

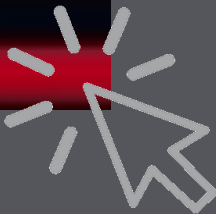


*2Q23 | 1H23 RESULTS
PRESENTATION*

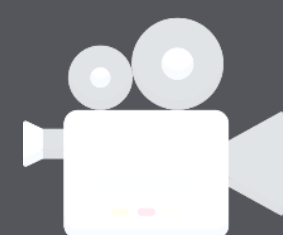


WATCH OUR MANIFESTO VIDEO

FRASLE MOBILITY



IMPORTANT INFORMATION



The meeting is being recorded.



Interpretation

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



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



Sérgio de Carvalho

CEO Randoncorp and
President and CEO Frasle Mobility



Anderson Pontalti

COO Frasle Mobility



Hemerson de Souza

IR Business and M&A Director of
Frasle Mobility



Davi Coin Bacichette

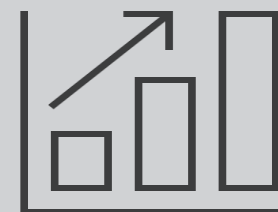
Investor Relations and Corporate
Finance Coordinator
Randoncorp

Guest



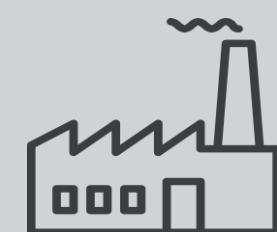
MARKETS

- > The Brazilian aftermarket is booming, both for light and heavy vehicles;
- > Exchange variation (Dollar x Real) and inflation in the North American market affects consumption chain;
- > In Argentina, import restrictions and moderate economic activity remain a point of attention.



RESULTS

- > Net Revenue was **R\$ 919.6 million** in 2Q23, 17.5% up from 2Q22, and reached **R\$ 1.8 billion** in 1H23 (18.2% higher than 1H22).
- > EBITDA amounted to **R\$ 186.9 million** in 2Q23, with margin of **20.3%**, and **R\$ 363.9 million**. Margin in 1H23 was **20.7%**.
- > Adjusted EBITDA amounted to **R\$ 199.5 million** in 2Q23, with margin of **21.7%**. In 1H23, it amounted to **R\$ 376.6 million**, with margin of **21.4%**.



OPERATIONS

- > AML Juratek Limited's results are included in 2Q23. The new acquisition contributed R\$47.1 million in replacement revenue in 2Q23;
- > India and China are growing in terms of new business, both in aftermarket and OEM.

Operation in Argentina

Within the country and business context.

- ✓ Revenue this semester of approximately R\$ 200 million;
- ✓ Leading position in several segments and relevant across all product lines;
- ✓ Accumulated inflation over the last 12 months has been 116% and devaluation is 109.70%;
- ✓ Primary elections on 08/13 give rise to growing uncertainty, affecting economic activity;
- ✓ Central Bank, without reserves, is unable to meet IMF maturities (- SIRAs);
- ✓ New agreement requires tough measures for the 2nd semester: adjustment for inflation, fiscal adjustment, tax on imports ("*devaluar sin devaluar*").

We protect our business with:



Currency protection via NDF until June/23 – (strong expectation of future devaluation makes new hires impossible).



"Dollar linked" financial investments in Argentine treasury bonds (70% linked to the dollar).



Sales management: preservation of stock, according to the volume of SIRAs released
+ Experienced team.



Immediate price pass-throughs above devaluation and inflation.

Follow-up

Guidance		
Drivers	Forecast 2023	Performed 2Q23
Consolidated Net Revenue	R\$ 3.3 ≤ X ≤ R\$ 3.7 billion	R\$ 1,8 billion
Foreign Market Revenues ¹	US\$ 230 ≤ X ≤ US\$ 280 million	US\$ 116 million
EBITDA Margin	15% ≤ X ≤ 18%	20,7%
Investments ²	R\$ 110 ≤ X ≤ R\$ 140 million	R\$ 57 million

¹ Value relative to all exports out of Brazil and those generated by our operations abroad, net of intercompany operations.

² Value relative to organic investments.

INTEREST ON EQUITY (IOE)

Approval Date	Earnings	Amount	Value per common	Date of Payment	Ex-dividend
07/17/2023	Interest on Equity	64,5	0,24167	08/14/2023	07/21/2023
12/14/2022	Interest on Equity	46,7	0,17503	01/19/2023	12/22/2022
07/13/2022	Interest on Equity	23,8	0,08920	08/24/2022	07/20/2022
04/12/2022	Remaining Dividends	23,3	0,08720	04/28/2022	04/19/2022

Values in R\$ million

Gross amount: R\$ 64,529,572.60

Gross amount per share: R\$ 0,241669

Payment: 08/14/2023



MAXCOATING

- ✓ Project developed in partnership with Instituto Hercílio Randon (IHR) and WEG Tintas, with the solution provided by NIONE;
- ✓ Protective coating containing niobium pentoxide nanoparticles;
- ✓ Corrosion resistance;
- ✓ Water-based formulation;
- ✓ Longer coating life;
- ✓ The ideal high performance for use in brake discs and drums in extreme climatic conditions.

AWARDS



BEST BRAKE PAD IN BRAZIL
2023 INOVA AWARD



GOLD SEAL ON BRAKE DISCS
SINDIREPA-SP PRIZE

RESULTS

2Q23

1H23

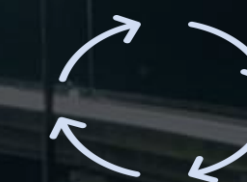
R\$ 919.6 MM

NET REVENUE

R\$ 1,758.3 MM

NET REVENUE

Automotive Consumption



**RECURRENCE
LINKED TO
THE CIRCULATING FLEET**



**ONE-STOP-SHOP:
COMPLETE AUTO PARTS
PORTFOLIO**



**ICONIC AND DESIRED
BRANDS**

R\$ 199.5 MM - 21.7%

ADJUSTED EBITDA

R\$ 376.6 MM - 21.4%

ADJUSTED EBITDA

R\$ 25.4 MM

CAPEX

R\$ 56.6 MM

CAPEX

% on 2Q23 net revenue

89.2%

AFTERMARKET

48.8%

FRICTION MATERIAL

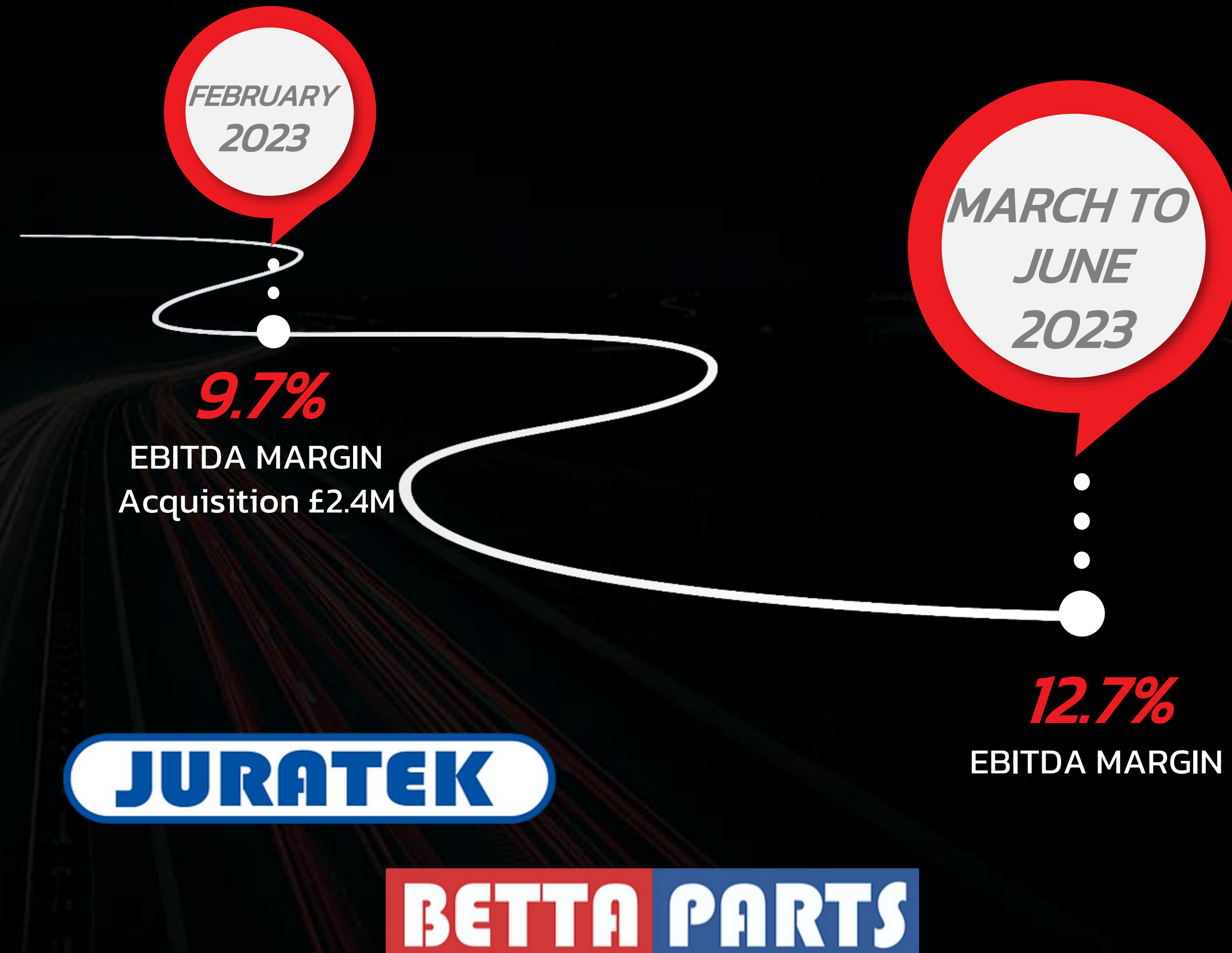
33.5%

INTERNATIONAL MARKET

AML JURATEK LIMITED SYNERGIES

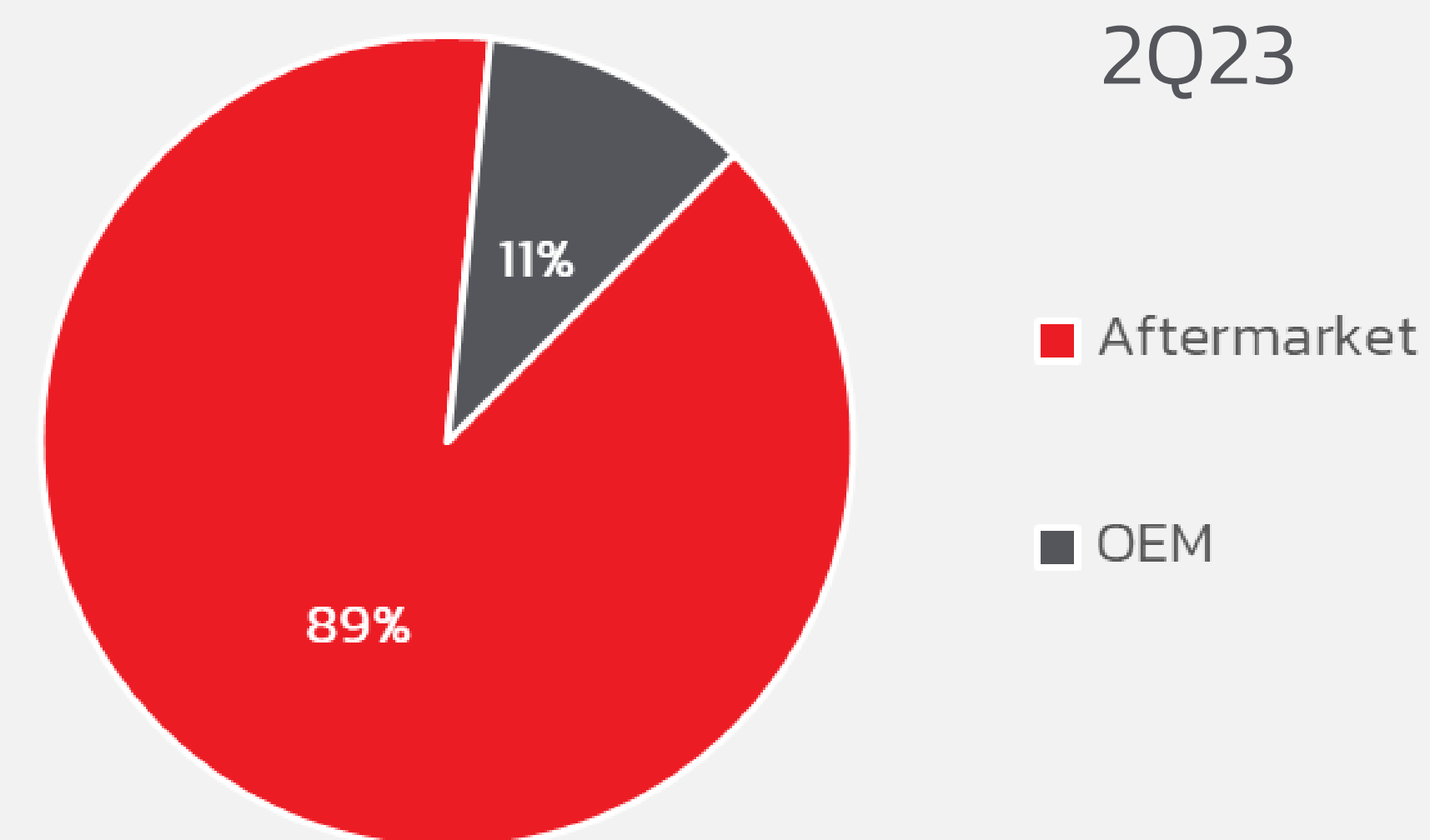
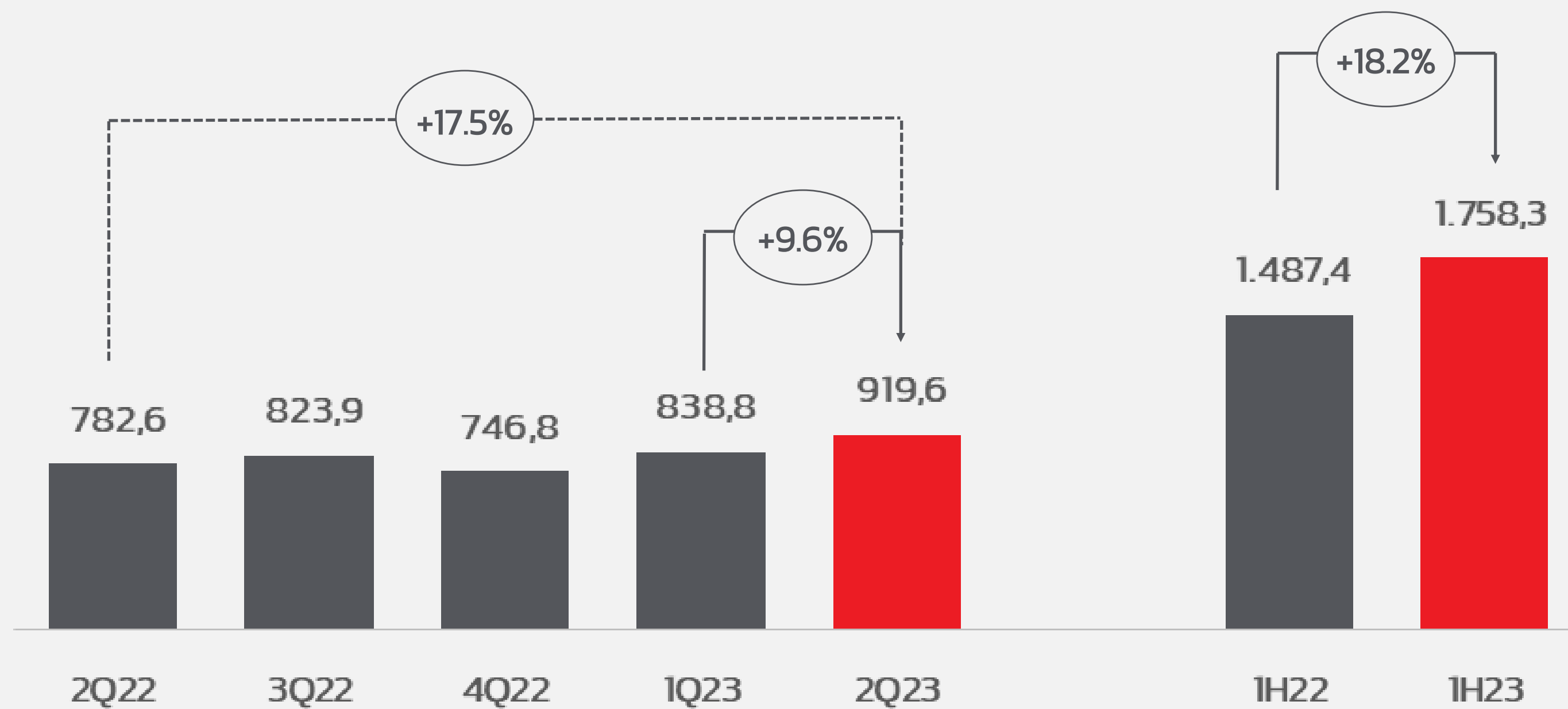
Better-than-planned results

- ✓ Opportunities with higher returns are concentrated in the areas of sales, sourcing and insourcing, generating results in the acquired companies and other Frasle Mobility companies.
- ✓ Teams in Europe are already working together to better serve the markets and capture the gains from the integration.
- ✓ Mapped synergies for 5 years total £5 million (estimated).



NET REVENUE

R\$ MILLION

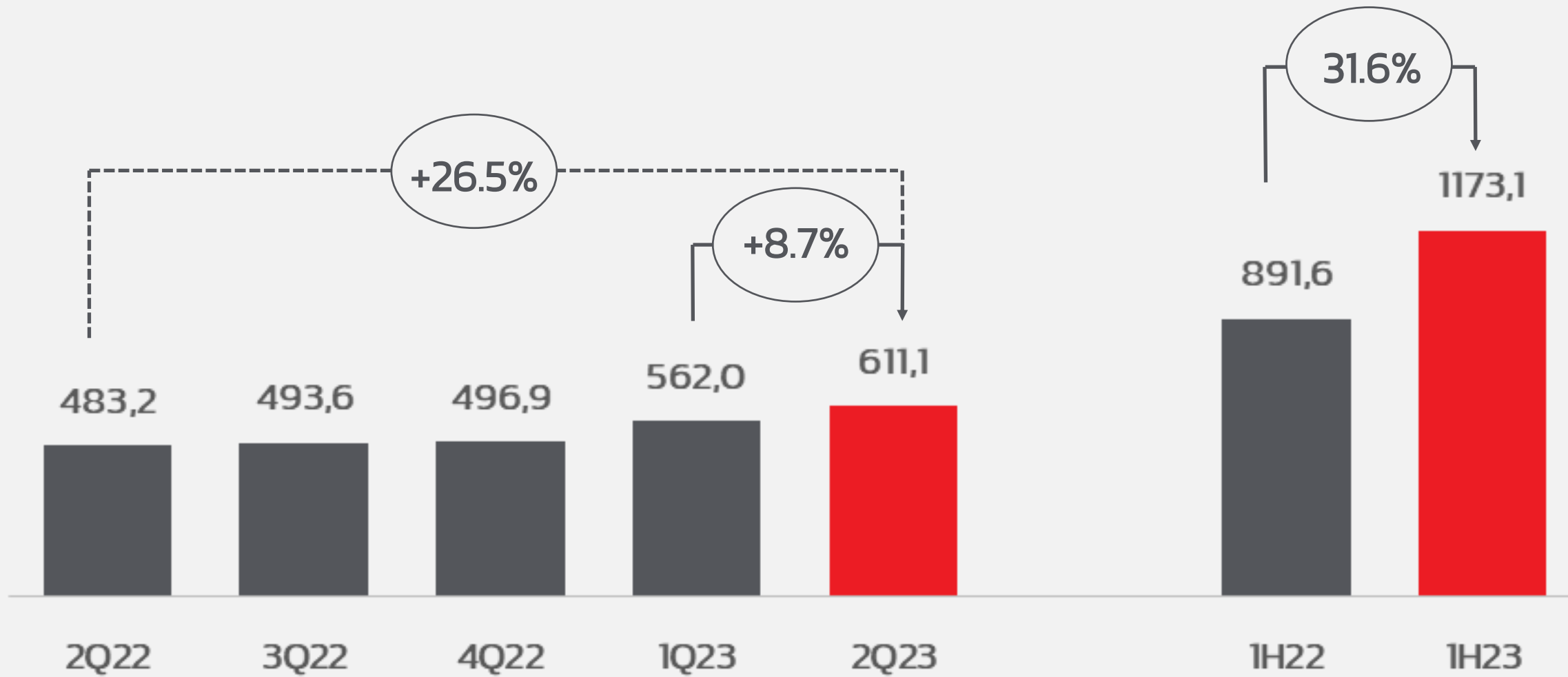


MARKETS

NET REVENUE | R\$ MILLION



DOMESTIC MARKET

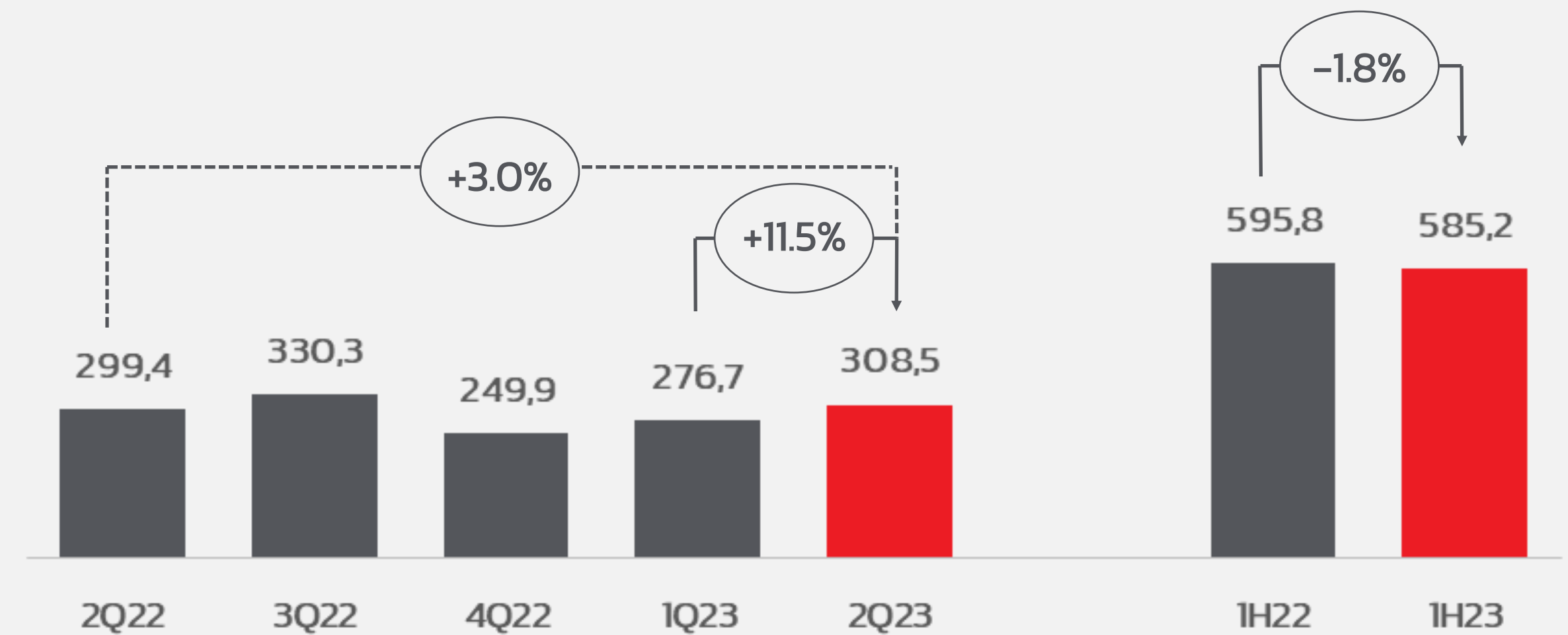


NET REVENUE PER SEGMENTATION (%) 2Q23

LIGHT LINE 65%
COMMERCIAL LINE 35%



INTERNATIONAL MARKET

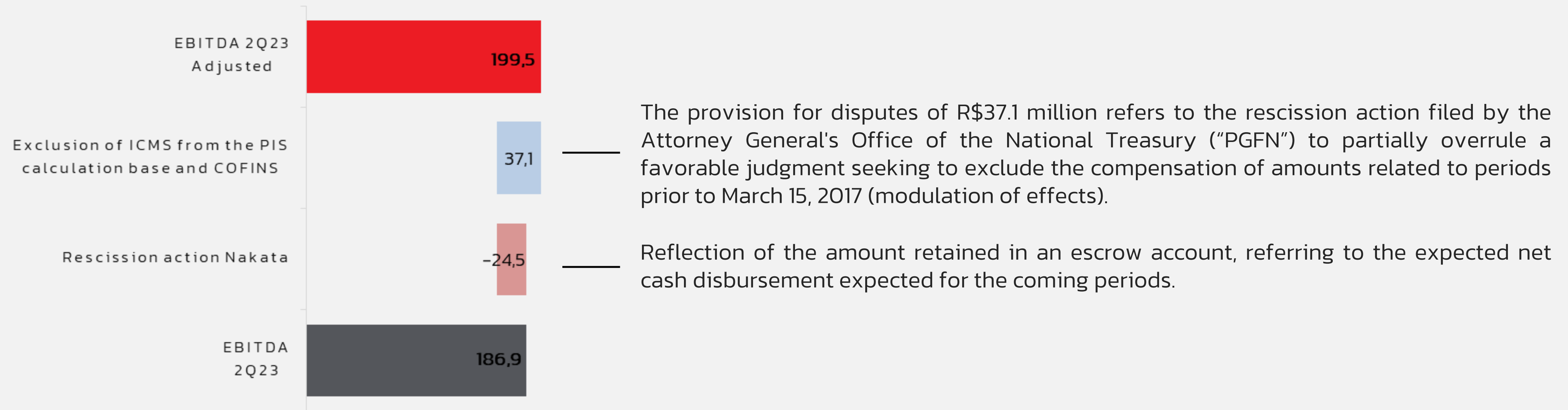


NET REVENUE PER MATERIALS (%) 2Q23

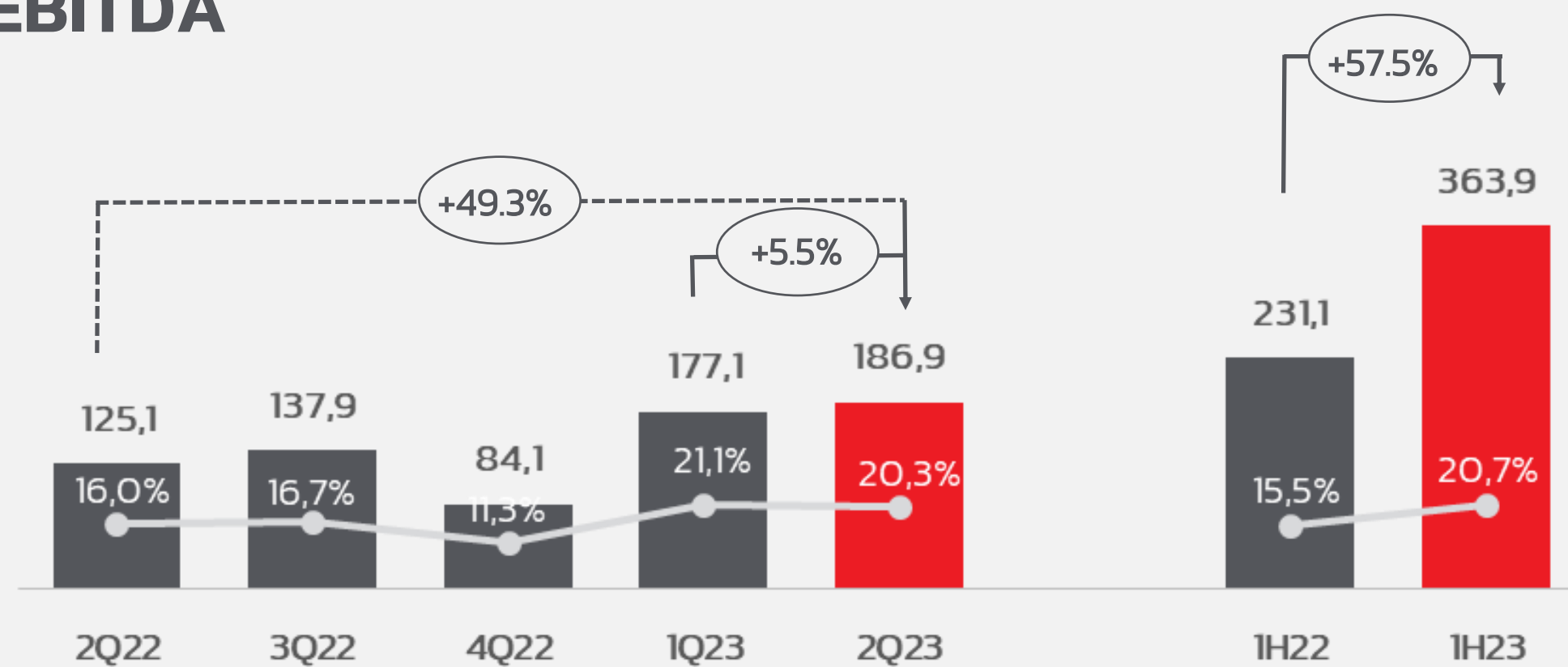
49% BRAKING - FRICTION
25% BRAKING - NON-FRICTION
26% SUSPENSION, STEERING AND POWERTRAIN

EBITDA AND ADJUSTED EBITDA / ONE-OFF EVENTS

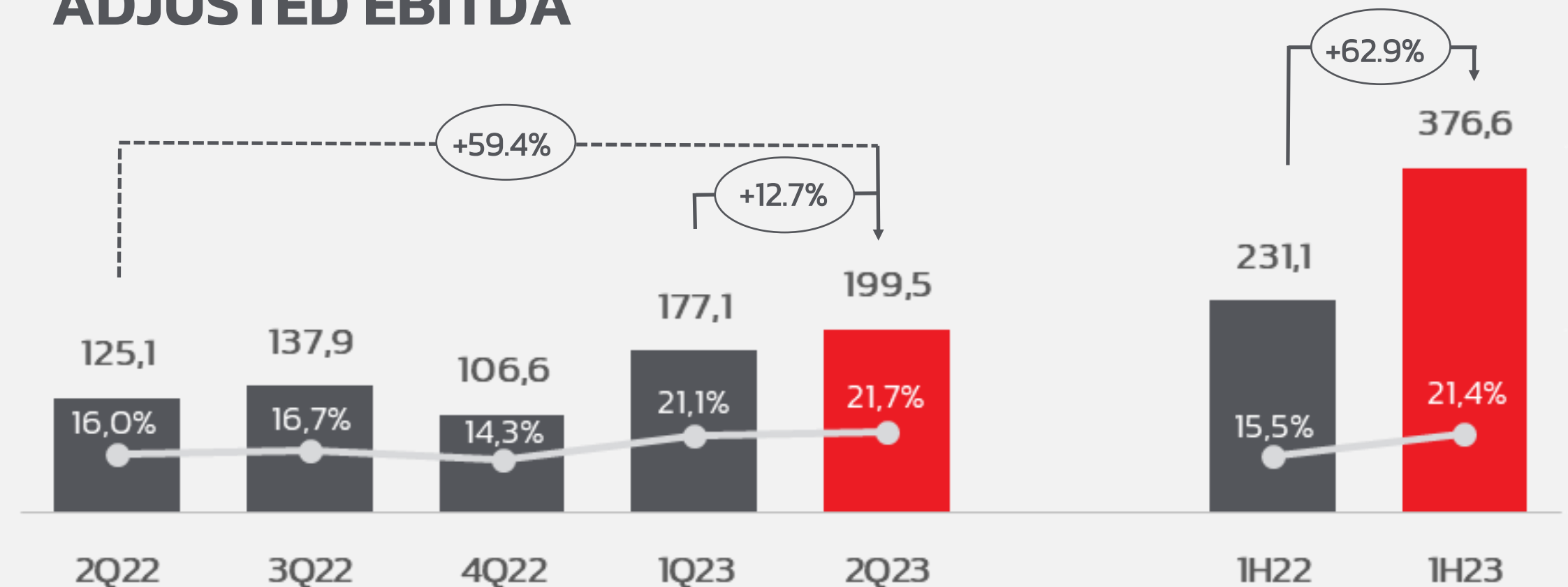
R\$ MILLION



EBITDA



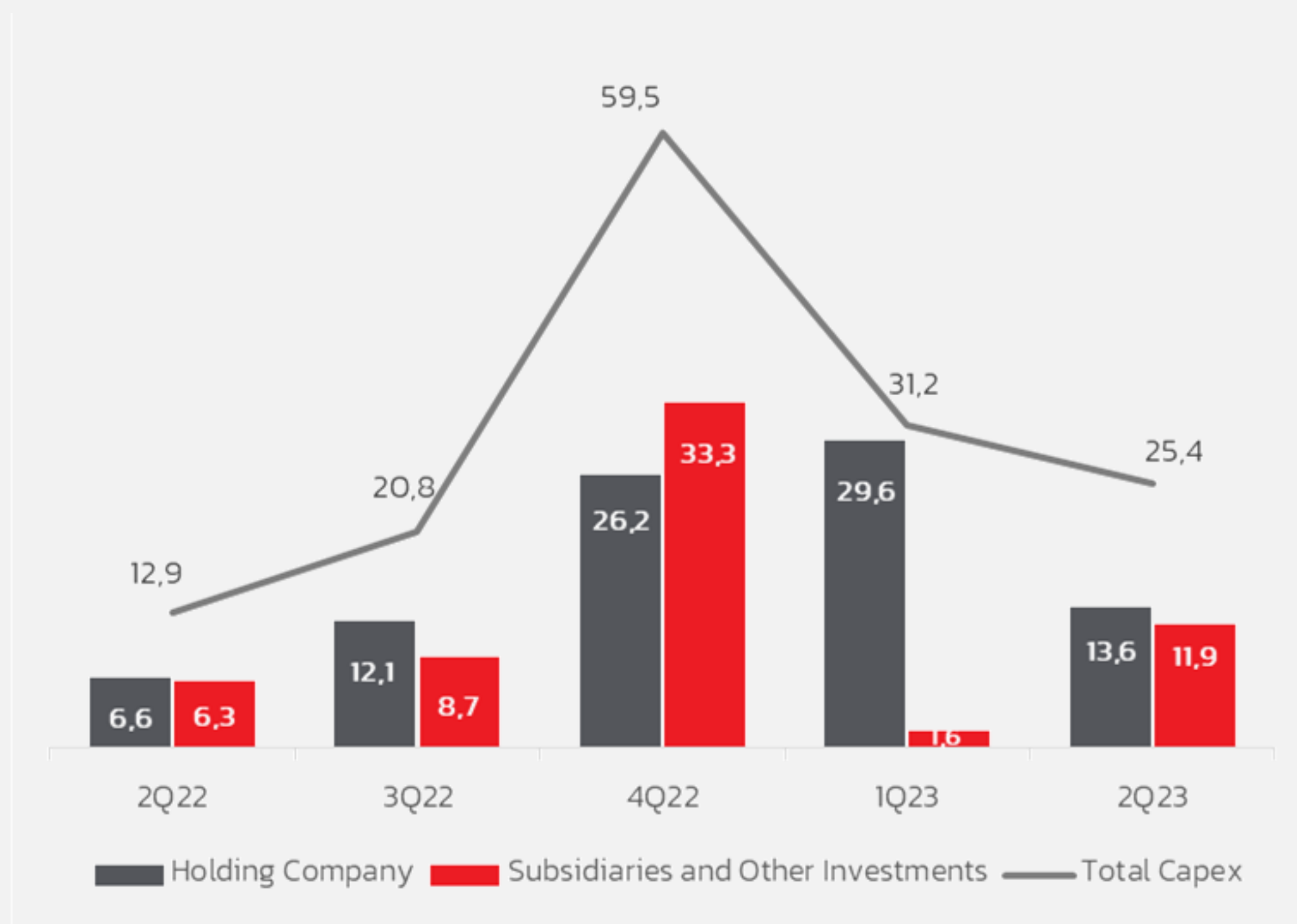
ADJUSTED EBITDA



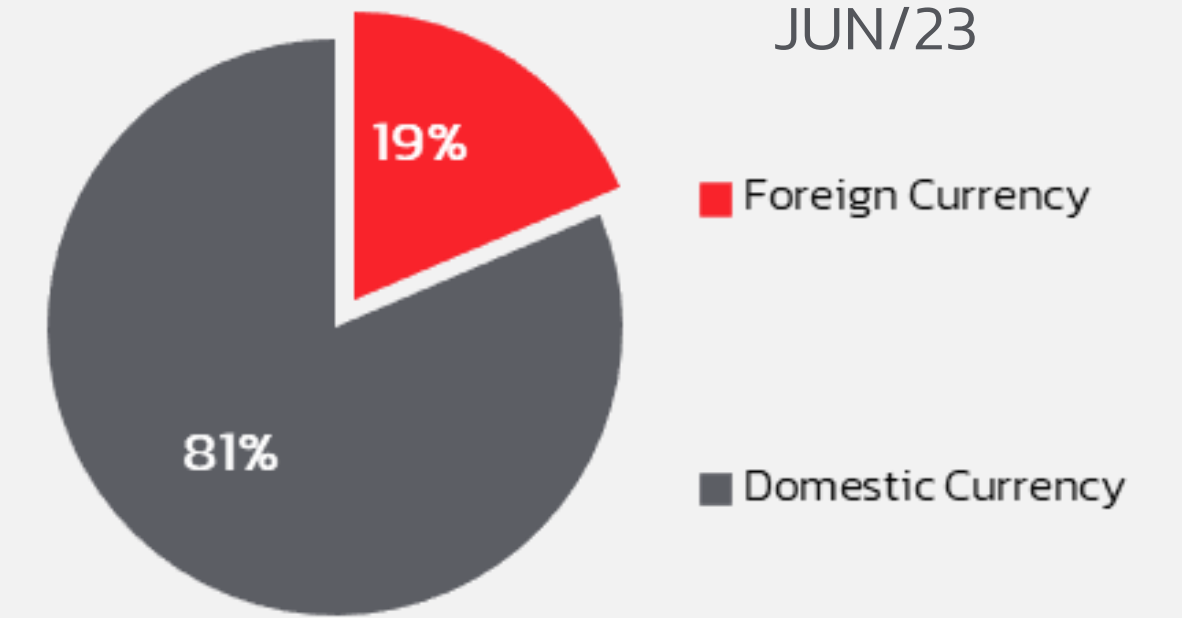
FINANCIAL PERFORMANCE

R\$ MILLION

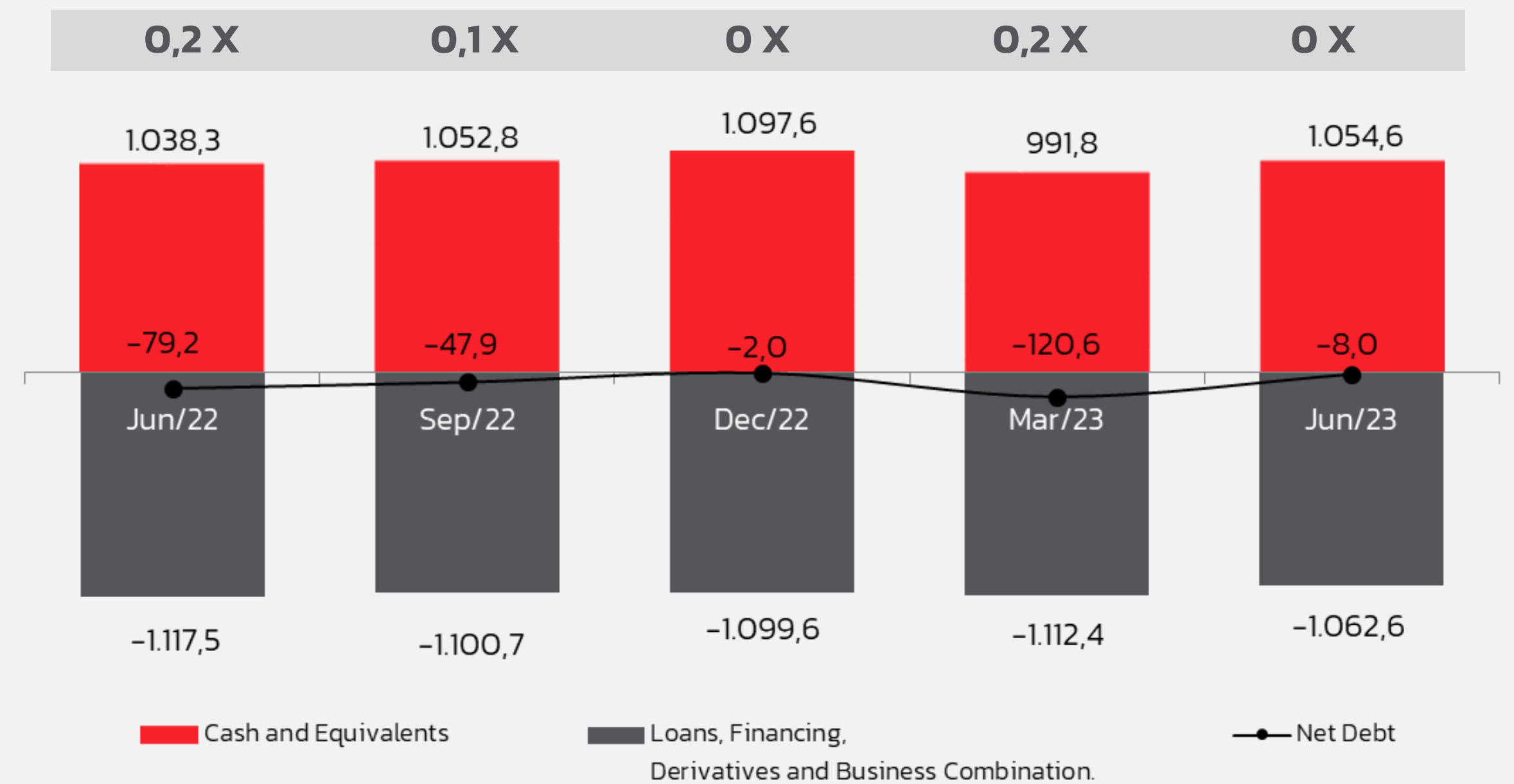
INVESTMENTS



DEBT ORIGIN JUN/23



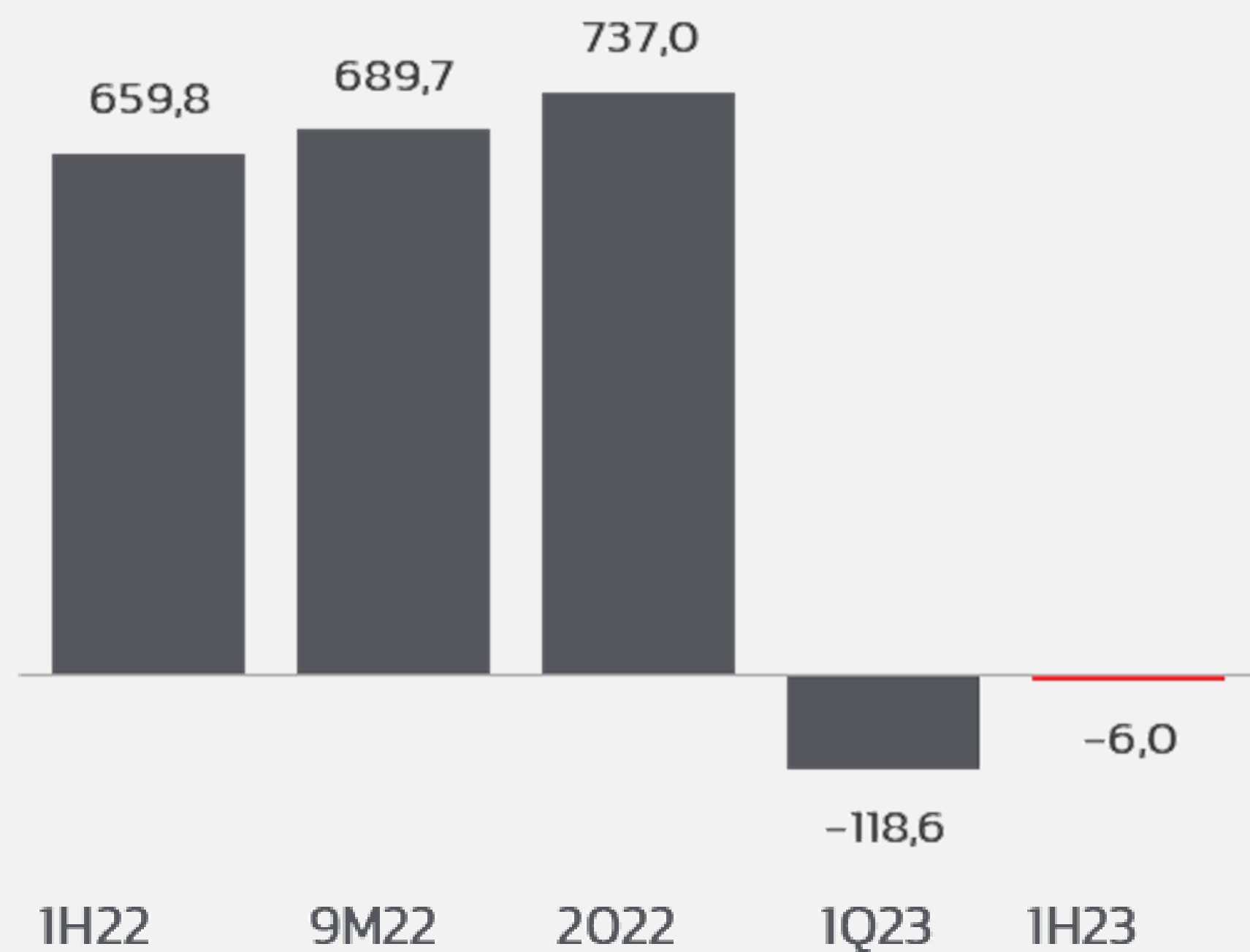
NET DEBT/EBITDA



CASH FLOW / WORKING CAPITAL

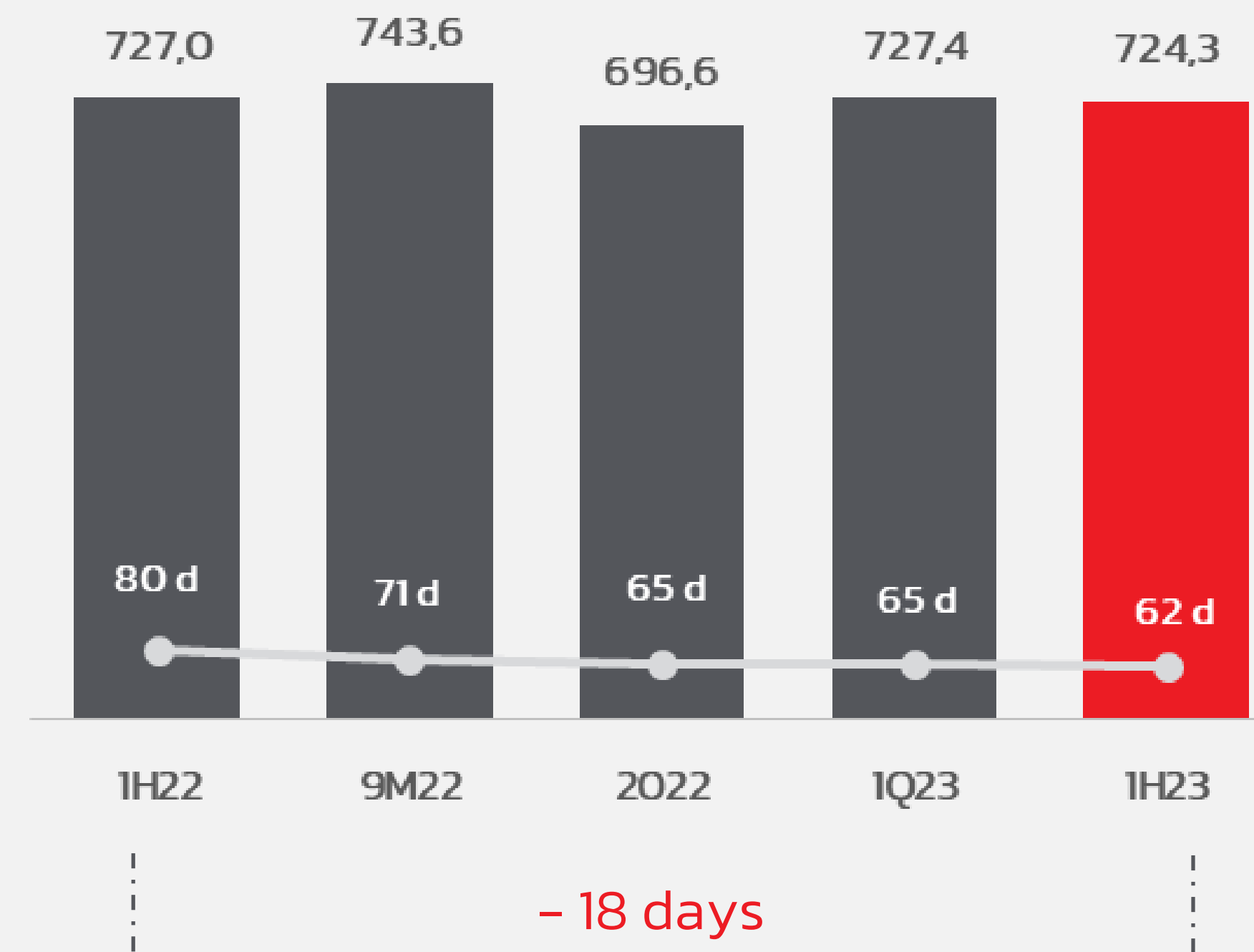
R\$ MILLION

CASH FLOW

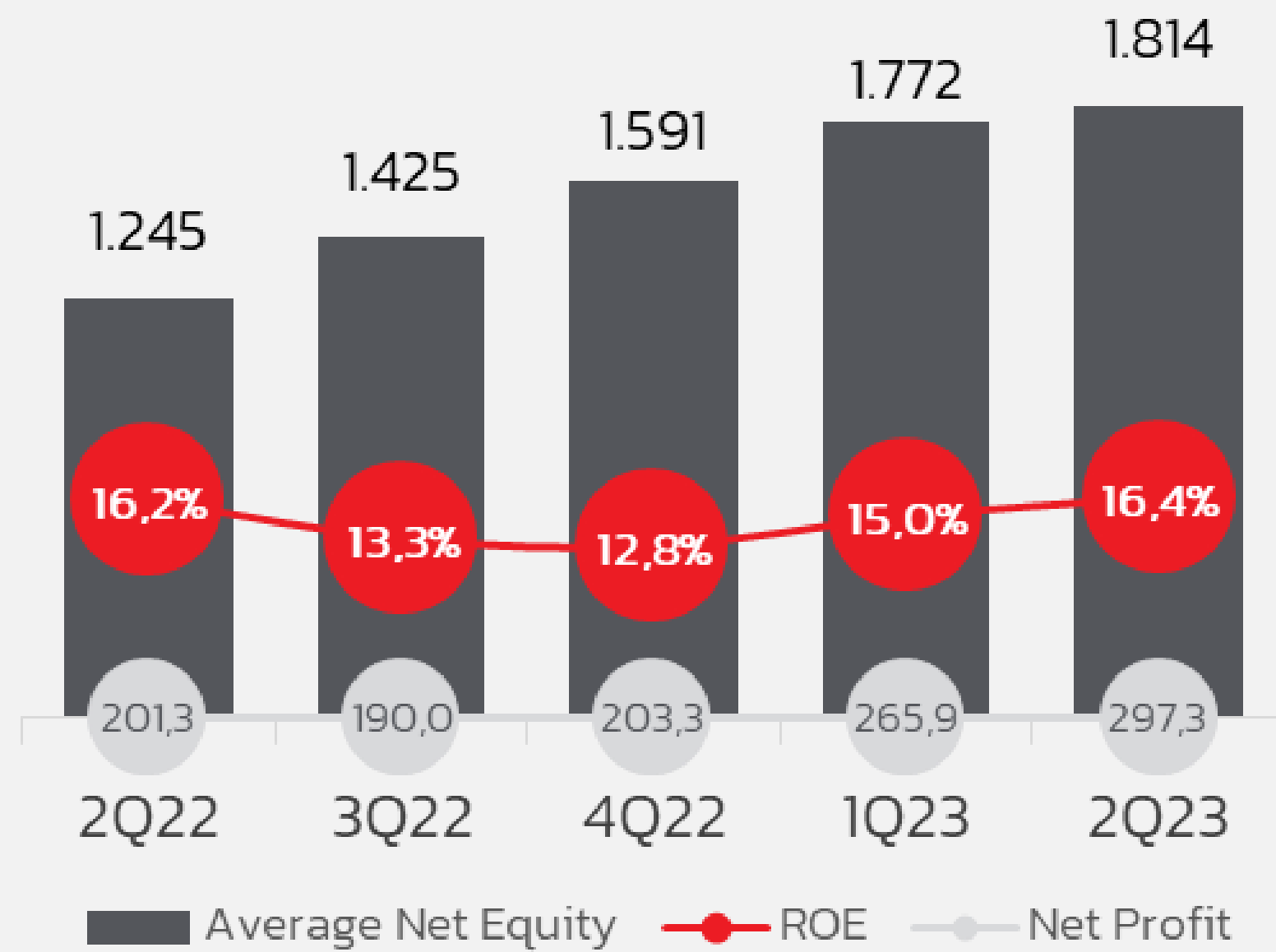


Follow-on
R\$ 617.5 million
net

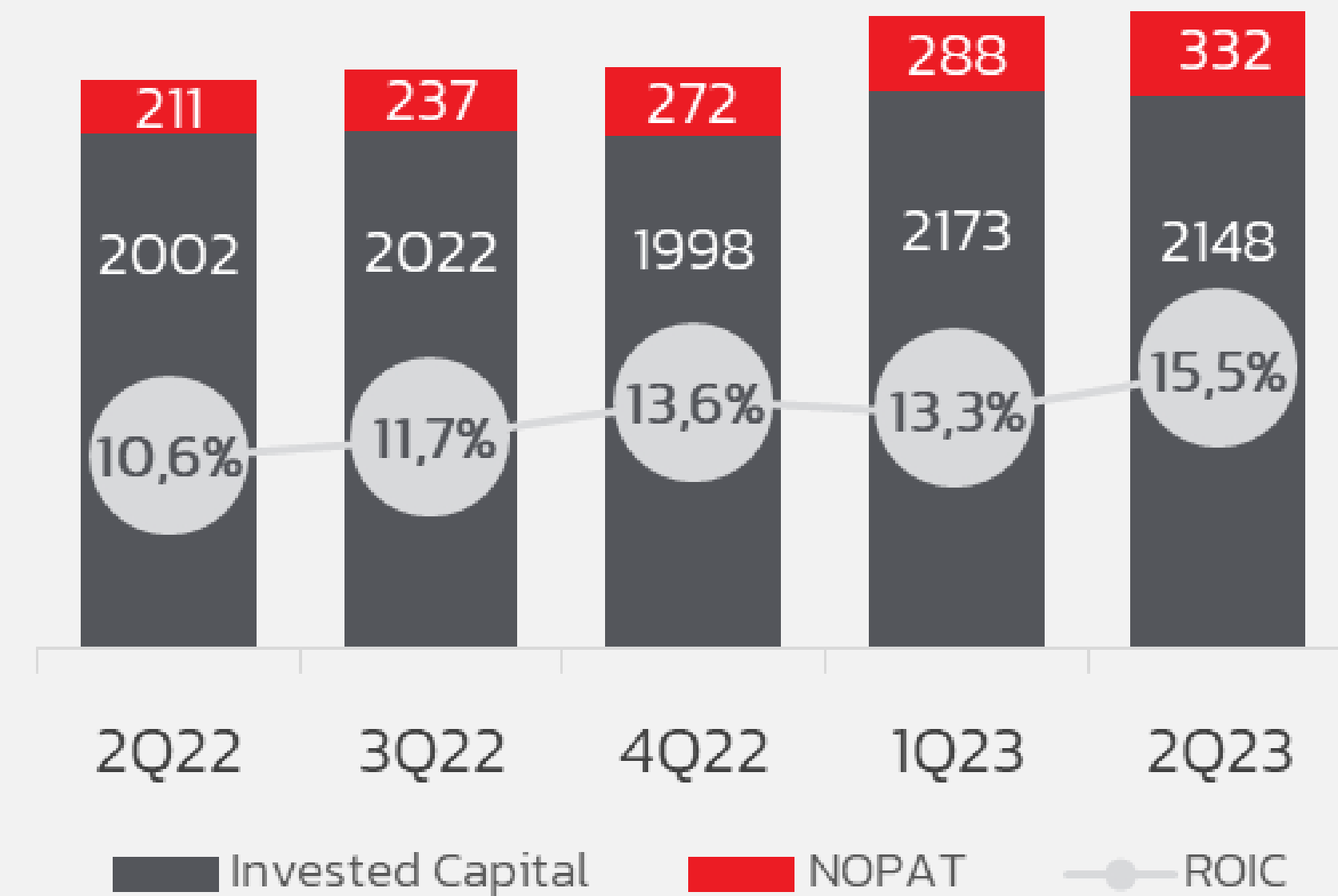
WORKING CAPITAL



ROE – RETURN ON EQUITY

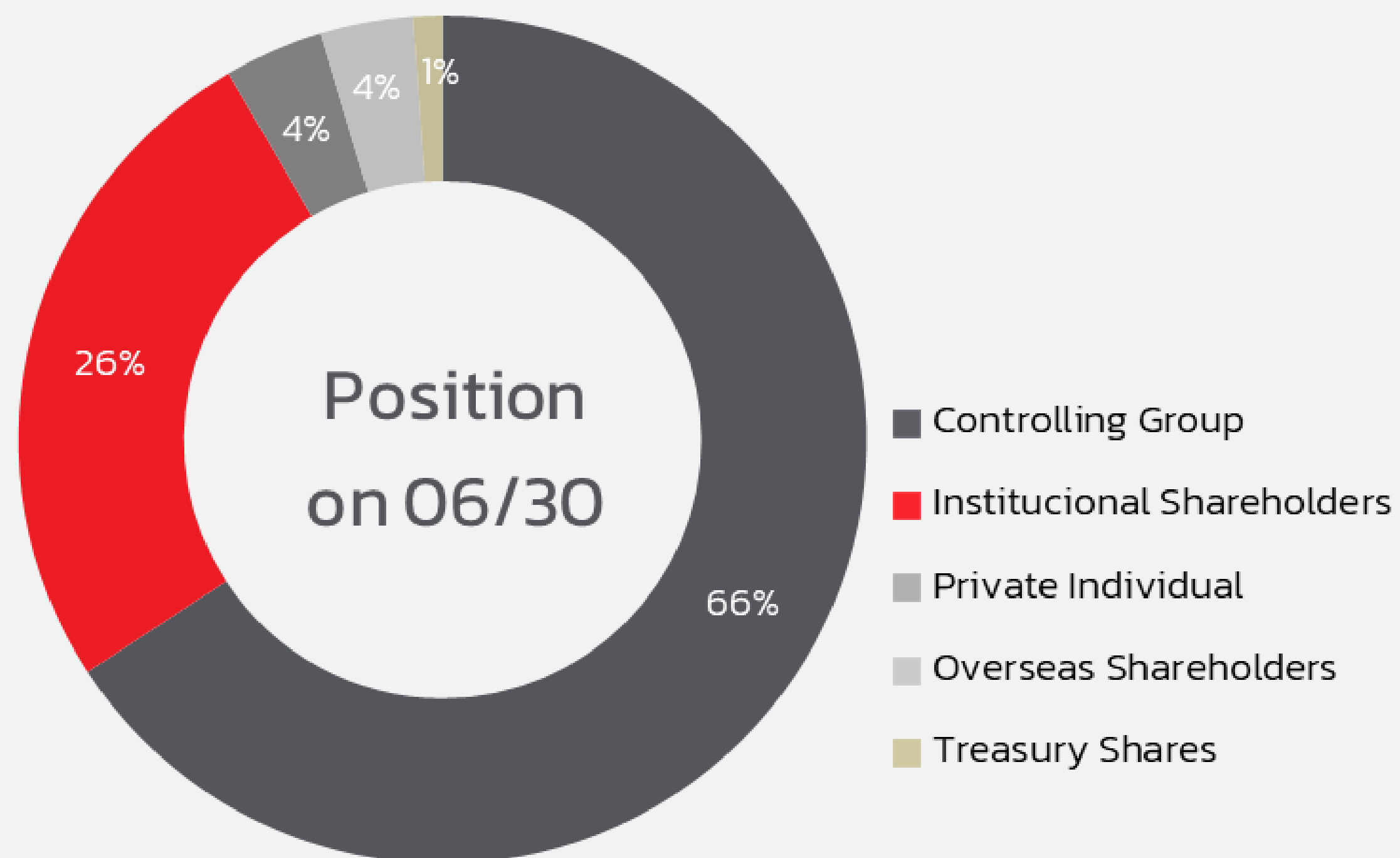


ROIC – RETURN ON INVESTED CAPITAL

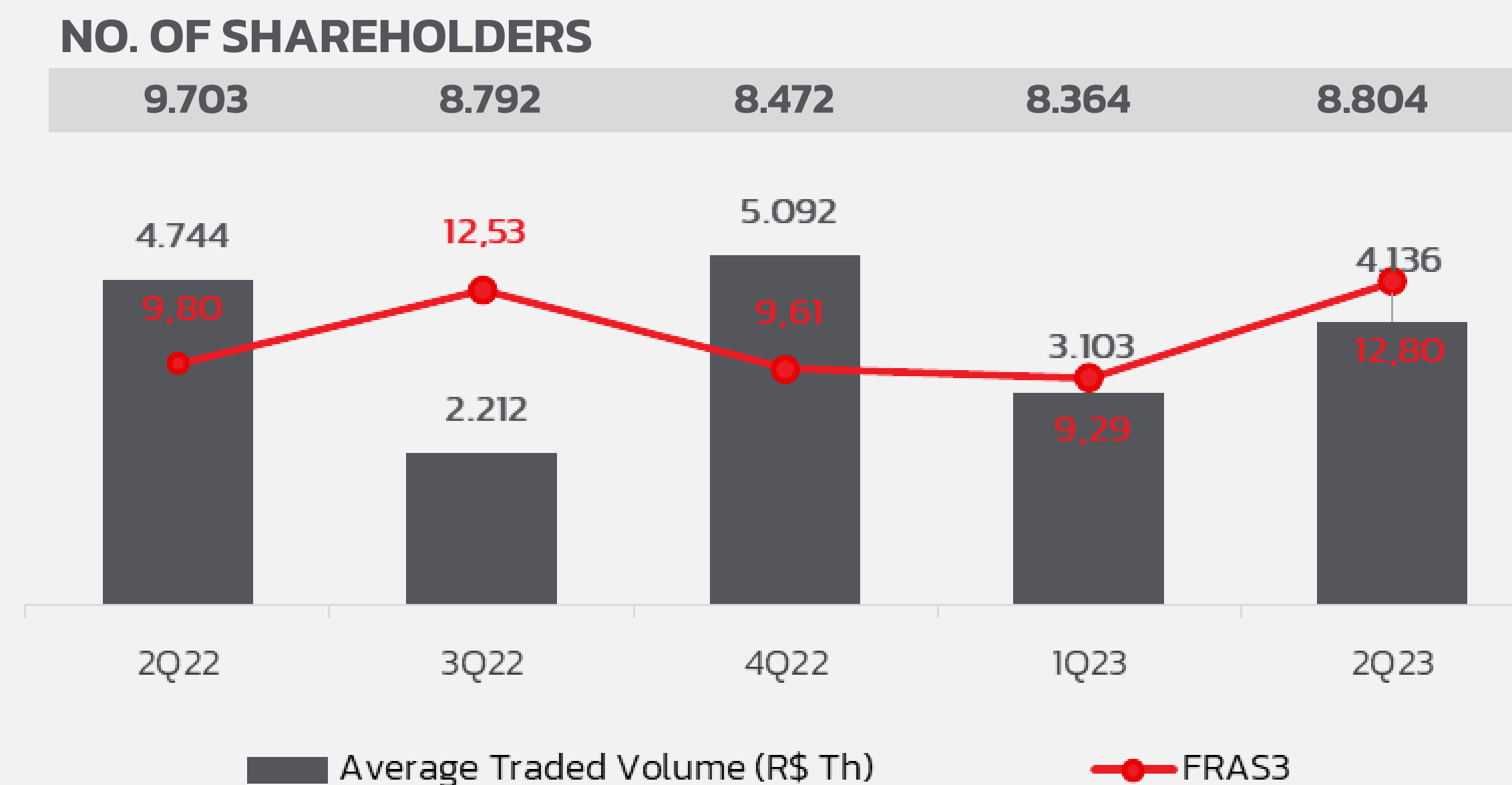


CAPITAL MARKET

R\$ MILLION



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



OUTLOOK

- > Reducing the cost of sea freight is one of the stimuli for maintaining growth in the international market, but it also widens the competition, more fierce at this time.
- > Our recent acquisition, AML Juratek Limited, captures synergies in sourcing, freight and sales;
- > High inflation rate is likely to continue in the American market and political-economic issues in Argentina remain as a point of attention.



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.



Q&A

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.



RANDONCORP