



EARNINGS VIDEO CONFERENCE 3Q24

RANDONCORP

Building **tomorrow**



Agenda

Message from
CEO

Quarterly
Highlights

3Q24
Results

Q&A

R Safe Harbor Statement

RANDONCORP

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

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

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

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



Signing of the EBS Group acquisition agreement



Daimler Truck Supplier Award Recognition



Scan the QR code on the side to watch the recording of the video conference about this acquisition.



Executive Committee



Sérgio L. Carvalho
CEO



Ricardo Escoboza
EVP South America and Auto Parts COO



Anderson Pontalti
EVP International and Motion Control COO



Daniel M. Ely
EVP and Financial and Digital Services COO



Paulo Prignolato
EVP, CFO and IRO



César A. Ferreira
CTIO



Marcos Baptistucci
CPCO

R Scenario

SELIC RATE¹

11.75% p.a.

> Expectation of an increase in interest rates by the end of 2024.

IPCA²

4.42%

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

EXCHANGE RATE¹

R\$ 5.50

> Above the FOCUS expectation for the year.

CROP³

322.5 M/tons

> Higher than the previous year, pointing to a historical record.

¹ Focus Report 11/04/24 BCB (end of period).

² IBGE – Last 12 months.

³ 1st Crop Survey - Crop 2024/25 – CONAB.

Market

RANDONCORP

	TRUCKS	TRAILERS
PRODUCTION	38,220 ▲ 55.4%	23,578 ▼ -6.6%
BRAZIL SALES	34,331 ▲ 29.8%	22,723 ▼ -4.2%
EXPORTS	4,676 ▲ 8.6%	855 ▼ -43.8%

Quarterly comparison 3Q24 vs. 3Q23.



3Q24 Highlights

RANDONCORP

Net Revenue

R\$ 3.1 billion

▲ 8.2%

EBITDA Margin

15.0%

▲ 134 bps

Net Profit

R\$ 121.9 million

▲ 39.5%

ROIC

(Return on invested capital)

9.5%

▼ -356 bps

Quarterly comparison 3Q24 vs. 3Q23.

Corporate Rating

AAA

Stable Outlook



Scan the QR code on the side to download the full report.



3Q24 Highlights

RANDONCORP

Highest net revenue and EBITDA in the Company's history

Heated demand in the domestic market in our main business segments

International market continues to be impacted by reduced sales of trailers in the USA

Increase in net income due to higher operating results

Investments in machinery, equipment, and new facilities in Mogi Guaçu

Reduction in average working capital, in days, with a focus on optimizing resources

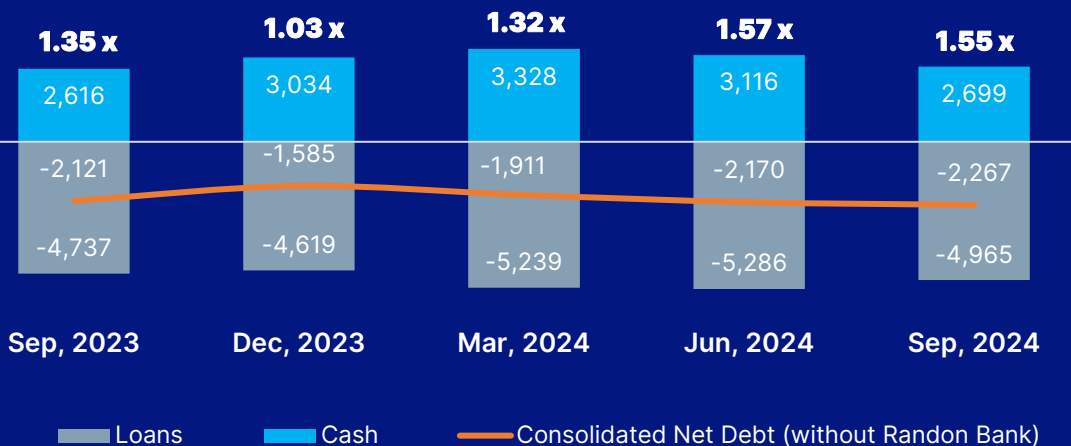


Indebtedness

Net Debt History (Without Randon Bank)

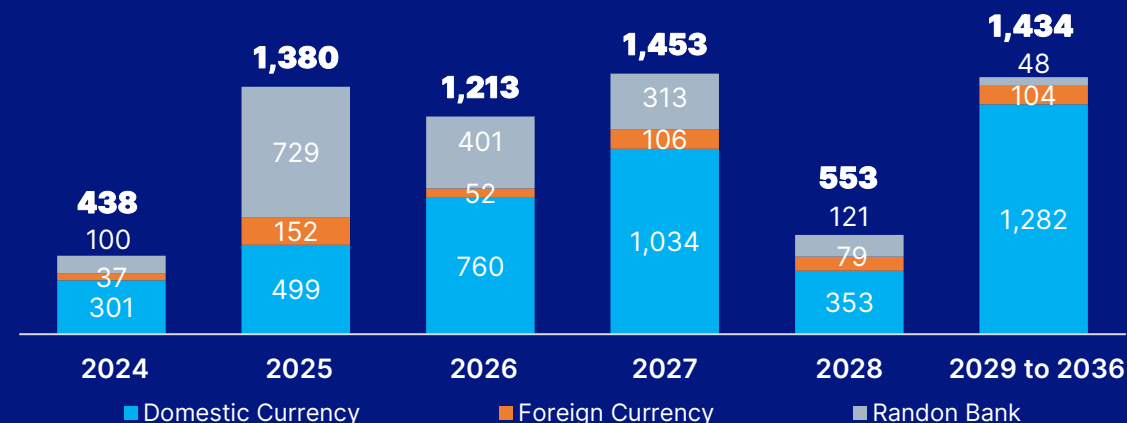
R\$ Million

*Net Debt/EBITDA



Schedule of Debt Payment

R\$ Million



Total Cost¹

11.7% p.a.

▼ -218 bps vs. 3Q23

Average Term¹

Domestic Currency

3.2 years

Rating

Granted by S&P

brAAA

with stable outlook.

Origin of Debt¹

91.8% Domestic Currency

8.2% Foreign Currency

¹ Without Randon Bank.

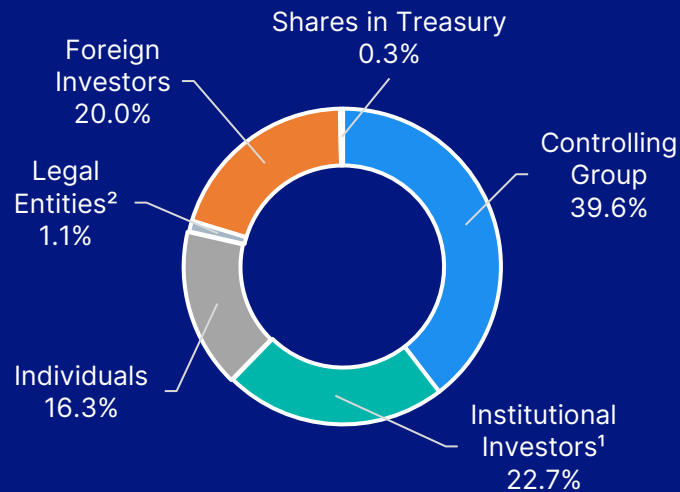


Capital Market

47,510

Shareholders at the end of 3Q24

Shareholder's Profile



¹ Investment clubs and funds

² Companies, banks, brokers and associations

Market Cap

R\$ 3.3 billion

▼ -4.5%

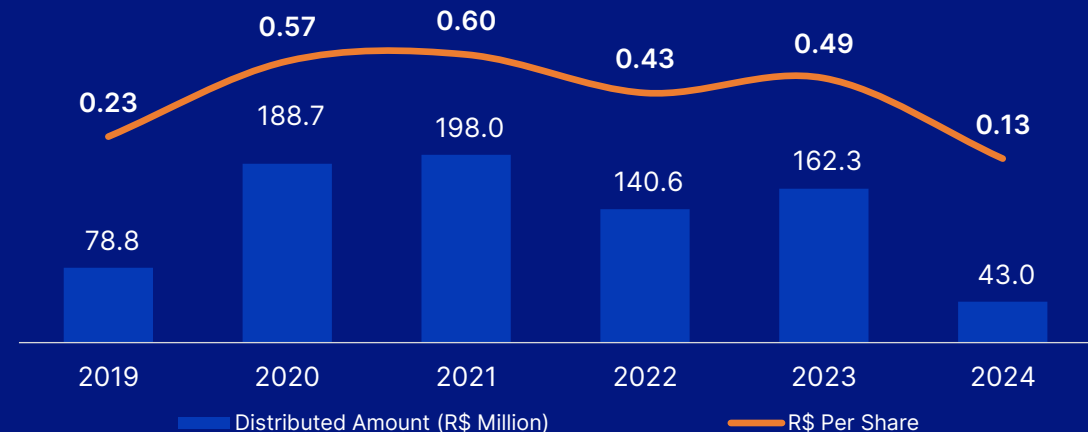
Average Daily Trading Volume

R\$ 31.8 million

▲ 33.2%

Quarterly comparison 3Q24 vs. 3Q23.

History Dividends and Interest on Equity



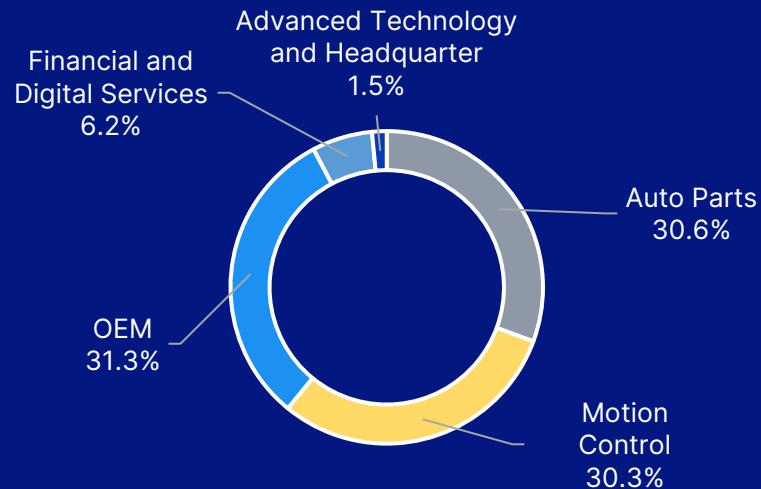
Distribution by period of competence and without income tax.



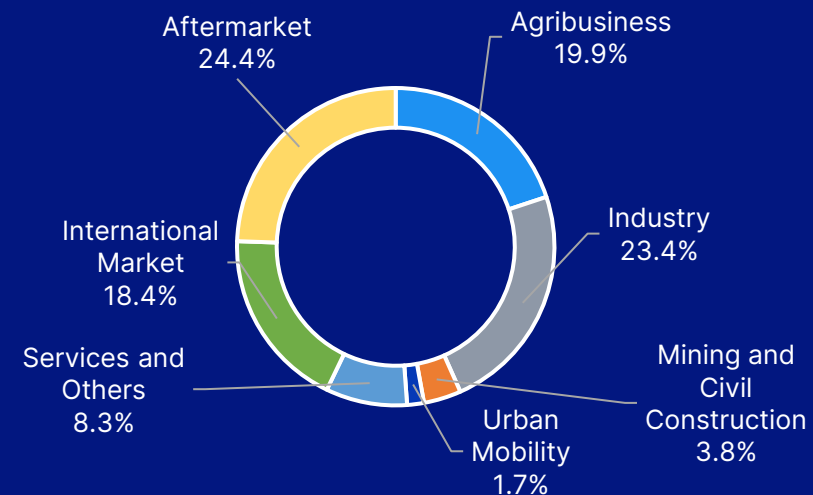
Net Revenue

Net Revenue
 R\$ 3.1 billion
 ▲ 8.2% vs. 3Q23

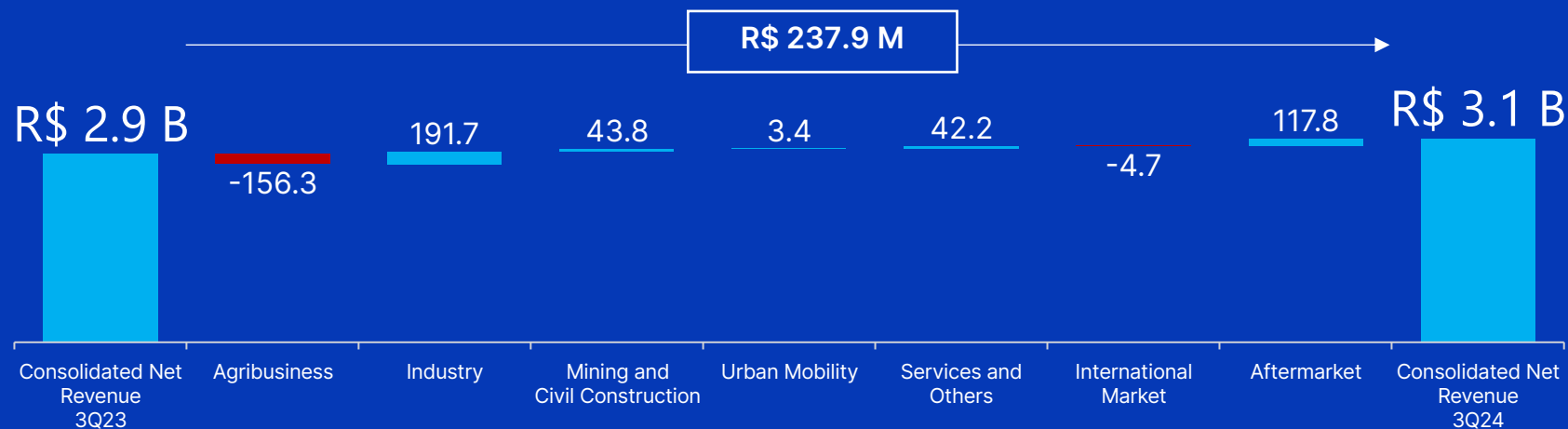
Net Revenue by Vertical 3Q24



Net Revenue by Sector 3Q24



Waterfall Chart of NR by Sector (R\$ million)





Revenues from International Markets

Intl. Revenues

US\$ 104.1 million

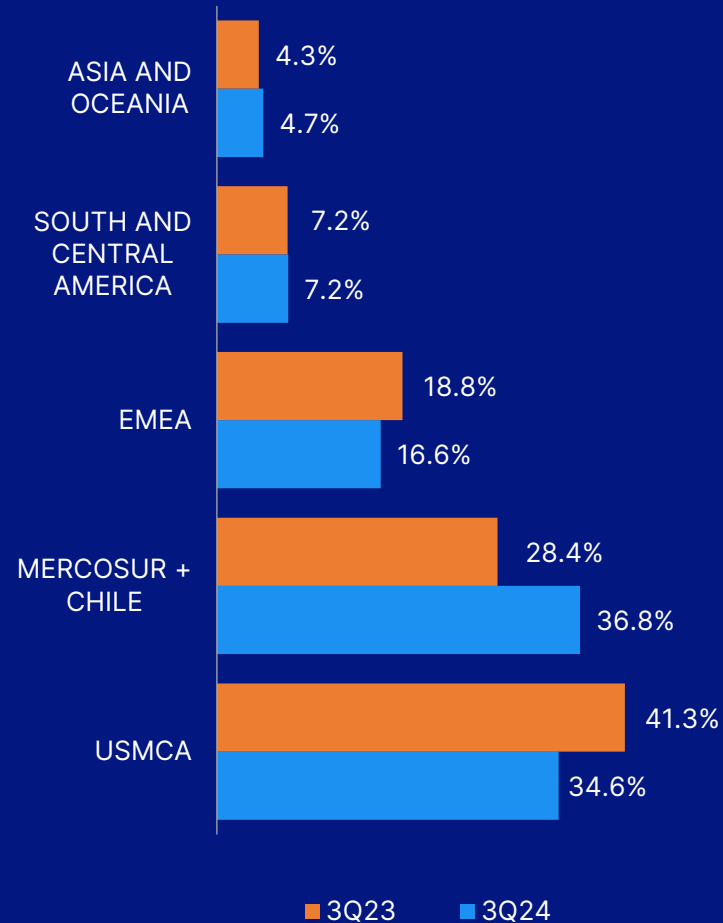
▼ -12.6% vs. 3Q23

% OF REVENUES FROM INTERNATIONAL MARKETS



3Q24 – **18.4%**
3Q23 – **20.1%**

International Markets Revenues by Region





EBITDA and EBITDA Margin

EBITDA

R\$ 470.9 million

▲ 18.8% vs. 3Q23

Adjusted EBITDA

R\$ 475.1 million

▲ 19.9% vs. 3Q23

EBITDA Margin

15.0%

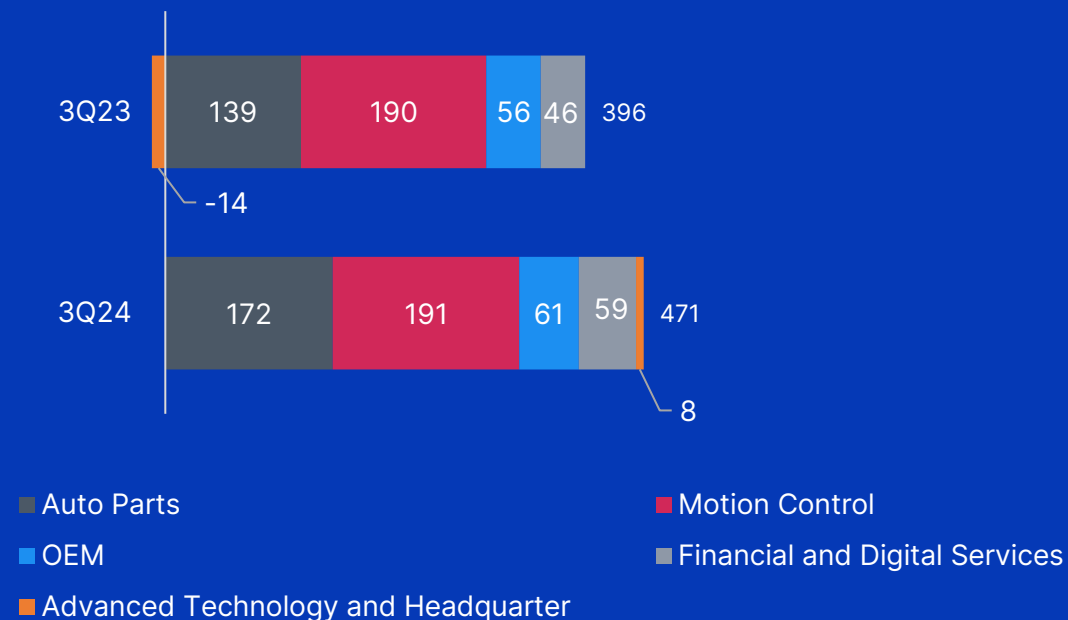
▲ 134 bps

Adjusted EBITDA Margin

15.2%

▲ 147 bps

> Consolidated EBITDA¹ R\$ Million



¹Intercompany Sales: 3Q24 - R\$ 20M vs. 3T23 - R\$ 21M.



Organic Investments

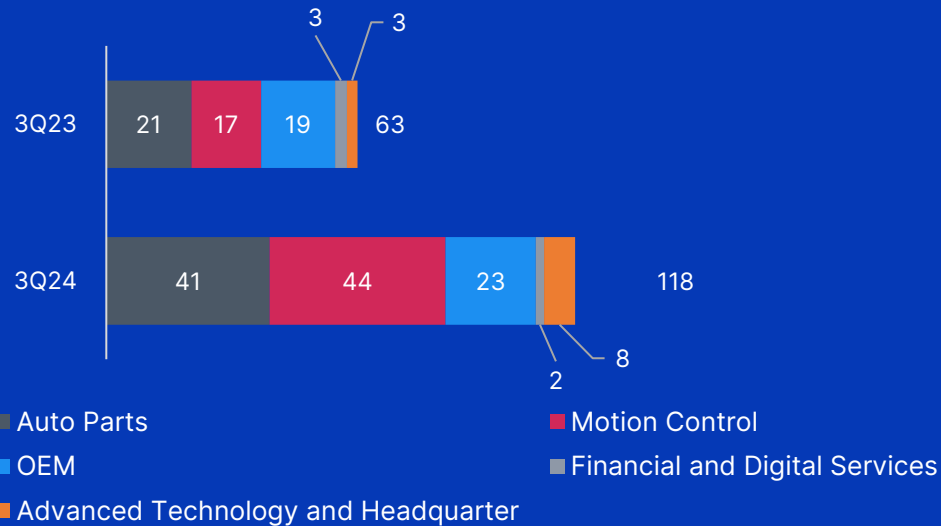
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Organic Investments

R\$ 117.5 million

▲ 86.8% vs. 3Q23

> Organic Investments
R\$ Million





Outlook 2024

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Truck market in fast pace, with significant growth over 2023

Resumption of trailer sales to the North American market

Production ramp up of the new Castertech facility in Mogi Guaçu

Challenges related to cost increases especially in logistics chains

Potential inflation impacts on results of subsidiaries located in Argentina

Continuity of investments for efficiency and productivity gains



Q&A

RANDONCORP

POR VOZ

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

POR ESCRITO

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



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BY VOICE

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

IN WRITING

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



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