



RANDON[®]

Companies

INSTITUTIONAL PROFILE 3Q20

RANDON[®]

Companies

SAFE HARBOR STATEMENT

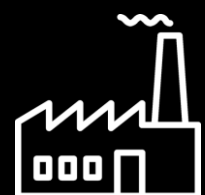
This presentation contains forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions, as well as on currently available information. Forward-looking statements include information on our current intentions, beliefs or expectations, **as well as those of the Company's Board of Directors and Board of Executive Officers.**

The reservations as to forward looking statements and information also include data on possible or presumed operating results, as well as any statements preceded, followed or including words such as “**believes**”, “**may**”, “**will**”, “**expects**”, “**intends**”, “**plans**”, “**estimates**” or similar expressions.

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.**



IT'S A PLEASURE TO MEET YOU, WE ARE RANDON COMPANIES



Global reference in
transport solutions



Products in more than
100 countries

Foundation
1949

IPO
1974

11,247
employees

R\$ 3.7 bn
Market Cap



WE HAVE BEEN ON THE ROAD FOR DECADES, GUIDED FOR AN ONLY PURPOSE

○ CONNECTING PEOPLE AND RICHES, TO GENERATE PROSPERITY...

....and all the kilometers we traveled followed the
same principles



**Valued and
respected
people**



Safety and **Quality**



Ethics



Innovation and
Technology



**Satisfied
Customers**



Preservation
of our **image
and legacy**



Profitability with
sustainability



Randon is all of us

1940

The brothers **Hercílio and Raul Randon** open **Mecânica Randon**.

1950

Mecânica Randon becomes the **only one to manufacture air brake systems in Brazil**. In addition, innovates in: trucks and trailers axles.

1960

Randon launches the equalizer suspension system and the third axle for trailers. **The Company becomes a leader in road freight transport in Brazil.**

1970

Establishment of Randon Veículos for Off-road Trucks manufacturing. **Inaugurated a new industrial plant** and Initial Public Offering in the Stock Market.

1980

Randon begins in the Auto Parts sector with the **foundation of Freios Master and Randon Administradora de Consórcios**.

1990

Establishment of Randon Participações, the parent company. Acquisition of Fras-le, Randon Argentina foundation and joint ventures Jost Brasil and Suspensys beginning. Starts in the railway sector.

2000

Randon becomes one of the **biggest private companies in Brazil**. Creates Castertech for the production of iron casts auto parts. Fras-le inaugurates its plants in China and in the USA.

2010

Great global expansion and acquisitions in the national market. Growth in production, sales and qualified and sustainable operations. Foundation of Randon Bank and Randon Technological Center.

CORPORATE GOVERNANCE



EXECUTIVE COMMITTEE

TOTAL SHARES

345,775,809

RAPT3

116,515,527

RAPT4

229,260,282

BOARD OF DIRECTORS

David Abramo Randon | Chairman
Alexandre Randon | Vice-Chairman
Pedro Ferro Neto | Board Member
Ruy Lopes Filho | Board Member
William Ling | Board Member



Daniel Raul Randon
CEO



Paulo Prignolato
CFO and Vice-President



Sergio L.M. de Carvalho
COO and Vice-president



Daniel Martin Ely
CTO

Tag Along

80%

Free Float

53.4%

Índice de
Ações com Governança
Corporativa Diferenciada

IGC

Índice
Brasil Amplo
BM&FBOVESPA

IBRA

Índice de
Governança
Corporativa Trade

IGCT

Índice de
Ações com Tag Along
Diferenciado

ITAG

Índice do
Setor
Industrial

INDX

Índice
Brasil

IBRX

Índice
Small Cap

SMLL

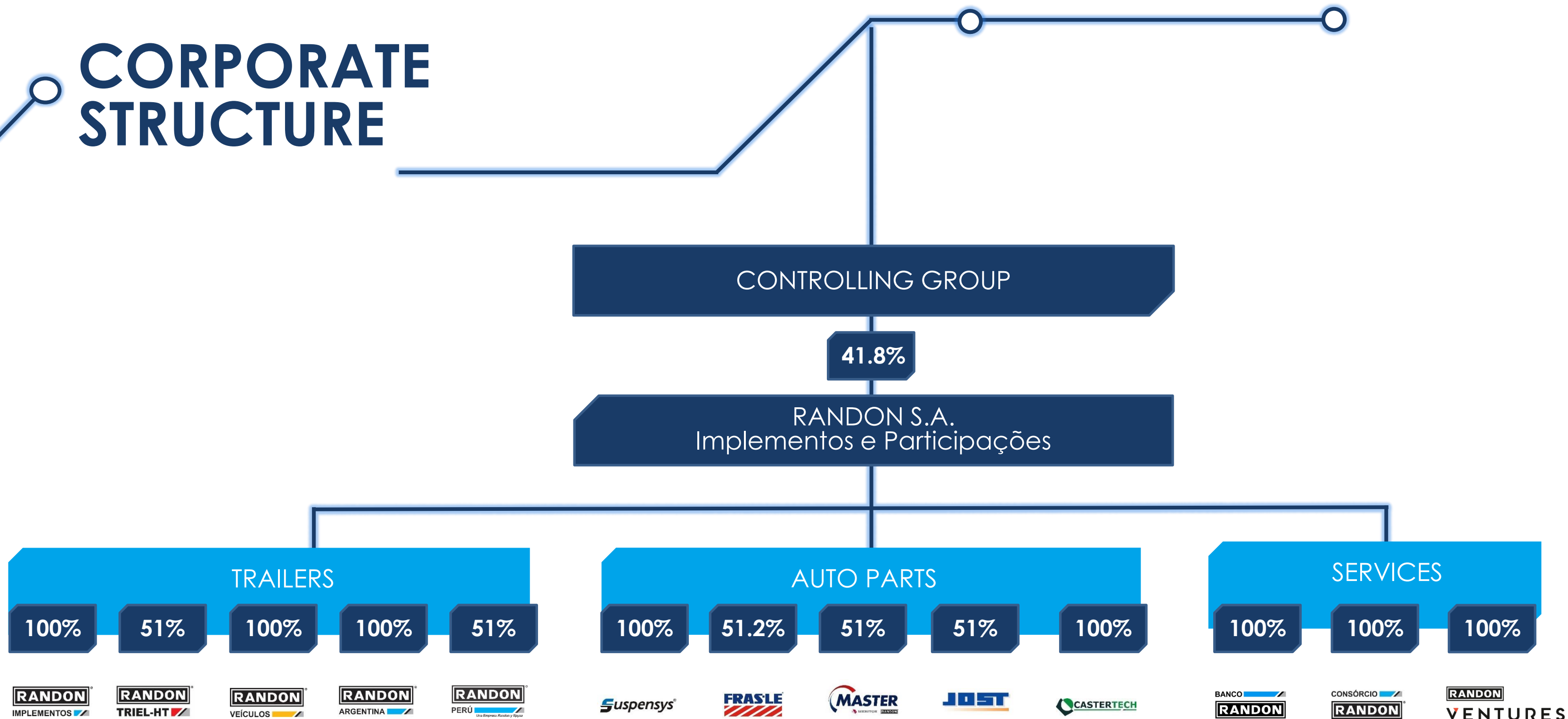


NÍVEL 1
BM&FBOVESPA

RANDON

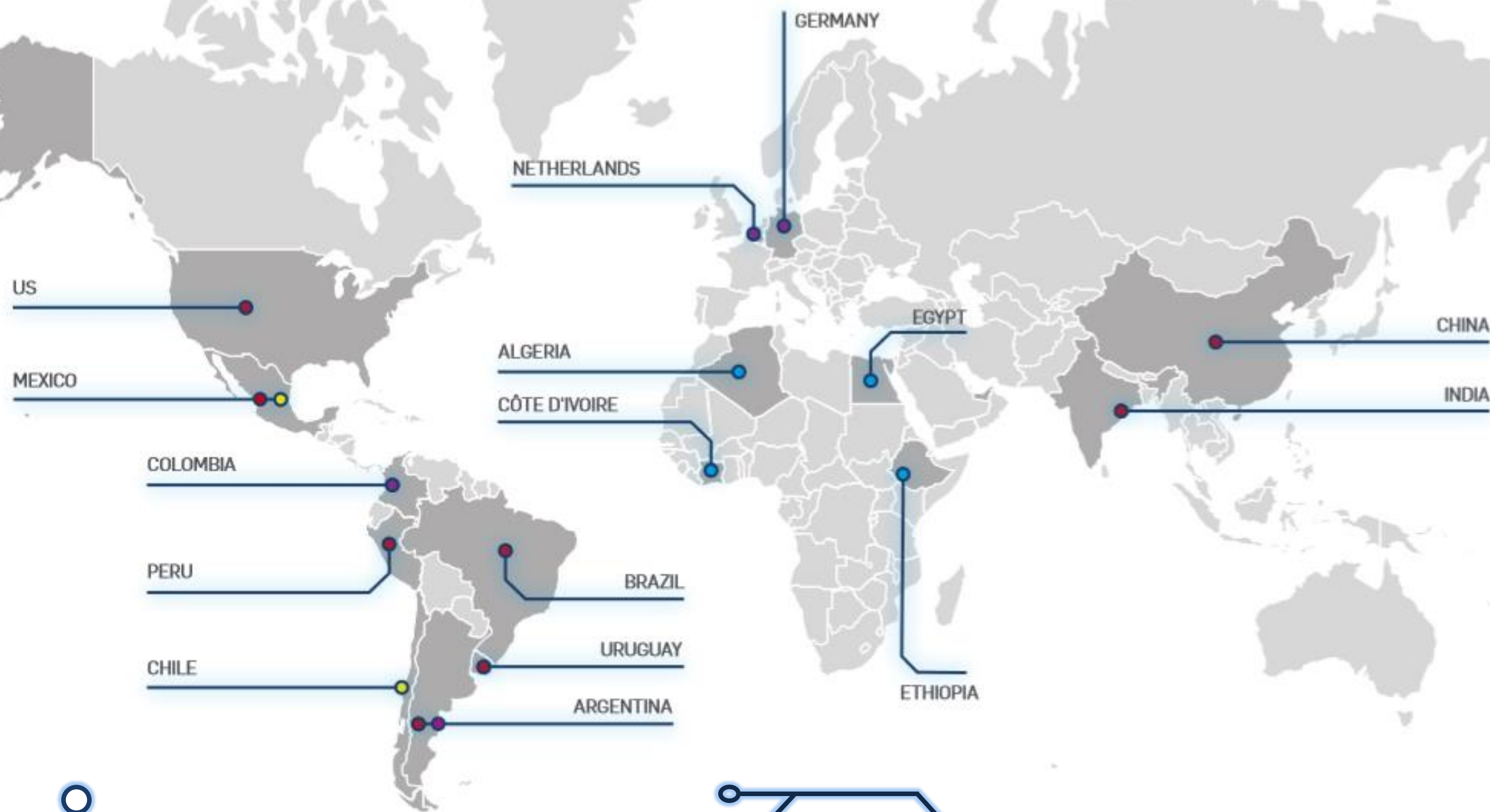
Companies

CORPORATE STRUCTURE



¹ Suspensys became a subsidiary of Castertech from October 5, 2020.

OUR GLOBAL PRESENCE

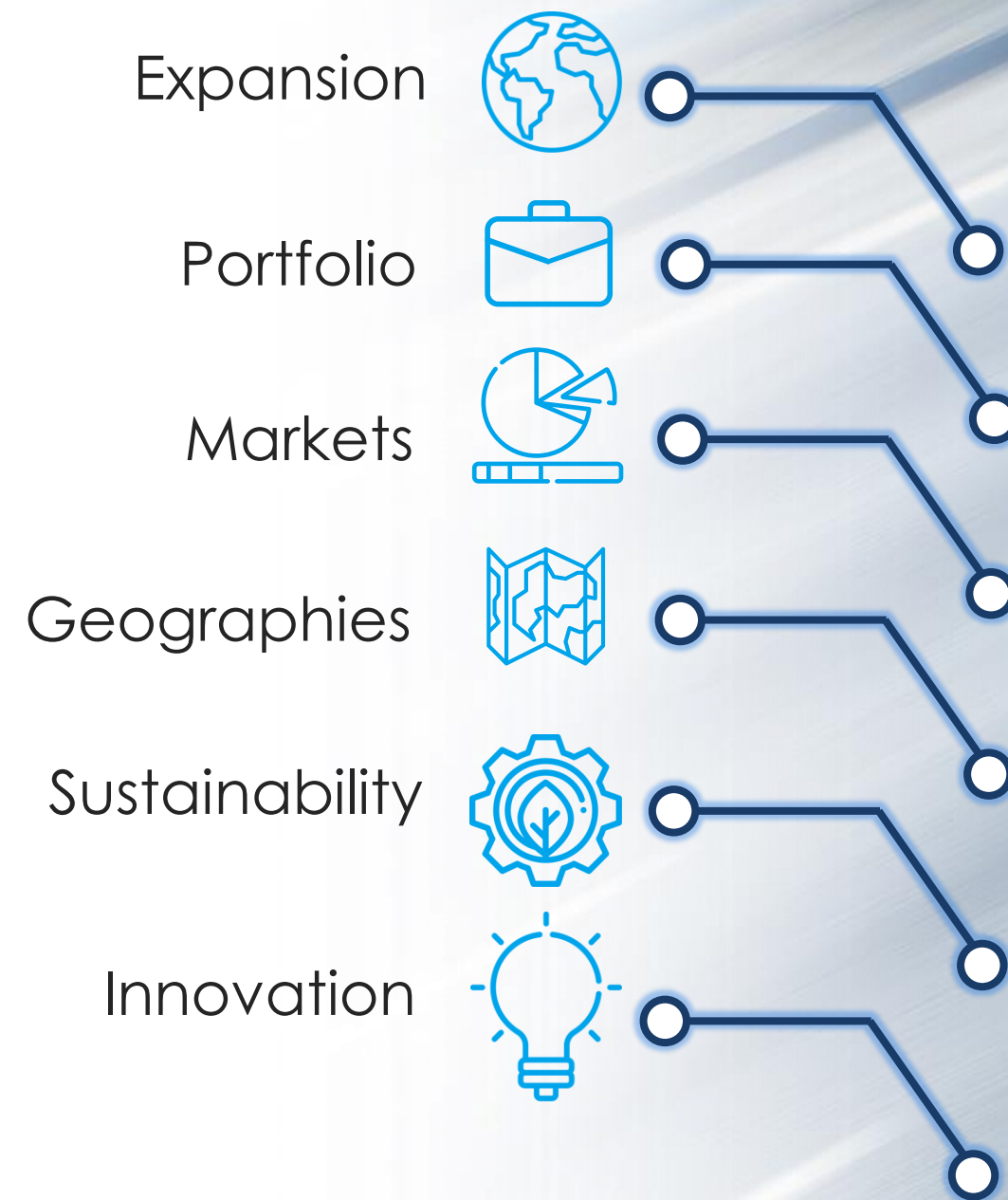


BRAZIL

- Caxias do Sul – RS
- Chapecó – SC
- Linhares – ES
- Resende – RJ
- São Leopoldo – RS
- Erechim – RS
- Sorocaba – SP
- Joinville – SC
- Araraquara – SP
- Extrema-MG
- Diadema-SP
- Osasco-SP

- MANUFACTURING SITES
- INTERNATIONAL OFFICES
- ASSEMBLY AND CKD PLANTS (STRATEGIC PARTNERSHIPS)
- DISTRIBUTION CENTER
- SERVICES

HOW WE OPERATE



**Customer
on Focus**

OUR EXPANSION STRATEGY

Internationalization

Capacity

Innovation



Fundituba

FANACIF®

RANDON
ARARAQUARA

Jurid
DO BRASIL

FRASLE
CHINA

Suspensys
MÉXICO

FRASLE

FRASLE
PANAMERICANA

RANDON
PERÚ
Una Empresa Randon y Gyve

ETR
DRIVEN BY INNOVATION

CONEXO

RTS
INDUSTRY

RANDON
VENTURES

FARLOC
ARGENTINA

RANDON
TRIEL-HT

FREMAX

ARMETAL

FERRARI
indústria metalúrgica

NAKATA®

Portfolio

FUTURE IS OPPORTUNITY

HOW WE INNOVATE

Megatrend Projects (number of projects)

4 Mobility/
Autonomy

9 Smart Materials

2 Connectivity



We have the biggest independent Technological Center of the Automotive sector in **Latin America**



81% of Randon Implementos' revenues come from **products launched in the last 5 years**



R\$ 90 million invested in research and development in 2019



31 new patents registered in 2019



A Group focused on innovation and technology



Focus on Total Cost of Ownership reduction



Preserving the environment and preparing for the future

FUTURE IS OPPORTUNITY

HOW WE INNOVATE



PROCESS INNOVATION

- Industry 4.0
- Stamping modernization
- E-coat painting
- Automation
- RPA
- Use of Virtual Reality



COLLABORATION

- We are members of Hélice, a program to boost innovation
- The Instituto Hercílio Randon, was created to boost, accelerate and share innovation inside the Company and outside it
- Partnership with Startups and Universities



DIGITAL TRANSFORMATION

- ExO
- Start and Startup Creator
- Digital Business
- RTS Industry

VALUED AND RESPECTED PEOPLE

We understand that happy people take us further, and that is why we **value the people who work with us** with a series of initiatives



SOCIAL RESPONSABILITY

The Elisabetha Randon Institute (IER) coordinates all social programs of Randon Companies to be relevant in the communities where we operate



CREATIVITY AND ENVIRONMENTAL AWARENESS GENERATE INNOVATIVE SOLUTIONS

These qualities are always part of Randon DNA. Our daily routines are marked by effective waste management, conscious consumption of electricity and sustainable management of water and effluents, in addition to strict emissions control for the preservation of natural resources.

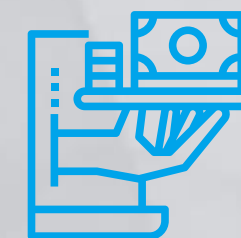
Our actions are guided by the principles of Circular Economy



R\$ 3.5 Million/year is the economy obtained by the best use of the raw material



25,500 tons/year of scrap metal generated by Randon Companies (which represents 81% of the foundry consumption)



R\$ 6.7 Million/year is the savings generated from the reuse of residues from our own production processes



In 2019, we invested **R\$ 11.1 million** in environmental preservation projects

BIG NUMBERS

Main Figures

	3Q20	3Q19	Δ%	9M20	9M19	Δ%
Total Gross Revenue¹	2,120,122	1,975,384	7.3%	5,091,945	5,485,659	-7.2%
Domestic market¹	1,930,416	1,813,669	6.4%	4,637,720	4,991,486	-7.1%
Exports¹	189,706	161,714	17.3%	454,225	494,174	-8.1%
Consolidated Exports US\$	22,052	32,575	-32.3%	54,288	98,451	-44.9%
Revenues from Overseas US\$²	57,649	65,849	-12.5%	155,038	210,581	-26.4%
Consolidated Net Revenue	1,515,500	1,371,329	10.5%	3,616,225	3,807,041	-5.0%
Consolidated Gross Profit	419,624	338,605	23.9%	872,593	954,691	-8.6%
Gross Margin (%)	27.7%	24.7%	300 bps	24.1%	25.1%	-95 bps
Consolidated Net Profit	116,016	78,539	47.7%	174,280	194,743	-10.5%
Net Margin (%)	7.7%	5.7%	193 bps	4.8%	5.1%	-30 bps
Consolidated EBITDA	269,996	192,136	40.5%	530,908	530,097	0.2%
EBITDA Margin (%)	17.8%	14.0%	380 bps	14.7%	13.9%	76 bps
Adjusted EBITDA	260,551	209,595	24.3%	495,297	572,011	-13.4%
Adjusted EBITDA Margin (%)	17.2%	15.1%	210 bps	13.6%	14.9%	-129 bps

¹ Without eliminating intercompany sales

² Exports + Revenues from Overseas

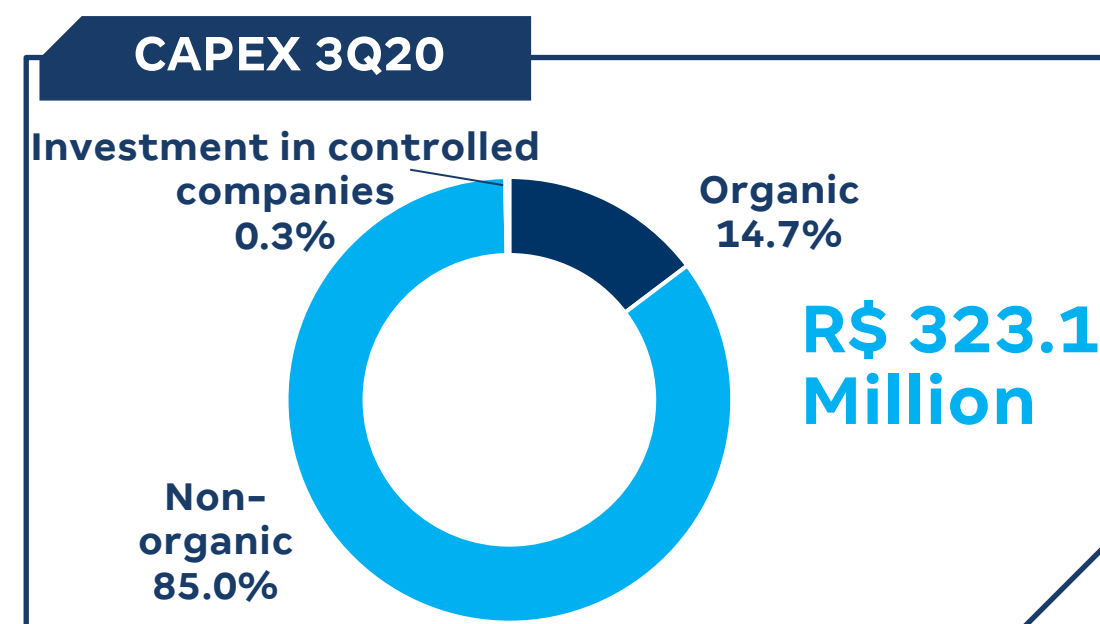
Values in R\$ Thousand

3Q20:

Records in sales revenue, EBITDA and net profit;

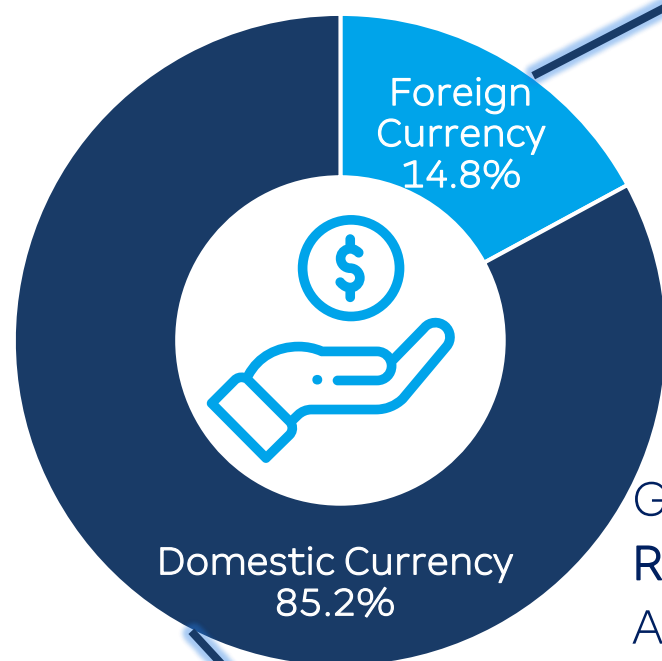
Markets and volumes recovery;

Efficiency and productivity gains combined with cost and expense control have benefited results.



INDEBTEDNESS

Total Bank Indebtedness: R\$ 3.7 B
Average Term of Debt: 2.5 Years



Gross Debt in Foreign Currency:
R\$ 551.7 million
Average Cost of Debt in Foreign
Currency:
3.7 % per year

Gross Debt Domestic Currency:
R\$ 3.2 billion
Average Cost of Debt in Domestic
Currency:
3.4 % per year

Working Capital 9M20
+250.8 MM

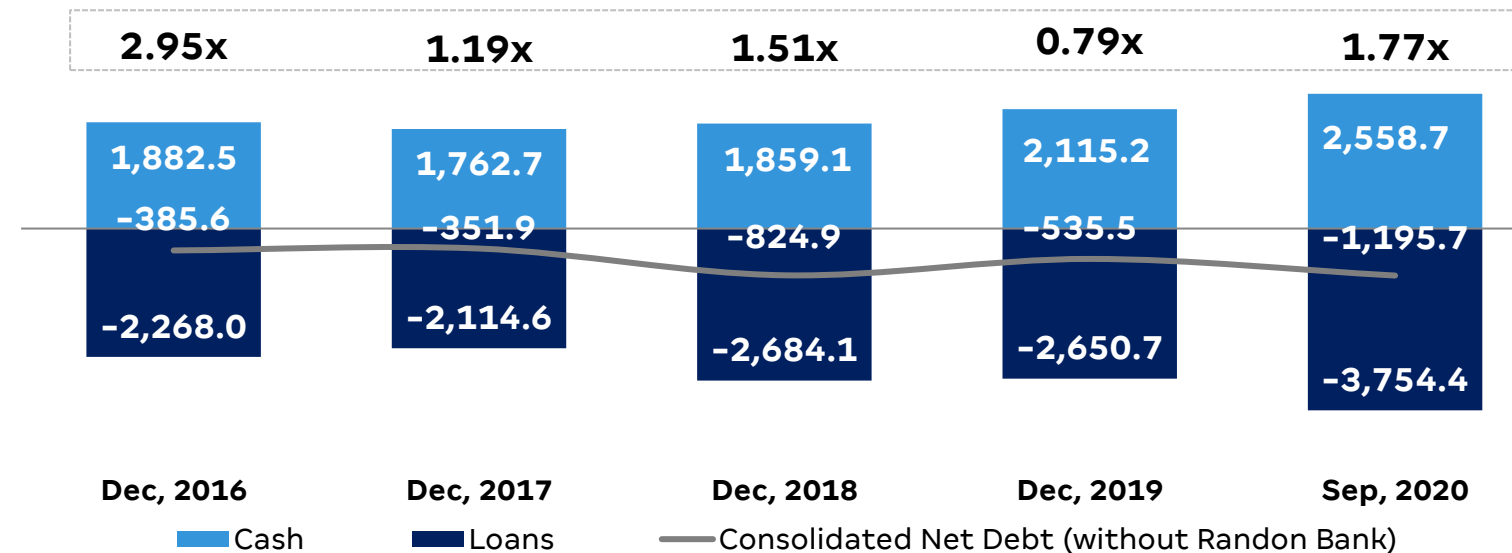
Nakata acquisition and
currency contributed
to the working capital
increase

S&P Rating

brAA-

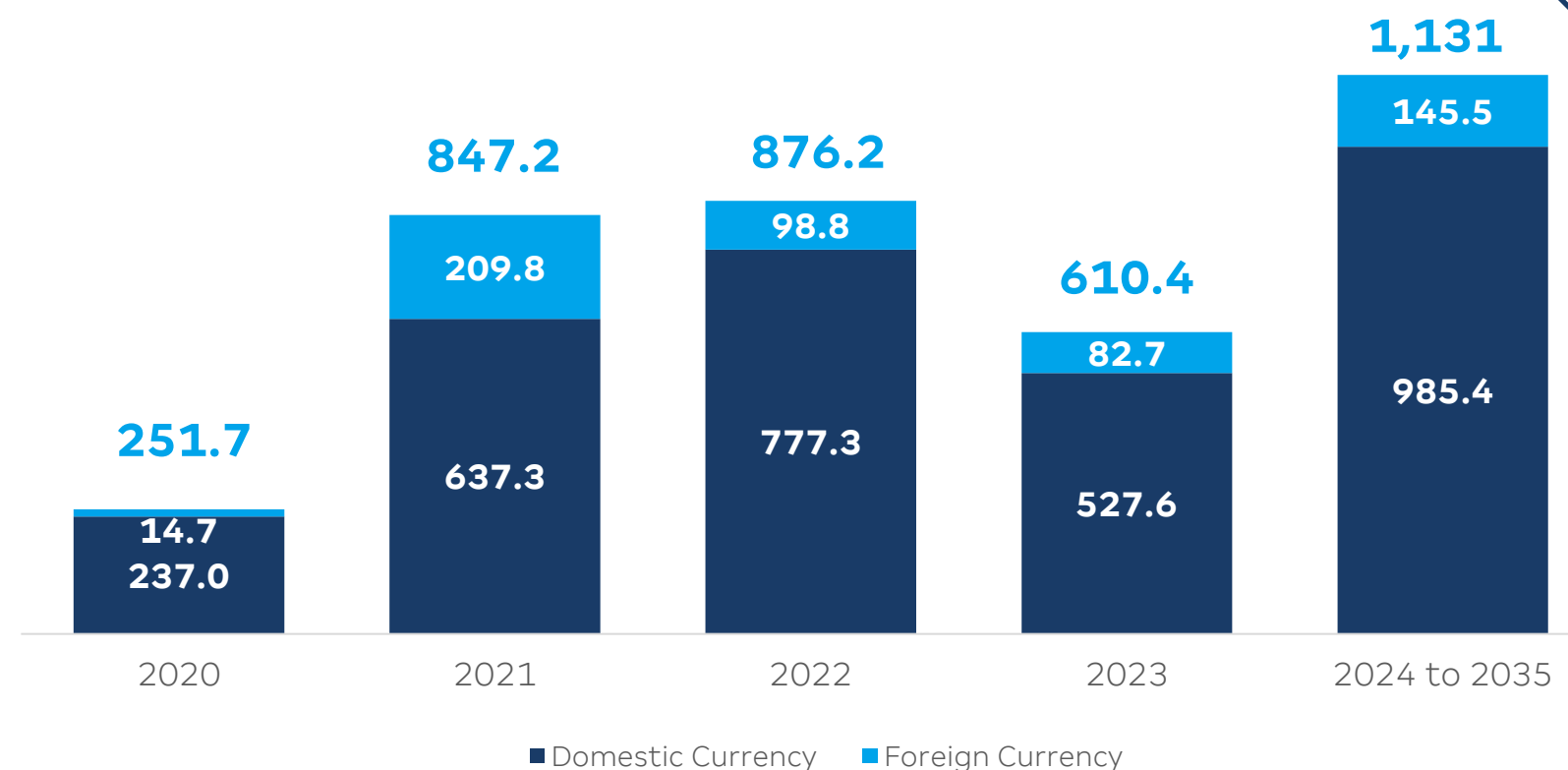
Consolidated Net Debt (Without Randon Bank) R\$ Million

*Net Debt/EBITDA

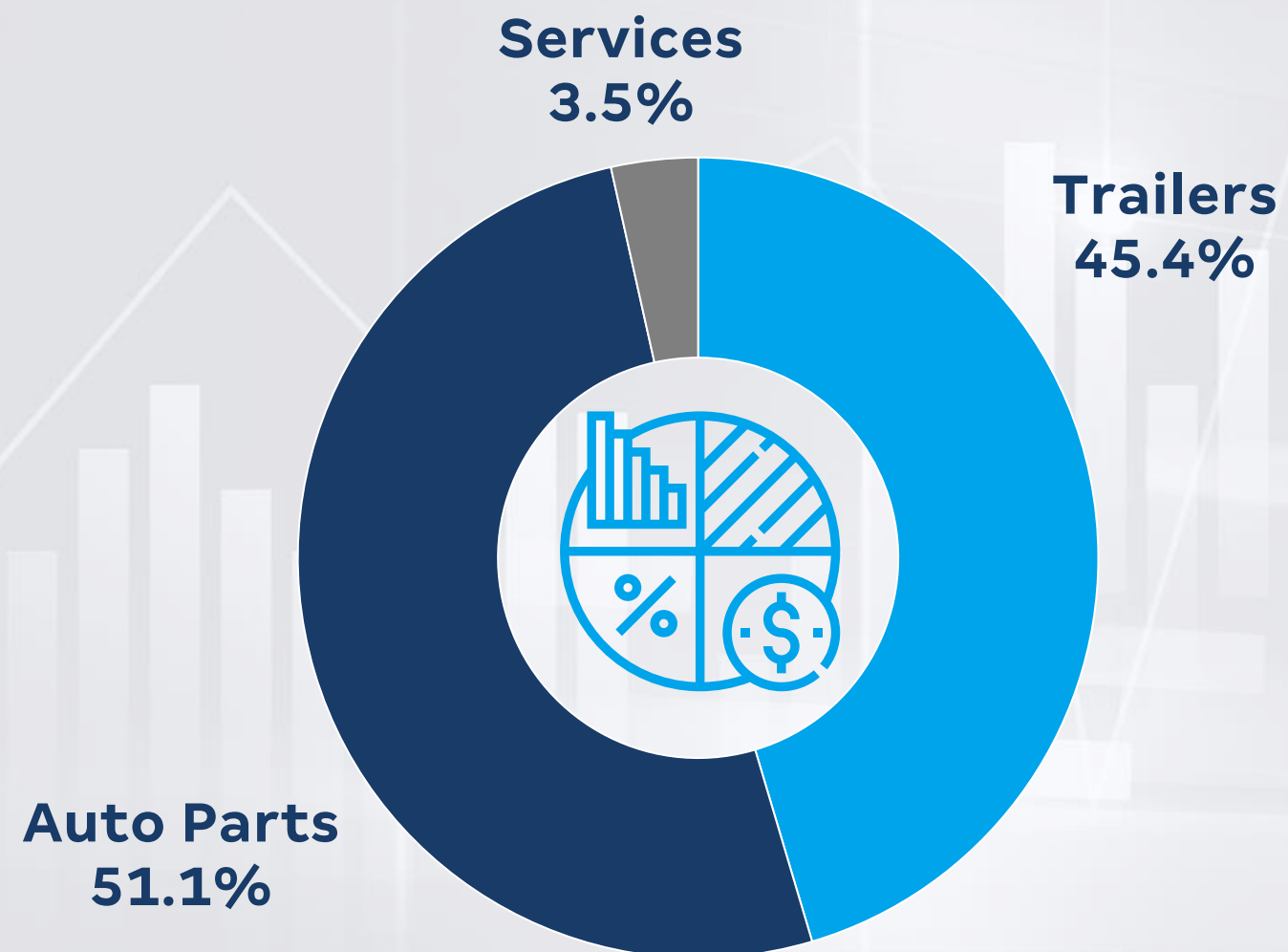


The chart above shows the Company's debt without considering the cash and the debt from Randon Bank. The Consolidated net debt at the end of 9M20 reached R\$ 1.6 billion, a multiple of 2.31x EBITDA over the last 12 months

Schedule of Debt Payment (R\$ Million)

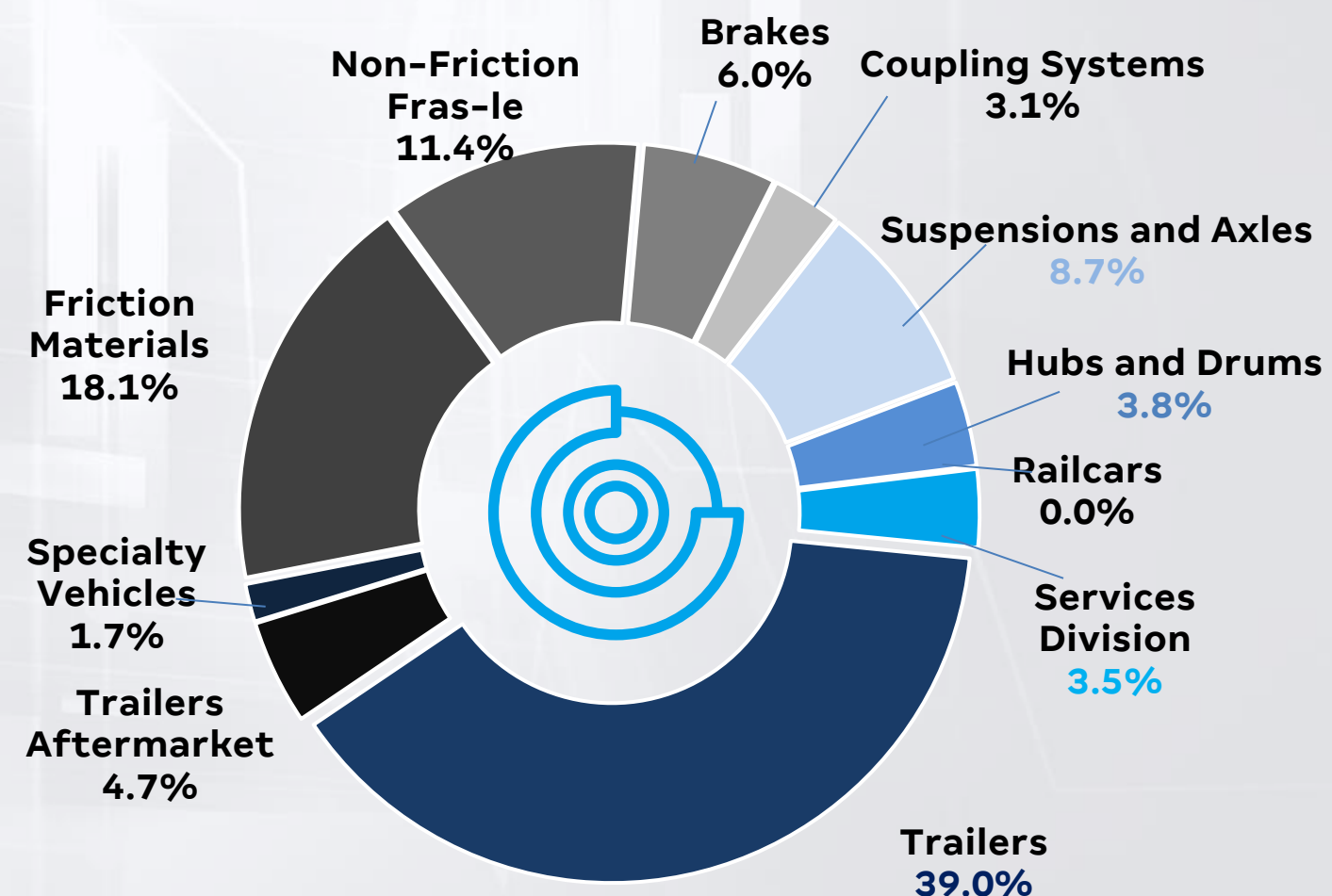


DIVERSIFIED BUSINESS MODEL

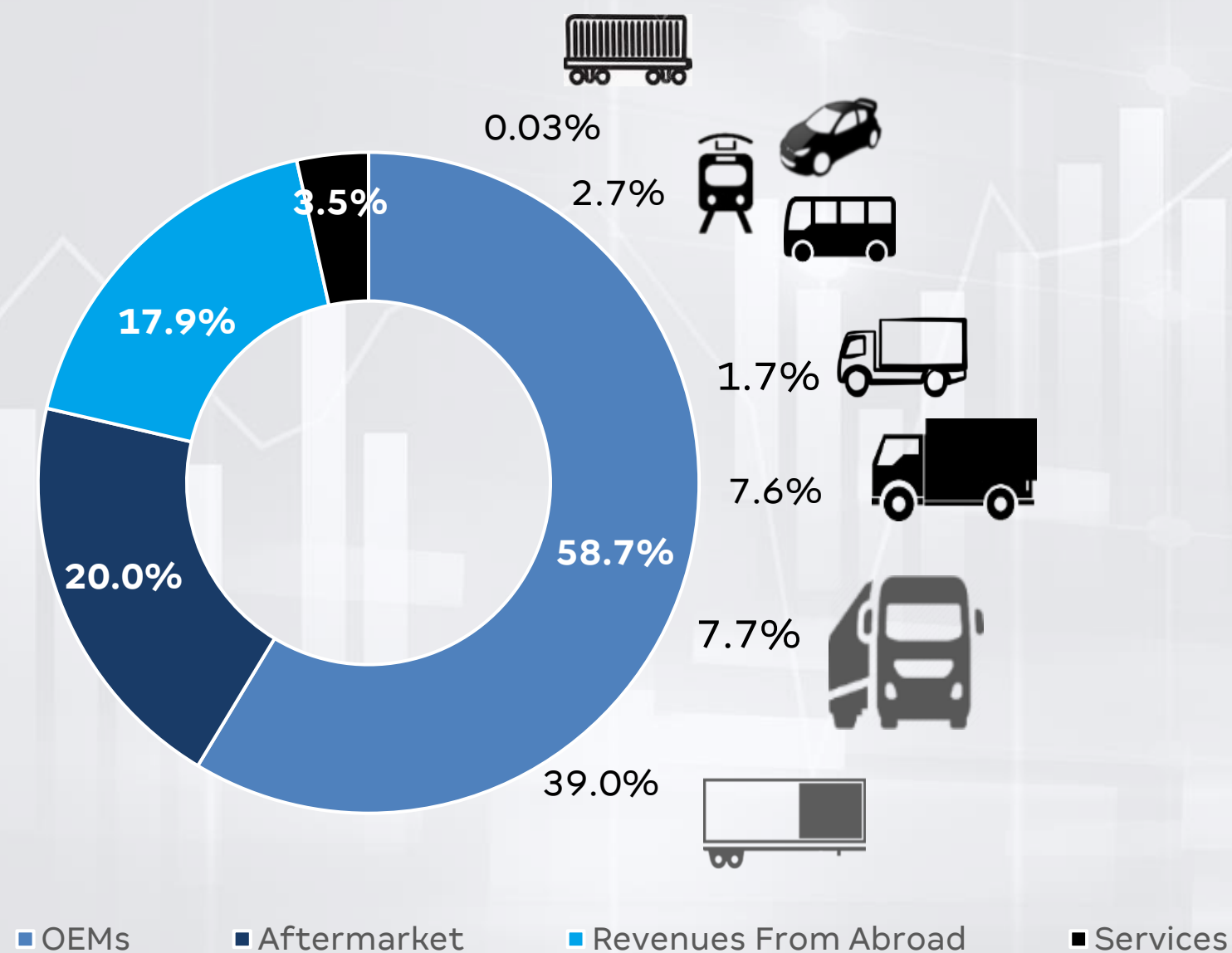


% Net Revenue Breakdown by Division 3Q20

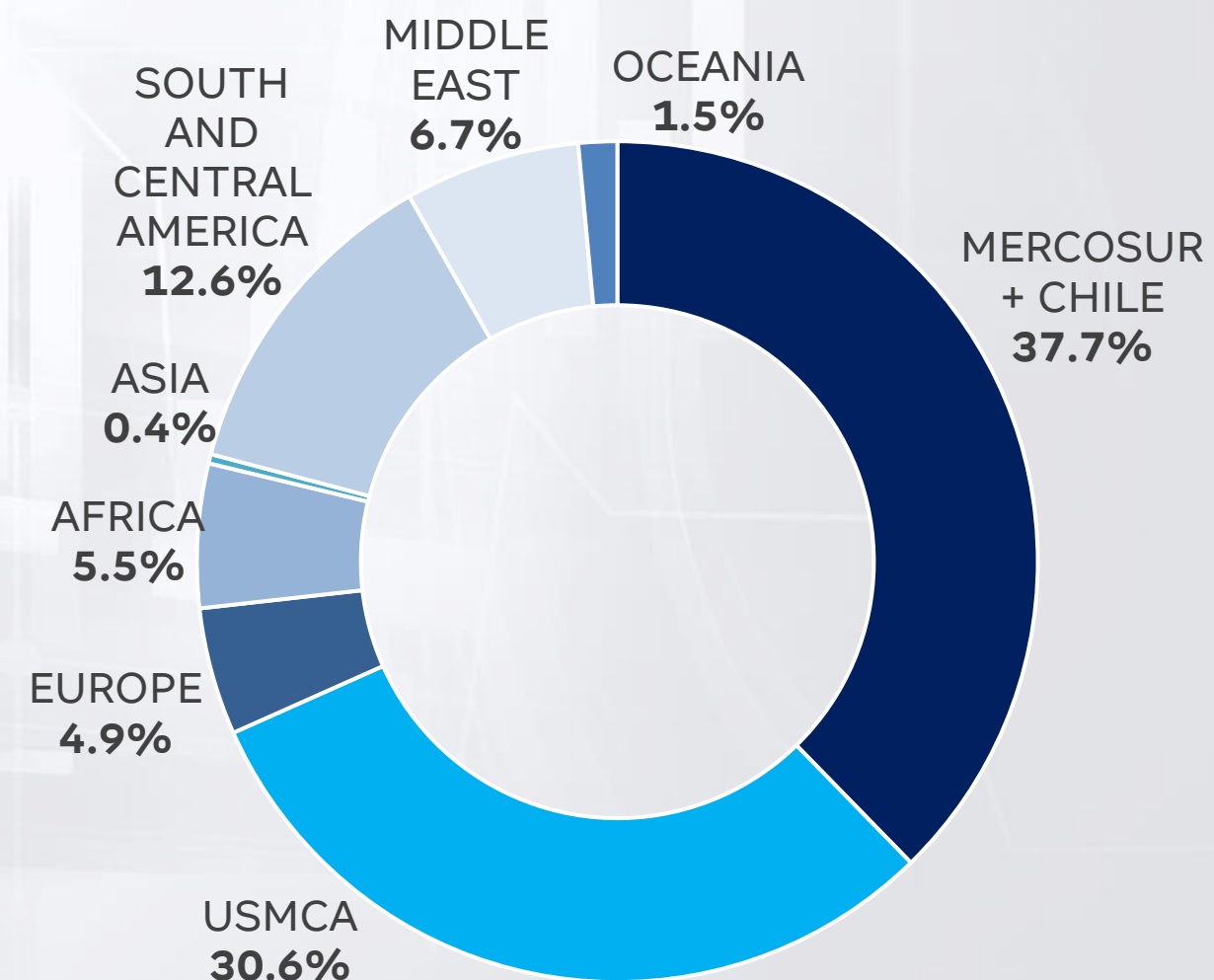
% Net Revenue Breakdown by Product 3Q20



DIVERSIFIED BUSINESS MODEL



% Exports Destination by Economic Region 3T20



% Net Revenue by Segment 3Q20

MARKET and DRIVERS

Trailers³
Trucks²
Buses²

PRODUCTION

3Q20	3Q19	Δ%	9M20	9M19	Δ%
20,886	17,459	19.6%	48,424	49,750	-2.7%
23,566	32,056	-26.5%	58,304	87,452	-33.3%
5,274	7,719	-31.7%	14,248	21,783	-34.6%

Trailers¹
Trucks²
Buses²

SALES

3Q20	3Q19	Δ%	9M20	9M19	Δ%
20,164	16,891	19.4%	46,865	47,696	-1.7%
24,928	27,473	-9.3%	62,788	74,255	-15.4%
4,253	5,577	-23.7%	9,969	15,200	-34.4%



DEMAND DRIVERS

- GDP
- Harvest
- Confidence
- Unemployment Rate
- Interest Rate
- Inflation

Source:
¹ ANFIR
² ANFAVEA
³ ANFIR + AliceWeb

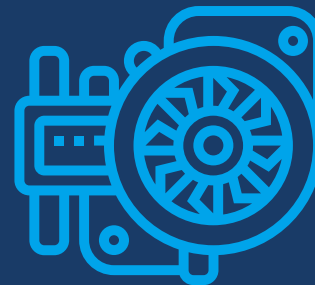
#RANDONISALLOFUS

It is through the synergy between our companies that we offer end-to-end solutions to our customers.



TRAILERS

Directly linked to the evolution of cargo transport in Brazil, it produces trailers, semi-trailers, and rail cars



AUTO PARTS

The best market solutions for axles, suspensions, friction materials, brake components, coupling and wheel end systems



SERVICES

Own financial institution, one of the largest consortium administrators in Brazil, in addition to investment and acceleration of startups

TRAILERS DIVISION

RAIL CARS



TRAILERS AND SEMITRAILERS



TRAILERS DIVISION

Trailers and Semitrailers

MARKET CHARACTERISTICS:

Diversified customer base, covering different market segments

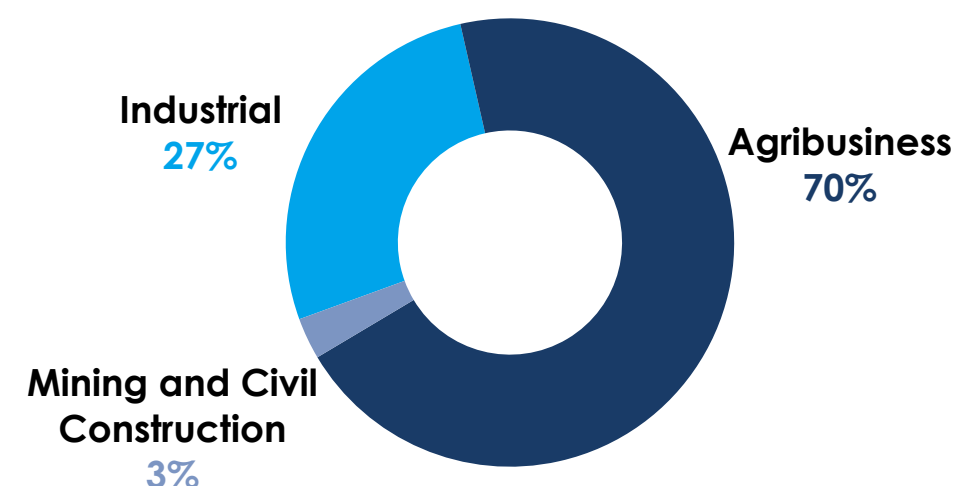
Low penetration of imported trailers in the country

We are exposed to all sectors of the economy, as the road modal is the most used for cargo transportation in Brazil

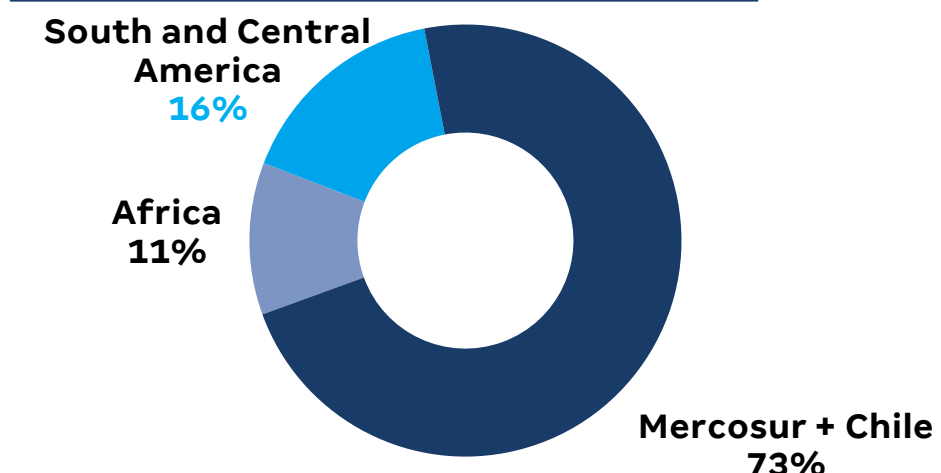
SALES SEMITRAILERS

	Brazil	Foreign Market	Total
3Q20	6,774	681	7,455
3Q19	6,224	700	6,924
Δ%	8.8%	-2.7%	7.7%
9M20	16,638	1,441	18,079
9M19	16,724	2,292	19,016
Δ%	-0.5%	-37.1%	-4.9%

Sales by Sector 3Q20



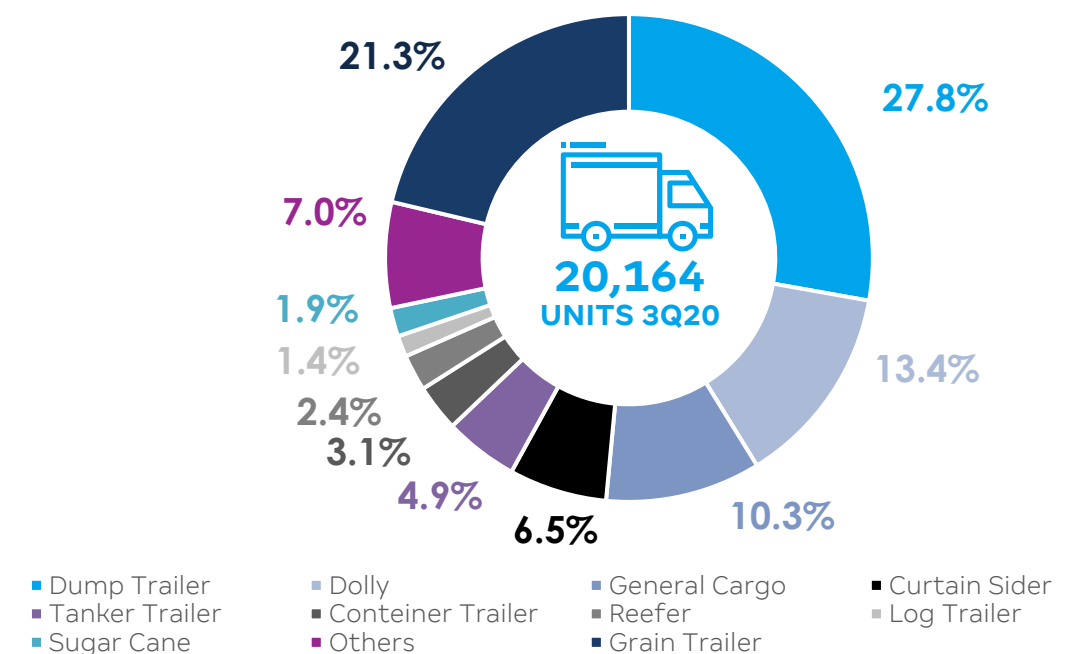
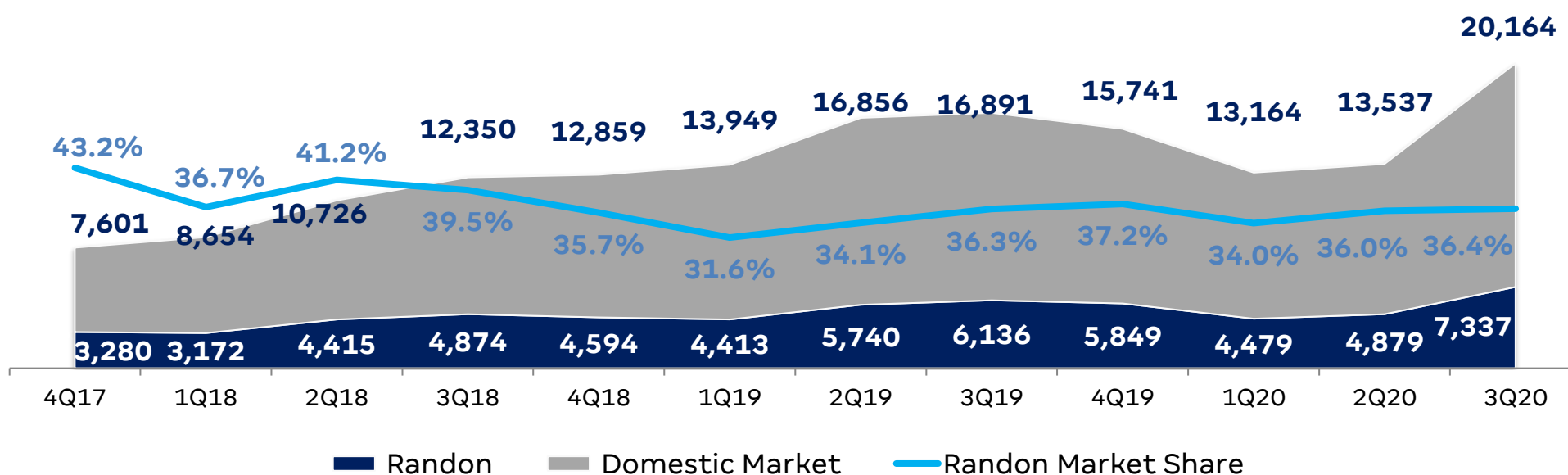
Exports by Economic Region 3Q20



TRAILERS DIVISION

SEMITRAILERS – Domestic Market Leadership

QUARTERLY MARKET SHARE



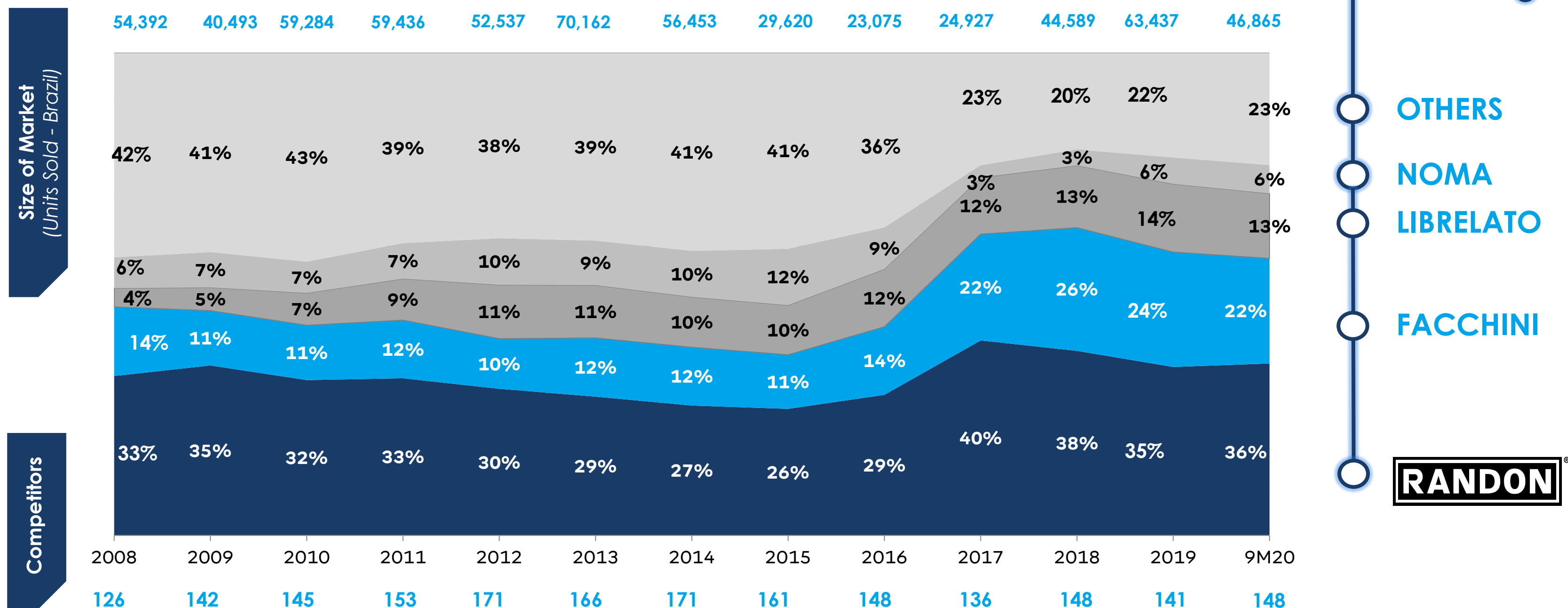
Achieve Leadership

	Grain Trailer	Dump Trailer	Dolly	Tanker Trailer	Reefer	Stainless Steel Tanker	Log Trailer	Sugar Cane	Container Trailer	General Cargo	Curtain Sider
1°	RANDON Companies	RANDON Companies	RANDON Companies	RANDON Companies	RANDON Companies	RANDON Companies	RANDON Companies	RANDON Companies			
2°									RANDON Companies	RANDON Companies	RANDON Companies

Secure Leadership

TRAILERS DIVISION

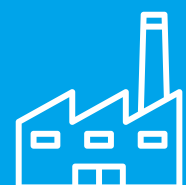
SEMITRAILERS – Domestic Market Leadership



TRAILERS DIVISION

Rail Cars

MARKET CHARACTERISTICS:



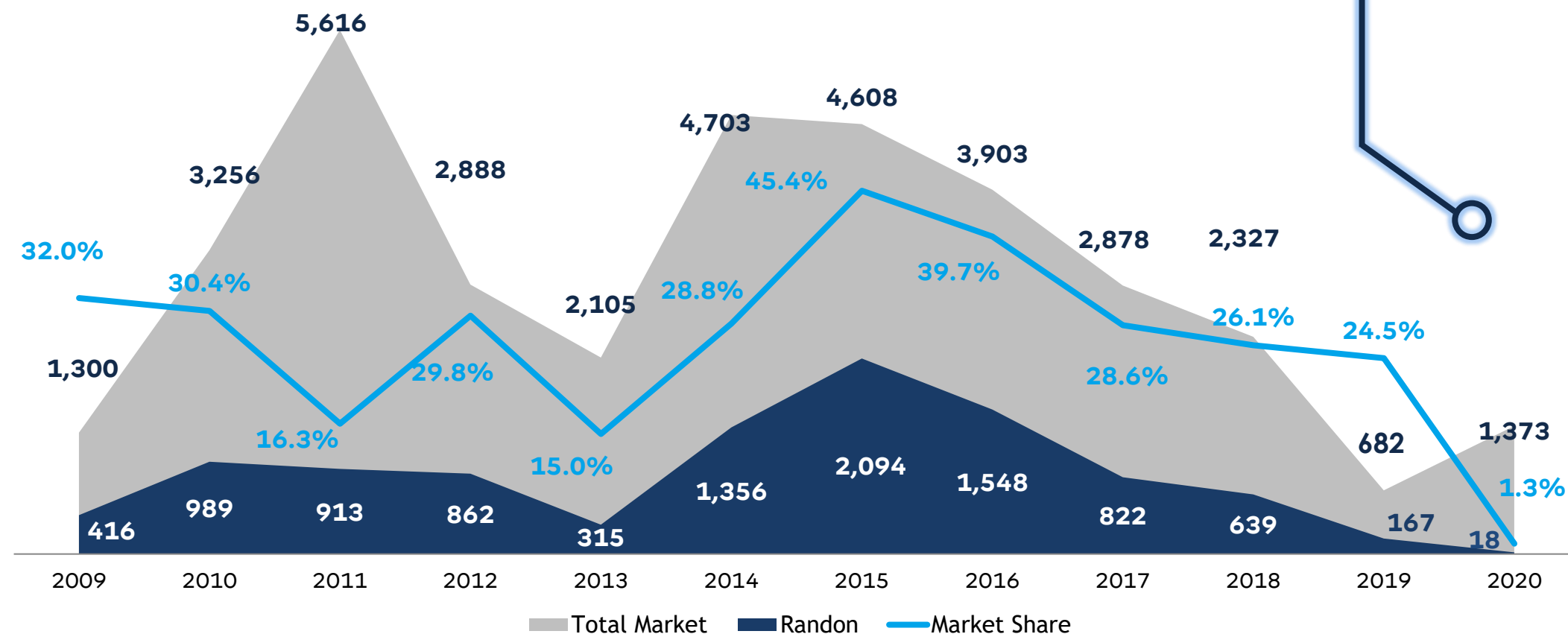
Customer base concentrated in large industries or concessionaires



Long cycle between order and delivery



Higher cargo volume



RAIL CARS SOLD (UNITS)		
3Q20	3Q19	Δ%
5	74	-93.2%
9M20	9M19	Δ%
18	161	-88.8%

TRAILERS DIVISION

Highlights 3Q20

BRAZILIAN MARKET DELIVERIES:

 **+19.4%**
20,164 units

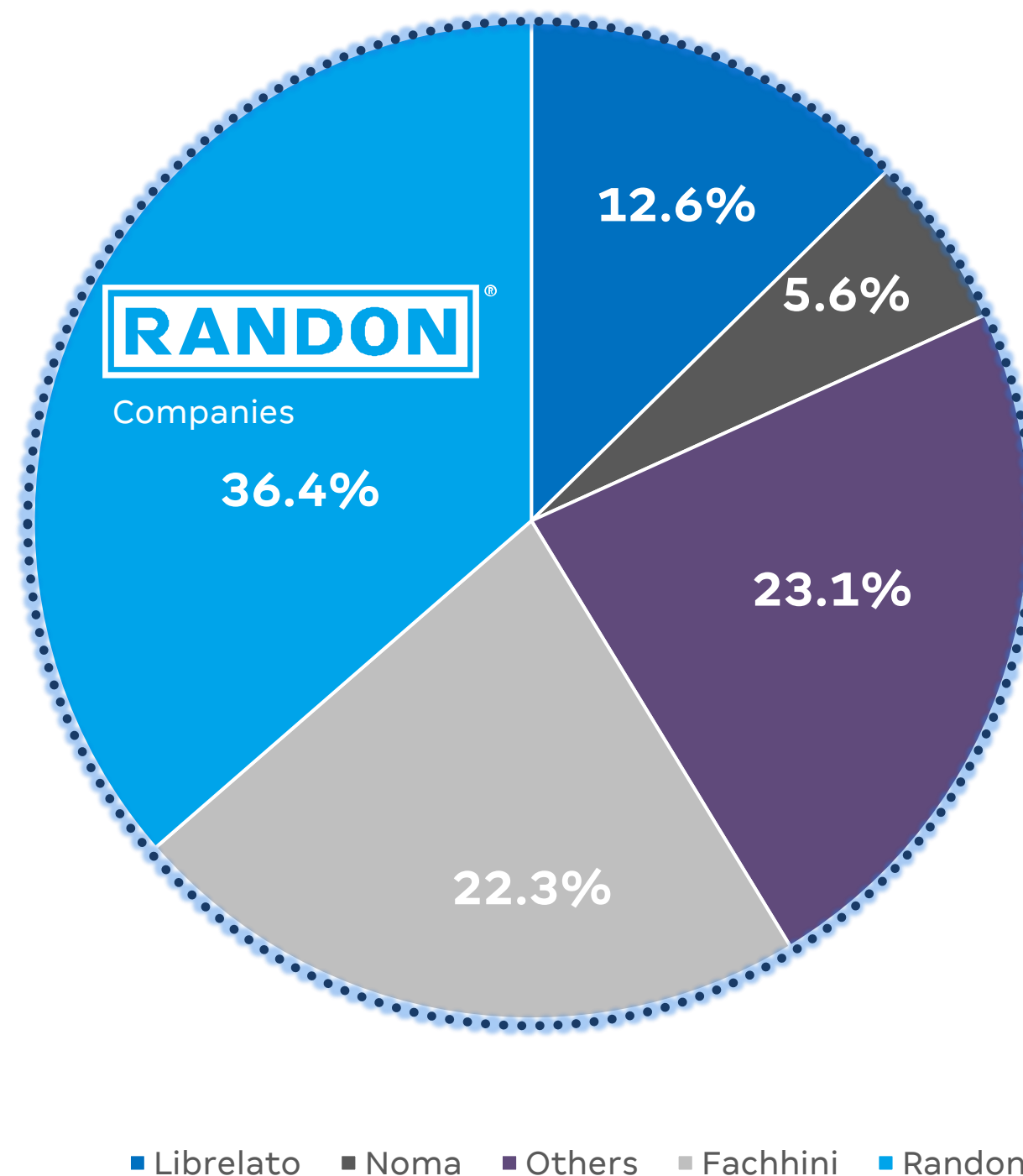
7,337

Randon's Semitrailers delivered



Access the QR Code

to know more about Randon Trel-HT, that completed 1 year in August



FOREIGN MARKET VOLUMES:

681 units

 **-2.7%**

(700 units in 3Q19)

The drop is mainly due to the impacts of COVID-19 in the countries of Latin America and Africa

TRAILERS DIVISION

MARKET TRENDS

Short and medium term

SEMITRAILERS

- Domestic Market
- Exports resumption
- New orders
- 2020/2021 Harvest
- GDP Brazil

RAIL CARS

- Renewal of railway concessions
- Railway infrastructure
- Volumes in 2020

Short

Medium

- Civil Construction
- Retail
- Pré Buy Euro 6

- Volumes recovery in 2021
- Investments in the sector

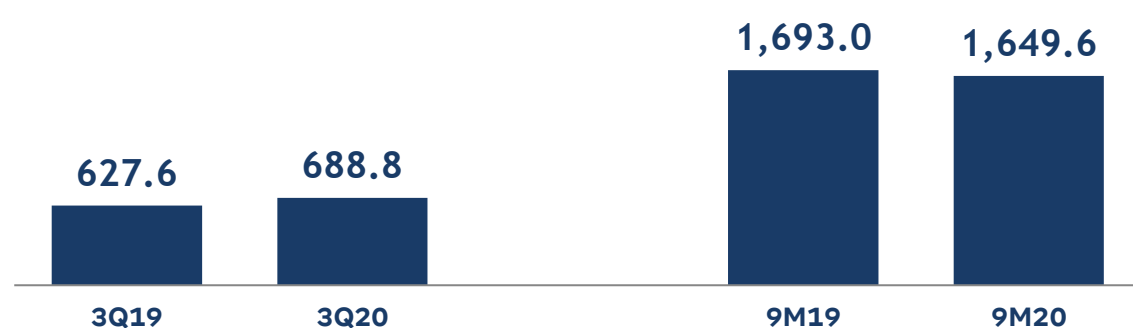


TRAILERS DIVISION

PERFORMANCE 3Q20

CONSOLIDATED NET REVENUE (R\$ Million)

↑
+9.7%



EXPORTS (US\$ Million)

↓
-17.1%

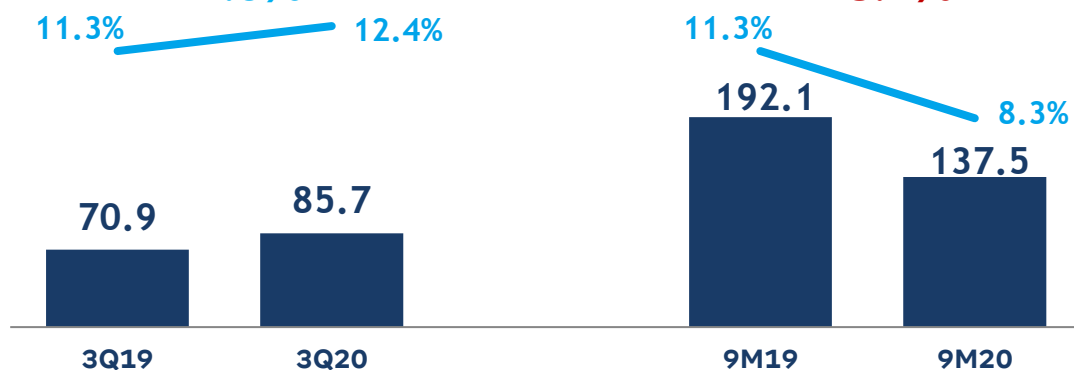
↓
-40.0%



CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)

↑
+21.0%

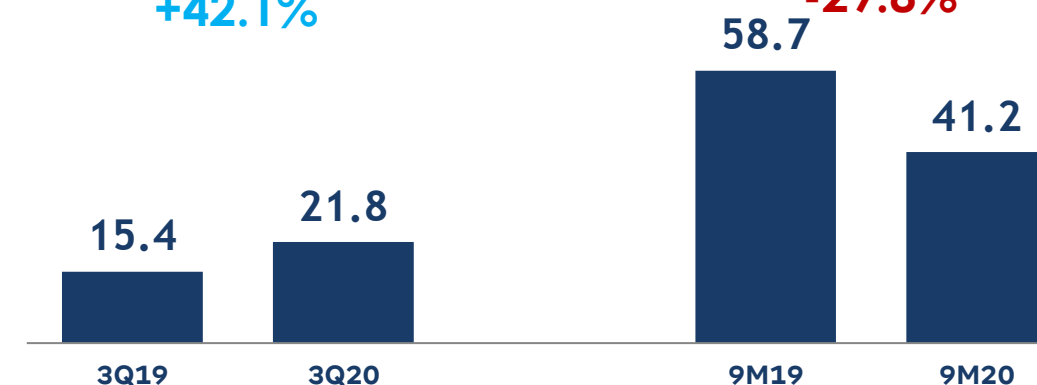
↓
-28.4%



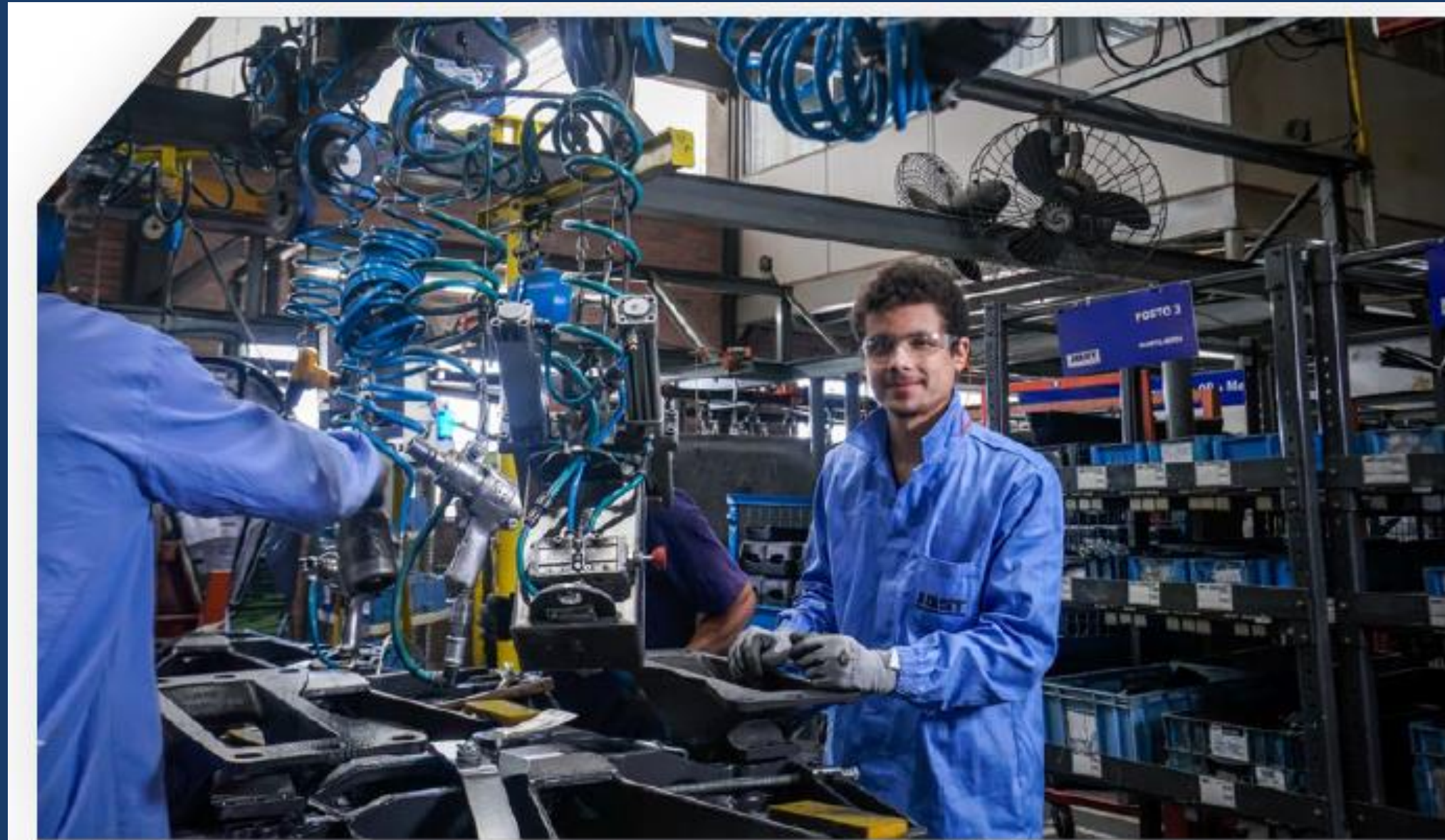
INVESTMENTS (R\$ Million)

↑
+42.1%

↓
-29.8%



AUTO PARTS



AUTO PARTS DIVISION

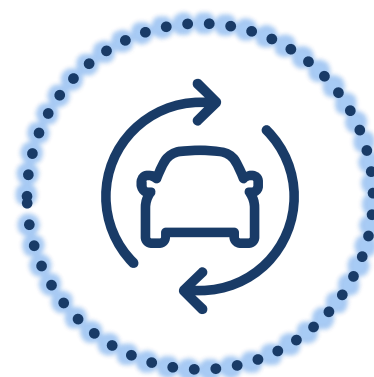
SEGMENTS



OEMs



Exports



Aftermarket

MARKET CHARACTERISTICS

- Diversified customer base
- Moderate import penetration
- Exposure to all sectors of the economy
- Exports concentrated in the USA, Argentina and Colombia markets

SALES VOLUME

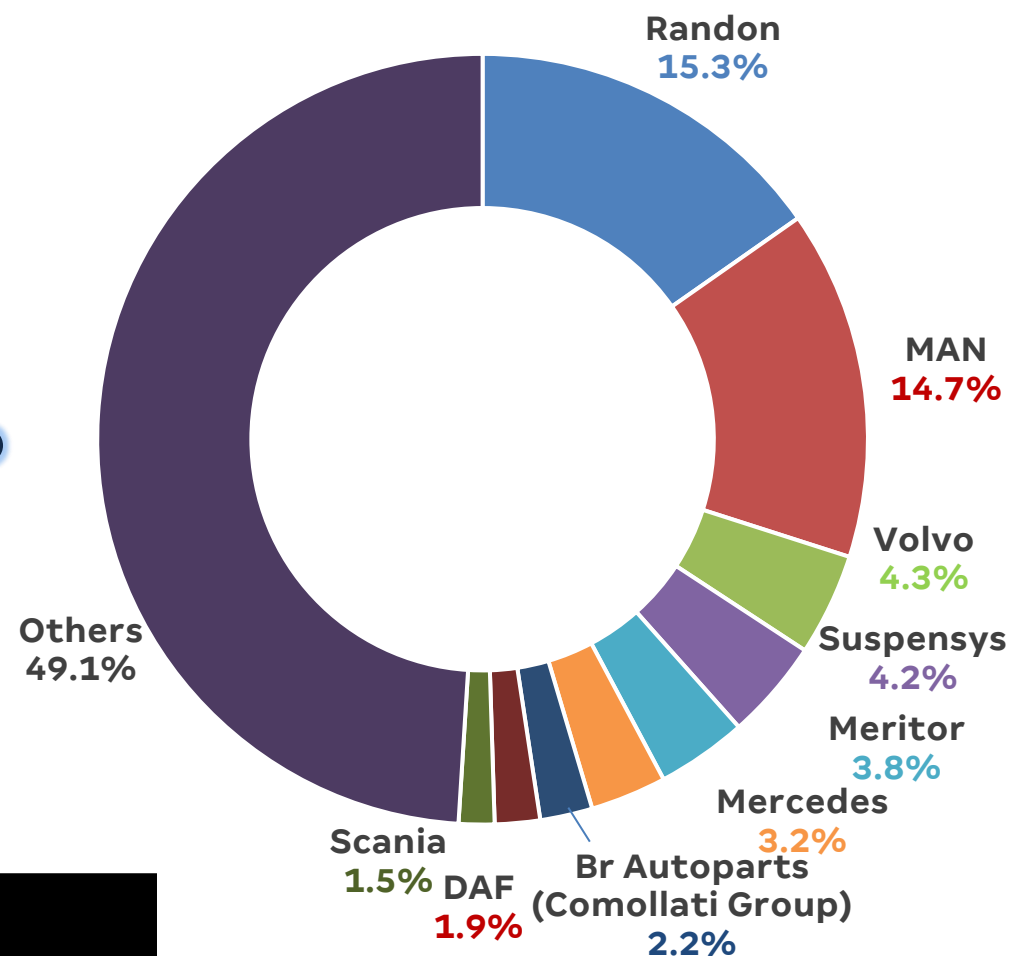
	3Q20		3Q19		Δ% Units	9M20		9M19		Δ% Units
	Units	% CNR	Units	% CNR		Units	% CNR	Units	% CNR	
Friction Material (Thousand un.)	26,148	18.1%	24,917	16.9%	4.9%	67,933	20.1%	76,137	18.6%	-10.8%
Other Materials Fras-le (Thousand un.) ²	6,053	11.4%	6,471	6.6%	-6.5%	13,032	9.0%	17,712	6.6%	-26.4%
Brakes (un.)	157,078	6.0%	208,911	8.4%	-24.8%	388,054	6.2%	591,564	8.5%	-34.4%
Coupling Systems (un.)	31,178	3.1%	32,999	3.8%	-5.5%	74,562	3.0%	96,469	3.8%	-22.7%
Suspension and axles (un.) ¹	36,839	8.7%	37,806	11.1%	-2.6%	91,392	8.2%	107,666	10.3%	-15.1%
Hubs and drums (un.)	173,297	3.8%	136,684	4.0%	26.8%	412,765	3.8%	376,288	4.0%	9.7%

¹ The suspension and axles volumes were revised to better reflect the units sold by the subsidiary Suspensys. The history of these volumes can be obtained in the section Interactive Spreadsheets - Consolidated Data Randon S/A.

² The volumes of indirect subsidiary Nakata Automotiva started to be part to this line as of September 2020.

AUTO PARTS DIVISION

Leadership



SOUTH AMERICA OEM RANKING



#1



#1



#1



#1



#1

Main Competitors



Knorr (Germany) – Brazil/SP
Wabco (USA) – Brazil/SP
Captive Market – (MB, Scania and Silpa)



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



Fontaine – Brazil/PR
GF – George Fischer (Switzerland)
Fuwa (China)



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



Cobreq (TMD) – Brazil/SP
Duroline – Brazil/RS
SYL – Brazil/SP
TRW (USA) – Brazil/SP
Brakeparts – Brazil/SP

AUTO PARTS DIVISION

Highlights 3Q20



+4.9%

In sales of friction materials

- *Aftermarket resumption;*
- *Foreign Market recovery.*



-6.5%

In volumes of Non-Friction Fras-le

- *Gradual resumption of the aftermarket of the light vehicles line;*
- *Portfolio increase with Nakata.*



+26.8%

Hubs and Drums volumes

- *Increase in sales to OEMs;*
- *New clients and markets.*



-2.6%

Axles and Suspensions

- *OEMs sales resumption;*
- *Strong demand from trailers manufacturers.*



-24.8%

- *Drop in brake systems sales due to decrease in sales abroad.*



-5.5%

Coupling Systems

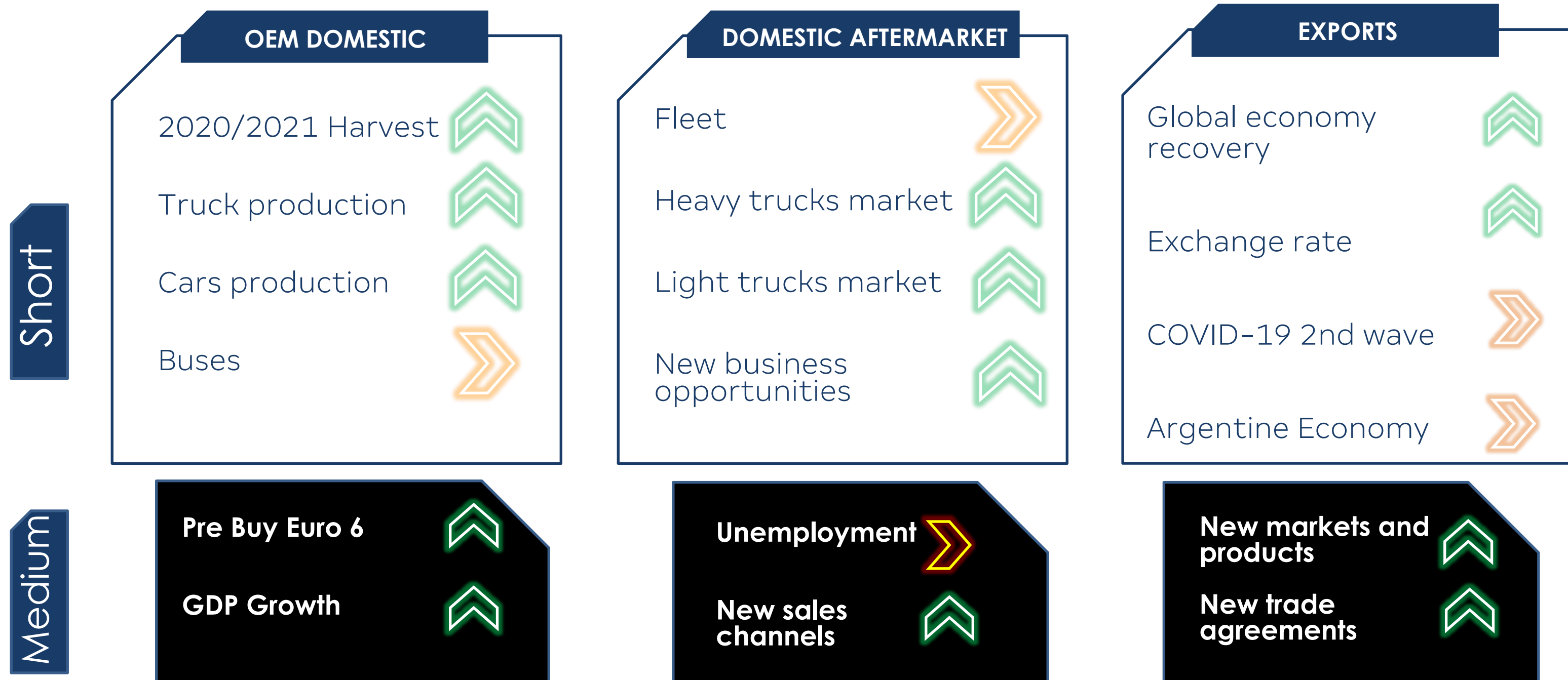
- *OEMs sales recovery.*



AUTO PARTS DIVISION

Market Trends

Short and medium term



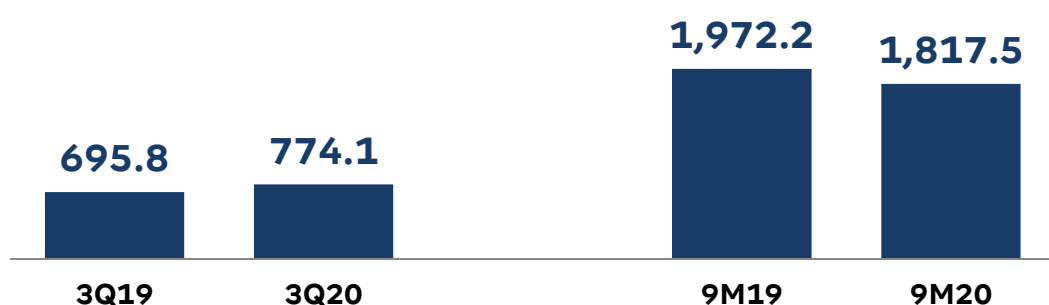
AUTO PARTS DIVISION

3Q20 PERFORMANCE

CONSOLIDATED NET REVENUE (R\$ Million)

↑
+11.2%

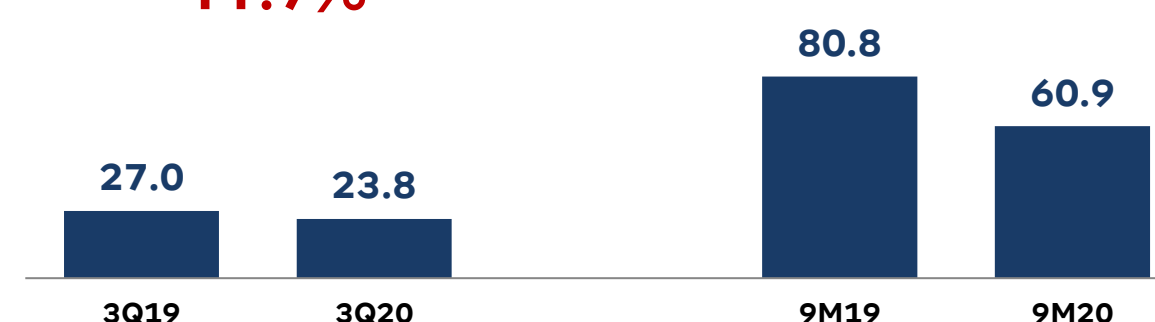
↓
-7.8%



EXPORTS (US\$ Million)

↓
-11.9%

↓
-24.7%



CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)

↑
+54.4%
15.6% → 21.6%

↑
+19.1%
15.0% → 19.3%



INVESTMENTS (R\$ Million)

↓
-49.3%

↓
-37.6%





SERVICES

Randon Companies have their own financial institution and one of the largest consortium administrators in Brazil, in addition to the company for investment in startups.

SERVICES

3Q20 PERFORMANCE



29 thousand
customers

223 thousand
Quotas commercialized

66 thousand
Active quotas

R\$ 661 M
Accrued administration fee

120 thousand
Quotas awarded

Trailers; • Real estate and vehicles; • Machinery and Equipment • Minibus; • Light and Heavy Trucks.



R\$ 15 M
Investment forecast in 2020

2 invested startups



R\$ 716 M
Assets

R\$ 151 M
Equity

2,330
Customers

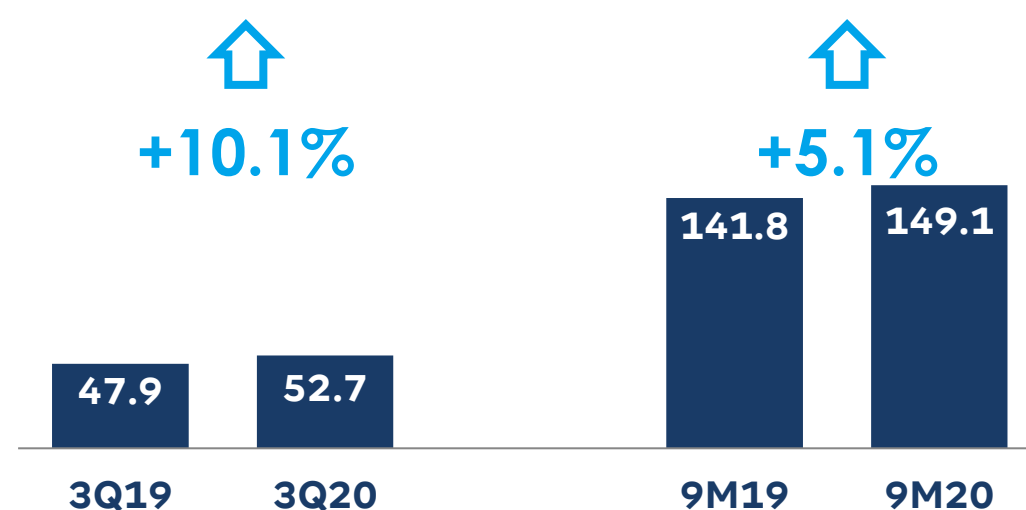
CREDIT LINE

For the acquisition of trailers, vehicles, componentes and automotive systems.

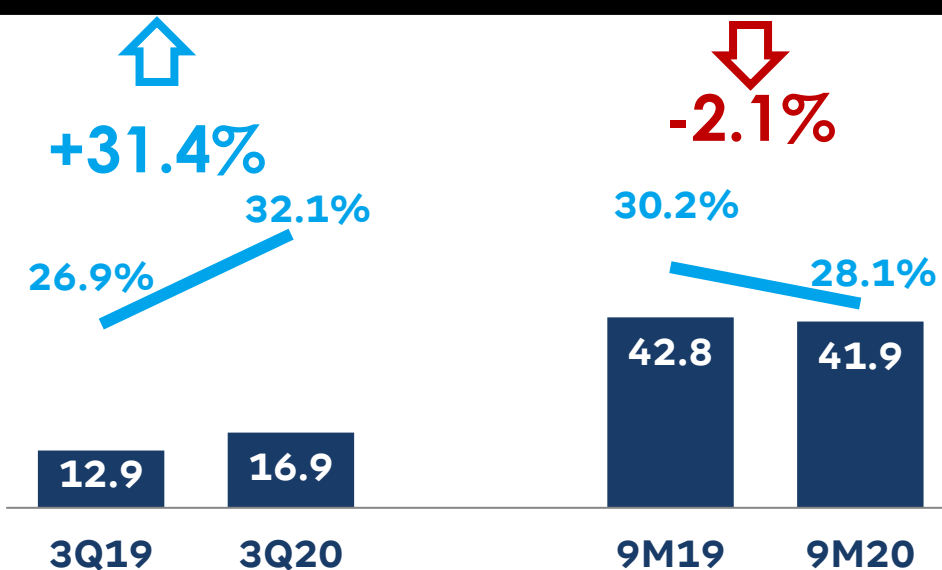
SERVICES

PERFORMANCE 3Q20

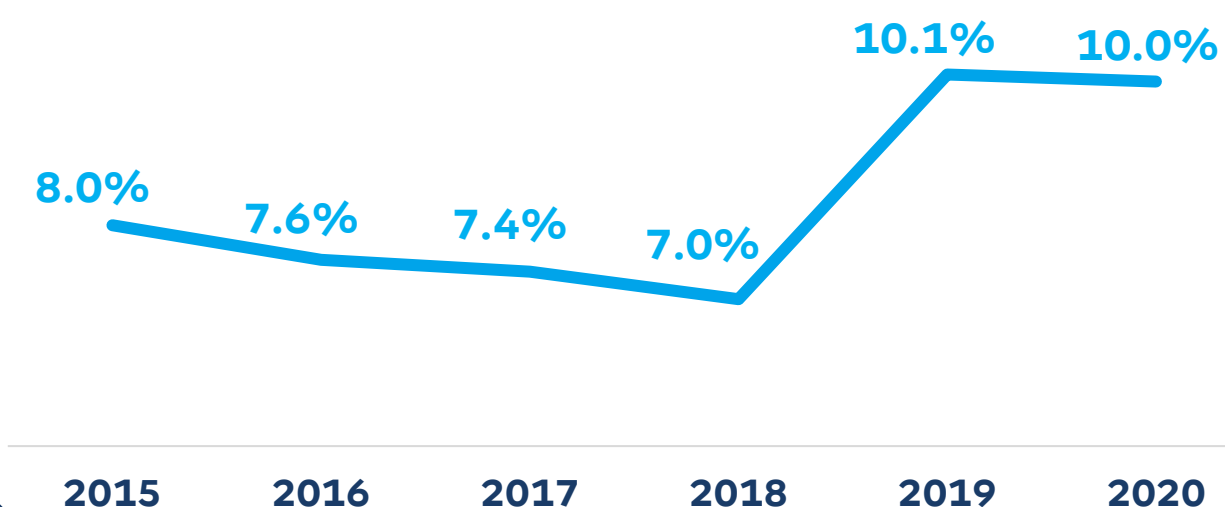
CONSOLIDATED NET REVENUE (R\$ Million)



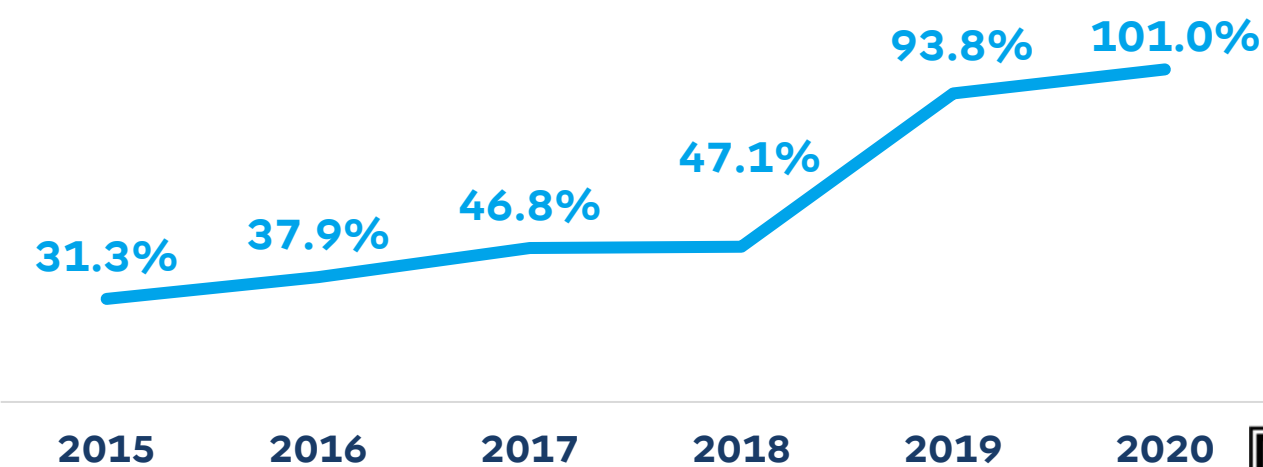
CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)



RANDON BANK – ROE %



RANDON CONSÓRCIOS – ROE (%)

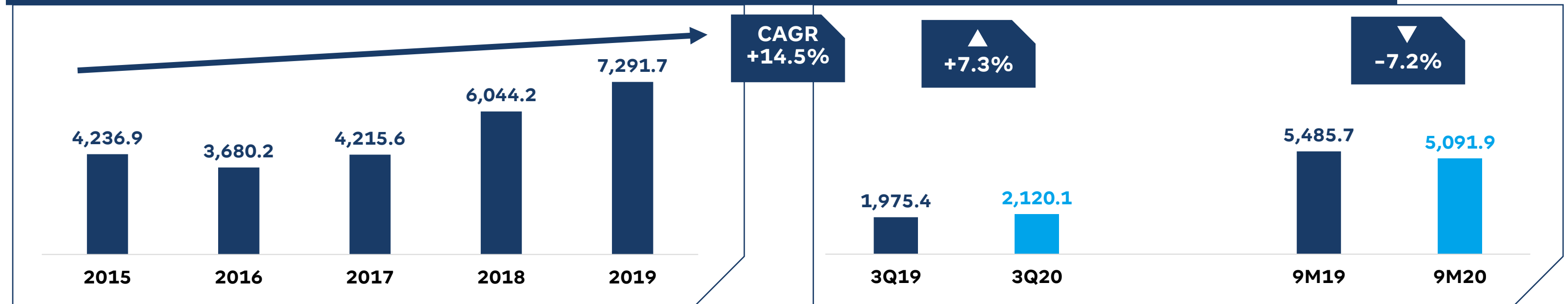




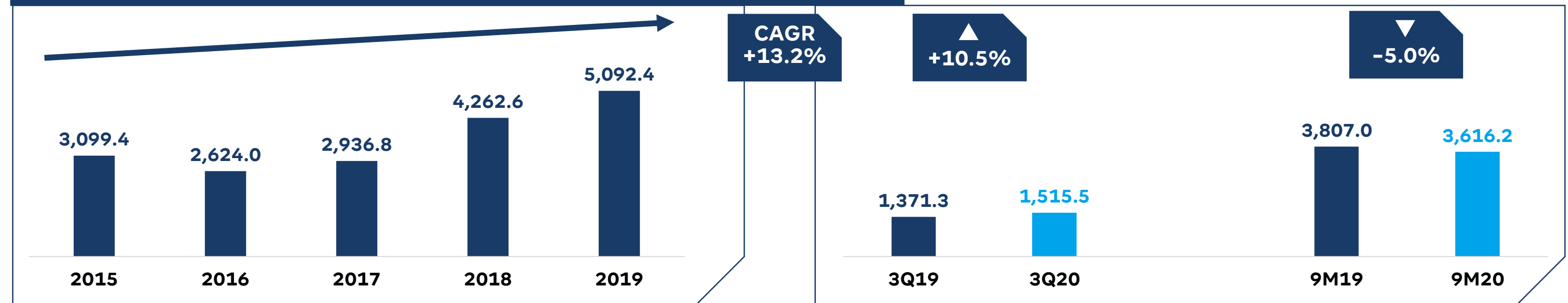
SUPPORT MATERIAL

OPERATING RESULTS

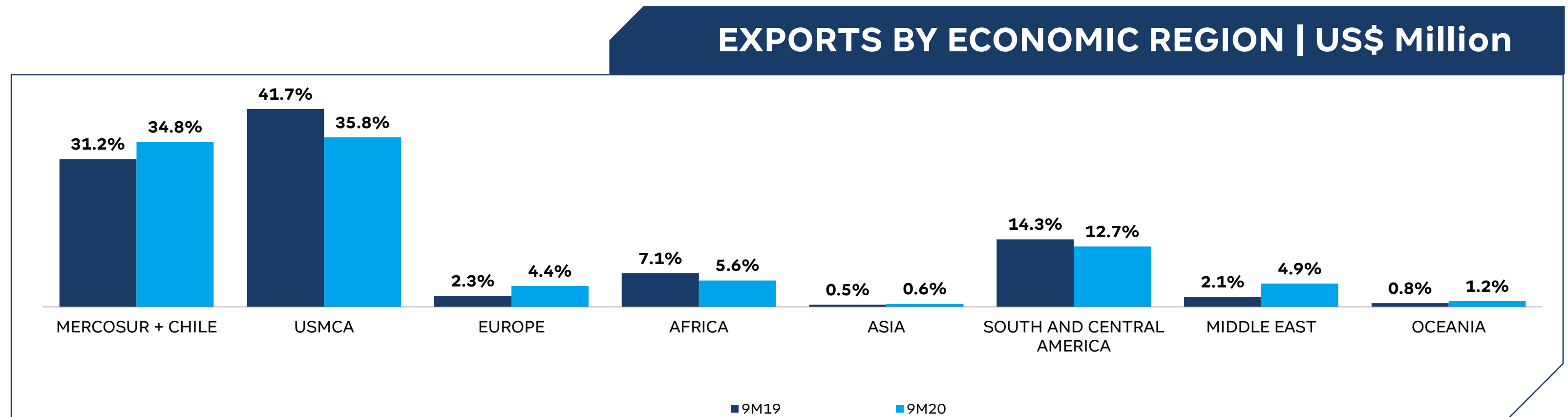
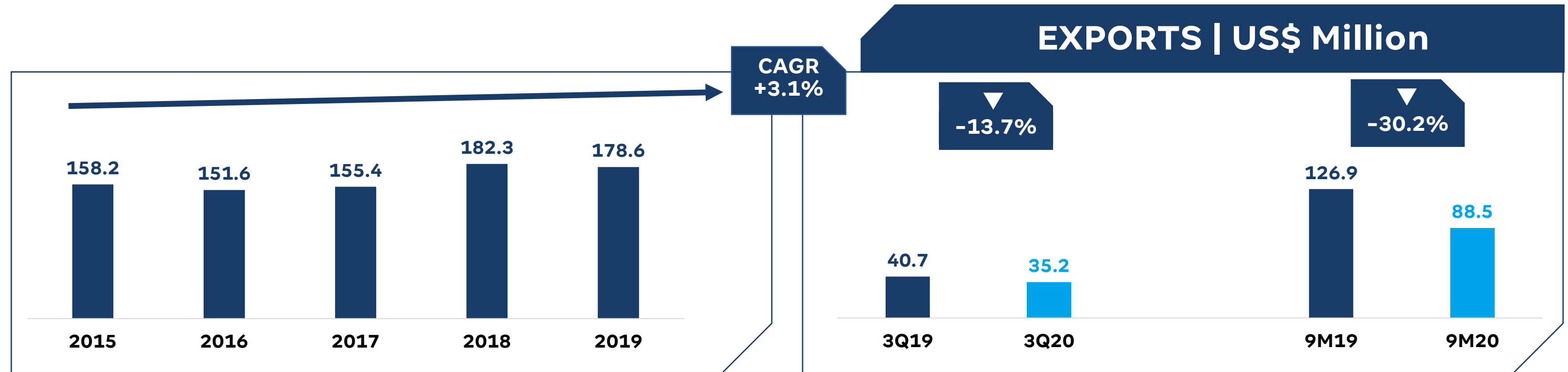
TOTAL GROSS REVENUE (Including Intercompany Sales) – R\$ Million



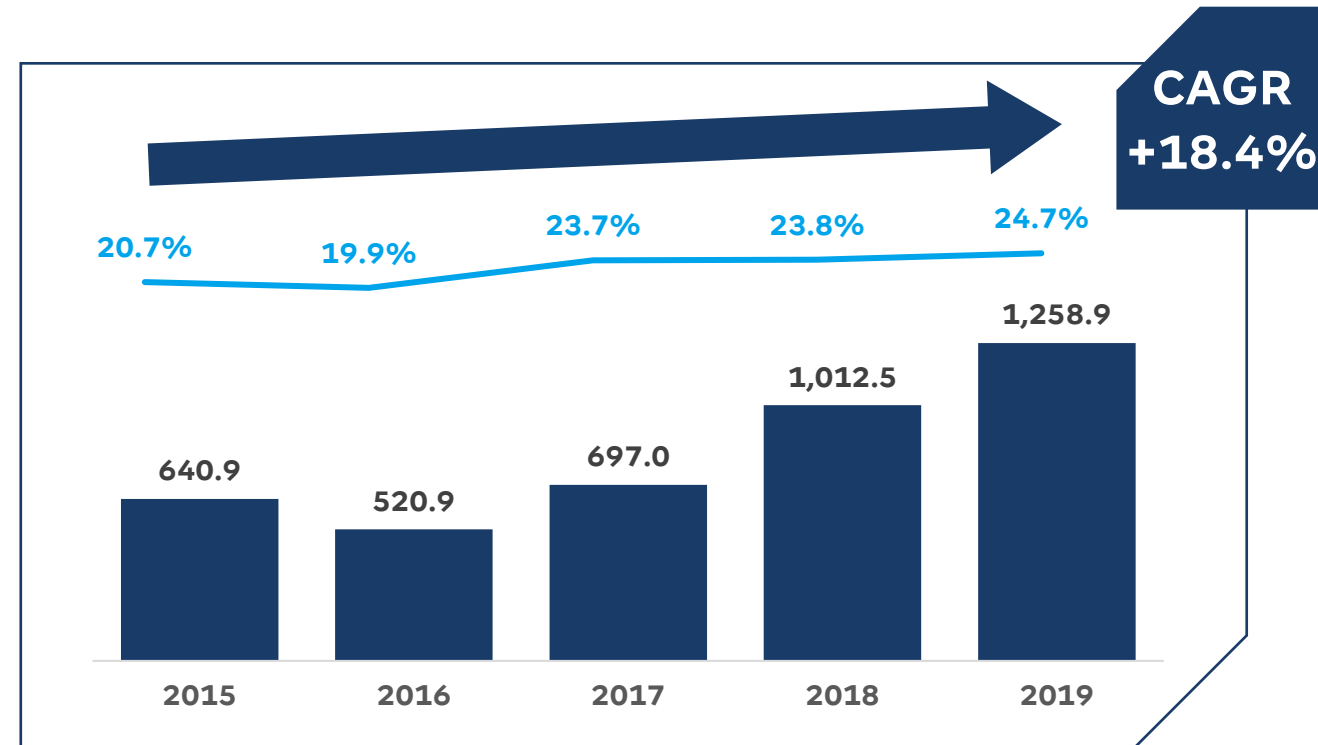
CONSOLIDATED NET REVENUE – R\$ Million



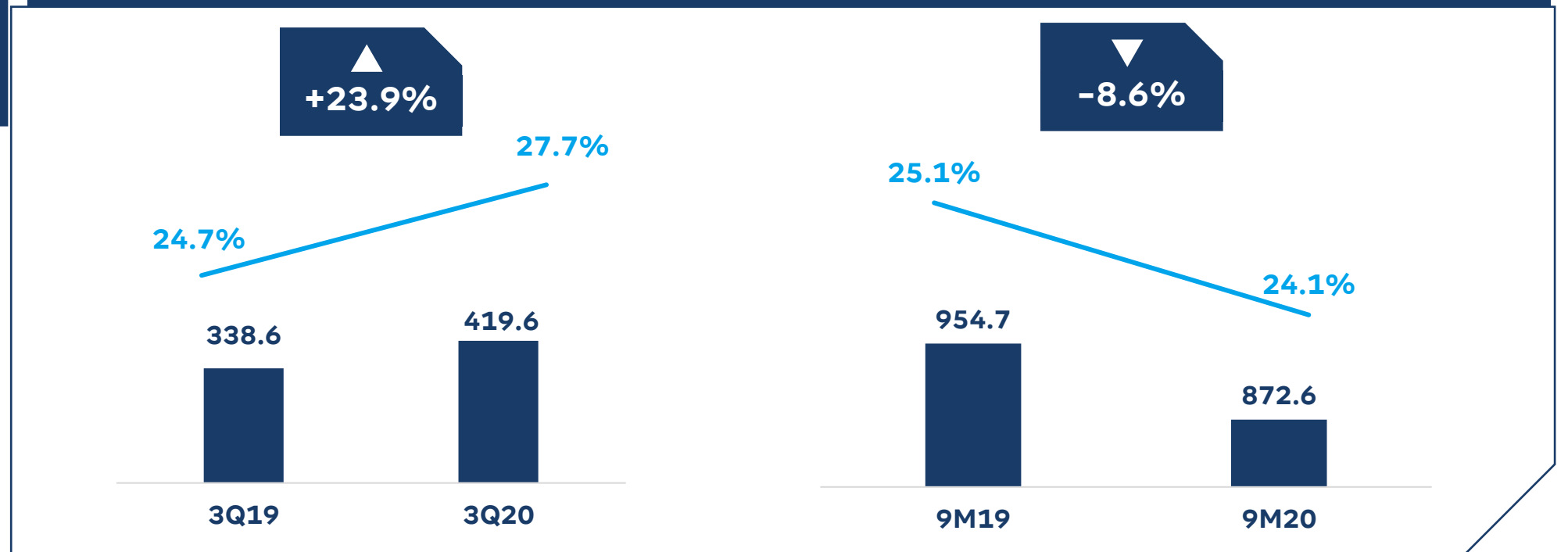
OPERATING RESULTS



OPERATING RESULTS

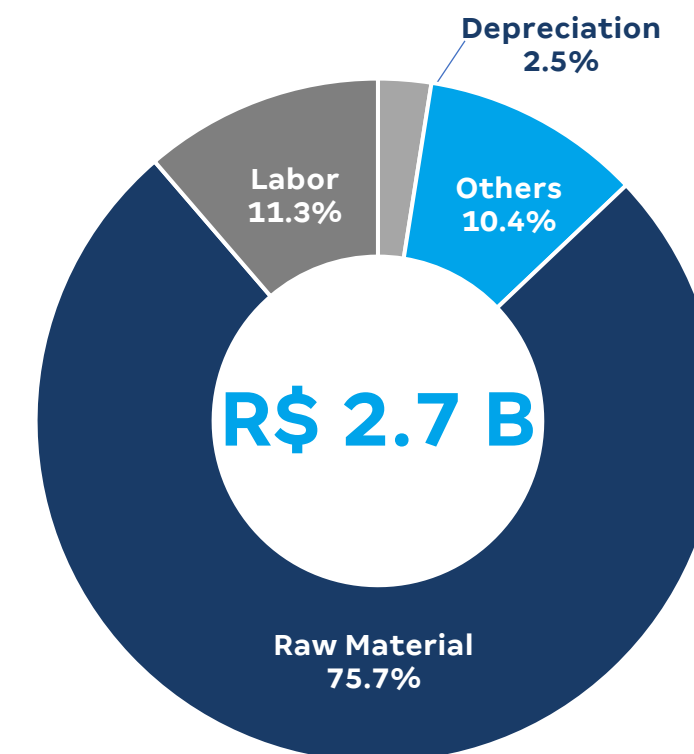
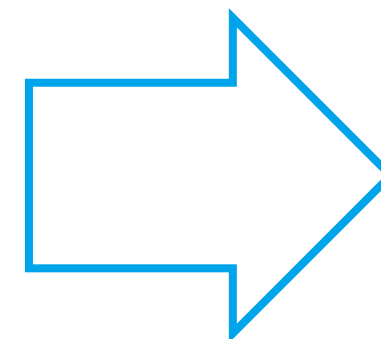


GROSS PROFIT | GROSS MARGIN – R\$ Million | %



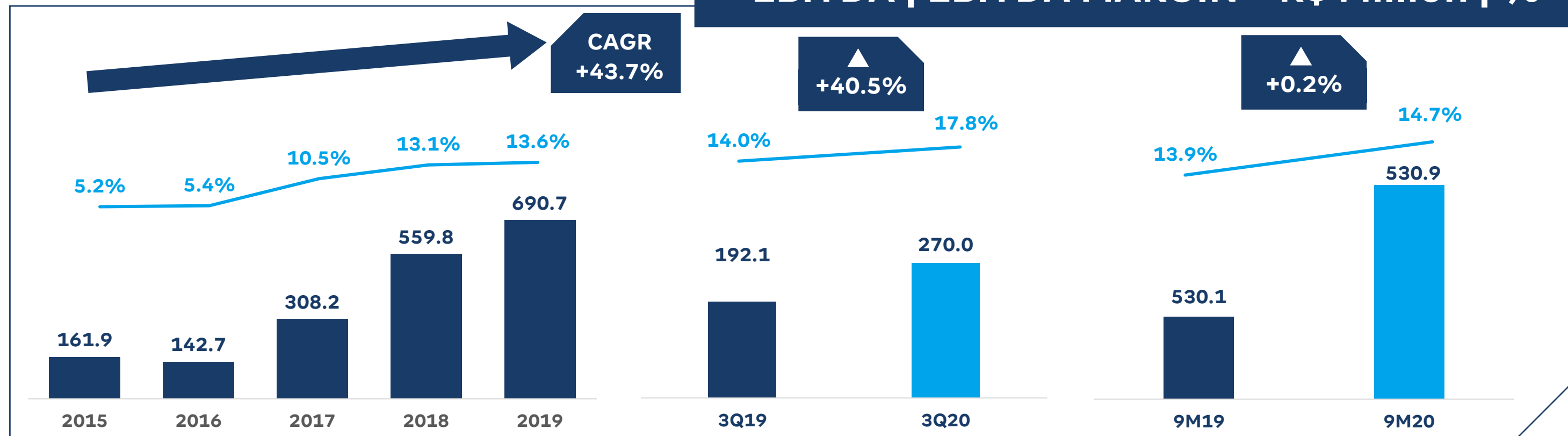
COGS 3Q20
R\$ 1.1 B
(72.3% CNR)

COGS DISTRIBUTION 9M20

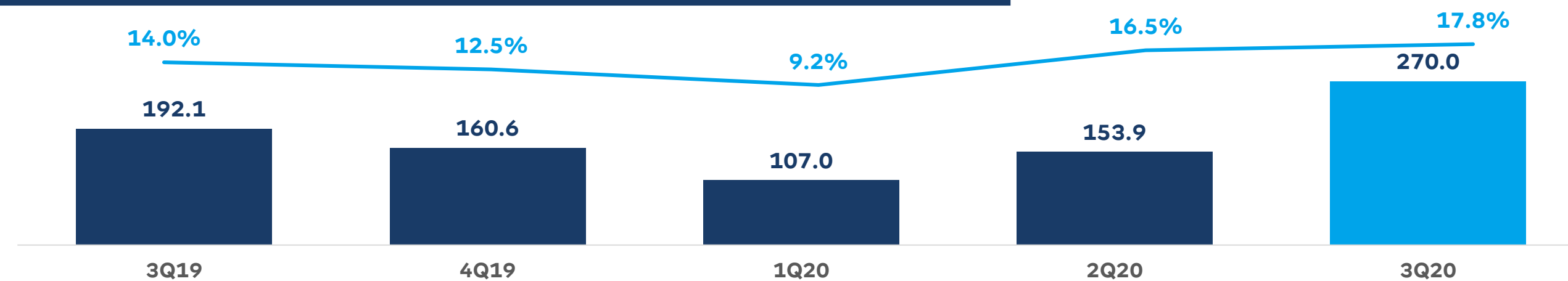


OPERATING RESULTS

EBITDA | EBITDA MARGIN – R\$ Million | %

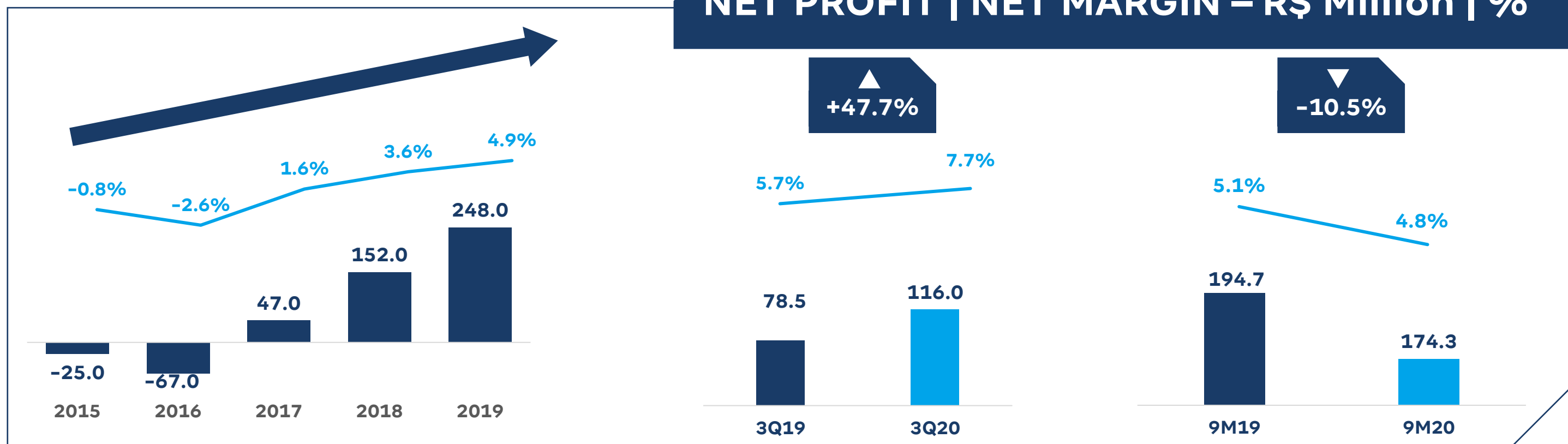


EBITDA | EBITDA MARGIN – R\$ Million | %

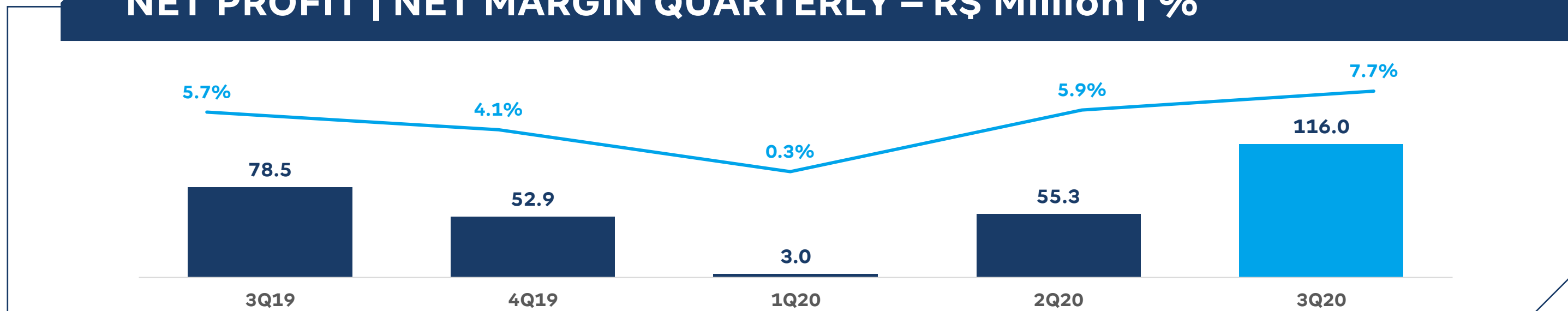


FINANCIAL RESULTS

NET PROFIT | NET MARGIN – R\$ Million | %

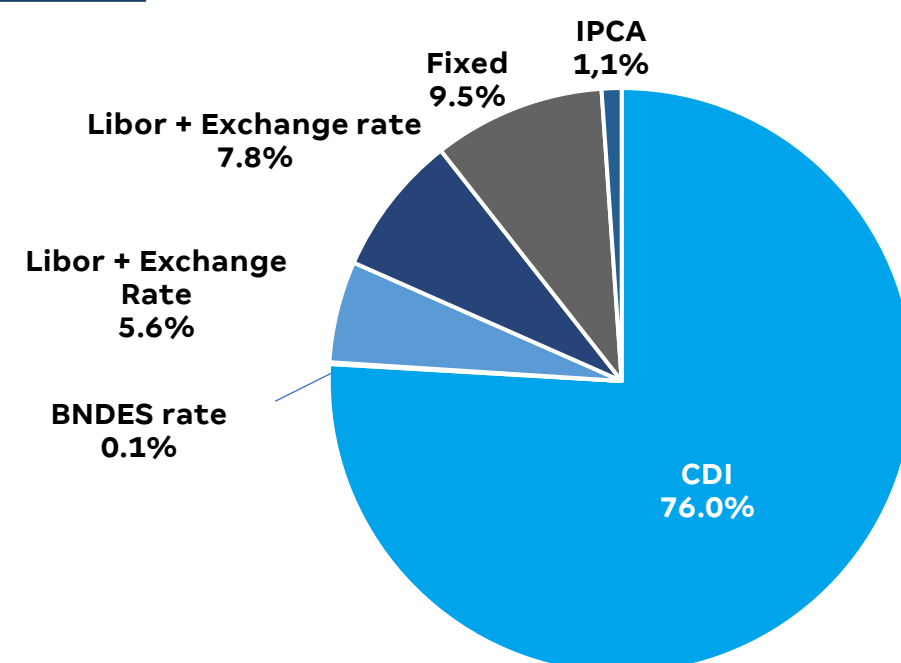


NET PROFIT | NET MARGIN QUARTERLY – R\$ Million | %



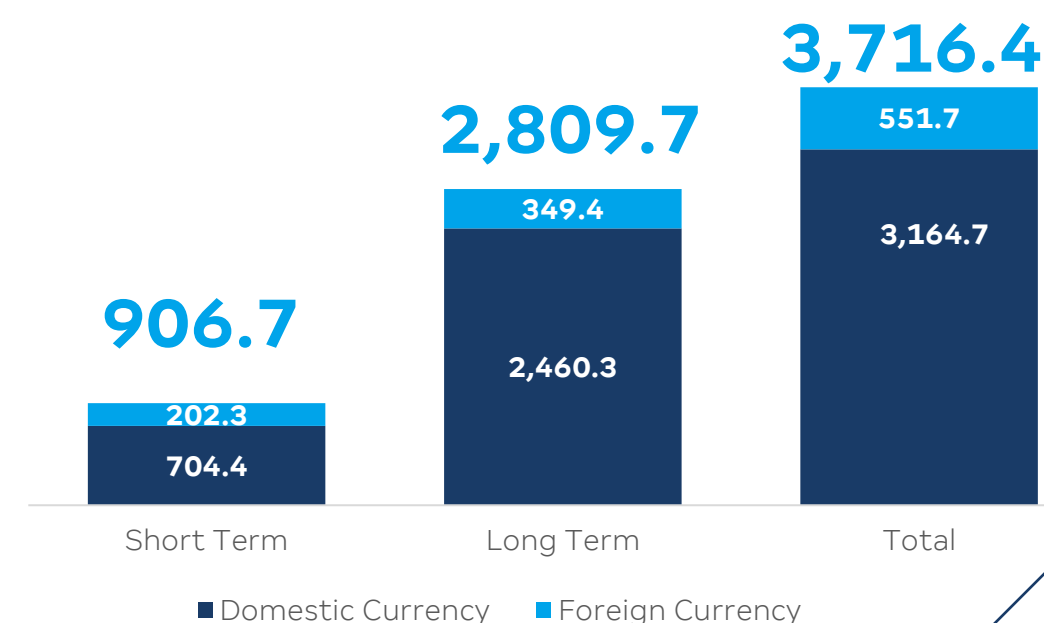
INDEBTEDNESS

DEBT INDEXES

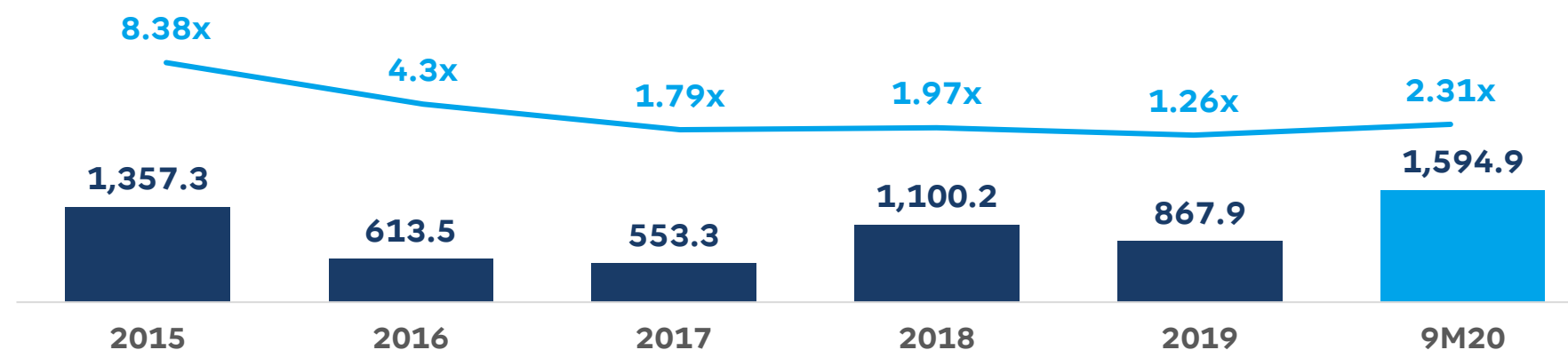


ORIGIN OF DEBT SHORT AND LONG TERM

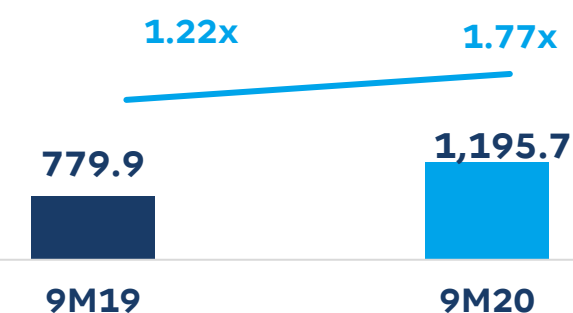
September/2020 – R\$ Million



INDEBTEDNESS | NET DEBT / EBITDA – R\$ Million

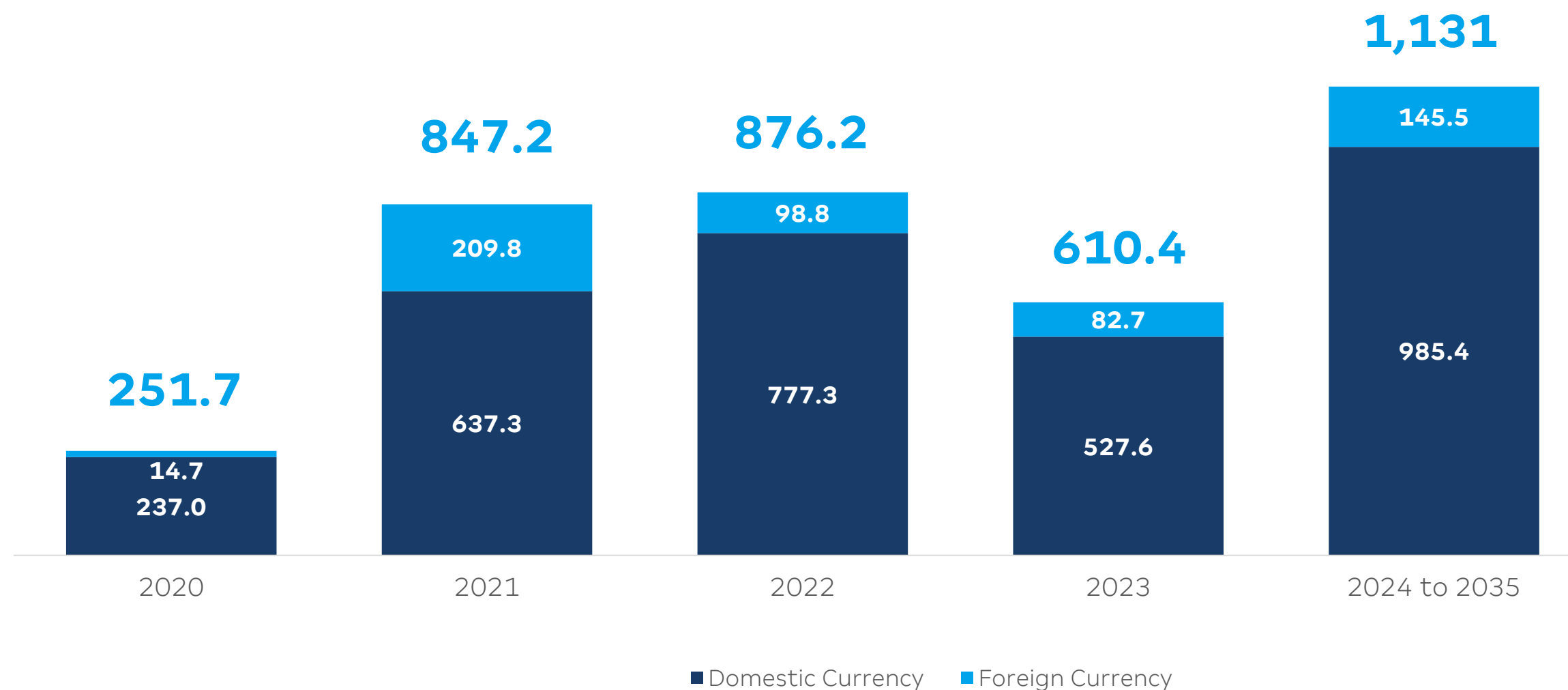


NET DEBT (Without Randon Bank)



INDEBTEDNESS

Schedule of Debt Payment 9M20 (R\$ Million)



CONSOLIDATED INCOME STATEMENT BY SEGMENT

R\$ Million

	Trailers			Auto Parts			Services			Consolidated		
	3Q20	3Q19	Δ%	3Q20	3Q19	Δ%	3Q20	3Q19	Δ%	3Q20	3Q19	Δ%
Gross Revenue	849,462	772,209	10.0%	971,311	889,627	9.2%	57,930	52,933	9.4%	1,878,703	1,714,769	9.6%
Deduction in Gross Revenue	-160,694	-144,560	11.2%	-197,253	-193,805	1.8%	-5,256	-5,075	3.6%	-363,203	-343,440	5.8%
Net Revenue	688,768	627,648	9.7%	774,057	695,822	11.2%	52,675	47,858	10.1%	1,515,500	1,371,329	10.5%
Costs of Sales and Services	-559,068	-511,784	9.2%	-530,280	-516,595	2.6%	-6,529	-4,345	50.3%	-1,095,876	-1,032,724	6.1%
Gross Profit	129,700	115,865	11.9%	243,778	179,227	36.0%	46,146	43,513	6.1%	419,624	338,605	23.9%
Gross Margin (%)	18.8%	18.5%	37 bps	31.5%	25.8%	574 bps	87.6%	90.9%	-332 bps	27.7%	24.7%	300 bps
Operating Expenses	-56,657	-56,696	-0.1%	-111,470	-97,183	14.7%	-29,464	-30,749	-4.2%	-197,591	-184,629	7.0%
EBIT	73,044	59,168	23.5%	132,308	82,044	61.3%	16,682	12,764	30.7%	222,033	153,976	44.2%
EBITDA	85,718	70,860	21.0%	167,362	108,399	54.4%	16,916	12,877	31.4%	269,996	192,136	40.5%
EBITDA Margin	12.4%	11.3%	116 bps	21.6%	15.6%	604 bps	32.1%	26.9%	521 bps	17.8%	14.0%	380 bps
ADJUSTED EBITDA	81,401	88,199	-7.7%	162,233	108,519	49.5%	16,916	12,877	31.4%	260,551	209,595	24.3%
ADJUSTED EBITDA MARGIN	11.8%	13.7%	-186 bps	21.0%	15.6%	536 bps	32.1%	26.9%	521 bps	17.2%	15.1%	210 bps

QUARTERLY INFORMATION

R\$ Million | %

	3Q2019	4Q2019	2019	1Q2020	2Q2020	3Q2020
Consolidated Net Revenue	1,371.3	1,285.3	5,092.4	1,167.7	933.0	1,515.5
% Vehicles and Trailers	45.8%	45.3%	44.7%	42.4%	49.9%	45.4%
% Auto Parts	50.7%	50.9%	51.6%	53.3%	45.1%	51.1%
% Financial Services	3.5%	3.8%	3.7%	4.3%	5.0%	3.5%
Consolidated Gross Profit	338.6	304.2	1,258.9	252.2	200.8	419.6
% Gross Margin	24.7%	23.7%	24.7%	21.6%	21.5%	27.7%
EBITDA	192.1	160.6	690.7	107.0	153.9	270.0
% EBITDA Margin	14.0%	12.5%	13.6%	9.2%	16.5%	17.8%
Net Income	78.5	52.9	247.6	3.0	55.3	116.0
% Net Margin	5.7%	4.1%	4.9%	0.3%	5.9%	7.7%



Companies

Investor Relations

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