



## ***Results Presentation 4Q24***

***Date: 03/27/2025  
12:00 PM (US ET)***

# 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 27, 2025. 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 four quarter of 2024. 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	4Q23	4Q24	Δ
Unicasa Indústria de Móveis	70,052	77,060	+10.0%
Δ Volume <sup>1</sup>	-15.2%	5.8%	

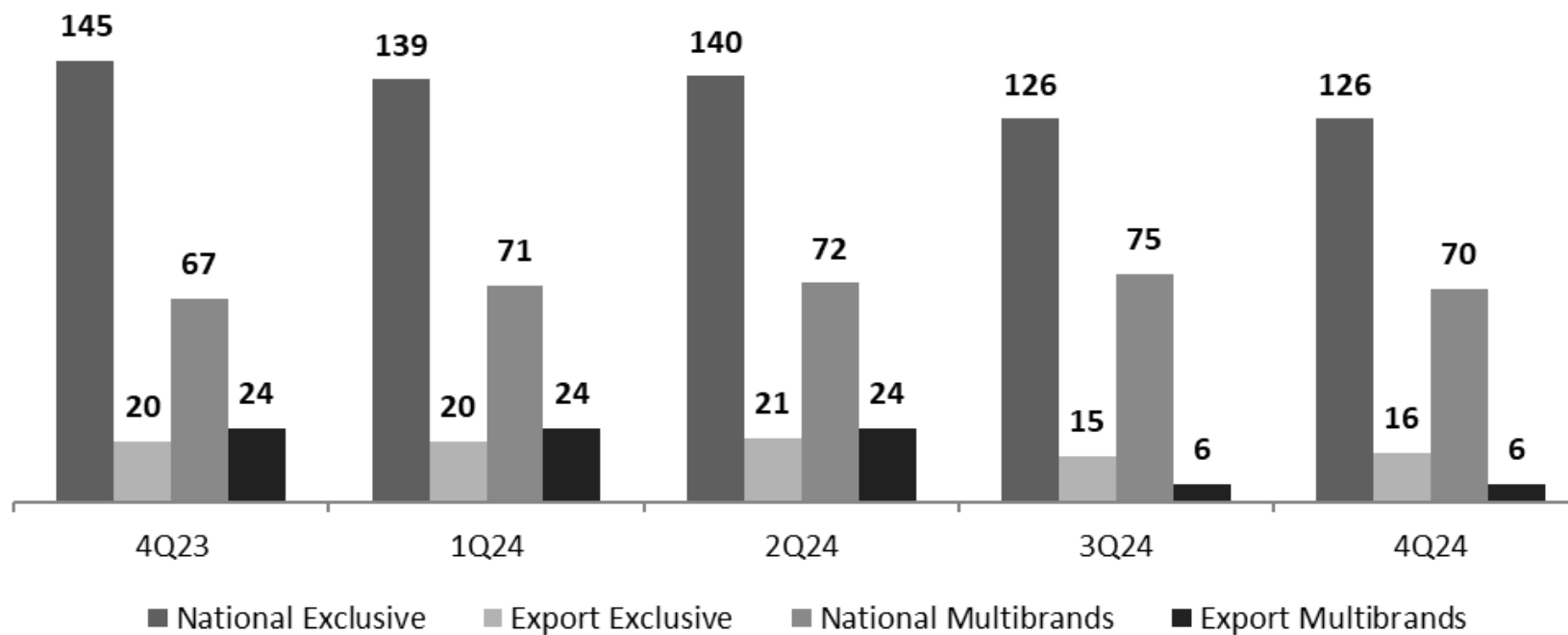
2023	2024	Δ
261,976	268,809	+2.6%
-23.8%	-7.0%	

Gross Revenue ex-IPI	4Q23	4Q24	Δ
Multibrands	5,884	6,030	+2.5%
Corporate	1,581	2,110	+33.4%
Exports	13,155	12,854	-2.3%
Exclusive Dealers	49,000	55,809	+13.9%
Δ Same Stores Sales	-6.5%	21.9%	
Δ Same Stores Volume <sup>1</sup>	-11.2%	17.3%	

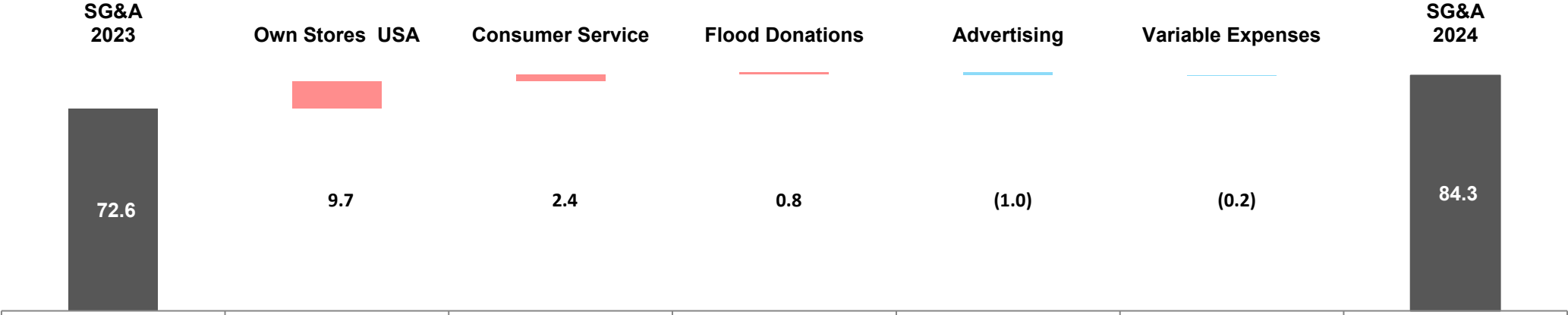
2023	2024	Δ
23,380	21,786	-6.8%
12,004	9,262	-22.8%
42,378	53,543	+26.3%
182,485	183,140	+0.4%
-0.7%	8.3%	
-8.5%	3.5%	

<sup>1</sup> Obtained through the deflated calculation of revenue due to price increases passed on to retailers and disregarding any commercial discounts granted

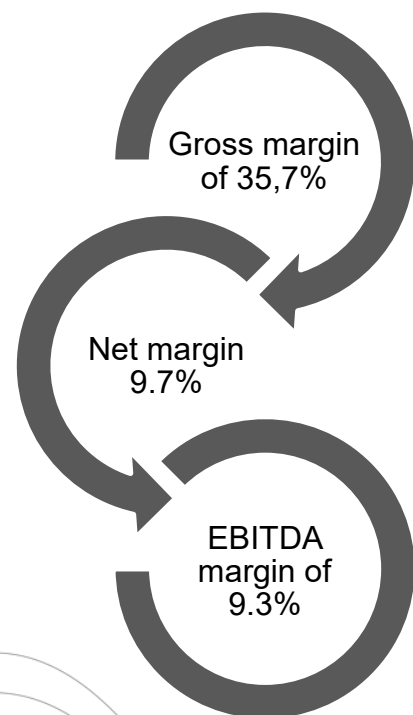
## Unicasa – Store Network



# Selling, General and Administrative Expenses Reconciliation



# Executive Summary



Executive Summary	4Q23	4Q24	Δ
Gross Revenue ex-IPI	70,052	77,060	+10.0%
<b>Net Revenue</b>	<b>58,871</b>	<b>64,490</b>	<b>+9.5%</b>
Cost of Goods Sold	(37,078)	(41,457)	+11.8%
<b>Gross Income</b>	<b>21,793</b>	<b>23,033</b>	<b>+5.7%</b>
<b>Gross Margin</b>	<b>37.0%</b>	<b>35.7%</b>	<b>-1.3 p.p.</b>
Selling and Administrative Expenses	(21,832)	(23,760)	+8.8%
Other Revenues and Operating Expenses	816	771	-5.5%
<b>Operating Income</b>	<b>777</b>	<b>44</b>	<b>-94.3%</b>
<b>Operating Margin</b>	<b>1.3%</b>	<b>0.1%</b>	<b>-1.2 p.p.</b>
Financial Income (Expenses) Net	1,431	2,056	+43.7%
<b>Operating Income before Income Tax and Social Co</b>	<b>2,208</b>	<b>2,100</b>	<b>-4.9%</b>
<b>Net Profit</b>	<b>6,509</b>	<b>6,225</b>	<b>-4.4%</b>
<b>Net Margin</b>	<b>11.1%</b>	<b>9.7%</b>	<b>-1.4 p.p.</b>
EBITDA	3,440	5,967	+73.5%
<b>EBITDA Margin</b>	<b>5.8%</b>	<b>9.3%</b>	<b>+3.5 p.p.</b>
<b>ROIC - LTM</b>	<b>6.9%</b>	<b>3.8%</b>	<b>-3.2 p.p.</b>

2023	2024	Δ
261,976	268,809	+2.6%
<b>217,397</b>	<b>226,559</b>	<b>+4.2%</b>
(140,332)	(140,178)	-0.1%
<b>77,065</b>	<b>86,381</b>	<b>+12.1%</b>
<b>35.4%</b>	<b>38.1%</b>	<b>+2.7 p.p.</b>
(72,566)	(84,283)	+16.1%
3,753	1,475	-60.7%
<b>8,252</b>	<b>3,573</b>	<b>-56.7%</b>
<b>3.8%</b>	<b>1.6%</b>	<b>-2.2 p.p.</b>
5,185	7,013	+35.3%
<b>13,437</b>	<b>10,586</b>	<b>-21.2%</b>
<b>15,167</b>	<b>12,449</b>	<b>-17.9%</b>
<b>7.0%</b>	<b>5.5%</b>	<b>-1.5 p.p.</b>
17,213	17,808	+3.5%
<b>7.9%</b>	<b>7.9%</b>	<b>+0.0 p.p.</b>
<b>6.9%</b>	<b>3.8%</b>	<b>-3.2 p.p.</b>

# Dividend Distribution

Proposal dor dividend distribution	2024 in reais
Net Income for the period	12,448,841.54
Legal Reserve (5%)	622,442.00
<b>Adjust Net Income</b>	<b>11,826,399.54</b>
Reversal of profit reserves	174,884.16
<b>Total to be distributed</b>	<b>12,001,283.70</b>
Mandatory Dividends - 25%	2,956,600.00
Dividends in excess of mandatory-profit	8,869,799.54
Dividends in excess of mandatory-reversal of profit reserve	174,884.16
Retained Earnings	-
<b>Total allocated</b>	<b>12,001,283.70</b>

<b>Form of distribution</b>	
Interest on Equity	12,001,283.70
Total proposed per share	0.181600000



# Questions

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