

# INSTITUTIONAL PRESENTATION

## 4Q24

**RANDONCORP**

Building **tomorrow**





# 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 76 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.

RANDONCORP

## Principles

- > Satisfied customer
- > Ethics
- > Innovation and technology
- > Profit with sustainability
- > People valued and respected
- > Image and legacy preservation
- > Safety and quality
- > We are Randoncorp

## Strategic Guidelines

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

IPO

1971

MARKET CAP

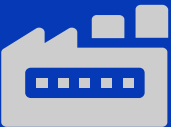
R\$ 3,1  
BILLION

SHARES

RAPT3  
RAPT4

EMPLOYEES

16,727



36  
factories



18  
distribution  
centers



3  
advanced  
technology units.



products  
present in  
**+125** countries





# Dynamism

RANDONCORP












## 1949 - 1999

- Mecânica Randon
-  Air brakes
-  3rd axle for trucks
-  Trailers manufacturing
- IPO
-  Freios Master
-  Randon Consórcios
-  Fras-le S/A e Fras-le USA
-  Randon Argentina
-  JOST Brasil
-  Suspensys
-  Fras-le Andina

## 2000 - 2018

-  Fras-le Europe
-  Fras-le México
-  Castertech Caxias do Sul
-  Fras-le China
-  Randon Bank
-  Centro Tecnológico Randon
-  Controil
-  Fras-le Panamericana
-  Armetal, Farloc and Fanacif
-  Randon Messias
-  ASK Fras-le
-  Fremax and Fras-le Europe BV
-  Jurid

## 2019 - 2021

-  Nakata
-  Randon Araraquara
-  Randon Triel-HT
-  Suspensys México
-  Master Flores da Cunha
-  Randon Ventures
-  Conexo
-  Auttom
-  Castertech Indaiatuba
-  Castertech Usinagem
-  Castertech Schroeder
-  NIONE

## 2022...

-  Randon Venice
-  Hercules
-  JOST Campinas
-  Castertech Mogi Guaçu
-  Addiante
-  Juratek
-  DB Server
-  Suspensys Mogi Guaçu
-  EBS
-  Delta Global
-  Dacomsa
-  AXN Heavy Duty

Legend:

Portfolio Expansion



Capacity Expansion



Aftermarket



Innovation and Services

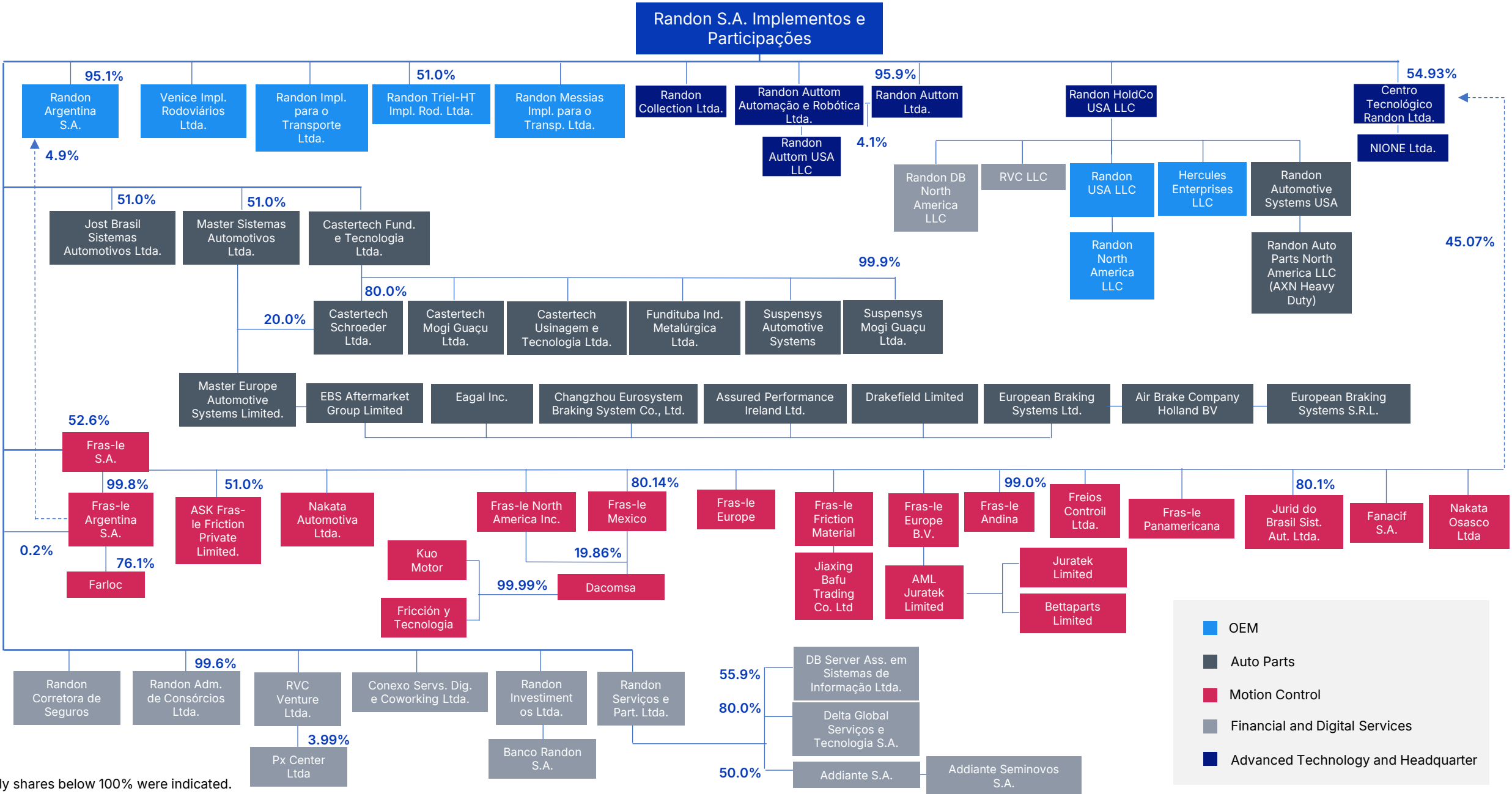


Internationalization



# Corporate Organization Chart Randoncorp

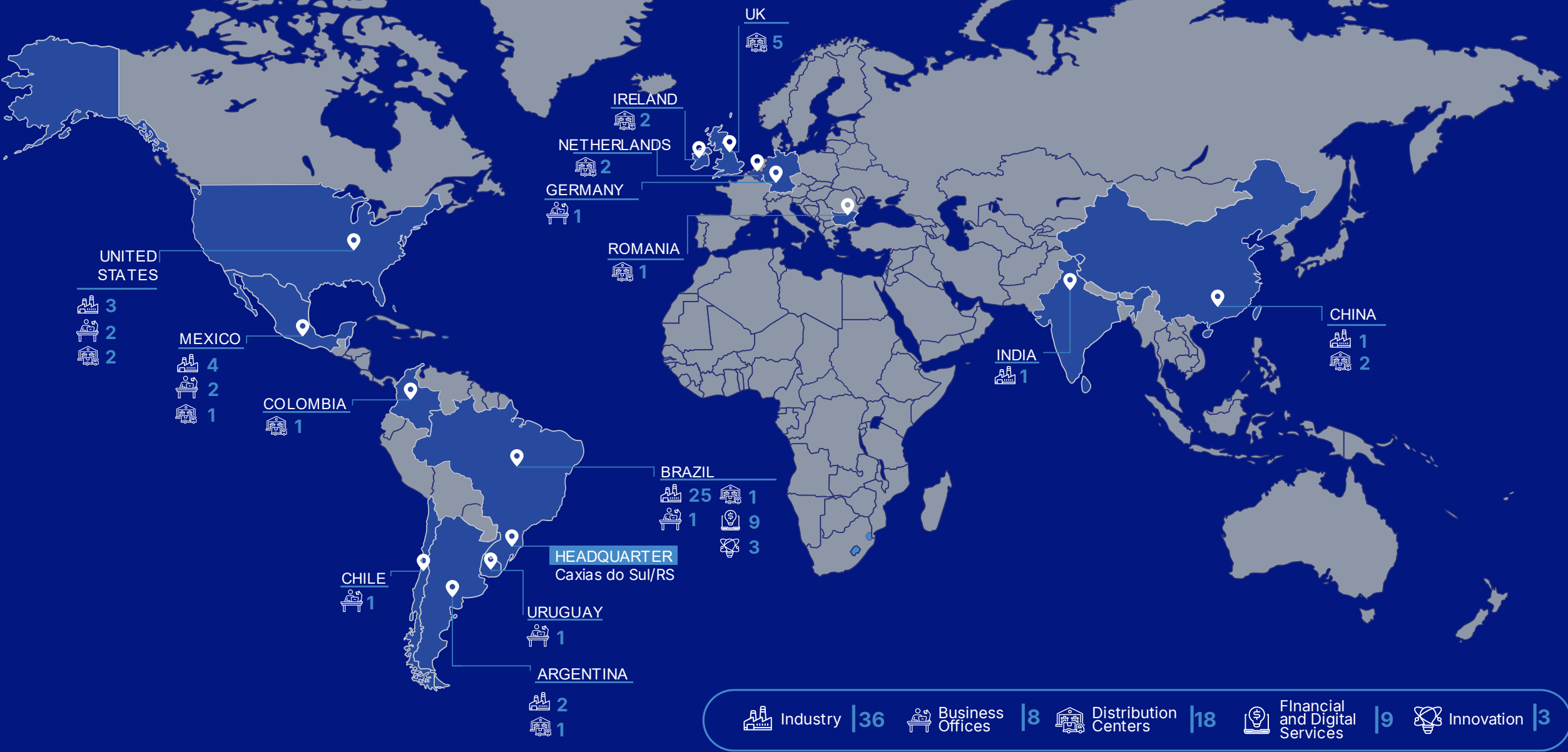
RANDONCORP



Only shares below 100% were indicated.



# Randoncorp worldwide





Leader in the main  
segments of  
activity

## Strong brands

**RANDON**

**FRASLE**  
MOBILITY

**JOST**

**CASTERTECH**

**Suspensys**

**MASTER**

**EBS**

**ETR**  
DRIVEN BY INNOVATION

Auttom

**NIONE**

Addiante

**Rands**

**CONEX**

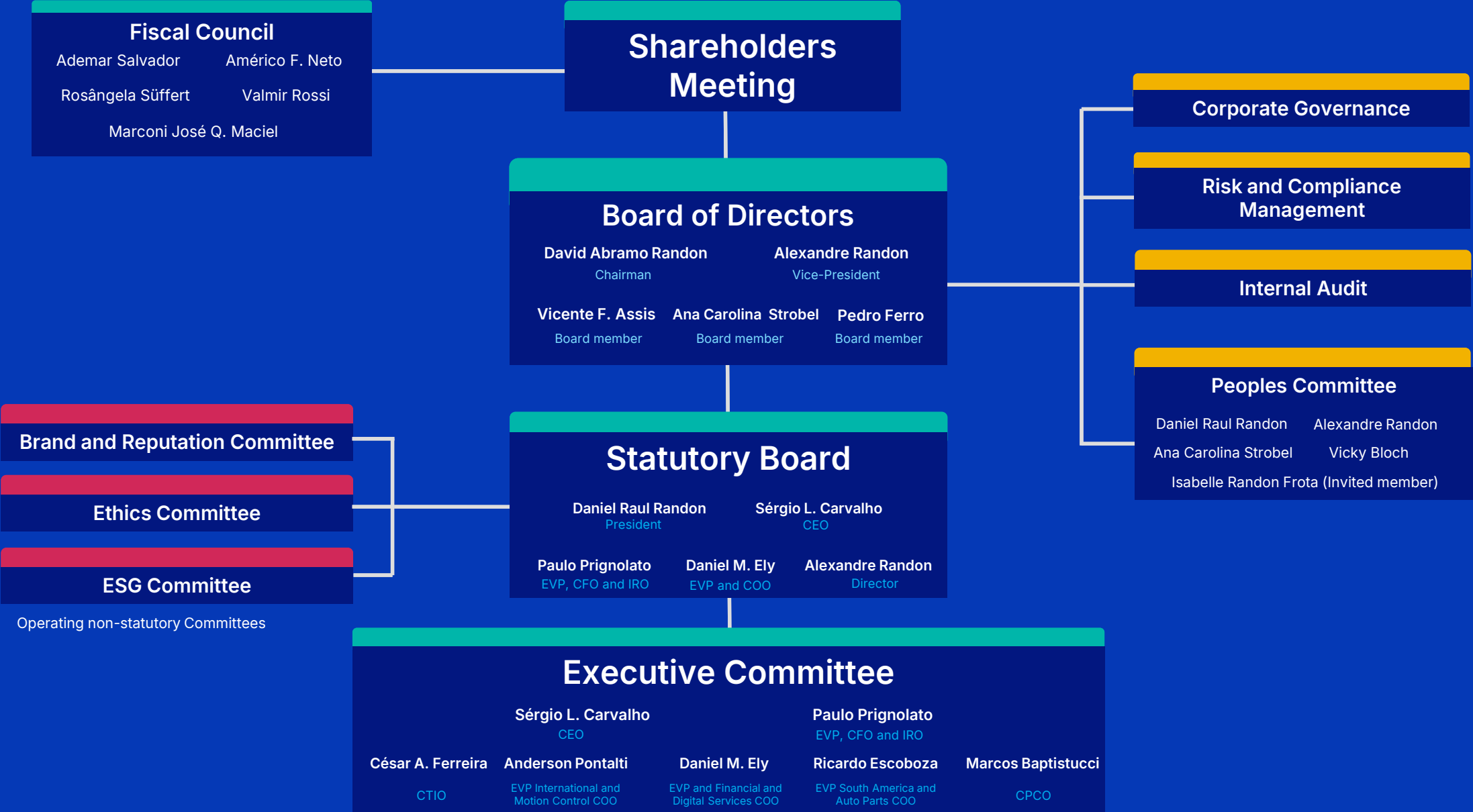
**RV**

**<db>**

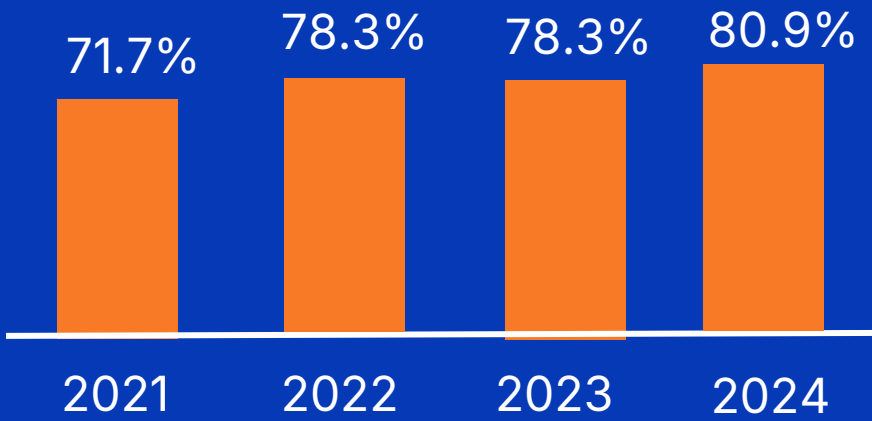
**DELTA**  
GLOBAL



# Governance Structure



# Our Evolution in Corporate Governance



Adherence to the practices recommended by the Securities and Exchange Commission Resolution 80.

FREE FLOAT

60.1%

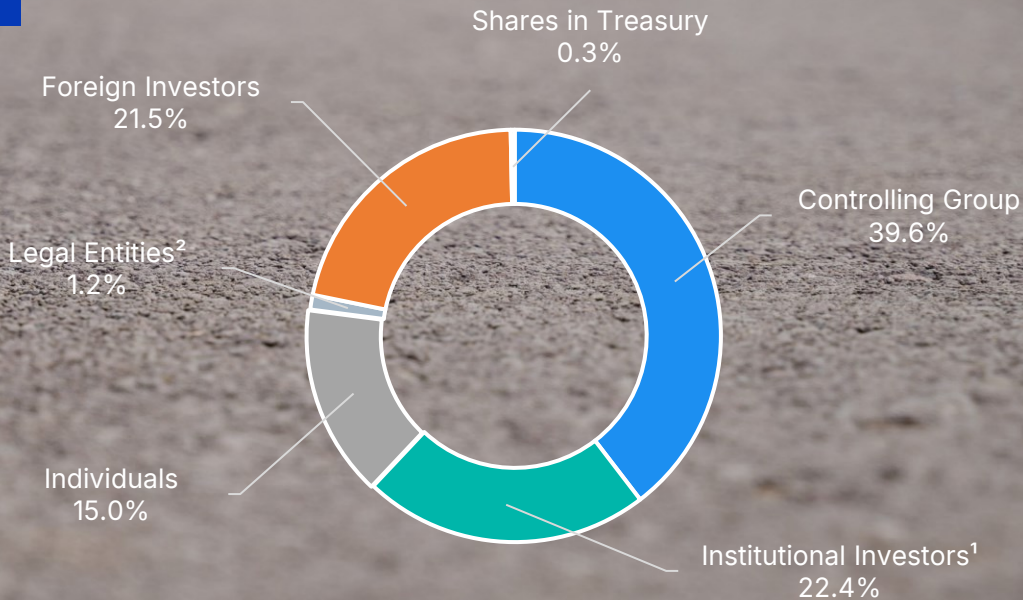
TAG ALONG

80%

38,494

Shareholders at the end of 4Q24

## Shareholder's Profile



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

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



**RAPT**  
B3 LISTED N1

IBRA B3 IGC B3 IGCT B3 ITAG B3 INDX B3 SMLL B3 IAGRO-FFS B3



# Our ESG Ambition

RANDONCORP

## Public commitments

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



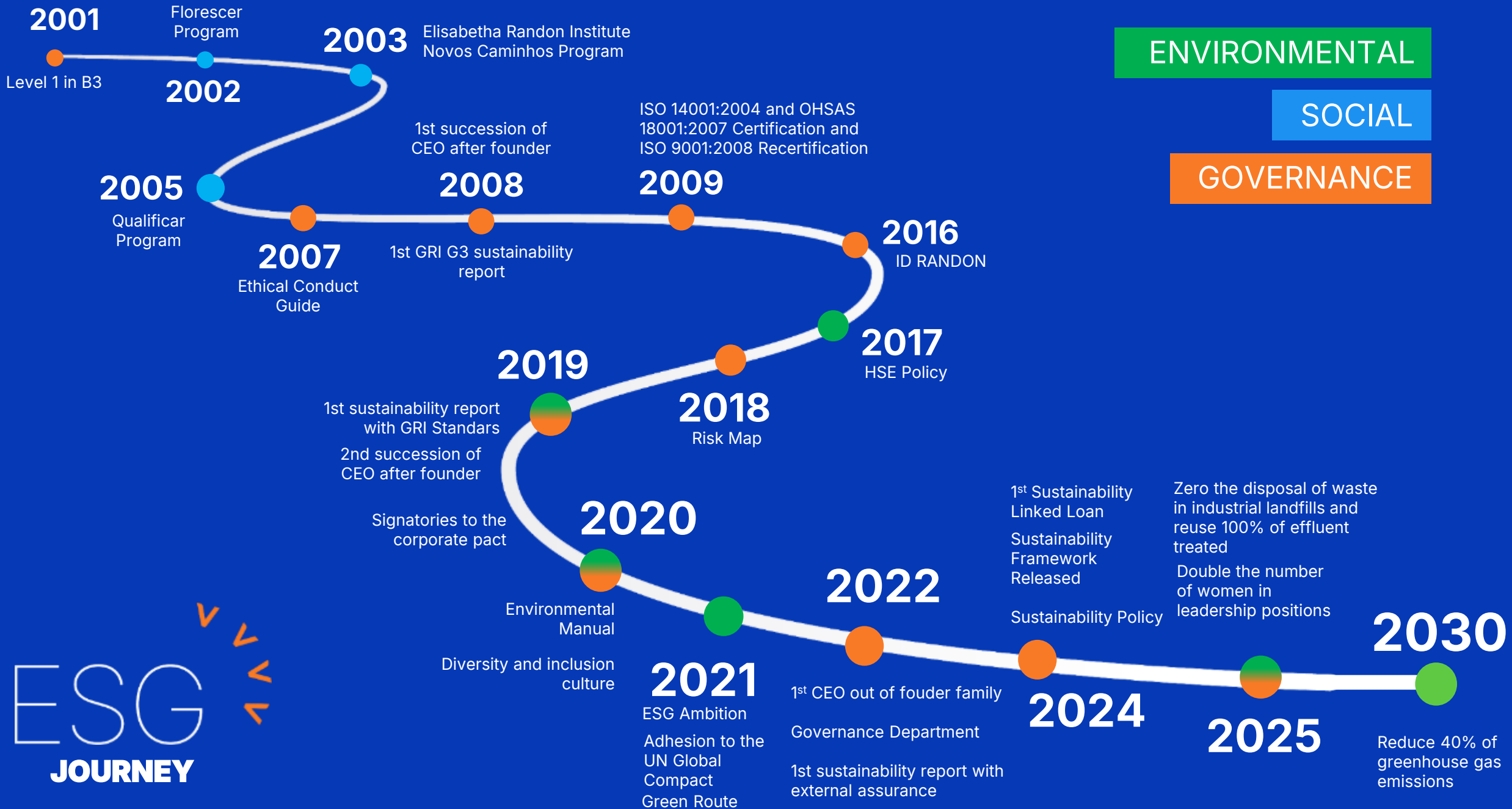
Access our  
Sustainability  
Report.

## Contribution to the SDGs



We are signatories to the UN Global Compact.







# 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.



Instituto  
Elisabetha  
Randon



# Our people

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

**20%**  
of feminine  
leadership in 2024

## 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 and equity

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

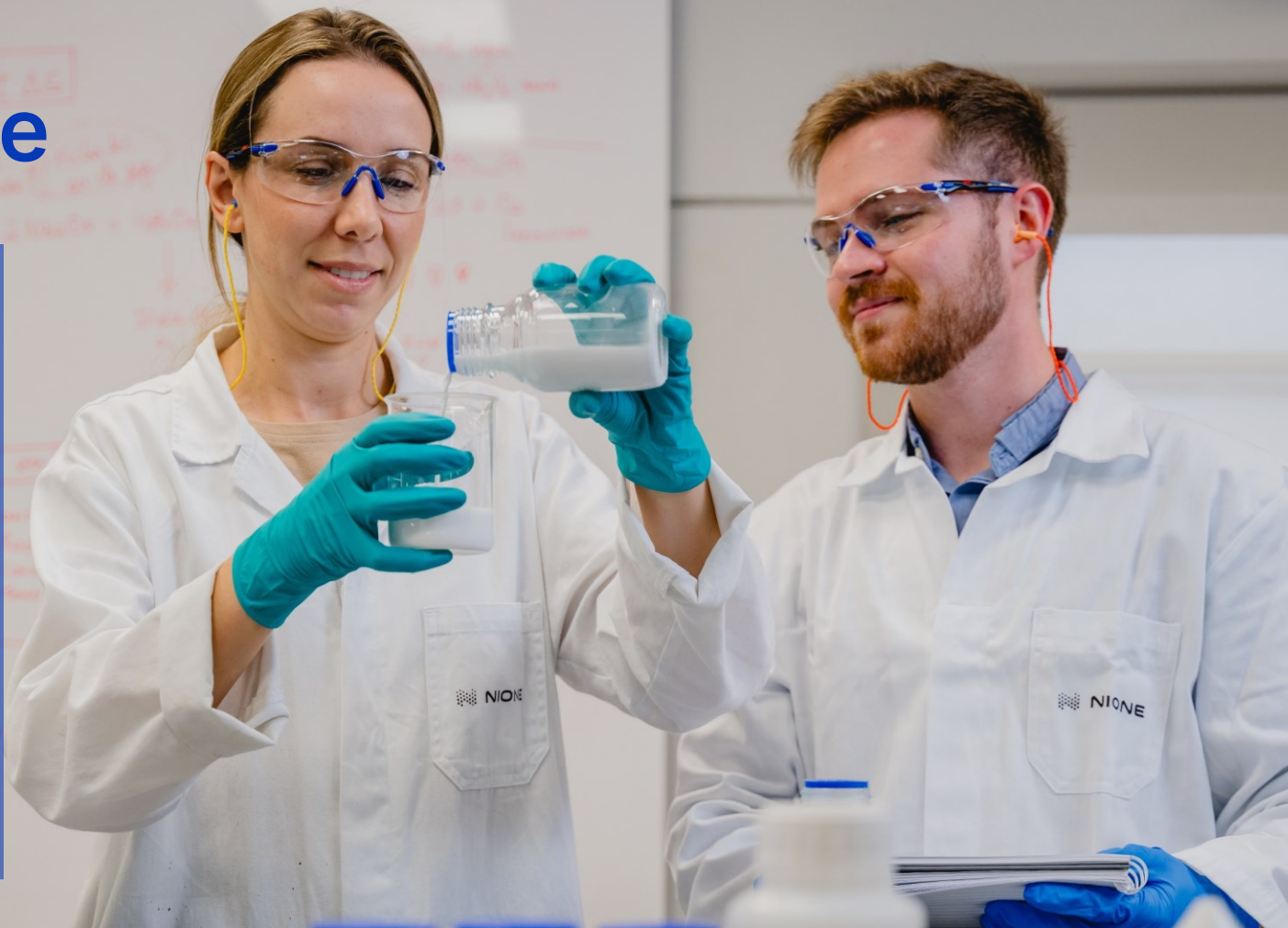
**CTR**  
UMA EMPRESA RANDON

**NIONE**

**RV**

**Auttom<sup>o</sup>**

**(ONEX)**



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



**R\$ 212 million** invested in R&D and innovation in 2024.



**73 patents**  
Registered in Brazil in 2024

## Mobility Megatrends

### Number of Projects in 2024

**10**

Mobility

**11**

Embedded  
Electronics

**17**

Smart  
Materials

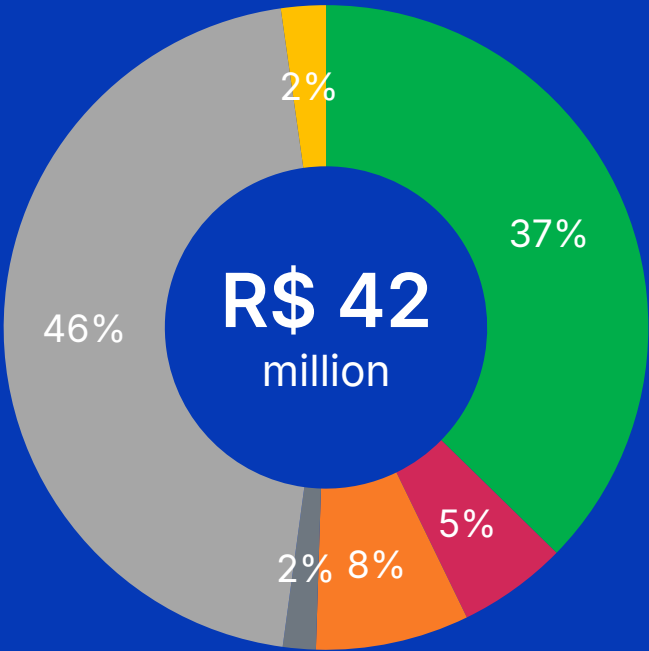




# Commitment to the Environment

## Investments in environmental management initiatives in 2024

- Waste treatment and transportation
- Emissions treatment
- Effluent treatment
- Analyses (effluents, waste, emissions, water, and soil)
- Environmental projects
- Fees



### Main Projects

Expansion in effluent reuse, energy efficiency, and reduction of greenhouse gas emissions, with emphasis on the Green Boiler project.





# 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.



## Highlights

> **55.7%**  
of effluents reused in 2024

> **87%**  
raw material conversion rate in 2024

> **R\$ 15.4 M**  
Invested in the Green Boiler project

> **2.41**  
Emissions intensity in 2023



# Consolidated Results

Economic Highlights	4Q24	4Q23	Δ%	3Q24	Δ%	2024	2023	Δ%
Consolidated Gross Revenue	3,934,799	3,174,457	24.0%	3,847,658	2.3%	14,595,233	13,398,120	8.9%
Consolidated Net Revenue	3,258,811	2,556,127	27.5%	3,134,566	4.0%	11,915,740	10,887,843	9.4%
International Market Revenues US\$ <sup>1</sup>	129,675	81,291	59.5%	104,072	24.6%	437,788	466,691	-6.2%
Consolidated Gross Profit	859,396	583,789	47.2%	823,930	4.3%	3,184,151	2,793,355	14.0%
Gross Margin (%)	26.4%	22.8%	353 bps	26.3%	9 bps	26.7%	25.7%	107 bps
Consolidated EBITDA	423,907	287,242	47.6%	470,871	-10.0%	1,622,549	1,570,220	3.3%
EBITDA Margin (%)	13.0%	11.2%	177 bps	15.0%	-201 bps	13.6%	14.4%	-80 bps
Adjusted EBITDA	418,772	281,120	49.0%	475,075	-11.9%	1,671,897	1,576,728	6.0%
Adjusted EBITDA Margin (%)	12.9%	11.0%	185 bps	15.2%	-231 bps	14.0%	14.5%	-45 bps
Net Profit	117,786	55,368	112.7%	121,904	-3.4%	408,501	381,687	7.0%
Net Margin (%)	3.6%	2.2%	145 bps	3.9%	-27 bps	3.4%	3.5%	-8 bps
Earnings per share R\$	0.36	0.17	112.7%	0.37	-3.4%	1.24	1.16	7.0%

Financial Highlights								
Equity	3,229,923	2,777,776	16.3%	3,079,521	4.9%	3,229,923	2,777,776	16.3%
Investments <sup>2</sup>	777,780	414,559	87.6%	494,081	57.4%	1,576,777	948,221	66.3%
Net Debt	4,681,510	3,174,679	47.5%	4,142,641	13.0%	4,681,510	3,174,679	47.5%
Net Debt (Without Randon Bank)	2,598,217	1,584,986	63.9%	2,266,869	14.6%	2,598,217	1,584,986	63.9%
Net Leverage	2.89 x	2.02 x	42.7%	2.79 x	3.5%	2.89 x	2.02 x	42.7%
Net Leverage (Without Randon Bank)	1.63 x	1.03 x	58.4%	1.55 x	5.1%	1.63 x	1.03 x	58.4%
ROE (last 12 months)	14.7%	13.9%	79 bps	12.5%	225 bps	14.7%	13.9%	79 bps
ROIC (last 12 months)	10.9%	14.1%	-328 bps	9.5%	141 bps	10.9%	14.1%	-328 bps

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

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

Values in R\$ thousand, except when indicated otherwise





# Market overview

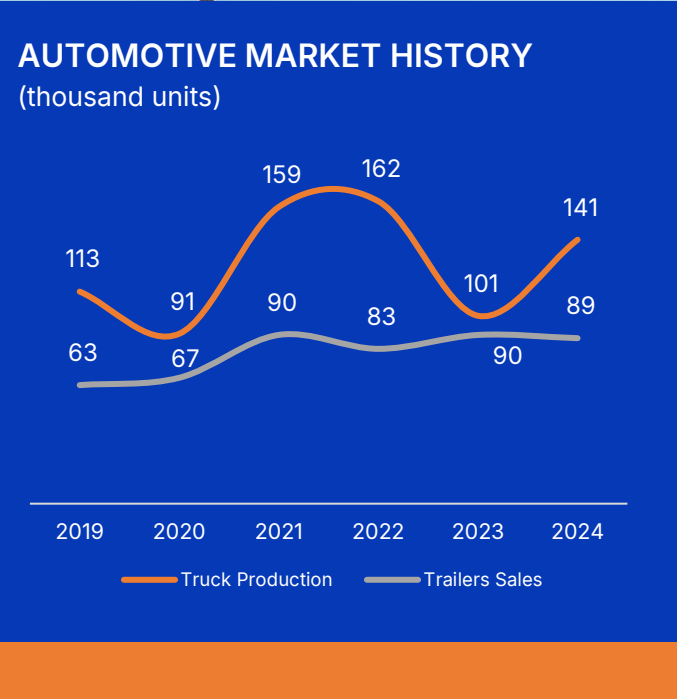
		4Q24	4Q23	Δ%	3Q24	Δ%	2024	2023	Δ%
Production	Trucks <sup>1</sup>	38,641	28,770	34.3%	38,220	1.1%	141,252	100,535	40.5%
	Trailers <sup>3</sup>	22,281	26,091	-14.6%	23,578	-5.5%	91,986	96,082	-4.3%
Brazil Sales	Trucks <sup>1</sup>	33,835	29,021	16.6%	34,331	-1.4%	124,933	108,024	15.7%
	Trailers <sup>2</sup>	21,170	24,497	-13.6%	22,723	-6.8%	88,549	90,284	-1.9%
Exports	Trucks <sup>1</sup>	6,174	4,479	37.8%	4,676	32.0%	17,890	16,946	5.6%
	Trailers <sup>3</sup>	1,111	1,594	-30.3%	855	29.9%	3,437	5,798	-40.7%

<sup>1</sup> Anfavea

<sup>2</sup> Anfir

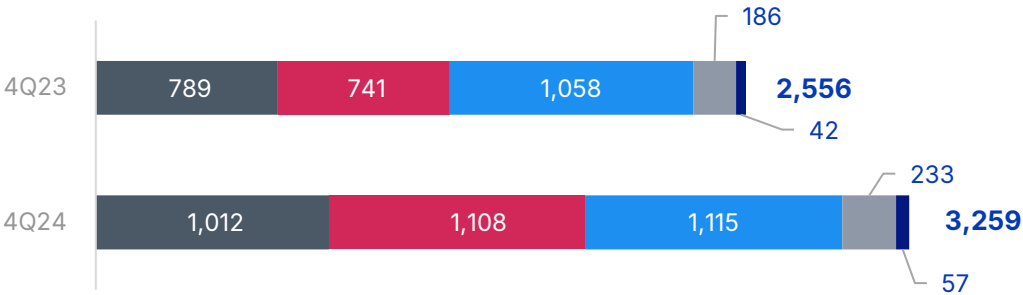
<sup>3</sup> Anfir + Aliceweb

Volumes in units



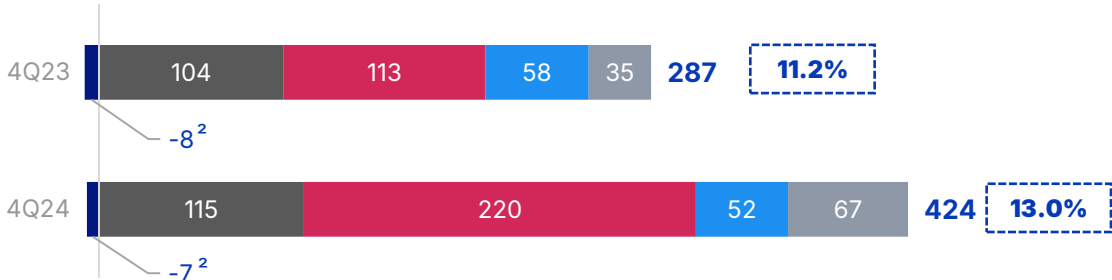
# Consolidated Results

## Consolidated Net Revenue<sup>1</sup> R\$ Million

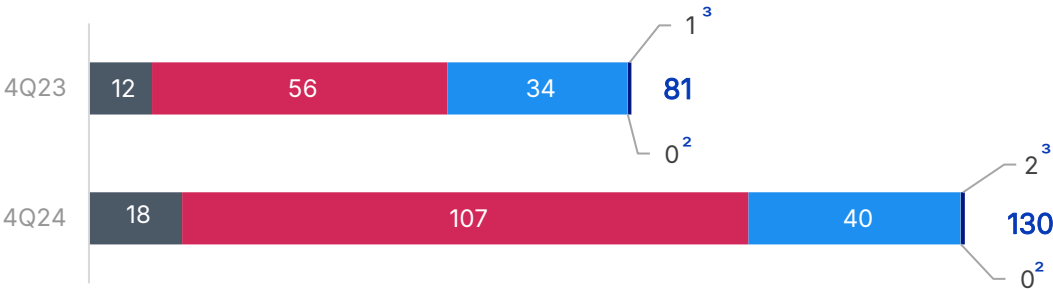


## EBITDA and EBITDA Margin<sup>1</sup> R\$ Million

<sup>2</sup> EBITDA of Advanced Techn. Vertical disregards the Holding's equity income effects, to more adequately reflect its operational performance.



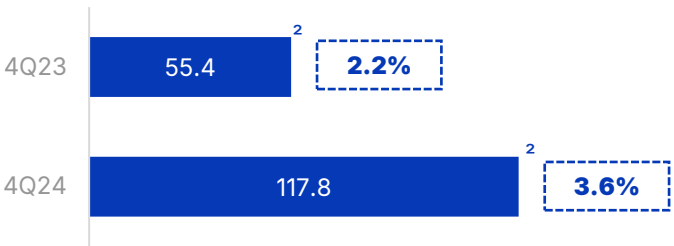
## International Market Revenues<sup>1</sup> US\$ Million



<sup>2</sup> Financial and Digital Services.  
<sup>3</sup> Advanced Technology and Headquarter.

## Net Income and Net Margin R\$ Million | %

<sup>2</sup> Net income is presented only on a consolidated basis.

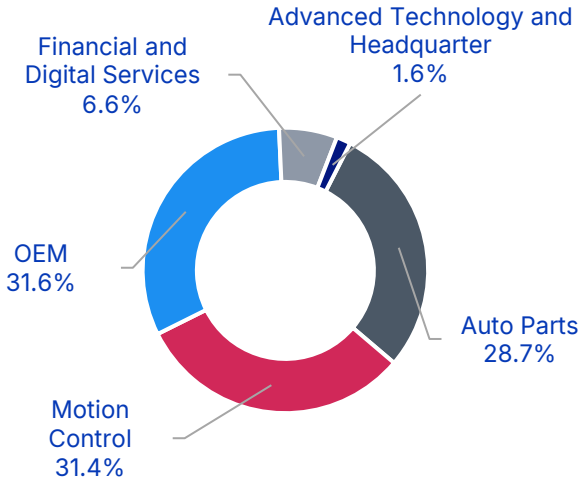


<sup>1</sup> The difference between the sum of verticals and the consolidated figure is the elimination of intercompany sales

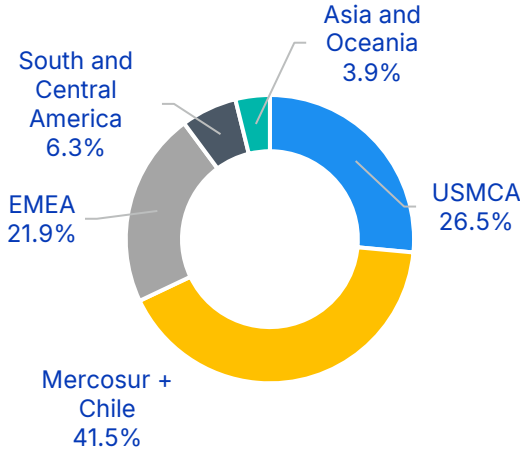


# Diversified Business Model | 4Q24

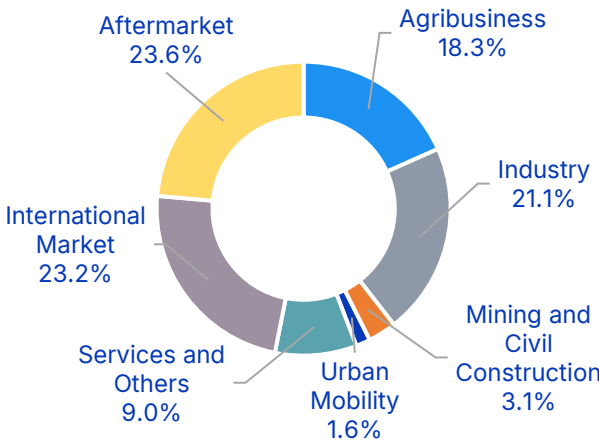
% Net Revenue by Vertical



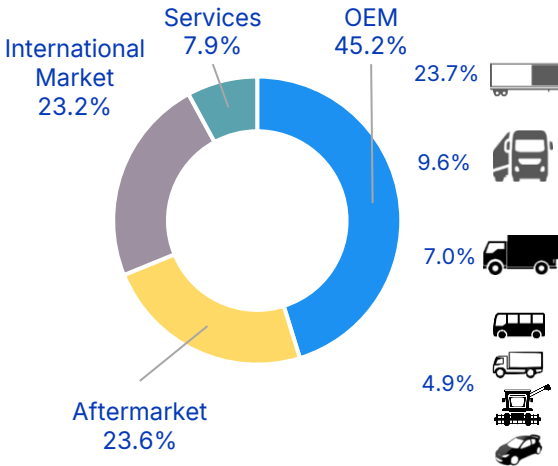
% Intl Revenues by Region



% Net Revenue by Sector



% Net Revenue by Segment



# Diversified Business

Auto Parts	Motion Control	OEM	Financial and Digital Services	Advanced Technology
<p>                 </p>	<p>           </p>	<p>           </p>	<p>                 </p>	<p>        </p>





# Auto Parts

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

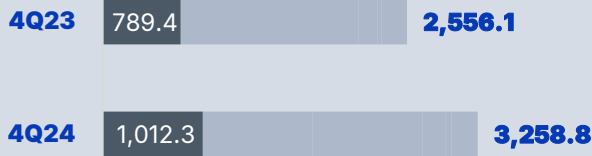
**Structure**  
15 industrial units, 13 in Brazil and 2 abroad, and 9 distribution centers abroad.

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

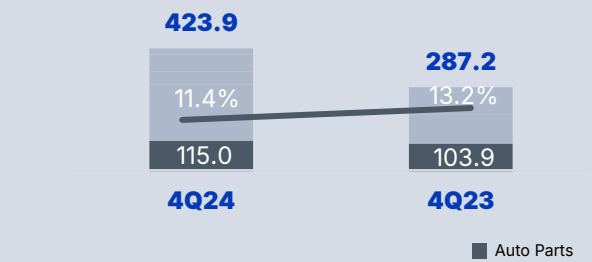
**Customer Base**  
Major global OEMs (trucks and buses), implementers, distributors, and auto parts retail, as well as manufacturers of agricultural and construction equipment.

- 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

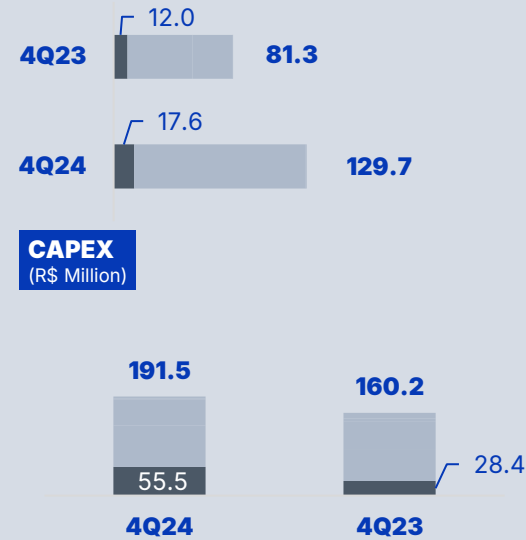
**Consolidated Net Revenue**  
(R\$ Million)



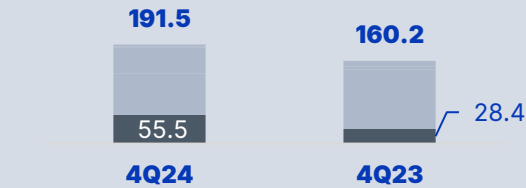
**EBITDA | EBITDA Margin**  
(R\$ Million) | % o/CNR



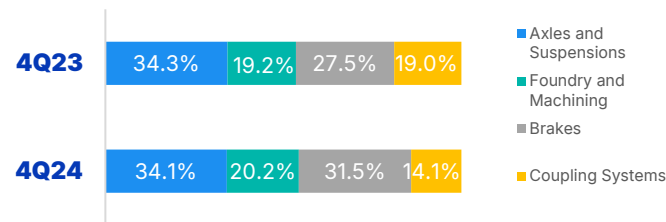
**International Market Revenue**  
(US\$ Million)



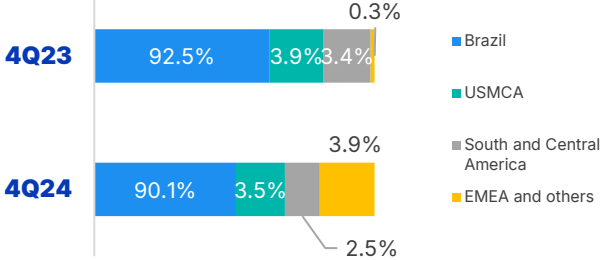
**CAPEX**  
(R\$ Million)



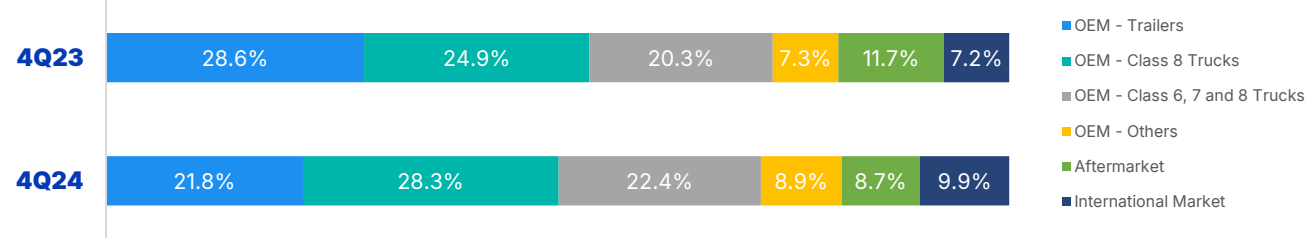
**Net Revenue by Product**  
(% o/CNR)



**Net Revenue By Region**  
(% o/CNR)



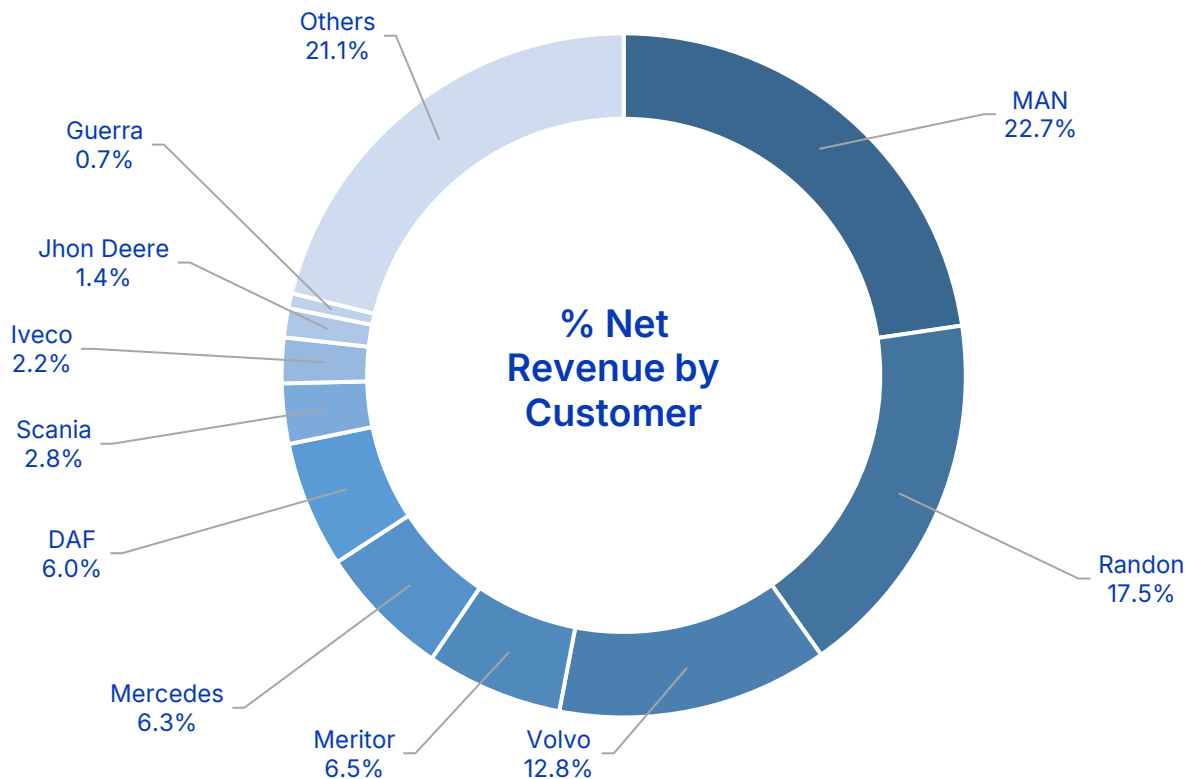
**Net Revenue by Segment**  
(% o/CNR)



## Volumes and Net Revenue

	4Q24		4Q23			3Q24			2024		2023		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Brakes (units)	235,397	319,251	191,443	217,374	23.0%	256,329	318,817	-8.2%	951,698	1,166,426	810,091	869,565	17.5%
Coupling Systems (units)	33,860	143,241	31,261	149,598	8.3%	36,464	158,185	-7.1%	143,417	623,596	129,096	575,071	11.1%
Axles and Suspensions (units)	45,862	344,883	38,484	270,969	19.2%	49,386	360,230	-7.1%	182,388	1,308,826	161,560	1,226,521	12.9%
Foundry and Machining (Tons)	21,995	204,960	18,473	151,493	19.1%	26,583	211,033	-17.3%	94,853	791,113	81,481	609,000	16.4%

Values in R\$ Thousands, except when indicated otherwise



## Main competitors

### Brake Systems

Knorr (Germany)  
Wabco (USA)  
Captive market – MB  
Scania  
Líbero/Silpa

### Coupling Systems

Fontaine (Brazil/PR)  
Fuwa (China)  
SAF-Holland (Germany)

### Suspensions and Axles

KLL/SAF Holland (Brazil/SP)  
Ibero (Brazil/SP)  
Hendrickson (USA)  
BPW (Germany)  
Fuwa (China)  
Captive Market – Facchini

### Foundry and Machining

Schulz (Brazil/SC)  
Durametal (Brazil/CE)  
Frum (Brazil/MG)  
Fundimisa/Elyte (Brazil/RS)



# R Motion Control

## Portfolio

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

## Structure

12 industrial units (5 in Brazil and 7 abroad), 9 distribution centers (1 in Brazil and 8 abroad), 7 sales offices abroad, and 2 technology centers.

## Sector Exposure

Mobility, agribusiness, industry and civil construction.

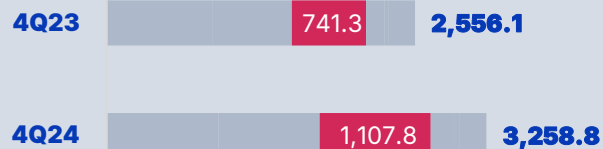
## Customer Base

OEMs, distributors, and auto parts retail.

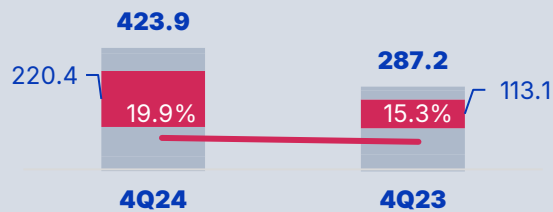
## Strategy

- > 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)

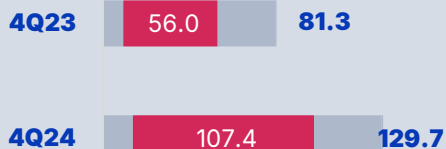


### EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

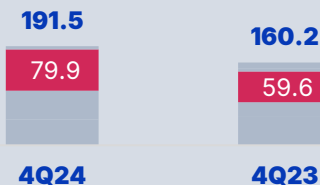


■ Motion Control

### International Market Revenue (US\$ Million)

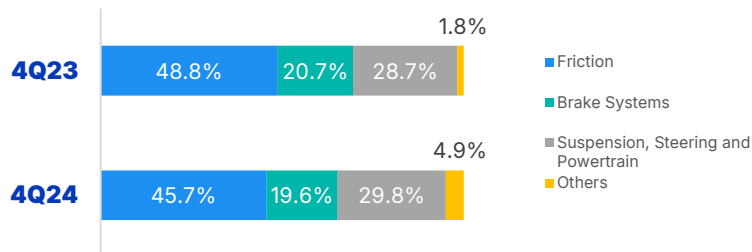


### CAPEX (R\$ Million)



■ Other Verticals

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



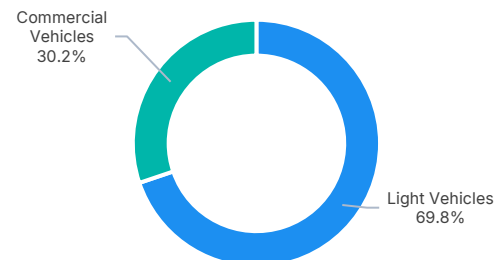
■ Friction

■ Brake Systems

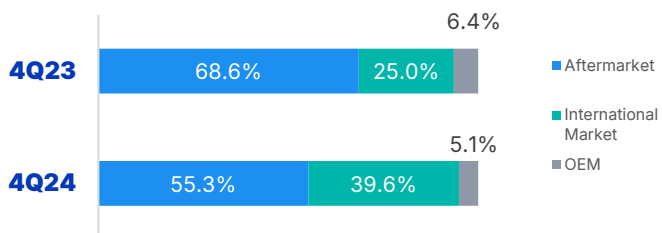
■ Suspension, Steering and Powertrain

■ Others

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



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

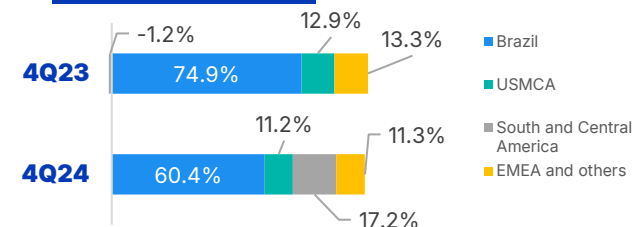


■ Aftermarket

■ International Market

■ OEM

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



■ Brazil

■ USMCA

■ South and Central America

■ EMEA and others





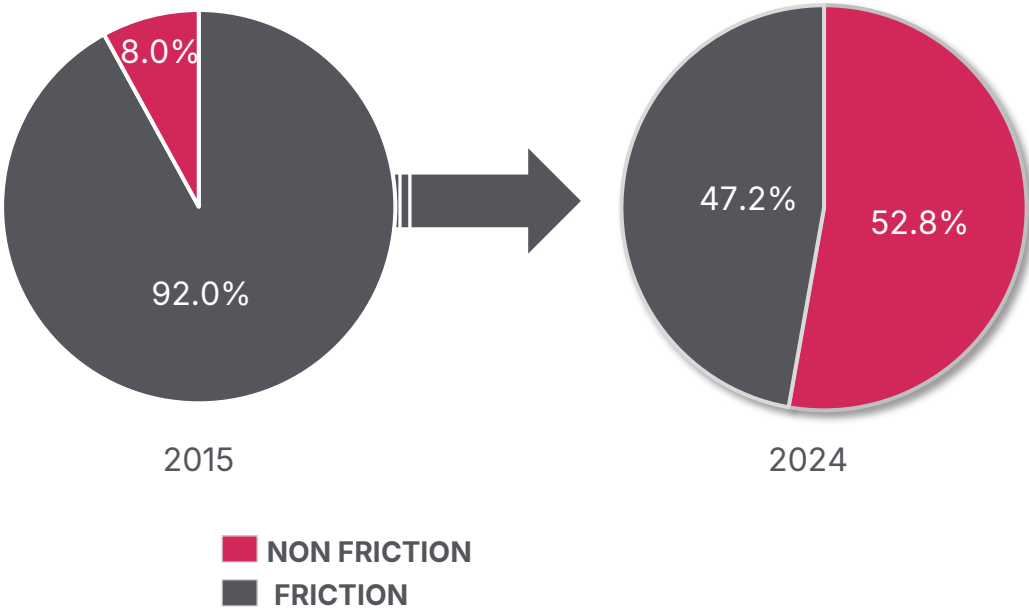
# Motion Control

## Volumes and Net Revenue

	4Q24		4Q23		Δ%	3Q24		Δ%	2024		2023		Δ%
	Units	Revenue	Units	Revenue		Units	Revenue		Units	Revenue	Units	Revenue	
Friction Materials (Thousand/un.) <sup>1</sup>	28,399	506,495	27,265	361,932	4.2%	28,137	480,171	0.9%	108,084	1,873,441	104,773	1,635,372	3.2%
Comp. for the Braking Systems (Thousand/un.)	2,816	216,846	2,491	153,368	13.0%	2,980	224,329	-5.5%	10,584	787,775	9,546	676,001	10.9%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	5,749	329,755	4,653	212,981	23.6%	5,774	291,668	-0.4%	21,486	1,126,527	19,442	948,612	10.5%
Others <sup>2</sup>	-	54,664	-	12,985	-	-	40,324	-	-	178,032	-	128,672	-

<sup>1</sup> The friction materials volume changed in the total for the year 2023, due to adjustments in the accounting of parts and a reclassification in 1H24 with the line of components for brake systems.  
<sup>2</sup> For the opening of the Others line, see attachment IV of the Frasle Mobility Release.

## Revenues Evolution



## Main competitors

Friction Materials	Braking Systems	Suspension, Steering and Powertrain
Brakeparts - Brazil Syl - Brazil Cobreq - Brazil Thermoid - Brazil Duroline - Brazil	Hipper Brakes – Brazil MDS – Brazil TRW – Germany Zimmermann – Germany Textar – Germany Brembo – Italy Raybestos – USA Centric - USA	Cofap - Brazil Monroe - Brazil Kayaba - Brazil Trw - Germany Lemforder - Brazil Viemar - Brazil Dellarosa - Brazil Ima - Brazil Spicer - Brazil







# OEM

## Portfolio

Trailers, truck bodies, railcars, and aftermarket parts.

## Structure

8 industrial units, 6 in Brazil and 2 abroad, and 1 sales office.

## Customer Service Network

90 points in Brazil and 191 abroad.

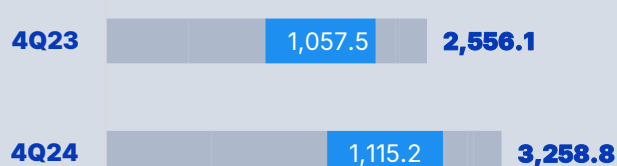
## Customer Base

Large transporters, cargo generators, fleet owners, and independent operators.

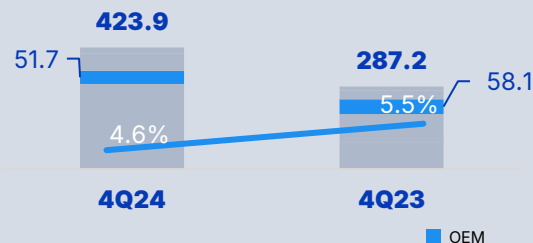
## Strategy

- > Focus on strong economic sectors such as **agribusiness**
- > Be at the **forefront of technology** in the development of sustainable products
- > Expand **international operations** significantly
- > Increase sales to the **aftermarket**

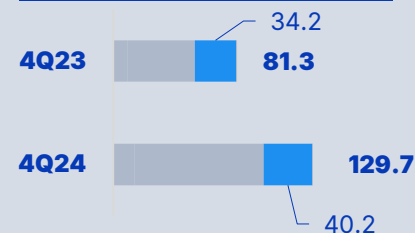
## Consolidated Net Revenue (R\$ Million)



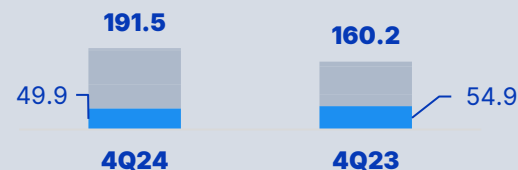
## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR



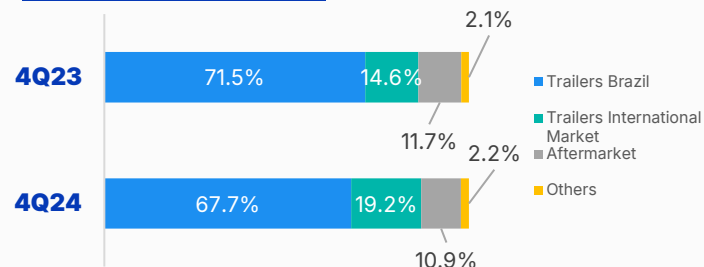
## International Market Revenue (US\$ Million)



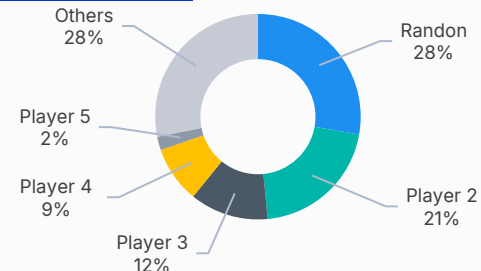
## CAPEX (R\$ Million)



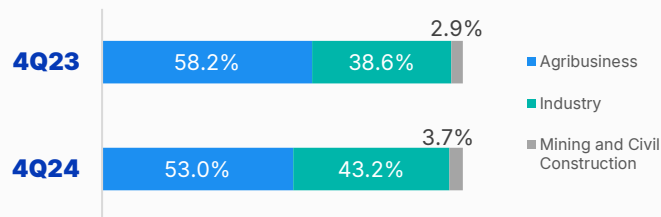
## Net Revenue By Product (% o/ CNR)



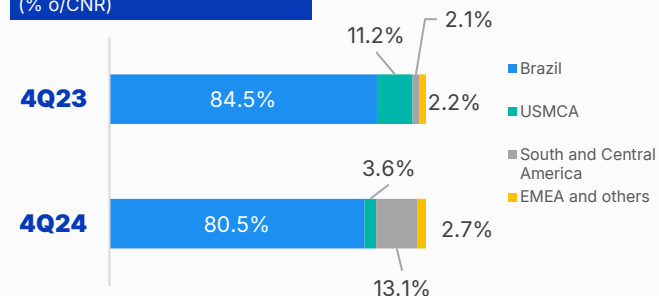
## Quarterly Market Share (% o/delivers)



## Sector Exposure (% o/delivers)



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





## Volumes and Net Revenue

	4Q24		4Q23			3Q24			2024		2023		
	Units	Revenue	Units	Revenue	Δ%	Units	Revenue	Δ%	Units	Revenue	Units	Revenue	Δ%
Trailers Brazil (un.)	6,497	773,303	6,001	776,707	8.3%	5,657	760,630	14.8%	24,646	3,043,891	24,735	3,205,218	-0.4%
Trailers United States <sup>1</sup>	540	40,565	1,325	118,227	-59.2%	125	16,349	332.0%	1,061	102,688	5,887	535,599	-82.0%
Trailers Others Geographies (un.)	784	173,941	432	36,622	81.5%	449	89,585	74.6%	1,993	407,778	2,241	322,958	-11.1%
Railcars (un.)	11	5,963	8	2,021	37.5%	120	70,462	-90.8%	185	105,818	54	22,644	242.6%
Aftermarket	-	121,386	-	123,967	-	-	135,862	-	-	501,038	-	463,526	-

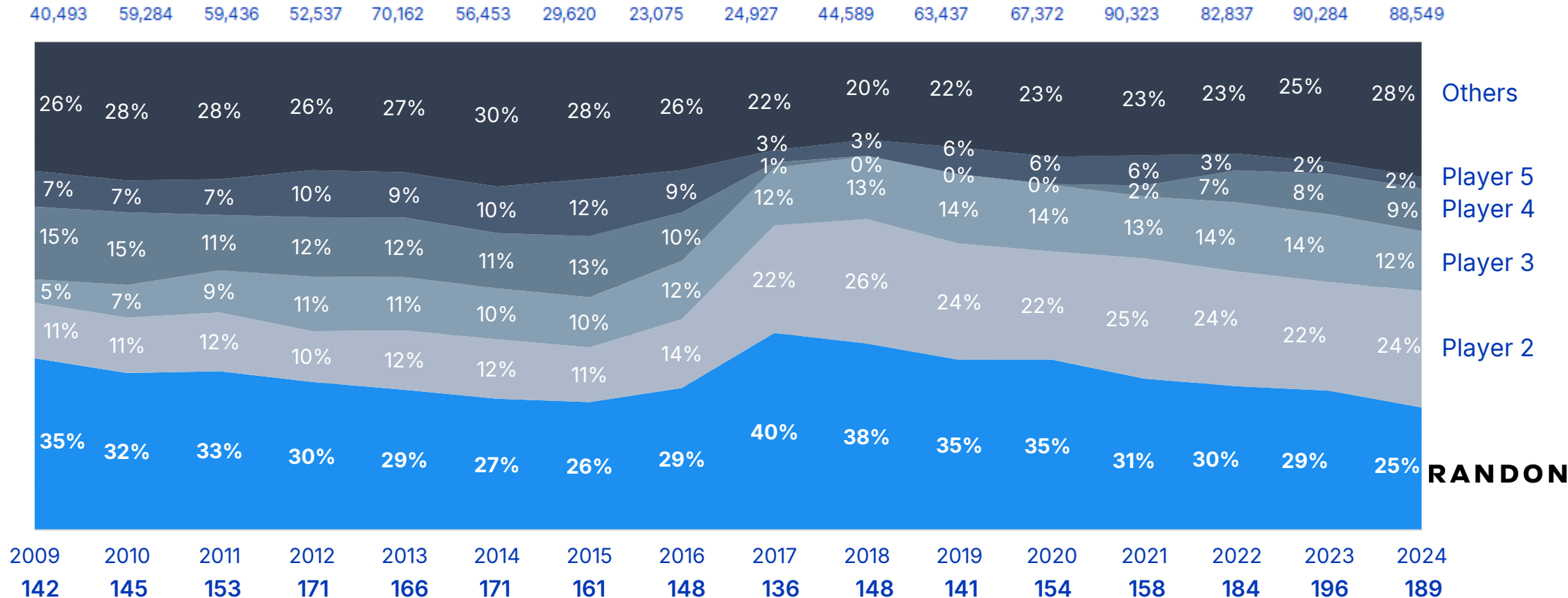
<sup>1</sup> Volumes sold by Hercules + exports from Brazil

Values in R\$ Thousands, except when indicated otherwise

## Historical Market Share

SIZE OF THE MARKET  
(Deliveries - Brazil)

COMPETITORS





# R Financial and Digital Services

**Portfolio**  
Financial solutions:  
Coop-payment plan quotas, credit, insurance  
Fleet Rental and Management  
Technology and Innovation.

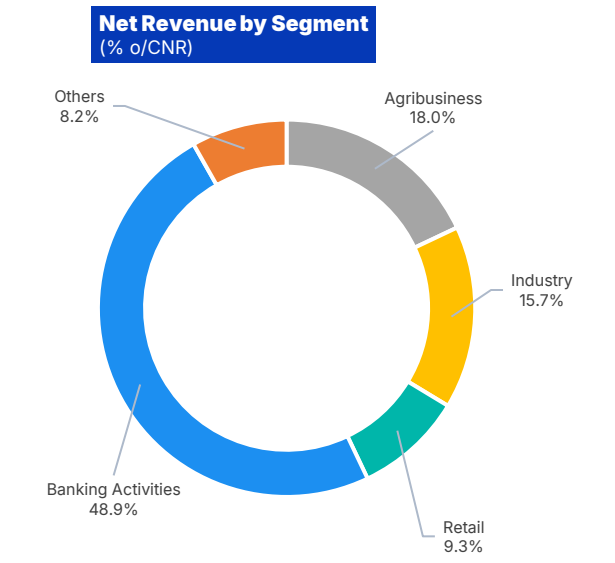
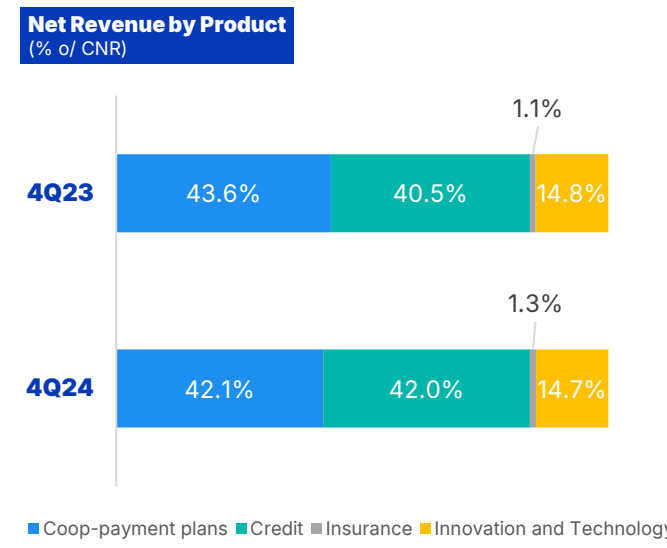
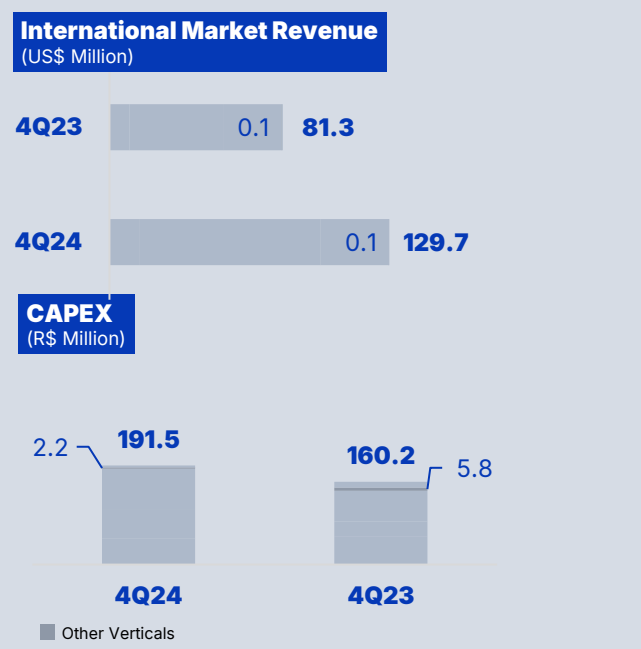
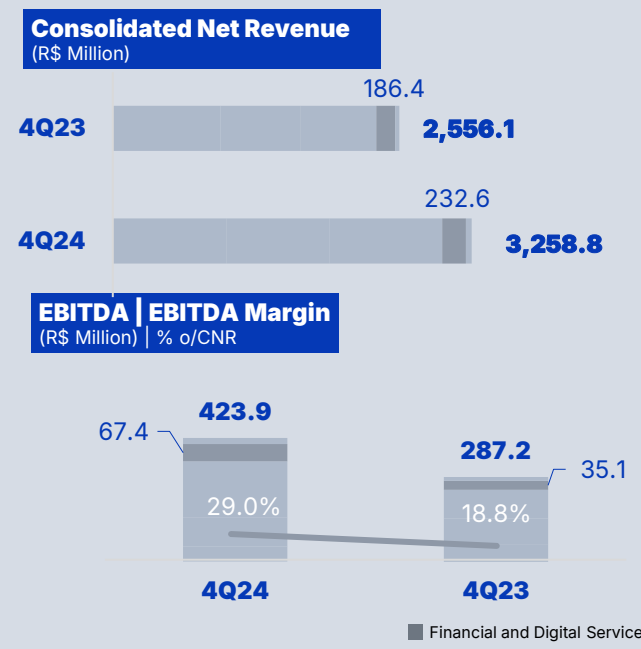
**Structure**  
3 financial solutions companies, 1 vehicle rental company, and 4 innovation and technology companies.

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

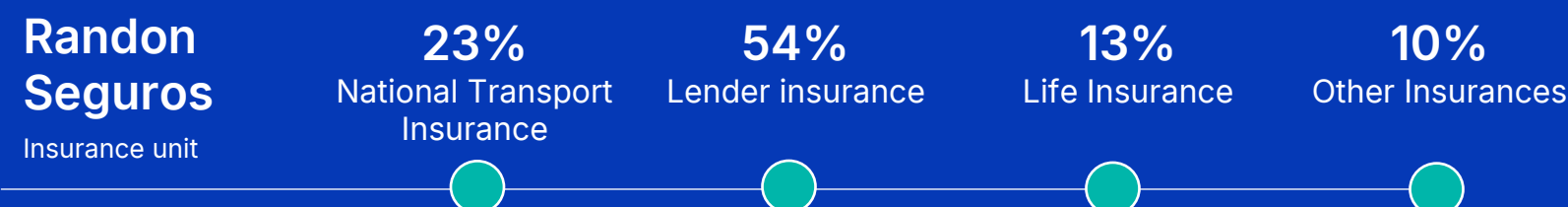
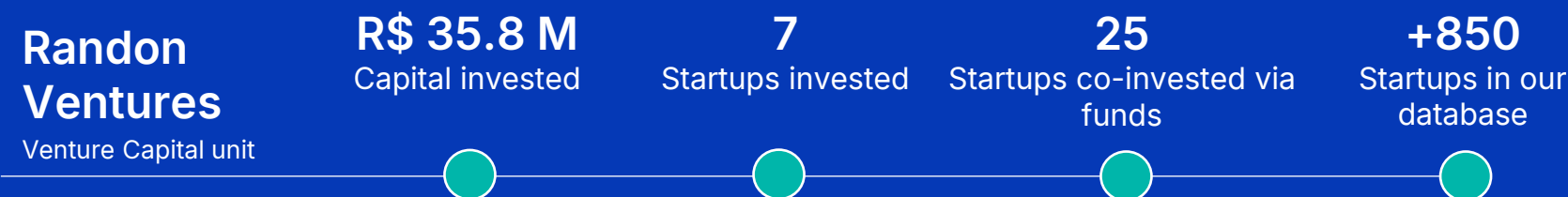
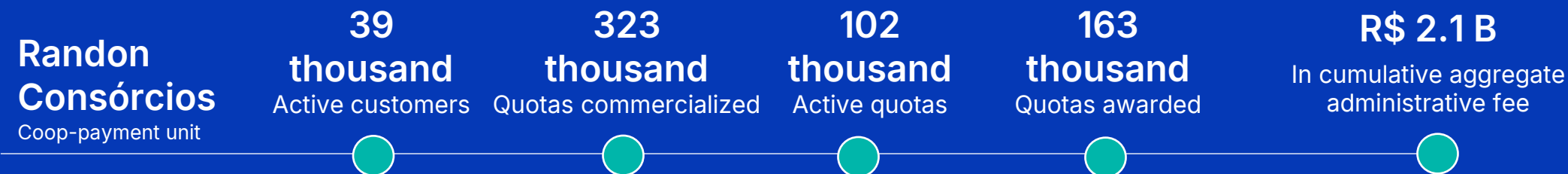
**Customer Base**  
Randoncorp ecosystem, companies focused on logistics, technology companies, and manufacturers of agricultural equipment.

**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 & Digital Services





# R Advanced Technology and Headquarter

## Portfolio

Industrial automation, product development and certification for the mobility industry and nanotechnology.

## Structure

1 industrial automation unit, 1 technology center, 1 commercial office, 1 industry and the Headquarter.

## Sector Exposure

Several sectors from different business activities and segments.

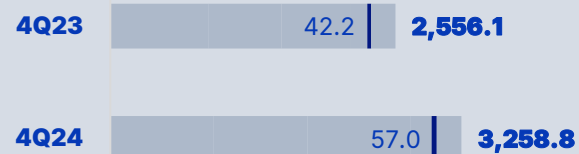
## Customer base

Companies controlled by Randoncorp, and various industries.

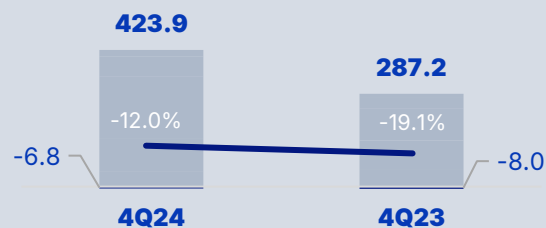
## Strategy

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

## Consolidated Net Revenue (R\$ Million)

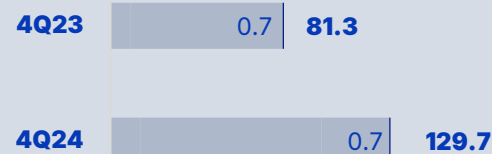


## EBITDA | EBITDA Margin (R\$ Million) | % o/CNR

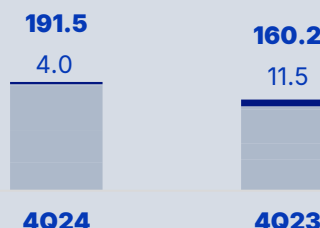


<sup>1</sup> In this graph, Advanced Technology's EBITDA disregards the Holding's equity equivalence effects, to more adequately reflect its operational performance

## International Market Revenue (US\$ Million)

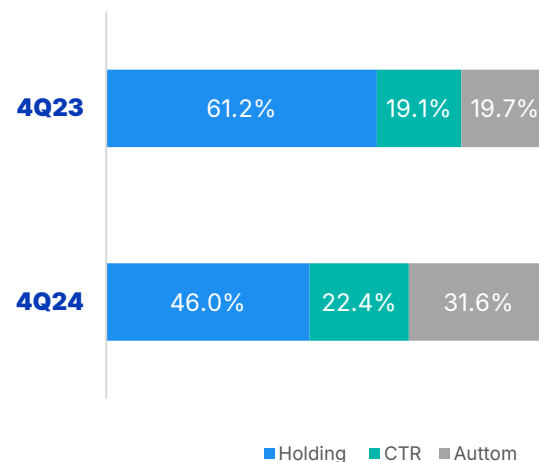


## CAPEX (R\$ Million)

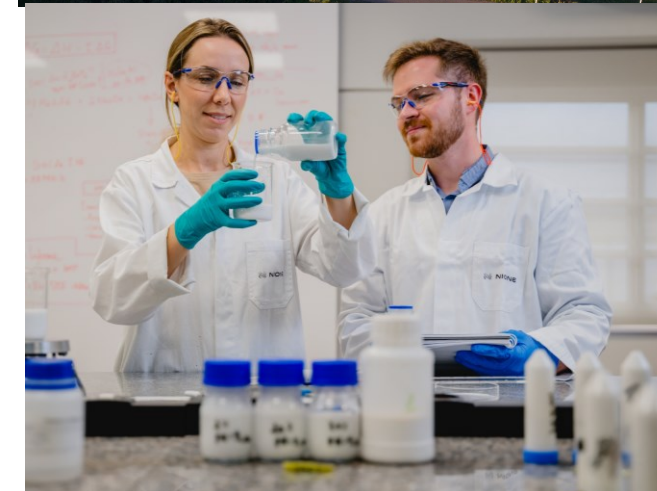
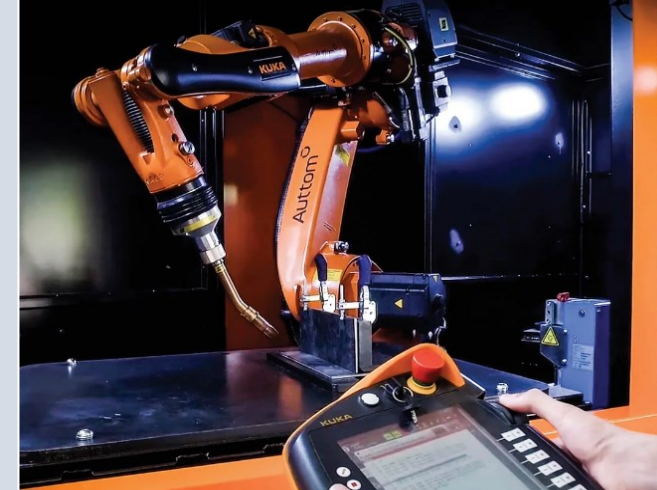
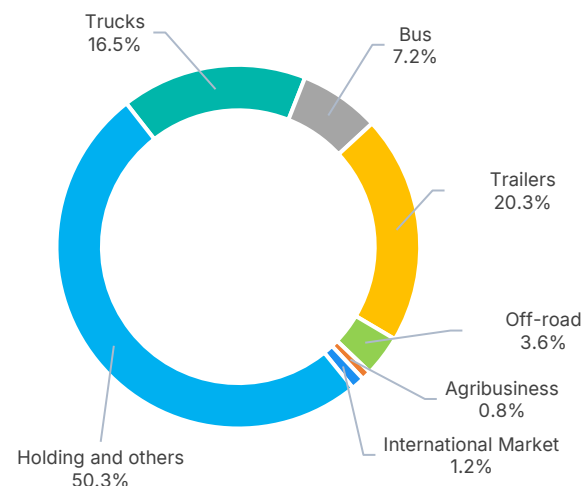


■ Advanced Technology and Headquarter ■ Other Verticals

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



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



# SUPPORT MATERIAL 4Q24

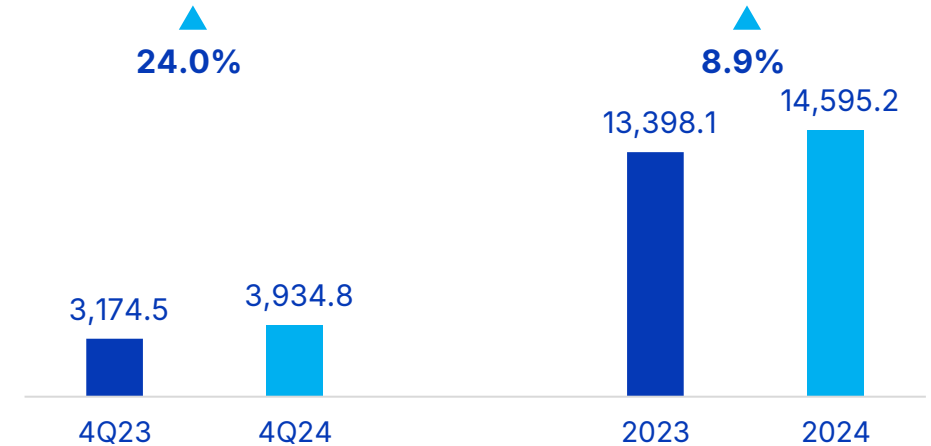
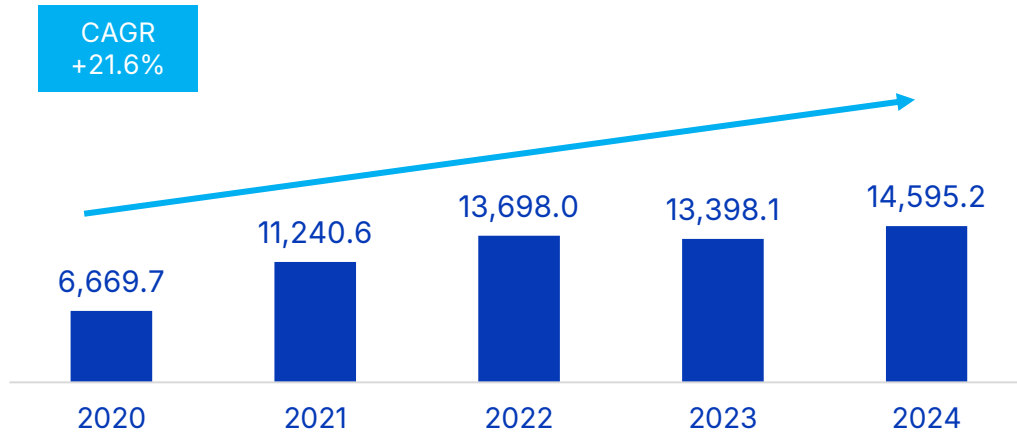


As of 2020 the numbers do not consider the discontinued operation of Randon Veículos

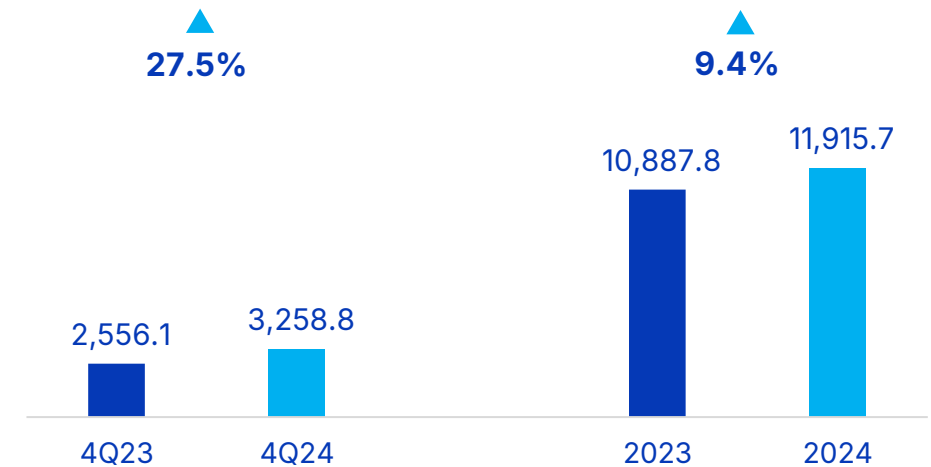
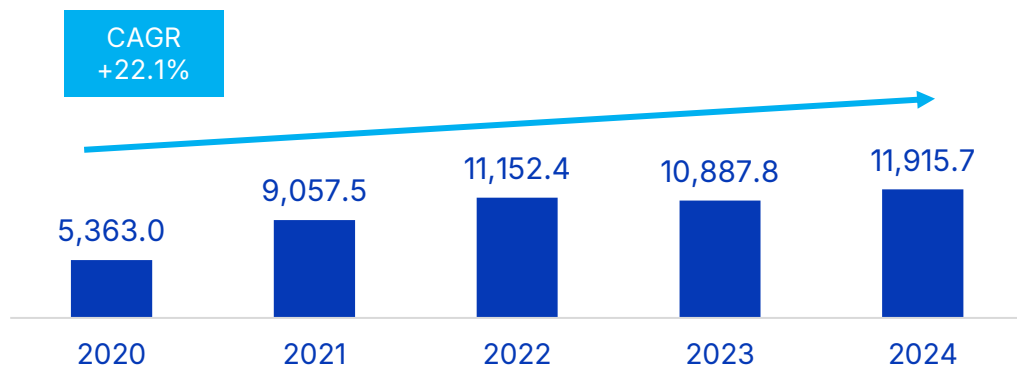
# Operating Results

RANDONCORP

## Consolidated Gross Revenue | R\$ Million



## Consolidated Net Revenue | R\$ Million

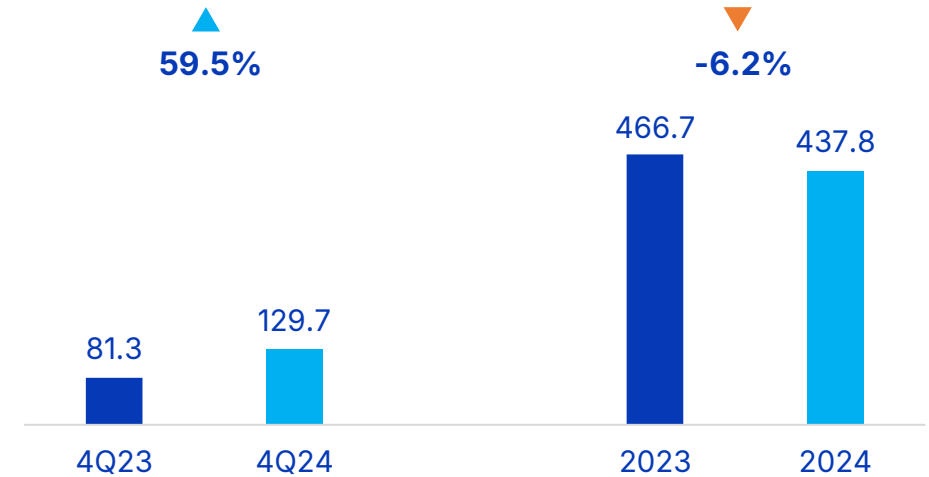
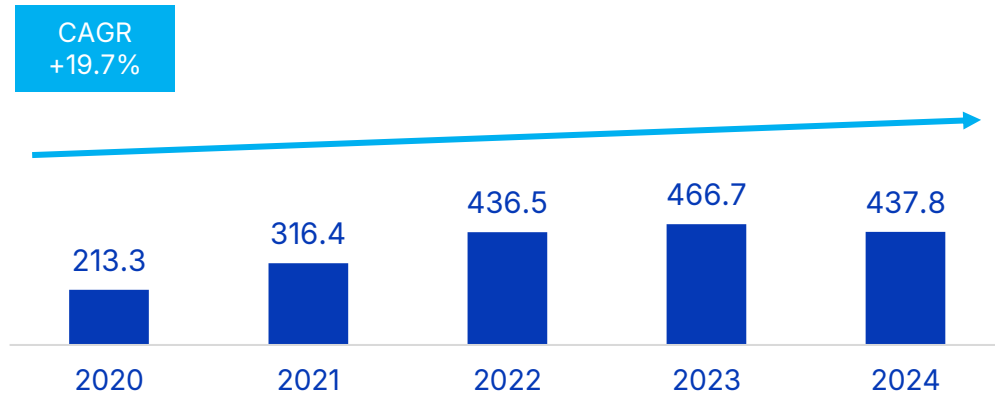




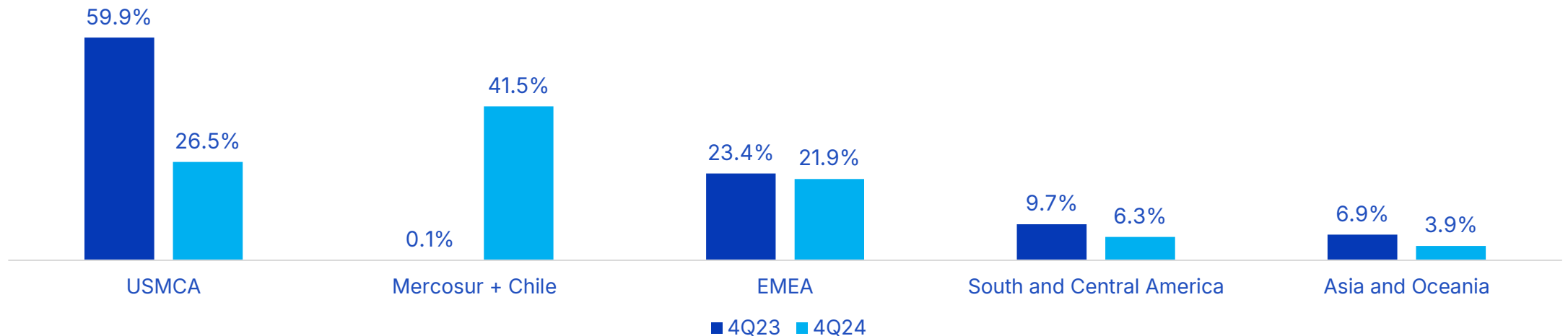
# Operating Results

RANDONCORP

## International Markets Revenues | US\$ Million



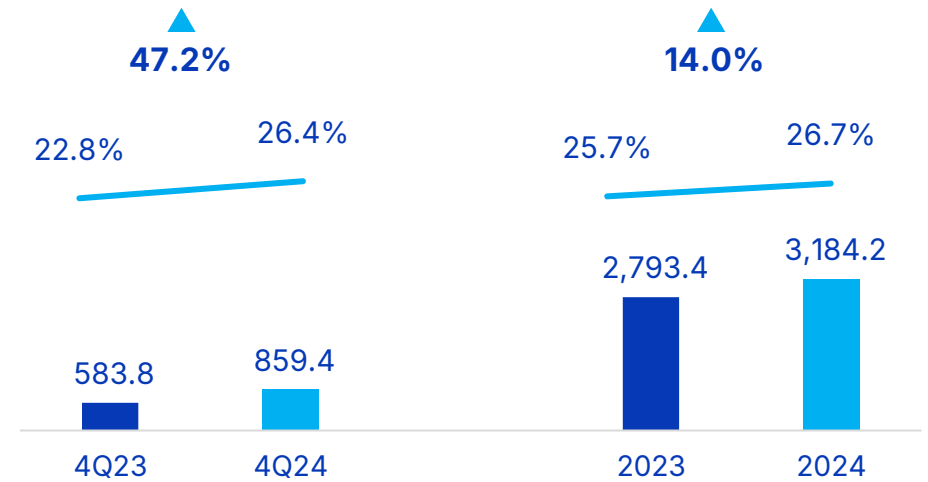
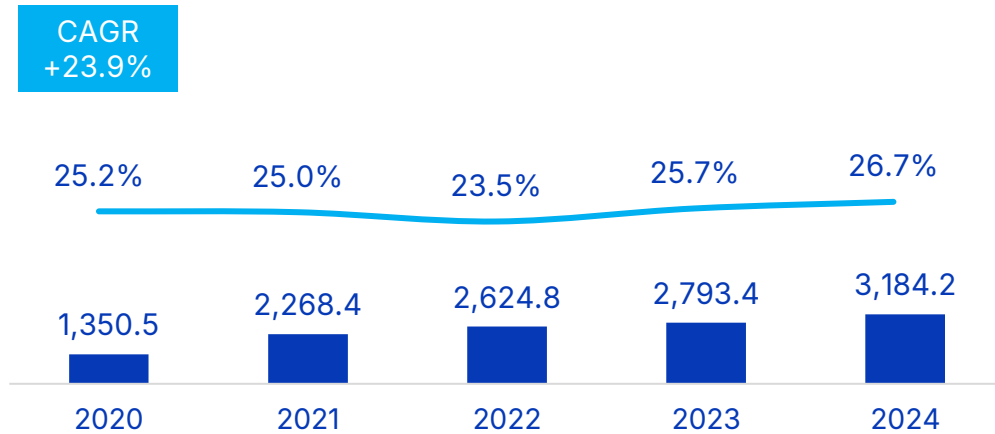
## International Markets Revenues by Region | US\$ Million



# Operating Results

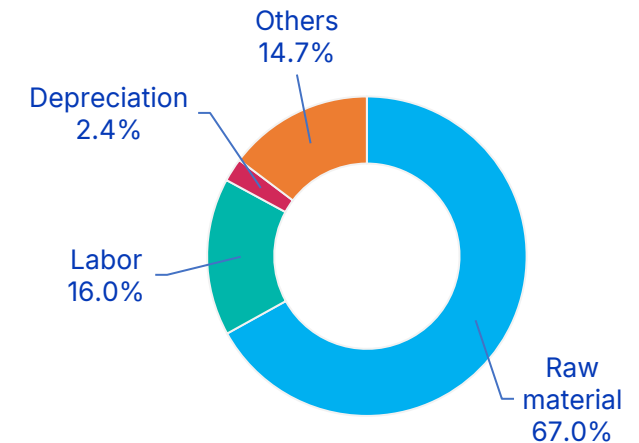
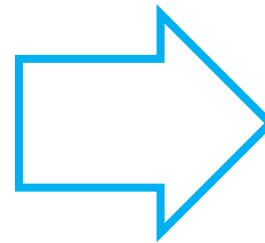
RANDONCORP

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



COGS 4Q24  
R\$ 2.4 B  
(73.6% o/CNR)

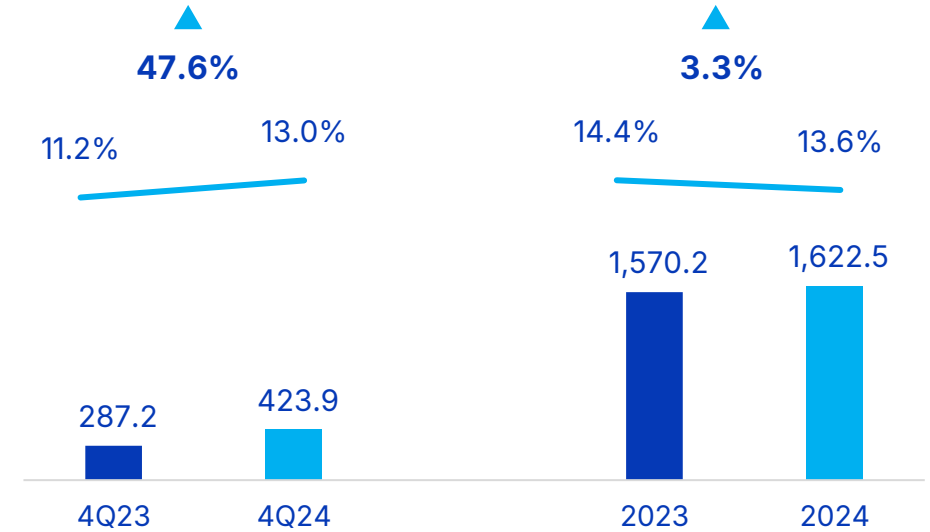
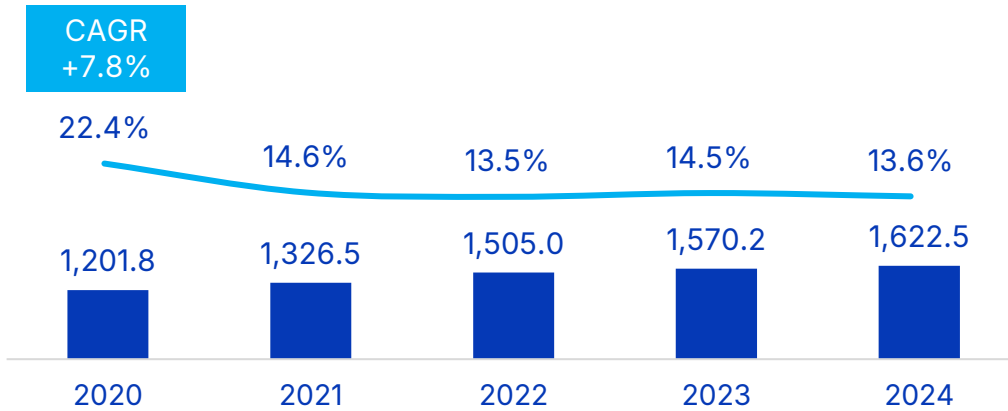
COGS DISTRIBUTION 4Q24



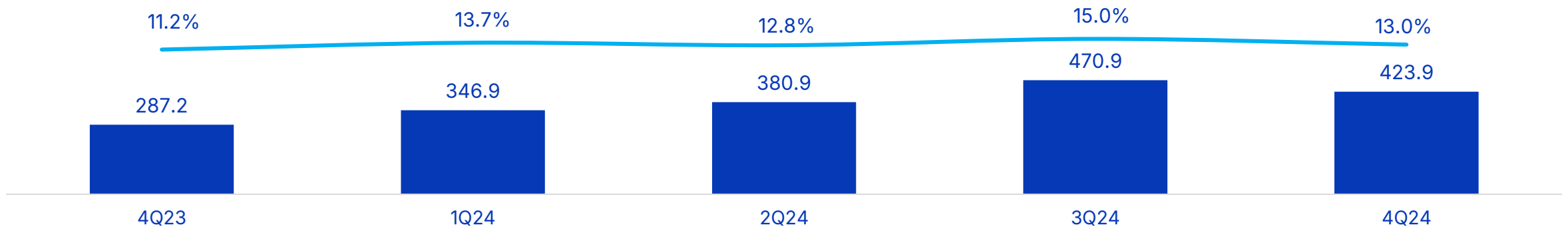
# Operating Results

RANDONCORP

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



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

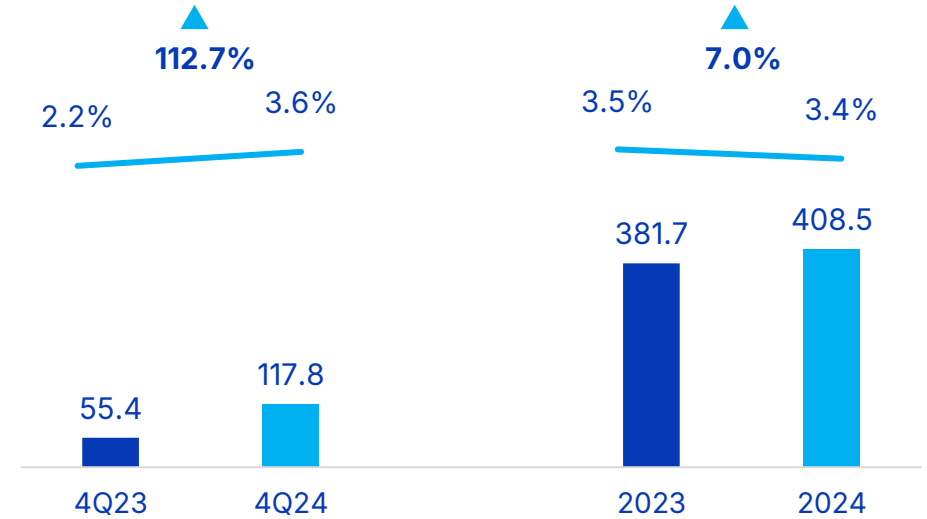
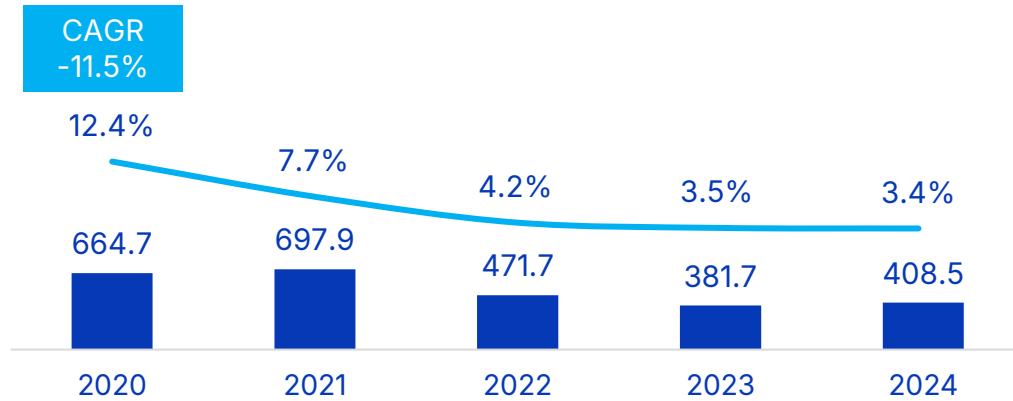




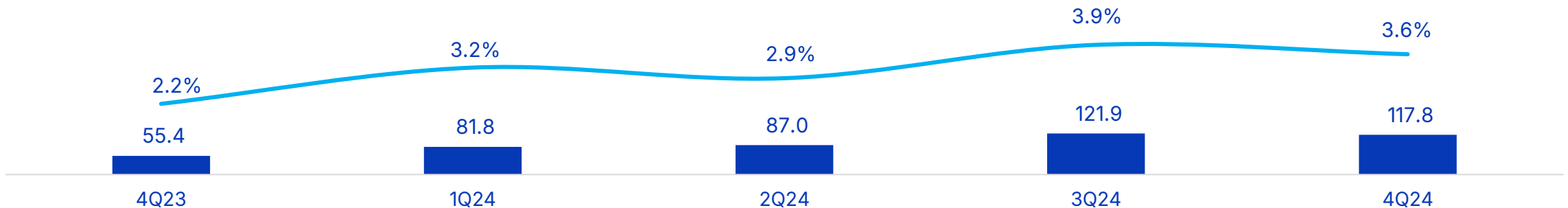
# Financial Results

RANDONCORP

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

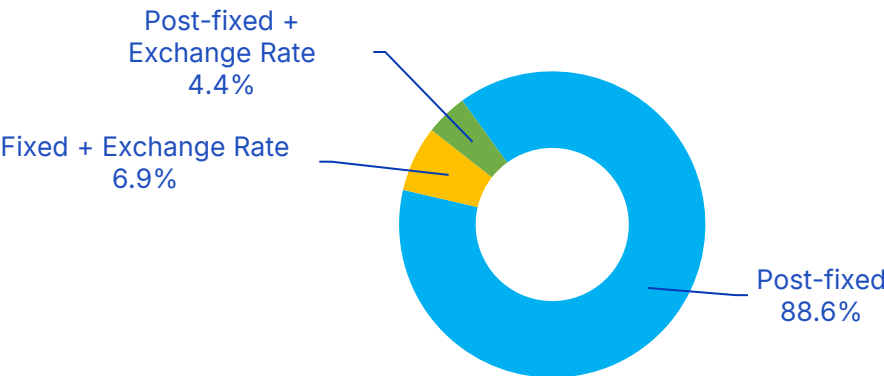


## Net Profit | Quarterly Net Margin | R\$ Million | %

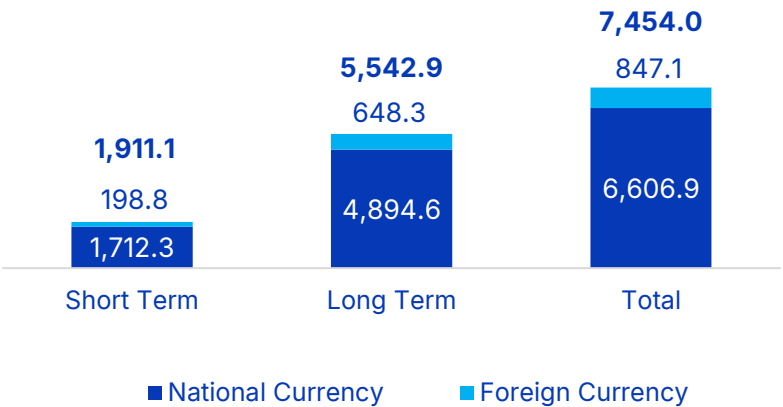


# Indebtedness

## Gross Debt Indexes

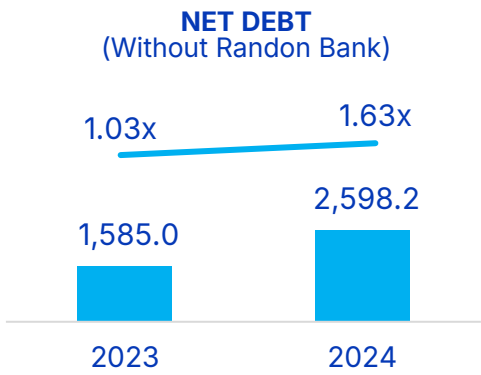
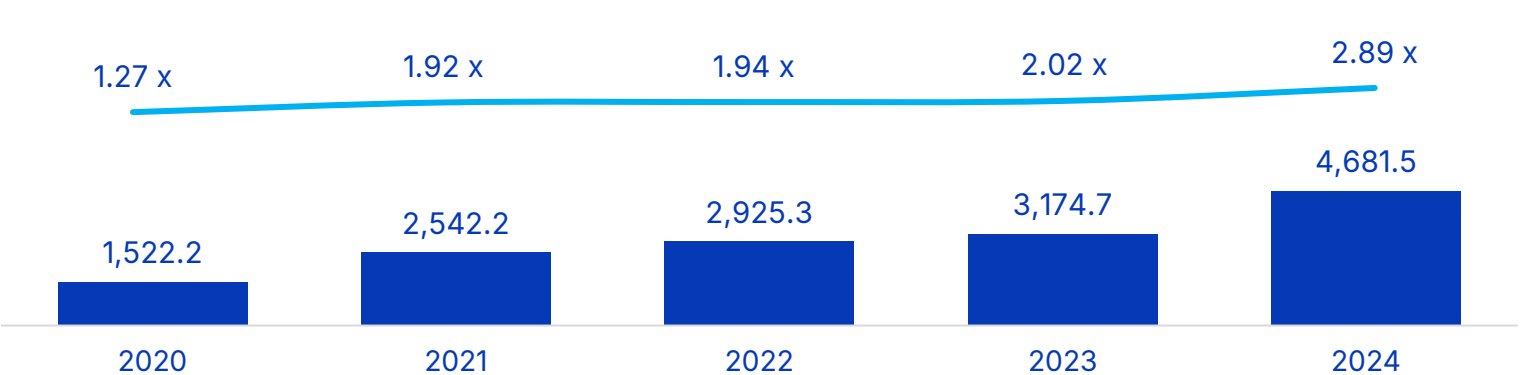


## Origin of Debt<sup>1</sup> | Short and Long Term



<sup>1</sup> Does not consider business combination values

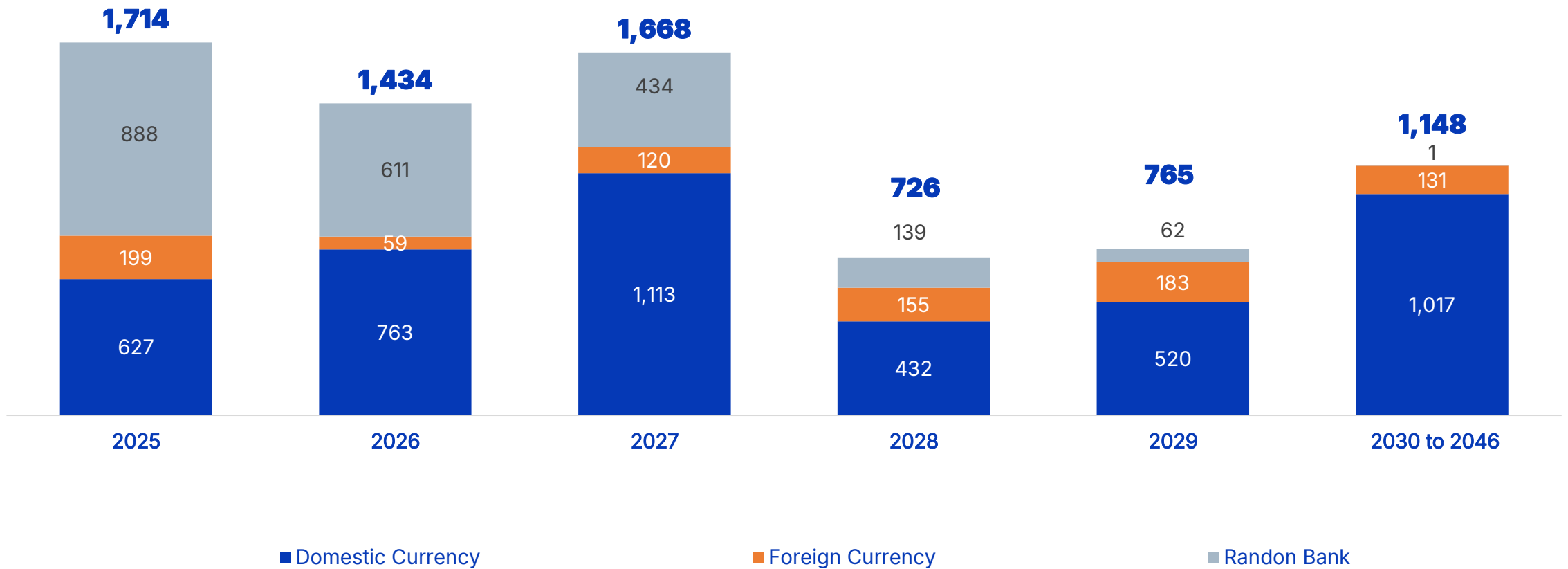
## Indebtedness | Net Debt / EBITDA | R\$ Million



# Indebtedness

RANDONCORP

## Schedule Of Debt Payment | R\$ Million





# Quarterly Information

RANDONCORP

	4Q23	2023	1Q24	2Q24	3Q24	4Q24
Net Revenue	2,816.8	12,086.7	2,805.3	3,316.3	3,423.0	3,524.8
% Auto Parts	28.0%	27.1%	30.5%	29.4%	30.6%	28.7%
% Motion Control	26.3%	28.0%	30.0%	29.6%	30.3%	31.4%
% OEM	37.5%	37.6%	31.0%	33.3%	31.3%	31.6%
% Financial and Digital Services	6.6%	5.8%	6.8%	6.2%	6.2%	6.6%
% Advanced Technology and HQ	1.5%	1.4%	1.7%	1.6%	1.5%	1.6%
<b>Consolidated Net Revenue</b>	<b>2,556.1</b>	<b>10,887.8</b>	<b>2,537.8</b>	<b>2,984.6</b>	<b>3,134.6</b>	<b>3,258.8</b>
<b>Consolidated Gross Profit</b>	<b>583.8</b>	<b>2,793.4</b>	<b>686.3</b>	<b>814.6</b>	<b>823.9</b>	<b>859.4</b>
% Gross Margin	22.8%	25.7%	27.0%	27.3%	26.3%	26.4%
<b>EBITDA</b>	<b>287.2</b>	<b>1,570.2</b>	<b>346.9</b>	<b>380.9</b>	<b>470.9</b>	<b>423.9</b>
% EBITDA Margin	11.2%	14.4%	13.7%	12.8%	15.0%	13.0%
<b>Net Income</b>	<b>55.4</b>	<b>381.7</b>	<b>81.8</b>	<b>87.0</b>	<b>121.9</b>	<b>117.8</b>
% Net Margin	2.2%	3.5%	3.2%	2.9%	3.9%	3.6%



# RANDONCORP



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