

# RANDONCORP

Building tomorrow

The background features a series of concentric, wavy lines in various shades of blue, creating a sense of depth and movement. A solid teal horizontal bar is positioned above the main title.

**Earnings Release 3Q23**

# 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**

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**+55 (54) 99989-5126**

# RANDONCORP

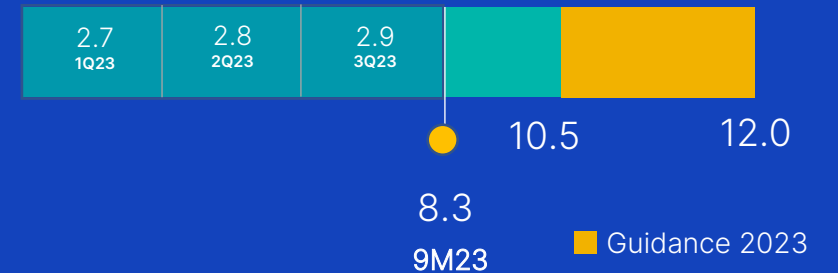
Randoncorp opened a **photovoltaic plant to generate renewable energy.**

The project integrates our **global investment goals in renewable energy**, which include reducing the **emission of polluting gases by 40%.**





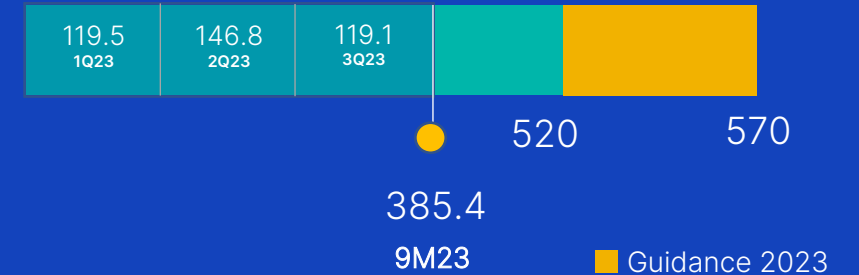
Consolidated Net Revenue (R\$ B)



**Balanced revenue between 2023 quarters and in the annual comparison**

- > Addition of revenues from acquired companies
- > Continued good demand in the aftermarket and Trailers market
- > Impact of the downturn in the truck market on auto parts

International Market  
Revenues (US\$ M)

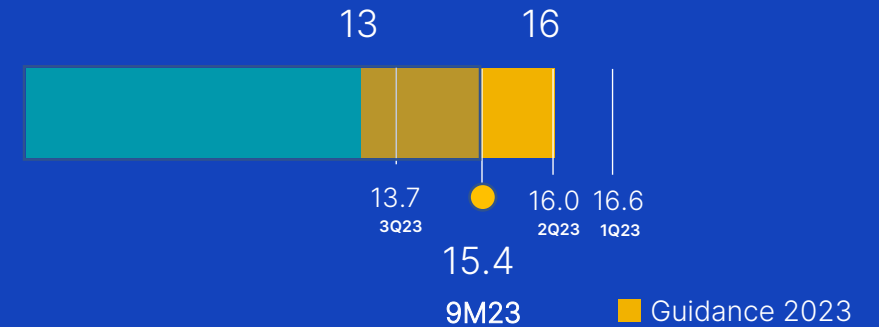


**Reduction in quarterly comparisons, due to slowdown in demand in some regions**

- > Addition of revenues from companies acquired abroad (US\$ 20.8 million)
- > USA was the Company's largest region in sales in the international market
- > Challenges to exports mainly to South American countries, due to economic and financial instability



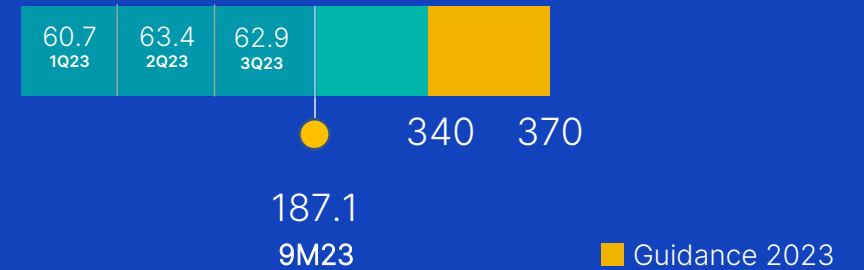
EBITDA Margin (%)



**R\$ 396.4 million Consolidated EBITDA in 3Q23**

- > Stability in raw material costs compared to 2Q23
- > Resilience of Auto Parts Vertical, which maintained margin at good levels
- > Pressure on margins in some product lines due to the more competitive business environment

Organic Investments (R\$ M)



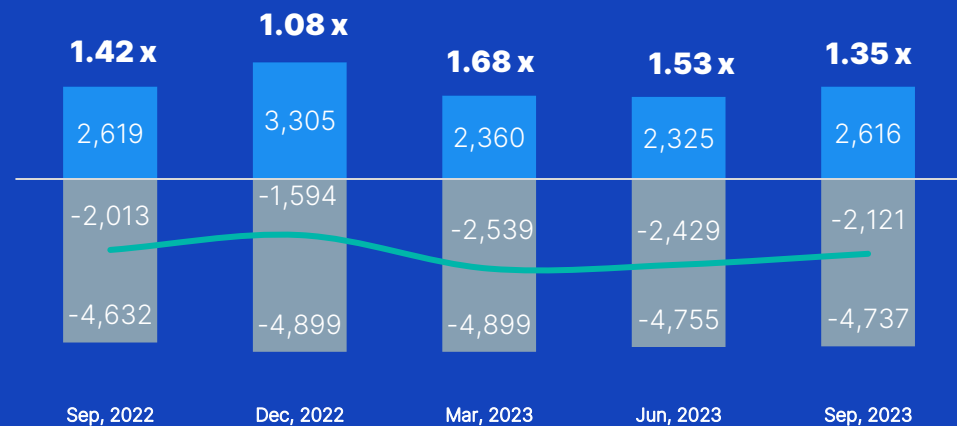
**Total Investments of R\$ 118.5 million in 3Q23**

- > Machines and equipment for asset maintenance, automation and productivity gains
- > Improvements at Hercules and the new Castertech unit
- > Paid-in Capital



# Net Debt (Without Randon Bank) R\$ Million

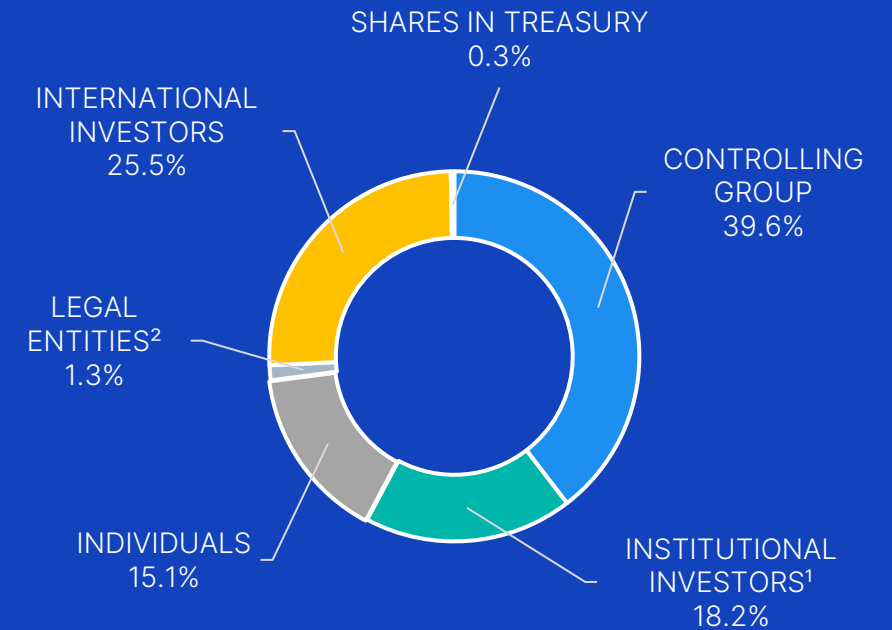
\*Net Debt/EBITDA



Loans    Cash    Consolidated Net Debt (without Randon Bank)

## Shareholders Profile

By number of shares



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

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

**43,894 shareholders  
at the end of 3Q23**



**Market Overview**

		3Q23	3Q22	Δ%	9M23	9M22	Δ%
<b>Production</b>	Trucks <sup>1</sup>	24,592	44,903	-45.2%	71,765	116,675	-38.5%
	Trailers <sup>3</sup>	25,232	23,975	5.2%	69,985	66,448	5.3%
<b>Brazil Sales</b>	Trucks <sup>1</sup>	26,456	35,557	-25.6%	79,003	93,162	-15.2%
	Trailers <sup>2</sup>	23,717	22,373	6.0%	65,787	62,387	5.4%
<b>Exports</b>	Trucks <sup>1</sup>	4,305	6,839	-37.1%	12,467	17,977	-30.7%
	Trailers <sup>3</sup>	1,515	1,602	-5.4%	4,198	4,061	3.4%

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

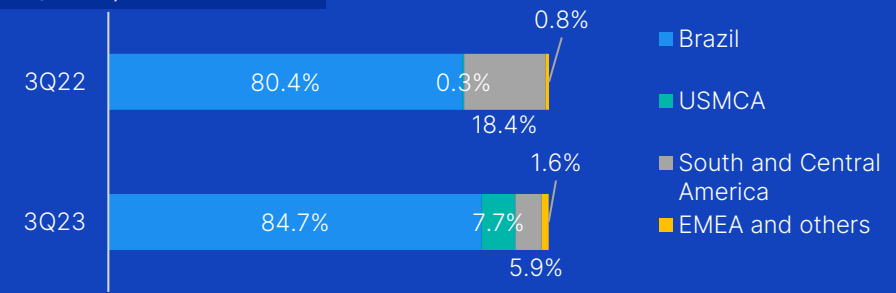
Volumes in units

- > Drop in the truck market due to the anticipation of production in 2022
- > Good volumes of trailers supported by agribusiness and renewal of the tank fleet
- > Continued good momentum in the aftermarket

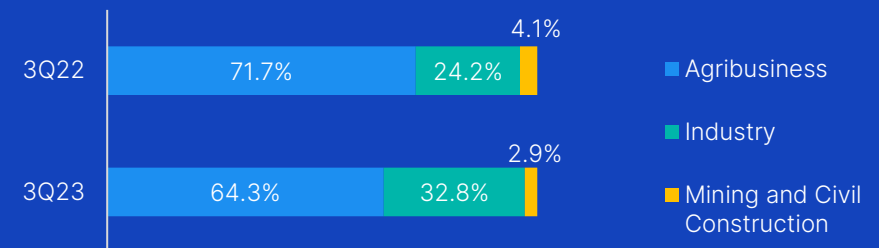
## OEM (Trailers)



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



### Sector Exposure (% o/delivers)





## Auto Parts

**R\$ 847.4**  
million

Net Revenue

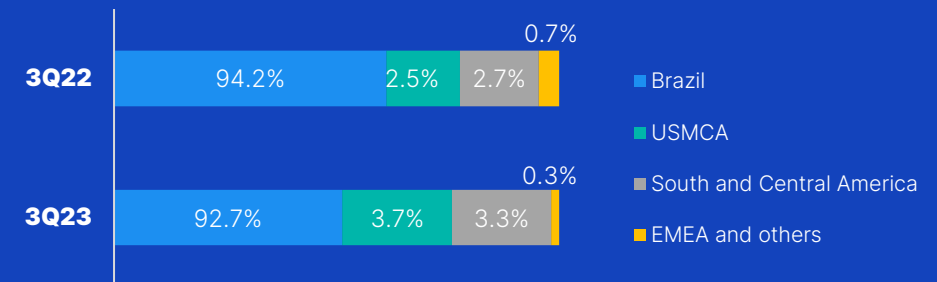
**US\$ 12.7**  
million

Intl. Revenues

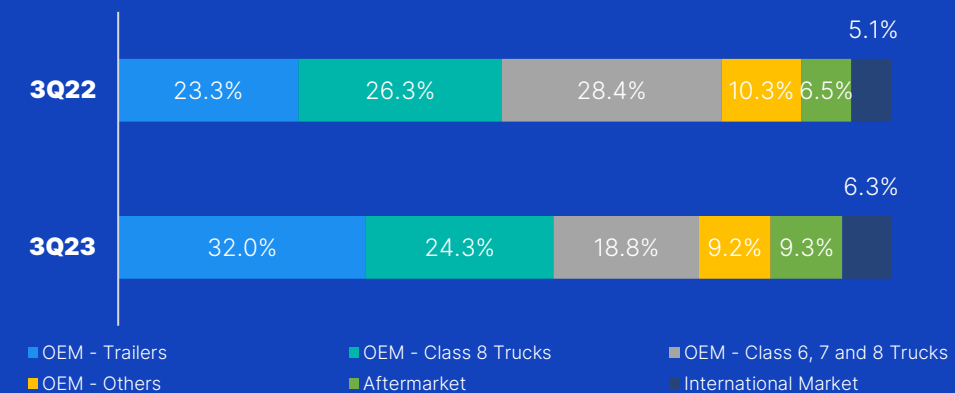
**R\$ 139.3**  
million  
**16.4%**

EBITDA | Margin

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



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



## Motion Control

**R\$ 889.1**  
million

Net Revenue

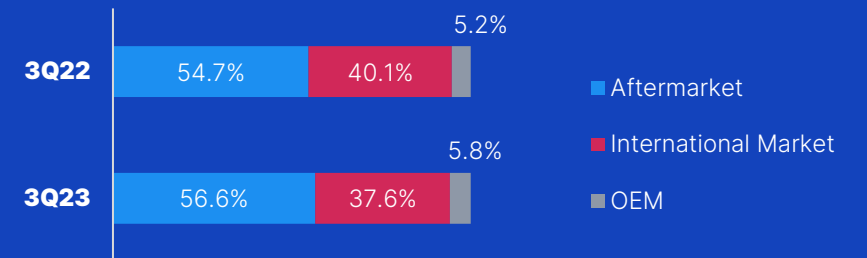
**US\$ 68.5**  
million

Intl. Revenues

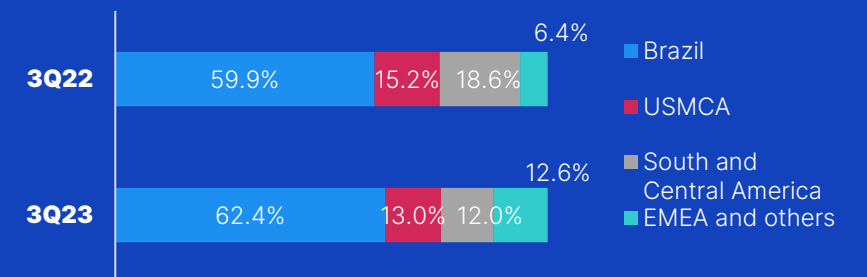
**R\$ 190.2**  
million  
**21.4%**

EBITDA | Margin

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



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





## Financial and Digital Services

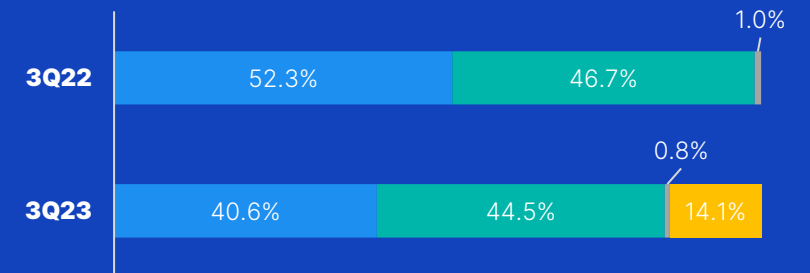
**R\$ 181.4**  
million

Net Revenue

**R\$ 45.7**  
million  
**25.2%**

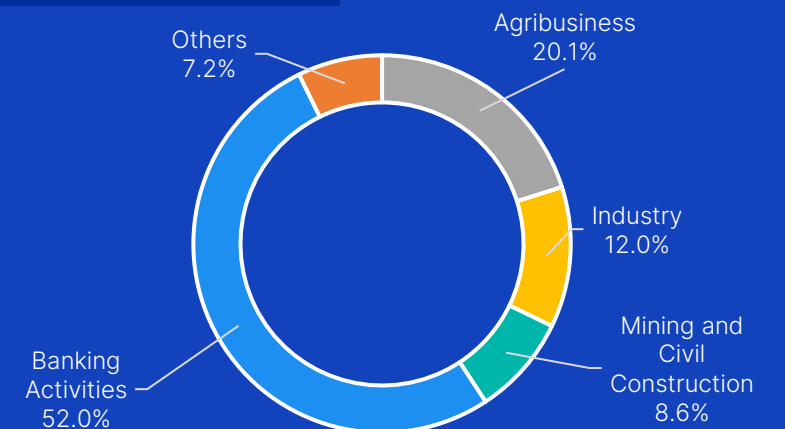
EBITDA | Margin

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



■ Coop-payment plans ■ Credit ■ Insurance ■ Innovation and Technology

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



## Advanced Technology and Headquarter

**R\$ 32.8**  
million

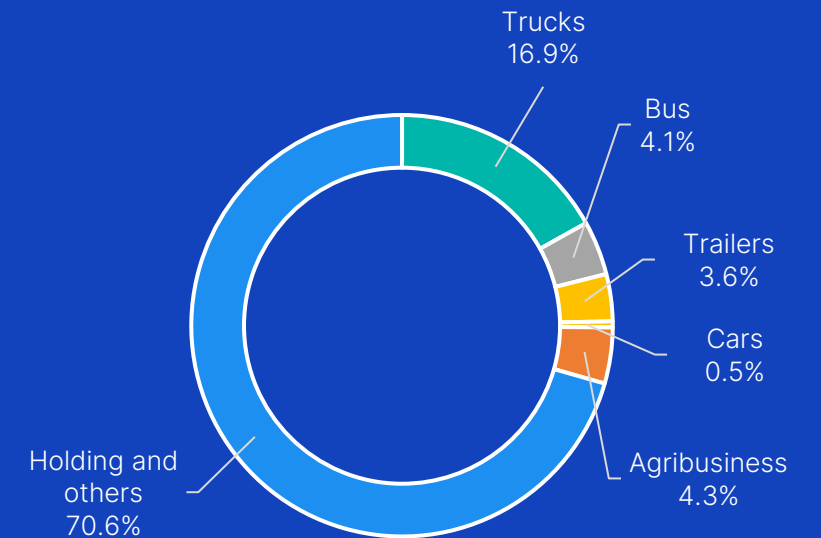
Net Revenue

**-R\$ 13.6**  
million  
**-41.6%**

EBITDA | Margin

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

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





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