

# grupo **Multilaser**

Apresentação de Resultados **1T26**

14 05 2026

# Destques 1T26

## Receita Líquida

1T26  
R\$ **872,7**  
milhões

+14,3 vs. 1T25

## Margem Bruta

1T26  
**30,4%**

+6,7 p.p vs. 1T25

## EBITDA

1T26  
R\$ **96,5**  
milhões

+R\$ 91,0 MM vs. 1T25

## Lucro Líquido

1T26  
R\$ **123,4**  
milhões

+R\$ 58,8 MM vs. 1T25

## Caixa Operacional

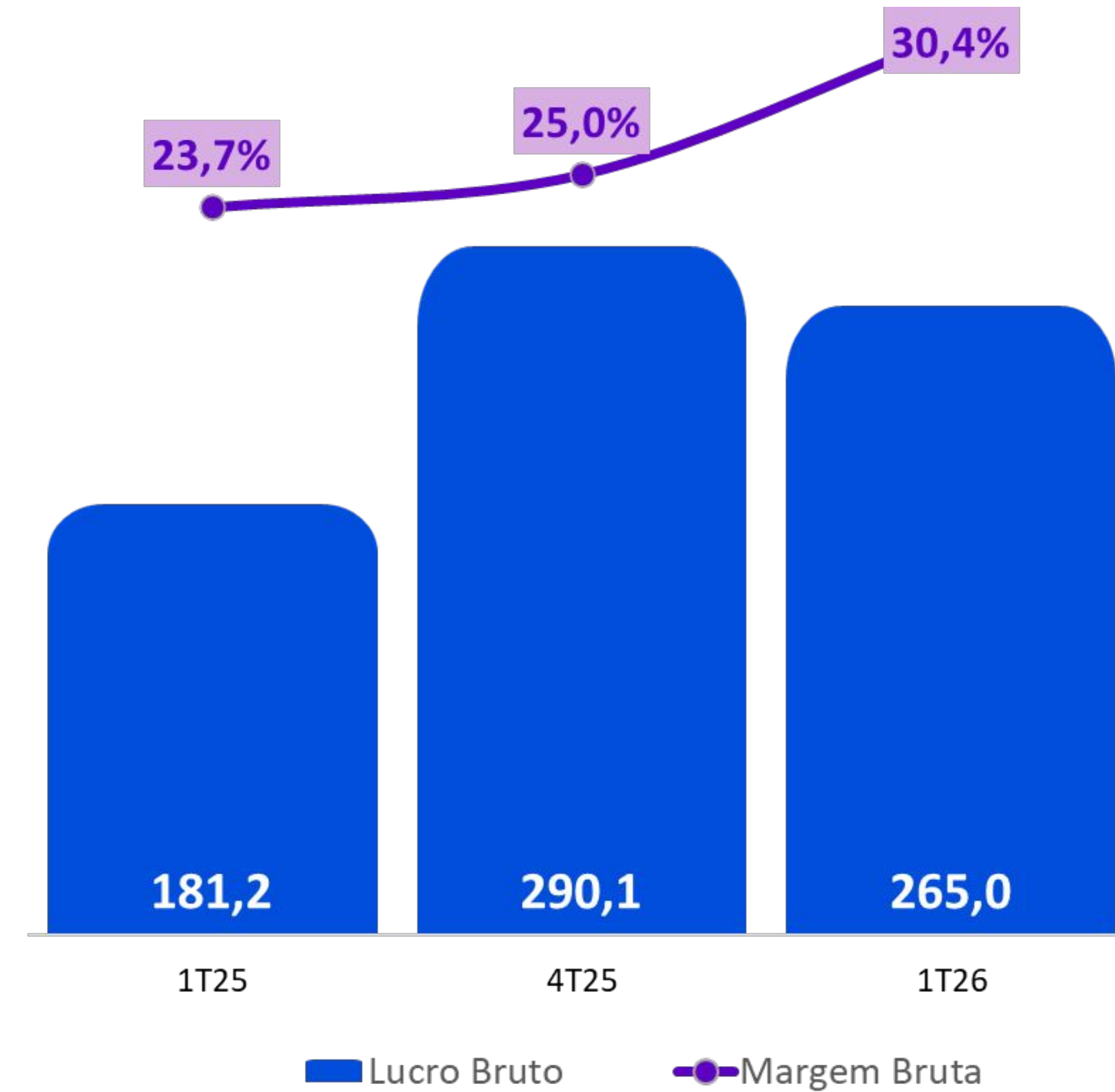
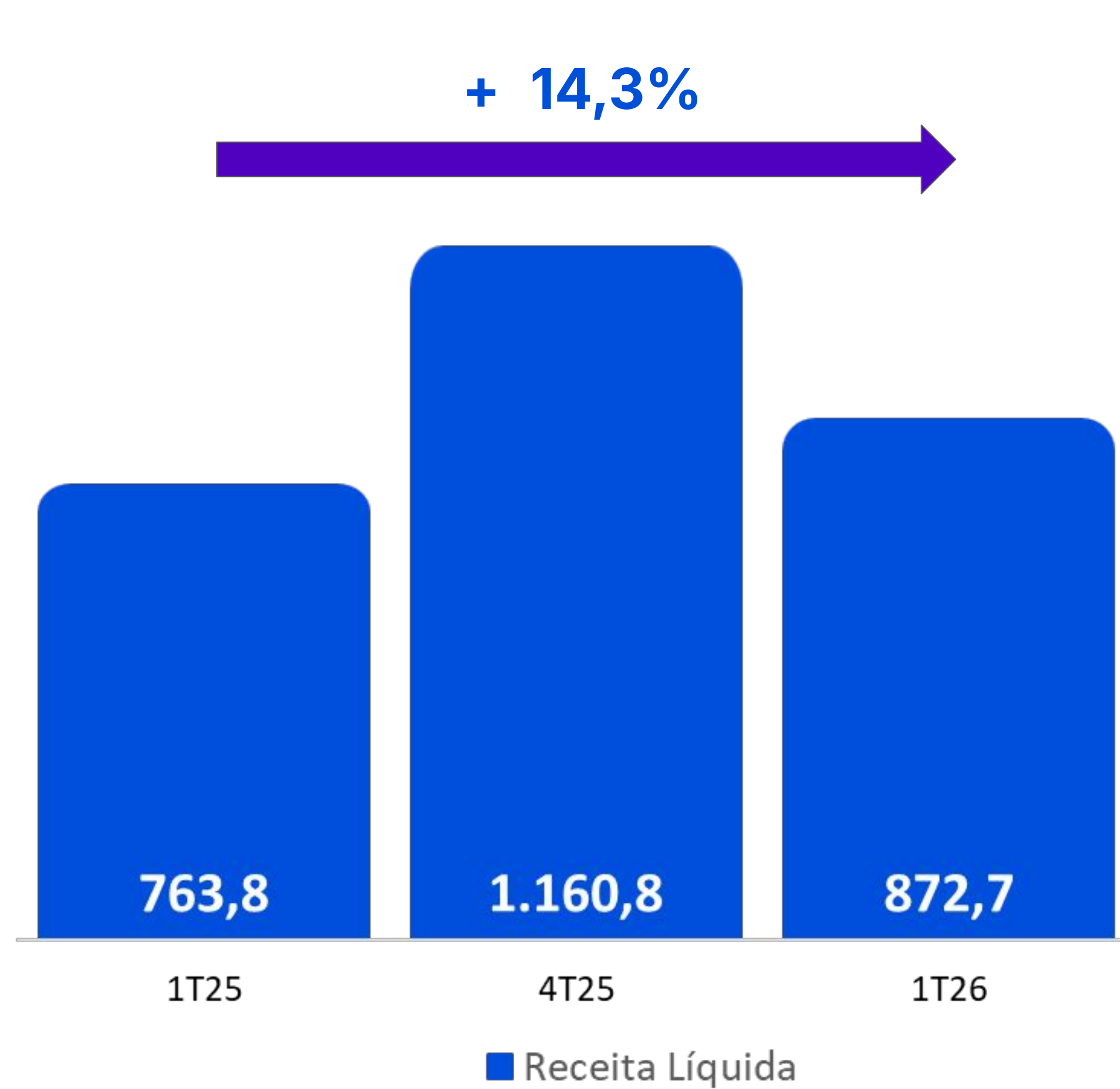
R\$ **65,8**  
milhões

gerados no 1T26, uma reversão do consumo de R\$ 330,30 milhões no 1T25

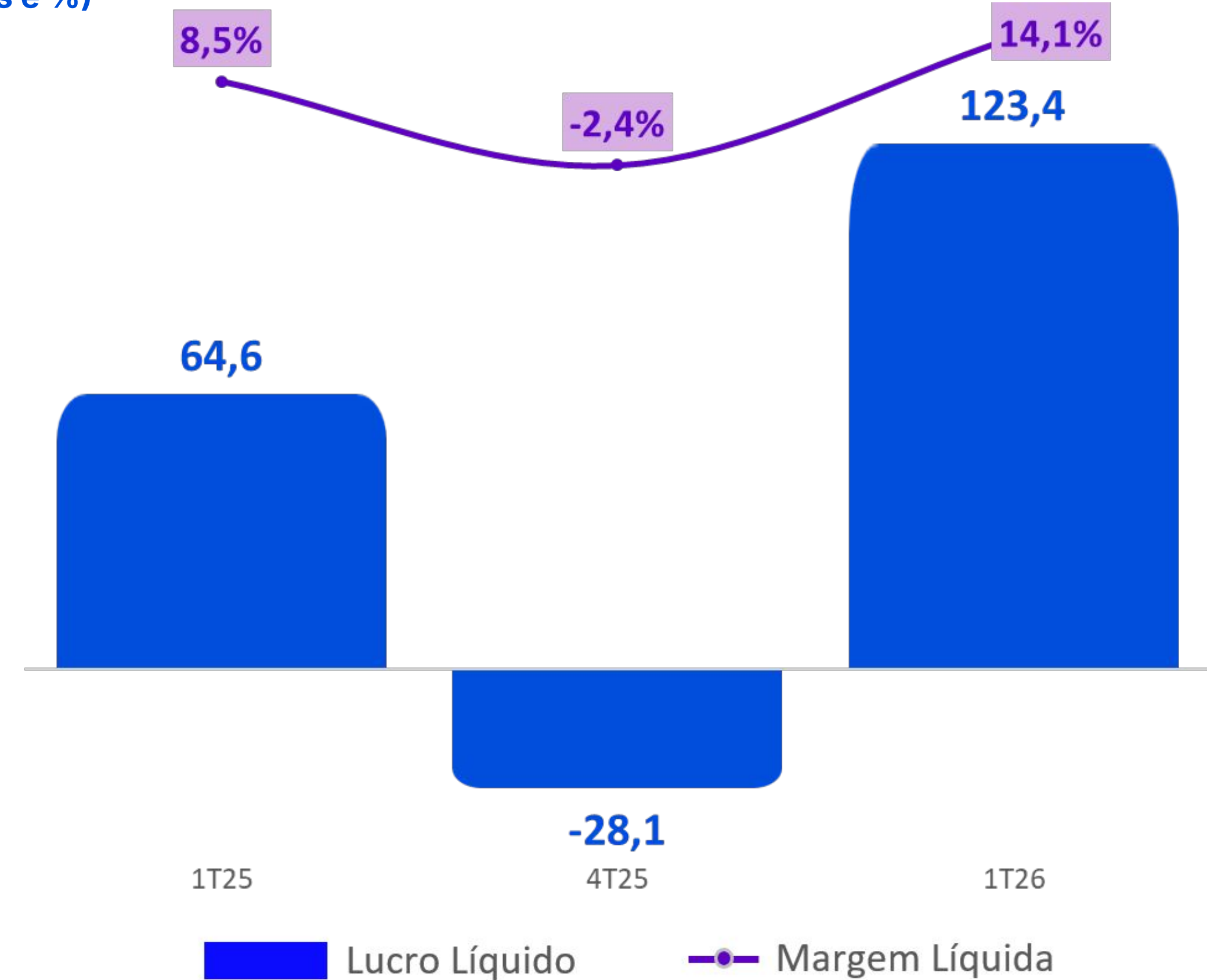
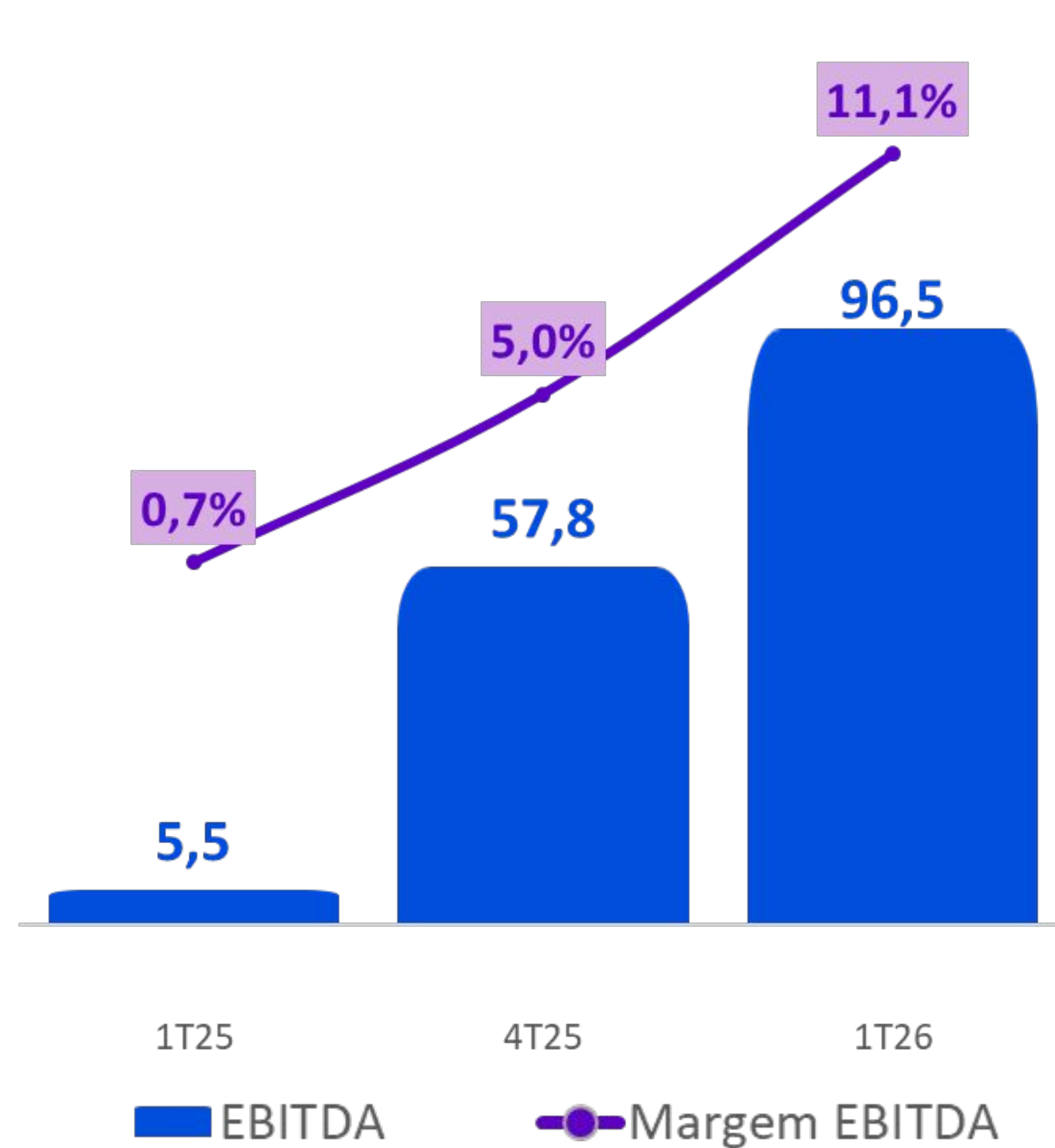
# Receita Líquida, Lucro Bruto e Margem Bruta



(R\$ milhões e %)

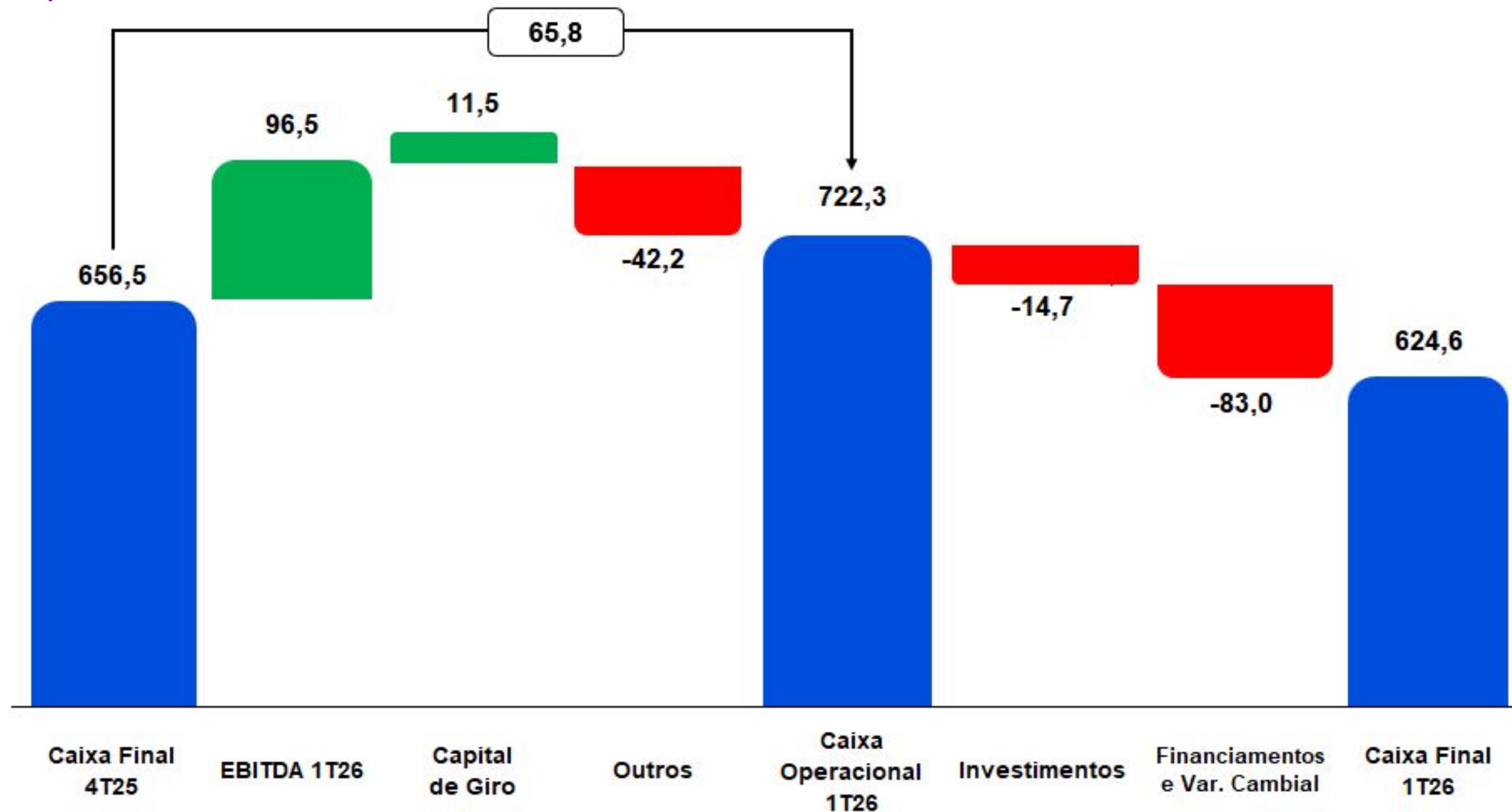


# EBITDA, Margem EBITDA e Lucro Líquido



# Fluxo de Caixa 1T26

(R\$ milhões)

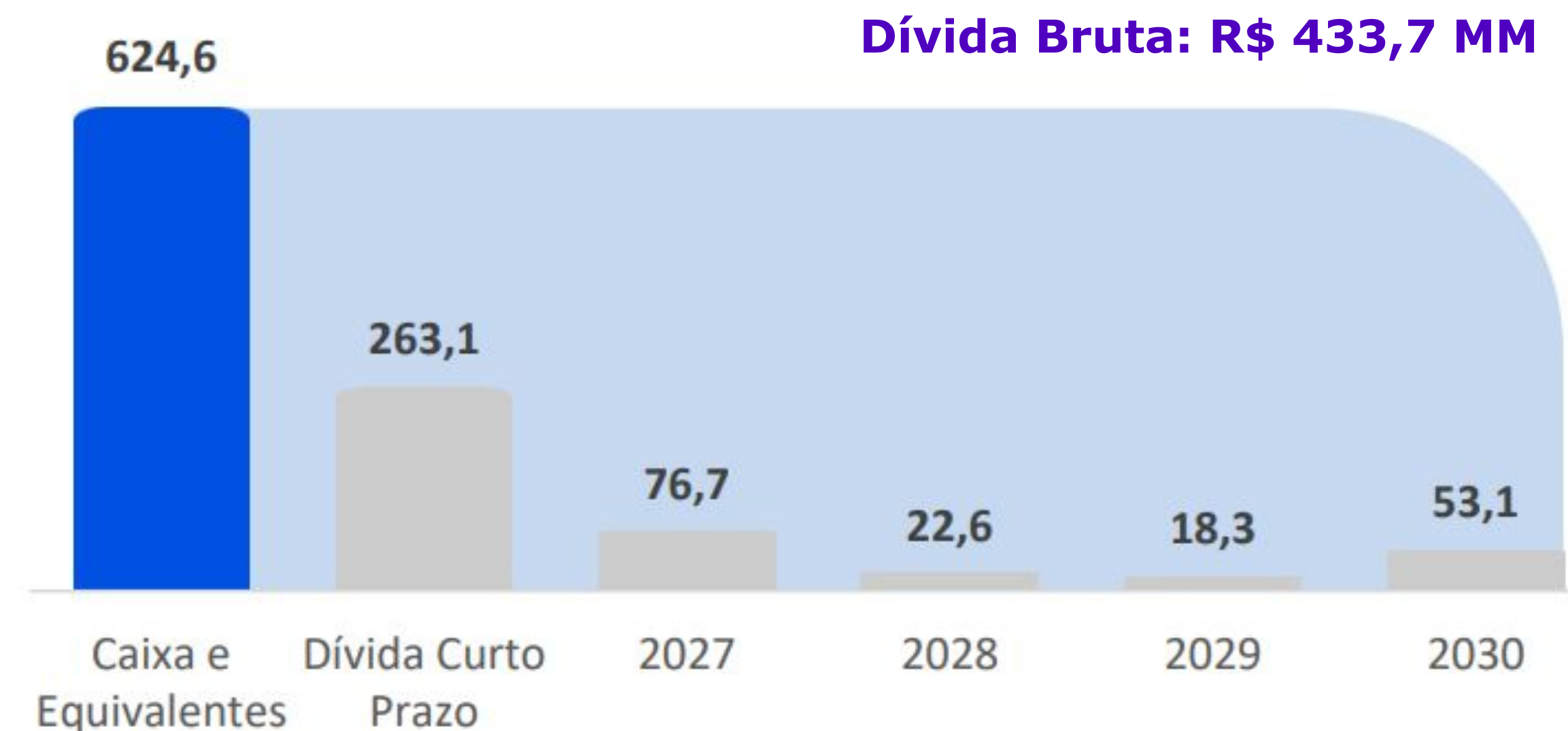
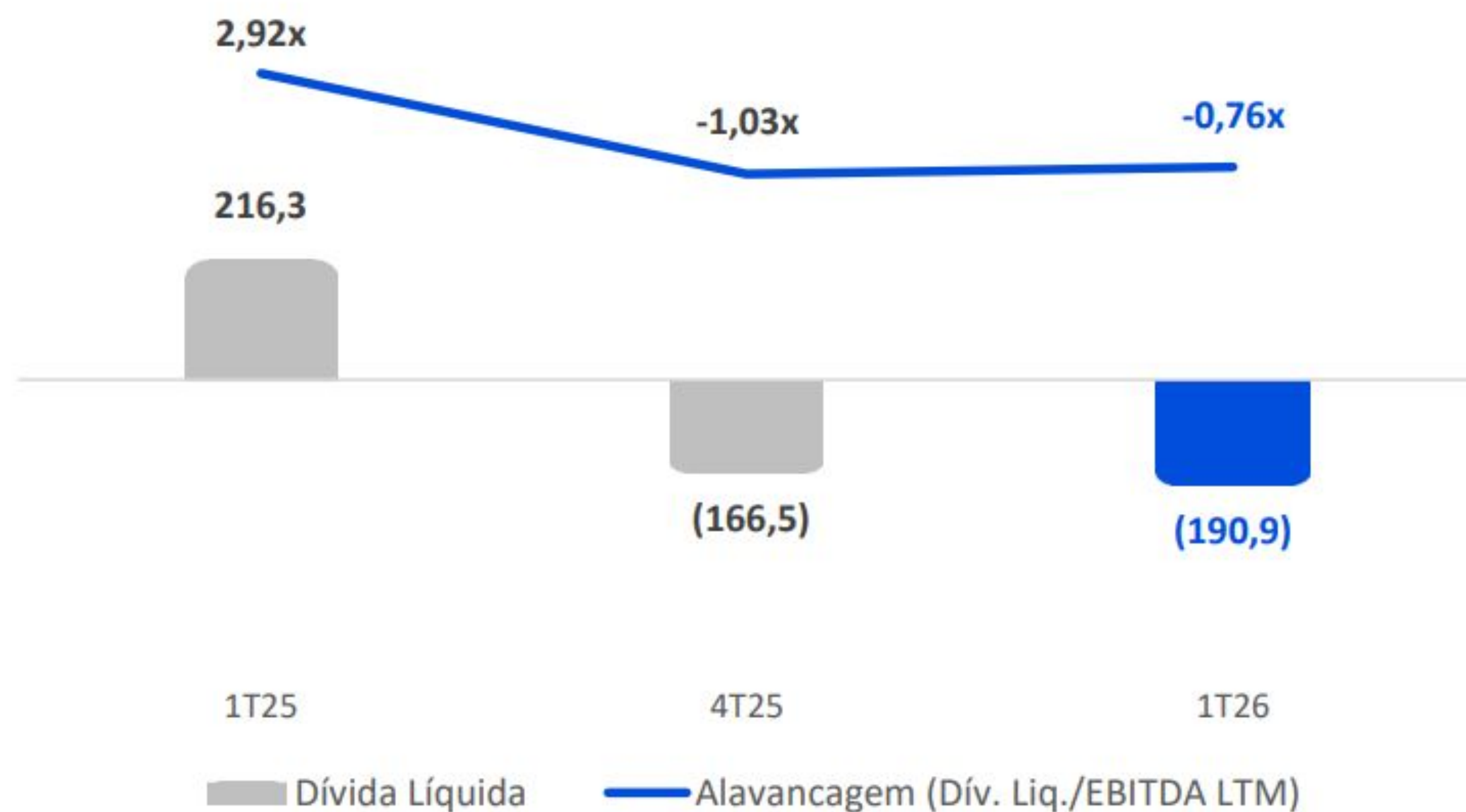


## Destaques:

- R\$ 65,8 MM de geração de Caixa Operacional, revertendo o consumo de R\$ 330,3 milhões no 1T25

# Endividamento\* e Cronograma de Amortização

Fechamos o 1T26 com R\$624,6 MM em Caixa e Equivalentes de Caixa e Caixa Líquido de R\$190,9 MM. O saldo em Caixa é **suficiente para cobrir em 2,4x os Empréstimos e Financiamentos de curto prazo** da Companhia, que representam **60,7%** do montante total devido.



(em milhões de reais)

\*Dívida Líquida / EBITDA LTM

# Segmentos de Negócios

## Corporativo



## Consumer Tech

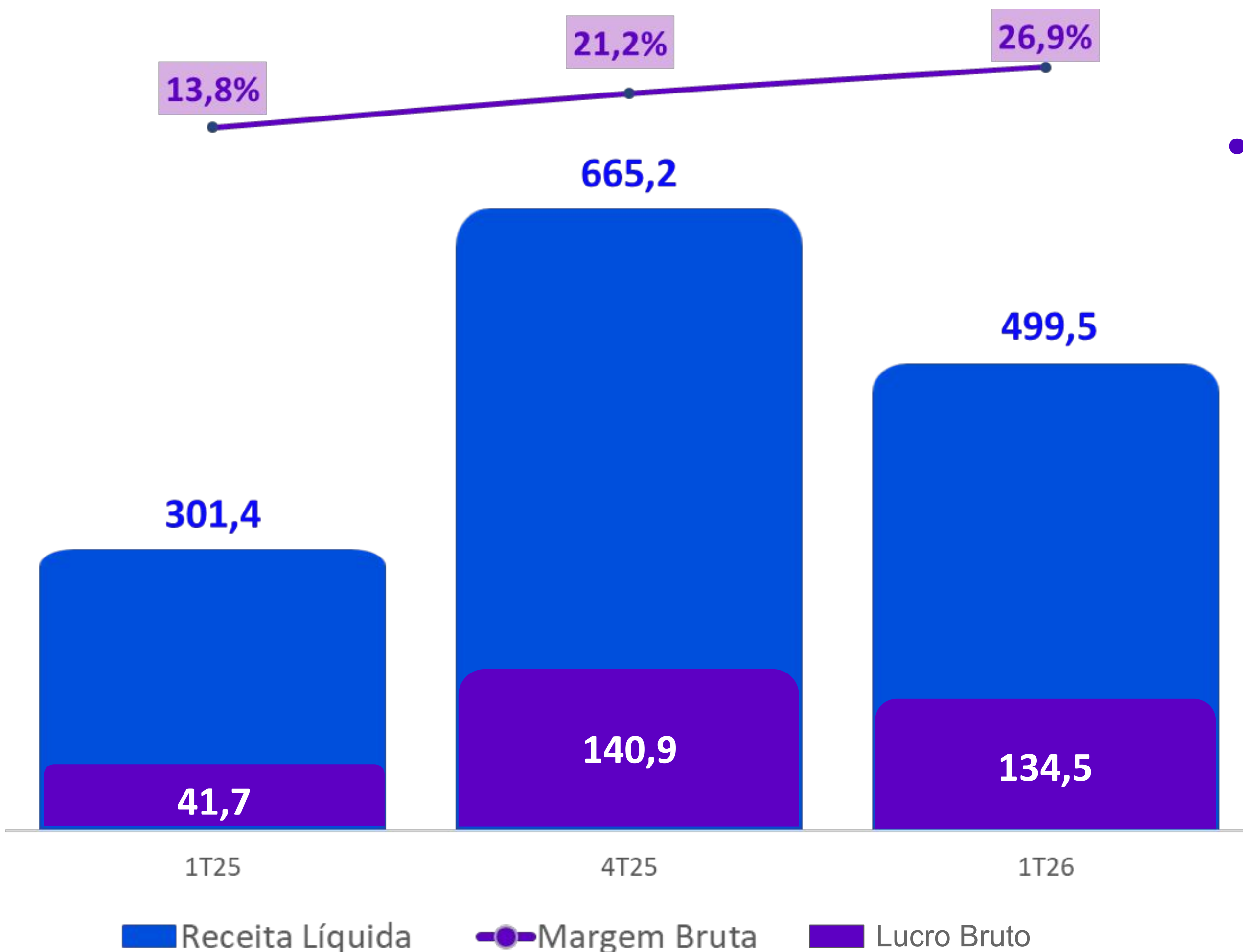


## Consumer Especializado



# Corporativo

(R\$ milhões e %)



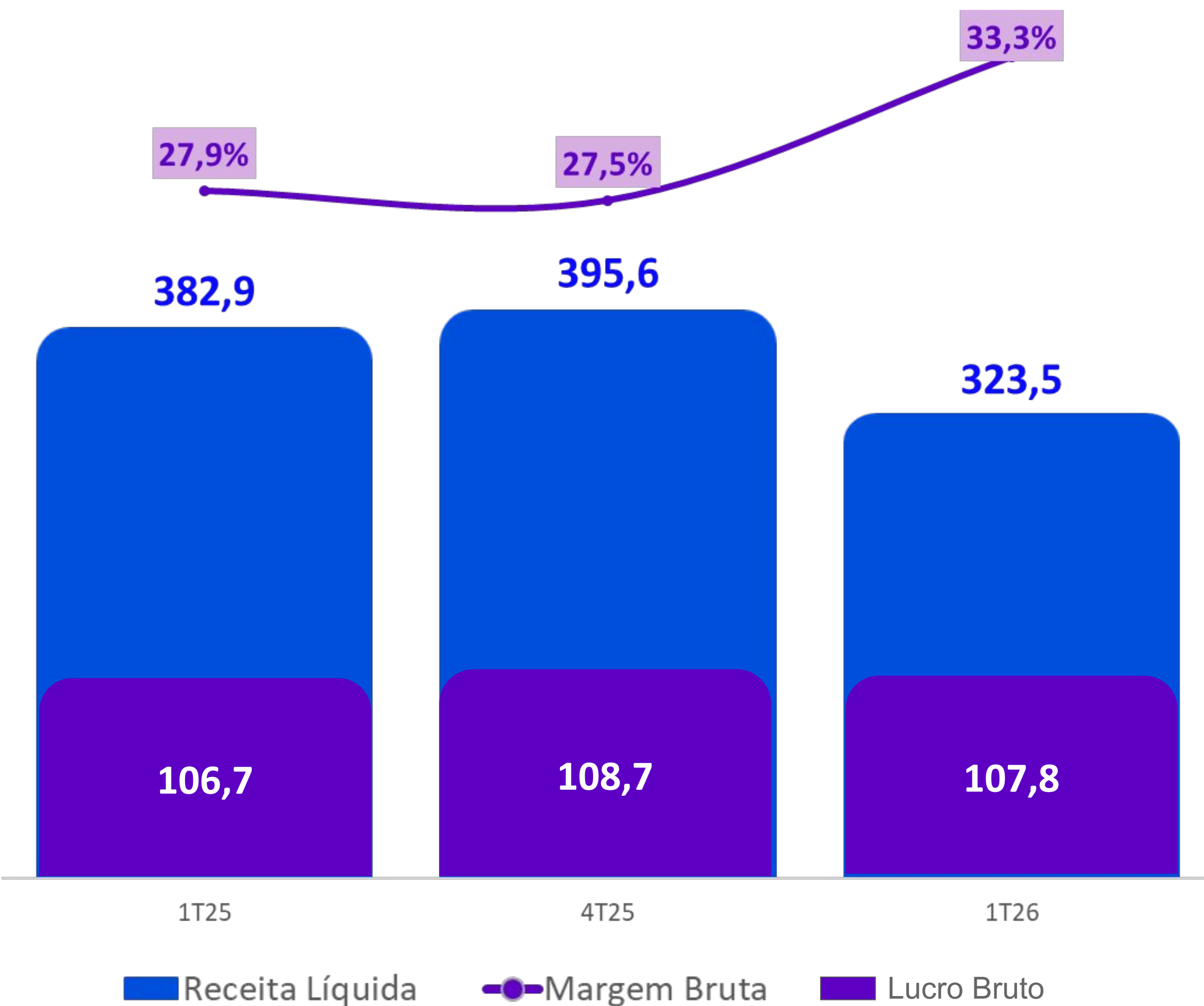
- **Antecipação** de compras de clientes corporativos e captura de ganhos com Redes e OEM
- **Repasse de preços** nas vendas de memórias e componentes



Aparelhos de Telecomunicações para Operadoras e Provedores (Redes), PC & Tablets para Governo, Memórias e Componentes (OEM), Mobilidade Elétrica (Watts), Equipamentos de Ginástica (Wellness e ZiYou), Equipamentos de Áudio (Sennheiser) e Projetos de Fabricação

# Consumer Tech

(R\$ milhões e %)



- **Foco na Rentabilidade**, com otimização do **portfólio de produtos**
- Revisão da linha de **Telas & Vídeo**
- Escassez de memórias afetou a linha de **Tablets**, em razão do **repasse de preço** e **maior percentual das memórias no custo**
- Crescimento de vendas nas linhas de **Áudio, PCs e Eletroportáteis**

Telas & Vídeo, Acessórios de Informática, Drones & Câmeras, Eletroportáteis, Memórias & Pen Drives, PCs & Tablets para Varejo, Áudio & Acessórios Mobile e Telefonia



# Receita Consumer Tech (excluindo Telas e Tablets)

(R\$ milhões)

+ 20,2%



1T25

4T25

1T26

Aumento de vendas  
vs. 1T25:

↑ **Áudio: +36,1**

↑ **PCs: +54,2%**

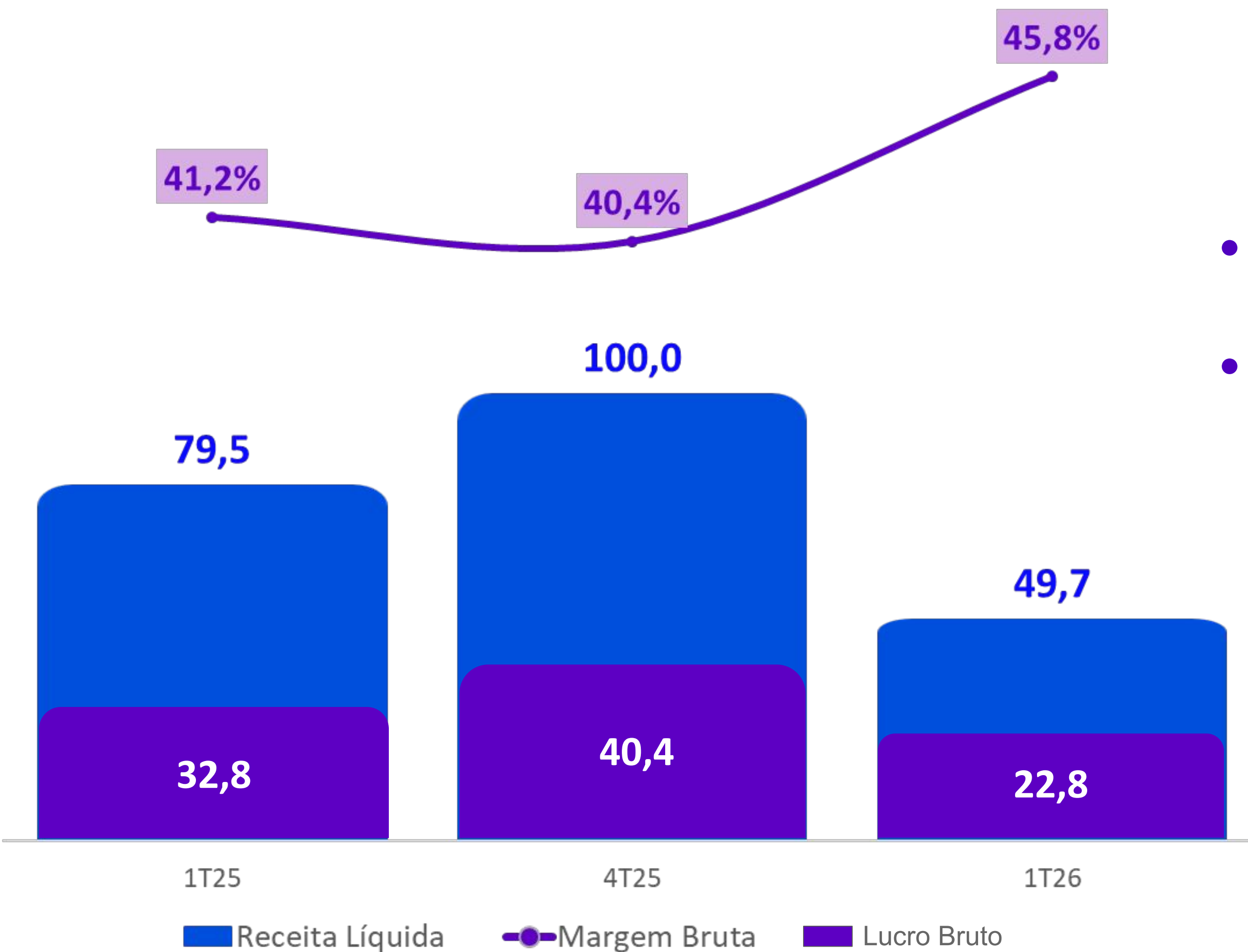
↑ **Eletroportáteis: 31,3%**

Telas & Vídeo, Acessórios de Informática, Drones & Câmeras, Eletroportáteis, Memórias & Pen Drives,  
PCs & Tablets para Varejo, Áudio & Acessórios Mobile e Telefonia



# Consumer Especializado

(R\$ milhões e %)




- Foco na rentabilidade
- Receita impactada pela saída do negócio Pet ao final de 2025



## Escassez Global de Componentes

- Choque de preços global, com impacto local em toda a indústria de informática
- Repasse de preços para OEM e produtos com memórias embutidas
- Vantagem de produção local e risco da participação das memórias no custo





# Iniciativas 1T26

 **Disciplina em Despesas**

 **Gestão do Capital de Giro**

 **Otimização do portfólio**

 **Monitoramento contínuo de  
oportunidades e tendências de mercado**

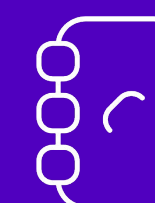
# MLAS

B3 LISTED NM

**Eduardo Belelas**  
CFO e DRI

**RI MLAS3:**

Lorena Sabatini (Gerente Executiva Contábil)  
Helena Osório (Coordenadora Contábil)  
Fernando Nunes (Analista de RI)



E-mail: [ri@grupomultilaser.com.br](mailto:ri@grupomultilaser.com.br)

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



**SITE RI**

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



**SITE GOVERNO**

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



**E-COMMERCE**

<https://multi.com.vc>

**As declarações contidas neste relatório relativas às perspectivas dos negócios do Grupo Multilaser, projeções e ao seu potencial de crescimento constituem-se em meras previsões e foram baseadas em nossas expectativas, crenças e suposições em relação ao futuro da Companhia.**

Tais expectativas estão sujeitas a riscos e incertezas, já que são dependentes de mudanças no mercado e no desempenho econômico geral do país, do setor e do mercado internacional, de preço e competitividade dos produtos, da aceitação de produtos pelo mercado, de flutuações cambiais, de dificuldades de fortalecimento e produção, entre outros riscos, estando, portanto sujeitas a mudanças significativas, não se constituindo garantias de desempenho.



Q&A

grupo **Multilaser**

# grupo **Multilaser**

**1Q26** Earnings Presentation

05 14 2026

# 1Q26 Highlights

## Net Revenue

1Q26  
R\$ **872.7**  
million

+14.3 vs. 1Q25

## Gross Margin

1Q26  
**30.4%**

+6.7 p.p vs. 1Q25

## EBITDA

1Q26  
R\$ **96.5**  
million

+R\$ 91.0 MM vs. 1Q25

## Net Income

1Q26  
R\$ **123.4**  
million

+R\$ 58.8 MM vs. 1Q25

## Operational Cash

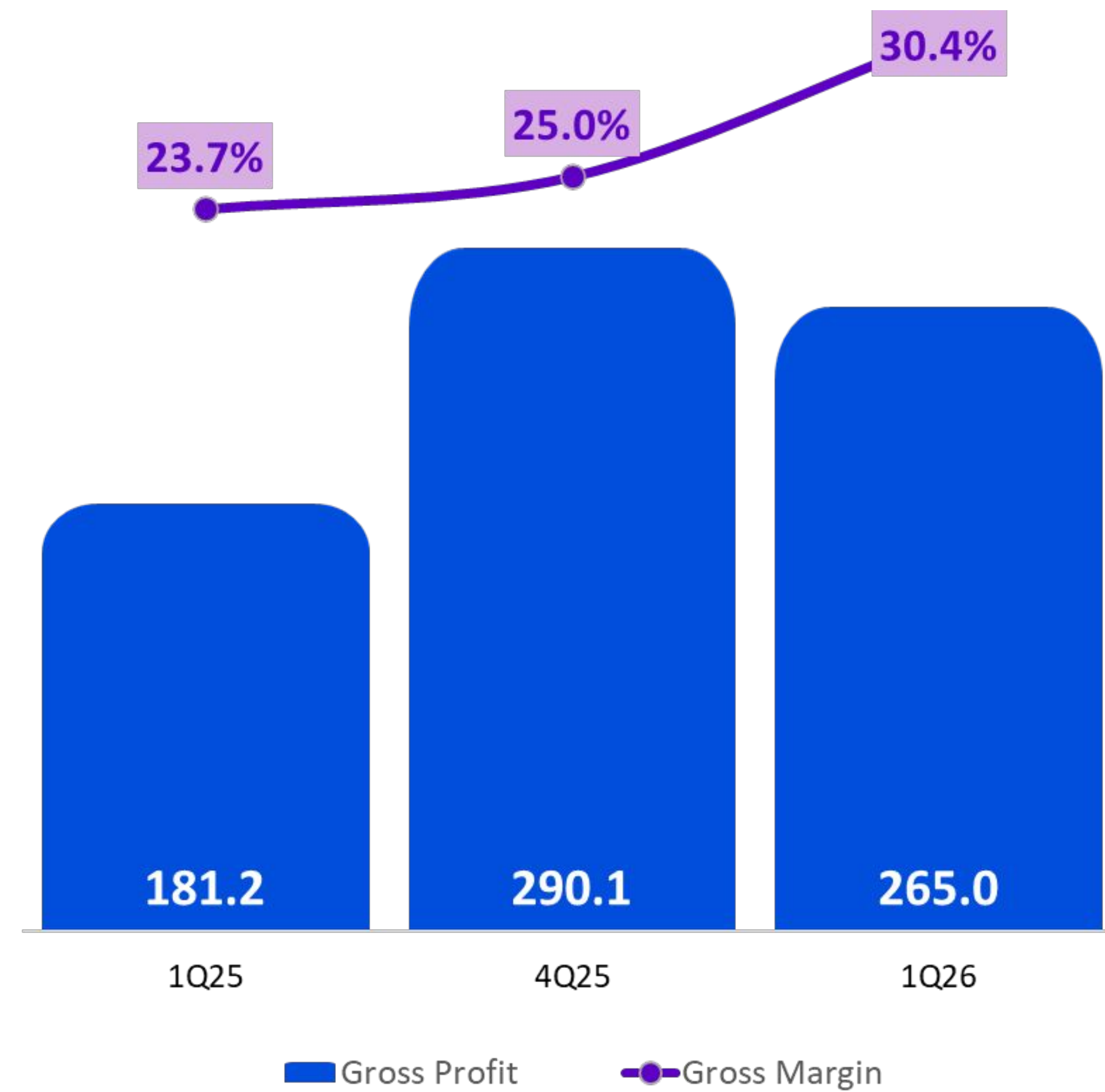
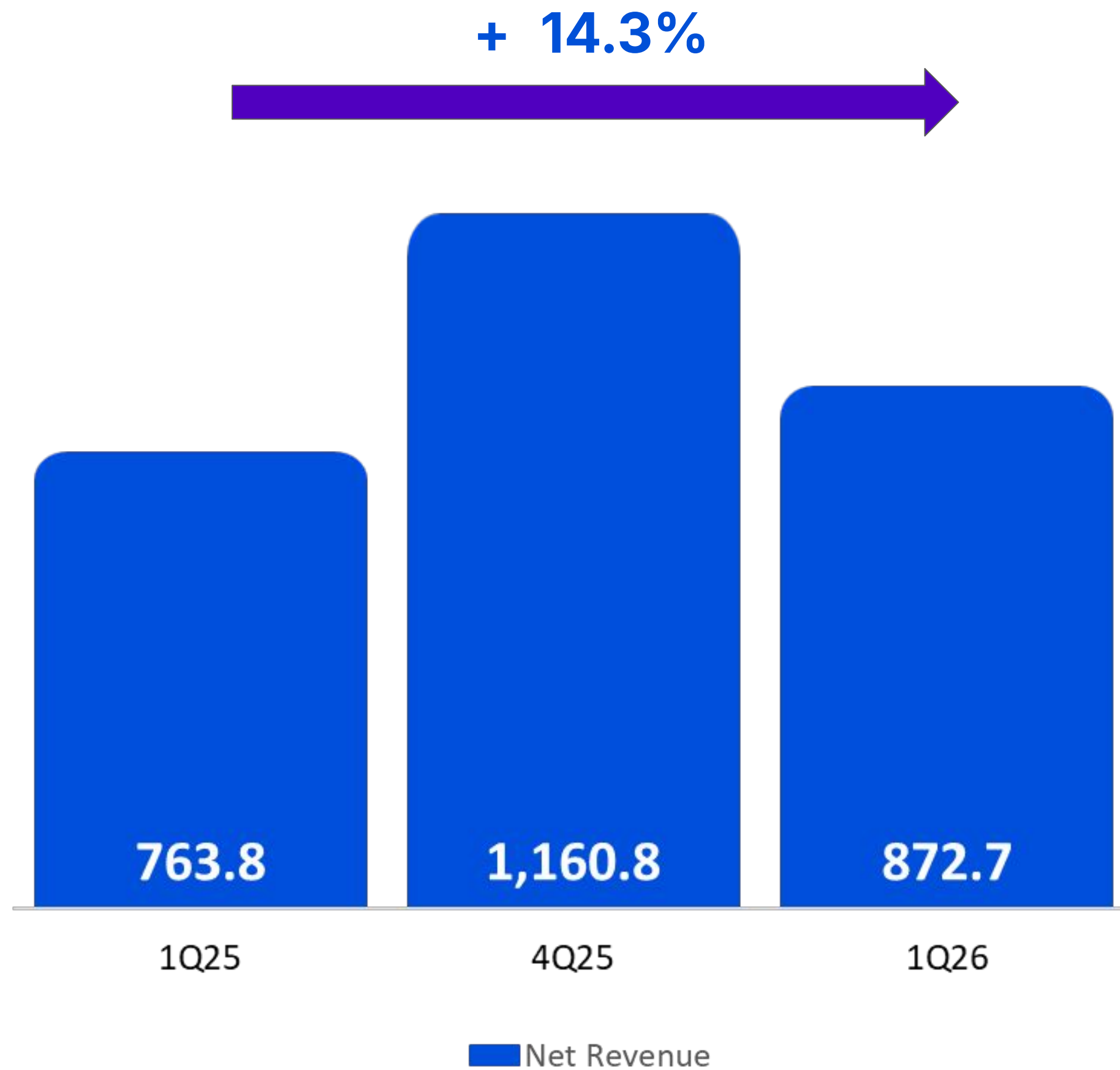
R\$ **65.8**  
million

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

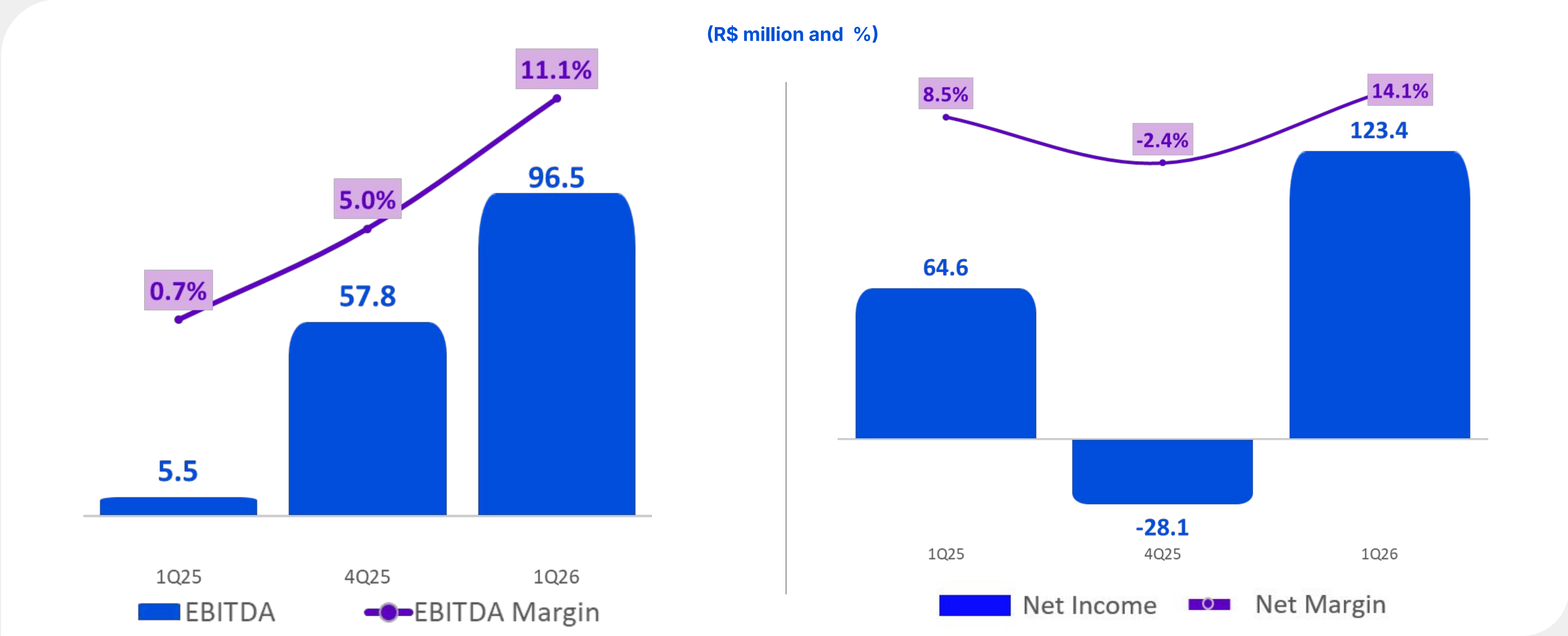
# Net Revenue, Gross Profit and Gross Margin



(R\$ million and %)

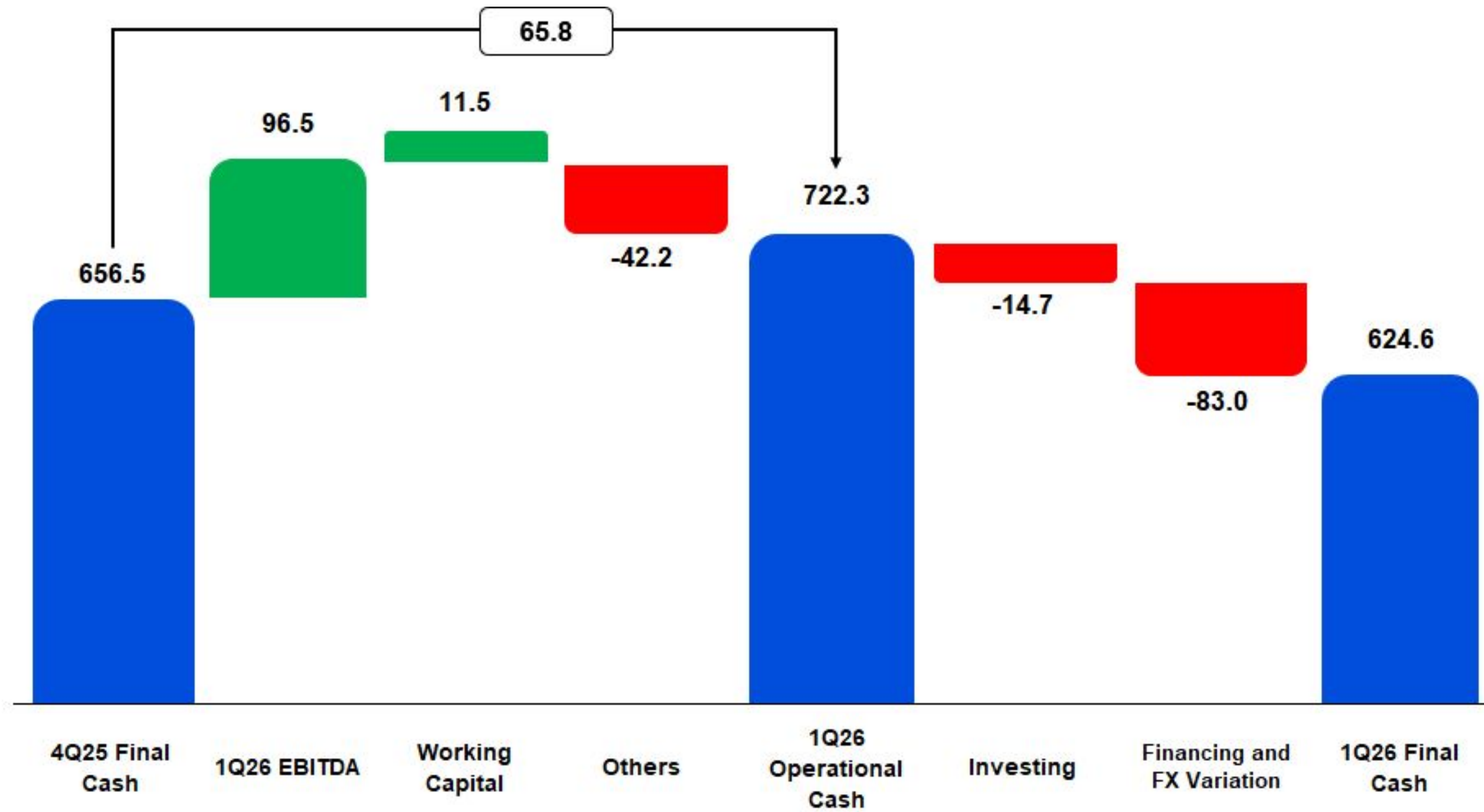


# EBITDA, EBITDA Margin and Net Income



# 1Q26 Cash Flow

(R\$ million)

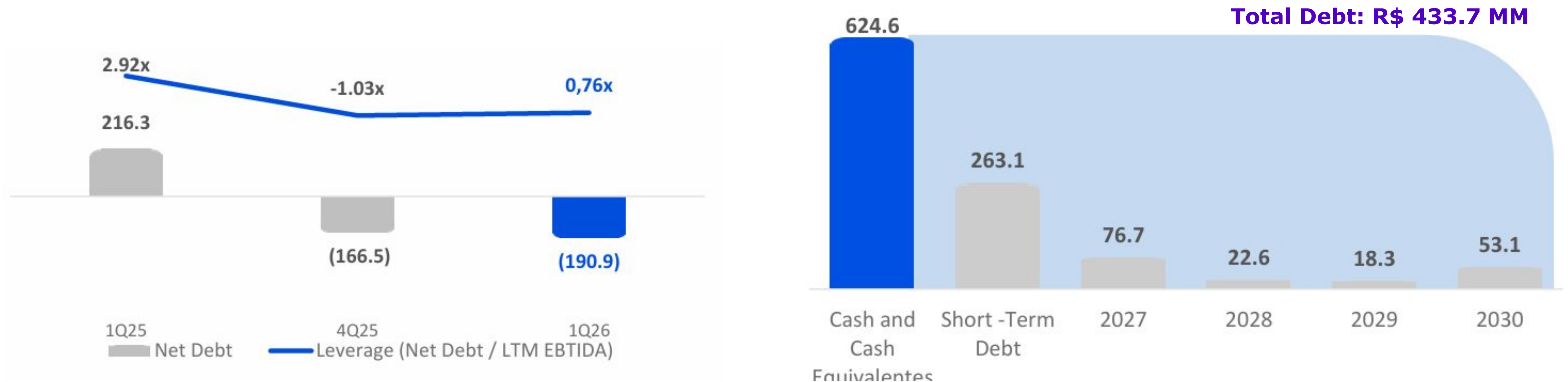


## Highlights:

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

# Indebtedness\* and Debt Amortization Schedule

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



(in R\$ million)

\*Net Debt / LTM EBITDA

# Business Segments

## Corporate



## Tech Consumer

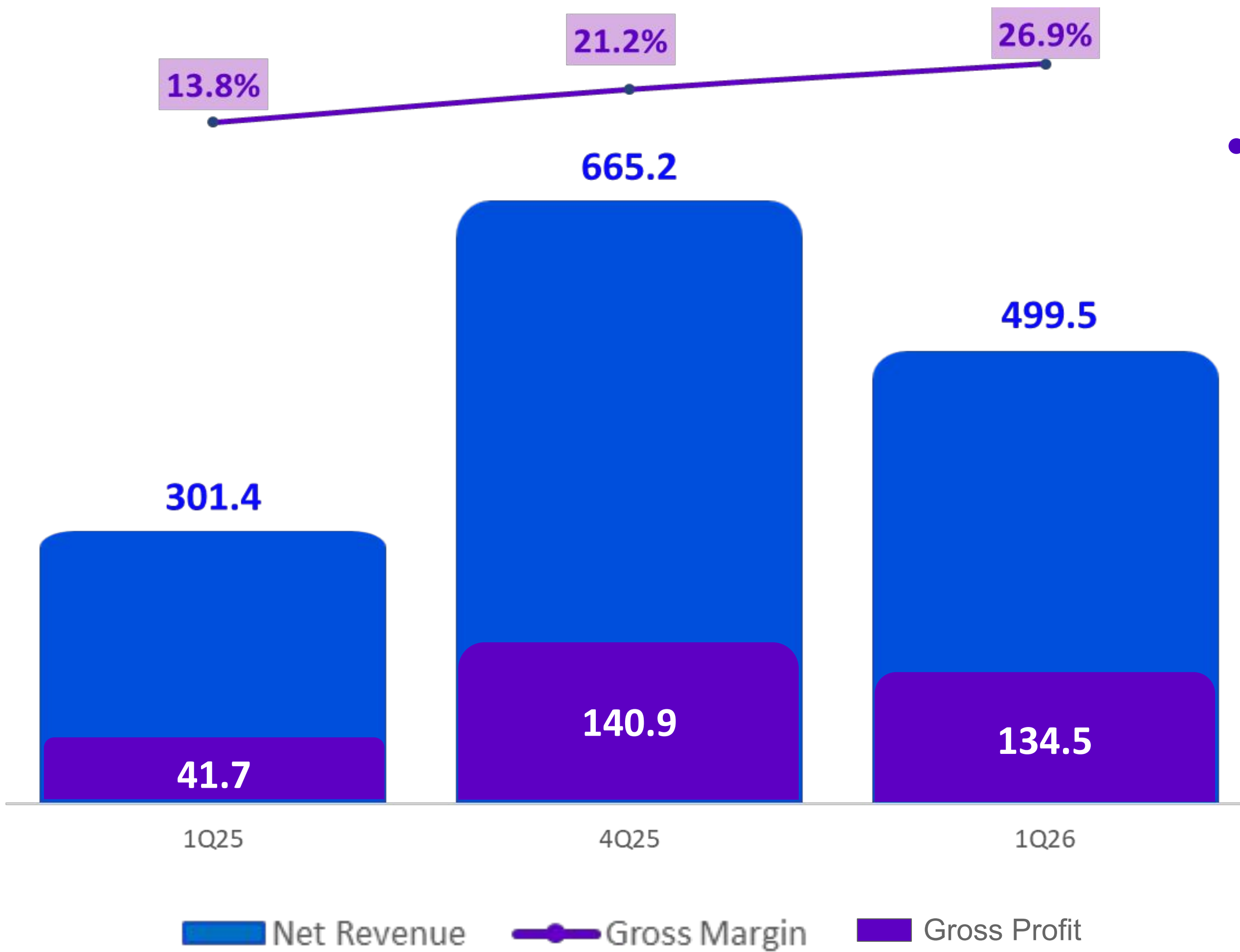


## Specialized Consumer



# Corporate

(R\$ million and %)



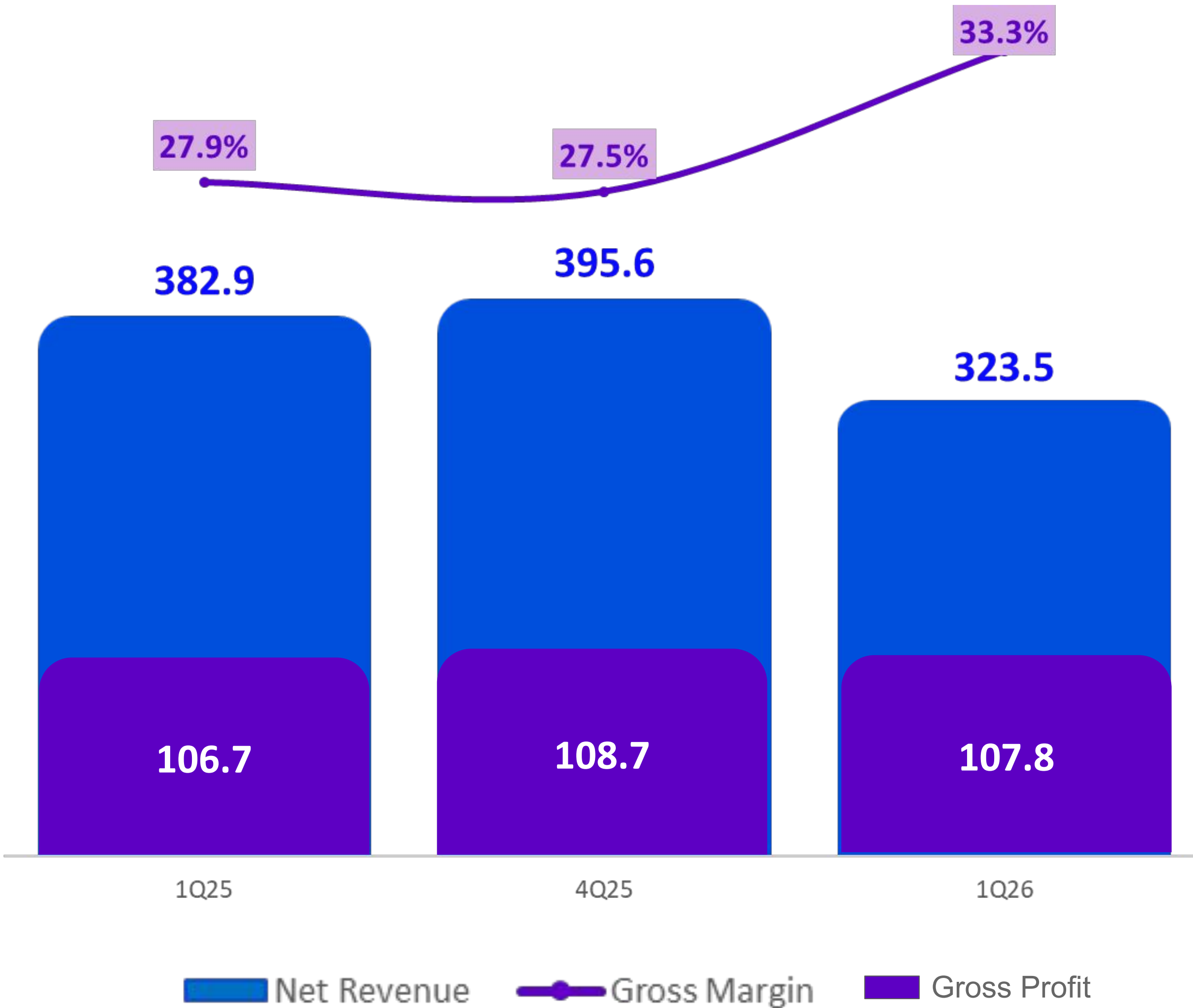
- Anticipation of purchases by corporate clients and capturing gains with Networks and OEM
- Price pass-through in sales of memory and components



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

# Tech Consumer

(R\$ million and %)



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

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

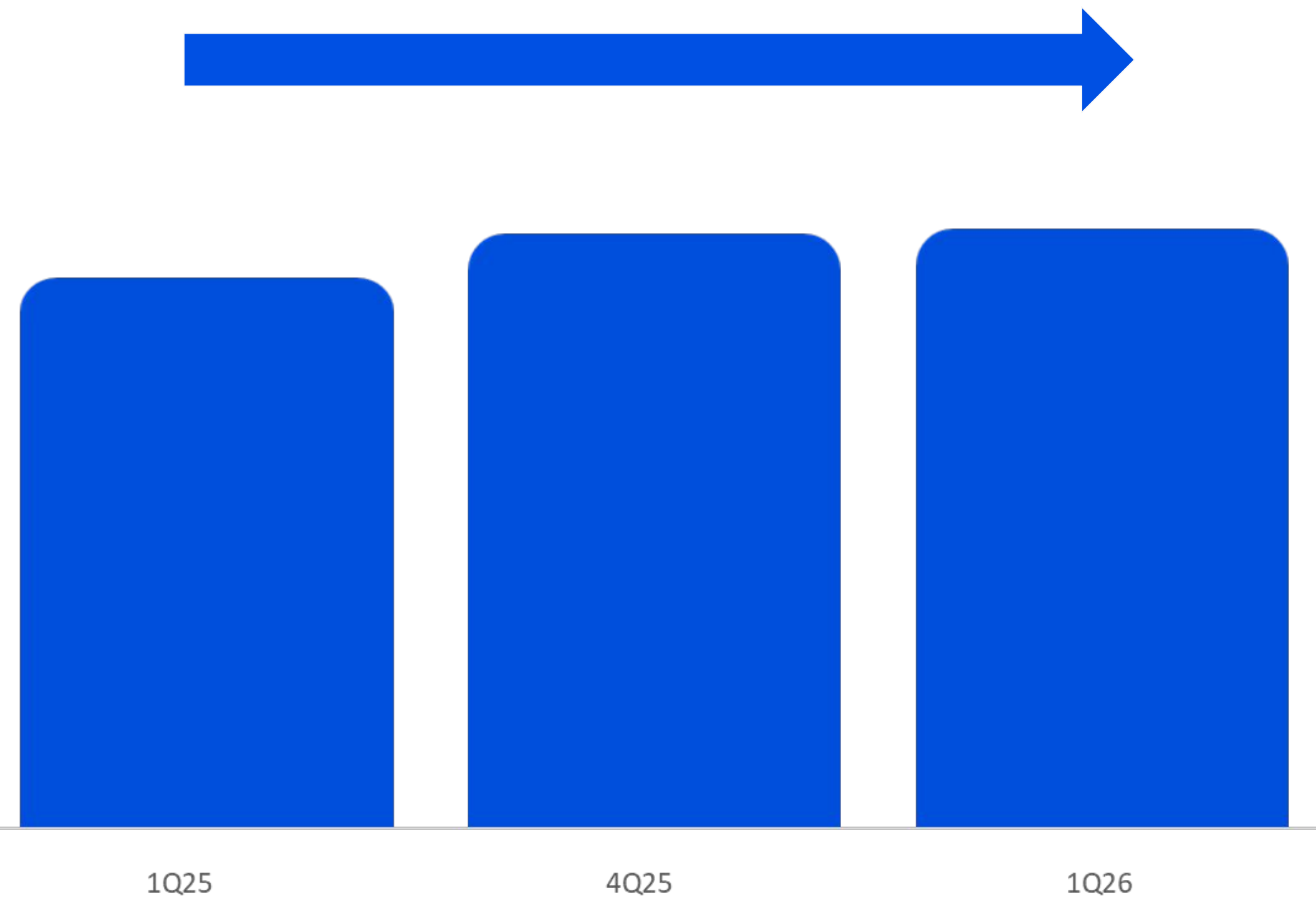


# Tech Consumer Net Revenue (excluding TVs and Tablets)

(R\$ million)

Sales increase  
vs. 1Q25:

+ 20.2%



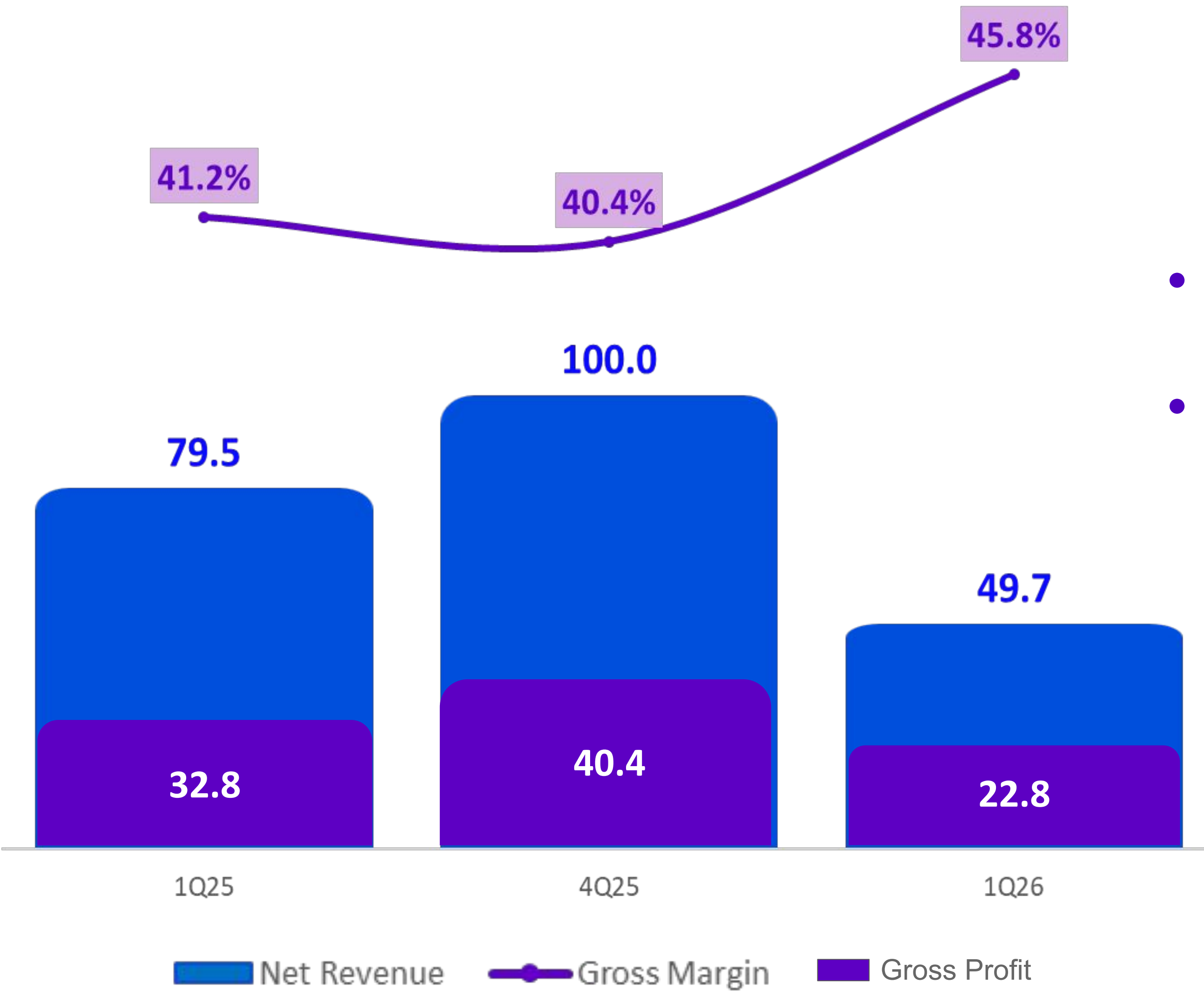
- ↑ Audio: +36.1
- ↑ PCs: +54.2%
- ↑ Home Appliances: 31.3%

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



# Specialized Consumer

(R\$ million and %)

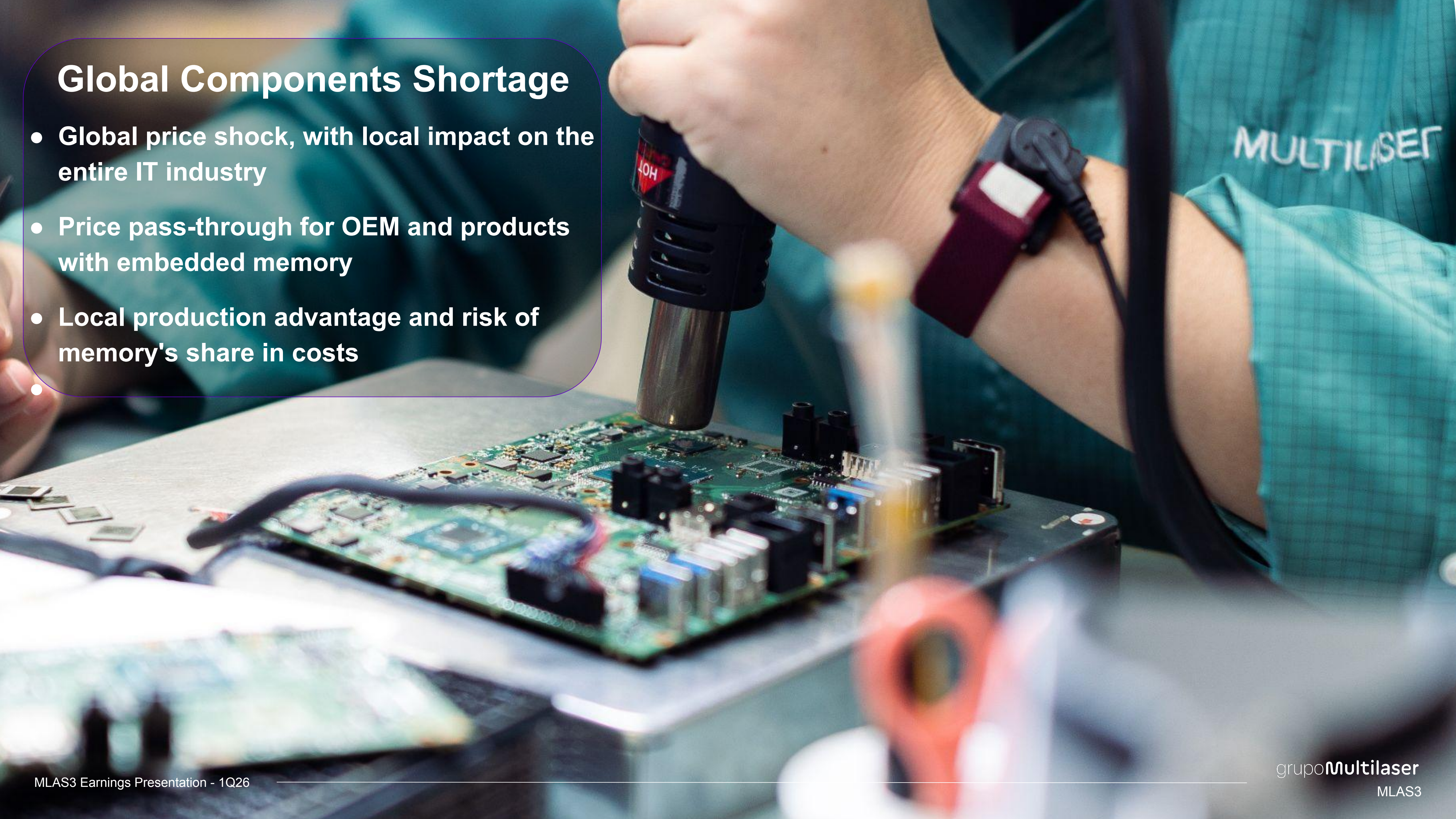



- Focus on **profitability**
- Revenue impacted by the **exit from the Pet business** at the end of 2025



## Global Components Shortage

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





# 1Q26 Initiatives



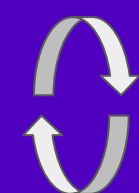
**Expenses discipline**



**Working Capital management**



**Portfolio optimization**



**Continuous monitoring of market  
opportunities and trends**

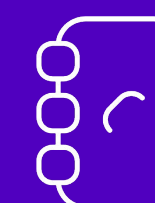
# MLAS

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CFO and IRO

**IR MLAS3:**

Lorena Sabatini (Executive Accounting Manager)  
Helena Osório (Accounting Coordinator)  
Fernando Nunes (IR Analyst)



E-mail: [ri@grupomultilaser.com.br](mailto:ri@grupomultilaser.com.br)

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



**IR WEBSITE**

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



**GOVERNMENT SALES**

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



**E-COMMERCE**

<https://multi.com.vc>

**The statements contained in this report regarding the business prospects of the Multilaser Group, projections, and its growth potential constitute mere 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 depend on changes in the market and the general economic performance of the country, the sector, and the international market, product pricing and competitiveness, market acceptance of products, exchange rate fluctuations, strengthening and production difficulties, among other risks. Therefore, they are subject to significant changes and do not constitute guarantees of performance.



Q&A

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