

FRAS-LE  
**70 YEARS**



Our brand **makes history.**

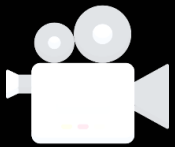




*4Q23 | 2023 RESULTS  
PRESENTATION*



# IMPORTANT INFORMATION



The meeting is being recorded.



**Interpretation**

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

**Q&A**

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



**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



**DAVI COIN BACICHETTE**

INVESTOR RELATIONS AND CORPORATE  
FINANCE COORDINATOR RANDONCORP

GUEST



**SERGIO L. CARVALHO**

- MESSAGE FROM THE CEO



**ANDERSON PONTALTI**

- HIGHLIGHTS
- FRASLE MOBILITY UNIVERSE
- GUIDANCE
- RESULTS

# HIGHLIGHTS



*Congratulations to  
Fras-le and all the  
protagonists who help  
writing this history.*



## MARKETS

/ The Brazilian replacement market remained heated with an increasing number of vehicles passing through workshops;

/ New political-economic guidelines in Argentina caused a strong devaluation of the local currency, financially impacting the fourth quarter.



## OPERATIONS

/ Fras-le Panamericana ends the year consolidating its warehouse and with a portfolio of brake pads for light vehicles.

/ Operations in North America achieved growth in replacement sales and increase in its product portfolio.

/ Scheduled halt of our operations between 12/26/23 and 01/08/2024 to update our system from ERP SAP ECC to ERP SAP HANA.

# GUIDANCE

Drivers	2023 Guidance	2023 Performed	2024 Guidance
Consolidated Net Revenue	R\$ 3.3 ≤ X ≤ R\$ 3.7	R\$ 3.4 billion	R\$ 3.7 ≤ X ≤ R\$ 4.0
Foreign Market Revenues <sup>1</sup>	US\$ 230 ≤ X ≤ US\$ 280	US\$ 246 million	US\$ 250 ≤ X ≤ US\$ 290
EBITDA Margin	18% ≤ X ≤ 22%	19.7%	17% ≤ X ≤ 21%
Investments <sup>2</sup>	R\$ 110 ≤ X ≤ R\$ 140	R\$ 134 million	R\$ 130 ≤ X ≤ R\$ 170

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

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

[Click here](#) or scan the QR Code on the right to access the Guidance Material Fact released yesterday.





# UNIVERSE FRASLE MOBILITY



**Investor Day**  
FRASLE MOBILITY UNIVERSE

The meeting took place in Joinville/SC where Fremax plant is located and was among the 9 best meetings of 2023 held at APIMEC Brasil.



**Award**  
BRITISH AFTERMARKET FEDERATION

For the first time, Juratek was recognized in the "Automobile Supplier of the Year" category, receiving a rating as highly recommended.



**Certification**  
GREAT PLACE TO WORK

Fras-le Panamericana was certified as one of the best companies to work for in Colombia. The unit was the first to win the title among Frasle Mobility companies abroad.

# DIGITAL PLATFORM **AUTO EXPERTS**

2022

2023

**1.7M**

**4.2M** accesses

**1.1M**

**2.4M** users

**2.6M**

**5.5M** surveys

**807K**

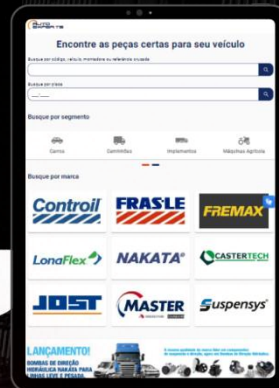
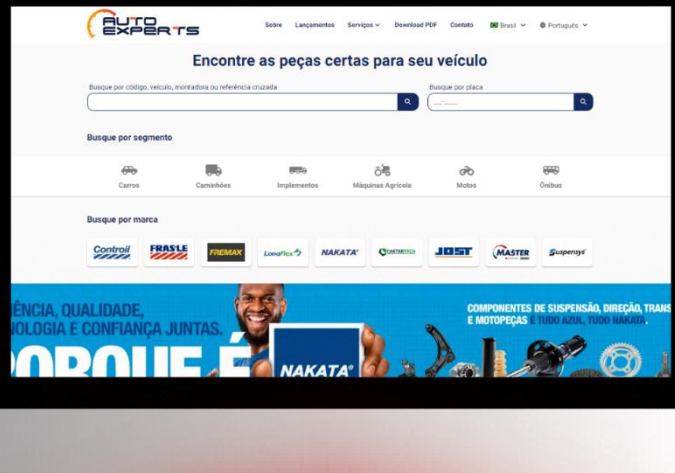
**2.4M** searches  
by plate

**10.1k**

**20.7k** SKUS

**5.3min**

**12 min** in time



# OPERATING SEGMENTS HIGHLIGHTS

MARKET DISTRIBUTION (2023)



**64%**

LIGHT VEHICLES



**88%**

AFTERMARKET



**48%**

FRICITION



**64%**

DOMESTIC



**36%**

COMMERCIAL



**12%**

OEM



**52%**

NON-FRICITION



**36%**

FOREIGN



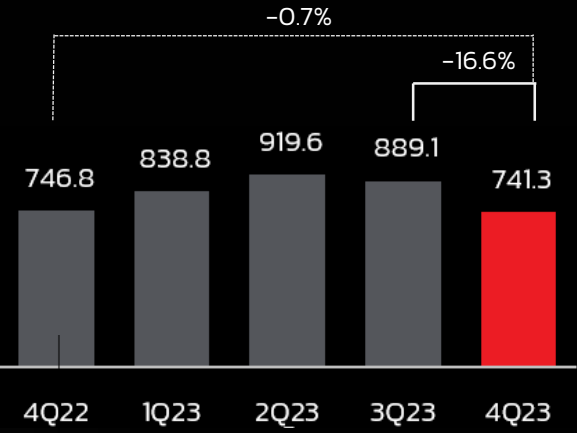
**HEMERSON DE SOUZA**

- **FINANCIAL AND OPERATING RESULTS**

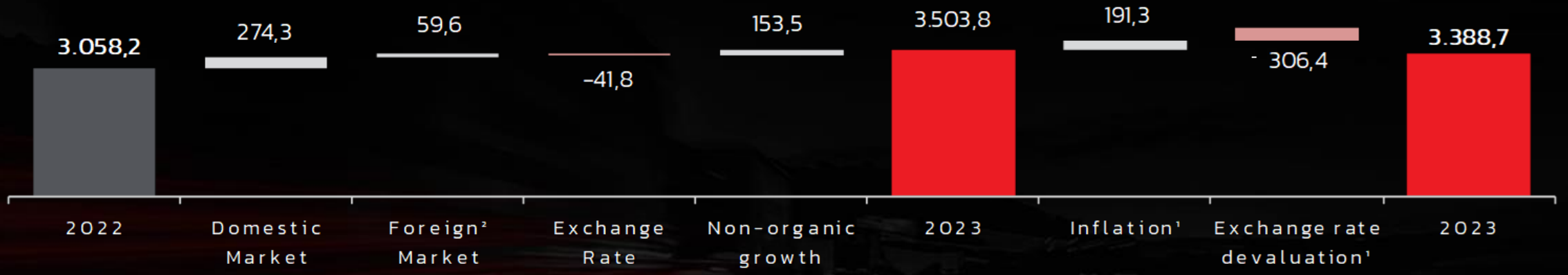
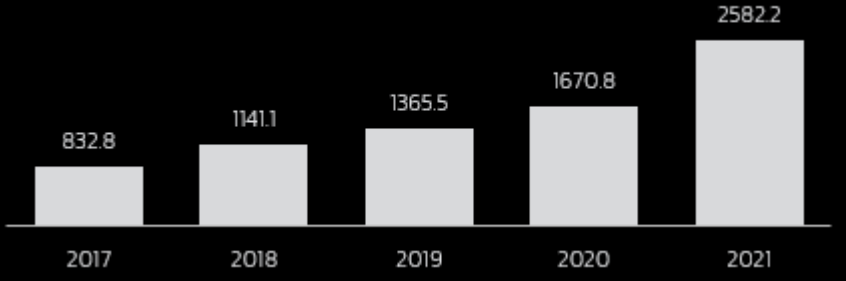
# NET REVENUE

R\$ MILLION

Net Revenue - Quarter



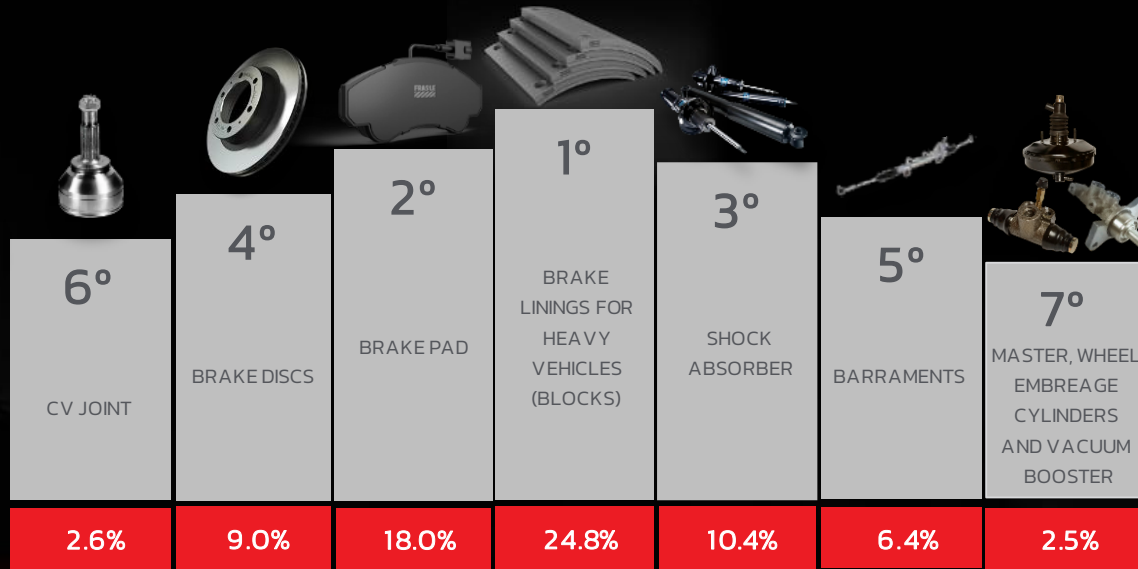
Net Revenue History



Argentina

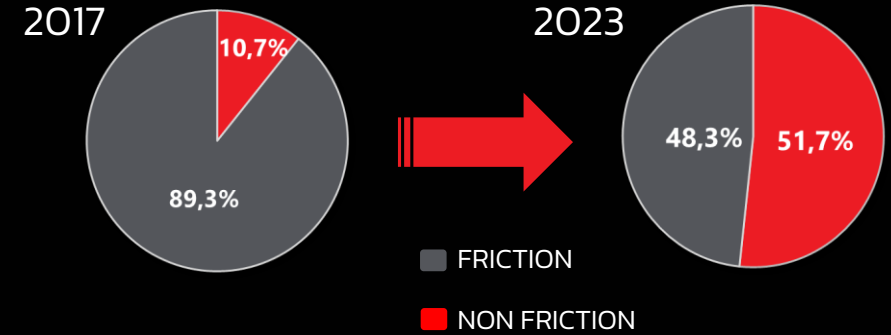
Amounts in BRL Millions  
<sup>1</sup> Economic update in highly inflationary economy as provided for in CPC 42/IAS 29  
<sup>2</sup> Value excluding non-organic growth

# SEGMENTS AND PRODUCTS 2023

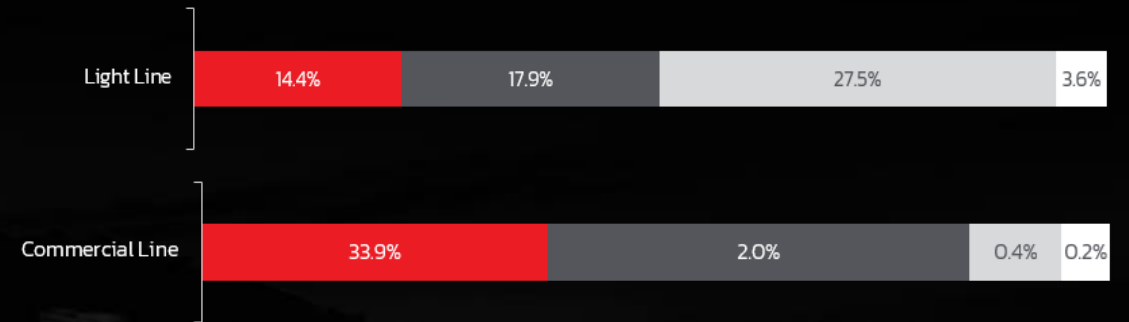


■ Total % (revenue per product X net revenue)

## Composition materials



## % of segment per product line



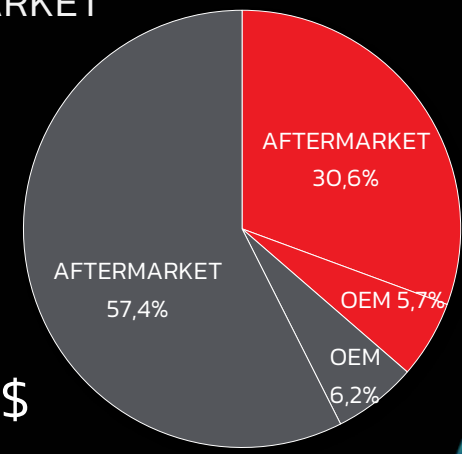
■ Friction   ■ Components for the Brake System  
■ Components for the Suspension System   ■ Other Products

# NET REVENUE PER MARKET

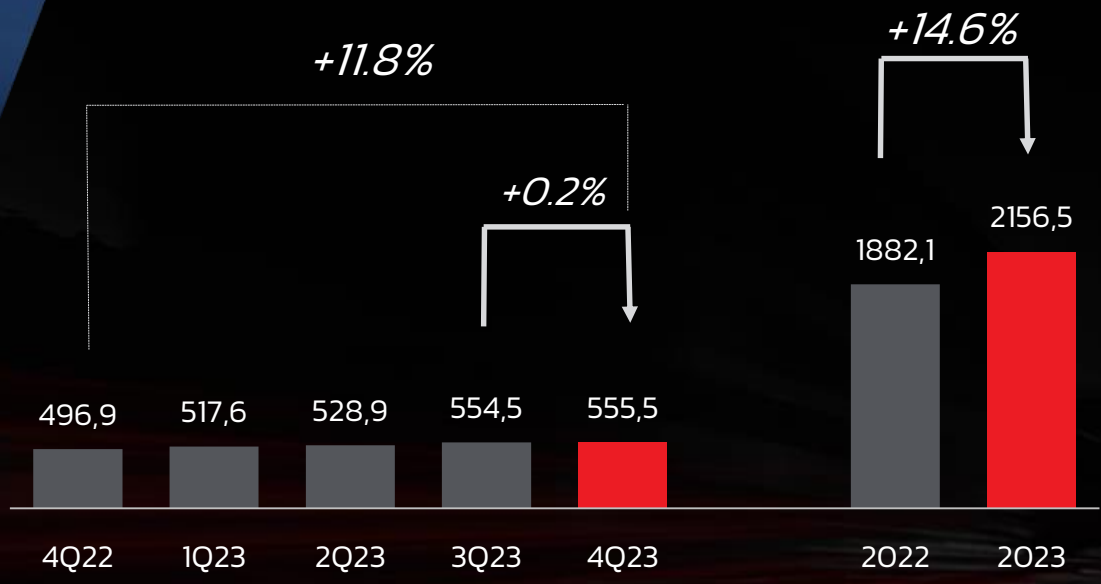
R\$ MILLION

## % NET REVENUE PER MARKET

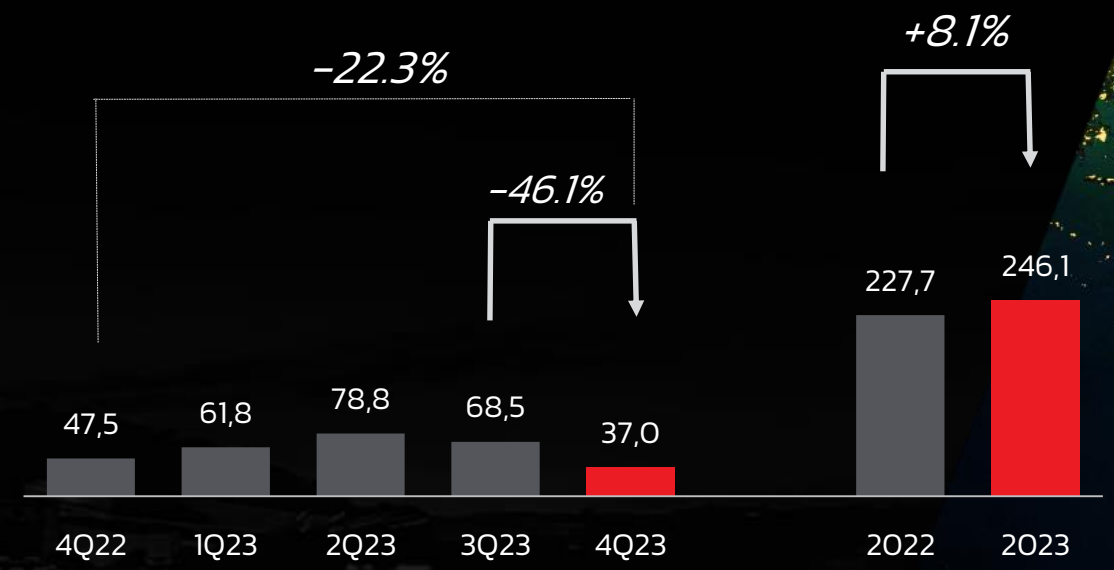
- DOMESTIC MARKET
- INTERNATIONAL MARKET



### DOMESTIC MARKET R\$

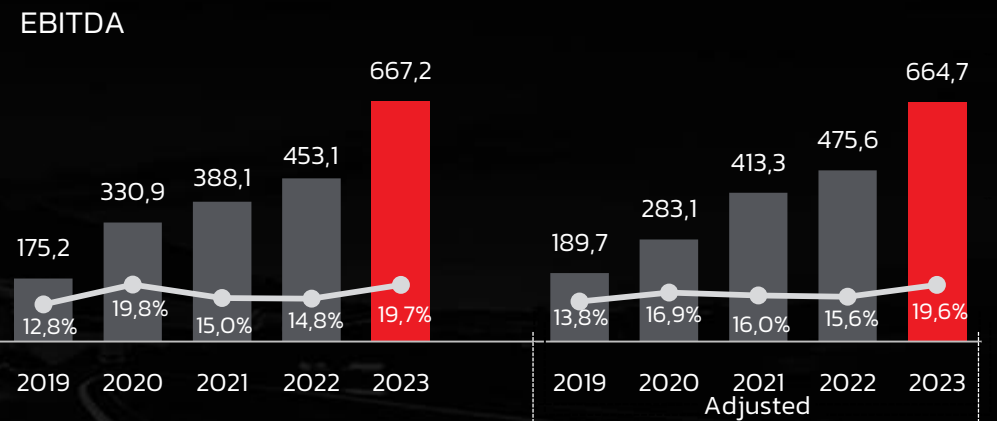
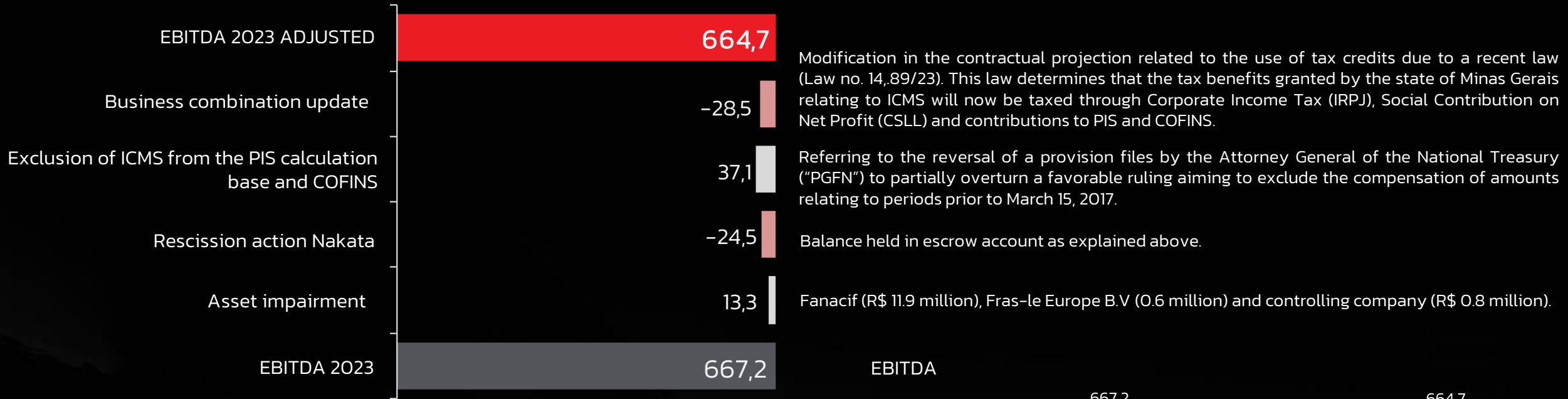


### INTERNATIONAL MARKET US\$



# EBITDA AND ADJUSTED EBITDA | NON-RECURRENT

R\$ MILLION



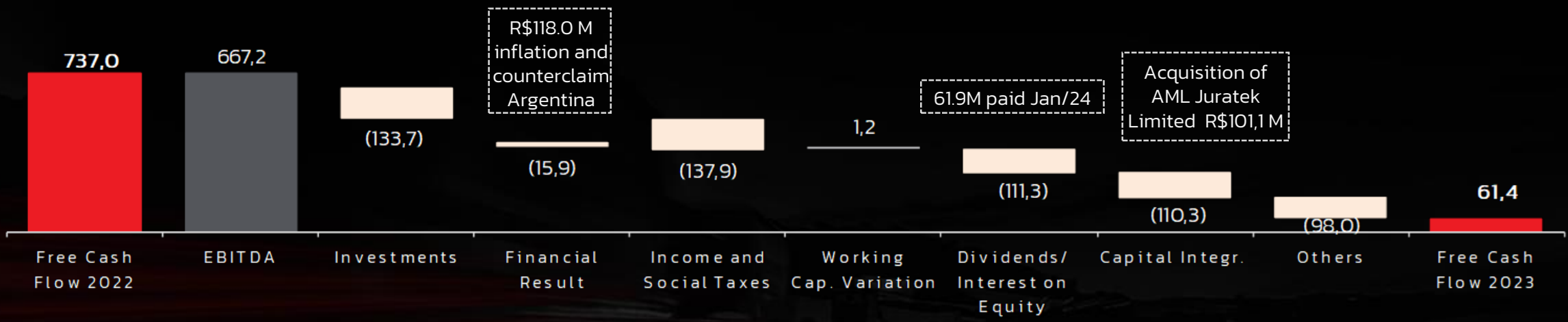
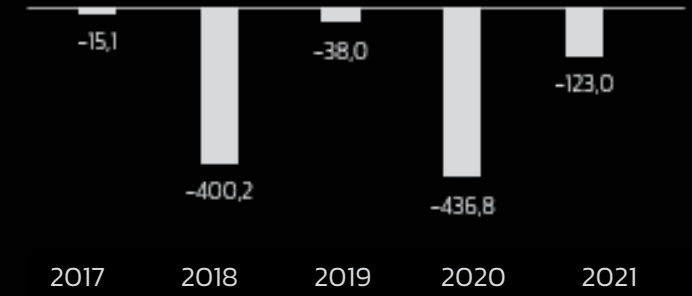
CAGR 2019/2023 39,7% | 2019/2023 280,8%



# FINANCIAL PERFORMANCE

R\$ MILLION

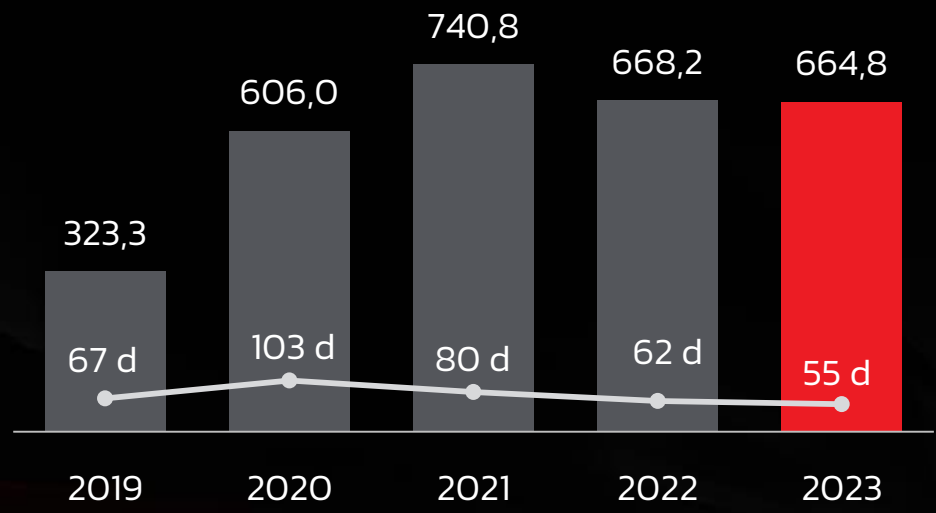
Histórico FCF



# WORKING CAPITAL | INVESTMENTS

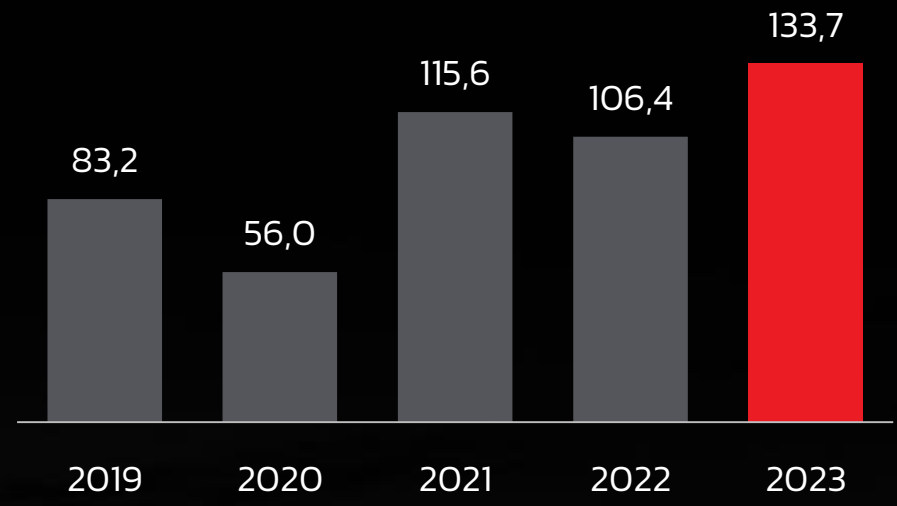
R\$ MILLION

WORKING CAPITAL



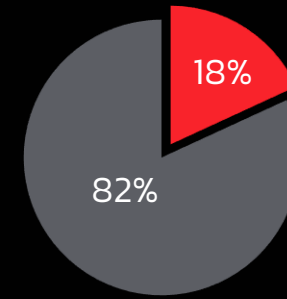
- 12 days

INVESTMENTS

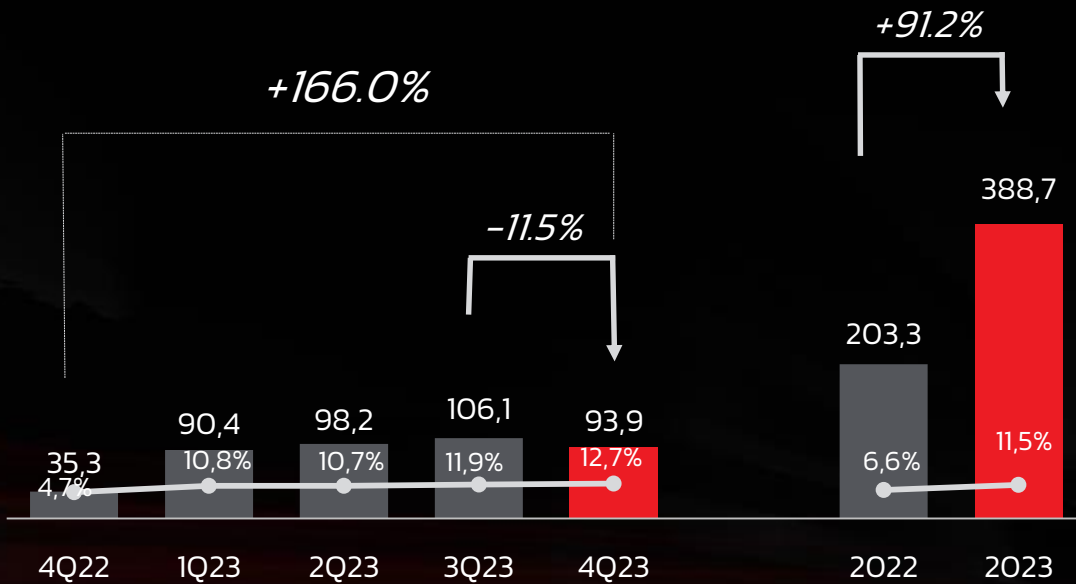


# NET INCOME AND NET DEBT

R\$ MILLION

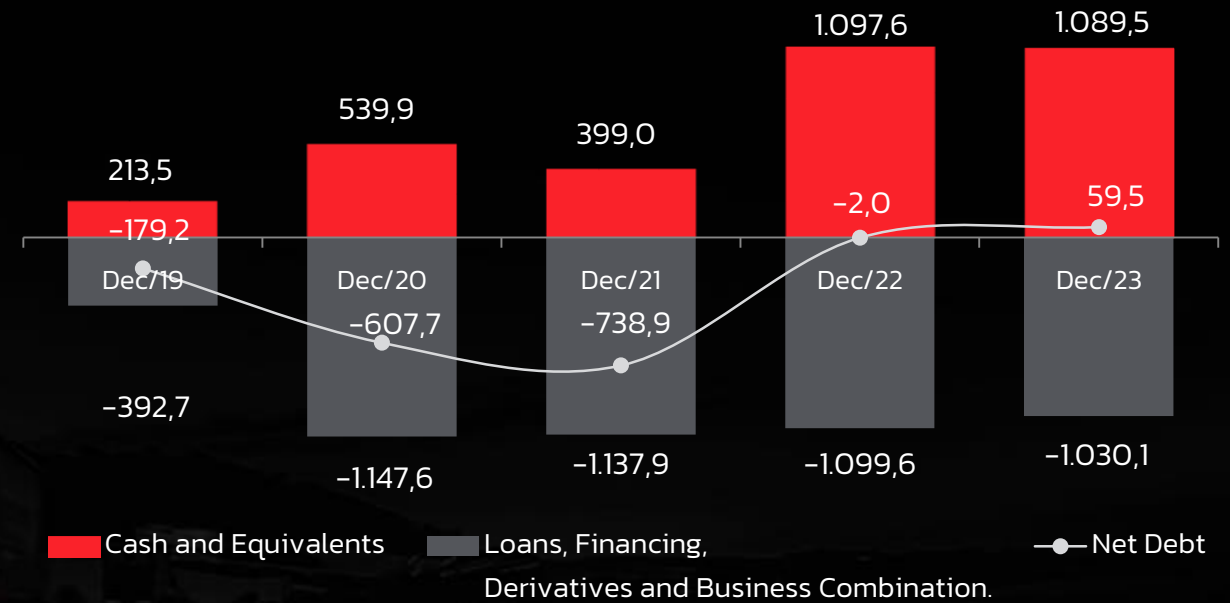


## NET INCOME



## NET DEBT/EBITDA

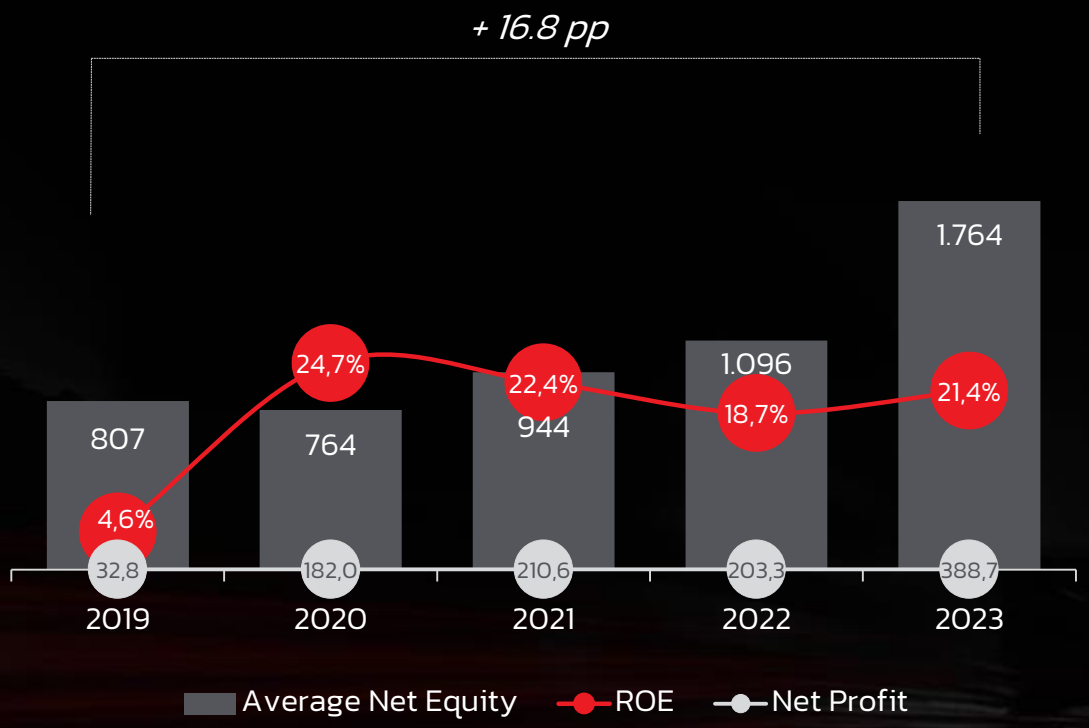
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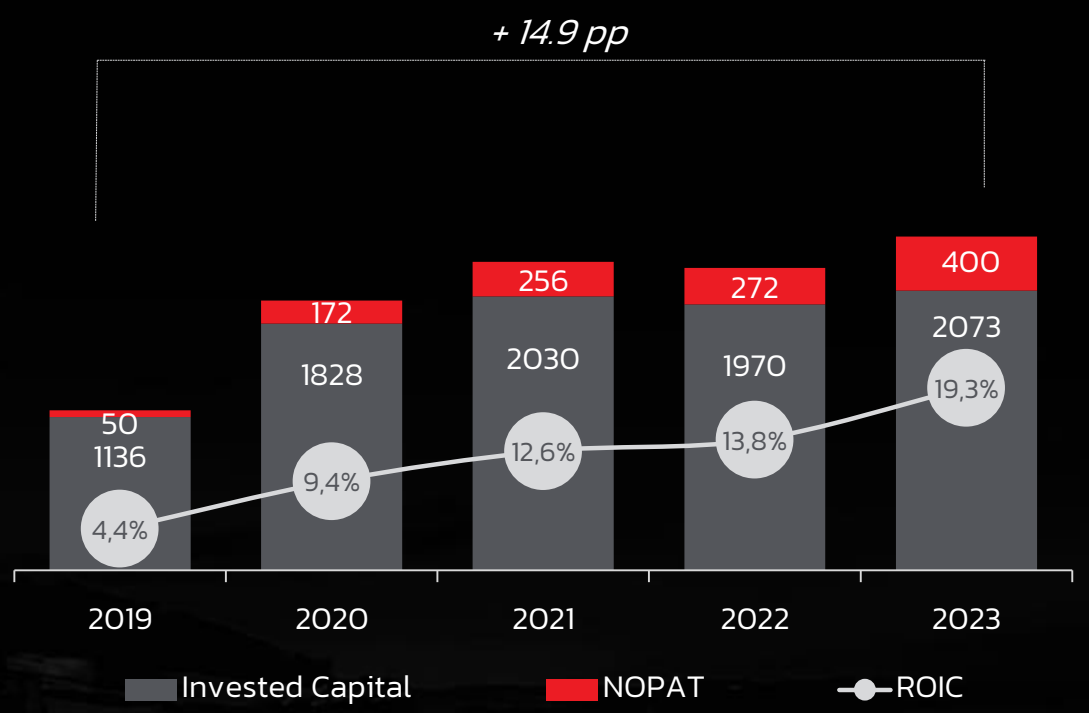
# ROE / ROIC

R\$ MILLION

## ROE – RETURN ON EQUITY

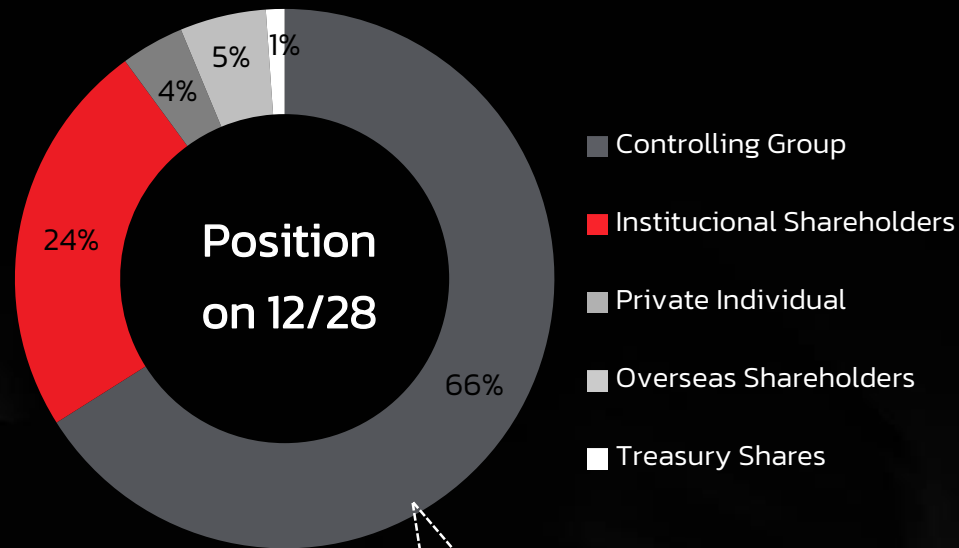


## ROIC – RETURN ON INVESTED CAPITAL



# CAPITAL MARKET

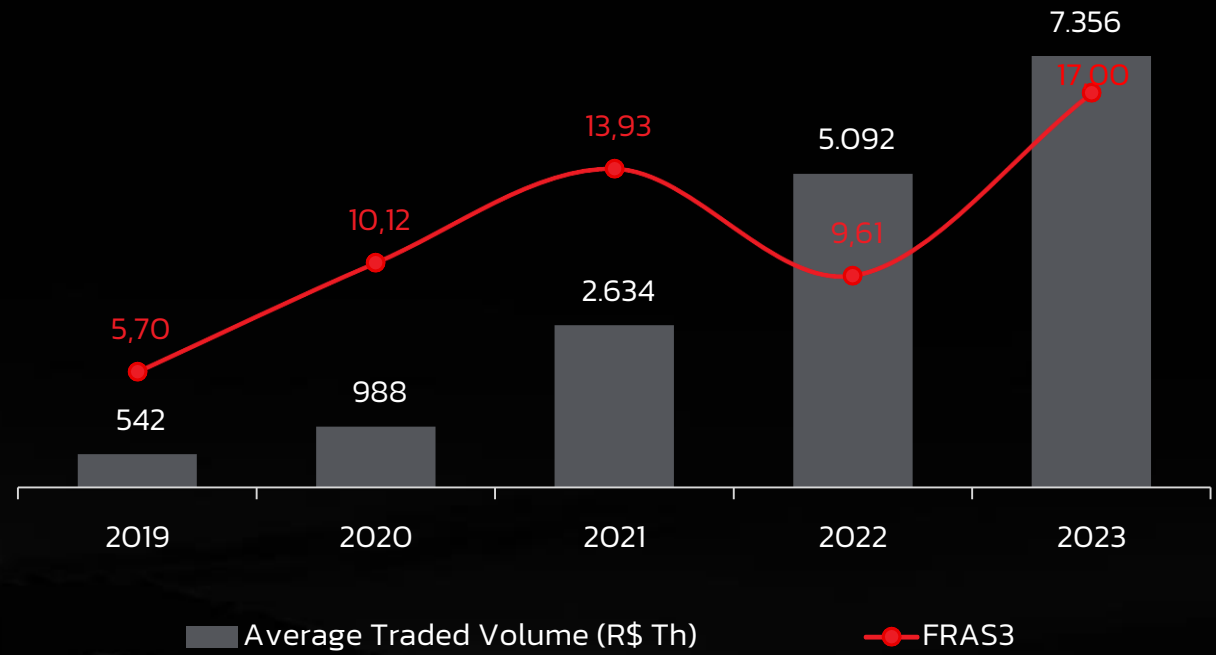
R\$ MILLION



**CONTROLLING GROUP:**  
52.57% - RANDON S.A.  
13.05% - DRAMD

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

11.763	11.014	8.974	8.472	9.441
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SEARCH

# **INSTITUTIONAL INVESTOR**



This survey is an instrument for evaluating the work and initiatives of the Investor Relations area.

**POLLING NOW!**

**2024 LATIN AMERICA EXECUTIVE TEAM**

POLLING DATES: 19 FEB - 15 MAR 2024

**INSTITUTIONAL INVESTOR**

Access the survey by [clicking here](#)  
or by scanning the QR Code

# OUTLOOK

- ✓ Business in Argentina remains cautious.
- ✓ International conflicts are points of attention.
- ✓ Growing demand in the aftermarket;
- ✓ Interest rate reduction cycle will boost the local economy;
- ✓ International markets showing expansion related to project developments and powerhouse expansion.

# Q&A

# Q&A

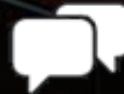


Por áudio

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.



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.



The logo for FRASLE MOBILITY features a red icon of three slanted parallel lines to the left of the word "FRASLE" in a large, bold, white sans-serif font. Below "FRASLE", the word "MOBILITY" is written in a smaller, white sans-serif font.

**FRASLE**  
MOBILITY



[ri.fraslemobility.com](http://ri.fraslemobility.com)



[frasle-mobility](https://www.linkedin.com/company/frasle-mobility)