

INSTITUCIONAL PRESENTATION 3Q24

FRAS
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

SMLL B3

IMPORTANT INFORMATION

These statements are based on Management's beliefs and assumptions, as well as on currently available information. Forward-looking statements include information on our current intentions, beliefs or expectations, as well as those of the Company's Board of Directors and Board of Executive Officers.

The reservations as to forward-looking statements and information also include data on possible or presumed operating results, as well as any statements preceded, followed or including words such as "believes", "may", "will", "expects", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements are not performance guarantees; they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances which may or may not occur. Future results may differ materially from those expressed or suggested by forward looking statements. Many of the factors which will determine these results and figures are beyond our ability to control or predict.

AT A **GLANCE**



Market
Leadership*
(*) Main Products

#1



Employees

+5,900



Countries
served

+125

Industrial Plants / Warehouses /
Commercial Offices /
Technology and Development Centers

10 / 9 / 5 / 2



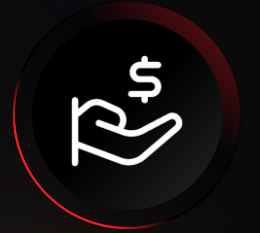
9M24

R\$ 512.0 M

Adjusted EBITDA

17.9%

Adjusted EBITDA Margin



9M24

R\$ 2858.0 M

Net Revenue

~35%

Outsourced

ATA
GLANCE

MARKET DISTRIBUTION
(9 M 2 4)



66%

LIGHT LINE



88%

AFTERMARKET



47.9%

FRICION



60.7%

DOMESTIC



34%

COMMERCIAL



12%

OEM



52.1%

NON-FRICION



39.3%

INTERNACIONAL

FAR BEYOND A

CAPITAL GOOD COMPANY



AUTOMOTIVE



RETAIL
AND SERVICES



HOUSE OF BRANDS



INDUSTRY



OUTSOURCING

Recurrence

Linked to
Circulating Fleet

One-Stop-Shop

Complete Portfolio of Auto
Parts and Solutions

**House of Iconic and
Desired Brands:**
Leaders in the Market

Robust
Distribution Platform

Know-how
in Sourcing



A RANDONCORP COMPANY

Far beyond a controlling group.

Being part of Randoncorp allows Frasle Mobility to achieve synergies, reach markets and offer advantages in various areas of its operation, which qualify results and value its entire chain of stakeholders.

70 YEARS OF HISTORY!

A JOURNEY OF COURAGE AND ACHIEVEMENTS

1954 > 1971 > 1980/90 > 1996 > 2000/12 > 2017 > 2018 > 2019 > 2021 > 2023



**FRANCISCO
STEDILE**
CAXIAS DO SUL

PUBLIC STOCK
OFFERING

[B]³



ARGENTINA



USA

PURCHASE OF
CONTROL
BY RANDONCORP



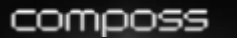
EUROPE



ASIA



PANAMERICAN



OUR OPERATIONS

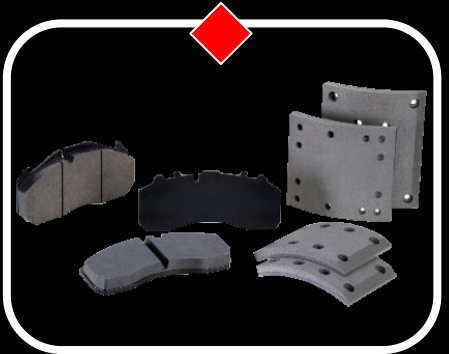
OVERVIEW



*The corporate composition of Randon Technological Center (CTR) is formed by 45.07% participation by Frasle Mobility and 54.93% by Randoncorp. The CTR controls Nione, from which Frasle Mobility is entitled to royalties representing 5% of sales.

ONE STOP SHOP

FRICITION
Commercial Line
>6,300 SKUs – 99%



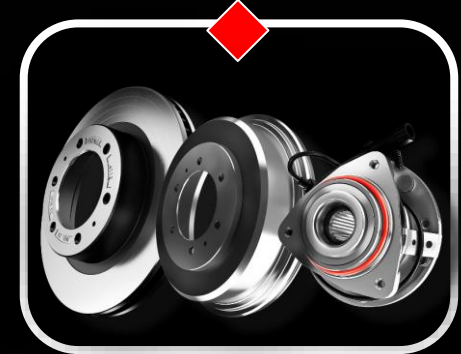
FRICITION
Light Line
>9,300 SKUs – 97%



BRAKE ACTUATION
>1,000 SKUs – 65%



BRAKE DISCS
>2,000 SKUs – 98%



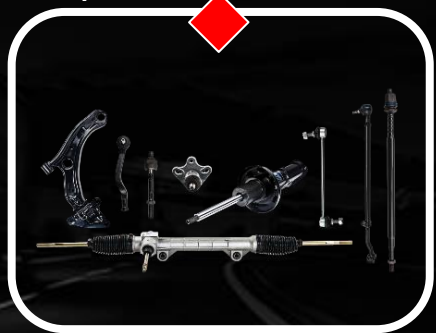
SHOCK ABSORBERS
>1,000 SKUs - 90%



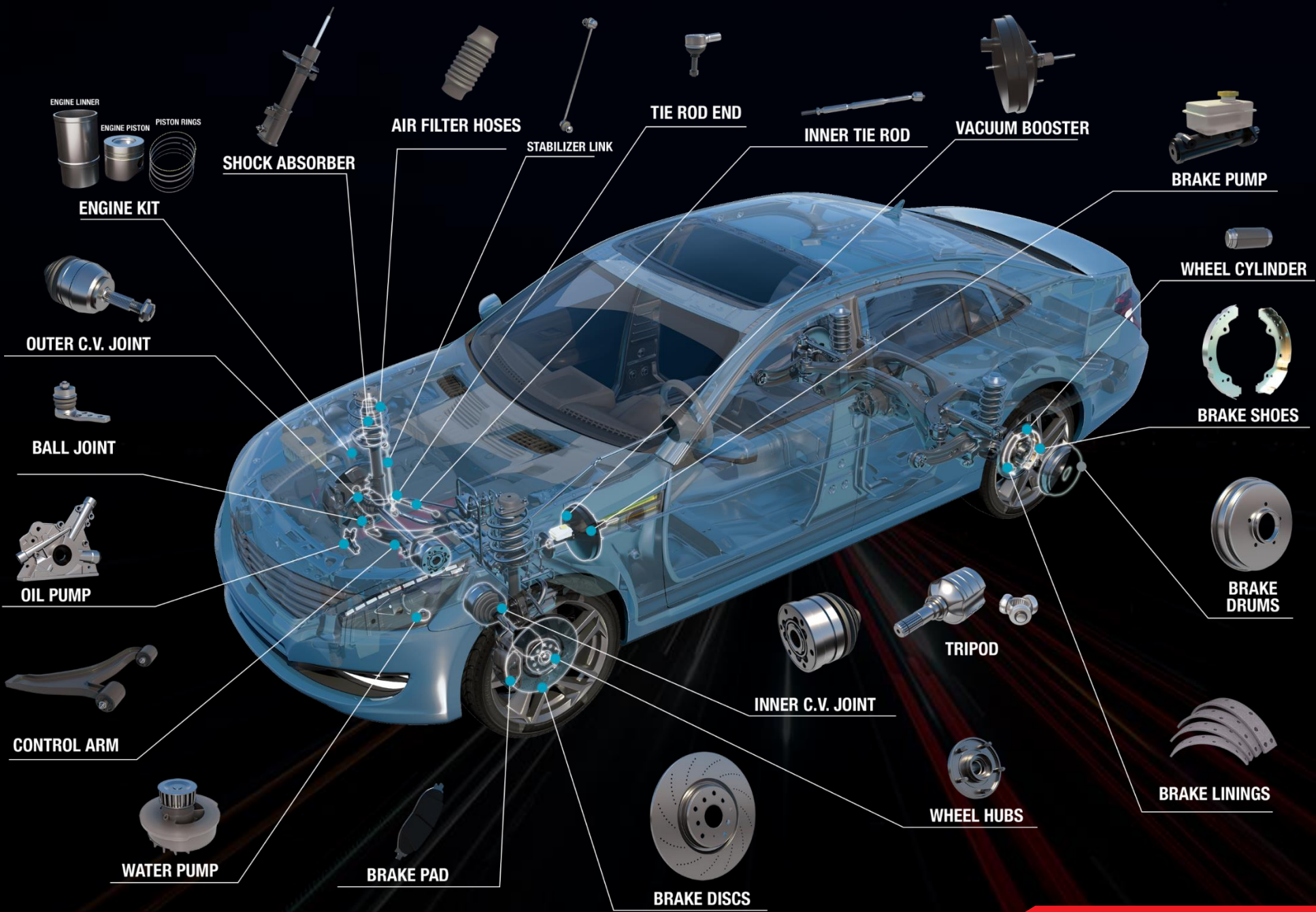
MOTORCYCLES
>200 SKUs – 80%



SUSPENSION AND STEERING
>1,600 SKUs – 80%



Total:
>21,400
SKUs



*LARGE
PRODUCT*

DISRUPTIVE VISION
TOWARDS THE FUTURE



of **products**

ecosystem of
automotive consumers
**with smart and
sustainable
solutions**

STRENGTH IN THE
AFTERMARKET



NAKATA[®]

FREMAX



ABTEX



composs



JURID



AWARDS AND RECOGNITION



O Mecânico/Ipec Survey

MOST KNOWN AND MOST FREQUENTLY PURCHASED BRAKE PADS

CINAU/Workshop Brands Survey

MOST TRUSTED AND MOST EASILY FOUND BRAKE PADS

Inova Award

BEST BRAKE PAD AND TECHNICAL SUPPORT

Sindirepa – SP Award

SILVER SEAL FOR BRAKE PADS



O Mecânico/Ipec Award

FAVORITE BRAND BY MECHANICS FOR THE 3RD CONSECUTIVE YEAR

CINAU/Workshop Brands Survey

MOST FREQUENTLY PURCHASED BRAND

Inova Award

RESULTS OF PROMOTIONAL ACTIONS, INTERACTION IN DIGITAL MEDIA, CUSTOMER SERVICE AND TECHNICAL SUPPORT

Sindirepa – SP Award

BRONZE SEAL FOR WATER PUMP



O Mecânico/Ipec Survey

BEST KNOWN AND MORE FREQUENTLY PURCHASED BRAND

CINAU/Workshop Brands Survey

MOST FREQUENTLY PURCHASED BRAND

Inova Award

BRAKE DISC

Sindirepa – SP Award

GOLD SEAL FOR BRAKE DISC



O Mecânico/Ipec Survey

BEST KNOWN AND MOST FREQUENTLY PURCHASED BRAND

CINAU/Workshop Brands Survey

MOST TRUSTED AND MOST EASILY FOUND IN THE SUPPLIER



Iveco Group Supplier of the Year

SUPPLIER OF THE YEAR



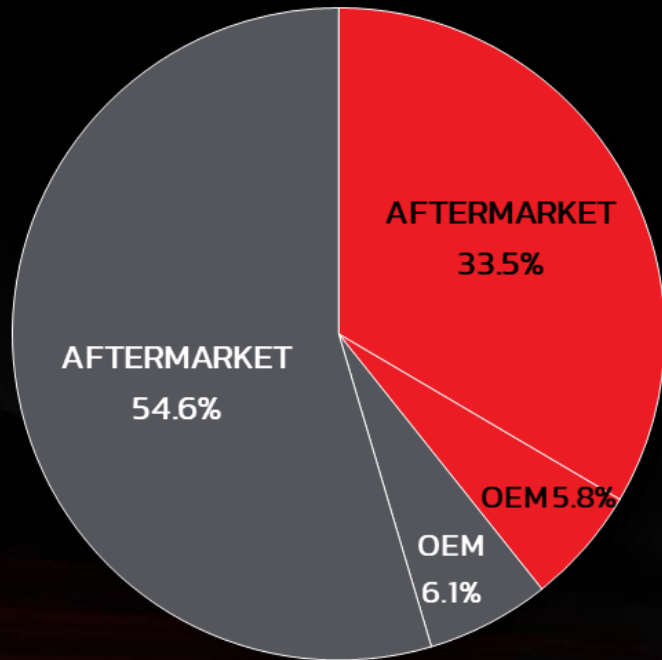
British Aftermarket Federation Award

CAR SUPPLIER OF THE YEAR

MARKETS | SEGMENTS | PRODUCTS

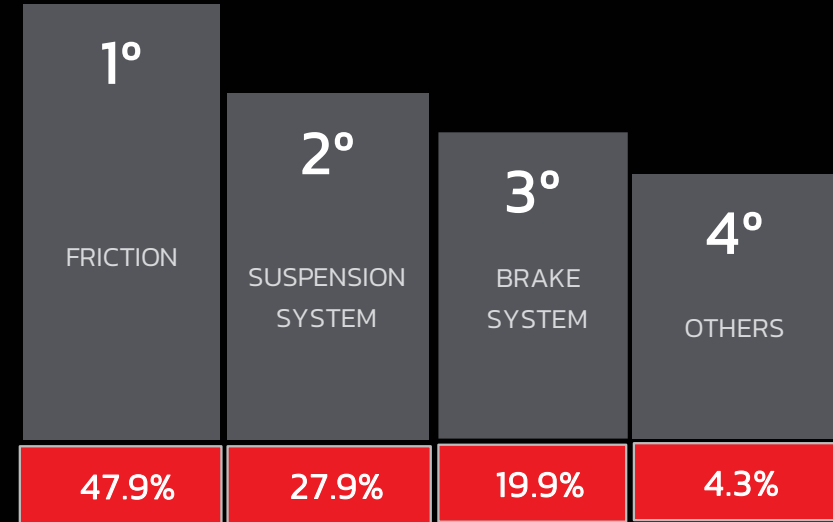
9M24

MARKET



■ DOMESTIC
■ FOREIGN

■ FRICTION
■ NON FRICTION



■ Total % (revenue per product X net revenue)

COMPOSITION FRICTION MATERIALS



2017

9M24

FRASLE MOBILITY IS A MARKET LEADER WITH A DEFENSIVE PORTFOLIO

MARKET LEADERSHIP

Market Share by Product Category (%)

	53%	59%	41%	33%	26%	42%	19%	23%
	Truck & Trailer Heavy Brake Lining	Passenger Car Brake Lining	Light Brake Pads	Master Cylinders	Heavy Brake Pads – Urban Buses	Passenger Cars Brake Shoes	Passenger Cars and SUVs Brake Discs	Shock Absorber
Non-Elective	✓	✓	✓	✓	✓	✓	✓	✗
First Replacement² # Km	100.000	100.000	40.000	135.000	60.000	100.000	60.000	80.000
Others Replacement³ # Km	60.000	60.000	30.000	120.000	50.000	60.000	40.000	40.000
Recurrence⁴ X each 5 year	8.3x	1.0x	2.0 x	1.0x	10.0x	1.2x	1.0x	1.5x

70% OF SALES¹

OE Volume is 7x smaller than IAM, although, Fras-le is a leader and relevant player in Brazil and US (+90% of Brazilian & 40% of US OE CV market)

Notes: (1) Replacement sales volume; (2) Considers new vehicle with standard setup; (3) Considers 12.000 Km/year for LV and 100.000 Km/year for CV, without damages; (4) Considers recurrence for others replacement in note (3) scenario.
Source: Frasle Mobility Market Intelligence | Data for the year 2023

MARKET SHARE:

BRAZIL AFTERMARKET*



PADS FOR
AUTOMOBILES

41%

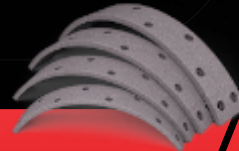
+ 2.0 p.p. vs 2022



SHOES FOR
AUTOMOBILES

42%

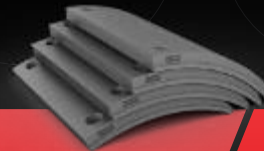
+ 6.0 p.p. vs 2022



BRAKE LININGS
FOR AUTOMOBILES

59%

+ 1.0 p.p. vs 2022



BRAKE LININGS FOR
HEAVY VEHICLES

53%

+ 3.3 p.p. vs 2022



PADS FOR
HEAVY VEHICLES

26%

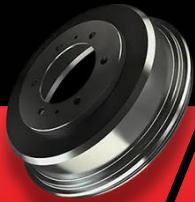
- 1.7 p.p. vs 2022



BRAKE
DISCS

19%

- 1.0 p.p. vs 2022



BRAKE
DRUMS

11%

- 2.1 p.p. vs 2022



WHEEL
CYLINDERS

29%

+ 4.6 p.p. vs 2022



MASTER
CYLINDERS

33%

+ 1.9 p.p. vs 2022



VACUUM
BOOSTER

28%

+ 3.1 p.p. vs 2022



SHOCK
ABSORBER

23%

+ 4.5 p.p. vs 2022



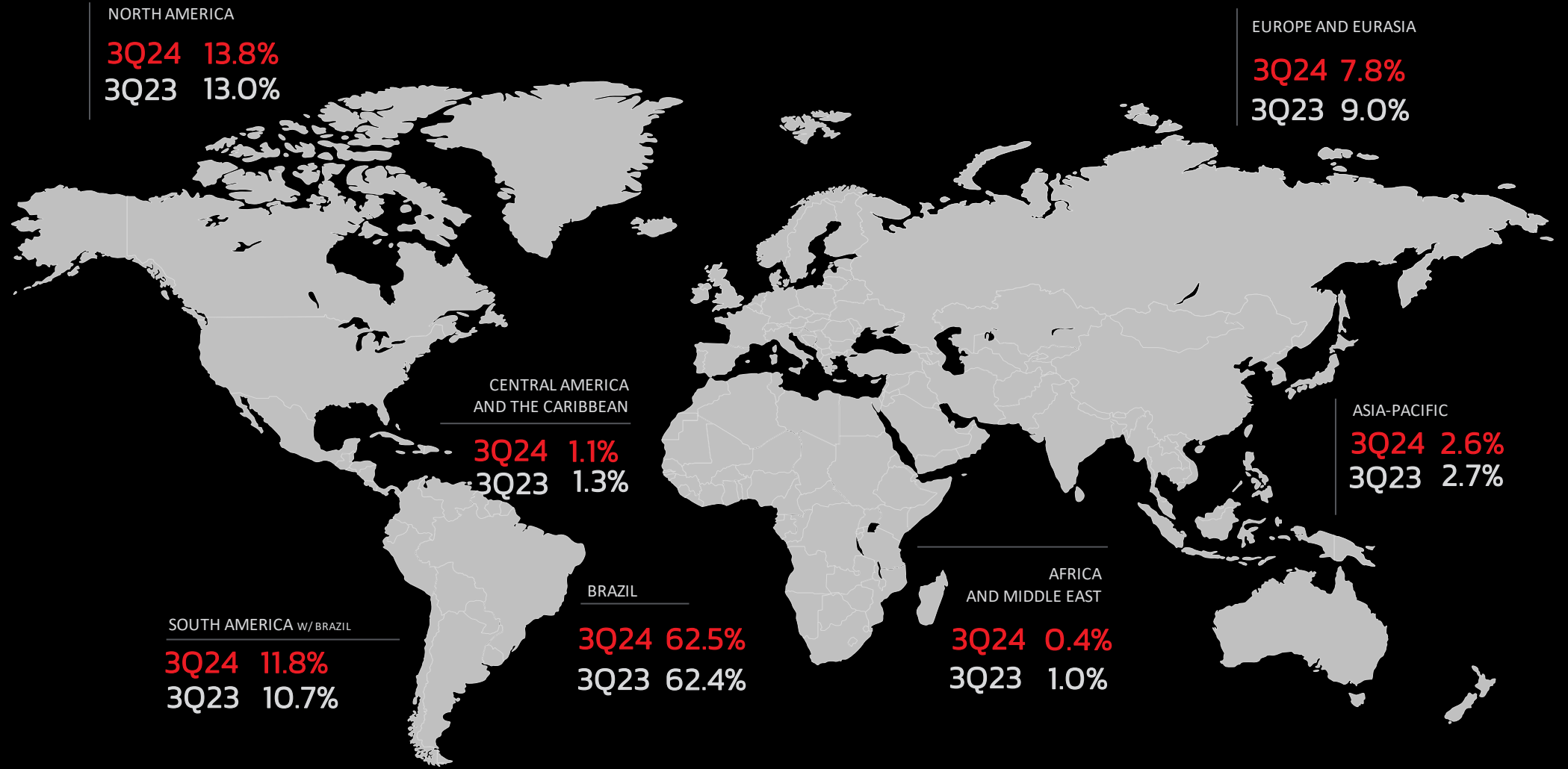
OTHER
SUSPENSION
PARTS

23%

+ 3.1 p.p. vs 2022

* Data for the year 2023 | % Invoiced quantity/Potential Market

DISTRIBUTION OF NET REVENUE



NORTH AMERICA

3Q24 13.8%
3Q23 13.0%

EUROPE AND EURASIA

3Q24 7.8%
3Q23 9.0%

CENTRAL AMERICA
AND THE CARIBBEAN

3Q24 1.1%
3Q23 1.3%

ASIA-PACIFIC

3Q24 2.6%
3Q23 2.7%

SOUTH AMERICA w/ BRAZIL

3Q24 11.8%
3Q23 10.7%

BRAZIL

3Q24 62.5%
3Q23 62.4%

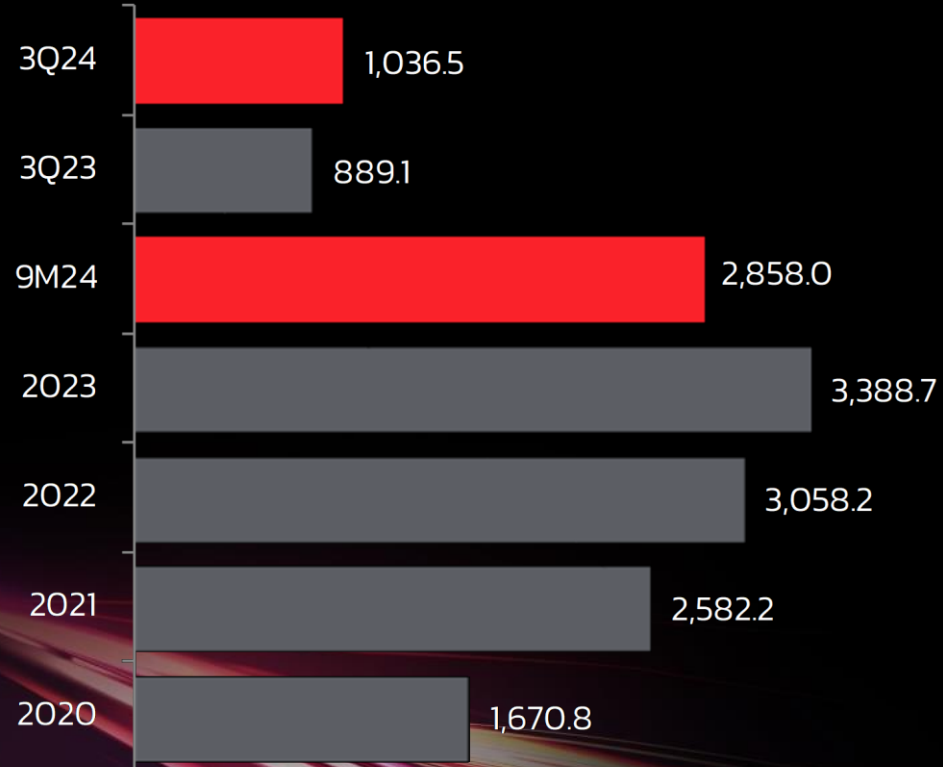
AFRICA
AND MIDDLE EAST

3Q24 0.4%
3Q23 1.0%

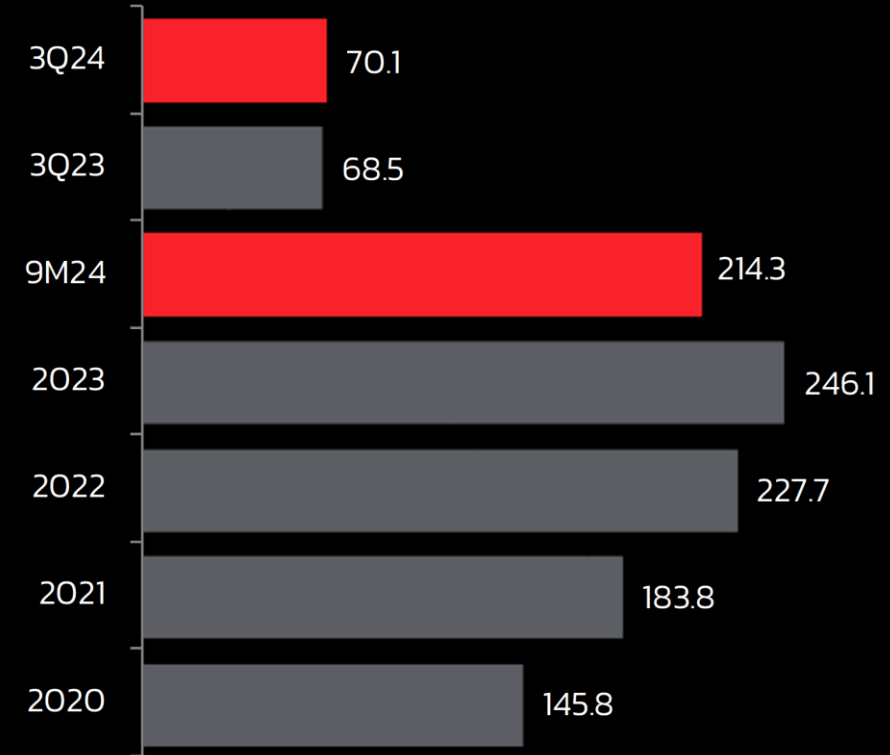
OVERVIEW FRASLE MOBILITY

NET REVENUE | SALES IN THE FOREIGN MARKET

Net Revenue
R\$ million



Sales in the Foreign Market*
US\$ million



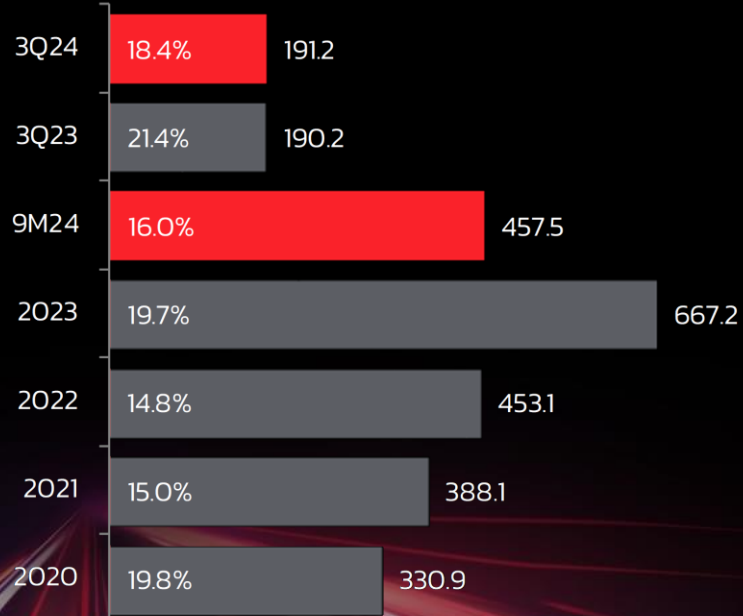
*Value referring to the sum of exports from Brazil and revenues generated by operations abroad, net of intercompany operations.

OVERVIEW FRASLE MOBILITY

GROSS INCOME | EBITDA | NET PROFIT

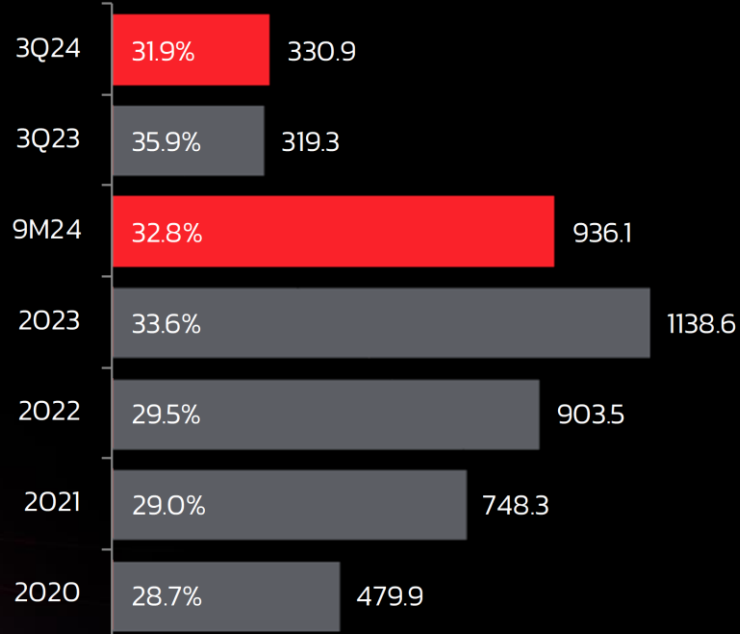
EBITDA and Margin

R\$ million and %



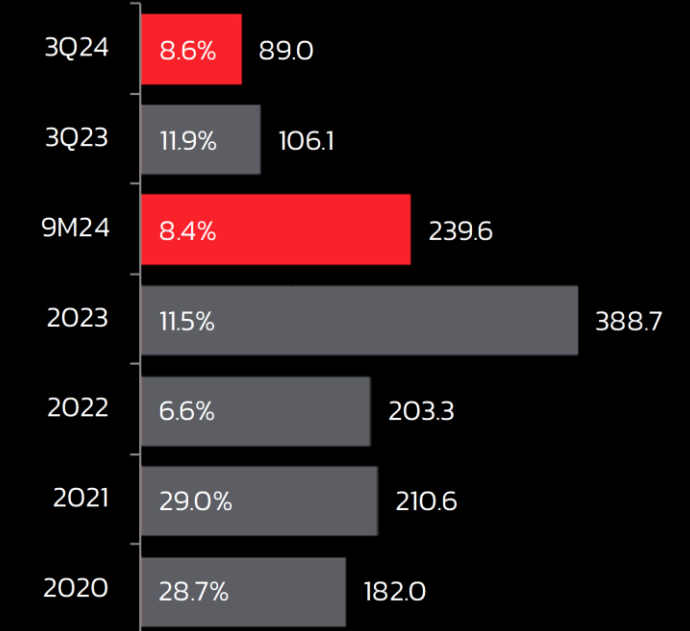
Gross Income and Margin

R\$ million and %



Net Profit/Loss and Margin

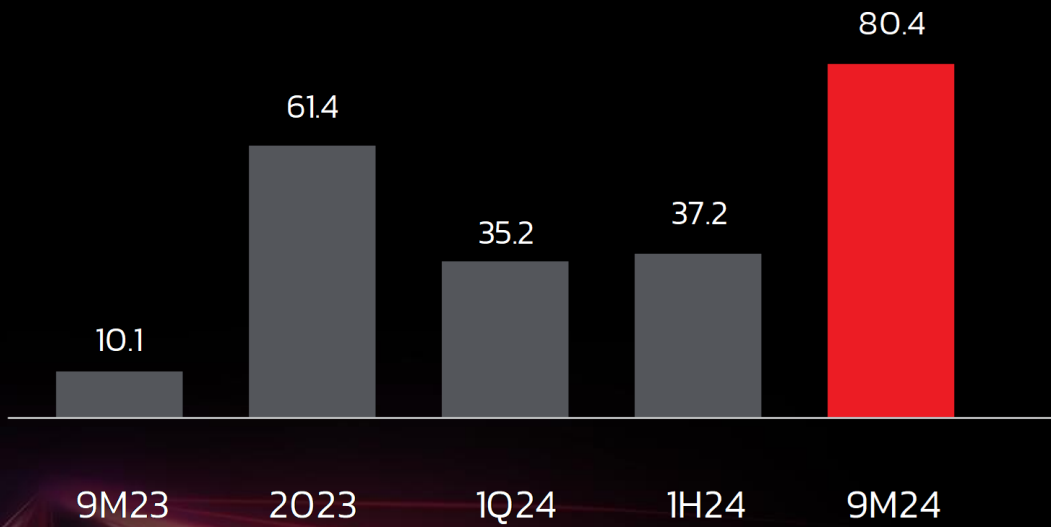
R\$ million and %



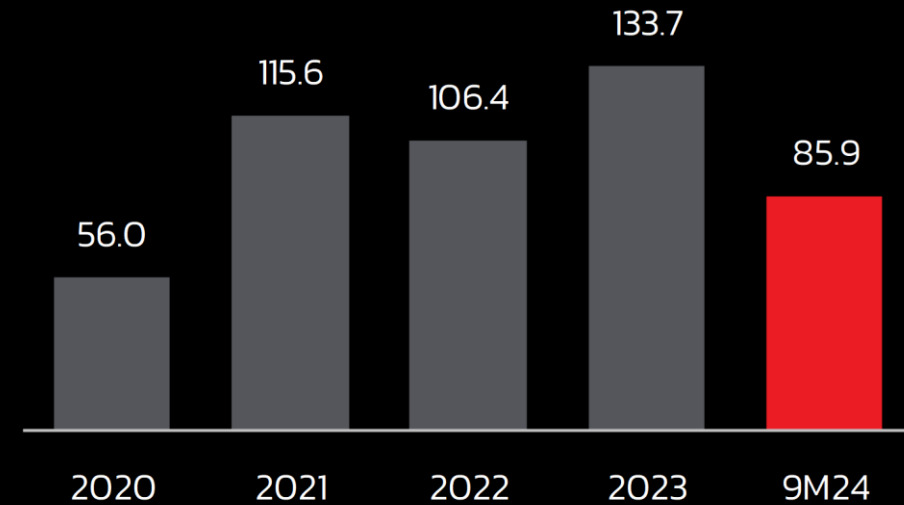
OVERVIEW FRASLE MOBILITY

FREE CASH FLOW | INVESTMENTS

FREE CASH FLOW
R\$ million



CAPEX

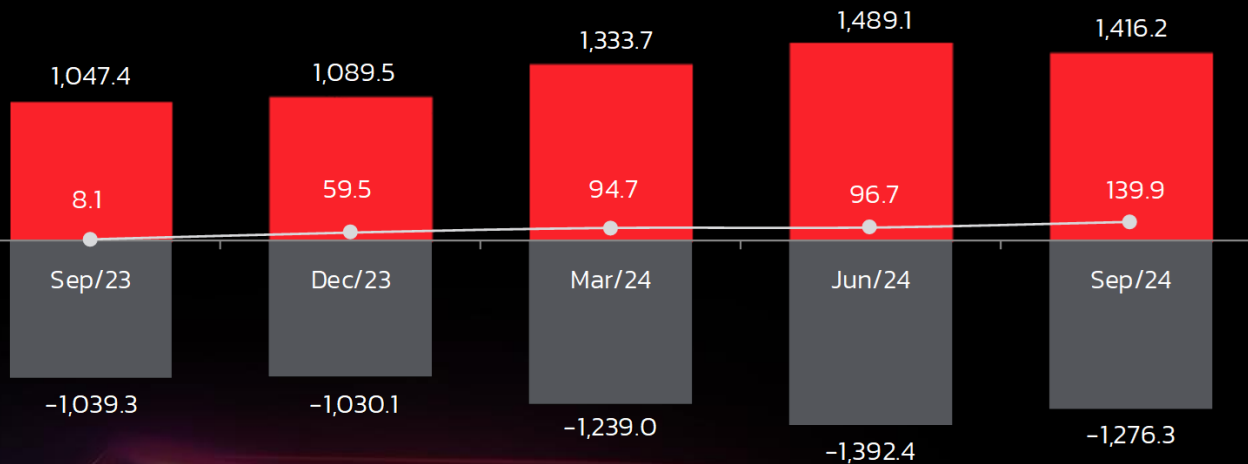


OVERVIEW FRASLE MOBILITY

NET DEBT AND WORKING CAPITAL

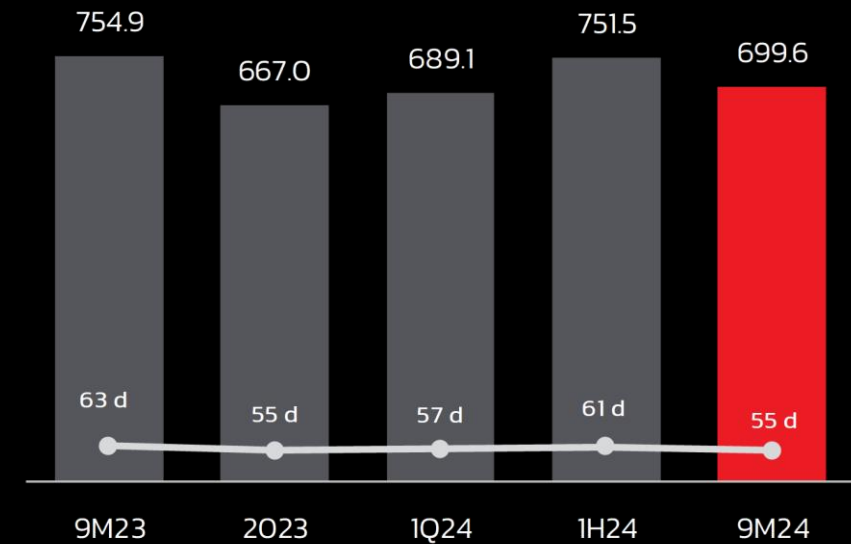
NET DEBT / EBITDA

OX	OX	OX	OX	OX
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■ Cash and Equivalents
 ■ Loans, Financing, Derivatives and Business Combination.
 —●— Net Debt

WORKING CAPITAL
R\$ million



GUIDANCE



NET REVENUE

R\$ 2.9 B

+8.0%
vs. 9M23

Guidance

R\$ 3.7 – 4.0 B



FOREIGN MARKET

US\$ 214.3 M

+2.5%
vs. 9M23

Guidance

US\$ 250 – 290 M



ADJUSTED EBITDA
MARGIN

17.9%

-3.5 p.p.
vs. 9M23

Guidance

17% - 21%



INVESTMENTS

R\$ 85.9 M

+16.0%
vs. 9M23

Guidance

R\$ 130 – 170 M

VALUE CREATION JOURNEY



Inorganic Expansion Movements in The Last Years

JURID® **FREMAX**

ETR
DRIVEN BY INNOVATION

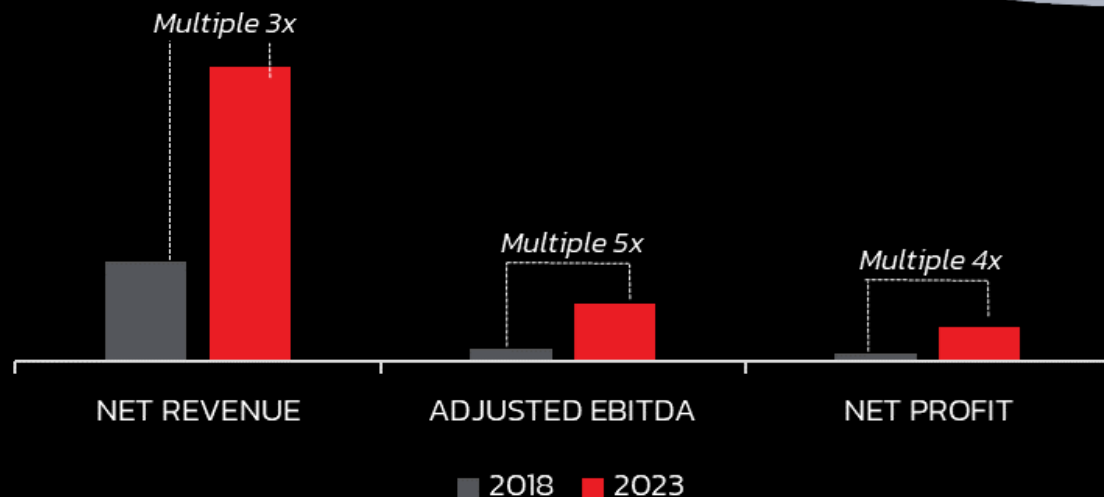
NAKATA

NIONE **JURATEK**

composs

VALUE CREATION JOURNEY

Frasle Mobility is made up of an experienced team with great ability to execute synergies and capture economies of scale through acquisitions.



- FREMAX**
- + PORTFOLIO EXPANSION
 - + LIGHT LINE
 - + STRONG BRAND
 - + PREMIUM PRODUCT

2018



- NAKATA**
- + PORTFOLIO EXPANSION
 - + KNOW HOW- SOURCING
 - + BRAND REPUTATION
 - + ACCESS TO CHANNELS

2020

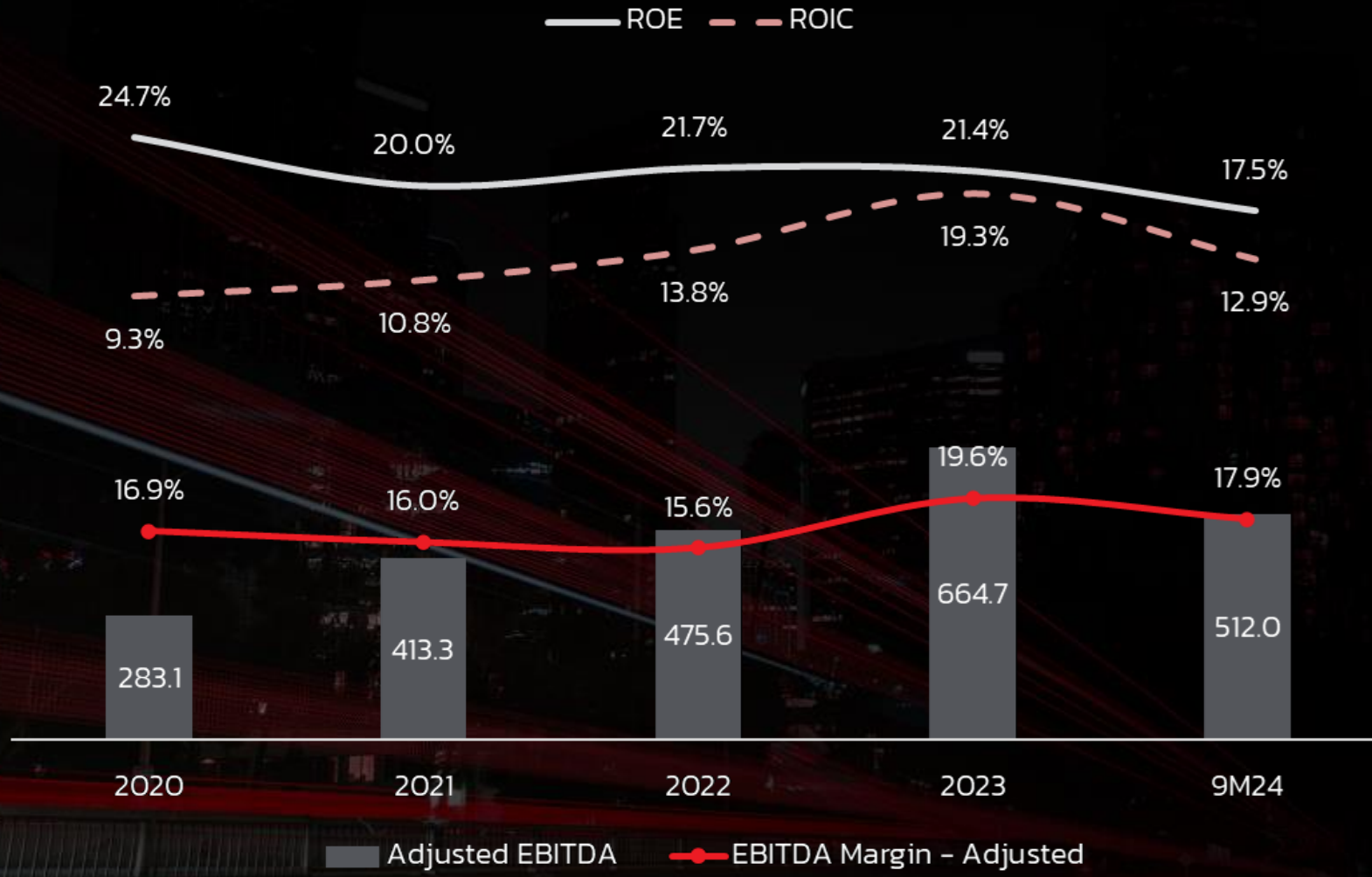


- AML JURATEK**
- + MARKET LEADER
 - + GLOBAL PRESENCE
 - + OEM FOR HEAVY VEHICLES

2023

% OF GROWTH OF NET REVENUE FROM 2023 COMPARED TO NET REVENUE FROM THE ACQUISITION

VALUE GENERATION



VALUE GENERATION

FRAS-LE

FRASLE MOBILITY

2017

9M24

Employees

3,390



5,931

Plants/Warehouses

7/5



10/9

Friction Material

89.3%



49.9%

Iconic Brands

3



5

Market Cap*

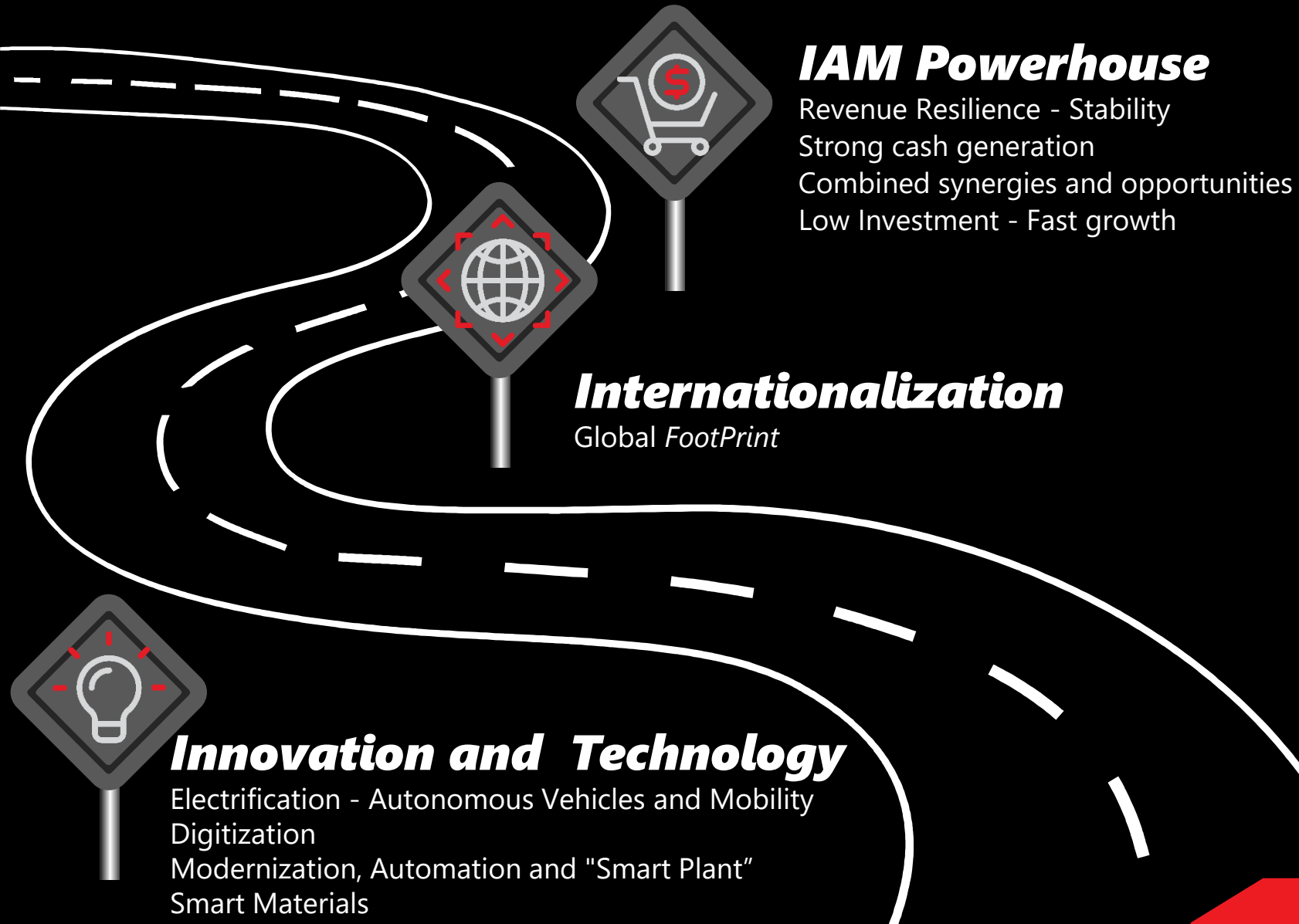
R\$1.2BI



R\$5.5BI

*Market Cap of 09/30/24

STRATEGY EXECUTION



We are on a **new path**, supported by an assertive strategy that reinforces **synergies**, expands geographic coverage, product mix, *outsourcing*, economies of scale and optimization in the use of production assets.

**MAIN
DRIVERS**

SYNERGIES

KNOW-HOW

- > HOW TO DO
- > MANUFACTURING
AS A BASIS
- > MAKE OR BUY
- > TECHNICAL
COMPETENCY
- > TECHNOLOGIES
- > INTELLECTUAL
PROPERTY

ACCESS

- > CUSTOMERS
- > BRANDS
- > PORTFOLIO
- > SOURCING
- > PEOPLE

CREATE VALUE | POTENTIAL TO DO MORE WITH LESS

CORPORATE GOVERNANCE

FRAS3 | B3 LISTED N1

1971

IPO

100%

Tag Along

R\$ 5.5 bi

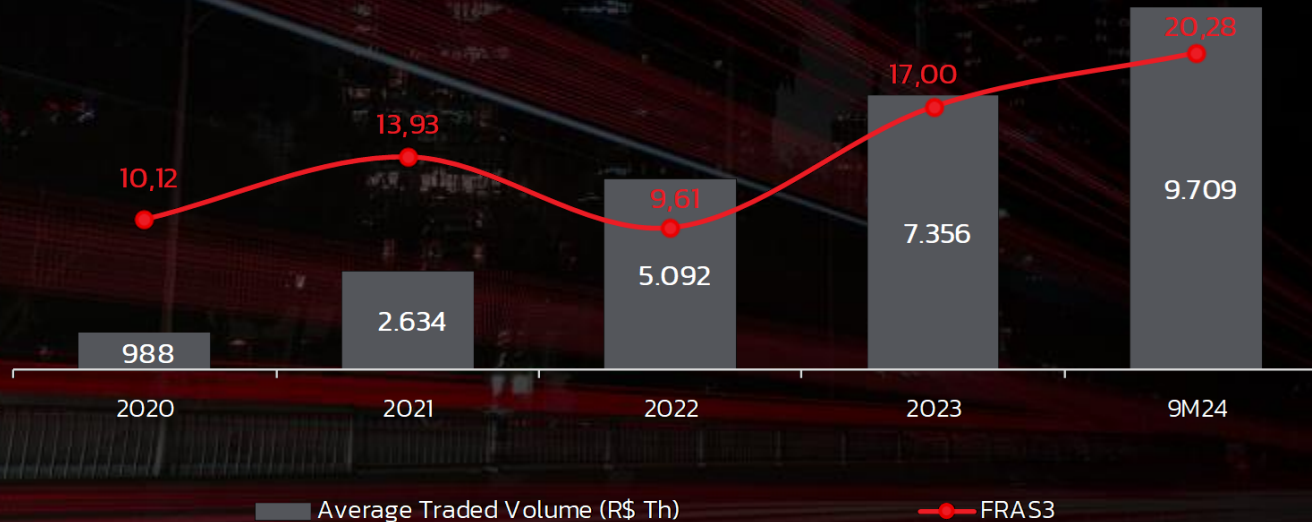
Market Cap

33.2%

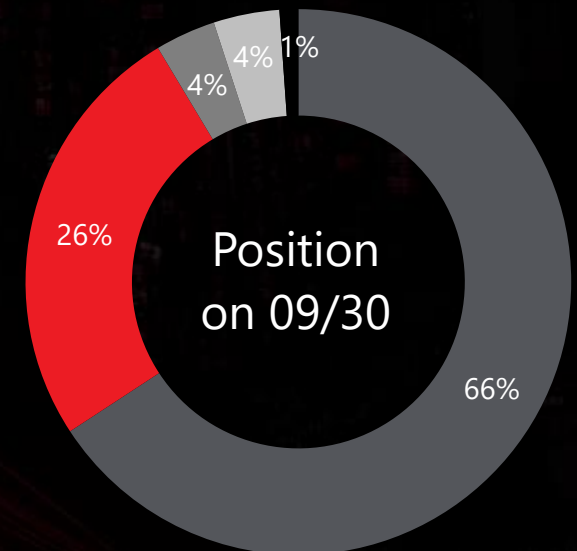
Free Float

AVERAGE DAILY VOLUME (R\$ THOUSAND)
QUOTATION AND NO. OF SHAREHOLDERS

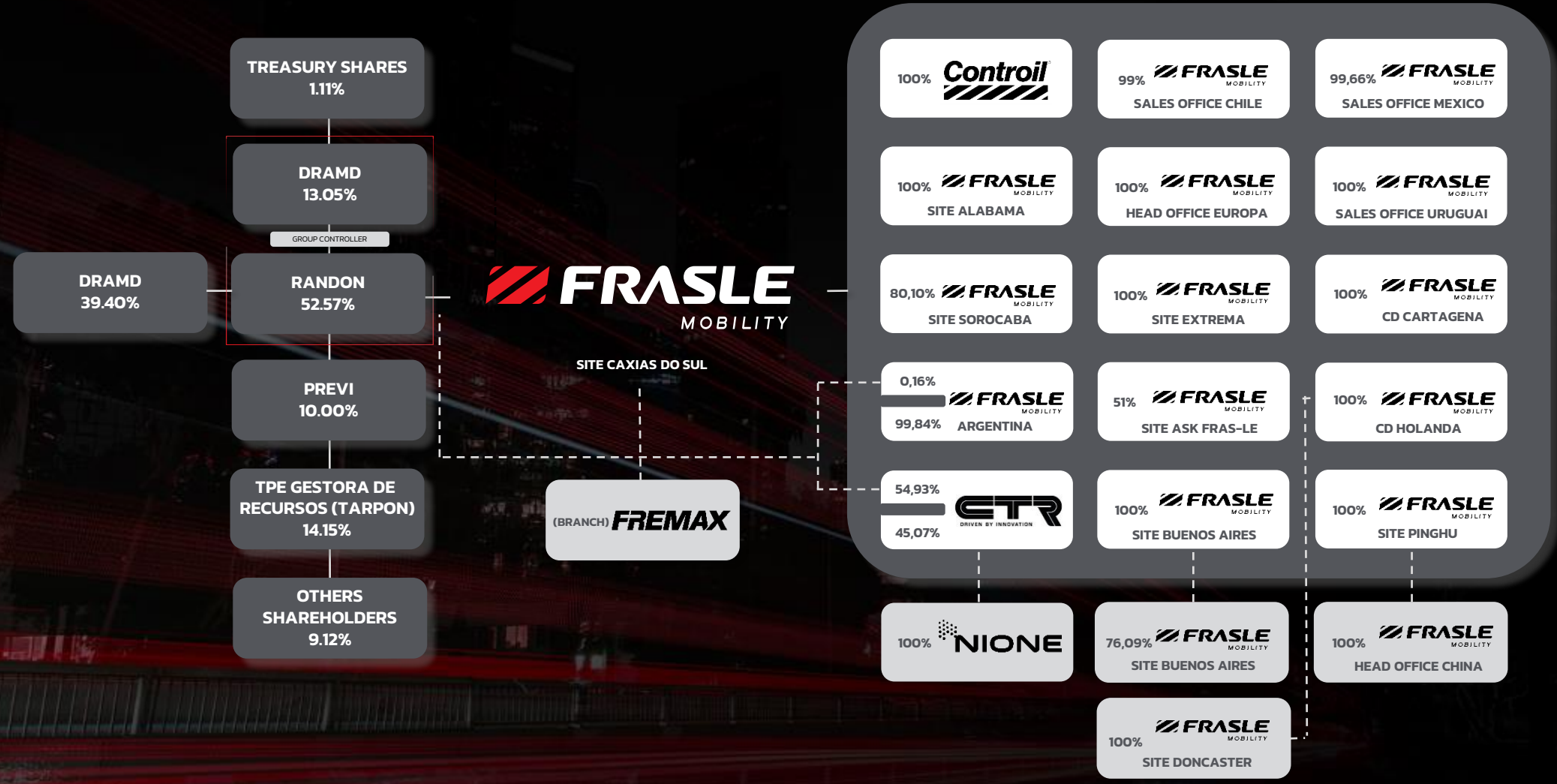
NO. OF SHAREHOLDERS				
11,014	8,974	8,472	9,441	9,824



- Controlling Group
- Institucional Shareholders
- Private Individual
- Overseas Shareholders
- Treasury Shares



SHAREHOLDER STRUCTURE



STRATEGY AND EXECUTION

GOVERNANCE

BOARD OF DIRECTORS

DAVID ABRAMO RANDON
ASTOR MILTON SCHMITT
DANIEL RAUL RANDON
ANTONIO SERGIO RIEDE
RENATA FABER ROCHA RIBEIRO

SUPERVISORY BOARD

JAIME MARCHET
JOÍLSON RODRIGUES FERREIRA
WLADIMIR OMIECHUCK



SÉRGIO
DE CARVALHO
CEO FRASLE MOBILITY



ANDERSON
PONTALTI
COO FRASLE MOBILITY



GUILHERME
ADAMI

Business Director

BRAKING
& RD
EURO ASIA



HEMERSON
SOUZA

Business Director

NORTH AMERICA
MAIA PROJECT
M&A e RI



MARCELO
TONON

Business Director

RIDE & COMFORT
SUPPLY CHAIN
LATAM



SÉRGIO
MONTAGNOLI

Commercial Director

BRAZIL IAM &
MARKETING

PUBLIC
COMMITMENTS

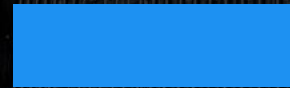
PLANET



Reduce greenhouse gas emissions by 40% by 2030.
Progress from 3.99 to 3.48 KgCO2/hours worked.

Zero waste disposal in industrial landfills and reuse 100% of treated effluent by 2025.
Progress from 25% to 14%.

ESG



PEOPLE

Double the number of women in leadership positions by 2025.
Progress from 11% to 13%.

Zero serious accidents.

BUSINESS



Increase annual net revenue generated by new products.
Increase from 49.25% to 56.24% of net revenue in 2023.

GREEN PRODUCTS

Calculating the carbon footprint for green solutions

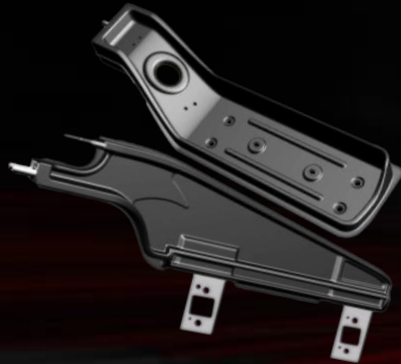
Railway shoe



43% reduction in CO2 emissions

IN PROGRESS:

Fender support (Composs)



CIRCULAR ECONOMY

Safe Disposal Program

In 2023, **9.4%** of all raw materials came from the reverse logistics of brake discs. This project has been extended to several states, now covering São Paulo, Espírito Santo, Minas Gerais, Paraná and Santa Catarina.



RENEWABLE ENERGY

Solar energy projects in China and CTR



IN PROGRESS:

Biomass boiler
60% reduction in greenhouse gases (GHG).

S PEOPLE

DIVERSITY, INCLUSION AND EQUITY



Leadership in motion:

Double the number of women in leadership positions by 2025.

Some of our Programs:

- New Paths | Journey Of Prosperity
- Their (Women) Journey
- Fras-le Borderless Project
- Our Affinity Groups

COMMUNITY



Instituto Elisabetha Randon

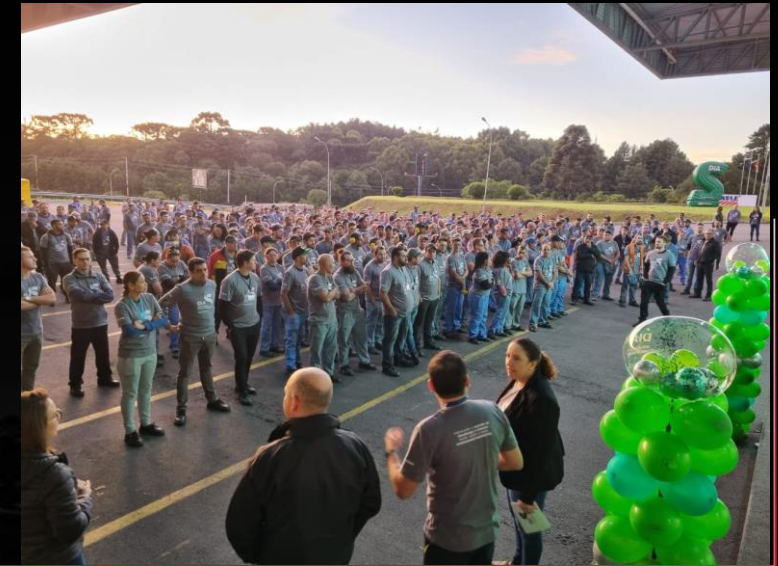


Florescer
Instituto Elisabetha Randon



HEALTH AND OCCUPATIONAL SAFETY

Eliminate serious accidents
Mitigate Critical Risks through comprehensive solutions shared between companies that make up each Thematic Group.



INFORMATION SECURITY

JOURNEY OF EVOLUTION

2012 | Creation of the information security area

2018 | Corporate risk mapping
Cybersecurity was the main risk.

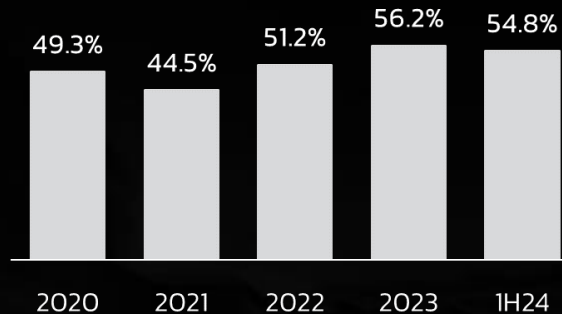
2022 | PDSI STRUCTURE
3-year program consisting of several projects related to the development and raising of the security level.

2022 | PDSI & GOVERNANCE
Risks are continually assessed and mitigation strategies are defined.
IS policy and procedures.

SUSTAINABLE INNOVATION

40 million in research, development and innovation by 2023.

Increase the annual net revenue generated by new products.

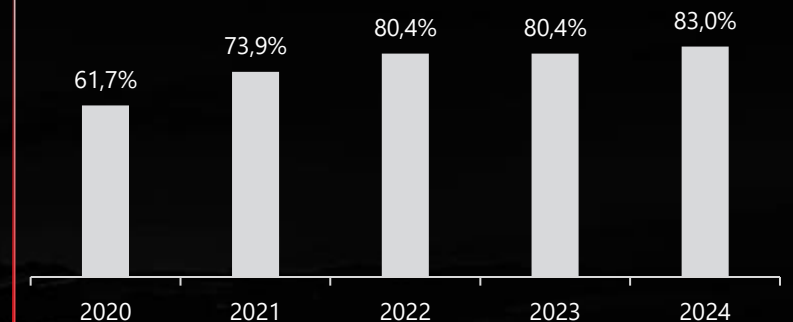


New Movetech identity
50 years of Frasle Mobility's Research, Development and Innovation Center, Caxias do Sul site.

GOVERNANCE

Constant evolution

We seek constant evolution in the "Practice or Explain" Governance Report as a way of improving our transparency and enhancing governance practices, always in line with market and management expectations.



ALL OUR BRANDS AND SOLUTIONS A FEW CLICKS AWAY



Digital platform that transforms the customer experience with Frasle Mobility brands



2024 HIGHLIGHTS:

Official launch of the Auto Experts APP;
Experts Club - relationship program with automotive centers.

	2022	2023	9M24	
	1.7M	4.2M	5.5M	accesses
	1.1M	2.4M	2.8M	users
	2.6M	5.5M	6.1M	searches
	807K	2.4M	3.5M	searches by license plate
	10.1K	20.7K	20.9K	SKUS
	5.3 min	12 min	26.4 min	time

APPENDICES



AUTO PARTS AFTERMARKET: RELEVANT, RESILIENT AND GROWING MARKET

INDUSTRY HIGHLIGHTS



R\$ ~100 bi
Automotive aftermarket size in Brazil (2021)



3,3%
Expected market growth 2022 – 2025e

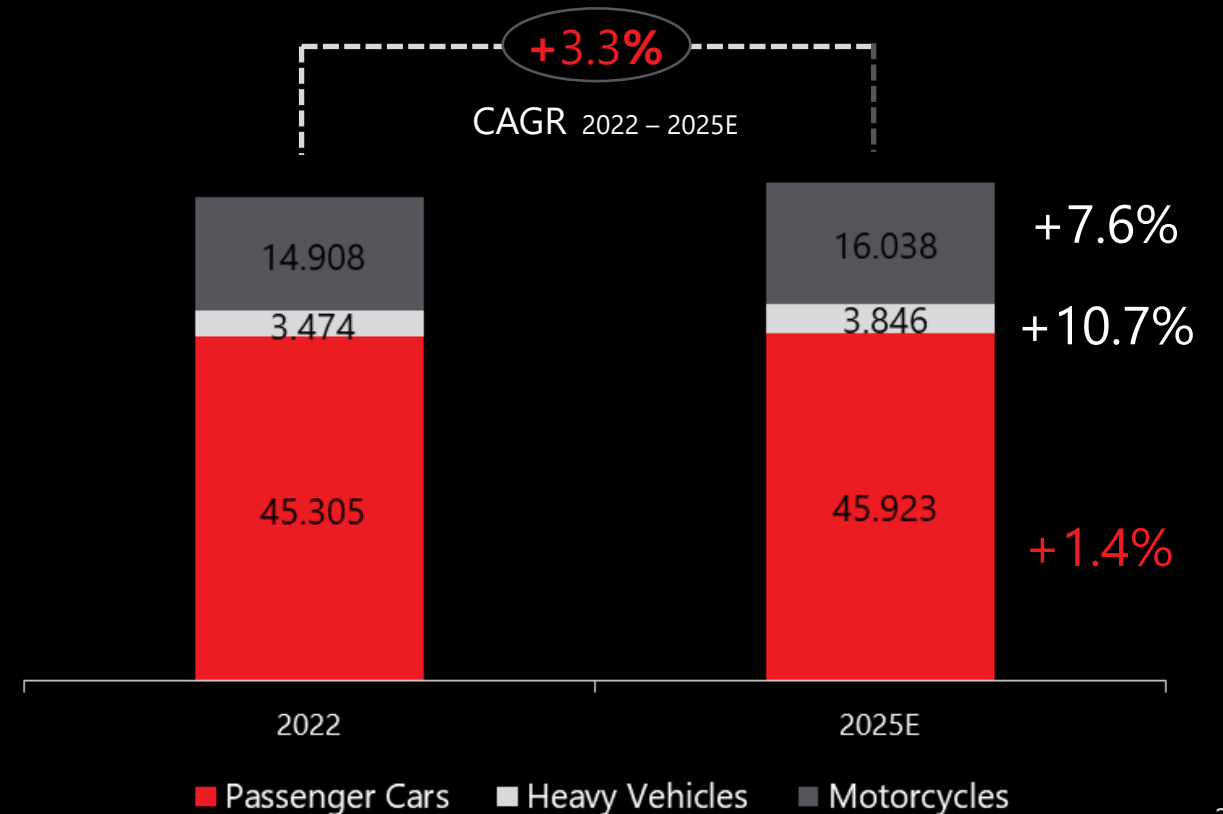


46 MM
Light vehicles circulating fleet
+3 mm for bus, trailers & trucks



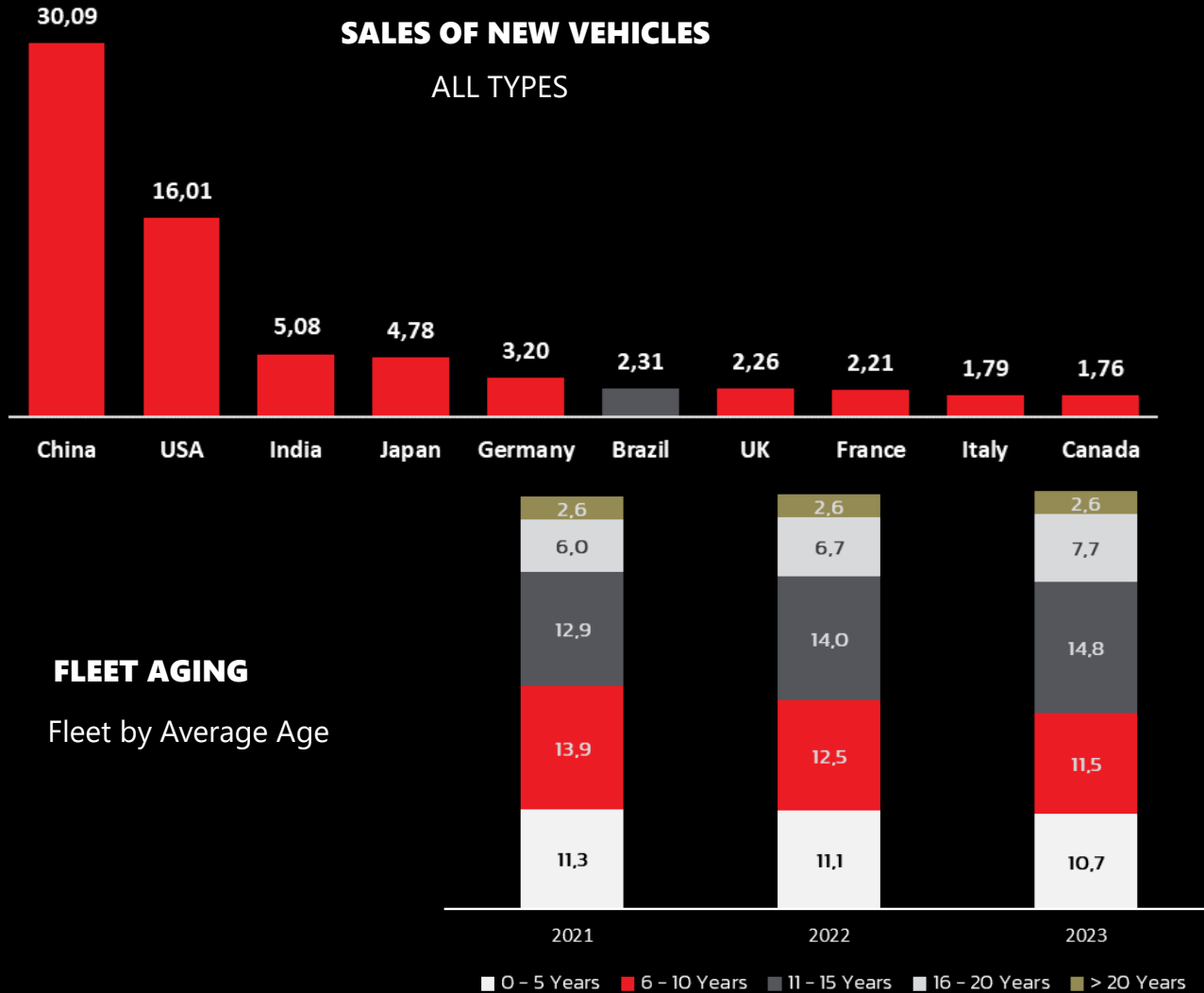
~10
Average fleet age

BRAZILIAN AUTOMOTIVE AFTERMARKET | R\$ BN



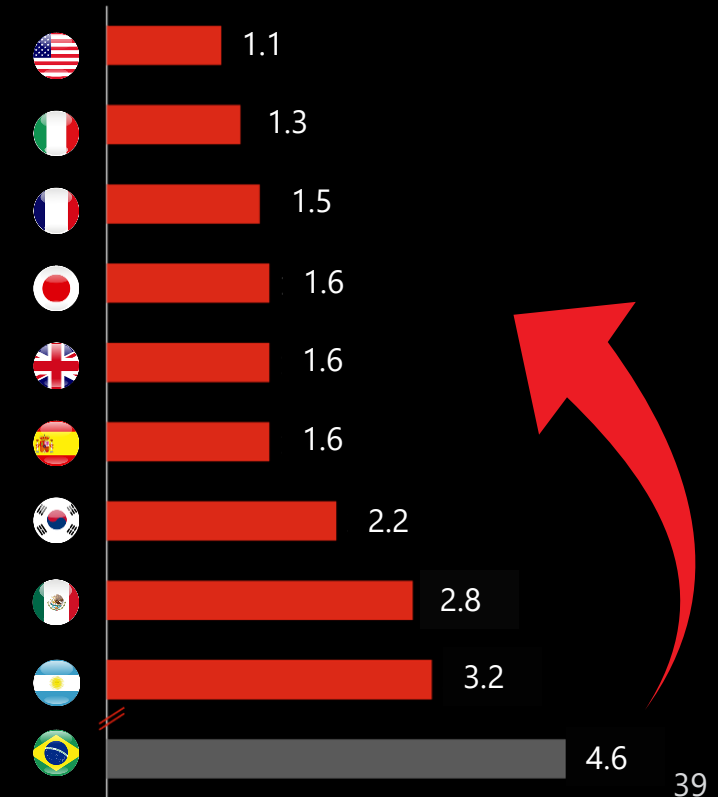
DRIVEN BY FLEET EXPANSION AND AGING

TRENDS SUCH AS CAR PENETRATION INCREASING IN BRAZIL AND MAINTENANCE EXPENDITURES ALSO CONTRIBUTE TO MARKET GROWTH



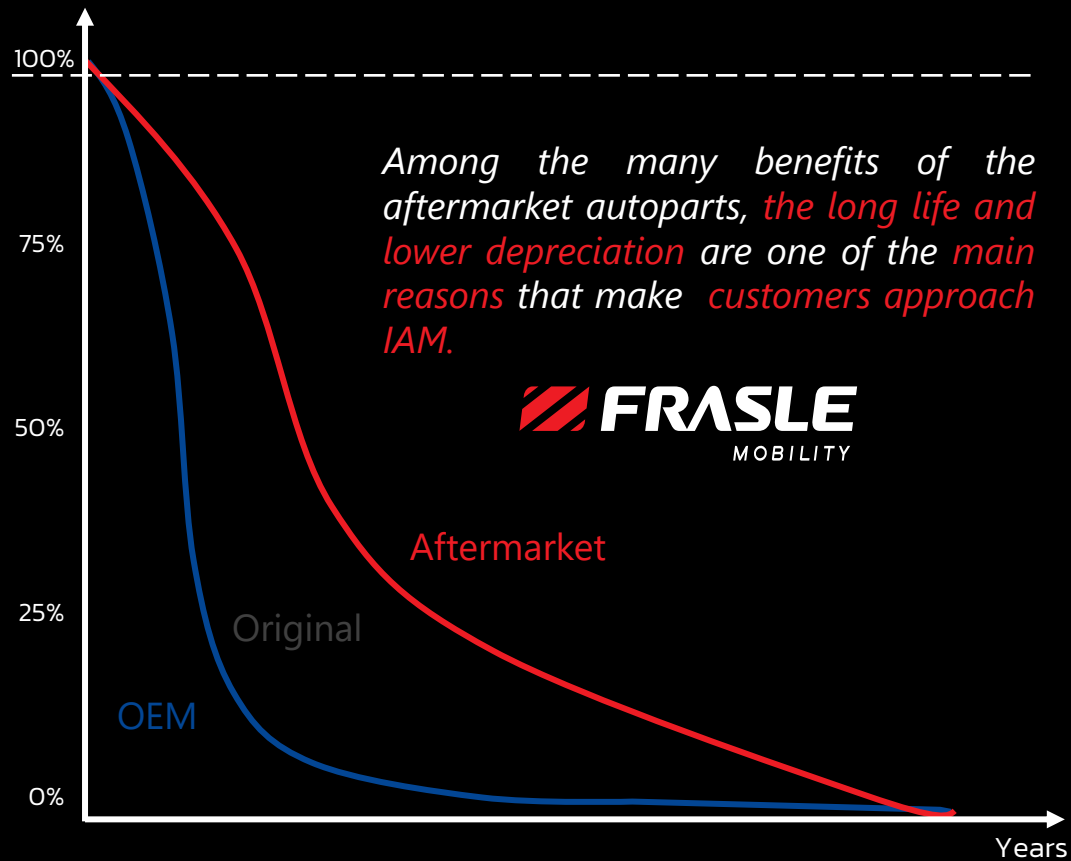
HIGH POTENTIAL TO INCREASE VEHICLE FLEET

Total de Inhabitants / Vehicles
2020 Last available data

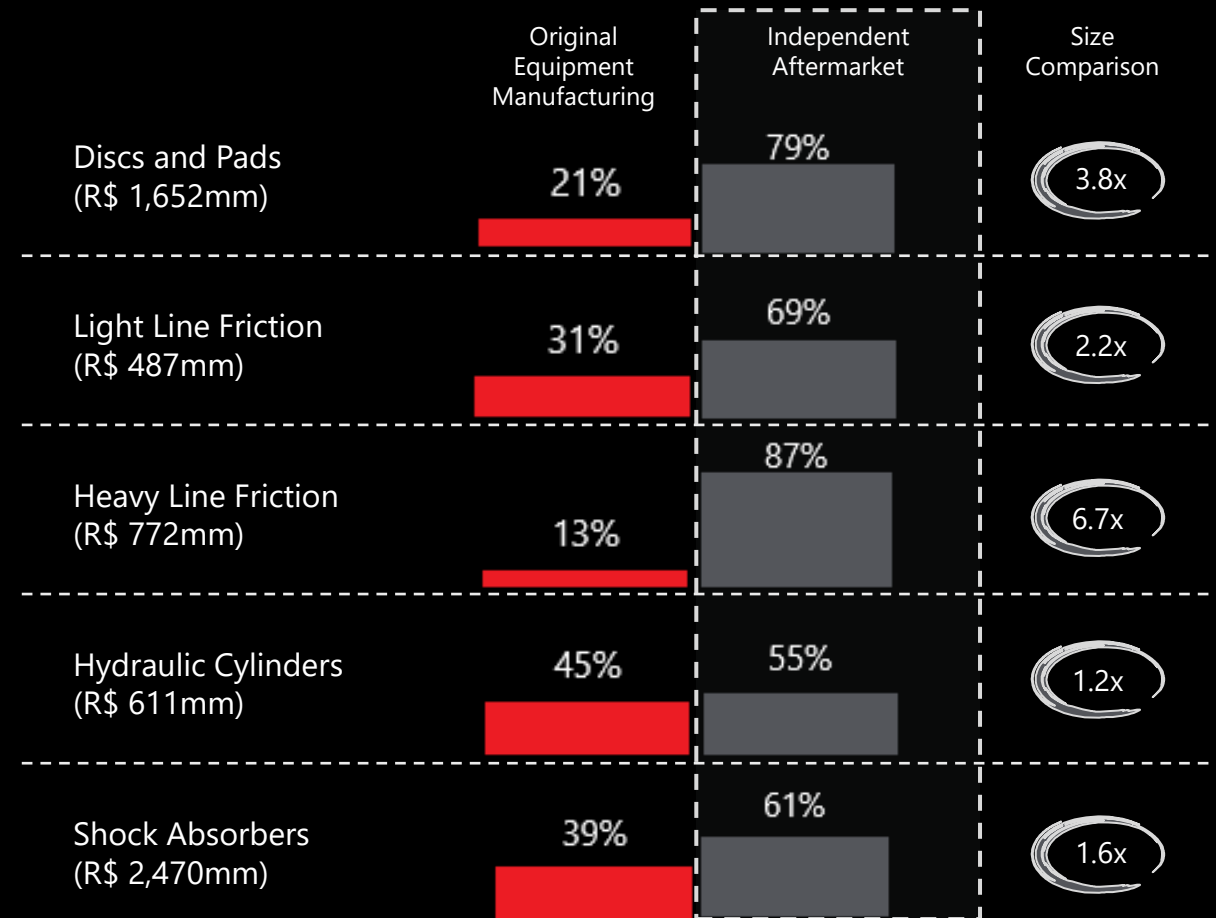


AUTOMOTIVE PARTS MARKET

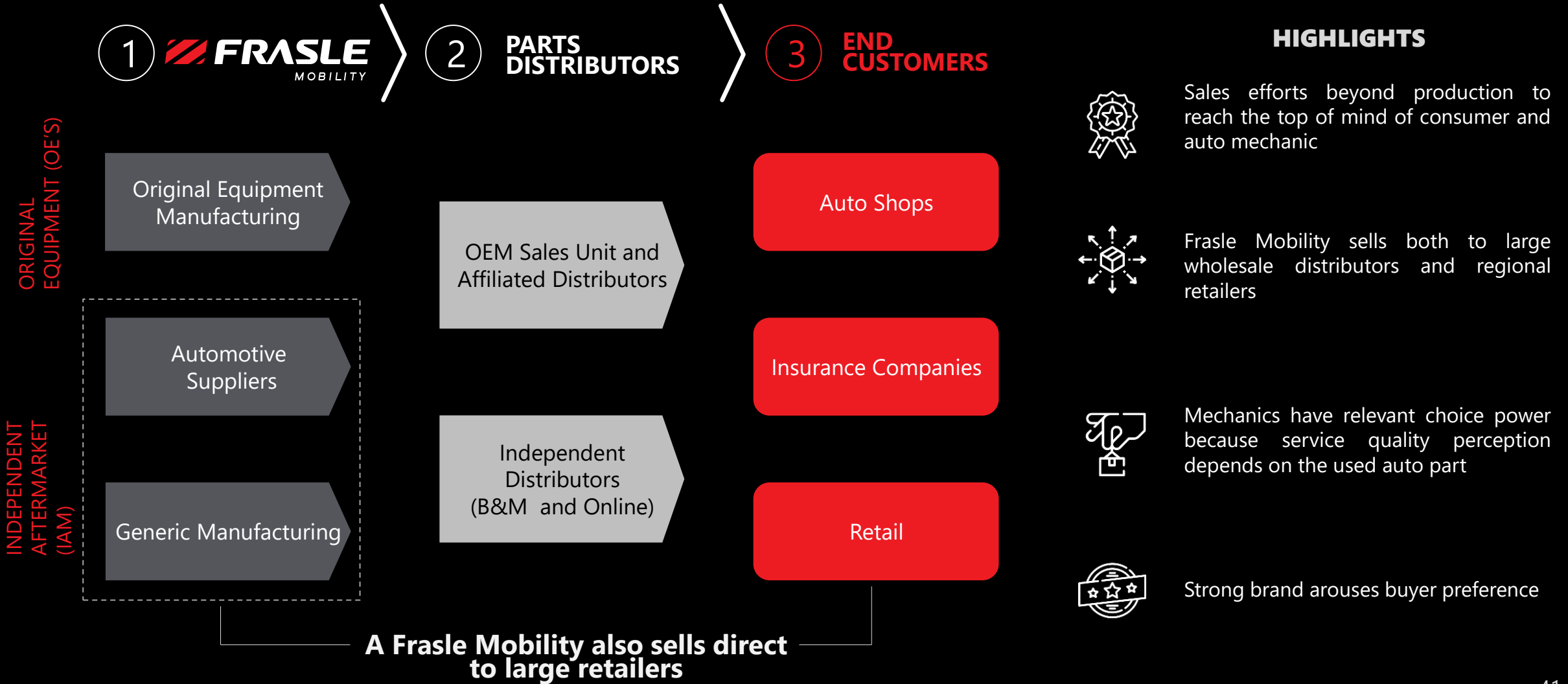
LIFE CYCLE OF AFTERMARKET PARTS IN VEHICLES



POTENTIAL MARKET FOR AUTOMOTIVE PARTS IN BRAZIL



FRASLE MOBILITY: IS WELL-POSITIONED IN THE AFTERMARKET DYNAMICS IN BRAZIL



The logo for FRASLE MOBILITY features a red icon of three slanted parallel bars to the left of the word "FRASLE" in a large, bold, white sans-serif font. Below "FRASLE", the word "MOBILITY" is written in a smaller, white, all-caps sans-serif font.

FRASLE
MOBILITY



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