



*WE DO OUR PART
TO KEEP YOUR
LIFE IN MOTION.*

RI.FRAS-LE.COM.BR

W
O
R
L
D

EARNINGS RELEASE
1Q22

ri.fras-le.com



The meeting is being recorded.



Interpretation

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



Raise Hand

Questions should preferably be asked via audio, through the "Raise your hand" icon or in writing through the "Q&A" button.



Q&A

- *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.*



SÉRGIO DE CARVALHO

President and CEO of Fras-le,
CEO of Randon Companies.



HEMERSON DE SOUZA

Business, Investor Relations and M&A
Director.



MARKETS

- » Growing demand, highlighting OEM exports;
- » Car workshop visits showing growth¹ as compared to 1Q21;
- » Good order book in friction material (Commercial Line), brake disks and suspension components;
- » Market looking for economical products.



RESULT

- » RN 10% above that of 1Q21;
- » Recurring 15% EBITDA margin;
- » Appreciation of BRL against the dollar putting pressure on costs;



OPERATIONS

- » Chinese *lockdown* affecting FASIA and causing concern about imports. *Buffer* is still healthy;
- » New projects with automakers at the AFF unit (India), Controil and Jurid;
- » Logistics integration in Extrema.

¹ Média de passagens nas oficinas, medida pela CINAU em 14 estados que abrigam aproximadamente 90,96% da frota circulante no País



FOLLOW-ON (RE-IPO)

TOQUE DE CAMPAINHA Event

Held at B3's headquarters on April 11, the event marked the beginning of trades of the new shares issued by the Company.

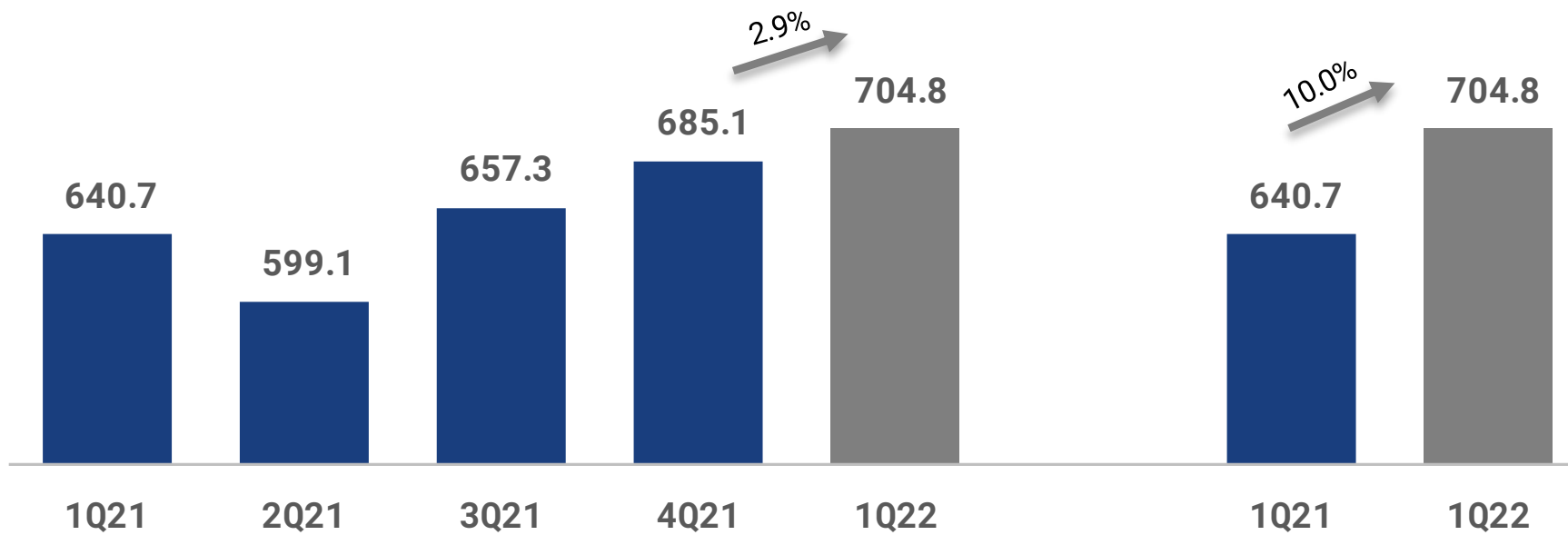
NAKATA – NATIONAL SURVEY “BRANDS AT THE WORKSHOP”

Nakata was among the first positions of the most remembered brands in the general ranking of the national survey. 2,864 repairmen took part in the survey, carried out by CINAU.

NAKATA
A U T O M O T I V A

NET REVENUE

R\$ Million

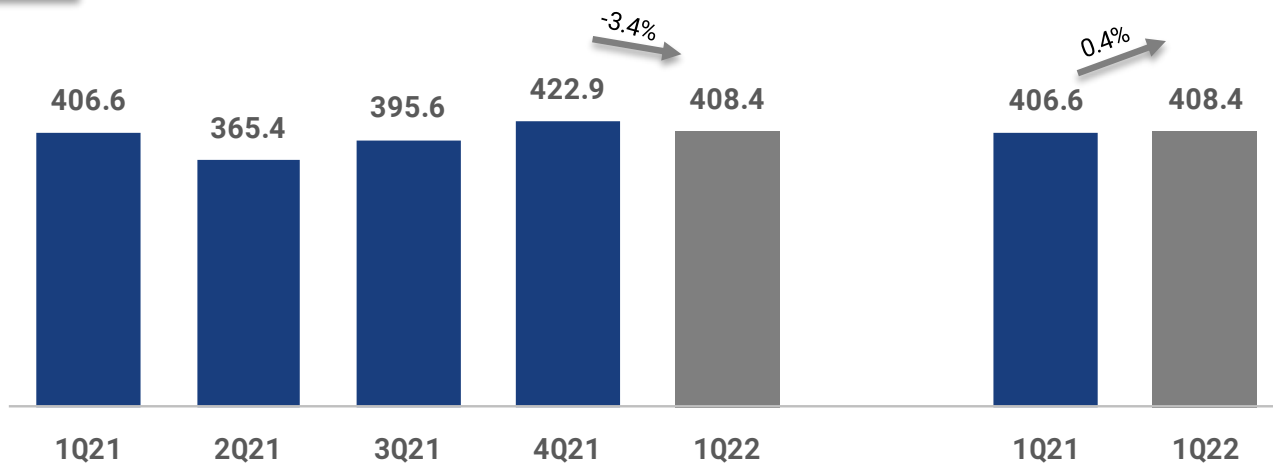


MARKETS_

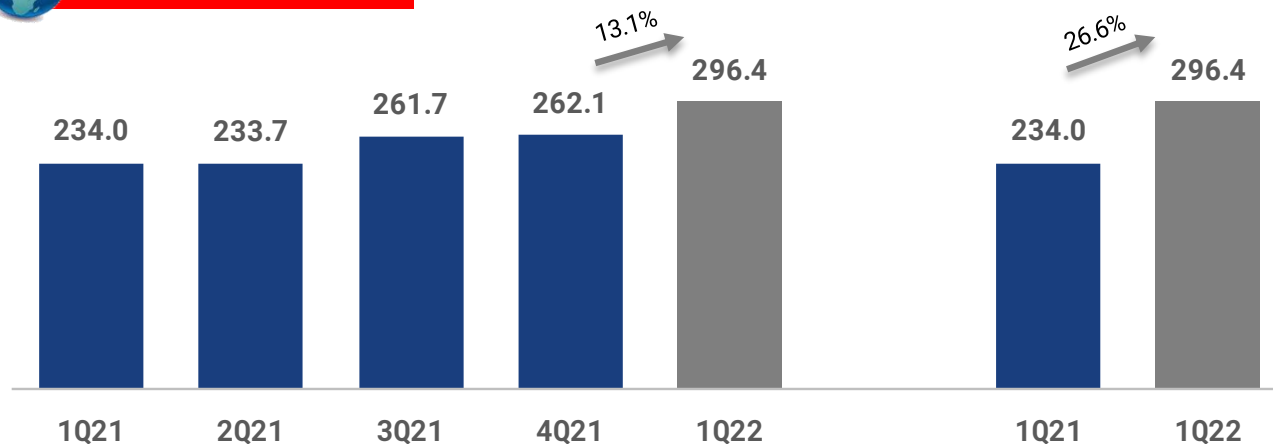
Net Revenue | R\$ Million



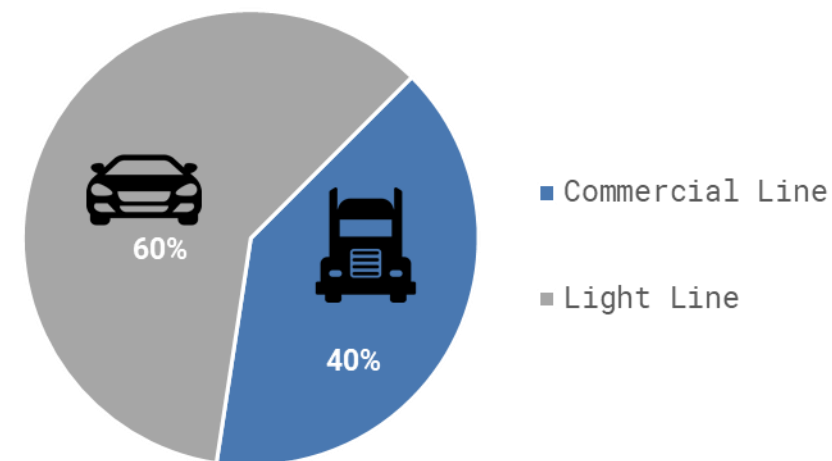
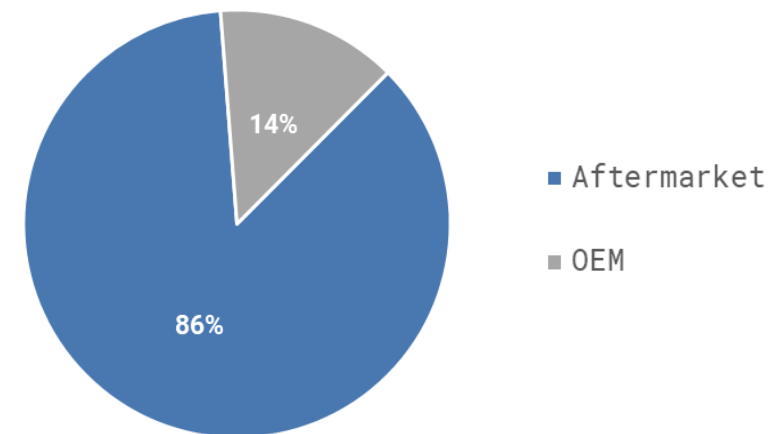
DOMESTIC



FOREIGN



MARKETS

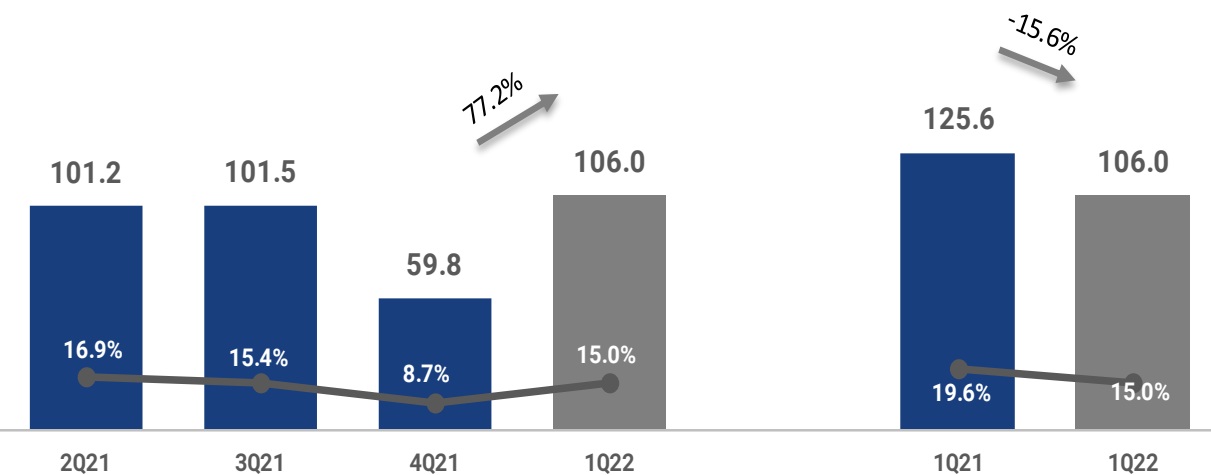


EBITDA | NET RESULT_

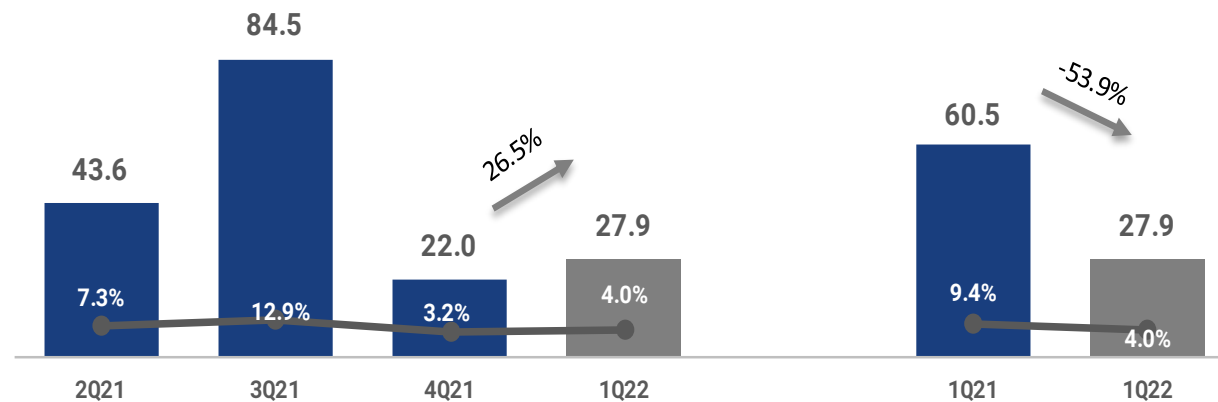
R\$ Million



EBITDA



Resultado Líquido



WE DO OUR PART
TO KEEP YOUR
LIFE IN MOTION.

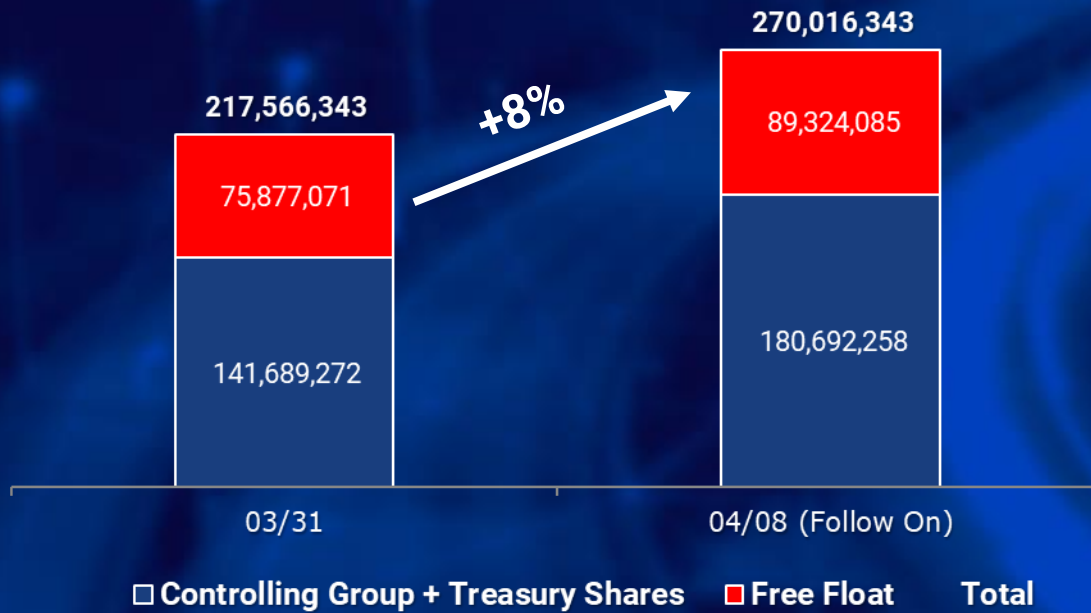
B3: "FRAS3" - FOLLOW-ON (RE-IPO)

First Re-IPO of 2022.



The only Company in its sector to access the capital market twice over the last 10 years.

Free Float

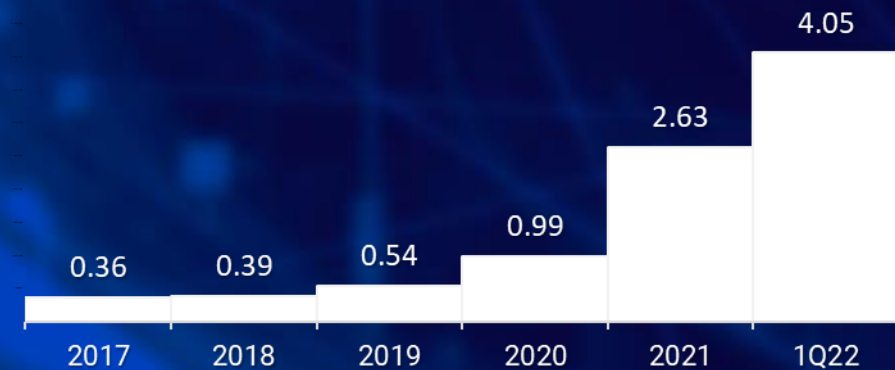


Issue of 52.4 million new shares.

Ratifying the total amount of R\$ 629.4 million.

8% increase in free flow shares.

Average Daily Volume (R\$ Million)



FOLLOW ON_

Shareholding composition – Day 01 after the follow on



Name	Position before the Follow on		Position after the Follow on	
RANDON SA IMPLEMENTOS E PARTICIPACOES	111.297.259	51,16%	141.944.855	52,57%
DRAMD PARTICIPACOES E ADMINISTRACAO LTDA	26.896.992	12,36%	35.230.325	13,05%
CAIXA DE PREVID.DOS FUNC.DO BANCO DO BRASIL	27.006.698	12,41%	27.006.698	10,00%
TPE GESTORA DE RECURSOS LTDA	17.198.200	7,90%	18.509.372	6,85%
TREASURY	3.000.000	1,38%	3.000.000	1,11%
OTHERS	32.167.194	14,79%	44.325.093	16,42%
Total Shares FRAS3	217.566.343	100,00%	270.016.343	100,00%



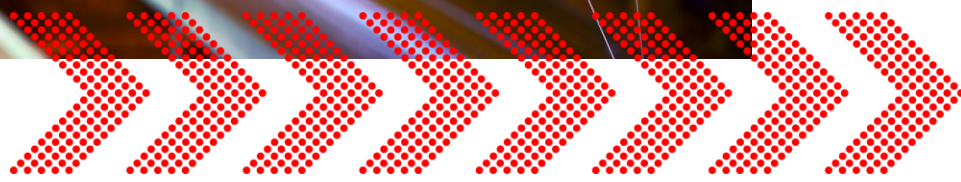
(+) Good demand, especially for Exports and OEM;

(+) Logistics integration in xtrema;

(-) Inflation;

(-) Logistics/ Supply chain;

(-) Conflict in Ukraine.



Q&A



Raise Hand

Por áudio

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

By audio

Showing interest by using the “Raise hand” icon or *9 if connected via telephone.



Q&A

Por escrito

As perguntas podem ser enviadas por escrito através do botão “Q&A” .

In writing

Questions can be submitted in writing via the “Q&A” button.



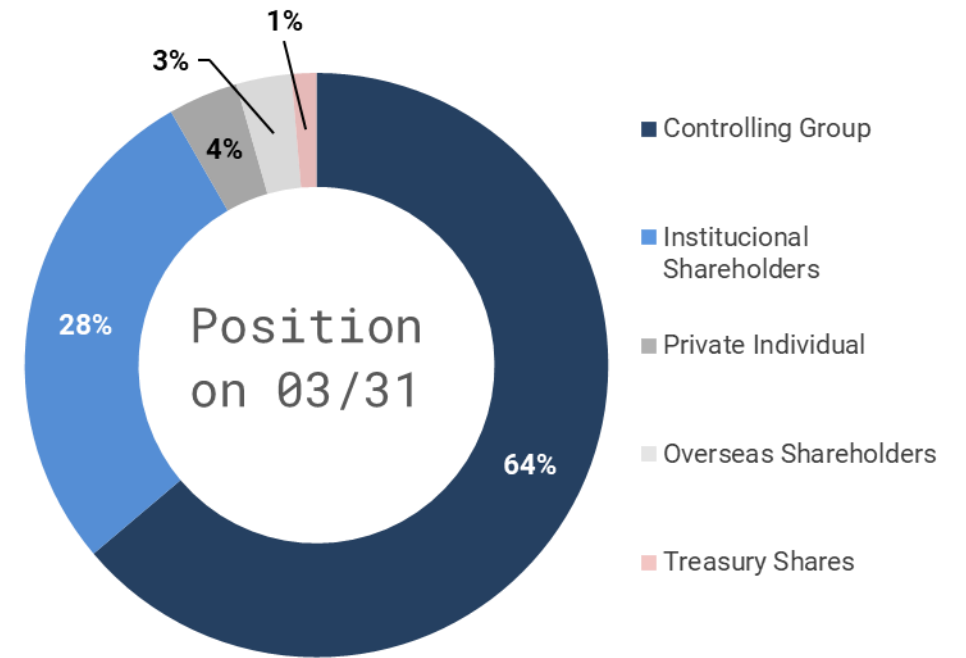
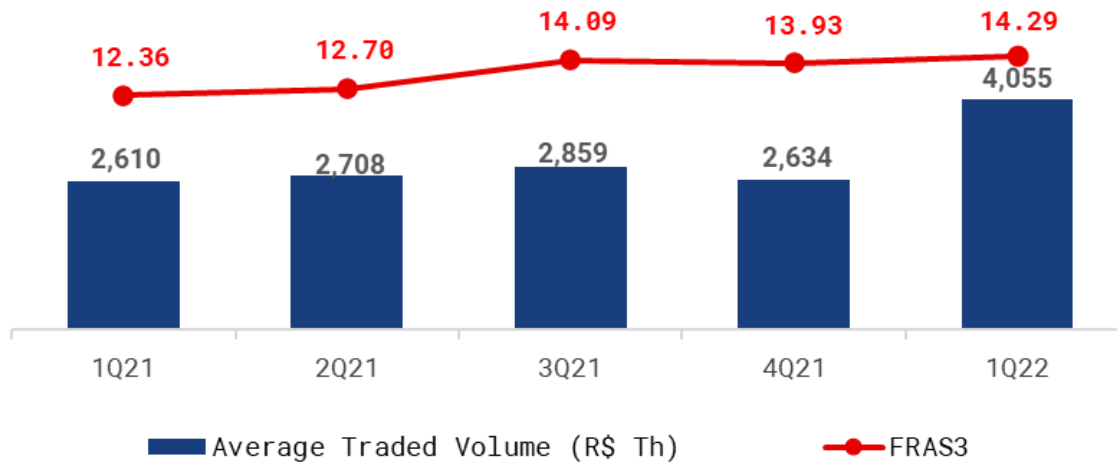
RI.FRAS-LE.COM.BR



ATTACHMENTS



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

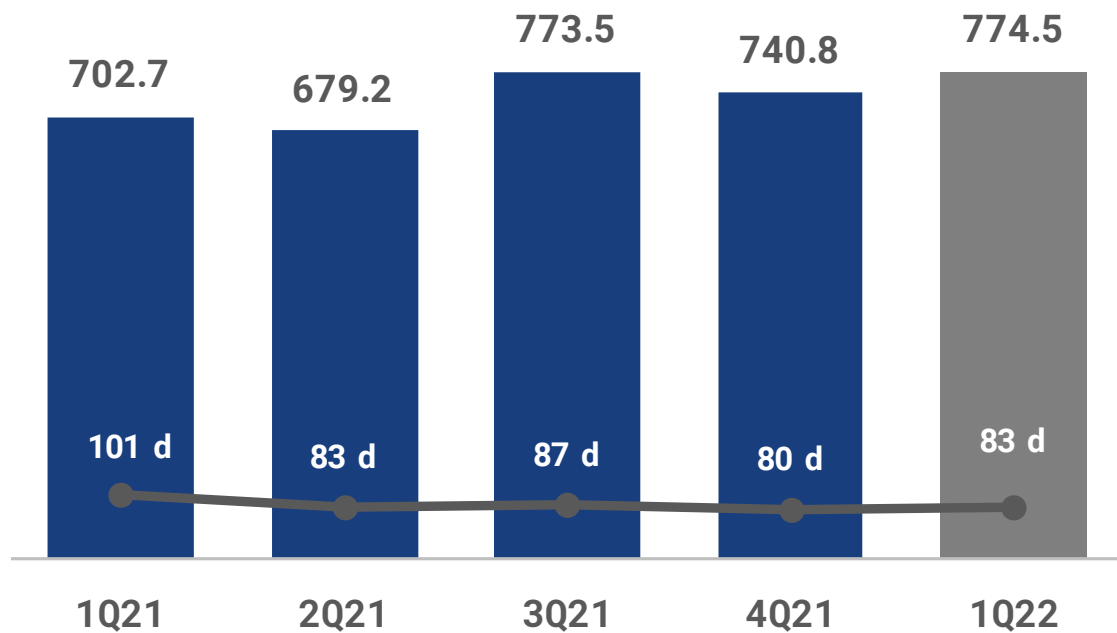


WORKING CAPITAL AND FREE CASH FLOW_

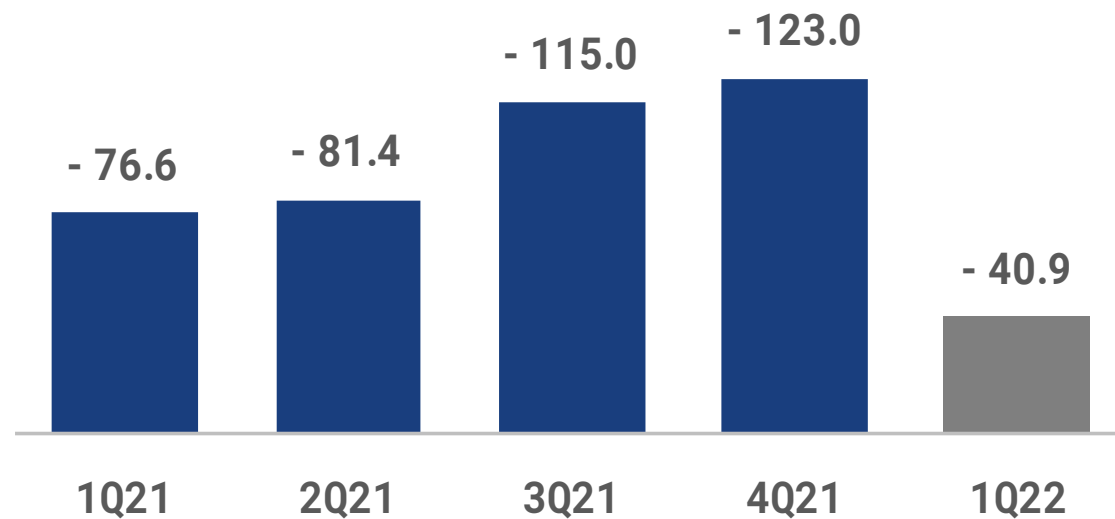
R\$ Million



WORKING CAPITAL



FREE CASH FLOW



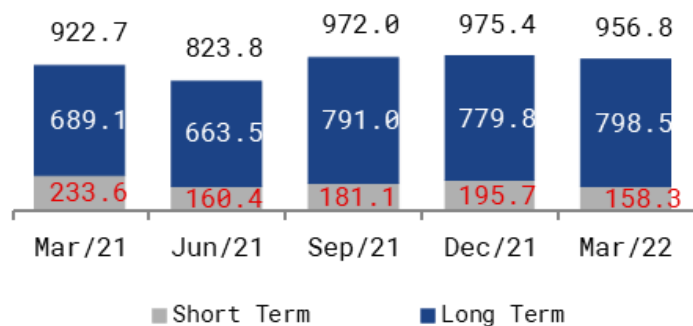
WE DO OUR PART
TO KEEP YOUR
LIFE IN MOTION.

FINANCIAL PERFORMANCE

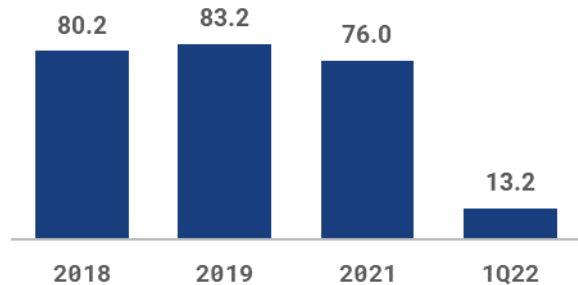


R\$ Million

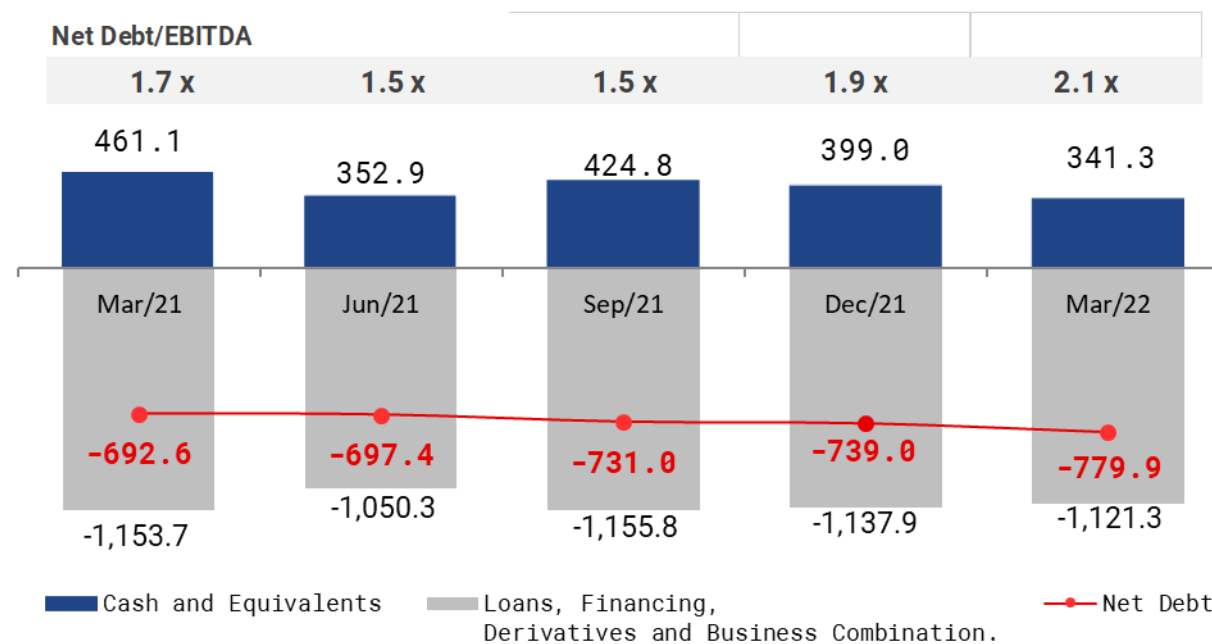
Loans, financing and derivatives



Capex



Net Debt/EBITDA





RI.FRAS-LE.COM.BR