



Companies

Institutional Profile

3Q21



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

14,741
Employees¹

R\$ 4.1 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

TOTAL SHARES

345,775,809

RAPT3

116,515,527

RAPT4

229,260,282

TAG ALONG

80%

FREE FLOAT

57.5%

Executive Committee



Daniel Randon
CEO



Sérgio Carvalho
COO



Paulo Prignolato
CFO and IRO



Daniel M. Ely
CTO



Sandro Trentin
Trailers Division



Ricardo Escoboza
Auto Parts Division



Anderson Pontalti
Fras-le Division

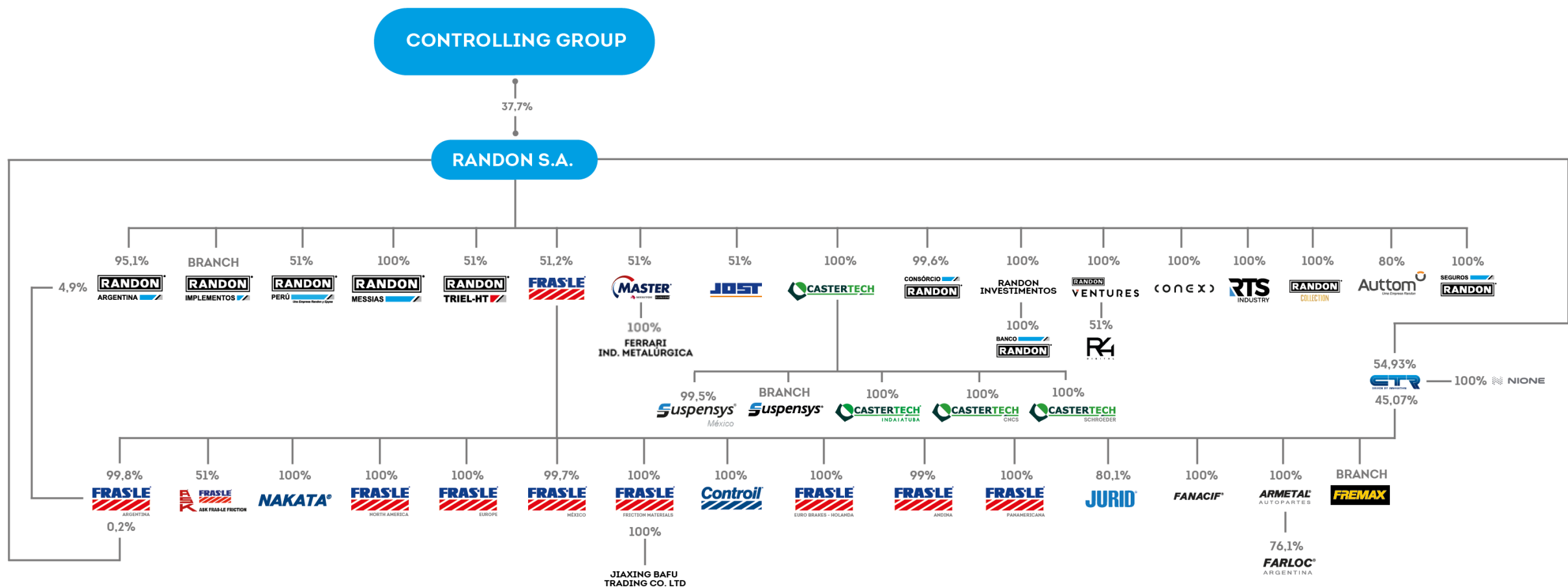
RAPT

B3 LISTED N1

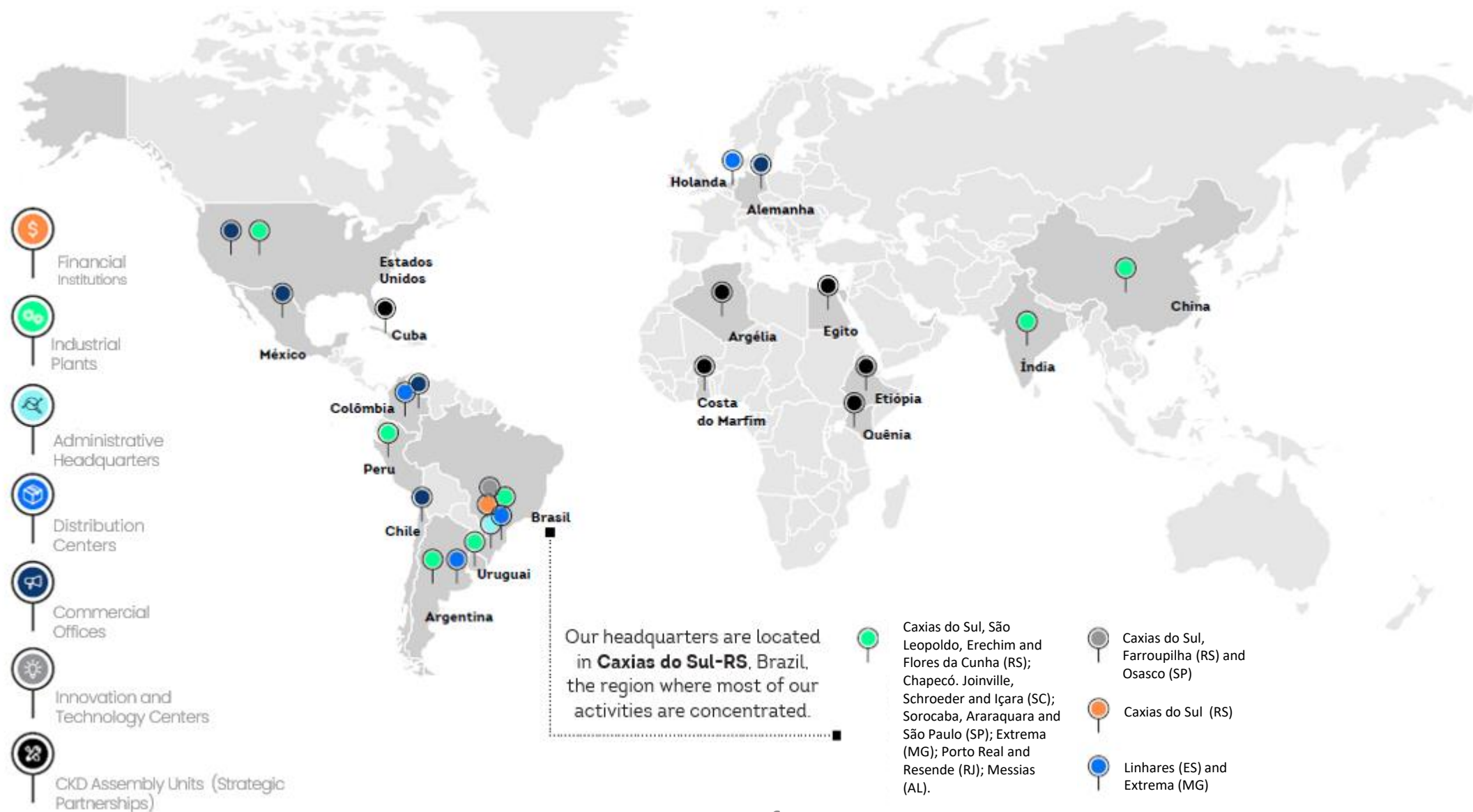
IBRAB3 | IBRX100B3 | IGC B3 | IGCTB3

INDXB3 | ITAGB3 | SMLLB3

Our Structure



Global Presence



How We Operate

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

Absolute focused on **CUSTOMERS**

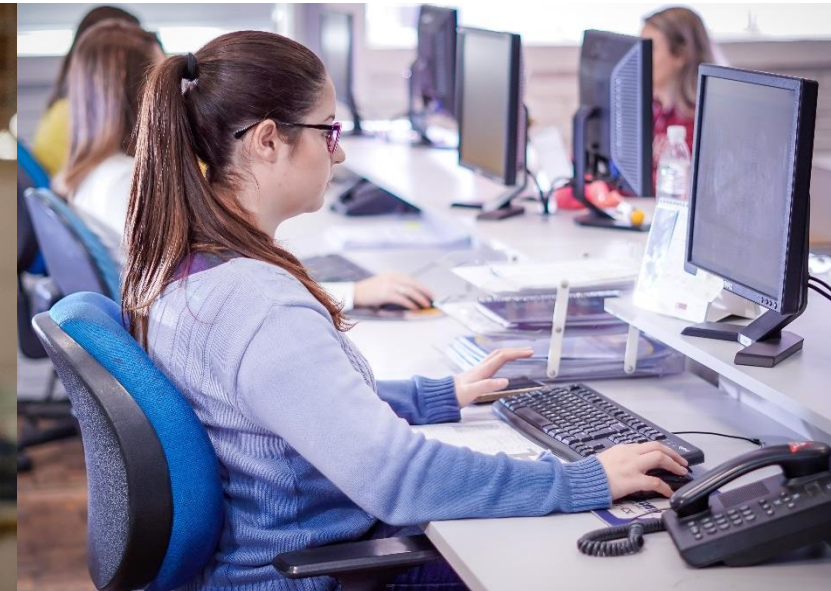
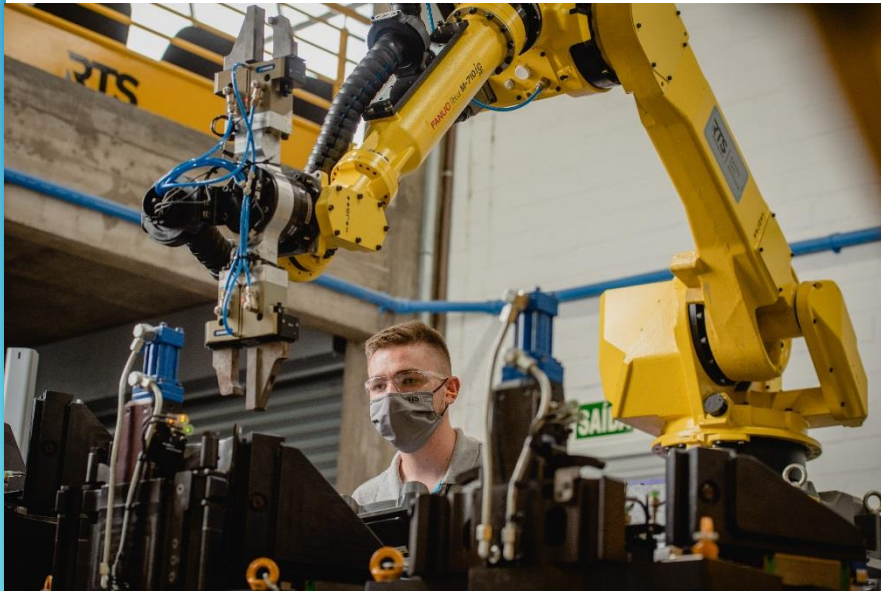
DIVERSIFICATION with focus

FINANCIAL strength

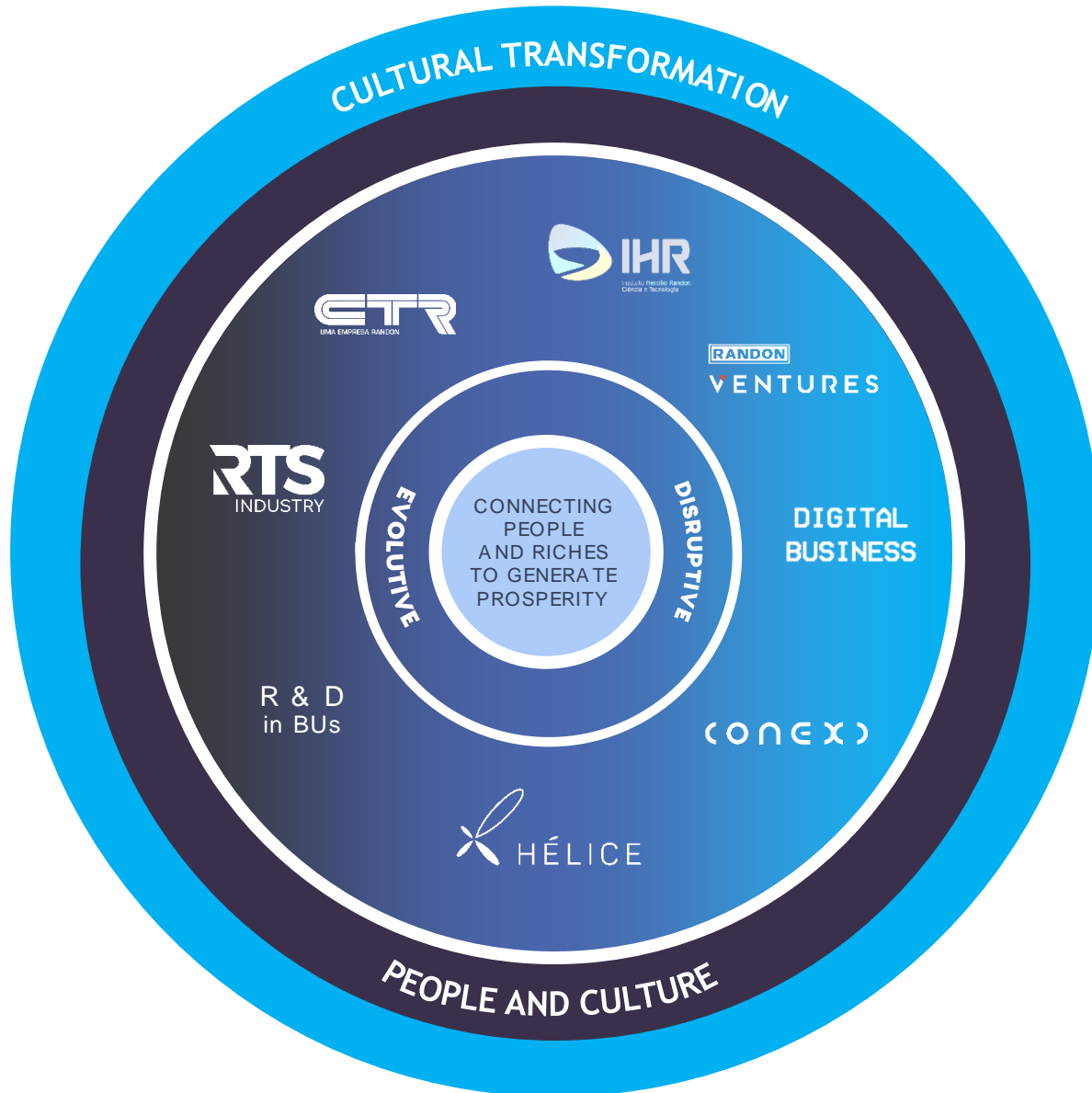
Leveraging
SYNERGIES

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\$ 90 million invested in R&D and innovation in 2020



23 new patents registered in 2020

**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



COLABORATION

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 for 15 years has prepared young apprentices, between 16 and 18 years old, for their first professional experience in the job market.

In 2020 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

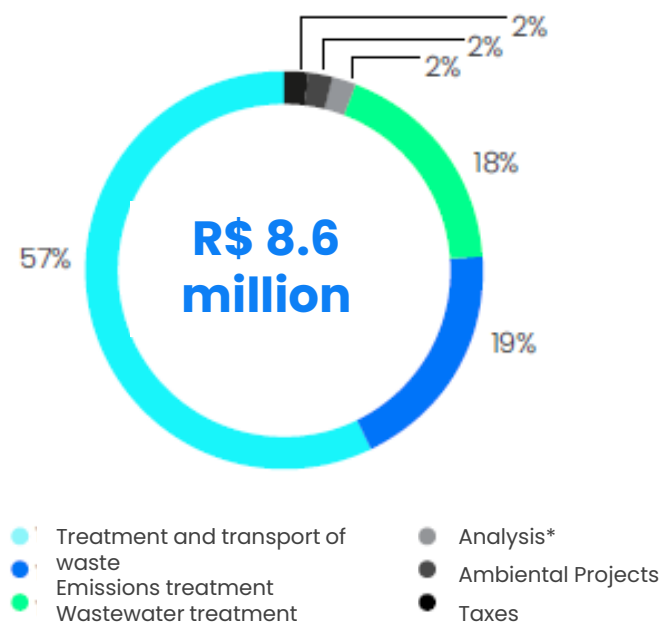
Social Responsibility

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



*effluents, waste, emissions, water and soil.


83%

Is our conversion rate from raw material to product



Generation of **30,850 tons/year of scrap metal** by Randon Companies



Metal Scrap
Used in the foundry process comes from the reuse of residues
70%



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

3Q21:

- Another quarter with record sales and positive results
- Good moment for agribusiness and trade in consumer goods kept demand heated
- Inflationary impact on margins partially mitigated by increased volumes
- Carrying out disruptive innovation projects and completing acquisitions

MAIN FIGURES

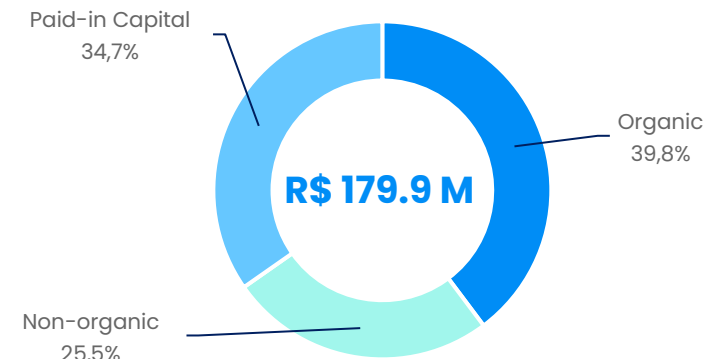
Economic Highlights	3Q21	3Q20	Δ%	2Q21	Δ%	9M21	9M20	Δ%
Total Gross Revenue ¹	3,657,046	2,120,122	72.5%	3,048,653	20.0%	9,469,152	5,091,945	86.0%
Consolidated Net Revenue	2,486,489	1,515,500	64.1%	2,113,800	17.6%	6,513,396	3,616,225	80.1%
International Market Revenues US\$ ²	86,545	57,649	50.1%	71,331	21.3%	225,342	155,038	45.3%
Consolidated Gross Profit	638,635	419,624	52.2%	520,566	22.7%	1,671,552	872,593	91.6%
Gross Margin (%)	25.7%	27.7%	-200 bps	24.6%	106 bps	25.7%	24.1%	153 bps
Consolidated EBITDA	396,561	269,996	46.9%	322,645	22.9%	1,068,479	530,908	101.3%
EBITDA Margin (%)	15.9%	17.8%	-187 bps	15.3%	68 bps	16.4%	14.7%	172 bps
Adjusted EBITDA	388,931	260,551	49.3%	322,645	20.5%	1,045,648	495,297	111.1%
Adjusted EBITDA Margin (%)	15.6%	17.2%	-155 bps	15.3%	38 bps	16.1%	13.6%	246 bps
Consolidated Net Profit	288,500	116,016	148.7%	122,146	136.2%	544,711	174,280	212.5%
Net Margin (%)	11.6%	7.7%	395 bps	5.8%	582 bps	8.4%	4.8%	354 bps
Earnings per share	0.88	0.35	149.4%	0.37	136.2%	1.65	0.53	213.5%

¹ Without eliminating intercompany sales

² Exports + Revenues from International Markets

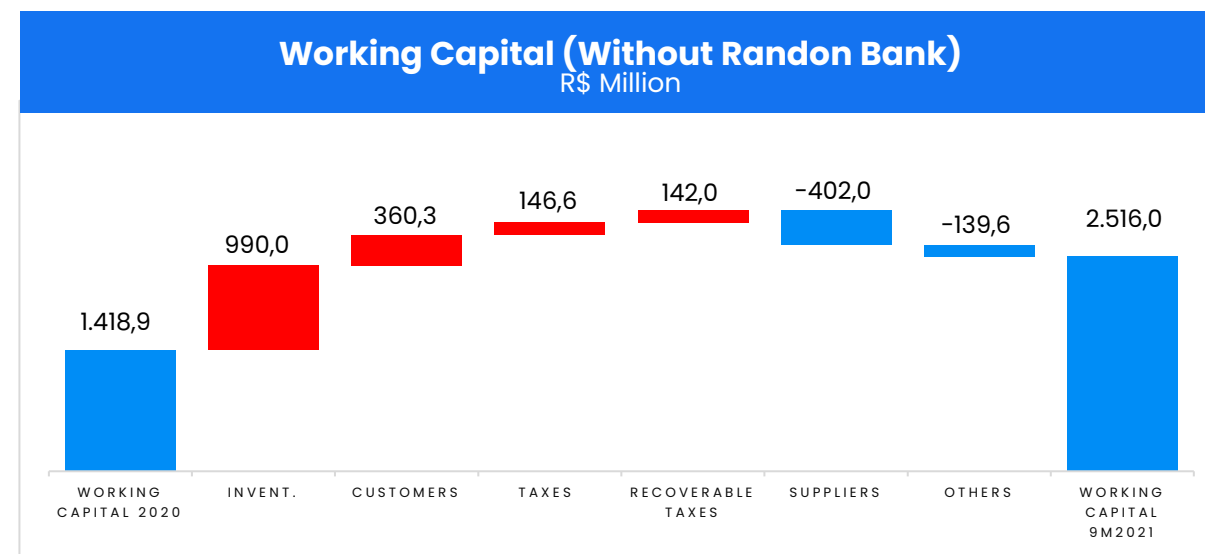
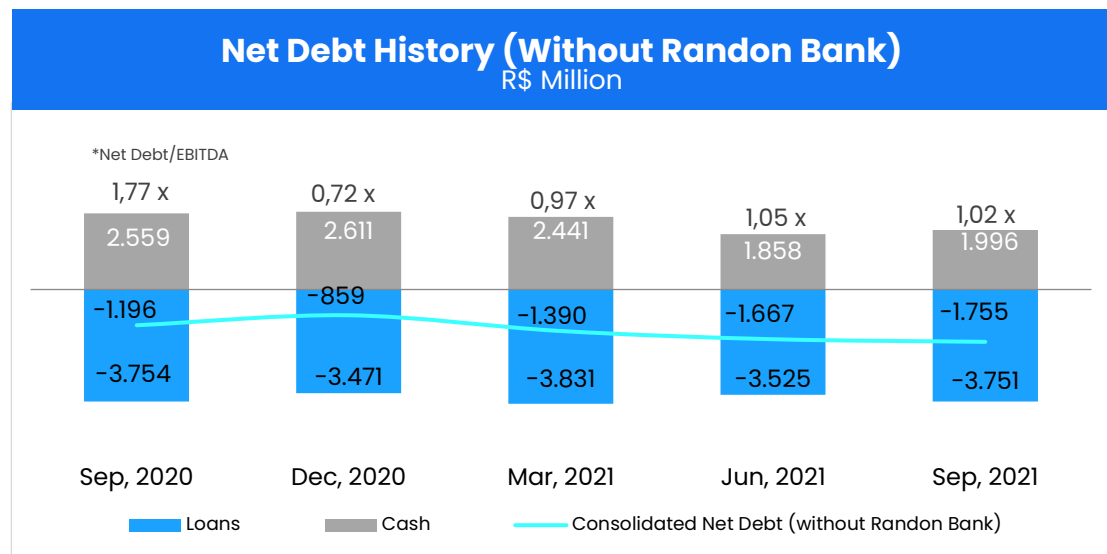
Values in R\$ Thousands

Investments | R\$ Million



Indebtedness

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\$ 4,503**

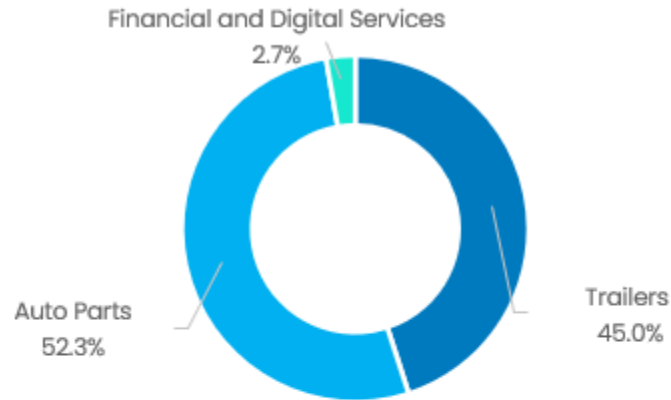
Gross Debt in domestic currency (without Randon Bank)	R\$ 3,112
Randon Bank's Gross Debt	R\$ 754
Gross Debt in foreign currency	R\$ 438
Business Combination	R\$ 199

USD rate on September 30, 2021 **R\$ 5.4394**

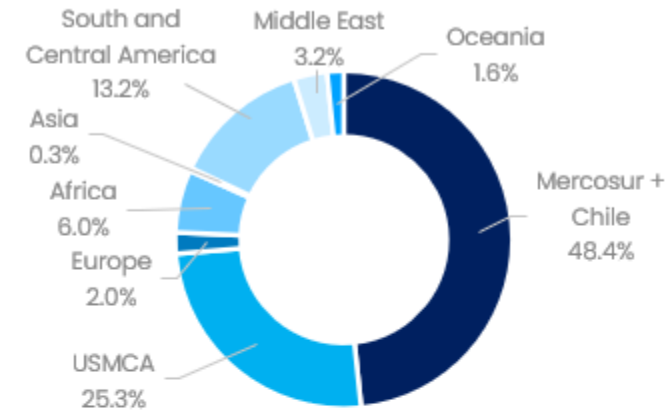
Average cost of bank debt in Domestic Currency	7.8% per year
Average cost of bank debt in Foreign Currency	4.0% per year
Average bank debt term	2.3 years
Average bank debt term without Randon Bank	2.5 years

Diversified Business Model

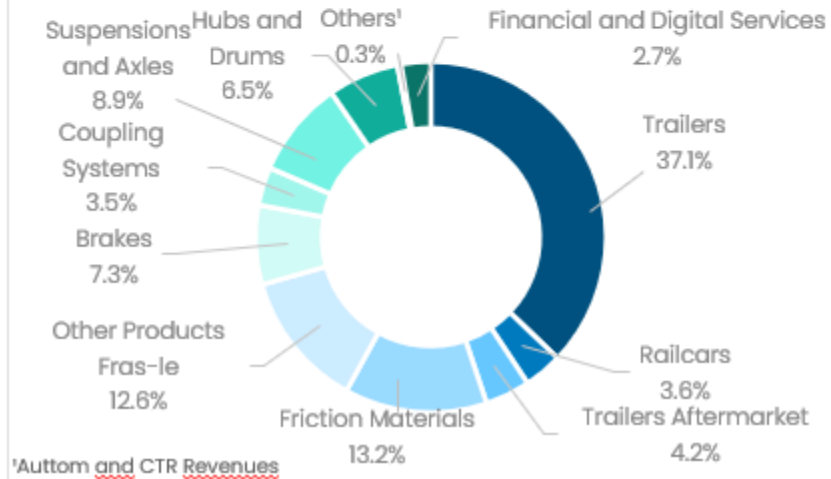
% Net Revenue by Business Division 3Q21



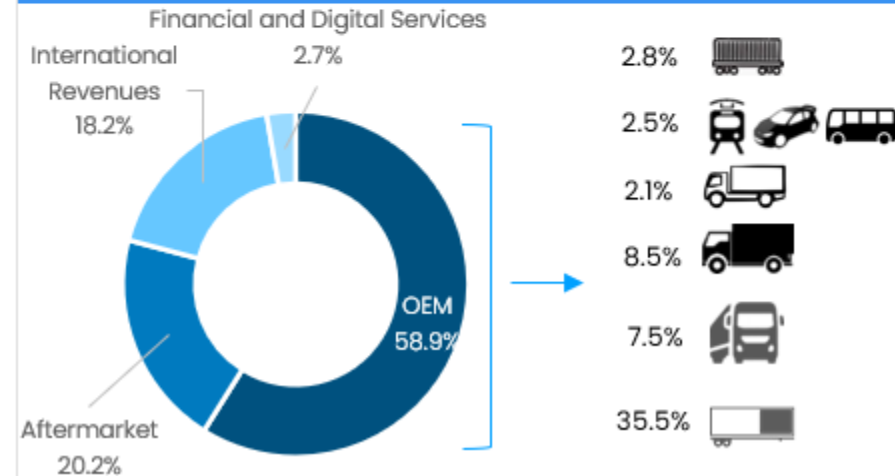
% Exports by Geographies 3Q21



% Net Revenue by Product 3Q21



% Net Revenue by Segment 3Q21



Market and Drivers

MARKET PERFORMANCE		3Q21	3Q20	Δ%	2Q21	Δ%	9M21	9M20	Δ%
Production	Trucks ¹	43,580	23,337	86.7%	41,640	4.7%	118,302	58,075	103.7%
	Trailers ³	24,768	20,886	18.6%	24,681	0.4%	71,831	48,424	48.3%
Brazil Sales	Trucks ¹	36,554	24,928	46.6%	32,658	11.9%	95,289	62,788	51.8%
	Trailers ²	23,391	20,164	16.0%	23,575	-0.8%	68,262	46,865	45.7%
Exports	Trucks ¹	5,928	3,901	52.0%	5,452	8.7%	16,659	8,700	91.5%
	Trailers ³	1,377	722	90.7%	1,106	24.5%	3,569	1,559	128.9%

¹ Anfavea Volumes in units

² Anfir

³ Anfir + Aliceweb

DETERMINANT FACTORS OF DEMAND

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



Segments | Trailers

Volumes	3Q21		3Q20			2Q21			9M21		9M20		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Trailers Brazil (un.)	8,034	784,336	6,774	510,088	18.6%	7,353	660,197	9.3%	22,380	2,030,078	16,638	1,226,705	34.5%
Trailers International Market (un.)	1,108	138,744	681	81,552	62.7%	925	96,639	19.8%	2,958	336,996	1,441	175,667	105.3%
Railcars (un.)	171	88,535	5	605	3320.0%	132	65,016	29.5%	312	155,456	18	6,708	1633.3%
Aftermarket	-	103,363	-	70,838	-	-	100,868	-	-	284,019	-	181,664	-
Specialty Vehicles (un.)	-	-	115	25,684	-100.0%	-	-	-	-	428	275	58,902	-100.0%
Others ¹	-	4,246	-	-	-	-	3,384	-	-	7,630	-	-	-

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

Net Revenue in R\$ Thousand

QUARTER HIGHLIGHTS

- We reached a daily production average of 143 trailers;
- We increased 22.6% in volumes sold to the domestic and foreign markets compared to 3Q20;
- Best third quarter in net revenue in the history of the Trailers Division for semi-trailer exports;
- Agribusiness sector continues to be the main business driver (68.8% of the Company's semi-trailer sales);
- Delivery of 171 railcars in 3Q21 (5 units in 3Q20);
- Market share pressured by the increase in demand;
- Inflation pressure on costs resulted in a reduction in the gross margin, year-over-year;
- Positive one-offs impact in 3Q21 (R\$ 15.1 M).

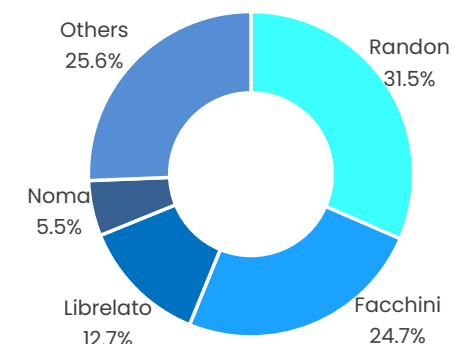
MARKET CHARACTERISTICS

Fragmented customer base, covering different market segments

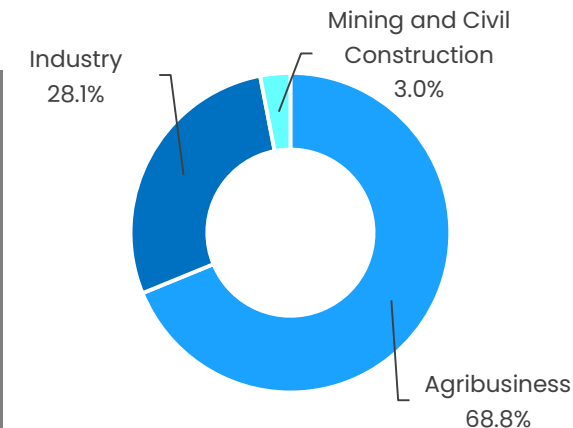
Low penetration of imported road implements in the country

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

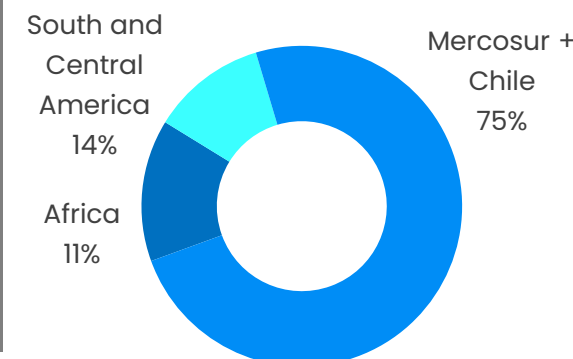
Quarterly Market Share (%)



Net Revenue Breakdown by Economic Sector (%)



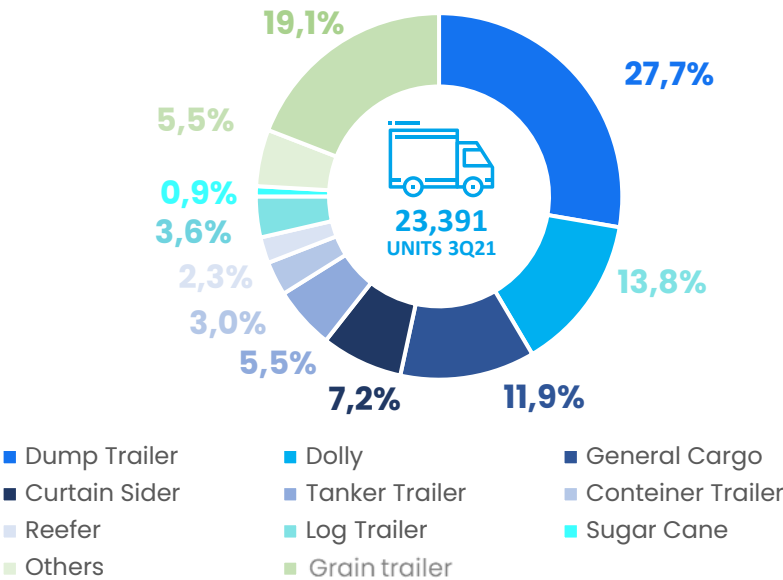
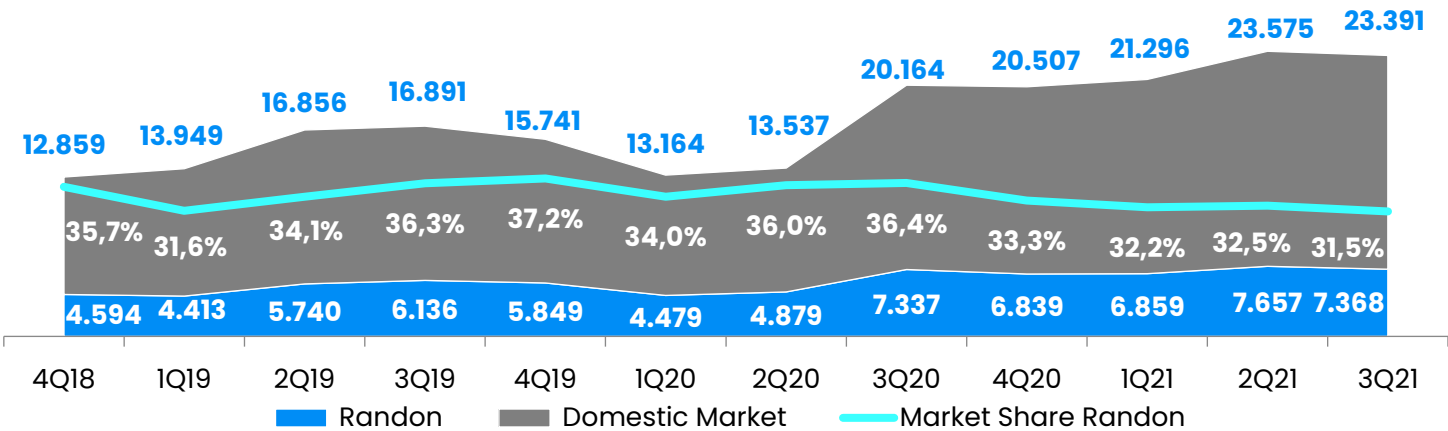
Exports by Economic Bloc %



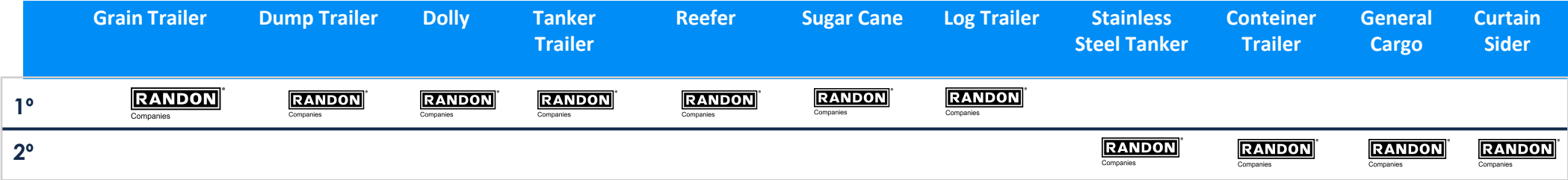
Segments | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET

QUARTERLY MARKET SHARE



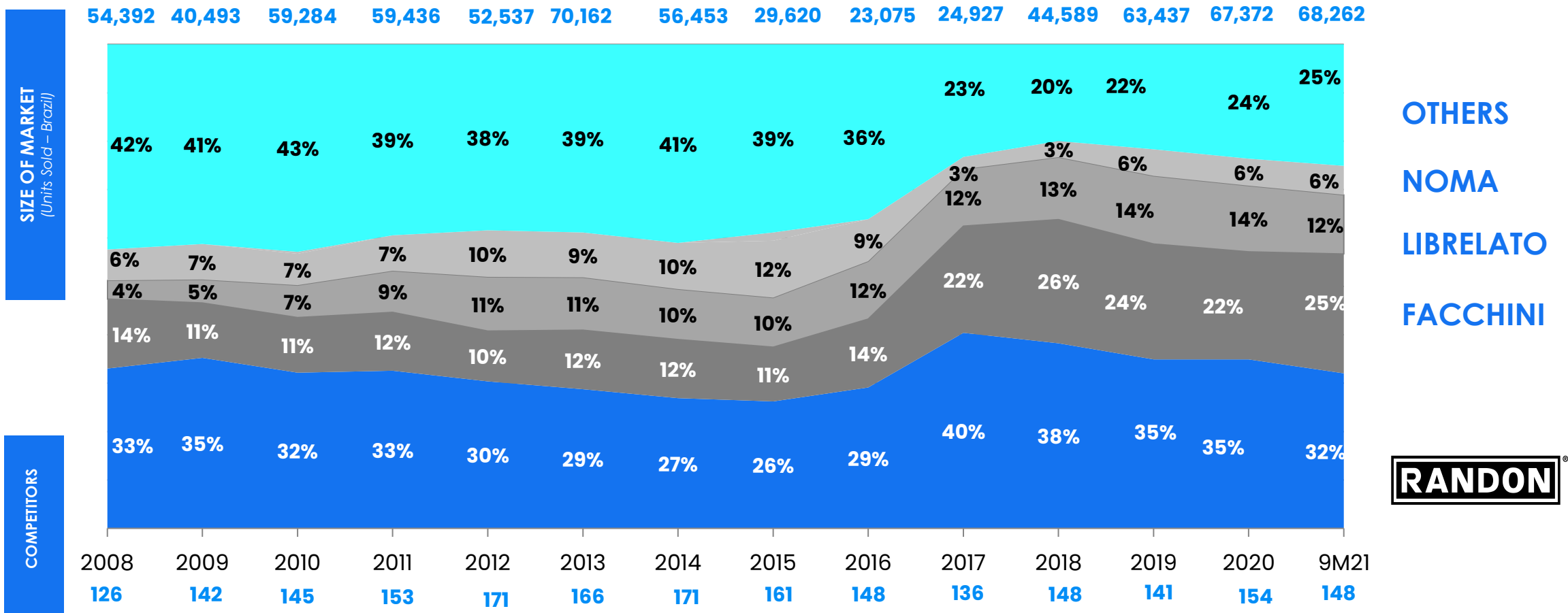
ACHIEVE LEADERSHIP



SECURE LEADERSHIP

Segments | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET



Segments | Trailers

RAILCARS

MARKET CHARACTERISTICS:



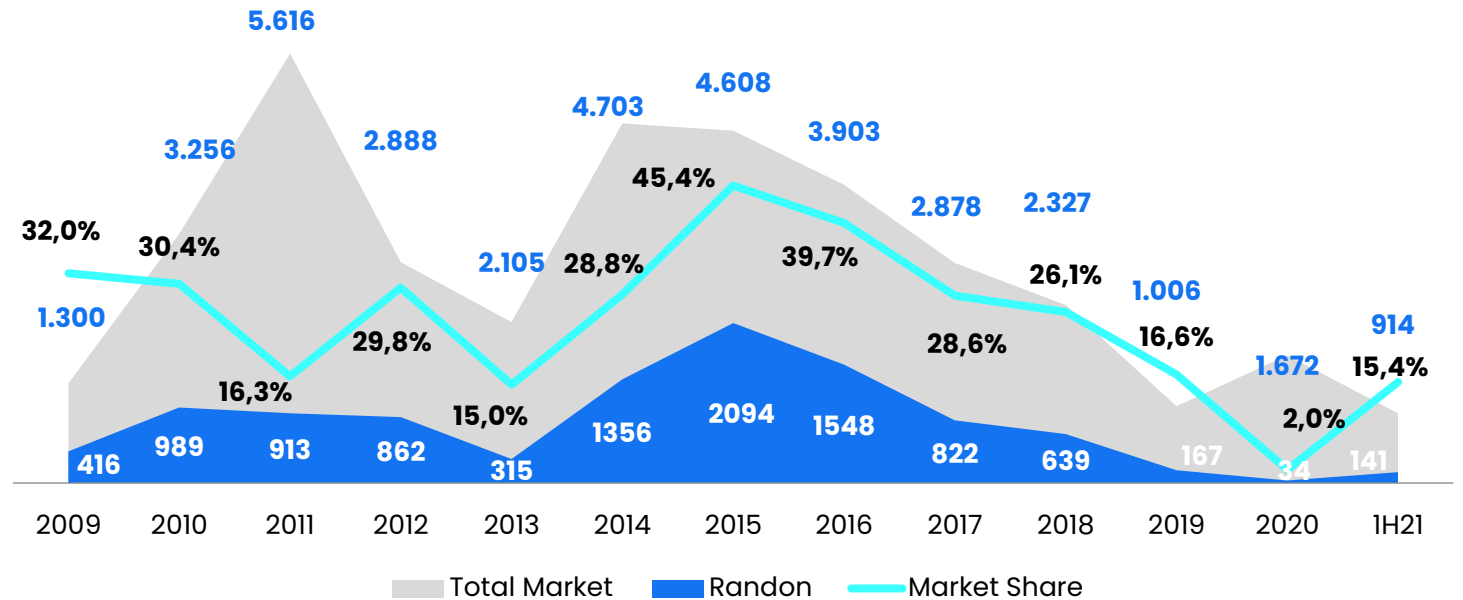
Customer base concentrated in large industries or concessionaires



Long cycle between order and delivery

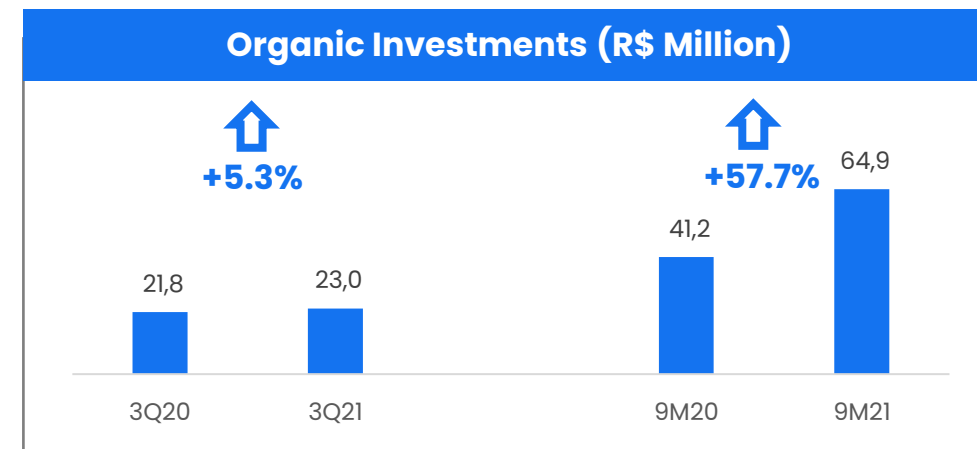
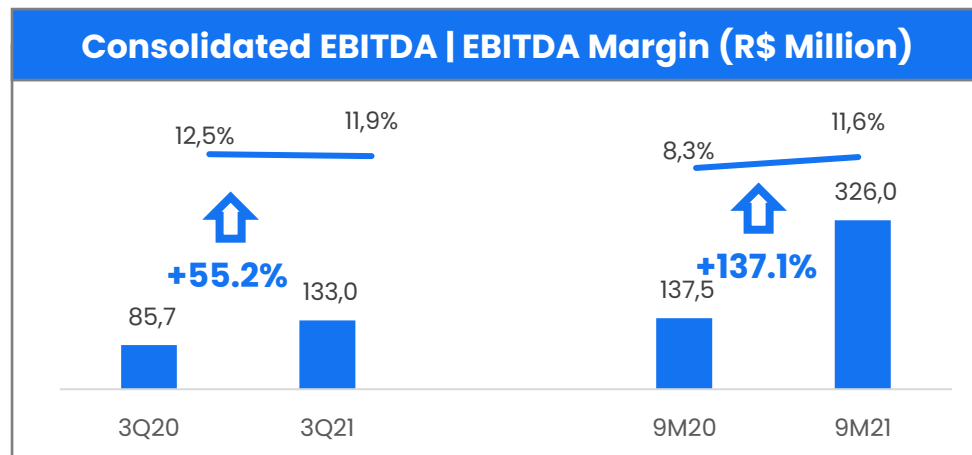
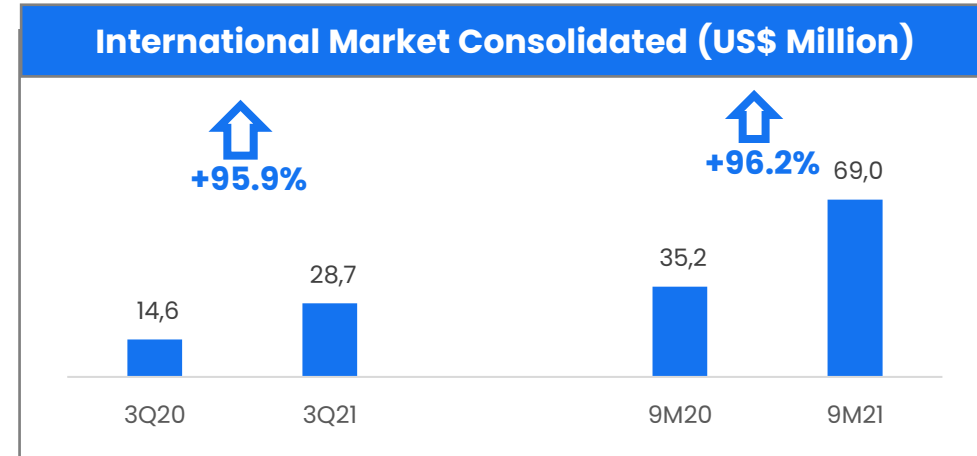
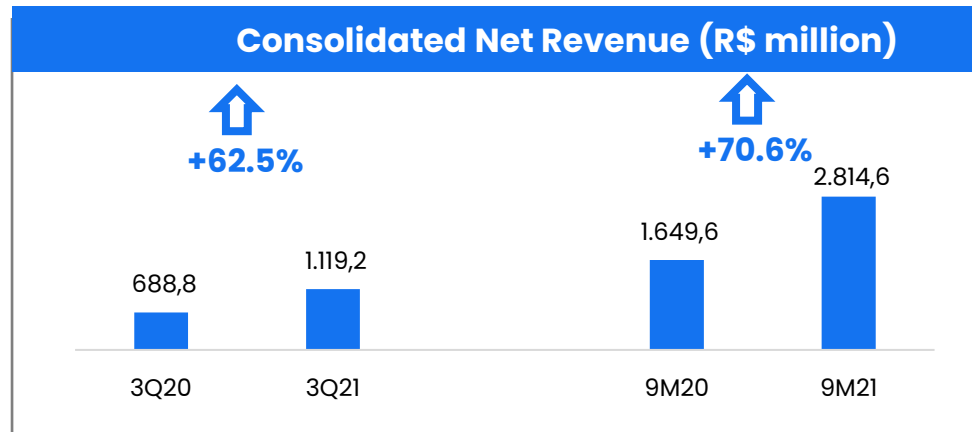


Higher cargo volume



Segments | Trailers

3Q21 PERFORMANCE



Segments | 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



Castertech completes acquisition of Menegotti group foundry unit in Santa Catarina

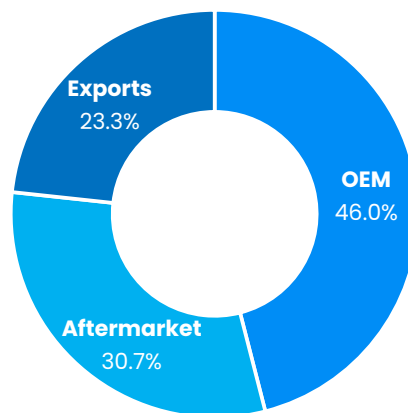
Volumes	3Q21		3Q20			2Q21			9M21		9M20		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Friction Materials (Thousand/un.)	27,487	327,320	26,148	273,830	5.1%	24,306	298,267	13.1%	78,636	930,125	67,933	725,680	15.8%
Other products Fras-le (Thousand/un.) ¹	9,382	314,111	6,053	172,768	55.0%	9,415	288,304	-0.3%	29,336	927,769	13,032	326,966	125.1%
Brakes (un.)	253,893	181,684	157,078	90,178	61.6%	223,471	156,139	13.6%	692,282	470,567	388,054	223,137	78.4%
Coupling Systems (un.)	39,833	87,428	31,178	47,155	27.8%	37,432	78,105	6.4%	114,194	232,583	74,562	108,790	53.2%
Suspensions and Axles (un.)	56,030	222,431	36,839	131,797	52.1%	46,094	175,683	21.6%	147,896	549,130	91,392	296,147	61.8%
Hubs and Drums (un.)	226,771	162,372	173,297	58,330	30.9%	201,966	119,595	12.3%	628,483	383,249	412,765	136,767	52.3%
Others	-	4,389	-	-	-	-	2,058	-	-	6,447	-	-	-

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

Revenues in R\$ Thousand

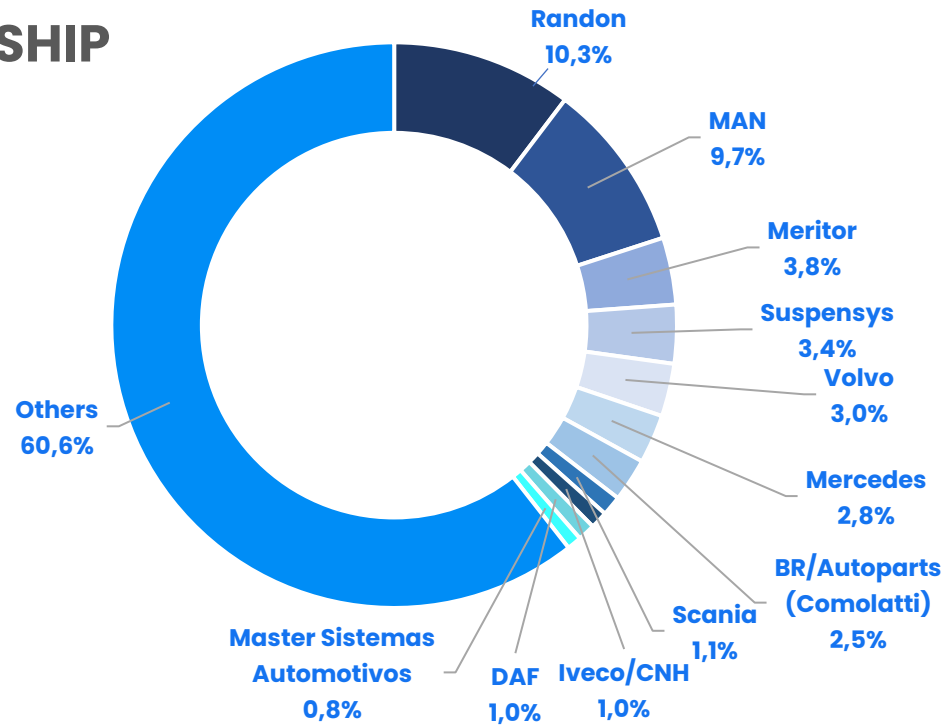
Net Revenue Breakdown by Segment
3Q21



- Another quarter of heated demand, both in the OEM market and in the aftermarket;
- Release from OEMs point to continued good demand level;
- Volume growth in all product lines of this division in the yearly comparison;
- Recent acquisitions have added important revenue and results for this division;
- Exchange rate continues to benefit exports, but the high cost of sea freight and the shortage of containers may affect sales in the coming months;
- Negative effect of one-offs in 3Q21 (R\$7.5M).

Segments | Auto Parts

LEADERSHIP



RANKING OEM SOUTH AMERICA

**#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)

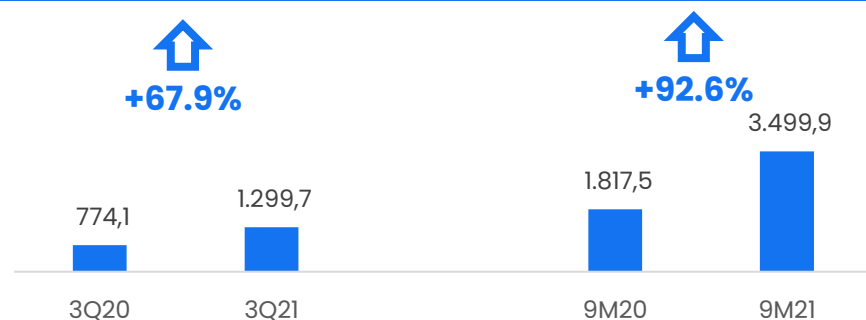


Cobreq (TMD) – Brazil/SP
Duroline – Brazil/RS
SYL – Brazil/SP
TRW (USA) – Brazil/SP
Brakeparts – Brazil/SP

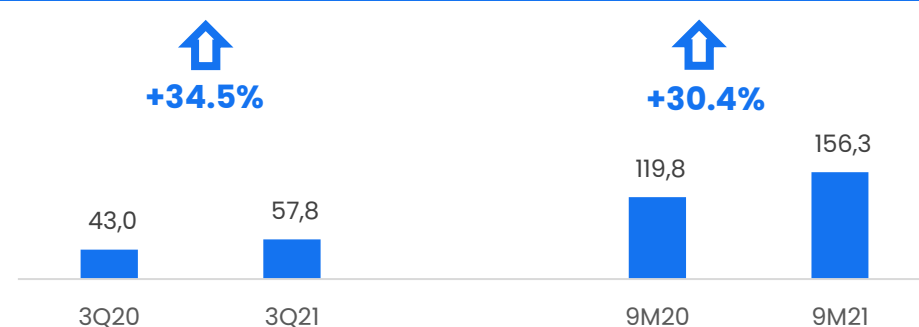
Segments | Auto Parts

3Q21 PERFORMANCE

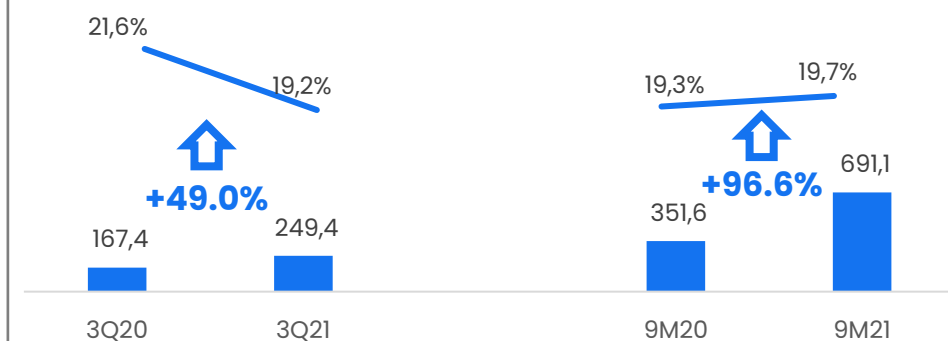
Consolidated Net Revenue (R\$ Million)



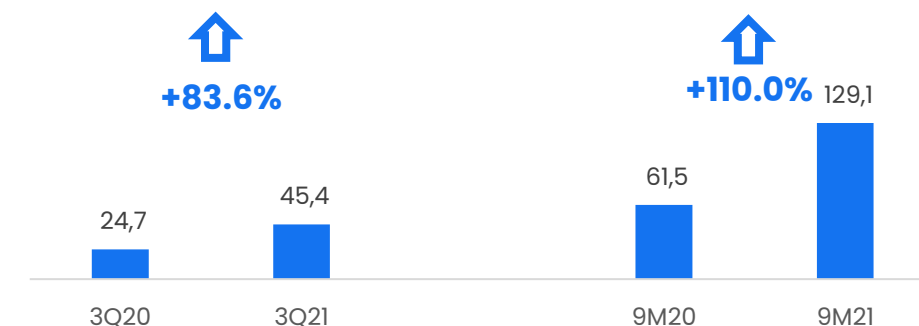
International Market Consolidated (US\$ Million)



Consolidated EBITDA | EBITDA Margin (R\$ Million)



Organic Investments (R\$ Million)



Segments | Financial and Digital Services

9M21 PERFORMANCE



30 thousand
Customers

239 thousand
Quotas commercialized

69 thousand
Active quotas

R\$ 875 M
Accrued
administration fee

135 thousand
Quotas awarded



R\$ 1,040.5 M
Assets

R\$ 207.1 M
Equity

4,196
Customers



R\$ 18.9 M
Invested Capital

7 startups
invested

12 startups
co-invested

+ 220 startups
analysed



Challenges

ExO

Start

Startup Creator

Events

Education

Segments | Financial and Digital Services

Volumes	3Q21		3Q20			2Q21			9M21		9M20		
	Units	Revenue	Units	Revenue	Δ% Units	Units	Revenue	Δ% Units	Units	Revenue	Units	Revenue	Δ% Units
Coop-payment plan quotas sold	3,248	49,026	3,415	41,481	-4.9%	4,695	51,725	-30.8%	10,966	146,016	8,714	118,145	25.8%
Randon Investimentos (Randon Bank)	-	17,754	-	11,188	-	-	16,686	-	-	50,728	-	30,932	-
Others ¹	-	747	-	6	-	-	1,135	-	-	2,174	-	15	-

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

Net Revenue in R\$ Thousand

Randon Consórcios

- Reduction of quotas sold due to the change of ERP in the period, but with an increase in the average ticket;
- 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;
- R\$ 1 Bn in credit assets.

Randon Ventures

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



Randon Ventures invests in startup Motorista PX to facilitate cargo transport

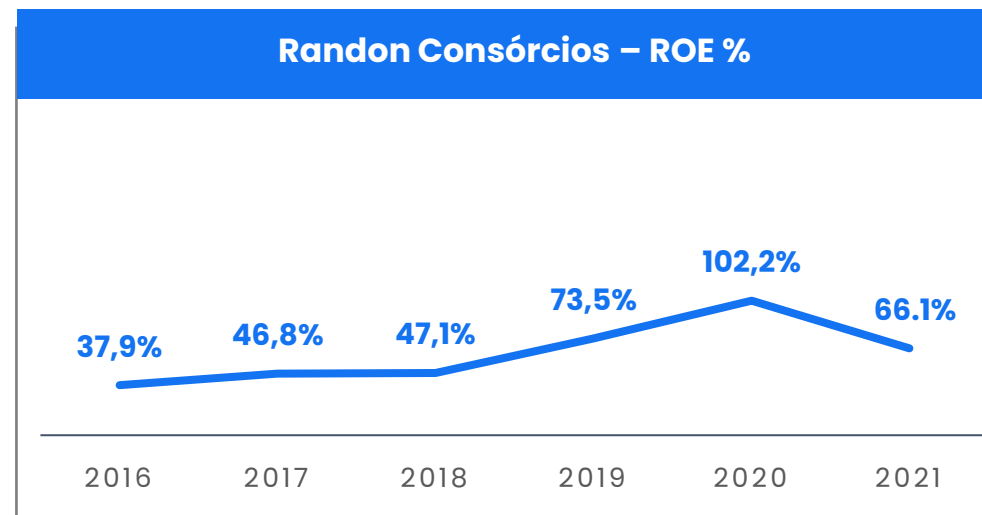
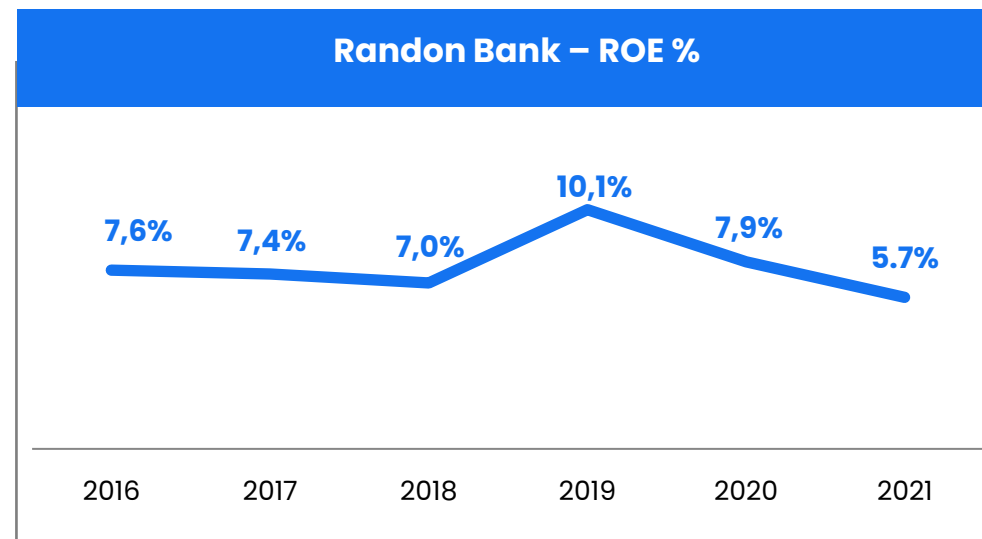
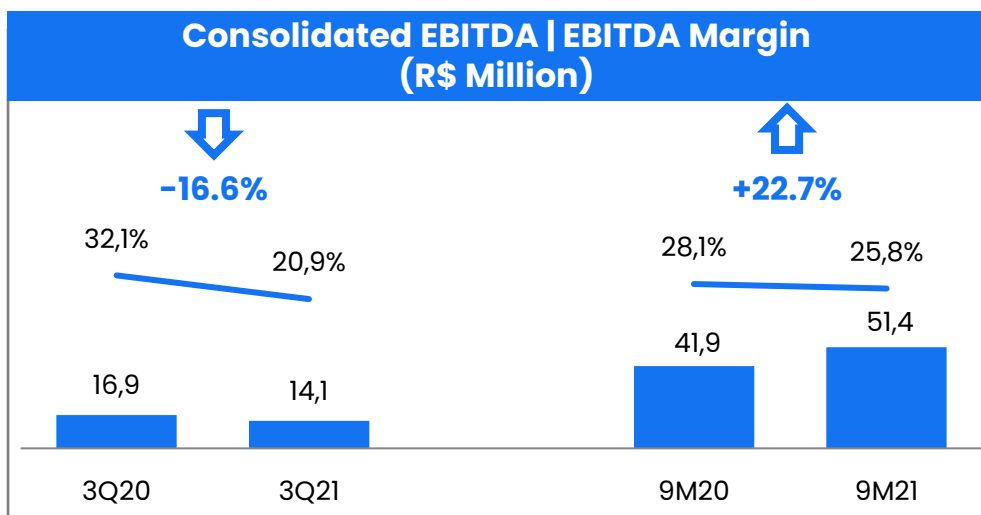
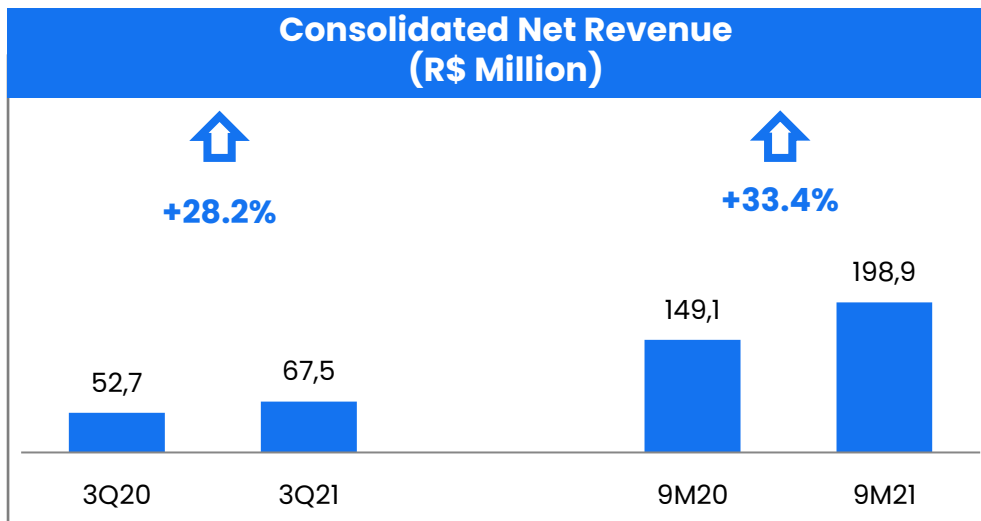


Banco Randon advances in its business transformation process



Segments | Financial and Digital Services

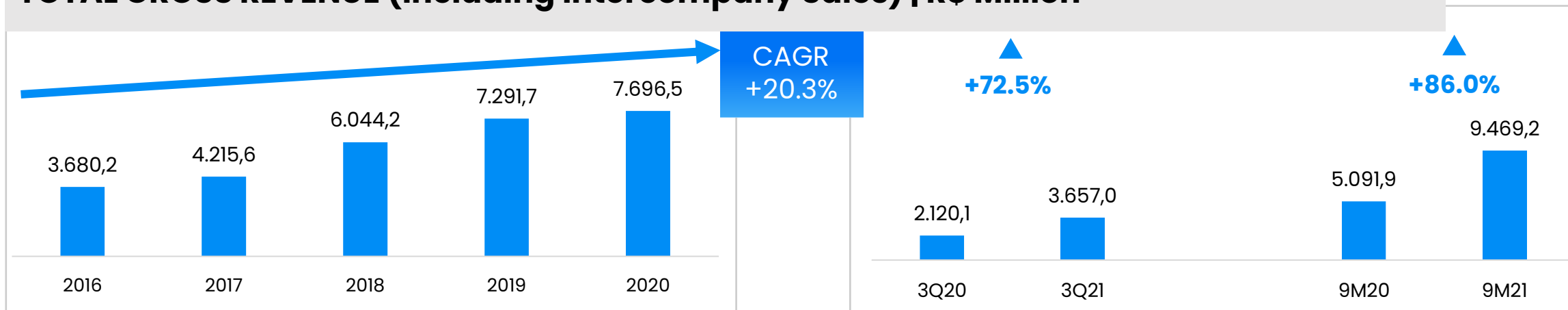
3Q21 PERFORMANCE



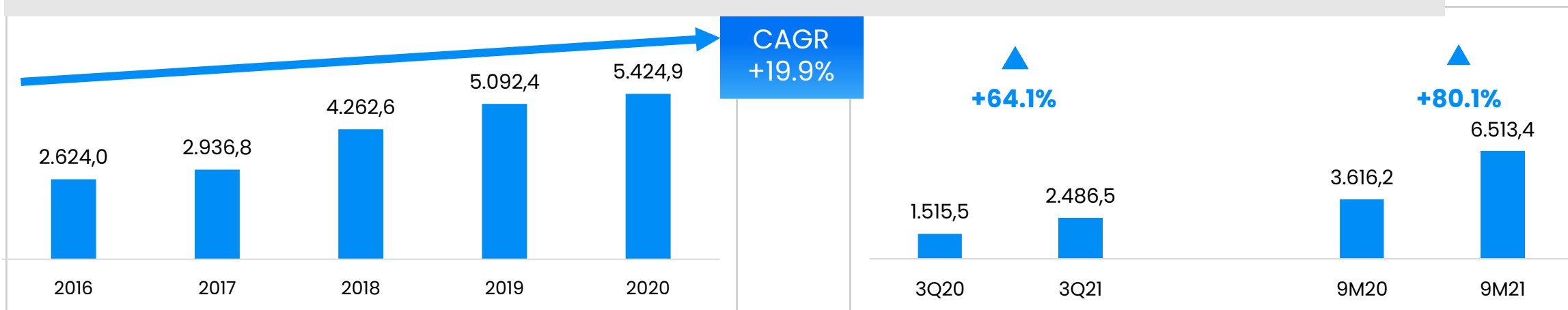
Support Material 3Q21

Operating Results

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

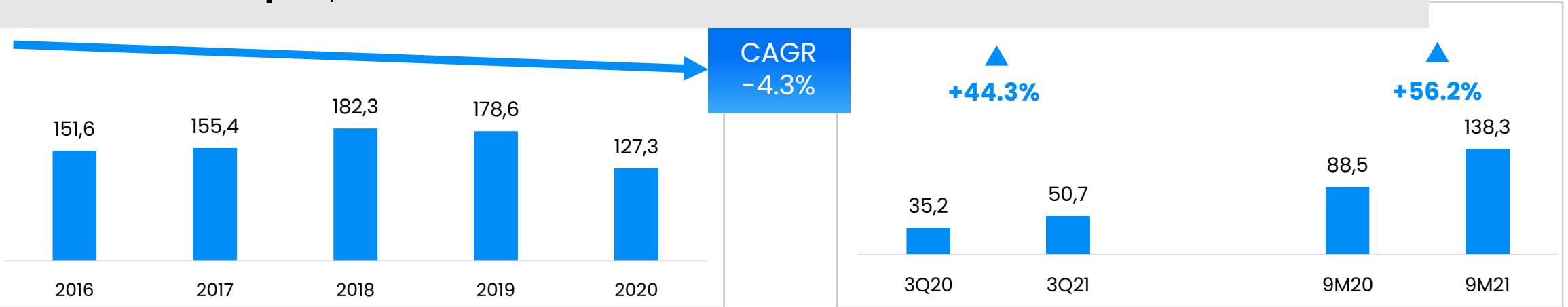


CONSOLIDATED NET REVENUE | R\$ Million

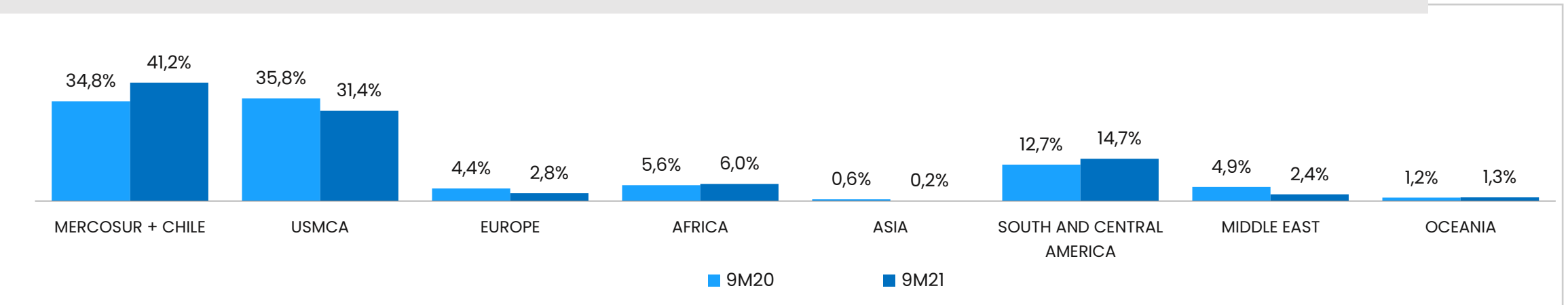


Operating Results

TOTAL EXPORTS | US\$ Million

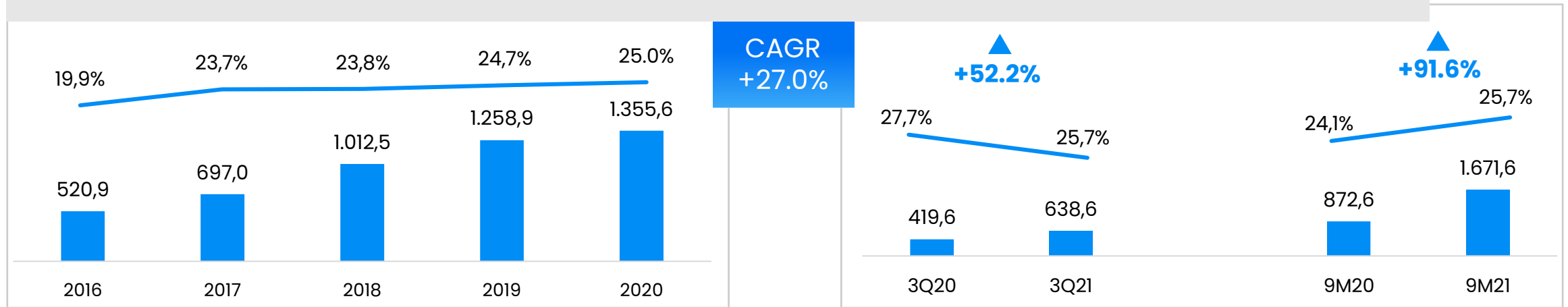


EXPORTS BY ECONOMIC REGION | US\$ Million



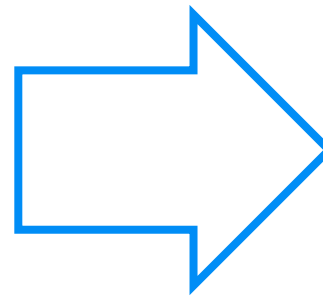
Operating Results

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

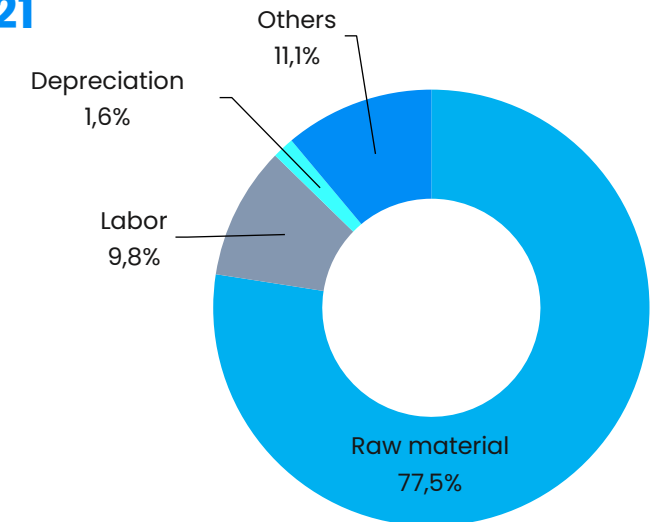


COGS 3Q21
R\$ 1.8 Bn
(74.3% o/CNR)

COGS DISTRIBUTION 3Q21

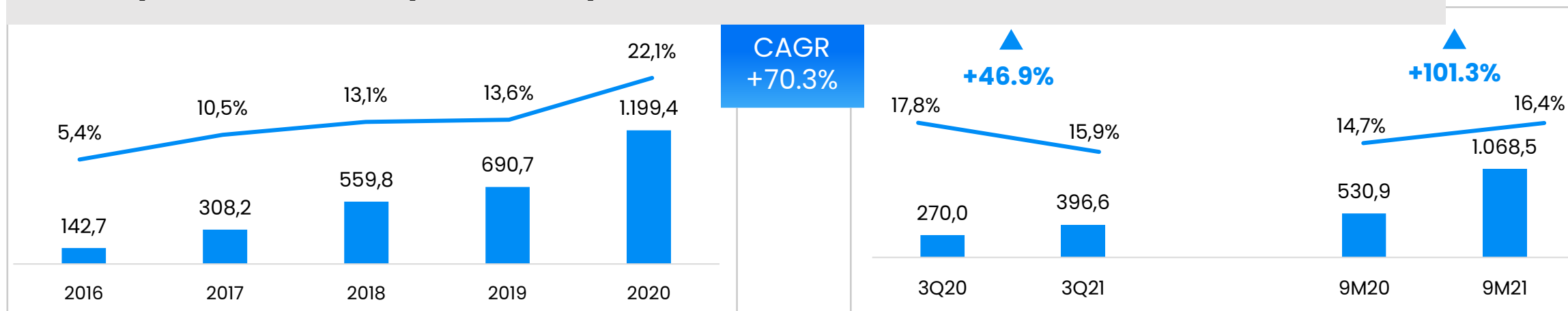


3Q21 COGS BREAKDOWN

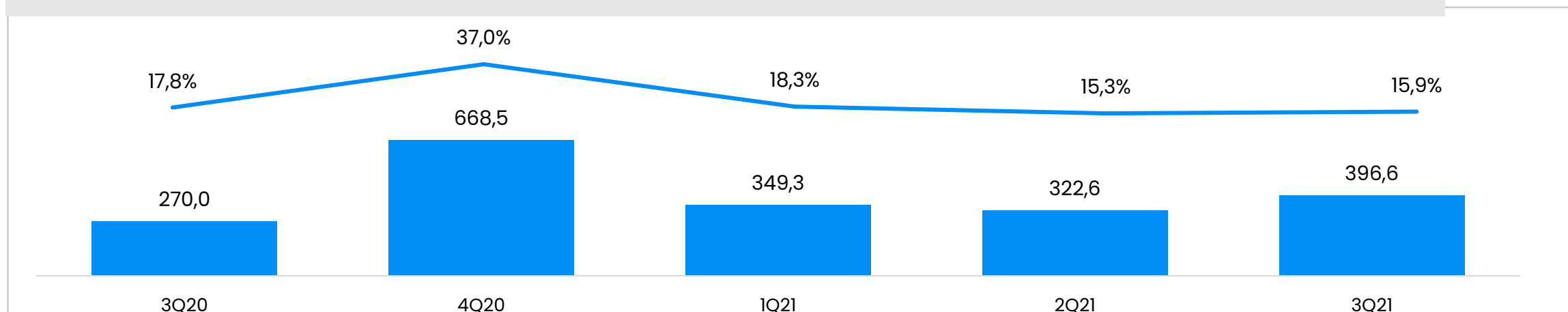


Operating Results

EBITDA | EBITDA MARGIN | R\$ Million | %

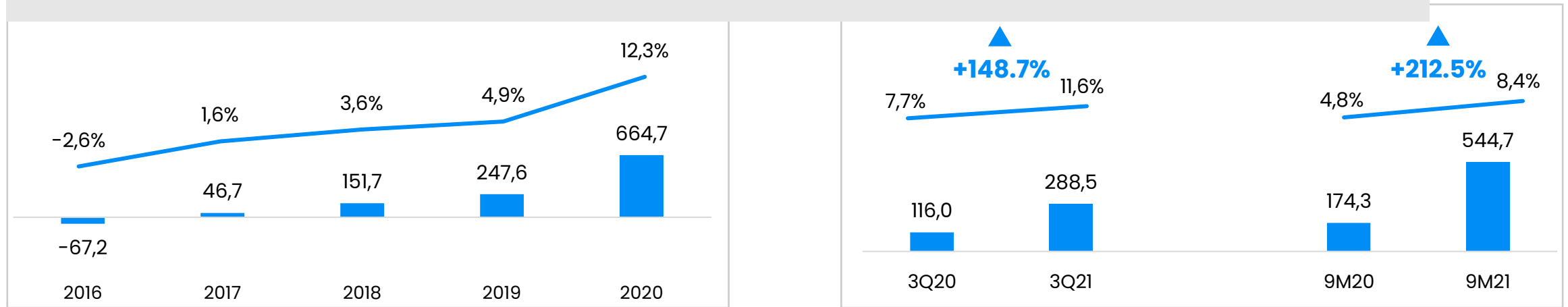


EBITDA | EBITDA MARGIN QUARTERLY | R\$ Million | %

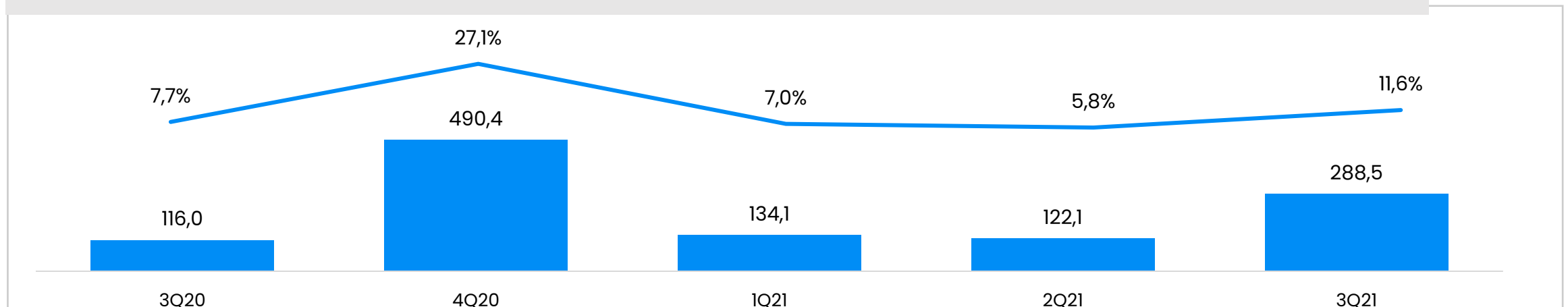


Financial Results

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

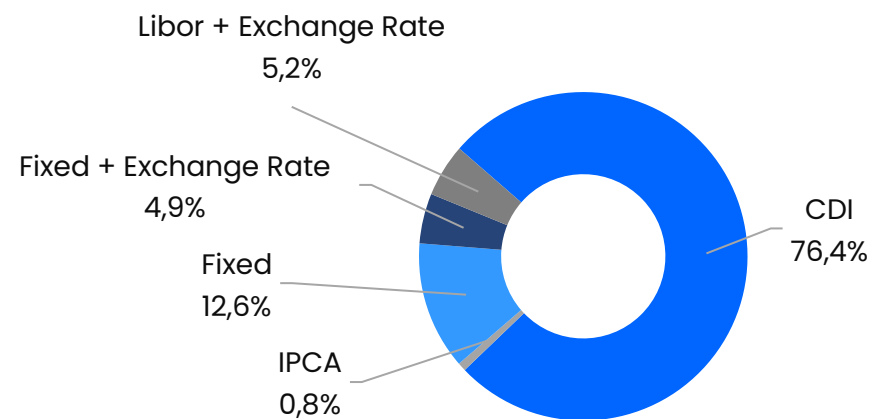


NET PROFIT | NET MARGIN QUARTERLY | R\$ Million | %



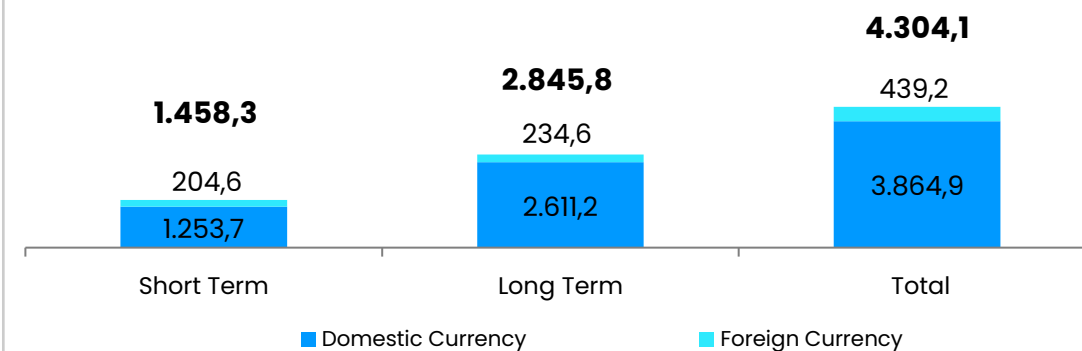
Indebtedness

DEBT INDEXES

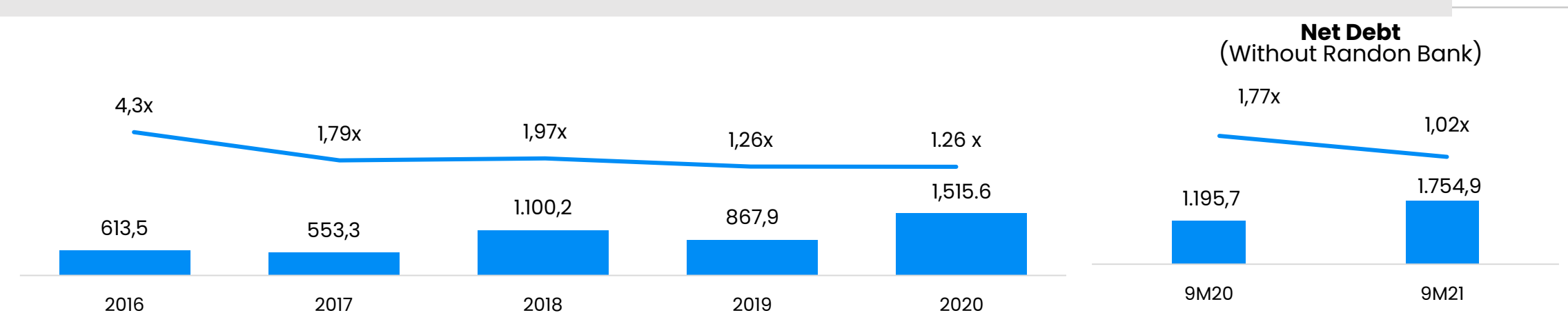


ORIGIN OF DEBT SHORT AND LONG TERM

R\$ Million

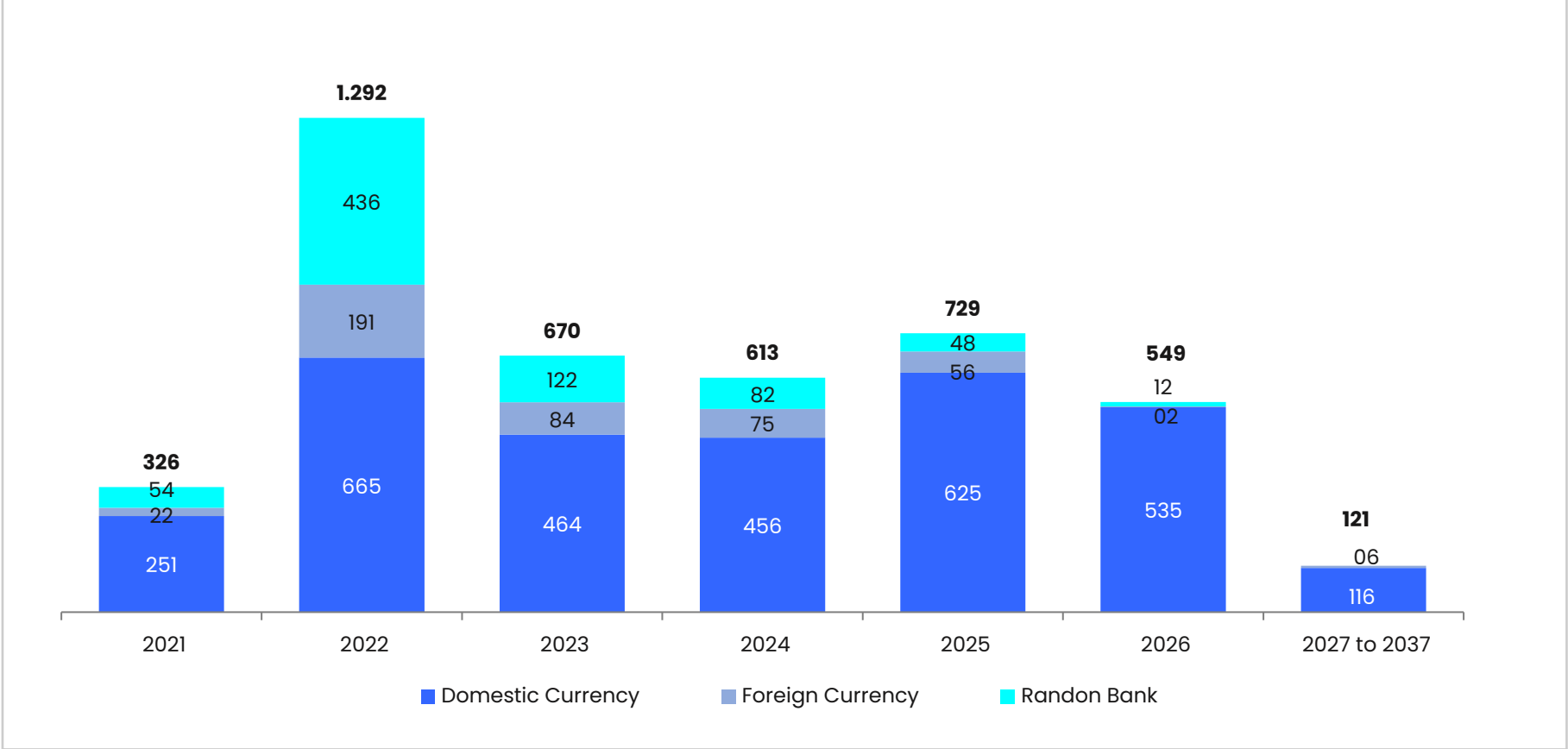


INDEBTEDNESS | NET DEBT / EBITDA | R\$ Million



Indebtedness

SCHEDULE OF DEBT PAYMENT | R\$ Million



Quarterly Information

R\$ million | %

	3Q2020	4Q2020	2020	1Q2021	2Q2021	3Q2021
Consolidated Net Revenue	1,515.5	1,808.6	5,424.8	1,913.1	2,113.8	2,486.5
% Trailers	45.4%	42.0%	44.4%	40.2%	43.8%	45.0%
% Auto Parts	51.1%	54.9%	51.8%	56.6%	52.9%	52.3%
% Financial and Digital Services	3.5%	3.1%	3.8%	3.2%	3.3%	2.7%
Consolidated Gross Profit	419.6	483.0	1,355.6	512.4	520.6	638.6
% Gross Margin	27.7%	26.7%	25.0%	26.8%	24.6%	25.7%
EBITDA	270.0	668.5	1,199.4	349.3	322.6	396.6
% EBITDA Margin	17.8%	37.0%	22.1%	18.3%	15.3%	15.9%
Net Profit	116.0	490.4	664.7	134.1	122.1	288.5
% Net Margin	7.7%	27.1%	12.3%	7.0%	5.8%	11.6%



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