

grupoMulti

Earnings Presentation 1Q25

05 08 2025

1Q25 Highlights

Net Revenue

R\$ **763.8**
million

+4.5%

vs. 1Q24

Gross Margin

23.7%

+1.2 p.p.

vs. 1Q24

EBITDA

R\$ **5.5**
million

+R\$ 32.8
million

vs. 1Q24

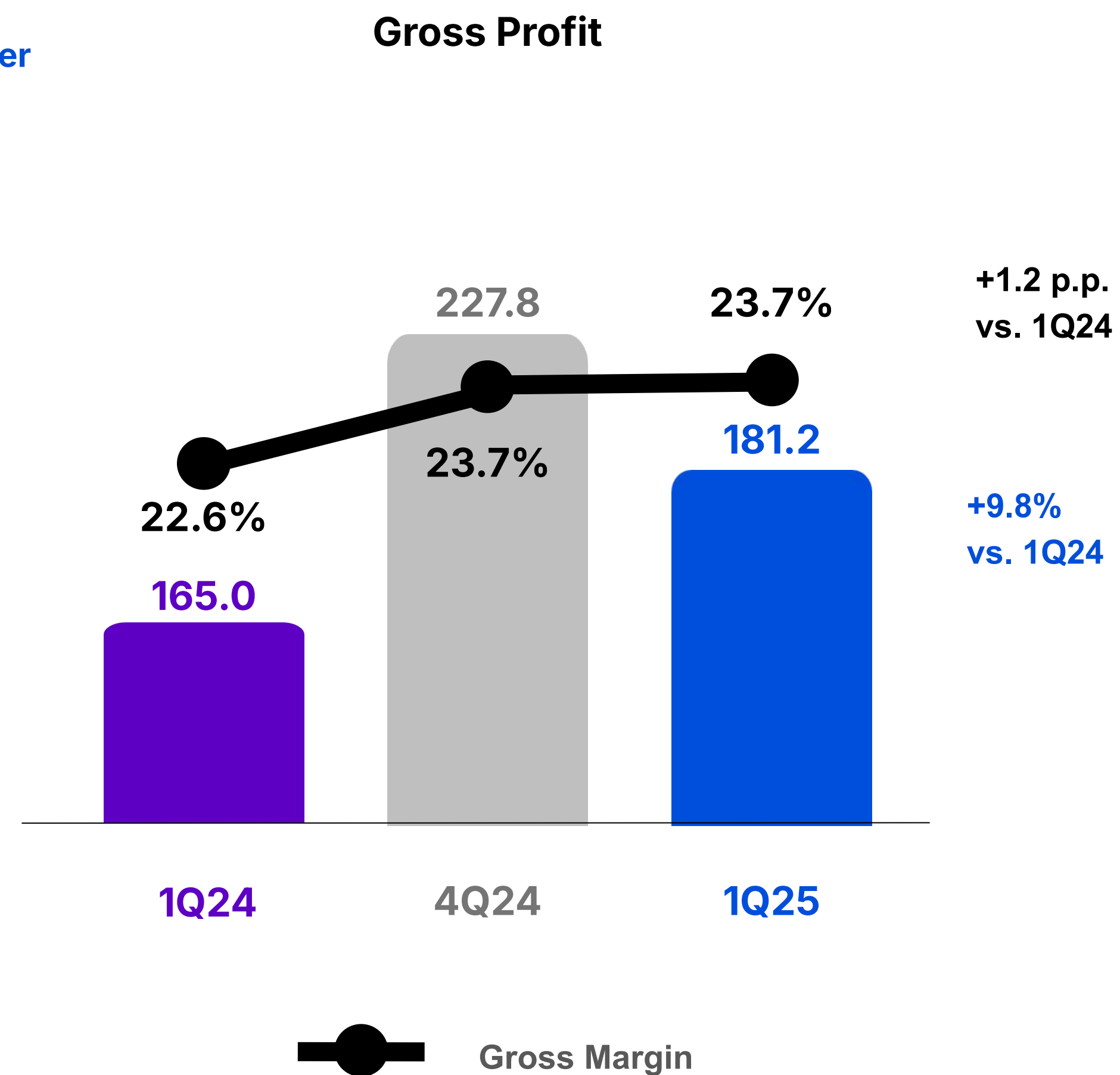
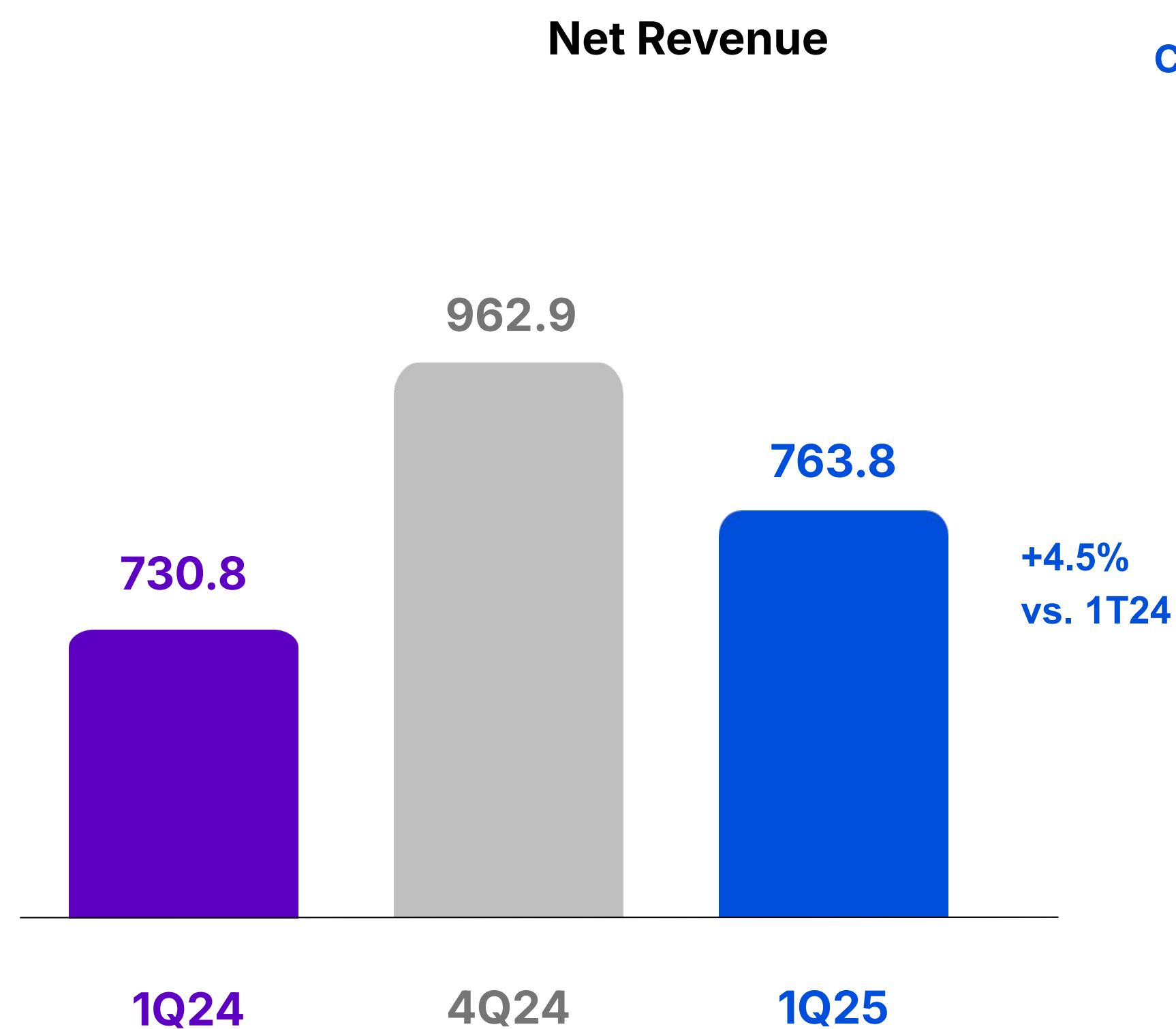
Net Revenue

R\$ **64.6**
million

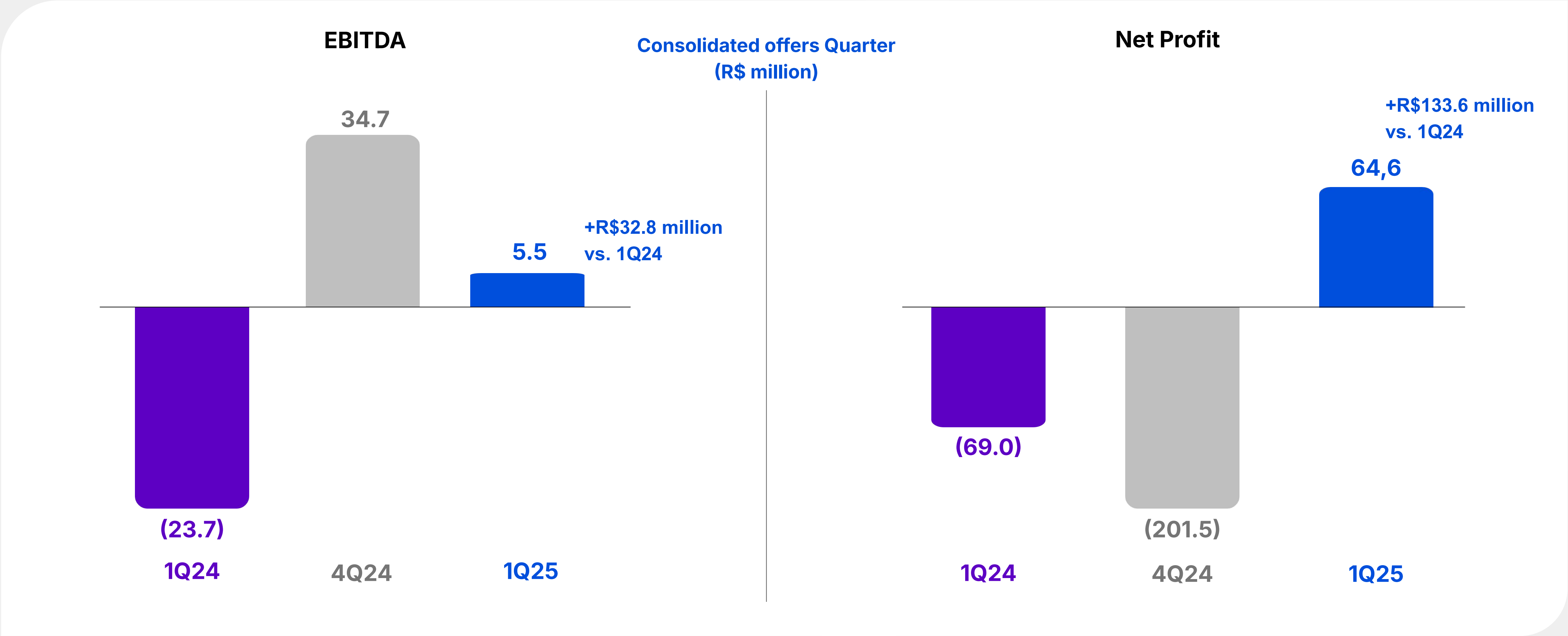
+R\$ 133.6
million

vs. 1Q24

Net Revenue, Gross Profit and Gross Margin



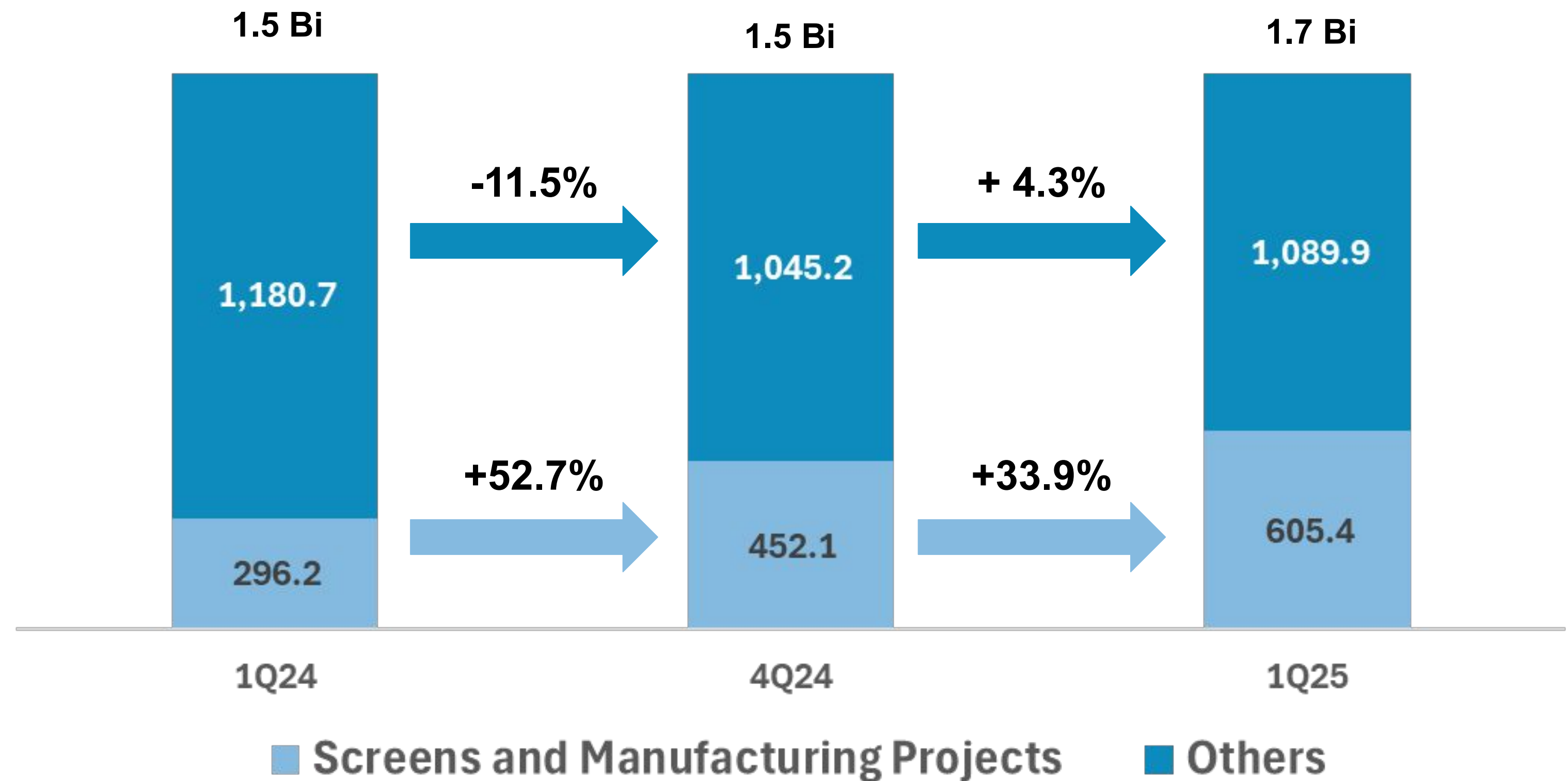
EBITDA and Net Profit





Inventories

in house and on board (R\$ million)

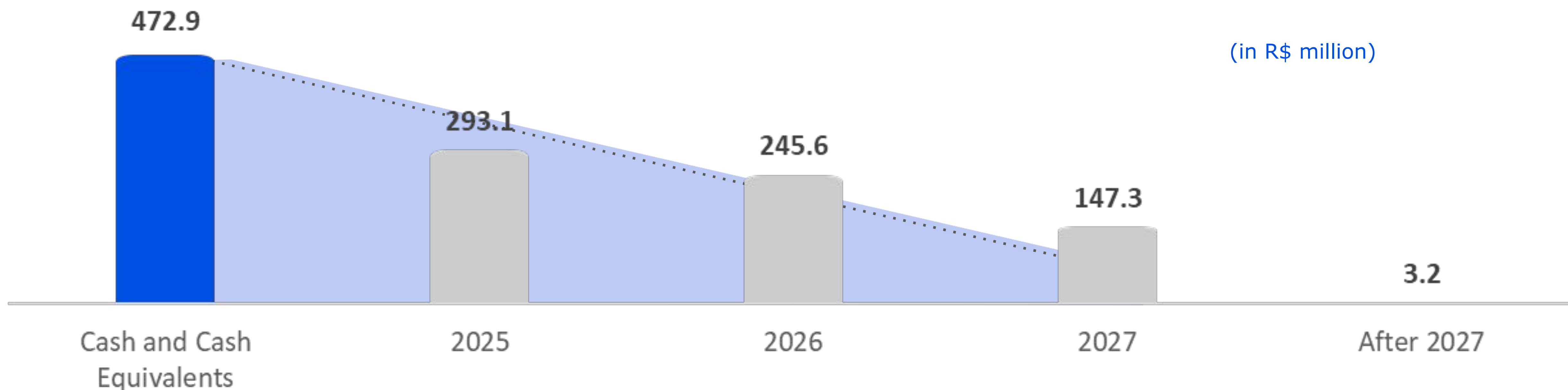


Increase in inventories, mostly Screens and Manufacturing Projects.

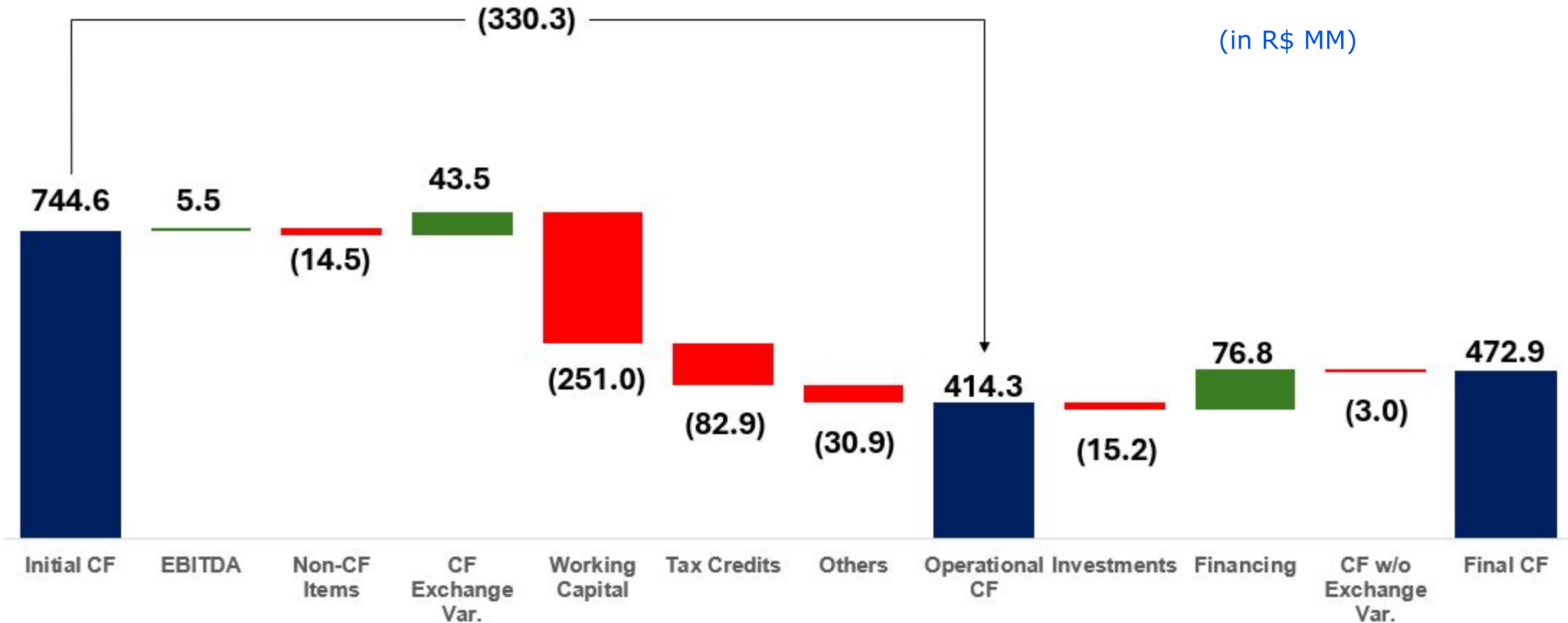
Anticipating purchases of screens (drought at the Amazon River), ramp-up of the new Oppo business and **purchase's discipline for other products**

Debt Amortization Schedule

We close **1Q25** with **R\$472.9 MM** in **cash and cash equivalents** and a **net debt** of **R\$216.3 MM**. The cash balance is **enough to cover the short-term loans and financing** of the Company, which represent 65.1% of the total amount due.



Cash Flow

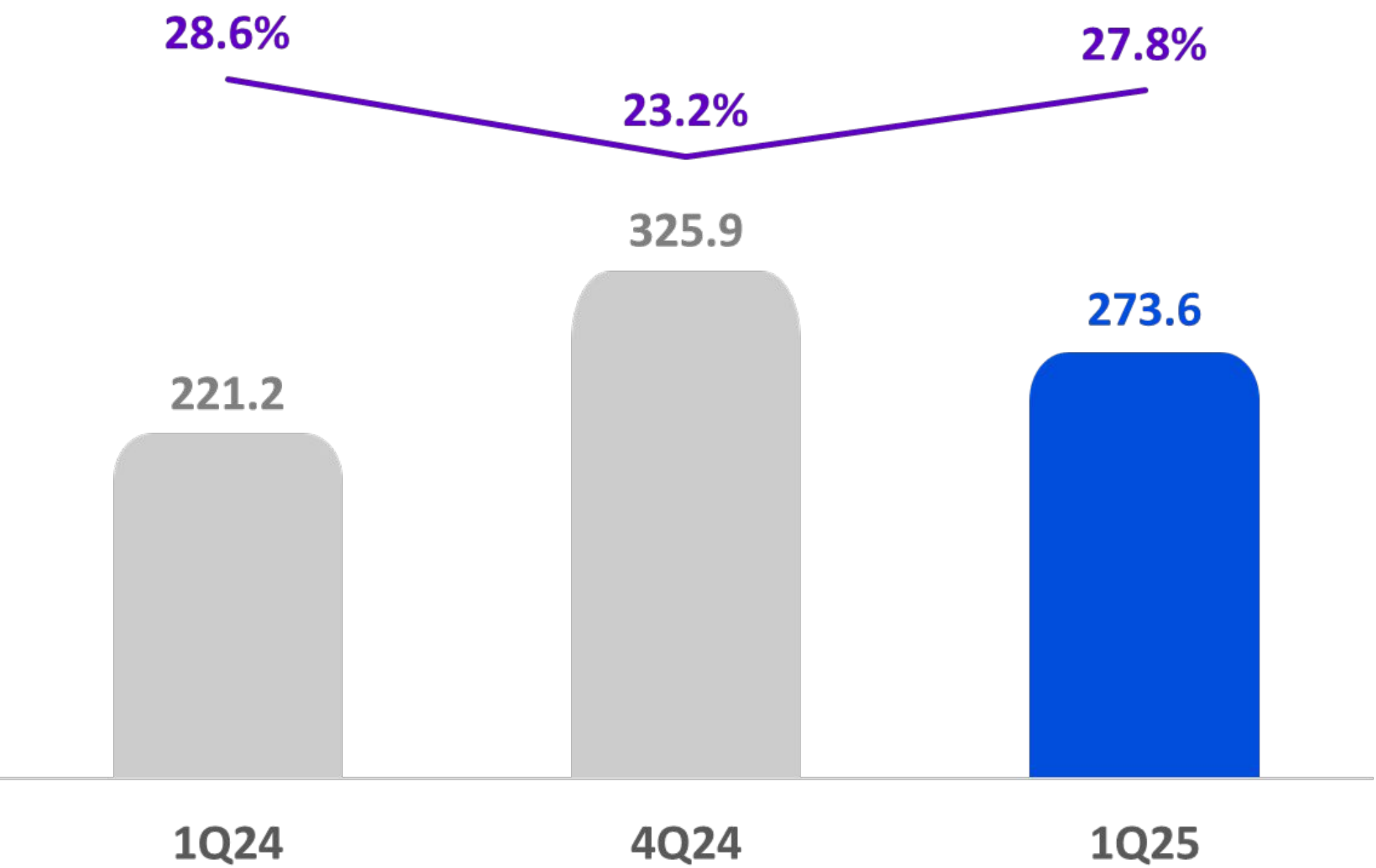


- **Operational Cash Flow consumption** due to payment for purchases made in 3Q24 and **accumulation of Tax Credits** due to the increase in inventory.

Home Electric Products

Net Revenue evolution and Gross Margin

Consolidated by Quarter
(R\$ million and %)



+24.9%

Net Revenue of current
business¹ on 1Q25 vs. 1Q24

- Revenue growth compared to the same period of the previous year.
- Margin expansion in Multi product families' vs. 4Q24.

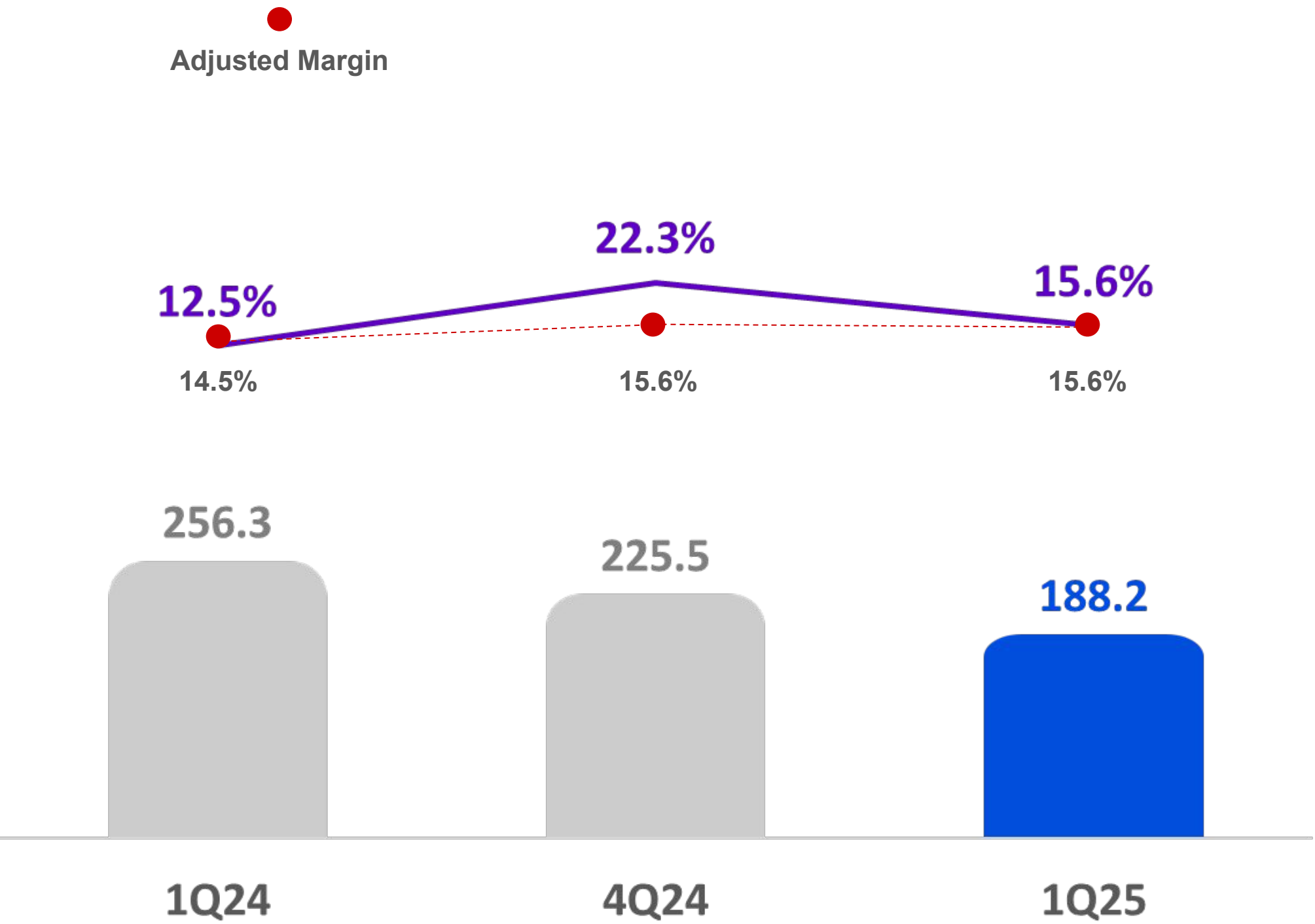
Note: Does not consider discontinued products¹



Office & IT Supplies

Net Revenue evolution and Gross Margin

Consolidated by Quarter
(R\$ million and %)



- Networks
- Computer Accessories
- OEM
- Media and Pen Drive
- Gamer

-24.4%

Net Revenue of current
business¹ on 1Q25 vs. 1Q24

- **Networks** impacted by anticipated sales in 4Q24 due to the risks of drought in Manaus (AM) and exchange rate volatility at the end of last year.
- Margin in line with 4Q24 adjusted by specific negotiations with the **Networks** supplier in 4Q24.

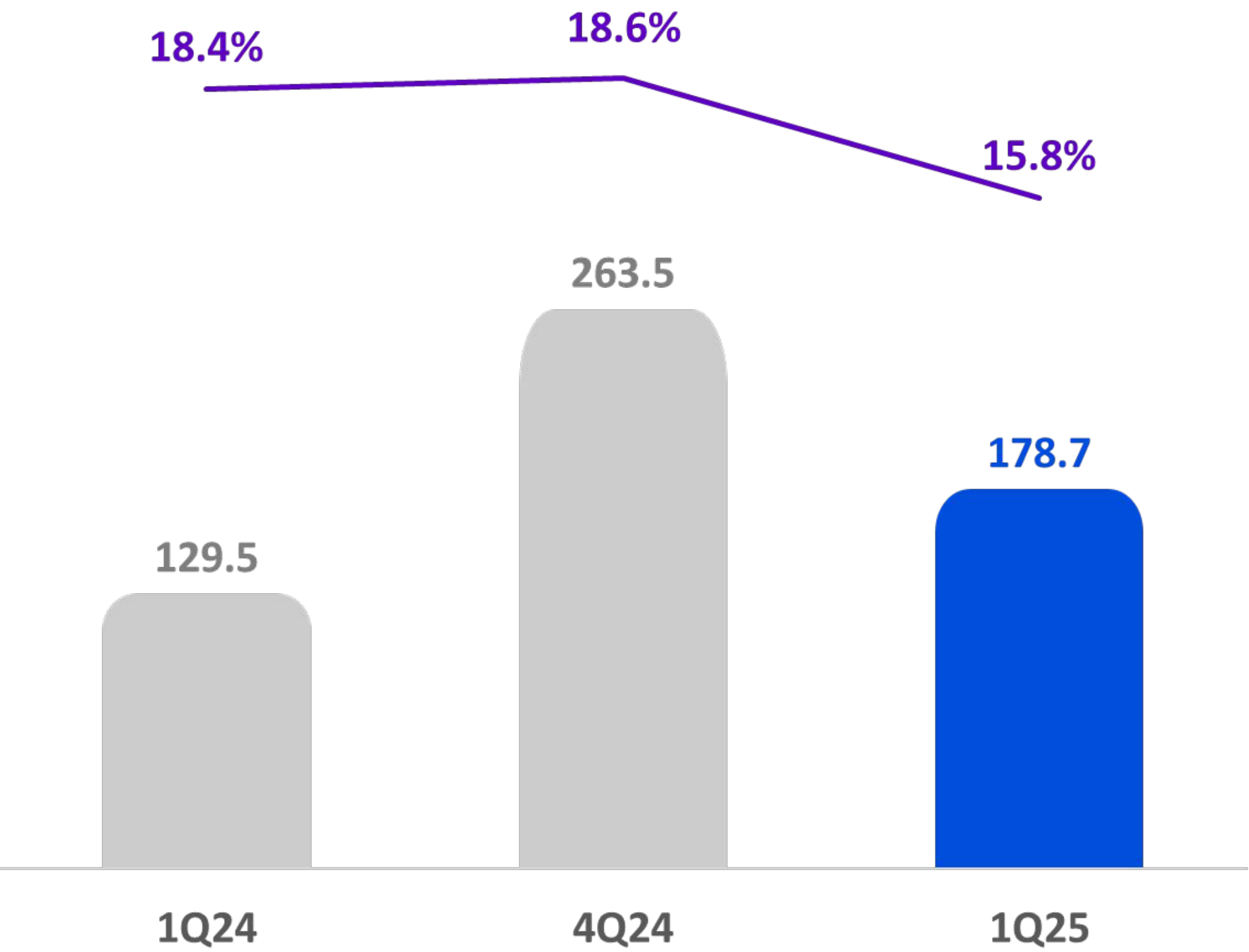
Note: Does not consider discontinued products¹



Mobile Devices

Net Revenue evolution and Gross Margin

Consolidated by Quarter
(R\$ million and %)

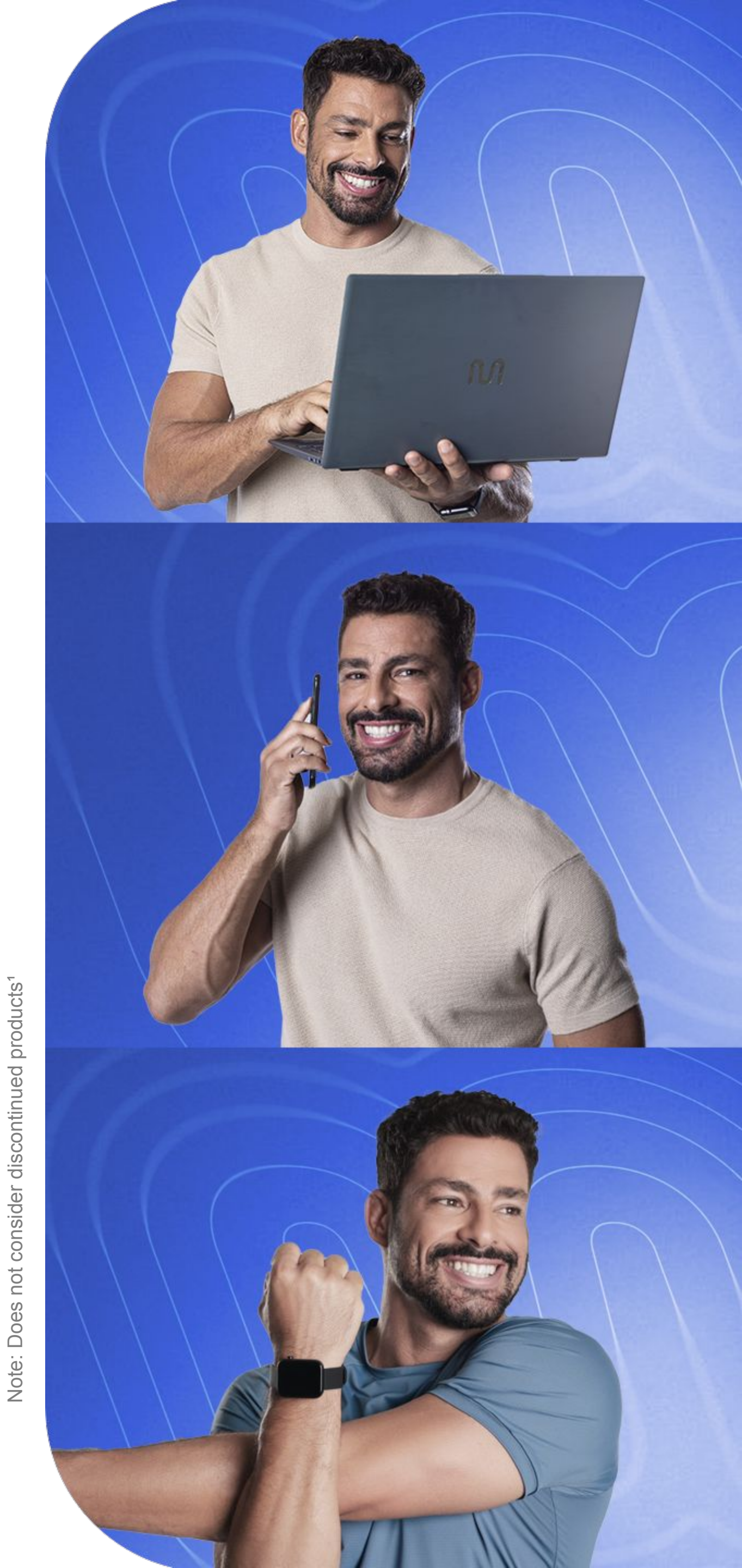


• Telephony • Tablets • PCs

+79.7%

Net Revenue of current
business¹ on 1Q25 vs. 1Q24

- Margin decrease due to the mix of manufacturing projects.

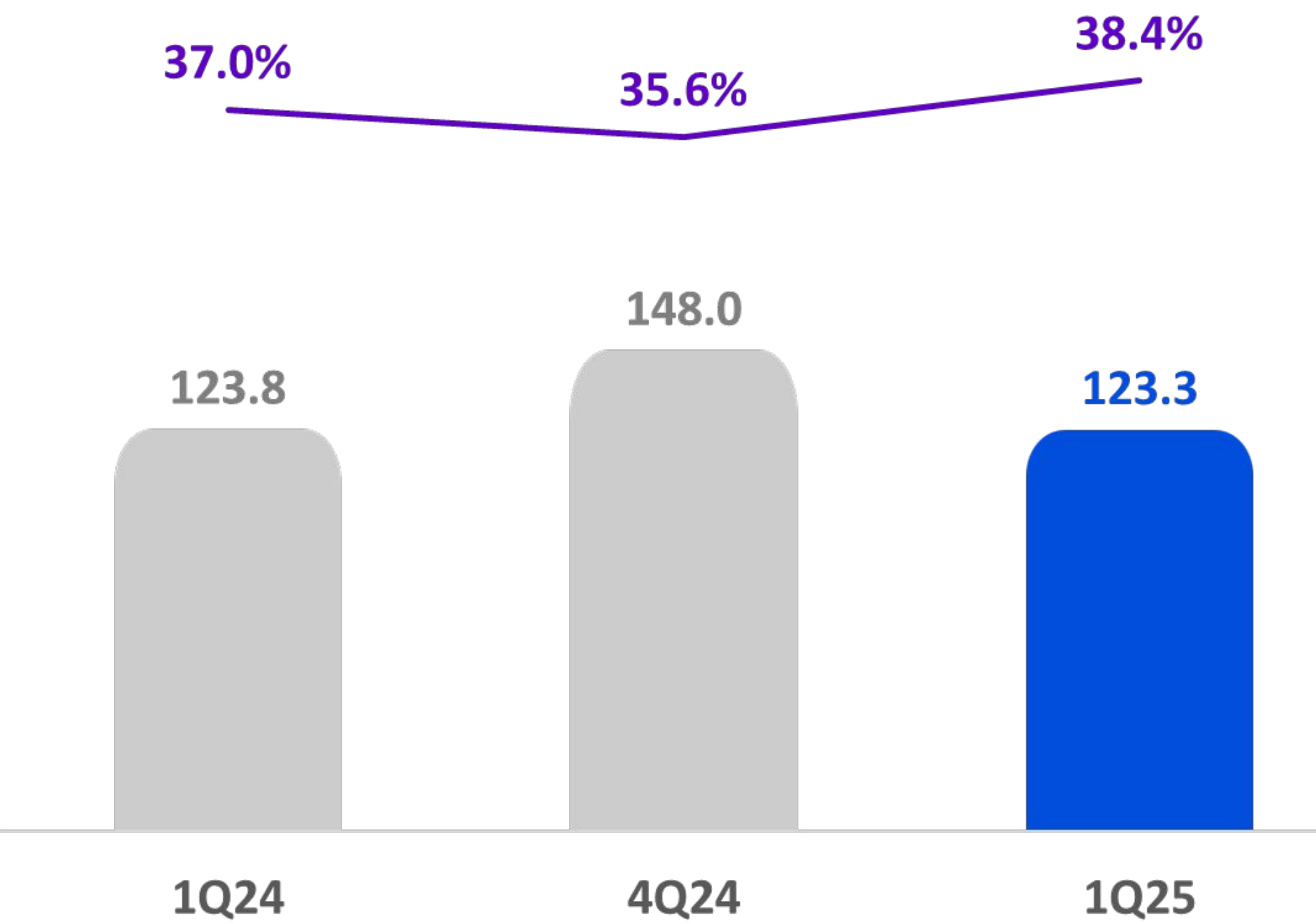


Note: Does not consider discontinued products¹

Kids & Mobility

Net Revenue evolution and Gross Margin

Consolidated by Quarter
(R\$ million and %)



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

+3.4%

Net Revenue of current
business¹ on 1Q25 vs. 1Q24

- **Drones & Cameras**
with consistent growth.
- Margin improvement in
most families in the
quarterly comparison.



Note: Does not consider discontinued products¹

Ongoing initiatives



Operational Efficiency

- Review of operational expenses
- Reduction of general and administrative expenses



Working Capital Optimization

- Inventory review (reduction in coverage and restrictions on shipments and purchases)
- Review of SKUs with lower turnover and margin.
- Assessment of funding alternatives (e.g. FIDC)

MLAS

B3 LISTED NM

Richard Ku
CFO and IRO

IR Team :
Fernando Nunes
Rafael Byrro



Email: ri@grupomulti.com.br
Website: <http://ri.multilaser.com.br>



IR WEBSITE

<http://ri.multilaser.com.br>



GOVERNMENT WEBSITE

<https://governo.grupomulti.com.br>



E-COMMERCE

<https://multi.com.vc>

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Such expectations are subject to risks and uncertainties, as 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, strengthening and production difficulties, among other risks, and are therefore subject to significant changes and do not constitute guarantees of performance.

