

RANDONCORP

Building Tomorrow

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

4Q23 Earnings Video Conference

Q&A

BY VOICE

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

IN WRITING

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



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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.**



Randocorp raises R\$ 500 million in financing to boost sustainability initiatives

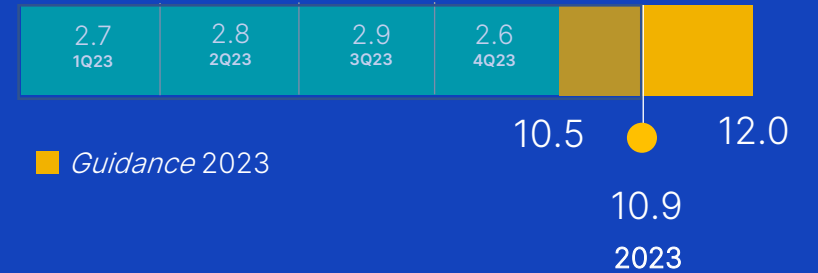


	Guidance 2024
Consolidated Net Revenue	R\$ 11.5 ≤ X ≤ R\$ 12.5 billion
International Market Revenues ¹	US\$ 420 ≤ X ≤ US\$ 480 million
EBITDA Margin	14% ≤ X ≤ US\$ 16%
Investments ²	R\$ 430 ≤ X ≤ R\$ 490 million

¹ Values referring to the sum of exports from Brazil and revenues generated by operations abroad, net of intercompany operations

² Amounts related to organic investments

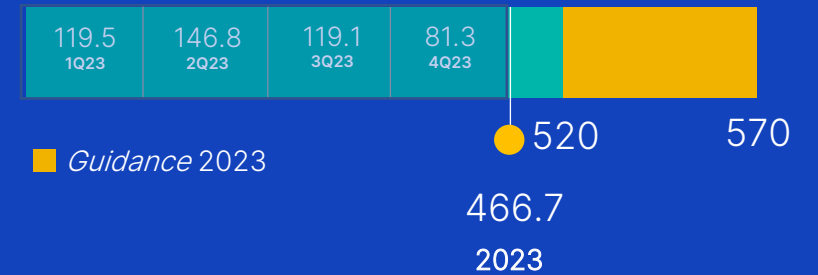
Consolidated Net Revenue (R\$ billion)



Reduction due to seasonality of the period and impacts of currency devaluation

- > Increased aftermarket sales across all industry verticals
- > Effects of ERP Upgrade and mandatory vacations
- > Negative impacts of the high devaluation of the Argentine Peso

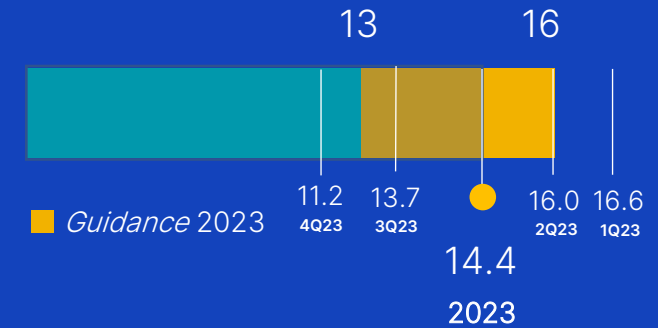
International Market Revenues
(US\$ mi)



Lowest level of revenues for the year, especially due to Argentina's economic scenario

- > Increase in sales to the U.S. compared to 2022
- > Addition of revenues from recently acquired companies
- > Strong retraction of the Chilean trailer market
- > Decrease in revenues of subsidiaries in Argentina due to currency impact

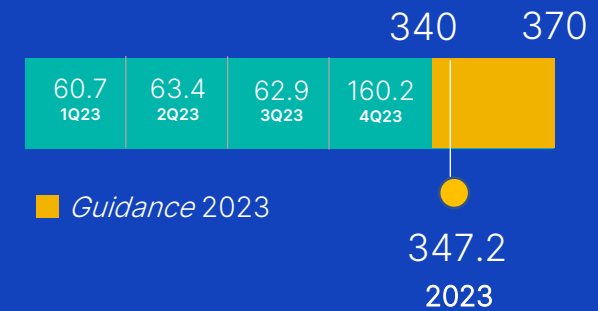
EBITDA Margin(%)



The highest nominal EBITDA in the Company's history

- > Margin recovery in the OEM Vertical
- > Raw material costs remained stable
- > Negative impact by Argentine scenario
- > One-offs benefited the indicator in the period

Organic Investments
(R\$ million)



Important investments to build the Company's future

- > OEM Vertical continued to invest in improvements at Hercules and expansion of the line of modular trailers
- > Constructions at Castertech Mogi Guaçu in the final phase, to start operations in 1H24
- > Industrial automation and Green Boiler project with ESG benefits

Net Indebtedness
(Without Randon Bank)

R\$ Million

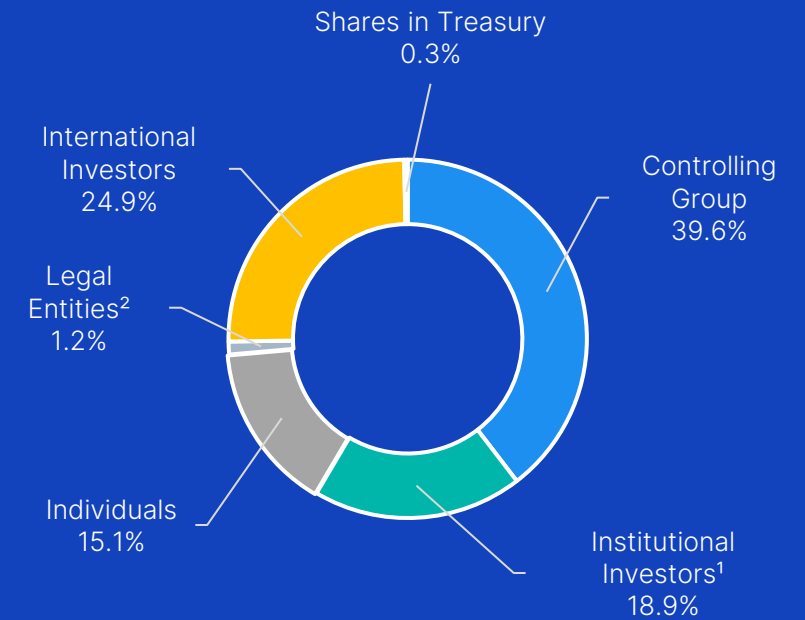
*Net Debt/EBITDA



Loans Cash Consolidated Net Debt (without Randon Bank)

Shareholder Profile

By number of shares



¹Investment Funds & Clubs

²Companies, Banks, Brokers and Associations

**48,086 shareholders
at the end of 4Q23**

Market Overview

		4Q23	4Q22	Δ%	2023	2022	Δ%
Production	Trucks ¹	28,770	45,141	-36.3%	100,535	161,816	-37.9%
	Trailers ³	26,091	22,089	18.1%	96,082	88,537	8.5%
Brazil Sales	Trucks ¹	29,021	33,480	-13.3%	108,024	126,642	-14.7%
	Trailers ²	24,497	20,450	19.8%	90,284	82,837	9.0%
Exports	Trucks ¹	4,479	7,478	-40.1%	16,946	25,455	-33.4%
	Trailers ³	1,594	1,639	-2.7%	5,798	5,700	1.7%

¹ Anfavea | ² Anfir | ³ Anfir + Aliceweb

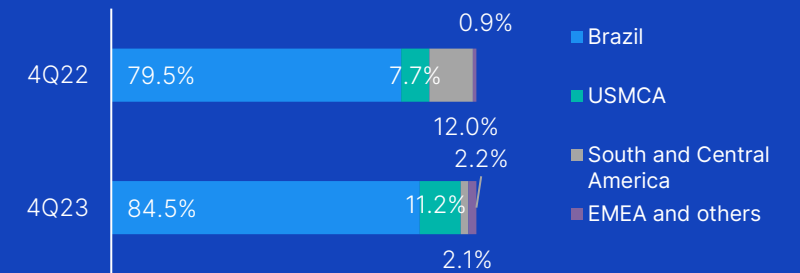
Volumes in units

- > Still in decline in the truck market shows signs of recovery
- > Increase in the volumes of semi-trailers sold in Brazil and deceleration abroad
- > Aftermarket continued with heated demand

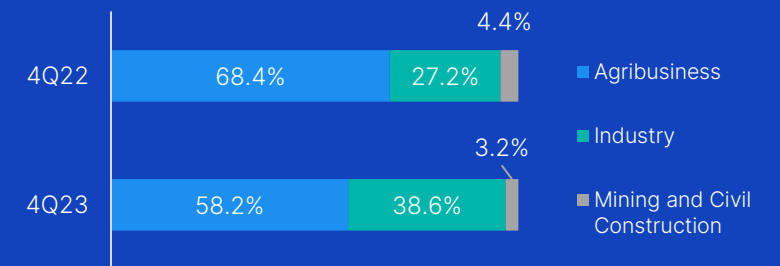
OEM (Trailers)



Net Revenue by Region (% o/CNR)



Sector Exposure (% o/delivers)



Auto Parts

R\$ 789.4
million

Net Revenue

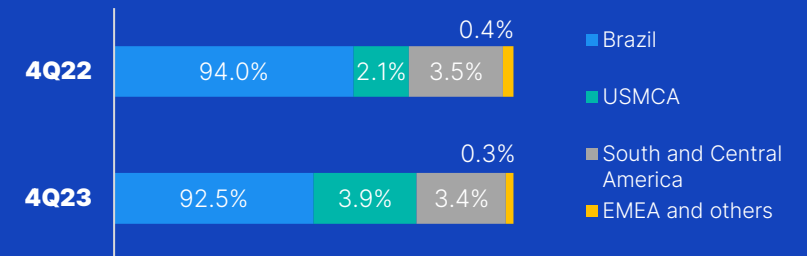
US\$ 12.0
million

Intl. Revenues

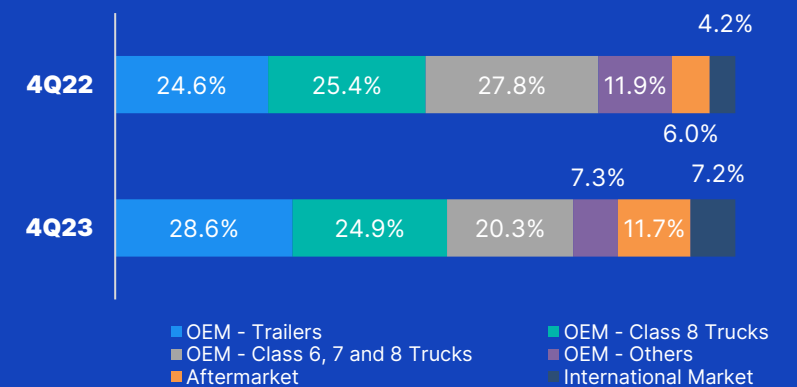
R\$ 103.9
million
13.2%

EBITDA | Margin

Net Revenue By Region (% o/CNR)



Net Revenue by Segment (% o/CNR)



Motion Control

R\$ 741.3
million

Net Revenue

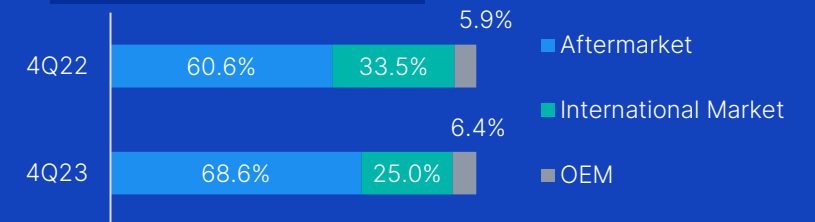
US\$ 37.0
million

Intl. Revenues

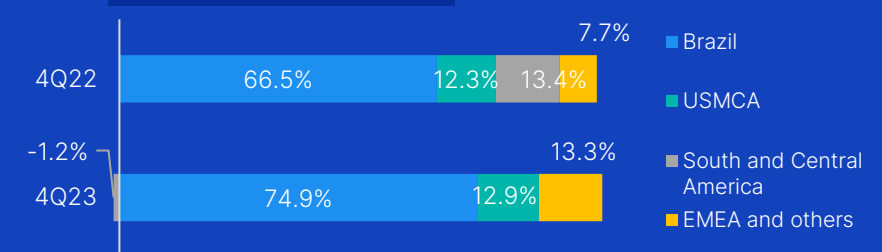
R\$ 113.1
million
15.3%

EBITDA | Margin

Net Revenue by Segment
(% o/CNR)



Net Revenue By Region
(% o/CNR)



Financial & Digital Services

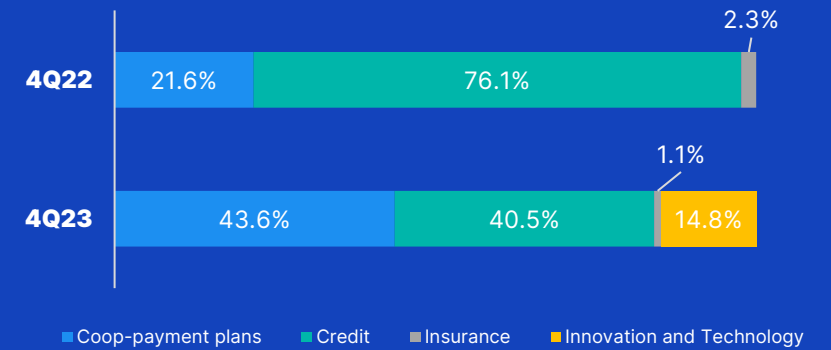
R\$ 186.4
million

Net Revenue

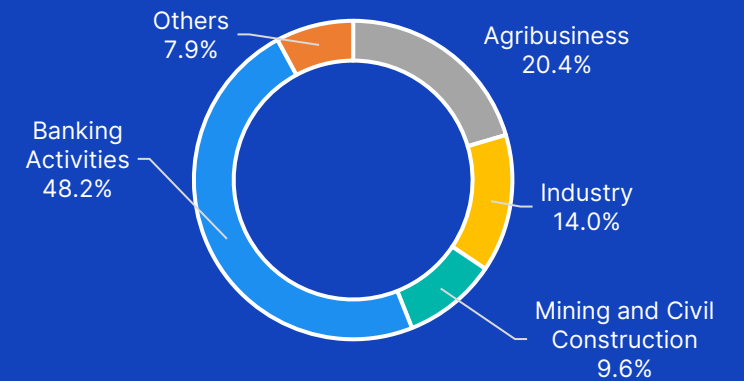
R\$ 351
million
18.8%

EBITDA | Margin

Net Revenue by Product (% o/CNR)



Net Revenue by Segment (% o/CNR)



Advanced Technology & Headquarter

R\$ 42.2
million

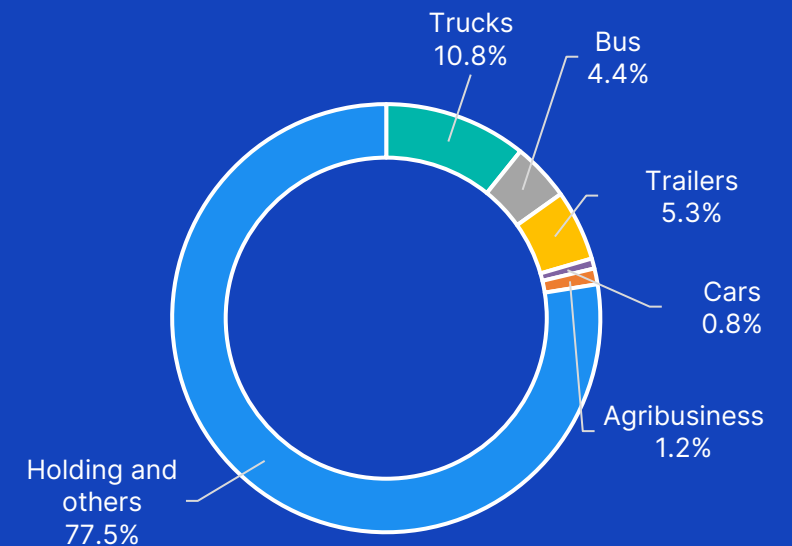
Net Revenue

-R\$ 8.0
million
-19.1%

EBITDA | Margin

EBITDA does not take into account the effects of equity of the holding company.

Net Revenue by Segment
(% o/CNR)



Institutional Investor Survey



To participate,
access the QR-
Code.

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