



EARNINGS VIDEO CONFERENCE

1Q24

RANDONCORP

Building **tomorrow**



Agenda

Message from
the CEO

Quarterly Highlights

1Q24
Results

Q&A

RANDONCORP





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.

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RANDONCORP

RANDON **75** ANOS







Market Overview

RANDONCORP

	TRUCKS	TRAILERS
PRODUCTION	29,327 ▲ 19.7%	22,838 ▲ 2.9%
BRAZIL SALES	26,480 ▼ -7.5%	22,123 ▲ 5.9%
EXPORTS	3,322 ▼ -25.6%	715 ▼ -45.2%

Quarterly Comparison 1Q24 vs. 1Q23.

SELIC RATE¹

10.75% p.a.

> Expectation of decline throughout 2024.

IPCA¹

3.93%

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

EXCHANGE RATE¹

R\$ 5.00

> In line with FOCUS expectations for the year.

CROP²

294.1 MM/tons.

> Lower than the previous year, but at a good level.

¹Data refers to the closing of 1Q24.

²7th Crop Survey - Crop 2023/24 – CONAB.



1Q24 Highlights

RANDONCORP

Net Revenue

R\$ 2.5 billion

▼-4.5%

EBITDA Margin

13.7%

▼-297 bps

Net Profit

R\$ 81.8 million

▼-33.0%

ROIC

(Return on invested capital)

10.2%

▼-178 bps

Quarterly Comparison 1Q24 vs. 1Q23.



1Q24 Highlights

RANDONCORP

Recovery of the truck market in the country and good demand in other segments

External market dropped due to slowdown in the USA and Chile

Impacts resulting from the decrease in workdays due to ERP updates and mandatory leave.

Increase in operating expenses

Increase in the average term and reduction in the cost of debt through new funding

Investments in new units and ESG projects



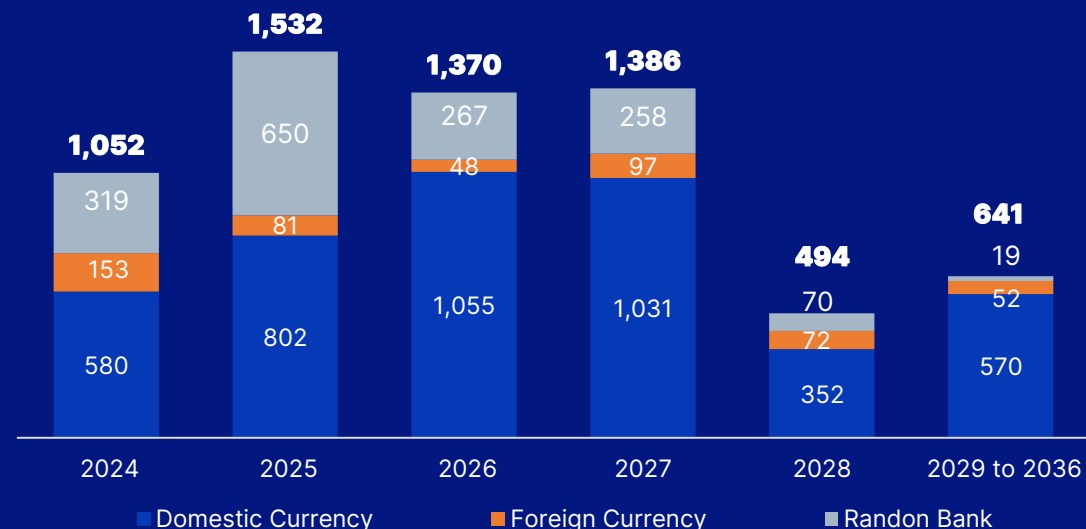
Indebtedness

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

*Net Debt/EBITDA



Schedule of Debt Payment R\$ Million



Total Cost¹

12.0% p.a.

▼ -260 bps x 1Q23

Average Term¹

Domestic Currency

2.7 years

Rating

Granted by S&P

BrAA+

with positive outlook.

Origin of Debt¹

89.7% Domestic Currency

10.3% Foreign Currency

¹ Without Randon Bank

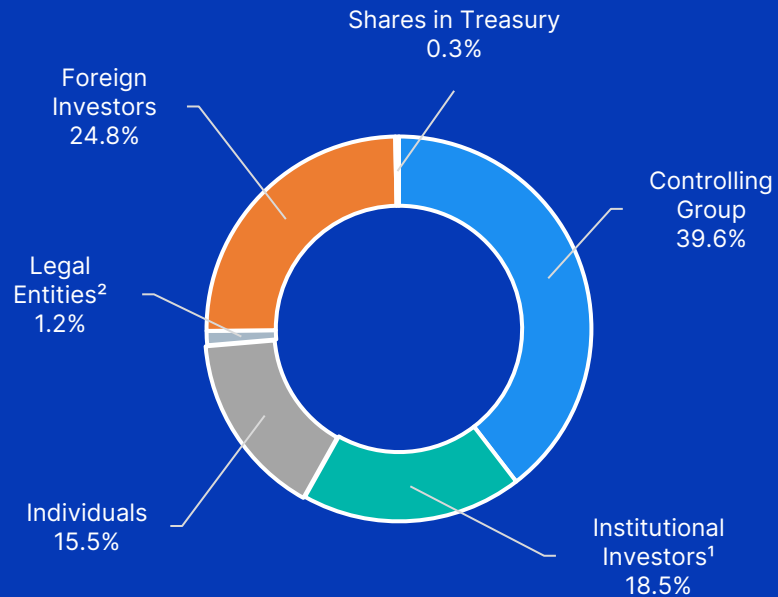


Capital Market

52,707

Shareholders at the end of 1Q24

Shareholder's Profile



¹ Investment clubs and funds

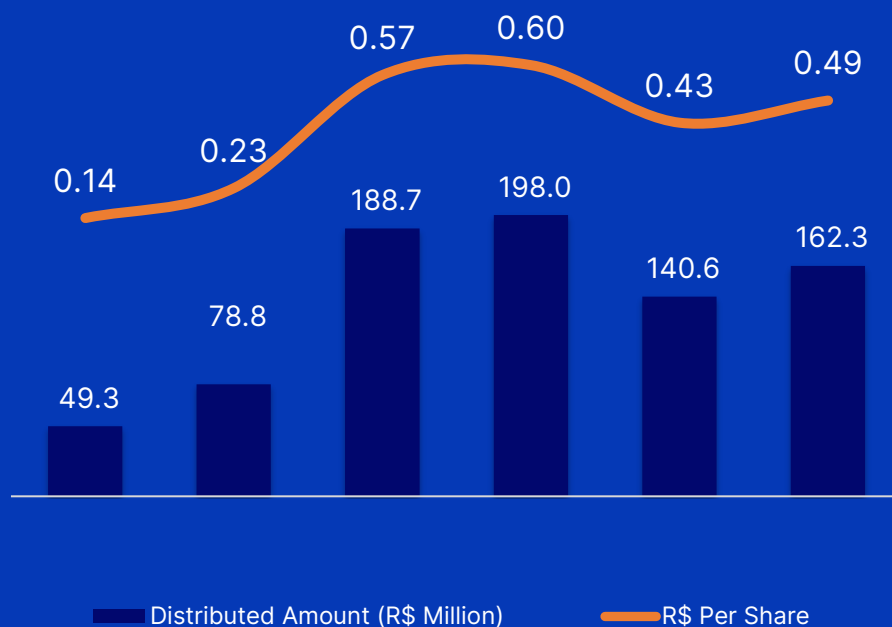
² Companys, Banks, Brokers and Associations



Capital Market

RANDONCORP

History Dividends and Interest on Equity



Market Cap

R\$ 4.0 billion

▲ 71.9%

Average Daily Trading Volume

R\$ 21 million

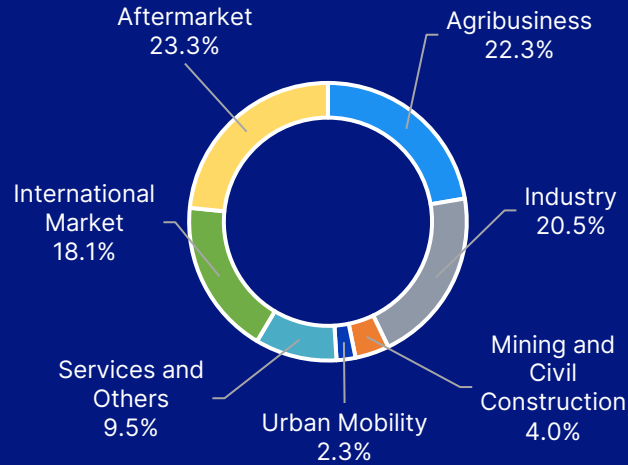
▲ -15.4%

Quarterly Comparison 1Q24 vs 1Q23.

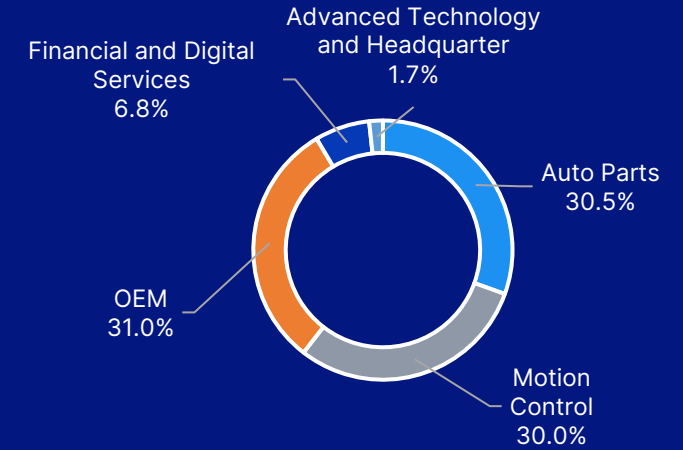


Net Revenue
 R\$ 2.5 billion
 ▼ -4.5% vs. 1Q23

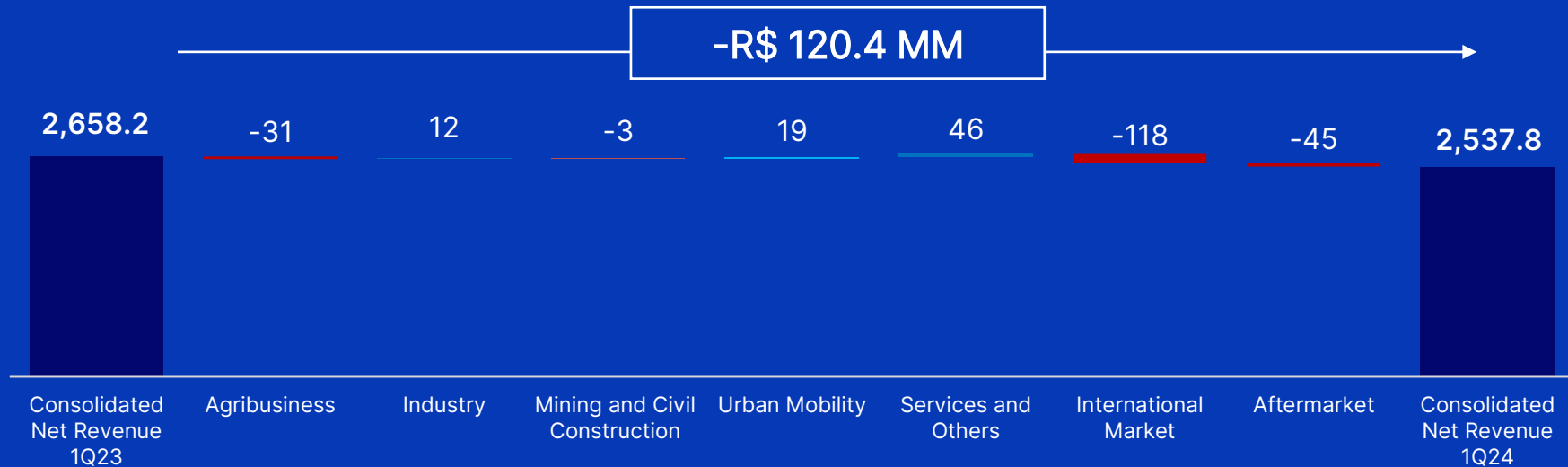
Net Revenue By Sector 1Q24



Net Revenue By Vertical 1Q24



Causal Chart of Net Revenue by Sector





Intl. Revenue

US\$ 92.5 million

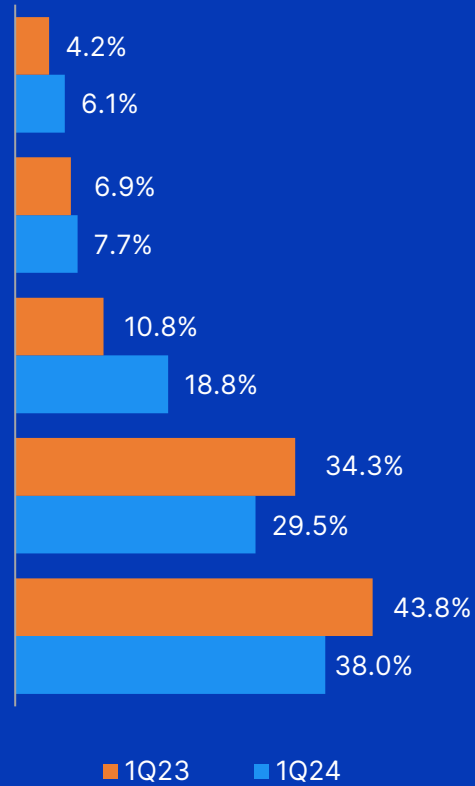
▼ -22.6% vs. 1Q23

% OF REVENUE FROM FOREIGN MARKET



1Q24 – 18.1%
1Q23 – 23.4%

International Market Revenue by Region





EBITDA

R\$ 346.9 million

▼ -21.6% vs. 1Q23

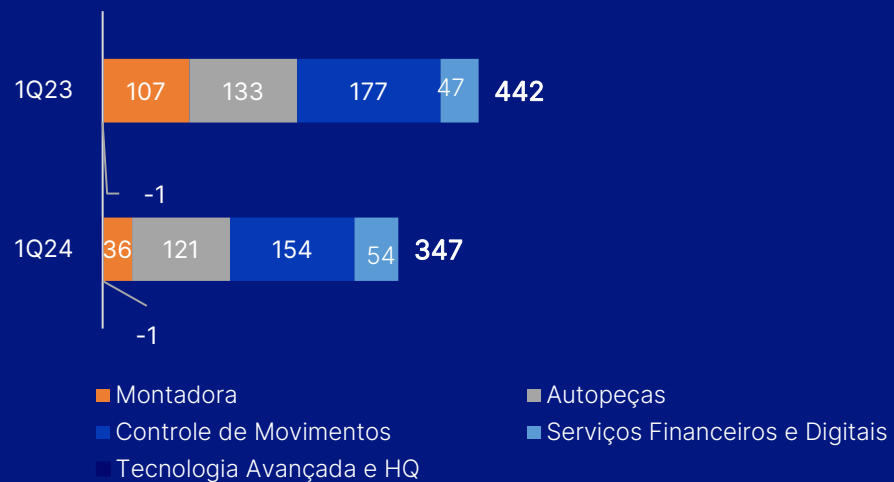
Margem EBITDA

13.7%

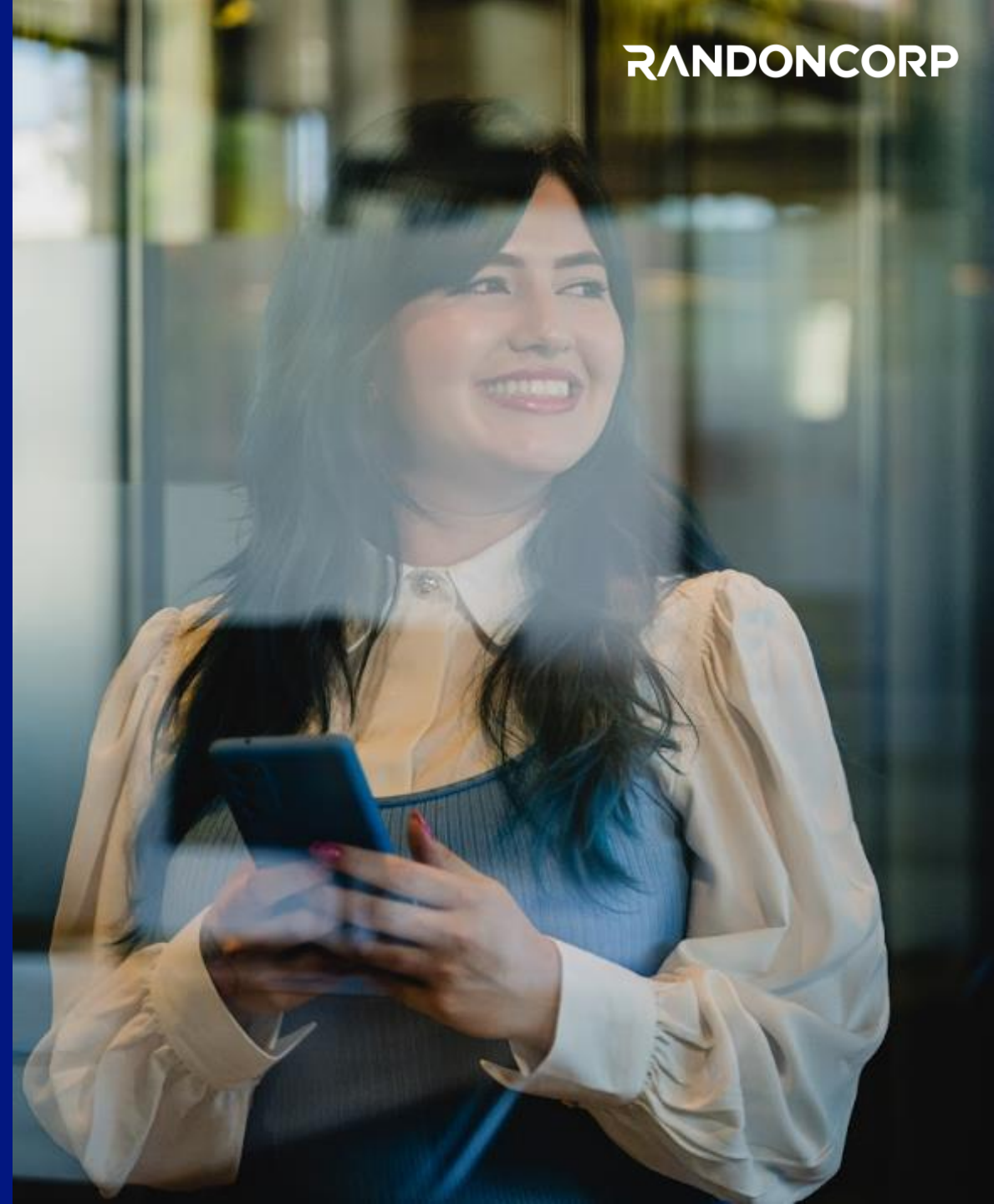
▼ 297 bps

> Consolidated EBITDA¹

R\$ Million



¹Intercompany Sales: 1Q24 - R\$ 18M x 1Q23 - R\$ 22M.





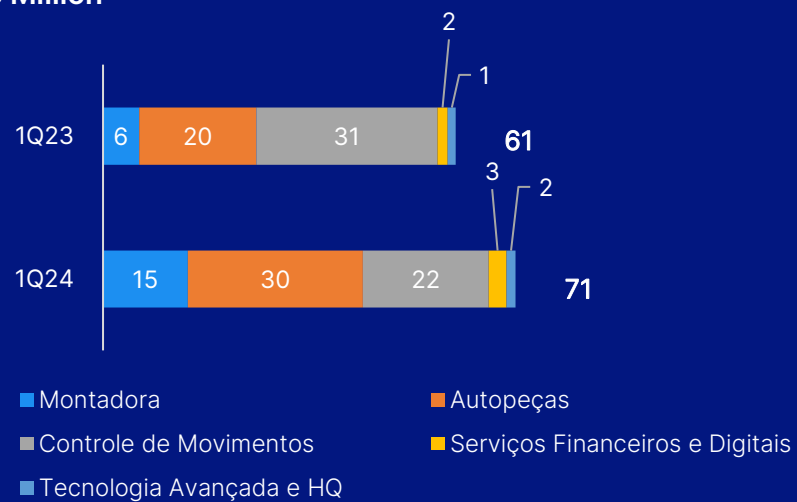
Organic Investments

R\$ 71.0 million

▲ 16.9% vs. 1Q23

> Organic Investments

R\$ Million





Outlook 2024

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**Continued recovery
in the truck market
in the country**

**International market
showing no
significant signs of
short-term recovery**

**Start of operations for
Castertech and
construction of the
Suspensys plant in
Mogi Guaçu.**

**Cost and expense
discipline**

**Debt cost reduction
and extension of
payment terms
through new
borrowings**

**Investments in asset
maintenance,
automation, and
sustainability**



Q&A

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.



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