

RANDONCORP

Building tomorrow



Earnings Release

4Q23

Caxias do Sul, March 12, 2024.

CAPITAL MARKET

* Data from December 31, 2023



RAPT3 – R\$ 12.00

RAPT4 – R\$ 12.80

MARKET CAP – R\$ 4.1 billion

FREE FLOAT – 60.1%

We are **Randoncorp**, and, for over 75 years, we have been developing equipment, automotive systems, and transportation services solutions.

As a Company with a diversified business model, distributed in 5 verticals, we serve different markets and geographies.

Our headquarter is in Caxias do Sul, RS, Brazil, and we have units located on four continents. Altogether, we have 32 industrial plants, and our products are sold in more than 120 countries.

Purpose

Connecting people and riches, to generate prosperity.

Principles

- › Satisfied customer
- › Ethics
- › Innovation and technology
- › Profit with sustainability
- › People valued and respected
- › Image and legacy preservation
- › Safety and quality
- › We are Randoncorp

Strategic Guidelines

- › Innovation and technology as differentiators
- › Absolute focus on customers
- › Diversification with focus
- › Financial strength
- › Leveraging synergies
- › Company desired to work
- › Sustainability (ESG) prioritized



[Click here to download the charts in this report.](#)

EARNINGS CONFERENCE CALL



March 13, 2024, Wednesday
10 a.m. Brazil | 9 a.m. NY | 1 p.m. London

Broadcasting in Portuguese and English

Translation into Brazilian sign language

[Click here](#) to access the event.

INVESTOR RELATIONS

Paulo Prignolato – CFO and IRO
Esteban M. Angeletti - Director
Davi C. Bacichette – Coordinator
Caroline I. Colleto – Consultant
Gustavo Schwaizer – Analyst



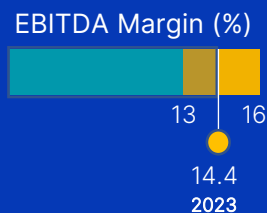
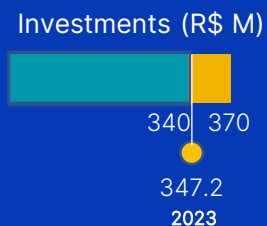
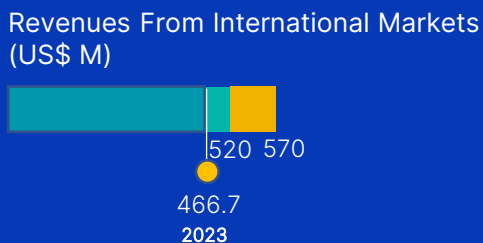
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RAPT

B3 LISTED N1

IBRA B3 | IGCB3 | IGCT B3 | INDXB3 | ITAG B3 | SMLL B3 | IAGRO-FFS B3

R Guidance 2023



■ 2023 Guidance Range

4Q23 Economic and Financial Highlights

Net Revenues
R\$ 2.6 billion

Decrease of 10.2% compared to 4Q22, mainly due to lower demand for auto parts, as a result of the drop in truck production in the country, and the effects of the economic scenario experienced in Argentina in the period.

International Markets
US\$ 81.3 million

A 20.8% drop compared to 4Q22, mainly explained by the slowdown in the market for trailers and friction materials in Latin American countries, in addition to the effects of the economy in Argentina.

EBITDA
R\$ 287.2 million
11.2% o/NR

Stability in margins compared to 4Q22, even with the seasonality of the period and greater complexity in the economic environment, highlighting the resilience of our business model.

Net Profit
R\$ 55.4 million
2.2% o/NR

Net margin decreased by 100 bps compared to 4Q22, reflecting the other indicators explained above, combined with a higher share of profit attributable to minority shareholders.

Total Investments
R\$ 414.6 million

Carried out in capital paid-in in our subsidiaries and in the construction and improvements of companies recently acquired and/or incorporated by the Company.

Net Debt
R\$ 1.6 billion
(Without Randon Bank)
1.03x (Net Debt/EBITDA)

Reduction in leverage, due to lower working capital, resulting from a series of initiatives implemented by the Company, such as strict inventory control and better use of taxes to be recovered.

Forward-looking statements and information are not assurance of performance. They involve risks, uncertainties and assumptions, since they refer to future events, depending, therefore, on circumstances that may or may not occur. Future results and the creation of shareholder value may differ significantly from those expressed or suggested by the statements related to the future. Many of the factors that will determine these results and values are beyond our ability to control or predict.

Main Figures

Economic Highlights	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Consolidated Gross Revenue	3,174,457	3,501,850	-9.3%	3,568,314	-11.0%	13,398,120	13,698,035	-2.2%
Consolidated Net Revenue	2,556,127	2,847,923	-10.2%	2,896,681	-11.8%	10,887,843	11,152,417	-2.4%
International Market Revenues US\$ ¹	81,291	102,646	-20.8%	119,121	-31.8%	466,691	436,463	6.9%
Consolidated Gross Profit	583,789	592,344	-1.4%	697,283	-16.3%	2,793,355	2,624,762	6.4%
Gross Margin (%)	22.8%	20.8%	204 bps	24.1%	-123 bps	25.7%	23.5%	212 bps
Consolidated EBITDA	287,242	322,336	-10.9%	396,374	-27.5%	1,570,220	1,504,964	4.3%
EBITDA Margin (%)	11.2%	11.3%	-8 bps	13.7%	-245 bps	14.4%	13.5%	93 bps
Adjusted EBITDA	281,120	327,815	-14.2%	396,374	-29.1%	1,576,728	1,510,443	4.4%
Adjusted EBITDA Margin (%)	11.0%	11.5%	-51 bps	13.7%	-269 bps	14.5%	13.5%	94 bps
Net Profit	55,368	89,440	-38.1%	87,413	-36.7%	381,687	471,719	-19.1%
Net Margin (%)	2.2%	3.1%	-97 bps	3.0%	-85 bps	3.5%	4.2%	-72 bps
Earnings per share R\$	0.17	0.27	-38.1%	0.27	-36.7%	1.16	1.43	-18.7%

Financial Highlights

Equity	2,777,776	2,744,765	1.2%	2,944,686	-5.7%	2,777,776	2,744,765	1.2%
Investments ²	414,559	492,758	-15.9%	118,469	249.9%	948,221	1,221,200	-22.4%
Net Debt	3,174,679	2,925,301	8.5%	3,615,885	-12.2%	3,174,679	2,925,301	8.5%
Net Debt (Without Randon Bank)	1,584,986	1,594,320	-0.6%	2,121,322	-25.3%	1,584,986	1,594,320	-0.6%
Leverage	2.02 x	1.94 x	4.0%	2.25 x	-10.2%	2.02 x	1.94 x	4.0%
Leverage (Without Randon Bank)	1.03 x	1.08 x	-4.6%	1.35 x	-23.7%	1.03 x	1.08 x	-4.6%
ROE (last 12 months)	13.9%	18.7%	-480 bps	15.1%	-123 bps	13.9%	18.7%	-480 bps
ROIC (last 12 months)	14.1%	14.8%	-63 bps	13.0%	113 bps	14.1%	14.8%	-63 bps

Capital Market

	12/31/23	12/31/22	Δ%	09/30/23	Δ%
RAPT4 Closure Quote ³	12.80	7.90	62.0%	11.39	12.4%
RAPT3 Closure Quote ³	12.00	7.64	57.1%	9.08	32.2%
RAPT4 Total Shares ⁴	212,815	212,815	0.0%	212,815	0.0%
RAPT3 Total Shares ⁴	116,516	116,516	0.0%	116,516	0.0%
Market Cap ⁵	4,108,946	2,563,226	60.3%	3,470,114	18.4%
RAPT4 Treasury Shares ⁴	1,037	1,037	0.0%	1,037	0.0%
Price Over Book Value ³	11.87	11.64	2.0%	12.59	-5.7%

¹ Exports + Revenues from International Markets (both consolidated)

² Capex + Non-Organics + Paid-in Capital

³ Values in R\$ and adjusted to dividends and interest on equity paid

⁴ Values in Thousands

⁵ Values in R\$ Thousands

Business Overview

We ended 2023 with a positive outlook on Randoncorp's future, explained by the solid results we presented, even in the face of a complex scenario in some of our markets and in the global macroeconomic context. We highlight not only our diversification strategy, but also the assertiveness of the initiatives we have adopted throughout the year to overcome each challenge that has come our way.

The constant search for new sources of revenue, increased efficiency, cost reduction, and investment discipline were present in each decision-making. And this, without losing sight of the future, focusing efforts on valuing our people, growing our operations and launching increasingly sustainable products and services.

In this sense, in 4Q23 we announced the contract for the supply of front axles to Mercedes-Benz do Brasil, the Brazilian subsidiary of one of the largest global manufacturers of trucks and buses. With potential revenues of R\$ 7 billion in up to 10 years and expected to start operating in 2025, it adds a new product portfolio for Auto Parts Vertical. In addition, it strengthens our presence in the important OEM market, which despite the strong downturn in 2023, has the prospect of a consistent recovery in the coming years.

Also committed to our financial strength, we highlight the work done in 2023 to reduce working capital and to diversify the Company's funding sources. During the preparation of this report, we disclosed to the market our first sustainable funding, which in addition to reaffirming our commitment to the ESG agenda, strengthens our cash position for the continuity of Randoncorp's growth.

And so we will continue the tone of what the last few years have been, overcoming challenges that are always present in the business environment, and delivering consistent results through the resilience and synergies that we capture in everything we do at Randoncorp.

Market Overview

		4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Production	Trucks ¹	28,770	45,141	-36.3%	24,592	17.0%	100,535	161,816	-37.9%
	Trailers ³	26,091	22,089	18.1%	25,238	3.4%	96,082	88,537	8.5%
Brazil Sales	Trucks ¹	29,021	33,480	-13.3%	26,456	9.7%	108,024	126,642	-14.7%
	Trailers ²	24,497	20,450	19.8%	23,717	3.3%	90,284	82,837	9.0%
Exports	Trucks ¹	4,479	7,478	-40.1%	4,305	4.0%	16,946	25,455	-33.4%
	Trailers ³	1,594	1,639	-2.7%	1,521	4.8%	5,798	5,700	1.7%

¹ Anfavea

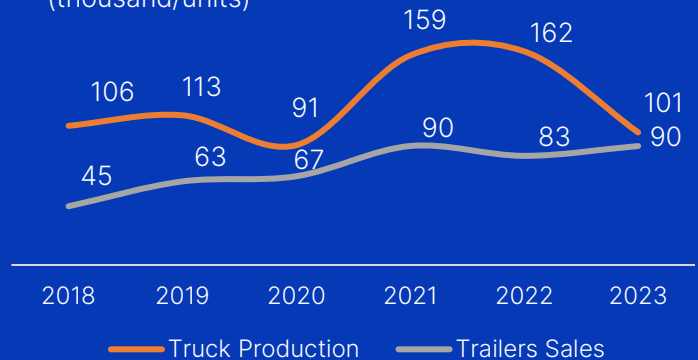
² Anfir

³ Anfir + Aliceweb

Volumes in units

Automotive Market Historical Data

(thousand/units)



> **Trucks:** although demand still fell when compared to 2022 volumes, in 4Q23 there was a resumption in the pace of production and sales in this market, with levels higher than previous quarters. For 2024, OEMs have announced the reactivation of production shifts, corroborating the improvement in the scenario for this segment.

> **Trailers:** sales to the domestic market remained strong, driven by agribusiness demand and the renewal of fleets in the tank segment. Exports have been affected by political and economic crises in Latin American countries, with reduced volumes for this region.

> **Aftermarket:** continued good demand, mainly due to the increase in the maintenance of passenger vehicles and light commercial vehicles in the country, which can be observed by the 13.8% increase in the number of visits in Brazilian garages, comparing 2023 with 2022, released by CINAU (Automotive Intelligence Center).



Consolidated Performance



Consolidated Net Revenue

	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Net Revenue	2,556,127	2,847,923	-10.2%	2,896,681	-11.8%	10,887,843	11,152,417	-2.4%
Domestic Market	2,149,350	2,308,447	-6.9%	2,314,813	-7.1%	8,551,682	8,901,160	-3.9%
International Market ¹	406,777	539,476	-24.6%	581,868	-30.1%	2,336,161	2,251,257	3.8%

¹ Exports + Revenues from International Markets (Both Consolidated)

Values in R\$ Thousands

Consolidated net revenue totaled R\$ 2.6 billion in 4Q23, down 10.2% from 4Q22 and 11.8% from 3Q23. Year on year, the indicator dropped 2.4%, reaching R\$ 10.9 billion in 2023 (R\$ 11.2 billion in 2022).

Regarding 4Q23, we highlight:

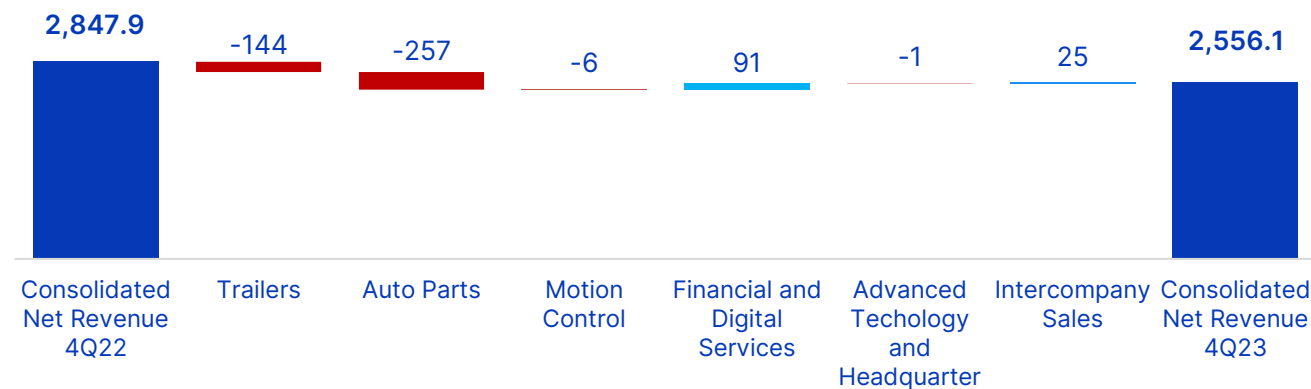
- > Increased sales to the aftermarket in the three industrial verticals, a strategic segment for the resilience of our results.
- > Addition of revenues from recently acquired operations, of which R\$ 52.6 million in the international market (Hercules and Juratek) and R\$ 26.9 million in Brazil (DB), those units were not fully part of the Company in 4Q22.
- > Sales level of some product lines was affected by the seasonality of the period, which included vacations and "system blackout" due to the update of the Company's ERP.
- > Impact of the drop in volumes on the truck market, especially in the Auto Parts Vertical.
- > Reduction in revenues in the international market in the quarterly comparisons, especially due to the effects of the plants in Argentina, explained in "Note about Argentina" (on the left side of this page), whose impact totaled R\$ 156.5 million in the period, and due to the drop in demand in Latin American countries.

Note about Argentina: The figures presented for our operations in **Argentina** were impacted by the high devaluation of the Argentine Peso, as well as inflation in the period. Following international accounting standards (IAS 29 – CPC 42), the accumulated results were adjusted to the new levels of these indicators, resulting in significant impacts on the 4Q23 results, to be explained throughout this report.

We emphasize that the companies located in this country continue to operate normally, generating results within the Company's expectations.

The impacts related to the mentioned effect are not considered non-recurring events because they are operational and usual to the business and have been highlighted in this report for better comparative analysis with previous periods.

To access the summary data of the impacts, in Excel, [click here](#).



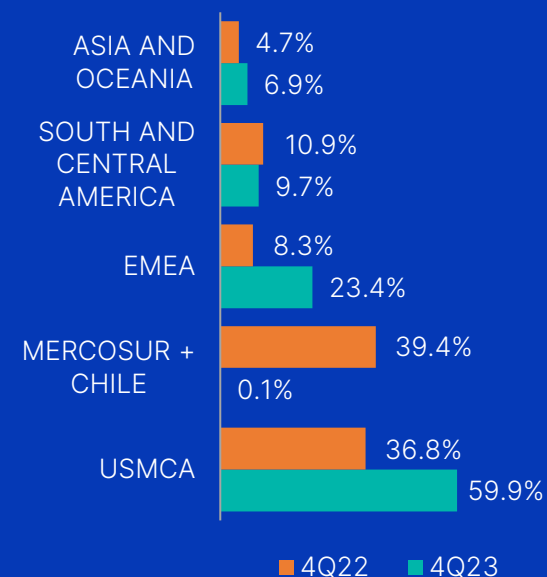
Values in R\$ Million

Revenues From International Markets

Exports	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
OEM	27,750	30,247	-8.3%	25,699	8.0%	108,005	115,746	-6.7%
Auto Parts	11,409	11,676	-2.3%	11,972	-4.7%	45,651	43,409	5.2%
Motion Control	26,656	25,023	6.5%	25,270	5.5%	108,484	103,653	4.7%
Financial and Digital Services	65	-	-	282	-76.9%	654	-	-
Advanced Technology and HQ	671	600	11.8%	824	-18.6%	2,560	1,918	33.5%
Sub-Total	66,550	67,545	-1.5%	64,047	3.9%	265,354	264,726	0.2%
(-) Intercompany Sales	-16,067	-19,856	-19.1%	-18,540	-13.3%	-70,700	-74,061	-4.5%
Consolidated Exports	50,483	47,689	5.9%	45,507	10.9%	194,654	190,665	2.1%
Revenues from International Units	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
OEM	6,441	21,076	-69.4%	16,020	-59.8%	76,934	70,985	8.4%
Auto Parts	560	289	93.6%	730	-23.3%	2,312	2,110	9.6%
Motion Control	29,309	37,907	-22.7%	61,777	-52.6%	211,949	195,615	8.3%
Sub-Total	36,311	59,272	-38.7%	78,527	-53.8%	291,195	268,710	8.4%
(-) Intercompany Sales	-5,503	-4,315	27.5%	-4,913	12.0%	-19,158	-22,912	-16.4%
Total	30,807	54,957	-43.9%	73,614	-58.2%	272,037	245,798	10.7%
International Market	81,291	102,646	-20.8%	119,121	-31.8%	466,691	436,463	6.9%

Values in US\$ Thousands

International Market by Region



Revenues from the international market totalled US\$ 81.3 million in 4Q23, a decrease of 20.8% compared to 4Q22, representing 15.9% of consolidated net revenue. In 2023, this indicator reached US\$ 466.7 million, 6.9% higher than the same period in 2022 and represented 21.5% of the Company's net revenue (20.2% in 2022).

The main highlights of the period are:

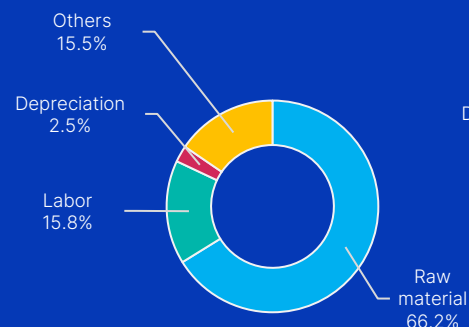
- › Addition of US\$ 8.3 million from Juratek, acquired in 1Q23, which is part of Motion Control Vertical.
- › Decrease of 43.3% in revenues from operations abroad, mainly explained by the effects of the currency devaluation in Argentina, already detailed in Note about Argentina, which significantly affected the performance of the Mercosur + Chile region in 4Q23.
- › Increased sales in Europe and Africa offset part of the drop in volumes in Latin America, due to the effects on Argentina's subsidiaries and Chile's economic situation, with a significant contraction in the semi-trailer market.
- › Sales of trailers to the U.S. performed well in the quarterly comparisons, mainly as a result of the volumes exported from Brazil. However, Hercules' operation slowed down due to lower demand from the local market.
- › USMCA continued to be the most representative region for the Company's international market revenues, due to the increase in sales of trailers, auto parts and friction materials.

Cost Of Goods Sold (COGS)

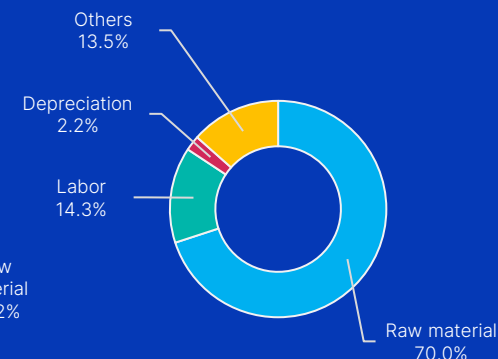
The Company's COGS totaled R\$ 2.0 billion in 4Q23, 77.2% of consolidated net revenue, compared to R\$ 2.3 billion and 79.2% of consolidated net revenue in 4Q22. The main highlights about 4Q23 COGS were:

- > Reduction in raw material costs in the comparatives, mainly due to the price drop in metal inputs and resins.
- > Negative impact of R\$ 21.8 million in the period, related to the Tax on Imports in Argentina (PAIS), instituted in August 2023 and which underwent a rate adjustment in December, from 7.5% to 17.5%.
- > Positive effect of the currency reconversion of subsidiaries located in Argentina, which benefited this indicator by R\$ 64.9 million in the period.
- > Exclusion of ICMS tax in the calculation basis of PIS and COFINS taxes credit in the non-cumulative modality has burdened this indicator since the second quarter of 2023.

4Q23 COGS BREAKDOWN¹



4Q22 COGS BREAKDOWN¹



¹ Consolidated information

Sales, General and Administrative Expenses

	4Q23	%	4Q22	%	Δ%	3Q23	%	Δ%	2023	%	2022	%	Δ%
Selling Expenses	-192,259	-7.5%	-146,476	-5.1%	31.3%	-191,572	-6.6%	0.4%	-757,506	-7.0%	-717,075	-6.4%	5.6%
Administrative Expenses	-184,886	-7.2%	-162,275	-5.7%	13.9%	-152,520	-5.3%	21.2%	-663,445	-6.1%	-541,434	-4.9%	22.5%
Other Expenses/ Income	31	0.0%	-31,192	-1.1%	-100.1%	-26,350	-0.9%	-100.1%	-85,766	-0.8%	-113,717	-1.0%	-24.6%
Other Operating Expenses	-63,523	-2.5%	-73,867	-2.6%	-14.0%	-46,259	-1.6%	37.3%	-219,087	-2.0%	-202,791	-1.8%	8.0%
Other Operating Income	63,553	2.5%	42,675	1.5%	48.9%	19,908	0.7%	219.2%	133,321	1.2%	89,074	0.8%	49.7%
Equity Income	-2,009	-0.1%	1,105	0.0%	-281.8%	-126	0.0%	1497.1%	-2,070	0.0%	-280	0.0%	639.8%
Total Operating Exp/ Income	-379,123	-14.8%	-338,837	-11.9%	11.9%	-370,569	-12.8%	2.3%	-1,508,787	-13.9%	-1,372,506	-12.3%	9.9%

Values in R\$ Thousand and % over Net Revenue

Operating expenses totaled R\$ 379.1 million in 4Q23, representing 14.8% of consolidated net revenue and an increase of 11.9% when compared to 4Q22 (R\$ 338.8 million and 11.9% o/CNR). The comparison of these indicators is affected by three main factors: i) the adoption of CPC 47 (similar to IFRS 15) in 4Q22, which reversed expenses of R\$ 86.7 million in the period. ii) impacts on operations in Argentina, as explained in Note about Argentina (page 6), which benefited 4Q23 by R\$ 64.3 million. iii) addition of expenses of companies acquired after 4Q22 (R\$ 23.8 million).

In addition to these effects, the quarterly changes are mainly explained by:

- > **Selling expenses:** freights higher than the historical average, due to the increase in exports to regions such as Africa and the USA.
- > **Administrative Expenses:** expenses with the update of SAP ECC ERP system, to SAP S/4HANA.
- > **Other Operating Revenues:** one-off revenue related to Nakata's business combination (R\$ 28.5 million).
- > **Other Operating Expenses:** one-off expenses related to impairments in verticals OEM (R\$ 5.1 million), Auto Parts (R\$ 2.9 million), Motion Control (R\$ 13.3 million) and Advanced Technology and Headquarter (R\$ 1.1 million).
- > **Equity Income:** the 4Q23 value refers to the company Addiante, which is in the initial phase of its operations.

Consolidated EBITDA

Consolidated EBITDA totaled R\$ 287.2 million in 4Q23, with an EBITDA margin of 11.2%, in line with 4Q22.

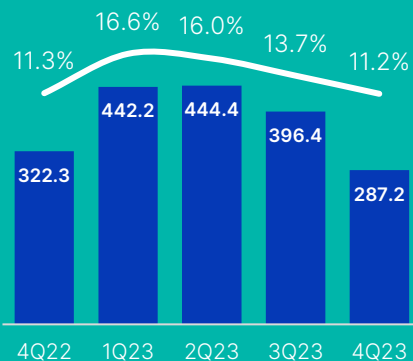
We had one-offs in 4Q23, explained in the previous chapter in other operating revenues or expenses, which together positively impacted EBITDA for the period in R\$ 6.1 million.

Adjusting this amount to the indicator, we have Adjusted EBITDA of R\$ 281.1 million and Adjusted EBITDA margin of 11.0%.

Further details will be explained in the chapter Performance by Business Verticals.

EBITDA/ EBITDA Margin

Consolidated - R\$ Million and %/ CNR



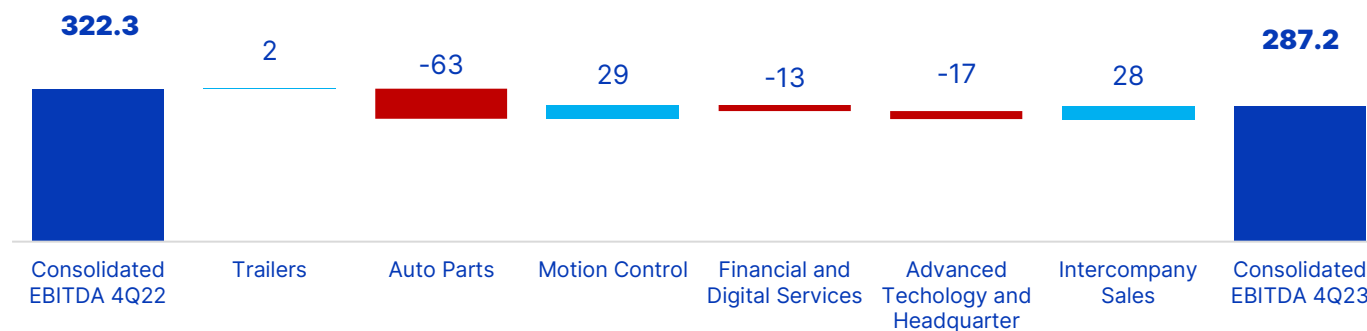
	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Net Profit	55,368	89,440	-38.1%	87,413	-36.7%	381,687	471,719	-19.1%
Discontinued Operation	79	56	40.6%	72	-209.4%	264	652	-59.4%
Interest of non-controlling shareholders	-68,352	-40,231	69.9%	-78,389	-12.8%	-281,802	-194,683	44.7%
Income Tax and Social Contribution	-43,833	-6,952	530.5%	-72,336	-39.4%	-278,015	-216,205	28.6%
Financial Income	-37,191	-116,939	-68.2%	-88,504	-58.0%	-343,328	-370,301	-7.3%
EBIT	204,666	253,506	-19.3%	326,714	-37.4%	1,284,568	1,252,256	2.6%
Depreciation and Amortization	82,577	68,830	20.0%	69,660	18.5%	285,652	252,708	13.0%
Consolidated EBITDA	287,242	322,336	-10.9%	396,374	-27.5%	1,570,220	1,504,964	4.3%
EBITDA Margin (%)	11.2%	11.3%	-8 bps	13.7%	-245 bps	14.4%	13.5%	93 bps
One-Offs	-	6,122	5,479	-211.7%	-	6,508	5,479	18.8%
Consolidated Adjusted EBITDA¹	281,120	327,815	-14.2%	396,374	-29.1%	1,576,728	1,510,443	4.4%
Adjusted EBITDA Margin (%)	11.0%	11.5%	-51 bps	13.7%	-269 bps	14.5%	13.5%	94 bps

¹ Breakdown of EBITDA by vertical in the Performance by Business Vertical chapter

Values in R\$ Thousands

We highlight EBITDA in 4Q23:

- › Recovery in the margins of the OEM Vertical, mainly due to the mix of products with higher added value and the reduction in raw material costs, compared to 4Q22.
- › Motion Control Vertical showed growth in margins due to resilient demand from the aftermarket and efficiency of its operations, even though EBITDA for the period was negatively impacted by the effects of Argentina, already explained in the previous chapters.
- › Profitability of Auto Parts Vertical decreased in the quarterly comparison, due to the accounting of one-off operating expenses, such as those related to the incorporation of companies and the impairment of an operating unit.
- › The impacts of operations in Argentina, explained in Note about Argentina (page 6), added to the PAIS tax, both already detailed in this report, negatively affected consolidated EBITDA by R\$ 49.2 million in the period.



Values in R\$ million.

Financial Result

	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Financial Revenues	182,152	191,544	-4.9%	221,424	-17.7%	719,514	709,834	1.4%
Financial Expenses	-295,512	-321,007	-7.9%	-330,488	-10.6%	-1,190,237	-1,162,179	2.4%
Monetary Adjustment (IAS 29)	76,169	12,524	508.2%	20,560	270.5%	127,394	82,044	55.3%
Net Financial Income	-37,191	-116,939	-68.2%	-88,504	-58.0%	-343,328	-370,301	-7.3%

Values in R\$ Thousand

- > Reduction of the cost of debt by the drop in the Selic rate.
- > Negative impact of R\$ 11.8 million from the adjustment to present value of the Business Combination in the Motion Control Vertical.
- > Positive effects of hyperinflation and reconversion related to the results of operations located in Argentina and the monetary adjustment of capital gains, which together totaled R\$ 104.2 million in 4Q23.

To open the financial result, see explanatory note 32 next to the Annual Financial Statements.

The Company's net financial result reached negative R\$ 37.2 million at the end of the quarter, against negative R\$ 116.9 million in 4Q22.

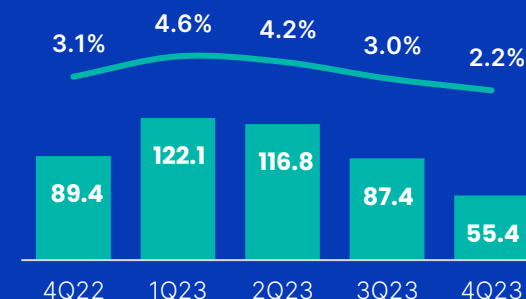
Below are the main highlights of this indicator:

Net Income

	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
EBIT	204,666	253,506	-19.3%	326,714	-37.4%	1,284,568	1,252,256	2.6%
Financial Income	-37,191	-116,939	-68.2%	-88,504	-58.0%	-343,328	-370,301	-7.3%
Earnings Before Taxes	167,474	136,567	22.6%	238,210	-29.7%	941,240	881,955	6.7%
Income Tax and Social Contribution	-43,833	-6,952	530.5%	-72,336	-39.4%	-278,015	-216,205	28.6%
Discontinued Operation	79	56	40.6%	-72	-209.4%	264	652	-59.4%
Interest of non-controlling shareholders	-68,352	-40,231	69.9%	-78,389	-12.8%	-281,802	-194,683	44.7%
Net Profit	55,368	89,440	-38.1%	87,413	-36.7%	381,687	471,719	-19.1%
Net Margin (%)	2.2%	3.1%	-97 bps	3.0%	-85 bps	3.5%	4.2%	-72 bps
ROE (last 12 months)	13.9%	18.7%	-480 bps	15.1%	-123 bps	13.9%	18.7%	-480 bps

Values in R\$ Thousands

Net Income/ Net Margin
R\$ Million and %/CNR



Net income totaled R\$ 55.4 million in 4Q23, with a net margin of 2.2% and ROE of 13.9% (last 12 months), a decrease compared to 2022 and the previous quarter. In addition to the information already mentioned throughout this report, below are some highlights that also impacted this indicator in the period:

- > Deferred tax recognition of R\$ 16.0 million in 4Q23 (R\$ 8.6 million in 4Q22), which benefited net income.
- > The effects of monetary adjustment outweighed the impacts of hyperinflation and currency devaluation in 4Q23, contributing positively to this indicator.
- > Negative tax impact of R\$ 14.1 million, related to the second part of the debt relief of the subsidiary Randon Argentina, an important measure that makes it possible to reduce the effects of fluctuations in the Argentine currency on the Company's results.
- > Attribution of profits to non-controlling shareholders (minorities) higher than the amount of 4Q22.

Free Cash Flow (Without Randon Bank)

	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
EBITDA	283,261	315,163	-10.1%	388,388	-27.1%	1,536,466	1,474,267	4.2%
Investments	-155,956	-131,562	18.5%	-60,153	159.3%	-336,682	-345,199	-2.5%
Financial Income	-36,813	-116,916	-68.5%	-88,596	-58.4%	-342,999	-370,212	-7.4%
Income Tax and Social Contribution	-43,702	-3,603	1113.1%	-68,125	-35.9%	-264,119	-202,494	30.4%
Variation in Working Capital	783,251	877,194	-10.7%	353,179	121.8%	331,254	-45,067	835.0%
Operating Cash Flow	830,041	940,277	-11.7%	524,693	58.2%	923,920	511,296	80.7%
Dividends/Interest on Equity	-55,824	-44,729	24.8%	-127,802	-56.3%	-317,487	-348,438	-8.9%
Paid-in Capital	-51,618	-324,985	-84.1%	-22,211	132.4%	-316,461	-154,798	104.4%
Others	-186,264	-151,841	22.7%	-66,683	179.3%	-280,638	-193,066	45.4%
Free Cash Flow	536,336	418,722	28.1%	307,996	74.1%	9,334	-185,006	105.0%

Values in R\$ Thousands without Randon Bank

The Company generated R\$ 536.3 million in cash at the end of 4Q23, 28.1% higher than in 4Q22 (R\$ 418.7 million). Here are the main highlights:

> Net financial result benefited mainly by the monetary adjustment resulting from hyperinflation and currency devaluation in Argentina.

> Lower level of Capital Paid-in and acquisition payments in 4Q23.

> Lower working capital, especially in inventory, customer and tax accounts.

Investments

		4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Organic (CAPEX)	OEM	54,854	34,599	58.5%	18,503	196.5%	89,123	69,222	28.7%
	Auto Parts	28,424	31,530	-9.9%	21,314	33.4%	94,942	153,191	-38.0%
	Motion Control	59,589	59,512	0.1%	17,486	240.8%	133,700	106,420	25.6%
	Financial and Digital Services	5,833	1,142	410.6%	2,968	96.5%	13,334	4,881	173.1%
	Advanced Tech. and HQ	11,452	5,065	126.1%	2,650	332.1%	16,108	13,106	22.9%
	Subtotal	160,152	131,848	21.5%	62,922	154.5%	347,207	346,820	0.1%
Non Organic	OEM	-	258,245	-100.0%	-	-	18,735	258,245	-93.0%
	Auto Parts	80	-	-	-	-	629	5,778	-89.1%
	Motion Control	1,538	8,994	-82.9%	2,356	-34.7%	108,506	10,361	947.3%
	Financial and Digital Services	-	-	-	-	-	7,735	-	-
	Advanced Tech. and HQ	-	7,746	-100.0%	-	-	-	10,947	-100.0%
	Subtotal	1,618	274,985	-99.4%	2,356	-31.3%	135,605	285,330	-52.5%
Paid-in Capital	OEM	-	9,055	-100.0%	-	-	20,100	31,303	-35.8%
	Auto Parts	97,430	40,000	143.6%	49,192	98.1%	147,144	87,863	67.5%
	Motion Control	98,360	8,092	1115.6%	-	-	108,168	375,863	-71.2%
	Financial and Digital Services	57,000	23,578	141.7%	-	-	168,236	74,821	124.9%
	Advanced Tech. and HQ	-	5,200	-100.0%	4,000	-100.0%	21,761	19,200	13.3%
	Subtotal	252,790	85,925	194.2%	53,192	375.2%	465,408	589,049	-21.0%
Investments	Total	414,559	492,758	-15.9%	118,469	249.9%	948,221	1,221,200	-22.4%

Values in R\$ Thousands

Below are the main highlights of 4Q23:

>**Organic:** improvements at Hercules (R\$ 17.0 million), structuring of the modular trailer line (R\$ 9.8 million), constructions at Castertech Mogi Guaçu (R\$ 7.1 million) and Green Boiler project (R\$ 3.7 million).

>**Non-organic:** related to the acquisition of Nakata (R\$ 1.5 million).

>**Paid-in Capital:** carried out at Fras-le North America (R\$ 98.4 million), Castertech Indaiatuba (R\$ 65.0 million), Addiante (R\$ 50.0 million) and Suspensys Mogi Guaçu (R\$ 30.0 million).

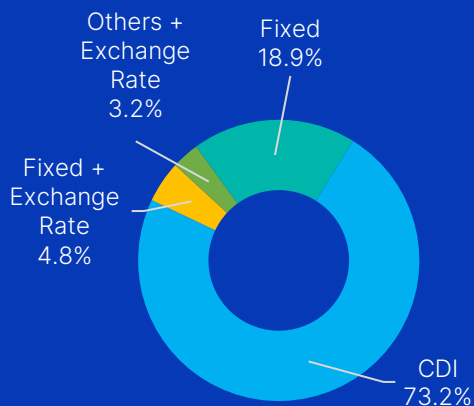
Indebtedness

The Company ended 2023 with consolidated net debt of R\$ 3.2 billion and leverage of 2.03x (Net Debt / EBITDA for the last twelve months). Without Banco Randon's figures, net debt in the period was R\$ 1.6 billion, with leverage of 1.03x EBITDA.

Highlights of the quarter:

- › Lower working capital in the period, due to the reduction of customer, inventories and taxes to be recovered accounts.
- › Decrease in the average cost of bank debt in national currency by 150 basis points.
- › Reduction of Nakata's Accounts Payable By Business Combination, reducing the Company's indebtedness.

Gross Debt Indexes



	12/31/2022	03/31/2023	06/30/2023	09/30/2023	12/31/2023
Short Term Cash and Financial Investments	3,129,759	2,099,470	2,057,684	2,406,298	2,865,423
Long Term Cash and Financial Investments	89,024	155,986	115,255	98,672	100,090
Total Cash and Financial Investments	3,218,784	2,255,455	2,172,939	2,504,971	2,965,513
Short Term Debt Domestic Currency	1,022,280	1,028,691	1,106,053	1,193,965	1,426,316
Short Term Debt Foreign Currency	225,278	238,307	203,393	187,299	174,130
Short Term Debt	1,247,557	1,266,998	1,309,446	1,381,264	1,600,447
Long Term Debt Domestic Currency	4,179,108	4,229,586	4,111,838	4,099,230	3,927,131
Long Term Debt Foreign Currency	345,587	323,942	265,437	262,719	251,165
Long Term Debt	4,524,695	4,553,528	4,377,275	4,361,949	4,178,296
Total Bank Debt	5,772,252	5,820,526	5,686,721	5,743,213	5,778,742
Derivatives Operations	4,245	5,970	9,235	8,603	7,309
Debts with Related Companies	6,423	6,261	5,977	6,308	6,192
Accounts Payable by Business Combination	361,164	391,005	355,555	362,731	347,949
Total Gross Debt	6,144,084	6,223,762	6,057,488	6,120,856	6,140,192
Total Consolidated Net Debt	2,925,301	3,968,307	3,884,549	3,615,885	3,174,679
Net Debt (Without Randon Bank)	1,594,320	2,538,871	2,429,318	2,121,322	1,584,986
Average Cost of Bank Debt in Domestic Currency	15.3% p.a.	15.3% p.a.	15.8% p.a.	14.7% p.a.	13.2% p.a.
Average Cost of Bank Debt in Foreign Currency	6.9% p.a.	7.3% p.a.	7.5% p.a.	7.3% p.a.	7.0% p.a.
Average Term of Bank Debt	3.1 years	2.9 years	2.7 years	2.5 years	2.4 years
Average Term of Bank Debt Without Randon Bank	3.3 years	3.1 years	2.9 years	2.7 years	2.5 years

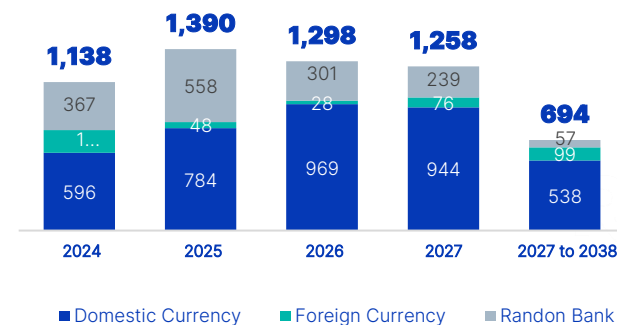
Values in R\$ Thousands, except when indicated otherwise

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

*Net Debt/EBITDA



Schedule of Debt Payment
R\$ Million





Performance by Business Vertical

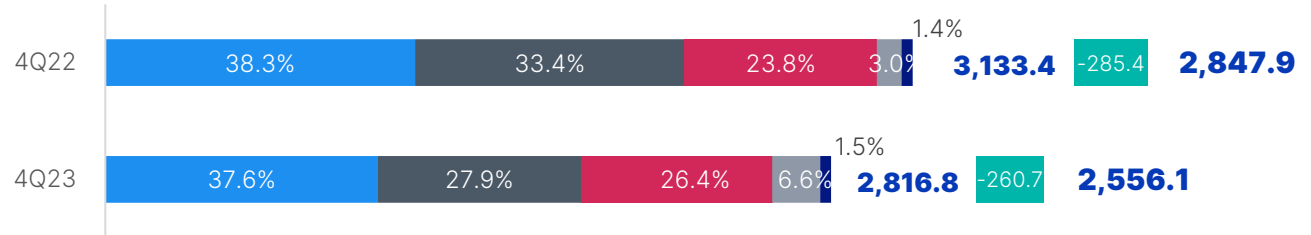
Randoncorp is made up of five business verticals, which are complementary and have several synergies.

They will be presented in this report in detail, with their names and respective colors:

- OEM (Trailers)
- Auto Parts
- Motion Control
- Financial and Digital Services
- Advanced Technology and HQ
- Intercompany sales

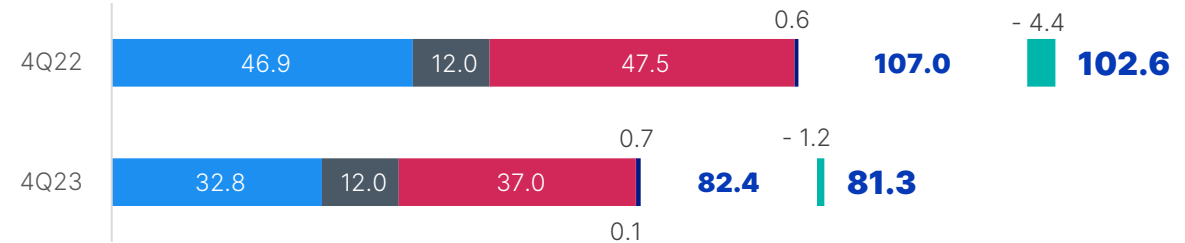
> Consolidated Net Revenue

R\$ Million | % o/ Total Revenue



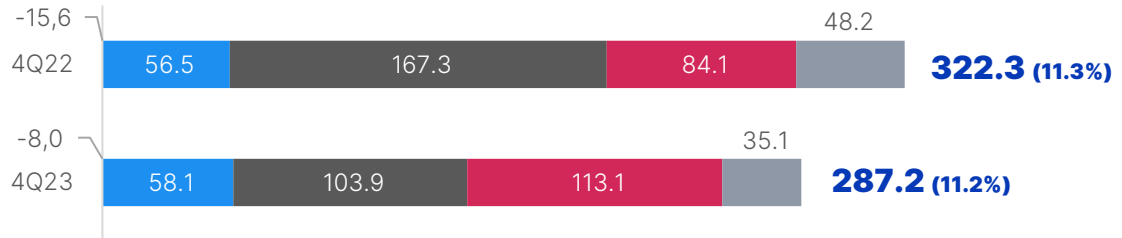
> International Market Revenue

US\$ Million



> Consolidated EBITDA

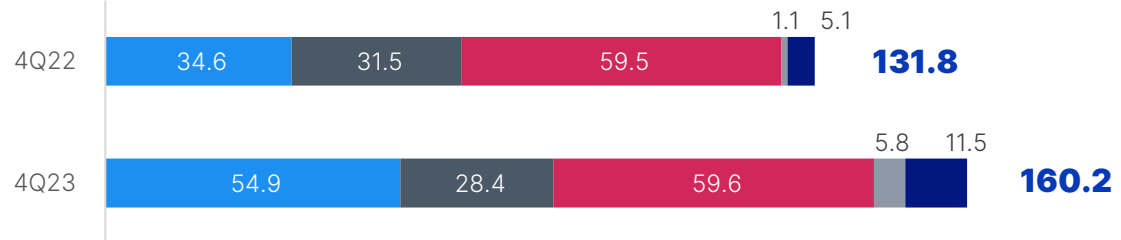
R\$ Million | % o/ Consolidated Net Revenue



¹ Advanced Tec. Vertical EBITDA disregards the equity income effects from the Headquarter, in order to better reflect its operating performance.

> Organic Investments

R\$ Million





OEM (Trailers)

Portfolio

Trailers, truck bodies, rail cars and aftermarket.

Coverage

8 industrial units, being 6 in Brazil and 2 abroad, 1 warehouse, 1 sales office and 4 strategic partners.

Customer Service Network

80 points in Brazil and 85 abroad.

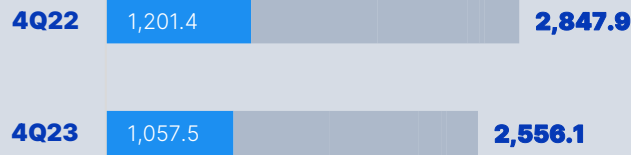
Customer Base

Large truckload carriers, generators of truck loads, fleet owners and self-employed customers.

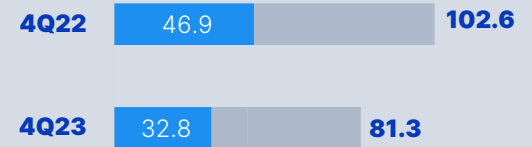
Strategy

- > Expand international operations significantly
- > Increase sales to the aftermarket
- > Focus on strong economic sectors such as agribusiness
- > Gain positions among the top ten global players in the segment
- > Be at the forefront of technology in the development of sustainable products

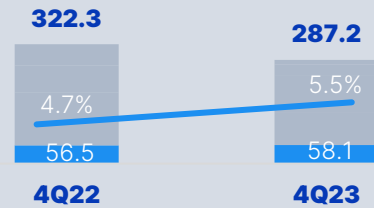
Consolidated Net Revenue (R\$ Million)



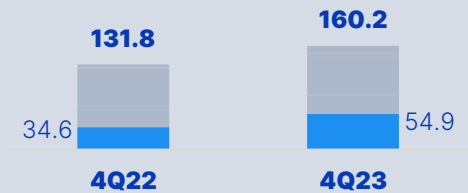
International Market Revenues (US\$ Million)



EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

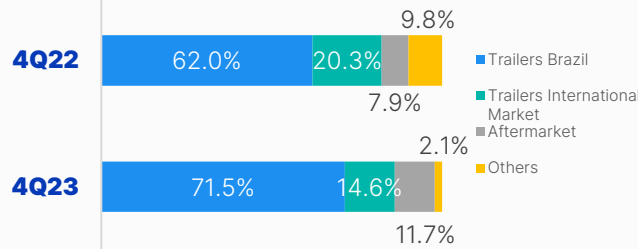


CAPEX (R\$ Million)

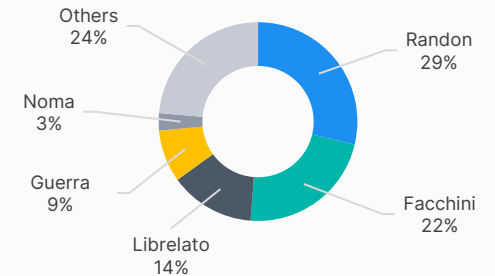


■ OEM ■ Other verticals

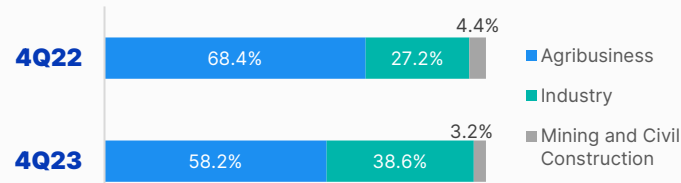
Net Revenue By Product (% o/ CNR)



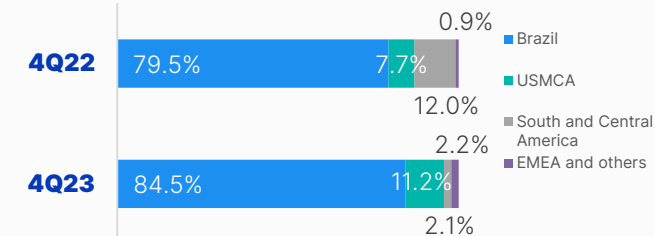
Quarterly Market Share (%)



Sector Exposure (% o/delivers)



Net Revenue by Region (% o/CNR)



Distribution of Net Revenue	4Q23			4Q22			3Q23			2023		2022	
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Trailers Brazil (un.)	6,001	776,707	6,461	812,248	-7.1%	7,594	934,399	-21.0%	24,735	3,205,218	24,556	3,108,192	0.7%
Trailers United States (un.) ¹	1,325	118,227	1,148	103,643	15.4%	1,189	100,971	11.4%	5,887	535,599	1,208	108,173	387.3%
Trailers Others Geographies (un.)	432	36,622	851	140,786	-49.2%	518	85,012	-16.6%	2,241	322,958	4,578	747,372	-51.0%
Railcars (un.)	8	2,021	100	49,909	-92.0%	-	-	-	54	22,644	342	213,681	-84.2%
Aftermarket	-	123,967	-	94,795	-	-	128,741	-	-	463,526	-	423,876	-
Performance		4Q23		4Q22	Δ%		3Q23	Δ%		2023		2022	Δ%
Net Revenue		1,057,543		1,201,382	-12.0%		1,249,123	-15.3%		4,549,945		4,601,293	-1.1%
COGS		-922,253		-1,068,469	-13.7%		-1,114,357	-17.2%		-3,915,720		-3,985,924	-1.8%
Gross Profit		135,290		132,913	1.8%		134,766	0.4%		634,225		615,368	3.1%
Gross Margin %		12.8%		11.1%	173 bps		10.8%	200 bps		13.9%		13.4%	57 bps
Operating Expenses/Revenues		-91,411		-90,268	1.3%		-93,636	-2.4%		-372,299		-305,423	21.9%
EBIT		43,879		42,645	2.9%		41,131	6.7%		261,926		309,946	-15.5%
EBITDA		58,124		56,541	2.8%		55,813	4.1%		320,327		361,796	-11.5%
EBITDA Margin %		5.5%		4.7%	79 bps		4.5%	103 bps		7.0%		7.9%	-82 bps
Adjusted EBITDA		63,185		56,541	11.8%		55,813	13.2%		325,388		361,796	-10.1%
Adjusted EBITDA Margin %		6.0%		4.7%	127 bps		4.5%	151 bps		7.2%		7.9%	-71 bps

¹ Volumes sold by Hercules + exports from Brazil

Values in R\$ Thousands, except when indicated otherwise

This vertical ended 4Q23 with a recovery in margins compared to the previous quarter and the same period in 2022. This was possible due to several factors, including the mix of products with higher added value. However, some challenges remained present in our business, such as the slowdown in the foreign market, due to the political and economic difficulties in some regions and the competitive environment in the domestic market.

Below we list the main highlights of this vertical in 4Q23:

- > Sales to agribusiness accounted for 58% of Randon's revenue, with the industrial sector gaining share due to the increase in sales of tanks and container chassis in the period.
- > New orders at a good pace, which allowed for a robust backlog for the first months of 2024.
- > Market share of 29% in the domestic market, stable compared to 4Q22, while in the foreign market this indicator reached 73%, an increase of 736 basis points compared to the same period of the previous year.
- > Second best revenue in history for the aftermarket, increasing its share of sales in this vertical.
- > A strong reduction in the level of trailer inventories reduced working capital and benefited the Company's cash generation.
- > Although the volumes of trailers sold to the U.S. showed growth, revenues to the foreign market decreased in the quarter, mainly due to the decrease in exports to Chile and the impacts of the currency devaluation on Randon Argentina.
- > EBITDA affected by one-off expense related to impairment in a controlled company (R\$ 5.1 million). For more details, see Explanatory Note No. 15 of the Annual Financial Statements.



Auto Parts

Portfolio

Brake systems, axles and suspensions, coupling systems, electromobility, foundry and machining, among others.

Coverage

13 industrial units, being 12 in Brazil and 1 abroad and 3 distribution centers in Brazil.

Sector Exposure

Agribusiness, industry, civil construction, mining, and mobility.

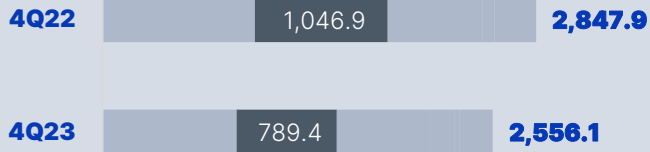
Customer Base

Main global OEMs (trucks and buses), trailer manufacturers, aftermarket, and farming product manufacturers.

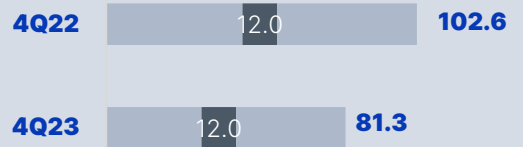
Strategy

- > Expand **international operations**
- > Increase volumes in the **aftermarket**
- > Grow exposure to **agribusiness**
- > Develop new product **portfolios**
- > Maintain **leadership** in their markets of operation
- > Be at the **forefront of technology** in the development of sustainable products

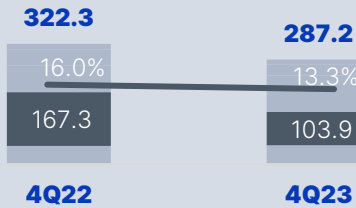
Consolidated Net Revenue (R\$ Million)



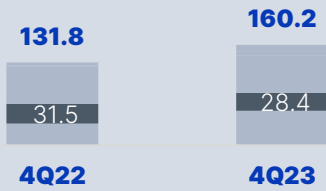
International Market Revenues (US\$ Million)



EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

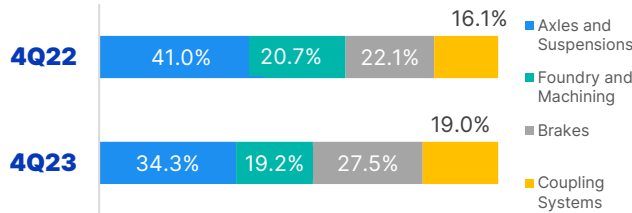


CAPEX (R\$ Million)

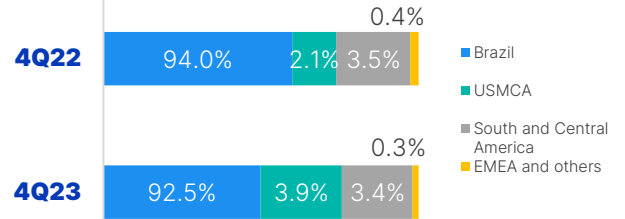


■ Auto Parts ■ Other Verticals

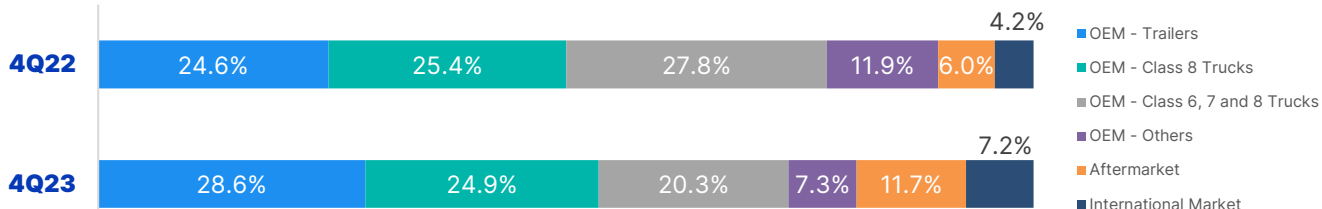
Net Revenue by Product (% o/ CNR)



Net Revenue By Region (% o/CNR)



Net Revenue by Segment (% o/CNR)



Distribution of Net Revenue		4Q23		4Q22		3Q23			2023		2022		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Brakes (units)	191,443	217,374	231,159	231,815	-17.2%	209,714	233,934	-8.7%	810,091	869,565	976,063	919,867	-17.0%
Coupling Systems (units)	31,261	149,598	32,637	168,548	-4.2%	31,588	139,747	-1.0%	129,096	575,071	136,305	618,437	-5.3%
Axles and Suspensions (units)	38,484	270,969	45,650	429,708	-15.7%	42,337	321,383	-9.1%	161,560	1,226,521	185,934	1,710,485	-13.1%
Foundry and Machining (Tons)	18,473	151,493	27,478	216,833	-32.8%	20,563	152,290	-10.2%	81,481	609,000	110,070	896,568	-26.0%
Performance	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%					
Net Revenue	789,434	1,046,905	-24.6%	847,354	-6.8%	3,280,158	4,145,356	-20.9%					
COGS	-632,455	-833,502	-24.1%	-661,099	-4.3%	-2,587,445	-3,265,477	-20.8%					
Gross Profit	156,979	213,403	-26.4%	186,256	-15.7%	692,712	879,879	-21.3%					
Gross Margin %	19.9%	20.4%	-50 bps	22.0%	-210 bps	21.1%	21.2%	-11 bps					
Operating Expenses/Revenues	-72,748	-63,777	14.1%	-65,876	10.4%	-259,753	-278,349	-6.7%					
EBIT	84,231	149,626	-43.7%	120,380	-30.0%	432,959	601,530	-28.0%					
EBITDA	103,865	167,258	-37.9%	139,266	-25.4%	507,543	670,868	-24.3%					
EBITDA Margin %	13.2%	16.0%	-282 bps	16.4%	-328 bps	15.5%	16.2%	-71 bps					
Adjusted EBITDA	106,737	150,177	-28.9%	139,266	-23.4%	510,416	653,787	-21.9%					
Adjusted EBITDA Margin %	13.5%	14.3%	-82 bps	16.4%	-291 bps	15.6%	15.8%	-21 bps					

Values in R\$ Thousands, except when indicated otherwise

The Auto Parts Vertical proved to be resilient throughout 2023, even with truck production facing significant drops. The business units had a positive performance and demonstrated their ability to adapt to challenges, through new businesses, customers, geographies and portfolio, which were crucial for achieving results. In addition, the vertical has significantly expanded its revenues in the aftermarket and abroad, which are less cyclical.

The vertical's performance in 4Q23 is explained by the following:

- > The drop in truck production affected auto parts sales to OEMs in the period, however, expectations for 2024 are positive, with order releases from truck and buses manufacturers indicating an increase in volumes for the coming months.
- > Growth of 45% in aftermarket revenues, with emphasis on the companies JOST and Master.
- > 31% expansion in sales to the international market, due to the increase in the volumes of brake systems exported to the USA and foundry items to Europe and South America.
- > The diversification of portfolio has benefited JOST, which reached the production mark of 500 units of the articulation for buses, and obtained an 18% increase in sales of this product when compared to the same period of 2022.
- > Slowdown in sales of foundry and machining for the agricultural market, due to the drop in the production of machinery for this sector.
- > Increase in operating expenses, mainly due to the establishment of Castertech Mogi Guaçu, a company that will start operations in 1H24 and will add production capacity and portfolio to this unit.
- > EBITDA negatively impacted by one-off expenses related to impairment at controlled company (R\$ 2.9 million). For more details, see explanatory note No. 15 in the Annual Financial Statements.

R Motion Control

Portfolio

Friction material, components for brake, suspension, steering and powertrain systems.

Coverage

10 industrial units (5 in Brazil and 5 abroad), 9 warehouses (1 in Brazil and 8 abroad), 4 sales offices abroad and 1 technological center.

Sector Exposure

Agribusiness, industry, civil construction and mobility.

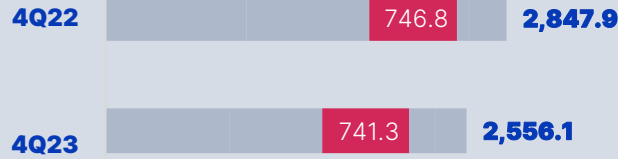
Customer Base

OEMs, distributors and auto parts retailers.

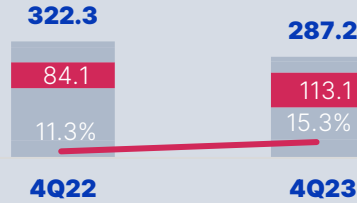
Strategy

- > Operate in new geographies
- > Expand production capacity
- > Remain as leader in their markets
- > Expand synergies between its controlled companies
- > Explore the power of brands and product offerings
- > Diversify product portfolio
- > Be at the forefront of technology in the development of sustainable products

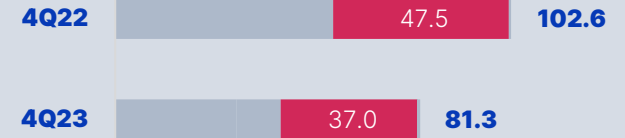
Consolidated Net Revenue (R\$ Million)



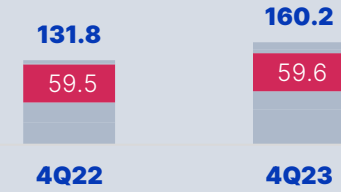
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



International Market Revenue (US\$ Million)

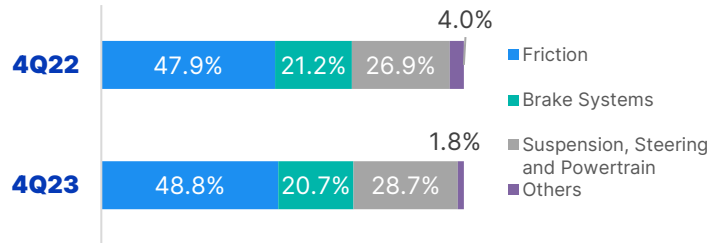


CAPEX (R\$ Million)

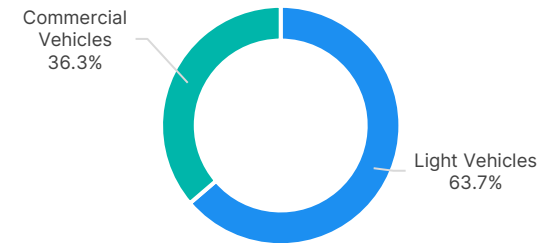


■ Motion Control ■ Other Verticals

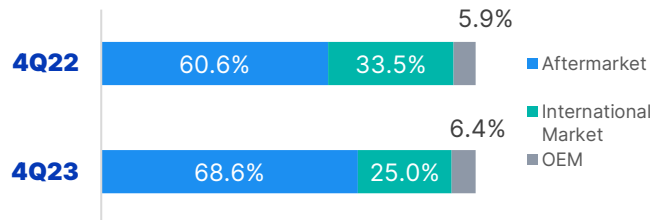
Net Revenue by Product (% o/CNR)



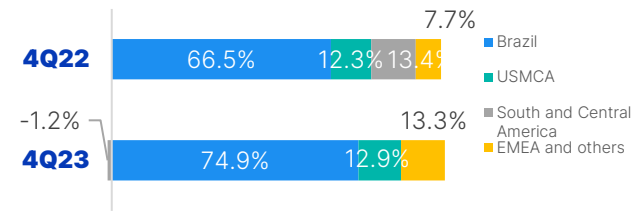
Net Revenue by Vehicle Type (% o/CNR)



Net Revenue by Segment (% o/CNR)



Net Revenue By Region (% o/CNR)



Distribution of Net Revenue	4Q23		4Q22			3Q23		2023		2022			
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	26,986	361,932	25,231	357,927	7.0%	25,818	425,627	4.5%	103,841	1,635,372	98,541	1,502,769	5.4%
Comp. for the Braking Systems (Thousand/un.)	2,485	153,368	2,200	158,167	13.0%	2,289	176,052	8.6%	9,525	676,001	8,655	591,585	10.1%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,653	212,981	4,032	201,223	15.4%	5,247	258,445	-11.3%	19,442	948,612	16,602	821,064	17.1%
Others ¹	-	12,985	-	29,510	-	-	28,941	-	-	128,672	-	142,753	-

¹ For the opening of the Others line, see attachment IV of the Frasle Mobility Release

Performance	4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Net Revenue	741,266	746,827	-0.7%	889,065	-16.6%	3,388,657	3,058,171	10.8%
COGS	-538,633	-527,699	2.1%	-569,784	-5.5%	-2,250,055	-2,154,694	4.4%
Gross Profit	202,633	219,128	-7.5%	319,281	-36.5%	1,138,602	903,477	26.0%
Gross Margin %	27.3%	29.3%	-201 bps	35.9%	-858 bps	33.6%	29.5%	406 bps
Operating Expenses/Revenues	-120,908	-169,107	-28.5%	-161,099	-24.9%	-595,596	-570,453	4.4%
Equity Income	-281	-187	50.3%	-249	12.7%	-452	16	-2929.8%
EBIT	81,444	49,834	63.4%	157,933	-48.4%	542,554	333,040	62.9%
EBITDA	113,139	84,115	34.5%	190,182	-40.5%	667,250	453,120	47.3%
EBITDA Margin %	15.3%	11.3%	400 bps	21.4%	-613 bps	19.7%	14.8%	487 bps
Adjusted EBITDA	97,967	106,675	-8.2%	190,182	-48.5%	664,708	475,679	39.7%
Adjusted EBITDA Margin %	13.2%	14.3%	-107 bps	21.4%	-818 bps	19.6%	15.6%	406 bps

Values in R\$ Thousands, except when indicated otherwise

The Motion Control Vertical continued to achieve good results, not only of the good demand in the aftermarket, but also of its strategy of strengthening brands, increasing product availability and expanding its powerhouse, enhanced by the capture of synergy between its units.

In 4Q23, due to its greater exposure to Argentina, the revenue and EBITDA margin of this vertical were the most affected by the currency devaluation within Randoncorp's consolidated figures. For additional details, we suggest reading Frasle Mobility's earnings release by [clicking here](#).

Below are other highlights of the quarter for this vertical:

- > Expansion of friction materials volumes for the aftermarket, due to the increase in vehicle maintenance in Brazil and the improvement of this segment in the North American market.
- > Growth in sales to OEMs in subsidiaries located in Asia, especially in India, reflecting the conquest of new markets and customers, and good performance locally.
- > Addition of Juratek's revenues, which totaled R\$ 41.3 million in the period, a company that presents good integration and synergy gains after the acquisition.
- > EBITDA affected by the following factors:
 - i) Negative impact of foreign exchange accounting effects and PAIS tax on its operations in Argentina, already mentioned above (R\$ 61.7 million).
 - ii) One-off revenue related to Nakata's Business Combination (R\$ 28.5 million).
 - iii) One-off expenses related to impairment in its business units (R\$ 13.3 million).

For more details see Annual Financial Statements nº 2.3, 3 and 15.

R Financial and Digital Services

Portfolio

Coop-payment plans, credit, insurance, and investment in startups, leasing and software development.

Coverage

Bank, insurance brokerage, coop-payment plans administrator, venture capital, commercial vehicle rental services, technology and data analysis services, and open innovation unit.

Sector Exposure

Agribusiness, capital goods, logistics and civil construction, retail and technology.

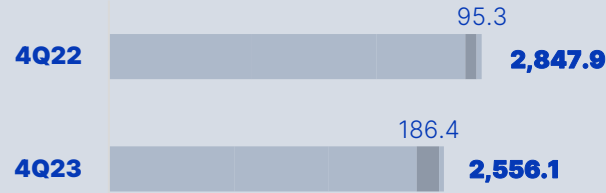
Customer Base

Suppliers, distributors, and customers of Randoncorp, agricultural machinery and equipment manufacturers, logistics ecosystem operators, large retailers, and information technology companies.

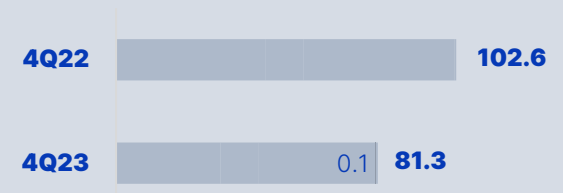
Strategy

- > Diversify product portfolio
- > Increase synergies between its units and with Randoncorp
- > Explore the power of brands and product offerings
- > Expand its presence into the logistics ecosystem

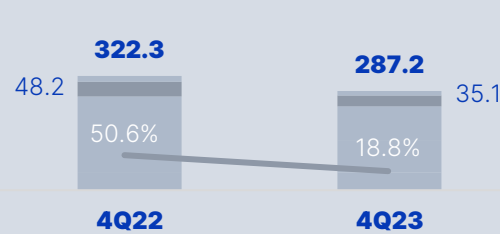
Consolidated Net Revenue (R\$ Million)



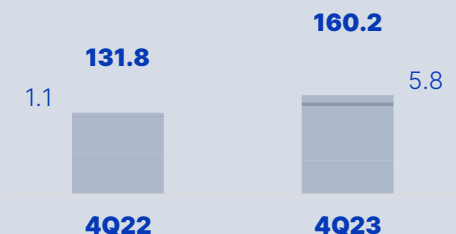
International Market Revenues (US\$ Million)



EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

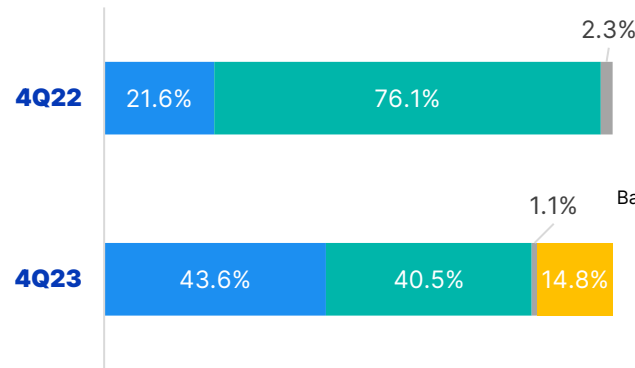


CAPEX (R\$ Million)



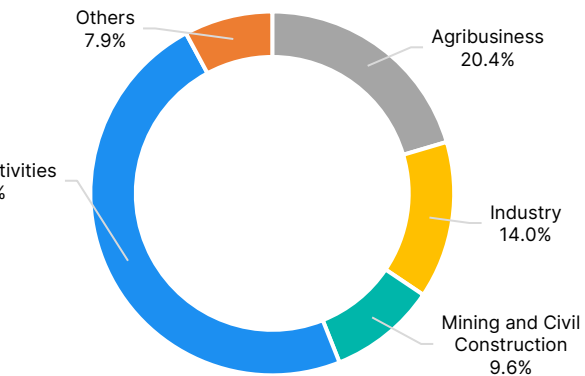
■ Financial and Digital Services ■ Other Verticals

Net Revenue by Product (% o/CNR)



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

Net Revenue by Segment (% o/CNR)



Distribution of Net Revenue	4Q23		4Q22			3Q23			2023		2022		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Coop-payment plan quotas sold	7,296	81,382	6,268	20,614	16.4%	6,224	73,680	17.2%	26,174	289,313	22,199	210,028	17.9%
Randon Bank	-	75,442	-	72,484	-	-	80,775	-	-	310,597	-	231,027	-
Insurance	-	2,072	-	2,196	-	-	1,370	-	-	6,438	-	6,314	-
Innovation and Technology	-	27,551	-	-	-	-	25,604	-	-	98,327	-	-	-

Performance	4Q23		4Q22		Δ%	3Q23		Δ%	2023		2022		Δ%
Net Revenue	186,447		95,294		95.7%	181,429		2.8%	704,675		447,368		57.5%
COGS	-69,944		-48,344		44.7%	-71,967		-2.8%	-270,931		-149,156		81.6%
Gross Profit	116,502		46,950		148.1%	109,462		6.4%	433,744		298,213		45.4%
Gross Margin %	62.5%		49.3%		1322 bps	60.3%		215 bps	61.6%		66.7%		-511 bps
Operating Expenses/Revenues	-82,588		-669		12248.6%	-64,595		27.9%	-259,611		-178,537		45.4%
Equity Income	-2,009		1,105		-281.8%	-126		1497.1%	-2,070		-280		639.8%
EBIT	31,906		47,387		-32.7%	44,742		-28.7%	172,064		119,396		44.1%
EBITDA	35,121		48,195		-27.1%	45,679		-23.1%	177,989		122,268		45.6%
EBITDA Margin %	18.8%		50.6%		-3174 bps	25.2%		-634 bps	25.3%		27.3%		-207 bps
Adjusted EBITDA	35,121		48,195		-27.1%	45,679		-23.1%	177,989		122,268		45.6%
Adjusted EBITDA Margin %	18.8%		50.6%		-3174 bps	25.2%		-634 bps	25.3%		27.3%		-207 bps

Values in R\$ Thousands, except when indicated otherwise

The Financial and Digital Services Vertical maintained its accelerated growth pace and has gained relevance within the Company's results. In 4Q23, we highlight the performance of Randon Consórcios, which ended the year with a significant increase in its revenues, and DB, a company acquired in 1Q23, which added important results to this vertical.

Here are the key facts from the quarter:

- > Banco Randon increased volumes of the "postpaid freight" line in 4Q23, which was recently developed and has better profitability compared to other products.
- > Customer base with a healthy profile, with low credit risk.
- > Randon Consórcios surpassed the mark of R\$ 2.0 billion in credits sold and reached a new record in the volume of quotas sold.
- > DB increased the vertical's revenues by R\$ 26.9 million, with an improvement in profitability driven by greater operational leverage in the quarter.
- > Addiante ended 4Q23 with more than a thousand leased assets, and its results, presented in the equity income line, should positively reflect this performance in the coming quarters.
- > Increase in operating expenses due to the reinforcement of the personnel structure in order to sustain the growth of this vertical and by awarding sales from Randon Consórcios.
- > Comparability of results with 4Q22 is affected by the adoption of CPC 47 (similar to IFRS 15) in that period, whose net effect was positive by R\$ 27.9 million on the vertical's EBITDA.

R Advanced Technology and Headquarter

Portfolio

Headquarter, manufacturing and sale of robotic cells, industrial automation, development and approval of products for the mobility industry, production and processing of materials through nanotechnology.

Coverage

1 advanced technology unit, 1 technological center, 1 sales office, 1 industrial unit and 1 corporate center.

Sector Exposure

Several sectors from different business activities and segments.

Customer base

Randoncorp controlled companies and diverse industries.

Strategy

> Ensure Randoncorp's **technological vanguardism** in the face of major mobility trends

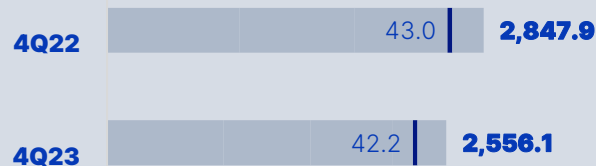
> Ensure the development of **new materials**, using **nanotechnology**, improving the efficiency of our products and solutions

> Develop products aligned with the Company's and partners' **ESG ambitions**

> Accelerate the **digitalization** process of our factories, through automation and data intelligence

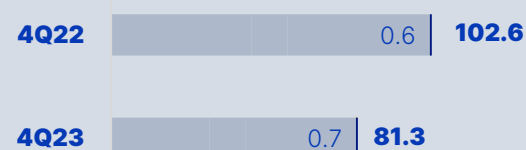
Consolidated Net Revenue

(R\$ Million)



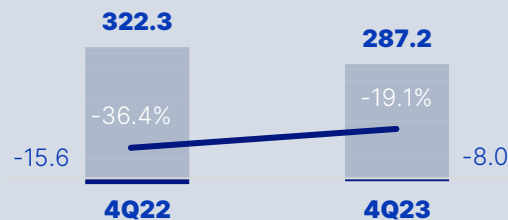
International Market Revenues

(US\$ Million)



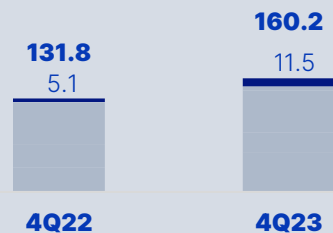
EBITDA | EBITDA Margin

(R\$ Million) | % o/CNR



CAPEX

(R\$ Million)

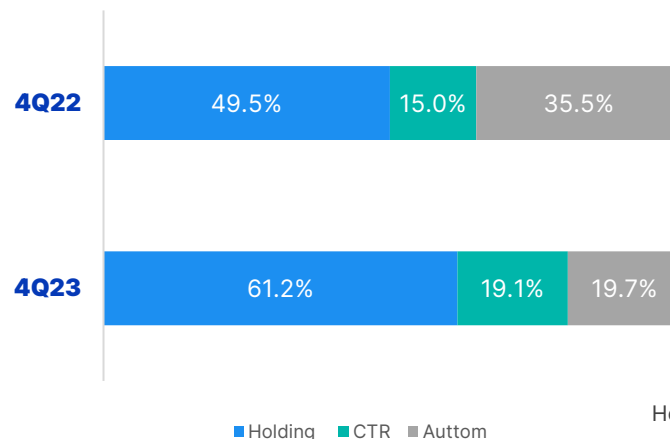


¹ In this graph Advanced Technology's EBITDA disregards the Headquarter's equity income effects, in order to better reflect its operating performance.

■ Advanced Technology and HQ ■ Other Verticals

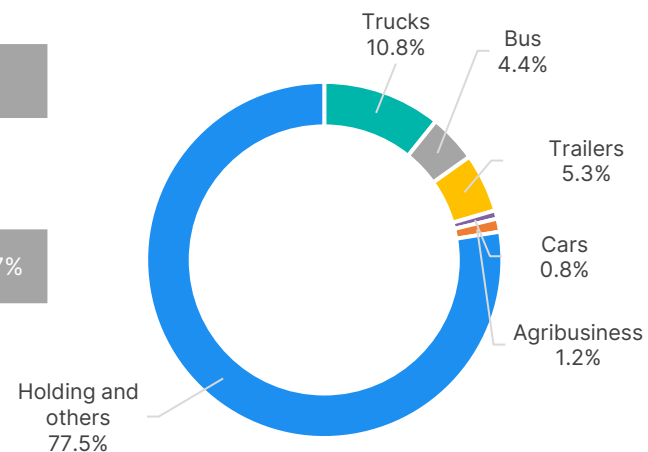
Net Revenue by Business Unit

(% o/CNR)



Net Revenue by Segment

(% o/CNR)



R Advanced Technology and Headquarter

Distribution of Net Revenue		4Q23	4Q22		3Q23		2023	2022	
	Revenue	Revenue	Δ%	Revenue	Δ%	Revenue	Revenue	Δ%	
Holding	25,819	21,278	21.3%	20,011	29.0%	101,118	74,043	36.6%	
CTR	8,050	6,433	25.1%	7,410	8.6%	29,429	25,808	14.0%	
Auttom	8,291	15,246	-45.6%	5,378	54.2%	32,705	55,674	-41.3%	

Performance		4Q23	4Q22	Δ%	3Q23	Δ%	2023	2022	Δ%
Net Revenue	42,159	42,956	-1.9%	32,799	28.5%	163,252	155,524	5.0%	
COGS	-19,878	-21,101	-5.8%	-14,564	36.5%	-65,936	-74,282	-11.2%	
Gross Profit	22,281	21,855	1.9%	18,235	22.2%	97,316	81,242	19.8%	
Gross Margin %	52.8%	50.9%	197 bps	55.6%	-275 bps	59.6%	52.2%	737 bps	
Operating Expenses/Revenues	-44,113	-39,686	11.2%	-34,787	26.8%	-142,536	-120,544	18.2%	
Equity Income	77,174	101,595	-24.0%	111,362	-30.7%	480,233	532,433	-9.8%	
EBIT	55,342	83,764	-33.9%	94,810	-41.6%	435,013	493,131	-11.8%	
EBITDA	69,130	85,952	-19.6%	97,715	-29.3%	455,657	501,602	-9.2%	
EBITDA Margin %	164.0%	200.1%	-3612 bps	297.9%	-13395 bps	279.1%	322.5%	-4341 bps	
Adjusted EBITDA	70,246	85,952	-18.3%	97,715	-28.1%	456,773	503,198	-9.2%	
Adjusted EBITDA Margin %	166.6%	200.1%	-3347 bps	297.9%	-13130 bps	279.8%	323.5%	-4375 bps	
EBITDA Without Equity Income	-8,044	-15,643	-48.6%	-13,648	-41.1%	-24,576	-30,830	-20.3%	
EBITDA Margin % Without Equity Income	-19.1%	-36.4%	1734 bps	-41.6%	2253 bps	-15.1%	-19.8%	477 bps	

Values in R\$ Thousands, except when indicated otherwise

The companies that make up this vertical aim to be a source of innovation for Randoncorp, contributing to the development of new solutions and enhancing results, especially in the medium and long term.

The highlights in 4Q23 were:

- > Results recovery of the Randon Technological Center (CTR), especially due to the resumption of tests by OEMs.
- > Reduction in Auttom's net revenue compared to 4Q22, due to the postponement of some automation projects and the continued shortage of semiconductors, which prevent this subsidiary from completing part of its product line.
- > EBITDA impacted by: i) restructuring at Auttom. ii) improvements in the CTR laboratory and maintenance of the off-road track. and iii) impairment of assets.
- > Continued investments in CTR to expand portfolio, offering an unprecedented service in Latin America (active and passive safety test in vehicles - SAFETY), which allows the expansion of revenues and sustainable growth.
- > Equity Income of R\$ 77.5 million, which is the result of the Holding's¹ equity interest in the other verticals, and is eliminated in the consolidated results.

¹The Holding is also part of this vertical. Its objective is to support the capture of synergies between operations, carrying out strategic and administrative activities, allowing the business units to concentrate on their core operation. In addition, it is responsible for ensuring the Company's governance for consistent and sustainable growth.

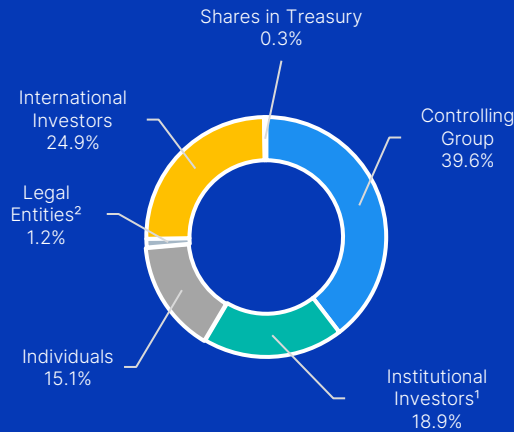


Capital Market

Shareholder Profile

Randocorp ended 2023 with 48,086 shareholders, an increase of 9.6% compared to the end of 3Q23.

The total shares of the Company were distributed in the following profiles:



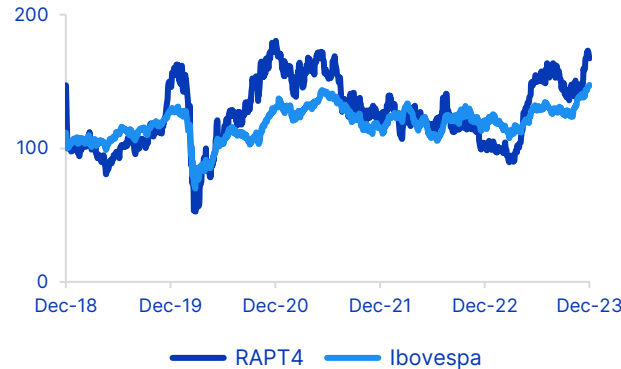
¹ Investment clubs and funds

² Companies, banks, brokers and associations

RAPT X IBOV

From Dec, 31, 2018 to Dec, 31, 2023, the Company's preferred shares outperformed the benchmark index on B3. In this period of time, RAPT4 appreciated 70.9% while IBOV 52.7%.

In 2023, RAPT4 and IBOV appreciated 62.0% and 22.3%, respectively, compared to the closing prices of 2022.



Events

In 4Q23, the Company, through its investor relations team, participated in the following events:

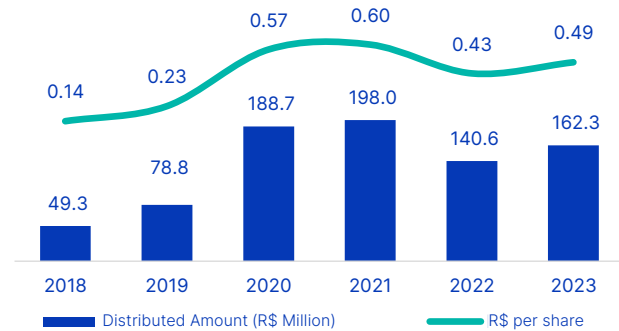
- > BTG Pactual LatAm CEO Conference 2023.
- > Bradesco BBI 13th CEO Forum.
- > Morgan Stanley Latin America Capital Markets Seminar.

In November, we held the Randocorp Day Site Visit edition, an in-person event in which we opened the doors of our operations in Caxias do Sul to receive investors and capital market analysts, and in which we held thematic Q&A sessions with our top executives.

To access the material of the event, [click here](#).

Dividends and Interest on Equity

Below, the payment history for the last few years:



Distribution by period of competence and without income tax.

Financial Volume

In the fourth quarter of 2023, the Company's average daily trading volume was R\$ 20.1 million, an increase of 1.9% when compared to the same quarter of the previous year, but a decrease of 15.8% against 3Q23.



During 4Q23, the Company reviewed its materiality matrix, an important instrument for planning and communicating its ESG initiatives.

The process was carried out for the first time in the concept of double materiality, which considers three axis for the analysis of priority themes: financial, socio-environmental risks and stakeholders' perspective. More details will be disclosed in the Company's Sustainability Report for 2023, to be published in 1H24.

In the construction of the matrix, 9 material themes were identified and 6 SDGs (Sustainable Development Goals) were prioritized: 3, 8, 9, 12, 13 and 16.

The themes were grouped into three new pillars of our ESG Ambition: Planet (Environmental), People (Social) and Business (Governance), which replace the five pillars of the previous edition, but without changing public commitments. See below for the new distribution:

Below the main highlights by pillar:

Planet (*Environmental*)

- > The subsidiary Frasle Mobility started the project to build the Green Boiler, which consists of replacing the boiler that uses natural gas with a biomass one, which will allow the reduction of 20% of CO2 emissions for Randoncorp, and consequently reaching 50% of the public commitment to reduce 40% of greenhouse gas emissions, in scopes 1 and 2, by 2030. R\$ 3.7 million were invested in this project in 2023, for an expected total of R\$ 17 million.

People (*Social*)

- > The Company ended 2023 with 15,388 employees, a number similar to 3Q23 (15,409 employees).
- > Fras-le Panamericana has been certified as one of the best companies to work for in Colombia by GPTW® - Great Place to Work, the first Randoncorp unit abroad to win this title.
- > Randoncorp trained 134 young people, between 15 and 18 years old, in the Logistics Assistant or Mechanical Manufacturing Processes courses, through the Professional Initiation and Qualify Programs.

Business (*Governance*)

- > The Company announced the development of a first-of-its-kind technology intended and applicable in autonomous vehicles, which consists of an integrated solution of hardware, artificial intelligence and machine learning.
- > Randoncorp was featured in the 2023 ranking of the largest invention patent applicants residing in Brazil, appearing in the Top 10 with Randon and its largest technology development partner, the Hercílio Randon Institute (IHR).

Planet

- > Climate change and air quality
- > Product Life Cycle

People

- > Attracting, developing and retaining employees
- > Human rights and labor relations
- > Health, well-being and safety of employees

Business

- > Innovation and technology
- > Data privacy and security
- > Ethics, integrity and compliance
- > Product Safety & Excellence



R Awards

- › Randoncorp was awarded at the 4th APIMEC IBRI Award, in the category of best practices and initiatives of Investor Relations in the country, among companies that trade on the stock exchange as Small and Middle Caps.
- › Randoncorp was highlighted in the 25th Abrasca Award, from the Brazilian Association of Listed Companies, being among the five best annual reports in Brazil. In addition, it won honorable mention in Risk Management Structure, Internal Controls and Compliance, among listed companies.



Credits: IBEF/RS



Credits: IBRI



Credits: Randoncorp

- › Paulo Prignolato, CFO and IRO of Randoncorp, was chosen as Outstanding Finance Executive in the O Equilibrista Award, granted by IBEF-RS (Brazilian Institute of Finance Executives).
- › Daniel Randon, President Director of Randoncorp, was included in the ranking of the 100 Innovative People in Latin America, promoted by Bloomberg Línea.
- › Randoncorp's Center for Shared Solutions and Information Technology (IT&CSC) was among the best in the country, ranking 3rd as a highlight of the CSC Innovation Day 2023, promoted by the Brazilian Association of Shared Services (ABSC).
- › Frasle Mobility and its subsidiaries were featured in the 7th edition of the national survey Marcas da Oficina, one of the most complete surveys in the country in the segment.
- › Juratek received recognition at the IAAF awards promoted by The Independent Automotive Aftermarket Federation, in the category of Automotive Supplier of the Year.

ERP Update

The upgrade of the version of the SAP ECC ERP system, used by several sectors of our factories and corporate center, to the SAP S/4HANA version, announced in the third quarter of 2023, occurred as planned, with no material impact on the results of the Company and its subsidiaries.

R Subsequent Events

On February 28, 2024, the Company disclosed a Material Fact announcing the sustainable funding agreement with the International Finance Corporation ("IFC"), the largest global development institution focused on the private sector in emerging markets and part of the World Bank Group.

Through this operation, Randon and Fras-le S.A. will raise R\$ 250 million, through individual instruments between each and IFC, totaling R\$ 500 million, with a payment term of up to nine years and a two-year grace period for the start of principal amortization. The amount will be invested mainly in projects aligned with the Company's ESG Ambition, such as the development of eco-friendly products and the use of energy from renewable sources.

The funding is considered a Sustainability-Linked Loan ("SLL"), as it is linked to the fulfillment of the sustainability performance indicator (KPI), related to the Company's public ESG commitment to reduce 40% of greenhouse gas emissions, in scopes 1 and 2, by 2030. The achievement of the target, agreed between the parties, will bring a benefit of a discount on the interest on the financing from 2026.

On the same date, the Company released its Sustainability-Linked Financing Framework, which proposes the KPI mentioned above, and which enables the contracting of new financing linked to ESG, enhancing its actions to combat climate change.

The document, as well as its third-party verification opinion, can be accessed by [clicking here](#).



Attachments 4Q23

Consolidated Income Statement 4Q23 – Values in R\$ Thousand

	4Q23		4Q22		3Q23		2023		2022		Variation %		
		%		%		%		%		%	4Q23/4Q22	4Q23/3Q23	2023/2022
Gross Revenue	3,174,457	124.2%	3,501,850	123.0%	3,568,314	123.2%	13,398,120	123.1%	13,698,035	122.8%	-9.3%	-11.0%	-2.2%
Deduction in Gross Revenue	-618,329	-24.2%	-653,927	-23.0%	-671,633	-23.2%	-2,510,277	-23.1%	-2,545,618	-22.8%	-5.4%	-7.9%	-1.4%
Net Revenue	2,556,127	100.0%	2,847,923	100.0%	2,896,681	100.0%	10,887,843	100.0%	11,152,417	100.0%	-10.2%	-11.8%	-2.4%
Costs of Sales and Service	-1,972,339	-77.2%	-2,255,579	-79.2%	-2,199,398	-75.9%	-8,094,488	-74.3%	-8,527,655	-76.5%	-12.6%	-10.3%	-5.1%
Gross Profit	583,789	22.8%	592,344	20.8%	697,283	24.1%	2,793,355	25.7%	2,624,762	23.5%	-1.4%	-16.3%	6.4%
Sales Expenses	-192,259	-7.5%	-146,476	-5.1%	-191,572	-6.6%	-757,506	-7.0%	-717,075	-6.4%	31.3%	0.4%	5.6%
Administrative Expenses	-184,886	-7.2%	-162,275	-5.7%	-152,520	-5.3%	-663,445	-6.1%	-541,434	-4.9%	13.9%	21.2%	22.5%
Other Expenses/Income	31	0.0%	-31,192	-1.1%	-26,350	-0.9%	-85,766	-0.8%	-113,717	-1.0%	-100.1%	-100.1%	-24.6%
Equity Income	-2,009	-0.1%	1,105	0.0%	-126	0.0%	-2,070	0.0%	-280	0.0%	-281.8%	1497.1%	639.8%
Financial Income	-37,191	-1.5%	-116,939	-4.1%	-88,504	-3.1%	-343,328	-3.2%	-370,301	-3.3%	-68.2%	-58.0%	-7.3%
Financial Revenues	182,152	7.1%	191,544	6.7%	221,424	7.6%	719,514	6.6%	709,834	6.4%	-4.9%	-17.7%	1.4%
Financial Expenses	-295,512	-11.6%	-321,007	-11.3%	-330,488	-11.4%	-1,190,237	-10.9%	-1,162,179	-10.4%	-7.9%	-10.6%	2.4%
Monetary Adjustment (IAS 29)	76,169	3.0%	12,524	0.4%	20,560	0.7%	127,394	1.2%	82,044	0.7%	508.2%	270.5%	55.3%
Result Before Income Tax	167,474	6.6%	136,567	4.8%	238,210	8.2%	941,240	8.6%	881,955	7.9%	22.6%	-29.7%	6.7%
Provision for Income Tax and Social Contribution Taxes	-43,833	-1.7%	-6,952	-0.2%	-72,336	-2.5%	-278,015	-2.6%	-216,205	-1.9%	530.5%	-39.4%	28.6%
Discontinued Operation	79	0.0%	56	0.0%	-72	0.0%	264	0.0%	652	0.0%	40.6%	-209.4%	-59.4%
Consolidated Profit	123,720	4.8%	129,671	4.6%	165,803	5.7%	663,489	6.1%	666,402	6.0%	-4.6%	-25.4%	-0.4%
Assigned to Non-Controlling	68,352	2.7%	40,231	1.4%	78,389	2.7%	281,802	2.6%	194,683	1.7%	69.9%	-12.8%	44.7%
Assigned to the Parent Company	55,368	2.2%	89,440	3.1%	87,413	3.0%	381,687	3.5%	471,719	4.2%	-38.1%	-36.7%	-19.1%
EBIT	204,666	8.0%	253,506	8.9%	326,714	11.3%	1,284,568	11.8%	1,252,256	11.2%	-19.3%	-37.4%	2.6%
EBITDA	287,242	11.2%	322,336	11.3%	396,374	13.7%	1,570,220	14.4%	1,504,964	13.5%	-10.9%	-27.5%	4.3%
EBITDA MARGIN (%)	11.2%		11.3%		13.7%		14.4%		13.5%		-8 bps	-245 bps	93 bps
ADJUSTED EBITDA	281,120		327,815		396,374		1,576,728		1,510,443		-14.2%	-29.1%	4.4%
ADJUSTED EBITDA MARGIN (%)	11.0%		11.5%		13.7%		14.5%		13.5%		-51 bps	-269 bps	94 bps

Consolidated Income Statement Quarterly – Values in R\$ Thousand

	OEM (Trailers)			Auto Parts			Motion Control			Financial and Digital Services		
	4Q23	4Q22	Δ%	4Q23	4Q22	Δ%	4Q23	4Q22	Δ%	4Q23	4Q22	Δ%
Gross Revenue	1,269,500	1,431,449	-11.3%	993,734	1,317,281	-24.6%	983,782	956,480	2.9%	199,985	97,693	104.7%
Deduction in Gross Revenue	-211,958	-230,067	-7.9%	-204,300	-270,376	-24.4%	-242,516	-209,654	15.7%	-13,538	-2,399	464.3%
Net Revenue	1,057,543	1,201,382	-12.0%	789,434	1,046,905	-24.6%	741,266	746,827	-0.7%	186,447	95,294	95.7%
Costs of Sales and Service	-922,253	-1,068,469	-13.7%	-632,455	-833,502	-24.1%	-538,633	-527,699	2.1%	-69,944	-48,344	44.7%
Gross Profit	135,290	132,913	1.8%	156,979	213,403	-26.4%	202,633	219,128	-7.5%	116,502	46,950	148.1%
GROSS MARGIN (%)	12.8%	11.1%	173 bps	19.9%	20.4%	-50 bps	27.3%	29.3%	-201 bps	62.5%	49.3%	1322 bps
Operating Expenses/Revenues	-91,411	-90,268	1.3%	-72,748	-63,777	14.1%	-120,908	-169,107	-28.5%	-82,588	-669	12248.6%
Equity Income	-	-	-	-	-	-	-281	-187	50.3%	-2,009	1,105	-281.8%
EBIT	43,879	42,645	2.9%	84,231	149,626	-43.7%	81,444	49,834	63.4%	31,906	47,387	-32.7%
EBITDA	58,124	56,541	2.8%	103,865	167,258	-37.9%	113,139	84,115	34.5%	35,121	48,195	-27.1%
EBITDA MARGIN (%)	5.5%	4.7%	79 bps	13.2%	16.0%	-282 bps	15.3%	11.3%	400 bps	18.8%	50.6%	-3174 bps
ADJUSTED EBITDA	63,185	56,541	11.8%	106,737	150,177	-28.9%	97,967	106,675	-8.2%	35,121	48,195	-27.1%
ADJUSTED EBITDA MARGIN (%)	6.0%	4.7%	127 bps	13.5%	14.3%	-82 bps	13.2%	14.3%	-107 bps	18.8%	50.6%	-3174 bps

	Advanced Technology and Headquarter			Intercompany Sales			Consolidated		
	4Q23	4Q22	Δ%	4Q23	4Q22	Δ%	4Q23	4Q22	Δ%
Gross Revenue	48,066	49,286	-2.5%	-320,610	-350,338	-8.5%	3,174,457	3,501,850	-9.3%
Deduction in Gross Revenue	-5,906	-6,329	-6.7%	59,889	64,898	-7.7%	-618,329	-653,927	-5.4%
Net Revenue	42,159	42,956	-1.9%	-260,721	-285,440	-8.7%	2,556,127	2,847,923	-10.2%
Costs of Sales and Service	-19,878	-21,101	-5.8%	210,825	243,535	-13.4%	-1,972,339	-2,255,579	-12.6%
Gross Profit	22,281	21,855	1.9%	-49,897	-41,905	19.1%	583,789	592,344	-1.4%
GROSS MARGIN (%)	52.8%	50.9%	197 bps	-	-	-	22.8%	20.8%	204 bps
Operating Expenses/Revenues	-44,113	-39,686	11.2%	34,654	23,564	47.1%	-377,114	-339,943	10.9%
Equity Income	77,174	101,595	-24.0%	-76,893	-101,408	-24.2%	-2,009	1,105	-281.8%
EBIT	55,342	83,764	-33.9%	-92,136	-119,749	-23.1%	204,666	253,506	-19.3%
EBITDA	69,130	85,952	-19.6%	-92,136	-119,725	-23.0%	287,242	322,336	-10.9%
EBITDA MARGIN (%)	164.0%	200.1%	-3612 bps	-	-	-	11.2%	11.3%	-8 bps
ADJUSTED EBITDA	70,246	85,952	-18.3%	-92,136	-119,725	-23.0%	281,120	327,815	-14.2%
ADJUSTED EBITDA MARGIN (%)	166.6%	200.1%	-3347 bps	-	-	-	11.0%	11.5%	-51 bps

Income Statement by Business Vertical Accumulated – Values in R\$ Thousand

	OEM (Trailers)			Auto Parts			Motion Control			Financial and Digital Services		
	2023	2022	Δ%	2023	2022	Δ%	2023	2022	Δ%	2023	2022	Δ%
Gross Revenue	5,454,088	5,530,247	-1.4%	4,148,079	5,211,013	-20.4%	4,340,113	3,869,555	12.2%	752,903	473,985	58.8%
Deduction in Gross Revenue	-904,144	-928,954	-2.7%	-867,921	-1,065,656	-18.6%	-951,455	-811,384	17.3%	-48,228	-26,616	81.2%
Net Revenue	4,549,945	4,601,293	-1.1%	3,280,158	4,145,356	-20.9%	3,388,657	3,058,171	10.8%	704,675	447,368	57.5%
Costs of Sales and Service	-3,915,720	-3,985,924	-1.8%	-2,587,445	-3,265,477	-20.8%	-2,250,055	-2,154,694	4.4%	-270,931	-149,156	81.6%
Gross Profit	634,225	615,368	3.1%	692,712	879,879	-21.3%	1,138,602	903,477	26.0%	433,744	298,213	45.4%
GROSS MARGIN (%)	13.9%	13.4%	57 bps	21.1%	21.2%	-11 bps	33.6%	29.5%	406 bps	61.6%	66.7%	-511 bps
Operating Expenses/Revenues	-372,299	-305,423	21.9%	-259,753	-278,349	-6.7%	-595,596	-570,453	4.4%	-259,611	-178,537	45.4%
Equity Income	-	-	-	-	-	-	-452	16-2929.8%	-	-2,070	-280	639.8%
EBIT	261,926	309,946	-15.5%	432,959	601,530	-28.0%	542,554	333,040	62.9%	172,064	119,396	44.1%
EBITDA	320,327	361,796	-11.5%	507,543	670,868	-24.3%	667,250	453,120	47.3%	177,989	122,268	45.6%
EBITDA MARGIN (%)	7.0%	7.9%	-82 bps	15.5%	16.2%	-71 bps	19.7%	14.8%	487 bps	25.3%	27.3%	-207 bps
ADJUSTED EBITDA	325,388	361,796	-10.1%	510,416	653,787	-21.9%	664,708	475,679	39.7%	177,989	122,268	45.6%
ADJUSTED EBITDA MARGIN (%)	7.2%	7.9%	-71 bps	15.6%	15.8%	-21 bps	19.6%	15.6%	406 bps	25.3%	27.3%	-207 bps

	Advanced Technology and Headquarter			Intercompany Sales			Consolidated		
	2023	2022	Δ%	2023	2022	Δ%	2023	2022	Δ%
Gross Revenue	185,663	179,555	3.4%	-1,482,726	-1,566,318	-5.3%	13,398,120	13,698,035	-2.2%
Deduction in Gross Revenue	-22,411	-24,030	-6.7%	283,881	311,023	-8.7%	-2,510,277	-2,545,618	-1.4%
Net Revenue	163,252	155,524	5.0%	-1,198,844	-1,255,295	-4.5%	10,887,843	11,152,417	-2.4%
Costs of Sales and Service	-65,936	-74,282	-11.2%	995,600	1,101,878	-9.6%	-8,094,488	-8,527,655	-5.1%
Gross Profit	97,316	81,242	19.8%	-203,245	-153,418	32.5%	2,793,355	2,624,762	6.4%
GROSS MARGIN (%)	59.6%	52.2%	737 bps	-	-	-	25.7%	23.5%	212 bps
Operating Expenses/Revenues	-142,536	-120,544	18.2%	123,077	81,080	51.8%	-1,506,717	-1,372,226	9.8%
Equity Income	480,233	532,433	-9.8%	-479,781	-534,044	-10.2%	-2,070	-1,875	10.4%
EBIT	435,013	493,131	-11.8%	-559,948	-606,382	-7.7%	1,284,568	1,250,661	2.7%
EBITDA	455,657	501,602	-9.2%	-558,546	-606,286	-7.9%	1,570,220	1,503,369	4.4%
EBITDA MARGIN (%)	279.1%	322.5%	-4341 bps	-	-	-	14.4%	13.5%	94 bps
ADJUSTED EBITDA	456,773	503,198	-9.2%	-558,546	-606,286	-7.9%	1,576,728	1,510,443	4.4%
ADJUSTED EBITDA MARGIN (%)	279.8%	323.5%	-4375 bps	-	-	-	14.5%	13.5%	94 bps

Financial Statement – Values in R\$ Thousand

	Consolidated	Parent Company	Randon Bank ¹
Assets	12,820,145	6,309,912	2,161,171
Current Assets	7,387,649	2,171,322	1,311,766
Cash and equivalents	2,864,806	1,126,503	119,157
Financial Investments	52	-	-
Derivative Financial Instrument	564	564	-
Receivables	2,139,863	277,673	1,184,628
Inventory	1,773,229	388,701	-
Deferred Charges/Recoverable taxes	484,951	245,550	500
Others	124,183	132,330	7,480
Noncurrent Assets	5,432,495	4,138,590	849,406
Long-term Assets	1,866,186	665,422	836,599
Investments of non-immediate liquidity	100,090	-	38,858
Credit controlling company/controlled companies	-	85,704	-
Receivables	783,390	-	783,390
Consortiums for resale	22,233	-	-
Deferred Charges/recoverable taxes	697,577	574,137	14,267
Other non-current assets	234,574	-	84
Taxes under litigation	28,322	5,581	-
Investments/Property, Plant, Property/Intangible/Deferred	3,299,292	3,445,295	12,076
Right to use asset	267,018	27,873	730

¹ Banco Randon's numbers are consolidated in accordance with IFRS standards. The unit's reporting to Bacen is carried out in accordance with the entity's requirements.

Financial Statement – Values in R\$ Thousand

	Consolidated	Parent Company	Randon Bank ¹
Liabilities	12,820,145	6,309,912	2,161,171
Current Liabilities	4,070,903	1,109,298	1,108,928
Suppliers	1,201,208	484,220	16,879
Financing institutions Short Term	1,224,773	301,921	686,710
Accounts payable by business combination Short Term	179,314	-	-
Salaries and benefits	156,719	45,675	1,799
Taxes and Fees	261,233	46,263	15,298
Advances for customers and others	1,012,101	227,682	388,114
Leases Short Term	35,554	3,536	127
Noncurrent Liabilities	4,853,851	2,422,838	692,267
Financing institutions Long Term	4,121,368	2,331,451	634,474
Accounts payable by business combination Long Term	168,635	925	-
Government Subsidy	2,580	-	-
Debits with controlled companies Long Term	6,192	-	-
Diverse payable taxes and contributions	3,692	-	143
Provision for contingencies	128,116	17,268	-
Other non-current liabilities	101,605	5,699	-
Coop-payment plans obligations Long Term	2,058	-	-
Advances for customers and others Long Term	76,029	41,783	56,928
Leases Long Term	243,577	25,711	723
Total Net Equity	3,895,390	2,777,776	359,977
Net Equity	2,777,776	2,777,776	359,977
Minority interest	1,117,615	-	-

¹ Banco Randon's numbers are consolidated in accordance with IFRS standards. The unit's reporting to Bacen is carried out in accordance with the entity's requirements.

Income Statement – Values in R\$ Thousand

	Consolidated	Parent Company	Randon Bank ¹
Net revenue	10,887,843	4,035,627	310,597
Cost of goods and services	-8,094,488	-3,413,826	-205,839
Gross income	2,793,355	621,801	104,759
Sales expenses	-757,506	-189,291	-14,317
Administrative expenses	-663,445	-180,668	-52,120
Other expenses / income	-85,766	-130,943	-5,151
Equity equivalence	-2,070	525,837	-
Financial income	-343,328	-328,212	-330
Income before taxes	941,240	318,524	32,842
Provision for taxes and social contributions	-278,015	63,163	-13,896
Interest of non-controlling shareholders	-281,802	-	-
Discontinued Operation	264	-	-
Net income for the period	381,687	381,687	18,946
EBIT	1,284,568	646,736	33,172
EBITDA	1,570,220	697,534	33,755
EBITDA MARGIN (%)	14.4%	17.3%	10.9%

¹ Banco Randon's numbers are consolidated in accordance with IFRS standards. The unit's reporting to Bacen is carried out in accordance with the entity's requirements.

Cash Flow Statement – Values in R\$ Thousand

	Parent Company		Consolidated	
	12/31/2023	12/31/2022	12/31/2023	12/31/2022
Cash flow from operations				
Income for the period	381,687	471,720	663,489	666,402
Income tax and social contribution (current and deferred)	-63,162	-54,470	278,015	216,205
Exchange variation and interest on loans	354,686	395,464	744,097	589,426
Exchange variation and interest on leases	2,412	2,134	17,319	23,668
Depreciation and amortization	50,798	47,921	285,652	252,708
Other Provisions	-11,164	-17,046	-5,716	-5,363
Provisions (reversal) for litigation	1,495	-1,041	41,973	13,109
Variation in derivatives	325	-714	4,418	14,262
Residual cost from sold and written off fixed assets	1,560	6,787	14,427	20,760
Provision (reversal) for doubtful accounts	-15,461	2,517	-19,512	10,572
Provision (reversal) for obsolete inventory	-6,124	9,770	-6,728	22,999
Equity Income Result	-525,572	-427,336	2,070	280
Revenue from active legal proceedings, net of fees	-1,269	-42,084	-3,187	-79,397
Provision (reversal) reduction in impairment	-33	32	9,608	-3,423
Monetary Adjustment	-	-	-127,394	-82,044
Compensation of retained values business combination	-	-	-57,620	5,960
	170,178	393,654	1,840,911	1,666,124
Variations in assets and liabilities				
Financial Investments	65,140	285,105	612,891	-307,956
Accounts receivable from customers	204,286	-228,774	-314,057	-525,194
Inventory	197,971	52,801	481,175	-88,317
Taxes to be recovered	160,442	19,166	292,012	135,054
Other assets	129,935	55,498	-72,754	-12,042
Suppliers	-120,419	142,956	-263,077	462,748
Other liabilities	-173,848	-115,441	-164,761	-83,788
Net variation in discontinued operations	-	-	2,655	1,292
Cash generated by operation	633,685	604,965	2,414,995	1,247,921
Income tax and Social Contribution paid	-	-	-233,104	-118,106
Net cash used (generated by) operation	633,685	604,965	2,181,891	1,129,815

Cash Flow Statement – Values in R\$ Thousand

	Parent Company		Consolidated	
	12/31/2023	12/31/2022	12/31/2023	12/31/2022
Cash Flow from Investments				
Receipt of profits and dividends of subsidiaries	324,795	175,989	-	-
Paid-in capital in subsidiary	-224,868	-725,971	-	-
Loans granted to subsidiaries	8,179	84,431	-	-
Acquisition of interest in jointly controlled	-	-	-90,000	-10,000
Business combination	-	-10,947	-171,381	-283,522
Permanent assets acquisition	-60,254	-70,807	-327,562	-356,236
Intangible assets acquisition	-552	-750	-18,059	-11,648
Net available cash used in investments	47,300	-548,055	-607,002	-661,406
Cash Flow From Financing				
Dividend and Interest on Equity Paid	-147,697	-224,570	-294,182	-331,646
Payment of derivatives	-	-255	-1,029	-10,985
Loans taken and derivatives	-	1,739,478	1,017,667	2,939,793
Payment of loans	-134,109	-1,164,836	-1,187,474	-2,029,677
Acquisition of Treasury Shares	-	-9,997	-	-9,997
Interest paid on loans	-382,813	-386,382	-686,751	-604,026
Loans granted by related parties	-	-	-231	-6,186
Payment of leasings	-9,474	-9,205	-62,944	-51,277
Capital Increase in Subsidiary	-	-	-	249,695
Net Cash used (resulting from) financing	-674,093	-55,767	-1,214,944	145,694
Statement of increase in cash				
At beginning of period	1,119,611	1,118,468	2,504,862	1,890,759
At end of period	1,126,503	1,119,611	2,864,807	2,504,862
Increase in cash	6,892	1,143	359,945	614,103