



**UNICASA**

# Apresentação de Resultados 4T20

Bento Gonçalves, RS, 11 de março de 2021. A Unicasa Indústria de Móveis S.A. (BM&FBOVESPA: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3.SA), uma das maiores empresas do setor de móveis planejados do Brasil e única empresa brasileira do setor listada em bolsa de valores, divulga hoje os resultados do 4º trimestre de 2020. As variações e demais comparações são, exceto quando indicado de outra forma, feitas em relação ao mesmo período do ano anterior.

As afirmações contidas neste documento relacionadas a perspectivas sobre os negócios, projeções sobre resultados operacionais e financeiros e aquelas relacionadas a perspectivas de crescimento da Unicasa são meramente estimativas e, como tais, são baseadas exclusivamente nas expectativas da Administração da Companhia sobre o futuro dos negócios e, portanto, estão sujeitas a riscos conhecidos e desconhecidos e incertezas que podem fazer com que tais expectativas não se concretizem ou sejam substancialmente diferentes do que era esperado.

# AGENDA

*Destaques do Período*

*Desempenho de Vendas e Rede de Lojas*

*Desempenho Econômico Financeiro*



# AGENDA

## *Destaques do Período*



# Destaques do Período



*Crescimento de 18,8% na receita líquida;*



*Aumento de 53,5% no Resultado Operacional;*



*Margem EBITDA de 23,6%;*



*Margem Líquida de 18,0%;*

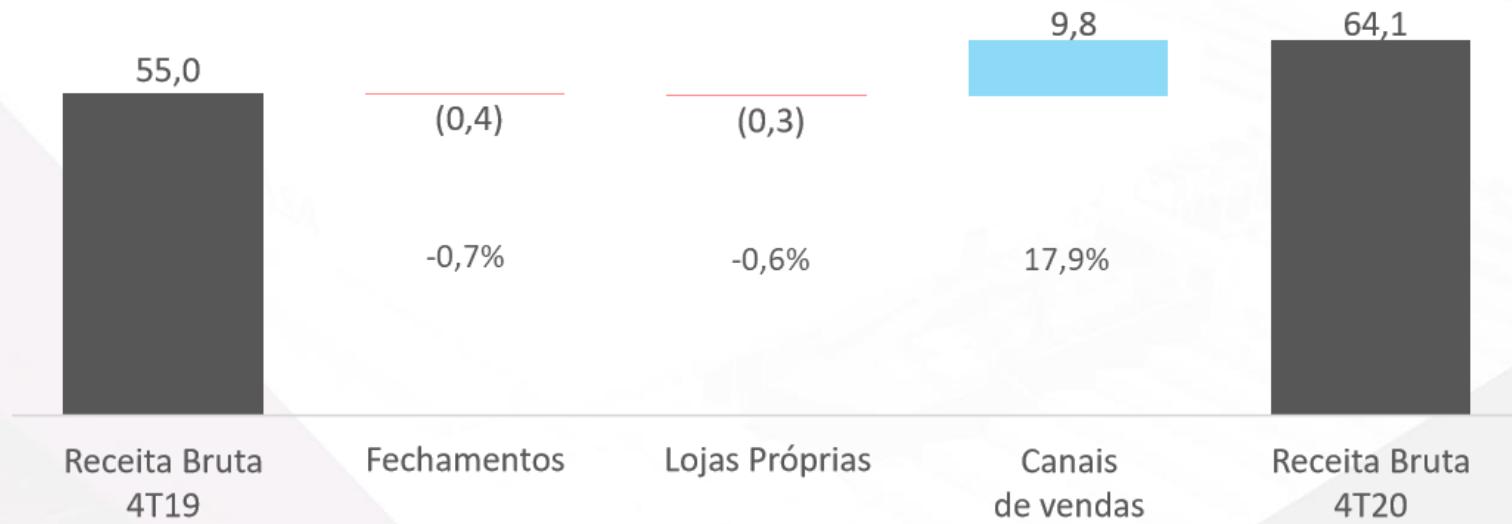


*ROIC de 11,1% (+2,6 p.p. vs 3T20).*

# AGENDA

## *Desempenho de Vendas e Rede de Lojas*

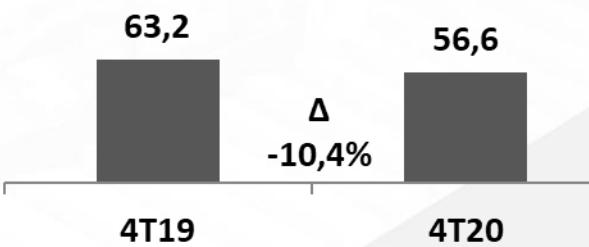




Receita Bruta ex-IPI (R\$ mil)



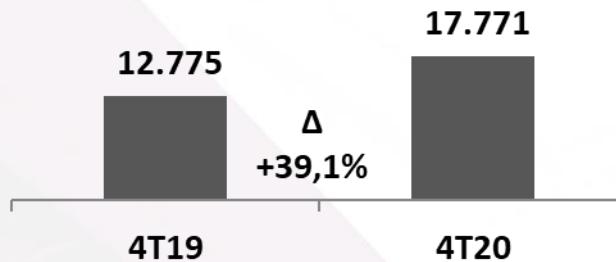
Módulos Vendidos (UEPS mil un.)



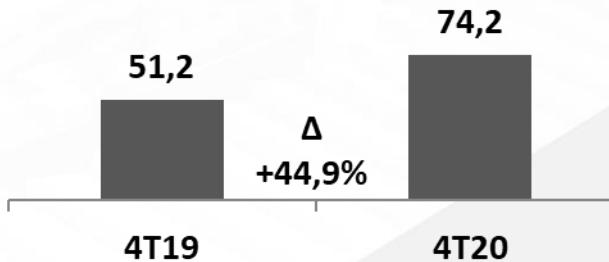
A Receita Bruta ex-IPI reduziu 2,5%.

Os Módulos Vendidos reduziram 10,4%.

Receita Bruta ex-IPI (R\$ mil)



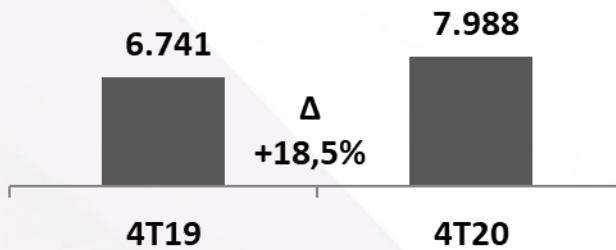
Módulos Vendidos (UEPS mil un.)



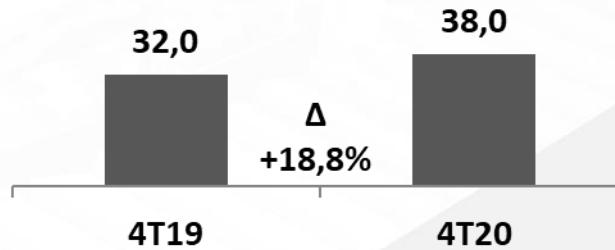
A Receita Bruta ex-IPI aumentou 39,1%.

Os Módulos Vendidos aumentaram 44,9%.

Receita Bruta ex-IPI (R\$ mil)



Módulos Vendidos (UEPS mil un.)



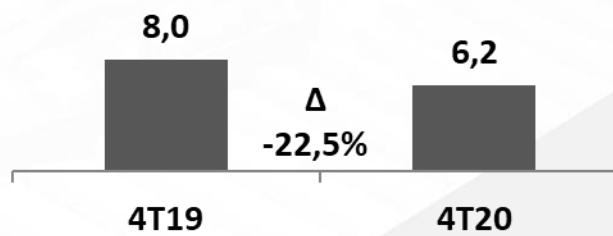
*A Receita Bruta ex-IPI aumentou 18,5%.*

*Os Módulos Vendidos aumentaram 18,8%.*

Receita Bruta ex-IPI (R\$ mil)



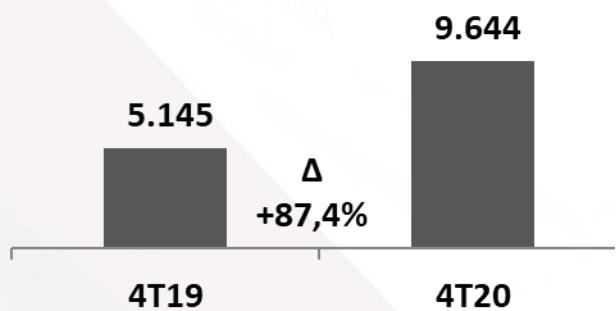
Módulos Vendidos (UEPS mil un.)



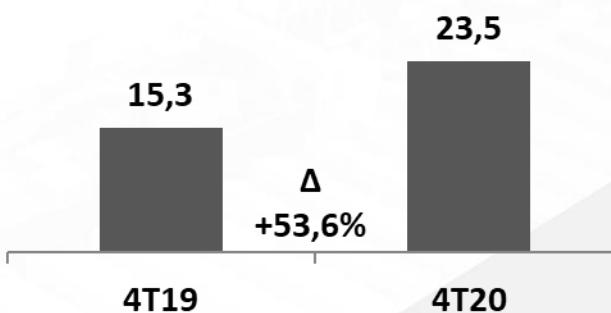
*A Receita Bruta ex-IPI reduziu 21,1%.*

*Os Módulos Vendidos reduziram 22,5%.*

Receita Bruta ex-IPI (R\$ mil)



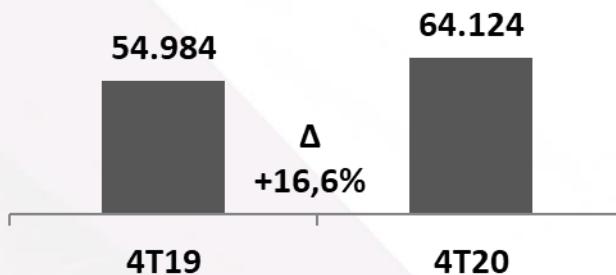
Módulos Vendidos (UEPS mil un.)



*A Receita Bruta ex-IPI aumentou 87,4%.*

*Os Módulos Vendidos aumentaram 53,6%.*

Receita Bruta ex-IPI (R\$ mil)

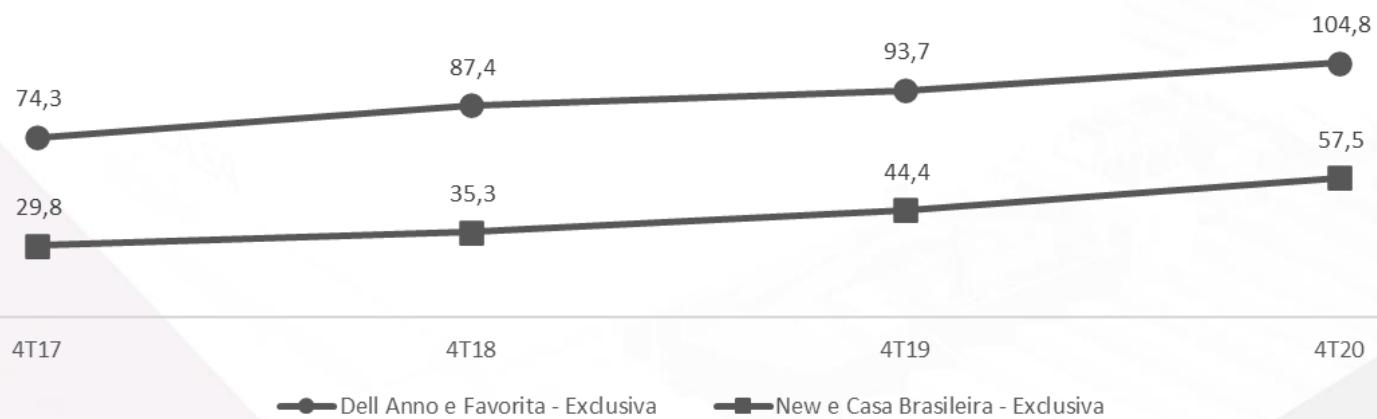


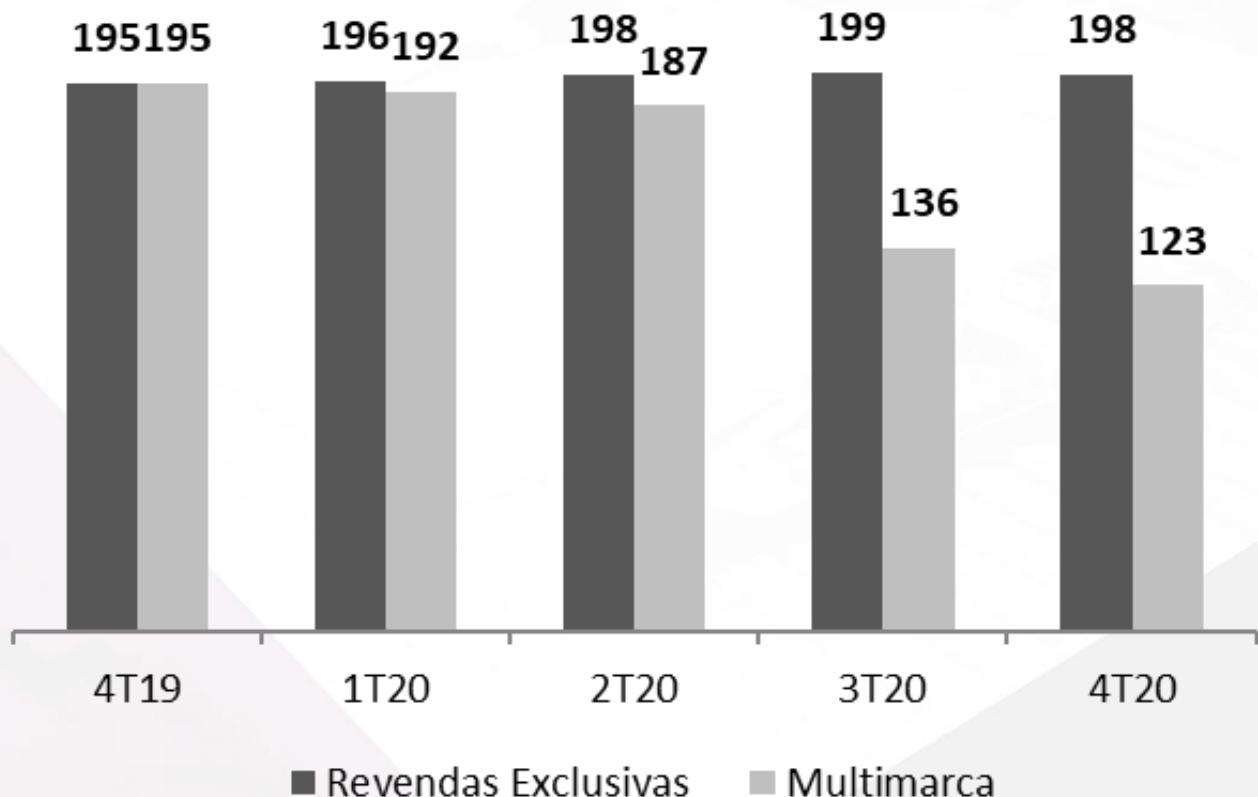
Módulos Vendidos (UEPS mil un.)

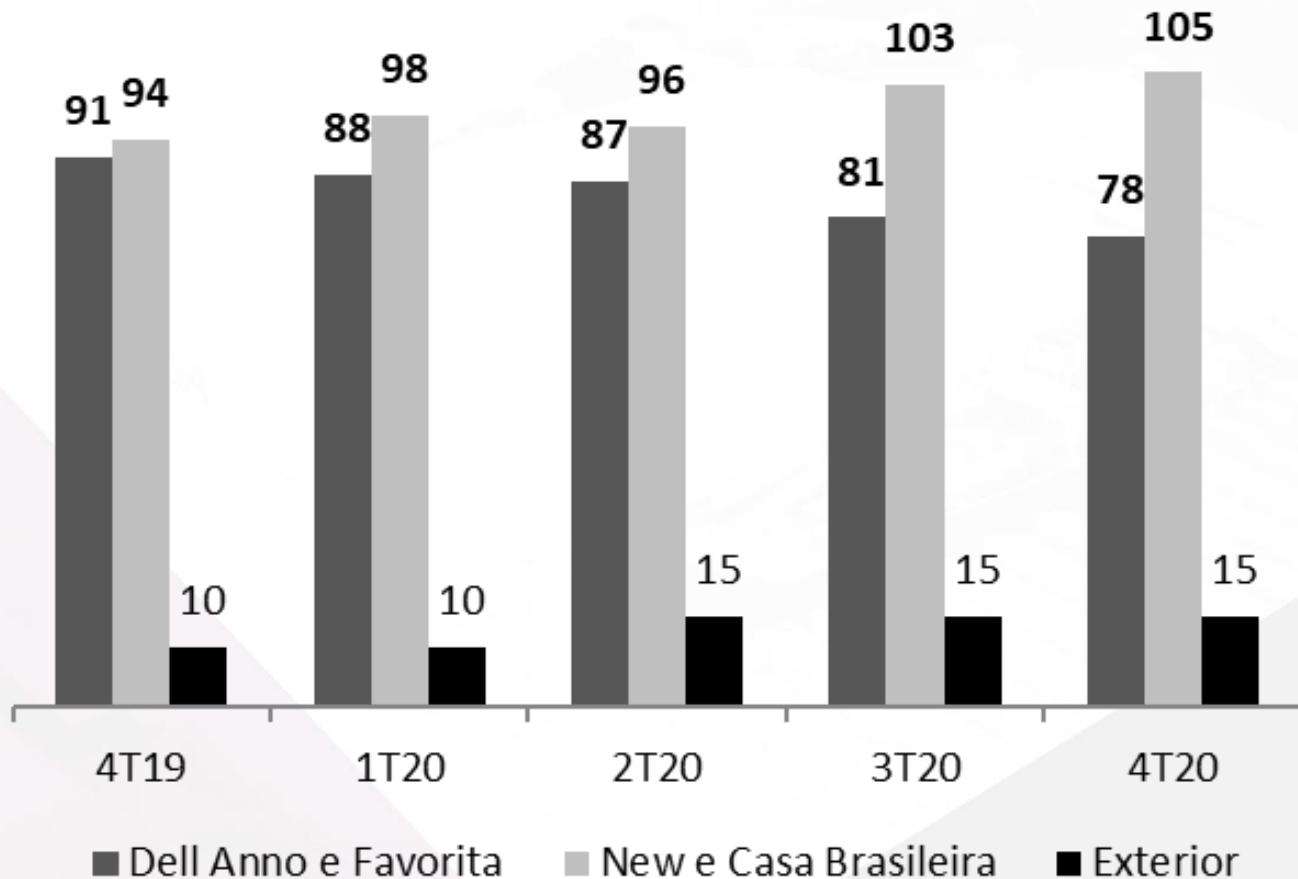


*A Receita Bruta ex-IPI aumentou 16,6%.*

*Os Módulos Vendidos aumentaram 16,4%.*







## AGENDA

*Desempenho econômico financeiro*

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**favonta**

Sua vida  
é assim

CAPITAL VISTORIA VIE

favonta  
concept

## Sumário Executivo

- *Margem Bruta de 43,2%, acréscimo de 1,5 p.p.;*
- *Margem Líquida de 18,0%, acréscimo de 3,2 p.p.;*
- *Margem EBITDA de 23,6%, acréscimo de 3,7 p.p..*

| Sumário Executivo                       | 4T19          | 4T20          | Δ                |
|---|---------------|---------------|------------------|
| Receita Bruta ex-IPI                    | 54.984        | 64.124        | +16,6%           |
| <b>Receita líquida</b>                  | <b>44.540</b> | <b>52.934</b> | <b>18,8%</b>     |
| CPV                                     | (25.985)      | (30.087)      | +15,8%           |
| <b>Lucro bruto</b>                      | <b>18.555</b> | <b>22.847</b> | <b>+23,1%</b>    |
| <b>Margem Bruta</b>                     | <b>41,7%</b>  | <b>43,2%</b>  | <b>+1,5 p.p.</b> |
| Despesas com Vendas e Administrativas   | (12.711)      | (13.954)      | +9,8%            |
| Outras receitas e despesas operacionais | 799           | 1.305         | +63,3%           |
| <b>Resultado operacional</b>            | <b>6.643</b>  | <b>10.198</b> | <b>53,5%</b>     |
| <b>Margem Operacional</b>               | <b>14,9%</b>  | <b>19,3%</b>  | <b>+4,4 p.p.</b> |
| Resultado Financeiro                    | 1.061         | 1.140         | +7,4%            |
| <b>LAIR</b>                             | <b>7.704</b>  | <b>11.338</b> | <b>+47,2%</b>    |
| IR/CS                                   | (1.138)       | (1.821)       | +60,0%           |
| <b>Lucro líquido</b>                    | <b>6.566</b>  | <b>9.517</b>  | <b>+44,9%</b>    |
| <b>Margem Líquida</b>                   | <b>14,7%</b>  | <b>18,0%</b>  | <b>+3,2 p.p.</b> |
| EBITDA                                  | 8.846         | 12.512        | +41,4%           |
| <b>Margem EBITDA</b>                    | <b>19,9%</b>  | <b>23,6%</b>  | <b>+3,7 p.p.</b> |

VG&A  
4T19

Despesas com  
consumidores

Operação EUA

PDD

Outros

VG&A  
4T20

12,7

1,9

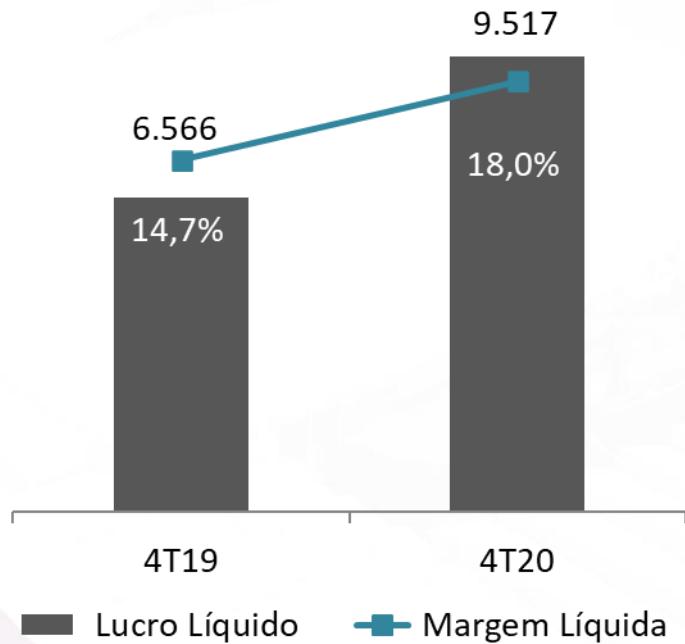
0,7

(0,6)

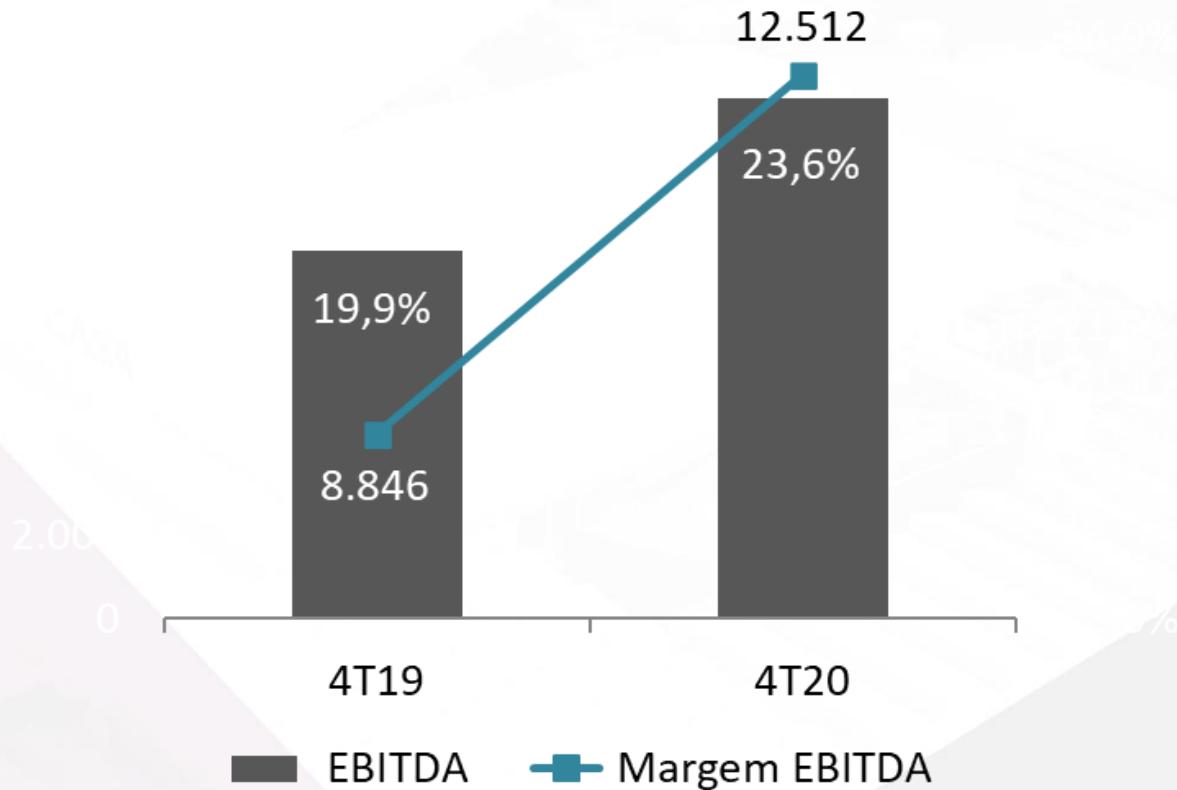
(0,7)

14,0

Aumento de 10,2% nas despesas com vendas, gerais e administrativas.



*Margem líquida 3,3 p.p. maior.*



*EBITDA de R\$ 12,5 milhões, aumento de 3,7 p.p na margem EBITDA.*

The background of the slide features a grayscale aerial photograph of a residential neighborhood. The houses are scattered across a landscape with green trees and some open fields. In the foreground, there's a dark, semi-transparent overlay that contains the company's logo and website address.

**Gustavo Dall Onder**

CEO, CFO, CIO

**Alexandre Narvaes Figueira**

CCO

**Luciano André Merigo**

COO

**UNICASA** 30 anos

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

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

UNICASA

## 4Q20 EARNINGS RELEASE

*Bento Gonçalves, Rio Grande do Sul, March 11, 2021. Unicasa Indústria de Móveis S.A. (BM&FBovespa: 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 2020. 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 18.8% in net revenue;



Increase of 53.5% in operating income;



EBTIDA Margin of 23.6%;



Liquid Margin of 18.0%;

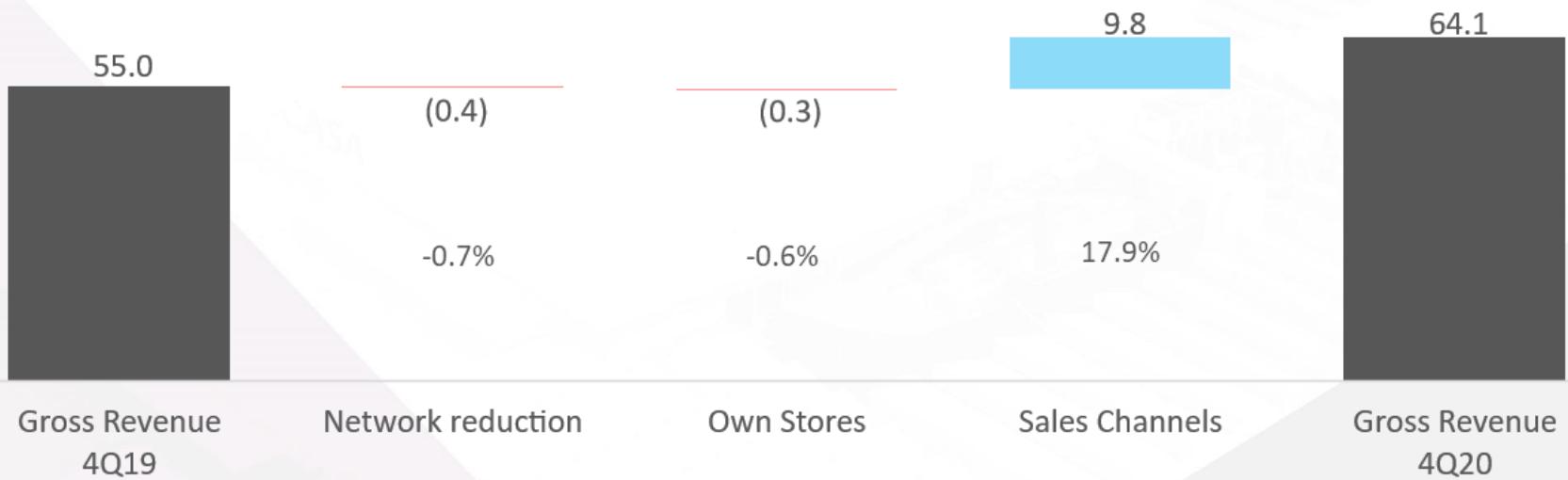


ROIC of 11,1% (+2,6 p.p. vs 3T20).

# AGENDA

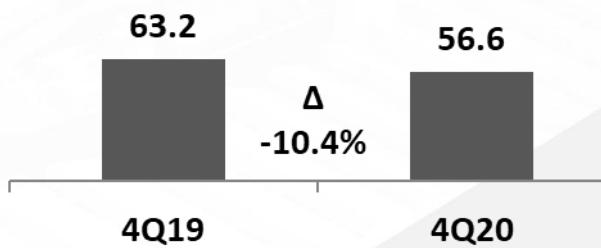
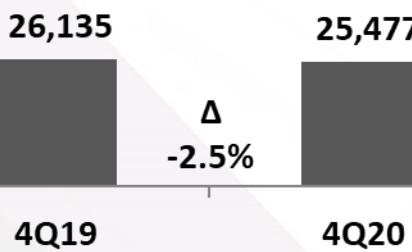
## *Store Network and Sales Performance*





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

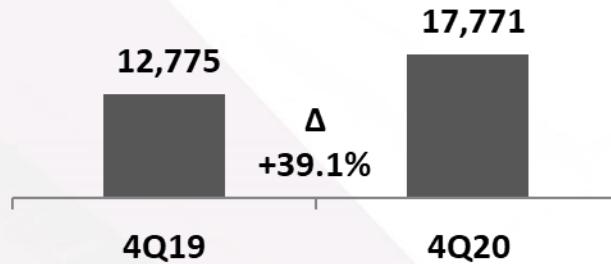
Modules Sold (UEPS' 000 un.)



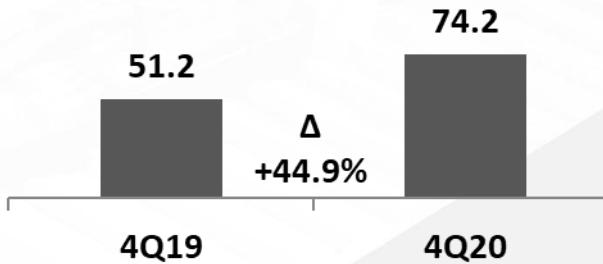
*Gross Revenue ex-IPI decreased 2.5%.*

*Modules Sold decreased 10.4%.*

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



Modules Sold (UEPS' 000 un.)



*Gross Revenue ex-IPI increased 39.1%.*

*Modules Sold increased 44.9%.*

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



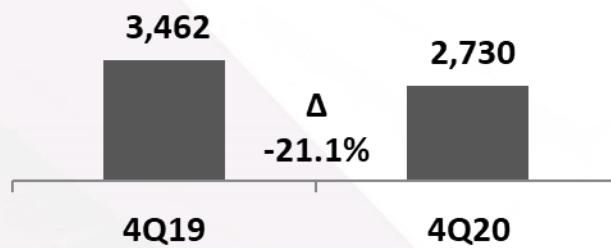
Modules Sold (UEPS' 000 un.)



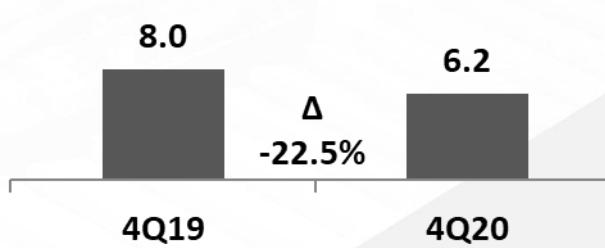
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*Modules Sold increased 18.8%.*

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



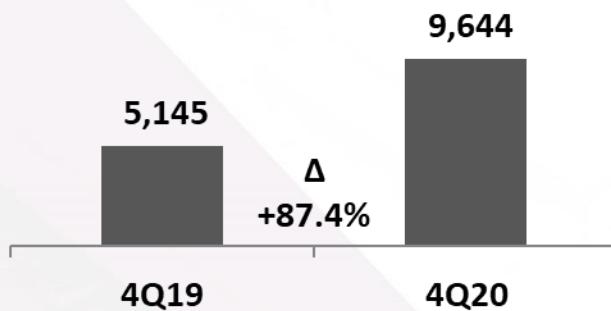
Modules Sold (UEPS' 000 un.)



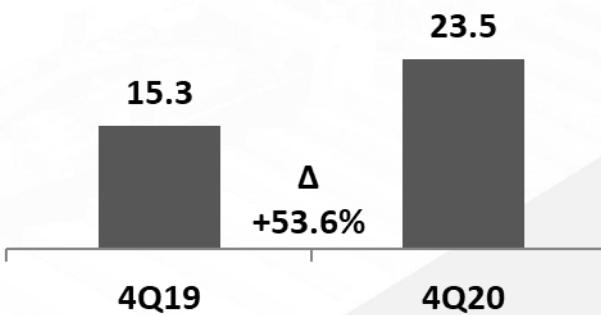
*Gross Revenue ex-IPI decreased 21.1%.*

*Modules Sold decreased 22.5%.*

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



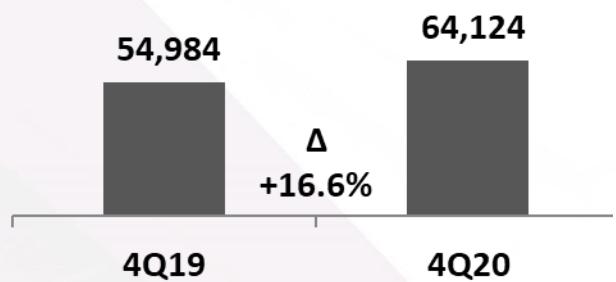
Modules Sold (UEPS' 000 un.)



*Gross Revenue ex-IPI increased 87.4%.*

*Modules Sold increased 53.6%.*

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



Modules Sold (UEPS' 000 un.)



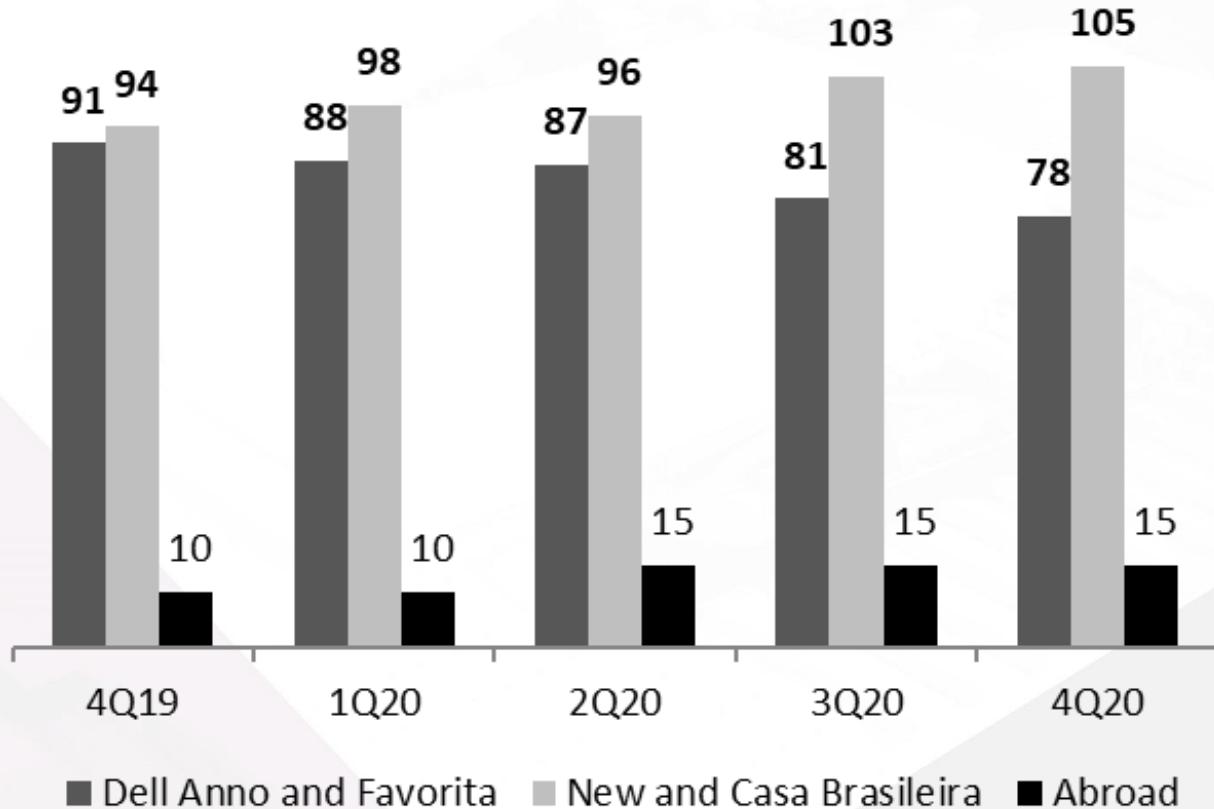
*Gross Revenue ex-IPI increased 16.6%.*

*Modules Sold increased 16.4%.*



\*Per store and per month.





# AGENDA

*Economic and Financial Performance*

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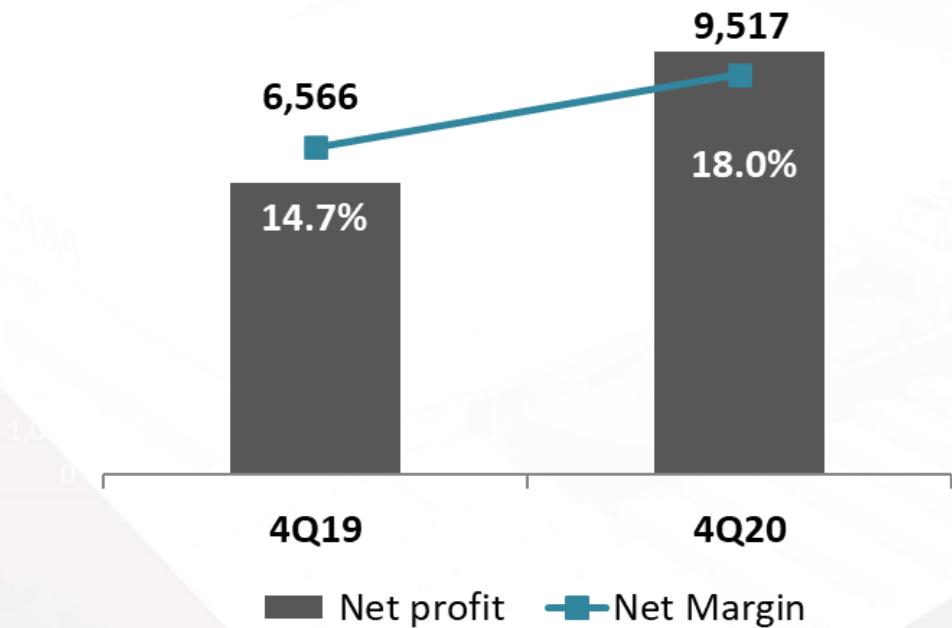
## Executive summary

- *Gross margin of 43.2%, down 1.5 p.p.;*
- *Net margin of 18.0%, up 3.2 p.p.;*
- *EBITDA margin of 23.6%, up 3.7 p.p..*

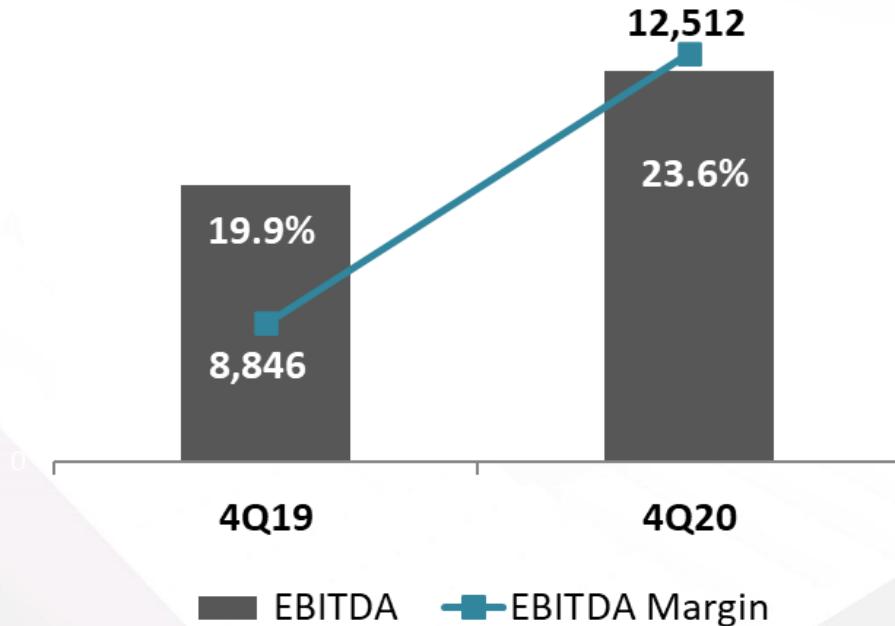
| Executive Summary   | 4Q19          | 4Q20          | Δ                |
|---|---------------|---------------|------------------|
| Gross Revenue ex-IPI  | 54,984        | 64,124        | +16.6%           |
| <b>Net Revenue</b>  | <b>44,540</b> | <b>52,934</b> | <b>18.8%</b>     |
| Cost of Goods Sold  | (25,985)      | (30,087)      | +15.8%           |
| <b>Gross Income</b>   | <b>18,555</b> | <b>22,847</b> | <b>+23.1%</b>    |
| <b>Gross Margin</b>   | <b>41.7%</b>  | <b>43.2%</b>  | <b>+1.5 p.p.</b> |
| Selling and Administrative Expenses                               | (12,711)      | (13,954)      | +9.8%            |
| Other Revenues and Operating Expenses                             | 799           | 1,305         | +63.3%           |
| <b>Operating Income</b>   | <b>6,643</b>  | <b>10,198</b> | <b>53.5%</b>     |
| <b>Operating Margin</b>   | <b>14.9%</b>  | <b>19.3%</b>  | <b>+4.4 p.p.</b> |
| Financial Income (Expenses) Net                                   | 1,061         | 1,140         | +7.4%            |
| <b>Operating Income before Income Tax and Social Contribution</b> | <b>7,704</b>  | <b>11,338</b> | <b>+47.2%</b>    |
| Income Tax and Social Contribution                                | (1,138)       | (1,821)       | +60.0%           |
| <b>Net Profit</b>   | <b>6,566</b>  | <b>9,517</b>  | <b>+44.9%</b>    |
| <b>Net Margin</b>   | <b>14.7%</b>  | <b>18.0%</b>  | <b>+3.2 p.p.</b> |
| EBITDA  | 8,846         | 12,512        | +41.4%           |
| <b>EBITDA Margin</b>  | <b>19.9%</b>  | <b>23.6%</b>  | <b>+3.7 p.p.</b> |



*Increase of 10.2% in selling, general and administrative expenses.*



*Net margin of +3.3 p.p..*



*EBITDA of R\$ 12.5 million, increase of 3.7 p.p on EBITDA margin.*

**Gustavo Dall Onder**

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**Investor Relations**

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