



VIDEO CONFERENCE **RESULTS**

2Q22

Building the future. Now.

SAFE HARBOR STATEMENT

This presentation contains forward-looking statements that are subject to risks and uncertainties. These statements are based on Management's beliefs and assumptions, as well as on currently available information. Forward-looking statements include information on our current intentions, beliefs or expectations, as well as those of the Company's Board of Directors and Board of Executive Officers.

The reservations as to forward looking statements and information also include data on possible or presumed operating results, as well as any statements preceded, followed or including words such as "believes", "may", "will", "expects", "intends", "plans", "estimates" or similar expressions.

Forward-looking statements are not performance guarantees, they involve risks, uncertainties and assumptions because they refer to future events and, therefore, depend on circumstances which may or may not occur. Future results may differ materially from those expressed or suggested by forward-looking statements. Many of the factors which will determine these results and figures are beyond our ability to control or predict.





AGENDA

2022



Sérgio L. Carvalho
CEO

Strategy

Paulo Prignolato
CFO and IRO

Our Results

Esteban Angeletti
IR and Corporate Finance
Director

Our Verticals

Q&A

2022 HIGHLIGHTS

FIGURES

Consolidated Net Revenue

R\$ 2.8B

Revenues from International Markets

US\$ 112.5M

Consolidated EBITDA

R\$ 362.0M
13.1% o/CNR

Net Profit

R\$ 104.5MI
3.8% o/CNR

CAPEX

R\$ 72.6M

Net Debt | Leverage
Without Randon Bank

R\$ 2.1B
1.50x

ROE

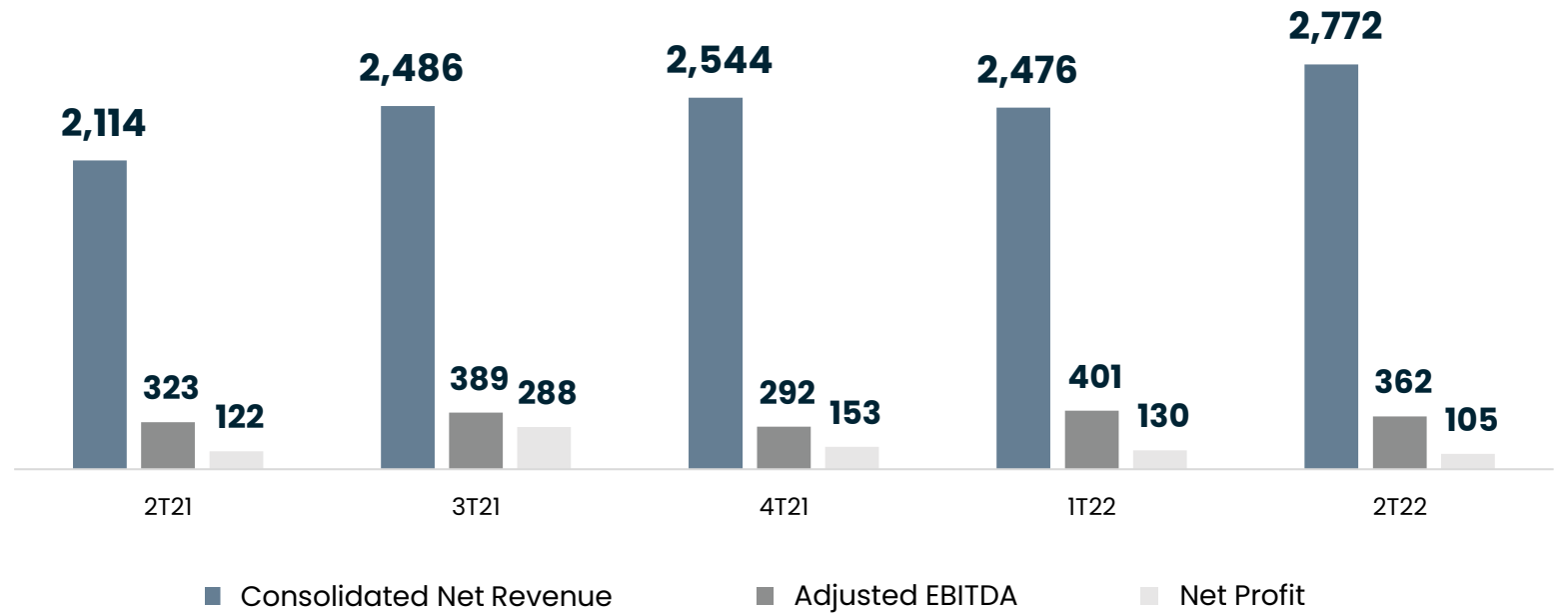
26.8%

ROIC

11.7%



CONSISTENT RESULTS



R\$ Million



STRATEGY

INNOVATION

SUSTAINABILITY

PORTFOLIO

INTERNACIONALIZATION

OPERATIONAL EFFICIENCY

2Q22 HIGHLIGHTS

NEW R

Innovation and sustainability drive new concepts for the future



INNOVATION



2Q22 HIGHLIGHTS

HYBRID ®

**New legislation for the
use of semi-trailers with
electric traction axles**



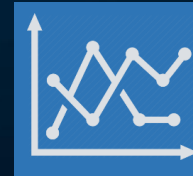
RANDON ®

Companies

INNOVATION

2Q22 HIGHLIGHTS

HERCULES ENTERPRISES Trailer Vertical



INCREASES
REVENUE
STABILITY



LARGER
MARKET



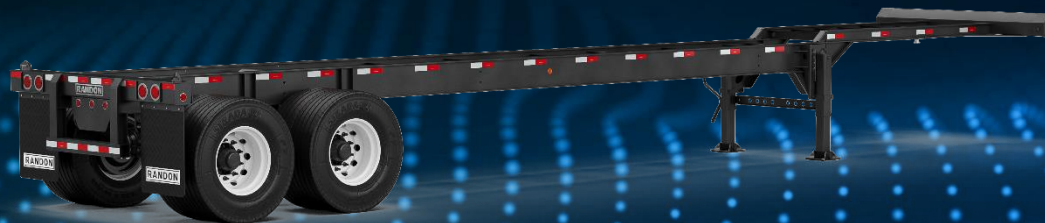
INCREASE
INTERNAL
SINERGIES



ALIGNED WITH
LONG TERM
STRATEGIC
PLAN



OPEN MARKETS
FOR AUTO
PARTS
AND NEW
TECHNOLOGIES



INTERNACIONALIZATION

2Q22 HIGHLIGHTS



Master increases technology and production capacity with automated forging and new warehouse



Watch the new Ecoplate 3 robotic line in operation, which was delivered by RTS Industry in 2Q22

OPERATIONAL EFFICIENCY

2Q22 HIGHLIGHTS

JOST CAMPINAS

- > R\$ 11 milion investment
- > 3.5 thousand m² of built area
- > Portfolio increase



PORTFOLIO

OUR ESG AMBITION



Sustainability Report



Access the full report in .pdf



Watch the video with the 2021 highlights

SUSTAINABILITY



ESG Ambition Event



Access the presentation in .pdf



Watch the event recording

Investment 21/06/2022

Randon Companies have announced a R\$ 100 million investment in renewable energy projects

Awards and Recognitions



RANDON DAY



Watch the recording



Access the presentation



Companies

2Q22 HIGHLIGHTS

**INSTITUTIONAL
INVESTOR**
Capital Goods



1st PLACE
**In all Small
Caps categories**



		2Q22	2Q21	Δ%	1Q22	Δ%	1H22	1H21	Δ%
Production	Trucks ¹	37,389	41,640	-10.2%	34,383	8.7%	71,772	74,722	-3.9%
	Trailers ³	22,033	24,681	-10.7%	20,632	6.8%	42,665	47,063	-9.3%
Brazil Sales	Trucks ¹	30,753	32,653	-5.8%	26,852	14.5%	57,605	58,730	-1.9%
	Trailers ²	20,726	23,575	-12.1%	19,502	6.3%	40,228	44,871	-10.3%
Exports	Trucks ¹	6,453	5,452	18.4%	4,685	37.7%	11,138	10,731	3.8%
	Trailers ³	1,307	1,106	18.2%	1,130	15.7%	2,437	2,192	11.2%

¹ Anfavea

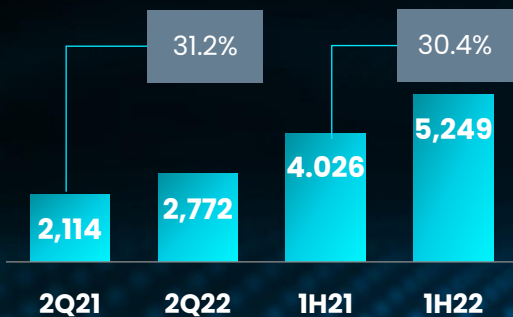
² Anfir

³ Anfir + Aliceweb

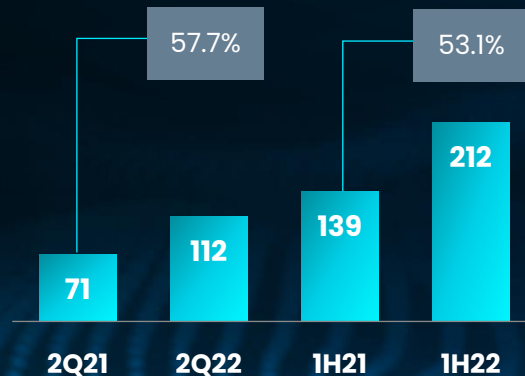
Volumes in units

CONSOLIDATED RESULTS 2Q22

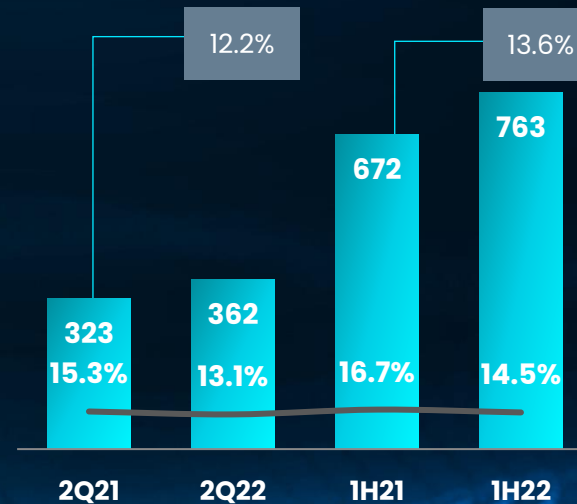
Consolidated Net Revenue
(R\$ Million)



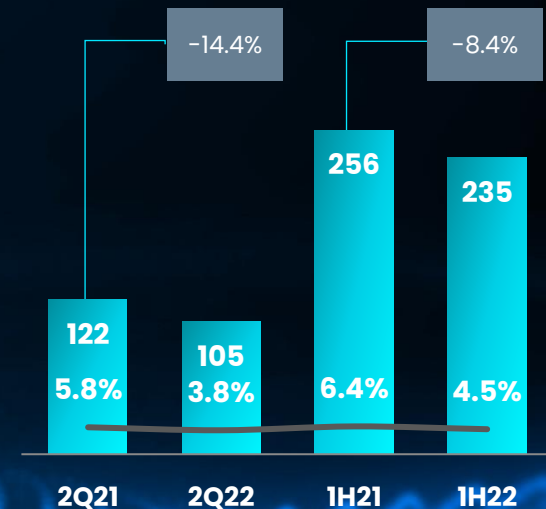
International Markets
(US\$ Million)



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



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

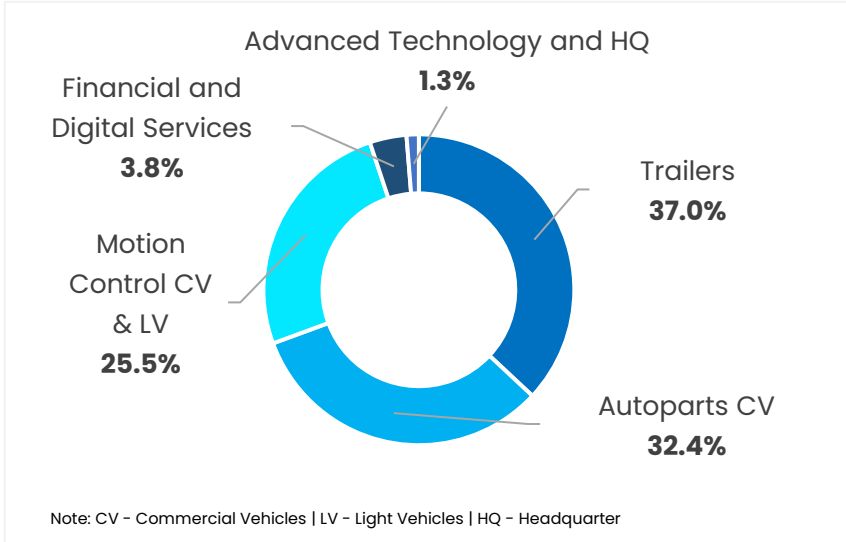


We delivered another quarter of record revenues, but with pressure on margins due to market complexity and challenging business environment.

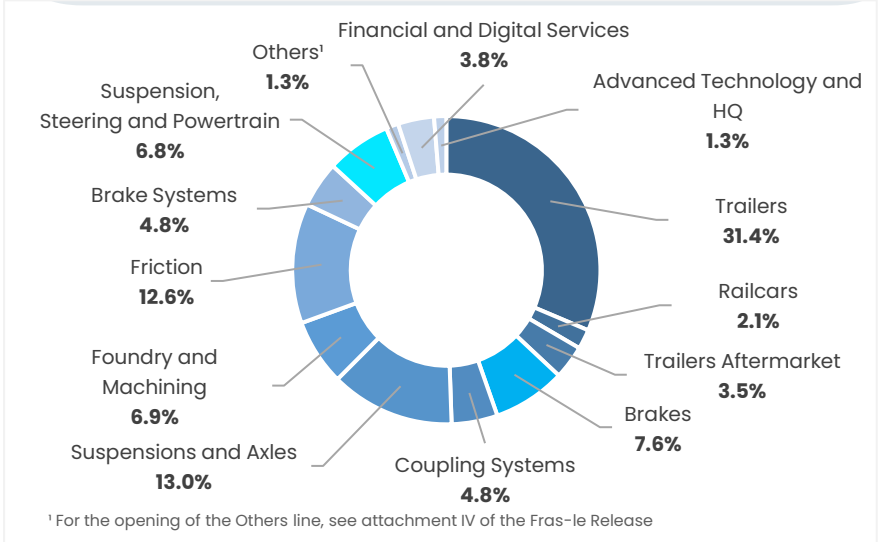
MODEL DIVERSIFIED BUSINESS



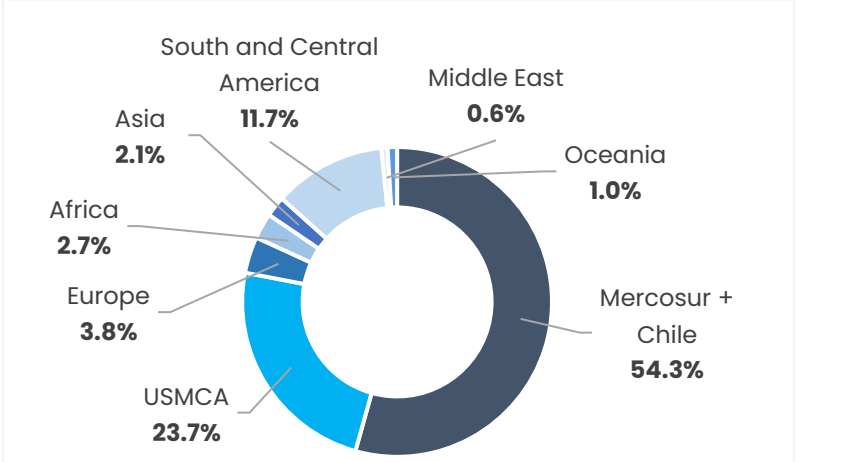
%Net Revenue by Business Vertical 2Q22



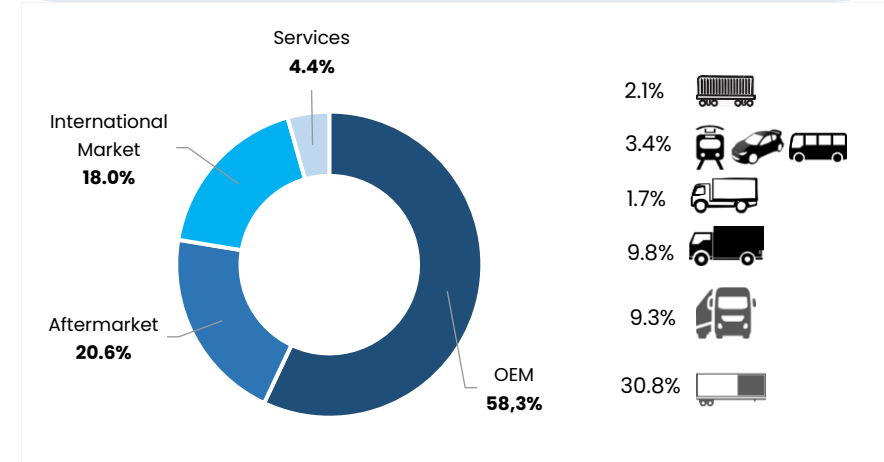
%Net Revenue by Product 2Q22



%International Market Revenues by Region 2Q22

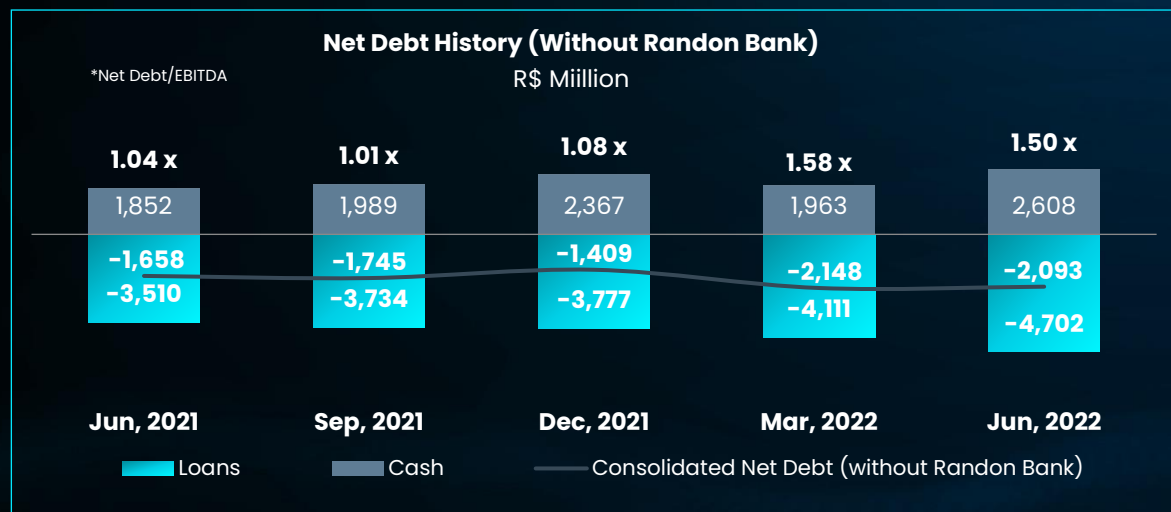


%Net Revenue by Segment 2Q22



FINANCIAL

2Q22 HIGHLIGHTS



Total Gross Debt

Total Gross Debt	R\$ 5,727
Gross Debt in domestic currency (without Randon Bank)	R\$ 3,945
Randon Bank's Gross Debt	R\$ 1,025
Gross Debt in foreign currency	R\$ 574
Business Combination	R\$ 183

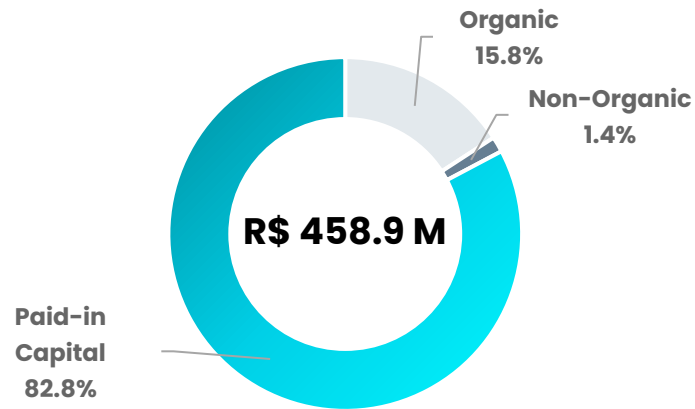
USD rate on June 30, 2022	R\$ 5.2380
Average cost of bank debt in Domestic Currency	15.0% per year
Average cost of bank debt in Foreign Currency	5.5% per year
Average bank debt term	2.7 Years
Average bank debt term without Randon Bank	2.8 years

Lower net debt and leverage, mainly due to the financial resources obtained through the follow-on of the subsidiary Fras-le.



INVESTMENTS

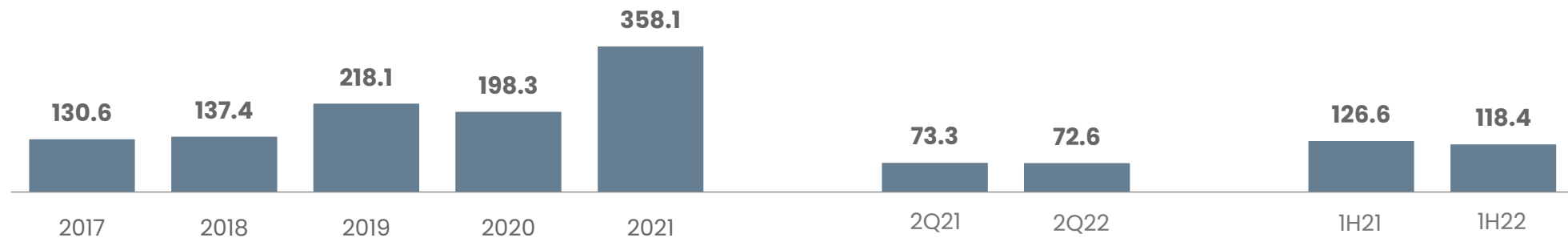
Total Investments 2Q22



HIGHLIGHTS 2Q22

- > **R\$ 39.6M** in machinery and equipment
- > **R\$ 380M** invested in Paid-in Capital of the companies Randon Venice, CTR and in the subscription of shares in the follow-on of the subsidiary Fras-le

Organic Investments History

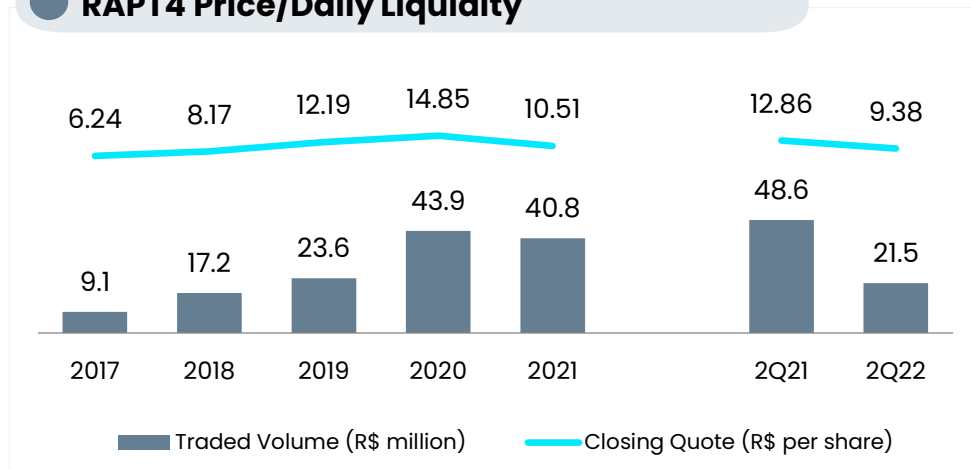


R\$ Million

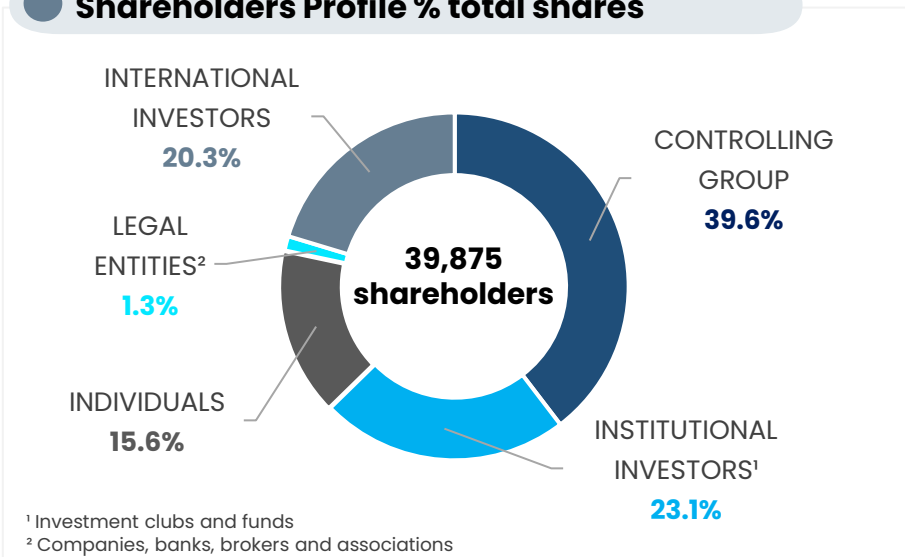


STOCK MARKET

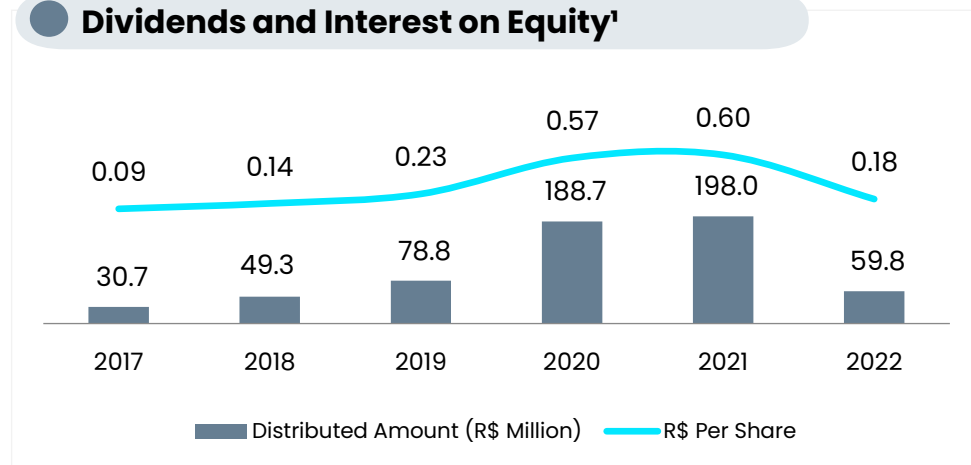
RAPT4 Price/Daily Liquidity



Shareholders Profile % total shares



Dividends and Interest on Equity¹



INTEREST ON EQUITY PAYMENT

- > R\$ 70.4 million
- > R\$ 0.21370 per share (gross amount)
- > Ex-right as of July 21
- > Payment on August 25

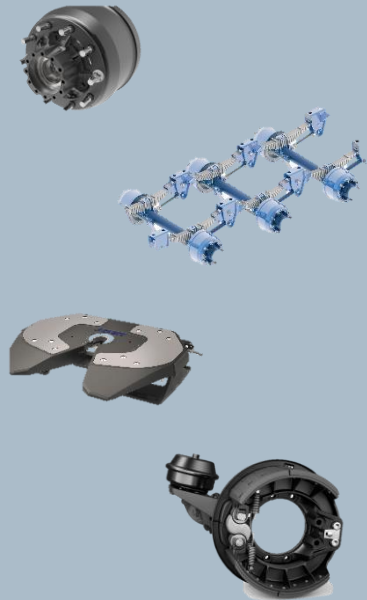
¹ Distribution by period of competence and without income tax

RESULTS BY BUSINESS VERTICALS

TRAILERS



AUTO PARTS CV¹



¹Commercial Vehicles

MOTION CONTROL CV&LV²



²Commercial and Light Vehicles

FINANCIAL AND DIGITAL SERVICES



ADVANCED TECHNOLOGY AND HEADQUARTER



VERTICAL TRAILERS

Net Revenue
R\$ 1,134.6M

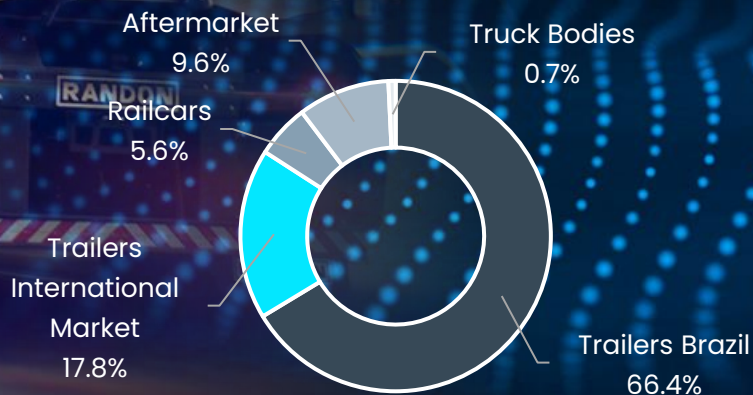
Total Revenues from International Market
US\$ 45.8M

EBITDA | Margin
R\$ 97.6M
8.6%

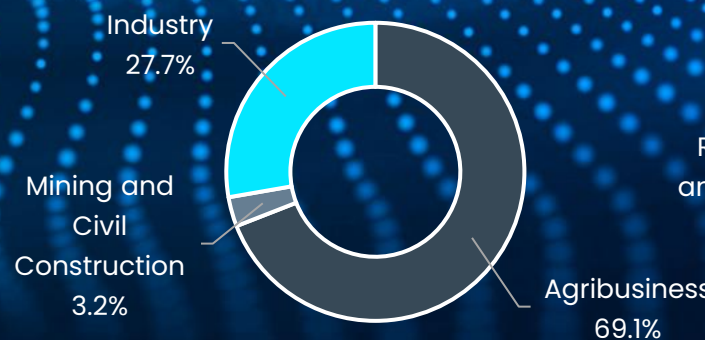
Investments
R\$ 18.7M

Volumes	2Q22	2Q21	Δ%	1Q22	Δ%	1H22	1H21	Δ%
Trailers Brazil (un.)	5,987	7,353	-18.6%	5,621	6.5%	11,608	14,346	-19.1%
Trailers International Markets (un.)	1,258	925	36.0%	1,240	1.5%	2,498	1,850	35.0%
Railcars (un.)	92	132	-30.3%	27	240.7%	119	141	-15.6%

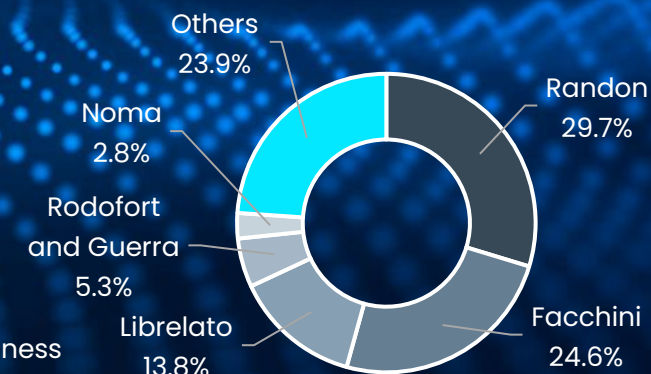
Net Revenue by Product Line %



Net Revenue Breakdown by Economic Sector (%)



Quarterly Market Share %



VERTICAL AUTO PARTS COMMERCIAL VEHICLES

Net Revenue
R\$ 995.9M

Total Revenues from International Market
US\$ 9.8M

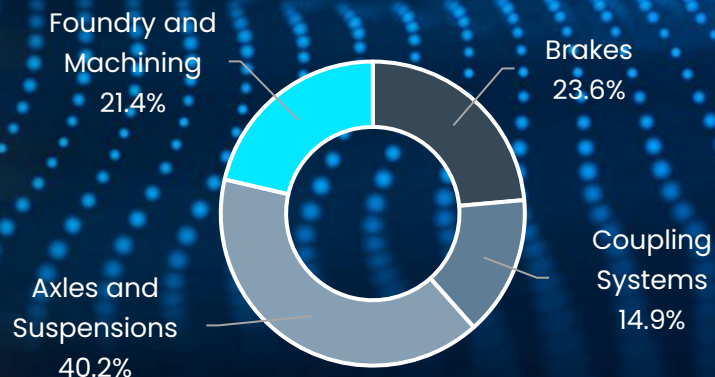
EBITDA | Margin
R\$ 141.7M
14.2%

Investments
R\$ 48.7M

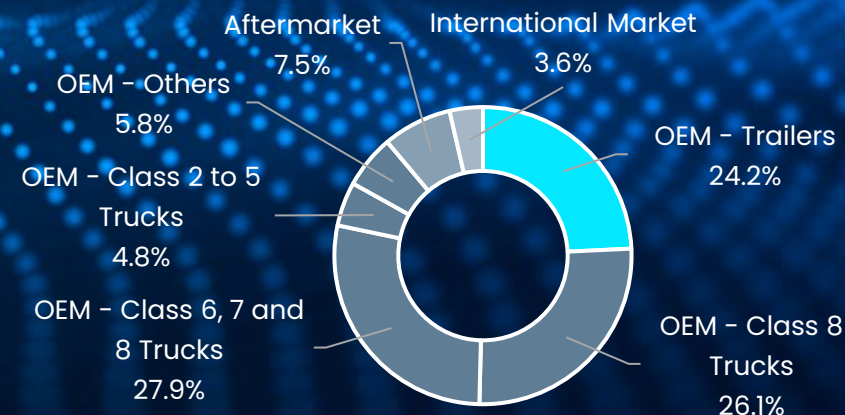
Volumes	2Q22	2Q21	Δ%	1Q22	Δ%	1H22	1H21	Δ%
Brakes (un.)	241,242	223,471	8.0%	245,526	-1.7%	486,768	438,389	11.0%
Coupling Systems (un.)	33,642	37,432	-10.1%	34,426	-2.3%	68,068	74,361	-8.5%
Suspensions and Axles (un.)	44,135	46,094	-4.3%	48,638	-9.3%	92,773	91,866	1.0%
Foundry and Machining (tons) ¹	26,118	20,564	27.0%	26,659	-2.0%	52,777	39,524	33.5%

¹We changed the reporting of Castertech volumes due to this business unit growth and better market practices, in addition to reflecting the way we look at the business internally.

Net Revenue by Product %



Net Revenue by Segment %



VERTICAL

MOTION CONTROL COMMERCIAL AND LIGHT VEHICLES

Net Revenue
R\$ 782.6M

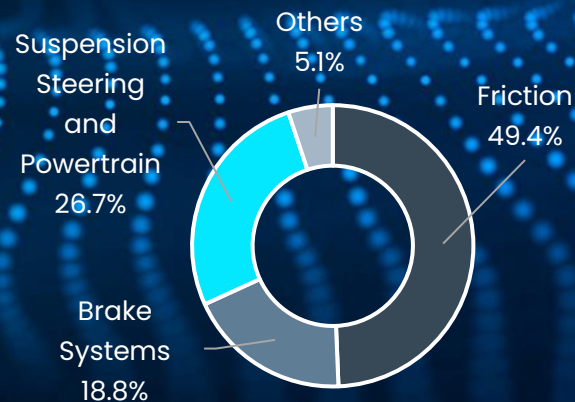
Total Revenues from International Markets
US\$ 83.1M

EBITDA | Margin
R\$ 125.1M
16.0%

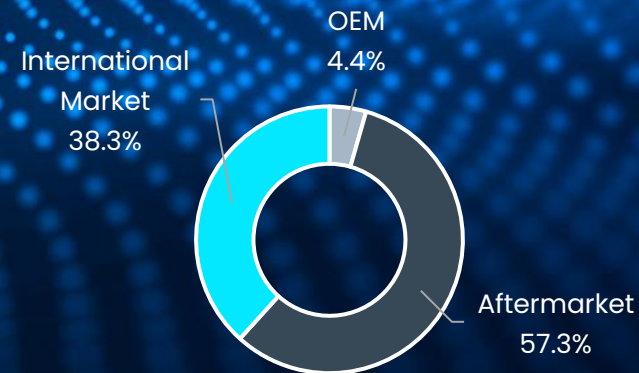
Investments
R\$ 15.7M

Volumes	2Q22	2Q21	Δ%	1Q22	Δ%	1H22	1H21	Δ%
Friction Materials (Thousand/un.)	25,507	24,306	4.9%	23,822	7.1%	49,329	51,149	-3.6%
Components Braking Systems (Thousand/un.)	2,216	2,215	0.0%	2,097	5.6%	4,313	4,433	2.7%
Comp. Suspension, Steering and Powertrain Syst. (Thousand/un.)	4,166	3,537	17.8%	3,973	4.8%	8,139	7,579	7.4%

Net Revenue by Product %



Net Revenue by Segment (%)



VERTICAL

FINANCIAL AND DIGITAL SERVICES

Net Revenue
R\$ 117.6M

EBITDA | Margin
R\$ 23.3M
19.8%

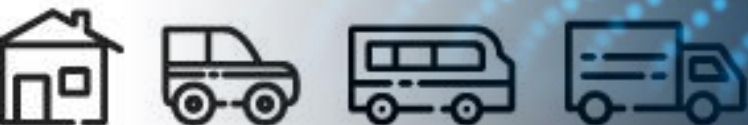
Venture Capital
R\$ 22.3M

8 Start-ups
invested and
16 co-invested

Volumes	2Q22	2Q21	Δ%	1Q22	Δ%	1H22	1H21	Δ%
Coop-payment plan quotas sold	5,048	4,695	7.5%	3,426	47.3%	8,474	7,718	9.8%



Randon Consórcios has launched a new digital “Consórcio” (Buyers’ Pool) service under the “Yeah” brand, exclusively for individuals, with fully online contracting and freedom to choose the destination of the credit.



RANDON

Companies

VERTICAL

ADVANCED TECHNOLOGY AND HEADQUARTER

Net Revenue

R\$ 39.2M

EBITDA | Margin

R\$ 125.8M
320.7%

Equity Income¹

R\$ 130.8M

- › **CTR** has supported the development of Randon Smart, its own telemetry and sensing platform for semi-trailers
- › **RTS Industry** delivered several solutions to improve operational efficiency, such as the new robotic line of Ecoplate panels, at Randon's Trailer Division, and the automated production line of Bus Link, at the recently opened Jost Campinas
- › **NIONE** continues developing products and projects with the goal of soon offering new solutions to the market using nanotechnology
- › **Conexo** started to offer special conditions in some services for minority groups, to support inclusion and diversity
- › ¹Equity Income is the investments by the **Holding**, which are eliminated in the consolidated results

SUPPORT

MATERIAL

 **2Q22**

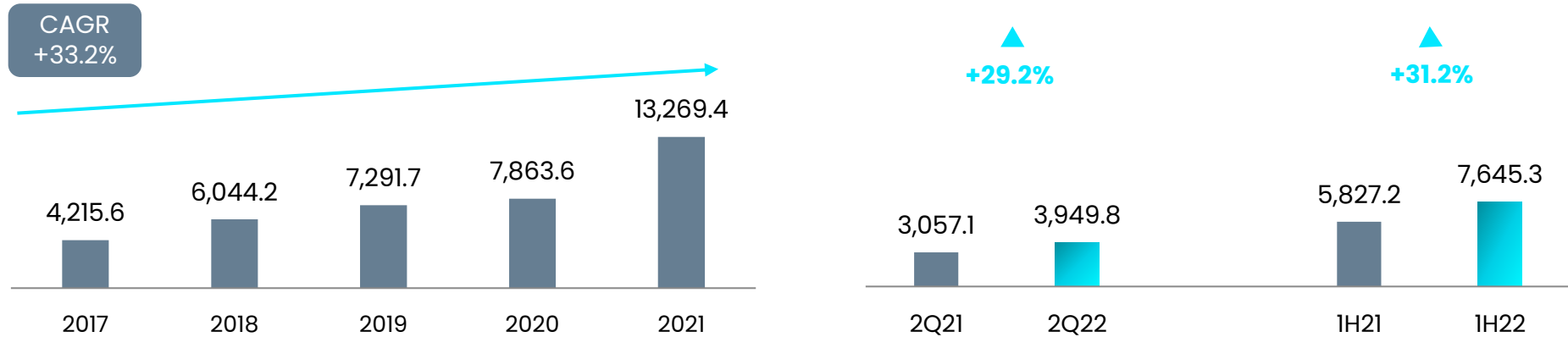
RANDON[®]
Companies

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

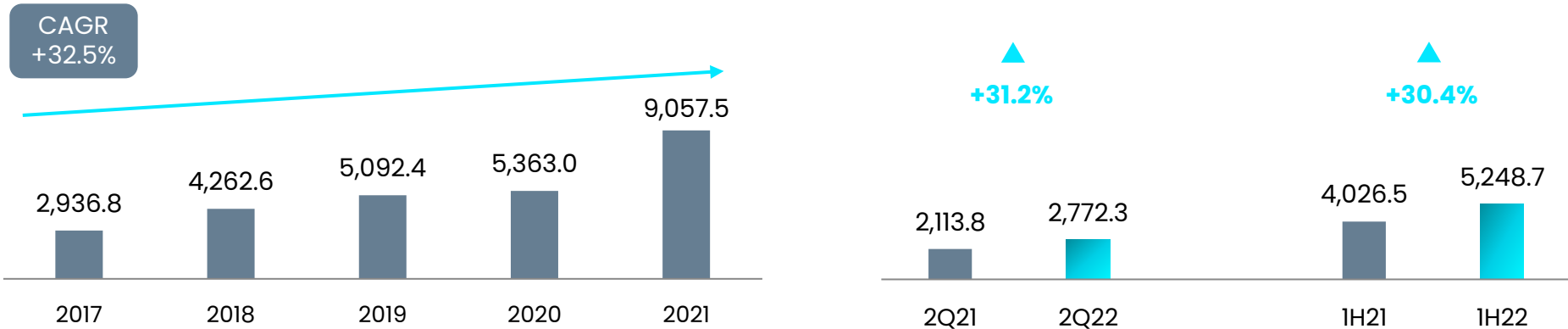


OPERATING RESULTS

TOTAL GROSS REVENUE (INCLUDING INTERCOMPANY SALES) | R\$ MILLION



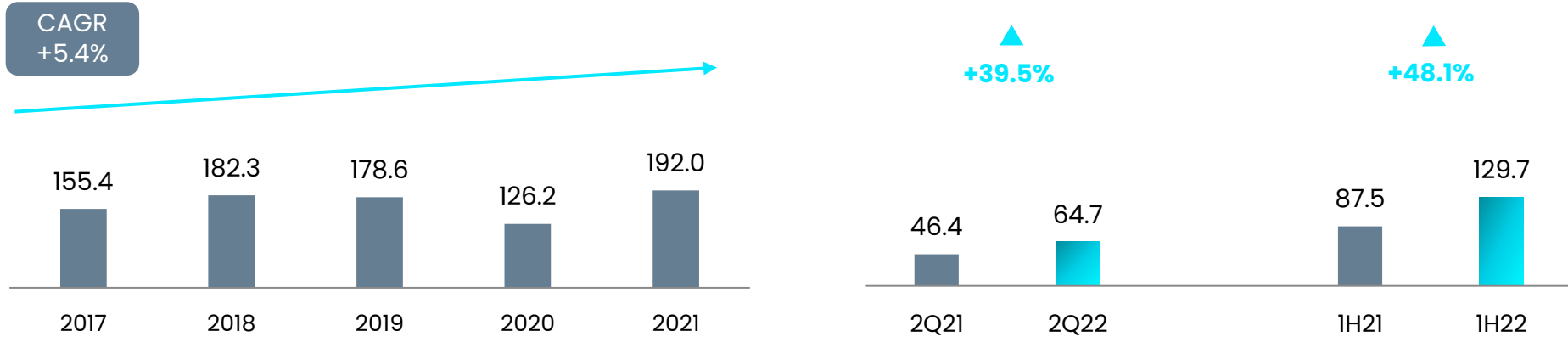
CONSOLIDATED NET REVENUE | R\$ MILLION



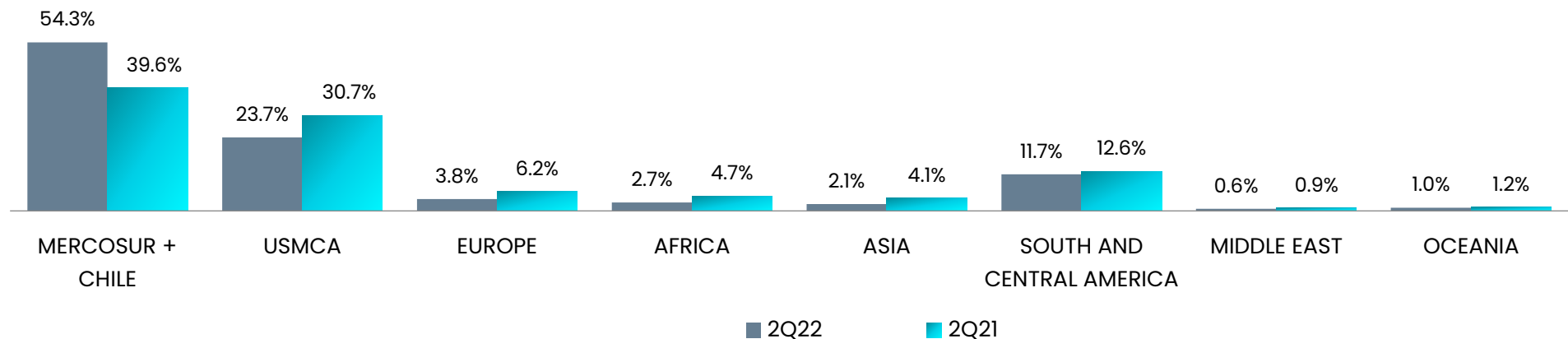


OPERATING RESULTS

TOTAL EXPORTS | US\$ MILLION

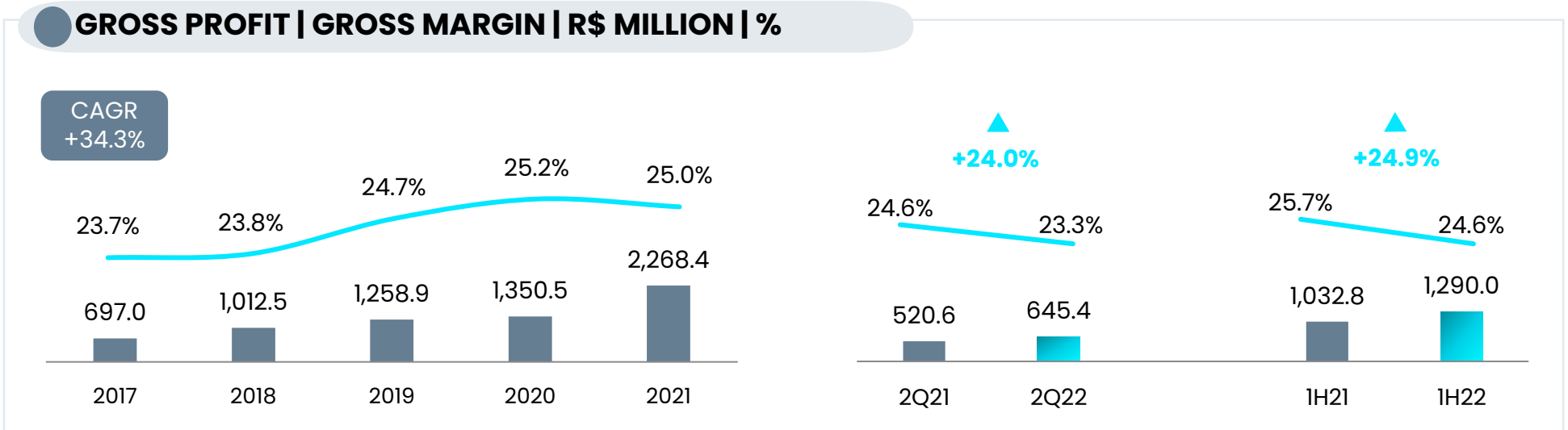


INTERNATIONAL MARKET REVENUES BY REGION | US\$ MILLION



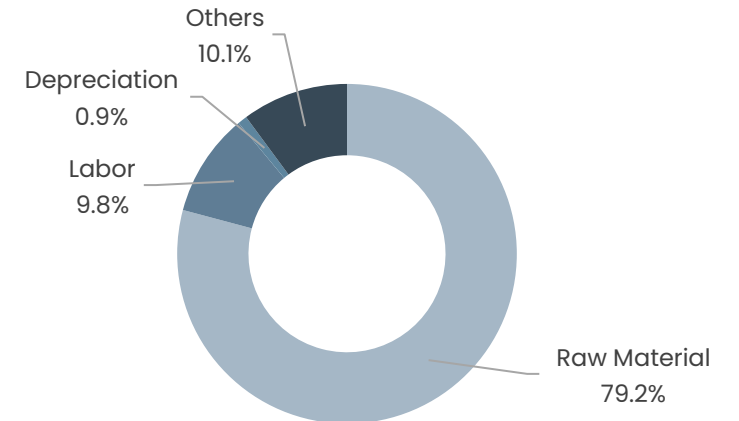
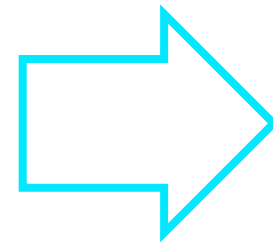


OPERATING RESULTS



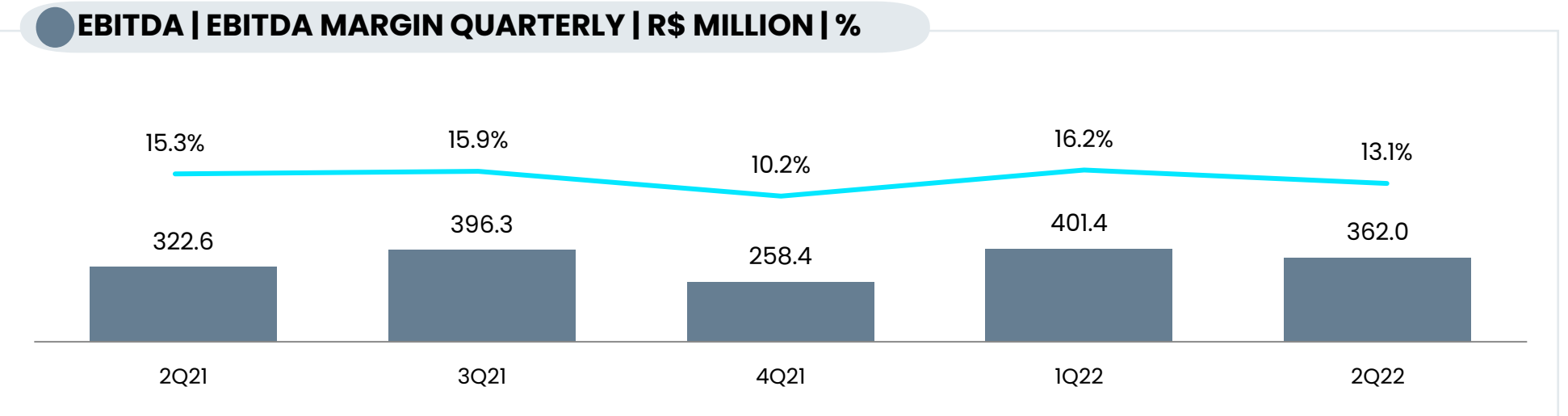
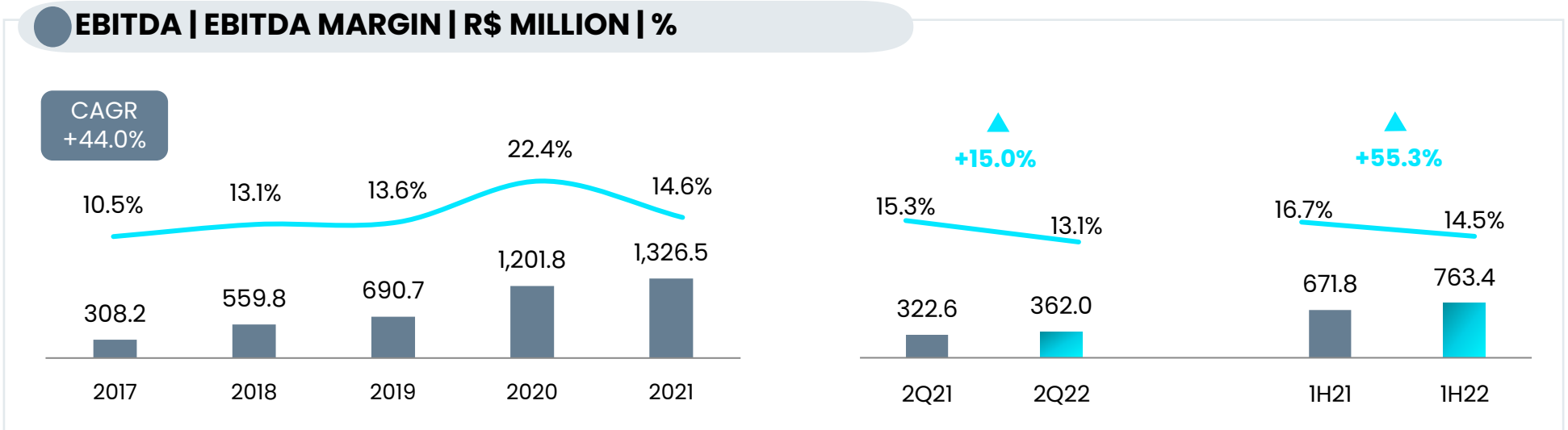
COGS 2Q22
R\$ 2.1 B
(76.7% o/CNR)

COGS DISTRIBUTION 2Q22





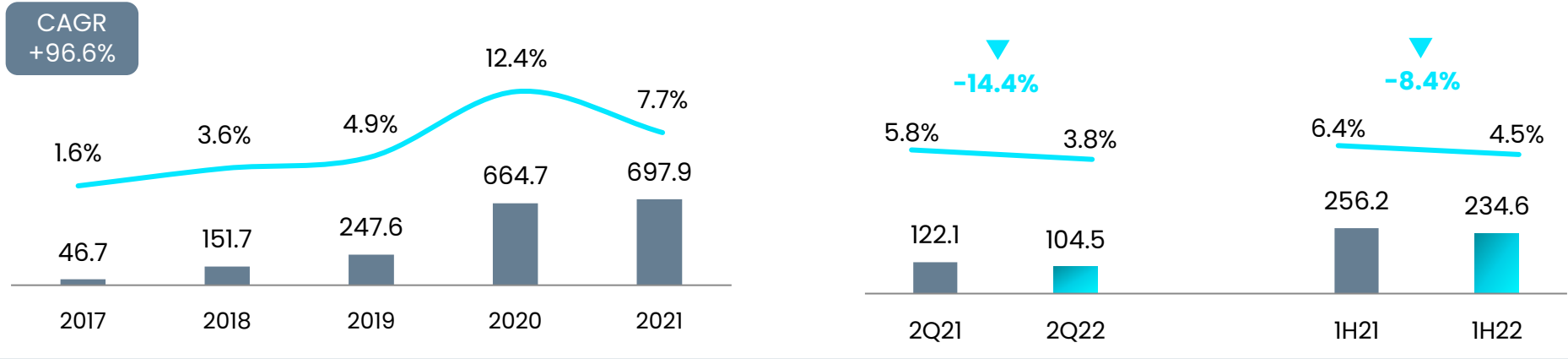
OPERATING RESULTS



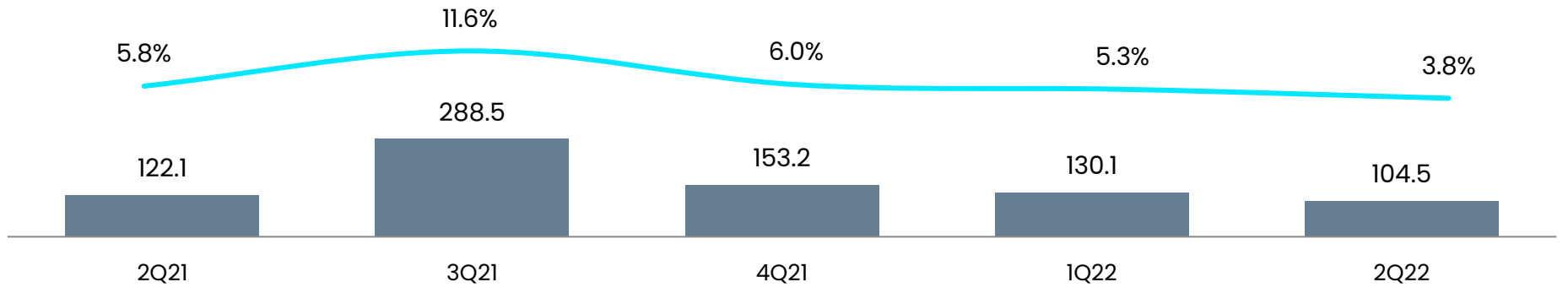


FINANCIAL RESULTS

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



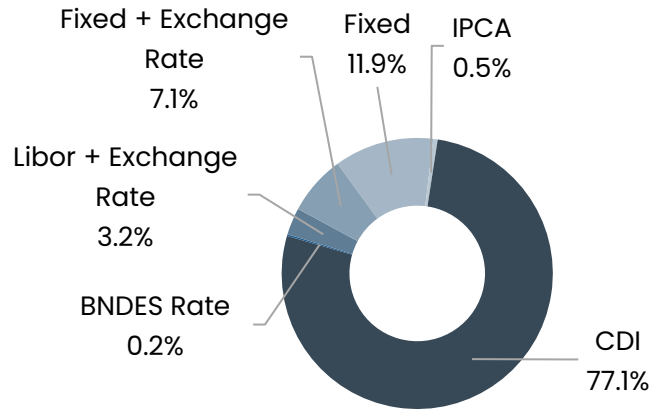
NET PROFIT | NET MARGIN QUARTERLY | R\$ MILLION | %



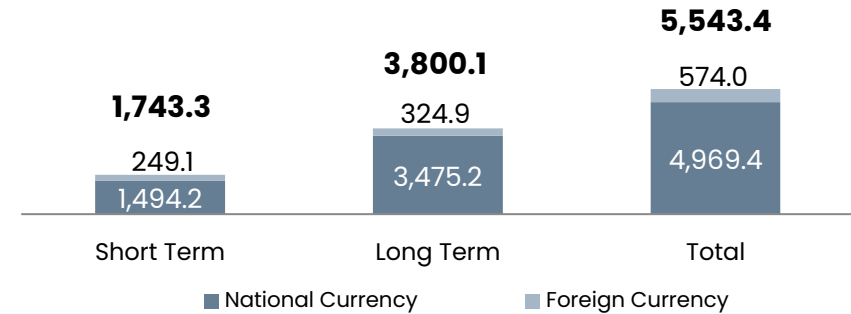


INDEBTEDNESS

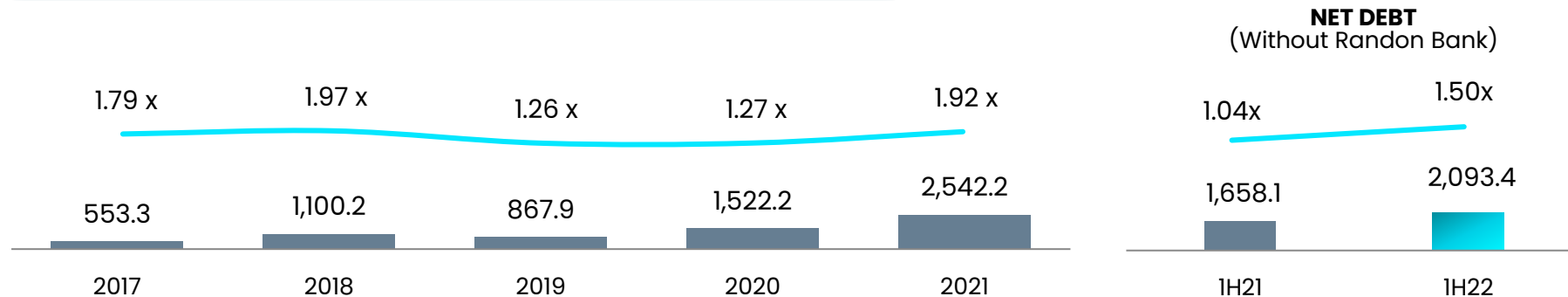
DEBT INDEXES



ORIGIN OF DEBT SHORT AND LONG TERM R\$ MILLION



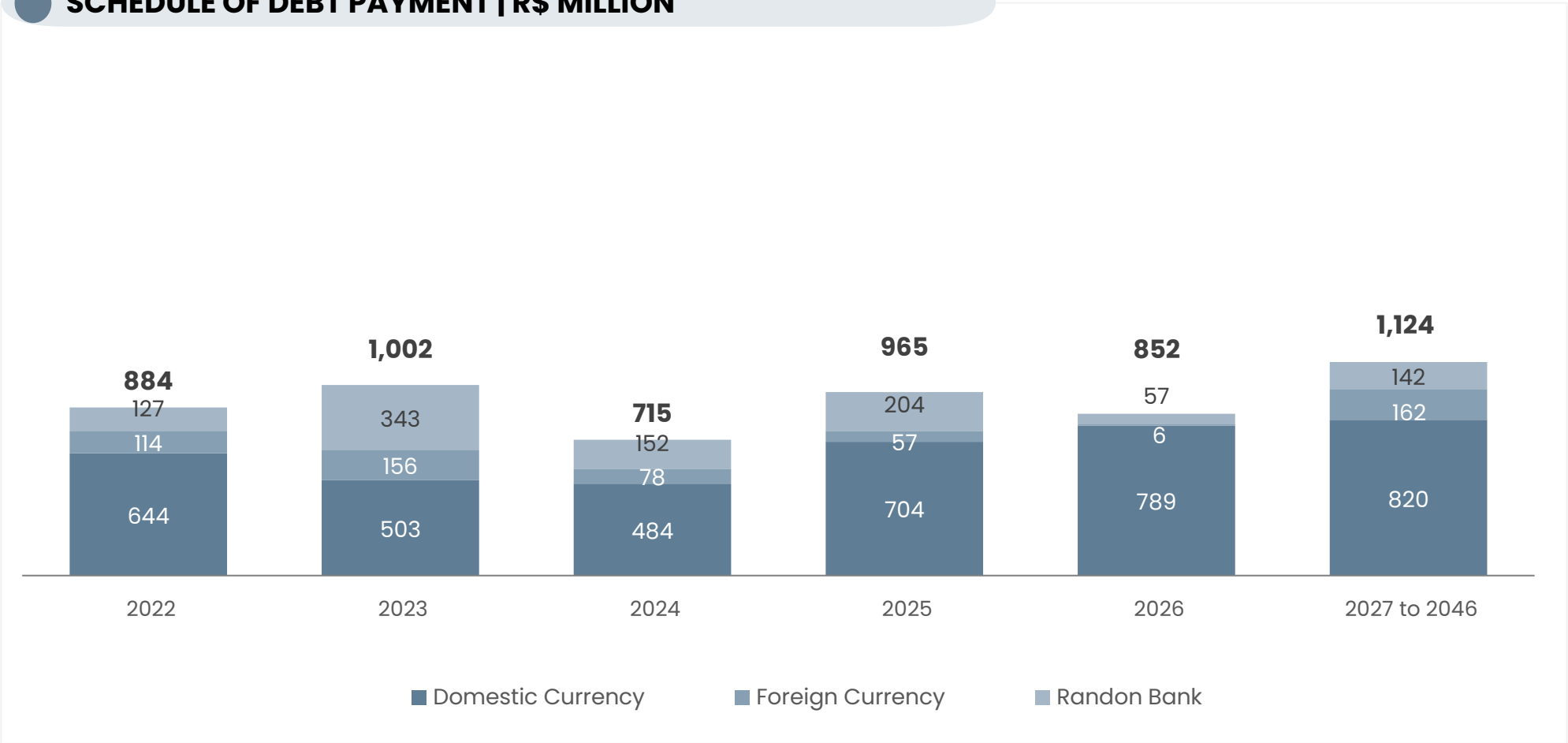
INDEBTEDNESS | NET DEBT | EBITDA | R\$ MILLION





INDEBTEDNESS

SCHEDULE OF DEBT PAYMENT | R\$ MILLION





QUARTERLY INFORMATION

R\$ MILLION | %

	2Q2021	3Q2021	4Q2021	2021	1Q2022	2Q2022
Net Revenue	2,362.0	2,807.9	2,877.5	10,180.9	2,819.6	3,070.0
% Trailers	39.4%	39.9%	38.2%	38.5%	35.4%	37.0%
% Auto Parts CV	31.0%	32.9%	33.3%	31.9%	34.9%	32.4%
% Motion Control CV and LV	25.4%	23.4%	23.8%	25.4%	25.0%	25.5%
% Financial and Digital Services	3.1%	2.7%	3.1%	3.0%	3.6%	3.8%
% Advanced Technology and HQ	1.1%	1.2%	1.6%	1.2%	1.1%	1.3%
Consolidated Net Revenue	2,113.8	2,486.5	2,544.5	9,057.5	2,476.3	2,772.3
Consolidated Gross Profit	520.6	638.7	596.9	2,268.4	644.6	645.4
% Gross Margin	24.6%	25.7%	23.5%	25.0%	26.0%	23.3%
EBITDA	322.6	396.3	258.4	1,326.5	401.3	362.0
% EBITDA Margin	15.3%	15.9%	10.2%	14.6%	16.2%	13.1%
Net Income	122.1	288.5	153.2	697.9	130.1	104.5
% Net Margin	5.8%	11.6%	6.0%	7.7%	5.3%	3.8%

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



IR CONTACT

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