

L I F E I N M O T I O N



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

**4Q | 2020
RESULTS**



- *By THIS INSTRUMENT, we make statements about future events that are subject to risks and uncertainties. Such statements are based on the beliefs and assumptions of our Management and on information that the Company has currently access to. Statements about future events include information about our intentions, beliefs or current expectations, as well as those of the members of the Board of Directors and Administrators of the Company.*
- *The statements and information about the future also include information about possible or presumed operating results, as well as statements preceded by, followed by or that include the words "believes", "may", "will", "continues", "expects", "anticipates", "intends", "plans", "estimates" or similar expressions.*
- *The statements and information about the future are not guarantees of performance. They involve risks, uncertainties and assumptions because they relate to future events, depending, therefore, on circumstances that may either occur or not. The future results and the creation of shareholder value may differ significantly from those expressed or suggested by statements regarding the future. Many of the factors that will determine these results and figures are beyond our ability to control or predict.*

Fras-le Universe

ESG

Main Events in 4Q20



Consolidated Net Revenue

Markets

EBITDA/ Net Result

Need for Working Capital and Free Cash Flow

Nakata

Outlook

Guidance

Attachments



PROTAGONISM

Highlight in
Export Award RS



INNOVATION Application of a new unmanned transport system product in manufacturing units, also known as AGV's (*Automatic Guided Vehicle*)



FRAS-LE UNIVERSE

Online event in partnership with *Apimec São Paulo*, attended by more than 250 people, occasion on which the Company's results, growth strategy, innovation trend and future prospects were presented.



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Environmental Social and Governance



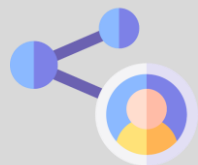
Florestar Project

Involves around 40 children and adolescents, who have participated in the implantation of a forest garden, collecting seeds and providing cultural treatments.



Covid-19

Continuity of Preventive Measures.



Policy on Related Parties Transactions

Aimed at expanding our levels of governance and being in line with the best market practices.



Net Revenue:

R\$ 595.3 million, up 60.5% from 4Q19.

- **Keeping business level | Acquisition of Nakata**



Adjusted EBITDA:

R\$ 114.0 million, up 76.5% from 4Q19.

Adjusted EBITDA margin of 19.2%

- **Budget control | Automation | Productivity gain**



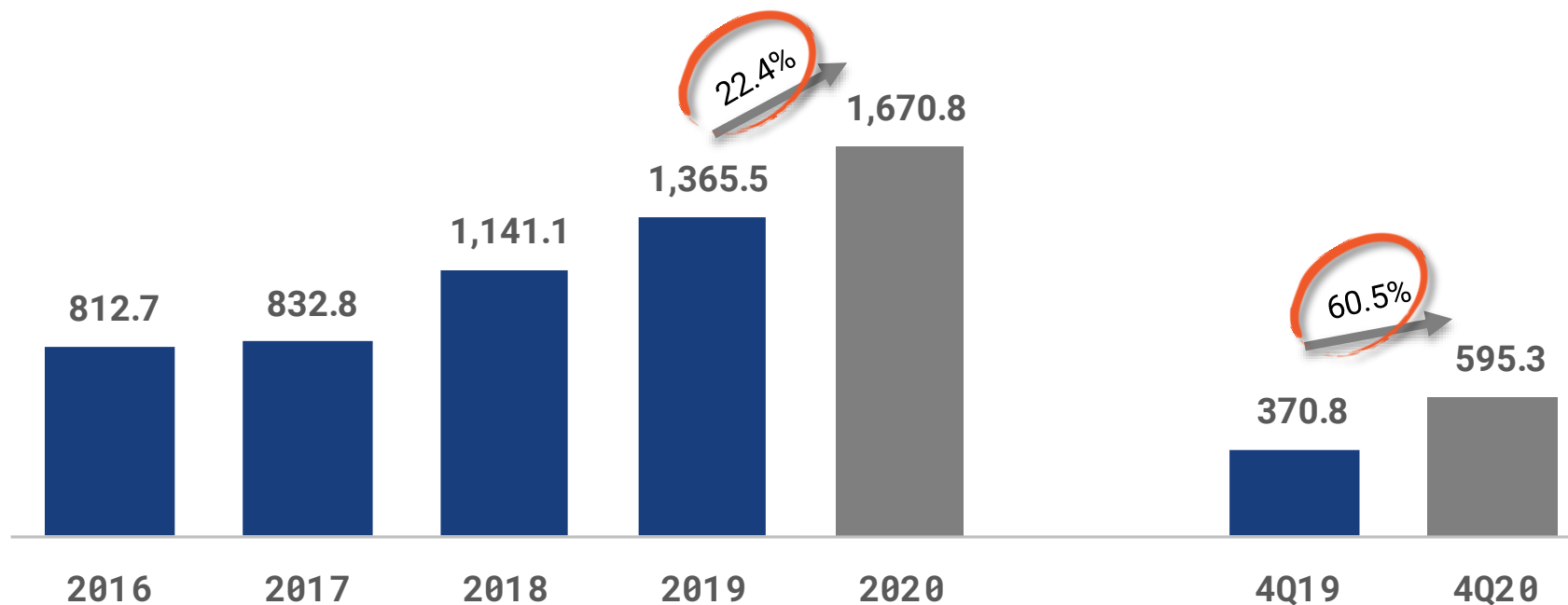
Net Result:

R\$ 128.4 million, up 2891,3% from 4Q19.

- **Success in tax proceedings.**

NET REVENUE_

R\$ Million



- ❑ The best quarter in Fras-le`s history
- ❑ Diversification of product portfolio.

IN
MOTION
LIFE
IN
MOTION

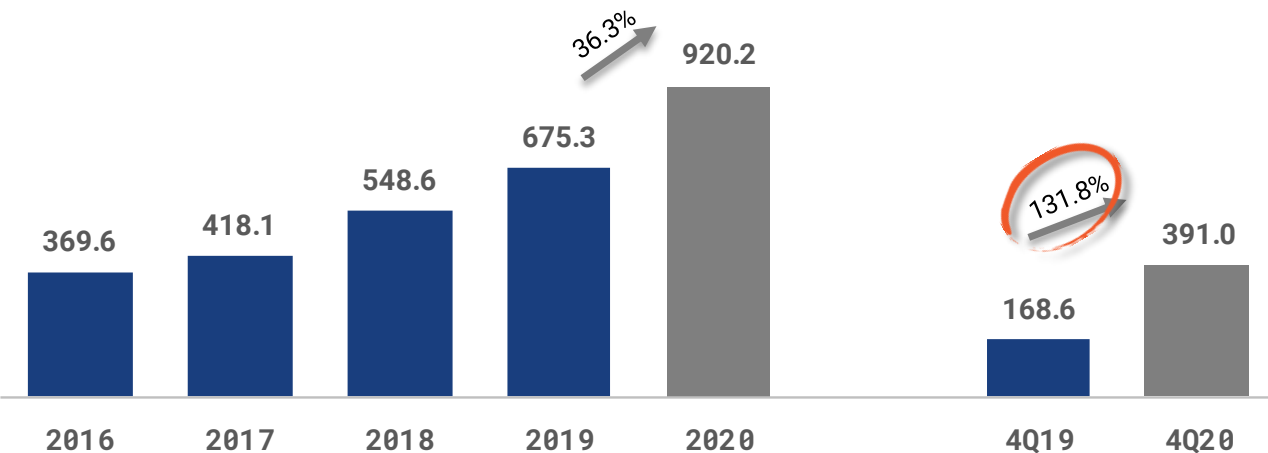
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MARKETS_

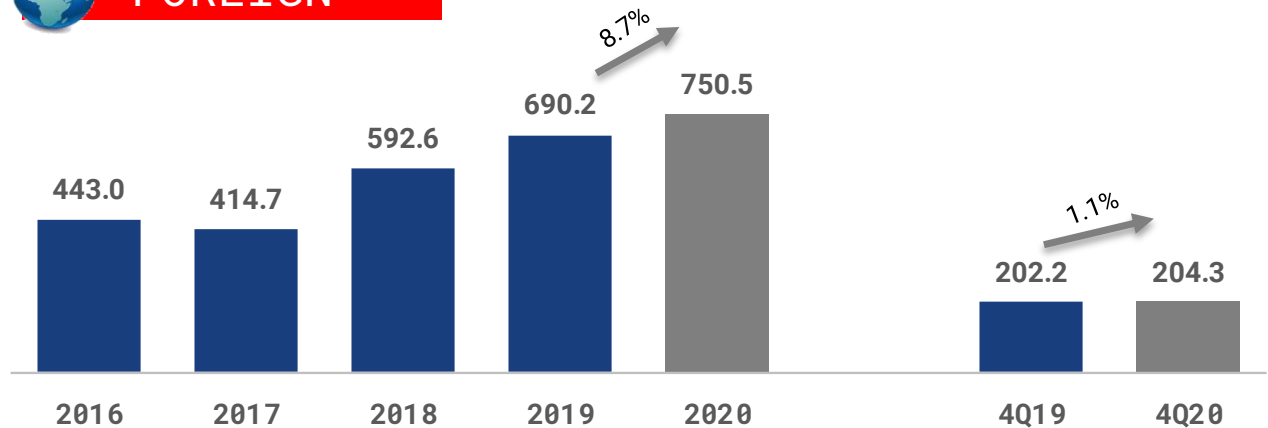
Net Revenue | R\$ Million



DOMESTIC



FOREIGN



- ❑ Heated aftermarket demand;
- ❑ First full quarter of NAKATA;

- ❑ Dollar favorable to exports;
- ❑ Recovery of volumes.

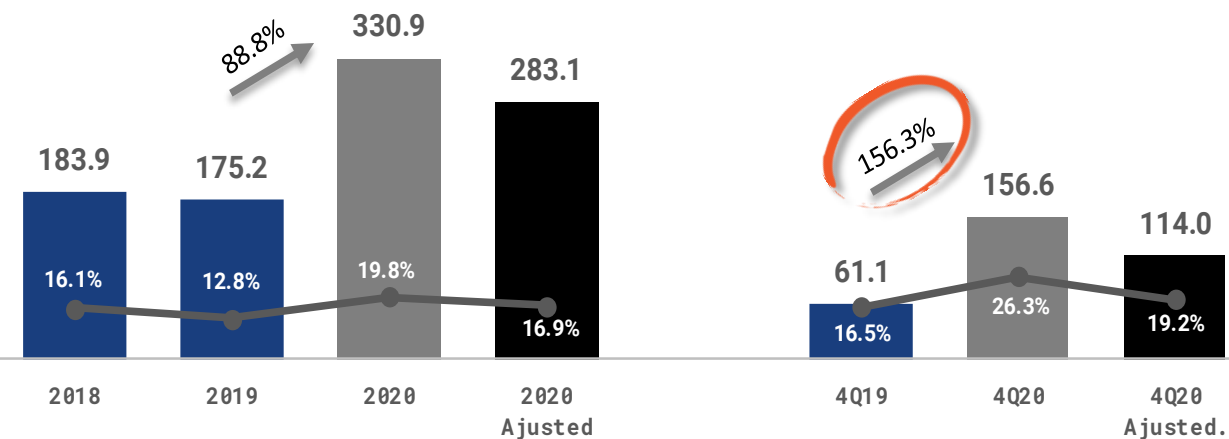
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EBITDA | NET RESULT_

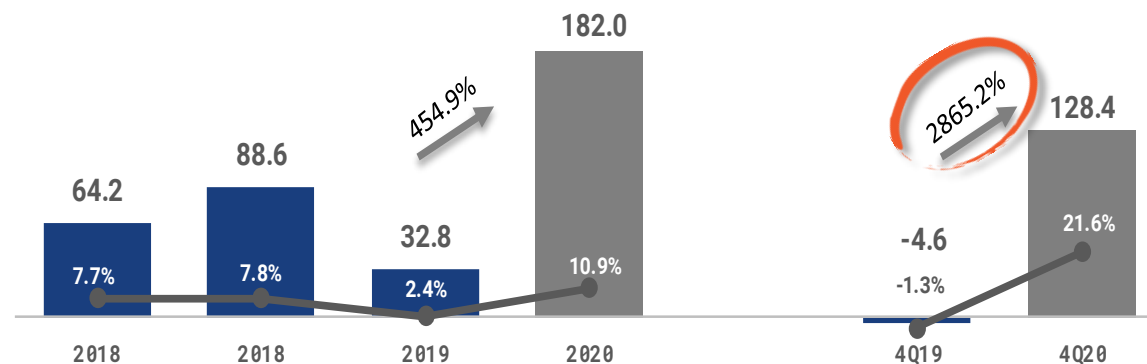
R\$ Million



EBITDA



Net Result



- ☐ (+) Gains from tax lawsuits positively impacting 4Q20 and full-year results;
- ☐ (-) Impairment resulting from the evaluation of the recoverable value of investments of *Armetal*, *Fanacif* and *Jurid* subsidiaries.

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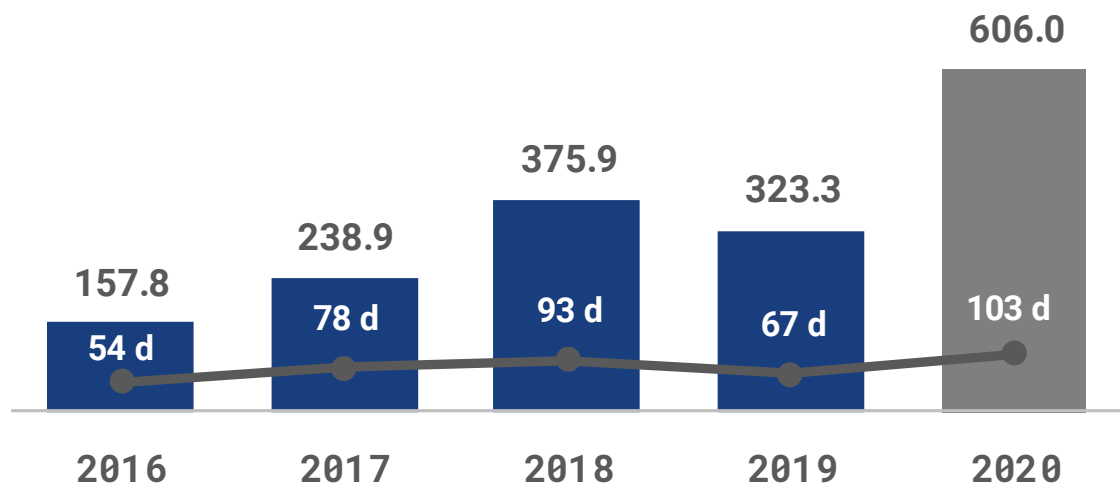
NEED FOR WORKING CAPITAL AND FREE CASH FLOW

R\$ Million

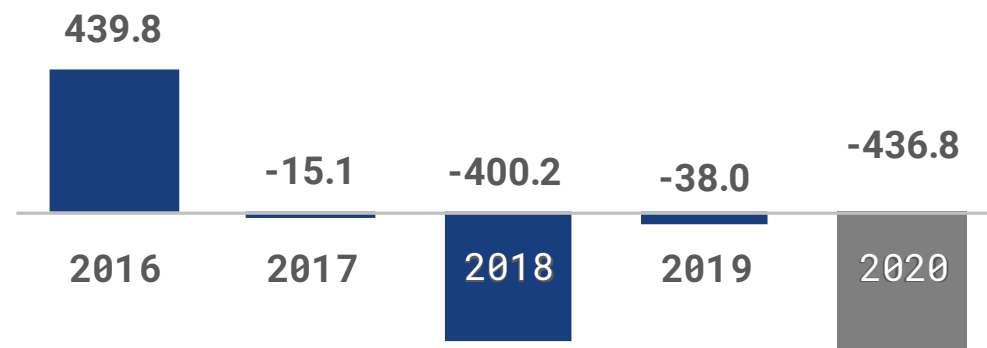


INFORMATION

Need for Working Capital



Free Cash Flow



- Expansion cycle
- Exchange rate impact
- Effects of tax gains

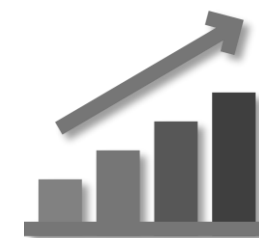


SYNERGIES ADVANCE IN 4Q20

Results and opportunities are **higher than planned**;

EBITDA at acquisition time in 4Q18 – R\$ 15.7 mm (13.6%)

EBITDA in 4Q20 – Higher than 15%



Opportunities

Channels: distributors and regions are complemented;

Expansion in product offer: suspension, powertrain and motorcycles products





- Health crisis – Covid-19;
- Inflation;
- Exchange rate;

L I F E I N M O T I O N

	2021 Guidance
Total Gross Revenue ²	R\$ 3.0 billion
Consolidated Net Revenue	R\$ 2.1 billion
Foreign Market Revenues ³	US\$ 170 million
Imports	US\$ 60 million
Investments ⁴	R\$ 100 million

² Simple sum of the units' revenues, with taxes and without eliminations;

³ Amount related to the sum of exports from Brazil and the revenues generated by operations abroad, net of intercompany operations;

⁴ Amount related to organic investments.



ATTACHMENTS

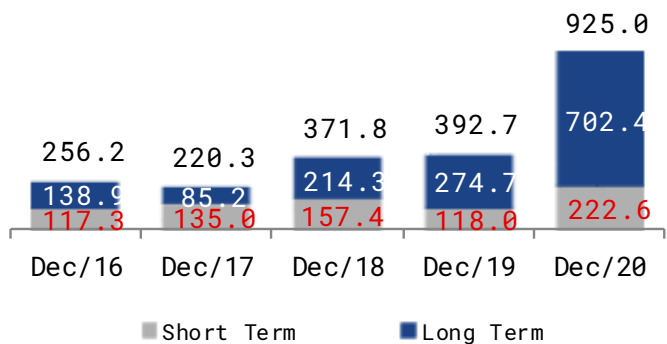


FINANCIAL PERFORMANCE

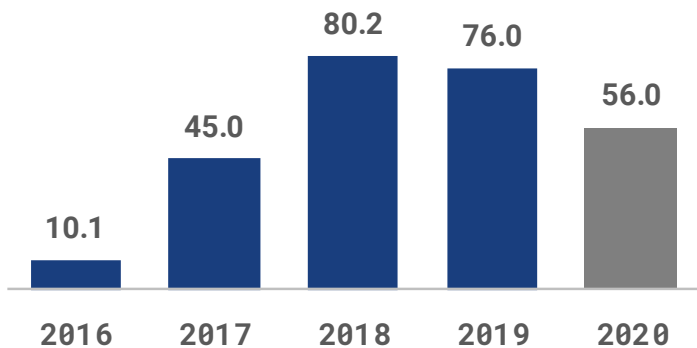
R\$ Million



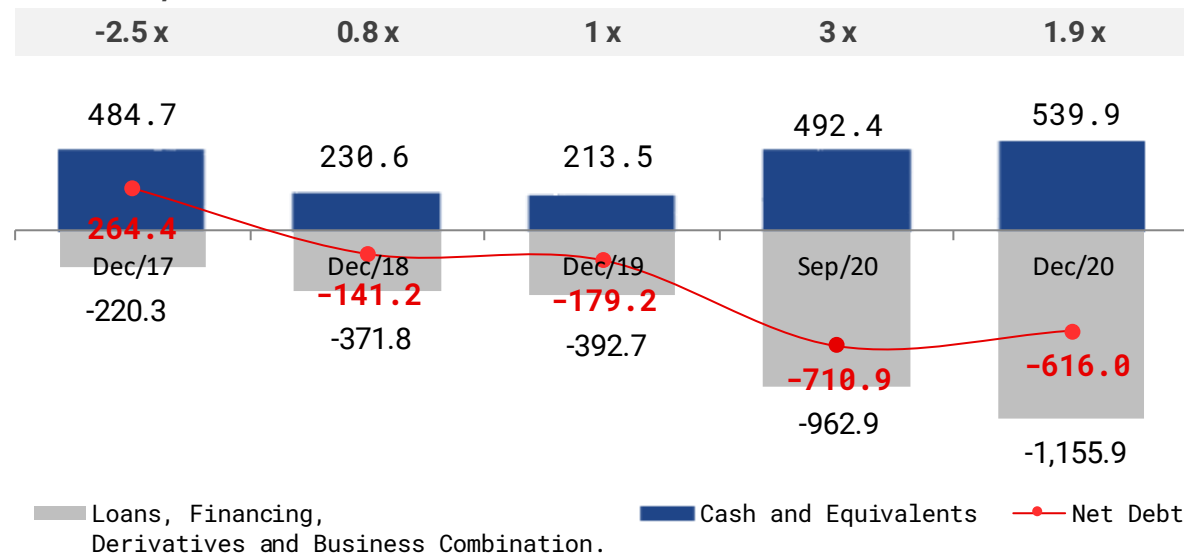
Loans, financing and derivatives



Capex

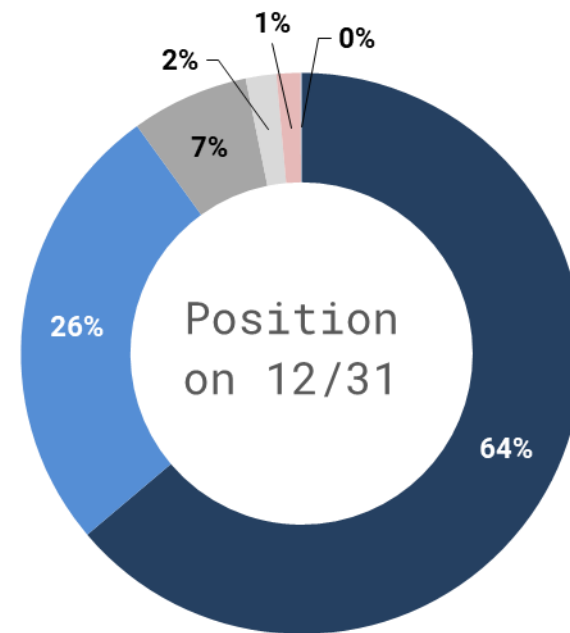
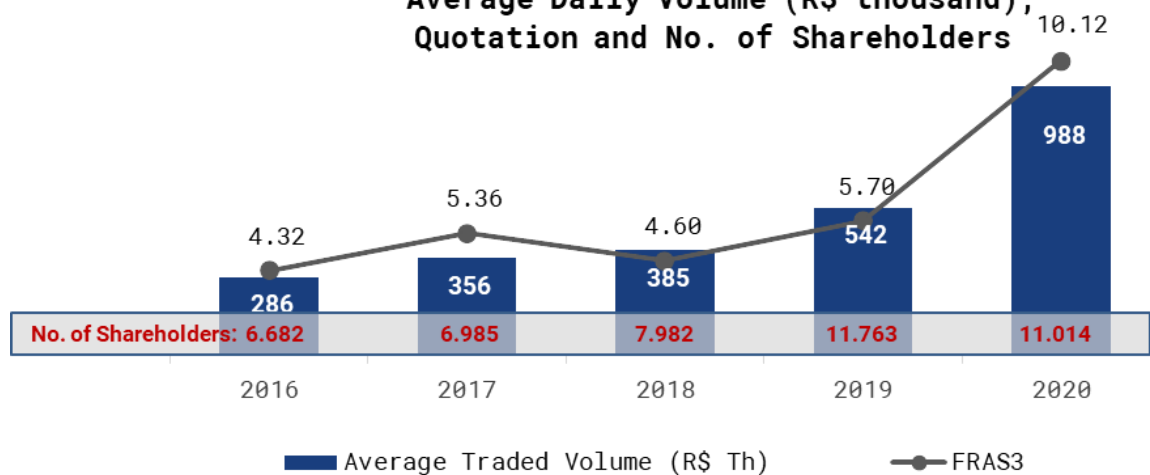


Net Debt/EBITDA



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



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

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