



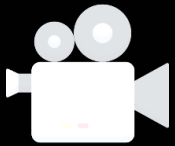
*3Q23 | 9M23 RESULTS  
PRESENTATION*



WATCH OUR MANIFESTO VIDEO  
**FRASLE MOBILITY**



# 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



**ANDERSON PONTALTI**

COO  
FRASLE MOBILITY



**HEMERSON DE SOUZA**

IR BUSINESS AND M&A DIRECTOR OF  
FRASLE MOBILITY



**JÉSSICA CANTELE**

IR SPECIALIST  
FRASLE MOBILITY



**ESTEBAN ANGELETTI**

IR AND FINANCIAL DIRECTOR  
RANDONCORP

GUEST

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FRASLE MOBILITY UNIVERSE

07 DECEMBER

FREMAX JOINVILLE/SC



- > Highlights**
- > Argentina**
- > Revisão do Guidance**
- > Frase Mobility Universe**
- > Overview of results**



**HEMERSON DE SOUZA**

# HIGHLIGHTS

## MARKETS

The Domestic replacement market remains heated with increasing numbers passing through workshops;

Inflation in the North American market sensitizes consumption chain in the USA;

The political-economic crisis in Argentina, import barriers and the high inflation rate in Latin American countries have caused a slowdown in this market.

## RESULTS

Net Revenue was R\$ 889.1 M in 3Q23, 7.9% higher than 3Q22. The accumulated result for 9M23 reached R\$ 2.6 B, 14.5% higher than 9M22.

EBITDA totaled R\$ 190.2 M in 3Q23 with margin of 21.4%, and R\$ 554.1 M and margin of 20.9% in 9M23.

Gross margin in 3Q23 was 35.9%, 4.4 p.p. above 3Q22. In the accumulated result for 9M23, the margin closed at 35.4%, 5.7 p.p. in relation to 9M22.

## OPERATIONS

AML Juratek Limited contributed more than R\$50.0 M in revenue to the replacement market in 3Q23;

Operations in Europe have achieved better results due to the market recovery driven by the gradual fall in inflation.

Conflicts around the globe are on the Company's radar. Business in these regions totals ~US\$13M.

# OPERATION IN **ARGENTINA**

## BUSINESS CONTEXT

*Accumulated revenue for 9M23 of approximately R\$265 million;*

*Accumulated inflation over the last 12 months of approximately 140%;*

*Elections create uncertainty, affecting economic activity;*

*SIRAS – Import release in September/2023 without payment deadline.*

## HOW WE PROTECT OUR OPERATION



*Sales management: preservation of stock, according to the volume of SIRAs released.*



*Dollar linked to financial applications (70% linked to the dollar).*



*Constant monitoring of prices, considering devaluation and inflation.*



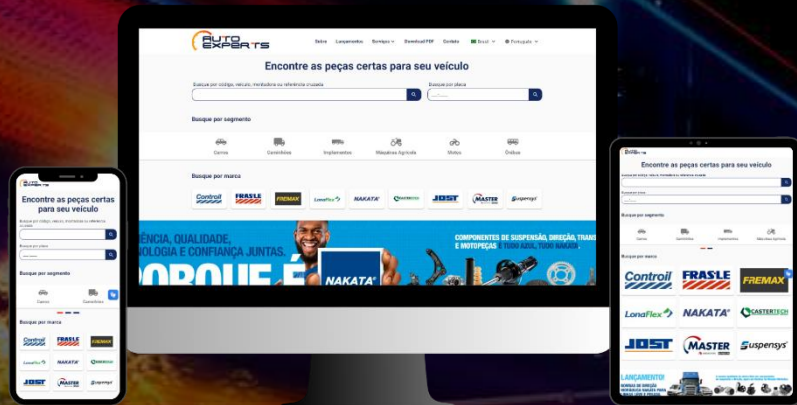
# REVIEW GUIDANCE

Guidance			
Drivers	Guidance	Guidance Review	Performed 9M23
Consolidated Net Revenue	R\$ 3.3 ≤ X ≤ R\$ 3.7 billion	maintained	R\$ 2,6 billion
Foreign Market Revenues <sup>1</sup>	US\$ 230 ≤ X ≤ US\$ 280 million	maintained	US\$ 209 million
EBITDA Margin	15% ≤ X ≤ 18%	18% ≤ X ≤ 22%	20,9%
Investments <sup>2</sup>	R\$ 110 ≤ X ≤ R\$ 140 million	maintained	R\$ 74 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.

# FRASLE MOBILITY UNIVERSE



**Digital Trasformation**  
AUTO EXPERTS

- ✓ Improved user experience;
- ✓ Catalogues Download;
- ✓ Videos with using instructions;
- ✓ Search by license plate;
- ✓ Geolocation of sales points;
- ✓ As of Jan-Oct-23, the platform already has over 3.2M hits, 1.9M users and 1.9M searches per board.



**Award**  
IVECO GROUP SUPPLIER OF THE YEAR

The Company was recognized for its innovation and earned the Supplier of the Year award for the development of Composs.



**New Line**  
COMPOSS

- ✓ Automated production line;
- ✓ Structured with the support of Autom;
- ✓ New structure to meet demand from Iveco Group.



3Q23 / 9M23

# RESULTS



Net Revenue

R\$ **889.1 mm**

3Q23

R\$ **2.6 bi**

9M23



Adjusted EBITDA

R\$ **190.2 mm – 21.4%**

3Q23

R\$ **566.7 mm – 21.4%**

9M23



CAPEX

R\$ **17.5 mm**

3Q23

R\$ **74.1 mm**

9M23



9M23 RESULTS

# ON NET REVENUE



**66%**

LIGHT LINE



**88%**

AFTERMARKET



**48,0%**

FRICION MATERIAL



**39,5%**

INTERNATIONAL MARKET

We are an automotive consumer ecosystem:

**Recurring  
One-Stop-Shop  
Iconic Brands**

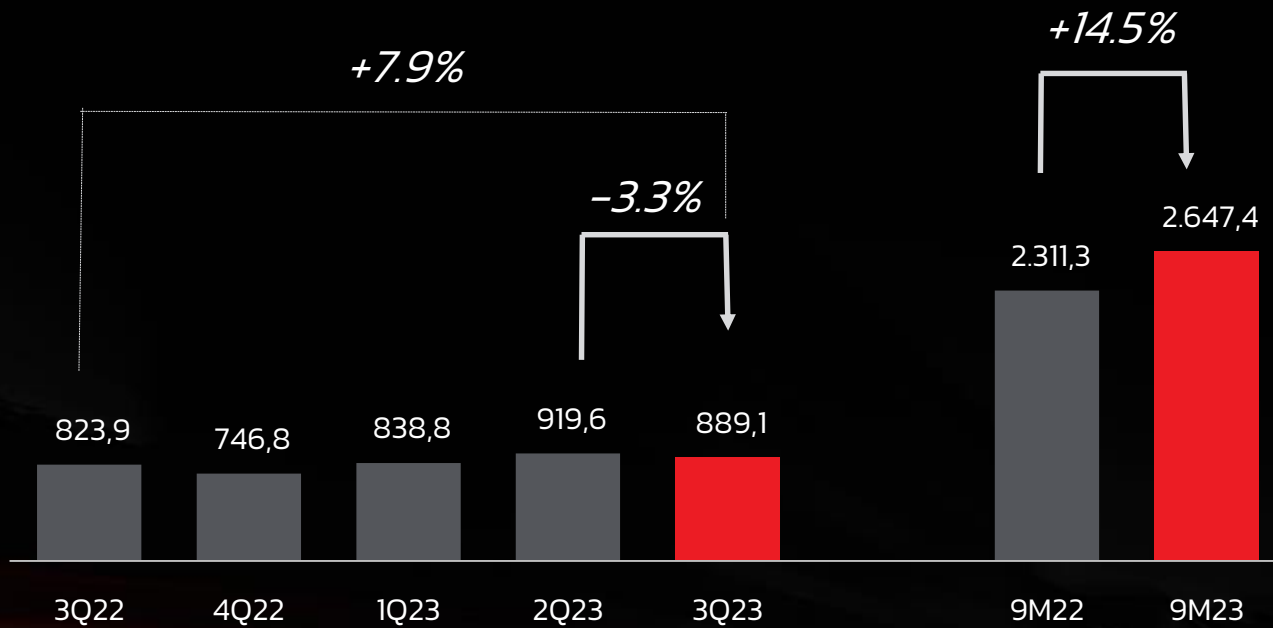
**> Results**  
**3Q23 and 9M23**

**JÉSSICA CANTELE**

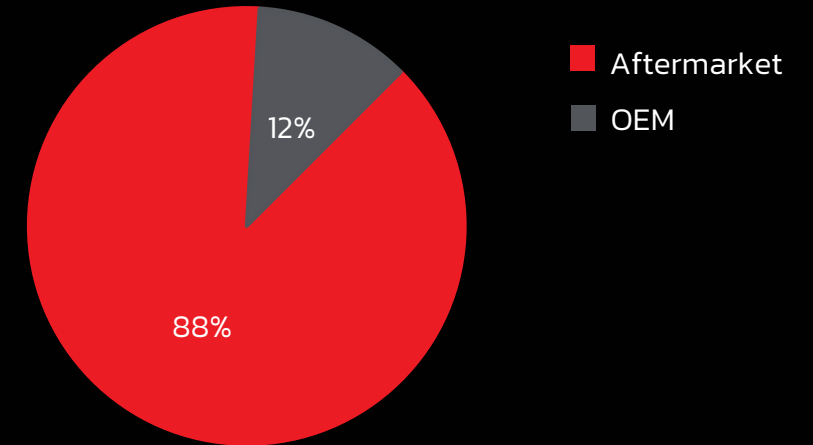


# NET REVENUE

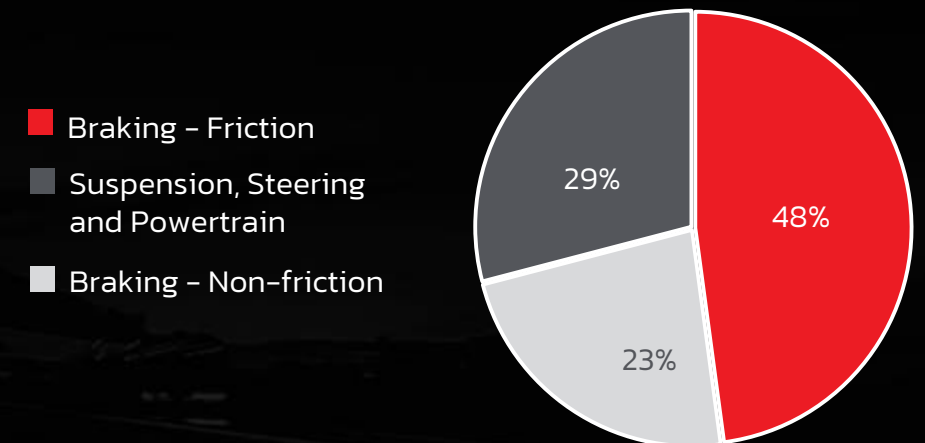
R\$ MILLION



Net revenue per segment – 9M23



Net revenue per material – 9M23

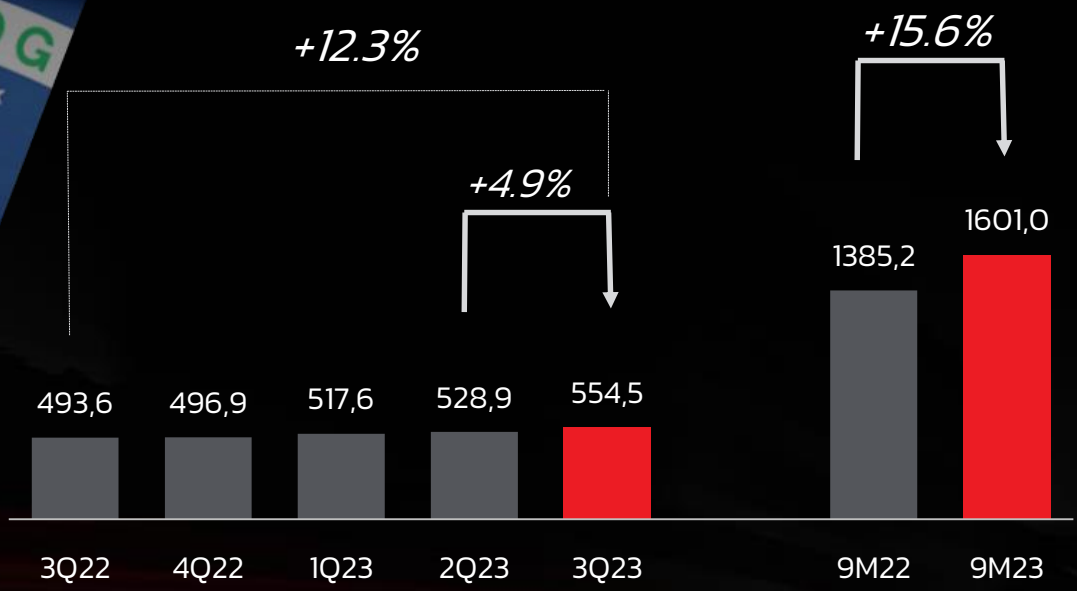




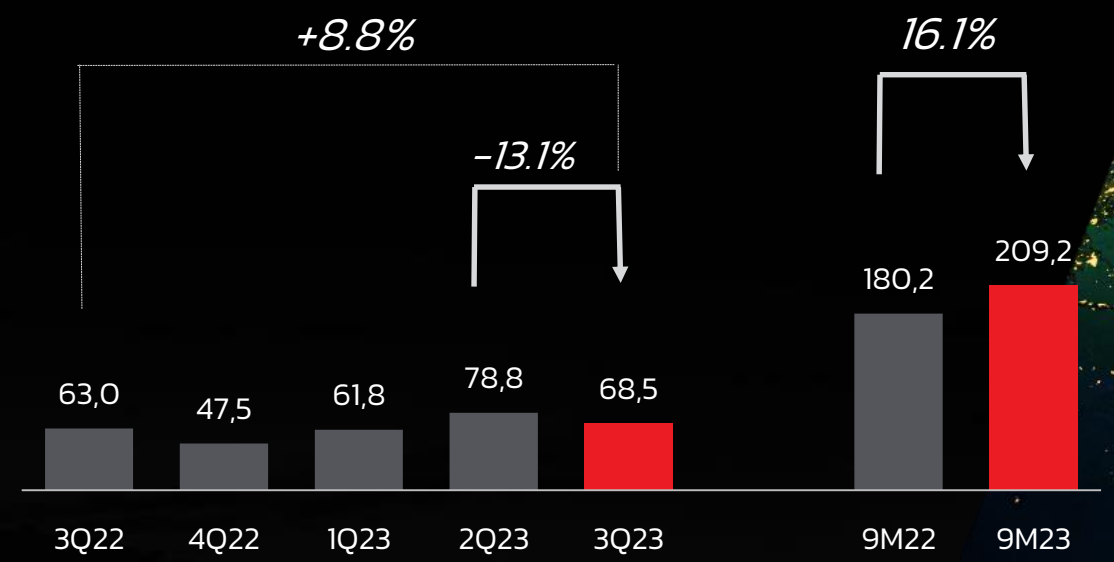
# NET REVENUE PER MARKET

R\$ MILLION

## DOMESTIC MARKET R\$



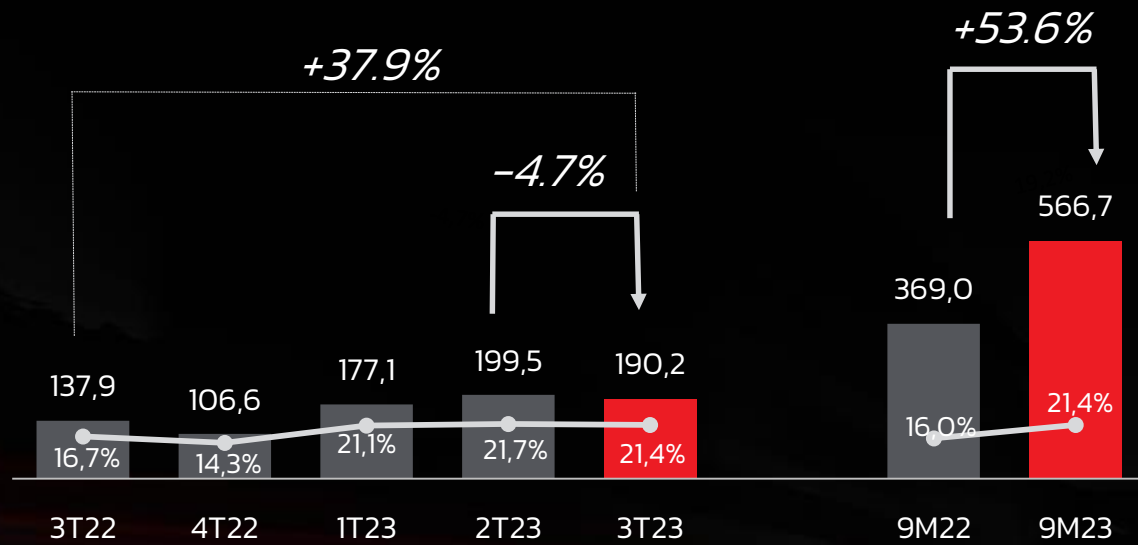
## INTERNATIONAL MARKET US\$



# ADJUSTED EBITDA | NET INCOME

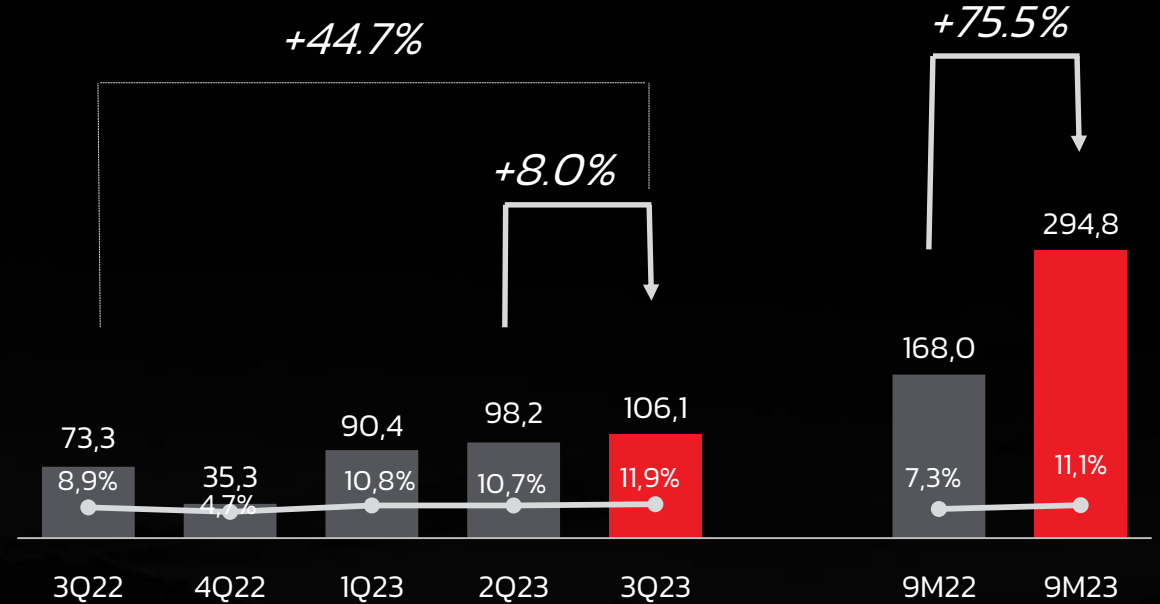
R\$ MILLION

## ADJUSTED EBITDA



9M23: 21.4% EBITDA margin - adjusted

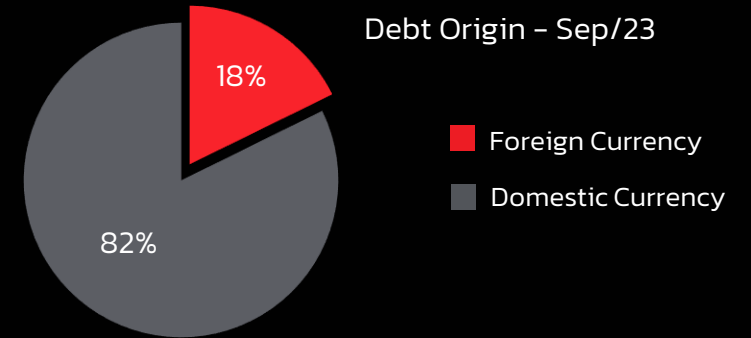
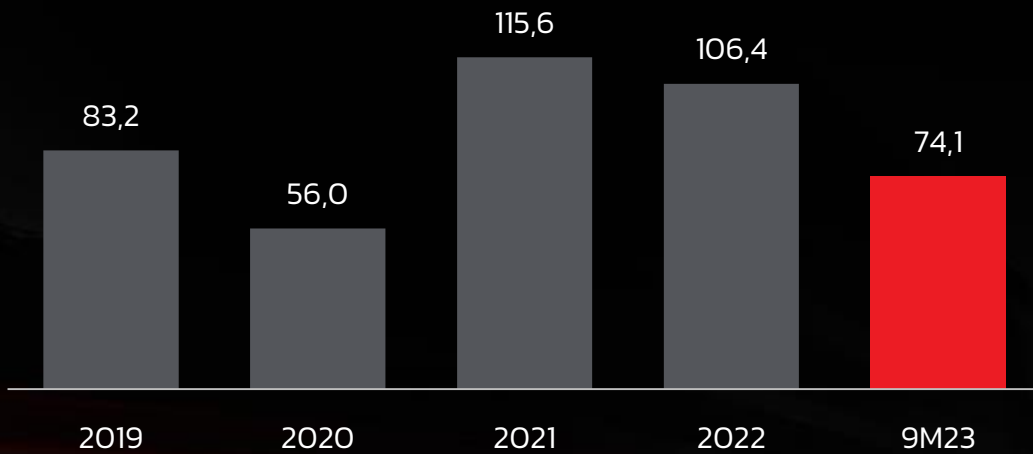
## NET INCOME



# FINANCIAL PERFORMANCE

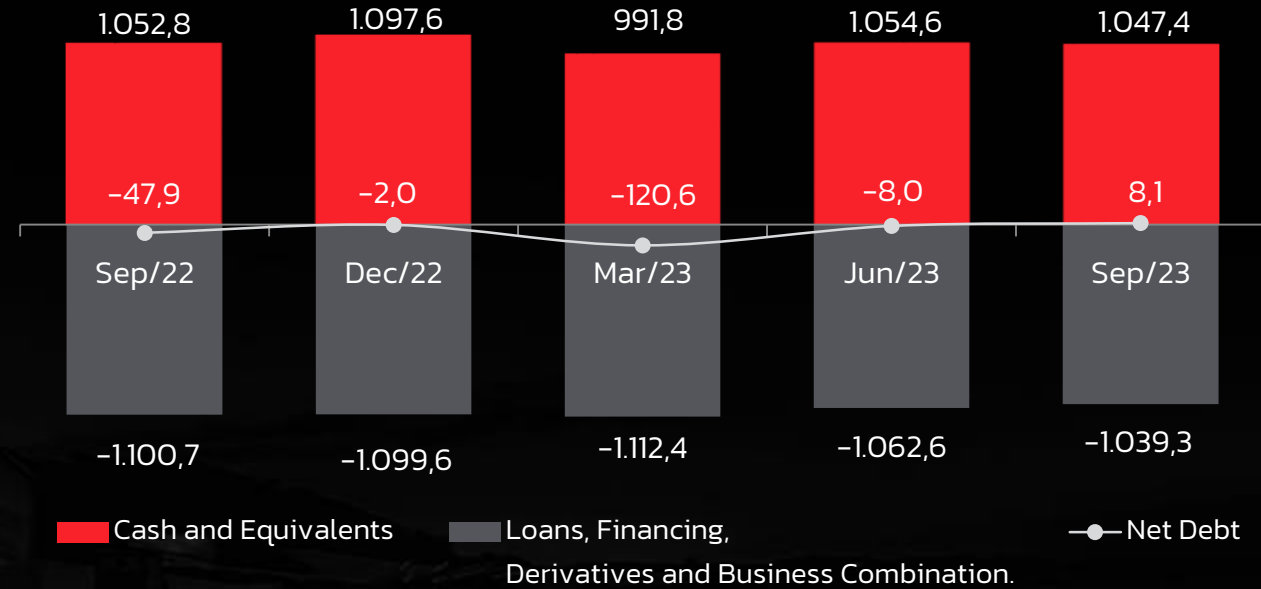
R\$ MILLION

## INVESTMENTS



## NET DEBT/EBITDA

0,1X	0 X	0,2 X	0 X	0 X
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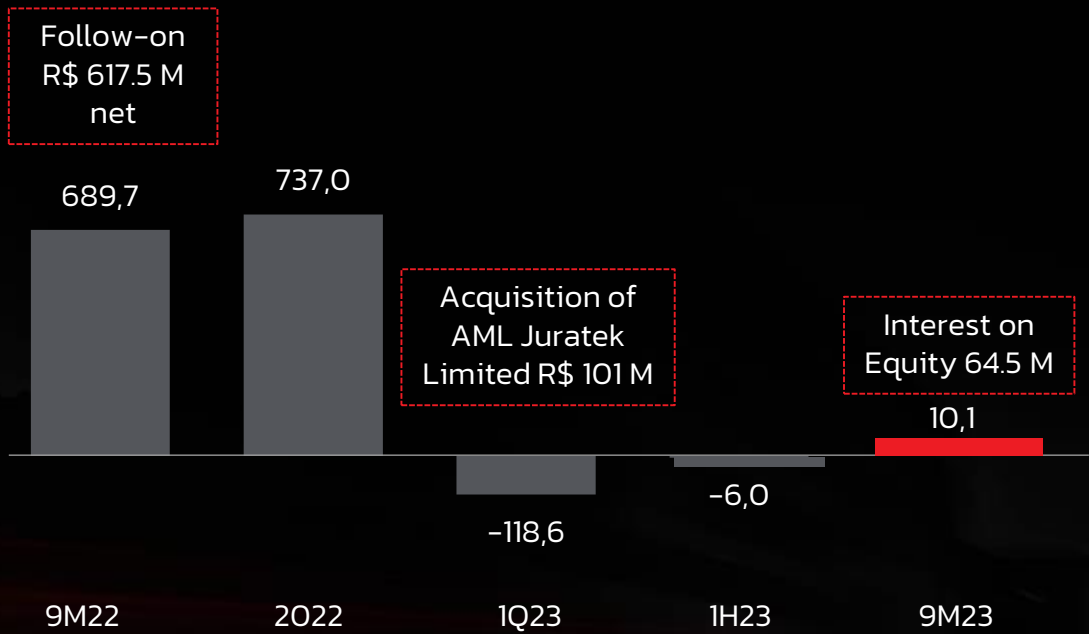




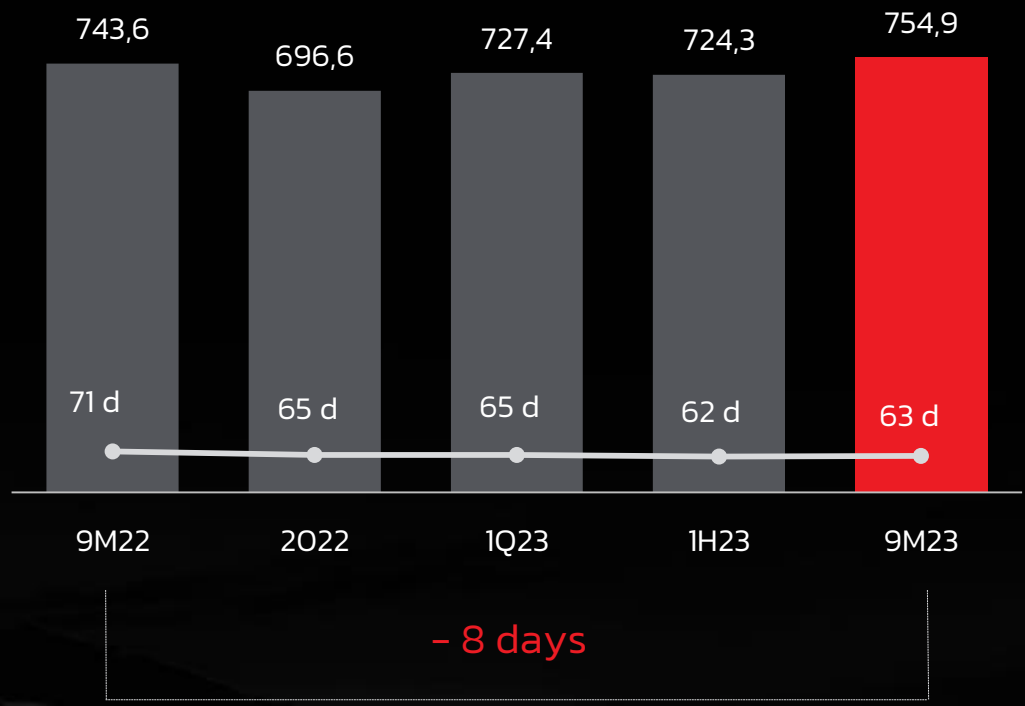
# CASH FLOW | WORKING CAPITAL

R\$ MILLION

## CASH FLOW

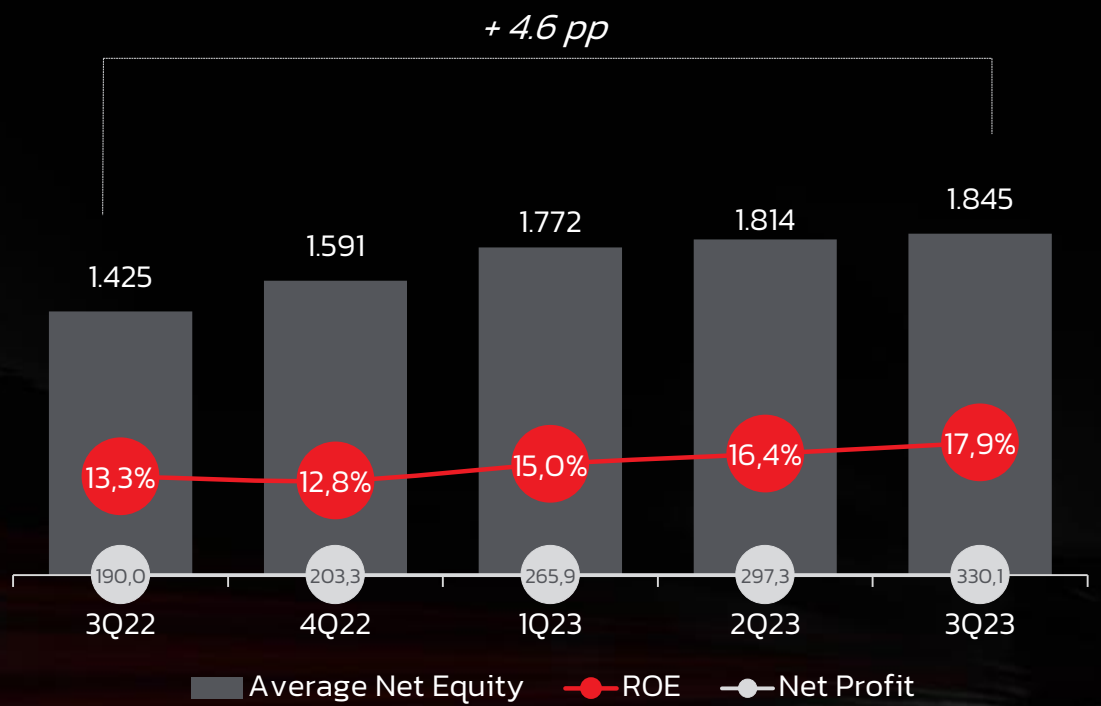


## WORKING CAPITAL

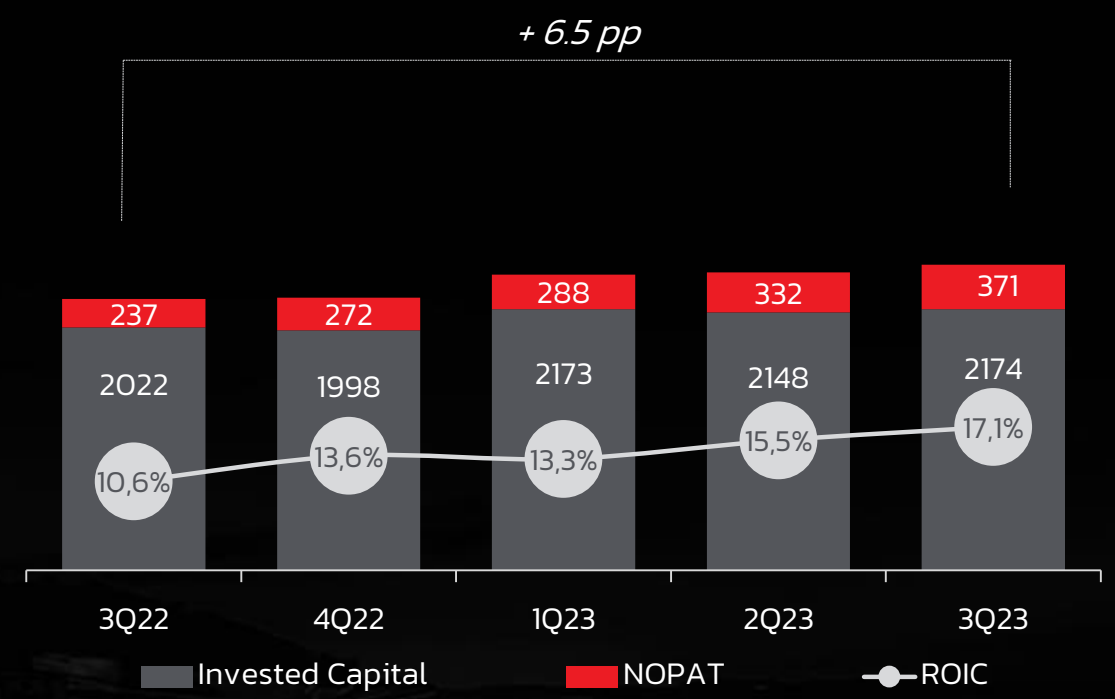


**ROE / ROIC**  
R\$ MILLION

ROE – RETURN ON EQUITY



ROIC – RETURN ON INVESTED CAPITAL



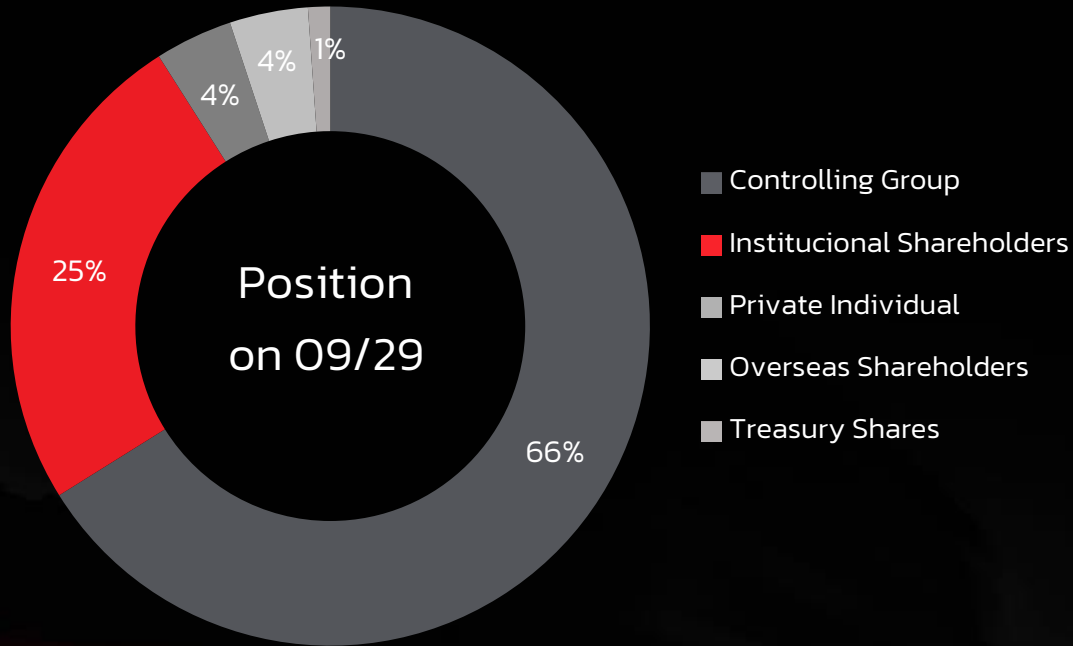
**> Capital Market**  
**> Outlook**





# CAPITAL MARKET

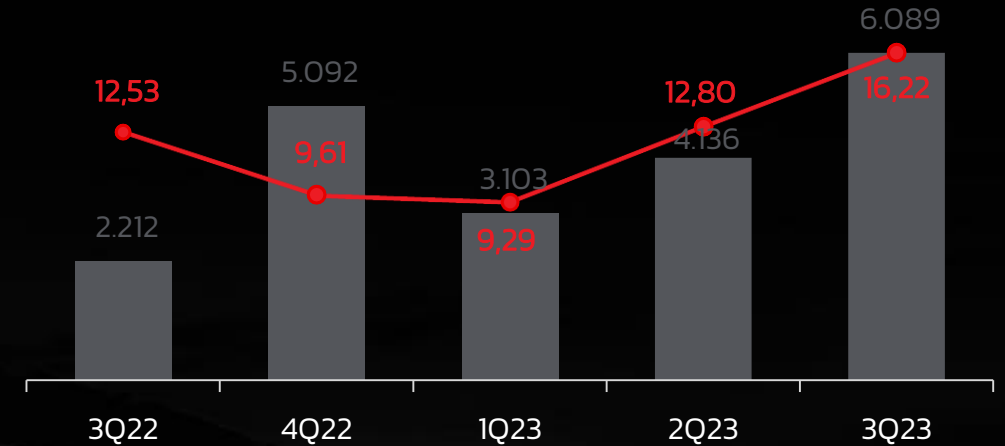
R\$ MILLION



## AVERAGE DAILY VOLUME (R\$ THOUSAND) QUOTATION AND NO. OF SHAREHOLDERS

### NO. OF SHAREHOLDERS

8.792	8.472	8.364	8.804	9.690
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■ Average Traded Volume (R\$ Th)      ● FRAS3

September/2023: Small Cap (SMLL B3)

# OUTLOOK

- ✓ International market with improved competitiveness and price sensitivity due to the reopening of China, mainly in Latin American countries;
  - ✓ Pressure for lower prices, specific repositioning actions will be necessary to keep competitiveness;
  - ✓ Argentina remains a point of attention
- ✓ The Company will undergo an update to the SAP ECC ERP, which will result in system downtime while the Company will be closed for the holidays;

# Q&A

# Q&A

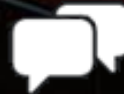


Por áudio

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



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