



# VIDEO CONFERENCE **RESULTS**

# 1Q22

Building the Future. Now.



# 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.





# AGENDA

# 1Q22



**Sérgio L. Carvalho**  
CEO

**Strategy**

**Paulo Prignolato**  
CFO and IRO

**Our Results**

**Esteban Angeletti**  
IR and Corporate Finance  
Director

**Our Verticals**

**Q&A**



# GUIDANCE

1Q22

NET REVENUE

**R\$ 9.5B ≤ X ≤ R\$ 11.0B**

EBITDA MARGIN

**13% ≤ X ≤ 16%**

REVENUES FROM  
INTERNATIONAL MARKETS

**US\$ 320M ≤ X ≤ US\$ 370M**

CAPEX

**R\$ 340M ≤ X ≤ R\$ 370M**

1Q22

+ than 16  
thousand people



# 1022 HIGHLIGHTS

## FIGURES

Consolidated Net  
Revenue

**R\$ 2.5B**

Revenues from  
International Markets

**US\$ 99.9M**

Consolidated EBITDA

**R\$ 401.4M**  
16.2% o/CNR

Net Profit

**R\$ 130.1M**  
5.3% o/CNR

CAPEX

**R\$ 45.7M**

Net Debt

Without Randon Bank

**R\$ 2.1B**  
1.58x

ROE

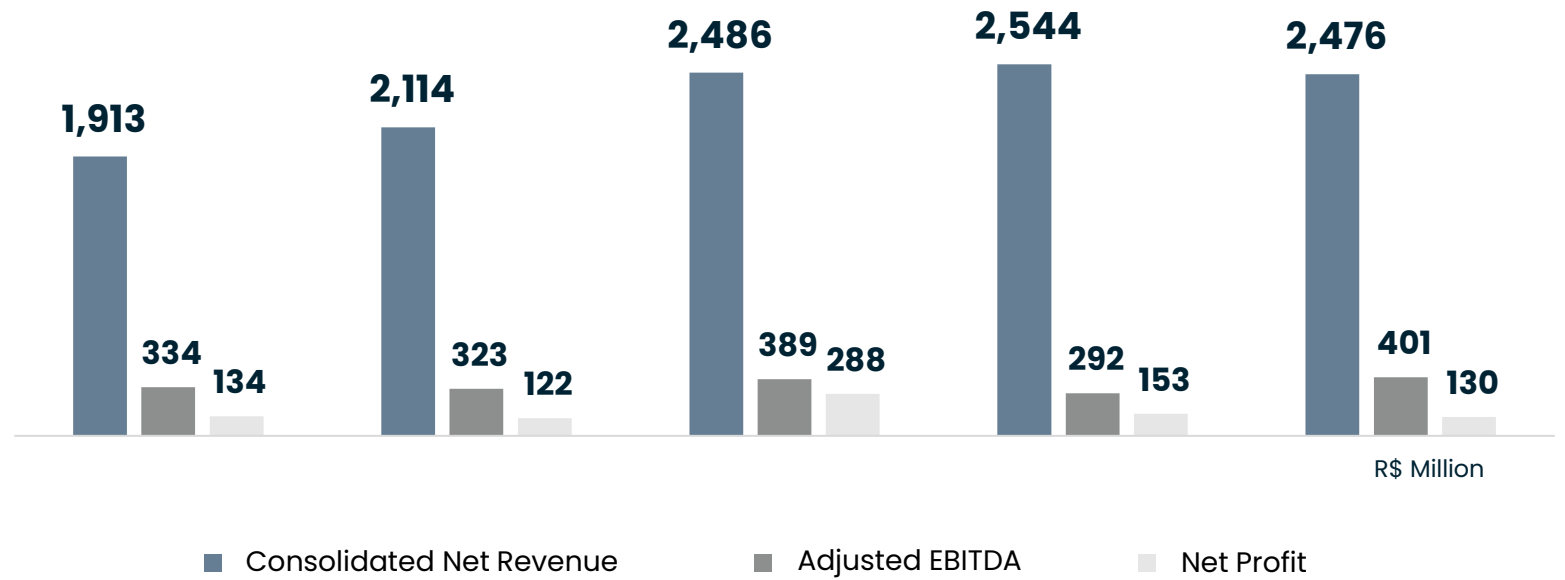
**27.5%**

ROIC

**11.9%**



# CONSISTENT RESULTS





9th Issue of debentures  
**R\$ 500 million**



Fras-le's Follow on  
**R\$ 629 million raised**

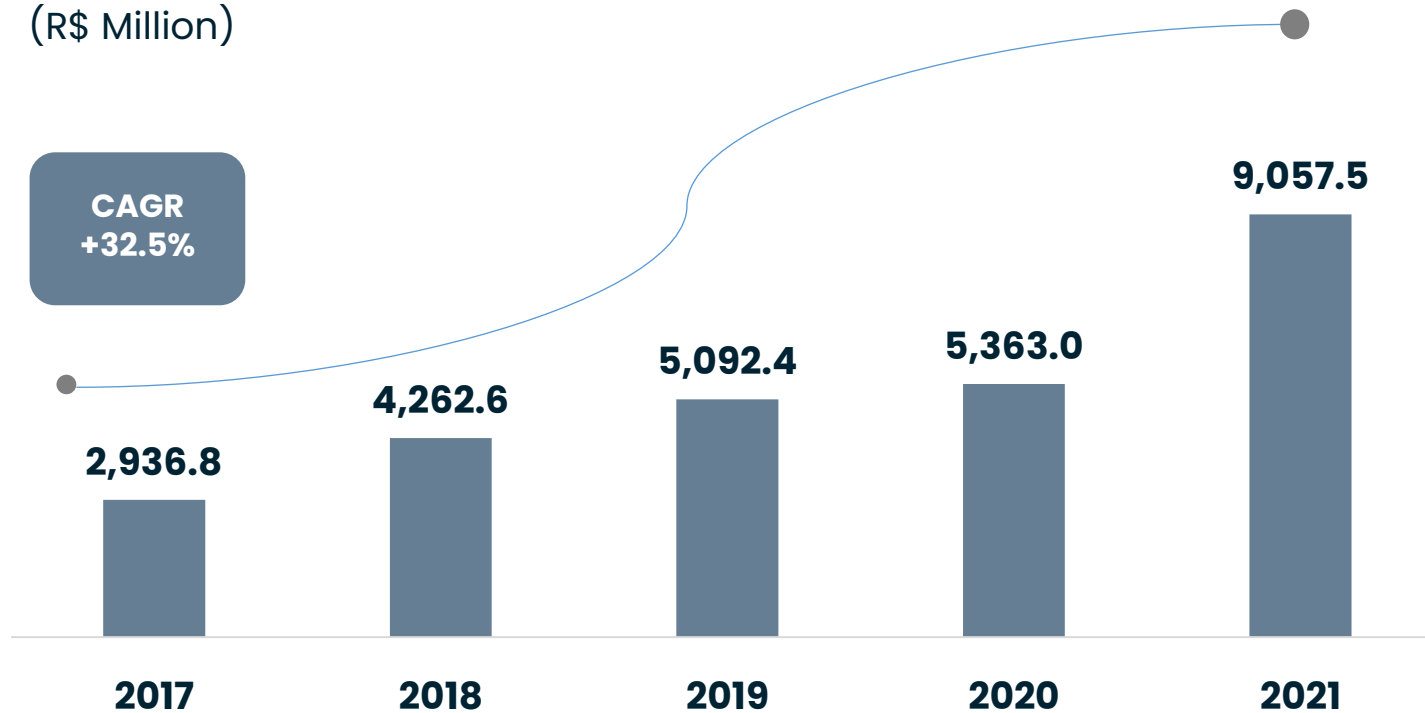
**+ Randon Companies  
stake: 52.57%**





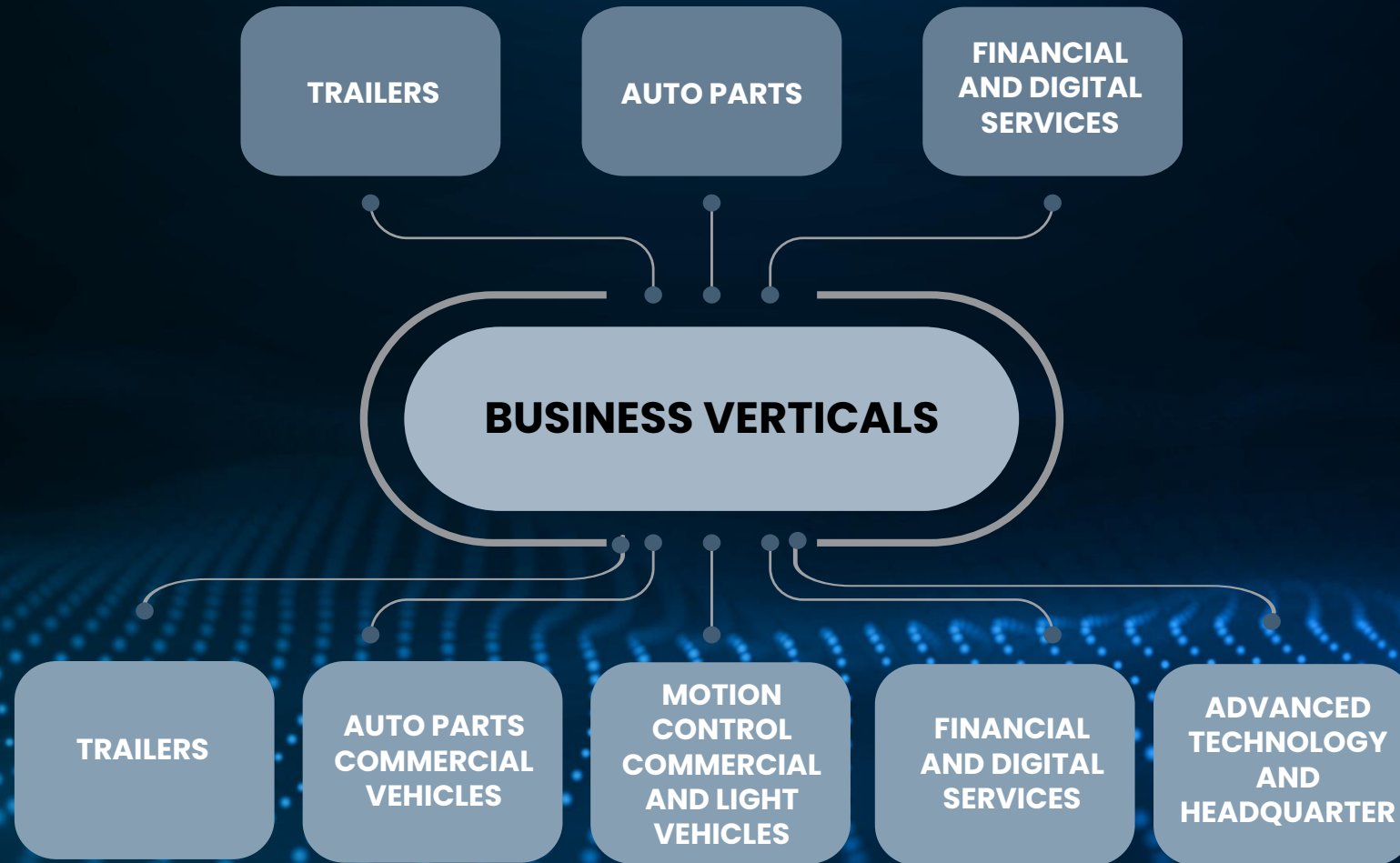
# Accelerated Growth

**CONSOLIDATED NET REVENUE<sup>1</sup>**  
(R\$ Million)



<sup>1</sup>As of 2020, revenues do not consider the discontinued operation – Randon Veículos

# RESULTS BY BUSINESS VERTICALS

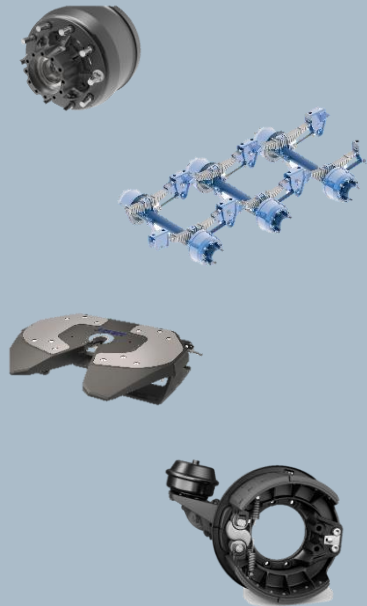


# RESULTS BY BUSINESS VERTICALS

## TRAILERS



## AUTO PARTS CV<sup>1</sup>



<sup>1</sup>Commercial Vehicles

## MOTION CONTROL CV&LV<sup>2</sup>



<sup>2</sup>Commercial and Light Vehicles

## FINANCIAL AND DIGITAL SERVICES



## ADVANCED TECHNOLOGY AND HEADQUARTER



# RESULTS BY BUSINESS VERTICALS

Don't miss it!

We have disclosed a series of materials for you to stay on top of the change in the verticals' disclosure format.

Explanatory Video

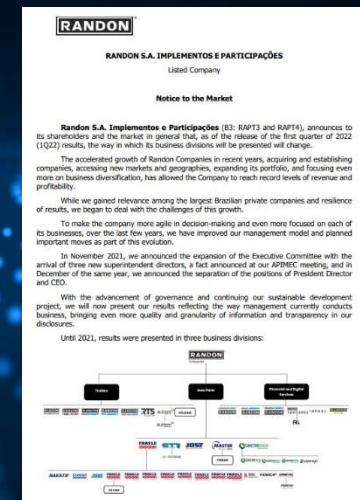


> Notice to the Market

> 2020 and 2021 Updated Spreadsheets

> Q&A

> Conference Call





# MARKET

		1Q22	1Q21	Δ%	4Q21	Δ%
Production	Trucks <sup>1</sup>	34,383	33,082	3.9%	40,508	-15.1%
	Trailers <sup>3</sup>	20,632	22,382	-7.8%	23,556	-12.4%
Brazil Sales	Trucks <sup>1</sup>	26,852	26,077	3.0%	33,406	-19.6%
	Trailers <sup>2</sup>	19,502	21,296	-8.4%	22,061	-11.6%
Exports	Trucks <sup>1</sup>	4,685	5,279	-11.3%	6,040	-22.4%
	Trailers <sup>3</sup>	1,130	1,086	4.1%	1,495	-24.4%

<sup>1</sup> Anfavea

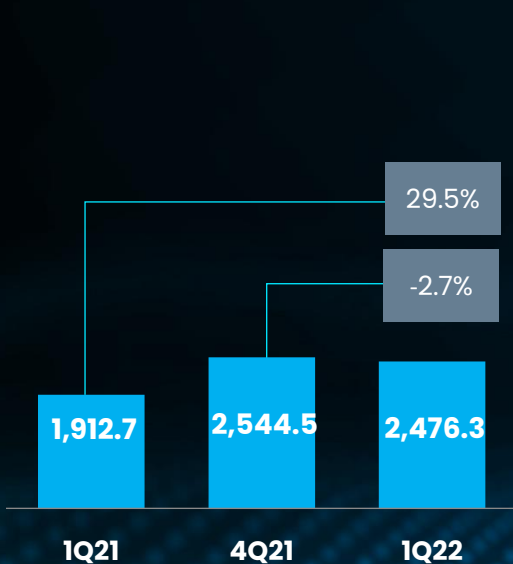
<sup>2</sup> Anfir

<sup>3</sup> Anfir + Aliceweb

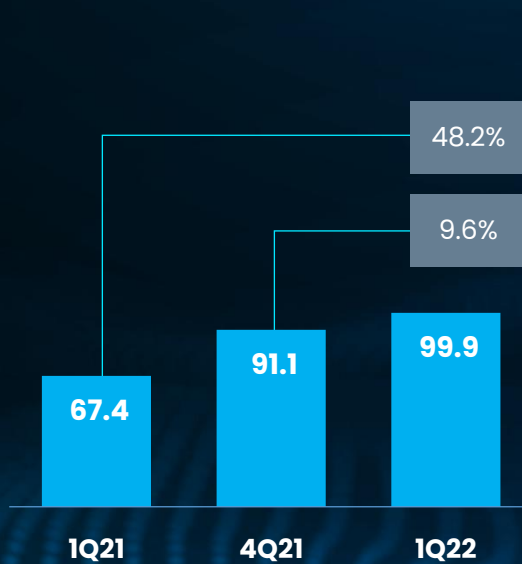
Volumes in units

# CONSOLIDATED RESULTS 1Q22

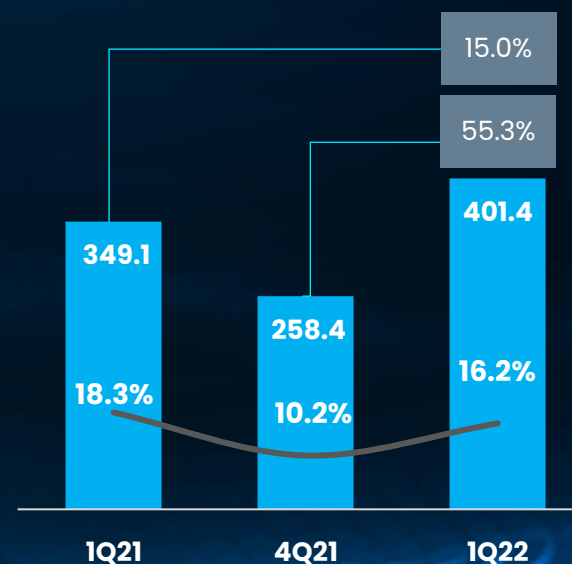
**Consolidated Net Revenue**  
(R\$ Million)



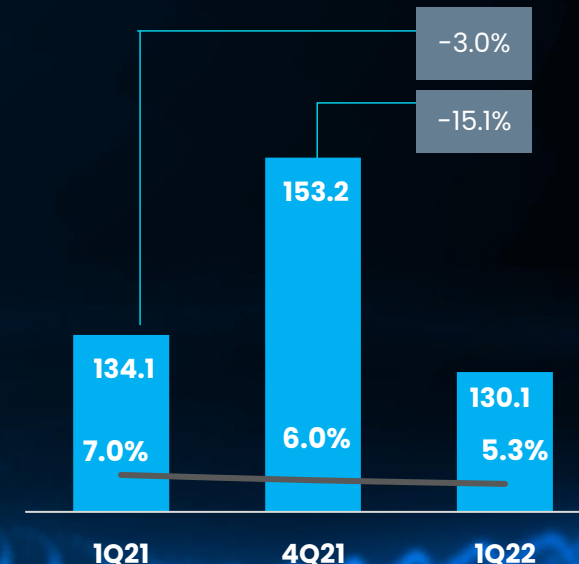
**International Markets**  
(US\$ Million)



**EBITDA and EBITDA Margin**  
(R\$ Million | %)



**Net Profit and Net Margin**  
(R\$ Million | %)

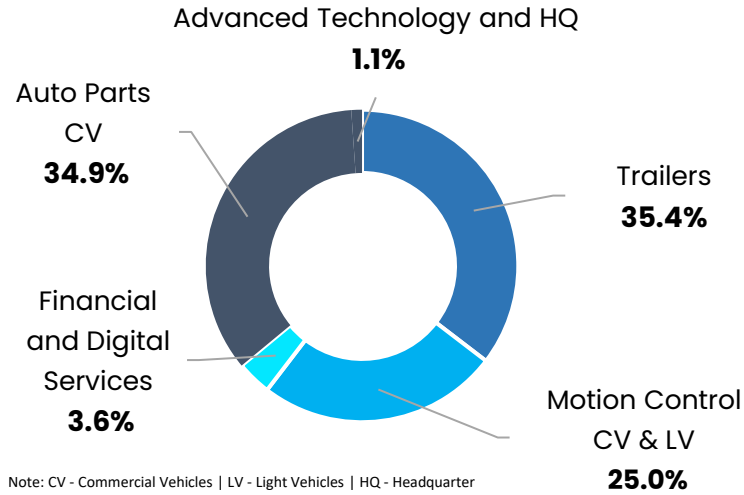


**With a demanding market and a lot of dedication from our teams, we obtained consistent revenues and margins this quarter. However, in 2022, we have an extremely challenging business environment that requires caution and discipline.**

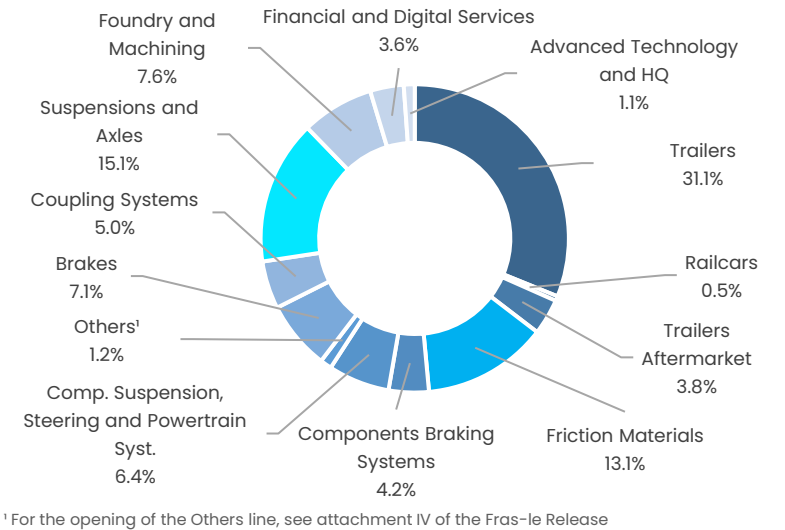
# MODEL DIVERSIFIED BUSINESS



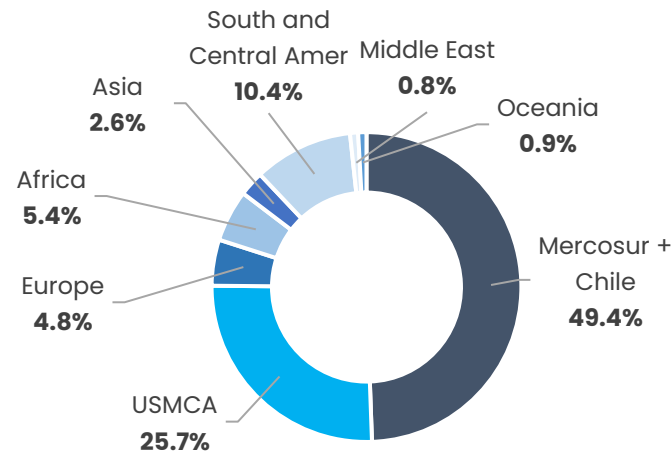
**%Net Revenue by Business Vertical 1Q22**



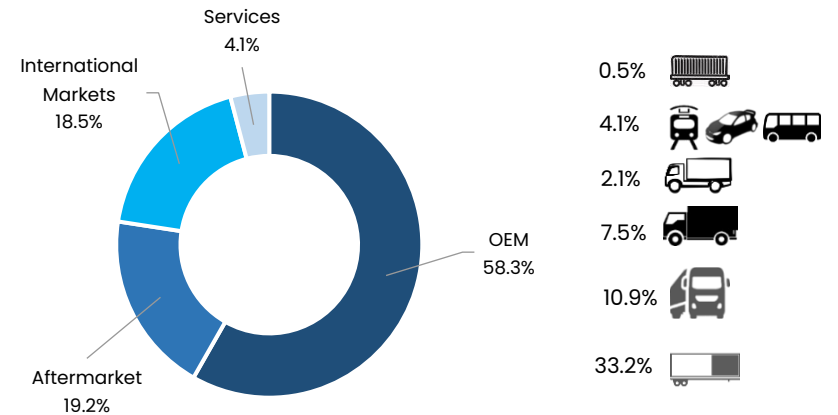
**%Net Revenue by Product 1Q22**



**%International Market Revenues by Region 1Q22**

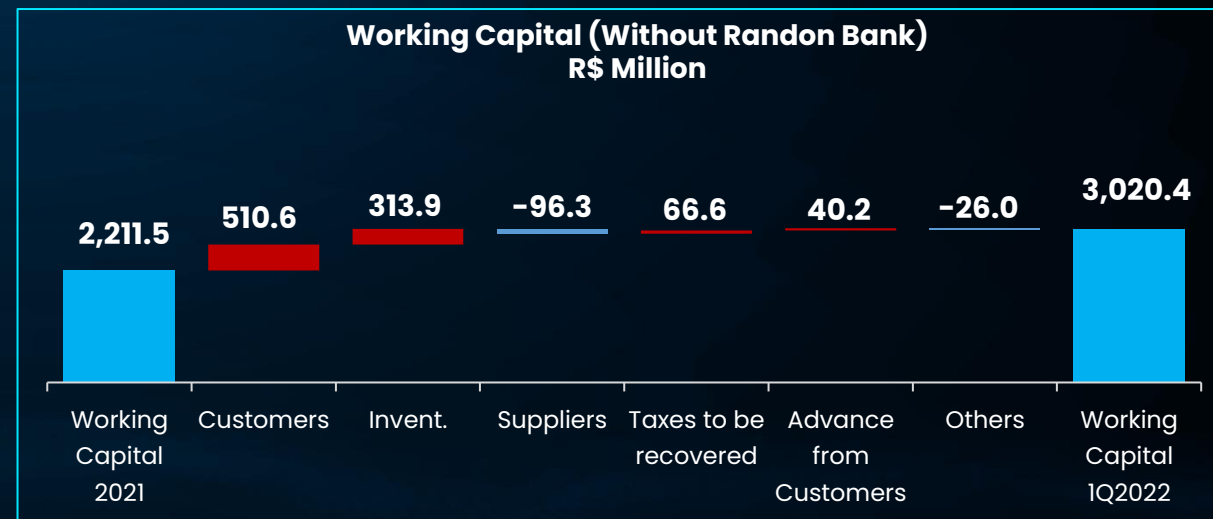
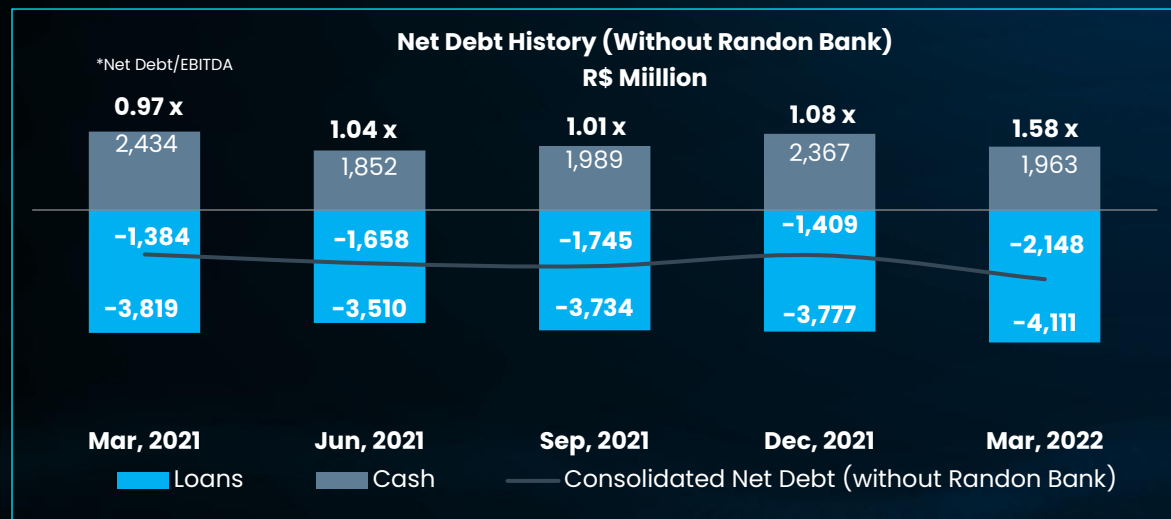


**%Net Revenue by Segment 1Q22**



# FINANCIAL

## 1Q22 HIGHLIGHTS



### Total Gross Debt

Total Gross Debt	<b>R\$ 5,150</b>
Gross Debt in domestic currency (without Randon Bank)	<b>R\$ 3,500</b>
Randon Bank's Gross Debt	<b>R\$ 1,039</b>
Gross Debt in foreign currency	<b>R\$ 424</b>
Business Combination	<b>R\$ 187</b>

USD rate on March 31, 2022	<b>R\$ 4.7378</b>
Average cost of bank debt in Domestic Currency	<b>13.1% per year</b>
Average cost of bank debt in Foreign Currency	<b>3.9% per year</b>
Average bank debt term	<b>2.4 years</b>
Average bank debt term without Randon Bank	<b>2.7 years</b>

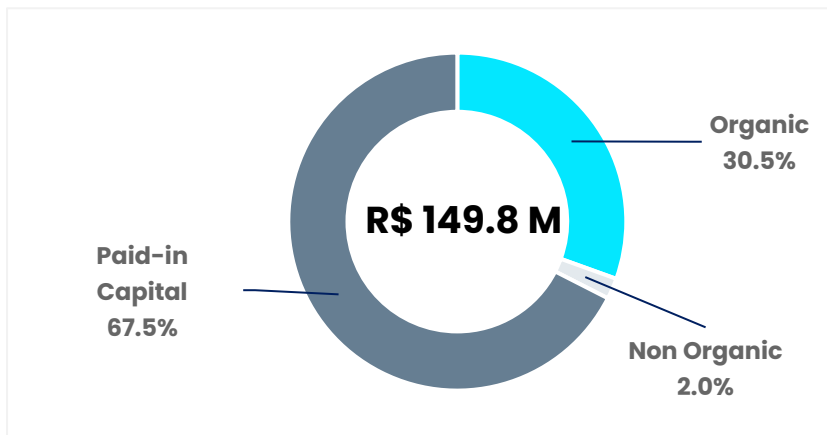
**Net debt continues to reflect the increase in the Company's working capital needs, which has been using the advance purchase of inventories as a strategy to mitigate the effects of inflation.**





# INVESTMENTS

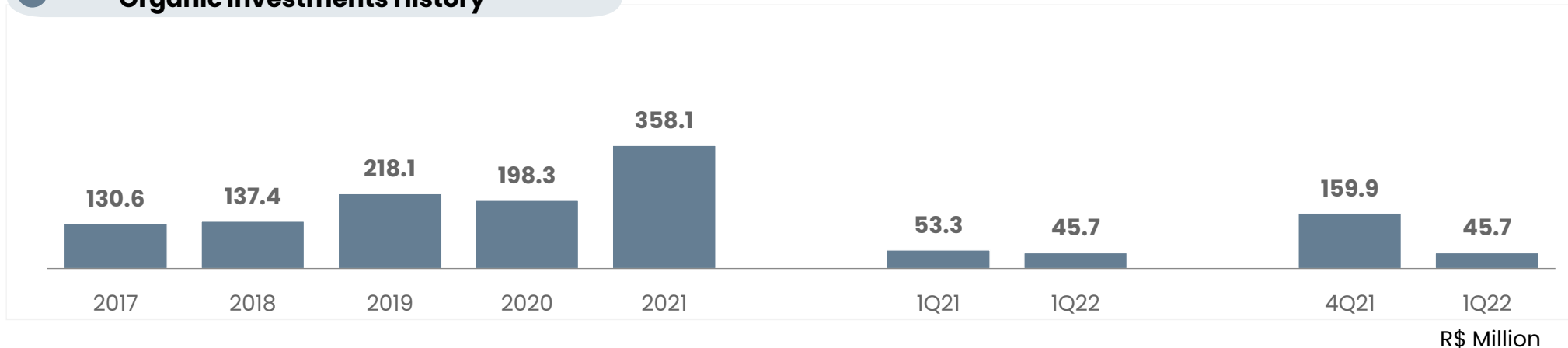
## Total Investments 1Q22



## HIGHLIGHTS 1Q22

- > **R\$ 23.6M** in machinery and equipment
- > **R\$ 101M** invested in Pain-in Capital of the companies Randon Messias, Randon Peru, Banco Randon, NIONE and Castertech Schroeder

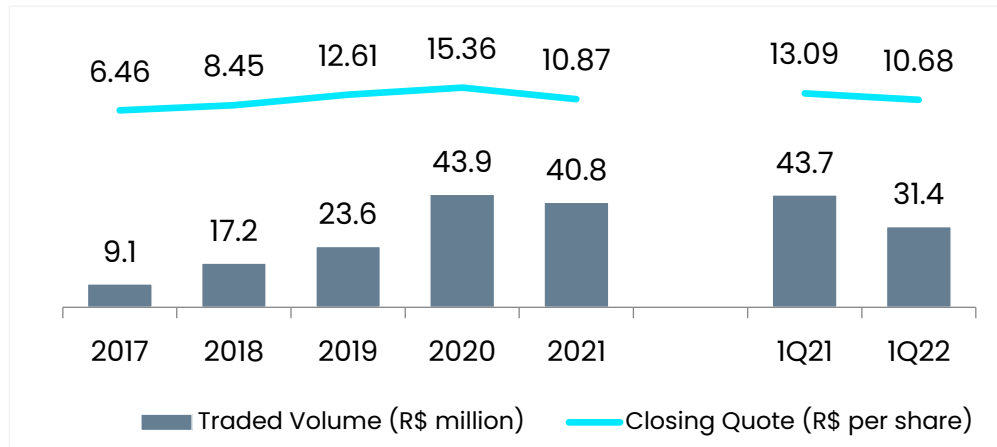
## Organic Investments History



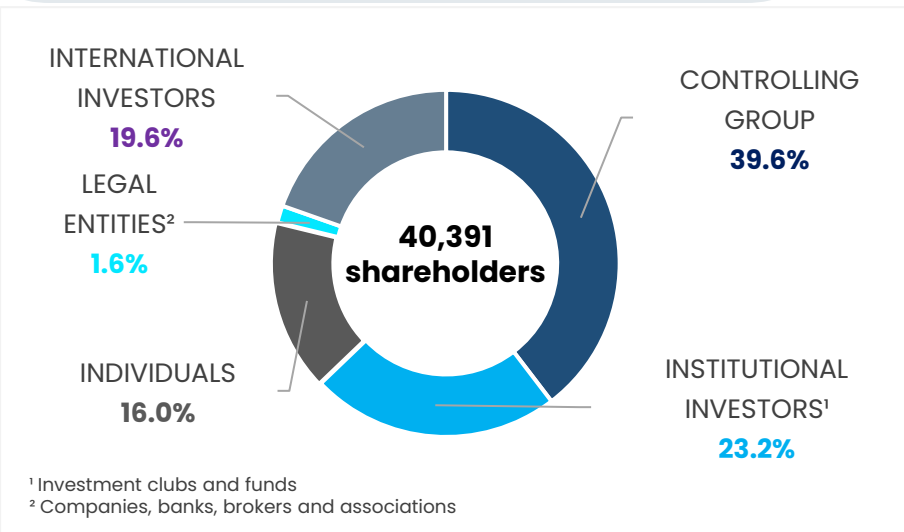


# STOCK MARKET

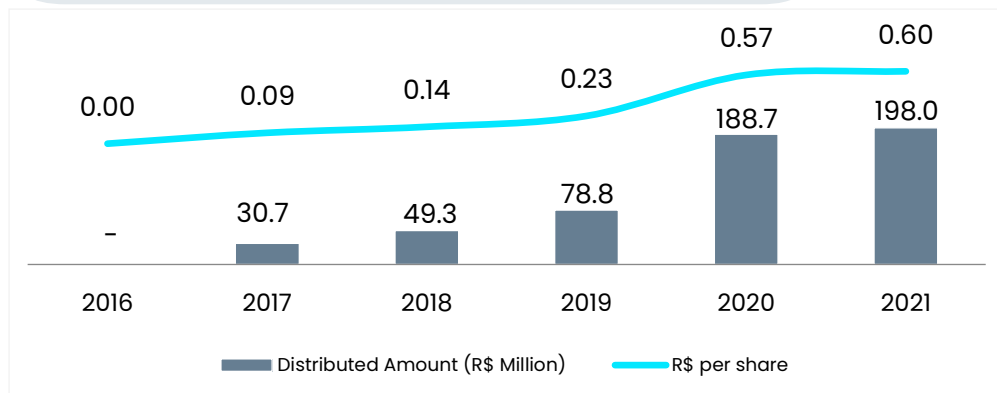
## RAPT4 Price/Daily Liquidity



## Shareholders Profile % total shares



## Dividends and Interest on Equity¹



## DIVIDENDS PAYMENT

- > R\$ 117.6 million
- > R\$ 0.356978 per share
- > Ex-right as of April 20
- > Payment on April 29

<sup>1</sup> Distribution by period of competence and without income tax

# VERTICAL TRAILERS

Net Revenue  
**R\$ 998.1M**

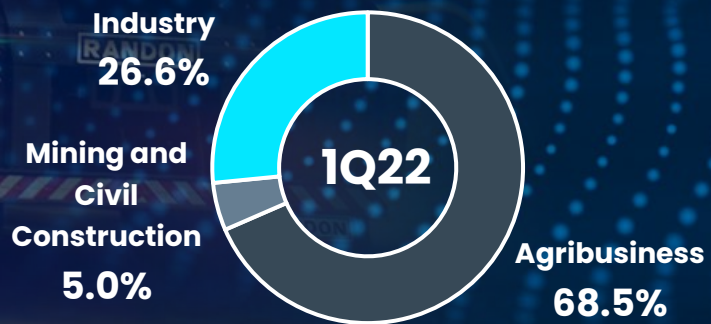
Revenues from  
International Market  
**US\$ 38.7M**

EBITDA | Margin  
**R\$ 119.5M**  
**12.0%**

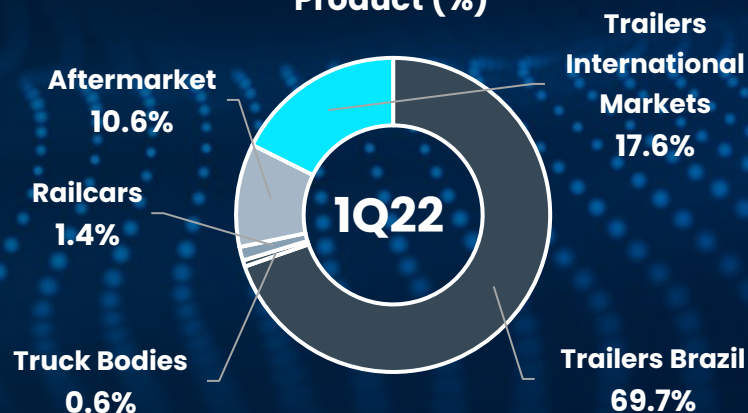
Investments  
**R\$ 22.4M**

Volumes	1Q22	1Q21	Δ%	4Q21	Δ%
Trailers Brazil (un.)	5,621	6,993	-19.6%	6,659	-15.6%
Trailers International Markets (un.)	1,240	925	34.1%	1,249	-0.7%
Railcars (un.)	27	9	200.0%	147	-81.6%

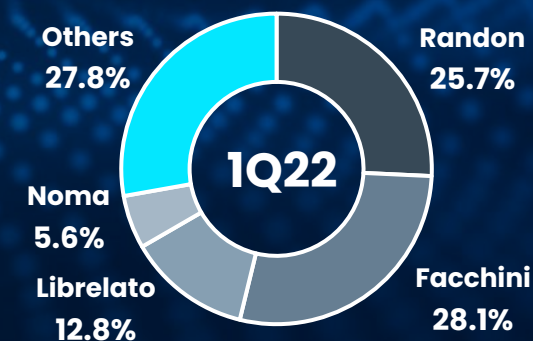
Net Revenue Breakdown by  
Economic Sector (%)



Net Revenue Breakdown by  
Product (%)



Quarterly Market Share  
(%)



# VERTICAL AUTO PARTS COMMERCIAL VEHICLES

**Net Revenue**  
**R\$ 983.6M**

**Revenues from International Market**  
**US\$ 11.2M**

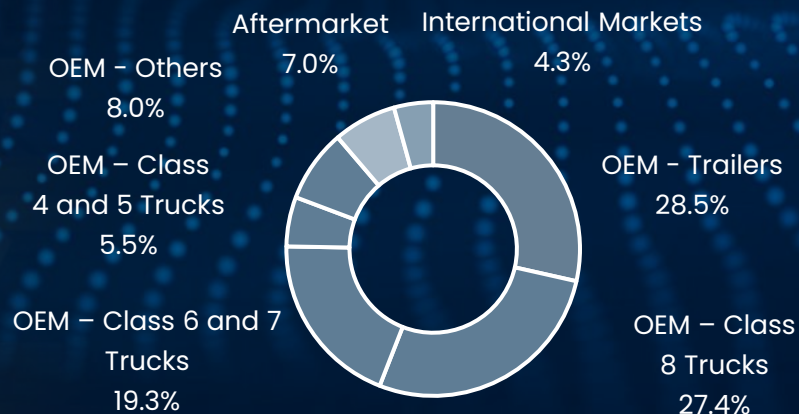
**EBITDA | Margin**  
**R\$ 170.5M**  
**17.3%**

**Investments**  
**R\$ 52.4M**

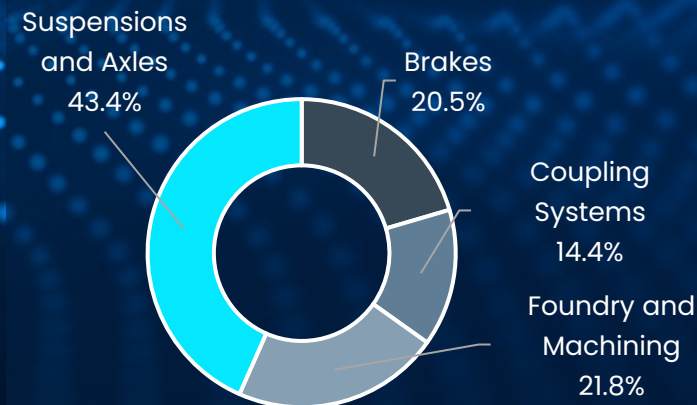
Volumes	1Q22	1Q21	Δ%	4Q21	Δ%
Brakes (un.)	245,526	214,918	14.2%	225,250	9.0%
Coupling Systems (un.)	34,426	36,929	-6.8%	38,803	-11.3%
Suspensions and Axles (un.)	48,638	45,772	6.3%	49,481	-1.7%
Foundry and Machining (tons) <sup>1</sup>	26,659	18,960	40.6%	24,989	6.7%

<sup>1</sup>We changed the reporting of Castertech volumes due to this business unit growth and better market practices, in addition to reflecting the way we look at the business internally.

**Net Revenue by Segment (%)**



**Net Revenue by Product (%)**



# MOTION CONTROL

## COMMERCIAL AND LIGHT VEHICLES

**Net Revenue**  
**R\$ 704.8M**

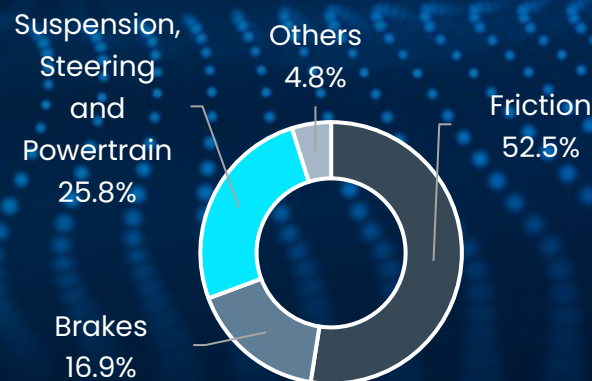
**Revenues from International Market**  
**US\$ 73.9M**

**EBITDA | Margin**  
**R\$ 106.0M**  
**15.0%**

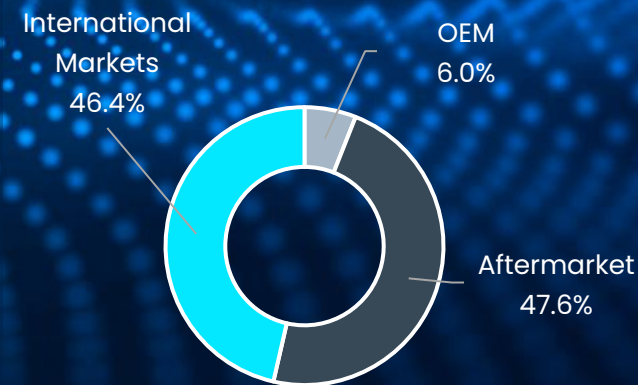
**Investments**  
**R\$ 13.6M**

Volumes	1Q22	1Q21	Δ%	4Q21	Δ%
Friction Materials (Thousand/un.)	23,822	26,843	-11.3%	23,417	1.7%
Components Braking Systems (Thousand/un.)	2,097	2,218	-5.4%	1,942	8.0%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	3,973	4,042	-1.7%	4,282	-7.2%

**Net Revenue by Product (%)**



**Net Revenue by Segment (%)**



# VERTICAL

# FINANCIAL AND DIGITAL SERVICES

Net Revenue  
**R\$ 100.7M**

EBITDA | Margin  
**R\$ 25.5M**  
**25.3%**

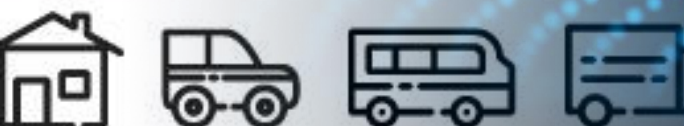
Venture Capital  
**R\$ 21.9M**

**8** Startups  
invested and  
**16** co-invested

Volumes	1Q22	1Q21	Δ%	4Q21	Δ%
Coop-payment plan quotas sold	3,426	3,023	13.3%	5,703	-39.9%



**Randon Ventures** led investments in the *fintech* Money Money Invest, a platform that connects investors willing to lend money to small and medium entrepreneurs looking for credit.



**RANDON**

Companies

# VERTICAL

# ADVANCED TECHNOLOGY AND HEADQUARTER

Net Revenue

R\$ 32.3M

EBITDA | Margin

R\$ 145.2M  
449.1%

Equity Income

R\$ 149.1M

- › **CTR** renewed an important partnership with the bus and coach manufacturer Marcopolo
- › **NIONE** continues developing products and projects with the goal of soon offering new solutions to the market using nanotechnology
- › **Conexo** fostered and boosted innovation in *Serra Gaúcha* (Northeast of Rio Grande do Sul State) through Solo of Innovation
- › Equity Income is the investments by the  **Holding**, which are eliminated in the consolidated results.

# SUPPORT

## MATERIAL

»» 1Q22

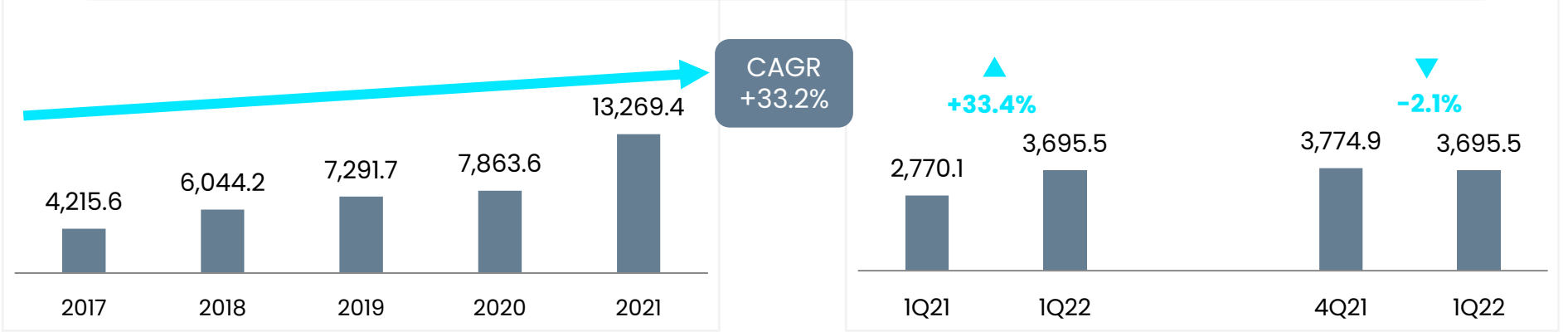
**RANDON**<sup>®</sup>  
Companies

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

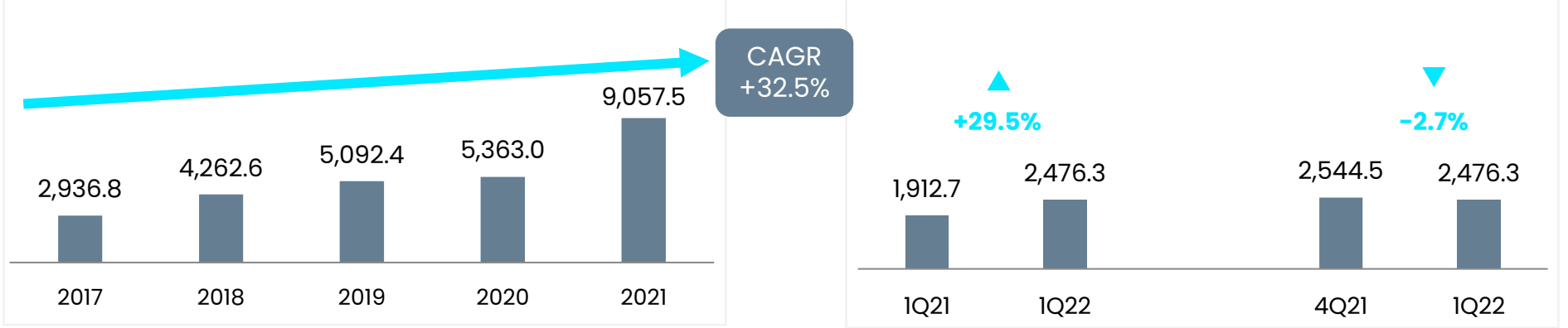


# OPERATING RESULTS

## TOTAL GROSS REVENUE (INCLUDING INTERCOMPANY SALES) | R\$ MILLION

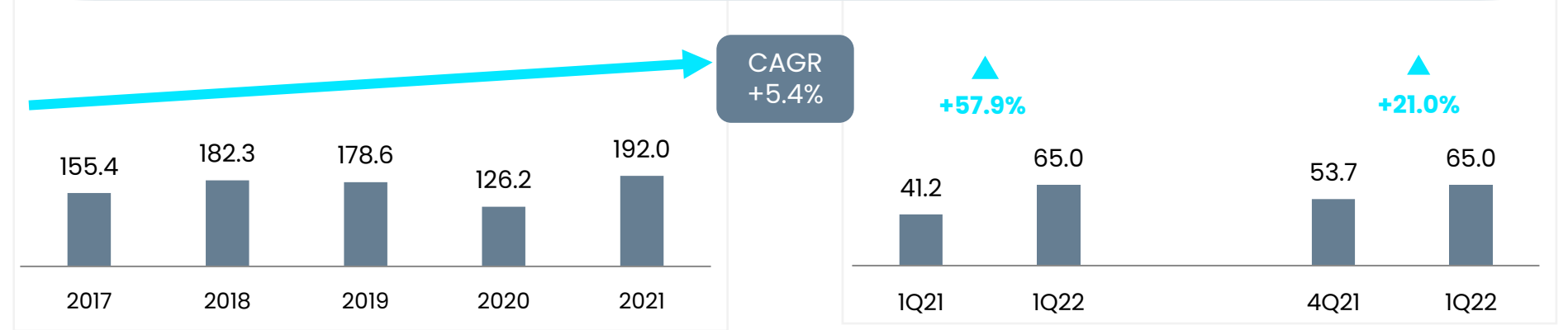


## CONSOLIDATED NET REVENUE | R\$ MILLION

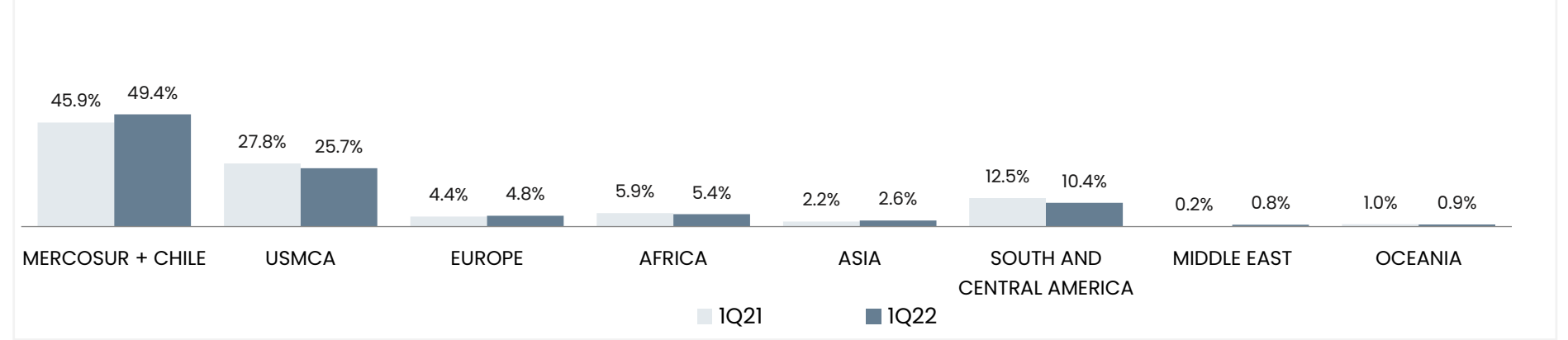


# OPERATING RESULTS

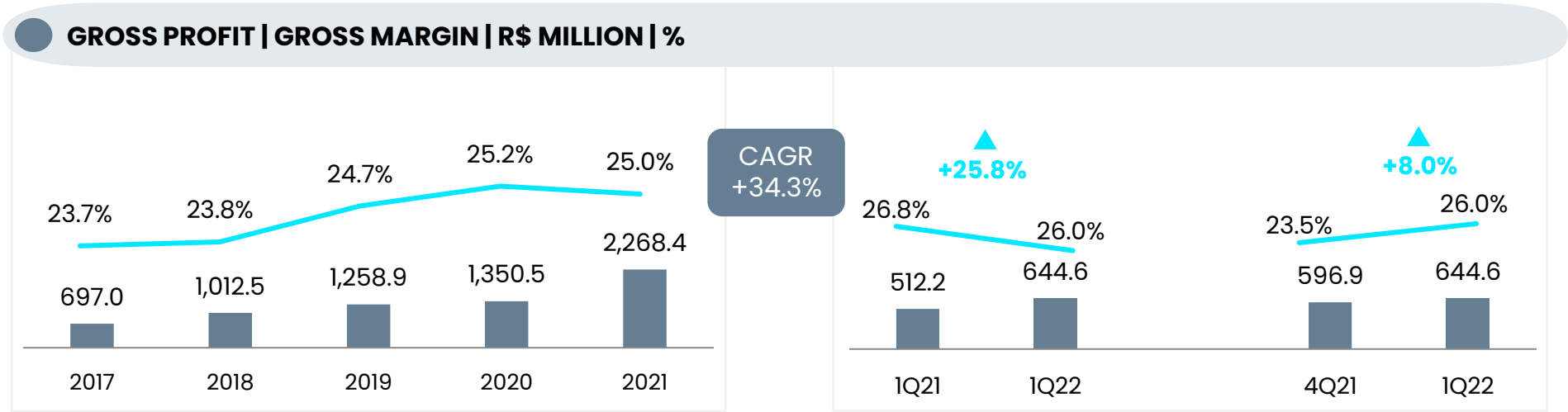
## TOTAL EXPORTS | US\$ MILLION



## INTERNATIONAL MARKET REVENUES BY REGION | US\$ MILLION

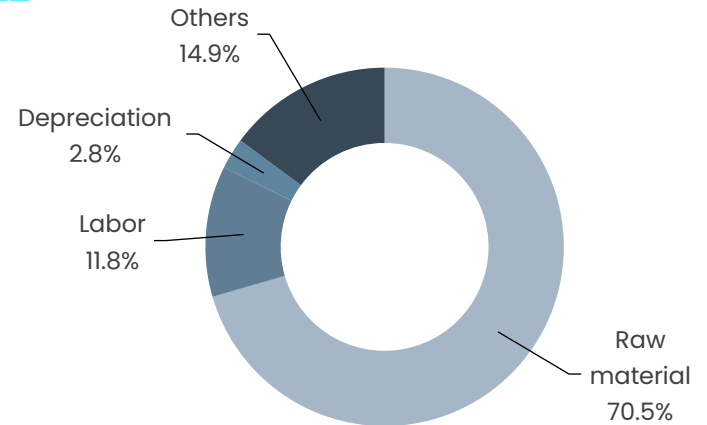
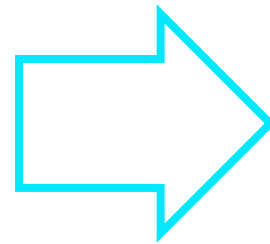


# OPERATING RESULTS



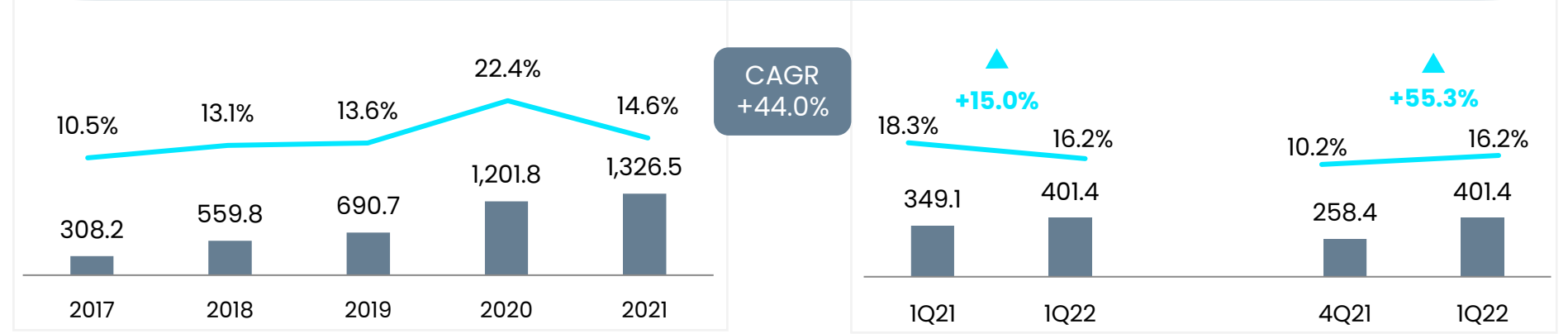
**COGS 1Q22**  
**R\$ 1.8 B**  
**(74.0% o/CNR)**

**COGS DISTRIBUTION 1Q22**

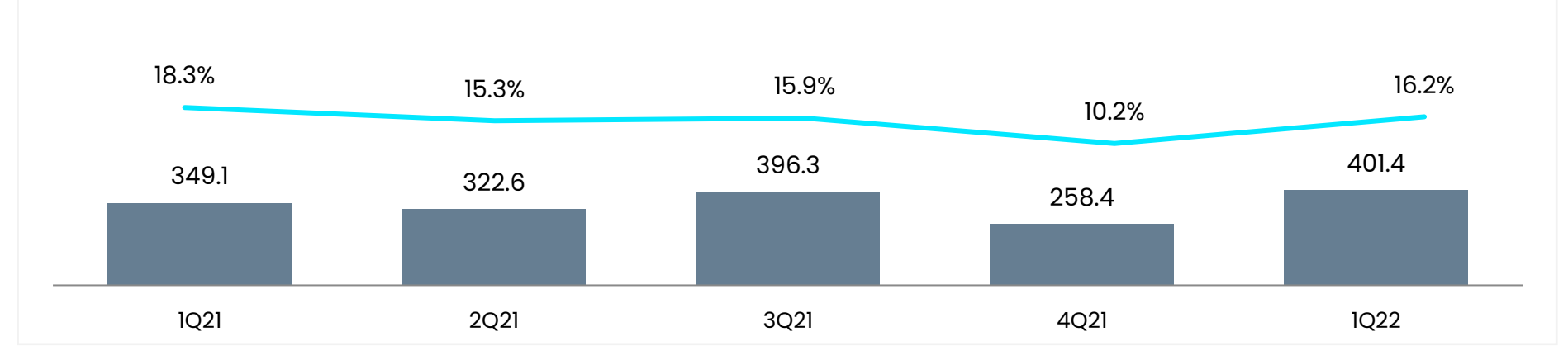


# OPERATING RESULTS

## EBITDA | EBITDA MARGIN | R\$ MILLION | %



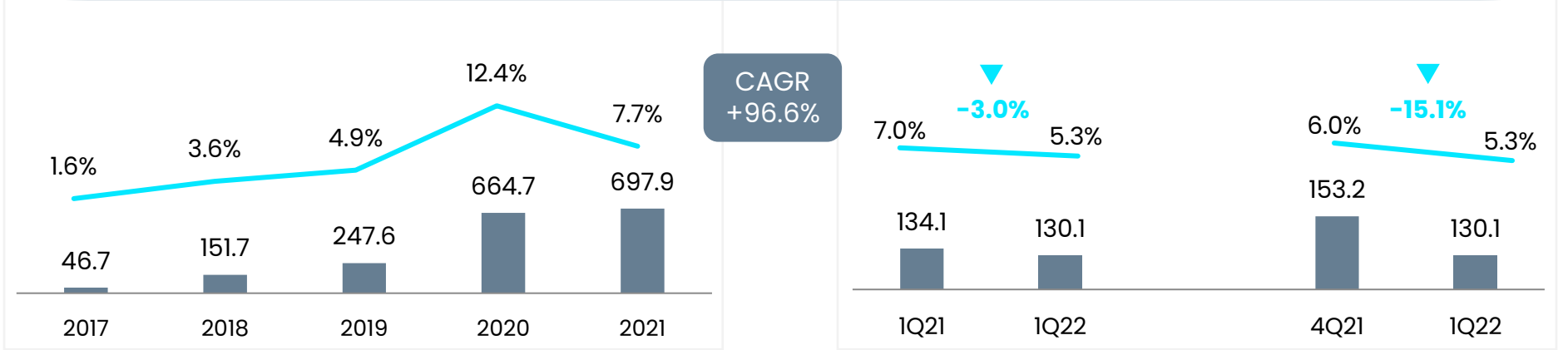
## EBITDA | EBITDA MARGIN QUARTERLY | R\$ MILLION | %



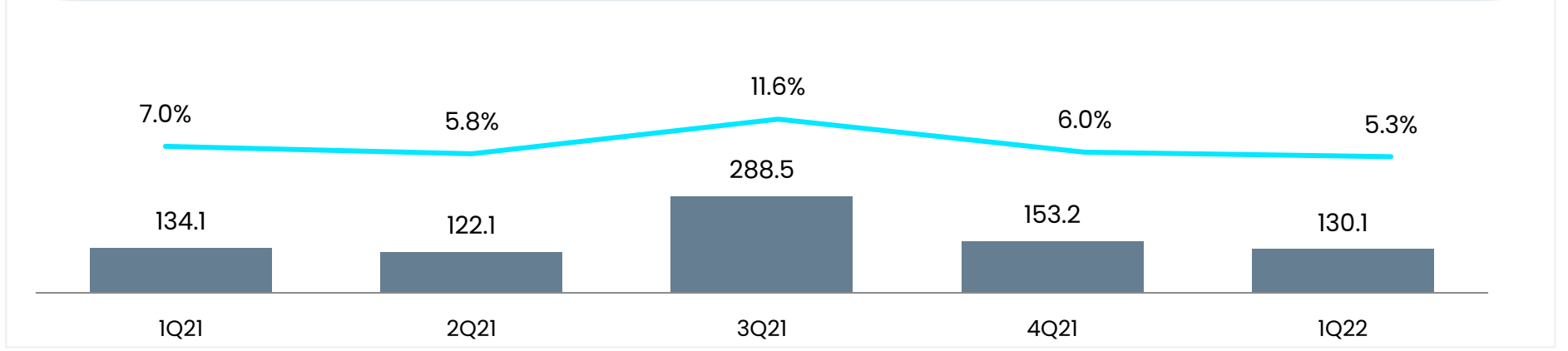


# FINANCIAL RESULTS

## NET PROFIT | NET MARGIN | R\$ MILLION | %



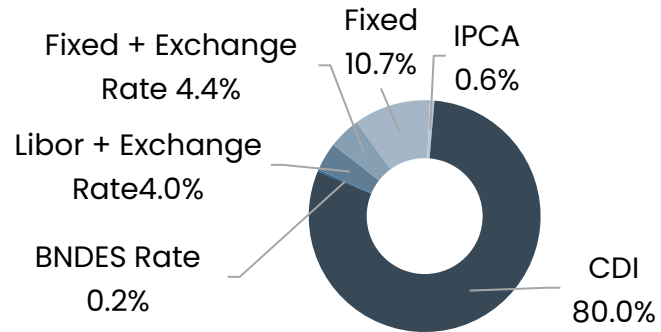
## NET PROFIT | NET MARGIN QUARTERLY | R\$ MILLION | %



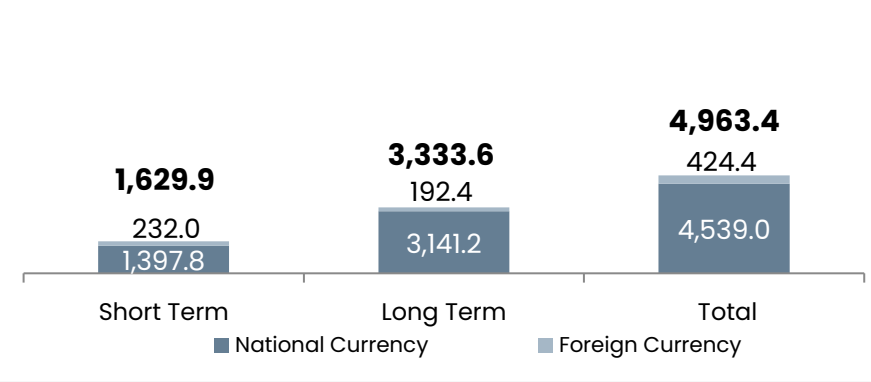


# INDEBTEDNESS

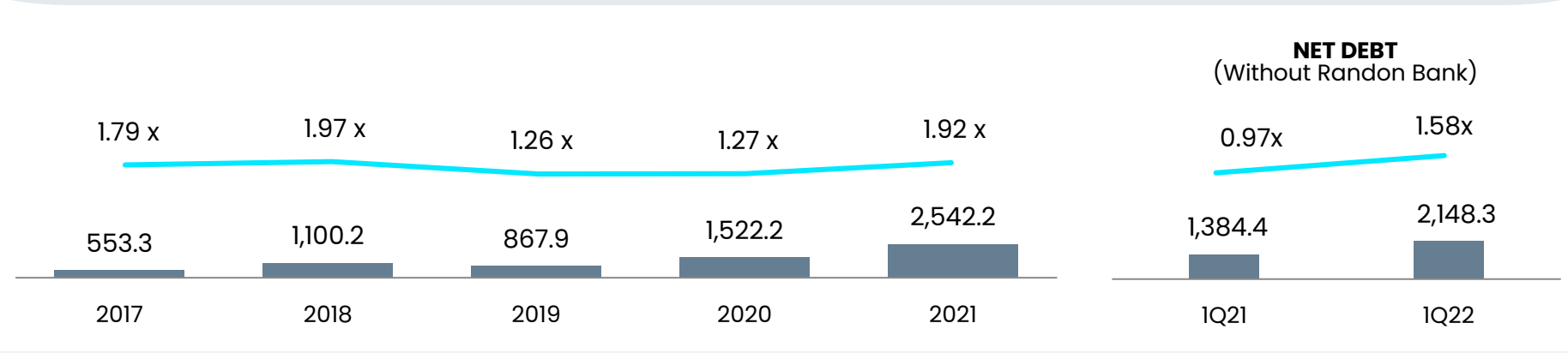
## DEBT INDEXES



## ORIGIN OF DEBT SHORT AND LONG TERM R\$ MILLION

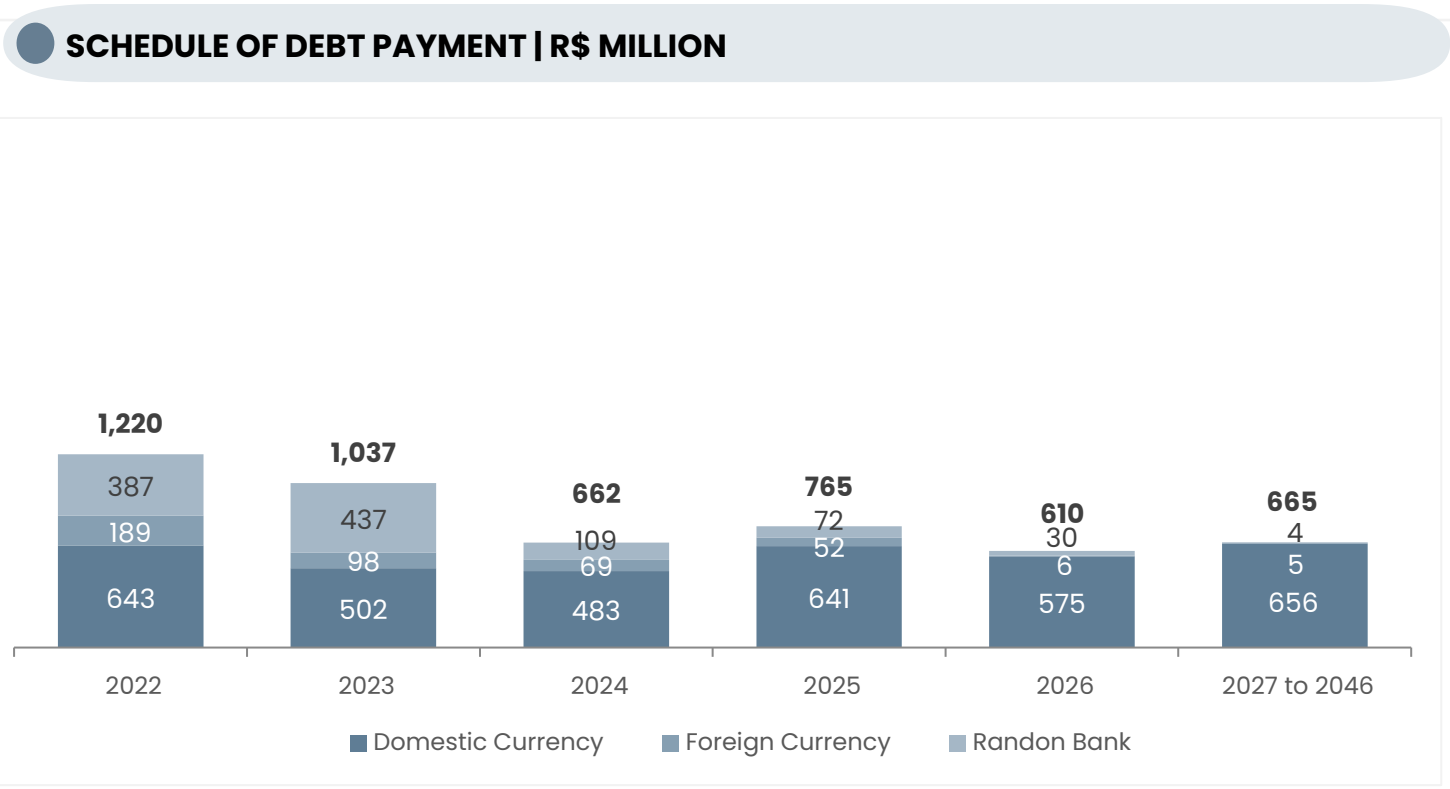


## INDEBTEDNESS | NET DEBT | EBITDA | R\$ MILLION





# INDEBTEDNESS





# QUARTERLY INFORMATION

## R\$ MILLION | %

	1Q2021	2Q2021	3Q2021	4Q2021	2021	1Q2022
Net Revenue	2,133.6	2,357.1	2,812.7	2,877.5	10,180.9	2,819.6
% Trailers	36.2%	39.5%	39.8%	38.2%	38.5%	35.4%
% Auto Parts CV	30.0%	30.9%	33.0%	33.3%	31.9%	34.9%
% Motion Control CV and LV	30.0%	25.4%	23.4%	23.8%	25.4%	25.0%
% Financial and Digital Services	3.1%	3.1%	2.7%	3.1%	3.0%	3.6%
% Advanced Technology and HQ	0.7%	1.1%	1.2%	1.6%	1.2%	1.1%
Consolidated Net Revenue	1,912.7	2,113.8	2,486.5	2,544.5	9,057.5	2,476.3
Consolidated Gross Profit	512.2	520.6	638.7	596.9	2,268.4	644.6
% Gross Margin	26.8%	24.6%	25.7%	23.5%	25.0%	26.0%
EBITDA	349.1	322.6	396.3	258.4	1,326.5	401.3
% EBITDA Margin	18.3%	15.3%	15.9%	10.2%	14.6%	16.2%
Net Income	134.1	122.1	288.5	153.2	697.9	130.1
% Net Margin	7.0%	5.8%	11.6%	6.0%	7.7%	5.3%

Note: CV - Commercial Vehicles | LV - Light Vehicles | HQ - Headquarter





# IR CONTACT

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