



VIDEO CONFERENCE **RESULTS**

4Q22

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

4Q22



Sérgio L. Carvalho
CEO

Strategy

Paulo Prignolato
CFO and IRO

Our Results

Esteban Angeletti
IR and Corporate Finance
Director

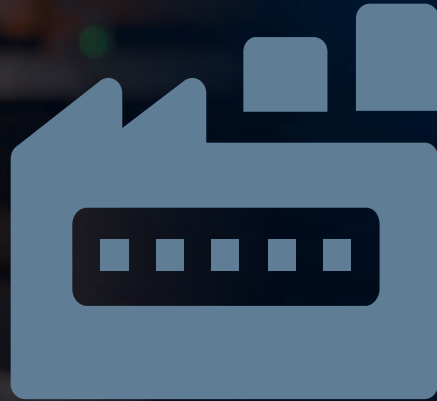
Our Verticals

Q&A

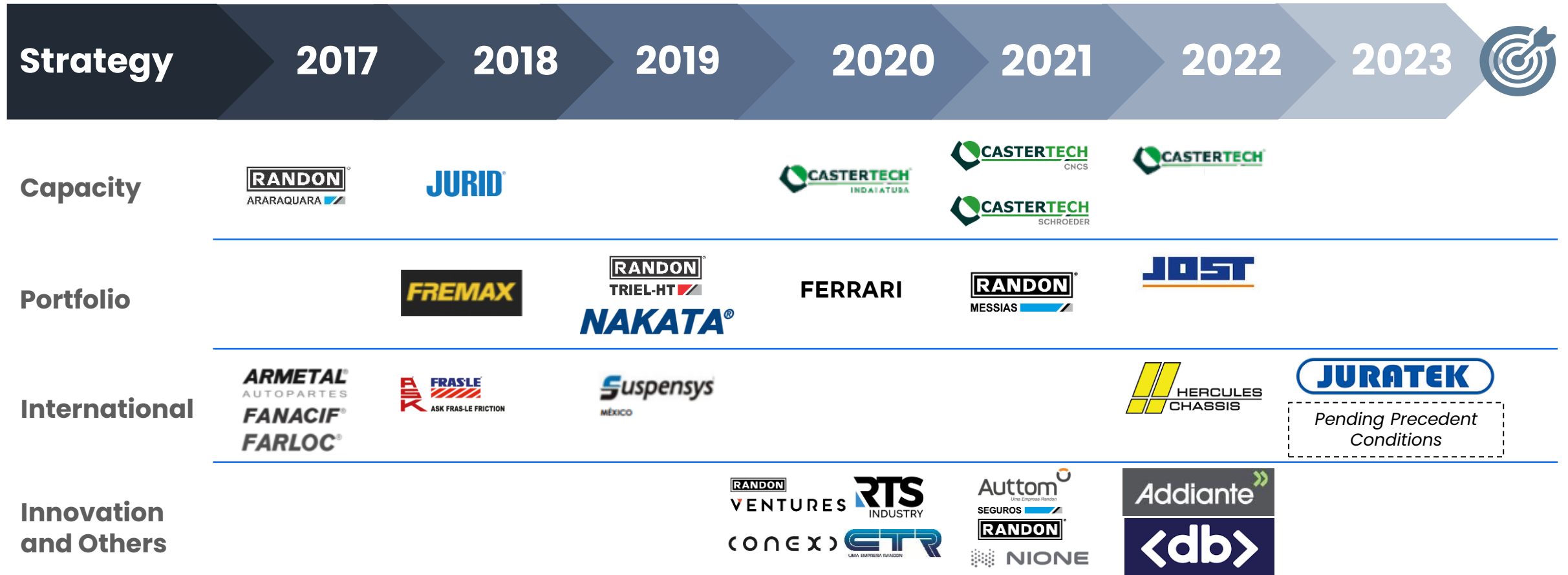
We are more than **60** companies

We are more than **15** thousand people

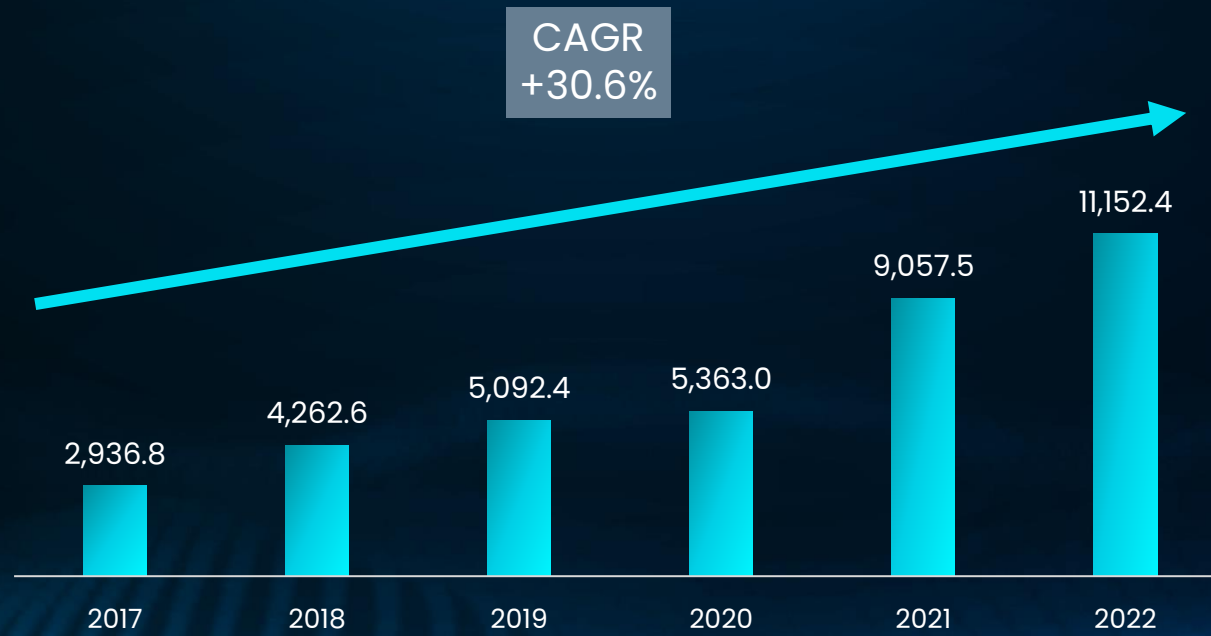
We generate more than R\$ **4.5B** of value through our operations



Expansion



Accelerated Growth



2022 Highlights

Net Revenue
R\$ 11.2 B

International Market
Revenues
US\$ 436.5 M

EBTDA
R\$ 1.5 B – 13.5%

Net Profit
R\$ 471.7 M

R\$ 1.2 B
invested

Net Debt
Without Randon Bank
R\$ 1.6 B
(1.08x EBTDA)

ROE
18.7%

ROIC
14.5%

Market Cap
R\$ 2.7 B

+ 30 K
trailers

+ 98 million
pieces of friction
materials

+ 976 K
brakes

+ 100 K tons
cast and machined
itens

+ 136 K
coupling systems

+ de 185 K
axles and suspensions

+ de 22 K
coop-payment quotas

Guidance 2022

HIGHLIGHTS:

- Revenue growth due to good market demand and our expansion and internationalization strategy
- International market gained relevance with the company expansion to the US
- EBITDA at good levels, but hit by inflation and fierce competition
- Investments for modernization, efficiency and sustainability

Indicator	Guidance 2022	Accomplished
Consolidated Net Revenue	R\$ 9.5B ≤ X ≤ 11.0B	R\$ 11.2B
International Markets Revenue ¹	US\$ 320M ≤ X ≤ US\$ 370M	US\$ 436M
EBITDA Margin	13% ≤ X ≤ 16%	13.5%
Investments ²	R\$ 340M ≤ X ≤ R\$ 370M	R\$ 347M

¹ Value refers to the total exports from Brazil and the revenues generated by operations abroad, without intercompany sales.

² Value refers to organic investments.

4Q22 HIGHLIGHTS

FIGURES

Consolidated Net Revenue

R\$ 2.8B

International Markets Revenues

US\$ 102.6M

Consolidated EBTDA

R\$ 322.3M
11.3% s/RL

Net Profit

R\$ 89.4M
3.1% s/RL

CAPEX

R\$ 131.8M

Net Debt | Leverage
(Without Randon Bank)

R\$ 1.6B
1.08x

ROE

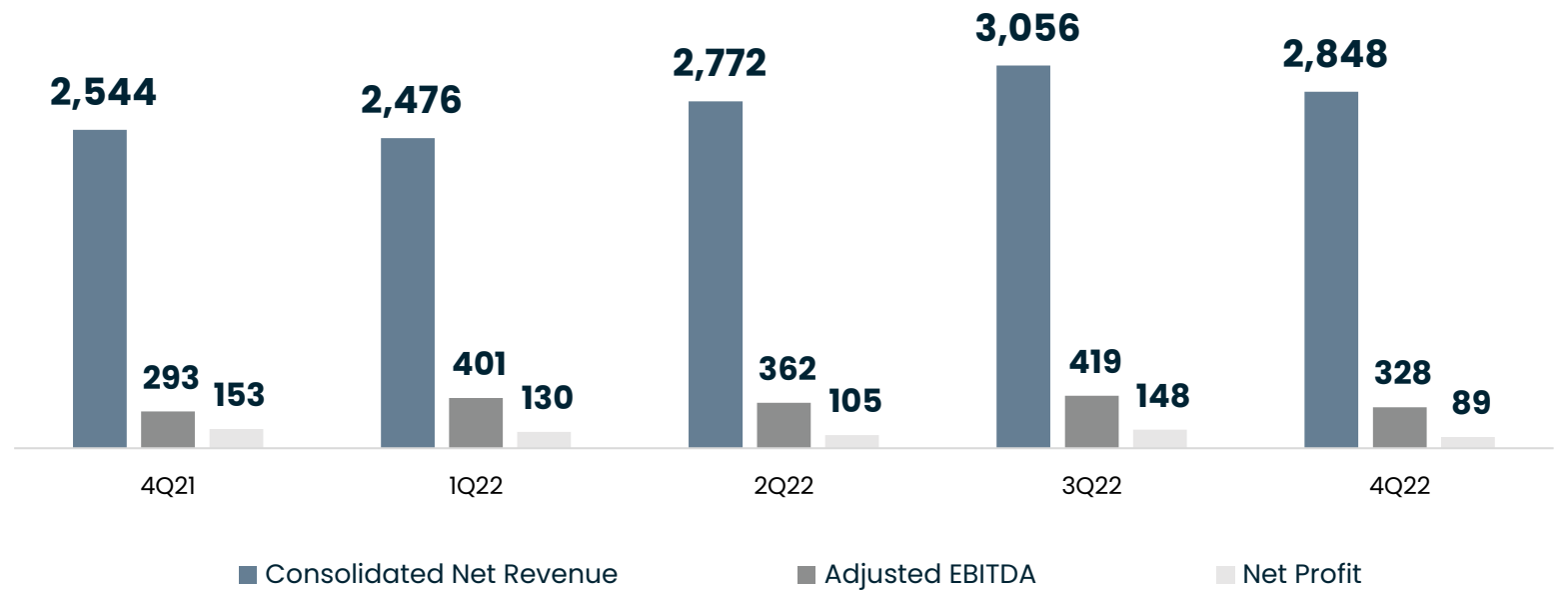
18.7%

ROIC

14.5%



CONSISTENT RESULTS



R\$ Million





		4Q22	4Q21	Δ%	3Q22	Δ%	2022	2021	Δ%
Production	Trucks	45,141	40,508	11.4%	44,903	0.5%	161,816	158,810	1.9%
	Trailers ³	22,089	23,556	-6.2%	23,975	-7.9%	88,537	95,387	-7.2%
Brazil Sales	Trucks ¹	33,480	33,406	0.2%	35,557	-5.8%	126,642	128,679	-1.6%
	Trailers ²	20,450	22,061	-7.3%	22,373	-8.6%	82,837	90,323	-8.3%
Exports	Trucks ¹	7,478	6,040	23.8%	6,839	9.3%	25,455	22,699	12.1%
	Trailers ³	1,639	1,495	9.6%	1,602	2.3%	5,700	5,064	12.6%

¹ Anfavea

² Anfir

³ Anfir + Aliceweb

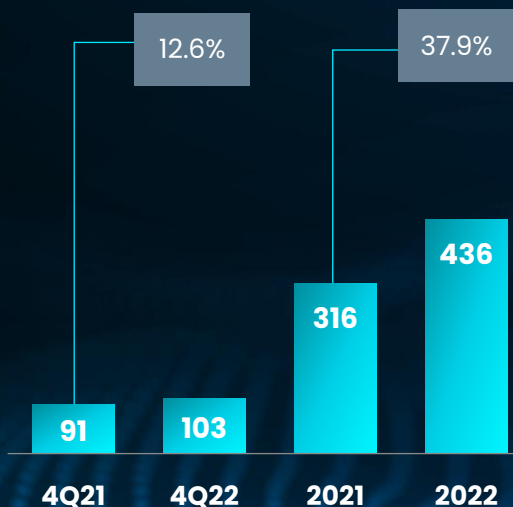
Volumes in units

CONSOLIDATED RESULTS 4Q22

Consolidated Net Revenue
(R\$ Million)



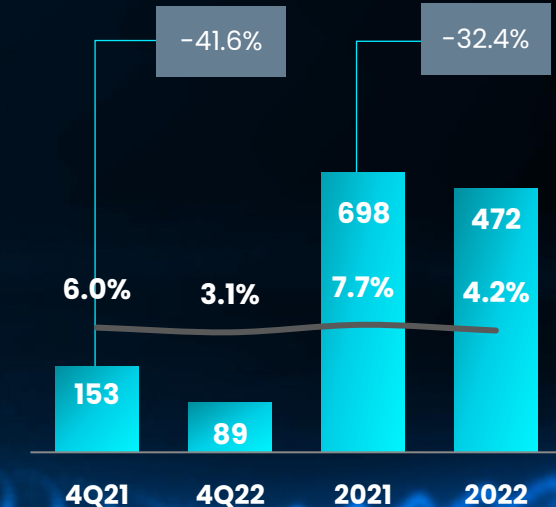
International Markets
(US\$ Million)



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



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

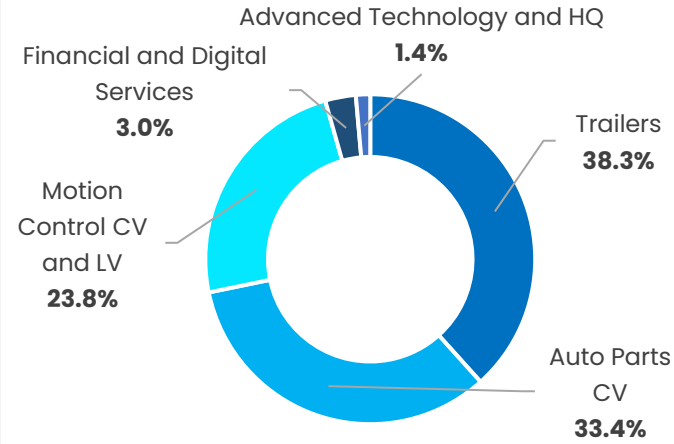


We achieved and even surpassed our Guidance for 2022, due to the combination of a diversified business model and good market performance

MODEL DIVERSIFIED BUSINESS

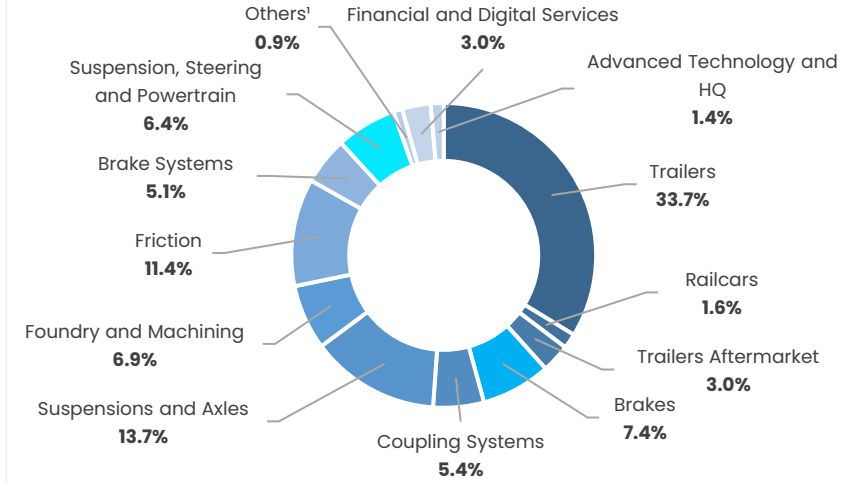


%Net Revenue by Business Vertical 4Q22



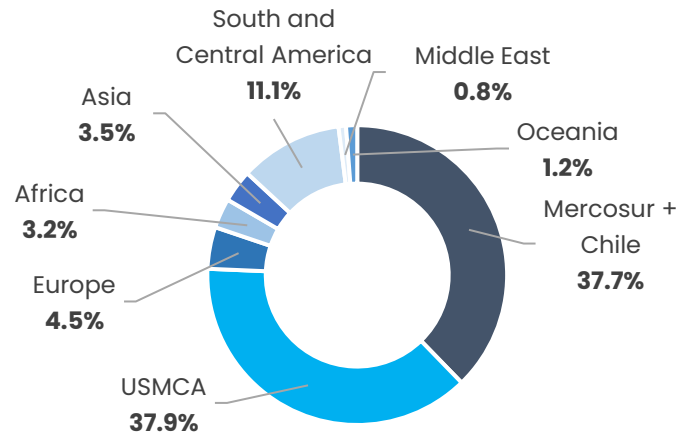
Note: CV – Commercial Vehicles | LV – Light vehicles | HQ – Headquarter

%Net Revenue by Product 4Q22

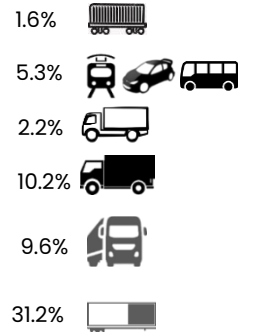
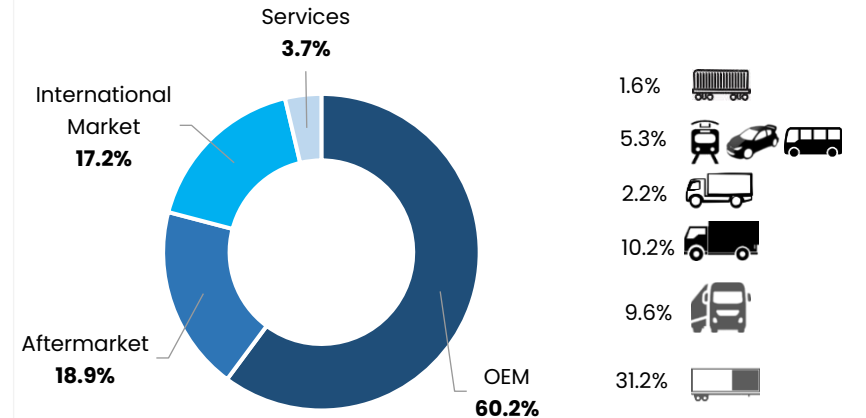


¹ For the opening of the Others line, see attachment IV of the Fras-le Release

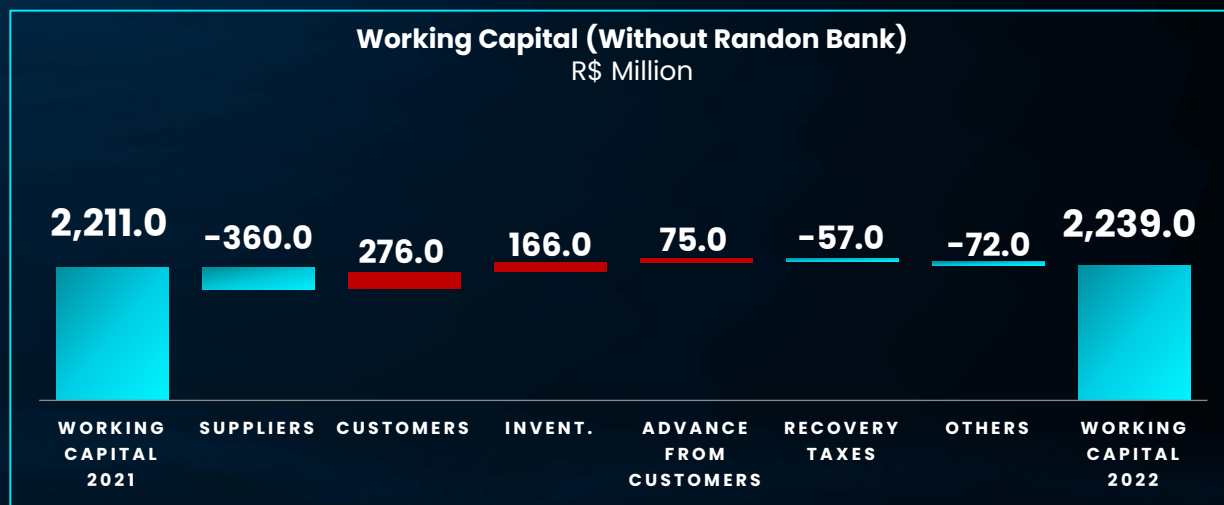
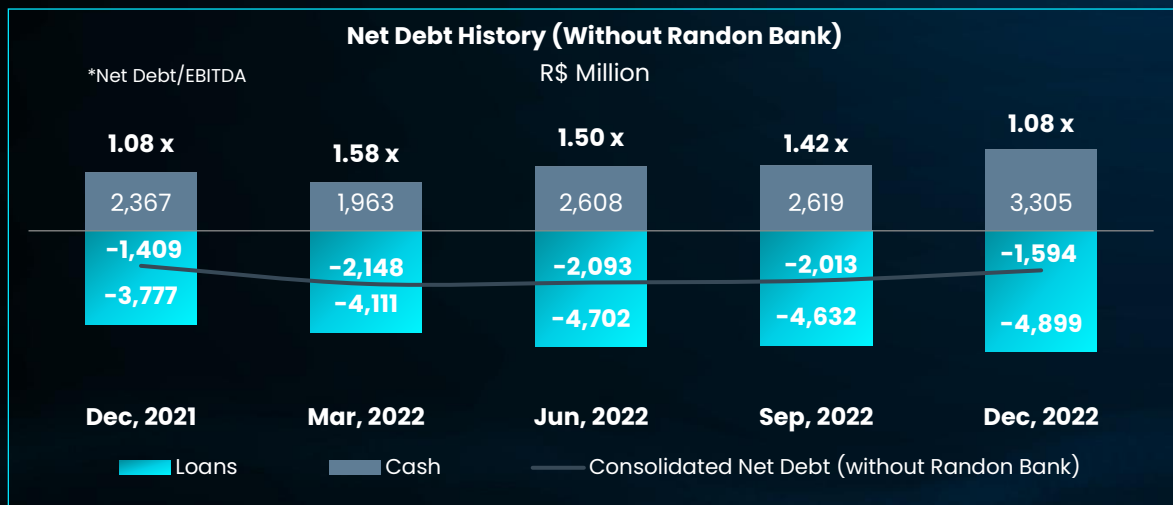
%International Market Revenues by Region 4Q22



%Net Revenue by Segment 4Q22



FINANCIAL HIGHLIGHTS 4Q22



Total Gross Debt

Total Gross Debt	R\$ 6,144
Gross Debt in domestic currency (without Randon Bank)	R\$ 3,956
Randon Bank's Gross Debt	R\$ 1,245
Gross Debt in foreign currency	R\$ 582
Business Combination	R\$ 361

USD rate on December 31, 2022

R\$ 5.2177

Average cost of bank debt in Domestic Currency

15.3% per year

Average cost of bank debt in Foreign Currency

6.9% per year

Average bank debt term

3.1 years

Average bank debt term without Randon Bank

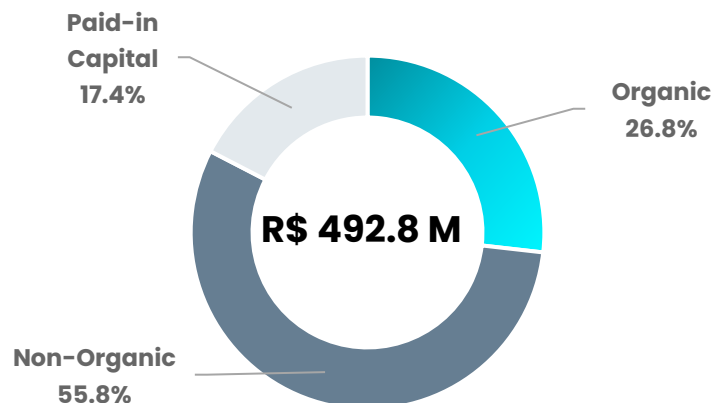
3.3 years

Lower net debt compared to 9M22, due to working capital reduction and higher gross cash generation.



INVESTMENTS

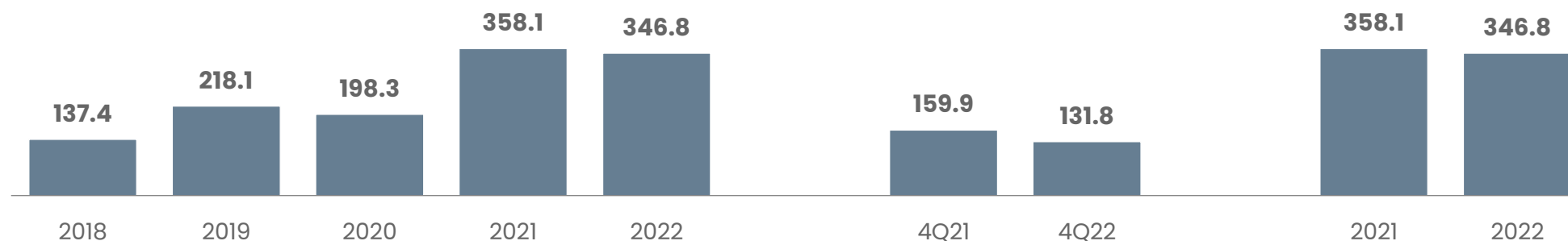
Total Investments 4Q22



4Q22 HIGHLIGHTS

- > **R\$ 275.0M** in non-organic, mainly for the acquisition of Hercules Enterprises
- > **R\$ 131.8M** invested in modernization of plants, acquisition of machines and expansion of machining capacity

Organic Investments History

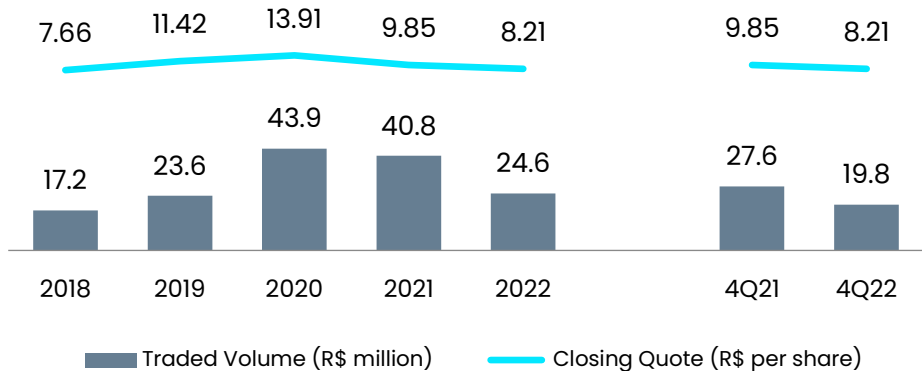


R\$ Million

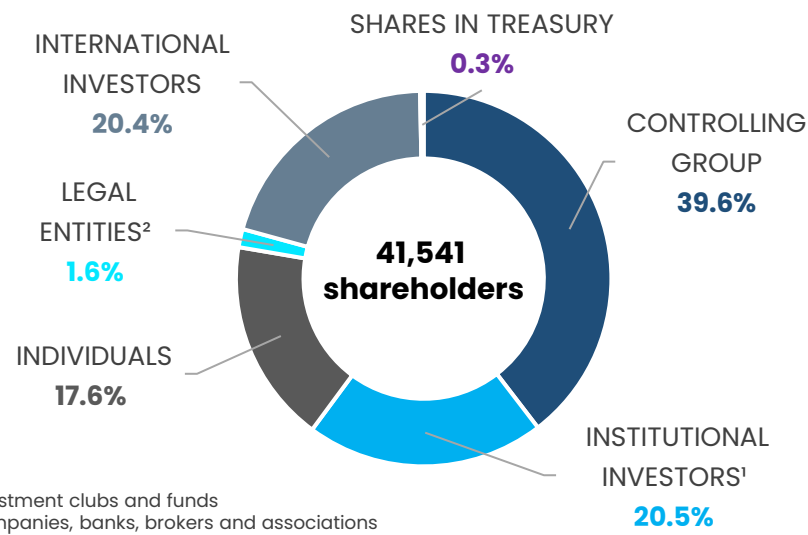


STOCK MARKET

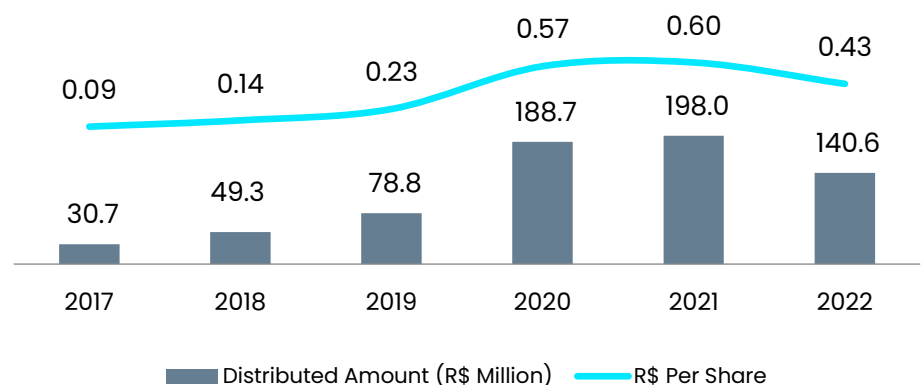
RAPT4 Price/Daily Liquidity



Shareholders Profile % total shares



Dividends and Interest on Equity¹



¹ Distribution by period of competence and without income tax

INTEREST ON EQUITY PAYMENT

On January 20, we started paying **R\$ 0.28932** per share (**R\$ 0.24592** excluding taxes) to shareholders holding the Company's shares on December 22, 2022.

RESULTS BY BUSINESS VERTICAL

TRAILERS



AUTO PARTS



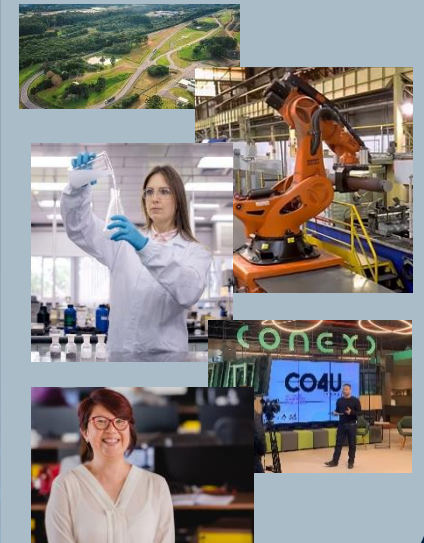
MOTION CONTROL



FINANCIAL AND DIGITAL SERVICES



ADVANCED TECHNOLOGY AND HEADQUARTER



VERTICAL TRAILERS

Net Revenue
R\$ 1.2B

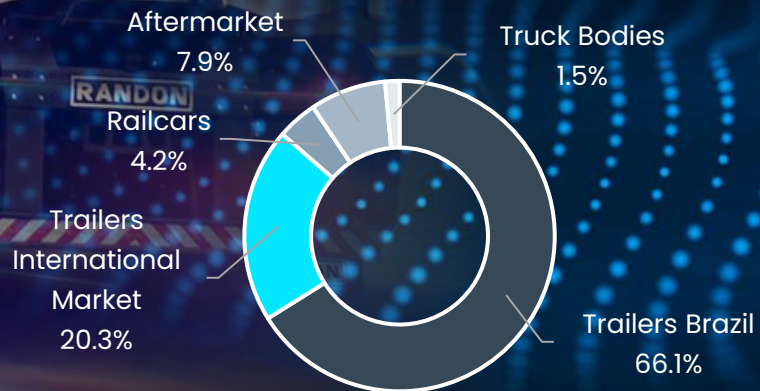
International Markets Revenues
US\$ 51.3M

EBITDA | Margin
R\$ 56.5M
4.7%

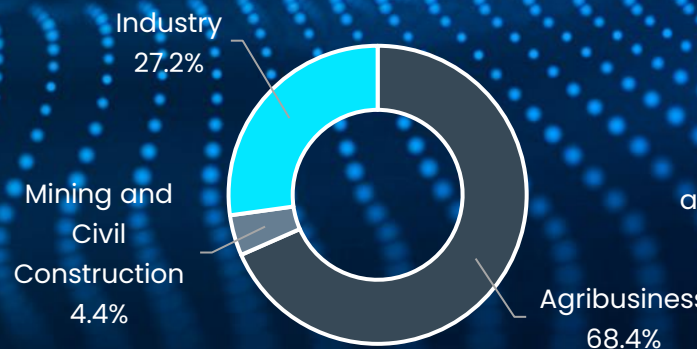
Investments
R\$ 301.9M

Volumes	4Q22	4Q21	Δ%	3Q22	Δ%	2022	2021	Δ%
Trailers Brazil (un.)	6,461	6,659	-3.0%	6,487	-0.4%	24,556	29,039	-15.4%
Trailers International Markets (un.)	1,999	1,249	60.0%	1,289	55.1%	5,786	4,207	37.5%
Railcars (un.)	100	147	-32.0%	123	-18.7%	342	459	-25.5%

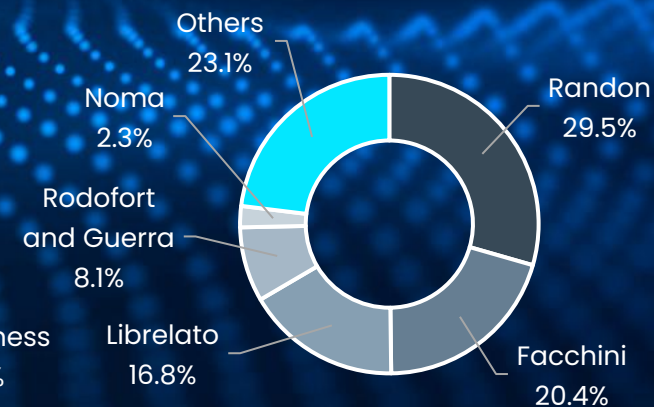
Net Revenue by Product Line %



Net Revenue Breakdown by Economic Sector %



Quarterly Market Share %



VERTICAL AUTO PARTS COMMERCIAL VEHICLES

Net Revenue
R\$ 1.0B

**International
Markets Revenues**
US\$ 12.0M

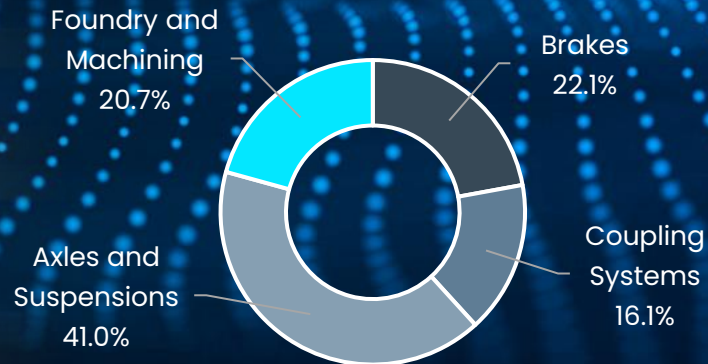
EBITDA | Margin
R\$ 167.3M
16.0%

Investments
R\$ 71.5M

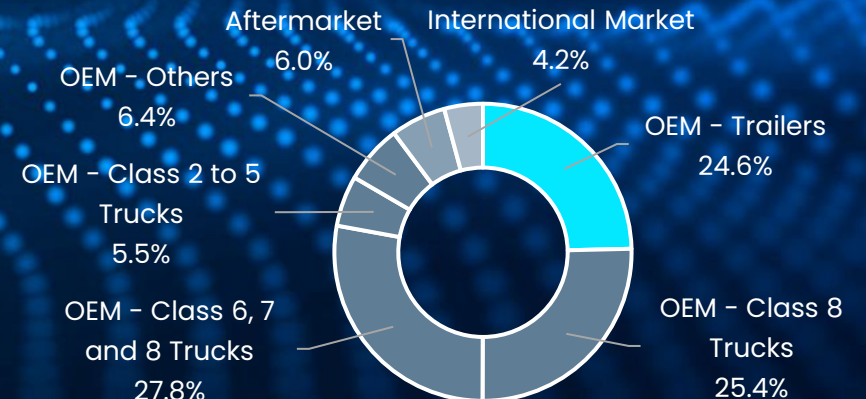
Volumes	4Q22	4Q21	Δ%	3Q22	Δ%	2022	2021	Δ%
Brakes (un.)	231,159	225,250	2.6%	258,136	-10.5%	976,063	917,532	6.4%
Coupling Systems (un.)	32,637	38,803	-15.9%	35,600	-8.3%	136,305	152,997	-10.9%
Suspensions and Axles (un.)	45,650	49,481	-7.7%	47,511	-3.9%	185,934	197,377	-5.8%
Foundry and Machining (tons) ¹	27,478	24,989	10.0%	29,815	-7.8%	110,070	87,798	25.4%

¹ 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 Product %



Net Revenue by Segment %



VERTICAL MOTION CONTROL

COMMERCIAL AND LIGHT VEHICLES

Net Revenue
R\$ 746.8M

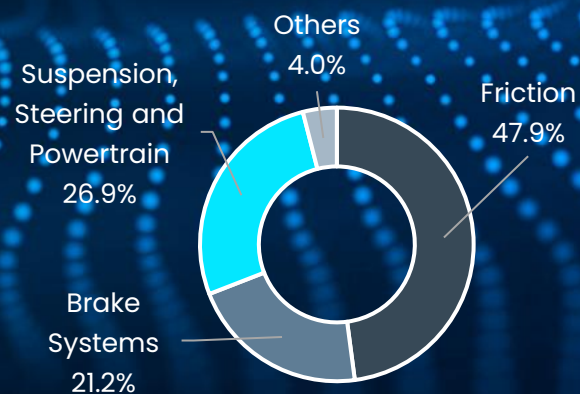
International Markets Revenues
US\$ 62.9M

EBITDA | Margin
R\$ 84.1M
11.3%

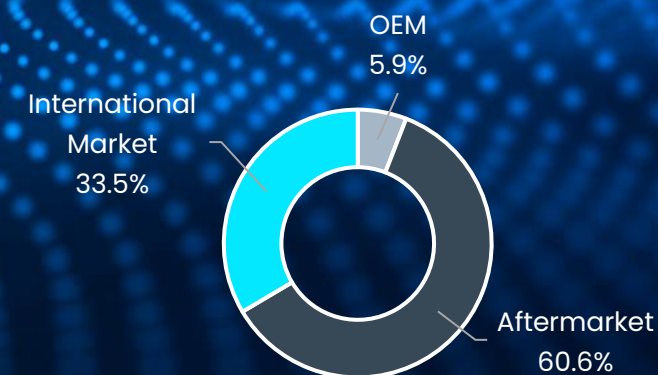
Investments
R\$ 76.6M

Volumes	4Q22	4Q21	Δ%	3Q22	Δ%	2022	2021	Δ%
Friction Materials (Thousand/un.)	25,231	23,417	7.7%	23,981	5.2%	98,541	102,053	-3.4%
Components Braking Systems (Thousand/un.)	2,200	1,942	13.3%	2,141	2.7%	8,655	8,497	1.9%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,032	4,282	-5.8%	4,431	-9.0%	16,602	15,566	6.6%

Net Revenue by Product %



Net Revenue by Segment %



VERTICAL

FINANCIAL AND DIGITAL SERVICES

Net Revenue
R\$ 95.3M

EBITDA | Margin
R\$ 48.2M
50.6%

Investments in Startups
R\$ 25.3M

8 Startups invested and
18 co-invested

Volumes	4Q22	4Q21	Δ%	3Q22	Δ%	2022	2021	Δ%
Coop-payment plan quotas sold	6,268	5,703	9.9%	7,457	-15.9%	22,199	16,669	33.2%

- > **Randon Consórcios** and **Randon Bank** reached record volumes and revenues
- > Addition of revenues from **Randon Corretora de Seguros** acquired in 2021
- > Impact of the adoption of CPC 47 on **Randon Consórcios** in 2022
- > Acquisition of **DBServer**, concluded in February 2023
- > Structuring of **Addiante**, with start-up scheduled for 1H23



RANDON

Companies

VERTICAL

ADVANCED TECHNOLOGY AND HEADQUARTER

Net Revenue
R\$ 43.0M

EBITDA | Margin
R\$ 87.5M
203.8%

Equity Income¹
R\$ 103.2M

- › **Auttom** expanded its operations to the North American market
- › **RTS Industry** has increased operational efficiency in different industrial units, such as the new Ecoplate panel assembly line, for the grain semi-trailer, through its automated cells
- › **CTR** and **NIONE** have supported and developed new products and services, focusing on embedded electronics, electrification, smart materials and sustainability
- › **Conexo** launched the first edition of the *Serra Gaúcha* Innovation Ecosystem Mapping
- › ¹ Equity income is the result of the **Holding's** equity interest in the other verticals, which is eliminated in the consolidated results

SUPPORT

MATERIAL

 4Q22

RANDON[®]

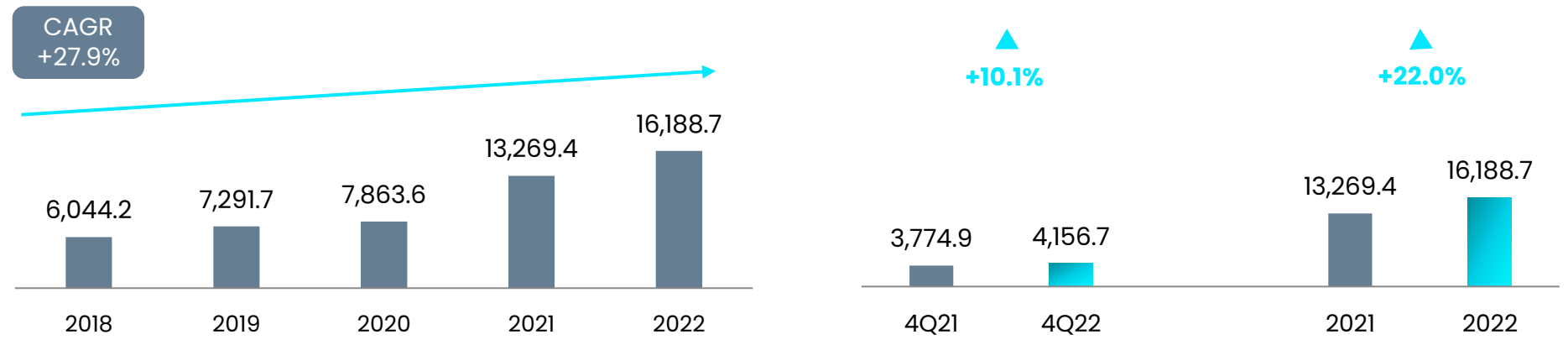
Companies

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

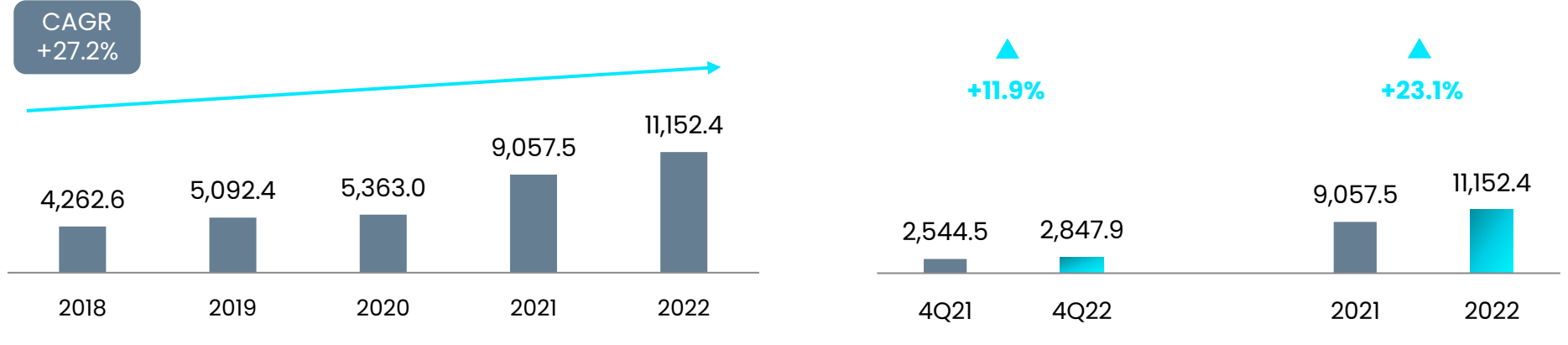


OPERATING RESULTS

Total Gross Revenue (Including Intercompany Sales) | R\$ Million



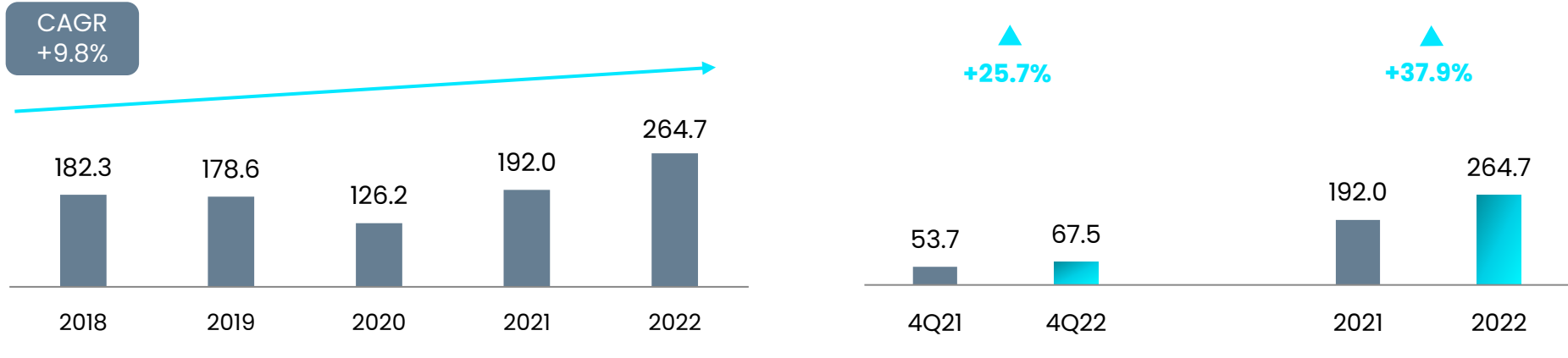
Consolidated Net Revenue | R\$ Million



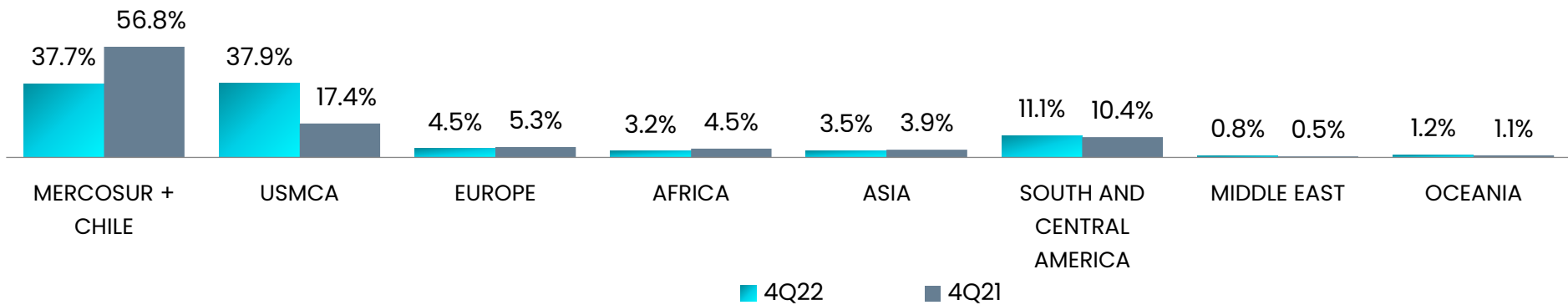


OPERATING RESULTS

Total Exports | US\$ Million



International Market Revenues By Region | US\$ Million

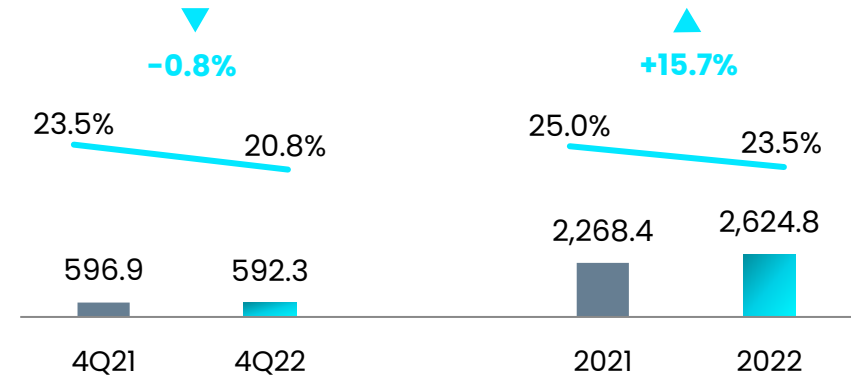
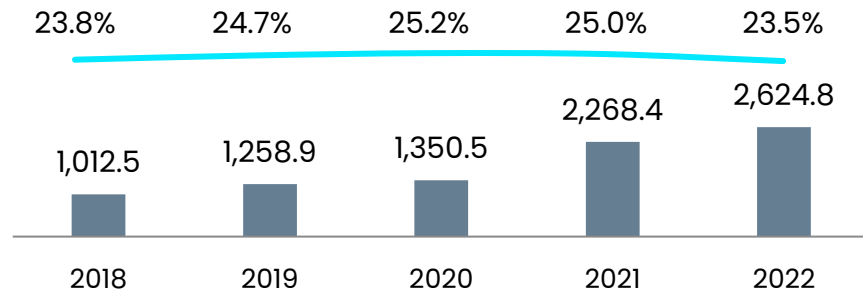




OPERATING RESULTS

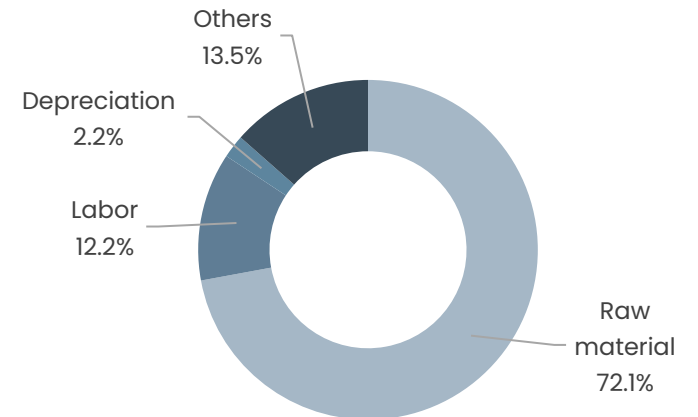
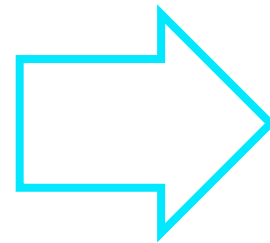
Gross Profit | Gross Margin | R\$ Million | %

CAGR
+26.9%



COGS 4Q22
R\$ 2.3 B
(79.2% o/CNR)

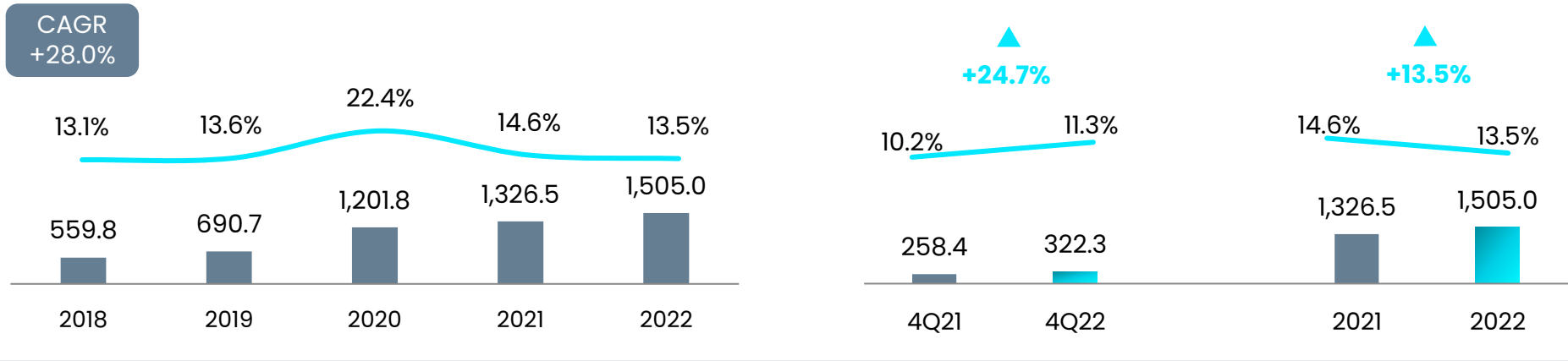
COGS DISTRIBUTION 4Q22



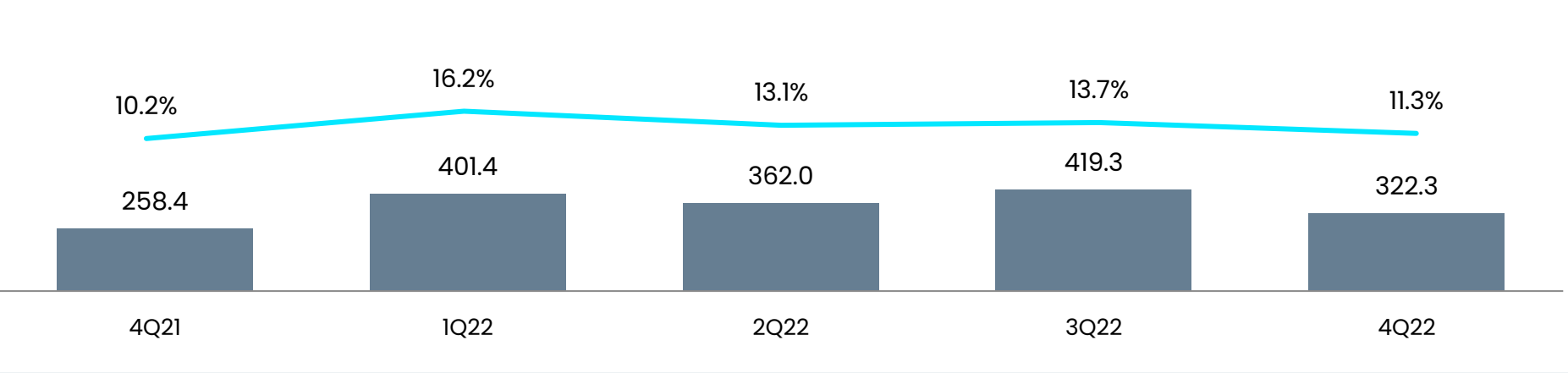


OPERATING RESULTS

EBITDA | EBITDA Margin | R\$ Million | %



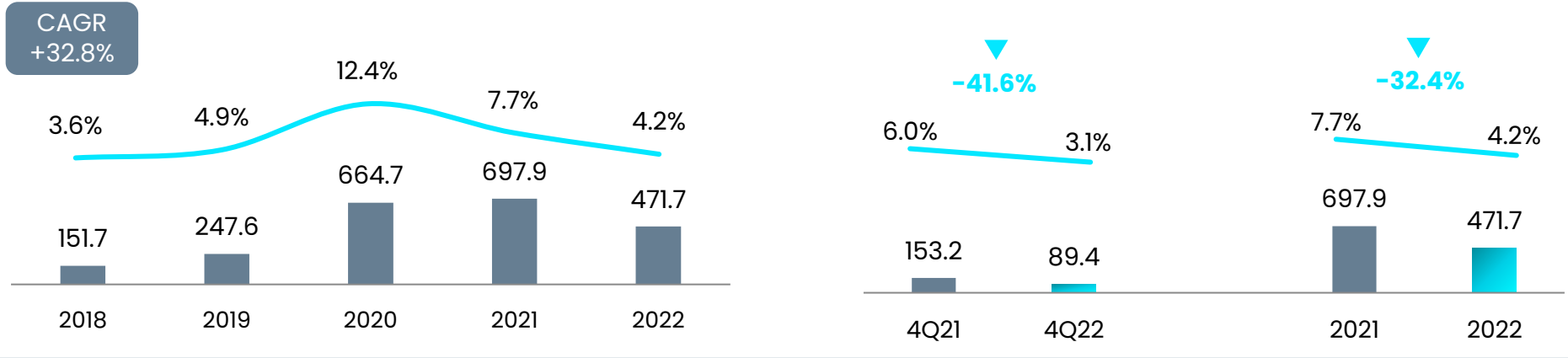
EBITDA | EBITDA Margin Quarterly | R\$ Million | %



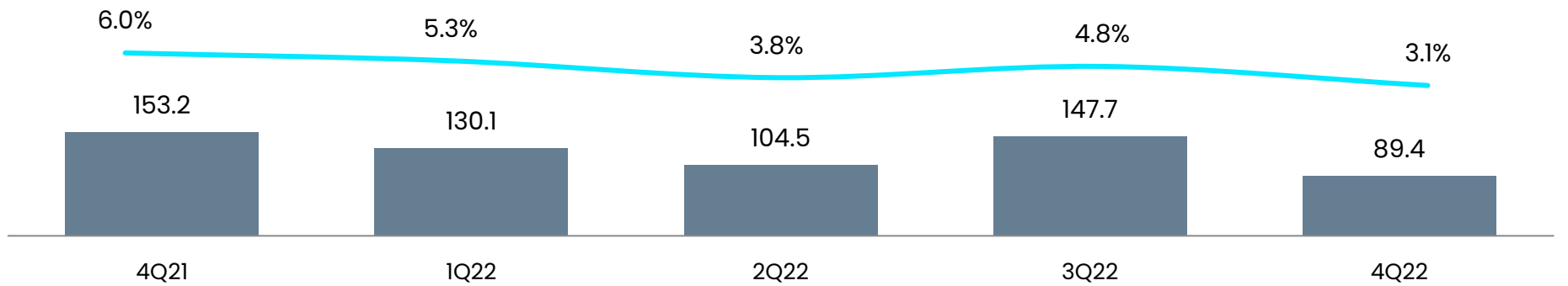


FINANCIAL RESULTS

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



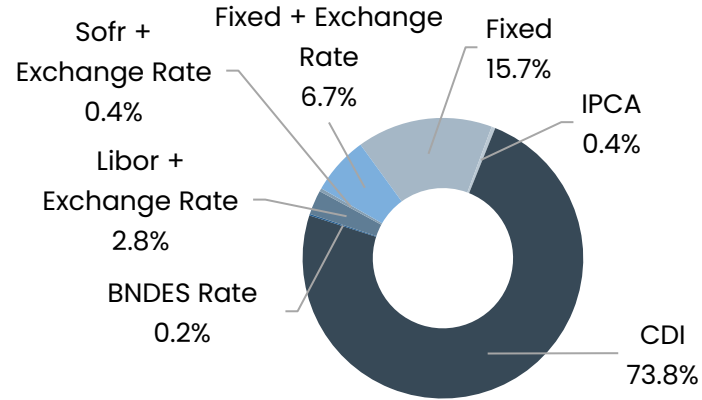
Net Profit | Net Margin Quarterly | R\$ Million | %



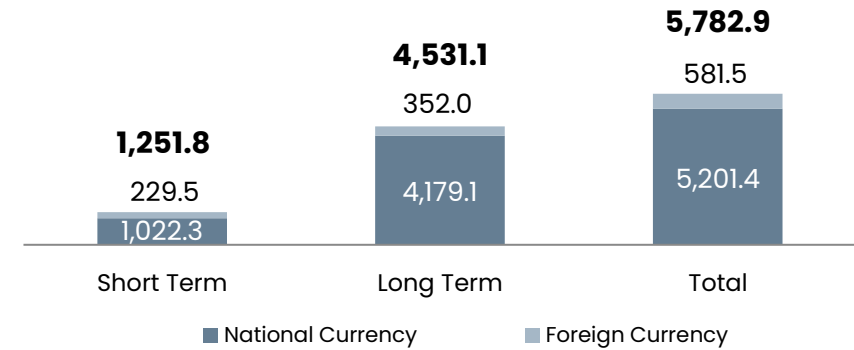


INDEBTEDNESS

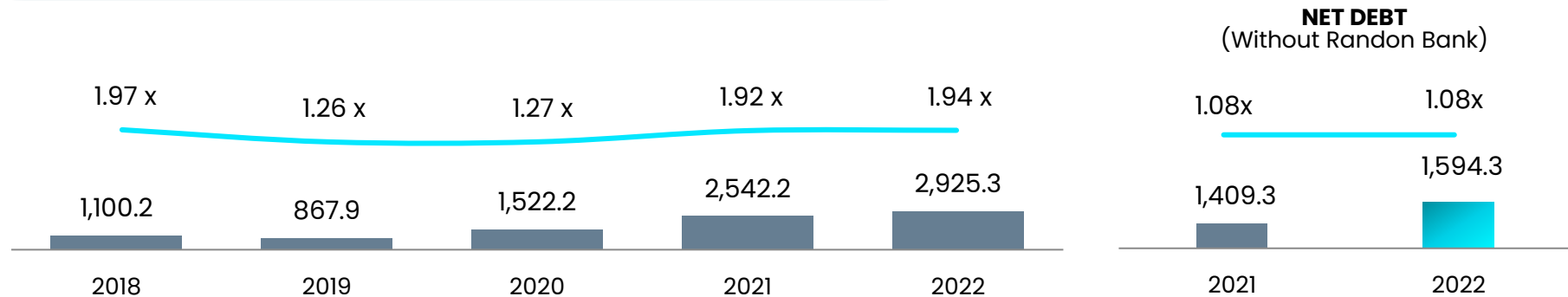
Debt Indexes



Origin Of Debt Short And Long Term | R\$ Million



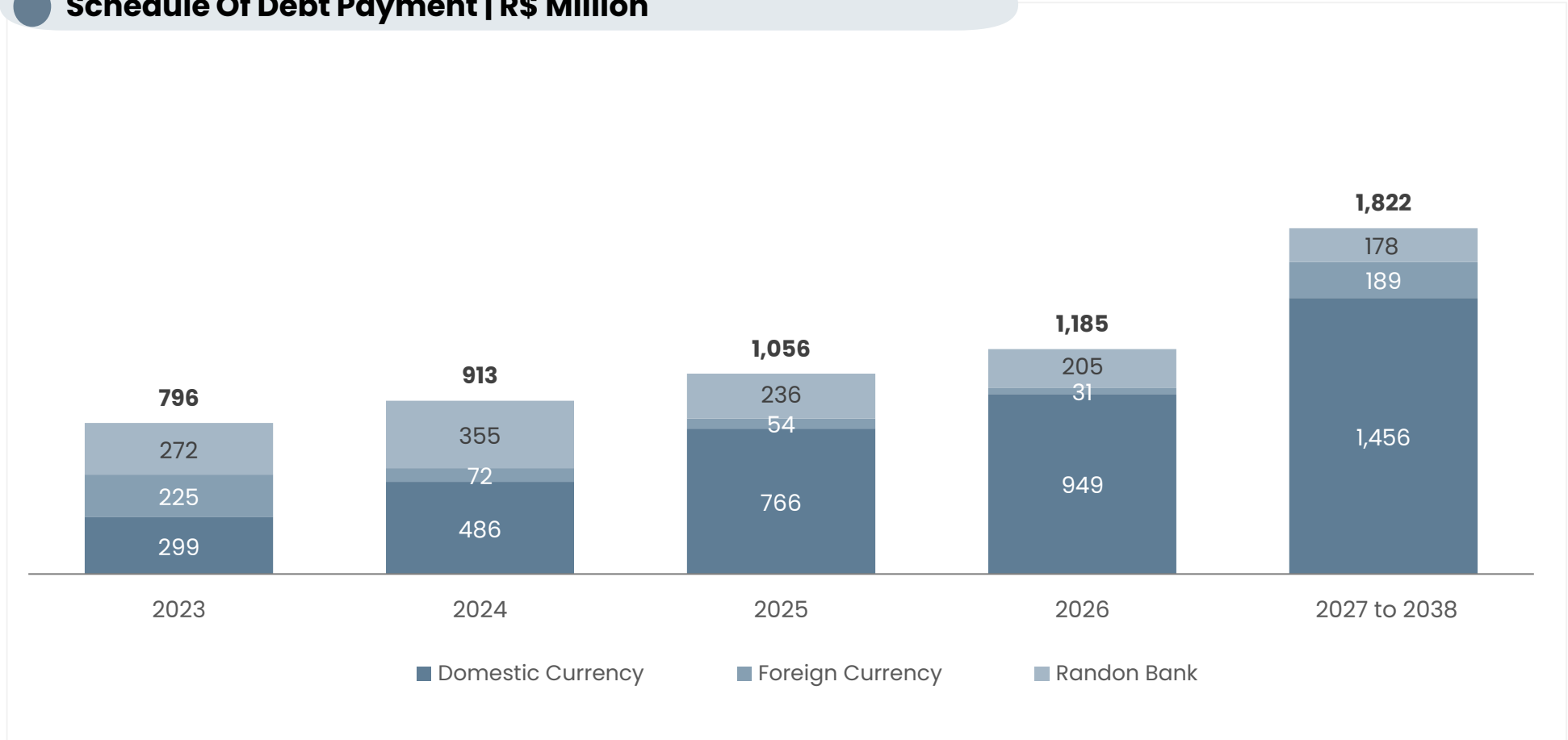
Indebtedness | Net Debt | EBITDA | R\$ Million





INDEBTEDNESS

Schedule Of Debt Payment | R\$ Million





QUARTERLY INFORMATION

R\$ MILLION | %

	4Q2021	2021	1Q2022	2Q2022	3Q2022	4Q2022
Net Revenue	2,877.5	10,180.9	2,819.6	3,070.0	3,384.8	3,133.4
% Trailers	38.2%	38.5%	35.4%	37.0%	37.4%	38.3%
% Auto Parts	33.3%	31.9%	34.9%	32.4%	33.1%	33.4%
% Motion Control	23.8%	25.4%	25.0%	25.5%	24.3%	23.8%
% Financial and Digital Services	3.1%	3.0%	3.6%	3.8%	4.0%	3.0%
% Advanced Technology and HQ	1.6%	1.2%	1.1%	1.3%	1.2%	1.4%
Consolidated Net Revenue	2,544.5	9,057.5	2,476.3	2,772.3	3,055.8	2,847.9
Consolidated Gross Profit	596.9	2,268.4	644.6	645.4	742.4	592.3
% Gross Margin	23.5%	25.0%	26.0%	23.3%	24.3%	20.8%
EBITDA	258.4	1,326.5	401.3	362.0	419.3	322.3
% EBITDA Margin	10.2%	14.6%	16.2%	13.1%	13.7%	11.3%
Net Income	153.2	697.9	130.1	104.5	147.7	89.4
% Net Margin	6.0%	7.7%	5.3%	3.8%	4.8%	3.1%



IR CONTACT

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