



EARNINGS VIDEO CONFERENCE 4Q24

RANDONCORP

Building **tomorrow**



Agenda

Message from
CEO

Quarterly
Highlights

4Q24
Results

Q&A

R Safe Harbor Statement

RANDONCORP

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.**

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.**

R Scenario

SELIC RATE¹

15.00% p.a.

> Expectation of an increase in the interest rate for 2025.

IPCA²

5.06%

> Above the target set by the CMN (National Monetary Council).

EXCHANGE RATE¹

R\$ 5.98

> Above the Focus expectation for the year.

CROP³

328.3 M/tons

> Higher than the previous year, pointing to a historical record.

¹ Focus Report March 14, 2025 BCB (end of period).

² IBGE – Last 12 months.

³ 6th Crop Survey - Crop 2024/25 – CONAB.

Market

RANDONCORP

	TRUCKS	TRAILERS
PRODUCTION	38,641 ▲ 34.3%	22,281 ▼ -14.6%
BRAZIL SALES	33,835 ▲ 16.6%	21,170 ▼ -13.6%
EXPORTS	6,174 ▲ 37.8%	1,111 ▼ -30.3%

Quarterly comparison 4Q24 vs. 4Q23.



4Q24 Highlights

Net Revenue

R\$ 3.3 billion

▲ 27.5%

Adj. EBITDA Margin

12.9%

▲ 185 bps

Net Profit

R\$ 117.8 million

▲ 112.7%

ROIC

(Return on invested capital)

10.9%

▼ -328 bps

Quarterly comparison 4Q24 vs. 4Q23.

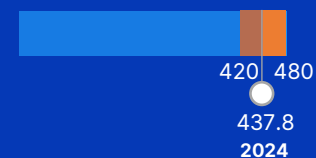


Guidance 2024

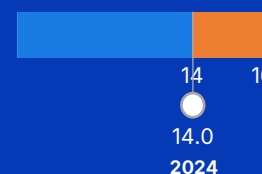
Consolidated Net Revenue (R\$ B)



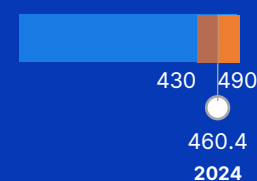
Revenues from International Market (US\$ M)



EBITDA Margin¹ (%)



Investments² (R\$ M)



■ Guidance Range 2024

¹ Adjusted for one-offs.

² Range considers only organic investments.



4Q24 Highlights

RANDONCORP

New revenue record, surpassing 3Q24.

Revenues from OEM parts, aftermarket, and services keep expanding.

International market driven by the resumption of trailer deliveries in the USA and the integration of EBS.

Profit growth reflecting operational results and the reduction of the effective tax rate.

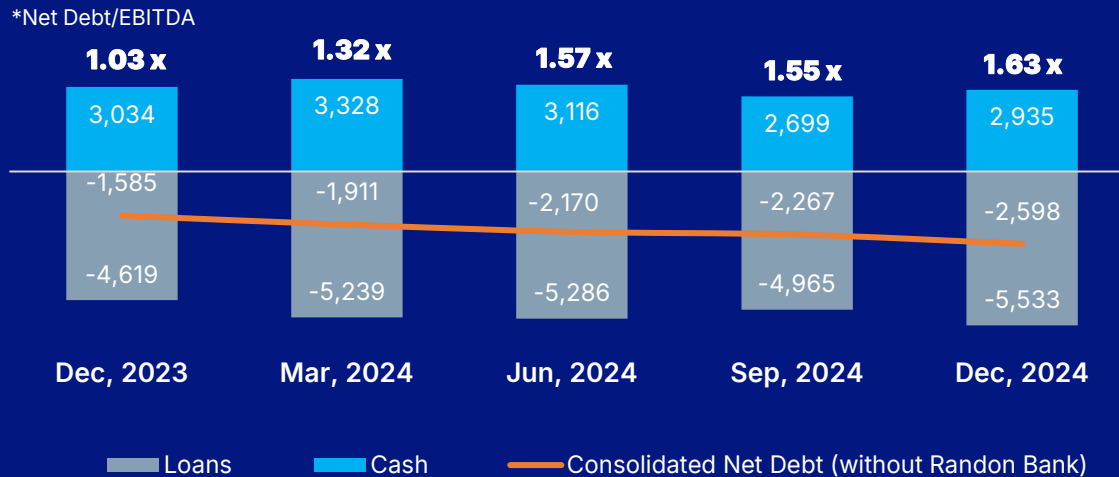
Investment in the new facilities in Mogi Guaçu and the acquisition of EBS.

Positive operational cash flow generation and reduction of the average working capital in days.

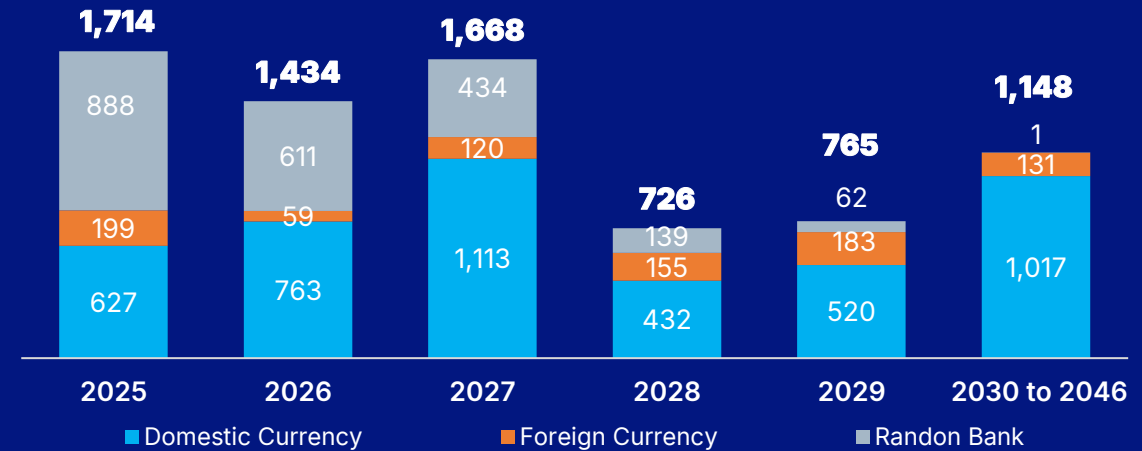


Indebtedness

Net Debt History (Without Randon Bank) R\$ Million



Schedule of Debt Payment R\$ Million



Total Cost¹

12.5% p.a.

▼ -45 bps vs. 4Q23

Average Term¹

Domestic Currency

3.3 years

Rating

Granted by S&P

brAAA

with stable outlook.

Origin of Debt¹

88.6% Domestic Currency

11.4% Foreign Currency

¹ Without Randon Bank.

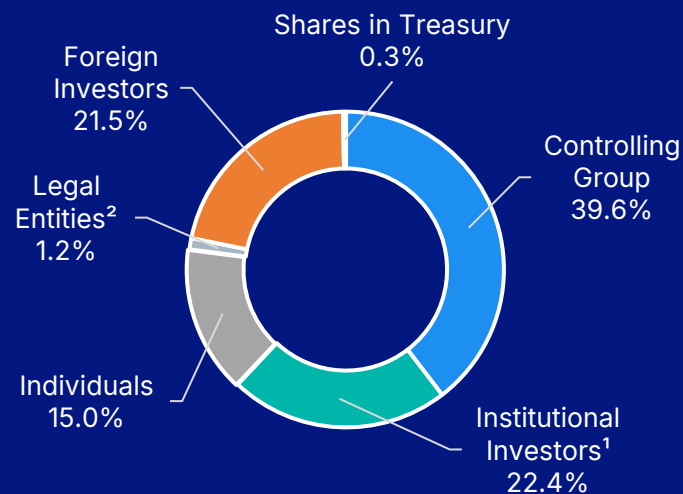


Capital Market

38,494

Shareholders at the end of 4Q24

Shareholder's Profile



¹ Investment clubs and funds

² Companies, banks, brokers and associations

Market Cap

R\$ 3.1 billion

▼ -25.7%

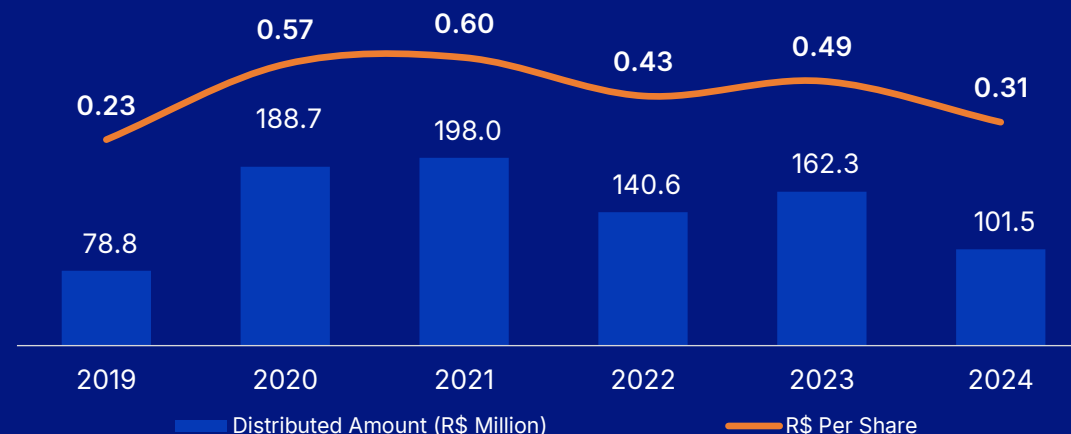
Average Daily Trading Volume

R\$ 22.2 million

▲ 10.1%

Quarterly comparison 4Q24 vs. 4Q23.

History Dividends and Interest on Equity



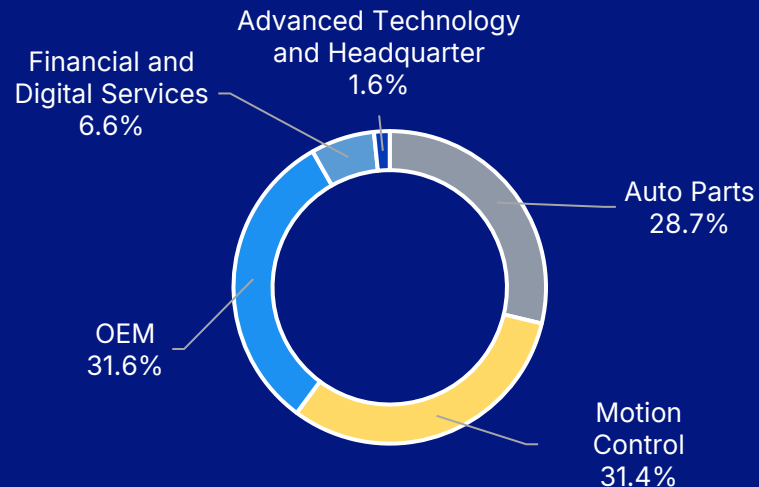
Distribution by period of competence and without income tax.



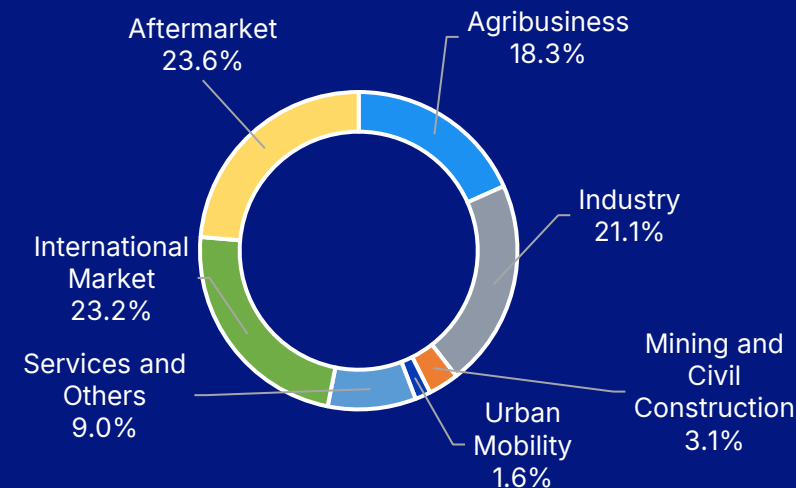
Net Revenue

Net Revenue
 R\$ 3.3 billion
 ▲ 27.5% vs. 4Q23

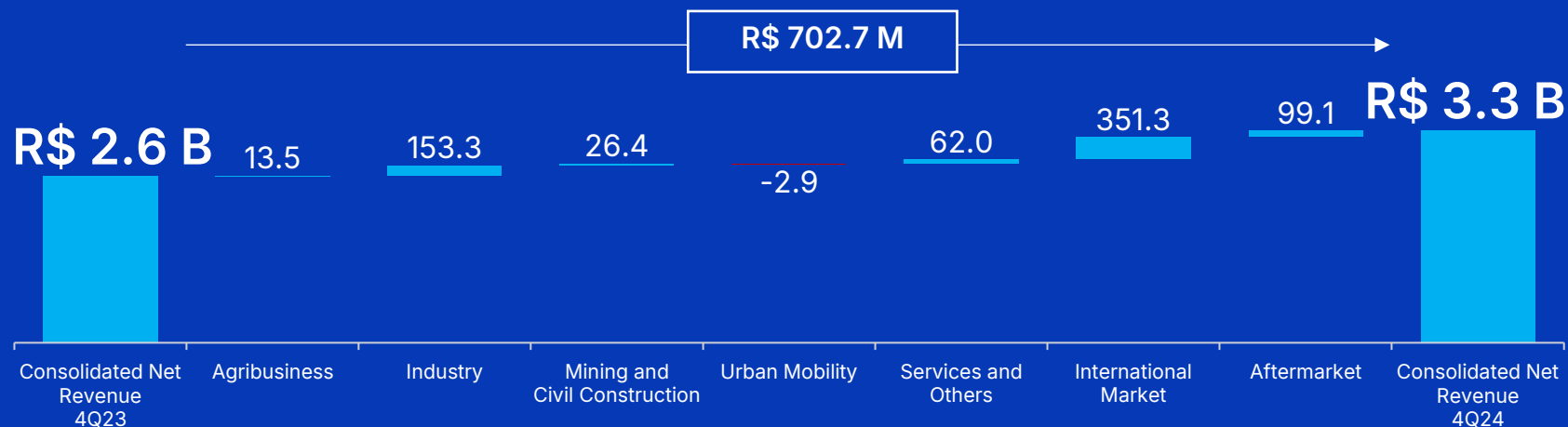
Net Revenue by Vertical 4Q24



Net Revenue by Sector 4Q24



Waterfall Chart of NR by Sector (R\$ million)





Revenues from International Markets

Intl. Revenues

US\$ 129.7 million

▲ 59.5% vs. 4Q23

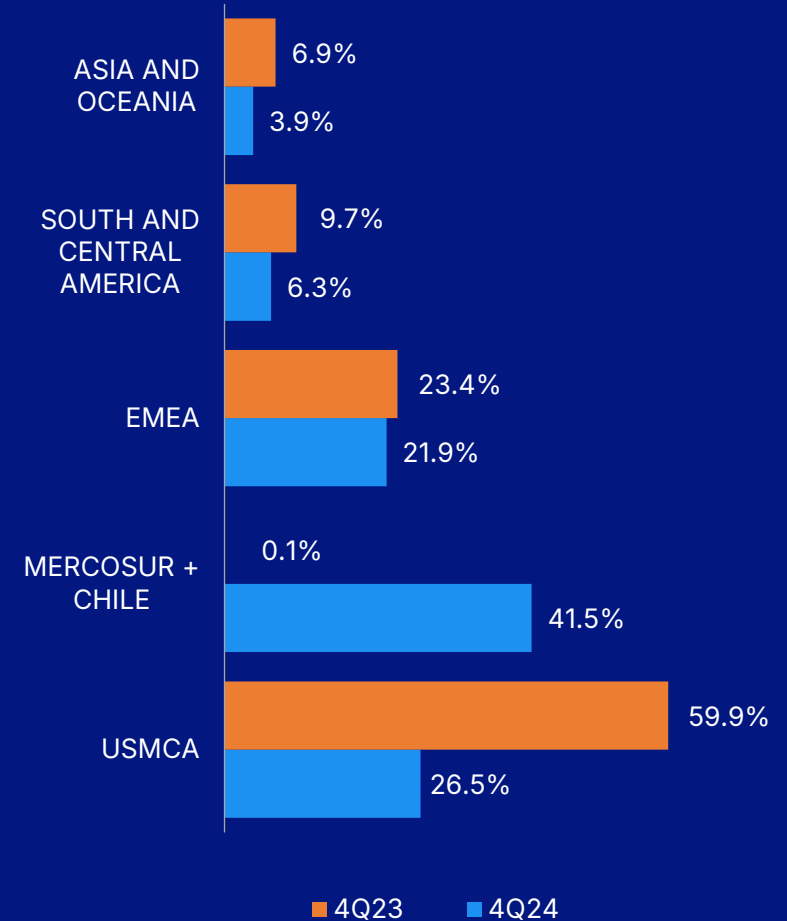
% OF REVENUES FROM INTERNATIONAL MARKETS



4Q24 – 23.2%

4Q23 – 15.9%

International Markets Revenues by Region





EBITDA and EBITDA Margin

EBITDA

R\$ 423.9 million

▲ 47.6% vs. 4Q23

Adjusted EBITDA

R\$ 418.8 million

▲ 49.0% vs. 4Q23

EBITDA Margin

13.0%

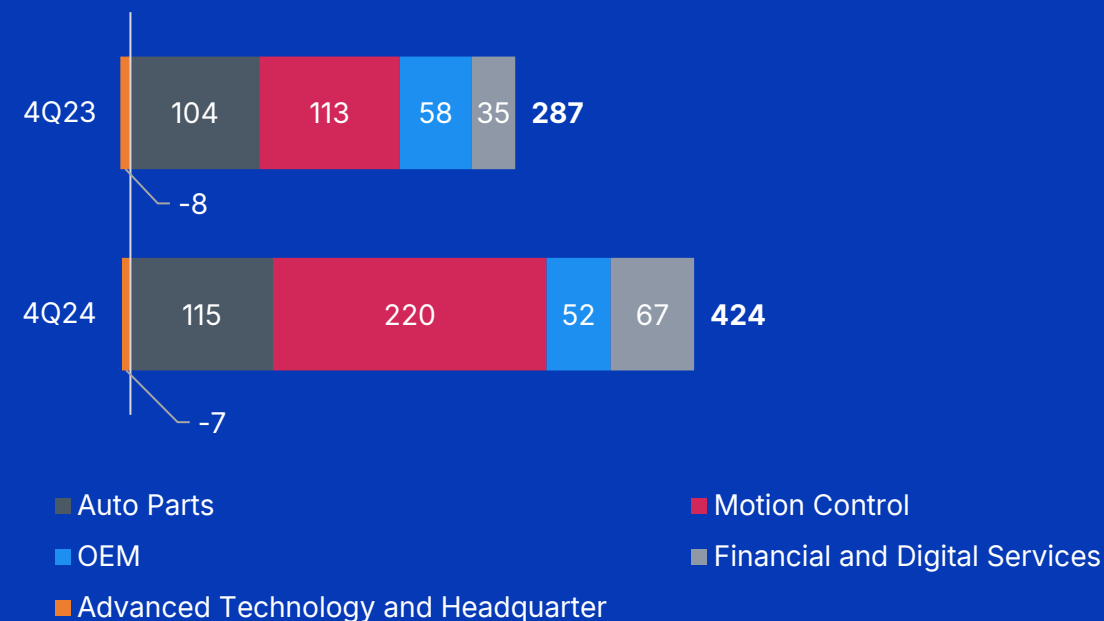
▲ 177 bps

Adjusted EBITDA Margin

12.9%

▲ 185 bps

> Consolidated EBITDA¹ R\$ Million



¹Intercompany Sales: 4Q24 - R\$ 24M vs. 4Q23 - R\$ 15M.



Organic Investments

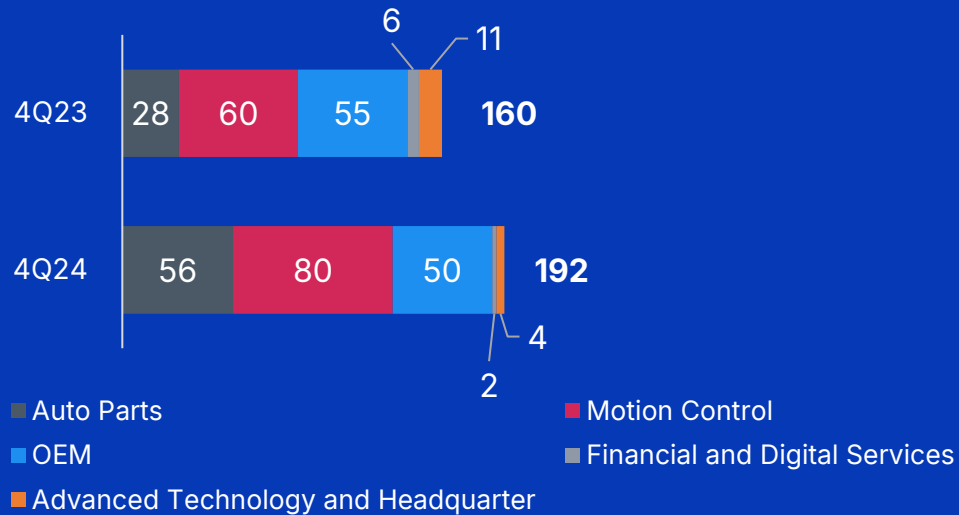
RANDONCORP

Organic Investments

R\$ 191.5 million

▲ 19.6% vs. 4Q23

> Organic Investments
R\$ Million





Outlook 2025

RANDONCORP

The commercial vehicle market is at a good level but cautious due to the high interest rate in Brazil.

Heated demand for aftermarket parts, both for light and heavy vehicles.

Ramp up of production at the new Castertech and Suspensys facilities in Mogi Guaçu.

Low demand from the agricultural sector at the beginning of 2025, despite the expectation of a record grain harvest.

Addition of results from newly acquired companies (Dacomsa, AXN, Delta, and EBS).

Ongoing investments for efficiency and productivity gains.



Q&A

POR VOZ

- > Escreva seu **NOME, EMPRESA** e **IDIOMA**.
- > Ao ser anunciado, aparecerá na tela uma solicitação para ativar seu microfone.
- > Clique para ativar e faça sua pergunta.

POR ESCRITO

- > Escreva seu **NOME, EMPRESA** e sua **PERGUNTA**.
- > Se ela não for lida durante o evento, será respondida após o encerramento, pela equipe de RI.



+55 (54) 99989-5126

BY VOICE

- > Write your **NAME, COMPANY,** and **LANGUAGE**.
- > When announced, a request will appear on the screen to activate your microphone.
- > Click to activate and ask your question.

IN WRITING

- > Write your **NAME, COMPANY,** and your **QUESTION**.
- > If it's not read during the event, it will be answered after it ends by the IR team.

RANDONCORP



randoncorp



ri.randoncorp.com