

# Randoncorp Day

## Site Visit 2023

28 NOV  
Caxias do Sul - RS

This is a guide for your visit to Randoncorp. Here you will find our Agenda and information about the places we will visit.

## To improve your experience, pay attention to these tips:



Safety is a principle within Randoncorp. Come with comfortable proper shoes, preferably leather and without heels.



For your protection, on all visits, use the PPE provided by the team (glasses and hearing protection) and always walk in the designated corridors and safety lanes.



The use of cell phones in a factory environment should be avoided. If you need to use it, talk to the IR team.  
Pay full attention when moving!



During visits, photography will not be permitted inside the factories and in confidential areas of the organization. Just as we care for your data, we maintain a culture of information security in our environments.



Access our Wi-Fi network in the auditorium:  
Network: *Evento Randoncorp*  
Password: evento2023



For your convenience, we will offer transportation from Porto Alegre airport to Caxias do Sul on November 27, as well as for your return on the next day. Pay attention to departure times:  
**November 27 – POA Airport: 7:30 pm – Estimated arrival: 10:30 pm**  
Meeting point: Arrivals gate from 7pm  
**November 28 – Frasle Mobility: 4:40 pm – Estimated arrival: 7:40 pm**

**RANDONCORP**



For those of you who stayed at the Blue Tree Towers Hotel, our transportation will be scheduled to take you to Randoncorp. We count on your punctuality. The bus will leave at 8 am.



If you choose to come by car, you can leave it in the visitor parking lot in front of entrance 1. Upon arrival, you must enter through the visitor reception of the respective entrance. During the afternoon visit, preferably use the bus offered by the Company for transportation.

## RANDONCORP



### Address:

Abramo Randon Avenue, 770  
Interlagos  
Caxias do Sul-RS

Entrance 1, visitors.



### IR Team Contact:



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# Randocorp Day

## Site Visit 2023

Check the  
Schedule!

### Time Agenda

- 08:00 Departure from the Blue Tree Towers hotel
- 08:30 Opening
- 08:50 **Q&A Session with Executives** - Financial and Digital Services Vertical

**Moderator:**



Davi Bacichette  
IR and Corporate Finance  
Coordinator

**Participation:**



Daniel M. Ely  
VP and COO  
Financial and Digital Services



Fábio Leite  
CEO - Addiante



David Felix  
Director Randon Bank e  
Randon Insurance

- 09:20 **Q&A Session with Executives** - OEM (Trailers) and Auto Parts Verticals

**Moderator:**



Davi Bacichette  
IR and Corporate Finance  
Coordinator

**Participation:**



Sandro Trentin  
COO - OEM



Ricardo Escoboza  
COO - Auto Parts



Paulo Prignolato  
VP, CFO and IRO  
Randocorp

- 09:50 Coffee Break
- 10:10 OEM Visit
- 10:55 Suspensys (E-mobility) Visit
- 11:25 Castertech Visit

- 12:20 Lunch time

- 13:40 **Q&A Session with Executives** - Motion Control and Advanced Technology Verticals

**Moderator:**



Esteban Angeletti  
IR and Corporate Finance  
Director

**Participation:**



Sérgio L. Carvalho  
CEO - Randocorp  
and Frasle Mobility



Anderson Pontalti  
COO - Motion Control



César A. Ferreira  
Superintendent director  
advanced technology

- 15:10 CTR (Randon Technological Center) Visit
- 16:05 Frasle Mobility (Compass) Visit
- 16:35 Closure

**RANDONCORP**



# We are Randoncorp

**We develop solutions for transportation based on valuing people, generating profits with sustainability, in trust, innovation and technology.**

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

Our businesses are distributed across five verticals:

- > **Trailers**
- > **Auto Parts**
- > **Motion Control**
- > **Financial and Digital Services**
- > **Advanced Technology**

## Purpose

Connect people and riches to generate prosperity.

## Principles

- > People valued and respected
- > Satisfied customer
- > Safety and quality
- > Image and legacy preservation
- > Ethics
- > Profit with sustainability
- > Innovation and technology
- > We are Randoncorp

## Strategic Guidelines

- > Absolute focus on customers
- > Diversification with focus
- > Financial strenght
- > Innovation and technology as differentiators
- > Leveraging synergies
- > Company desired to work
- > Sustainability | ESG prioritized

## Portfolio

Trailers, Truck Bodies, Railcars and aftermarket.

## Strategy

- > New **ORGANIZATIONAL STRUCTURE**, with greater focus on the markets in which it operates
- > Increased revenue resilience through the **AFTERMARKET** and **INTERNATIONAL EXPANSION**
- > Focus on **STRONG ECONOMIC SECTORS**, such as agribusiness
- > Being at the **TECHNOLOGICAL FOREFRONT** in the development of sustainable products

## Recent highlights

### > Hercules Acquisition

- First year as expected.
- Investments in operational efficiency.
- Portfolio expansion.

### > Flatbad and Curtain Sider modular (New R)

- Launch of the modular Curtain Sider.
- Modular Flatbad circulating in Brazil and abroad.
- More sustainable products.

### > Randon Smart

- Product with great market acceptance.
- Vehicles offered by Addiante have this solution.

### > Hybrid-R Line

- Start of sales.
- Different trailer models with eSys.
- Products running in Brazil and abroad.

### > New organizational structure

- P&L structure.
- Greater focus on each line of business.

## The building of tomorrow

### > M&As

- International Expansion.

### > Modular Portfolio

- Expansion to other segments.
- Benefits for the customer, such as weight reduction, for the company, easier assembly and export, and for the planet, with a 70% reduction in the use of welding.

### > Randon Solar

- Refrigerated trailer with energy control and management.
- Equipped with flexible photovoltaic panels to capture solar energy.
- Estimated savings of 1,800 liters of diesel/year.

### > New organizational structure

- Set production capacity ahead of the market.

## Portfolio

Braking Systems, suspensions and axles, coupling systems, electromobility, foundry and machining, among others.

## Strategy

- > Expand **INTERNATIONAL OPERATION**
- > Expand volumes in the **AFTERMARKET**
- > Increase **EXPOSURE TO AGRIBUSINESS**
- > Develop **NEW** product **PORTFOLIO**
- > Remain as **LEADERS** in their markets
- > Being at the **TECHNOLOGICAL FOREFRONT** in the development of sustainable products

## Recent highlights

- > **New OEM agreement**
  - Portfolio increase (front axle).
  - Additional potential revenues of R\$ 7.0 billion in ten years.
  - Strengthening and defending leadership with OEMs.
- > **Castertech Mogi Guaçu**
  - Capacity and portfolio expansion.
  - Strategic geography.
  - Model foundry.
- > **E-mobility**
  - New e-Sys applications.
  - Sales as planned for the initial cycle.
  - Presentation of the solution for the international market.
- > **Expansion of the agricultural market**
  - John Deere agreement.
  - Negotiations with relevant players.

## The building of tomorrow

- > **M&As**
  - International Expansion.
  - Aftermarket.
  - Portfolio increase.
- > **Ecoareia Project**
  - Waste Management.
  - Circular economy.
  - ESG focus.
- > **Innovation in products**
  - Electrification.
  - Disruptive solutions.
- > **Innovation in processes**
  - Facilities modernization with automation and sustainability.
- > **Parts with nanotechnology (niobium)**
  - N-Series castings.
  - Safer.
  - Relevant gains in strength, durability and weight reduction.
  - Eco-friendly.

# Frasle Mobilty – Motion Control Vertical

## Portfolio

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

## Strategy

- > Focus on **AUTOMOTIVE CONSUMPTION**, not capital goods
- > Expand operations in **NEW GEOGRAPHIES** and in the **AFTERMARKET**
- > Maintain **LEADERSHIP** in its markets
- > Expand **SYNERGIES** between its subsidiaries
- > Explore the **POWER OF BRANDS** and product offerings
- > **DIVERSIFY** product **PORTFOLIO**
- > Being at the **TECHNOLOGICAL FOREFRONT** in the development of sustainable products

## Recent highlights

### > Composs

- Portfolio expansion.
- Expansion and modernization of the production line.
- New contracts under negotiation.

### > Railway shoe

- Disruptive materials engineering.
- Lower carbon footprint.

### > Nakata Case

- Logistics efficiency.
- Brand strength.
- Expansion of the shock absorber factory.

### > Juratek

- Capturing synergies.
- New region of operation with focus in Europe.
- Revenues in strong currency.

### > Autoexperts

- Geolocation of places that sales our brands.
- Digital transformation.

## The building of tomorrow

### > Global Powerhouse

- Strengthen ME presence.
- Capacity expansion.
- New product technologies.

### > M&As

- Expansion of product lines.
- Access to new markets.

### > Green Caldera

- Replacement of natural gas with biomass.
- Significant reduction in CO2 emissions.

### > Fremax Expansion

- On going project.

### > Focus on automotive consumption

- Mature business model.
- Aftermarket ecosystem.
- Strong and recognized brands.
- Reinforcement of the leadership position.

# Rands – Financial and Digital Services Vertical

## Portfolio

Consortiums, financing, investments, payments, insurance and assistance, heavy vehicle rental, digital products and innovation.

## Strategy

- > **DELIVER** a complete platform of financial services and solutions for the transport and logistics sector
- > **DIVERSIFY** product portfolios
- > Expand up sell and cross sell **SYNERGIES** between Rands units and with Randoncorp
- > **STRENGTHEN** relationships with customers, addressing latent pain points in the sector

## Recent highlights

- > **Launch of Rands brand**
  - Brand reinforces synergy between business units.
  - Focus on expanding solutions for the logistics ecosystem.
- > **Randon Consórcios**
  - Launch of new groups of properties and agricultural machinery.
  - Focus on the strategy of the Racon franchising operation.
- > **Financing, investments and payments**
  - New product launches.
  - Cloud technology infrastructure update.
- > **Leasing (Addiante)**
  - First year better than planned.
  - Acceleration of the strategy in 2024.
  - RANDON network as an asset of great value.
- > **Digital products and innovation**
  - 1st year of DB above planned.
  - New sourcing and RPA contracts.
  - Review of Conexo strategy.
  - Randon Ventures (8 invested startups, 2 in 2023).

## The building of tomorrow

- > **M&As**
  - Portfolio reinforcement and composition.
  - Accelerate delivery of value to the sector.
- > **Total connection with Randoncorp ecosystem**
  - Products and services that connect and complement the offer to other Randoncorp customers.
- > **Rands Platform**
  - Evolution in physical and digital sales channels.
  - Integrated solution of products and services for the sector.
  - Data and CRM as pillars of relationships and increased revenue.



# Advanced Technology Vertical

## Portfolio

New product technologies connected to mobility megatrends and acceleration of our industrial digitalization process through automation, robotization and data intelligence.

## Strategy

- > Ensure Randoncorp's **TECHNOLOGICAL VANGUARDISM** in the face of major mobility trends
- > Ensure the development of **NEW MATERIALS**, using **NANOTECHNOLOGY**, improving the efficiency of our products and solutions
- > Develop products aligned with the Company's and partners' **ESG AMBITIONS**
- > Accelerate the **DIGITALIZATION** process of our factories, through automation and data intelligence

## Recent highlights

- > **Surface treatment solution (NIONE)**
  - Combines performance and sustainability.
  - Significant increase in corrosion resistance.
- > **Photovoltaic power plant (CTR)**
  - Renewable energy.
  - Public ESG commitment.
- > **Automation of Randoncorp units (AUTTOM)**
  - Composs Automation.
  - Modernization of the Hercules manufacturing park (USA).
- > **ADAS (Advanced Driver Assistance Systems) test**
  - CTR portfolio increase.
  - Active, passive and durability testing structure.

## The building of tomorrow

- > **New disruptive products**
  - Projects in the three mobility megatrends (electrification, smart materials and embedded electronics).
  - New applications with nanoniobium.
  - Focus on sustainable solutions.
- > **Transformational protagonism**
  - Unprecedented global solutions.
  - Competitive advantages for Randoncorp and its customers.
  - Promoting innovation by connecting the academy to the Company.
- > **Factory digitization**
  - Process automation and use of data intelligence, combined with smart manufacturing concepts.
  - Increased cybersecurity with the use of a single, proprietary platform in our manufacturing execution system (MES).