



RANDON[®]

Companies

INSTITUTIONAL PROFILE 4Q20

RANDON[®]
Companies

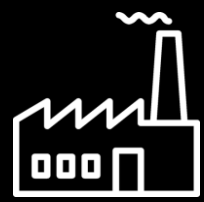
SAFE HARBOR STATEMENT

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.**

IT'S A PLEASURE TO MEET YOU, WE ARE RANDON COMPANIES



Global reference in
transport solutions



Products in more than
100 countries

Foundation
1949

IPO
1974

12,117
employees

R\$ 4.8 bn
Market Cap



WE HAVE BEEN ON THE ROAD FOR DECADES, GUIDED FOR AN ONLY PURPOSE

○ CONNECTING PEOPLE AND RICHES, TO GENERATE PROSPERITY...

...and all the kilometers we traveled followed **the same principles**



Valued and
respected
people



Safety and Quality



Ethics



Innovation and
Technology



Satisfied
Customers



Preservation
of our image
and legacy



Profitability with
sustainability



Randon is all of us

1940

The brothers **Hercílio and Raul Randon** open **Mecânica Randon**.

1950

Mecânica Randon becomes the **only one to manufacture air brake systems in Brazil**. In addition, innovates in: trucks and trailers axles.

1960

Randon launches the equalizer suspension system and the third axle for trailers. **The Company becomes a leader in road freight transport in Brazil**.

1970

Establishment of Randon Veículos for Off-road Trucks manufacturing. **Inaugurated a new industrial plant** and Initial Public Offering in the Stock Market.

1980

Randon begins in the Auto Parts sector with the **foundation of Freios Master and Randon Administradora de Consórcios**.

1990

Establishment of Randon Participações, the parent company. Acquisition of Fras-le, Randon Argentina foundation and joint ventures Jost Brasil and Suspensys beginning. Starts in the railway sector.

2000

Randon becomes one of the **biggest private companies in Brazil**. Creates Castertech for the production of iron casts auto parts. Fras-le inaugurates its plants in China and in the USA.

2010

Great global expansion and acquisitions in the national market. Growth in production, sales and qualified and sustainable operations. Foundation of Randon Bank and Randon Technological Center.

CORPORATE GOVERNANCE



EXECUTIVE COMMITTEE

TOTAL SHARES

345,775,809

RAPT3

116,515,527

RAPT4

229,260,282

BOARD OF DIRECTORS

David Abramo Randon | Chairman
Alexandre Randon | Vice-Chairman
Pedro Ferro Neto | Board Member
Ruy Lopes Filho | Board Member
William Ling | Board Member



Daniel Raul Randon
CEO



Paulo Prignolato
CFO and Vice-President



Sergio L.M. de Carvalho
COO and Vice-president



Daniel Martin Ely
CTO

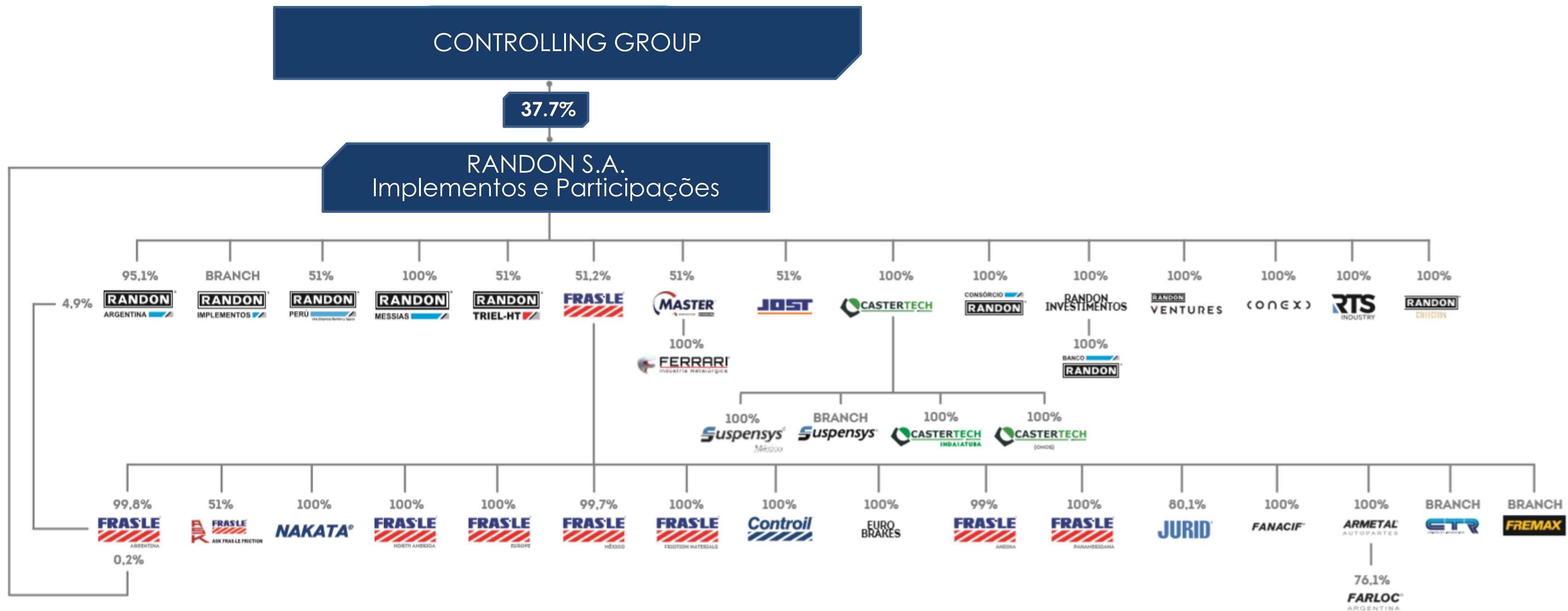
Tag Along

80%

Free Float

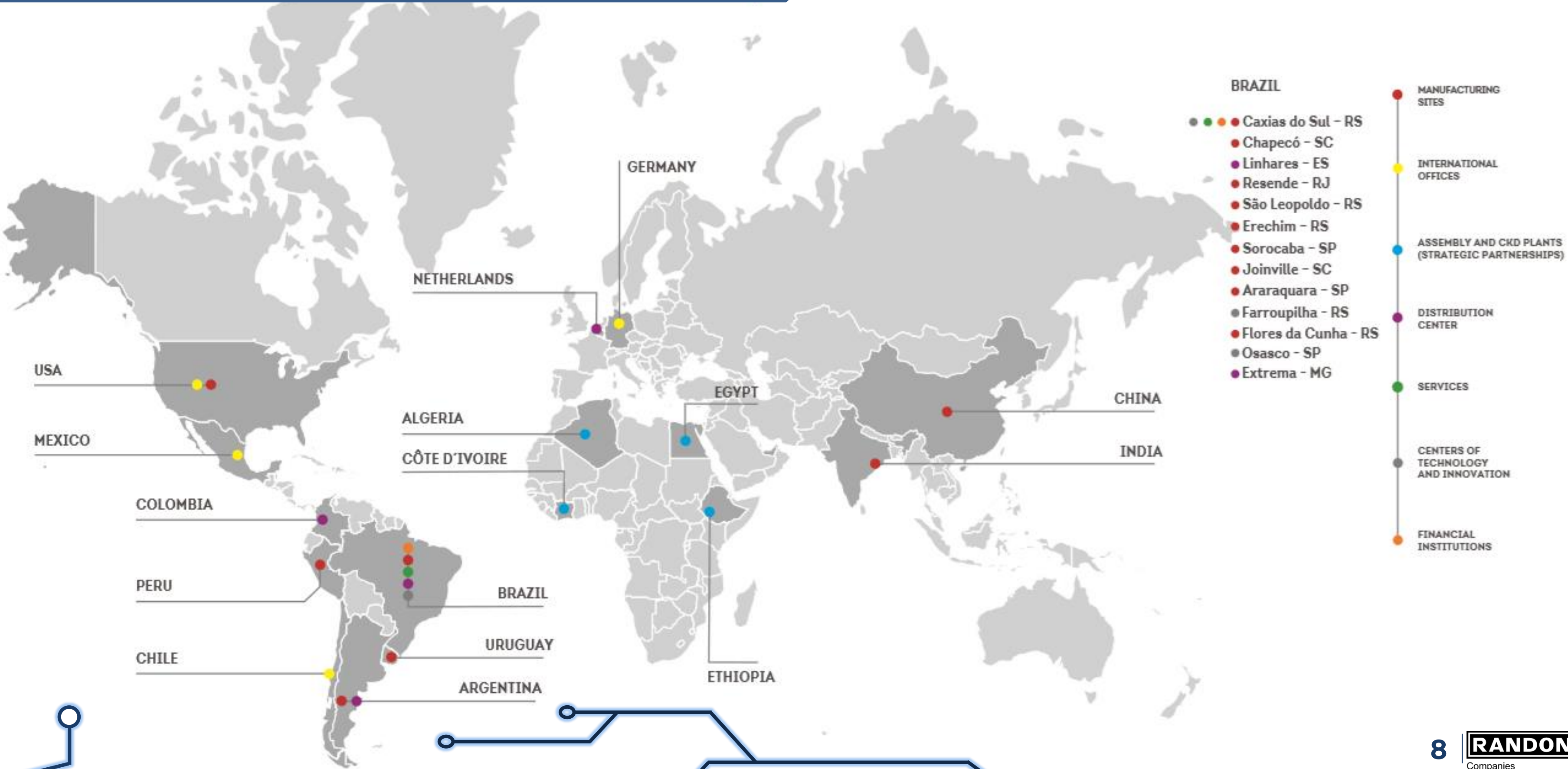
62.3%

CORPORATE STRUCTURE

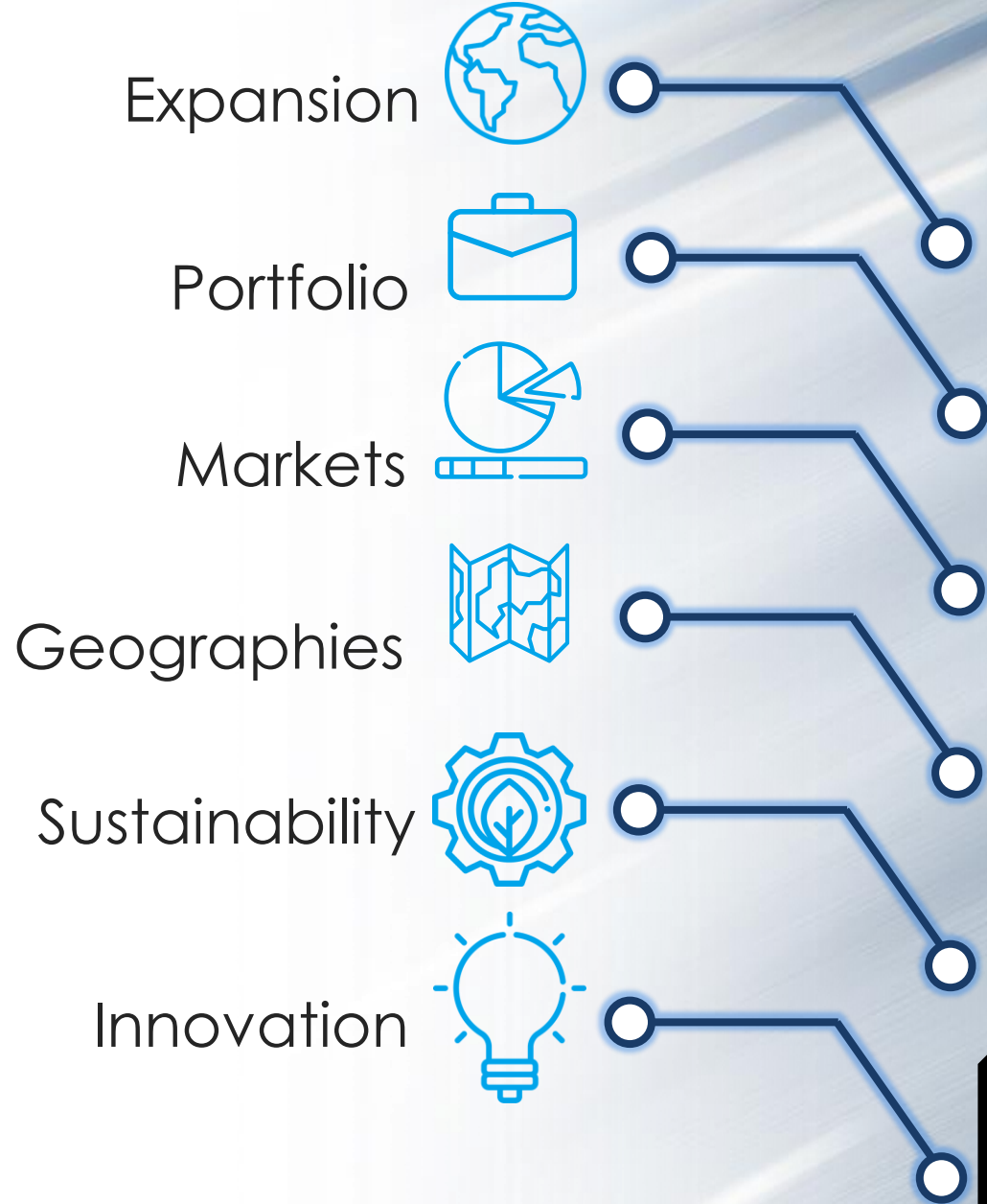


¹ Suspensys became a subsidiary of Castertech as of October 5, 2020.

RANDON COMPANIES GLOBAL PRESENCE



HOW WE OPERATE



 **Customer on Focus**

OUR EXPANSION STRATEGY

Internationalization

Suspensys
MÉXICO

FRASLE

FRASLE
PANAMERICANA

RANDON
PERÚ

FRASLE
CHINA

Jurid
DO BRASIL

CNCES
SOLUCÕES DE PRECISÃO

FARLOC
ARGENTINA

ARMETAL

RANDON
TRIEL-HT

FERRARI
indústria metalúrgica

FREMAX

NAKATA

CASTERTECH
INDAÍATUBA

FANACIF

RANDON
ARARAQUARA

Capacity

Innovation

ETR
DRIVEN BY INNOVATION

CONEXO

RTS
INDUSTRY

RANDON
VENTURES

Portfolio

FUTURE IS OPPORTUNITY

HOW WE INNOVATE

Megatrend Projects (number of projects)

4 Mobility/
Autonomy

9 Smart Materials

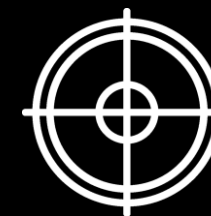
2 Connectivity



We have the biggest independent Technological Center of the Automotive sector in **Latin America**



R\$ 90 million invested in research and development in 2020



Focus on Total Cost of Ownership reduction



83% of Randon Implementos' revenues come from **products launched in the last 5 years**



23 new patents registered in 2019



A Group focused on innovation and technology



Preserving the environment and preparing for the future

FUTURE IS OPPORTUNITY

HOW WE INNOVATE



PROCESS INNOVATION

- Industry 4.0
- Megatrends in mobility
- Automation
- RPA
- Digital manufacturing
- Industrial Technology



COLLABORATION

- 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
- RTS Industry



VALUED AND RESPECTED PEOPLE

We understand that happy people take us further, and that is why we **value the people who work with us** with a series of initiatives



DIGITAL TRANSFORMATION

Our innovation teams combine team development with the search for more agile solutions



PRA.VC

Our online platform that encourages protagonism in the search for personal and professional development



NOVOS CAMINHOS

We prepare our employees for retirement and prepare for the challenges of the future

SOCIAL RESPONSIBILITY

The Elisabetha Randon Institute (IER) coordinates all social programs of Randon Companies to be relevant in the communities where we operate



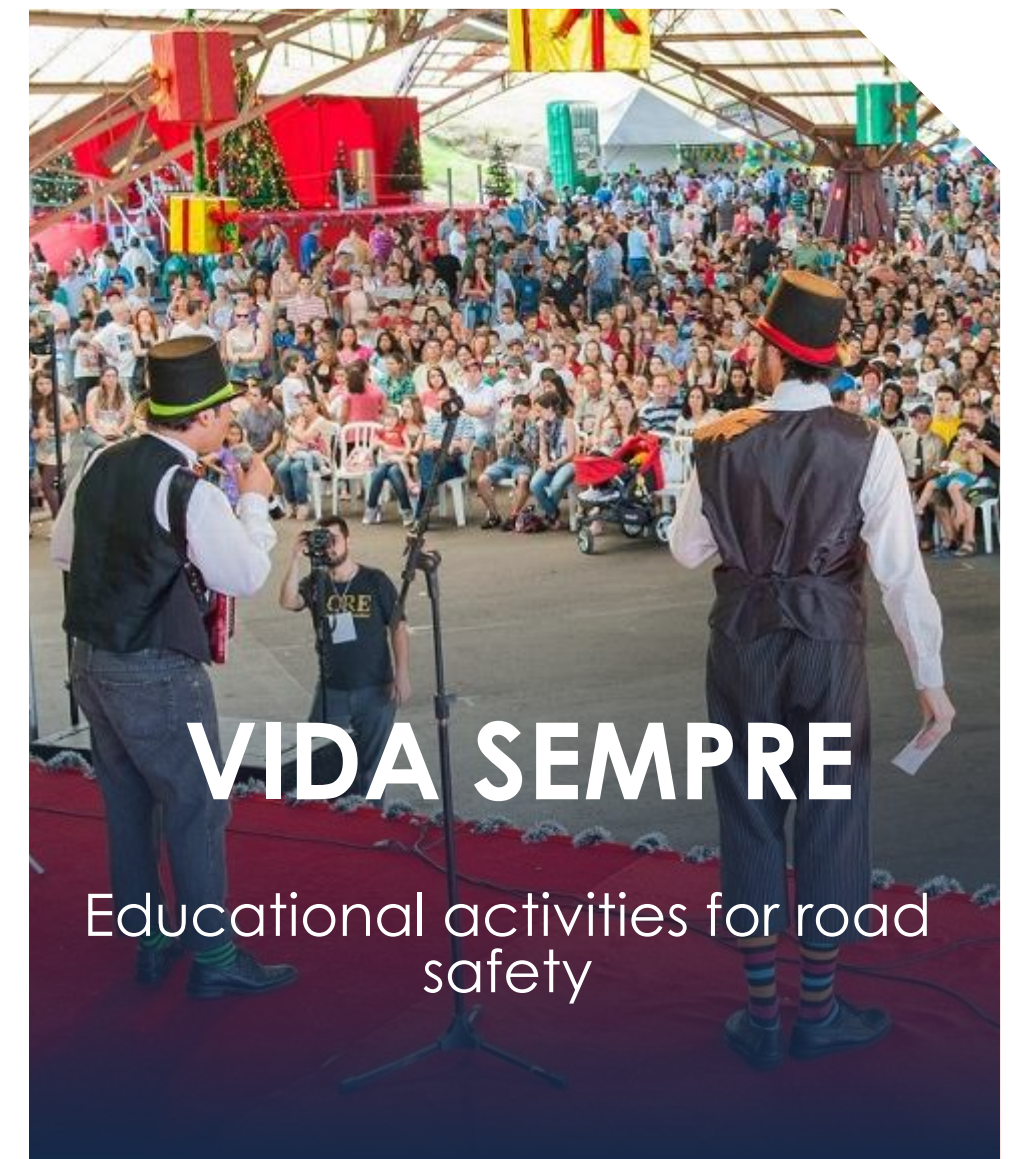
FLORESCER

Integral education for children and adolescents



MEMORIAL RANDON

Preserving our memory and cargo transportation in Brazil



VIDA SEMPRE

Educational activities for road safety

CREATIVITY AND ENVIRONMENTAL AWARENESS GENERATE INNOVATIVE SOLUTIONS

These qualities are always part of Randon DNA. Our daily routines are marked by effective waste management, conscious consumption of electricity and sustainable management of water and effluents, in addition to strict emissions control for the preservation of natural resources.

Our actions are guided by the principles of Circular Economy



83% is our conversion rate from raw material to product is



30,850 tons/year of scrap metal generated by Randon Companies (which represents 80% of the foundry consumption)



70% of the metal scrap used in the foundry process comes from the reuse of residues from our own production processes



In 2020, we invested **R\$ 8.6 million** in environmental preservation projects

BIG NUMBERS

Main Figures

	4Q20	4Q19	Δ%	2020	2019	Δ%
Total Gross Revenue¹	2,604,539	1,806,027	44.2%	7,696,484	7,291,686	5.6%
Domestic market¹	2,393,750	1,621,980	47.6%	7,031,470	6,613,466	6.3%
Exports¹	210,789	184,047	14.5%	665,014	678,221	-1.9%
Consolidated Exports US\$	25,294	31,821	-20.5%	79,582	130,273	-38.9%
Revenues from Abroad US\$²	59,370	77,500	-23.4%	214,408	288,081	-25.6%
Consolidated Net Revenue	1,808,639	1,285,323	40.7%	5,424,864	5,092,365	6.5%
Consolidated Gross Profit	483,035	304,172	58.8%	1,355,628	1,258,863	7.7%
Gross Margin (%)	26.7%	23.7%	304 bps	25.0%	24.7%	27 bps
Consolidated Net Profit	490,394	52,874	827.5%	664,674	247,617	168.4%
Net Margin (%)	27.1%	4.1%	2300 bps	12.3%	4.9%	739 bps
Consolidated EBITDA	668,467	160,620	316.2%	1,199,375	690,717	73.6%
EBITDA Margin (%)	37.0%	12.5%	2446 bps	22.1%	13.6%	855 bps
Adjusted EBITDA	278,881	157,138	77.5%	774,178	729,150	6.2%
Adjusted EBITDA Margin (%)	15.5%	12.2%	324 bps	14.2%	14.2%	0 bps

¹ Without eliminating intercompany sales

² Exports + Revenues from Overseas without intercompany sales

Values in R\$ Thousands

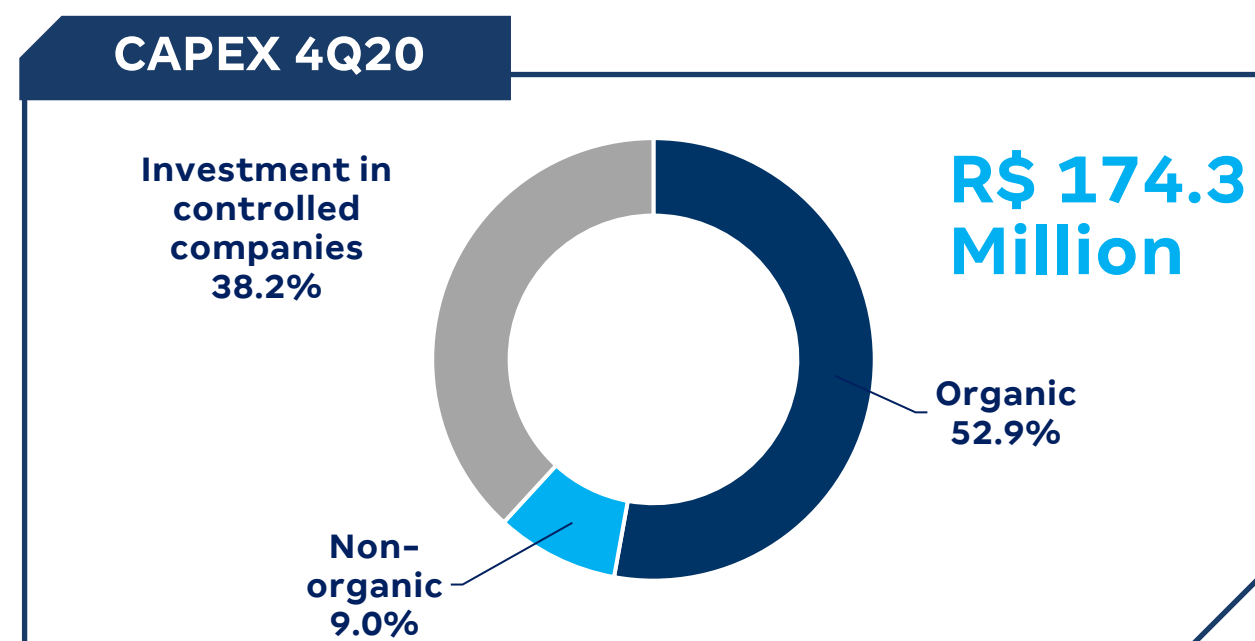
4Q20:

Advances in revenues and results;

High demand for semi-trailers and auto parts;

Return on investment and assertiveness in decision making;

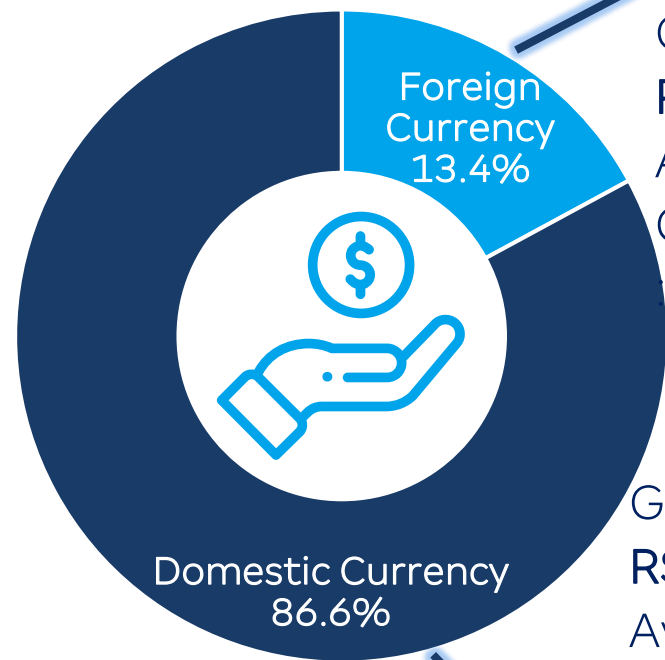
Relevant one-offs gains.



INDEBTEDNESS

Total Bank Indebtedness: 3.8 Bn
Average Term of Debt: 2.3 Years¹

¹Including Randon Bank



Gross Debt in Foreign Currency:
R\$ 511.7 million
 Average Cost of Debt in Foreign
 Currency:
3.7% per year

Gross Debt Domestic Currency:
R\$ 3.3 billion
 Average Cost of Debt in
 Domestic Currency:
3.4% per year

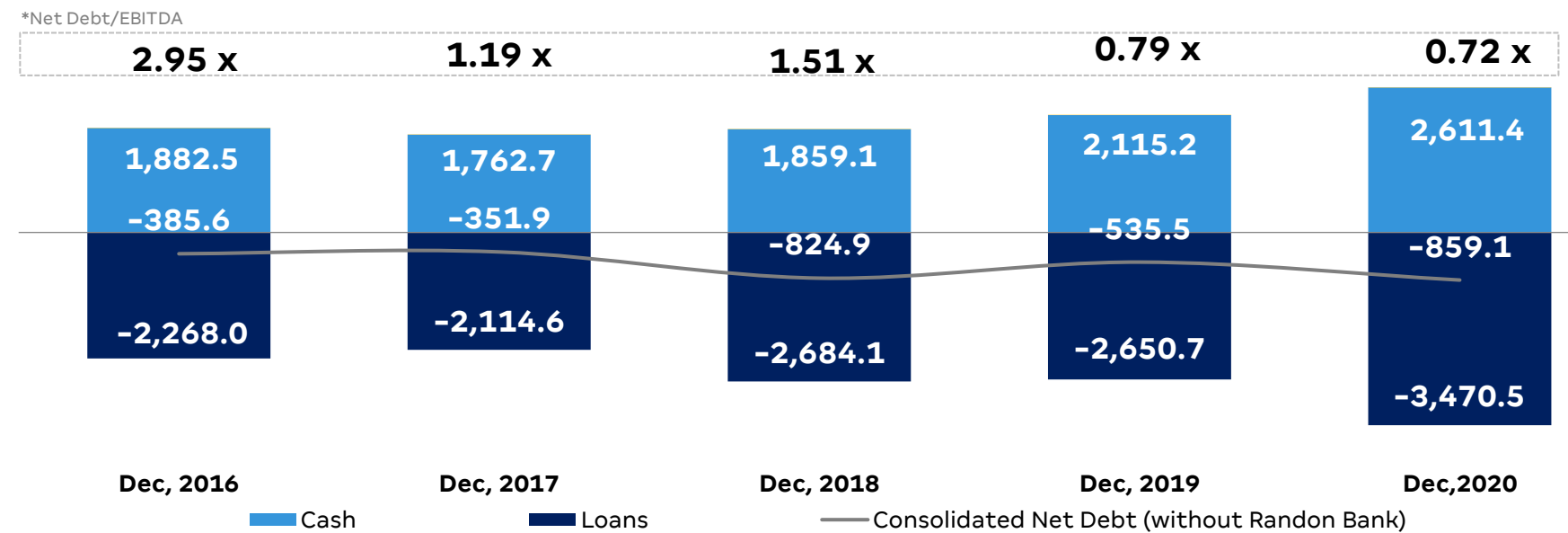
**Working Capital
 2020
 +R\$ 625.9 MM**

Nakata acquisition,
 taxes to be recovered
 and currency
 contributed to the
 working capital increase

S&P Rating

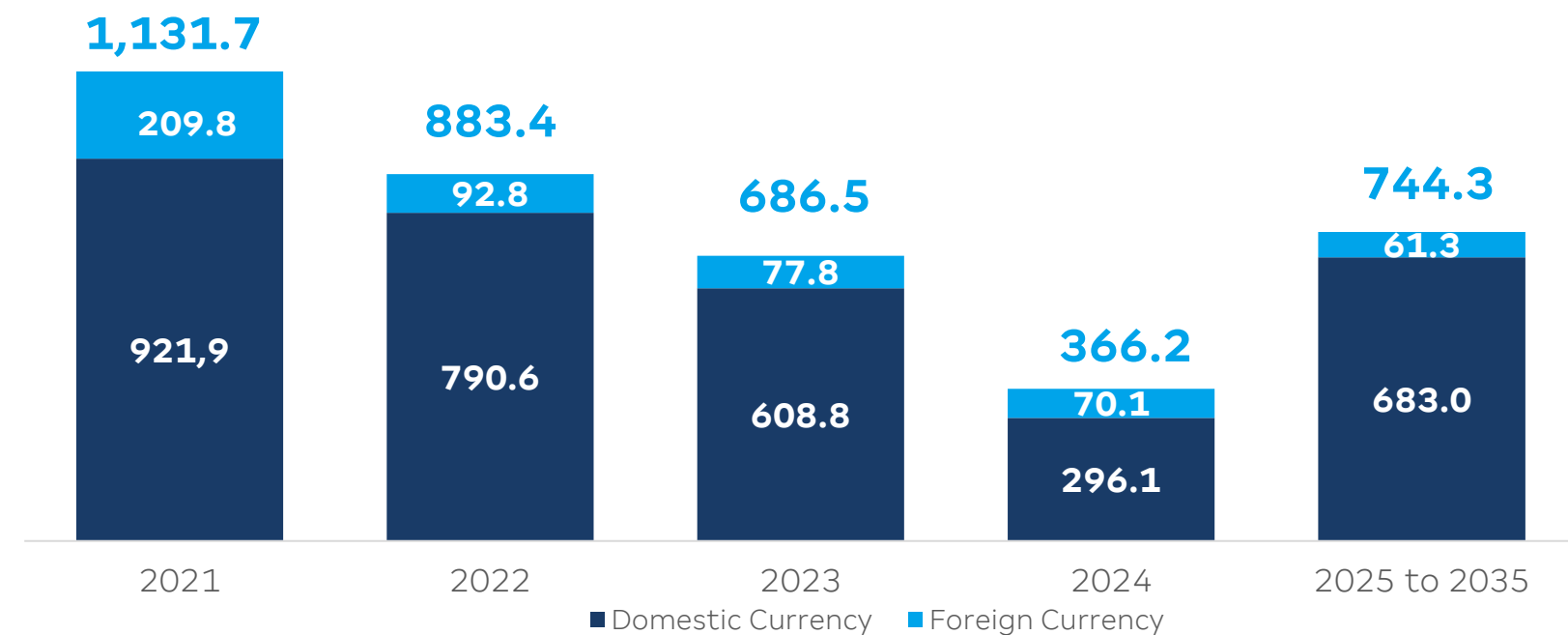
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Consolidated Net Debt (Without Randon Bank) R\$ Million

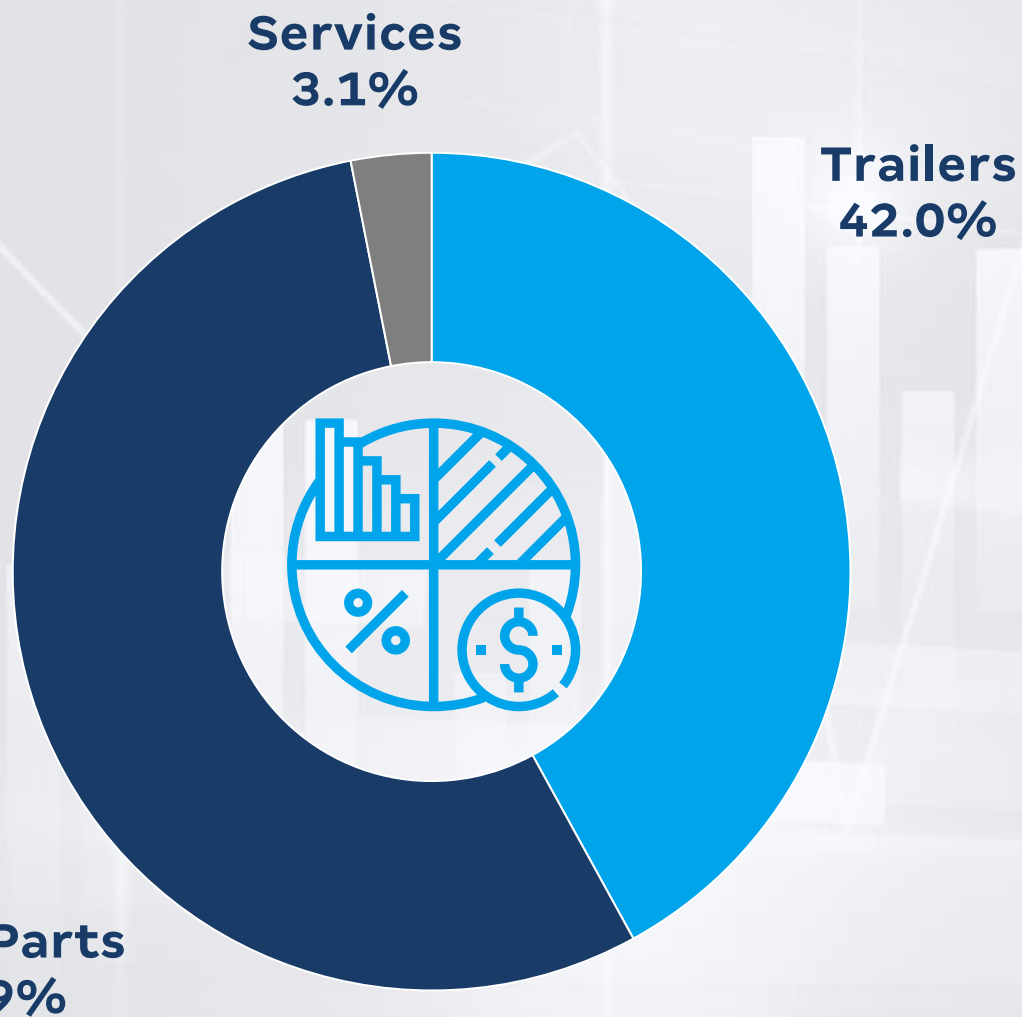


The chart above shows the Company's debt without considering the cash and the debt from Randon Bank. The Consolidated net debt at the end of 2020 reached R\$ 1.5 billion, a multiple of 1.26x EBITDA over the last 12 months.

Schedule of Debt Payment (R\$ Million)

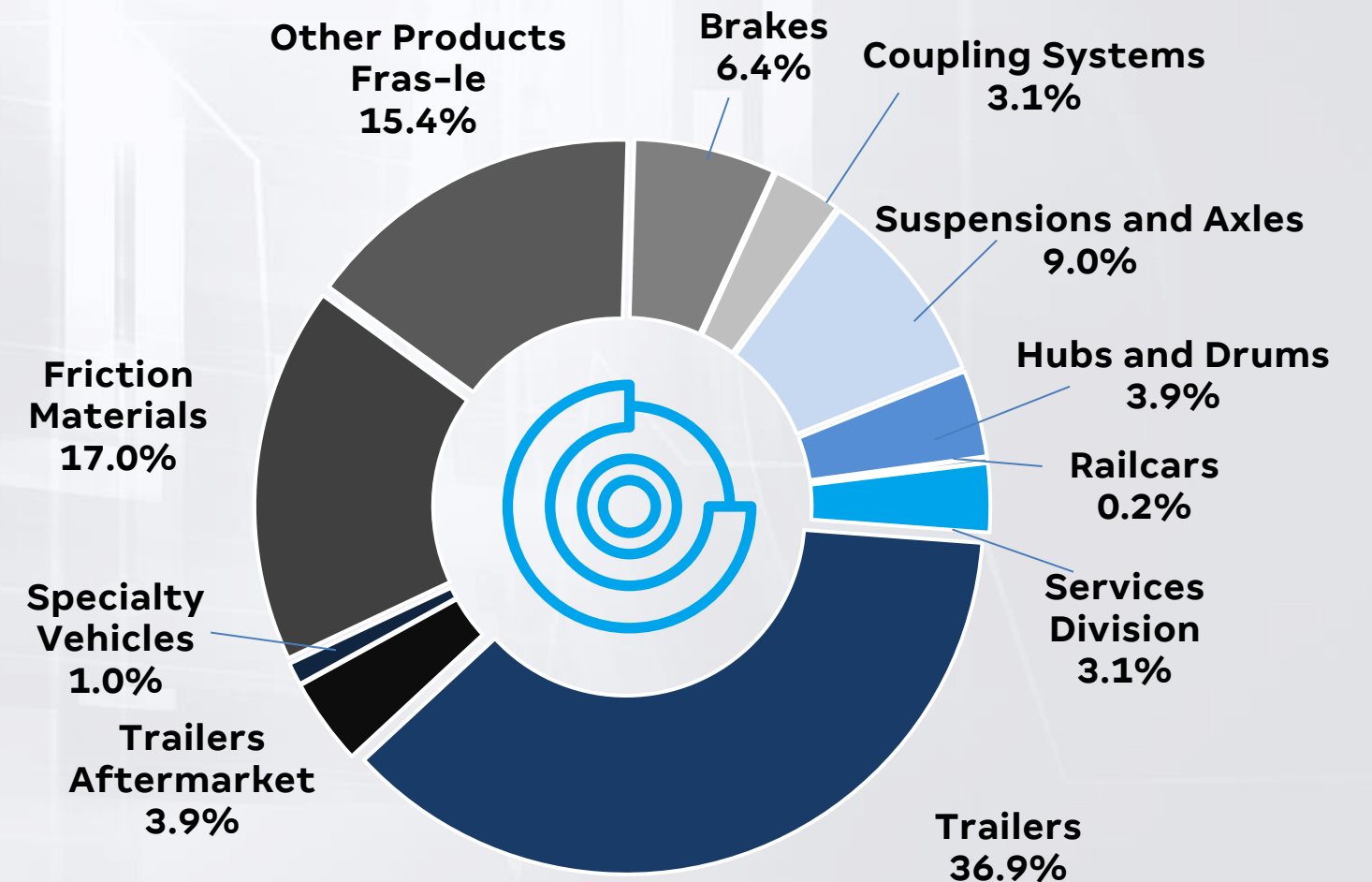


DIVERSIFIED BUSINESS MODEL



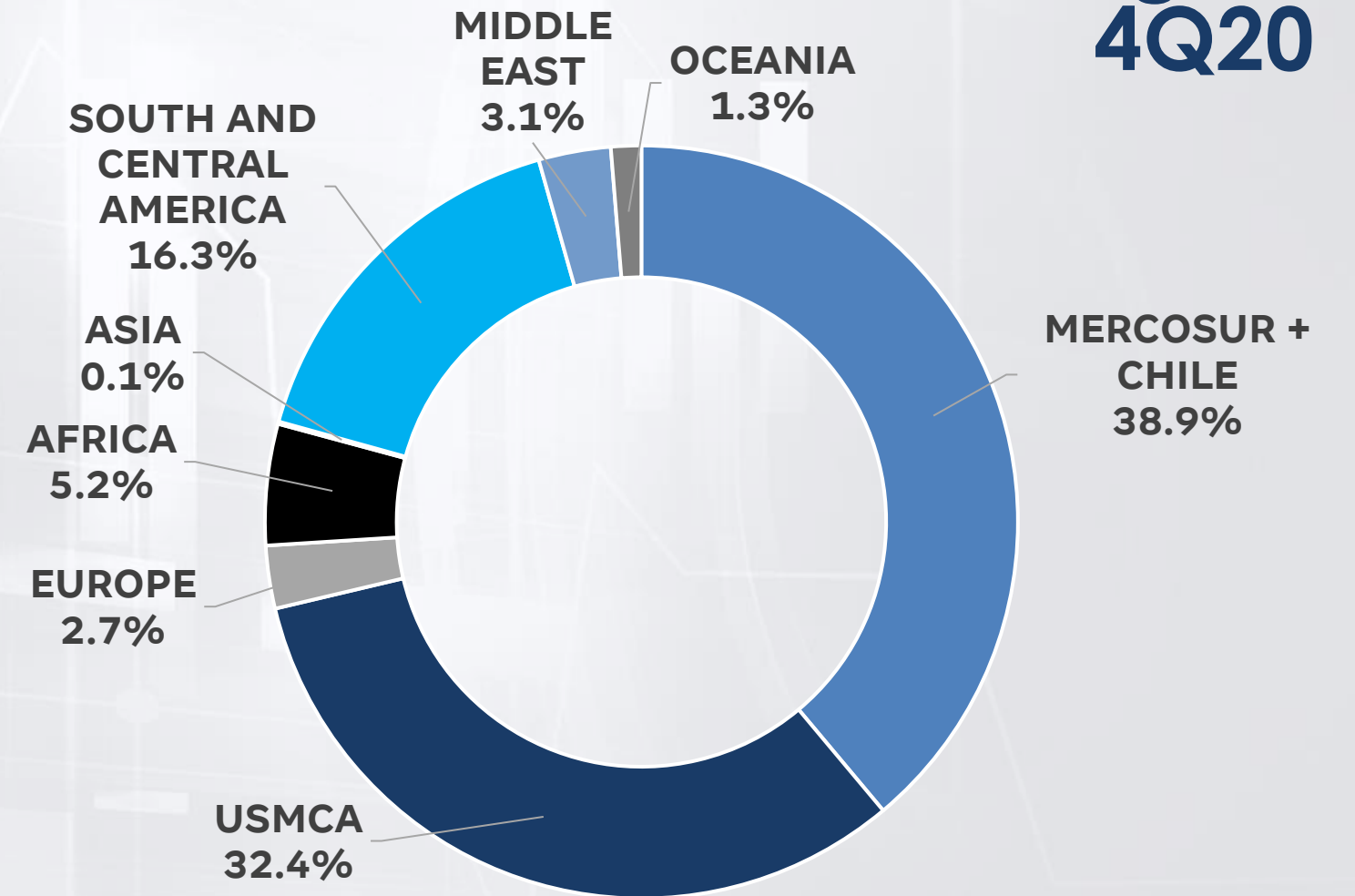
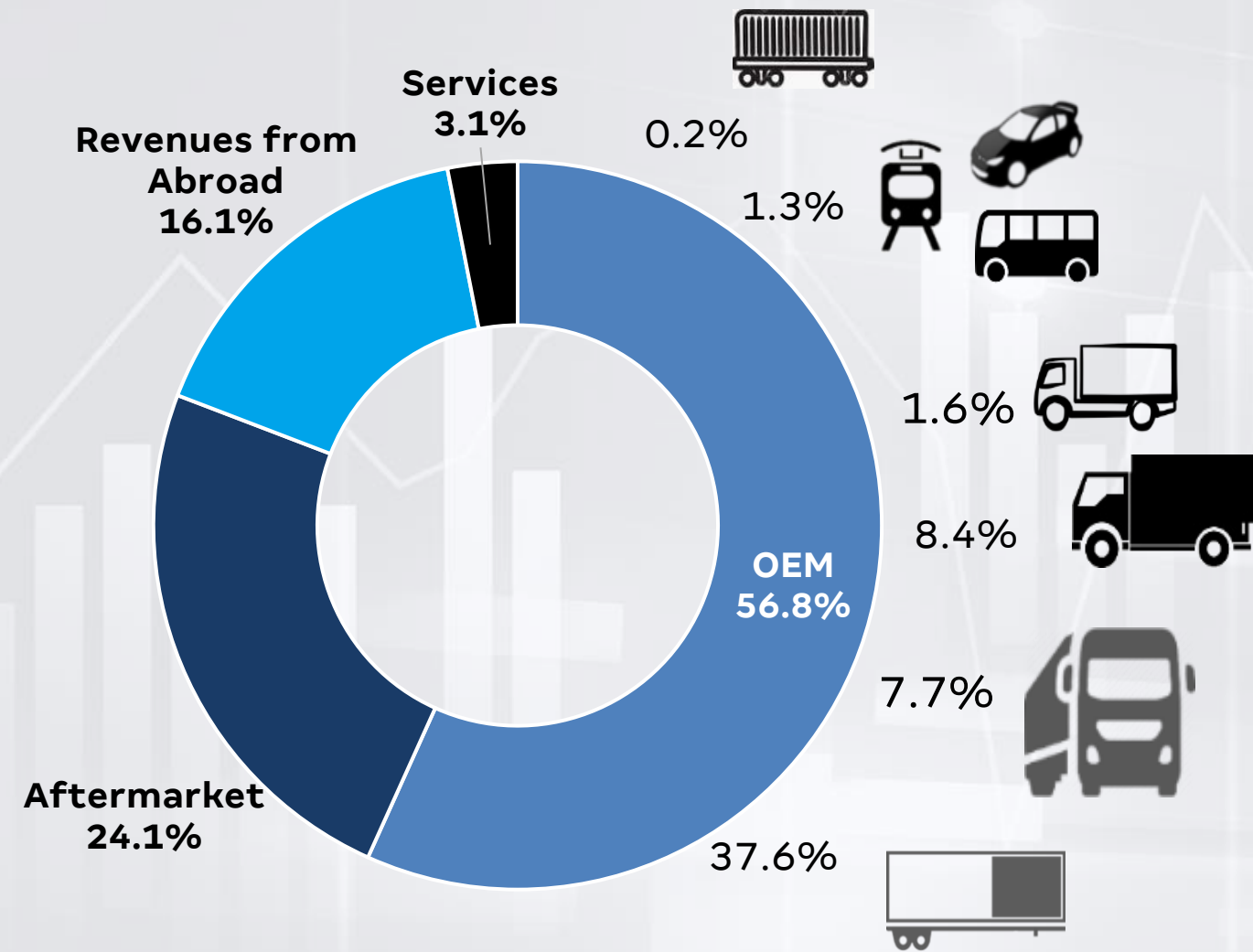
% Net Revenue Breakdown by Division 4Q20

% Net Revenue Breakdown by Product 4Q20



DIVERSIFIED BUSINESS MODEL

% Exports Destination by Economic Region 4Q20



% Net Revenue by Segment 4Q20

MARKET and DRIVERS

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%



DEMAND DRIVERS

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

Source:
¹ ANFIR
² ANFAVEA
³ ANFIR + AliceWeb

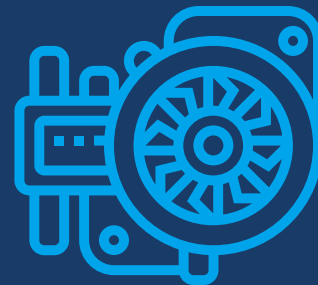
#RANDONISALLOFUS

It is through the synergy between our companies that we offer end-to-end solutions to our customers.



TRAILERS

Directly linked to the evolution of cargo transport in Brazil, it produces trailers, semi-trailers, and rail cars



AUTO PARTS

The best market solutions for axles, suspensions, friction materials, brake components, coupling and wheel end systems



SERVICES

Own financial institution, one of the largest consortium administrators in Brazil, in addition to investment and acceleration of startups

TRAILERS DIVISION

TRAILERS AND SEMITRAILERS



RAIL CARS



TRAILERS DIVISION

Trailers and Semitrailers

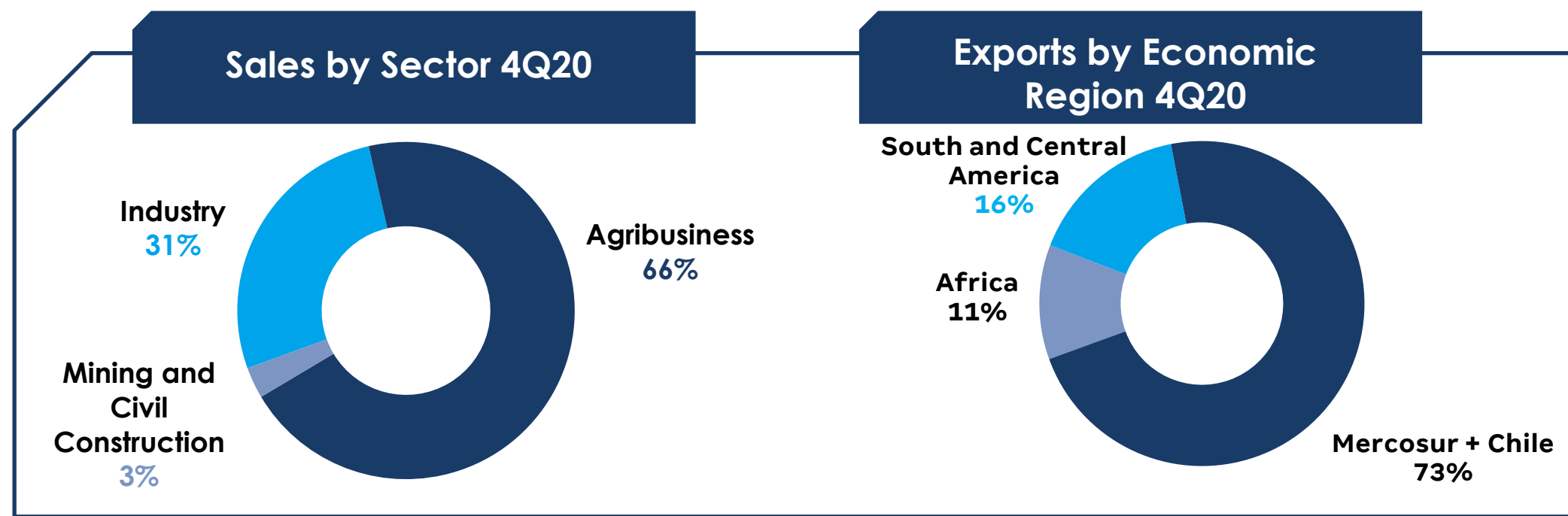
MARKET CHARACTERISTICS:

Diversified customer base, covering different market segments

Low penetration of imported trailers in the country

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

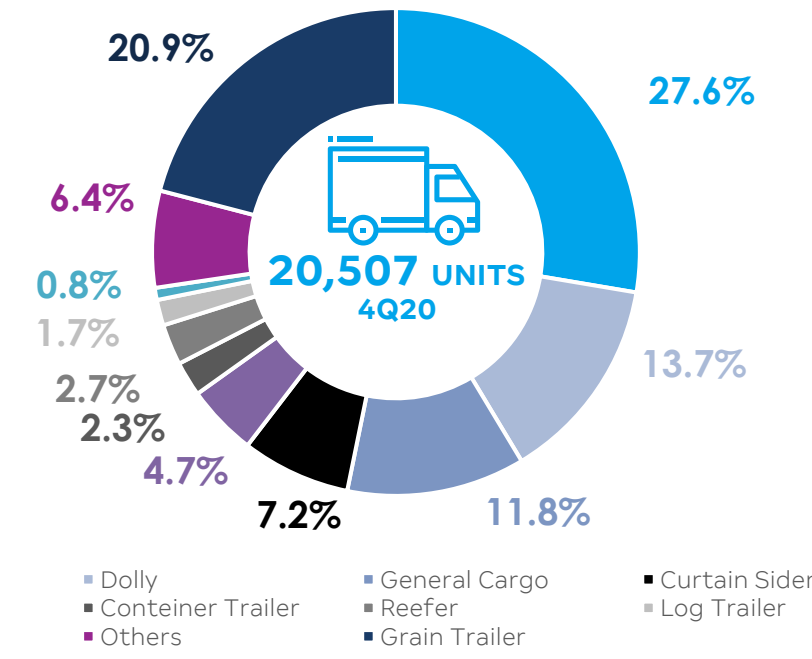
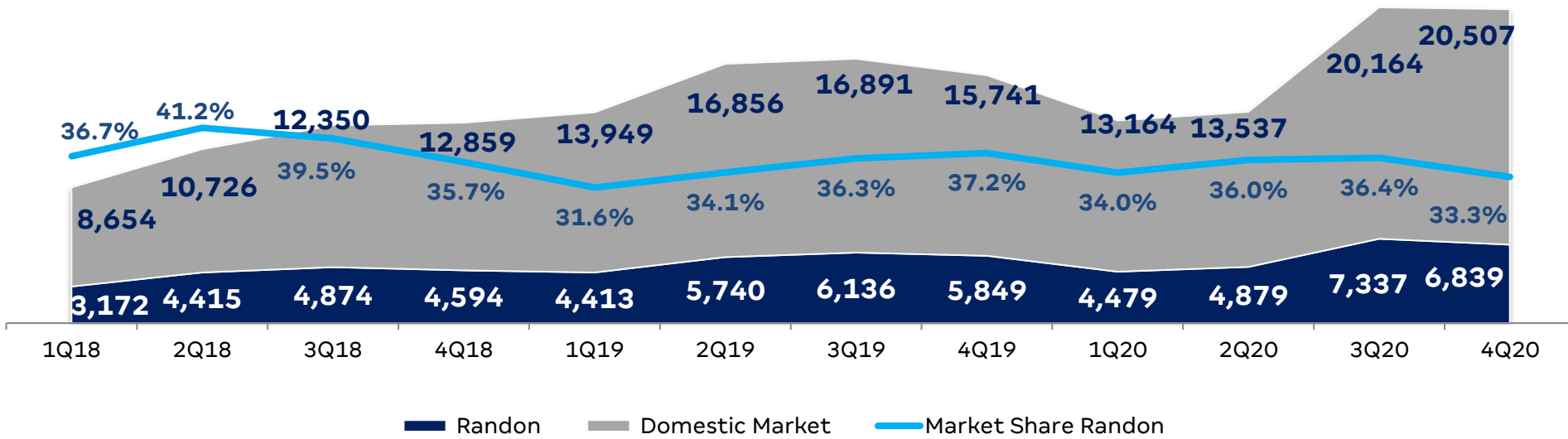
SALES SEMITRAILERS			
	Brazil	Foreign Market	Total
4Q20	7,688	843	8,531
4Q19	5,736	654	6,390
Δ%	34.0%	28.9%	33.5%
2020	24,326	2,284	26,610
2019	22,460	2,946	25,406
Δ%	8.3%	-22.6%	4.7%



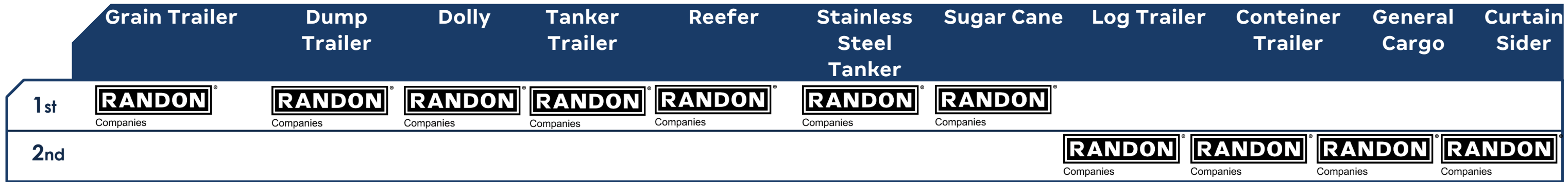
TRAILERS DIVISION

SEMITRAILERS – Domestic Market Leadership

QUARTERLY MARKET SHARE



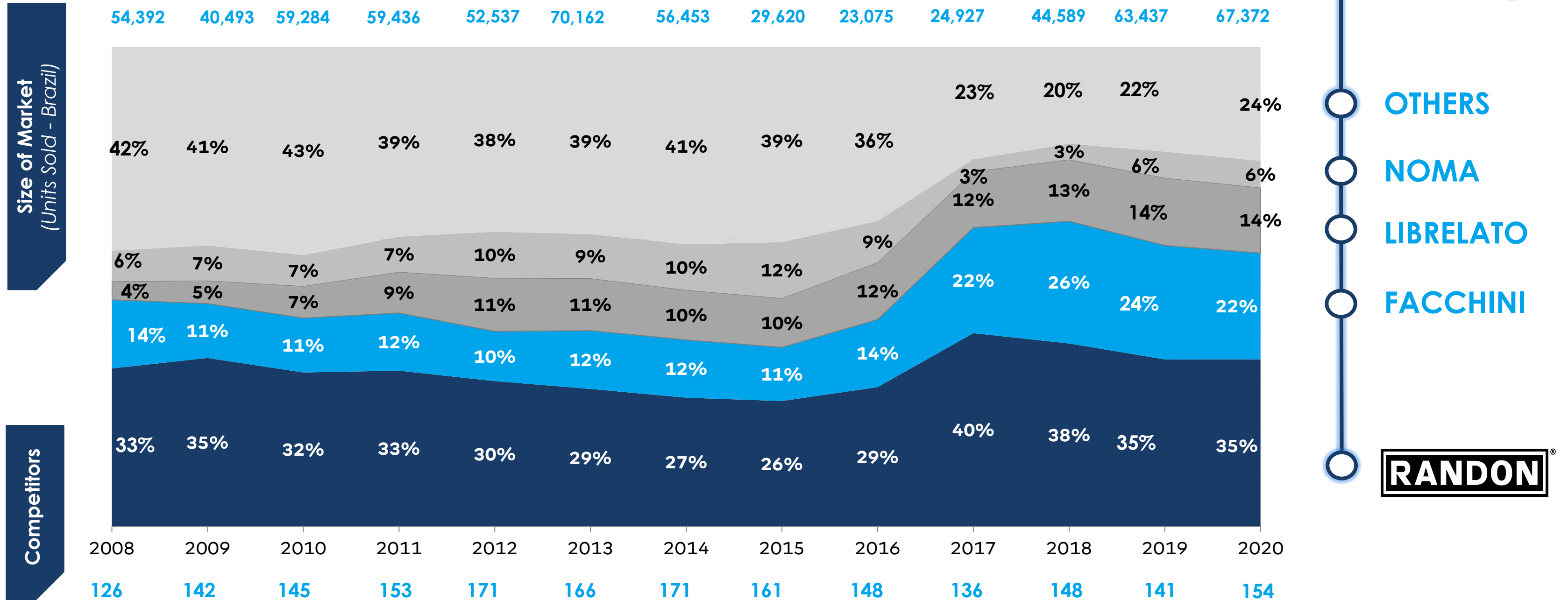
Achieve Leadership



Secure Leadership

TRAILERS DIVISION

SEMITRAILERS – Domestic Market Leadership



RANDON[®]

TRAILERS DIVISION

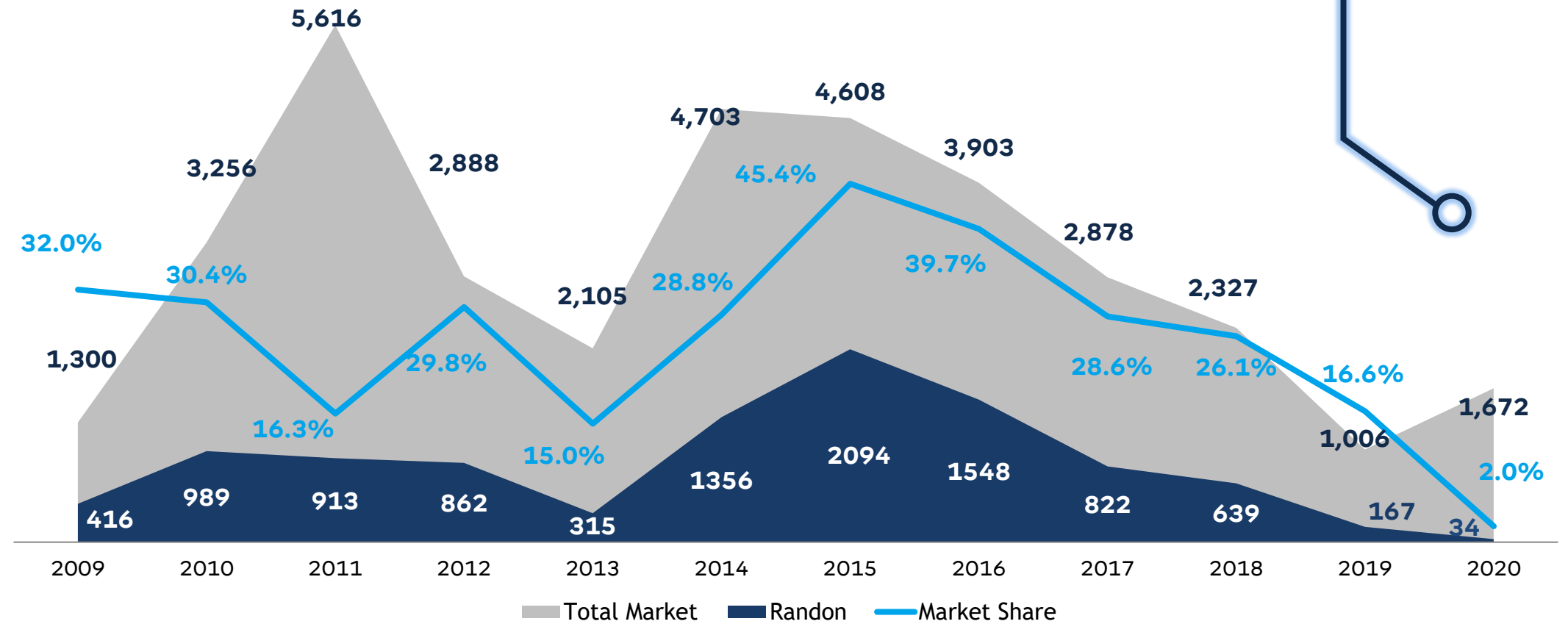
Rail Cars

MARKET CHARACTERISTICS:

 Customer base concentrated in large industries or concessionaires

 Long cycle between order and delivery

 Higher cargo volume



RAIL CARS SOLD (UNITS)		
4Q20	4Q19	Δ%
16	6	166.7%
2020	2019	Δ%
34	167	-79.6%

TRAILERS DIVISION

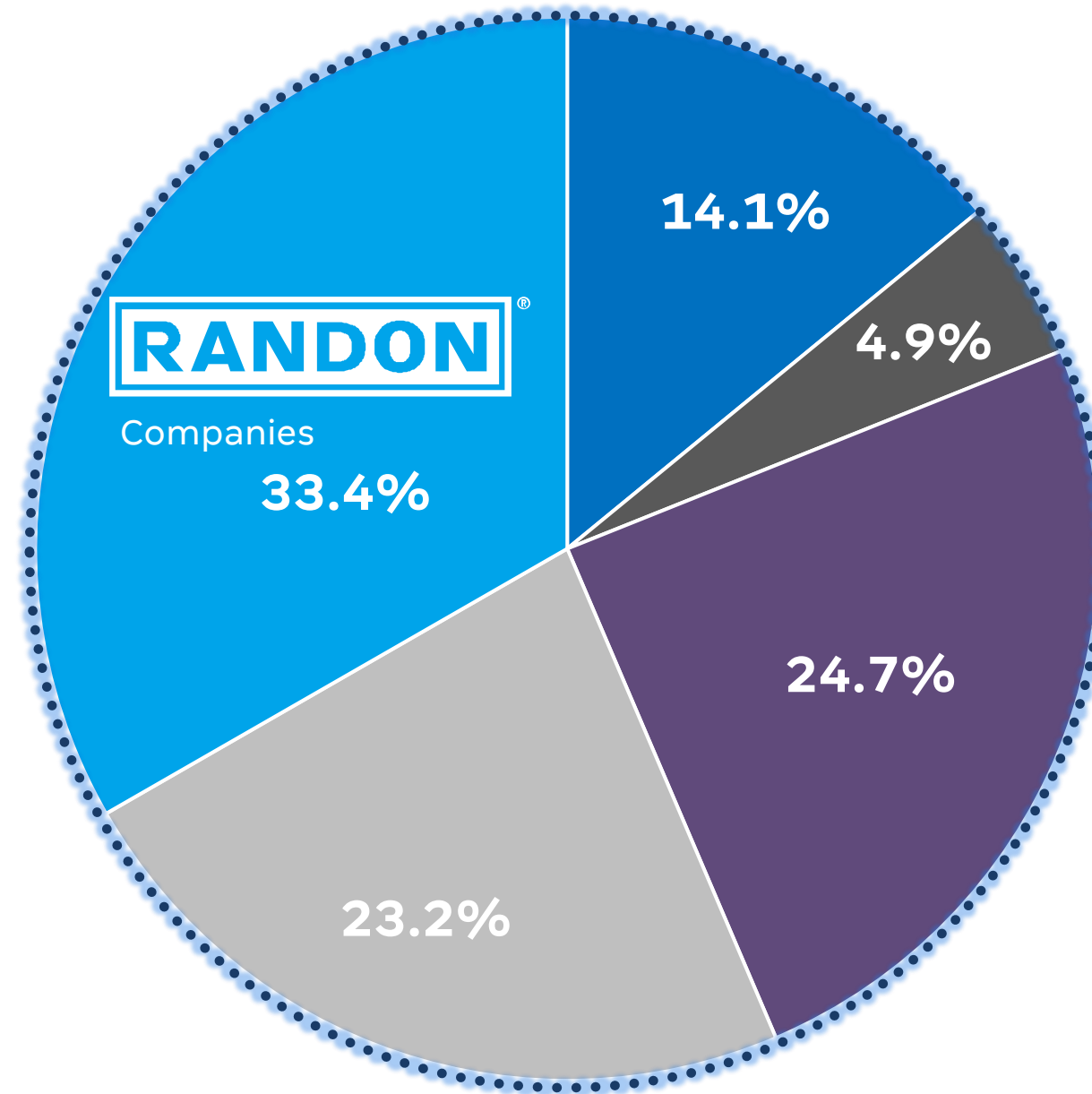
Highlights 4Q20

BRAZILIAN MARKET DELIVERIES:

 **+30.3%**
20,507 units

6,839
Randon's Semitrailers delivered

Randon Implementos is featured in Exame magazine's Best & Biggest 2020 ranking



■ Librelato ■ Noma ■ Others ■ Fachhini ■ Randon

RANDON FOREIGN MARKET VOLUMES :
843 units 4Q20

 **28.9%**
(654 units in 4Q19)

Sales recovery after long period of low volumes

TRAILERS DIVISION

MARKET TRENDS

Short and medium term

SEMITRAILERS

- Domestic Market
- Exports resumption
- New orders
- 2020/2021 Harvest
- GDP Brazil

RAIL CARS

- Renewal of railway concessions
- Railway infrastructure
- Volumes in 2021

Short

Medium

- Civil Construction
- Retail
- Pre Buy Euro 6

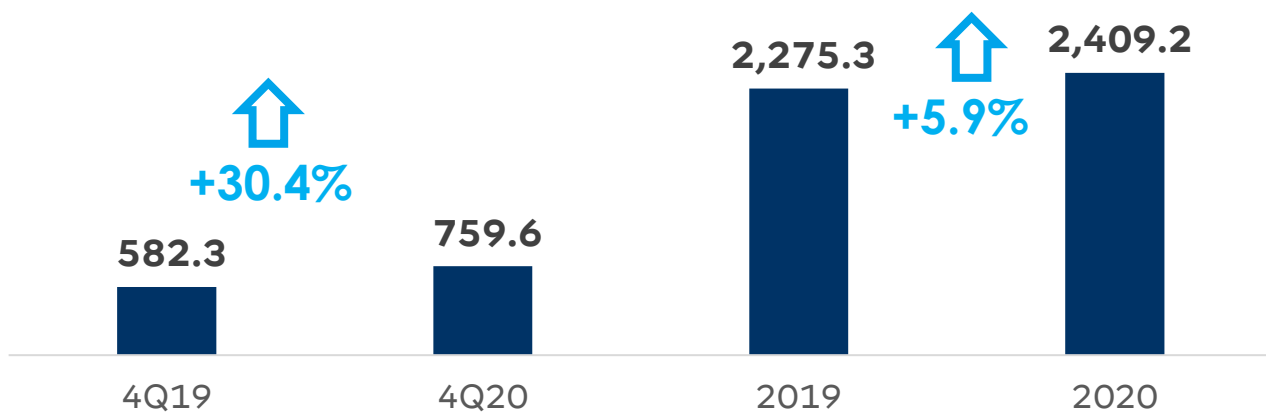
- Railcars fleet renewal
- Investments in the sector



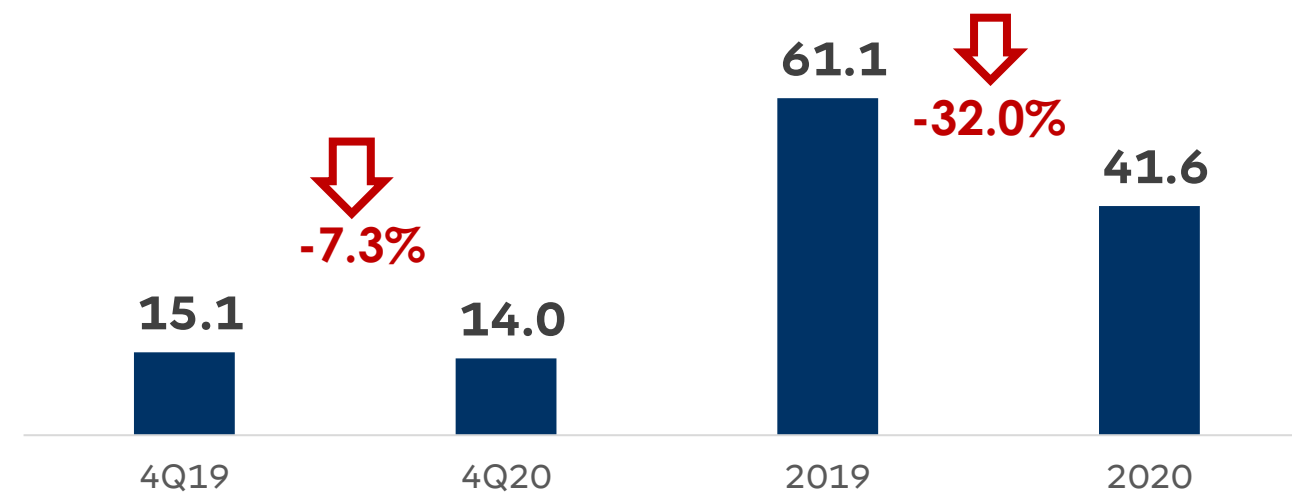
TRAILERS DIVISION

PERFORMANCE 4Q20

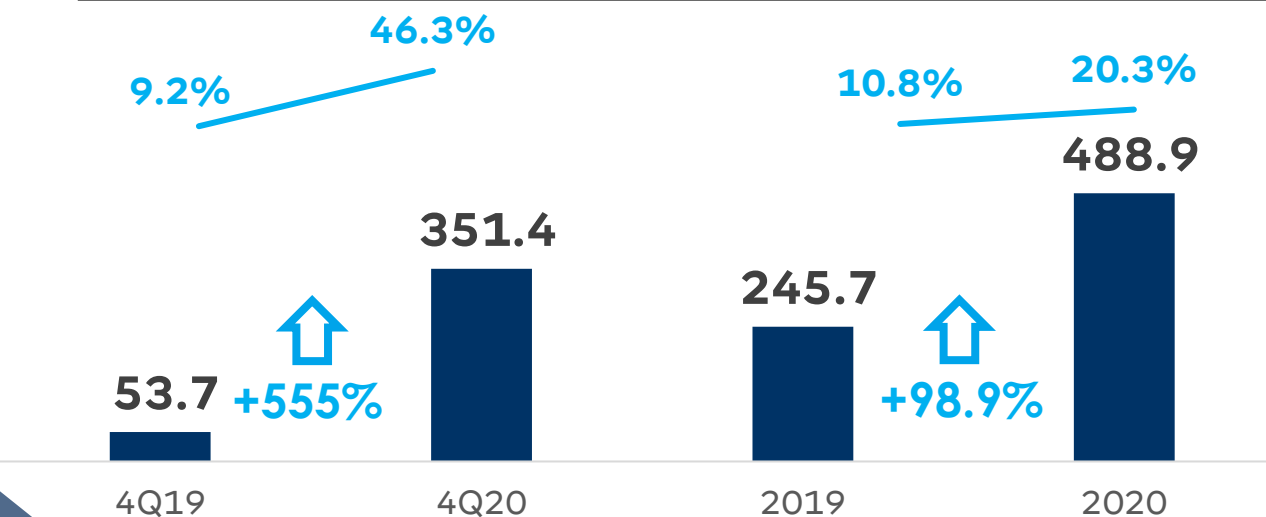
CONSOLIDATED NET REVENUE (R\$ Million)



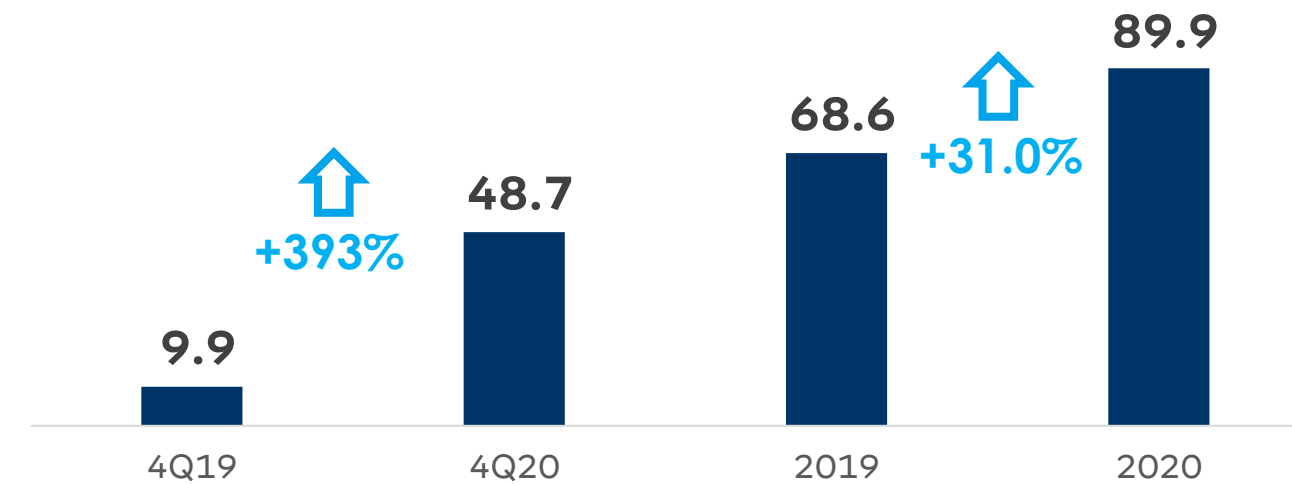
EXPORTS (US\$ Million)



CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)



ORGANIC INVESTMENTS (R\$ Million)



AUTO PARTS



AUTO PARTS DIVISION

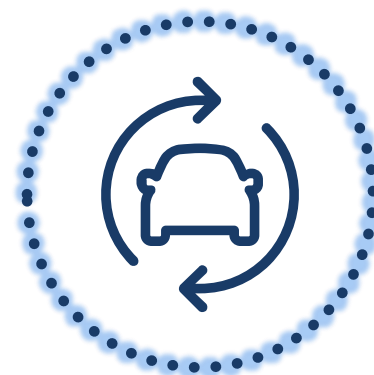
SEGMENTS



OEMs



Exports



Aftermarket

MARKET CHARACTERISTICS

- Diversified customer base
- Moderate import penetration
- Exposure to all sectors of the economy
- Exports concentrated in the USA, Argentina and Colombia markets

SALES VOLUME

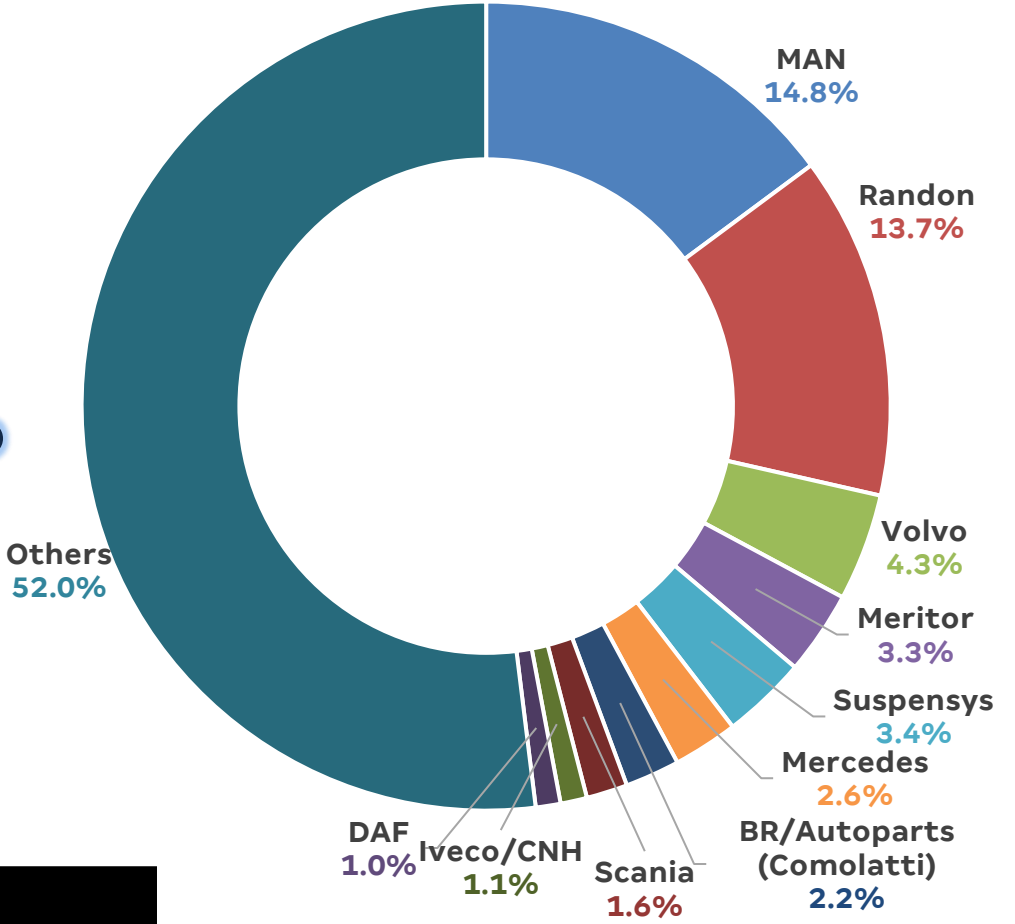
	4Q20		4Q19		Δ% Un.	2020		2019		Δ% Un.
	Un.	% CNR	Un.	% CNR		Un.	% CNR	Un.	% CNR	
Friction Material (Thousand un.)	26,797	17.0%	26,706	20.9%	0.3%	94,730	19.0%	102,843	19.2%	-7.9%
Other Products Fras-le (Thousand un.) ²	12,076	15.4%	4,859	7.4%	148.5%	25,108	11.2%	22,571	6.8%	11.2%
Brakes (un.)	188,265	6.4%	158,640	7.2%	18.7%	576,319	6.2%	750,204	8.1%	-23.2%
Coupling Systems (un.)	34,581	3.1%	27,556	3.4%	25.5%	109,143	3.0%	124,025	3.7%	-12.0%
Suspension and axles (un.) ¹	43,851	9.0%	31,606	8.9%	38.7%	135,243	8.5%	139,272	9.9%	-2.9%
Hubs and drums (un.)	182,783	3.9%	117,881	3.2%	55.1%	595,548	3.8%	494,169	3.8%	20.5%

¹ The suspension and axles volumes were revised to better reflect the units sold by the subsidiary Suspensys. The history of these volumes can be obtained in the section Interactive Spreadsheets - Consolidated Data Randon S/A.

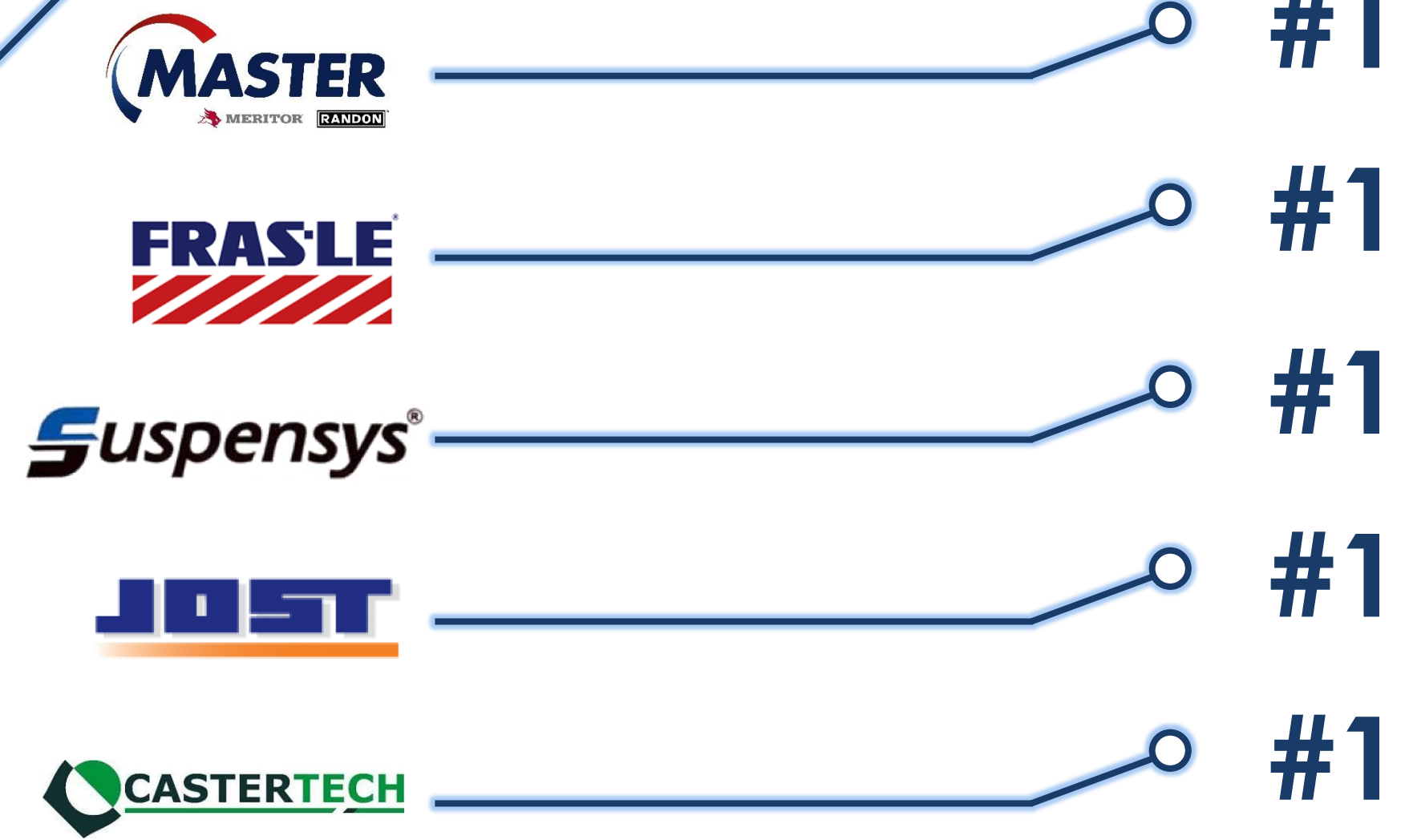
² The volumes of indirect subsidiary Nakata Automotiva started to be part to this line as of September 2020.

AUTO PARTS DIVISION

Leadership



SOUTH AMERICA OEM RANKING



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

AUTO PARTS DIVISION

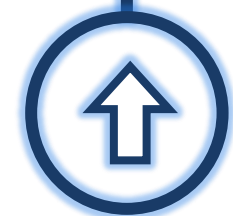
Highlights 4Q20



+0.3%

In sales of friction materials

- *Aftermarket resumption;*
- *Foreign Market recovery.*



+148.5%

In volumes of Non-Friction Fras-le

- *Gradual resumption of the aftermarket of the light vehicles line;*
- *Portfolio increase with Nakata.*



+55.1%

Hubs and Drums volumes

- *Increase in sales to OEMs;*
- *New clients and markets.*



+38.7%

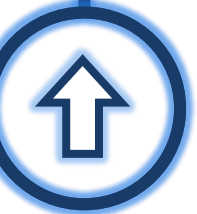
Axles and Suspensions

- *OEMs sales resumption;*
- *Strong demand from trailers manufacturers.*



+18.7%

- *Growth in sales of brake systems due to increased production of trucks in the country.*



+25.5%

Coupling Systems

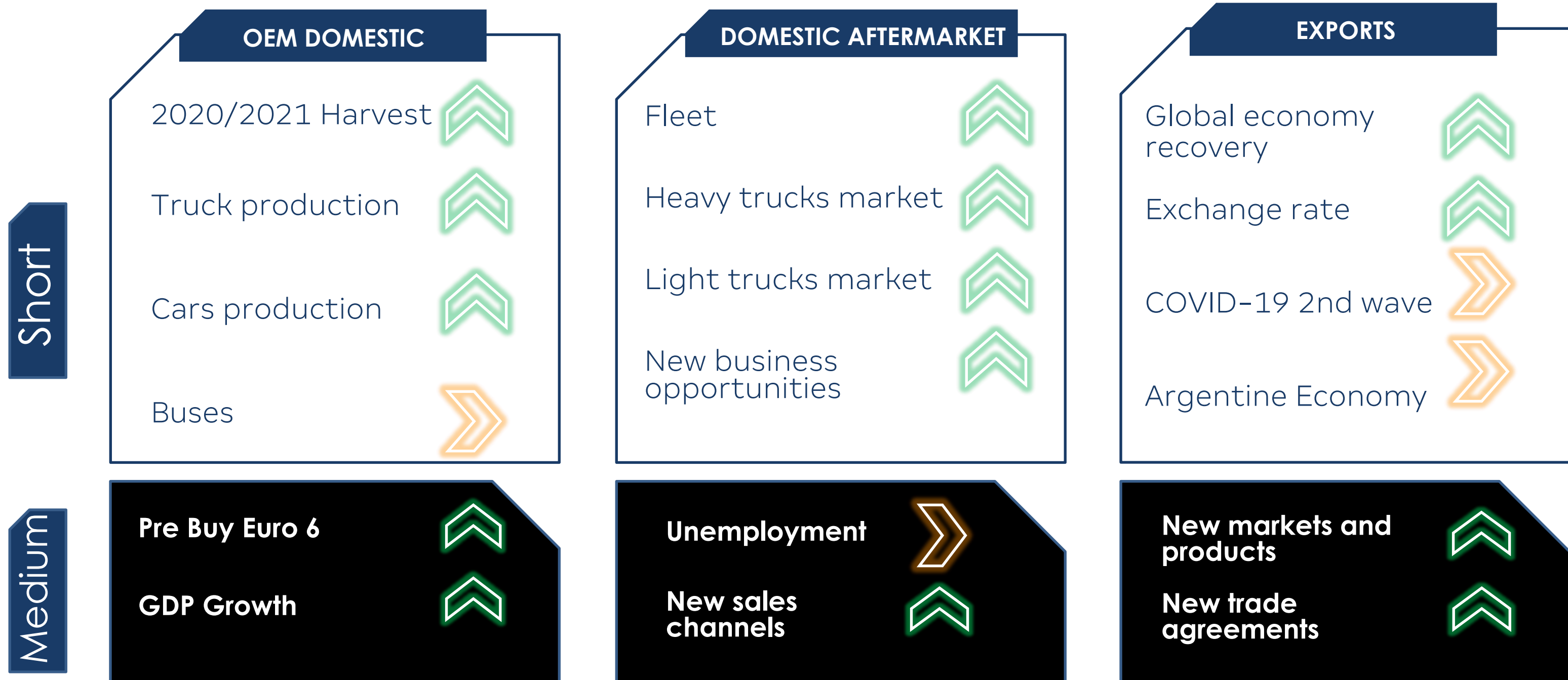
- *OEMs sales recovery.*



AUTO PARTS DIVISION

Market Trends

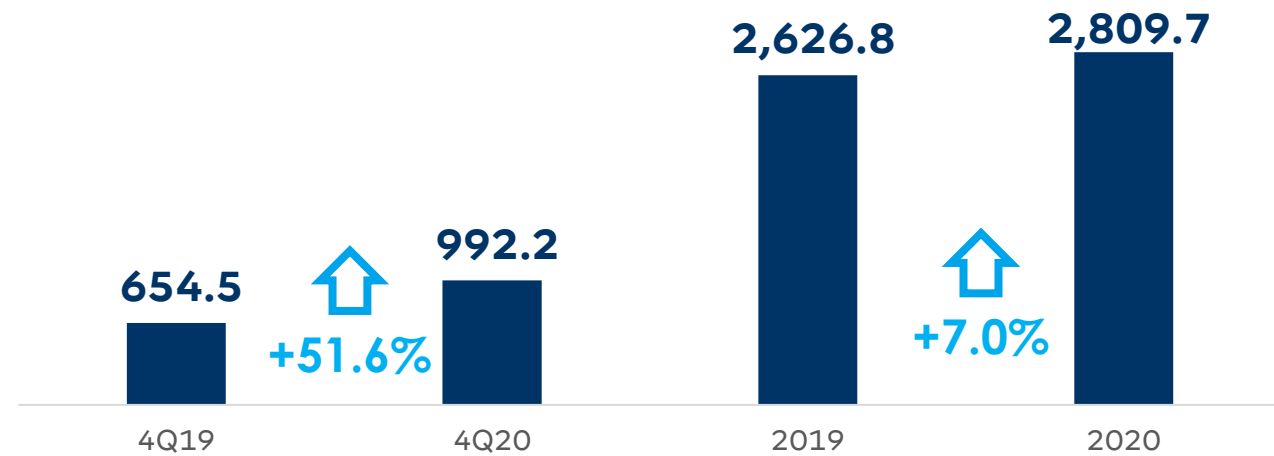
Short and medium term



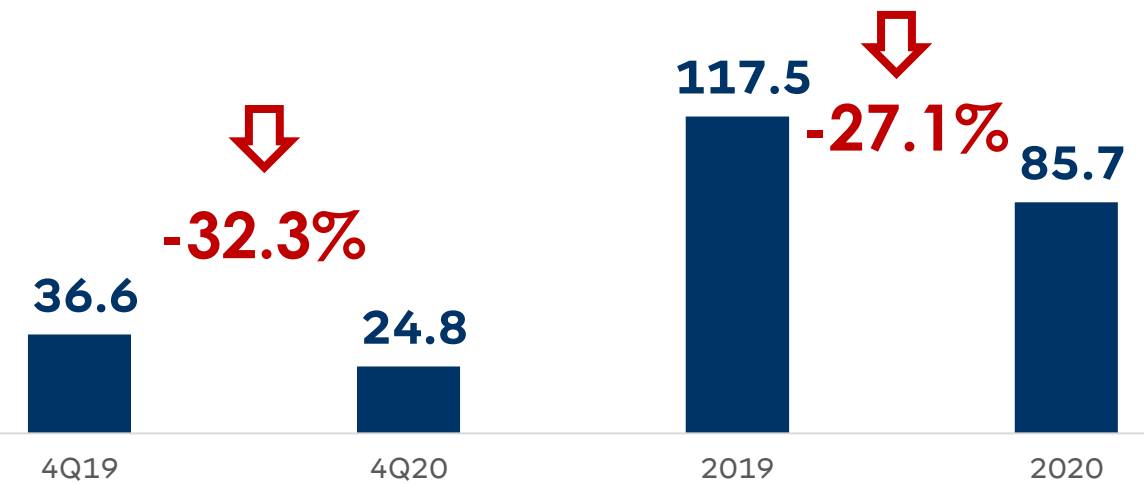
AUTO PARTS DIVISION

4Q20 PERFORMANCE

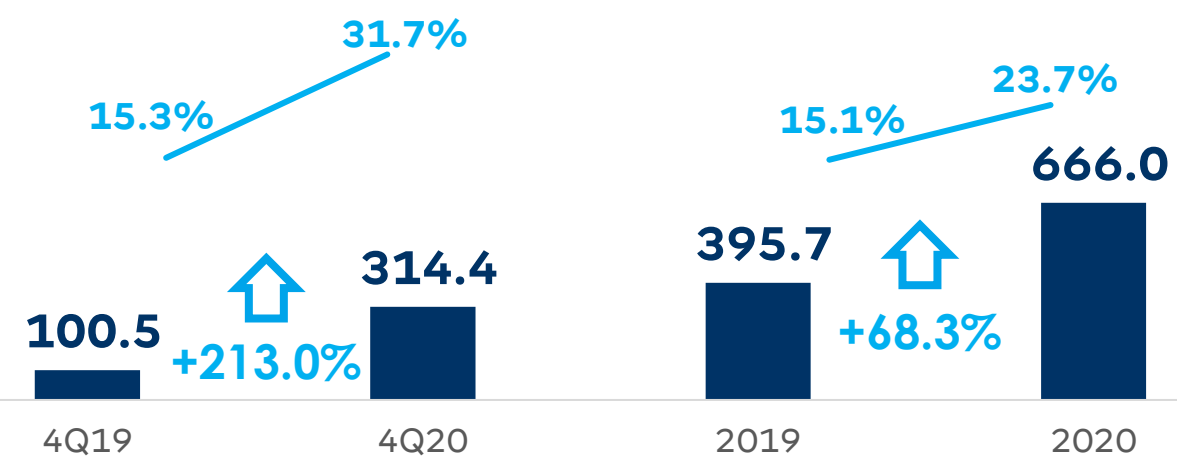
CONSOLIDATED NET REVENUE (R\$ Million)



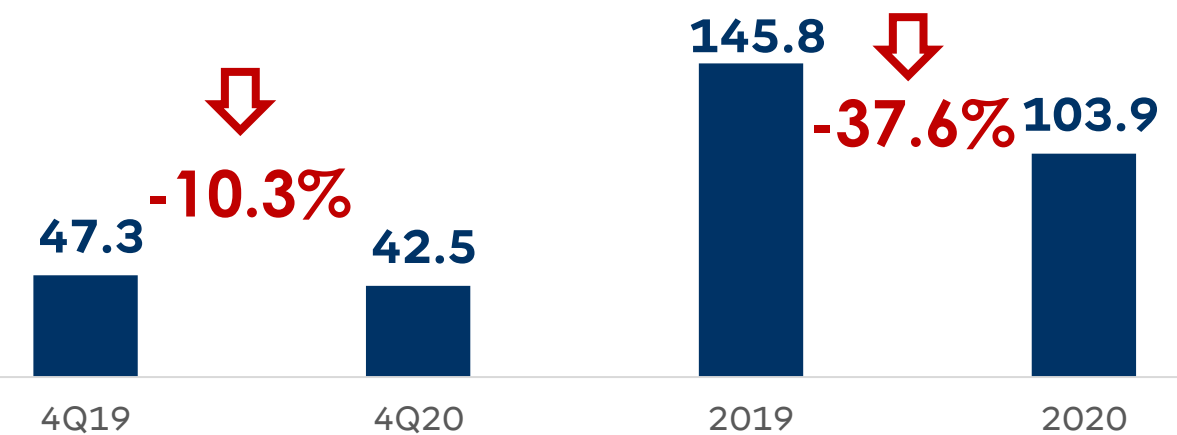
EXPORTS (US\$ Million)



CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)



INVESTMENTS (R\$ Million)





SERVICES

Randon Companies have their own financial institution and one of the largest consortium administrators in Brazil, in addition to the company for investment in startups.

SERVICES

4Q20 PERFORMANCE



29 thousand
customers

227 thousand
Quotas commercialized

67 thousand
Active quotas

R\$ 725 M
Accrued administration fee

123 thousand
Quotas awarded

SEGMENTS

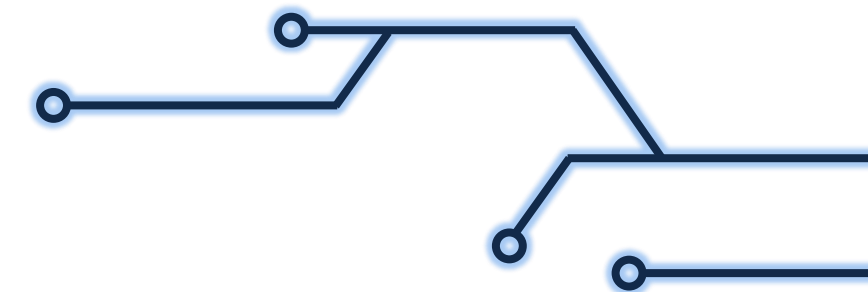
Trailers; • Real estate and vehicles; • Machinery and Equipment • Minibus; • Light and Heavy Trucks.



Capital available for investment
R\$ 15 M

2 startups invested in 2020

+ 100 startups analysed



R\$ 833 M
Assets

R\$ 150 M
Equity

2,830 customers

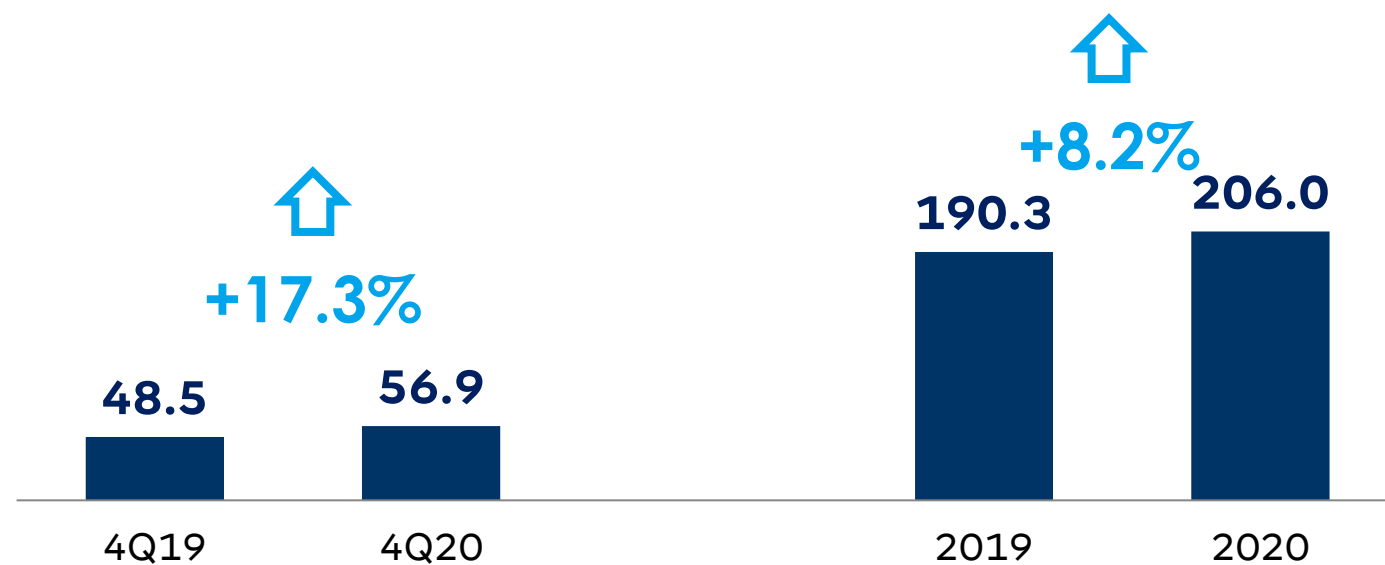
CREDIT LINE

For the acquisition of trailers, vehicles, componentes and automotive systems.

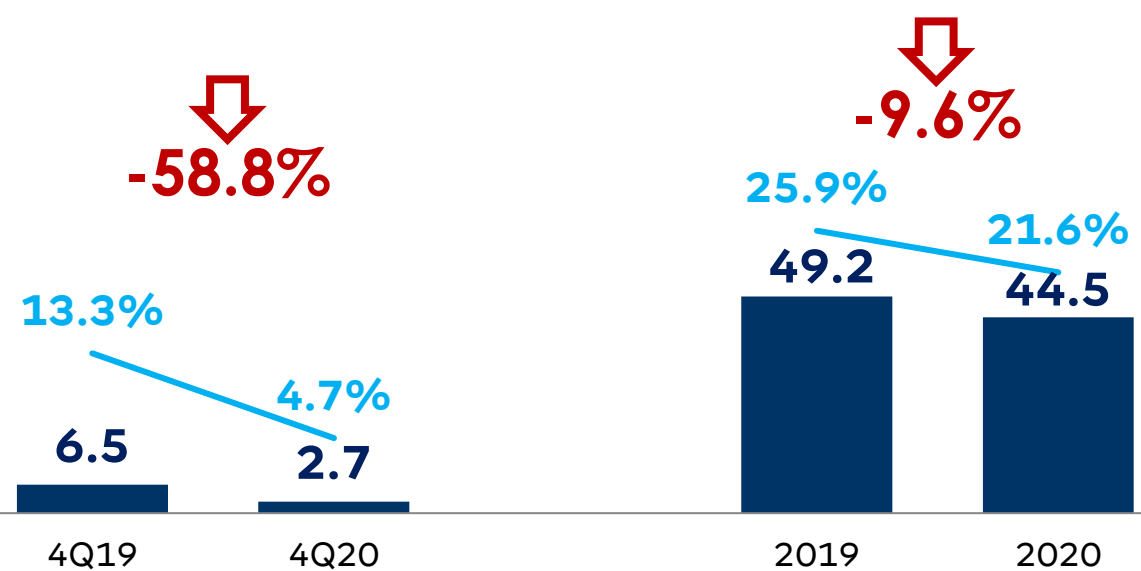
SERVICES

PERFORMANCE 4Q20

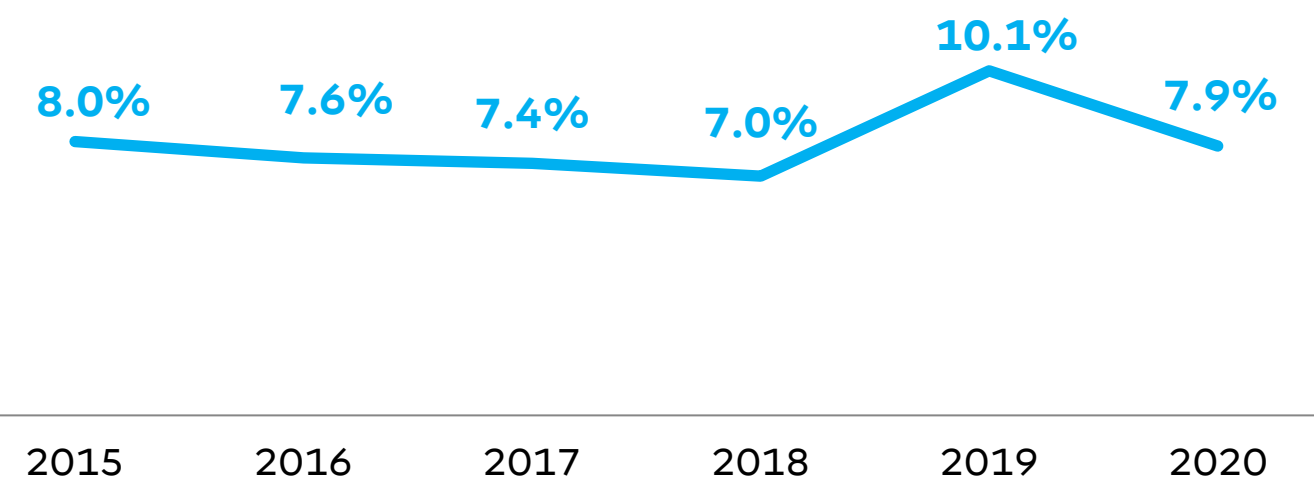
CONSOLIDATED NET REVENUE (R\$ Million)



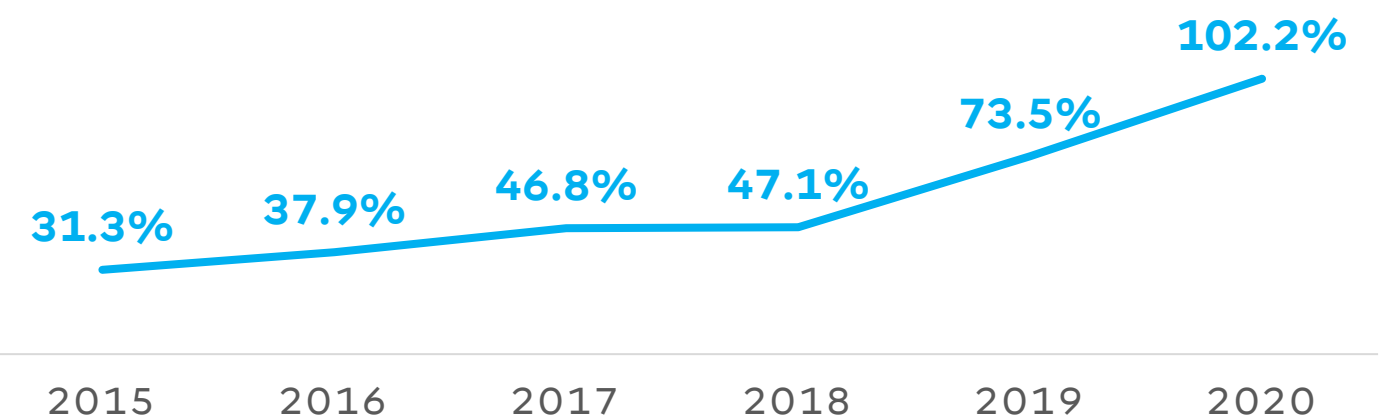
CONSOLIDATED EBITDA | EBITDA MARGIN (R\$ Million)



RANDON BANK – ROE %



RANDON CONSÓRCIOS – ROE (%)



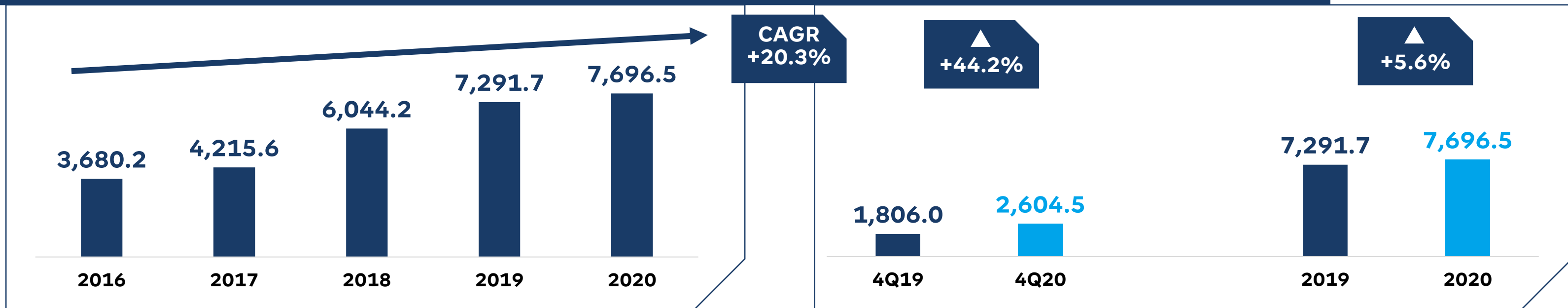


SUPPORT MATERIAL

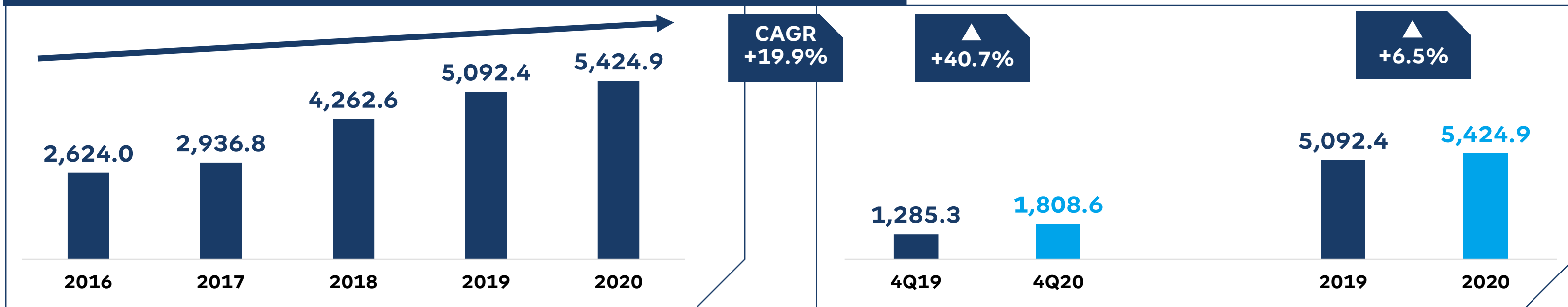


OPERATING RESULTS

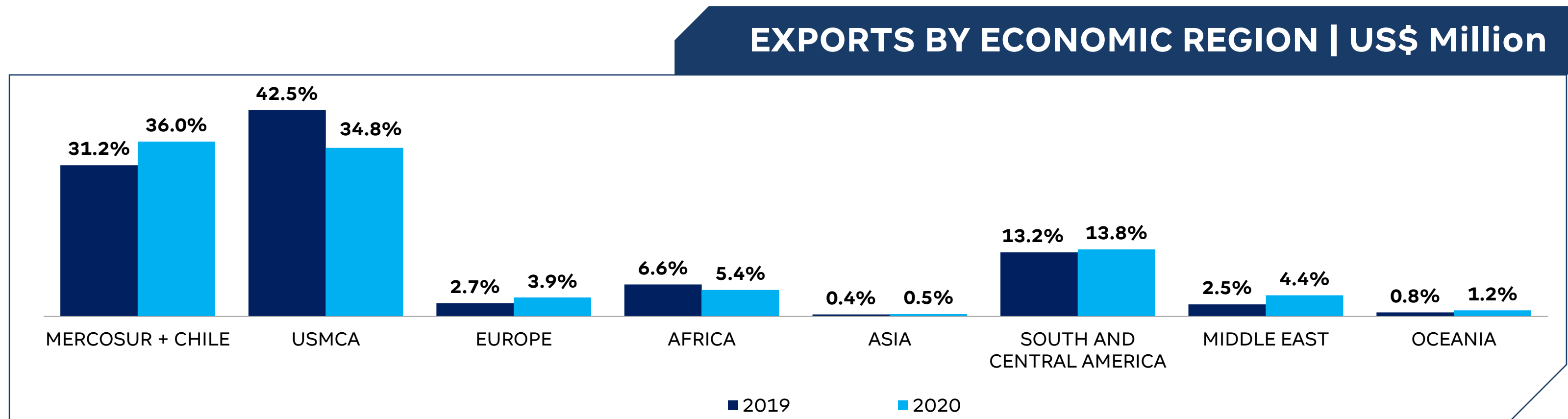
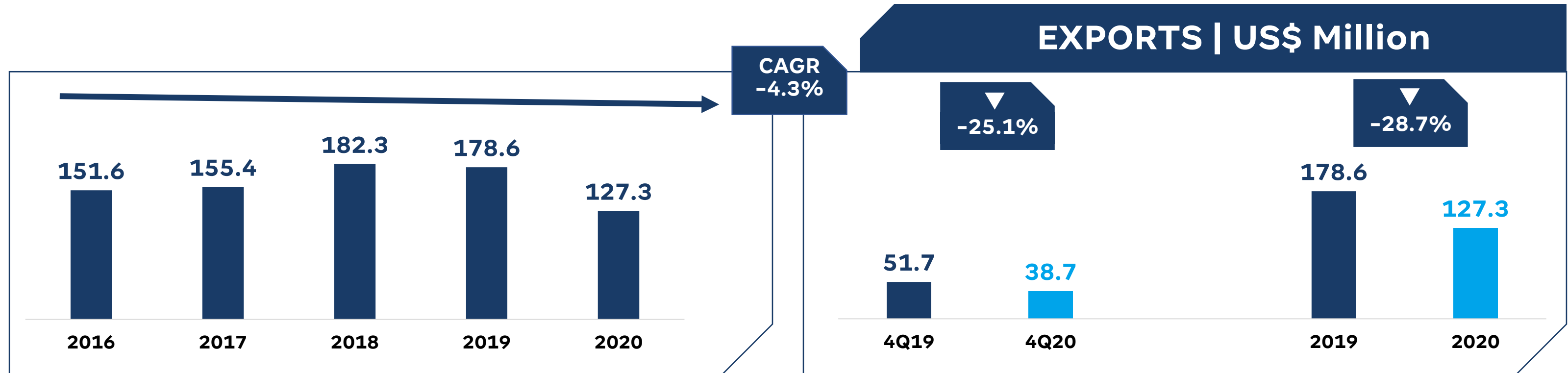
TOTAL GROSS REVENUE (Including Intercompany Sales) – R\$ Million



CONSOLIDATED NET REVENUE – R\$ Million

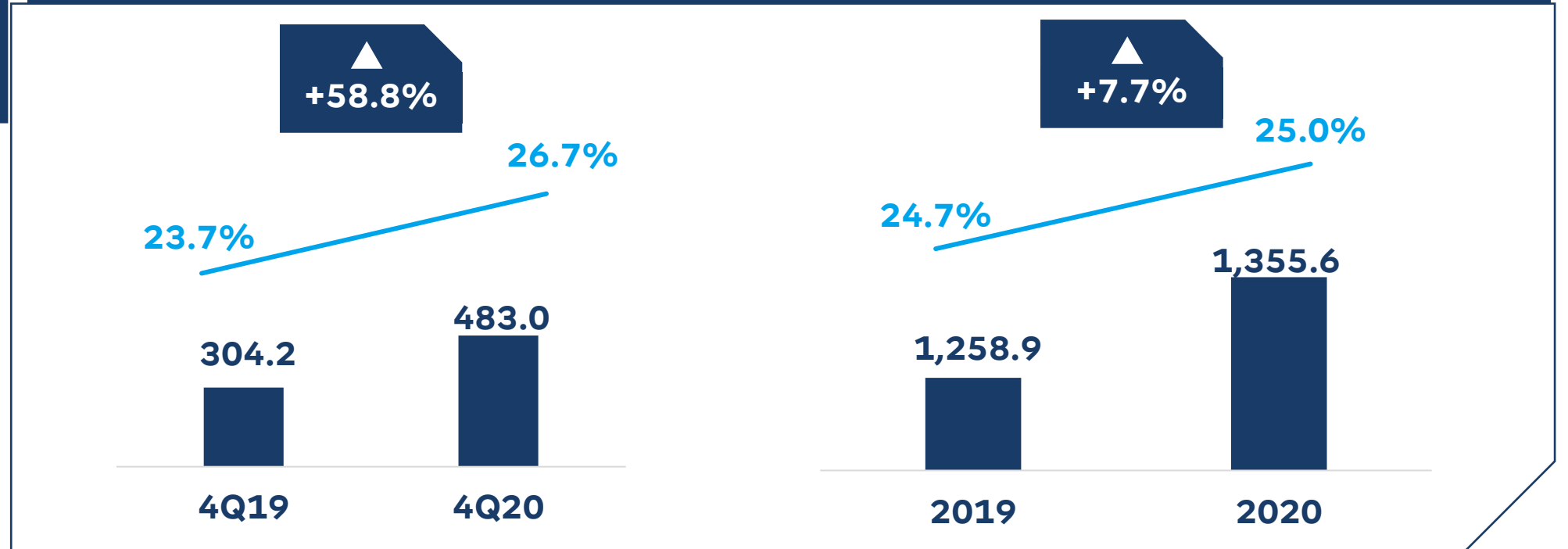
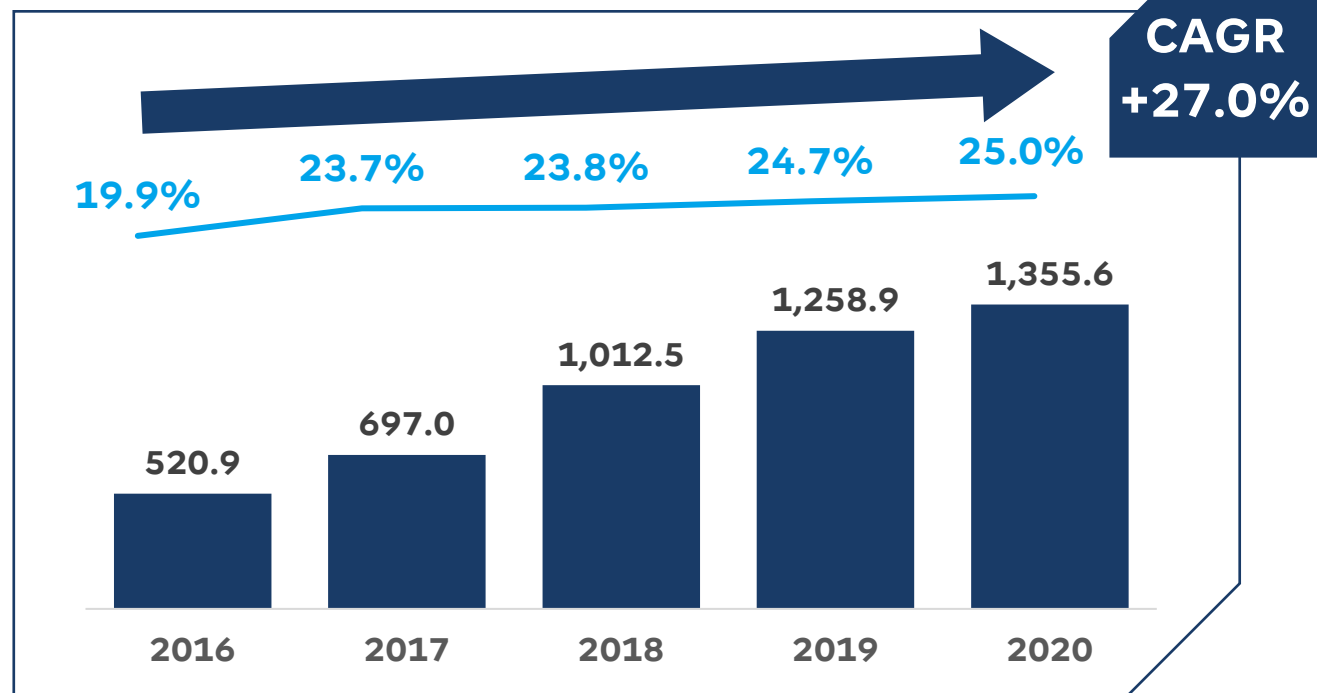


OPERATING RESULTS



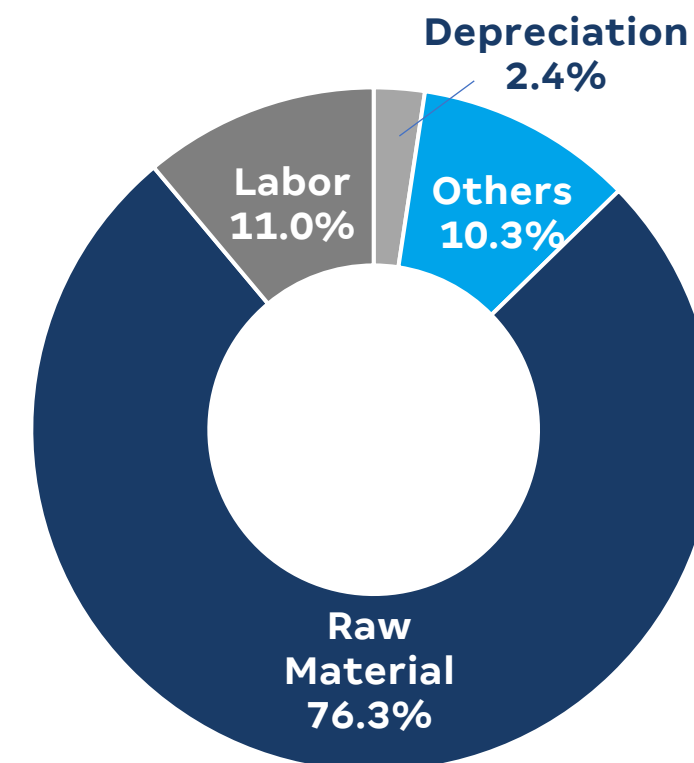
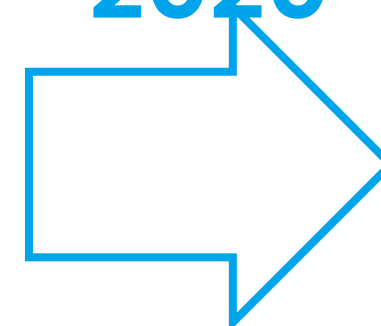
OPERATING RESULTS

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



COGS DISTRIBUTION

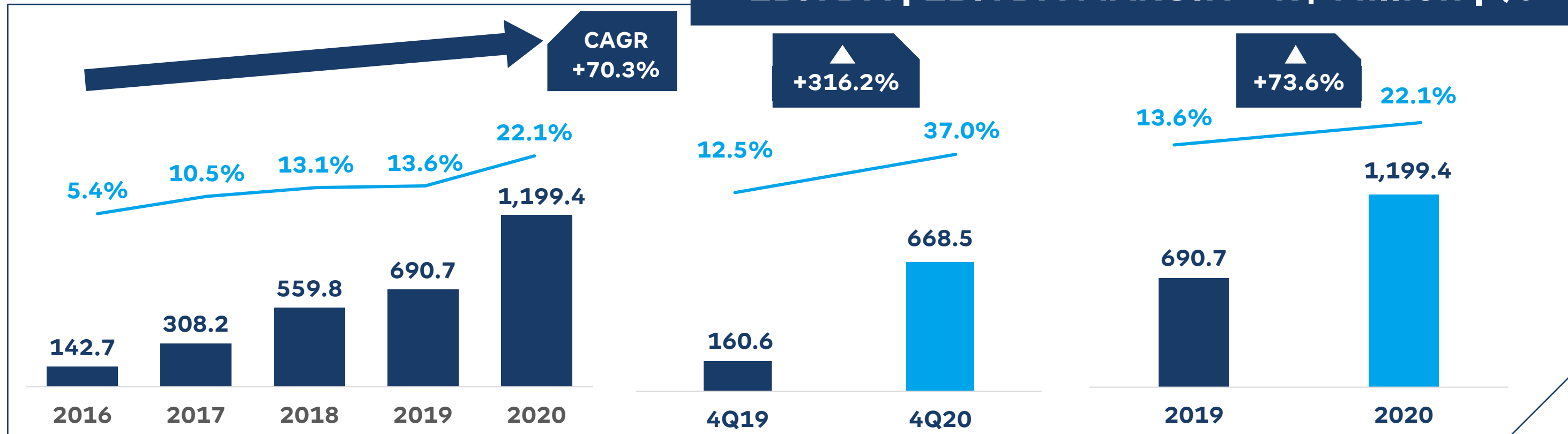
2020



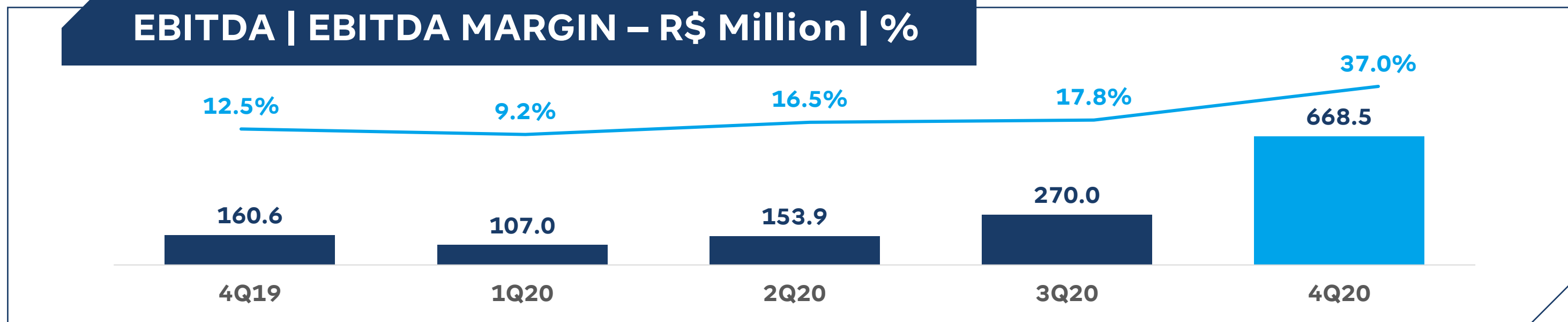
COGS 4Q20
R\$ 1.3 Bn
(73.3% o/CNR)

OPERATING RESULTS

EBITDA | EBITDA MARGIN – R\$ Million | %

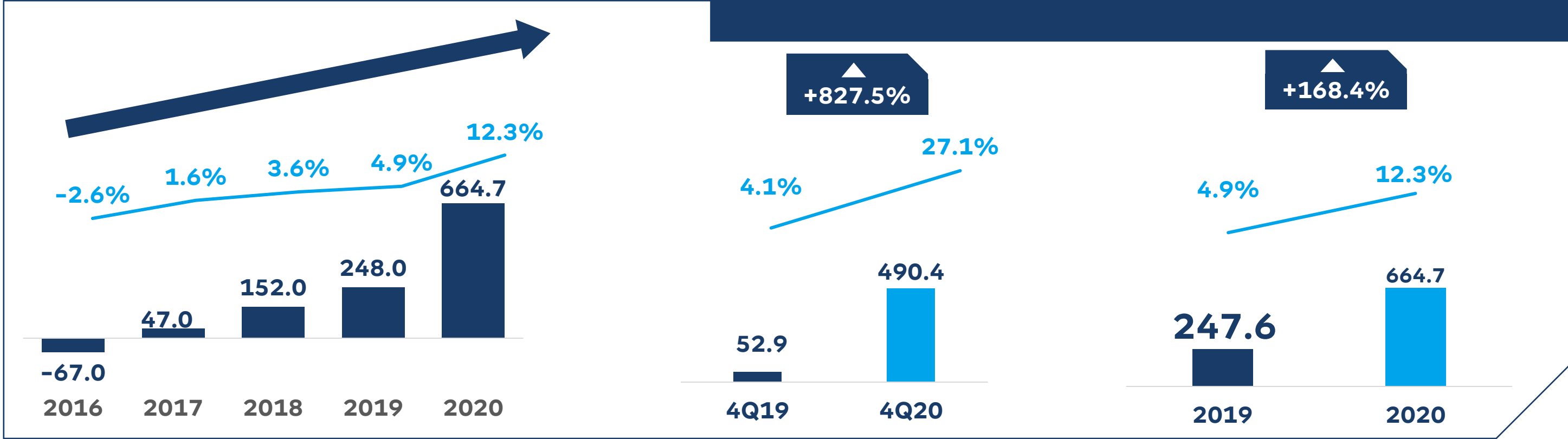


EBITDA | EBITDA MARGIN – R\$ Million | %

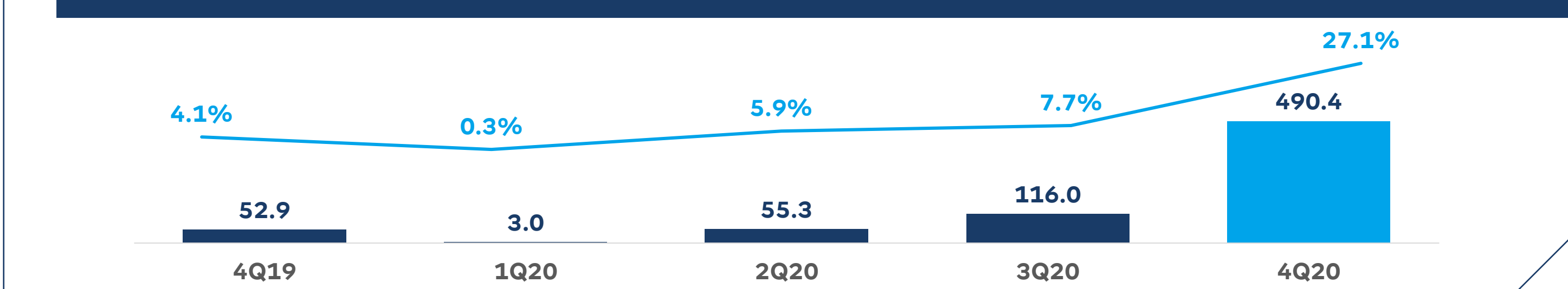


FINANCIAL RESULTS

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

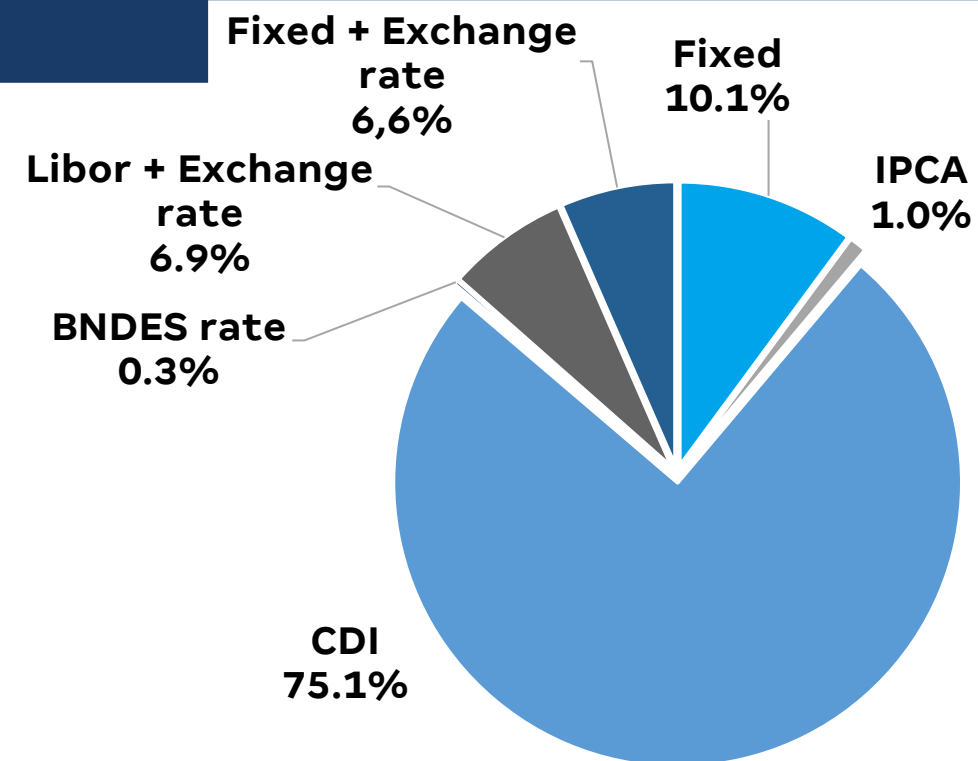


NET PROFIT | NET MARGIN QUARTERLY – R\$ Million | %



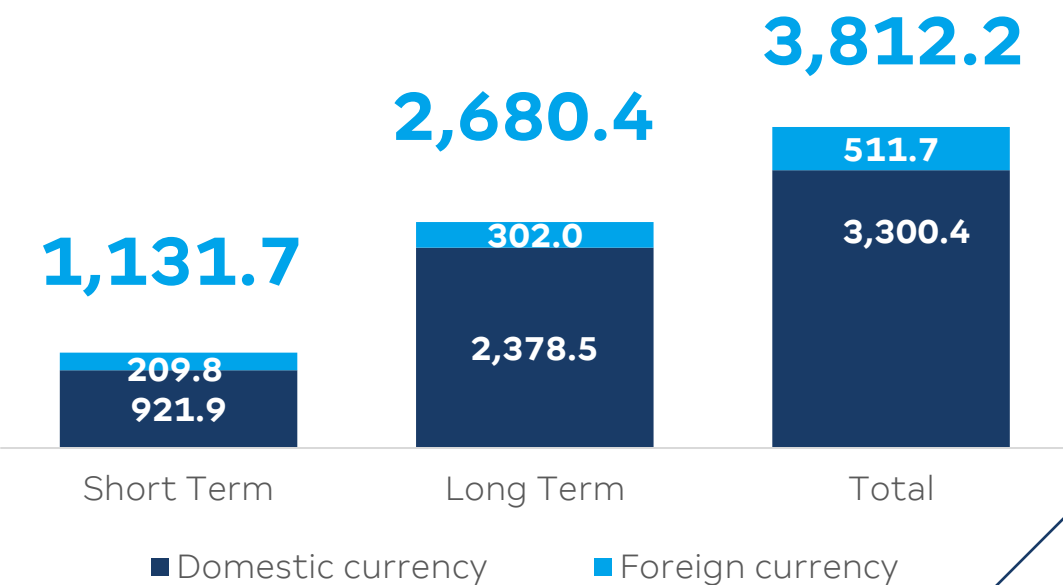
INDEBTEDNESS

DEBT INDEXES

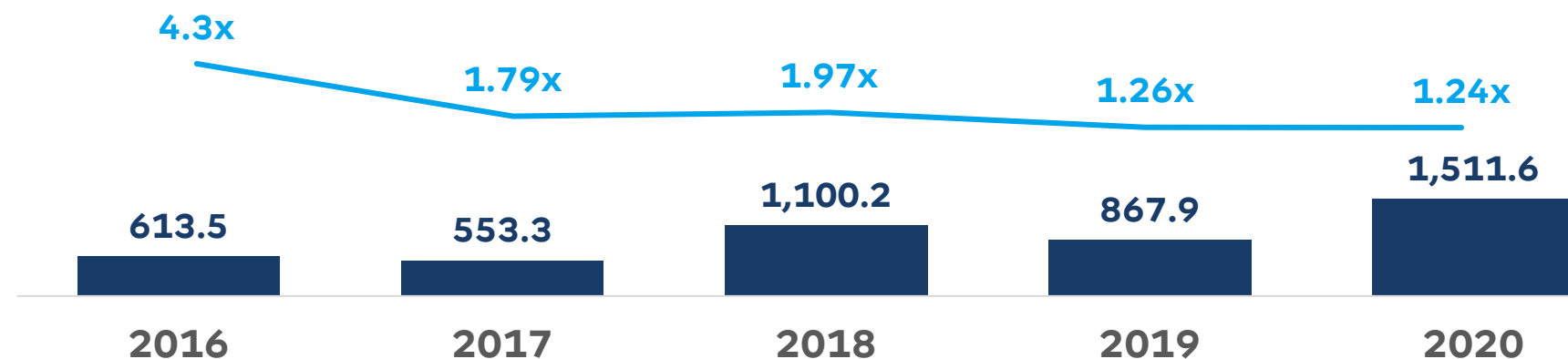


ORIGIN OF DEBT SHORT AND LONG TERM

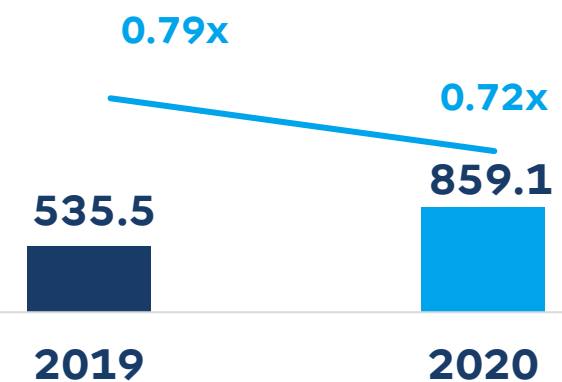
December/2020 – R\$ Million



INDEBTEDNESS | NET DEBT / EBITDA – R\$ Million

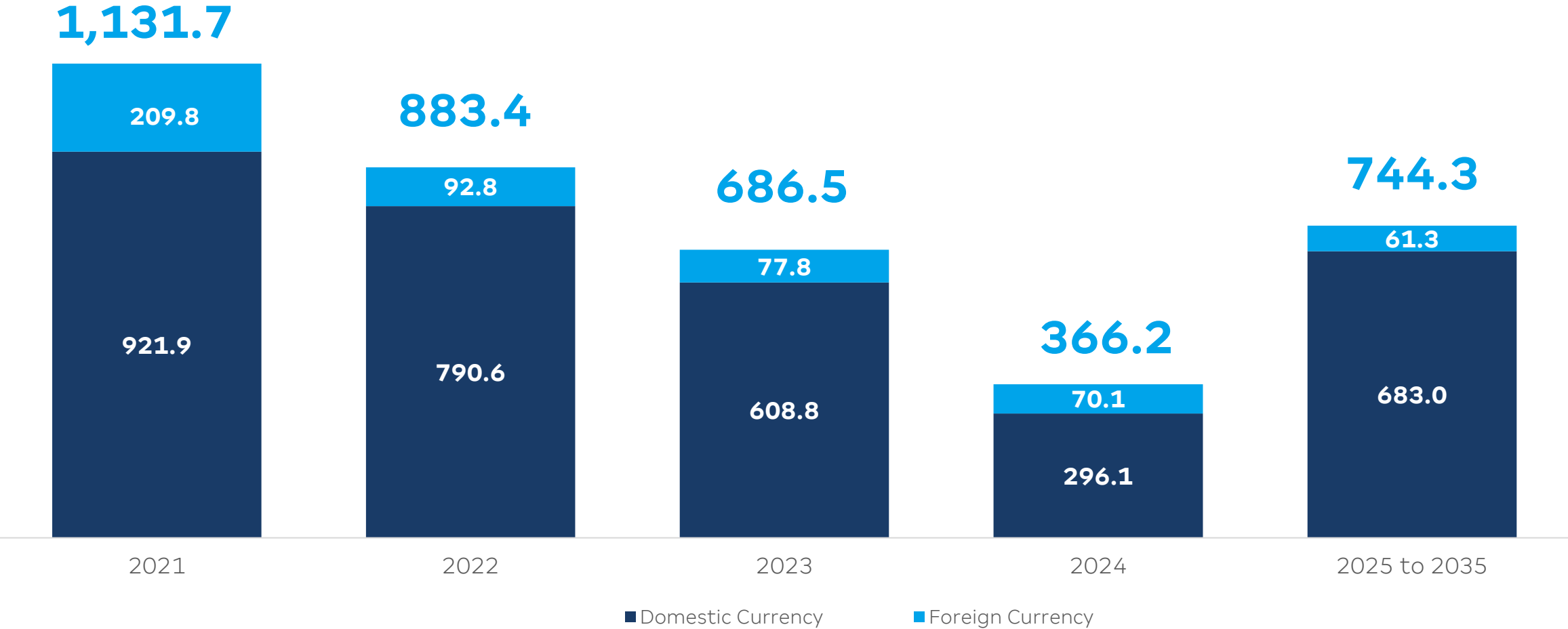


DÍVIDA LÍQUIDA (Sem Banco Randon)



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	2020
Consolidated Net Revenue	1,285.3	5,092.4	1,167.7	933.0	1,515.5	1,808.6	5,424.8
% Vehicles and Trailers	45.3%	44.7%	42.4%	49.9%	45.4%	42.0%	44.4%
% Auto Parts	50.9%	51.6%	53.3%	45.1%	51.1%	54.9%	51.8%
% Financial Services	3.8%	3.7%	4.3%	5.0%	3.5%	3.1%	3.8%
Consolidated Gross Profit	304.2	1,258.9	252.2	200.8	419.6	483.0	1,355.6
% Gross Margin	23.7%	24.7%	21.6%	21.5%	27.7%	26.7%	25.0%
EBITDA	160.6	690.7	107.0	153.9	270.0	668.5	1,199.4
% EBITDA Margin	12.5%	13.6%	9.2%	16.5%	17.8%	37.0%	22.1%
Net Income	52.9	247.6	3.0	55.3	116.0	490.4	664.7
% Net Margin	4.1%	4.9%	0.3%	5.9%	7.7%	27.1%	12.3%



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Investor Relations

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