

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%;



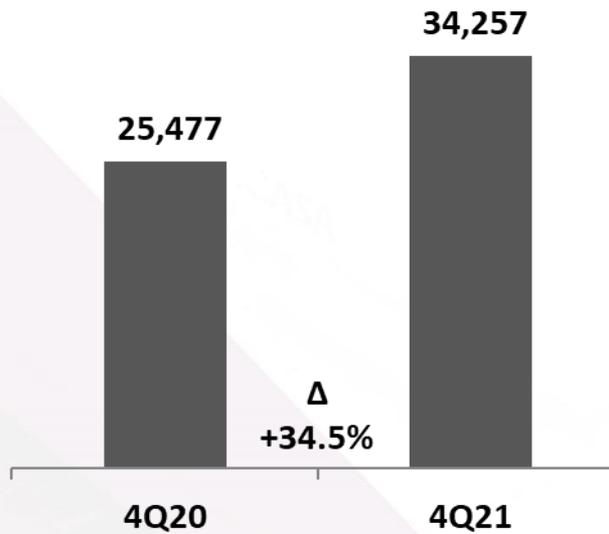
ROIC of 22.8% (+0.6 p.p. vs 3Q21).

# AGENDA

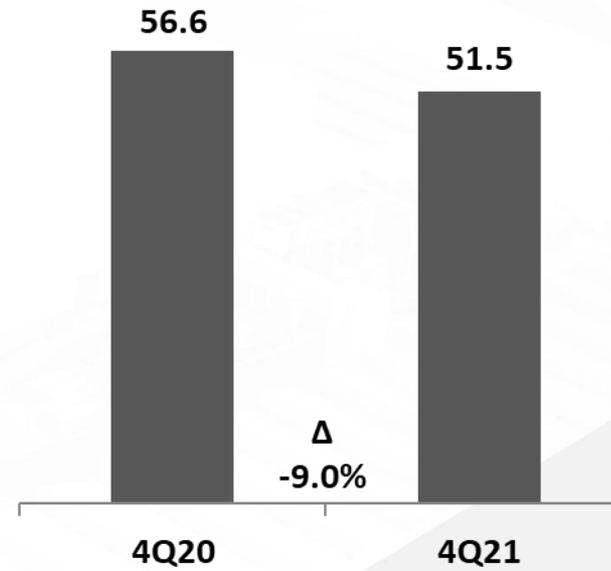
## *Store Network and Sales Performance*



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



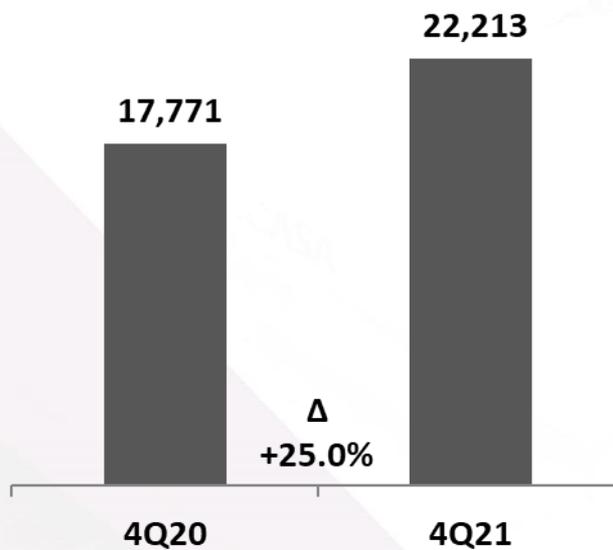
Modules Sold (UEPS' 000 un.)



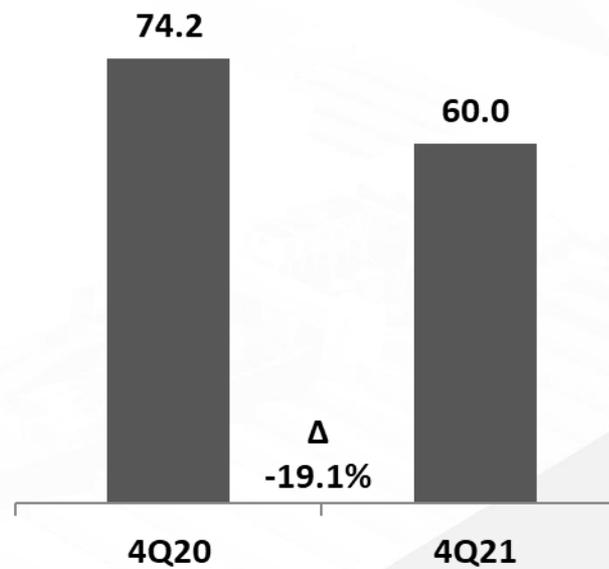
*Gross Revenue ex-IPI increased 34.5%.*

*Modules Sold decreased 9.0%.*

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



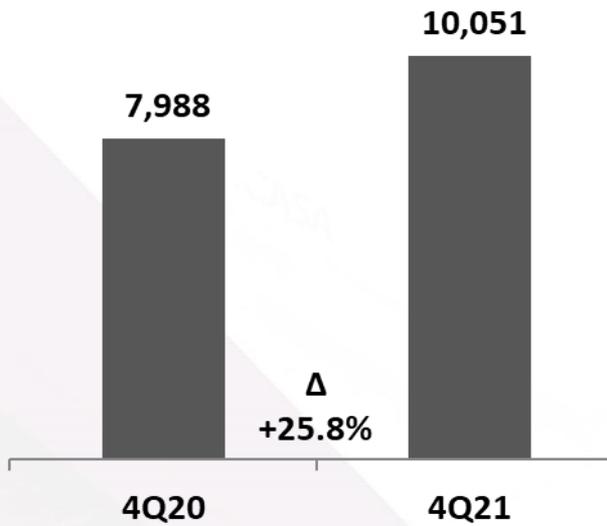
Modules Sold (UEPS' 000 un.)



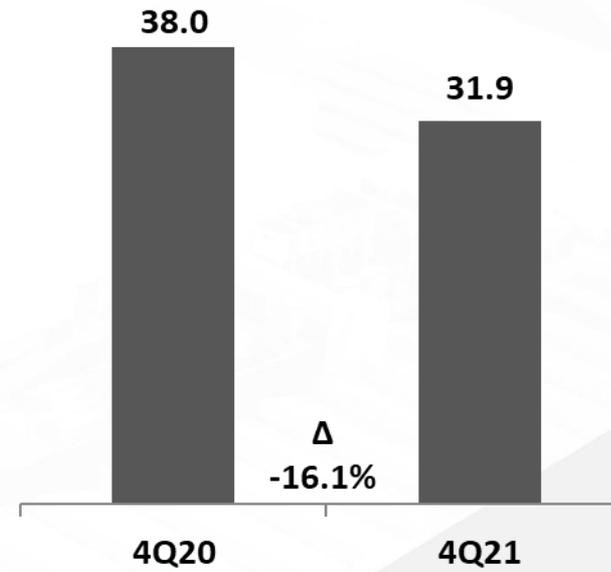
*Gross Revenue ex-IPI increased 25.0%.*

*Modules Sold decreased 19.1%.*

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



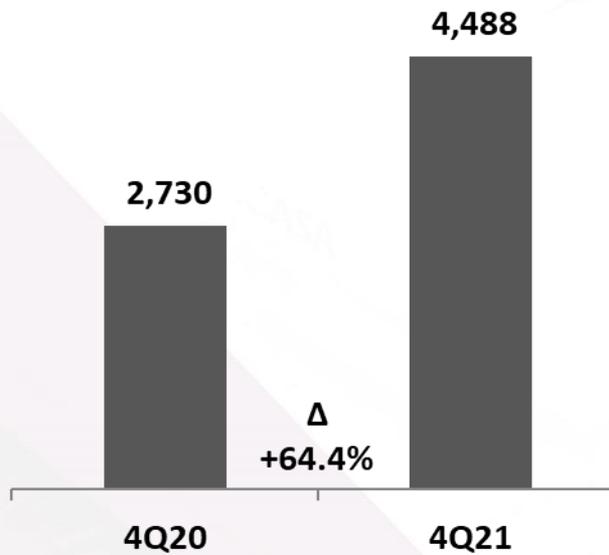
Modules Sold (UEPS' 000 un.)



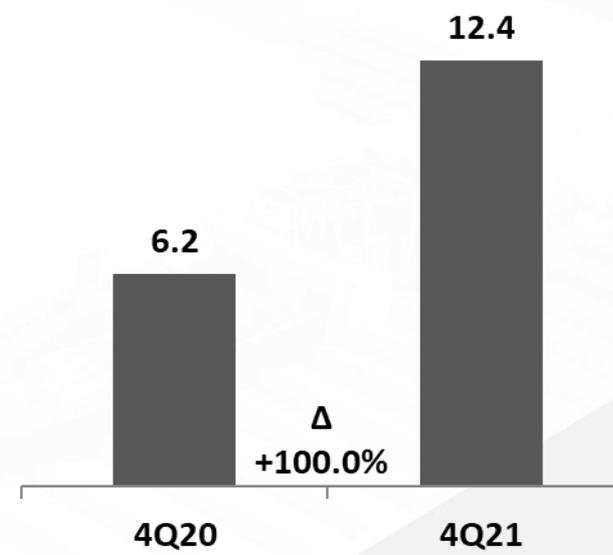
Gross Revenue ex-IPI increased 25.8%.

Modules Sold decreased 16.1%.

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



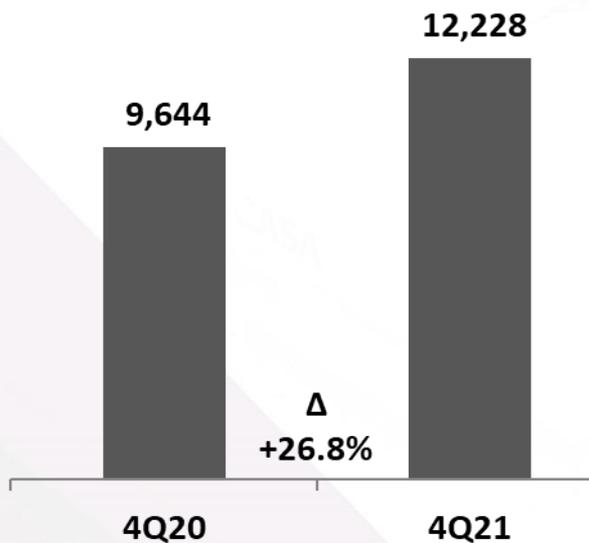
Modules Sold (UEPS' 000 un.)



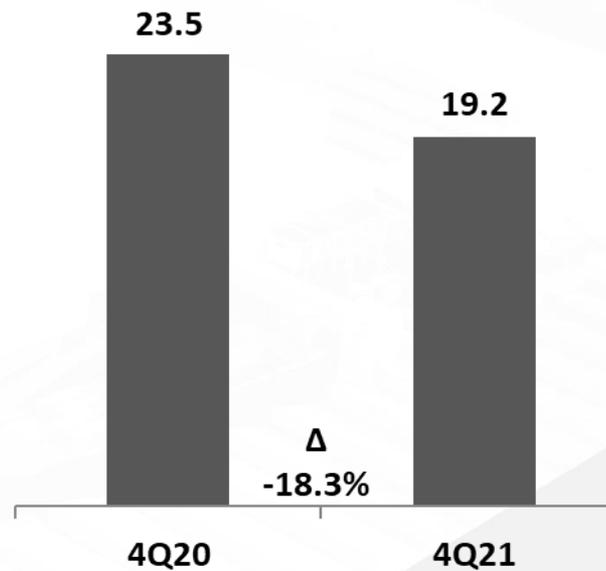
Gross Revenue ex-IPI increased 64.4%.

Modules Sold increased 100%.

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

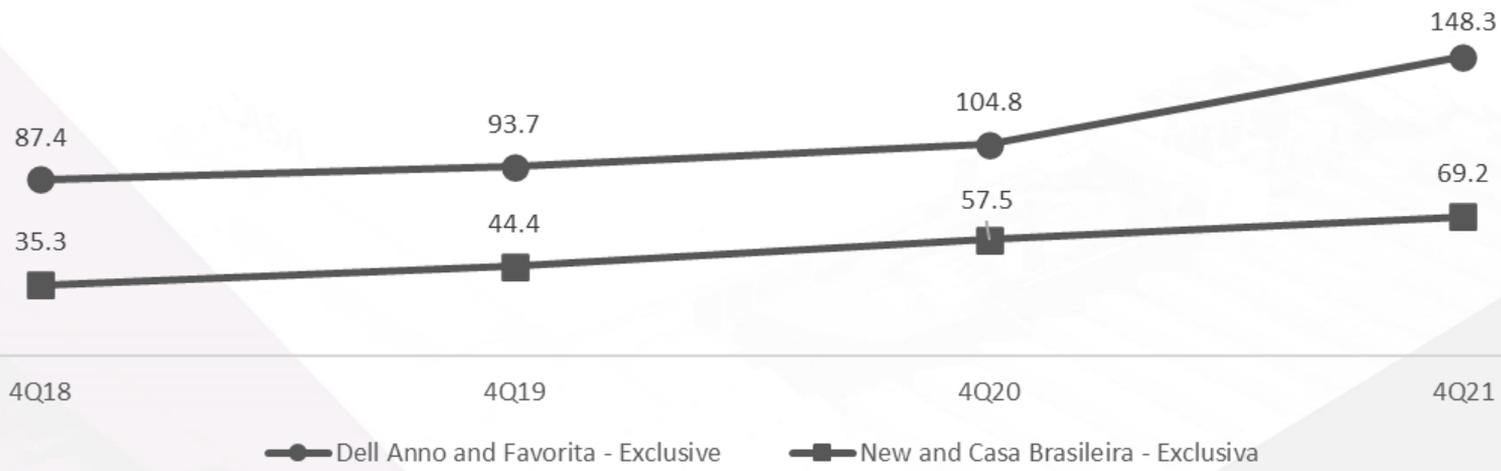


Modules Sold (UEPS' 000 un.)

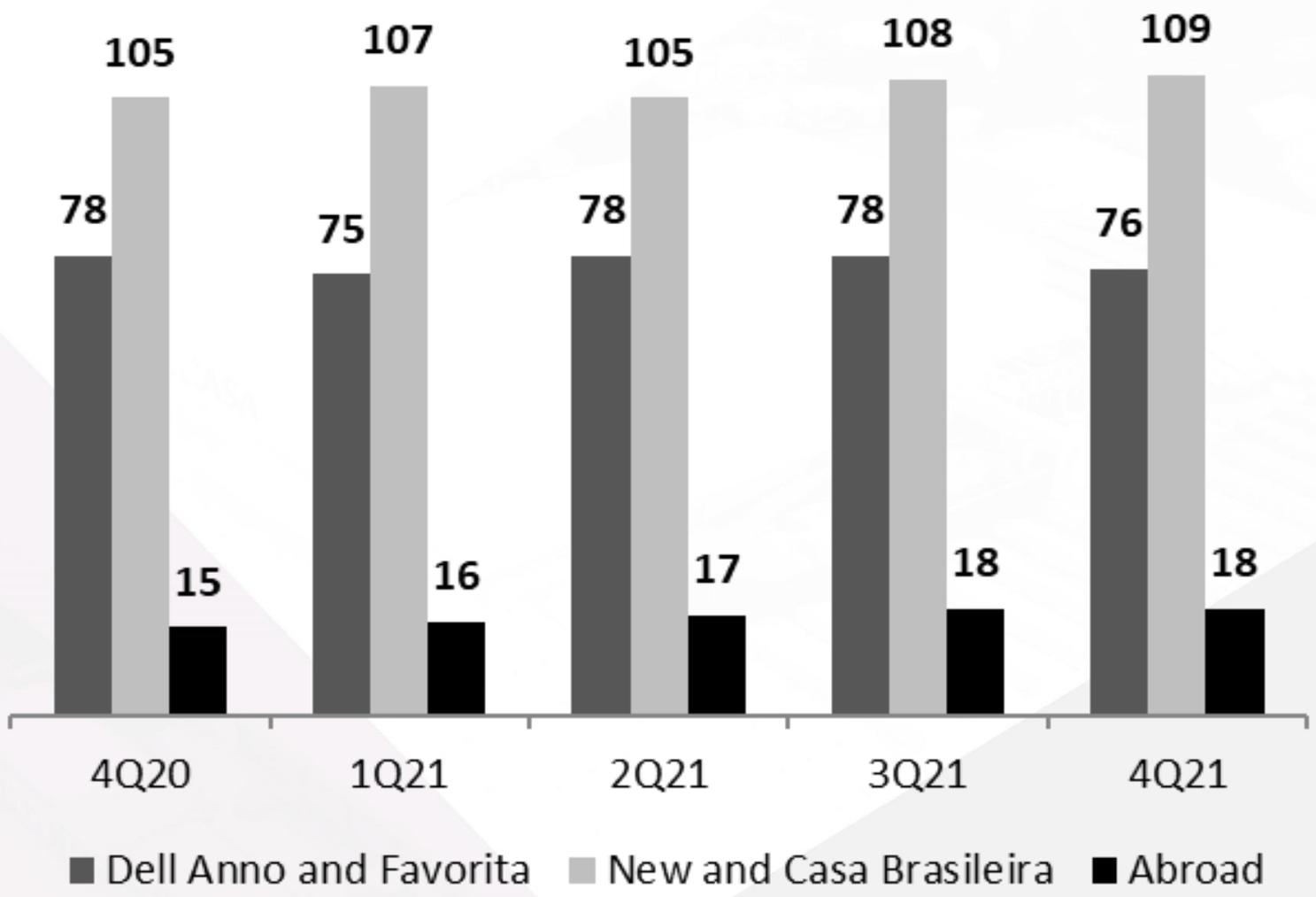


Gross Revenue ex-IPI increased 26.8%.

Modules Sold decreased 18.3%.







# AGENDA

## *Economic and Financial Performance*

favorita

favorita

favorita  
concept

Sua vida  
é assim

CAPITAL VISTORIA



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

**Gustavo Dall Onder**

CEO

**Alexandre Narvaes Figueira**

CCO

**Luciano André Merigo**

COO

**Guilherme Possebon de Oliveira**

CFO, CIO

**UNICASA**  **30** anos

[www.unicasamoveis.com.br](http://www.unicasamoveis.com.br)

**Investor Relations**

Elvis Pletsch

*Phone: (54) 3455-4425*

*E-mail: [dri@unicasamoveis.com.br](mailto:dri@unicasamoveis.com.br)*

*Website: <http://unicasamoveis.com.br/ri>*