



*INSTITUCIONAL PRESENTATION
2023*



IMPORTANT INFORMATION

These statements are based on Management's beliefs and assumptions, as well as on currently available information. Forward-looking statements include information on our current intentions, beliefs or expectations, as well as those of the Company's Board of Directors and Board of Executive Officers.

The reservations as to forward-looking statements and information also include data on possible or presumed operating results, as well as any statements preceded, followed or including words such as "believes", "may", "will", "expects", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements are not performance guarantees; they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances which may or may not occur. Future results may differ materially from those expressed or suggested by forward looking statements. Many of the factors which will determine these results and figures are beyond our ability to control or predict.

A RANDONCORP COMPANY

- ✓ Leading companies in their business segments and exporting to all continents;
- ✓ Global brand with world-class strategic partners and among the largest private companies in Brazil, Randon Companies produce one of the broadest portfolios of the cargo transport industry;
- ✓ Since their foundation, in 1949, Randon Companies have expanded their business in a consistent and successful manner, whether through acquisitions or organic growth.

Advantages for Frasle Mobility

Synergies through shared services;

Funding and procurement efficiency;

Strong commercial synergies between controlled companies.

STRONG BRANDS

RANDON

FRASLE
MOBILITY

JOST

MASTER
MERITOR RANDON

CASTERTECH

Suspensys

ETR
DRIVEN BY INNOVATION

NIONE

Auttom

CONSÓRCIO
RANDON

BANCO
RANDON

SEGUROS
RANDON

RANDON
VENTURES

Addiante

CONEX

<db>

Diversified businesses

Motion Control Vertical

OEM Vertical

RANDON



Auto Parts Vertical

Suspensys®

JOST

MASTER
MERITOR RANDON

CASTERTECH



FRASLE
MOBILITY



Financial and Digital Services vertical

CONSÓRCIO
RANDON

BANCO
RANDON

SEGUROS
RANDON

CONEX

RANDON
VENTURES

Addiante™

<db>

Advanced Technology Vertical

NIONE

ETR
DRIVEN BY INNOVATION

Auttom^o

IHR
Instituto Hercílio Randon
Ciência e Tecnologia

*WATCH OUR
MANIFESTO VIDEO*



STATUTORY BOARD



SERGIO DE CARVALHO
President and CEO Frasle Mobility,
CEO Randoncorp



ANDERSON PONTALTI
COO



HEMERSON DE SOUZA
Business and M&A Director
and IR Officer

BOARD OF DIRECTORS

David Abramo Randon
Astor Milton Schmitt
Daniel Raul Randon
Dan Antônio Marinho Conrado
Mônica Pires da Silva

FISCAL COUNCIL

Geraldo Santa Catharina
Joílson Rodrigues Ferreira
Wladimir Omiechuck

NON-STATUTORY BOARD



ALFREDO LORENZONI
Business Director
Commercial Line



GUILHERME RIGO ADAMI
Business Director
Light Line



MARCELO TONON
Business Director
Nakata



SERGIO MONTAGNOLI
Aftermarket Sales
Director



ALEXANDRE CASARIL
Engineering and
OEM Director



IVAN BOLSONI
Business Director
North America

OVERVIEW

2 Q 2 3

1 H 2 3

R\$ 919.6 MM
NET REVENUE

R\$ 1,758.3 MM
NET REVENUE

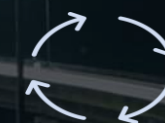
R\$ 199.5 MM – 21.7%
ADJUSTED EBITDA

R\$ 376.6 MM – 21.4%
ADJUSTED EBITDA

R\$ 25.4 MM
CAPEX

R\$ 56.6 MM
CAPEX

Automotive Consumption



**RECURRENCE
LINKED THE
CIRCULATING FLEET**

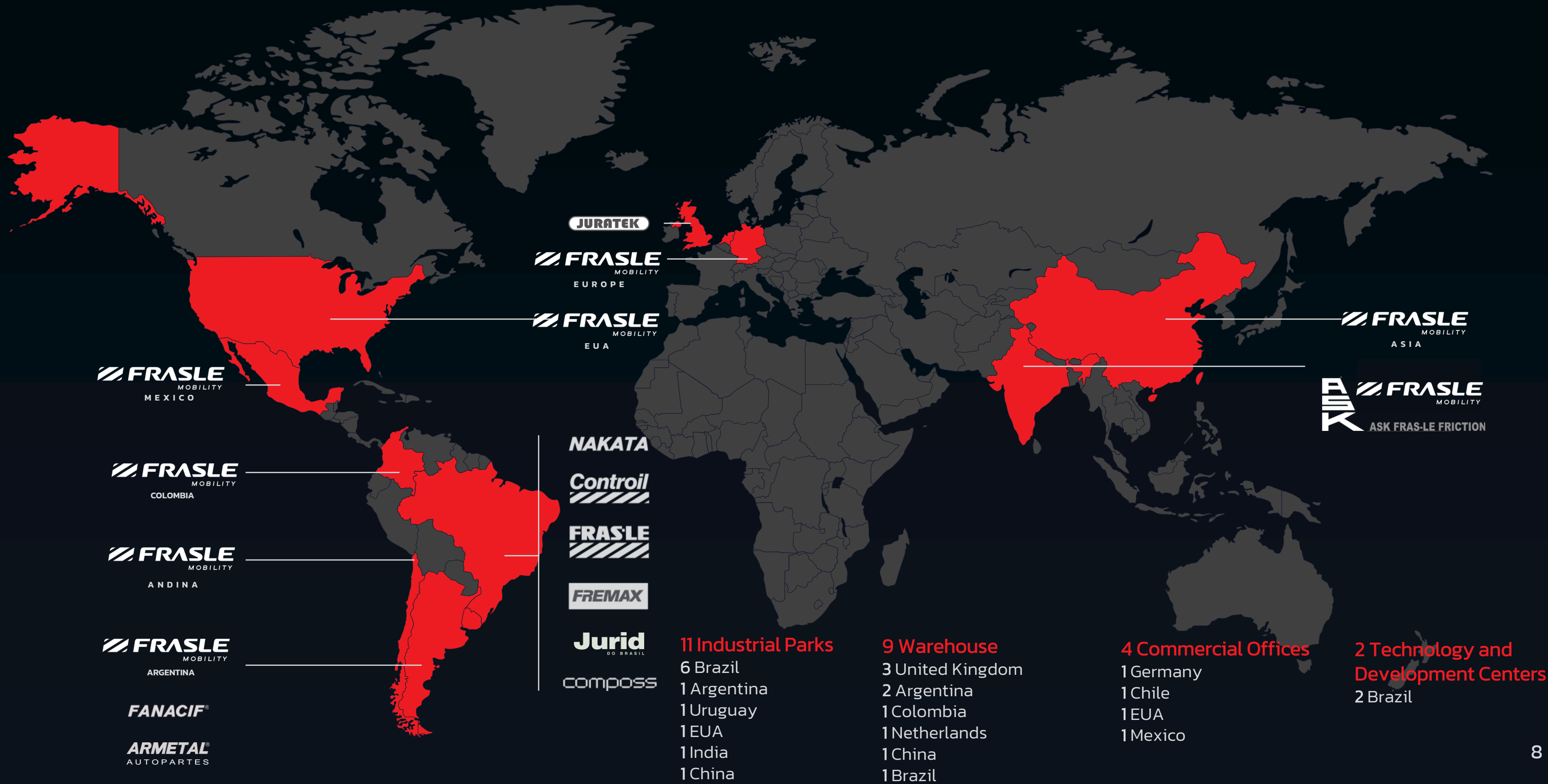


**ONE-STOP-SHOP:
COMPLETE AUTO
PARTS PORTFOLIO**



**ICONIC AND DESIRED
BRANDS**

OPERATIONAL STRUCTURE



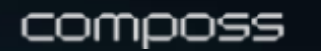
GROWTH HISTORY



Opening of Capital



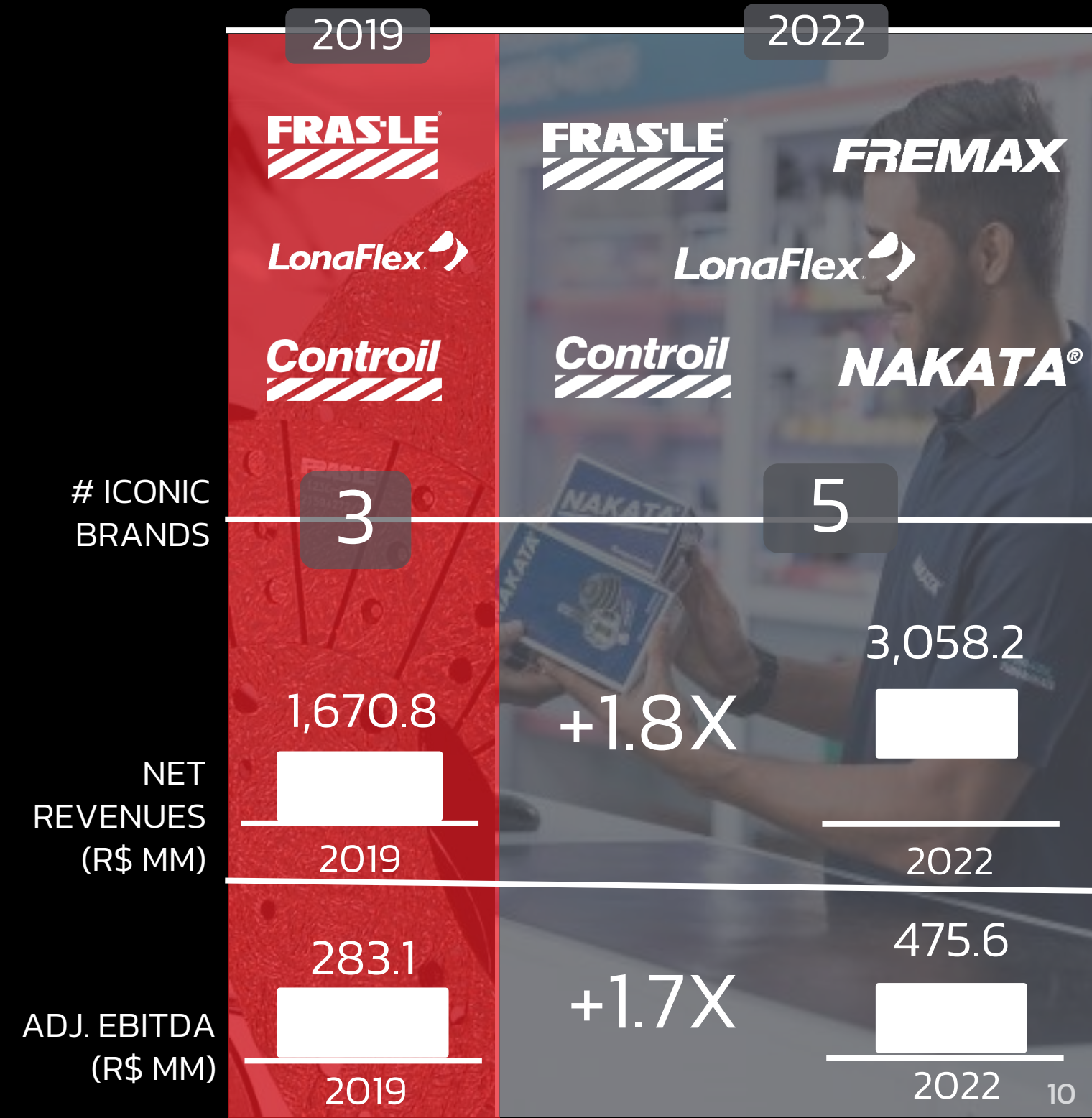
Acquisition by Randoncorp



VALUE CREATION JOURNEY



6 Inorganic Expansion Movements in The Last 5 Years



MARKET

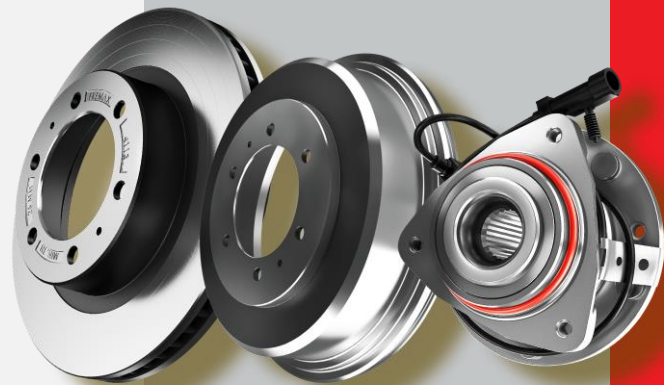
LARGE PRODUCT PORTFOLIO



Brake linings and brake pads for heavy brakes
 Brake linings, pads and shoes for light vehicles
 Industrial products for special applications
 Brake shoes for railcars and subways
 Clutch Facings
 Brake pads for aircrafts
 Brake shoes and pads for motorcycle



Brake calipers
 Reservoirs
 Brake fluid
 Hoses
 Sealing rings
 Master cylinders
 Wheel cylinders
 Brake servo
 Clutch cylinders
 Cylinder repair kits
 Suspensions
 Steering
 Brakes



Wheel hubs
 Drums
 Brake discs
 Transmissions
 Engines
 Motorcycle parts



STRENGTH IN THE AFTERMARKET

ICONIC BRANDS



HOUSE OF BRANDS



Global leader in brake linings for commercial vehicles;



Market leader in Latin America with a broad and diversified product portfolio;



Leader in Brazil in brake linings for commercial vehicles (aftermarket and OEM segments);



Leader in Brazil in brake pads (aftermarket segment).

MARKET SHARE: BRAZIL AFTERMARKET*



PADS FOR
AUTOMOBILES

32%



SHOES FOR
AUTOMOBILES

22%



BRAKE LININGS FOR
AUTOMOBILES

46%



BRAKE
DISCS

22%



BRAKE
SERVO

16%



PADS FOR
HEAVY VEHICLES

28%



BRAKE LININGS FOR
HEAVY VEHICLES

50%



BRAKE
DRUMS

12%



WHEEL
CYLINDERS

24%



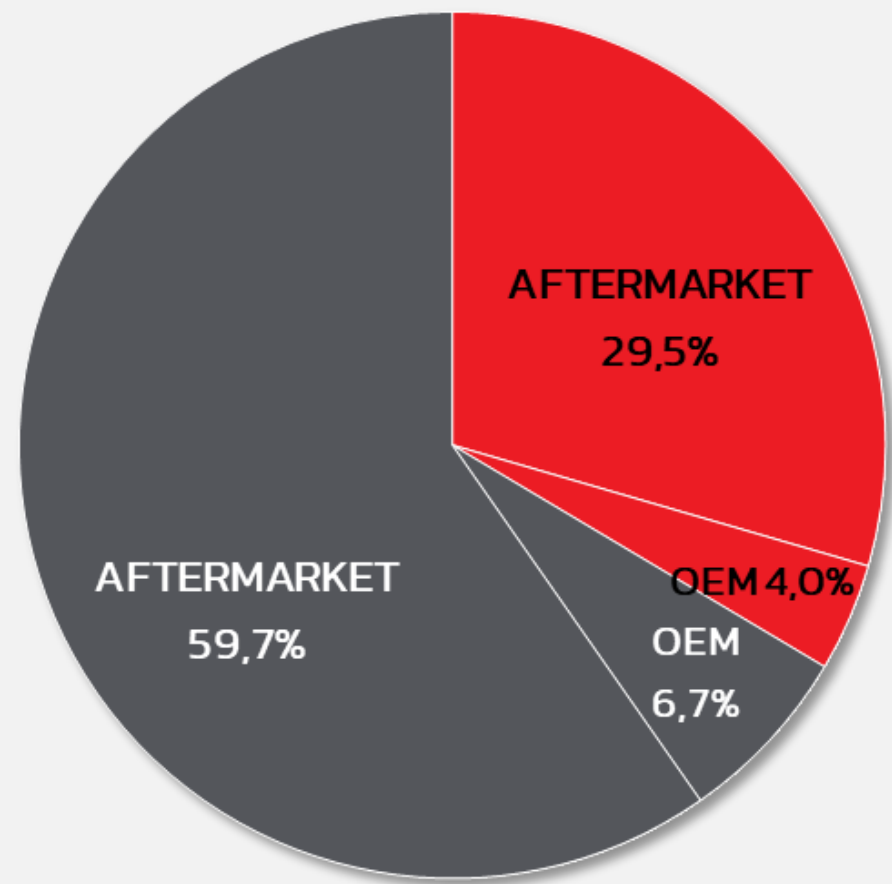
MASTER
CYLINDERS

39%

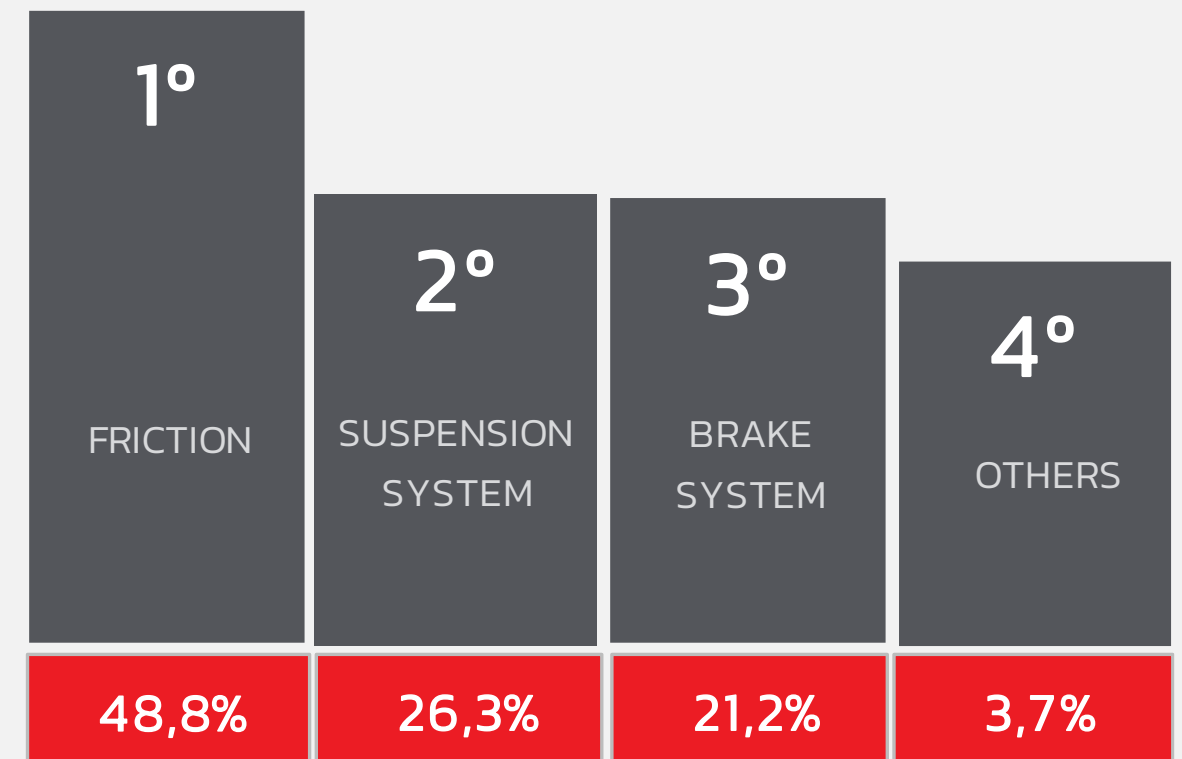
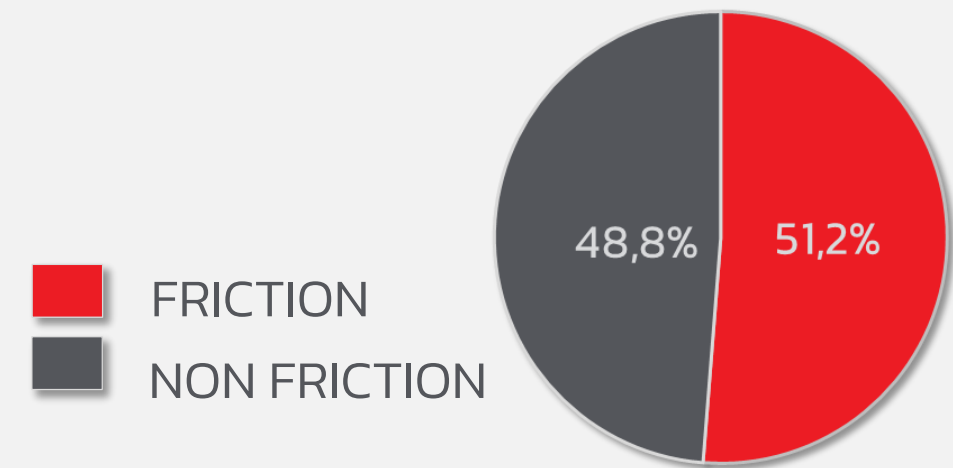
* Data for the year 2022 | % Invoiced quantity/Potential Market

MARKETS, SEGMENTS AND PRODUCTS

MARKET



PRODUCTS PER SEGMENT



■ Total % (revenue per product X net revenue)

■ FOREIGN

■ DOMESTIC

FRASLE MOBILITY MARKET SHARE

33.5%

FOREIGN MARKET

48.8%

FRICTION MATERIAL

89.2%

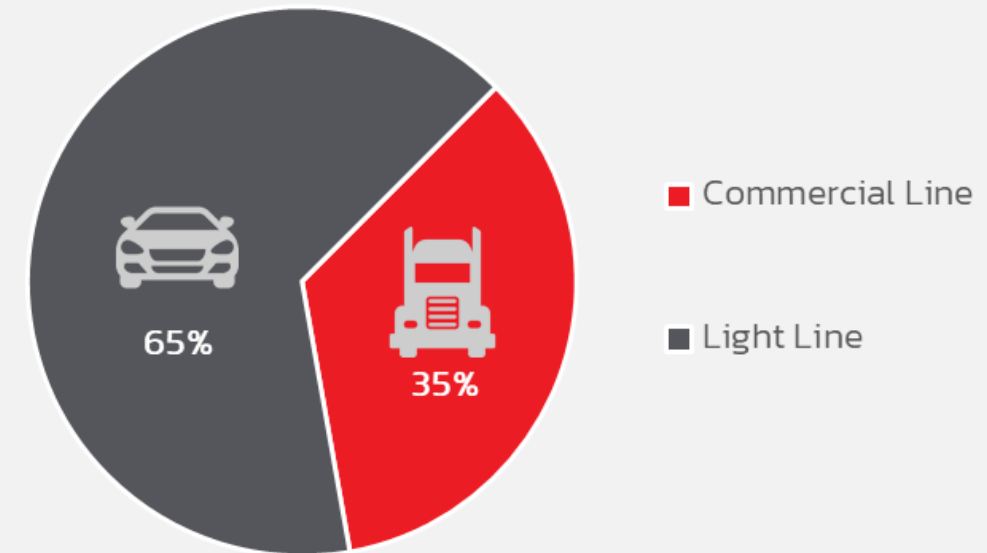
AFTERMARKET

~35%

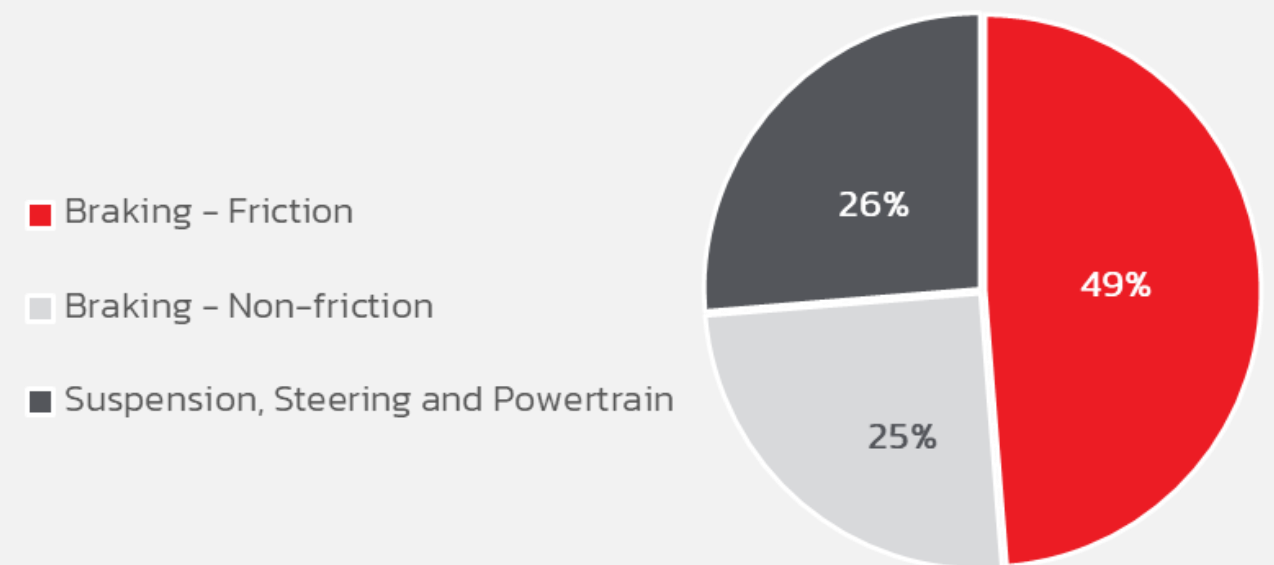
OUTSOURCED

% OVER 2Q23 NET REVENUE

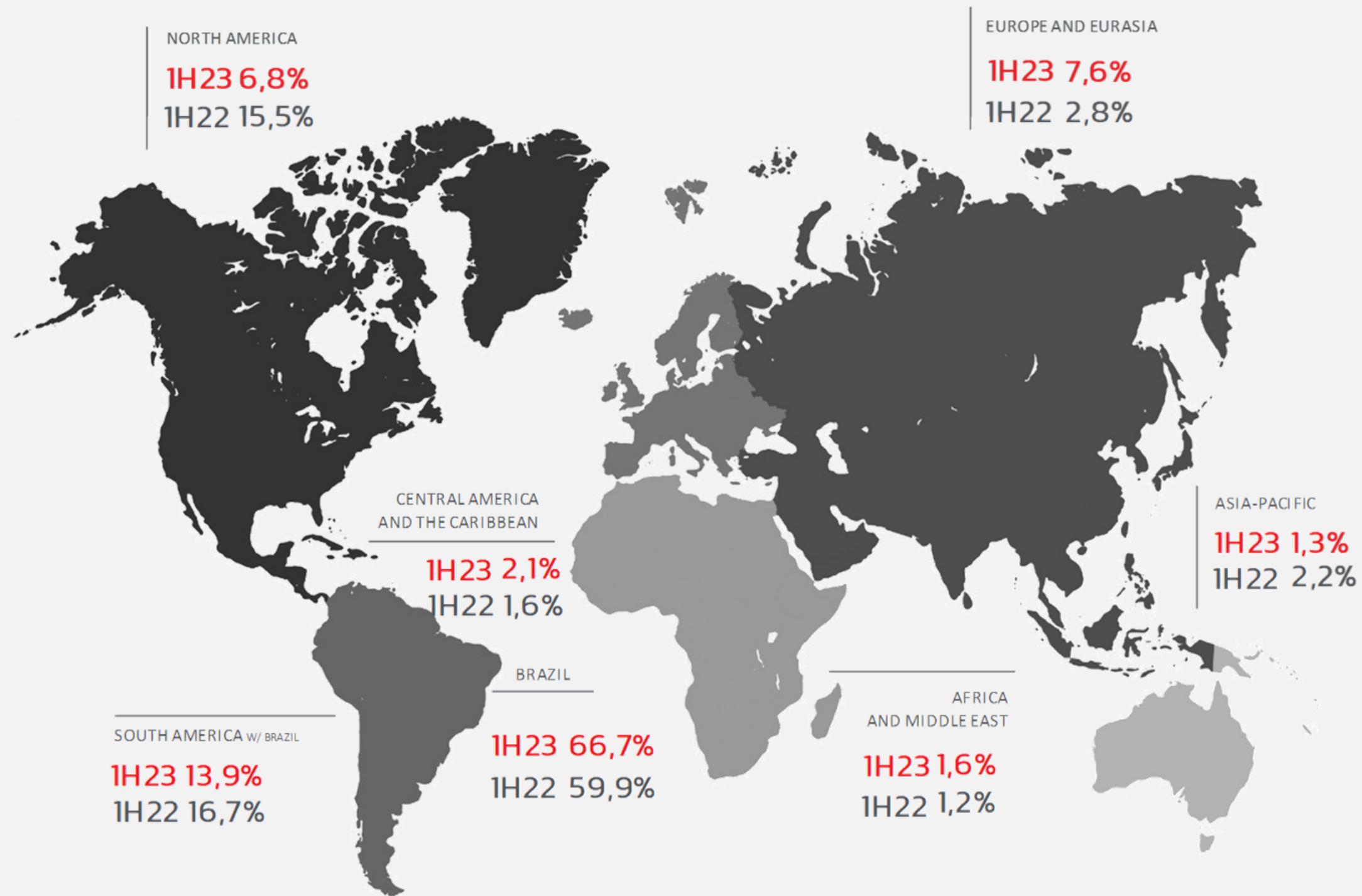
NET REVENUE PER LINE



NET REVENUE PER MATERIAL



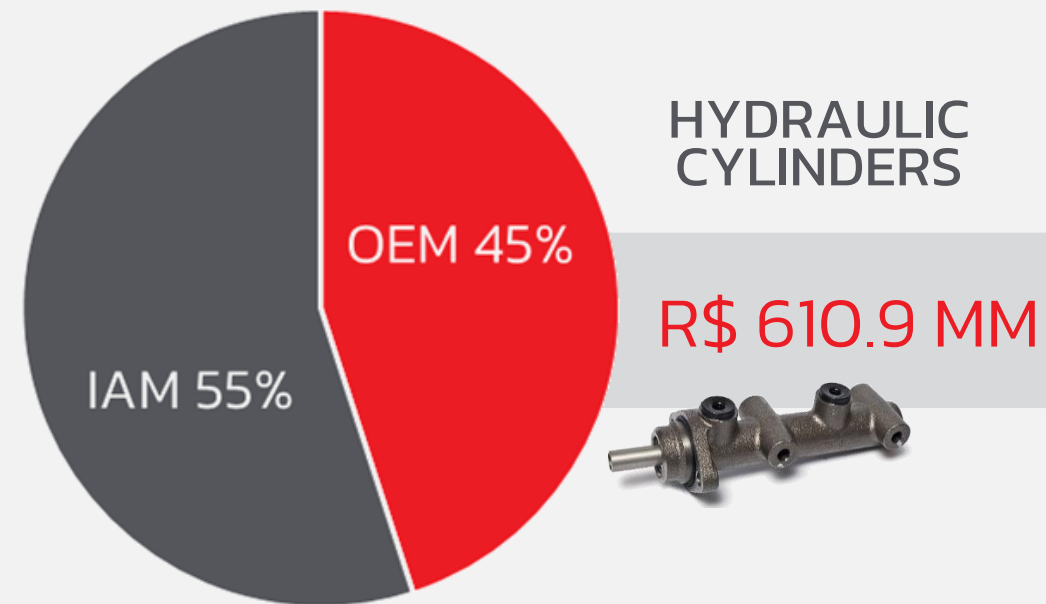
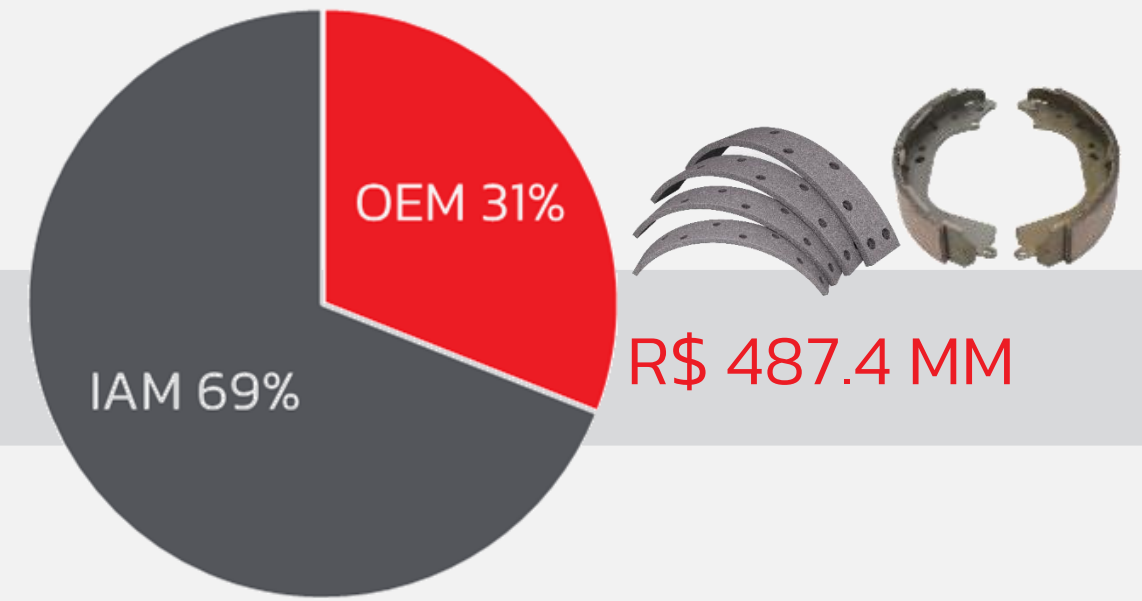
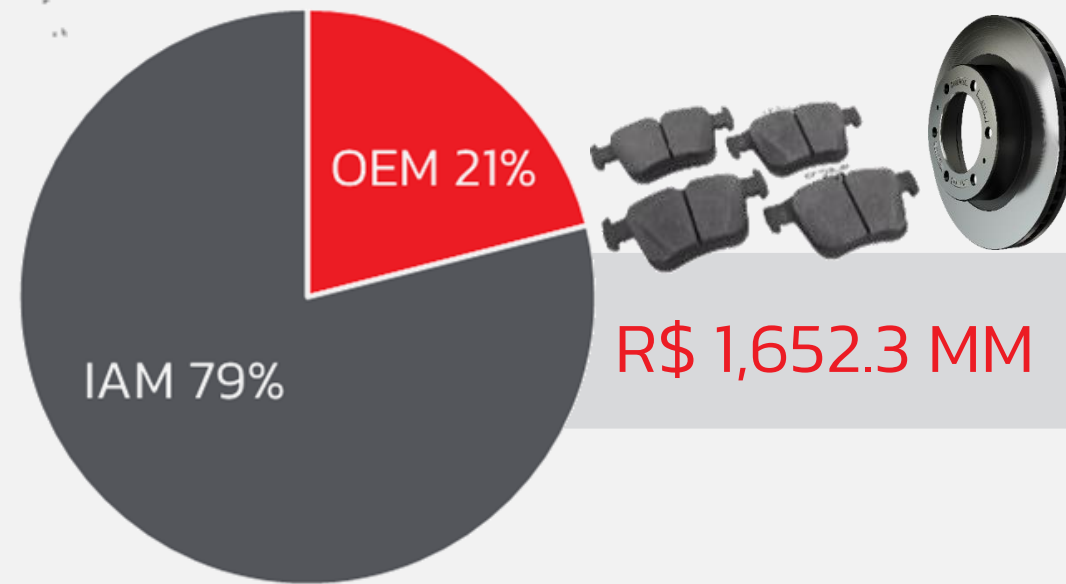
DISTRIBUTION OF NET REVENUE



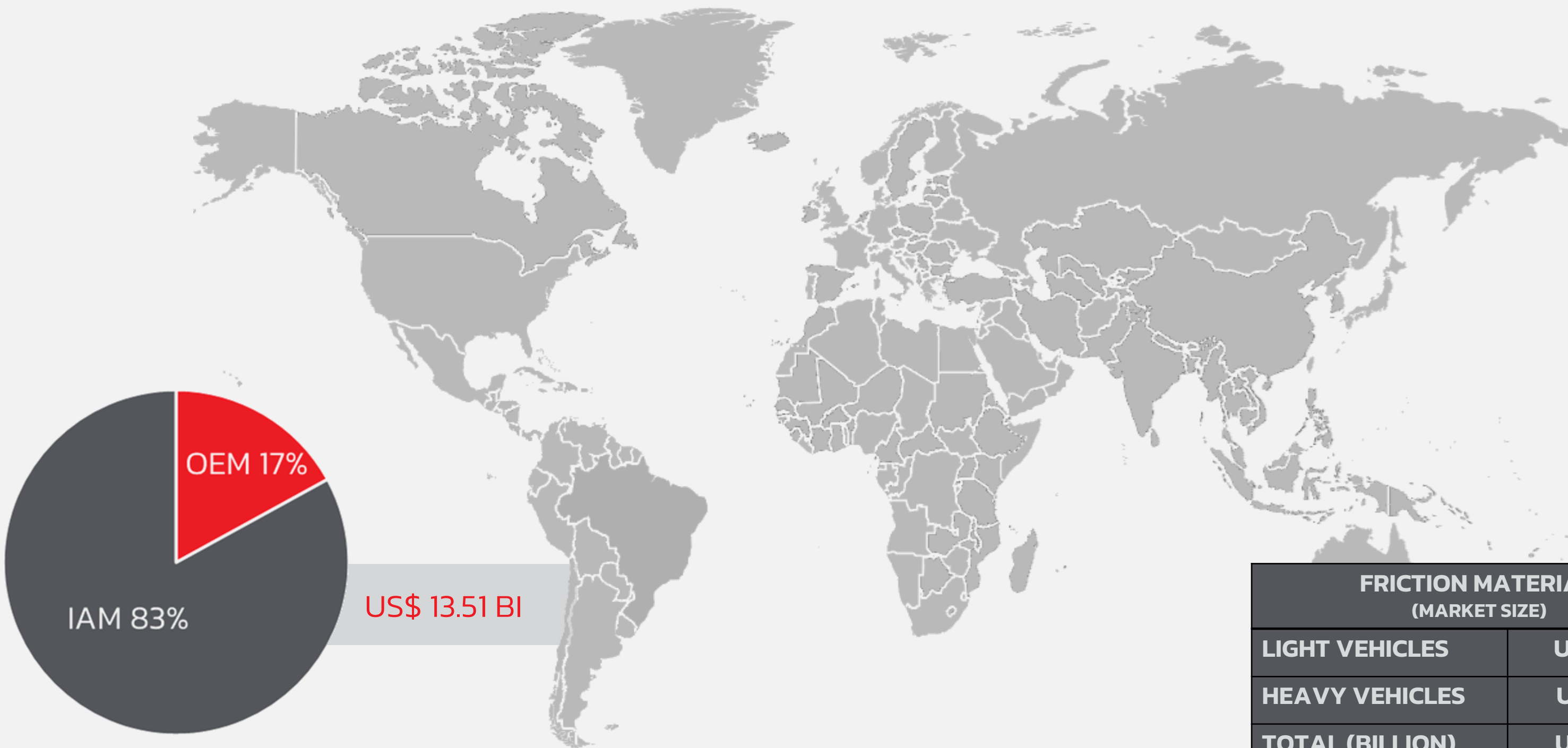
POTENTIAL MARKET BRAZIL | FRICTION | 2022



LIGHT LINE FRICTION MATERIAL



POTENTIAL MARKET WORLD | FRICTION | 2018*



FRICTION MATERIAL (MARKET SIZE)	
LIGHT VEHICLES	US\$ 9.08
HEAVY VEHICLES	US\$ 4.44
TOTAL (BILLION)	US\$ 13.51

Source: Frasle Mobility Market Intelligence | Data for the year 2018
*Last available data

GEOMARKETING

BRAZIL

13 OFFICES REGIONAL

783 COMMERCIAL SERVICES

312 BUSINESS GROUPS

783 POINTS OF SALE

>10.600 AFTER-SALES SERVICE (WORKSHOPS AND FLEET)



LATIN AMERICA

2 COMMERCIAL OFFICES

3 DISTRIBUTION CENTERS

407 CLIENTS

17 SELLERS



CERTIFICATIONS



ISO 14001

Environmental Management System



ISO 45001

Occupational Health and Safety Management System



ISO 9001

Quality Management System



IATF 16949

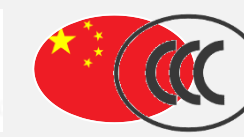
Quality Management Standard for the Automotive



ISO/IEC 17025

Requirements for Laboratories for Testing and Calibration

NATIONAL AND INTERNATIONAL PRODUCTS



TECHNOLOGICAL HIGHLIGHTS

Fras-le has one of the most advanced and best equipped Research and Development centers of the world, combined with a modern Proving Ground shared with Randoncorp.

18 TYPES OF TRACKS



15 KM OF TRACKS FOR TESTING

+400 TESTS/ YEAR



+100 THOUSAND TRIALS/YEAR



CHEMICAL LAB DEVELOPS AND CARACTERIZES RAW-MATERIALS

PHYSICAL LAB EVALUATES AND TECHNICALLY APPROVES PRODUCTS



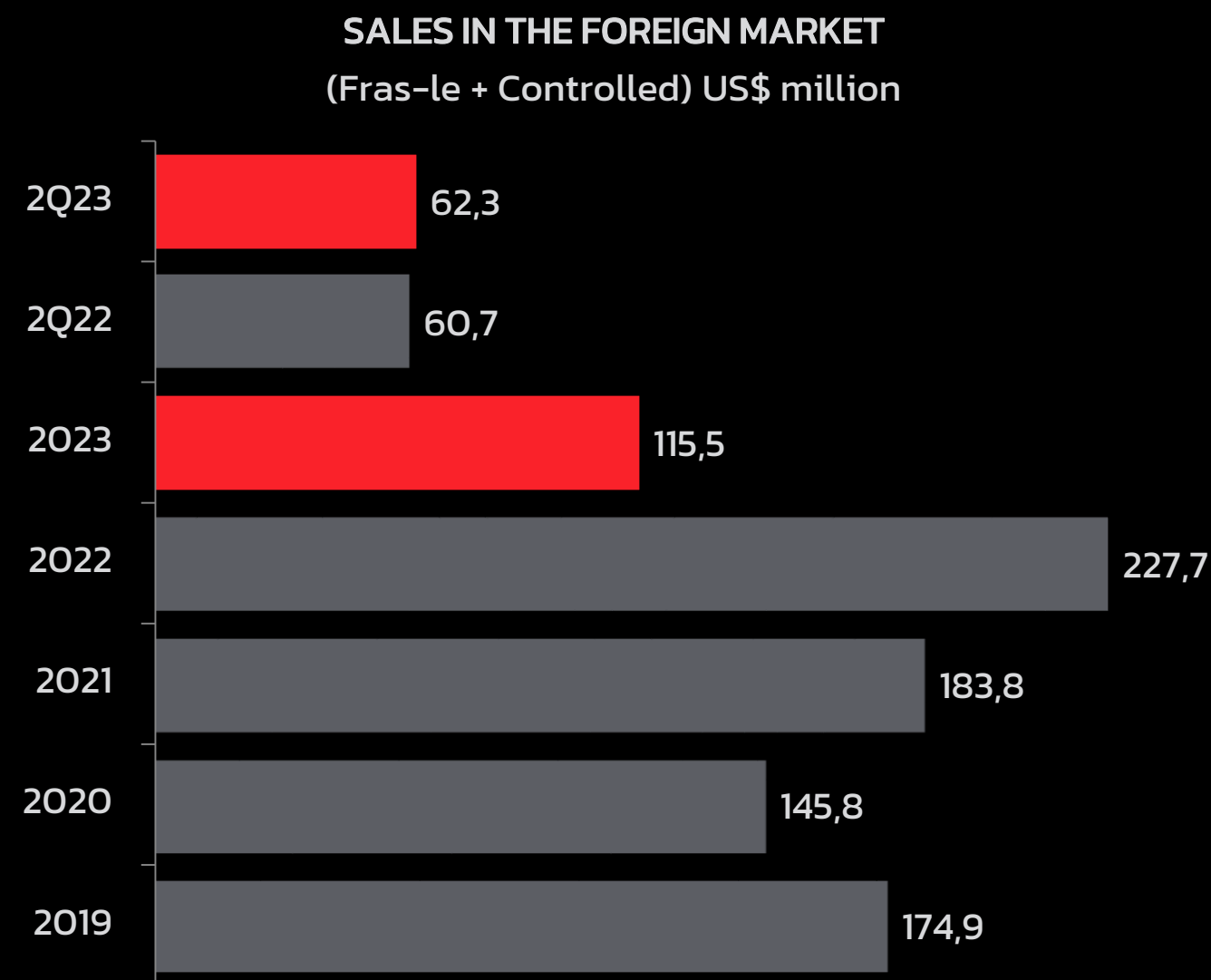
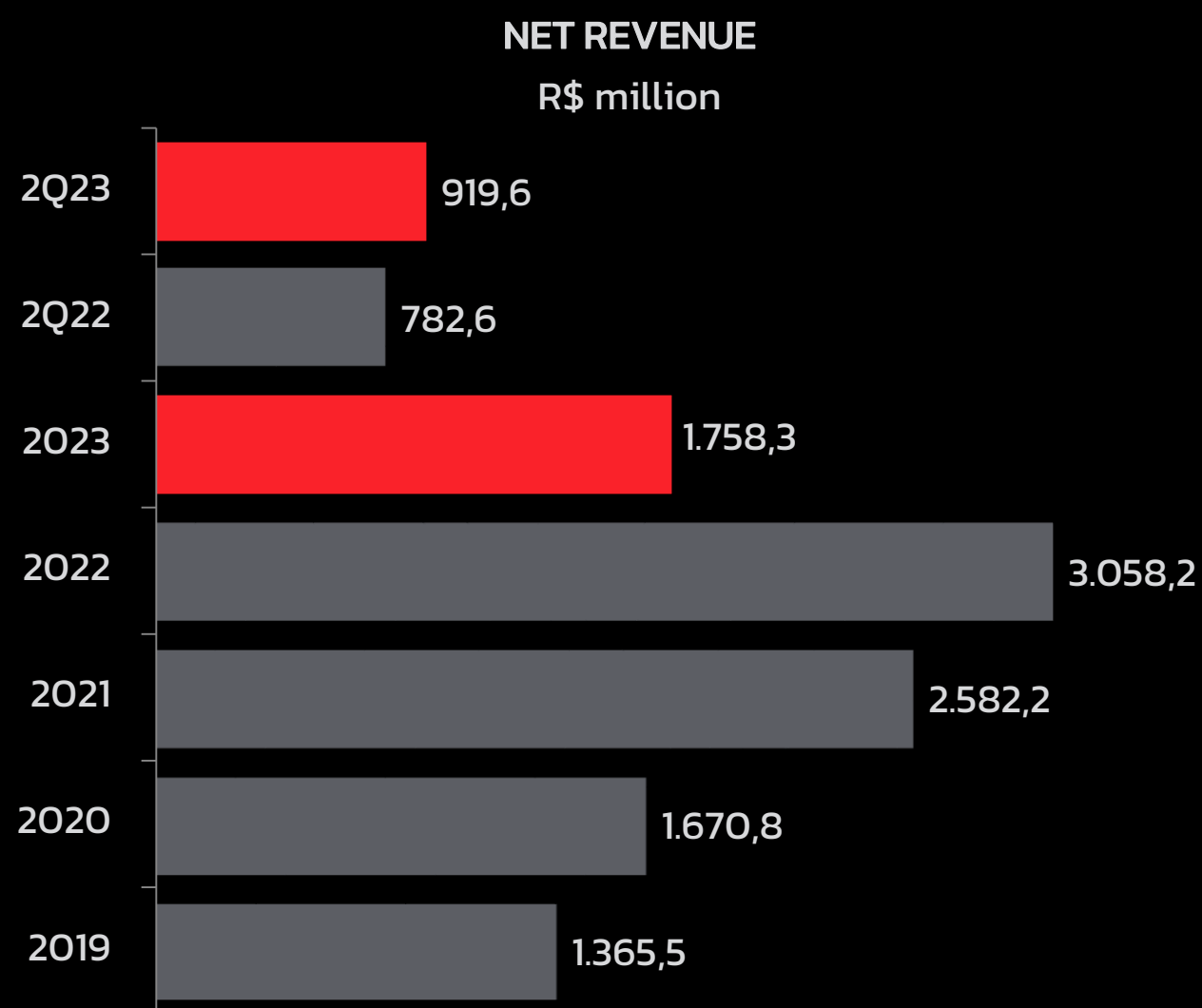
PILOT LAB PRODUCTS PROTOTYPES AND DEVELOPS PROCESSES



*OPERATING AND
FINANCIAL PERFORMANCE*

OVERVIEW FRASLE MOBILITY

NET REVENUE / SALES IN THE FOREIGN MARKET

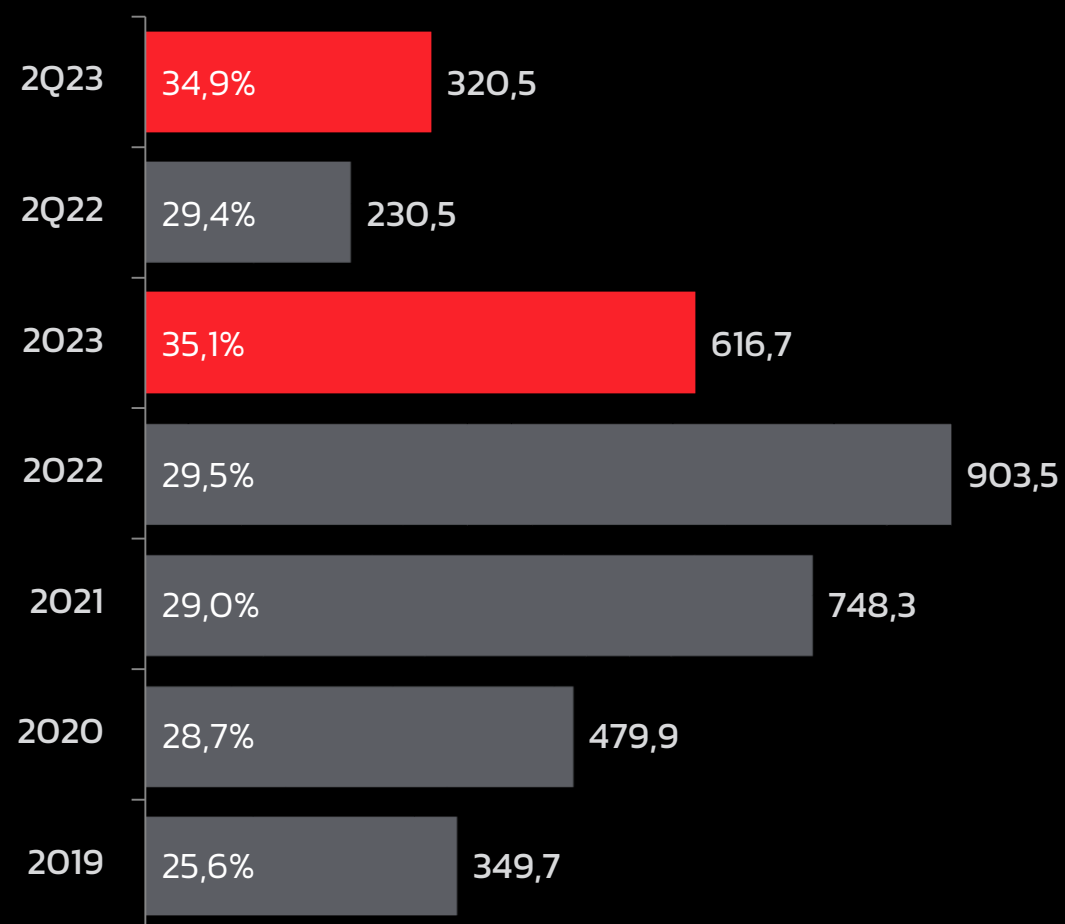


OVERVIEW FRASLE MOBILITY

GROSS INCOME | EBITDA | NET PROFIT

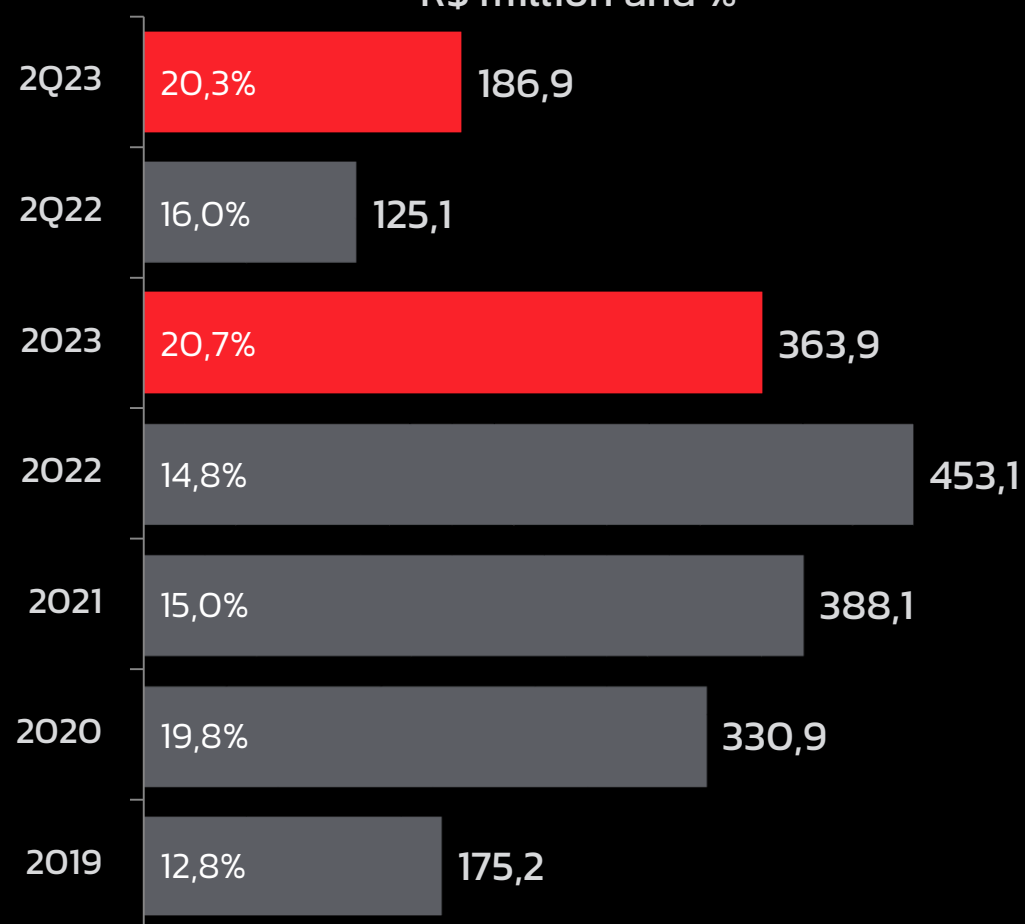
GROSS INCOME AND MARGIN

R\$ million and %



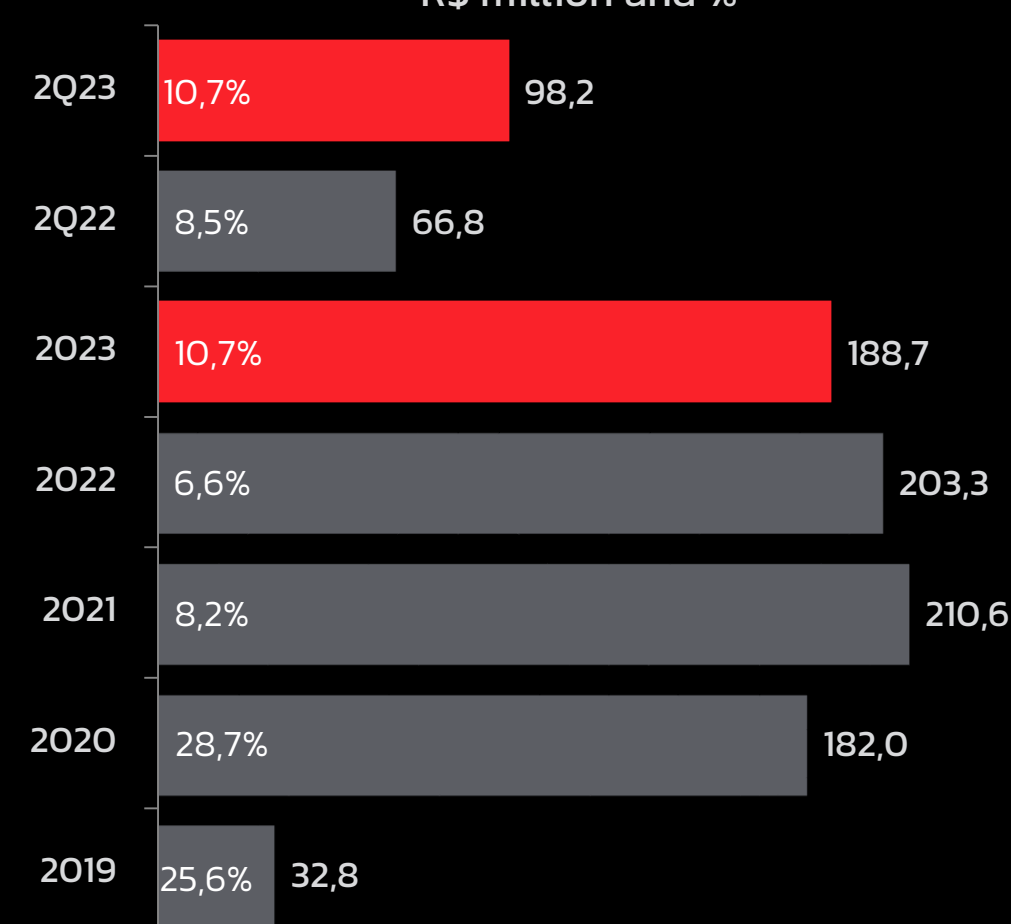
EBITDA AND MARGIN

R\$ million and %



NET PROFIT/LOSS AND MARGIN

R\$ million and %

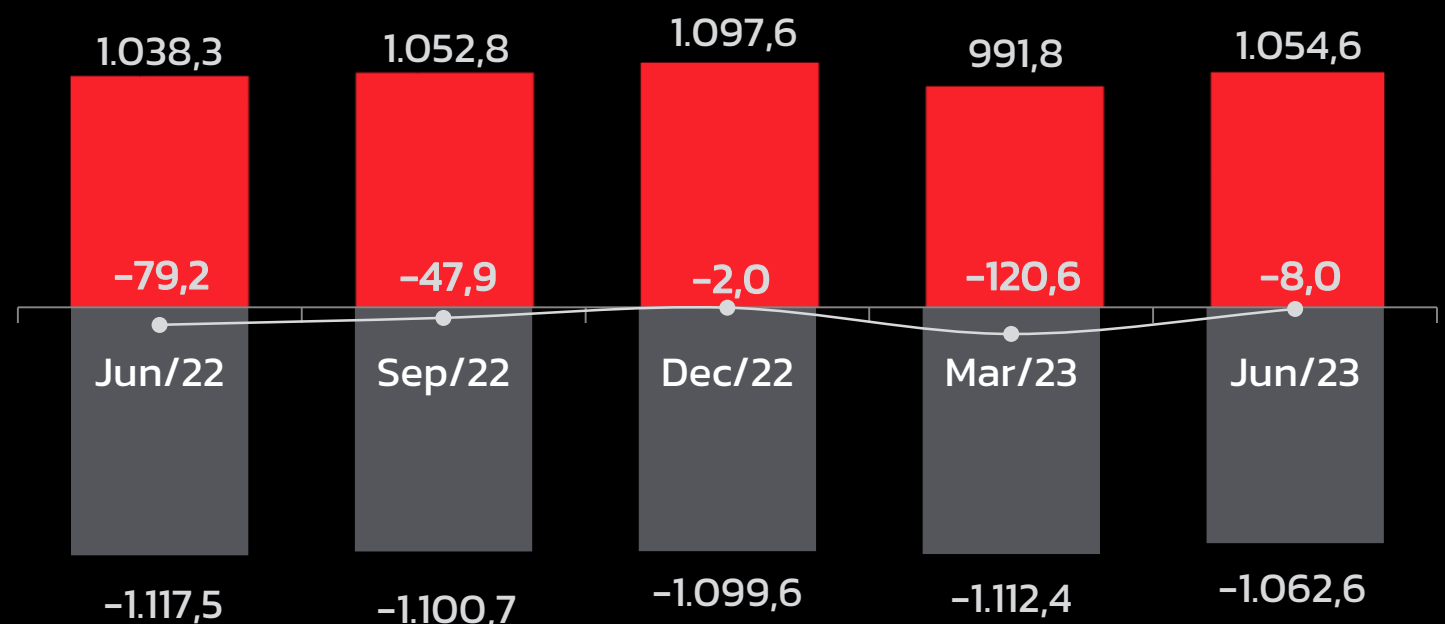


OVERVIEW FRASLE MOBILITY

NET DEBT AND WORKING CAPITAL

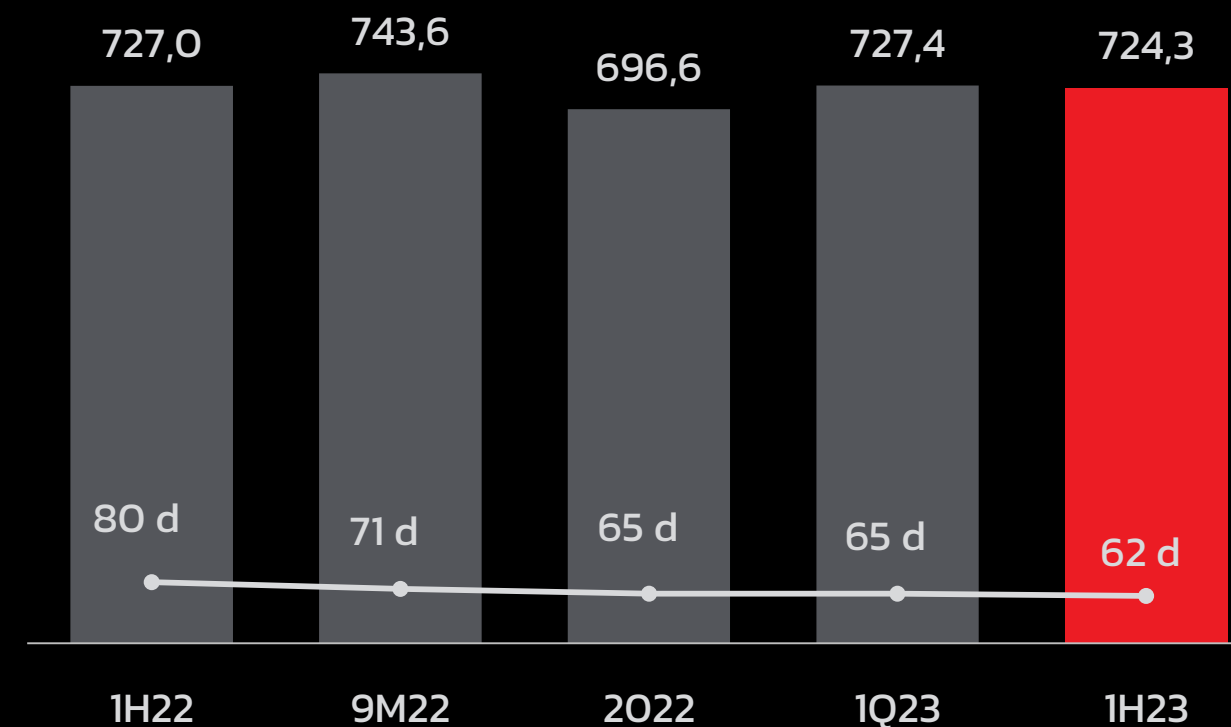
NET DEBT / EBITDA

0.2X	0.1X	0X	0.2X	0X
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Loans, Financing, Derivatives and Business Combination. Cash and Equivalents Net Debt

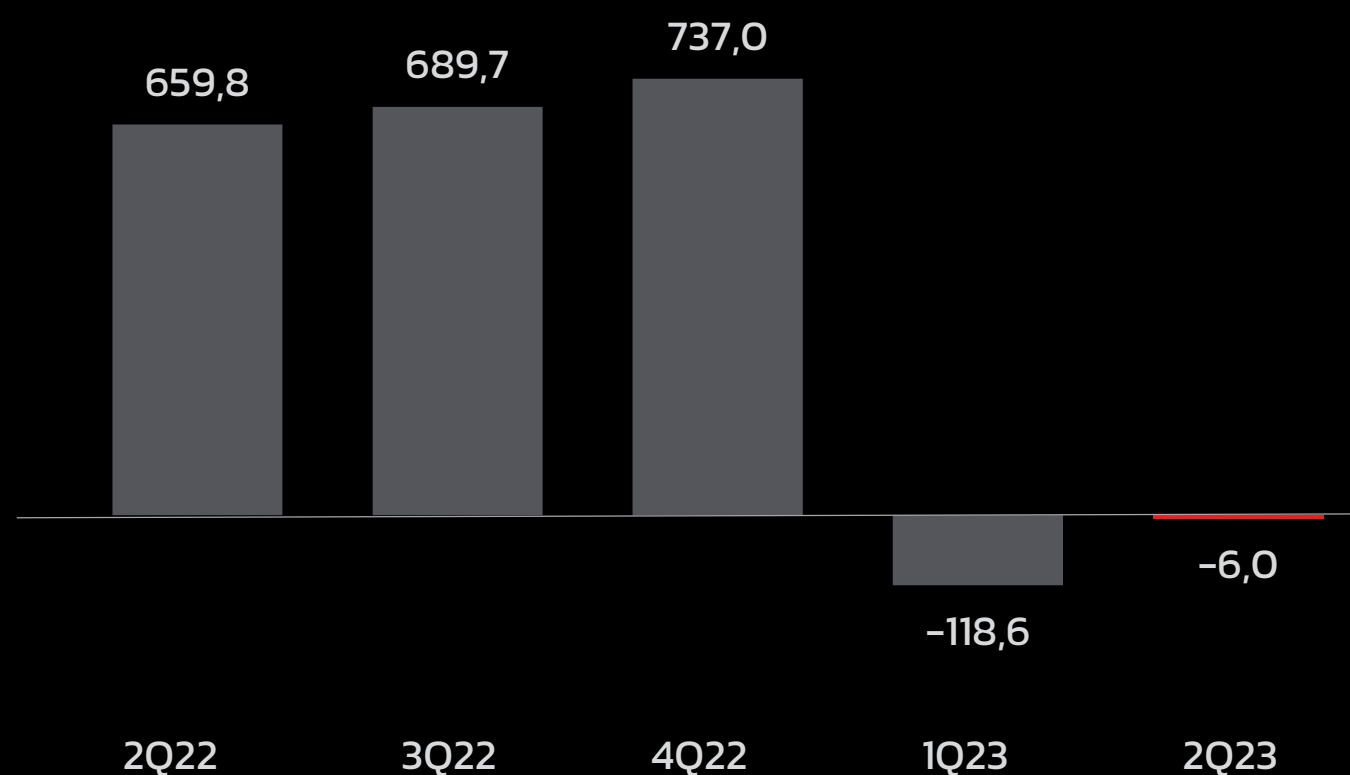
WORKING CAPITAL
R\$ million



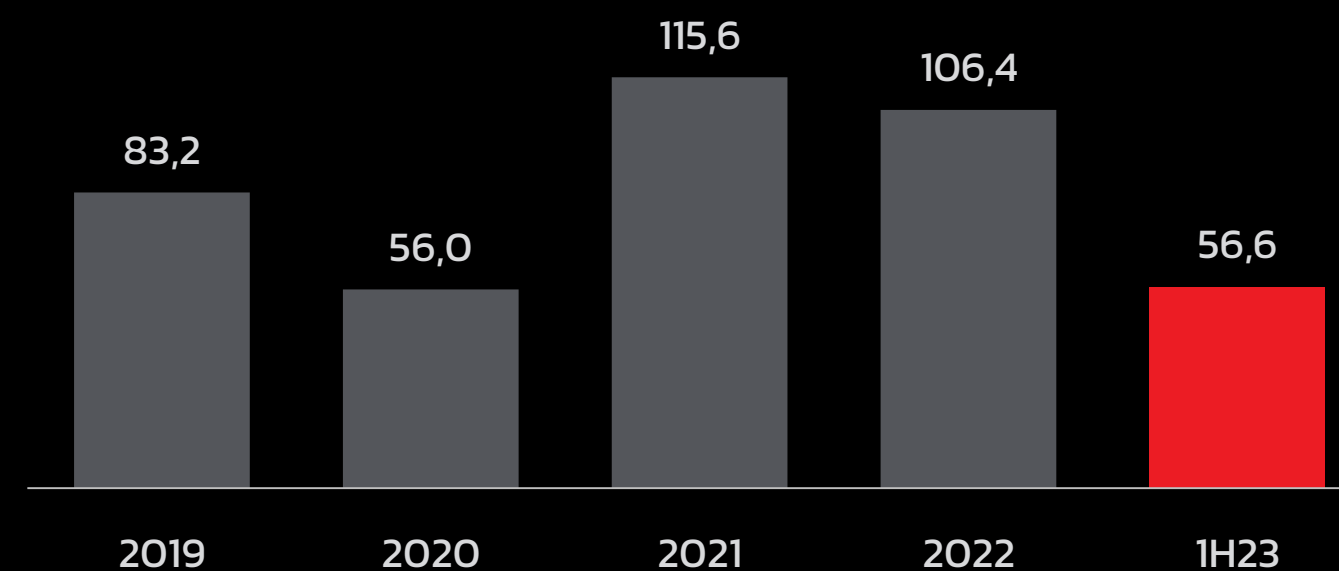
OVERVIEW FRASLE MOBILITY

FREE CASH FLOW / INVESTMENTS

FREE CASH FLOW
R\$ million



CAPEX



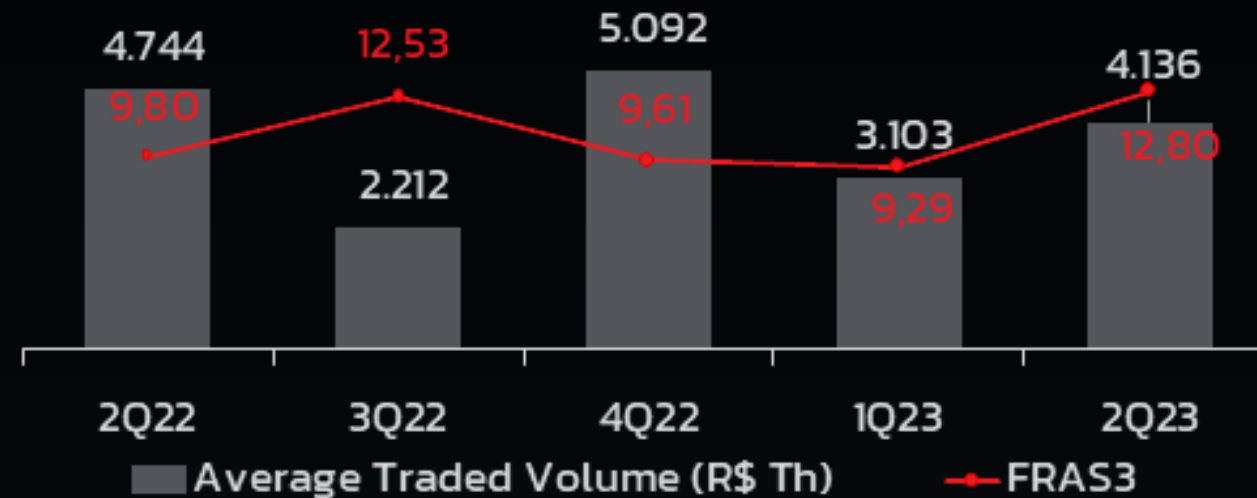
CAPITAL MARKET

CORPORATE GOVERNANCE

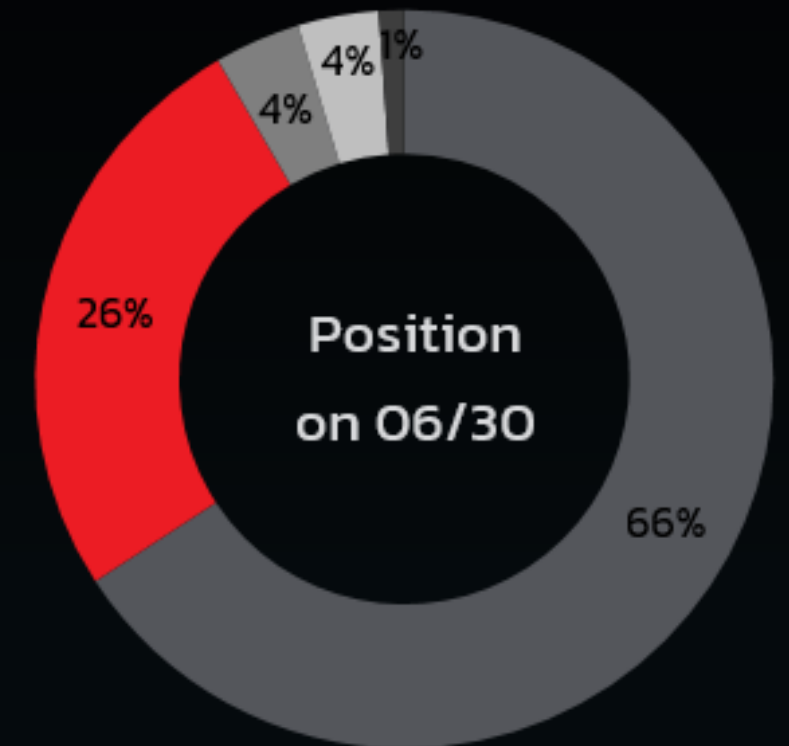
AVERAGE DAILY VOLUME (R\$ THOUSAND) QUOTATION AND NO. OF SHAREHOLDERS

NO. OF SHAREHOLDERS

9,703	8,792	8,472	8,364	8,804
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- Controlling Group
- Institucional Shareholders
- Private Individual
- Overseas Shareholders
- Treasury Shares



FRAS3 | B3 LISTED N1

1971 IPO 100% TAG ALONG R\$ 3.5 BI MARKET CAP 33.2% FREE FLOAT

SUSTAINABILITY

OUR ESG AMBITION



PROSPERITY FOR ALL

Double the number of **women** in leadership positions by 2025.



EXCELLENCE AND SAFETY AS A VALUE

Zero serious accidents



SUSTAINABLE INNOVATION

Increase the annual consolidated net revenue generated from **new products**



COMMITMENT TO THE ENVIRONMENT

Reducing greenhouse gas emissions by 40% by 2030

Zero waste disposal in industrial landfills, until 2025

To zero the discharge of treated effluents until 2025, **reaching 100% of reuse**

SOCIAL RESPONSIBILITY

Frasle Mobility holds projects and social actions of great impact in the local community.

Concerned with the welfare of its employees, the Company provides a work environment where people feel respected, valued and recognized, thus promoting responsible and motivating growth.

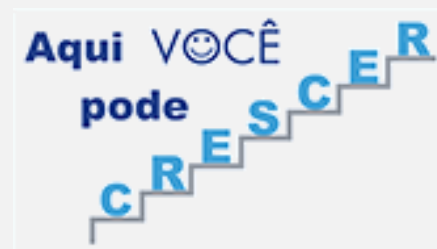
Various actions are carried out during the year, all focused on welfare, health, education, training, safety and quality of life.

ASSISTANCE
dental and medical

PROJECTS
especial

EDUCATION
and training

A WIDE RANGE
of benefits



ENVIRONMENT

Waste Management Program

In 2022, more than **12,000 tons** of waste were **treated**, of which 57% went for recycling and 14% for co-processing. The rest was treated according to the classification and composition of the waste.

Pro-Environment Program

The Pro-Environment Program consists in **collecting and disposing** friction materials after being used. In 2022, around **1,000 tons** of brake linings were disposed by more than 367 customers.

Wastewater Treatment System

Over 2022, approximately **63.9 million liters** of wastewater were treated, of which around 39% were reused

Frasle Mobility has a policy of respect for the environment by means of programs that minimize possible impacts to nature while promoting sustainable growth.



OUTLOOK

LOOKING AHEAD

INTERNATIONALIZATION
of business

PRODUCT PORTFOLIO
diversification

ORGANIZATIONAL
culture development

EXPANSION
with social and environmental responsibility

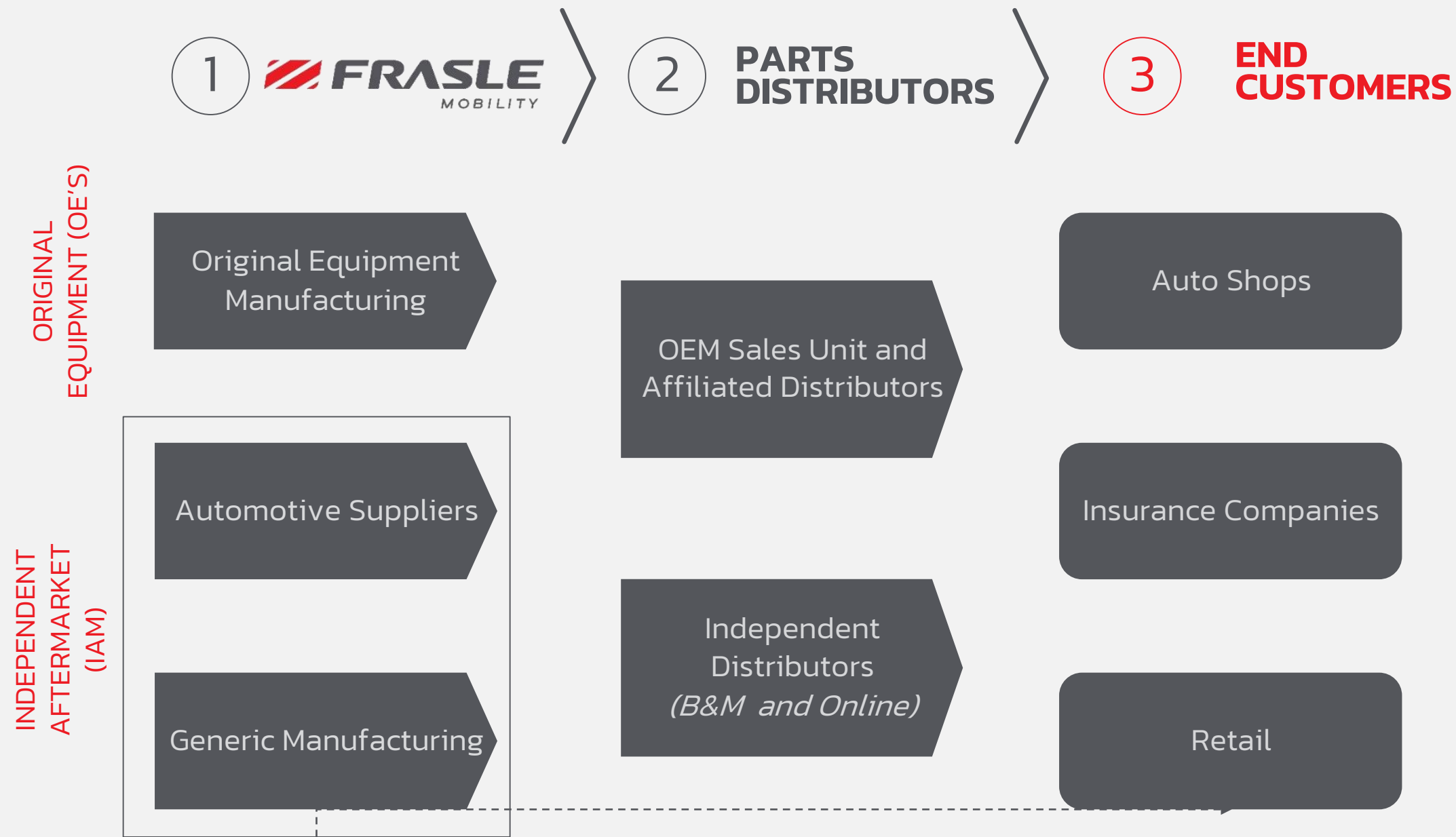
INVESTMENT
In technology

VISION
with full focus on the customer

APPENDICES

FRASLE MOBILITY

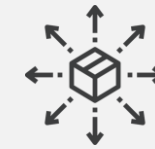
IS WELL-POSITIONED IN THE AFTERMARKET DYNAMICS IN BRAZIL



HIGHLIGHTS



Sales efforts beyond production to reach the top of mind of consumer and auto mechanic



Frasle Mobility sells both to large wholesale distributors and regional retailers



Mechanics have relevant choice power because service quality perception depends on the used auto part



Strong brand arouses buyer preference

Frasle Mobility also sells direct to large retailers

AUTO PARTS AFTERMARKET:

RELEVANT, RESILIENT AND GROWING MARKET

INDUSTRY HIGHLIGHTS



R\$ ~100 bi
Automotive aftermarket size in Brazil (2021)



3,3%
Expected market growth 2022 – 2025e

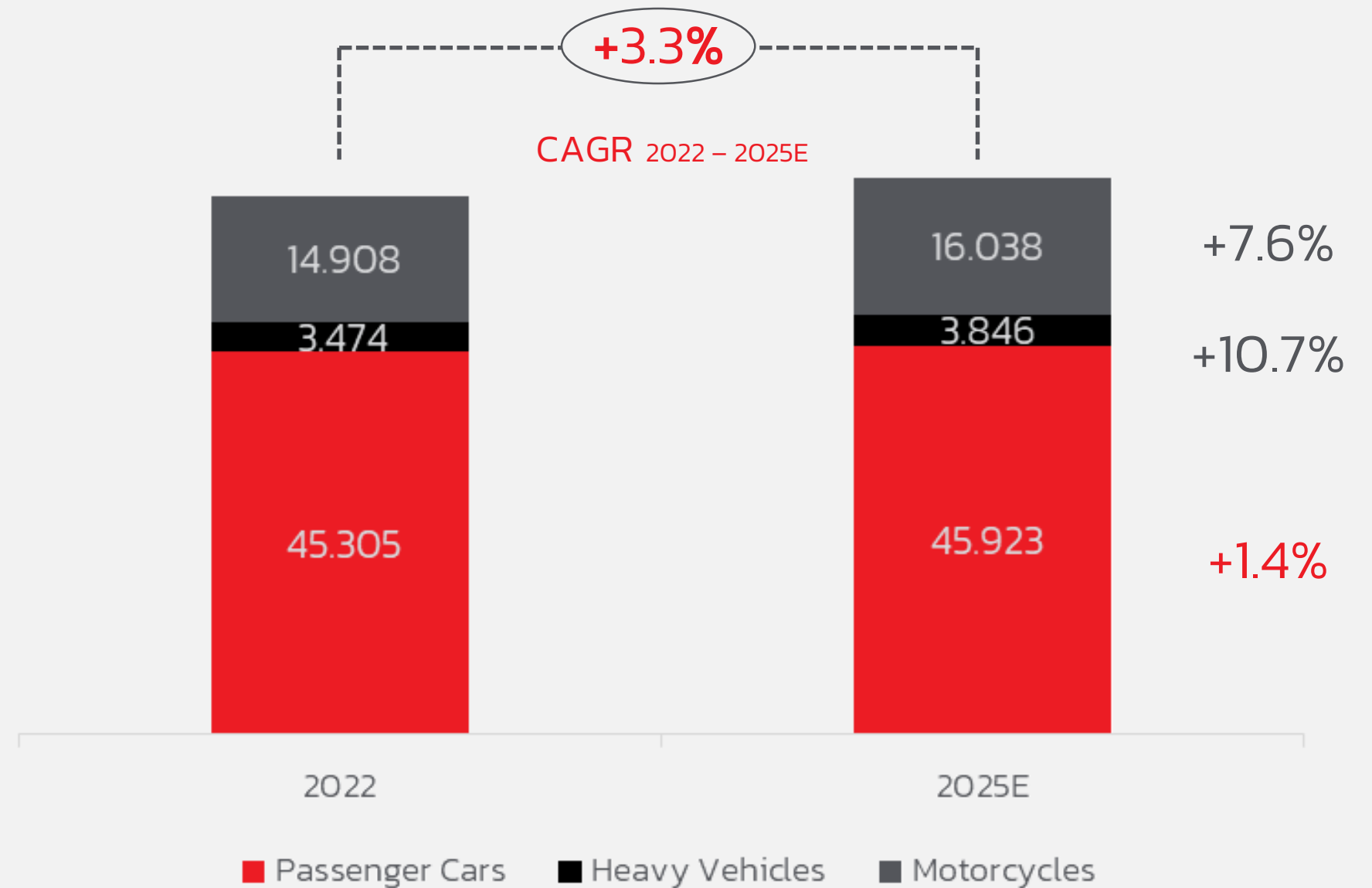


45 MM
Light vehicles circulating fleet
+3 mm for bus, trailers & trucks



~10
Average fleet age

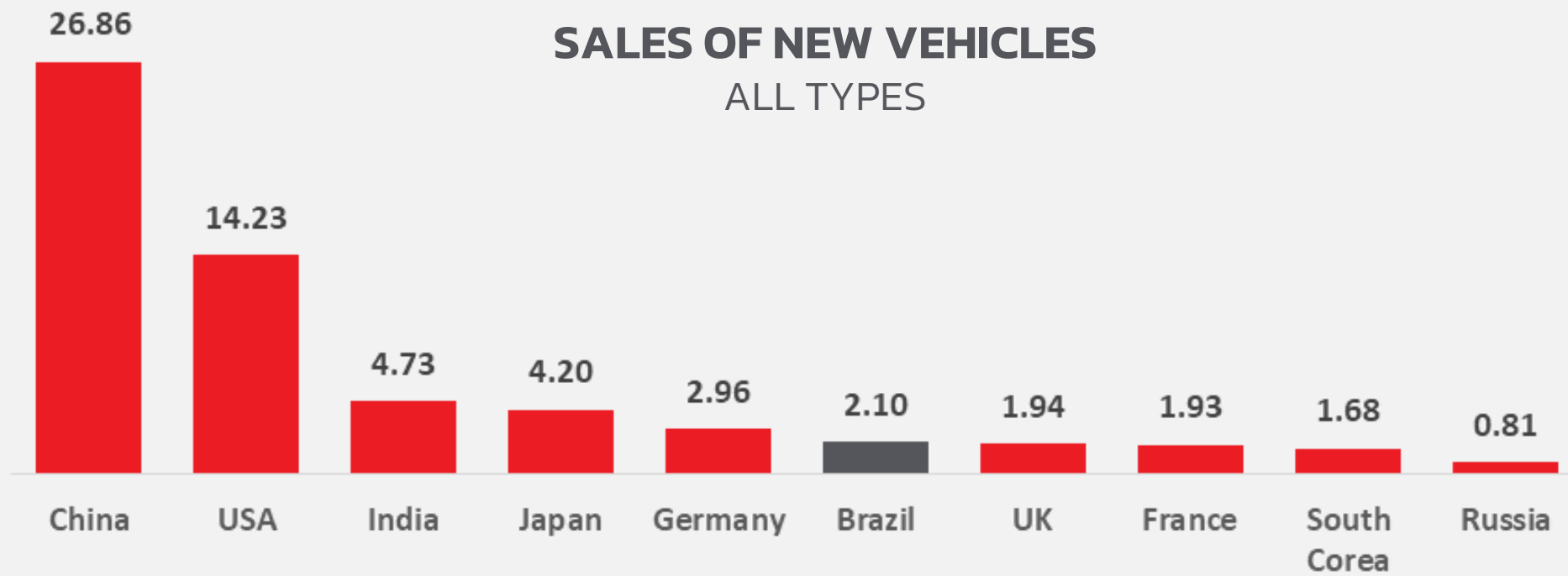
BRAZILIAN AUTOMOTIVE AFTERMARKET | R\$ BN



DRIVEN BY FLEET EXPANSION AND AGING

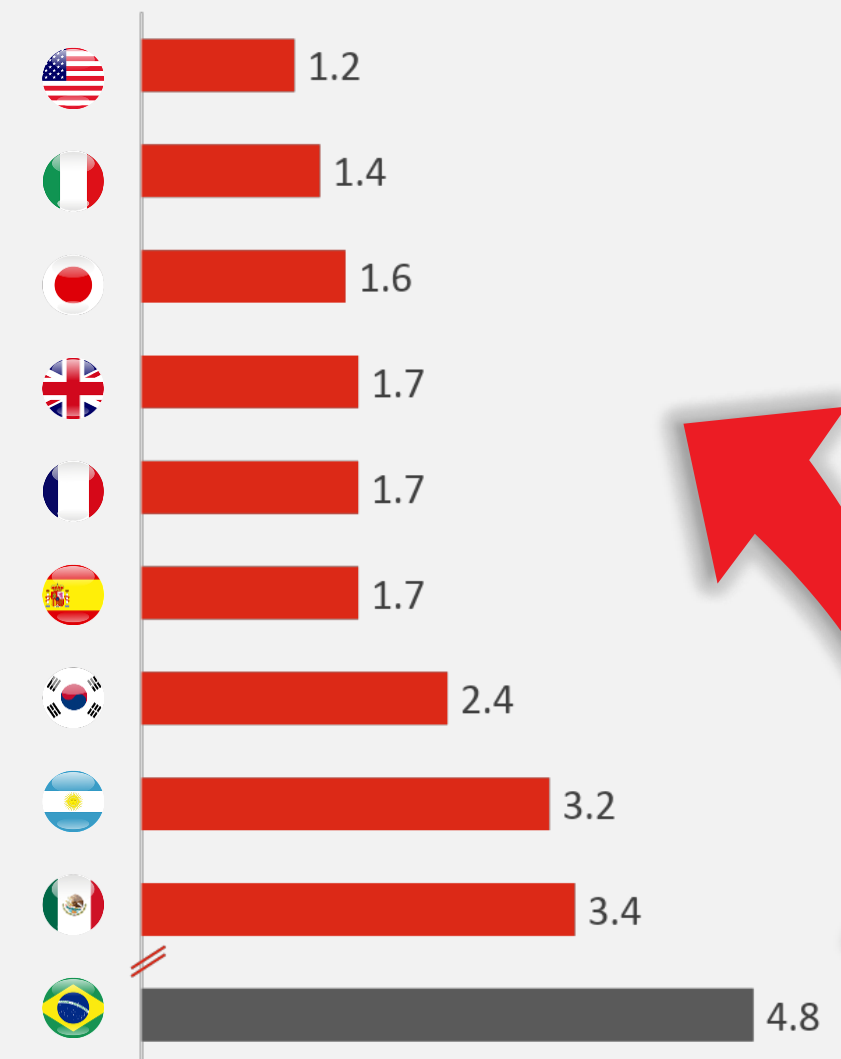
TRENDS SUCH AS CAR PENETRATION INCREASING IN BRAZIL AND MAINTENANCE EXPENDITURES ALSO CONTRIBUTE TO MARKET GROWTH

SALES OF NEW VEHICLES ALL TYPES



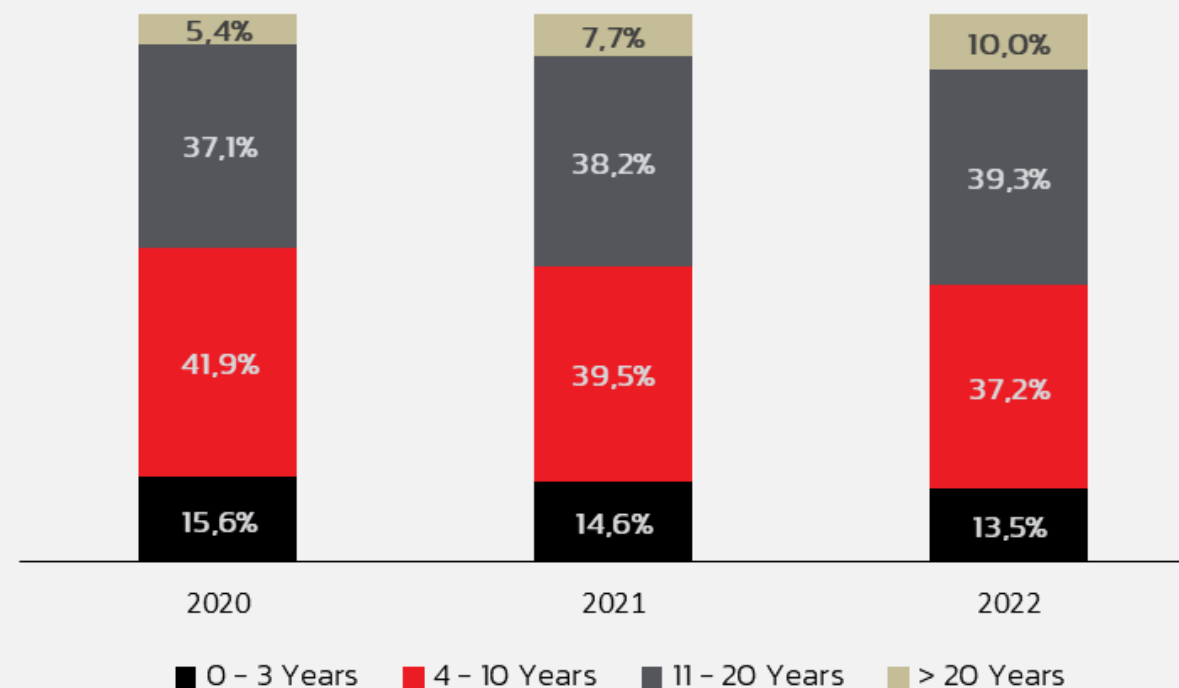
HIGH POTENTIAL TO INCREASE VEHICLE FLEET

Total de Inhabitants / Vehicles
2015 Last available data

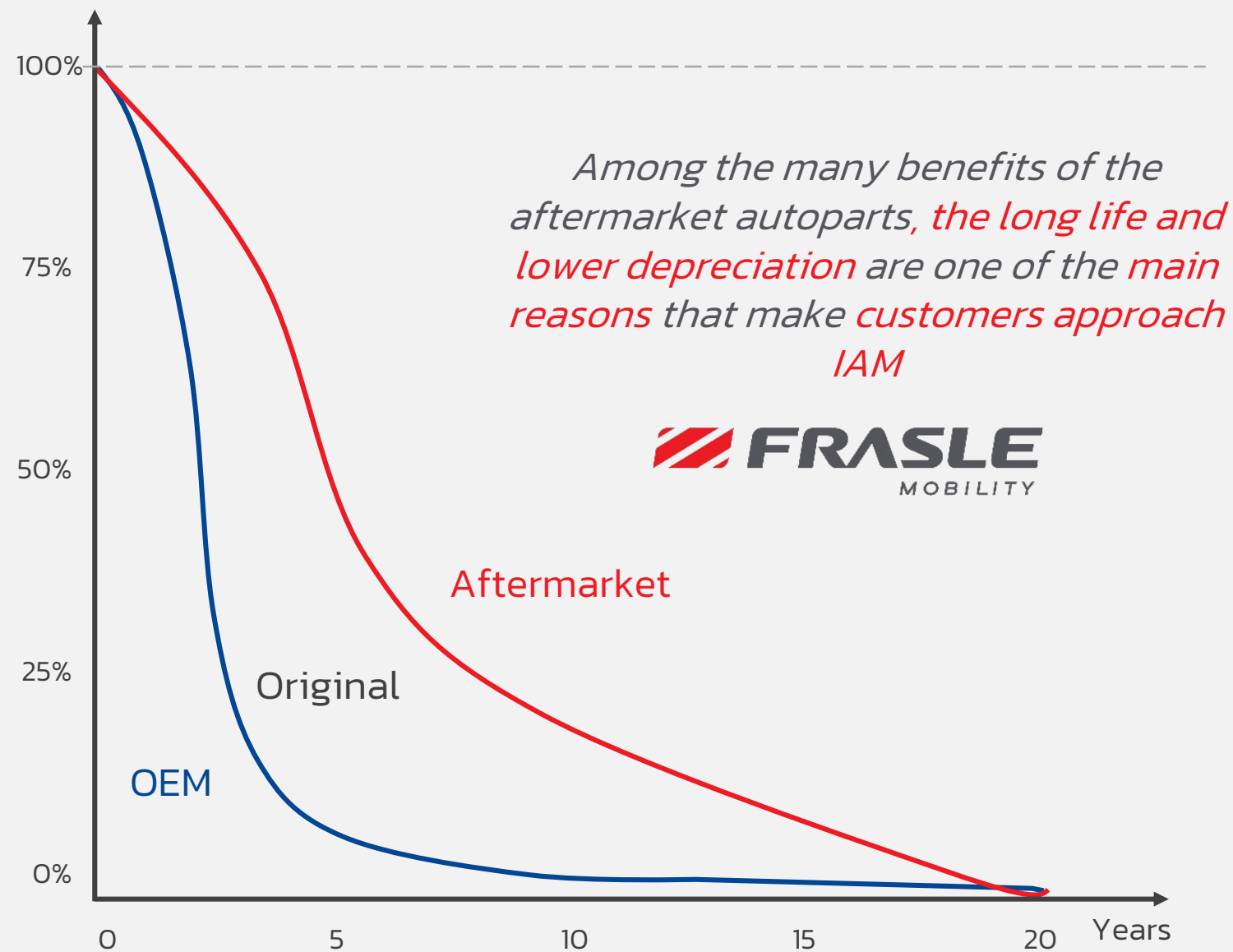


FLEET AGING

Fleet by Average Age (% Total)



Life Cycle of Aftermarket Parts in Vehicles



Potential Market for Automotive Parts in Brazil

