

# grupo **Multilaser**

**1Q26** Earnings Presentation

05 14 2026

# 1Q26 Highlights

## Net Revenue

1Q26  
R\$ **872.7**  
million

+14.3 vs. 1Q25

## Gross Margin

1Q26  
**30.4%**

+6.7 p.p vs. 1Q25

## EBITDA

1Q26  
R\$ **96.5**  
million

+R\$ 91.0 MM vs. 1Q25

## Net Income

1Q26  
R\$ **123.4**  
million

+R\$ 58.8 MM vs. 1Q25

## Operational Cash

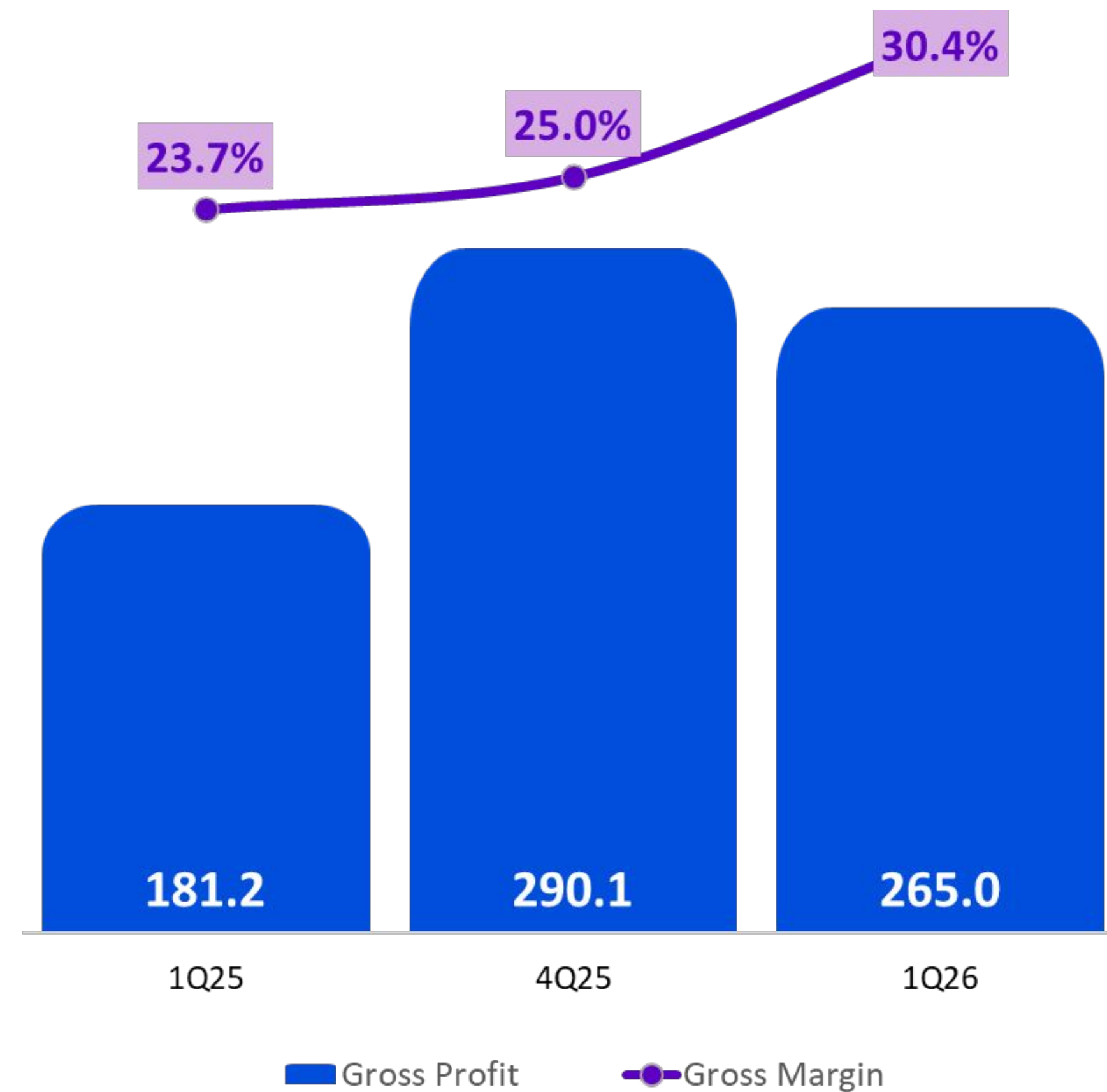
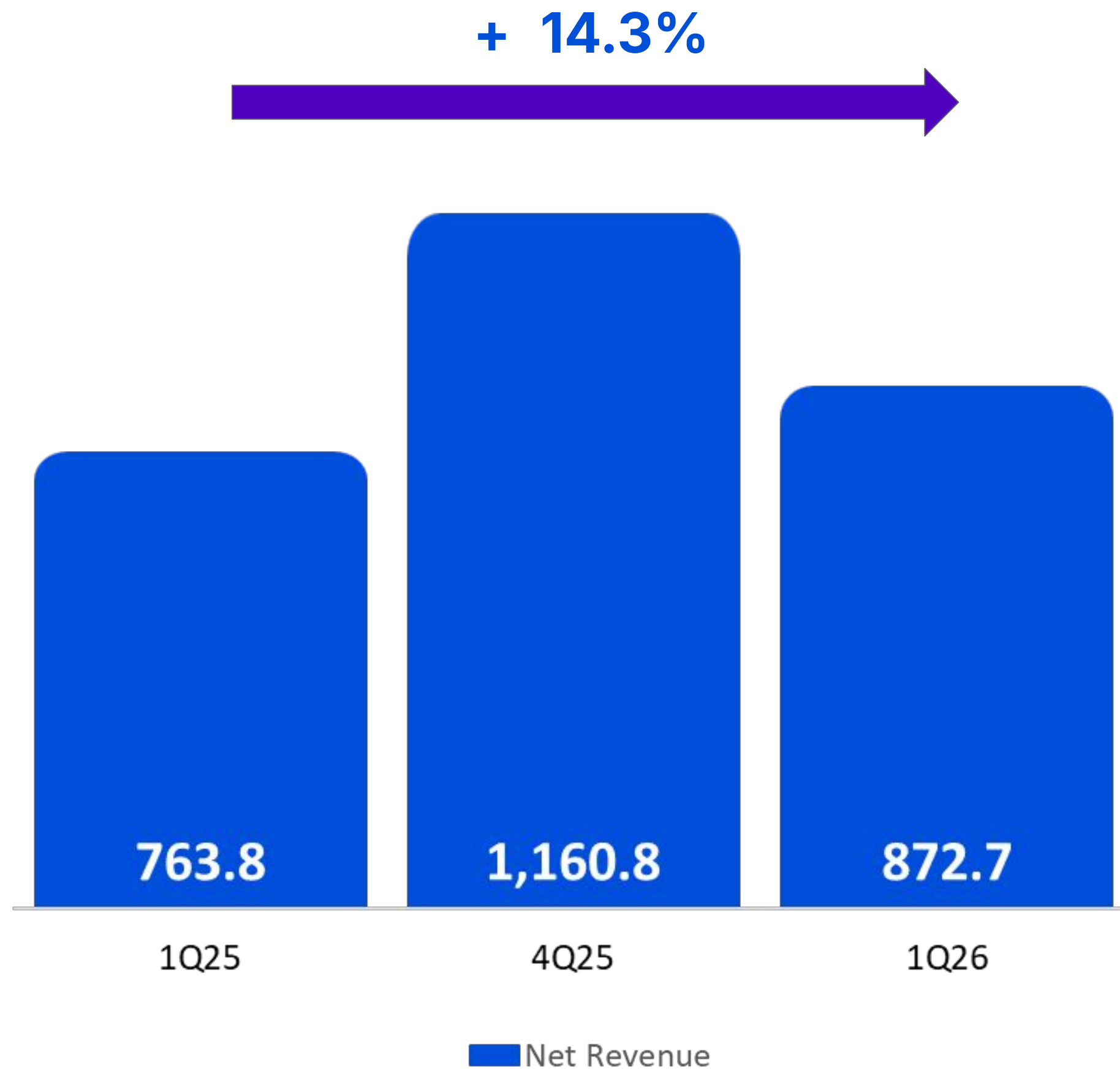
R\$ **65.8**  
million

generated in 1Q26, a reversal of the R\$ 330.3 million consumption in 1Q25

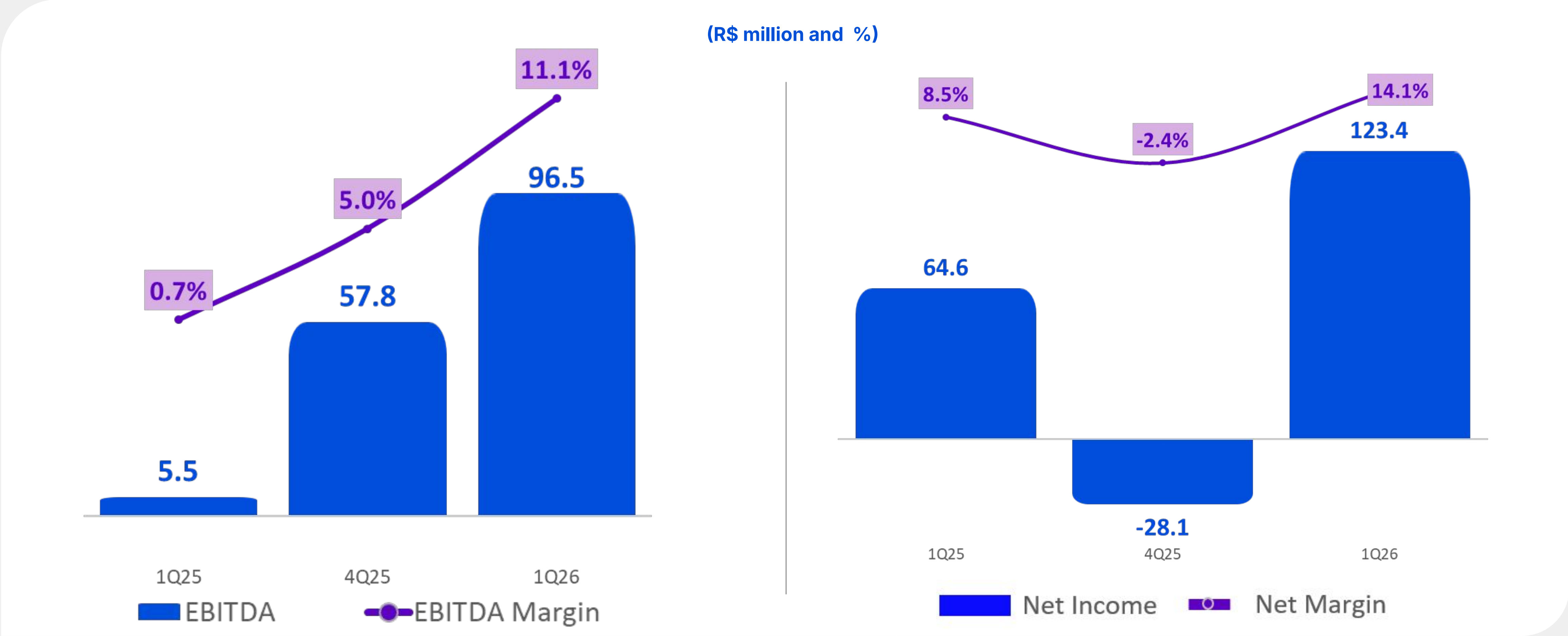
# Net Revenue, Gross Profit and Gross Margin



(R\$ million and %)

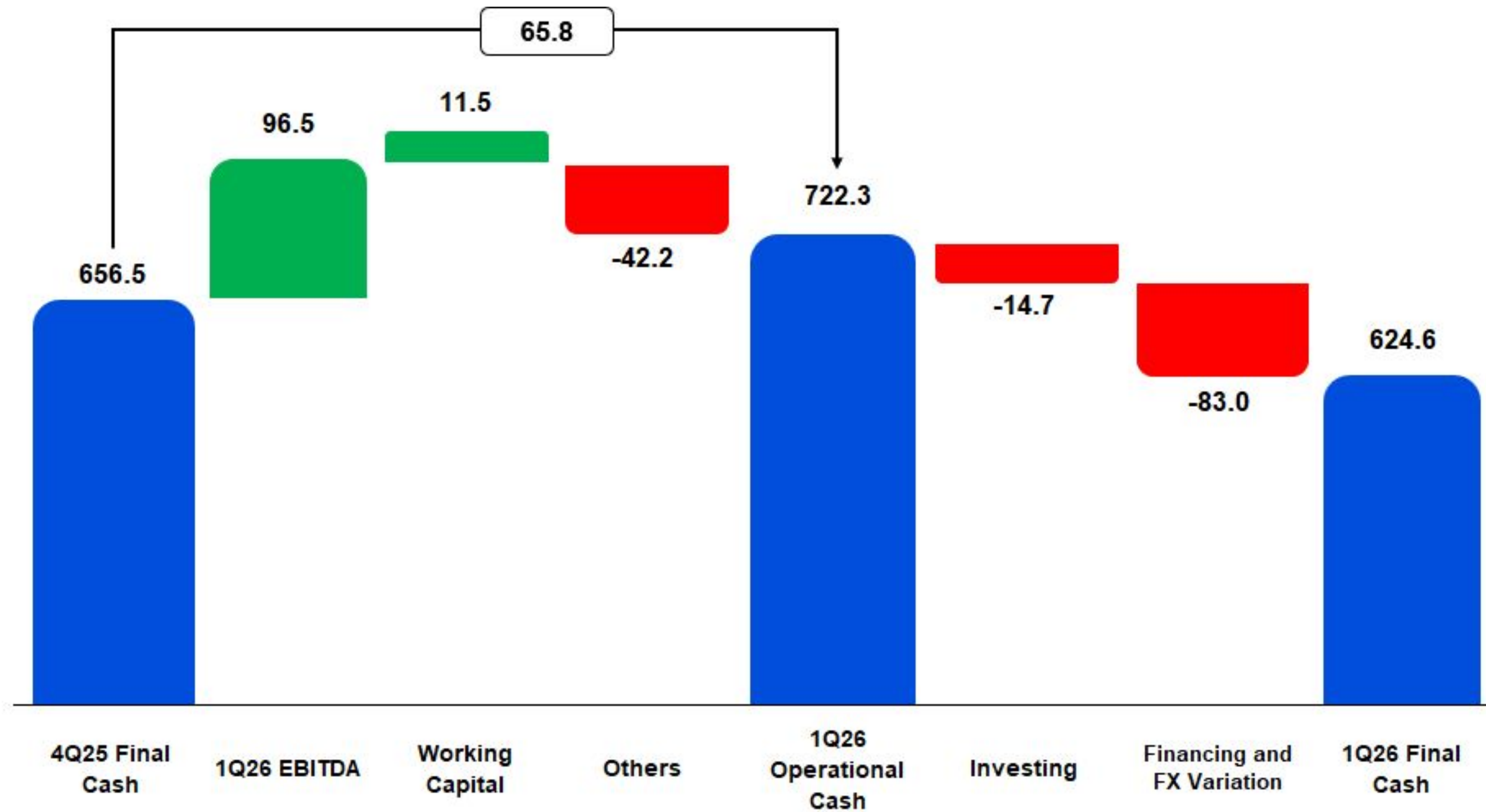


# EBITDA, EBITDA Margin and Net Income



# 1Q26 Cash Flow

(R\$ million)

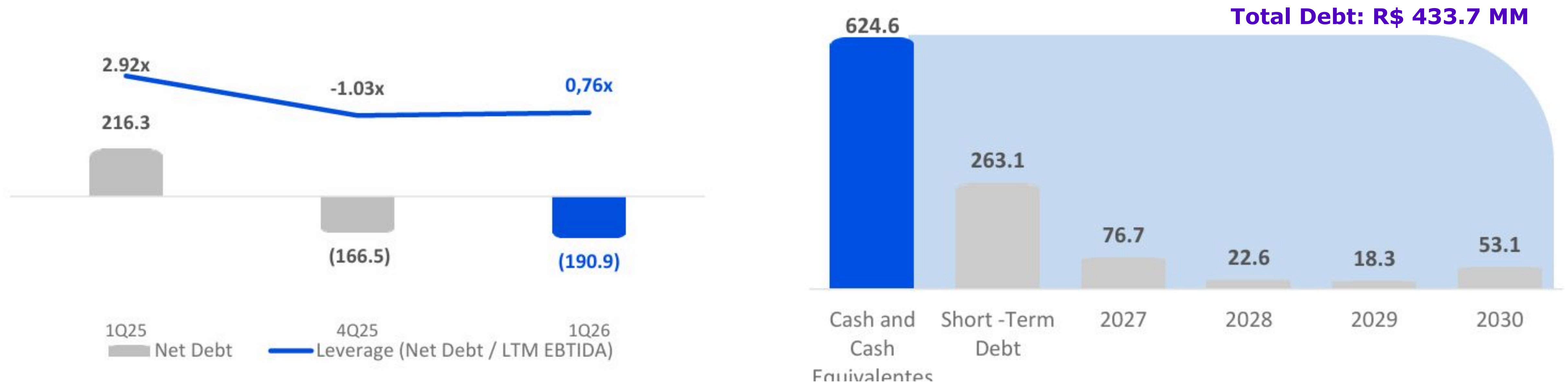


## Highlights:

- R\$ 65.8 MM of Operational cash generation, reverting the R\$ 330.3 MM cash consumption of 1Q25

# Indebtedness\* and Debt Amortization Schedule

1Q26 ended with **R\$ 624.6 MM** in **Cash and Cash Equivalents** and a **Net Cash** position of **R\$190.9 MM**. The Cash balance is **sufficient to cover 2.4x the Company's short-term Loans and Financing**, which represent 60.7% of the total amount due.



(in R\$ million)

\*Net Debt / LTM EBITDA

# Business Segments

## Corporate



## Tech Consumer

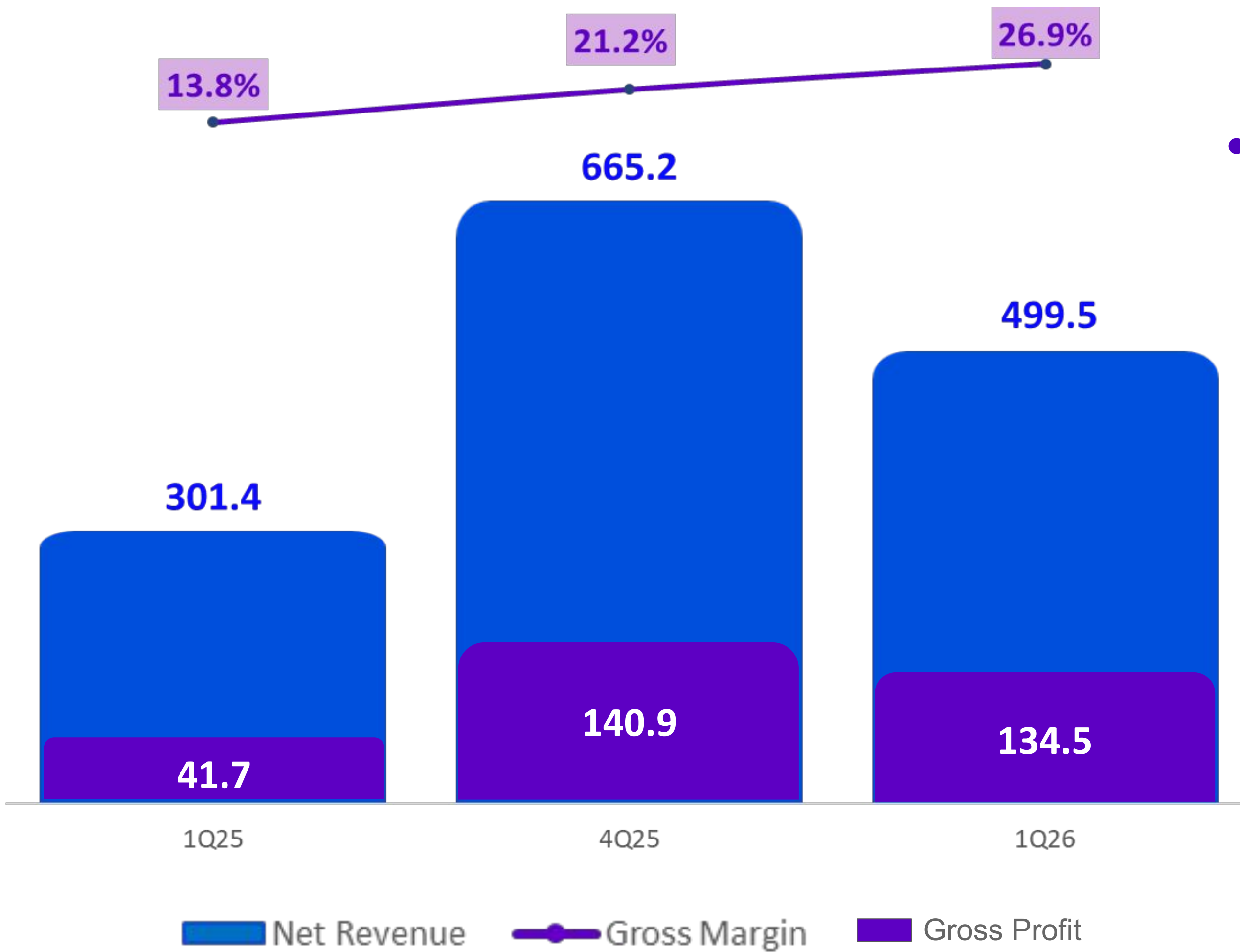


## Specialized Consumer



# Corporate

(R\$ million and %)



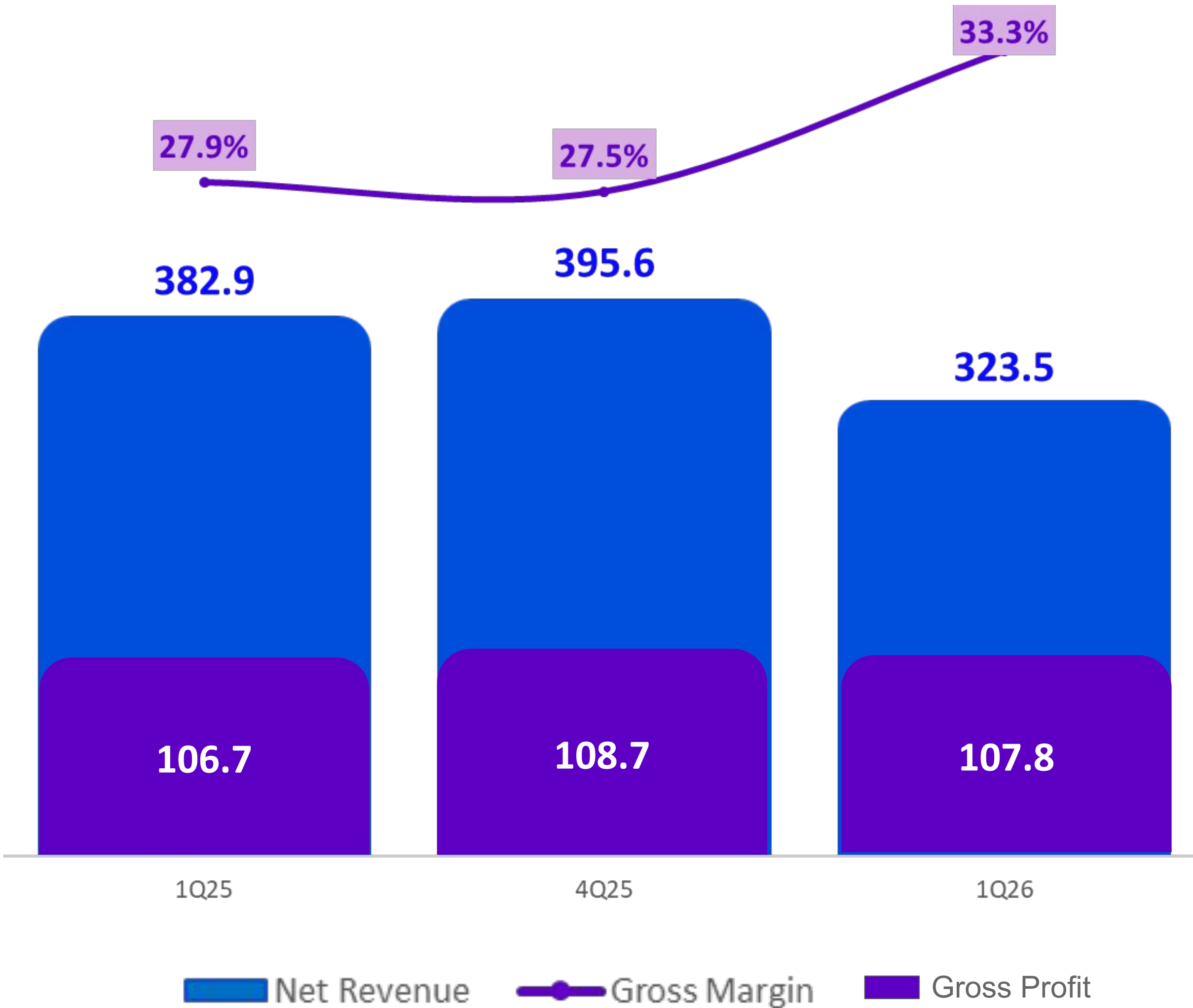
- Anticipation of purchases by corporate clients and capturing gains with Networks and OEM
- Price pass-through in sales of memory and components



Telecommunications Equipment for Operators and Providers (Networks), PCs & Tablets for Government, Memory and Components (OEM), Electric Mobility (Watts), Fitness Equipment (Wellness and ZiYou), Audio Equipment (Sennheiser), and Manufacturing Projects

# Tech Consumer

(R\$ million and %)



- **Focus on Profitability**, with product portfolio optimization
- Review of the **Screens & Video** line
- Memory shortage affected the **Tablets** line, due to **price pass-through** and a **higher percentage of memory in the cost**
- Sales growth in the **Audio, PCs, and Home Appliances** lines

Screens & Video, IT Accessories, Drones & Cameras, Home Appliances, Memory & Flash Drives, PCs & Tablets for Retail, Audio & Mobile Accessories, and Telephony



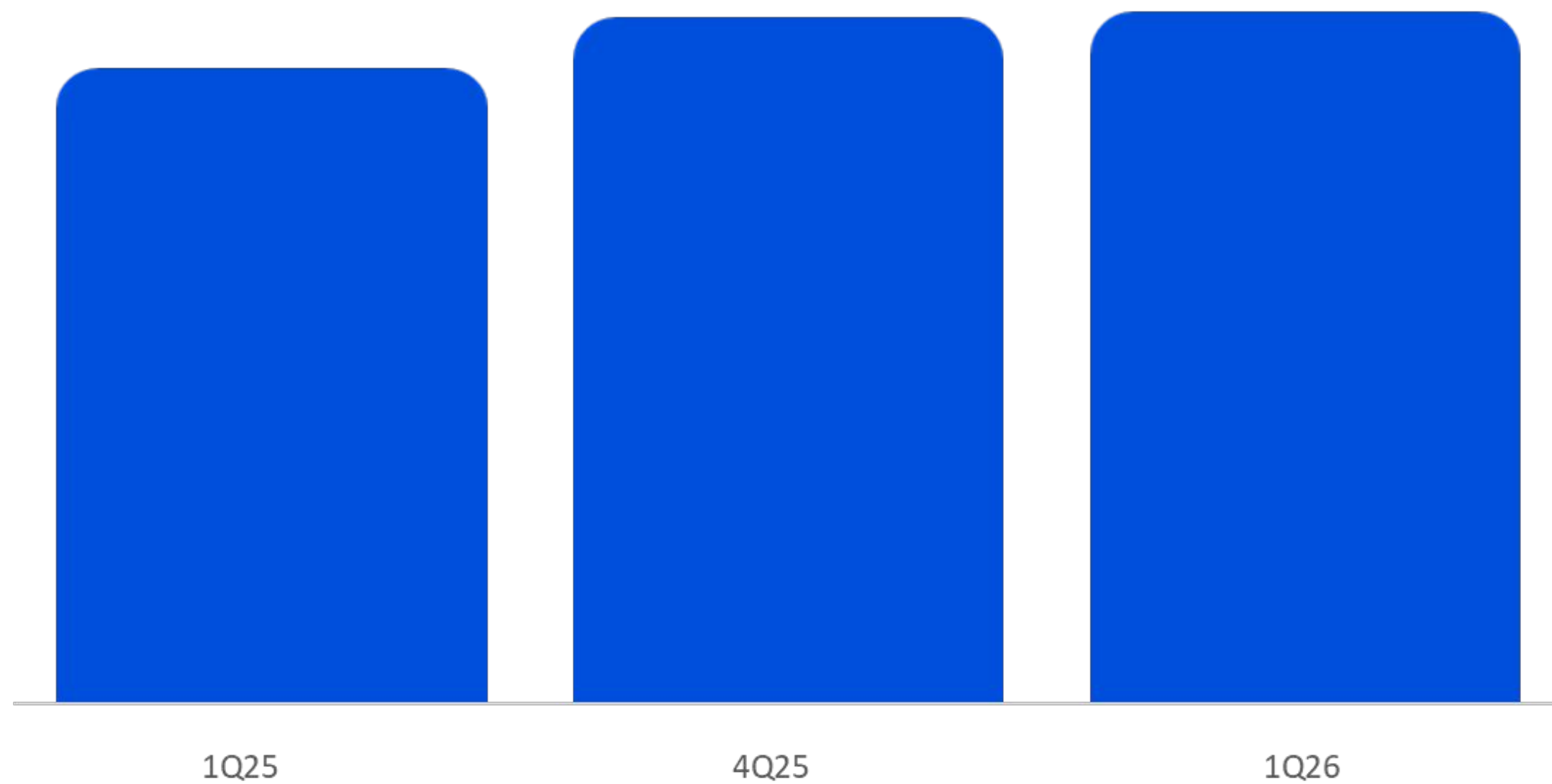
# Tech Consumer Net Revenue (excluding TVs and Tablets)

(R\$ million)

Sales increase  
vs. 1Q25:

+ 20.2%

- ↑ Audio: +36.1
- ↑ PCs: +54.2%
- ↑ Home Appliances: 31.3%

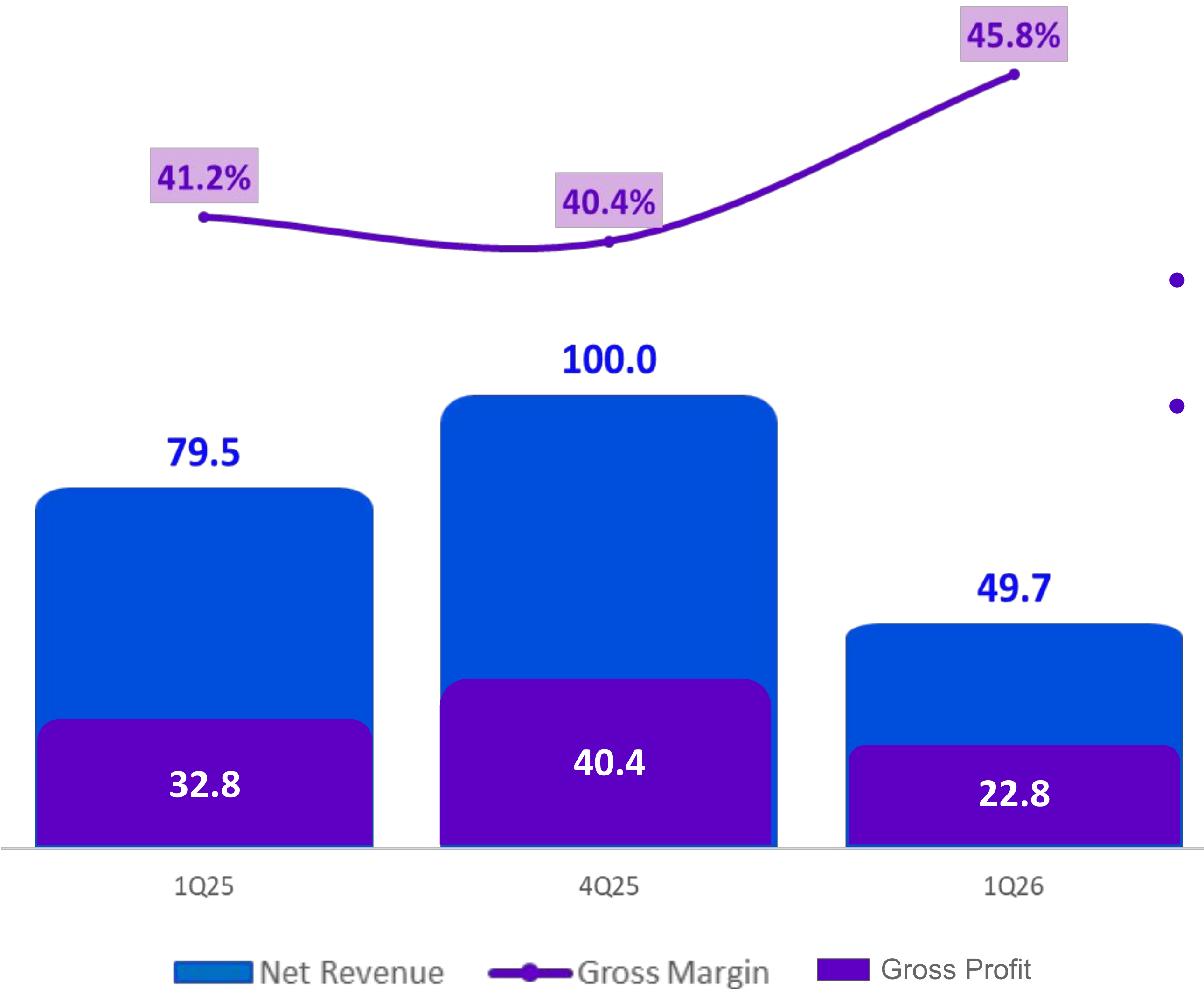


Screens & Video, IT Accessories, Drones & Cameras, Home Appliances, Memory & Flash Drives, PCs & Tablets for Retail, Audio & Mobile Accessories, and Telephony



# Specialized Consumer

(R\$ million and %)

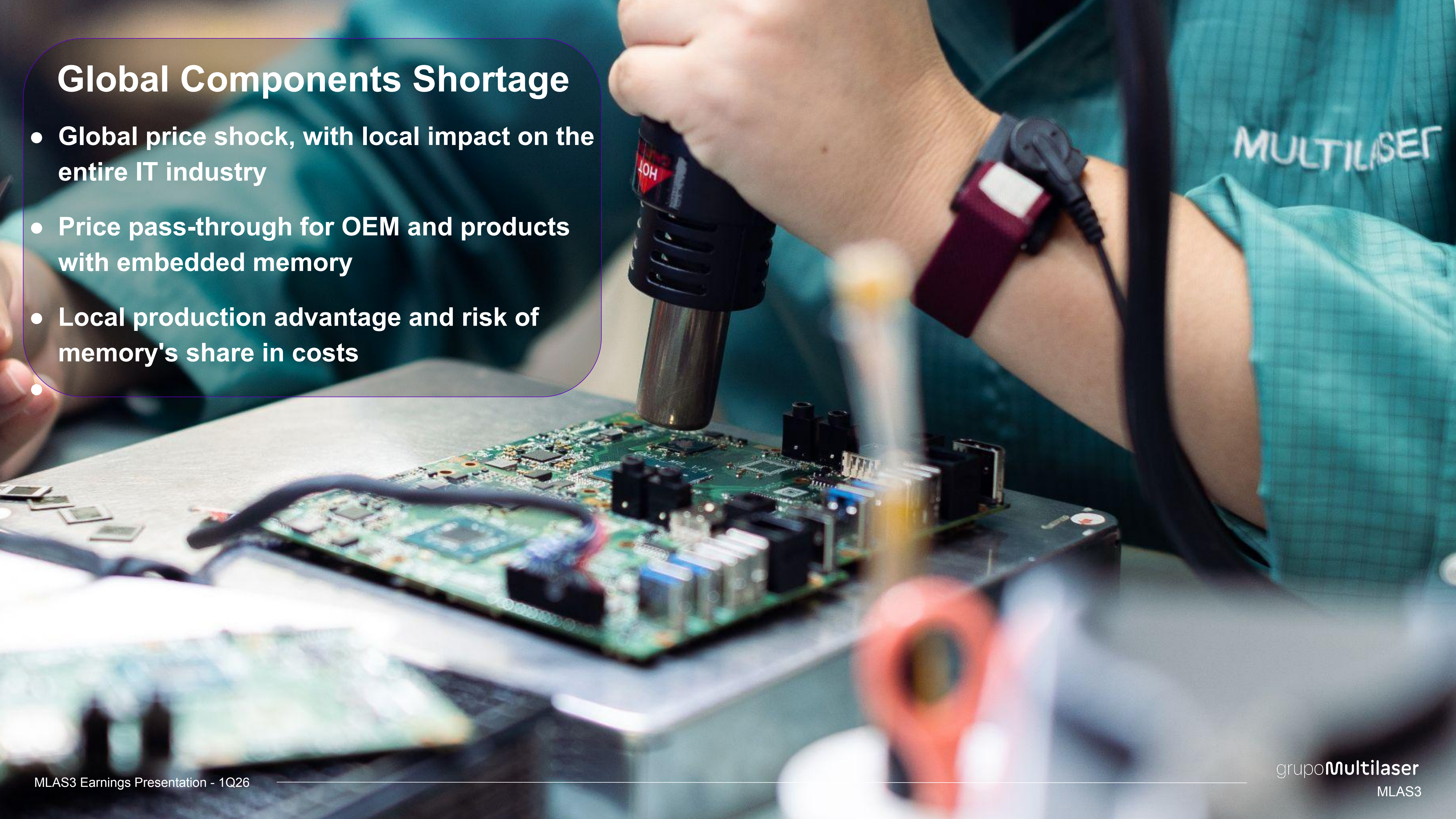



- Focus on **profitability**
- Revenue impacted by the **exit from the Pet business** at the end of 2025



## Global Components Shortage

- Global price shock, with local impact on the entire IT industry
- Price pass-through for OEM and products with embedded memory
- Local production advantage and risk of memory's share in costs
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# 1Q26 Initiatives



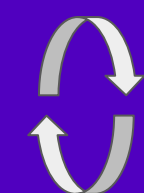
**Expenses discipline**



**Working Capital management**



**Portfolio optimization**



**Continuous monitoring of market  
opportunities and trends**

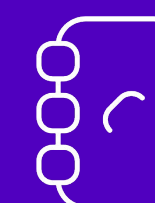
# MLAS

B3 LISTED NM

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**GOVERNMENT SALES**

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**E-COMMERCE**

<https://multi.com.vc>

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Such expectations are subject to risks and uncertainties, as they depend on changes in the market and the general economic performance of the country, the sector, and the international market, product pricing and competitiveness, market acceptance of products, exchange rate fluctuations, strengthening and production difficulties, among other risks. Therefore, they are subject to significant changes and do not constitute guarantees of performance.



Q&A

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