



RANDONCORP



Institutional Profile

Building tomorrow

2Q23

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 74 years of history, we have built a global and leadership presence in the sectors in which we operate.

Purpose

Conect 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
- > Randon is all of us

Strategic Guidelines

ABSOLUTE FOCUS ON CUSTOMERS

DIVERSIFICATION WITH FOCUS

FINANCIAL STRENGHT

INNOVATION AND TECHNOLOGY AS DIFFERENTIATORS

LEVERAGING SINERGIES

COMPANY DESIRED TO WORK

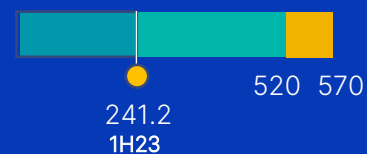
SUSTAINABILITY | ESG PRIORITIZED

Main Figures

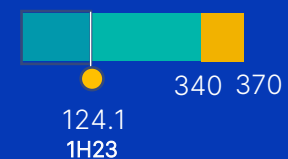
Consolidated Net Revenue (R\$ B)



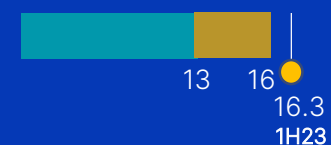
International Markets Revenues (US\$ M)



Investments (R\$ M)



EBITDA Margin (%)



■ Guidance Range 2023

Data from 1H2023

IPO

1974

MARKET CAP

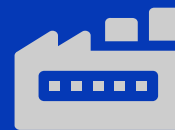
R\$ 3.7
BILLION

TICKERS

RAPT3
RAPT4

EMPLOYEES

16,499



32
factories



10
distribution
centers



3
units of advanced
technology



Products
sold in
+120 countries



RANDONCORP

Dynamism

RANDONCORP

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
- 📍 Banco Randon
- 📍 Fras-le Europe
- 📍 Fras-le México

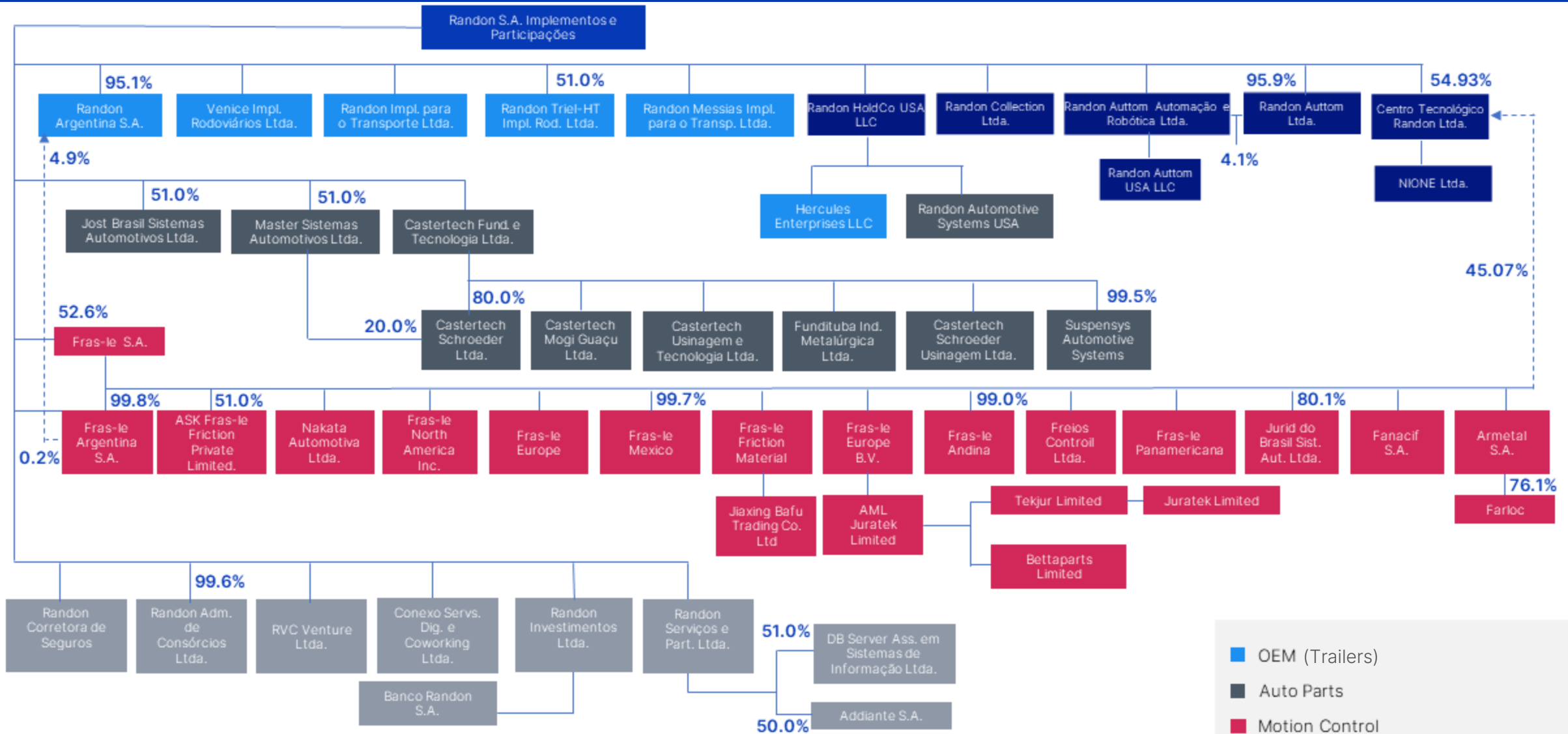
2010 - 2019

- 📍 Controil
- 📍 Armetal, Farloc e Fanacif
- 📍 ASK Fras-le
- 📍 Fremax
- 📍 Jurid
- 📍 Fras-le Panamericana
- 📍 Randon Chapecó
- 📍 Randon Araraquara
- 📍 Randon Triel-HT
- 📍 Suspensys México
- 📍 Randon Linhares

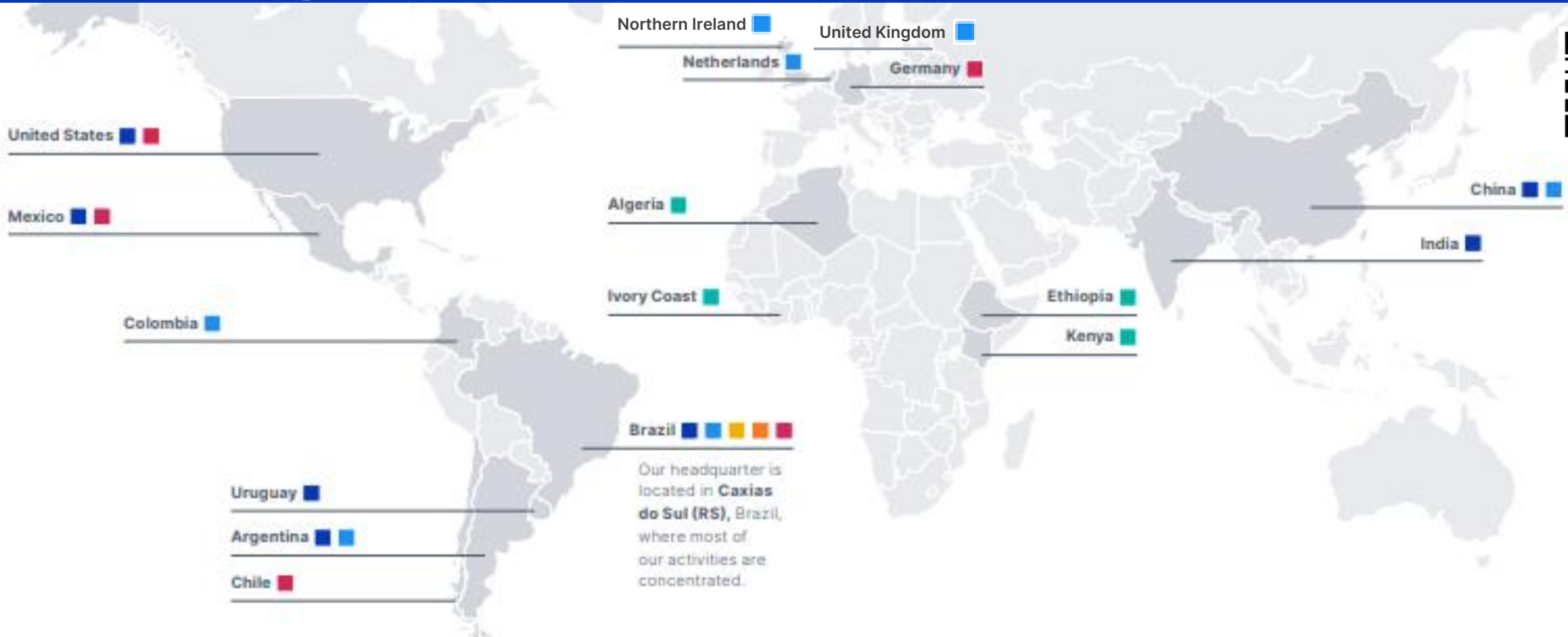
2020...

- 📍 Randon Ventures
- 📍 Nakata
- 📍 Master Flores da Cunha
- 📍 Conexo
- 📍 Castertech Usinagem
- 📍 Castertech Schroeder
- 📍 Castertech Indaiatuba
- 📍 Auttom
- 📍 NIONE
- 📍 Hercules
- 📍 Randon Venice
- 📍 Castertech Mogi
- 📍 Addiante
- 📍 Juratek
- 📍 DB Server

Corporate Organization Chart Randoncorp



Only shares below 100% were indicated.



32 Industrial Units

24 Brazil
2 Argentina
1 China
2 EUA
1 India
1 Mexico
1 Uruguay

10 Distribution centers

2 Brazil
2 Argentina
1 China
1 Colombia
1 Netherlands
2 United Kingdom
1 Northern Ireland

4 Trailers and CKD Units

1 Algeria
1 Ethiopia
1 Ivory Coast
1 Kenya

3 Technology and Innovation Centers

3 Brazil

7 Financial and Digital Services

7 Brazil

6 Commercial offices

1 Germany
1 Brazil
1 Chile
2 USA
1 Mexico

Leader in the main segments of activity

RANDONCORP

Strong brands

RANDON

FRASLE
MOBILITY

JOST

MASTER
MERITOR RANDON

CASTERTECH

Suspensys®

CTR
DRIVEN BY INNOVATION

NIONE

Auttom

CONSÓRCIO
RANDON

BANCO
RANDON

SEGUROS
RANDON

RANDON
VENTURES

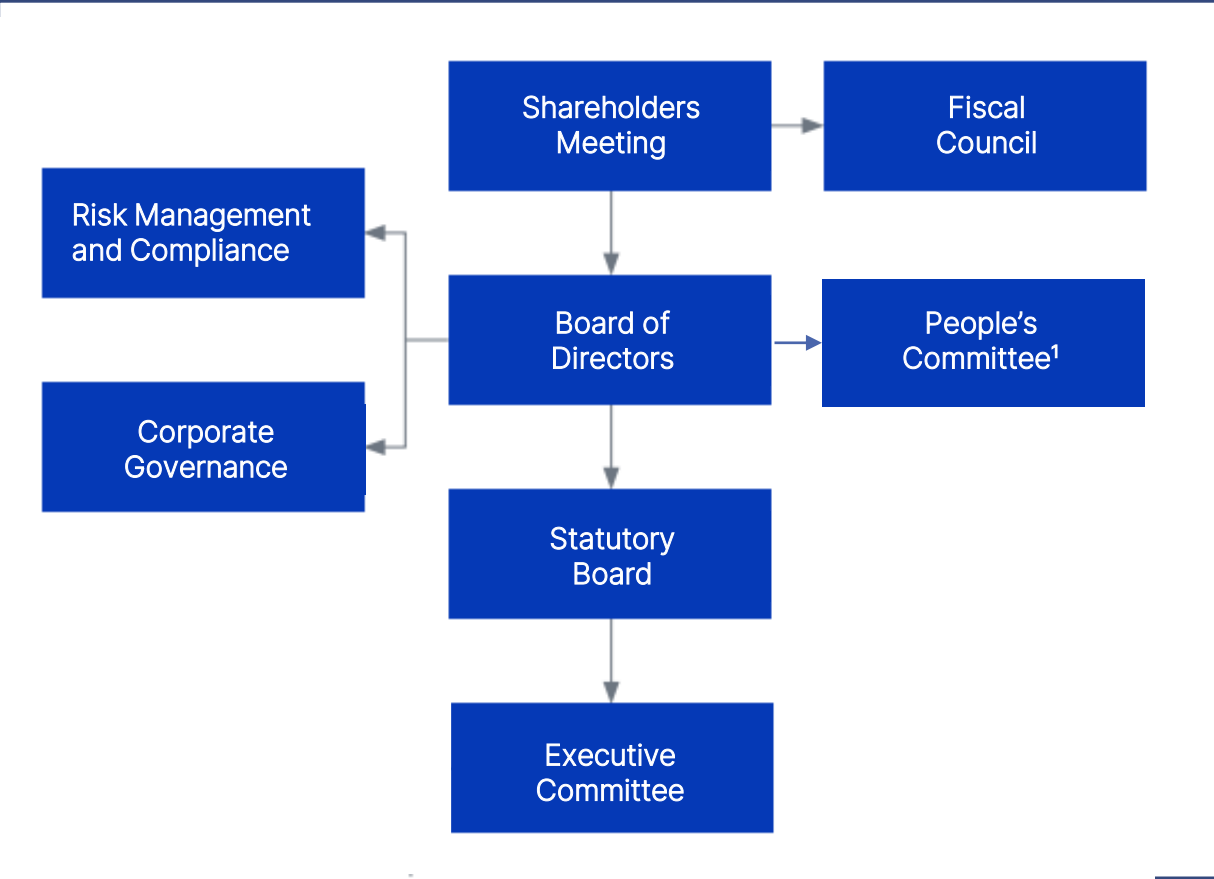
Addiante»

CONEX

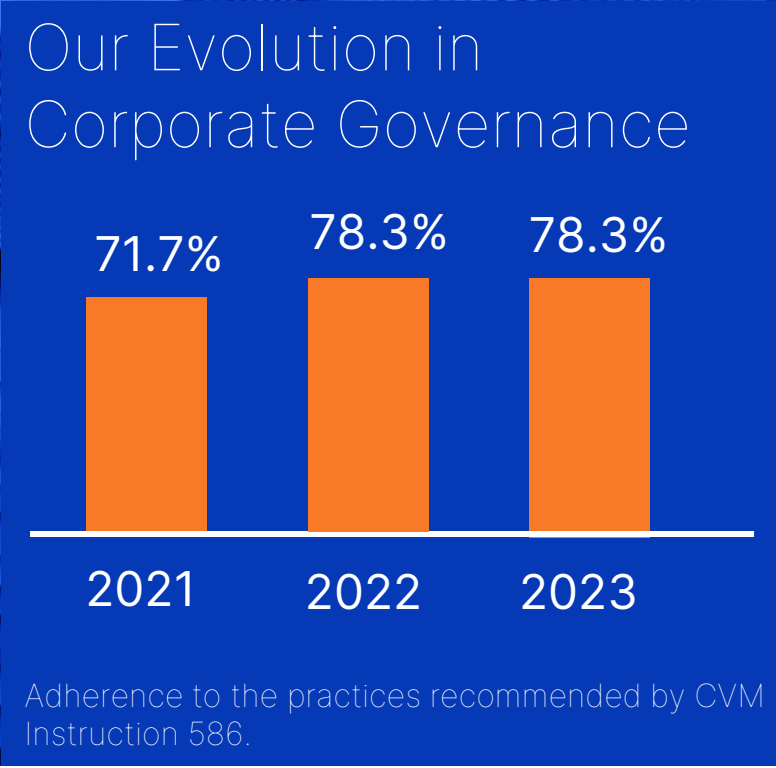
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Governance Structure



¹ Non-statutory advisory body to the Board of Directors



FREE FLOAT

60.1%

TAG ALONG

80%

Our Leaders

RANDONCORP

Board of Directors

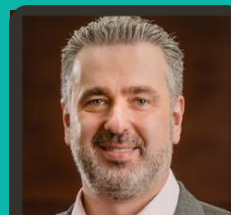


- > **David Abramo Randon** - President
- > **Alexandre Randon** – Vice-President
- > **Ana Carolina R. Strobel** – Board member
- > **Pedro Ferro Neto** – Board member
- > **Vicente F. Assis** – Board member

Fiscal Council

- > **Ademar Salvador**
- > **Rosângela C. Süffert**
- > **Gilberto C. Monticelli**

Officers



Daniel Randon
President



Sergio L. Carvalho
CEO



Paulo Prignolato
VP and CFO



Daniel M. Ely
VP and COO



Sandro Trentin
COO OEM (Trailers)



Anderson Pontalti
COO Motion Control



Ricardo Escoboza
COO Auto Parts



César A. Ferreira
Superintendent
Director
Advanced Tech

Executive Committee

RAPT
B3 LISTED N1

IBRA B3

IGC B3

IGCT B3

INDX B3

ITAG B3

SMLL B3

IAGRO-FFS B3



To learn more
about the
governance bodies,
access the QR-
Code on the side.



Our ESG Ambition

Public Commitments

- > Reduce 40% of greenhouse gas emissions by 2030.
- > Zero the disposal of waste in industrial landfills and reuse 100% of 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.

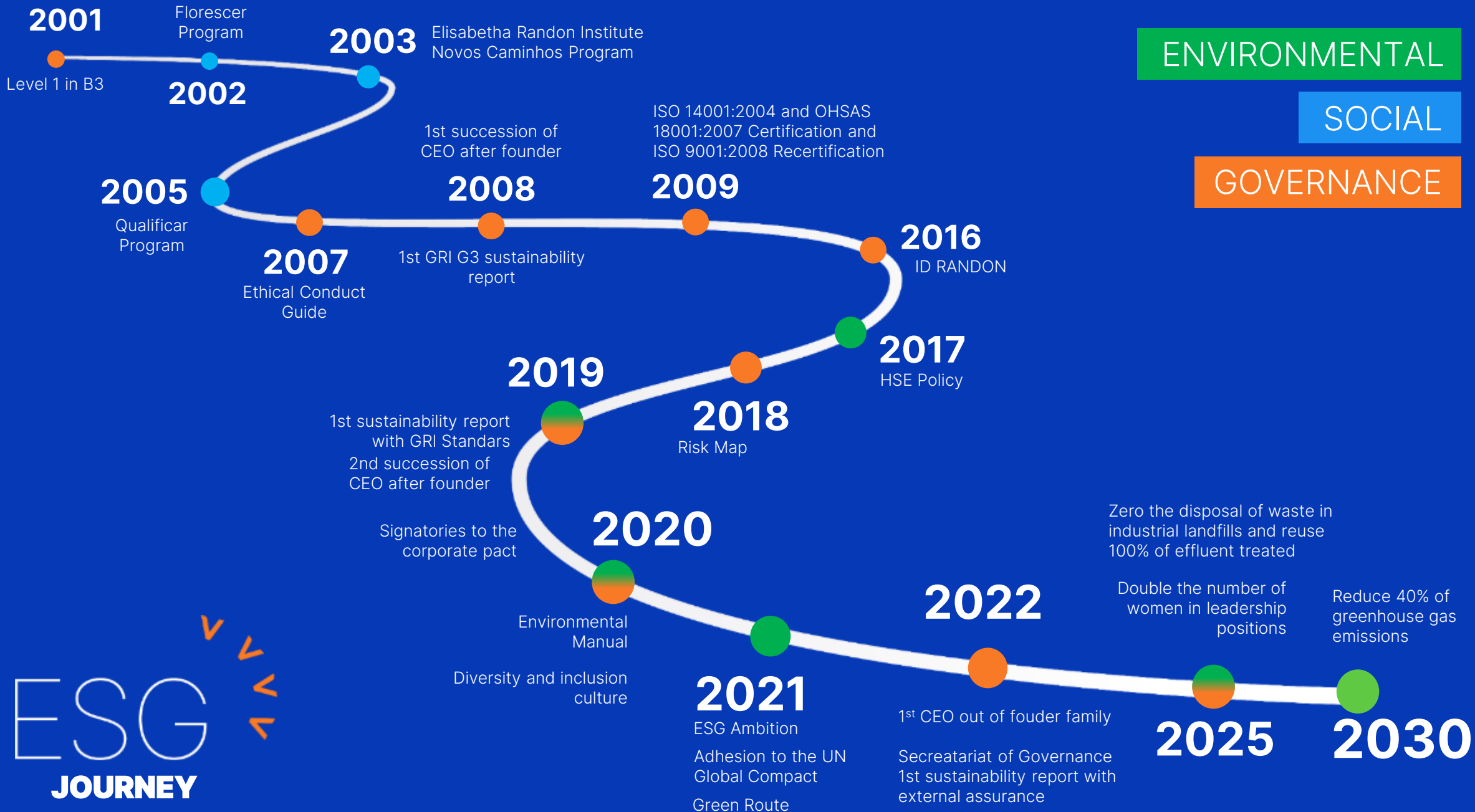
Contributions to SDG



We are signatories to the UN Global Compact.



Access our
2022
Sustainability
Report.



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



Our people

We base our relationship
with our team on
**trust, integrity and
transparency.**

15%
of feminine
leadership in 2022

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 work in
Megatrend
Projects
(Number of Projects)



5 Mobility and
Electrification



7 Embedded
Electronics



21 Smart
Materials

Products

Industrial

Organizational
Culture

Digital
Transformation



Auttom^o



NIONE

RANDON

VENTURES

(ONEX)



We have the **largest** independent
technological center in the automotive
sector in Latin America.



R\$ 131 million invested in
R&D and innovation in 2022.



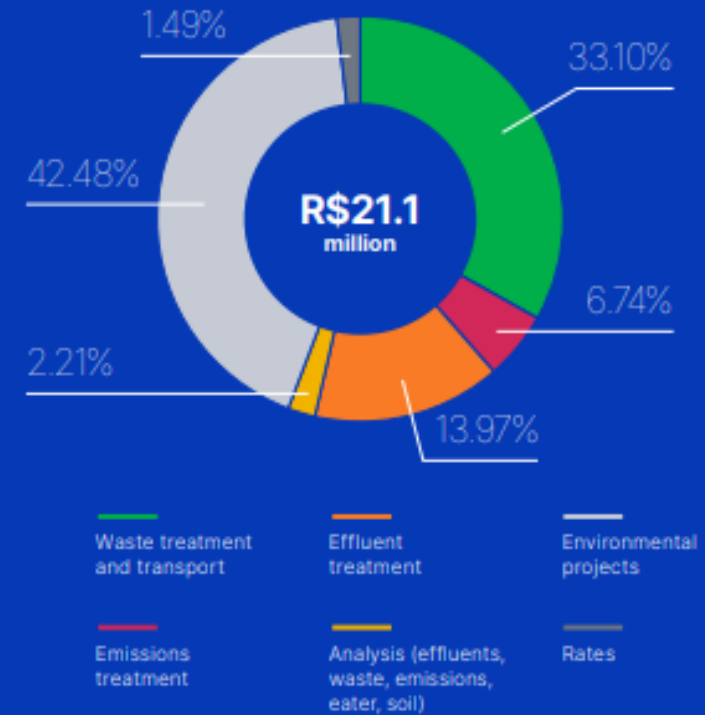
64 patents
registered



Commitment to the Environment

RANDONCORP

Investments in environmental management initiatives



MAIN PROJECTS

Renewable energy, 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



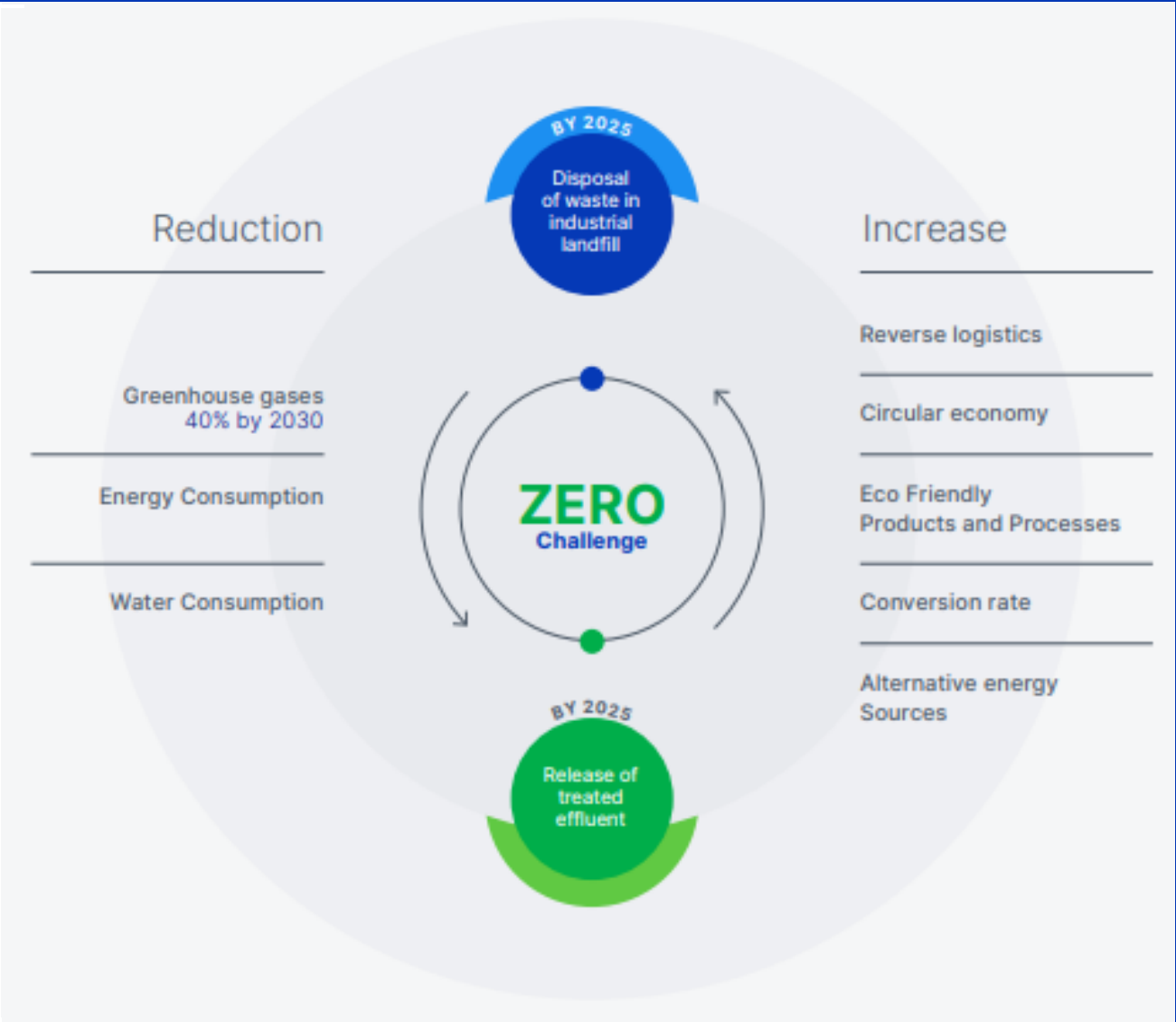
Environmental technologies and innovations

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.



> **R\$ 7 million**

invested in a solar energy plant

> **50%**

of effluents reused

> **88%**

raw material conversion rate

> **55%**

non-hazardous waste recycling

> **2.51**

emissions intensity



Consolidated Results

Economic Highlights	2Q23	2Q22	Δ%	1Q23	Δ%	1H23	1H22	Δ%
Consolidated Gross Revenue	3,391,689	3,404,415	-0.4%	3,263,661	3.9%	6,655,350	6,452,062	3.2%
Consolidated Net Revenue	2,776,867	2,772,317	0.2%	2,658,168	4.5%	5,435,035	5,248,664	3.6%
International Market Revenues US\$ ¹	130,201	112,468	15.8%	110,970	17.3%	241,171	212,325	13.6%
Consolidated Gross Profit	779,976	645,420	20.8%	732,308	6.5%	1,512,283	1,289,995	17.2%
Gross Margin (%)	28.1%	23.3%	481 bps	27.5%	54 bps	27.8%	24.6%	325 bps
Consolidated EBITDA	444,441	362,018	22.8%	442,164	0.5%	886,604	763,367	16.1%
EBITDA Margin (%)	16.0%	13.1%	295 bps	16.6%	-63 bps	16.3%	14.5%	177 bps
Adjusted EBITDA	457,070	362,018	26.3%	442,164	3.4%	899,234	763,367	17.8%
Adjusted EBITDA Margin (%)	16.5%	13.1%	340 bps	16.6%	-17 bps	16.5%	14.5%	200 bps
Consolidated Net Profit	116,798	104,525	11.7%	122,108	-4.3%	238,906	234,600	1.8%
Net Margin (%)	4.2%	3.8%	44 bps	4.6%	-39 bps	4.4%	4.5%	-7 bps
Earnings per share R\$	0.36	0.32	12.1%	0.37	-4.3%	0.73	0.71	2.2%

Financial Highlights								
Equity	2,934,228	2,708,393	8.3%	2,846,864	3.1%	2,934,228	2,708,393	8.3%
Investments ²	99,087	458,909	-78.4%	316,105	-68.7%	415,192	608,697	-31.8%
Net Debt	3,884,549	3,266,002	18.9%	3,968,307	-2.1%	3,884,549	3,266,002	18.9%
Net Debt (Without Randon Bank)	2,429,318	2,093,411	16.0%	2,538,871	-4.3%	2,429,318	2,093,411	16.0%
Leverage	2.39 x	2.30 x	3.6%	2.57 x	-7.1%	2.39 x	2.30 x	3.6%
Leverage (Without Randon Bank)	1.53 x	1.50 x	1.8%	1.68 x	-9.0%	1.53 x	1.50 x	1.8%
ROE (last 12 months)	17.3%	26.8%	-950 bps	16.9%	45 bps	17.3%	26.8%	-950 bps
ROIC (last 12 months)	12.8%	11.8%	96 bps	12.0%	78 bps	12.8%	11.8%	96 bps

Capital Market	06/30/23	06/30/22	Δ%	03/31/23	Δ%
RAPT4 Closure Quote ³	12.17	8.94	36.1%	7.51	62.1%
RAPT3 Closure Quote ³	10.00	7.65	30.7%	7.07	41.4%
RAPT4 Total Shares ⁴	212,815	212,815	0.0%	212,815	0.0%
RAPT3 Total Shares ⁴	116,516	116,516	0.0%	116,516	0.0%
Market Cap ⁵	3,742,495	2,793,910	34.0%	2,414,218	55.0%
RAPT4 Treasury Shares ⁴	1,037	-	-	1,037	0.0%
Price Over Book Value ³	12.53	11.49	9.1%	12.11	3.5%

¹ Exports + Revenues from International Markets (both consolidated)

² Capex + Non-Organics + Paid-in Capital

³ Values in R\$ and adjusted to dividends and interest on equity paid

⁴ Values in Thousands

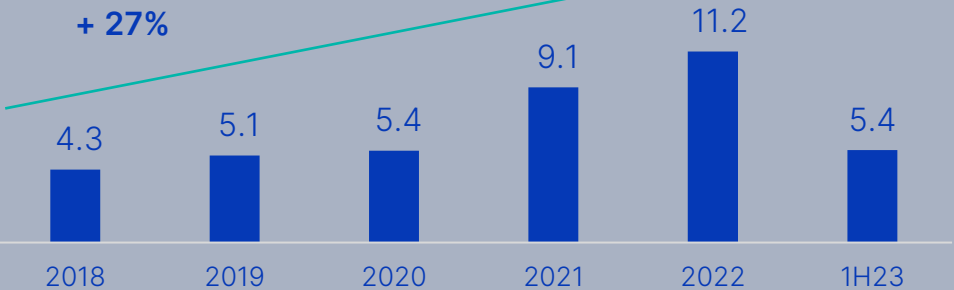
⁵ Values in R\$ Thousands

Consolidated Net Revenue (R\$ B)

RANDONCORP

CAGR 2018-2022

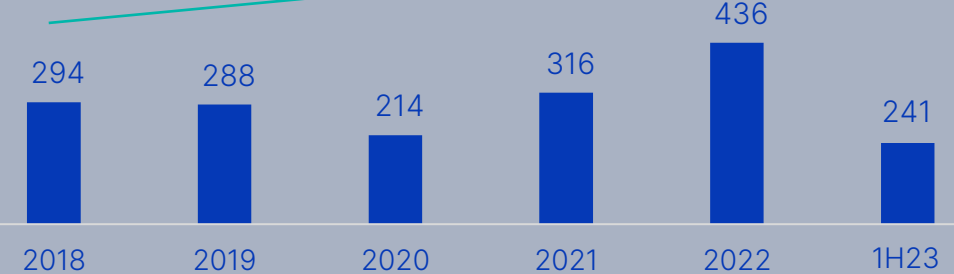
+ 27%



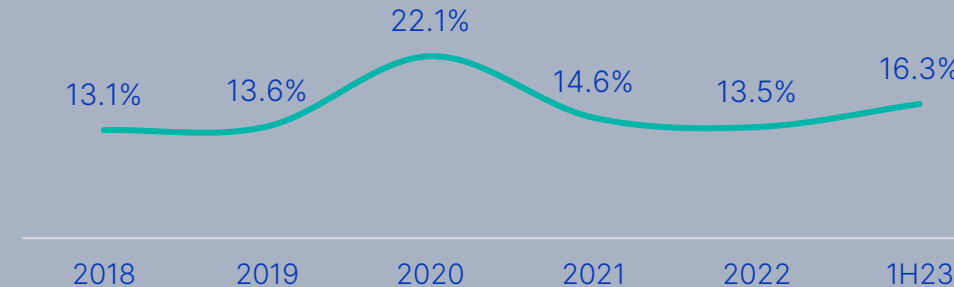
Consolidated International Market Revenues (US\$ M)

CAGR 2018-2022

+ 10%



Consolidated EBITDA Margin (%)





Market Overview

		2Q23	2Q22	Δ%	1H23	1H22	Δ%
Production	Trucks ¹	22,676	37,389	-39.4%	47,173	71,772	-34.3%
	Trailers ³	22,558	22,020	2.4%	44,753	42,473	5.4%
Brazil Sales	Trucks ¹	23,931	30,753	-22.2%	52,547	57,605	-8.8%
	Trailers ²	21,180	20,695	2.3%	42,070	40,014	5.1%
Exports	Trucks ¹	3,694	6,453	-42.8%	8,162	11,138	-26.7%
	Trailers ³	1,378	1,325	4.0%	2,683	2,459	9.1%

¹ Anfavea

Volumes in units

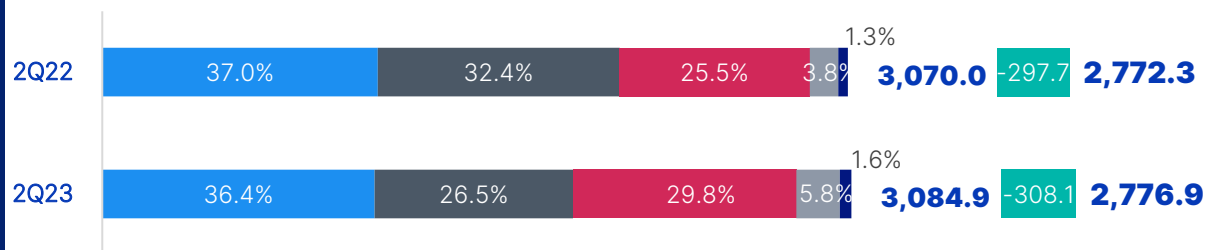
² Anfir

³ Anfir + Aliceweb

Consolidated Results

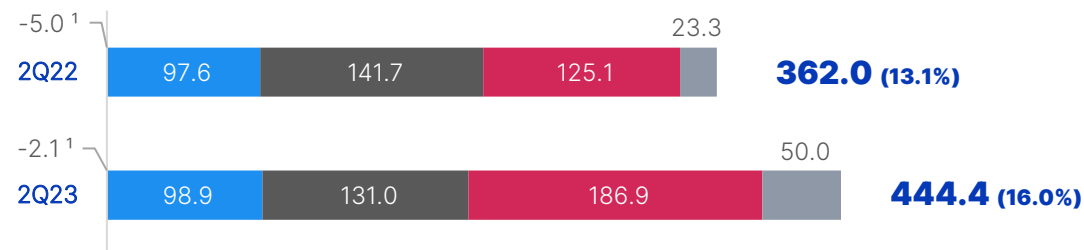
RANDONCORP

Consolidated Net Revenue

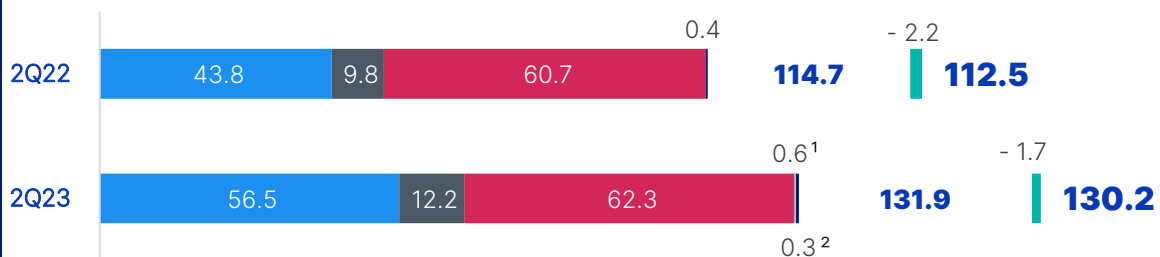


EBITDA and EBITDA Margin

¹ Advanced Tec. Vertical EBITDA disregards the equity income effects from the Headquarter, in order to better reflect its operating performance.



International Market Revenue

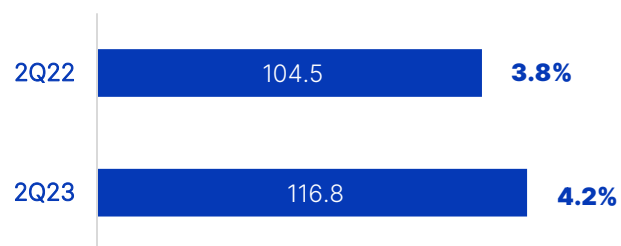


¹ Advanced Technology and Headquarter

² Financial and Digital Services

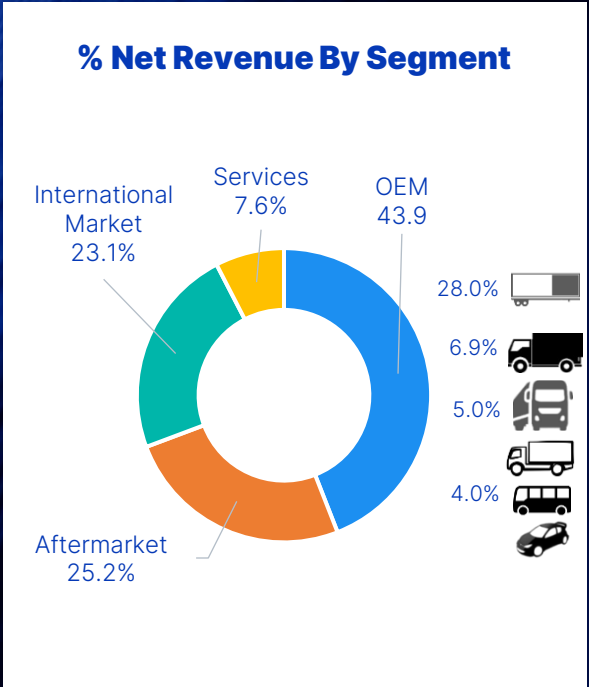
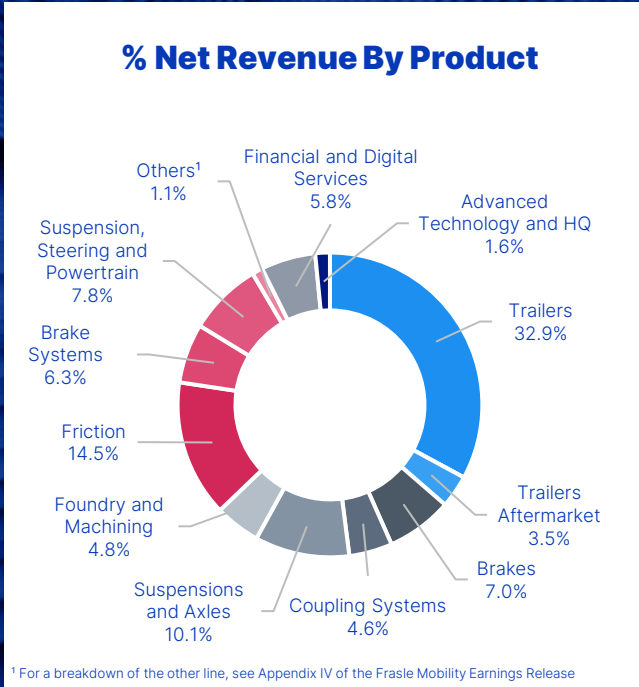
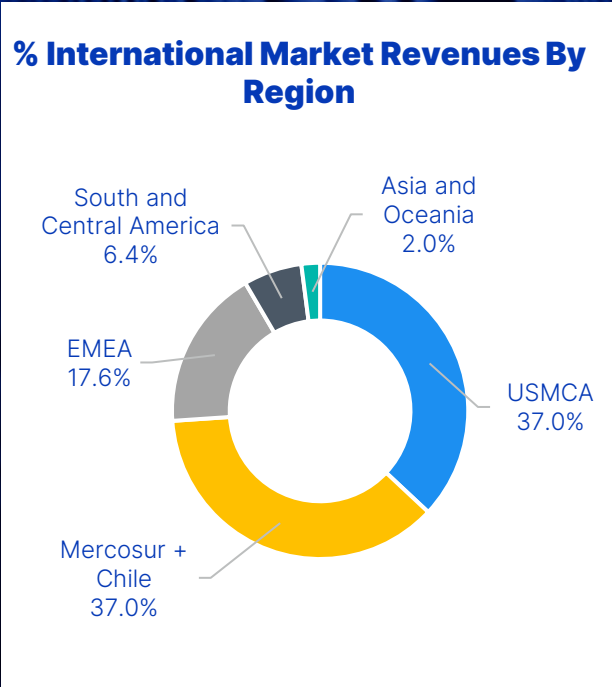
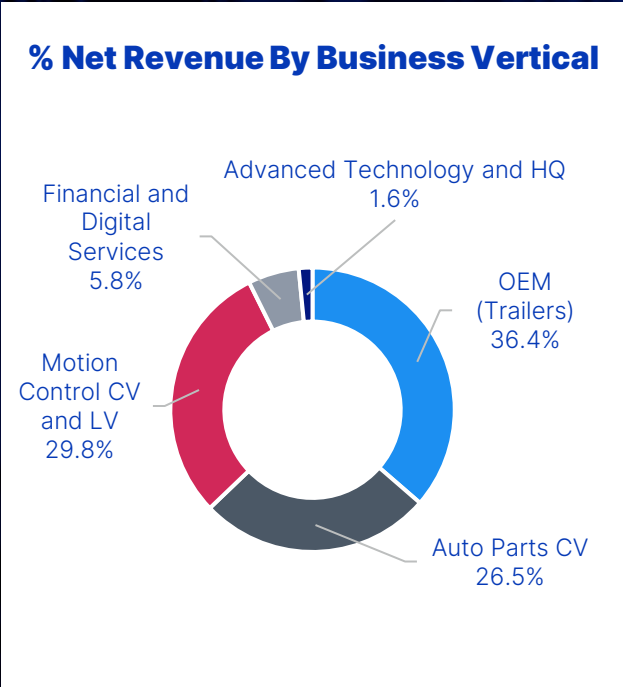
Net Income and Net Margin¹

¹ The net income is presented only on a consolidated basis.





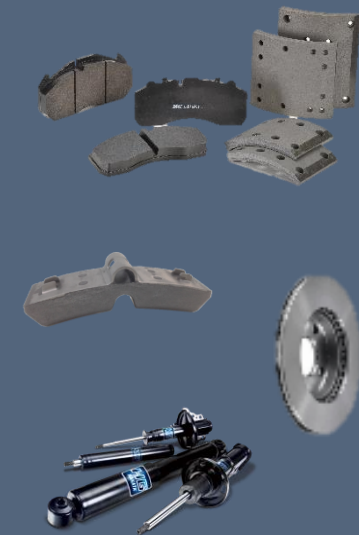




Legend: ■ OEM (Trailers) ■ Auto Parts ■ Motion Control ■ Financial and Digital Services ■ Advanced Technology and Headquarter ■ Intercompany Sales

Diversified Business Model | 2Q23



Revenue share calculated by the sum of the indicators, except % NR By Segment (Consolidated).

Diversified Business

OEM (Trailers)	Auto Parts	Motion Control	Financial and Digital Services	Advanced Technology
<p>RANDON</p> 	<p>Suspensys[®]</p> <p>JOST</p> <p>MASTER <small>MERITOR RANDON</small></p> <p>CASTERTECH</p> 	<p>FRASLE <small>MOBILITY</small></p> 	<p>CONSÓRCIO  RANDON</p> <p>BANCO  RANDON</p> <p>SEGUROS  RANDON</p> <p>(ONEX)</p> <p>RANDON VENTURES</p> <p>Addiante[»]</p> <p><db></p>	<p> NIONE</p> <p>ETR <small>DRIVEN BY INNOVATION</small></p> <p>Auttom^o</p>



OEM (Trailers)

Portfolio
Trailers, truck bodies, rail cars and aftermarket.

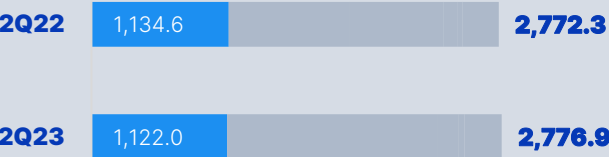
Coverage
8 industrial units, being 6 in Brazil and 2 abroad, 1 warehouse, 1 sales office and 4 strategic partners.

Customer Service Network
80 points in Brazil and 85 abroad.

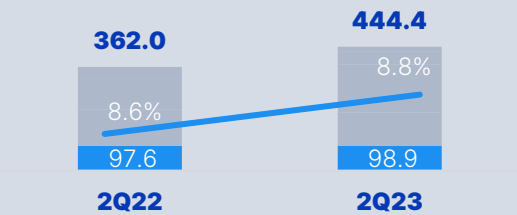
Customer Base
Large truckload carriers, generators of truck loads, fleet owners and self-employed customers.

- 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

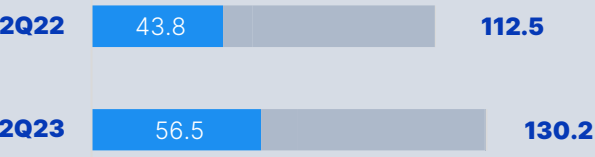
Consolidated Net Revenue (R\$ Million)



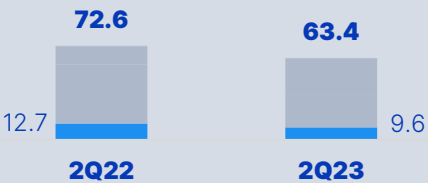
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



International Market Revenues (US\$ Million)

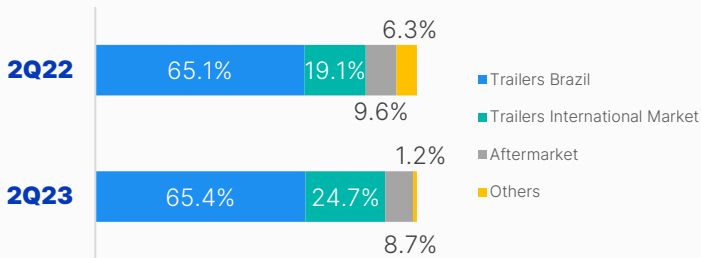


CAPEX (R\$ Million)

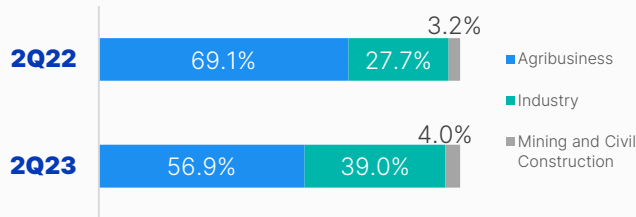


■ OEM (Trailers) ■ Other Verticals

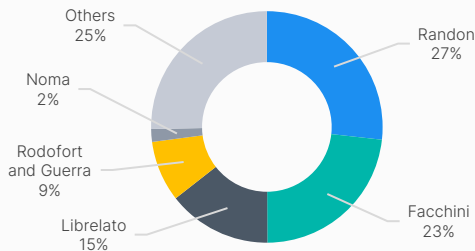
Net Revenue by Product (% o/CNR)



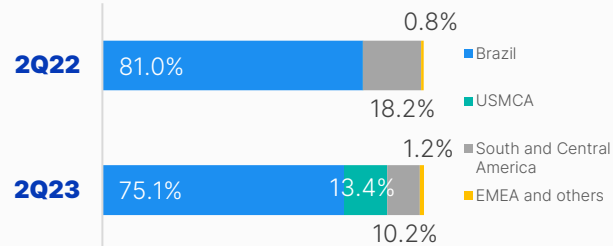
Sector Exposure (% o/delivers)



Quarterly Market Share (%)



Net Revenue by Region (% o/CNR)





OEM (Trailers)

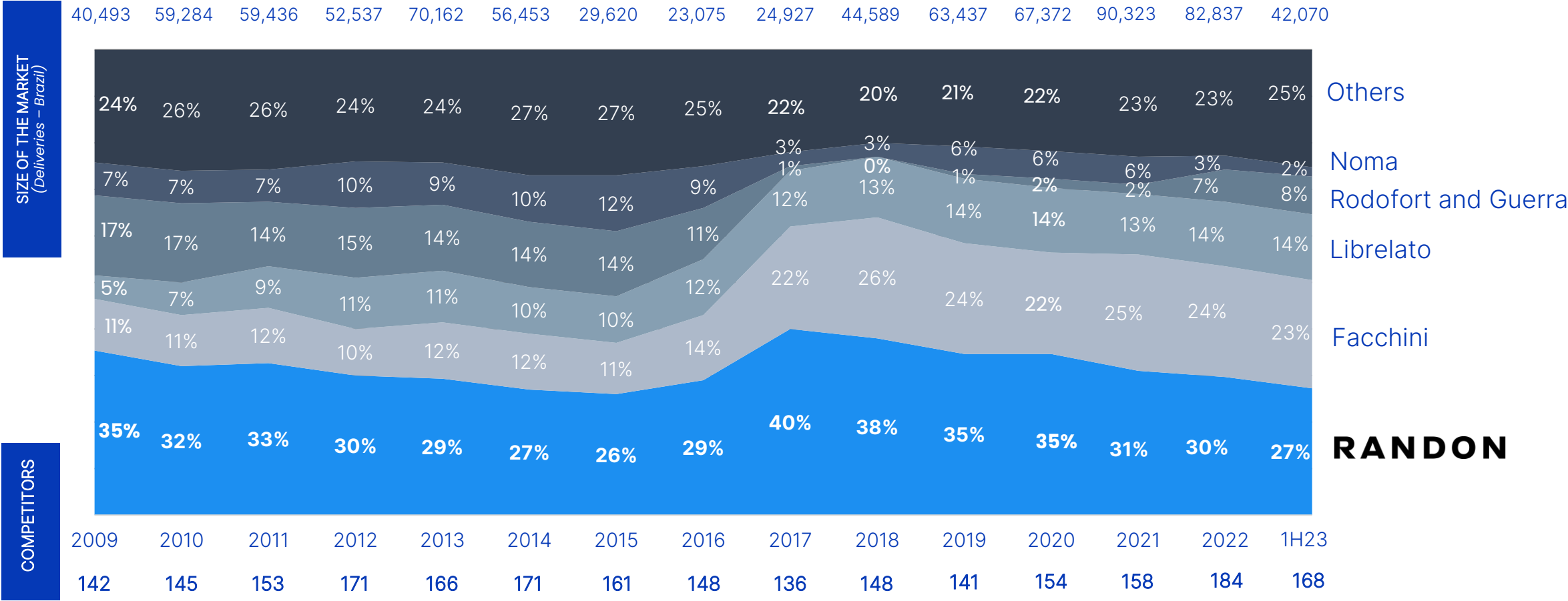
Volumes and Net Revenue

Distribution of Net Revenue	2Q23			2Q22			1Q23			1H23			1H22		
	Units	Revenue		Units	Revenue	Δ%	Units	Revenue	Δ%	Units	Revenue		Units	Revenue	Δ%
Trailers Brazil (un.)	5,432	737,018		5,987	761,325	-9.3%	5,708	757,094	-4.8%	11,140	1,494,112		11,608	1,463,106	-4.0%
Trailers United States ¹	1,602	160,569		-	-	-	1,771	155,832	-9.5%	3,373	316,401		-	-	-
Trailers Others Geographies (un.)	820	117,443		1,258	201,489	-34.8%	471	83,881	74.1%	1,291	201,324		2,498	377,628	-48.3%
Railcars (un.)	-	-		92	63,284	-100.0%	46	20,623	-100.0%	46	20,623		119	77,356	-61.3%
Aftermarket	-	106,943		-	108,505	-	-	103,875	-	-	210,818		-	214,612	-

¹ Volumes sold by Hercules + exports from Brazil

Values in R\$ Thousands, except when indicated otherwise

Historical Market Share





Auto Parts

Portfolio
Brake systems, axles and suspensions, coupling systems, electromobility, foundry and machining, among others.

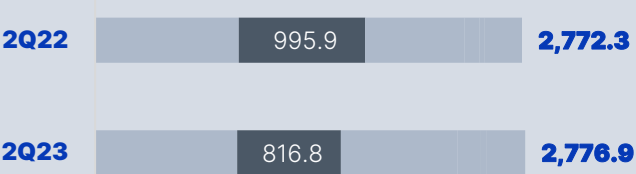
Coverage
13 industrial units, being 12 in Brazil and 1 abroad.

Sector Exposure
Agribusiness, industry, civil construction, mining, and mobility.

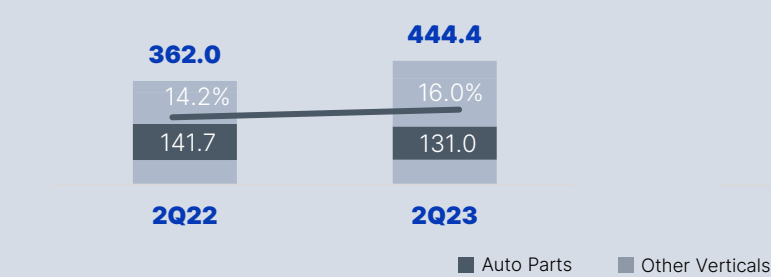
Customer Base
Main global OEMs (trucks and buses), trailer manufacturers, aftermarket, and farming product manufacturers.

- 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

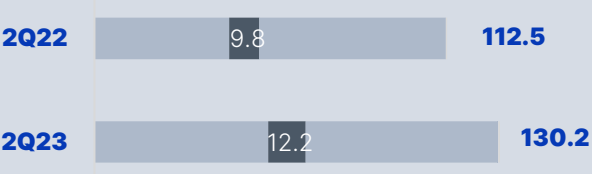
Consolidated Net Revenue (R\$ Million)



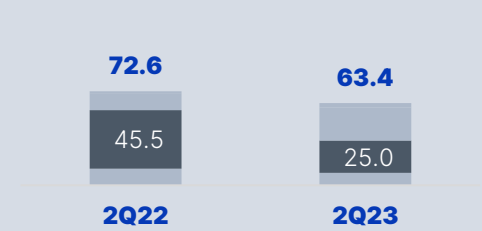
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



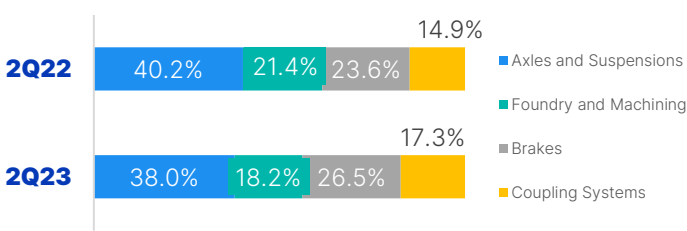
International Market Revenues (US\$ Million)



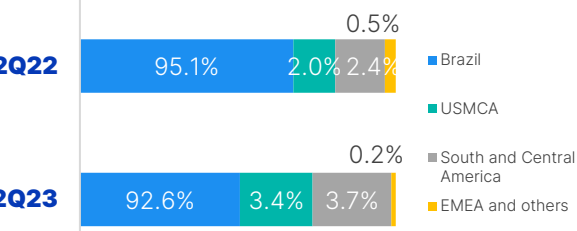
CAPEX (R\$ Million)



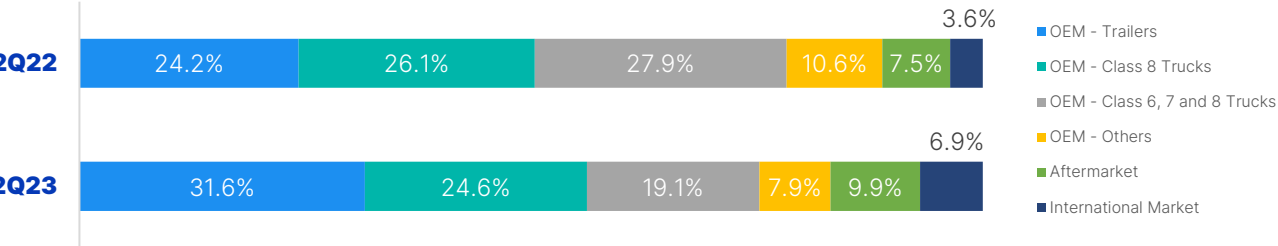
Net Revenue by Product (% o/CNR)



Net Revenue by Region (% o/CNR)



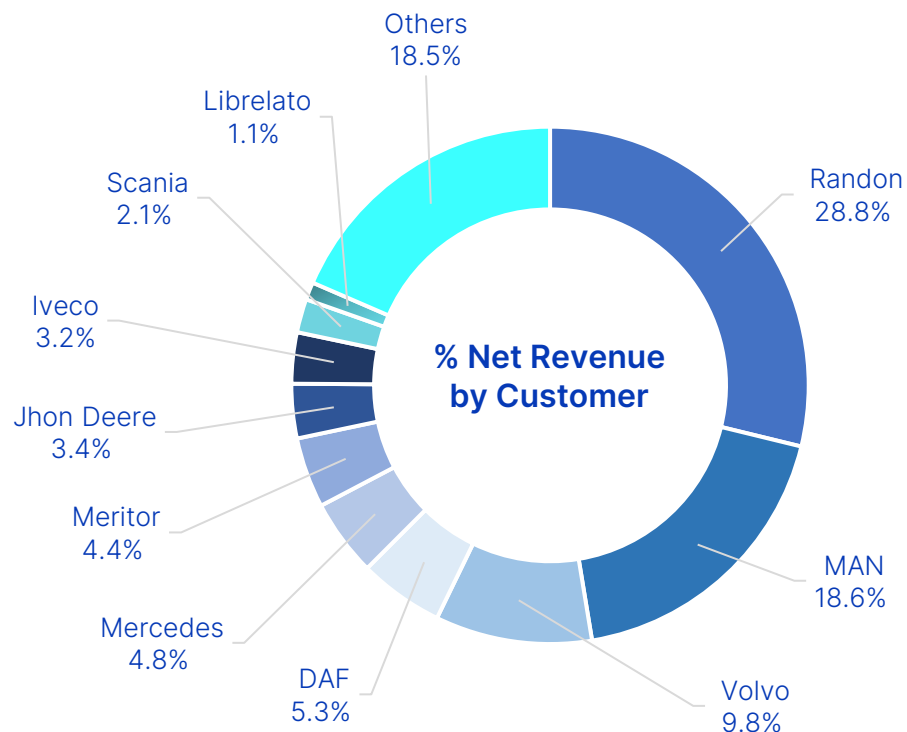
Net Revenue by Segment (% o/CNR)



Volumes and Net Revenues

Distribution of Net Revenue	2Q23		2Q22			1Q23			1H23		1H22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Brakes (units)	206,307	216,160	241,242	234,837	-14.5%	202,627	202,097	1.8%	408,934	418,257	486,768	436,120	-16.0%
Coupling Systems (units)	32,721	141,469	33,642	147,977	-2.7%	33,526	144,256	-2.4%	66,247	285,725	68,068	289,471	-2.7%
Axles and Suspensions (units)	40,855	310,068	44,135	400,073	-7.4%	39,884	324,101	2.4%	80,739	634,169	92,773	826,776	-13.0%
Foundry and Machining (Tons)	21,088	149,056	26,118	213,006	-19.3%	21,357	156,161	-1.3%	42,445	305,217	52,777	427,168	-19.6%

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)



Motion Control

Portfolio

friction material, components for brake, suspension, steering and powertrain systems.

Coverage

10 industrial units (5 in Brazil and 5 abroad), 9 warehouses (1 in Brazil and 8 abroad), 4 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)

2Q22 782.6 2,772.3

2Q23 919.6 2,776.9

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

362.0 444.4

125.1 186.9
16.0% 20.3%

2Q22 2Q23

■ Motion Control

International Market Revenues (US\$ Million)

2Q22 60.7 112.5

2Q23 62.3 130.2

CAPEX (R\$ Million)

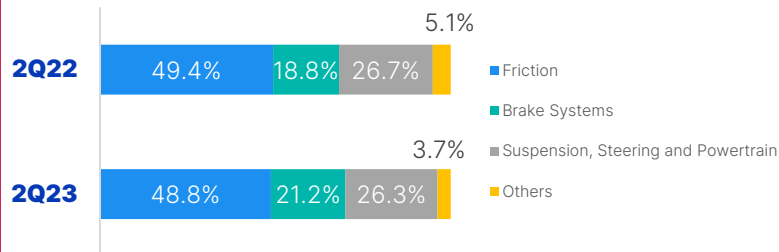
72.6 63.4

12.9 25.4

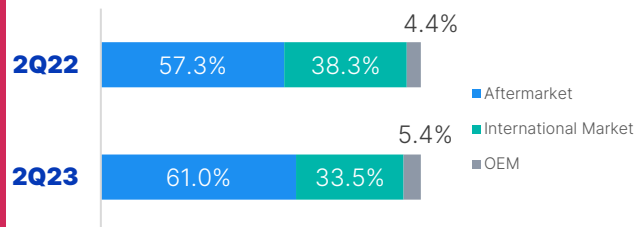
2Q22 2Q23

■ Other Verticals

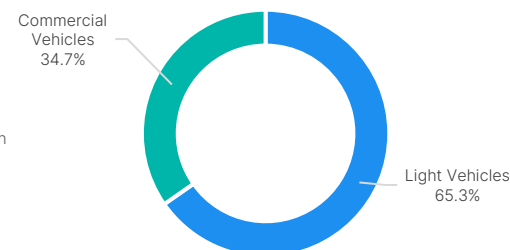
Net Revenue by Product (% o/CNR)



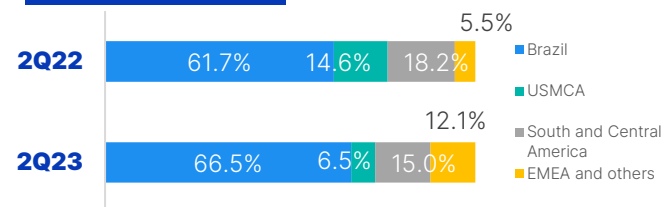
Net Revenue by Segment (% o/CNR)



Net Revenue by Vehicle Type (% o/CNR) 2Q23



Net Revenue by Region (% o/CNR)





Motion Control

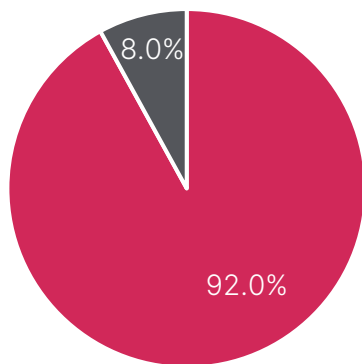
Volumes and Net Revenue

Distribution of Net Revenue	2Q23		2Q22			1Q23			1H23		1H22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	26,262	448,300	25,507	386,242	3.0%	24,775	396,978	6.0%	51,037	845,278	49,329	756,303	3.5%
Comp. for the Braking Systems (Thousand/un.)	2,600	195,068	2,216	147,389	17.4%	2,151	151,683	20.9%	4,751	346,751	4,313	266,183	10.1%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,865	241,739	4,166	208,970	16.8%	4,677	235,557	4.0%	9,542	477,295	8,139	390,803	17.2%
Others ¹	-	34,446	-	39,994	-	-	54,556	-	-	89,003	-	74,127	-

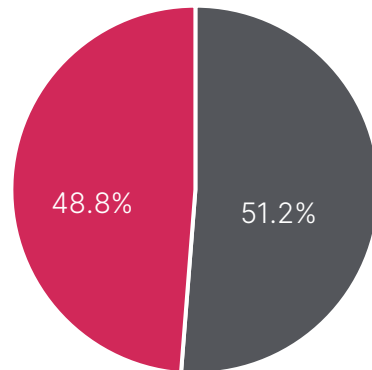
¹ For the opening of the Others line, see attachment IV of the Frasle Mobility Release

Values in R\$ Thousands, except when indicated otherwise

Revenues Evolution



2015



2Q23

■ FRICÇÃO
■ NÃO FRICÇÃO

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

R Financial and Digital Services

Portfolio

Coop-payment plans, credit, insurance, and investment in startups, leasing and RaaS.

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.

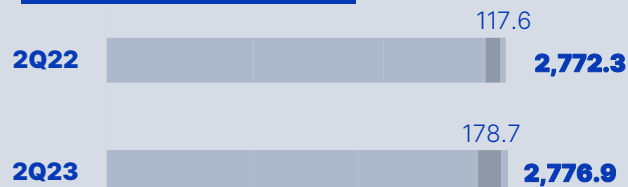
Customer Base

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

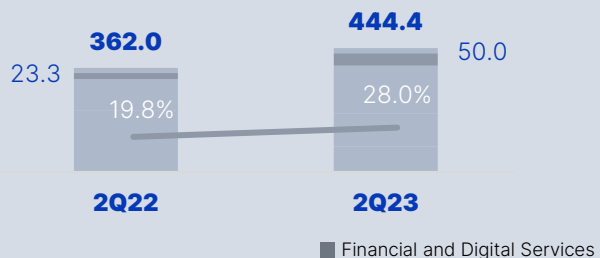
Strategy

- > 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

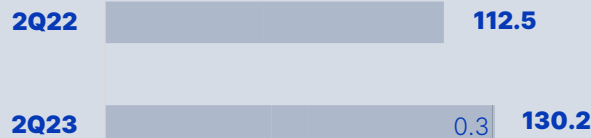
Consolidated Net Revenue (R\$ Million)



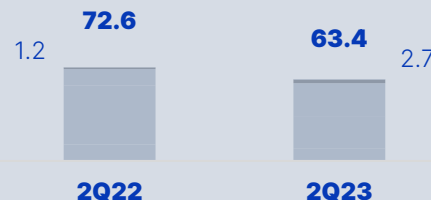
EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



International Market Revenues (US\$ Million)

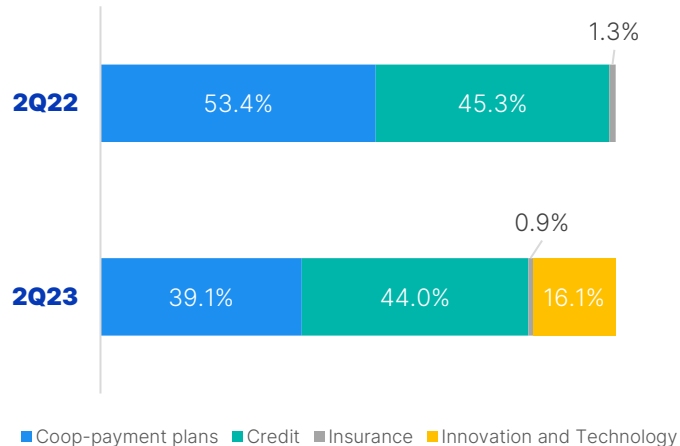


CAPEX (R\$ Million)

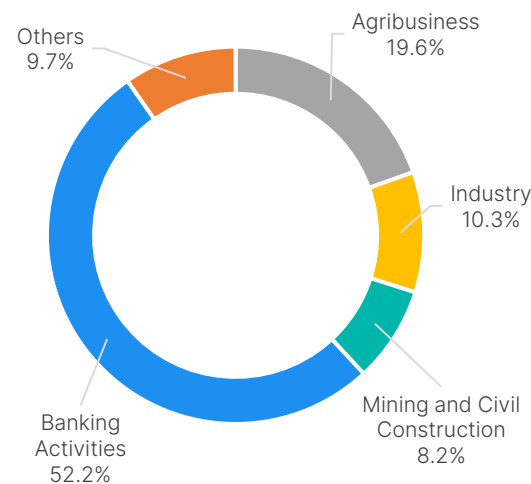


■ Financial and Digital Services ■ Other Verticals

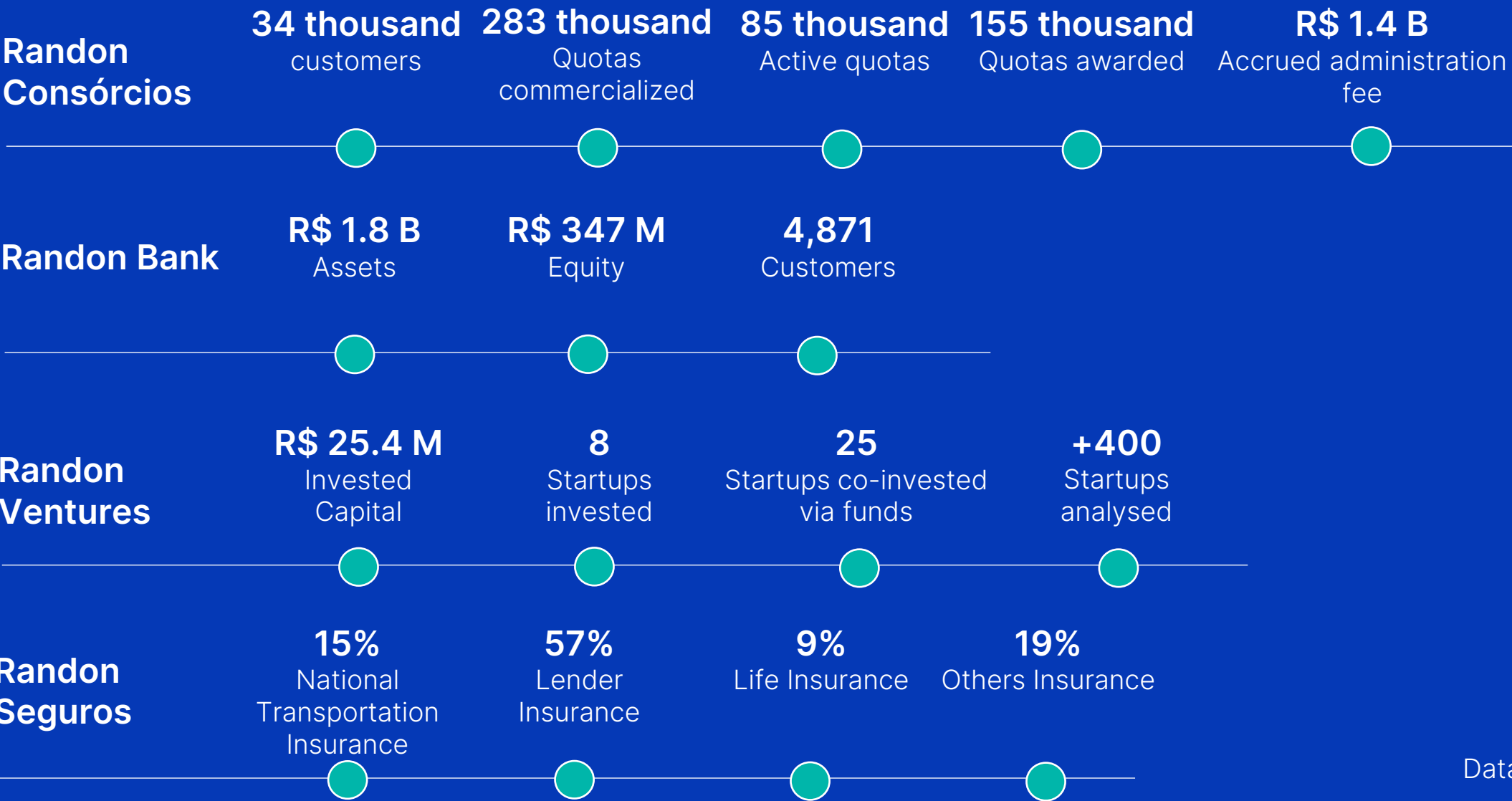
Net Revenue by Product (% o/CNR)



Net Revenue by Segment (% o/CNR) 2Q23



Financial and Digital Services



R Tecnologia Avançada e 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.

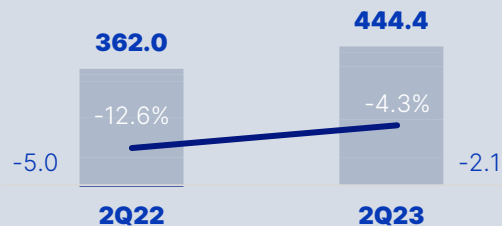
Strategy

- > Expand to new geographies
- > Increase synergies among controlled companies
- > Diversify product portfolio
- > Be at the forefront of technology in the development of sustainable products
- > Develop disruptive products and solutions

Consolidated Net Revenue (R\$ Million)

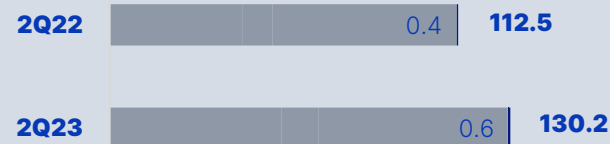


EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

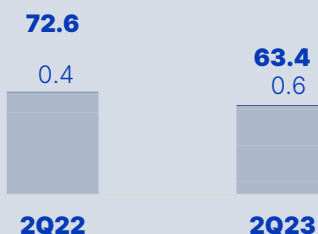


¹ In this graph Advanced Technology's EBITDA disregards the Headquarter's equity income effects, in order to better reflect its operating performance.

International Market Revenue (US\$ Million)

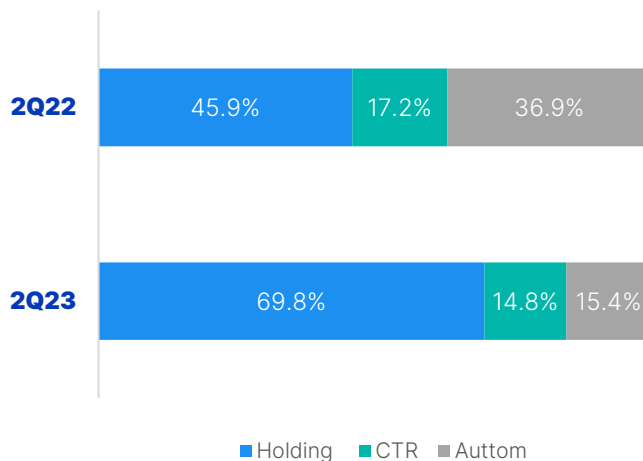


CAPEX (R\$ Million)

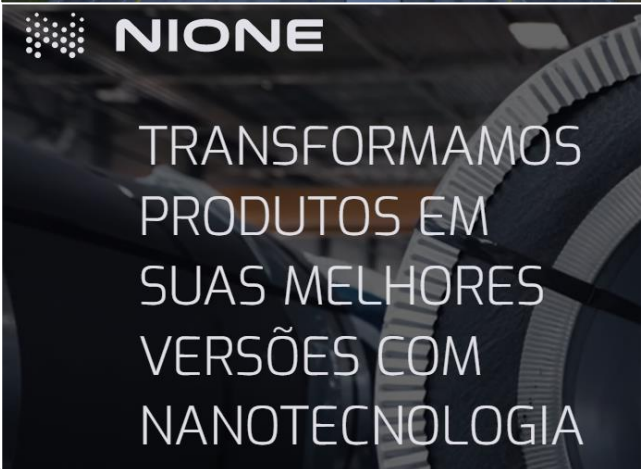
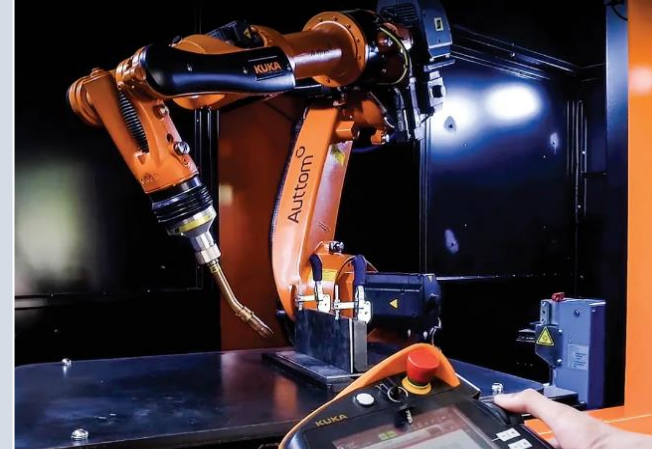
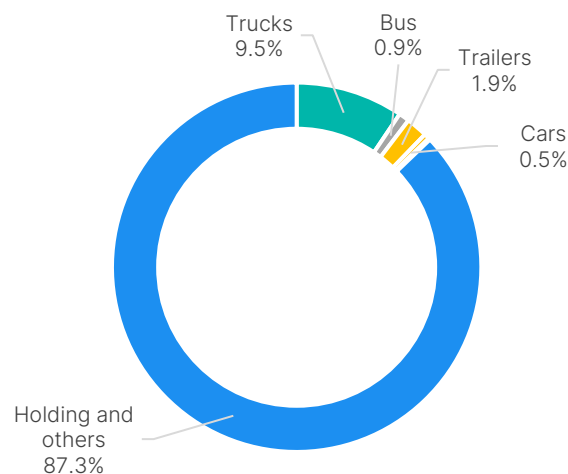


■ Advanced Technology and Headquarter ■ Other Verticals

Net Revenue by Business Unit (% o/CNR)



Net Revenue by Segment (% o/CNR) 2Q23





SUPPORT MATERIAL
2Q23

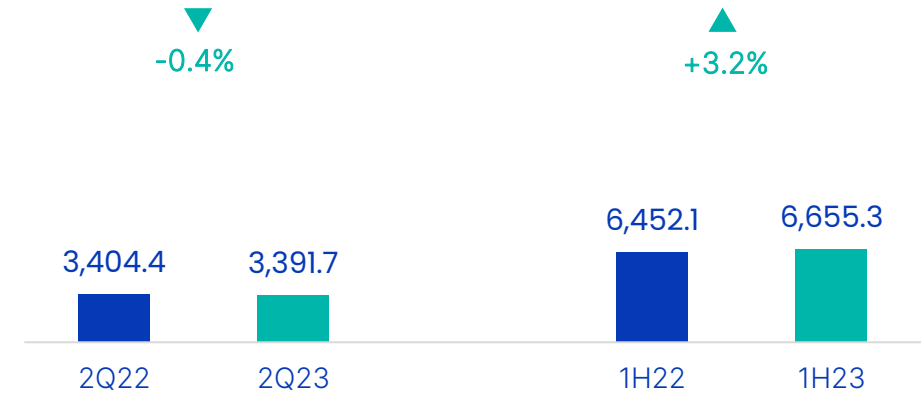
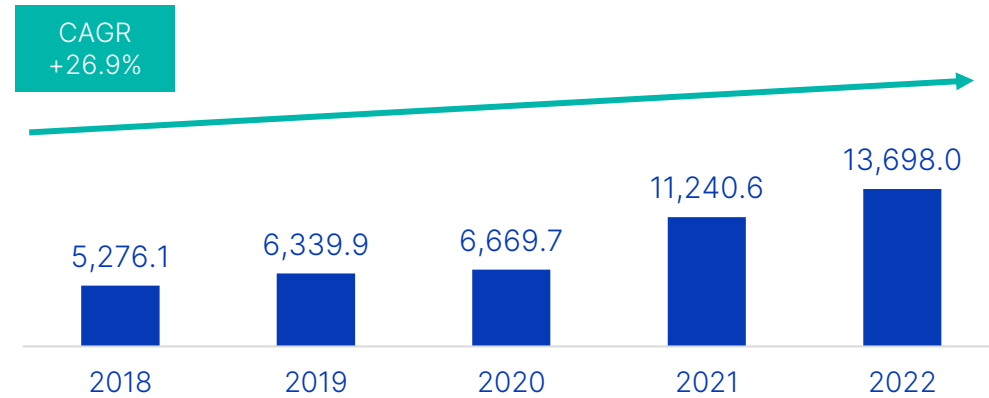
RANDONCORP

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

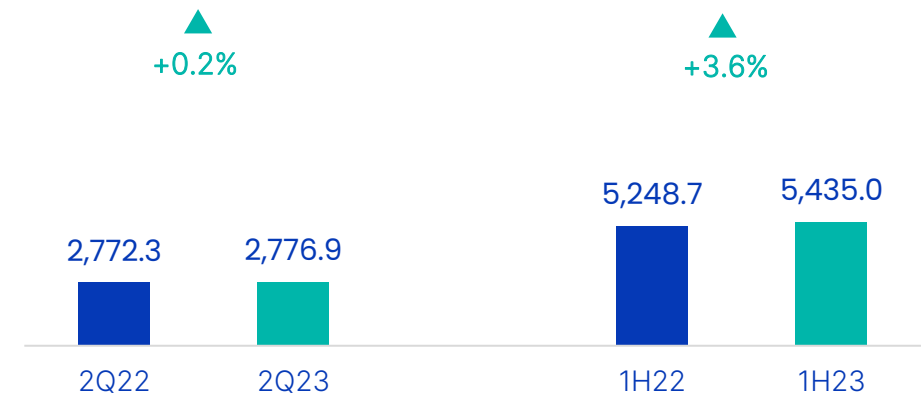
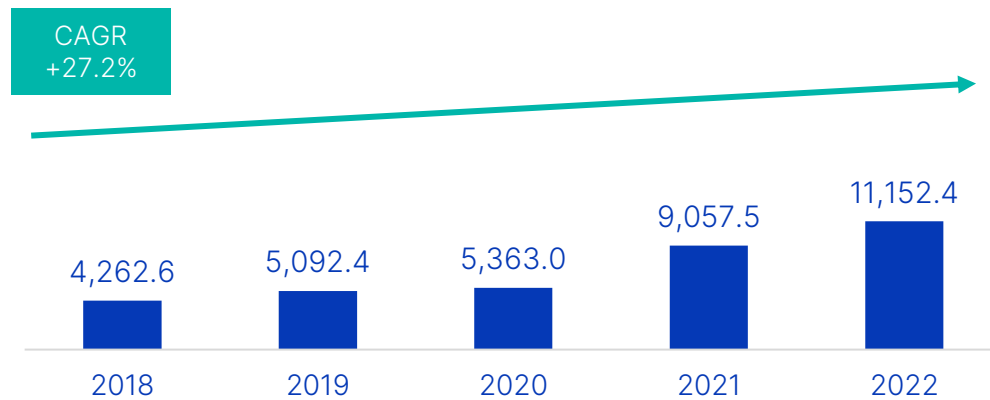
Operating Results

RANDONCORP

Consolidated Gross Revenue | R\$ Million



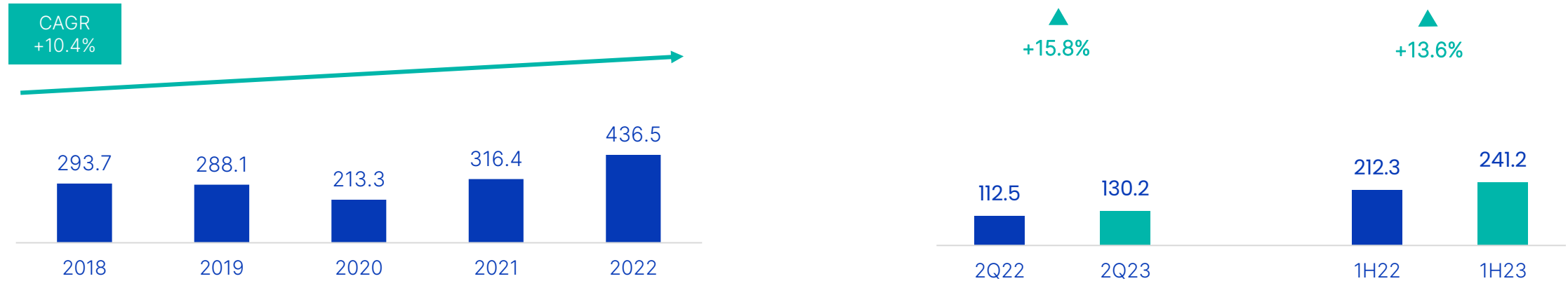
Consolidated Net Revenue | R\$ Million



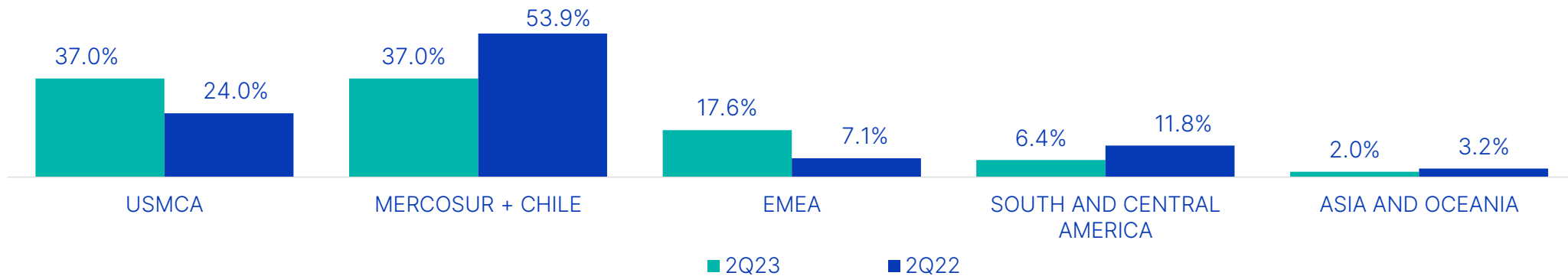
Operating Results

RANDONCORP

International Market Revenues | US\$ Million



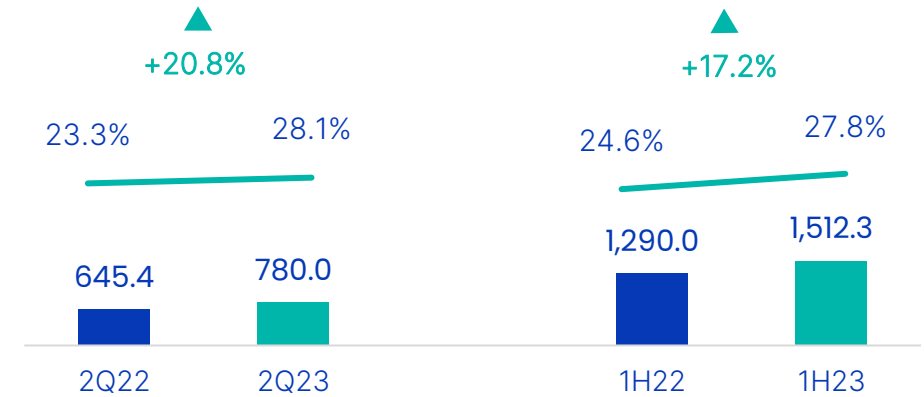
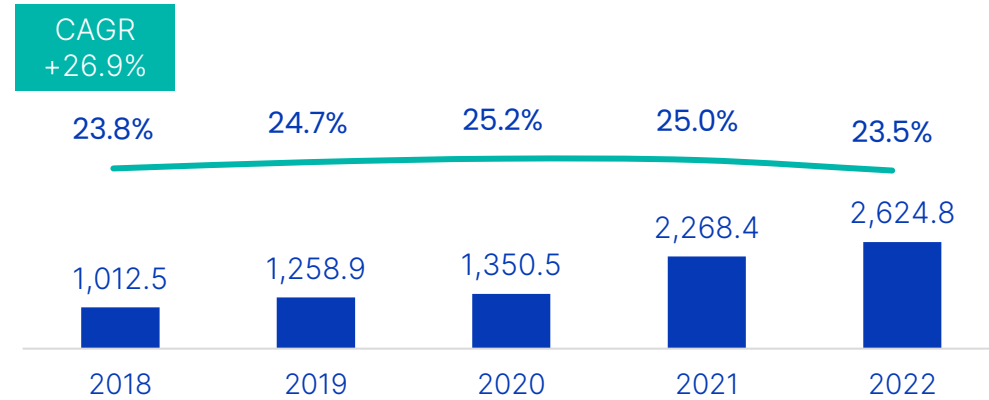
International Market Revenues By Region | US\$ Million



Operating Results

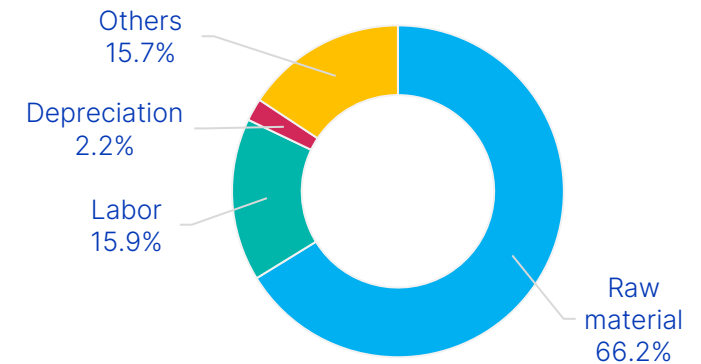
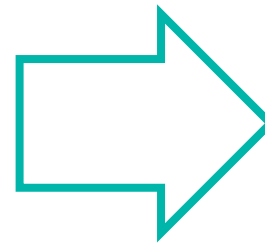
RANDONCORP

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



COGS 2Q23
R\$ 2.0 B
(71.9% s/CNR)

COGS DISTRIBUTION 2Q23¹



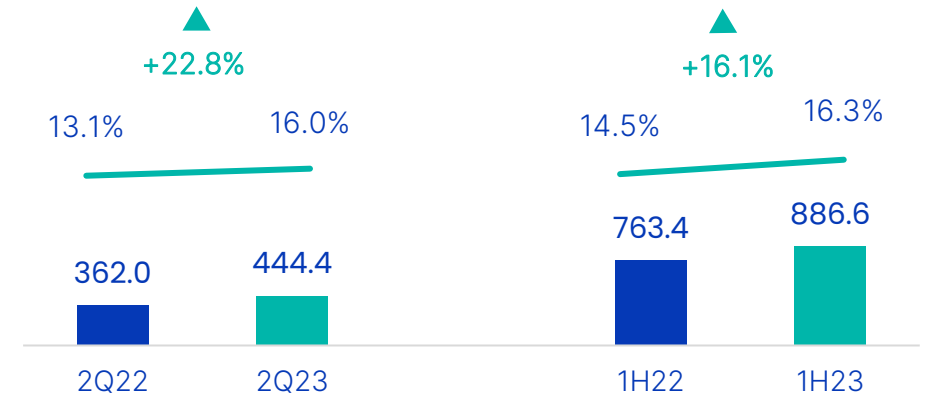
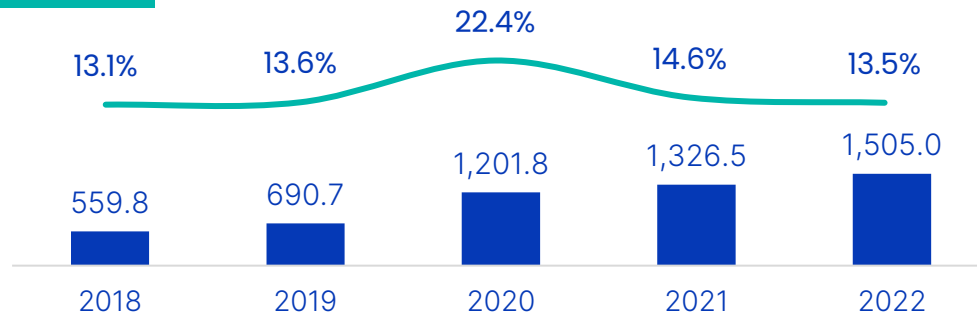
¹ Consolidated Information

Operating Results

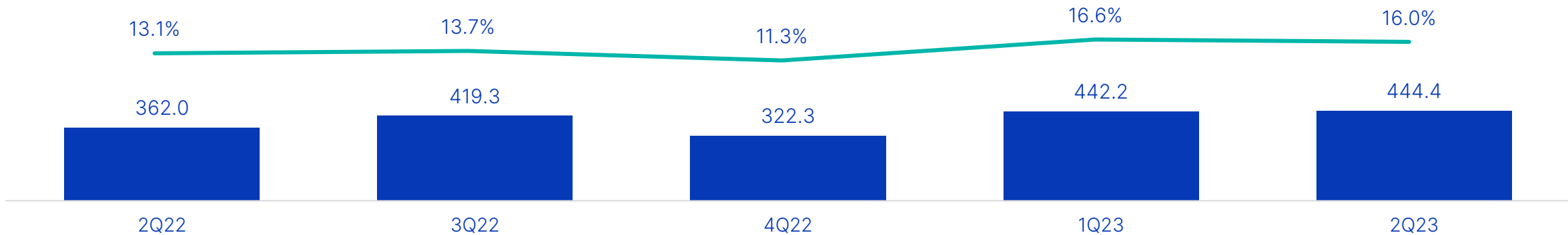
RANDONCORP

EBITDA | EBITDA Margin | R\$ Million | %

CAGR
+28.0%



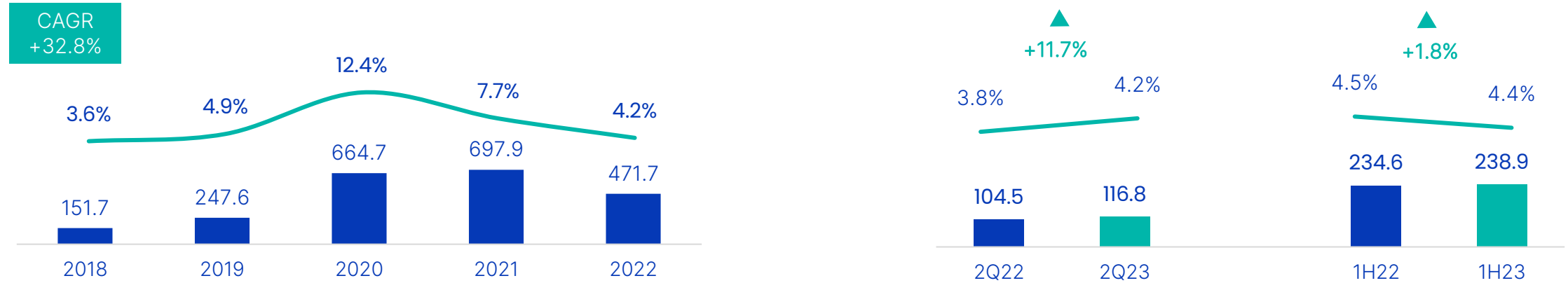
EBITDA | EBITDA Margin Quarterly | R\$ Million | %



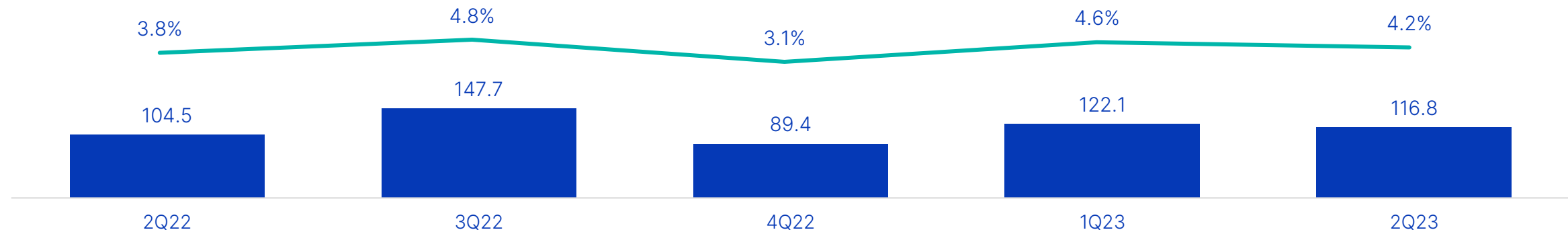
Financial Results

RANDONCORP

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

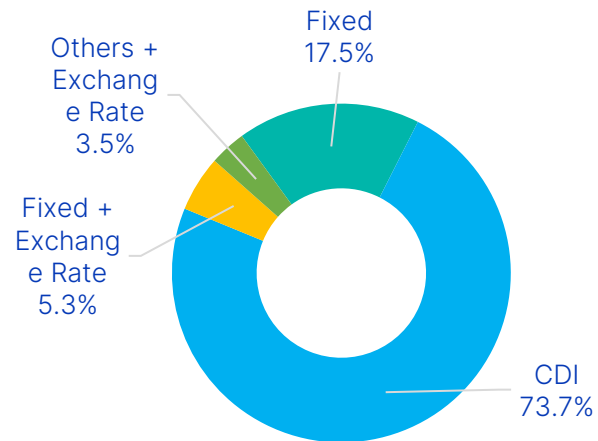


Net Profit | Net Margin Quarterly | R\$ Million | %

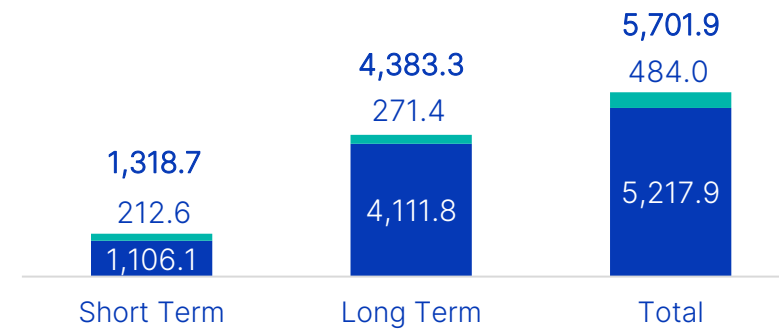


Indebtedness

Debt Indexes



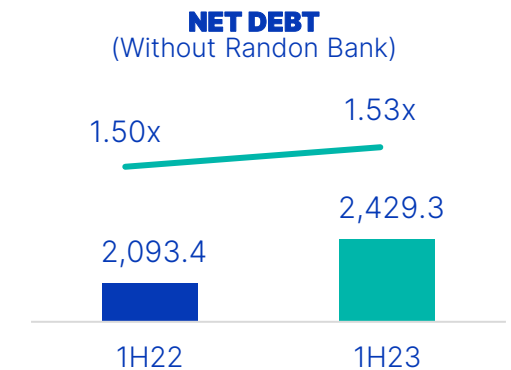
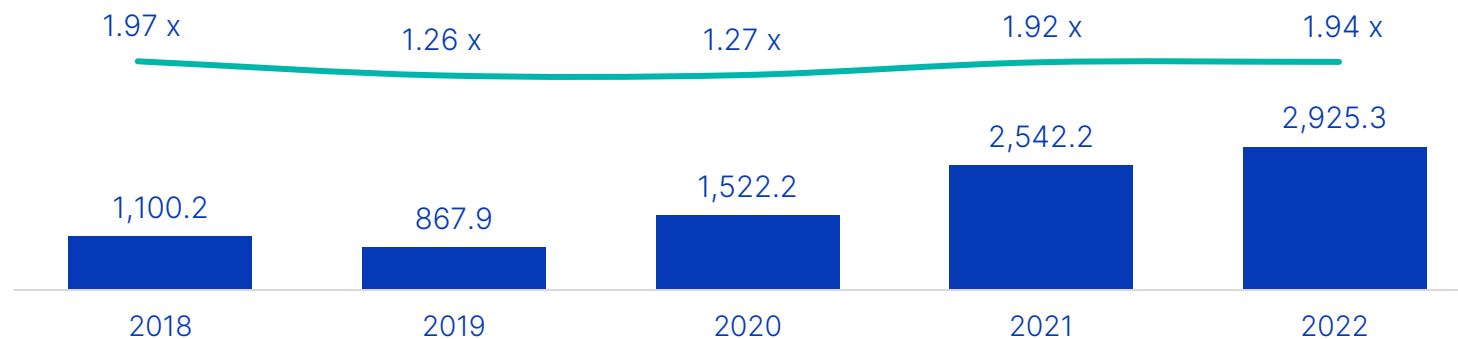
Origin Of Debt Short And Long Term¹ | R\$ Million



■ National Currency ■ Foreign Currency

¹ Does not consider amounts related to business combination

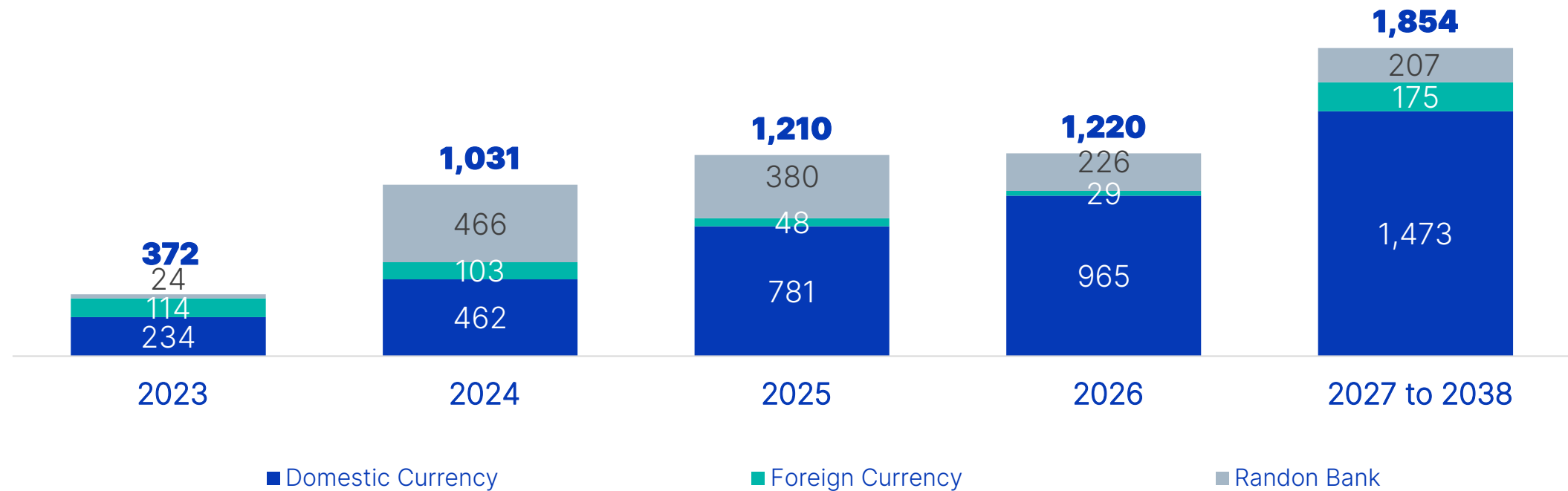
Indebtedness | Net Debt | EBITDA | R\$ Million



Indebtedness

RANDONCORP

Schedule Of Debt Payment | R\$ Million



Quarterly Information

RANDONCORP

	2Q22	3Q22	4Q22	2022	1Q23	2Q23
Net Revenue	3,070.0	3,384.8	3,133.4	12,407.7	2,985.1	3,084.9
% OEM (Trailers)	37.0%	37.4%	38.3%	37.1%	37.6%	36.4%
% Auto Parts	32.4%	33.1%	33.4%	33.4%	27.7%	26.5%
% Motion Control	25.5%	24.3%	23.8%	24.6%	28.1%	29.8%
% Financial and Digital Services	3.8%	4.0%	3.0%	3.6%	5.3%	5.8%
% Advanced Technology and HQ	1.3%	1.2%	1.4%	1.3%	1.3%	1.6%
Consolidated Net Revenue	2,772.3	3,055.8	2,847.9	11,152.4	2,658.2	2,776.9
Consolidated Gross Profit	645.4	742.4	592.3	2,624.8	732.3	780.0
% Gross Margin	23.3%	24.3%	20.8%	23.5%	27.5%	28.1%
EBITDA	362.0	419.3	322.3	1,505.0	442.2	444.4
% EBITDA Margin	13.1%	13.7%	11.3%	13.5%	16.6%	16.0%
Net Income	104.5	147.7	89.4	471.7	122.1	116.8
% Net Margin	3.8%	4.8%	3.1%	4.2%	4.6%	4.2%

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