

RESULTS PRESENTATION *4Q24*

FRAS
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

SMLL B3

IMPORTANT

INFORMATION



The meeting is being recorded.



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



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!

PARTICIPANTS IN OUR 4Q24 CONFERENCE CALL:



SÉRGIO L. CARVALHO
PRESIDENT AND CEO FRASLE
MOBILITY AND CEO RANDONCORP



ANDERSON PONTALTI
COO
FRASLE MOBILITY



HEMERSON DE SOUZA
IR BUSINESS AND M&A DIRECTOR
OF FRASLE MOBILITY



MARIANA GUIMARÃES
IR MANAGER
FRASLE MOBILITY



ESTEBAN ANGELETTI
IR AND FINANCE DIRECTOR
RANDONCORP

GUEST

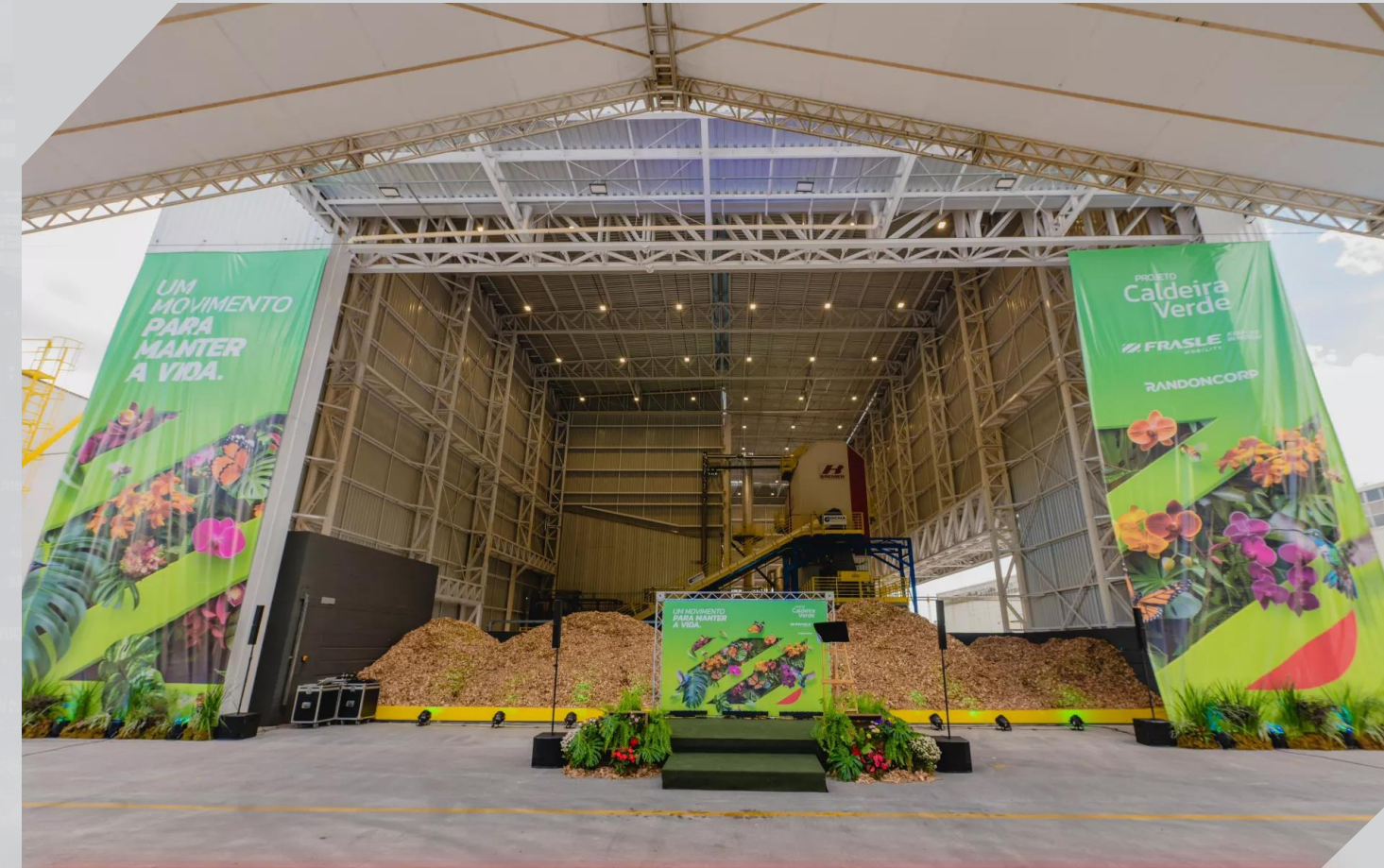
QUARTER EVENTS

FRASLE MOBILITY UNIVERSE



INVESTOR DAY

The Universe Frasle Mobility 2024 took place in a hybrid format on December 4th, bringing together investors and capital market analysts in Caxias do Sul/RS. The fifth edition aimed to bring investors closer to the company's business strategies, innovation, ESG, and long-term planning.



SUSTAINABLE BOILER

In December, the manufacturing plant in Caxias do Sul/RS inaugurated the *Caldeira Verde*. The project involves replacing the use of natural gas with biomass for steam generation, which is necessary for the pressing process of brake pads and linings. This initiative is responsible for reducing the operation's greenhouse gas emissions, representing a 60% reduction in its own emissions.



BRANDS AWARD OFICINA/CINAU

Our brands stood out in the awards, achieving first place as the most purchased and remembered brand.

Brake Pad – **Fras-le**

Steering bar, Direction terminal and

Suspension Pivot – **Nakata**

Brake Disc – **Fremax**

Master Cylinder and Vacuum Booster –

Controil

HIGHLIGHTS

2024



NET REVENUE

R\$ 4.0 B

+17.0%
vs. 2023

Guidance

R\$ 3.7 – 4.0 B



FOREIGN MARKET

US\$ 289.7 M

+17.7%
vs. 2023

Guidance

US\$ 250 – 290 M



ADJUSTED
EBITDA MARGIN

18.4%

-1.2 p.p.
vs. 2023

Guidance

17% – 21%



INVESTMENTS

R\$ 165.8 M

+24.0%
vs. 2023

Guidance

R\$ 130 – 170 M

DACOMSA

OUR RECENT ACQUISITION IN MEXICO

ESTIMATED SYNERGIES
5 YEARS

INCREMENTAL EBITDA ADDED

~R\$ 300 million

REVENUES

- Launch of new lines – Frasle Mobility in Mexico
- Access to new distribution channels and customers

COSTS

- Improved operational efficiency in factories
- Consolidate sourcing of finished products
- Consolidate raw material sourcing
- Operations, costs and logistics..

Dacomsa **MORESA**

TF VICTOR **FRITEC**
FRICTION TECHNOLOGY

FUNDING

~\$2.2 BILLION PAID FOR THE ACQUISITION:

- ✓ ~ R\$ 450MM PAID FROM OWN RESOURCES;
- ✓ ~ R\$ 750MM RAISED PER DEBENTURE;
- ✓ ~ R\$ 1 BILLION RAISED BY DACOMSA (LOAN AGREEMENT).

MAIN FIGURES

DATA FOR THE YEAR 2023

SALES IN
DOMESTIC MARKET

90%

IAM
Independent Aftermarket
Manufacturer

100%

LIGHT LINE

89%

EMPLOYEES

1,975

ADJUSTED EBITDA

R\$ 313 M
MXN 1.06 BI

EBITDA MARGIN
ADJUSTED

~21%

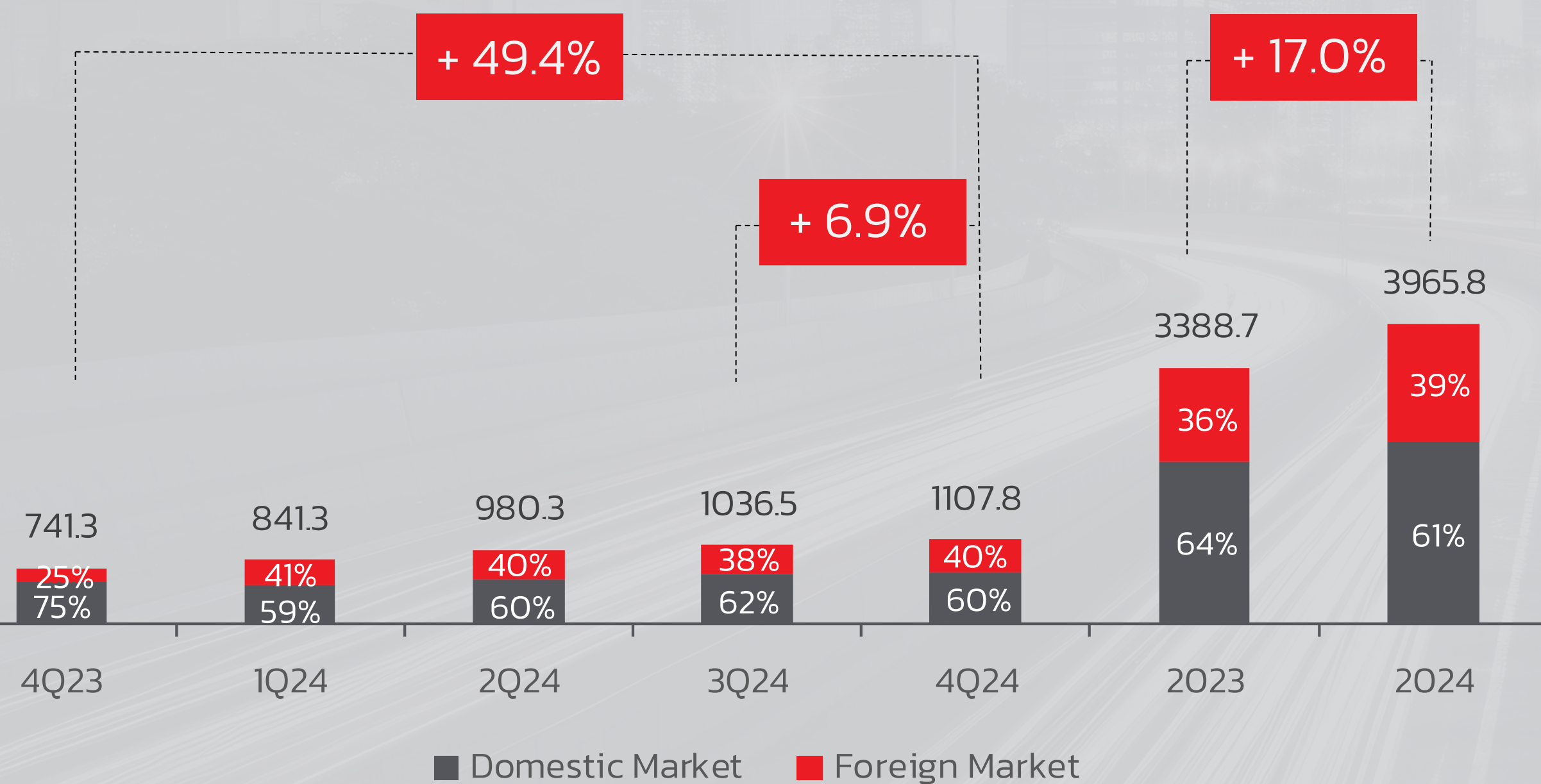
NET REVENUE

R\$ 1.4 BI
MXN 4.8 BI

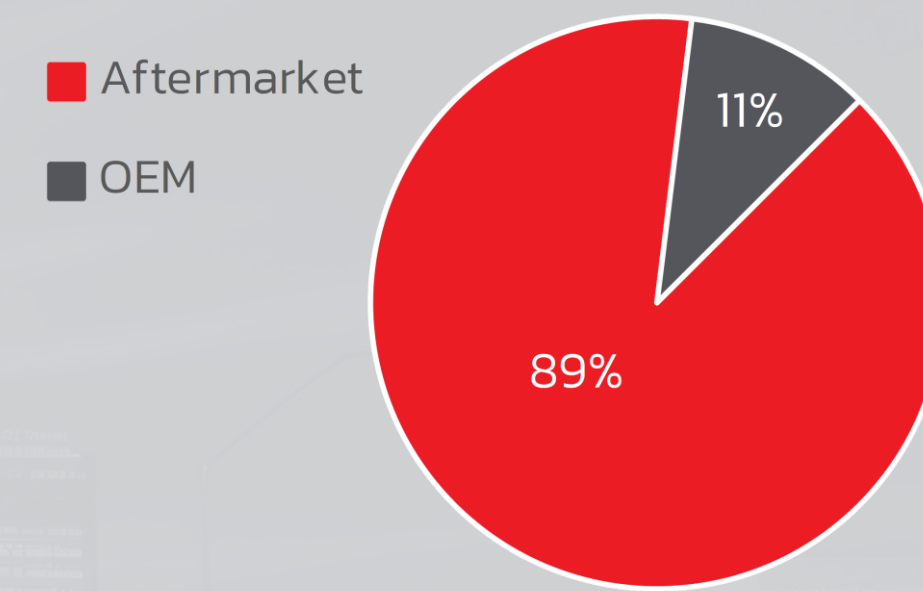
NET REVENUE

R\$ MILLION

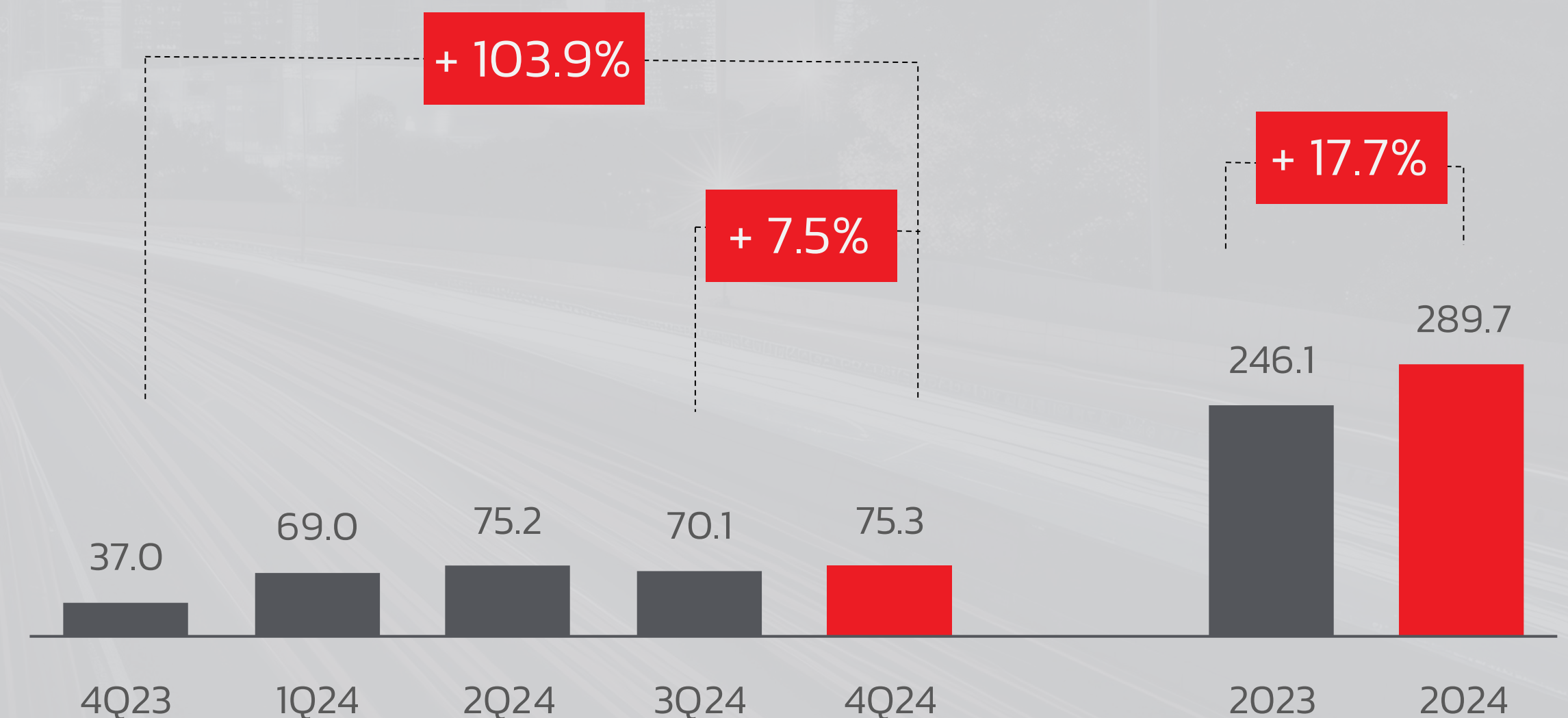
NET REVENUE



Revenue by market 4Q24



FOREIGN MARKET (US\$)



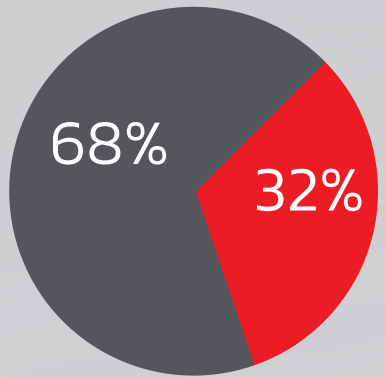
SEGMENTS AND PRODUCTS

4Q24

Revenue by segment 4Q24

■ Commercial Line

■ Light Line



FRICTION



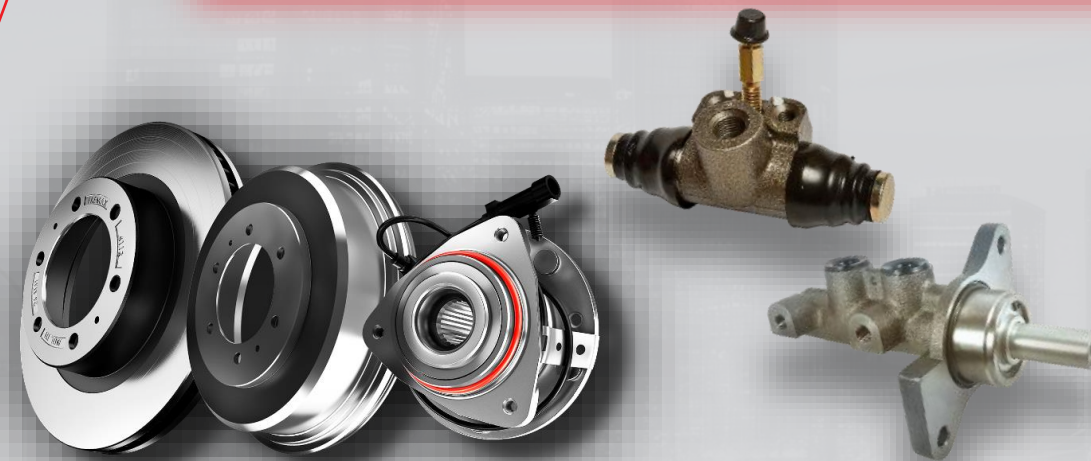
38%

LIGHT

62%

COMMERCIAL

BRAKE SYSTEM



90%

LIGHT

10%

COMMERCIAL

SUSPENSION, STEERING AND POWERTRAIN



97%

LIGHT

3%

COMMERCIAL

OTHER



87%

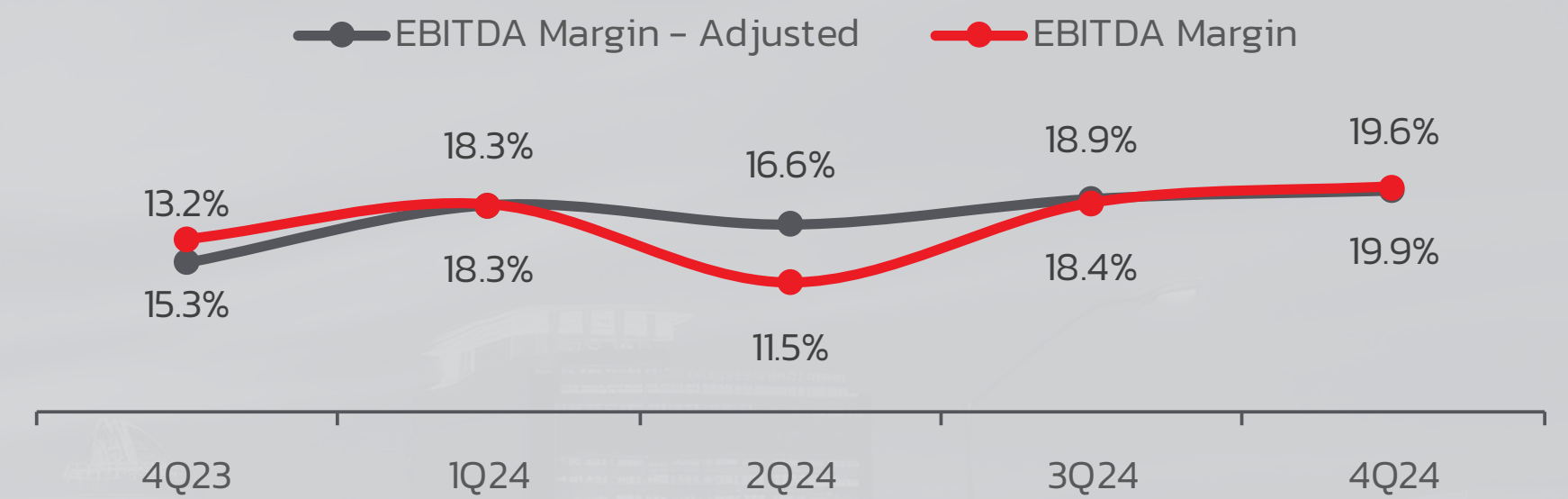
LIGHT

13%

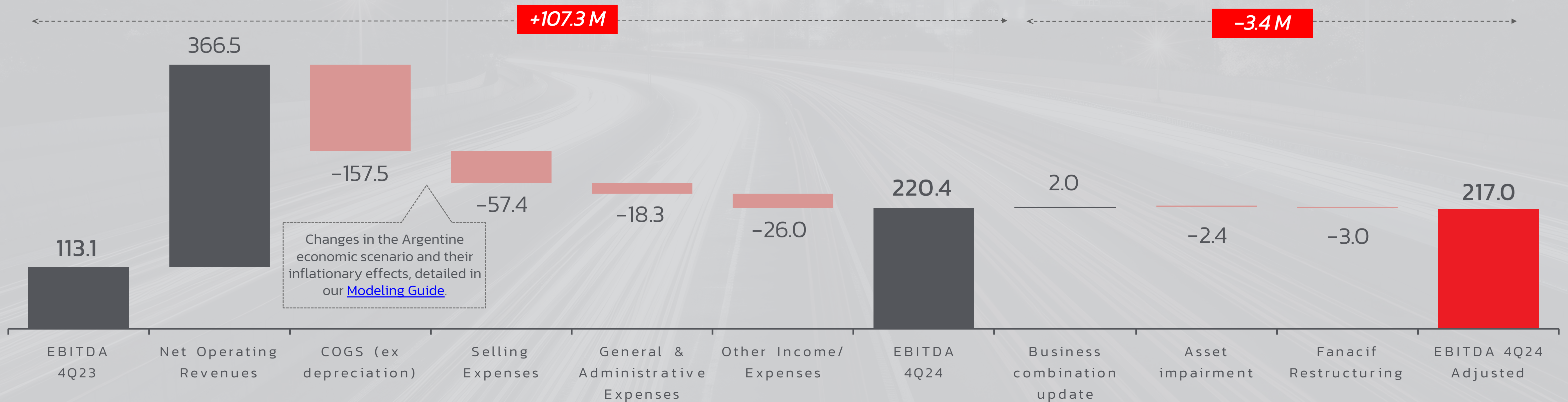
COMMERCIAL

OPERATIONAL PERFORMANCE

R\$ MILLION



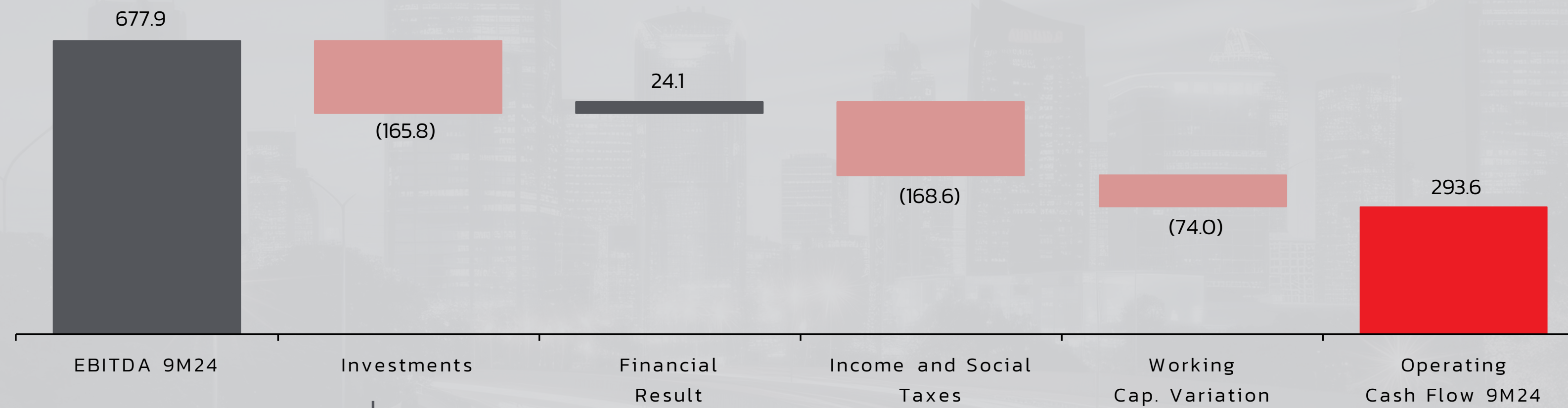
CAUSAL ADJUSTED EBITDA



FINANCIAL PERFORMANCE

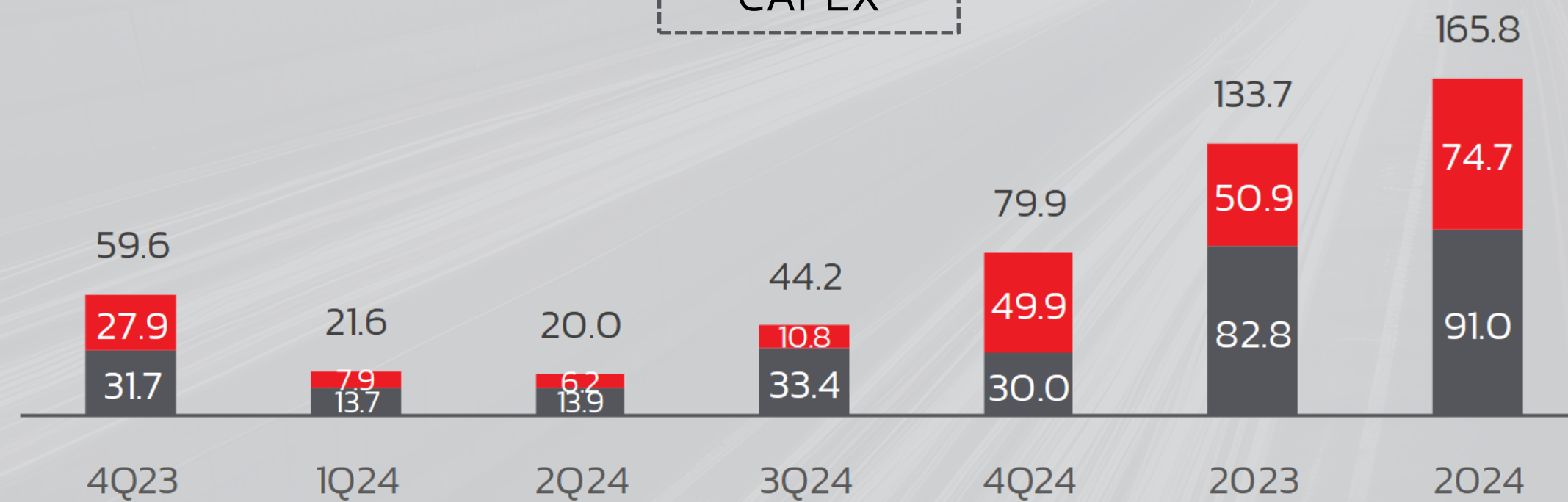
R\$ MILLION

OPERATING CASH FLOW

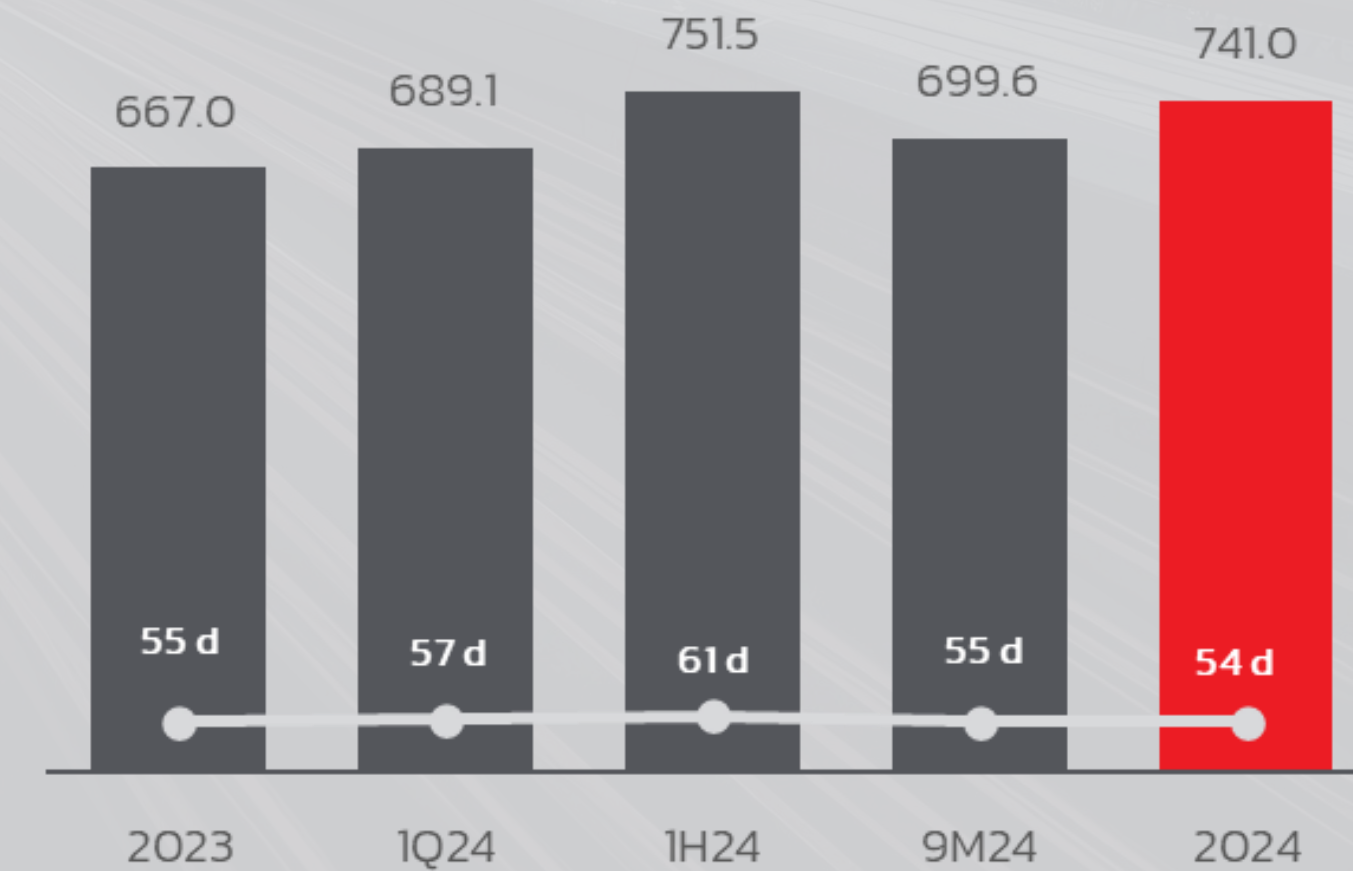


CAPEX

WORKING CAPITAL



■ Holding Company ■ Subsidiaries and Other Investments

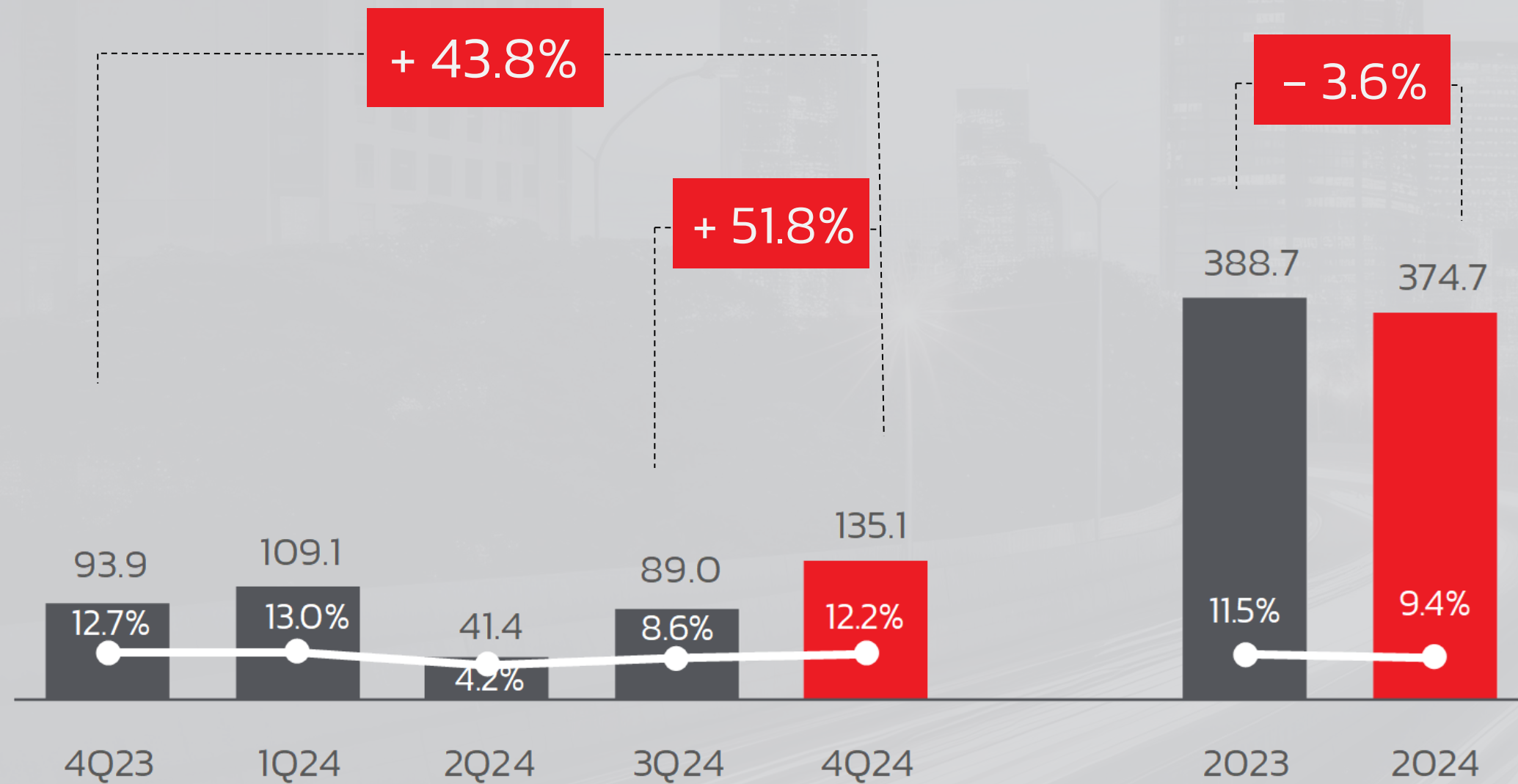


NET INCOME AND NET DEBT

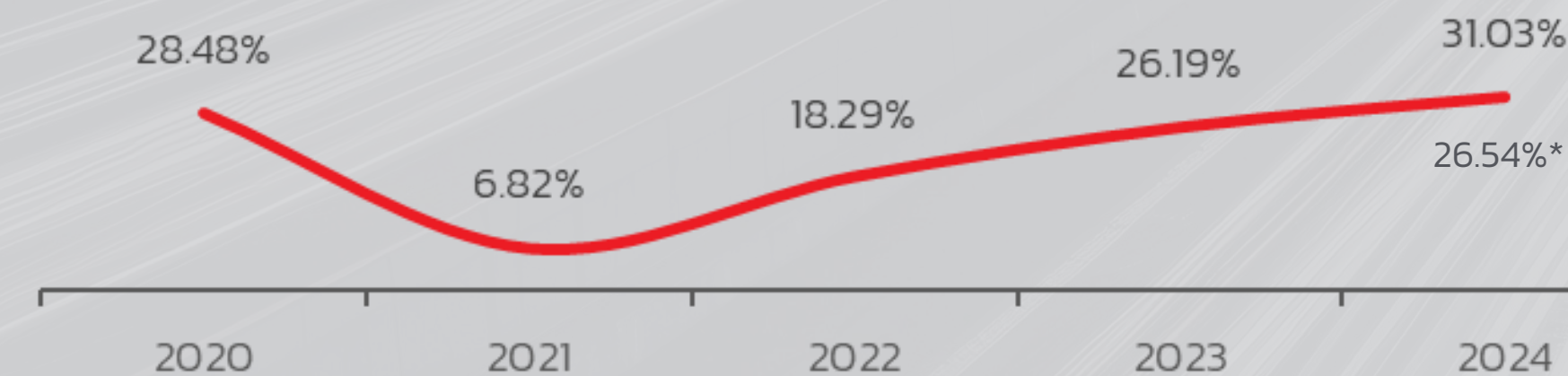
R\$ MILLION

NET INCOME

— % NET MARGIN



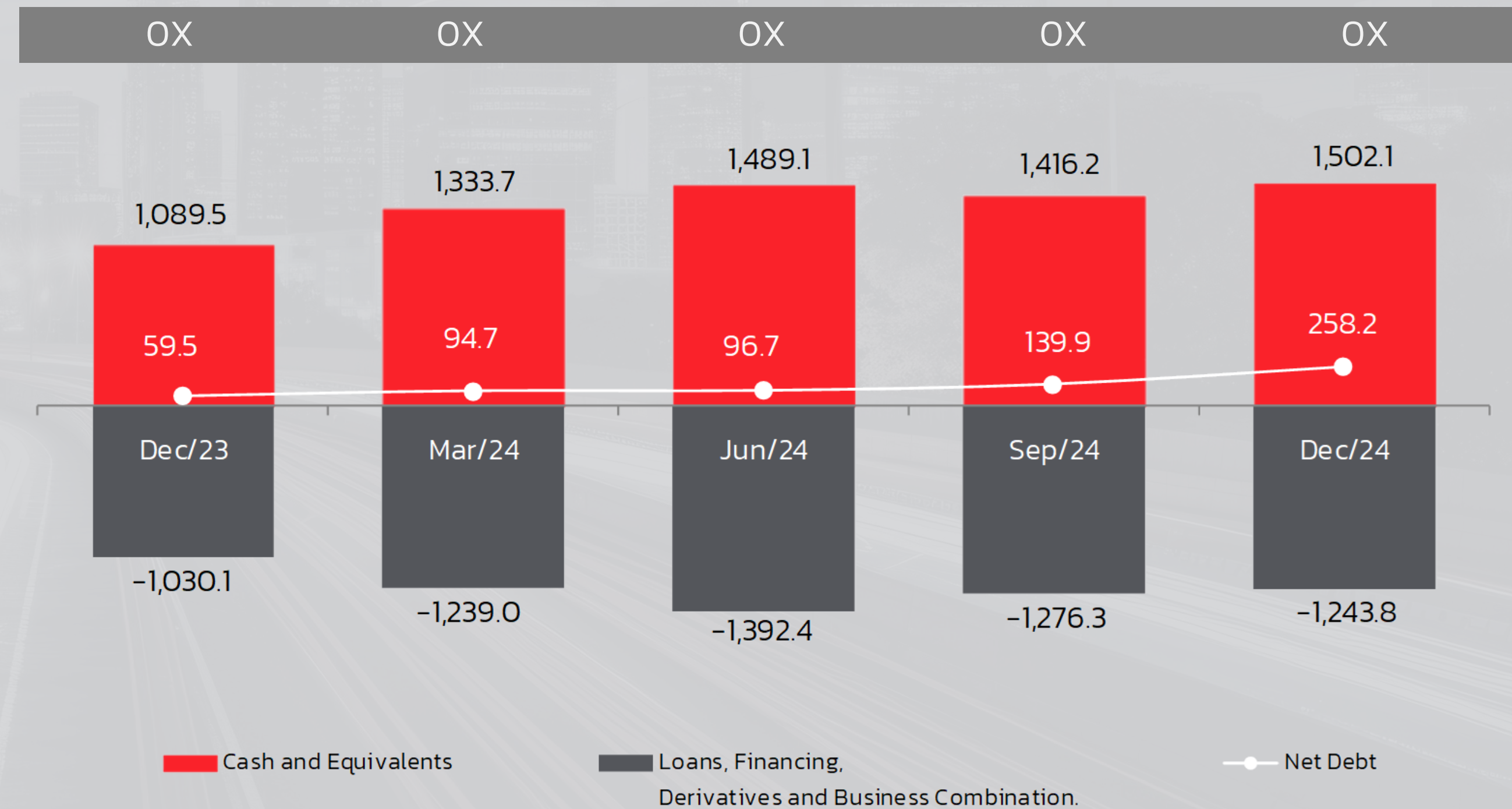
EFFECTIVE TAX RATE



* Without the effects of Fanacif's restructuring and the Law on the Taxation of Subsidiaries

NET DEBT/EBITDA

NET DEBT/EBITDA



OUTLOOK

- > Solid demand in the domestic aftermarket;
- > International freight is improving, but still with challenges;
- > Capacity increases: completion of the power substation at the Fremax site (+25% capacity) and expansion of the product range at Controil (+450 new PNs by 2026);
- > Dacomsa Integration Plan launched with great local commitment and very positive prospects.

Q & A



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.



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.

 **FRASLE**
MOBILITY

FRASLE


70
anos

NAKATA

FREMAX

Controil

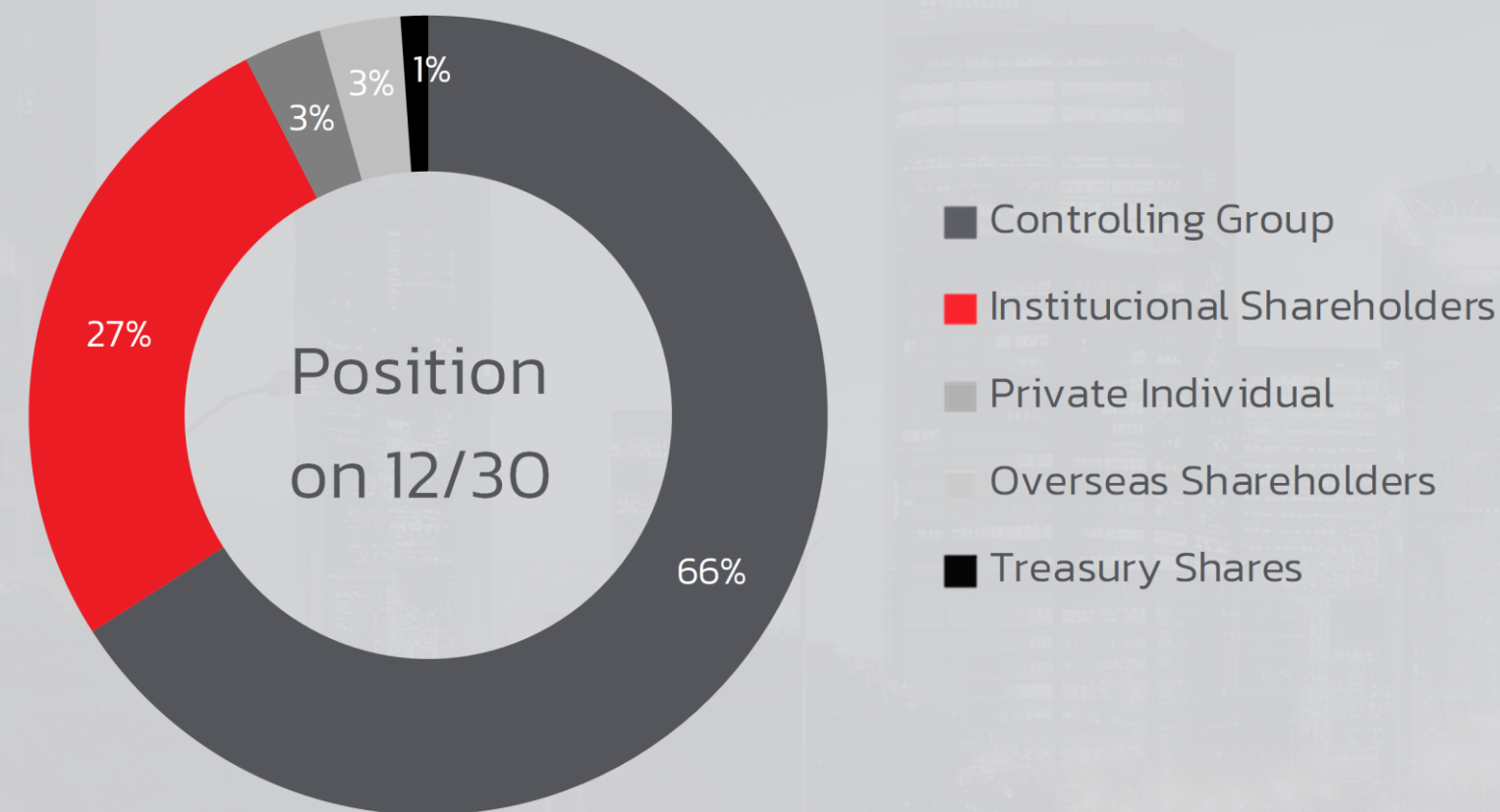

 **AUTO
EXPERTS**

COMPOSS

APPENDICES 4Q24

CAPITAL MARKET

R\$ MILLION



Average Daily Volume (R\$ thousand) | Quotation

