

# INSTITUCIONAL PRESENTATION 1Q24

**FRAS**  
B3 LISTED N1

**IBRA B3**

**IGC B3**

**IGCT B3**

**SMLL B3**

# IMPORTANT INFORMATION

*These statements are based on Management's beliefs and assumptions, as well as on currently available information. Forward-looking statements include information on our current intentions, beliefs or expectations, as well as those of the Company's Board of Directors and Board of Executive Officers.*

*The reservations as to forward-looking statements and information also include data on possible or presumed operating results, as well as any statements preceded, followed or including words such as "believes", "may", "will", "expects", "intends", "plans", "estimates" or similar expressions.*

*Forward-looking statements are not performance guarantees; they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances which may or may not occur. Future results may differ materially from those expressed or suggested by forward looking statements. Many of the factors which will determine these results and figures are beyond our ability to control or predict.*

# AT A **GLANCE**



Market  
Leadership\*

(\*) Main Products

**#1**



Employees

**+5,500**



Countries  
served

**+125**

Industrial Plants / Warehouses /  
Commercial Offices /  
Technology and Development Centers

**10 / 9 / 5 / 2**



1Q24

R\$ **154.0 M**

Adjusted EBITDA

**18.3%**

Adjusted EBITDA Margin



1Q24

R\$ **841.3 M**

Net Revenue

**~35%**

Outsourced

ATA  
**GLANCE**

MARKET DISTRIBUTION  
( 1 Q 2 4 )



**65%**

LIGHT LINE



**87%**

AFTERMARKET



**49.9%**

FRICITION



**59.4%**

DOMESTIC



**35%**

COMMERCIAL



**13%**

OEM



**50.1%**

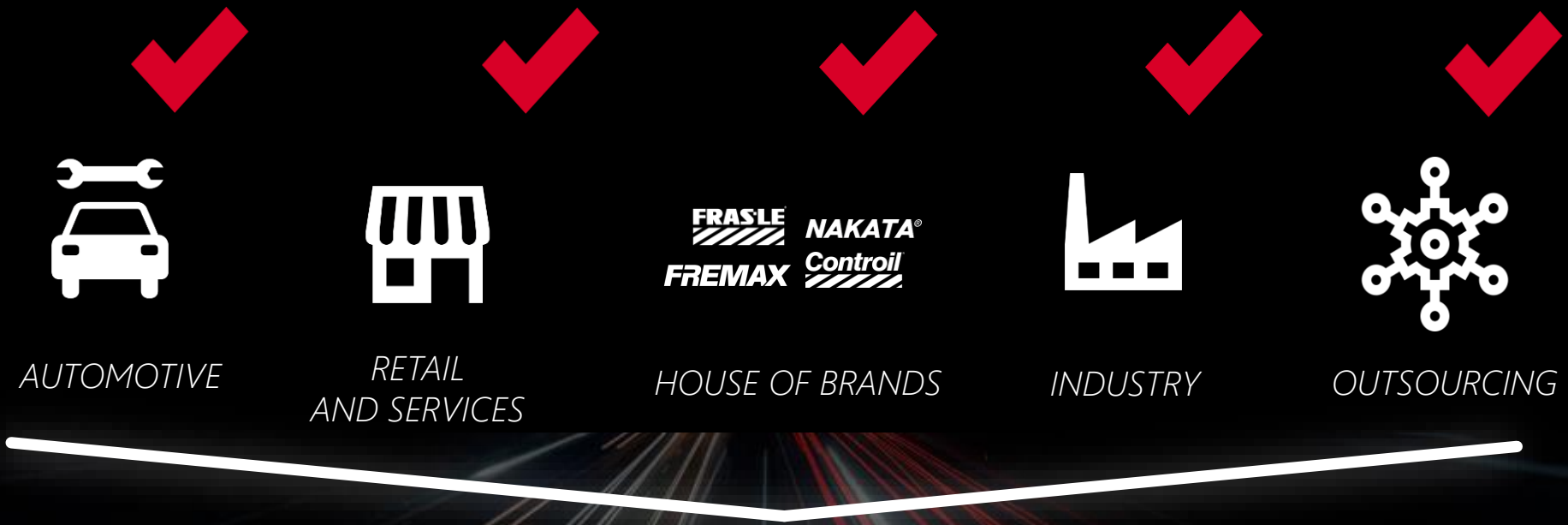
NON-FRICITION



**40.6%**

INTERNACIONAL

# FAR BEYOND A **CAPITAL GOOD COMPANY**



**Recurrence**  
*Linked to  
Circulating Fleet*

**One-Stop-Shop**  
*Complete Portfolio of Auto  
Parts and Solutions*

**House of Iconic and  
Desired Brands:**  
*Leaders in the Market*

**Robust**  
*Distribution Platform*

**Know-how**  
*in Sourcing*



# A RANDONCORP COMPANY

## **Far beyond a controlling group.**

Being part of Randoncorp allows Frasle Mobility to achieve synergies, reach markets and offer advantages in various areas of its operation, which qualify results and value its entire chain of stakeholders.

# 70 YEARS OF HISTORY!

A JOURNEY OF COURAGE AND ACHIEVEMENTS

1954 > 1971 > 1980/90 > 1996 > 2000/12 > 2017 > 2018 > 2019 > 2021 > 2023



**FRANCISCO  
STEDILE**  
CAXIAS DO SUL

PUBLIC STOCK  
OFFERING

[B]<sup>3</sup>



ARGENTINA



USA

PURCHASE OF  
CONTROL  
BY RANDONCORP



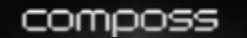
EUROPE



ASIA

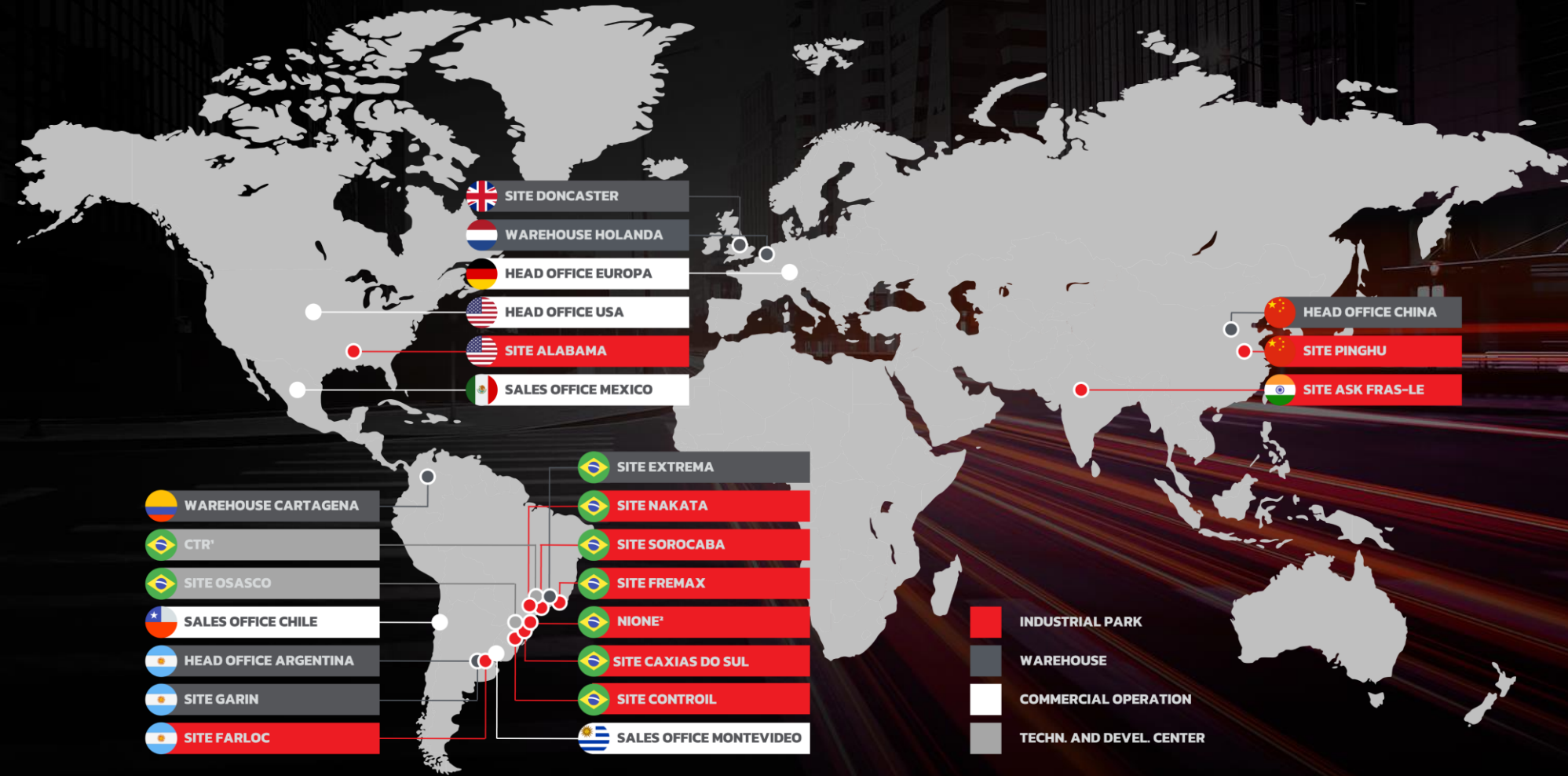


PANAMERICAN



# OUR OPERATIONS

## OVERVIEW



\*The corporate composition of Randon Technological Center (CTR) is formed by 45.07% participation by Frasle Mobility and 54.93% by Randoncorp. The CTR controls Nione, from which Frasle Mobility is entitled to royalties representing 5% of sales.

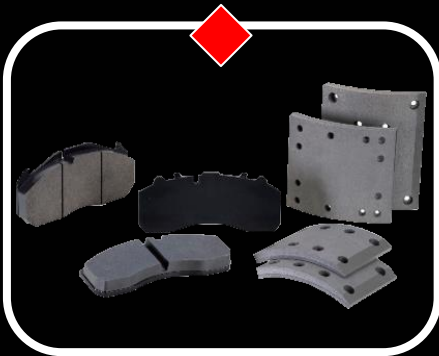


# ONE STOP SHOP

## FRICITION

### Commercial Line

>6,300 SKUs – 99%



## FRICITION

### Light Line

>9,300 SKUs – 97%



## BRAKE

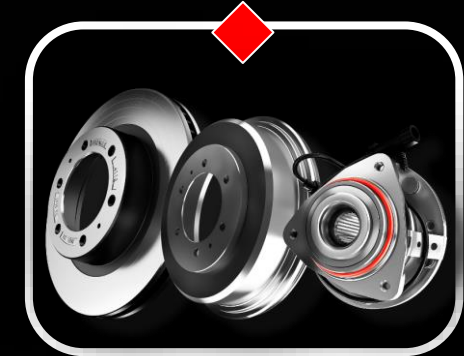
### ACTUATION

>1,000 SKUs – 65%



## BRAKE DISCS

>2,000 SKUs – 98%



## SHOCK ABSORBERS

>1,000 SKUs – 90%



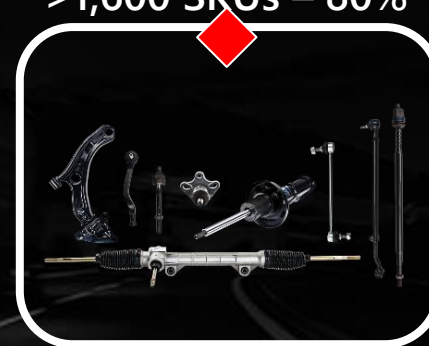
## MOTORCYCLES

>200 SKUs – 80%



## SUSPENSION AND STEERING

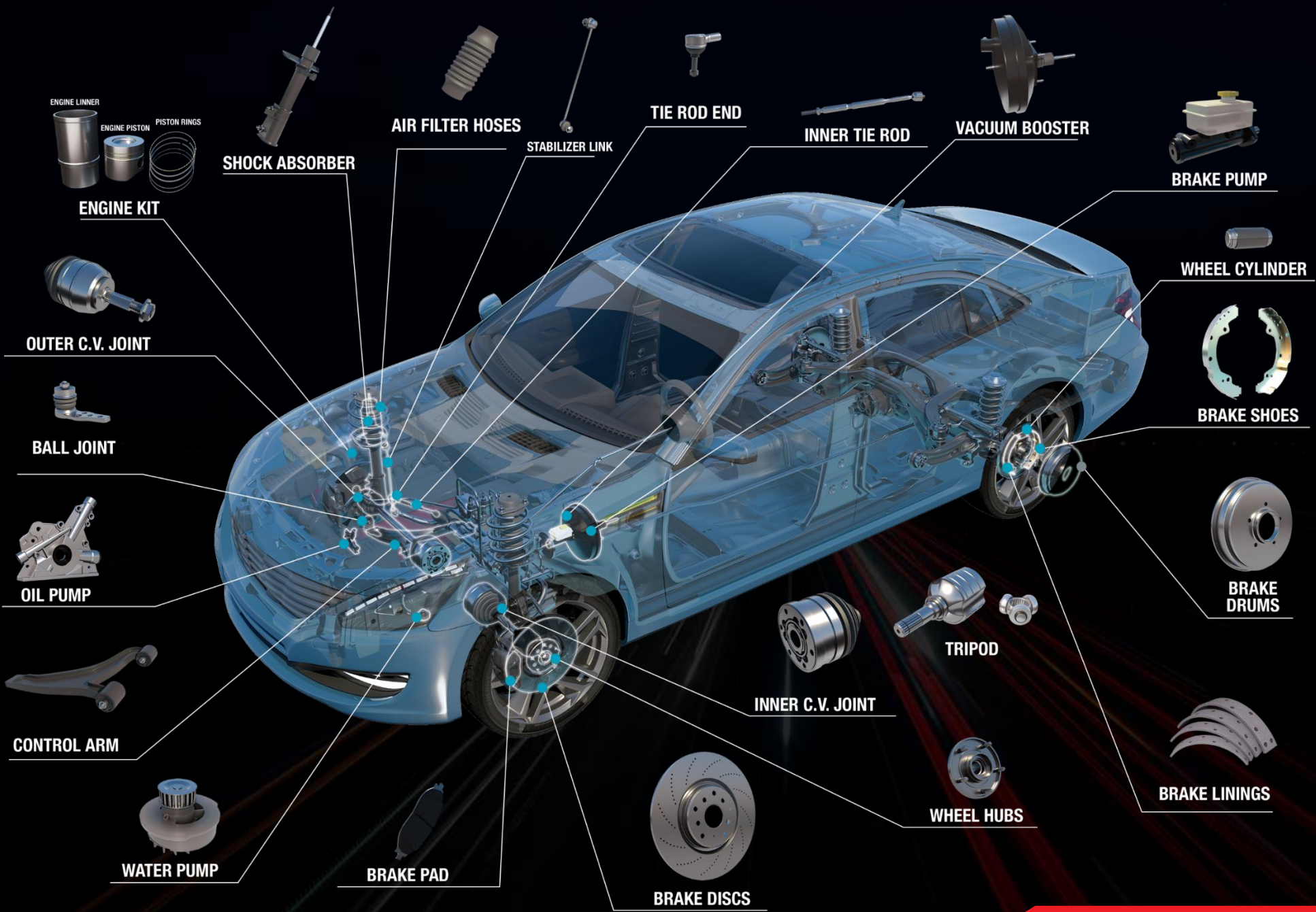
>1,600 SKUs – 80%



Total:

>21,400

SKUs



*LARGE  
PRODUCT*

DISRUPTIVE VISION  
**TOWARDS THE FUTURE**



of **products**

**ecosystem** of  
automotive consumers  
**with smart and  
sustainable  
solutions**

STRENGTH IN THE  
**AFTERMARKET**



# AWARDS AND RECOGNITION



### *O Mecânico/Ipec Survey*

MOST KNOWN AND MOST FREQUENTLY PURCHASED BRAKE PADS

### *CINAU/Workshop Brands Survey*

MOST TRUSTED AND MOST EASILY FOUND BRAKE PADS

### *Inova Award*

BEST BRAKE PAD AND TECHNICAL SUPPORT

### *Sindirepa – SP Award*

SILVER SEAL FOR BRAKE PADS



### *O Mecânico/Ipec Award*

FAVORITE BRAND BY MECHANICS FOR THE 3RD CONSECUTIVE YEAR

### *CINAU/Workshop Brands Survey*

MOST FREQUENTLY PURCHASED BRAND

### *Inova Award*

RESULTS OF PROMOTIONAL ACTIONS, INTERACTION IN DIGITAL MEDIA, CUSTOMER SERVICE AND TECHNICAL SUPPORT

### *Sindirepa – SP Award*

BRONZE SEAL FOR WATER PUMP



### *O Mecânico/Ipec Survey*

BEST KNOWN AND MORE FREQUENTLY PURCHASED BRAND

### *CINAU/Workshop Brands Survey*

MOST FREQUENTLY PURCHASED BRAND

### *Inova Award*

BRAKE DISC

### *Sindirepa – SP Award*

GOLD SEAL FOR BRAKE DISC



### *O Mecânico/Ipec Survey*

BEST KNOWN AND MOST FREQUENTLY PURCHASED BRAND

### *CINAU/Workshop Brands Survey*

MOST TRUSTED AND MOST EASILY FOUND IN THE SUPPLIER



### *Iveco Group Supplier of the Year*

SUPPLIER OF THE YEAR



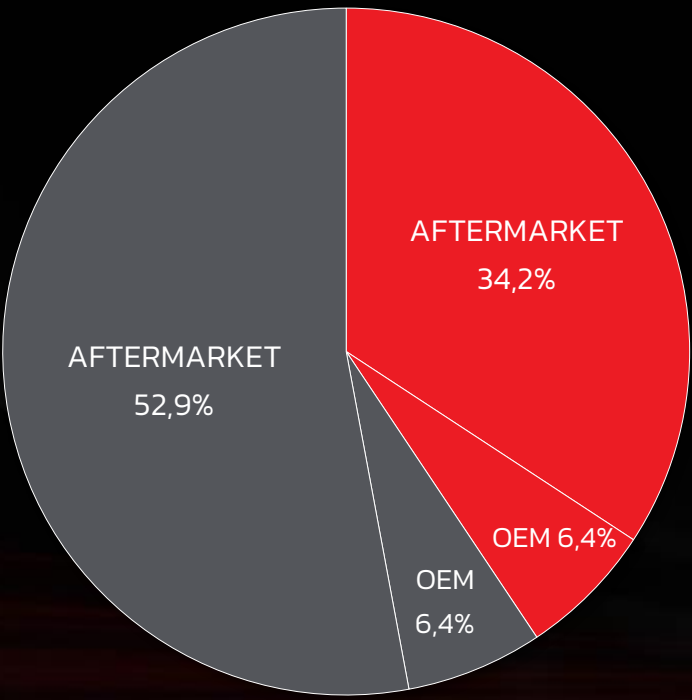
### *British Aftermarket Federation Award*

CAR SUPPLIER OF THE YEAR

# MARKETS | SEGMENTS | PRODUCTS

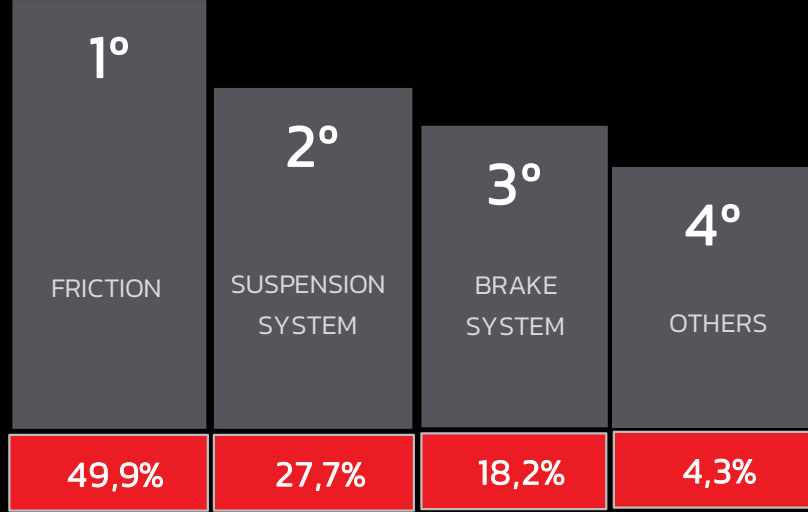
## 1Q24

### MARKET



■ DOMESTIC  
■ FOREIGN

■ FRICTION  
■ NON FRICTION



■ Total % (revenue per product X net revenue)

### COMPOSITION FRICTION MATERIALS



# FRASLE MOBILITY IS A MARKET LEADER WITH A DEFENSIVE PORTFOLIO

## MARKET LEADERSHIP

Market Share by Product Category (%)

|  | 53%                                | 59%                        | 40%              | 33%              | 26%                            | 42%                        | 19%                                 | 23%            |
|--|------------------------------------|----------------------------|------------------|------------------|--------------------------------|----------------------------|-------------------------------------|----------------|
|  |                                    |                            |                  |                  |                                |                            |                                     |                |
|  | Truck & Trailer Heavy Brake Lining | Passenger Car Brake Lining | Light Brake Pads | Master Cylinders | Heavy Brake Pads – Urban Buses | Passenger Cars Brake Shoes | Passenger Cars and SUVs Brake Discs | Shock Absorber |
| <b>Non-Elective</b>                            | ✓                                  | ✓                          | ✓                | ✓                | ✓                              | ✓                          | ✓                                   | ✗              |
| <b>First Replacement<sup>2</sup></b><br># Km   | 100.000                            | 100.000                    | 40.000           | 135.000          | 60.000                         | 100.000                    | 60.000                              | 80.000         |
| <b>Others Replacement<sup>3</sup></b><br># Km  | 60.000                             | 60.000                     | 30.000           | 120.000          | 50.000                         | 60.000                     | 40.000                              | 40.000         |
| <b>Recurrence<sup>4</sup></b><br>X each 5 year | 8.3x                               | 1.0x                       | 2.0 x            | 1.0x             | 10.0x                          | 1.2x                       | 1.0x                                | 1.5x           |

**70% OF SALES<sup>1</sup>**

OE Volume is 7x smaller than IAM, although, Fras-le is a leader and relevant player in Brazil and US (+90% of Brazilian & 40% of US OE CV market)

Notes: (1) Replacement sales volume; (2) Considers new vehicle with standard setup; (3) Considers 12.000 Km/year for LV and 100.000 Km/year for CV, without damages; (4) Considers recurrence for others replacement in note (3) scenario.  
Source: Frasle Mobility Market Intelligence | Data for the year 2023

MARKET SHARE:

**BRAZIL AFTERMARKET\***



PADS FOR  
AUTOMOBILES

**40%**

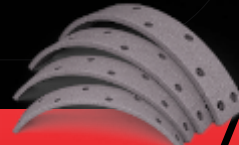
+ 2.4 p.p. vs 2022



SHOES FOR  
AUTOMOBILES

**42%**

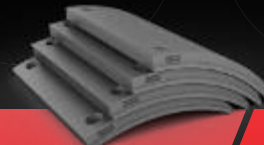
+ 8 p.p. vs 2022



BRAKE LININGS  
FOR AUTOMOBILES

**59%**

+ 1 p.p. vs 2022



BRAKE LININGS FOR  
HEAVY VEHICLES

**53%**

+ 3.3 p.p. vs 2022



PADS FOR  
HEAVY VEHICLES

**26%**

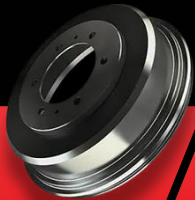
- 1.7 p.p. vs 2022



BRAKE  
DISCS

**19%**

- 1.2 p.p. vs 2022



BRAKE  
DRUMS

**11%**

- 2.3 p.p. vs 2022



WHEEL  
CYLINDERS

**28%**

+ 3.7 p.p. vs 2022



MASTER  
CYLINDERS

**33%**

- 6.4 p.p. vs 2022



VACUUM  
BOOSTER

**28%**

+ 3.4 p.p. vs 2022



SHOCK  
ABSORBER

**23%**

+ 4.5 p.p. vs 2022



OTHER  
SUSPENSION  
PARTS

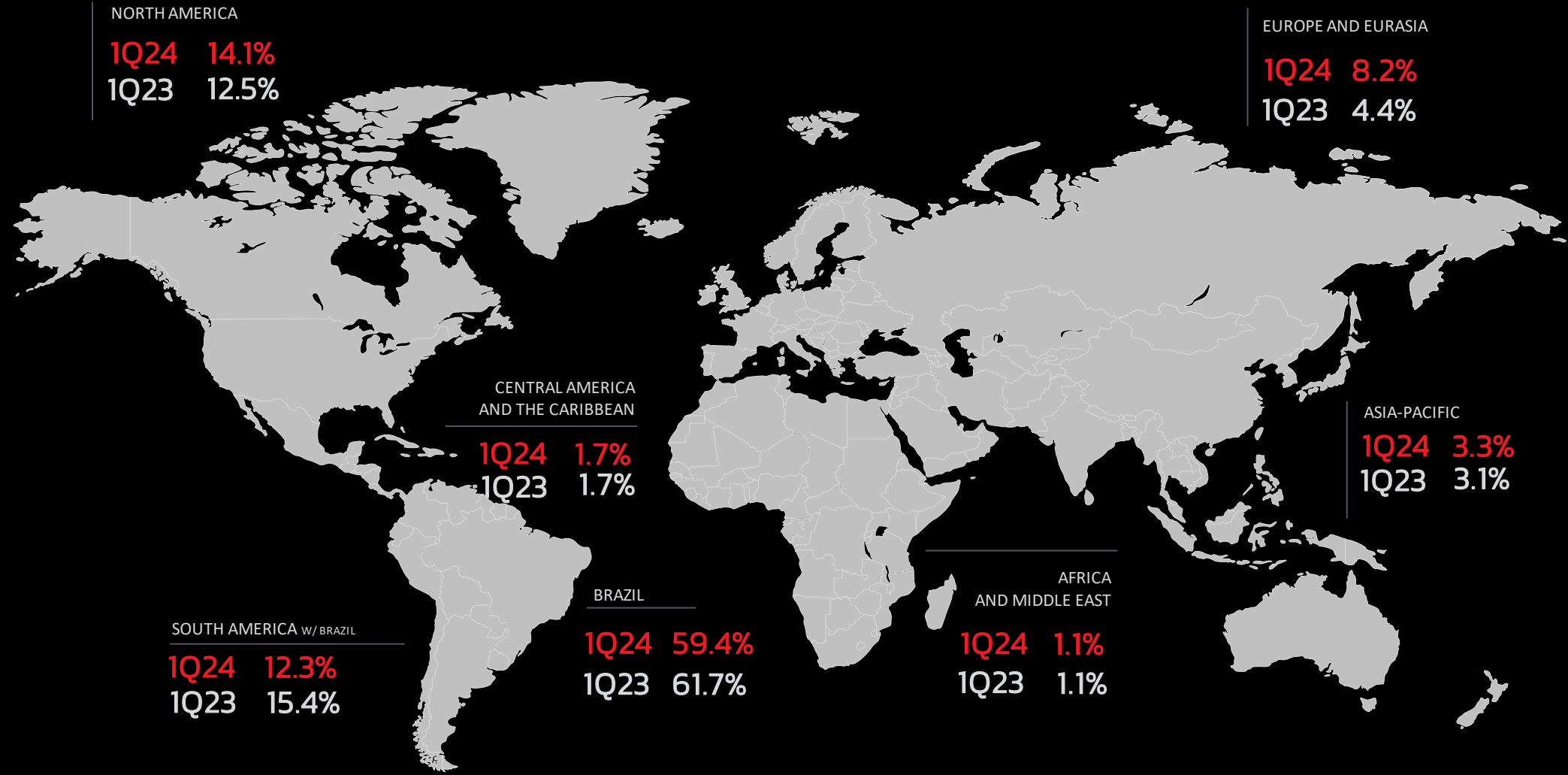
**23%**

+ 3.1 p.p. vs 2022

\* Data for the year 2023 | % Invoiced quantity/Potential Market



# DISTRIBUTION OF NET REVENUE

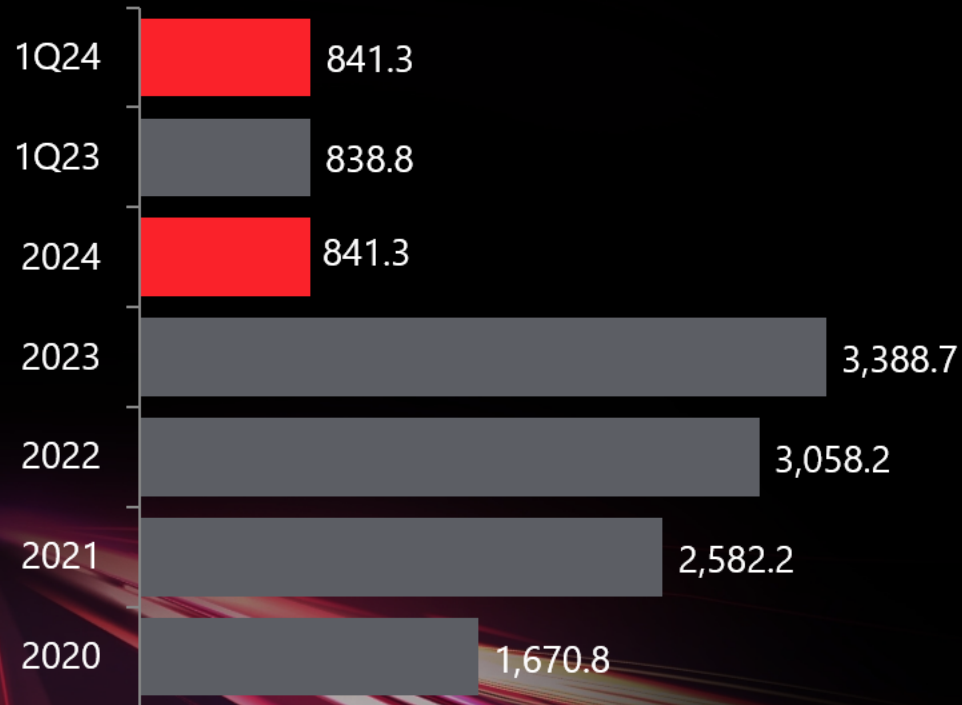


# OVERVIEW FRASLE MOBILITY

## NET REVENUE | SALES IN THE FOREIGN MARKET

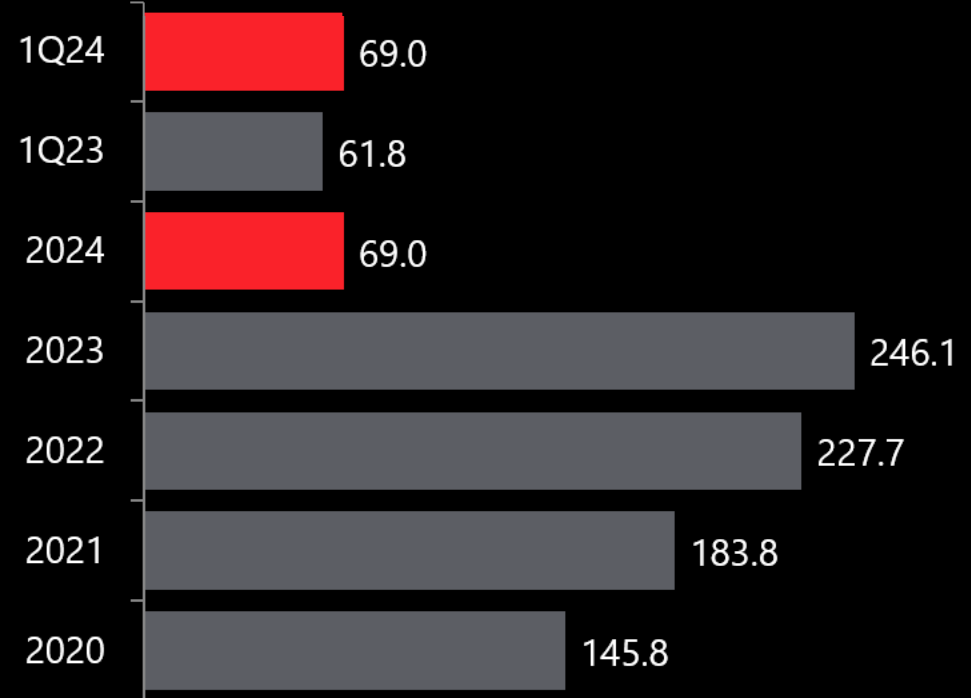
### Net Revenue

R\$ million



### Sales in the Foreign Market\*

US\$ million



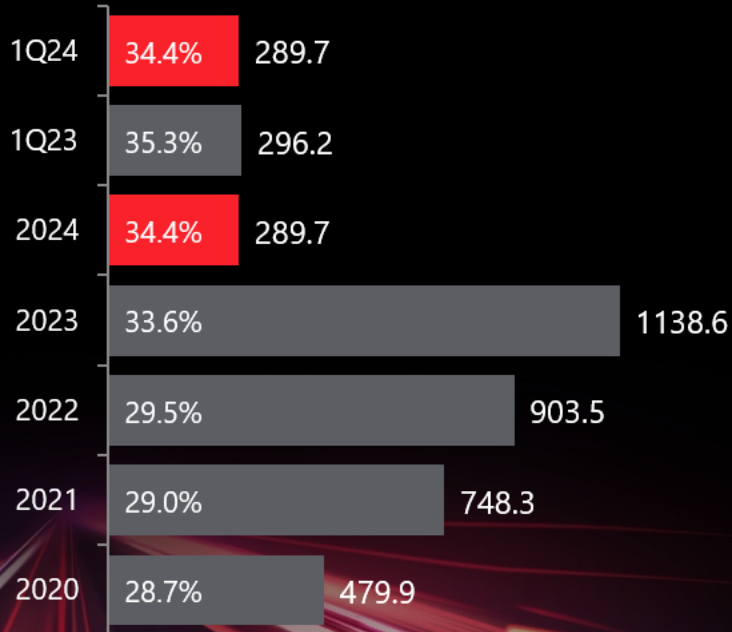
\*Value referring to the sum of exports from Brazil and revenues generated by operations abroad, net of intercompany operations.

# OVERVIEW FRASLE MOBILITY

## GROSS INCOME | EBITDA | NET PROFIT

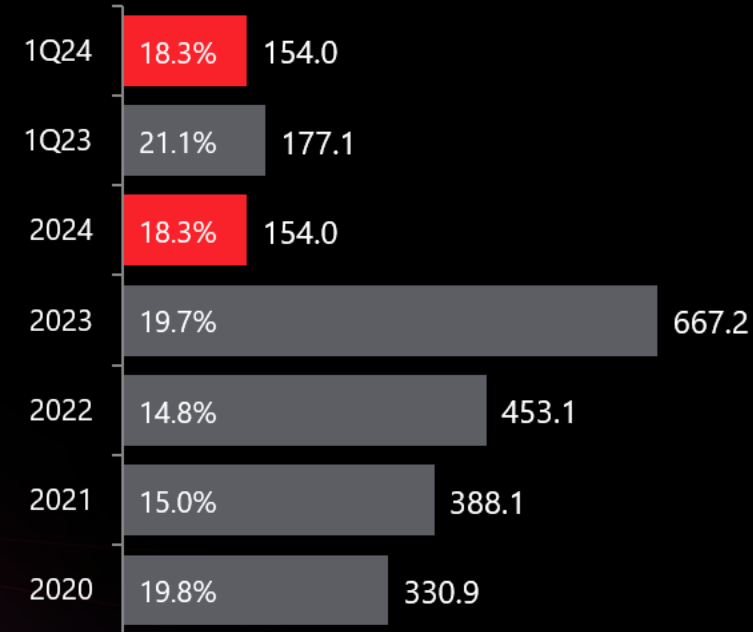
### Gross Income and Margin

R\$ million and %



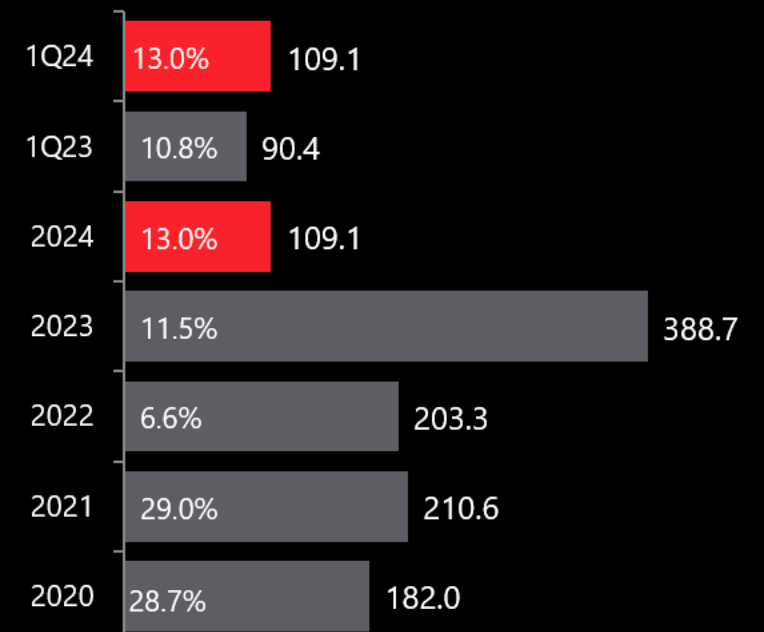
### EBITDA and Margin

R\$ million and %



### Net Profit/Loss and Margin

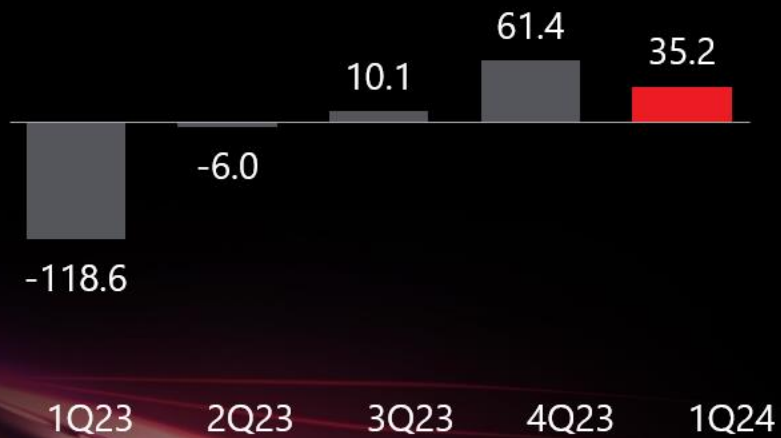
R\$ million and %



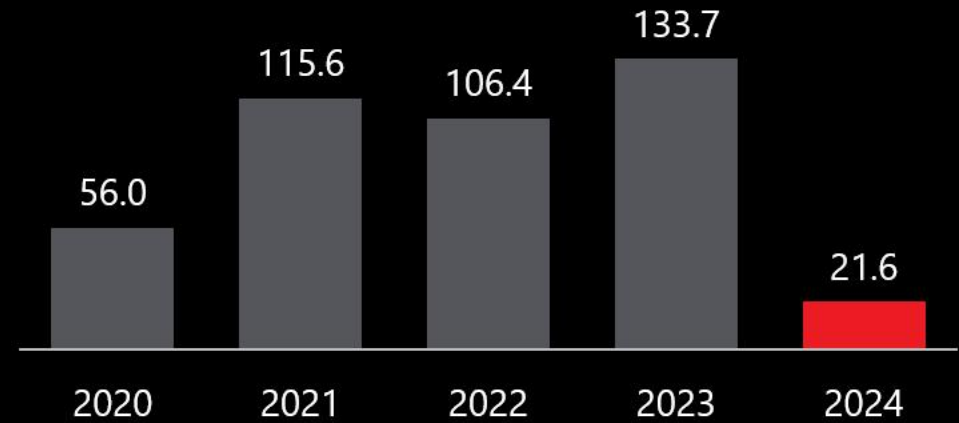
# OVERVIEW FRASLE MOBILITY

## FREE CASH FLOW | INVESTMENTS

FREE CASH FLOW  
R\$ million



CAPEX

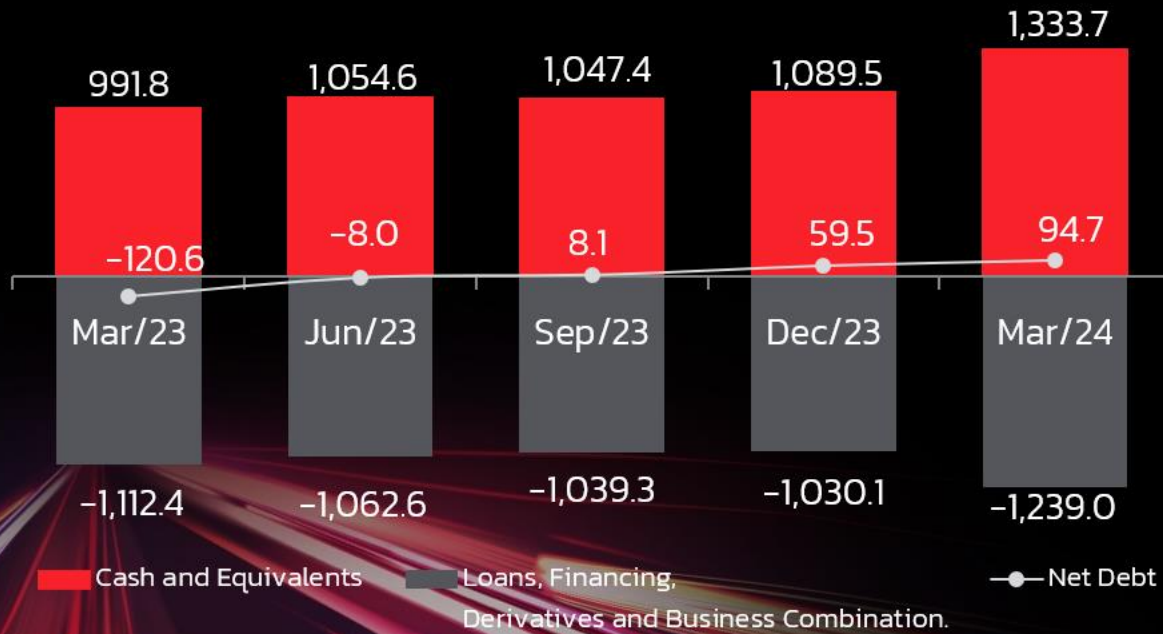


# OVERVIEW FRASLE MOBILITY

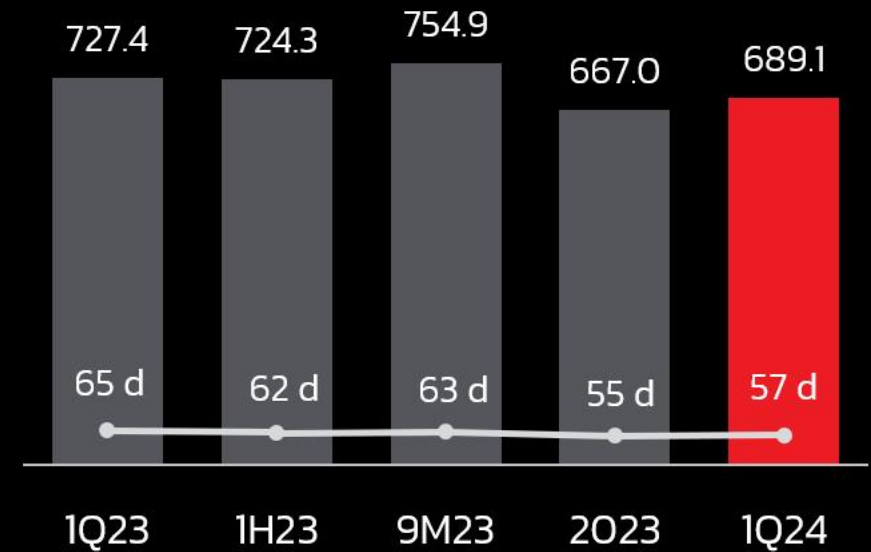
## NET DEBT AND WORKING CAPITAL

NET DEBT / EBITDA

| 1X | 2X | 2X | 0X | 0X |
|----|----|----|----|----|
|----|----|----|----|----|



WORKING CAPITAL  
R\$ million



# GUIDANCE



NET REVENUE

**R\$ 841.3 m**

+0.3%  
vs. 1Q23

Guidance

**R\$ 3.7 – 4.0 bi**



FOREIGN MARKET

**US\$ 69.0 m**

+11.6%  
vs. 1Q23

Guidance

**US\$ 250 – 290 m**



EBITDA MARGIN

**18.3%**

-2.8 p.p.  
vs. 1Q23

Guidance

**17% - 21%**



INVESTMENTS

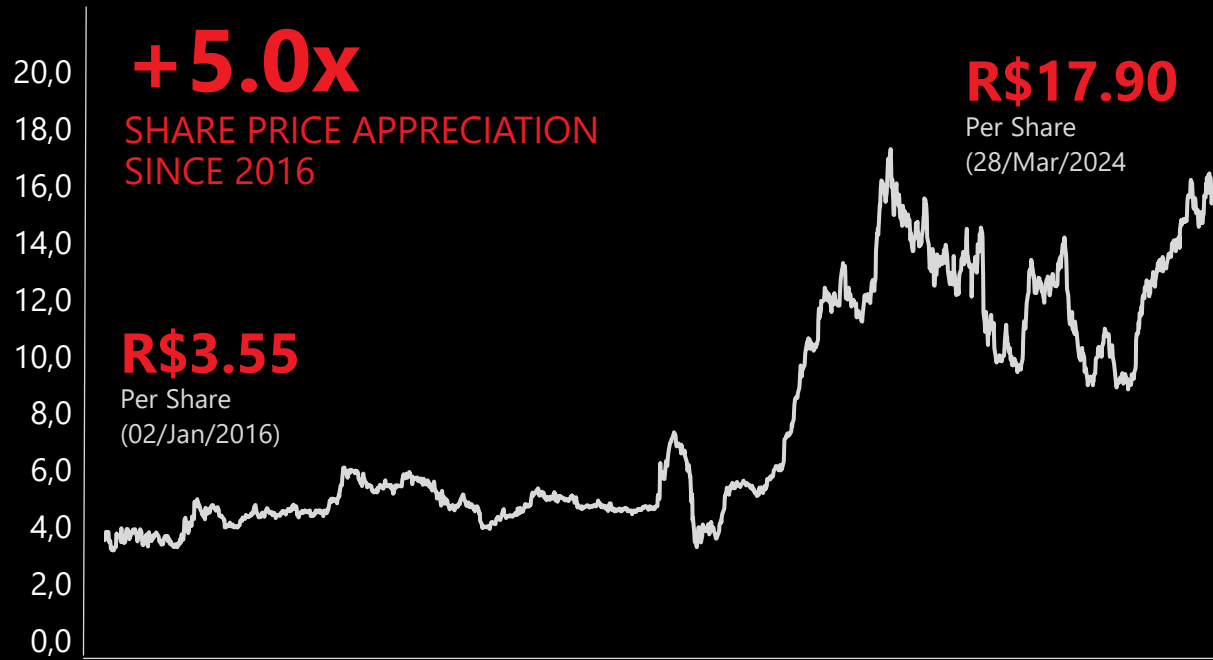
**R\$ 21.6 m**

+30.6%  
vs. 1Q23

Guidance

**R\$ 130 – 170 m**

# VALUE CREATION JOURNEY



*Inorganic Expansion Movements in The Last Years*

**JURID®**      **FREMAX**

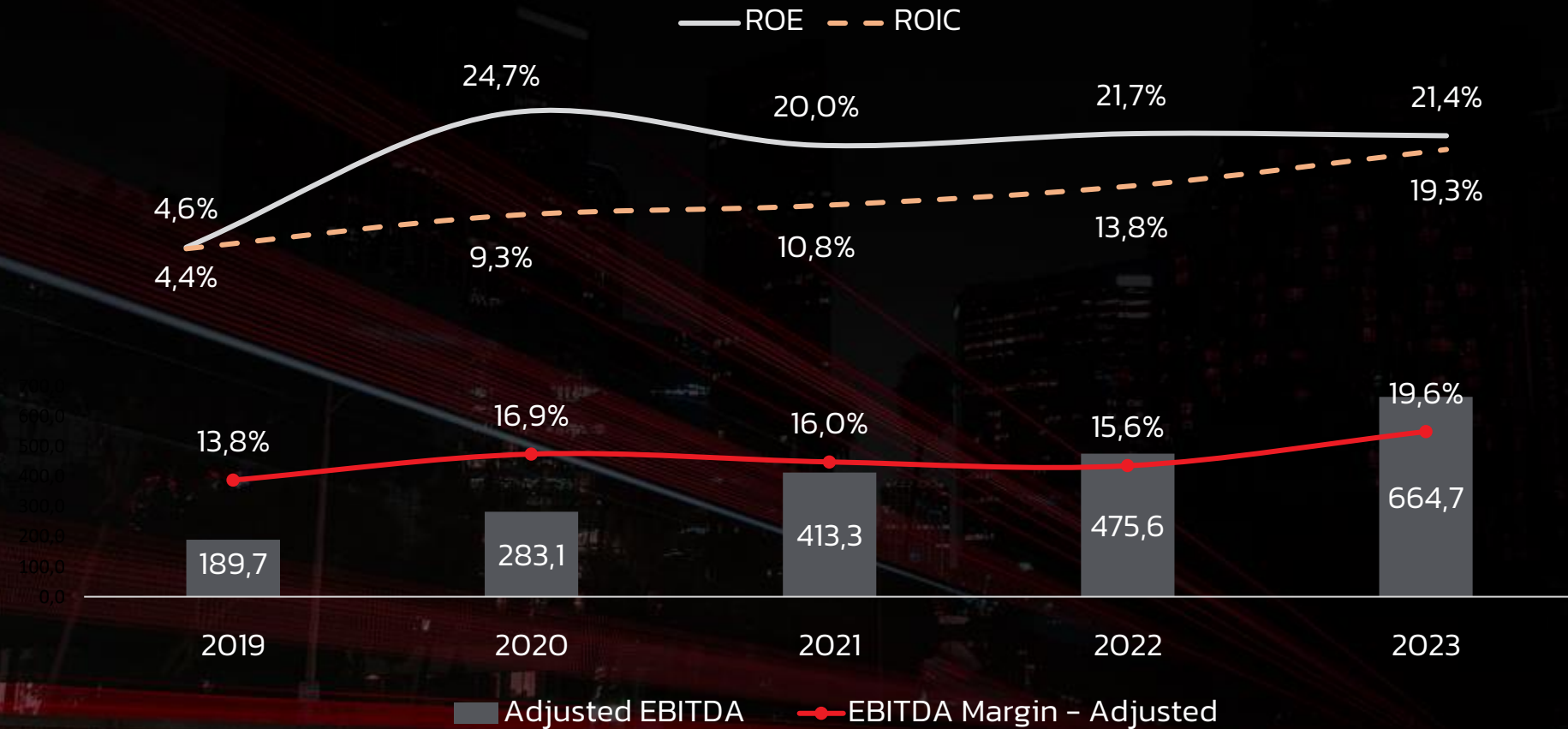
**ETR**  
DRIVEN BY INNOVATION

**NAKATA**

**NIONE**      **JURATEK**

**composs**

# VALUE GENERATION





# VALUE GENERATION

|                   | FRAS-LE  | FRASLE MOBILITY |
|-------------------|----------|-----------------|
|                   | 2017     | 1Q24            |
| Employees         | 3,390    | 5,730           |
| Plants/Warehouses | 7/5      | 10/9            |
| Friction Material | 89.3%    | 49.9%           |
| Iconic Brands     | 3        | 5               |
| Market Cap*       | R\$1.2BI | R\$4.8BI        |

\*Market Cap of 03/28/24

# STRATEGY EXECUTION



## Aftermarket Powerhouse

Revenue Resilience - Market Stability  
Strong cash generation  
Combined synergies and opportunities  
Low Investment - Fast Growth



## Global FootPrint



## Innovation and Technology

Electrification – Autonomous Vehicles and Mobility Digitalization  
Modernization, Automation and “Smart Factory”  
Smart Materials

We are preparing a **new route**, supported by an assertive strategy that reinforces **synergies**, expands geographic coverage, product mix, outsourcing, scale gains and optimization in the use of productive assets

**MAIN  
DRIVERS**

**SYNERGIES**

**KNOW-HOW**

- > HOW TO DO
- > MANUFACTURING  
AS A BASIS
- > MAKE OR BUY
- > TECHNICAL  
COMPETENCY
- > TECHNOLOGIES
- > INTELLECTUAL  
PROPERTY

**ACCESS**

- > CUSTOMERS
- > BRANDS
- > PORTFOLIO
- > SOURCING
- > PEOPLE

**CREATE VALUE | POTENTIAL TO DO MORE WITH LESS**

# CORPORATE GOVERNANCE

## FRAS3 | B3 LISTED N1

**1971**

IPO

**100%**

Tag Along

**R\$ 4.8 bi**

Market Cap

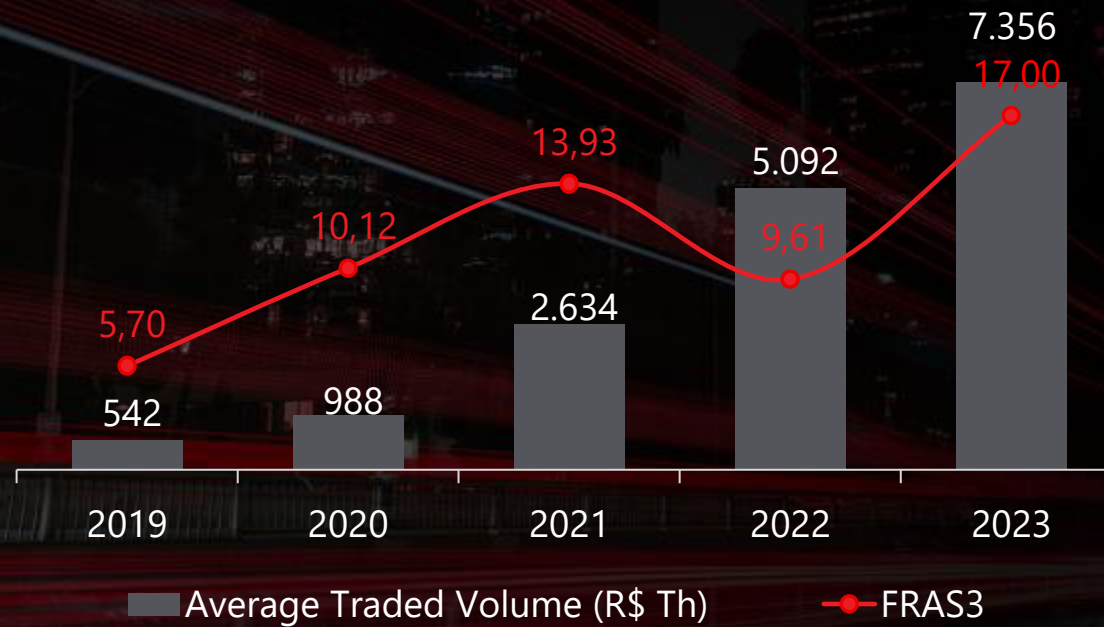
**33.2%**

Free Float

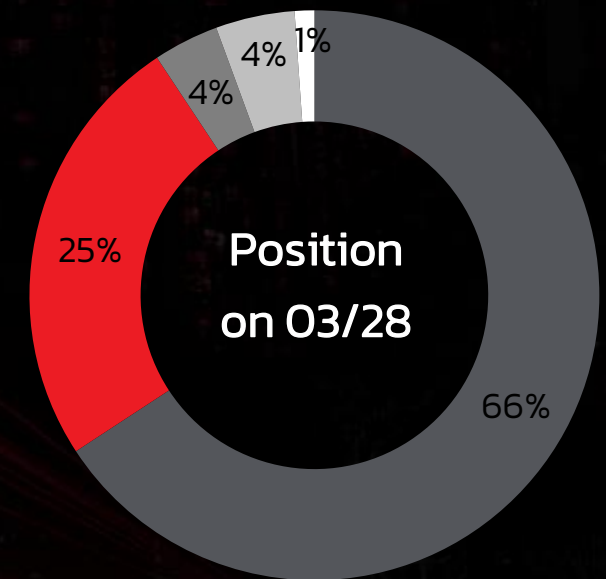
AVERAGE DAILY VOLUME (R\$ THOUSAND)  
QUOTATION AND NO. OF SHAREHOLDERS

NO. OF SHAREHOLDERS

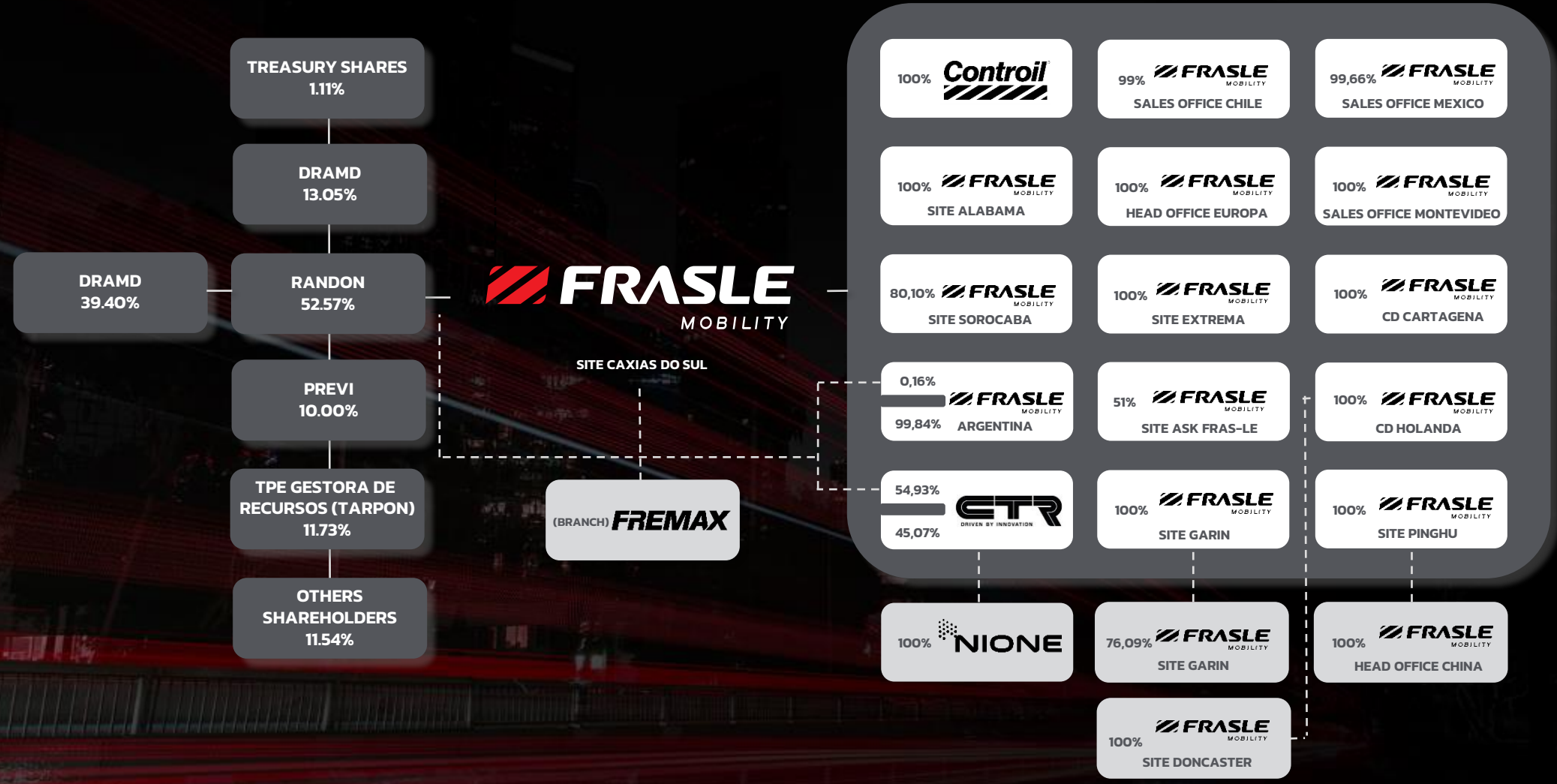
|        |        |       |       |       |
|--------|--------|-------|-------|-------|
| 11,763 | 11,014 | 8,974 | 8,472 | 9,441 |
|--------|--------|-------|-------|-------|



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



# SHAREHOLDER STRUCTURE



# STRATEGY AND EXECUTION

# GOVERNANCE

## BOARD OF DIRECTORS

DAVID ABRAMO RANDON  
ASTOR MILTON SCHMITT  
DANIEL RAUL RANDON  
ANTONIO SERGIO RIEDE  
RENATA FABER ROCHA RIBEIRO

## SUPERVISORY BOARD

JAIME MARCHET  
JOÍLSON RODRIGUES FERREIRA  
WLADIMIR OMIECHUCK



**SÉRGIO DE CARVALHO**  
CEO FRASLE MOBILITY



**ANDERSON PONTALTI**  
COO FRASLE MOBILITY



**ALEXANDRE CASARIL**  
Engineering and OEM Sales Director  
Product Engineering and OEM Sales Director

FRASLE MOBILITY



**ALFREDO LORENZONI**  
Business Officer  
Business Director

FRICION COMMERCIAL LINE  
FRASLE MOBILITY CHINA  
AFF



**GUILHERME ADAMI**  
Business Officer  
Business Director

FRICION LIGHT LINE  
COMPOSS  
EMEA  
JURATEK



**HEMERSON SOUZA**  
Business Officer  
Business Director

IR AND M&A  
CONTROIL  
FREMAX



**IVAN BOLSONI**  
Business Officer  
Business Director

FRASLE MOBILITY N.A



**MARCELO TONON**  
Business Officer  
Business Director

NAKATA



**PAULO GOMES**  
Business Officer  
Business Director

LATAM  
SSC  
ARAY



**SÉRGIO HESSEL**  
Controller Director  
Controller

FRASLE MOBILITY



**SÉRGIO MONTAGNOLI**  
Director of Spare Parts Sales And Marketing  
Aftermarket Sales and Marketing Director

FRASLE MOBILITY

*PUBLIC*  
**COMMITMENTS**

**PLANET**



Reduce greenhouse gas emissions by 40% by 2030.  
Progress from 4.21 to 3.48 KgCO2/hours worked.

Zero waste disposal in industrial landfills and reuse 100% of treated effluent by 2025.  
Progress from 25% to 14%.

**ESG**



**PEOPLE**

Double the number of women in leadership positions by 2025.  
Progress from 11% to 13%.

Zero serious accidents.

**BUSINESS**



Increase annual net revenue generated by new products.  
Increase from 49.25% to 56.24% of net revenue in 2023.

# ALL OUR BRANDS AND SOLUTIONS A FEW CLICKS AWAY



**Digital platform** that transforms the customer experience with Frasle Mobility brands

|  | 2022           | 2023          |                           |
|--|----------------|---------------|---------------------------|
|  | <b>1.7M</b>    | <b>4.2M</b>   | accesses                  |
|  | <b>1.1M</b>    | <b>2.4M</b>   | users                     |
|  | <b>2.6M</b>    | <b>5.5M</b>   | searches                  |
|  | <b>807K</b>    | <b>2.4M</b>   | Searches by license plate |
|  | <b>10.1K</b>   | <b>20.7K</b>  | SKUS                      |
|  | <b>5.3 min</b> | <b>12 min</b> | time                      |





Complex for **development** and **approval** of products for the mobility industry



**90** HECTARES OF AREA



**20** TRACKS



LABORATORIES, WORKSHOPS,  
**MULTIDISCIPLINARY TEAM**



# NIONE

Pioneer in the large-scale manufacturing of Niobium nanoparticles.



STRENGTH



DURABILITY



LIGHTNESS



# composs

Pioneer in **composite materials** in  
Latin America

**LIGHTER**

**NO PAINTING REQUIRED**

**NO OXIDIZATION**

**EASY INSTALLATION**

**MORE STRENGTH**

**INNOVATIVE  
DESIGN**



SUPPLIER OF THE YEAR  
IVECO GROUP | **2023**

# **APPENDICES**



# AUTO PARTS AFTERMARKET: RELEVANT, RESILIENT AND GROWING MARKET

## INDUSTRY HIGHLIGHTS



**R\$ ~100 bi**  
Automotive aftermarket size in Brazil (2021)



**3,3%**  
Expected market growth 2022 – 2025e

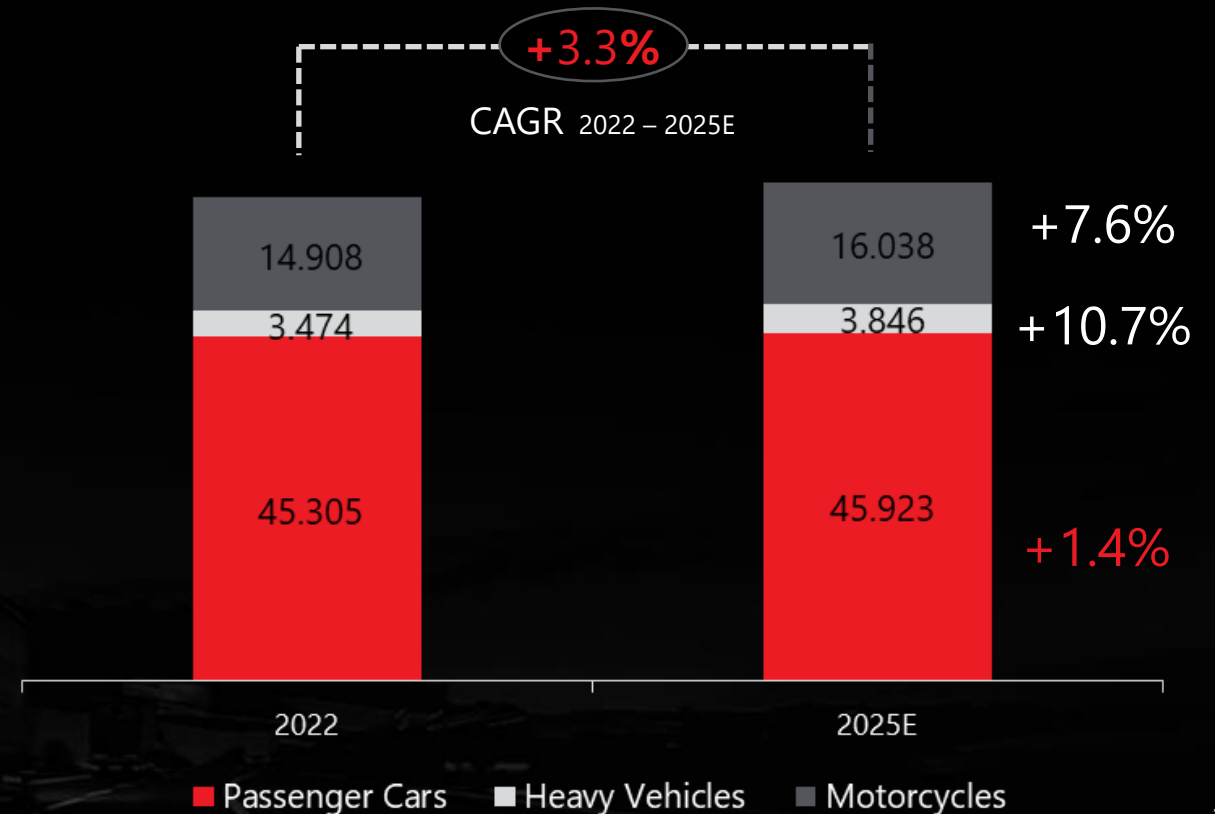


**45 MM**  
Light vehicles circulating fleet  
+3 mm for bus, trailers & trucks



**~10**  
Average fleet age

## BRAZILIAN AUTOMOTIVE AFTERMARKET | R\$ BN

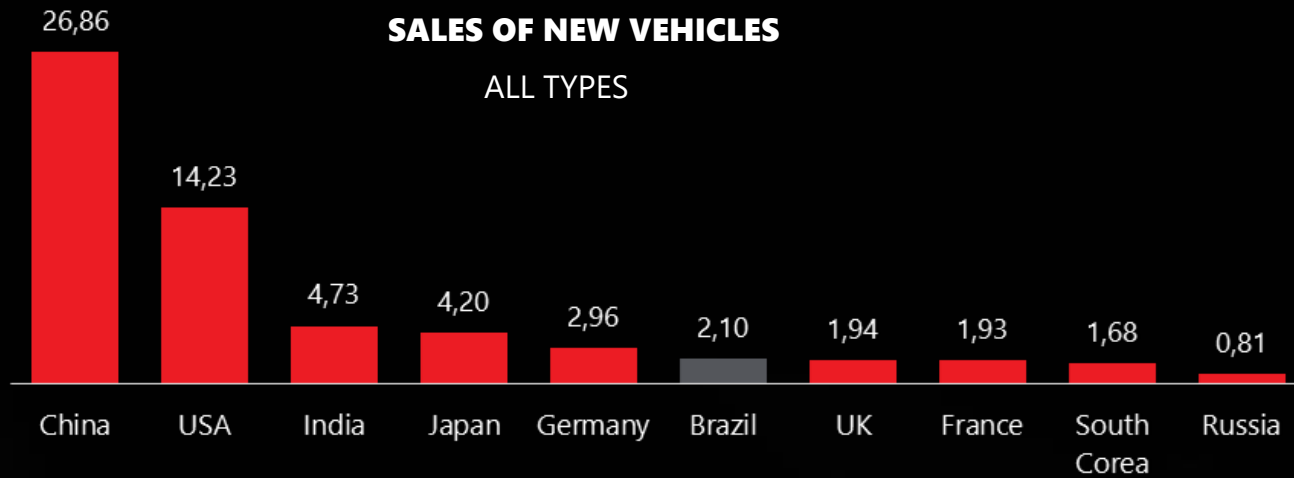


# DRIVEN BY FLEET EXPANSION AND AGING

TRENDS SUCH AS CAR PENETRATION INCREASING IN BRAZIL AND MAINTENANCE EXPENDITURES ALSO CONTRIBUTE TO MARKET GROWTH

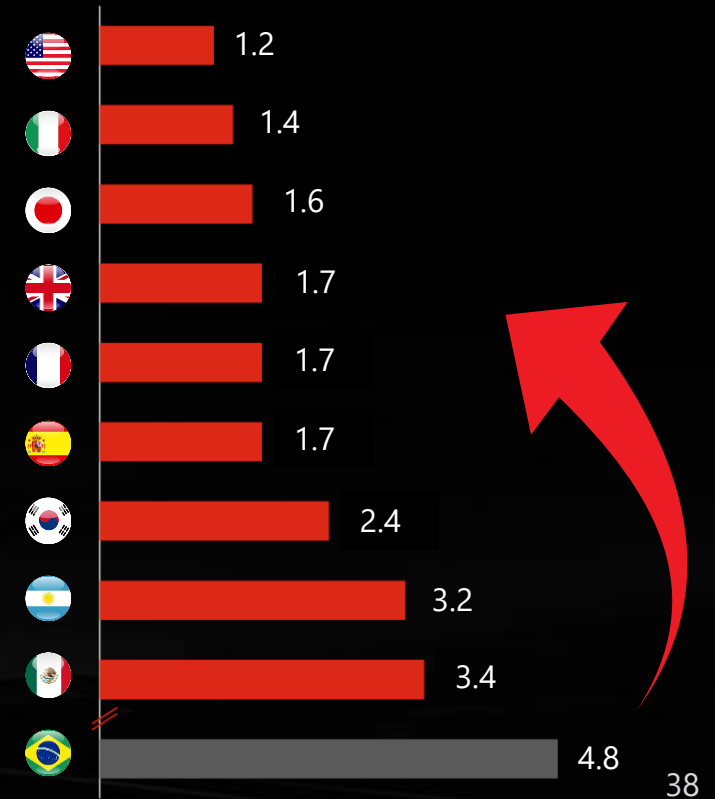
## SALES OF NEW VEHICLES

ALL TYPES



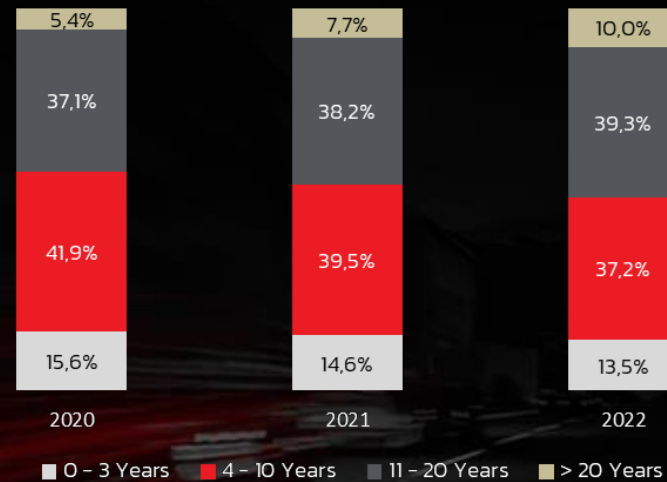
## HIGH POTENTIAL TO INCREASE VEHICLE FLEET

Total de Inhabitants / Vehicles  
2015 Last available data



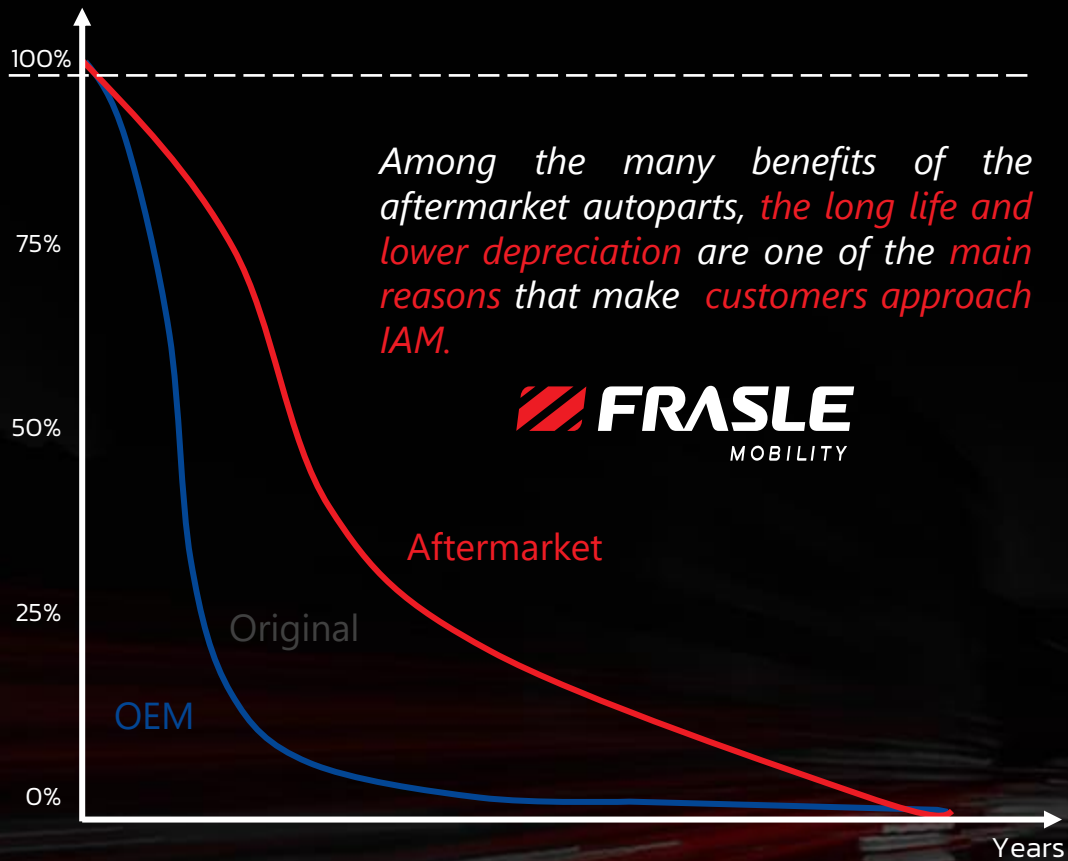
## FLEET AGING

Fleet by Average Age (% Total)

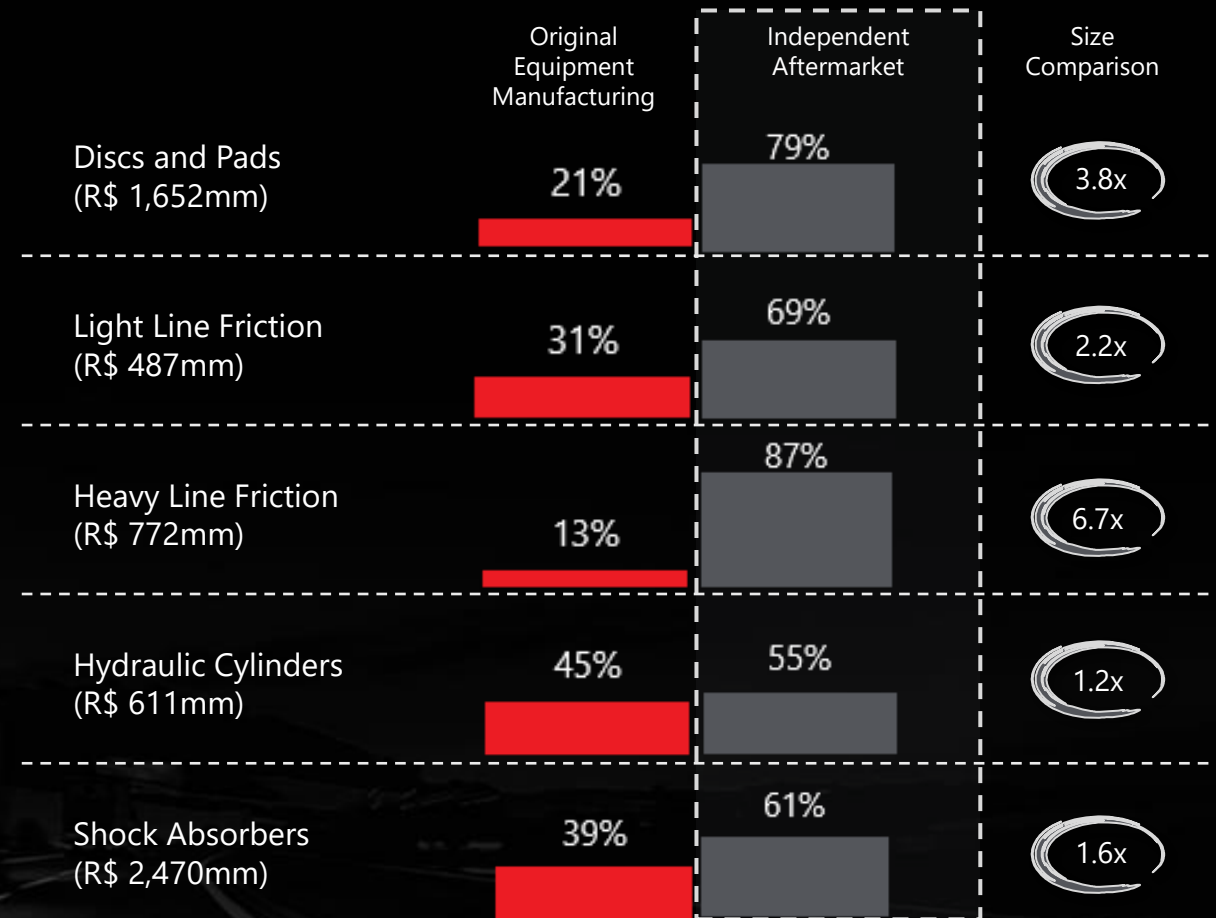


# AUTOMOTIVE PARTS MARKET

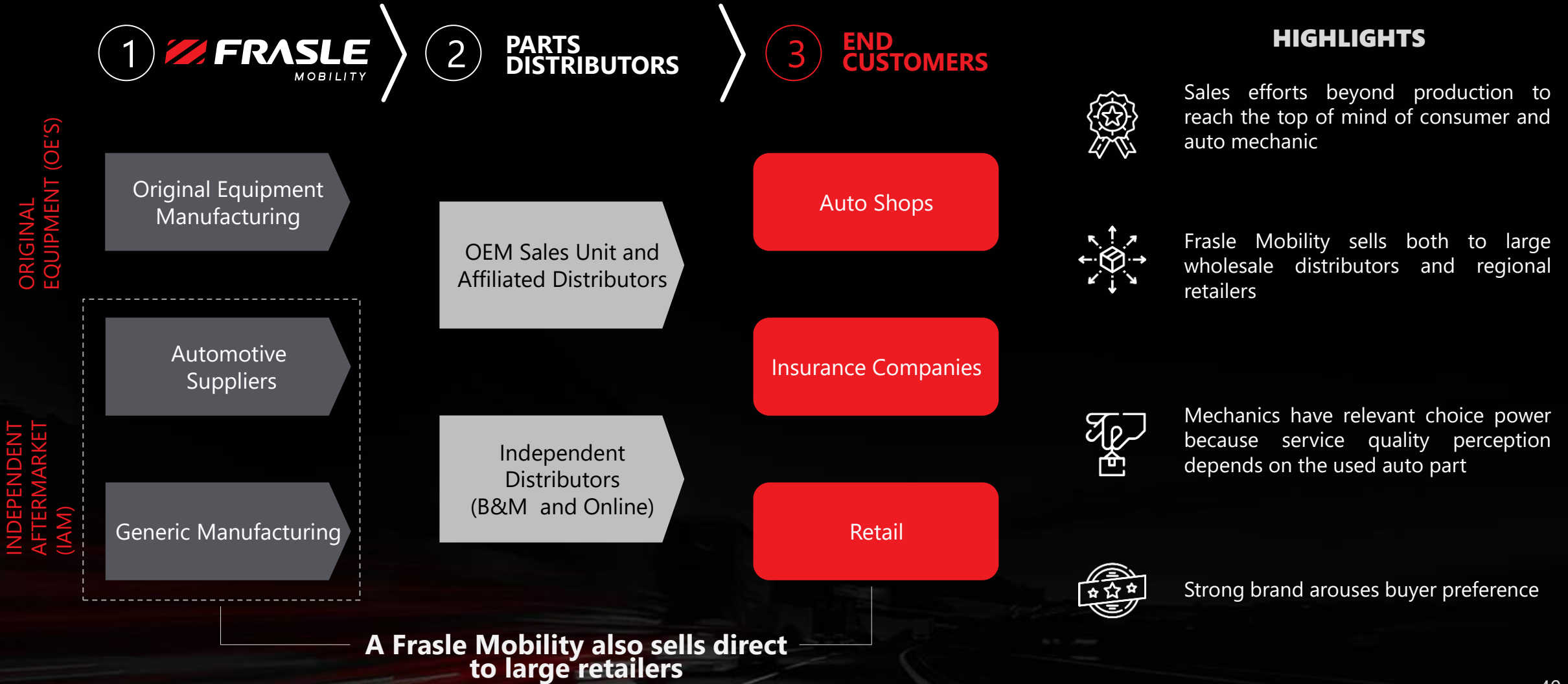
## LIFE CYCLE OF AFTERMARKET PARTS IN VEHICLES



## POTENTIAL MARKET FOR AUTOMOTIVE PARTS IN BRAZIL



# FRASLE MOBILITY: IS WELL-POSITIONED IN THE AFTERMARKET DYNAMICS IN BRAZIL





The logo for FRASLE MOBILITY is centered in the upper half of the image. It features a red icon on the left consisting of three parallel diagonal lines. To the right of the icon, the word "FRASLE" is written in a large, bold, white, italicized sans-serif font. Below "FRASLE", the word "MOBILITY" is written in a smaller, white, all-caps sans-serif font.

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