



Conference Call Results | 1Q21

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.**



Quarter Highlights



Overview



Performance



Stock Market



Business Segments



ESG



Innovation



Key Message

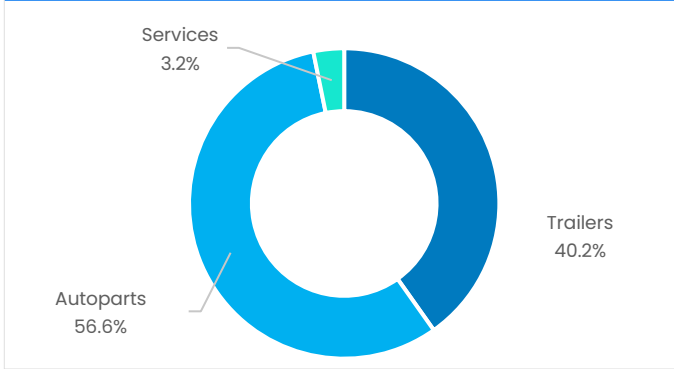
Quarter Highlights

1Q21:

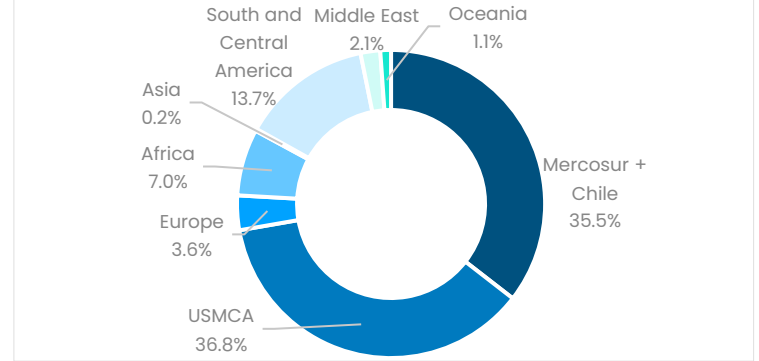
- Expressive advance of revenues in the quarterly comparison.
 - Price recomposition to mitigate inflationary impact.
 - Increase in margins and profitability.
 - Continuity of operations even in a period of scarcity of inputs.
- Strong demand from the semi-trailer and truck markets.
 - Increase in volumes sold in all product lines.
 - Better business environment in international markets, boosted exports.
 - Higher number of working days compared to 1Q20.
 - Reduction in the cost of goods sold by greater dilution of fixed costs.
 - Indicators also expanded by the addition of the numbers of companies acquired in the second half of 2020, especially Nakata.
 - Increase in working capital to support the Company's activity level.

Diversified Business Model

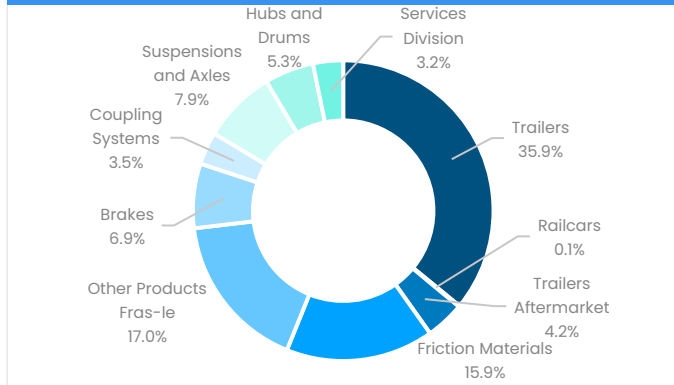
% Net Revenue by Division IQ21



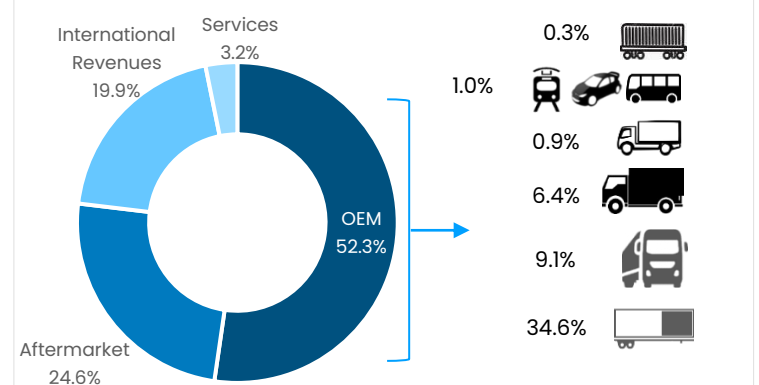
% Exports by Economic Region IQ21



% Net Revenue by Product IQ21



% Net Revenue by Segment IQ21



Market Overview

MARKET PERFORMANCE		1Q21	1Q20	%	1Q21	4Q20	%
Production	Trucks ¹	33,082	24,706	33.9%	33,082	32,861	0.7%
	Trailers ³	22,382	13,641	64.1%	22,382	21,461	4.3%
Brazil Sales	Trucks ¹	26,077	20,135	29.5%	26,077	26,890	-3.0%
	Trailers ²	21,296	13,164	61.8%	21,296	20,507	3.8%
Exports	Trucks ¹	5,276	2,759	91.2%	5,276	4,543	16.1%
	Trailers ³	1,086	477	127.7%	1,086	954	13.8%

¹ Anfavea

Volumes in units

² Anfir

³ Anfir + Aliceweb

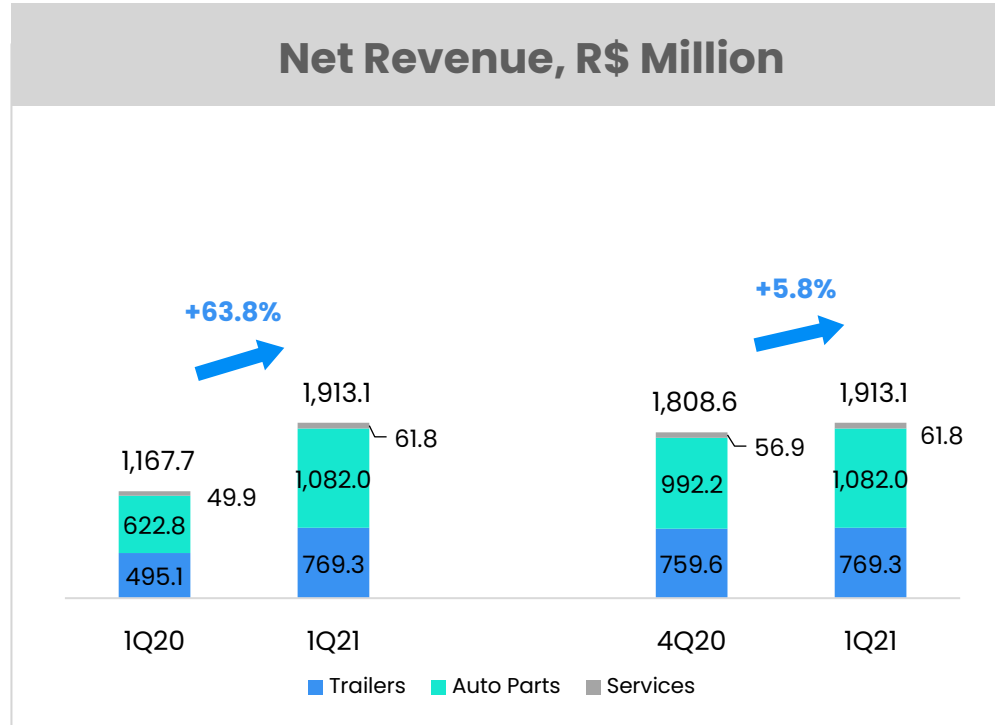
MACROECONOMIC SCENARIO OUTLOOK	2021	2021
Brazil - GDP ⁴	3.2%	2.3%
Interest Rate ⁴	5.5%	6.3%
Inflation ⁴	5.1%	3.6%
Harvey ⁵	273.8 ton.	-
BRL x USD ⁴	R\$ 5.35	R\$ 5.40

⁴ Focus Report 05/10/21

⁵ 7th CONAB Harvest Report 2020/21

Performance 1Q21

Heated demand allowed continued revenue growth



Trailers Division

1Q21x1Q20: +55.4%

- Growth in volumes sold (+40.1%);
- Increase in revenues from exports(+29.6%);
- Readjustment of prices.

Auto Parts Division

1Q21x1Q20: 73.7%

- Strong demand from OEMs.
- Raise in exports, mainly to the north-american market.
- Addition of non-organic revenues from CNCs, Fundituba and Nakata;
- Good volumes in the aftermarket.

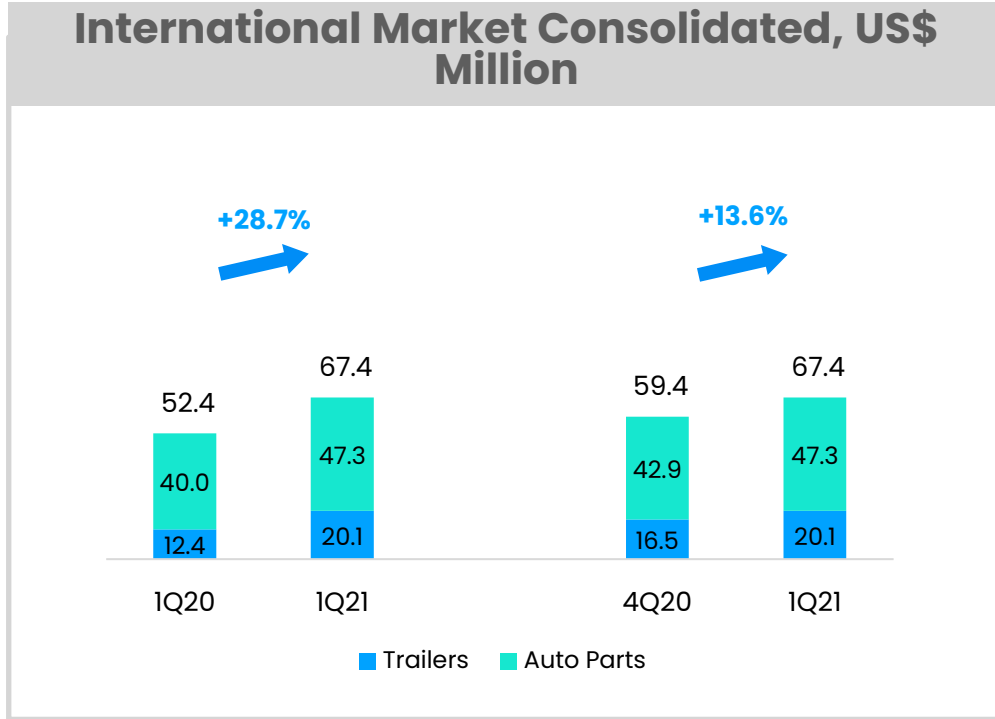
Services Division

1Q21x1Q20: 24.0%

- Growth of 36.6% in Coop. Payment quotas sold.
- Increase in Randon Bank operations.

Performance 1Q21

Business environment favorable to exports in the quarter

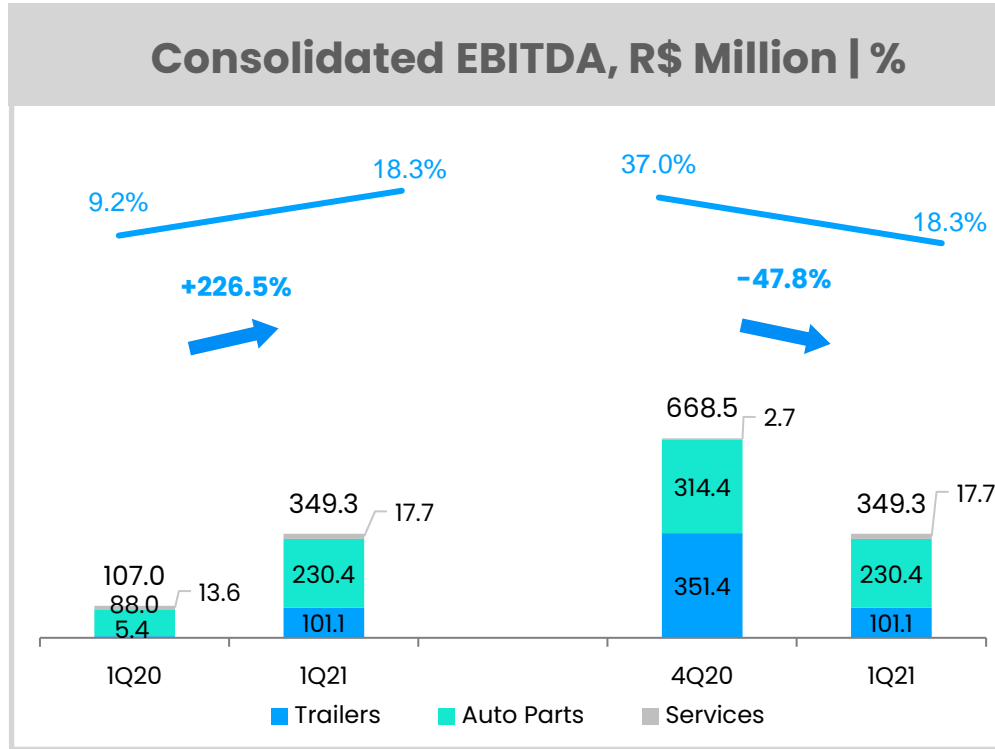


Important Factors for Demand

- Resumption of demand in international markets
- Real devaluation over the U.S. dollar
- Increase in commodities prices
- Vaccination against Covid-19

Performance 1Q21

Current scenario of strong volumes, favorable FX rate and costs control benefited EBITDA



Trailers Division

EBITDA: R\$ 101.1 M | 13.1%

Auto Parts Division

EBITDA: R\$ 230.4 M | 21.3%

EBITDA (Adjusted): R\$ 215.2 M | 19.9%

(+) Gains from tax lawsuits: R\$ 10.9 M

(+) Impairment Reversal: R\$ 4.3 M

Services Division

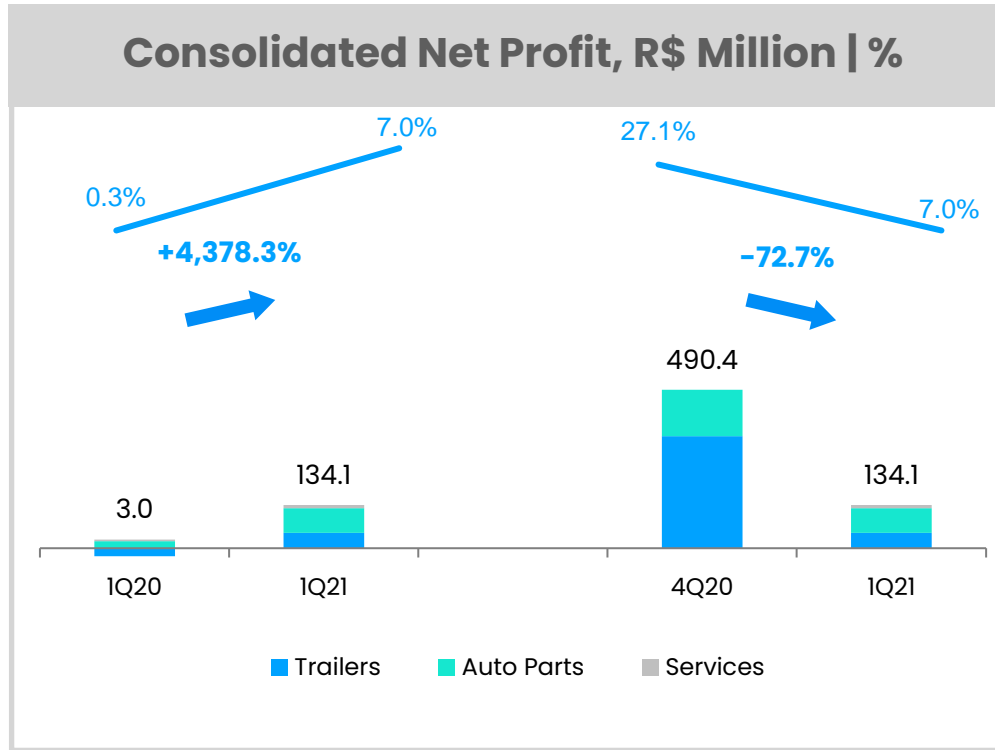
EBITDA: R\$ 17.7 M | 28.6%

Consolidated EBITDA (Adjusted)

R\$ 334.1 M | 17.5%

Performance 1Q21

Profit with sustainability, one of our long-dated principles

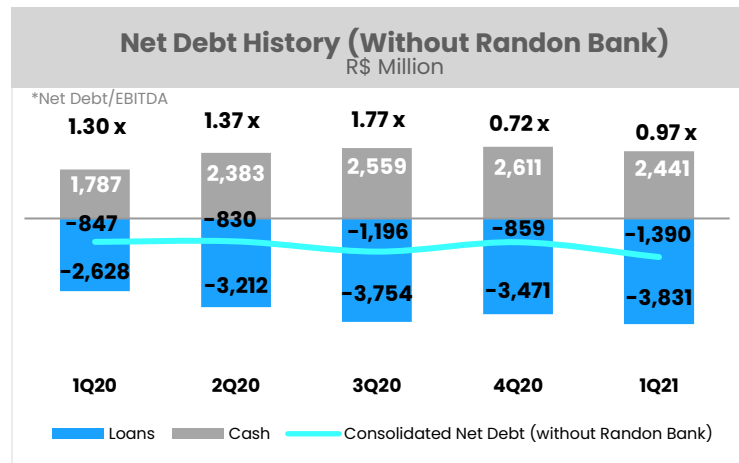


Important factors for advancing profitability

- Investments in technology and industrial automation.
- Revenue growth over the past periods.
- Acquisitions of companies that made it possible to expand the diversification of the business model.
- Strategic planning with a long-term vision.
- Capturing synergies between business units and corporate processes.
- Efficient financial management.

Performance 1Q21

Increase in net debt due to growth in working capital



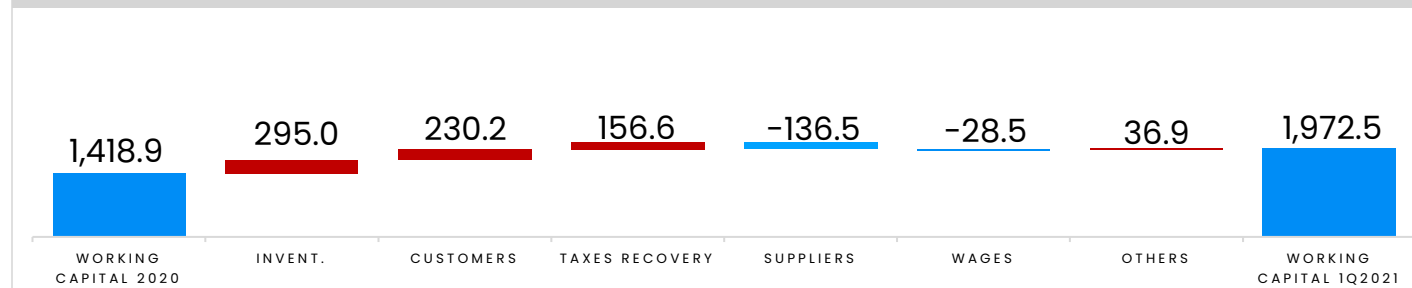
Total Gross Debt

R\$ 4,207.3

Gross Debt in Domestic Currency	R\$ 3,708.5
Gross Debt in Foreign Currency	R\$ 498.8
USD rate on March 31, 2021	R\$ 5.6973
Average Cost of Debt in Domestic Currency	4.2% per year
Average Cost of Debt in Foreign Currency	3.8% per year
Average Debt Term	2.4 Years
Average Debt Term Without Randon Bank	2.6 Years

Values in R\$ million, except when indicated otherwise

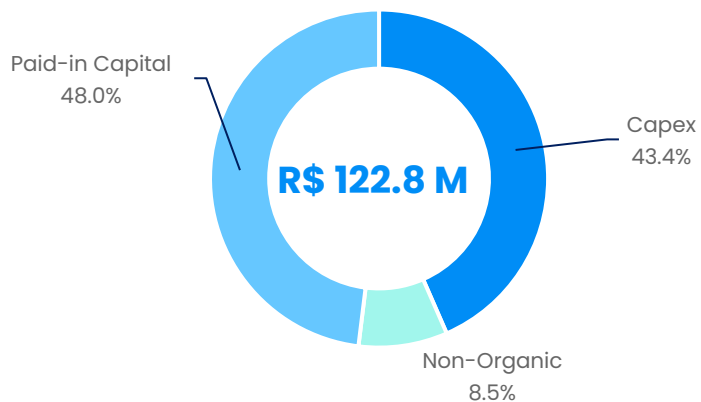
Working Capital (Without Randon Bank) 1Q2021 – R\$ Million



Increase in Working Capital to support the current activity level.

Performance 1Q21

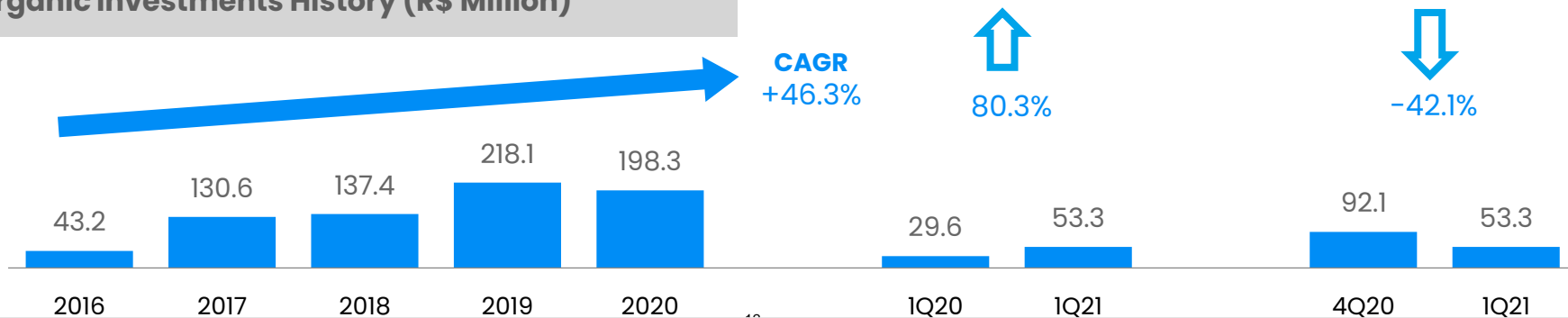
Investments | R\$ Million



HIGHLIGHTS

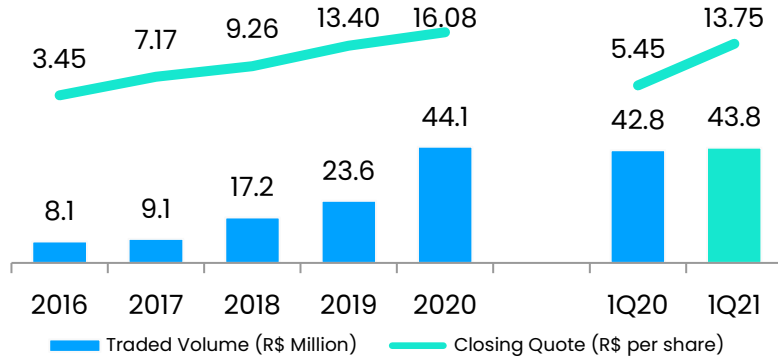
- R\$ 11.2M in industrial automation.
- R\$ 8.2M in the expansion of Randon Araraquara.
- R\$ 50.0M in payment of capital for Banco Randon.
- R\$ 7.5M invested in Randon Ventures;
- R\$ 10.5M in non-organic investments (CNCS and Ferrari).

Organic Investments History (R\$ Million)

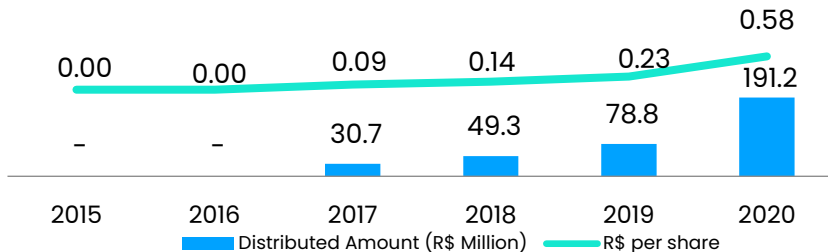


Stock Market

RAPT4 Price/Daily Liquidity



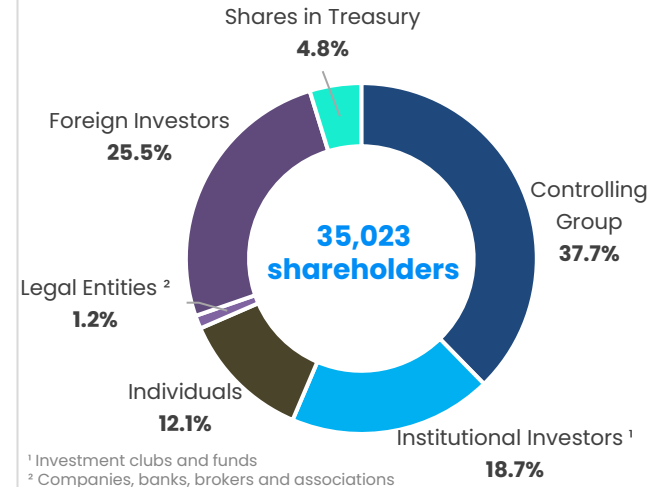
Dividends and Interest on Equity



¹ Distribution by period of competence and without income tax

Shareholders Profile

% total shares



DIVIDENDS

On April 14, the Company decided to distribute dividends in the amount of R\$ 0.36556103 per share, both common and preferred. The payment started on April 30, 2021.

Segments | Trailers

NET REVENUE



R\$ 769.3M

EBITDA %



R\$ 101.1M
13.1%

TOTAL INTERNATIONAL MARKET



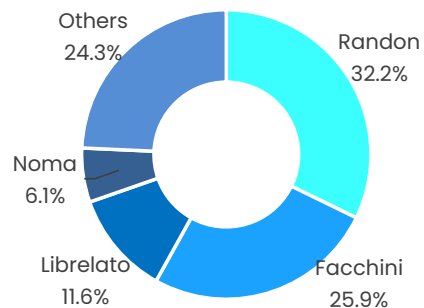
US\$ 22.8M

Volumes

	1Q21		1Q20		%	4Q20		%
	Units	Revenue	Units	Revenue		Units	Revenue	
Trailers Brasil (un.)	6,993	585,544	5,186	373,448	34.8%	7,688	578,555	-9.0%
Trailers International Market (un.)	925	101,613	464	54,470	99.4%	843	89,394	9.7%
Railcars (un.)	9	1,905	-	48	-	16	3,790	-43.8%
Aftermarket	-	79,788	-	55,718	-	-	69,885	-
Specialty Vehicles (un.)	-	428	58	11,374	-100.0%	50	17,932	-100.0%

Revenue in R\$ Thousands

Quarterly Market Share (%)



Randon Implementos exported trailers for Senegal for the first time

- Agribusiness remains strong, representing approximately 70% of sales of semi-trailers.
- In exports, the countries of Mercosur and Chile continue to be the most relevant, and the volumes sold were higher than those planned for the period.
- 120 days backlog.
- Resumption of railcars sales scheduled for 2Q21.
- *Market share* pressured by the expressive growth in market volumes.

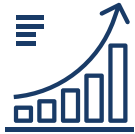
Segments | Auto Parts

NET REVENUE



R\$ 1.1 B

EBITDA %



R\$ 230.4M
21.3%

TOTAL INTERNATIONAL MARKET



US\$ 63.9M

Volumes

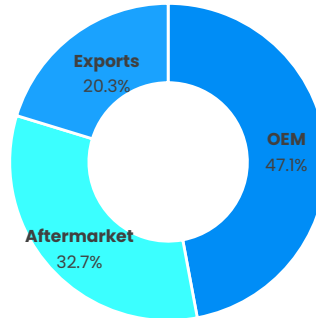
	1Q21		1Q20		%	4Q20		%
	Units	Revenue	Units	Revenue		Units	Revenue	
Friction Materials (Thousand/un.)	26,843	304,538	23,258	245,332	15.4%	26,797	306,863	0.2%
Other Products Fras-le (Thousand/un.) ¹	10,539	325,354	4,571	86,681	130.5%	12,076	279,094	-12.7%
Brakes (un.)	214,918	132,744	151,072	87,101	42.3%	188,265	115,471	14.2%
Coupling Systems (un.)	36,929	67,050	26,534	39,228	39.2%	34,581	56,224	6.8%
Suspensions and Axles (un.)	45,772	151,016	32,199	113,178	42.2%	43,851	163,368	4.4%
Hubs and Drums (un.)	199,746	101,281	123,331	51,260	62.0%	182,783	71,165	9.3%

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

Revenue in R\$ Thousands

Net Revenue Breakdown by Segment

1Q21



Castertech expands business in the agricultural sector with acquisition of CNCS

- Significant volume growth due to the increased demand from OEMs and manufacturers of trailers and good volumes from the aftermarket.
- Favorable exchange rate and a significant increase in exports of brake and friction materials to the North American market.
- Current backlog indicates high demand for the coming months.
- Addition of revenues from acquired companies, especially Nakata (R\$ 191.5 million).

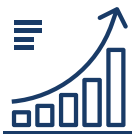
Segments | Services

NET REVENUE



R\$ 61.8M

EBITDA %



R\$ 17.7M
28.6%

STARTUPS

4 invested

5 co-invested

Volumes	1Q21		1Q20		%	4Q20		%
	Units	Revenue	Units	Revenue		Units	Revenue	
Coop-payment plan quotas sold	3,023	45,265	2,213	38,212	36.6%	4,628	42,810	-34.7%
Randon Investimentos (Randon Bank)	-	16,288	-	11,677	-	-	14,080	-
Others	-	292	-	6	-	-	9	-

Revenue in R\$ Thousands

Randon Consórcios

- Growth in the number of quotas sold compared to 1Q20.
- Most representative segments: trucks, real estate and trailers.

Banco Randon

- Increase in the number of operations contracted in the quarter.
- Default rate under control, given the good quality of the customer base.

Randon Ventures

- Total investments of R\$ 16.4 million up to now in startups.



Randon Ventures invested in a logistics startup focused on consumer experience - ABBIAMO

ESG | Sustainability

- Installation of solar energy poles in the yard of products in Randon Araraquara.
- Rainwater collection at Randon Chapecó.
- Green Route - Commitment to the Environment.



- Delivery of lunch for health professionals dedicated to vaccination against Covid-19.
- Recognition for an excellent work environment with the Great place to Work[®] certification.

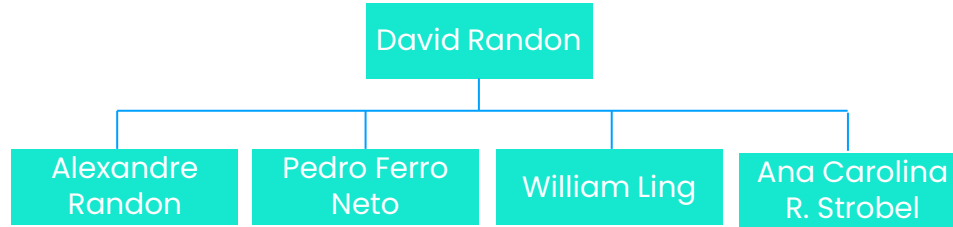
- Ordinary General Meeting in hybrid format.
- Updating and maintaining the corporate risk map.
- Business Pact for Integrity and Against Corruption.
- Changes in the Company's matrix management.

EVENT – ESG AMBITION

Sign up to our mailing and get to know the commitments of Randon Companies with sustainability. It will be on June 1st, at 3:30 pm.

Corporate Governance

Board of Directors elected at the AGM



Election of the Statutory Board

On April 29, the Board of Directors elected the new statutory board, whose new member is **Daniel M. Ely**.

The director assumed the position of executive vice-president and became responsible for the Financial and Digital Services division.

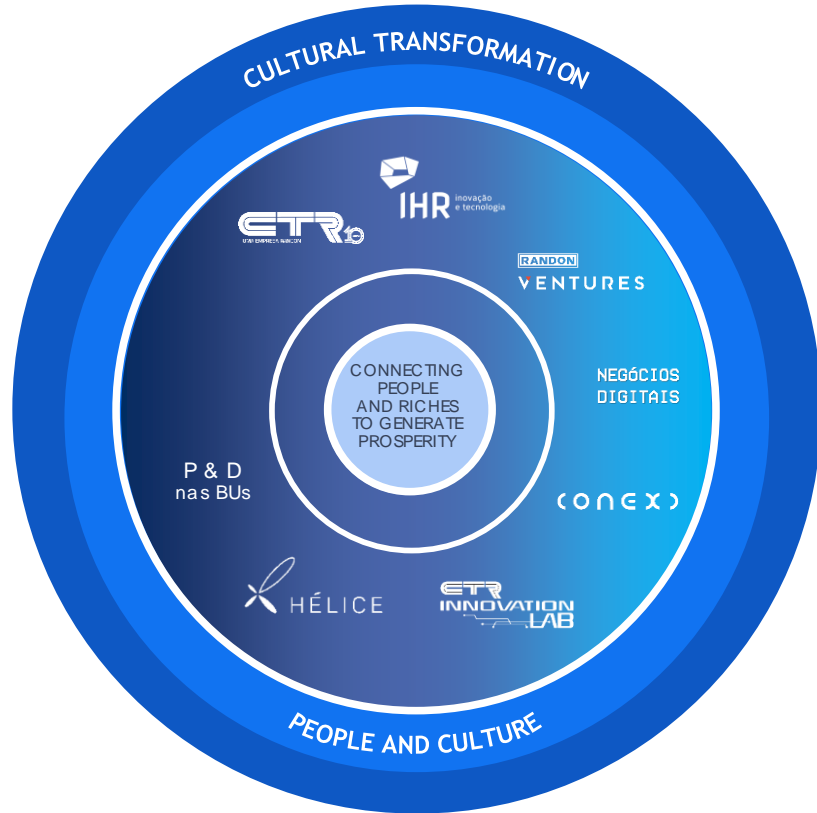
Financial and Digital Services

The Services Division was renamed to **Financial and Digital Services** division as of April 2021.

OUR STRATEGY

- Innovation and transformation for this segment.
- Opportunity for new business.
- Expansion of the revenues of this division.

Innovation



**We have a tradition of innovating.
Innovation is what drives us.**

Artificial
Intelligence

Industrial
Automation

Innovation
Ecosystems

Digital
Solutions

Mobility
Megatrends

Key Messages

That's What

We believe that our purpose of connecting people and riches generating prosperity allows us to grow and help to grow those who are with us on this journey.

And this is only possible through ethical and responsible behavior that is part of our identity.

Drives Us

The challenges are constant, but the desire to do more and better goes beyond the barriers we encounter.

The results are the result of collective work, in which our people stand out, both for their knowledge and for their engagement.

Invest in Randon if you believe in:

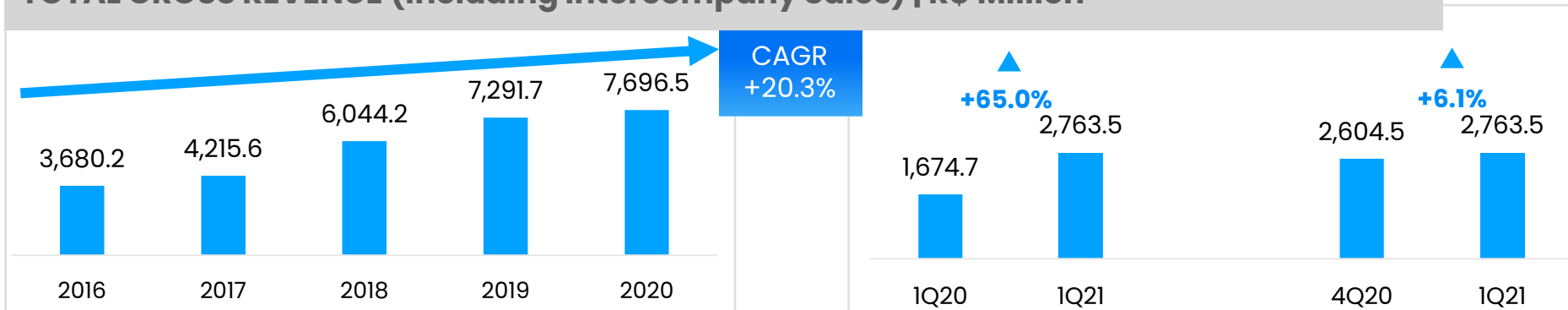
- Business Diversification.
- Solid Cash Position.
- Sustainability is a priority.
- Constant innovation and transformation.
- Quality and safety in its broader meaning.



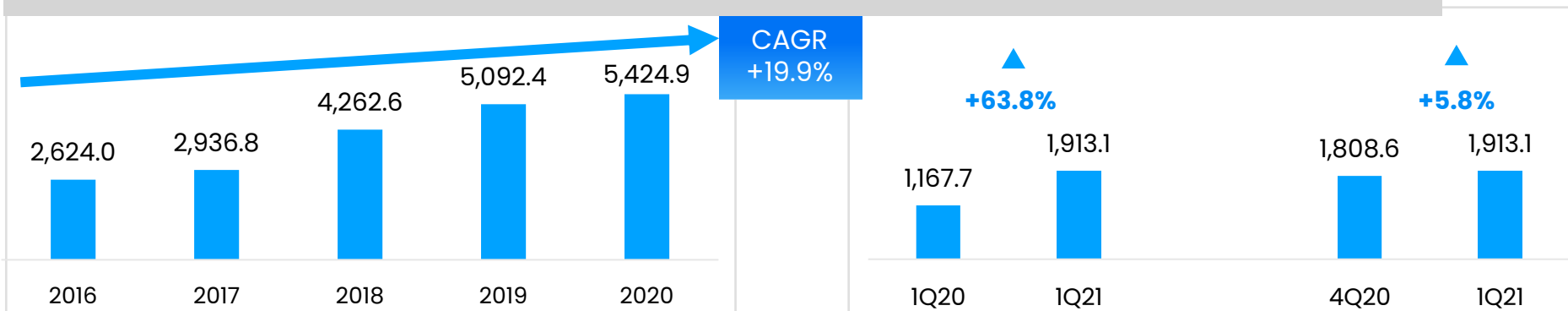
SUPPORT MATERIAL 1Q21

Operating Results

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

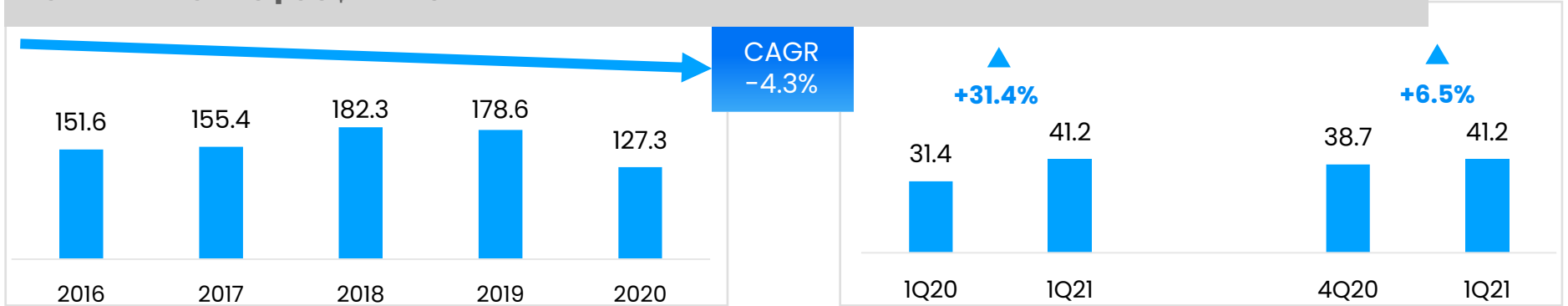


CONSOLIDATED NET REVENUE | R\$ Million

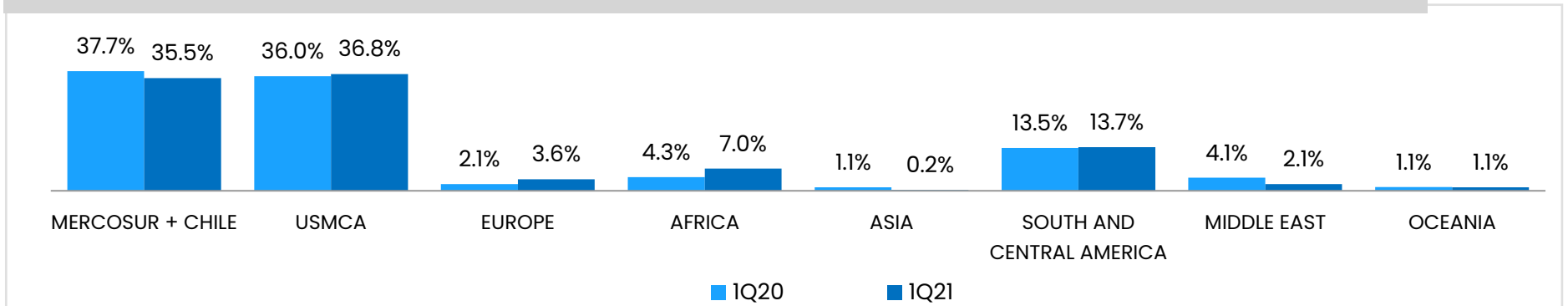


Operating Results

TOTAL EXPORTS | US\$ Million

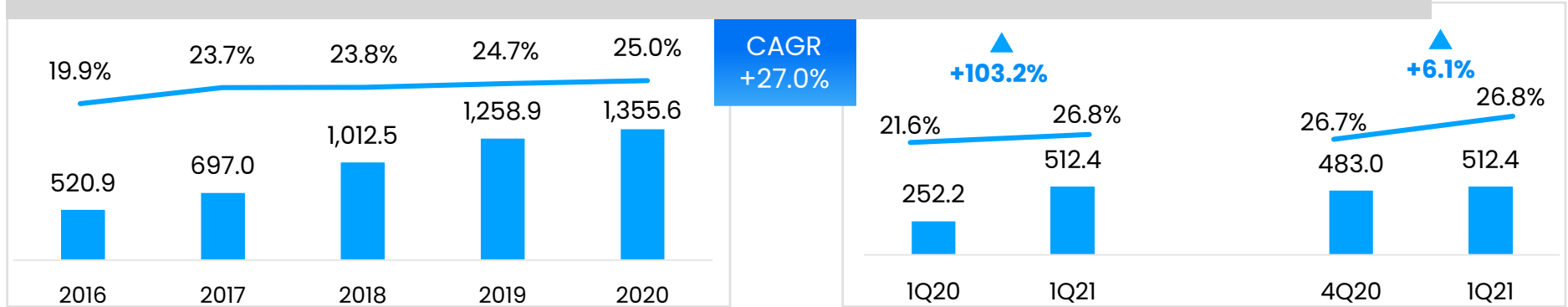


EXPORTS BY ECONOMIC REGION | US\$ Million



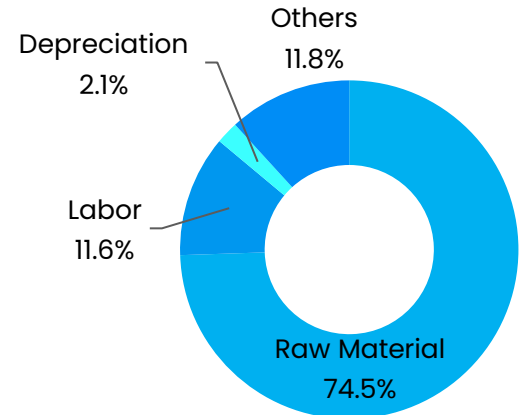
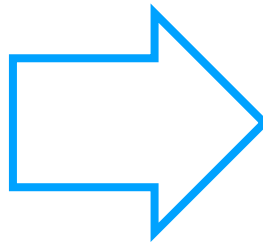
Operating Results

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



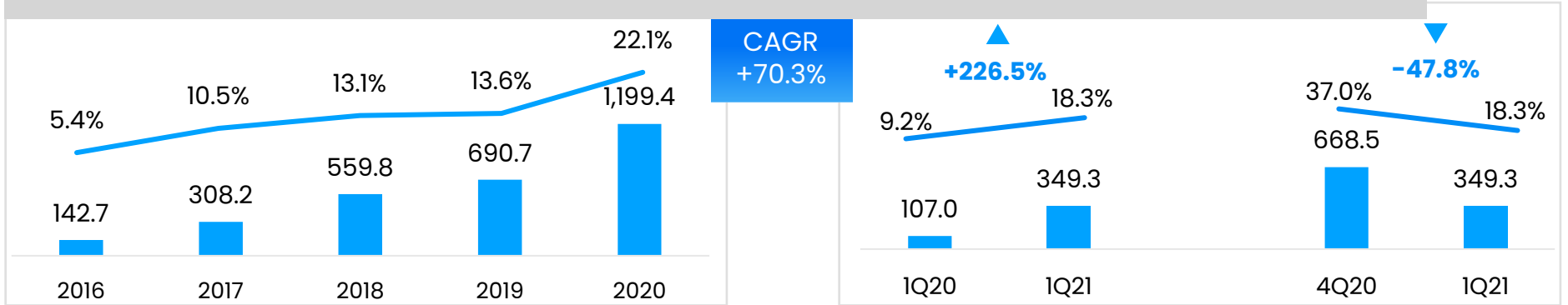
COGS 1Q21
R\$ 1.4 Bi
(73.2% o/CNR)

COGS DISTRIBUTION 2021

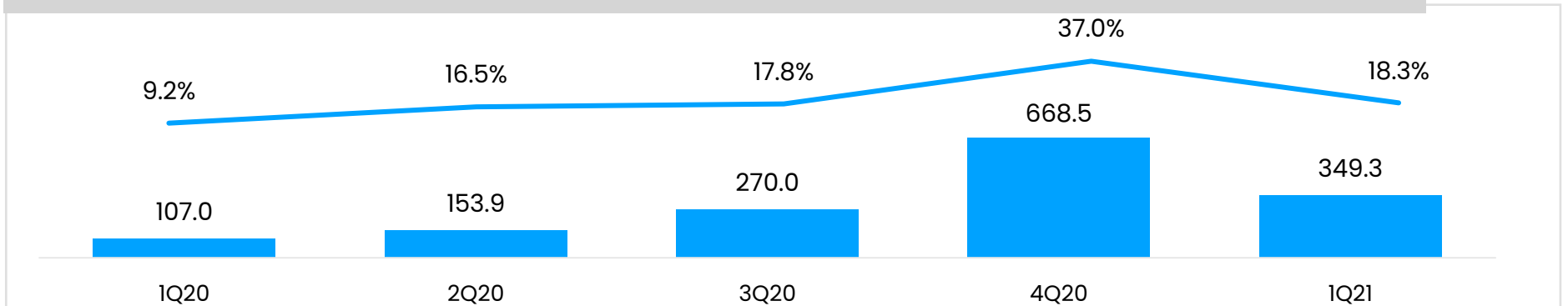


Operating Results

EBITDA | EBITDA MARGIN | R\$ Million | %

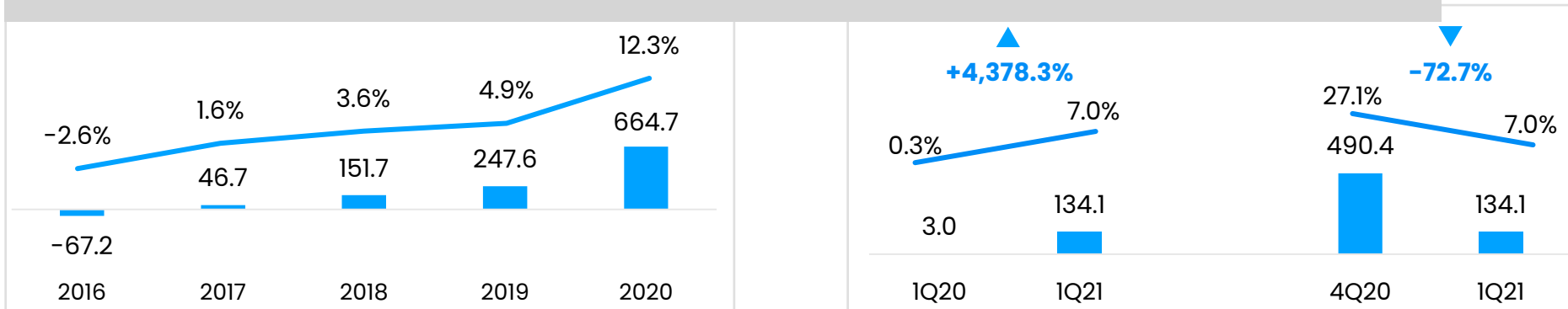


EBITDA | EBITDA MARGIN QUARTERLY | R\$ Million | %

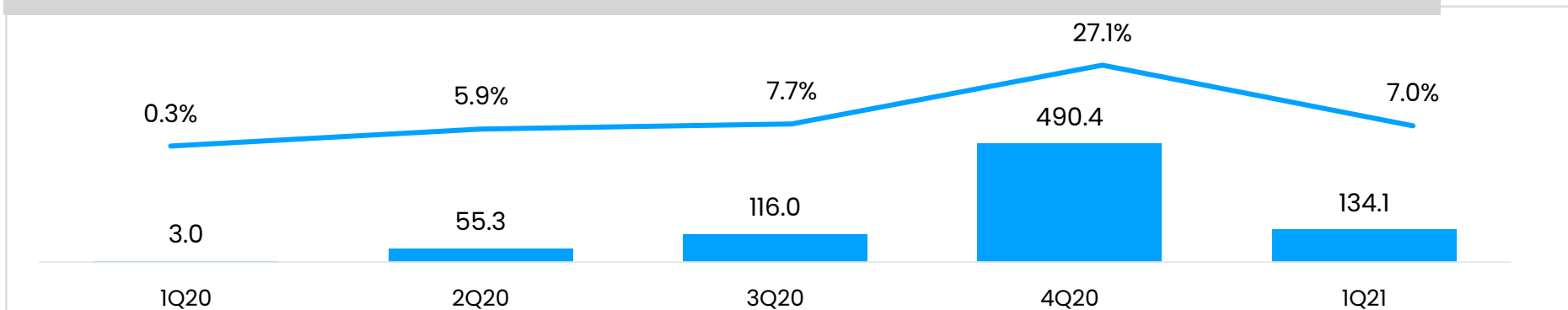


Financial Results

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

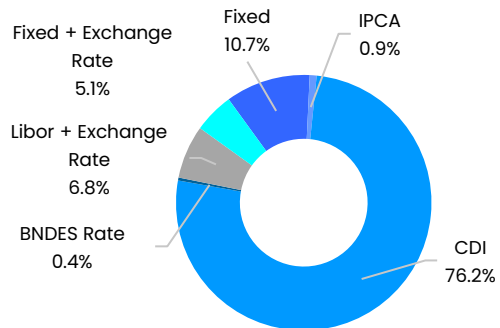


NET PROFIT | NET MARGIN QUARTERLY | R\$ Million | %



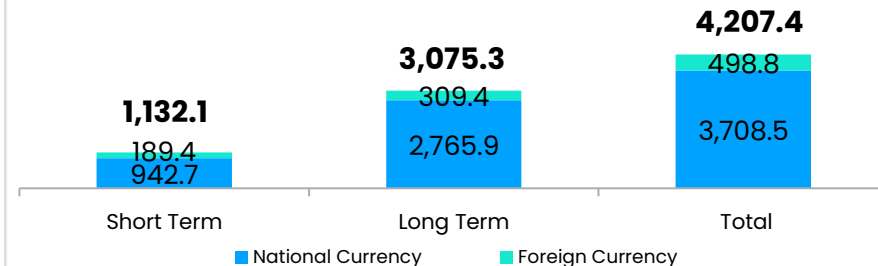
Indebtedness

DEBT INDEXES

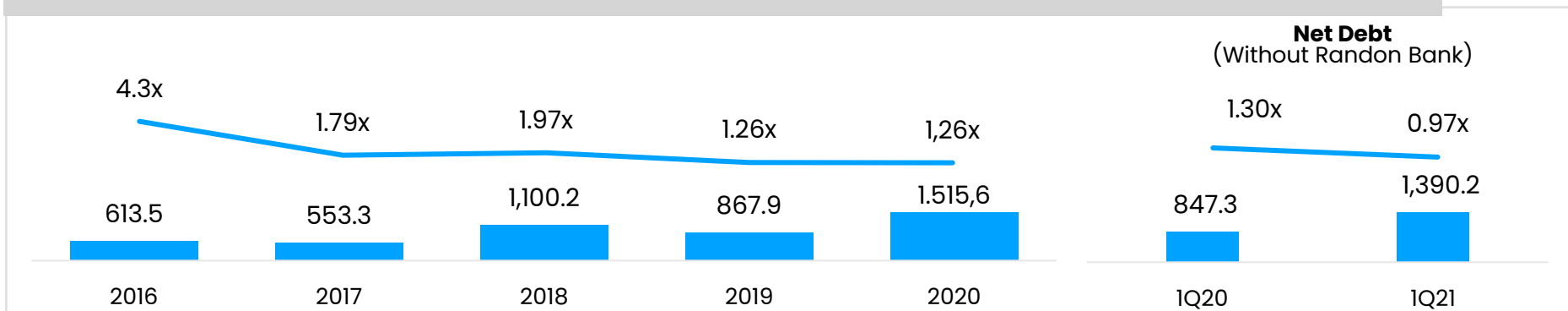


ORIGIN OF DEBT SHORT AND LONG TERM

March/2021 - R\$ Million

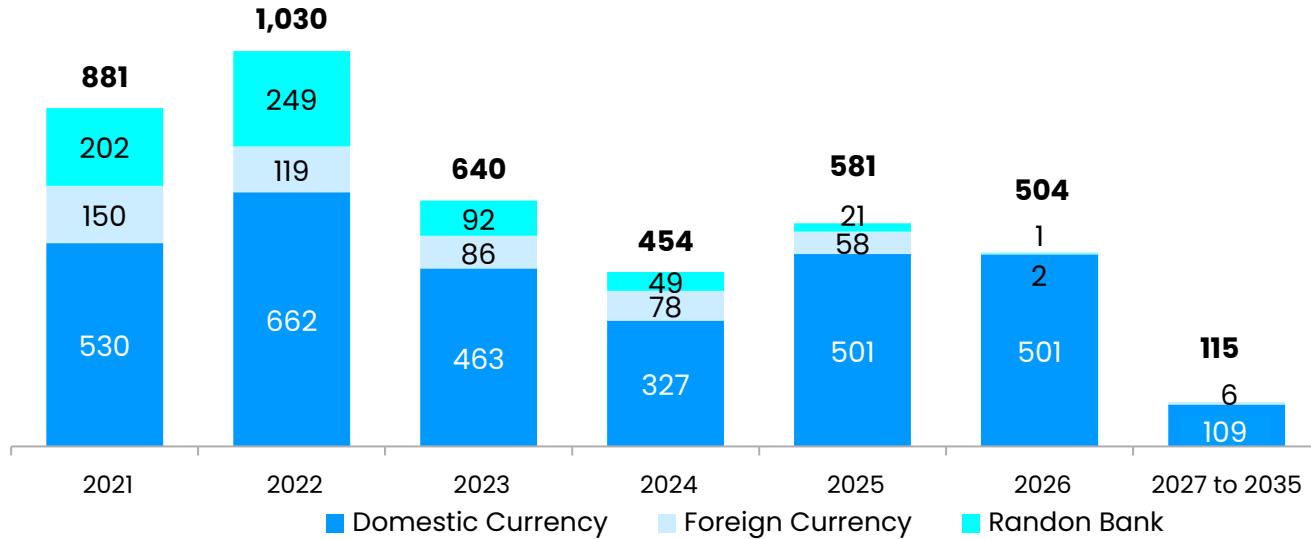


INDEBTEDNESS | NET DEBT / EBITDA | R\$ Million



Indebtedness

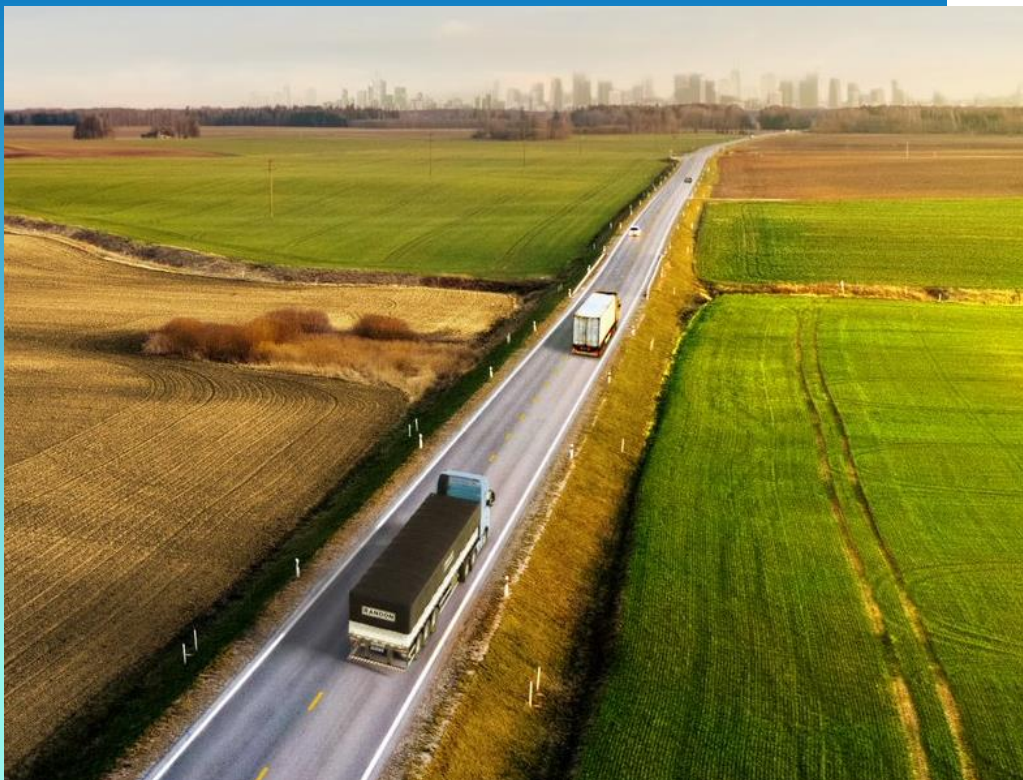
SCHEDULE OF DEBT PAYMENT | R\$ Million



Quarterly Information

R\$ million | %

	1Q2020	2Q2020	3Q2020	4Q2020	2020	1Q2021
Consolidated Net Revenue	1,167.7	933.0	1,515.5	1,808.6	5,424.8	1,913.1
% Trailers	42.4%	49.9%	45.4%	42.0%	44.4%	40.2%
% Auto Parts	53.3%	45.1%	51.1%	54.9%	51.8%	56.6%
% Services	4.3%	5.0%	3.5%	3.1%	3.8%	3.2%
Consolidated Gross Profit	252.2	200.8	419.6	483.0	1,355.6	512.4
% Gross Margin	21.6%	21.5%	27.7%	26.7%	25.0%	26.8%
EBITDA	107.0	153.9	270.0	668.5	1,199.4	349.3
% EBITDA Margin	9.2%	16.5%	17.8%	37.0%	22.1%	18.3%
Net Profit	3.0	55.3	116.0	490.4	664.7	134.1
% Net Margin	0.3%	5.9%	7.7%	27.1%	12.3%	7.0%



IR Contact
ri@randon.com.br
+55 (54) 3239 2795