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MOTION

PRESENTATION OF  
EARNINGS RESULTS  
**3Q22 | 9M22**

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## IMPORTANT INFORMATION\_



The meeting is being recorded



Interpretation

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

Questions can be made in two different ways:



Raise Hand

via audio, through the "Raise your Hand" icon



Q&A

or in writing through the "Q&A" button!

*Any statements that may be made during this video conferencing regarding the Company's business prospects or operational and financial projections and goals are beliefs and assumptions of Fras-LE board, as well as information currently available to the company. Future estimates do not guarantee performance and involve risks, uncertainties and assumptions. These refer to future events and therefore depend on circumstances that may or may not occur.*

*Investors must understand that general economic conditions, industry conditions and other operational factors may affect the Company's future results and may lead to results that differ materially from those expressed in such future estimates.*

WELCOME\_



**Sérgio de Carvalho**

**Anderson Pontalti**

**Hemerson de Souza**

**Esteban Angeletti**

President and  
CEO Fras-le

General Director

IR Business and M&A  
Director

Investor Director  
Officer at Randon

**Guest**



## MARKETS

- » IAM – Flow at the workshops<sup>1</sup> +12,8% YTD;
- » Markets are heated, mainly in the Americas;
- » Backlogs at good levels in the Commercial Line Friction Materials, brake disks and suspension components;
- » Price-sensitive market.



## RESULTS

- » Record net revenue!  
**R\$ 823.9 million** +25.4% up from 3Q21;
- » Gross margin: **31.5%**
- » Recurring EBITDA margin of **16.7%**;
- » Net margin of **8.9%**



## OPERATIONS

- » Conflict in Ukraine and slowdown in Europe;;
- » Economic instability in Argentina;
- » New shift at the heavy brake pads plant in Caxias do Sul reduces delivery times;
- » Roadblocks over the last weeks have impacted delivery times;
- » *Lockdowns* in China have intensified in recent weeks, but they have not impacted Fras-le`s operations in Pinghu yet.

<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



## INVESTOR DAY

THE MEETING WAS HELD IN EXTREMA – MG AND GATHERED INVESTORS AND ANALYSTS INTERESTED IN LEARNING HOW FRAS-LE HAS BEEN TRANSFORMED SO FAR AND WHAT THE COMPANY'S FUTURE WILL BE.

## SITE VIST AT FREMAX

IT HAPPENED IN JOINVILLE – SC THE VISIT IN THE MANUFACTURING PLANT AT FREMAX THE INVESTORS AND ANALYSTS COULD SEE THE DIFFERENTIALS OF THE COMPANY AND FUTURE STRATEGIES.

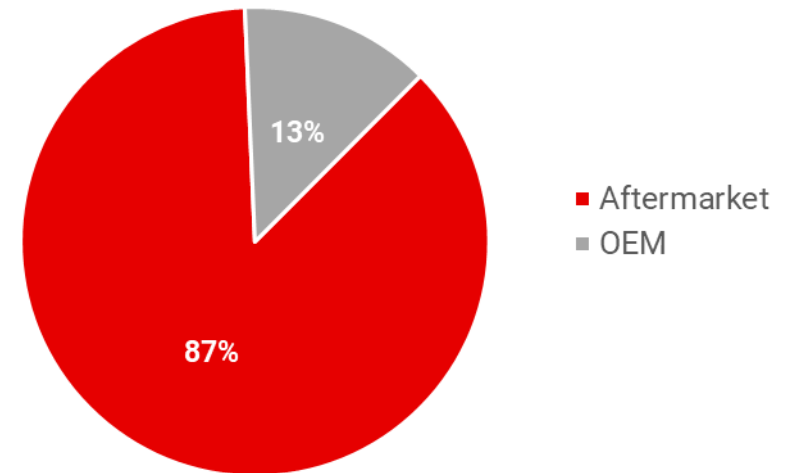
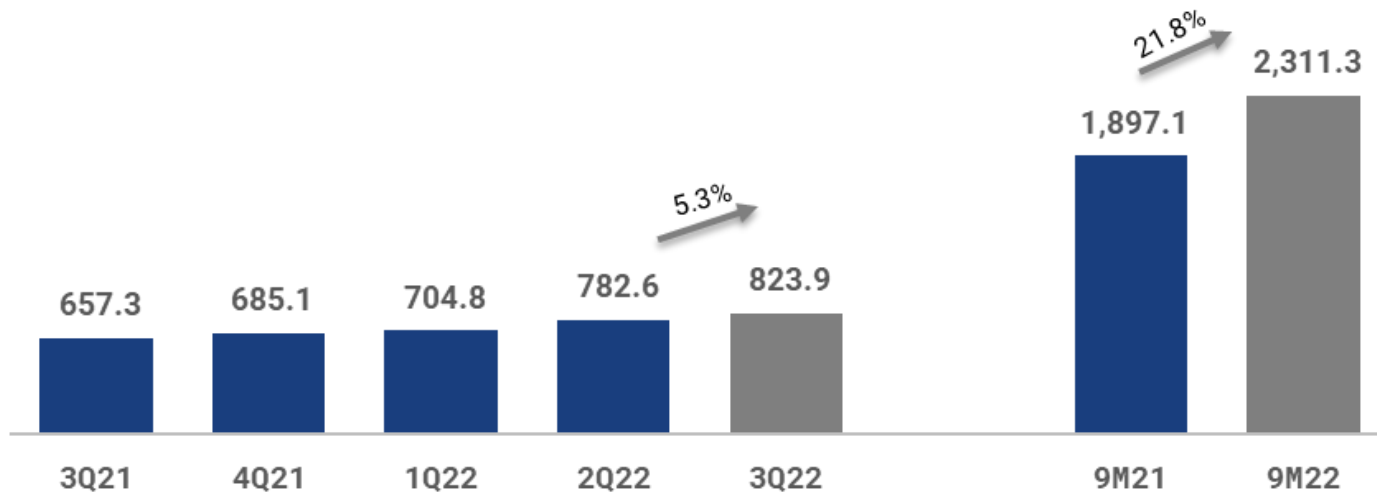


# NET REVENUE\_

R\$ Million



## Consolidated Net Revenue

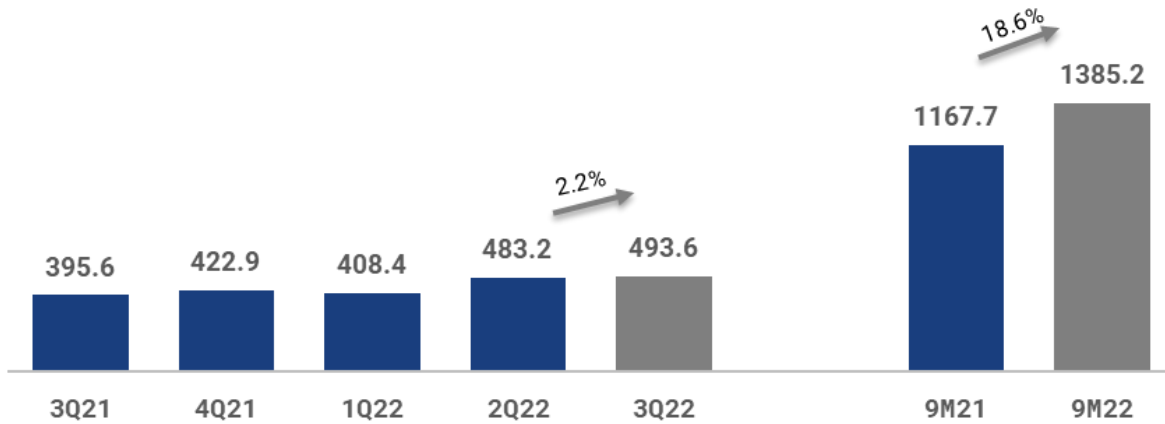


# MARKETS\_

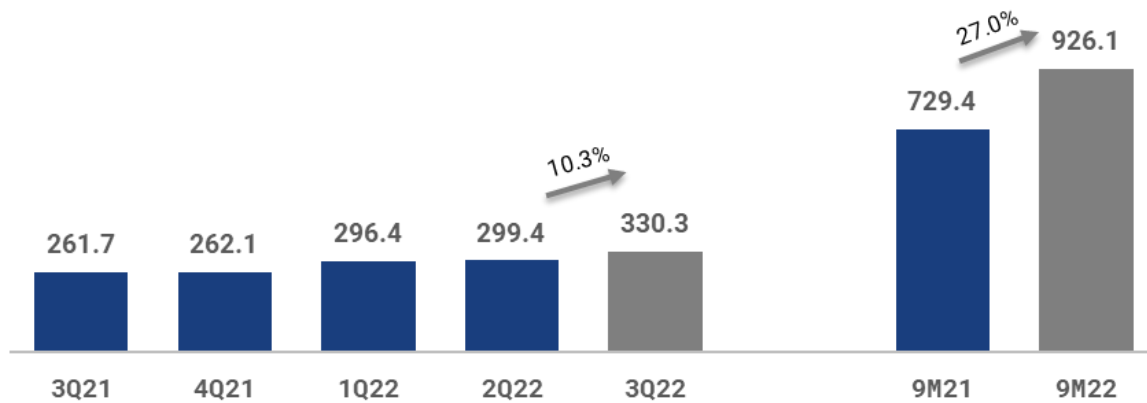
Net Revenue | R\$ Million



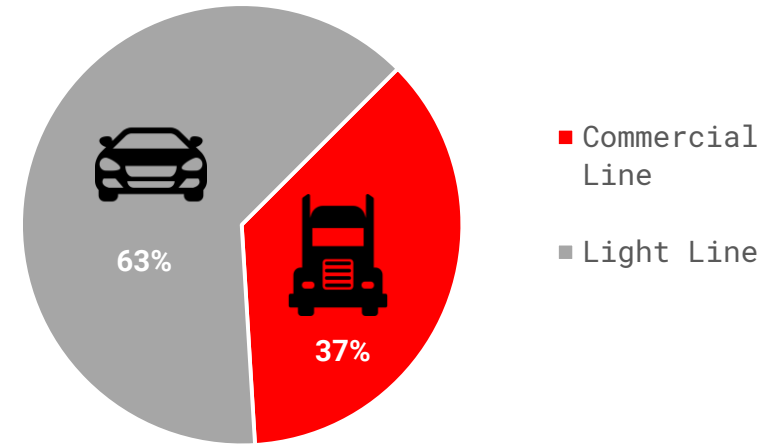
## DOMESTIC MARKET



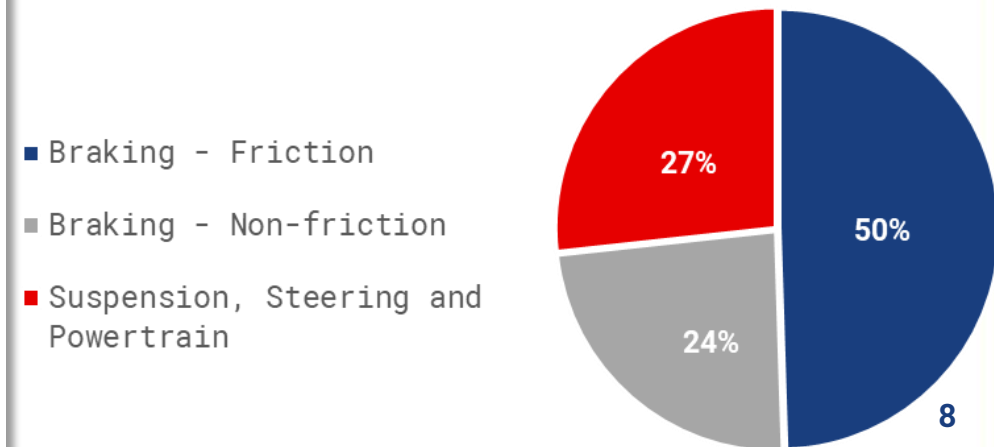
## INTERNATIONAL MARKET



## SEGMENTATION



## MATERIALS

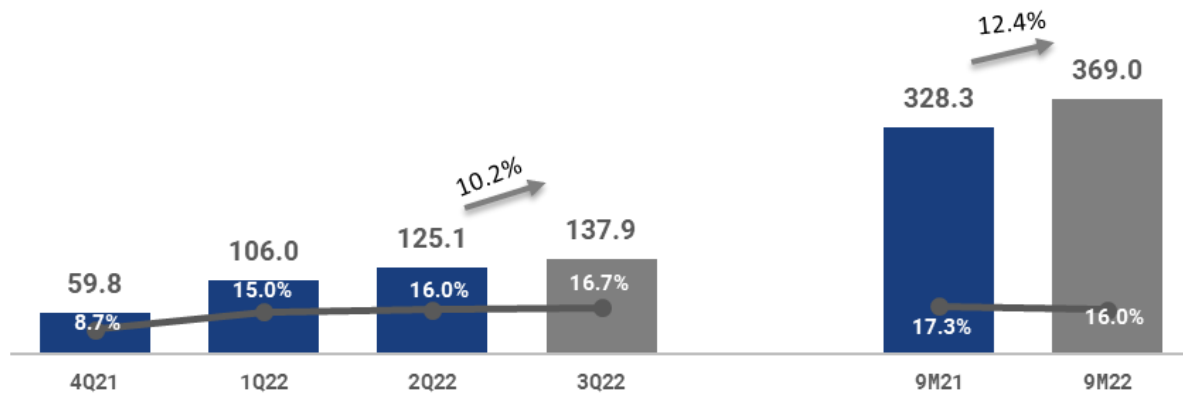


# EBITDA | NET RESULT\_

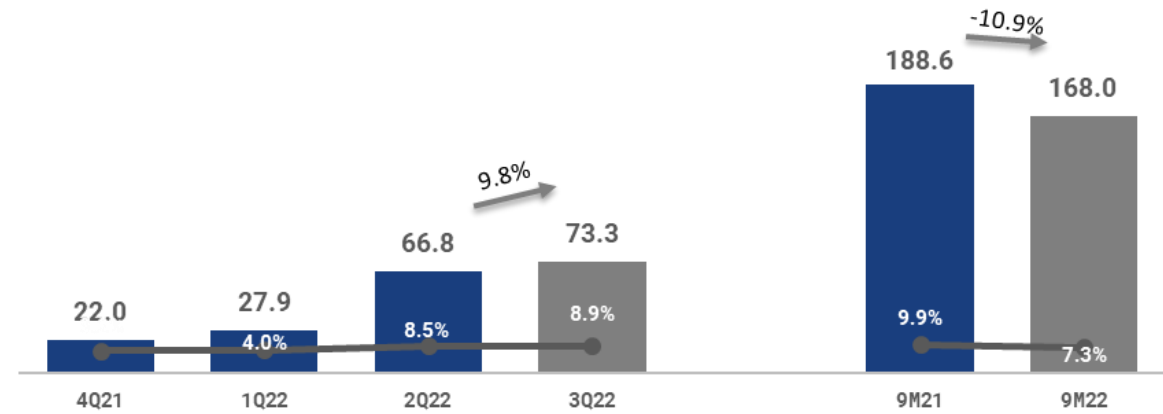
R\$ Million



## EBITDA



## Net Profit



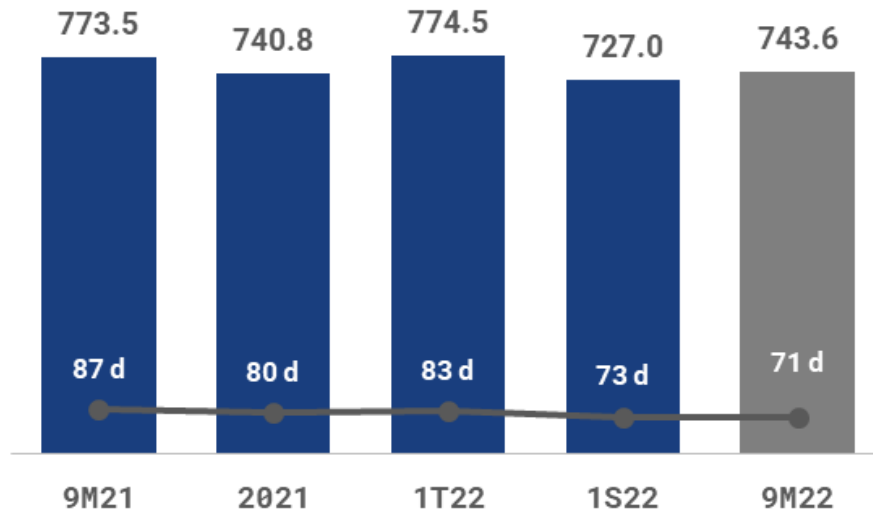


# WORKING CAPITAL AND FREE CASH FLOW

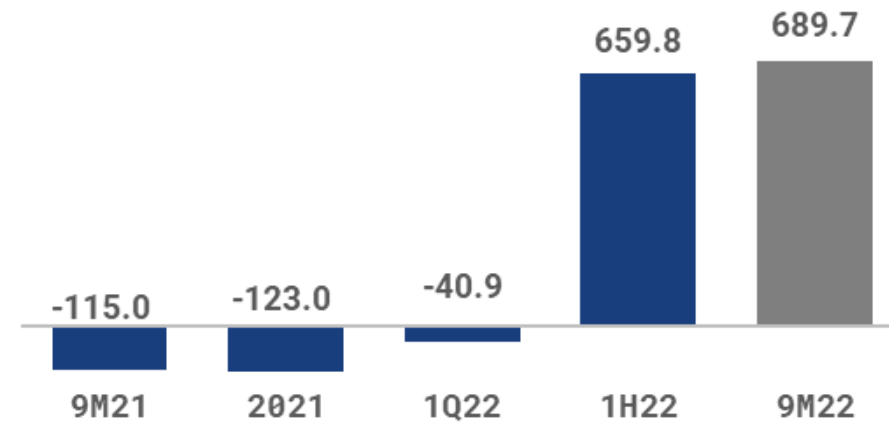
R\$ Million



### Working Capital Need



### Free Cash Flow

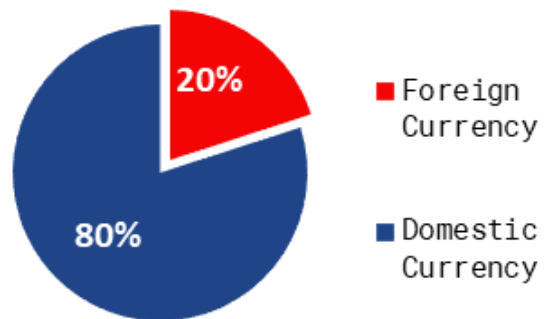


# FINANCIAL PERFORMANCE

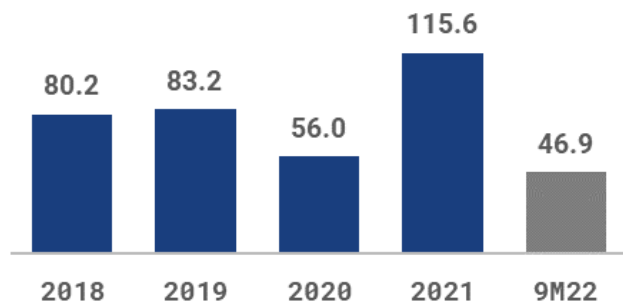
R\$ Million



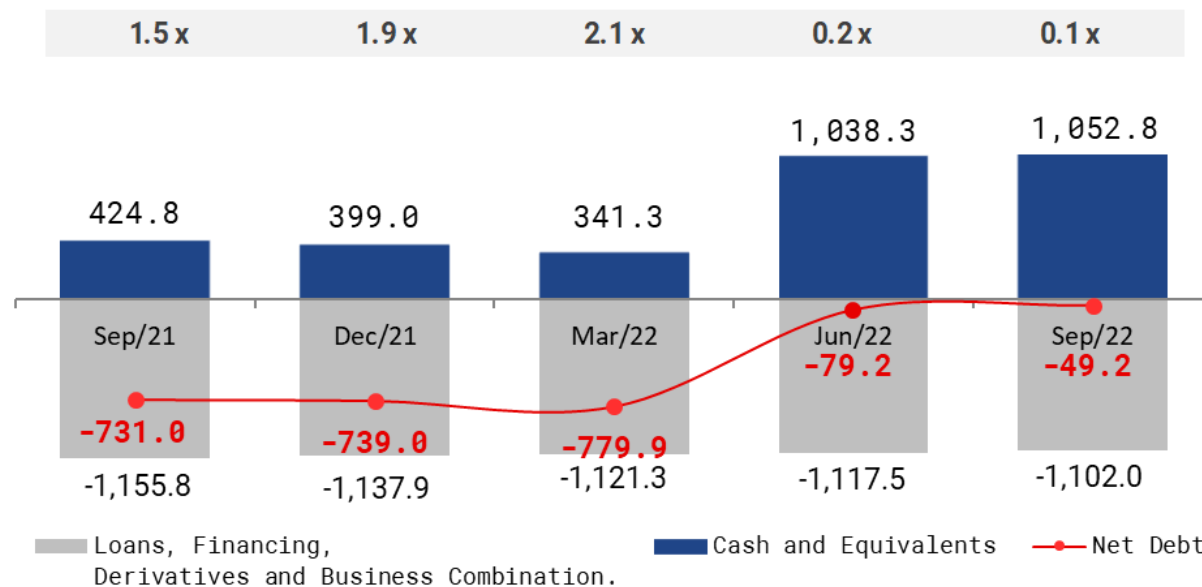
Debt Origin - Sep/22



Capex



Net Debt/EBITDA





- Markets are heated, demand is regular;
- Deflation;
- Greater competitiveness, price sensitivity.

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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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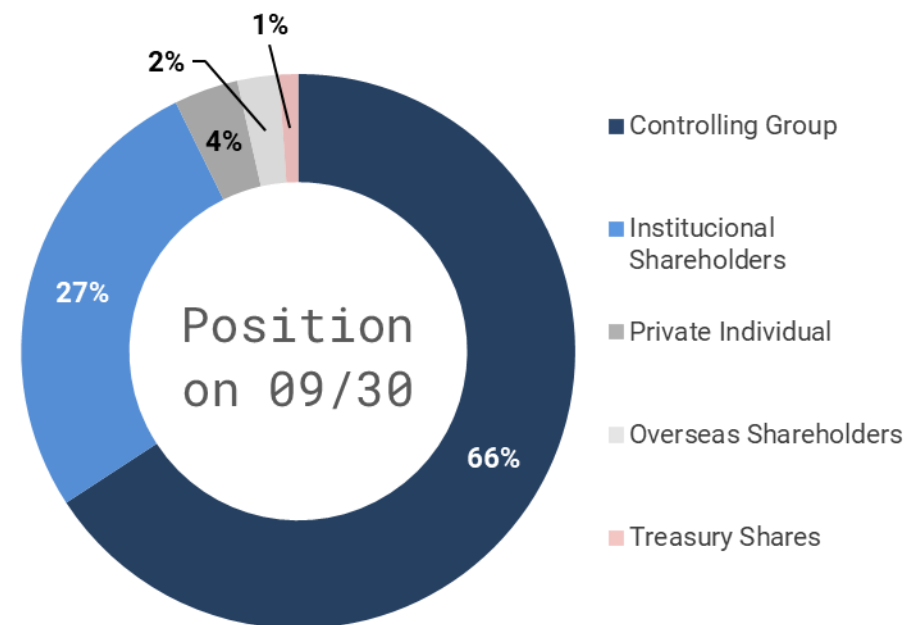
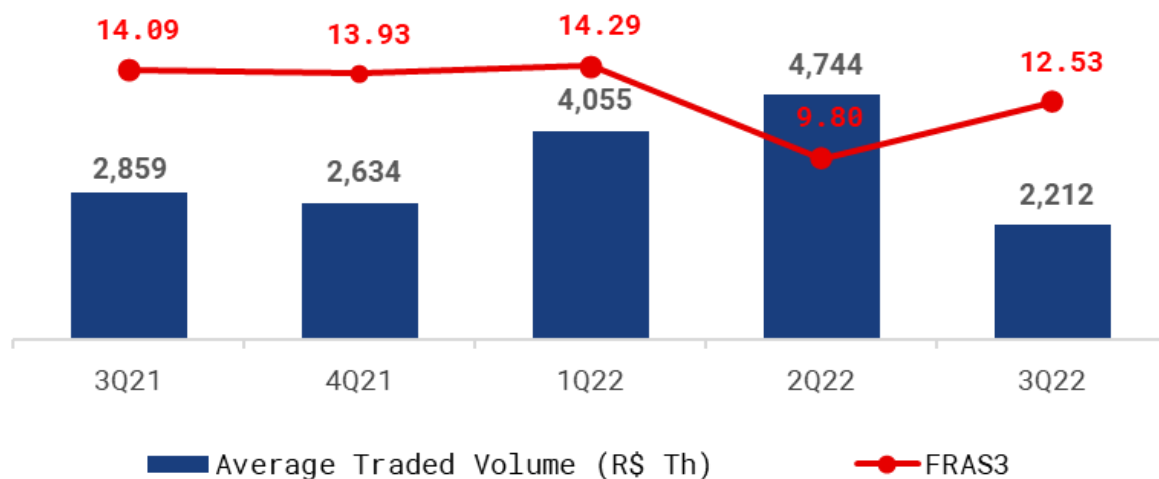
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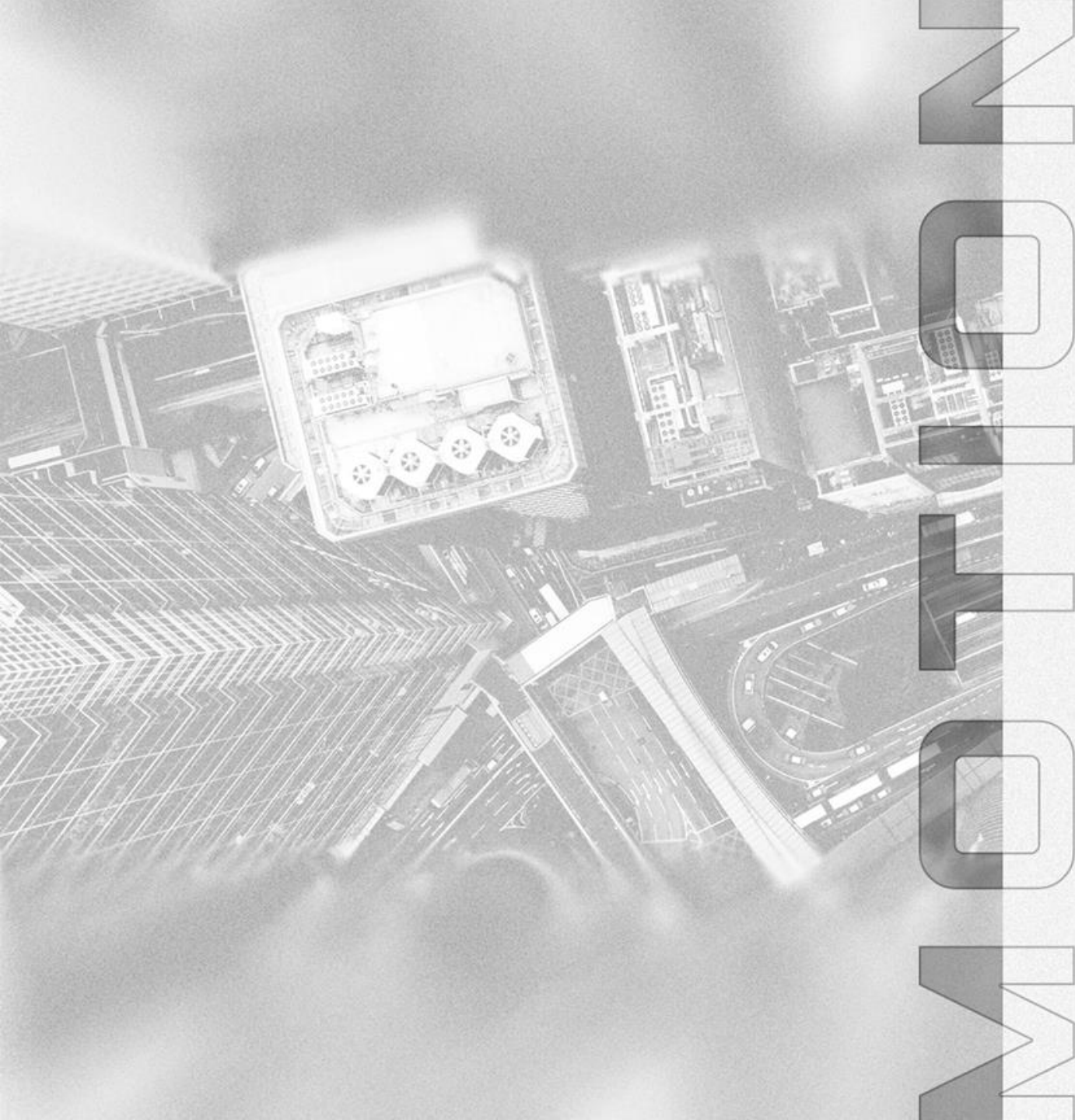


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Average Daily Volume (R\$ thousand),  
Quotation and No. of Shareholders





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