MULTILASER

# Resultados 1T22

12 de maio de 2022

# Destaques 1T22

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**Receita líquida em linha com o planejado, 114% acima do 1T20, contudo, abaixo do 1T21, auge da pandemia**

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Aumento da margem bruta de 21% no 4T21 para 28,4% no 1T22

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Aumento de 5,4 p.p. na margem líquida em relação ao 4T21

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Aumento da margem bruta de 21% no 4T21 para 28,4% no 1T22

Aumento de 5,4 p.p. na margem líquida em relação ao 4T21

Evolução das parcerias já anunciadas e crescimento dos Segmentos Kids & Sports e Home Electric Products

# Resultados Consolidados

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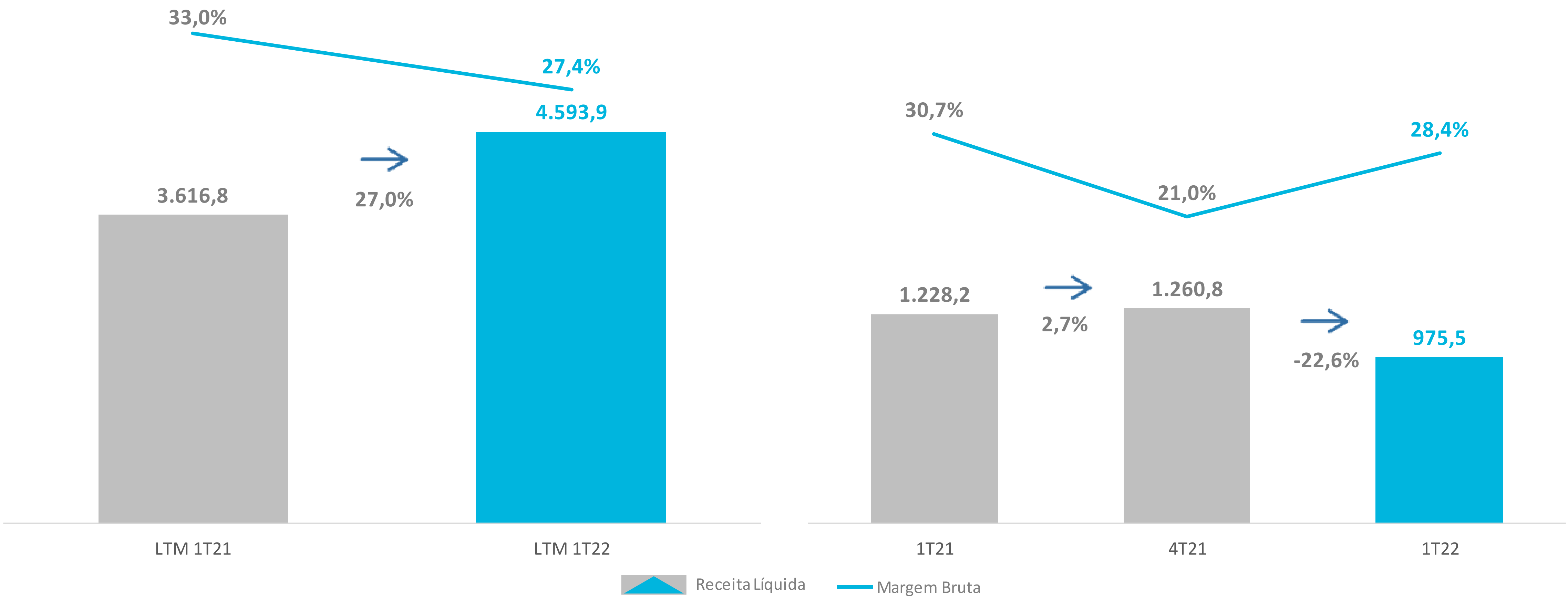
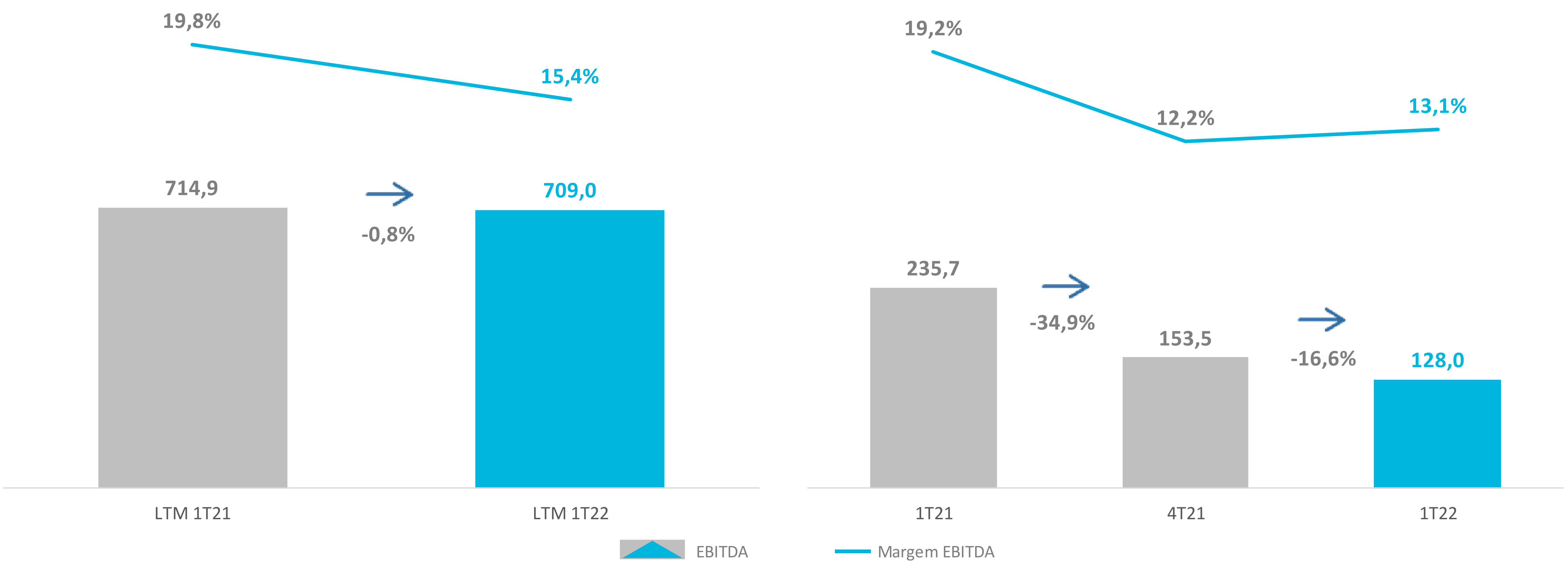
## Receita Líquida e Margem Bruta (em milhões de reais e %)



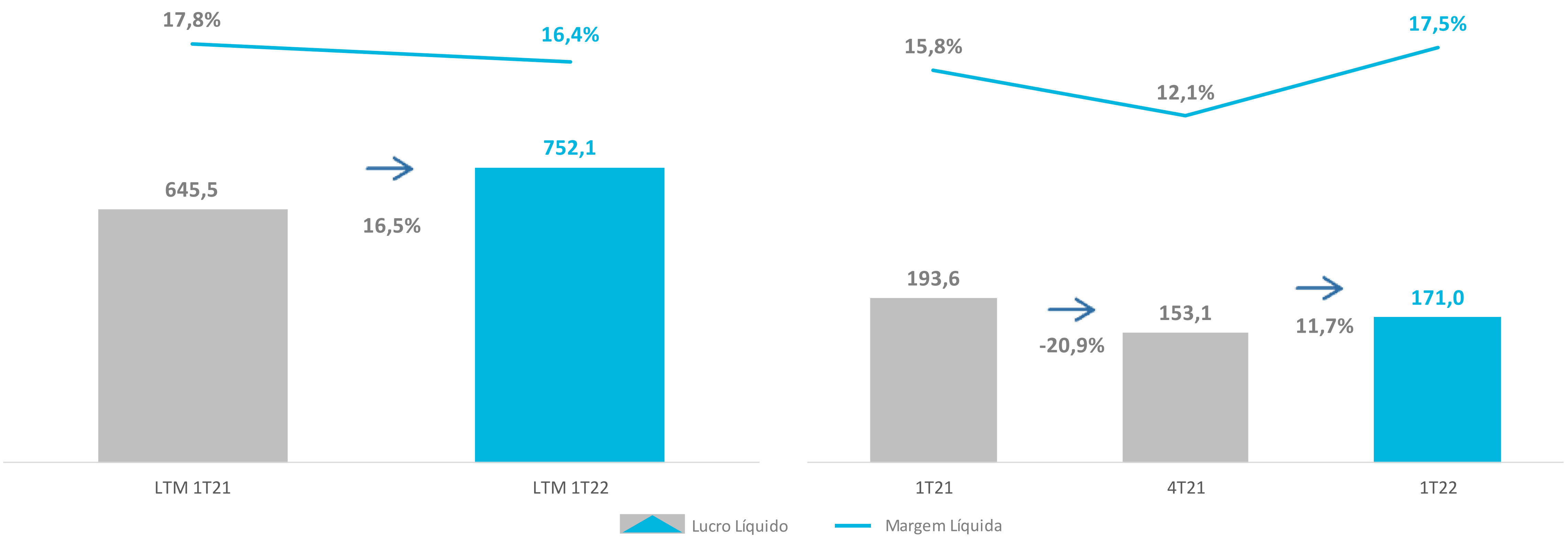
# Resultados Consolidados

## EBITDA e Margem EBITDA (em milhões de reais e %)



# Resultados Consolidados

## Lucro Líquido e Margem Líquida (em milhões de reais e %)



# Segmentação das Vendas por Canal

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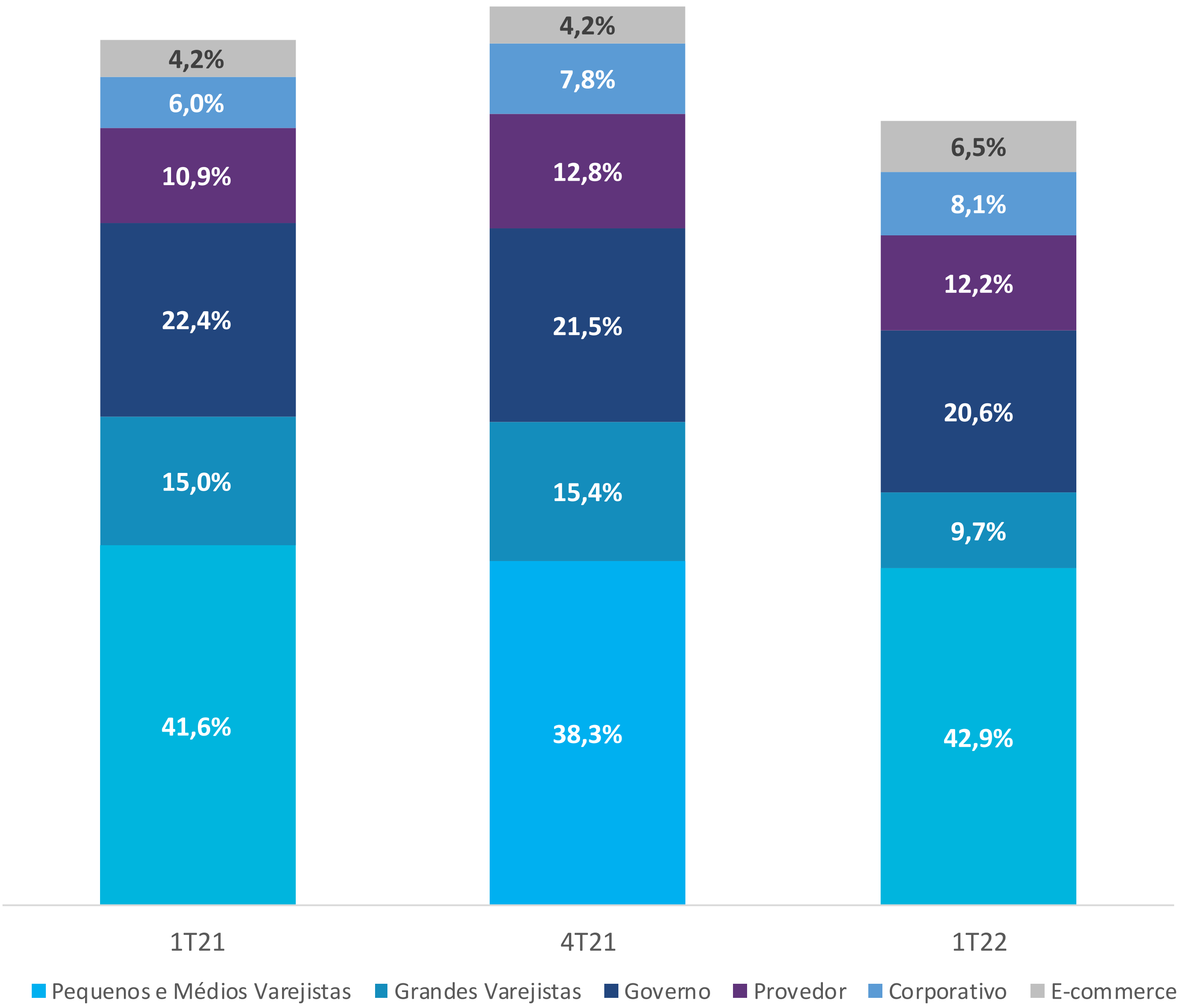


| | Δ% 1T22 x 1T21 | Δ% 1T22 x 4T21 |
|---|---|---|
| Pequenos e Médios Varejistas | -6,4% | -2,3% |
| Grandes Varejistas | -41,1% | -45,0% |
| Governo | -16,6% | -16,4% |
| Provedor | 1,4% | -16,9% |
| Corporativo | 22,7% | -9,4% |
| E-commerce | 40,4% | 35,5% |

# Segmentação da Receita Líquida

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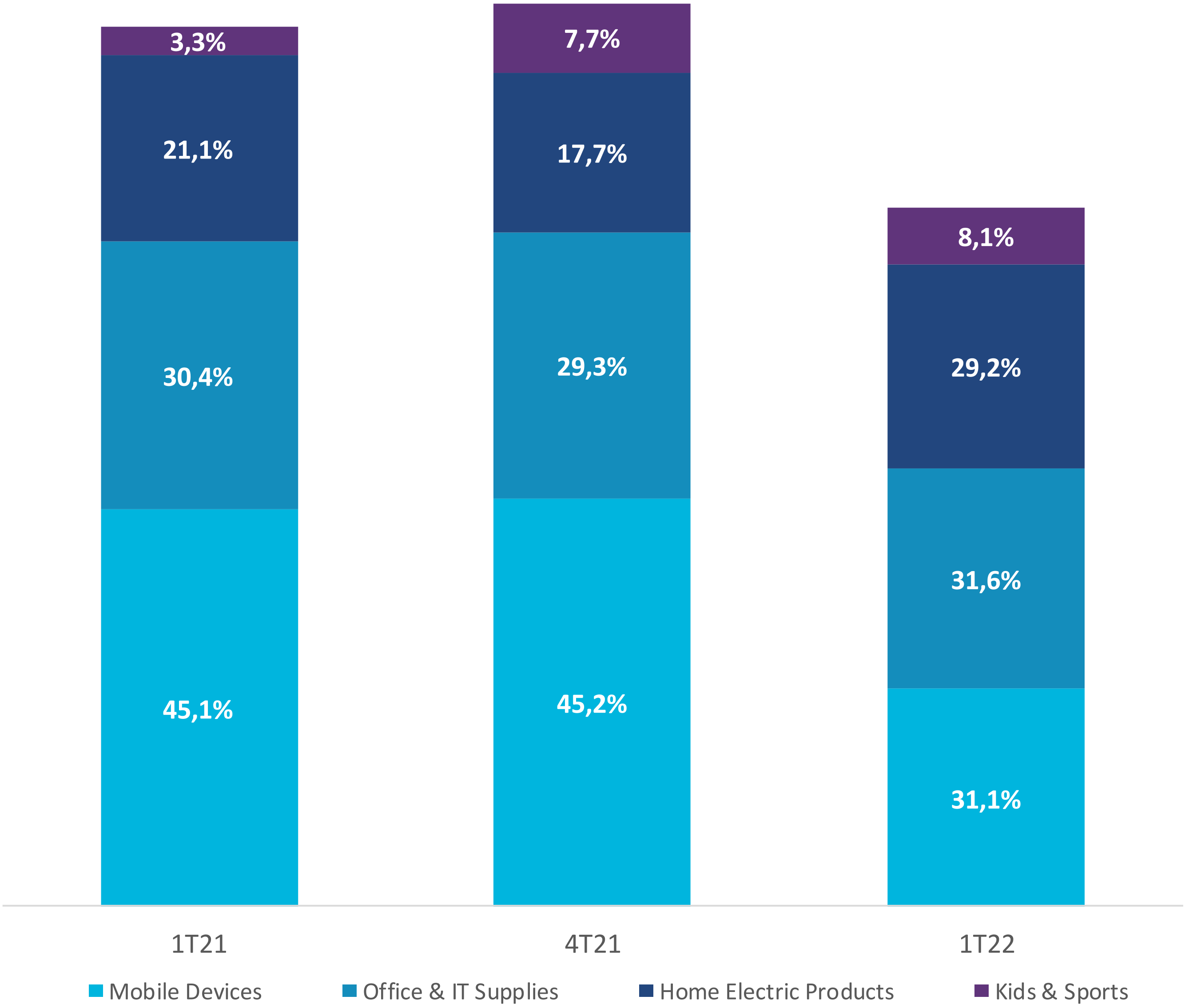


| | Δ% 1T22 x 1T21 | Δ% 1T22 x 4T21 | Margem bruta |
|---|---|---|---|
| Mobile Devices | -45,3% | -46,8% | 30,6% |
| Office & IT Supplies | -17,4% | -16,6% | 22,7% |
| Home Electric Products | 9,6% | 27,2% | 29,0% |
| Kids & Sports | 94,7% | -18,0% | 40,7% |

# Mobile Devices

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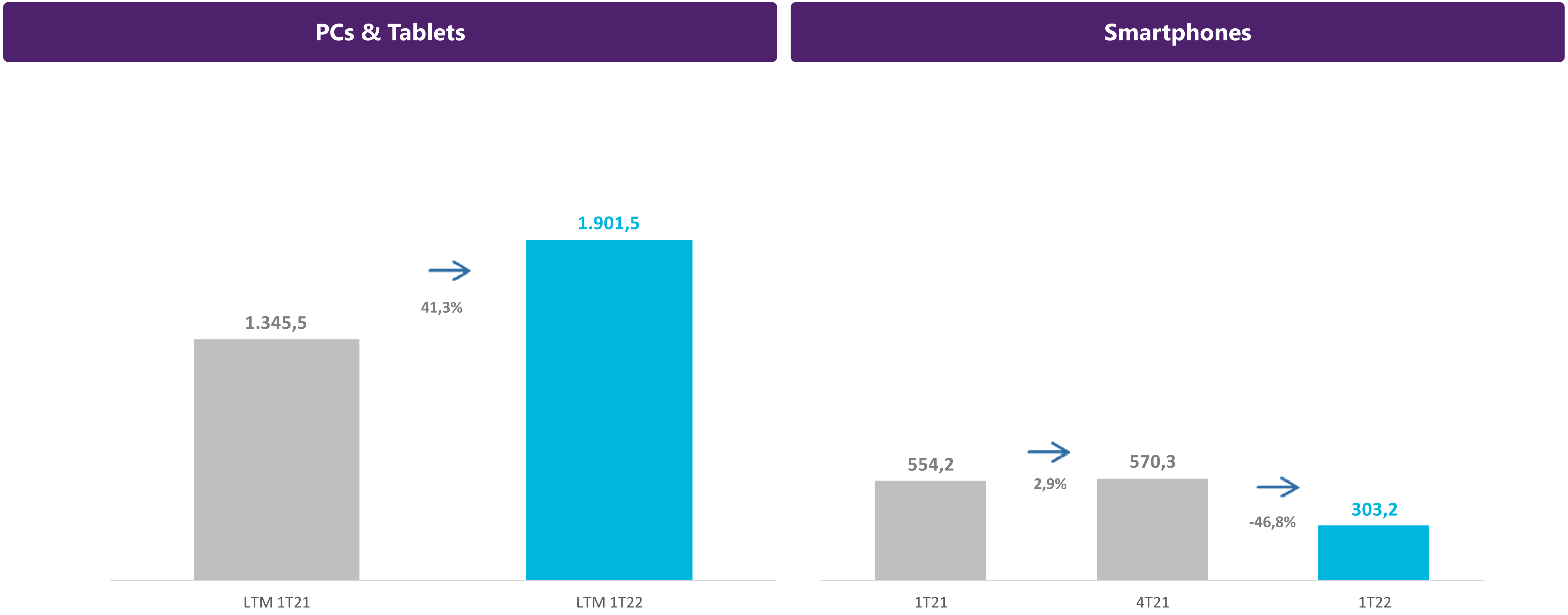
## Evolução da Receita (em milhões de reais)

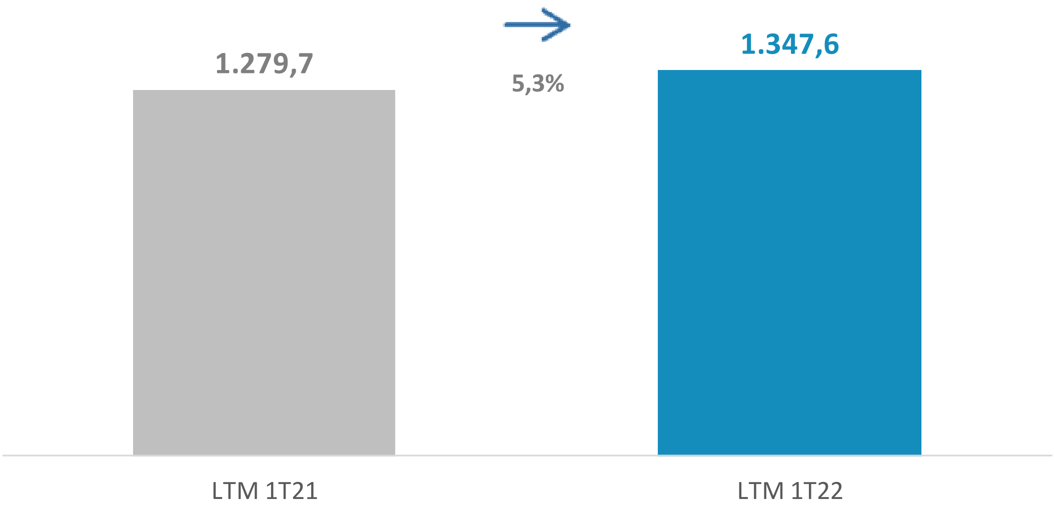


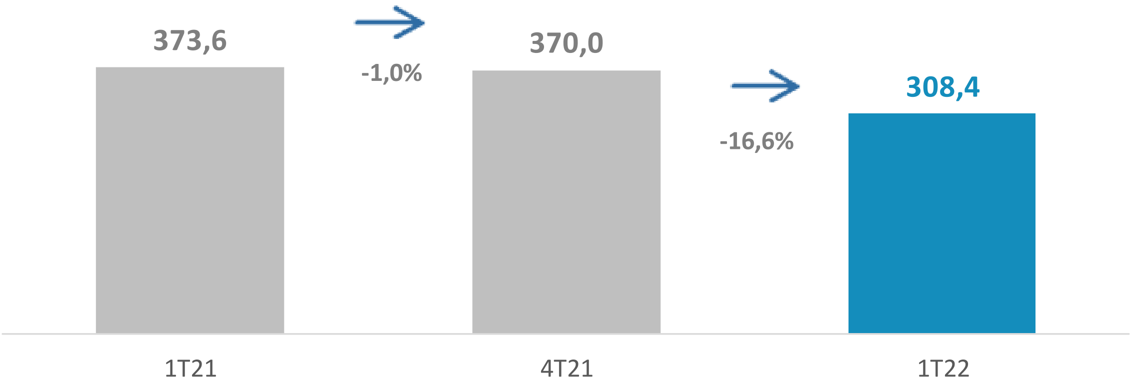
# Office & IT Supplies



## Evolução da Receita (em milhões de reais )

| Redes | Acessórios de Informática | OEM | Mídias & Pen Drive | Segurança | Papelaria & Escritório | Energia | Smart Box |
|---|---|---|---|---|---|---|---|



# Home Electric Products

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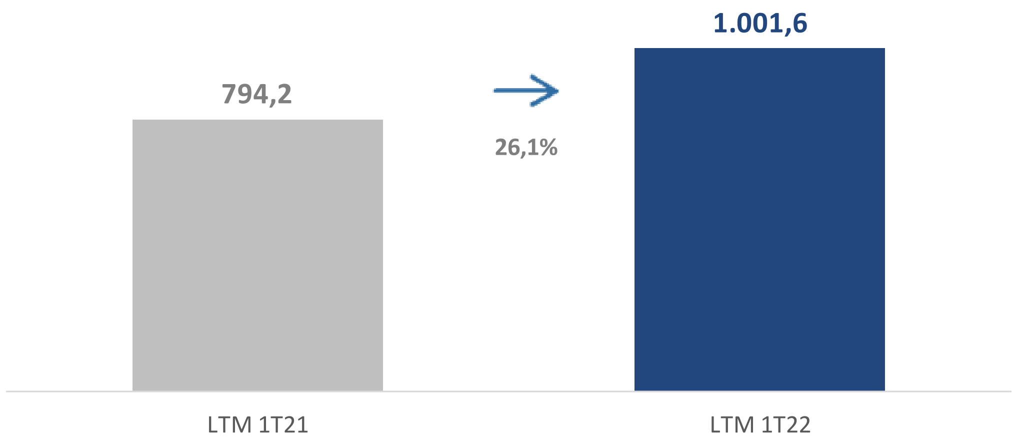
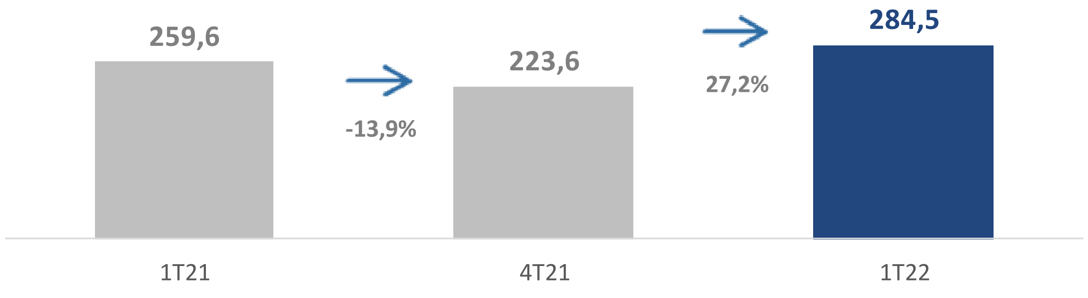
## Evolução da Receita (em milhões de reais)

| Telas & Vídeo | Áudio & Mobile Accessories | Eletroportáteis | Health Care | Automotivo |
|---|---|---|---|---|



# Kids & Sports

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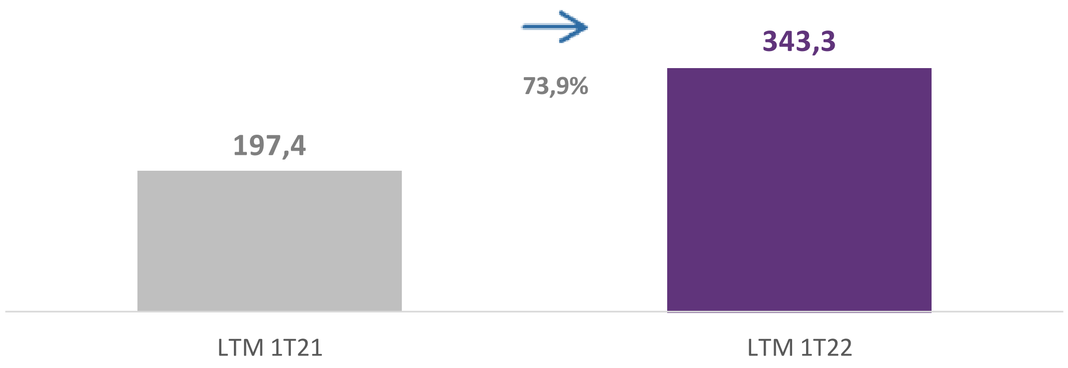
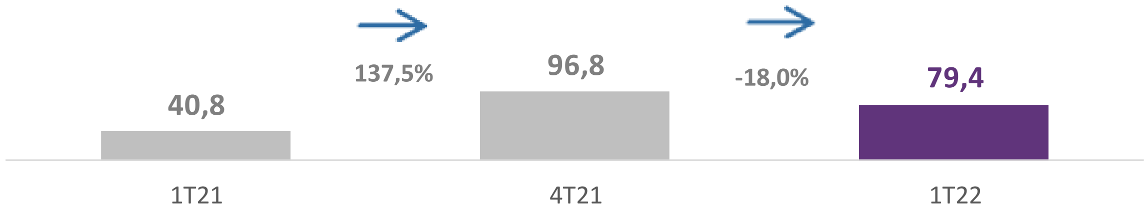
## Evolução da Receita (em milhões de reais)

| Brinquedos | Esporte & Lazer | Baby | Pets | Wellness |
| --- | --- | --- | --- | --- |



# Eventos de Destaque



- Parceria com a Hikvision
- Evolução das parcerias existentes
- Pipeline robusto governamental
- Aprovação do Programa de Recompra de Ações

# Disclaimer

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As declarações contidas neste relatório relativas às perspectivas dos negócios da 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 fornecimento e produção, entre outros riscos, estando, portanto, sujeitas a mudanças significativas, não se constituindo garantias de desempenho.

# Relações com Investidores

MULTILASER

**Leonardo Dib**
*CFO*

**Juliane Goulart**
*DRI*

**Pedro Abe**
*Coordenador de RI*

**Nathaly Silva**
*Analista de RI*

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# 1Q22 Results

May 12th, 2022

# 1Q22 Highlights

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Net Revenue for the Quarter as Planned, 114% Increase Compared to 1Q20. However, Lower Compared to 1Q21, Peak of the Covid-19 Outbreak

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Progress of the Announced Partnerships and Increase in Kids & Sports and Home Electric Products Segments

# Consolidated Results

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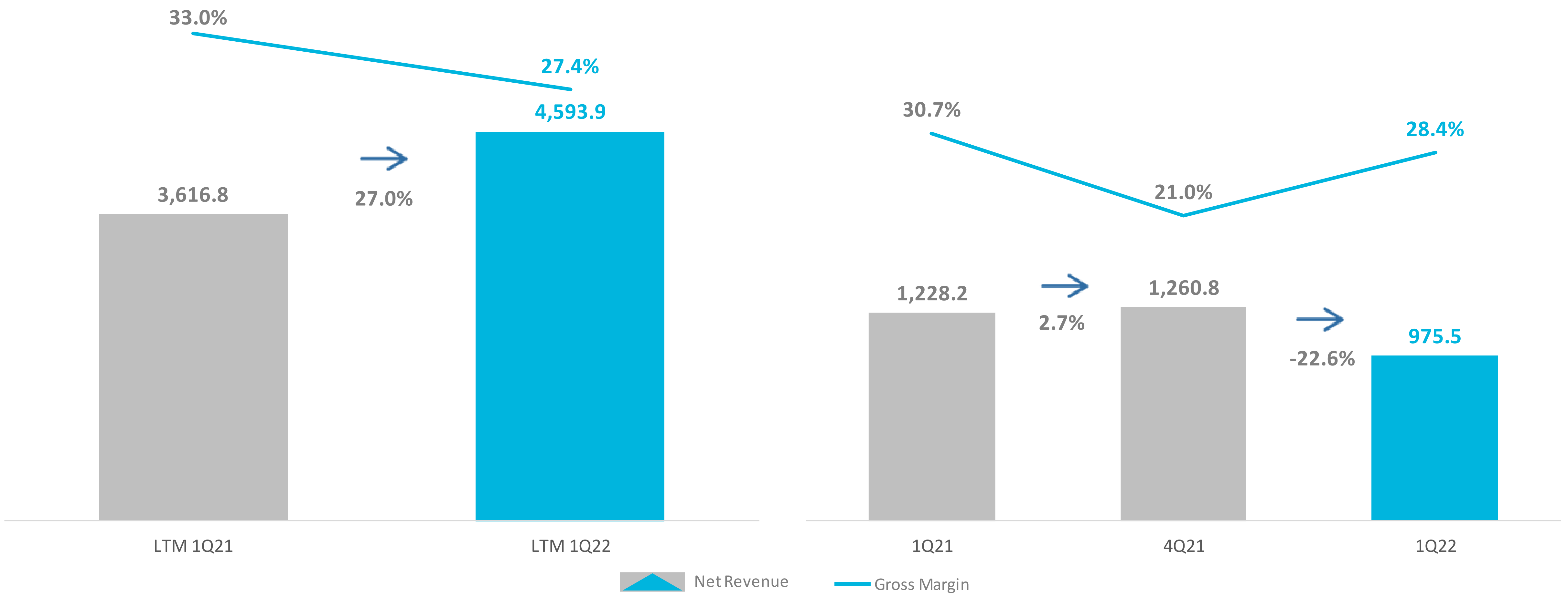
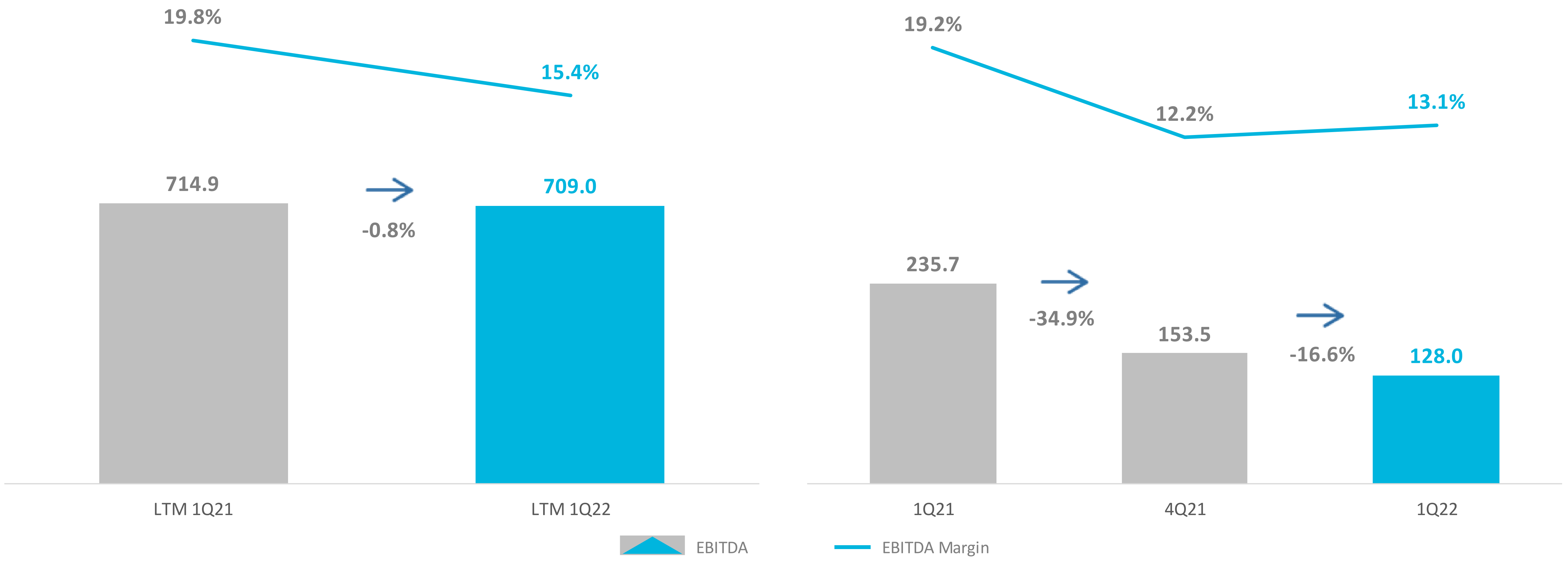
## Net Revenue and Gross Margin (R$ million and %)



# Consolidated Results

MULTILASER

## EBITDA and EBITDA Margin (R$ million and %)



# Consolidated Results

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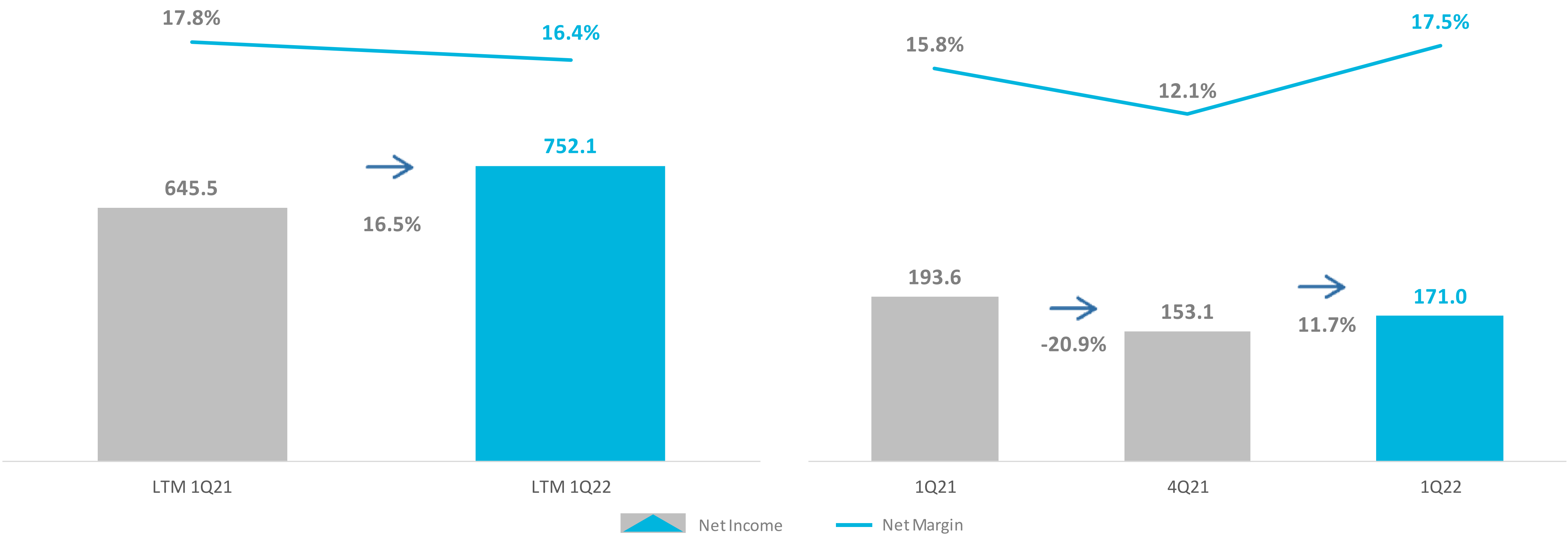
## Net Income and Net Margin (R$ million and %)



# Sales Breakdown by Channel

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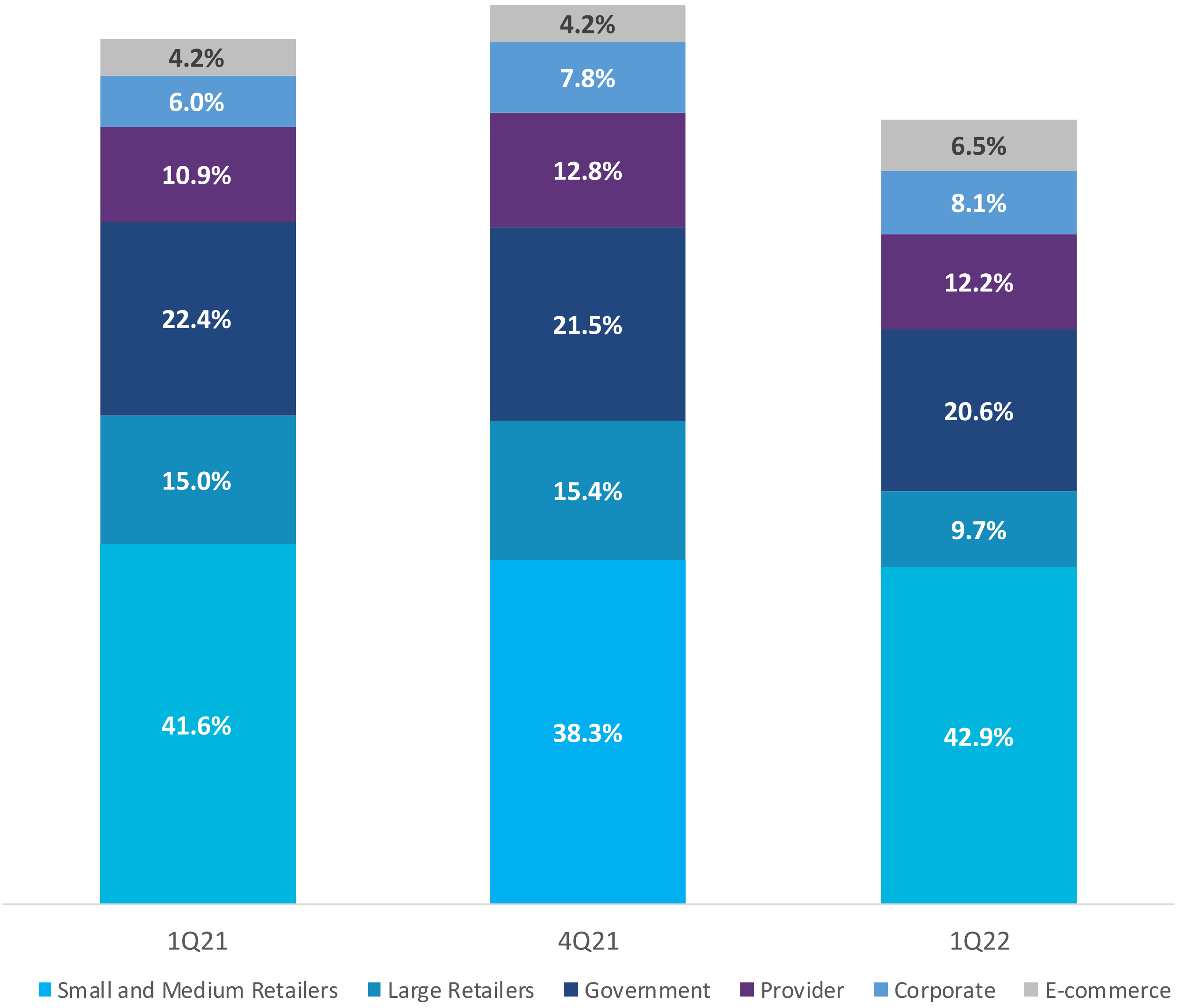


| | Δ% 1Q22 x 1Q21 | Δ% 1Q22 x 4Q21 |
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| Small and Medium Retailers | -6.4% | -2.3% |
| Large Retailers | -41.1% | -45.0% |
| Government | -16.6% | -16.4% |
| Provider | 1.4% | -16.9% |
| Corporate | 22.7% | -9.4% |
| E-commerce | 40.4% | 35.5% |

# Net Revenue Breakdown by Segment

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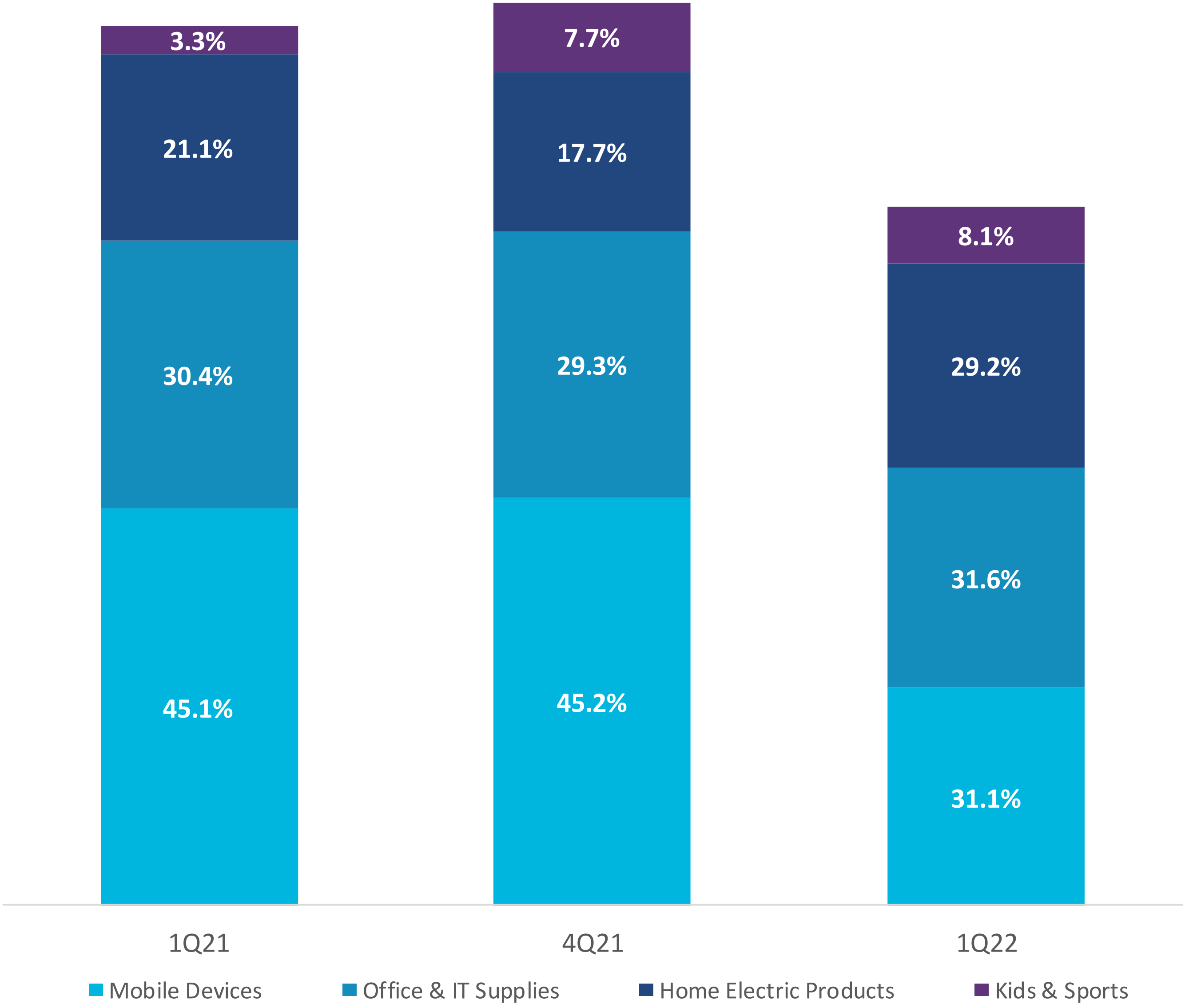


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# Mobile Devices

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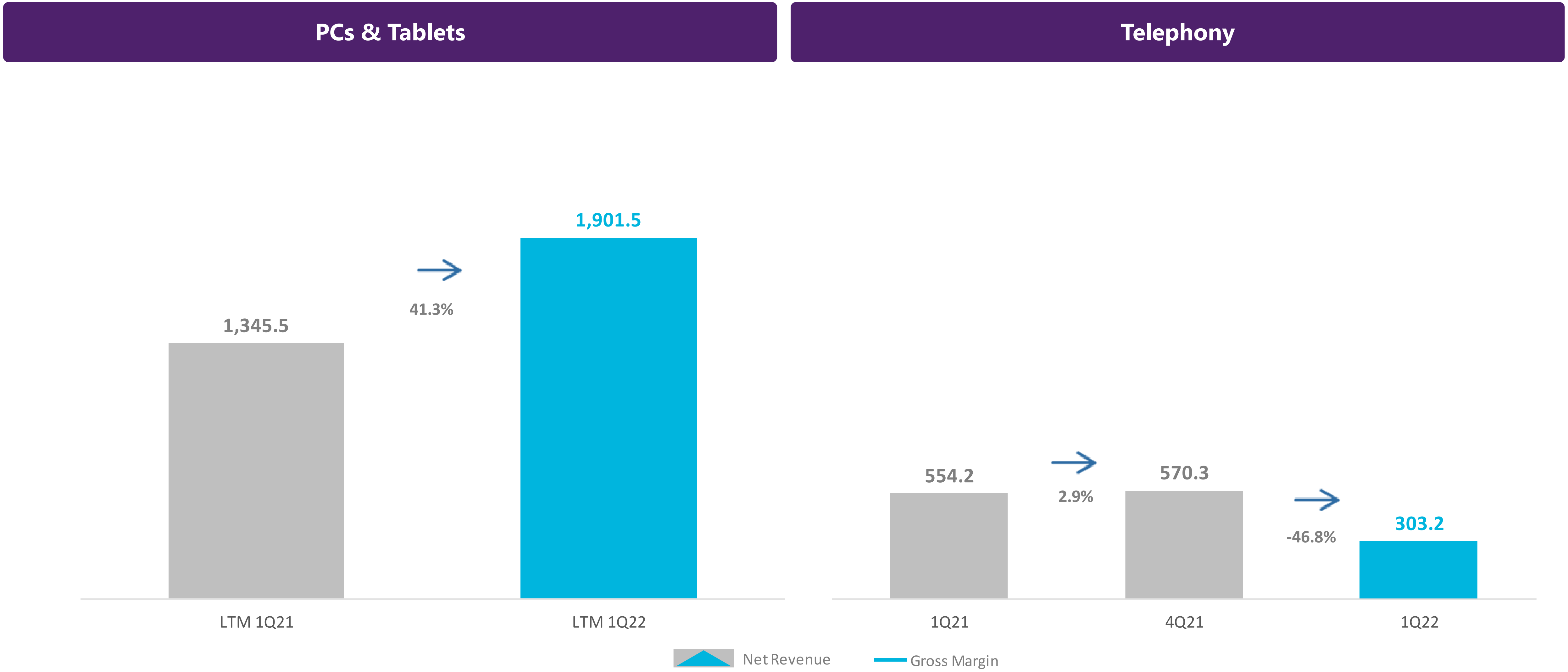
## Net Revenue and Gross Margin Evolution (R$ million and %)



# Office & IT Supplies

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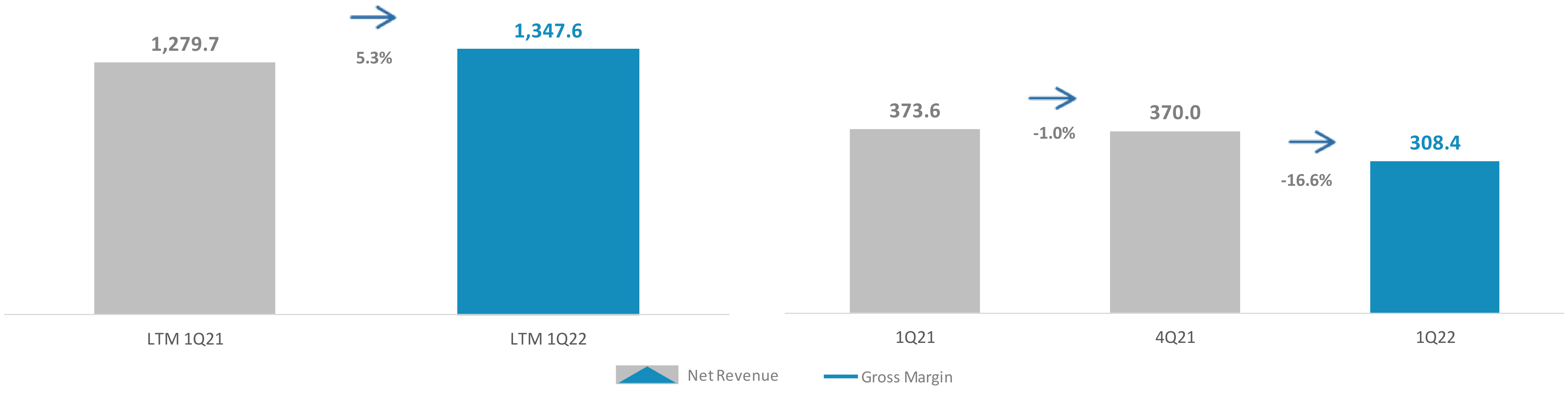
## Net Revenue and Gross Margin Evolution (R$ million and %)

| Network | Computer Accessories | OEM | Media and Memory | Security | Stationary | Energy | Smart Box |
|---|---|---|---|---|---|---|---|



# Home Electric Products

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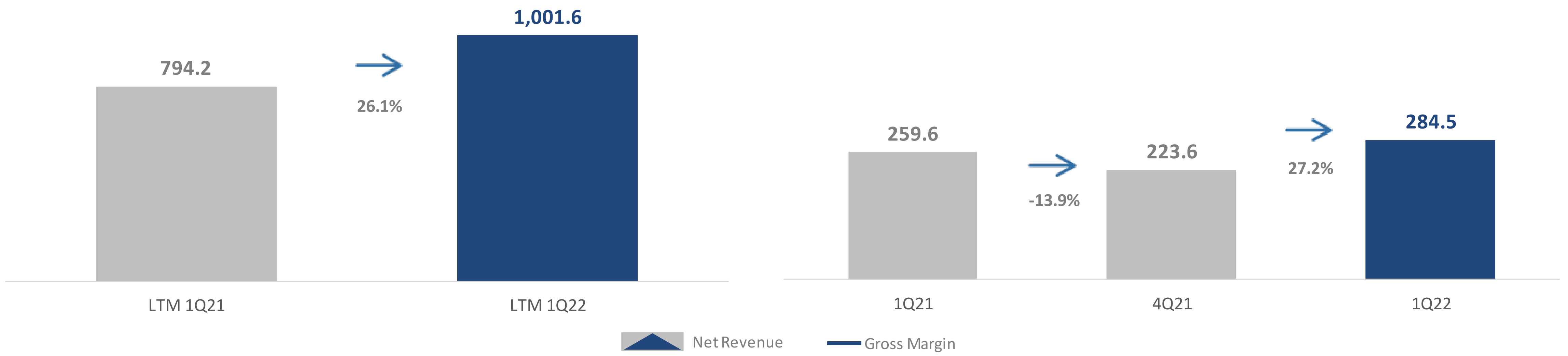
**Net Revenue and Gross Margin Evolution** (R$ million and %)

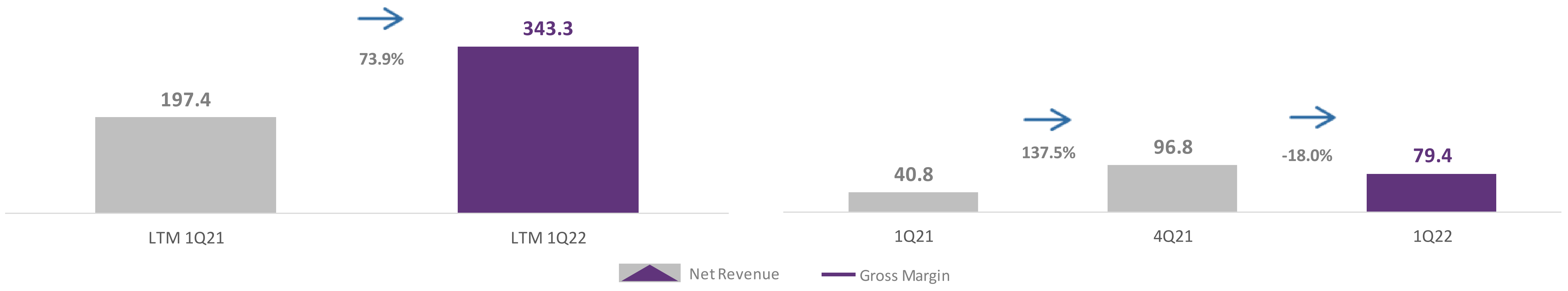
| Screens & Video | Audio & Mobile Accessories | Home Appliances | Health Care | Automotive |
|---|---|---|---|---|



# Kids & Sports

## Net Revenue and Gross Margin Evolution (R$ million and %)

| Toys | Sports & Leisure | Baby | Pets | Wellness |
|---|---|---|---|---|



# Featured Events

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Hikvision Partnership

Progress of the Announced Partnerships

Strong Government Pipeline

Approval of Share Buyback Program

# Disclaimer

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The statements contained in this report regarding Multilaser'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 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, of supply and production difficulties, among other risks, being, therefore, subject to significant changes, not constituting guarantees of performance.

# Investor Relations

MULTILASER


**Leonardo Dib**
*CFO*

**Juliane Goulart**
*IRO*

**Pedro Abe**
*IR Coordinator*

**Nathaly Silva**
*IR Analyst*


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