

RESULTS PRESENTATION *1Q24*

FRAS
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

SMLL B3

IMPORTANT

INFORMATION



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



SÉRGIO L. CARVALHO

PRESIDENT AND CEO FRASLE MOBILITY
AND CEO RANDONCORP



ANDERSON PONTALTI

COO
FRASLE MOBILITY



HEMERSON DE SOUZA

IR BUSINESS AND M&A DIRECTOR OF
FRASLE MOBILITY



ESTEBAN ANGELETTI

IR AND FINANCE DIRECTOR
RANDONCORP

GUEST

SUBSEQUENT EVENTS

FANACIF

CLOSING OF INDUSTRIAL ACTIVITIES

History

- > Acquired at the end of 2017, as part of the Armetal S.A. deal;
- > Located in Uruguay | 137 employees;
- > The Operation used to supply the domestic replacement market, with high dependence on the Operations located in Argentina.

Brake Pads Footprint

- > The manufacturing of brake pads will go to:

70% Caxias do Sul (RS)

25% Sorocaba (SP)

5% Sourcing

SUSPENSION OF ACTIVITIES

PUBLIC CALAMITY IN RIO GRANDE DO SUL

By means of a Notice to the Market, the company announced the temporary suspension of activities at some of its plants in Rio Grande do Sul, due to the state of public calamity experienced in the state on May 2, with a partial return on May 6.

Frasle Mobility expresses its solidarity with all those affected by this tragedy, which is the largest in the State's history.

EVENTS IN THE QUARTER

FRASLE MOBILITY UNIVERSE



AML JURATEK LIMITED

AML Juratek Limited has completed 1 year of its acquisition. The Operation reaps synergies in sourcing and reduction in freight costs, in addition to adding, to the Company's portfolio, the sale of commercial brake discs and drums under the Fras-le brand.



70 YEARS OF FRAS-LE

Throughout 2024, the Company will celebrate 70 years of its pioneering brand Fras-le. In these first months of the year, the celebration has been marked by a luncheon and dinners with employees, customers and suppliers.



AEA CERTIFICATION

In March, the companies Frasle Mobility (Caxias do Sul), Fremax and Controil received the AEA Certification (Authorized Economic Operator) at the compliance level. This certification grants benefits, by Brazilian Customs, for greater agility and predictability of their cargo in international trade flows.

HIGHLIGHTS



NET REVENUE

R\$ 841.3 m

+0.3%
vs. 1Q23

Guidance

R\$ 3.7 – 4.0 bi



FOREIGN MARKET

US\$ 69.0 m

+11.6%
vs. 1Q23

Guidance

US\$ 250 – 290 m



EBITDA MARGIN

18.3%

-2.8 p.p.
vs. 1Q23

Guidance

17% – 21%



INVESTMENTS

R\$ 21.6 m

+30.6%
vs. 1Q23

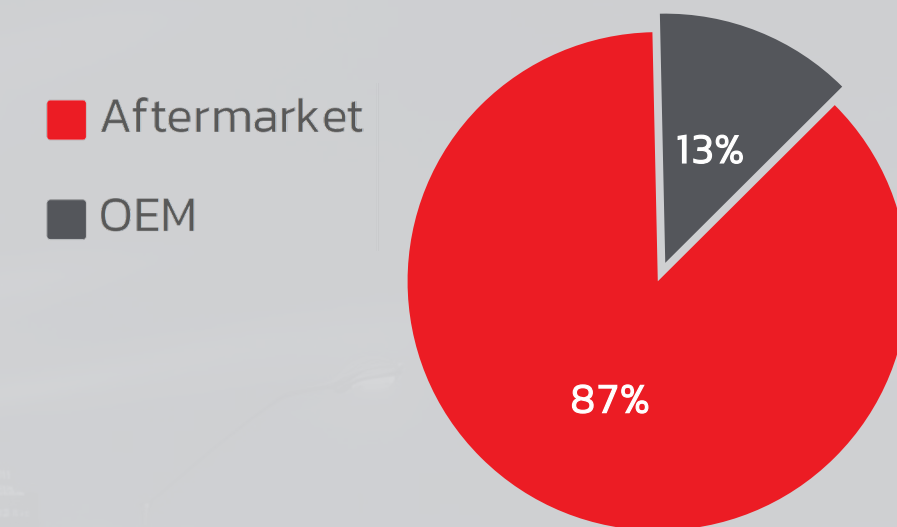
Guidance

R\$ 130 – 170 m

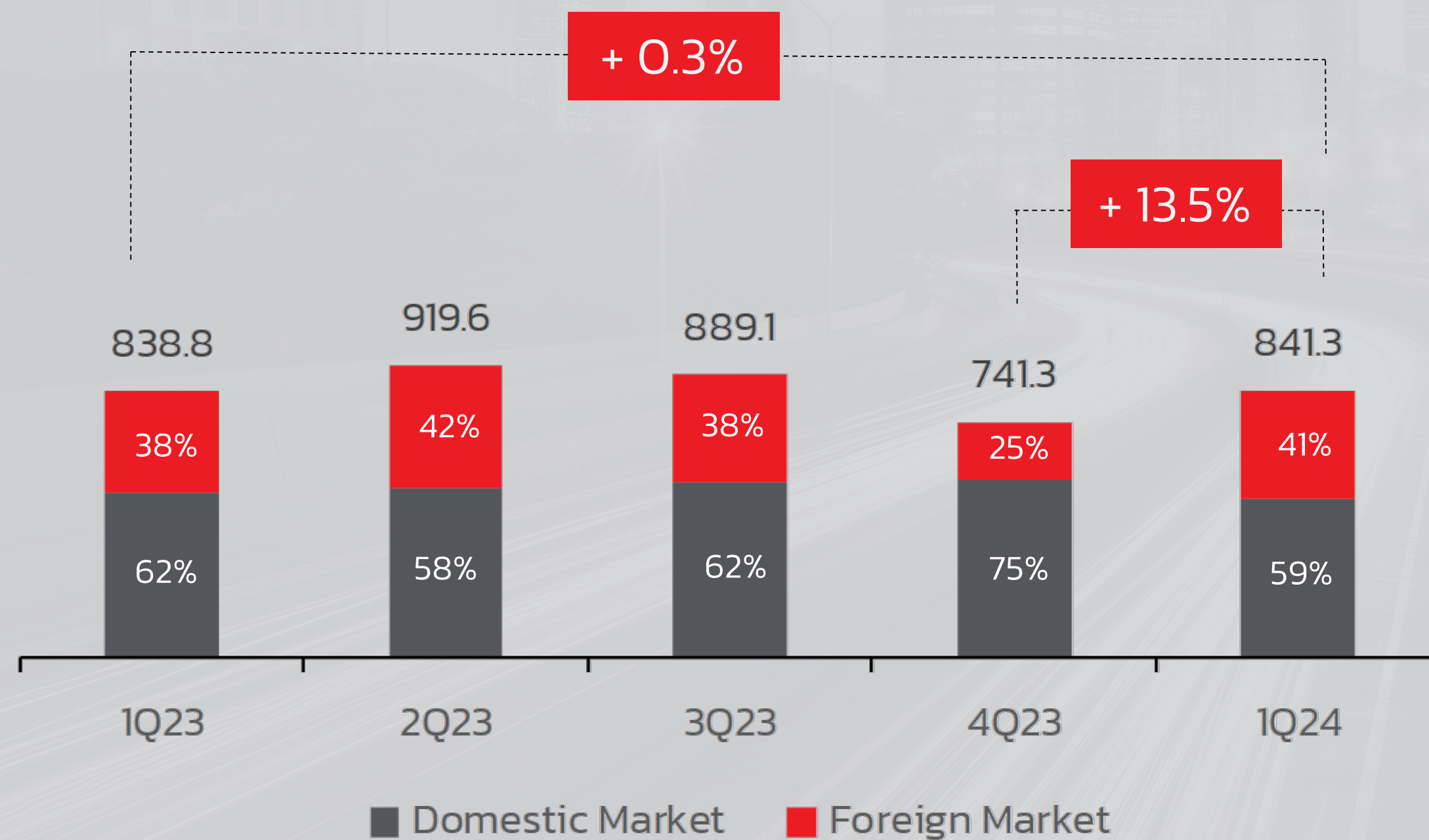
NET REVENUE

R\$ MILLION

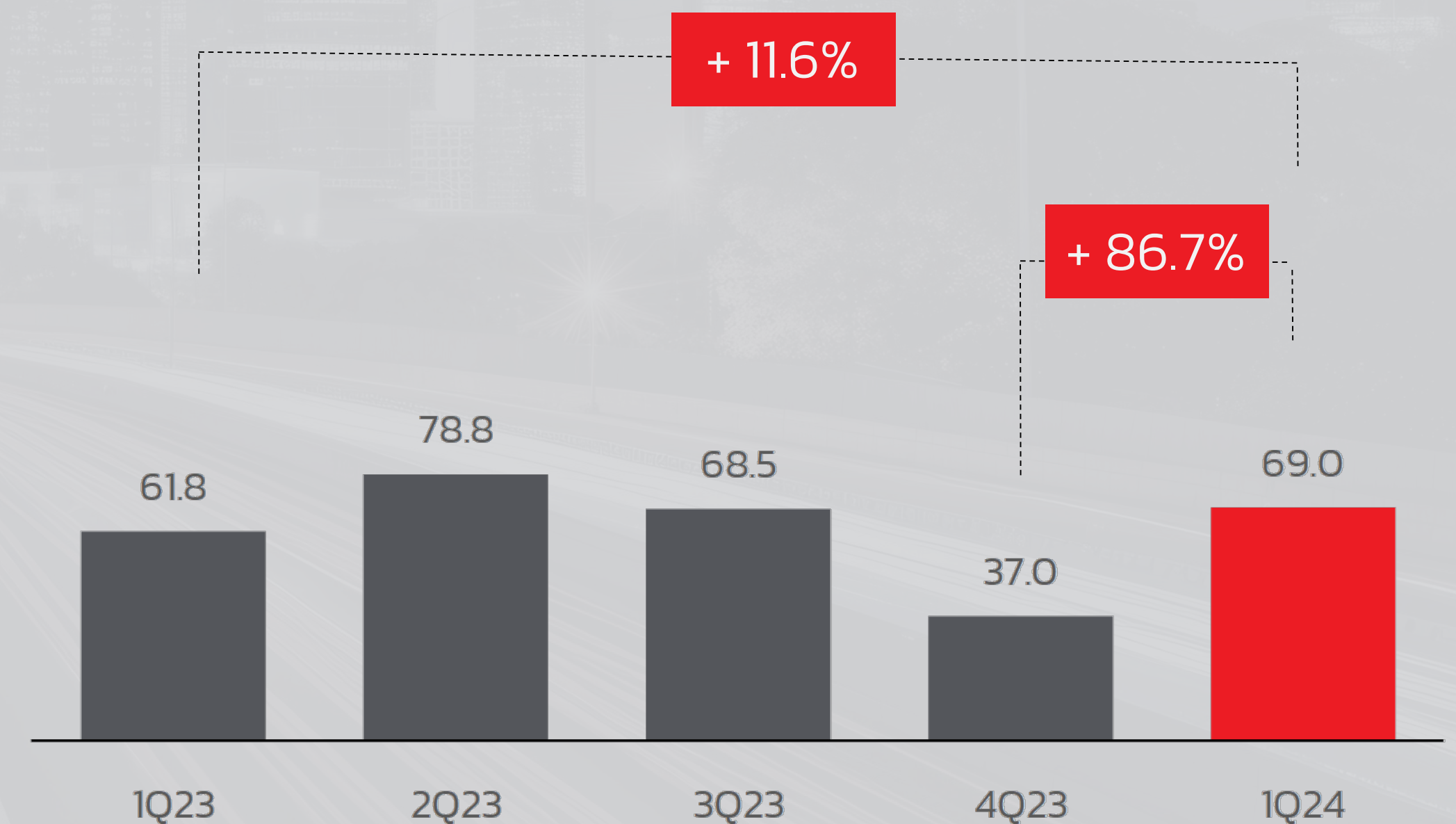
Revenue by market 1Q24



NET REVENUE



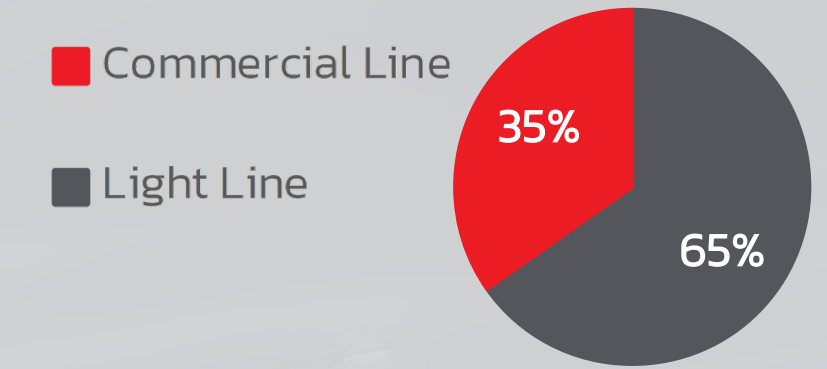
FOREIGN MARKET (US\$)



SEGMENTS AND PRODUCTS

1Q24

Revenue by segment 1Q24



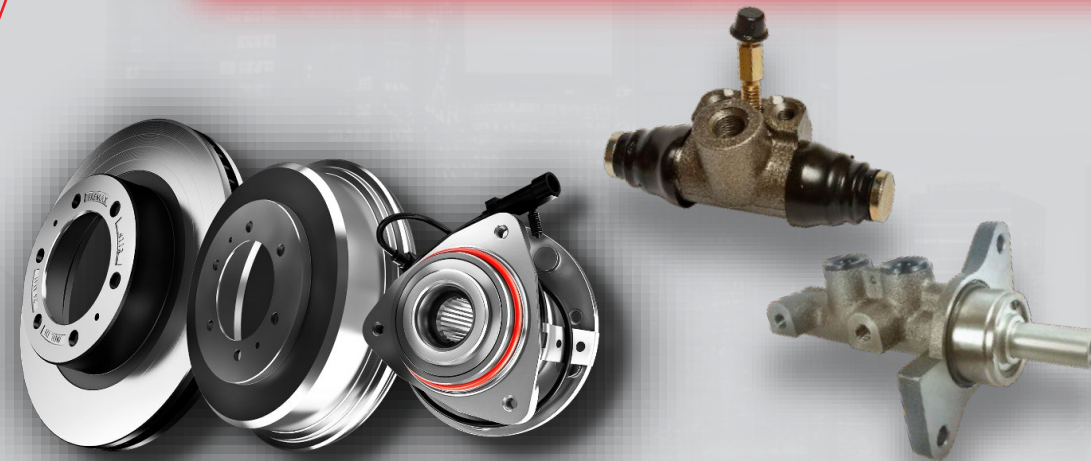
FRICITION



36%
LIGHT

64%
COMMERCIA

BRAKE SYSTEM



92%
LIGHT

8%
COMMERCIA

SUSPENSION, STEERING AND POWERTRAIN



97%
LIGHT

3%
COMMERCIA

OTHER



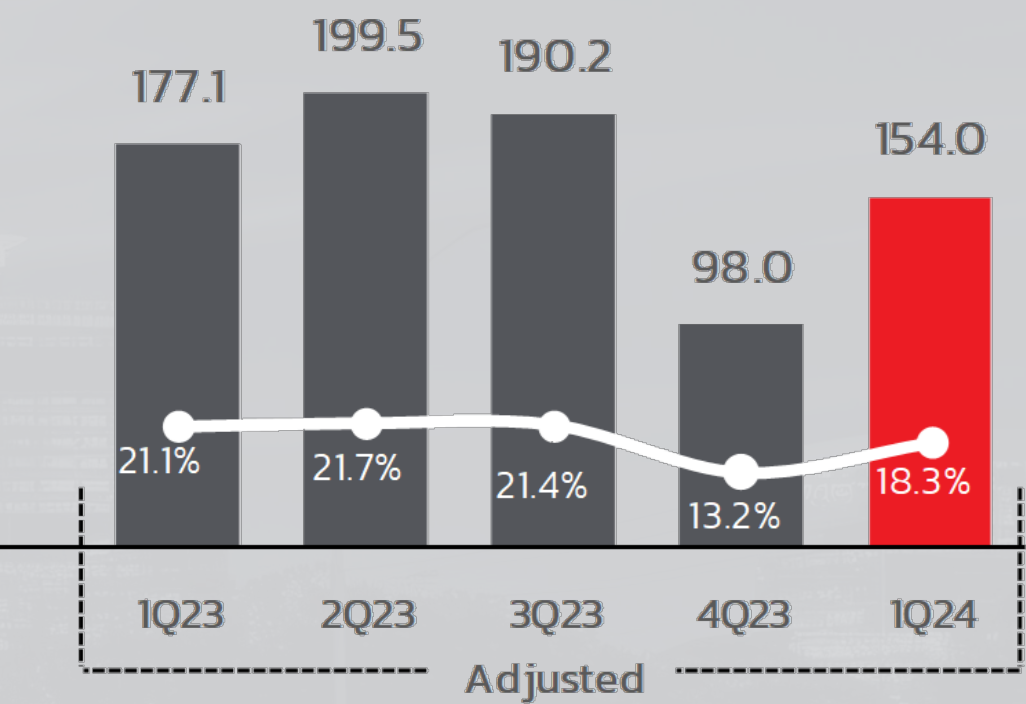
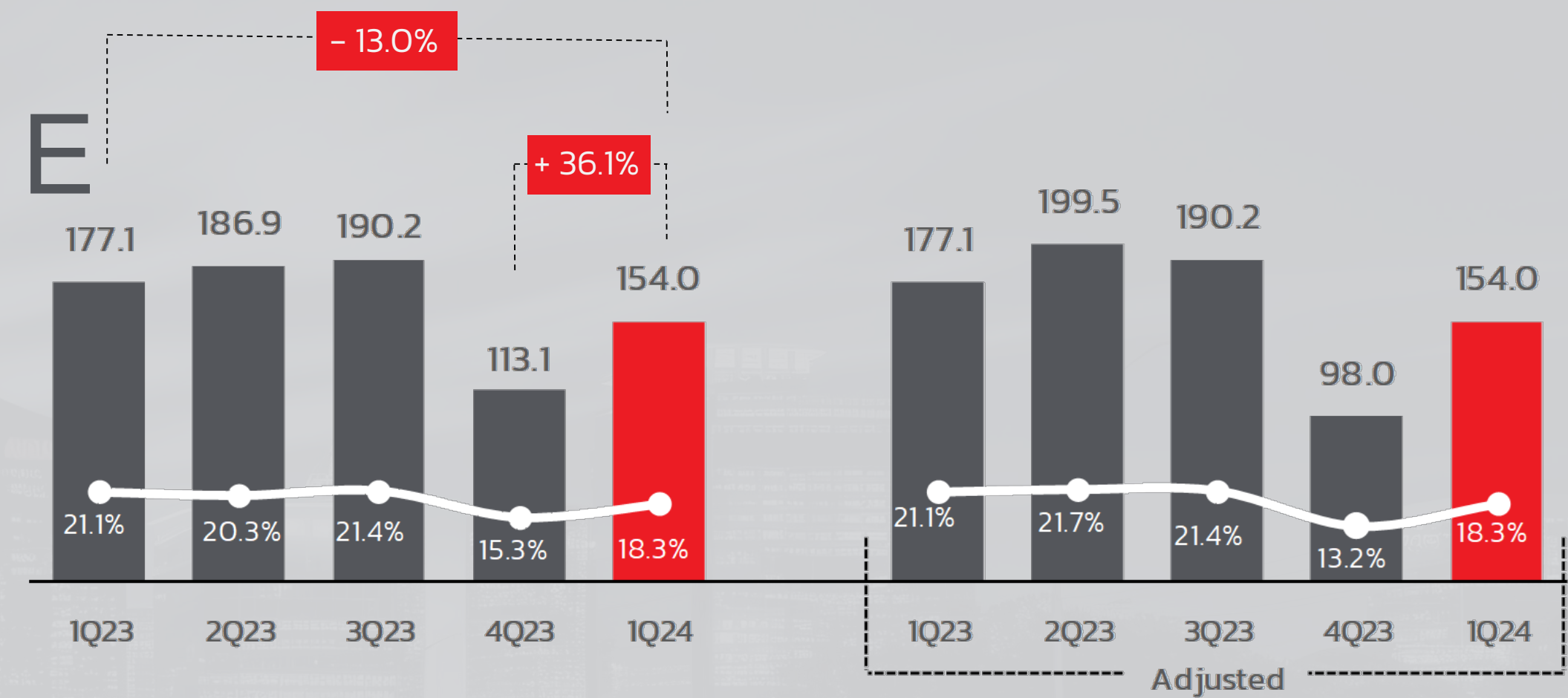
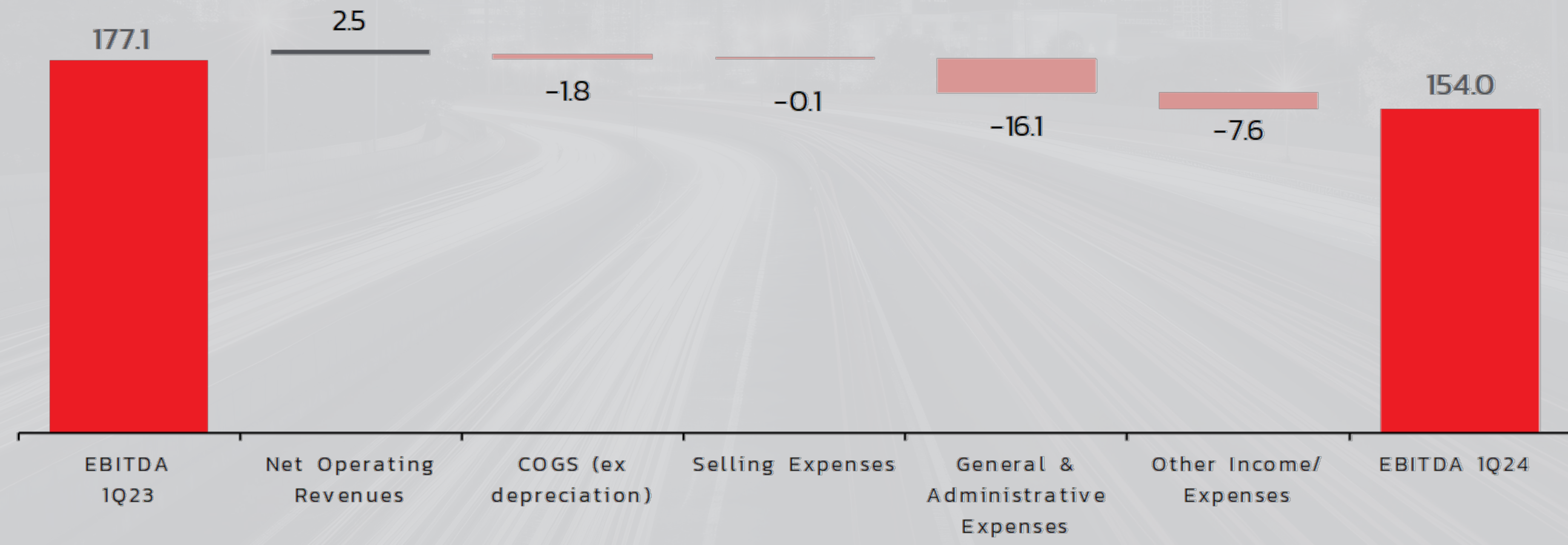
85%
LIGHT

15%
COMMERCIAL

OPERATIONAL PERFORMANCE

R\$ MILLION

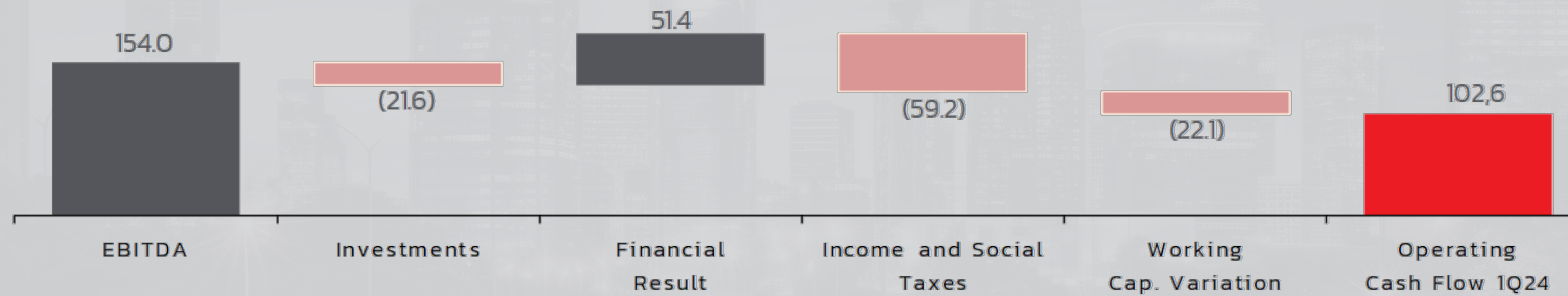
CAUSAL EBITDA



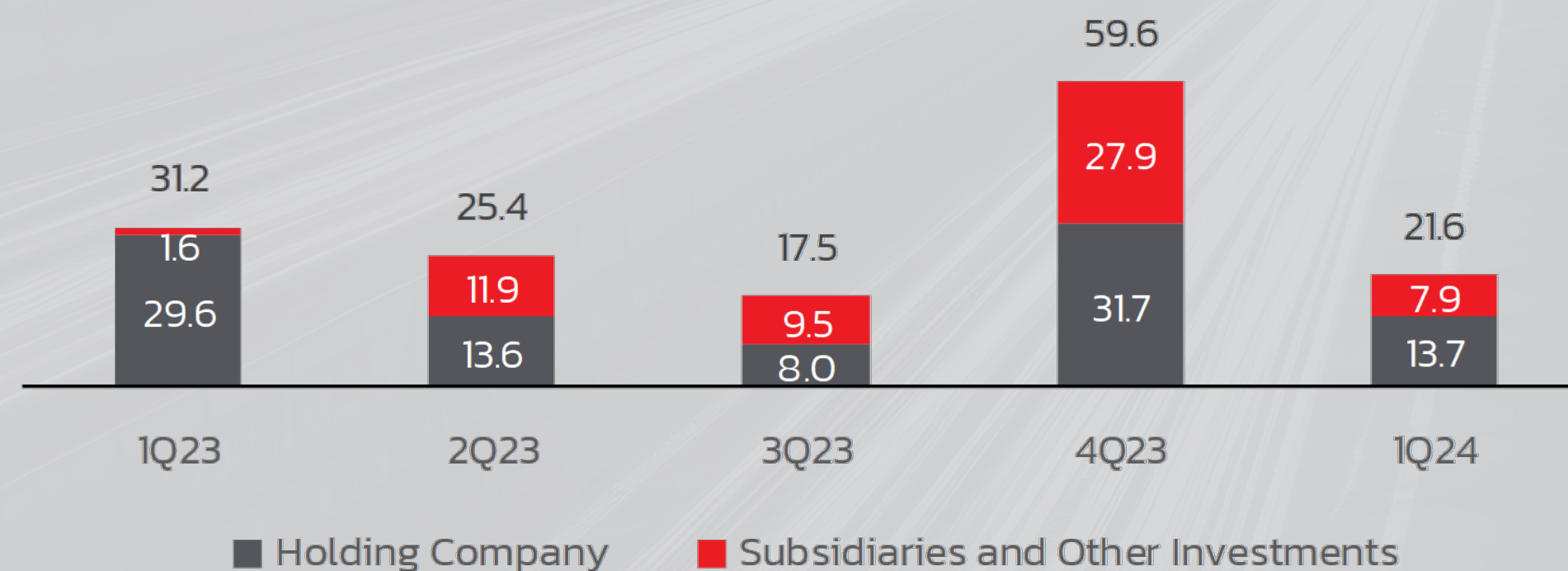
FINANCIAL PERFORMANCE

R\$ MILLION

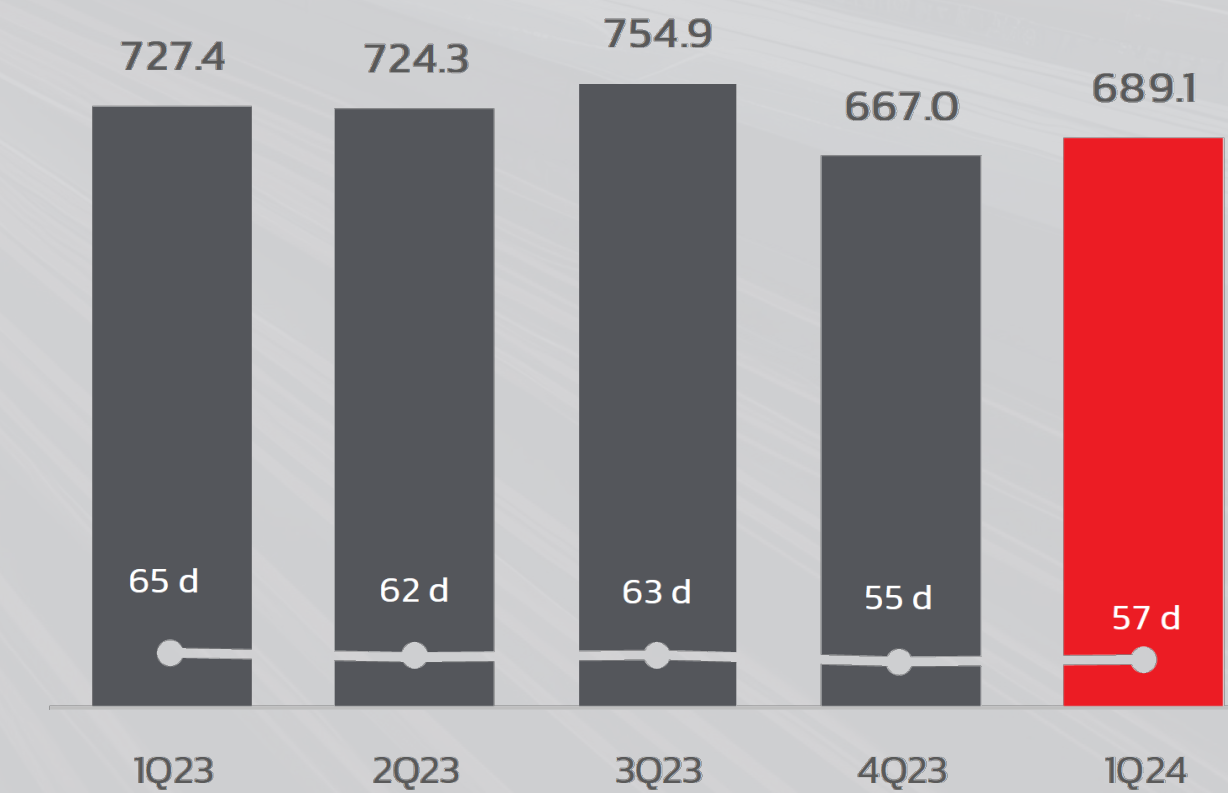
OPERATING CASH FLOW



CAPEX



WORKING CAPITAL

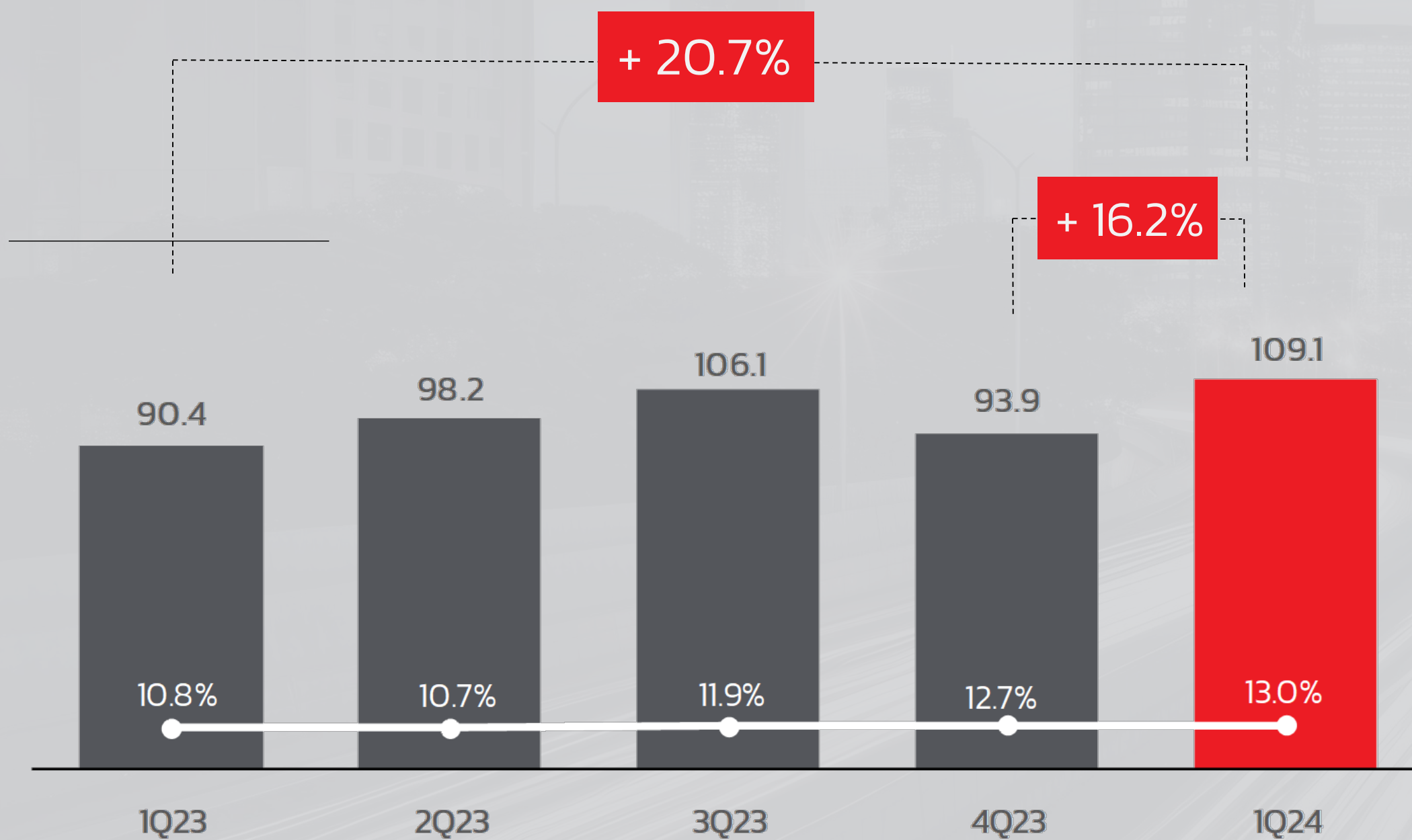


Reduction of 08 days

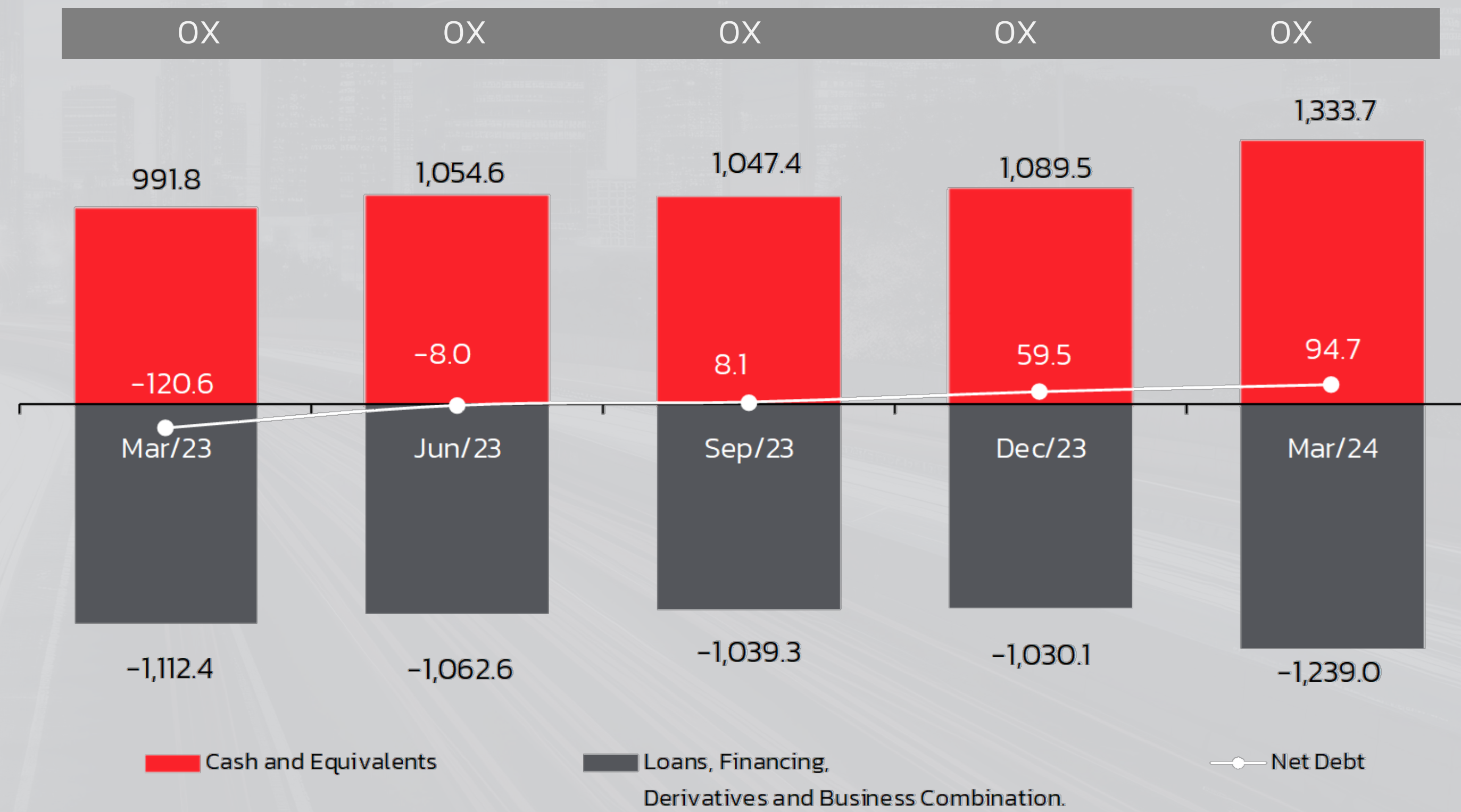
NET INCOME / NET DEBT

R\$ MILLION

NET INCOME



NET DEBT/EBITDA



— % NET MARGIN



SITE VISIT 2024

**FRASLE MOBILITY
SITE EXTREMA/MG/BRAZIL**

**JUNE 27TH
SAVE THE DATE**

KEEP LIFE IN MOTION



OUTLOOK

> Natural disaster in Rio Grande do Sul;



Chave PIX (transfers) : ier@randon.com.br
Recipient: Instituto Elizabetha Randon
CNPJ (Corporate Taxpayer's ID): 05.768.706/0001-11

- > The Domestic replacement market continues strong.
- > There are changes in service level requirements (deliveries, minimum lots, fleet coverage);
- > Higher level of competition;
- > Argentina in recession;
- > Volumes at automakers, both in Brazil and abroad, with growing demand.

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

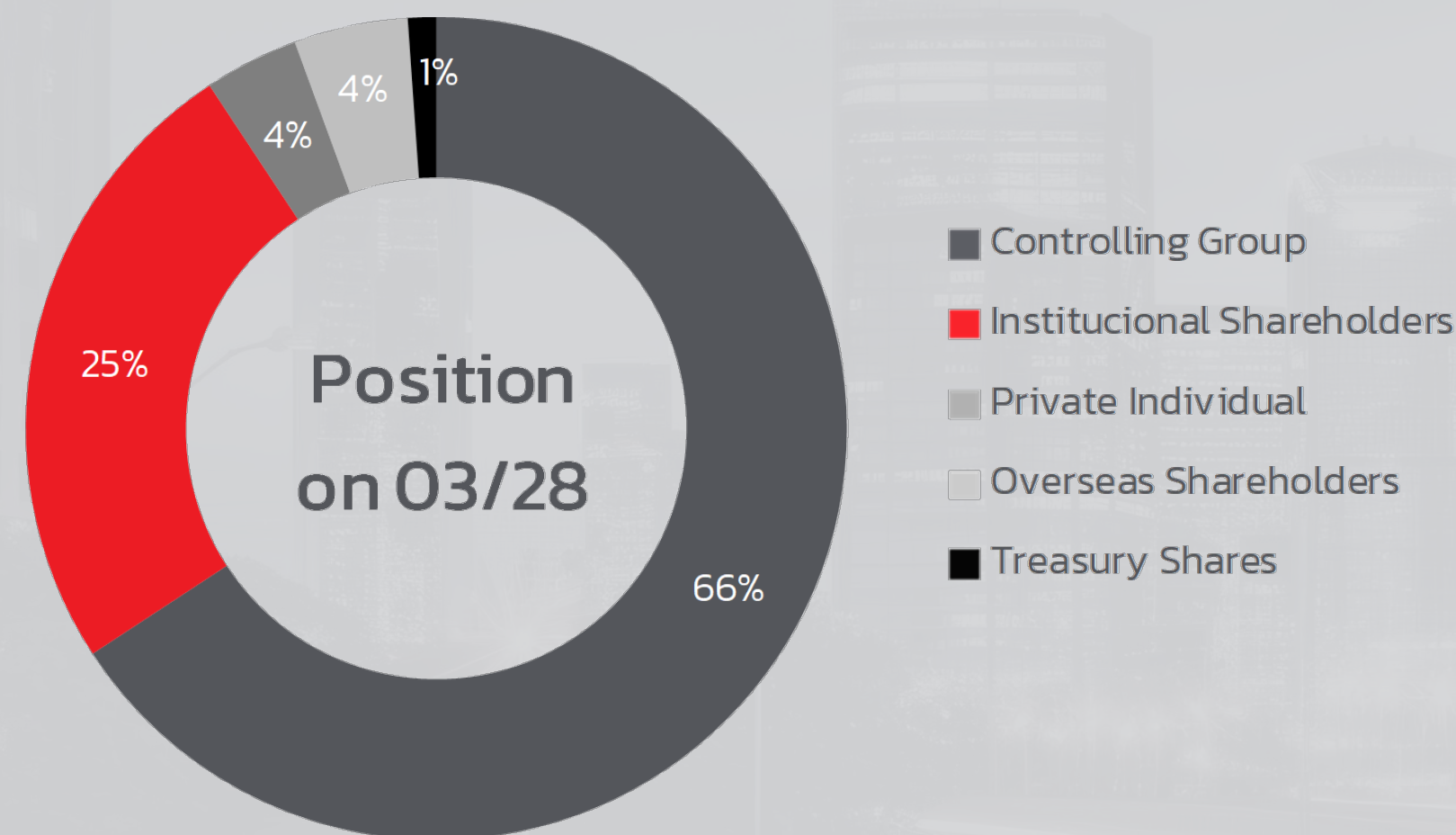
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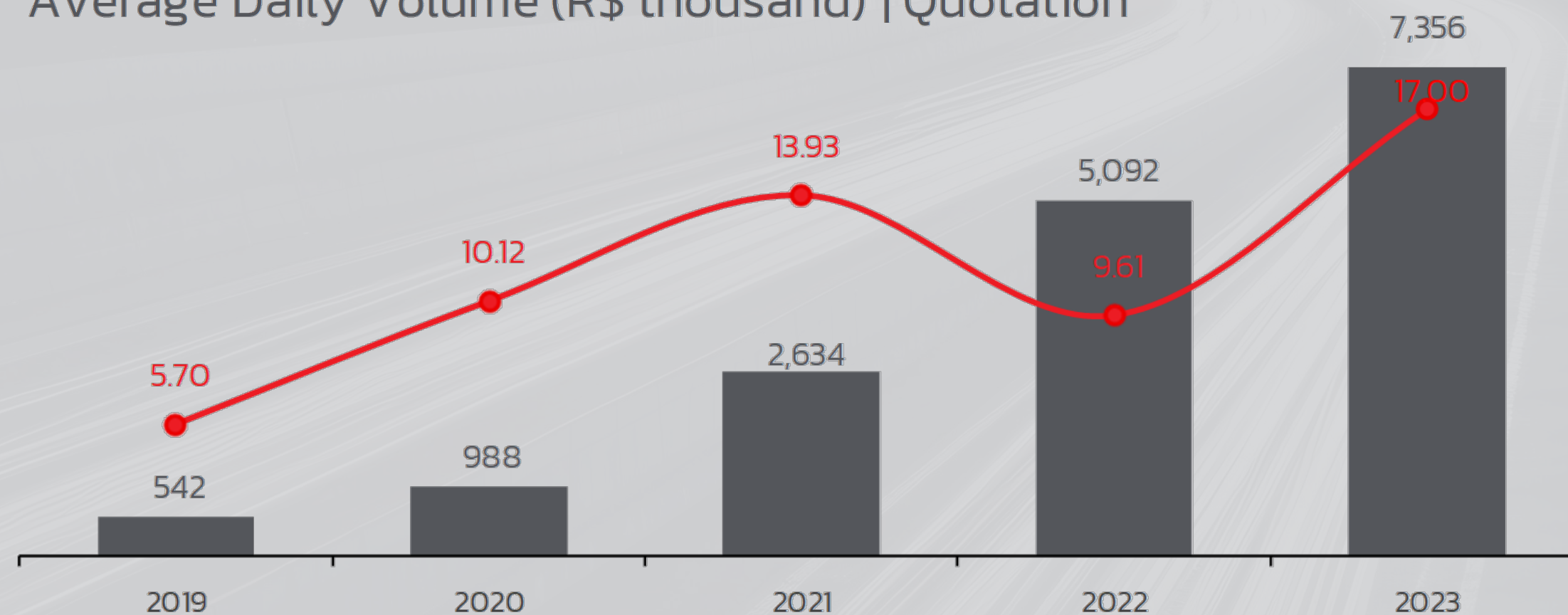
APPENDICES 1Q24

CAPITAL MARKET

R\$ MILLION



Average Daily Volume (R\$ thousand) | Quotation



■ Average Traded Volume (R\$ Th)

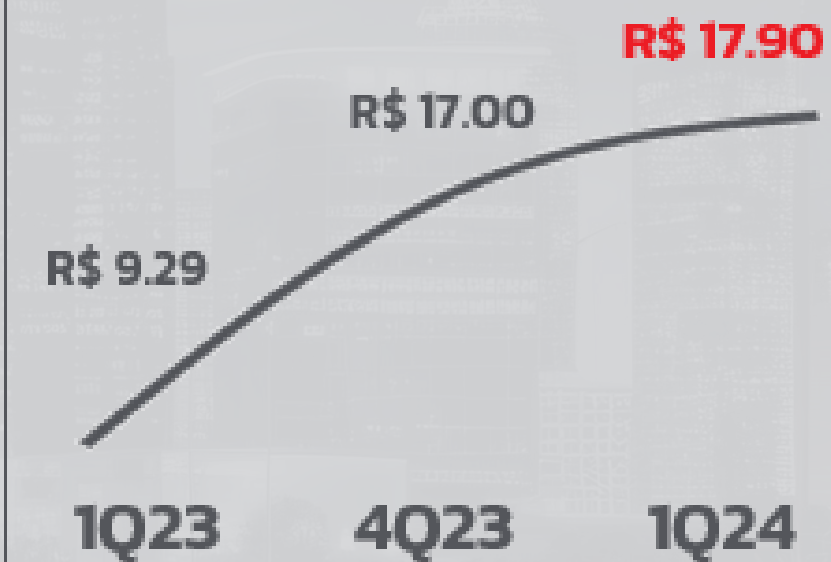
● FRAS3

EARNINGS RELEASE 1Q24

QUOTE FRAS3

92.7% (mar/24 vs. mar/23)

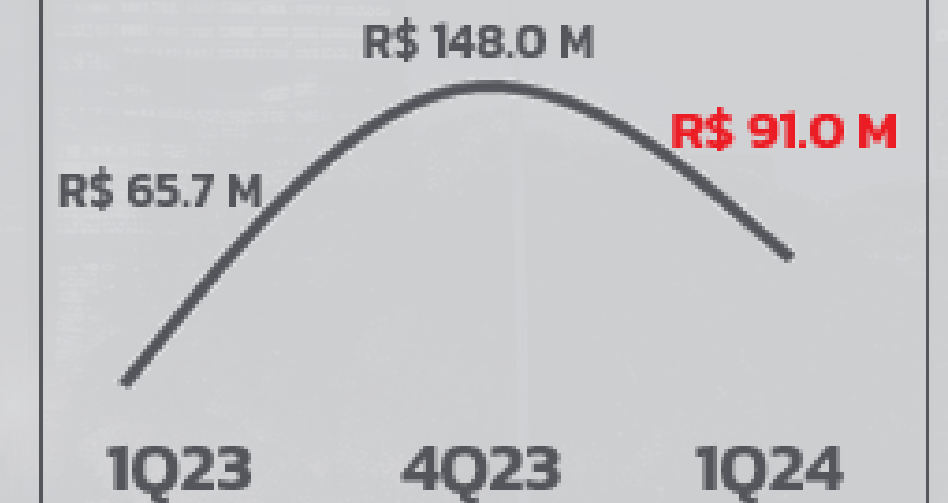
5.3% (mar/24 vs. dec/23)



FINANCIAL VOLUME

38.4% (mar/24 vs. mar/23)

-38.5% (mar/24 vs. dec/23)



NO. OF SHAREHOLDERS

12.8% (mar/24 vs. mar/23)

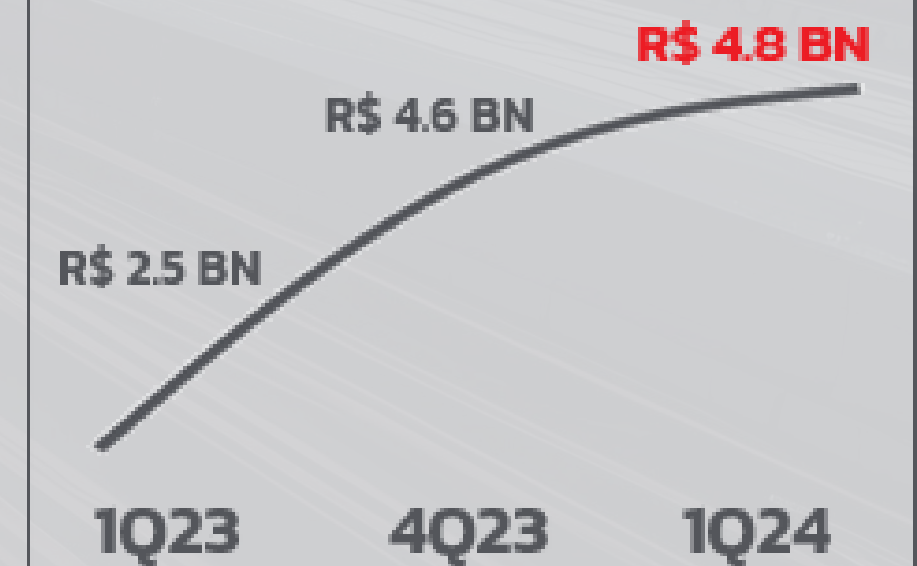
-0.1% (mar/24 vs. dec/23)



MARKET VALUE

92.7% (mar/24 vs. mar/23)

5.3% (mar/24 vs. dec/23)



ESG AGENDA

FRASLE MOBILITY UNIVERSE

PLANET

Caldeira Verde Project

Clean energy project to replace fossil fuel. The project is underway with delivery scheduled for Dec/24.

PEOPLE

Fras-le without Borders

The PWD (People with disabilities) Development Center welcomes its second group.

BUSINESS

Sustainable Fundraising

Financing raised by IFC (International Finance Corporation) for sustainability initiatives in the amount of R\$250 million.