

**RESULTS  
PRESENTATION  
2Q24**

**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



**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 MANAGER RANDONCORP

GUEST

# QUARTER EVENTS

FRASLE MOBILITY UNIVERSE



## PUBLIC CALAMITY RS

We kept supporting employees affected by the floods, providing emergency support with food, drinking water, hygiene items, clothing, mattresses, medicines, as well as social services, psychological care, telemedicine and legal advice, in addition to financial support.



## ACQUISITION KUO REFACCIONES

On June 24, the Company announced the acquisition of Kuo Refacciones, the automotive aftermarket division of the Mexican Kuo group. The acquisition involves an investment of approximately R\$ 2.1 billion (subject to adjustments on the closing date).



## EXPERTS CLUB

The Auto Experts platform's loyalty program has been launched. The Experts Club includes partner automotive centers with special benefits and advantages when purchasing Fras-le and Nakata brand products. The program serves 11 Brazilian states in the South, Southeast and Central-West regions.

# Access the Frasle Mobility Report





RANDONCORP

INVITATION

# ESG Ambition

16

9 am to 10:30 am

Of August,  
2024

Building tomorrow  
with **sustainability**

Online transmission on Youtube  
channel @randoncorp

# FANACIF

CLOSING DOWN OF MANUFACTURING ACTIVITY

## RESTRUCTURING STRATEGY

- > Footprint optimization;
- > Better absorption of fixed costs;
- > Consolidated capacity was idle, assets were technologically outdated, and labor was high.

## SCHEDULE

**04/16** Announcement of closure of activities

**08/31** Forecast for definitive closure

## DECOMMISSIONING PROCESS

- > Production of brake pads was relocated to:
  - Caxias do Sul (RS)
  - Sorocaba (SP)
- Sourcing
  - > Sourcing from China and India;
  - > Sales team will be maintained;
  - > Assets and goods are being transferred to Brazil;
  - > Building is in the process of being sold.

# KUO REFACCIONES

OUR RECENT ACQUISITION IN MEXICO



## INVESTMENT

- > Equivalent to and approximately R\$ 2.1 B, it increases the Company's revenue by approximately R\$ 1.4 B/year.

## FUNDING

- > Credit reserve of up to R\$ 750 MM in Brazil; ✓
- > Credit reserve of the equivalent of R\$ 1 B in MX pesos; ✓
- > Complemented with cash resources (part of the follow-on carried out in 2022).

## NEXT STEPS

✓ **June 24, 24 – Board approval and signing of the Sale Agreement**

Approval and analysis by economic defense agencies and bodies (4 to 6 months)

Other miscellaneous conditions precedent;

“Closing” (with payment of 100%) only upon satisfaction of the preceding conditions;

Integration plan.

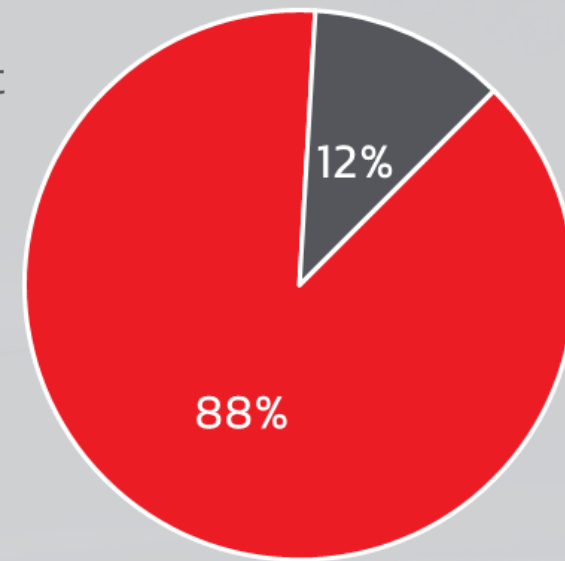


# NET REVENUE

R\$ MILLION

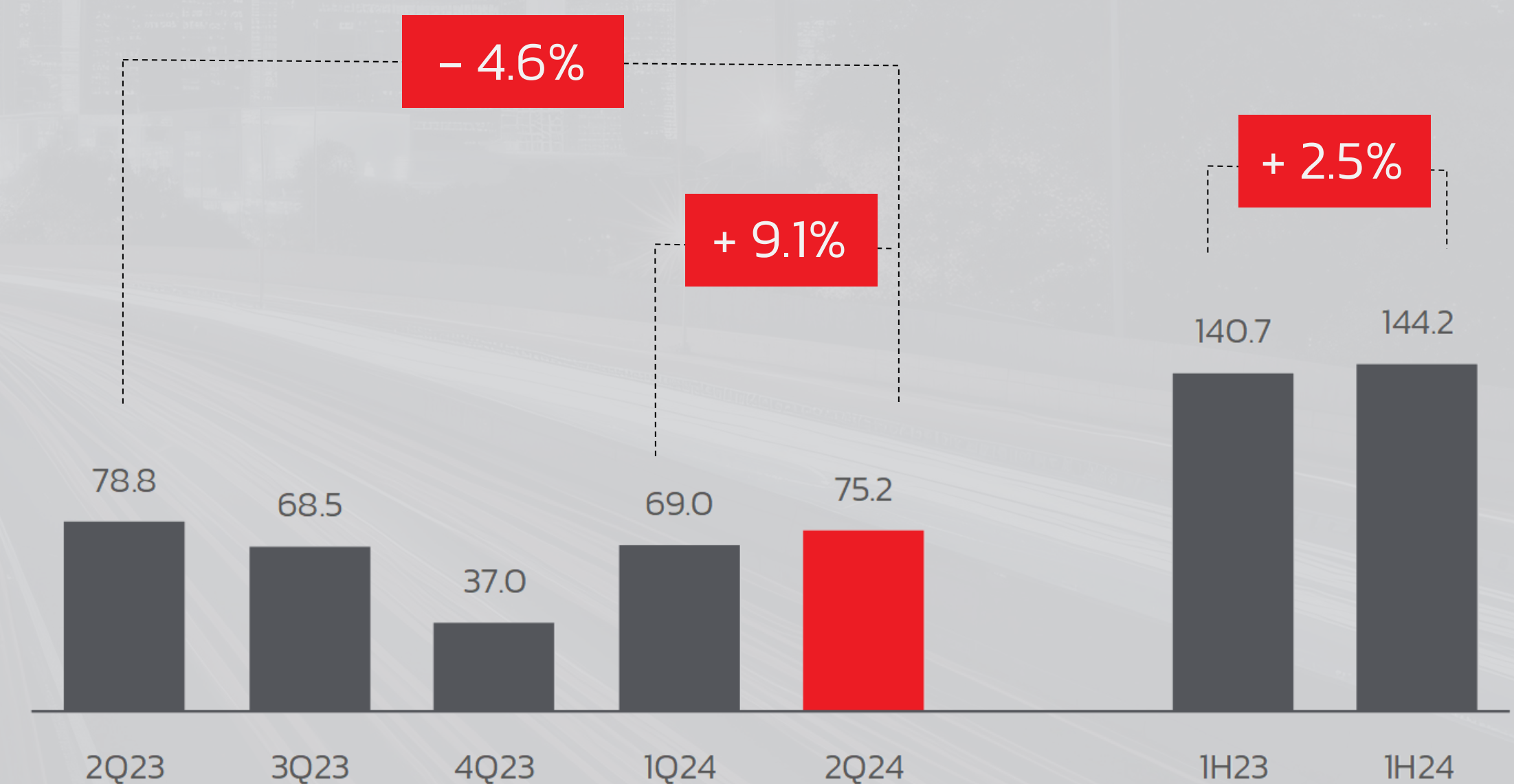
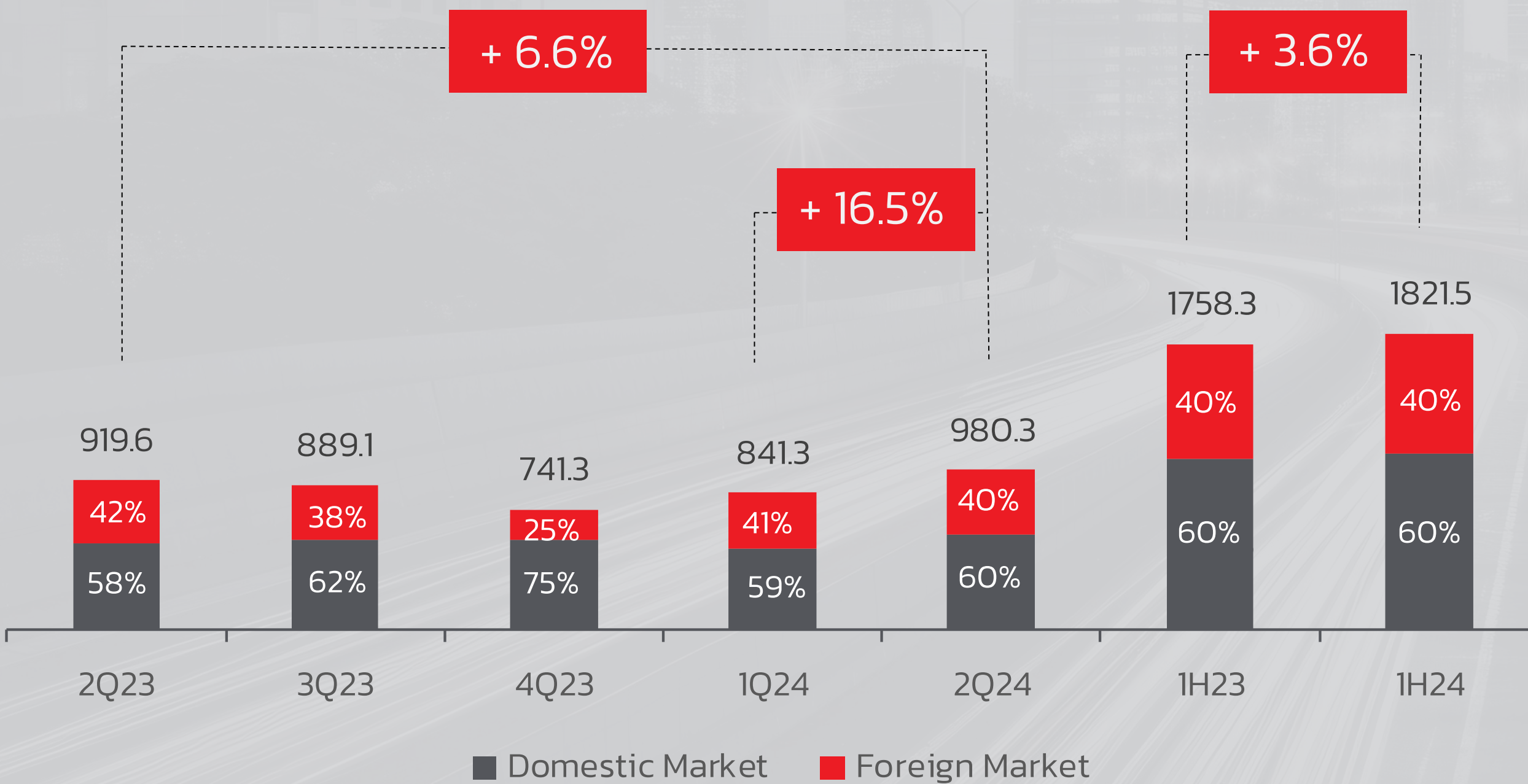
Revenue by market 2Q24

■ Aftermarket  
■ OEM



## NET REVENUE

## FOREIGN MARKET (US\$)

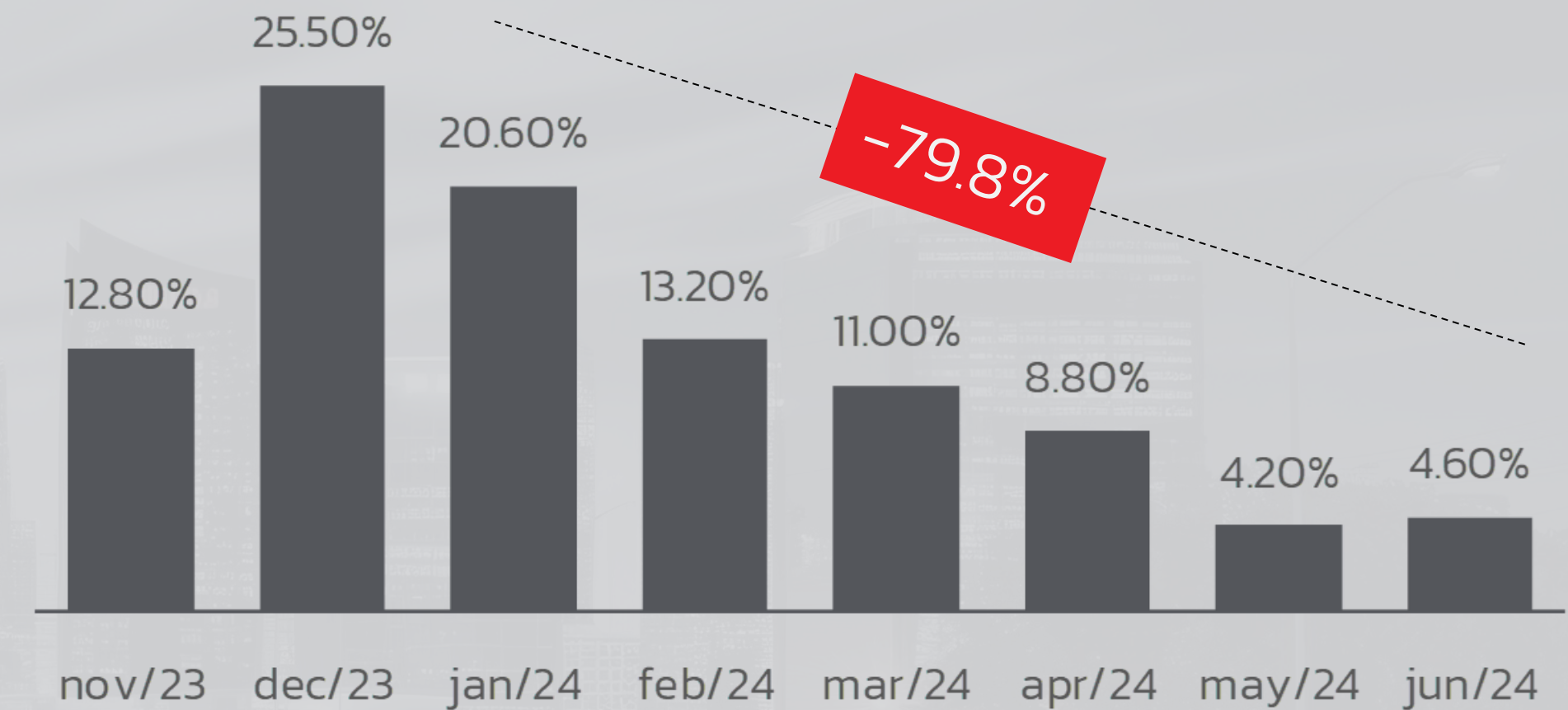


# ARGENTINA

## MACROECONOMIC SCENARIO

- > Change in payment terms for imports, from August on: 30 and 60 days;
- > Major recessionary process, although the main adjustments have already been made by the government;
- > 24.5% drop in the auto parts sector, as a result of stock reduction by customers;
- > Strong inventory adjustments;
- > Over 50% of the population is below the poverty line;
- > Purchasing profile for cheaper brands.

## INFLATION



## EFFECTS OF INFLATION AND CURRENCY DEVALUATION IN ARGENTINA

R\$ MILLION

	No effects		Argentina Effects*		After the effects	
	2Q24	1H24	2Q24	1H24	2Q24	1H24
<b>Net Revenue</b>	954.4	1,783.2	25.9	38.3	980.3	1,821.5
<b>EBITDA</b>	148.7	317.7	-36.4	-51.4	112.3	266.3
<b>Net Profit</b>	46.7	132.6	-6.8	14.9	39.9	147.5

\* Adjustment for inflation update in a highly inflationary economy as provided for in CPC 42/IAS 29.

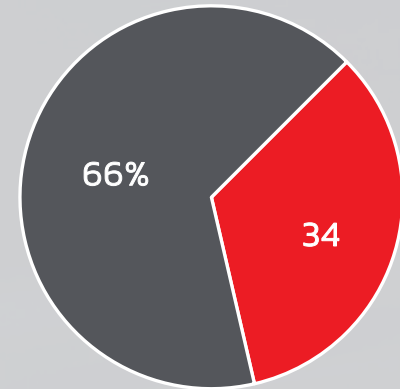
# SEGMENTS AND PRODUCTS

2Q24

Revenue by segment 2Q24

■ Commercial Line

■ Light Line



## FRICTION

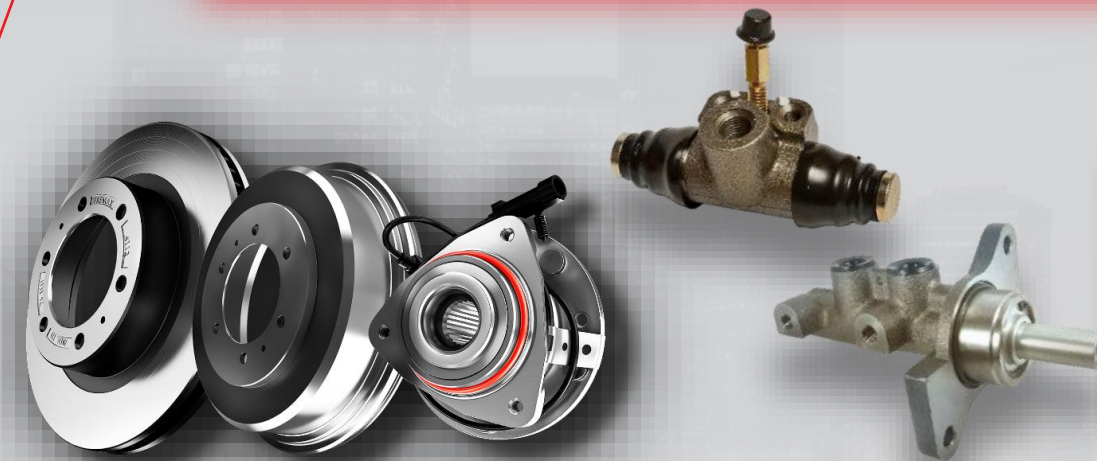


**37%**  
LIGHT

**63%**

COMMERCIAL

## BRAKE SYSTEM



**90%**  
LIGHT

**10%**

COMMERCIAL

## SUSPENSION, STEERING AND POWERTRAIN



**97%**  
LIGHT

**3%**

COMMERCIAL

## OTHER



**82%**  
LIGHT

**18%**

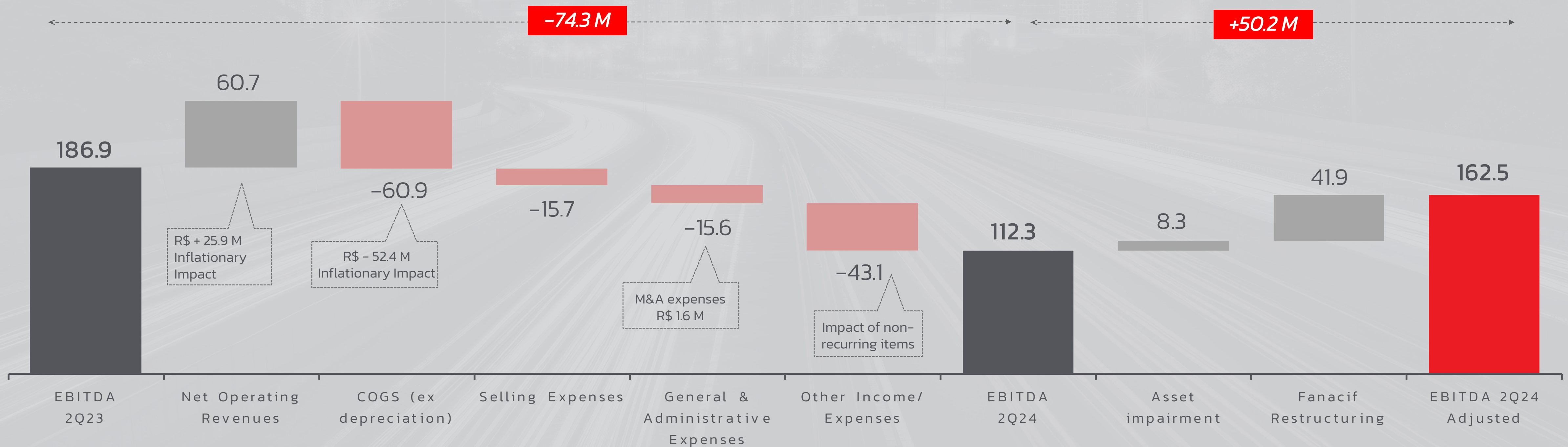
COMMERCIAL

# OPERATIONAL PERFORMANCE

R\$ MILLION

	EBITDA						
	2Q23	3Q23	4Q23	1Q24	2Q24	1H23	1H24
EBITDA	186.9	190.2	113.1	154.0	122.3	363.9	266.3
EBITDA Margin	20.3%	21.4%	15.3%	18.3%	11.5%	20.7%	14.6%
	ADJUSTED EBITDA						
	2Q23	3Q23	4Q23	1Q24	2Q24	1H23	1H24
EBITDA	199.5	190.2	98.0	154.0	162.5	376.6	316.5
EBITDA Margin	21.7%	21.4%	13.2%	18.3%	16.6%	21.4%	17.4%

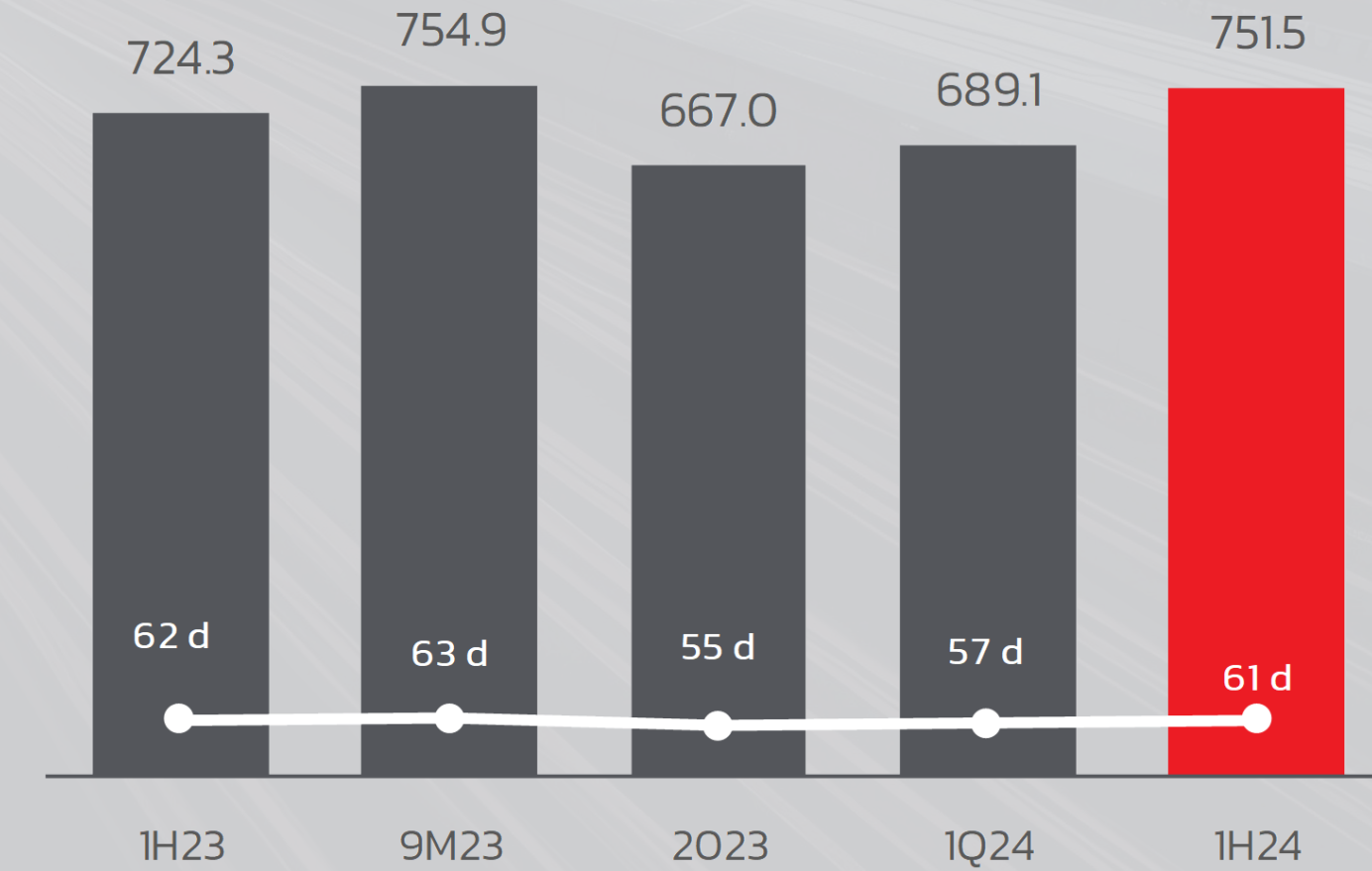
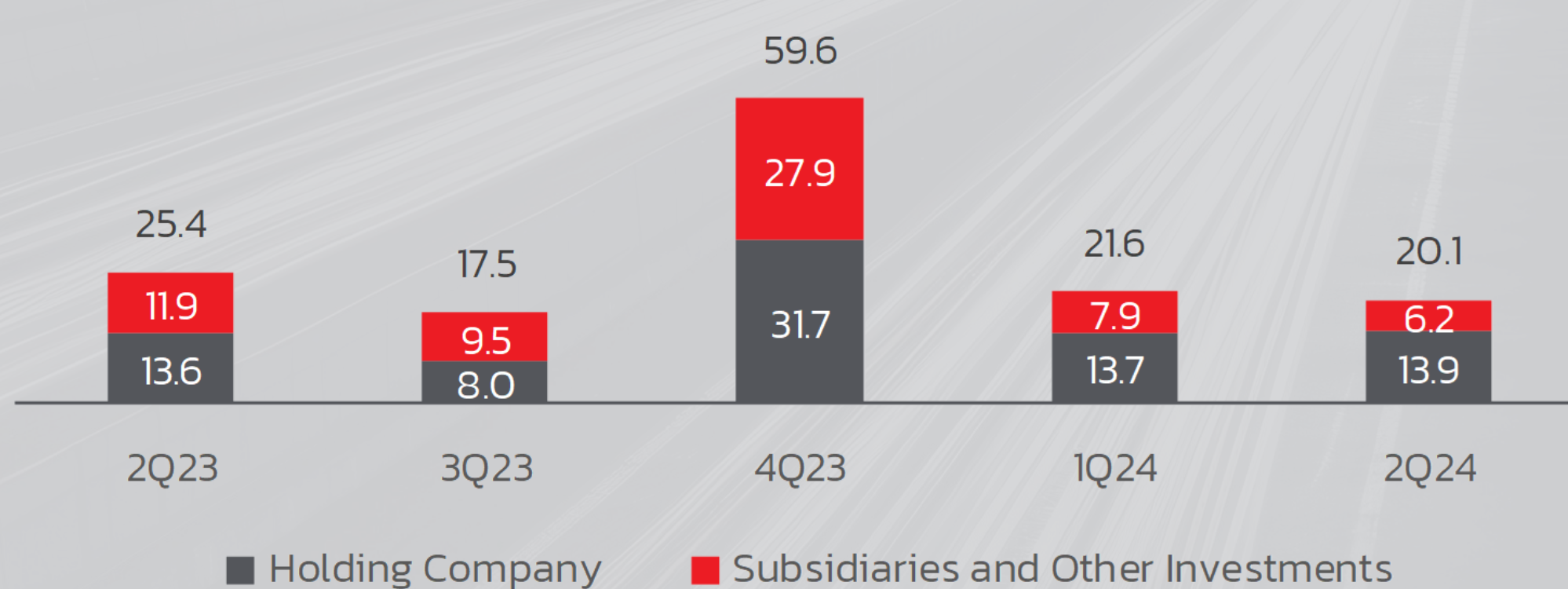
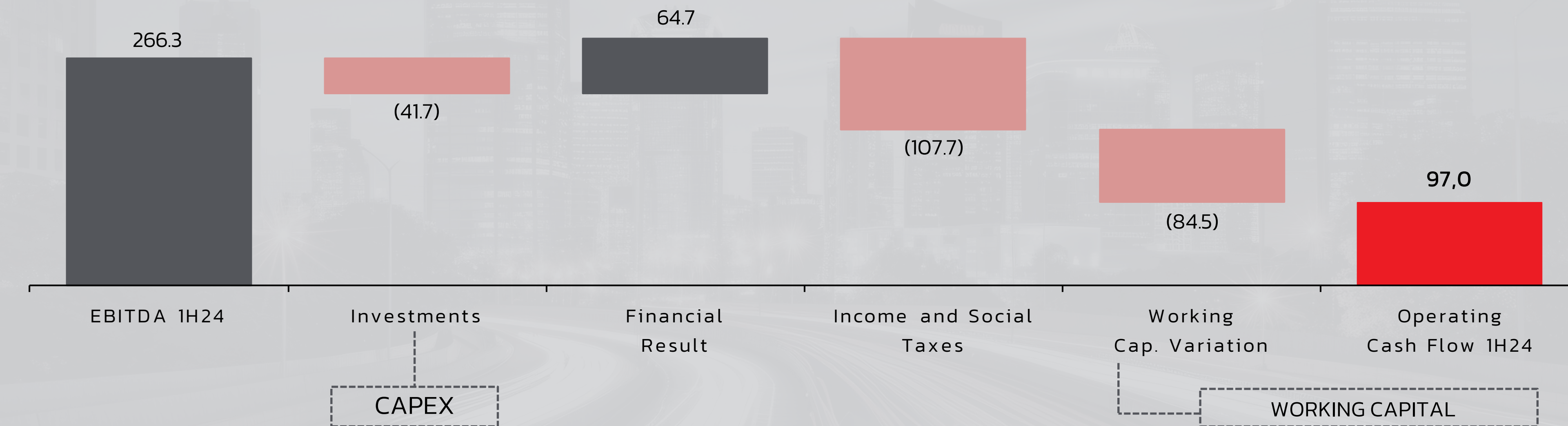
## CAUSAL ADJUSTED EBITDA



# FINANCIAL PERFORMANCE

R\$ MILLION

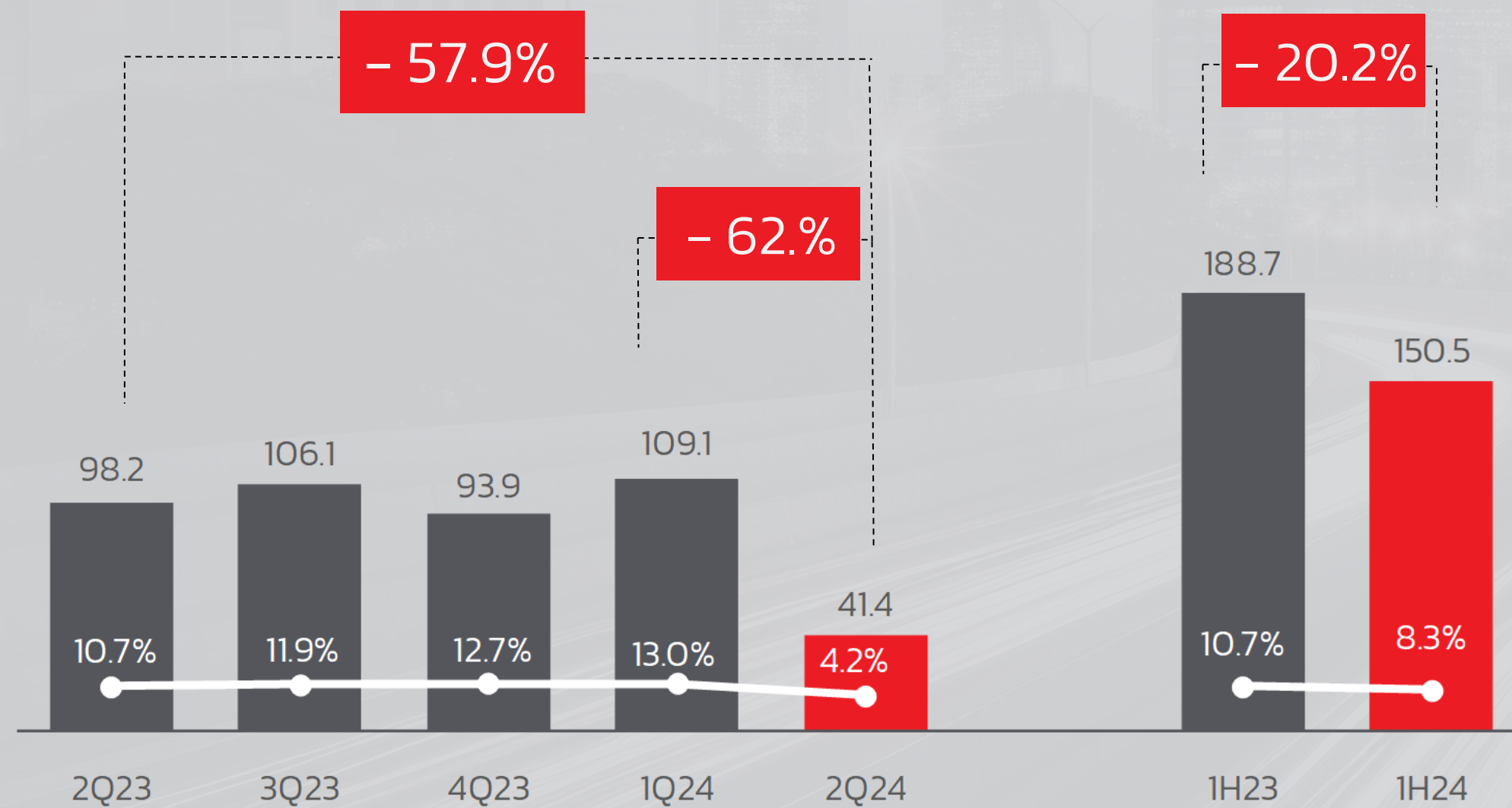
## OPERATING CASH FLOW



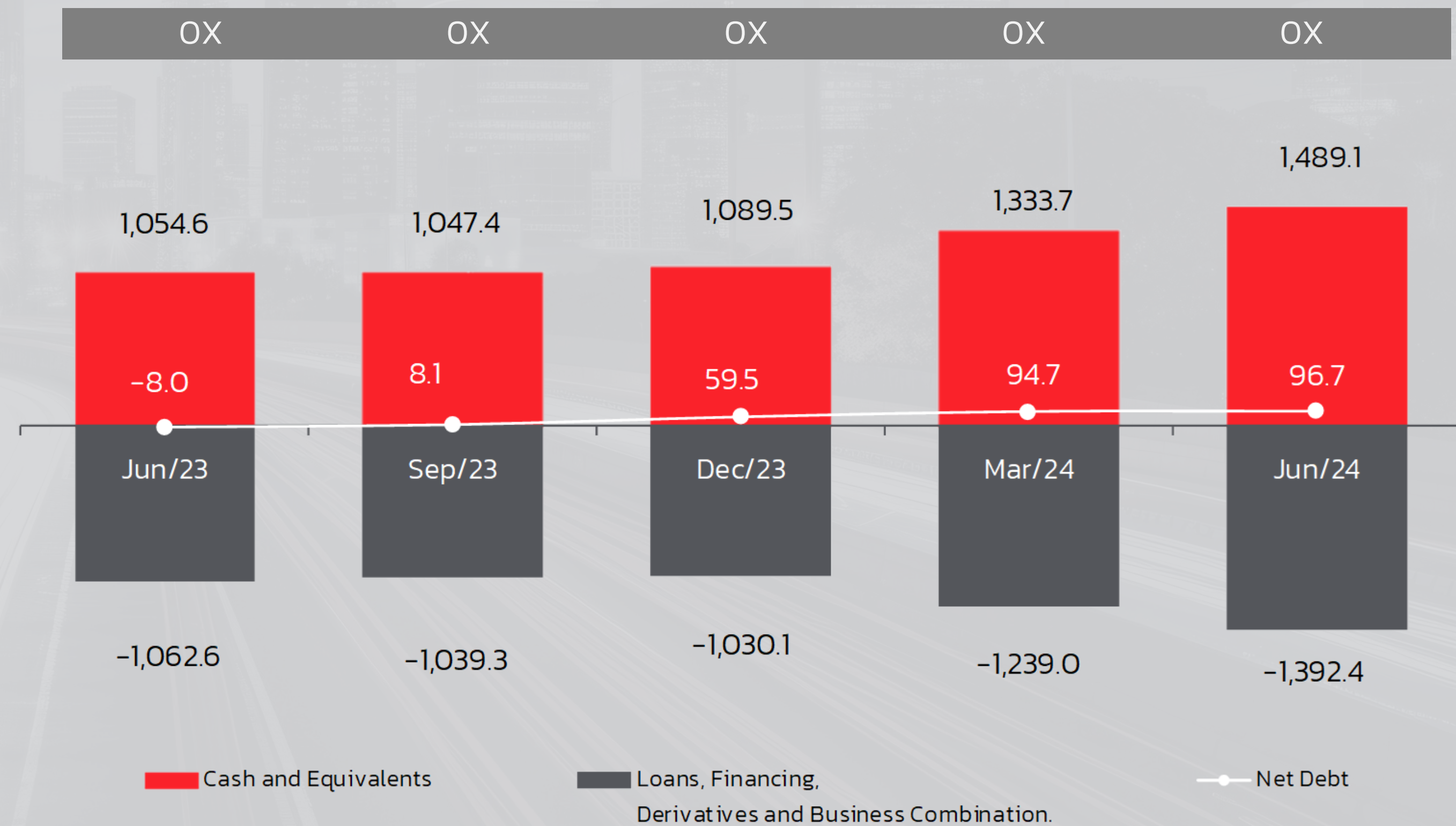
# NET INCOME / NET DEBT

R\$ MILLION

## NET INCOME



## NET DEBT/EBITDA



— % NET MARGIN

# HIGHLIGHTS

1H24



NET REVENUE

**R\$ 1.8 B**

+3.6%  
vs. 1H23

Guidance

**R\$ 3.7 – 4.0 B**



FOREIGN MARKET

**US\$ 144.2 M**

+2.5%  
vs. 1H23

Guidance

**US\$ 250 – 290 M**



ADJUSTED  
EBITDA MARGIN

**17.4%**

-4.0 p.p.  
vs. 1H23

Guidance

**17% – 21%**



INVESTMENTS

**R\$ 41.7 M**

-26.4%  
vs. 1H23

Guidance

**R\$ 130 – 170 M**

# OUTLOOK

- > The domestic replacement market is booming;
- > International markets with expansion related to new projects and portfolio expansion;
- > Argentina in recession;
- > Rise in exchange rate and logistics costs;
- > Volumes in automakers in Brazil and abroad with growing demand;
- > Fanacif S.A. restructuring – long-term vision;
- > Acquisition of Kuo Refacciones prepares us for the Company's future.



## 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*

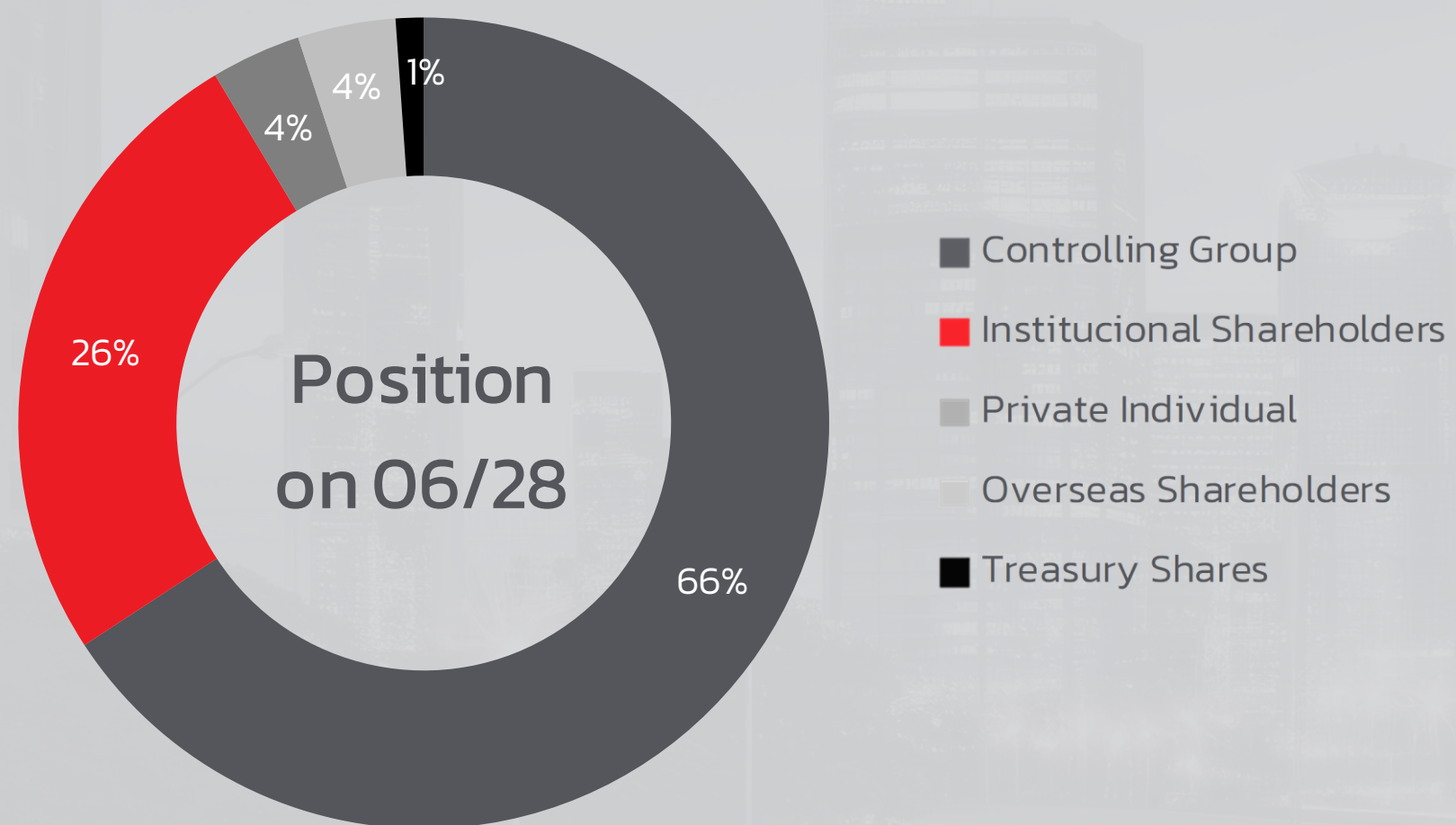
Questions can be submitted in writing via the "Q&A" button.



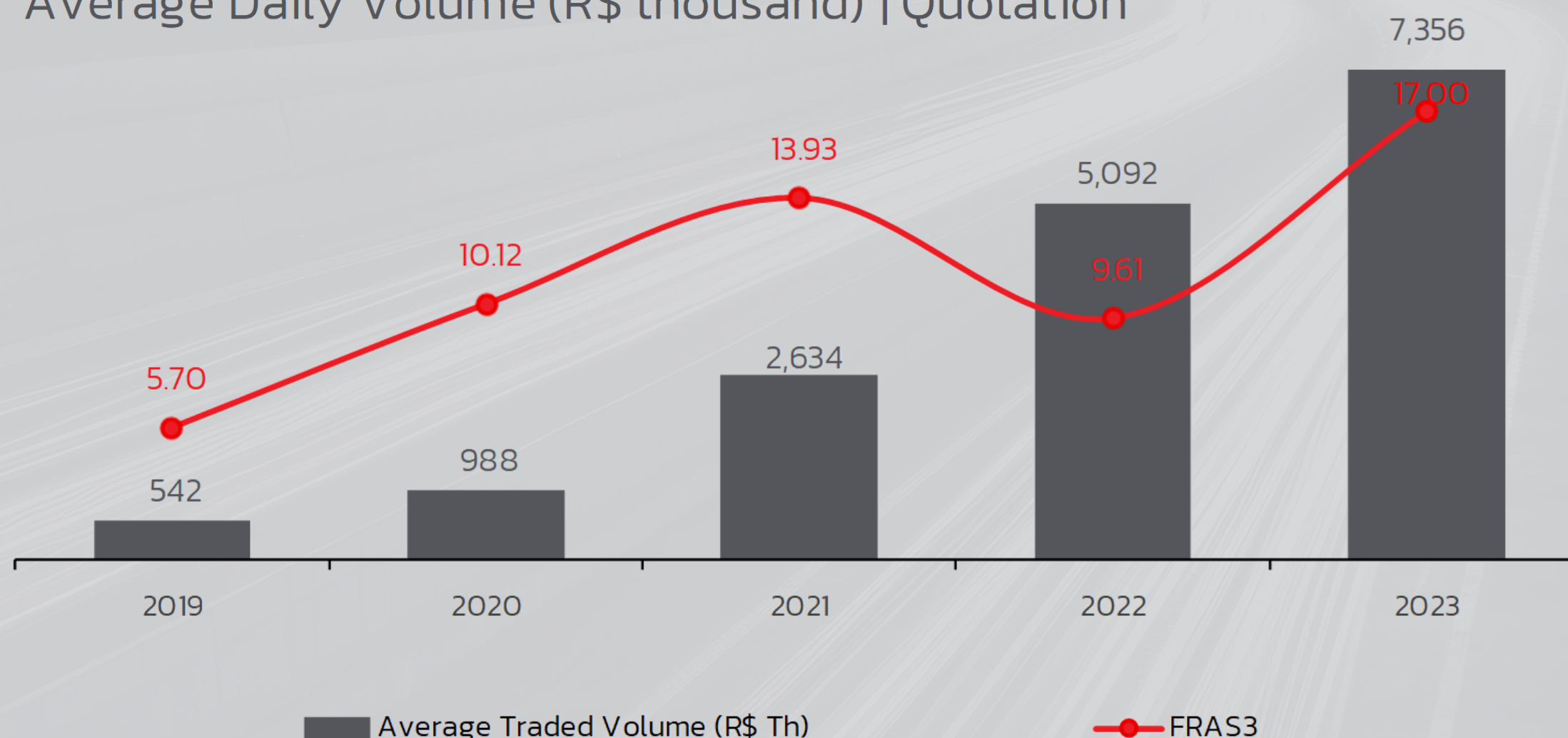
# *APPENDICES* **2Q24**

# CAPITAL MARKET

R\$ MILLION



Average Daily Volume (R\$ thousand) | Quotation

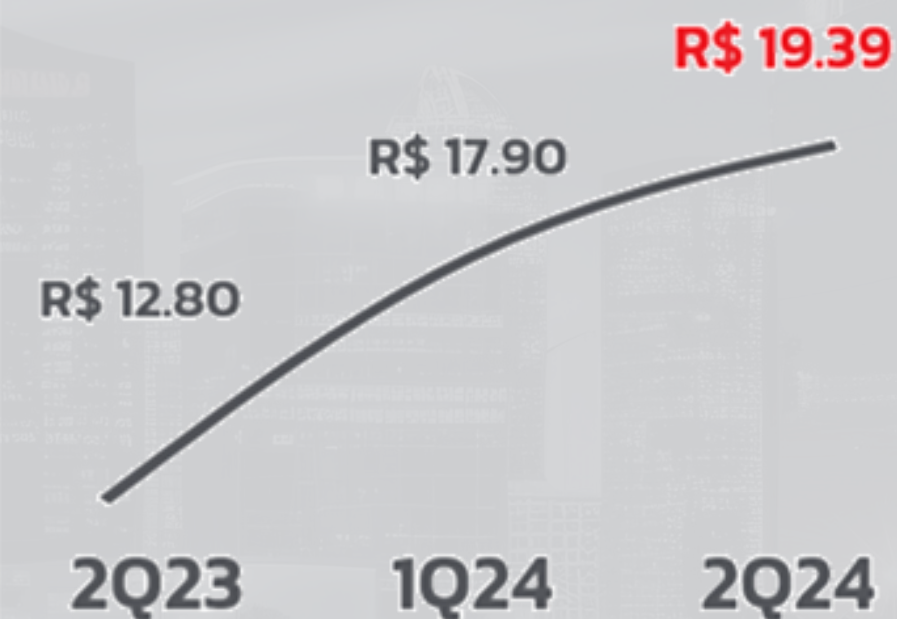


EARNINGS RELEASE 2Q24

## QUOTE FRAS3

**51.5%** (jun/24 vs. jun/23)

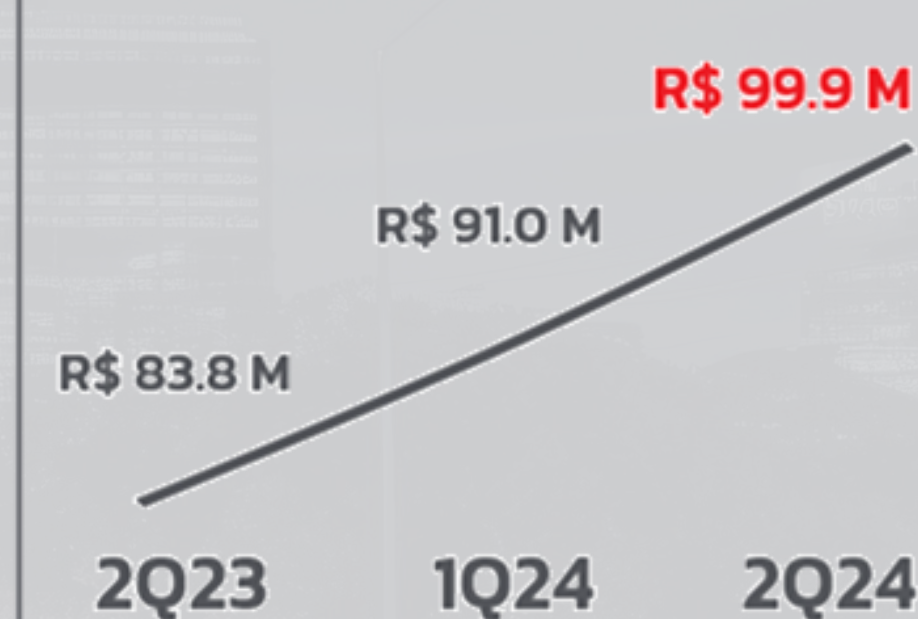
**8.3%** (jun/24 vs. mar/23)



## FINANCIAL VOLUME

**19.2%** (jun/24 vs. jun/23)

**9.8%** (jun/24 vs. mar/24)



## NO. OF SHAREHOLDERS

**6.1%** (jun/24 vs. jun/23)

**-1.0%** (jun/24 vs. mar/24)



## MARKET VALUE

**51.5%** (jun/24 vs. jun/23)

**8.3%** (jun/24 vs. mar/24)

