



*KEEP  
LIFE  
IN  
MOTION*

*INVESTOR  
PRESENTATION 1Q23*

*RI.FRASLEMOBILITY.COM*

## *IMPORTANT INFORMATION*

This presentation contains forward-looking statements that are subject to risks and uncertainties. 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.

# *FRASLE MOBILITY PROFILE*

# CORPORATE GOVERNANCE

FRASLE MOBILITY PROFILE



## BOARD OF DIRECTORS

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

## RELATED-PARTIES COMMITTEE

## EXECUTIVE BOARD

## SUPERVISORY BOARD

Joílson Rodrigues Ferreira  
Geraldo Santa Catharina  
Wladimir Omiechuck



### SERGIO DE CARVALHO

President and CEO Fras-le,  
CEO Randon Companies



### ANDERSON PONTALTI

General Director



### HEMERSON DE SOUZA

Business and M&A Director  
and IR Officer



### MARCELO TONON\*

Business Director  
Nakata



### GUILHERME RIGO ADAMI\*

Business Director  
Light Line



### SERGIO MONTAGNOLI\*

Aftermarket Sales  
Director



### ALEXANDRE CASARIL\*

Engeniring and  
OEM Director



### EDUARDO MANENTI VARGAS\*

Business Director  
Commercial Line

\* Non-statutory



**1Q23 R\$ 838.8 MM**  
NET REVENUE



**3**  
JOINT VENTURES



**+ 5,000**  
EMPLOYEES



**# 1**  
MARKET LEADERSHIP\*



**11** INDUSTRIAL PLANTS  
**9** WAREHOUSES  
**4** OFFICES



**2**  
R&D CENTER AND PROVING GROUND



**+ 125**  
COUNTRIES SERVED



**6**  
AWARDS

(\*) Main Products

88% AFTERMARKET   33% INTERNATIONAL MARKET   47% FRICTION   64% LIGHT VEHICLES

# RANDONCORP

- 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.

### AUTO PARTS



### TRAILERS



### SERVICES

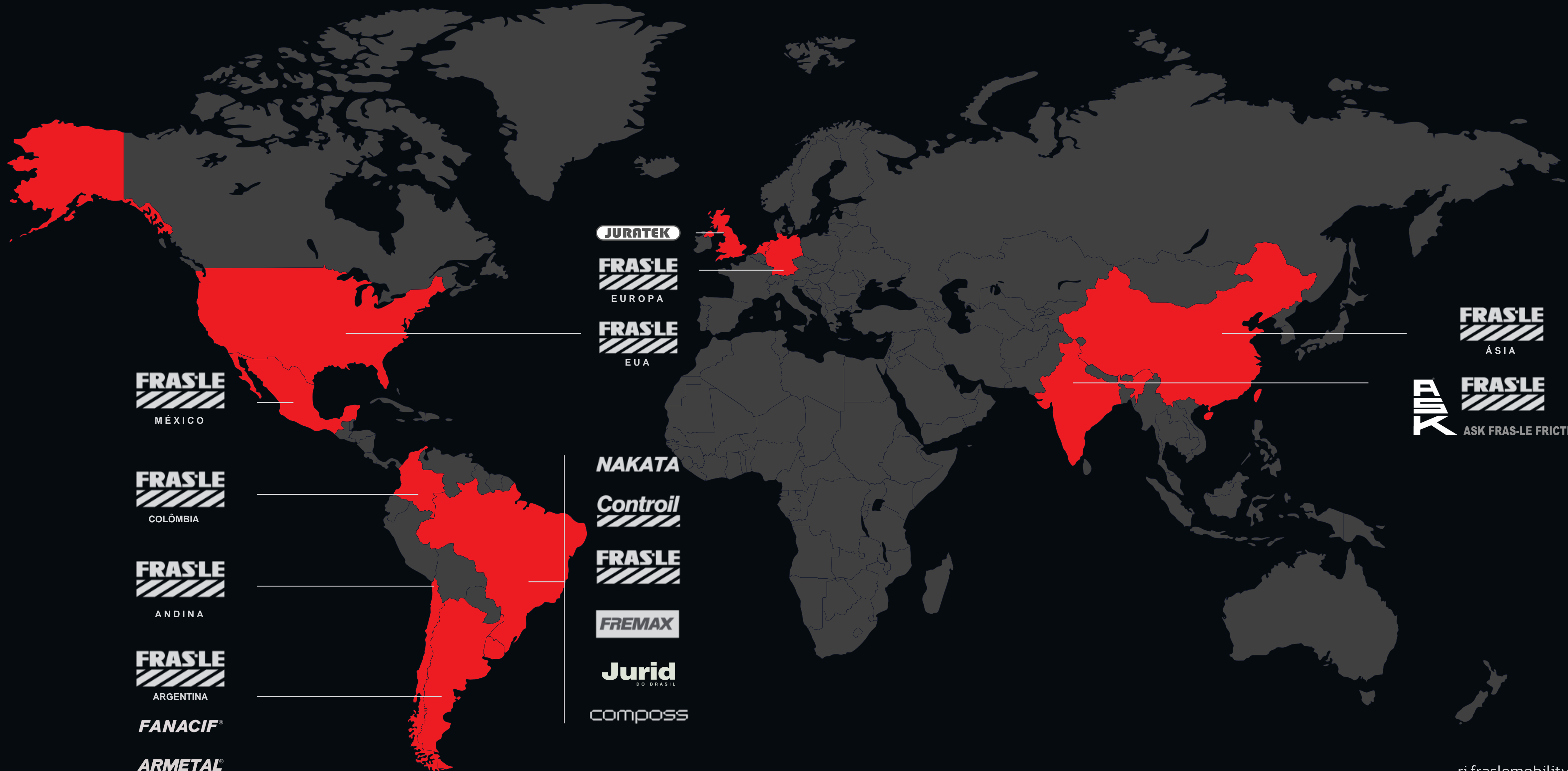


### ADVANCED TECHNOLOGY



# OPERATIONAL STRUCTURE

FRASLE MOBILITY PROFILE



# GROWTH HISTORY

FRASLE MOBILITY PROFILE

1980/90

2000/12

2017

2018

2019

2021

2023

LonaFlex

Controil

ARMETAL<sup>®</sup>  
AUTOPARTES

FREMAX

NAKATA

NIONE

JURATEK

FRASLE  
ARGENTINA

FRASLE  
EUROPA

FANACIF<sup>®</sup>

ASK  
FRASLE  
ASK FRAS-LE FRICTION

composs

FRASLE  
EUA

FRASLE  
ÁSIA

Jurid  
DO BRASIL



# LARGE PRODUCT PORTFOLIO

FRASLE MOBILITY PROFILE



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 motorcycles  
Wheel hubs  
Drums  
Brake discs  
Transmissions  
Engines  
Motorcycle parts



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

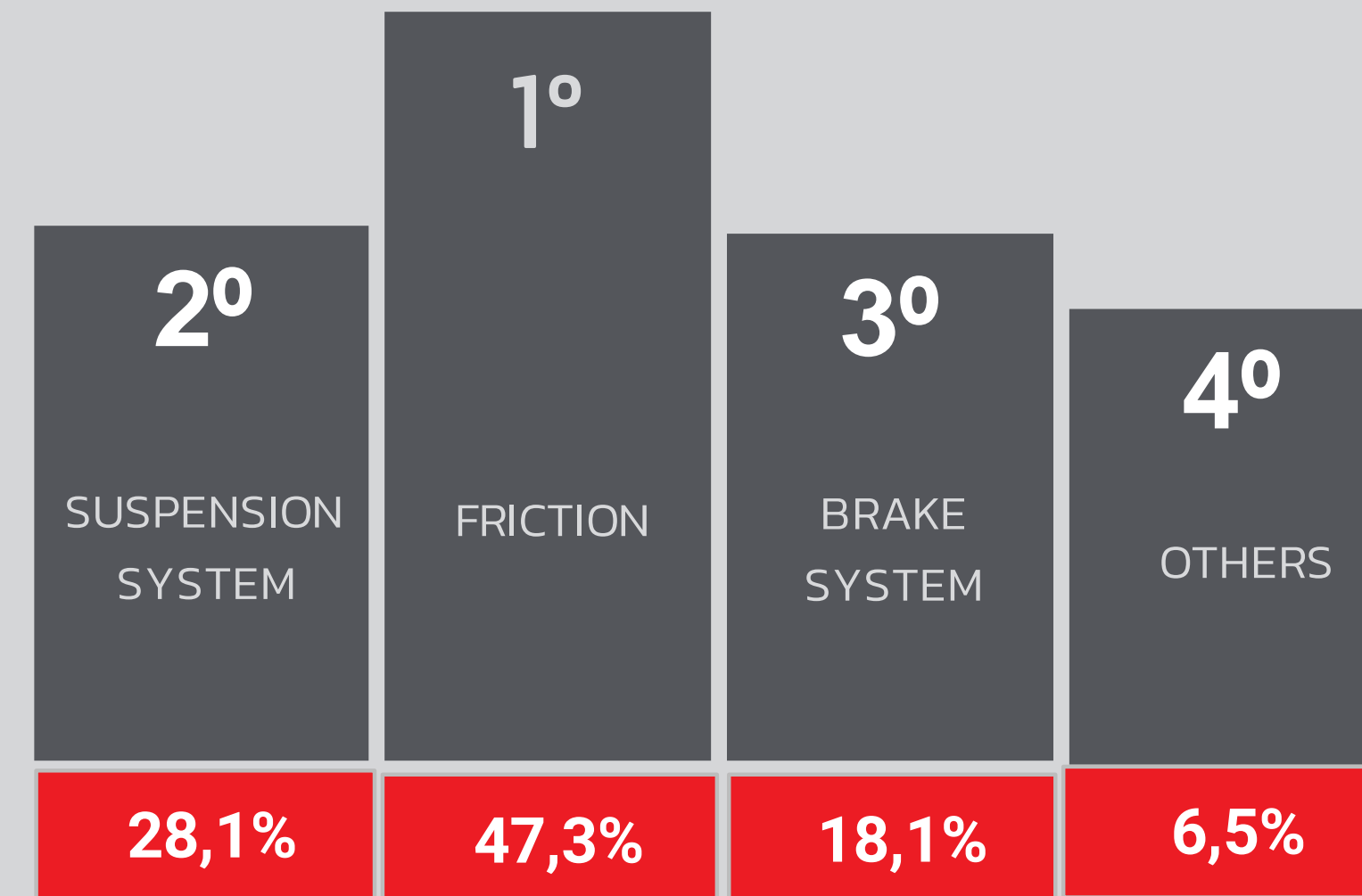
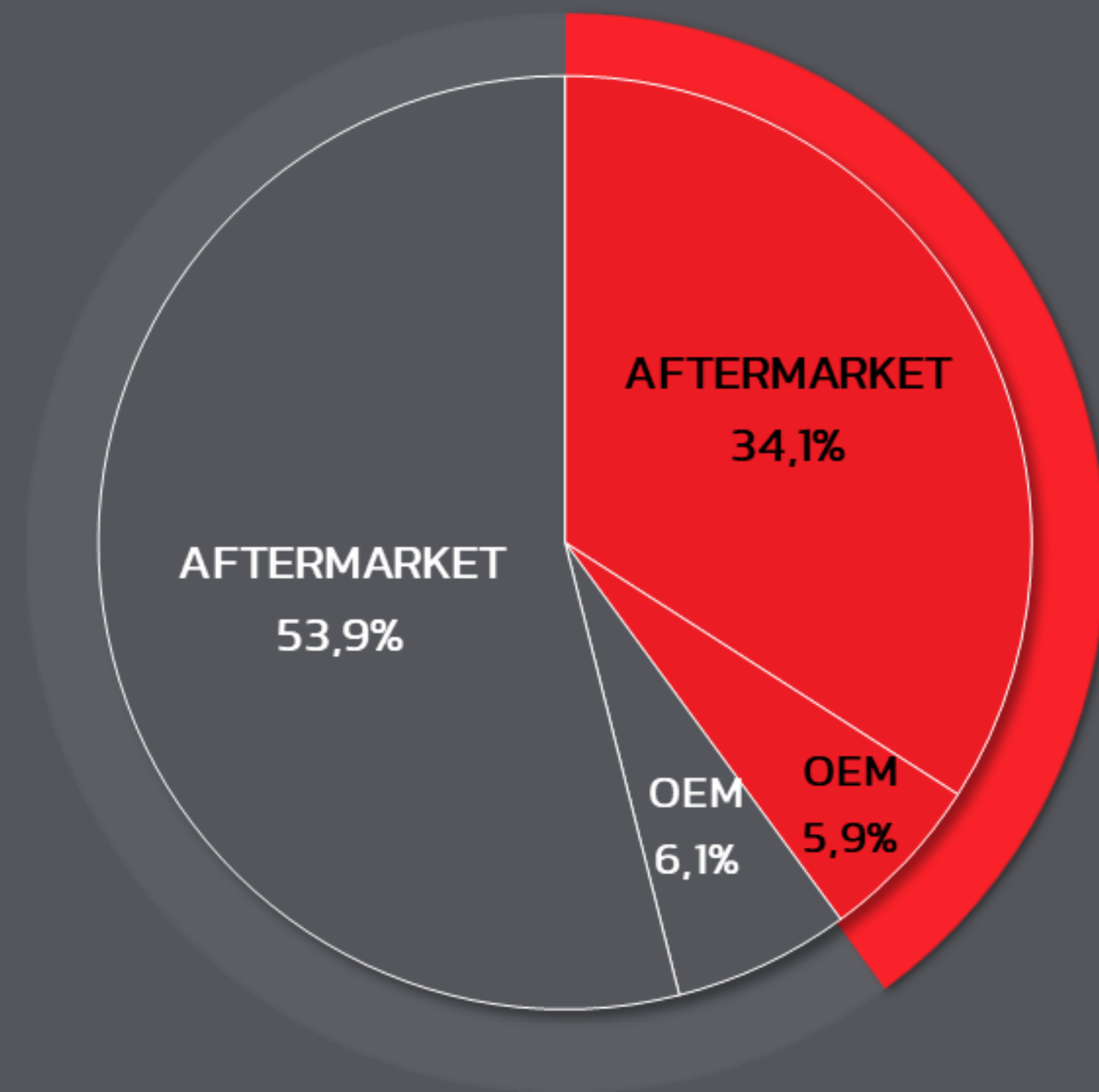
# MARKETS / SEGMENTS PRODUCTS

R\$ MILLION

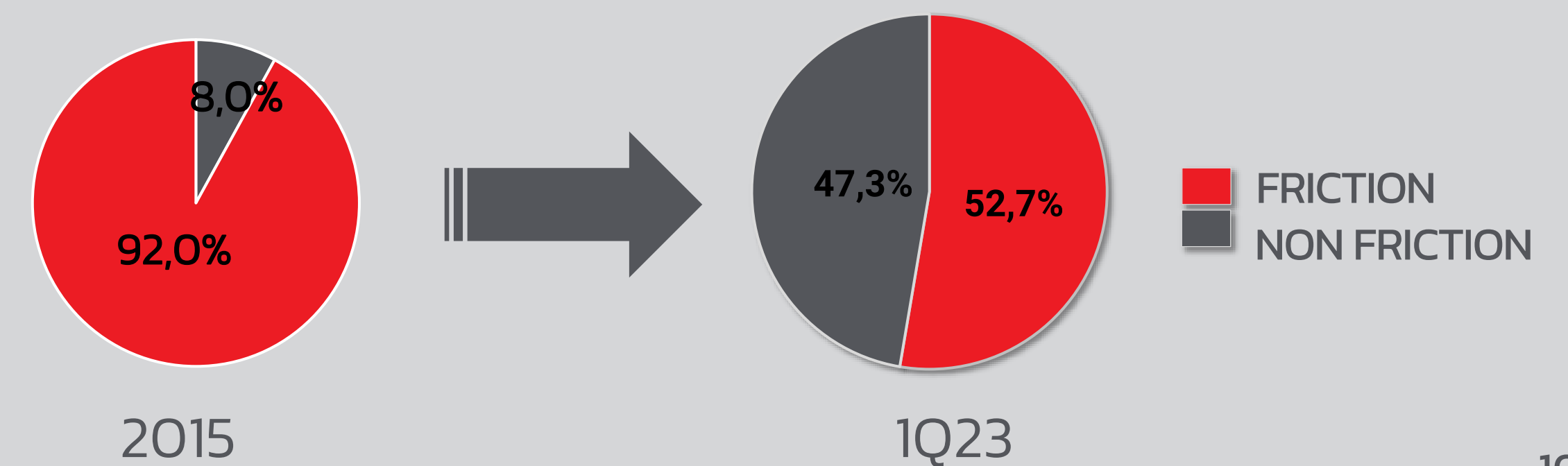
## MARKET

DOMESTIC

FOREIGN



## COMPOSITION FRICION MATERIALS

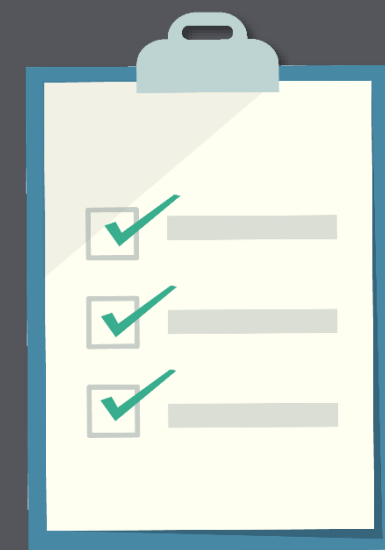


Quality of products with several certifications recognition of trademarks.

### ACCREDITATION OF THE INMETRO

### CERTIFICATIONS OF THE MANAGEMENT SYSTEM

**ISO 17025** RECOGNITION OF COMPETENCE  
TEST TECHNIQUES



**ISO 14001**  
**ISO 45001**  
**IATF 16949**  
**ISO 9001**



### CERTIFICATIONS OF NATIONAL AND INTERNATIONAL PRODUCTS



# TECHNOLOGICAL HIGHLIGHTS

FRASLE MOBILITY PROFILE

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 Randon Companies.

- Highly-qualified and specialized team;
- Innovative and high-performance products;
- Lock-in with automakers.

**18** TYPES OF TRACKS



**15** KM OF TRACKS  
FOR TESTING

**+400** TESTS/  
YEAR



**+100** THOUSAND  
TRIALS/YEAR



LAB  
**CHEMICAL** DEVELOPS AND  
CHARACTERIZES RAW-MATERIALS



LAB  
**PHYSICAL** EVALUATES AND  
TECHNICALLY APPROVES PRODUCTS

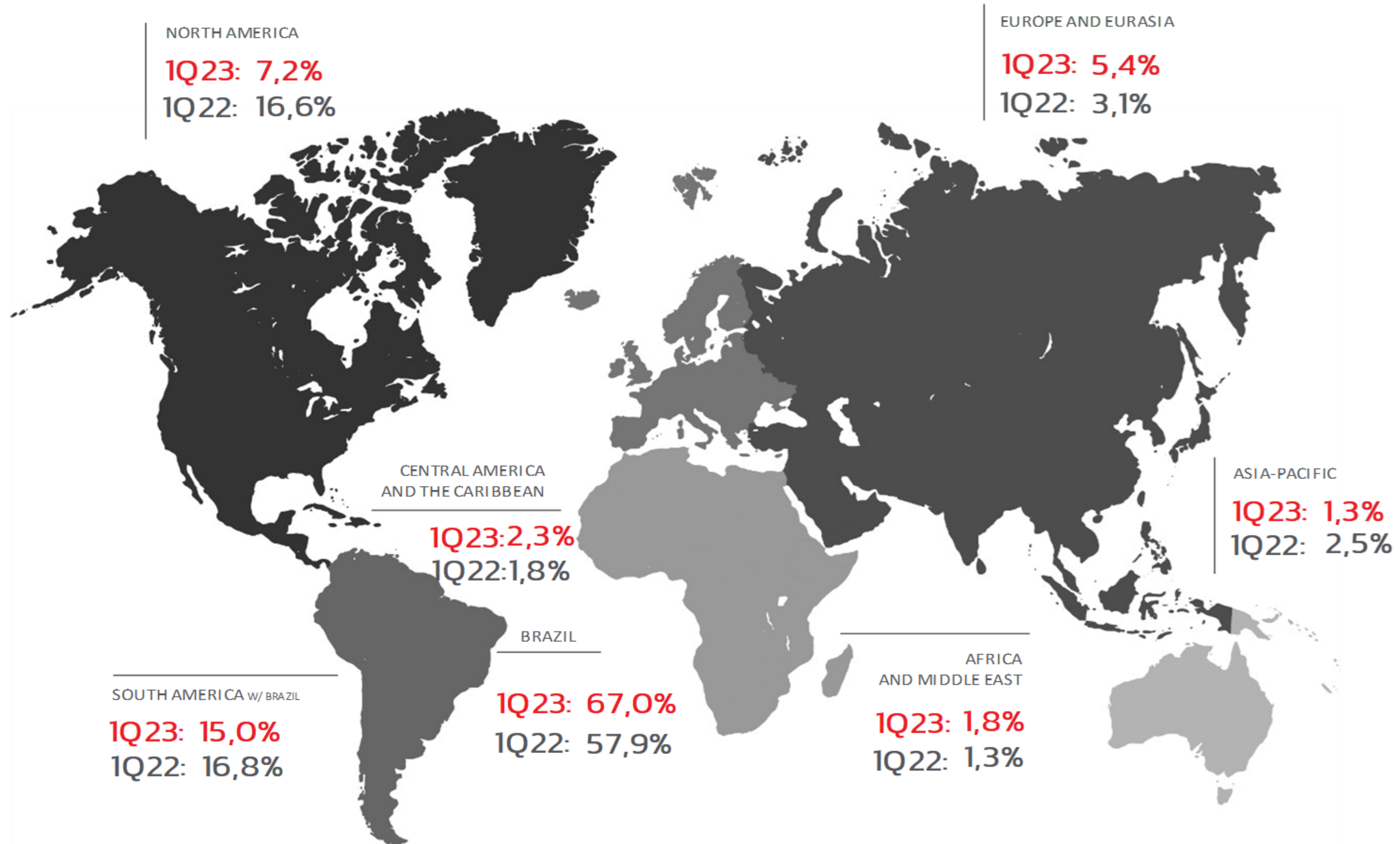
LAB  
**PILOT** PRODUCTS PROTOTYPES  
AND DEVELOPS PROCESSES



# *MARKET*

# DISTRIBUTION OF NET REVENUE

MARKET

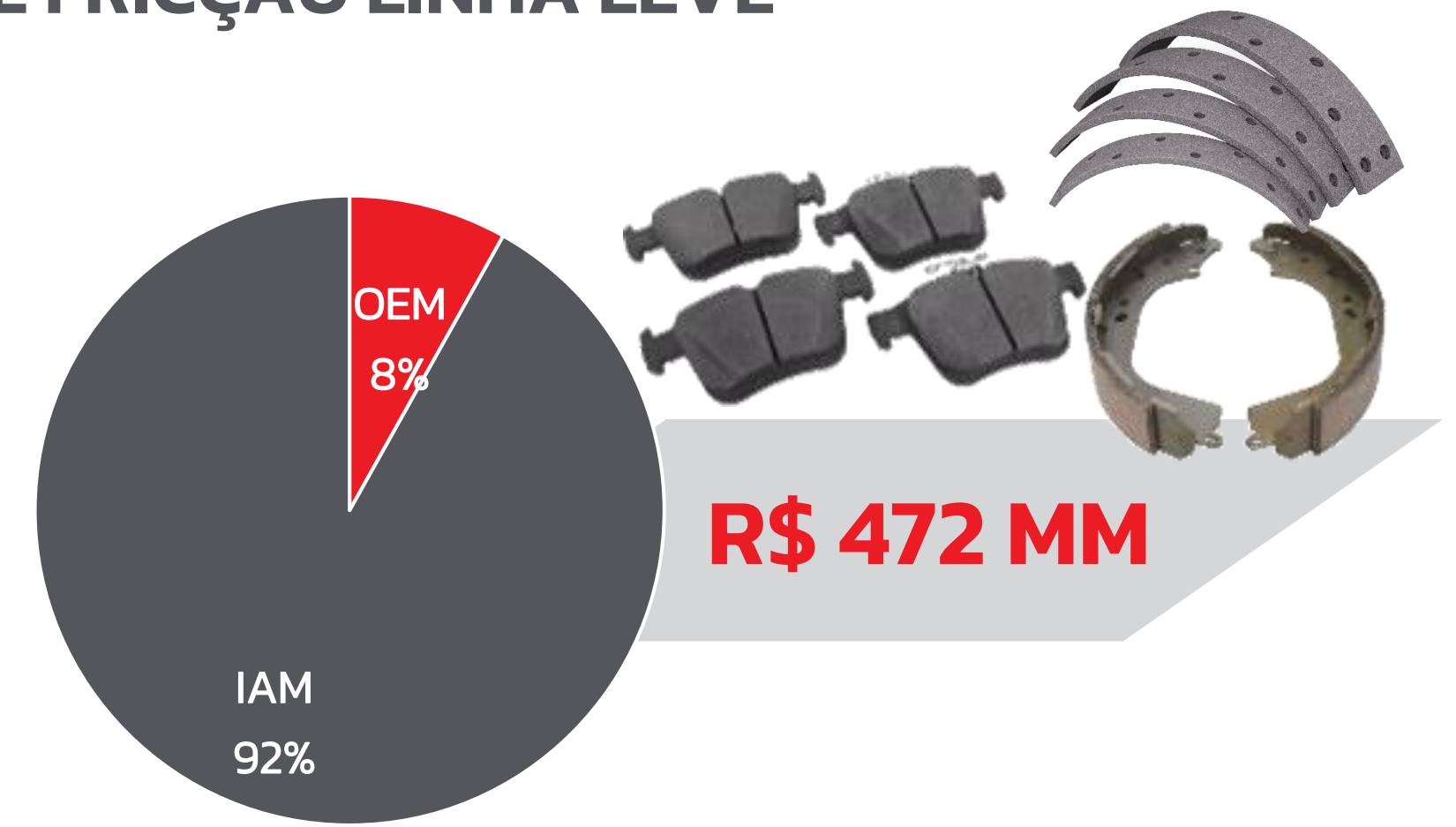
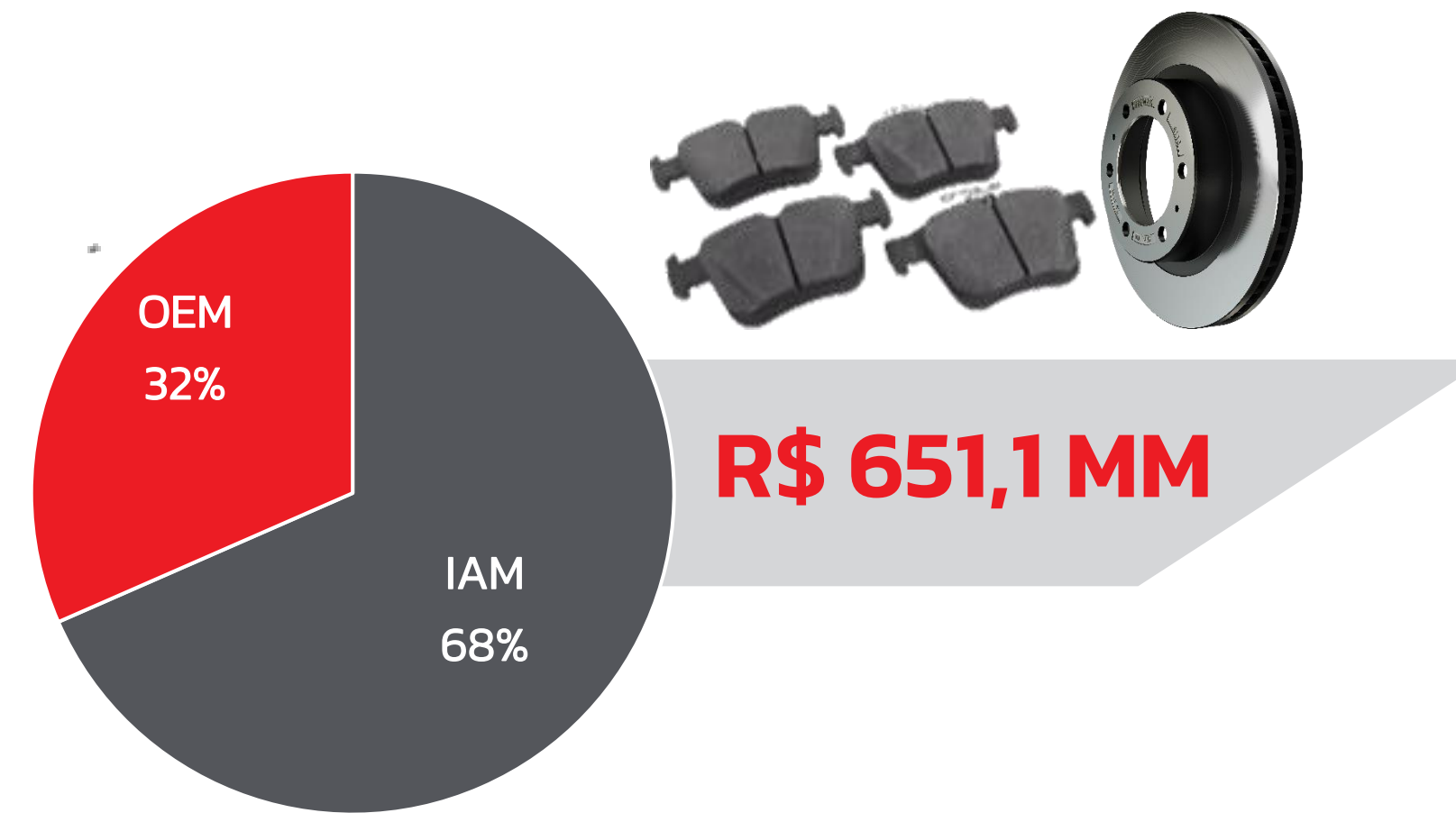


# MERCADO POTENCIAL – BRASIL | FRICÇÃO | 2020

MERCADO

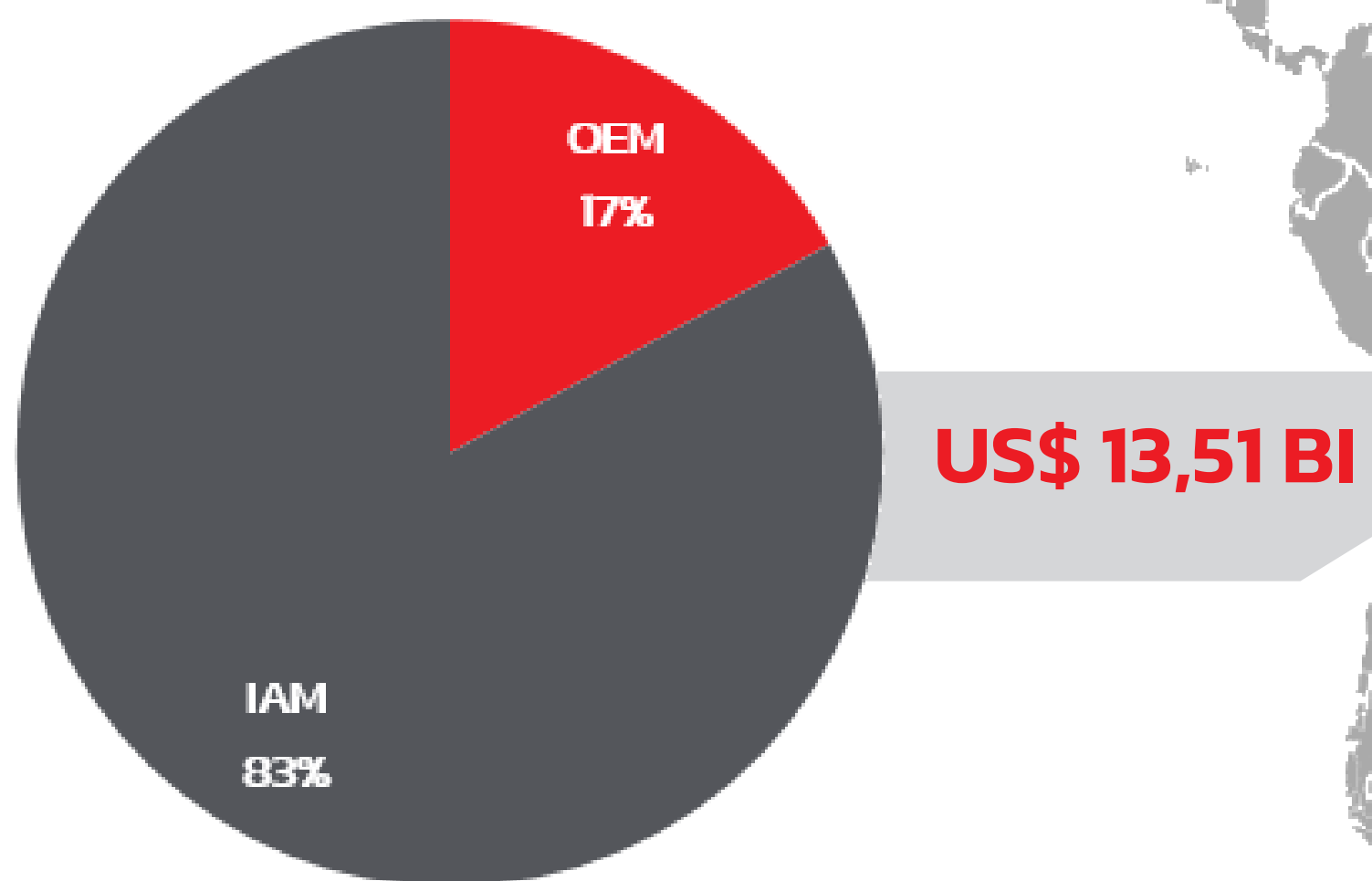
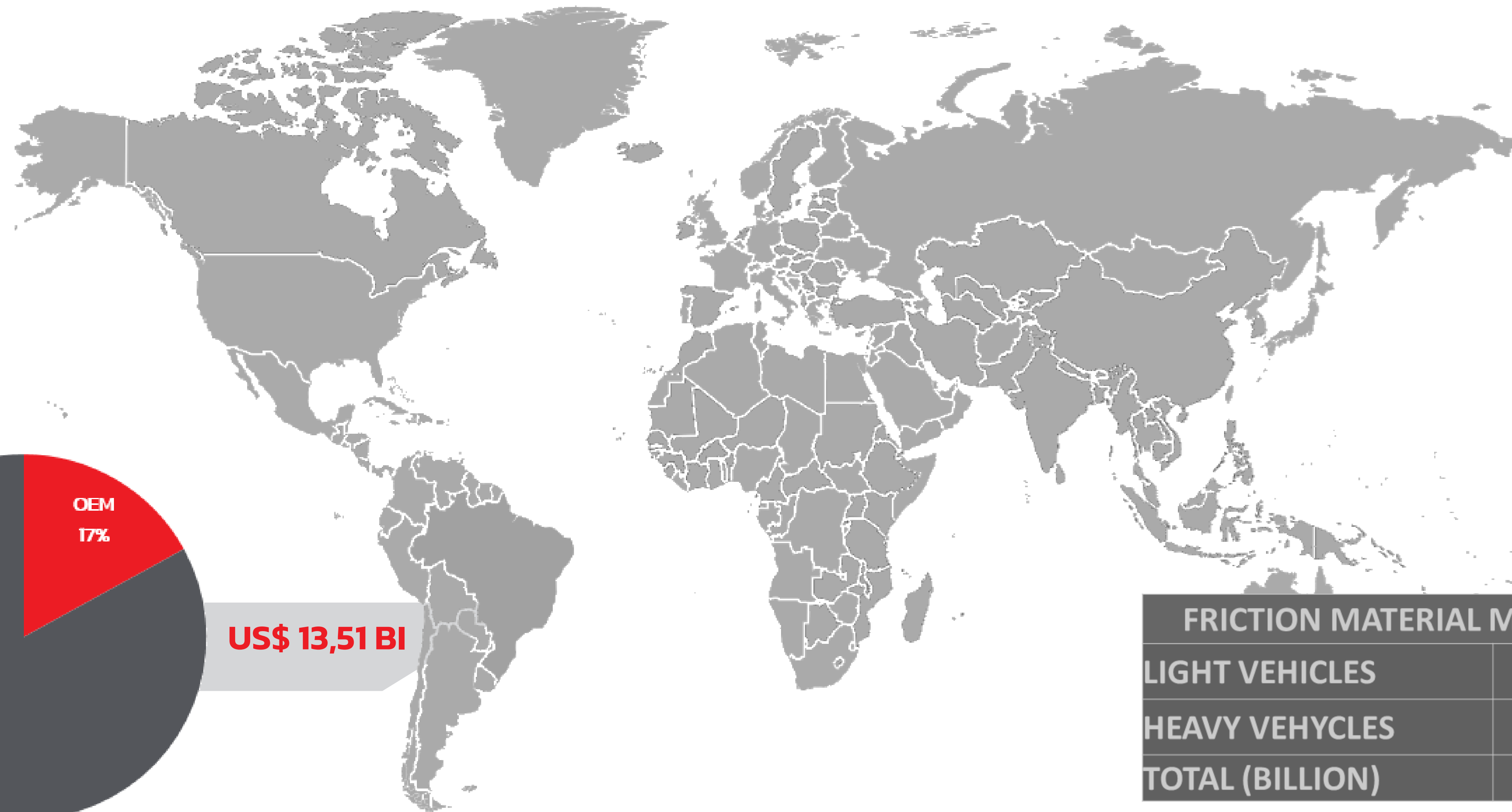


## MATERIAL DE FRICÇÃO LINHA LEVE



# MERCADO POTENCIAL – MUNDO | FRICÇÃO | 2018

MERCADO

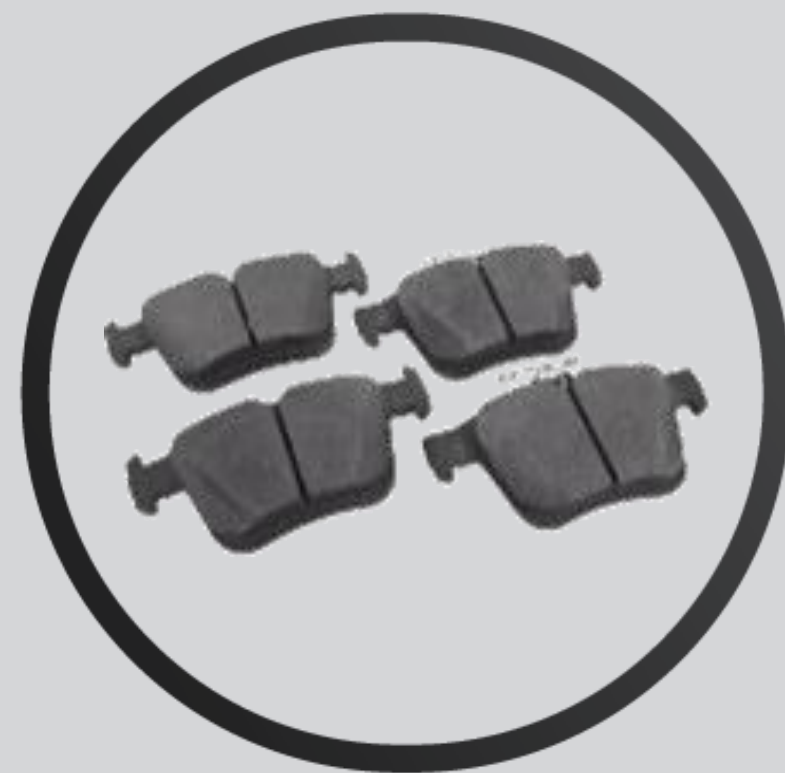


FRICTION MATERIAL MARKET SIZE	
LIGHT VEHICLES	US\$ 9,08
HEAVY VEHCLES	US\$ 4,44
TOTAL (BILLION)	US\$ 13,51



# MARKET SHARE | BRASIL – REPOSIÇÃO – 2021

MERCADO



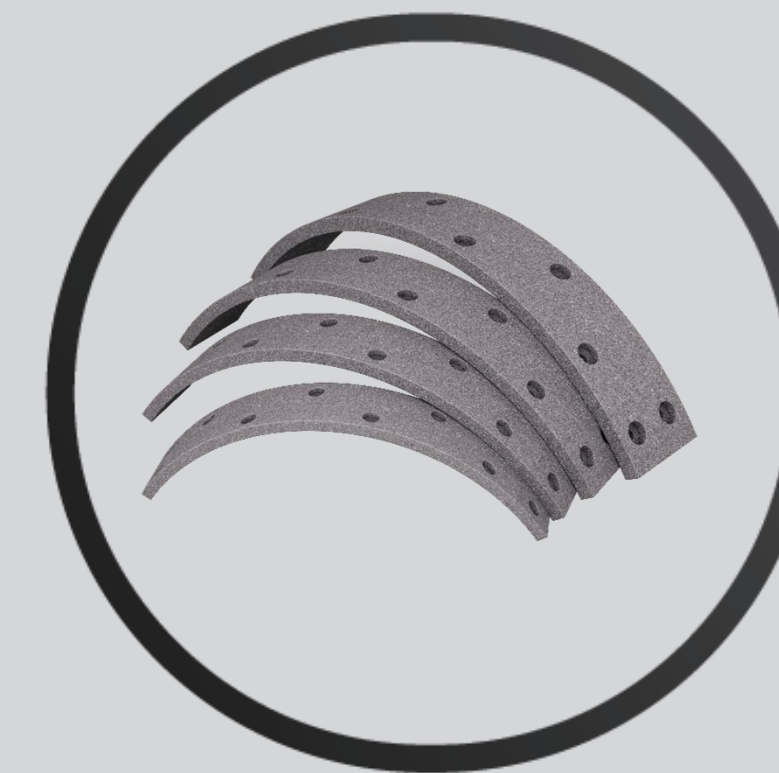
PASTILHAS LEVES

29%



SAPATAS AUTOMÓVEIS

19%



LONAS AUTOMÓVEIS

39%



LONAS DE CARRETA E CAMINHÃO

48%



PASTILHAS PESADAS

35%

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

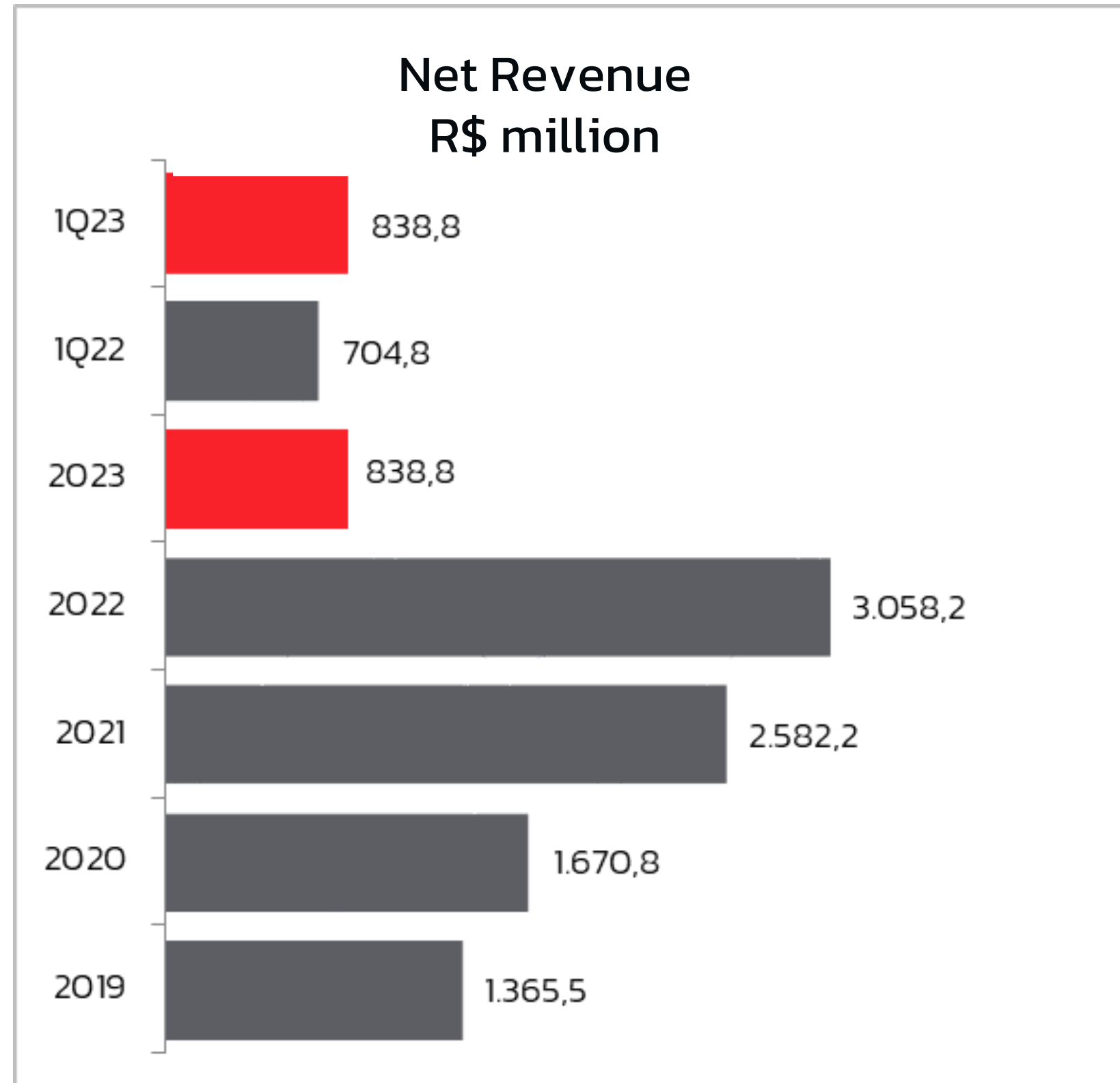
**17** SELLERS



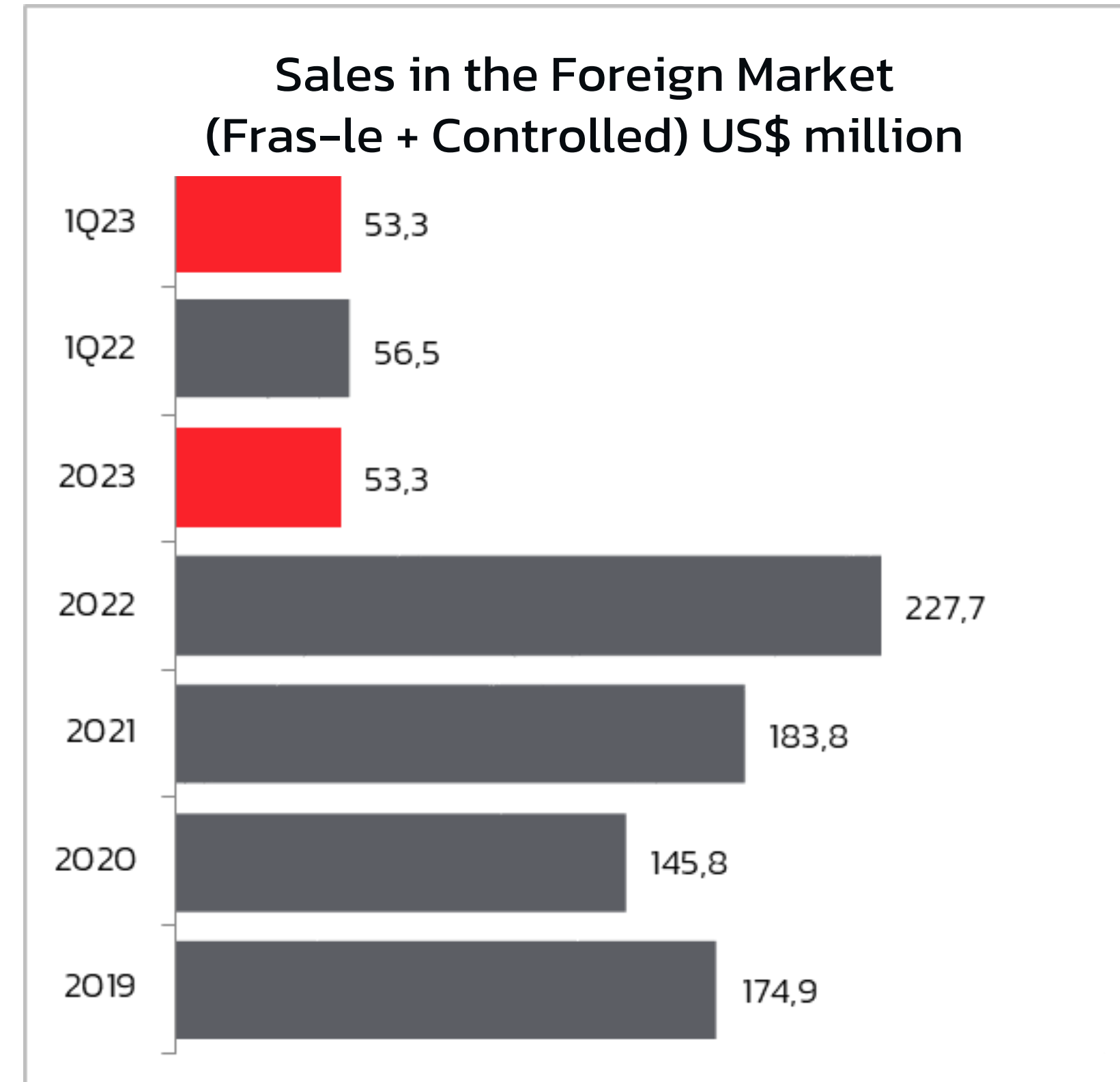
# *OPERATING AND FINANCIAL PERFORMANCE*

# NET REVENUE | SALES IN THE FOREIGN MARKET

PERFORMANCE



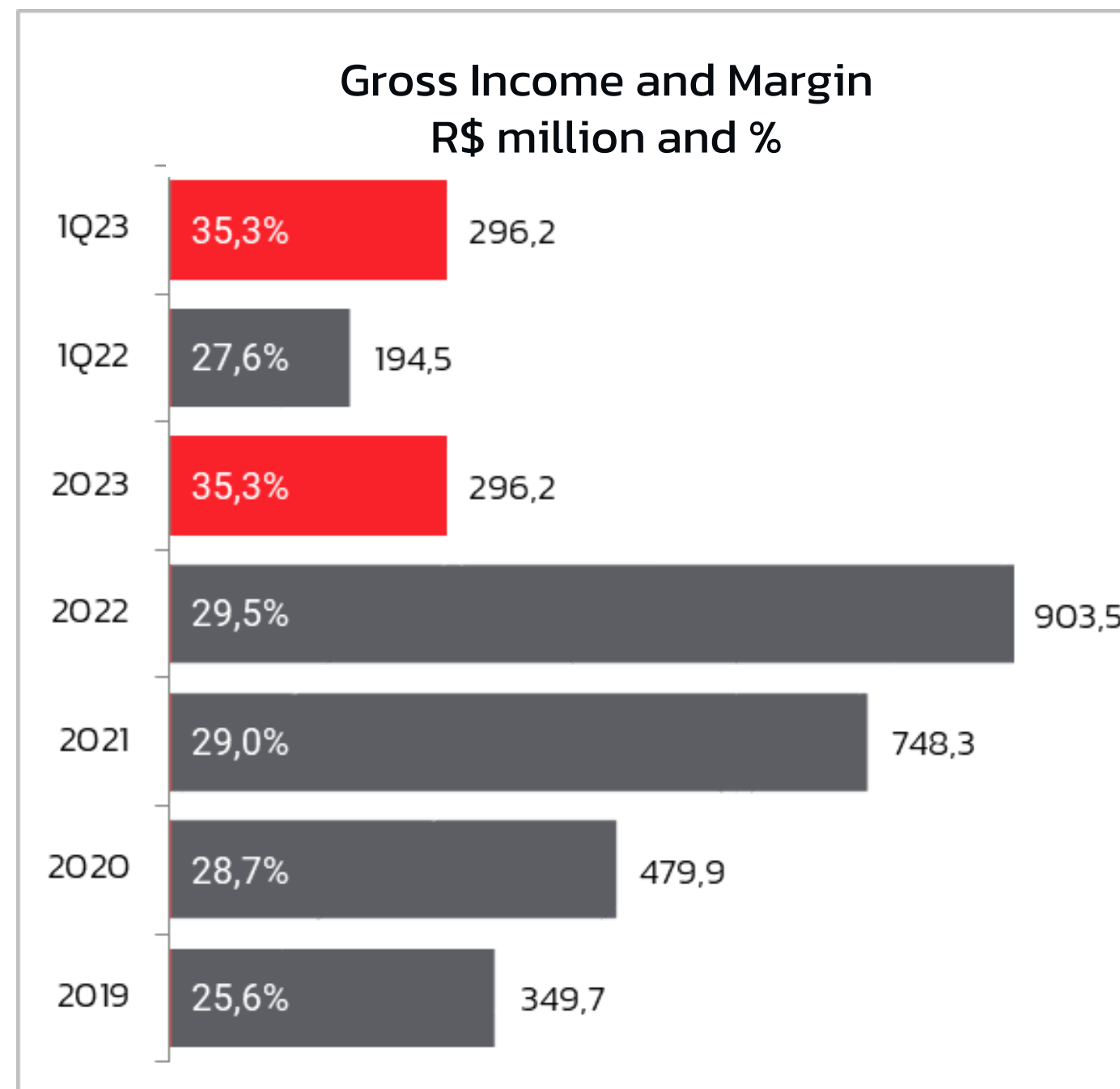
↑ **19,0%**  
1Q22/1Q23



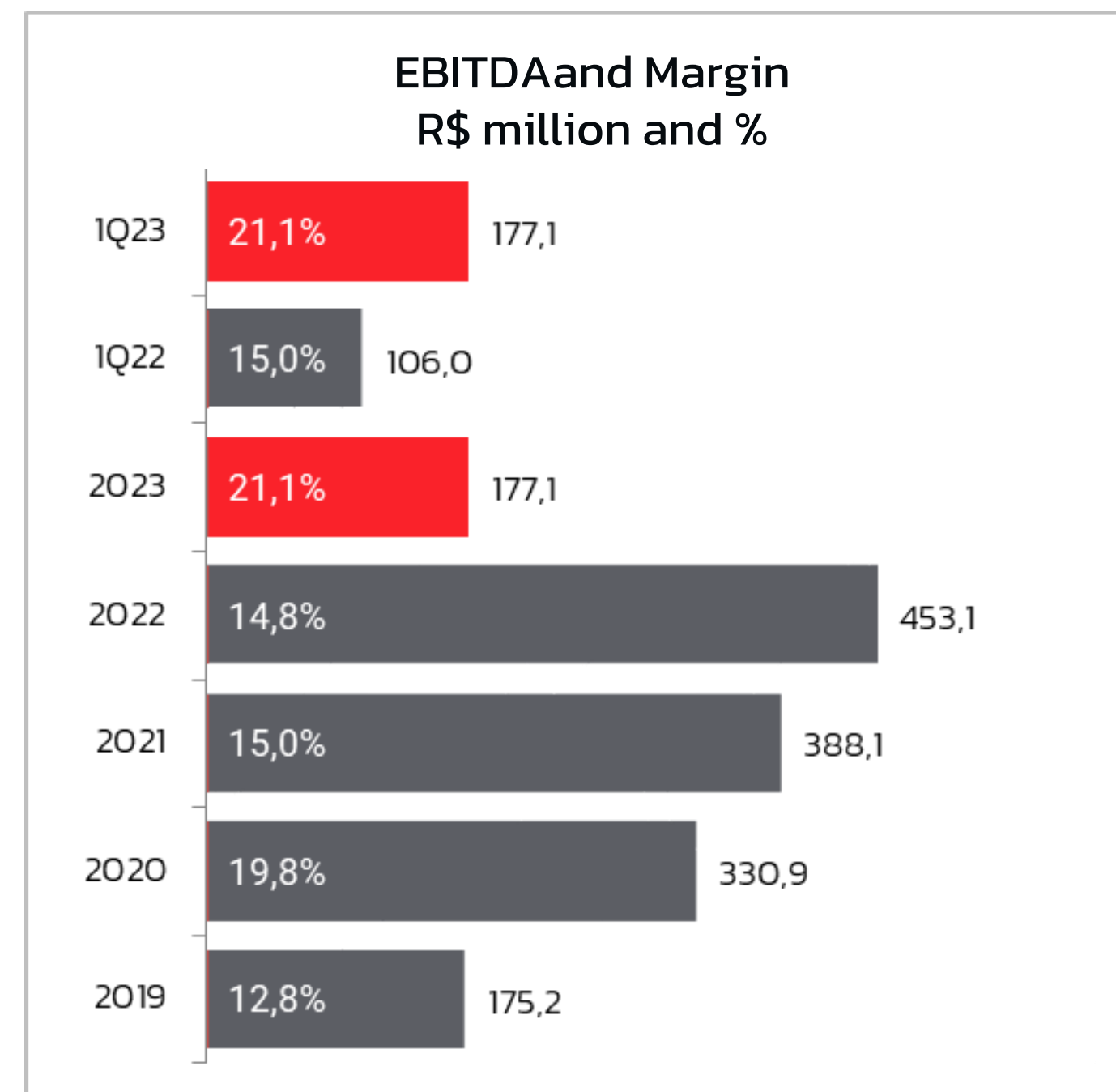
↓ **-5,8%**  
1Q22/1Q23

# GROSS INCOME| EBITDA | NET PROFIT

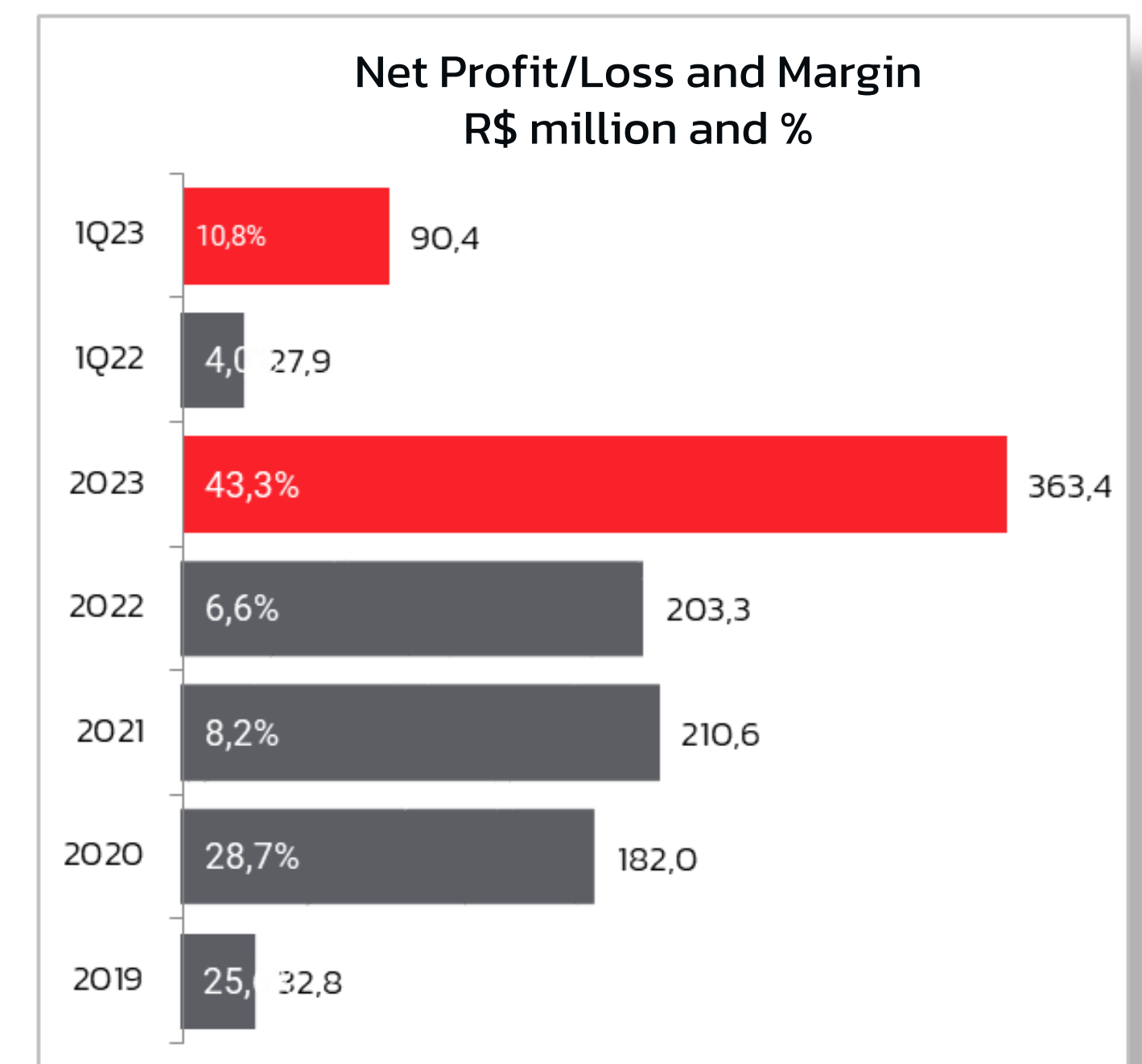
PERFORMANCE



↑ **52,3%**  
1Q22/1Q23



↑ **67,0%**  
1Q22/1Q23

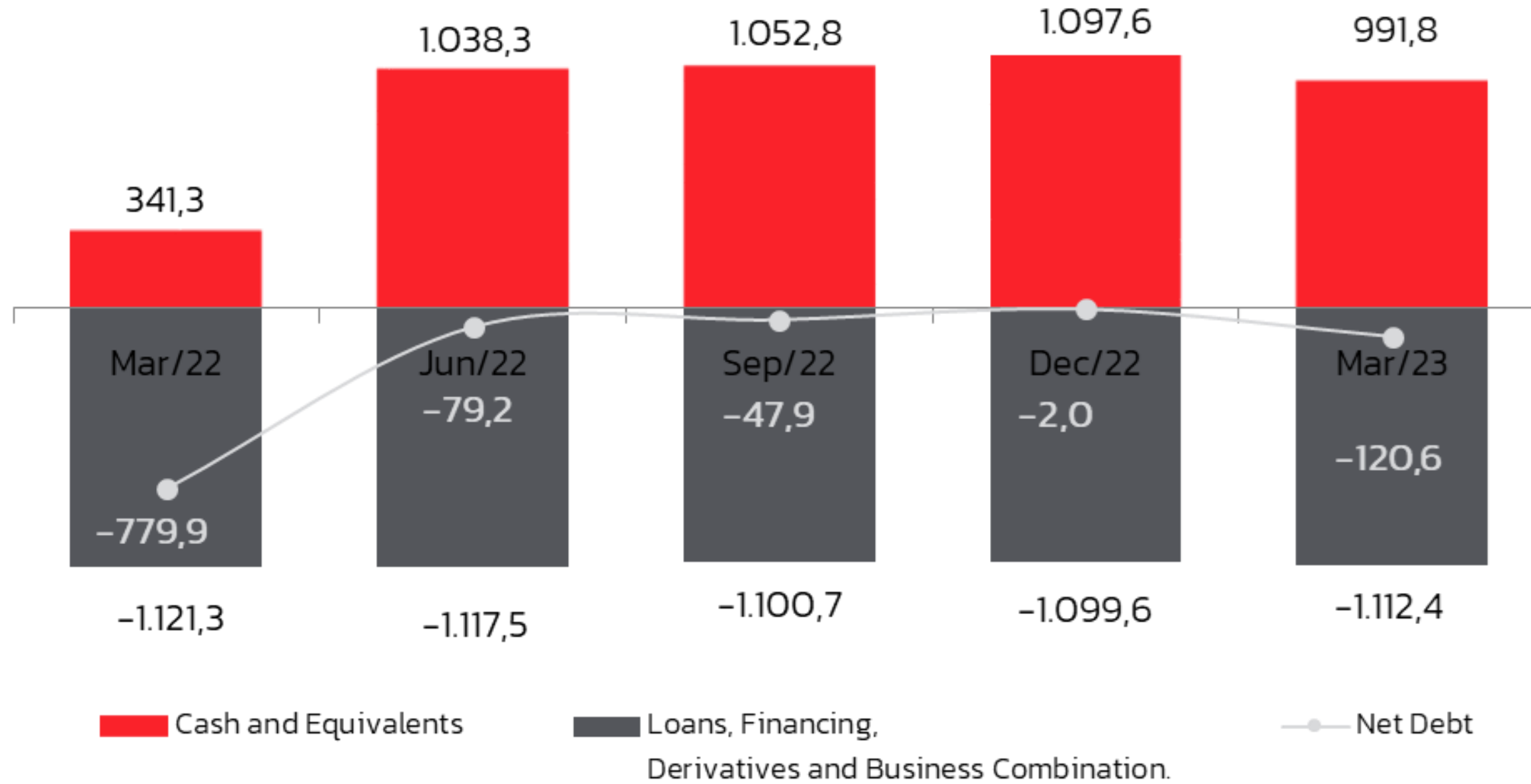


↑ **224,4%**  
1Q22/1Q23

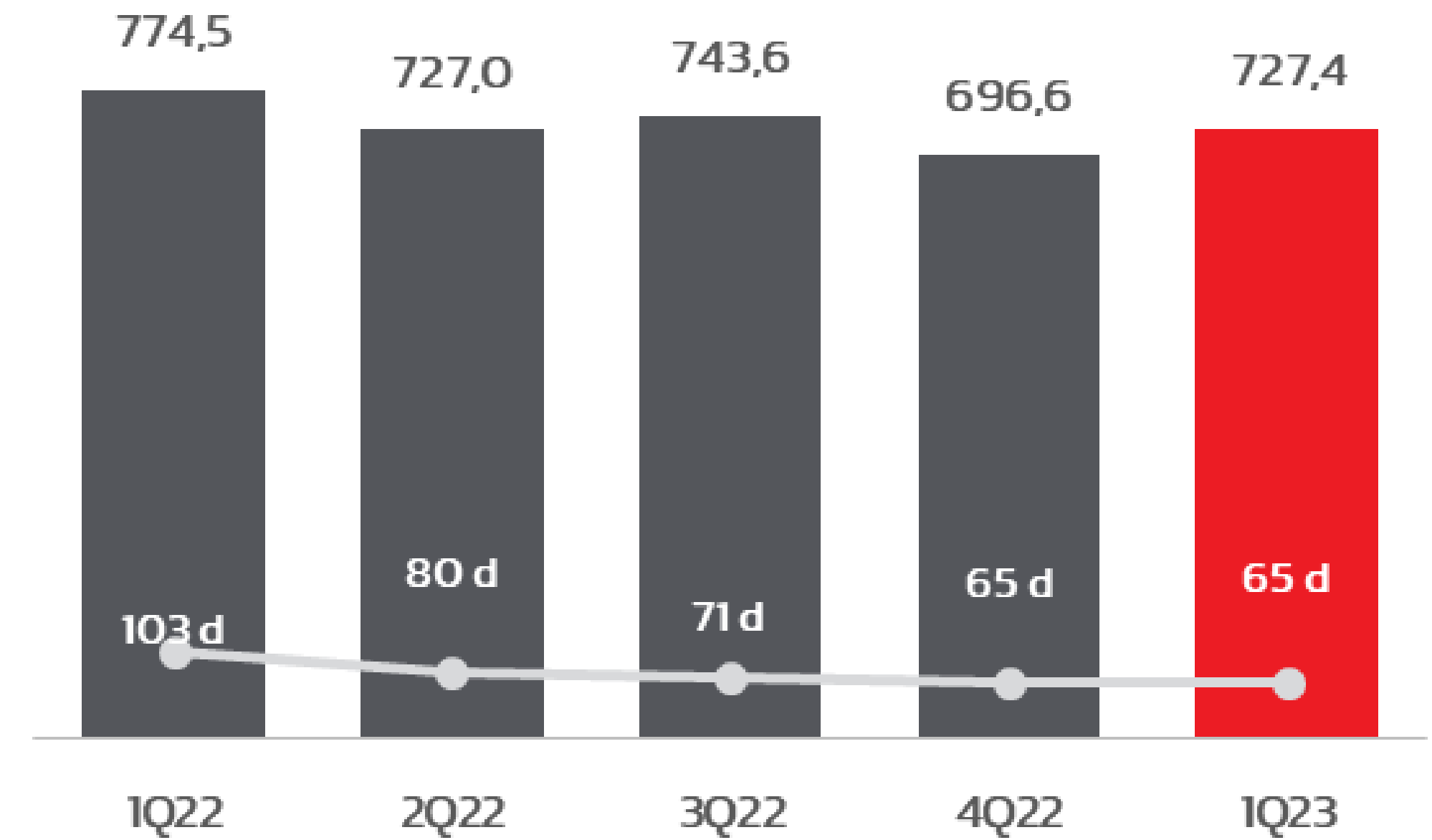
# NET DEBT AND WORKING CAPITAL PERFORMANCE

Net Debt/EBITDA

2,1 x	0,2 x	0,1 x	0 x	0,2 x
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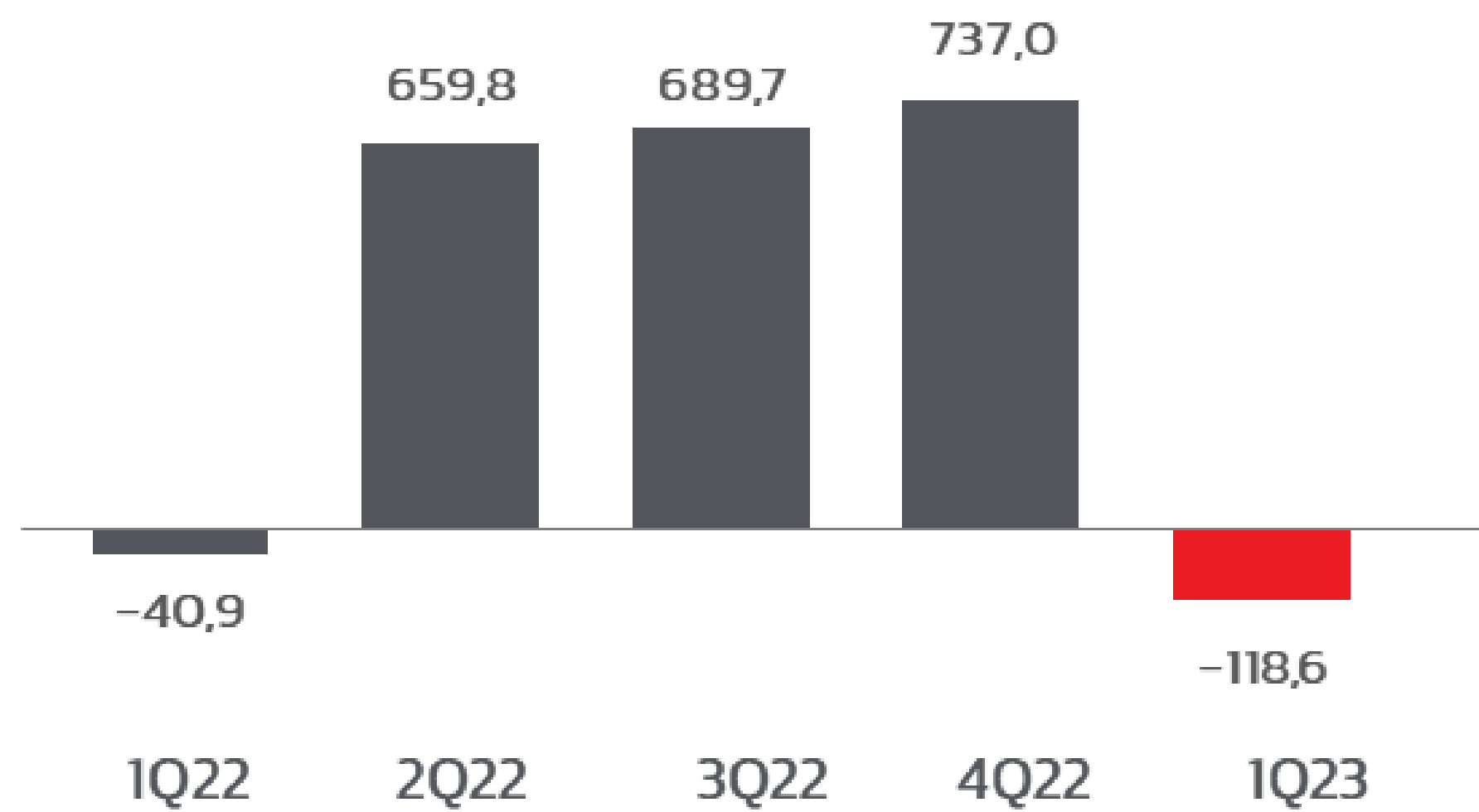
Working Capital R\$ million



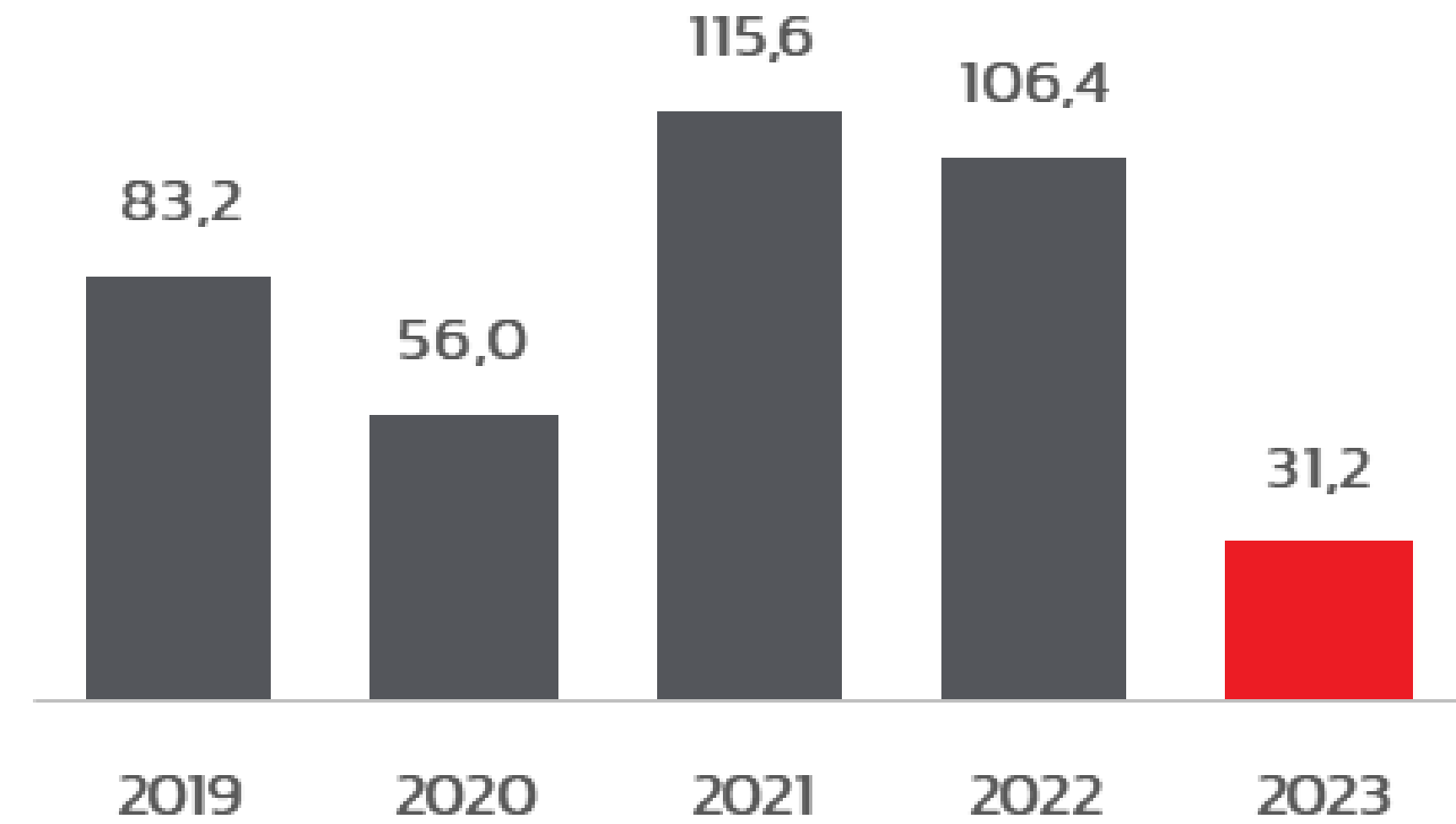
# FREE CASH FLOW | INVESTMENTS

PERFORMANCE

### Free Cash Flow R\$ million



### Capex R\$ million



# *CAPITAL MARKET*



# CORPORATE GOVERNANCE

CAPITAL MARKET

**FRAS3**  
**B3 LISTED N1**

**1971** IPO

**100%** TAG ALONG

**R\$ 2.5 BILLION** MARKET CAP

**33.1%** FREE FLOAT

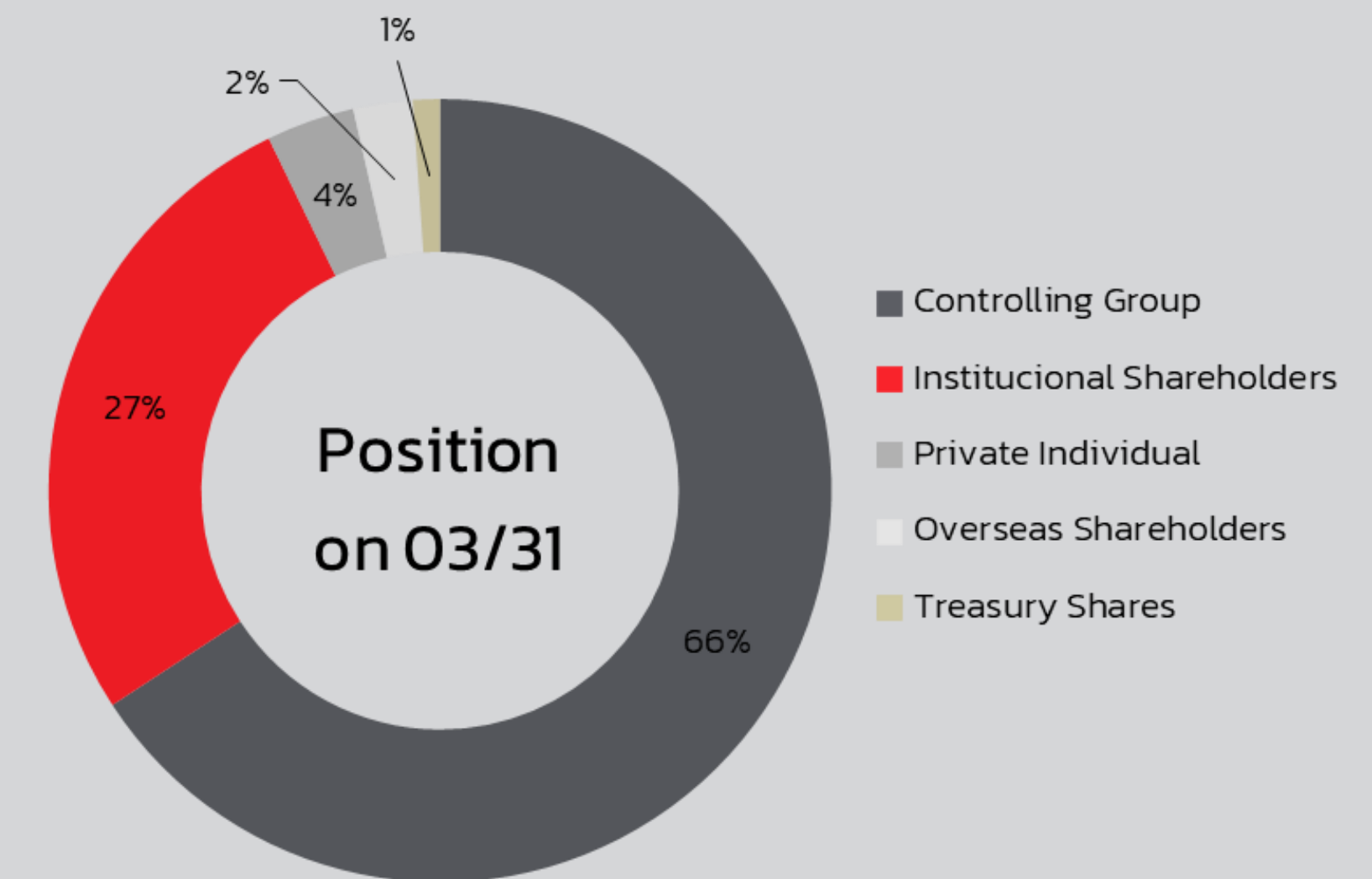
## SHAREHOLDER STRUCTURE

Randon S.A. Impl.e Participações	52,57%
Dramd Participacoes e Adm.	13,05%
TPE Gestora de Recursos Ltda	10,82%
PREVI – Previdência Func.B.Brasil	10,00%
Treasury shares	1,11%
Other shareholders	12,45%

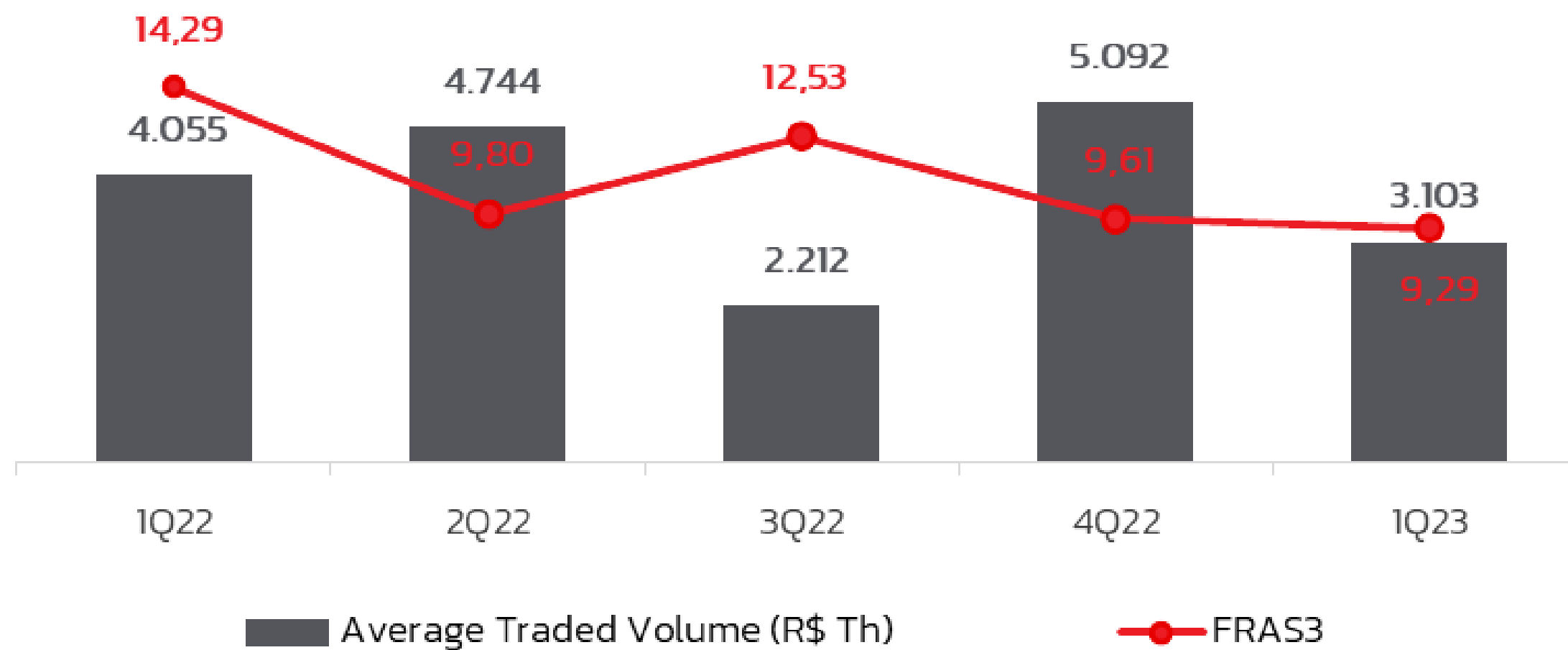
**Total Shares (ON): 270,016,343**



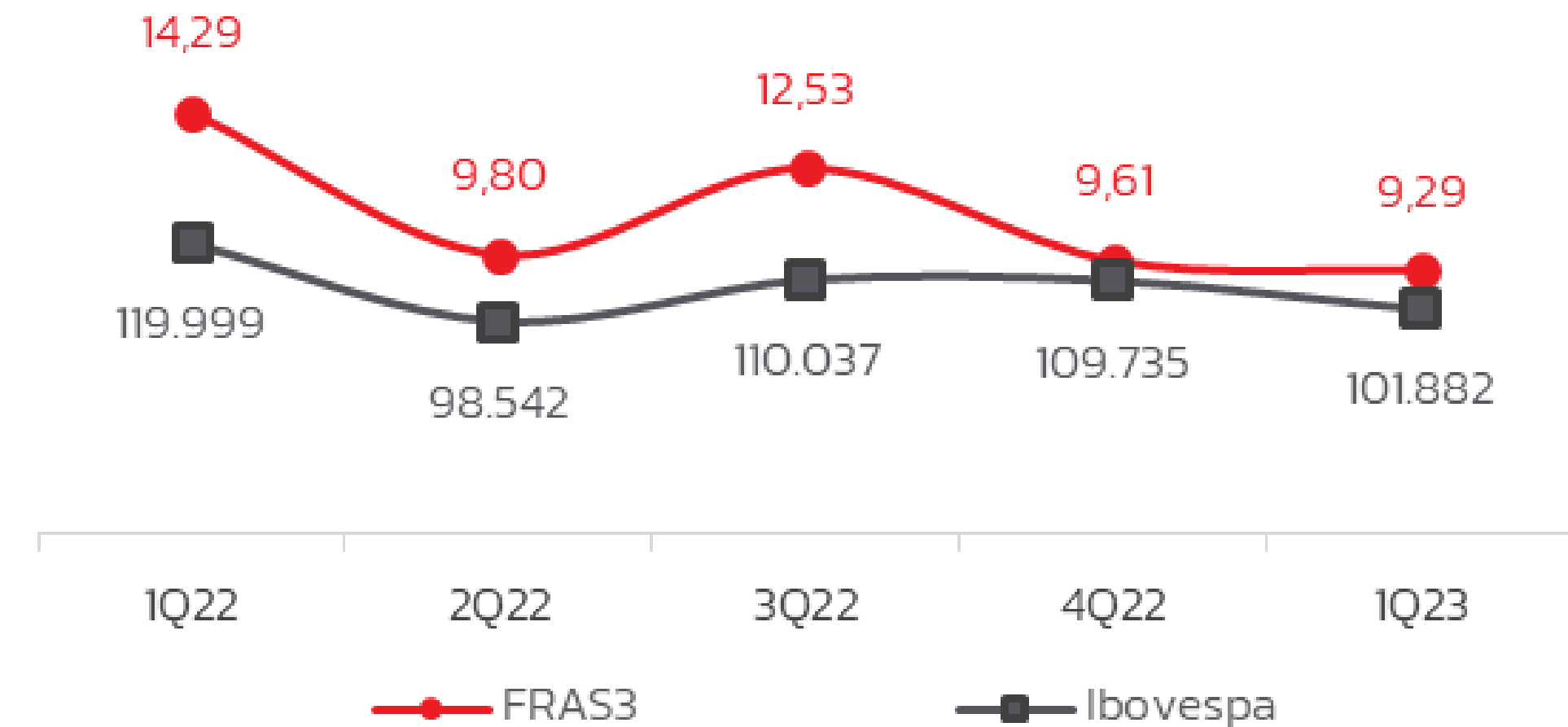
## SHAREHOLDER COMPOSITION



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



Variation FRAS3 x Ibovespa



# *SUSTAINABILITY*

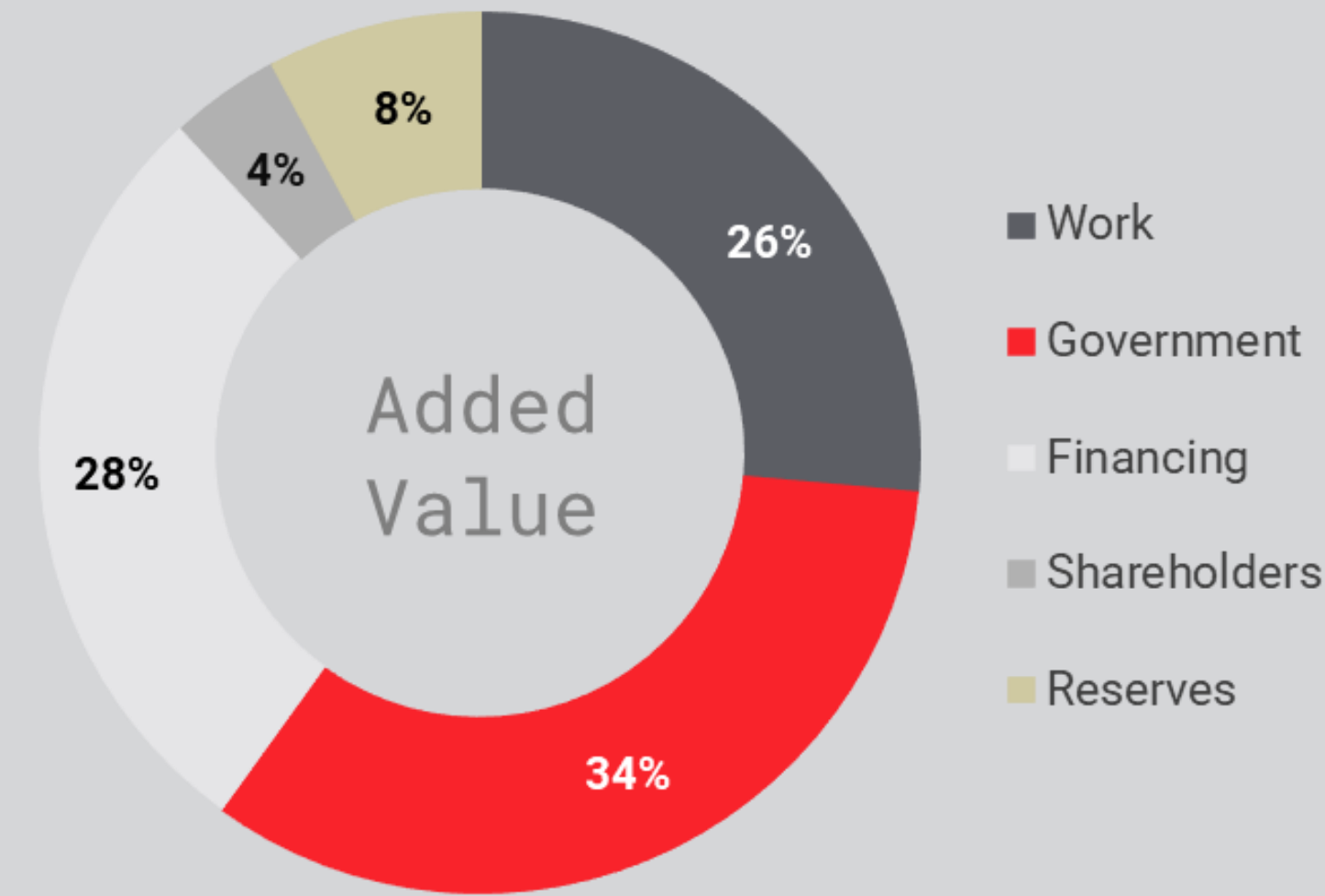
# SOCIAL RESPONSIBILITY

## SUSTAINABILITY

Fras-le 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**





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



## Wastewater Treatment System

Over 2021, approximately **65 million liters of wastewater were treated**, of which around 29% were reused.



## Waste Management Program

In 2021, more than **9,000 tons of waste were treated**, of which 48% went for recycling and 39% for co-processing. The rest was treated according to the classification and composition of the waste.



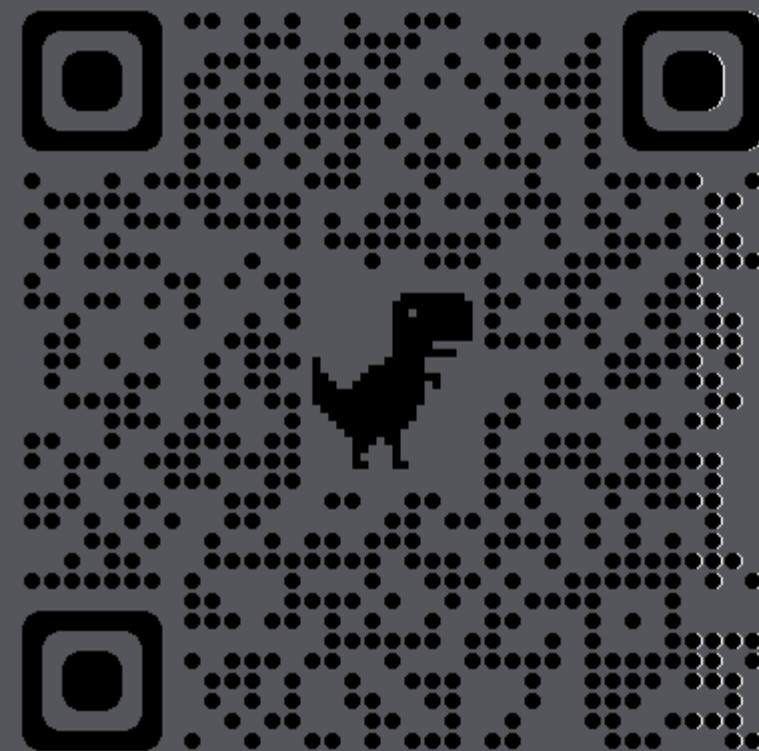
## Pro-Environment Program

The Pro-Environment Program consists in collecting and disposing friction materials after being used. In 2021, **around 1,000 tons of brake linings** were disposed by more than 366 customers.

# SUSTAINABILITY REPORT

SUSTAINABILITY

When using the rigorous criteria of integrity applied by Randon Companies, Fras-Le periodically develops the sustainability report to show its actions and results, in the hope that this disclosure will lead other companies to follow the same steps.



# *OUTLOOK*

**LOOKING AHEAD**  
OUTLOOK

**INTERNATIONALIZATION  
OF BUSINESS**

**PRODUCT PORTFOLIO  
DIVERSIFICATION**

**ORGANIZATIONAL  
CULTURE  
DEVELOPMENT**

**CAPACITY  
EXPANSION**

**INNOVATION AND  
TECHNOLOGY**

**FOCUS  
ON CUSTOMER**



