



3Q24 Earnings Presentation

November 14, 2024



Highlights

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Continued Portfolio Revenue

R\$ **759.6M**

+3.2% vs. 2Q24 and -6.4% vs. 3Q23, even with the impact of the increase in container transit times from Asia.

Gross Profit

R\$ **199.3M**

+R\$5.0M vs. 2Q24 and +R\$140.6M vs. 3Q23, with recovery of margins.

Gross Margin

24.6%

+2.1 p.p. vs. 2Q24 and +65 p.p. vs. 3Q23, with strong recovery in the Office & IT Supplies segment.

EBITDA

R\$ **4.2M**

in 3Q24, second consecutive quarter of positive results.

Net Profit

R\$ **1.5M**

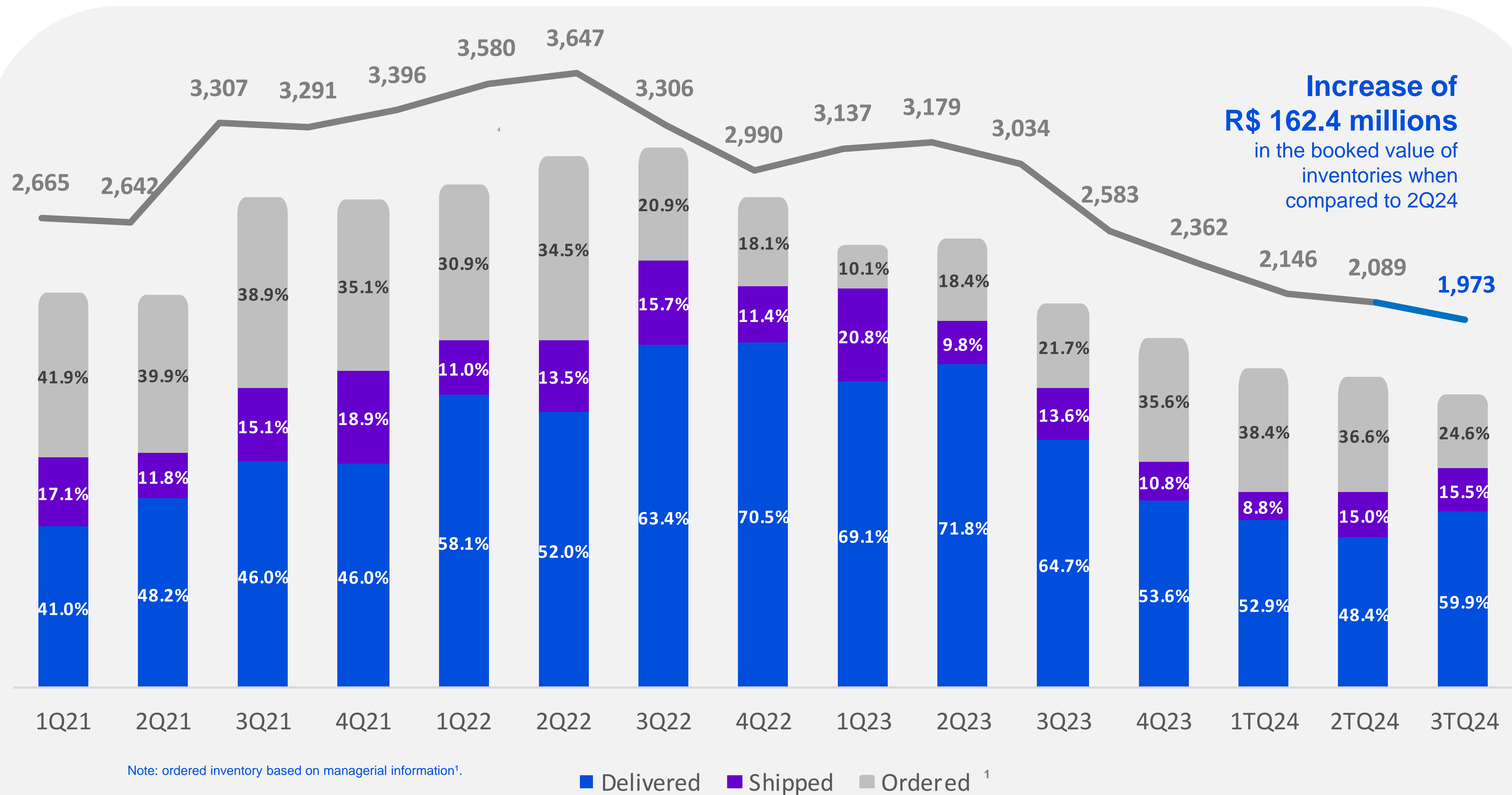
+ R\$53M vs. 2Q24 e +R\$213.7M vs. 3Q23, resulting from the increase in gross profit and exchange rate effect on financial revenue.

Inventory of discontinued products

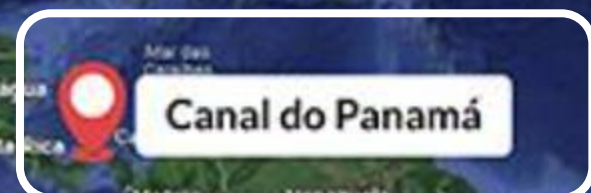
1.4%

Of total inventory, -0.8 p.p. vs. 2Q24 e -5.3 p.p. vs. Dez/2023, resulting from sales actions and inventory renewal.

Inventory Progression



Freight & Logistics



Estreito de Gibraltar

Canal de Suez

Seasonality

- Chinese New Year
- Global conflicts affecting trade flow

Variation in shipping cost

Normal: USD 4k (40-foot container).

Pandemics: Reached USD 20k.

2023: reached the lowest value of USD 1k-1.5k and in June it rose again to USD 4k.

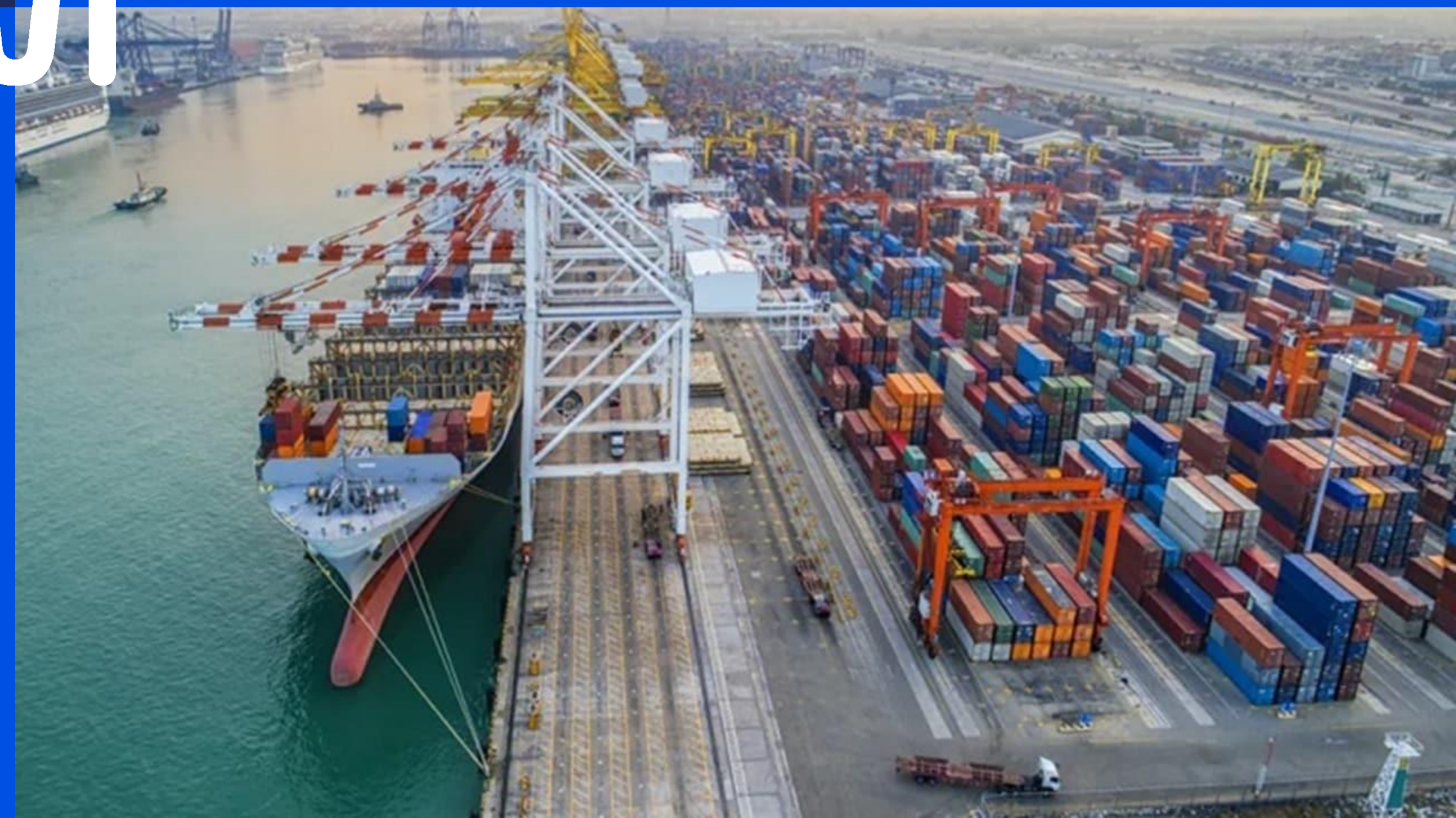
2024: Rates are accommodating.



- Excessiveness of ships on **Panama Channel** and difficulties on **Suez Channel**.
- Instability in ports, creating a scenario of uncertainty.

Multi

- 95% of operations are in the green channel (documentation automatically releases imports).
- 250 processes underway in Santos and 110 in Manaus, with increases due to the import of TVs, Watts, etc.



Freight & Logistics

Routes and Negotiations

Fixed and direct routes to Santos and Manaus, aiming the efficiency maximization.

- Multi started negotiating freight in advance and making weekly bids.



Challenges

- In September, two typhoons in China caused shipping delays.
- Extra port storage costs due to excessive simultaneous orders.

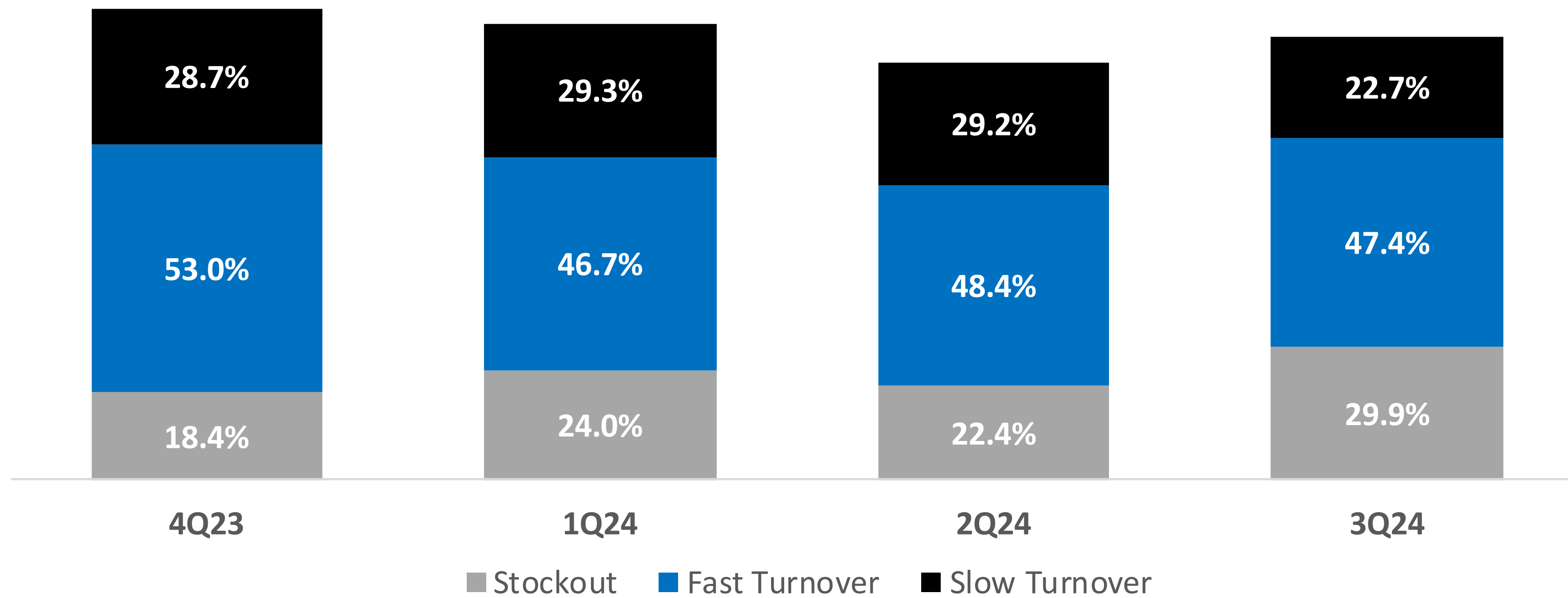
Transit time

- Manaus: 80/90 days to receive goods.
- Santos: 35/40 days.

Forecast

- New Distribution Center (DC) will be rented in Manaus to expand the logistics capacity.

Inventory Turnover



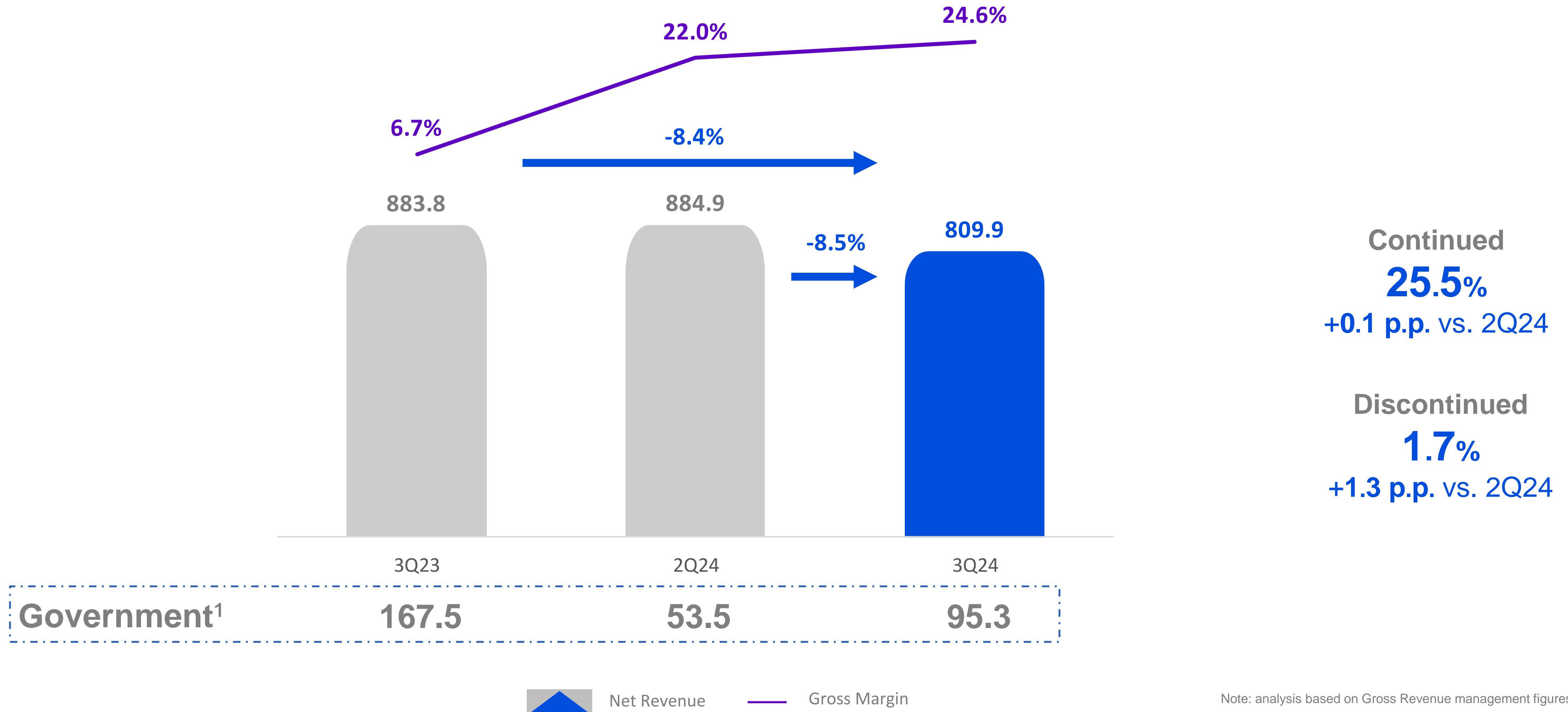
Note: management value of inventory considering the estimated sales value of the finished product

Consolidated Results



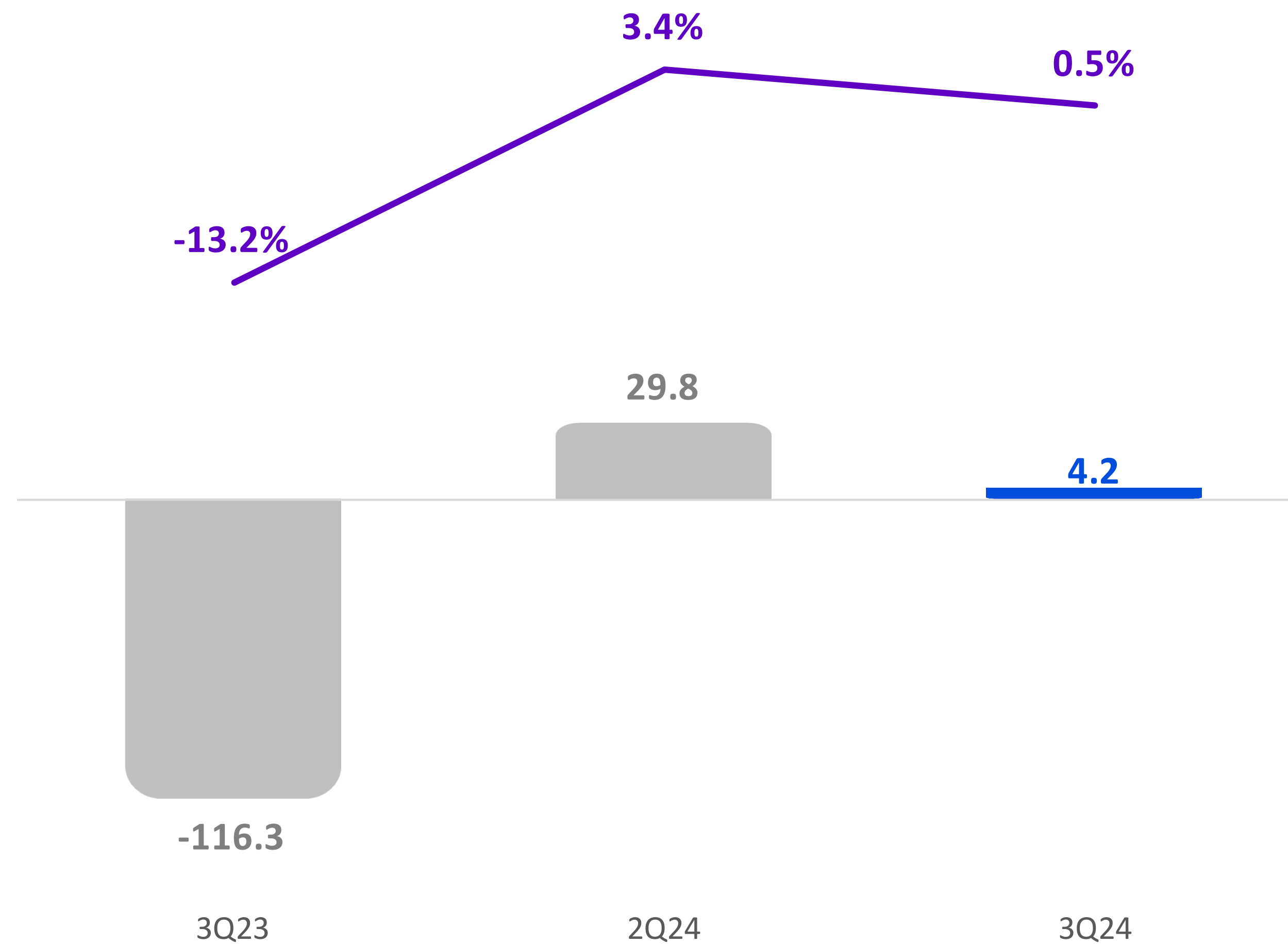
Consolidated Results

Net Revenue and Gross Margin (in R\$ million and %)



Consolidated Results

EBITDA and EBITDA Margin (in R\$ million and %)



EBITDA Margin
-2.9 p.p. vs 2Q24



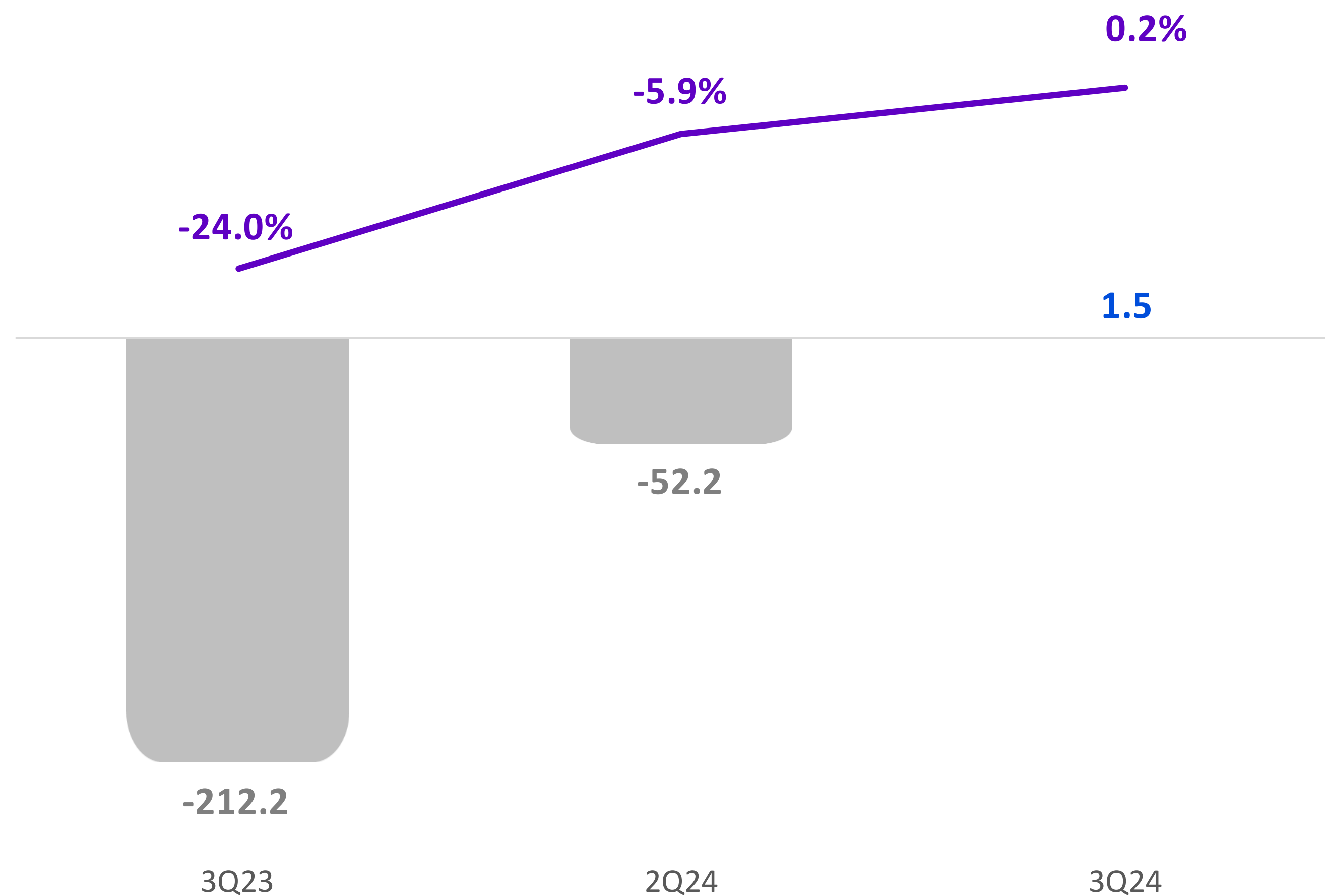
EBITDA



EBITDA Margin

Consolidated Results

Net Profit (in R\$ million)



Net Margin
+6.1 p.p. vs 2Q24



Net Profit



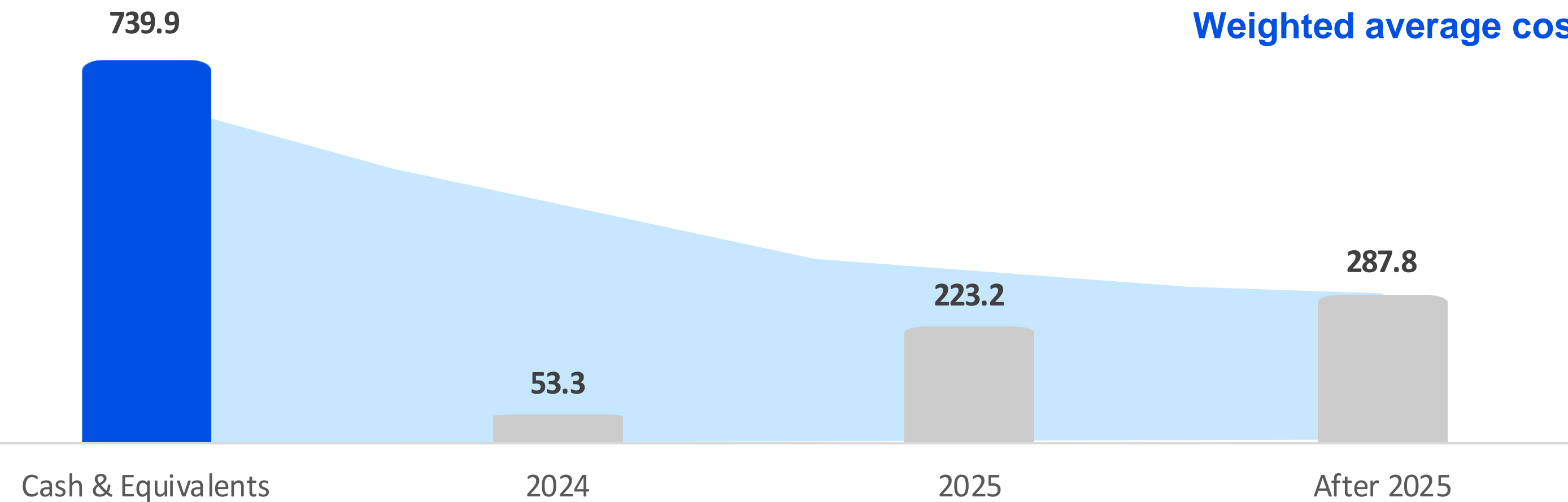
Net Margin

Consolidated Results

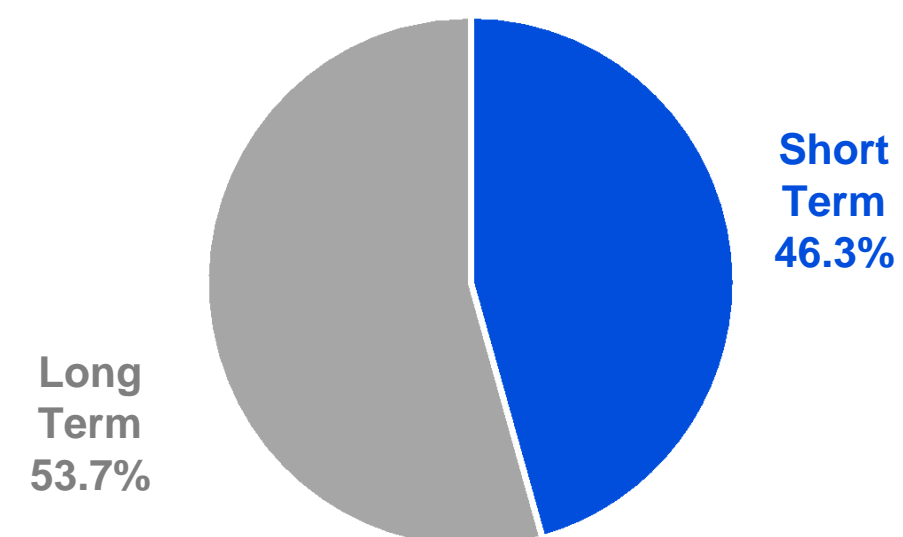
Debt Amortization Schedule (in R\$ million)

We ended 3Q24 with R\$739.9M in cash and cash equivalents. And a net cash of R\$175.6M, -R\$138.1M vs. 2Q24

Weighted average cost: 12.08% p.a.¹

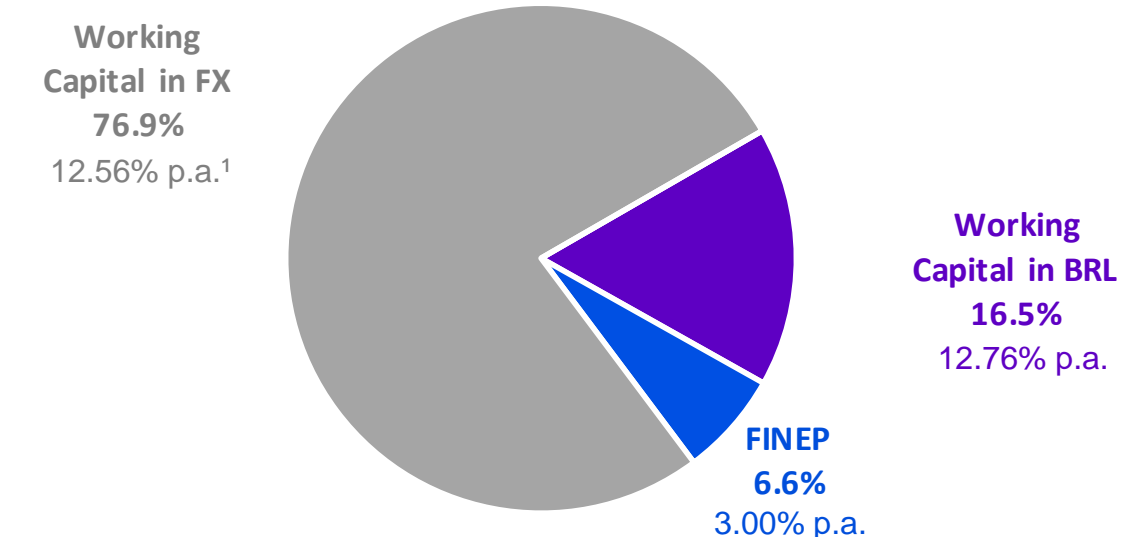


Short and Long-Term Profile

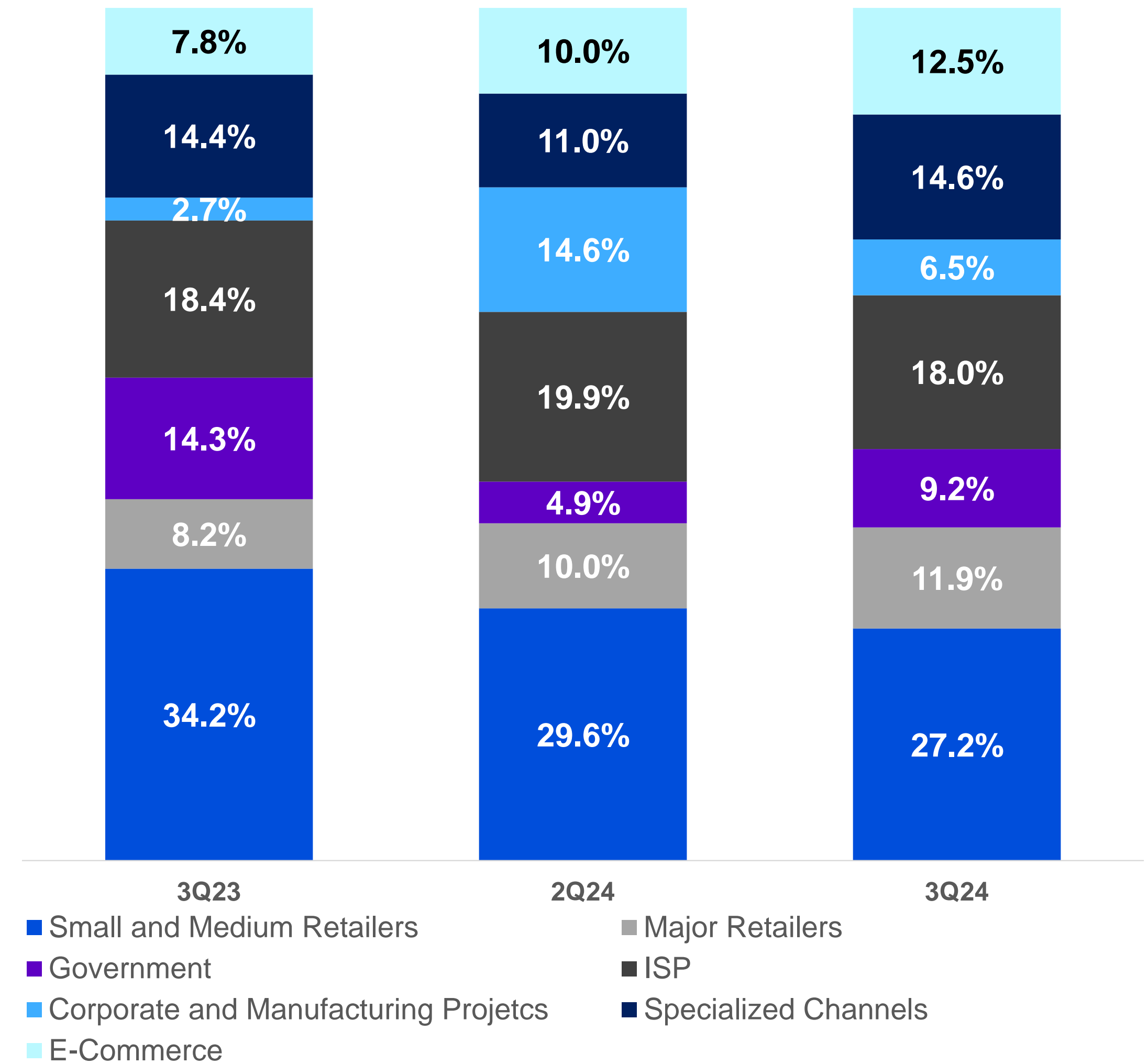


Note 1: Considers the cost of derivatives (swap from "dollar + spread" to "CDI + spread").

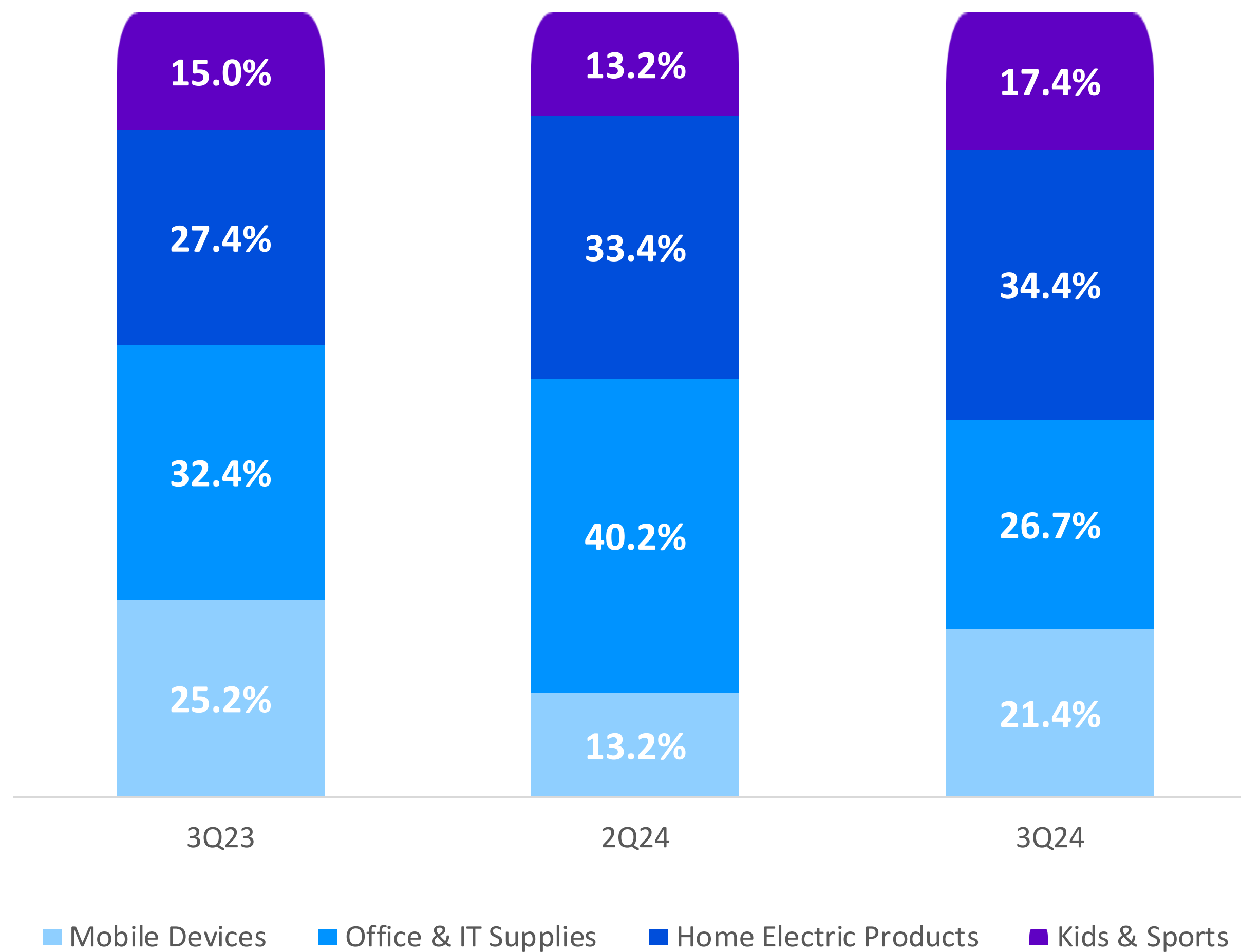
Breakdown by Category and Cost



Sales by Channel



Revenue by Segment



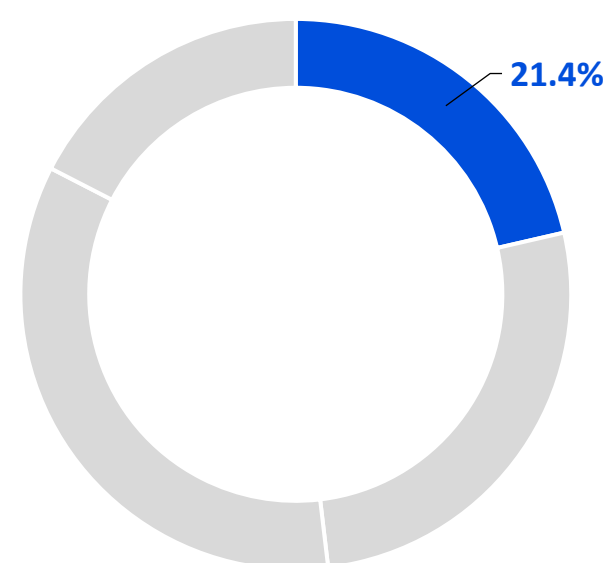


Mobile Devices

Net Revenue Development (in R\$ million and %)

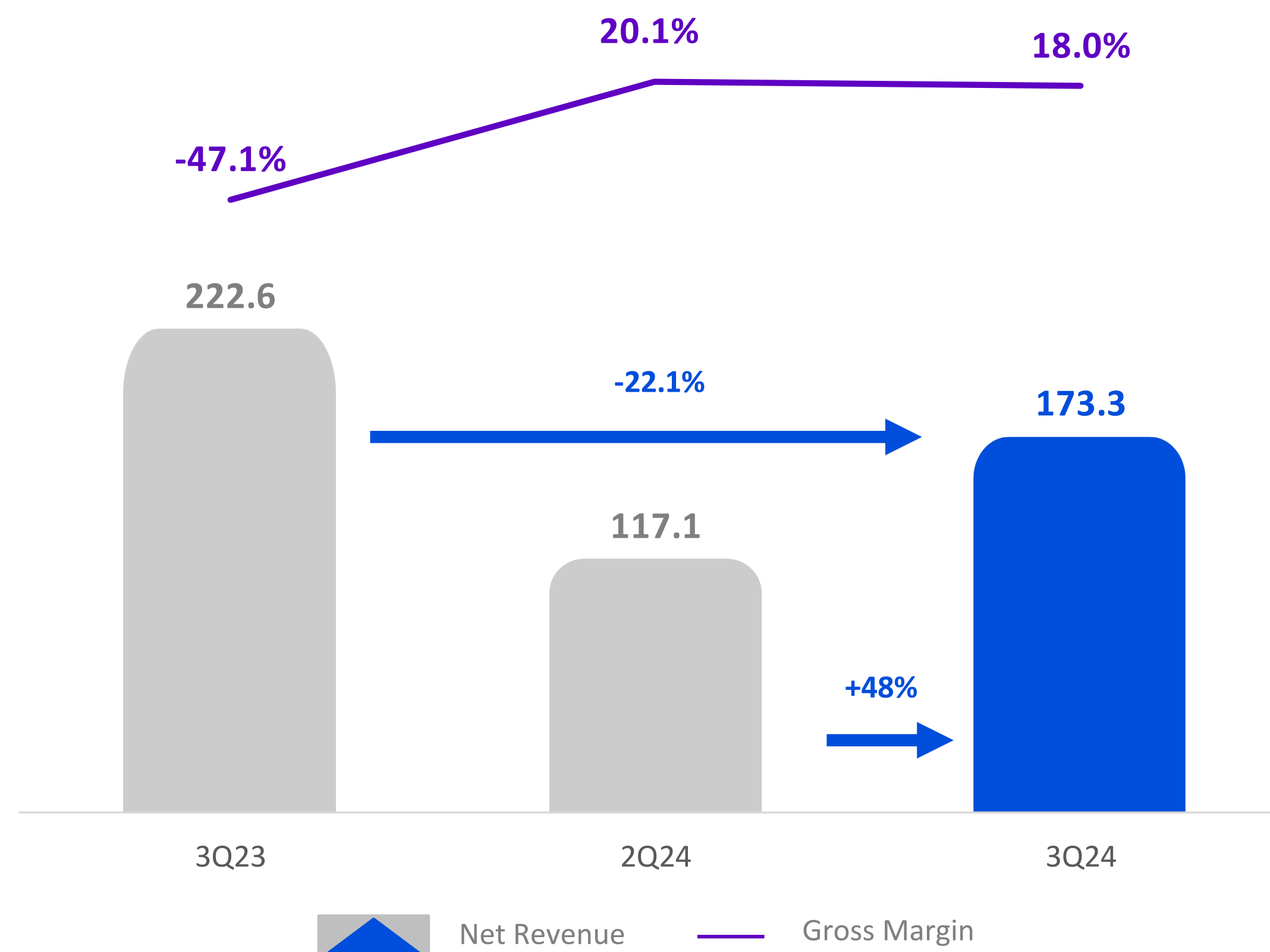
Net Revenue Share in 3Q24

Telephony, PCs & Tablets



Continued Portfolio¹

Net Revenue: **R\$140.9** millions
Gross Margin: **R\$28.8** millions | **20.4%**



Note: : Excludes results from discontinued products and projects¹



Office & IT Supplies

Net Revenue Development (in R\$ million and %)

Net Revenue Share in 3Q24

Networks

PC Accessories

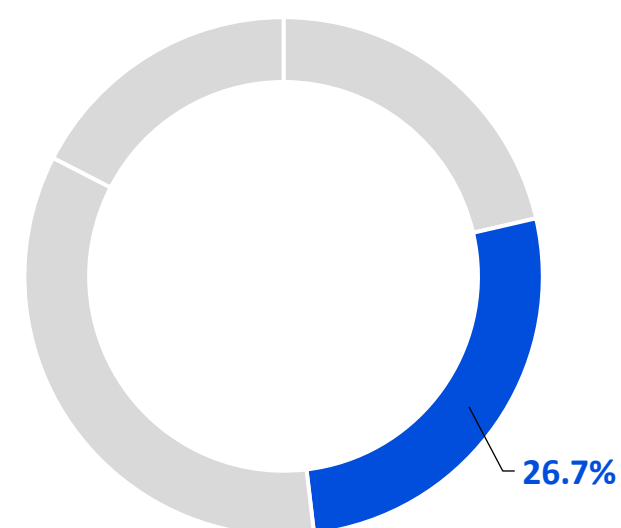
OEM

Media & Pen Drive

Security

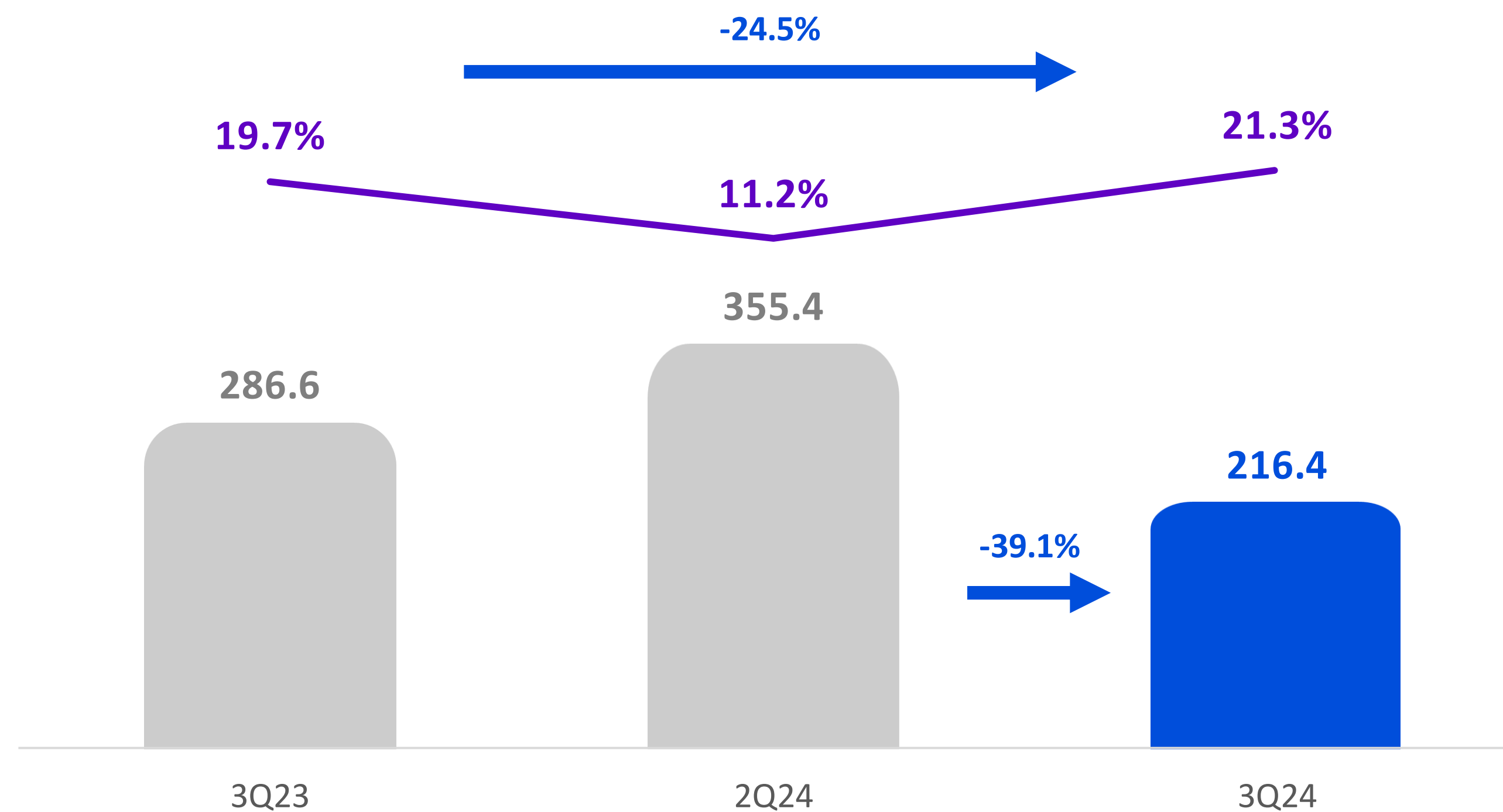
Stationery & Office

Gamer



Continued Portfolio¹

Net Revenue: **R\$215.9** millions
Gross Margin: **R\$46.0** millions | **21.3%**



Note: : Excludes results from discontinued products and projects¹



Net Revenue



Gross Margin



Home Electric Products

Net Revenue Development (in R\$ million and %)

Net Revenue Share in 3Q24

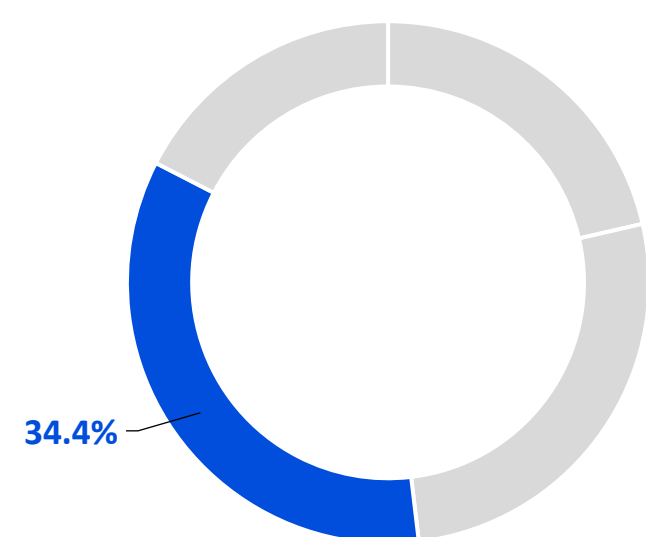
Screens & Video

Audio & Mobile Accessories

Home Appliances

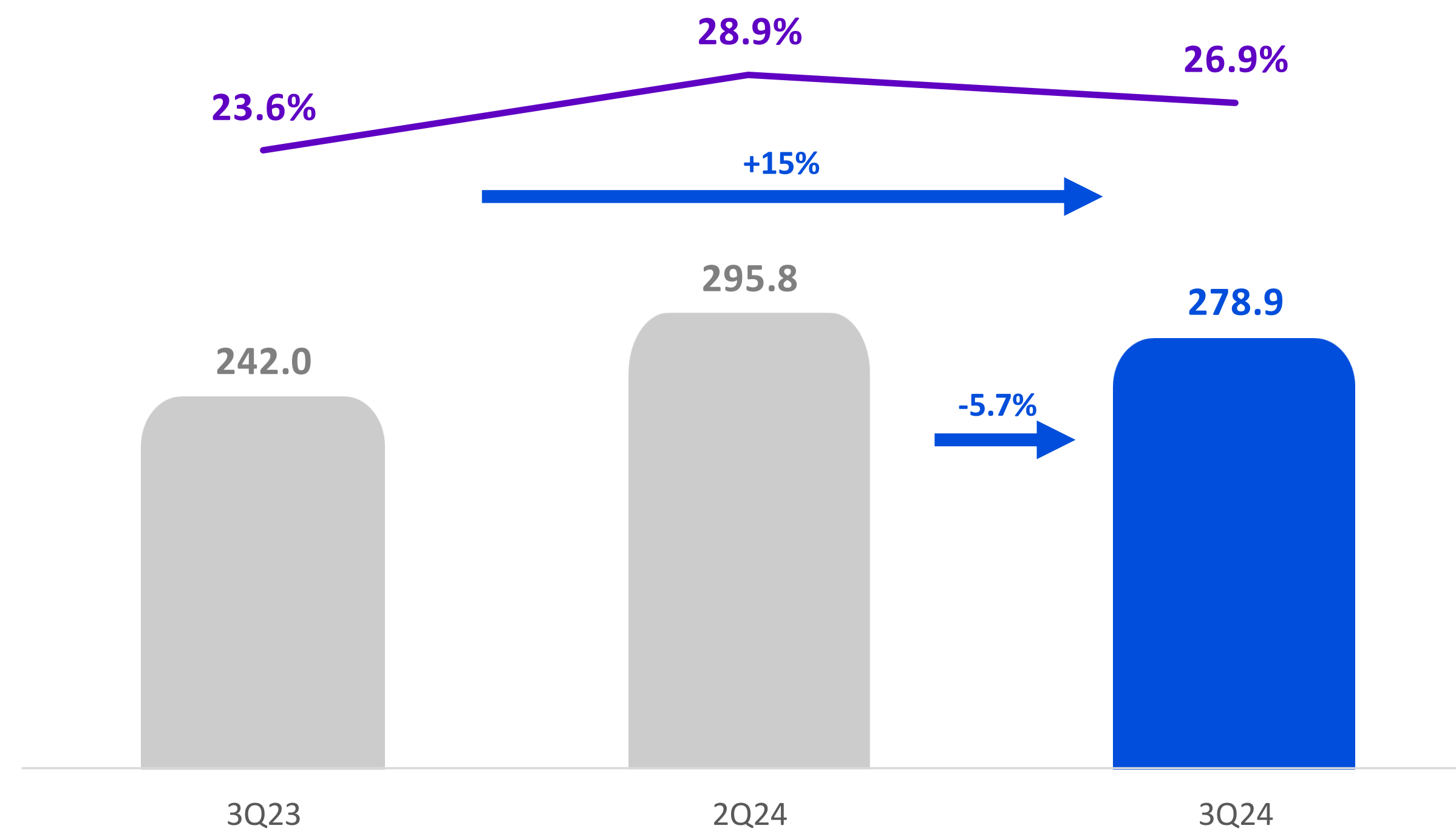
Health Care

Automotive



Continued Portfolio¹

Net Revenue: **R\$262.0** millions
Gross Margin: **R\$71.8** millions | **27.4%**



Note: : Excludes results from discontinued products and projects¹



Net Revenue



Gross Margin

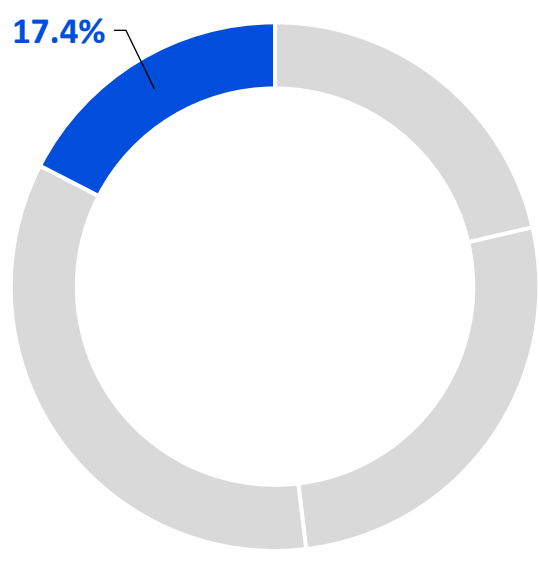


Kids & Sports

Net Revenue Progression (in R\$ million and %)

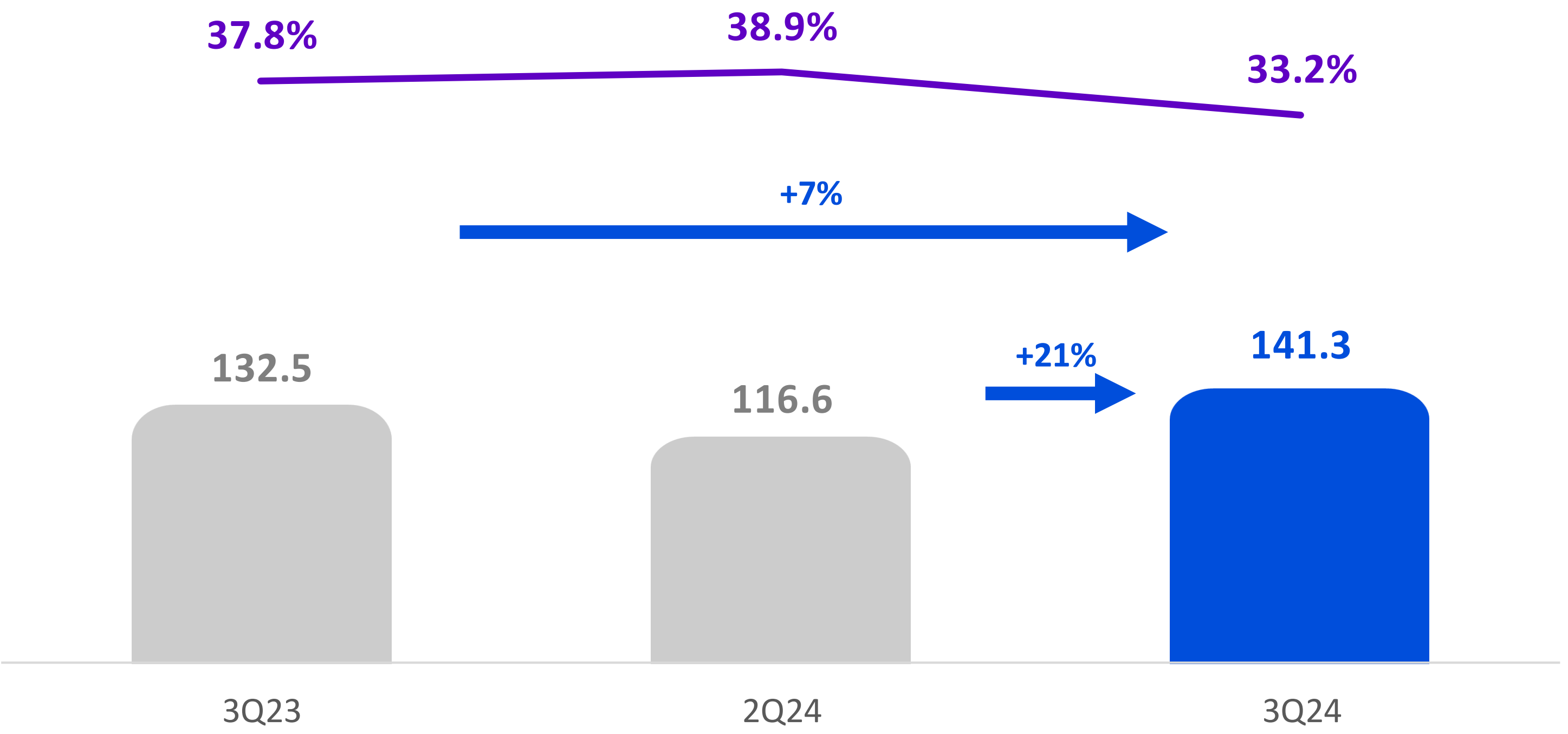
Net Revenue Share in 3Q24

- Toys
- Sports & Leisure
- Baby
- Pet
- Wellness
- Drones & Cameras
- Mobility



Continued Portfolio¹

Net Revenue: **R\$140.7** millions
Gross Margin: **R\$46.8** millions | **33.3%**



Note: : Excludes results from discontinued products¹



Grupo Multi was **nominated** for the **Reclame Aqui 2024 Award** in the following categories: Electronics—Manufacturers—Large Operations & IT—Manufacturers—Large Operations.



MultiPro/ZTE participation in **Futurecom**, one of the largest fairs in the network infrastructure, connectivity and technology ecosystem.



ZTE's participation in an **ABRINT** event and regional fairs, important for increasing **capillarity and expansion** to more distant locations.

And also:
Wi-Fi 6: product with 4 antennas, already accounts for more than 50% of sales in routers.

Wi-Fi 7: products already being tested for providers, not yet commercialized.

Recent Events

New products for providers and companies: **"IP" Switch and Router**, which increase data capacity.



Drones & Cameras: DJI Air 3S launch, **NEO** launch and a meeting with influencers.



Cauã Reymond: The campaign uses a renowned personality to reinforce the connection with consumers and the credibility of the brand, highlighting the mission of making technology accessible to everyone.





Renewal for another year of the **Litet and Viih Tube campaign:** Practicality that welcomes.



Management Meet Up 2024: Path to profitability. Alignment of strategies, strengthening of the Multi culture and collaboration between teams.



M Day: Multi Day! Since 2022 we have a new brand that reflects our way of being. We celebrate it on this date with communication, sales and internal marketing actions.

Recent Events

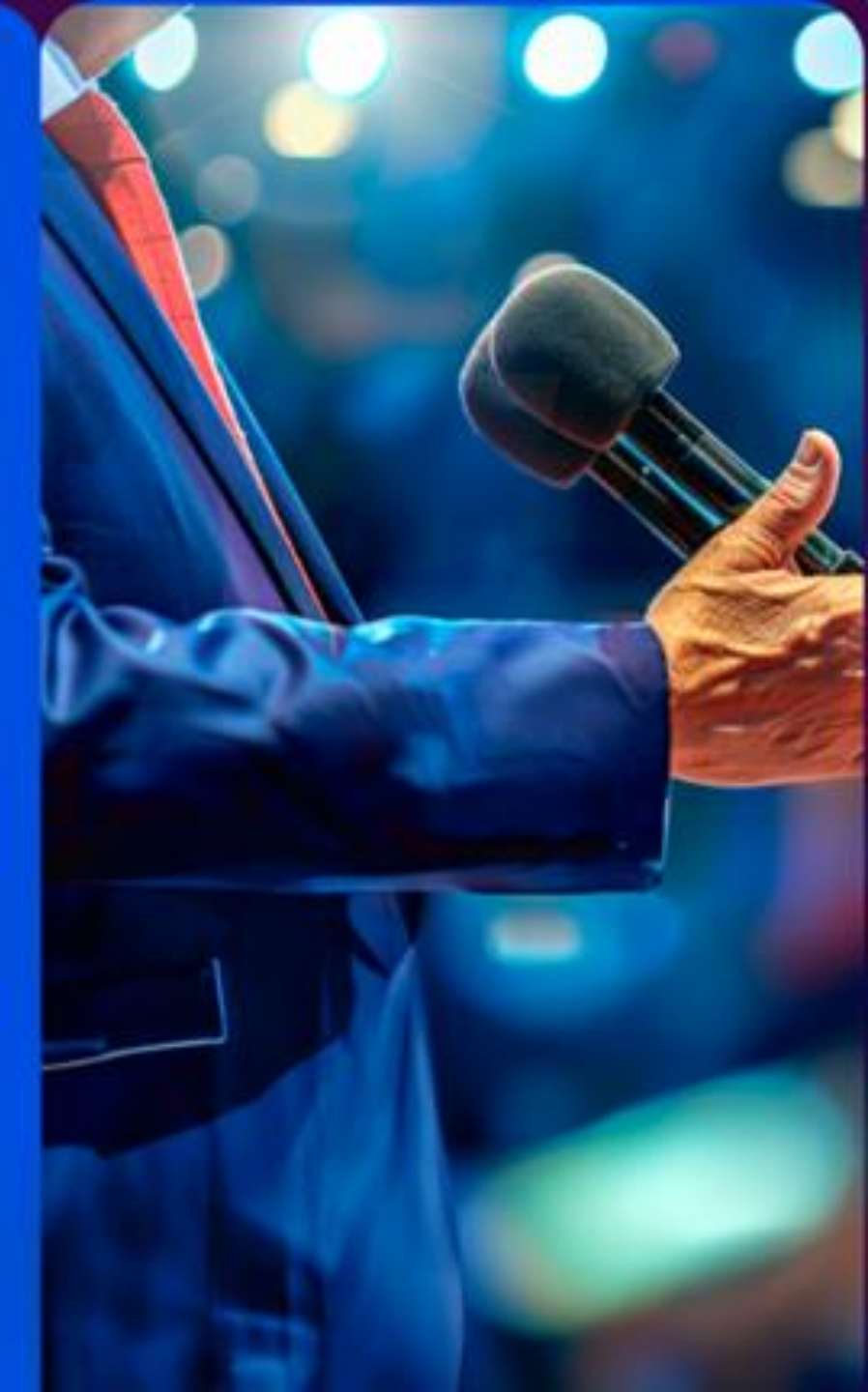
Pink October Campaign: breast cancer awareness.



Participation in the **25th IHRSA Fitness Brazil**, with Wellness and Precor.



The nomination of the **new Finance Executive** will be made with the approval of the CEO and the Board of Directors, following a rigorous and diligent selection process supported by an international standard company, in accordance with the Multi Group's Bylaws, corporate policies, internal regulations and applicable legislation, in order to obtain a perfect match with the desired profile.



Subsequent Event



Investment Metrics

Estimated Returns

R\$
14,409,748
Original
Investment

MOIC*
2.64x
Multiple on
Invested
Capital

Annual IRR*
18.04%
(Internal Rate of
Return)

R\$
37,974,684
Total Payment
Installment *

*Estimated values, since the correction is post-fixed, considering the 11/01/2024 Focus Bulletin to October 2030.

Multi

+

ROYAL
ENFIELD

Partnerships

		Mobility	Smart Devices	Televisions	
		Royal Enfield	OPPO	Toshiba	Hisense
Multi	Production	✓	✓	✓	✓
	Distribution ¹	✗	✓	✓	✗
	Trade Marketing	✗	✗	✓	✗
	Marketing	✗	✗	✓	✗
	Selling Price	✗	✗	✓	✗

Note: For OPPO, distribution is carried out to the brand's own sales partners, while for Nokia, distribution was carried out to all Multi customers.¹

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The statements contained in this report regarding the prospects of Multi Group's business, projections and its growth potential constitute mere predictions and were based on our expectations, beliefs and assumptions regarding the future of the Company.

Such expectations are subject to risks and uncertainties, since they are dependent on changes in the market and the general economic performance of the country, the sector and the international market, the price and competitiveness of products, the acceptance of products by the market, exchange rate fluctuations, difficulties in strengthening and production, among other risks, and are therefore subject to significant changes, and do not constitute guarantees of performance.

grupo**Multi**