

**RESULTS
PRESENTATION
3Q24**

FRAS
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

SMLL B3

MOVETECH

ADVANCED ENGINEERING CENTER



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



ANDERSON PONTALTI

COO
FRASLE MOBILITY



HEMERSON DE SOUZA

IR BUSINESS AND M&A DIRECTOR OF
FRASLE MOBILITY



ESTEBAN ANGELETTI

IR AND FINANCE DIRECTOR
RANDONCORP

GUEST

QUARTER EVENTS

FRASLE MOBILITY UNIVERSE



CIRCULAR ECONOMY

The circular economy program, known as Descarte Seguro (Safe Disposal) has a new identity and is now called **Recycle Max**. The program was designed in the Fremax unit and promotes the reuse of brake discs and drums, which are collected from partner mechanic workshops and sent back to the factory.



SINDIREPA-SP AWARD

For the eighth consecutive year, Fremax was awarded the gold prize as the best brake disk brand in the "Best of the Year" category by Sindirepa-SP (Sindicato da Indústria de Reparação de Veículos e Acessórios do Estado de São Paulo). Furthermore, Jurid and Fras-le were awarded silver in the brake pad category.



AUTOMECHANIKA FRANKFURT

In September, the largest international trade fair for the automotive sector was held. The company showcased its portfolio of solutions and launches from the brands Fras-le, Fremax, Juratek, and Nakata. Having participated in the fair since 1996, this was the company's first participation after announcing its new institutional brand positioning, **Frasle Mobility**.

FRASLE
MOBILITY

FRASLE MOBILITY UNIVERSE 2024

KEEP LIFE IN MOTION

04TH DEC 2024
CAXIAS DO SUL SITE/BR

You are our guest.

In-person event with limited seats.

Guarantee your registration until 11.14.2024

Online streaming from 2 pm.

CLICK TO REGISTER

CHECK OUT THE COMPLETE AGENDA

This event is supported by



CLICK TO REGISTER



CHECK OUT THE AGENDA



KUO REFACCIONES

OUR RECENT ACQUISITION IN MEXICO

Dacomsa

MORESA

TF VICTOR

FRITEC
FRICTION TECHNOLOGY

STATUS

 07/29 – OPERATION
PROTOCOLLED WITH COFECE

(exchanging documents and
awaiting approval)

 09/17 – APPROVAL
OBTAINED

Other jurisdictions | no need.

FUNDING

 R\$ 750MM IN
DEBENTURES

(already issued and awaiting
closing conditions)

 LOAN AGREEMENT
EQUIVALENT TO R\$ 1 BILLION

(the disbursement of funds will only
occur on the closing date at the
acquired Company, the Dacomsa)

INVESTMENT HEDGE

Financial application for protection
against exchange rate fluctuations.
The payment for the acquisition
will be made in Mexican Pesos, but
approximately 25% of the funds
are allocated in Brazil.



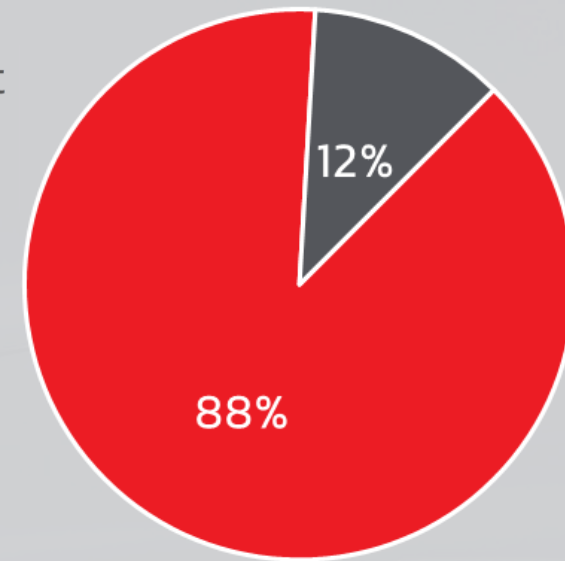
[Click here](#)
to access the
Signing
Acquisition Kuo
Refacciones VC

NET REVENUE

R\$ MILLION

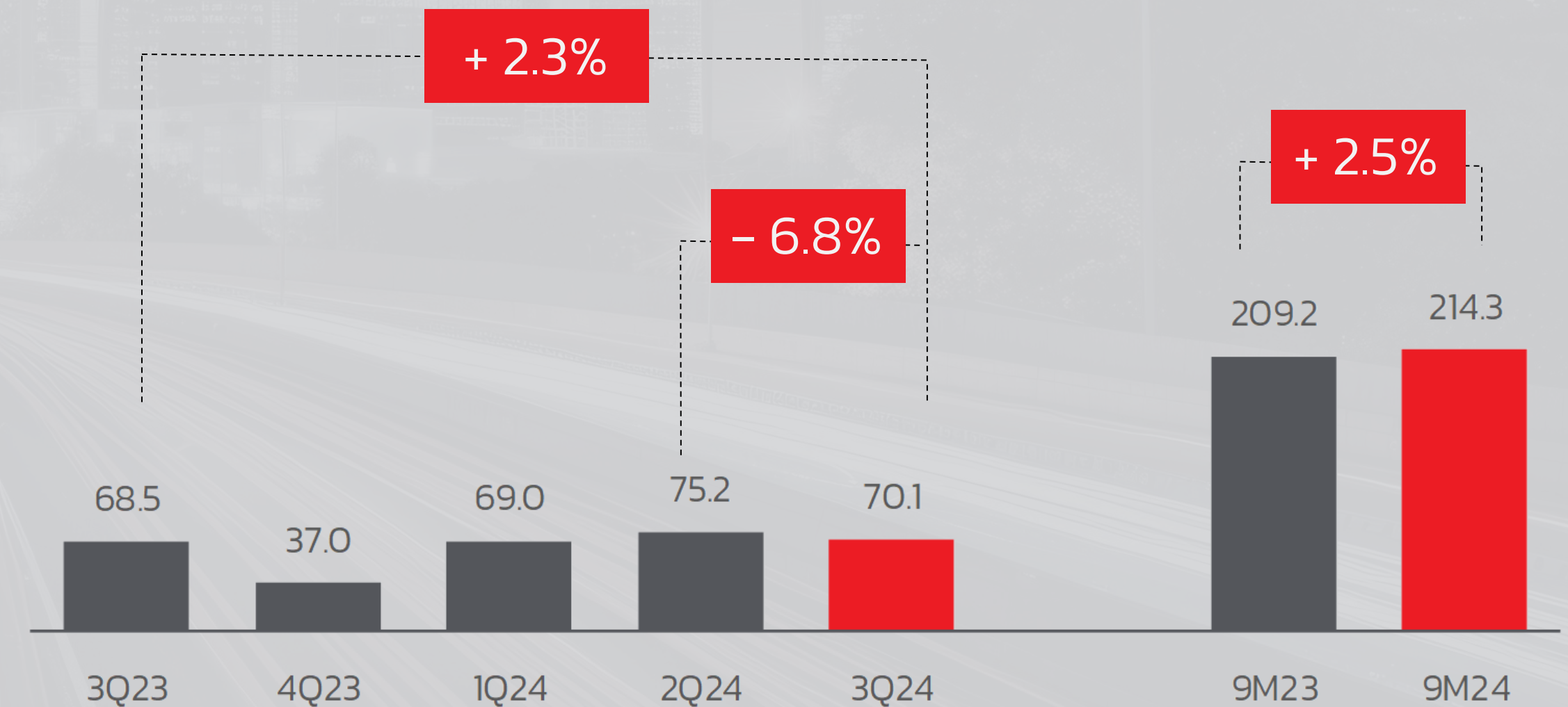
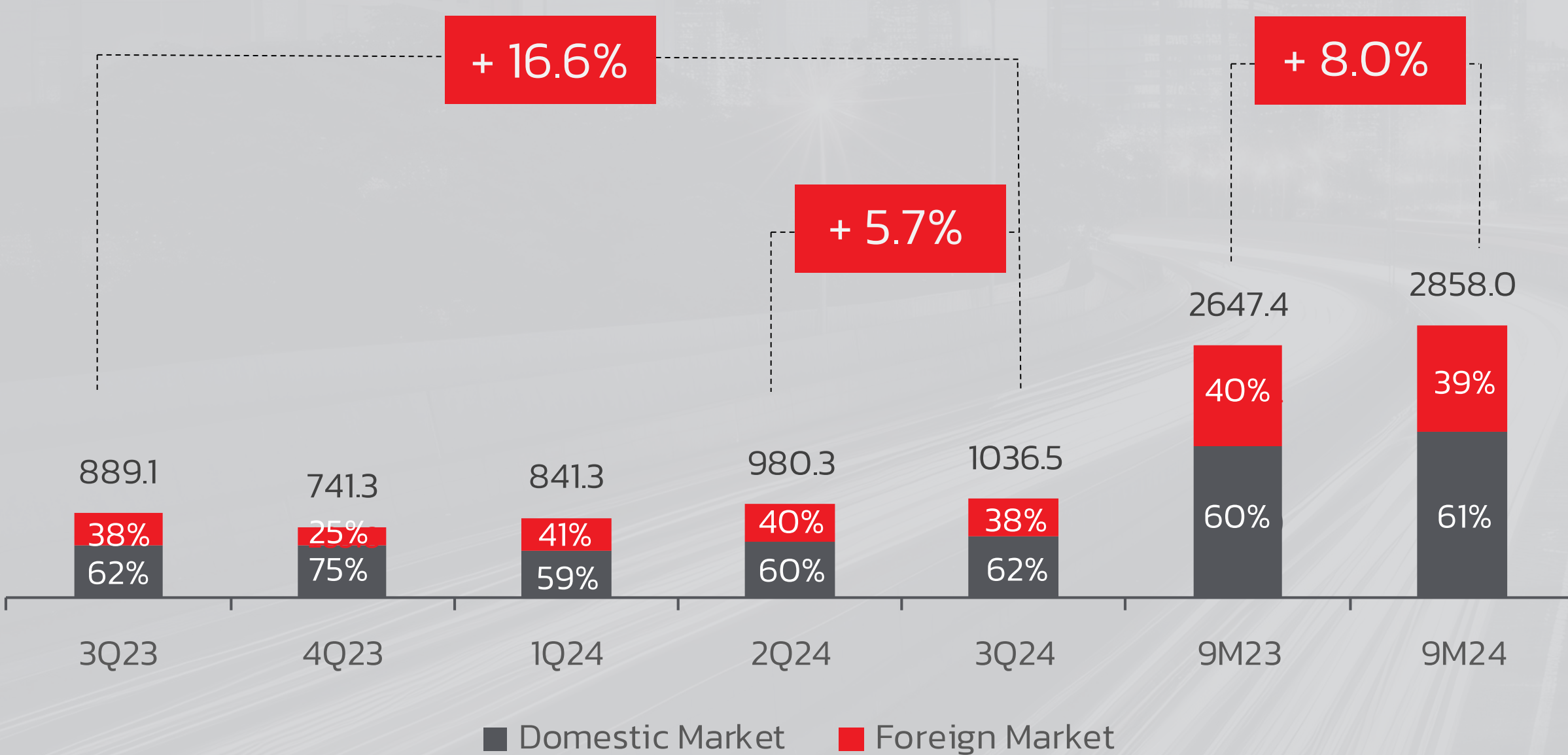
Revenue by market 3Q24

■ Aftermarket
■ OEM



NET REVENUE

FOREIGN MARKET (US\$)



SEGMENTS AND PRODUCTS

3Q24

Revenue by segment 3Q24

■ Commercial Line

■ Light Line

68%

32%

FRICITION



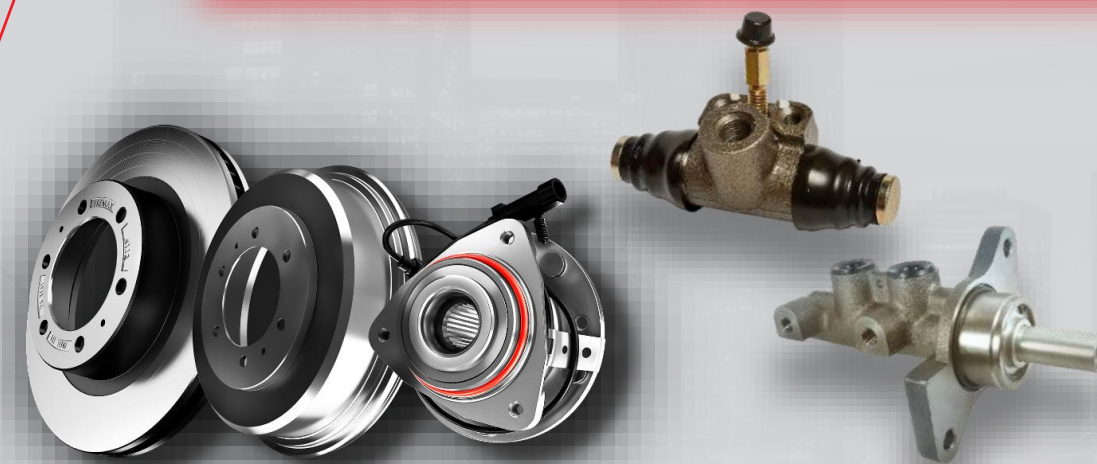
37%

LIGHT

63%

COMMERCIAL

BRAKE SYSTEM



90%

LIGHT

10%

COMMERCIAL

SUSPENSION, STEERING AND POWERTRAIN



98%

LIGHT

2%

COMMERCIAL

OTHER



93%

LIGHT

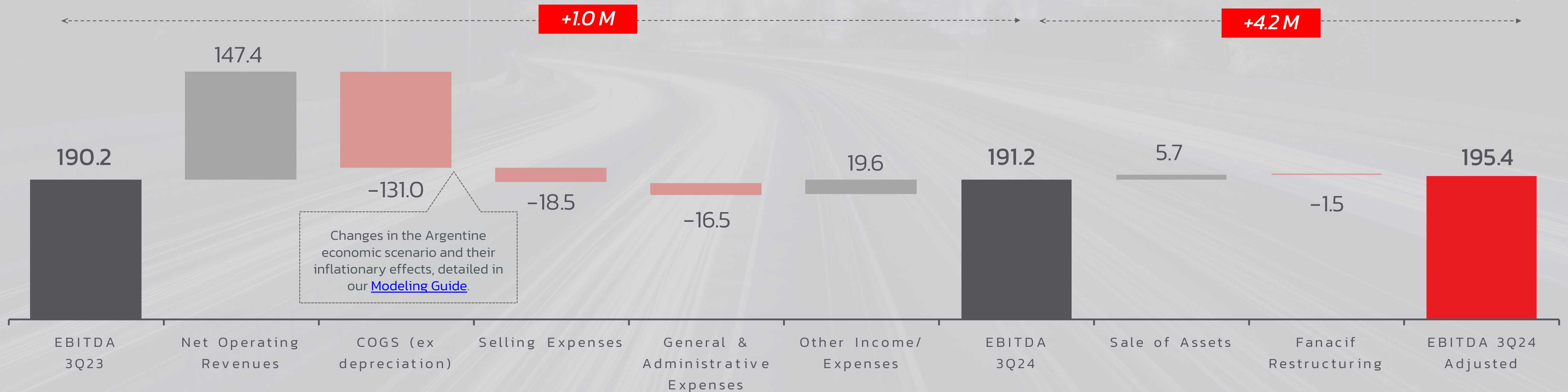
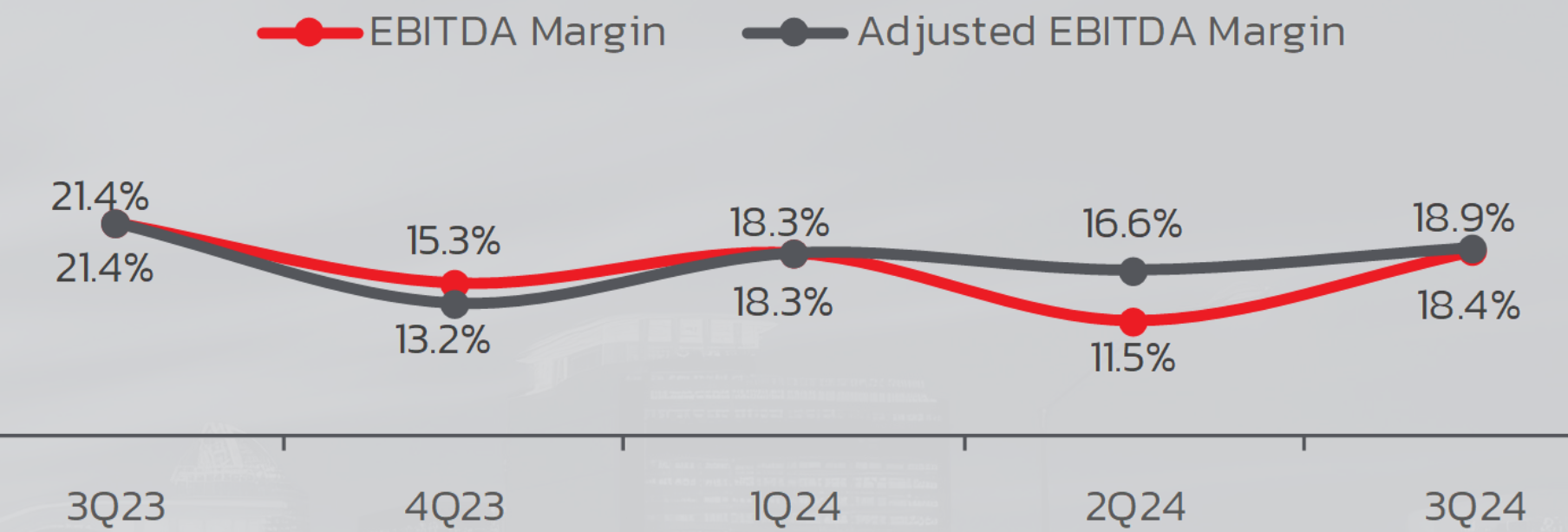
7%

COMMERCIAL

OPERATIONAL PERFORMANCE

R\$ MILLION

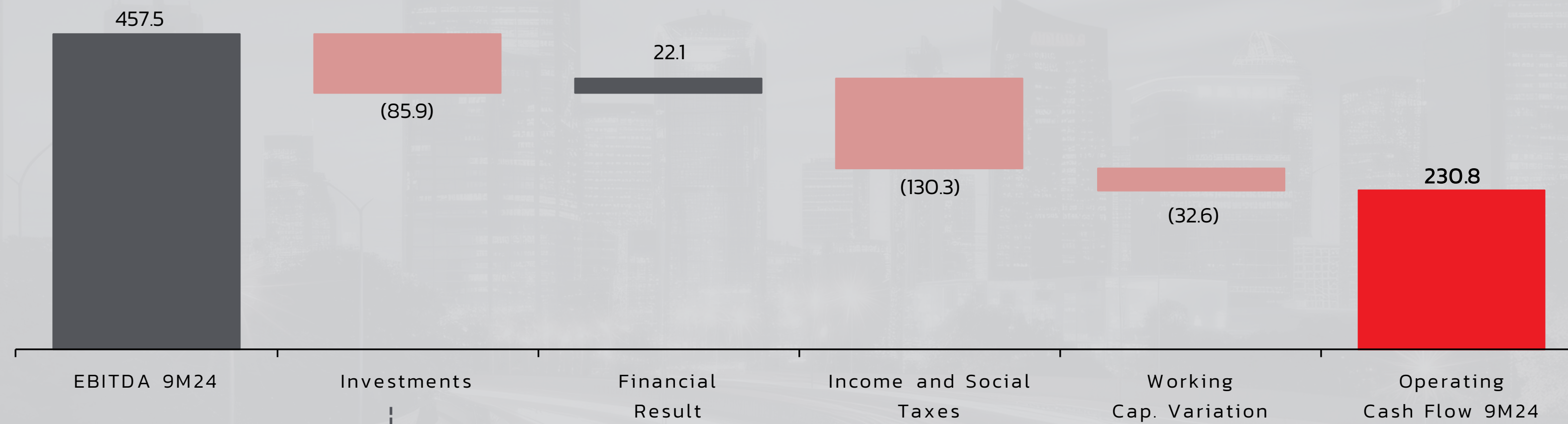
CAUSAL ADJUSTED EBITDA



FINANCIAL PERFORMANCE

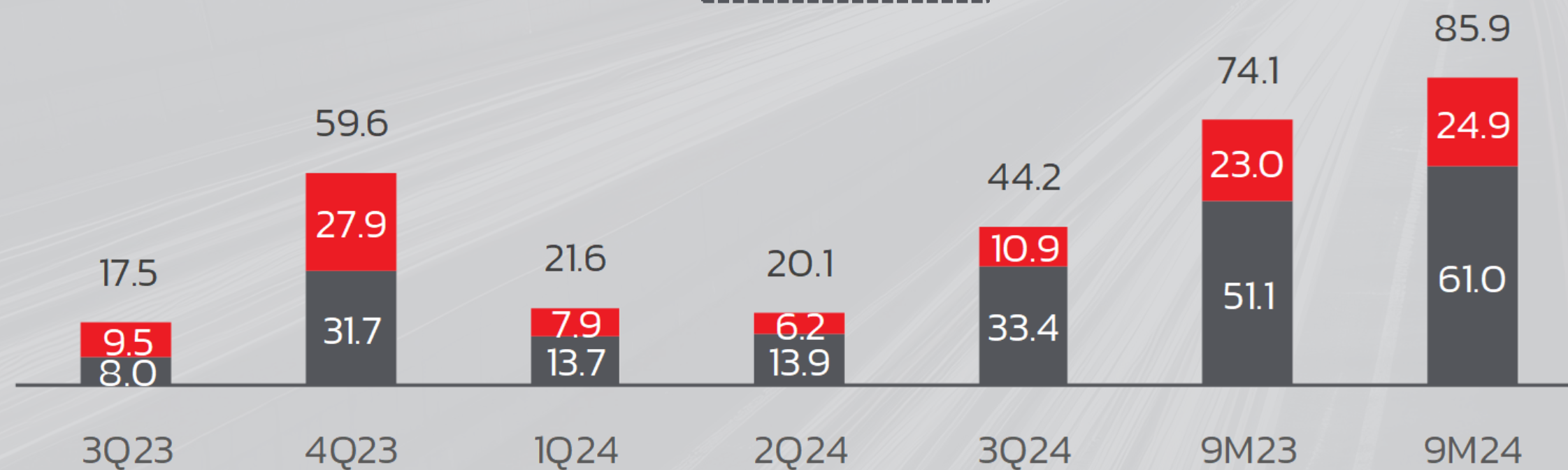
R\$ MILLION

OPERATING CASH FLOW



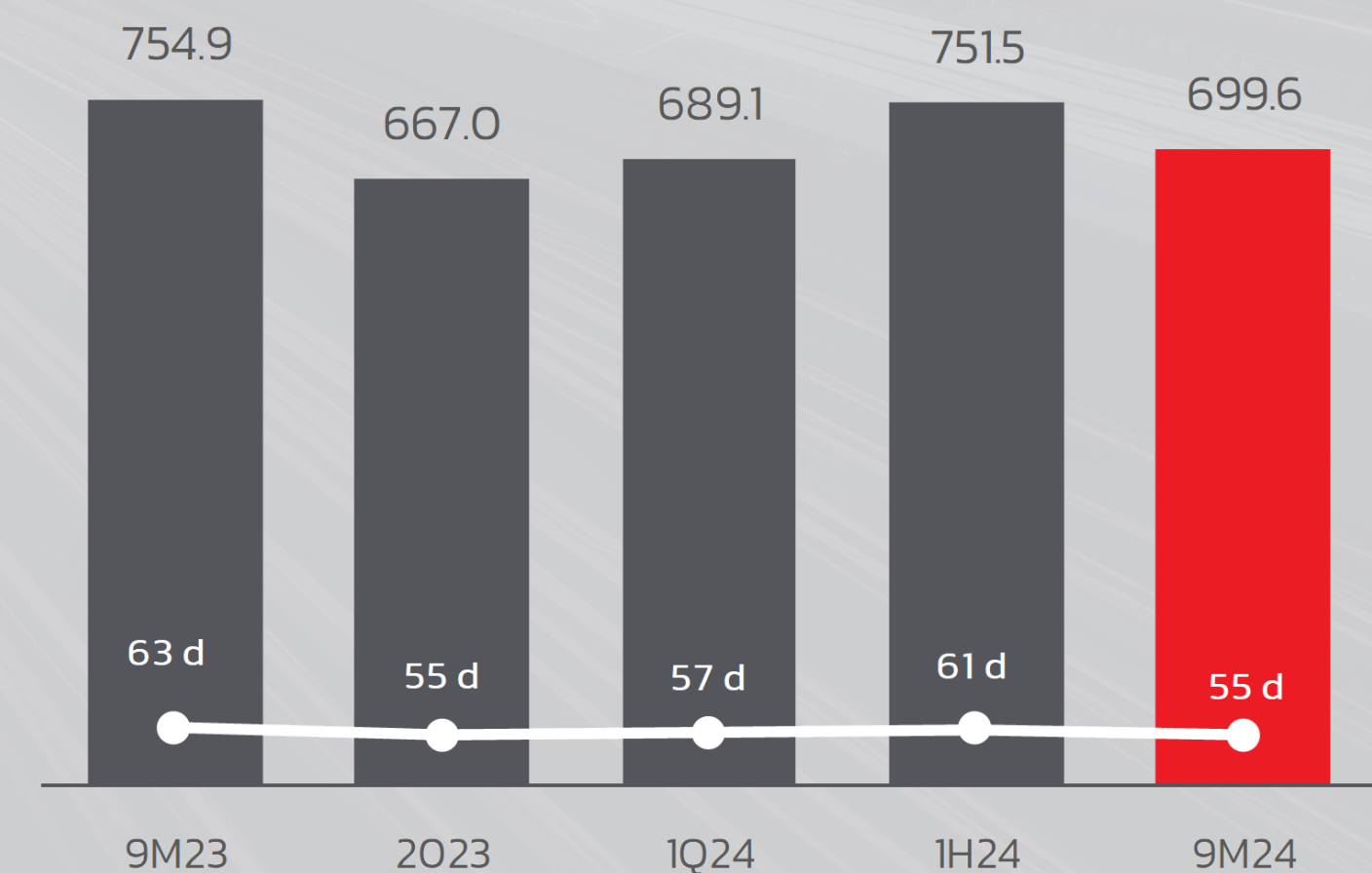
CAPEX

WORKING CAPITAL



■ Holding Company

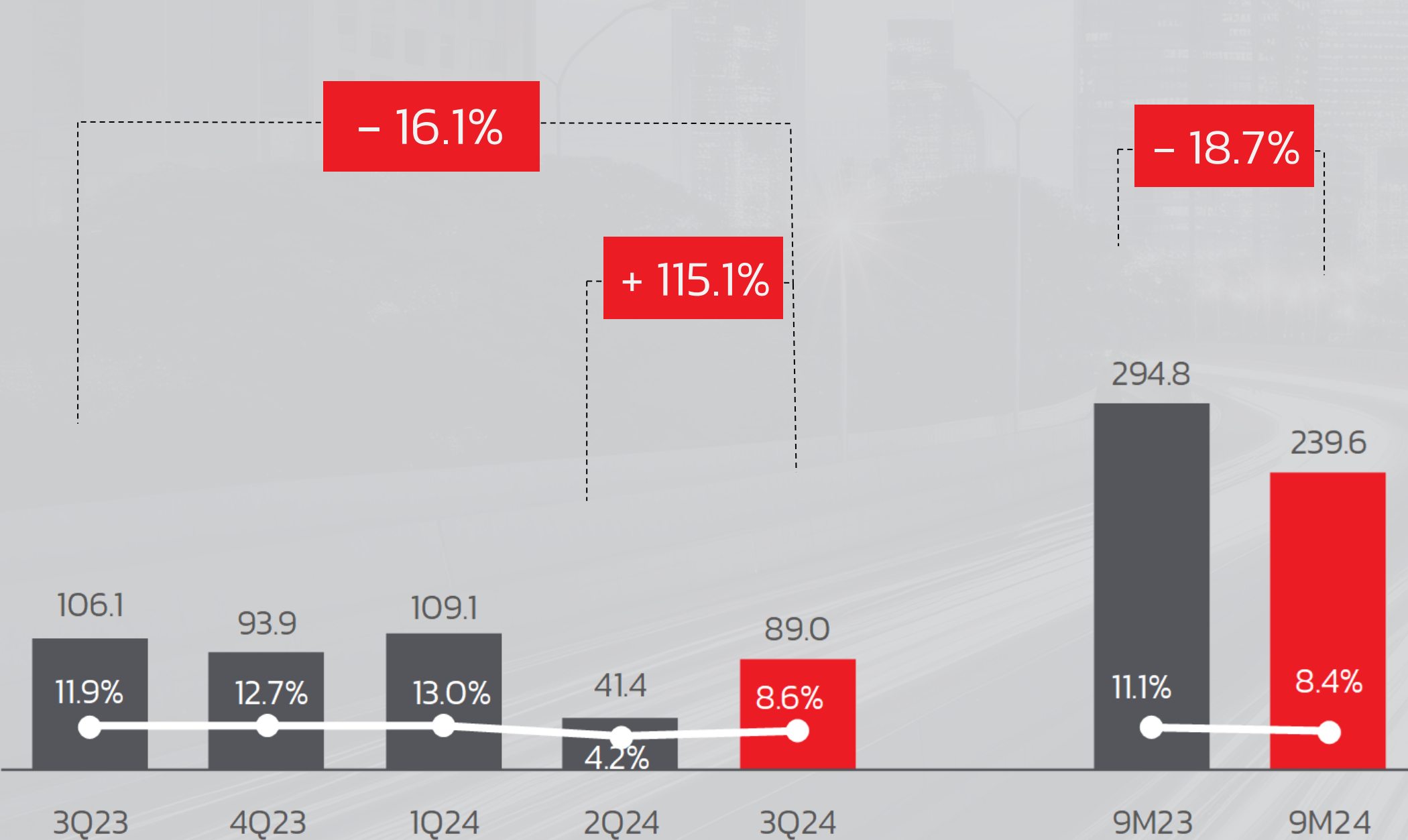
■ Subsidiaries and Other Investments



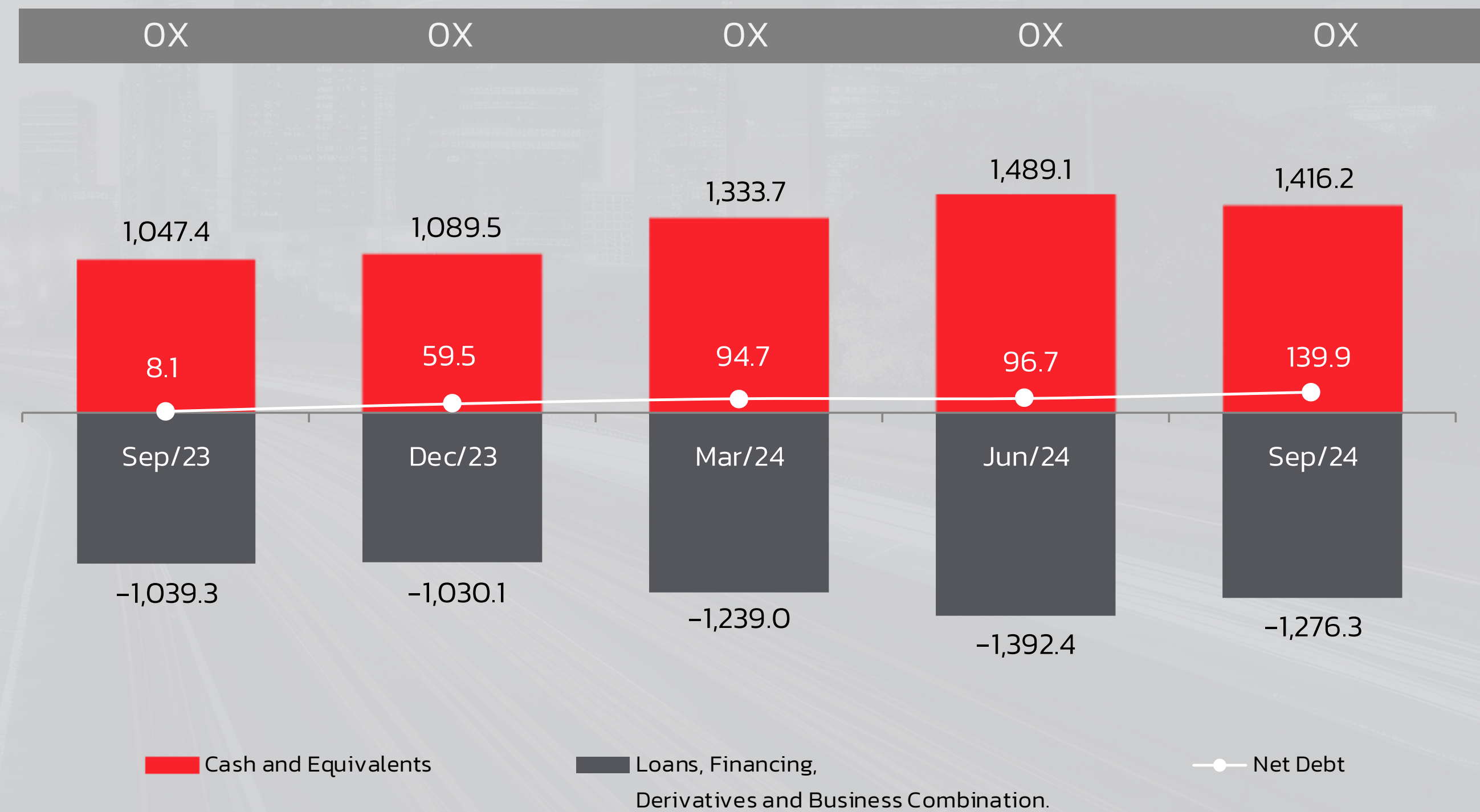
NET INCOME / NET DEBT

R\$ MILLION

NET INCOME



NET DEBT/EBITDA



— % NET MARGIN

HIGHLIGHTS

9M24



NET REVENUE

R\$ 2.9 B

+8.0%
vs. 9M23

Guidance

R\$ 3.7 – 4.0 B



FOREIGN MARKET

US\$ 214.3 M

+2.5%
vs. 9M23

Guidance

US\$ 250 – 290 M



ADJUSTED
EBITDA MARGIN

17.9%

-3.5 p.p.
vs. 9M23

Guidance

17% – 21%



INVESTMENTS

R\$ 85.9 M

+16.0%
vs. 9M23

Guidance

R\$ 130 – 170 M

OUTLOOK

- > Heated markets, robust portfolios in both foreign and domestic markets;
- > Argentine market showing signs of recovery, focus on portfolio development;
- > Global logistics remains a point of concern, with impacts on lead time for inbound and outbound as well as higher costs;
- > Capacity expansion on the Light Brake Pads line in Caxias do Sul. 6x2 shift already approved to start in January 2025;
- > Composite materials from the brand Composs with prototypes of new products at Fenatran and a truck assembled with a prototype at VW.

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

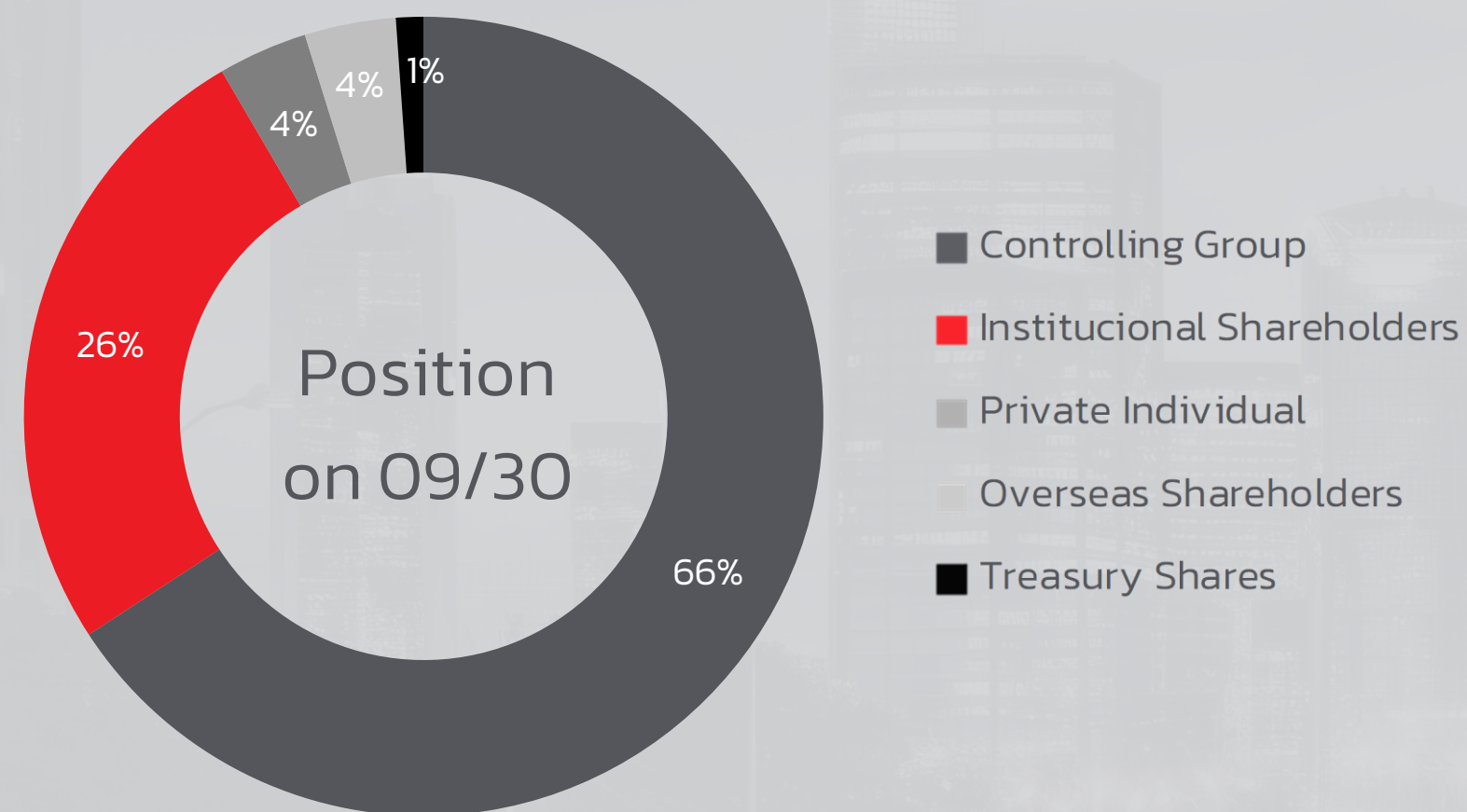
Questions can be submitted in writing via the “Q&A” button.



APPENDICES **3Q24**

CAPITAL MARKET

R\$ MILLION



Average Daily Volume (R\$ thousand) | Quotation

