



EARNINGS VIDEO CONFERENCE 2Q24

RANDONCORP

Building **tomorrow**



Agenda

Message from
CEO

Quarterly Highlights

2Q24
Results

Q&A

RANDONCORP





Safe Harbor Statement

RANDONCORP

This presentation contains forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions, as well as on currently available information.

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

Forward-looking statements are not performance guarantees, they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances which may or may not occur.

Future results may differ materially from those expressed or suggested by forward-looking statements. **Many of the factors which will determine these results and figures are beyond our ability to control or predict.**



Randoncorp Day 2024



Watch the recording of Randoncorp Day to know how we generate value for our stakeholders.





Market Overview

RANDONCORP

	TRUCKS	TRAILERS
PRODUCTION	35,064 ▲ 54.6%	23,289 ▲ 3.2%
BRAZIL SALES	30,287 ▲ 26.6%	22,533 ▲ 6.4%
EXPORTS	3,718 ▲ 0.6%	756 ▼ -45.1%

Quarterly comparison 2Q24 vs. 2Q23.

SELIC RATE¹

10.50% p.a.

> Expectation of stability for the remainder of 2024.

IPCA²

4.23%

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

EXCHANGE RATE¹

R\$ 5.30

> Above the FOCUS expectation for the year.

CROP³

299.3 M/tons

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

¹ Focus Report 08/05/24 BCB (end of period).

² IBGE – Last 12 months.

³ 10th Crop Survey - Crop 2023/24 – CONAB.



2Q24 Highlights

Net Revenue

R\$ 3.0 billion

▲ 7.5%

EBITDA Margin

12.8%

▼ -324 bps

Net Profit

R\$ 87.0 million

▼ -25.5%

ROIC

(Return on invested capital)

8.7%

▼ -408 bps

Quarterly comparison 2Q24 vs. 2Q23.

RANDONCORP





2Q24 Highlights

RANDONCORP

Heated demand in the domestic market in our main business segments

External market remains impacted by reduced trailer sales in the USA

EBITDA margin affected by one-offs and inflation in operations located in Argentina

Higher effective tax rate led to a decrease in net income for the period

Reduction in the average cost of debt and extension of the payment term

Investments in machinery and equipment and in the new plants in Mogi Guaçu

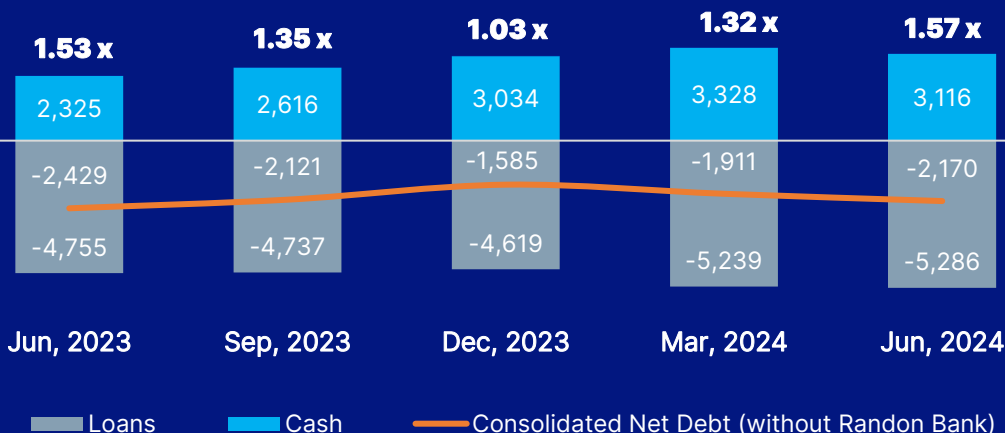


Indebtedness

Net Debt History (Without Randon Bank)

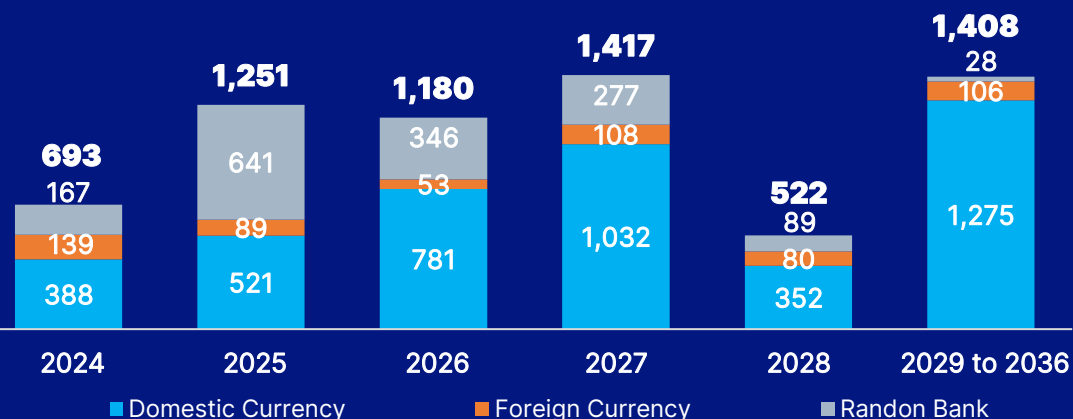
R\$ Million

*Net Debt/EBITDA



Schedule of Debt Payment

R\$ Million



Total Cost¹

11.5% p.a.

▼ -335 bps vs. 2Q23

Average Term¹

Domestic Currency

3.3 years

Rating

Granted by S&P

BrAA+

with positive outlook.

Origin of Debt¹

91.1% Domestic Currency

8.9% Foreign Currency

¹ Without Randon Bank.



Capital Market

RANDONCORP

48,204

Shareholders at the end of 2Q24

Market Cap

R\$ 3.4 billion

▼ -9.1%

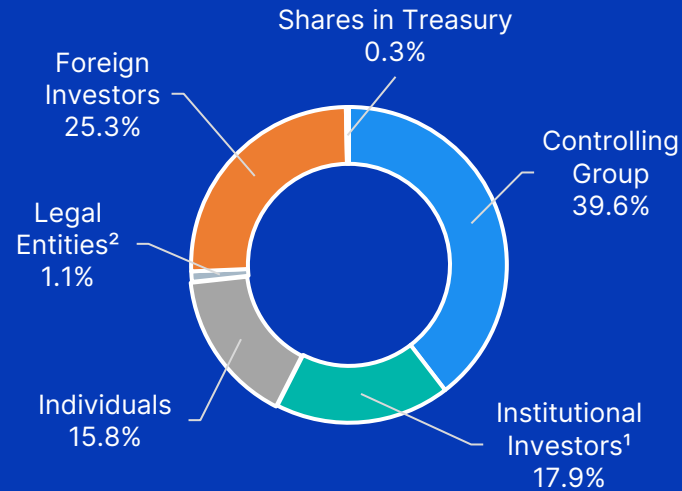
Average Daily Trading Volume

R\$ 27 million

▼ -2.3%

Quarterly comparison 2Q24 vs. 2Q23.

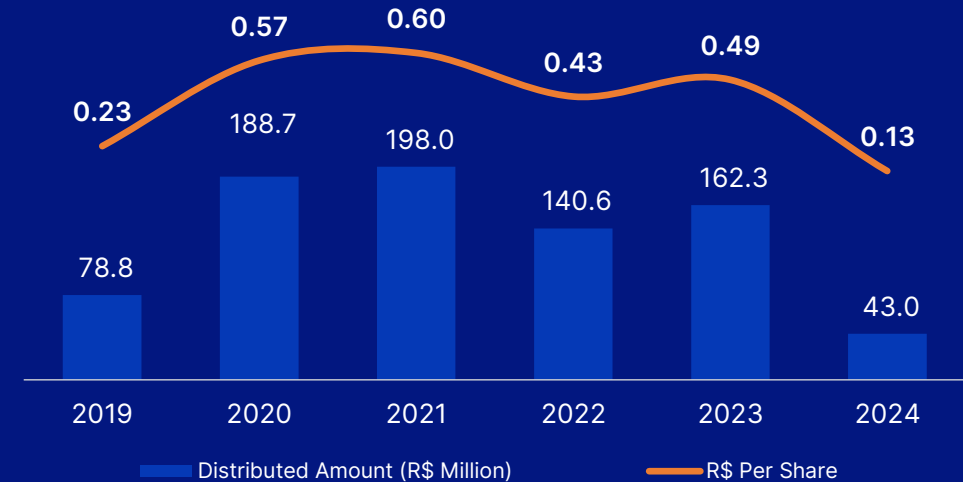
Shareholder's Profile



¹ Investment clubs and funds

² Companies, banks, brokers and associations

History Dividends and Interest on Equity



Distribution by period of competence and without income tax.

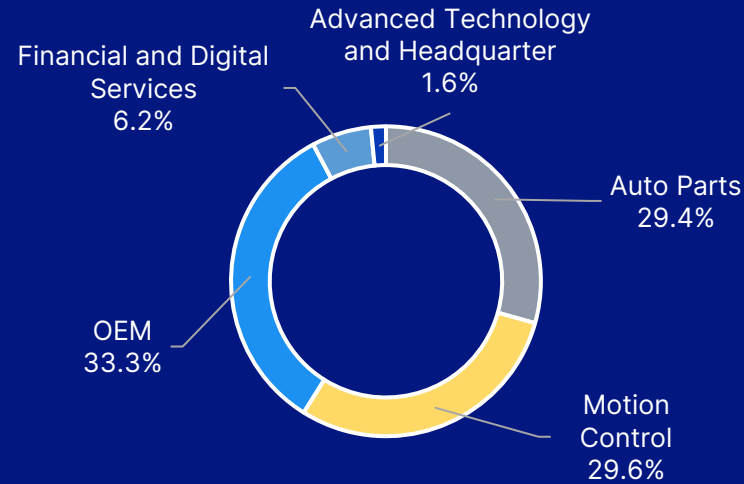


Net Revenue

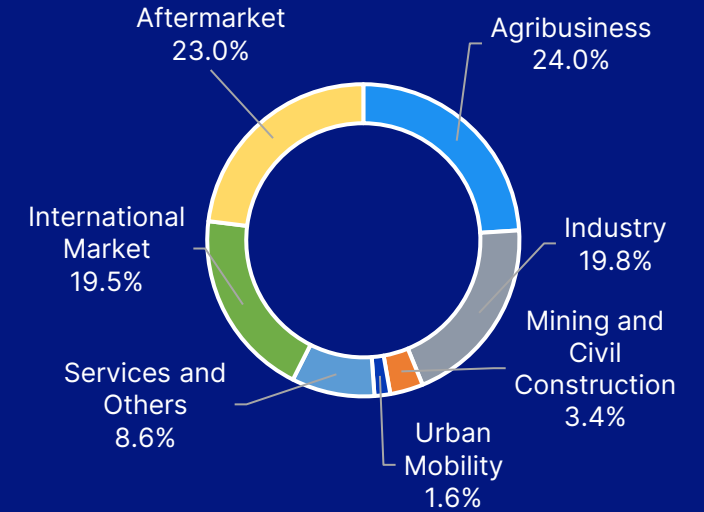
R\$ 3.0 billion

▲ 7.5% vs. 2Q23

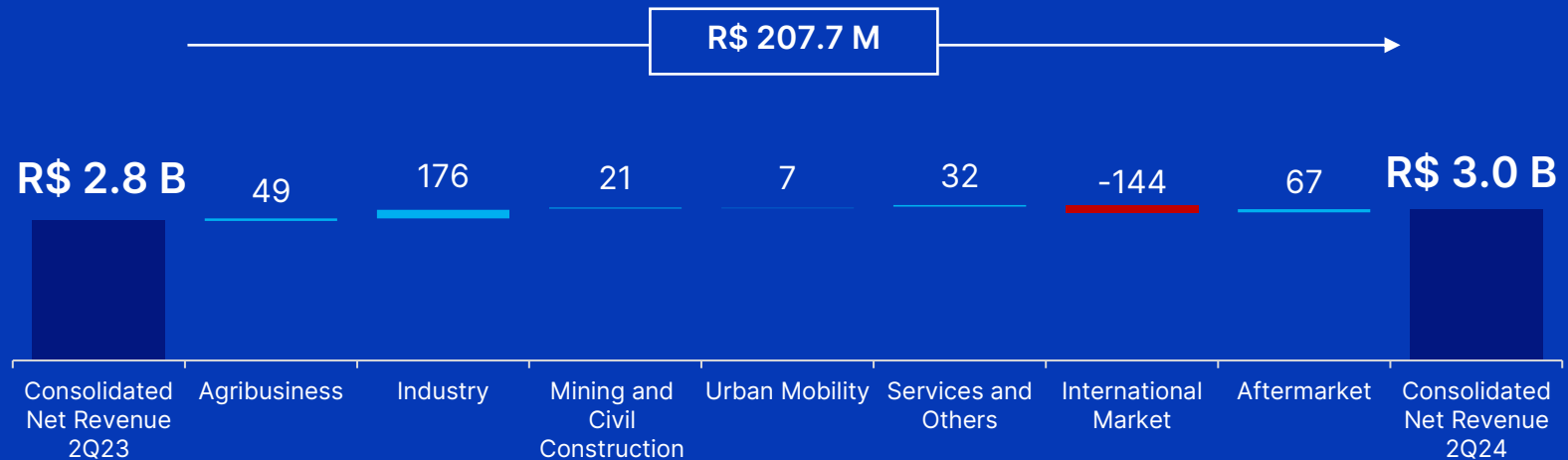
Net Revenue by Vertical 2Q24



Net Revenue by Sector 2Q24



Causal Chart of Net Revenue by Sector (R\$ million)





Intl. Revenue

US\$ 111.5 million

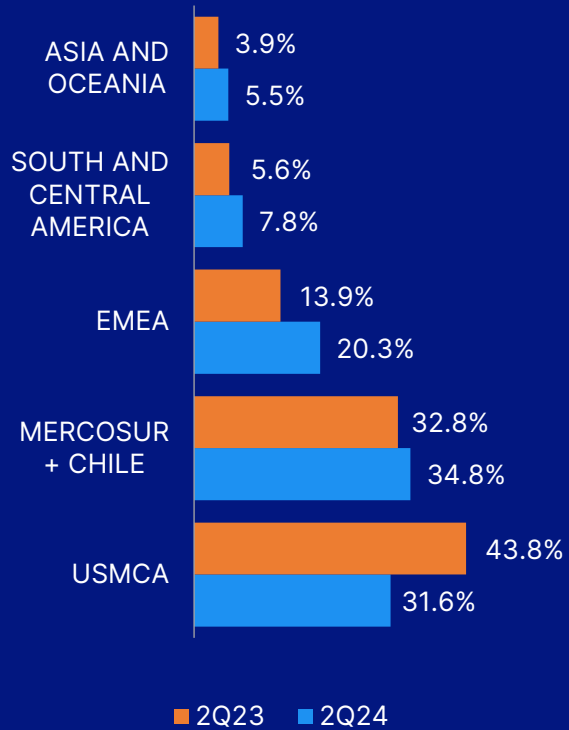
▼ -24.0% vs. 2Q23

% OF REVENUE FROM FOREIGN MARKET



2Q24 – 19.5%
2Q23 – 26.2%

International Market Revenue by Region





EBITDA

R\$ 380.9 million

▼ -14.3% vs. 2Q23

EBITDA

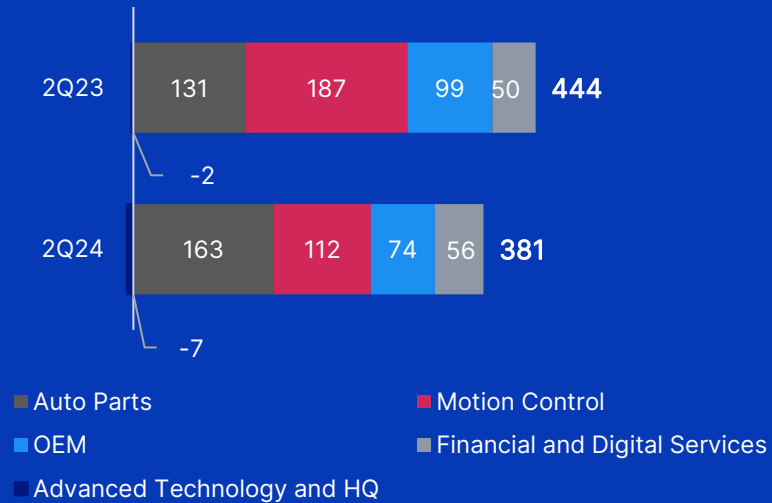
Margin

12.8%

▼ -324 bps

> Consolidated EBITDA¹

R\$ Million



¹Intercompany Sales: 2Q24 - R\$ 18M vs. 2Q23 - R\$ 20M.





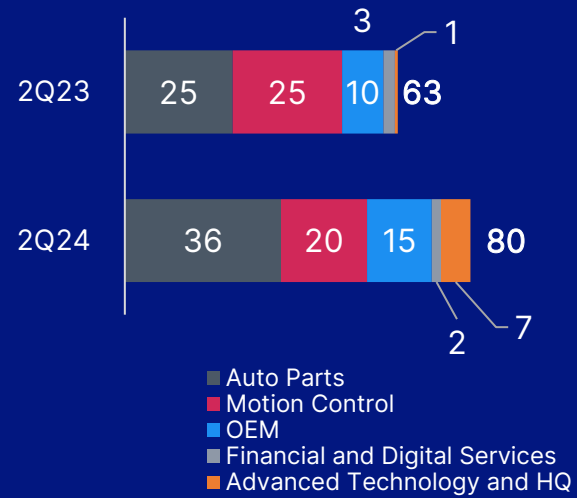
Organic Investments

R\$ 80.3 million

▲ 26.7% vs. 2Q23

> Organic Investments

R\$ Million





Outlook 2024

RANDONCORP

Truck market in an accelerated pace, with significant growth over 2023

Resumption of trailer sales to the North American market

Ramp up of production at the new Castertech plant in Mogi Guaçu

Challenges related to increased costs in some supply chains, especially logistics

Potential inflation impacts on the results of subsidiaries located Argentina

Continuity of investments for efficiency and productivity gains



Q&A

POR VOZ

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

POR ESCRITO

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



+55 (54) 99989-5126

BY VOICE

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

IN WRITING

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



RANDONCORP