

GRUPO MULTI 3Q24
R\$199.3 MILLION GROSS PROFIT,
24.6% MARGIN AND R\$4.2 MILLION

São Paulo, November 13th, 2024 – Grupo Multi S.A. (B3: MLAS3) today announces its results for the 3rd quarter of 2024. The accounting information was prepared in accordance with the accounting practices adopted in Brazil, which comprise the rules of the Brazilian Securities and Exchange Commission (CVM), the technical guidelines and interpretations of the Accounting Pronouncements Committee (CPC) and are in accordance with the international accounting standard IFRS (*International Financial Reporting Standards*), as well as the Federal Accounting Council (CFC).

3Q24 Highlights

Continued Portfolio Revenue

R\$759.6M, +3.2% vs. 2Q24 and -6.4% vs. 3Q23, even impacted by the increase in container transit time from Asia.

Gross profit

R\$199.3M, +R\$5.0M vs. 2Q24 and **+R\$140.6M** vs. 3Q23, with resumption of margins.

Gross Margin

24.6%, +2.1 p.p. vs. 2Q24 and **+65 p.p.** vs. 3Q23, with a strong recovery in the Office & IT Supplies segment.

EBITDA

R\$4.2M in 3Q24

Second consecutive quarter of positive result.

Net Income

R\$1.5M, + R\$53M vs. 2Q24 and +R\$213.7M vs. 3Q24, as a result of the increase in gross profit and the exchange rate effect on financial revenue.

Product inventories in discontinuation

1.4% of total inventory, -0.8 p.p. vs. 2Q24 and -5.3 p.p. vs. 4Q23, as a result of sales and inventory renewal actions.



A MESSAGE FROM THE CEO

"Don't book that cat tongue as an expense!"

After a sequence of challenging quarters, we celebrated an important moment: our first positive net income since 2Q23 — or, for the most demanding, since 3Q22, if we discount extemporaneous factors. During the board meeting, one of our board members, overcome with optimism, arrived with two boxes of cat tongue chocolate to celebrate. Already hardened and always cautious, I joked: "Bro, don't book this in Multi's expense, this chocolate can turn our net profit back to loss!".

The laughter was general, but the message was clear: despite the victory, our profit is still modest. A profit is a profit, so I ate some tablets with the certainty that, finally, we are on the right track. Perhaps even more than seeing the profit there in the last line of the income statement, an encouraging point was to see that, despite the high freight rates and challenging exchange rate, we took another step in the long march towards the recovery of gross margin. It would be cowardly to compare with the same period in 2023, when we had only 6.7% gross margin, but, even when compared to the 2nd quarter of 2024, the evolution was solid, from 22% to 24.6% gross profitability. This meant that even with slightly lower revenue, the company's gross result rose to R\$ 199 million in the period. In terms of expenses, I understand that the percentage of general and administrative expenses remains healthy, with about 4% of revenue. On the other hand, we still have, in addition to the gross margin, a challenge in commercial expenses. Composed of freight, commissions and funds to customers, these accounts still consume a good part of the gross profit and need to be addressed to take us to the appropriate levels of profitability. We have several projects for this, reviewing commercial teams, redefining processes and approvals for releasing funds and also using new software to optimize cargo delivery. In addition, we created a multidisciplinary product launch committee to help reduce less relevant items from the portfolio and raise the bar in the margin requirement in order replenishment.

In terms of revenue, there was a slight drop in the period, driven by delays in the logistics chain. It is a period in which the market usually heats up, so under normal conditions of temperature and pressure, we should have shown more revenue. However, as we have widely warned in the last report, weather and logistical aspects caused major delays in the flow of goods, postponing revenues and leading to an 8.5% reduction in sales in this quarter compared to the previous quarter and a similar drop compared to the 3rd quarter of 2023. On the other hand, if we eliminate the discontinued portfolio in both periods, this year we are experiencing a small sales growth of 3.2% vs. 2Q24 and with a much healthier margin in all comparisons. The Mobile Devices and Kids & Sports segments posted revenue gains of 48.0 percent and 21.2 percent, respectively, compared to the prior quarter.

Operating cash consumption in the quarter was a point of attention, with a negative result of R\$129.4 million. The situation was aggravated by the extended interval between the payment of suppliers and the arrival of products, as a result of transport delays and the dollar/real exchange rate, which did not play in our favor. Although total cash closed at R\$739.9 million, the net cash position suffered a significant reduction, reflecting the impact of suppliers' payments and the increase in operating costs. We ended the quarter with net cash of R\$175.6 million, demonstrating that, despite the challenges, we still have the strength to maneuver and invest. It is important to note that this consumption was almost exclusively dedicated to the supply of products with a healthy margin.

In summary, there are three key points that we are focusing on and the main actions:

- How to increase the revenue level: resuming purchases, shortening the distribution chain, reviewing incentives to the team for the sale of slow turnover items
- How to improve gross margin: tighter criteria in replenishment, assertive work of the pricing area, greater firmness in commercial policy
- How to reduce sales expenses: optimize freight, increase minimum order, commercial cost review, funds process review

This is the agenda at the moment for the recovery of the company's historical profitability and excellent execution will be the key.

Our employees and partners are central to this journey, and their resilience remains our greatest asset. I thank each one for their commitment and the investors for their trust. We continue together, balancing caution and boldness, to deliver positive long-term results.

Alê Ostrowiecki,
CEO of Grupo Multi

Consolidated Results



3Q24 CONSOLIDATED RESULTS

Consolidated Income Statements

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
Net Revenue	809,9	884,9	-8,5%	883,8	-8,4%	2.425,6	2.658,3	-8,8%
Cost of Goods Sold	(610,6)	(690,7)	-11,6%	(824,9)	-26,0%	(1.867,1)	(2.388,0)	-21,8%
Gross profit	199.3	194.3	2.6%	58.9	238.6%	558.5	270.3	106.6%
Gross Margin (%)	24.6%	22.0%	2.7 p.p.	6.7%	17.9 p.p.	23.0%	10.2%	12.9 p.p.
Operating Revenues (Expenses)								
Selling Expenses	(209.6)	(200.0)	4.8%	(210.5)	-0.4%	(612.0)	(659.2)	-7.2%
General and Administrative Expenses	(33.3)	(34.3)	-2.8%	(32.3)	3.2%	(94.3)	(107.0)	-11.9%
Other Operating Income (Expenses)	33.4	54.9	-39.1%	46.0	-27.4%	109.2	73.8	47.9%
Operating Result	(10.3)	14.9	-	(137.9)	-92.6%	(38.6)	(422.1)	-90.9%
Financial Revenues	48.2	97.0	-50.2%	107.8	-55.3%	224.9	176.9	27.2%
Financial Expenses	(55.9)	(9.3)	503.3%	(116.7)	-52.1%	(128.4)	(326.0)	-60.6%
Net Exchange Change	44.8	(142.2)	-	(77.2)	-	(143.1)	37.5	-
Profit Before Income Tax	26.9	(39.7)	-	(224.0)	-	(85.1)	(533.7)	-84.1%
IR and CS Current	0.0	0.0	-	14.6	-	(0.7)	14.3	-
Deferred Income Tax	(25.4)	(12.6)	102.5%	(2.9)	778.6%	(33.9)	8.1	-
Net Profit (Loss)	1.5	(52.2)	-	(212.2)	-	(119.7)	(511.3)	-76.6%
Net Margin (%)	0.2%	-5.9%	6.1 p.p.	-24.0%	24.2 p.p.	-4.9%	-19.2%	14.3 p.p.
Earnings Per Share (in R\$)	0.00	(0.06)	-	(0.26)	-	0.00	0.00	-
EBITDA	4.2	29.8	-86.0%	(116.3)	-	6.7	(374.6)	-
EBITDA margin (%)	0.5%	3.4%	-2.9 p.p.	-13.2%	13.7 p.p.	0.3%	-14.1%	14.4 p.p.

Net Revenue

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Net Revenue					
Ongoing	759.6	736.3	3.2%	812.7	-6.5%
Projects	35.6	117.9	-69.8%	-	-
Discontinued	14.7	30.7	-51.9%	70.9	-79.2%
Consolidated	809.9	884.9	-8.5%	883.6	-8.3%

Net Revenue for the quarter was impacted by inventory disruptions due to delays in the receipt of raw materials and products from Asia, as well as the absence of manufacturing projects in the **Office & IT Supplies** segment (in the OEM product family). Thus, in 3Q24, Revenue totaled R\$809.9 million, -8.5% vs. 2Q24.

Revenue from the continuing portfolio grew 3.2% vs. 2Q24 and decreased 6.5% vs. 2Q23. The **Mobile Devices** and **Kids & Sports** segments showed growth, even with the stockouts, while the segments with a longer chain having manufacturing processes were more impacted by delays and decreased. It is worth mentioning that the demand for the portfolio continued to be consistent and we reached a financial record of orders in the queue awaiting arrival or manufacturing.

The discontinued portfolio continues to reduce its share, as planned, and inventories of these products are already approximately 80% lower than at the beginning of the year.

Cost of Goods Sold

In 3Q24, Cost of Goods Sold (COGS) was R\$610.6 million, -11.6% vs. 2Q24 and -26.0% vs. 3Q23. The quarterly reduction is mainly due to the disruption of receipts. In the annual comparison, the variation was due to both the lower volume of revenue and the entry of products with lower COGS.

Gross Profit

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Gross profit					
Ongoing	193.4	186.7	3.6%	114.7	68.6%
Consolidated	199.3	194.3	2.6%	58.9	239.6%

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Gross Margin					
Ongoing	25.5%	25.4%	0.1 p.p.	14.1%	11.4 p.p.
Consolidated	24.6%	22.0%	2.7 p.p.	6.6%	18.0 p.p.

Gross Profit totaled R\$199.3 million, +2.6% vs. 2Q24, continuing the expansion presented throughout the year with an improvement of R\$5.0 million despite the drop in Revenue. Consolidated Gross Margin was 24.6% vs. 22.0% in 2Q24. This result is due to the resumption of the margin in the **Office & IT Supplies** segment, especially in the **Networks** family. Compared to the same period of the previous year, gross profit expanded by 239.6%, both due to the resumption of margins in the ongoing portfolio and the significant reduction in products that have now been discontinued.

Gross Profit of the ongoing portfolio was R\$193.4, +3.6% vs. 2Q24, with a margin of 25.5% vs. 25.4% in 2Q24. In the comparison on the same basis with the previous year, the portfolio generated a Gross Profit 68.6% higher, with an expansion of 11.4 p.p., as a result of the renewal of inventories and adjustment of the pricing and discount policy carried out throughout the year.

Selling Expenses

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
Commercial	(89.8)	(86.1)	4.4%	(74.8)	20.1%	(250.3)	(219.2)	14.2%
Distribution	(59.1)	(51.5)	14.7%	(84.6)	-30.1%	(177.8)	(232.4)	-23.5%
Promotions and Marketing	(30.0)	(32.3)	-7.1%	(35.3)	-15.0%	(89.6)	(121.5)	-26.3%
Aftermarket	(24.6)	(25.1)	-2.0%	(24.5)	0.2%	(76.3)	(64.6)	18.1%
Doubtful Accounts	(6.1)	(5.1)	20.0%	8.7	-	(18.1)	(21.6)	-16.3%
Selling Expenses	(209.6)	(200.0)	4.8%	(210.5)	-0.4%	(612.0)	(659.2)	-7.2%
% of Net Revenue	-25.9%	-22.6%	-3.3 p.p.	-23.8%	-2.1 p.p.	-25.2%	-24.8%	-0.4 p.p.

In 3Q24, Selling Expenses totaled R\$209.6 million, +4.8% vs. 2Q24 and -0.4% vs. 3Q23. Commercial expenses increased due to the *mix* of products and sales channels. Distribution expenses were impacted by the increase in internal freight with the new modal of the Amazon-river and by the delivery pressure generated by the delay in the arrival of inputs highlighted in the COGS. Logistics efficiency actions remain vigorous, and can be seen in the year-on-year variation. Promotions and Marketing decreased 7.1% vs. 2Q24 and 15.0% year-on-year, following the trend of controlling investments, reflecting the focus on control and resumption of profitability commented on in previous quarters.

General and Administrative

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
With Staff	9.7	8.4	15.0%	10.4	-6.9%	26.2	33.2	-21.0%
Fees and Services	5.3	7.9	-32.5%	5.2	2.2%	17.5	17.4	0.4%
Technology and Communication	11.9	12.2	-2.9%	7.8	52.9%	32.6	29.4	10.6%
Rentals, Insurance, Travel, Other	6.4	5.7	12.3%	8.9	-27.7%	18.0	27.0	-33.2%
General and Administrative Expenses	33.3	34.3	-2.8%	32.3	3.2%	94.3	107.0	-11.9%
% of Net Revenue	4.1%	3.9%	0.2 p.p.	3.7%	0.5 p.p.	3.9%	4.0%	-0.1 p.p.

In 3Q24, General and Administrative Expenses totaled R\$33.3 million, -2.8% vs. 2Q24 and +3.2% vs. 3Q23. The expenses remain under control. During the quarter, there was an impact from the termination of executives and the payment of collective bargaining for the first half of the year. There were no significant one-off consulting expenses (Fees and Services), explaining the decrease, while investments in IT are following the schedule for the necessary technological implementations for operations and controls, both in the ERP and in the front-office systems.

Net Financial Result

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
Interest Liabilities	(17.4)	(16.7)	4.2%	(32.5)	-46.6%	(71.8)	(95.8)	-25.1%
Active Interest	22.4	24.2	-7.4%	24.0	-6.7%	99.6	77.8	28.0%
Result of Borrowing and Passive Exchange Rate Variations	44.8	(142.2)	-	(77.2)	-	(95.6)	73.6	-
Net Income from Derivatives	(8.4)	50.3	-	14.6	-	21.4	(144.7)	-
Present Value Adjustments	6.5	6.7	-2.1%	14.3	-54.6%	-	-	-
Net Income from Monetary Adjustments	(10.1)	19.7	-	(24.3)	-58.5%	(52,3)	(70,0)	-25,4%
Other Financial Income (Expenses)	(0.6)	3.5	-	(5.0)	-87.2%	(21.5)	0.3	-
Net Financial Result	37.2	(54.5)	-	(86.1)	-	(120.2)	(158.8)	-24.3%

In 3Q24, Net Financial Income was positive at R\$37.2 million. The reduction in gross debt led to a 46.6% drop in passive interest compared to 3Q23, while the increase in interest rates increased expenses when compared to 2Q24. Active interest, on the other hand, decreased by 6.7% compared to 2Q23 and by 8.5% vs. 2Q24 due to the lower cash position in the period.

The net result of active and passive exchange rate variations, mainly linked to the suppliers' account, generated a gain of R\$44.8 million in the appreciation of the real against the dollar in the period. On the other hand, the exchange rate variation generated a loss of R\$8.4 million in derivatives linked to hedging loans in foreign currency.

EBITDA

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
Net Income	1.5	(52.2)	-	(212.2)	-	(119.7)	(511.3)	-76.6%
Net Financial Result	(37.2)	54.5	-	86.1	-	46.6	111.6	-58.3%
Current and Deferred IR and CS	25.4	12.6	102.5%	(11.7)	-	34.6	(22.4)	-
Depreciation and Amortization	14.4	14.9	-3.3%	21.6	-33.3%	45,2	47.6	-4.9%
EBITDA	4.2	29.8	-86.0%	(116.3)	-	6.7	(374.6)	-
EBITDA margin (%)	0.5%	3.4%	-2.9 p.p.	-13.2%	13.7 p.p.	0,3%	-14.1%	14.4 p.p.

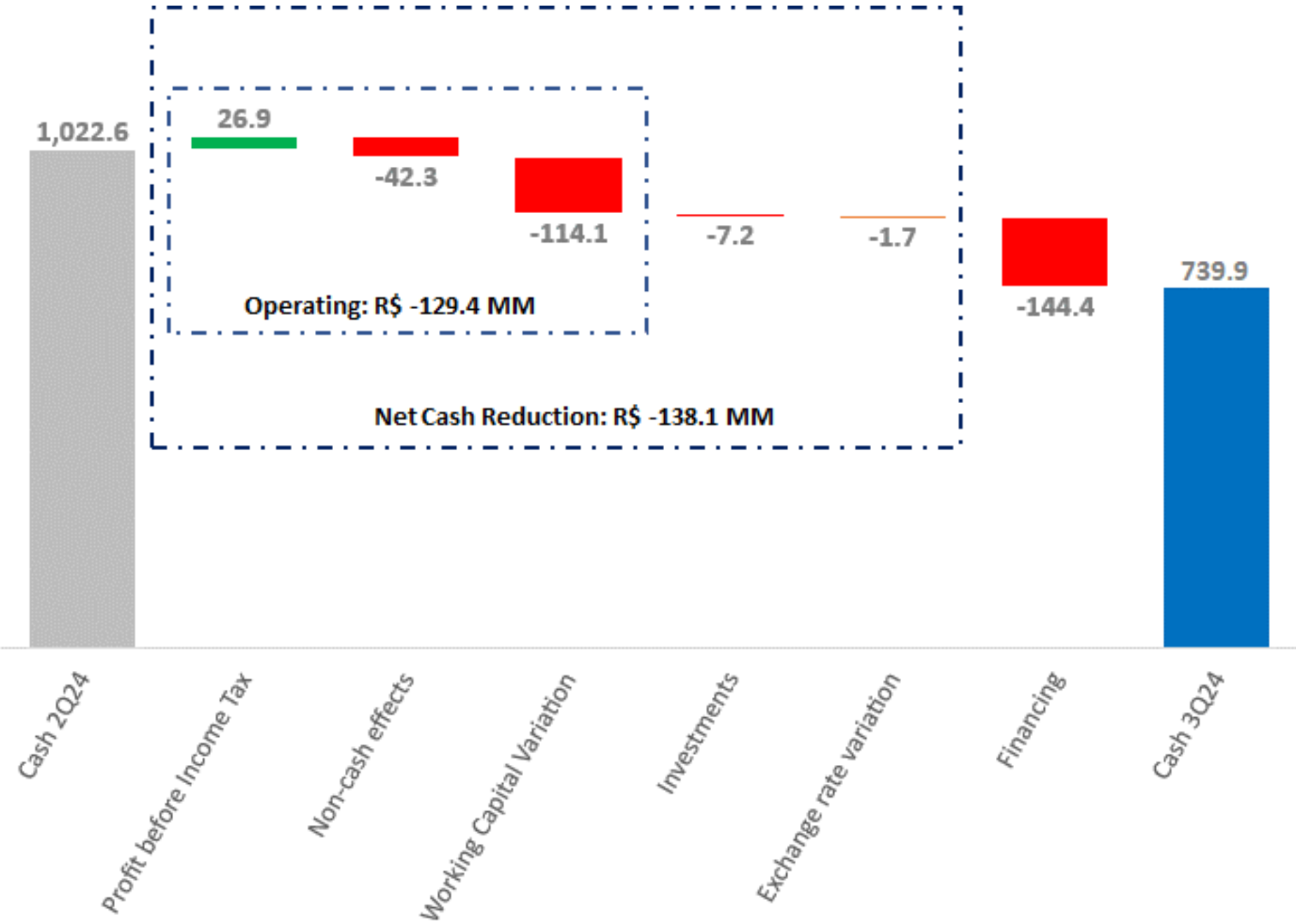
EBITDA in 3Q24 was positive at R\$4.2 million, -R\$25.6 million vs. 2Q24 and +R\$120.5 million vs. 3Q23. Much of the variation was due to the growth in Gross Profit, with an improvement in gross margin that softened the effect of the reduction in revenue due to the disruption of supplies.

Net Profit

In 3Q24, Grupo Multi recorded Net Income of R\$1.5 million with a net margin of 0.2%, in line with EBITDA, as the positive result of the financial result was partially reduced by higher taxes. The cornerstones for the resumption of the Company's profitability throughout 2024 remain solid, namely the resumption of margins, with the renewal of inventories and optimization of the product portfolio combined with austere expense control.

Cash Flow

In 3Q24, there was strong cash consumption of around R\$282.7 million when compared to the end of the previous quarter. With the increase in the transit time of orders from Asia and the impact of the exchange rate variation in the period, the Company faced greater pressure on cash due to the increase in the volume of purchases of inputs, boosted by the expansion of the interval between payment of suppliers and the arrival of products. This resulted in a negative variation in working capital of R\$114.1 million. In the quarter, the net payment of debts also consumed R\$144.4 million. Thus, the Company went from a cash position of R\$ 1,022.6 million in 2Q24 to R\$ 739.9 million at the end of 3Q24, a decrease of 27.6%. As a result, there was a reduction of R\$138.1 million in the net cash position, as detailed below.



INDEBTEDNESS 3Q24

Net Debt

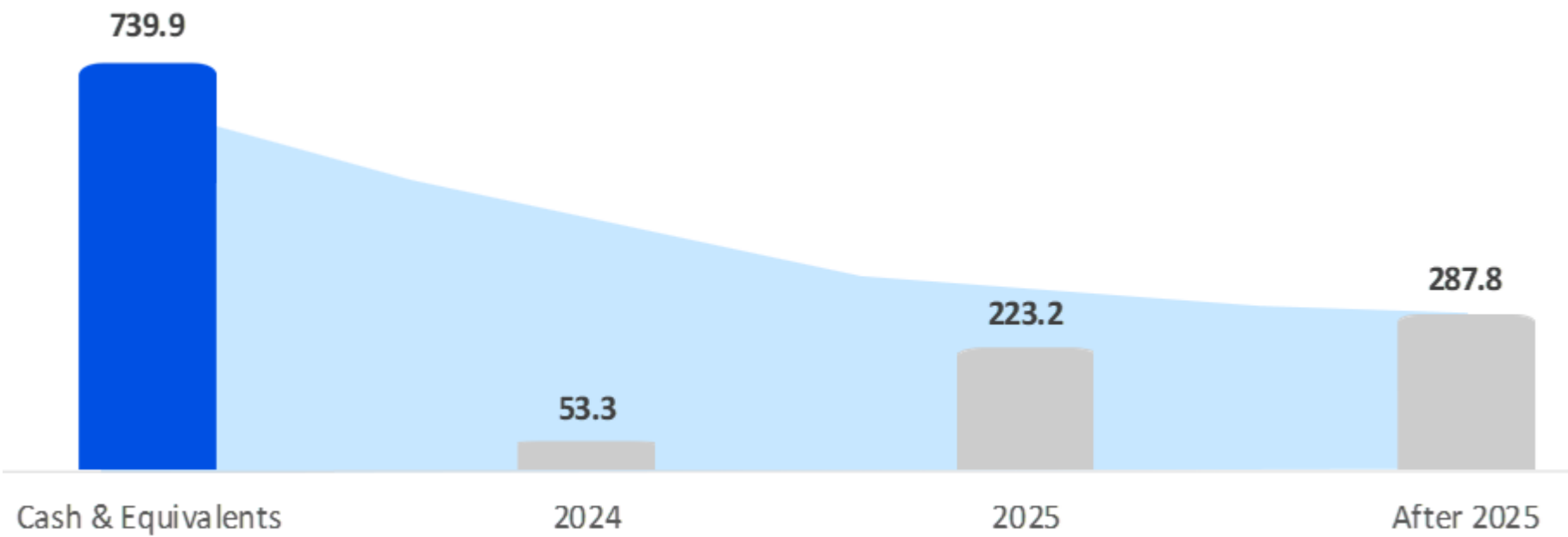
R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Gross Debt	564.3	708.9	-20.4%	938.4	-39.9%
Loans and Financing (CP)	261.2	334.5	-21.9%	427.3	-38.9%
<i>% on Gross Debt</i>	46.3%	47.2%		45.5%	
Loans and Financing (LP)	303.1	374.4	-19.1%	511.1	-40.7%
<i>% on Gross Debt</i>	53.7%	52.8%		54.5%	
(-) Cash and cash equivalents	(739.9)	(1,022.6)	-27.6%	(898.3)	-17.6%
Net Debt(Cash) ¹	(175.6)	(313.7)	-44.0%	40.1	-

Grupo Multi ended 3Q24 with R\$564.3 million in gross debt and R\$739.9 million in cash, resulting in a net cash position of R\$175.6 million. The cash consumption in the quarter is linked to the replenishment and renewal of inventories, and the increase in the transit time of products from Asia also negatively impacted the financial flow in the period. The cash balance is sufficient to cover 2.8x the short-term loans and financing.

Debt Maturity Schedule

In R\$ million

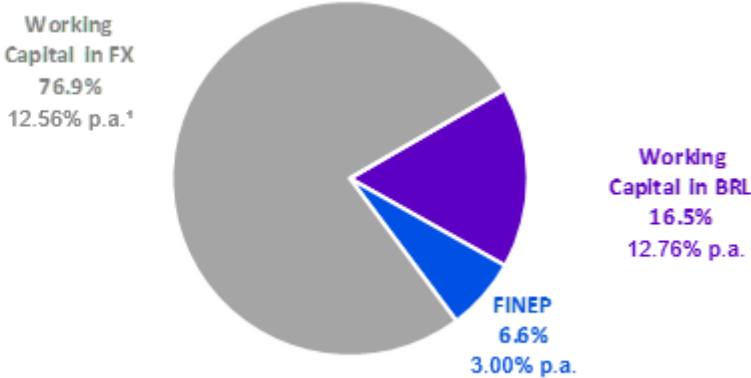
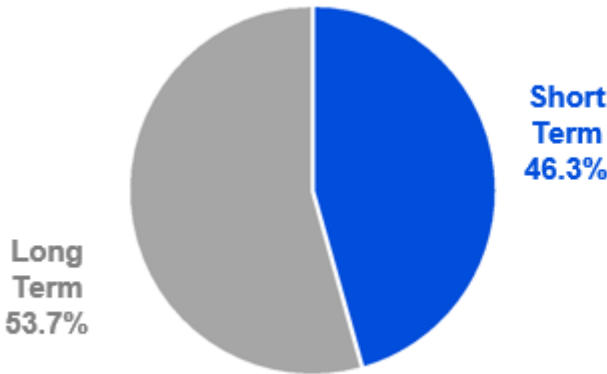
Weighted average cost : 12.08% p.a.²



Note 1: Does not consider derivatives

DEBT PROFILE

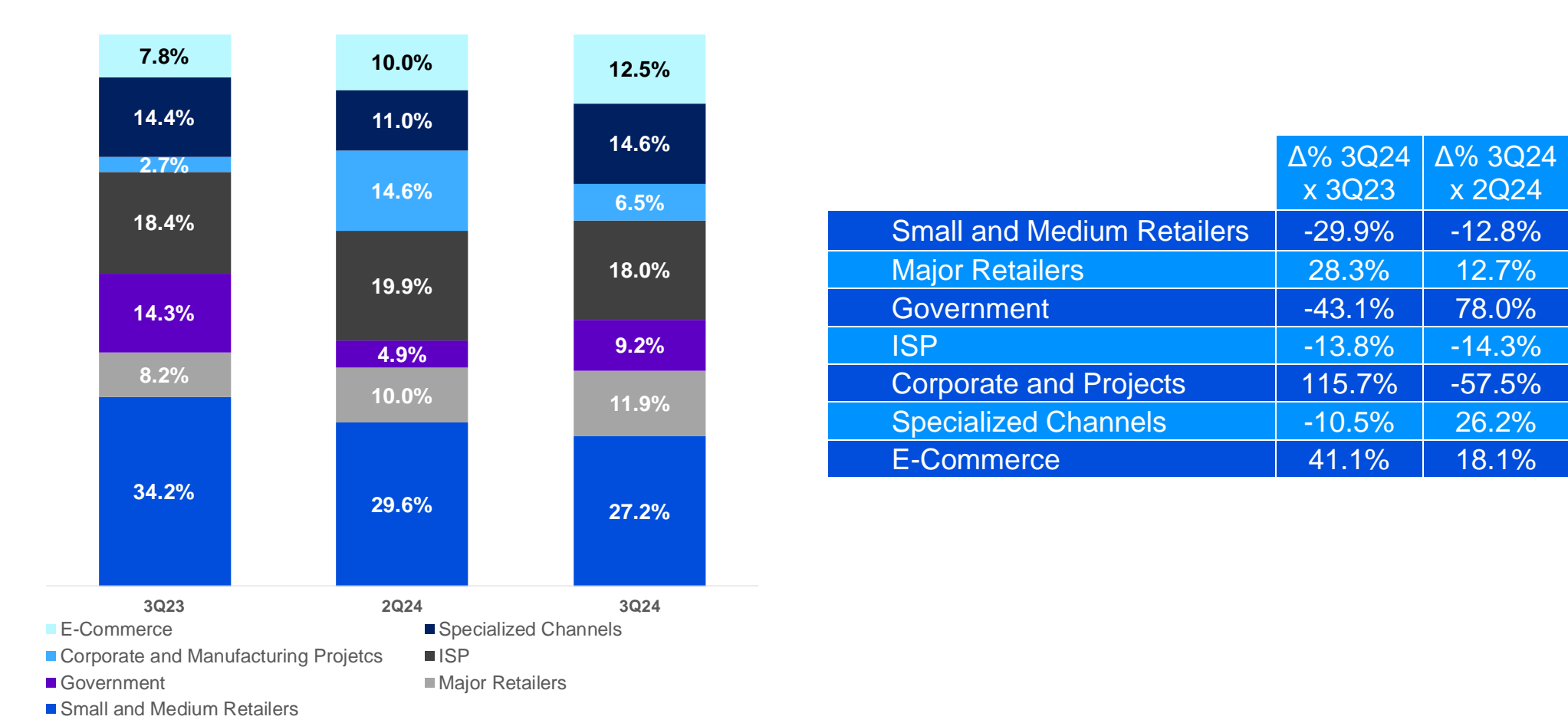
BREAKDOWN BY TYPE AND COST



Note 2: Considers the cost of derivatives (swap from "dollar + spread" to "CDI + spread")

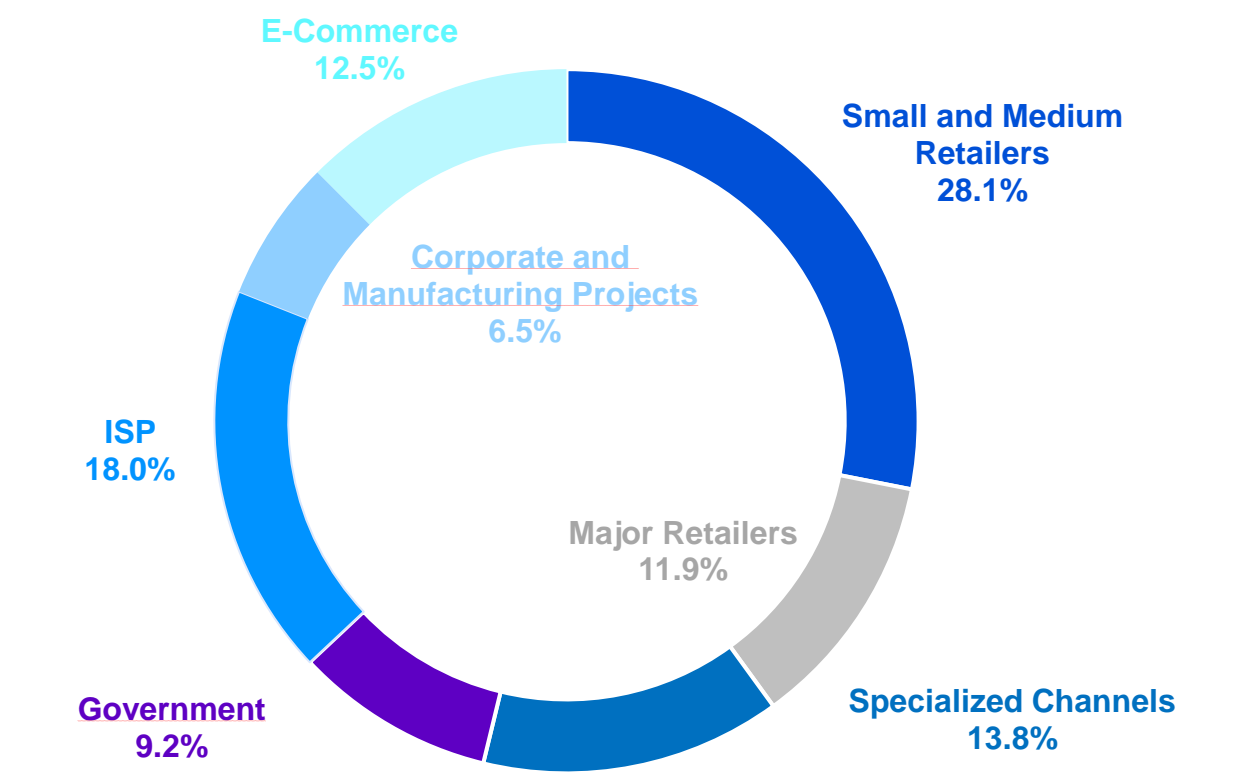
SALES BY CHANNEL

Sales Development by Channel



Sales Breakdown by Family and Channel

Top Families by Channel	% Channel	% Total
Small and Medium Retailers		
Screens & Video	33.3%	9.4%
PCs & Tablets	15.4%	4.3%
Drones & Cameras	10.8%	3.0%
Audio & Mobile Accessories	9.9%	2.8%
Home Appliances	7.1%	2.0%
PC Accessories	5.0%	1.4%
Others	18.4%	5.2%
Major Retailers		
Screens & Video	33.8%	4.0%
PCs & Tablets	24.2%	2.9%
Audio & Mobile Accessories	19.9%	2.4%
Home Appliances	11.8%	1.4%
Others	10.3%	1.2%
Specialized Channels		
Health Care	28.5%	3.9%
Toys	26.9%	3.7%
Baby	13.5%	1.9%
Wellness	12.8%	1.8%
Pet	12.7%	1.8%
Others	5.4%	0.8%
Government		
PCs & Tablets	91.6%	8.4%
Others	8.4%	0.8%
ISP		
Networks	98.0%	17.7%
Others	2.0%	0.4%
Corporate and Manufacturing Projects		
Manufacturing Projects	88.3%	5.8%
PCs & Tablets	8.6%	0.6%
Others	3.1%	0.2%
E-Commerce		
Drones & Cameras	21.1%	2.6%
PCs & Tablets	13.0%	1.6%
Baby	10.9%	1.4%
Telephony	10.7%	1.3%
Screens & Video	10.2%	1.3%
Home Appliances	8.3%	1.0%
Health Care	6.5%	0.8%
Audio & Mobile Accessories	5.2%	0.7%
Others	14.2%	1.8%



¹Unaudited management information.

²The percentages presented in the chart inform the share of each channel in the quarter, and the table, the share of sales in the channel followed by the total.

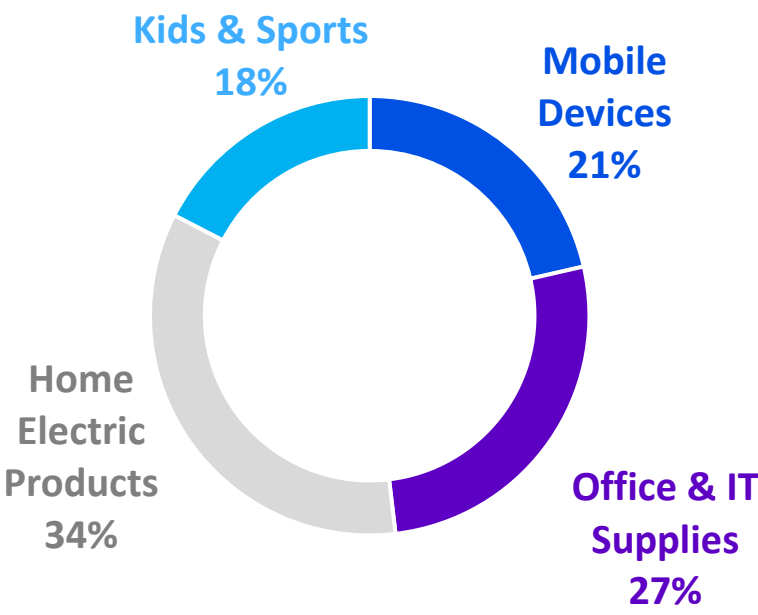
³ E-Commerce considers its *own* e-commerce, market places and specialized virtual stores of brands operated by the Company.

Sales Breakdown by Segment

Operational Segments

The Company discloses accounting information (audited) and managerial (unaudited) selected open in 4 (four) major segments, as follows:

- **MOBILE DEVICES:** PCs & Tablets³ | Telephony³ | Projects¹
- **OFFICE & IT SUPPLIES:** PC Accessories³ | OEM² | Media & Pen Drives | Networks | Security³ | Stationery & Office | Gamer
- **HOME ELECTRIC PRODUCTS:** Automotive³ | Home Appliances³ | Health Care | Audio & Mobile Accessories | Screens & Videos | Projects¹
- **KIDS & SPORTS:** Baby | Toys | Sports & Leisure³ | Pets | Wellness | Drones & Cameras | Mobility



¹ Manufacturing projects without brand management and/or product development

² May contain one-off manufacturing projects

³ Contains products in the process of being discontinued

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%	9M24	9M23	Δ%
Net Revenue	809.9	884.9	-8.5%	883.8	-8.4%	2,425.6	2,658.3	-8.8%
Mobile Devices	173.3	117.1	48.0%	222.6	-22.1%	419.9	78.1	-46.2%
Office & IT Supplies	216.4	355.4	-39.1%	286.6	-24.5%	828.2	845.3	-2.0%
Home Electric Products	278.9	295.8	-5.7%	242.0	15.2%	795.9	712.4	11.7%
Kids & Sports	141.3	116.6	21.2%	132.5	6.6%	381.6	320.5	19.1%
Gross profit	199.3	194.3	2.6%	58.9	238.6%	558.5	270.3	106.6%
Mobile Devices	31,2	23.5	32.4%	(104.8)	-	78.5	(238.7)	-
Office & IT Supplies	46.0	39.9	15.2%	56.5	-18.6%	118.1	189.9	-37.8%
Home Electric Products	75.1	85.4	-12.1%	57.0	31.8%	223.9	196.9	13.7%
Kids & Sports	47.0	45.3	3.6%	50.1	-6.2%	138.1	122.2	13.0%
Gross Margin (%)	24.6%	22.0%	2.7 p.p.	6.7%	17.9 p.p.	23.0%	10.2%	12.9 p.p.
Mobile Devices	18.0%	20.1%	-2.1 p.p.	-47.1%	65.0 p.p.	18.7%	-30.6%	49.3 p.p.
Office & IT Supplies	21.3%	11.2%	10.0 p.p.	19.7%	1.5 p.p.	14.3%	22.5%	-8.2 p.p.
Home Electric Products	26.9%	28.9%	-1.9 p.p.	23.6%	3.4 p.p.	28.1%	27.6%	0.5 p.p.
Kids & Sports	33.2%	38.9%	-5.7 p.p.	37.8%	-4.5 p.p.	36.2%	38.1%	-1.9 p.p.



Mobile Devices

OPERATING SEGMENTS

Mobile Devices

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Mobile Devices					
Ongoing					
Net Revenue	140.9	87.6	60.9%	181.1	-22.2%
Gross profit	28.8	23.6	21.8%	(47.6)	-160.5%
Gross Margin	20.4%	27.0%	-6.6 p.p.	-26.3%	46.7 p.p.
Consolidated					
Net Revenue	173.3	117.1	48.0%	222.4	-22.1%
Gross profit	31.2	23.5	32.4%	(105.0)	-129.7%
Gross Margin	18.0%	20.1%	-2.1 p.p.	-47.2%	65.2 p.p.

Mobile Devices presented a net revenue of R\$173.3 million in 3Q24, +48.0% vs. 2Q24 and -22.1% vs. 3Q23. The result of the period was positively impacted by part of the bids to the Government delivered in the quarter, which represented 36.1% of the segment's sales. In revenue dynamics, there was also an escalation in the **Manufacturing Project**, increasing its revenue by 243.0% compared to 2Q24.

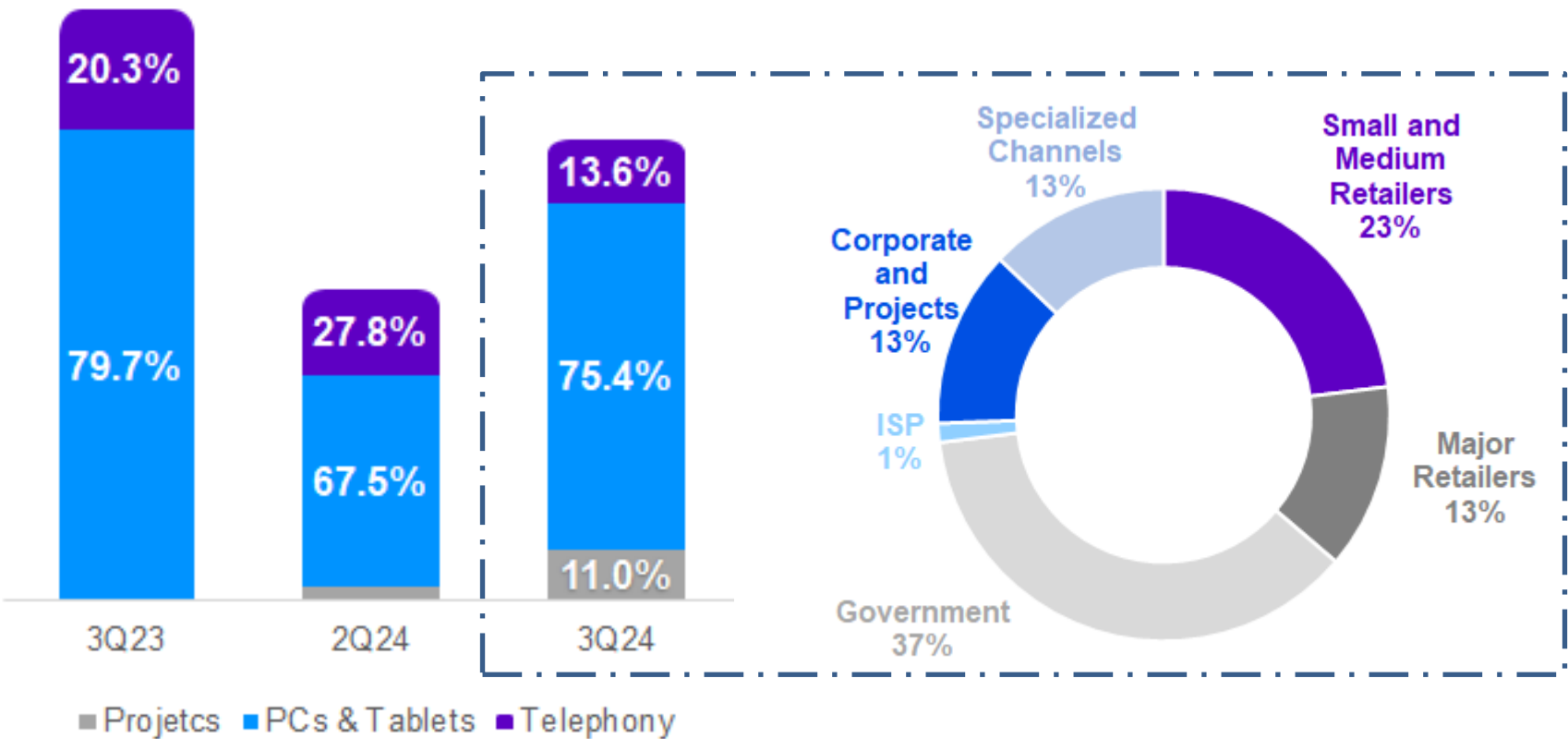
In relation to the segment's gross margin, there was a strong recovery of 65.2 p.p. vs. 3Q23, the portfolio restructuring and conscious cleaning of the stock of discontinued products, represented by smartphones and some obsolete tablet lines. Despite this improvement, the consolidated gross margin was impacted by the pressure on COGS for the period.

Sales Performance by Product Family

Mobile Devices	Δ% 3Q24 vs. 2Q24	Δ% 3Q24 vs. 3Q23	Δ% 9M24 vs. 9M23
PCs & Tablets	65.5%	-26.3%	-52.7%
Telephony	-27.8%	-48.0%	-34.6%
Projects	243.0%	-	-

OPERATING SEGMENTS

Sales Development by Family¹



Highlights¹

The **PC & Tablets** family showed significant growth of 65.5% vs. 2Q24, mainly thanks to sales to the Government (47.3%) were delivered in 3Q24. It is also necessary to mention the significant recovery in gross margin compared to the same quarter last year, with a gain of 46.7 p.p.

Despite the drop in revenue, the biggest recovery in the period was in the gross margin of the **Telephony** family: +11.6 p.p. vs. 2Q24 and +140.9 p.p. vs. 3Q23. This result is explained by the readjustment of the portfolio and the strong effort to reduce the Company's obsolete smartphone inventories throughout the year, which today represent only 0.5% of the total inventory, compared to 3.7% at the beginning of the year.

The highlight in the quarter was the contribution of the **Manufacturing Project** to the segment's revenue, with an increase of 243.0% compared to the previous period.

¹Information on sales channels is unaudited managerial and does not consider cut-off effect in quarters.

Office & IT Supplies



OPERATING SEGMENTS

Office & IT Supplies

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Office & IT Supplies					
Ongoing					
Net Revenue	215.9	255.9	-15.6%	274.8	-21.4%
Gross profit	46.0	35.7	29.1%	56.7	-18.7%
Gross Margin	21.3%	13.9%	7.4 p.p.	20.6%	0.7 p.p.
Consolidated					
Net Revenue	216.4	355.4	-39.1%	286.6	-24.5%
Gross profit	46.0	39.9	15.2%	56.5	-18.6%
Gross Margin	21.3%	11.2%	10.0 p.p.	19.7%	1.5 p.p.

The **Office & IT Supplies** segment posted net revenue of R\$ 216.4 million in 3Q24, -39.1% vs. 2Q24 and -24.5% vs. 3Q23. One of the biggest detractors of revenue was the absence of OEM manufacturing project, which in 2Q24 brought R\$ 97.3 million in additional revenue. In addition, the delay in the arrival of raw materials in the quarter impacted the supply of ready-to-sell products, especially in the **Networks** family, responsible for almost 3/4 of the segment's revenue.

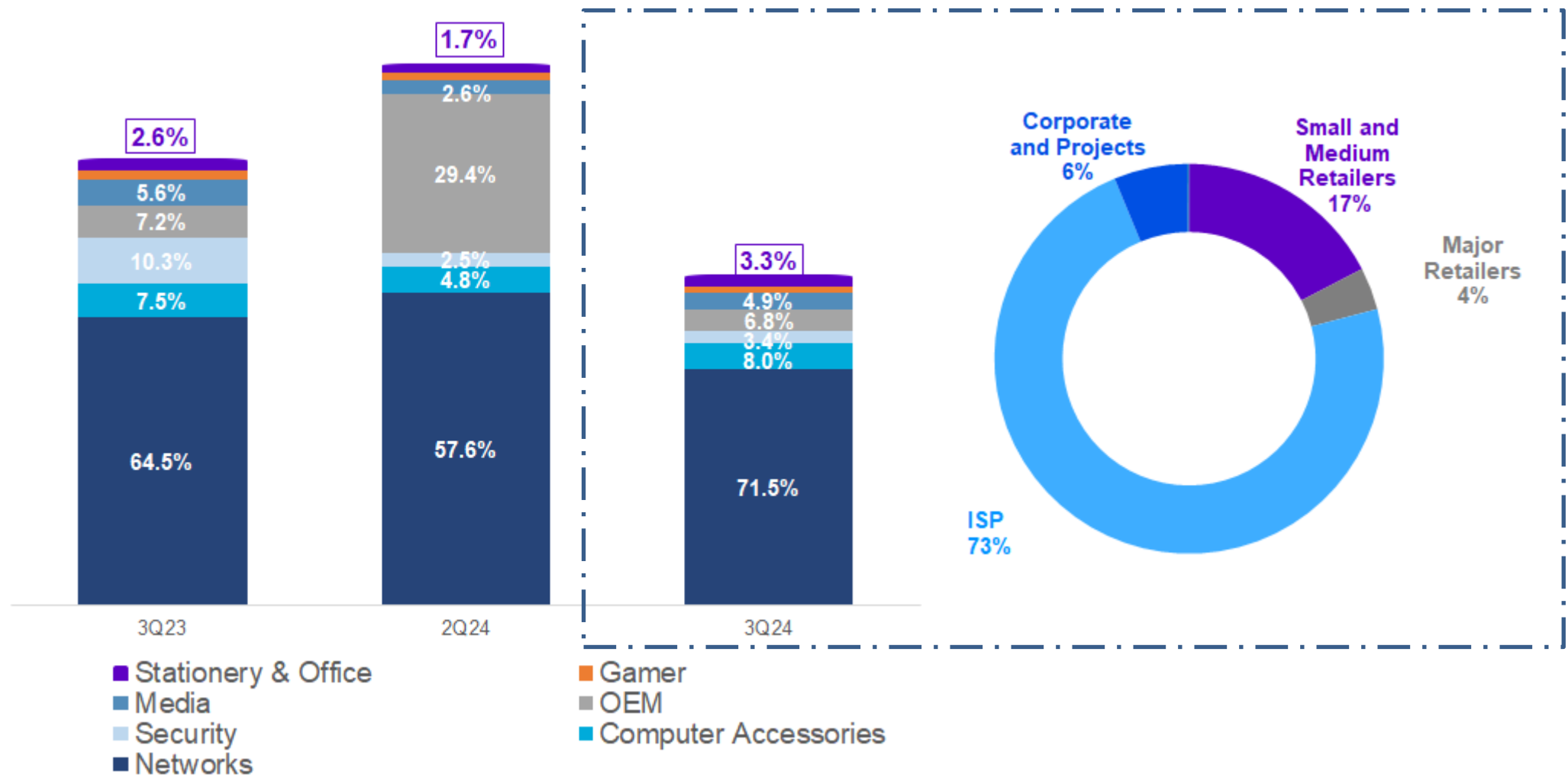
Despite the drop in revenue, gross margin dynamics improved in the quarter: with a higher share of Wi-Fi 6 routers in sales, among other actions to recover margins in the **Networks** family and the absence of **OEM** projects (usually low margin). Thus, the segment's gross margin was 21.3%, +11.2% vs. 2Q24 and +1.5 p.p. vs. 3Q23, an improvement of 10 p.p. vs. 2Q24.

Sales Performance by Product Family

Office & IT Supplies	Δ% 3Q24 vs. 2Q24	Δ% 3Q24 vs. 3Q23	Δ% 9M24 vs. 9M23
PC Accessories	2.0%	-20.7%	-30.9%
Gamer	-10.7%	-35.6%	-
Media	15.1%	-35.7%	-27.3%
OEM	-86.0%	-30.4%	50.0%
Stationery & Office	17.8%	-5.1%	-8.0%
Networks	-24.3%	-18.0%	9.4%
Safety	-18.6%	-75.7%	-65.2%

OPERATING SEGMENTS

Sales Development by Family¹



Highlights¹

Responsible for 71.5% of sales in 3Q24, **Networks** showed a significant recovery in gross margin in the period to 20.7%, +10.4 p.p. vs. 2Q24 and +6.8 p.p. vs. 3Q23. Despite the drop in sales impacted by the lack of ready-made products in the period, the healthy margins are the result of the migration of router technology from Wi-Fi 5 to Wi-Fi 6, and the deepening of the product mix, bringing greater competitiveness in our line of solutions for ISPs.

The **Gamer** family of products, represented by the proprietary Warrior brand and exclusive distribution of Razer, also showed a significant recovery in gross margin in the quarter: +22.6 p.p. vs. 2Q24 and +34.7 p.p. vs. 3Q23, with the sale of renewed inventories throughout the year.

¹Information on sales channels is unaudited managerial and does not consider cut-off effect in quarters.



Home Electric Products

OPERATING SEGMENTS

Home Electric Products

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Home Electric Products					
Ongoing					
Net Revenue	262.0	278.0	-5.7%	237.0	10.6%
Gross profit	71.8	82.1	-12.6%	56.1	27.9%
Gross Margin	27.4%	29.6%	-2.2 p.p.	23.7%	3.7 p.p.
Consolidated					
Net Revenue	278.9	295.8	-5.7%	242.0	15.2%
Gross profit	75.1	85.4	-12.1%	57.0	31.8%
Gross Margin	26.9%	28.9%	-2.0 p.p.	23.6%	3.4 p.p.

In 3Q24, **Home Electric Products** posted net revenue of R\$278.9 million, -5.7% vs. 2Q24 and +15.2% vs. 3Q23. Despite the revenue growth compared to the same period last year, 3Q24 was largely impacted by the logistical challenges faced in the global supply chain, especially **Screens & Video**.

The gross margin for the period also reflected this impact: despite the recovery of 3.4 p.p. compared to 3Q23, the segment dropped 2.0 p.p. compared to 2Q24. Such reduction can be explained by factors such as: change in the *product mix* with a lower share of **Screens & Video** in revenue, increase in COGS due to the volatility of the dollar and logistics costs, in addition to the greater participation of **Manufacturing Projects** in revenue.

Sales Performance by Family

Home Electric Products	Δ% 3Q24 vs. 2Q24	Δ% 3Q24 vs. 3Q23	9M24 Δ% vs. 9M23
Audio & Mobile Accessories	34.0%	49.2%	27.1%
Automotive	-80.3%	-85.6%	-51.2%
Home Appliances	20.9%	-12.5%	-29.8%
Health Care	18.8%	20.7%	1.9%
Screens & Video	-26.9%	0.6%	24.4%
Projects	9.5%	-	-

OPERATING SEGMENTS

Highlights¹

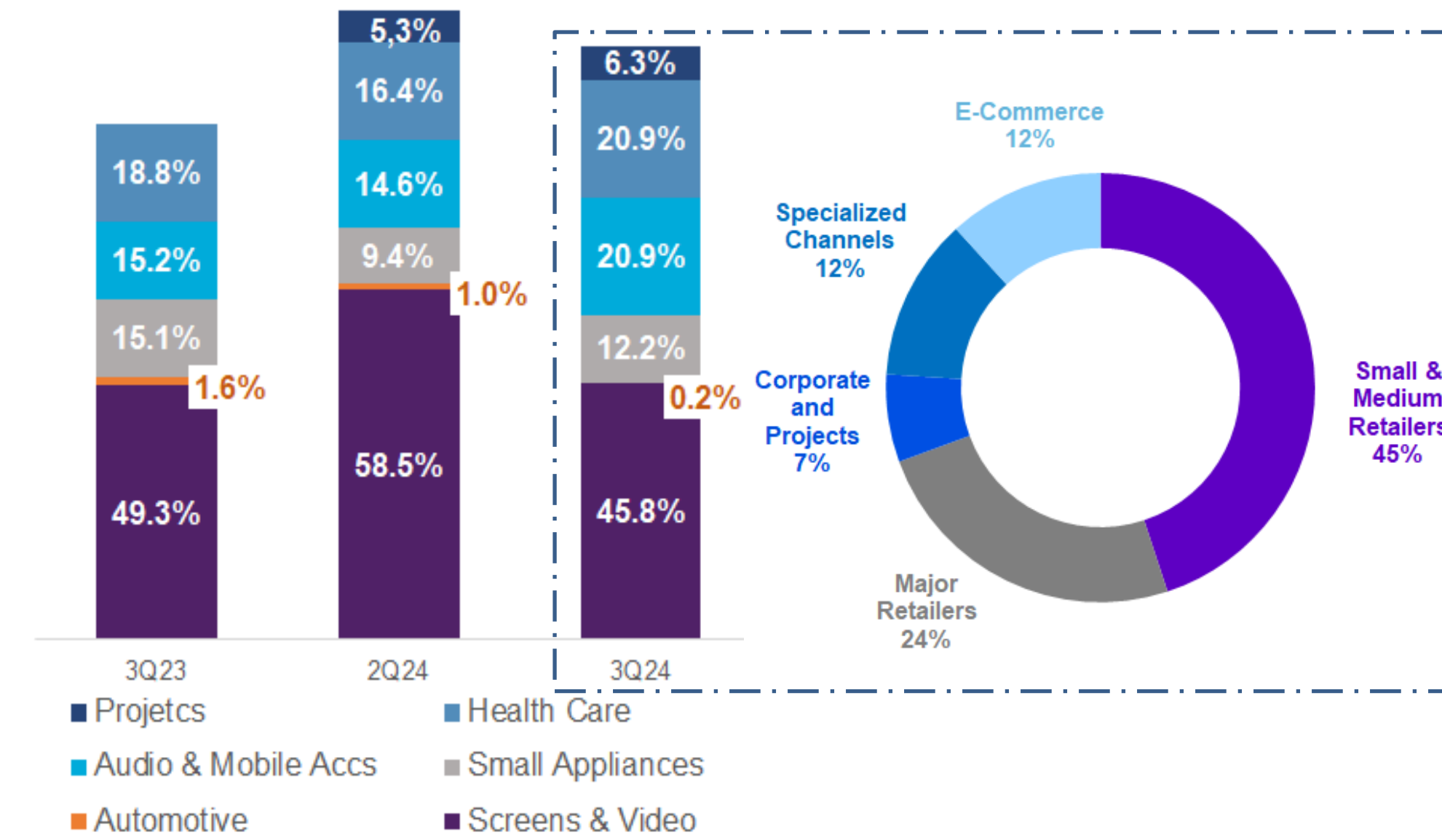
Representing 45.8% of sales in the segment, **Screens & Video** was the most impacted family by the logistical challenges of the quarter. With the delay in raw material for the production of the screens in Manaus, revenue was -26.9% vs. 2Q24, however, in 9M23, +24.4%.

The **Audio & Mobile Accessories** family, represented mainly by speakers and sound towers, had the second highest revenue in the segment in the period. This result was corroborated by the growth of 34.0% in sales vs. 2Q24 and 49.2% vs. 3Q23. This line is especially impacted by international freight costs, given the volume and weight of some products in the portfolio.

Health Care also posted significant growth in revenue, +18.8% vs. 2Q24 and +20.7% vs. 3Q23. Most of this family's sales are concentrated in Specialized Channels (37.4% in 3Q24), with a focus on pharmacies and stores specializing in health and personal care products.

Also noteworthy were the **Manufacturing Projects** in this segment, which showed a 9.5% increase in revenue compared to the previous quarter.

Sales Development by Family¹



¹Information on sales channels is unaudited managerial and does not consider cut-off effect in quarters.

Kids & Sports



OPERATING SEGMENTS

Kids & Sports

R\$ Million	3Q24	2Q24	Δ%	3Q23	Δ%
Kids & Sports					
Ongoing					
Net Revenue	140.7	114.9	22.5%	119.8	17.4%
Gross profit	46.8	45.3	3.4%	49.5	-5.4%
Gross Margin	33.3%	39.4%	-6.1 p.p.	41.3%	-8.0 p.p.
Consolidated					
Net Revenue	141.3	116.6	21.2%	132.5	6.6%
Gross profit	47.0	45.3	3.6%	50.1	-6.2%
Gross Margin	33.2%	38.9%	-5.7 p.p.	37.8%	-4.5 p.p.

In 3Q24, **Kids & Sports** reported \$141.3 million in Net Revenue, a revenue growth of 21.2% compared to the previous quarter and 6.6% compared to 3Q23. The segment's gross margin was mainly affected by the increase in COGS, impacted by the increase in logistics costs and volatility of the dollar in the period.

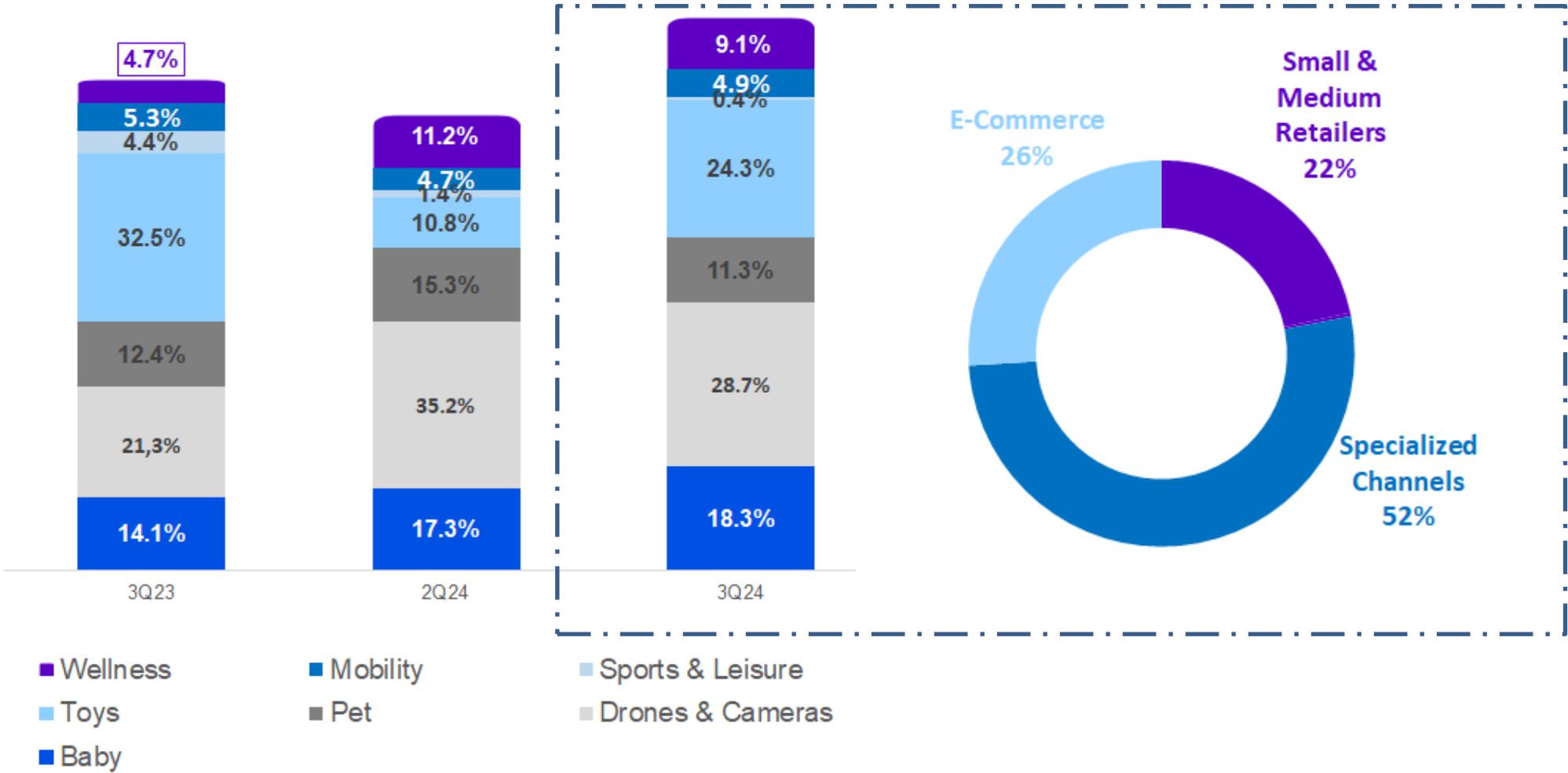
In this segment, the products in discontinuation are represented by the **Sports & Leisure** family, whose inventory decreased by 84.5% compared to 4Q23, representing 0.7% of the segment's book value in inventory.

Sales Performance by Product Family

Kids & Sports	Δ% 3Q24 vs. 2Q24	Δ% 3Q24 vs. 3Q23	9M24 Δ% vs. 9M23
Baby	27,3%	43,0%	1,6%
Toys	169,3%	-17,9%	-13,5%
Sports & Leisure	-66,1%	-90,2%	-89,0%
Drones & Cameras	-2,3%	47,6%	-
Pet	-11,6%	0,0%	2,9%
Mobility	25,0%	1,3%	35,5%
Wellness	-3,3%	111,5%	146,8%

OPERATING SEGMENTS

Sales Development by Family¹



Highlights¹

Drones & Cameras remains the main family in the segment, representing 29.6% of the segment's revenue in this quarter, +43.0% vs. 3Q23. This family was especially impacted by the increase in COGS in the period, affecting the gross margin of the segment as a whole. Positive highlight for the launch of the new DJI Air 3S and DJI Neo drone models.

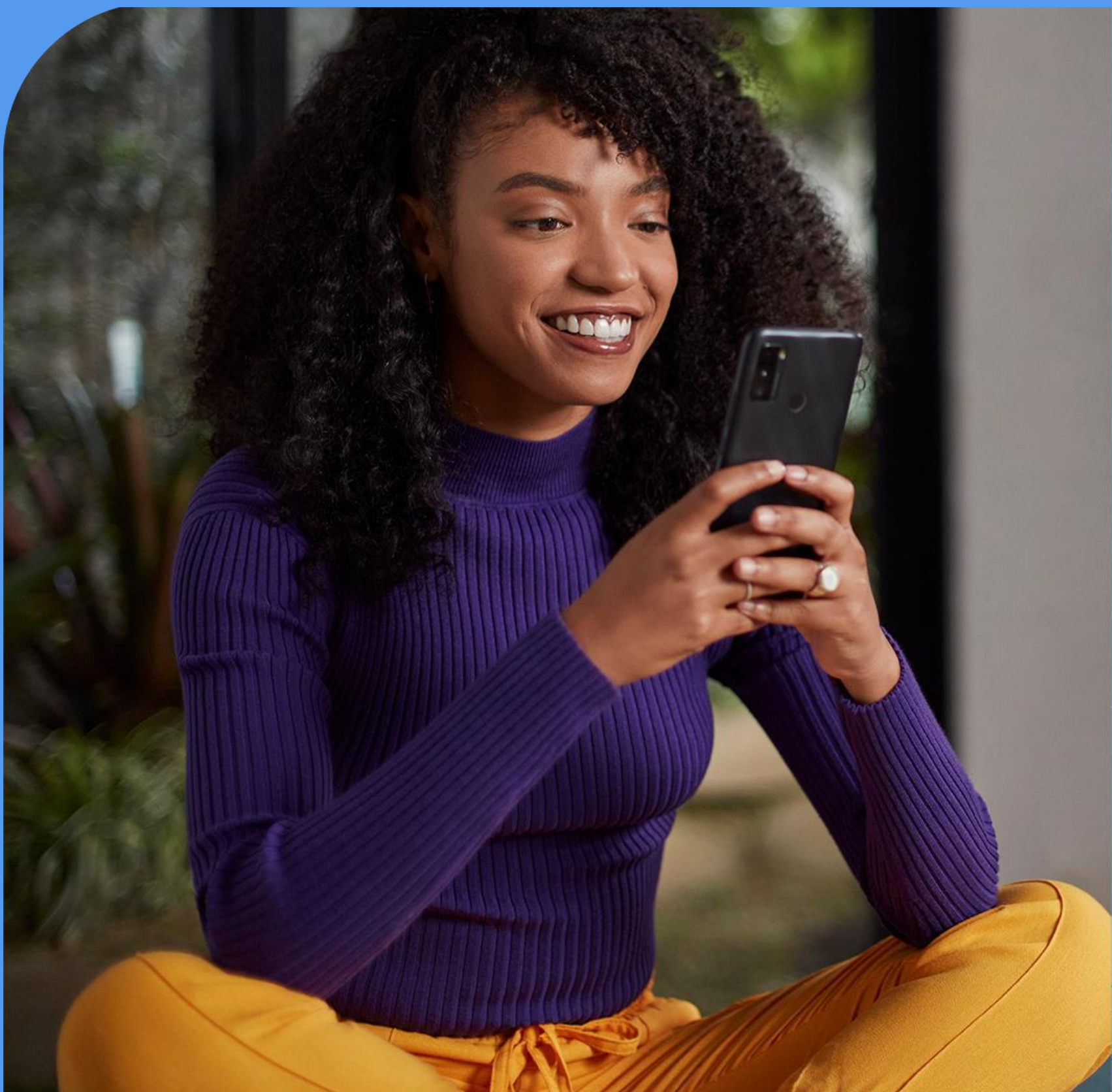
The **Toys** family posted a significant growth of 169.3% in revenue vs. 3Q23, a result brought mainly by sales for Children's Day (Brazilian holiday), Black Friday and Christmas.

Mobility grew 25.0% in sales revenue vs. 2Q24. In 9M24, the electric motorcycles and bikes business demonstrates solidity with a 35.5% increase in revenue vs. 9M23, targeting both sustainable fleets for corporate solutions and models for recreational use on and off-road.

This quarter, two new exclusive product distribution partnerships in the segment were announced: Chicco and Precor. The Italian Chicco has added to the **Baby** family with a range of premium children's products, such as strollers, car seats and heavy childcare that complement the current line of business. The partnership with the American Precor aims to complement Grupo Multi's portfolio of fitness solutions, increasing the addressable **Wellness** market with professional solutions and high technology.

¹Information on sales channels is unaudited managerial and does not consider cut-off effect in quarters.

gruppoMulti



Attachments

Balance Sheet (R\$ Million)

Assets	3Q24	2Q24	Δ%	3Q23	Δ%
Current Assets					
Cash and Cash Equivalents	739.9	1,022.6	-27.6%	898.3	-17.6%
Accounts Receivable	1,049.0	994.1	5.5%	1,034.6	1.4%
Inventories	1,486.6	1,324.2	12.3%	2,029.3	-26.7%
Financial Instruments	12.2	12.5	-2.8%	0.0	-
Recoverable Taxes	435.8	402.2	8.4%	443.4	-1.7%
Prepaid Expenses	20.5	9.2	122.5%	8.2	149.4%
Other Assets	2.1	2.1	0.5%	2.4	-9.9%
Total Current Assets	3,746.0	3,767.0	-0.6%	4,416.2	-15.2%
Non-Current Assets					
Deferred Taxes	155.8	181.2	-14.0%	179.6	-13.3%
Recoverable Taxes	390.7	368.4	6.0%	360.4	8.4%
Accounts Receivable	90.6	96.6	-6.2%	70.8	27.8%
Judicial Deposits	37.8	32.7	15.5%	60.1	-37.1%
Other Assets	36.8	38.0	-3.1%	117.1	-68.6%
Investments Properties	5.0	5.0	-	5.0	-
Investments	10.5	9.2	13.8%	118.2	-91.1%
Financial Instruments	7.7	9.0	-14.4%	0.0	-
Fixed assets	375.6	382.9	-1.9%	396.2	-5.2%
Intangible Assets	128.6	131.6	-2.2%	62.3	106.6%
Investment Funds	129.1	125.0	3.3%	0.0	-
Right-of-use Assets	22.8	23.2	-1.6%	37.5	-39.1%
Total Non-Current Assets	1,391.1	1,402.8	-0.8%	1,407.2	-1.1%
Total Assets	5,137.1	5,169.7	-0.6%	5,823.4	-11.8%
Liabilities	3Q24	2Q24	Δ%	3Q23	Δ%
Current Liabilities					
Loans and Financing	261.2	334.5	-21.9%	427.3	-38.9%
Suppliers	834.5	703.2	18.7%	514.3	62.2%
Labor and Social Obligations	54.3	52.6	3.2%	70.9	-23.4%
Tax Obligations	72.6	77.2	-5.9%	66.8	8.7%
Advances from Customers	0.0	0.0	-	16.9	-
Financial Instruments	6.0	2.6	135.9%	29.7	-79.8%
Guaranteed Obligations	33.9	37.1	-	42.7	-
Lease Liability	8.2	9.2	-11.0%	14.0	-41.3%
Liabilities from clients' contracts	25.7	30.5	-15.6%	0.0	-
Other Liabilities	35.1	34.7	1.1%	98.5	-64.3%
Total Current Liabilities	1,331.5	1,281.5	3.9%	1,281.2	3.9%
Non-Current Liabilities					
Loans and Financing	303.1	374.4	-19.1%	511.1	-40.7%
Tax Obligations	360.1	363.1	-0.8%	313.3	14.9%
Labor and Social Obligations	21.5	21.0	2.2%	17.4	23.3%
Provision for Legal Proceedings	15.4	21.6	-28.7%	103.3	-85.1%
Lease Liability	16.0	14.6	10.1%	25.8	-37.9%
Financial Instruments	0.0	0.0	-	29.0	-
Other Long-Term Liabilities	0.0	0.0	-	0.1	-
Total Non-Current Liabilities	716.1	794.7	-9.9%	1,000.0	-28.4%
Equity					
Capital Stock	1,713.4	1,713.4	-	1,713.4	0.0%
Cumulative translation adjustments	2.7	4.4	-	(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	-	88.7	0.0%
Tax Incentives Reserve	951.2	951.2	0.0%	1,201.2	-20.8%
Treasury Shares Purchase Reserve	22.7	22.7	-	22.7	-
Reserve for Investments	369.7	369.7	-	119.7	208.8%
Treasury Shares	(20.0)	(16.3)	-	(9.2)	116.8%
Accumulated Income (Loss)	(836.2)	(836.2)	-	(511.3)	63.5%
Accumulated losses for the period	(119.7)	(121.2)	-	0.0	-
Total Equity	3,089.6	3,093.4	-0.1%	3,542.2	-12.8%
Total Liabilities and Equity	5,137.1	5,169.7	-0.6%	5,823.4	-11.8%

Income Statement (R\$ Million)

	3Q24	2Q24	Δ%	3Q23	Δ%	LTM 3Q24	LTM 2Q24	Δ%
Net Revenue	809.9	884.9	-8.5%	883.8	-8.4%	3,266.4	3,770.0	-13.4%
Cost of Goods Sold	(610.6)	(690.7)	-11.6%	(824.9)	-26.0%	(2,836.8)	(3,298.8)	-14.0%
Cost of Materials	(576.5)	(666.0)	-13.4%	(706.5)	-18.4%	(2,732.8)	(2,884.7)	-5.3%
Personnel	(32.9)	(35.4)	-7.2%	(39.6)	-17.0%	(135.0)	(160.7)	-16.0%
Depreciation/Amortization	(7.5)	(6.9)	8.9%	(10.3)	-27.0%	(29.3)	(27.1)	8.2%
Others	6.3	17.6	-64.5%	(68.6)	-	60.4	(226.2)	-
Gross Profit	199.3	194.3	2.6%	58.9	238.6%	429.6	471.3	-8.8%
Operating Revenues (Expenses)								
Selling Expenses	(209.6)	(200.0)	4.8%	(210.5)	-0.4%	(858.2)	(953.1)	-10.0%
Commercial Expenses	(89.8)	(86.1)	4.4%	(74.8)	20.1%	(338.6)	(320.1)	5.8%
Distribution Expenses	(59.1)	(51.5)	14.7%	(84.6)	-30.1%	(270.6)	(318.4)	-15.0%
Advertising and Marketing Expenses	(30.0)	(32.3)	-7.1%	(35.3)	-15.0%	(129.9)	(161.0)	-19.3%
After Sale Activities	(24.6)	(25.1)	-2.0%	(24.5)	0.2%	(96.3)	(95.1)	1.3%
Allowance for Doubtful Accounts	(6.1)	(5.1)	20.0%	8.7	-	(22.8)	(58.5)	-61.0%
General & Administrative	(33.3)	(34.3)	-2.8%	(32.3)	3.2%	(122.0)	(171.3)	-28.8%
Personnel	(9.7)	(8.4)	15.0%	(10.4)	-6.9%	(36.3)	(44.8)	-18.9%
Professional Services	(5.3)	(7.9)	-32.5%	(5.2)	2.2%	(21.6)	(35.4)	-38.9%
Communications	0.0	0.0	-	0.0	-	0.0	(2.8)	-
Technology and Communications	(11.9)	(12.2)	-2.9%	(7.8)	52.9%	(38.7)	(43.3)	-10.6%
Rents, Insurance, Travel, Others	(6.4)	(5.7)	12.3%	(8.9)	-27.7%	(25.4)	(45.0)	-43.7%
Other Operating Revenues (Expenses)	33.4	54.9	-39.1%	46.0	-27.4%	158.6	65.4	142.3%
Operating Profit	(10.3)	14.9	-	(137.9)	-92.6%	(392.0)	(587.6)	-33.3%
Interest Income	48.2	97.0	-50.2%	107.8	-55.3%	286.3	215.2	33.0%
Interest Expense	(55.9)	(9.3)	503.3%	(116.7)	-52.1%	(267.9)	(398.9)	-32.8%
FX Variation, Net	44.8	-142.2	-	(77.2)	-	(95.6)	73.6	-
Profit Before Taxes	26.9	(39.7)	-	(224.0)	-	(469.2)	(697.7)	-32.7%
Current Income Taxes	0.0	0.0	-	14.6	-	(0.7)	(5.9)	-87.3%
Deferred Income Taxes	-25.4	-12.6	102.5%	-2.9	778.6%	(23.8)	(13.1)	82.3%
Net Income	1.5	(52.2)	-	(212.2)	-	(493.7)	(716.6)	-31.1%

Cash Flow (R\$ million)

	3Q24	2Q24	Δ%	3Q23	Δ%
Cash flow from operating activities					
Earnings before Income Tax and Social Contribution	26.9	(39.7)	-	(224,0)	-
Adjustments by:					
Exchange rate variation not realized	(56.5)	136.5	-	58.9	-
Net interest expense	18.3	10.3	76.9%	16.4	11.3%
Depreciation and amortization	14.4	14.9	-3.3%	21.6	-33.3%
Write-offs of fixed and intangible assets	1.2	3.3	-63.6%	0.4	191.5%
Impairment write-off	0.2	0.0	-	0.0	-
Adjustment to Present Value of Accounts Receivable	(0.1)	0.6	-	2.0	-
Estimate for Doubtful Losses	4.2	7.5	-43.5%	4.5	-6.7%
Funds and rebates generated for customers	33.8	29.0	16.3%	41.5	-18.7%
Estimated loss for adjustment to the realizable value of inventory	(27.5)	(69.0)	-60.1%	53.0	-
Provision for procedural, civil and tax risks	3.7	115.9	-96.8%	(61.5)	-
Provisions for guarantees	(3.2)	(5.6)	-43.2%	0.0	-
Financial Credit	(36.1)	(45.0)	-19.8%	(38.8)	-7.0%
Financial result with writs	(1.9)	(0.4)	324.3%	(1.9)	-3.4%
Fair value of investment funds and loan agreement	(1.2)	69.2	-	(3.0)	-59.1%
Income from derivative financial instruments without cash effect	8.5	(50.3)	-	(14.6)	-
	(15.3)	177.2		(145.3)	
Equity variations					
Accounts Receivable	(86.8)	(94.5)	-8.2%	124.6	-
Stocks	(134.8)	221.7	-	417.9	-
Tax credits	(19.8)	52.9	-	115.7	-
Other assets	(13.3)	(60.0)	-77.8%	24.5	-
Suppliers	180.9	5.6	3,144.3%	(194.1)	-
Tax obligations	(18.0)	(159.9)	-88.7%	(26.0)	-30.7%
Accounts Payable	(2.2)	(12.1)	-81.6%	(12.4)	-82.1%
Paid/Received Derivatives	(3.3)	(3.7)	-11.1%	(41.9)	-92.1%
Interest paid on loans and financing	(16.6)	(3.0)	448.1%	(25.1)	-33.9%
Income tax and social contribution paid	-	-	-	(14.6)	-
	(114.1)	(53.1)		368,7	
Net cash generated from operating activities	(129.4)	124.2	-	223.3	-
Cash flow from investing activities					
Acquisition of fixed assets	(5.1)	(4.9)	5.0%	(24.7)	-79.3%
Acquisition of intangible assets	0.0	(0.4)	-	(3.3)	-
Expet Business Combination	0.0	(1.6)	-	0.0	-
Investments in Investment Funds	(2.1)	(1.8)	16.7%	(14.5)	-85.5%
Net cash applied in investing activities	(7.2)	(8.7)		(42.5)	
Cash flow from financing activities					
Treasury shares	(3.6)	(7.1)	-48.9%	0.0	-
Resources from loans and financing	0.0	0.0	-	(2.8)	-
Repayment of loans and financing	(138.1)	(35.9)	284.7%	(176.7)	-21.9%
Lease Liability Payments	(2.6)	(4.2)	-36.8%	(4.8)	-45.3%
Net cash generated by (applied to) financing activities	(144.4)	(47.2)	205.9%	(184.4)	-21.7%
Exchange rate change on cash and cash equivalents	(1.7)	4.2	-	-	-
Net increase/(decrease) in cash and cash equivalents	(282.7)	72.5	-	(3.5)	7925.0%
Cash and final cash equivalents	(282.7)	72.5	-	(3.5)	7925.0%

DISCLAIMER

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

Such expectations are subject to risks and uncertainties, since they are dependent on changes in the market and in 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, supply and production difficulties, among other risks, and are therefore subject to significant changes. they do not constitute guarantees of performance.