



VIDEO CONFERENCE **RESULTS**

3Q22

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

3Q22



Sérgio L. Carvalho
CEO

Strategy

Paulo Prignolato
CFO and IRO

Our Results

Esteban Angeletti
IR and Corporate Finance
Director

Our Verticals

Q&A

FENATRAN 2022

Products Highlighted

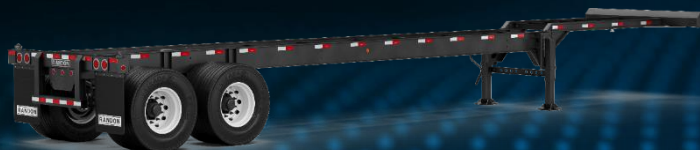
- > Randon Solar
- > Plataforma Modular
- > Randon Smart
- > Hybrid R
- > Fras-le Smart Composites
- > Auto Parts in partnership with NIONE
- > Auto Parts in Aluminum
- > Auto-Directional Axle
- > Suspensys Unisys



3Q22 HIGHLIGHTS

Acquisitions and New Business

Trailers



Access the QR-Code to watch the videoconference about the closing of this acquisition.

INTERNACIONALIZATION

Auto Parts

Acquisition of the assets of **FUNDIÇÃO BALANCINS**



Access the QR-Code to know more about this acquisition.

CAPACITY

F&D Services

Closing Joint Venture in partnership with Gerdau



Access the QR-Code to know more about the closing of this partnership.

PORTFOLIO

3Q22 HIGHLIGHTS

FIGURES

Consolidated Net Revenue

R\$ 3.1B

Revenues from International Markets

US\$ 121.5M

Consolidated EBITDA

R\$ 419.3M
13.7% o/CNR

Net Profit

R\$ 147.7M
4.8% o/CNR

CAPEX

R\$ 96.6M

Net Debt | Leverage
Without Randon Bank

R\$ 2.0B
1.42x

ROE

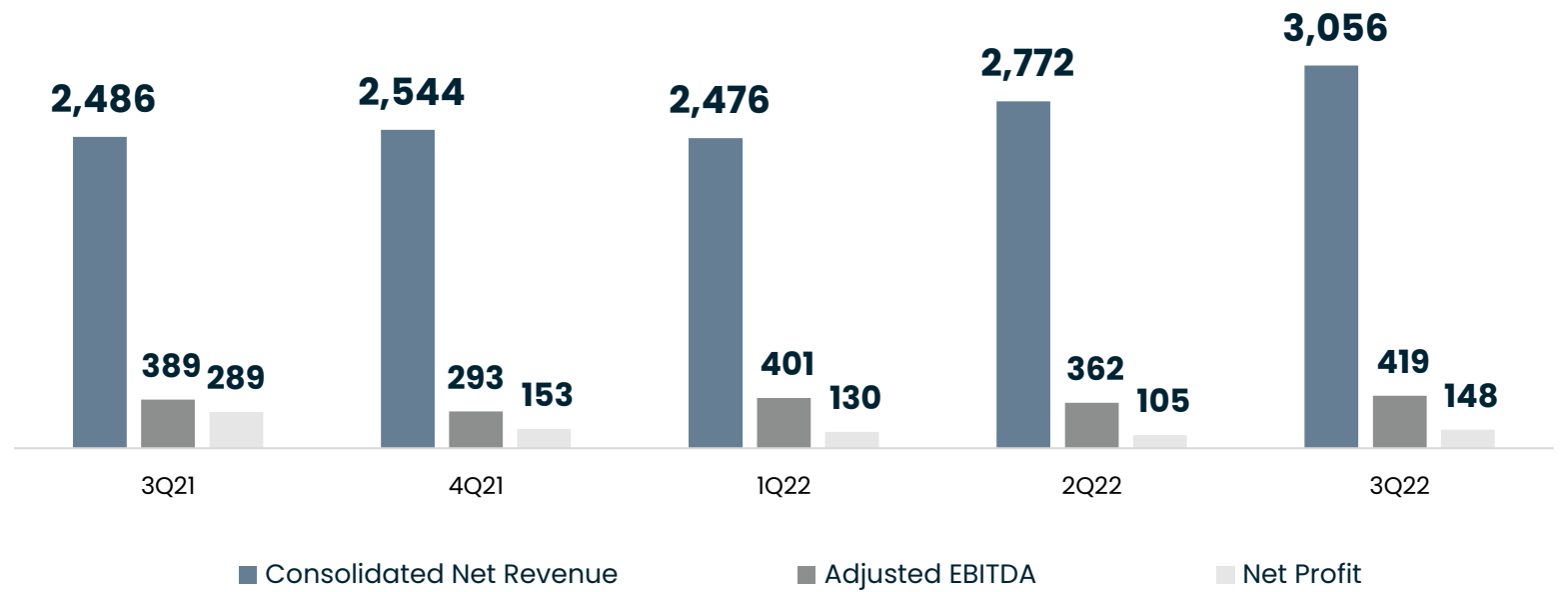
21.3%

ROIC

12.5%



CONSISTENT RESULTS



R\$ Million





		3Q22	3Q21	Δ%	2Q22	Δ%	9M22	9M21	Δ%
Production	Trucks ¹	44,903	43,580	3.0%	37,389	20.1%	116,675	118,302	-1.4%
	Trailers ³	24,001	24,768	-3.1%	22,033	8.9%	66,666	71,831	-7.2%
Brazil Sales	Trucks ¹	35,557	36,543	-2.7%	30,753	15.6%	93,162	95,273	-2.2%
	Trailers ²	22,405	23,391	-4.2%	20,726	8.1%	62,633	68,262	-8.2%
Exports	Trucks ¹	6,839	5,928	15.4%	6,453	6.0%	17,977	16,659	7.9%
	Trailers ³	1,596	1,377	15.9%	1,307	22.1%	4,033	3,569	13.0%

¹ Anfavea

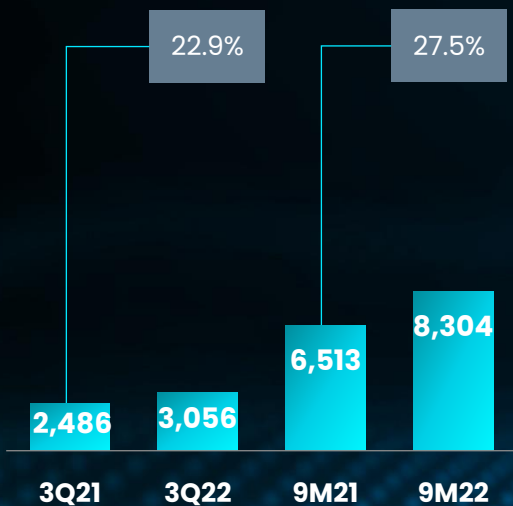
² Anfir

³ Anfir + Aliceweb

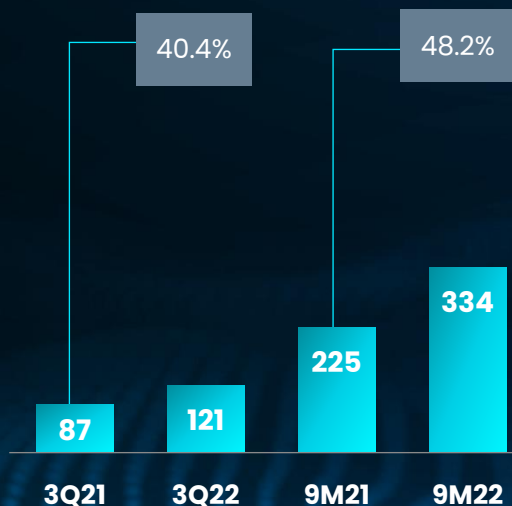
Volumes in units

CONSOLIDATED RESULTS 3Q22

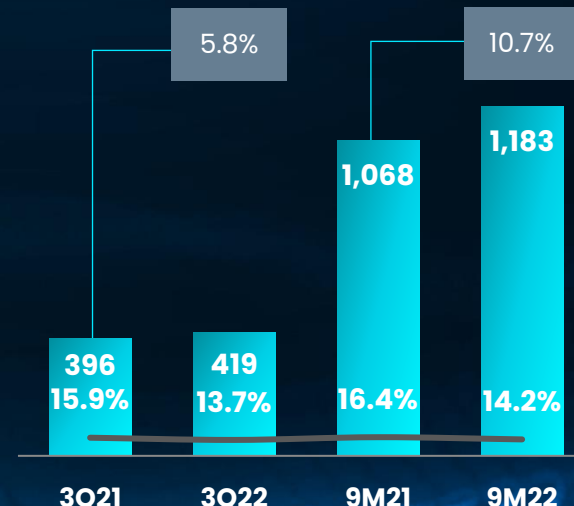
Consolidated Net Revenue
(R\$ Million)



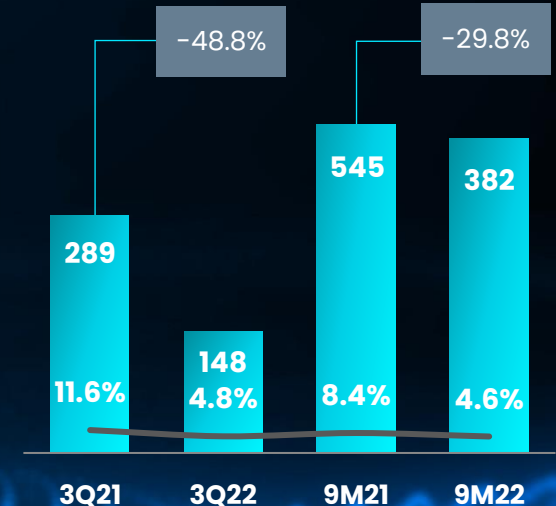
International Markets
(US\$ Million)



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



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



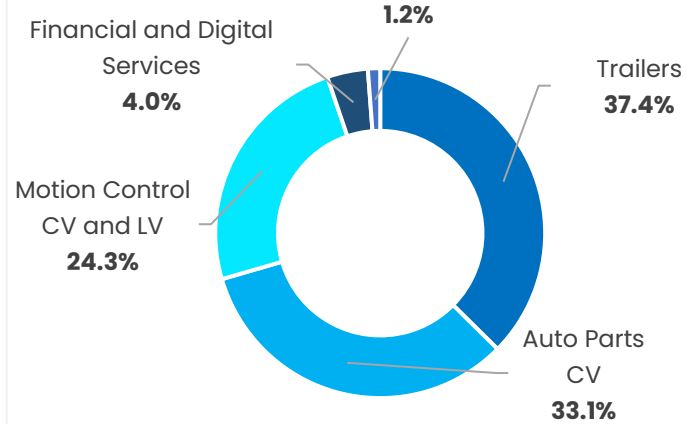
We delivered another quarter of record revenues and with margins recovery against the 2Q22, facing a still challenging scenario.

MODEL DIVERSIFIED BUSINESS



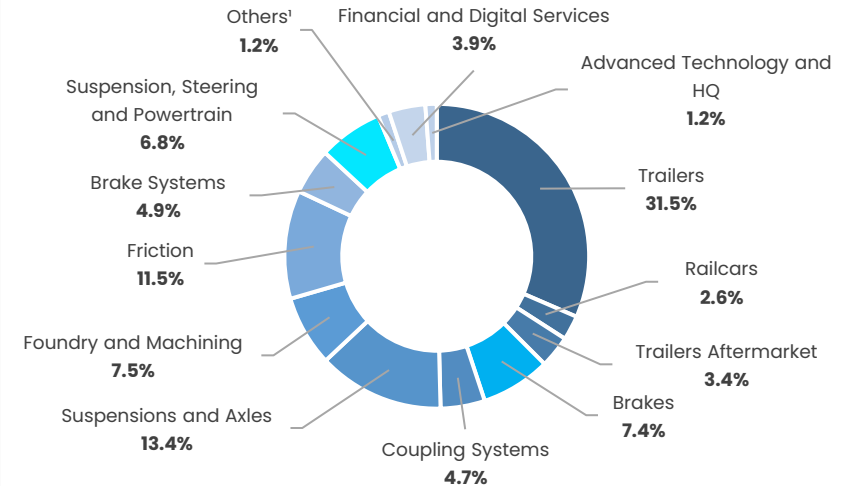
%Net Revenue by Business Vertical 3Q22

Advanced Technology and HQ



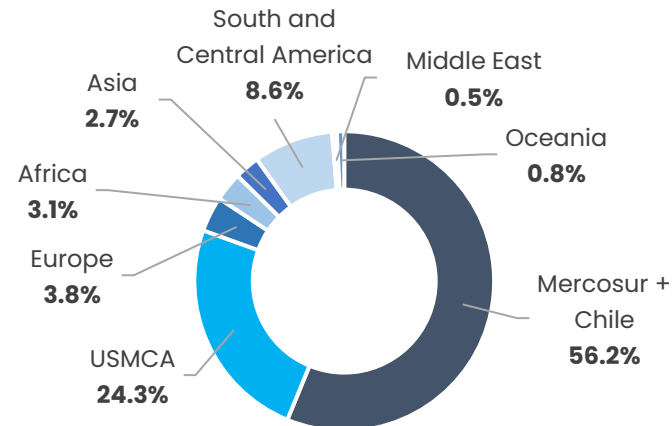
Note: CV – Commercial Vehicles | LV – Light vehicles | HQ – Headquarter

%Net Revenue by Product 3Q22

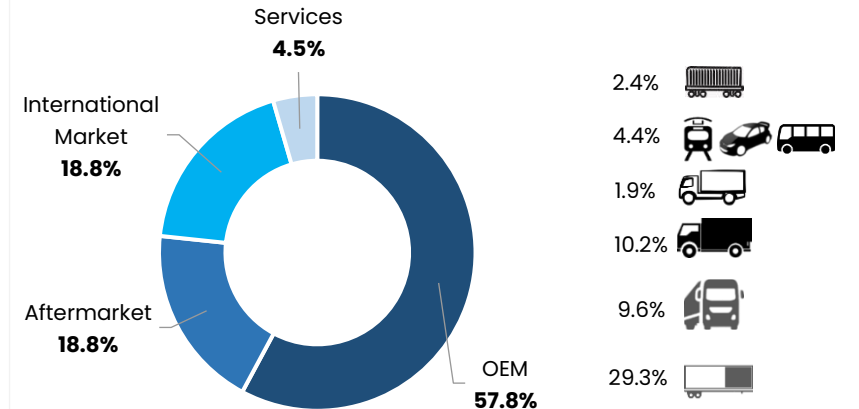


¹ For the opening of the Others line, see attachment IV of the Fras-le Release

%International Market Revenues by Region 3Q22

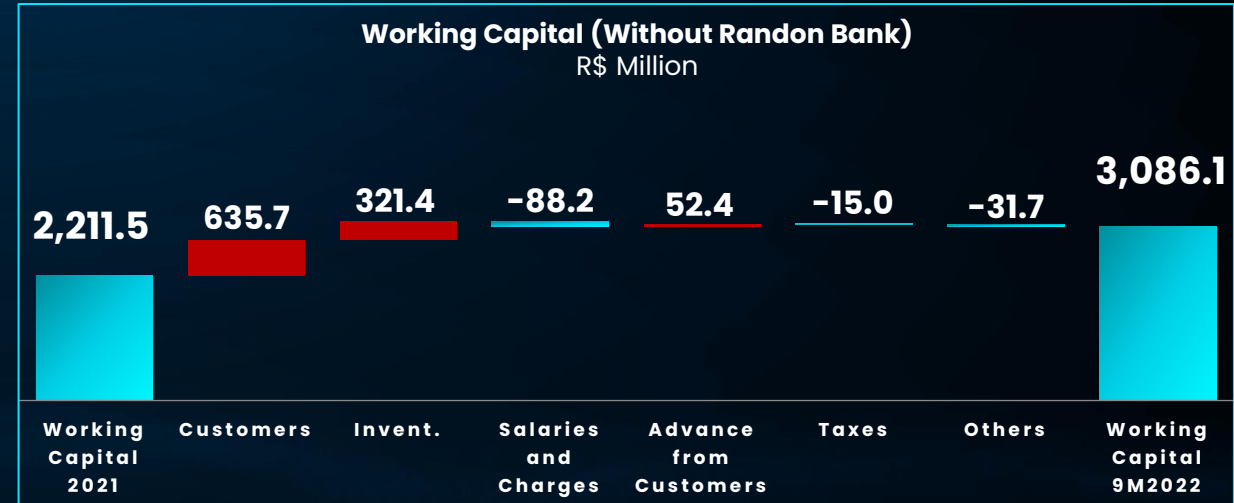
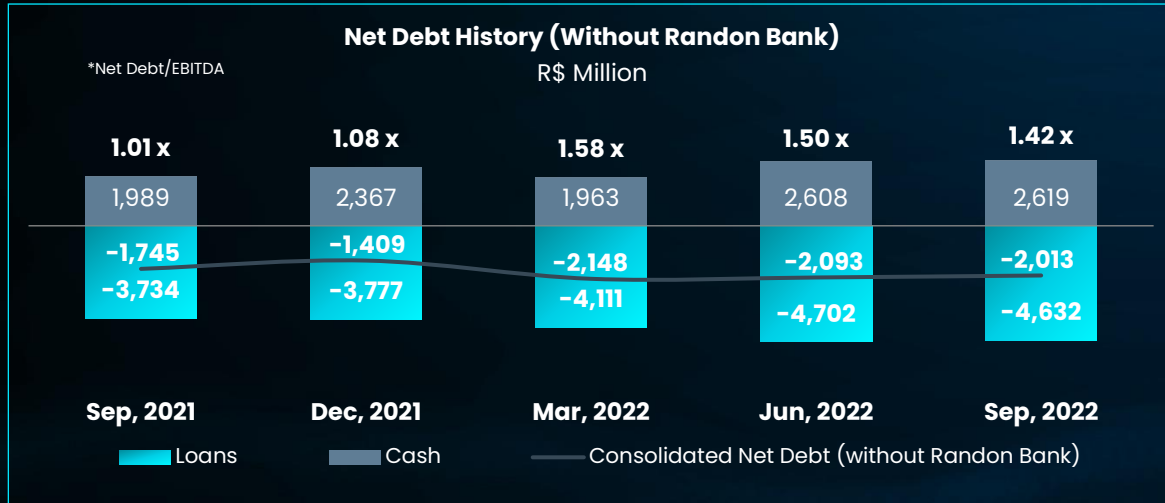


%Net Revenue by Segment 3Q22



FINANCIAL

3Q22 HIGHLIGHTS



Total Gross Debt	R\$ 5,684
Gross Debt in domestic currency (without Randon Bank)	R\$ 3,865
Randon Bank's Gross Debt	R\$ 1,052
Gross Debt in foreign currency	R\$ 582
Business Combination	R\$ 186

USD rate on September 30, 2022	R\$ 5.4066
Average cost of bank debt in Domestic Currency	15.6% per year
Average cost of bank debt in Foreign Currency	6.4% per year
Average bank debt term	2.8 Years
Average bank debt term without Randon Bank	2.8 years

Reduction in net debt and leverage, due to higher gross cash generation and lower working capital need.



10th Issuance of
debentures
R\$ 500 million

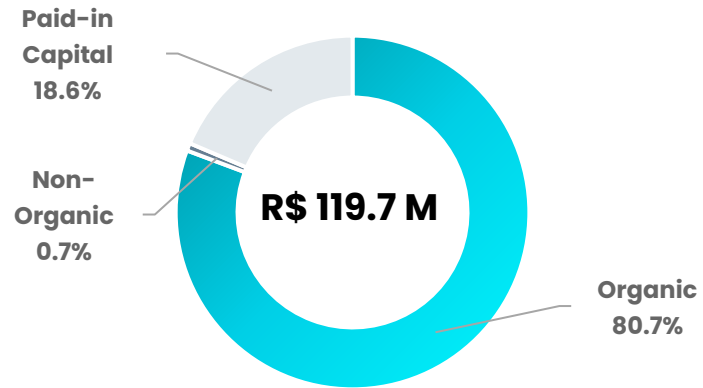


S&P **maintains** corporate
rating of Randon
Companies at **brAA+**



INVESTMENTS

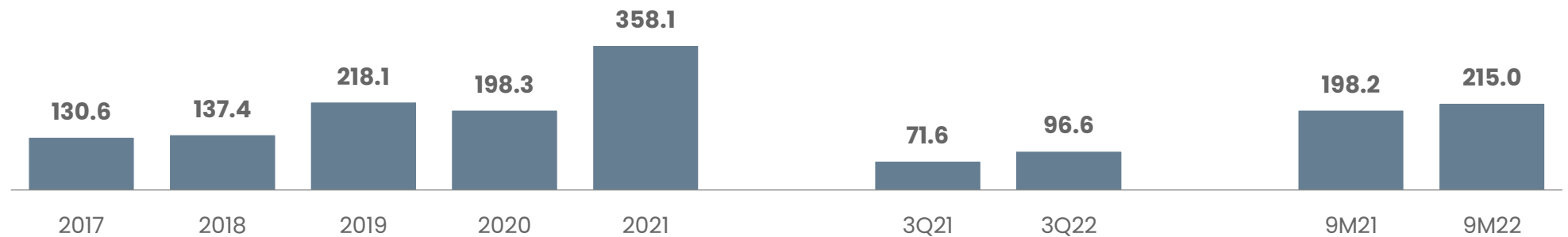
Total Investments 3Q22



3Q22 HIGHLIGHTS

- > **R\$ 73.3M** in machinery and equipment
- > **R\$ 22.3M** invested in capital contribution, mainly in the companies Castertech Schroeder and HoldCO USA

Organic Investments History

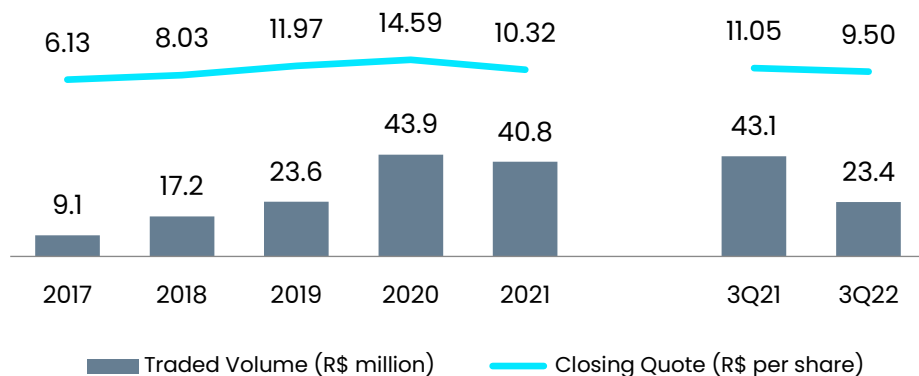


R\$ Million

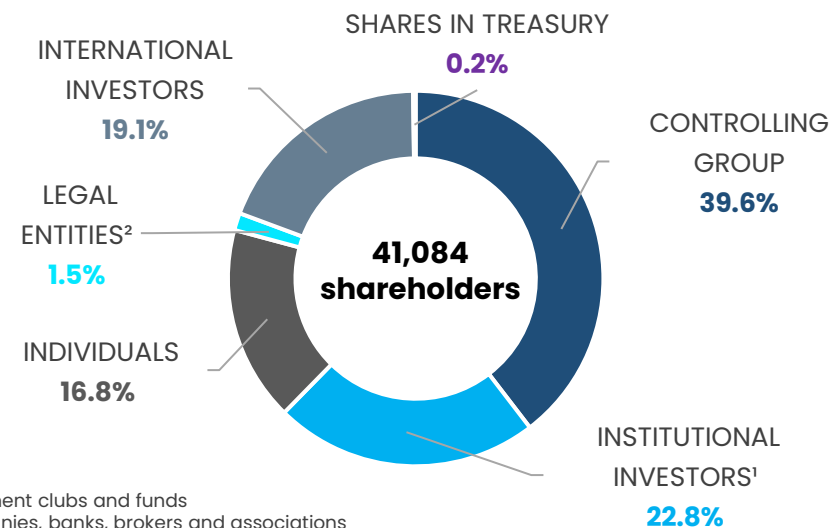


STOCK MARKET

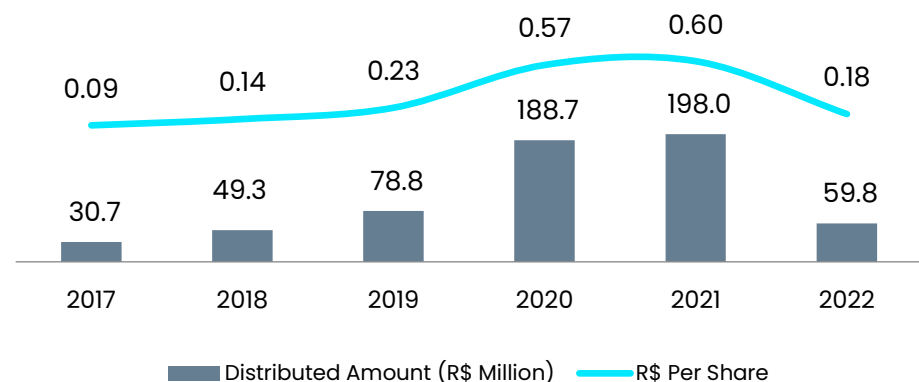
RAPT4 Price/Daily Liquidity



Shareholders Profile % total shares



Dividends and Interest on Equity¹



¹ Distribution by period of competence and without income tax.

BUYBACK PROGRAM

The Company buyback **985,100** shares at the market, as provided for in its **buyback program**, during the preparation of this material.



GOVERNANCE

CORPORATE



Corporate Governance Report

Randon Companies adhered to **78.3%** of the practices recommended by the IBGC and CVM, in 2022.

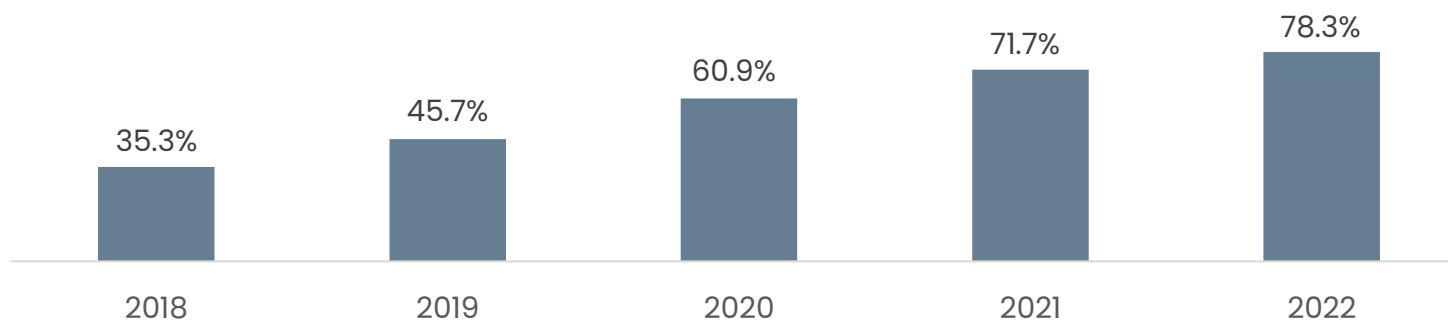
Market Average in 2022¹:

- **NM – 74.3%**
- **N2 – 65.6%**
- **N1 – 70.1%**

¹ Source: Research Practice or Explain, carried out by IBGC, EY and Tozzini Freire.

The evolution highlights of the last cycle were::

- Implementation of the Board of Directors' assessment;
- Statutory provision addressing conflicts of interest in the Meetings and in transactions with related parties.



RESULTS BY BUSINESS VERTICAL

TRAILERS



AUTO PARTS CV¹



¹Commercial Vehicles

MOTION CONTROL CV&LV²



²Commercial and Light Vehicles

FINANCIAL AND DIGITAL SERVICES



ADVANCED TECHNOLOGY AND HEADQUARTER



VERTICAL TRAILERS

Net Revenue
R\$ 1.3B

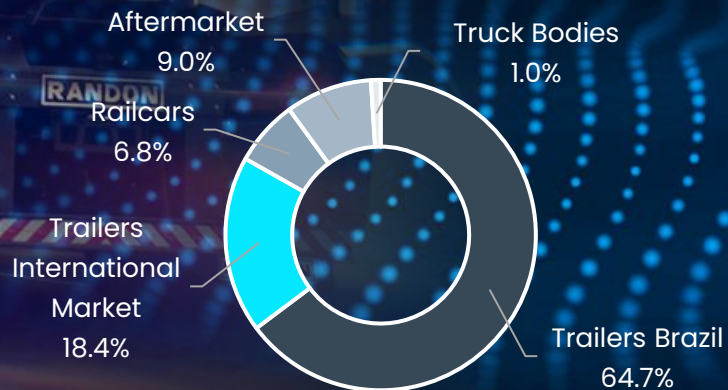
Total Revenues from International Market
US\$ 50.9M

EBITDA | Margin
R\$ 88.2M
7.0%

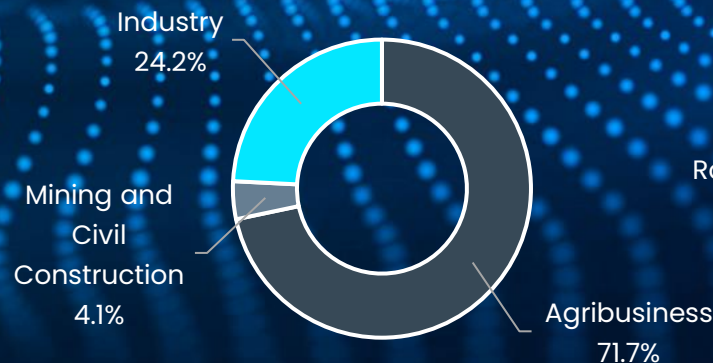
Investments
R\$ 13.9M

Volumes	3Q22	3Q21	Δ%	2Q22	Δ%	9M22	9M21	Δ%
Trailers Brazil (un.)	6,487	8,034	-19.3%	5,987	8.4%	18,095	22,380	-19.1%
Trailers International Markets (un.)	1,289	1,108	16.3%	1,258	2.5%	3,787	2,958	28.0%
Railcars (un.)	123	171	-28.1%	92	33.7%	242	312	-22.4%

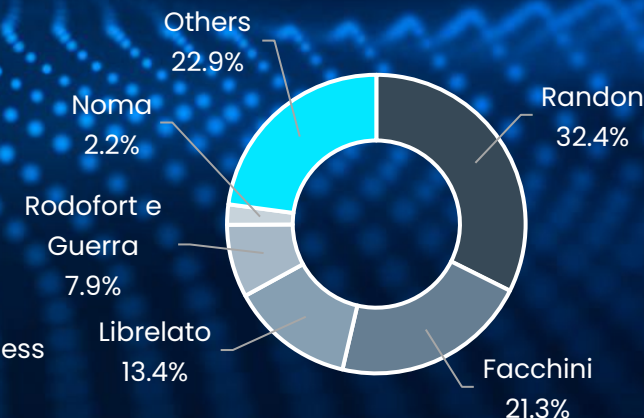
Net Revenue by Product Line %



Net Revenue Breakdown by Economic Sector %



Quarterly Market Share %



VERTICAL AUTO PARTS COMMERCIAL VEHICLES

Net Revenue
R\$ 1.1B

Total Revenues from International Market
US\$ 12.5M

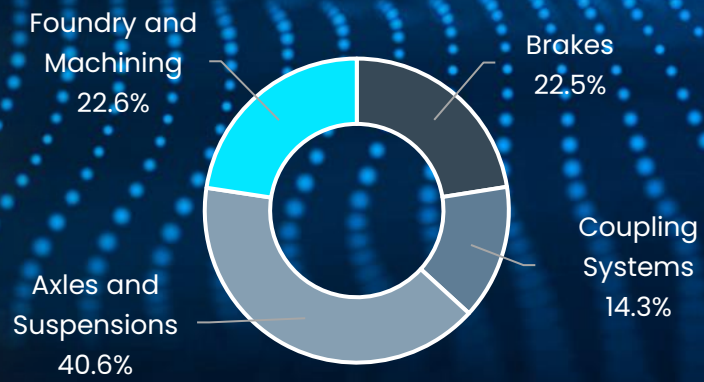
EBITDA | Margin
R\$ 191.4M
17.1%

Investments
R\$ 74.2M

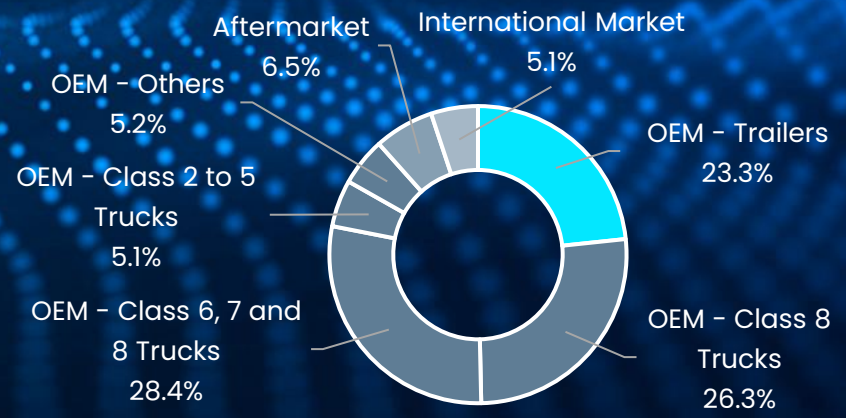
Volumes	3Q22	3Q21	Δ%	2Q22	Δ%	9M22	9M21	Δ%
Brakes (un.)	258,136	253,893	1.7%	241,242	7.0%	744,904	692,282	7.6%
Coupling Systems (un.)	35,600	39,833	-10.6%	33,642	5.8%	103,668	114,194	-9.2%
Suspensions and Axles (un.)	47,511	56,030	-15.2%	44,135	7.6%	140,284	147,896	-5.1%
Foundry and Machining (tons) ¹	29,815	23,285	28.0%	26,118	14.2%	82,592	62,809	31.5%

¹We 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\$ 823.9M

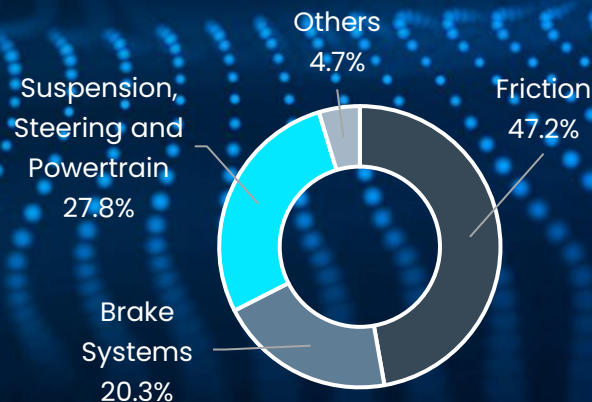
Total Revenues from International Markets
US\$ 79.3M

EBITDA | Margin
R\$ 137.9M
16.7%

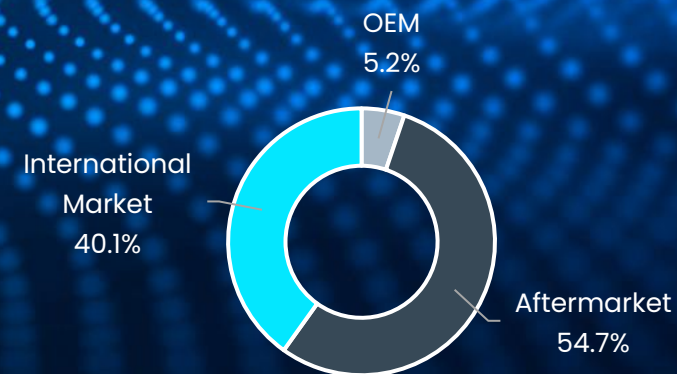
Investments
R\$ 21.6M

Volumes	3Q22	3Q21	Δ%	2Q22	Δ%	9M22	9M21	Δ%
Friction Materials (Thousand/un.)	23,981	27,487	-12.8%	25,507	-6.0%	73,310	78,636	-6.8%
Components Braking Systems (Thousand/un.)	2,141	2,122	0.9%	2,216	-3.4%	6,455	6,555	-1.5%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,431	3,705	19.6%	4,166	6.4%	12,570	11,284	11.4%

Net Revenue by Product %



Net Revenue by Segment %



VERTICAL

FINANCIAL AND DIGITAL SERVICES

Net Revenue
R\$ 133.8M

EBITDA | Margin
R\$ 25.2M
18.9%

Venture Capital
R\$ 25.3M

8 Startups
invested and
17 co-invested

Volumes	3Q22	3Q21	Δ%	2Q22	Δ%	9M22	9M21	Δ%
Coop-payment plan quotas sold	7,457	3,248	129.6%	5,048	47.7%	15,931	10,966	45.3%

- > **Randon Consórcios** and **Randon Bank** reached records in volumes and revenue
- > Addition of revenues from **Randon Corretora de Seguros** acquired in 2021
- > **Randon Ventures** invested R\$ 1.8 million in the Sirros IoT startup, specialized in solutions for smart manufacturing



RANDON

Companies

VERTICAL

ADVANCED TECHNOLOGY AND HEADQUARTER

Net Revenue
R\$ 41.0M

EBITDA | Margin
R\$ 144.7M
352.8%

Equity Income¹
R\$ 150.9M

- › **Auttom** expands its operations, structuring itself in the North American market
- › **RTS Industry** have increased operational efficiency in different industrial units, such as the new Ecoplate side assembly line, for the bulk semi-trailer, through their automated cells
- › **CTR** and **NIONE** have supported and developed new products and services, focusing on embedded electronics, smart materials and sustainability
- › **Conexo** hosted innovation ecosystem events (SW, Innovativa and Hackaton)
- › ¹Equity income is the result of the **Holding's** equity interest in the other verticals, which is eliminated in the consolidated results



SUPPORT

MATERIAL

 **3Q22**

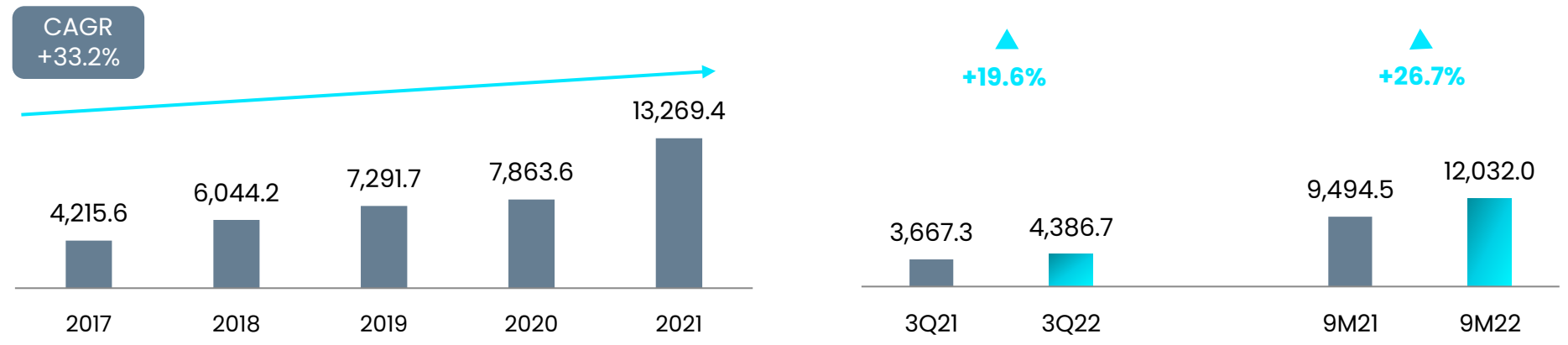
RANDON[®]
Companies

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

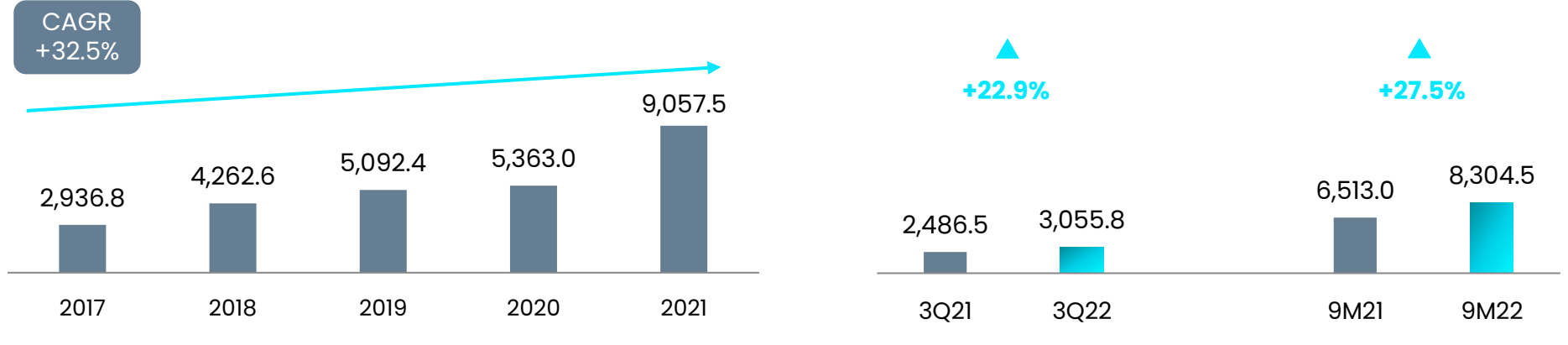


OPERATING RESULTS

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



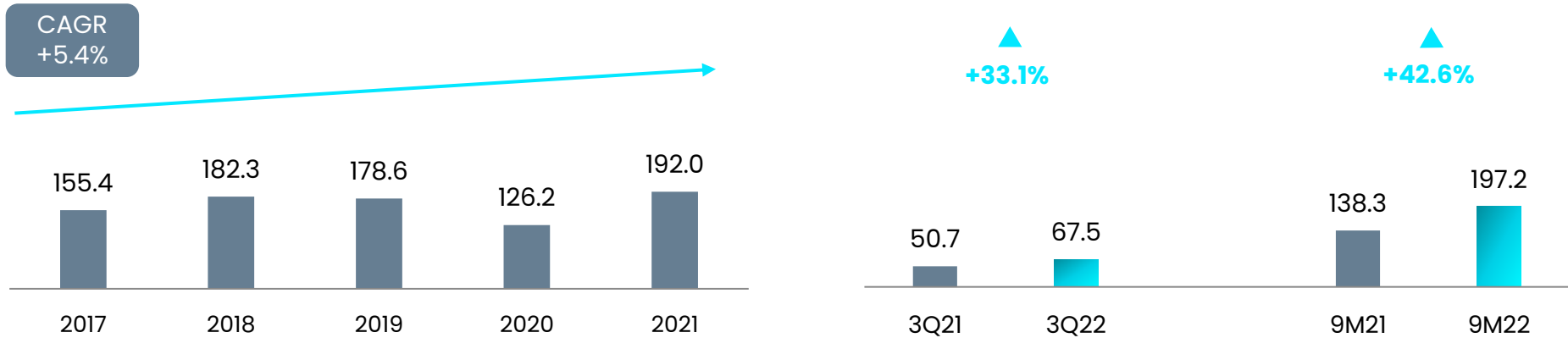
Consolidated Net Revenue | R\$ Million



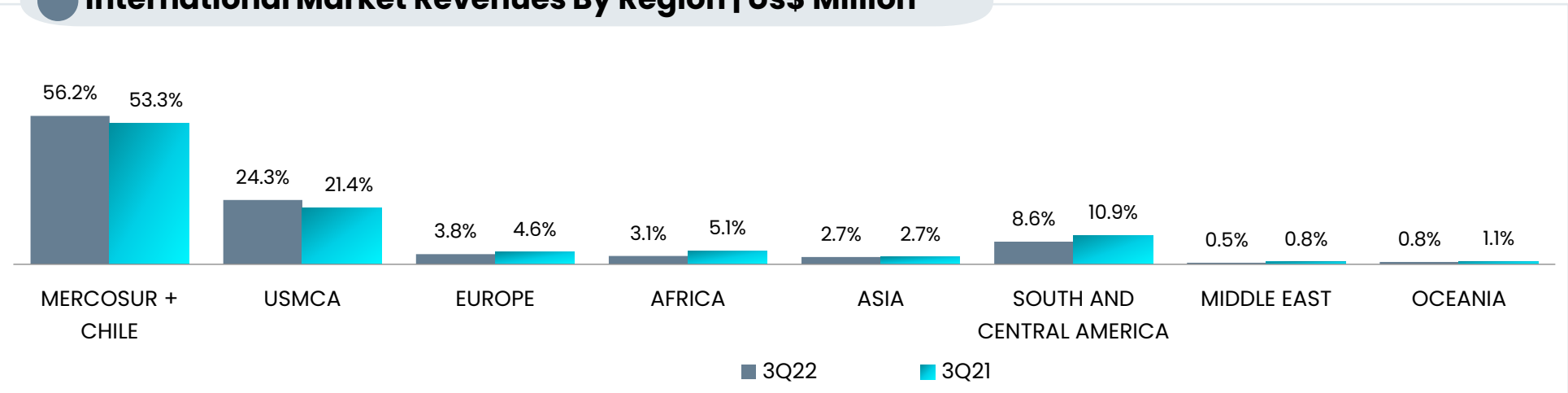


OPERATING RESULTS

Total Exports | Us\$ Million



International Market Revenues By Region | Us\$ Million

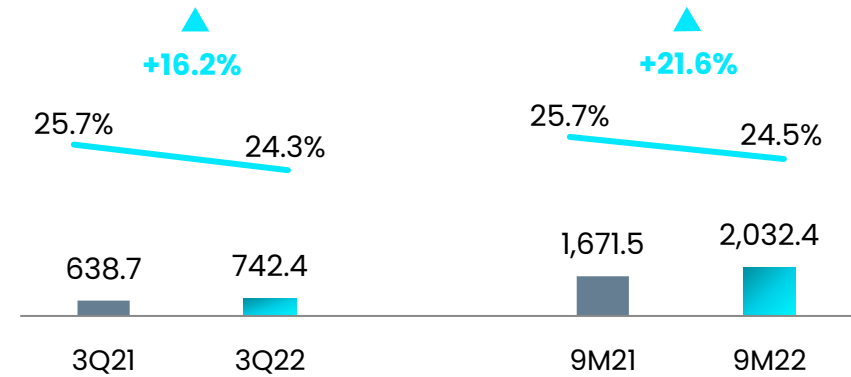
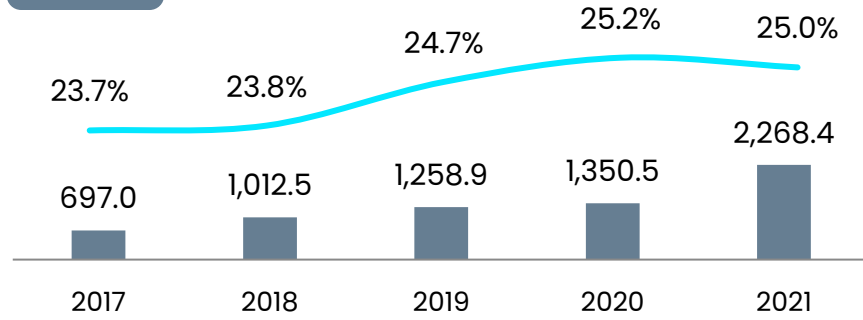




OPERATING RESULTS

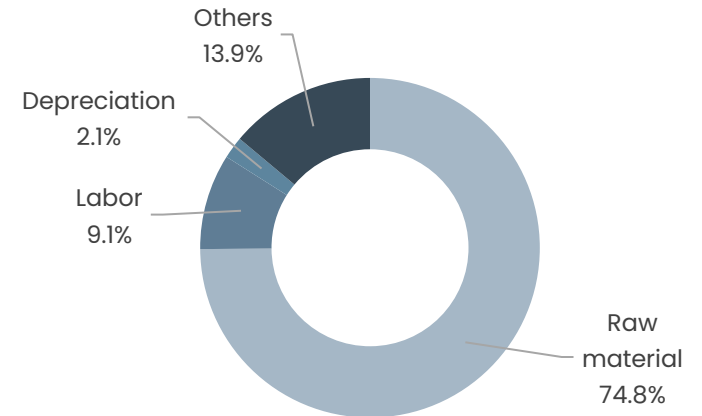
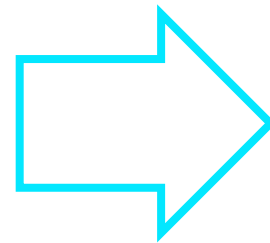
Gross Profit | Gross Margin | R\$ Million | %

CAGR
+34.3%



COGS 3Q22
R\$ 2.3 B
(75.7% o/CNR)

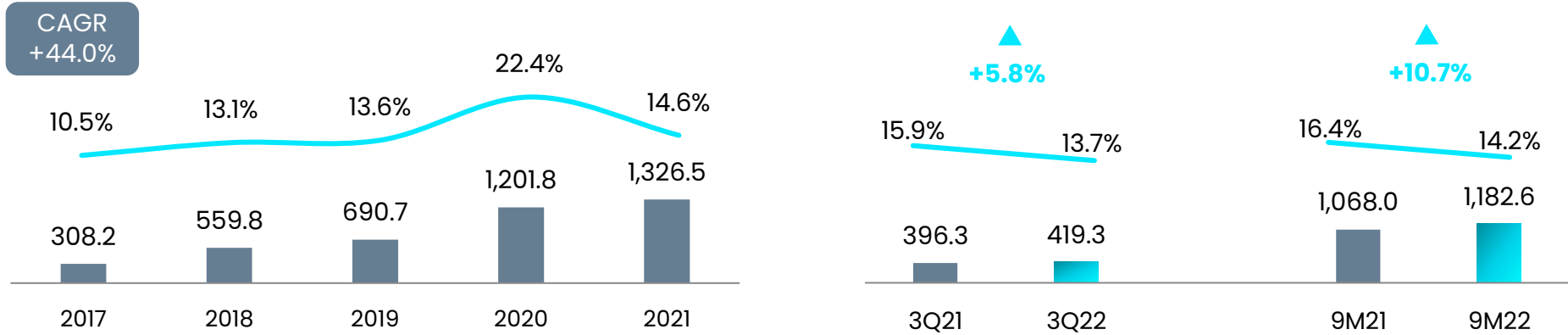
COGS DISTRIBUTION 3Q22



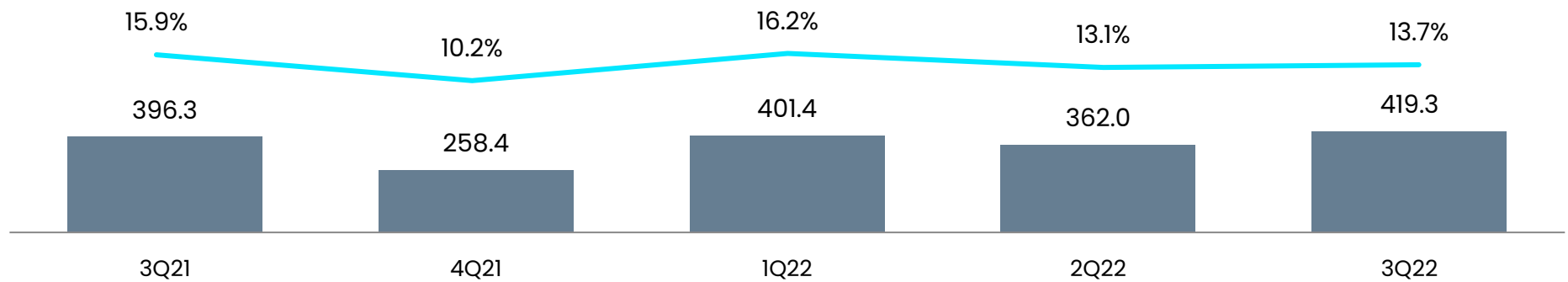


OPERATING RESULTS

Ebitda | Ebitda Margin | R\$ Million | %



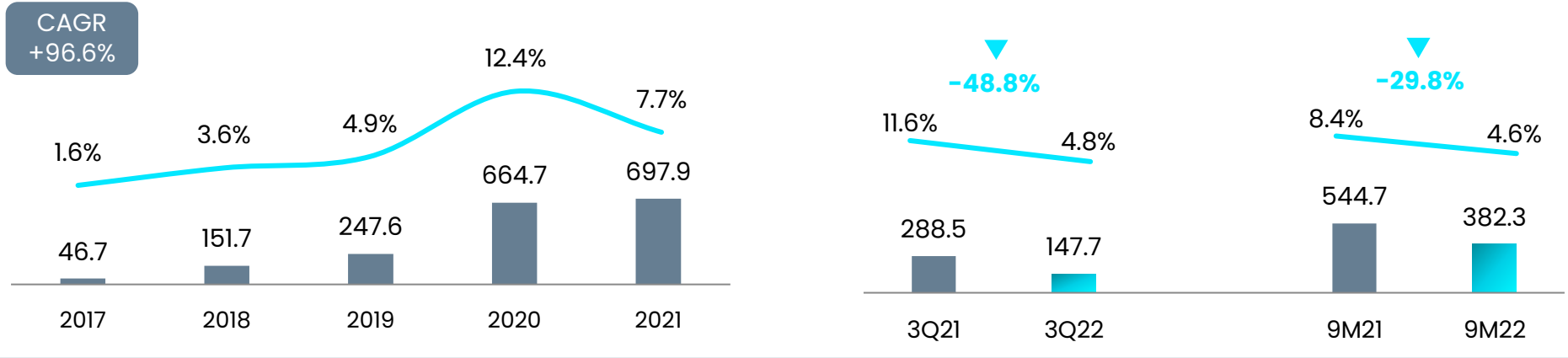
Ebitda | Ebitda Margin Quarterly | R\$ Million | %



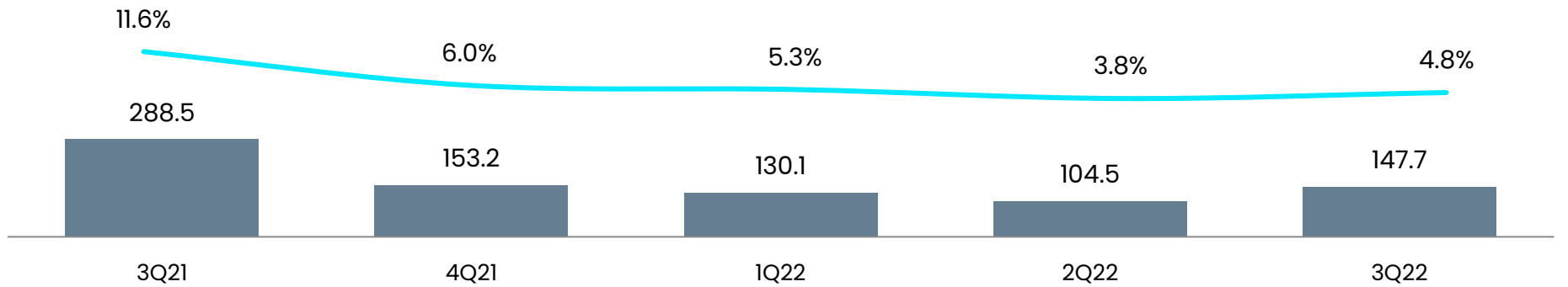


FINANCIAL RESULTS

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



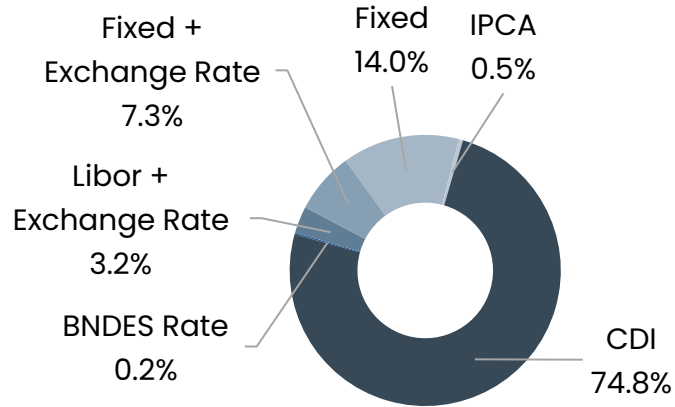
Net Profit | Net Margin Quarterly | R\$ Million | %



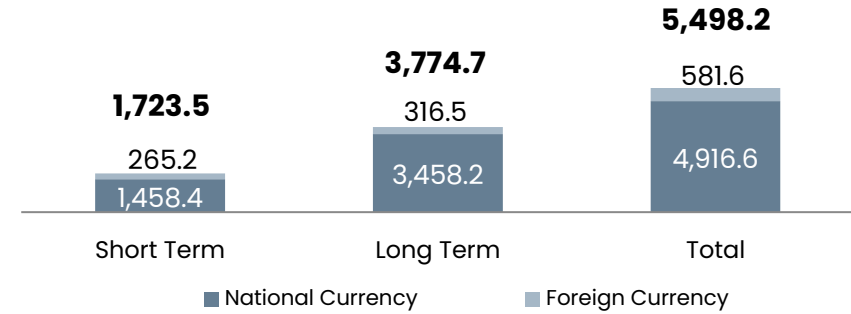


INDEBTEDNESS

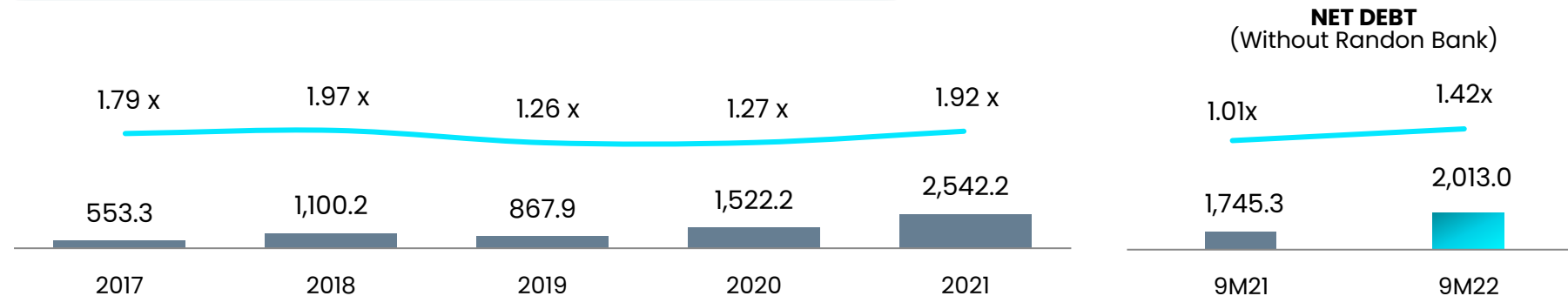
Debt Indexes



Origin Of Debt Short And Long Term R\$ Million



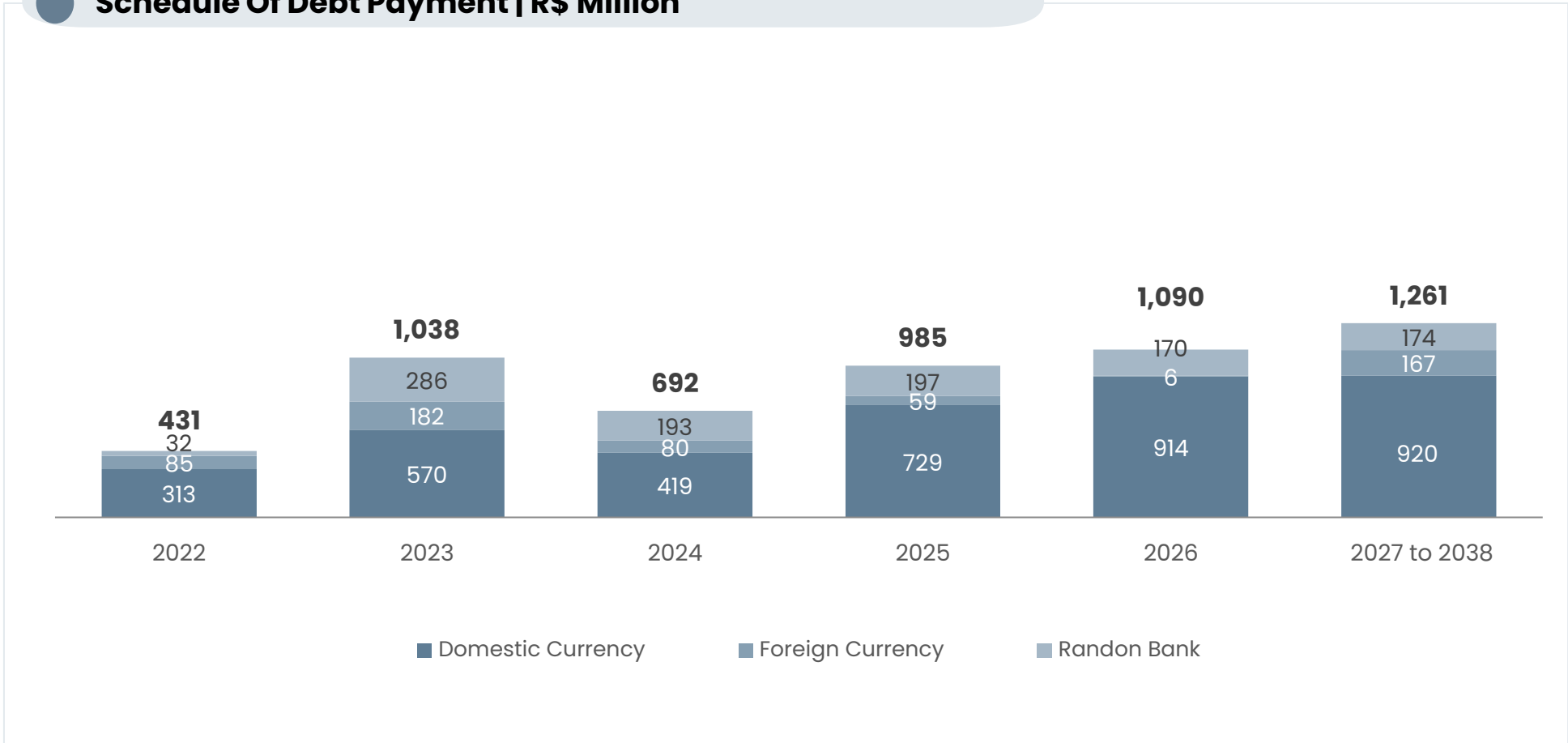
Indebtedness | Net Debt | Ebitda | R\$ Million





INDEBTEDNESS

Schedule Of Debt Payment | R\$ Million





QUARTERLY INFORMATION

R\$ MILLION | %

	3Q2021	4Q2021	2021	1Q2022	2Q2022	3Q2022
Net Revenue	2,807.8	2,877.5	10,180.9	2,819.6	3,070.0	3,384.8
% Trailers	39.9%	38.2%	38.5%	35.4%	37.0%	37.4%
% Auto Parts CV	32.9%	33.3%	31.9%	34.9%	32.4%	33.1%
% Motion Control CV and LV	23.4%	23.8%	25.4%	25.0%	25.5%	24.3%
% Financial and Digital Services	2.7%	3.1%	3.0%	3.6%	3.8%	4.0%
% Advanced Technology and HQ	1.2%	1.6%	1.2%	1.1%	1.3%	1.2%
Consolidated Net Revenue	2,486.5	2,544.5	9,057.5	2,476.3	2,772.3	3,055.8
Consolidated Gross Profit	638.7	596.9	2,268.4	644.6	645.4	742.4
% Gross Margin	25.7%	23.5%	25.0%	26.0%	23.3%	24.3%
EBITDA	396.3	258.4	1,326.5	401.3	362.0	419.3
% EBITDA Margin	15.9%	10.2%	14.6%	16.2%	13.1%	13.7%
Net Income	288.5	153.2	697.9	130.1	104.5	147.7
% Net Margin	11.6%	6.0%	7.7%	5.3%	3.8%	4.8%

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



IR CONTACT

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