

RANDONCORP

Building tomorrow



Earnings Release 2Q23

Safe Harbor Statement

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.**

Q&A

BY VOICE

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Delivery of the first log trailer with e-Sys system

MAXCOATING
NOVA TECNOLOGIA
NANO PAINT

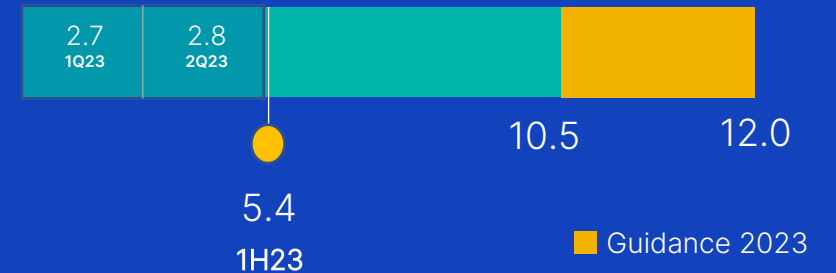
Pintura com o máximo de proteção contra corrosão e eco-friendly.

FREMAX
O MÁXIMO EM MOVIMENTO

fremax.com

Launch of the Maxcoating line, with an exclusive and unprecedented coating

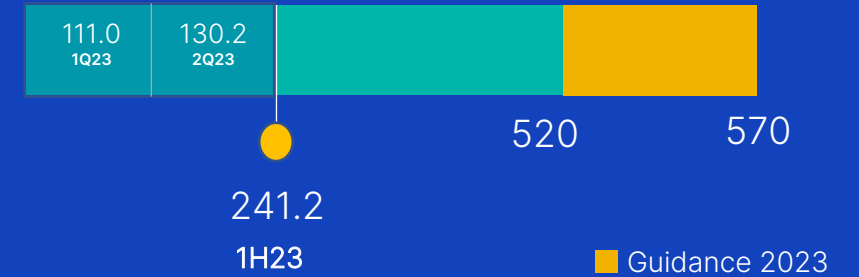
Consolidated Net Revenue (R\$ B)



Stable compared to 2Q22, with an increase of 0.2%

- > Good volumes sold to the aftermarket and trailer markets
- > Addition of revenues from acquired companies
- > Expansion of sales to the international market

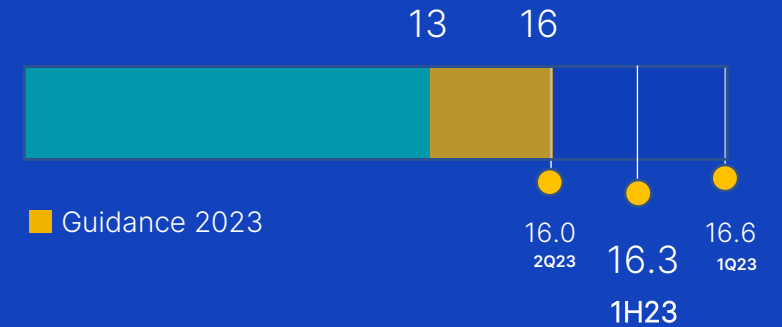
International Market Revenues (US\$ M)



Growth of 15.8% compared to 2Q22

- > Business expansion to the USA
- > Additional sales to Europe
- > Exports challenges to Latin American countries

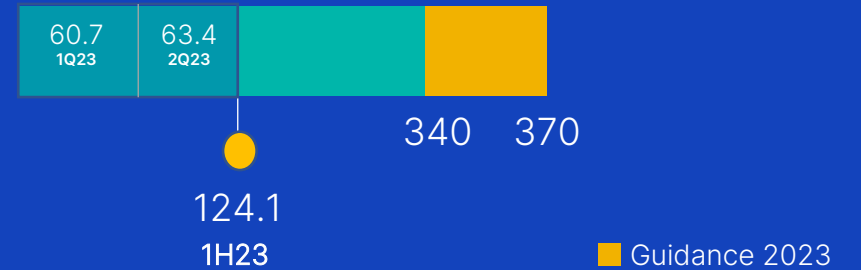
EBITDA Margin (%)



R\$ 444.4 million of Consolidated EBITDA in 2Q23

- > Decrease in the cost of raw materials
- > Mix of products sold with higher added value
- > Gains in operational efficiency and synergy between our operations

Organic Investments (R\$ M)

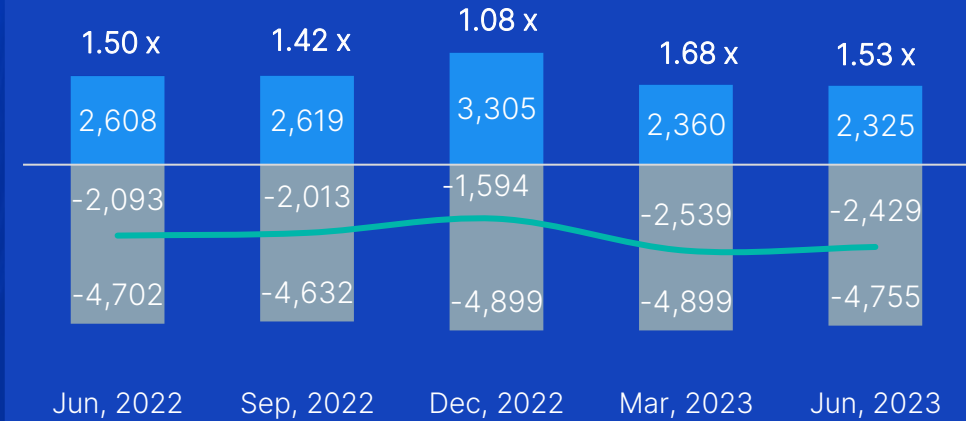


Total investments of R\$ 99.1 million in 2Q23

> Machines and equipment for expansion, automation and productivity gains

Net Debt
(Without Banco Randon)
R\$ Million

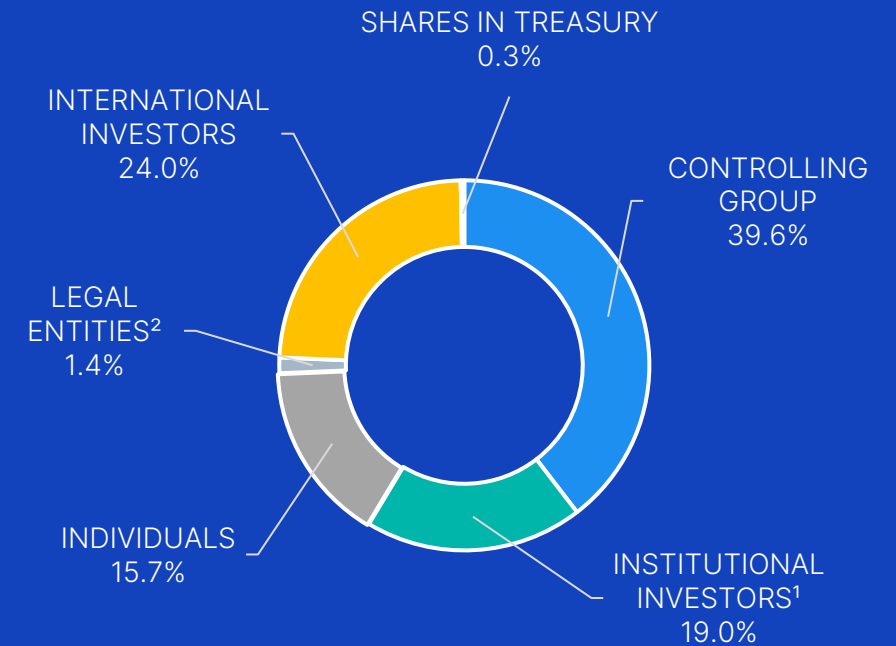
*Net Debt/EBITDA



Loans Cash Consolidated Net Debt (without Randon Bank)

Shareholders Profile

By number of shares



¹ Investment clubs and funds

² Companies, banks, brokers and associations

**46,186 shareholders
at the end of 2Q23**

Market Overview

		2Q23	2Q22	Δ%	1H23	1H22	Δ%
Production	Trucks ¹	22,676	37,389	-39.4%	47,173	71,772	-34.3%
	Trailers ³	22,558	22,020	2.4%	44,753	42,473	5.4%
Brazil Sales	Trucks ¹	23,931	30,753	-22.2%	52,547	57,605	-8.8%
	Trailers ²	21,180	20,695	2.3%	42,070	40,014	5.1%
Exports	Trucks ¹	3,694	6,453	-42.8%	8,162	11,138	-26.7%
	Trailers ³	1,378	1,325	4.0%	2,683	2,459	9.1%

¹ Anfavea | ² Anfir | ³ Anfir + Aliceweb

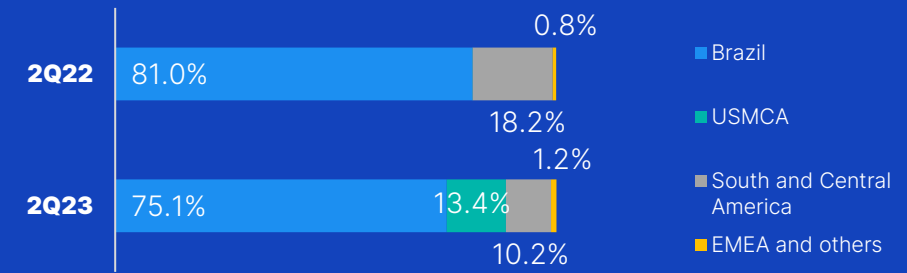
Volumes in units

- > Drop in production and sales of trucks with the shutdown of OEMs and increase in inventories
- > Stability of trailer volumes in the domestic market and increase in exports due to sales in the North American market
- > Continuity of good momentum in the aftermarket

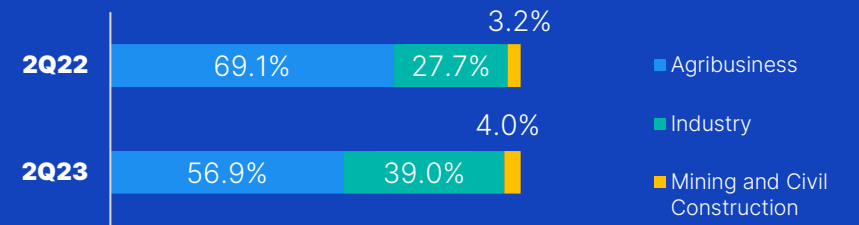
OEM (Trailers)



Net Revenue by Region (% o/CNR)



Sector Exposure (% o/trailers deliveries)



Auto Parts

R\$ 816.8
million

Net Revenue

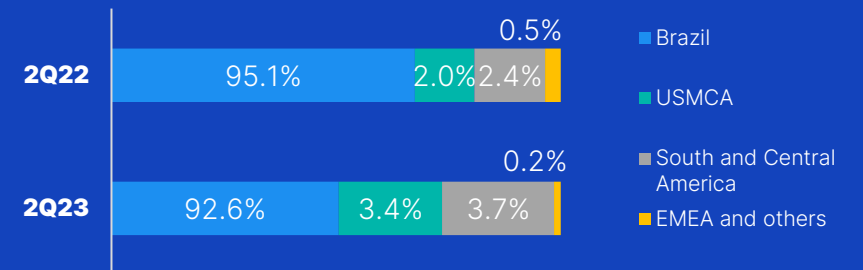
US\$ 12.2
million

Intl. Revenues

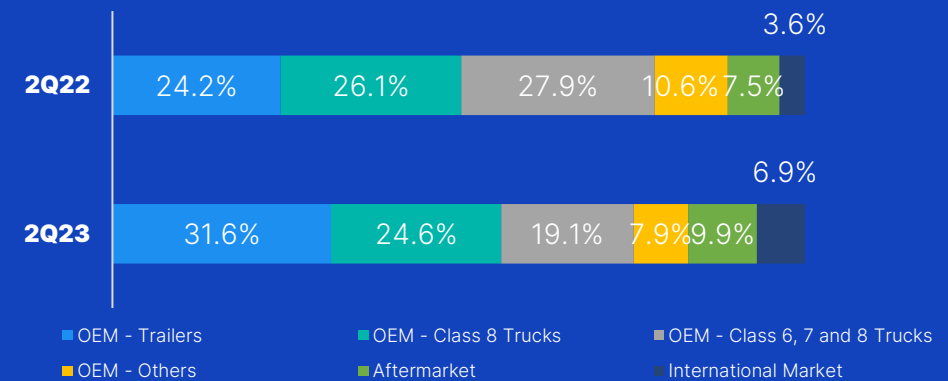
R\$ 131.0
million
16.0%

EBITDA | Margin

Net Revenue by Region (% o/CNR)



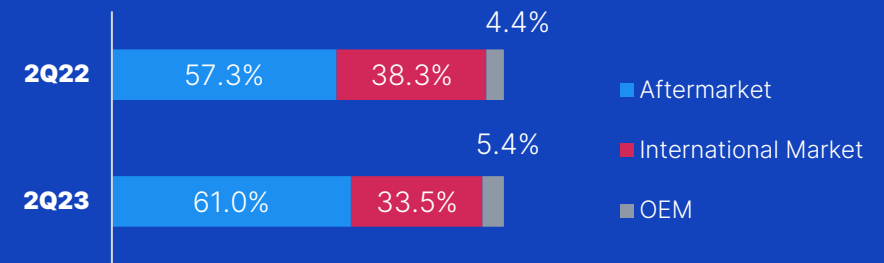
Net Revenue by Segment (% o/CNR)



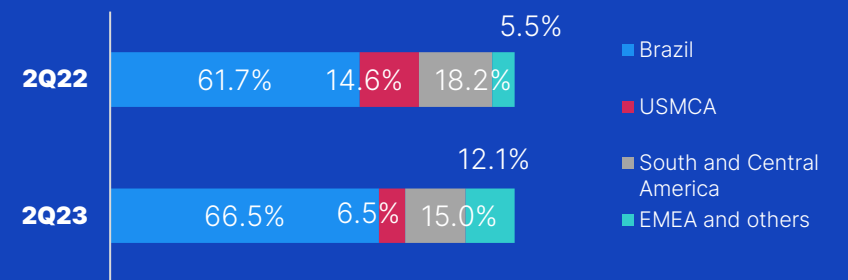
Motion Control



Net Revenue by Segment
(% o/CNR)



Net Revenue by Region
(% o/CNR)



Financial and Digital Services

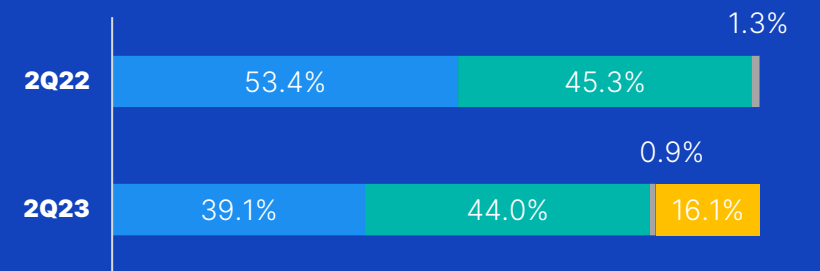
R\$ 178.7
million

Net Revenue

R\$ 50.0
million
28.0%

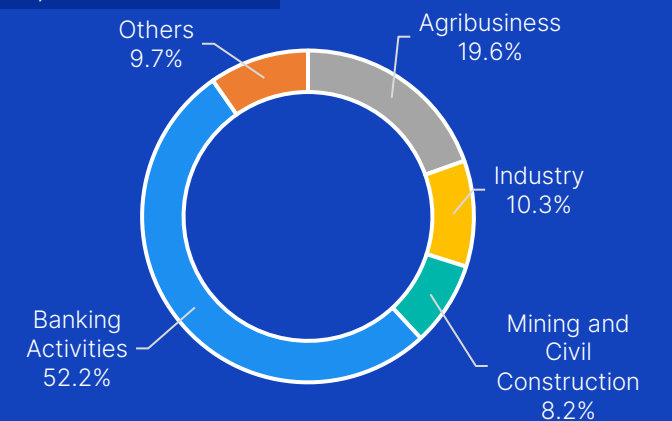
EBITDA | Margin

Net Revenue by Product (% o/CNR)



■ Coop-payment plans ■ Credit ■ Insurance ■ Innovation and Technology

Net Revenue by Segment (% o/CNR)



Advanced Technology and Headquarter

R\$ 48.0
million

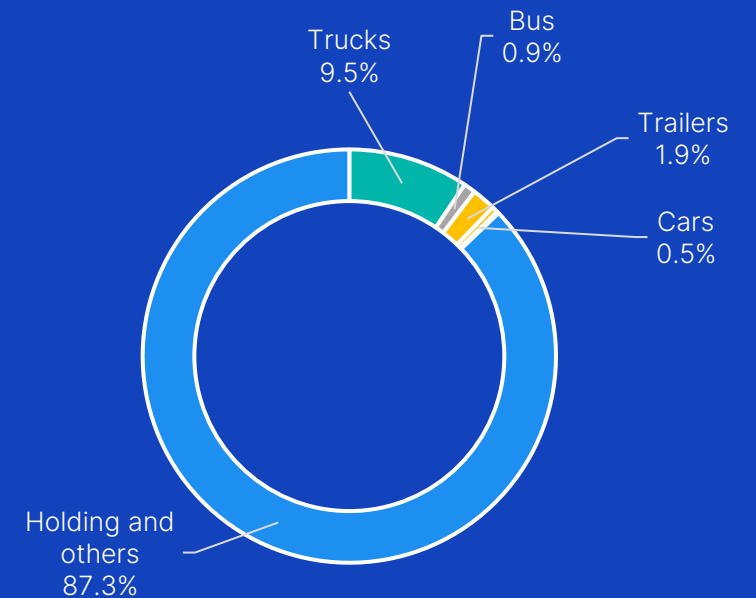
Net Revenue

-R\$ 2.1
million
-4.3%

EBITDA | Margin

EBITDA disregards the effects of the headquarter's equity income.

Net Revenue By Segment
(% o/CNR)



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