



RANDON[®]

Companies

CONFERENCE CALL RESULTS | 4Q20

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**



**Market
Overview**



Main Figures



**Stock
Market**



**Performance by
Division**



Sustainability



Innovation



Key Message

MAIN HIGHLIGHTS

Another quarter of good results and margins

4Q20:

Advances in revenues and results;

High demand for semi-trailers and auto parts;

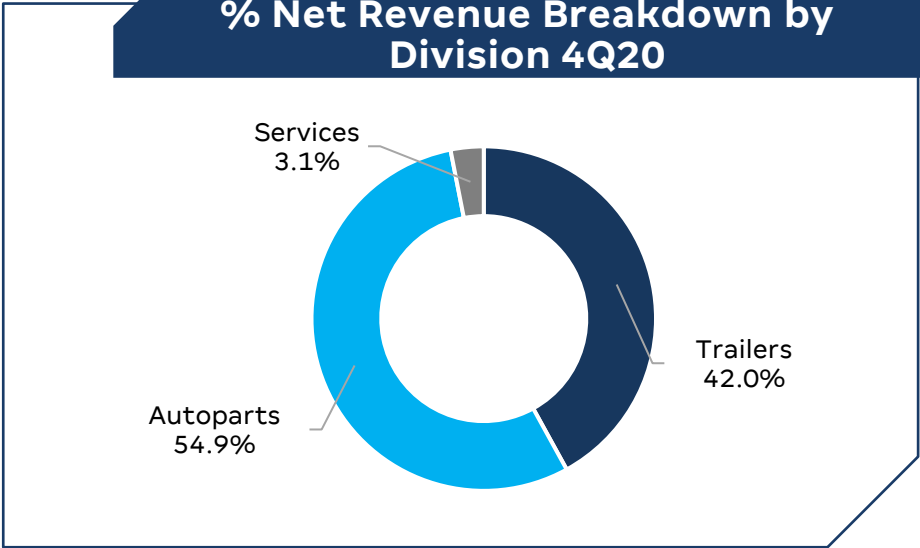
Return on investment and assertiveness in decision making;

Relevant one-offs gain.

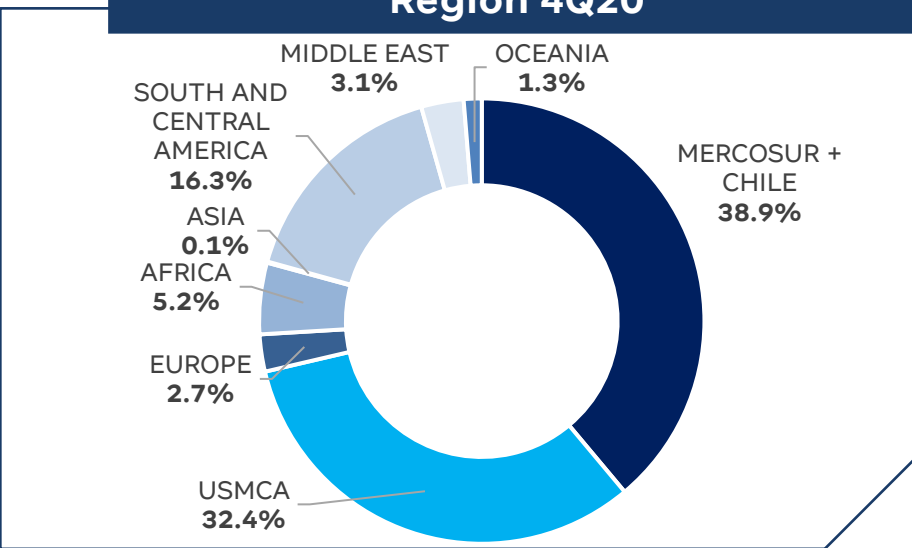
- Strong demand for semi-trailers and the recovery of the truck market enabled the Company to advance in volumes and revenues;
- Resumption of sales to the foreign market with the opening of borders and normalization of logistical processes;
- Exchange favorable to exports;
- Increase in non-organic revenues (Nakata Automotiva);
- Price recomposition in some product lines;
- Better absorption of fixed costs due to increased volumes sold and return on investments in efficiency and productivity;
- Success in tax proceedings.

DIVERSIFIED BUSINESS MODEL

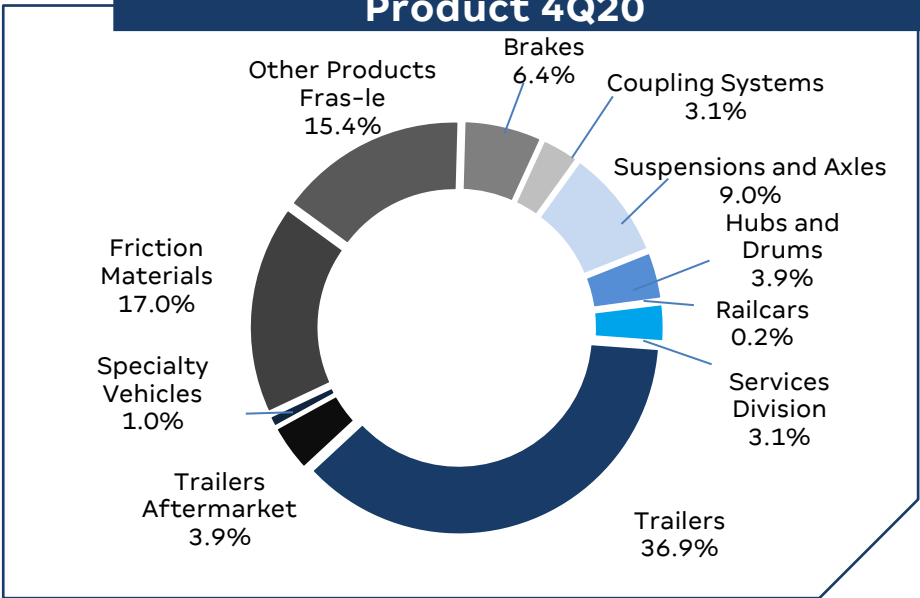
% Net Revenue Breakdown by Division 4Q20



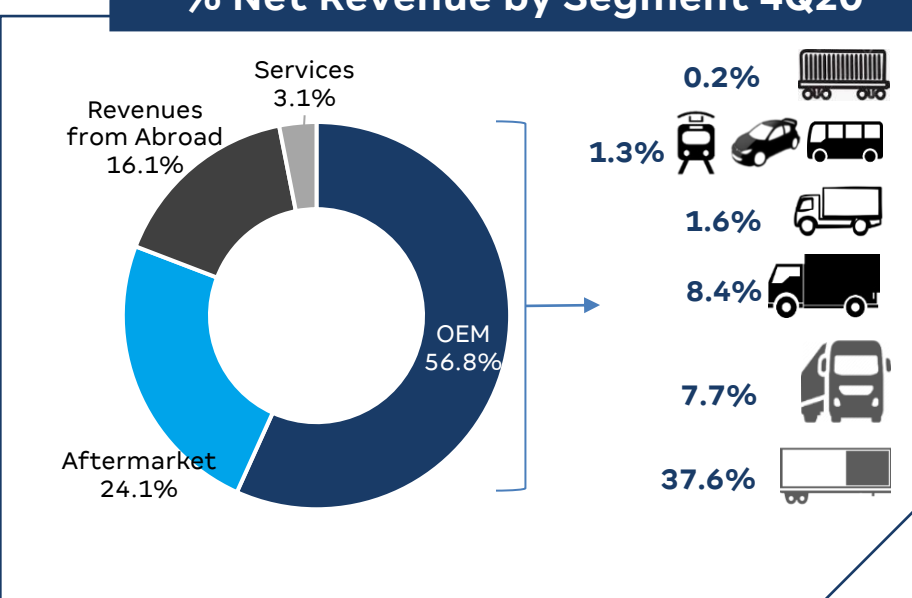
% Exports Destination by Economic Region 4Q20



% Net Revenue Breakdown by Product 4Q20



% Net Revenue by Segment 4Q20



MARKET OVERVIEW

Trailers³
Trucks²
Buses²

Production

4Q20	4Q19	Δ%	2020	2019	Δ%
21,461	16,388	31.0%	69,885	66,150	5.6%
32,861	26,024	26.3%	90,936	113,476	-19.9%
4,521	5,888	-23.2%	18,405	27,671	-33.5%

Trailers¹
Trucks²
Buses²

Sales

4Q20	4Q19	Δ%	2020	2019	Δ%
20,507	15,741	30.3%	67,372	63,437	6.2%
26,890	27,080	-0.7%	89,678	101,335	-11.5%
3,962	5,736	-30.9%	13,931	20,932	-33.4%

Macroeconomic
Scenario Outlook

INDICATOR	2020	2021 Outlook
Brazil - GDP ⁴	-4.1%	3.29%
Interest Rate ⁴	2.00%	4.00%
Inflation (IPCA) ⁴	4.52%	3.87%
Harvey ⁵	256.9 ton.	268.3 ton.
BRL x USD ⁴	R\$5.20	R\$5.10

Source:

¹ ANFIR

² ANFAVEA

³ ANFIR + AliceWeb

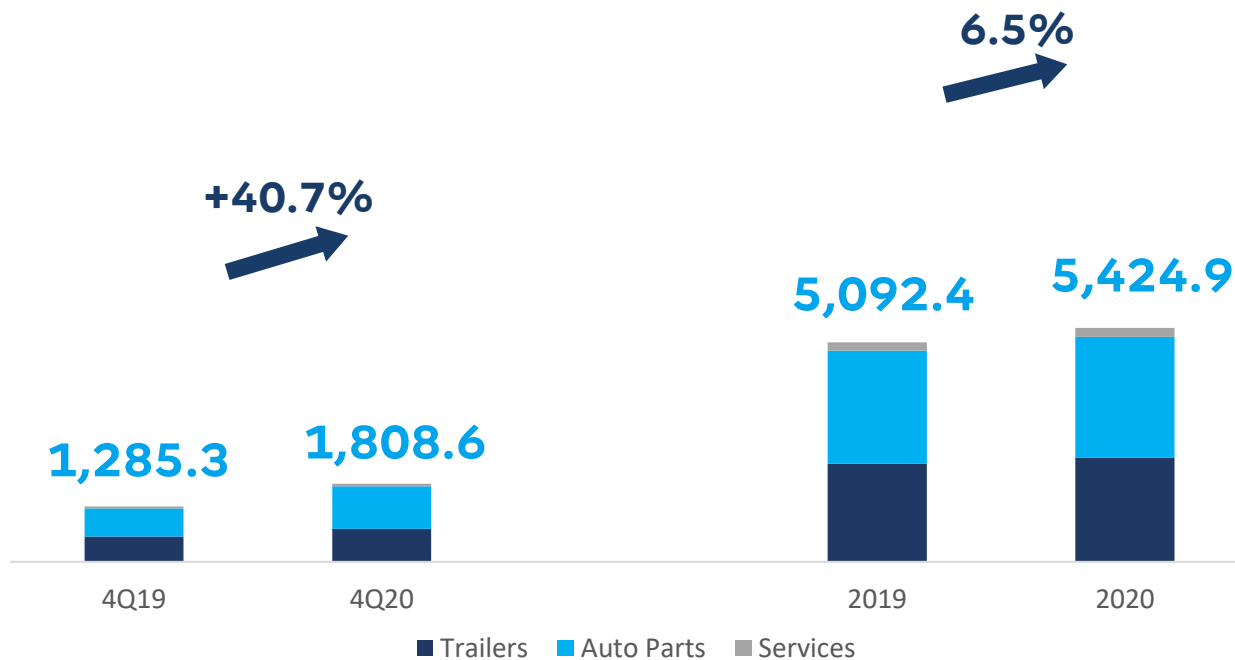
⁴ Focus Report 03/01/21

⁵ 5th CONAB Harvest Report 2020/21

MAIN INDICATORS PERFORMANCE

Increased sales in practically all product lines

Net Revenue, R\$ Million



High demand of products

Gradual sales improvement

Trailers

4Q20 X 4Q19: +30.4%

- Increase of 34.0% in units of trailers sold to the domestic market;
- Growth of 28.9% in volumes sold to the foreign market;
- 16 railcars sold in 4Q20.

Auto Parts

4Q20 X 4Q19: +51.6%

- Increase in trucks production and sales in Brazil;
- Non-organic revenues (R\$ 182 M);
- Resumption of the aftermarket and exports.

Services

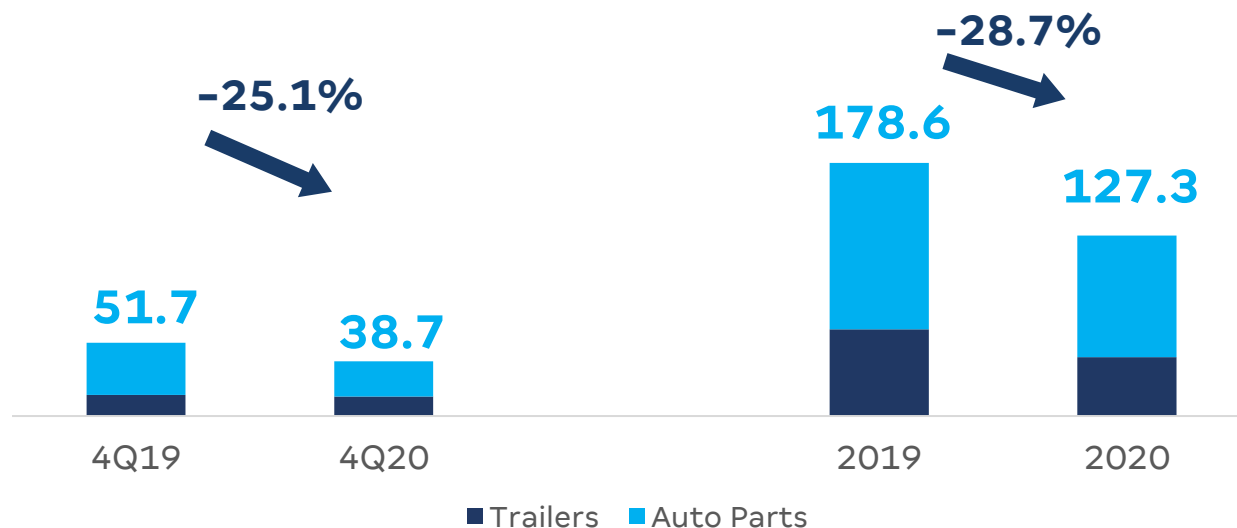
4Q20 X 4Q19: +17.3%

- 57.8% growth in Randon Bank revenues;
- Increase in consortium quotas sold and revenues (+22.8%).

MAIN INDICATORS PERFORMANCE

Significant improvement in exports compared to previous months

Total Exports, US\$ Million



Replenishment of customer inventories

Resumption of sales in some regions

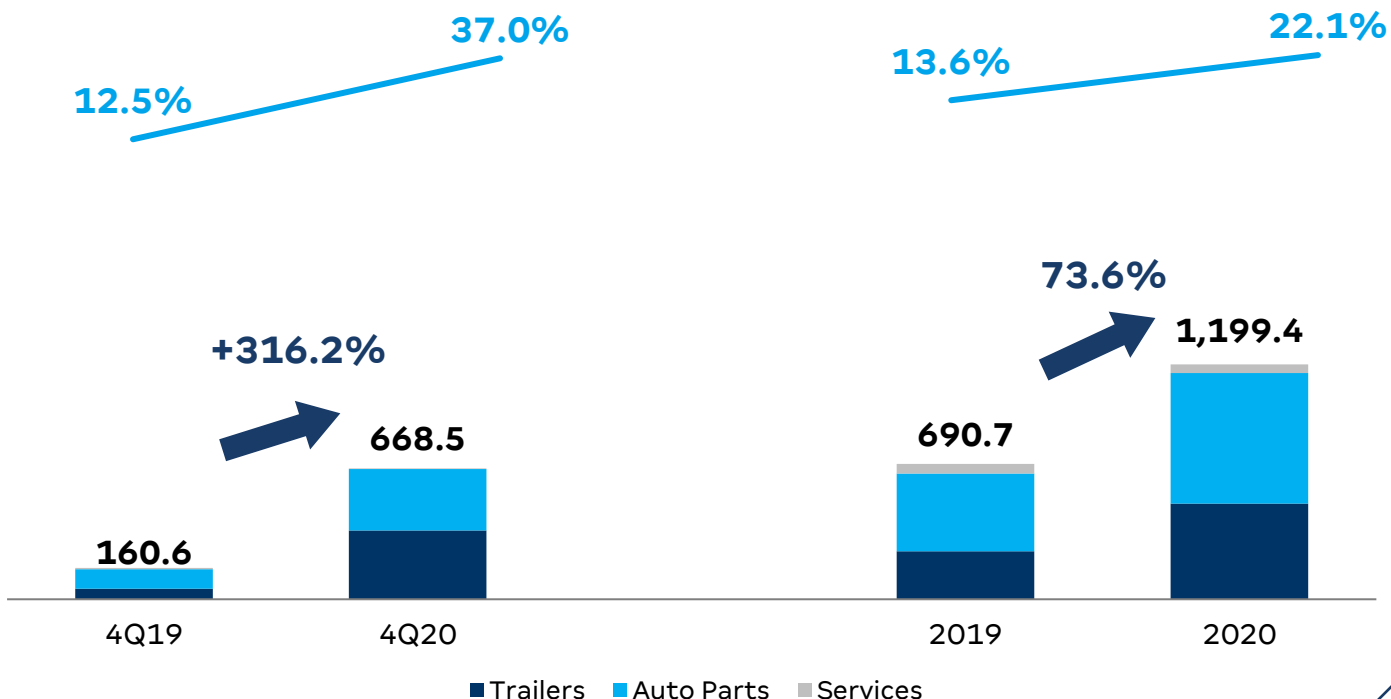
Important demand factors

- ↑ Recovery in markets abroad;
- ↑ Exchange rate depreciation;
- ↑ New clients and products;
- ↑ Backlog;
- ↓ Low prices of commodities like oil and ores;
- ↓ Shortage of foreign exchange in the Argentine market;
- ↓ COVID-19 impacts;

MAIN INDICATORS PERFORMANCE

EBITDA impacted by one-offs and increased volumes

Consolidated EBITDA, R\$ Million | %



Success in tax proceedings increases margins in 4Q20

4Q20

Trailers

EBITDA: R\$ 351.4 M | 46.3%
Adjusted EBITDA: R\$ 75.0 M | 9.9%

Auto Parts

EBITDA: R\$ 314.4M | 31.7%
Adjusted EBITDA: R\$ 200.6 M | 20.2%

Services

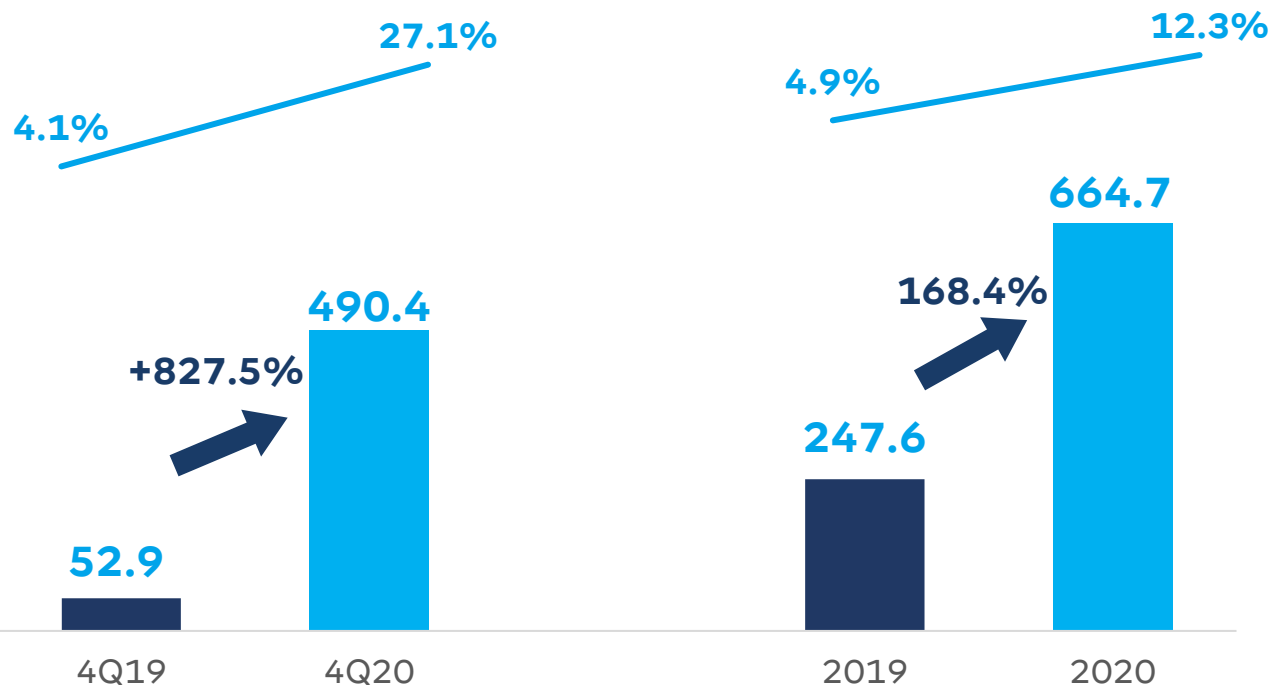
EBITDA: R\$ 2.7 M | 4.7%
Adjusted EBITDA: R\$ 3.3 M | 5.9%

Consolidated Adjusted EBITDA
R\$ 278.9 M | 15.5%

MAIN INDICATORS PERFORMANCE

Positive factors combination allowed a significant increase in results

Consolidated Net Profit, R\$ Million | %



Good results reflect assertiveness of the business model and recent investments

Main Impacts

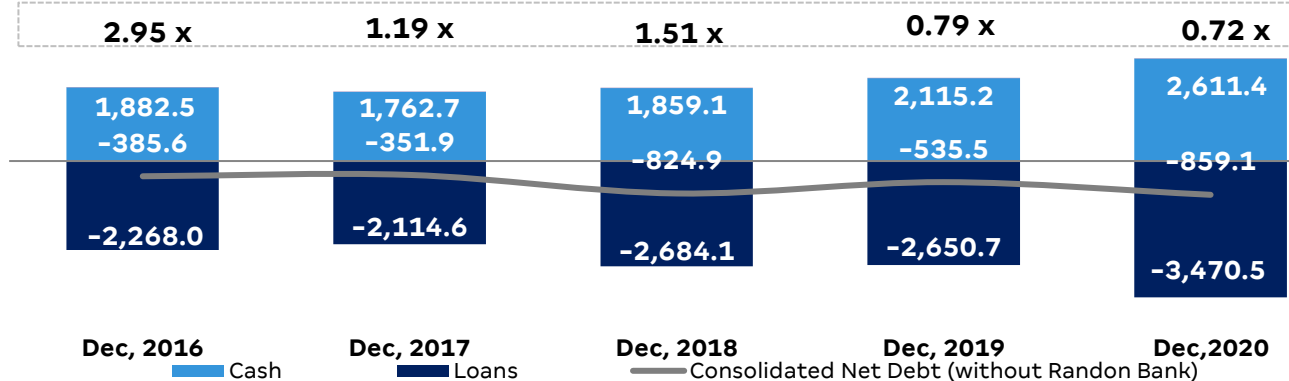
- High demand for semi-trailers mainly in agricultural and consumer goods sectors;
- Resumption of relevant markets, such as OEMs and aftermarket;
- Price resumption in some products;
- Recovery of sales to the foreign market;
- Exchange rate depreciation;
- Non-organic revenues;
- Events related to one-offs.

MAIN INDICATORS PERFORMANCE

Increase in net debt due mainly to the growth of Working Capital

Consolidated Net Debt (without Randon Bank) R\$ Million

*Net Debt/EBITDA



The chart above shows the Company's debt in R\$ million without Banco Randon's cash and debt indicators. Consolidated Net Debt at the end of 2020 totaled R\$ 1.5 billion, a multiple of 1.26x the EBITDA of the last 12 Months.

Total Gross Debt

R\$ 3,812.2

Gross Debt in BR currency R\$3,300.4

Gross Debt in foreign currency R\$511.7

USD rate (12.31.20) R\$5.1967

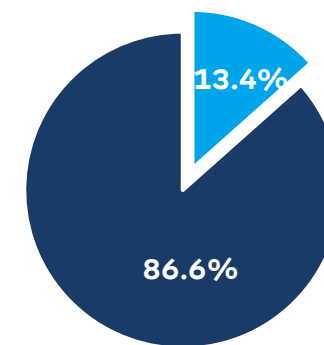
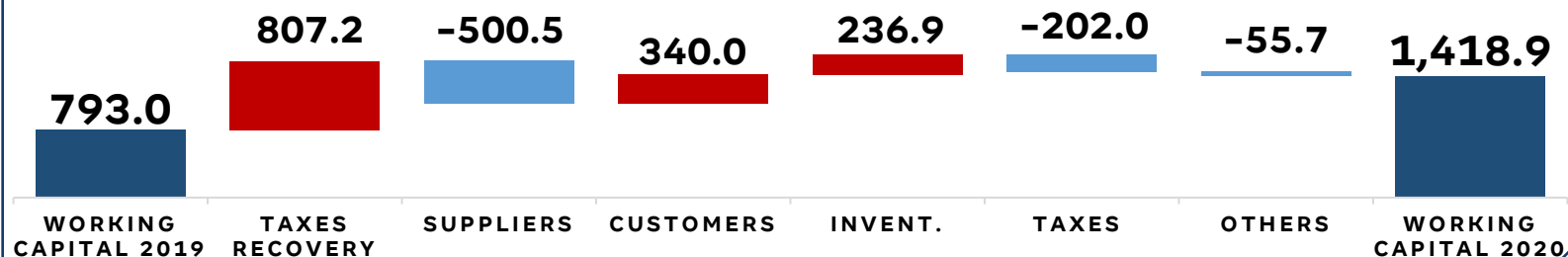
Average Cost of Debt in BRL 3.44% per year

Average Cost of Debt in USD 3.74% per year

Average Debt Term¹ 2.31 years

¹ Including Randon Bank

Working Capital (Without Randon Bank) 2020 – R\$ Million



Foreign Currency Domestic Currency

INVESTMENTS

CAPEX 4Q20

Investment in
Controlled
Companies
38.2%



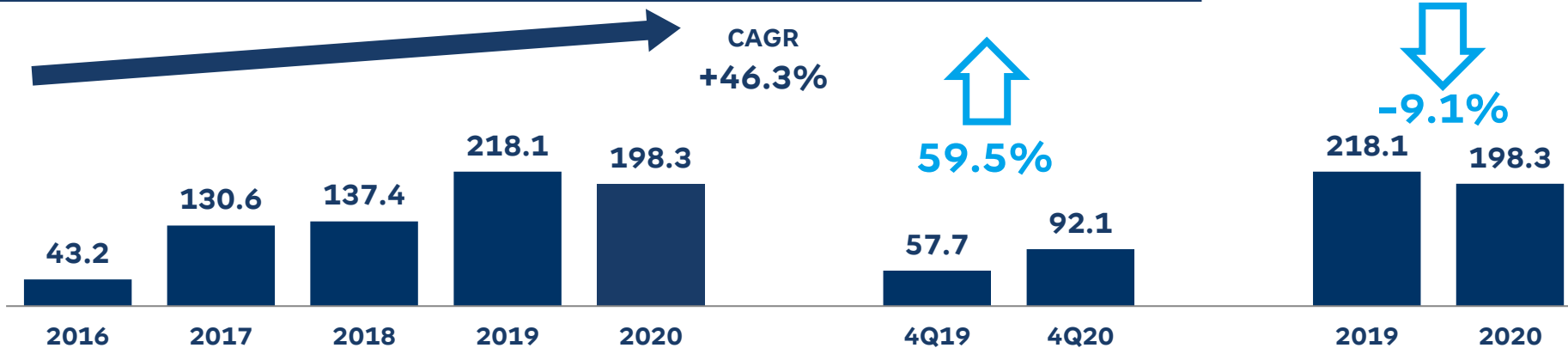
COMMENTS

R\$ 92.1 M – Investments in permanent assets such as machinery and equipment, automation and expansion of production lines.

R\$ 66.5 M – Capital payment in Randon Ventures (R\$ 13.5 M) and Fras-le North America (R\$ 51.7 M).

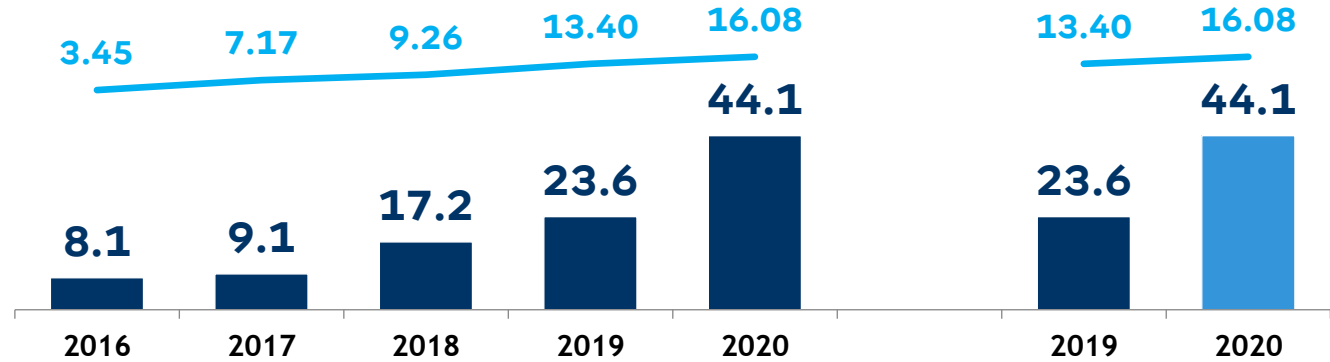
R\$ 15.6 M – Fundituba Acquisition (R\$ 3.5 M), residual values paid by Fremax (R\$ 8.8 M) and Nakata (R\$ 3.3 M).

Organic Investments (R\$ Million)

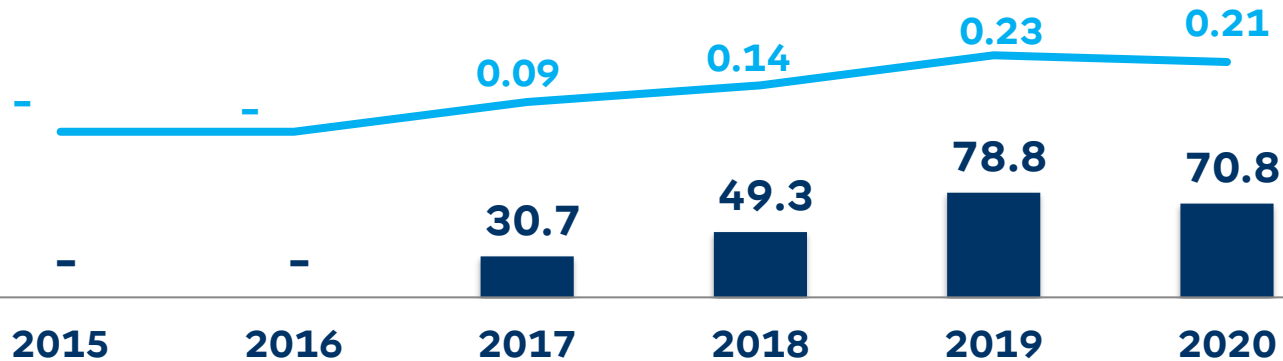


CAPITAL MARKET

RAPT4 Price/Daily Liquidity R\$ per share | R\$ Million



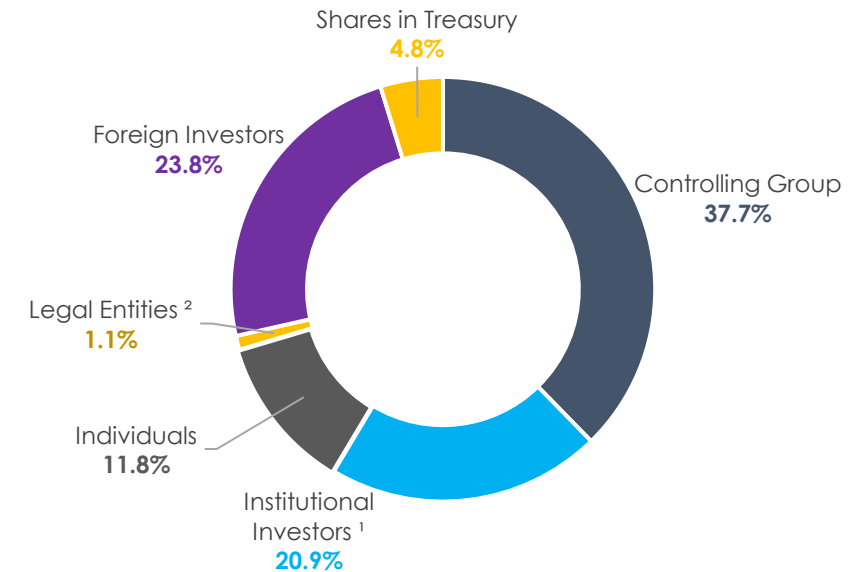
Dividends and Interest on Equity¹ R\$ Million | R\$ per share



¹ Distribution by period of competence and without income tax

Shareholders Profile – Total Shares

39,155
shareholders



¹ Investment clubs and Funds

² Companies, banks, brokers and associations

Foreign Investors

The representativeness of foreigners increased again in the Company's shareholder base, reaching 23.8% in 2020, against 21.1% in 2019.

4Q20 PERFORMANCE TRAILERS DIVISION

NET REVENUE

 R\$ 759.6 Million




EBITDA %

 R\$ 351.4 Million
46.3% o/NR

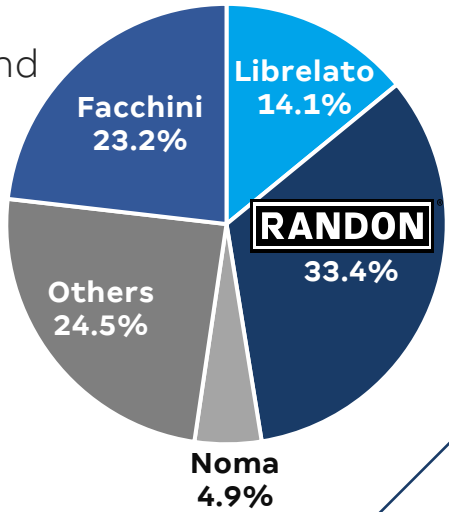
Market Overseas TOTAL

 US\$ 20.4 Million

SEMITRAILERS 4Q20 x 4Q19 | MARKET SHARE 4Q20

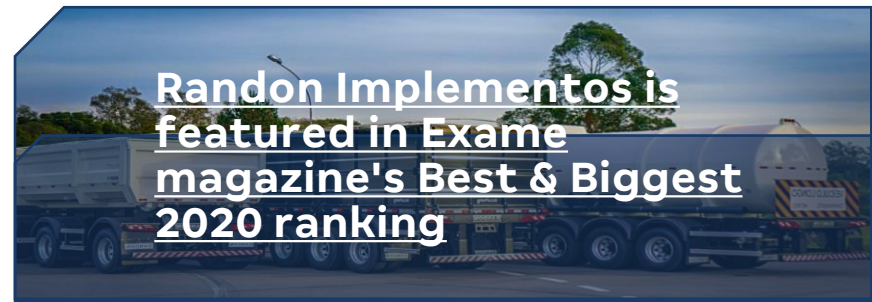
-  7,688 units domestic market (+34.0%)
-  +28.9% exports volume
-  +29.4% in aftermarket revenues

-  Demand from the agricultural, e-commerce and consumer goods markets
-  Recovery of the industrial and fuel sectors
-  Best quarter of the year for exports
-  Good backlog for the coming months



RAILCARS

-  16 units sold in the quarter
-  Market demand remained low in 2020
-  Negotiations in progress for 2021



4Q20 PERFORMANCE

AUTO PARTS DIVISION

NET REVENUE

 R\$ 992.2
Million








EBITDA %

 R\$ 314.4
Million
31.7% o/NR






Market Overseas TOTAL

 US\$ 55.7
Million





BREAKING (Friction and Non-Friction)

-  26,797 thousand units friction material (+0.3%)
-  12,076 units other products (+148.5%)
-  Net revenue (+60.5%)
-  Aftermarket resilience
-  Gradual recovery in exports
-  Foreign exchange favorable to exports
-  Non-organic revenues

SUSPENSION AND WHEEL END

-  182,783 units of hubs and drums (+55.1%)
-  43,851 units of suspensions and axles (+38.7%)
-  New customers and markets
-  Resumption of OEM's market
-  Capacity increase with acquisition of Fundituba

JV'S

-  188,265 units of Brake systems (+18.7%)
-  34,581 units of coupling systems (+25.5%)
-  Resumption of sales to OEMs
-  [Ambev aproves JOST's coupling sensors](#)

Fras-le invests in autonomous internal transport of products

4Q20 PERFORMANCE SERVICES DIVISION

NET REVENUE

 R\$ 56.9
Million

EBITDA %

 R\$ 2.7
Million
4.7% o/NR

CONSÓRCIO

RANDON



4,628 Coop-Payment
Plan Qutoas Sold
(+22.8%)



Net Revenue
(+8.1%)

Resumption of contracting
consortium in 4Q20 and
result indicators within the
planned for the year 2020

BANCO

RANDON



Net Revenue
(+57.8%)

Sales growth at Randon
Companies positively impacted
Banco Randon revenues

Monthly average of operations
contracted in 2020 is 16%
higher than operations in 2019.

RANDON
VENTURES

Randon expands presence in
innovation ecosystems

R4 Project: new joint-venture
between Randon Ventures and
4all

Partnership with the Venturiur
accelerator: corporate
investment in Grupo Hélice.

New investees in 1Q21: Delta
and Abbiamo

SUSTAINABILITY

- Dissemination of the culture of sustainability to employees;
- Projects aimed at reducing water and energy consumption;
- Sustainable buildings;
- Waste Management;
- Process automation and use of RPA (Robotic Process Automation).



- Reinforcement of COVID-19 prevention practices for internal and external public;
- Support to the local community;
- SEPAT (week of education and prevention of accidents at work) focused on Safety Culture and Diversity;
- Florestar Project.

- Randon Day with agenda ESG;
- Disclosure of the Policy on Transactions with Related Parties;
- Recognition as one of the most ethical companies in Brazil.



QR-CODE
SUSTAINABILITY
REPORT



We are signatories to the corporate pact for integrity and against corruption, by Ethos Institute.



WATCH THE
2020 RANDON
DAY

INNOVATION



CONEXO

4Q20

2 START EDITIONS

- 50 PARTICIPANTS
- 10 IMPROVEMENTS

**54 STARTUPS
REGISTERED**



CTR

**OPENING OF NEW
TRACKS**



**RTS
INDUSTRY**

**AUTOM
ACQUISITION**



PIS AND COFINS TAX CREDITS

MATERIAL FACT

RANDON[®]

MASTER
MERITOR RANDON

JUST

FRASLE

- RES JURIDICATA LAWSUITS ON OCTOBER 27 AND 28, 2020
- CREDIT FORM: QUALIFICATION THROUGH ADMINISTRATIVE PROCEDURE
- CREDITS: R\$ 860.8 MILLION
- REGISTERED IN DEC/20: R\$ 778.3 MILLION

NET IMPACT OF THE PROCCES IN 4Q20¹ EBITDA:

- Trailers Division: +R\$ 265.1 M
- Auto Parts Division: +R\$ 141.4 M
- **Consolidated Total : +R\$ 406.6 M**

¹ Revenue from the proceeding gain (without financial income), less attorneys' fees, donations and profit sharing provisions. No SELIC update (impact on financial results).



RES JURIDICATA 2020 (REVENUES REGISTERED)¹

Controil[®]

R\$ 16.5 MILLION
AUGUST/2018

JURID[®]

R\$ 8.9 MILION
JANUARY/2020

¹ Values updated by the SELIC rate.

RES JURIDICATA 2021¹

CASTERTECH

¹ Material Fact released on 02/16/21. refining values.

ON-GOING ACTIONS

RANDON[®] 1
IMPLEMENTOS

FREMAX

¹ Randon Implementos para o Transp. Ltda.

GUIDANCE 2021

Indicator	Guidance 2021
Total Gross Revenues	R\$ 9.6 billion
Consolidated Net Revenue	R\$ 6.8 billion
Revenues from Abroad ¹	US\$ 250 million
Imports	US\$ 100 million
Investments ²	R\$ 250 million

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

These indicators were validated in Randon's strategic planning process and are backed by the assessment of the macroeconomic scenarios of Brazil and of the countries that Randon has business relations with, as well as on the indicators of the automotive industry and market behavior of its business segments.

Institutional Investor

Voting on the Institutional Investor survey is now open, an important tool for evaluating our IR practices. We invite everyone to access the questionnaire through the link:

voting.institutionalinvestor.com



KEY MESSAGE

The good results came, even in such a complex and challenging year. Health and safety remain our priority, and we will spare no effort to help our employees and society to overcome their difficulties. We continue together, looking for a better future.

- Diversified business model
- Solid cash position
- Investment prioritization
- Caution in the budgeting process
- Digital and cultural transformation

We act in an ethical and responsible manner, generating value for our shareholders, with a resilient business model that enables the Company's expansion and contributes to a better society.

CONNECT PEOPLE AND RICHES GENERATING PROSPERITY

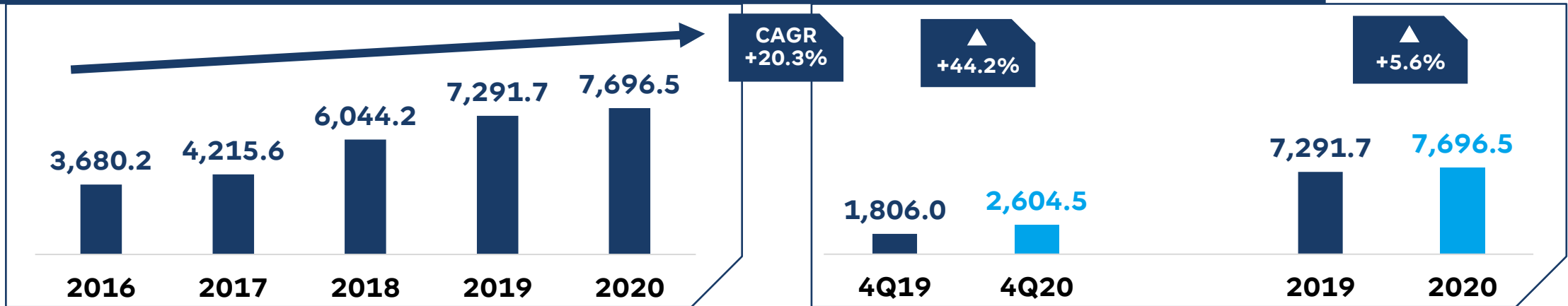


SUPPORT MATERIAL

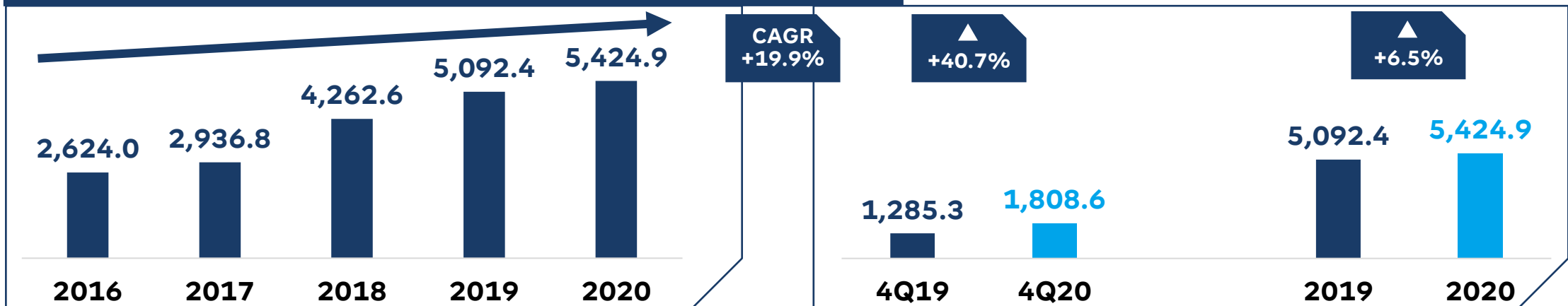


OPERATING RESULTS

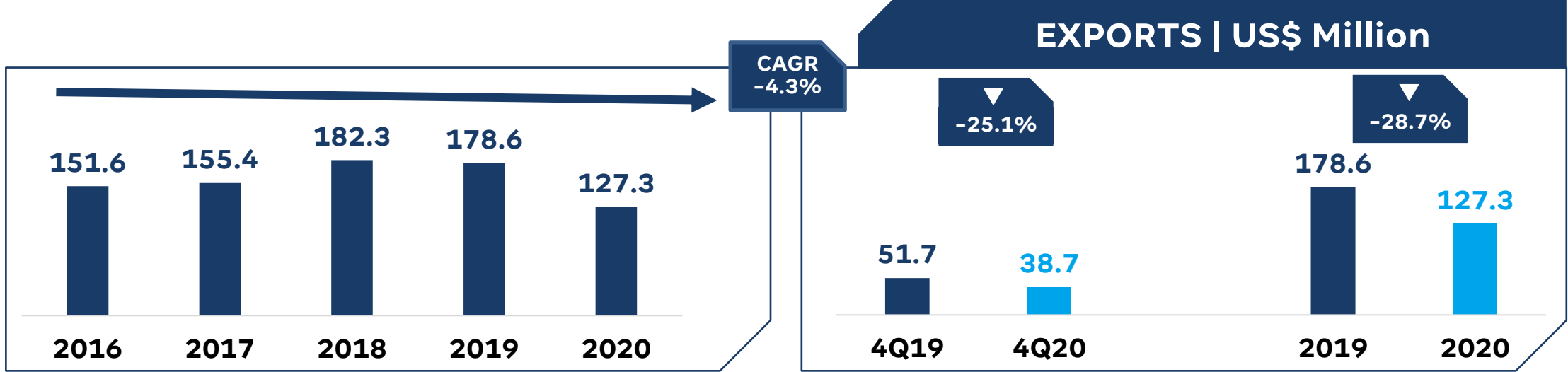
TOTAL GROSS REVENUE (Including Intercompany Sales) – R\$ Million



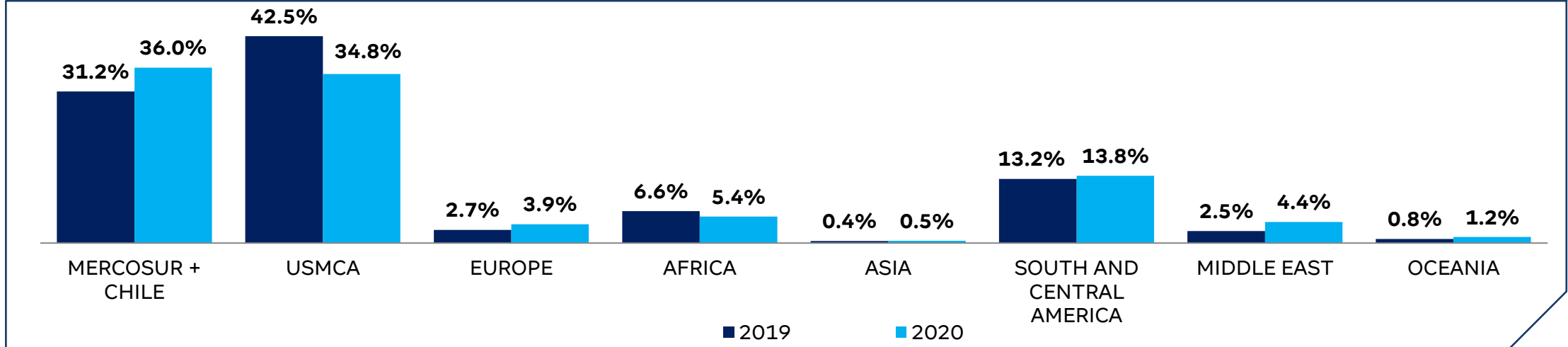
CONSOLIDATED NET REVENUE – R\$ Million



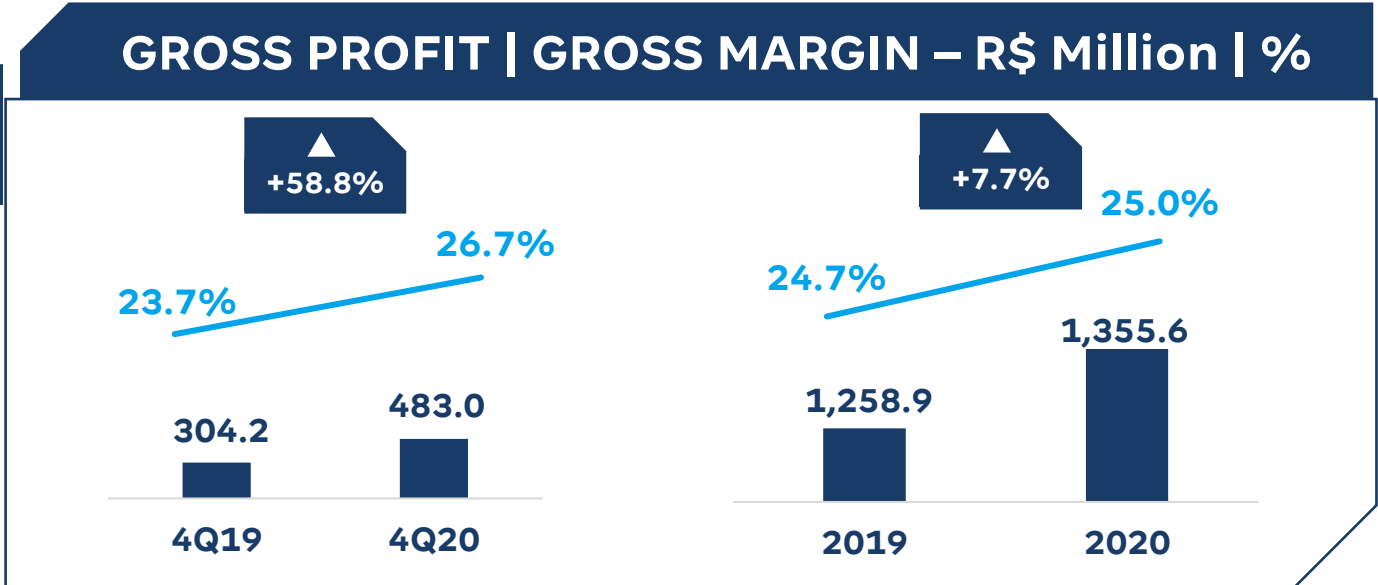
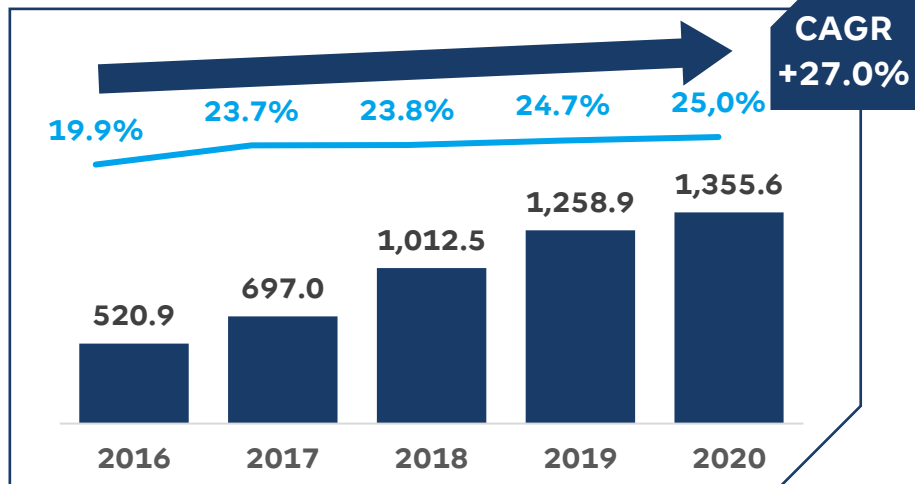
OPERATING RESULTS



EXPORTS BY ECONOMIC REGION | US\$ Million

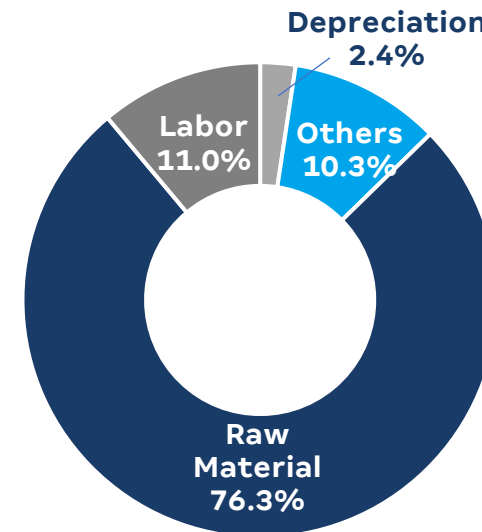
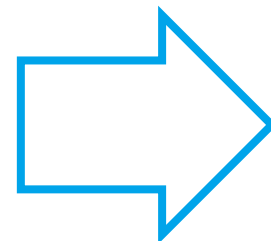


OPERATING RESULTS



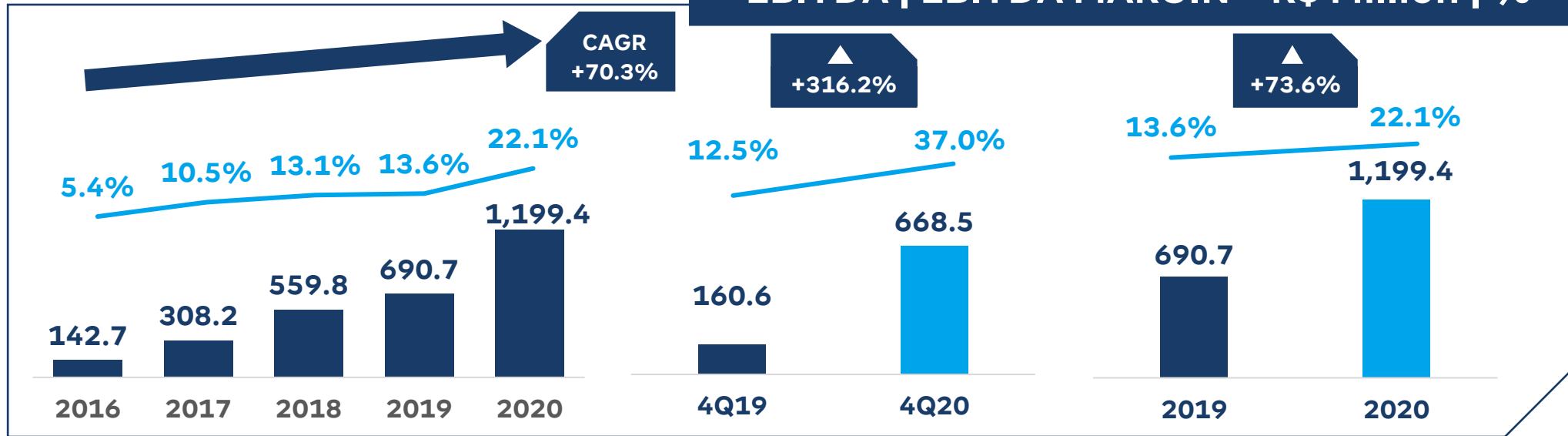
COGS 4Q20
R\$ 1.3 Bn
(73.3% o/CNR)

COGS DISTRIBUTION 2020

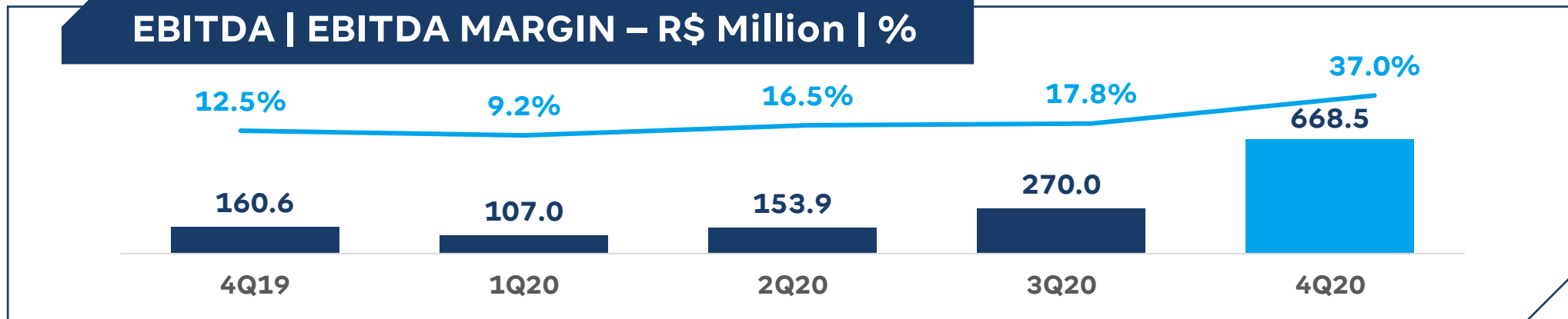


OPERATING RESULTS

EBITDA | EBITDA MARGIN – R\$ Million | %

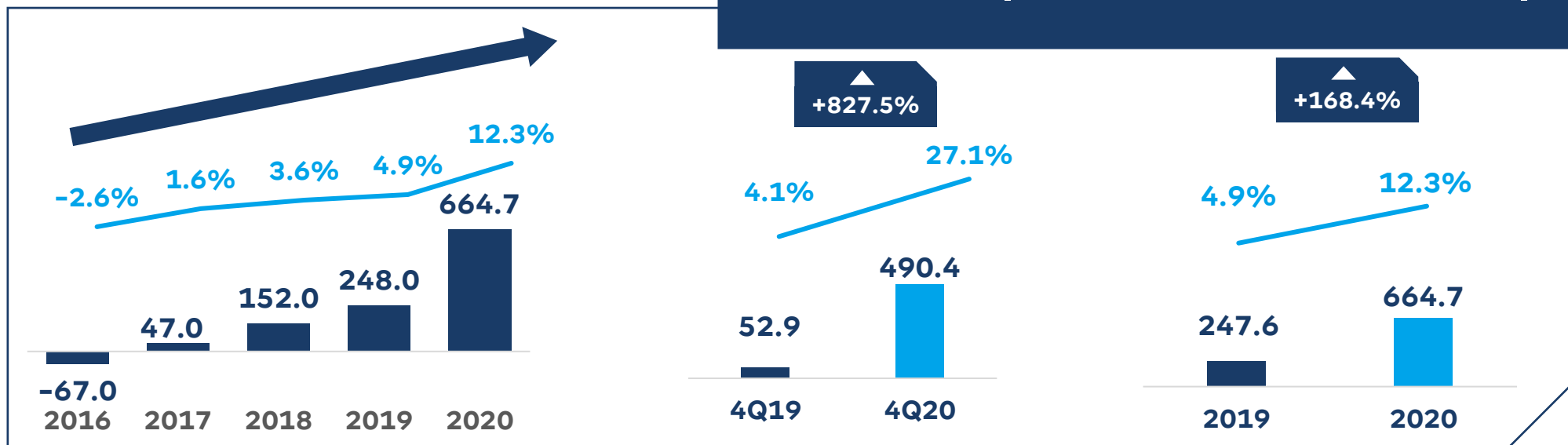


EBITDA | EBITDA MARGIN – R\$ Million | %

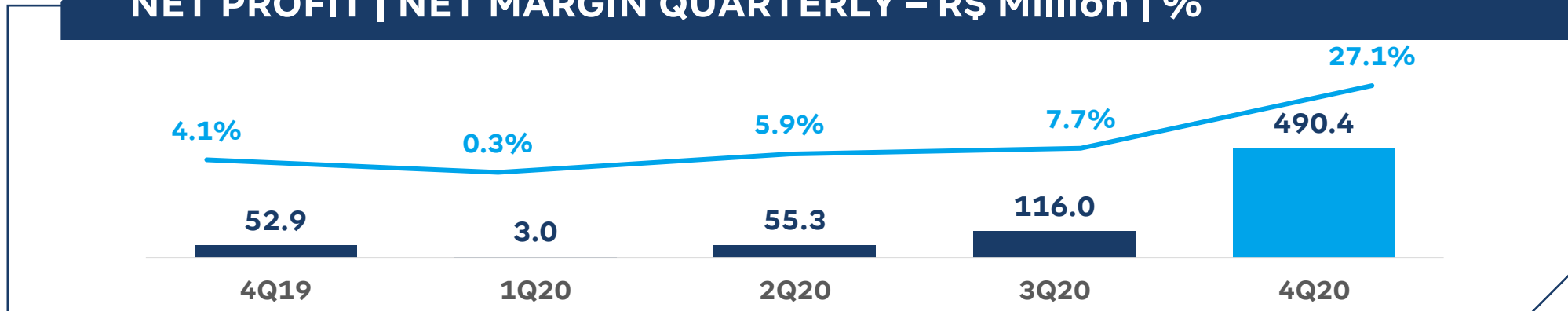


FINANCIAL RESULTS

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

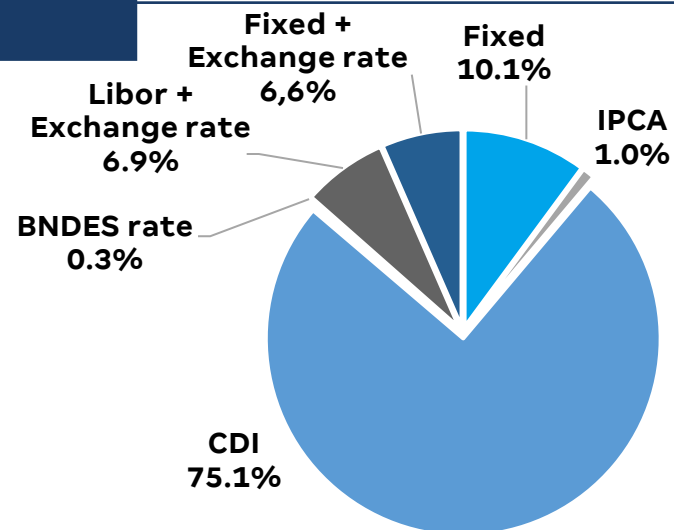


NET PROFIT | NET MARGIN QUARTERLY – R\$ Million | %



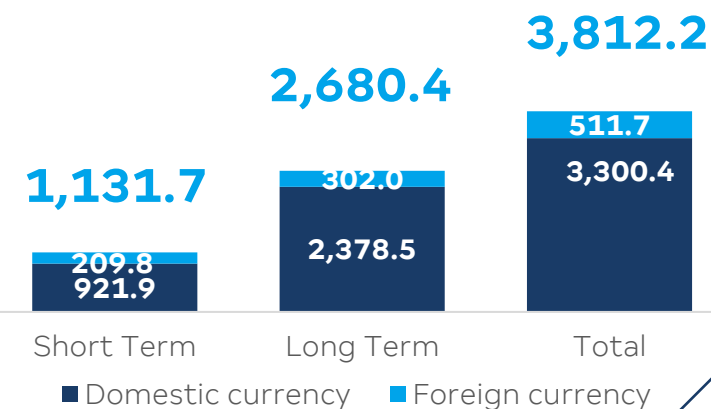
INDEBTEDNESS

DEBT INDEXES

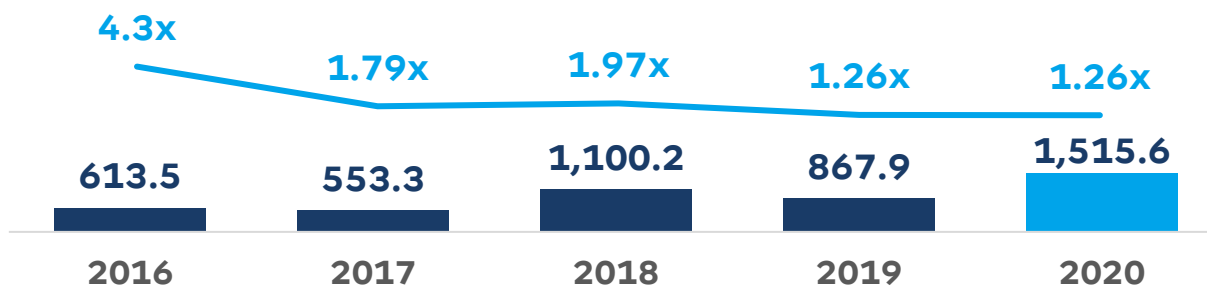


ORIGIN OF DEBT SHORT AND LONG TERM

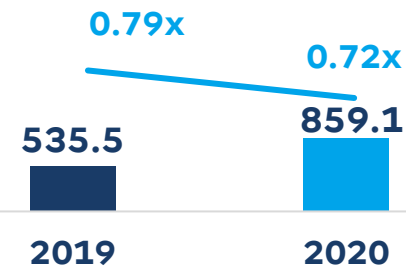
December/2020 – R\$ Million



INDEBTEDNESS | NET DEBT / EBITDA – R\$ Million



DÍVIDA LÍQUIDA (Sem Banco Randon)



INDEBTEDNESS

Schedule of Debt Payment (R\$ Million)



CONSOLIDATED INCOME STATEMENT BY SEGMENT

R\$ Million

	Trailers and Semi-trailers			Auto Parts			Financial Services			Consolidated		
	4Q20	4Q19	Δ%	4Q20	4Q19	Δ%	4Q20	4Q19	Δ%	4Q20	4Q19	Δ%
Gross Revenue	928,328	713,839	30.0%	1,248,132	824,788	51.3%	62,321	53,587	16.3%	2,238,780	1,592,214	40.6%
Deduction in Gross Revenue	-168,772	-131,543	28.3%	-255,947	-170,285	50.3%	-5,422	-5,062	7.1%	-430,141	-306,890	40.2%
Net Revenue	759,556	582,296	30.4%	992,185	654,503	51.6%	56,898	48,525	17.3%	1,808,639	1,285,323	40.7%
Costs of Sales and Service	-619,751	-484,009	28.0%	-697,669	-492,345	41.7%	-8,184	-4,797	70.6%	-1,325,605	-981,151	35.1%
Gross Profit	139,805	98,287	42.2%	294,516	162,157	81.6%	48,714	43,728	11.4%	483,035	304,172	58.8%
Gross Margin (%)	18.4%	16.9%	153 bps	29.7%	24.8%	491 bps	85.6%	90.1%	-450 bps	26.7%	23.7%	304 bps
Operating Expenses	198,286	-57,037	-447.6%	-18,988	-96,590	-80.3%	-46,280	-37,369	23.8%	133,018	-190,997	-169.6%
EBIT	338,091	41,249	719.6%	275,528	65,567	320.2%	2,434	6,359	-61.7%	616,053	113,175	444.3%
EBITDA	351,378	53,684	554.5%	314,421	100,461	213.0%	2,667	6,476	-58.8%	668,467	160,620	316.2%
EBITDA Margin	46.3%	9.2%	3704 bps	31.7%	15.3%	1634 bps	4.7%	13.3%	-866 bps	37.0%	12.5%	2446 bps
ADJUSTED EBITDA	74,978	49,249	52.2%	200,571	101,414	97.8%	3,333	6,476	-48.5%	278,881	157,138	77.5%
ADJUSTED EBITDA MARGIN	9.9%	8.5%	148 bps	20.2%	15.5%	472 bps	5.9%	13.3%	-749 bps	15.5%	12.2%	324 bps

QUARTERLY INFORMATION

R\$ Million | %

	4Q19	2019	1Q20	2Q20	3Q20	4Q20
Consolidated Net Revenue	1,285.3	5,092.4	1,167.7	933.0	1,515.5	1,808.6
% Vehicles and Trailers	45.3%	44.7%	42.4%	49.9%	45.4%	42.0%
% Auto Parts	50.9%	51.6%	53.3%	45.1%	51.1%	54.9%
% Financial Services	3.8%	3.7%	4.3%	5.0%	3.5%	3.1%
Consolidated Gross Profit	304.2	1,258.9	252.2	200.8	419.6	483.0
% Gross Margin	23.7%	24.7%	21.6%	21.5%	27.7%	26.7%
EBITDA	160.6	690.7	107.0	153.9	270.0	668.5
% EBITDA Margin	12.5%	13.6%	9.2%	16.5%	17.8%	37.0%
Net Income	52.9	247.6	3.0	55.3	116.0	490.4
% Net Margin	4.1%	4.9%	0.3%	5.9%	7.7%	27.1%



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