



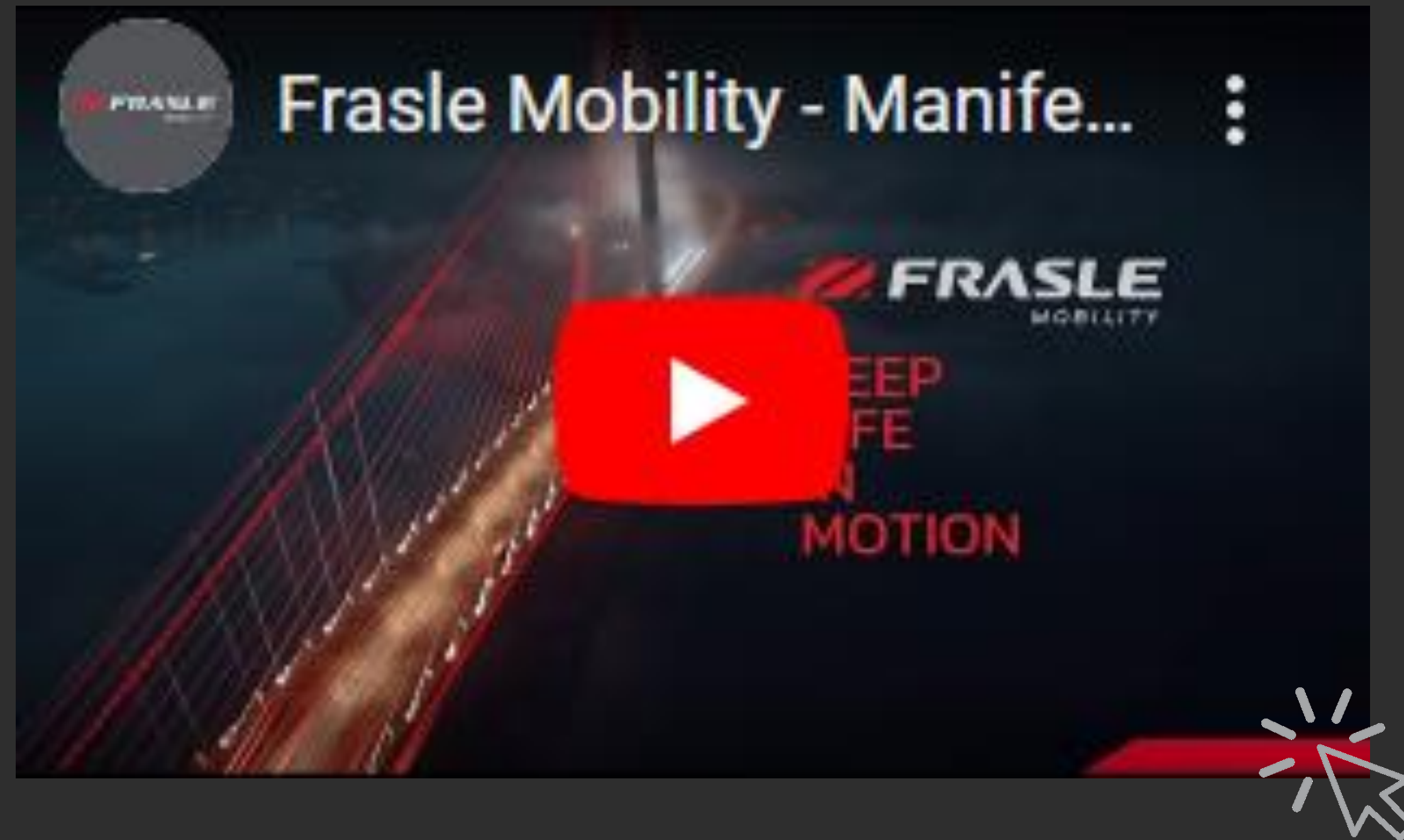
1Q23 *RESULTS*
PRESENTATION

RI.FRASLEMOBILITY.COM



WATCH OUR MANIFESTO VIDEO

FRASLE MOBILITY



IMPORTANT INFORMATION



The meeting is being recorded.



Interpretation

To access the simultaneous translation, click on the "Interpretation" button



Raise Hand

Questions can be made in two ways:

via audio, through the " Raise your hand" icon.



or

Q&A

In writing through the "Q&A" button.

Any statements that may be made during this videoconference, relating to the business prospects, projections and operating/financial goals of the Company, express beliefs and assumptions of Fras-le's Management, as well as information currently available to the Company. Forward-looking statements are not guarantees of performance and involve risks, uncertainties and assumptions, as they refer to future events and, therefore, depend on circumstances that may or may not occur.

Investors should understand that general economic conditions, industry conditions and other operating factors may affect the Company's future results, and may lead to results that differ materially from those expressed in such forward-looking statements.

WELCOME



Anderson Pontalti
COO Frasle Mobility



Hemerson de Souza
IR Business and M&A Director of
Frasle Mobility



Esteban Angeletti
IR and Financial Director
Randoncorp

GUEST

HIGHLIGHTS



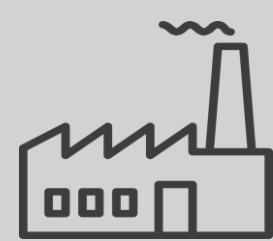
MARKETS

- > Heated demand in workshops/service shops boosts the domestic market.
- > US market impacted by slowing economic activity and high inventory levels.
- > Opening up of post-Covid China.



RESULTS

- > Record Net Revenue of R\$ 838.8 million in 1Q23 + 19.0% growth compared to 1Q22.
- > Gross Margin of 35.3% in 1Q23.
- > Consolidated EBITDA margin of 21.1% in 1Q23.



OPERATIONS

- > In Europe, the effects of inflation and Ukraine–Russia conflict were stabilized, and growth strategies have been resumed. AML Juratek contributes to this growth.
- > Dollar x Real variation, inflation in Argentina and synergies between all companies of the conglomerate contributed to the positive result.

GUIDANCE

	2023 Guidance ¹
Consolidated Net revenue	R\$ 3.3 ≤ X ≤ R\$ 3.7 billion
Foreign Market Revenues ²	US\$ 230 ≤ X ≤ US\$ 280 million
EBITDA Margin	15% ≤ X ≤ 18%
Investments ³	R\$ 110 ≤ X ≤ R\$ 140 million

¹ Values do not consider potential impacts resulting from tax changes;

² Value relative to all exports out of Brazil and those generated by our operations abroad, net of intercompany operations;

³ Value relative to organic investments.

FRASLE MOBILITY UNIVERSE

AUTOMECH 2023: EXCEEDS ALL EXPECTATIONS AND IS CONSIDERED TO BE THE LARGEST B2B BUSINESS EVENT IN LATIN AMERICA AND THE SECOND LARGEST ONE IN THE WORLD IN ITS SEGMENT.

- Total visitors in 5 days reached 117 thousand , with a 30% return rate.
 - Potential business volume declared by visitors reached R\$ 29.5 Bi.
 - 1,500 exhibiting brands (+25% up from the last edition).
- > Meeting with analysts and investors
 - > Display of new products



FRASLE MOBILITY UNIVERSE



The Fras-le Universe, held in September 2022, received the Apimec 2022 Best Meeting with Investors Award.



COMPLETION OF THE AML JURATEX ACQUISITION

- > On March 1, AML Juratek's equity interest was transferred, as well as its control and management.

2022 SUSTAINABILITY REPORT AND 3RD EDITION OF OUR ESG AMBITION



EVOLUTION OF THE SMART COMPOSITES BRAND



1Q23 RESULTS

R\$ 838.8 MM
NET REVENUE

R\$ 177.1 MM – 21.1%
EBITDA

R\$ 31.2 MM
CAPEX

33.0%
*OF NET REVENUE COMES FROM THE
INTERNATIONAL MARKET*

87.6%
*OF THE NET REVENUE COMES
FROM THE AFTERMARKET*

47.3%
*OF THE NET REVENUE IS
FRICTION MATERIAL*

AUTOMOTIVE CONSUMPTION



Recurrence

Linked to the Circulating Fleet



One-Stop-Shop:

Complete Auto Parts Portfolio



Iconic and DESIRED Brands

FRASLE MOBILITY

FRASLE


NAKATA

FREMAX

Control


ABTEX

ARMETAL


EXPERTS


BestBrake

composs

durbloc

FERODO

JURATEK

JURID

LongFlex 

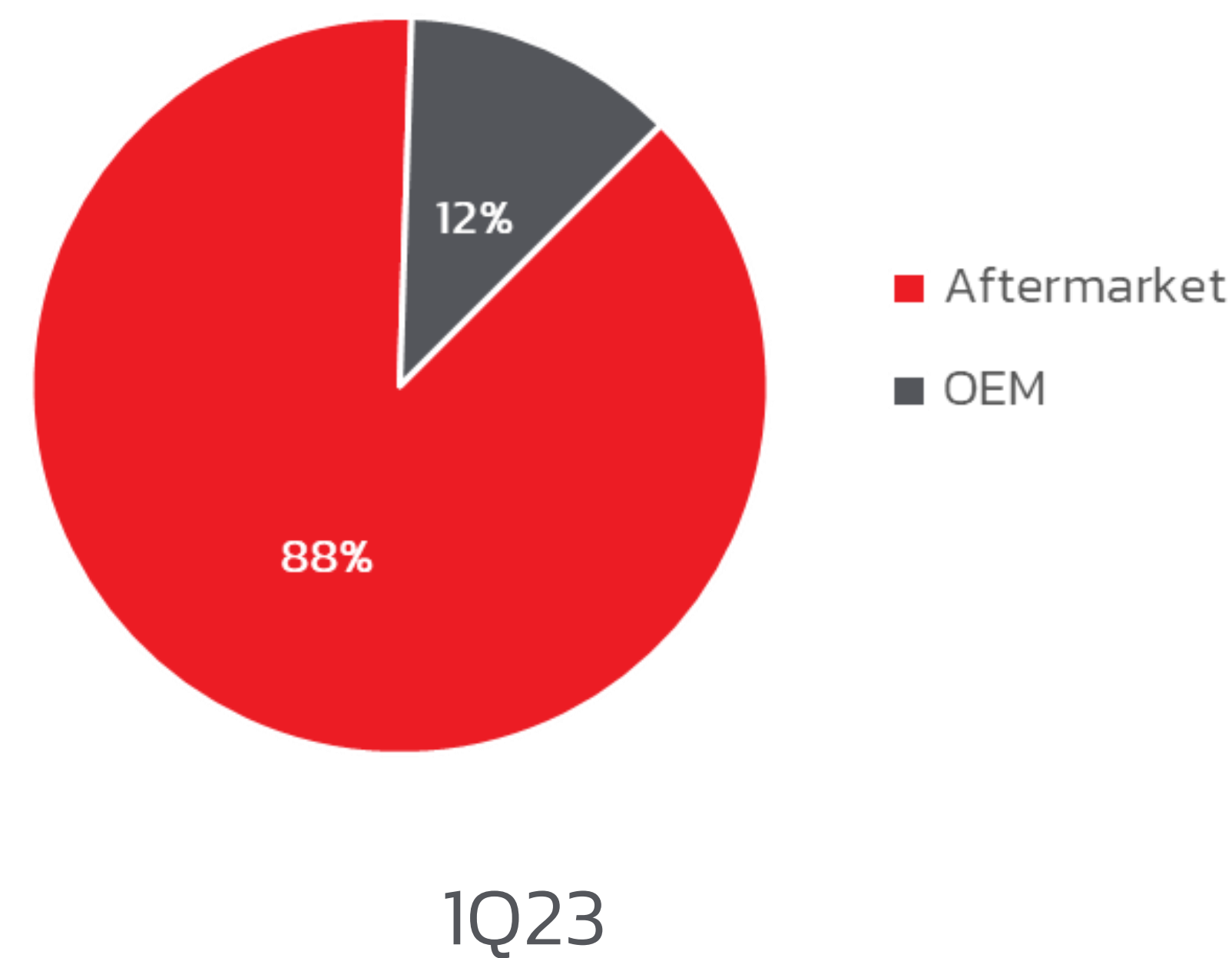
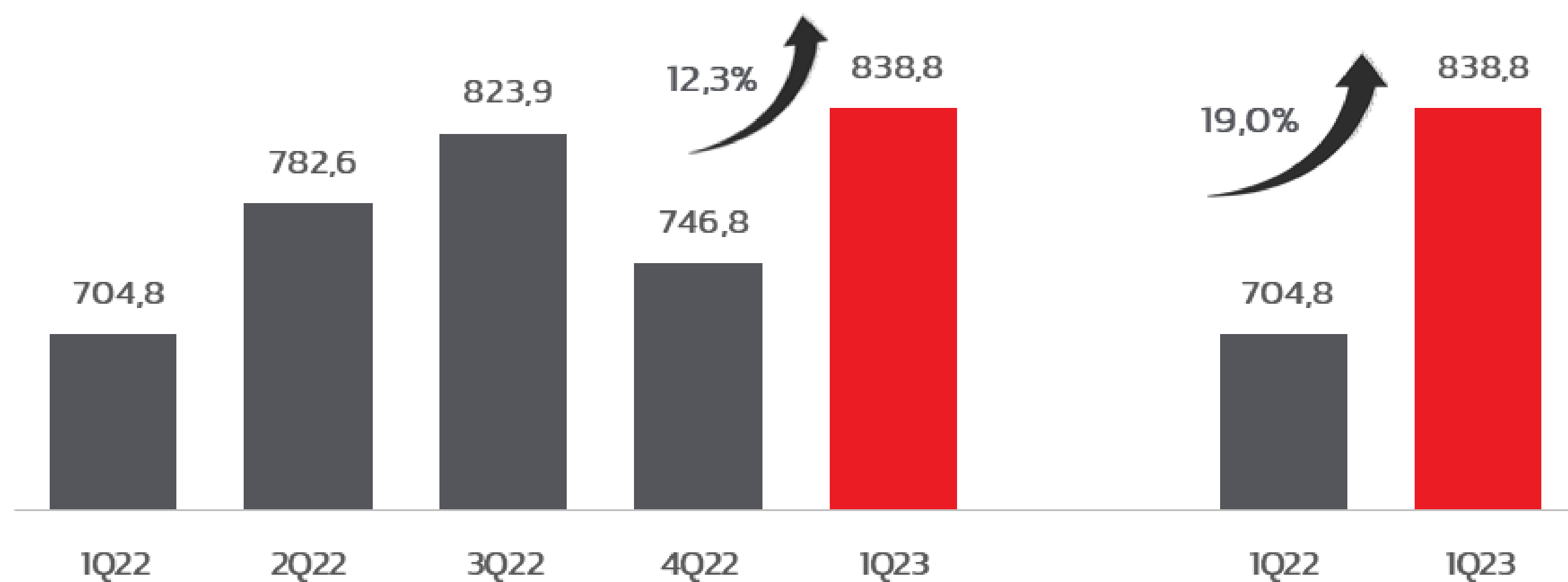
plafbestof

POWER ENGINE


TENSA 

NET REVENUE

R\$ MILLION

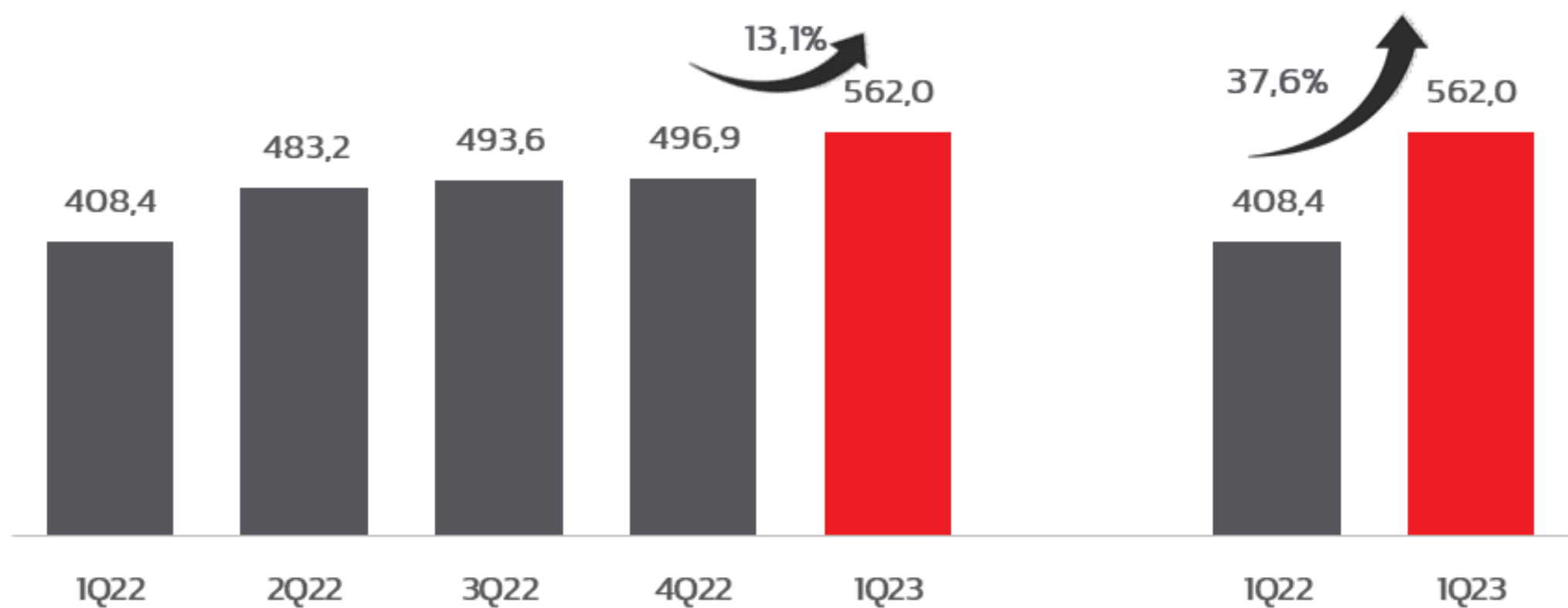


MARKETS

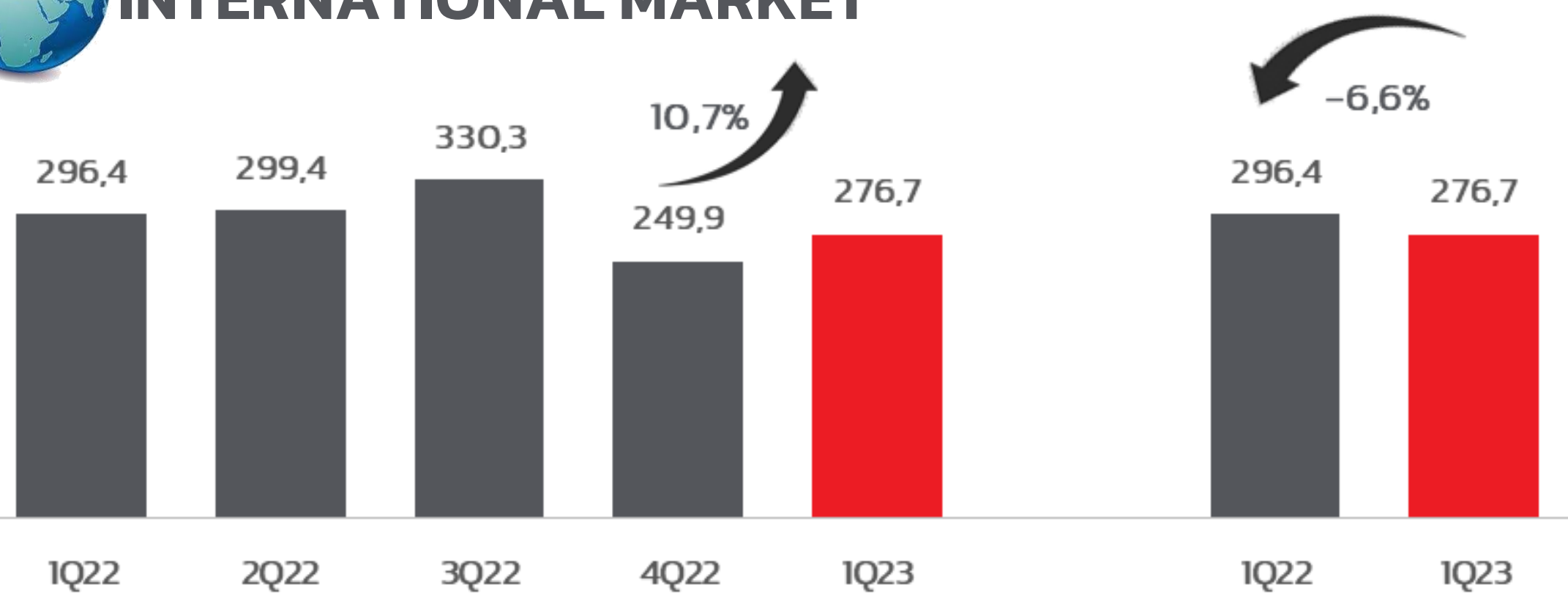
NET REVENUE | R\$ MILLION



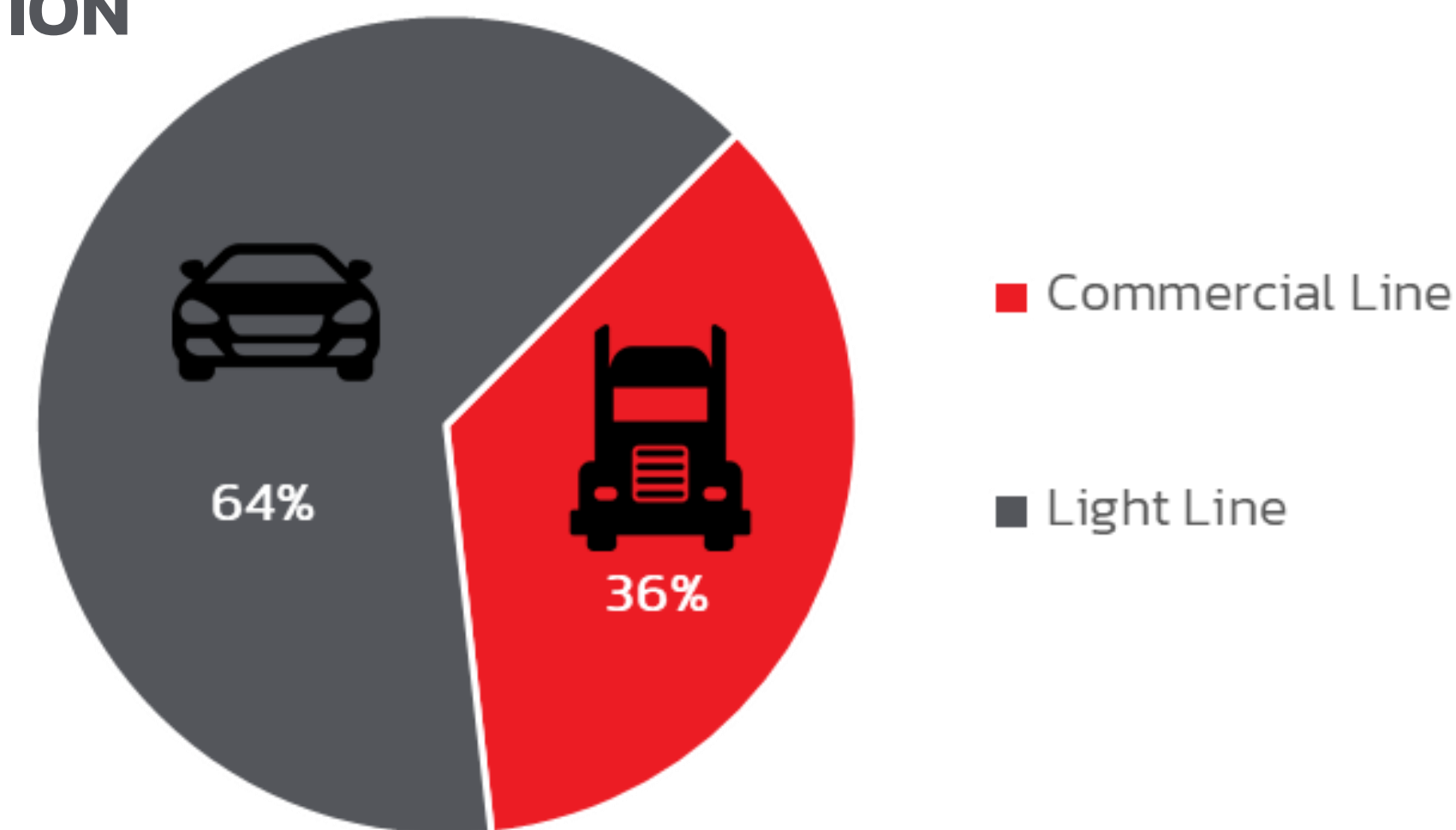
DOMESTIC MARKET



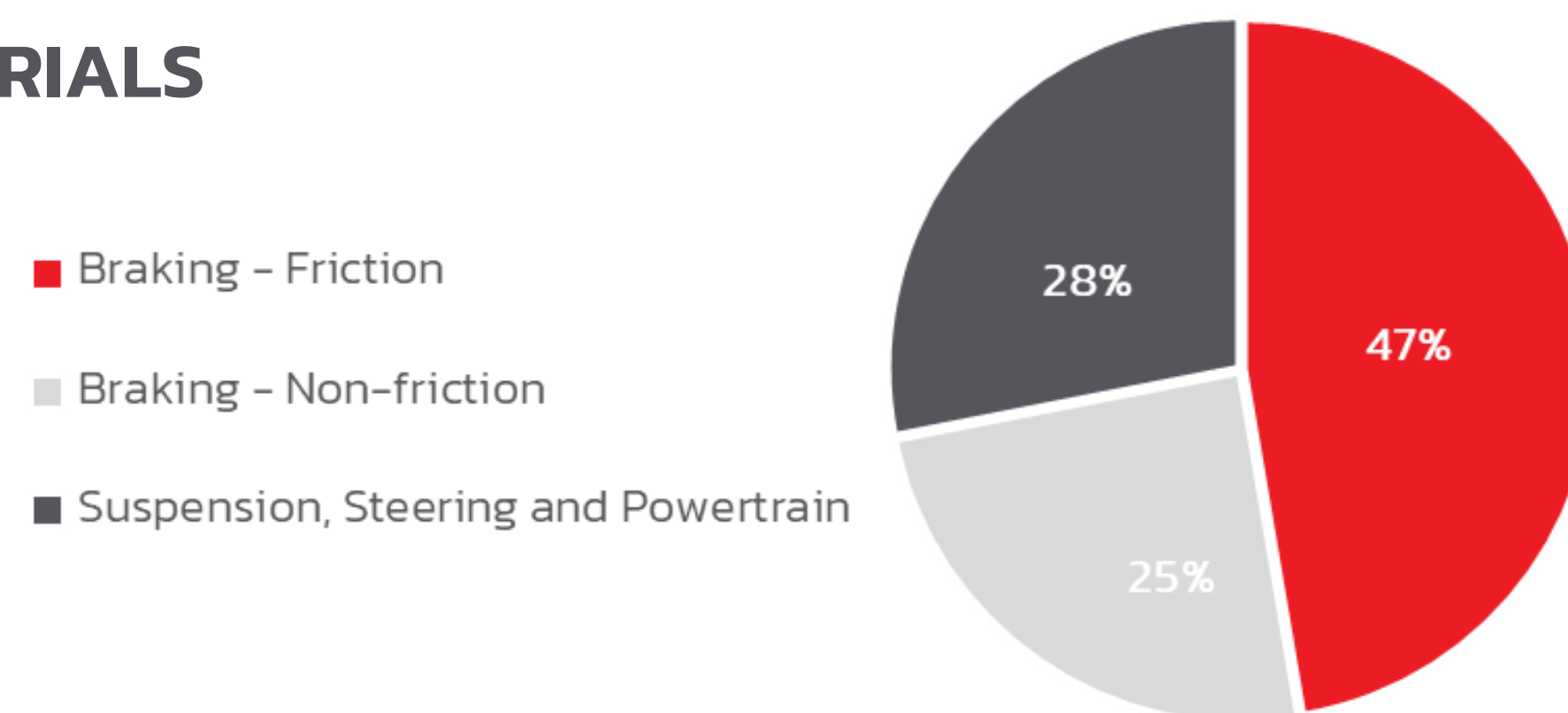
INTERNATIONAL MARKET



SEGMENTATION



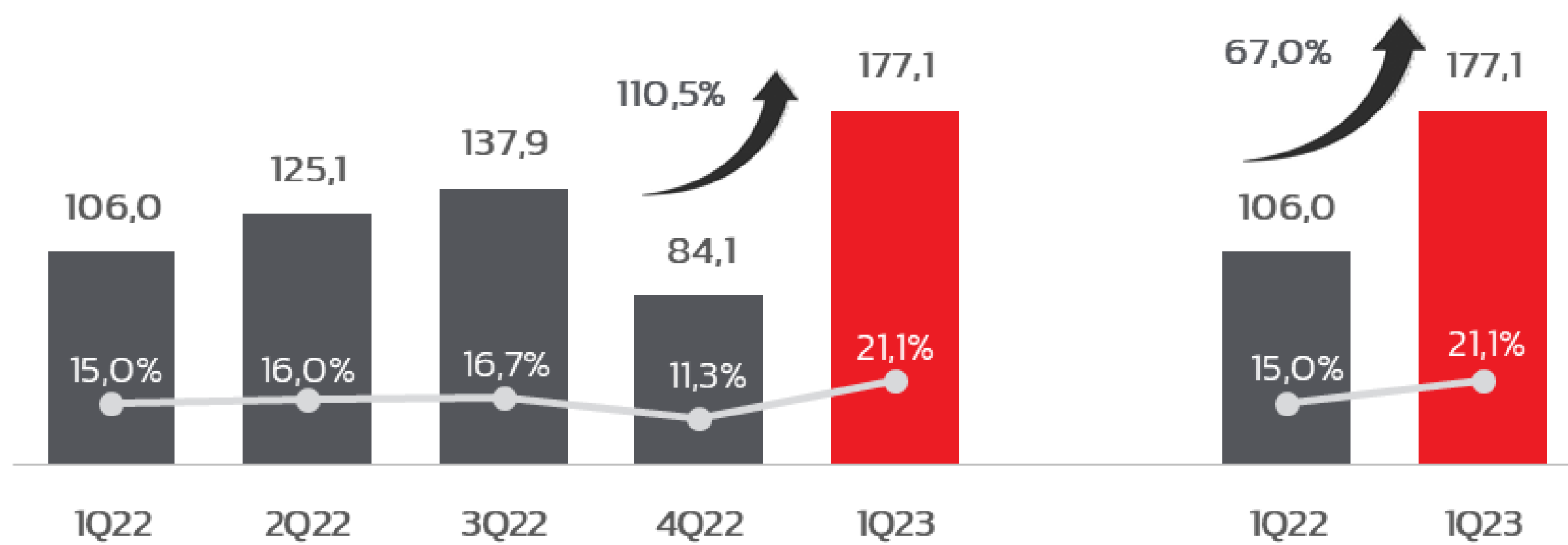
MATERIALS



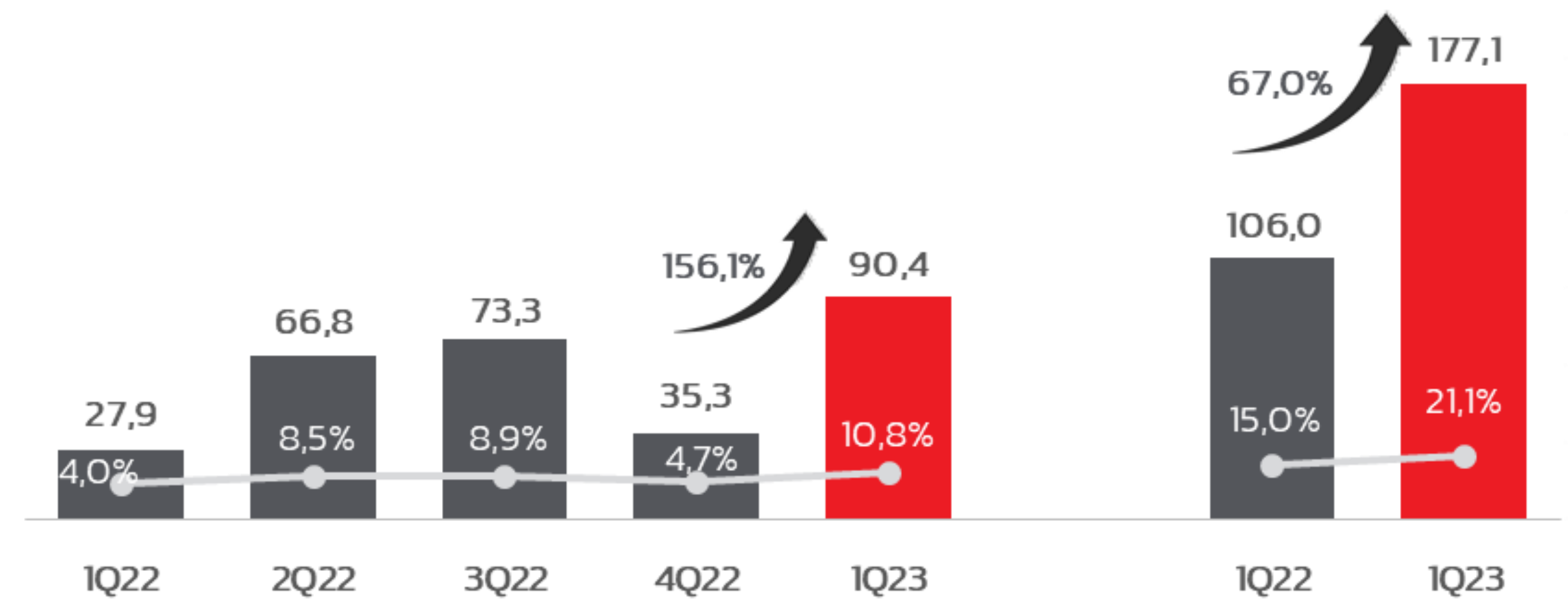
EBITDA | NET RESULT

R\$ MILLIOON

EBITDA



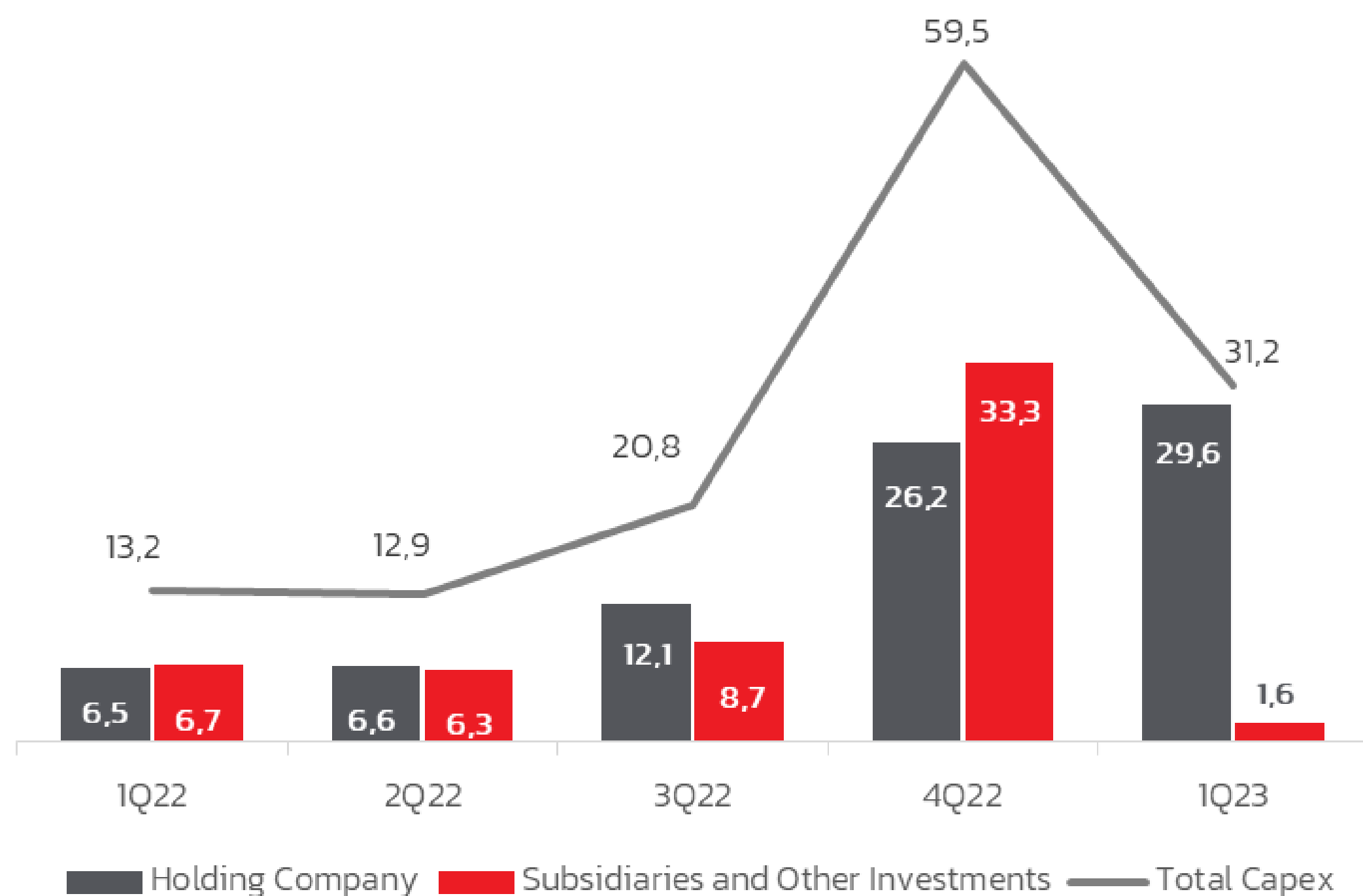
Net Result



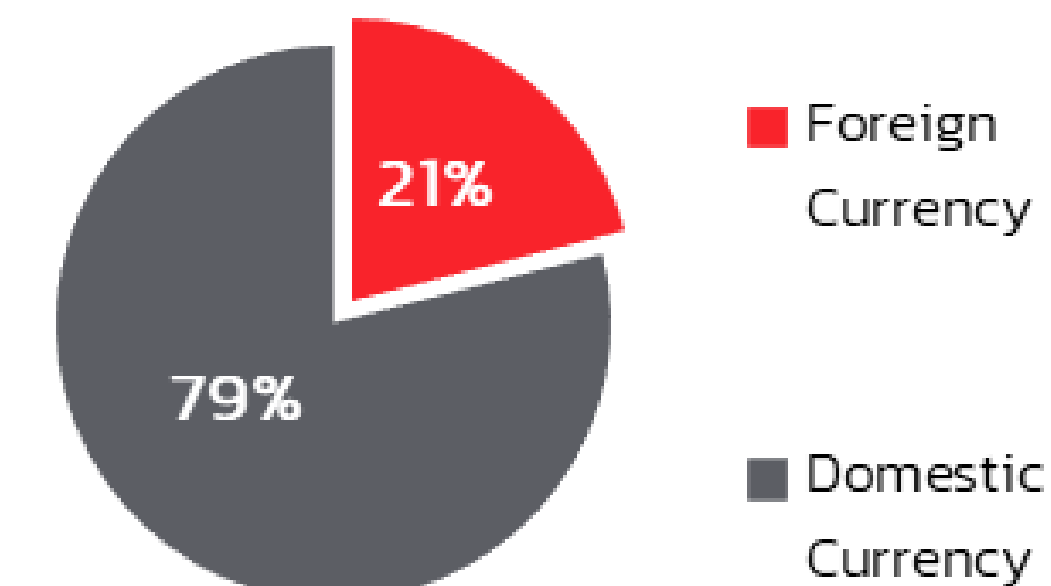
FINANCIAL PERFORMANCE

R\$ MILLION

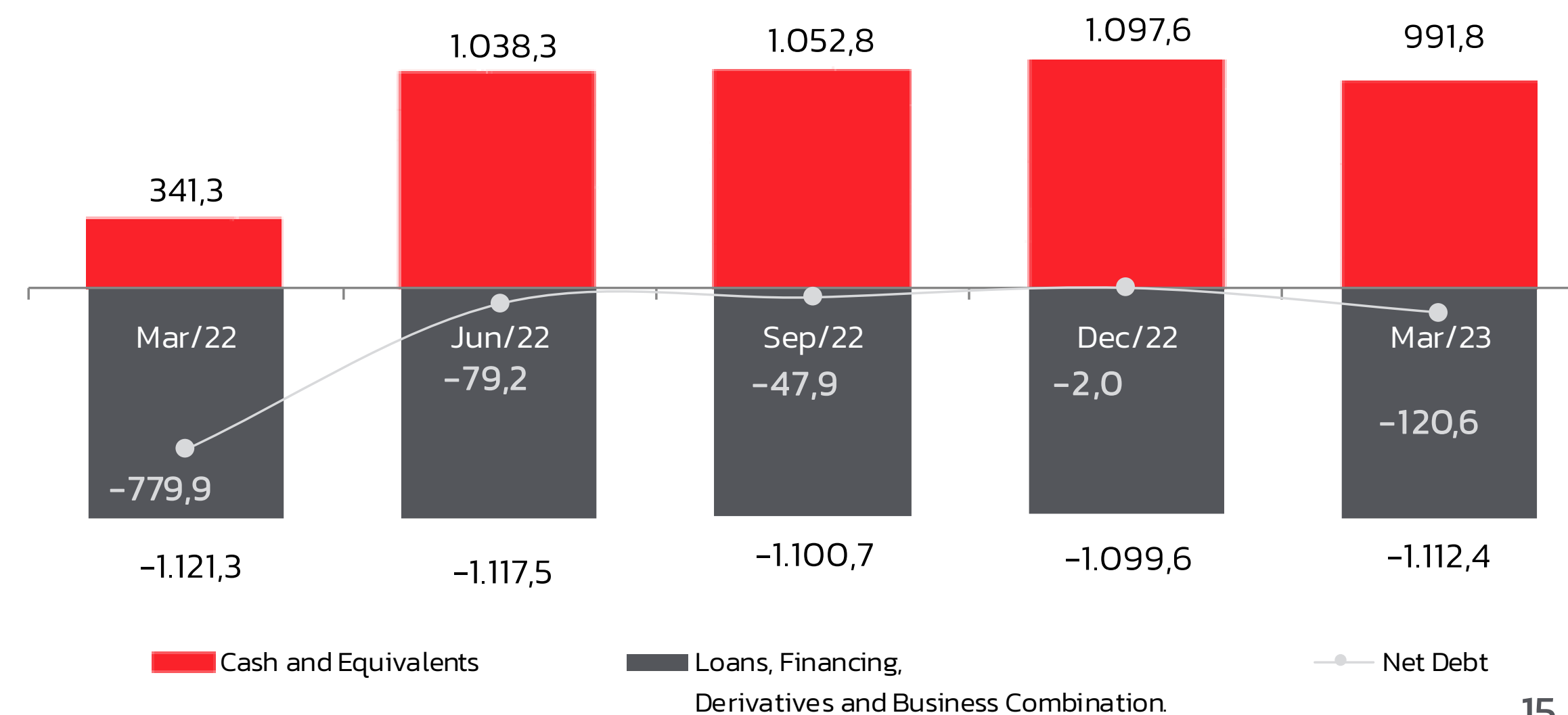
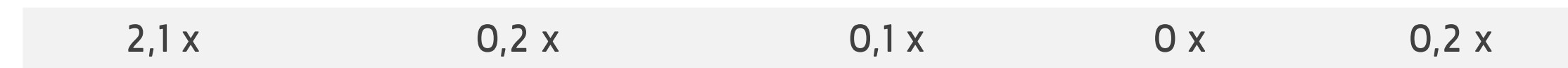
Investments



Debt Origin Mar/23



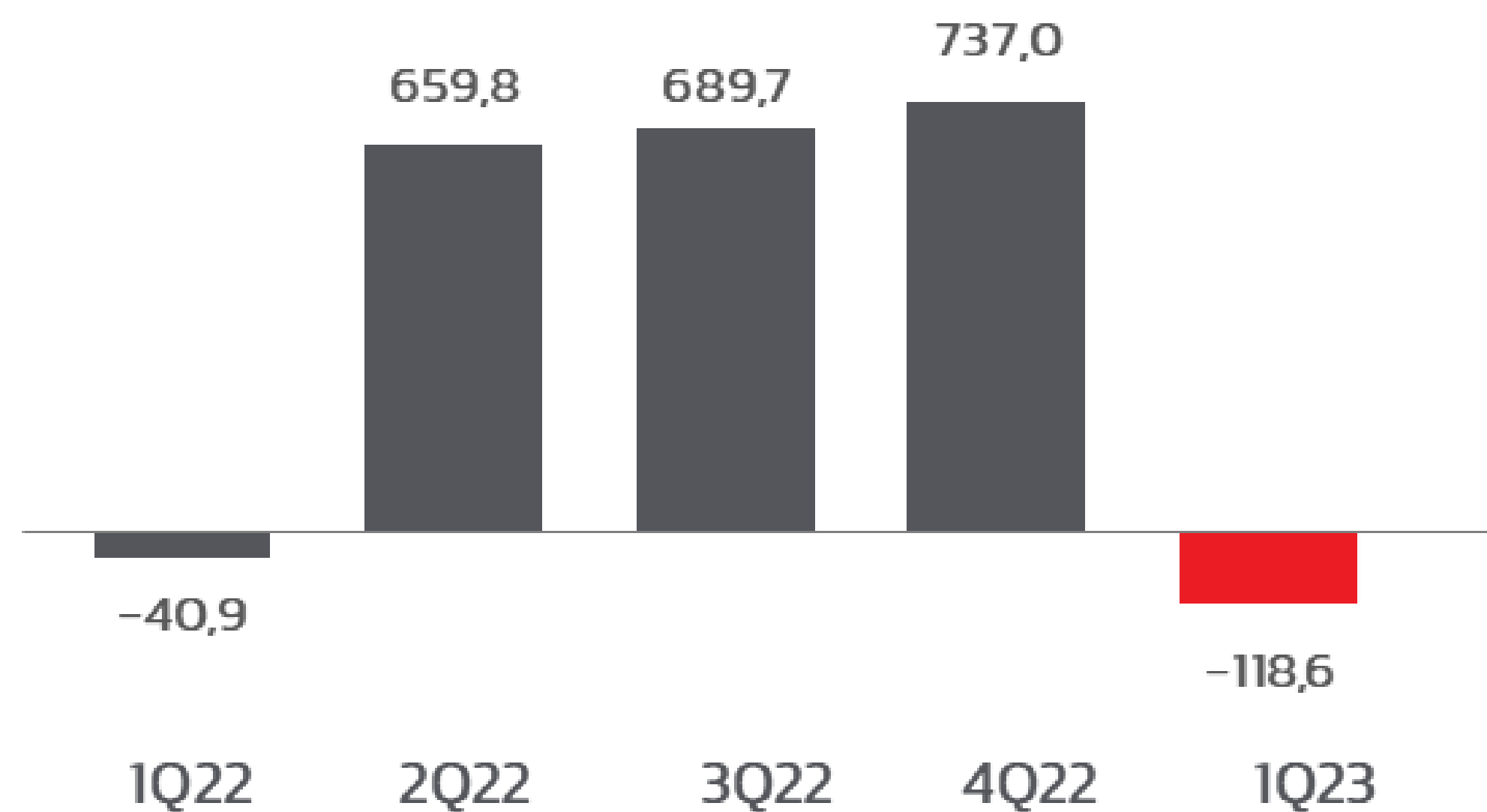
Net Debt/EBITDA



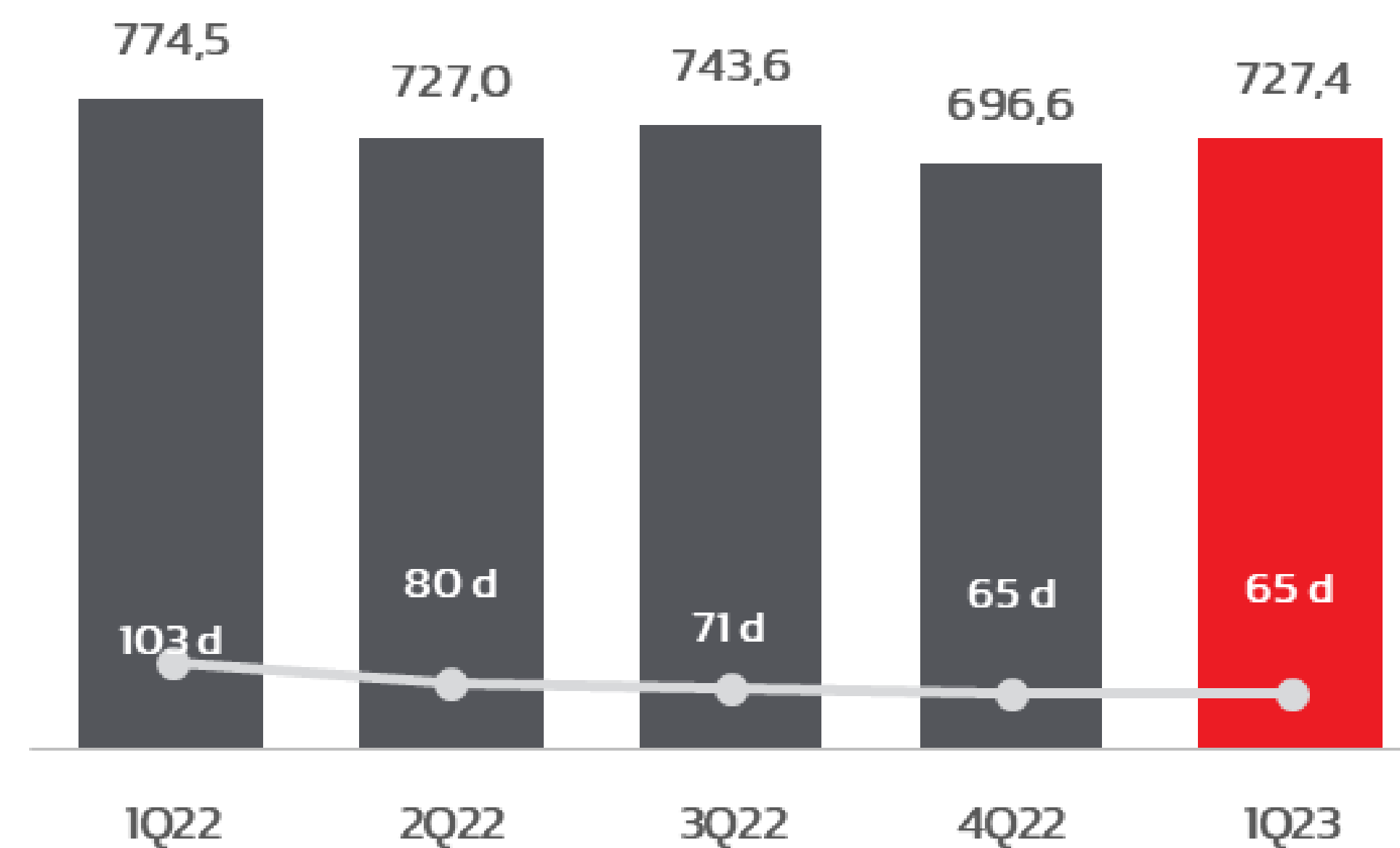
CASH FLOW | WORKING CAPITAL

R\$ MILLION

Cash Flow



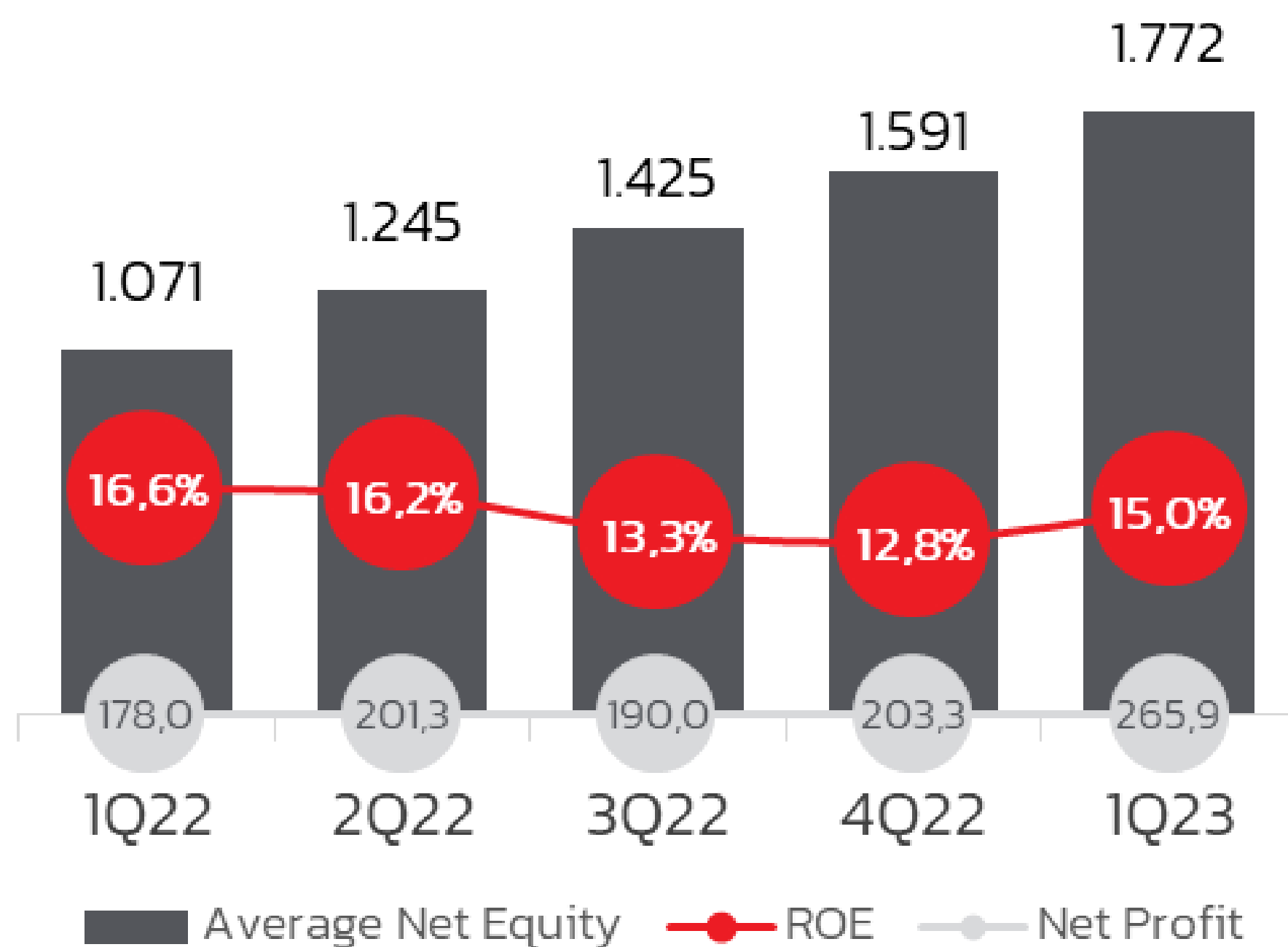
Working Capital



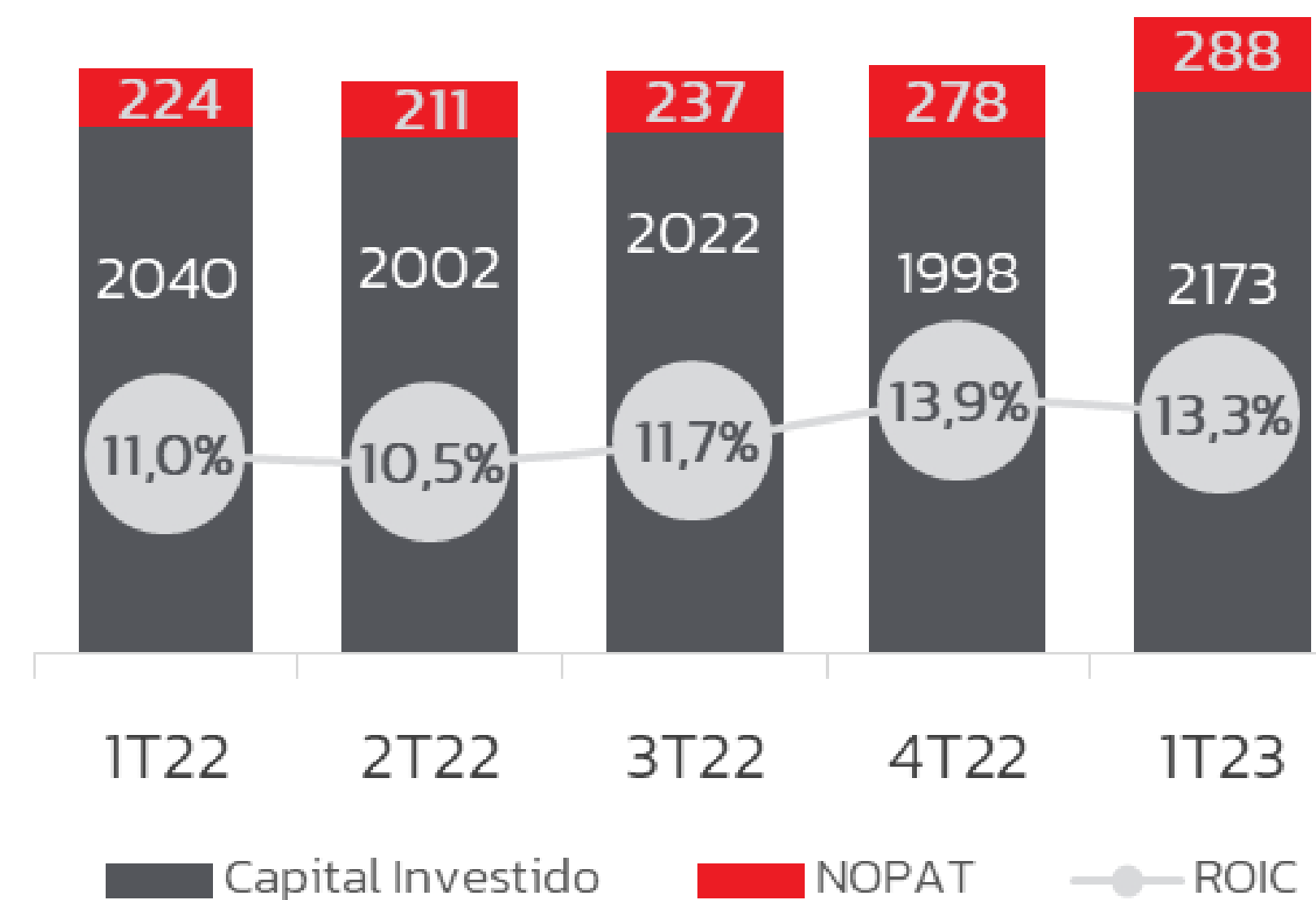
ROE | ROIC

R\$ MILLION

ROE – Return On Equity



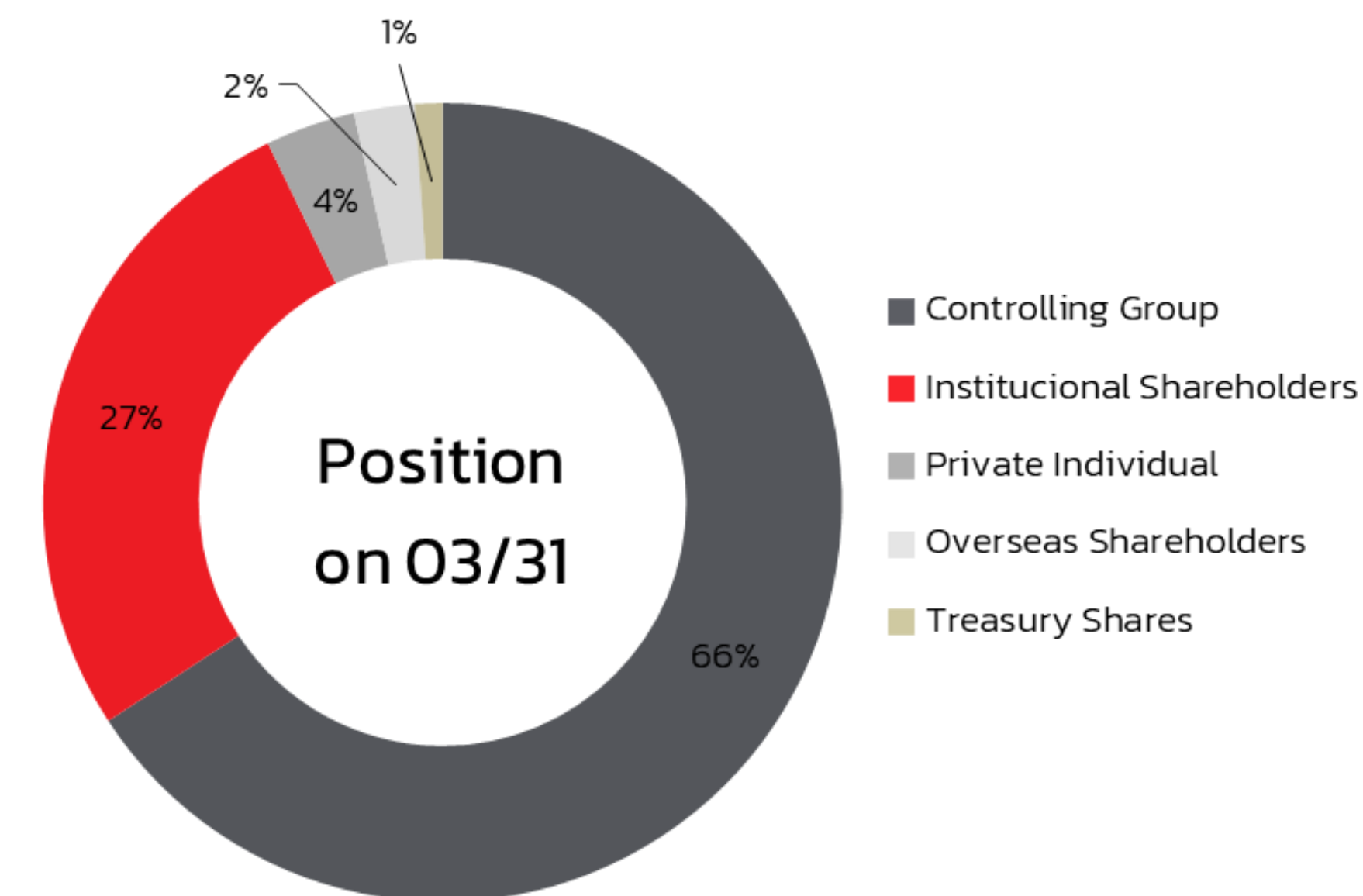
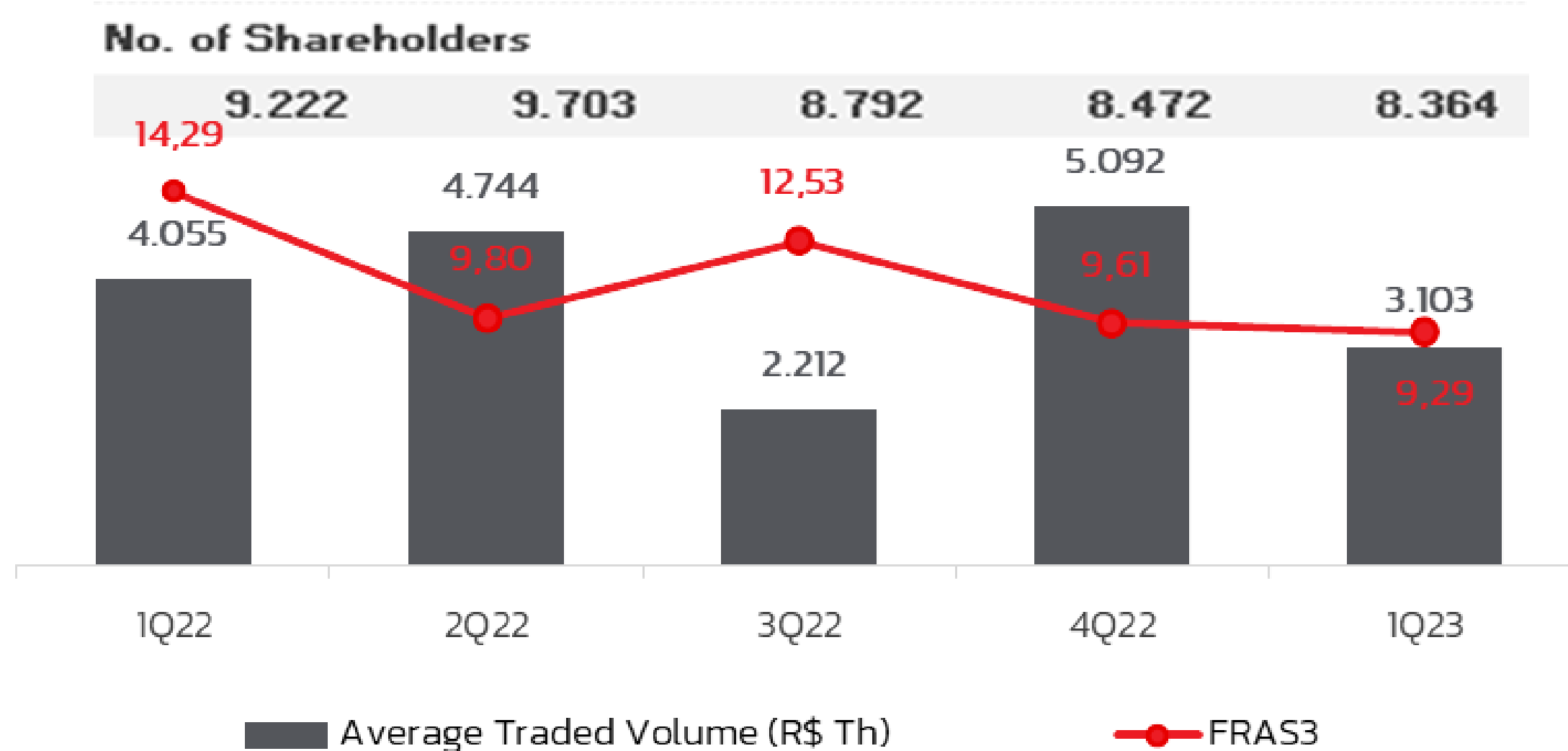
ROIC – Return on Invested Capital



CAPITAL MARKET

R\$ MILLION

Average Daily Volume (R\$ thousand),
Quotation and No. of Shareholders



OUTLOOK

- > Brand Positioning and product portfolio are strategies to keep the Company in a leadership position;
- > Replacement domestic market with high demand in workshops/service shops.
- > Opportunities for growth in the international market with lower logistics prices, in addition to the Company's internationalization strategies.



Raise Hand



Q&A

Por áudio

Demonstrando o interesse através do ícone "Levantar a mão" ou *9 se estiver conectado via telefone.

By audio

Showing interest via the "Raise hand" icon or *9 if you are connected via phone.

Por escrito

As perguntas podem ser enviadas por escrito através do botão "Q&A"

In writing

Questions can be made in writing through the "Q&A" button.

