

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 background, there are other smaller buildings and a residential area with houses. The image is overlaid with a dark red diagonal band on the left side and a black diagonal band on the bottom right. The text "UNICASA" is in the top left, and "4Q21 EARNINGS RELEASE" is in the center.

UNICASA

4Q21 EARNINGS RELEASE

Bento Gonçalves, Rio Grande do Sul, March 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 fourth quarter of 2021. 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 31.3% in net revenue;



Operating income of R\$ 7.6 million;



EBTIDA Margin of 14.7%;



Liquid Margin of 13.9%;



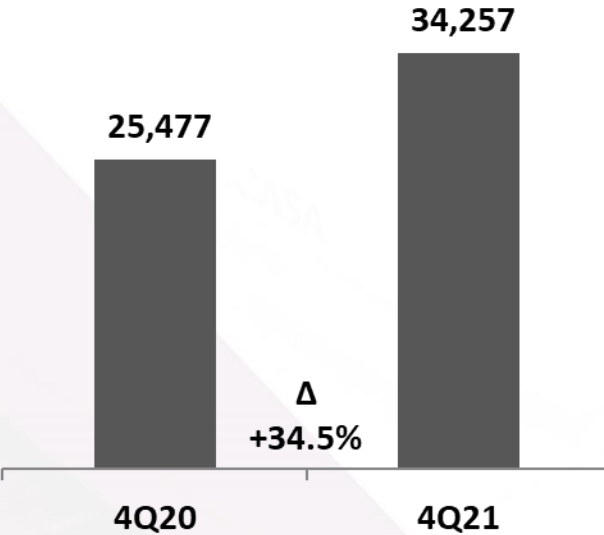
ROIC of 22.8% (+0.6 p.p. vs 3Q21).

AGENDA

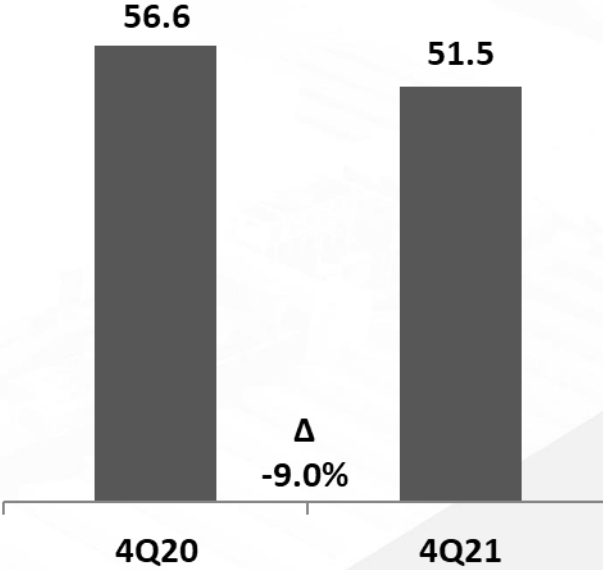
Store Network and Sales Performance



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



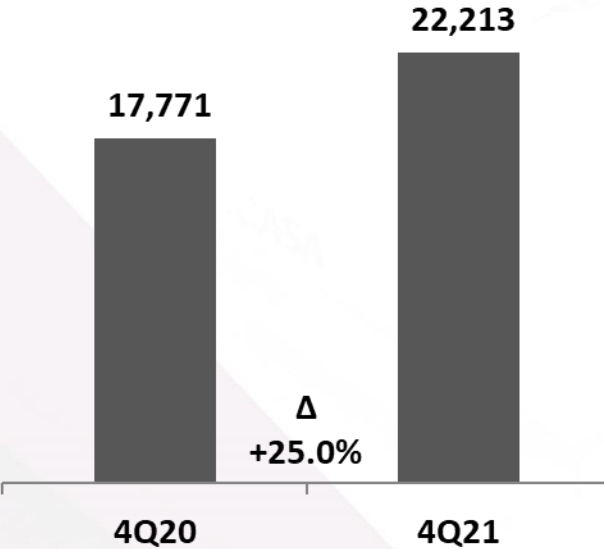
Modules Sold (UEPS' 000 un.)



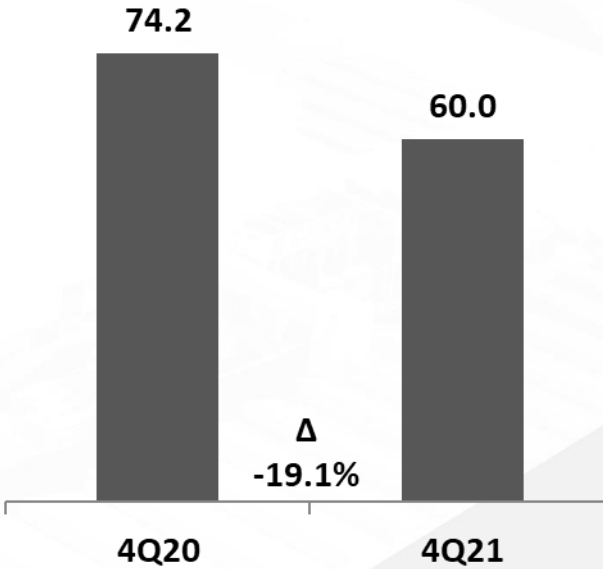
Gross Revenue ex-IPI increased 34.5%.

Modules Sold decreased 9.0%.

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



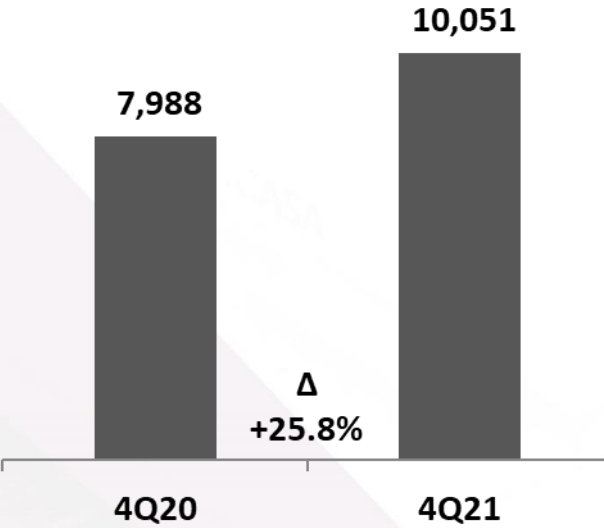
Modules Sold (UEPS' 000 un.)



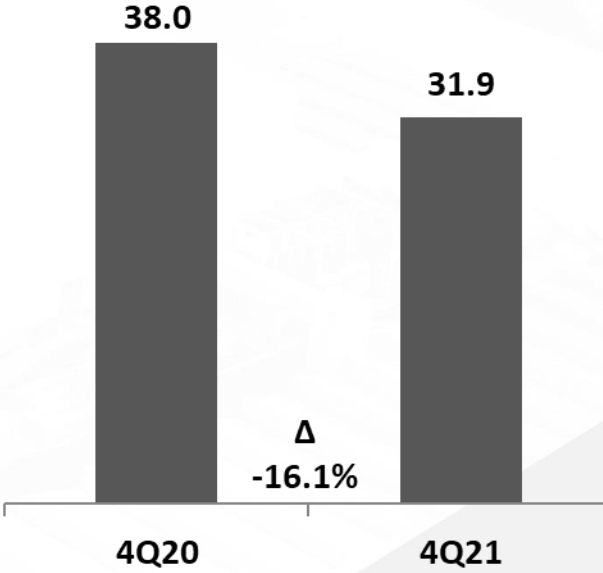
Gross Revenue ex-IPI increased 25.0%.

Modules Sold decreased 19.1%.

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



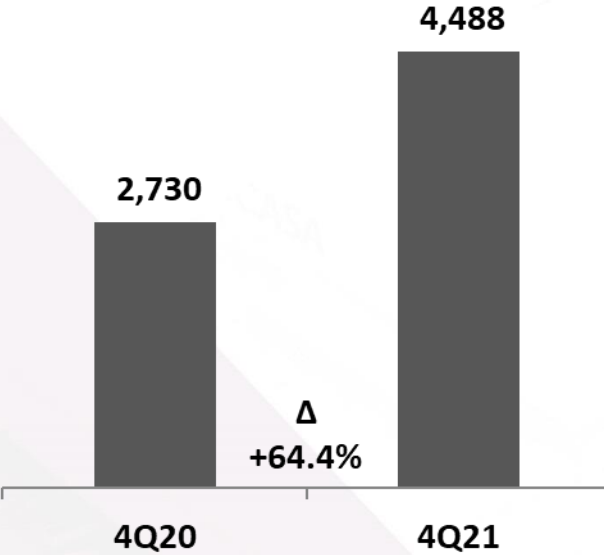
Modules Sold (UEPS' 000 un.)



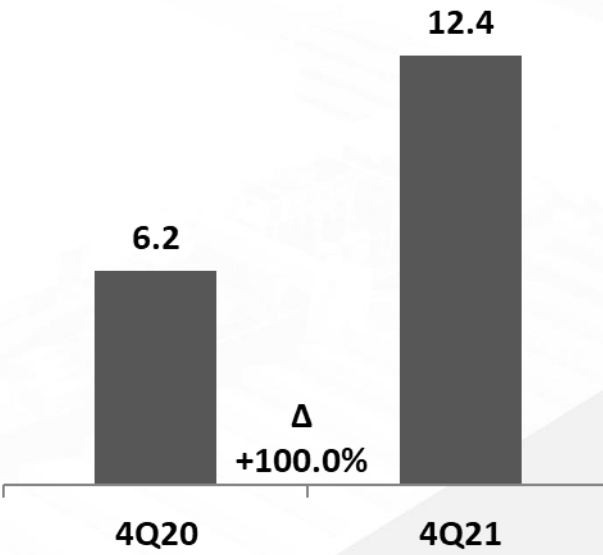
Gross Revenue ex-IPI increased 25.8%.

Modules Sold decreased 16.1%.

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



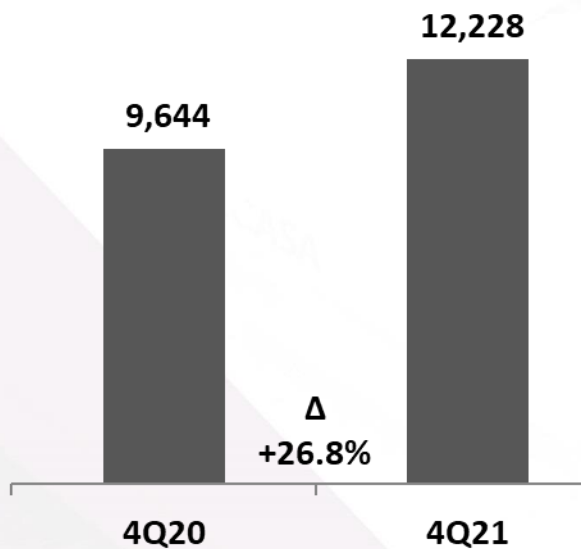
Modules Sold (UEPS' 000 un.)



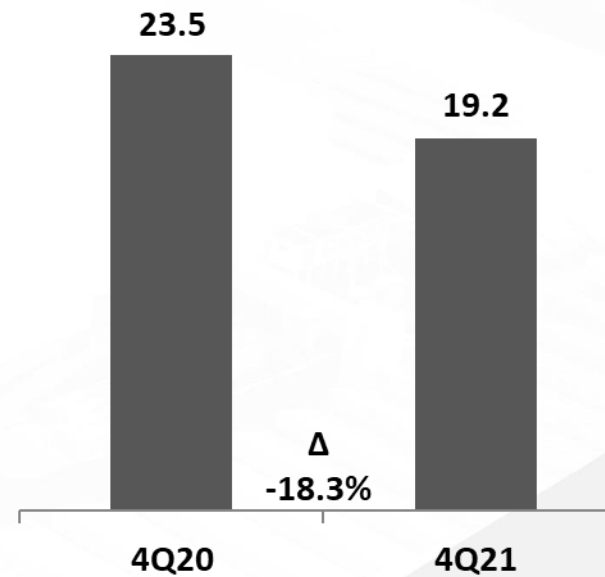
Gross Revenue ex-IPI increased 64.4%.

Modules Sold increased 100%.

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

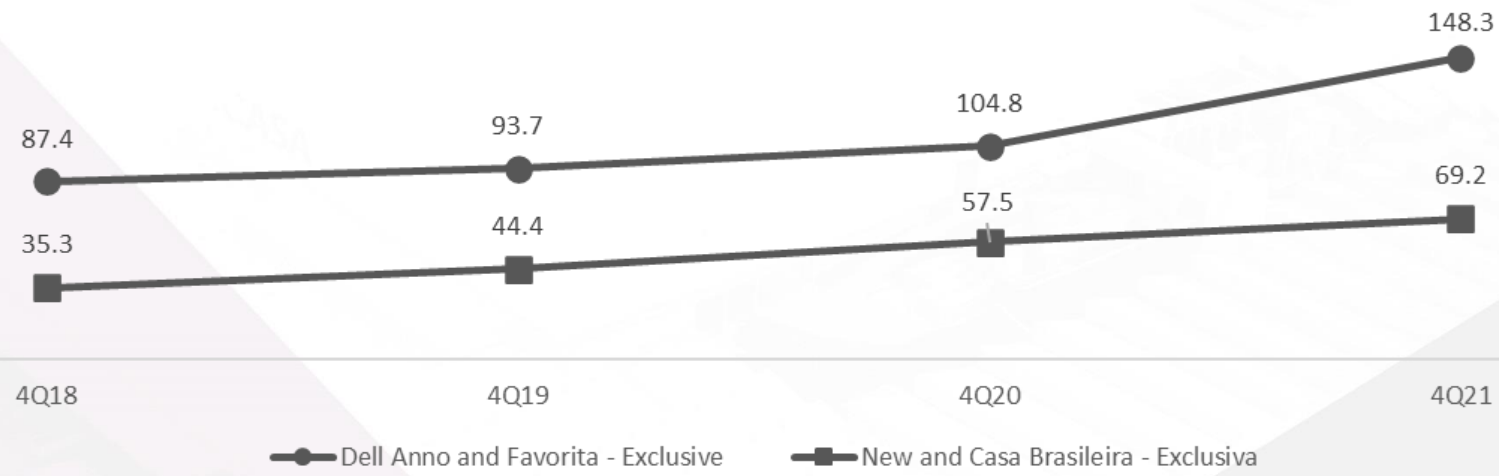


Modules Sold (UEPS' 000 un.)

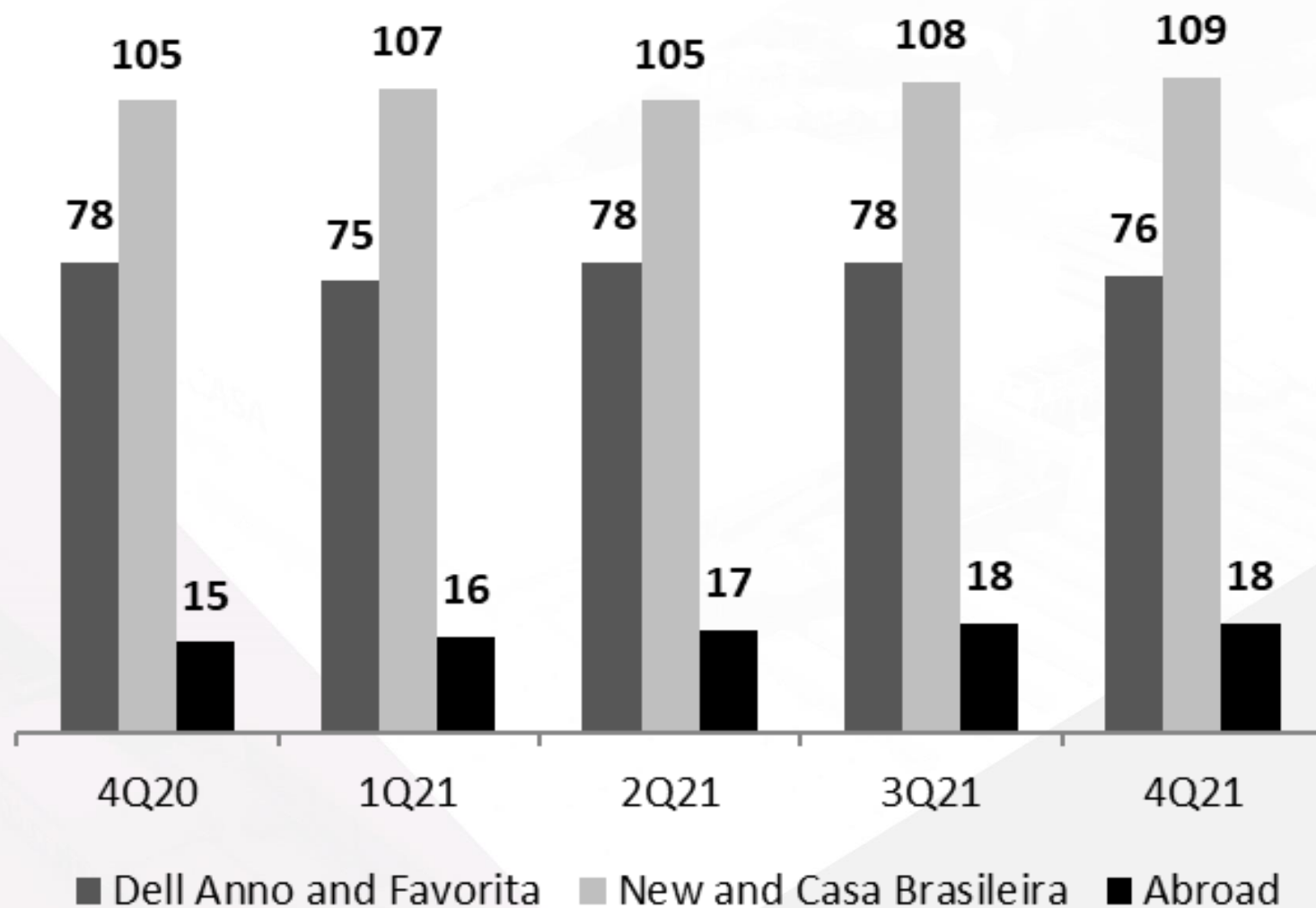


Gross Revenue ex-IPI increased 26.8%.

Modules Sold decreased 18.3%.







AGENDA

Economic and Financial Performance





Increase of 30.5% in selling, general and administrative expenses.

Executive summary

- Gross margin of 36.4%;
- Net margin of 13.9%, down 4.1 p.p.;
- EBITDA margin of 14.7%, down 8.9 p.p..

Executive Summary	4Q20	4Q21	Δ
Gross Revenue ex-IPI	64,124	83,858	+30.8%
Net Revenue	52,934	69,508	31.3%
Cost of Goods Sold	(30,087)	(44,218)	+47.0%
Gross Income	22,847	25,290	+10.7%
Gross Margin	43.2%	36.4%	-6.8 p.p.
Selling and Administrative Expenses	(13,954)	(18,214)	+30.5%
Other Revenues and Operating Expenses	1,305	615	-52.9%
Operating Income	10,198	7,691	-24.6%
Operating Margin	19.3%	11.1%	-8.2 p.p.
Financial Income (Expenses) Net	1,140	1,613	+41.5%
Operating Income before Income Tax and Social Contribution	11,338	9,304	-17.9%
Income Tax and Social Contribution	(1,821)	333	-118.3%
Net Profit	9,517	9,637	+1.3%
Net Margin	18.0%	13.9%	-4.1 p.p.
EBITDA	12,512	10,186	-18.6%
EBITDA Margin	23.6%	14.7%	-8.9 p.p.

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UNICASA 30 anos

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