



RANDONCORP



Institutional Profile

Building tomorrow

3Q23

Safe Harbor Statement

We make forward-looking statements that are subject to risks and uncertainties. Such statements are based on beliefs and assumptions of our Management and information that the Company currently has access to.

Forward-looking statements include information about our intentions, beliefs or current expectations, as well as those of the Company's Board of Directors and Officers.

Disclaimers regarding forward-looking statements and information also include information about possible or assumed operating results, as well as statements that are preceded, followed by, or that include the words "believe", "may", "will", "continue", "expects", "anticipates", "intends", "plans", "estimates" or similar expressions.

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



We are Randoncorp

We develop transport solutions based on valuing people, generating profit with sustainability, in trust, innovation and technology.

In our more than 74 years of history, we have built a global and leadership presence in the sectors in which we operate.

Purpose

Connect 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

ABSOLUTE FOCUS ON CUSTOMERS

DIVERSIFICATION WITH FOCUS

FINANCIAL STRENGTH

INNOVATION AND TECHNOLOGY AS DIFFERENTIATORS

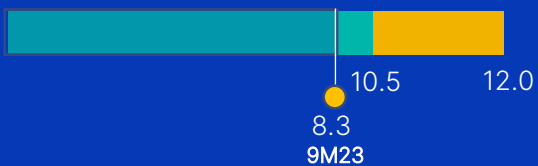
LEVERAGING SINERGIES

COMPANY DESIRED TO WORK

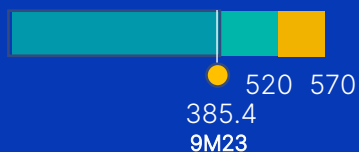
SUSTAINABILITY | ESG PRIORITIZED

Main Figures

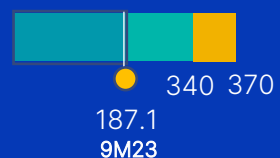
Consolidated Net Revenue (R\$ B)



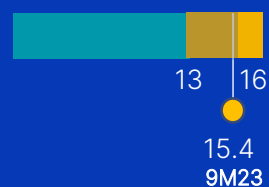
International Markets Revenues (US\$ M)



Investments (R\$ M)



EBITDA Margin (%)



■ 2023 Guidance Range

Data from 9M2023

IPO

1974

MARKET CAP

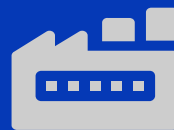
R\$ 3.6
BILLION

TICKERS

RAPT3
RAPT4

EMPLOYEES

15,409



32
factories



10
distribution
centers



3
units of advanced
technology



Products
sold in
+120 countries



RANDONCORP

Dynamism

1949 - 1999

- 📍 Mecânica Randon
- 📍 Air brakes
- 📍 3rd axle for trucks
- 📍 Trailers manufacturing
- 📍 IPO
- 📍 Freios Master
- 📍 Randon Consórcios
- 📍 Fras-le S/A and Fras-le USA
- 📍 JOST Brasil
- 📍 Randon Argentina
- 📍 Suspensys

2000 - 2009

- 📍 Castertech Caxias do Sul
- 📍 Centro Tecnológico Randon
- 📍 Fras-le China
- 📍 Banco Randon
- 📍 Fras-le Europe
- 📍 Fras-le México

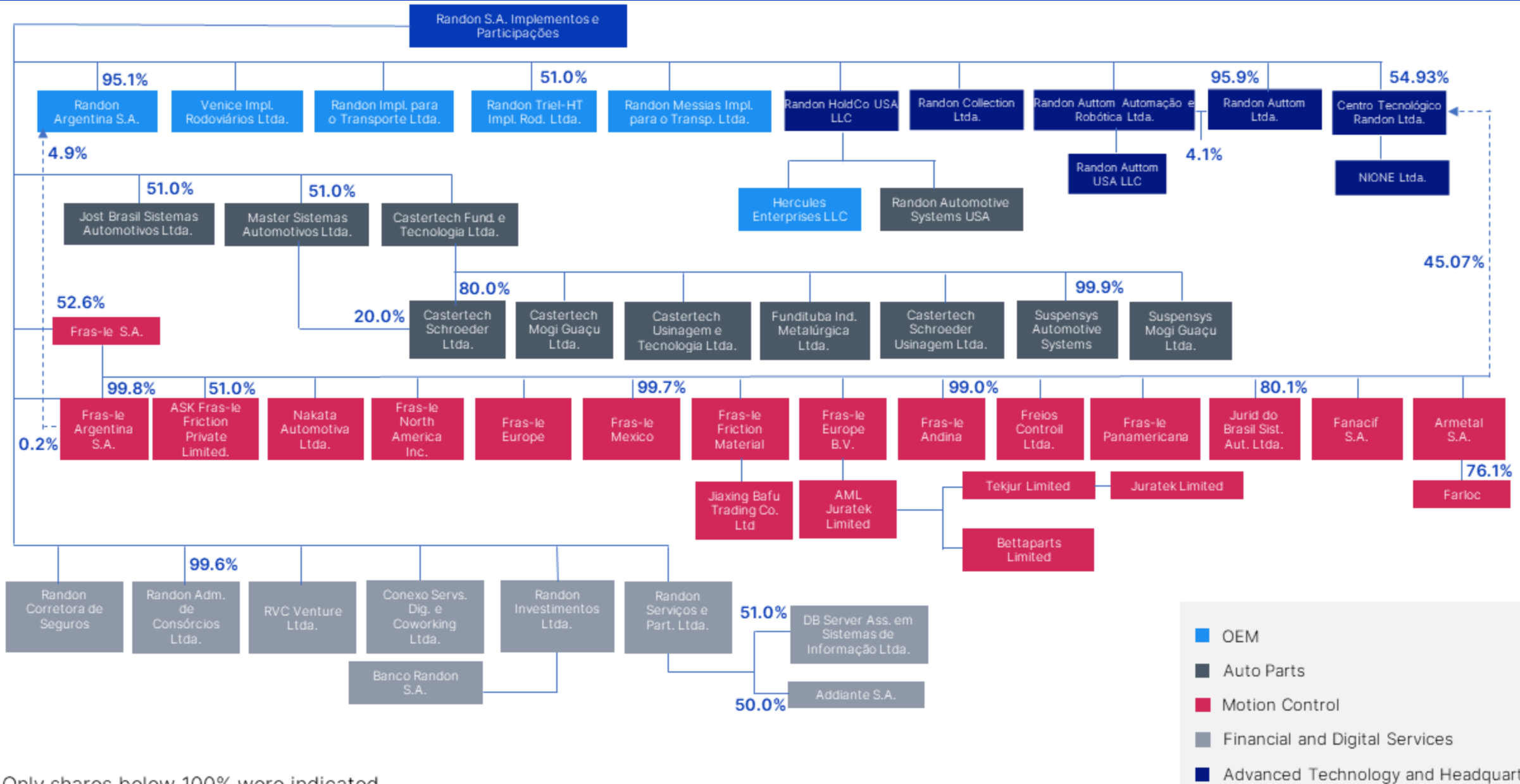
2010 - 2019

- 📍 Controil
- 📍 Armetal, Farloc e Fanacif
- 📍 ASK Fras-le
- 📍 Fremax
- 📍 Jurid
- 📍 Fras-le Panamericana
- 📍 Randon Chapecó
- 📍 Randon Araraquara
- 📍 Randon Triel-HT
- 📍 Suspensys México
- 📍 Randon Linhares

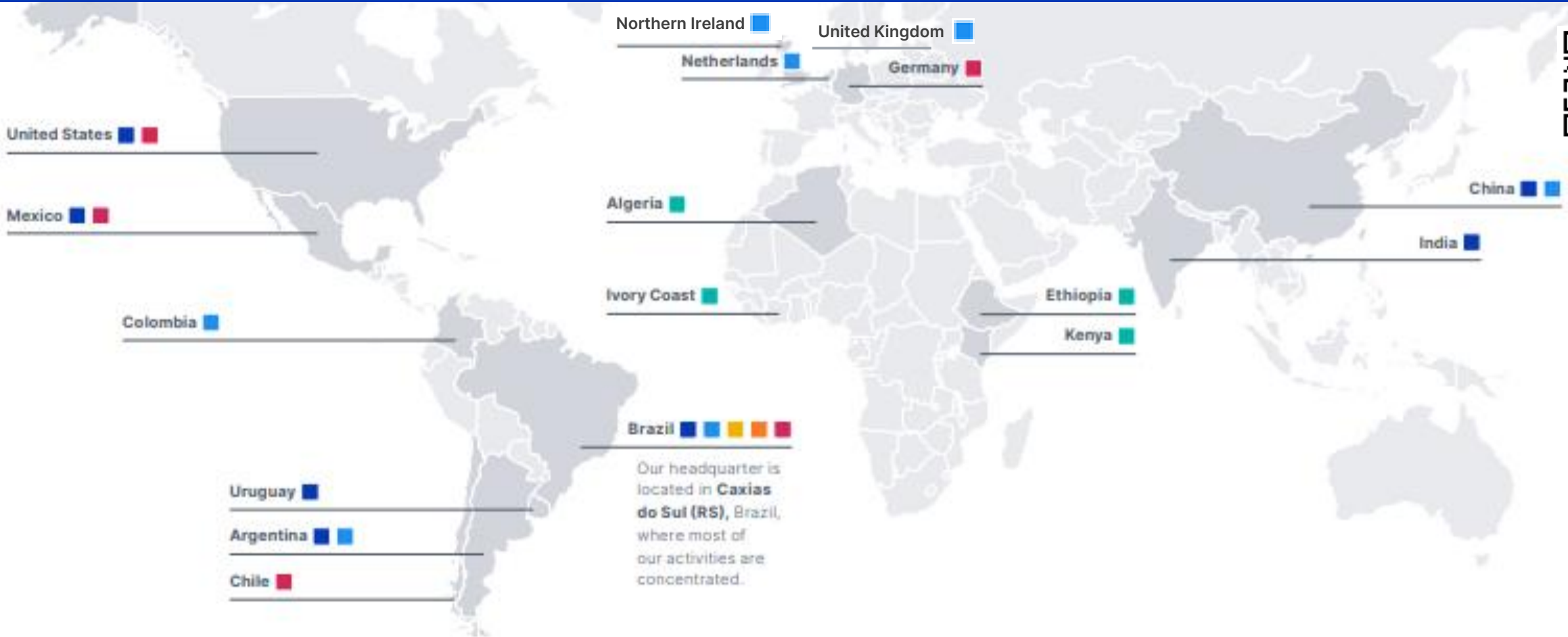
2020...

- 📍 Randon Ventures
- 📍 Nakata
- 📍 Master Flores da Cunha
- 📍 Conexo
- 📍 Castertech Usinagem
- 📍 Castertech Schroeder
- 📍 Castertech Indaiatuba
- 📍 Auttom
- 📍 NIONE
- 📍 Hercules
- 📍 Randon Venice
- 📍 Castertech Mogi
- 📍 Addiante
- 📍 Juratek
- 📍 DB Server

Corporate Organization Chart Randoncorp



Only shares below 100% were indicated.



Our headquarter is located in **Caxias do Sul (RS)**, Brazil, where most of our activities are concentrated.

- 32 Industrial Units**
 - 24 Brazil
 - 2 Argentina
 - 1 China
 - 2 EUA
 - 1 India
 - 1 Mexico
 - 1 Uruguay

- 10 Distribution centers**
 - 2 Brazil
 - 2 Argentina
 - 1 China
 - 1 Colombia
 - 1 Netherlands
 - 2 United Kingdom
 - 1 Northern Ireland

- 4 Trailers and CKD Units**
 - 1 Algeria
 - 1 Ethiopia
 - 1 Ivory Coast
 - 1 Kenya

- 3 Technology and Innovation Centers**
 - 3 Brazil

- 7 Financial and Digital Services**
 - 7 Brazil

- 6 Commercial offices**
 - 1 Germany
 - 1 Brazil
 - 1 Chile
 - 2 USA
 - 1 Mexico

Leader in the main segments of activity

Strong brands

RANDON

FRASLE
MOBILITY

JOST

MASTER
MERITOR RANDON

CASTERTECH

Suspensys®

CTR
DRIVEN BY INNOVATION

NIONE

Auttom

CONSÓRCIO
RANDON

BANCO
RANDON

SEGUROS
RANDON

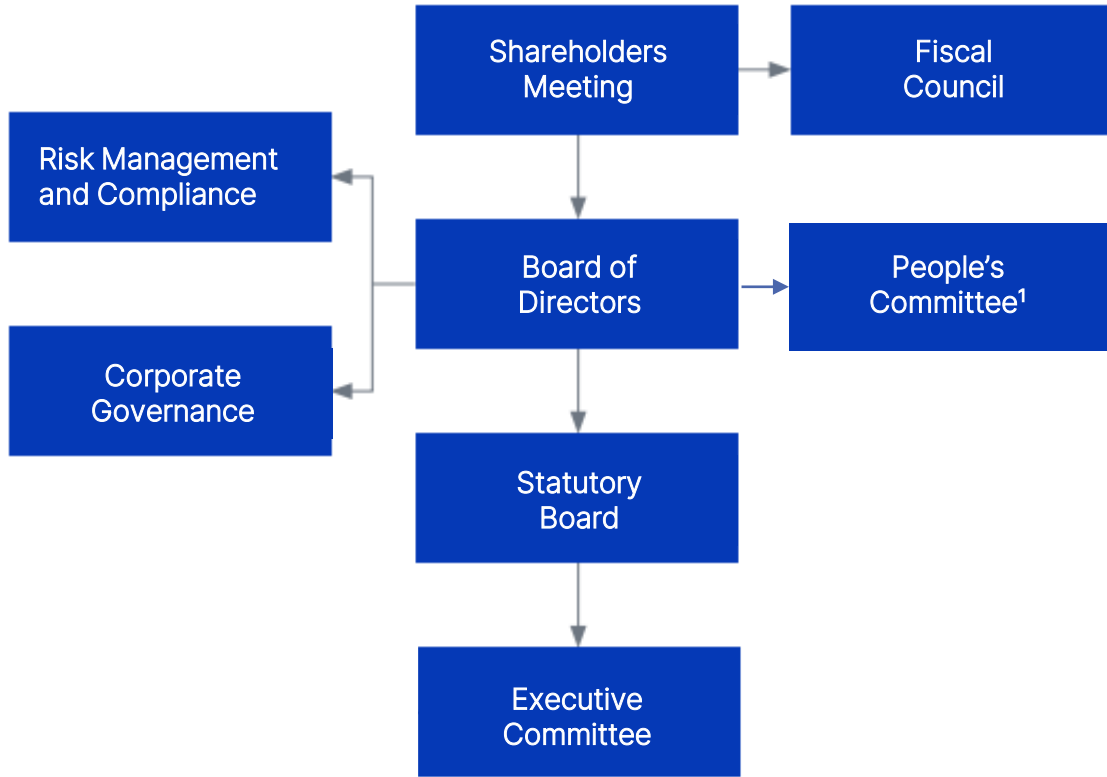
RANDON
VENTURES

Addiante»

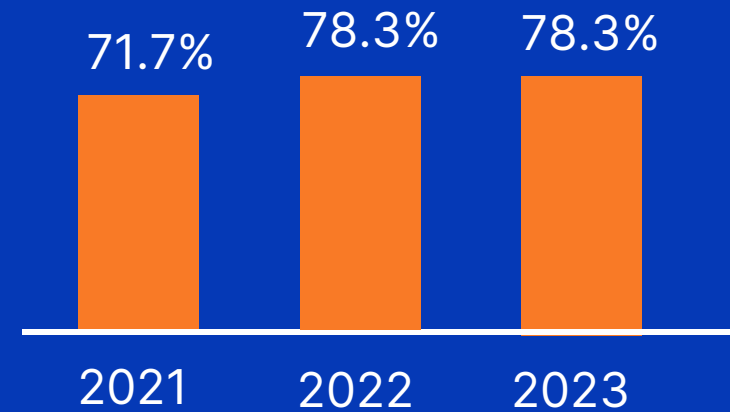
CONEX

<db>

Governance Structure



Our Evolution in Corporate Governance



Adherence to the practices recommended by CVM Instruction 586.

FREE FLOAT

60.1%

TAG ALONG

80%

¹ Non-statutory advisory body to the Board of Directors

Our Leaders

RANDONCORP

Board of Directors



From left to right, Alexandre Randon, Ana Carolina R. Strobel, David A. Randon, Vicente F. Assis and Pedro Ferro Neto, constituting the Board of Directors of Randoncorp.

- > **David Abramo Randon** - President
- > **Alexandre Randon** – Vice-President
- > **Ana Carolina R. Strobel** – Board member
- > **Pedro Ferro Neto** - Board member
- > **Vicente F. Assis** - Board member

Fiscal Council

- > **Ademar Salvador**
- > **Rosângela C. Süffert**
- > **Gilberto C. Monticelli**

Officers



Daniel Randon
President



Sergio L. Carvalho
CEO



Paulo Prignolato
VP and CFO



Daniel M. Ely
VP and COO



Sandro Trentin
COO OEM (Trailers)



Anderson Pontalti
COO Motion Control



Ricardo Escoboza
COO Auto Parts



César A. Ferreira
Superintendent
Director
Advanced Tech

Executive Committee

- > **Maria Paula S. Aranha**
- > **Valmir P. Rossi**

RAPT
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

INDX B3

ITAG B3

SMLL B3

IAGRO-FFS B3



To learn more about the governance bodies, access the QR-Code on the side.



Our ESG Ambition



Access our 2022 Sustainability Report.

Public Commitments

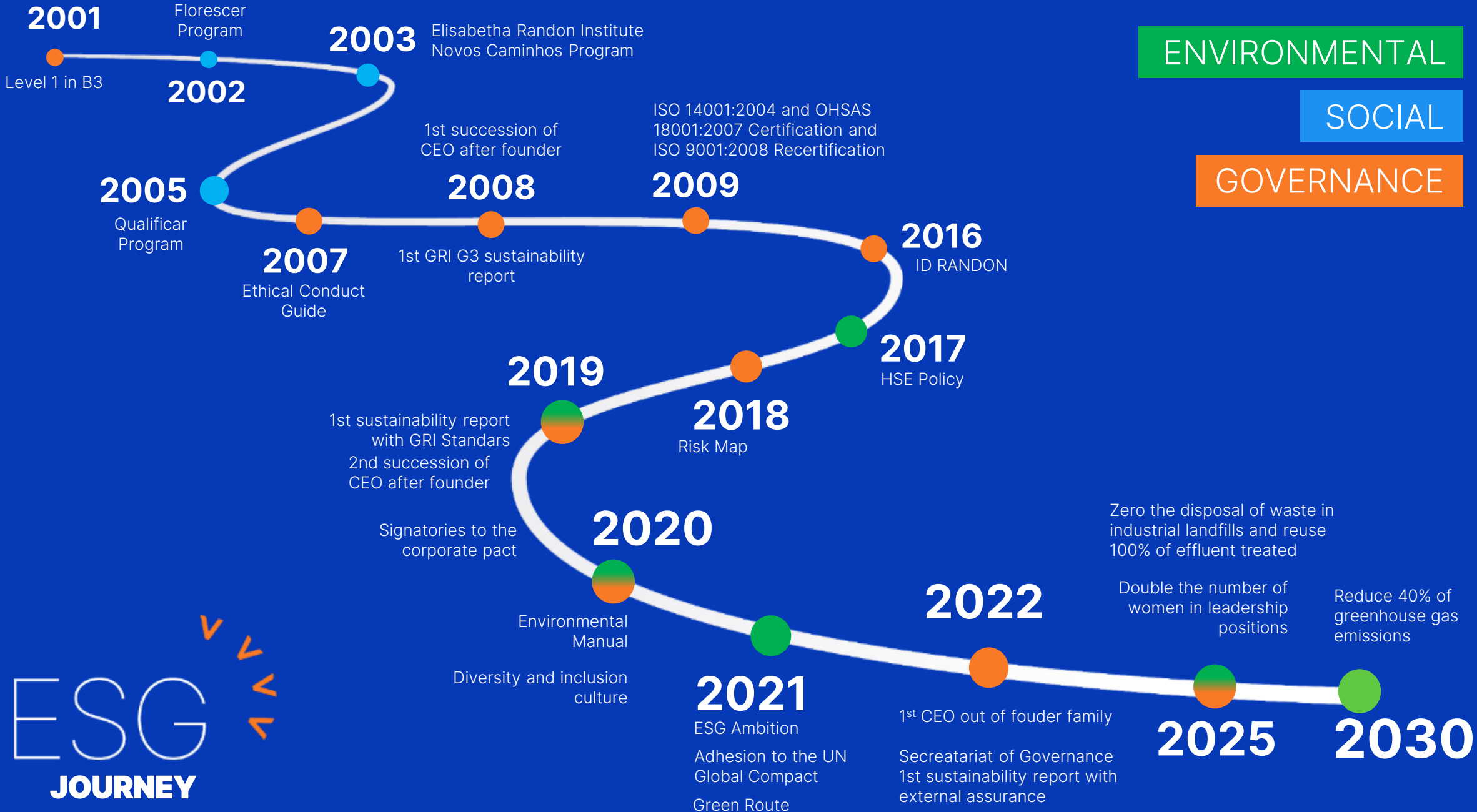
- > Reduce 40% of greenhouse gas emissions by 2030.
- > Zero the disposal of waste in industrial landfills and reuse 100% of effluent treated by 2025.
- > Double the number of women in leadership positions by 2025.
- > Zero serious accidents.
- > Increase annual net revenue generated by new products.

Contributions to SDG



We are signatories to the UN Global Compact.





ENVIRONMENTAL

SOCIAL

GOVERNANCE

ESG
JOURNEY



Our impact on communities

The Elisabetha Randon Institute (IER) coordinates all of Randoncorp's social programs so that we are relevant in the communities where we operate.



Elisabetha Randon Institute has a new visual identity!

20 years of many stories, social transformation and education for life!



Celebrating two decades of activity, Randoncorp's Social Institute presents its new visual identity, inspired by the pillars of action – education, culture and social – that guide and sustain its journey of social responsibility, committed to building a better society for all.



Access the QR Code for more information



Instituto Elisabetha Randon



Our people

We base our relationship with our team on **trust, integrity and transparency.**

15%
of feminine leadership in 2022

Programs and initiatives for development

- > Qualificar Program
- > Be Digital
- > Languages
- > Novos Caminhos – Prosperity Journey
- > Leadership in Movement
- > Performance Evaluation
- > Pra.Vc Platform
- > Employer brand
- > Hers Journey
- > Female Mentoring
- > Circles of Conversation
- > Lives and Workshops



Diversity, inclusion e fairness

Check out the purpose of Randoncorp's Affinity Groups:

Women	Race and Ethnicity	LGBTQIAPN+	PWDs
Seek gender equity with collective and individual actions that promote respect and empower women at all levels of the organization, generating real change.	Act with commitment and conscience, connected with our origins to transform Randoncorp into an environment with ethnic and racial equity.	Build a culture of belonging and authenticity at Randoncorp, respecting all LGBTQIAPN+ people, promoting a safe, democratic and inclusive environment.	Support issues of physical and digital accessibility, providing conditions for the inclusion of people with disabilities, welcoming diversity and respecting human beings.

How we innovate

We work in
Megatrend
Projects
(Number of Projects)



5 Mobility and
Electrification



7 Embedded
Electronics



21 Smart
Materials

Products

Industrial

Organizational
Culture

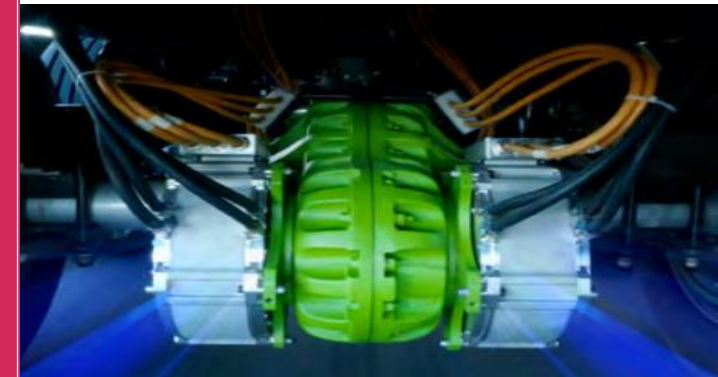
Digital
Transformation



Auttom^o



We have the **largest** independent technological center in the automotive sector in Latin America.



R\$ 131 million invested in R&D and innovation in 2022.

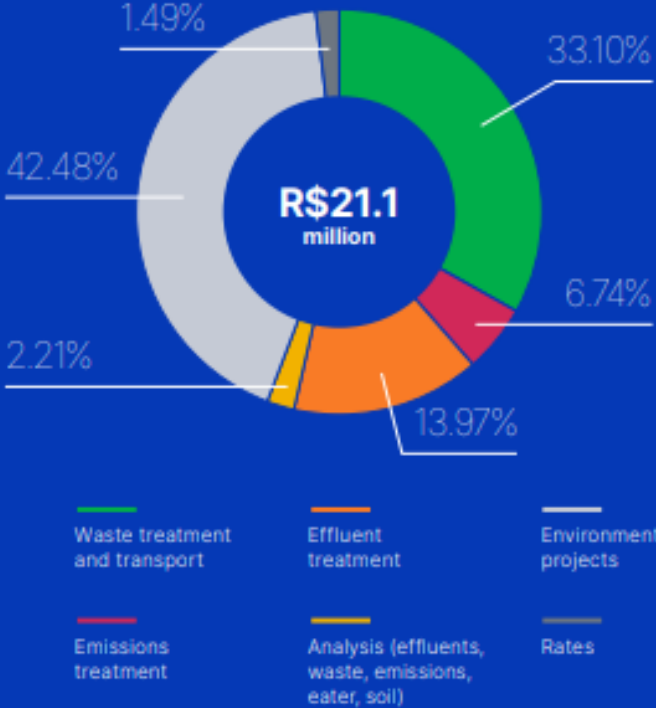


64 patents
registered



Commitment to the Environment

Investments in environmental management initiatives



MAIN PROJECTS

Renewable energy, carbon footprint and effluent reuse.



Green Route

Our program of commitment to the environment

Green route program pillars



Sustainable environmental development

More responsible economic growth and consumption



Environmental technologies and innovations

Results in operational efficiency, with better use of inputs and raw materials and reduced waste



Environmental responsibility

Culture of prevention and support to the communities where the company operates.



> **R\$ 7 million**

invested in a solar energy plant

> **50%**

of effluents reused

> **88%**

raw material conversion rate

> **55%**

non-hazardous waste recycling

> **2.51**

emissions intensity

Consolidated Results

RANDONCORP

Economic Highlights	3Q23	3Q22	Δ%	2Q23	Δ%	9M23	9M22	Δ%
Consolidated Gross Revenue	3,568,314	3,744,124	-4.7%	3,391,689	5.2%	10,223,664	10,196,185	0.3%
Consolidated Net Revenue	2,896,681	3,055,830	-5.2%	2,776,867	4.3%	8,331,715	8,304,494	0.3%
International Market Revenues US\$ ¹	119,121	121,492	-2.0%	146,760	-18.8%	385,401	333,817	15.5%
Consolidated Gross Profit	697,283	742,423	-6.1%	779,976	-10.6%	2,209,567	2,032,418	8.7%
Gross Margin (%)	24.1%	24.3%	-22 bps	28.1%	-402 bps	26.5%	24.5%	205 bps
Consolidated EBITDA	396,374	419,261	-5.5%	444,441	-10.8%	1,282,978	1,182,628	8.5%
EBITDA Margin (%)	13.7%	13.7%	-4 bps	16.0%	-232 bps	15.4%	14.2%	116 bps
Adjusted EBITDA	396,374	419,261	-5.5%	457,070	-13.3%	1,295,608	1,182,628	9.6%
Adjusted EBITDA Margin (%)	13.7%	13.7%	-4 bps	16.5%	-278 bps	15.6%	14.2%	131 bps
Net Profit	87,413	147,680	-40.8%	116,798	-25.2%	326,320	382,279	-14.6%
Net Margin (%)	3.0%	4.8%	-182 bps	4.2%	-119 bps	3.9%	4.6%	-69 bps
Earnings per share R\$	0.27	0.45	-40.8%	0.36	-25.2%	0.99	1.16	-14.6%

Financial Highlights

Equity	2,944,686	2,771,965	6.2%	2,934,228	0.4%	2,944,686	2,771,965	6.2%
Investments ²	118,469	119,745	-1.1%	99,087	19.6%	533,661	728,442	-26.7%
Net Debt	3,615,885	3,257,929	11.0%	3,884,549	-6.9%	3,615,885	3,257,929	11.0%
Net Debt (Without Randon Bank)	2,121,322	2,013,042	5.4%	2,429,318	-12.7%	2,121,322	2,013,042	5.4%
Leverage	2.25 x	2.26 x	-0.3%	2.39 x	-5.6%	2.25 x	2.26 x	-0.3%
Leverage (Without Randon Bank)	1.35 x	1.42 x	-5.1%	1.53 x	-11.5%	1.35 x	1.42 x	-5.1%
ROE (last 12 months)	15.1%	21.3%	-611 bps	17.3%	-220 bps	15.1%	21.3%	-611 bps
ROIC (last 12 months)	13.0%	12.6%	37 bps	12.8%	24 bps	13.0%	12.6%	37 bps

Capital Market	09/30/23	09/30/22	Δ%	06/30/23	Δ%
RAPT4 Closure Quote ³	11.66	9.08	28.4%	11.98	-2.7%
RAPT3 Closure Quote ³	9.32	8.42	10.7%	9.81	-5.0%
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	3,555,257	2,906,900	22.3%	3,680,119	-3.4%
RAPT4 Treasury Shares ⁴	1,037	718	44.4%	1,037	0.0%
Price Over Book Value ³	12.59	11.84	6.3%	12.53	0.5%

¹ Exports + Revenues from International Markets (both consolidated)

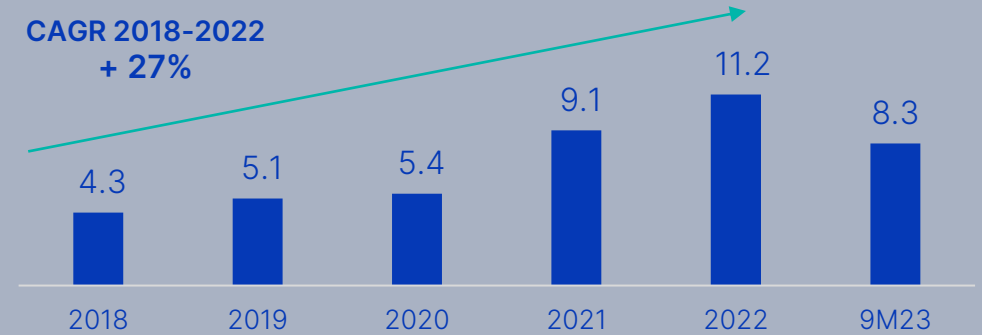
² Capex + Non-Organics + Paid-in Capital

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

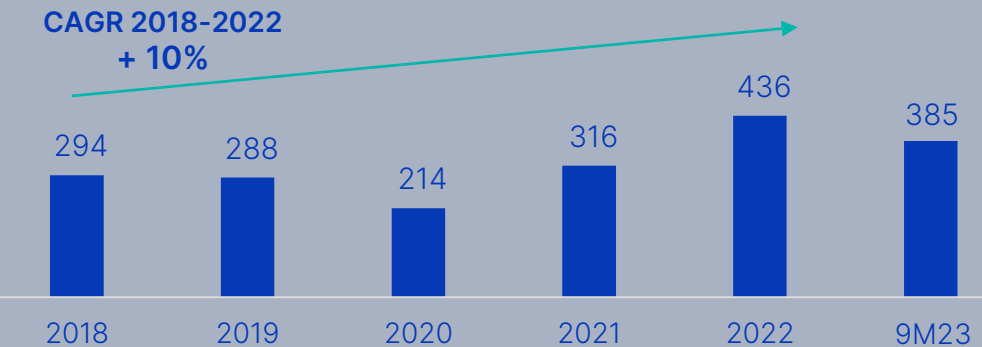
⁴ Values in Thousands

⁵ Values in R\$ Thousands

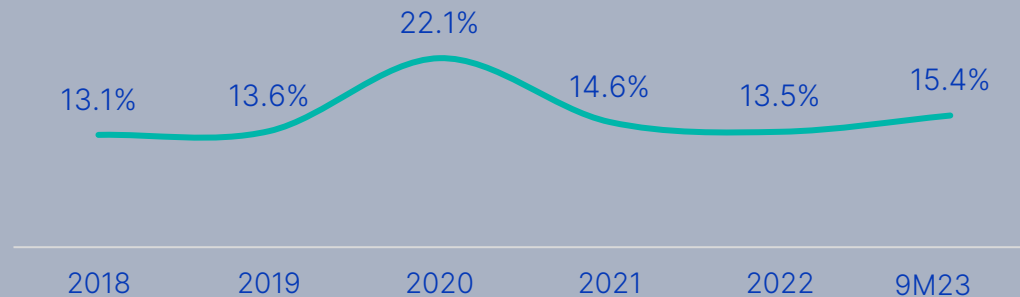
Consolidated Net Revenue (R\$ B)



Consolidated International Market Revenues (US\$ M)



Consolidated EBITDA Margin (%)





Market Overview

		3Q23	3Q22	Δ%	9M23	9M22	Δ%
Production	Trucks ¹	24,592	44,903	-45.2%	71,765	116,675	-38.5%
	Trailers ³	25,232	23,975	5.2%	69,985	66,448	5.3%
Brazil Sales	Trucks ¹	26,456	35,557	-25.6%	79,003	93,162	-15.2%
	Trailers ²	23,717	22,373	6.0%	65,787	62,387	5.4%
Exports	Trucks ¹	4,305	6,839	-37.1%	12,467	17,977	-30.7%
	Trailers ³	1,515	1,602	-5.4%	4,198	4,061	3.4%

¹ Anfavea

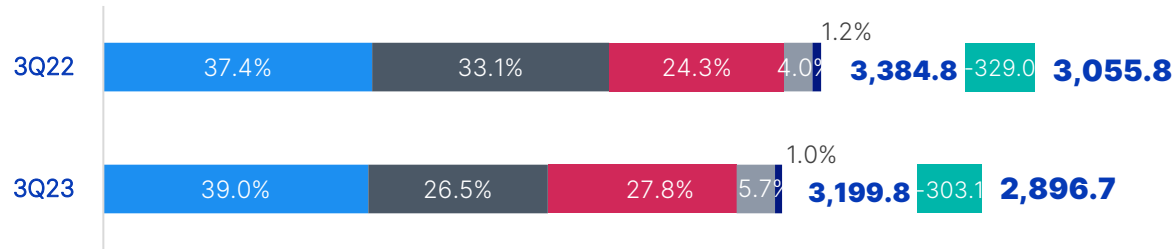
² Anfir

³ Anfir + Aliceweb

Volumes in units

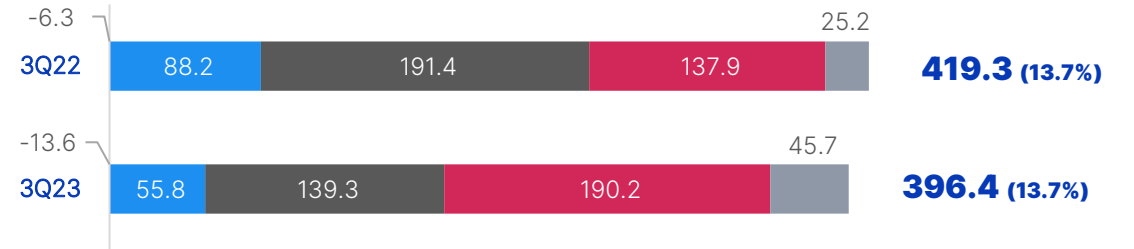
Consolidated Results

Consolidated Net Revenue

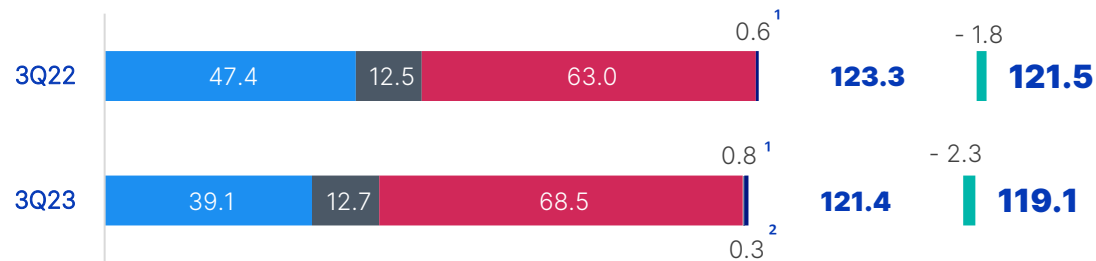


EBITDA and EBITDA Margin

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



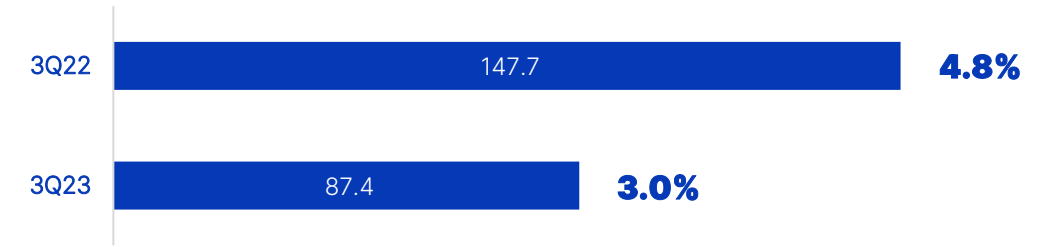
International Market Revenue



¹ Advanced Technology and Headquarter
² Financial and Digital Services

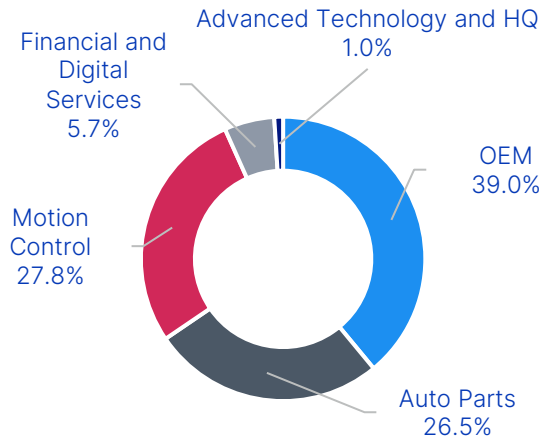
Net Income and Net Margin¹

¹ The net income is presented only on a consolidated basis.

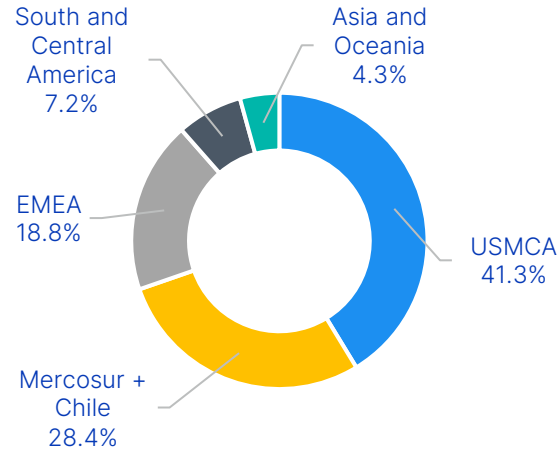


Diversified Business Model | 3Q23

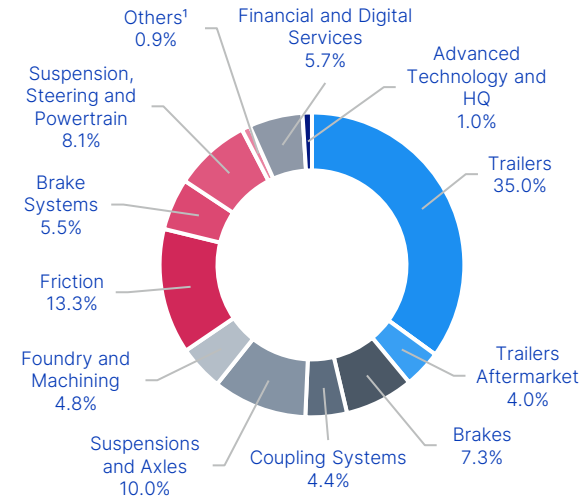
% Net Revenue By Business Vertical



% International Market Revenues By Region

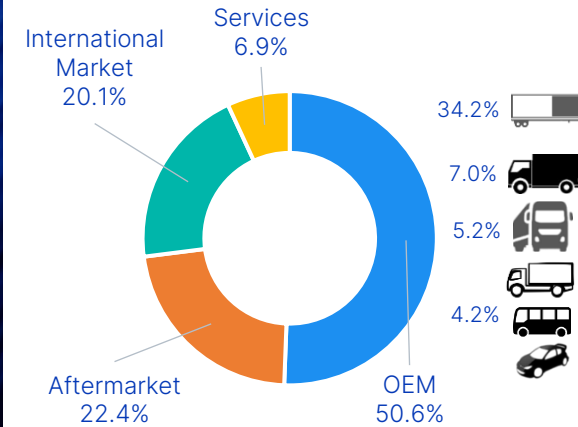


% Net Revenue By Product



¹ For the opening of the Others line, see attachment IV of the Fras-le Release

% Net Revenue By Segment



Diversified Business

OEM (Trailers)

RANDON



Auto Parts

Suspensys[®]

JOST

MASTER
MERITOR RANDON

CASTERTECH



Motion Control

FRASLE
MOBILITY



Financial and Digital Services

CONSÓRCIO
RANDON

BANCO
RANDON

SEGUROS
RANDON

(ONEX)

RANDON
VENTURES

Addiante[”]

<db>

Advanced Technology

NIONE

ETR
DRIVEN BY INNOVATION

Autom^o



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.

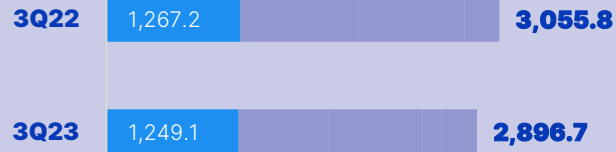
Customer Base

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

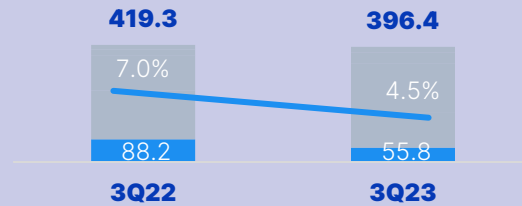
Strategy

- > 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

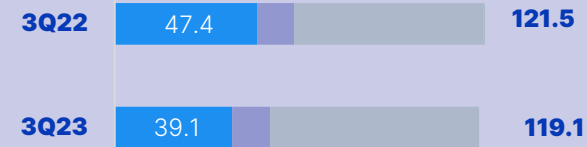
Consolidated Net Revenue (R\$ Million)



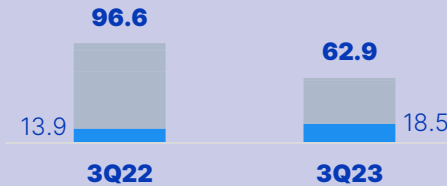
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



International Market Revenues (US\$ Million)

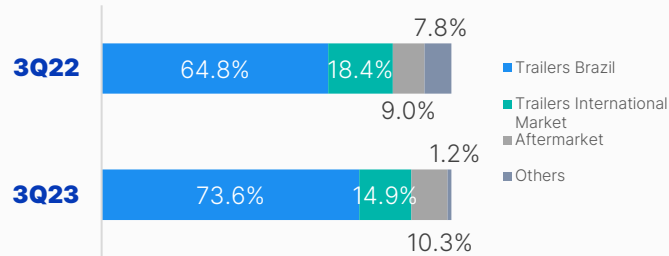


CAPEX (R\$ Million)

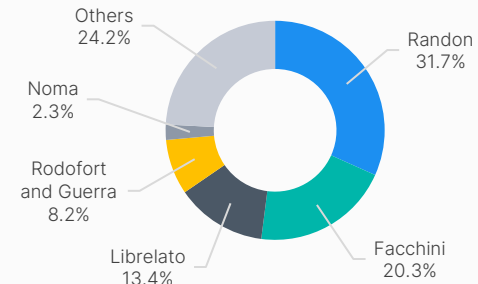


■ OEM ■ Other Verticals

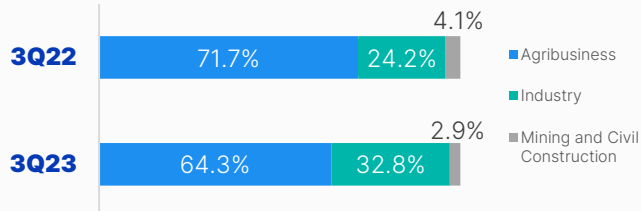
Net Revenue by Product (% o/CNR)



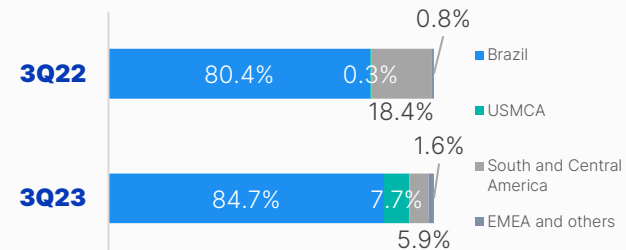
Quarterly Market Share (%)



Sector Exposure (% o/delivers)



Net Revenue by Region (% o/CNR)





OEM (Trailers)

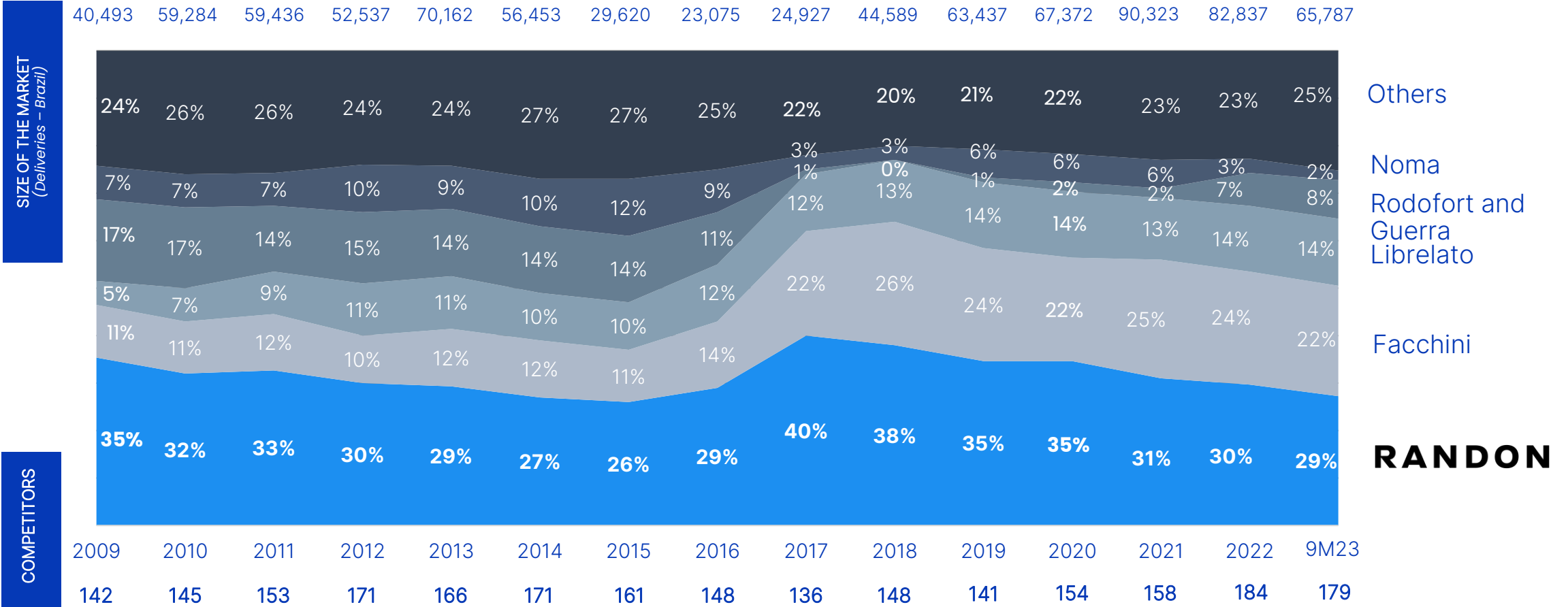
Volumes and Net Revenue

Distribution of Net Revenue	3Q23		3Q22			2Q23			9M23		9M22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Trailers Brazil (un.)	7,594	934,399	6,487	832,838	17.1%	5,432	737,018	39.8%	18,734	2,428,511	18,095	2,295,944	3.5%
Trailers United States ¹	1,189	100,971	60	4,529	1881.7%	1,602	160,569	-25.8%	4,562	417,372	60	4,529	7503.3%
Trailers Others Geographies (un.)	518	85,012	1,229	228,957	-57.9%	820	117,443	-36.8%	1,809	286,336	3,727	606,585	-51.5%
Railcars (un.)	-	-	123	86,415	-100.0%	-	-	-	46	20,623	242	163,771	-81.0%
Aftermarket	-	128,741	-	114,469	-	-	106,943	-	-	339,560	-	329,081	-

¹ Volumes sold by Hercules + exports from Brazil

Values in R\$ Thousands, except when indicated otherwise

Historical Market Share





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.

Sector Exposure

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

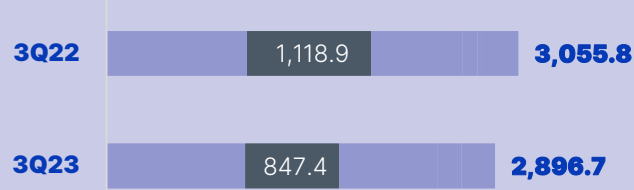
Customer Base

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

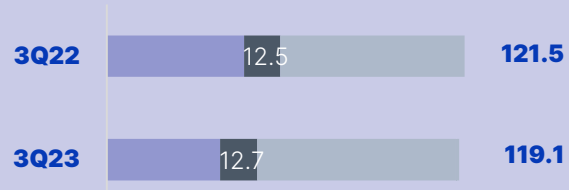
Strategy

- > 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

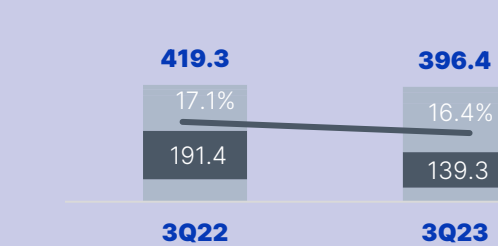
Consolidated Net Revenue (R\$ Million)



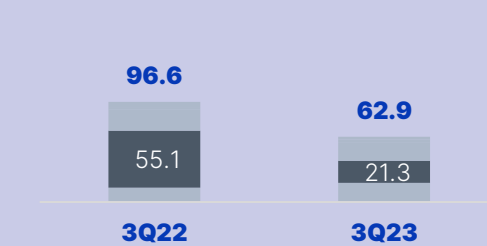
International Market Revenues (US\$ Million)



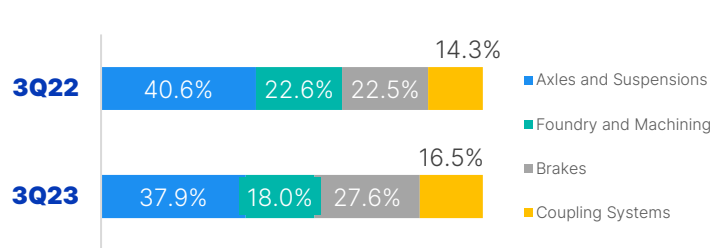
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



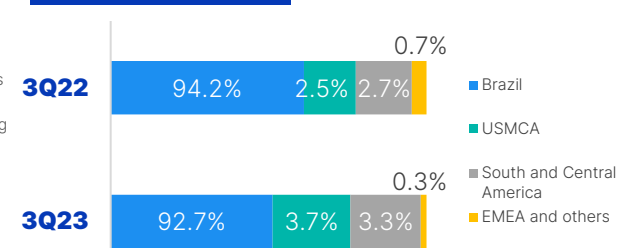
CAPEX (R\$ Million)



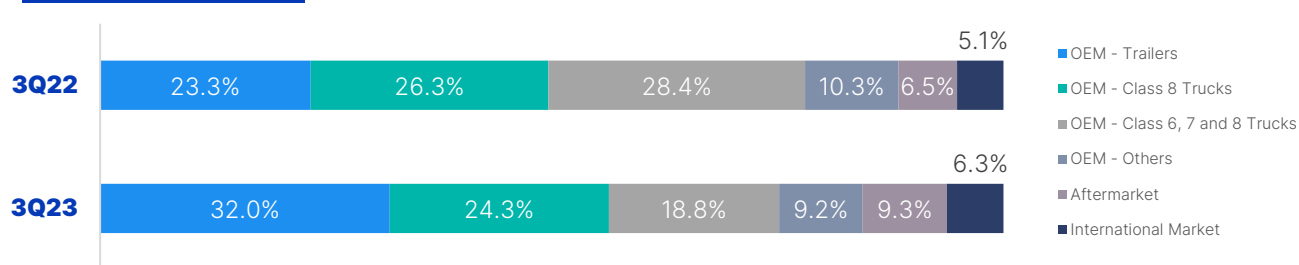
Net Revenue by Product (% o/CNR)



Net Revenue by Region (% o/CNR)

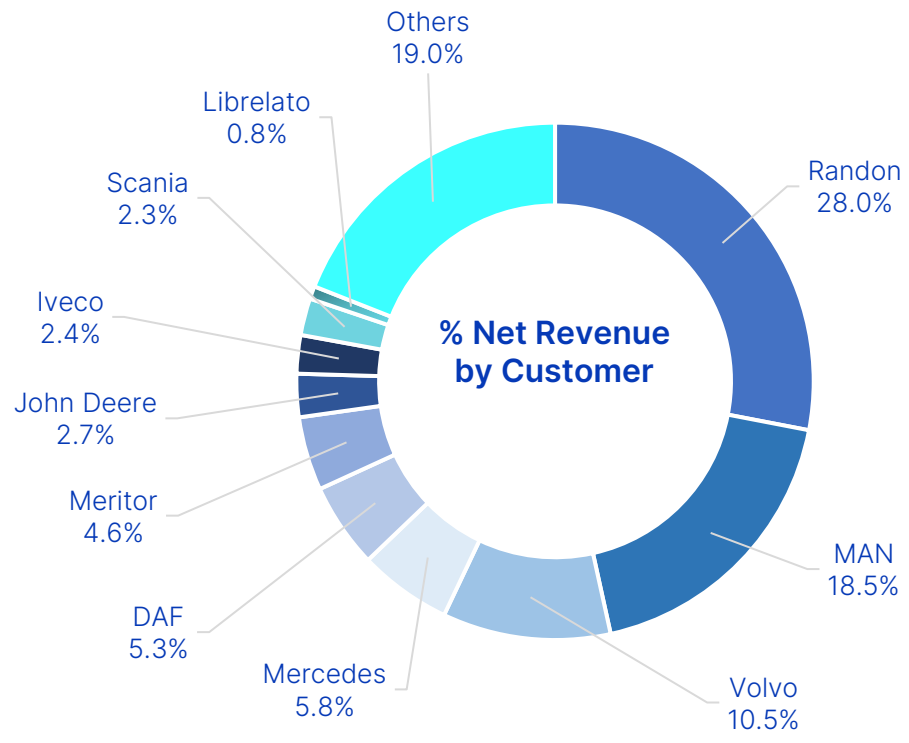


Net Revenue by Segment (% o/CNR)



Distribution of Net Revenue	3Q23		3Q22			2Q23			9M23		9M22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Brakes (units)	209,714	233,934	258,136	251,932	-18.8%	206,307	216,160	1.7%	618,648	652,191	744,904	688,051	-16.9%
Coupling Systems (units)	31,588	139,747	35,600	160,418	-11.3%	32,721	141,469	-3.5%	97,835	425,473	103,668	449,888	-5.6%
Axles and Suspensions (units)	42,337	321,383	47,511	454,002	-10.9%	40,855	310,068	3.6%	123,076	955,552	140,284	1,280,778	-12.3%
Foundry and Machining (Tons)	20,563	152,290	29,815	252,566	-31.0%	21,088	149,056	-2.5%	63,008	457,508	82,592	679,734	-23.7%

Values in R\$ Thousands, except when indicated otherwise



Main competitors

Brakes

Knorr (Germany)
 Wabco (USA)
 Captive Market – MB, Scania and Silpa

Coupling Systems

Fontaine (Brazil/PR)
 George Fischer (Switzerland)
 Fuwa (China)

Suspensions and Axles

KLL/SAF Holland (Brazil/SP)
 Ibero (Brazil/SP)
 Hendrickson (USA)
 BPW (Germany)
 Fuwa (China)
 Captive Market – Facchini

Foundry and Machining

Durametal (Brazil/CE)
 Schulz (Brazil/SC)
 Frum (Brazil/MG)
 Fundimisa (Brazil/RS)



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

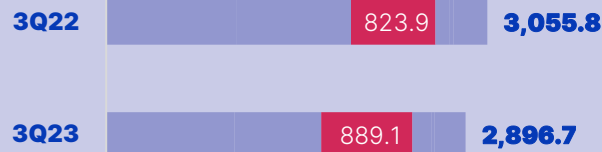
Customer Base

OEMs, distributors and auto parts retailers.

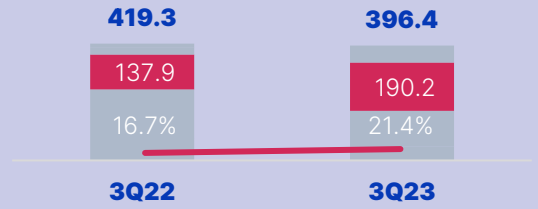
Strategy

- > Operate in new geographies
- > Expand production capacity
- > Remain as leader in their markets
- > Expand synergies between 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

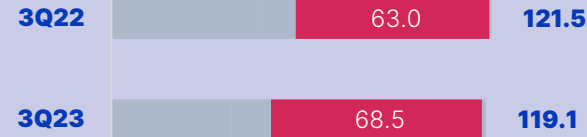
Consolidated Net Revenue (R\$ Million)



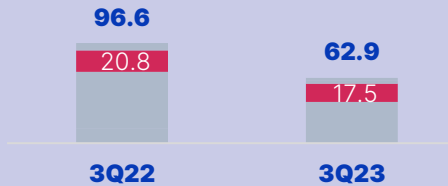
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



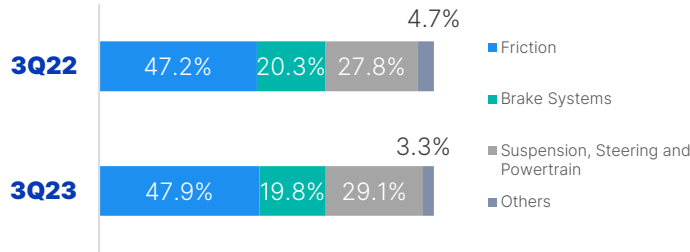
International Market Revenues (US\$ Million)



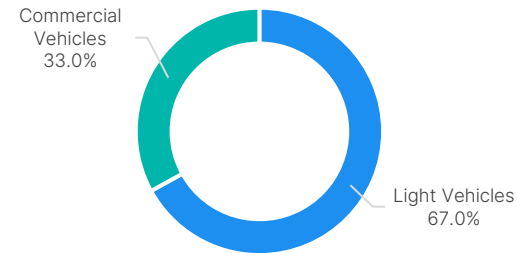
CAPEX (R\$ Million)



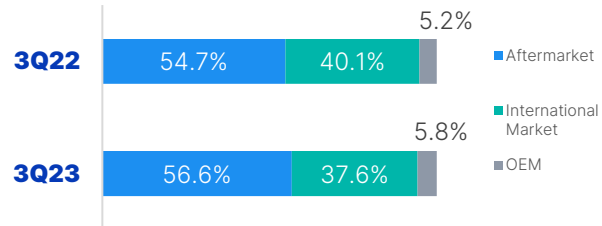
Net Revenue by Product (% o/CNR)



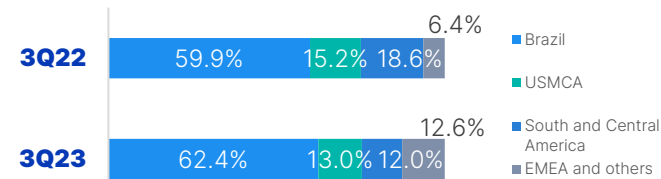
Net Revenue by Vehicle Type (% o/CNR)



Net Revenue by Segment (% o/CNR)



Net Revenue by Region (% o/CNR)





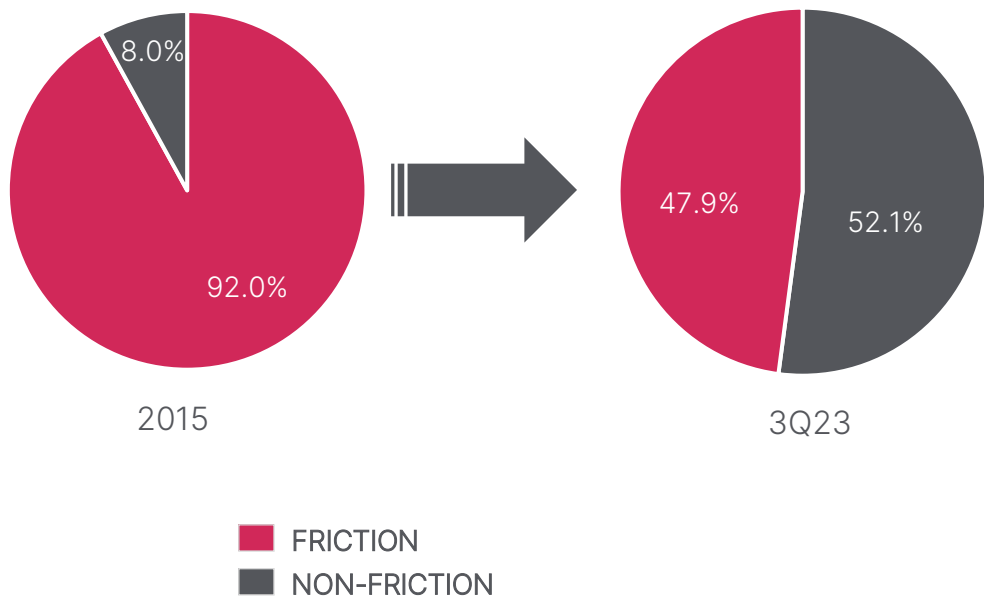
Motion Control

Volumes and Net Revenue

Distribution of Net Revenue	3Q23		3Q22			2Q23			9M23		9M22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	25,818	425,627	23,981	388,539	7.7%	26,262	448,840	-1.7%	76,855	1,273,441	73,310	1,144,843	4.8%
Comp. for the Braking Systems (Thousand/un.)	2,289	176,052	2,141	167,235	6.9%	2,600	195,864	-12.0%	7,040	522,634	6,455	433,418	9.1%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	5,247	258,445	4,431	229,038	18.4%	4,865	241,739	7.9%	14,789	735,631	12,570	619,841	17.7%
Others ¹	-	28,941	-	39,115	-	-	33,110	-	-	115,687	-	113,243	-

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

Revenues Evolution



Main competitors

Friction Materials

Brakeparts - Brazil
Syl - Brazil
Cobreq - Brazil
Thermoid - Brazil
Duroline - Brazil

Braking Systems

Hipper Brakes – Brazil
MDS – Brazil
TRW – Germany
Zimmermann – Germany
Textar – Germany
Brembo – Italy
Raybestos – USA
Centric - USA

Suspension, Steering and Powertrain

Cofap - Brazil
Monroe - Brazil
Kayaba - Brazil
Trw - Germany
Lemforder - Brazil
Viemar - Brazil
Dellarosa - Brazil
Ima - Brazil
Spicer - Brazil



R Financial and Digital Services

Portfolio

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

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.

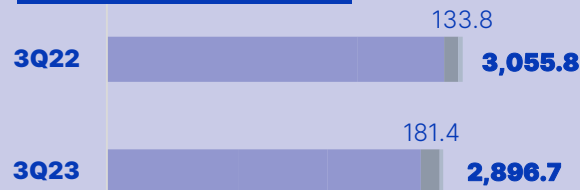
Customer Base

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

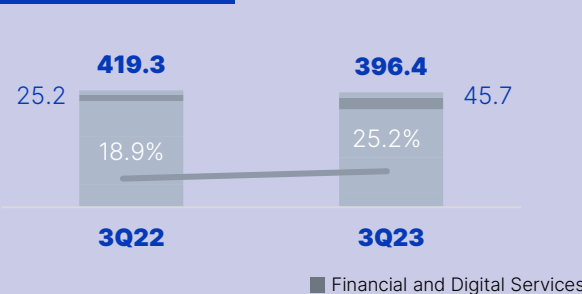
Strategy

- > 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

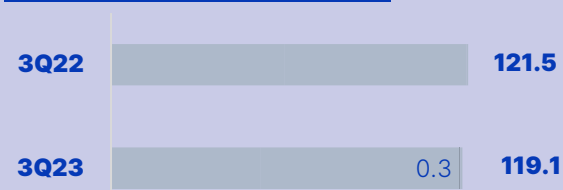
Consolidated Net Revenue (R\$ Million)



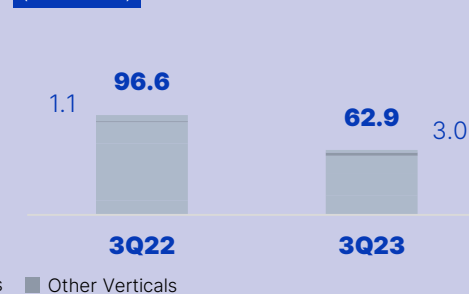
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



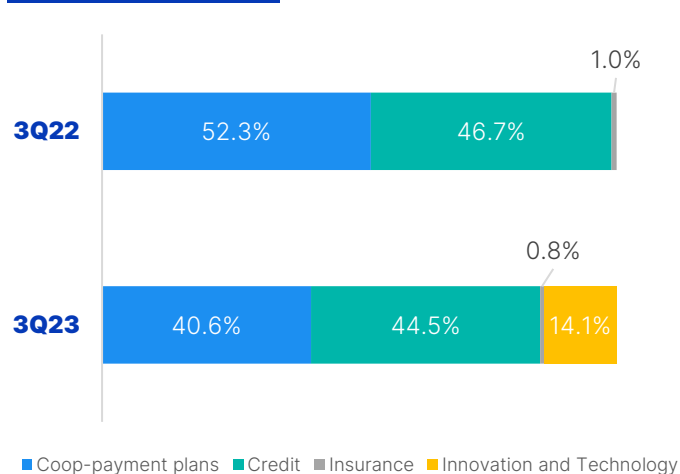
International Market Revenues (US\$ Million)



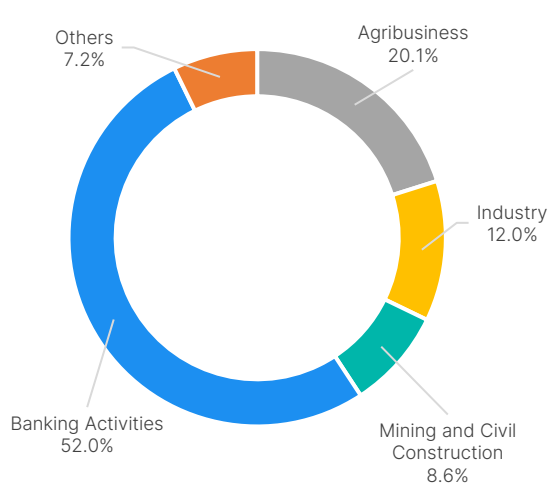
CAPEX (R\$ Million)



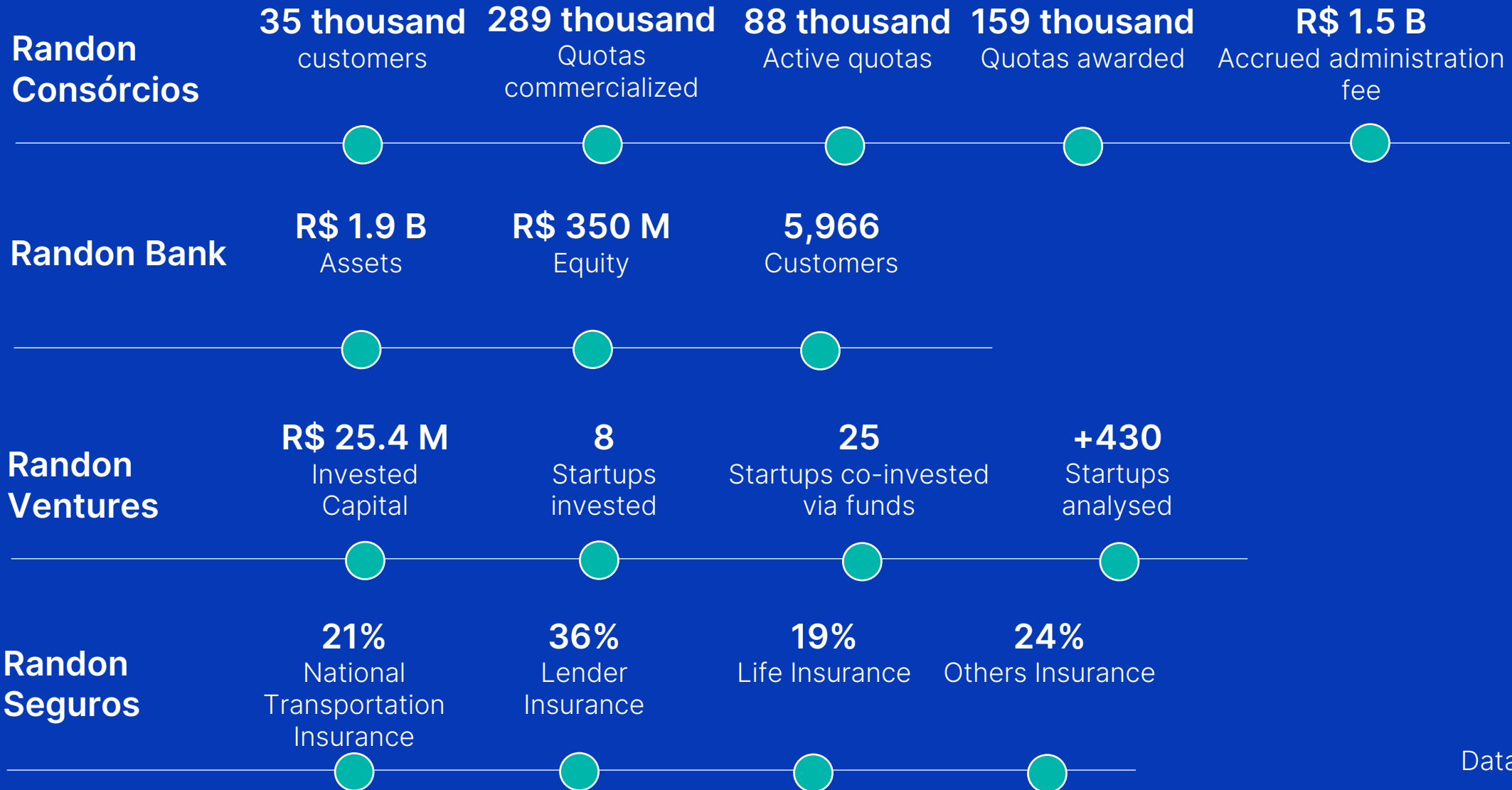
Net Revenue by Product (% o/CNR)



Net Revenue by Segment (% o/CNR)



Financial and Digital Services



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.

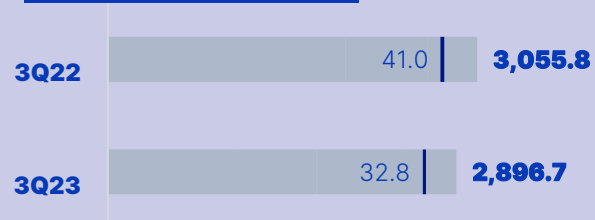
Customer base

Randoncorp controlled companies and diverse industries.

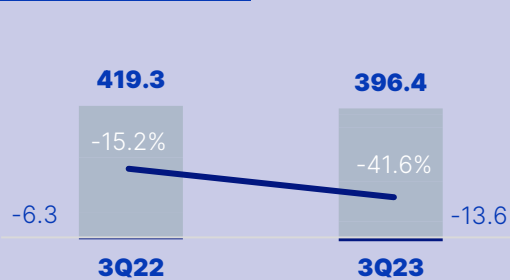
Strategy

- > Expand to new geographies
- > Increase synergies among controlled companies
- > Diversify product portfolio
- > Be at the forefront of technology in the development of sustainable products and processes
- > Develop disruptive products and solutions

Consolidated Net Revenue (R\$ Million)

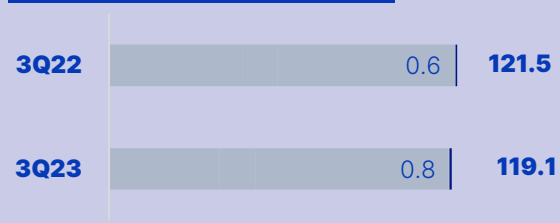


EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

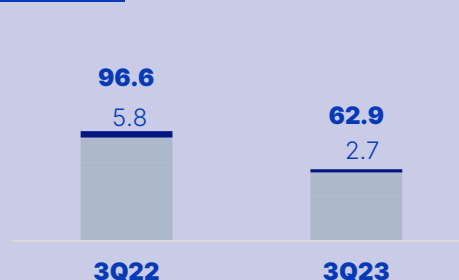


¹ In this graph Advanced Technology's EBITDA disregards the Headquarter's equity income effects, in order to better reflect its operating performance.

International Market Revenues (US\$ Million)

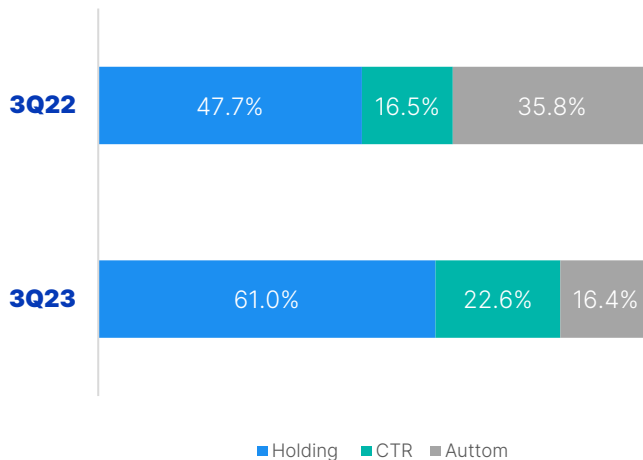


CAPEX (R\$ Million)

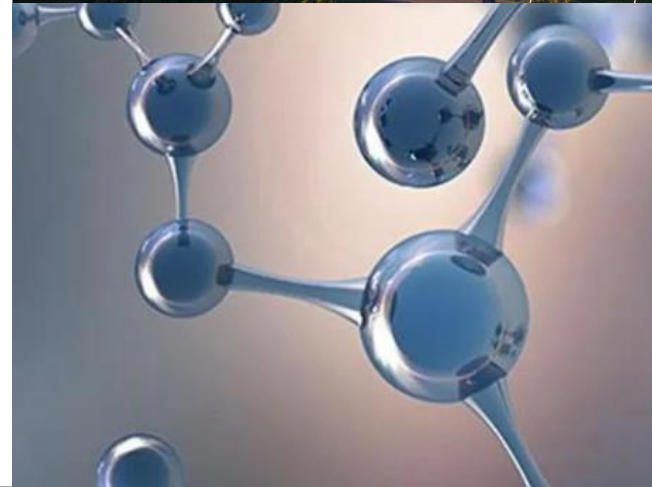
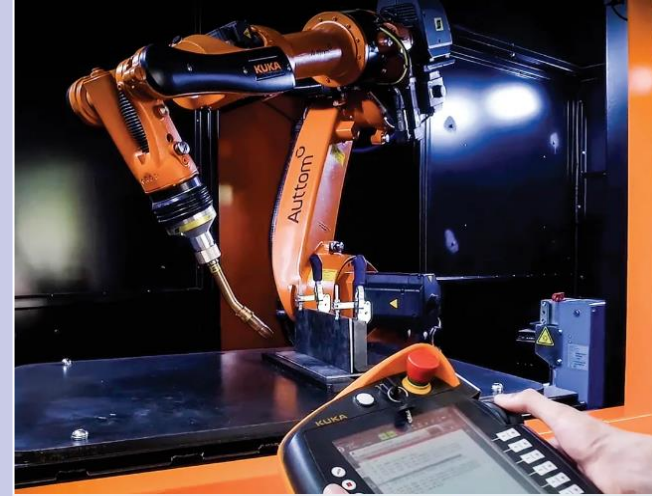
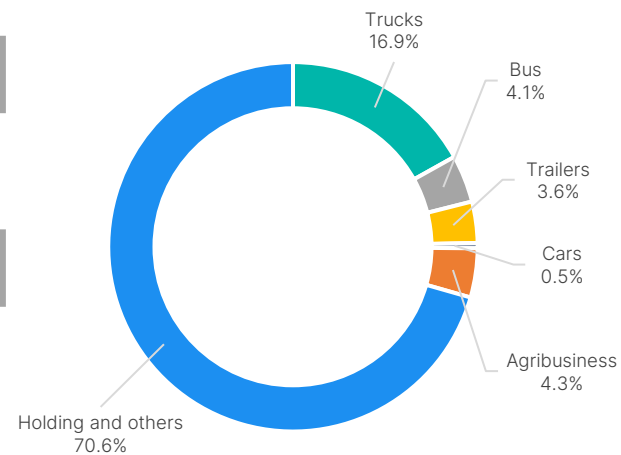


■ Advanced Technology and Headquarter ■ Other Verticals

Net Revenue by Business Unit (% o/CNR)



Net Revenue by Segment (% o/CNR)





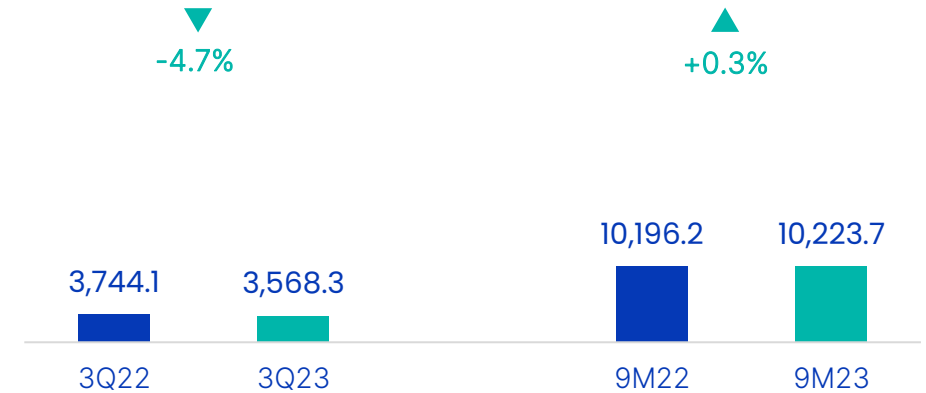
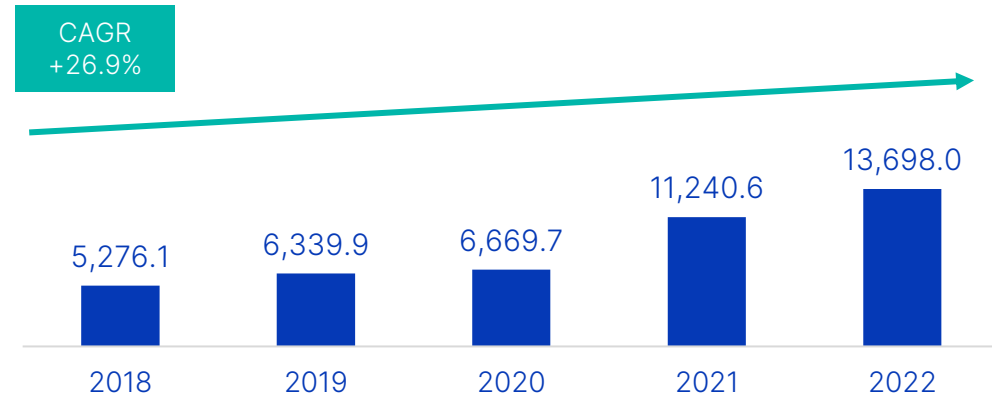
SUPPORT MATERIAL
3Q23

RANDONCORP

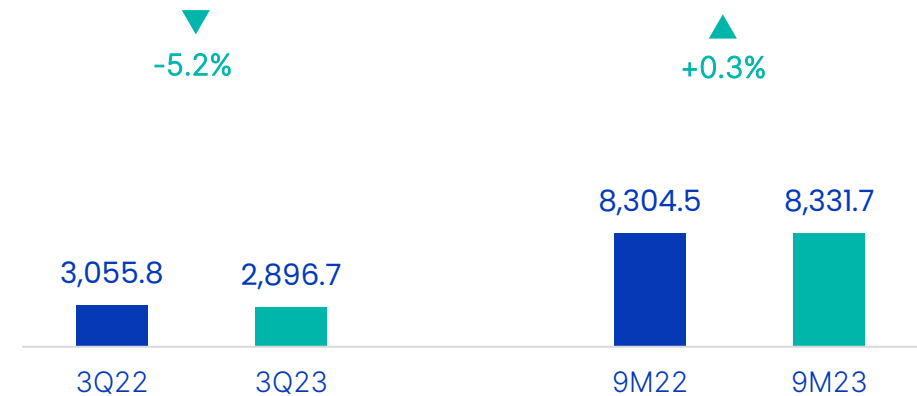
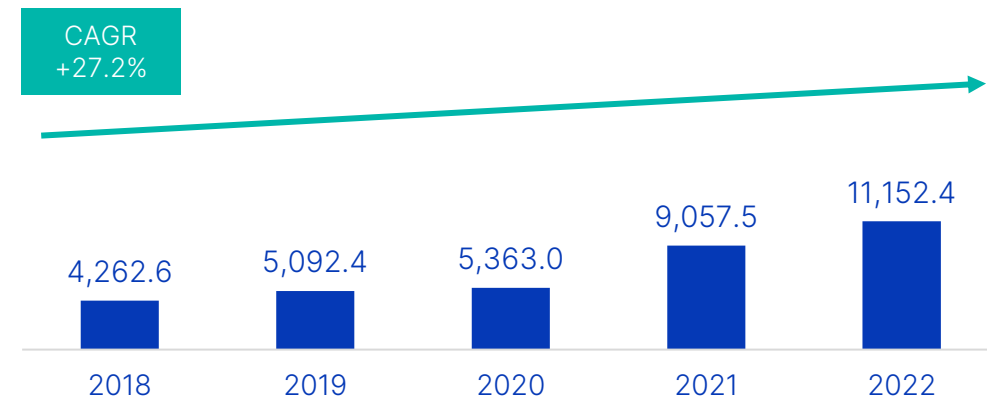
As of 2020 the numbers do not consider the discontinued operation of Randon Veículos

Operating Results

Consolidated Gross Revenue | R\$ Million



Consolidated Net Revenue | R\$ Million

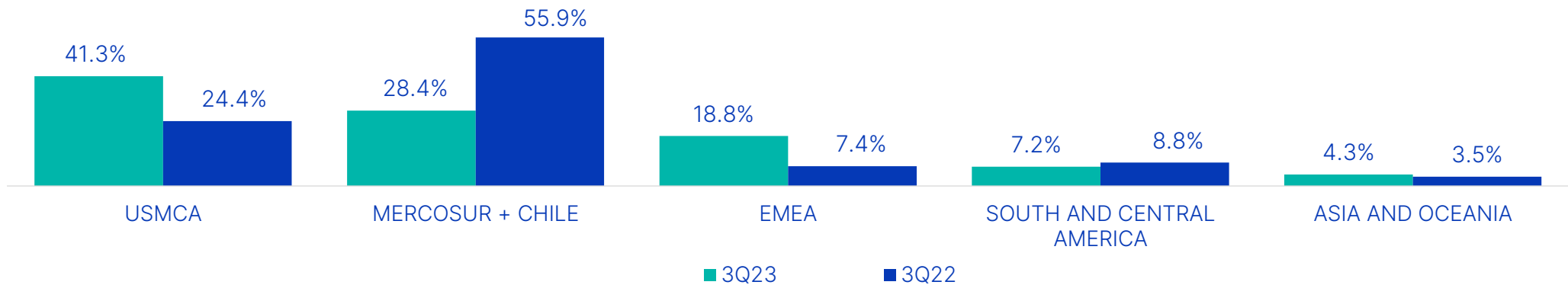


Operating Results

International Market Revenues | US\$ Million

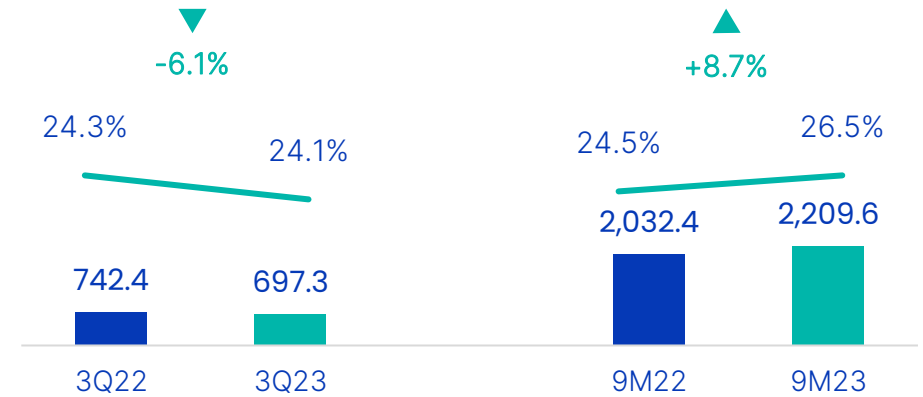
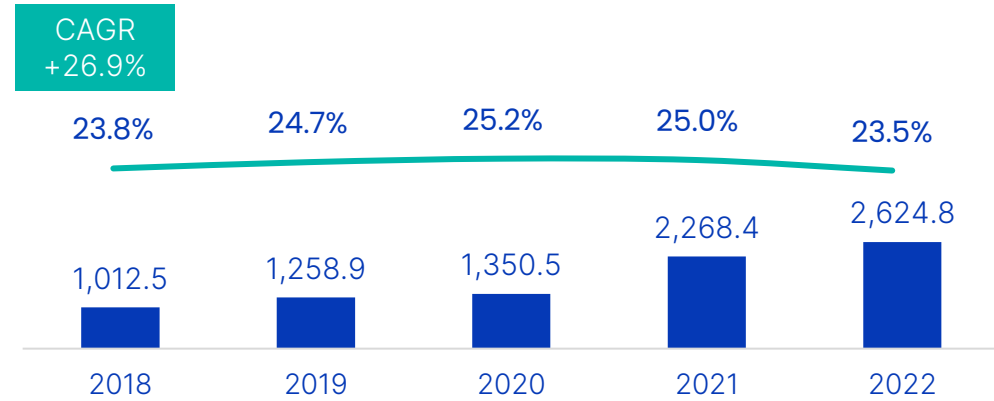


International Market Revenues By Region | US\$ Million



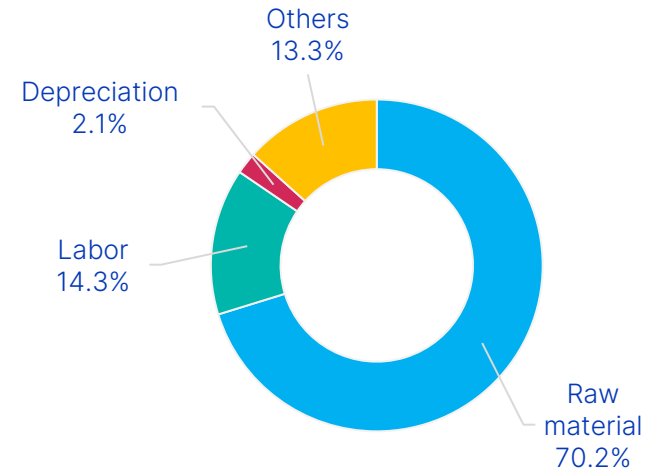
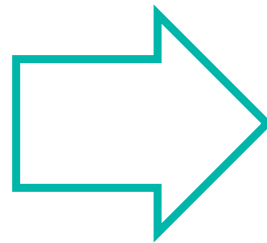
Operating Results

Gross Profit | Gross Margin | R\$ Million | %



COGS 3Q23
R\$ 2.2 B
(75.9% o/CNR)

COGS DISTRIBUTION 3Q23¹

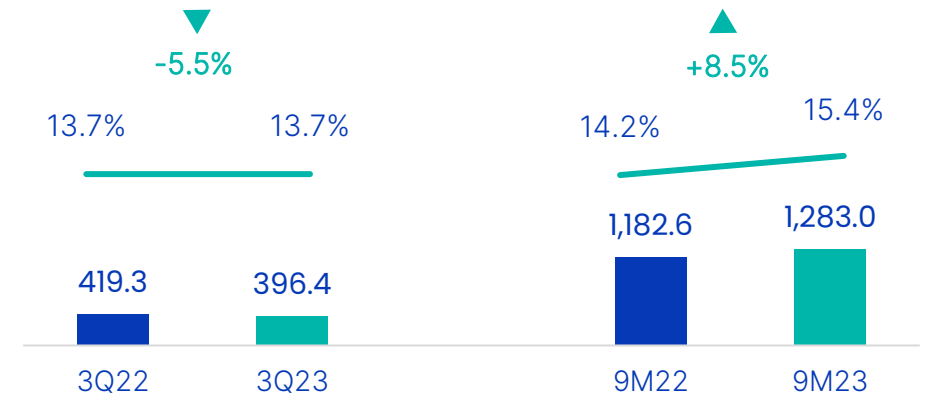
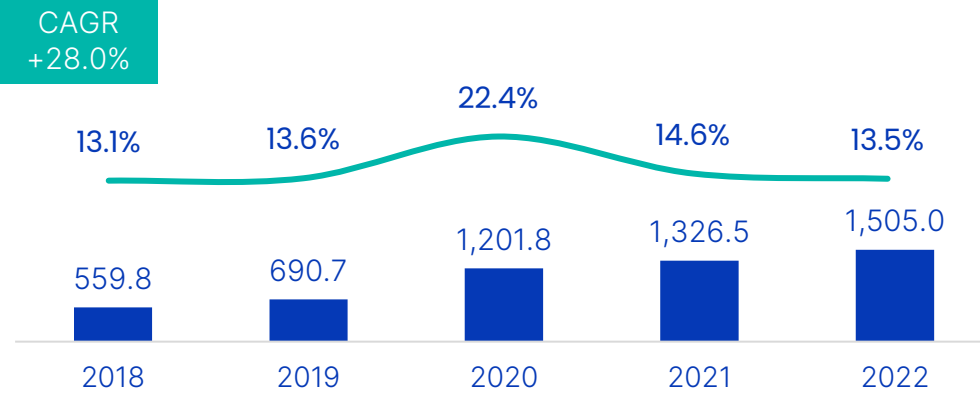


¹ Consolidated Information

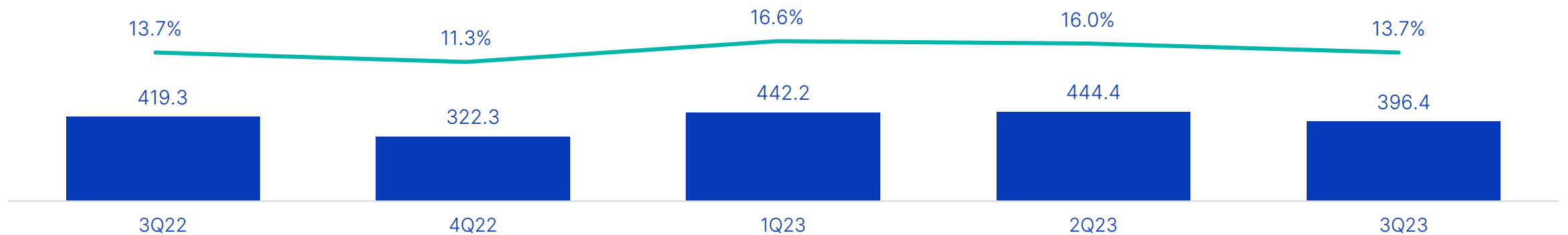
Operating Results

EBITDA | EBITDA Margin | R\$ Million | %

CAGR
+28.0%



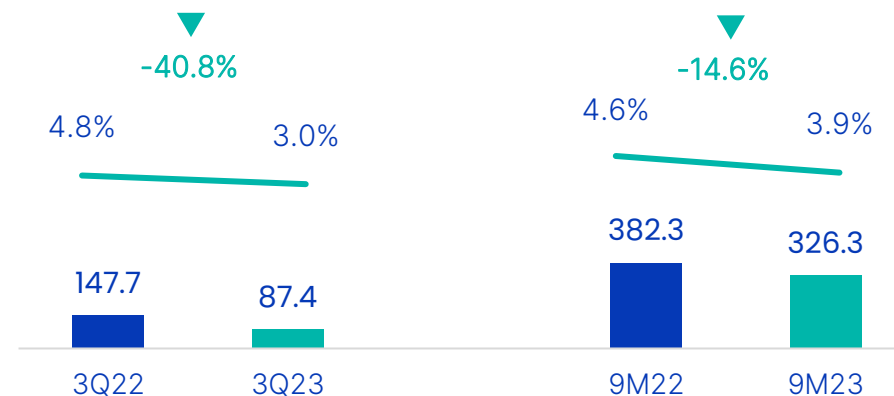
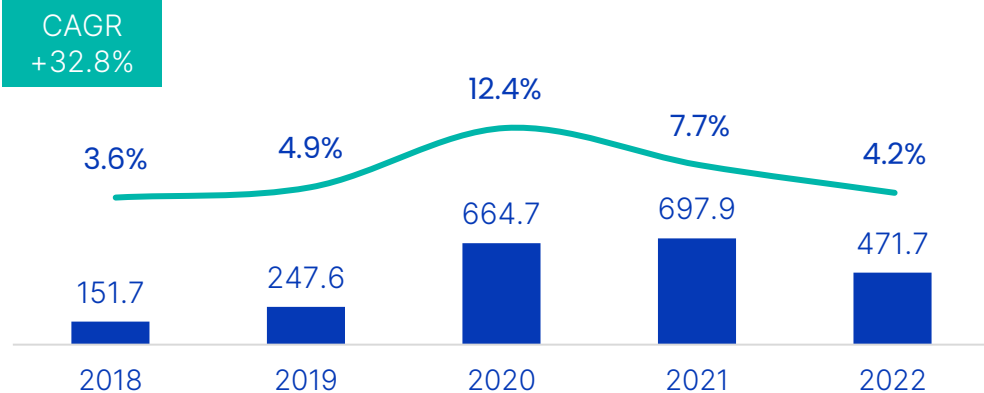
EBITDA | EBITDA Margin Quarterly | R\$ Million | %



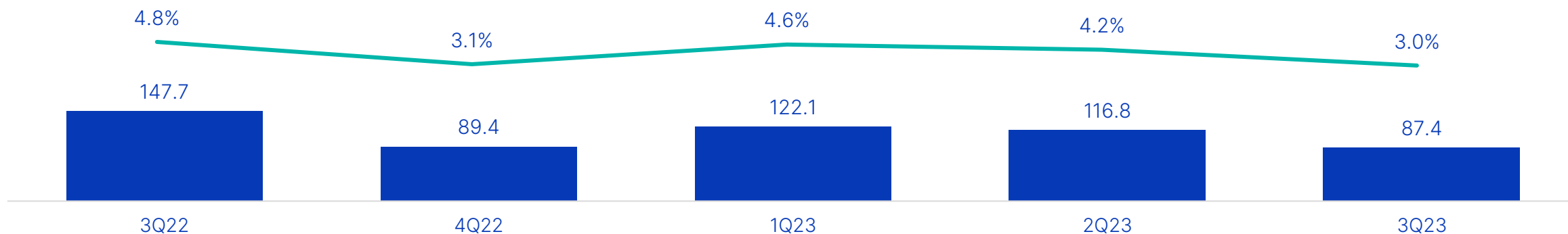
Financial Results

Net Profit | Net Margin | R\$ Million | %

CAGR
+32.8%

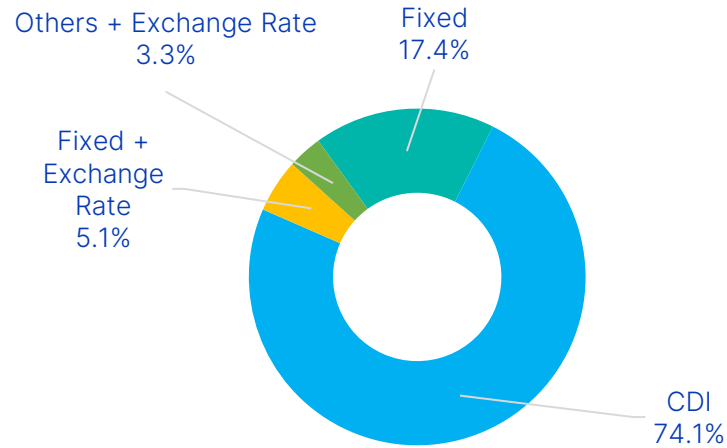


Net Profit | Net Margin Quarterly | R\$ Million | %

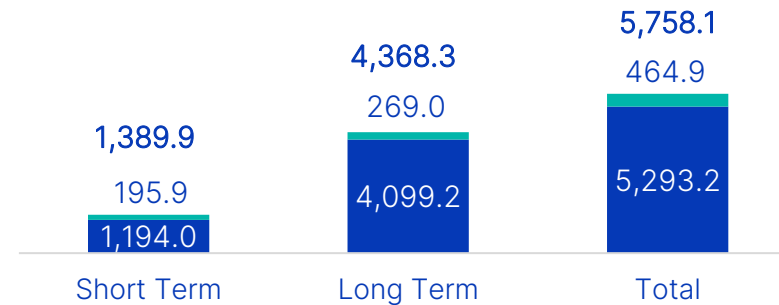


Indebtedness

Debt Indexes

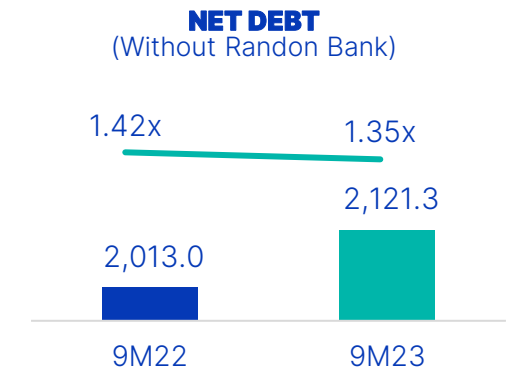
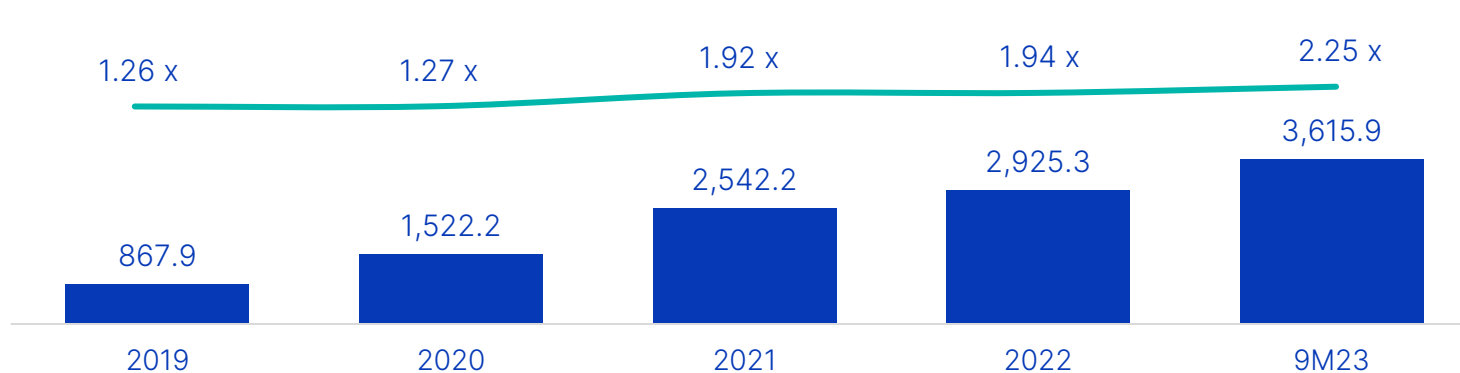


Origin Of Debt Short And Long Term¹ | R\$ Million



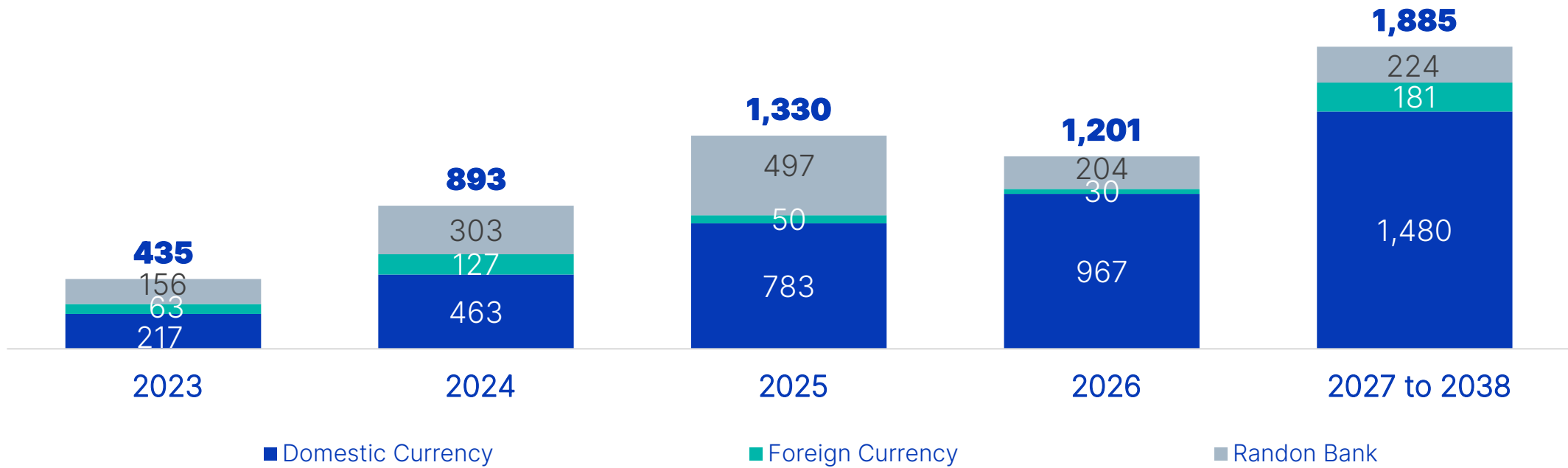
■ National Currency ■ Foreign Currency
¹ Does not consider amounts related to business combination

Indebtedness | Net Debt | EBITDA | R\$ Million



Indebtedness

Schedule Of Debt Payment | R\$ Million



Quarterly Information

RANDONCORP

	3Q22	4Q22	2022	1Q23	2Q23	3Q23
Net Revenue	3,384.8	3,133.4	12,407.7	2,985.1	3,084.9	3,199.8
% OEM (Trailers)	37.4%	38.3%	37.1%	37.6%	36.4%	39.0%
% Auto Parts	33.1%	33.4%	33.4%	27.7%	26.5%	26.5%
% Motion Control	24.3%	23.8%	24.6%	28.1%	29.8%	27.8%
% Financial and Digital Services	4.0%	3.0%	3.6%	5.3%	5.8%	5.7%
% Advanced Technology and HQ	1.2%	1.4%	1.3%	1.3%	1.6%	1.0%
Consolidated Net Revenue	3,055.8	2,847.9	11,152.4	2,658.2	2,776.9	2,896.7
Consolidated Gross Profit	742.4	592.3	2,624.8	732.3	780.0	697.3
% Gross Margin	24.3%	20.8%	23.5%	27.5%	28.1%	24.1%
EBITDA	419.3	322.3	1,505.0	442.2	444.4	396.4
% EBITDA Margin	13.7%	11.3%	13.5%	16.6%	16.0%	13.7%
Net Income	147.7	89.4	471.7	122.1	116.8	87.4
% Net Margin	4.8%	3.1%	4.2%	4.6%	4.2%	3.0%

RANDONCORP



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ri@randoncorp.com