MULTI ENDS 3Q23 WITH FREE CASH FLOW OF R$205.9 MILLION AND NET DEBT OF R$40.1 MILLION

São Paulo, November 13th, 2023 – **Multilaser Industrial S.A.** (B3: MLAS3) announces today its results for the third quarter of 2023. The Company's interim financial results are prepared according to the accounting practices adopted in Brazil, which includes the rules issued by the Brazilian Securities and Exchange Commission (CVM) and the technical guidelines and interpretations of the Accounting Pronouncements Committee (CPC). They also comply with International Financial Reporting Standards (IFRS) and the Federal Accounting Board (CFC).

3Q23 Highlights

WEBCAST
In Portuguese with simultaneous translation to English

Date: November 14th, 2023
Time: 7am EST (9am BRT)
Webcast Link: click here

MLAS3

Issued Shares: 820,539,225
Closing price: R$1.93
Market Cap: R$1.6 billion

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- In 3Q23, Multi's net revenue was R$883.8 million, a 21.3% decrease from 3Q22 and a 10.7% drop from 2Q23. This was mainly due to slowed electronics sales in retail and delays in government purchasing budgets, initially expected in the latter half of this year but postponed to 2024.
- Gross profit stood at R$58.9 million, an 82.8% reduction from 3Q22 and 77.7% from 2Q23. Gross margin was at 6.7%, affected by a provision of R$68.6 million due to the worsening outlook for certain smartphone and notebook lines.
- EBITDA for the quarter was negative R$116.3 million, due to the revenue decline coupled with a negative gross margin in the mobile devices segment.
- The company recorded a net loss of R$212.2 million for the quarter, reversing the positive results seen in the previous comparable periods.
- Despite a more challenging operational environment, Multi continued to show strong cash generation, with R$248.4 million from operating activities and R$205.9 million in free cash flow, including a reduction of R$470.9 million in inventory compared to 2Q23.
- Net debt continued to decrease significantly, by 80% compared to 2Q23, going from R$197.9 million to R$40.1 million in the period.

A MESSAGE FROM THE CEO

The third quarter of this year evokes in me visions of a merchant ship from the age of great sea voyages. Laden with goods from Asia and having weathered some of the fiercest storms its crew had ever seen, the skies began to clear, and hopes for calmer seas grew. After two quarters of harsh weather and losses, followed by a somewhat smoother quarter, we anticipated further improvements in the next period. Unfortunately, the gale returned, leading to another stormy period. I spent the quarter steadfastly at the helm, alongside my team, as the ship rocked and swayed, rain lashing our faces, and waves menacingly circling us. It was then that I heard a resounding shout from atop the mast. From the crow's nest, the CFO's voice rang out distinctly, for all in the company to hear, the encouraging words: "Cash in sight, cash in sight!"

This news is significant. In a scenario marked by consecutive accounting losses, falling sales, and a challenging consumer market, this year our company generated about 600 million Brazilian reais in cash, and as I write this, we are in a net cash position! This achievement stems from a stricter policy of austerity in costs, reduced purchasing, improved levels of inventory and receivables. It's worth noting that our cash position was achieved without any deviations from our normal payment policies. In other words, there were no "handball goals," and it's also important to emphasize that our accounts payable to suppliers are near a historic low - about one billion reais less than a year ago. This means there is still room for us to continue generating cash in the future, leveraging on the reconstitution of the supplier account. Being in a net cash position gives me confidence to make the necessary adjustments in the company to return to the minimum return on capital levels demanded of this type of business.

Improved profitability means either higher EBITDA or lower invested capital (or both simultaneously). Regarding invested capital, I believe we are addressing it adequately, in a positive trend. As for EBITDA, we need to focus on levers, in ascending order of importance: a) fixed costs b) higher sales c) gross margin recovery.

a) Fixed costs: In October, we completed another round of layoffs (the first was in February). Our workforce is now approximately 25% smaller than at the beginning of the year. We are reviewing all costs and expenses of every kind, seeking reductions. Opportunities for cost reduction remain, especially as we reduce in-house inventory volume, requiring less rented space for storage. Additional costs for system consulting and general expenses related to ERP stabilization are still consuming cash, but the trend is expected to decline from 2024 onwards.

b) Higher sales: This is the most concerning area. Throughout the third quarter, we launched a series of campaigns, actions, discounts, and additional terms to boost sales, anticipating the period of higher consumption with Christmas and Black Friday. Despite our efforts, sales were 11% lower than in the second quarter, which is quite unusual, as the market traditionally heats up at this time. Field feedback indicates that the retail timidity is a general market issue, with few specific reasons directly related to Multi. The remnants of ERP migration issues are still present. The impacts are not insignificant, but we can no longer attribute our major sales problems to the ERP. Reports of empty stores and weak consumption in our categories are constant. Nevertheless, we are reformulating our commercial policy, rewriting many of the rules that were being applied, and are currently adjusting our systems to follow the new policy, which has been praised by the sales team and surveyed customers. The new policy, effective at the year's turn, will strengthen end-price control, improving retail margins, sales team remuneration, and the attractiveness of our products. It should be mentioned that government sales projected for the third quarter were largely pushed to the fourth quarter and 2024.

c) Gross margin: In previous quarters, we had already been alerting to the company's biggest problem, the crushing of gross margin, which fell this quarter to just 7% from a historical average of around 30%. There is no possibility for Grupo Multi to operate healthily with this margin. However, it is being affected by a very particular segment, mobile devices, with a negative margin of 47%, as we had been signaling in previous quarters. Excluding this segment, the company's other three segments are already operating at normalized margins. The company's agenda is now to return to purchasing "curve A" products with high demand, turnover, and healthy margins, liquidate loss-making lines, and recover gross margin. Products with high risk of unsold inventory and/or low margins have been summarily cut, and our volume of purchases in transit has begun to rise again.

Despite the present challenges, I understand that the core principles of our business remain robust: we are an exceptional platform for launching technology products, characterized by low service costs and unparalleled reach throughout the country. Various product lines are experiencing growth, such as televisions, electric vehicles, drones, pet products, toys, fitness equipment, and gaming accessories. Our direct-to-consumer channel is expanding, showing a positive trend in improving margins and closeness with the consumer. The agenda for cost control, replenishment of products with healthy margins, revision of commercial policy, as well as some new projects under discussion, must be pursued diligently for us to achieve profitability recovery. It won't be a quick or easy process, but we are committed to seeing it through from start to finish.

To conclude, I extend my gratitude to all our employees, customers, shareholders, and partners who support us daily.

Alê Ostrowiecki, Multi’s CEO

Consolidated Results

CONSOLIDATED RESULTS 3Q23

Consolidated Income Statements

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	**883,8**	**989,8**	**-10,7%**	**1.123,4**	**-21,3%**
Cost of Goods Sold	**(824,9)**	**(726,0)**	**13,6%**	**(782,0)**	**5,5%**
Gross Profit	**58,9**	**263,8**	**-77,7%**	**341,4**	**-82,8%**
Gross Margin (%)	**6,7%**	**26,7%**	***-20,0 p.p.***	**30,4%**	***-23,7 p.p.***
Operating Revenues (Expenses)					
Selling Expenses	(221,2)	(247,1)	-10,5%	(271,8)	-18,6%
General & Administrative	(32,3)	(34,6)	-6,6%	(28,8)	11,9%
Other Operating Revenues (Expenses)	56,8	41,4	37,3%	68,2	-16,7%
Operating Profit	**(137,9)**	**23,6**	**-**	**108,9**	**-**
Interest Income	107,8	41,9	157,4%	95,9	12,4%
Interest Expense	(116,7)	(97,6)	19,6%	(88,3)	32,2%
FX Variation, Net	(77,2)	70,9	-	(41,6)	85,7%
Profit Before Taxes	**(224,0)**	**38,8**	**-**	**75,0**	**-**
Current Income Taxes	14,6	(0,0)	-	(13,6)	-
Deferred Income Taxes	(2,9)	4,7	-	7,2	-
Net Income (Loss)	**(212,2)**	**43,5**	**-**	**68,5**	**-**
Net Margin (%)	**-24,0%**	**4,4%**	***-28,4 p.p.***	**6,1%**	***-30,1 p.p.***
Earnings per share (in R$)	**(0,26)**	**0,05**	**-**	**0,08**	**-**
EBITDA	**(116,3)**	**37,0**	**-**	**123,8**	**-**
EBITDA Margin (%)	**-13,2%**	**3,7%**	***-16,9 p.p.***	**11,0%**	***-24,2 p.p.***

Net Revenue

Net revenue in 3Q23 was R$883.8 million, reflecting a decrease of 21.3% compared to 3Q22 and 10.7% compared to 2Q23, mainly due to a slowdown in the sales of electronic products at retail and the postponement of sales to government that were expected in the second half of this year but have been delayed until 2024.

Regarding operational segments, Mobile Devices recorded revenue of R$222.6 million in 3Q23. This figure is 32% lower compared to 3Q22 and 13.4% lower than 2Q23. Office & IT Supplies had a revenue of R$286.6 million, which represents a 19.4% decrease from 3Q22 and a 16.4% decrease from 2Q23. Home Electric Products had revenue of R$242.0 million in 3Q23, a decrease of 18.9% compared to 3Q22 and 13.2% from 2Q23. Finally, the Kids & Sports segment generated R$132.5 million in net revenue in 3Q23, showing a decrease of 6.7% compared to 3Q22 and an increase of 18.8% from 2Q23.

Cost of Goods Sold

In 3Q23, the Cost of Goods Sold (COGS) was R$824.9 million, marking a 5.5% increase compared to 3Q22 and a 13.6% rise from 2Q23. As a percentage of net revenue, COGS went from 73.3% in 2Q23 to 93.4% in 3Q23. The COGS for the quarter includes the provision for obsolescence of inventory amounting to R$68.6 million, which also impacted the company's gross profit.

Gross Profit (Loss)

In 3Q23, the company faced challenges within a complex business environment, as reflected in the decrease in net revenue and gross profit compared to previous quarters. Gross profit for this period was R$58.9 million, an 82.8% decrease from 3Q22 and a 77.7% drop from 2Q23. Gross margin decreased by 23.7 percentage points from 3Q22, falling from 30.4% to 6.7%, and decreased by 20.0 percentage points from 2Q23.

The Mobile Devices segment was the most affected, with a gross loss of R$104.8 million, contrasting with a gross profit of R$39.7 million in 2Q23 and R$123.2 million in 3Q22. At the end of the period, the Company had R$603.7 million in inventory for this segment. Of this amount, R$211.3 million, around 35%, are telephony products for which a provision for obsolescence had been established throughout 2023, with a balance at the end of 3Q23 totaling R$61.6 million.

In Office & IT Supplies, the gross profit of R$56.5 million in 3Q23 represented a 38.3% decrease from 2Q23 and 20.0% from 3Q22. The segment's gross margin decreased by 7.0 percentage points from 2Q23, from 26.8% to 19.7%, and only 0.1 percentage point from 3Q22.

Home Electric Products had a gross profit of R$57.0 million, 35.2% less than 2Q23 and 38.7% less than 3Q22. Gross margin decreased by 8.0 percentage points from 2Q23 to 23.6%, and by 7.6 points from 3Q22.

Lastly, the Kids & Sports segment was a positive note, with a 12.7% increase in gross profit to R$50.1 million in 3Q23. However, gross margin experienced a slight reduction of 2.0 percentage points from 2Q23 to 37.8%, and 0.7 points from 3Q22.

Sales Expenses

In 3Q23, selling expenses totaled R$221.2 million, an 18.6% reduction compared to 3Q22. Commercial expenses saw a slight decrease of 2.8%, dropping from R$76.9 million in 3Q22 to R$74.8 million in 3Q23, while distribution expenses increased by 2.3% in the same period, affected by products returns during the quarter.

Promotions and marketing expenses posted a significant drop of 18.5%, from R$43.3 million in 3Q22 to R$35.3 million in 3Q23. Furthermore, after-sales expenses were substantially reduced by 33.5%, from R$36.9 million in 3Q22 to R$24.5 million in 3Q23.

R$ Million	3Q23	2Q23	Δ%	3Q22	Δ%
Commercial	74.8	74.4	0.5%	76.9	-2.8%
Distribution	84.6	76.1	11.2%	82.7	2.3%
Sales Featuring and Marketing	35.3	42.9	-17.7%	43.3	-18.5%
After-Sales Services	24.5	19.0	28.8%	36.9	-33.5%
Research & Development	10.8	26.0	-58.6%	30.5	-64.7%
Allowance for Doubtful Accounts	(8.7)	8.7	-	1.5	-
Selling Expenses	**221.2**	**247.1**	**-10.5%**	**271.8**	**-18.6%**
% of Net Revenue	25.0%	25.0%	*0.1 p.p.*	24.2%	*0.8 p.p.*

General and Administrative Expenses

General and administrative expenses in 3Q23 totaled R$32.3 million, an 11.9% increase from 3Q22 but a 6.6% reduction from 2Q23. These expenses represented 3.7% of net revenue, a growth of 1.1 percentage points compared to 3Q22 and remained stable in relation to 2Q23.

Personnel expenses were R$10.4 million in 3Q23, indicating a 1.9% increase from 3Q22 and an 8.3% decrease from 2Q23. Fees and services reached R$5.2 million in 3Q23, down by 17.6% compared to 3Q22 and 7.8% from the previous quarter. Technology and communication expenses were R$7.4 million in 3Q23, dropping by 8.9% from 3Q22 and 21.4% less than 2Q23. Rent, insurance, travel, among other expenses, rose to R$8.9 million in 3Q23, a 338.3% increase from 3Q22 and a 14.5% increase from 2Q23.

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Personnel	10.4	11.3	-8.3%	10.2	1.9%
Fees and Services Held	5.2	5.7	-7.8%	6.3	-17.6%
Communication	0.4	0.4	-4.8%	2.2	-81.2%
Technology & Communication	7.4	9.4	-21.4%	8.1	-8.9%
Rents, Insurances, Travel, Others	8.9	7.8	14.5%	2.0	338.3%
General and Administrative Expenses	**32.3**	**34.6**	**-6.6%**	**28.8**	**11.9%**
% of Net Revenue	3.7%	3.5%	*0.2 p.p.*	2.6%	*1.1 p.p.*

Financial Result, Net

In 3Q23, Multi recorded a negative net financial result of R$86.1 million. Interest expenses, reflecting costs such as interest on loans, financing, and other financial expenses, increased by 62.0% compared to 2Q23 and went up by 97.4% compared to 3Q22. Interest income, on the other hand, registered a 3.9% increase from the previous quarter and a 35.7% rise compared to the same period last year.

The net result of active and passive foreign exchange variations was a loss of R$77.2 million, reversing a gain of R$70.9 million in 2Q23. The situation improved with financial instruments, where there was a net gain of R$14.6 million, an improvement compared to the R$51.5 million loss in 2Q23 and a considerable increase from the R$1.8 million earned in 3Q22, representing a positive variation of 712.2%.

As for the net result of monetary adjustments, which includes updates for contingencies, provisions, and tax installments, it went from R$4.4 million in 3Q22 to R$24.3 million in 3Q23 as a result of the settlement of two ICMS (MG state tax) tax installment plans in 2Q23 due to two infraction notices in the state of Minas Gerais.

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Interest Expense	(32.5)	(20.1)	62.0%	(16.5)	97.4%
Interest Income	24.0	23.1	3.9%	17.7	35.7%
Exchange Rate Variation, Net	(77.2)	70.9	-	(41.6)	85.7%
Financial Instruments, Net	14.6	(51.5)	-	1.8	712.2%
Fair Value Intercompany Loan Convertible in Equity	0.0	0.0	-	(0.9)	-
Discount to Present Value	14.3	9.8	46.3%	14.6	-2.0%
Monetary Adjustments, Net	(24.3)	(18.7)	30.1%	(4.4)	455.9%
Other Financial Revenue (Expense)	(5.0)	1.7	-	(4.8)	4.5%
Finance Income (Expenses), Net	**(86.1)**	**15.2**	**-**	**(34.0)**	**153.5%**

EBITDA

Multi reported a negative EBITDA of R$116.3 million at the end of 3Q23, resulting from lower net revenue combined with a scenario where expenses were still above historical levels, as well as the establishment of a provision for inventory obsolescence totaling R$68.6 million.

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Income	(212,2)	43,5	-	68,5	-
Financial Results, Net	86,1	(15,2)	-	34,0	153,5%
Income Taxes	(11,7)	(4,7)	149,7%	6,4	-
Depreciation and Amortization	21,6	13,5	60,5%	14,9	45,2%
EBITDA	(116,3)	37,0	-	123,8	-
EBITDA Margin (%)	-13,2%	3,7%	*-16,9 p.p.*	11,0%	*-24,2 p.p.*

Net Income (Loss)

In 3Q23, Multi recorded a net loss of R$212.2 million, reversing the positive results from previous periods.

Cash Flow

The cash flow generated from operational activities was R$248.4 million in 3Q23, compared to a consumption of R$190.2 million in 3Q22 and a generation of R$208.9 million in 2Q23. Noteworthy is the reduction of R$417.9 million in inventory and R$101 million in tax credits during the period.

Free cash flow, which considers the operational cash flow minus the cash flow from investment activities, was R$205.9 million for the quarter, a 22.1% increase over the previous quarter.

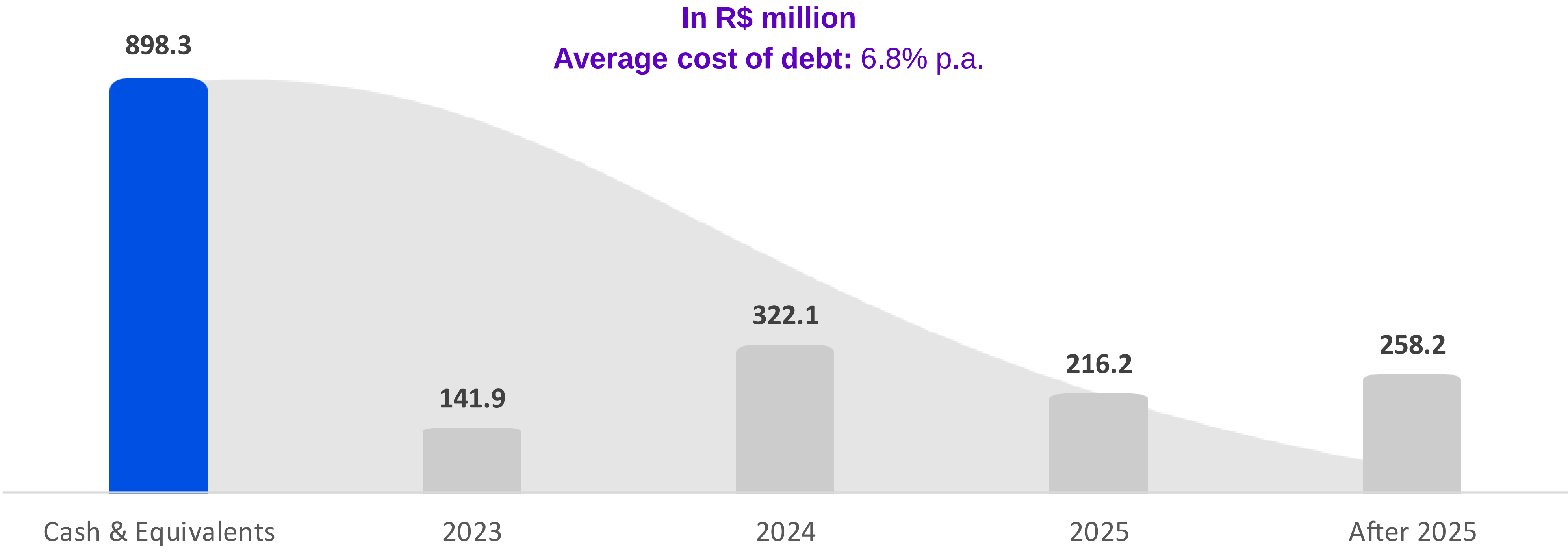
INDEBTDNESS 3Q23

Indebtedness

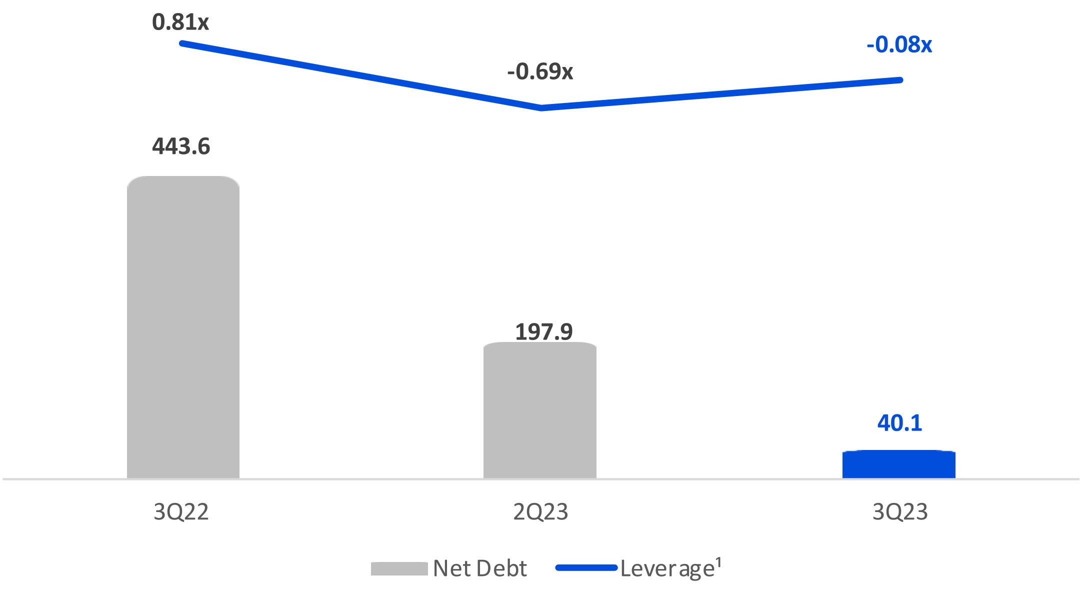
Multi ended 3Q23 with a gross debt of R$938.4 million and cash and cash equivalents of R$898.3 million, resulting in a net debt of R$40.1 million. This signifies a 91% reduction compared to 3Q22 and a cash position that is 2.1 times greater than its short-term debt, demonstrating the company's financial strength.

R$ Million	3Q23	2Q23	?%	3Q22	?%
Gross Debt	**938.4**	**1,099.7**	**-14.7%**	**957.3**	**-2.0%**
Short Term Debt	**427.3**	**478.3**	**-10.7%**	**367.6**	**16.2%**
% of the Gross Debt	*45.5%*	*43.5%*		*38.4%*	
Long Term Debt	**511.1**	**621.4**	**-17.7%**	**589.7**	**-13.3%**
% of the Gross Debt	*54.5%*	*56.5%*		*61.6%*	
(-) Cash and Cash Equivalents	**(898.3)**	**(901.8)**	**-0.4%**	**(513.8)**	**74.8%**
Net Debt	**40.1**	**197.9**	**-79.7%**	**443.6**	**-91.0%**
Leverage (Net Debt / EBITDA)	**-0.08x**	**-0.69x**		**0.81x**	

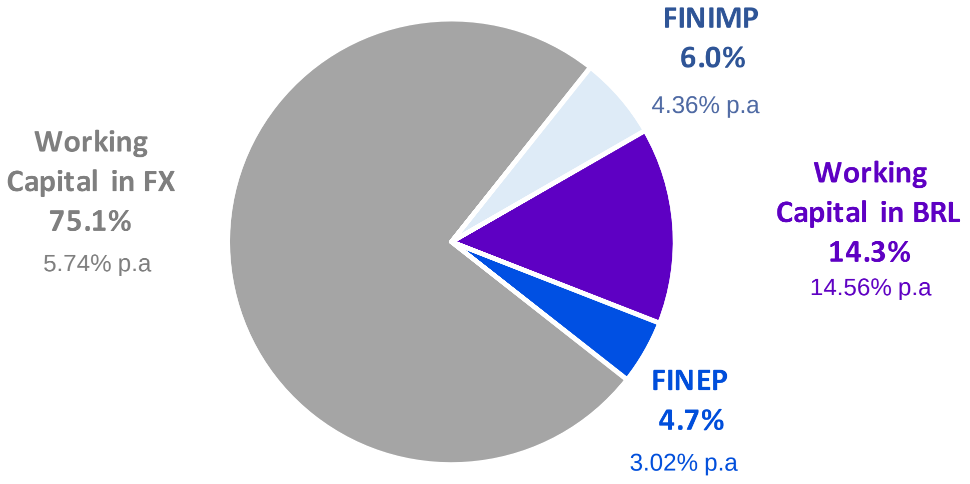
Debt Maturity Schedule



NET DEBT AND LEVERAGE[1]



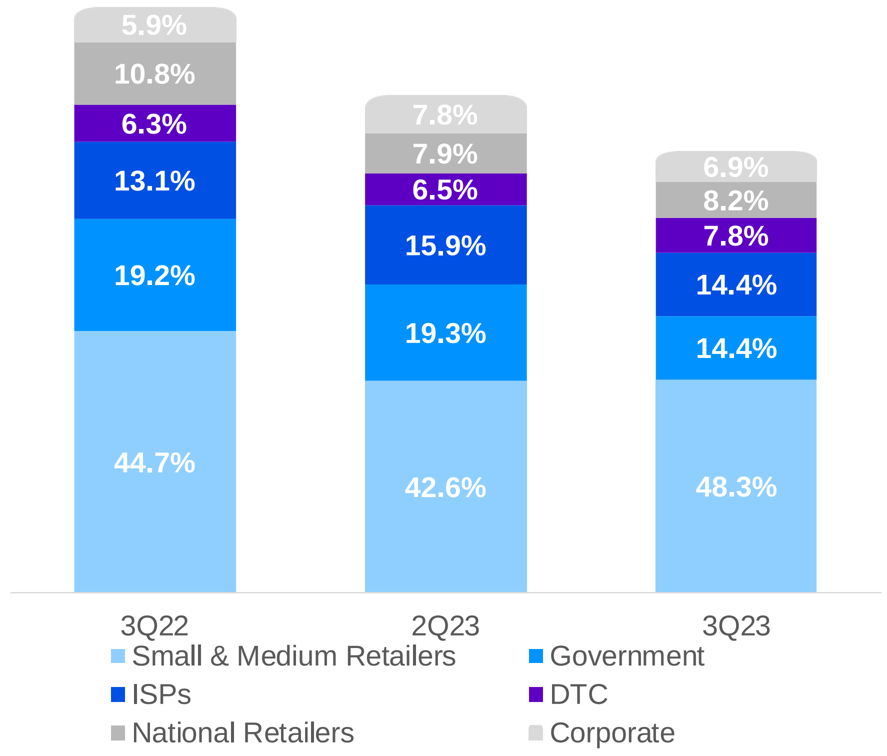
SOURCE AND COST BREAKDOWN



Note 1: Considering Net Debt / EBITDA of the last 12 months.

SALES BY CHANNEL 3Q23[1]

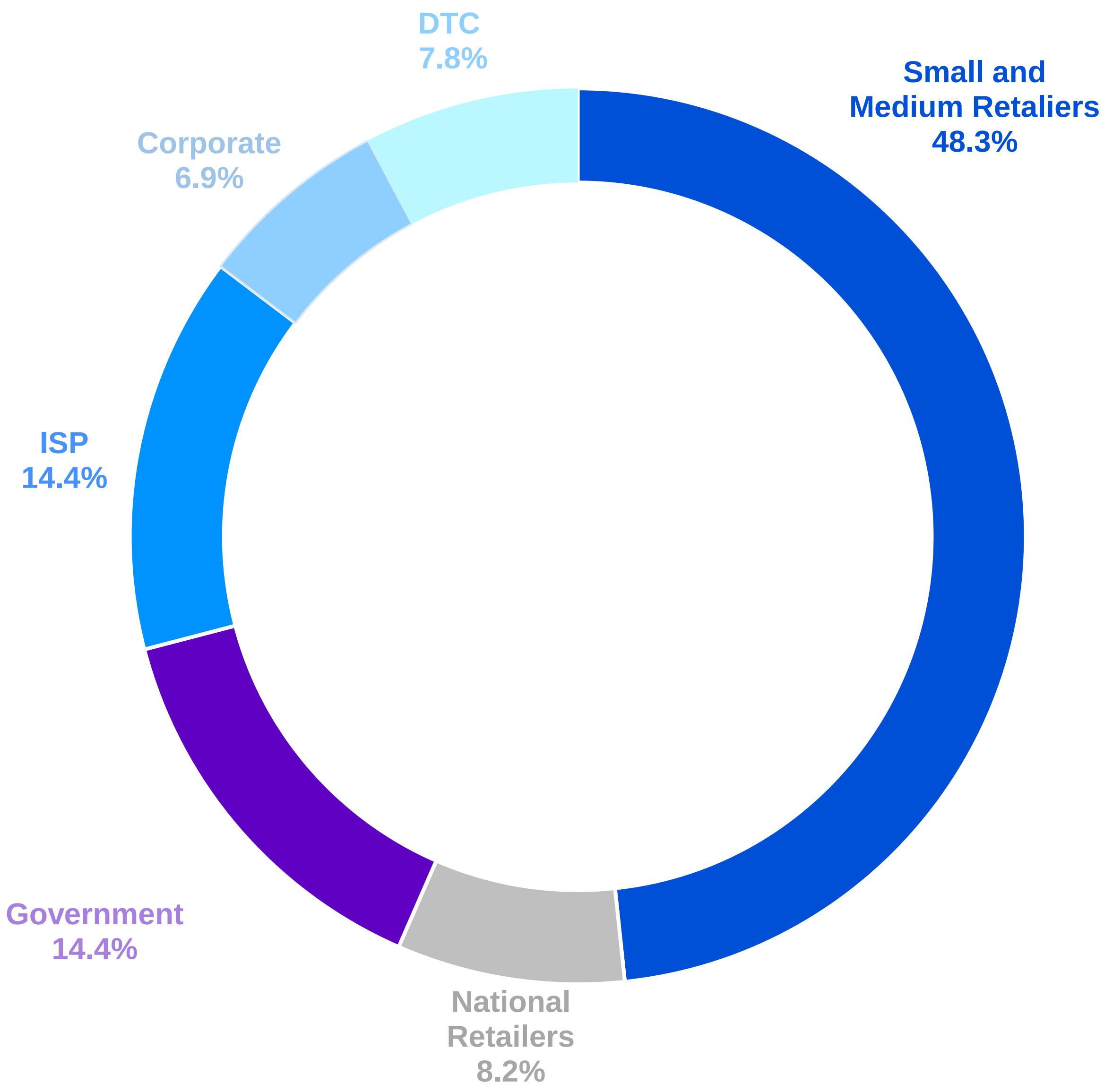
Sales Evolution by Channel[2]



	Δ% 3Q23 x 3Q22	Δ% 3Q23 x 2Q23
Small and Medium Retailers	-18.5%	0.6%
National Retailers	-42.4%	-7.7%
Government	-43.5%	-33.9%
ISP	-17.2%	-20.0%
Corporate	-12.0%	-20.8%
DTC	-7.4%	5.8%

Sales Breakdown by Channel

Top Families by Channel	% Channel	% Total
Small and Medium Retailers		
Screens & Video	18.6%	9.0%
Toys	9.8%	4.7%
Tablets & PCs	9.3%	4.5%
Telephony	8.6%	4.2%
Health Care	8.1%	3.9%
Others	45.6%	19.2%
National Retailers		
Screens & Video	39.3%	3.2%
Tablets & PCs	22.9%	1.9%
Telephony	13.1%	1.1%
Audio & Mobile Accessories	10.6%	0.9%
Others	14.1%	1.2%
Government		
Tablets & PCs	97.7%	14.1%
Others	2.3%	0.3%
ISP		
Networks	99.6%	14.3%
Others	0.4%	0.1%
Corporate		
Networks	60.7%	4.2%
OEM	28.0%	1.9%
Tablets & PCs	4.8%	0.3%
Others	6.5%	0.5%
DTC[3]		
Screens & Video	14.2%	1.1%
Drones & Cameras	13.8%	1.1%
Others	72.0%	5.6%



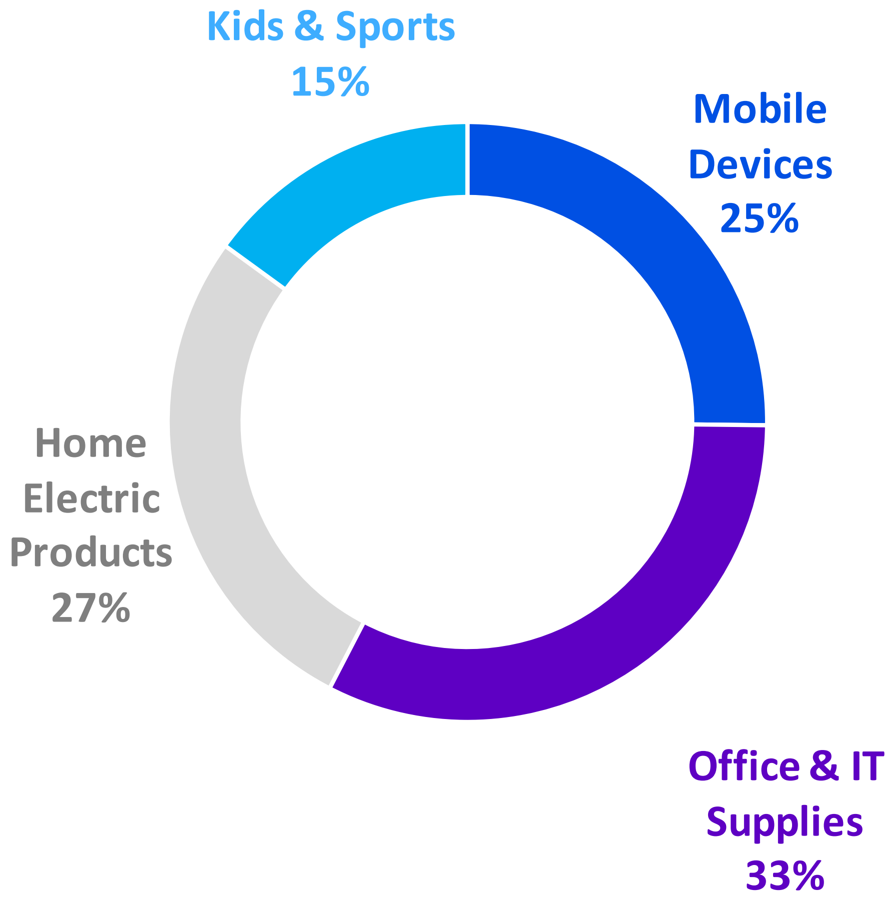
1. Unaudited managerial information.
2. The percentages shown in the chart indicate the share of each channel in the quarter, while the table shows the sequential sales variation by channel.
3. Direct sales to the end consumer including e-commerce, market-place and physical store.

SALES BREAKDOWN BY SEGMENT 3Q23

Operational Segments

The Company discloses selected audited accounting and unaudited management information, categorized into 4 major segments, as follows:

- **MOBILE DEVICES:** Tablets & PCs | Telephony
- **OFFICE & IT SUPPLIES:** Computer Accessories | OEM | Media & Pen Drives | Networks | Security | Smart Box | Stationery & Office
- **HOME ELECTRIC PRODUCTS:** Automotive | Small Appliances | Health Care | Audio & Mobile Accessories | Screens & Videos
- **KIDS & SPORTS:** Baby | Toys | Sports & Leisure | Pets | Wellness | Drones & Cameras | Gamer | Electric Mobility



R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	883,8	989,8	-10,7%	1.123,4	-21,3%
Mobile Devices	222,6	256,8	-13,3%	327,5	-32,0%
Office & IT Supplies	286,6	342,7	-16,4%	355,4	-19,4%
Home Electric Products	242,0	278,7	-13,2%	298,4	-18,9%
Kids & Sports	132,5	111,6	18,8%	142,1	-6,7%
Gross Profit	58,9	263,8	-77,7%	341,4	-82,8%
Mobile Devices	(104,8)	39,7	-	123,2	-
Office & IT Supplies	56,5	91,7	-38,3%	70,6	-20,0%
Home Electric Products	57,0	88,0	-35,2%	93,0	-38,7%
Kids & Sports	50,1	44,4	12,7%	54,6	-8,3%
Gross Margin (%)	*6,7%*	*26,7%*	*-20,0 p.p.*	*30,4%*	*-23,7 p.p.*
Mobile Devices	-47,1%	15,5%	*-62,5 p.p.*	37,6%	*-84,7 p.p.*
Office & IT Supplies	19,7%	26,8%	*-7,0 p.p.*	19,9%	*-0,1 p.p.*
Home Electric Products	23,6%	31,6%	*-8,0 p.p.*	31,2%	*-7,6 p.p.*
Kids & Sports	37,8%	39,8%	*-2,0 p.p.*	38,4%	*-0,7 p.p.*

Mobile Devices

OPERATIONAL SEGMENTS

Mobile Devices

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	222,6	256,8	-13,3%	327,5	-32,0%
Gross Profit	(104,8)	39,7	-	123,2	-
Gross Margin (%)	-47,1%	15,5%	*-62,5 p.p.*	37,6%	*-84,7 p.p.*

In 3Q23, the net revenue was R$222.6 million, a decrease of 32% compared to 3Q22 and 13.3% compared to 2Q23.

Gross profit was negative at R$104.8 million, contrasting with a profit of R$123.2 million in 3Q22 and reversing the profit of R$39.7 million from 2Q23. Gross margin was -47.1%, showing a significant deterioration of 84.7 percentage points compared with the 37.6% of 3Q22, and a decline of 62.5 percentage points compared to the 15.5% of 2Q23. The gross margin of mobile devices was impacted by the establishment of a provision for obsolescence of inventories in the order of R$49.1 million.

Highlights[1]

PCs & Tablets saw a sales reduction of 38.3% compared to the same period last year and 22.2% compared to 2Q23. Gross margin saw a significant decrease of 72.5 percentage points (p.p.) from 3Q22 and 47.9 p.p. from 2Q23. From a channel perspective, the government remains the most relevant channel for this product family, however, it showed a 34.7% sales reduction compared to 2Q23 due to postponed deliveries to the following year. Regional retail remains resilient, accounting for 20.6% of sales, followed by national retail with 8.9%.

Telephony sales decreased by 46.6% compared to 3Q22 and 21.2% compared to 2Q23. The gross margin was the most pressured within the company, dropping 143 p.p. compared to the same period last year and deteriorating by 123.6 p.p. from 2Q23.

In terms of channels, retail continues to be the most relevant, with regional retail representing 66.1% of the period's sales and national retail comprising 18% of participation. It is important to note that telephony sales in the retail channel suffered a 57.2% drop compared to the same quarter of the previous year due to the weak consumption that the category has been showing since 2022.

At the end of the period, the Company had R$603.7 million in inventory for this segment. Of this amount, **R$211.3 million, around 35%, are telephony products** for which a provision for obsolescence had been established throughout 2023, with a balance at the end of 3Q23 totaling R$61.6 million.

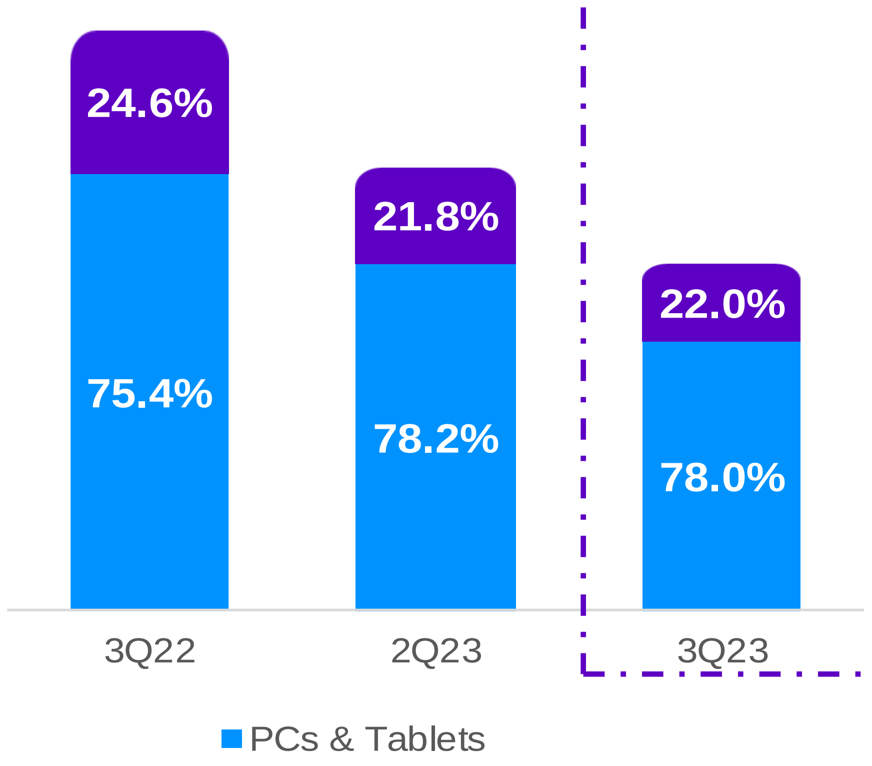
[1]Managerial information not audited and that do not consider cut-off effect among quarters.

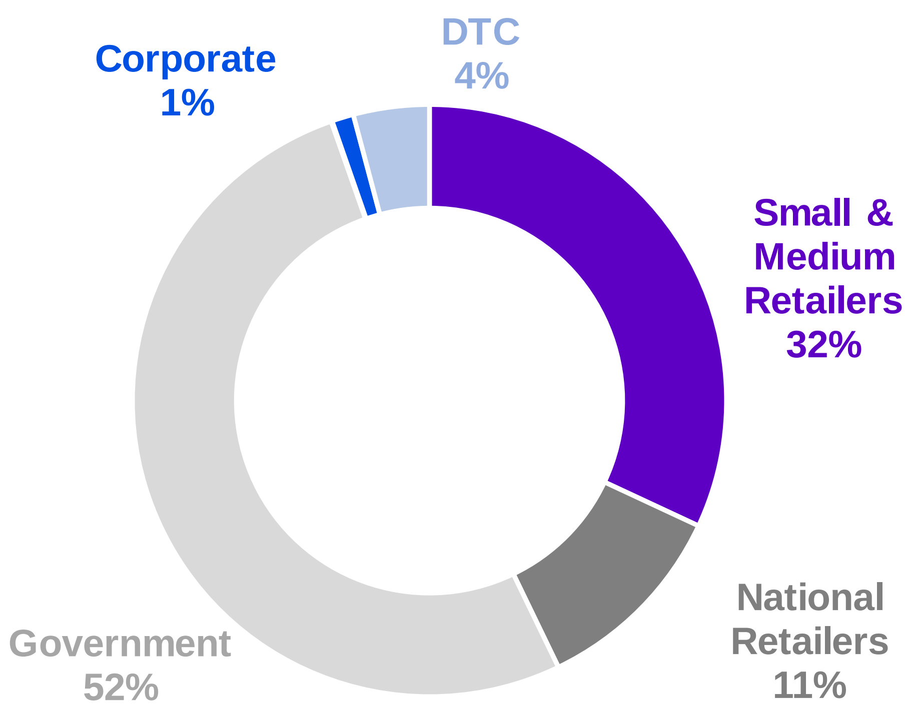
OPERATIONAL SEGMENTS

Sales by Family[1]

Mobile Devices	∆% 3Q23 vs. 2Q23	∆% 3Q23 vs. 3Q22
PCs & Tablets	-22.2%	-38.3%
Telephony	-21.2%	-46.6%

Breakdown by Family and Channel[1]





[1]Managerial information not audited and that do not consider cut-off effect among quarters.

Office &
IT Supplies

OPERATIONAL SEGMENTS

Office & IT Supplies

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	286.6	342.7	-16.4%	355.4	-19.4%
Gross Profit	56.5	91.7	-38.3%	70.6	-20.0%
Gross Margin (%)	19.7%	26.8%	*-7.0 p.p.*	19.9%	*-0.1 p.p.*

For the 3Q23, the net revenue was R$286.6 million, a decrease of 19.4% compared to 3Q22 and 16.4% compared to 2Q23.

Gross profit for the period was R$56.5 million, a reduction of 20.0% compared to 3Q22 and 38.3% from 2Q23. Gross margin was 19.7%, which remained virtually stable compared to the 19.9% of 3Q22.

Highlights[1]

In 3Q23, sales in the **Networks** family decreased by 20.2% from 2Q23 but saw an increase of 8.0% compared to 3Q22. This family is the largest in the segment, with a significant 66% share of sales. The gross margin for this family saw a reduction of 8.6 percentage points compared to 3Q22 and 18.1 percentage points from 2Q23.

Security, which accounts for 10% of the segment's sales, registered a drop of 36.0% compared to 2Q23 and a decrease of 21.0% compared to 3Q22. In terms of gross margin, there was a deterioration of 5.9 percentage points from 3Q22 and 3.6 percentage points from 2Q23.

PC Accessories sales fell 32.0% from 2Q23 and decreased by 60.1% compared to 3Q22, making up 7% of the segment's sales. The gross margin remained stable this quarter, with a positive variation of 0.9 percentage points compared to the same period last year and a decrease of 1.1 percentage points from 2Q23.

For **OEM**, which, like PC Accessories, accounted for 7% of the segment, there was a decrease of 13.3% in sales compared to 2Q23 and a drop of 37.8% from 3Q22.

Media sales decreased slightly by 2.1% from 2Q23 but had a more significant reduction of 33.0% compared to 3Q22, accounting for 6% of the segment's sales.

Stationery & Office experienced a moderate reduction of 7.7% from the previous quarter and a more pronounced decrease of 28.5% from the same period last year, contributing to 3% of the Office & IT Supplies sales.

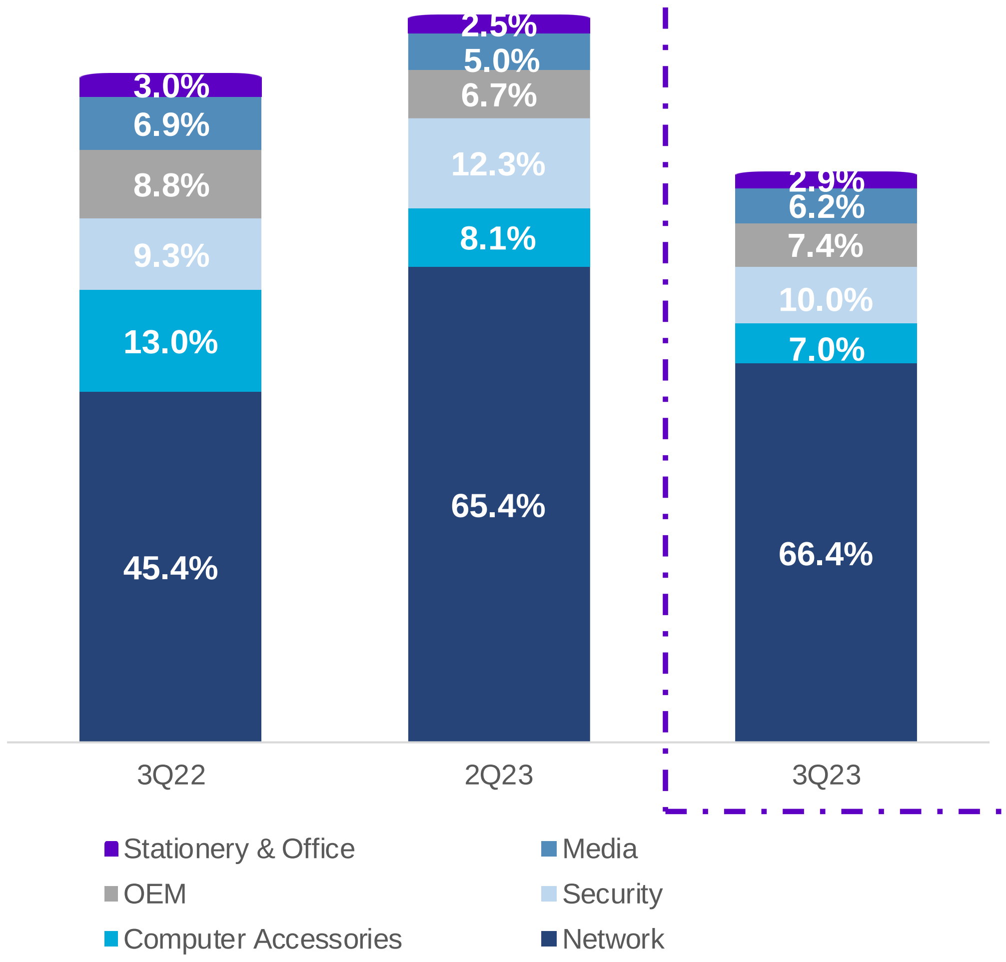
[1]Managerial information not audited and that do not consider cut-off effect among quarters.

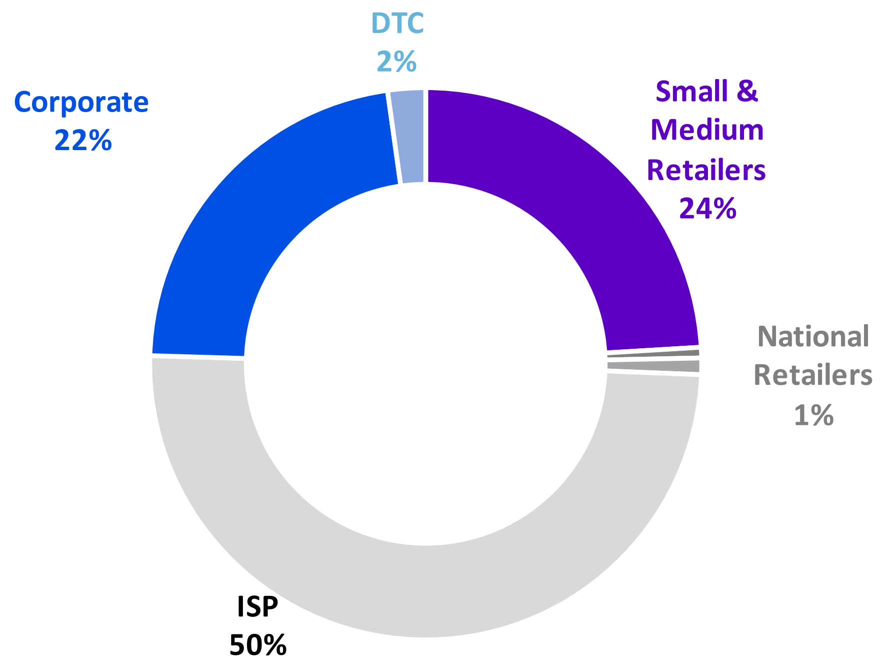
OPERATIONAL SEGMENTS

Sales by Family[1]

Office & IT Supplies	∆% 3Q23 vs. 2Q23	∆% 3Q23 vs. 3Q22
Computer Accessories	-32.0%	-60.1%
Media	-2.1%	-33.0%
OEM	-13.3%	-37.8%
Stationery & Office	-7.7%	-28.5%
Network	-20.2%	8.0%
Security	-36.0%	-21.0%

Breakdown by Family and Channel[1]





[1]Managerial information not audited and that do not consider cut-off effect among quarters.

Home Electric Products

OPERATIONAL SEGMENTS

Home Electric Products

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	242.0	278.7	-13.2%	298.4	-18.9%
Gross Profit	57.0	88.0	-35.2%	93.0	-38.7%
Gross Margin (%)	23.6%	31.6%	*-8.0 p.p.*	31.2%	*-7.6 p.p.*

In 3Q23, the net revenue was R$242 million, a decrease of 18.9% compared to 3Q22, and a decline of 13.2% from 2Q23.

Gross profit amounted to R$57 million, marking a significant reduction in comparison to both reference periods. Gross margin experienced reductions of 7.6 percentage points compared to 3Q22 and 8 percentage points from 2Q23, reaching 23.6%.

Highlights[1]

For **Audio & Mobile Accessories**, there was a sales decrease of 5.8% compared to 2Q23 and a more significant drop of 12.8% against 3Q22.

The **Automotive** segment experienced a 27.5% decrease from the previous quarter and a substantial 68.4% decline compared to the same quarter last year.

Small Appliances also faced a sales decrease of 25.5% compared to 2Q23, with a close to 24.8% fall from 3Q22, making up 16.8% of the segment's sales. The gross margin for the period showed an increase of 6.8 percentage points compared to 3Q22, but a reduction of 7.9 percentage points from 2Q23.

Health Care recorded a 30.7% decrease in sales compared to 2Q23 and a 24.1% drop from 3Q22, accounting for 17% of the segment's sales. The gross margin saw a decline of 5.4 percentage points from 3Q22 and a substantial 21 percentage points from 2Q23.

In contrast to the aforementioned declines, the **Screens & Videos** family had a robust performance, with a sales increase of 31.8% over 2Q23 and a slight growth of 1.4% compared to 3Q22. The category has been continuously growing in participation, accounting for 47.7% of the segment's sales for the quarter. The gross margin was more pressured this period, with a reduction of 13.5 percentage points compared to 3Q22.

Electric Mobility showed a sales growth of 9.7% compared to 2Q23 and a significant increase of 107.6% against 3Q22. It's noteworthy that the company started operations of the Watts factory in Manaus this quarter, and the family's sales corresponded to 2.8% of the segment in 3Q23

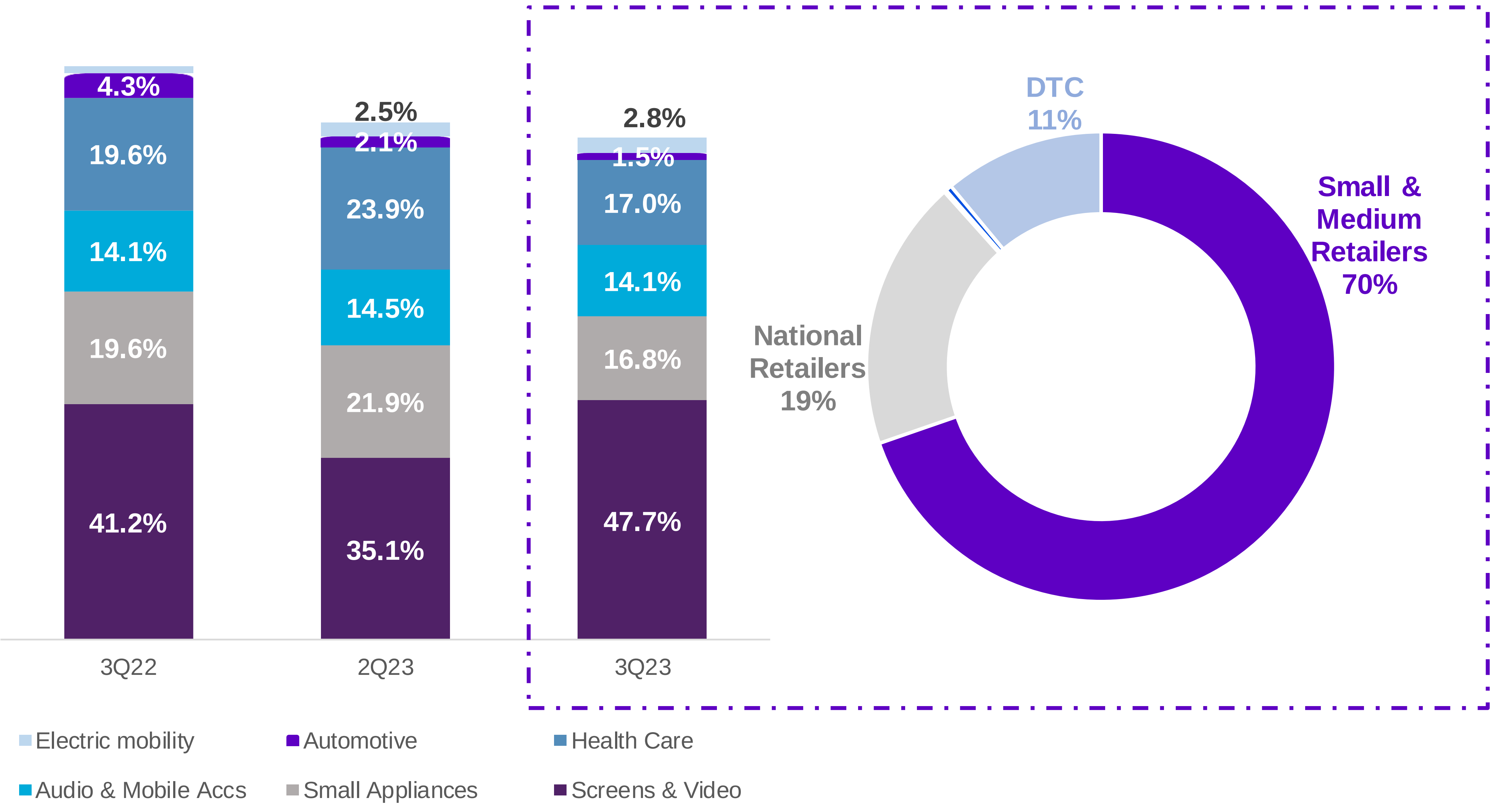
[1]Managerial information not audited and that do not consider cut-off effect among quarters.

OPERATIONAL SEGMENTS

Sales by Family[1]

Home Electric Products	∆% 3Q23 vs. 2Q23	∆% 3Q23 vs. 3Q22
Audio & Mobile Accs	-5.8%	-12.8%
Automotive	-27.5%	-68.4%
Small Appliances	-25.5%	-24.8%
Health Care	-30.7%	-24.1%
Screens & Video	31.8%	1.4%
Electric mobility	9.7%	107.6%

Breakdown by Family and Channel[1]



[1]Managerial information not audited and that do not consider cut-off effect among quarters.

Kids
& Sports

OPERATIONAL SEGMENTS

Kids & Sports

R$ Million	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	**132.5**	**111.6**	**18.8%**	**142.1**	**-6.7%**
Gross Profit	**50.1**	**44.4**	**12.7%**	**54.6**	**-8.3%**
Gross Margin (%)	**37.8%**	**39.8%**	***-2.0 p.p.***	**38.4%**	***-0.7 p.p.***

In 3Q23, the net revenue was R$132.5 million, indicating a 6.7% decrease compared to 3Q22, but an 18.8% growth from 2Q23.

Gross profit reached R$50.1 million, marking a decline of 8.3% against 3Q22 but an increase of 12.7% compared to 2Q23. Gross margin decreased by 0.7 percentage points relative to 3Q22, standing at 37.8%, and it went down by 2 percentage points from the previous quarter.

Highlights[1]

In 3Q23, the **Toys** category led the segment with 31.5% market share, and while it saw a slight sales decrease of 2.9% compared to 3Q22, it experienced significant growth of 143.1% relative to 2Q23. Gross margin increased by 12.6 p.p and 10.8 p.p compared to 3Q22 and 2Q23, respectively.

Baby products, holding a substantial 16.4% market share, saw a sales reduction of 38.5% compared to 3Q22 and 8.3% compared to 2Q23, primarily due to Fisher Price exiting certain product categories globally. The gross margin increased by 6.8 p.p compared to 3Q22 but decreased by 7.7 p.p sequentially.

Sports and Leisure family, with 5.7% market share, experienced a 75.0% reduction compared to 3Q22, but an important sales increase of 38.0% since 2Q23.

Drones and Cameras, continuing to gain importance with 19.9% of segment sales, had a sales increase of 11.4% compared to 2Q23.

The **Gamer** category, accounting for 4.7% of segment sales, saw a 12.0% increase since 2Q23. The company recently partnered with Razer to exclusively distribute some lines of its accessories in Brazil starting at the end of 3Q23.

The **Pet** family, maintaining a 14.3% market share, witnessed a sales growth of 4.3% compared to 3Q22 and 1.6% since 2Q23, reflecting a consistent demand for pet products.

Finally, **Wellness**, Multi's brand focused on solutions for gyms, with 7.5% market share, had a substantial sales increase of 45.2% compared to 3Q22 and 69.3% compared to 2Q23.

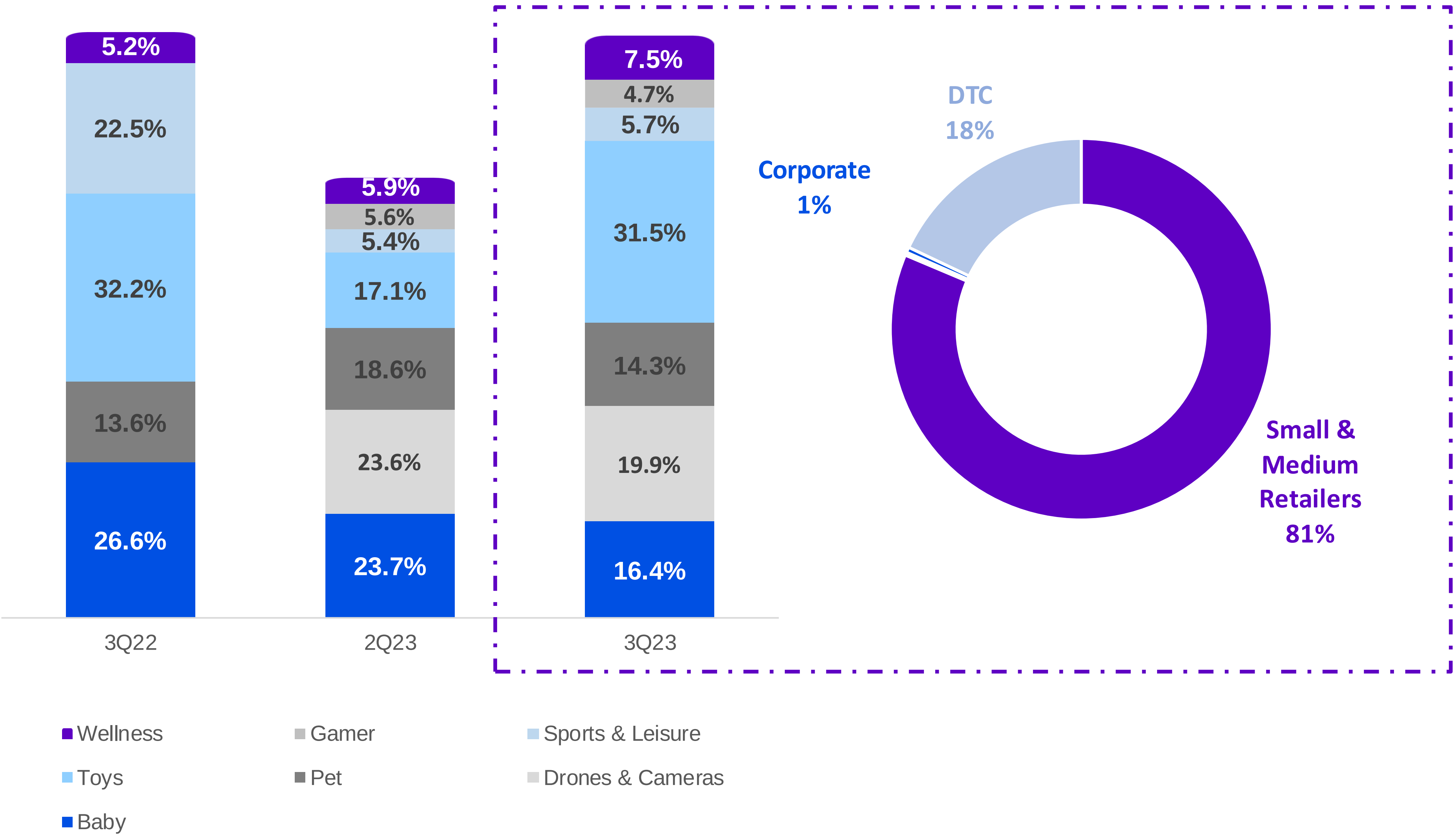
[1]Managerial information not audited and that do not consider cut-off effect among quarters.

OPERATIONAL SEGMENTS

Sales by Family[1]

Kids & Sports	∆% 3Q23 vs. 2Q23	∆% 3Q23 vs. 3Q22
Baby	-8.3%	-38.5%
Toys	143.1%	-2.9%
Sports & Leisure	38.0%	-75.0%
Gamer	12.0%	-
Drones & Cameras	11.4%	-
Pet	1.6%	4.3%
Wellness	69.3%	45.2%

Breakdown by Family and Channel[1]



[1]Managerial information not audited and that do not consider cut-off effect among quarters.

Annex

Balance Sheet (in R$ million)

Assets	3Q23	2Q23	∆%	3Q22	∆%
Current Assets					
Cash and Cash Equivalents	898.3	901.8	-0.4%	513.8	74.8%
Accounts Receivable	1,034.6	1,212.1	-14.6%	1,370.2	-24.5%
Inventories	2,029.3	2,500.3	-18.8%	3,122.5	-35.0%
Financial Instruments	0.0	0.0	-	9.7	-
Recoverable Taxes	443.4	573.1	-22.6%	492.9	-10.0%
Prepaid Expenses	8.2	7.2	13.5%	10.1	-18.6%
Other Assets	2.4	2.1	11.7%	0.6	317.0%
Total Current Assets	**4,416.2**	**5,196.6**	**-15.0%**	**5,519.7**	**-20.0%**
Non-Current Assets					
Defered Taxes	179.6	182.5	-1.6%	193.0	-7.0%
Recoverable Taxes	360.4	278.4	29.5%	403.6	-10.7%
Accounts Receivable	70.8	66.1	7.2%	49.4	43.4%
Judicial Deposits	60.1	80.0	-24.9%	91.6	-34.4%
Other Assets	117.1	121.0	-3.2%	114.8	2.0%
Investments Properties	5.0	5.0	-	5.0	-
Investments	118.2	100.6	17.4%	91.8	28.7%
Fixed assets	396.2	386.2	2.6%	315.3	25.6%
Intangible Assets	62.3	60.9	2.1%	61.7	1.0%
Right-of-use Assets	37.5	37.9	-1.1%	43.4	-13.7%
Total Non-Current Assets	**1,407.2**	**1,318.6**	**6.7%**	**1,372.4**	**2.5%**
Total Assets	**5,823.4**	**6,515.2**	**-10.6%**	**6,892.1**	**-15.5%**

Balance Sheet (in R$ million)

Liabilities	3Q23	2Q23	Δ%	3Q22	Δ%
Current Liabilities					
Loans and Financing	427.3	478.3	-10.7%	367.6	16.2%
Suppliers	514.3	676.3	-24.0%	873.1	-41.1%
Labor and Social Obligations	70.9	65.5	8.2%	66.5	6.6%
Tax Obligations	66.8	129.3	-48.4%	69.8	-4.4%
Advances from Customers	16.9	32.6	-48.1%	151.3	-88.8%
Financial Instruments	29.7	51.9	-42.7%	14.4	106.0%
Guaranteed Obligations	42.7	42.7	-	39.0	-
Lease Liability	14.0	12.1	15.9%	10.3	36.3%
Other Liabilities	98.5	100.4	-1.8%	58.4	68.7%
Total Current Liabilities	**1,281.2**	**1,589.2**	**-19.4%**	**1,650.5**	**-22.4%**
Non-Current Liabilities					
Loans and Financing	511.1	621.4	-17.7%	589.7	-13.3%
Tax Obligations	313.3	276.8	13.2%	233.5	34.2%
Labor and Social Obligations	17.4	17.6	-1.3%	9.0	93.7%
Provision for Legal Proceedings	103.3	164.7	-37.3%	103.4	-0.1%
Lease Liability	25.8	27.7	-6.9%	31.9	-19.0%
Financial Instruments	29.0	63.3	-54.1%	15.1	92.3%
Other Long-Term Liabilities	0.1	0.1	0.0%	0.3	-81.1%
Total Non-Current Liabilities	**1,000.0**	**1,171.6**	**-14.6%**	**982.9**	**1.7%**
Equity					
Capital Stock	1,713.4	1,713.4	-	1,713.4	0.0%
Cumulative translation adjustments	(0.0)	0.0	-	0.0	-
Expenses with Issuance of Shares	(58.3)	(58.3)	-	(58.3)	0.0%
Capital Reserves	975.4	975.4	-	975.4	0.0%
Legal Reserve	88.7	88.7	-	84.2	5.3%
Tax Incentives Reserve	1,201.2	1,201.2	0.0%	1,410.9	-14.9%
Treasury Shares Purchase Reserve	22.7	22.7	-	22.7	-
Reserve for Investments	119.7	119.7	-	119.7	0.0%
Treasury Shares	(9.2)	(9.2)	-	(9.2)	0.0%
Accumulated Income (Loss)	(511.3)	(299.1)	-	-	-
Total Equity	**3,542.2**	**3,754.5**	**-5.7%**	**4,258.8**	**-16.8%**
Total Liabilities and Equity	**5,823.4**	**6,515.2**	**-10.6%**	**6,892.1**	**-15.5%**

Income Statements (in R$ million)

	3Q23	2Q23	∆%	3Q22	∆%
Net Revenue	**883.8**	**989.8**	**-10.7%**	**1,123.4**	**-21.3%**
Cost of Goods Sold	**(824.9)**	**(726.0)**	**13.6%**	**(782.0)**	**5.5%**
Cost of Materials	(706.5)	(660.9)	6.9%	(722.8)	-2.3%
Personnel	(39.6)	(38.0)	4.3%	(43.3)	-8.5%
Depreciation/Amortization	(10.3)	(4.9)	107.7%	(7.5)	36.7%
Others	(68.6)	(22.1)	210.0%	(8.5)	711.0%
Gross Profit	**58.9**	**263.8**	**-77.7%**	**341.4**	**-82.8%**
Operating Revenues (Expenses)					
Selling Expenses	**(221.2)**	**(247.1)**	**-10.5%**	**(271.8)**	**-18.6%**
Commercial Expenses	(74.8)	(74.4)	0.5%	(76.9)	-2.8%
Distribution Expenses	(84.6)	(76.1)	11.2%	(82.7)	2.3%
Advertising and Marketing Expenses	(35.3)	(42.9)	-17.7%	(43.3)	-18.5%
After Sale Activities	(24.5)	(19.0)	28.8%	(36.9)	-33.5%
Research and Development	(10.8)	(26.0)	-58.6%	(30.5)	-64.7%
Allowance for Doubtful Accounts	8.7	(8.7)	-	(1.5)	-
General & Administrative	**(32.3)**	**(34.6)**	**-6.6%**	**(28.8)**	**11.9%**
Personnel	(10.4)	(11.3)	-8.3%	(10.2)	1.9%
Professional Services	(5.2)	(5.7)	-7.8%	(6.3)	-17.6%
Communications	(0.4)	(0.4)	-4.8%	(2.2)	-81.2%
Technology and Communications	(7.4)	(9.4)	-21.4%	(8.1)	-8.9%
Rents, Insurance, Travel, Others	(8.9)	(7.8)	14.5%	(2.0)	338.3%
Other Operating Revenues (Expenses)	**56.8**	**41.4**	**37.3%**	**68.2**	**-16.7%**
Operating Profit	**(137.9)**	**23.6**	**-**	**108.9**	**-**
Interest Income	**107.8**	**41.9**	**157.4%**	**95.9**	**12.4%**
Interest Expense	**(116.7)**	**(97.6)**	**19.6%**	**(88.3)**	**32.2%**
FX Variation, Net	**(77.2)**	**70.9**	**-**	**(41.6)**	**85.7%**
Profit Before Taxes	**(224.0)**	**38.8**	**-**	**75.0**	**-**
Current Income Taxes	**14.6**	**(0.0)**	**-**	**(13.6)**	**-**
Deferred Income Taxes	**-2.9**	**4.7**	**-**	**7.2**	**-**
Net Income	**(212.2)**	**43.5**	**-**	**68.5**	**-**
EPS (in R$)	**-0.26**	**0.1**	**-**	**0.08**	**-**

Cash Flow Statements (in R$ million)

	3Q23	2Q23	∆%	3Q22	∆%
Cash Flow from Operating Activity					
Income (Loss) for the Period	**(212,2)**	**43,5**	**-**	**68,6**	**-**
Adjustments to Operational Activities:					
Deferred Income Tax and Social Contribution	2,9	(4,6)	-	(7,2)	-
Depreciation and Amortization	21,6	13,5	60,5%	14,9	45,2%
Write-Off of Property, Plant and Equipment and Intangible Assets	0,4	0,0	-	0,0	-
Unrealized FX Change	58,9	(20,1)	-	11,8	398,6%
Net Interest Expenses	16,4	19,0	-13,7%	11,6	41,8%
Adjustment to Present Value of Receivables	2,0	3,9	-47,6%	4,4	-54,1%
Estimated Loss with Doubtful Accounts	4,5	6,9	-34,2%	0,5	857,0%
Estimates for Customer Expenses and Rebates	41,5	32,5	27,6%	4,9	751,4%
Estimated Impairment Loss for the Inventory	53,0	(14,7)	-	37,2	42,6%
Provisions for Civil and Tax Legal Risks	(61,5)	(2,5)	2369,2%	2,9	-
Provisions for Guarantees	0,0	0,0	-	0,0	-
Financial Credit	(38,8)	(68,5)	-43,3%	(67,9)	-42,9%
Financial Results with Precatories	(1,9)	(6,9)	-71,9%	(0,5)	254,7%
Investments Funds Fair Value	(3,0)	(1,5)	98,2%	0,2	-
Other Non-Cash Transactions	(14,6)	54,8	-	1,5	-
	(130,7)	**55,3**	**-**	**82,7**	**-**
Equity Changes					
Receivables	124,6	(152,9)	-	11,1	-
Inventories	417,9	201,2	107,7%	(450,1)	-
Tax Credits	101,0	76,4	32,2%	8,0	-
Other Assets	24,5	20,9	17,0%	(6,5)	-
Suppliers	(194,1)	(84,3)	130,4%	200,4	-
Tax Obligations	(26,0)	72,7	-	(1,7)	-
Payables	(12,4)	19,5	-	16,5	-
Financial Instrument for FX Protection	(41,9)	0,0	-	(35,1)	-
Income Tax and Social Contribution Paid	(14,6)	0,0	-	(15,5)	-5,9%
	379,1	**153,6**	**146,8%**	**(272,9)**	**-**
Net Cash from/(used in) Operating Activities	**248,4**	**208,9**	**18,9%**	**(190,2)**	**-**
0,0					
Acquisition of Property, Plant and Equipment	(24,7)	(32,6)	-24,3%	(15,3)	61,8%
Watts Business Combination	0,0	0,0	-	(0,0)	-
Acquisition of Intangible Assets	(3,3)	(0,0)	6863,8%	(0,4)	777,5%
Loan Agreement convertible into equity interest Watch TV	0,0	0,0	-	(4,2)	-
Investments in Other Funds	(14,5)	(7,5)	93,3%	(10,0)	45,0%
Net Cash Used in Investing Activities	**(42,5)**	**(40,2)**	**6932,9%**	**(29,9)**	**884,2%**
Cash Flow from Financing Activities					
Funds from Loans and Financing	(2,8)	4,3	-	516,1	-
Payments - Loans and Financing	(176,7)	(137,0)	29,0%	(250,8)	-29,6%
Interests Paid on Loans and Financing	(25,1)	(22,5)	11,5%	(6,6)	280,4%
Lease Liability Payments	(4,8)	(4,2)	15,3%	(5,7)	-15,2%
Net Cash Used in Financing Activities	**(209,5)**	**(159,4)**	**31,4%**	**252,9**	**-**
Cash and Cash Equivalents at the Start of the Period	901,8	892,4	1,0%	481,0	87,5%
Cash and Cash Equivalents at the End of the Period	898,3	901,8	-0,4%	513,8	74,8%
Net Increase/(Decrease) in Cash and Cash Equivalents	**(3,5)**	**9,4**	**-**	**32,8**	**-**

DISCLAIMER

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

Such expectations are subject to risks and uncertainties, as they are dependent on changes in the market and in the overall economic performance of the country, the sector and the international market, the price product and competitiveness of products, the acceptance of products by the market, exchange rate fluctuations, of supply and production difficulties, among other risks, being, therefore, subject to significant changes, not constituting guarantees of performance.