



RANDON[®]

Companies

Institutional Profile

4Q21

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.**



We are Randon Companies and for more than 70 years we have developed solutions in equipment, automotive systems and services for transportation.

Principles



Valued and Respected People



Safety and Quality



Ethics



Innovation and Technology



Satisfied Customer



Preservation of our Image and Legacy



Profitability with Sustainability



Randon is all of us

Purpose

Connecting people and riches, to generate prosperity.



Our way of being

Happy people take us further. We cultivate an environment favorable to improvement.



Our beliefs

We believe that the future is not a frontier: it is an opportunity to build the new.



Foundation
1949

IPO
1974

15,433
Employees¹

R\$ 3.8 Bn
Market Cap¹

Products in
more than
120
countries

Corporate Governance

Board of Directors

David Abramo Randon | President
Alexandre Randon | Vice-President
Pedro Ferro Neto | Board member
Ana Carolina R. Strobel | Board member
William Ling | Board member

Statutory Board

Daniel Randon | President-Director
Sérgio L. Carvalho | General Executive Director
Paulo Prignolato | Vice-President
Daniel M. Ely | Vice-President
Alexandre Randon | Director

TOTAL SHARES

329,330,533

RAPT3

116,515,527

RAPT4

212,815,006

TAG ALONG

80%

FREE FLOAT

60.4%

Executive Committee



Sérgio Carvalho
CEO



Paulo Prignolato
CFO and IRO



Daniel M. Ely
CTO



Sandro Trentin
Trailers Division

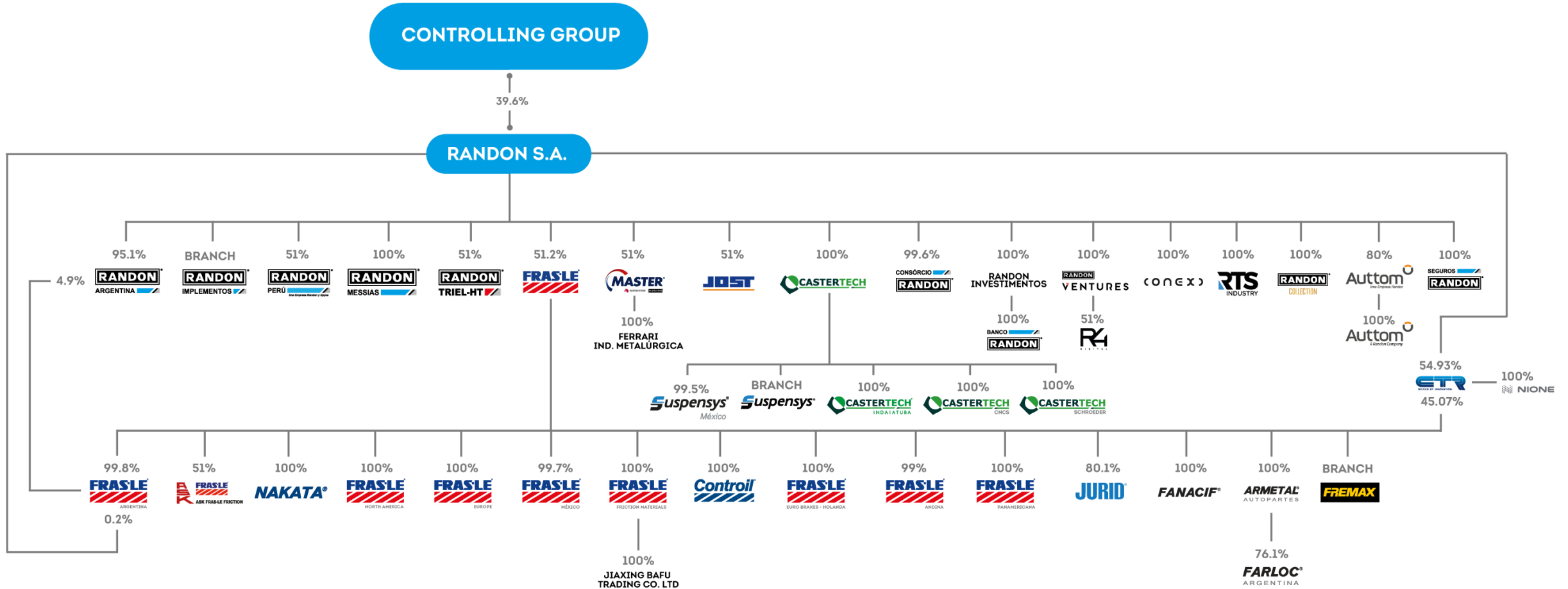


Ricardo Escoboza
Auto Parts Division

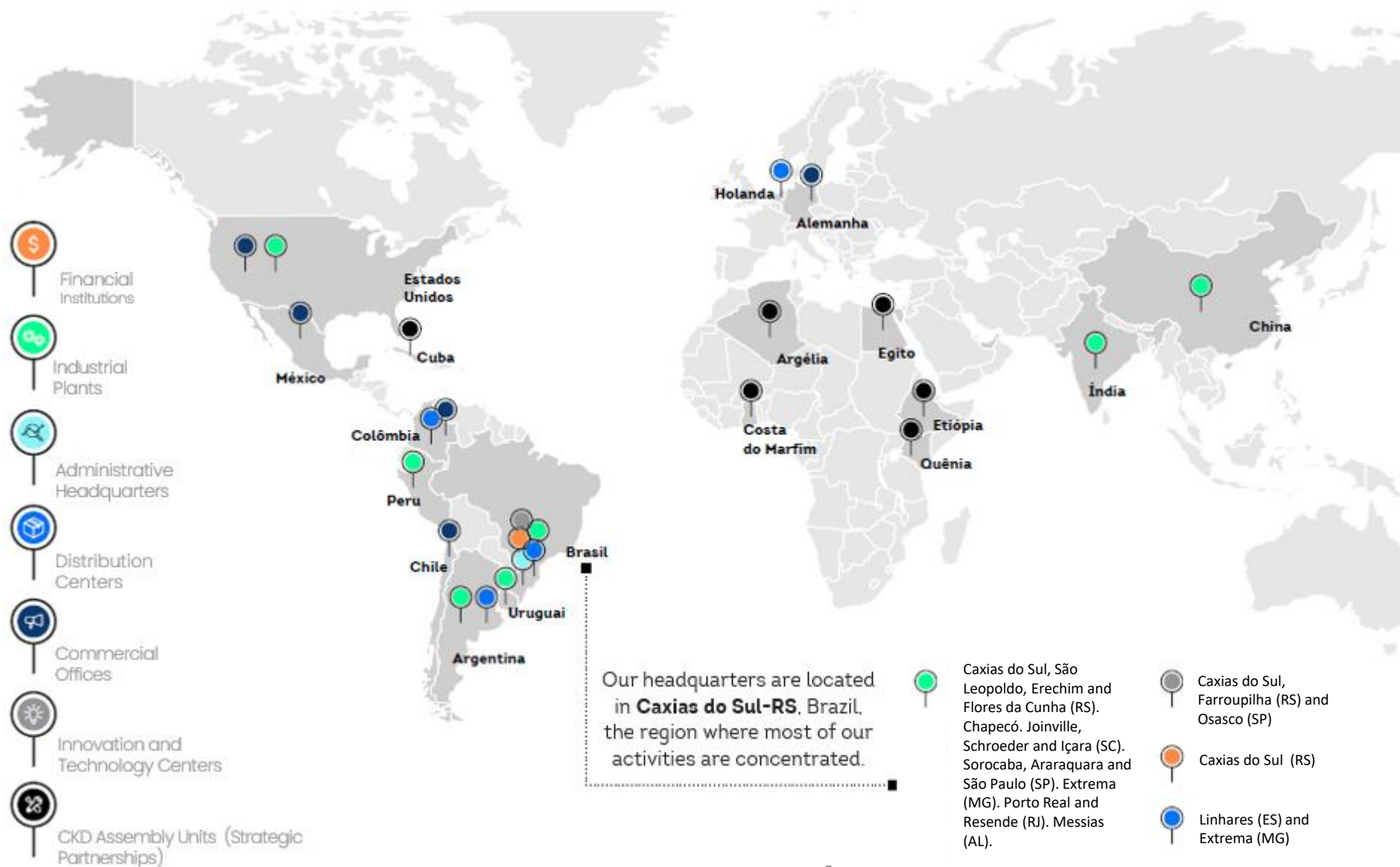


Anderson Pontalti
Frás-le Division

Our Structure



Global Presence



How We Operate

To be featured in **INNOVATION AND TECHNOLOGY**
Products – Processes – Manufacture – Services

Absolute focused on **CUSTOMERS**

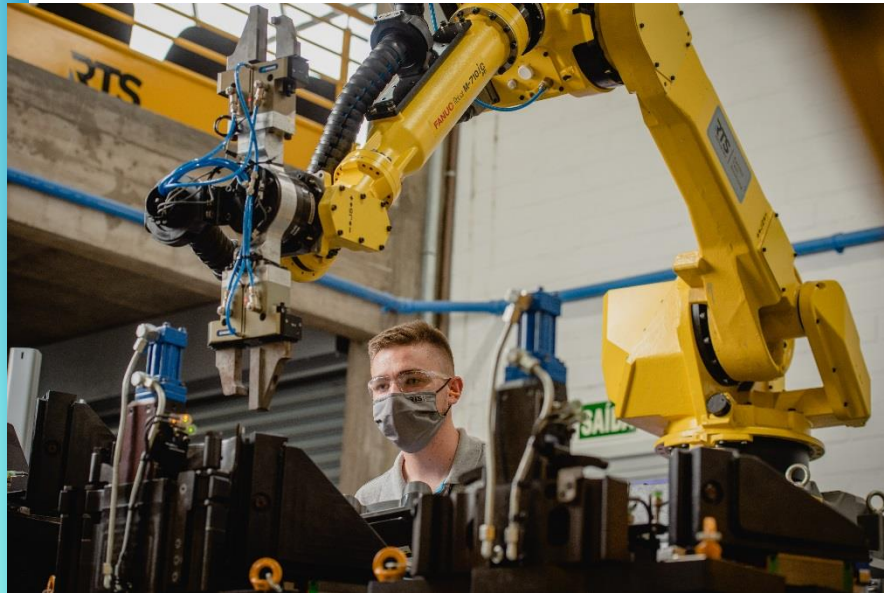
DIVERSIFICATION with focus

FINANCIAL strength

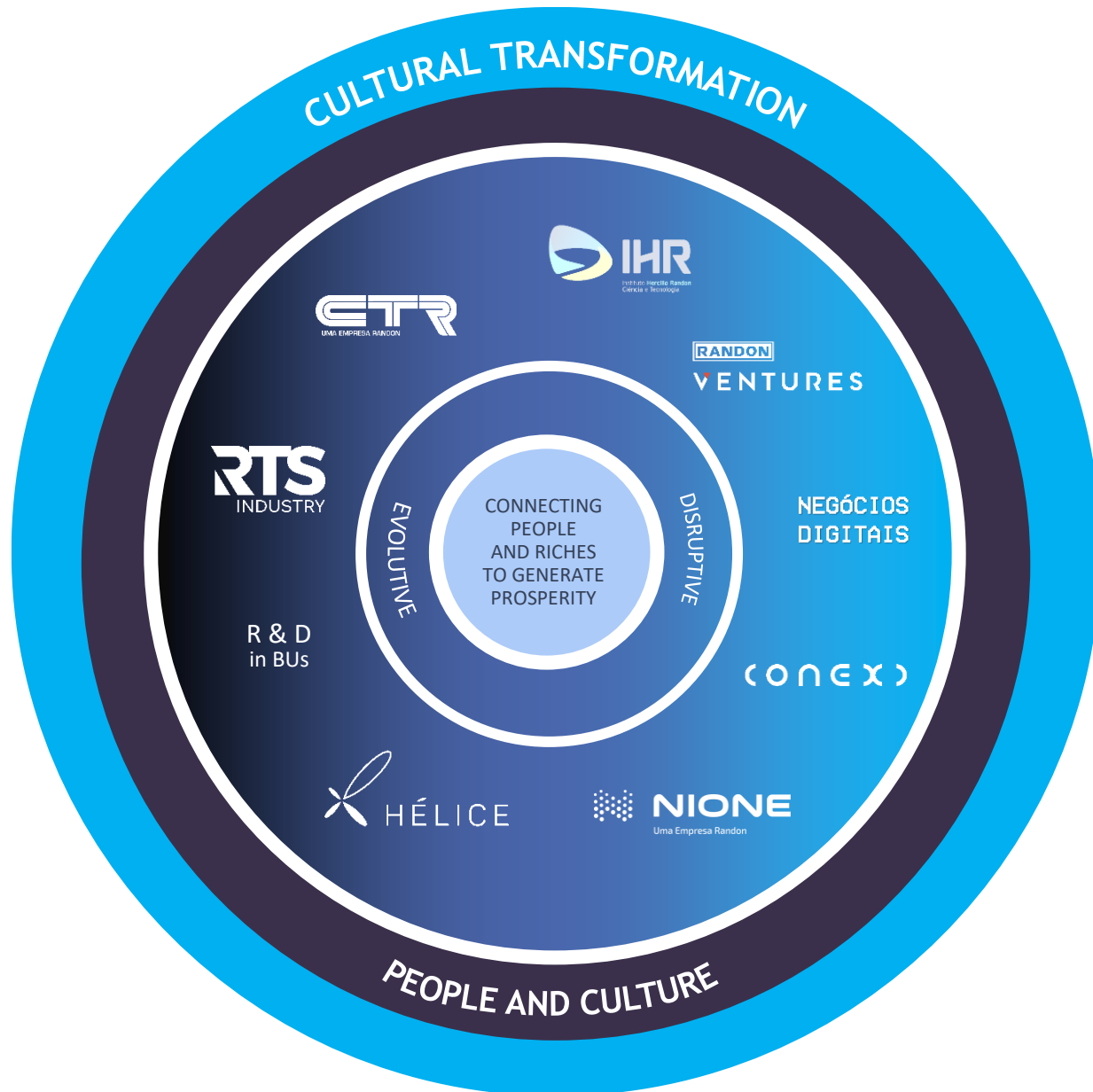
Leveraging
SYNERGIES

Company **DESIRED** to work

SUSTAINABILITY (ESG) Prioritized



How We Innovate



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



R\$ 126 million invested in R&D and innovation in 2021



56 new patents registered in 2021

We work in megatrend projects (number of projects)



5 Mobility and Eletrification



10 Embedded Electronics



24 Smart Materials

Continuous and disruptive innovation



PRODUCTS AND PROCESSES INNOVATION

Smart Manufacturing
Megatrends in Mobility
Automation
RPA
Digital Manufacturing
Industrial Technology



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

Artificial Intelligence



Our People

Team that thrives and develops

Skills expected by employees of Randon Companies:

- Self-knowledge and continuous learning
- Positive influence
- Inspire with confidence
- Results with strategic vision

**OUR WAY OF
BEING AND
DOING**



Diversity

- Strengthening an inclusive culture
- Expansion of the representativeness of social minorized groups
- Processes that ensure an environment that manages belonging and authenticity



Valued and Respected People



Our People



New talents Development

Qualificar Program that prepare young apprentices, between 16 and 18 years old, for their first professional experience in the job market.

The program expanded the presence of robotization and industrial automation in the courses offered.



Novos Caminhos Program

It recognizes the legacy of people in the organization and provides the opportunity for a career transition journey, encouraging longevity of careers with vision and action for new challenges.



We were recognized in the Great Place to Work[®] survey as the best companies to work for.

Some initiatives that make it possible to attract and retain talent:

- Tribute for company time
- Christmas in family
- Coffee with the President
- Digital recruitment
- Performance evaluation
- Continuous development
- Engaged leadership

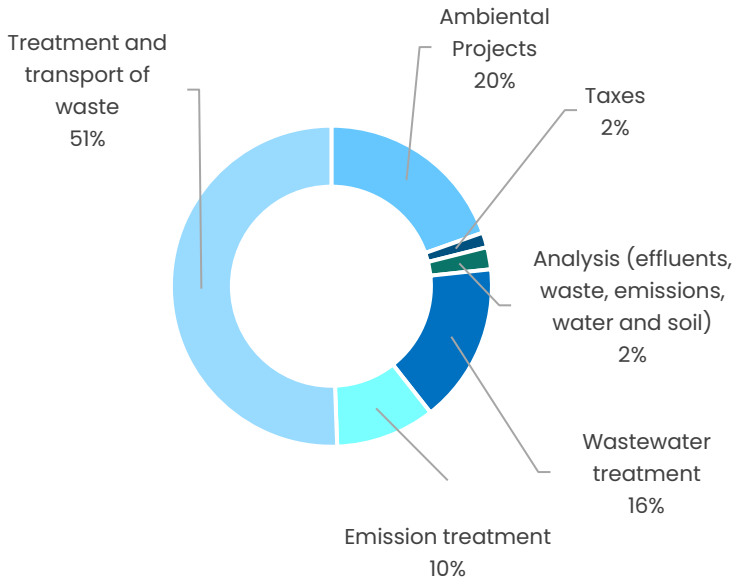
Social Responsibility

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




Commitment to the environment


Investments in environmental management initiatives



Data from 2021

 Is our conversion rate from raw material to product
94%

 Our waste has a sustainable destination
79%

 **Metal Scrap**
Used in the foudry process comes from the reuse of residues
80%



Our actions are guided by the principles of Circular Economy

Our ESG ambition



PUBLIC COMMITMENTS

- >> Double the number of women in leadership positions by 2025.
- >> Zero serious accidents.
- >> Increase the consolidated annual net revenue generated by new products.
- >> Reduce 40% of greenhouse gas emissions by 2030.
- >> Zero waste disposal in industrial landfill and discharge of effluents by 2025.

Main figures

4Q21:

- Another quarter with record sales and positive results;
- Strong demand for road transportation in Brazil and abroad;
- Inflation and seasonality pressured margins;
- Capture of synergies with recent acquisitions.

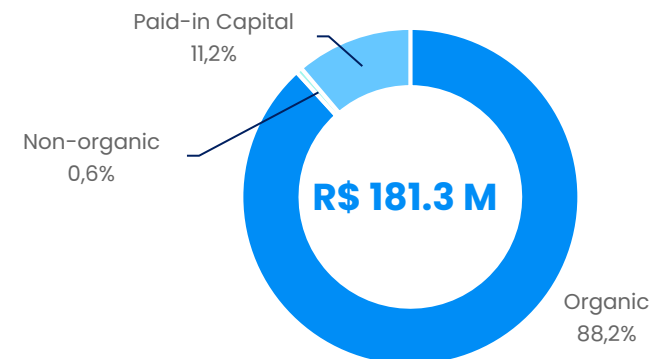
| MAIN FIGURES | | | | | | | | |
|---|-----------|-----------|-----------|-----------|----------|------------|-----------|----------|
| Economic Highlights | 4Q21 | 4Q20 | Δ% | 3Q21 | Δ% | 2021 | 2020 | Δ% |
| Total Gross Revenue ¹ | 3,764,616 | 2,604,539 | 44.5% | 3,657,046 | 2.9% | 13,233,768 | 7,696,484 | 71.9% |
| Consolidated Net Revenue | 2,544,489 | 1,808,639 | 40.7% | 2,486,489 | 2.3% | 9,057,885 | 5,424,864 | 67.0% |
| International Market Revenues US\$ ² | 91,137 | 59,370 | 53.5% | 86,545 | 5.3% | 316,480 | 214,408 | 47.6% |
| Consolidated Gross Profit | 596,883 | 483,035 | 23.6% | 638,635 | -6.5% | 2,268,434 | 1,355,628 | 67.3% |
| Gross Margin (%) | 23.5% | 26.7% | -325 bps | 25.7% | -223 bps | 25.0% | 25.0% | 5 bps |
| Consolidated EBITDA | 258,831 | 668,467 | -61.3% | 396,561 | -34.7% | 1,327,310 | 1,199,375 | 10.7% |
| EBITDA Margin (%) | 10.2% | 37.0% | -2679 bps | 15.9% | -578 bps | 14.7% | 22.1% | -746 bps |
| Adjusted EBITDA | 292,573 | 278,881 | 4.9% | 388,931 | -24.8% | 1,338,222 | 774,178 | 72.9% |
| Adjusted EBITDA Margin (%) | 11.5% | 15.5% | -397 bps | 15.6% | -414 bps | 14.8% | 14.2% | 56 bps |
| Consolidated Net Profit | 153,164 | 490,394 | -68.8% | 288,500 | -46.9% | 697,876 | 664,674 | 5.0% |
| Net Margin (%) | 6.0% | 27.1% | -2109 bps | 11.6% | -558 bps | 7.7% | 12.3% | -455 bps |
| Earnings per share | 0.47 | 1.46 | -68.1% | 0.88 | -46.9% | 2.12 | 1.99 | 6.7% |

¹ Without eliminating intercompany sales

² Exports + Revenues from International Markets

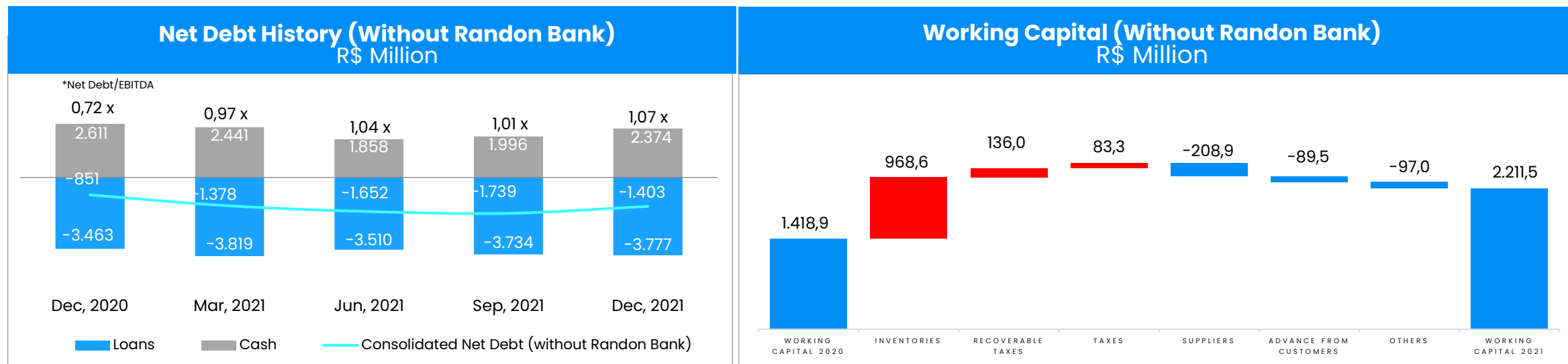
Values in R\$ Thousands

Investments | R\$ Million



Performance 4Q21

Increase in net debt as a result of higher Working Capital to support the growth of operating activities

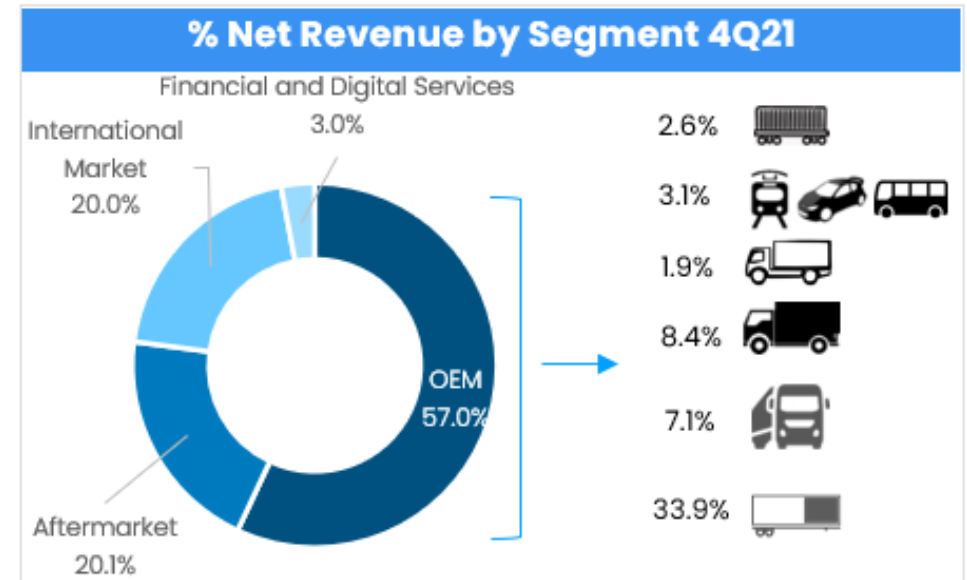
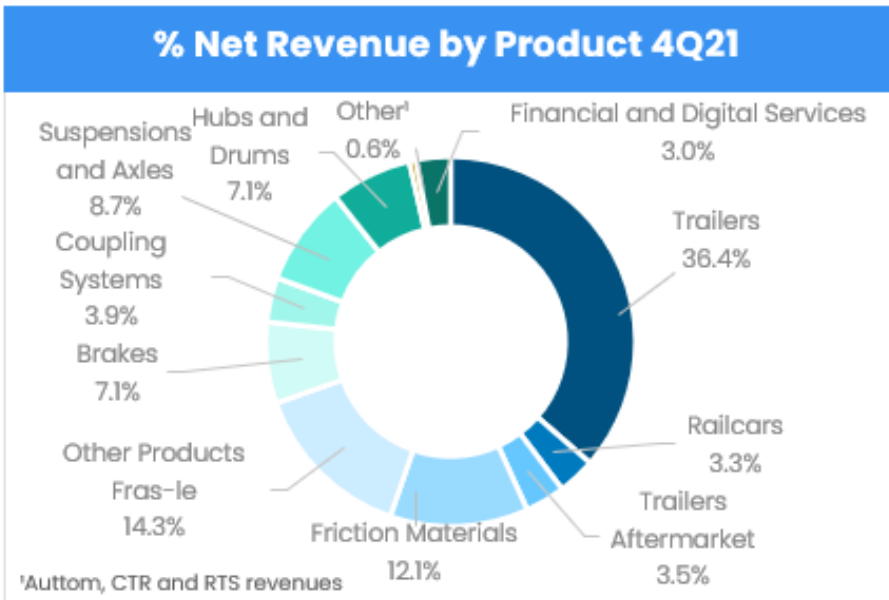
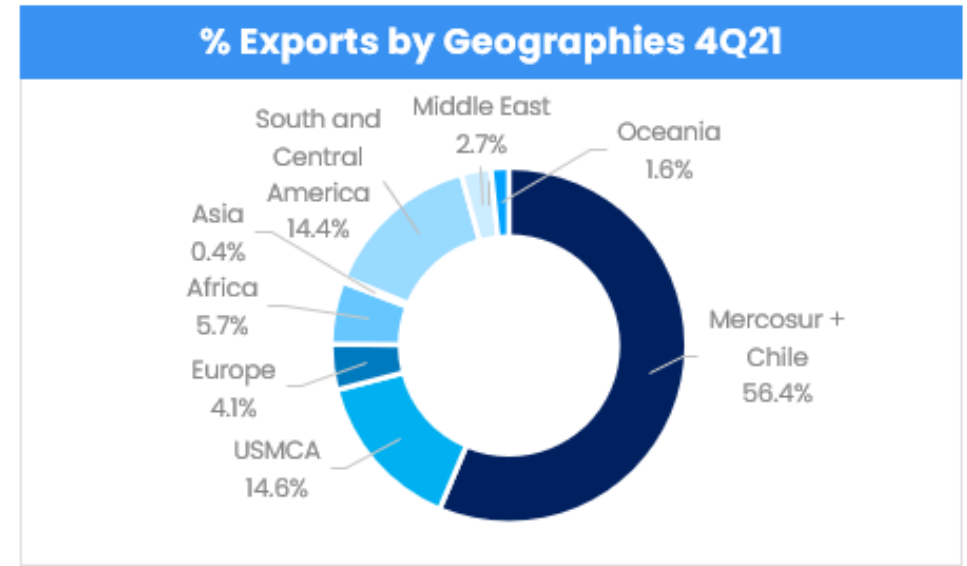
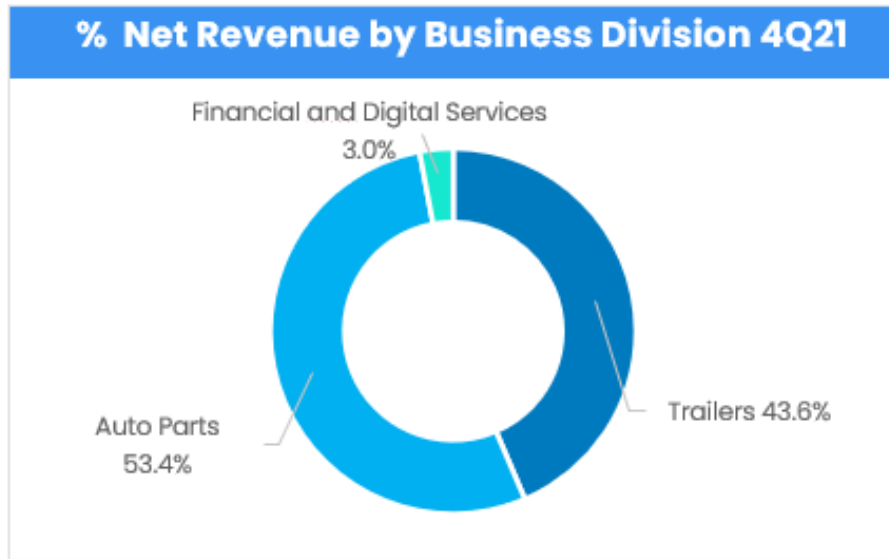


Gross Debt

R\$ Million, except when indicated otherwise

| | | |
|---|------------------|--|
| Total Gross Debt | R\$ 4,840 | |
| Gross Debt in domestic currency (without Randon Bank) | R\$ 3,065 | USD rate on December 31, 2021 |
| Randon Bank's Gross Debt | R\$ 1,063 | R\$ 5.5805 |
| Gross Debt in foreign currency | R\$ 525 | Average cost of bank debt in Domestic Currency |
| Business Combination | R\$ 187 | 10.9% per year |
| | | Average cost of bank debt in Foreign Currency |
| | | 4.2% per year |
| | | Average bank debt term |
| | | 2.1 Years |
| | | Average bank debt term without Randon Bank |
| | | 2.4 years |

Diversified Business Model



Market

| MARKET PERFORMANCE | | 4Q21 | 4Q20 | Δ% | 3Q21 | Δ% | 2021 | 2020 | Δ% |
|--------------------|-----------------------|--------|--------|-------|--------|-------|---------|--------|--------|
| Production | Trucks ¹ | 40,508 | 32,861 | 23.3% | 43,580 | -7.0% | 158,810 | 90,936 | 74.6% |
| | Trailers ³ | 23,556 | 21,461 | 9.8% | 24,768 | -4.9% | 95,387 | 69,885 | 36.5% |
| Brazil Sales | Trucks ¹ | 33,406 | 26,890 | 24.2% | 36,543 | -8.6% | 128,679 | 89,678 | 43.5% |
| | Trailers ² | 22,061 | 20,507 | 7.6% | 23,391 | -5.7% | 90,323 | 67,372 | 34.1% |
| Exports | Trucks ¹ | 6,040 | 4,543 | 33.0% | 5,928 | 1.9% | 22,699 | 13,243 | 71.4% |
| | Trailers ³ | 1,495 | 954 | 56.7% | 1,377 | 8.6% | 5,064 | 2,513 | 101.5% |

¹ Anfavea
² Anfir
³ Anfir + Aliceweb

Volumes in units

DETERMINANT FACTORS OF DEMAND

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



Division | Trailers

| Volumes | 4Q21 | | 4Q20 | | Δ% Units | 3Q21 | | Δ% Units | 2021 | | 2020 | | Δ% Units |
|-------------------------------------|-------|---------|-------|---------|----------|-------|---------|----------|--------|-----------|--------|-----------|----------|
| | Units | Revenue | Units | Revenue | | Units | Revenue | | Units | Revenue | Units | Revenue | |
| Trailers Brazil (un.) | 6,659 | 743,253 | 7,688 | 578,555 | -13.4% | 8,034 | 784,336 | -17.1% | 29,039 | 2,773,331 | 24,326 | 1,805,260 | 19.4% |
| Trailers International Market (un.) | 1,249 | 182,613 | 843 | 89,394 | 48.2% | 1,108 | 138,744 | 12.7% | 4,207 | 519,609 | 2,284 | 265,061 | 84.2% |
| Railcars (un.) | 147 | 83,512 | 16 | 3,790 | 818.8% | 171 | 88,535 | -14.0% | 459 | 238,968 | 34 | 10,497 | 1250.0% |
| Aftermarket | - | 88,869 | - | 69,885 | - | - | 103,363 | - | - | 372,887 | - | 251,549 | - |
| Specialty Vehicles (un.) | - | - | 50 | 17,932 | -100.0% | - | - | - | - | 428 | 325 | 76,834 | -100.0% |
| Others ¹ | - | 10,915 | - | - | - | - | 4,246 | - | - | 18,545 | - | - | - |

¹Refers to the operation of the RTS Industry and Randon Autom which, at this moment, is located within the Trailers division.

Net Revenue in R\$ Thousand

QUARTER HIGHLIGHTS

- Average of 139 semi-trailers were sold per day.
- 48.2% increase in exported volumes as compared to 4Q20.
- Best 4th quarter for exports of trailers in 8 Years.
- Agribusiness continues as the main driver (67.5% of the Company's trailers sales).
- Delivery of 147 railcars in the 4Q21 (16 units in 4Q20).
- Market share pressured by increase in demand and higher volumes exported.
- Inflation pressure on costs led to a reduction in gross margin in the quarterly comparison.
- One-offs negative effect in 4Q21 (R\$ 1.4 M).

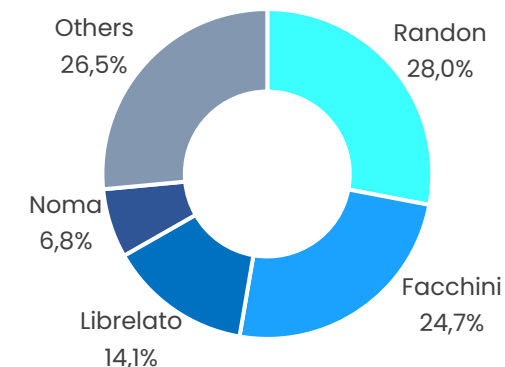
MARKET CHARACTERISTICS

Fragmented customer base, covering different market segments

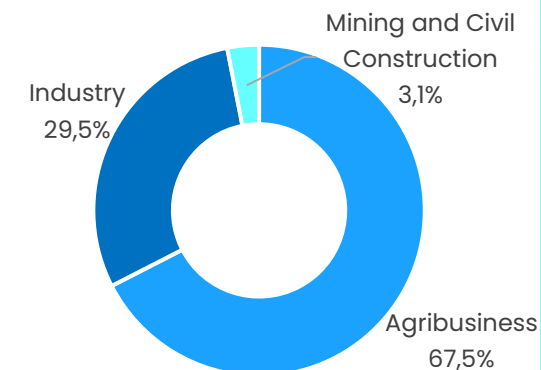
Low penetration of imported road implements in the country

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

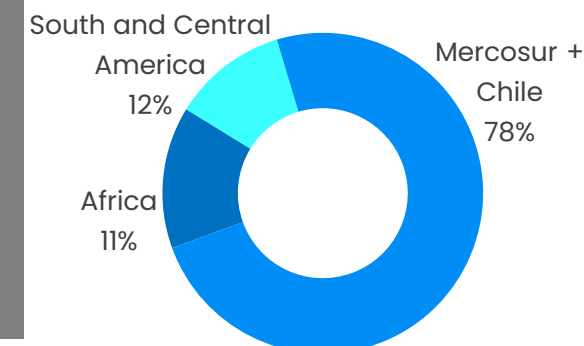
Quarterly Market Share (%)



Net Revenue Breakdown by Economic Sector (%)



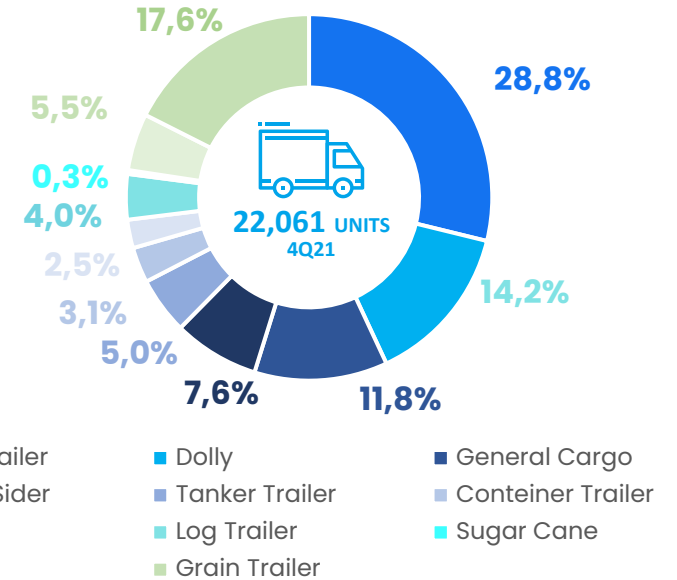
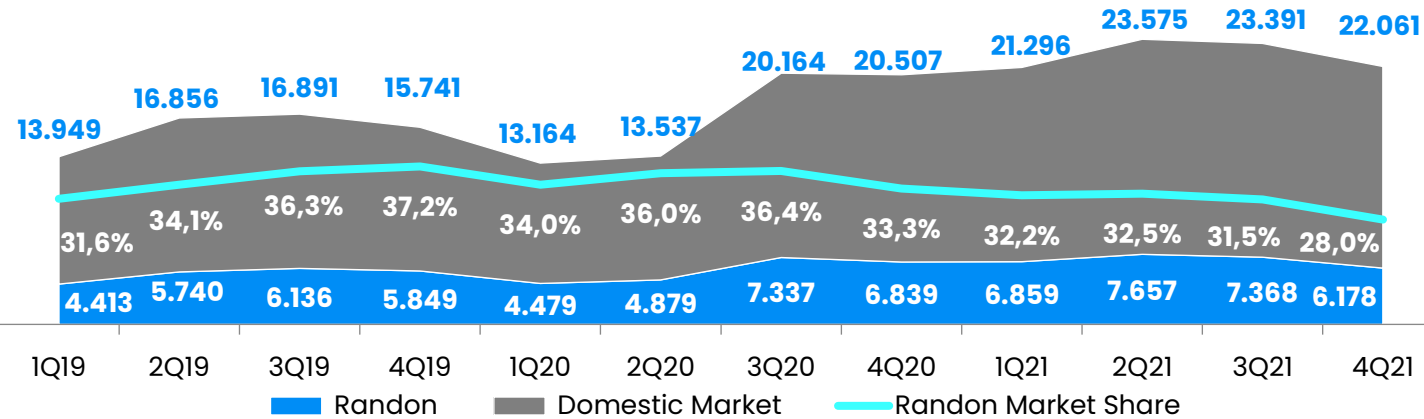
Exports by Economic Bloc %



Division | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET

QUARTERLY MARKET SHARE



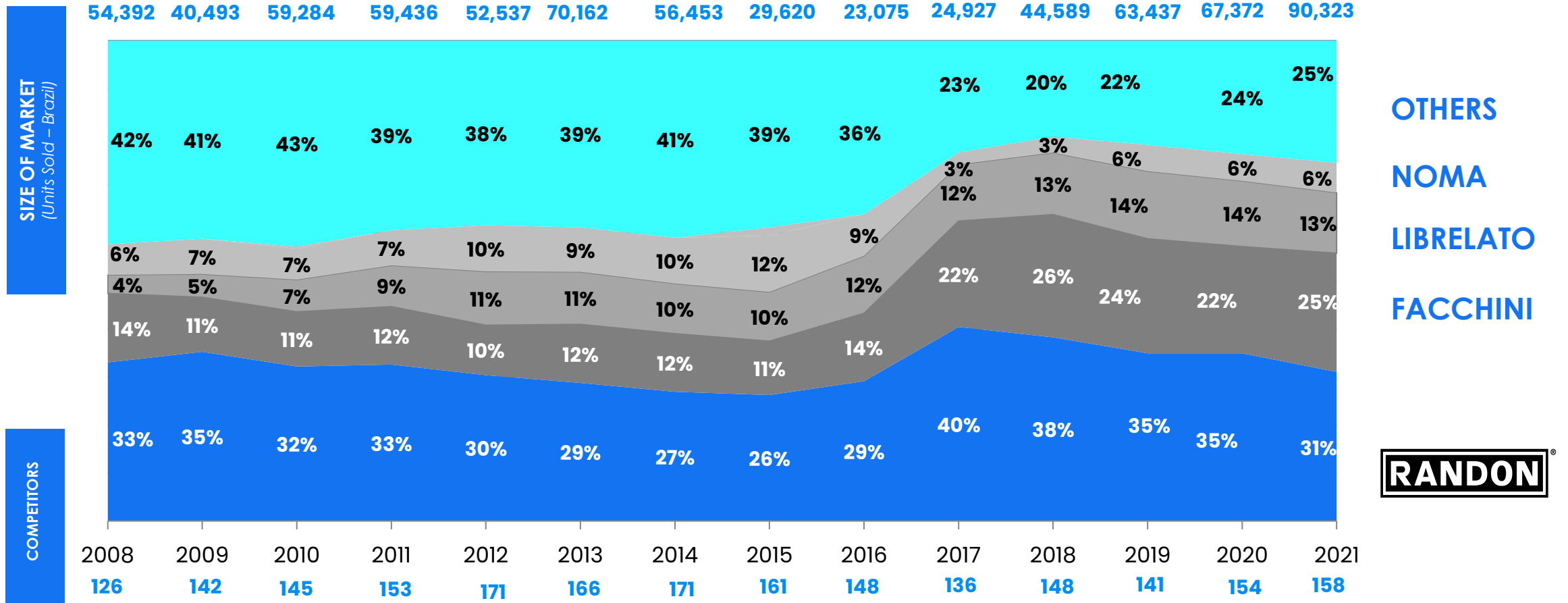
ACHIEVE LEADERSHIP

| Rank | Grain Trailer | Dump Trailer | Dolly | Tanker Trailer | Reefer | General Cargo | Log Trailer | Stainless Steel Tanker | Container Trailer | Sugar Cane | Curtain Sider |
|------|---------------|--------------|-------|----------------|--------|---------------|-------------|------------------------|-------------------|------------|---------------|
| 1° | | | | | | | | | | | |
| 2° | | | | | | | | | | | |

SECURE LEADERSHIP

Division | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET



Division | Trailers

RAILCARS

MARKET CHARACTERISTICS:



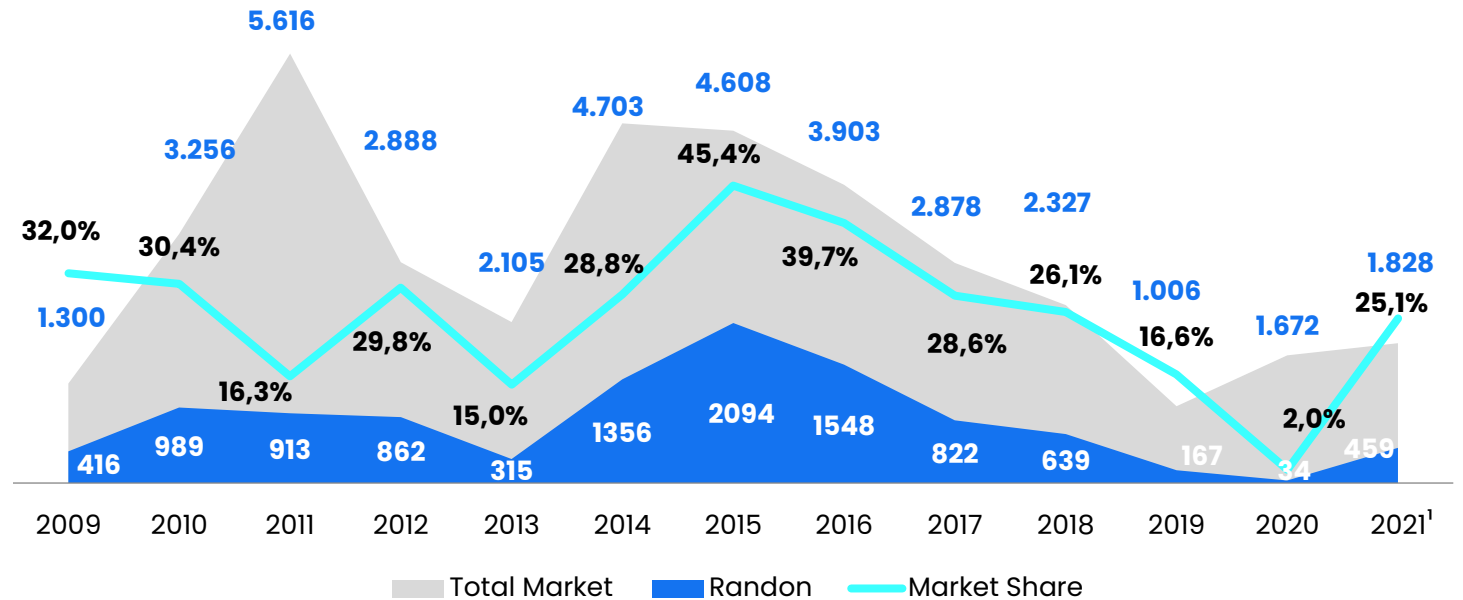
Customer base concentrated in large industries or concessionaires



Long cycle between order and delivery



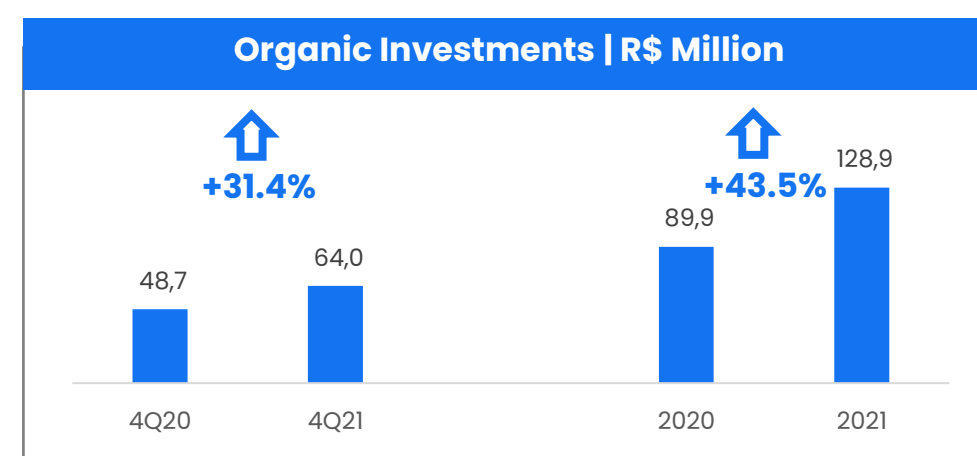
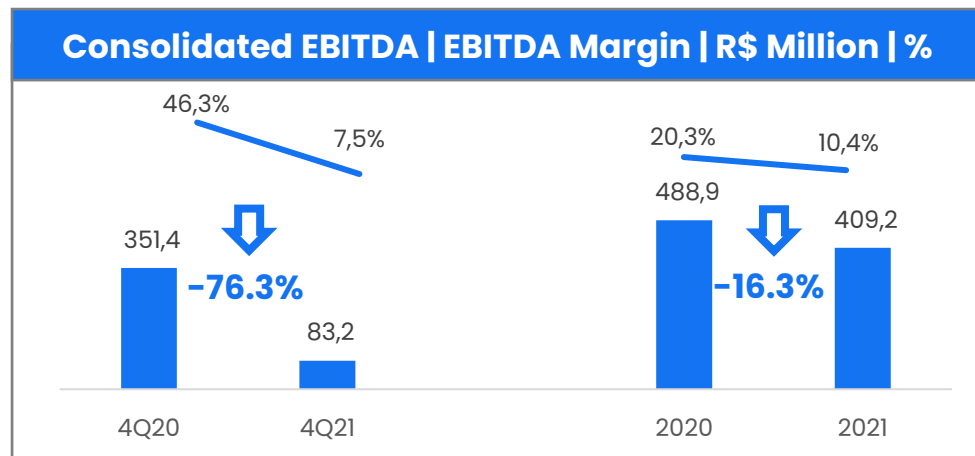
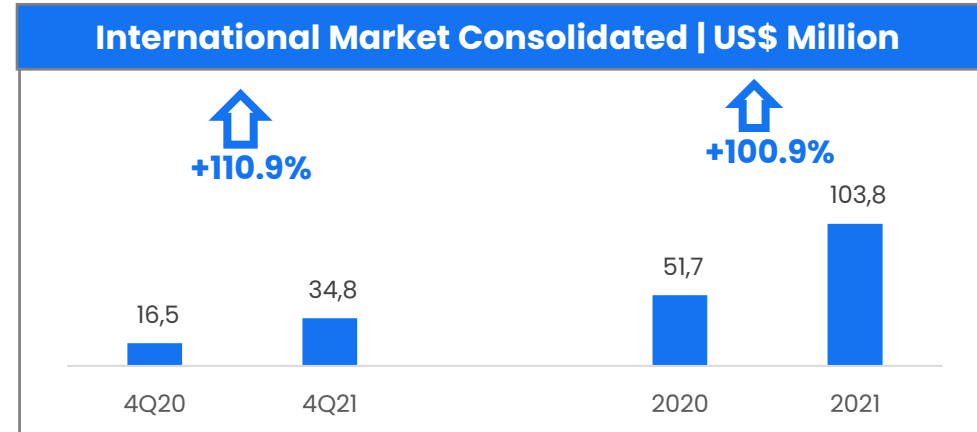
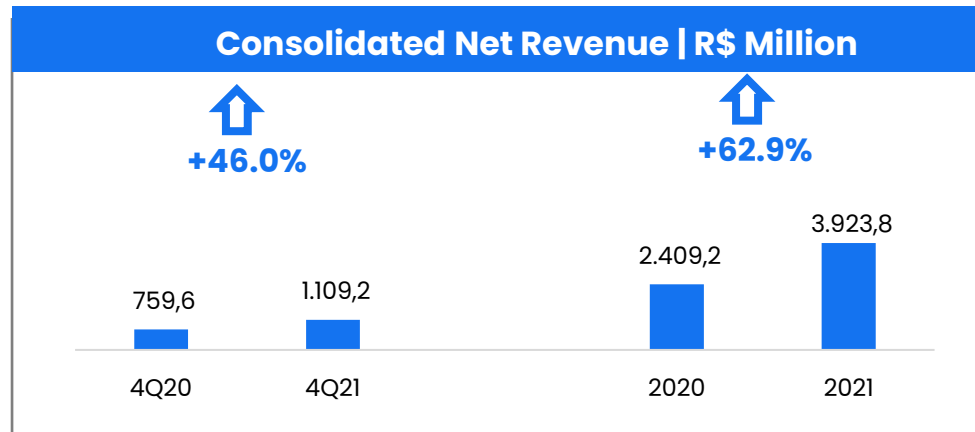
Higher cargo volume



¹Estimated 2021 market, as the associations have not yet released the official number..

Division | Trailers

4Q21 PERFORMANCE



Division | Auto Parts

MARKET CHARACTERISTICS

Diversified customer base

Moderate import penetration

Exposure to all sectors of the economy

Exports concentrated in the USA, Argentina and Colombia markets



Master Sistemas Automotivos inaugurates a facility and forge expansion in Caxias do Sul (RS).

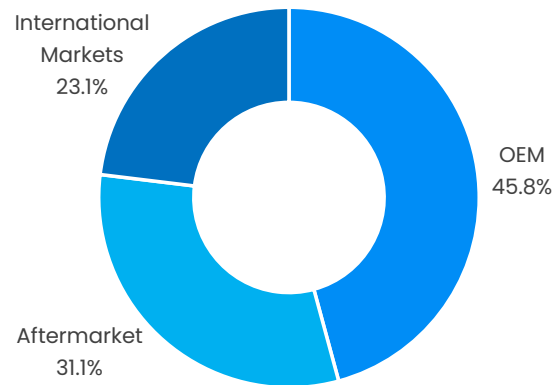
| Volumes | 4Q21 | | 4Q20 | | | 3Q21 | | | 2021 | | 2020 | | |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|---------|-----------|---------|
| | Units | Revenue | Units | Revenue | Δ%Units | Units | Revenue | Δ%Units | Units | Revenue | Units | Revenue | Δ%Units |
| Friction Materials (Thousand/un.) | 23,417 | 307,194 | 26,797 | 306,863 | -12.6% | 27,487 | 327,320 | -14.8% | 102,053 | 1,237,422 | 94,730 | 1,032,543 | 7.7% |
| Other products Fras-le (Thousand/un.) ¹ | 9,358 | 364,921 | 10,541 | 279,094 | -11.2% | 9,382 | 314,111 | -0.3% | 38,694 | 1,292,587 | 23,573 | 606,060 | 64.1% |
| Brakes (un.) | 225,250 | 180,965 | 188,265 | 115,471 | 19.6% | 253,893 | 181,684 | -11.3% | 917,532 | 651,532 | 576,319 | 338,608 | 59.2% |
| Coupling Systems (un.) | 38,803 | 98,517 | 34,581 | 56,224 | 12.2% | 39,833 | 87,428 | -2.6% | 152,997 | 331,100 | 109,143 | 165,015 | 40.2% |
| Suspensions and Axles (un.) | 49,481 | 222,064 | 43,851 | 163,368 | 12.8% | 56,030 | 222,431 | -11.7% | 197,377 | 771,194 | 135,243 | 459,514 | 45.9% |
| Hubs and Drums (un.) | 199,029 | 181,311 | 182,783 | 71,165 | 8.9% | 226,771 | 162,372 | -12.2% | 827,512 | 564,560 | 595,548 | 207,932 | 38.9% |
| Others ² | - | 5,050 | - | - | - | - | 4,389 | - | - | 11,497 | - | - | - |

¹ The product volumes of the indirect subsidiary Nakata Automotiva started to compose this line as of September 2020.

² Refers to CTR activities, which were allocated within Fras-le, but now operates separately with its own Tax Payer Registry Number.

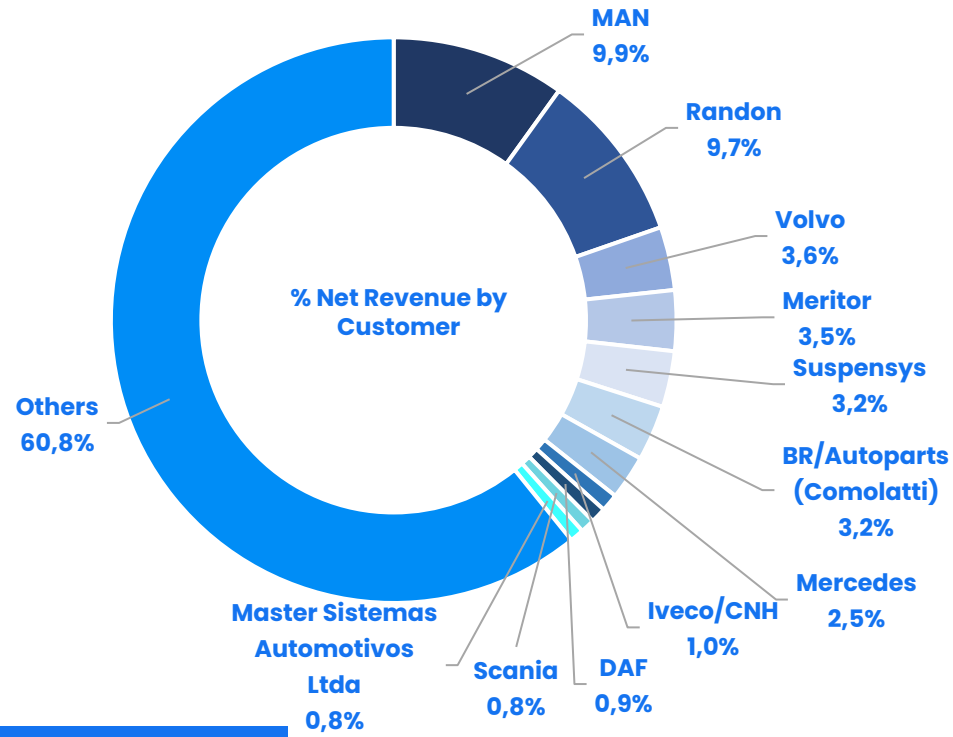
Net Revenue in R\$ Thousand

Net Revenue Breakdown by Segment
4Q21



- Another quarter of heated demand, both in the OEM market and in the heavy line aftermarket.
- OEM's releases shows volumes at good levels in the coming months.
- Recent acquisitions have added important revenues and results to this division.
- Exchange rate continues to benefit exports.
- Distributors abroad with low inventories and greater need for replenishment.
- Diversified revenue sustains the division's resilient profile.
- Negative effect of one-offs in 4Q21 (R\$ 32.7M).

Division | Auto Parts



LEADERSHIP OEM SOUTH AMERICA



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)



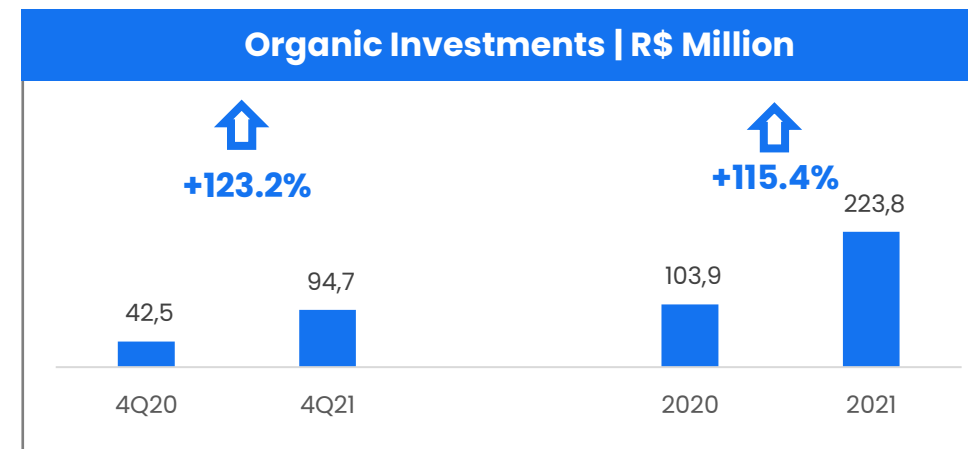
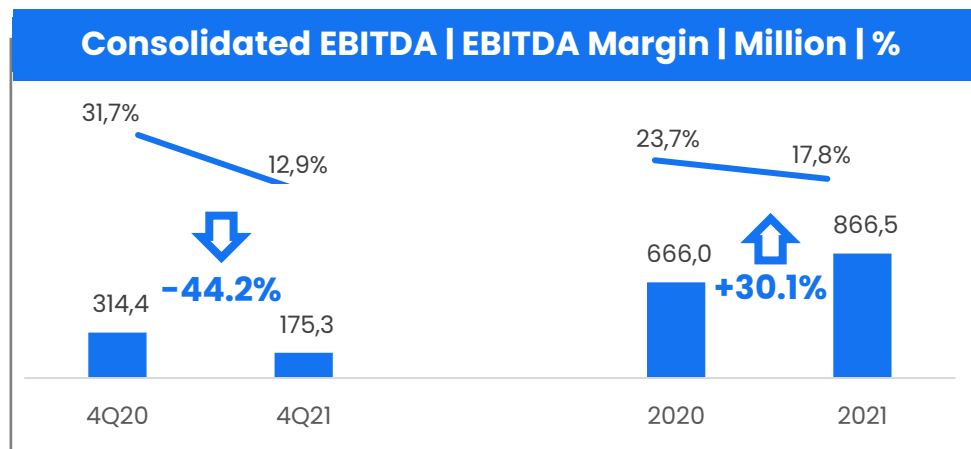
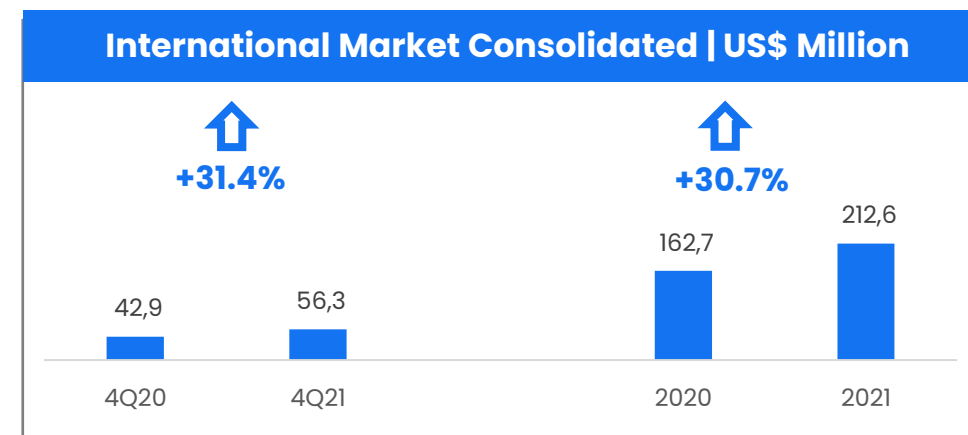
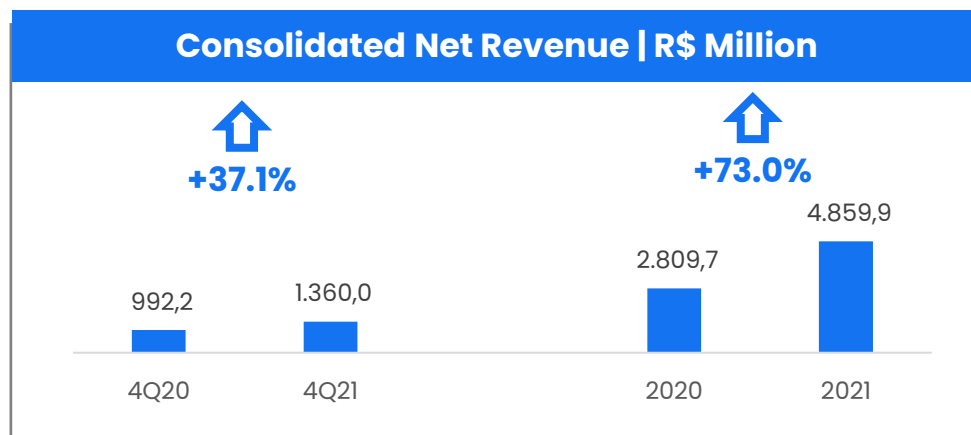
Durametal (Brazil/CE)
Schulz (Brazil/SC)
Frum (Brazil/MG)
Fundimisa (Brazil/RS)



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

Division | Auto Parts

4Q21 PERFORMANCE



Division | Financial and Digital Services

| Volumes | 4Q21 | | 4Q20 | | | 3Q21 | | | 2021 | | 2020 | | |
|------------------------------------|-------|---------|-------|---------|----------|-------|---------|----------|--------|---------|--------|---------|----------|
| | Units | Revenue | Units | Revenue | Δ% Units | Units | Revenue | Δ% Units | Units | Revenue | Units | Revenue | Δ% Units |
| Coop-payment plan quotas sold | 5,703 | 52,578 | 4,628 | 42,810 | 23.2% | 3,248 | 49,026 | 75.6% | 16,669 | 198,594 | 13,342 | 160,955 | 24.9% |
| Randon Investimentos (Randon Bank) | - | 20,173 | - | 14,080 | - | - | 17,754 | - | - | 70,901 | - | 45,011 | - |
| Others ¹ | - | 2,555 | - | 9 | - | - | 747 | - | - | 4,729 | - | 24 | - |

¹ Randon Collection, Conexo, Randon Corretora and Randon Ventures.

Net Revenue in R\$ Thousand

Randon Consórcios

- Increase in the number of quotas sold in the quarterly comparison.
- Most representative segments: trucks, implements, real estate and agricultural machinery.

Banco Randon

- Growth in the number of contracted operations.
- Increase in funding costs linked to SELIC.
- Loan portfolio already exceeds R\$ 1.0 billion.

Randon Ventures

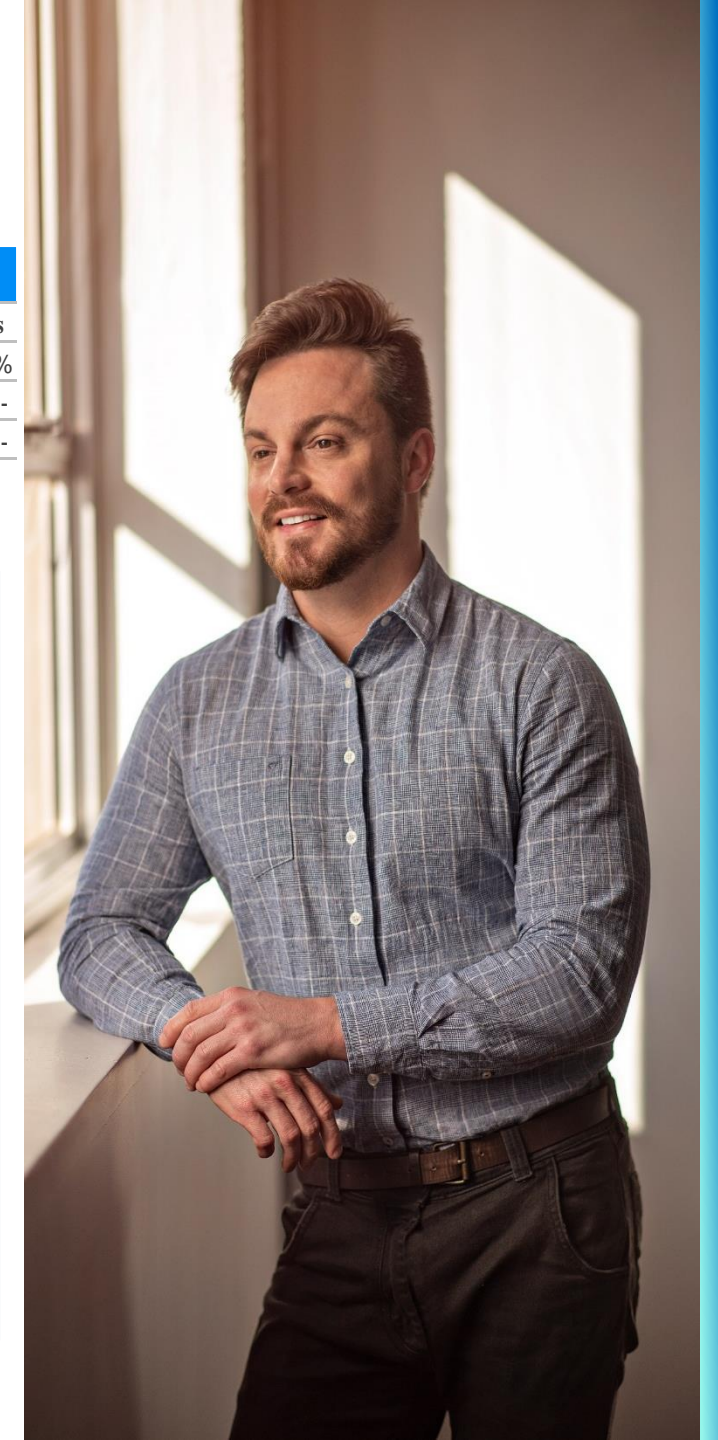
- Accumulated investment of R\$ 18.9 million in startups.



Access to know more about Randon Ventures and its investees.



Conexo completes one year with more than 50 projects developed



Division | Financial and Digital Services

2021 PERFORMANCE



34 thousand
Customers

244 thousand
Quotas commercialized

73 thousand
Active quotas

R\$ 960 M
Accrued
administration fee

136 thousand
Quotas awarded



R\$ 1,4 B
Assets

R\$ 207.0 M
Equity

4,287
Customers



R\$ 18.9 M
Invested Capital

7 startups
invested

16 startups
co-invested

+ 240 startups
analysed



Challenges

EXO

Start

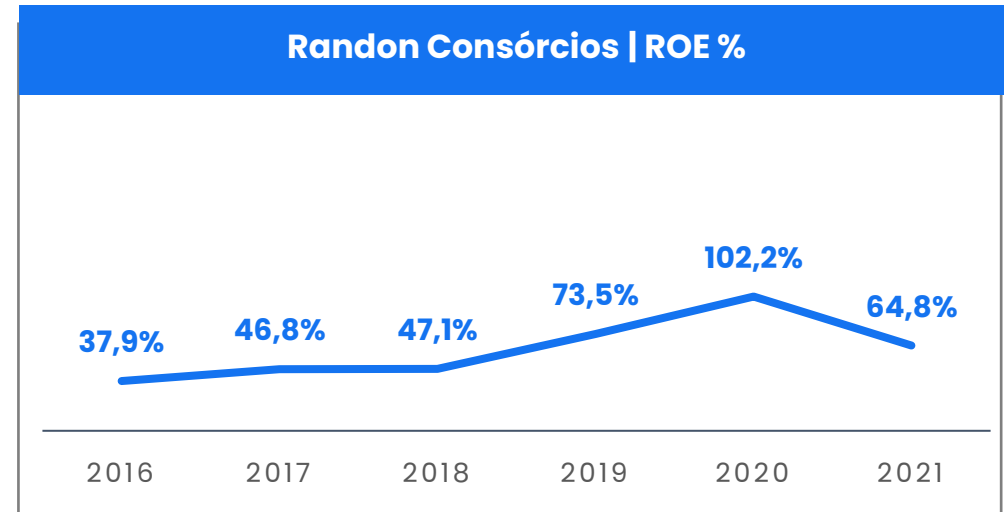
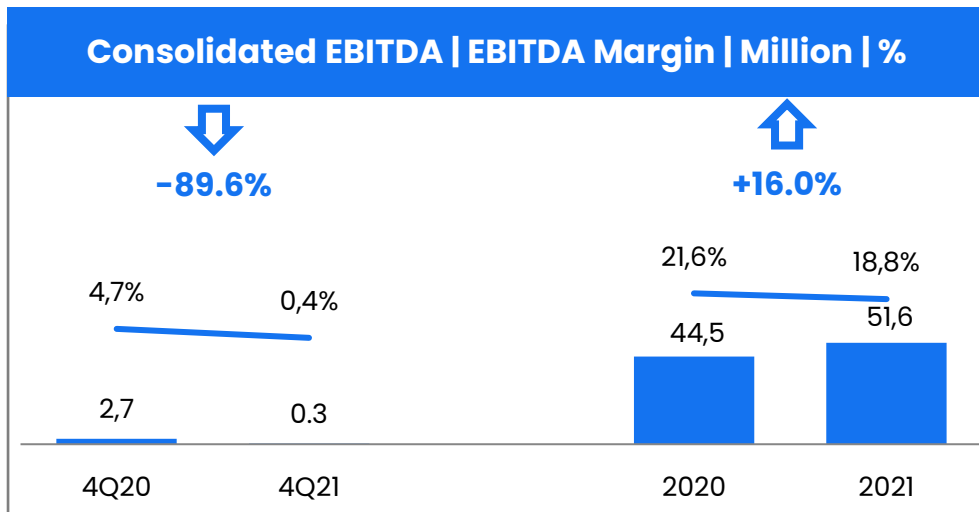
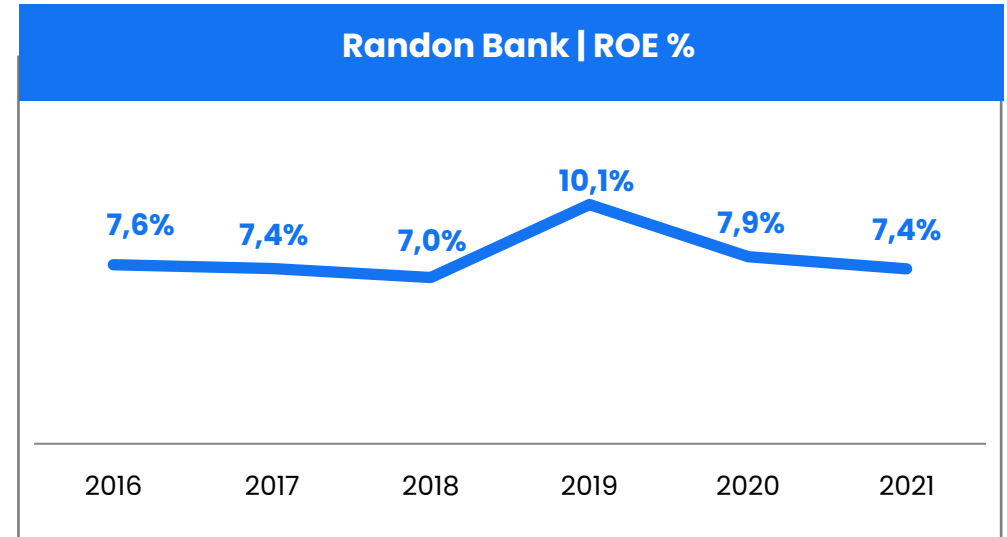
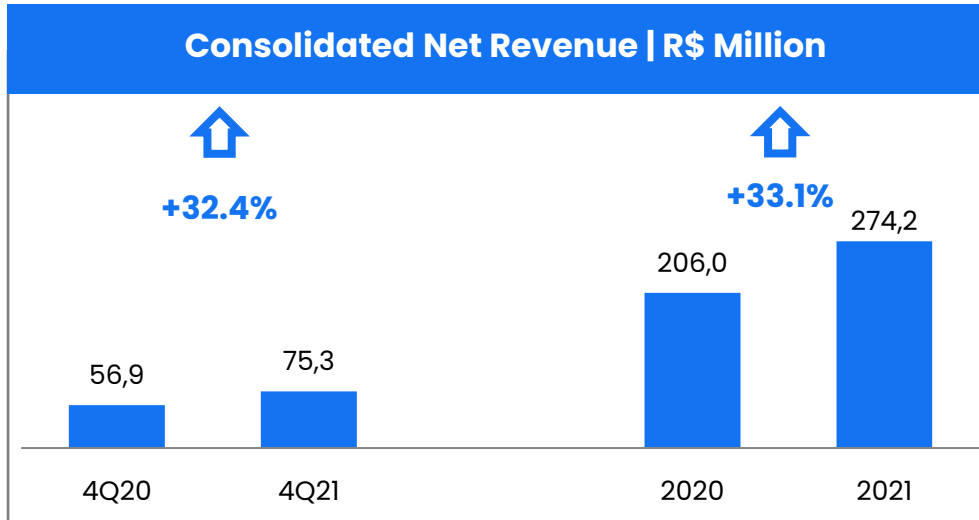
Startup Creator

Events

Education

Division | Financial and Digital Services

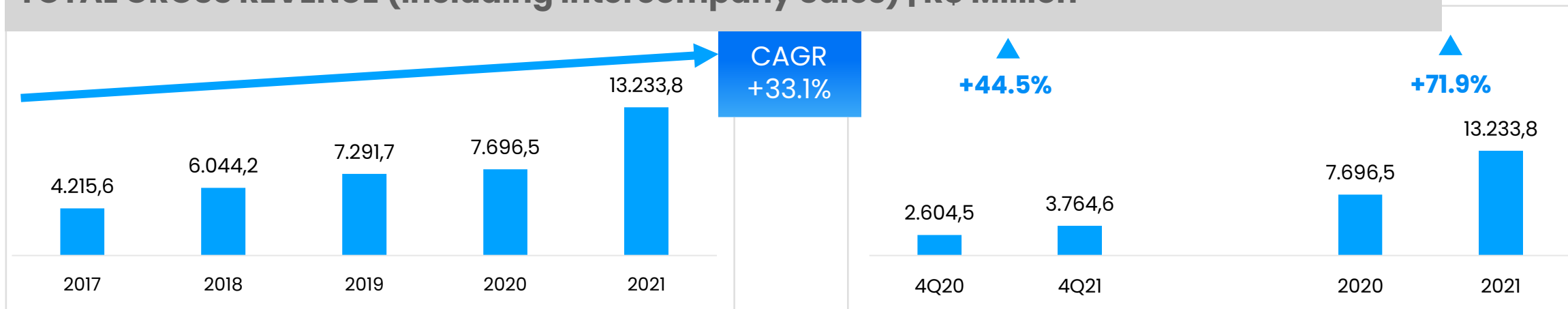
4Q21 PERFORMANCE



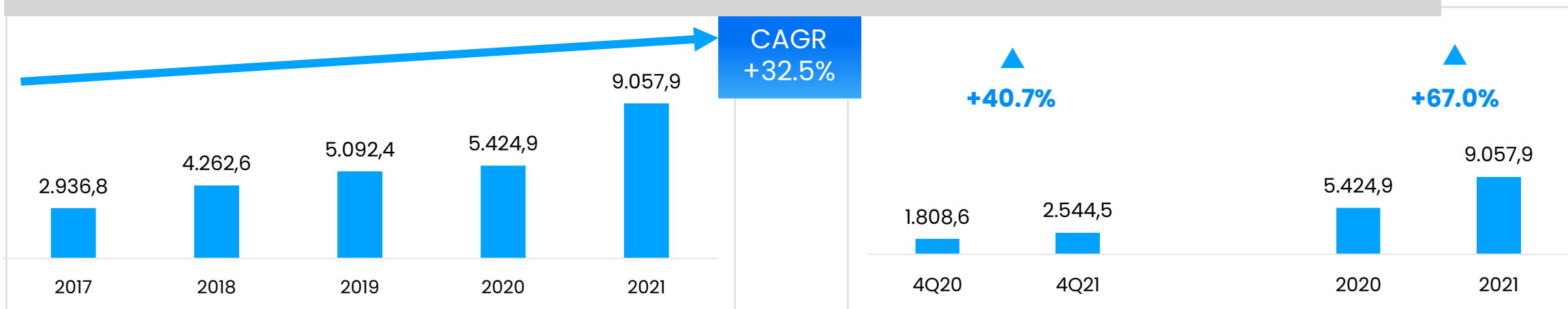
Support Material 4Q21

Operating Results

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

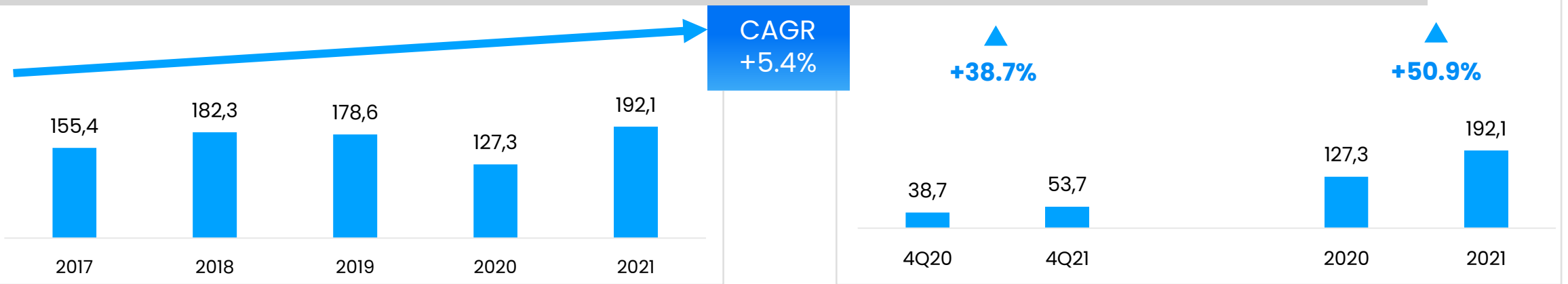


CONSOLIDATED NET REVENUE | R\$ Million

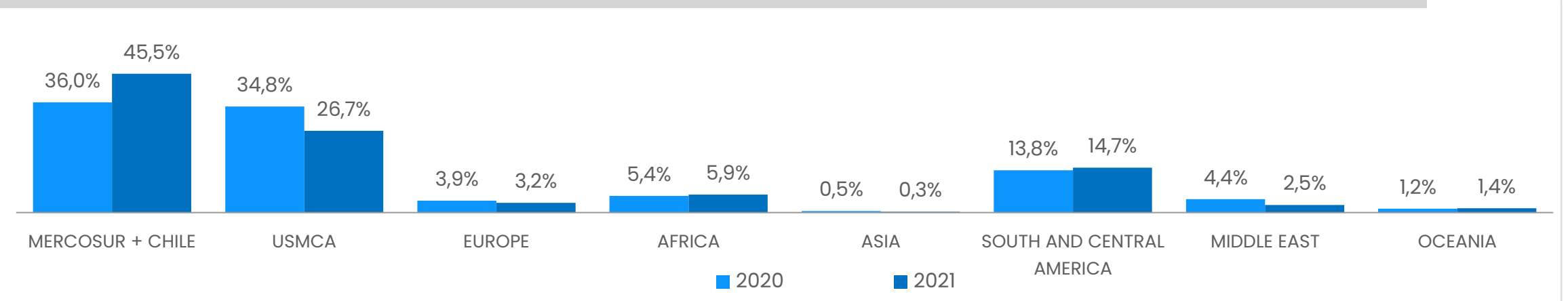


Operating Results

TOTAL EXPORTS | US\$ Million

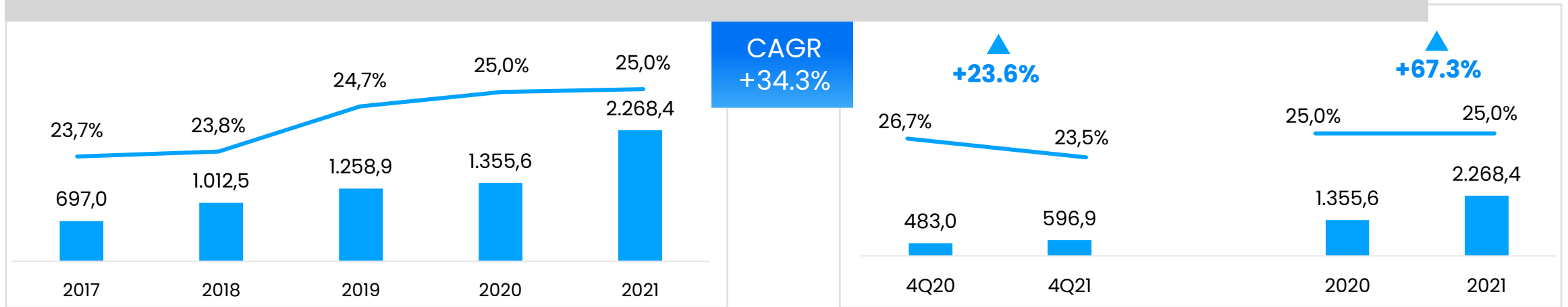


EXPORTS BY ECONOMIC REGION | US\$ Million



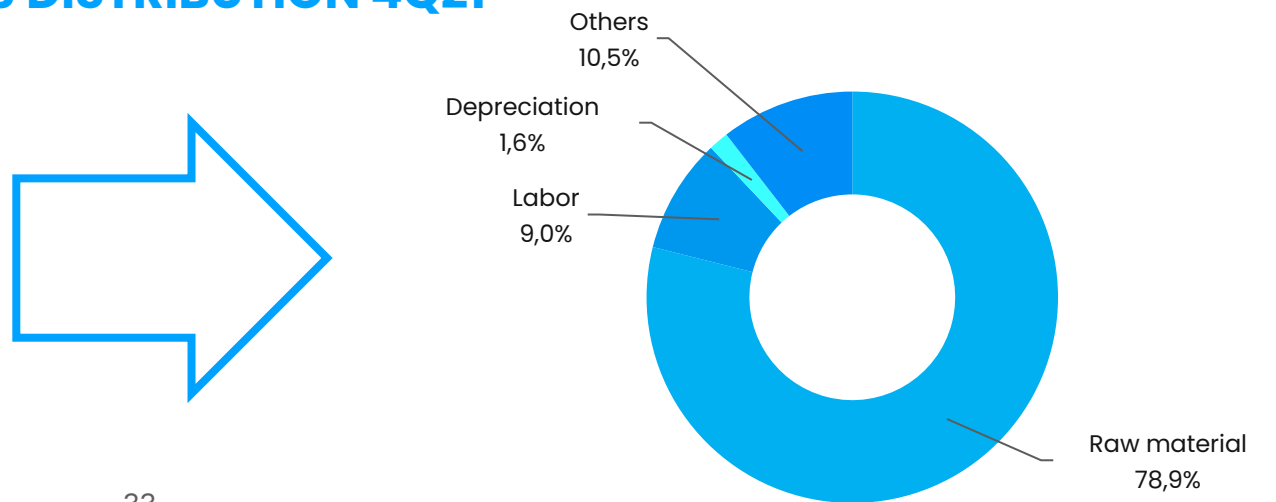
Operating Results

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



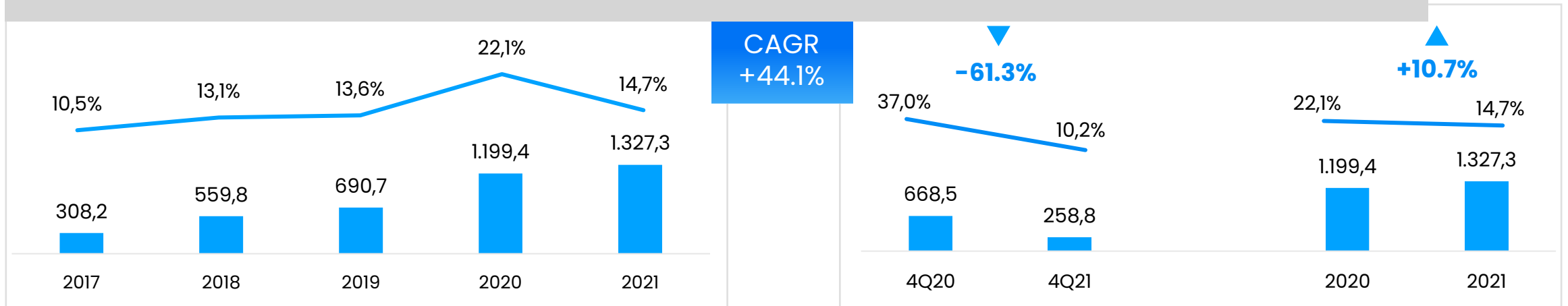
COGS 4Q21
R\$ 1.9 B
(76.5% o/CNR)

COGS DISTRIBUTION 4Q21

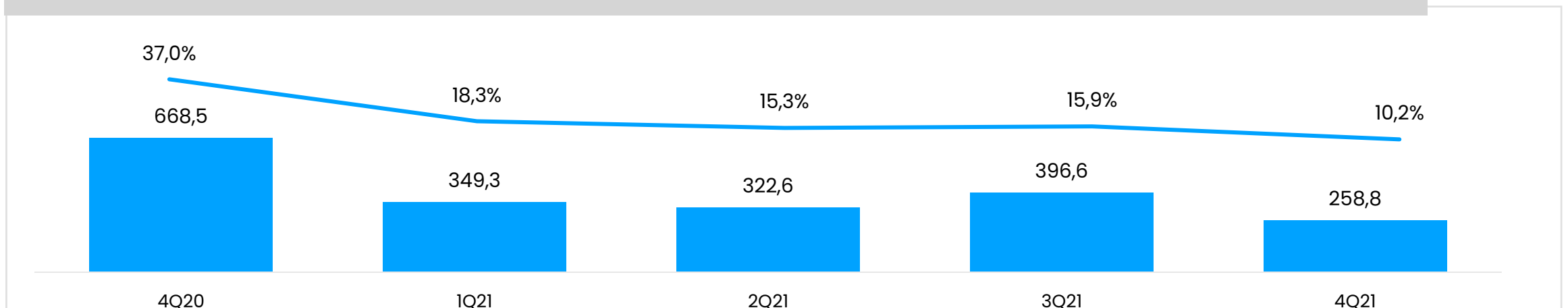


Operating Results

EBITDA | EBITDA MARGIN | R\$ Million | %

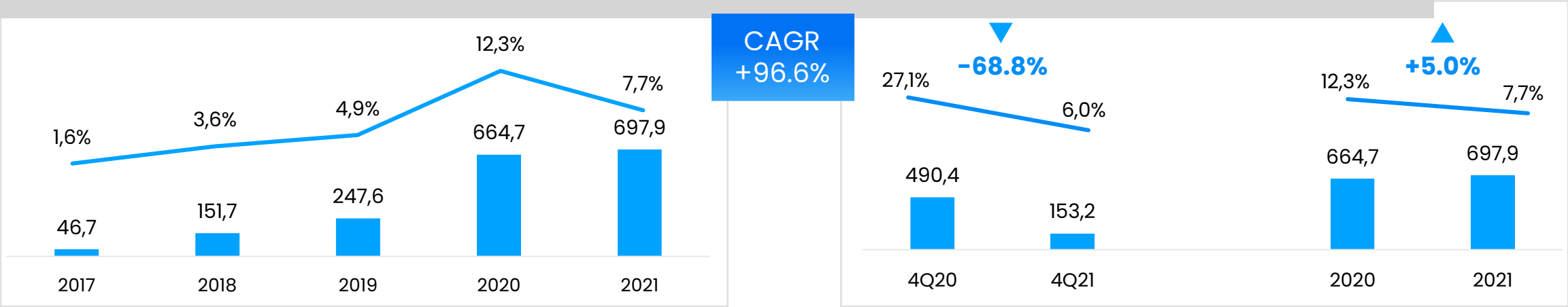


EBITDA | EBITDA MARGIN QUARTERLY | R\$ Million | %

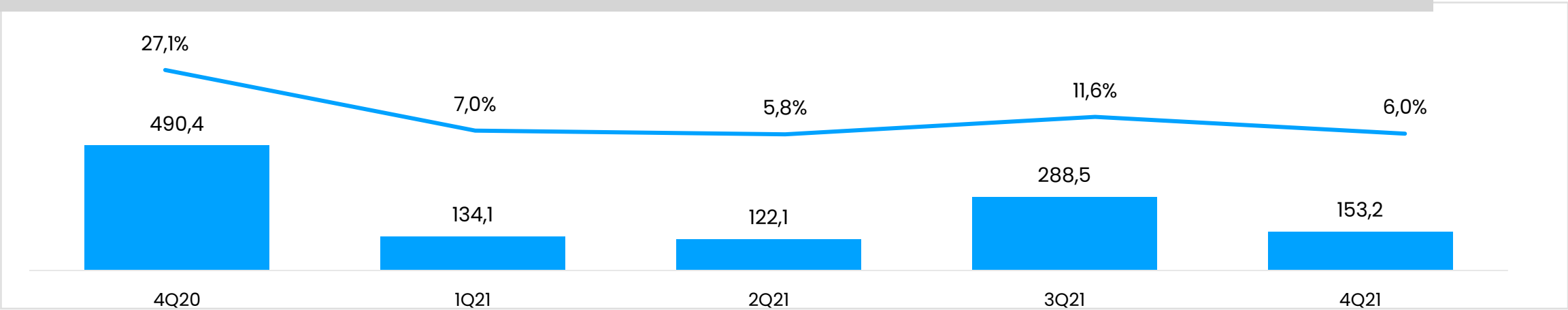


Financial Results

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

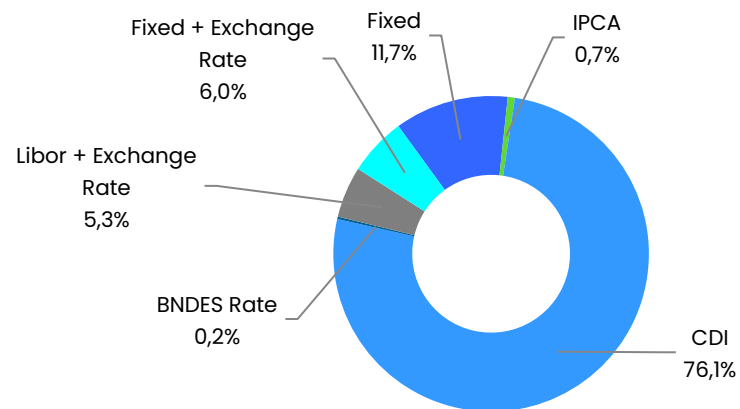


NET PROFIT | NET MARGIN QUARTERLY | R\$ Million | %

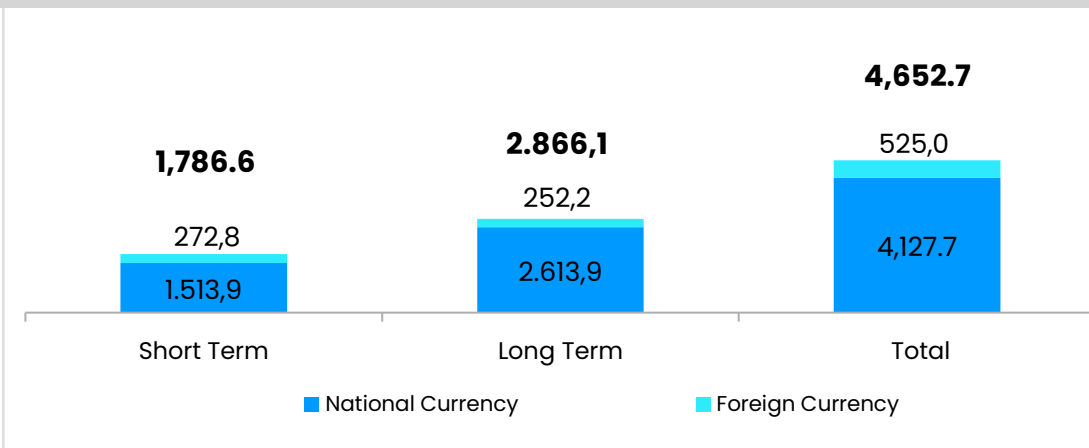


Indebtedness

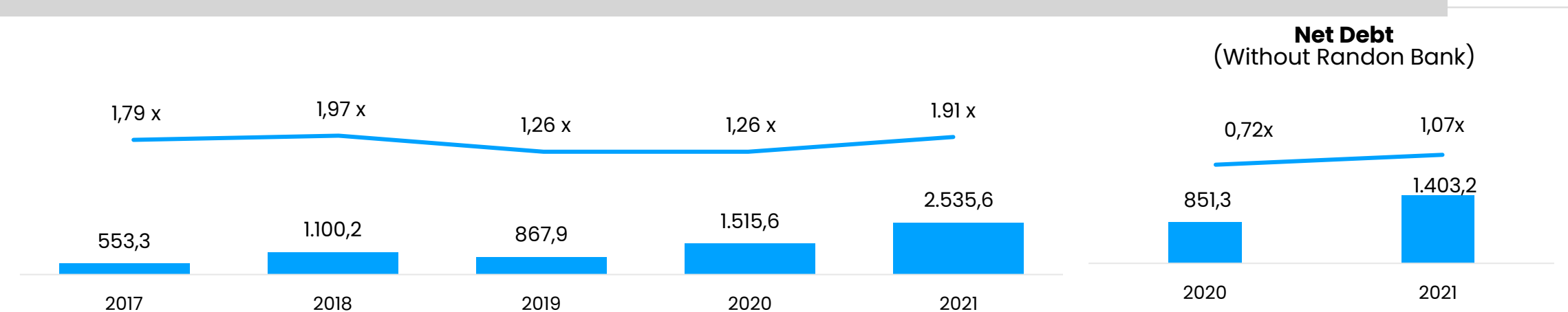
DEBT INDEXES



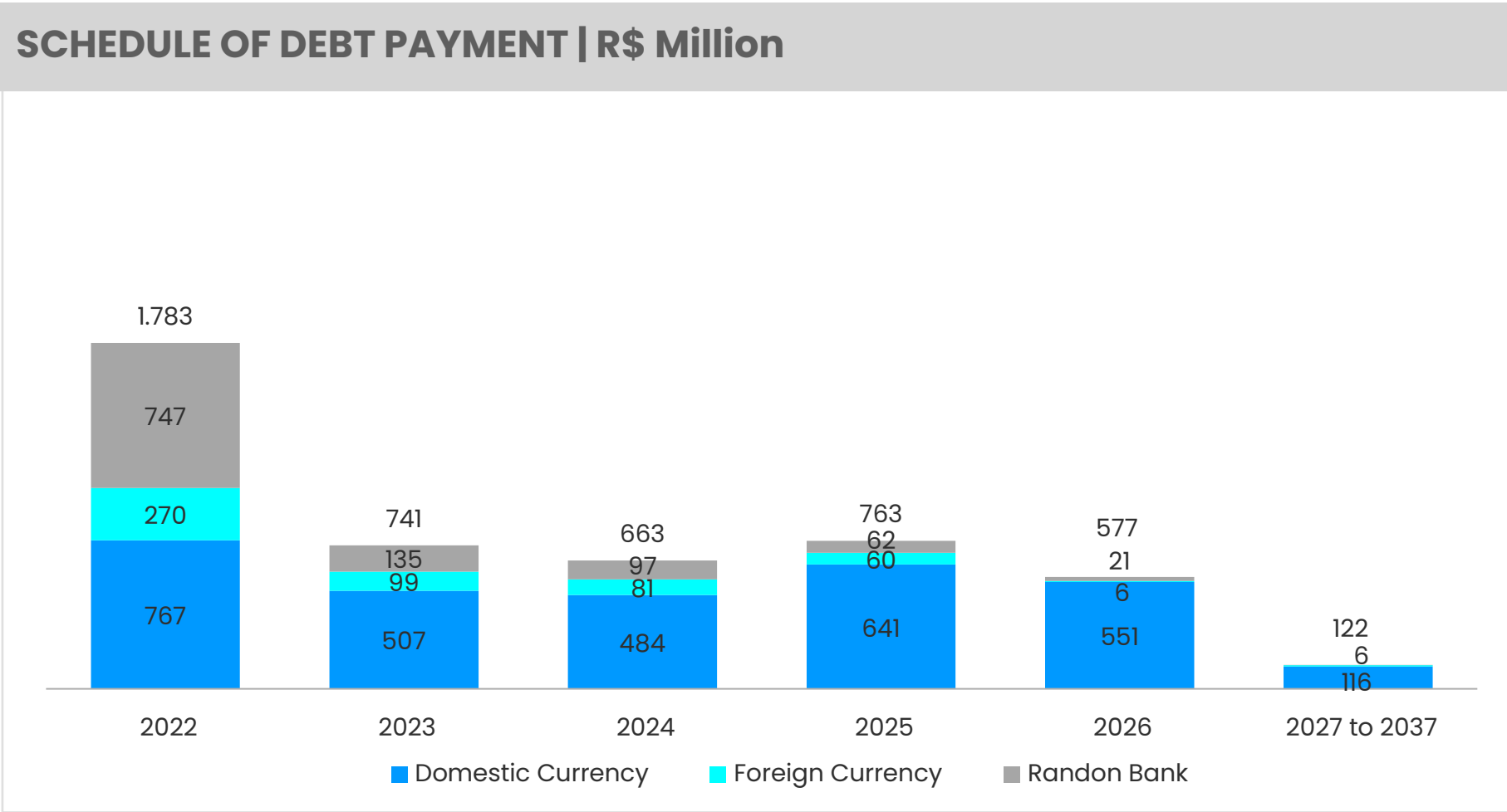
ORIGIN OF DEBT SHORT AND LONG TERM R\$ Million



INDEBTEDNESS | NET DEBT / EBITDA | R\$ Million



Indebtedness



Quarterly Information

R\$ million | %

| | 4Q2020 | 2020 | 1Q2021 | 2Q2021 | 3Q2021 | 4Q2021 |
|----------------------------------|---------|---------|---------|---------|---------|---------|
| Consolidated Net Revenue | 1,808.6 | 5,424.8 | 1,913.1 | 2,113.8 | 2,486.5 | 2,544.5 |
| % Trailers | 42.0% | 44.4% | 40.2% | 43.8% | 45.0% | 43.6% |
| % Auto Parts | 54.9% | 51.8% | 56.6% | 52.9% | 52.3% | 53.4% |
| % Financial and Digital Services | 3.1% | 3.8% | 3.2% | 3.3% | 2.7% | 3.0% |
| Consolidated Gross Profit | 483.0 | 1,355.6 | 512.4 | 520.6 | 638.6 | 596.9 |
| % Gross Margin | 26.7% | 25.0% | 26.8% | 24.6% | 25.7% | 23.5% |
| EBITDA | 668.5 | 1,199.4 | 349.3 | 322.6 | 396.6 | 258.8 |
| % EBITDA Margin | 37.0% | 22.1% | 18.3% | 15.3% | 15.9% | 10.2% |
| Net Profit | 490.4 | 664.7 | 134.1 | 122.1 | 288.5 | 153.2 |
| % Net Margin | 27.1% | 12.3% | 7.0% | 5.8% | 11.6% | 6.0% |

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