

RANDONCORP

Building tomorrow

The background of the slide features a complex, abstract pattern of wavy, concentric lines in various shades of blue, creating a sense of depth and movement. A solid teal horizontal bar is positioned across the middle of the slide, partially overlapping the wavy pattern.

Earnings Release 1Q23

Safe Harbor Statement

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

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

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

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

Q&A

BY VOICE

- Write your **NAME**, **COMPANY** and **LANGUAGE**.
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BY WRITE

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Watch the ESG Ambition event and the disclosure of the new Randoncorp brand.



Access the 2022 Sustainability Report (English version available in May 20, 2023).

Sustainability Report
2022



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Building tomorrow



Signing of the acquisition agreement in February 2023



Executives from Randoncorp and DB at the meeting that marked the effectiveness of the partnership, in March 2023

Guidance 2023¹

Consolidated Net Revenue	R\$ 10.5 ≤ X ≤ R\$ 12.0 billion
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Revenues From International Markets ²	US\$ 520 ≤ X ≤ US\$ 570 million
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EBITDA Margin	13% ≤ X ≤ 16%
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Investments ³	R\$ 340 ≤ X ≤ R\$ 370 million
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¹ Values do not consider potential impacts arising from tax changes.

² Values refer to the total exports from Brazil and the revenues generated by operations abroad, without intercompany sales.

³ Values refer to organic investments

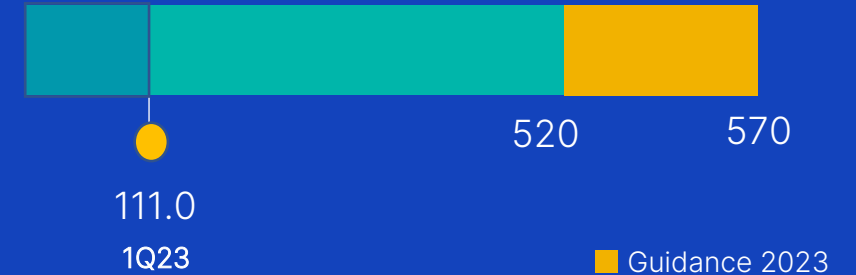
Consolidated Net Revenue (R\$ B)



7.3% Increase compared to 1Q22

- > Addition of revenues from acquired companies
- > Diversification of the business model
- > Good volumes of trailers and in the auto parts aftermarket

Revenues From International Markets (US\$ M)



Growth of 11.1% in comparison with 1Q22

- > Business expansion to the U.S.
- > Company internationalization
- > Access to mature markets

EBITDA Margin (%)



R\$ 442.2 million of Consolidated EBITDA

- > Favorable mix of products
- > Good price level
- > Gains in operational efficiency
- > Decrease in the cost of raw materials

Organic Investments (R\$ M)



Total Investments of R\$ 316.1 million

- > Machinery and equipment, especially at Frasle Mobility
- > Non-organic, most notably in the acquisition of AML Juratek
- > Paid-in Capital, with emphasis on Addiante

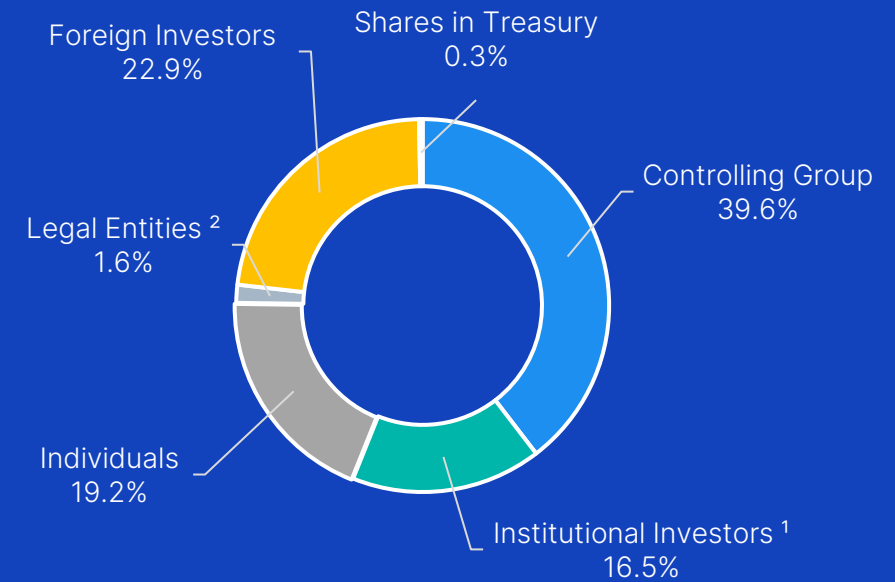
Net Debt
(Without Banco Randon)
R\$ Million

*Net Debt/EBITDA



Shareholders Profile

By number of shares



¹ Investment clubs and funds

² Companies, banks, brokers and associations

**45,593 shareholders
at the end of 1Q23**

Market Overview

		1Q23	1Q22	Δ%
Production	Trucks ¹	24,497	34,383	-28.8%
	Trailers ³	22,195	20,453	8.5%
Brazil Sales	Trucks ¹	28,616	26,852	6.6%
	Trailers ²	20,890	19,319	8.1%
Exports	Trucks ¹	4,468	4,685	-4.6%
	Trailers ³	1,305	1,134	15.1%

¹ Anfavea

Volumes in units

² Anfir

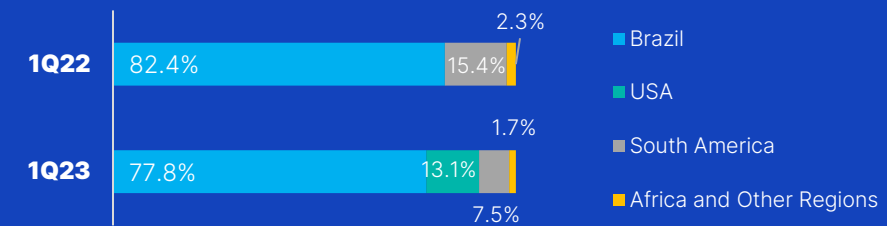
³ Anfir + Aliceweb

- > Drop in truck production due to stoppage of OEMs
- > Sale of Euro 5 trucks at a normal pace
- > Stability of trailer volumes
- > Good momentum for the aftermarket

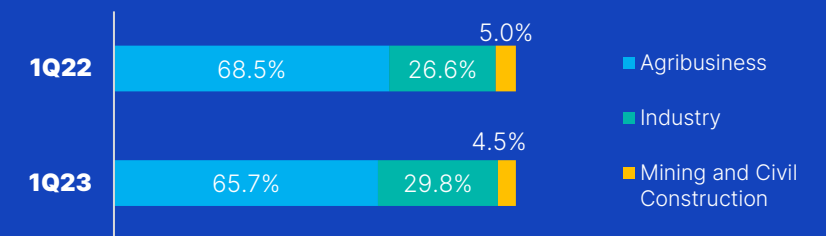
Trailers



Net Revenue By Region (% o/CNR)



Sector Exposure (% o/trailers deliveries)



Auto Parts

R\$ 826.6
million

Net Revenue

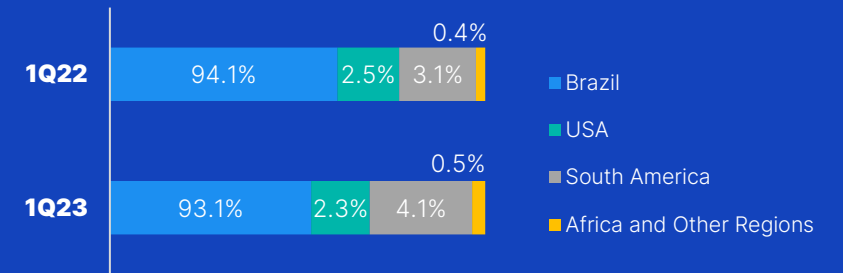
US\$ 11.1
million

Intl. Revenues

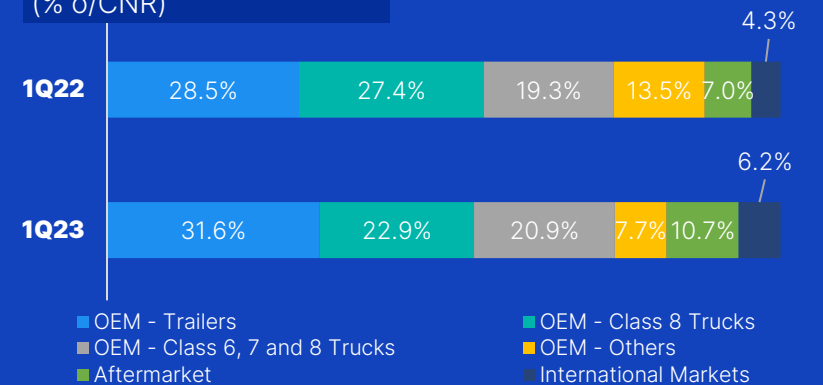
R\$ 133.5
million
16.1%

EBITDA | Margin

Net Revenue By Region (% o/CNR)



Net Revenue By Segment (% o/CNR)



Motion Control

R\$ 838.8
million

Net Revenues

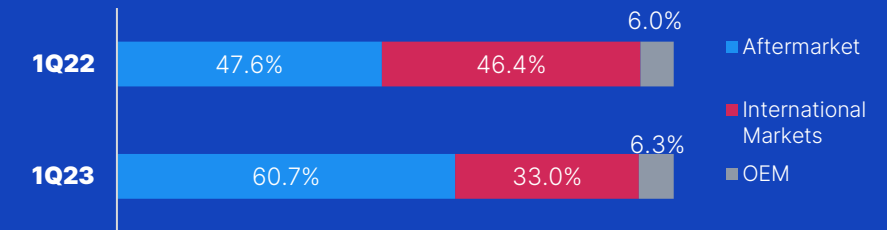
US\$ 53.3
million

Intl. Revenues

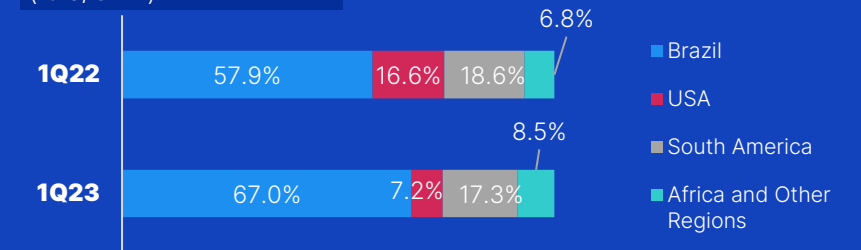
R\$ 177.1
million
21.1%

EBITDA | Margin

Net Revenue By Segment (% o/CNR)



Net Revenue By Region (% o/CNR)



Financial and Digital Services

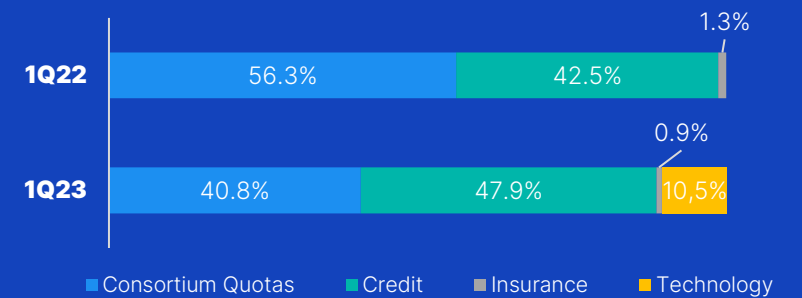
R\$ 158.1
million

Net Revenue

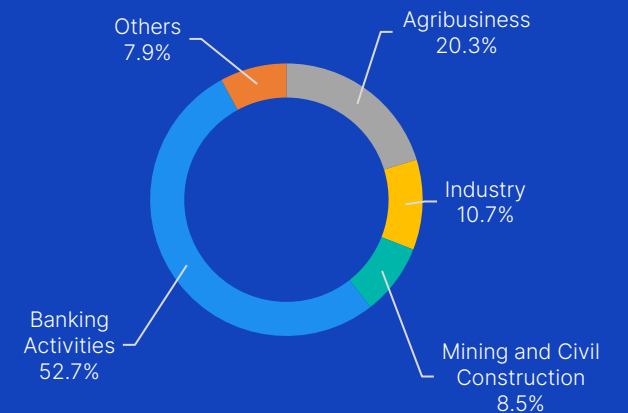
R\$ 47.2
million
29.8%

EBITDA | Margin

Net Revenue By Product (% o/CNR)



Net Revenue By Segment (% o/CNR) 1Q23



Advanced Technology and Headquarter

R\$ 40.3
million

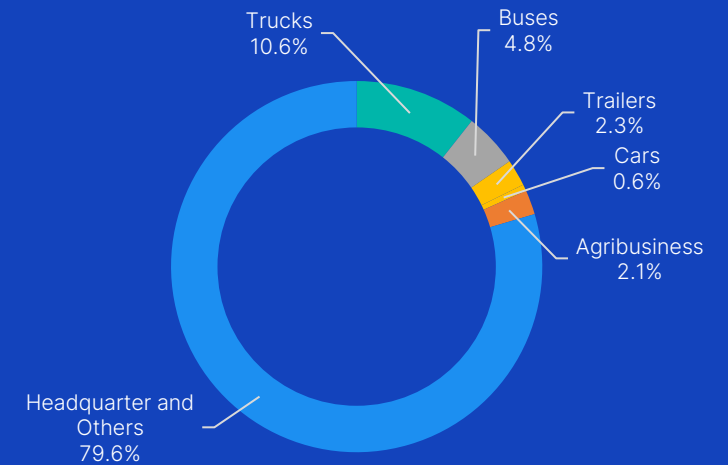
Net Revenue

-R\$ 813
thousand
-0.2%

EBITDA | Margin

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

Net Revenue By Segment (% o/CNR) 1Q23



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