



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

[RI.FRAS-LE.COM.BR](http://RI.FRAS-LE.COM.BR)

MOTION

EARNINGS RELEASE  
**2022**

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# IMPORTANT INFORMATION\_



The meeting is being recorded.



Interpretation

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



Raise Hand

Questions should preferably be asked via audio, through the "Raise your hand" icon or in writing through the "Q&A" button.



Q&A

- *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\_



**Sérgio de Carvalho**

President and CEO



**Anderson Pontalti**

General Director



**Hemerson de Souza**

Business, Investor Relations  
and M&A Director.



**Jessica Cantele**

Investor Relations



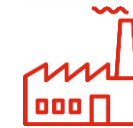
## MARKETS

- » IAM – Flow at the service stations/workshops<sup>1</sup> +6.8% YTD;
- » OEM – good demand, especially for exports;
- » Good level of backlog in LC friction materials, brake discs and suspension components;
- » Price-sensitive market.



## RESULTS

- » Record Net Revenue! **R\$ 782.6 million**, +30.6% in 2Q21;
- » Gross Margin: **29.4%**
- » Recurring EBITDA margin of **16%**;
- » Net Margin of **8.5%**



## OPERATIONS

- » Restrictions in China: back to normal now;
- » Conflict in Ukraine;
- » Economic instability in Argentina;
- » New working shift at the heavy brake linings plant in Caxias do Sul;

<sup>1</sup> Average of tickets in 1,100 workshops, measured by CINAU in 14 states that house approximately 90.96% of the circulating fleet in the country

## BRANDS THAT ARE LOVED

*O MECÂNICO* Survey 2022

The brands Fras-le, Nakata, Fremax and Lonaflex were highlighted at the 2022 edition of *O Mecânico*.



## INTEGRATED LOGISTICS PROJECT IN EXTREMA - MG

1st Invoice was issued for Controil products. Fras-le products are already at the warehouse.



## Smart Materials

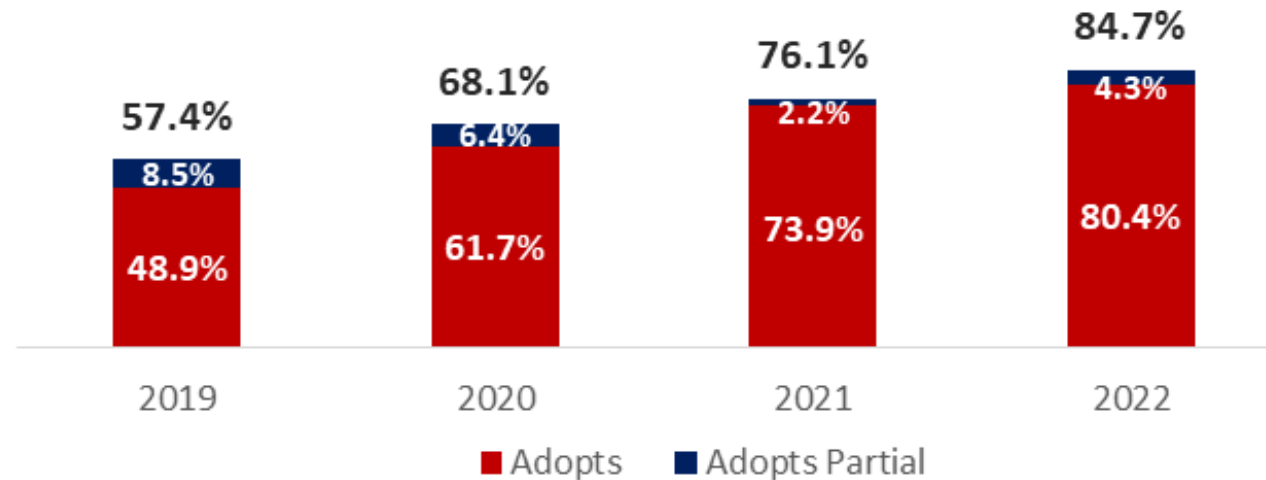
New Project with automaker in Brazil.

## Renewable Energies

Opening of the photovoltaic plant in China.  
Investment in CTR (Randon Technological Center).

## Governance Report

Continual evolution and search for the best governance practices, irrespective of the listing segment.





**MARKET LEADERSHIP**



**+ 5k PROTAGONISTS**



**+125 COUNTRIES SERVED**



**R\$ 1.5 bi**

**Net Revenue 1H22**

**Ecosystem to access the independent market of the automotive aftermarket.**

**87% REPLACEMENT**

**40% INTERNATIONAL MARKET**



**Recurrence**  
Linked to the fleet in circulation



**One-Stop-Shop:**  
Complete portfolio of Auto Parts.



House of **Iconic** and desired Brands

**51% FRICTION**

**61% LIGHT VEHICLES**

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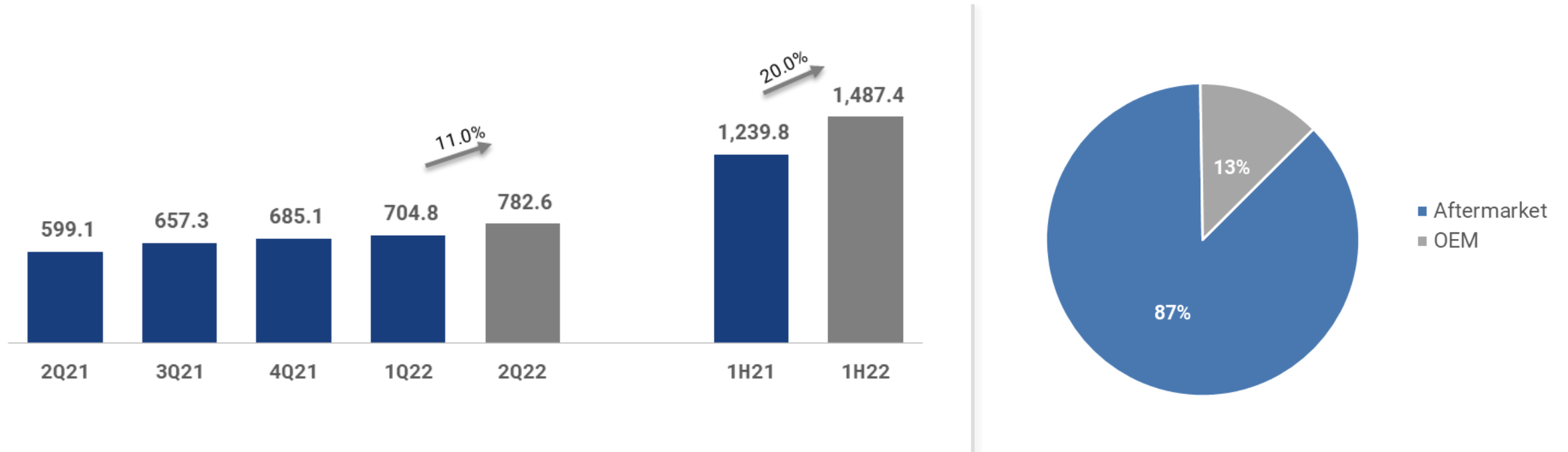
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# NET REVENUE\_

R\$ Million



## Consolidated Net Revenue



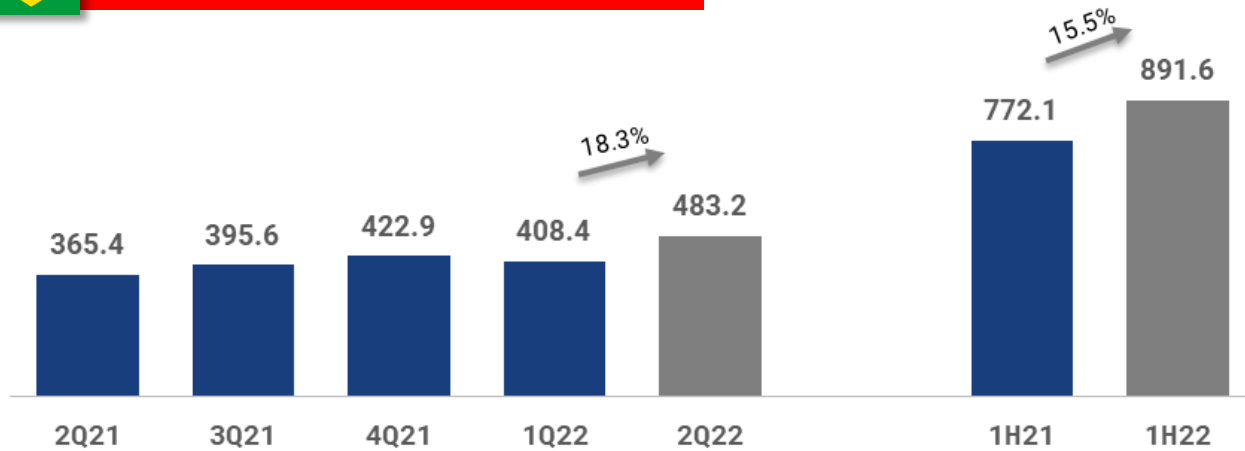


# MARKETS\_

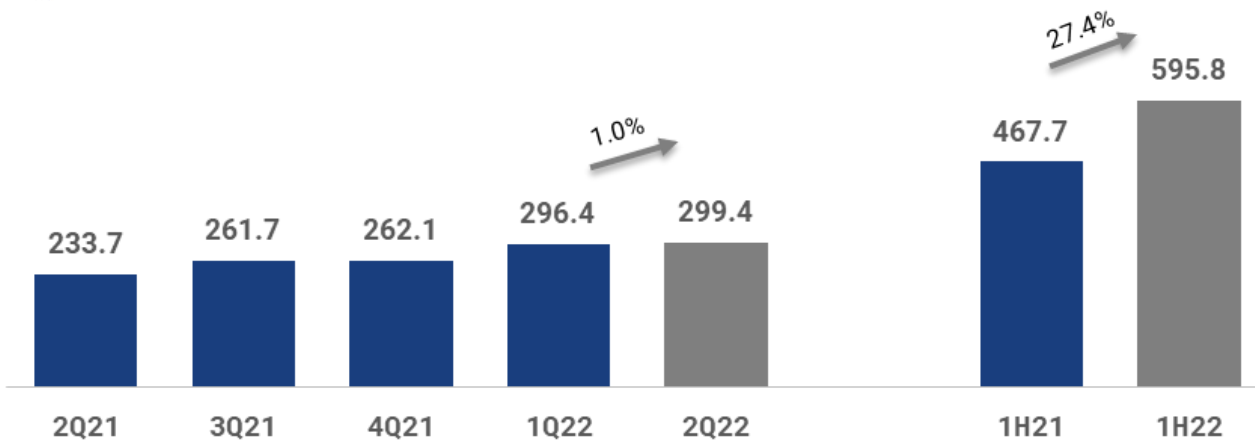
Net Revenue | R\$ Million



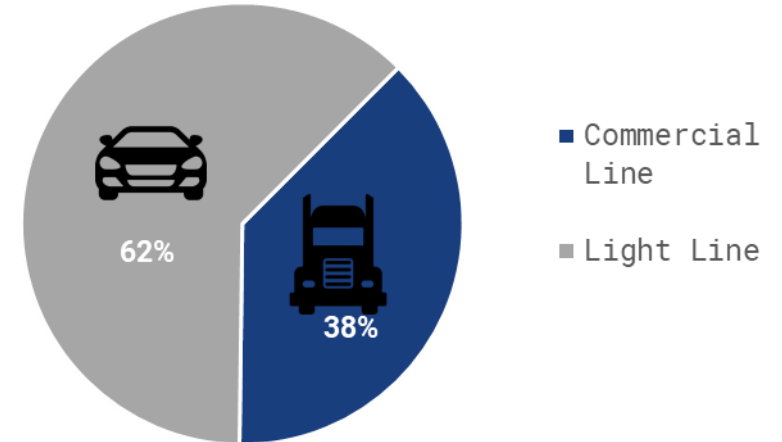
## DOMESTIC



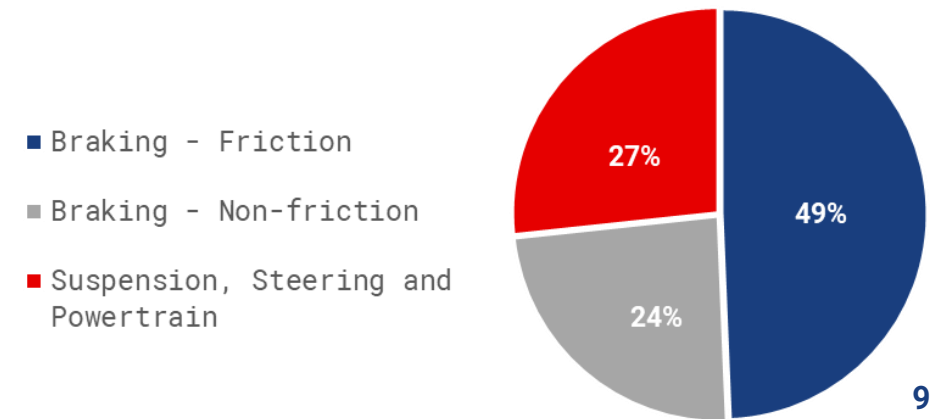
## FOREIGN



## SEGMENTATION



## PRODUCTS

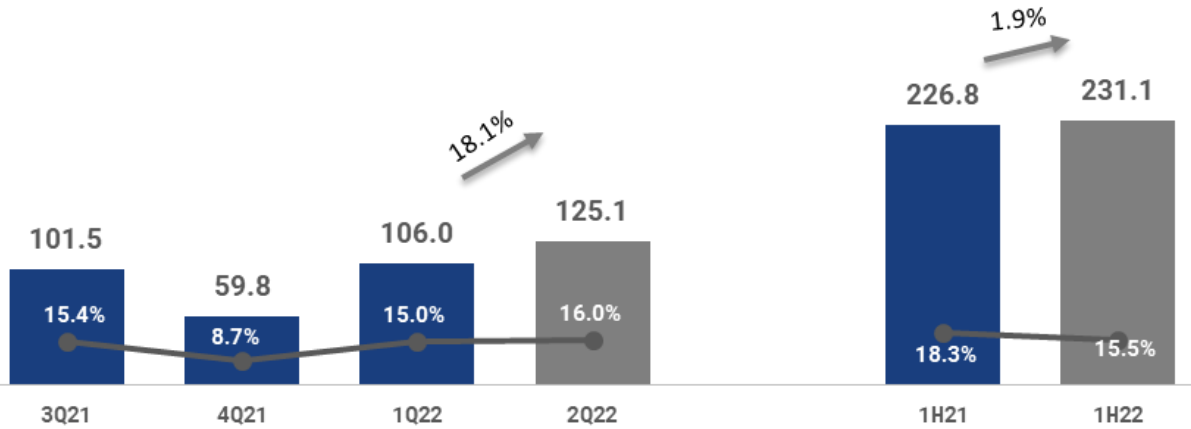


# EBITDA | NET RESULT\_

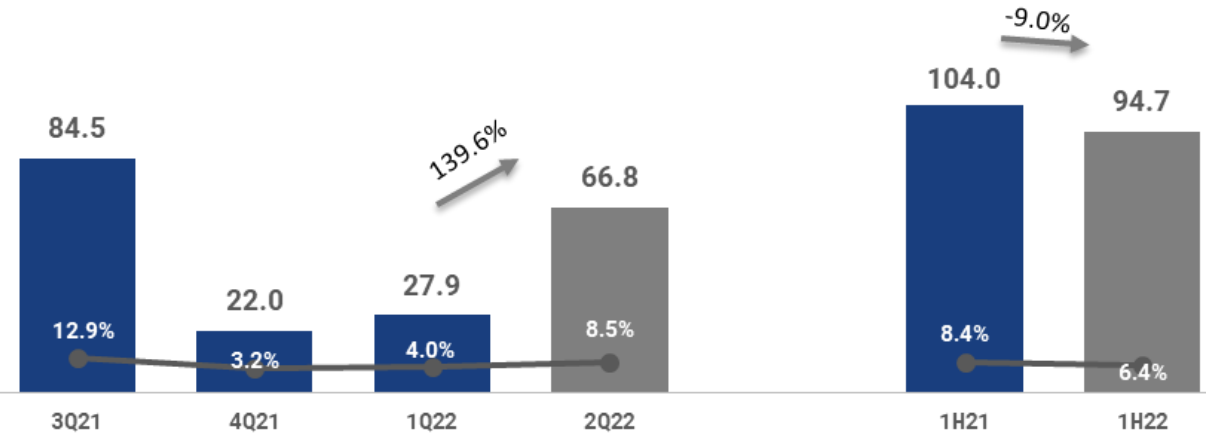
R\$ Million



## EBITDA



## Net Result

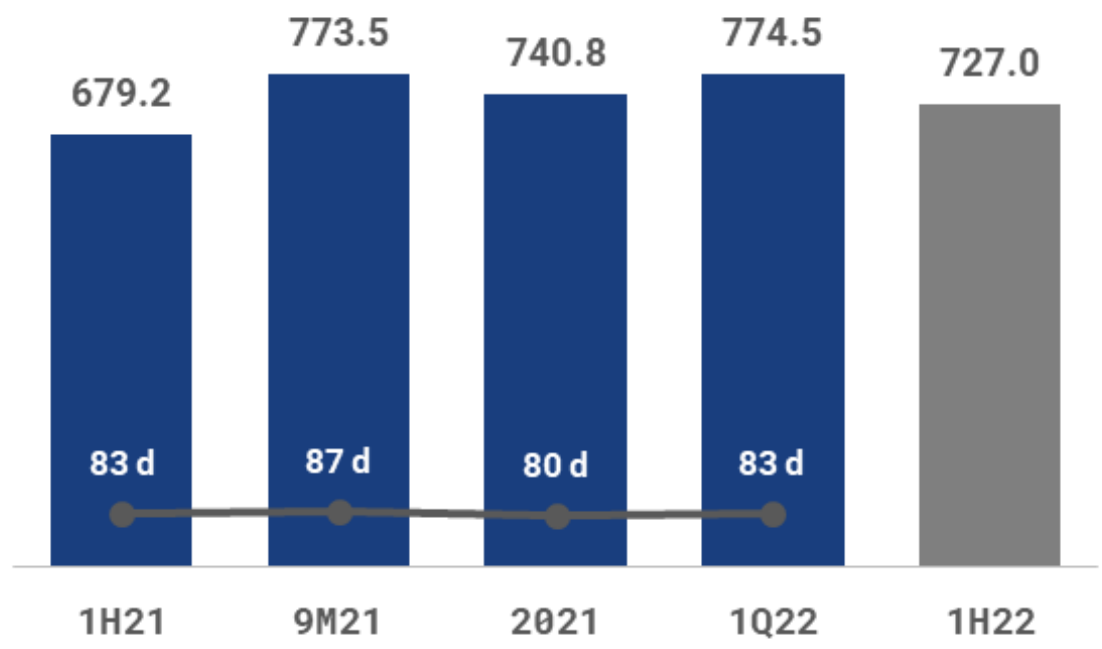


# WORKING CAPITAL AND FREE CASH FLOW\_

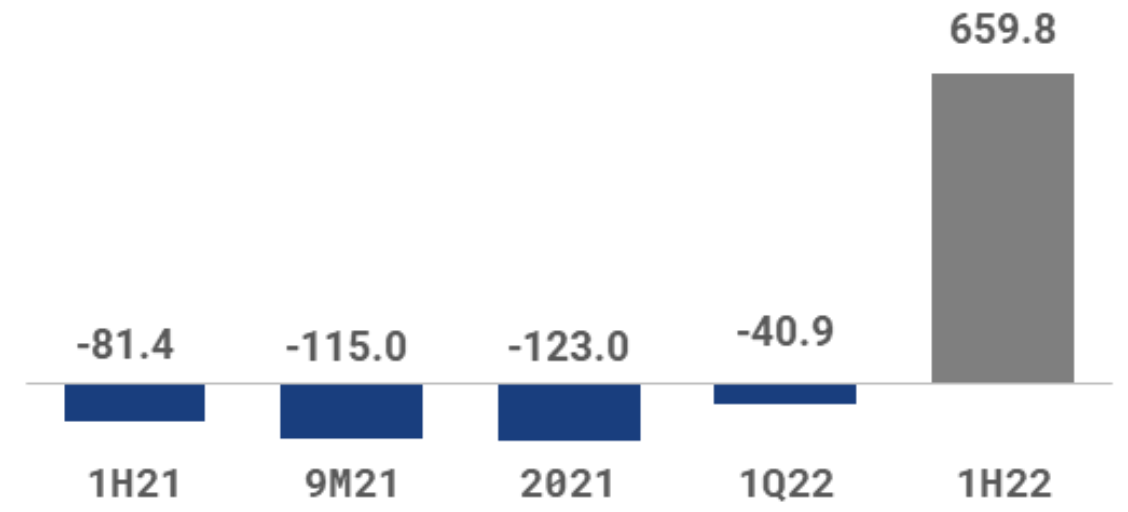
R\$ Million



### Working Capital



### Free Cash Flow

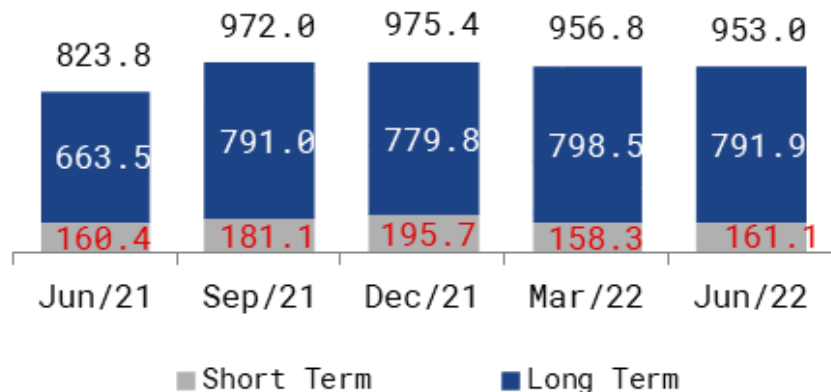


# FINANCIAL PERFORMANCE

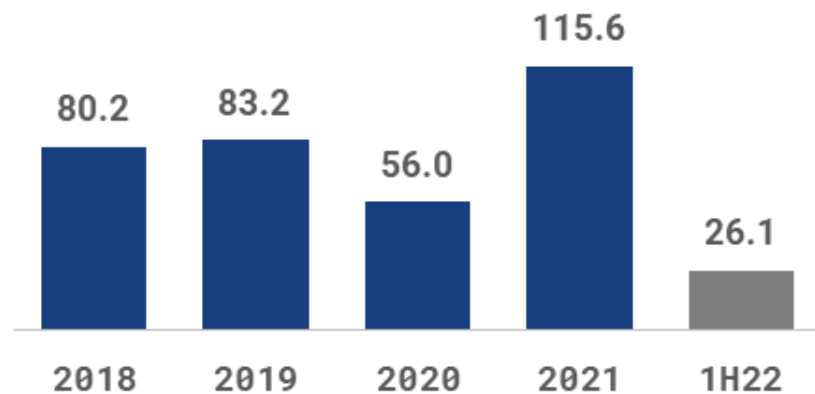


R\$ Million

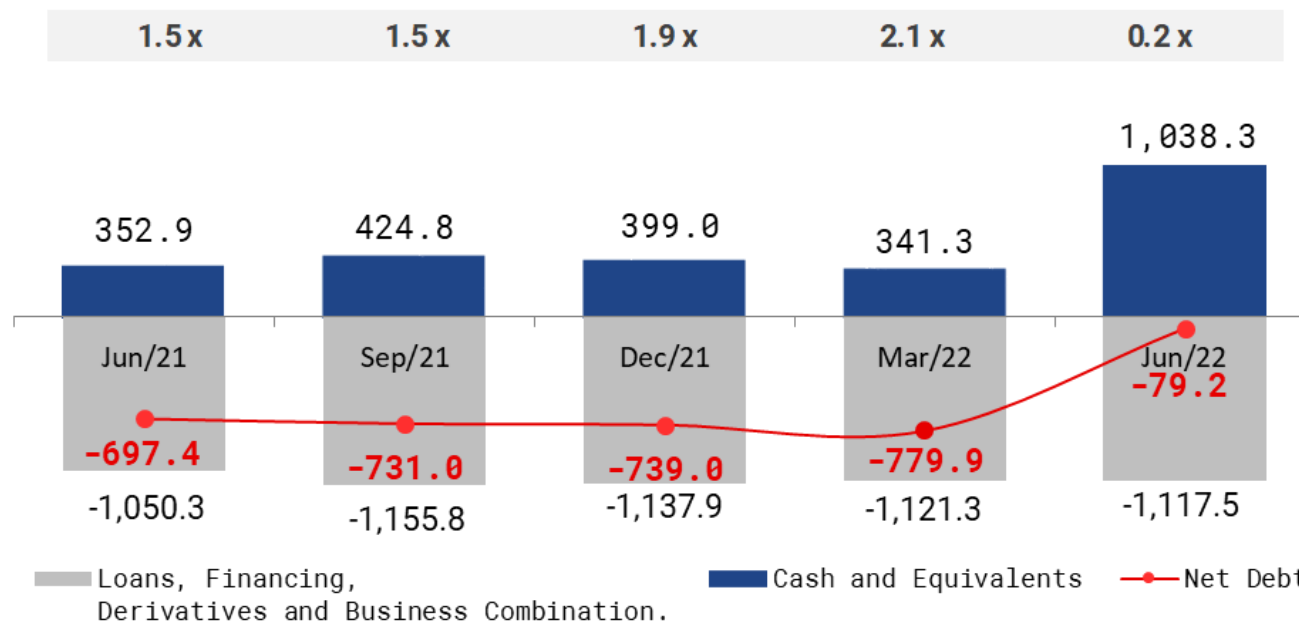
## Loans, financing and derivatives



## Capex



## Net Debt/EBITDA



Guidance		
Drivers	Forecast 2022	Performed 1H22
Consolidated Net Revenue	R\$ 2.7 ≤ X ≤ R\$ 3.0 billion	R\$ 1.5 billion
Foreign Market Revenues <sup>1</sup>	US\$ 190 ≤ X ≤ US\$ 210 million	US\$ 117 million
EBITDA Margin	14% ≤ X ≤ 16%	16%
Investments <sup>2</sup>	R\$ 90 ≤ X ≤ R\$ 120 million	R\$ 26 million

<sup>1</sup> Value relative to all exports out of Brazil and those generated by our operations abroad, net of intercompany operations.

<sup>2</sup> Value relative to organic investments.



- Good demand, especially for exports and IAM;
- Inflation;
- Logistics/supply chain.
- Geopolitical instabilities.

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# Q&A



Raise Hand

## 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.



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.

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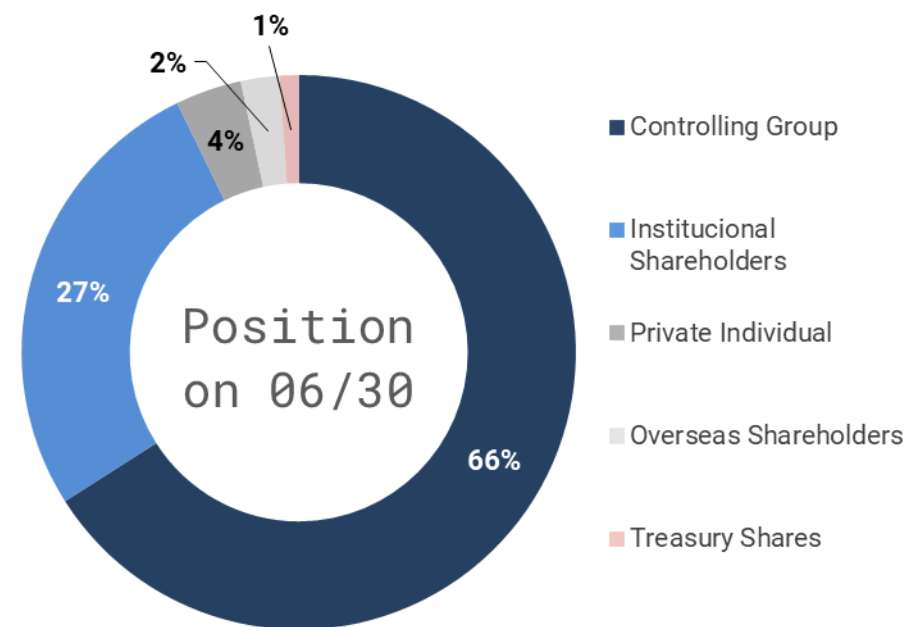
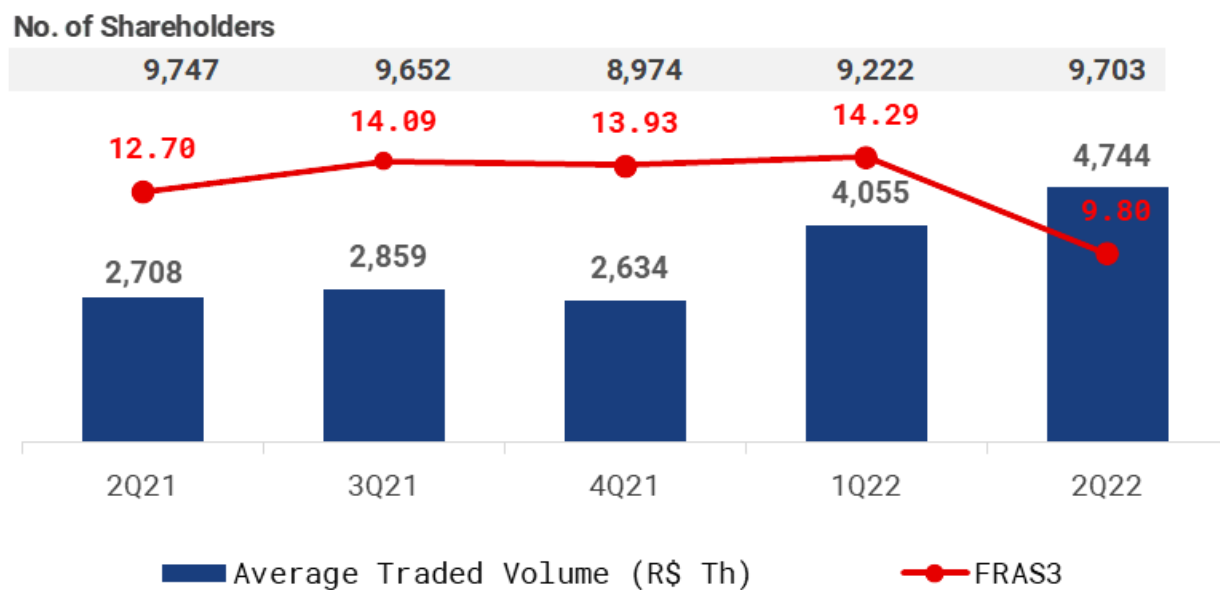


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Average Daily Volume (R\$ thousand),  
Quotation and No. of Shareholders





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