



WE DO OUR PART  
TO KEEP YOUR  
LIFE IN MOTION.

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WE WILL START SOON

**2Q | 1H21**

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The meeting is being recorded



Interpretation

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



Q&A



Raise Hand

Q&A session at the end of the presentation. Questions can be sent in writing via the "Q&A" button or via audio, demonstrating interest via the "Raise your hand" icon

*Any statements that may be made during this videoconference, relating to the company's business prospects, projections and operating and financial goals, constitute 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. These 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 could lead to results that differ materially from those expressed in such forward-looking statements.*



**SÉRGIO DE CARVALHO**

Executive VP, Randon`s COO,  
Fras-le`s CEO



**ANDERSON PONTALTI**

General Director of Braking  
Systems



**HEMERSON DE SOUZA**

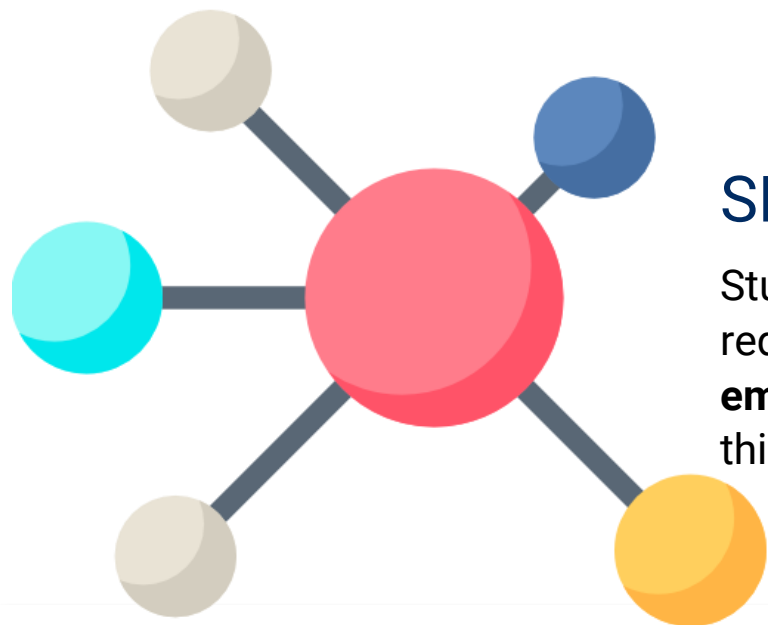
Business and M&A Director, and IR  
Officer

## RESULTS

- Excellent results in 2Q21. The semester presents the best historical performance of the Company;
- Second wave of lockdowns and adjustment of stocks by distributors cooled the market a little, especially in the light line;
- Nakata continues to show good results and reap the benefits of integration;
- PM inflation more present in the results.

## MARKETS, CUSTOMERS AND OPERATIONS

- Markets still heated, with proper order entry;
- Fras-le gained new customers for its capacity, delivery and service;
- Supply restrictions at Controil and Fremax due to capacity;
- Nakata plant in Extrema already operating in ramp-up, opening in August.

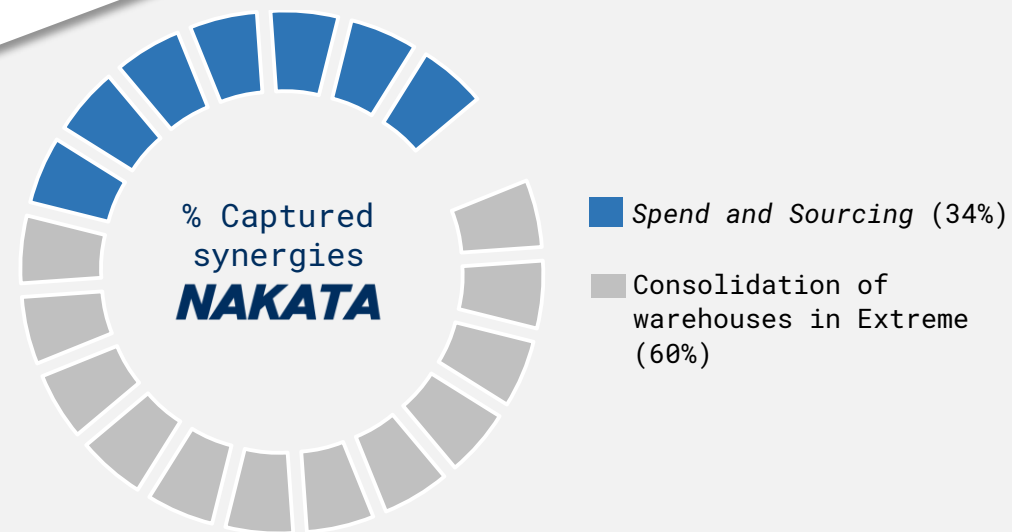


## SMART COMPOSITES

Studying intelligent materials since 2018, with focus on **structural weight** reduction – in addition to adding **performance, competitiveness** and **reduced emission of polluting gases** - the Company has already started production of this line. (Launch will take place in 3Q21).

## NAKATA SYNERGIES

At the time of acquisition, the integration plan for Nakata showed synergies between R\$ 90 and R\$ 100 million in the first 5 years following the acquisition. In less than a year since the deal was closed, focused on quick wins, results have already added up to R\$ 45 million, well above the initial estimate.





Environmental  
Social and  
Governance



## **Covid-19**

Prevention measures will continue.



## **Policy and Regulations | Report 586**

Approval of the Management Compensation Policy, Internal Regulations of the Executive Board and disclosure of the Corporate Governance Report.



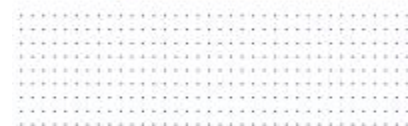
## **ESG ambition | Global Compact | Sustainability Report.**

On June 1<sup>st</sup>, we presented our ESG ambition for the coming years, in addition to our Adherence to the UN Global Compact and the 2020 Sustainability Report.



# Relatório de Sustentabilidade

2020



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## Net Revenue:

R\$ 599.1 million, or 113.9% up from 2Q20.

- **Acquisition of Nakata | Diversification of portfolio and geographies | Economic Pickup**



## EBITDA:

R\$ 101.2 million, or 141.1% up from 2Q20.

Margin of 16.9%

- **Synergies | Automation | Productivity gain**



## Challenges:

Raw-Material inflation, Costs/Logistics availability

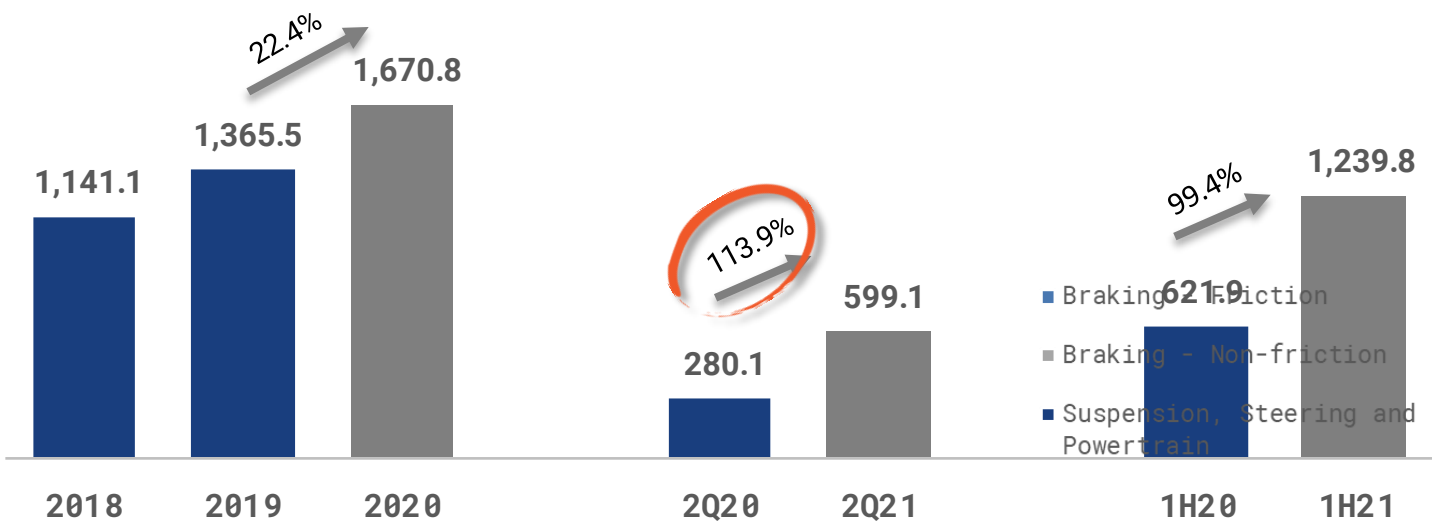


# NET REVENUE AND SEGMENTS\_

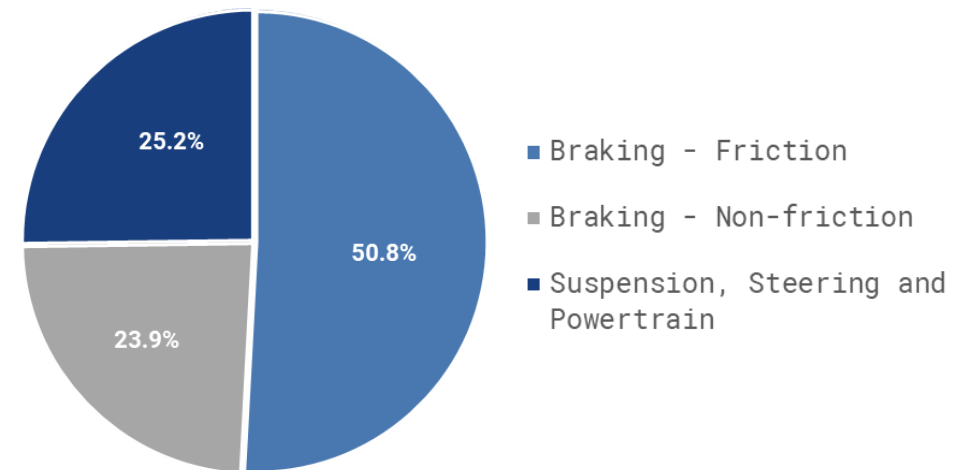
R\$ Million



### Net Revenue



### Revenue by Product Family



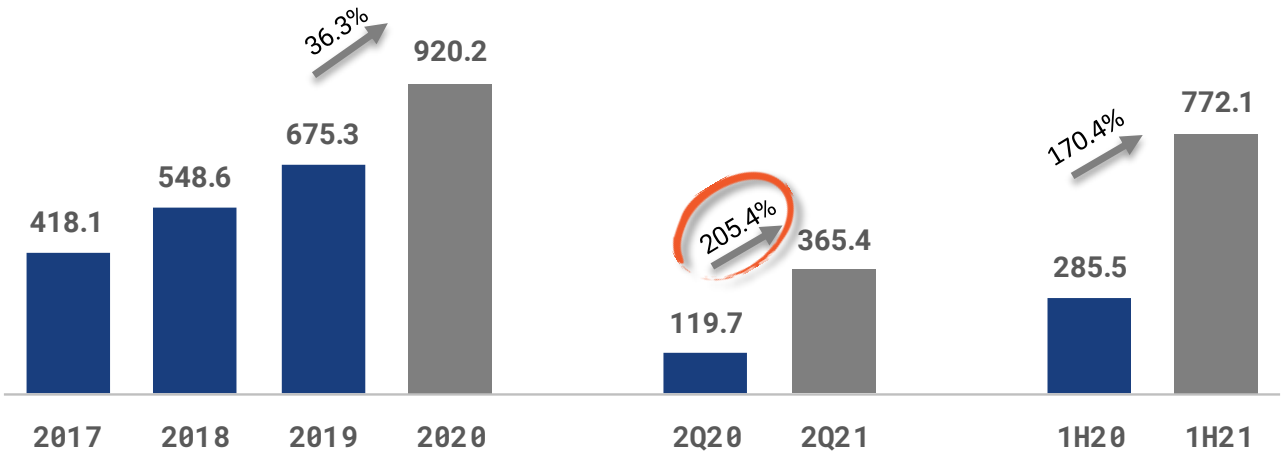
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# MARKETS\_

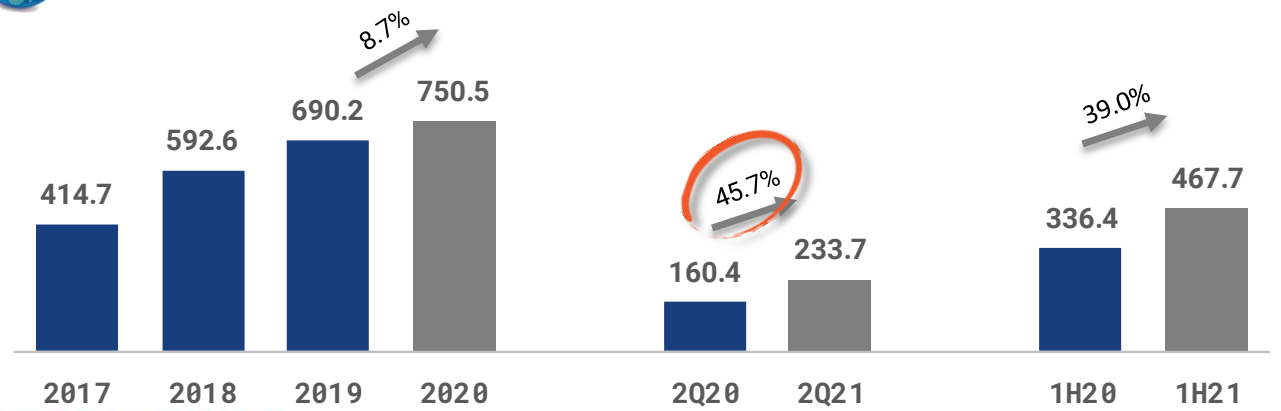
Net Revenue | R\$ Million



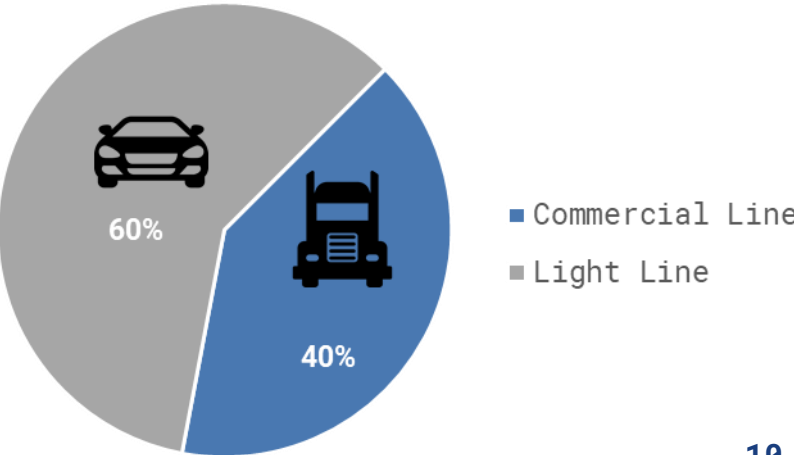
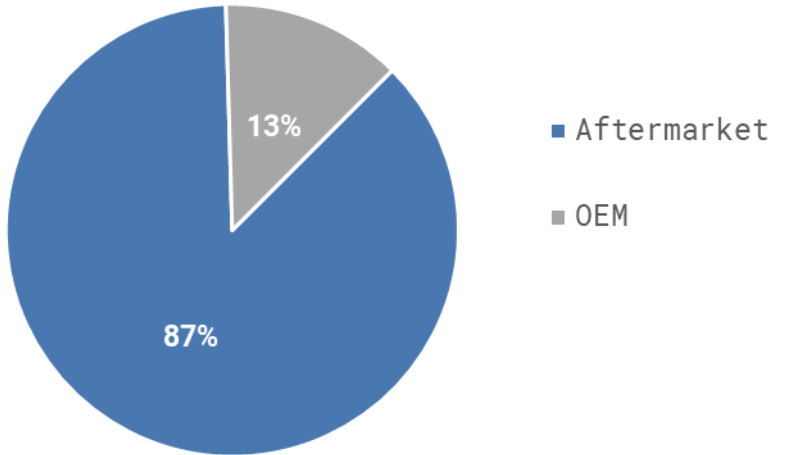
## DOMESTIC



## FOREIGN



## MARKETS



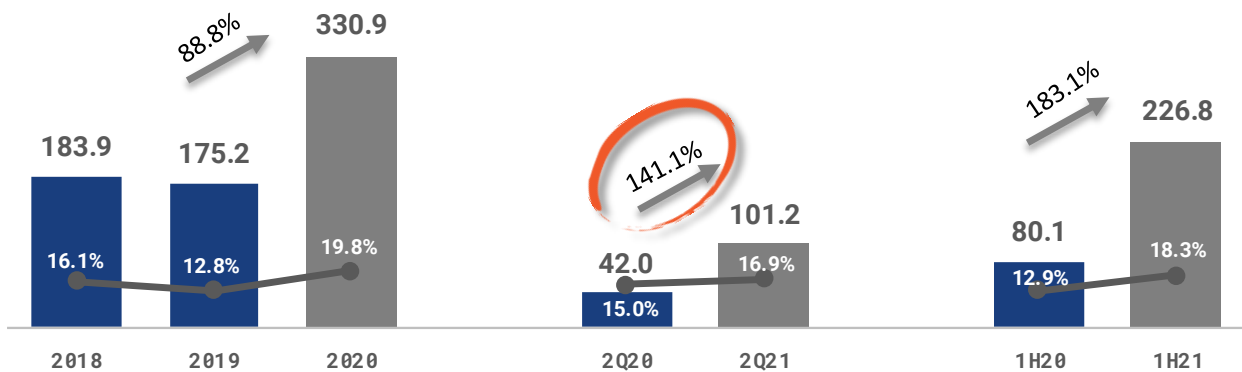
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# EBITDA | NET RESULT\_

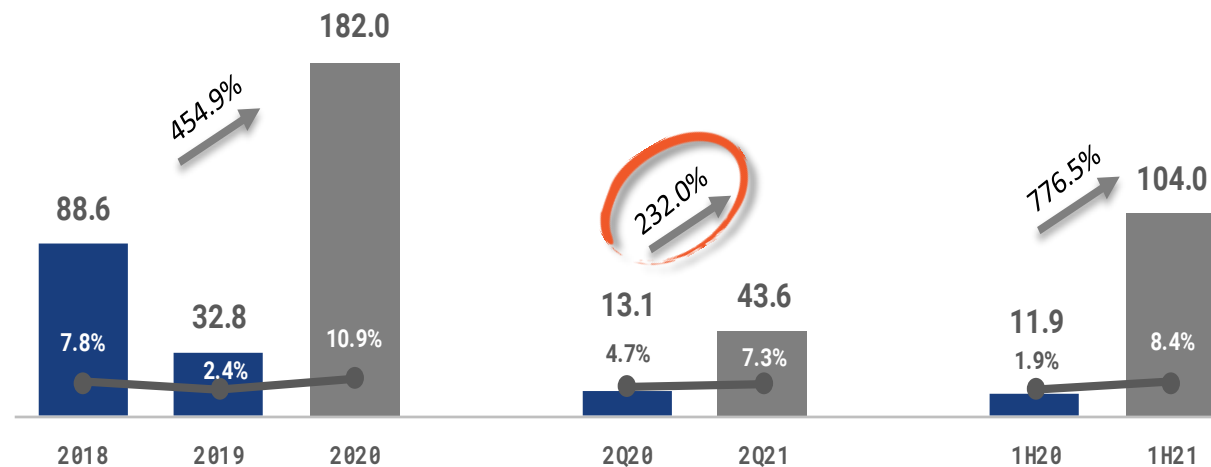
R\$ Million



## EBITDA



## Net Result



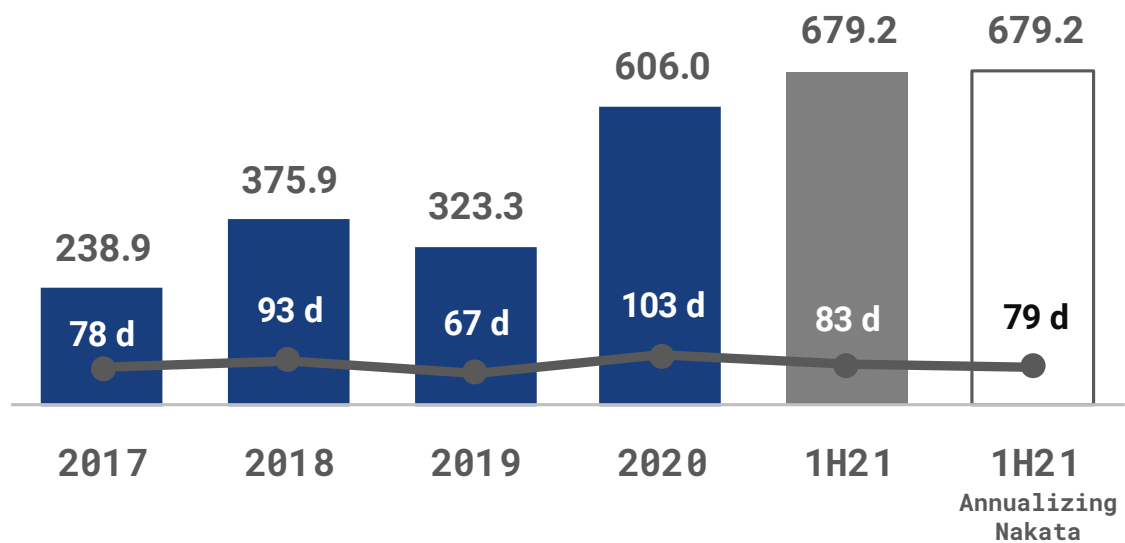
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# WORKING CAPITAL AND FREE CASH FLOW\_

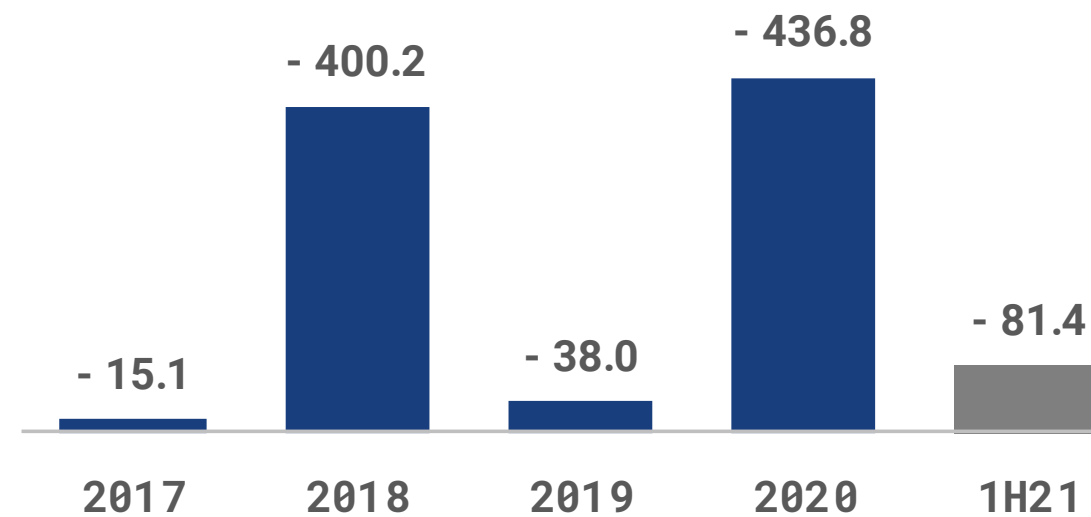
R\$ Million



## Working Capital Neet



## Free Cash Flow



	Previous Guidance	New Guidance	Δ%
Total Gross Revenue	R\$ 3,0 billion	R\$ 3,4 billion	13%
Consolidated Net Revenue	R\$ 2,1 billion	R\$ 2,4 billion	14%
Revenues from abroad <sup>1</sup>	U\$ 170 million	U\$ 170 million	0%
Imports	U\$ 60 million	U\$ 100 million	67%
Investments <sup>2</sup>	U\$ 100 million	U\$ 106 million	6%

<sup>1</sup> Value refers to the total exports from Brazil and the revenues generated by operations abroad, without intercompany sales;

<sup>2</sup> Amount related to organic investments.

- <sup>2</sup> Simple sum of unit revenues, with taxes and excluding eliminations.
- <sup>3</sup> Value referring to the sum of exports out of Brazil and revenues generated by Operations abroad, net of intercompany operations.
- <sup>4</sup> Value referring to organic investments.



- (+) Compass of Units | Markets are heated;
- (+) Increased production capacity;
- (+) Ramp-up of the new Nakata plant in Extrema-MG;
- (+) Vaccination progress | Improvement in the pandemic;
- (-) Rising inflation;
- (-) Supply chain;
- (-) Costs of logistics.

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# Q&A



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.



Raise Hand

## Por áudio

Demonstrando o interesse através do ícone “Levantar a mão” ou \*6 se estiver conectado via telefone.

## By audio

Showing interest by using the “Raise hand” icon or \*6 if connected via telephone.



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ATTACHMENTS



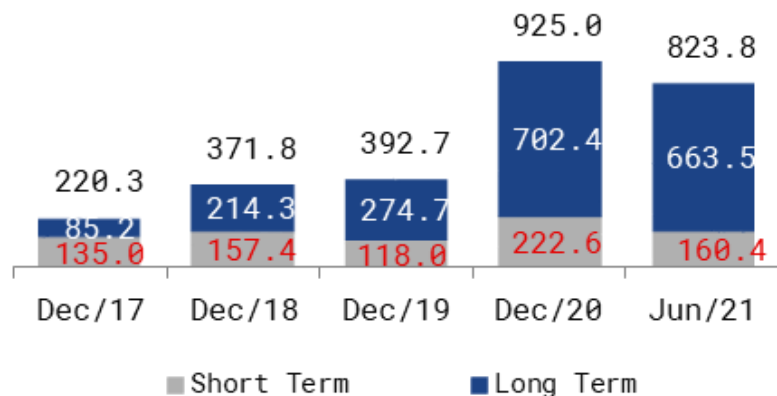
# FINANCIAL PERFORMANCE

R\$ Million

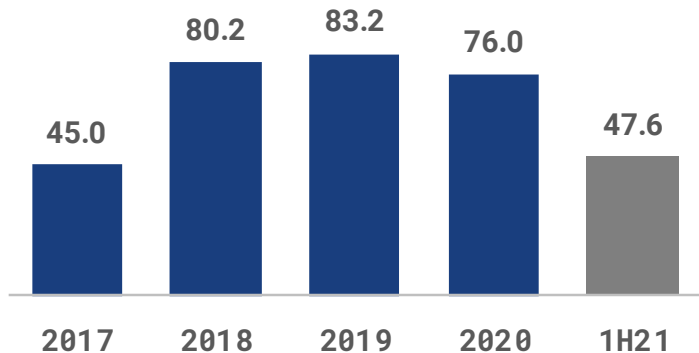


INFORMATION

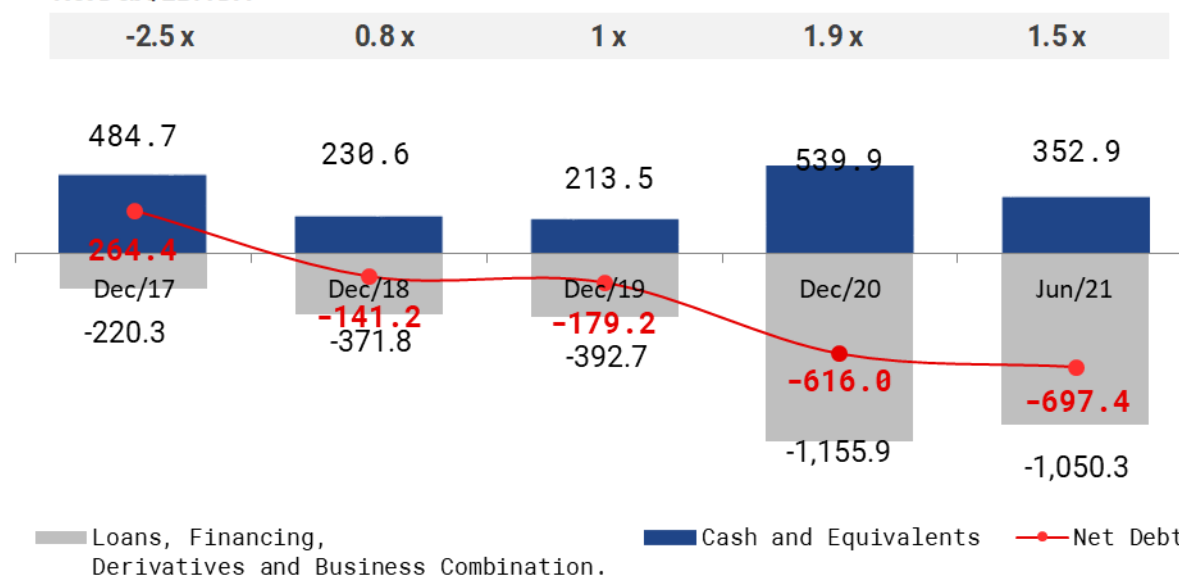
## Loans, financing and derivatives



## Capex

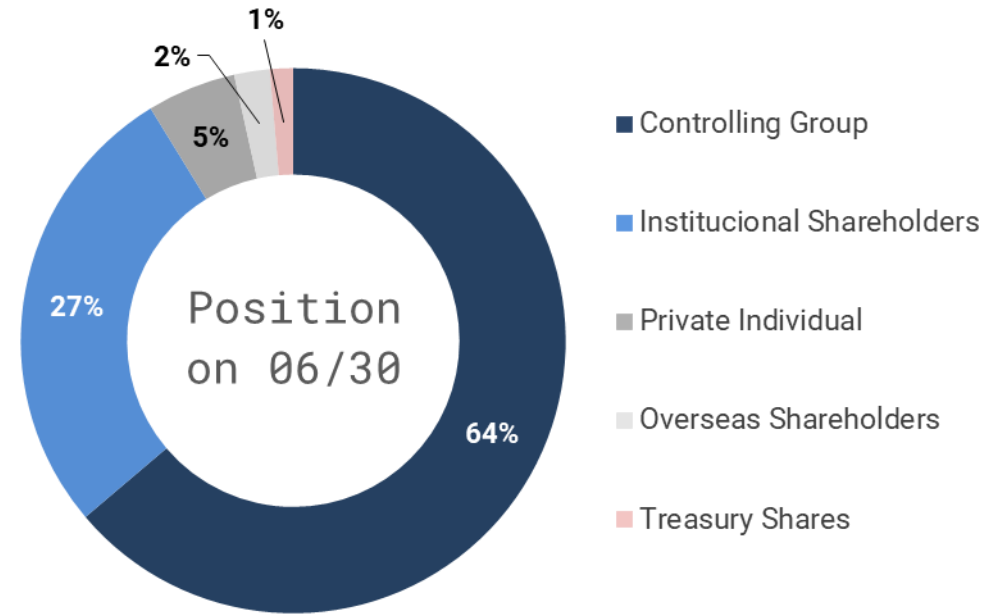
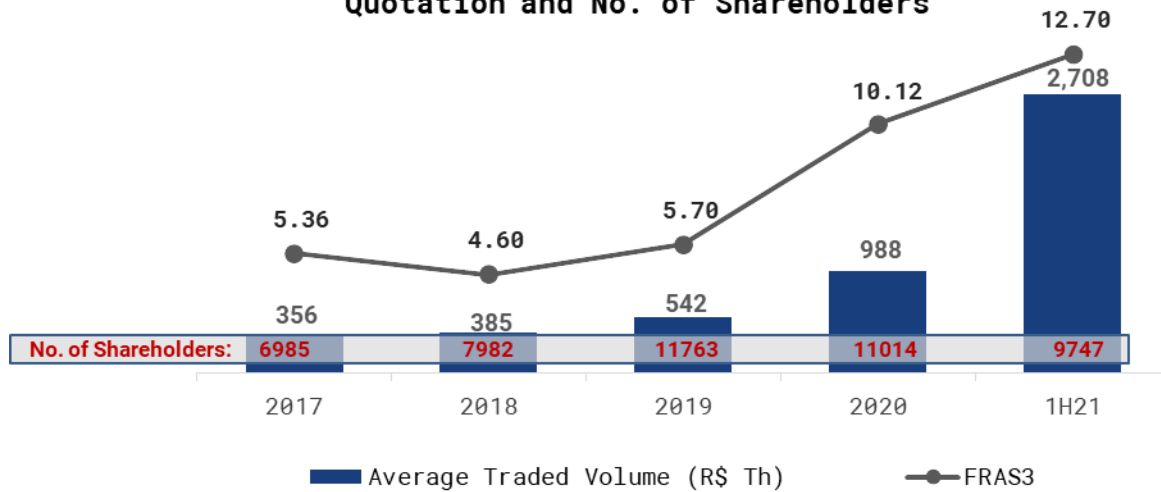


## Net Debt/EBITDA



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



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