



# RANDONCORP



Institutional Profile

Building tomorrow

1Q23



# Safe Harbor

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

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
- > Randoncorp is all of us

## Strategic Drivers

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

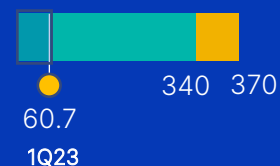
Consolidated Net Revenue  
(R\$ B)



Revenues From International  
Markets (US\$ M)



Investments (R\$ M)



EBITDA Margin (%)



■ Guidance 2023

Data from 1Q2023

IPO

1974

MARKET CAP

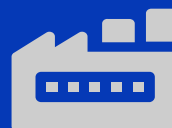
R\$ 2.4  
BILLION

TICKERS

RAPT3  
RAPT4

EMPLOYEES

16,854



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

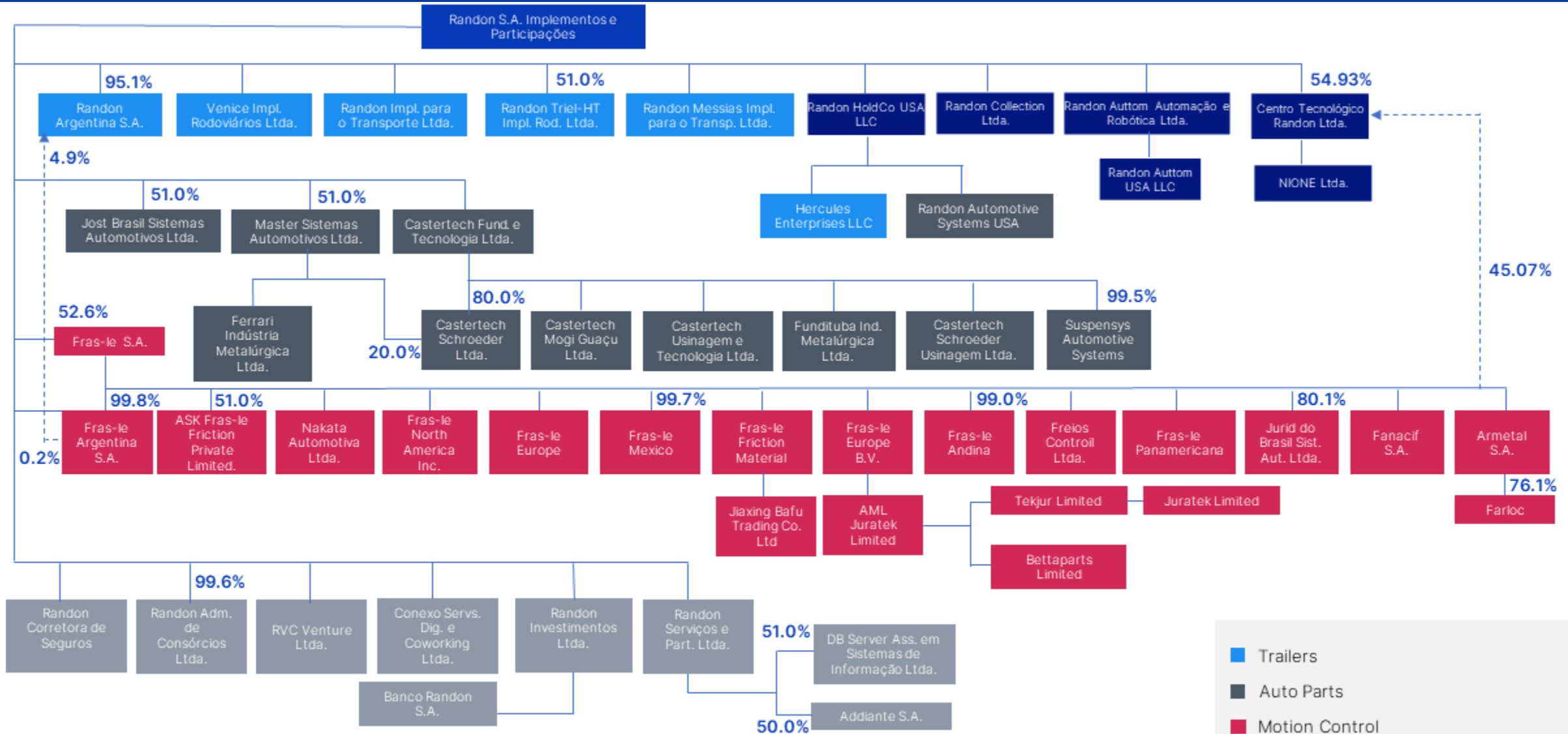
- 📍 Controil
- 📍 Armetal, Farloc e Fanacif
- 📍 ASK Fras-le
- 📍 Fremax
- 📍 Jurid
- 📍 Fras-le Panamericana
- 📍 Randon Chapecó
- 📍 Randon Araraquara
- 📍 Randon Triel-HT
- 📍 Suspensys México
- 📍 Randon Linhares

## 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

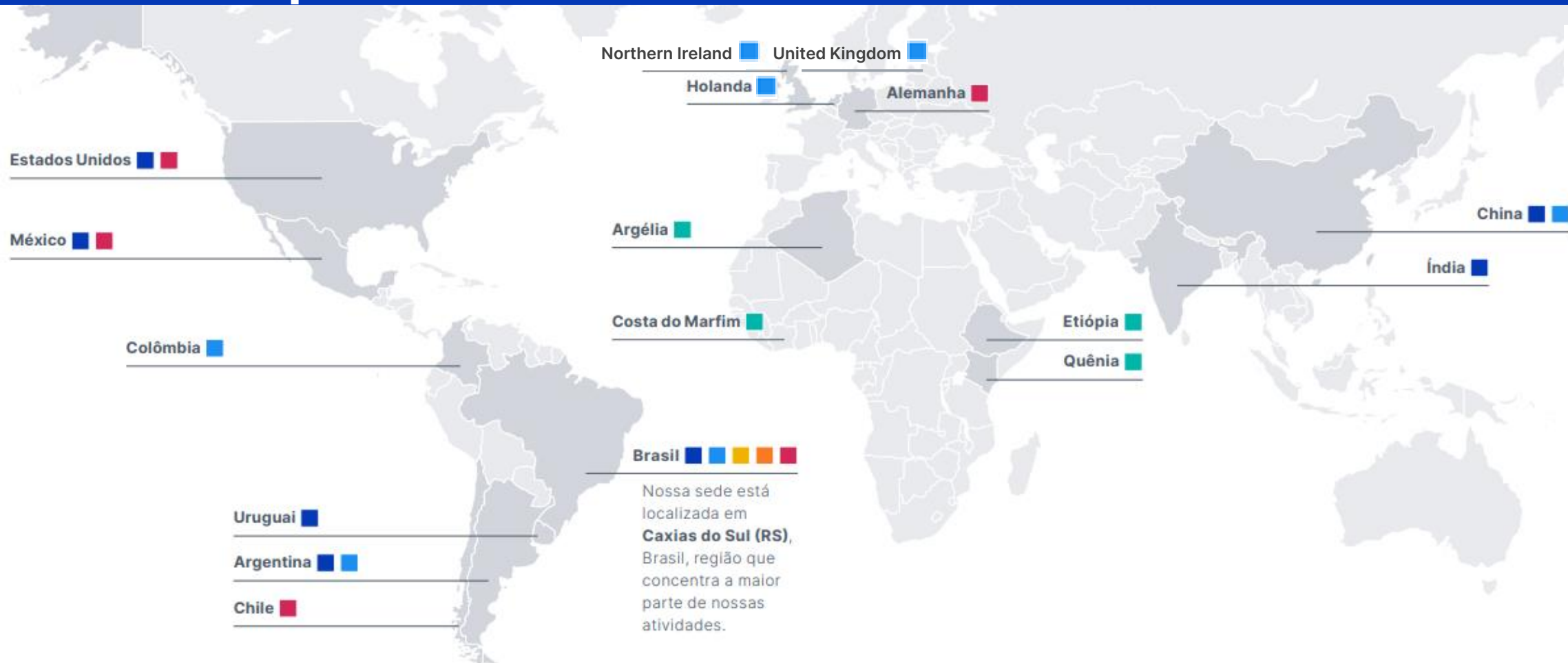
# Corporate Organization Randoncorp

RANDONCORP



Only shares below 100% were indicated.

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



## 32 Industrial Units

24 Brasil  
2 Argentina  
1 China  
2 EUA  
1 Índia  
1 México  
1 Uruguai

## 10 Distribution Centers

2 Brasil  
2 Argentina  
1 China  
1 Colômbia  
1 Holanda  
2 Reino Unido  
1 Northern Ireland

## 4 trailers and CKD units

1 Argélia  
1 Etiópia  
1 Costa do Marfim  
1 Quênia

## 3 technology and innovation centers

3 Brasil

## 7 Financial and Digital Services

7 Brasil

## 6 Sales Office

1 Alemanha  
1 Brasil  
1 Chile  
2 EUA  
1 México



**Leader** in the main  
segments of activity

## Strong brands

**RANDON**

**FRASLE**  
MOBILITY

**JOST**

**MASTER**  
MERCATOR RANDON

**CASTERTECH**

**Suspensys**

**CTR**  
DRIVEN BY INNOVATION

**NIONE**

**Auttom**

CONSÓRCIO  
**RANDON**

BANCO  
**RANDON**

SEGUROS  
**RANDON**

**RANDON**  
VENTURES

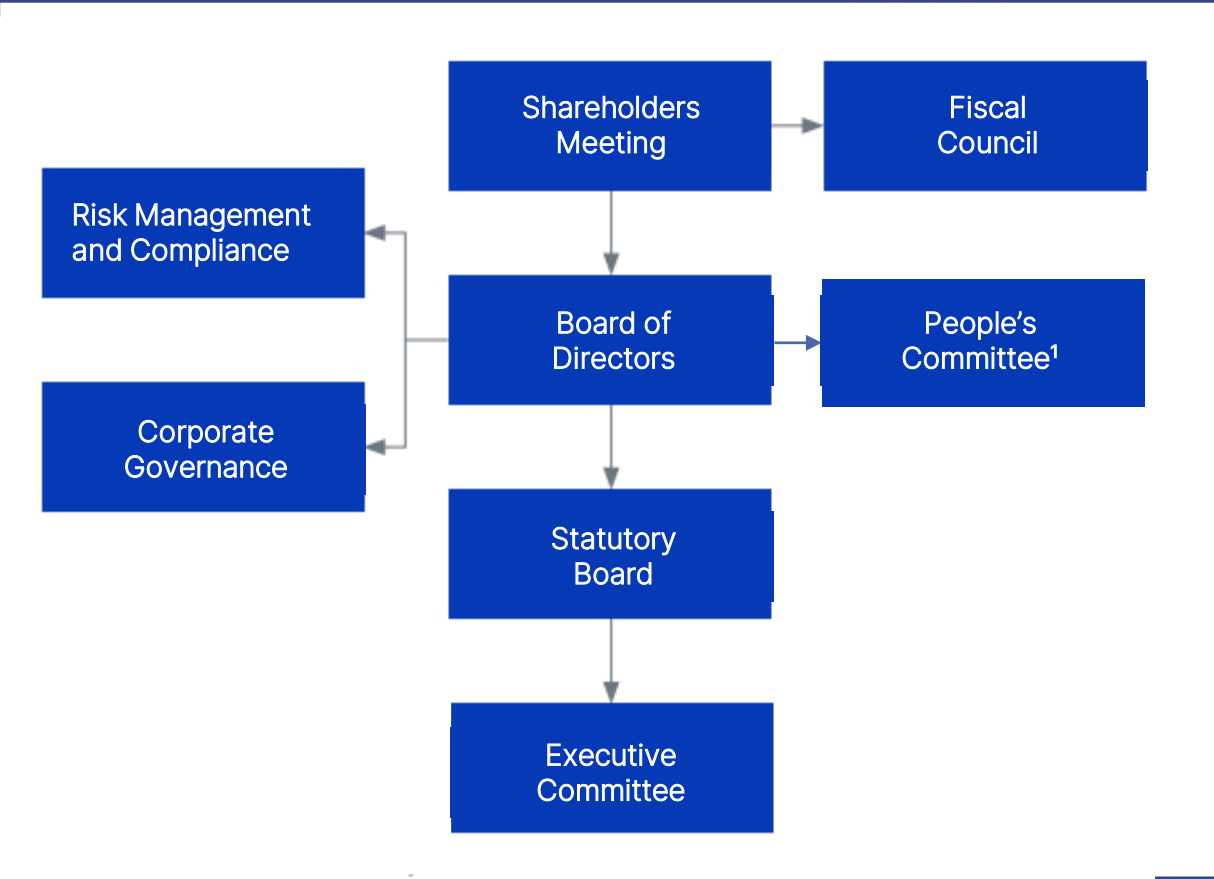
**Addiante**

**CONEX**

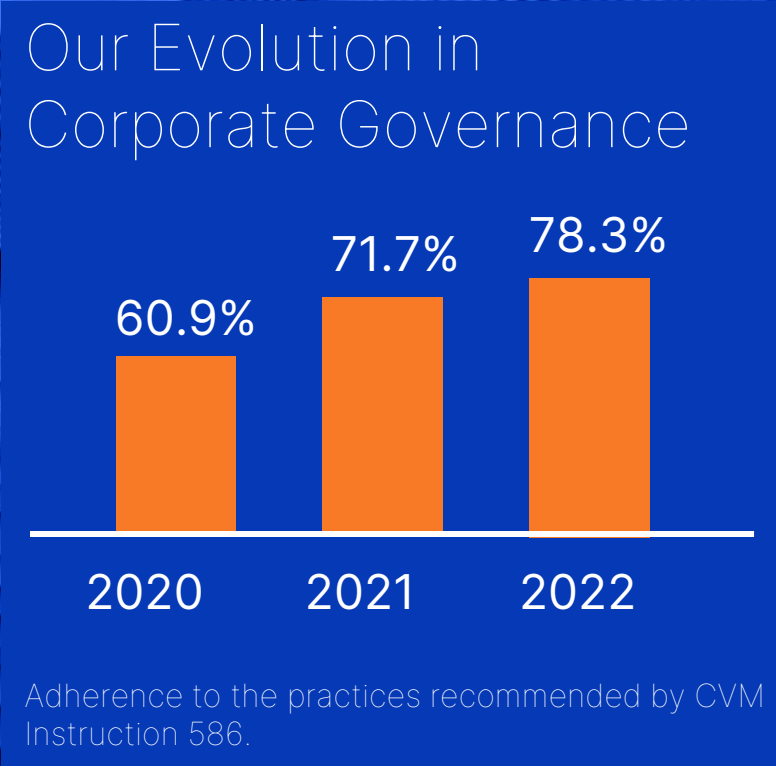
**<db>**



# Governance Structure



<sup>1</sup> 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** - Director
- > **Pedro Ferro Neto** - Director
- > **Vicente F. Assis** - Director

## 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 Trailers



**Anderson Pontalti**  
COO Movement  
Control



**Ricardo Escoboza**  
COO Auto Parts



**César A. Ferreira**  
Superintendent  
Director  
Advanced Tech

■ **Comitê Executivo**

- > **Maria Paula S. Aranha**
- > **Valmir P. Rossi**



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

**RAPT**  
B3 LISTED N1

**IBRA B3**

**IGC B3**

**IGCT B3**

**INDX B3**

**ITAG B3**

**SMLL B3**

**IAGRO-FFS B3**





# 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

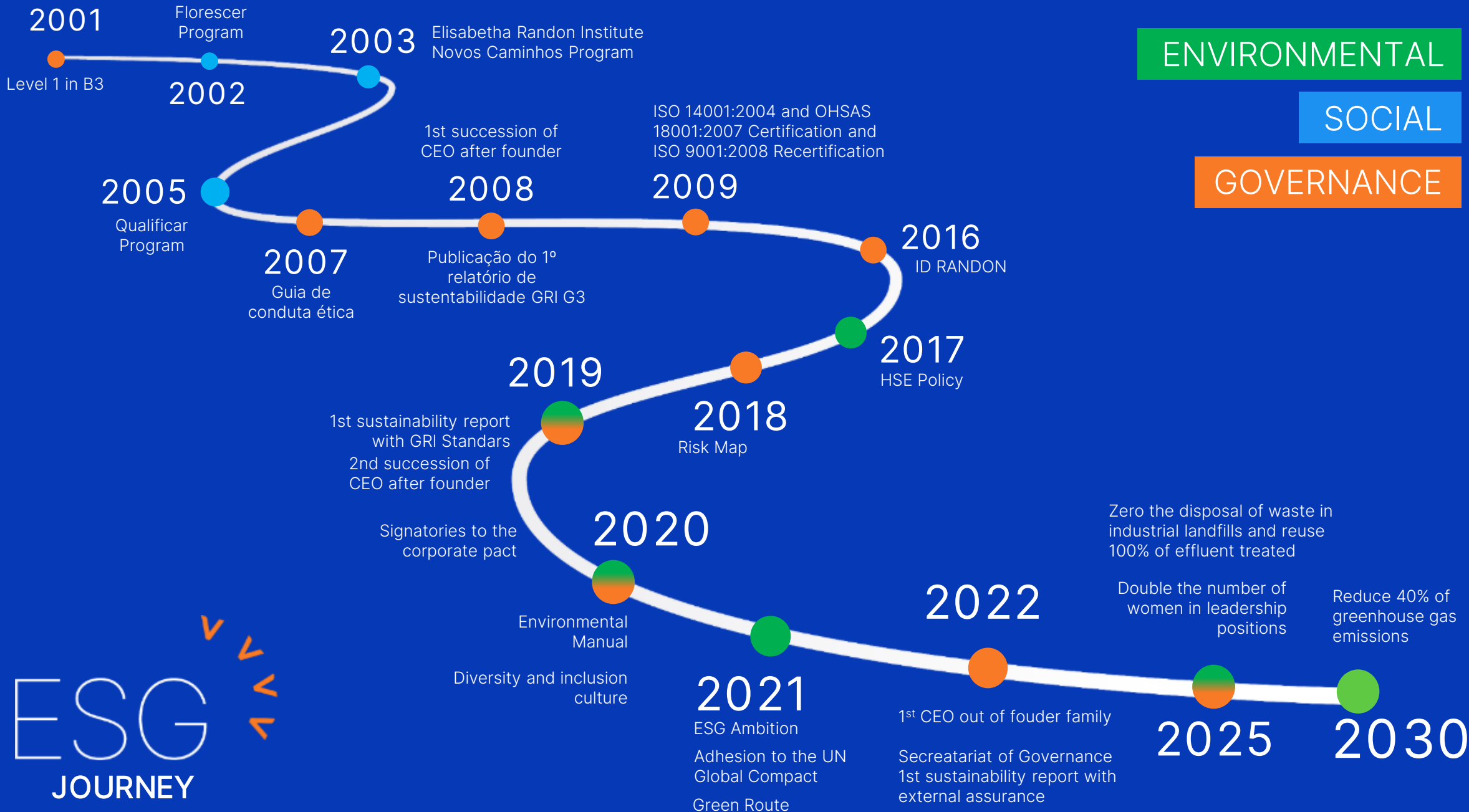


We are signatories to the UN Global Compact.



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.



# Our people

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

**15%**  
of feminine  
leadership in

## 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)

7  Mobility and  
Electrification

10  Embedded  
Electronics

25  Smart  
Materials

Products

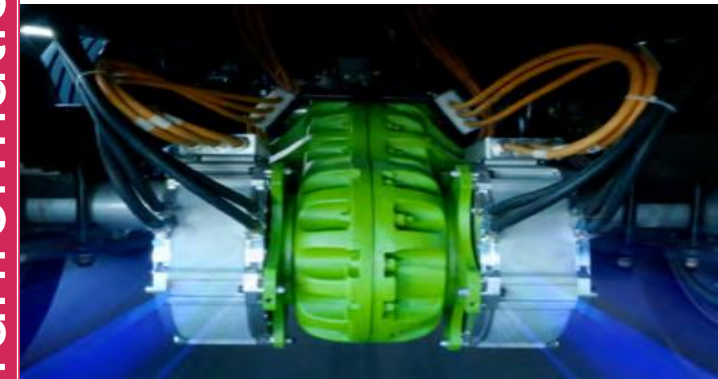
Industrial

Organizational  
Culture

Digital  
Transformation



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

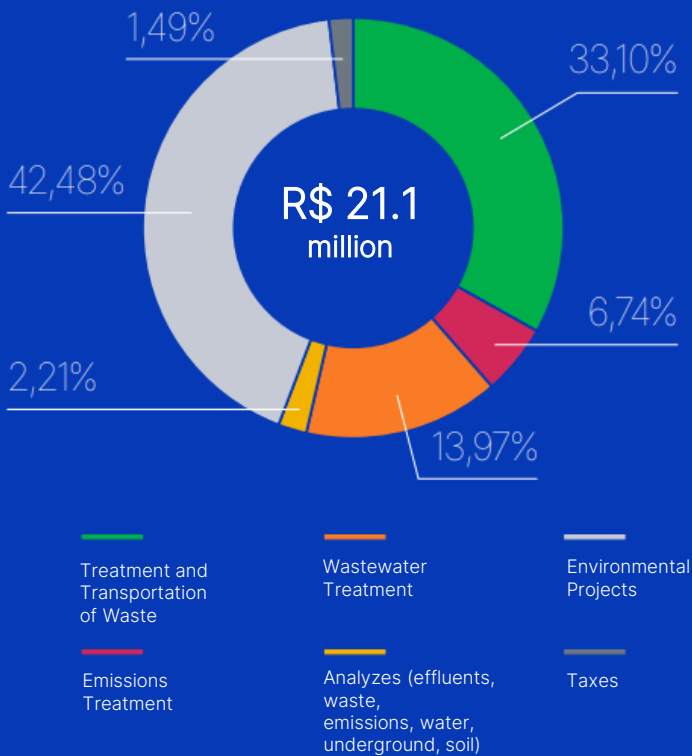




# Commitment to the Environment

RANDONCORP

Investments in environmental management initiatives



## Main Projects

Renewable Energies, carbon footprint and effluents reuse.



Our program of commitment to the environment

## Pillars of Green Route Program



### Sustainable Environmental Development

More responsible economic growth and consumption



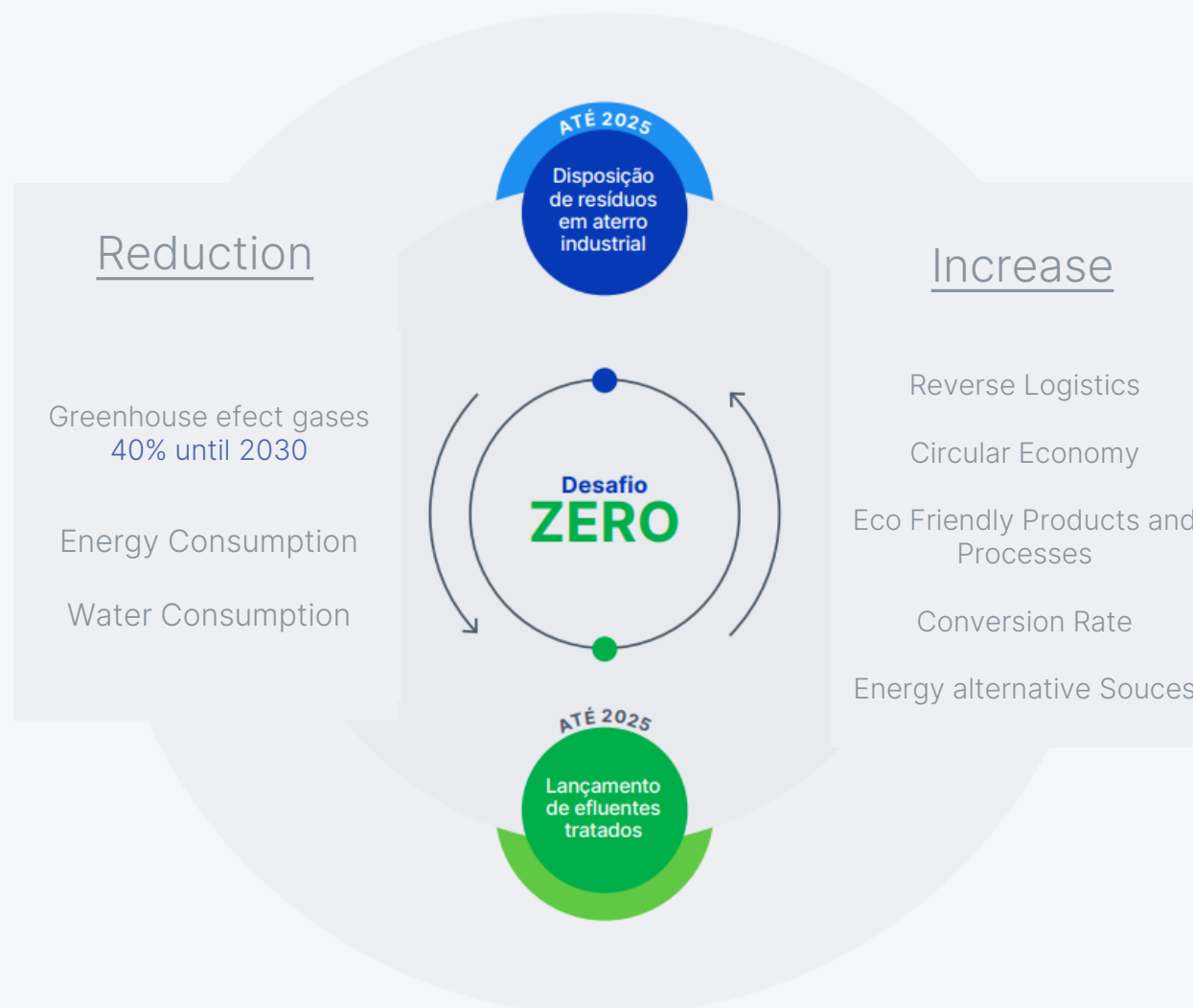
### Environmental technologies and innovation

results in operational efficiency, with better use of inputs and raw materials and reduced waste



### Environmental Responsibility

culture of prevention and support for 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

Data from 2022.





# Consolidated Results

Economic Highlights	1Q23	1Q22	Δ%	4Q22	Δ%
Consolidated Gross Revenue	3,263,661	3,047,646	7.1%	3,501,850	-6.8%
Consolidated Net Revenue	2,658,168	2,476,347	7.3%	2,847,923	-6.7%
International Market Revenues US\$ <sup>1</sup>	110,970	99,856	11.1%	102,646	8.1%
Consolidated Gross Profit	732,308	644,575	13.6%	592,344	23.6%
Gross Margin (%)	27.5%	26.0%	152 bps	20.8%	675 bps
Consolidated EBITDA	442,164	401,350	10.2%	322,336	37.2%
EBITDA Margin (%)	16.6%	16.2%	43 bps	11.3%	532 bps
Adjusted EBITDA	442,164	401,350	10.2%	327,815	34.9%
Adjusted EBITDA Margin (%)	16.6%	16.2%	43 bps	11.5%	512 bps
Consolidated Net Profit	122,108	130,074	-6.1%	89,440	36.5%
Net Margin (%)	4.6%	5.3%	-66 bps	3.1%	145 bps
Earnings per share R\$	0.37	0.39	-5.8%	0.27	36.5%

Financial Highlights	1Q23	1Q22	Δ%	4Q22	Δ%
Equity	2,846,864	2,624,877	8.5%	2,744,765	3.7%
Investments <sup>2</sup>	316,105	149,789	111.0%	492,758	-35.8%
Net Debt	3,968,307	3,129,358	26.8%	2,925,301	35.7%
Net Debt (Without Randon Bank)	2,538,871	2,148,298	18.2%	1,594,320	59.2%
Leverage	2.57 x	2.27 x	13.1%	1.94 x	32.1%
Leverage (Without Randon Bank)	1.68 x	1.58 x	6.0%	1.08 x	55.4%
ROE (last 12 months)	16.9%	27.5%	-1059 bps	18.7%	-181 bps
ROIC (last 12 months)	12.0%	12.1%	-12 bps	14.8%	-276 bps

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

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

Capital Market	03/31/2023	03/31/2022	Δ%	12/31/2022	Δ%
RAPT4 Closure Quote <sup>1</sup>	7.51	9.84	-23.7%	8.21	-8.5%
RAPT3 Closure Quote <sup>1</sup>	7.07	9.88	-28.4%	7.99	-11.5%
RAPT4 Total Shares <sup>2</sup>	212,815	212,815	0.0%	212,815	0.0%
RAPT3 Total Shares <sup>2</sup>	116,516	116,516	0.0%	116,516	0.0%
Market Cap <sup>3</sup>	2,414,218	3,245,273	-25.6%	2,669,657	-9.6%
RAPT4 Treasury Shares <sup>2</sup>	1,037	-	-	1,037	0.0%
Price Over Book Value <sup>1</sup>	12.11	10.28	17.8%	11.64	4.0%

<sup>1</sup> Values in R\$ and adjusted to dividends and interest on equity paid

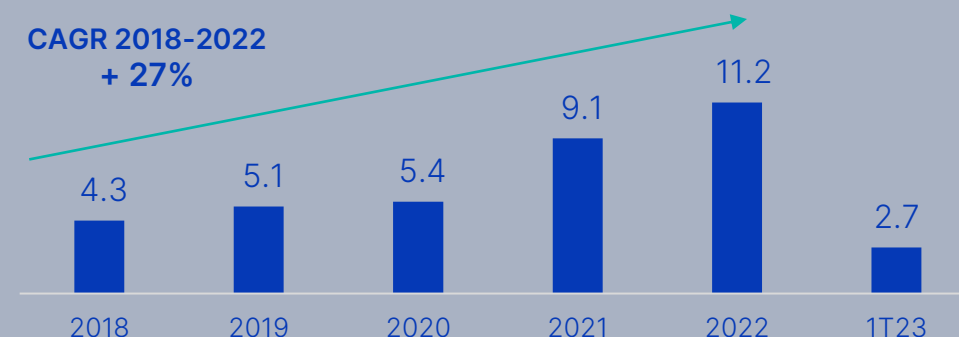
<sup>2</sup> Values in Thousands

<sup>3</sup> Values in R\$ Thousands

## Consolidated Net Revenue (R\$ B)

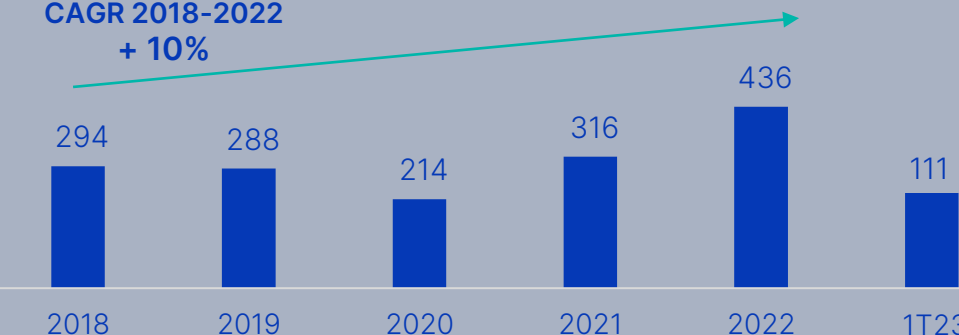
RANDONCORP

CAGR 2018-2022  
+ 27%

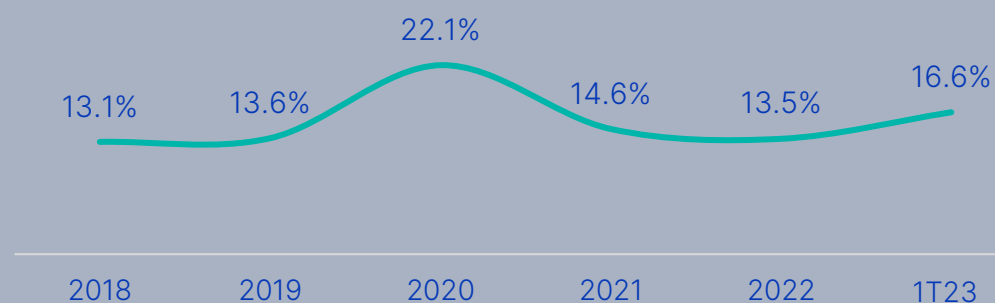


## Consolidated Foreign Market Revenues (US\$ M)

CAGR 2018-2022  
+ 10%



## Consolidated EBITDA Margin (%)





# Market Overview

		1Q23	1Q22	Δ%	4Q22	Δ%
Production	Trucks <sup>1</sup>	24,497	34,383	-28.8%	45,141	-45.7%
	Trailers <sup>3</sup>	22,195	20,453	8.5%	22,089	0.5%
Brazil Sales	Trucks <sup>1</sup>	28,616	26,852	6.6%	33,480	-14.5%
	Trailers <sup>2</sup>	20,890	19,319	8.1%	20,450	2.2%
Exports	Trucks <sup>1</sup>	4,468	4,685	-4.6%	7,478	-40.3%
	Trailers <sup>3</sup>	1,305	1,134	15.1%	1,639	-20.4%

<sup>1</sup> Anfavea

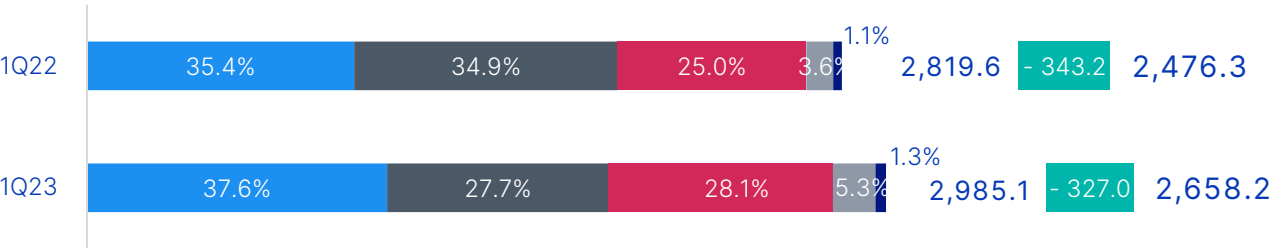
<sup>2</sup> Anfir

<sup>3</sup> Anfir + Aliceweb

Volumes in units

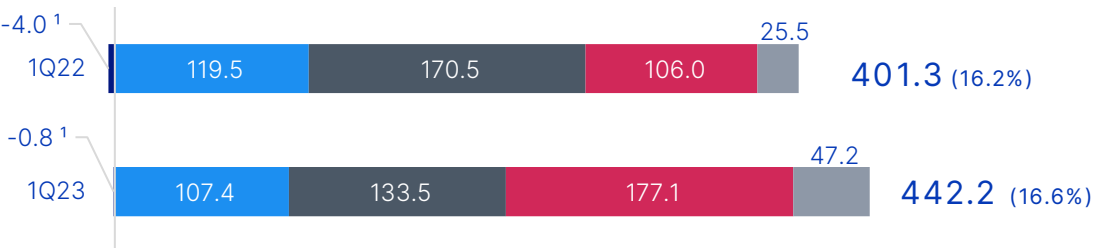
# Consolidated Results

## Consolidated Net Revenue

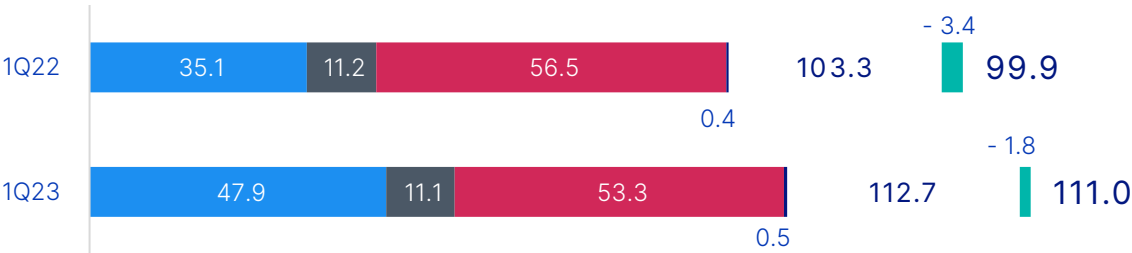


## EBITDA and EBITDA Margin

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

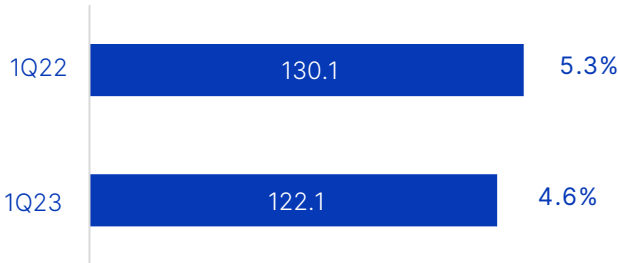


## International Market Revenue



## Net Income and Net Margin<sup>2</sup>

<sup>2</sup> The net income is presented Only on a consolidated basis.

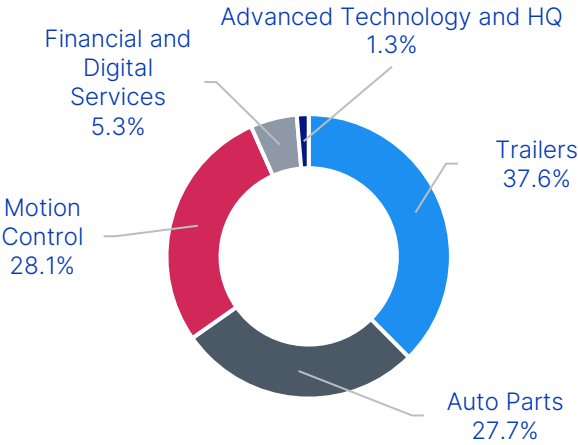


Legend: Trailers Auto Parts Motion Control Financial and Digital Services Advanced Technology and Headquarter Intercompany Sales

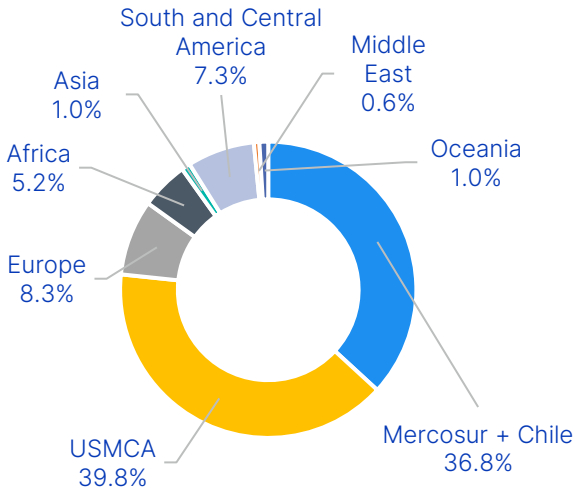


# Diversified Business Model | 1Q23

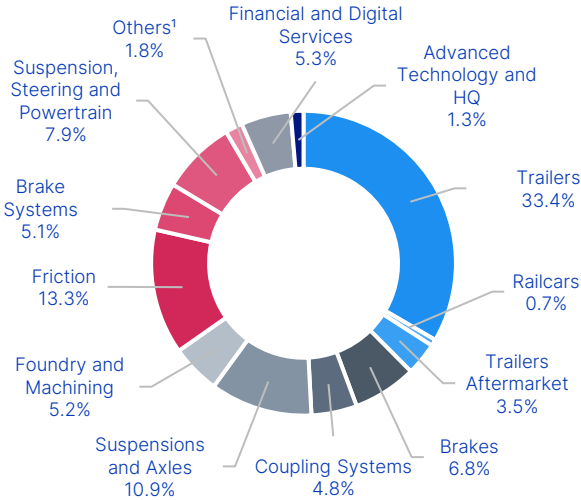
% Net Revenue By Business Vertical



% International Market Revenues  
By Region

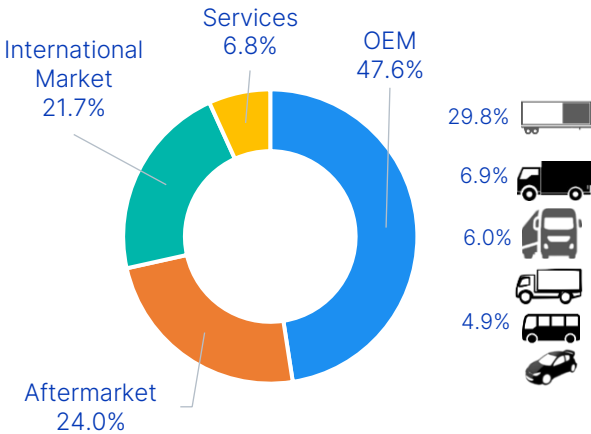


% Net Revenue By Product



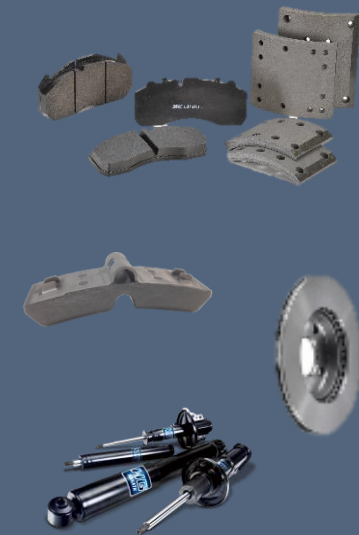







<sup>1</sup> For a breakdown of the other line, see Appendix IV of the Fras-le Earnings Release

% Net Revenue By Segment



# Diversified Business

Trailers	Auto Parts	Motion Control	Financial and Digital Services	Advanced Technology
<p><b>RANDON</b></p> 	<p><b>Suspensys<sup>®</sup></b></p> <p><b>JOST</b></p> <p><b>MASTER</b> <small>MERITOR RANDON</small></p> <p><b>CASTERTECH</b></p> 	<p><b>FRASLE</b> <small>MOBILITY</small></p> 	<p>CONSÓRCIO  <b>RANDON</b></p> <p>BANCO  <b>RANDON</b></p> <p>SEGUROS  <b>RANDON</b></p> <p><b>(ONEX)</b></p> <p><b>RANDON</b> <b>VENTURES</b></p> <p><b>Addiante<sup>»</sup></b></p> <p><b>&lt;db&gt;</b></p>	<p> <b>NIONE</b></p> <p><b>ETR</b> <small>DRIVEN BY INNOVATION</small></p> <p><b>Auttom<sup>o</sup></b></p> <p> <b>IHR</b> <small>Instituto Hercílio Randon Ciência e Tecnologia</small></p>





# 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.

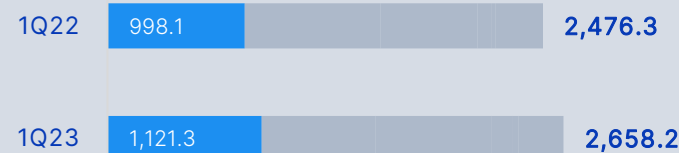
## Customer Base

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

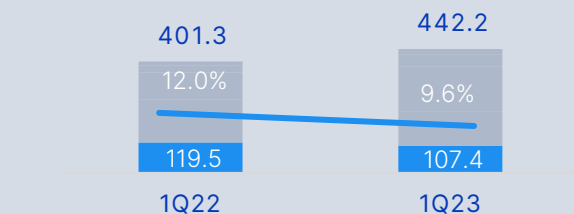
## Strategy

- > 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

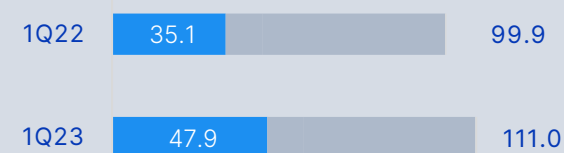
## Consolidated Net Revenue (R\$ Million)



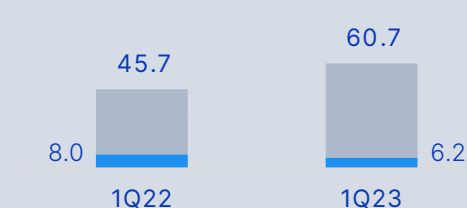
## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



## International Market Revenues (US\$ Million)

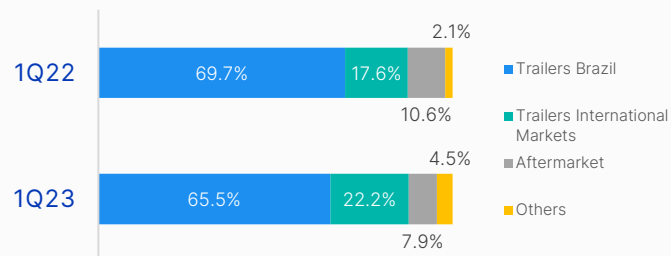


## CAPEX (R\$ Million)

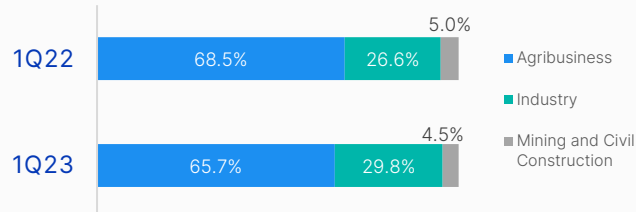


Trailers Others Verticals

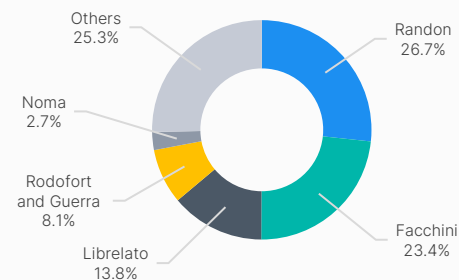
## Net Revenue by Product (% o/CNR)



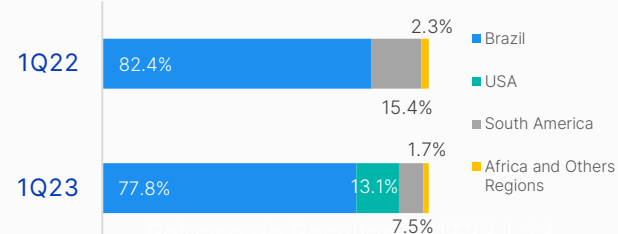
## Sector Exposure (% o/delivers)



## Quarterly Market Share (%)



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



# R Trailers

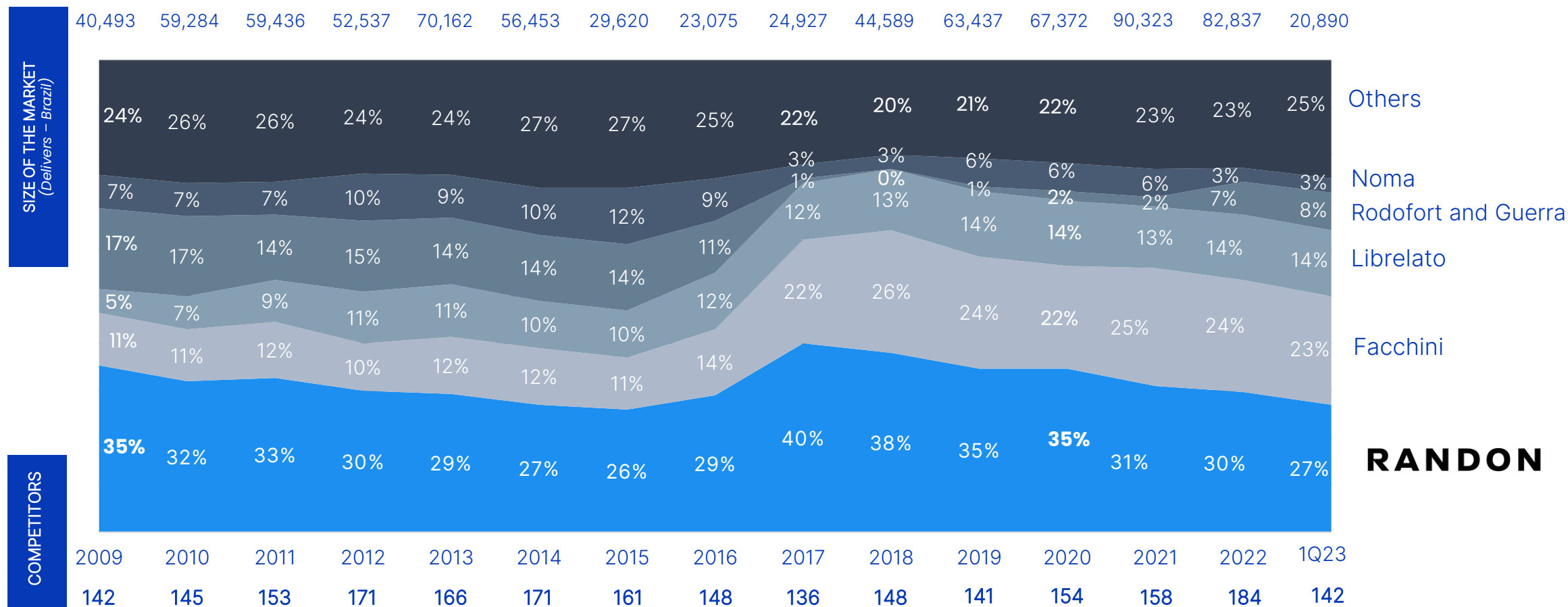
## Volumes and Net Revenue

Distribution of Net Revenue	1Q23		1Q22			4Q22		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units
Trailers Brazil (un.)	5,708	757,094	5,621	701,781	1.5%	6,461	812,248	-11.7%
Trailers United States <sup>1</sup>	1,771	155,832	-	-	-	1,148	103,643	54.3%
Trailers Others Geographies (un.)	471	83,881	1,240	176,140	-62.0%	851	140,786	-44.7%
Railcars (un.)	46	20,623	27	14,072	70.4%	100	49,909	-54.0%
Aftermarket	-	103,875	-	106,107	-	-	94,795	-

<sup>1</sup> 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.

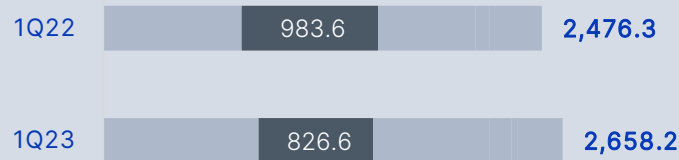
**Coverage**  
12 industrial units, being 11 in Brazil and 1 abroad.

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

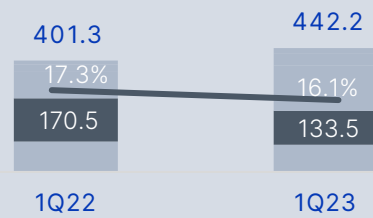
**Customer Base**  
Main global OEMs (trucks and buses), trailer manufacturers, aftermarket, and farming product manufacturers.

- 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

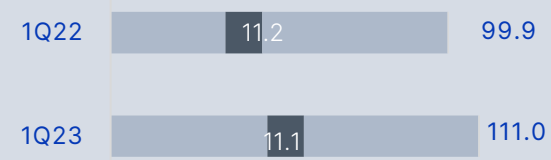
Consolidated Net Revenue  
(R\$ Million)



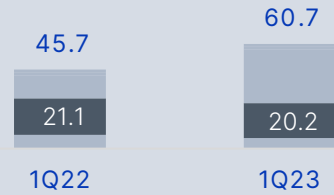
EBITDA | EBITDA Margin  
(R\$ Million) | % o/CNR



International Market Revenues  
(US\$ Million)

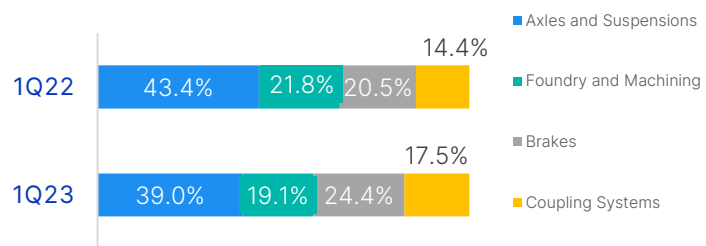


CAPEX  
(R\$ Million)

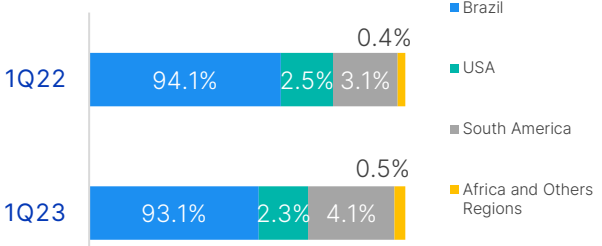


■ Auto Parts ■ Others Verticals

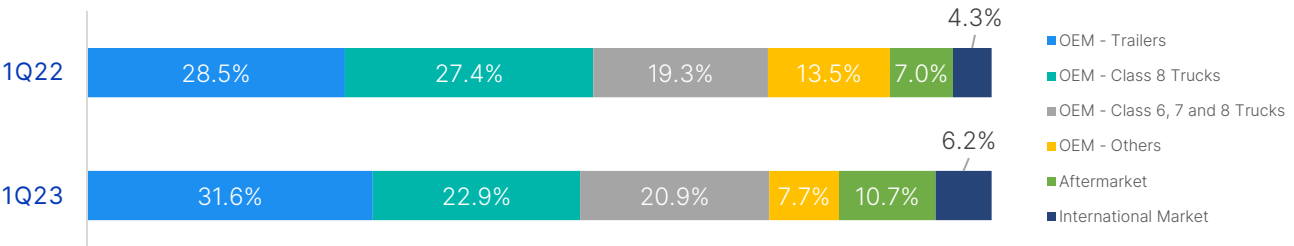
Net Revenue by Product  
(% o/CNR)



Net Revenue by Region  
(% o/CNR)



Net Revenue by Segment  
(% o/CNR)

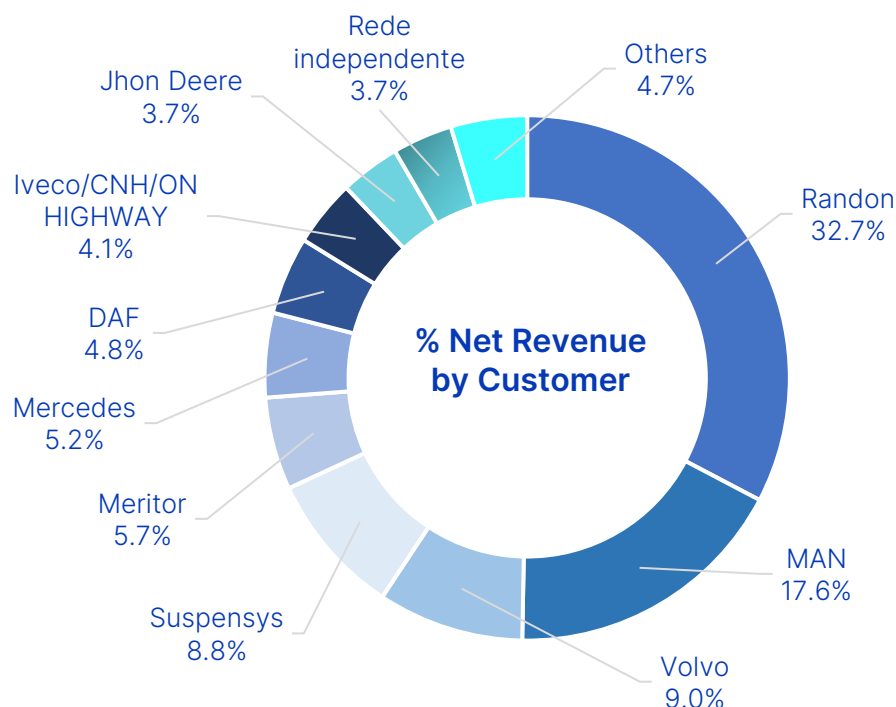


# R Auto Parts

## Volumes and Net Revenue

Distribution of Net Revenue	1Q23		1Q22		Δ% Units	4Q22		Δ% Units
	Units	Revenue	Units	Revenue		Units	Revenue	
Brakes (units)	202,627	202,097	245,526	201,283	-17.5%	231,159	231,815	-12.3%
Coupling Systems (units)	33,526	144,256	34,426	141,493	-2.6%	32,637	168,548	2.7%
Axles and Suspensions (units)	39,884	324,101	48,638	426,702	-18.0%	45,650	429,708	-12.6%
Foundry and Machining (Tons)	21,357	156,161	26,659	214,162	-19.9%	27,478	216,833	-22.3%

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

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

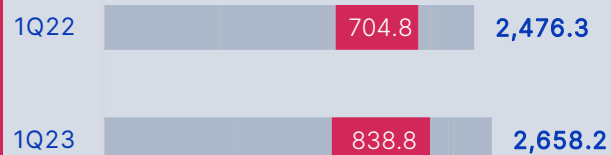
## Customer Base

OEMs, distributors and auto parts retailers.

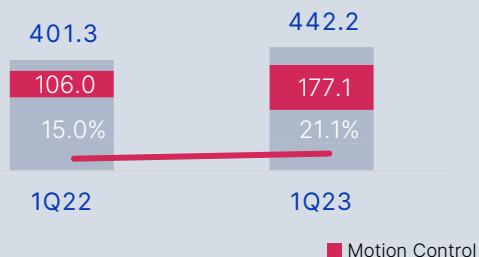
## Strategy

- > 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

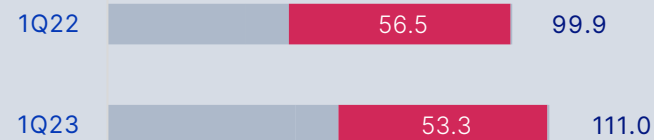
## Consolidated Net Revenue (R\$ Million)



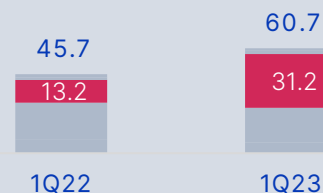
## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



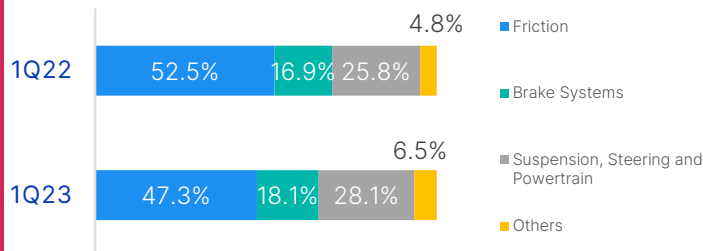
## International Market Revenues (US\$ Million)



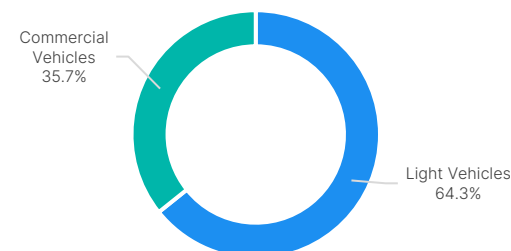
## CAPEX (R\$ Million)



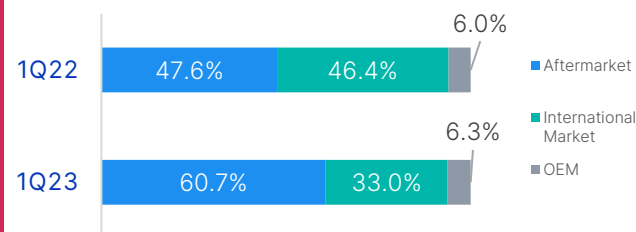
## Net Revenue by Product (% o/CNR)



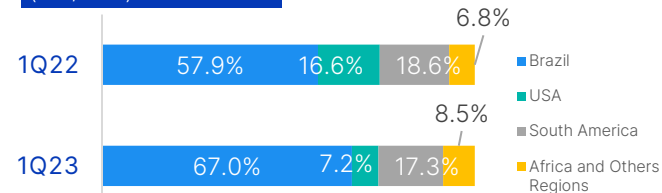
## Net Revenue by Vehicle Type (% o/CNR) 1Q23



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



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







# Motion Control

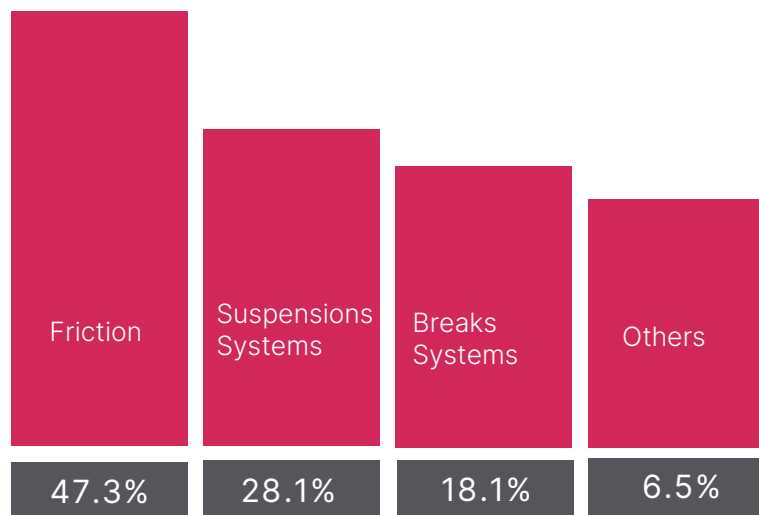
## Volumes and Net Revenue

Distribution of Net Revenue	1Q23		1Q22		Δ% Units	4Q22		
	Units	Revenue	Units	Revenue		Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	24,775	396,978	23,822	370,062	4.0%	25,231	357,927	-1.8%
Comp. for the Braking Systems (Thousand/un.)	2,151	151,683	2,097	118,794	2.5%	2,200	158,167	-2.3%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,677	235,557	3,973	181,833	17.7%	4,032	201,223	16.0%
Others <sup>1</sup>	-	54,556	-	34,133	-	-	29,510	-

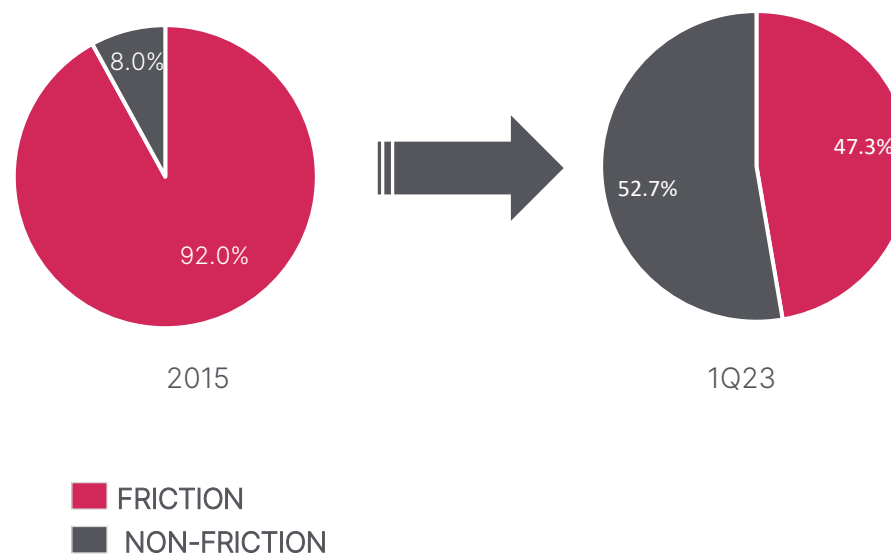
<sup>1</sup> For the opening of the Others line, see attachment IV of the Fras-le Release

Values in R\$ Thousands, except when indicated otherwise

## Breakdown of Revenues by Product



## Revenues Evolution



# R Financial and Digital Services

**Portfolio**  
Coop-payment plans, credit, insurance, and investment in startups, leasing and SaaS.

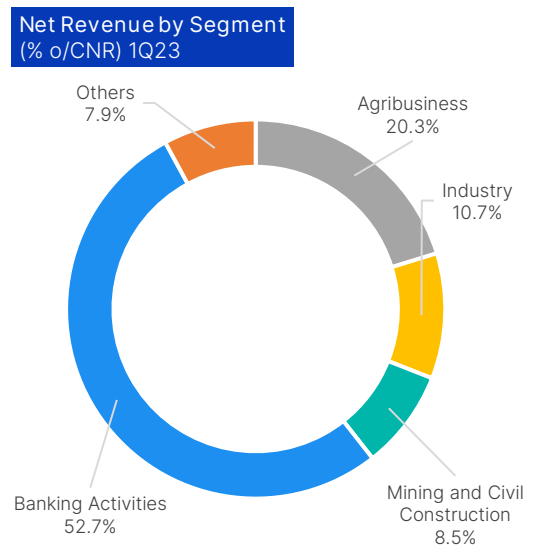
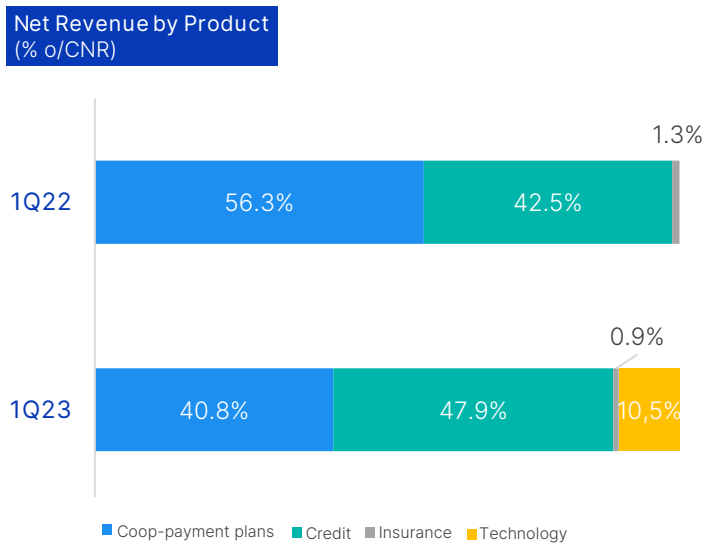
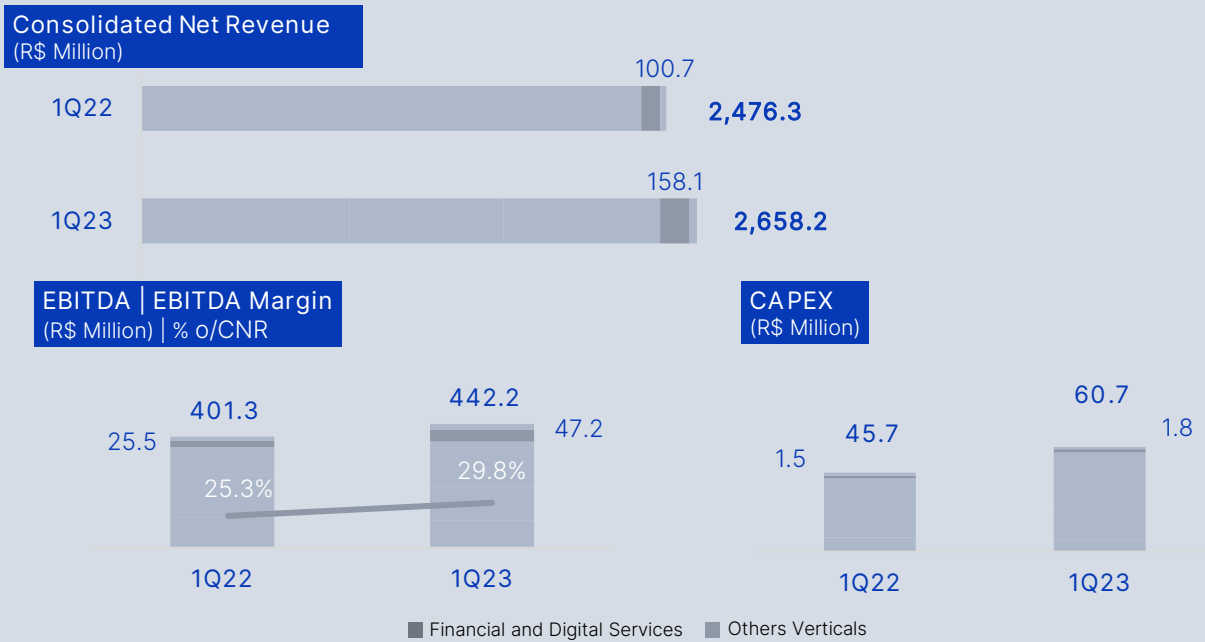
**Coverage**  
Bank, insurance brokerage, coop-payment plans administrator, venture capital, commercial vehicle rental services, technology and data analysis services, and open innovation unit.

**Sector Exposure**  
Agribusiness, capital goods, logistics and civil construction, retail and technology.

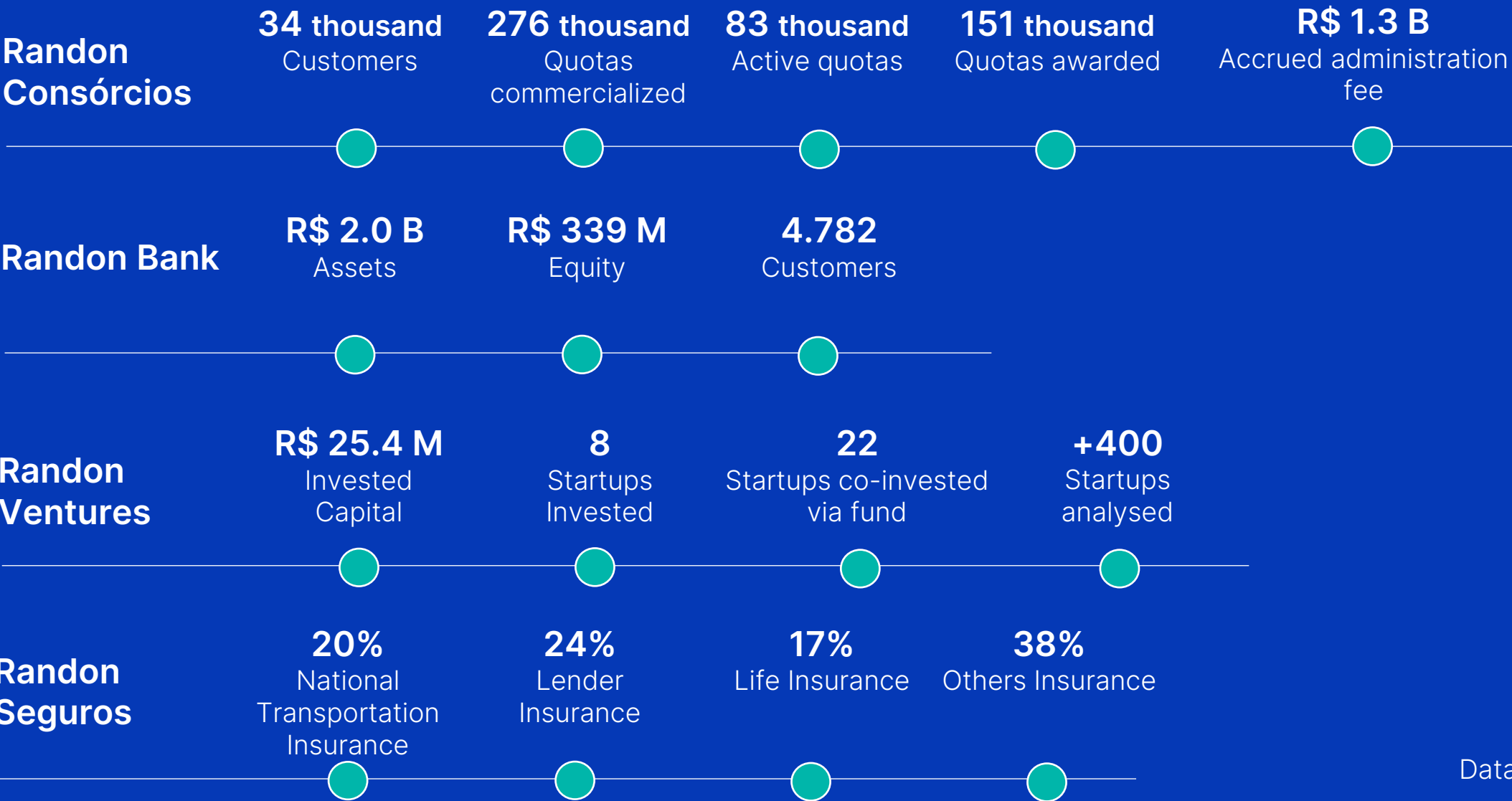
**Customer Base**  
Suppliers, distributors, and customers of Randoncorp, agricultural machinery and equipment manufacturers, logistics ecosystem operators, large retailers, and information technology companies.

**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**



# Financial and 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.

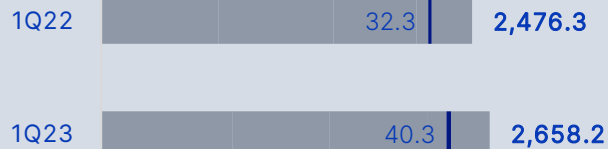
## Customer base

Randoncorp controlled companies and diverse industries.

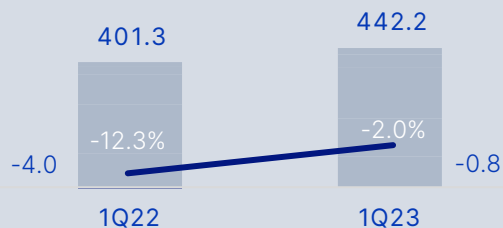
## Strategy

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

## Consolidated Net Revenue (R\$ Million)

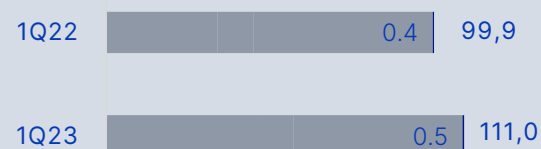


## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

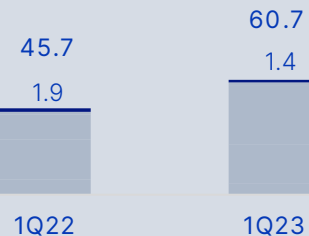


<sup>1</sup> In this graph Advanced Technology's EBITDA disregards the Headquarter's equity income effects, in order to better reflect its operating performance.

## International Market Revenue (US\$ Million)

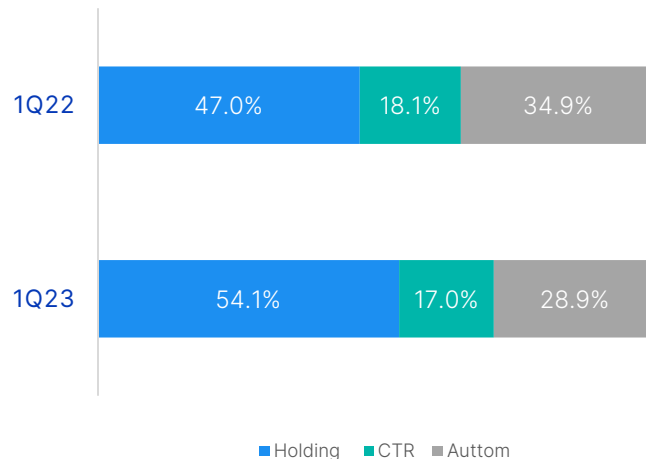


## CAPEX (R\$ Million)



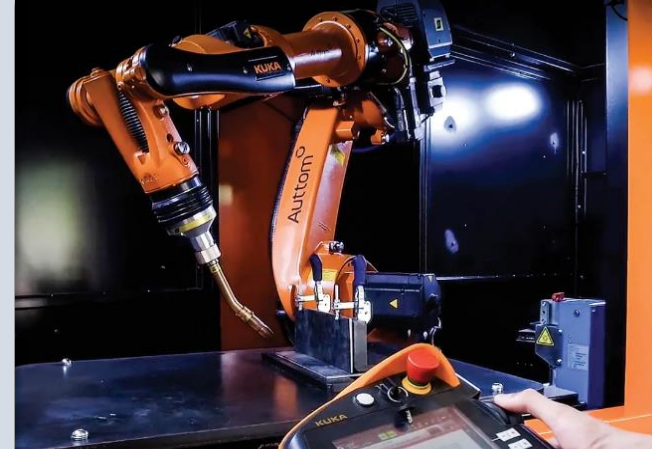
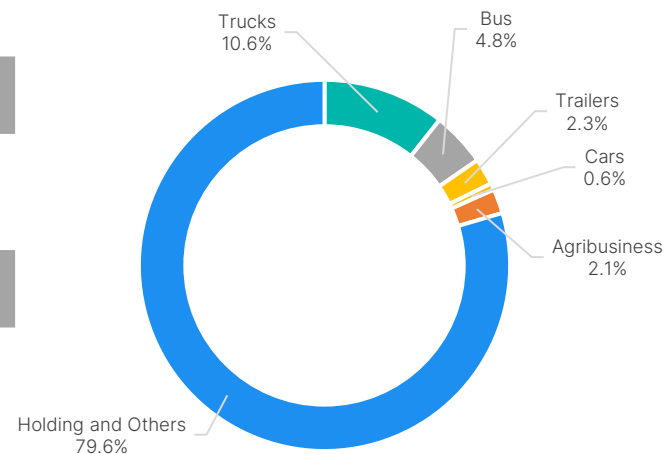
■ Advanced Technology and Headquarter ■ Other Verticals

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



■ Holding ■ CTR ■ Auttom

## Net Revenue by Segment (% o/CNR) 1Q23



**NIONE**

TRANSFORMAMOS  
PRODUTOS EM  
SUAS MELHORES  
VERSÕES COM  
NANOTECNOLOGIA



# SUPPORT MATERIAL

## 1Q23

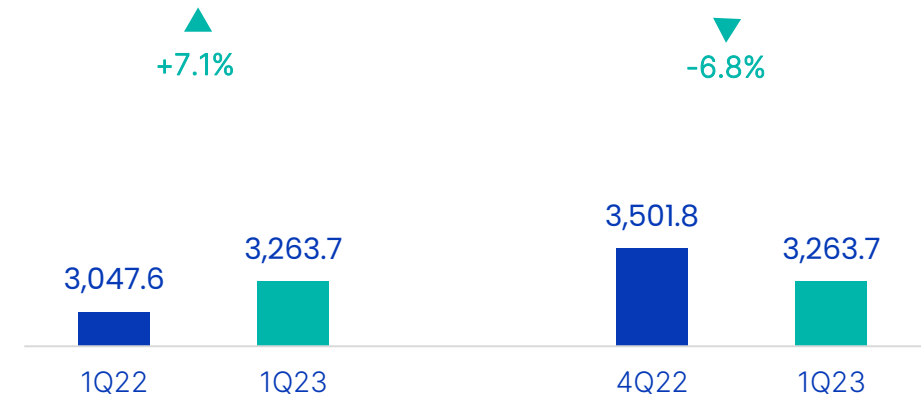
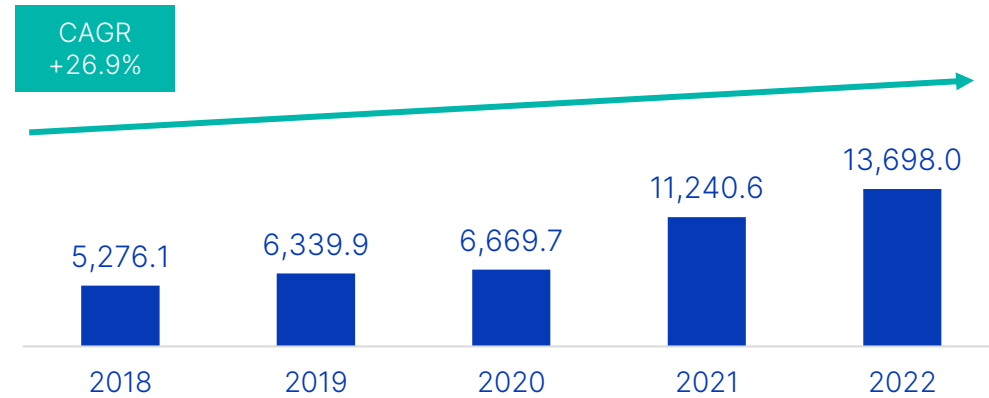
# RANDONCORP

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

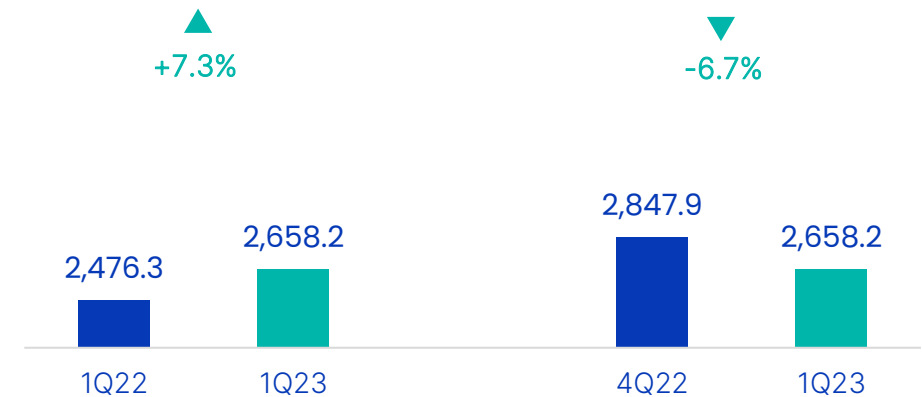
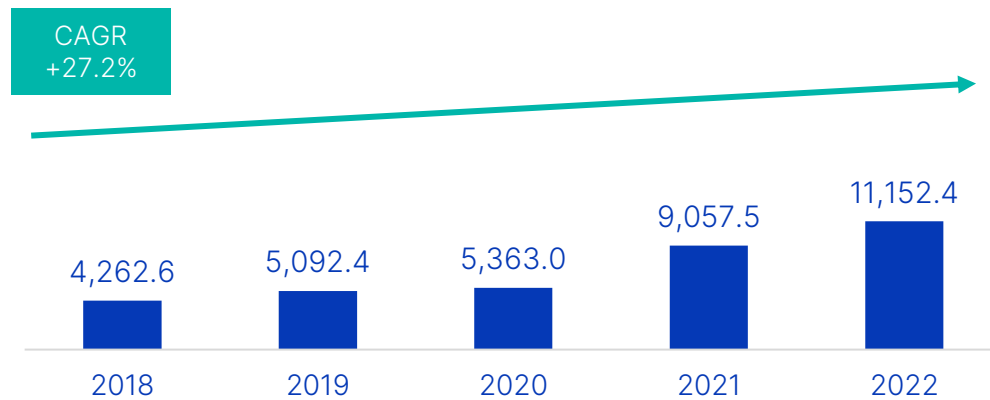
# Operating Results

RANDONCORP

## Consolidated Gross Revenue | R\$ Million



## Consolidated Net Revenue | R\$ Million

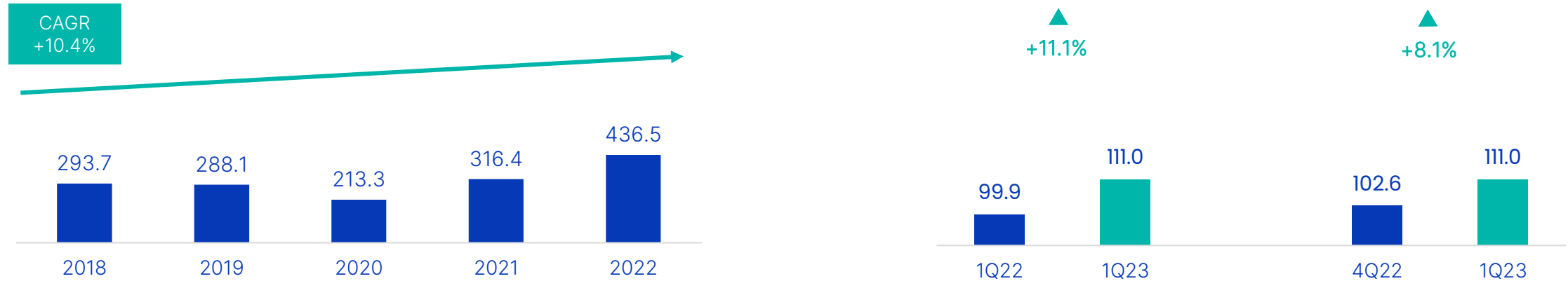




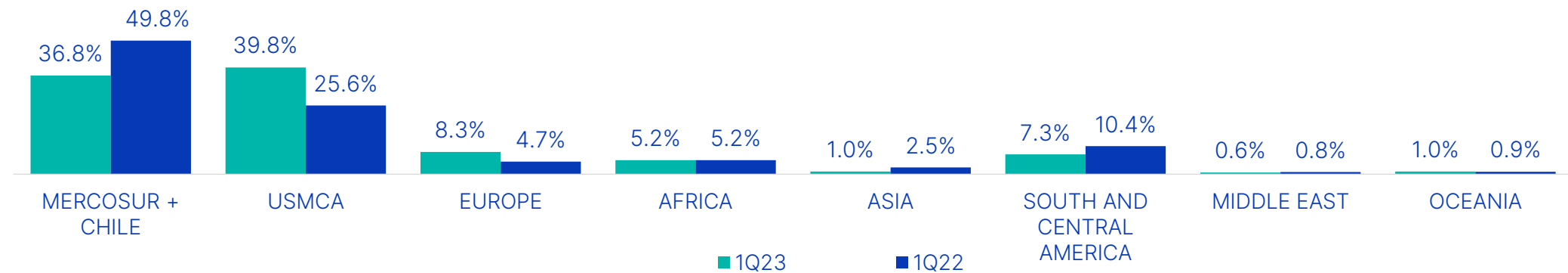
# Operating Results

RANDONCORP

## International Market Revenues | US\$ Million



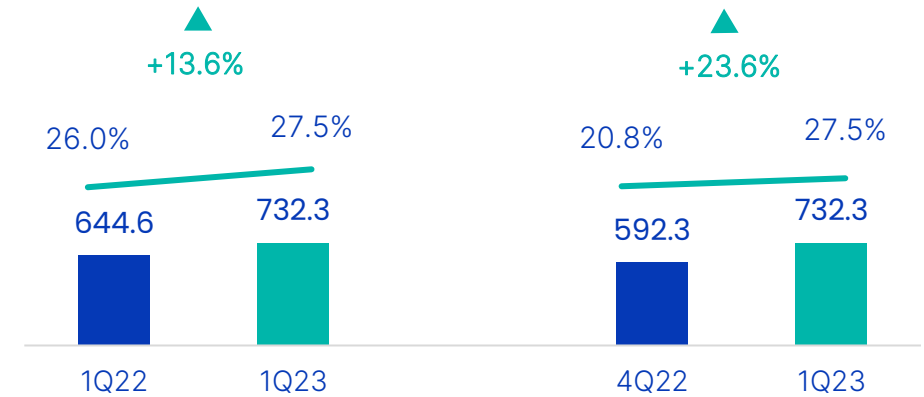
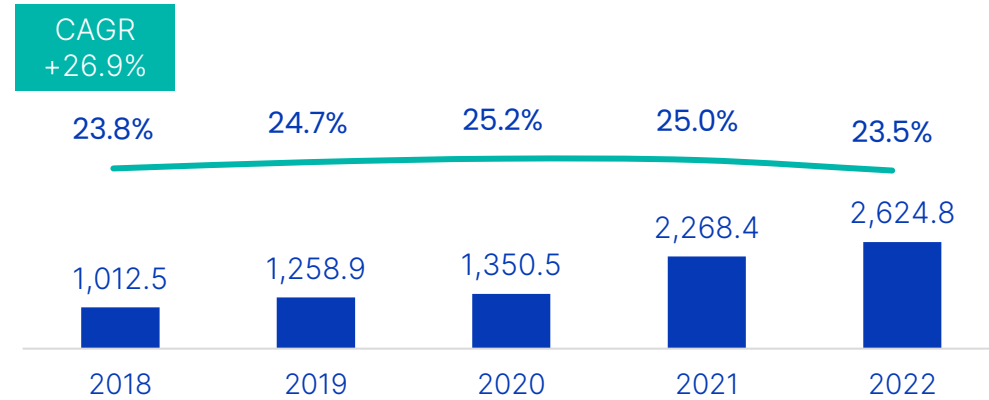
## International Market Revenues By Region | US\$ Million



# Operating Results

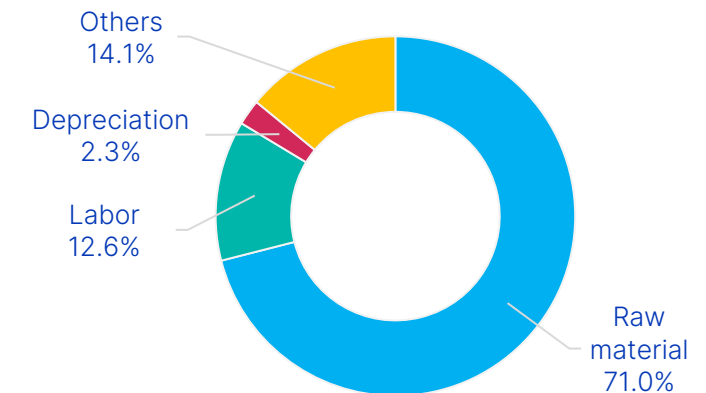
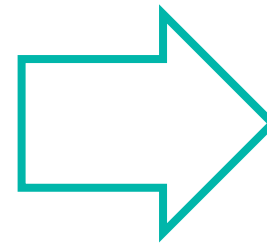
RANDONCORP

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



COGS 1Q23  
R\$ 1.9 B  
(72.5% o/CNR)

COGS DISTRIBUTION 1Q23

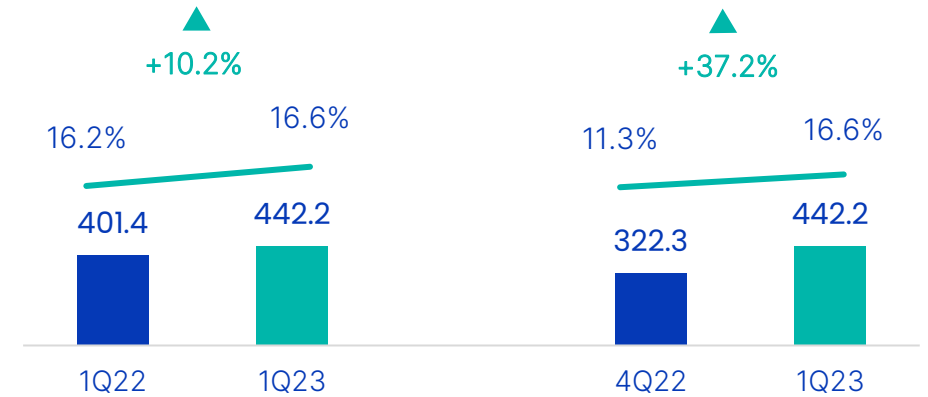
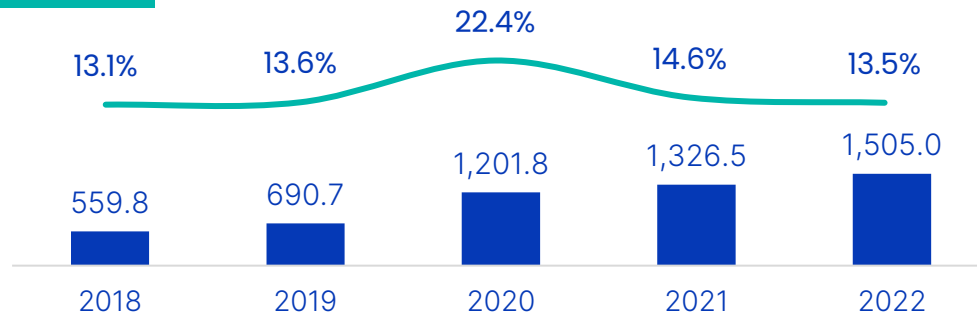


# Operating Results

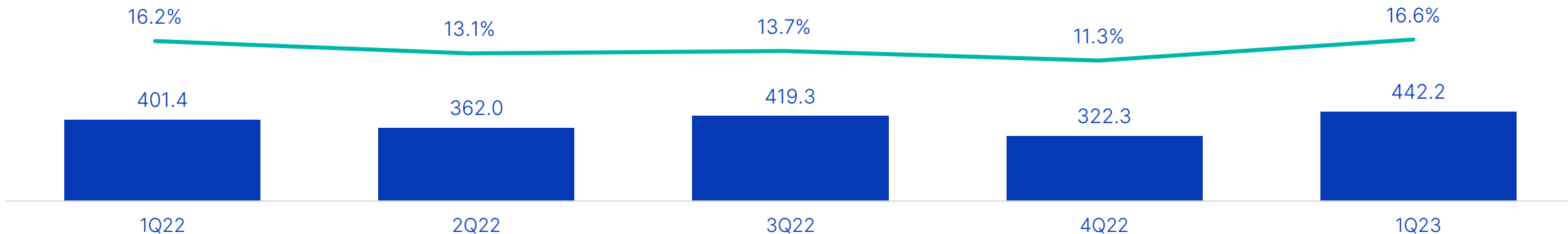
RANDONCORP

EBITDA | EBITDA Margin | R\$ Million | %

CAGR  
+28.0%



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

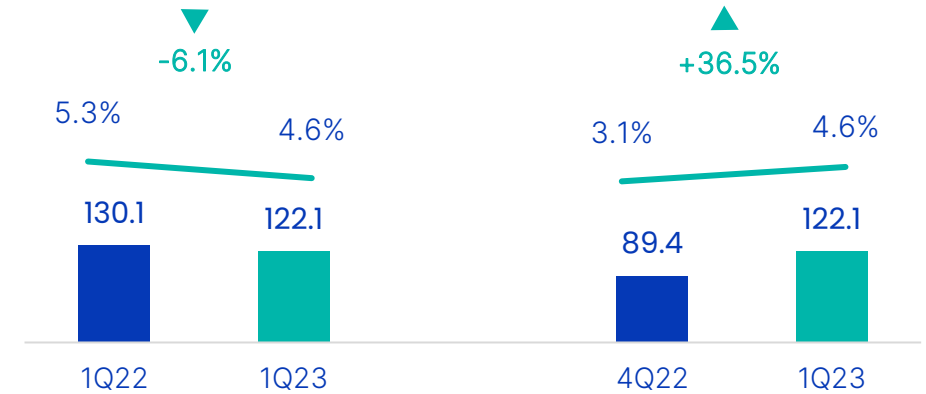




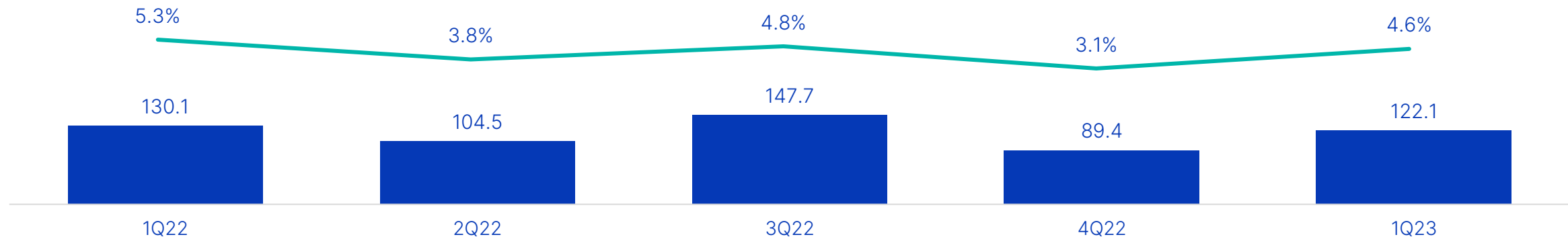
# Financial Results

RANDONCORP

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

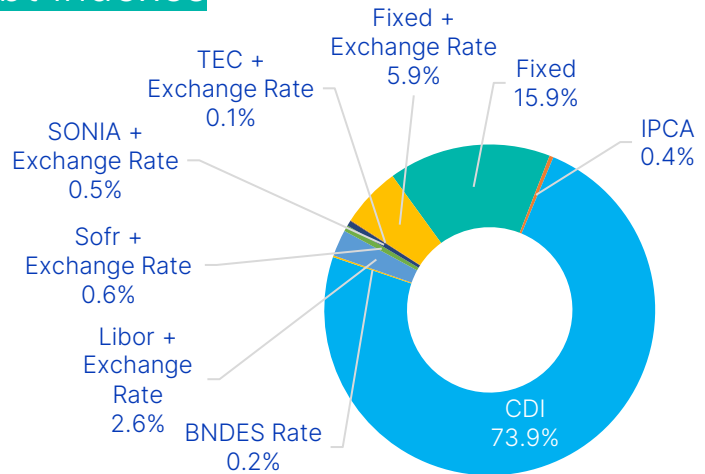


Net Profit | Net Margin Quarterly | R\$ Million | %

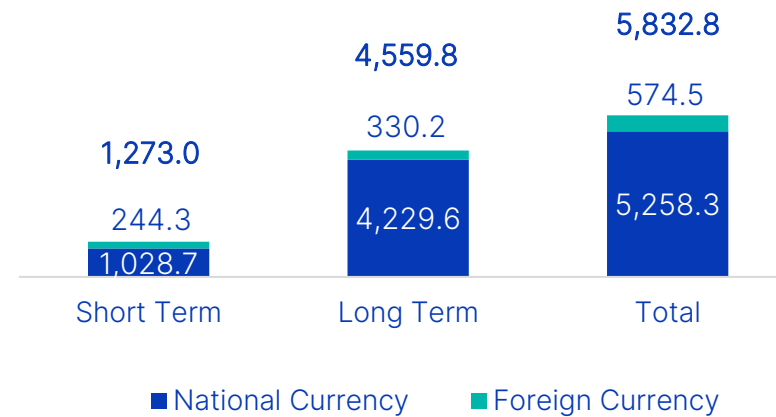


# Indebtedness

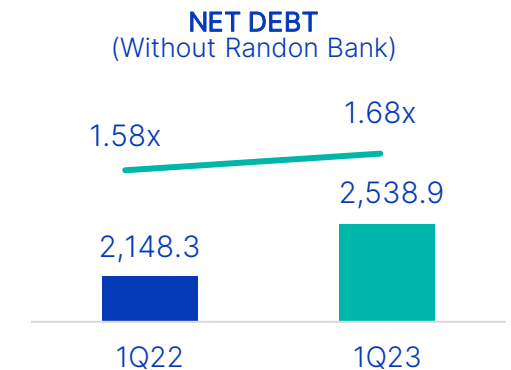
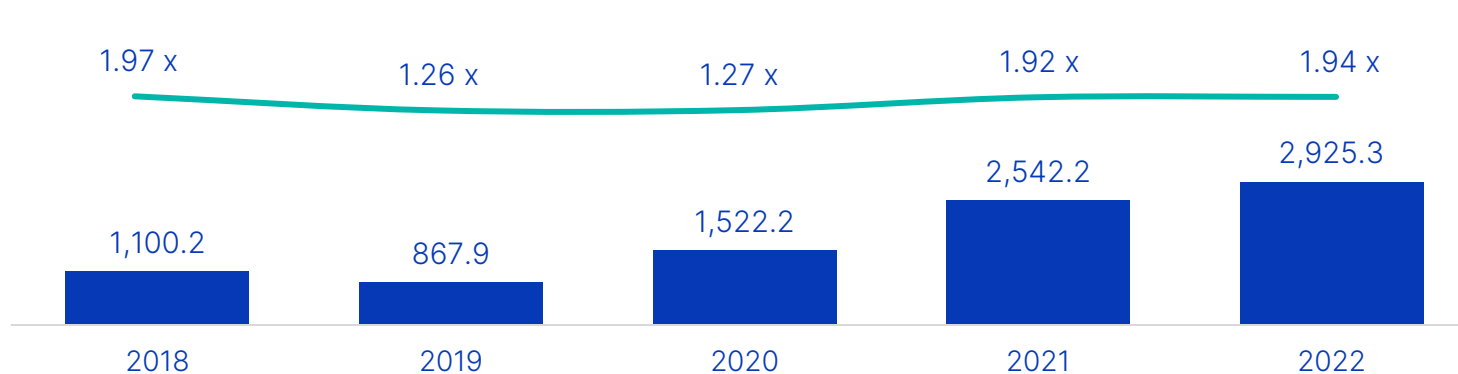
## Debt Indexes



## Origin Of Debt Short And Long Term | R\$ Million

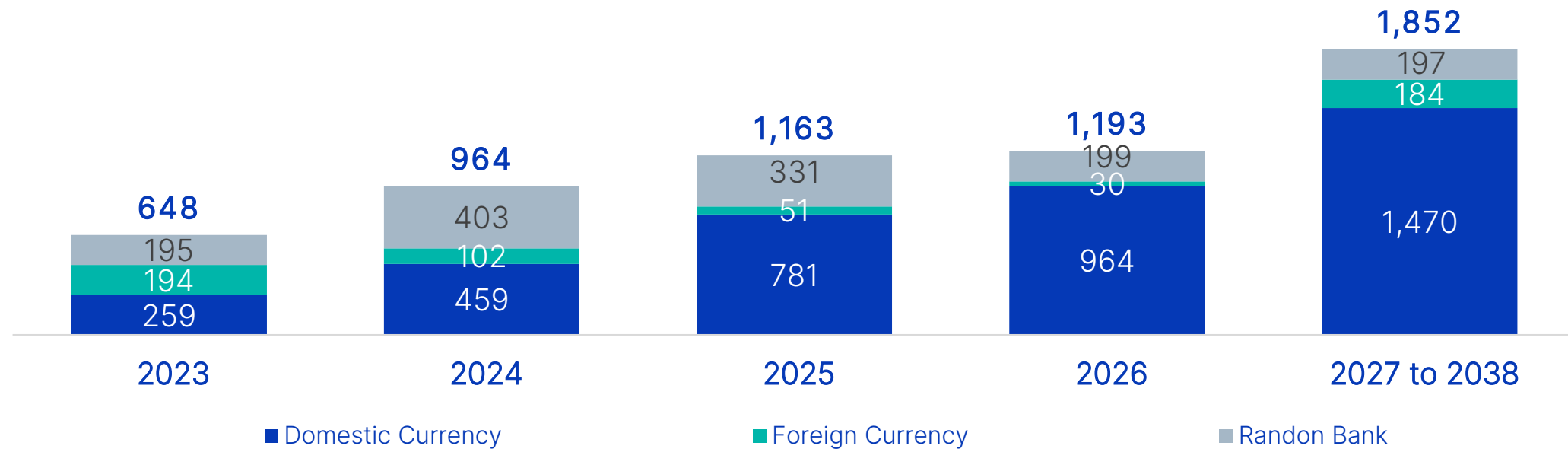


## Indebtedness | Net Debt | EBITDA | R\$ Million



# Indebtedness

Schedule Of Debt Payment | R\$ Million





# Quarterly Information

RANDONCORP

	1Q22	2Q22	3Q22	4Q22	2022	1Q23
Net Revenue	2,819.6	3,070.0	3,384.8	3,133.4	12,407.7	2,985.1
% Trailers	35.4%	37.0%	37.4%	38.3%	37.1%	37.6%
% Auto Parts	34.9%	32.4%	33.1%	33.4%	33.4%	27.7%
% Motion Control	25.0%	25.5%	24.3%	23.8%	24.6%	28.1%
% Financial and Digital Services	3.6%	3.8%	4.0%	3.0%	3.6%	5.3%
% Advanced Technology and HQ	1.1%	1.3%	1.2%	1.4%	1.3%	1.3%
Consolidated Net Revenue	2,476.3	2,772.3	3,055.8	2,847.9	11,152.4	2,658.2
Consolidated Gross Profit	644.6	645.4	742.4	592.3	2,624.8	732.3
% Gross Margin	26.0%	23.3%	24.3%	20.8%	23.5%	27.5%
EBITDA	401.3	362.0	419.3	322.3	1,505.0	442.2
% EBITDA Margin	16.2%	13.1%	13.7%	11.3%	13.5%	16.6%
Net Income	130.1	104.5	147.7	89.4	471.7	122.1
% Net Margin	5.3%	3.8%	4.8%	3.1%	4.2%	4.6%

# RANDONCORP



randoncorp



ri.randoncorp.com



ri@randon.com.br