

# INSTITUTIONAL PRESENTATION

## 2Q24

**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\$ 3.4  
BILLION**

  
**13**  
distribution  
centers

SHARES  
**RAPT3  
RAPT4**

  
**3**  
advanced  
technology units.

EMPLOYEES  
**16,791**

  
products  
present in  
**+120** countries



Data from 2Q2024





# 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
- 📍 Randon Bank
- 📍 Fras-le Europe
- 📍 Fras-le México

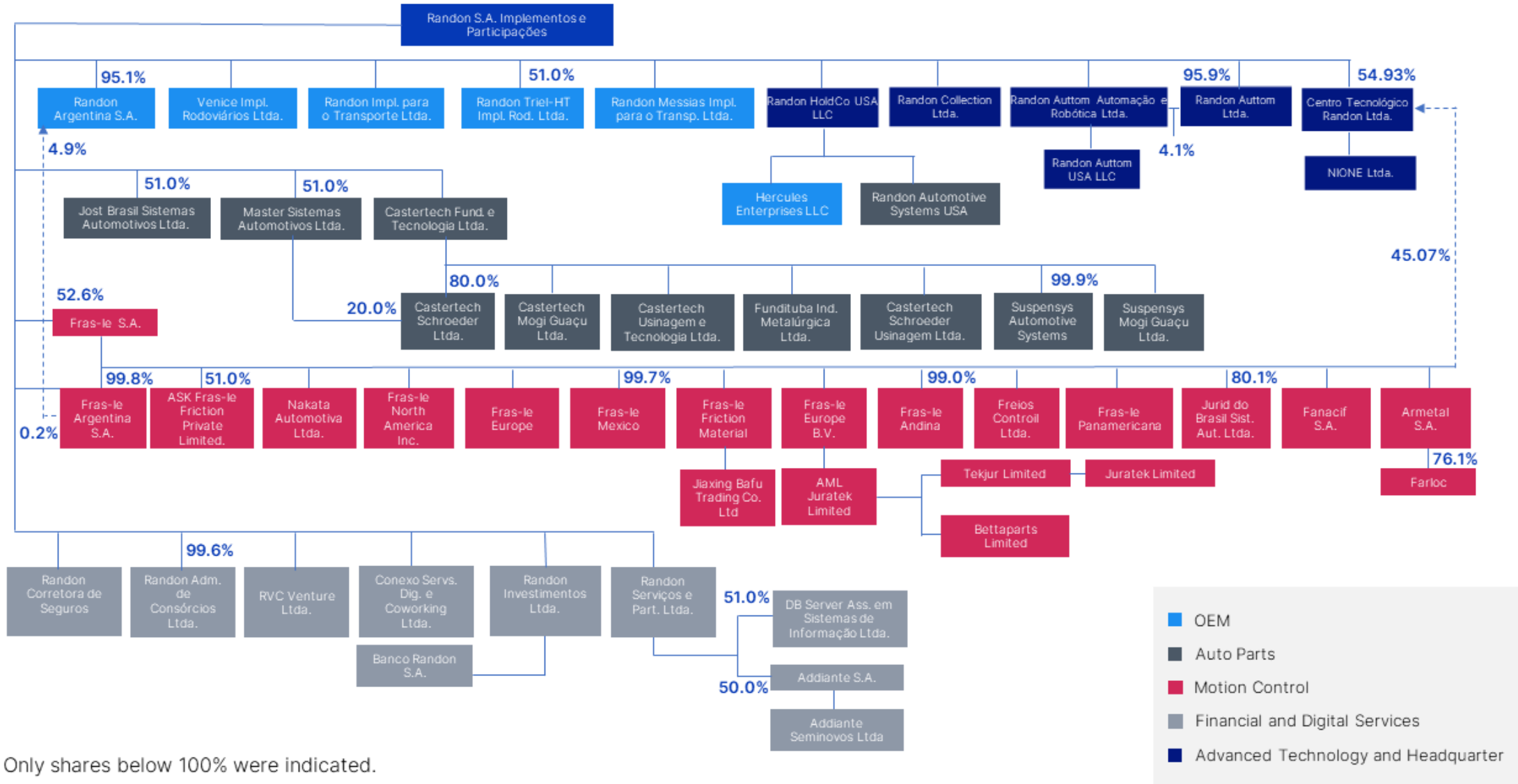
## 2010 - 2019

- 📍 Controil
- 📍 Armetal, Farloc and 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



Our headquarters are located in Caxias do Sul (RS), Brazil, a region that concentrates most of our activities.

## Global presence GRI 2-6

### 32 Industrial Sites

- 24 Brazil
- 2 Argentina
- 1 China
- 2 USA
- 1 India
- 1 Mexico

### 13 Distribution Centers

- 5 Brazil
- 2 Argentina
- 1 China
- 1 Colombia
- 1 Netherlands
- 2 England
- 1 Northern Ireland

### 4 CKD\* Assembly Units

- 1 Algeria
- 1 Egypt
- 1 Ivory Coast
- 1 Kenya

\* Composed of strategic partnerships.

### 3 Technology and Innovation Centers

- 3 Brazil

### 7 Financial and Digital Services

- 7 Brazil

### 8 Business offices

- 1 Germany
- 1 Brazil
- 1 Chile
- 1 Colombia
- 2 USA
- 1 Mexico
- 1 Uruguay



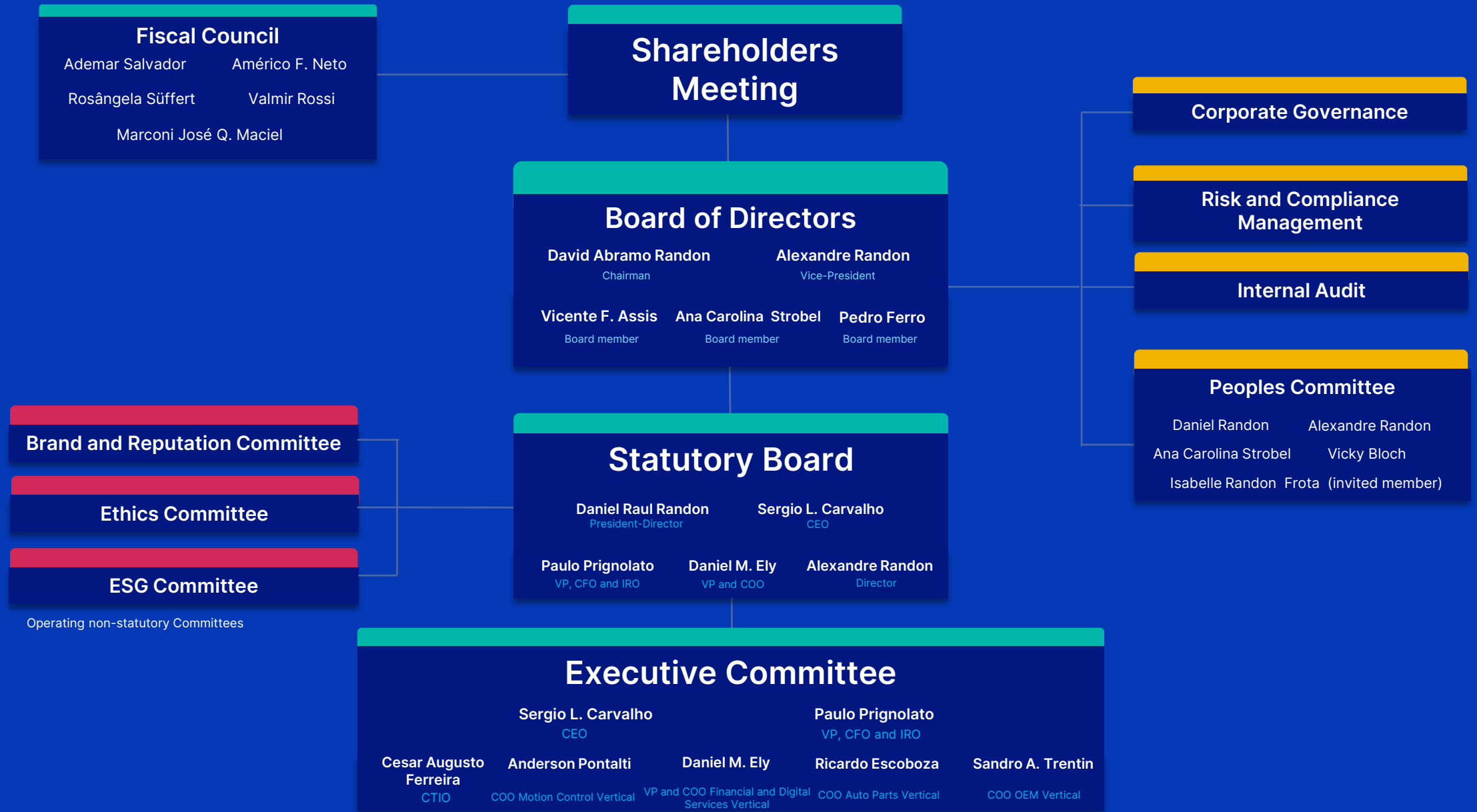
Leader in the main segments of activity

# Strong brands

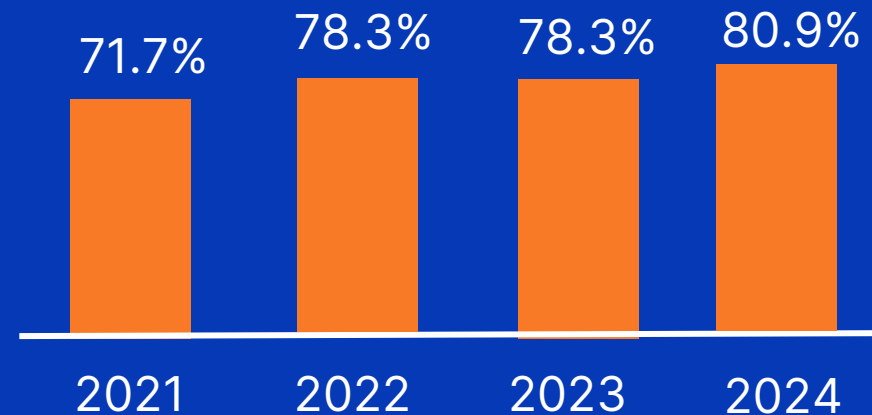




# Governance Structure



## Nossa evolução em Governança Corporativa



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

**FREE FLOAT**

**60.1%**

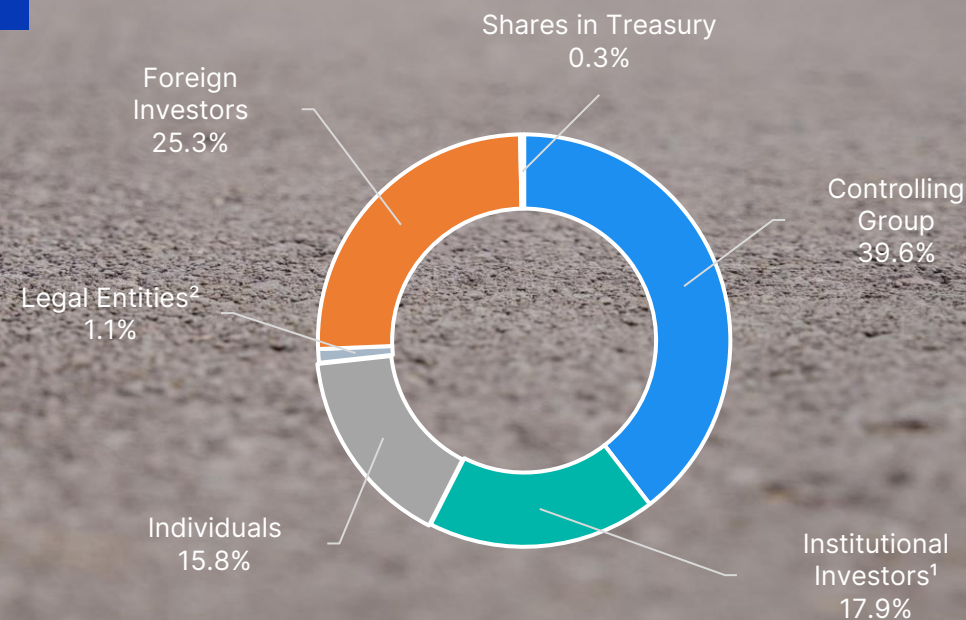
**TAG ALONG**

**80%**

**48,204**

Shareholders at the end of 2Q24

## 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.



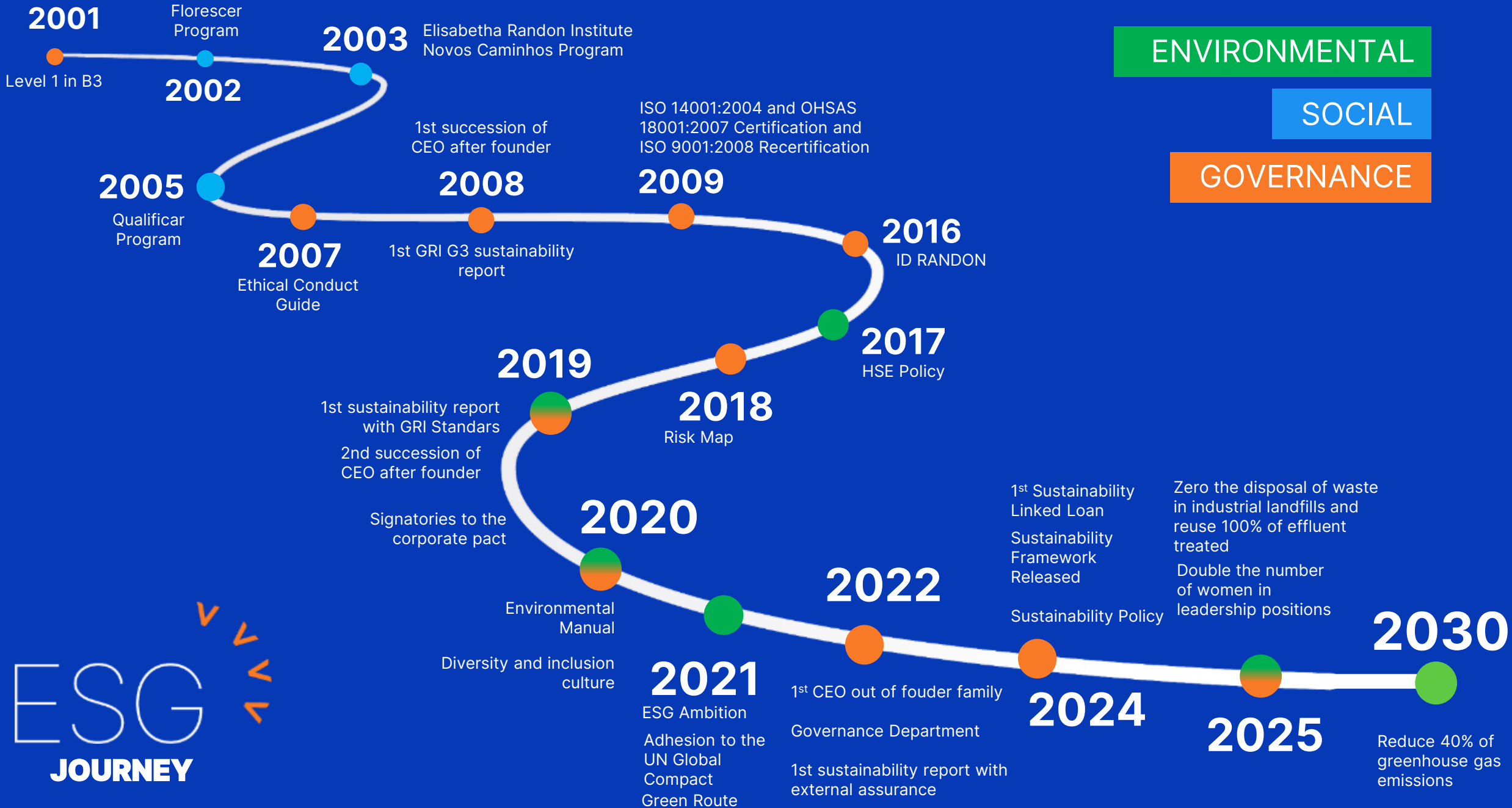
Access our Sustainability Report.

### 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

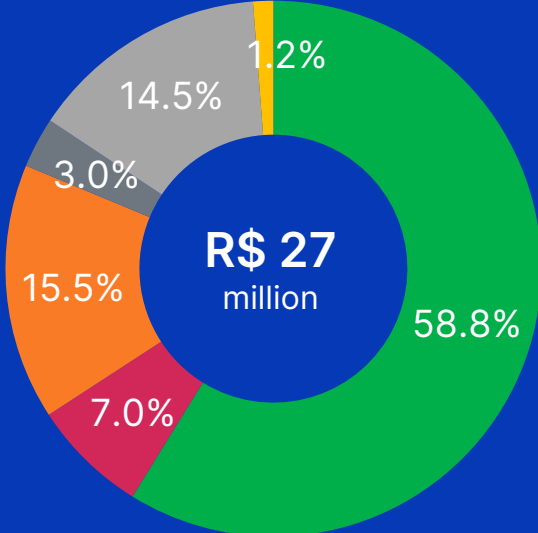




# Commitment to the Environment

## 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

> **R\$ 3.7 M**  
Invested in the Green Boiler project

> **2.41**  
Emissions intensity



# Consolidated Results

Economic Highlights	2Q24	2Q23	Δ%	1Q24	Δ%	1H24	1H23	Δ%
Consolidated Gross Revenue	3,667,799	3,391,689	8.1%	3,144,978	16.6%	6,812,777	6,655,350	2.4%
Consolidated Net Revenue	2,984,578	2,776,867	7.5%	2,537,785	17.6%	5,522,363	5,435,035	1.6%
International Market Revenues US\$ <sup>1</sup>	111,526	146,760	-24.0%	92,515	20.5%	204,040	266,279	-23.4%
Consolidated Gross Profit	814,560	779,976	4.4%	686,265	18.7%	1,500,825	1,512,283	-0.8%
Gross Margin (%)	27.3%	28.1%	-80 bps	27.0%	25 bps	27.2%	27.8%	-65 bps
Consolidated EBITDA	380,906	444,441	-14.3%	346,865	9.8%	727,771	886,604	-17.9%
EBITDA Margin (%)	12.8%	16.0%	-324 bps	13.7%	-91 bps	13.2%	16.3%	-313 bps
Adjusted EBITDA	431,184	457,070	-5.7%	346,865	24.3%	778,049	899,234	-13.5%
Adjusted EBITDA Margin (%)	14.4%	16.5%	-201 bps	13.7%	78 bps	14.1%	16.5%	-246 bps
Net Profit	86,983	116,798	-25.5%	81,829	6.3%	168,811	238,906	-29.3%
Net Margin (%)	2.9%	4.2%	-129 bps	3.2%	-31 bps	3.1%	4.4%	-134 bps
Earnings per share R\$	0.26	0.36	-25.5%	0.25	6.3%	0.51	0.73	-29.3%

## Financial Highlights

Equity	3,025,411	2,934,228	3.1%	2,875,313	5.2%	3,025,411	2,934,228	3.1%
Investments <sup>2</sup>	103,110	99,087	4.1%	201,807	-48.9%	304,916	415,192	-26.6%
Net Debt	3,858,306	3,884,549	-0.7%	3,668,264	5.2%	3,858,306	3,884,549	-0.7%
Net Debt (Without Randon Bank)	2,169,960	2,429,318	-10.7%	1,910,659	13.6%	2,169,960	2,429,318	-10.7%
Net Leverage	2.73 x	2.39 x	14.6%	2.49 x	9.9%	2.73 x	2.39 x	14.6%
Net Leverage (Without Randon Bank)	1.57 x	1.53 x	2.9%	1.32 x	18.8%	1.57 x	1.53 x	2.9%
ROE (last 12 months)	11.2%	17.3%	-613 bps	12.3%	-108 bps	11.2%	17.3%	-613 bps
ROIC (last 12 months)	8.7%	12.8%	-408 bps	10.2%	-151 bps	8.7%	12.8%	-408 bps

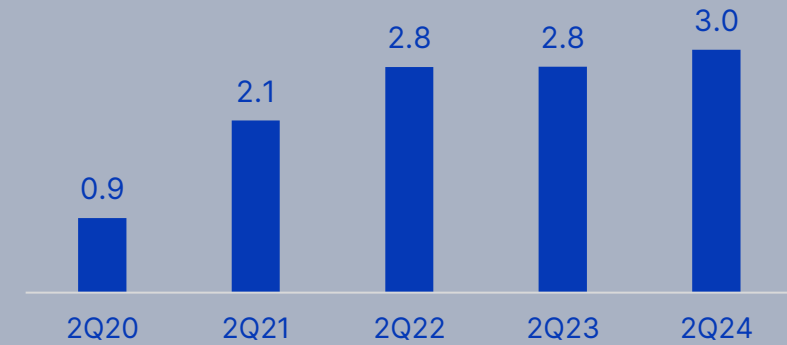
<sup>1</sup> Exports + Revenues from International Markets (both consolidated)

Values in R\$ thousand, except when indicated otherwise

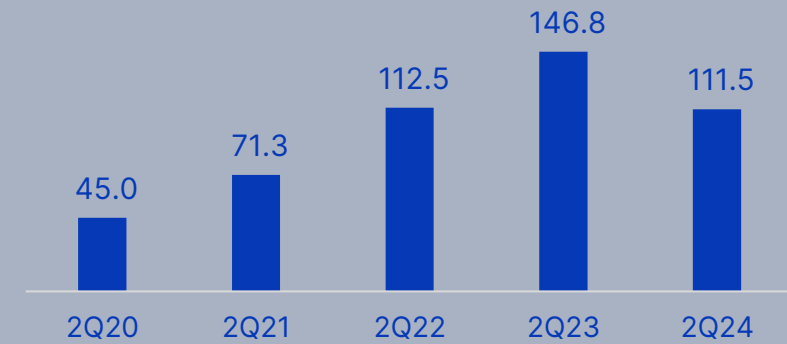
<sup>2</sup> Capex + Non-Organics + Paid-in Capital

## Consolidated Net Revenue (R\$ Billion)

RANDONCORP



## International Market Revenues (US\$ Million)



## Consolidated EBITDA Margin (%)



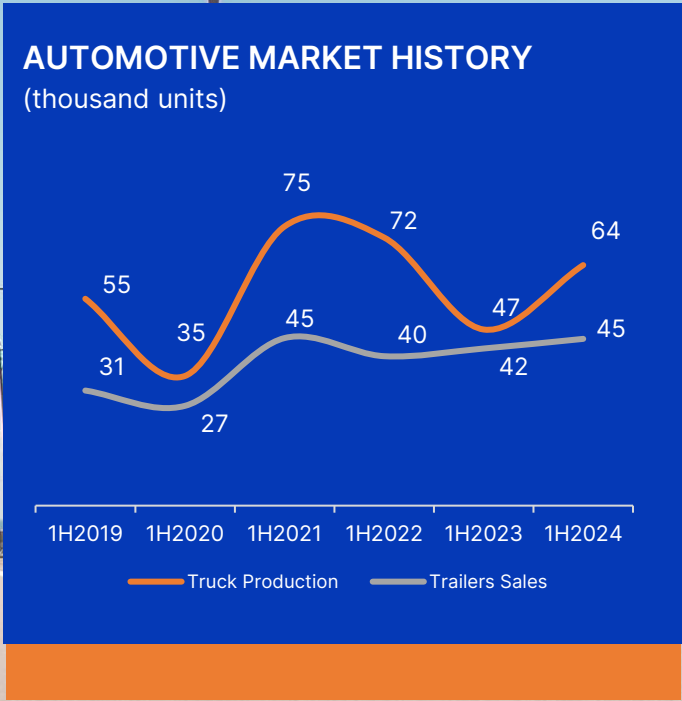


# Market overview

		2Q24	2Q23	Δ%	1Q24	Δ%	1H24	1H23	Δ%
Production	Trucks <sup>1</sup>	35,064	22,676	54.6%	29,327	19.6%	64,391	47,173	36.5%
	Trailers <sup>3</sup>	23,289	22,558	3.2%	22,838	2.0%	46,127	44,753	3.1%
Brazil Sales	Trucks <sup>1</sup>	30,287	23,931	26.6%	26,480	14.4%	56,767	52,547	8.0%
	Trailers <sup>2</sup>	22,533	21,180	6.4%	22,123	1.9%	44,656	42,070	6.1%
Exports	Trucks <sup>1</sup>	3,718	3,694	0.6%	3,322	11.9%	7,040	8,162	-13.7%
	Trailers <sup>3</sup>	756	1,378	-45.1%	715	5.7%	1,471	2,683	-45.2%

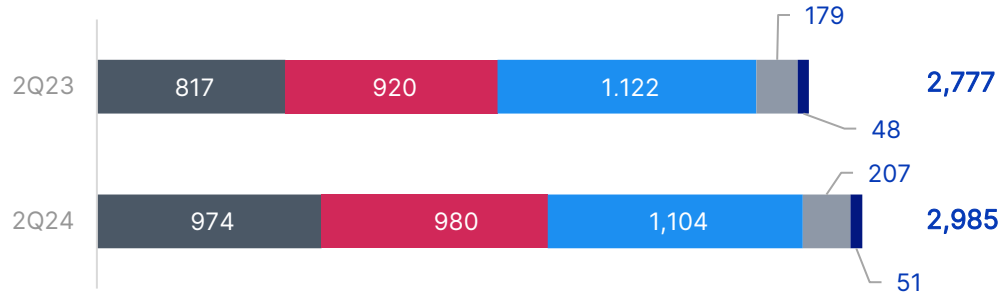
<sup>1</sup> Anfavea  
<sup>2</sup> Anfir  
<sup>3</sup> Anfir + Aliceweb

Volumes in units



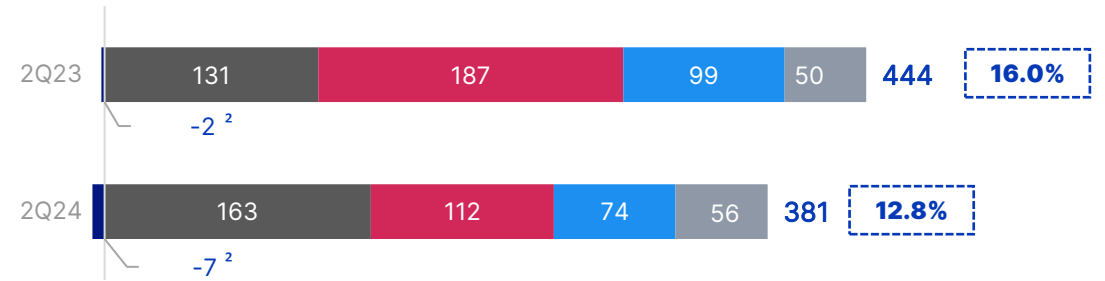
# Consolidated Results

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

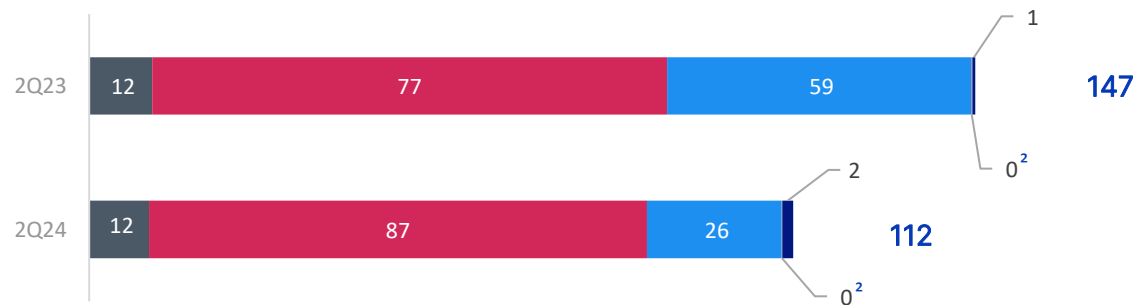


## EBITDA and EBITDA Margin<sup>1</sup> R\$ Million

<sup>2</sup> EBITDA of Advanced Techn. Vertical disregards the Holding's equity income effects, to more adequately reflect its operational performance.



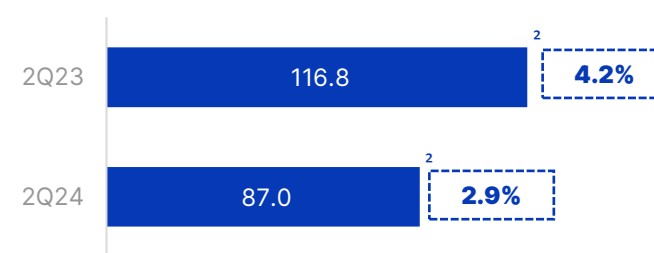
## International Market Revenues<sup>1</sup> US\$ Million



<sup>2</sup> Financial and Digital Services.

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

<sup>2</sup> Net income is presented only on a consolidated basis.



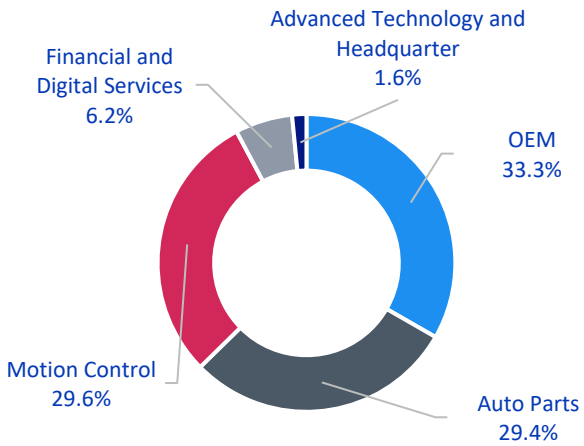
<sup>1</sup> The difference between the sum of verticals and the consolidated figure is the elimination of intercompany sales.

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

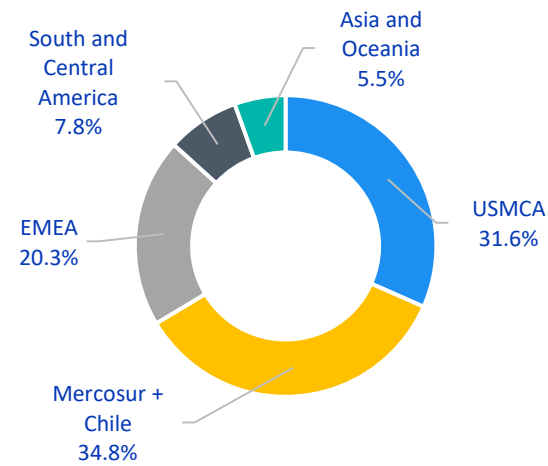


# Diversified Business Model | 2Q24

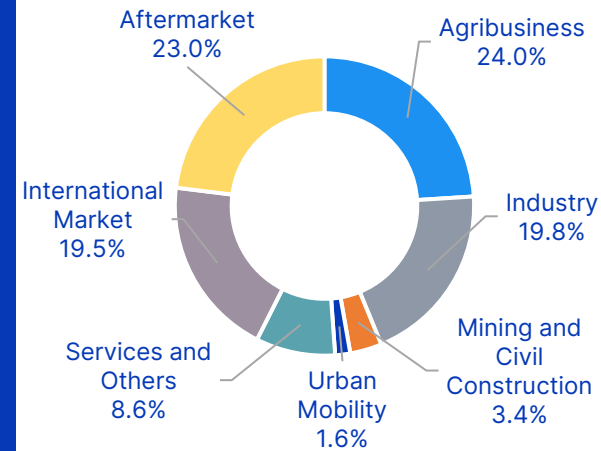
## % Net Revenue by Vertical



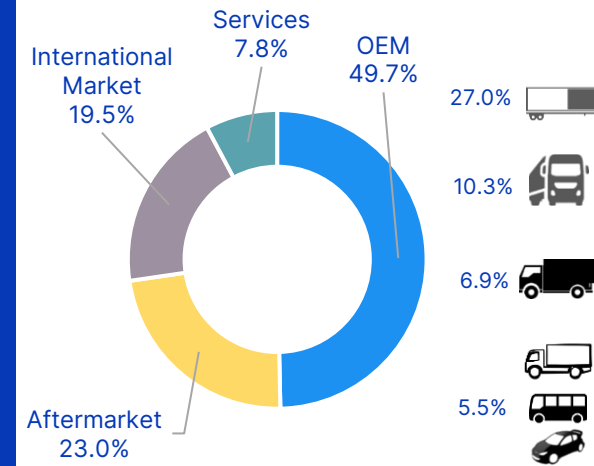
## % Intl Revenues by Region



## % Net Revenue by Sector



## % Net Revenue by Segment



# Diversified Business

Auto Parts

Motion Control

OEM

Financial and Digital Services

Advanced Technology

Suspensys®

JOST

MASTER

CASTERTECH



FRASLE  
MOBILITY



RANDON



Rands

CONSÓRCIO  
RANDON

BANCO  
RANDON

SEGUROS  
RANDON

(ONEX)

RANDON  
VENTURES

Addiante™

<db>

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.

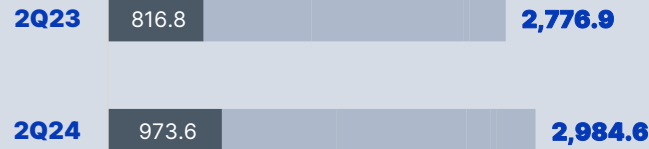
## Customer Base

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

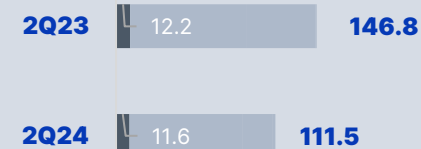
## Strategy

- > 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

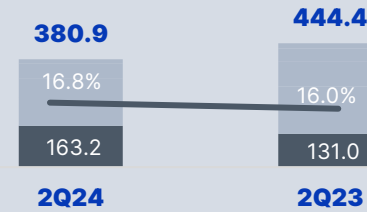
### Consolidated Net Revenue (R\$ Million)



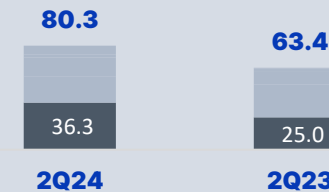
### International Market Revenues (US\$ Million)



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

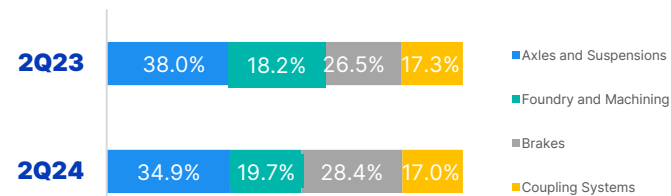


### CAPEX (R\$ Million)

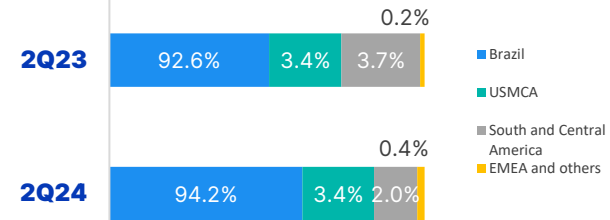


■ Auto Parts ■ Other Verticals

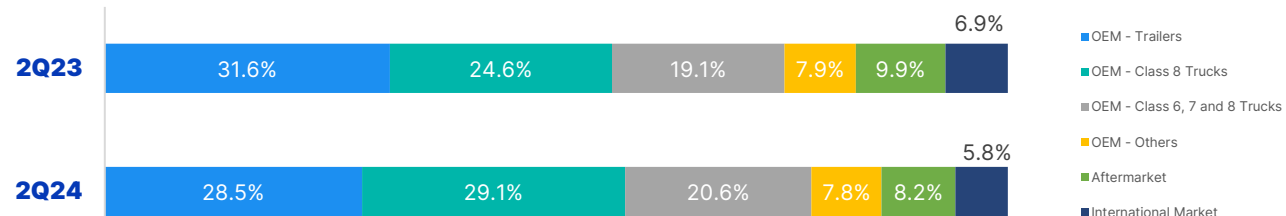
### Net Revenue by Product (% o/CNR)



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



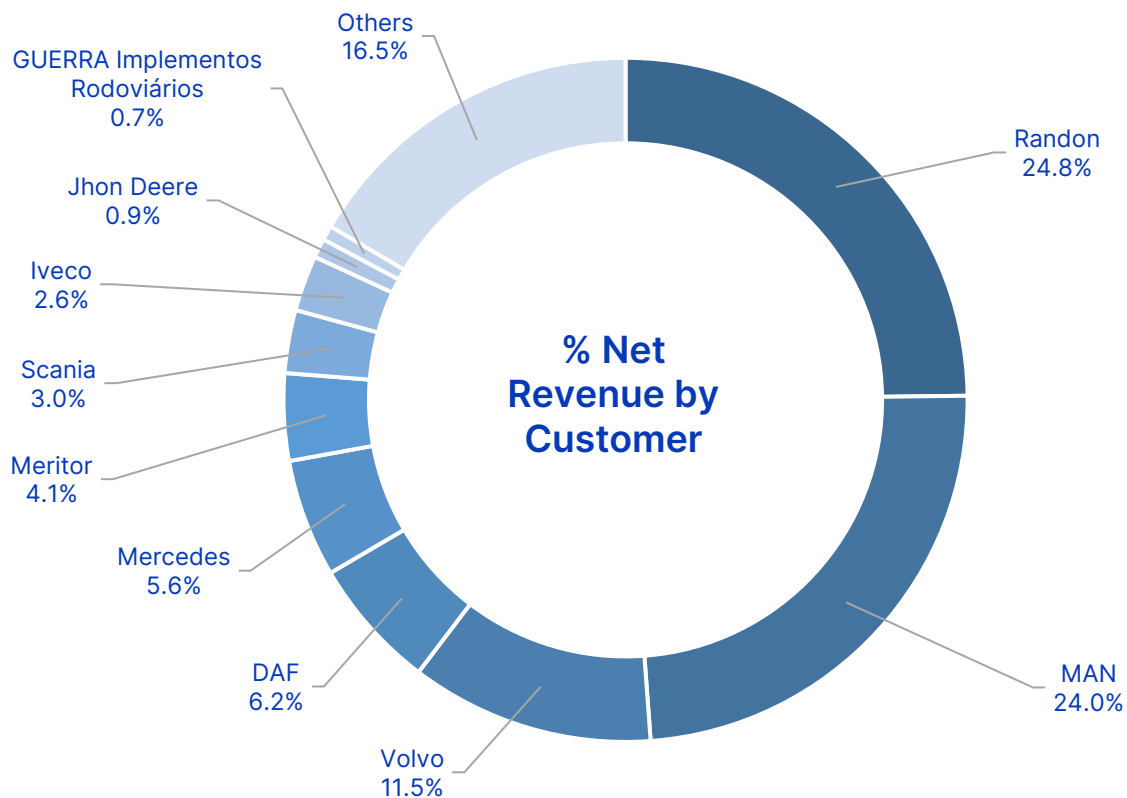
### Net Revenue by Segment (% o/CNR)



## Volumes and Net Revenue

	2Q24		2Q23			1Q24			1H24		1H23		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Brakes (units)	243,821	276,209	206,307	216,160	18.2%	216,151	252,149	12.8%	459,972	528,358	408,934	418,257	12.5%
Coupling Systems (units)	38,033	165,109	32,721	141,469	16.2%	35,060	157,061	8.5%	73,093	322,170	66,247	285,725	10.3%
Axles and Suspensions (units)	48,871	340,064	40,855	310,068	19.6%	38,269	263,649	27.7%	87,140	603,713	80,739	634,169	7.9%
Foundry and Machining (Tons)	24,345	192,214	21,088	149,056	15.4%	21,930	182,905	11.0%	46,275	375,119	42,445	305,217	9.0%

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)



# 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.

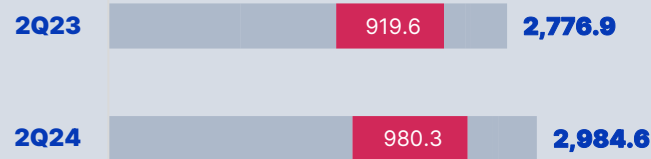
## Customer Base

OEMs, distributors and auto parts retailers.

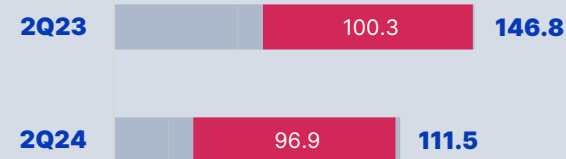
## Strategy

- > 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

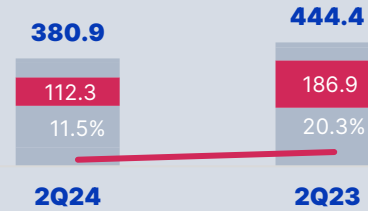
### Consolidated Net Revenue (R\$ Million)



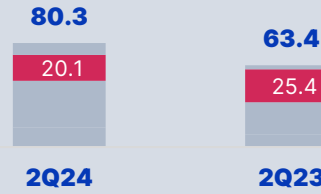
### International Market Revenues (US\$ Million)



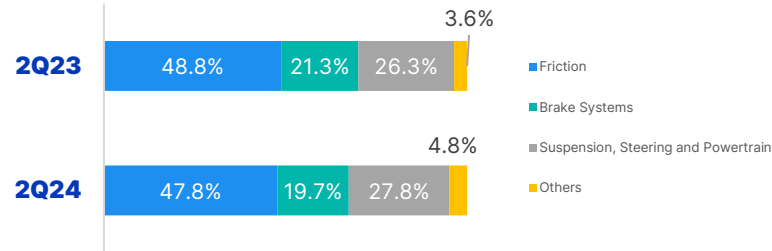
### EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



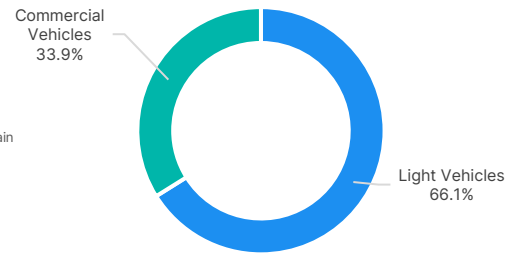
### CAPEX (R\$ Million)



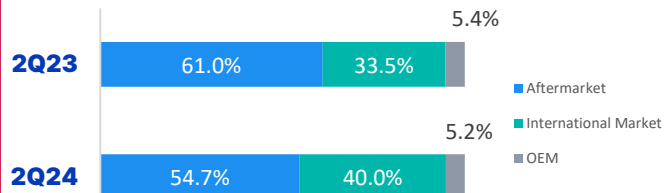
### Net Revenue by Product (% o/CNR)



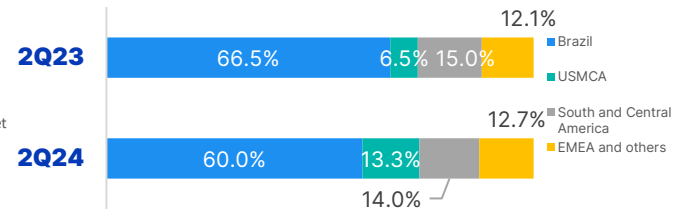
### Net Revenue by Vehicle Type (% o/CNR)



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



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





# Motion Control

## Volumes and Net Revenue

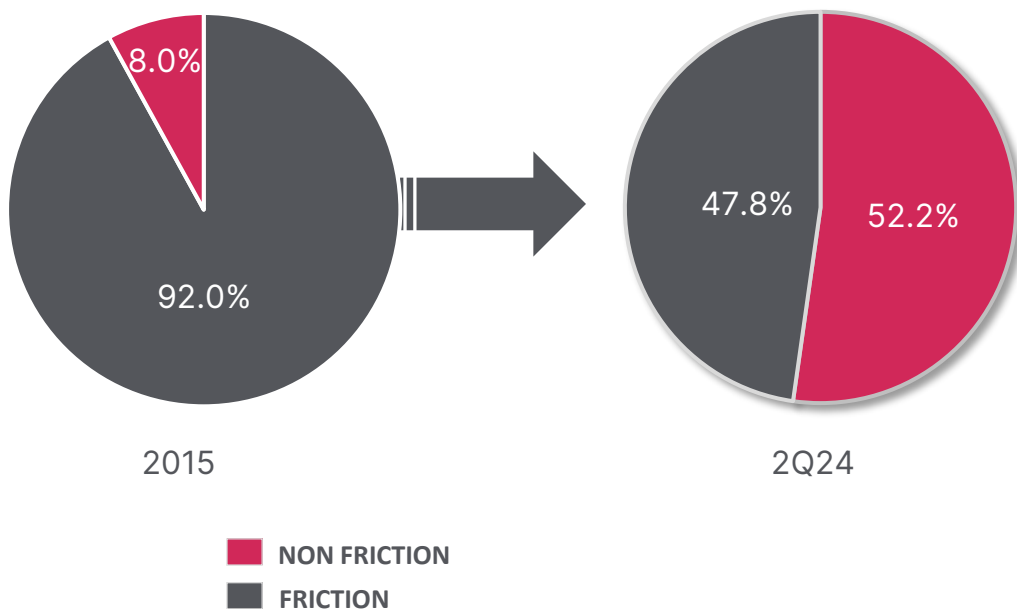
	2Q24		2Q23		Δ% Units	1Q24		Δ% Units	1H24		1H23		Δ% Units
	Units	Revenue	Units	Revenue		Units	Revenue		Units	Revenue	Units	Revenue	
Friction Materials (Thousand/un.) <sup>1</sup>	26,811	468,116	26,540	448,840	1.0%	24,738	419,669	8.4%	51,549	887,785	51,429	847,814	0.2%
Comp. for the Braking Systems (Thousand/un.)	2,556	192,804	2,608	195,864	-2.0%	2,230	152,786	14.6%	4,786	345,590	4,759	346,581	0.6%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	5,501	272,122	4,865	241,739	13.1%	4,462	232,982	23.3%	9,963	505,104	9,542	477,186	4.4%
Others <sup>2</sup>	-	47,228	-	33,110	-	-	35,816	-	-	83,044	-	86,745	-

<sup>1</sup> The total volume of friction materials changed for the year 2023 due to adjustments in the accounting of parts.

Values in R\$ Thousands, except when indicated otherwise

<sup>2</sup> 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 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 191 abroad.

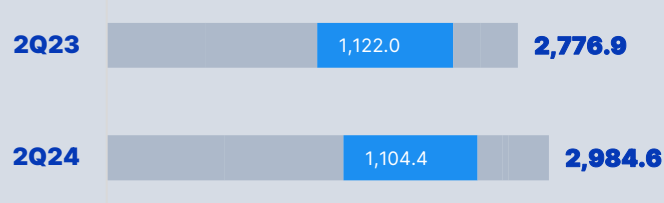
## Customer Base

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

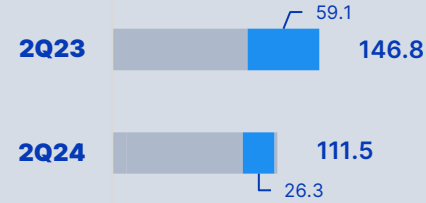
## Strategy

- > 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

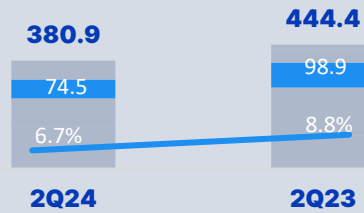
## Consolidated Net Revenue (R\$ Million)



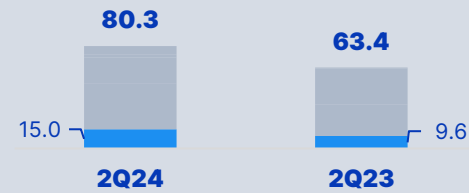
## International Market Revenue (US\$ Million)



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

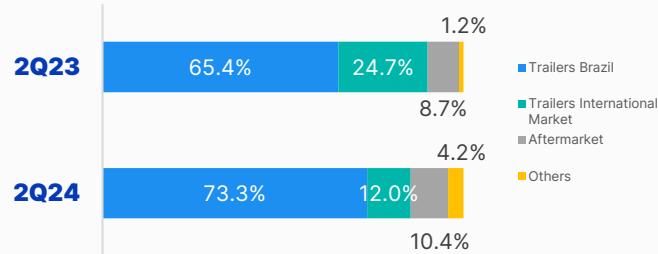


## CAPEX (R\$ Million)

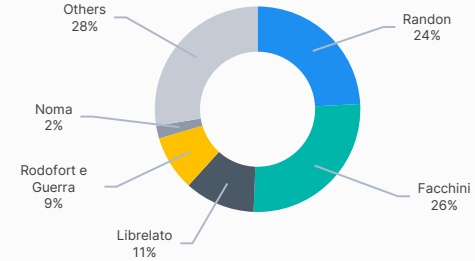


■ OEM ■ Other Verticals

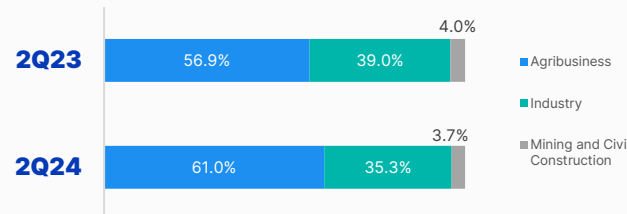
## Net Revenue By Product (% o/ CNR)



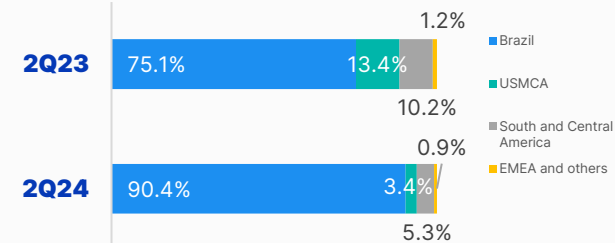
## Quarterly Market Share (% o/delivers)



## Sector Exposure (% o/delivers)



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





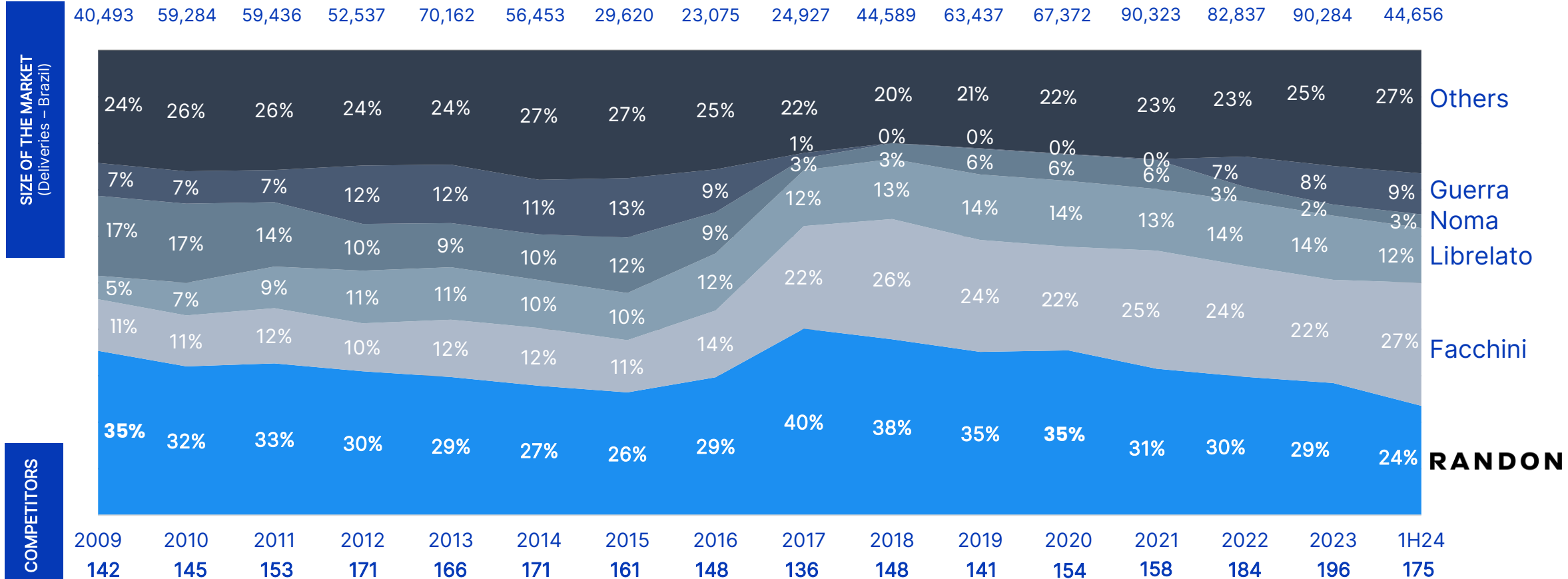
# Volumes and Net Revenue

	2Q24		2Q23			1Q24			1H24		1H23		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Trailers Brazil (un.)	6,707	827,709	5,432	737,018	23.5%	5,785	682,249	15.9%	12,492	1,509,958	11,140	1,494,112	12.1%
Trailers United States <sup>1</sup>	89	15,695	1,602	160,569	-94.4%	307	30,080	-71.0%	396	45,775	3,373	316,401	-88.3%
Trailers Others Geographies (un.)	537	117,117	820	117,443	-34.5%	223	50,861	140.8%	760	167,977	1,291	201,324	-41.1%
Railcars (un.)	52	29,001	-	-	-	2	391	2500.0%	54	29,393	46	20,623	17.4%
Aftermarket	-	114,882	-	106,943	-	-	105,182	-	-	220,064	-	210,818	-

<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.

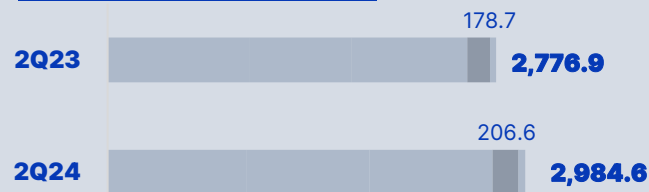
## Customer Base

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

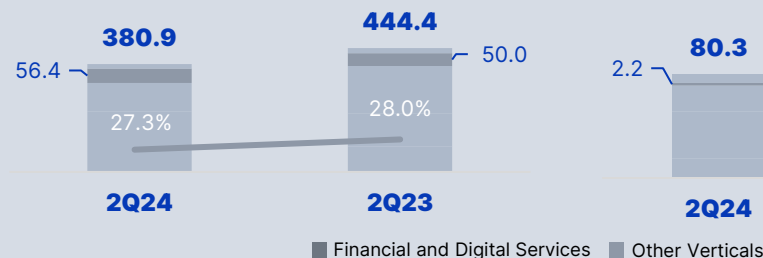
## Strategy

- > 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

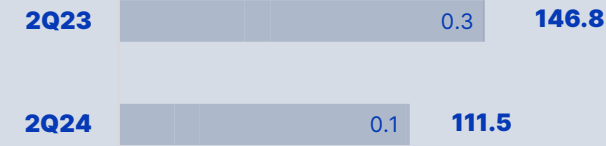
## Consolidated Net Revenue (R\$ Million)



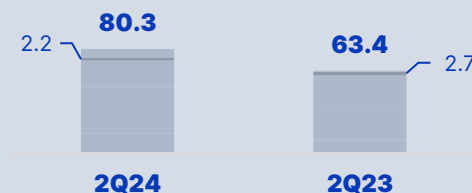
## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



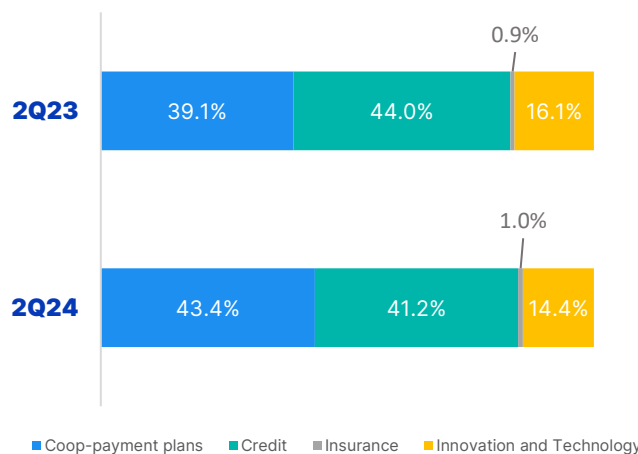
## International Market Revenues (US\$ Million)



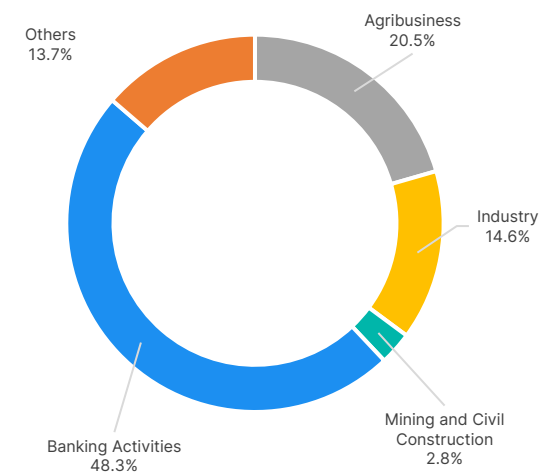
## CAPEX (R\$ Million)



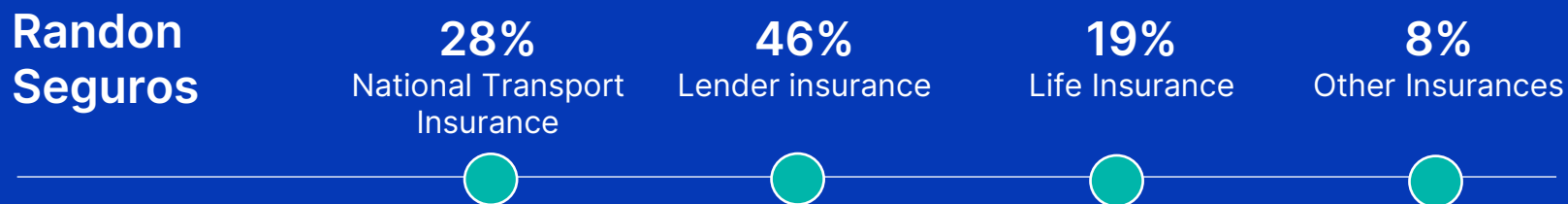
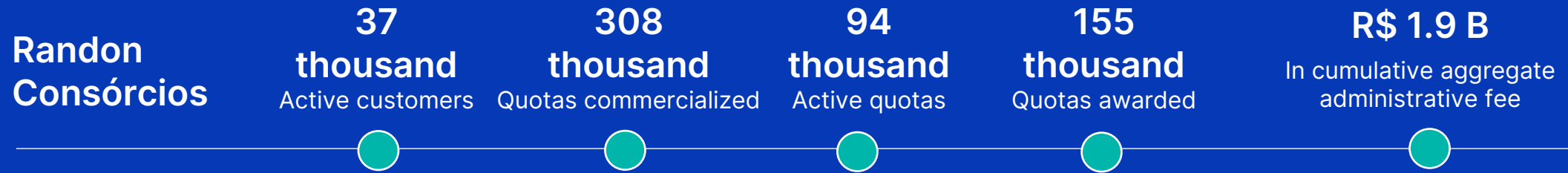
## Net Revenue by Product (% o/ CNR)



## 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.

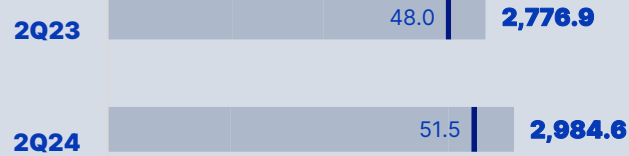
## Customer base

Randoncorp controlled companies and diverse industries.

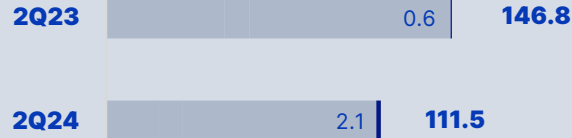
## Strategy

- > 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

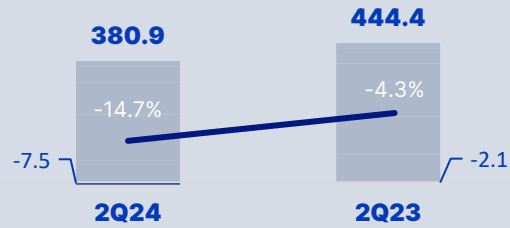
## Consolidated Net Revenue (R\$ Million)



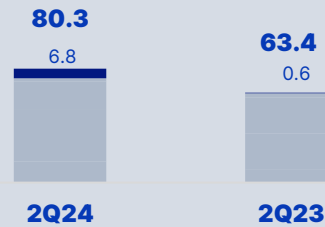
## International Market Revenue (US\$ Million)



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



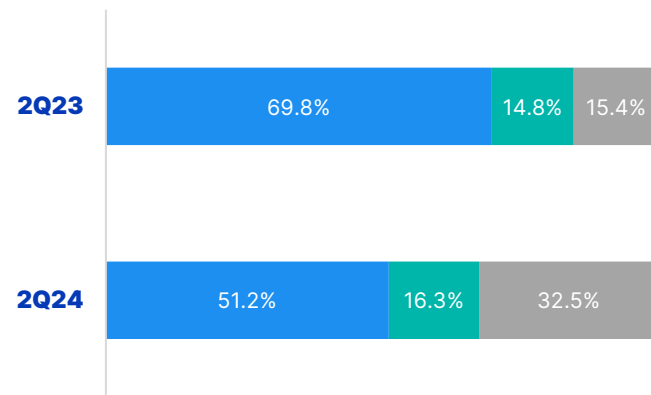
## CAPEX (R\$ Million)



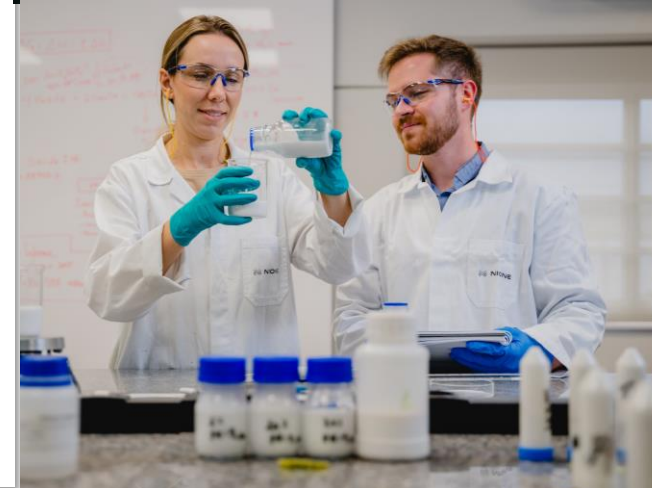
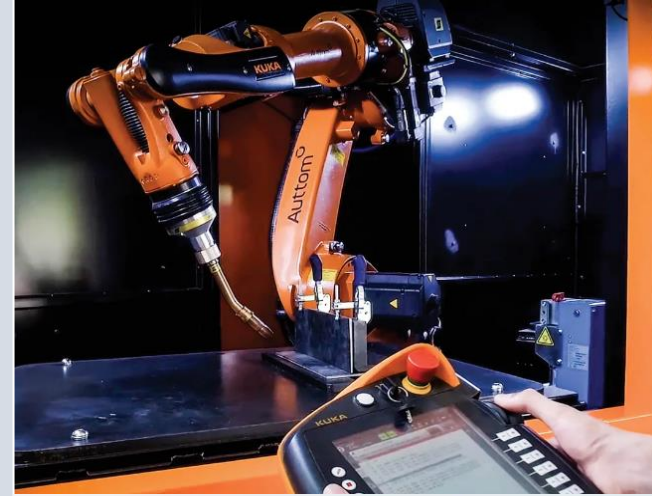
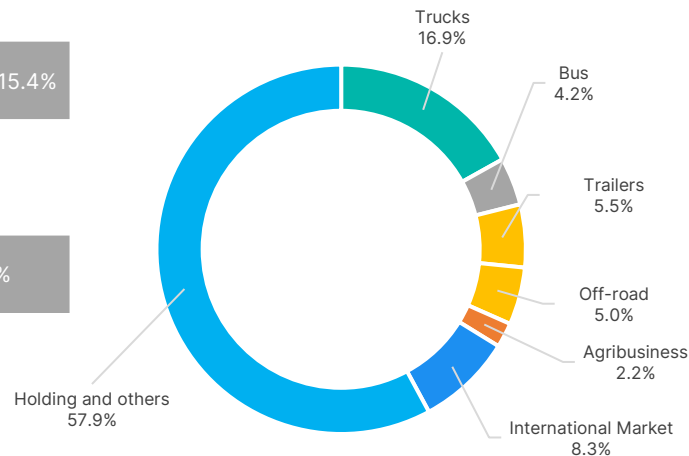
<sup>1</sup> In this graph, Advanced Technology's EBITDA disregards the Holding's equity equivalence effects, to more adequately reflect its operational performance.

■ Advanced Technology and Headquarter ■ Other Verticals

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



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



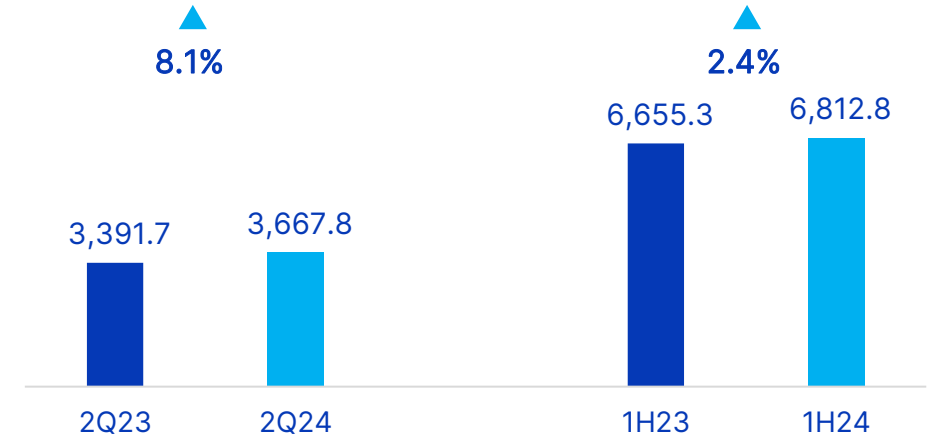
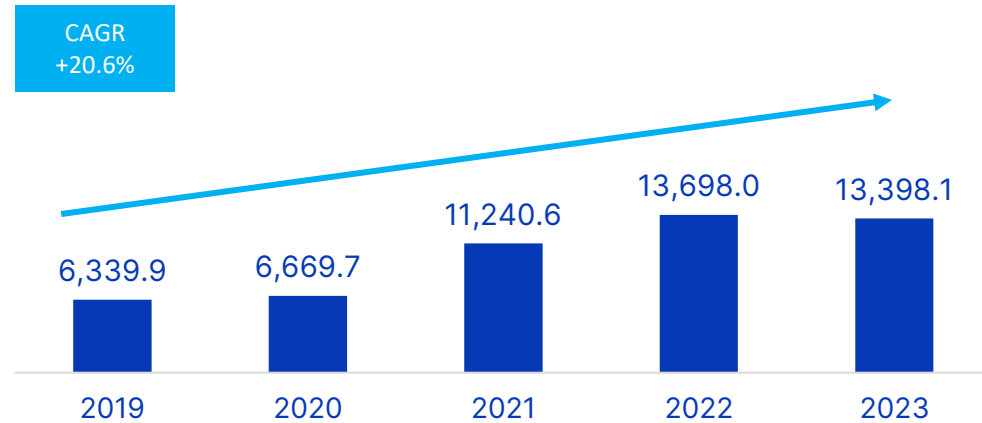
# SUPPORT MATERIAL 2Q24



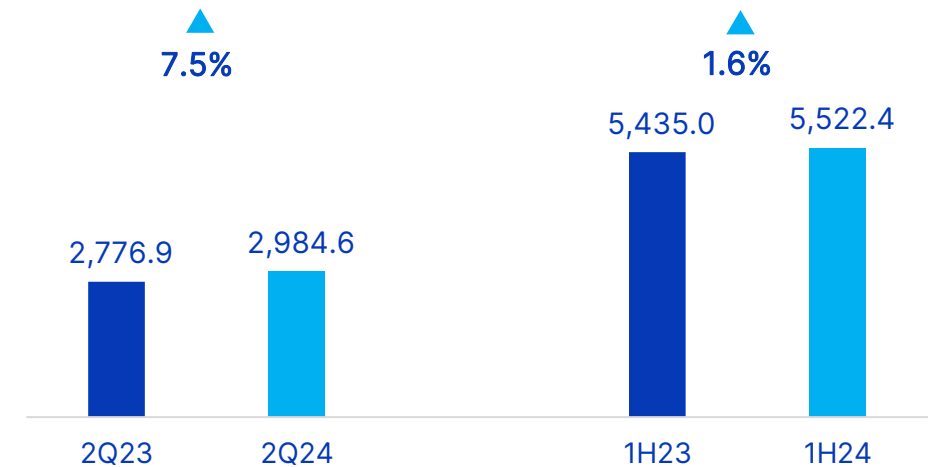
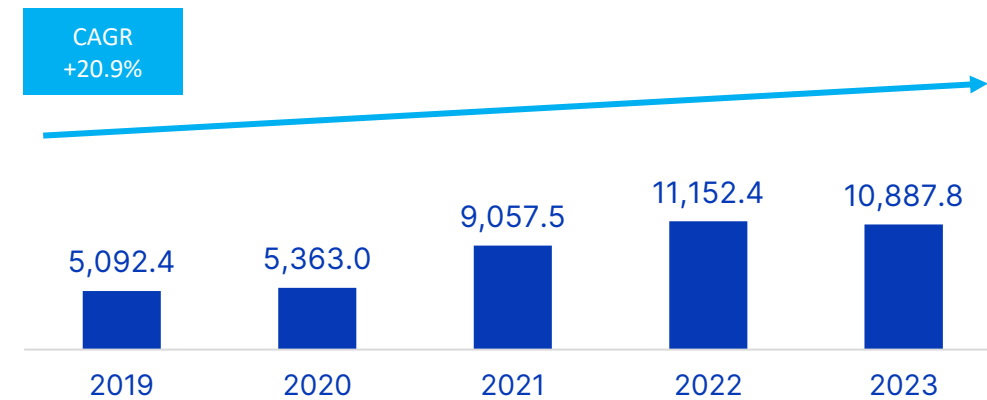
As of 2020 the numbers do not consider the discontinued operation of Randon Veículos

# Operating Results

## Consolidated Gross Revenue | R\$ Million



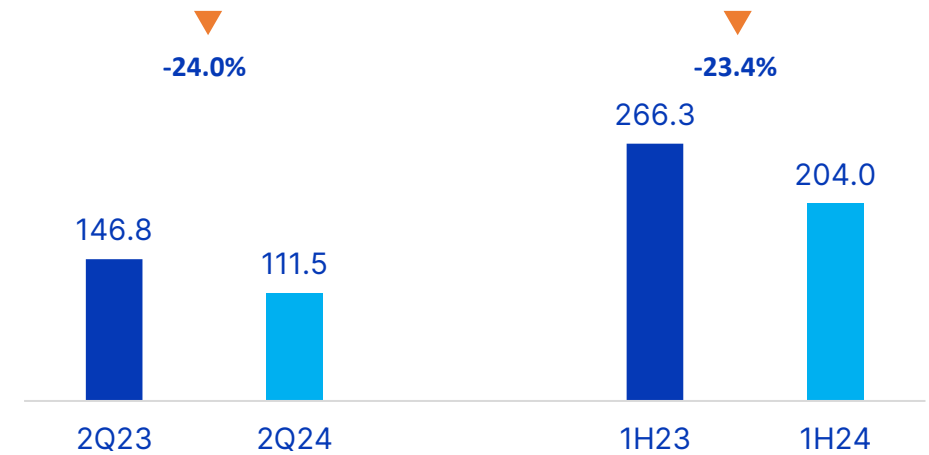
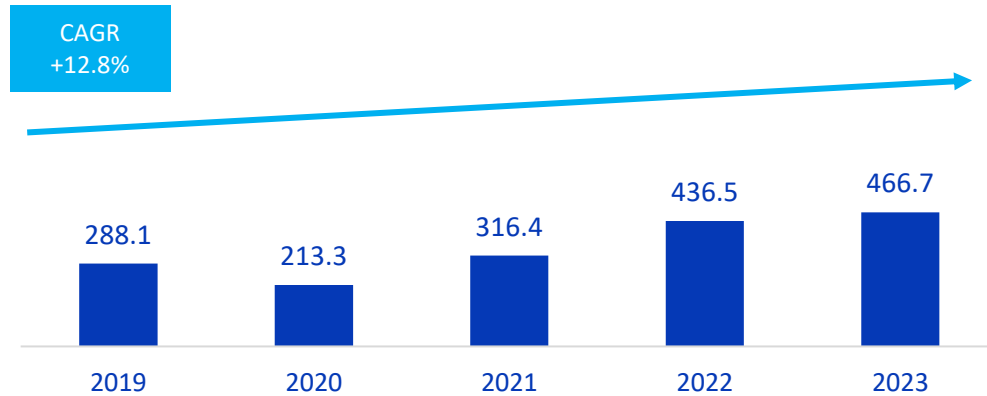
## Consolidated Net Revenue | R\$ Million



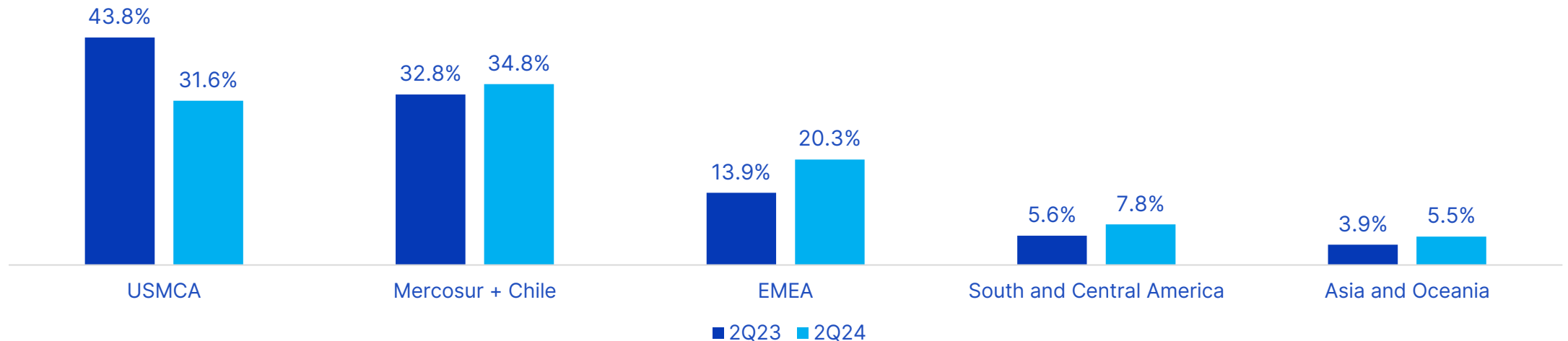


# Operating Results

## International Market Revenues | US\$ Million

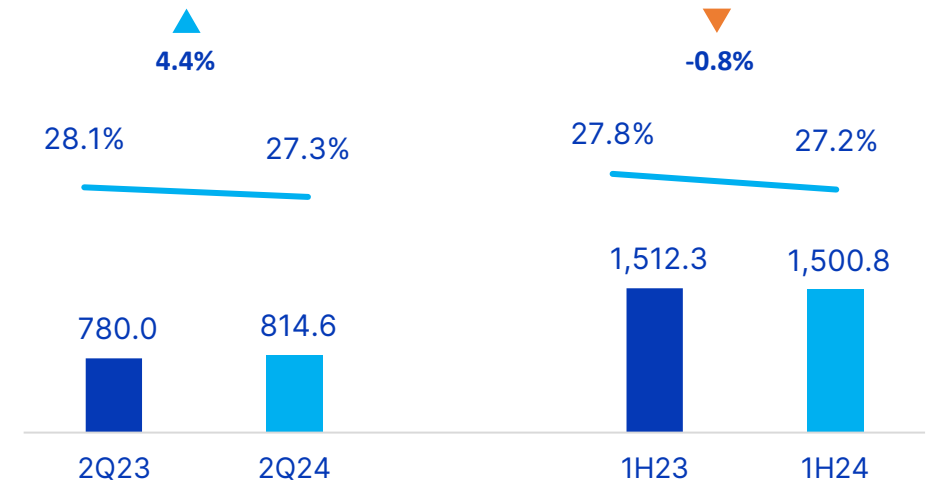
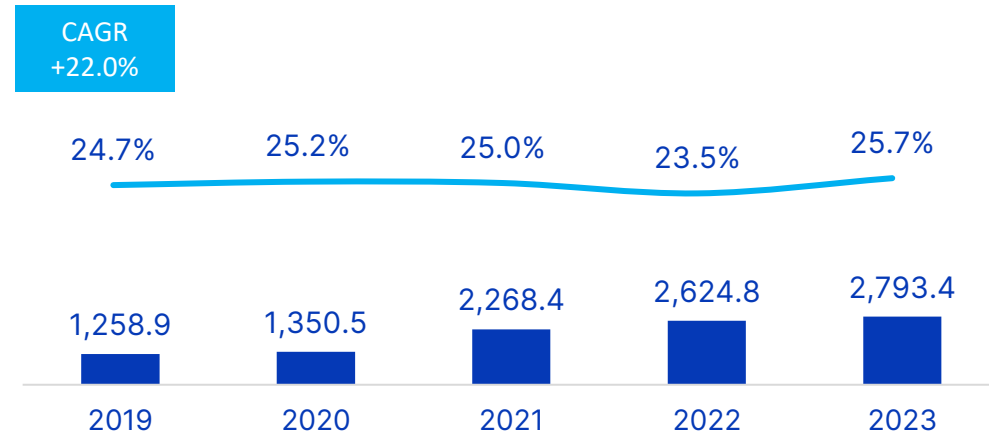


## International Market Revenues by Region | US\$ Million



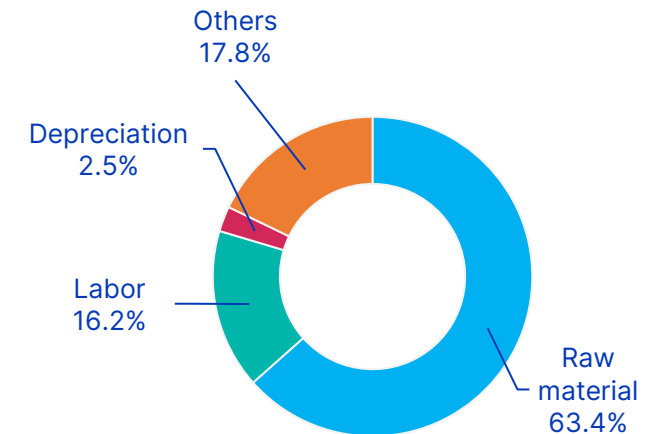
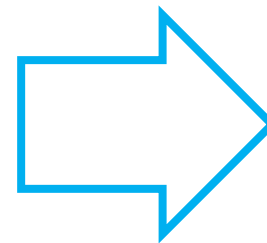
# Operating Results

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



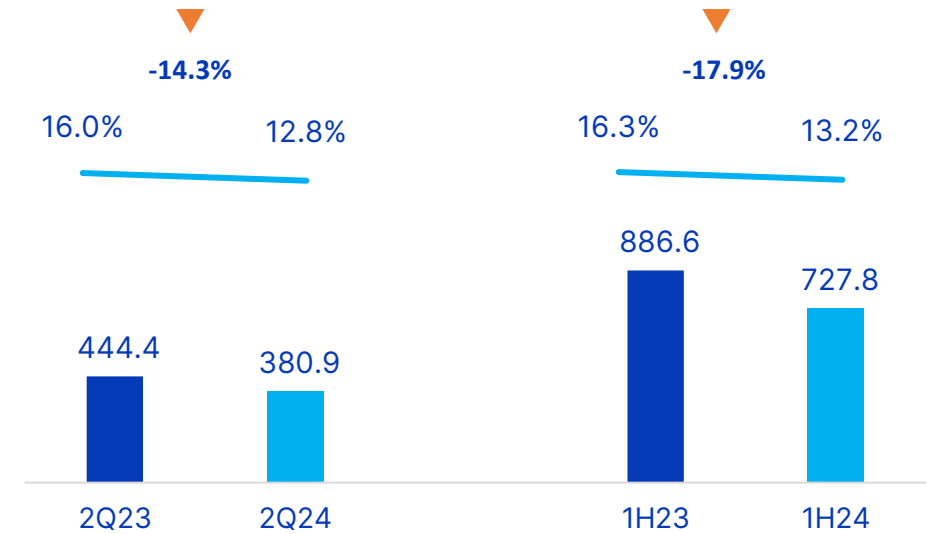
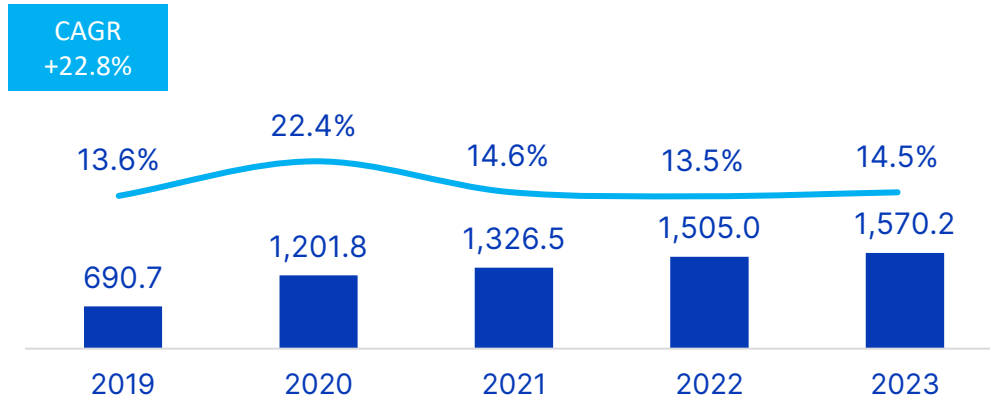
**COGS 2Q24**  
**R\$ 2.2 B**  
**(72.7% o/CNR)**

## COGS DISTRIBUTION 2Q24

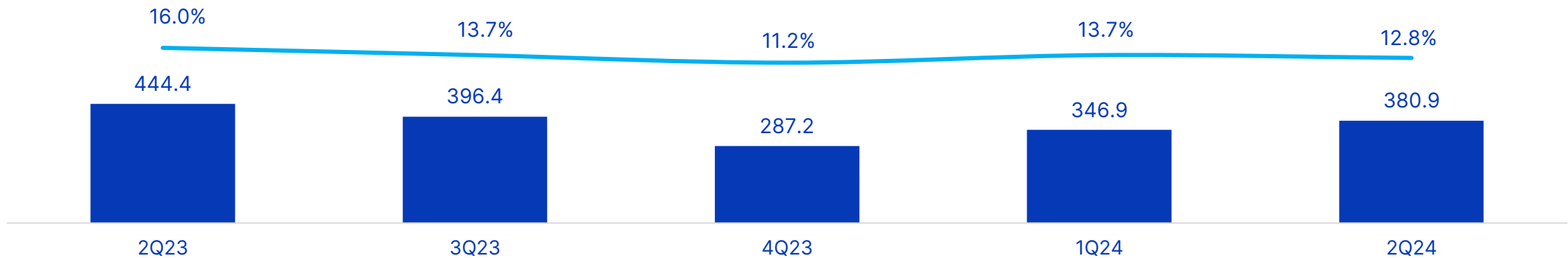


# Operating Results

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



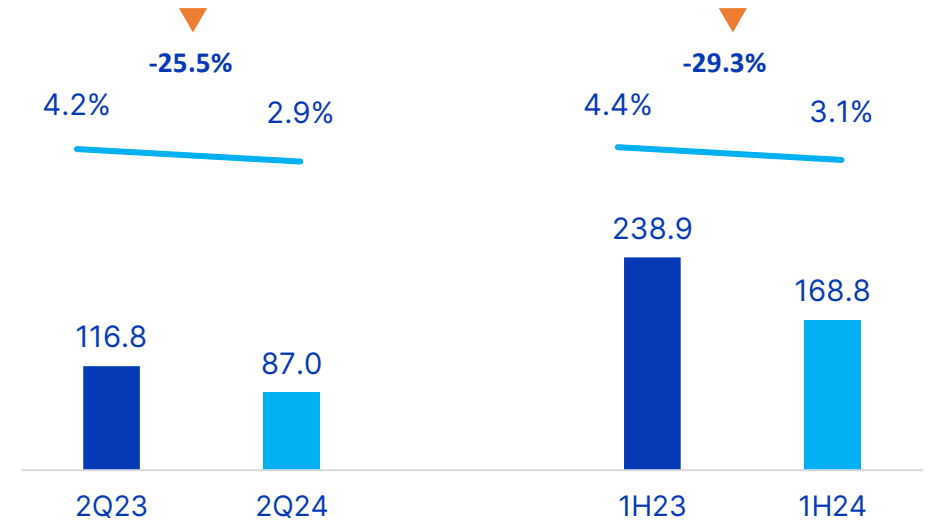
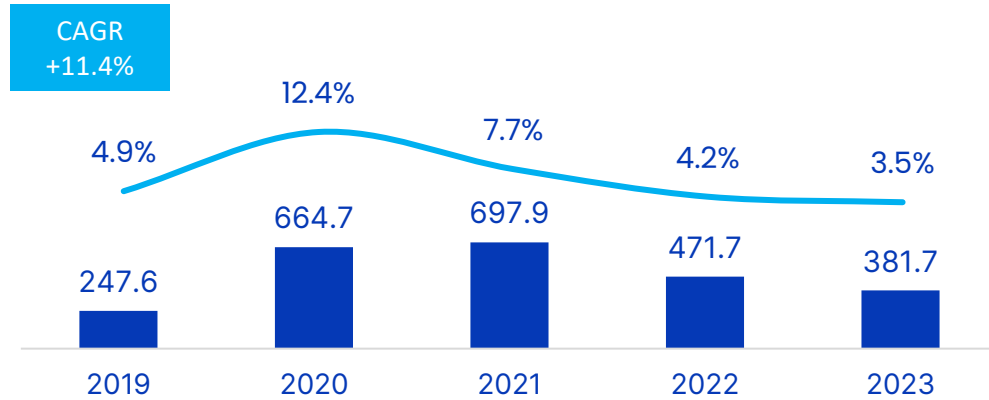
## EBITDA | Quarterly EBITDA Margin | R\$ Million | %



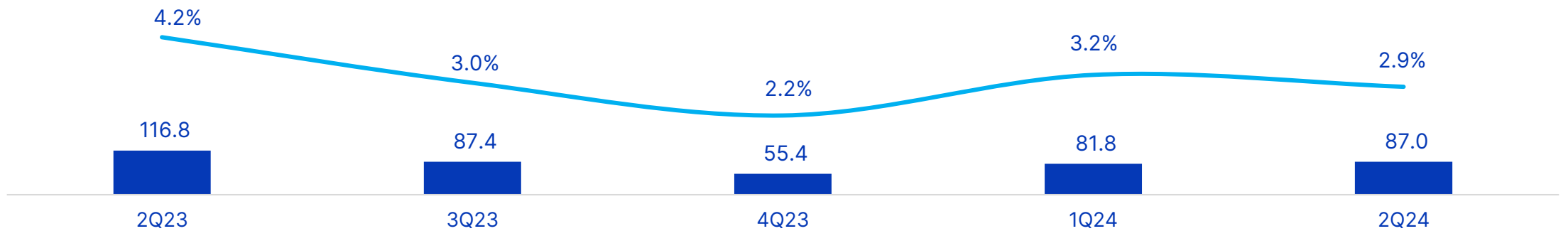


# Financial Results

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

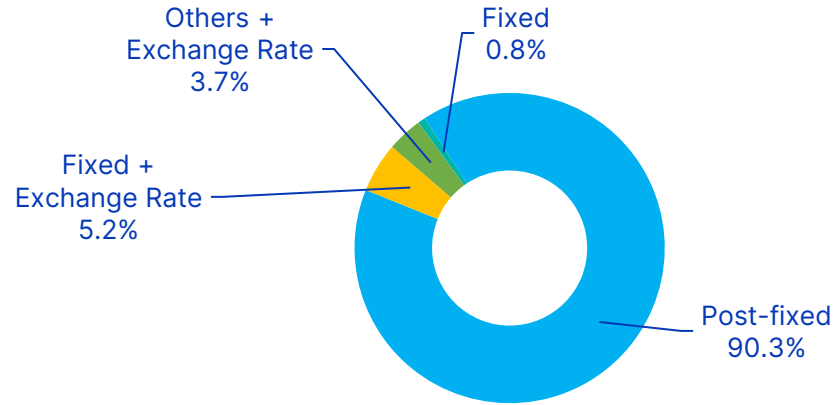


## Net Profit | Quarterly Net Margin | R\$ Million | %

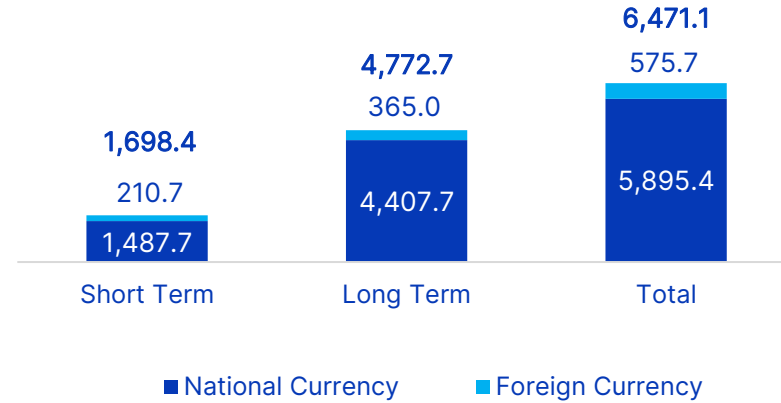


# Indebtedness

## Gross Debt Indexes

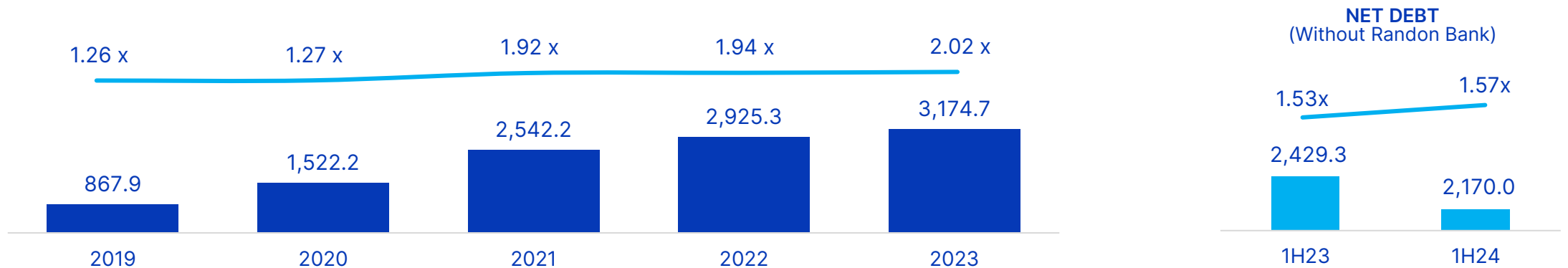


## Origin of Debt<sup>1</sup> | Short and Long Term



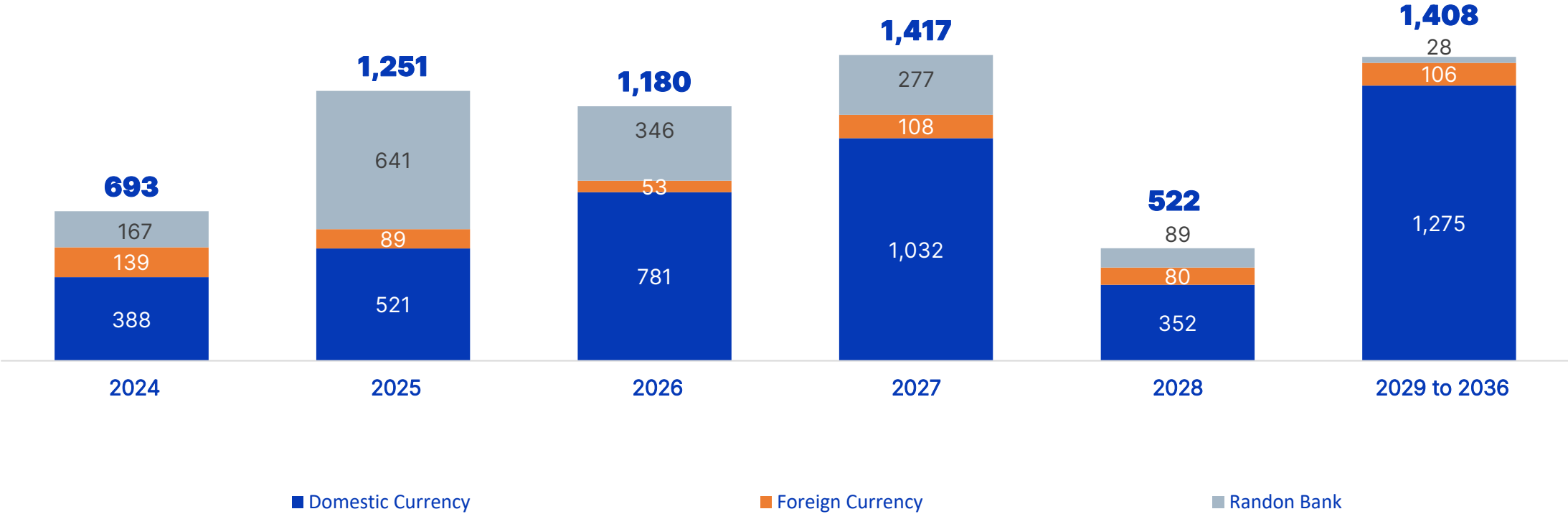
<sup>1</sup> Does not consider business combination values

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



# Indebtedness

Schedule Of Debt Payment | R\$ Million





# Quarterly Information

RANDONCORP

	2Q23	3Q23	4Q23	2023	1Q24	2Q24
Net Revenue	3,084.9	3,199.8	2,816.8	12,086.7	2,805.3	3,316.3
% Auto Parts	26.5%	26.5%	28.0%	27.1%	30.5%	29.4%
% Motion Control	29.8%	27.8%	26.3%	28.0%	30.0%	29.6%
% Trailers	36.4%	39.0%	37.5%	37.6%	31.0%	33.3%
% Financial and Digital Services	5.8%	5.7%	6.6%	5.8%	6.8%	6.2%
% Advanced Technology and HQ	1.6%	1.0%	1.5%	1.4%	1.7%	1.6%
<b>Consolidated Net Revenue</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>2,984.6</b>
<b>Consolidated Gross Profit</b>	<b>780.0</b>	<b>697.3</b>	<b>583.8</b>	<b>2,793.4</b>	<b>686.3</b>	<b>814.6</b>
% Gross Margin	28.1%	24.1%	22.8%	25.7%	27.0%	27.3%
<b>EBITDA</b>	<b>444.4</b>	<b>396.4</b>	<b>287.2</b>	<b>1,570.2</b>	<b>346.9</b>	<b>380.9</b>
% EBITDA Margin	16.0%	13.7%	11.2%	14.4%	13.7%	12.8%
<b>Net Income</b>	<b>116.8</b>	<b>87.4</b>	<b>55.4</b>	<b>381.7</b>	<b>81.8</b>	<b>87.0</b>
% Net Margin	4.2%	3.0%	2.2%	3.5%	3.2%	2.9%



# RANDONCORP



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