

# *RESULTS PRESENTATION*

## *1Q25*

**FRAS**  
**B3 LISTED N1**

**IBRA B3**

**IGC B3**

**IGCT B3**

**SMLL B3**



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!

PARTICIPANTS IN OUR 1Q25 CONFERENCE CALL:



**ANDERSON  
PONTALTI**

COO  
FRASLE MOBILITY



**HEMERSON  
DE SOUZA**

IR BUSINESS AND M&A  
DIRECTOR  
OF FRASLE MOBILITY



**MARIANA  
GUIMARÃES**

IR MANAGER  
FRASLE MOBILITY



**ESTEBAN  
ANGELETTI**

IR AND FINANCE  
DIRECTOR  
RANDONCORP

GUEST



# QUARTER EVENTS



## ADVANCED ENGINEERING

In February, the manufacturing plant in Sorocaba (SP) gained a new advanced engineering structure. The laboratory is an extension of Movetech - the largest advanced engineering center for friction materials in the southern hemisphere -, whose main headquarter is in Caxias do Sul (RS).



## CORPORATE GOVERNANCE CHANGES

On March 20, by means of a Material Fact, the Company informed changes in its Corporate Governance structure, effective as of September 1, 2025, when Sérgio de Carvalho, the current CEO and President Director, will leave Frasle Mobility and become a senior advisor for strategic projects. The executive leadership will be held by the current COO, Anderson Pontalti, who will occupy the position of CEO, and by board member Daniel Randon, who will leave the board to assume the position of President of the Company.



## CONTROIL REBRANDING

In April, Controil presented its new visual identity with a campaign that reinforces its positioning **"Go with Confidence, go with Controil"** and its authority as a manufacturer of hydraulic brakes. The rebranding reflects the brand's position as a benchmark for quality and diversity in hydraulic brake components.



# AUTOMEC 2025

LATIN AMERICA'S LARGEST AFTERMARKET TRADE FAIR

*1,200 exhibitors*

*Attendance of 90,000 people*

*~8,000 visitors to Frasle Mobility stand*

- > Getting closer to strategic audiences: targeted actions to **welcome** and **engage dealers** and **mechanics**;
- > Boosting the **impact** of **brands**;
- > Meeting with investors and capital market analysts.





# HIGHLIGHTS

1 Q 2 5



NET REVENUE

**R\$ 1,331.7 M**

+58.3%  
VS. 1Q24

GUIDANCE

R\$ 5.7 – 6.1 B



FOREIGN MARKET<sup>1</sup>

**US\$ 124.6 M**

+80.5%  
VS. 1Q24

GUIDANCE

US\$ 500 – 540 M



ADJUSTED EBITDA MARGIN<sup>2</sup>

**19.0%**

+0.7 p.p.  
VS. 1Q24

GUIDANCE

17 – 21%



INVESTMENTS<sup>3</sup>

**R\$ 21.9 M**

+1.2%  
VS. 1Q24

GUIDANCE

R\$ 170 - 210 M

<sup>1</sup> Refers to the sum of exports from Brazil and revenue generated by operations abroad, net of intercompany transactions;

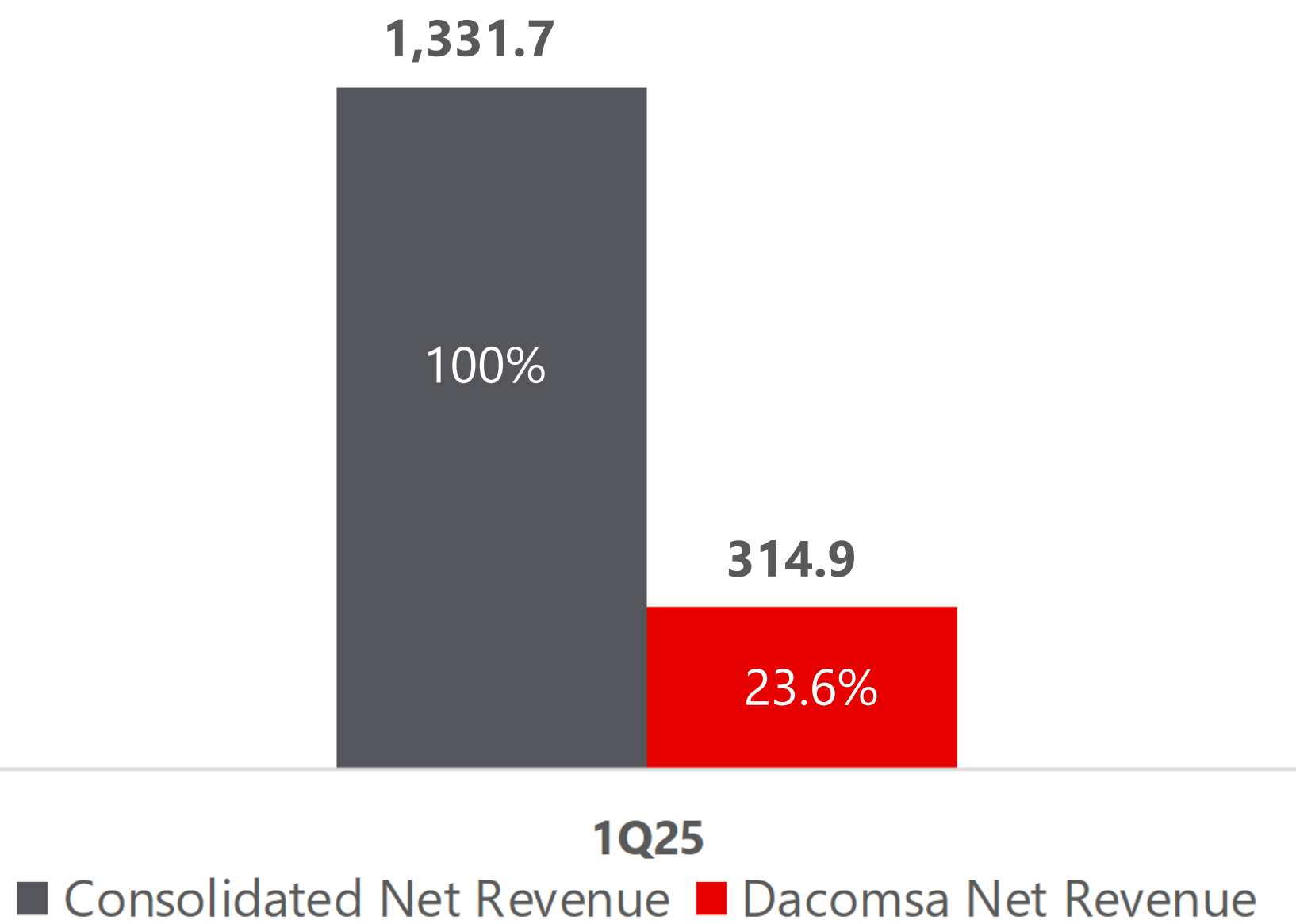
<sup>2</sup> Percentage considers margin adjusted by non-recurring events;

<sup>3</sup> Refers to organic investments.



# DACOMSA

NET REVENUE  
R\$ MILLION



Note: Dacomsa was included in the quarter's results as of January 14, 2025, the date on which the acquisition is completed. For more information, see the notice to the market issued on that date.

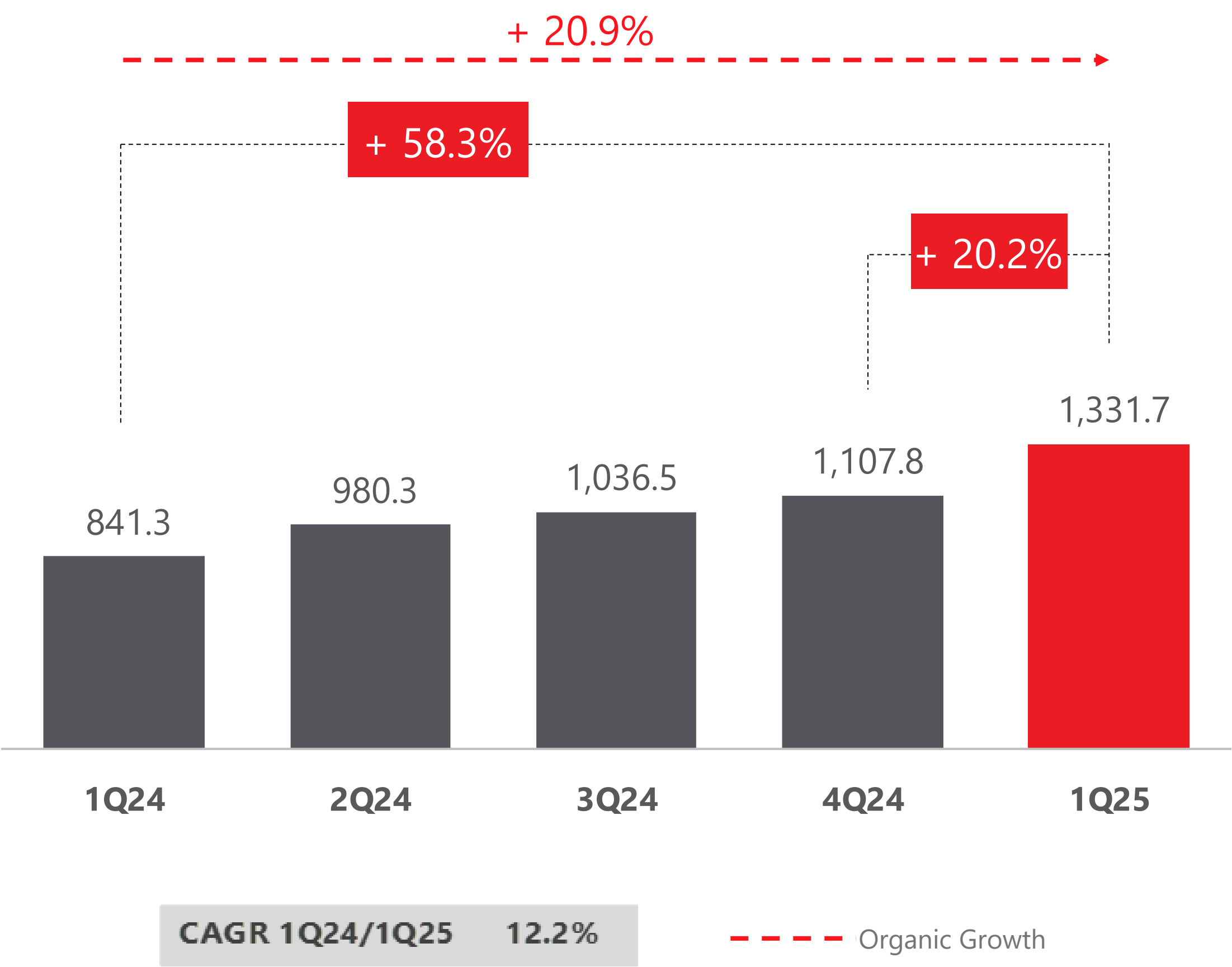


- > 10 work fronts implemented;
- > Positive outlook for synergies: cost front (sourcing and co-manufacturing) and revenue front;
- > Mexican market cautious and attentive to the trade war and the possible impacts on its economy.

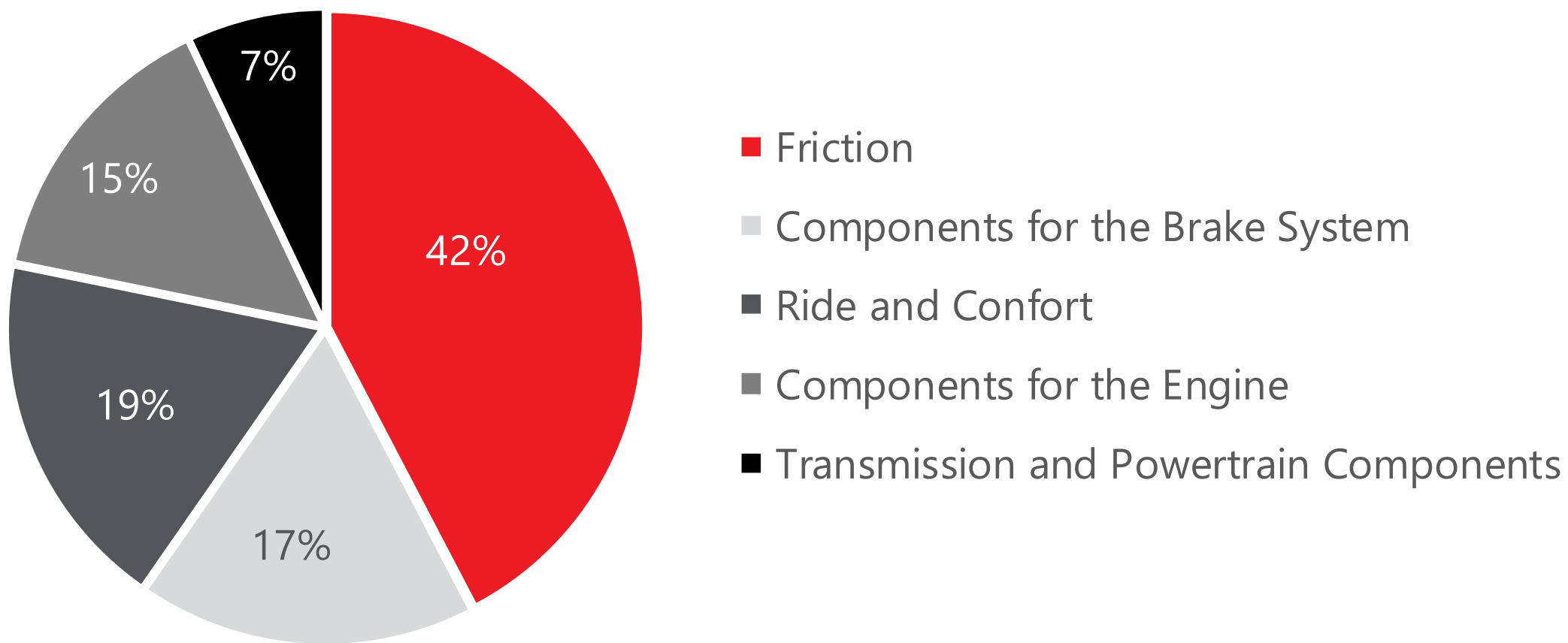


# NET REVENUE

R\$ MILLION



REVENUE BY PRODUCT FAMILY

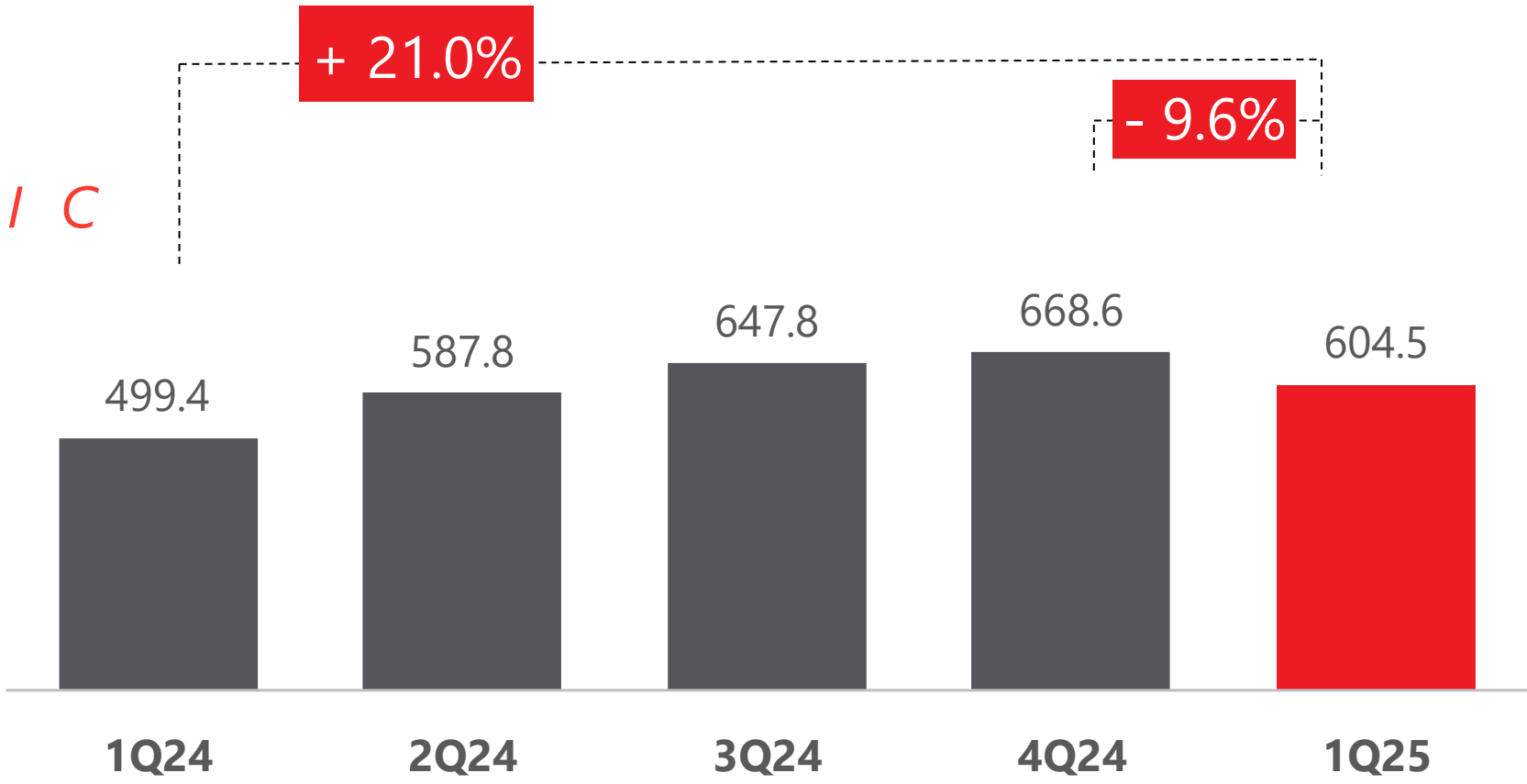




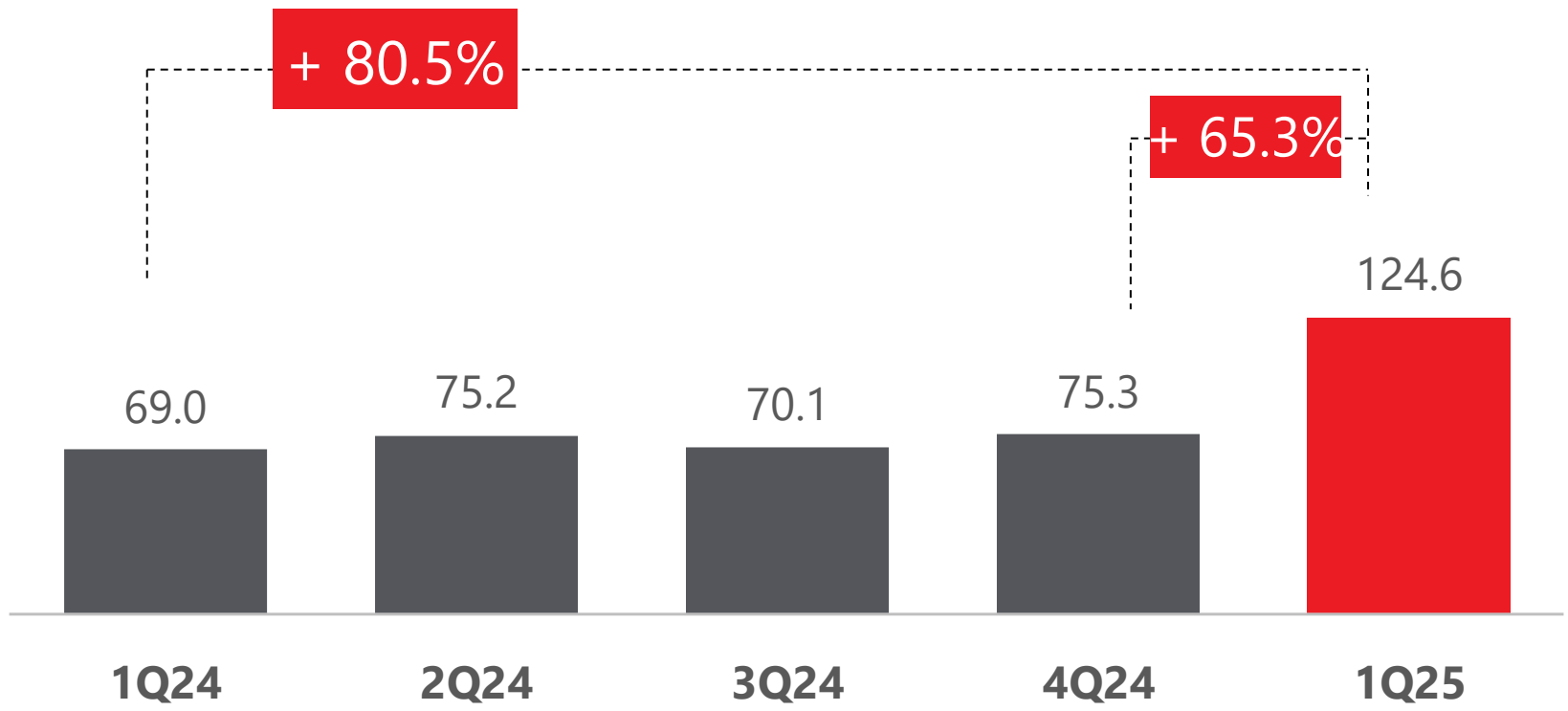
# MARKET

## NET REVENUE

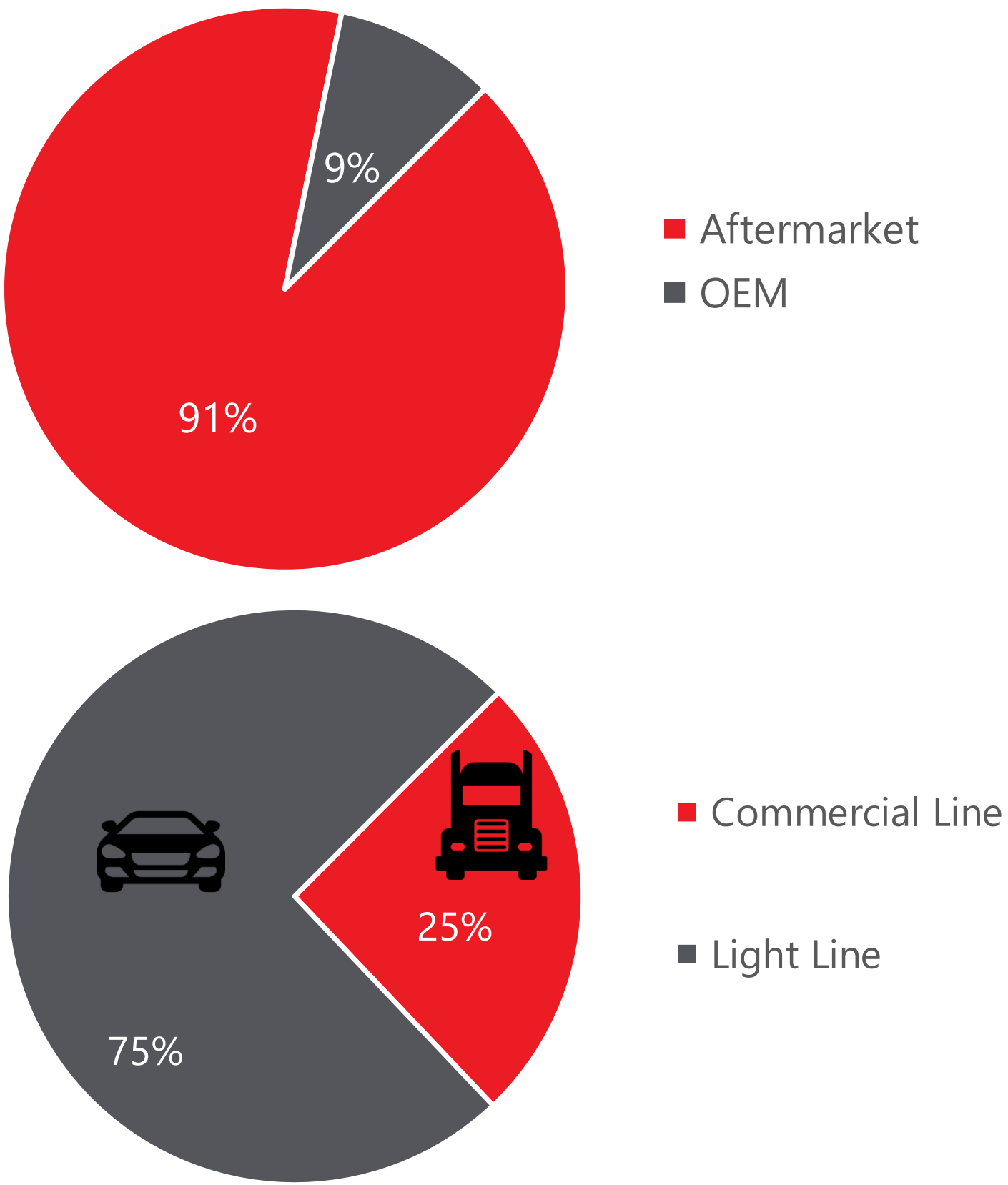
DOMESTIC  
R\$ Million



FOREIGN  
US\$ Million



% REVENUE BY SECTOR AND PRODUCT LINE  
CONSOLIDATED



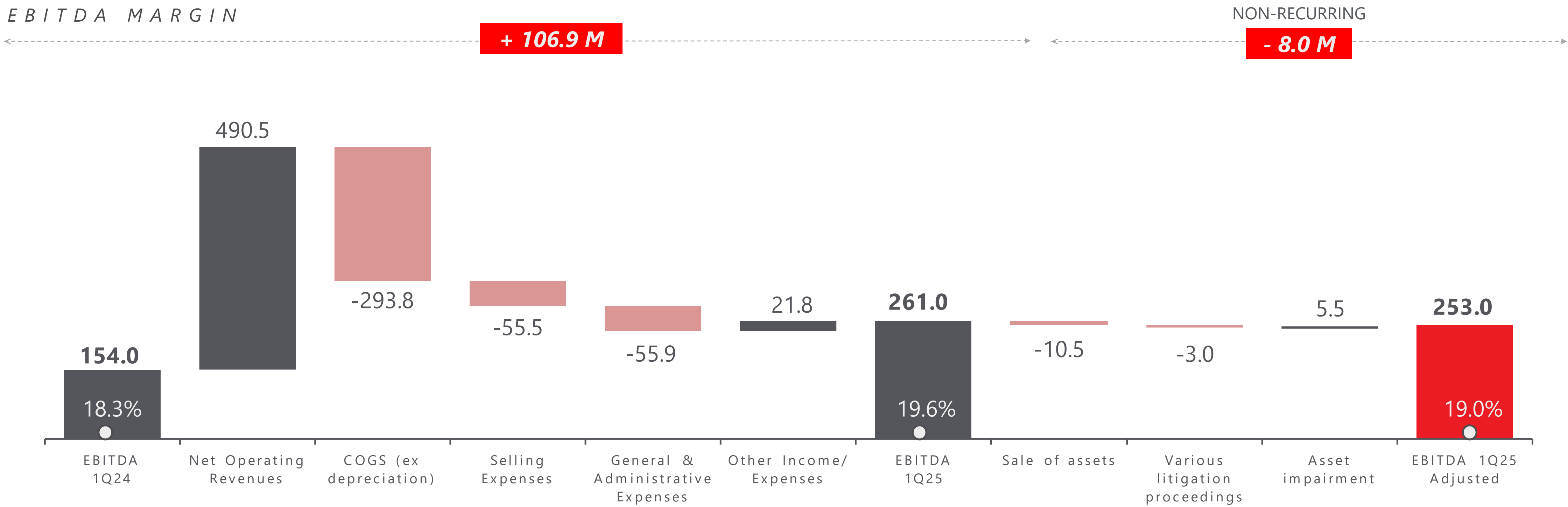


# OPERATIONAL PERFORMANCE

R\$ MILLION

## CAUSAL EBITDA and ADJUSTED EBITDA

○ EBITDA MARGIN

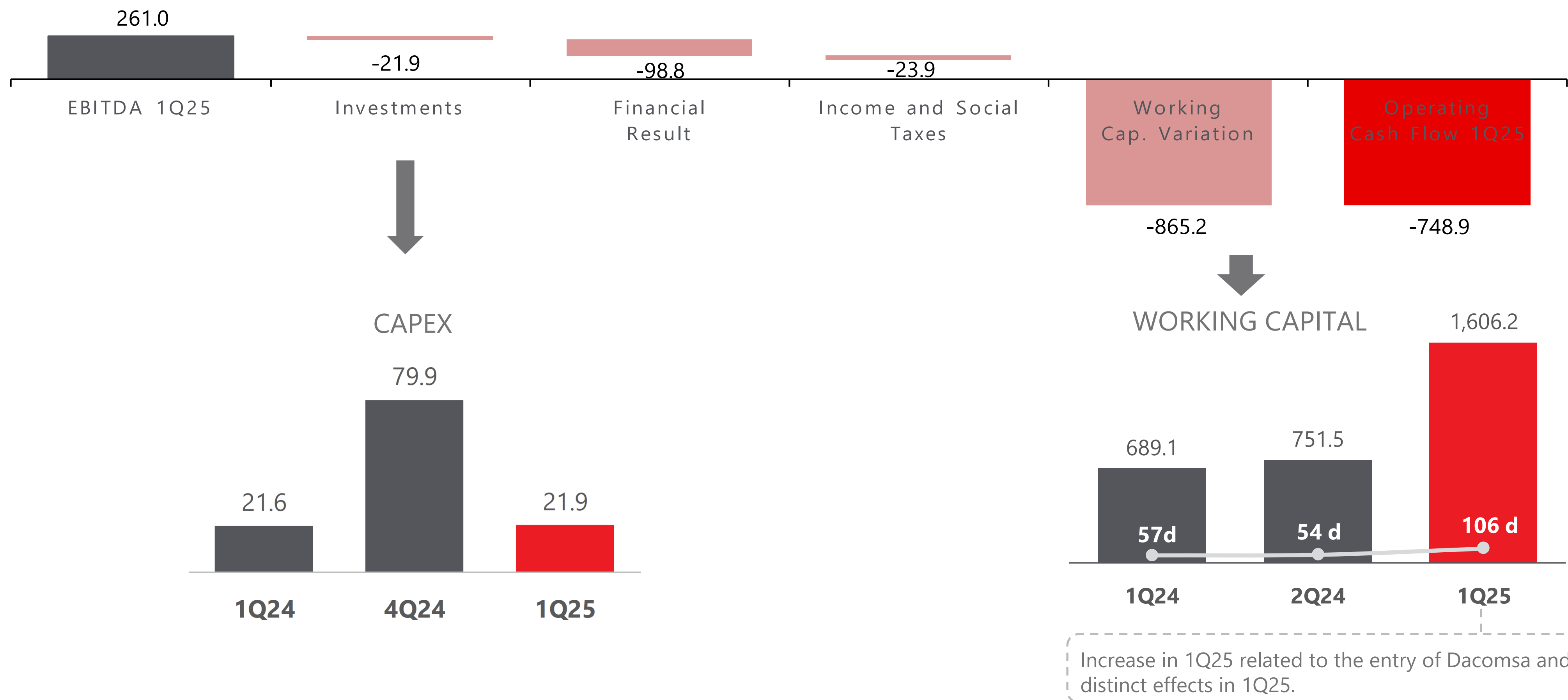




# FINANCIAL PERFORMANCE

R\$ MILLION

## OPERATING CASH FLOW

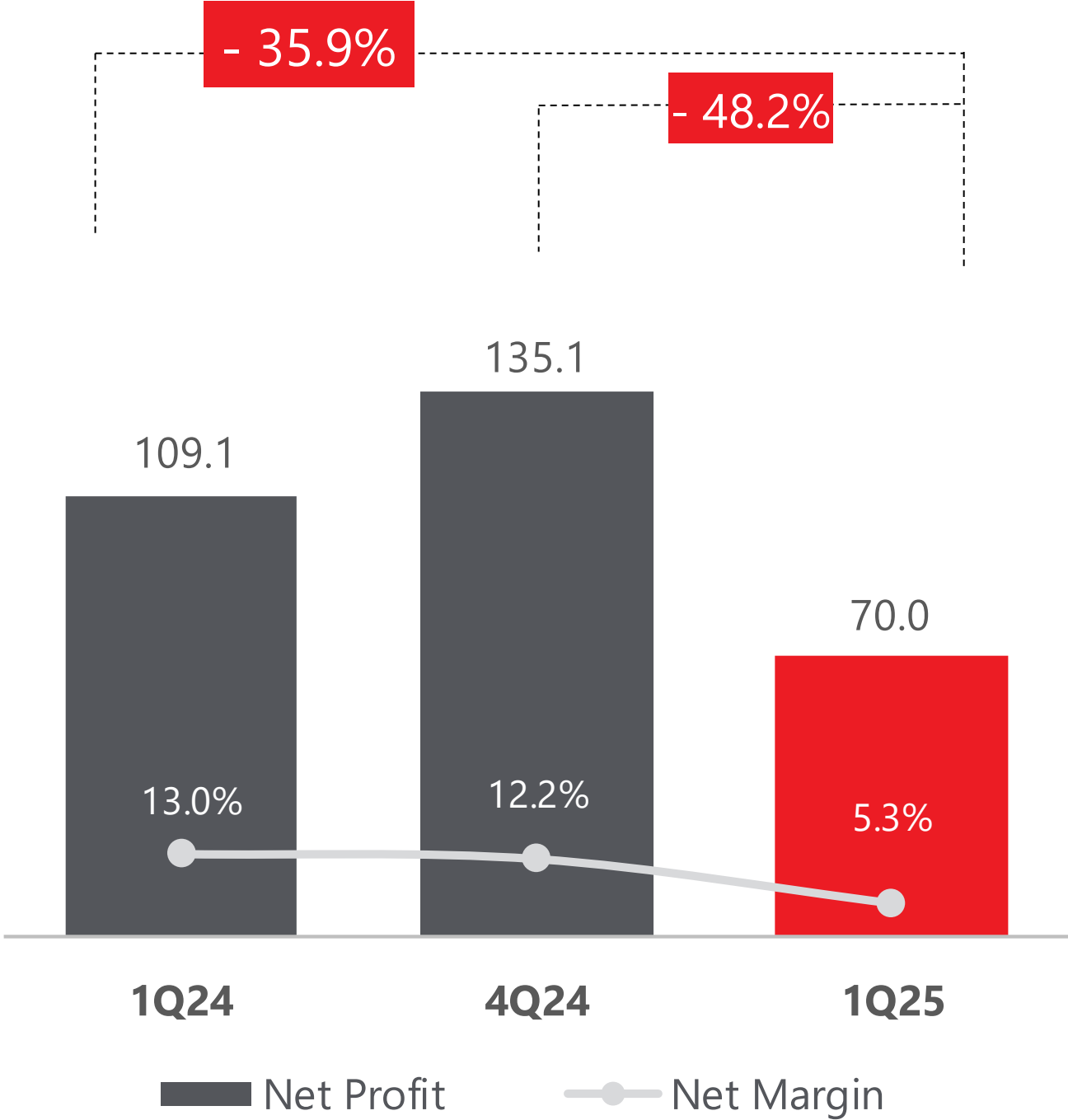




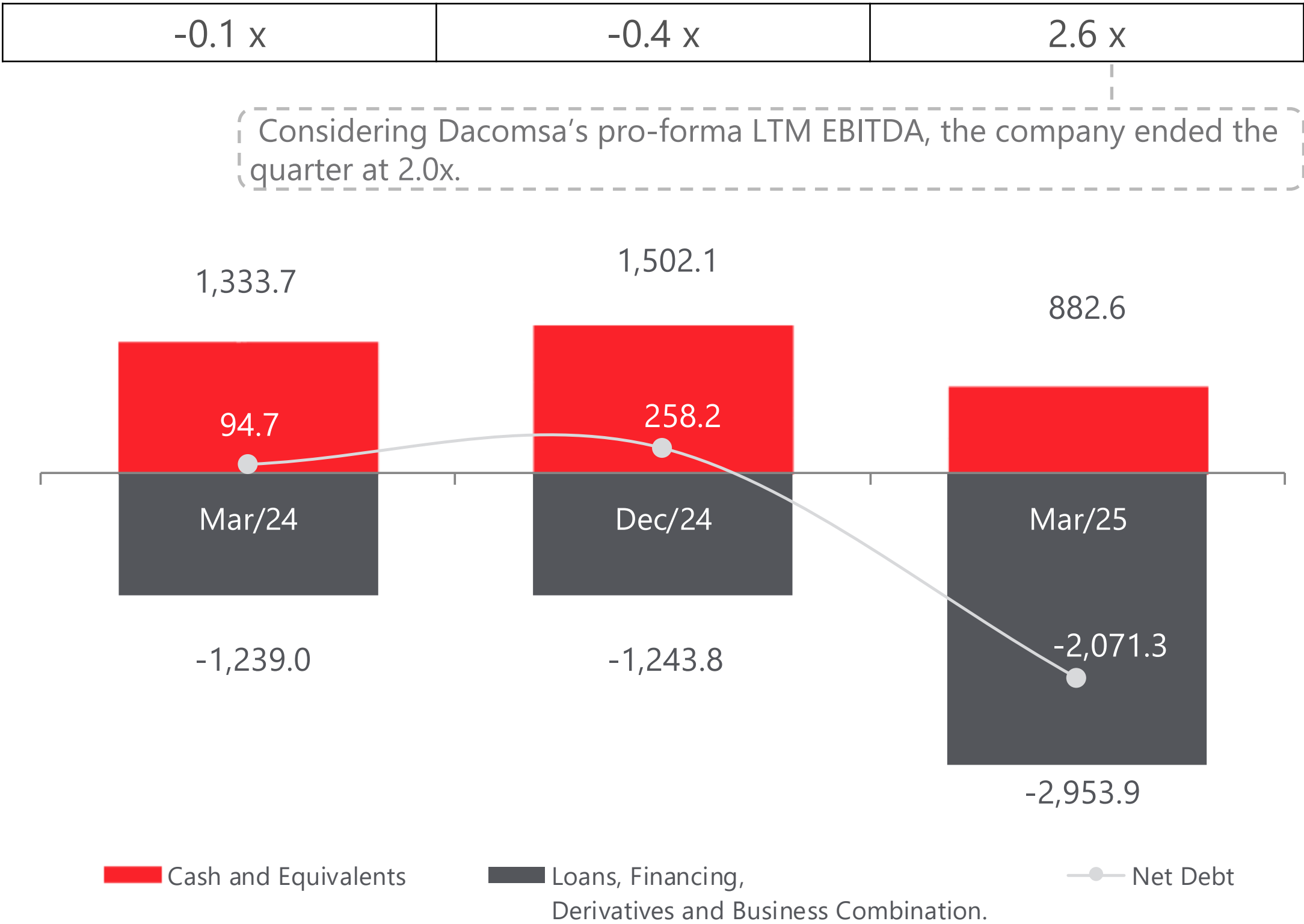
# NET INCOME AND NET DEBT

R\$ MILLION

NET PROFIT AND NET MARGIN



NET DEBT/EBITDA





# OUTLOOK

- > **Replacement** demand in the **domestic** market resilient and at **good levels**;
- > Instability and uncertainties arising from the trade war - Company **prepared**;
- > Cost of capital changing **consumer** behavior in the domestic market - **fewer inventories**;
- > Discipline in **productivity**, **cost** management and acceleration of the **global portfolio**;
- > Strengthening the relationship with the **mechanic**;
- > Increased **capacity**: completion of the energy substation at the Fremax site (+25% capacity) and expansion of Controil's products offering with a focus on LATAM **internationalization**;
- > Dacomsa integration taking place and started works on synergies **opportunities**.

# 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.





 **FRASLE** *KEEP LIFE  
IN MOTION*  
MOBILITY

 **NAKATA®** **FREMAX** **CONTROL**

**MORESA**   **TF VICTOR®** **FRITEC®**  
FRICTION TECHNOLOGY

 **AUTO  
EXPERTS** **COMPOSS**