

# Financial Update

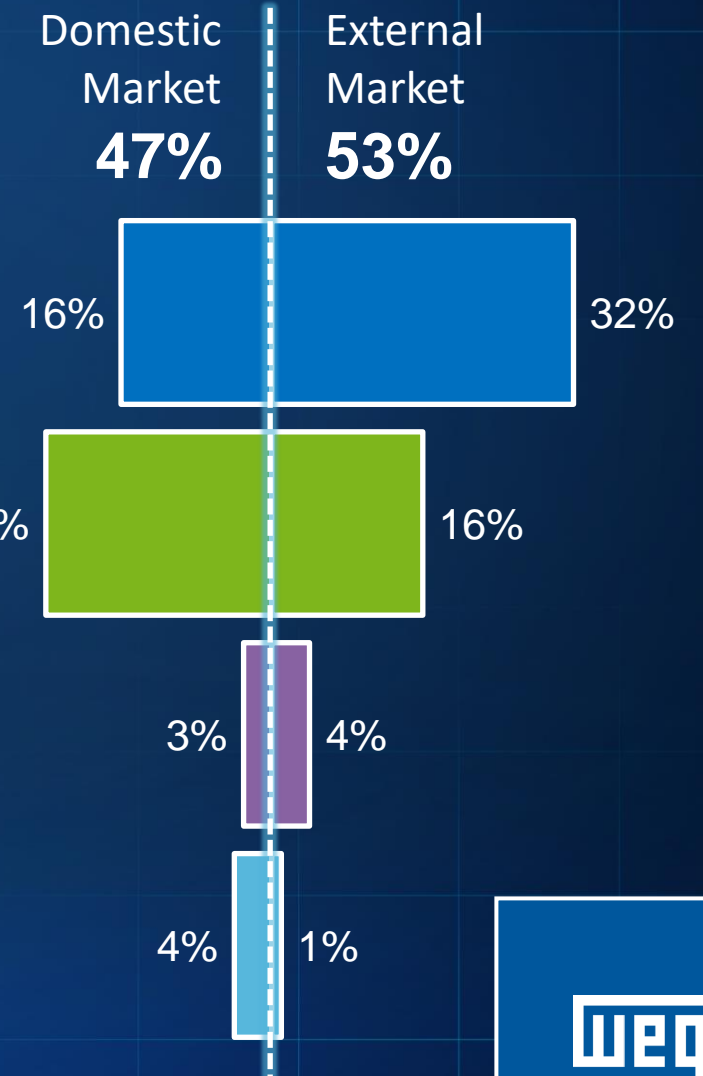


**André Luís Rodrigues**  
CFO

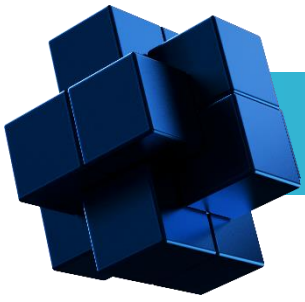
# Revenue Performance

## REVENUE BREAKDOWN 2023 YEAR TO DATE

	Domestic Market	External Market	Total Net Revenue
Industrial Electro-Electronic Equipment (EEI)	<b>+12%</b>	<b>+6%</b>	<b>+8%</b>
Energy Generation, Transmission and Distribution (GTD)	<b>-5%</b>	<b>+56%</b>	<b>+13%</b>
Commercial and Appliance Motors (MCA)	<b>+2%</b>	<b>+5%</b>	<b>+4%</b>
Paints and Varnishes (T&V)	<b>+4%</b>	<b>+1%</b>	<b>+3%</b>

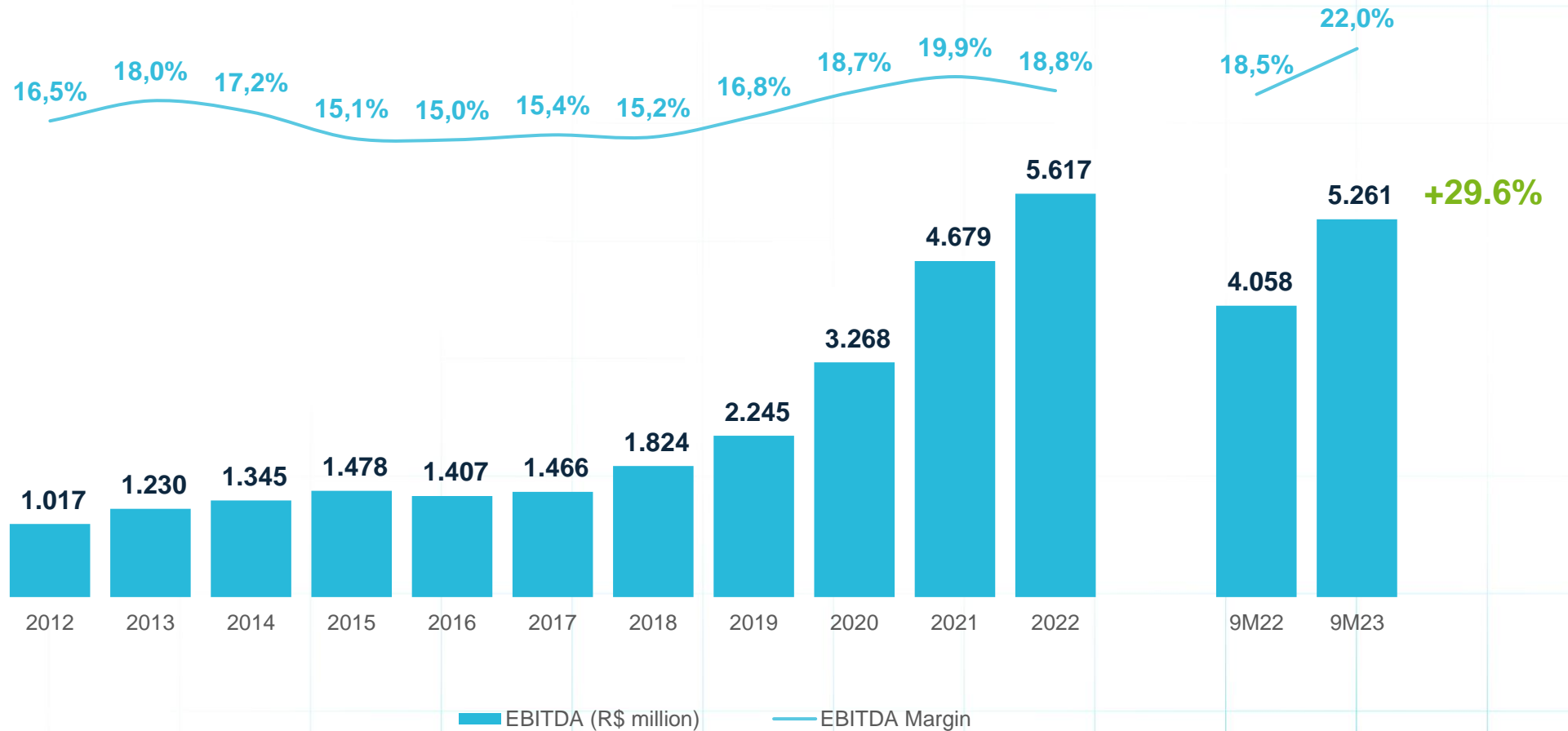


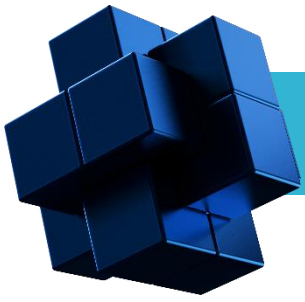
Δ% 09M23 / 09M22



# Operating Results

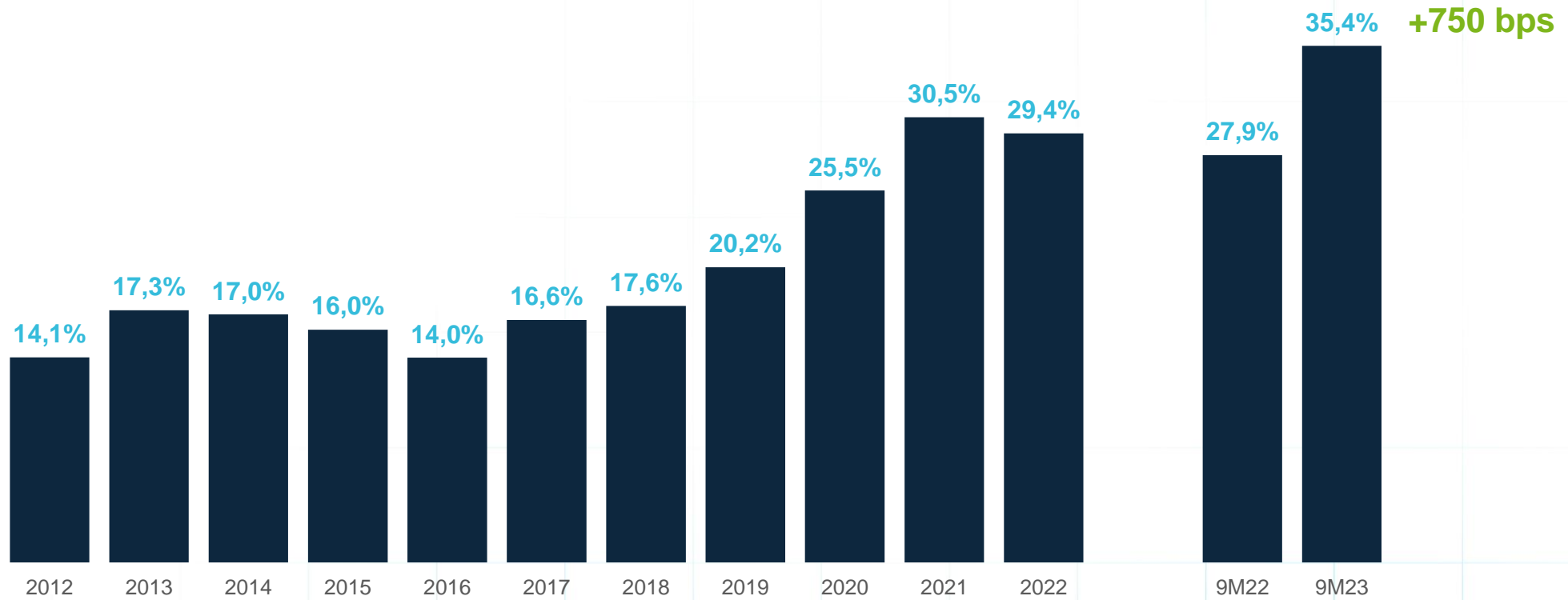
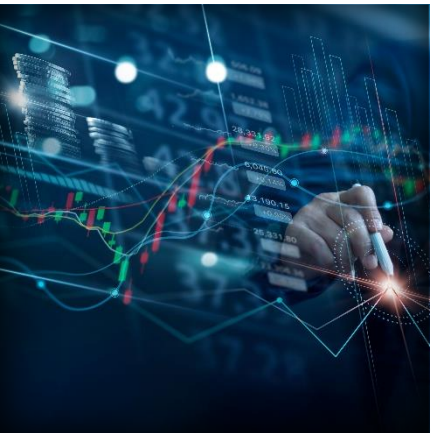
CONSISTENT PERFORMANCE WITH CONTINUED GROWTH

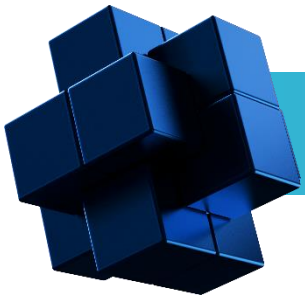




# Return On Invested Capital

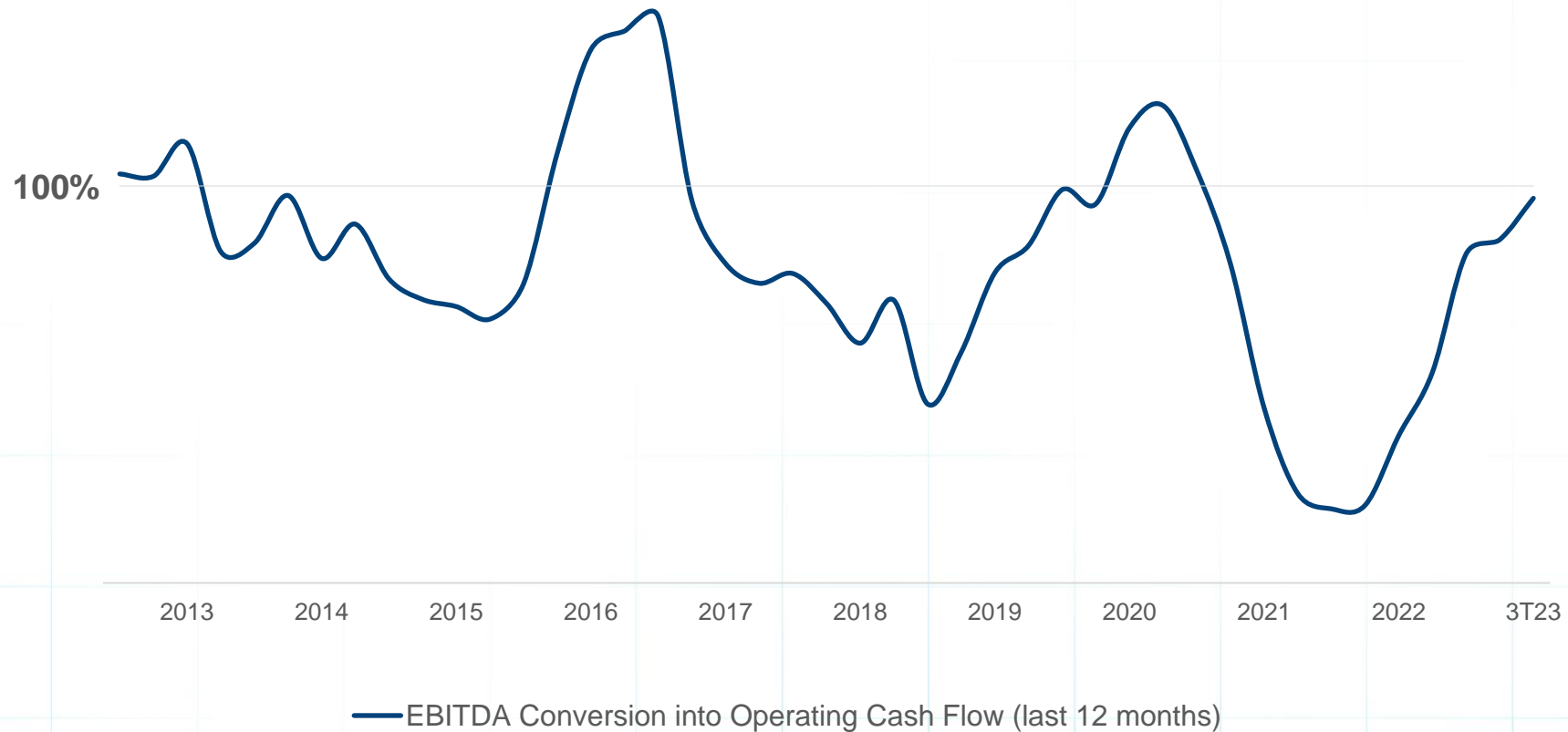
DISCIPLINE IN CAPITAL ALLOCATION





# Cash Flow Conversion

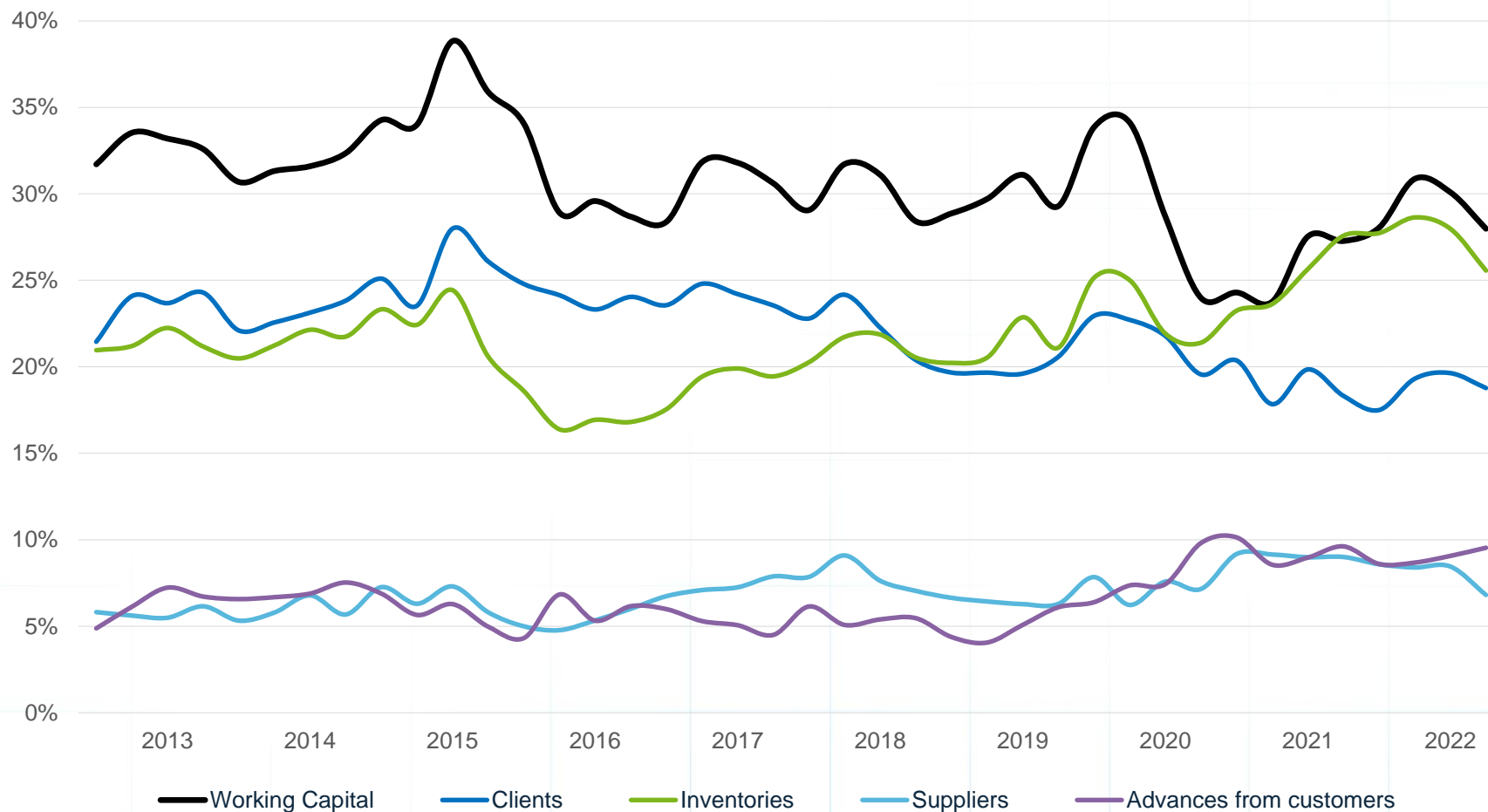
OPERATIONAL CASH GENERATION FINANCING GROWTH





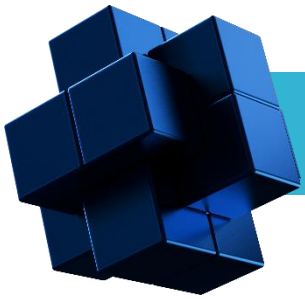
# Working Capital

## INVENTORY NORMALIZATION PATH



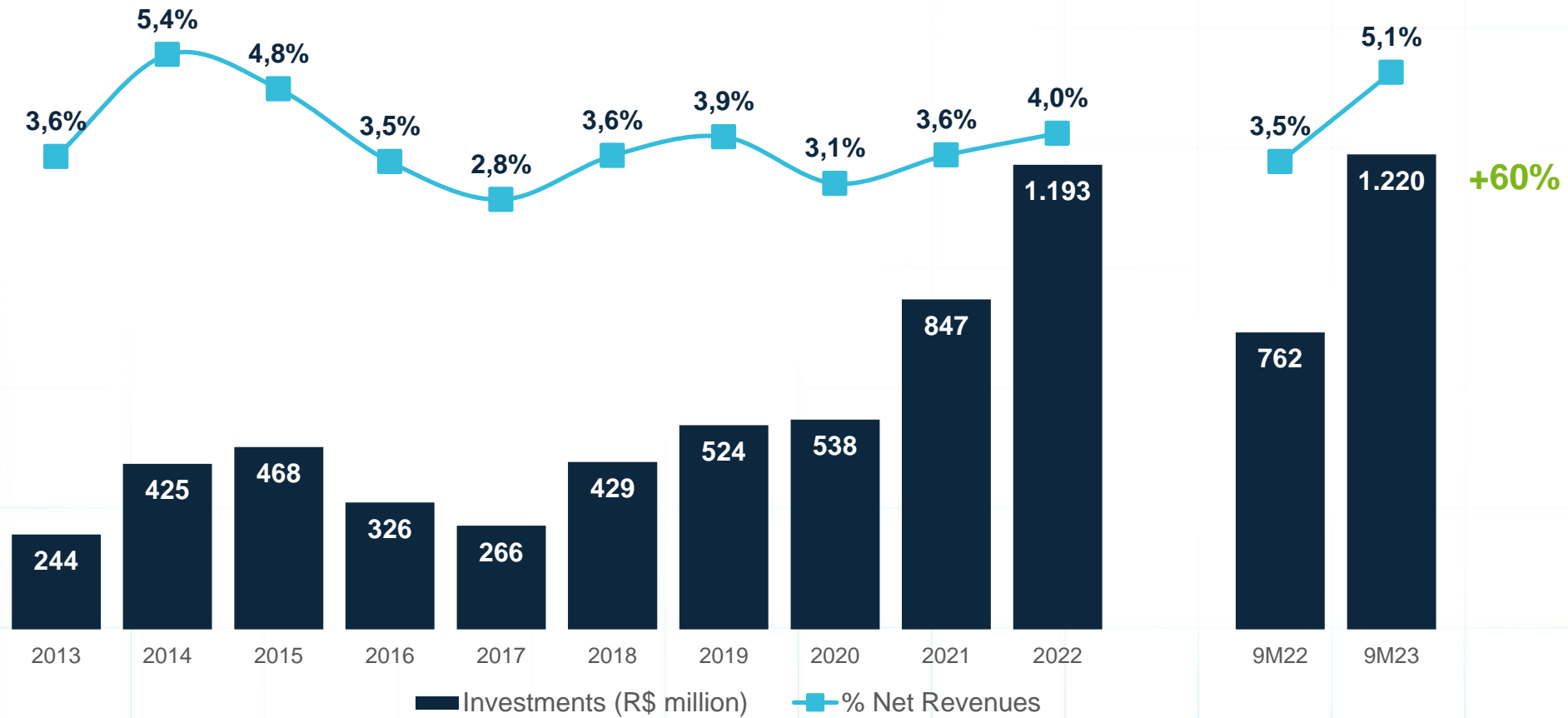
KPI vs. Net Revenues (last 12 months)





# Investments

PRODUCTION CAPACITY INCREASE TO MEET DEMAND



# Investments

## INDIA – EXPANSION TO MANUFACTURE WIND TURBINES



- Investment of US\$ 18 million
- 15,000 m<sup>2</sup> (160,000 ft<sup>2</sup>) of built area
- 490 new employees
- Conclusion in 2023



# Investments

## CHINA – EXPANSION OF MOTOR FACTORY IN RUGAO



- Investment of US\$ 12 million
- 14,000 m<sup>2</sup> (150,000 ft<sup>2</sup>) of built area
- 150 new employees
- Begins operations in 2024
- Increase local vertical integration

# Investments

## MEXICO – ACQUISITION OF NEW LAND



- Investment of US\$ 40 million
- 640,000 m<sup>2</sup> (6,900,000 ft<sup>2</sup>) of land
- Atotonilco de Tula, state of Hidalgo
- Long-term strategy
- Proximity to current operations favors integration of production processes



# Investments

## PORTUGAL – SANTO TIRSO FACTORY EXPANSION



- Investment of US\$ 25 million
- 22,000 m<sup>2</sup> (240,000 ft<sup>2</sup>) of built area
- 100 new employees
- Begins operations in 2024
- Centralization of operations in Portugal

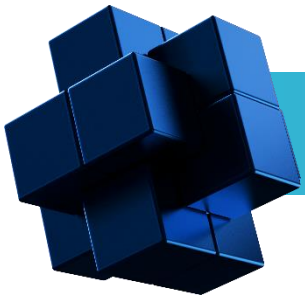
# Investments

## ITAJAÍ – MACHINING SHOP AND NEW SWITCHES FACTORY

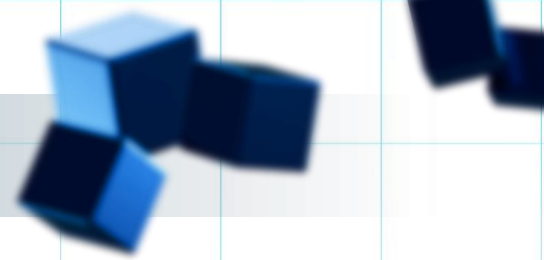


- Investment of R\$ 87 million
- 17,500 m<sup>2</sup> (190,000 ft<sup>2</sup>) of built area
- 300 new employees
- Begins operations in 2024
- Expansion of production capacity in automation products





# Investments



## BRAZIL – INVESTMENTS IN JARAGUÁ DO SUL



**Cast Iron  
Machining I**



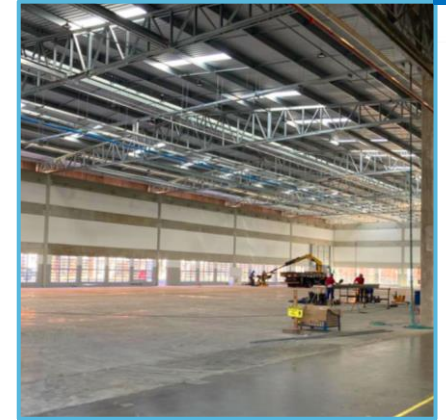
**Cast Iron  
Machining II**



**Aluminium Die  
Casting**



**Stamping**



**Shaft Machining**

# Key Messages



Healthy EBITDA margin and ROIC

Operating cash flow conversion normalization

Investment increase to support growth

