



Companies

Institutional Profile

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.**



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

12,776
employees

R\$ 4.2 bn
Market Cap

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%

RAPT

B3 LISTED N1

IBRAB3 | IBRX100B3 | IGC B3 | IGCT B3

INDXB3 | ITAG B3 | SMLLB3

Executive Committee



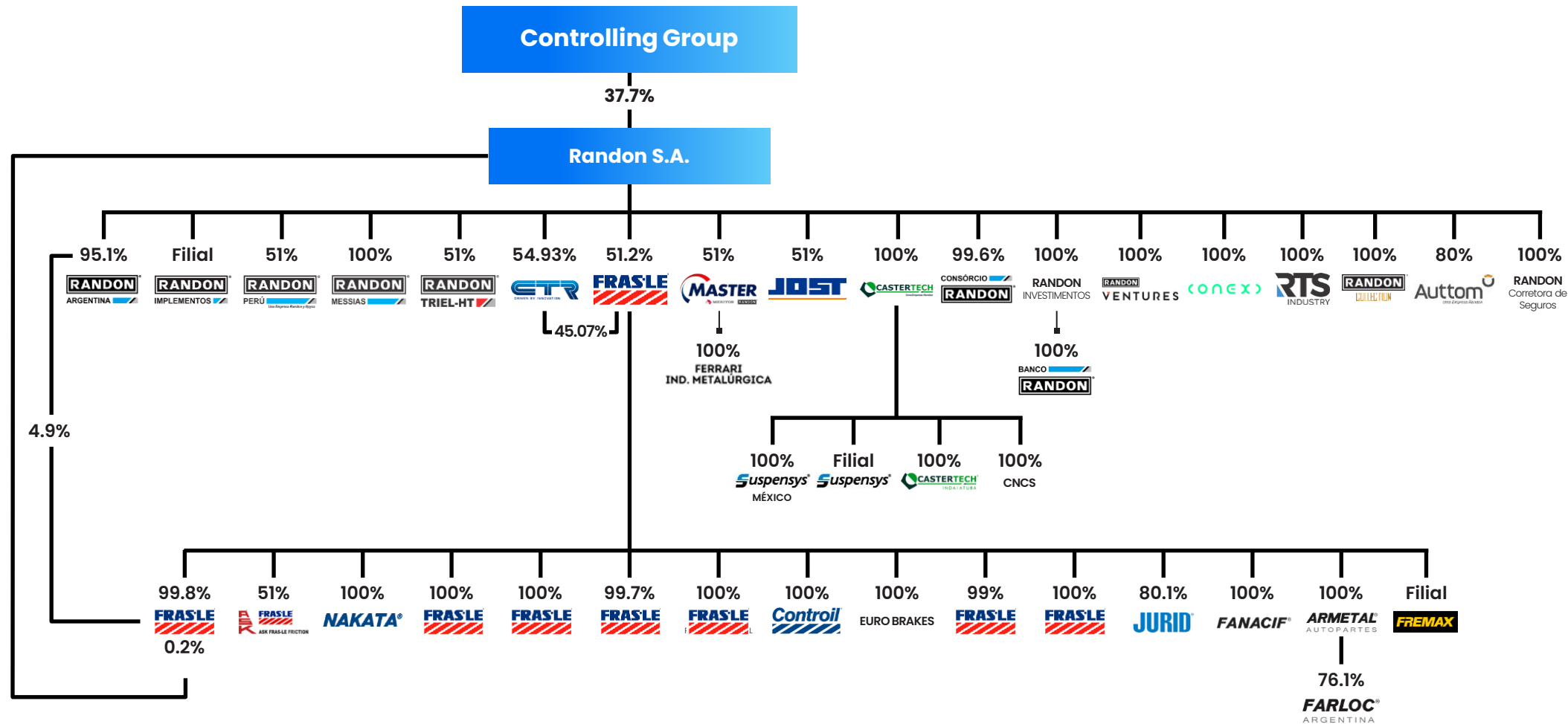
Paulo Prignolato
CFO and IRO

Daniel Randon
CEO

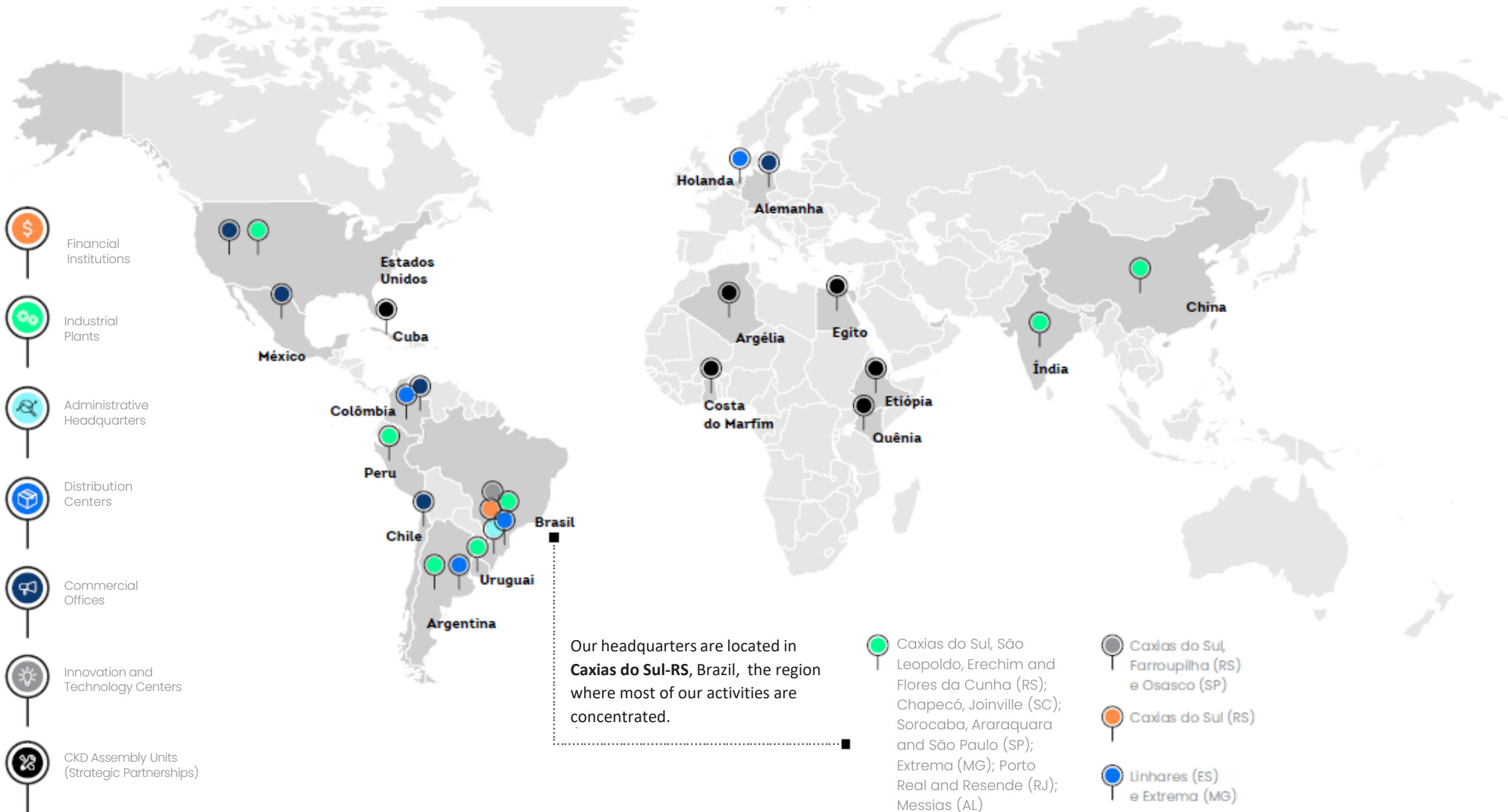
Sérgio Carvalho
COO

Daniel M. Ely
CTO

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

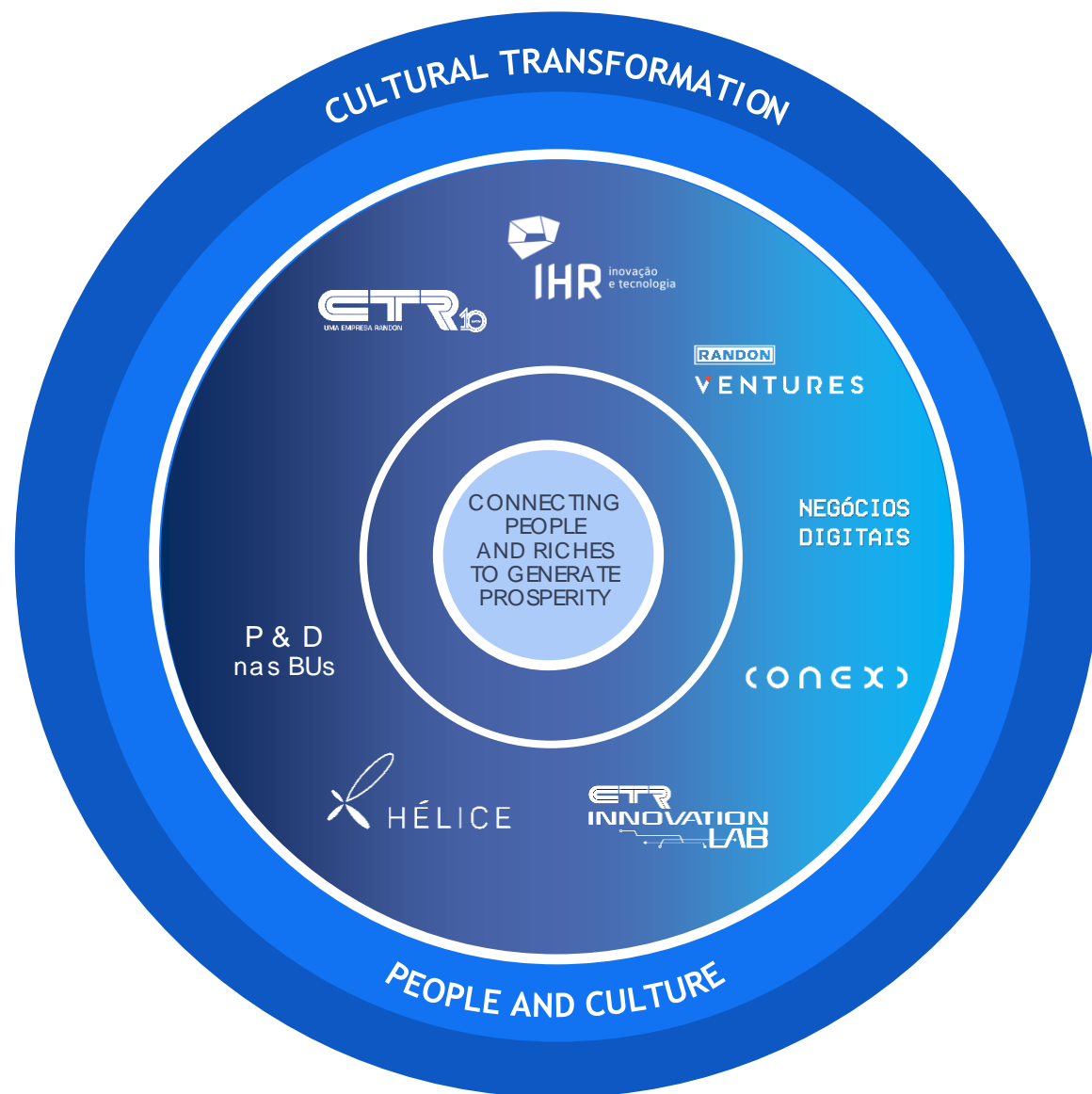
Leveraging
SYNERGIES

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)**



9 Mobility and Eletrification



5 Embedded Electronics



10 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

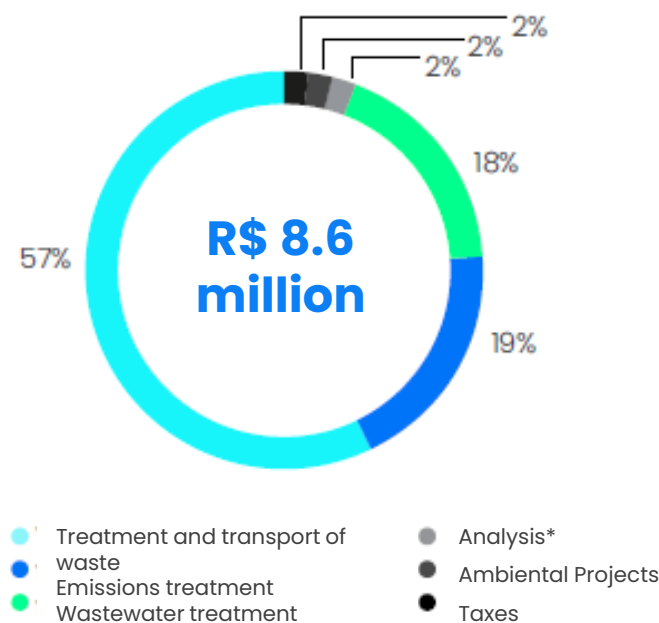
Social Responsibility

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



70%

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



Our actions are guided by the principles of Circular Economy

Main figures

1Q21:

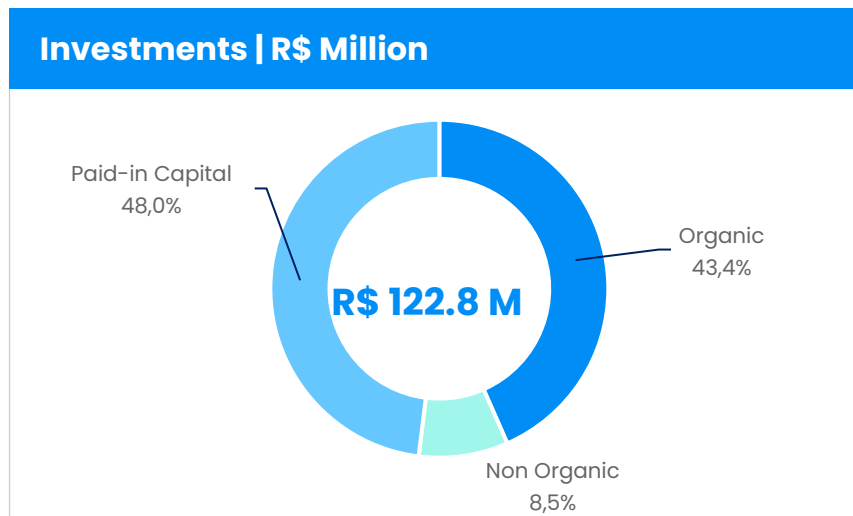
- Expressive advance of revenues in the quarterly comparison
- Price readjustment to mitigate inflationary impact
- Increase in margins and profitability
- Good supply management, ensuring continuity of supply, even in times of shortage

MAIN FIGURES					
Economic Highlights	1Q21	1Q20	Δ%	4Q20	Δ%
Total Gross Revenue ¹	2,763,453	1,674,718	65.0%	2,604,539	6.1%
Consolidated Net Revenue	1,913,107	1,167,733	63.8%	1,808,639	5.8%
International Market Revenues US\$ ²	67,466	52,405	28.7%	59,370	13.6%
Consolidated Gross Profit	512,351	252,181	103.2%	483,035	6.1%
Gross Margin (%)	26.8%	21.6%	519 bps	26.7%	7 bps
Consolidated EBITDA	349,273	106,980	226.5%	668,467	-47.8%
EBITDA Margin (%)	18.3%	9.2%	910 bps	37.0%	-1870 bps
Adjusted EBITDA	334,072	150,006	122.7%	278,881	19.8%
Adjusted EBITDA Margin (%)	17.5%	12.6%	490 bps	15.5%	200 bps
Consolidated Net Profit	134,065	2,994	4378.3%	490,394	-72.7%
Net Margin (%)	7.0%	0.3%	675 bps	27.1%	-2011 bps

¹ Without eliminating intercompany sales

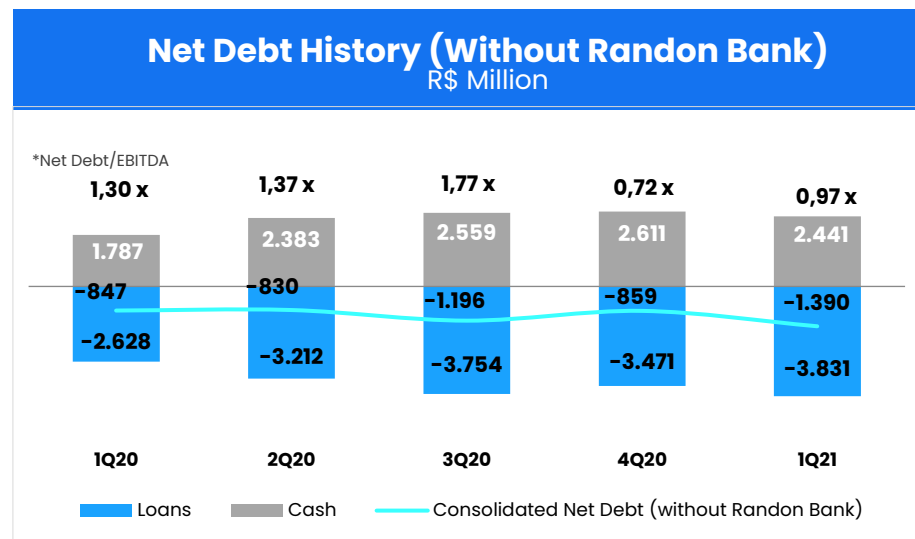
² Exports + Revenues from International Markets

Values in R\$ Thousands



Indebtedness

Net Debt rose due to an increase in Working Capital

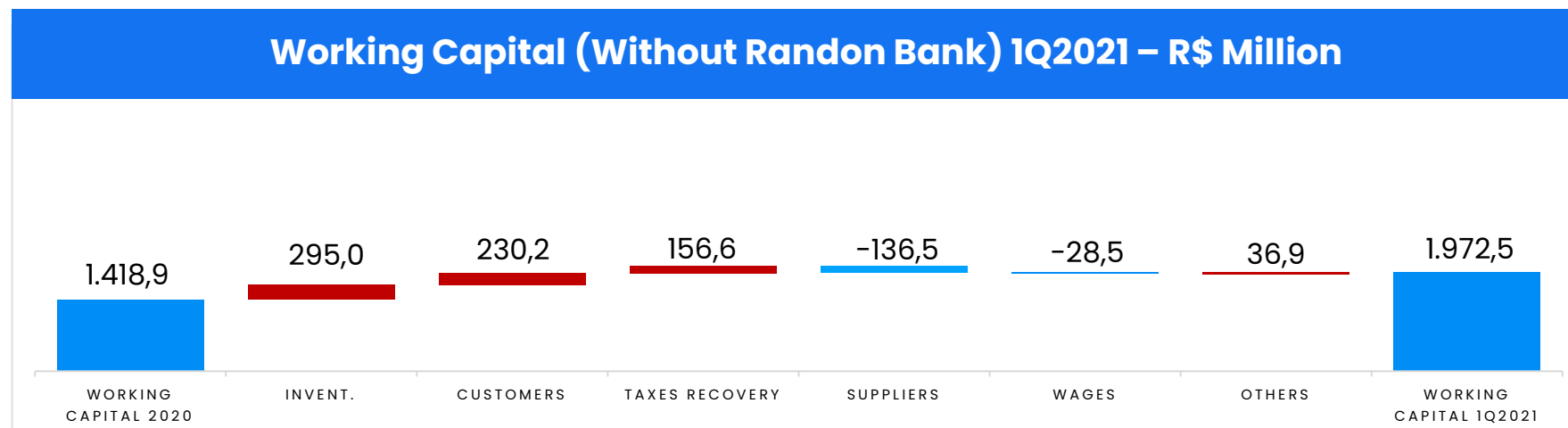


Total Gross Debt

R\$ 4,207.3

Gross Debt in Domestic Currency	R\$ 3,708.5
Gross Debt in Foreign Currency	R\$ 498.8
USD rate 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

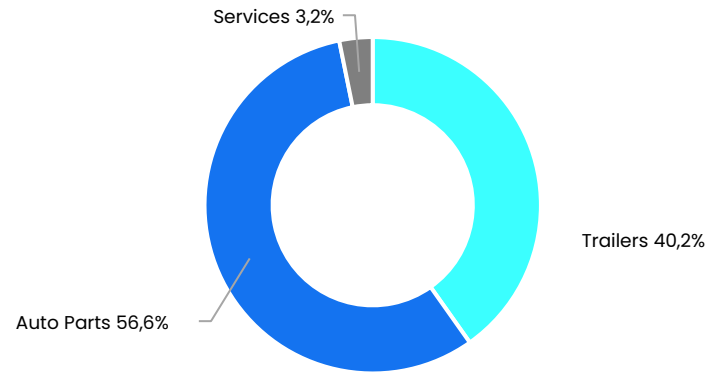
Values in R\$ million, except when indicated otherwise



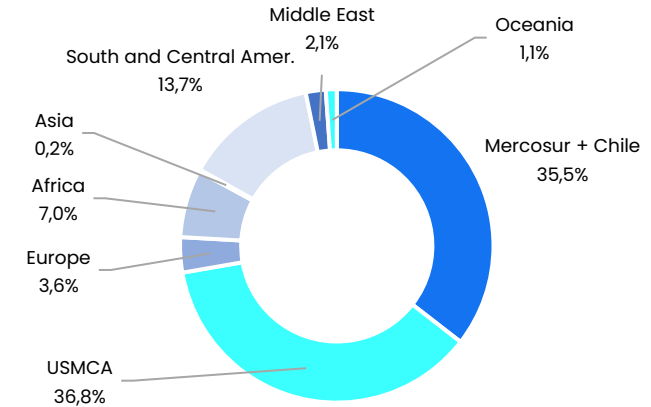
Working Capital increase to support the current activity level

Diversified Business Model

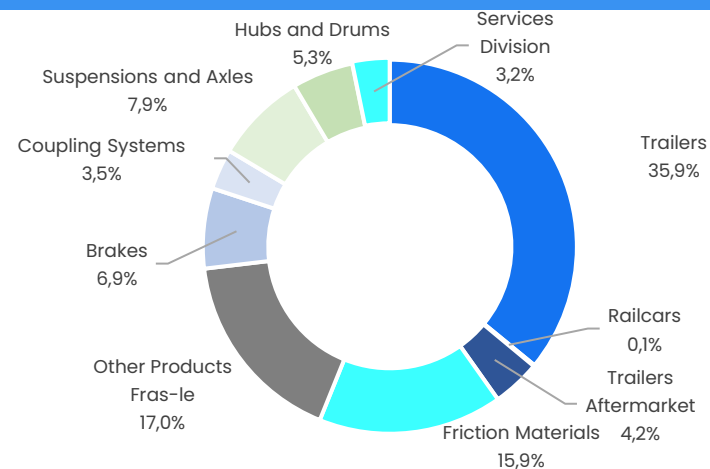
% Net Revenue by Business Division 1Q21



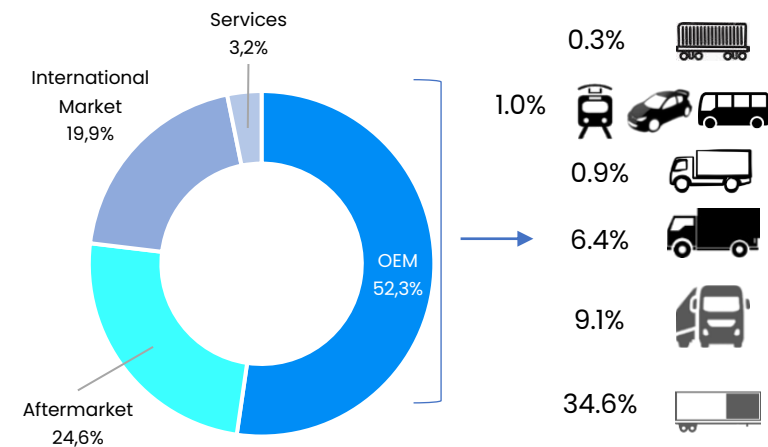
% Exports by Geographies 1Q21



% Net Revenue by Product 1Q21



% Net Revenue by Segment 1Q21



Market and Drivers

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

DETERMINANT FACTORS OF DEMAND

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



Segments | Trailers

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%

Revenues in R\$ Thousands

DETERMINANT FACTORS OF DEMAND

- Agribusiness remained in demand, representing approximately 70% of sales of semi-trailers;
- In exports, the countries of Mercosur and Chile continued to be the most relevant, registering sales above planned for the period;
- 120 days backlog;
- Resumption of railcars sales scheduled for 2Q21;
- *Market share pressured by the significant increase in market volumes.*

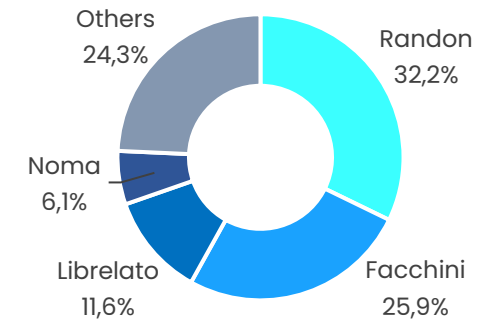
MARKET CHARACTERISTICS

Fragmented customer base, covering different market segments

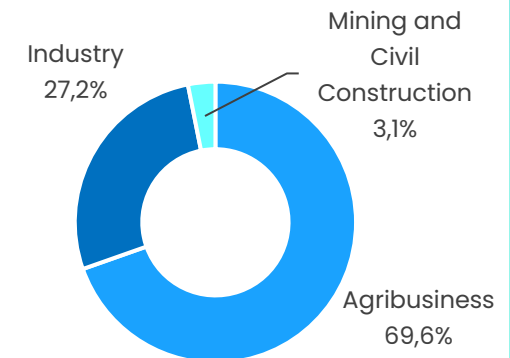
Low penetration of imported road implements in the country

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

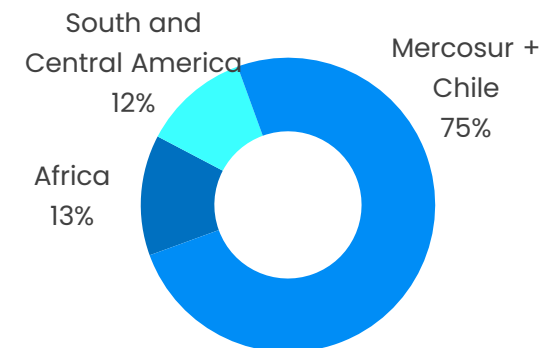
Quarterly Market Share (%)



Net Revenue by Economic Sector (%)

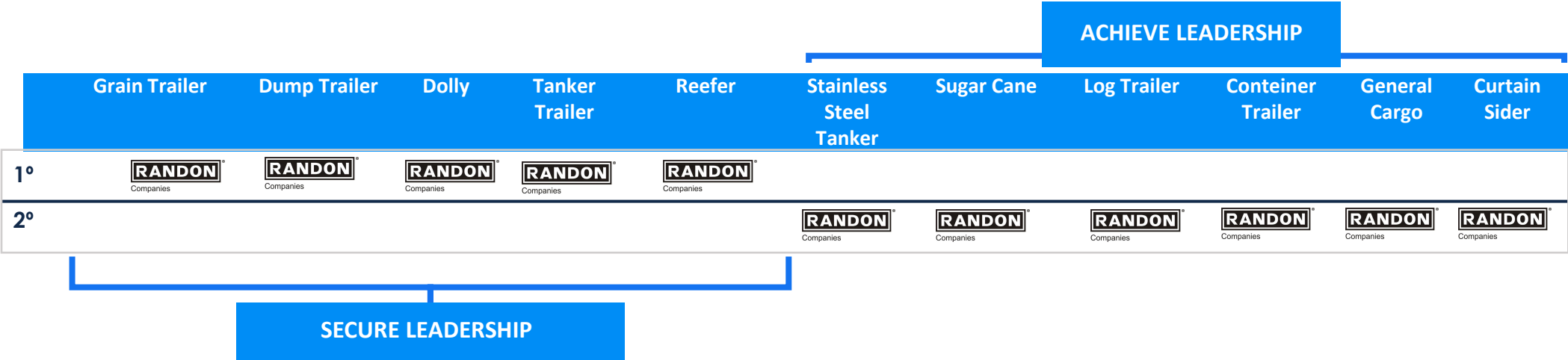
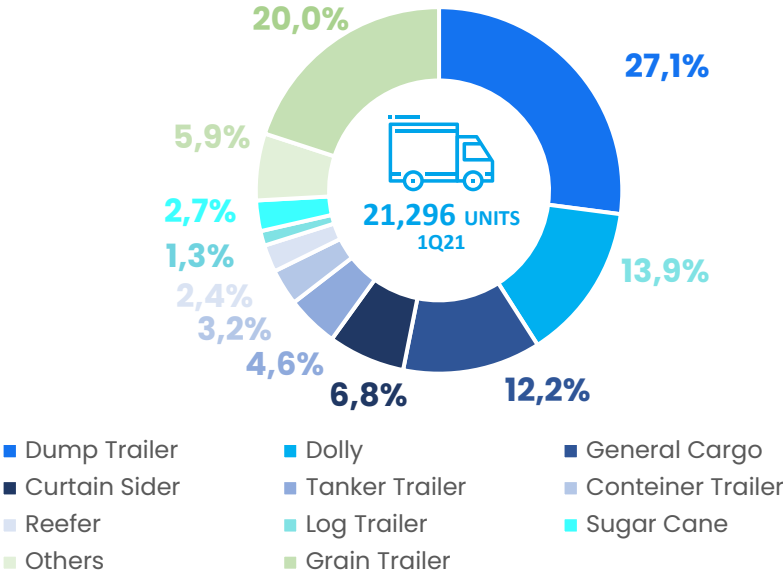
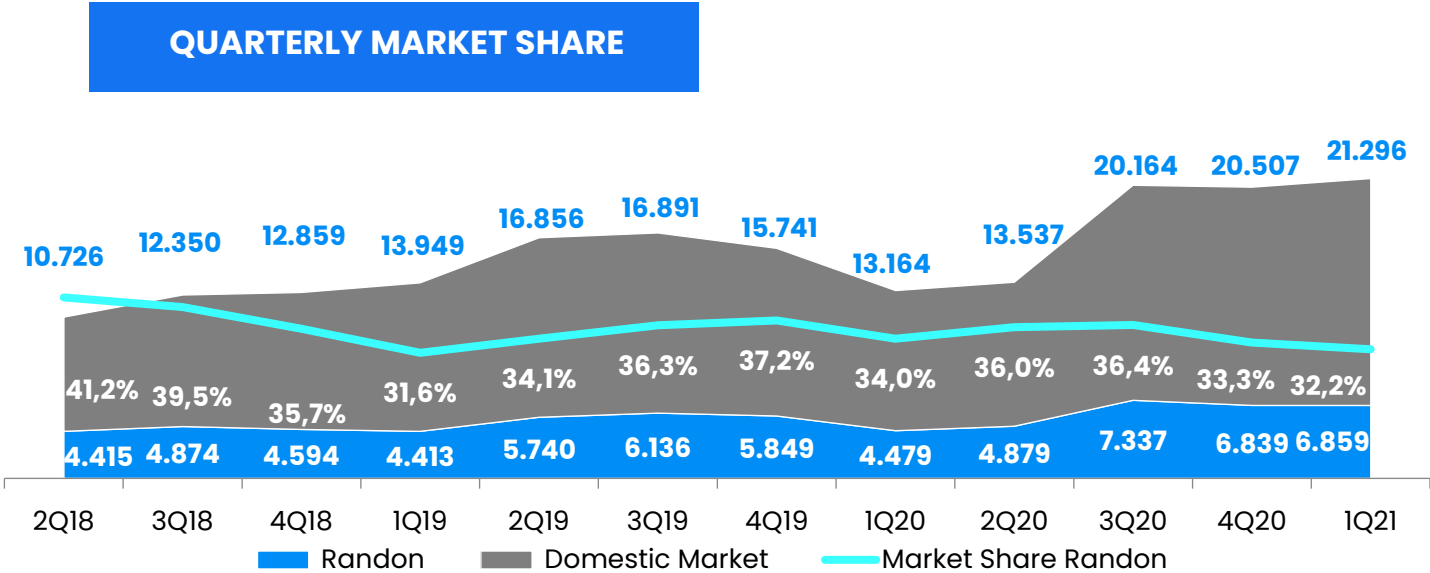


Exports by Economic Region%



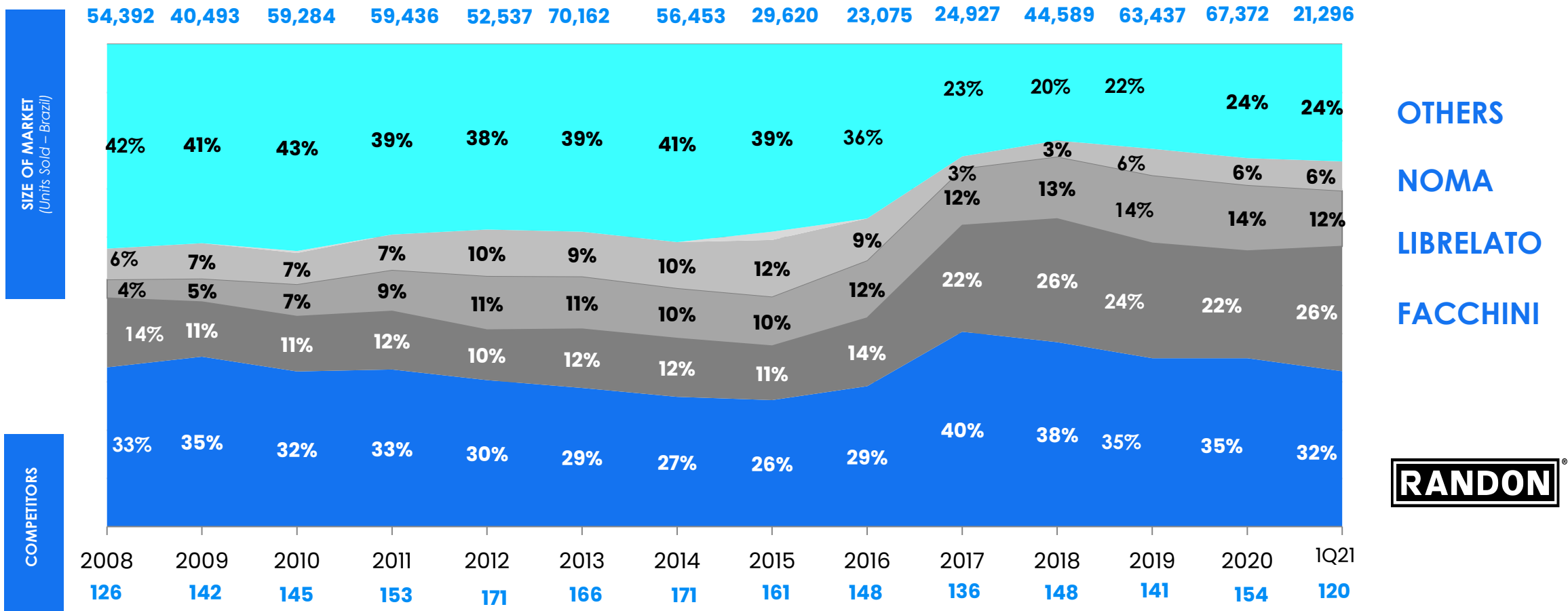
Segments | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET



Segments | Trailers

TRAILERS – LEADERSHIP IN THE DOMESTIC MARKET



Segments | Trailers

RAILCARS

MARKET CHARACTERISTICS:



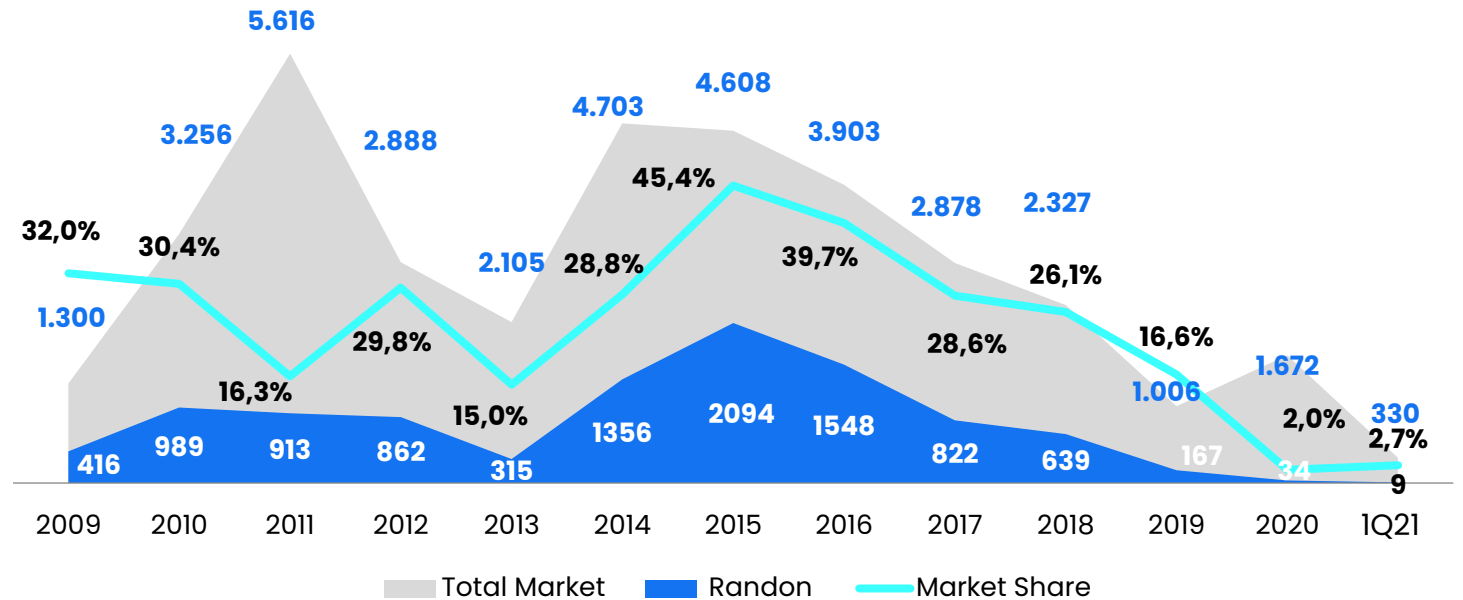
Customer base concentrated in large industries or concessionaires



Long cycle between order and delivery

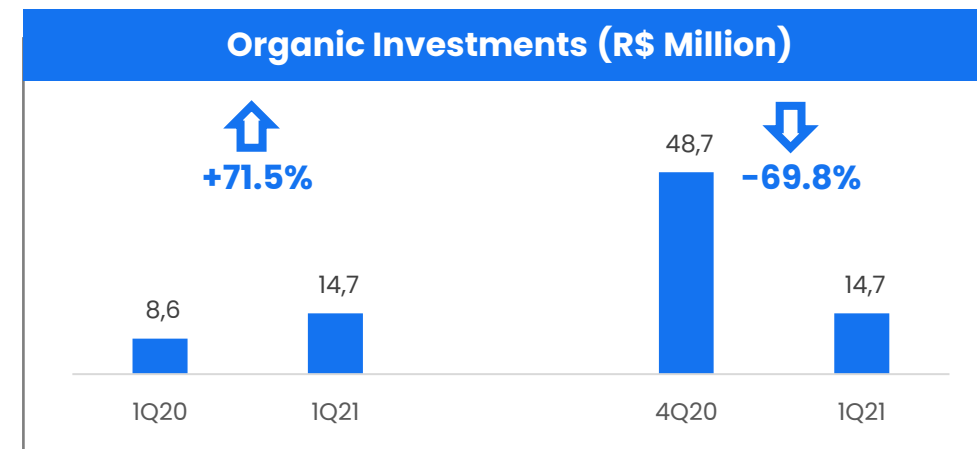
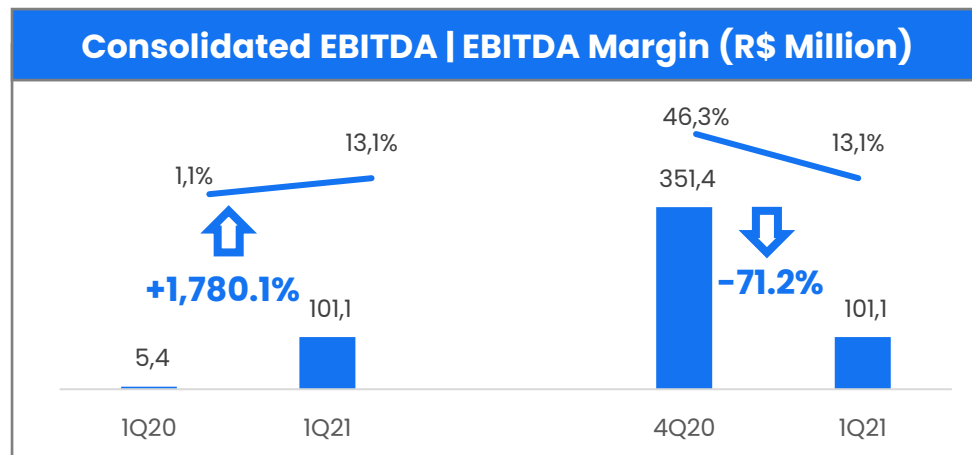
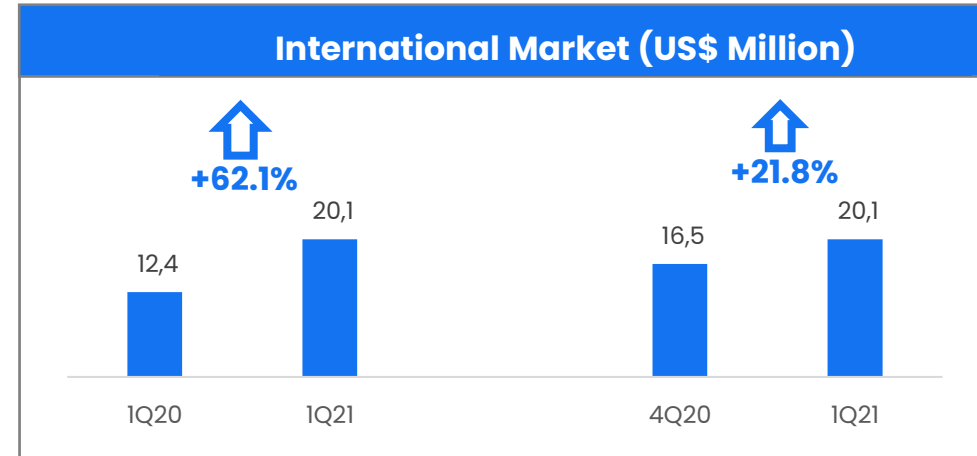
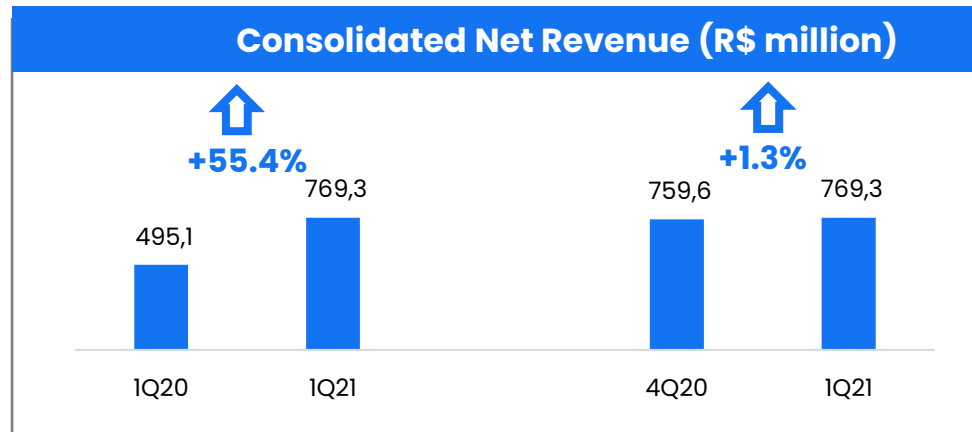


Higher cargo volume



Segments | Trailers

1Q21 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



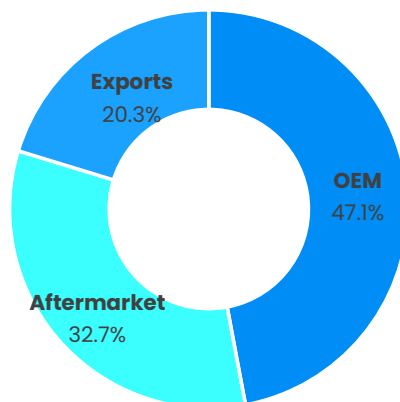
Castertech expands business in the agricultural sector with acquisition of CNCS

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 the indirect subsidiary Nakata Automotiva started to compose this line as of September 2020.

Revenues in R\$ Thousands

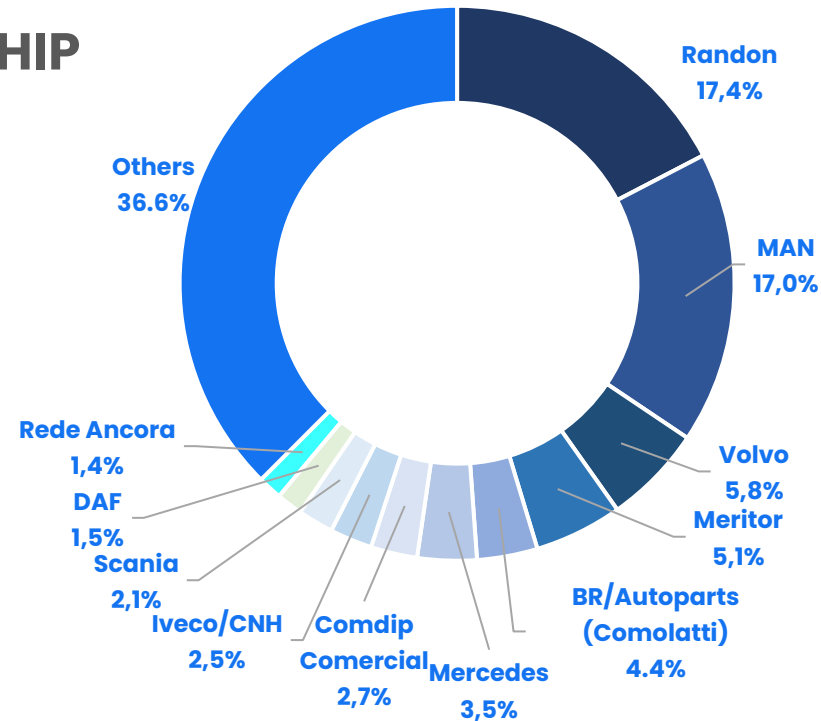
Net Revenue Breakdown by Segment 1Q21



- Significant volume growth due to increased demand from OEMs and Trailers manufacturers and good demand from the aftermarket;
- Revenues from companies acquired, especially Nakata (R\$ 191.5 million);
- Favorable exchange rate and a significant increase in exports of brake systems and friction materials to the North American market;
- Backlog indicates positive demand for the next months.

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)

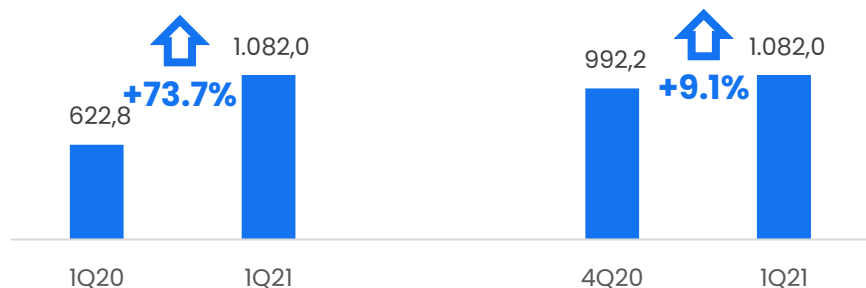


Cobreq (TMD) – Brazil/SP
Duroline – Brazil/RS
SYL – Brazil/SP
TRW (USA) – Brazil/SP
Brakeparts – Brazil/SP

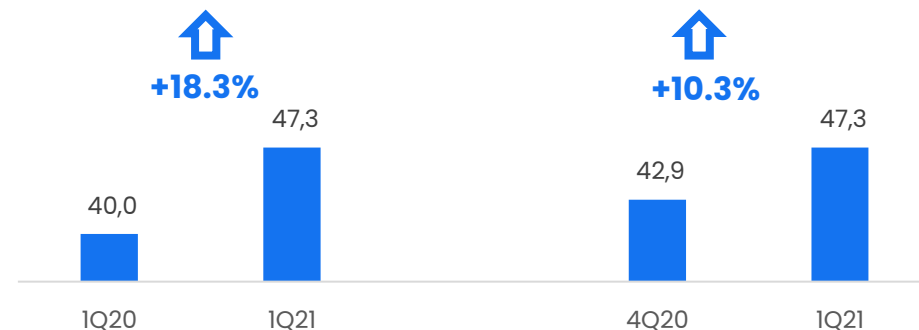
Segments | Auto Parts

1Q21 PERFORMANCE

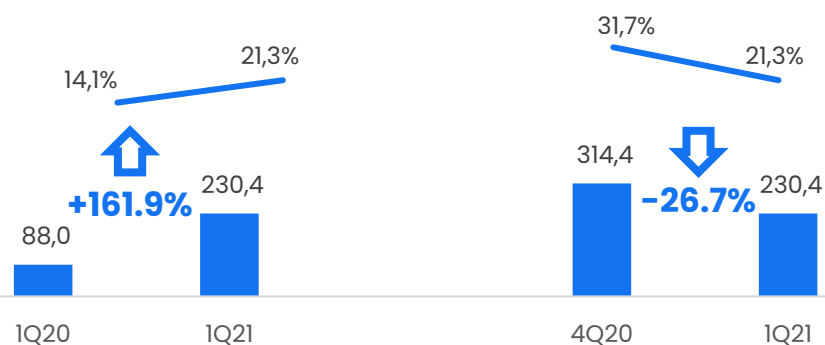
Consolidated Net Revenue (R\$ Million)



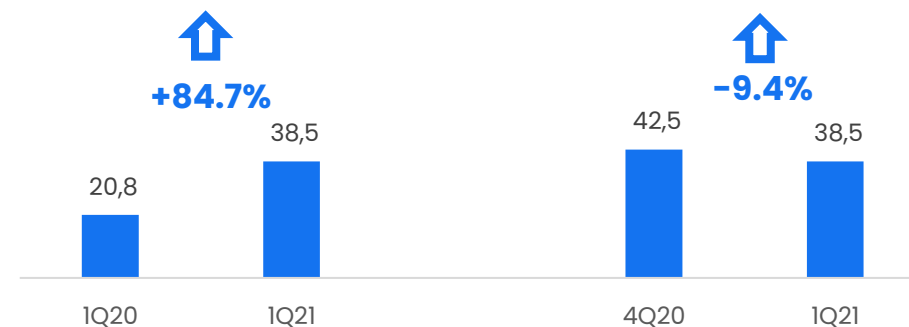
International Market (US\$ Million)



Consolidated EBITDA | EBITDA Margin (R\$ Million)



Organic Investments (R\$ Million)



Segments | Services

1Q21 PERFORMANCE



29 thousand
Customers

231 thousand
Quotas commercialized

67 thousand
Active quotas

R\$ 727 M
Accrued
administration fee

127 thousand
Quotas awarded



R\$ 866 M
Assets

R\$ 203 M
Equity

3,130
Customers



Invested Capital
R\$ 16.4 M

4 startups
invested

5 startups
co-invested

+ 150 startups
analysed



Challenges

ExO

Start

Startup Creator

Events

Education

Segments | Services

Volumes	1Q21		1Q20		%	4Q20		%
	Units	Revenue	Units	Revenue		Units	Revenue	
Coop-payment plan quotas sold (units)	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	-

Revenues in R\$ Thousands

Randon Consórcios

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

Randon Bank

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

Randon Ventures

- Accumulated investment of R\$ 16.4 million in startups.

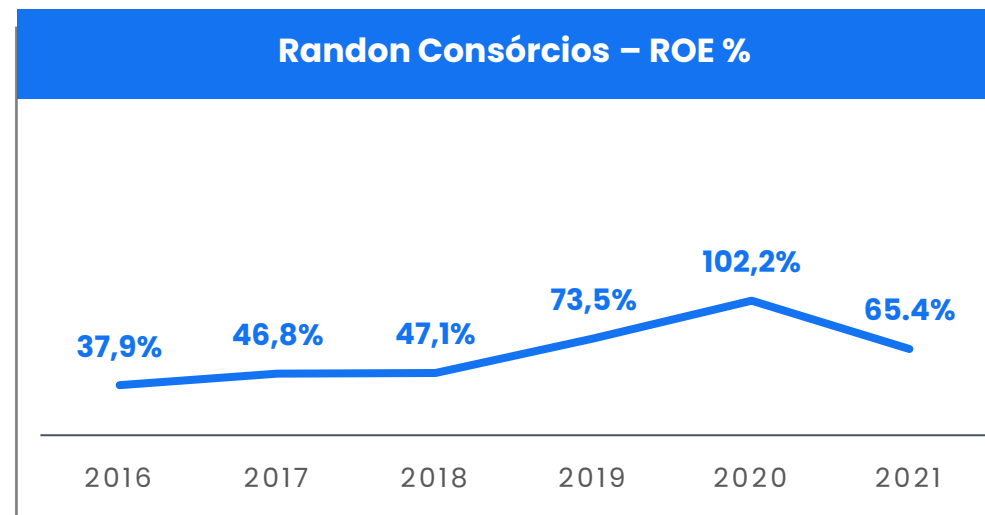
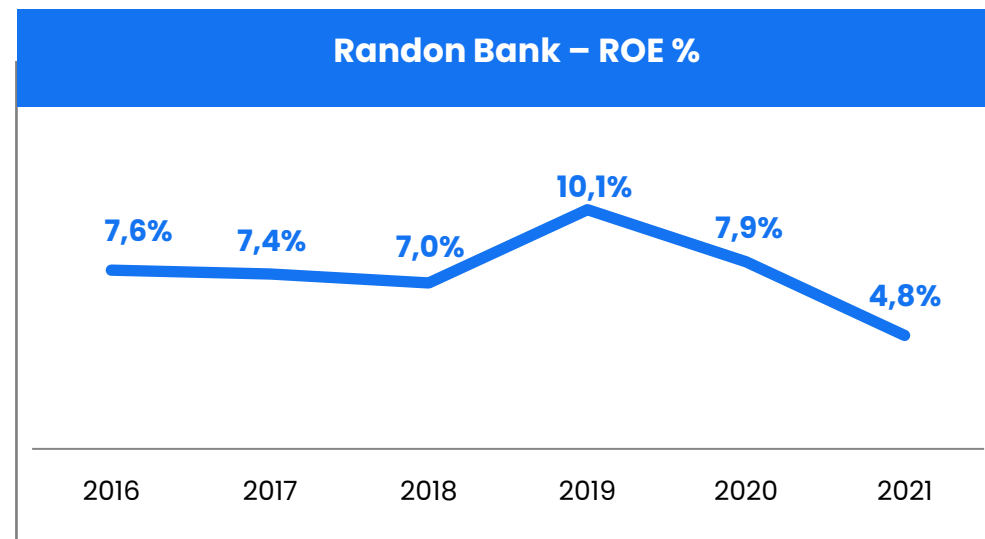
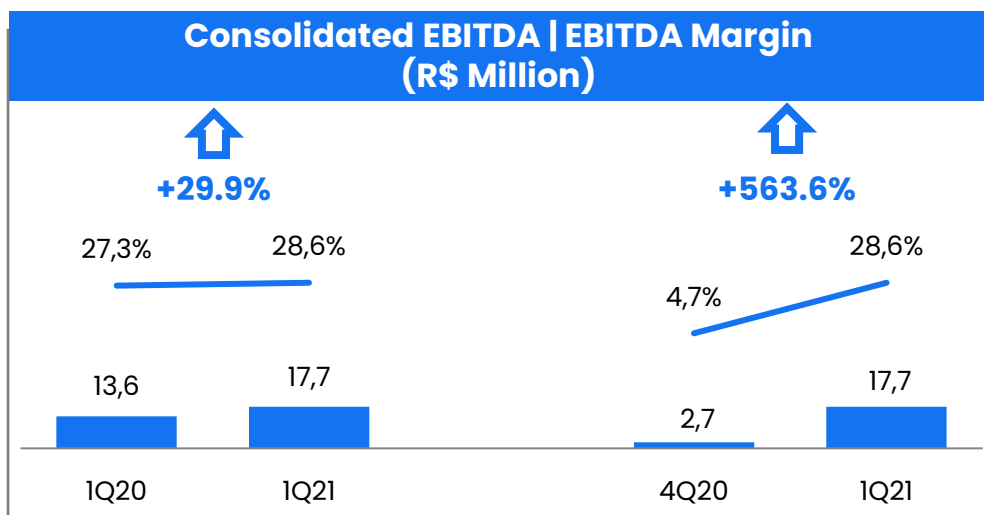
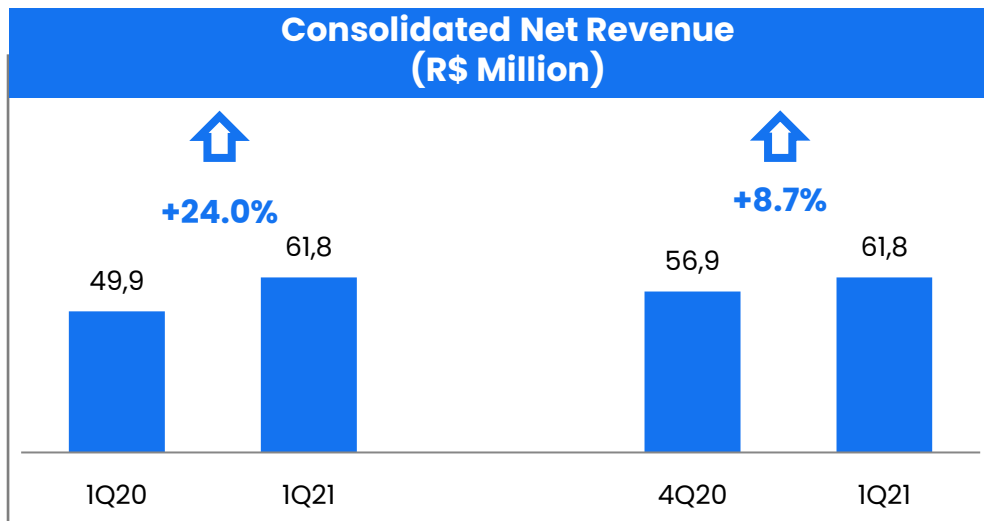


Randon Ventures invests in ABBIAMO, a logistics startup focused on the consumer experience



Segments | Services

1Q21 PERFORMANCE

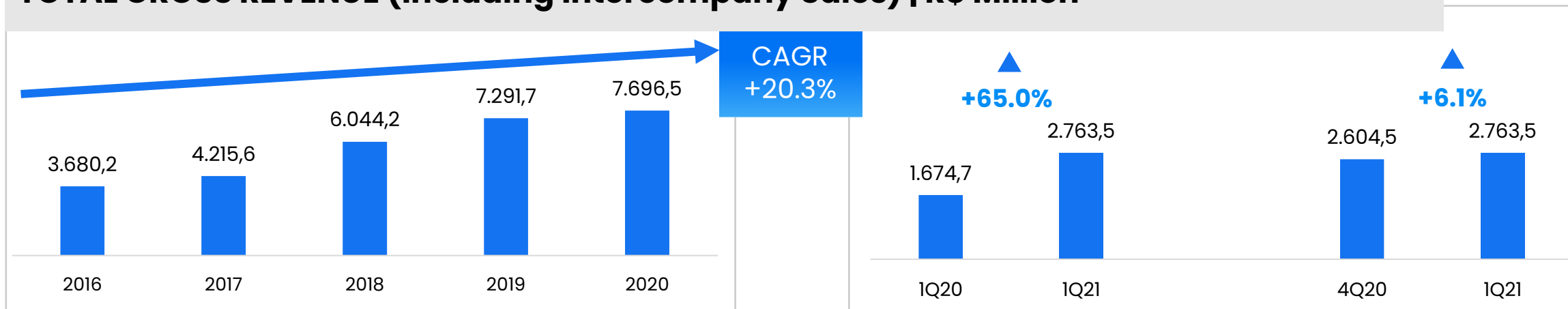


Support Material 1Q21

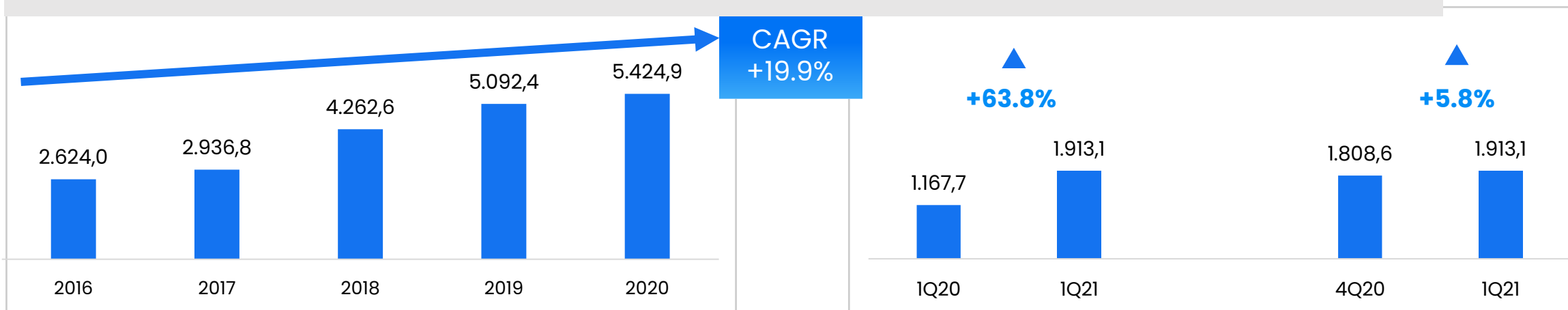


Operating Results

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

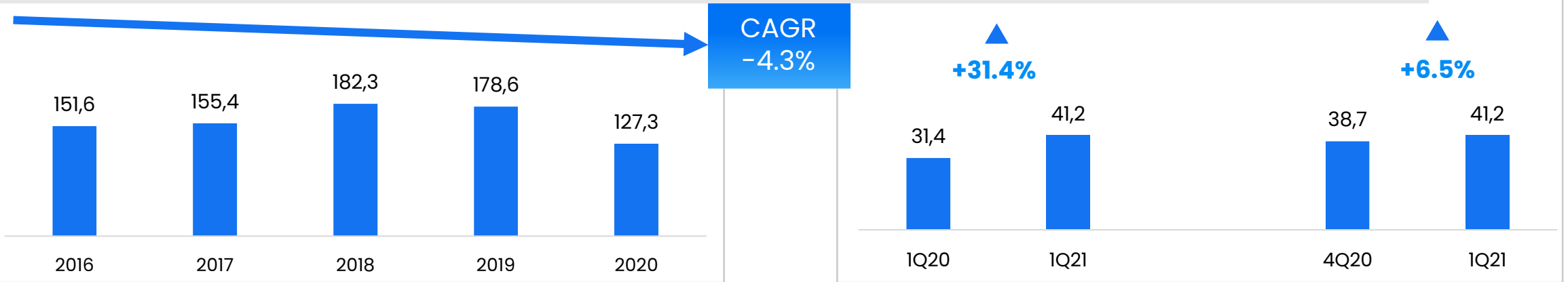


CONSOLIDATED NET REVENUE | R\$ Million

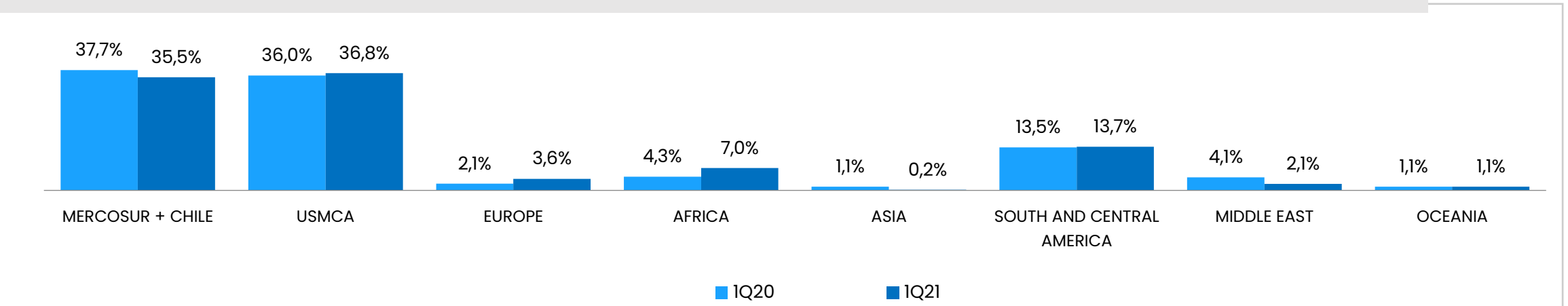


Operating Results

TOTAL EXPORTS | US\$ Million

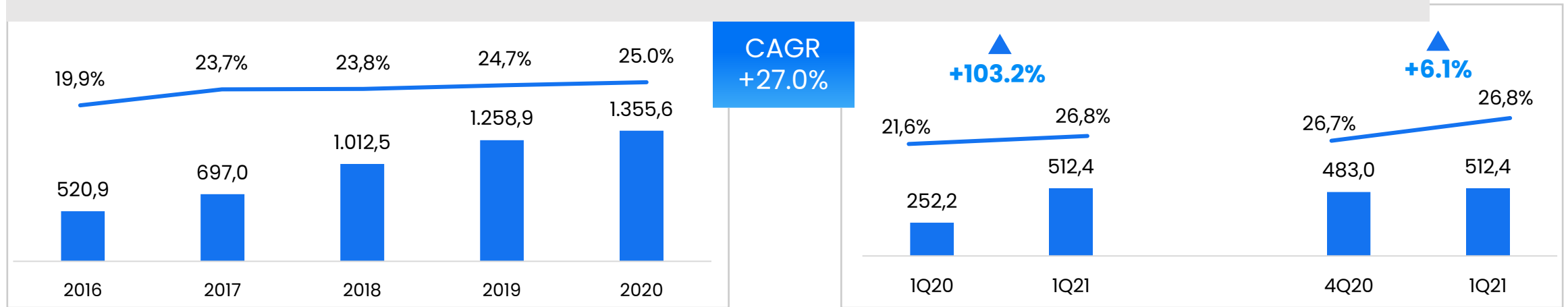


EXPORTS BY ECONOMIC REGION | US\$ Million



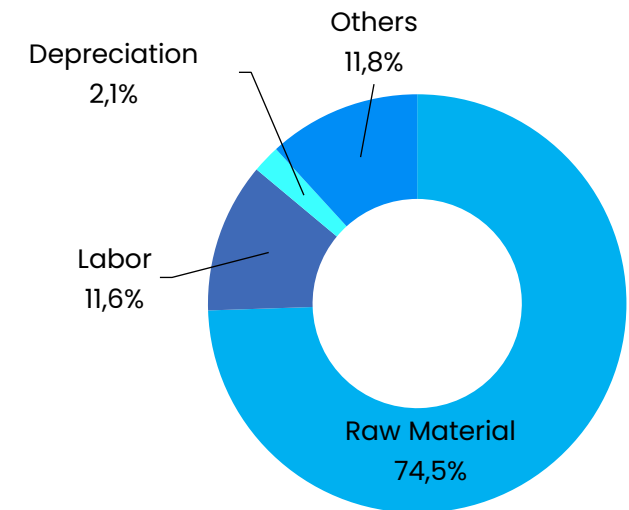
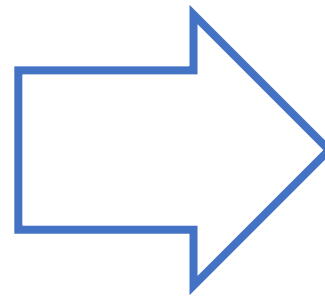
Operating Results

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



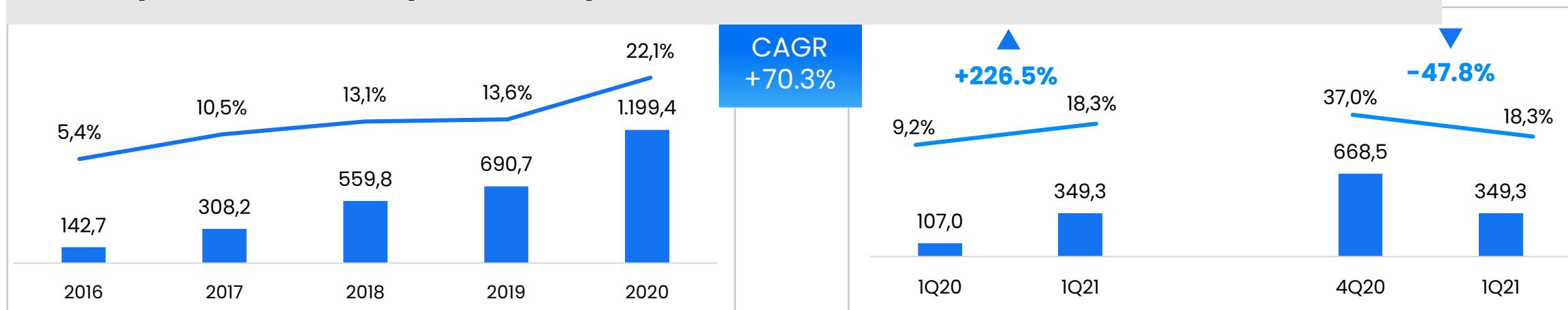
COGS 1Q21
R\$ 1.4 Bi
(73.2% o/CNR)

COGS DISTRIBUTION 2021

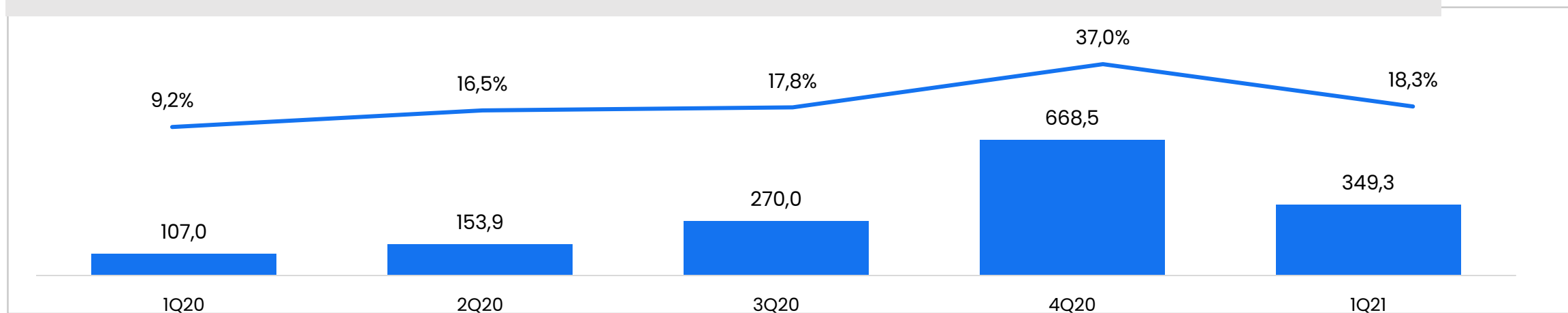


Operating Results

EBITDA | EBITDA MARGIN | R\$ Million | %

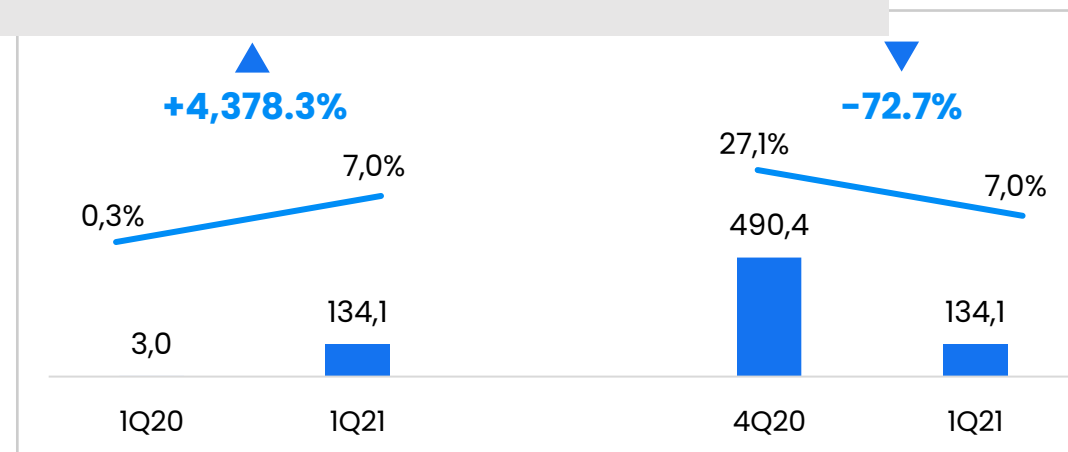
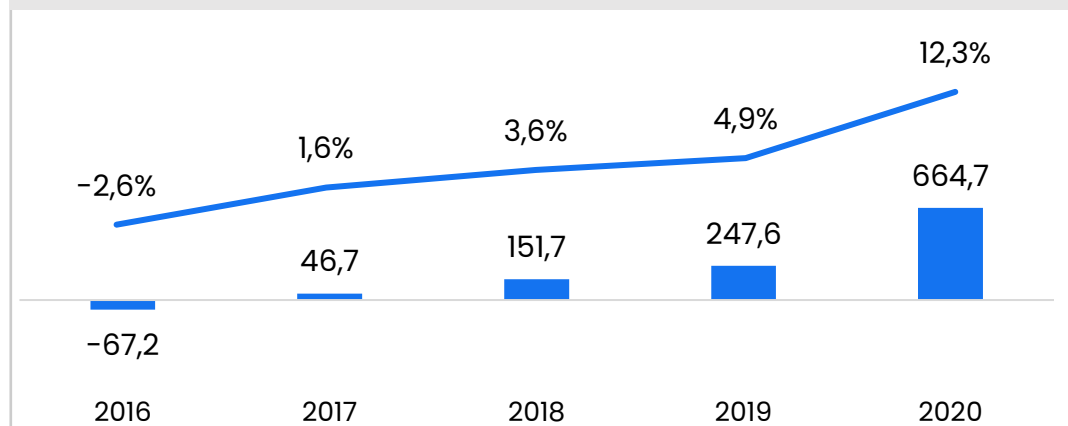


EBITDA | EBITDA MARGIN QUARTERLY | R\$ Million | %

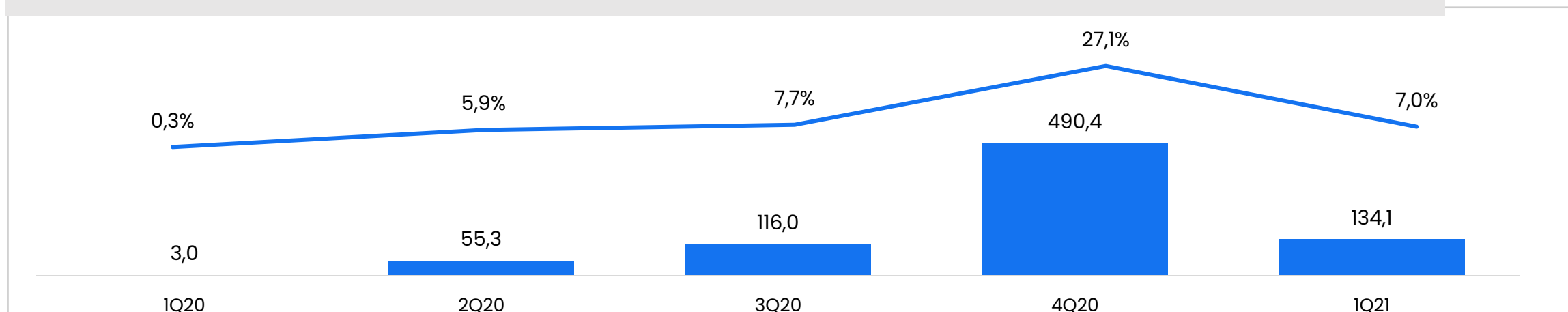


Financial Results

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

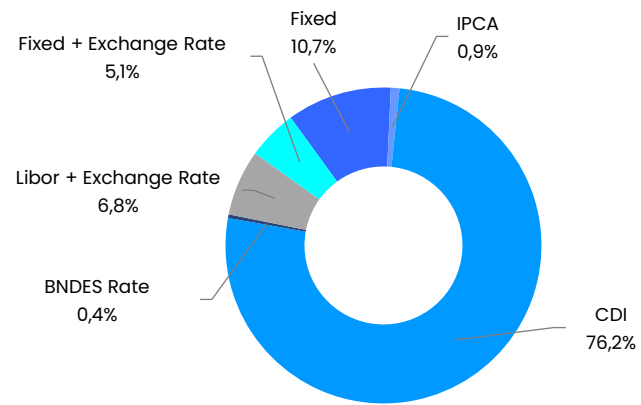


NET PROFIT | NET MARGIN QUARTERLY | R\$ Million | %



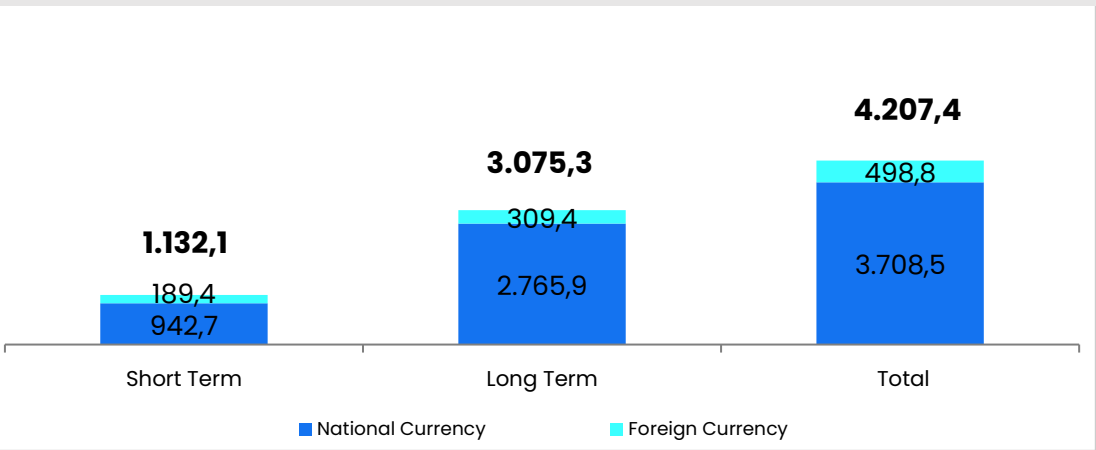
Indebtedness

DEBT INDEXES

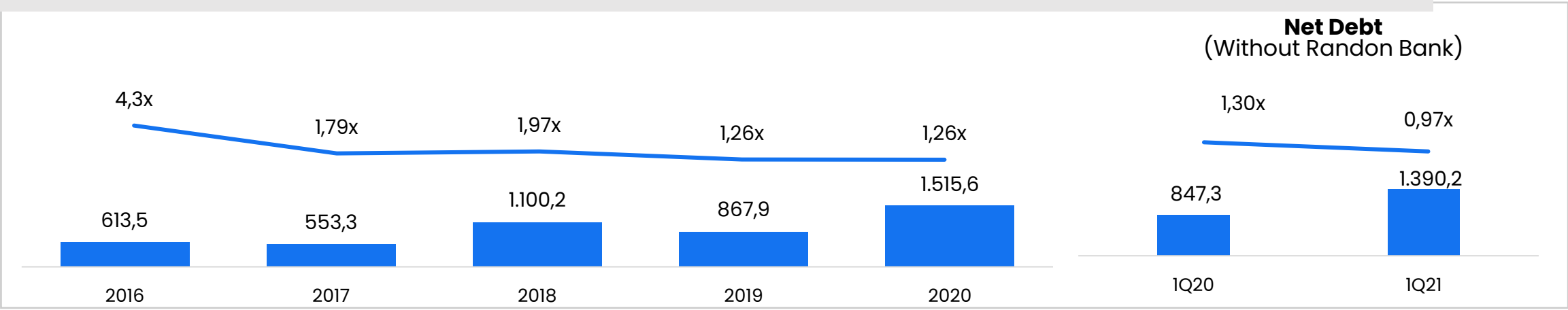


ORIGIN OF DEBT SHORT AND LONG TERM

March/2021 - R\$ Million

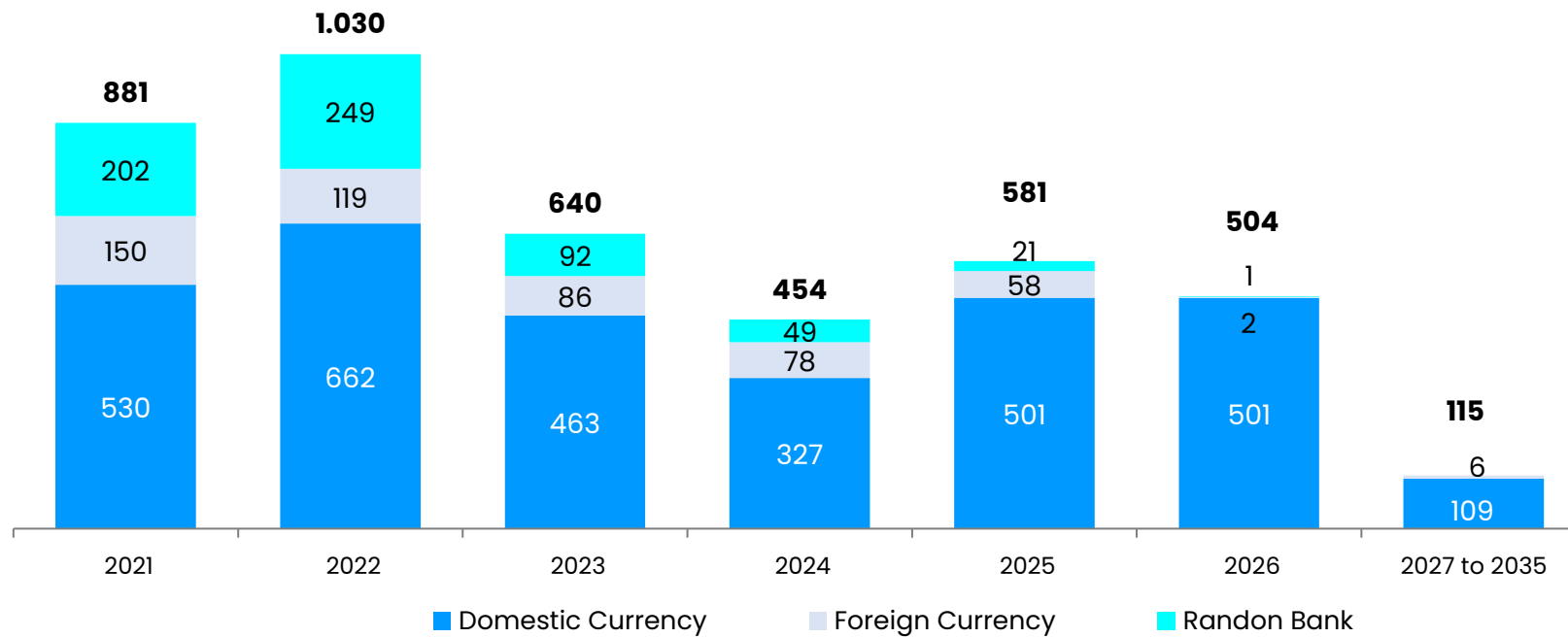


INDEBTEDNESS | NET DEBT / EBITDA | R\$ Million



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%

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