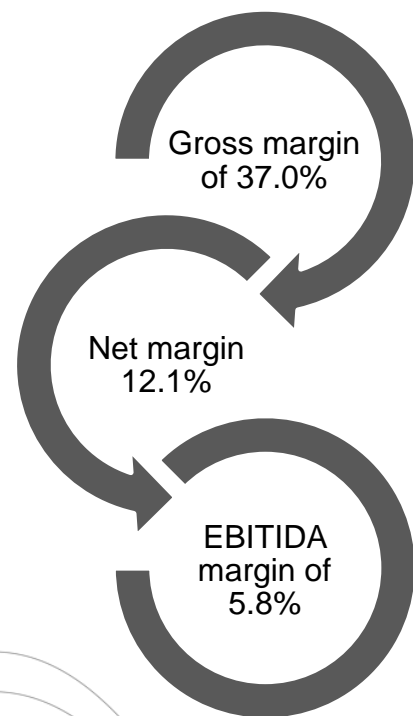
# Unicasa – Store Network



# Selling, General and Administrative Expenses Reconciliation



# Executive Summary



Executive Summary	4Q22	4Q23	Δ	2022	2023	Δ
Gross Revenue ex-IPI	76,273	70,052	-8.2%	298,655	261,976	-12.3%
<b>Net Revenue</b>	<b>62,973</b>	<b>58,871</b>	<b>-6.5%</b>	<b>245,678</b>	<b>217,397</b>	<b>-11.5%</b>
Cost of Goods Sold	(41,264)	(37,078)	-10.1%	(161,703)	(140,332)	-13.2%
<b>Gross Income</b>	<b>21,709</b>	<b>21,793</b>	<b>+0.4%</b>	<b>83,975</b>	<b>77,065</b>	<b>-8.2%</b>
<b>Gross Margin</b>	<b>34.5%</b>	<b>37.0%</b>	<b>+2.5 p.p.</b>	<b>34.2%</b>	<b>35.4%</b>	<b>+1.2 p.p.</b>
Selling and Administrative Expenses	(20,953)	(21,832)	+4.2%	(68,093)	(72,566)	+6.6%
Other Revenues and Operating Expenses	690	816	+18.3%	10,200	3,753	-63.2%
<b>Operating Income</b>	<b>1,446</b>	<b>777</b>	<b>-46.3%</b>	<b>26,082</b>	<b>8,252</b>	<b>-68.4%</b>
<b>Operating Margin</b>	<b>2.3%</b>	<b>1.3%</b>	<b>-1.0 p.p.</b>	<b>10.6%</b>	<b>3.8%</b>	<b>-6.8 p.p.</b>
Financial Income (Expenses) Net	629	1,431	+127.5%	8,834	5,185	-41.3%
<b>Operating Income before Income Tax and Social Co</b>	<b>2,075</b>	<b>2,208</b>	<b>+6.4%</b>	<b>34,916</b>	<b>13,437</b>	<b>-61.5%</b>
Income Tax and Social Contribution	2,886	4,301	+49.0%	(1,969)	1,730	-187.9%
<b>Net Profit</b>	<b>4,961</b>	<b>6,509</b>	<b>+31.2%</b>	<b>32,947</b>	<b>15,167</b>	<b>-54.0%</b>
<b>Net Margin</b>	<b>7.9%</b>	<b>11.1%</b>	<b>+3.2 p.p.</b>	<b>13.4%</b>	<b>7.0%</b>	<b>-6.4 p.p.</b>
EBITDA	3,299	3,440	+4.3%	35,345	17,213	-51.3%
<b>EBITDA Margin</b>	<b>5.2%</b>	<b>5.8%</b>	<b>+0.6 p.p.</b>	<b>14.4%</b>	<b>7.9%</b>	<b>-6.5 p.p.</b>
<b>ROIC - UDM</b>	<b>17.5%</b>	<b>6.9%</b>	<b>-10.5 p.p.</b>	<b>17.5%</b>	<b>6.9%</b>	<b>-10.5 p.p.</b>

# Dividend Distribution

Proposal dor dividend distribution	2023 in reais
Net Income for the period	15,166,689.05
Legal Reserve (5%)	758,334.45
<b>Adjust Net Income</b>	<b>14,408,354.60</b>
Mandatory Dividends - 25%	3,602,089.00
Dividends in excess of mandatory	9,674,661.53
Profit retention	1,131,604.07
<b>Total allocated</b>	<b>14,408,354.60</b>

<b>Form of distribution</b>	
Interest on Equity	13,276,750.53
Total proposed per share	0.200900000



# NY Store



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# Questions

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