

# INSTITUTIONAL PRESENTATION

# 1Q24

**RANDONCORP**

Building tomorrow



# 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 75 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

IPO  
**1974**

  
**32**  
factories

MARKET CAP  
**R\$ 4.0 BILLION**

  
**13**  
Distribution Centers

SHARES  
**RAPT3  
RAPT4**

  
**3**  
Advanced Technology Units

EMPLOYEES  
**16,089**

  
Products present in  
**+120** Countries



Data from 1Q2024



# 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

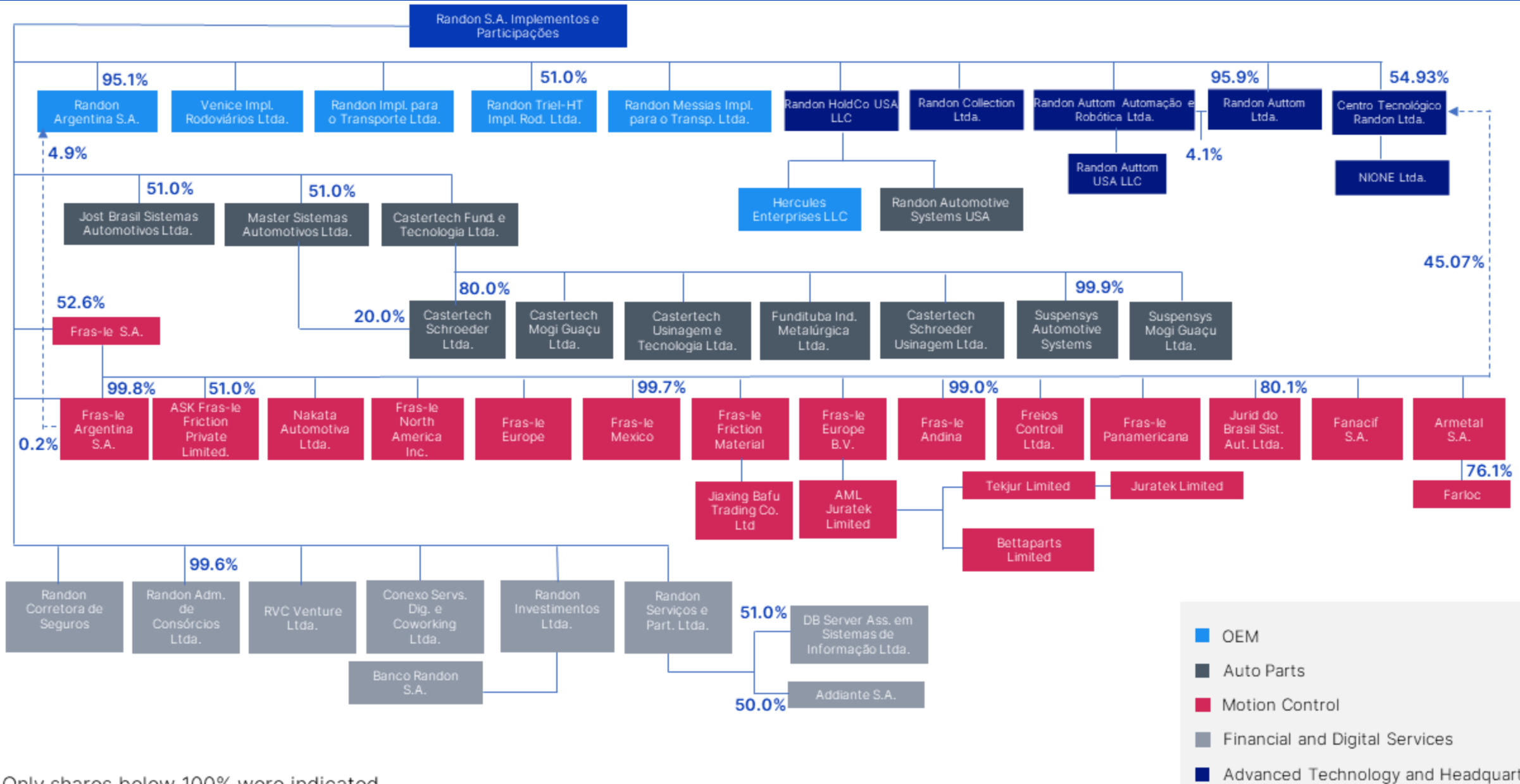
## 2010 - 2019

- 📍 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 Guaçu
- 📍 Addiante
- 📍 Juratek
- 📍 DB Server
- 📍 Suspensys Mogi Guaçu

# Corporate Organization Chart Randoncorp



Only shares below 100% were indicated.

# Randoncorp worldwide



## Global Presence

<p><b>32 Industrial Units</b></p> <ul style="list-style-type: none"> <li>25 Brazil</li> <li>2 Argentina</li> <li>1 China</li> <li>2 USA</li> <li>1 Índia</li> <li>1 México</li> </ul>	<p><b>13 Distribution Centers</b></p> <ul style="list-style-type: none"> <li>5 Brazil</li> <li>2 Argentina</li> <li>1 China</li> <li>1 Colombia</li> <li>1 Netherland</li> <li>2 England</li> <li>1 Northern Ireland</li> </ul>	<p><b>4 Units of CKD* Assembly</b></p> <ul style="list-style-type: none"> <li>1 Algeria</li> <li>1 Egypt</li> <li>1 Ivory Coast</li> <li>1 Kenya</li> </ul> <p>*Strategic Partnership</p>	<p><b>7 Innovation and Technology Centers</b></p> <ul style="list-style-type: none"> <li>3 Brazil</li> </ul>	<p><b>7 Financial and Digital Services</b></p> <ul style="list-style-type: none"> <li>7 Brazil</li> </ul>	<p><b>7 Commercial Offices</b></p> <ul style="list-style-type: none"> <li>1 Alemanha</li> <li>1 Brasil</li> <li>1 Chile</li> <li>2 USA</li> <li>1 México</li> <li>1 Uruguai</li> </ul>
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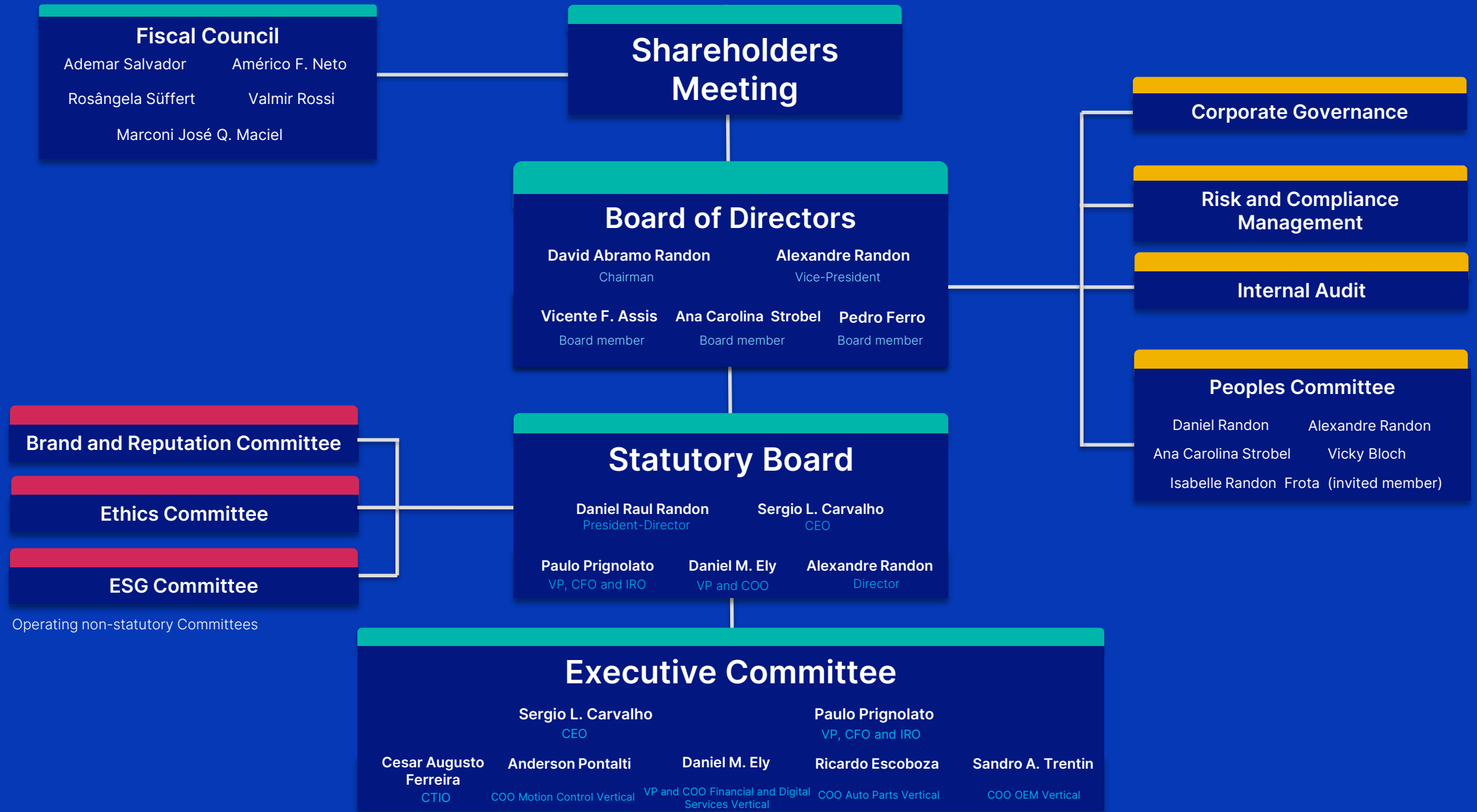
Leader in the main segments of activity

## Strong brands

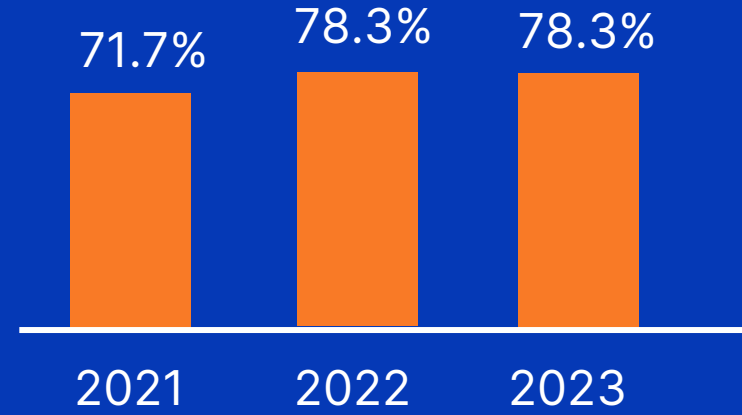




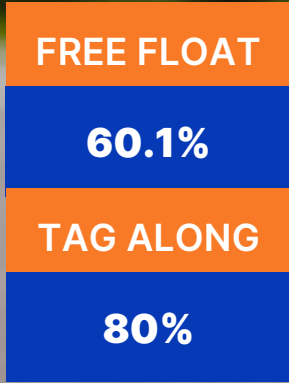
# Governance Structure



## Our Evolution in Corporate Governance

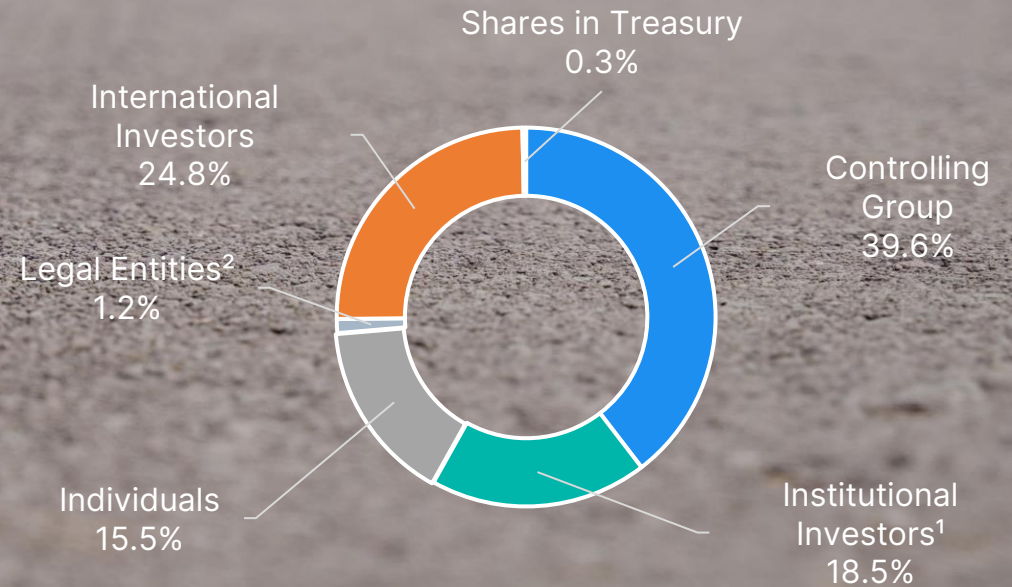


Adherence to the practices recommended by the Securities and Exchange Commission Resolution 80



**52,707**  
Shareholders at the end of 1Q24

## Shareholder's Profile



<sup>1</sup> Investment clubs and funds

<sup>2</sup> Companies, banks, brokers and associations



**RAPT**

B3 LISTED N1

IBRA B3 IGC B3 IGCT B3 ITAG B3 INDX B3 SMLL B3 IAGRO-FFS B3

# Our ESG Ambition

## Public commitments

- > Reduce greenhouse gas emissions by 40% by 2030.
- > Zero waste disposal in industrial landfills and reuse 100% of the 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.



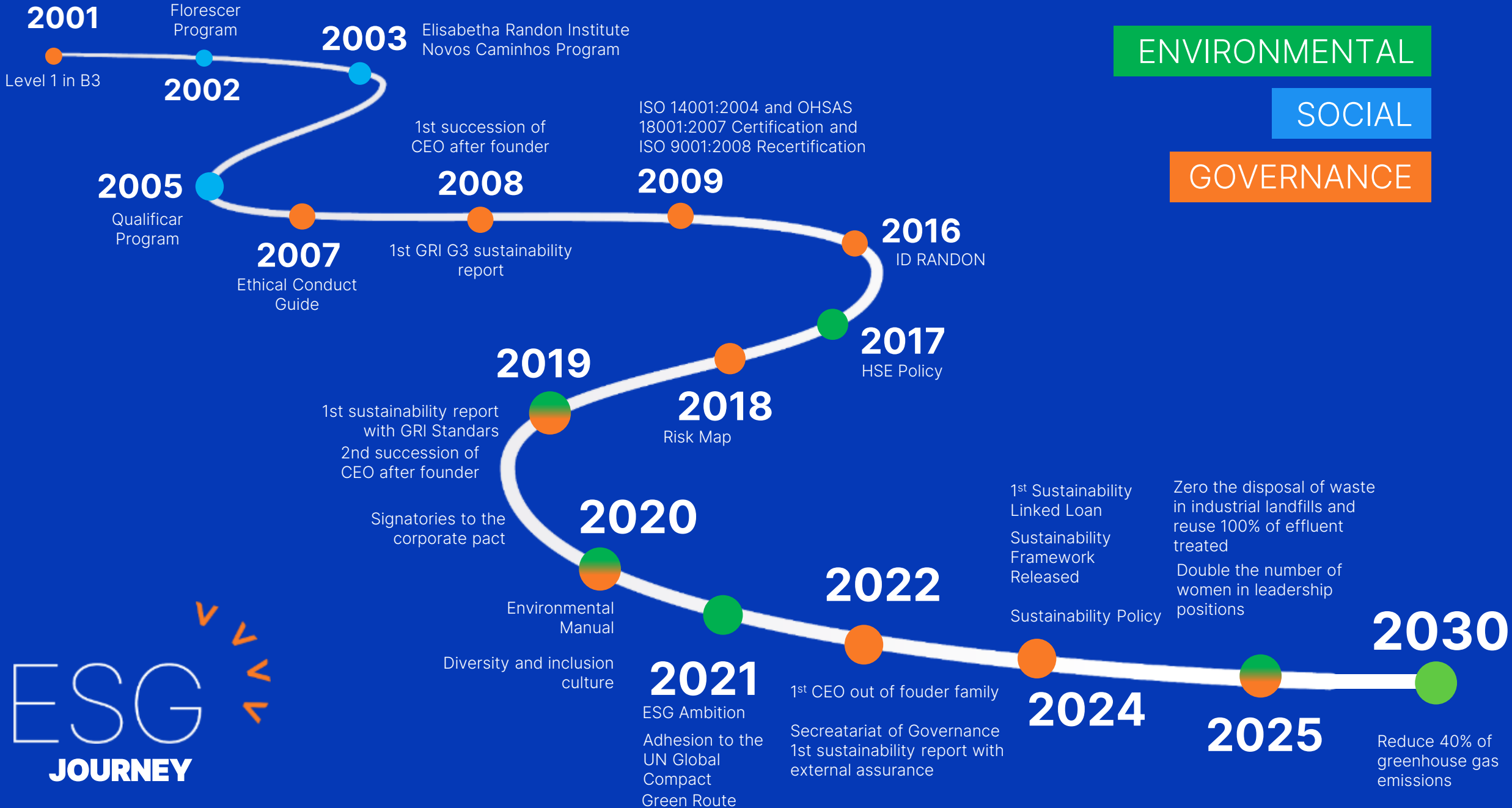
Access our Sustainability Report.

### Contribution to the SDGs



We are signatories to the UN Global Compact.





**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.**

**16%**  
of feminine  
leadership in 2023

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



**R\$ 193 million** invested in R&D and innovation in 2023.



**66 patents** Registered in Brazil in 2023

## Mobility Megatrends

### Number of Projects in 2023

**5**

Mobility and Electrification

**7**

Embedded Electronics

**21**

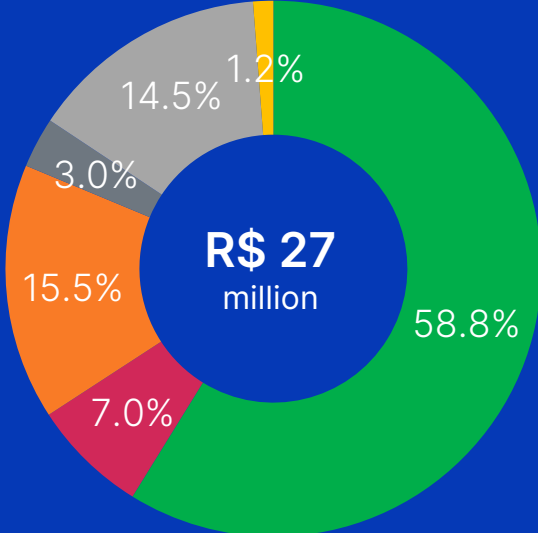
Smart Materials



Commitment to the Environment

## Investments in environmental management initiatives in 2023

- Waste treatment and transport
- Emissions treatment
- Effluent treatment
- Analysis (effluents, waste, emissions, water, soil)
- Environmental projects
- Taxes



### Main Projects

Renewable energies, 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.



## Data from 2023

> **50%**  
of effluents reused

> **85%**  
raw material conversion rate<sup>1</sup>

> **R\$ 3.7 MM**  
Invested in the Green Boiler project<sup>1</sup>

> **2.41**  
Emissions intensity

# Consolidated Results

Economic Highlights	1Q24	1Q23	Δ%	4Q23	Δ%
Consolidated Gross Revenue	3,144,978	3,263,661	-3.6%	3,174,457	-0.9%
Consolidated Net Revenue	2,537,785	2,658,168	-4.5%	2,556,127	-0.7%
International Market Revenues US\$ <sup>1</sup>	92,515	119,520	-22.6%	81,291	13.8%
Consolidated Gross Profit	686,265	732,308	-6.3%	583,789	17.6%
Gross Margin (%)	27.0%	27.5%	-51 bps	22.8%	420 bps
Consolidated EBITDA	346,865	442,164	-21.6%	287,242	20.8%
EBITDA Margin (%)	13.7%	16.6%	-297 bps	11.2%	243 bps
Adjusted EBITDA	346,865	442,164	-21.6%	281,120	23.4%
Adjusted EBITDA Margin (%)	13.7%	16.6%	-297 bps	11.0%	267 bps
Net Profit	81,829	122,108	-33.0%	55,368	47.8%
Net Margin (%)	3.2%	4.6%	-137 bps	2.2%	106 bps
Earnings per share R\$	0.25	0.37	-33.0%	0.17	47.8%

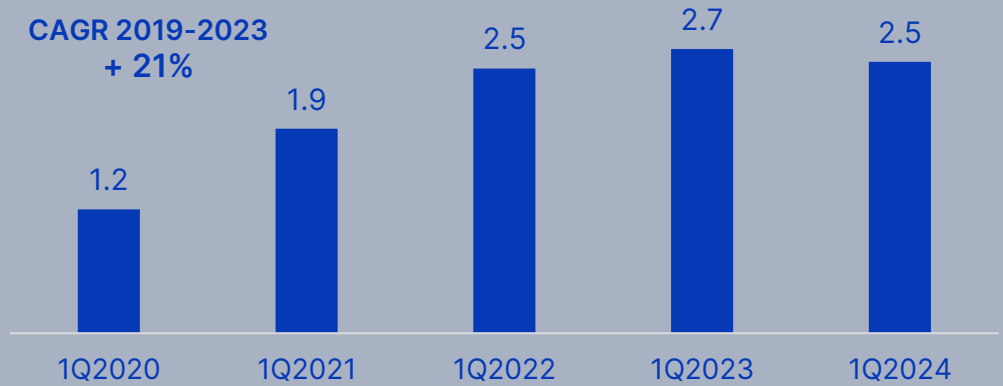
Financial Highlights	1Q24	1Q23	Δ%	4Q23	Δ%
Equity	2,875,313	2,846,864	1.0%	2,777,776	3.5%
Investments <sup>2</sup>	201,807	316,105	-36.2%	414,559	-51.3%
Net Debt	3,668,264	3,968,307	-7.6%	3,174,679	15.5%
Net Debt (Without Randon Bank)	1,910,659	2,538,871	-24.7%	1,584,986	20.5%
Leverage	2.49 x	2.57 x	-3.1%	2.02 x	23.0%
Leverage (Without Randon Bank)	1.32 x	1.68 x	-21.2%	1.03 x	28.3%
ROE (last 12 months)	12.3%	16.9%	-461 bps	13.9%	-163 bps
ROIC (last 12 months)	10.2%	12.0%	-178 bps	14.1%	-394 bps

<sup>1</sup> Exports + Revenues from International Markets (both consolidated)

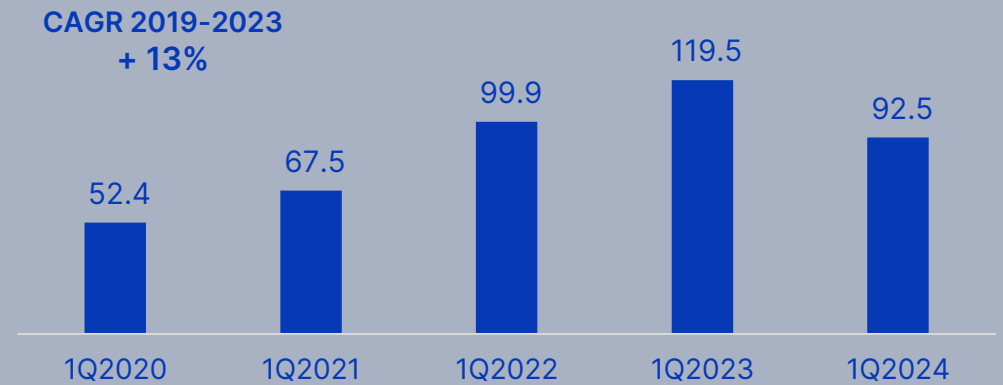
<sup>2</sup> Capex + Non-Organics + Paid-in Capital

## Consolidated Net Revenue (R\$ Bi)

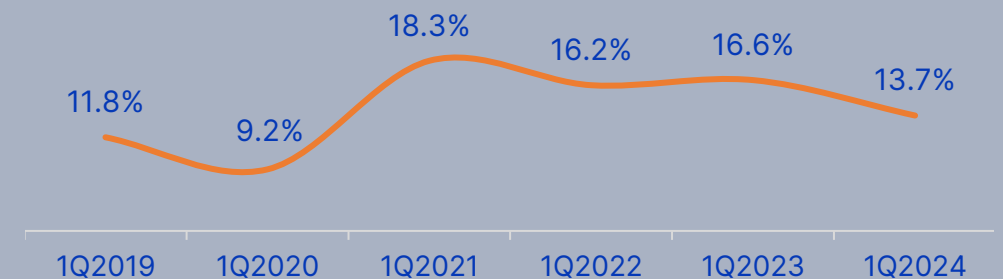
RANDONCORP



## International Market Revenues (US\$ mi)



## Consolidated EBITDA Margin (%)



# Market overview

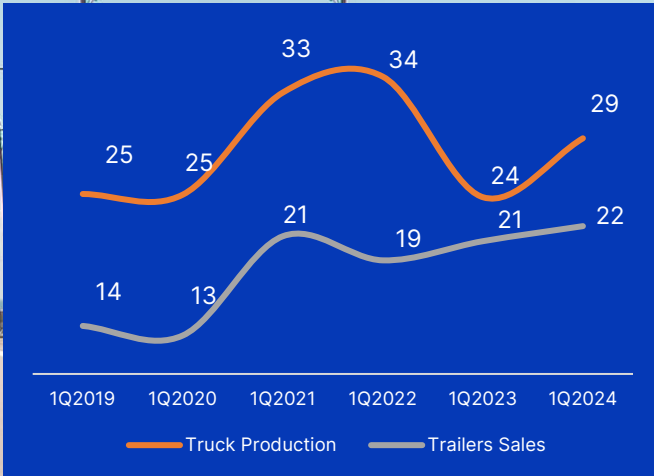
		1Q24	1Q23	Δ%	4Q23	Δ%
Production	Trucks <sup>1</sup>	29,327	24,497	19.7%	28,770	1.9%
	Trailers <sup>3</sup>	22,838	22,195	2.9%	26,091	-12.5%
Brazil Sales	Trucks <sup>1</sup>	26,480	28,616	-7.5%	29,021	-8.8%
	Trailers <sup>2</sup>	22,123	20,890	5.9%	24,497	-9.7%
Exports	Trucks <sup>1</sup>	3,322	4,468	-25.6%	4,479	-25.8%
	Trailers <sup>3</sup>	715	1,305	-45.2%	1,594	-55.1%

<sup>1</sup> Anfavea  
<sup>2</sup> Anfir  
<sup>3</sup> Anfir + Aliceweb

Volumes in units

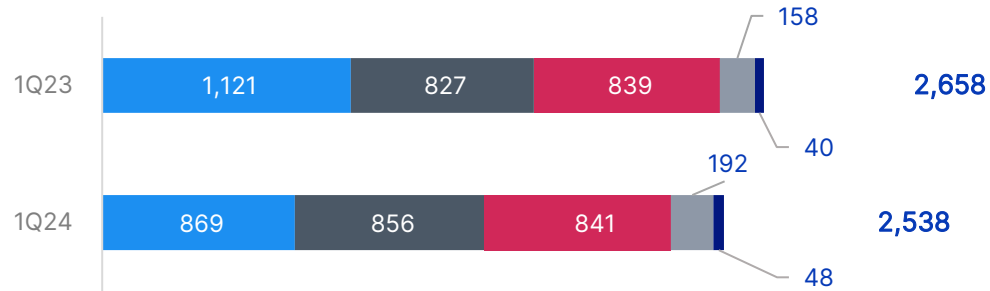
## AUTOMOTIVE MARKET HISTORY

(Thousand units)



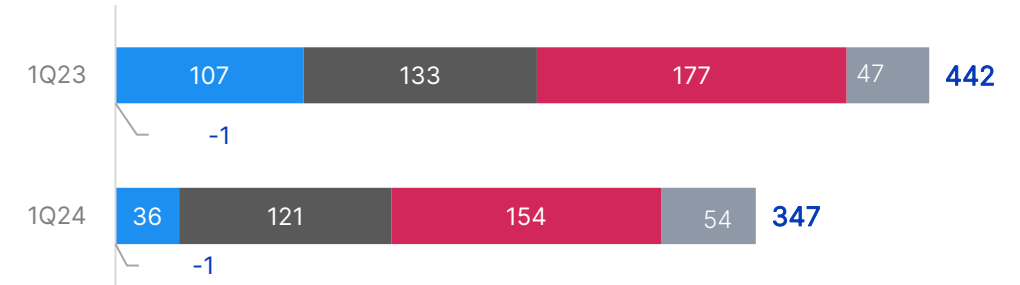
# Consolidated Results

## Consolidated Net Revenue<sup>1</sup> R\$ Million

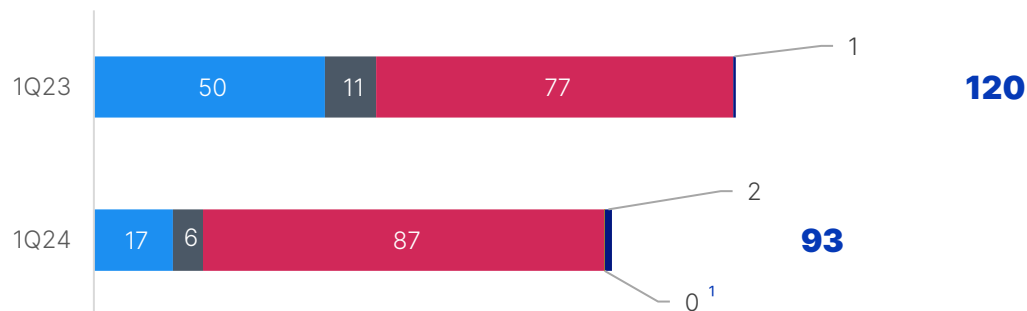


## EBITDA and EBITDA Margin<sup>1</sup> R\$ Million

<sup>1</sup> EBITDA of Advanced Techn. Vertical disregards the Holding's equity income effects, to more adequately reflect its operational performance.



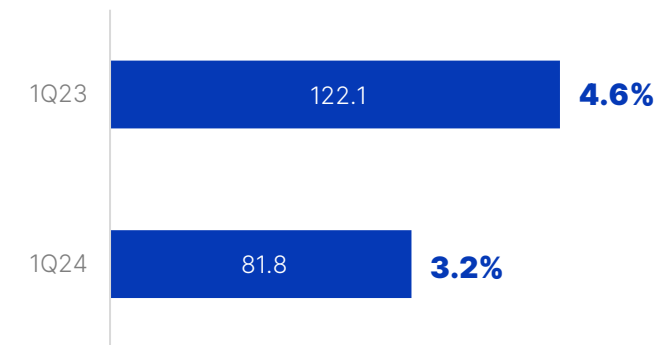
## International Market Revenues<sup>1</sup> US\$ Million



<sup>1</sup>Financial and Digital Services

## Net Income and Net Margin<sup>1</sup> R\$ Million | %

<sup>1</sup> Net income is presented only on a consolidated basis.

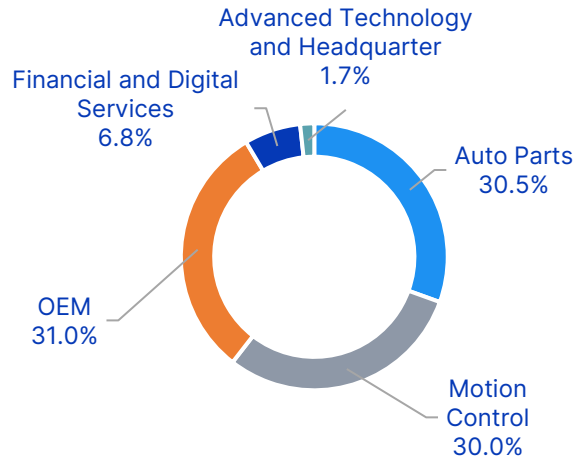


<sup>1</sup> The difference between the sum of verticals and the consolidated figure is the elimination of intercompany sales.

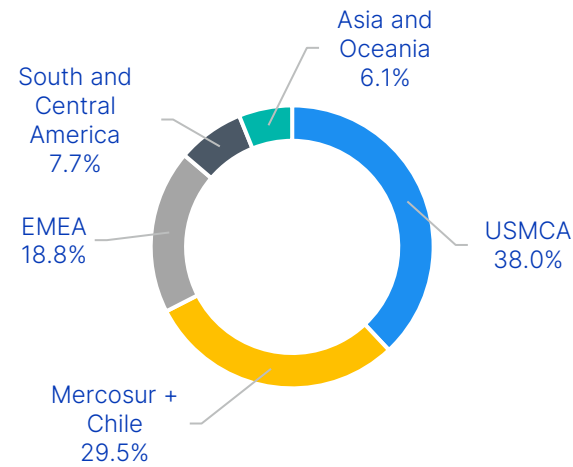
Legend: ■ Auto Parts ■ Motion Control ■ OEM ■ Financial and Digital Services ■ Advanced Technology and *Headquarter*

# Diversified Business Model | 1Q24

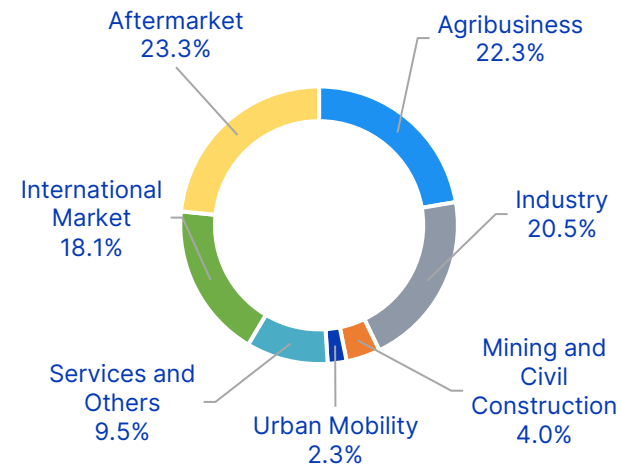
## % Net Revenue by Vertical



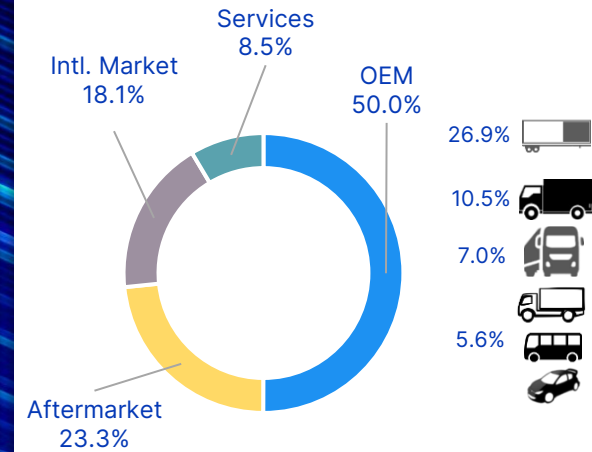
## % Intl Revenues by Region



## % Net Revenue by Sector



## % Net Revenue by Segment



# Diversified Business

## Auto Parts

Suspensys<sup>®</sup>

JOST

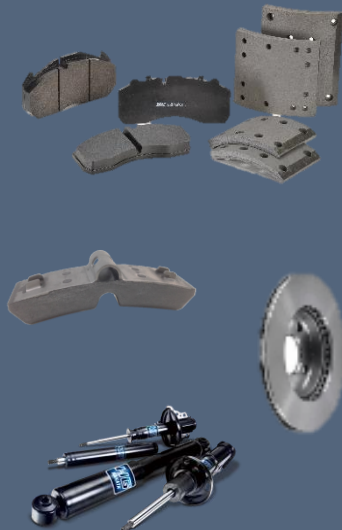
MASTER  
MERITOR RANDON

CASTERTECH



## Motion Control

FRASLE  
MOBILITY



## OEM

RANDON



## Financial and Digital Services

Rands

CONSÓRCIO  
RANDON

BANCO  
RANDON

SEGUROS  
RANDON

(ONEX)

RANDON  
VENTURES

Addiante<sup>»</sup>

<db>

## Advanced Technology

NIONE

ETR  
DRIVEN BY INNOVATION

Autom<sup>o</sup>



# 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.

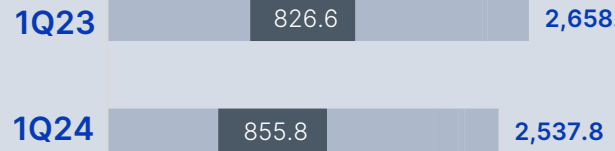
## Customer Base

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

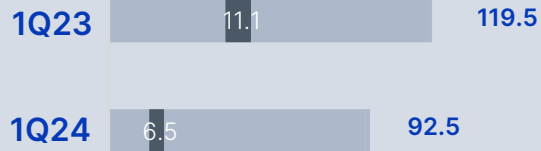
## Strategy

- > 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

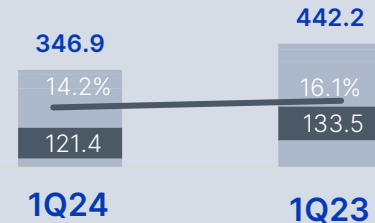
### Consolidated Net Revenue (R\$ Million)



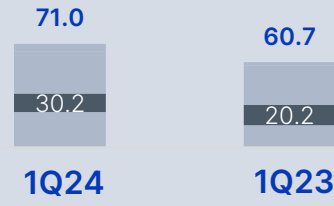
### International Market Revenues (US\$ Million)



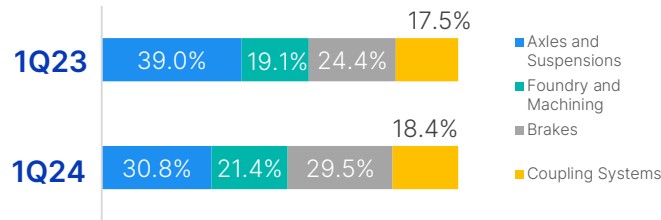
### EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



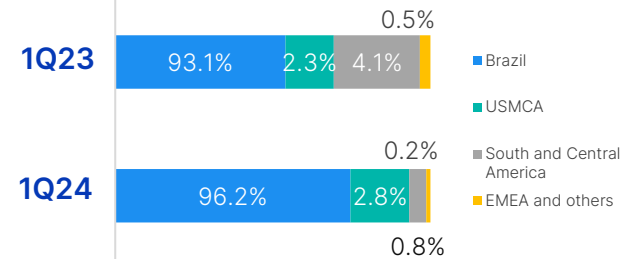
### CAPEX (R\$ Million)



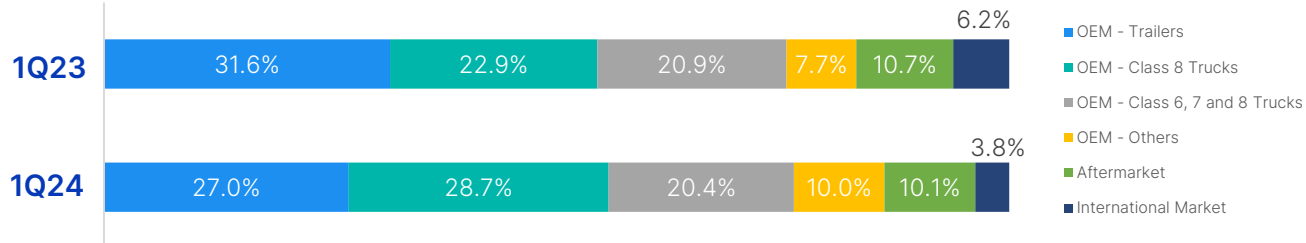
### Net Revenue by Product (% o/CNR)



### Net Revenue by Region (% o/CNR)



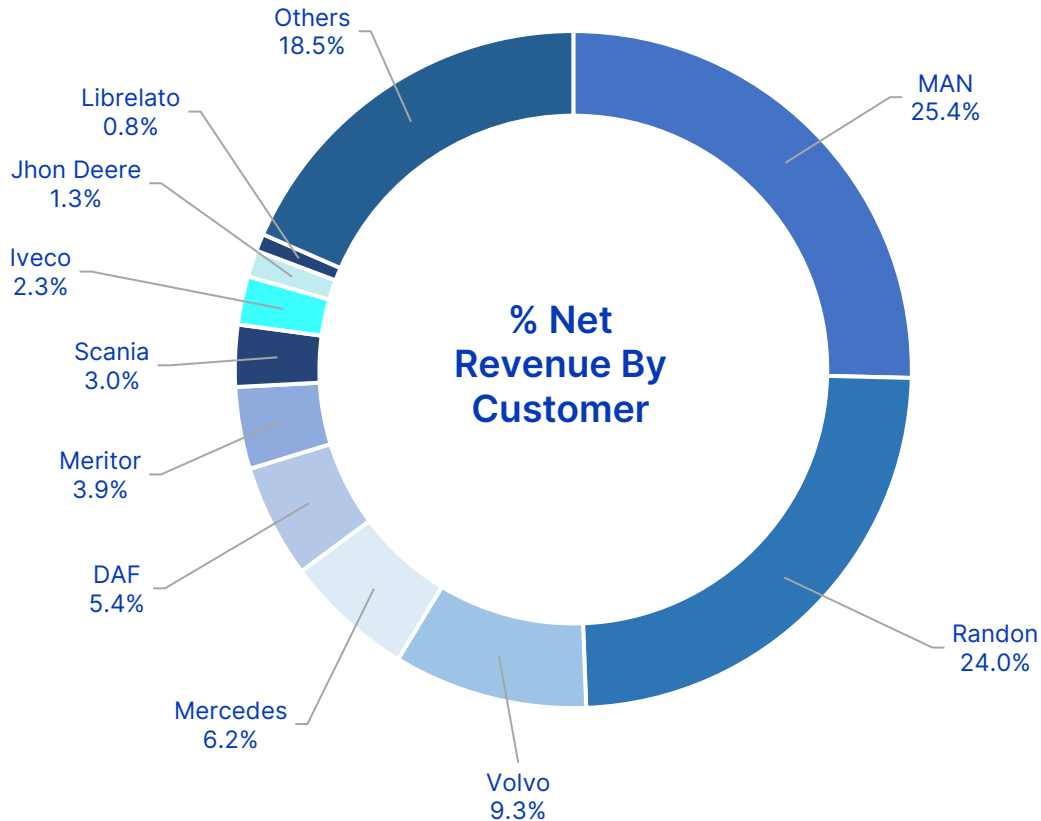
### Net Revenue by Segment (% o/CNR)



## Volumes and Net Revenue

	1Q24		1Q23		Δ% Units	4Q23		Δ% Units
	Units	Revenue	Units	Revenue		Units	Revenue	
Brakes (units)	216,151	252,149	202,627	202,097	6.7%	191,443	217,374	12.9%
Coupling Systems (units)	35,060	157,061	33,526	144,256	4.6%	31,261	149,598	12.2%
Axles and Suspensions (units)	38,269	263,649	39,884	324,101	-4.0%	38,484	270,969	-0.6%
Foundry and Machining (tons)	21,930	182,905	21,357	156,161	2.7%	18,473	151,493	18.7%

Values in R\$ thousand, except when indicated otherwise



## Main competitors

### Brakes

Knorr (Germany)  
Wabco (USA)  
Mercado Cativo – 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)  
Mercado Cativo – Facchini

### Foundry and Machining

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



# R Motion Control

## Portfolio

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

## Coverage

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

## Sector Exposure

Agribusiness, industry, civil construction and mobility

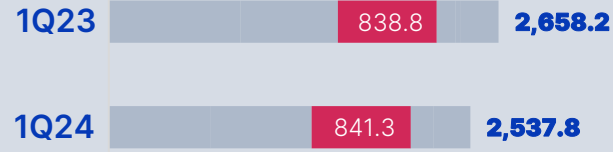
## Customer Base

OEMs, distributors and auto parts retailers.

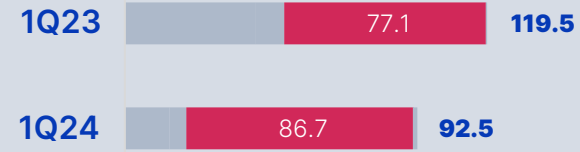
## Strategy

- > 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

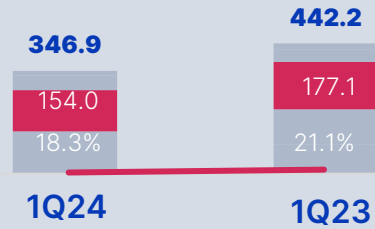
## Consolidated Net Revenue (R\$ Million)



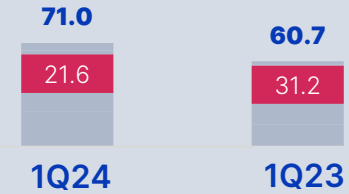
## International Market Revenues (US\$ Million)



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

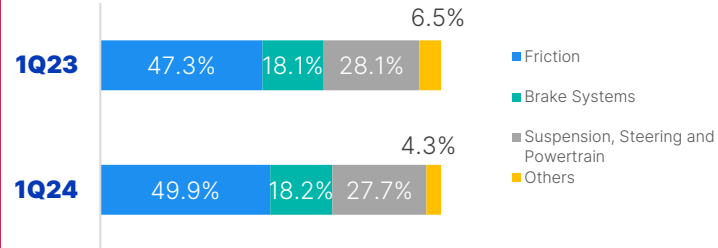


## CAPEX (R\$ Million)

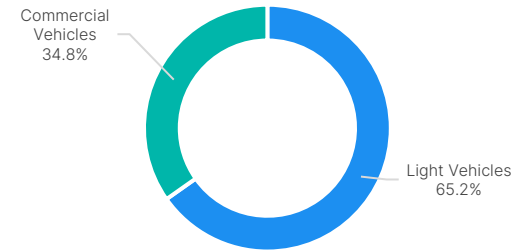


■ Motion Control ■ Other Verticals

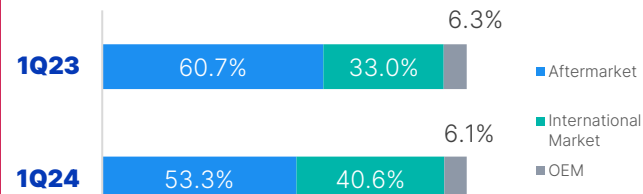
## Net Revenue by Product (% o/CNR)



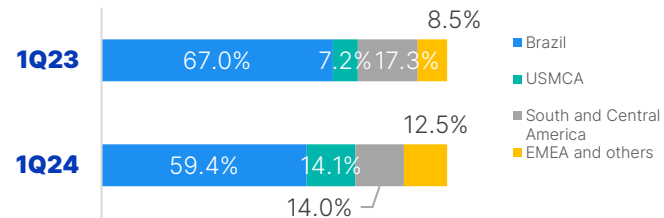
## Net Revenue by Vehicle Type (% o/CNR)



## Net Revenue by Segment (% o/CNR)



## Net Revenue By Region (% o/CNR)





# Motion Control

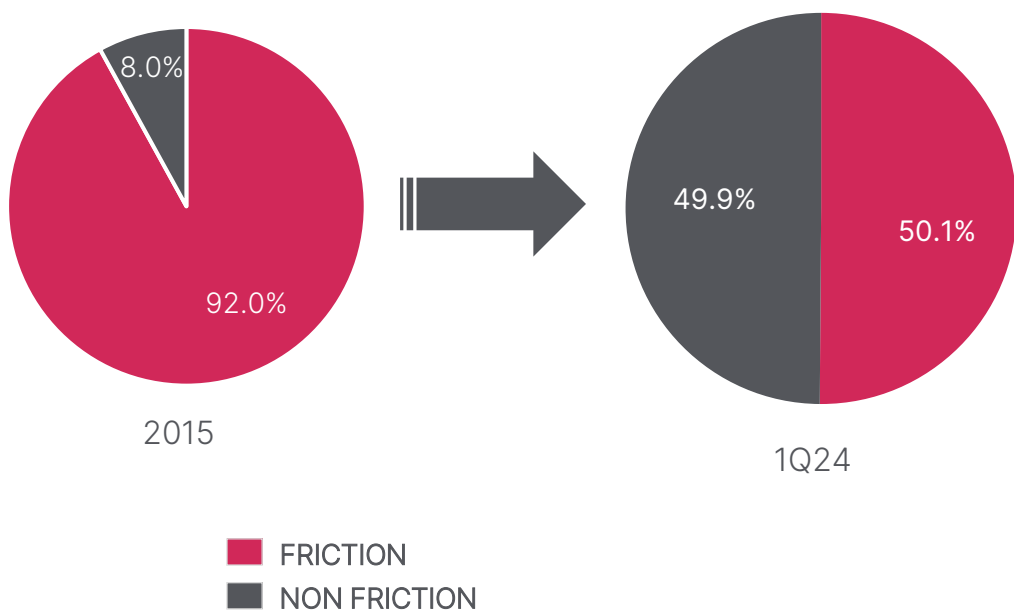
## Volumes and Net Revenue

	1Q24		1Q23			4Q23		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	24,738	419,669	24,890	398,974	-0.6%	27,265	361,932	-9.3%
Comp. for the Braking Systems (Thousand/un.)	2,230	152,786	2,151	150,717	3.7%	2,491	153,368	-10.5%
Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,462	232,982	4,677	235,447	-4.6%	4,653	212,981	-4.1%
Others <sup>1</sup>	-	35,816	-	53,636	-	-	12,985	-

<sup>1</sup> For the opening of the Others line, see attachment IV of the Frasle Mobility Release

Values in R\$ Thousands, except when indicated otherwise

## 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 Poweetrain

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





# OEM

### 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.

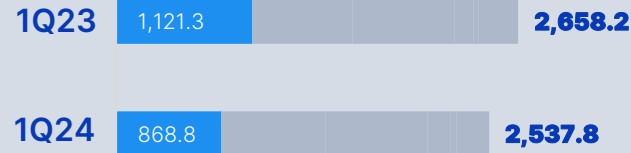
### Customer Base

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

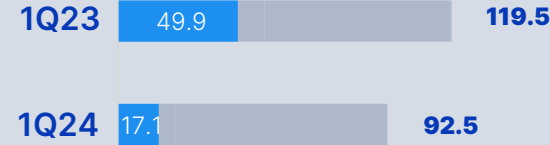
### Strategy

- > 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

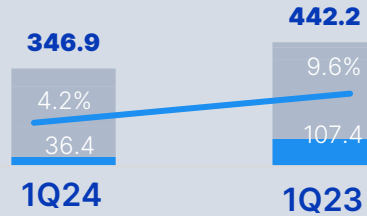
### Consolidated Net Revenue (R\$ Million)



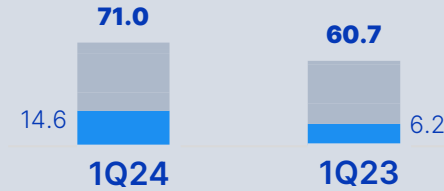
### International Market Revenues (US\$ Million)



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

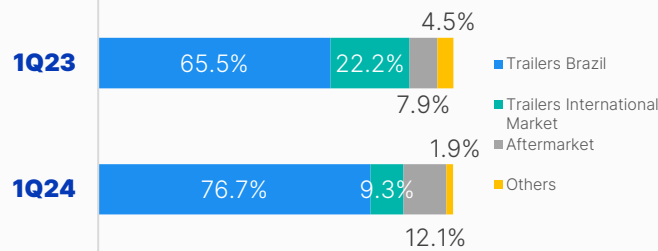


### CAPEX (R\$ Million)

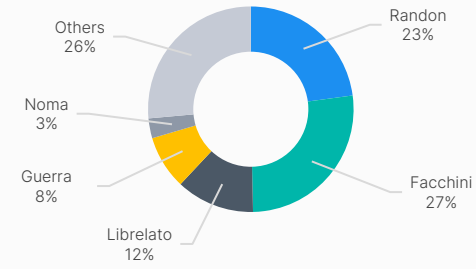


■ OEM ■ Other Verticals

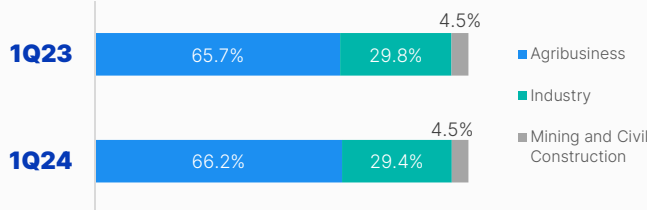
### Net Revenue By Product (% o/ CNR)



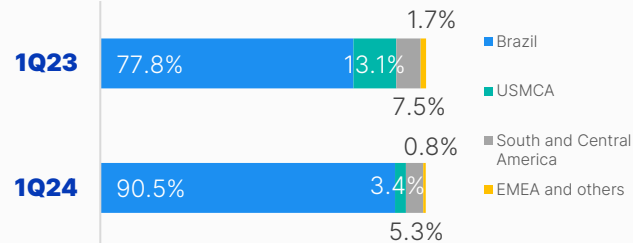
### Market Share Trimestral (%)



### Sector Exposure (% o/delivers)



### Net Revenue by Region (% o/CNR)





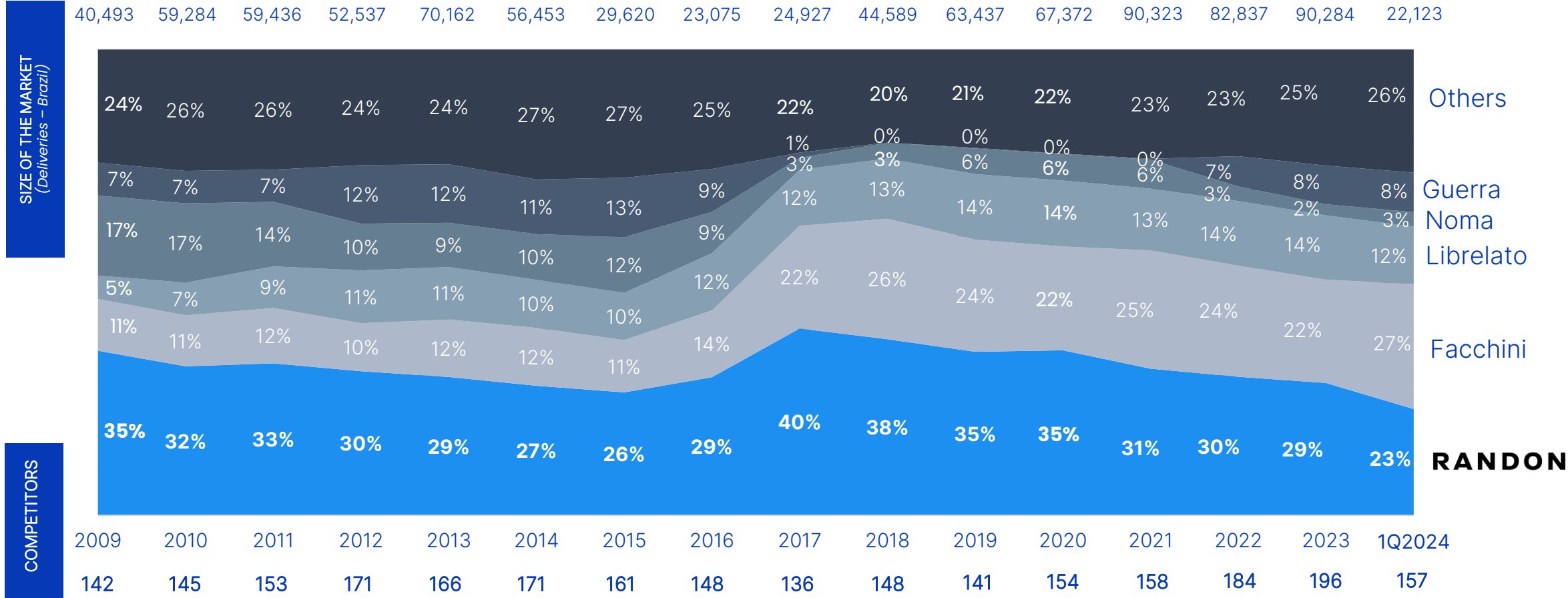
# Volumes and Net Revenue

Distribution of Net Revenue		1Q24		1Q23		4Q23		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units
Trailers Brazil (un.)	5,785	682,249	5,708	757,094	1.3%	6,001	776,707	-3.6%
Trailers United States <sup>1</sup>	307	30,080	1,771	155,832	-82.7%	1,325	118,227	-76.8%
Trailers Others Geographies (un.)	223	50,861	471	83,881	-52.7%	432	36,622	-48.4%
Railcars (un.)	2	391	46	20,623	-95.7%	8	2,021	-75.0%
Aftermarket	-	105,182	-	103,875	-	-	123,967	-

<sup>1</sup> Volumes sold by Hercules + exports from Brazil

Values in R\$ Thousands, except when indicated otherwise

## Historical Market Share



# 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.

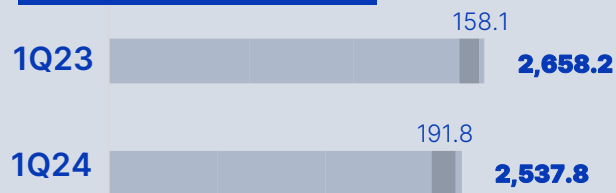
## Customer Base

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

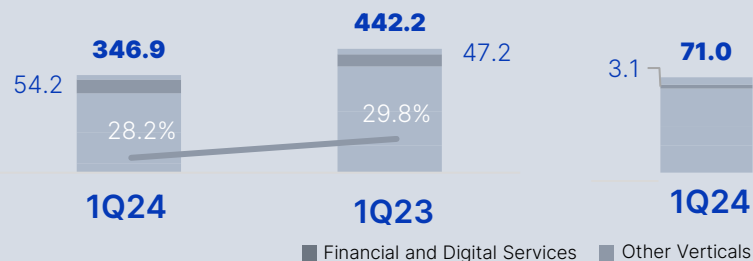
## Strategy

- > 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

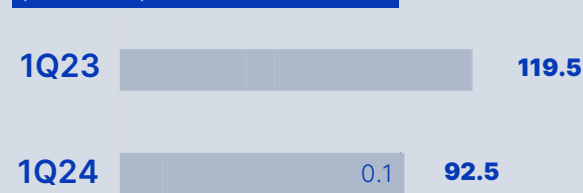
## Consolidated Net Revenue (R\$ Million)



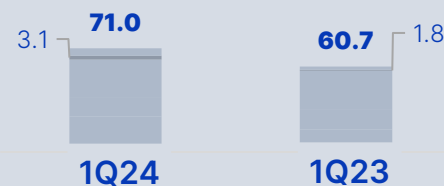
## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



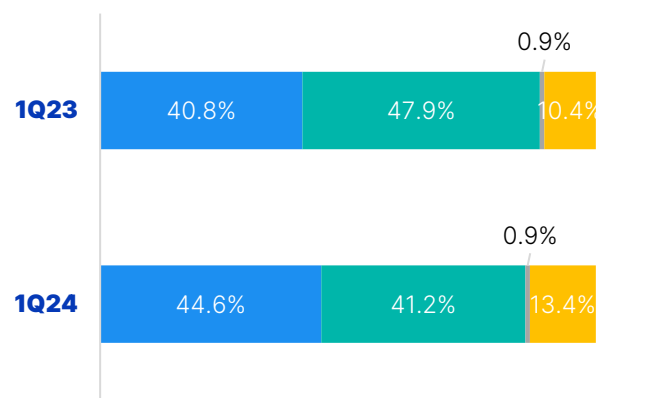
## International Market Revenues (US\$ Million)



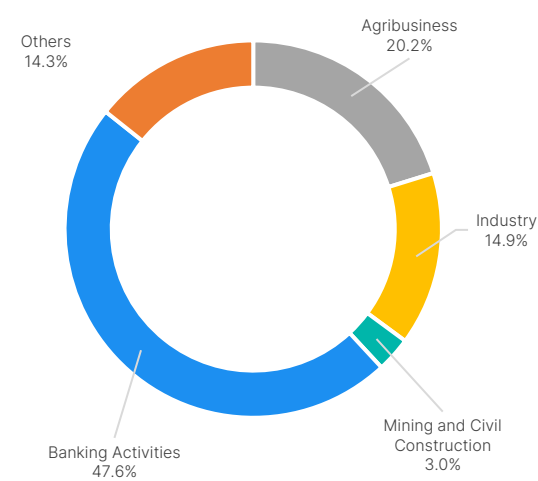
## CAPEX (R\$ Million)



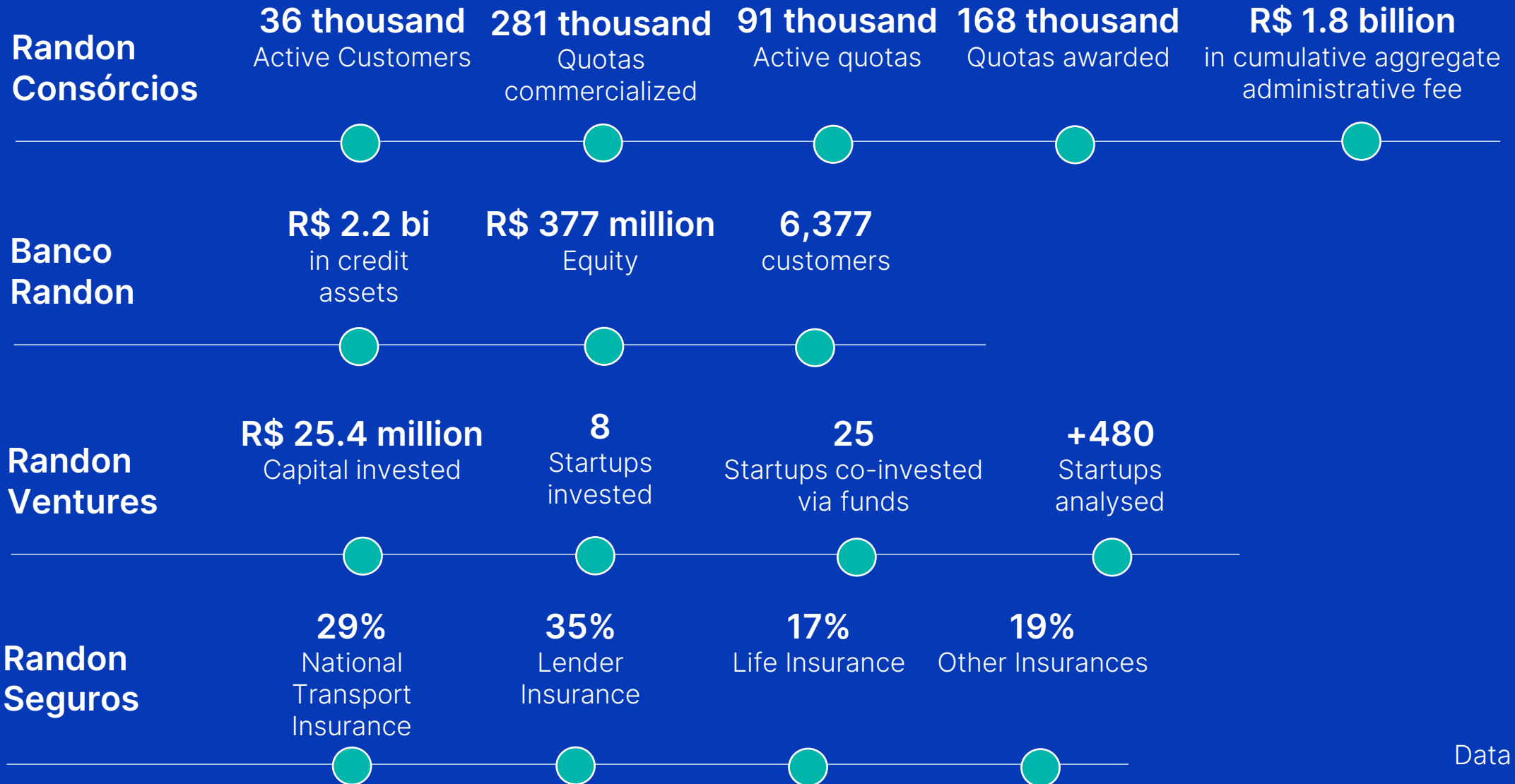
## Net Revenue by Product (% o/CNR)



## Net Revenue by Segment (% o/CNR)



# Financial & 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.

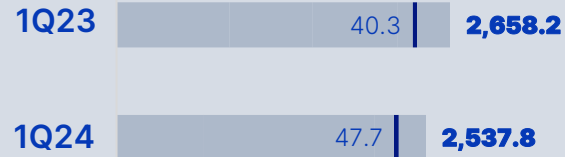
## Customer base

Randoncorp controlled companies and diverse industries.

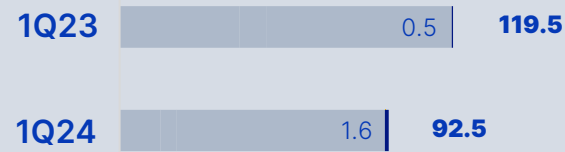
## Strategy

- > 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

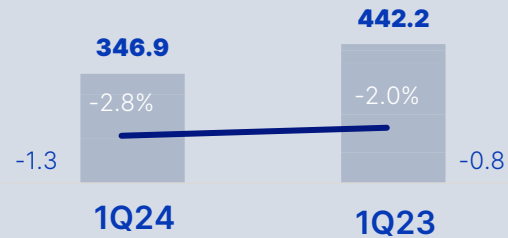
## Consolidated Net Revenue (R\$ Million)



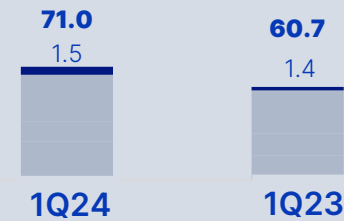
## International Market Revenues (US\$ Million)



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



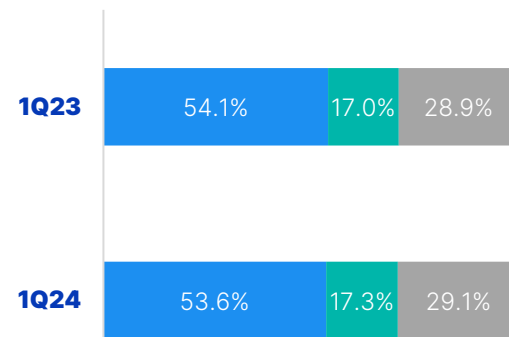
## CAPEX (R\$ Million)



<sup>1</sup> In this graph, Advanced Technology's EBITDA disregards the Holding's equity equivalence effects, to more adequately reflect its operational performance.

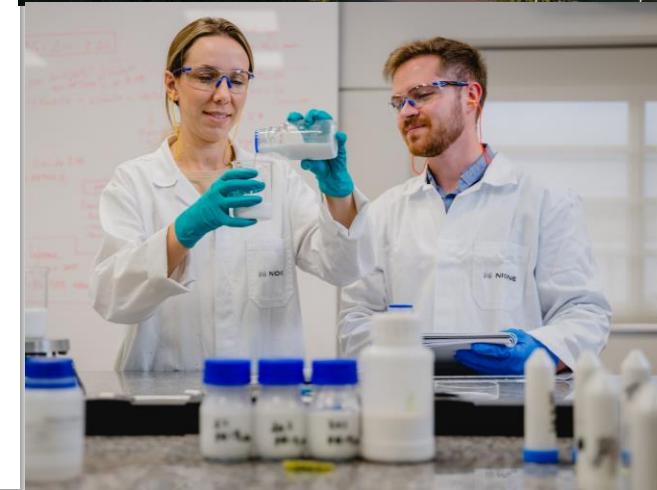
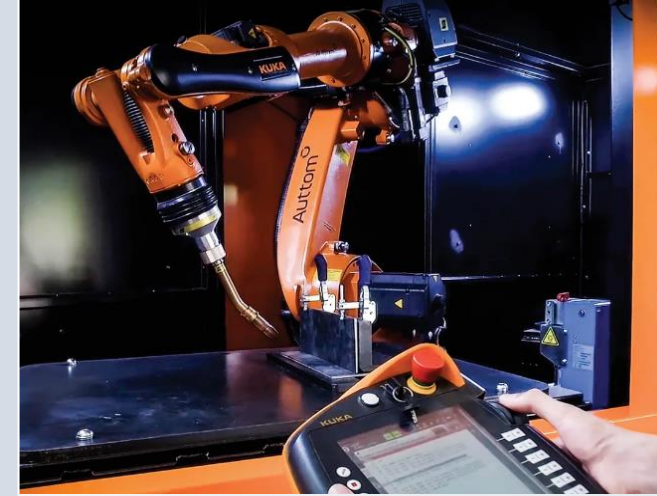
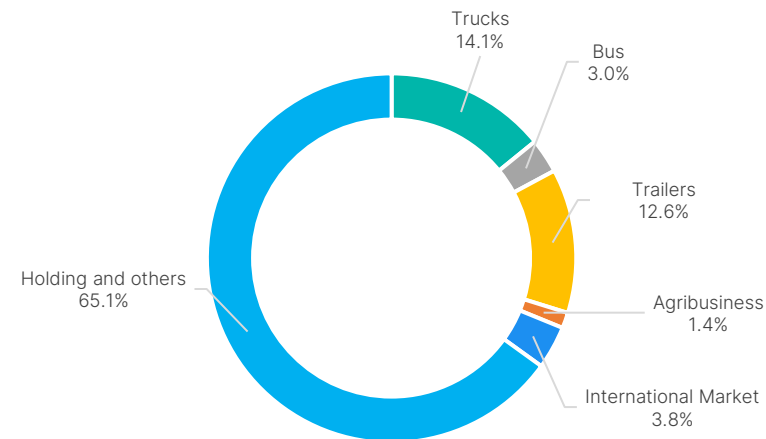
■ Advanced Technology and Headquarter ■ Other Verticals

## Net Revenue by Business Unit (% o/CNR)



■ Holding ■ CTR ■ Auttom

## Net Revenue by Segment (% o/CNR)



# SUPPORT MATERIAL 1Q24

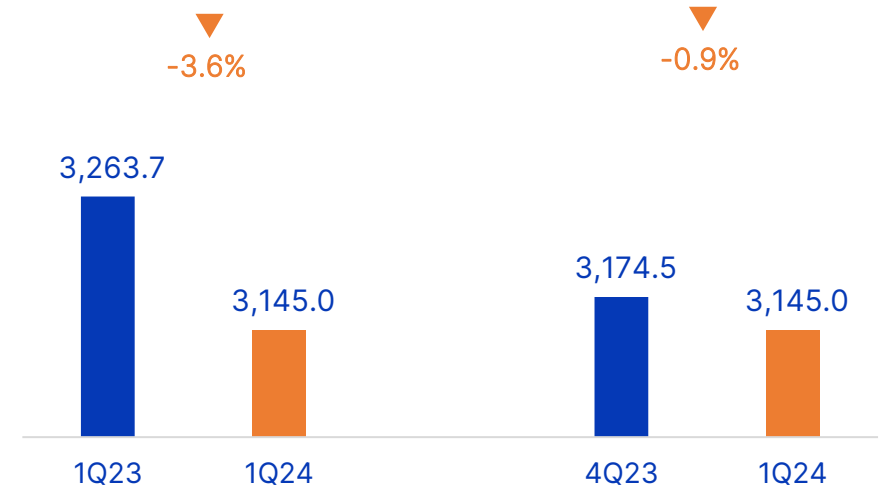
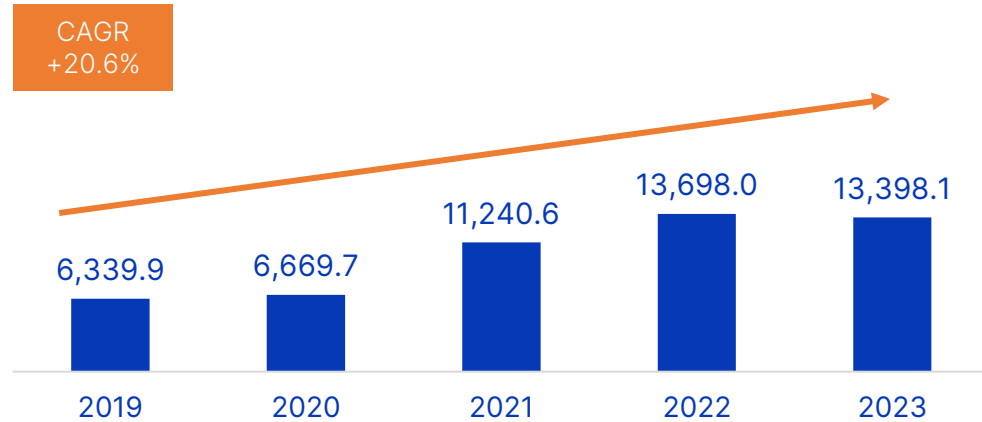


As of 2020 the numbers do not consider the discontinued operation of Randon Veículos

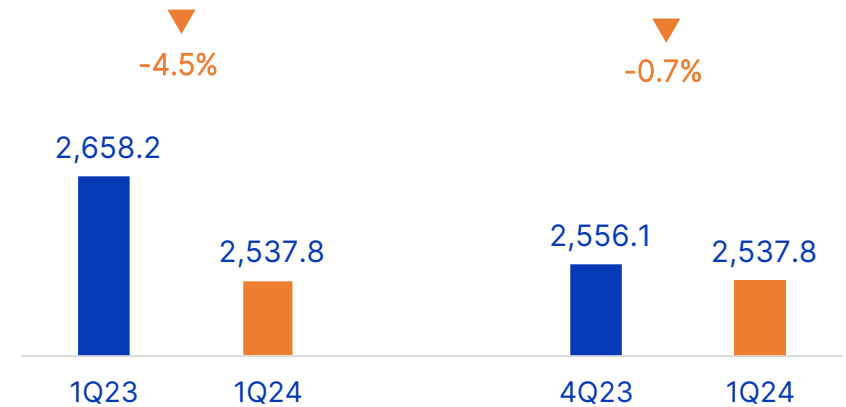
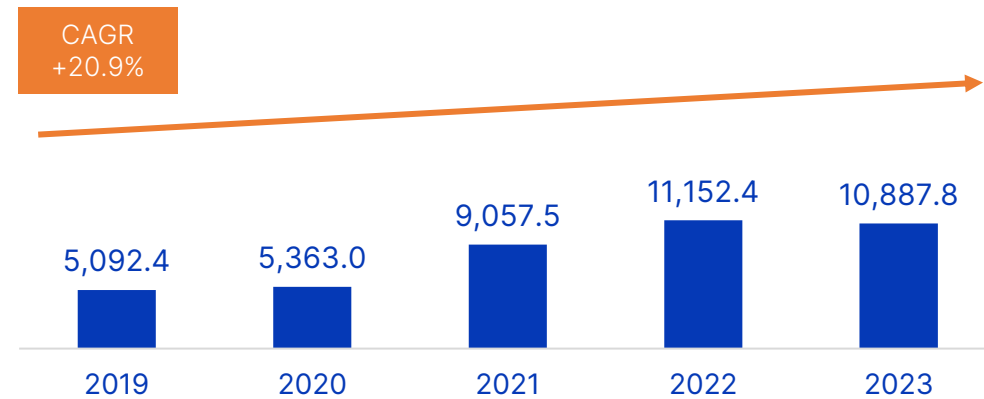


# Operating Results

## Consolidated Gross Revenue | R\$ Million

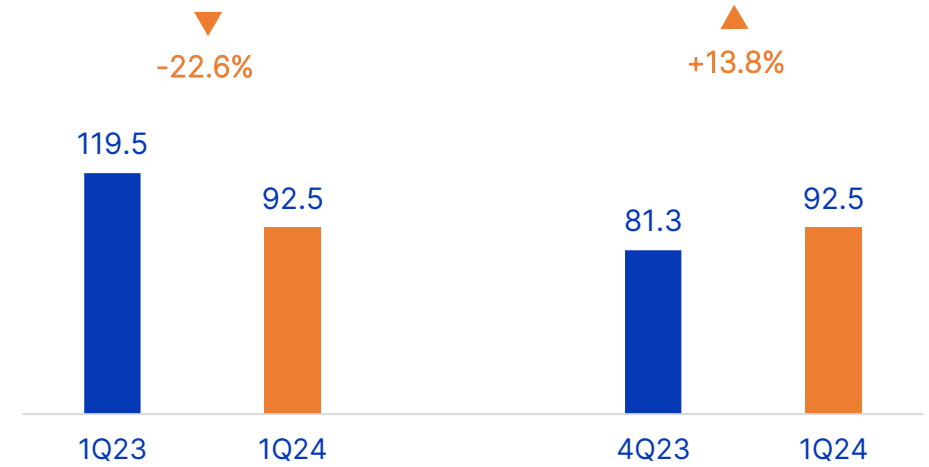
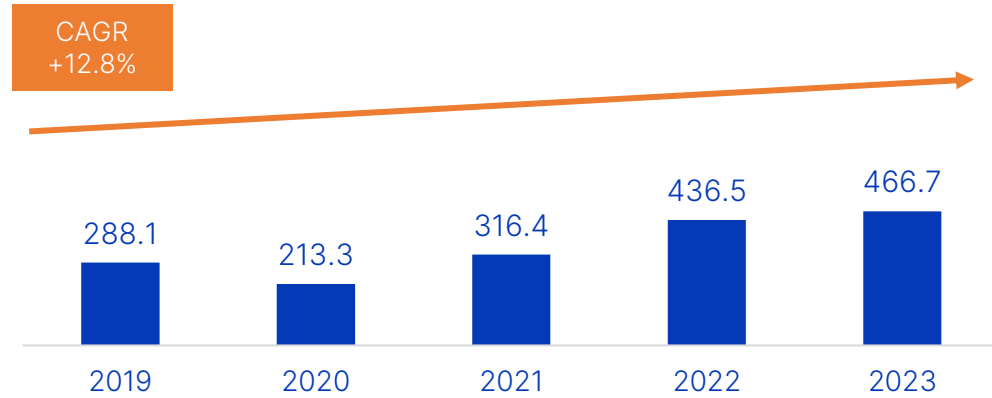


## Consolidated Net Revenue | R\$ Million

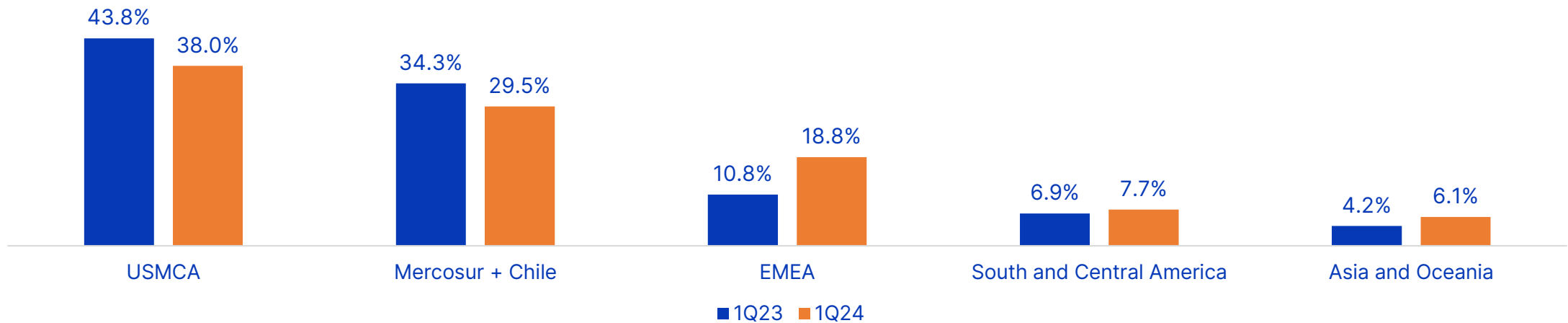


# Operating Results

## International Market Revenues | US\$ Million

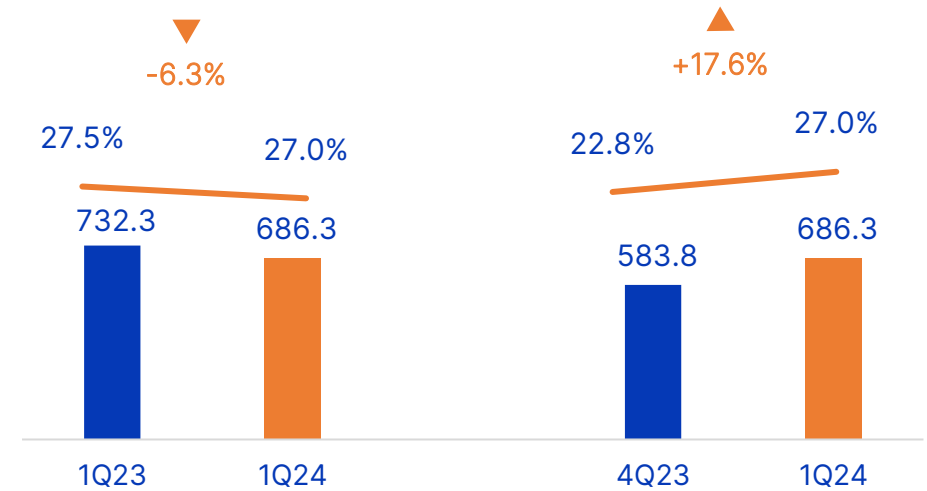
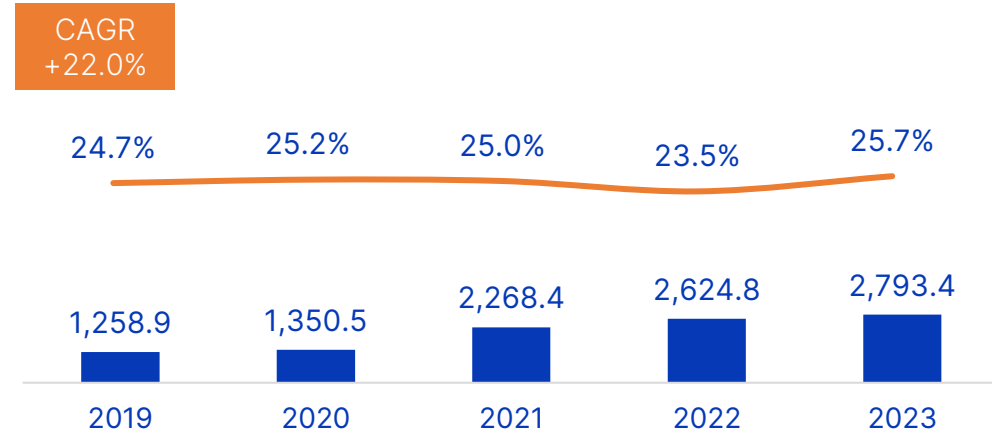


## International Market Revenues By Region | US\$ Million



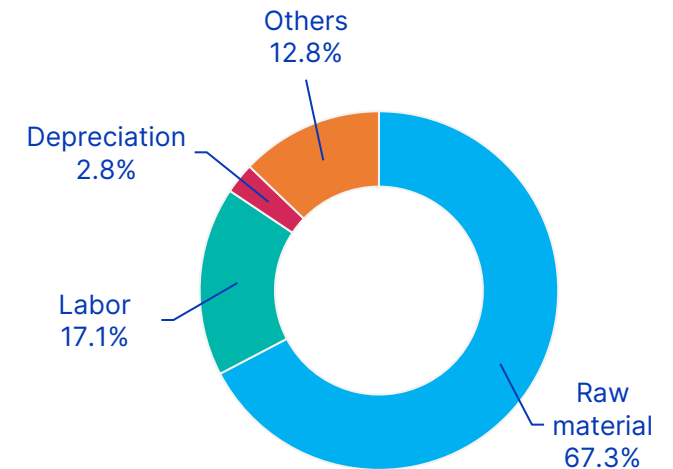
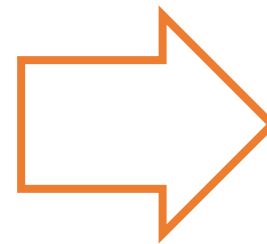
# Operating Results

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



COGS 1Q24  
R\$ 1.9 B  
(73.0% o/CNR)

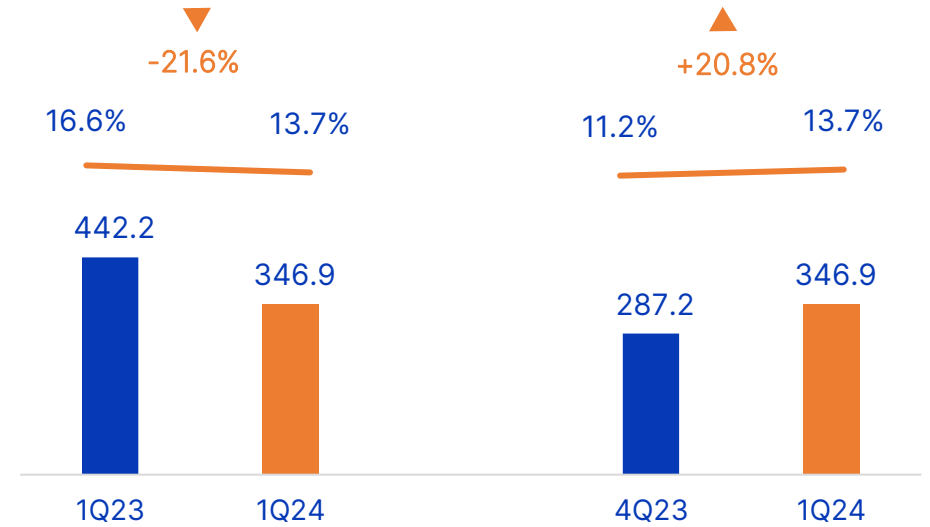
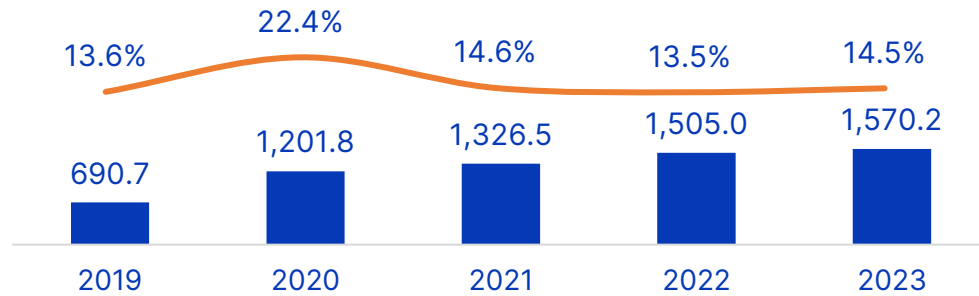
## COGS DISTRIBUTION 1Q24



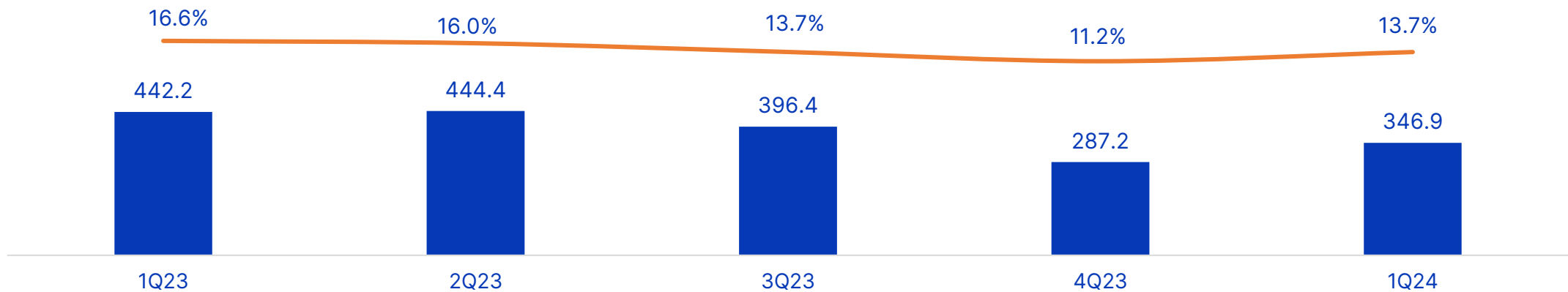
# Operating Results

EBITDA | EBITDA Margin | R\$ Million | %

CAGR  
+22.8%

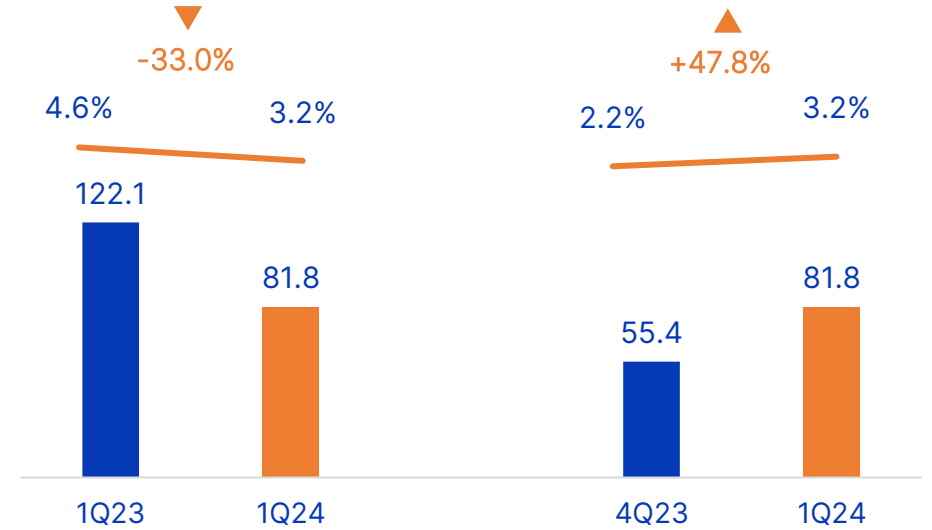
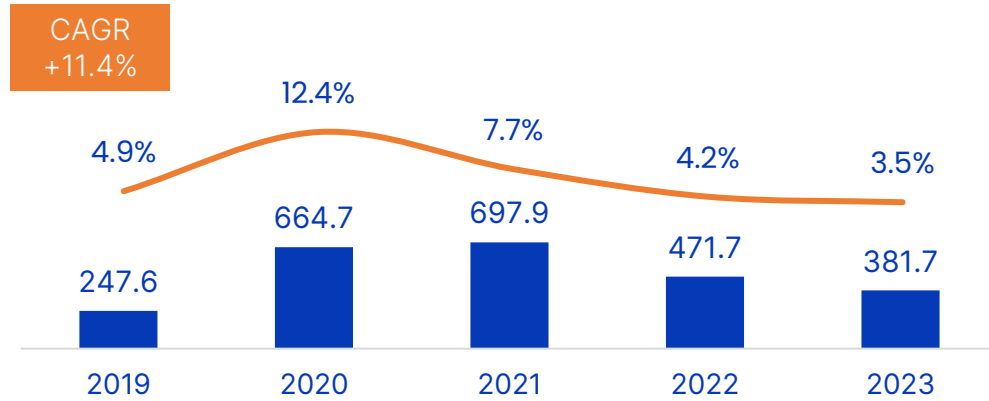


EBITDA | EBITDA Margin Quarterly | R\$ Million | %

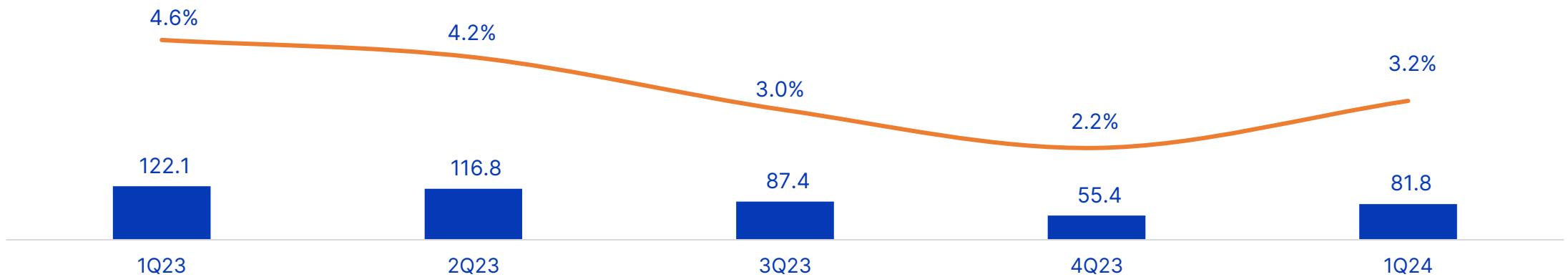


# Financial Results

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

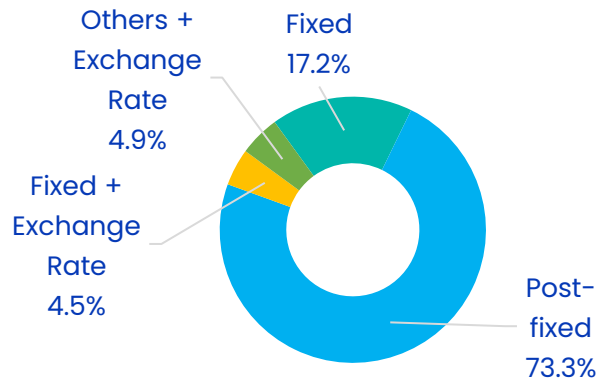


Net Profit | Net Margin Quarterly | R\$ Million | %

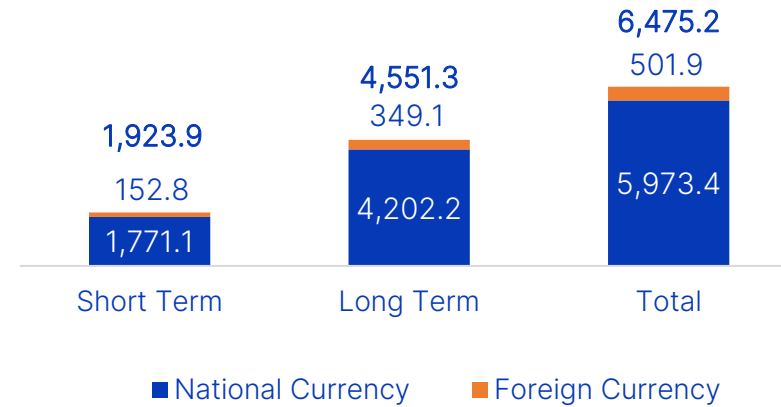


# Indebtedness

## Debt Indexes

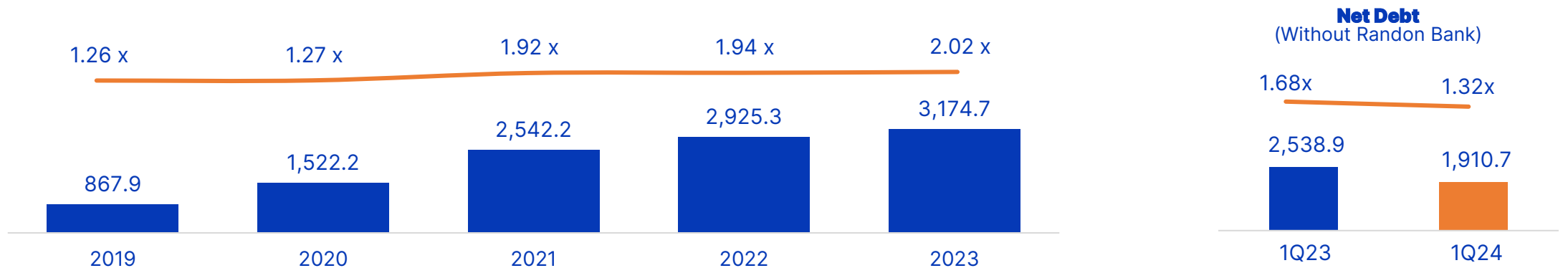


## Origin Of Debt Short And Long Term<sup>1</sup> | R\$ Million



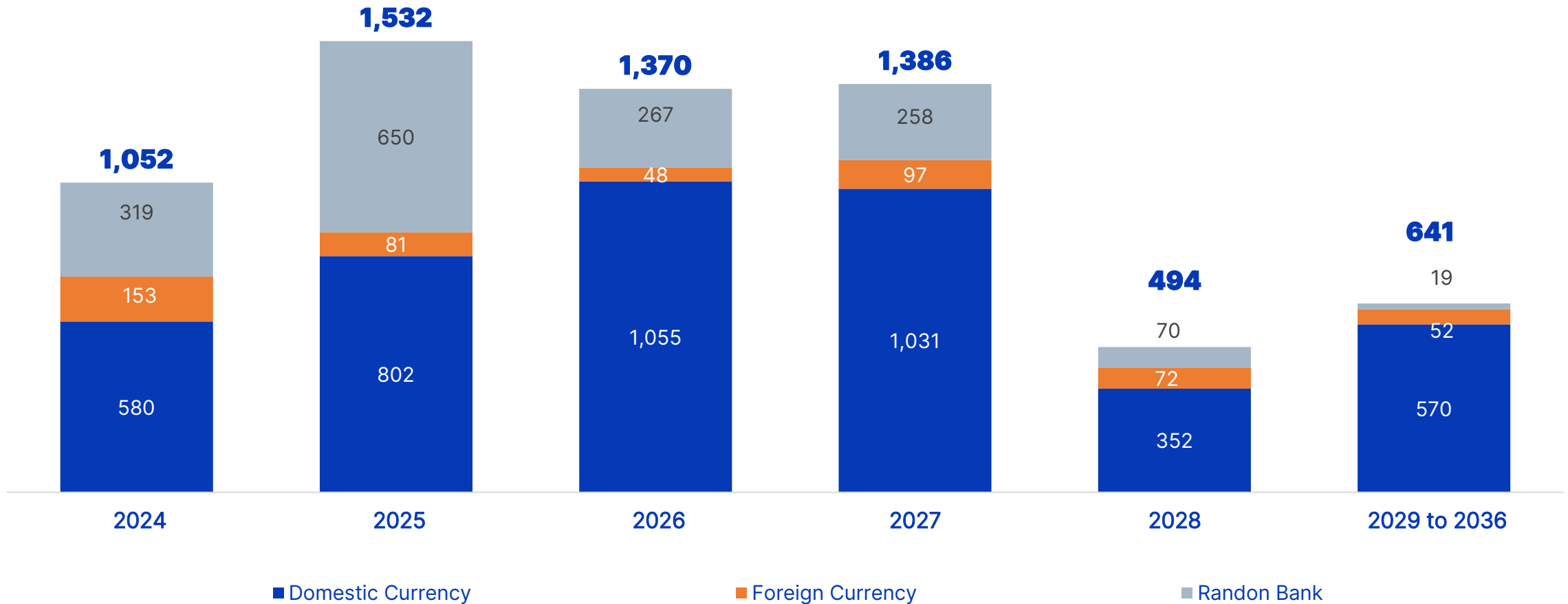
<sup>1</sup> Does not consider business combination values

## Indebtedness | Net Debt | EBITDA | R\$ Million



# Indebtedness

Schedule Of Debt Payment | R\$ Million



# Quarterly Information

RANDONCORP

	2022	1Q23	2Q23	3Q23	4Q23	2023	1Q24
Net Revenue	12,407.7	2,985.1	3,084.9	3,199.8	2,816.8	12,086.7	2,805.3
% OEM	37.1%	37.6%	36.4%	39.0%	37.5%	37.6%	31.0%
% Auto Parts	33.4%	27.7%	26.5%	26.5%	28.0%	27.1%	30.5%
% Motion Control	24.6%	28.1%	29.8%	27.8%	26.3%	28.0%	30.0%
% Financial and Digital Services	3.6%	5.3%	5.8%	5.7%	6.6%	5.8%	6.8%
% Advanced Technology and HQ	1.3%	1.3%	1.6%	1.0%	1.5%	1.4%	1.7%
<b>Consolidated Net Revenue</b>	<b>11,152.4</b>	<b>2,658.2</b>	<b>2,776.9</b>	<b>2,896.7</b>	<b>2,556.1</b>	<b>10,887.8</b>	<b>2,537.8</b>
<b>Consolidated Gross Profit</b>	<b>2,624.8</b>	<b>732.3</b>	<b>780.0</b>	<b>697.3</b>	<b>583.8</b>	<b>2,793.4</b>	<b>686.3</b>
% Gross Margin	23.5%	27.5%	28.1%	24.1%	22.8%	25.7%	27.0%
<b>EBITDA</b>	<b>1,505.0</b>	<b>442.2</b>	<b>444.4</b>	<b>396.4</b>	<b>287.2</b>	<b>1,570.2</b>	<b>346.9</b>
% EBITDA Margin	13.5%	16.6%	16.0%	13.7%	11.2%	14.4%	13.7%
<b>Net Profit</b>	<b>471.7</b>	<b>122.1</b>	<b>116.8</b>	<b>87.4</b>	<b>55.4</b>	<b>381.7</b>	<b>81.8</b>
% Net Margin	4.2%	4.6%	4.2%	3.0%	2.2%	3.5%	3.2%



# RANDONCORP



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