UNICASA

Apresentação de Resultados

2T20

Aviso Legal

Bento Gonçalves, RS, 07 de agosto de 2020. 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 2º 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

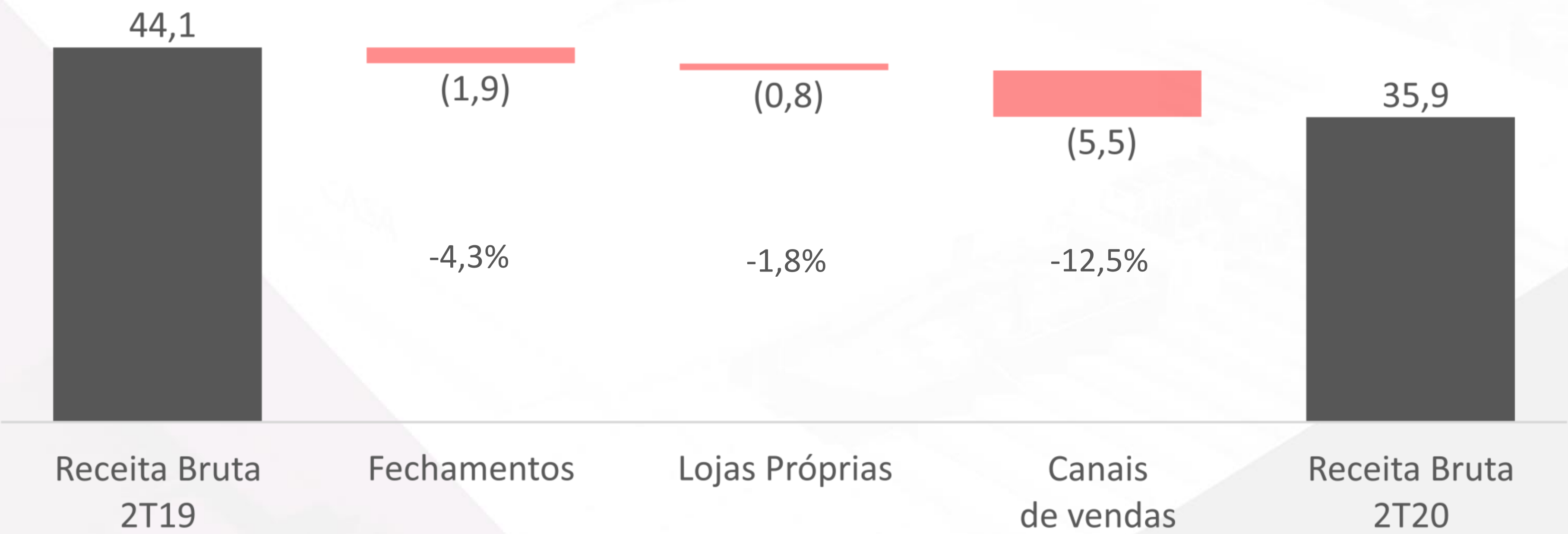
Destaques do Período

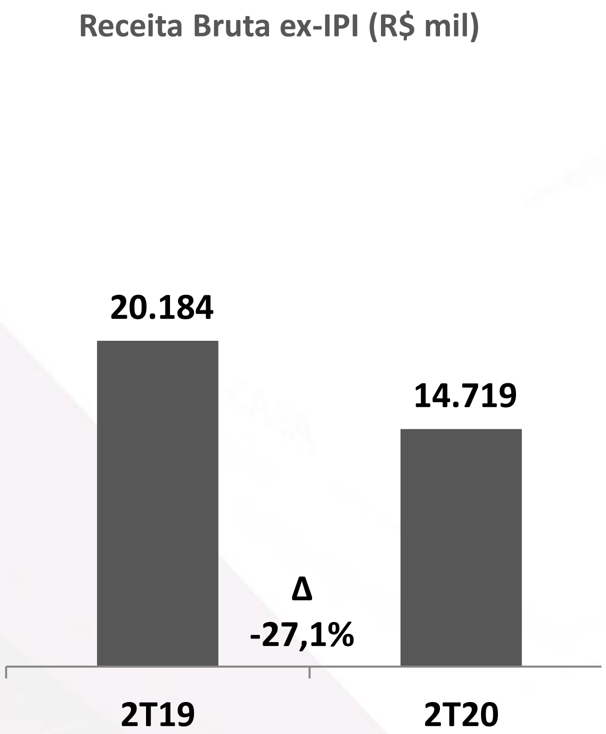
- Geração de R$5,2 milhões de caixa nas atividades operacionais;
- Lucro de R$270 mil;
- Redução na receita de 18,6%;
- Margem operacional de 1,8%;
- Margem EBITDA de 9,4%.

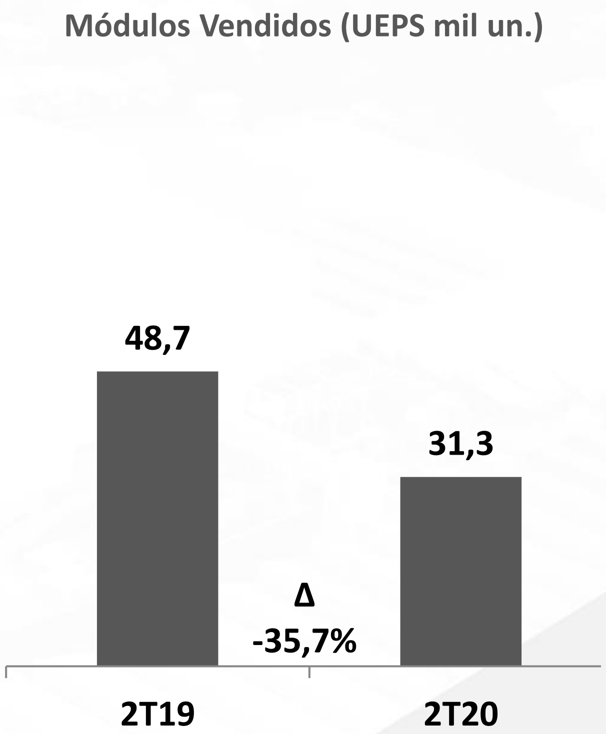
AGENDA

Desempenho de Vendas e Rede de Lojas

Variação Receita Bruta





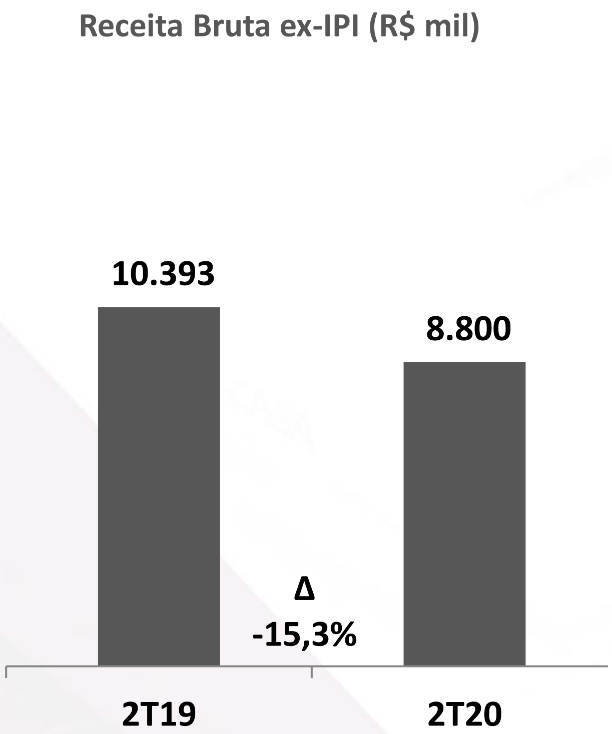


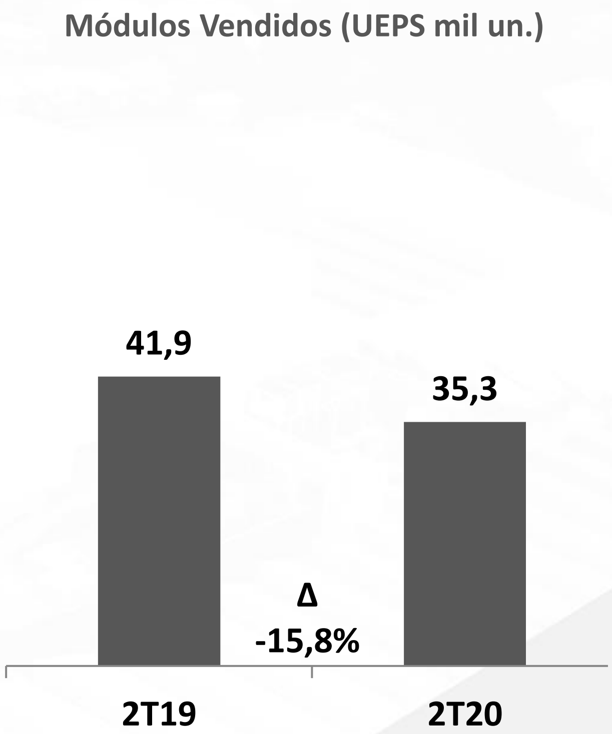
A Receita Bruta ex-IPI reduziu 27,1%.

Os Módulos Vendidos reduziram de 35,7%.

New e Casa Brasileira - Revendas Exclusivas

UNICASA

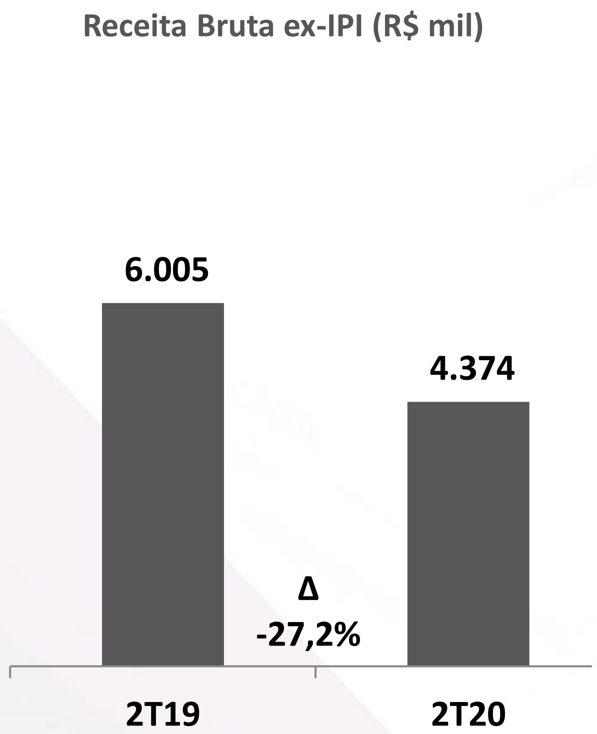


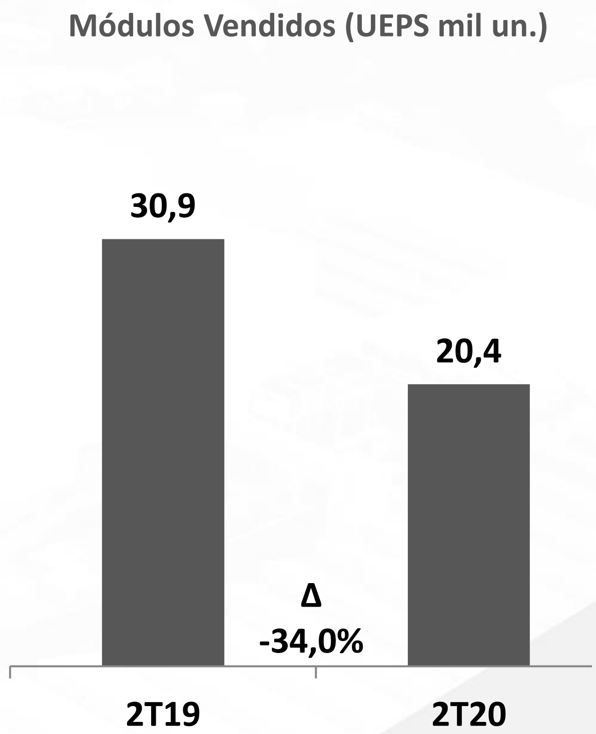


A Receita Bruta ex-IPI reduziu 15,3%.

Os Módulos Vendidos reduziram de 15,8%.

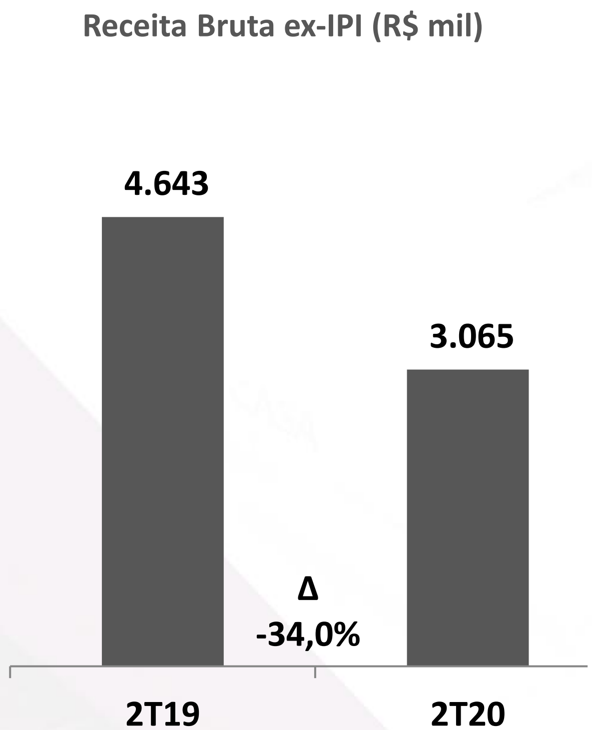
Dell Anno favorita new CASA BRASILEIRA

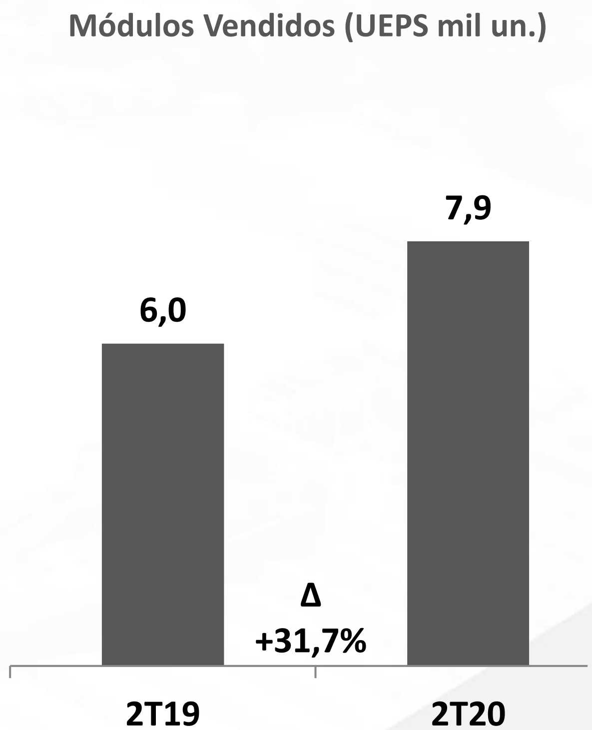




A Receita Bruta ex-IPI reduziu de 27,2%.

Os Módulos Vendidos reduziram 34,0%.

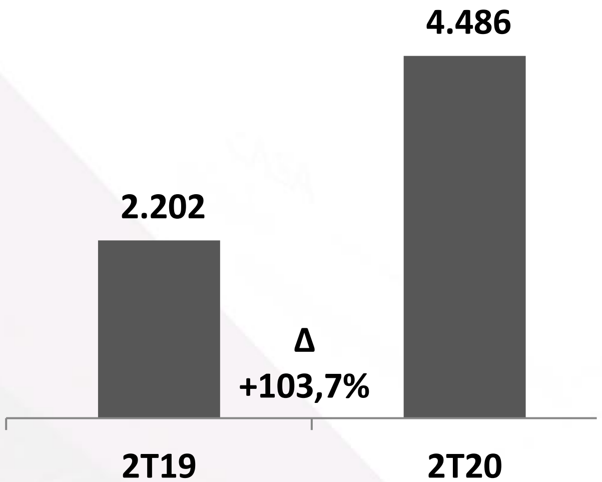




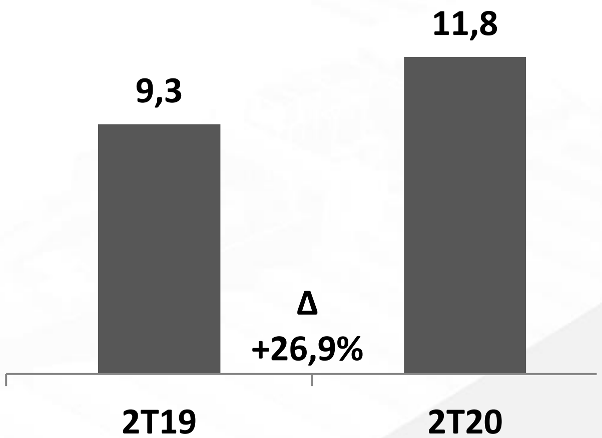
A Receita Bruta ex-IPI reduziu 34,0%.

Os Módulos Vendidos aumentaram 31,7%.

Receita Bruta ex-IPI (R$ mil)



Módulos Vendidos (UEPS mil un.)

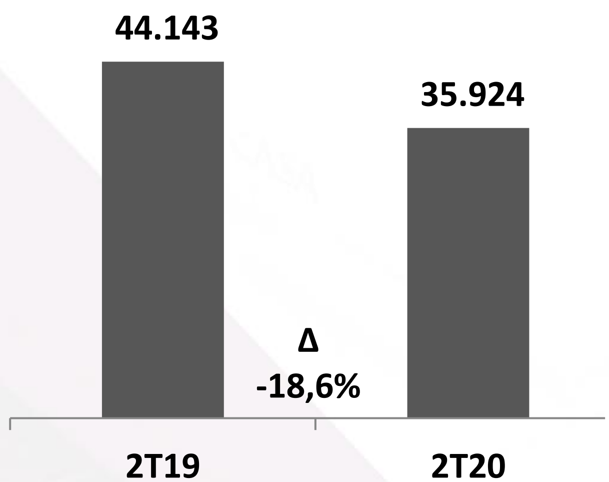


A Receita Bruta ex-IPI aumentou 103,7%.

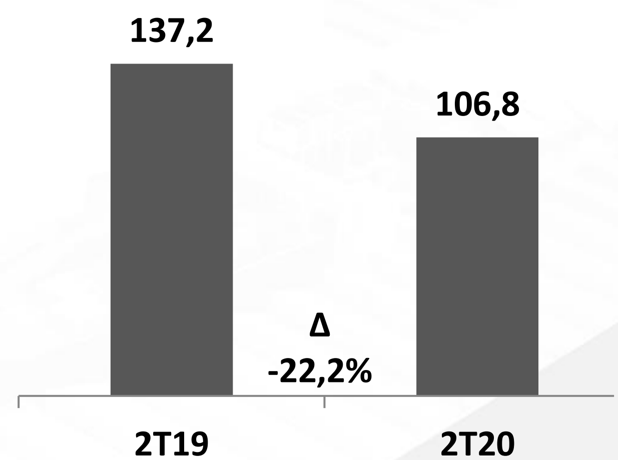
Os Módulos Vendidos aumentaram 26,9%.

Unicasa – Dados Consolidados

Receita Bruta ex-IPI (R$ mil)



Módulos Vendidos (UEPS mil un.)

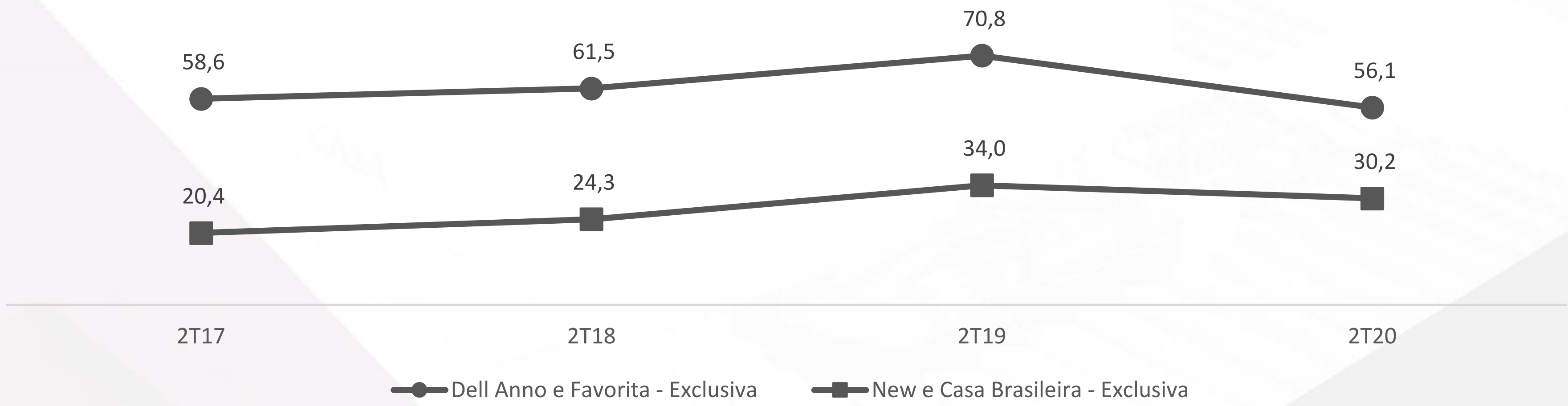


A Receita Bruta ex-IPI reduziu 18,6%.

Os Módulos Vendidos reduziram de 22,2%.

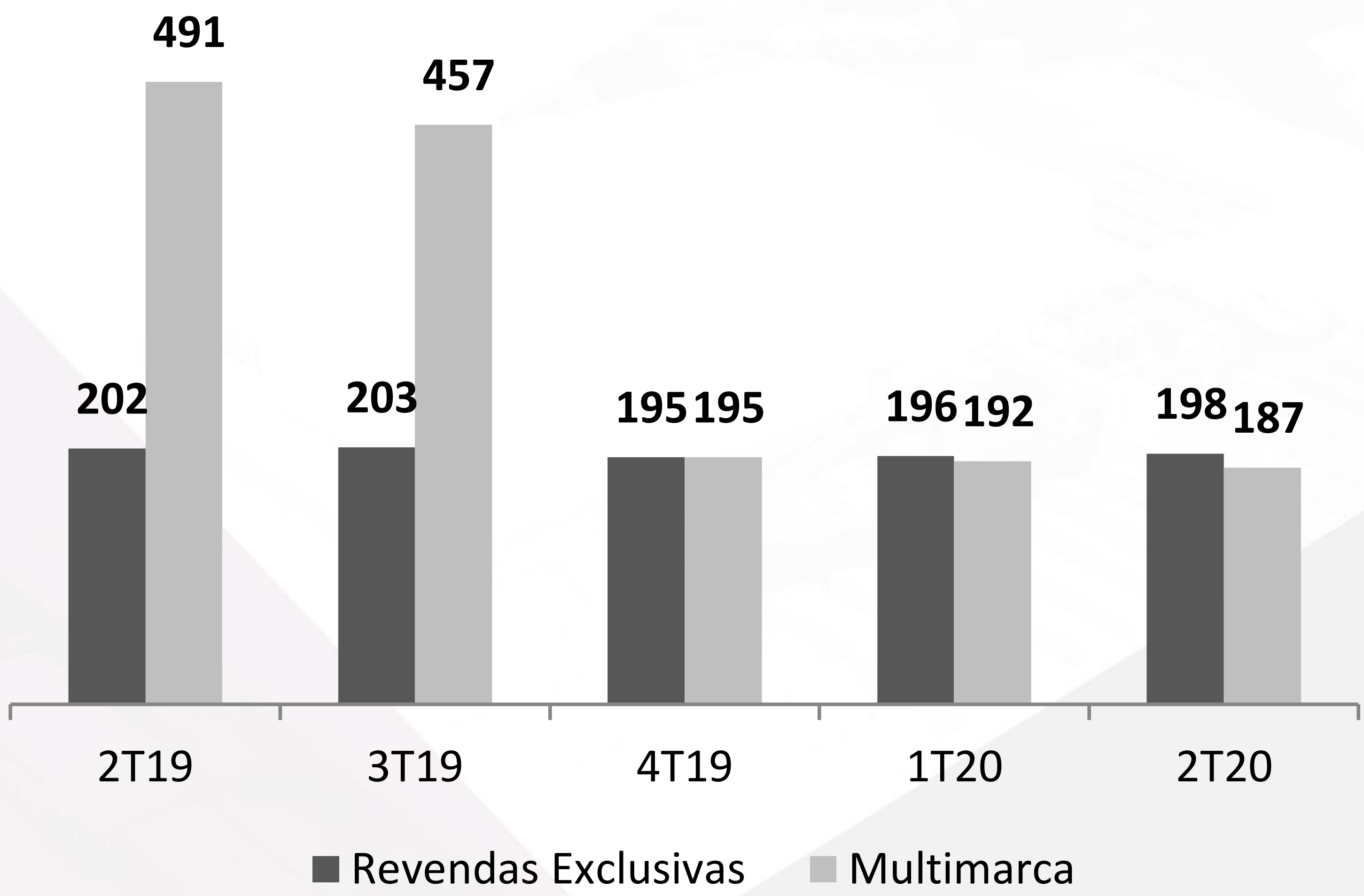
Unicasa – Produtividade por Marca

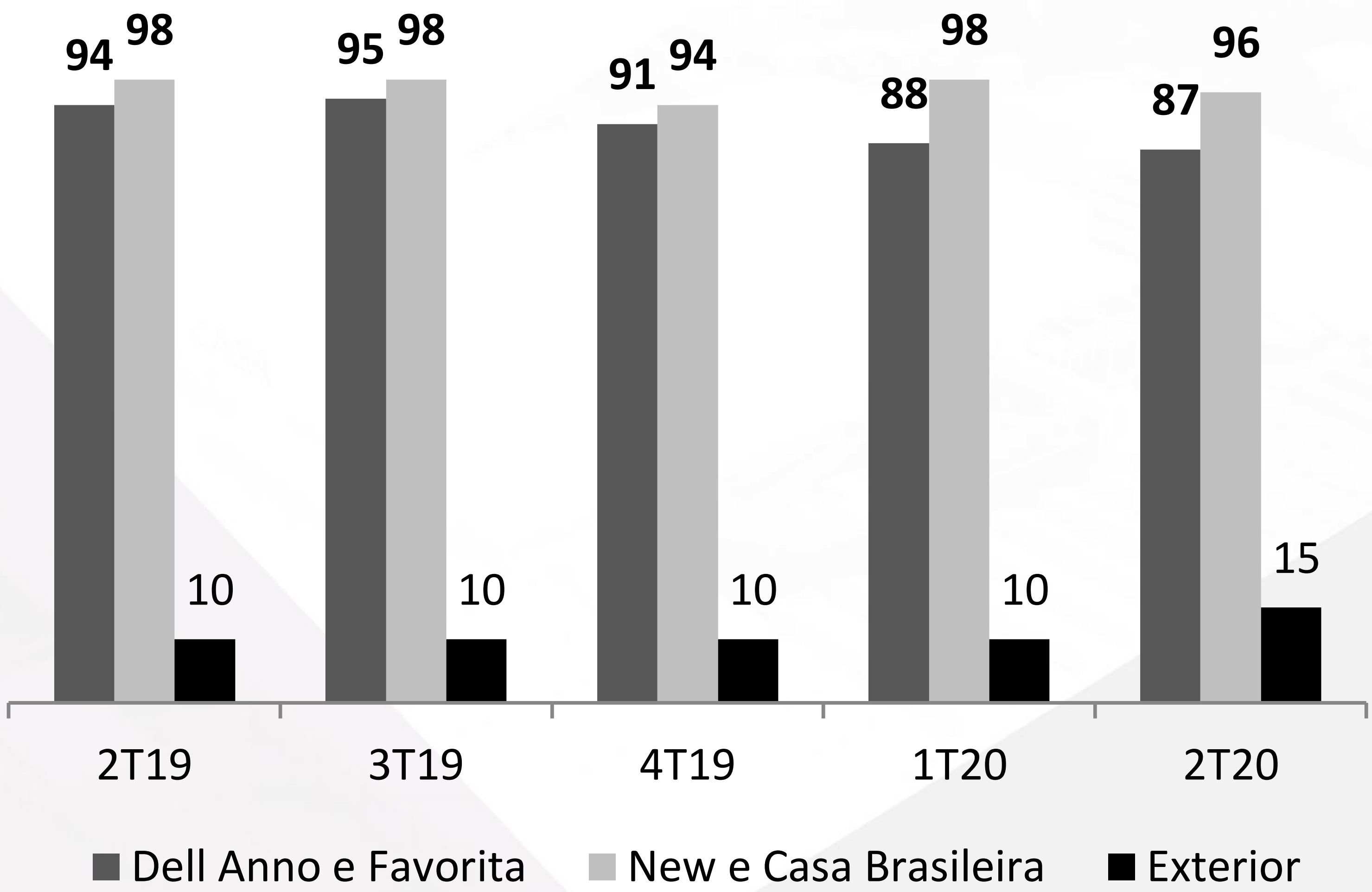
UNICASA



Dell Anno favorita new CASA BRASILEIRA

Unicasa – Canais de Venda e Distribuição




94
98
95
98
91
94
88
98
87
96
10
10
10
10
15
2T19
3T19
4T19
1T20
2T20
Dell Anno e Favorita
New e Casa Brasileira
Exterior

AGENDA

Desempenho econômico financeiro

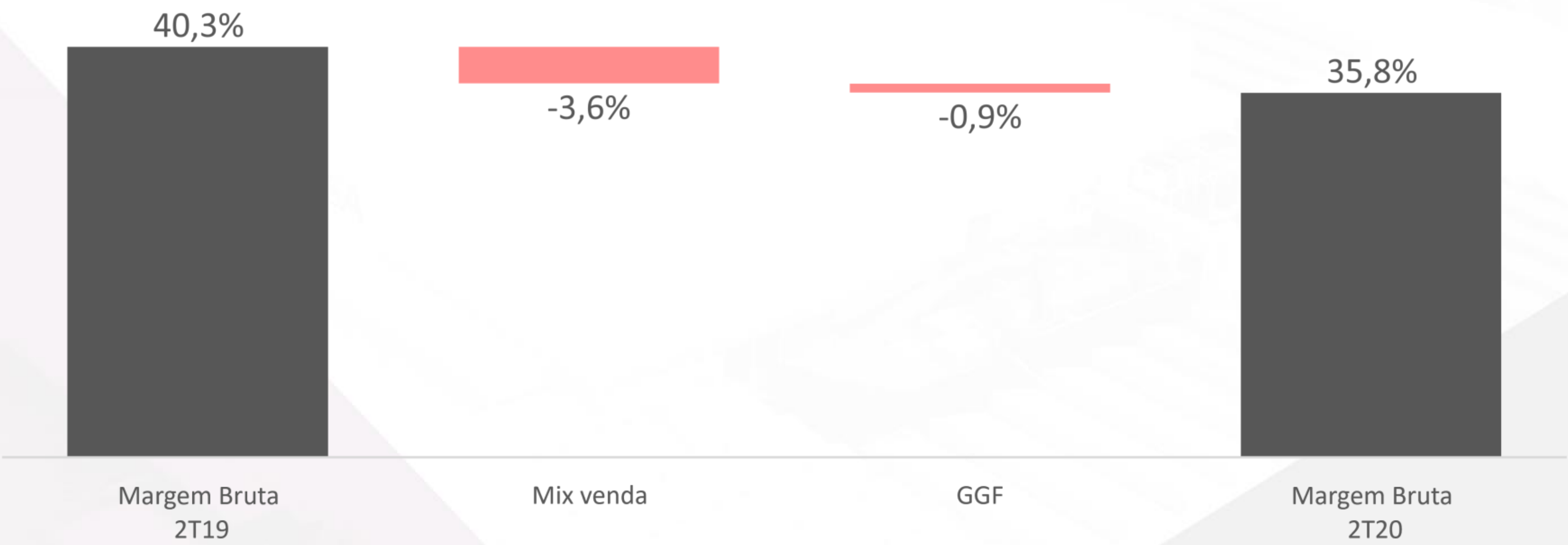
Sumário Executivo

- *Margem Bruta de 35,8%, redução de 4,5 p.p.;*
- *Margem Líquida de 0,9%, redução de 10,5 p.p.;*
- *Margem EBITDA de 9,4%, redução de 10,4 p.p..*

SumárioExecutivo	2T19	2T20	Δ
Receita Bruta ex-IPI	44.143	35.924	-18,6%
Receita líquida	**35.470**	**29.227**	**-17,6%**
CPV	(21.183)	(18.765)	-11,4%
Lucro bruto	**14.287**	**10.462**	**-26,8%**
Margem Bruta	***40,3%***	***35,8%***	***-4,5 p.p.***
Despesas com Vendas e Administrativas	(10.140)	(10.706)	+5,6%
Outras receitas e despesas operacionais	683	783	+14,6%
Resultado operacional	**4.830**	**539**	**-88,8%**
Margem Operacional	***13,6%***	***1,8%***	***-11,8 p.p.***
Resultado Financeiro	1.234	131	-89,4%
LAIR	**6.064**	**670**	-89,0%
IR/CS	(2.011)	(400)	-80,1%
Lucro líquido	**4.053**	**270**	-93,3%
Margem Líquida	***11,4%***	***0,9%***	***-10,5 p.p.***
EBITDA	7.019	2.736	-61,0%
Margem EBITDA	***19,8%***	***9,4%***	***-10,4 p.p.***

Margem Bruta

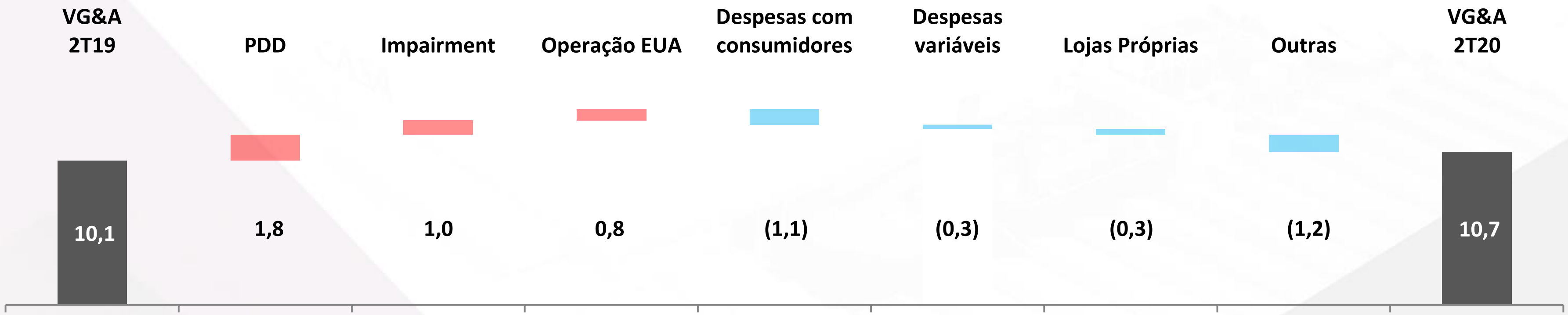
UNICASA



Dell Anno favorita new CASA BRASILEIRA

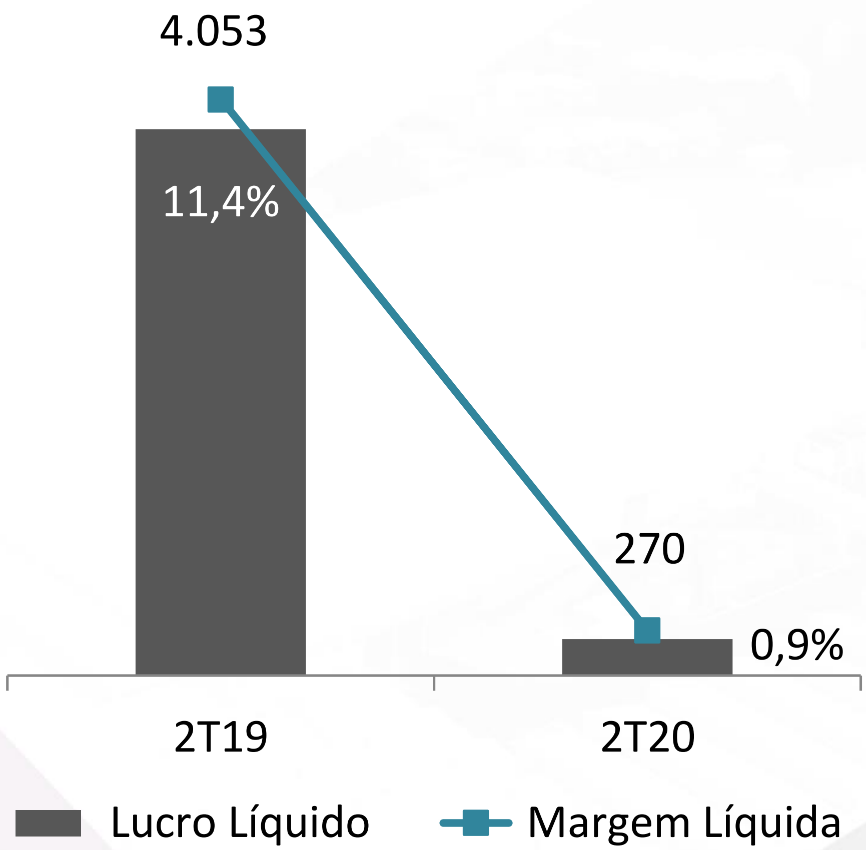
Despesas com Vendas Gerais e Administrativas

UNICASA

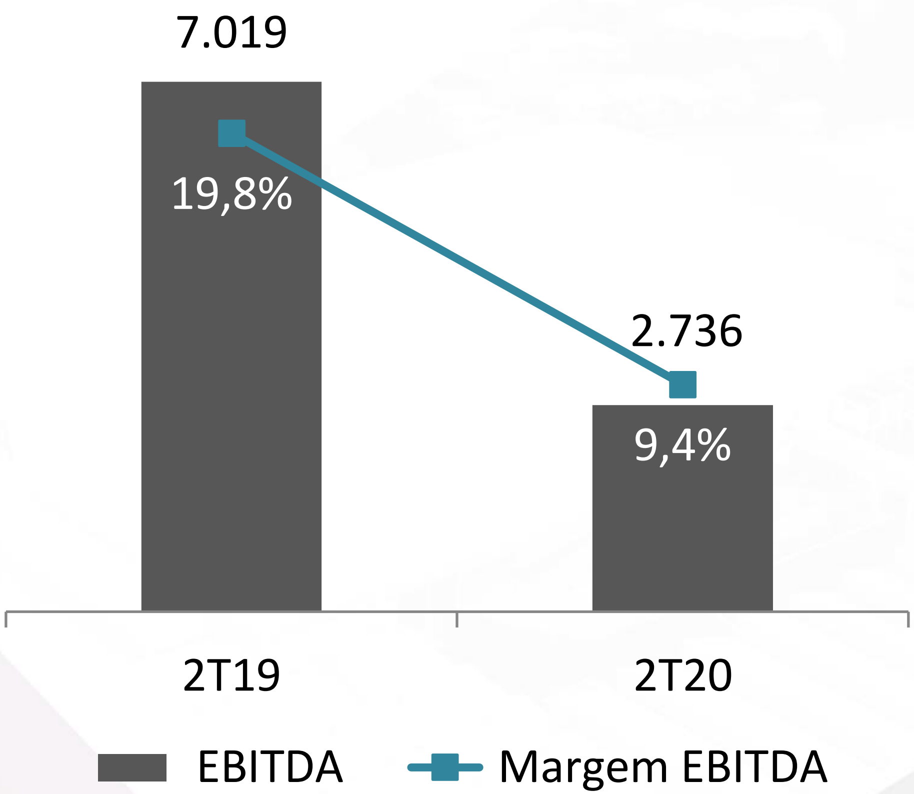


Aumento de 5,9% nas despesas com vendas, gerais e administrativas.

Dell Anno favorita new CASA BRASILEIRA



Margem líquida 10,5 p.p. menor.



EBITDA de R$ 2,7 milhões, queda de 10,4 p.p na margem EBITDA.

Gustavo Dall Onder
CEO, CFO, CIO

Alexandre Narvaes Figueira
CCO

Luciano André Merigo
COO

UNICASA 30 anos

www.unicasamoveis.com.br

Relações com Investidores
Guilherme Possebon de Oliveira
Felipe de Gasperin

Telefone: (54) 3455-4425
E-mail: dri@unicasamoveis.com.br
Website: http://unicasamoveis.com.br/ri

UNICASA

2Q20 Earnings Release

Disclaimer

UNICASA

Bento Gonçalves, Rio Grande do Sul, August 07, 2020. 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 second 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

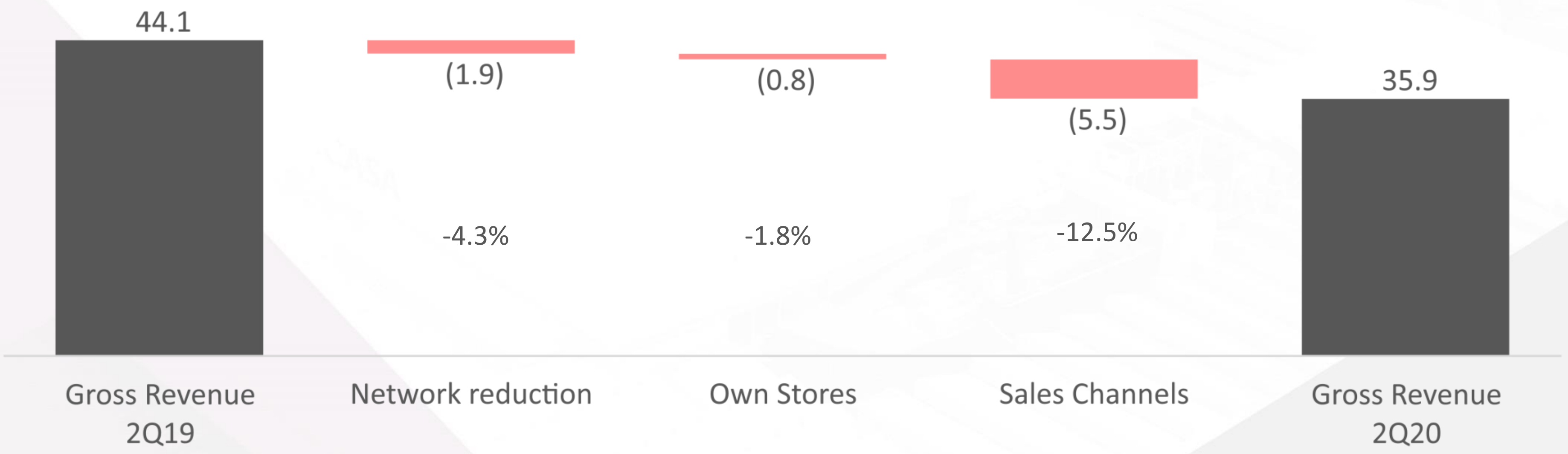
- Generation of R$5.2 million in cash from operating activities;
- Net income of R$270,000;
- Reduction of 18.6% in revenue;
- Operating margin of 1.8%;
- EBITDA margin of 9.4%;

AGENDA

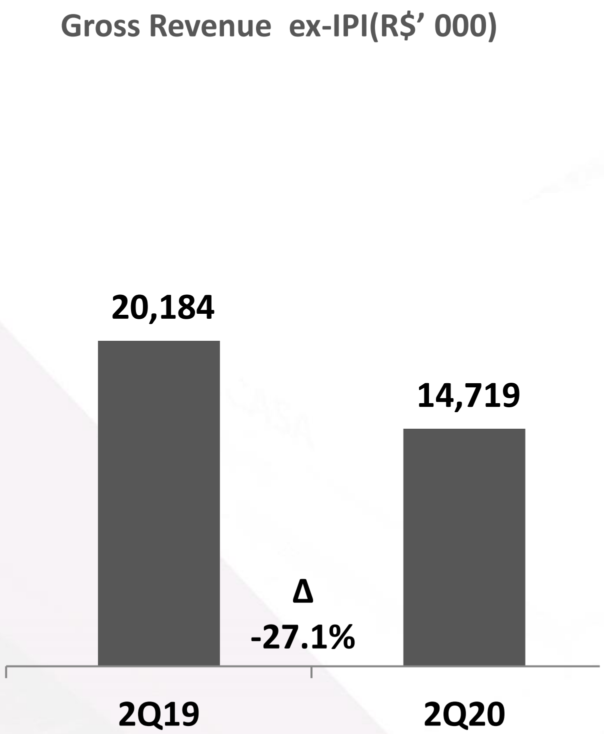
Store Network and Sales Performance

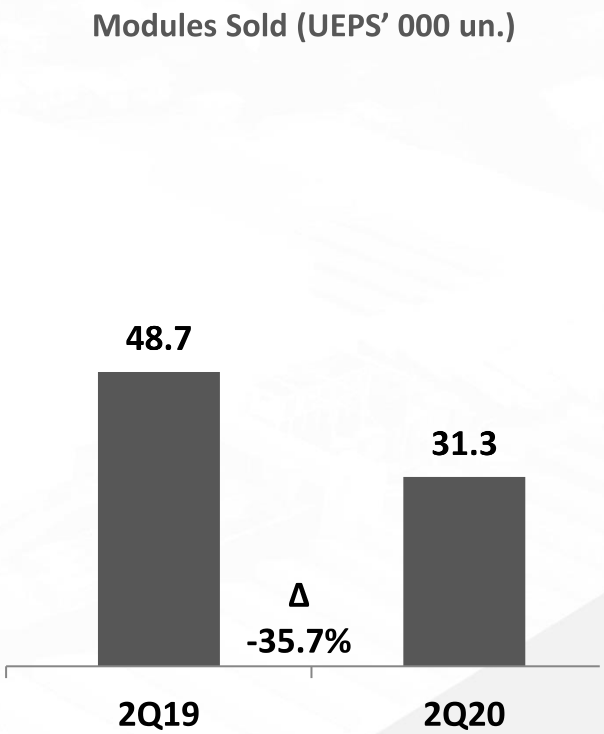
Unicasa – Gross Margin Variation

UNICASA



Dell Anno and Favorita – Exclusive Stores



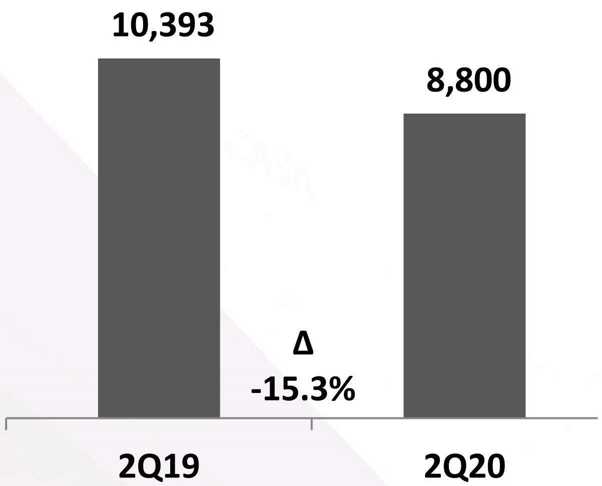


Gross Revenue ex-IPI decreased 27.1%.

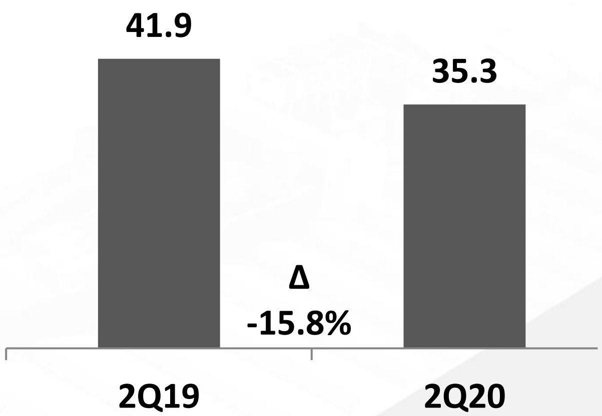
Modules Sold decreased 35.7%.

New and Casa Brasileira - Exclusive Stores

Gross Revenue ex-IPI(R$' 000)



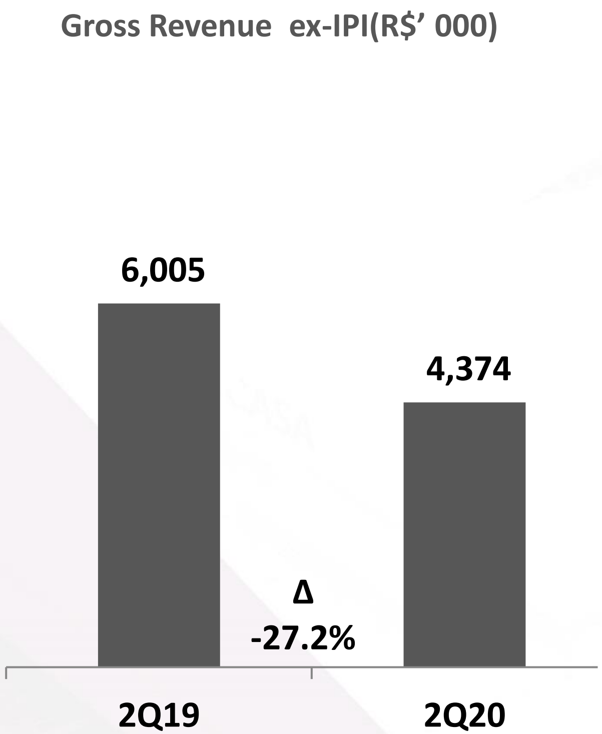
Modules Sold (UEPS' 000 un.)

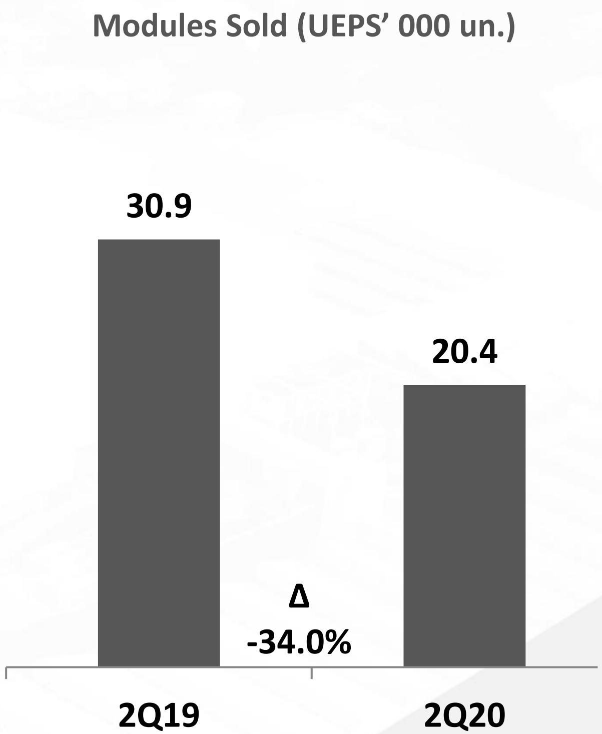


Gross Revenue ex-IPI decreased 15.3%.

Modules Sold decreased 15.8%.

UNICASA

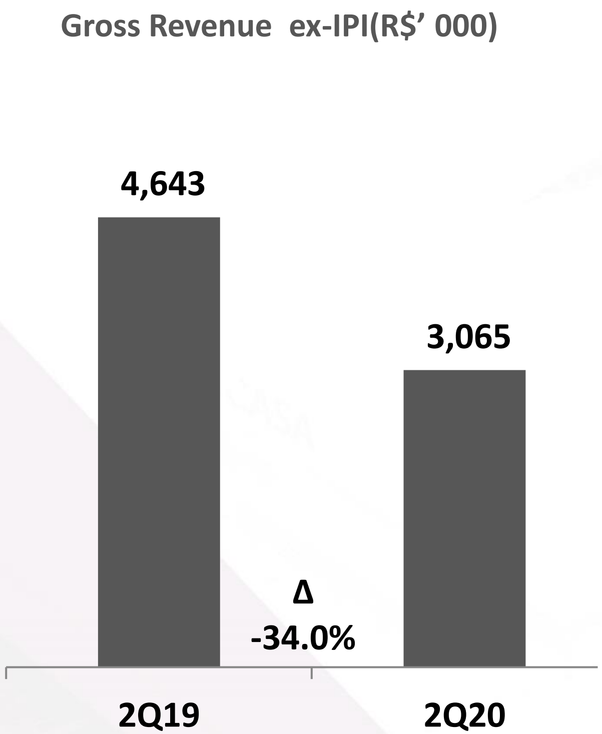


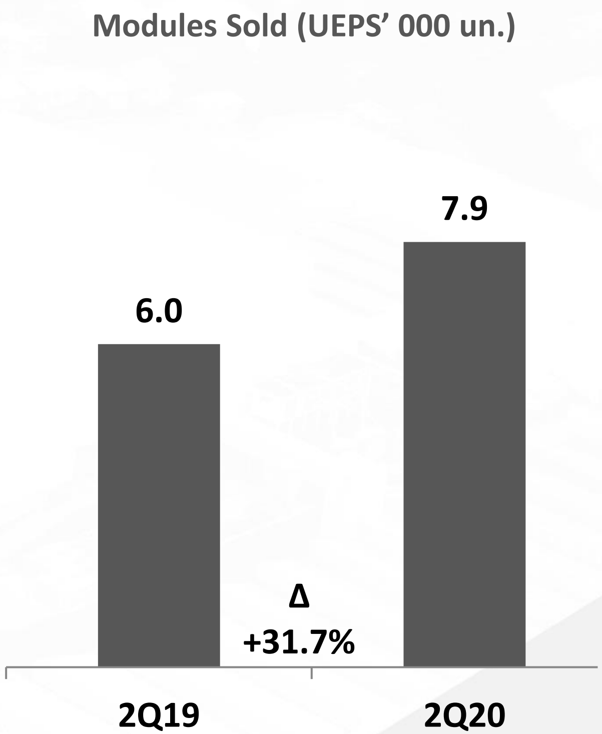


Gross Revenue ex-IPI decreased 27.2%.

Modules Sold decreased 34.0%.

UNICASA





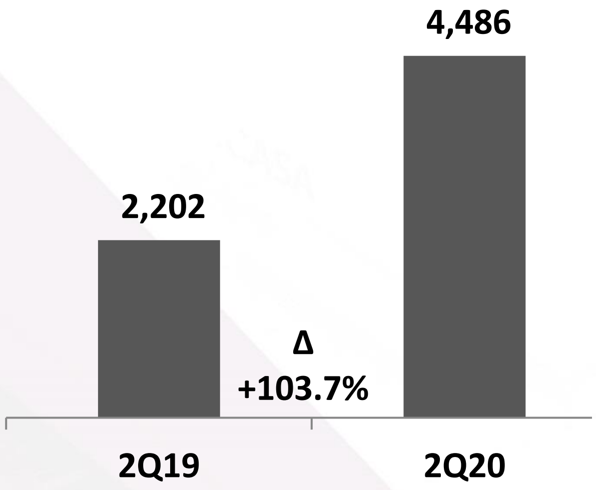
Gross Revenue ex-IPI decreased 34.0%.

Modules Sold increased 31.7%.

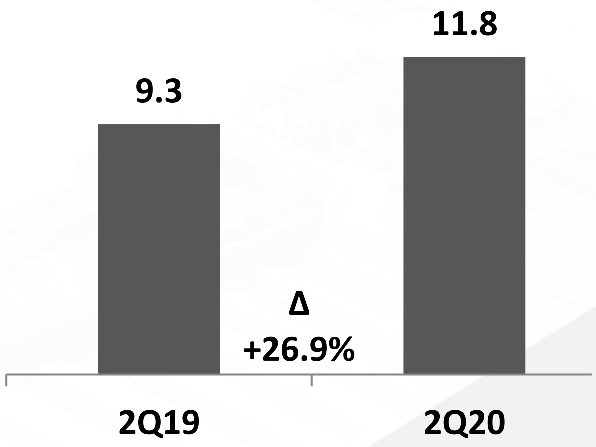
Export Market

UNICASA

Gross Revenue ex-IPI(R$' 000)



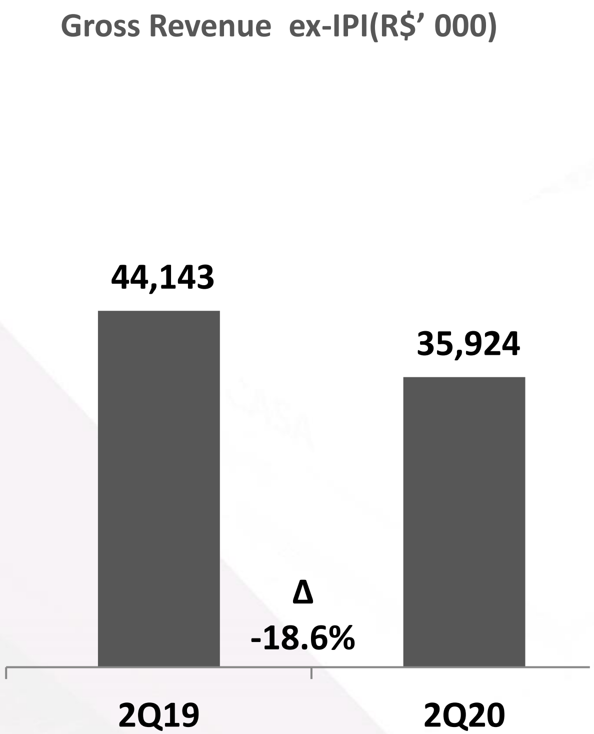
Modules Sold (UEPS' 000 un.)

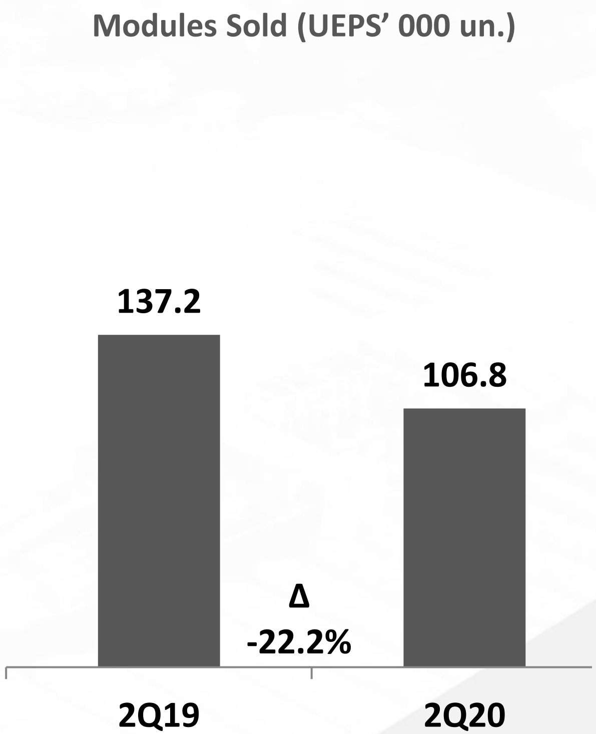


Gross Revenue ex-IPI increased 103.7%.

Modules Sold increased 26.9%.

UNICASA





Gross Revenue ex-IPI decreased 18.6%.

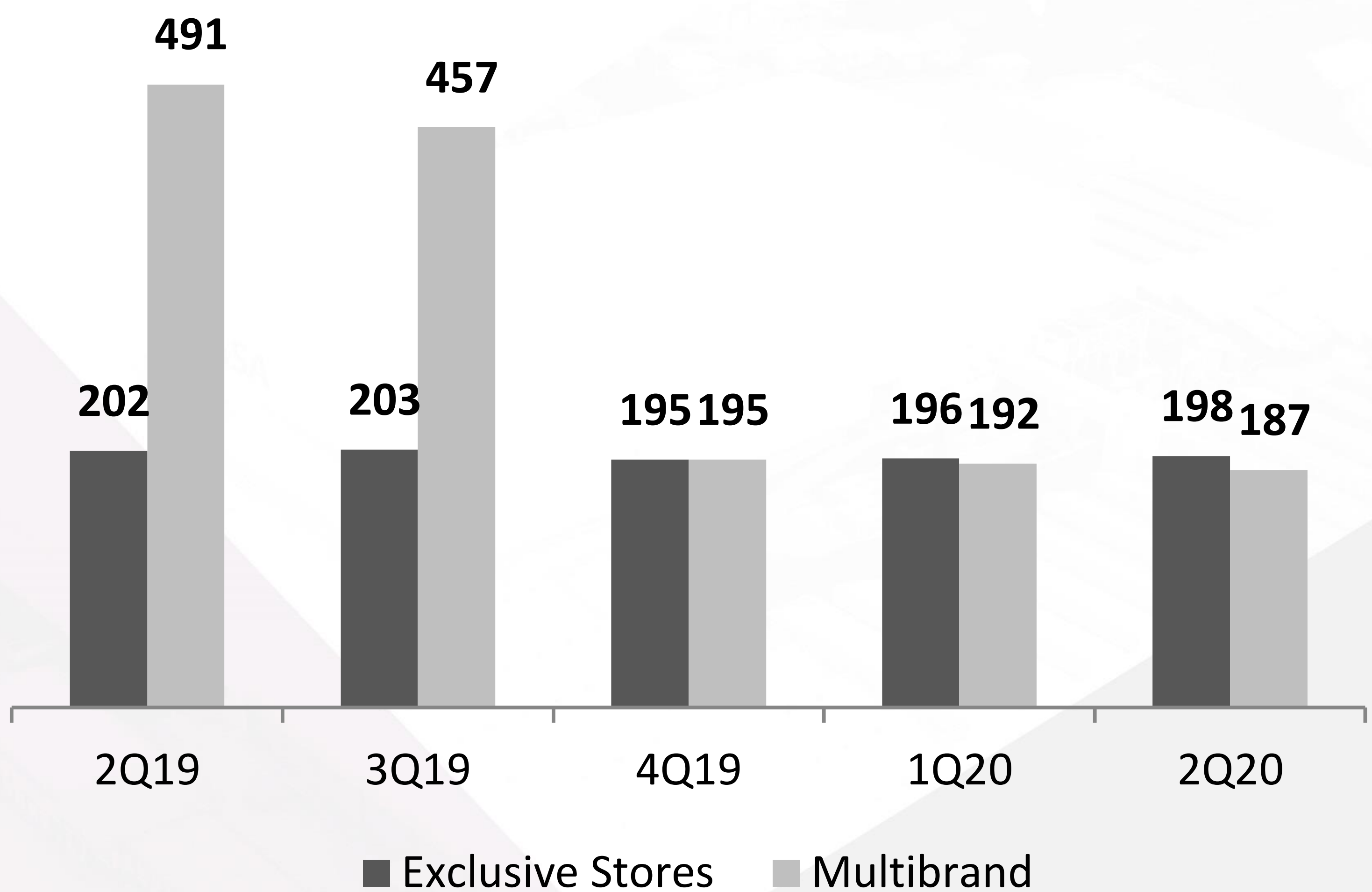
Modules Sold decreased 22.2%.

UNICASA

*Per store and per month.

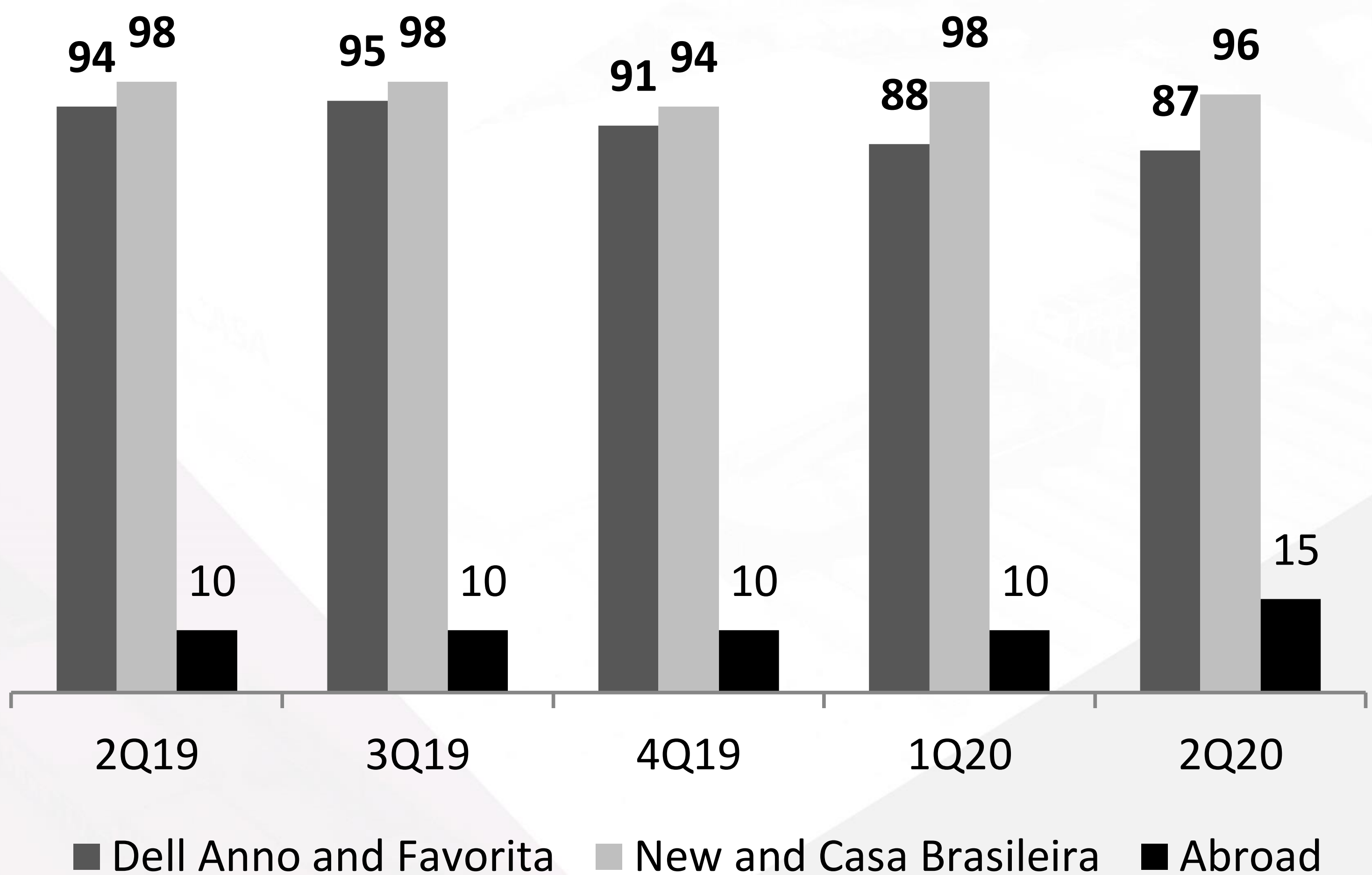
Unicasa – Store Network

UNICASA



Unicasa – Sales and Distribution Channels

UNICASA



AGENDA

Economic and Financial Performance

UNICASA

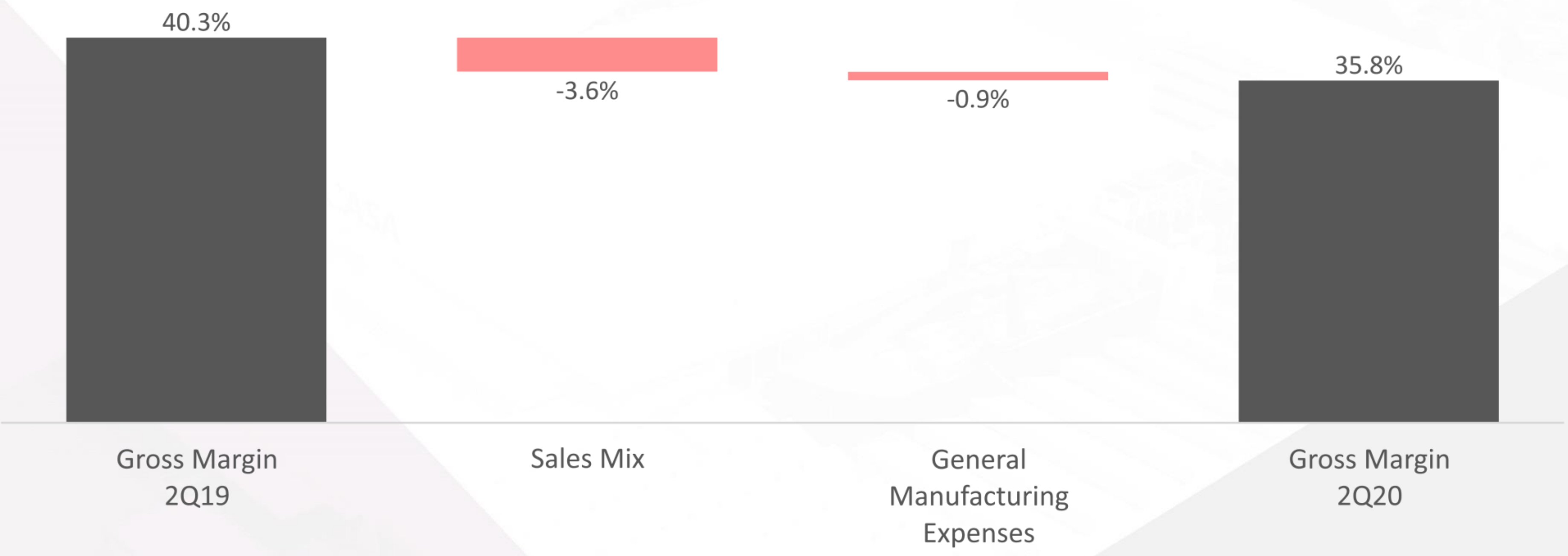
Executive summary

- *Gross margin of 35.8%, down 4.5 p.p.;*
- *Net margin of 0.8%, down 10,5 p.p.;*
- *EBITDA margin of 9.4%, down 10.4 p.p..*

Executive Summary	2Q19	2Q20	Δ
Gross Revenue ex-IPI	44,143	35,924	-18.6%
Net Revenue	**35,470**	**29,227**	**-17.6%**
Cost of Goods Sold	(21,183)	(18,765)	-11.4%
Gross Income	**14,287**	**10,462**	**-26.8%**
Gross Margin	***40.3%***	***35.8%***	***-4.5 p.p.***
Selling and Administrative Expenses	(10,140)	(10,706)	+5.6%
Other Revenues and Operating Expenses	683	783	+14.6%
Operating Income	**4,830**	**539**	**-88.8%**
Operating Margin	***13.6%***	***1.8%***	***-11.8 p.p.***
Financial Income (Expenses) Net	1,234	131	-89.4%
Operating Income before Income Tax and Social Contribution	**6,064**	**670**	-89.0%
Income Tax and Social Contribution	(2,011)	(400)	-80.1%
Net Profit	**4,053**	**270**	-93.3%
Net Margin	***11.4%***	***0.9%***	***-10.5 p.p.***
EBITDA	7,019	2,736	-61.0%
EBITDA Margin	***19.8%***	***9.4%***	***-10.4 p.p.***

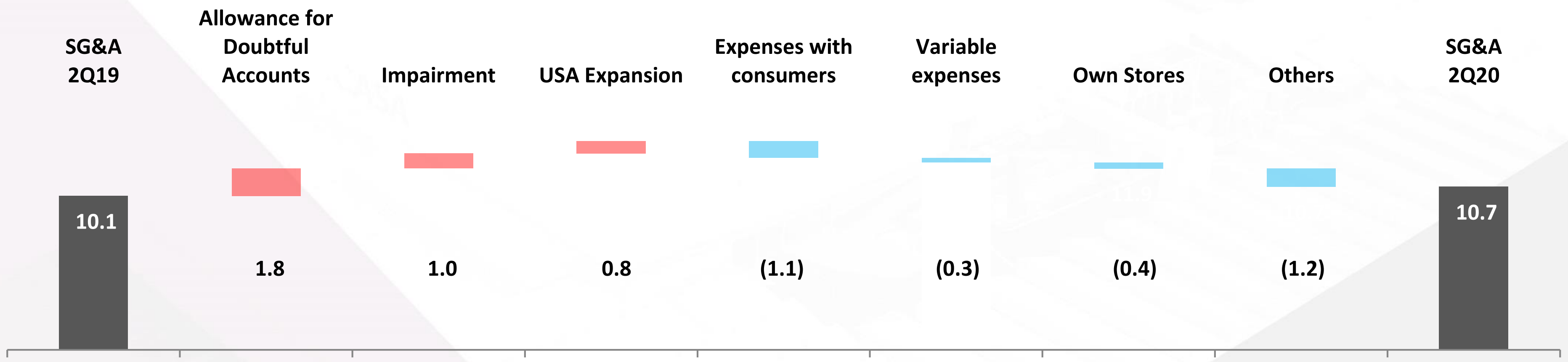
Gross Margin

UNICASA



Selling, General and Administrative Expenses Reconciliation

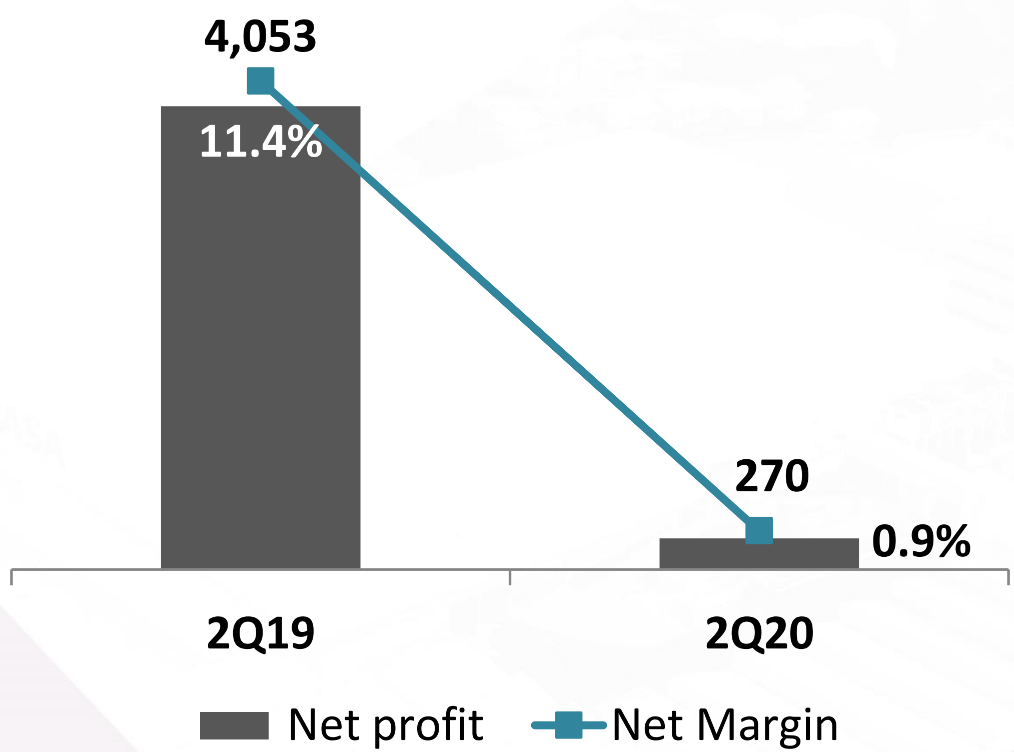
UNICASA



Increase of 5.9% in selling, general and administrative expenses.

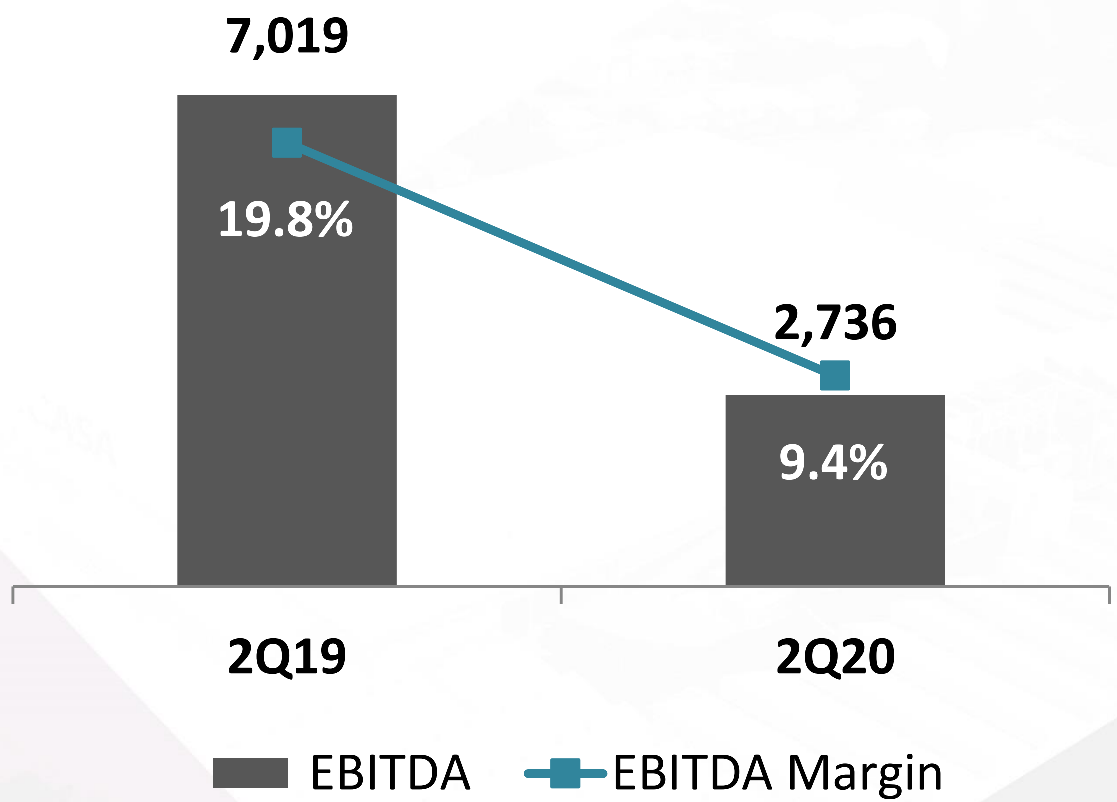
Net Profit and Net Margin

UNICASA



Net margin of -10.5 p.p..

UNICASA



EBITDA of R$ 2.7 million, decrease of 14.4 p.p on EBITDA margin.

Gustavo Dall Onder
CEO, CFO, CIO

Alexandre Narvaes Figueira
CCO

Luciano André Merigo
COO

UNICASA 30 anos

www.unicasamoveis.com.br

Investor Relations
Guilherme Possebon de Oliveira
Felipe de Gasperin

Phone: (54) 3455-4425
E-mail: dri@unicasamoveis.com.br
Website: http://unicasamoveis.com.br/ri