RANDON®



INTITUTIONAL PROFILE

4Q2017 | 2017

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.

RANDON PROFILE

Foundation	IPO	Employees	Market Cap
1949	**1974**	**7,821**	**R$ 2.3 billion**

LEADERSHIP



- leader in the 4th biggest automotive market in the world;
- among the 10 biggest manufacturers of trailers;
- leader in Brazil in all auto parts produced by the Company.

COMPETITIVENESS



- complementary products and integrated industrial parts;
- Traditional partnerships and worldwide exposure;
- Regular investments in R&D

GROWTH



- present in all Brazilian economy sectors;
- international exposure through exports and foreign operations.

RECOGNITION



- one of the most respected brands in transportation in Latam;
- one of the main suppliers in the Brazilian commercial vehicles chain;

RANDON PROFILE

VEHICLES AND TRAILERS

- Among the 10 biggest manufacturers of road equipment in the world;
- Second major manufacturer of railcars in Brazil;
- The largest Brazilian manufacturer of specialty vehicles of up to 30 tons;
- One of the biggest manufacturers of backhoe loaders in Brazil.






AUTO PARTS

- One of the biggest friction material manufacturers in the Western hemisphere;
- The largest producer of air brakes for commercial vehicles in Brazil;
- Leader in production of friction material, air brakes, axles and suspension systems and coupling components for commercial vehicles.







FINANCIAL SERVICES

- One of the biggest consortium companies for commercial vehicles in Brazil;
- In-house bank to finance clients and suppliers.




RANDON PROFILE

OPERATING STRUCTURE



RANDON COMPANIES **IN THE WORLD**

Industrial Parks | International Offices | Assembly and CKD Units | Warehouses

BRAZIL | USA | MEXICO | CHILE | PERU | ARGENTINA | URUGUAY | COLOMBIA | GERMANY | ALGERIA | KENYA | SOUTH AFRICA | CHINA | INDIA | DUBAI | EGYPT

RANDON PROFILE

GOVERNANCE

Board of Directors

Alexandre Randon – Chairman and Vice-Chairman
Derci Alcântara – Board Member
Pedro Ferro Neto – Board Member
Ruy Lopes Filho – Board Member

Tag Along
80.0%

Executive Committee

David Abramo Randon
CEO

Alexandre Gazzi
COO Vehicles and Trailers

Daniel Raul Randon
CFO

Sérgio L. M. de Carvalho
COO Auto Parts

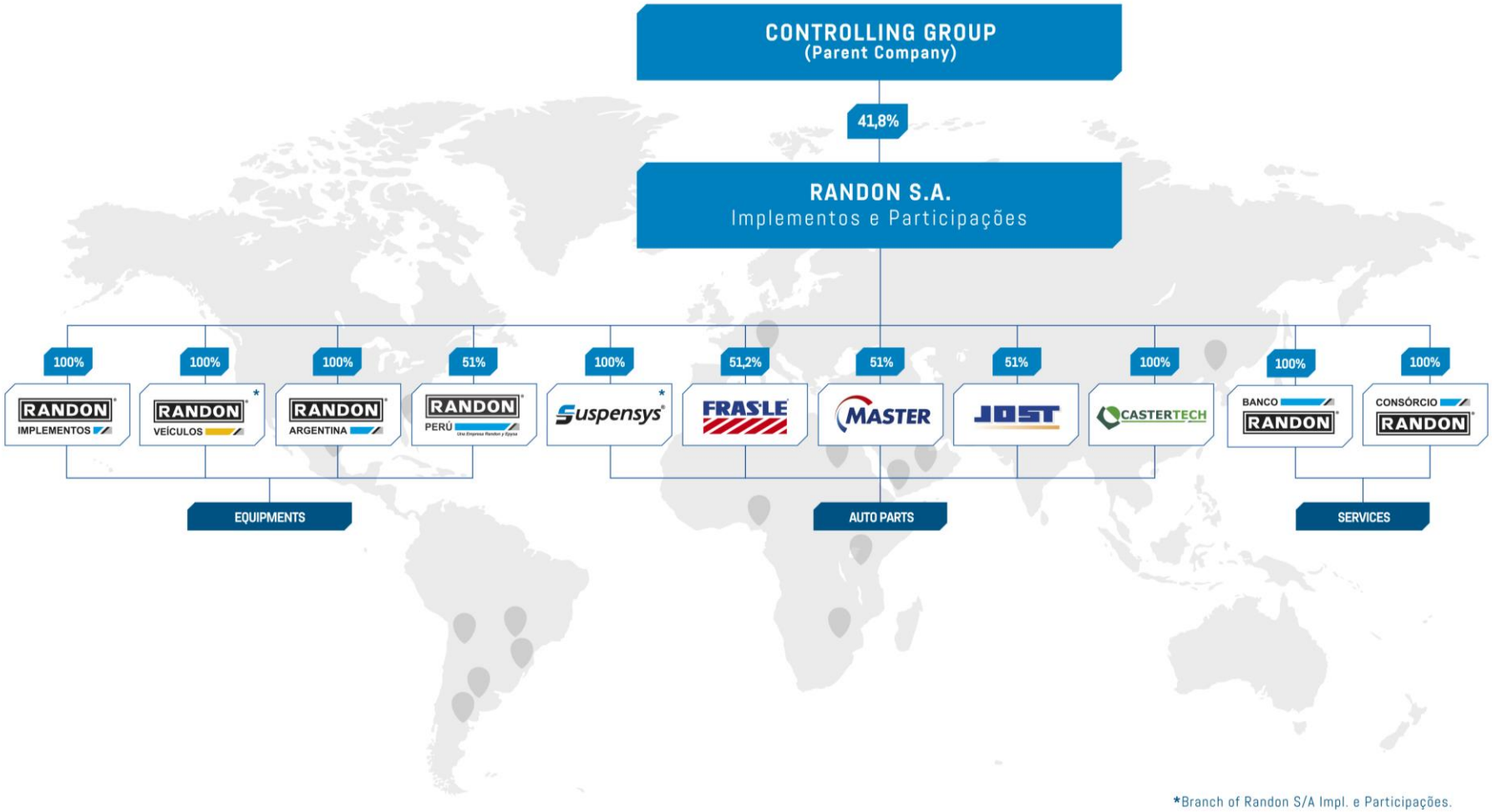
Free Float
57.2%

Total Shares	345,775,809
RAPT3	116,515,527
RAPT4	229,260,282

NÍVEL 1 BM&FBOVESPA
Índice de Ações com Governança Corporativa Diferenciada IGC
Índice Brasil Amplo BM&FBOVESPA IBRA
Índice de Governança Corporativa Trade IGCT
Índice de Ações com Tag Along Diferenciado ITAG
Índice Small Cap SMLL
Índice Brasil IBRX
Índice do Setor Industrial INDX

RANDON PROFILE

CORPORATE STRUCTURE



RANDON PROFILE

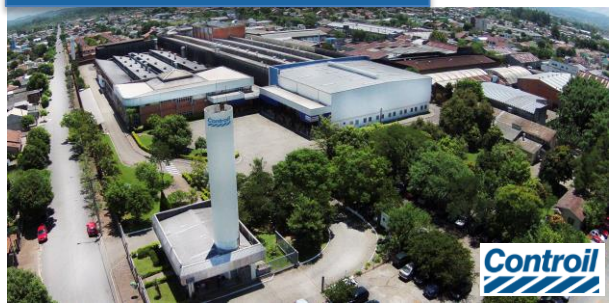
INDUSTRIAL PLANTS - BRAZIL

Caxias do Sul, RS

Interlagos



São Leopoldo, RS



Sorocaba, SP



Chapecó, SC



Forqueta



Araraquara, SP



RANDON PROFILE

INDUSTRIAL PLANTS - OVERSEAS

Rosario, Argentina



Pinghu, China



Montevideo, Uruguai



Lima, Peru



Alabama, EUA



Haryana, India



Buenos Aires, Argentina



Buenos Aires, Argentina



RANDON

VEHICLES AND TRAILERS

TRAILERS



SPECIALTY VEHICLES



RAIL CARS



VEHICLES AND TRAILERS

SEMI-TRAILERS



MARKET CHARACTERISTICS

Fragmented base of clients
Strong distribution dealers in all main markets;

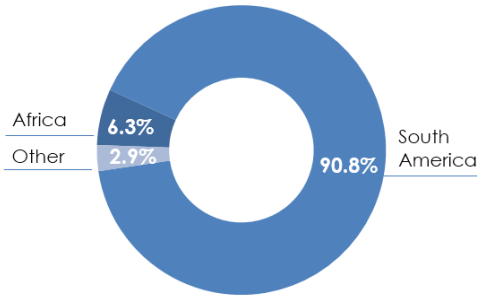
Import barriers
Logistics costs, regulation, import tax and financing;

Exposure to all economic segments
Direct relation with Brazilian GDP;

Concentrated Exports
Latam and African markets.

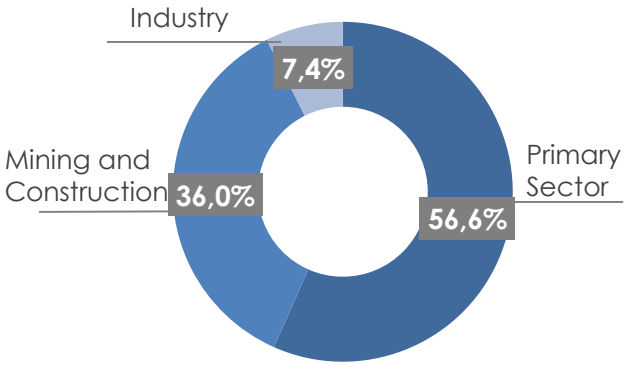
Trailers Sold (units)		
4Q17	4Q16	Δ%
4,040	2,552	58.3%
2017	2016	Δ%
13,117	9,850	33.2%

Exports by Continent 2017



Exports to more than 30 countries

Sales by Sector 2017



PRODUCTS BY SECTOR

Agribusiness
General Cargo, Grain, Sugar Cane, Dump and Forestry trailers;

Mining and Construction
Dump, Low Bed and Silo trailers;

Industry
Platforms, general cargo, siders, reefers, dry van, special tankers (stainless steel) and fuel tanker trailers.

Trailers fleet (Brazil)
600,000 units
Average age of the fleet:
12 years

Source: ANTT

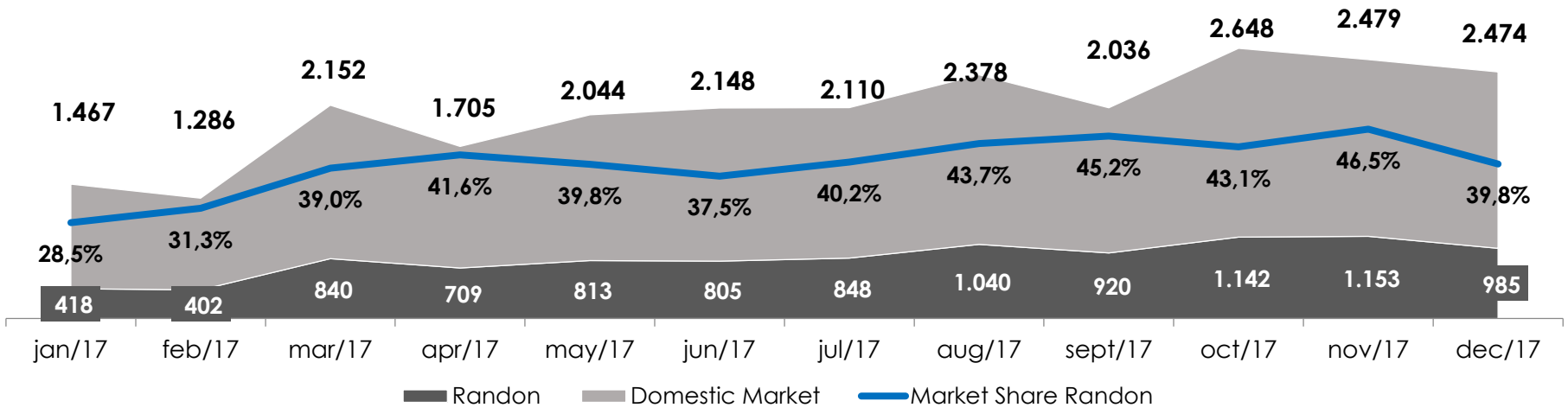
Distribution Network

85 dealers in Brazil

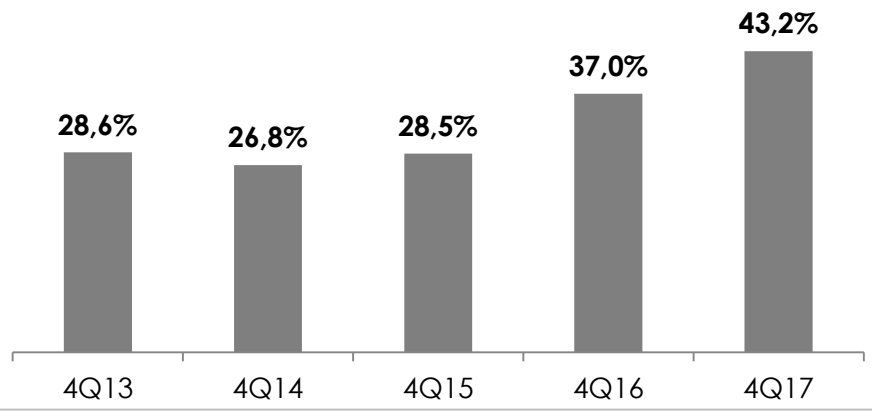
VEHICLES AND TRAILERS

SEMI-TRAILERS | LEADER IN BRAZIL

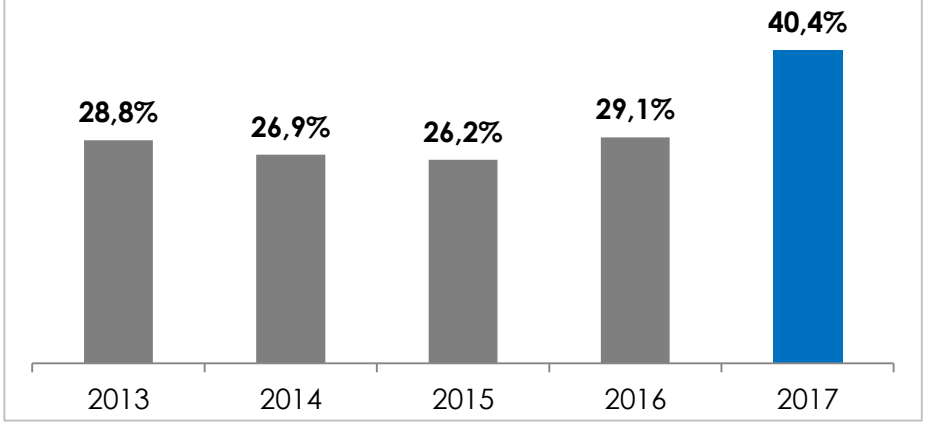
Data from the last 12 months



Quarterly - Comparative

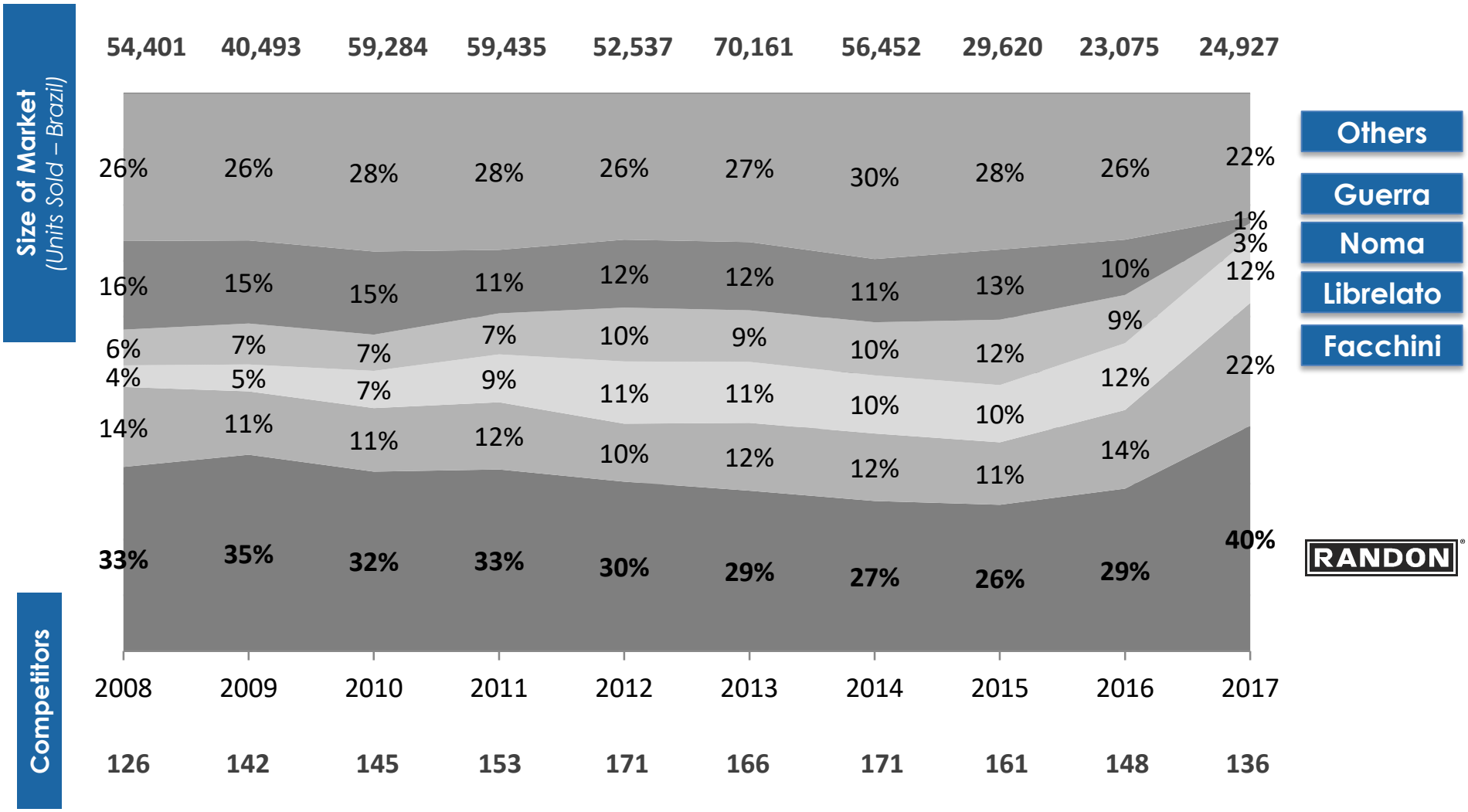


LTM - Comparative



VEHICLES AND TRAILERS

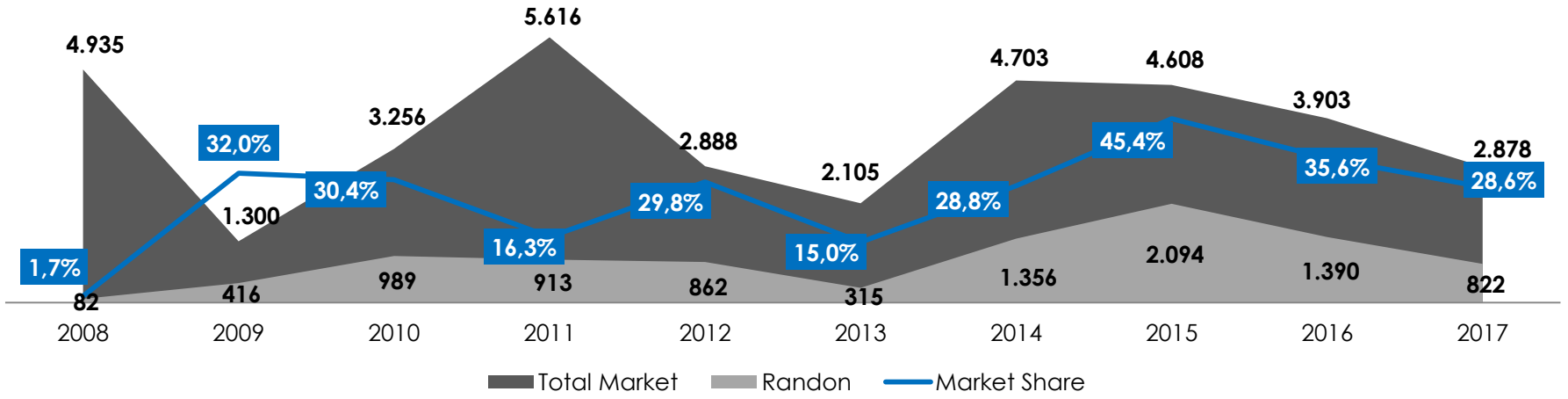
SEMI-TRAILERS | LEADER IN BRAZIL



VEHICLES AND TRAILERS

RAILCARS

Chart – Railcar Production



Source: SIMEFRE

MARKET CHARACTERISTICS

Concentrated Base of Clients
Large industries or railway companies

Long order-to-delivery cycle
Long commercial/industrial operation (price negotiation, contracts, volumes, deliveries in several months)

Transportation
A great part of the products are destined to the foreign market. The loads transported by one railcar are equivalent to that of three semi-trailers in average.



Railcars Sold (units)

4Q17	4Q16	Δ%
328	318	3.1%
2017	**2016**	**Δ%**
884	1,584	-44.2%

PRODUCTS BY SECTOR

Primary sector
Hopper, Gondola and Forestry railcars;

Industry
Platform, Telescopic, Tanker, Coil and Sider railcars;

National Fleet: 118,000 (Source: RF)

VEHICLES AND TRAILERS

SPECIALTY VEHICLES

26 dealers in Brazil

Activity
Development, manufacturing, sale and technical assistance.
Products:
Off-road and articulated trucks; backhoe loaders; mini loaders; parts and components.



Specialty Vehicles (units)

4Q17	4Q16	Δ%
67	50	34.0%
2017	**2016**	**Δ%**
349	196	78.1%

*Market Share 2017
7.3%

*National Fleet
85,000
Source: Abimaq

*Average age of fleet
10 years
Source: Abimaq

*Backhoe Loaders

MARKET

- Construction and Mining Industries
- Civil Construction;
- Lessors;
- Public Bodies;
- Agriculture.



New Product
Mini Loader
Multipurpose machine, used for lifting, moving and pilling materials efficiently.

4Q2017 | 2017 OVERVIEW

VEHICLES AND TRAILERS

TRAILERS / SEMI-TRAILERS



- The improvement in the economic indicators and market conditions in 2017 has made it possible for the Company to increase its sales volumes;
- Considering the domestic and foreign market, Randon sold 13,117 units in 2017, +33.2% when compared to 2016 (9,850 units);
- By restructuring its distribution network and sales force, Randon was able to reach 40.4% market share in 2017 (29.1% in 2016);
- In 2017, the Brazilian market sold 24,927 products, an increase of 8% when compared to 2016 (23,075 units);
- On the other hand, exports of trailers from Brazil fell 16.3% in the year, reaching 3,421 units against 4,086 units in 2016 .

2017

- **Launching of new products;**
- **New industrial plant in Lima, Peru;**
- **Resume of investments at new plant in Araraquara, SP, Brazil.**



4Q2017 | 2017 OVERVIEW

VEHICLES AND TRAILERS

RAILCARS



- The sale of railcars accounted for 18.2% of total net revenues of the Vehicles and Trailers Division;
- In this fiscal year, 884 railcars were delivered, a drop of 44.2% when compared to 2016 (1,584 units);
- Brazil's total domestic market was 2,878 units in 2017, a decrease of 26.3% as compared to 2016 (3,903 units);
- The government's delay in approving the renewal of rail concessions and a lower level of investments by rail companies affected this market.

SPECIALTY VEHICLES



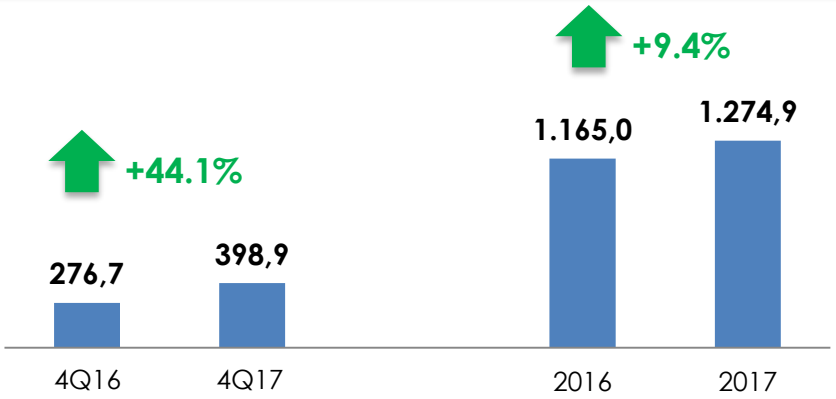
- In 2017, 349 vehicles were sold, a growth of 78.1% when comparing to 2016;
- Exports were the main reason why numbers increased in 2017;
- The partnership with Wacker Neuson, which commercializes Randon's backhoe loaders in Latin America, helped improve sales numbers.



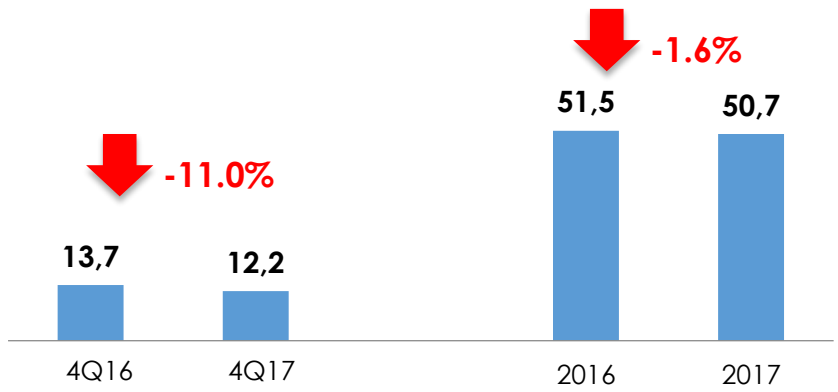
VEHICLES AND TRAILERS

PERFORMANCE 4Q17/2017

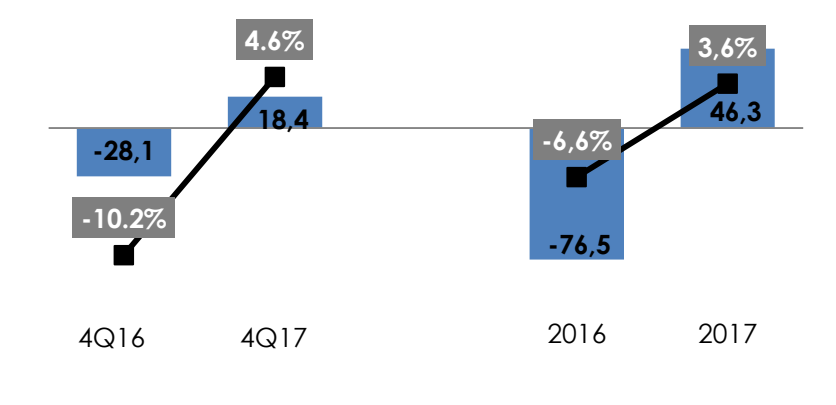
Consolidated Net Revenue (R$ million)



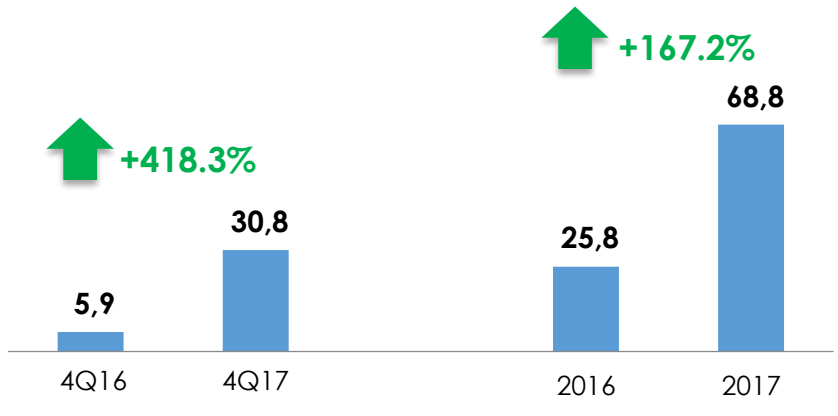
Exports (US$ million)



Consolidated EBITDA | EBITDA Margin (R$ million)



Investments (R$ million)



AUTO PARTS



Suspensys® | FRAS-LE | MASTER | JOST | CASTERTECH

AUTO PARTS



FRAS-LE — Brake pads and shoes.

Suspensys — Axle and suspension systems

MASTER — Air brakes for commercial vehicles

JOST — Articulation Components, 5th wheel, king pin, and landing gears

CASTERTECH / Suspensys WE — Light and heavy cast iron parts and hubs and drums sets

MARKET CHARACTERISTICS

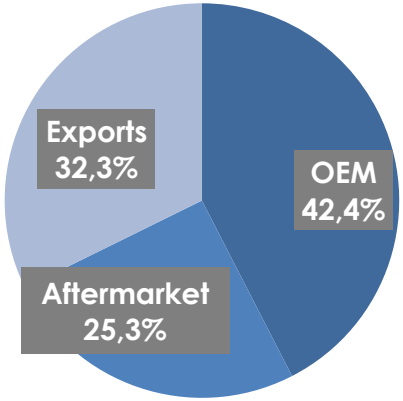
Diversified base of clients
Customer segmentation from OEM to aftermarket and exports;

Moderated imports
Engineering partnership, import tax and financing;

Exposure to all economic segments
Direct relation to OEM production and the GDP;

Concentrated Exports
Mainly USA, Argentina and Colombia

Sales by Segment 2017



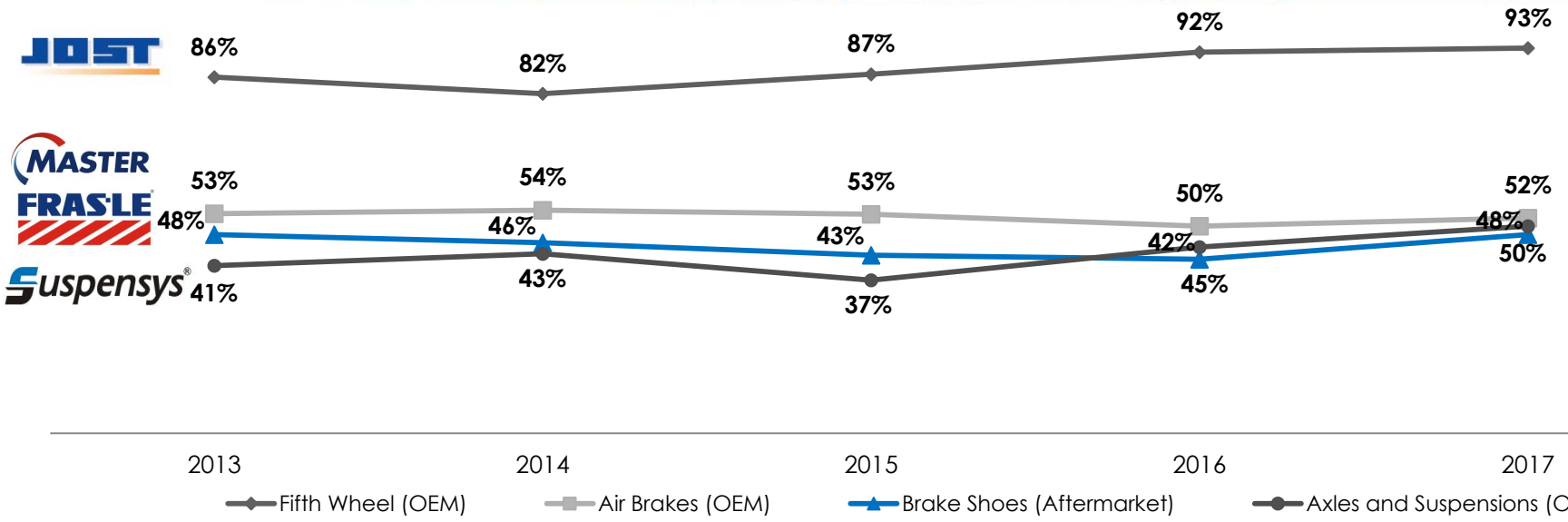
OEM
(*Original Equipment Manufacturer*)
Commercial vehicles – trucks, buses and trailers

Aftermarket
Replacement parts.

Exports
Parts for OEMs abroad as well as for the international aftermarket

AUTO PARTS

LEADER IN BRAZIL



Main Competitors



Brakes

Knorr (Germany) – Brazil/SP
Wabco (USA) – Brazil/SP
Captive Market – (MBB, Scania, Guerra and Silpa)



Suspensions and Axles

KLL/ SAF Holland – Brazil/SP
Ibero – Brazil/SP
Hendrickson (USA)
BPW (Germany)
Fuwa (China)
Captive Market – (Facchini, Noma and Guerra)



Coupling Systems

Fontaine – Brazil/PR
GF – George Fischer (Switzerland)
Fuwa (China)



Friction Material

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

AUTO PARTS

Auto Parts	4Q2017	4Q2016	Δ%	2017	2016	Δ%
Friction Material(units)	17,171	13,942	23.2%	70,363	63,601	10.6%
Brakes (units)	121,775	84,330	44.4%	479,589	403,411	18.9%
Coupling Systems (units)	20,421	10,596	92.7%	74,479	49,137	51.6%
Axles and Suspensions (units)	8,741	3,290	165.7%	32,152	13,114	145.2%
Hub and Drums (units)	51,219	21,629	136.8%	183,486	101,943	80.0%

AQUISITIONS OF AUTO PARTS COMPANIES

In 2017, the Company increased the number of manufacturing units, joint ventures and distribution centers of the auto parts division, through the subsidiary Fras-le S.A .. The largest of these operations was the acquisition of the companies PALR S.A., Armetal Autopartes S.A. (parent company of Farloc Argentina S.A.C. and FANACIF S.A), located in Uruguay and Argentina respectively.

These acquisitions reinforce the global operations of the Company, increase product portfolio and expand market share.

- ✓ They operate in the light and heavy vehicles aftermarket segment;
- ✓ Its main products are friction material, brake and radiator fluids, and components for suspensions, engine, axles, cardans and metal-rubber bushings.



Exports to more than 100 countries

Joint Ventures with world class partners

Plants and distribution centers in Brazil and abroad

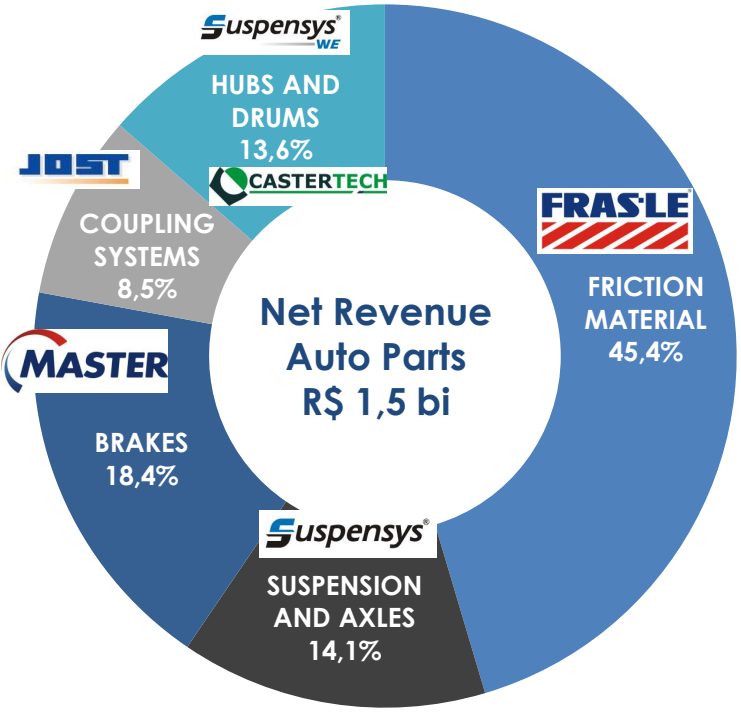
Constant Innovation

Focus on client

Own proving ground

4Q2017 | 2017 OVERVIEW

AUTO PARTS



- The high volume of sales overseas heated up the truck market, which recorded 83,044 units produced, +37.3% as compared to 2016 (60,482 units);
- Exports of Randon Auto Parts increased by 4.6% in 2017 and accounted for US$ 104.7 million;
- The Auto Parts Division is increasing its global footprint, through the acquisition of companies such as ARMETAL, FARLOC and FANACIF, through a new plant (FRAS-LE CHINA), joint venture (ASK FRAS-LE) and through a warehouse (FRAS-LE PANAMERICANA).

2017

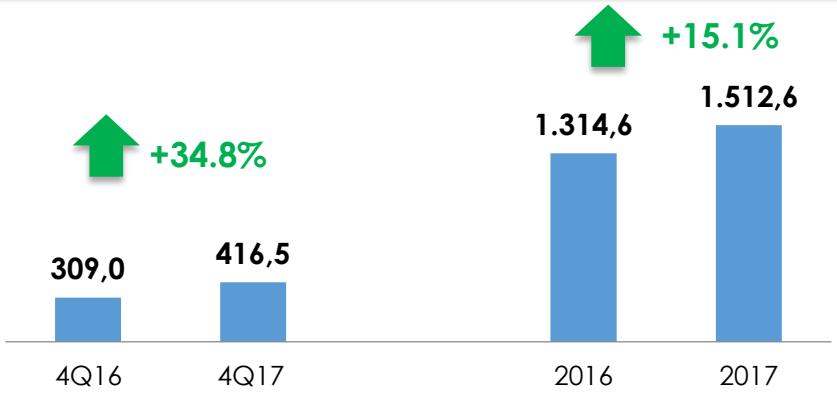
- **Launching of new products;**
- **Acquisition and constitution of companies overseas;**
- **Internationalization and focus on innovation.**



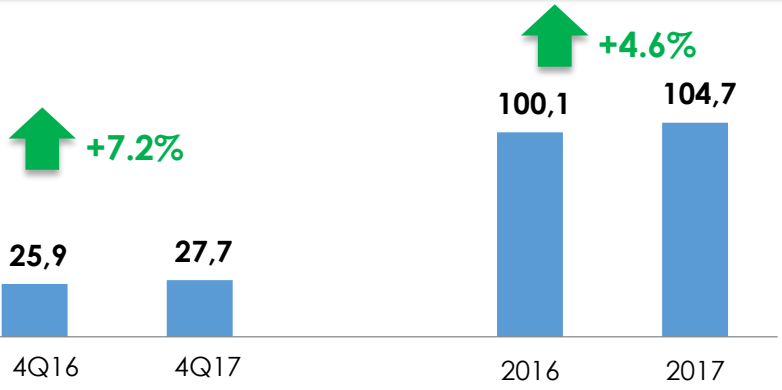
AUTO PARTS

PERFORMANCE 4Q17/2017

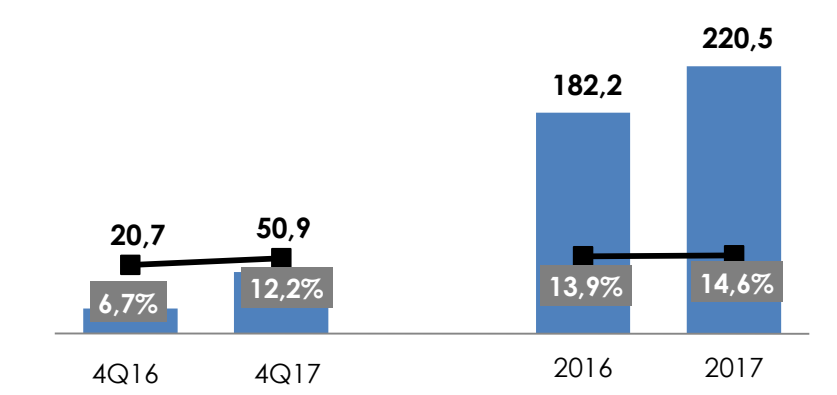
Consolidated Net Revenue (R$ million)



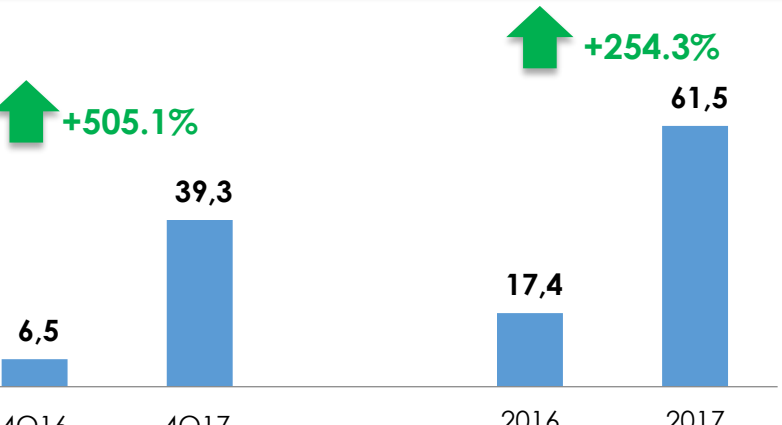
Exports (US$ million)



Consolidated EBITDA | EBITDA Margin (R$ million)



Investments (R$ million)



FINANCIAL SERVICES



FINANCIAL SERVICES

CONSÓRCIO RANDON







It is among the leaders in coop-payment plans for commercial vehicles and real estate

Segments:

- Trailers
- Real estate and vehicles
- Machinery and Equipment
- Minibus
- Light and heavy trucks

Coop-Payment Plan Quotas Sold					
4Q2017	4Q2016	Δ%	2017	2016	Δ%
9,911	2,997	230.7%	13,651	11,626	17.4%

28 Thousand Customers

Quotas Commercialized **190 thousand**

Active Quotas **58 thousand**

Quotas Awarded **92 thousand**

Accrued Administration Fee **R$ 524 million**

Assets **R$ 302 mn**

Number of Customers **1,200**

Equity **R$ 82 mn**

BANCO RANDON



It is an integral part of the financial services segment of Randon Companies working in credit management and sales support, offering financing to customers and suppliers.

PRODUCTS:

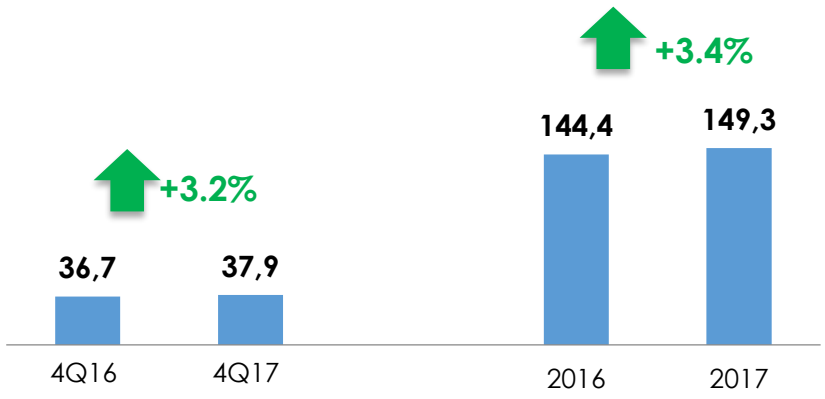
CDC, Working Capital, Vendor, Discounting Receivables, FINAME and *Floor Plan*.

Credit Line for the acquisition of trailers, vehicles, components and automotive systems.

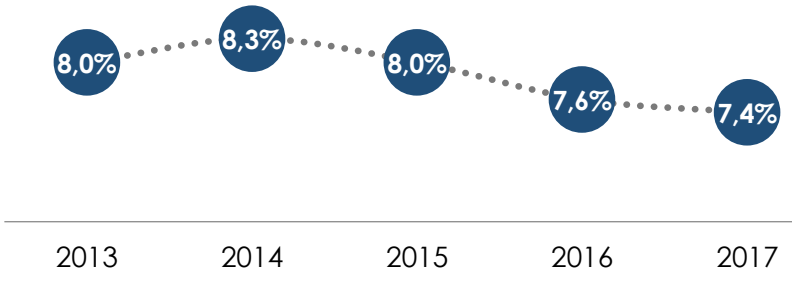
FINANCIAL RESULTS

PERFORMANCE 4Q17/2017

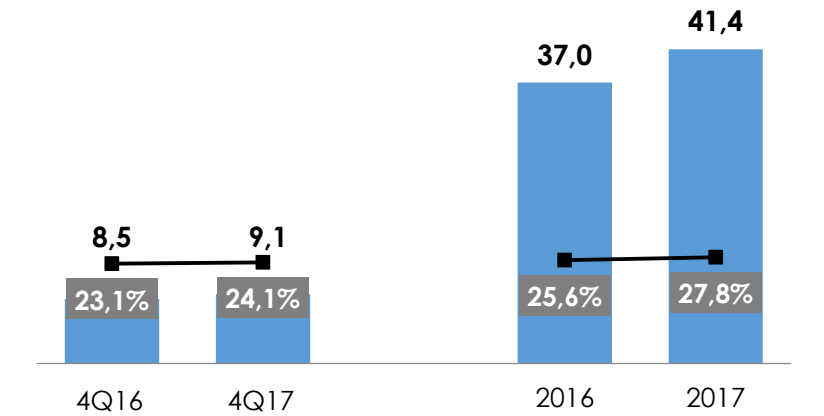
Consolidated Net Revenue (R$ million)



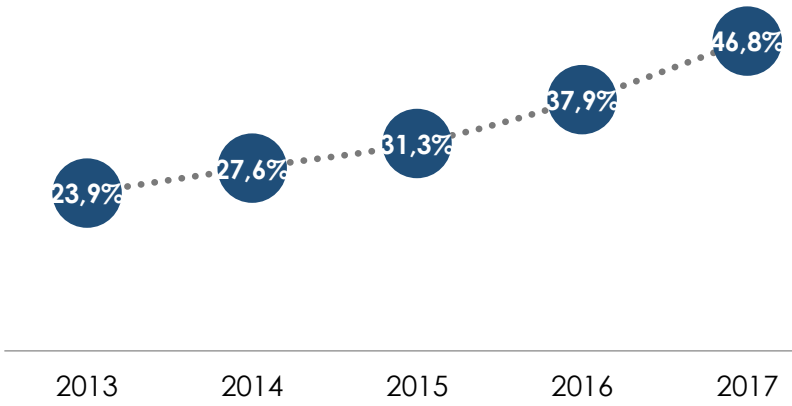
Randon Bank - ROE (%)



Consolidated EBITDA | EBITDA Margin (R$ million)



Randon Consórcios - ROE (%)



HIGHLIGHTS

MARKET 4Q17 | 2017



Trailers

*** Production			
4Q2017	4Q2016	2017	2016
8,342	5,889	**28,347**	27,161
41.7%		4.4%	

** Sales			
4Q2017	4Q2016	2017	2016
7,601	4,717	**24,927**	23,075
61.1%		8.0%	

*Data from ANFAVEA



Trucks

* Production			
4Q2017	4Q2016	2017	2016
23,843	14,099	**83,044**	60,482
69.1%		37.3%	

* Sales			
4Q2017	4Q2016	2017	2016
16,577	11,694	**51,941**	50,559
41.8%		2.7%	

** Data from ANFIR



Buses

* Production			
4Q2017	4Q2016	2017	2016
4,515	4,223	**20,643**	18,705
6.9%		10.4%	

* Sales			
4Q2017	4Q2016	2017	2016
3,193	1,860	**11,755**	11,161
71.7%		5.3%	

*** Data from ANFIR+Aliceweb

KEY FACTORS FOR TRUCK/TRAILER DEMAND

- GDP
- Harvest
- Confidence
- Employment
- Interest rates
- Inflation

CURRENT SCENARIO

- Increase in truck production;
- Growth in trailer production;
- Backlog of product orders beyond 90 days;
- Optimism for 1H2018
- Economy is growing at a moderate rate
- Elections

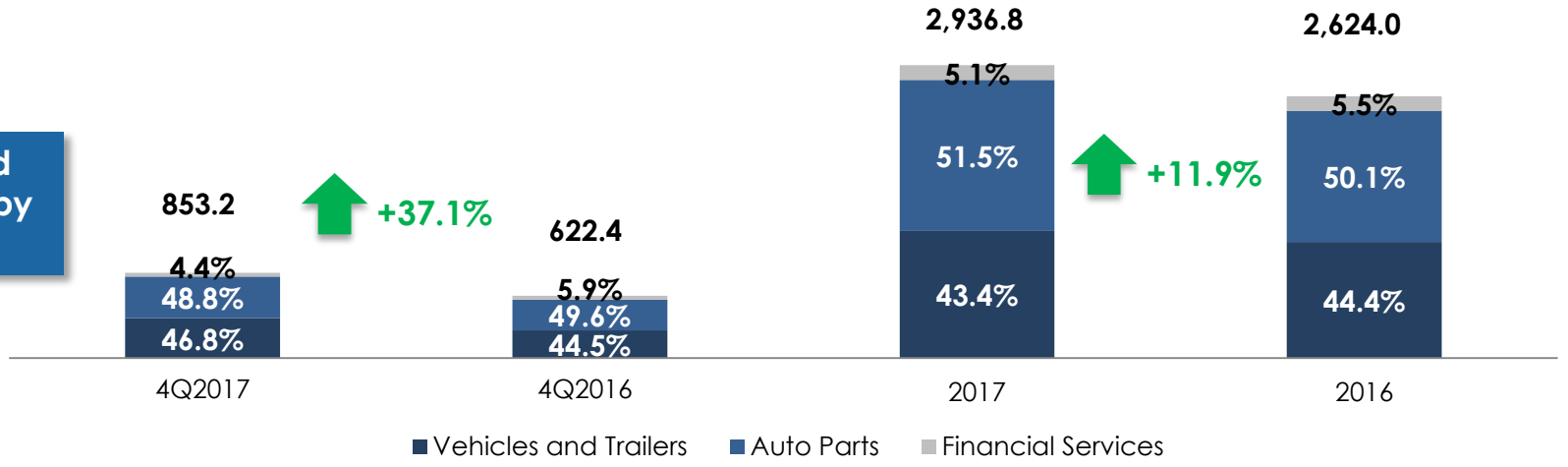
HIGHLIGHTS

CONSOLIDATED RESULTS 4Q17 | 2017

	4Q2017	4Q2016	Δ%	2017	2016	Δ%
Total Gross Revenue (*)	1,223,089	866,780	41.1%	4,215,630	3,680,156	14.6%
Domestic market	1,098,517	737,566	48.9%	3,721,850	3,154,584	18.0%
Foreign market	124,572	129,215	-3.6%	493,780	525,573	-6.0%
Foreign market in *US$*	39,922	39,568	0.9%	155,394	151,560	2.5%
Consolidated Net Revenue	853,213	622,388	37.1%	2,936,759	2,623,976	11.9%
Consolidated Gross Profit	202,867	115,474	75.7%	697,004	520,907	33.8%
Gross Margin (%)	23.8%	18.6%	520 bps	23.7%	19.9%	390 bps
Consolidated Net Profit	3,575	-48,490	-107.4%	46,712	-67,205	169.5%
Net Margin (%)	0.4%	-7.8%	820 bps	1.6%	-2.6%	420 bps
Consolidated EBITDA	78,372	1,034	7,478.5%	308,228	142,717	116.0%
EBITDA Margin (%)	9.2%	0.2%	900 bps	10.5%	5.4%	510 bps

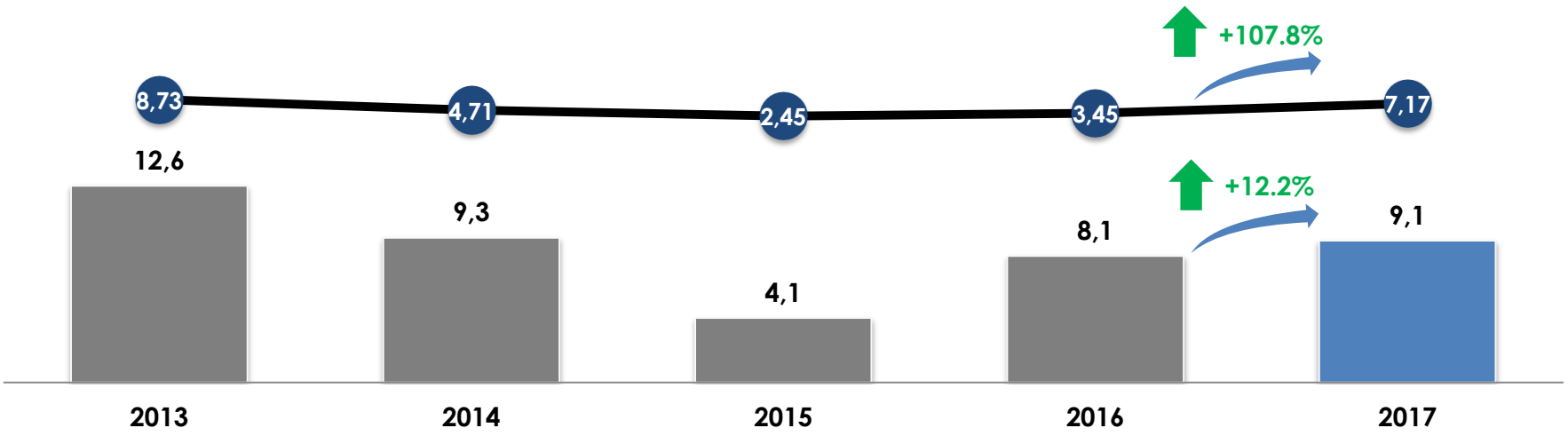
(*) Without eliminating intercompany sales

Consolidated Net Revenue by Segment

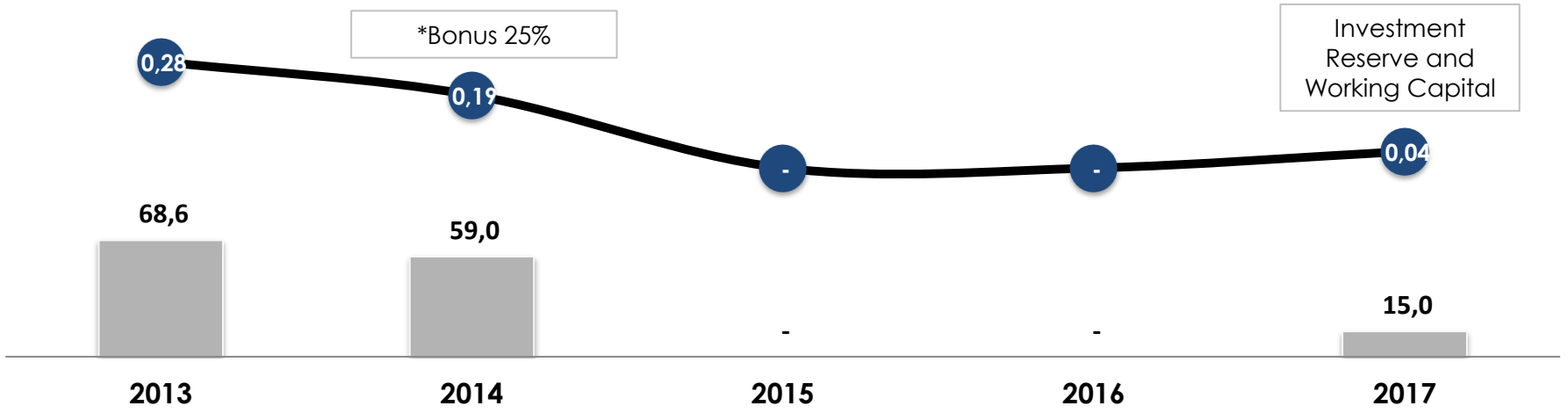


CAPITAL MARKETS

RAPT4 Price/Daily Liquidity - R$ per share | R$ million



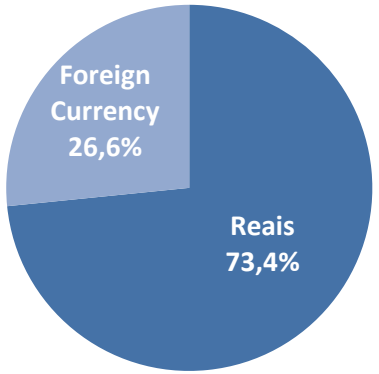
Dividends and Interest on Equity - R$ million | R$ per share



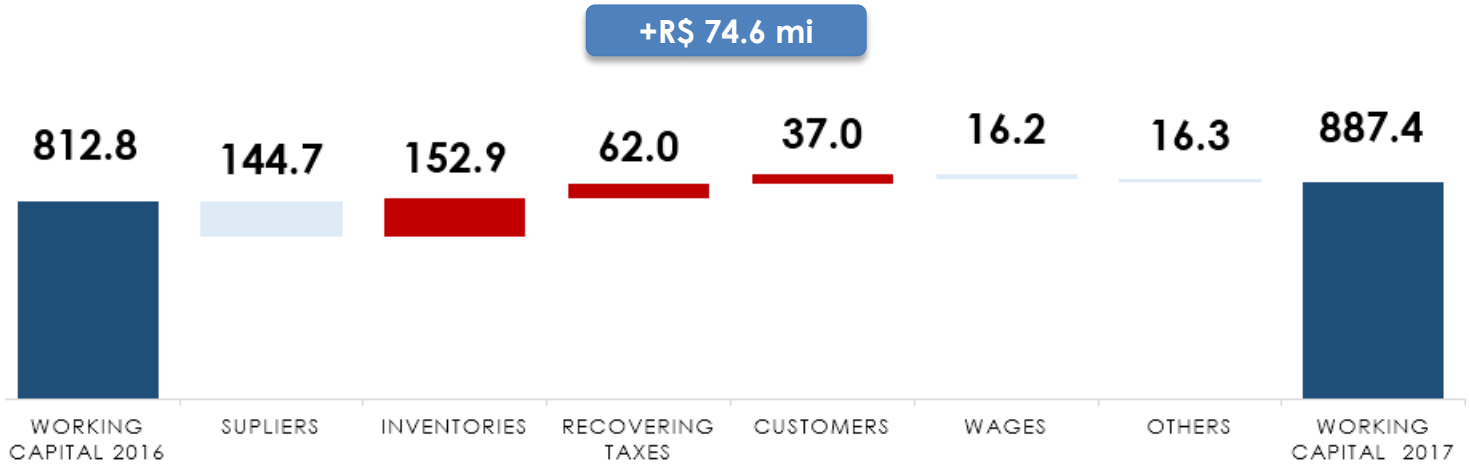
FINANCIAL RESULTS

Gross Debt Breakdown 2017 - R$ million | %

Total gross debt	R$ 2,207.7
Gross debt in BR currency	R$ 1,620.5
Gross debt in foreign currency	R$ 587.2
USD rate (December, 31, 2017)	R$ 3.3080



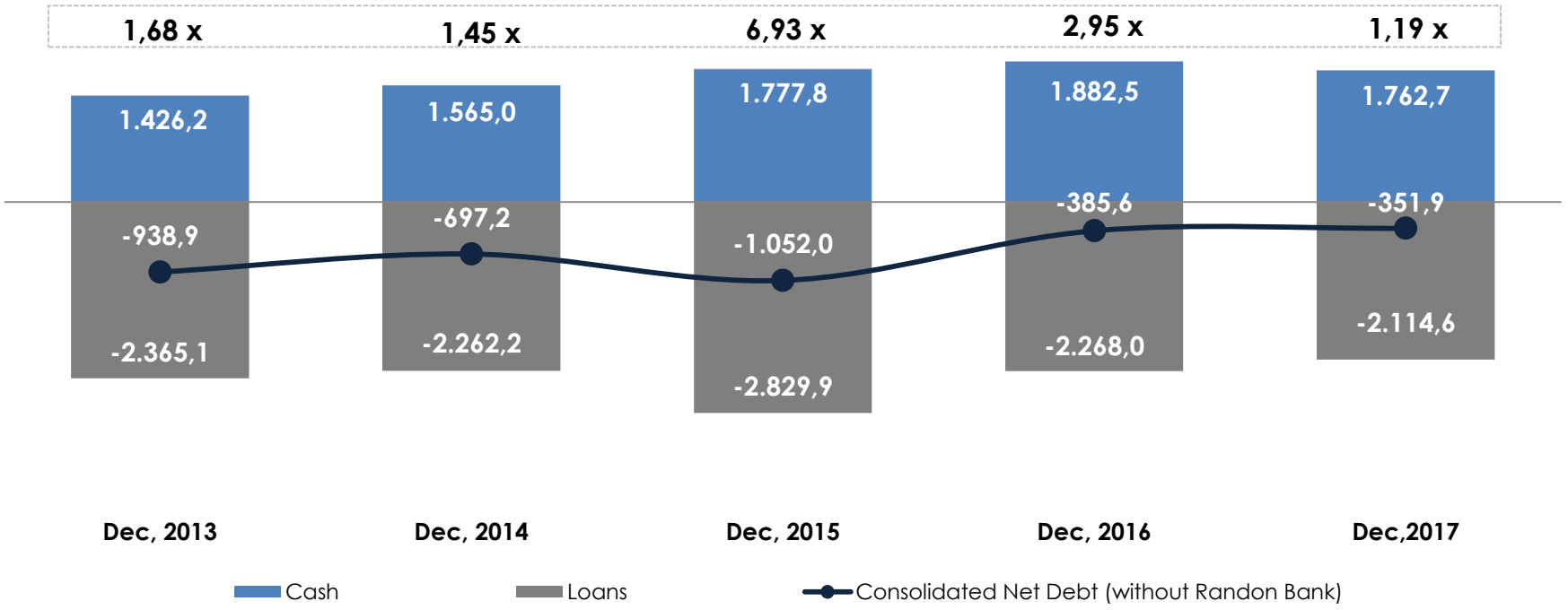
Consolidated Working Capital 2017 - R$ million



FINANCIAL RESULTS

Consolidated Net Debt (without Randon Bank) - R$ million – 2017

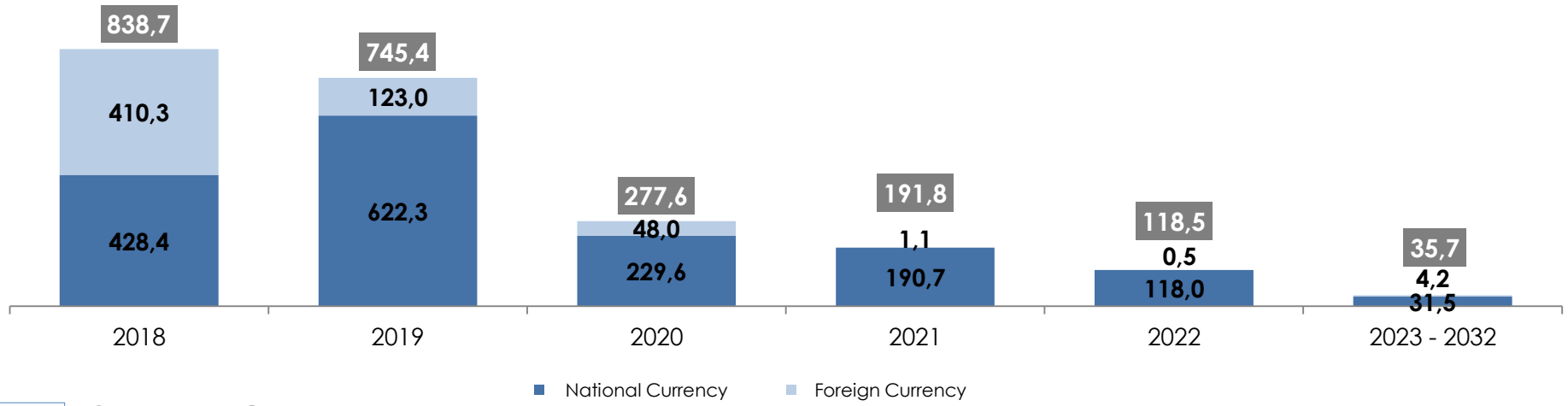
*Net Debt/EBITDA



The chart above shows the company's debt, without the cash and debt indicators of Randon Bank.
Consolidated net debt YE2017 amounts to R$ 553.3 million, a multiple of 1.79 times EBITDA over the last 12 Months.

FINANCIAL RESULTS

Schedule of Debt Payment 2017 - R$ million



Covenants

COVENANTS	INDEX	BALANCE IN DEC 31, 2017
Net Debt/EBITDA (consolidated without bank)	<= 3.0x	R$ 70.1 million
Net Debt/EBITDA (consolidated without bank)	<= 3.5x	R$ 783.8 million
Net Equity/ Total Assets	>= 0.3	R$ 63.5 million
TOTAL		**R$ 917.4 million**

SUSTAINABILITY

Employees | 2017

7,375

2016

+ 6.0%

7,821

2017

Social Investments | 2017

R$ 59 million

benefits

education, food, private pension plan, health, transportation, citzenship

R$ 8.6 million

environment

Social Responsibility - Programs

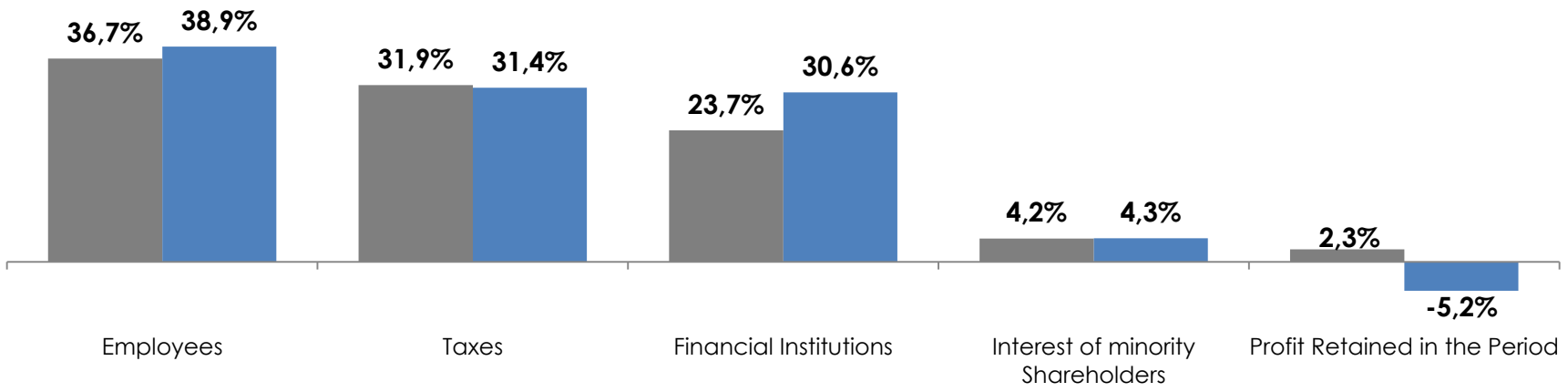


SUSTAINABILITY

Consolidated Added Value

2017- R$ 1.4 billion

2016 - R$ 1.3 billion



Outlook

ECONOMY

- **GDP growth forecast**: +2.87% in 2018 and +3.00% in 2019*;
- **Grain Harvest**: Conab's sixth survey for the 2017-2018 crop estimates production of 226 million tons of grains**, which should be the second best harvest in Brazilian history;
- Central bank signals **inflation** at 3.67% by the end of 2018*;
- **Interest rate (SELIC)** is expected to end 2018 at 6.50% per year*;
- Growth in **industrial production** estimated at 3.97% in 2018*.

RESULTS 1Q2018

- The first quarter of 2018 should show growth in truck production, reinforced by the resumption of volumes in the domestic market;
- The demand for semi-trailers may remain strong in the market. The backlog in product orders is already beyond 90 days.

Source: * BACEN Report (FOCUS 03/09/2018)
** 6th Harvest Survey 2017/2018 - Conab

GUIDANCE 2018

On February 15, 2018, the Company announced its projections for 2018:

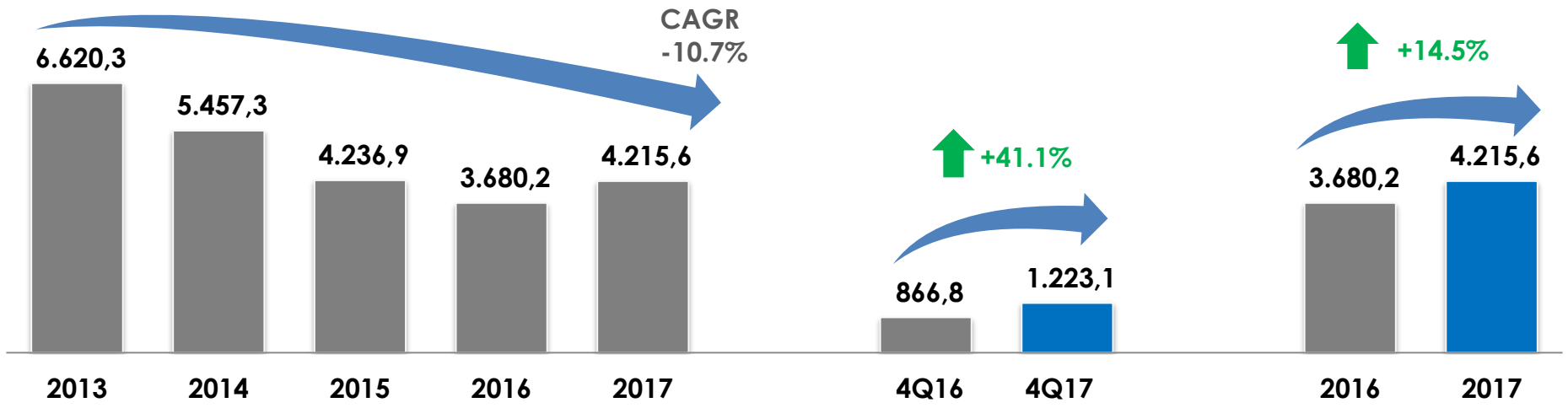
○ **Total Gross Revenue (before consolidation)**	R$ 5.0 billion
○ **Consolidated Net Revenue**	R$ 3.6 billion
○ **Revenues from Overseas***	US$ 300 million
○ **Imports**	US$ 51 million
○ **Investments**	R$ 140 million

**Exports from Brazil + Operations Overseas*

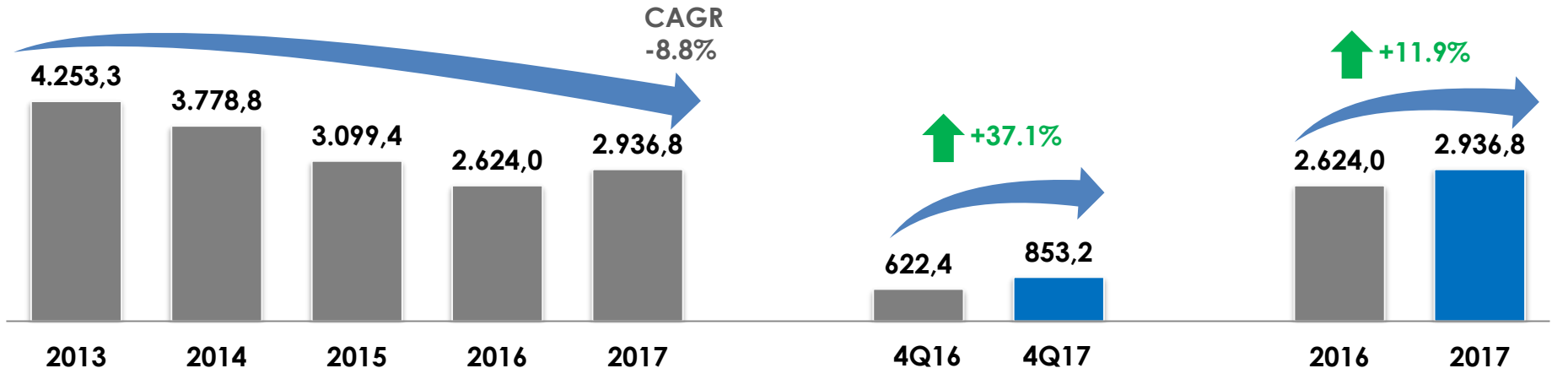
These indicators were validated in the strategic planning process of the Company and are supported by the assessment of the domestic macroeconomic scenario and the countries with which Randon has commercial relations with, as well as indicators of the automotive industry and market behavior of different business segments.

FINANCIAL RESULTS

Total Gross Revenue - Including Intercompany Sales - R$ million

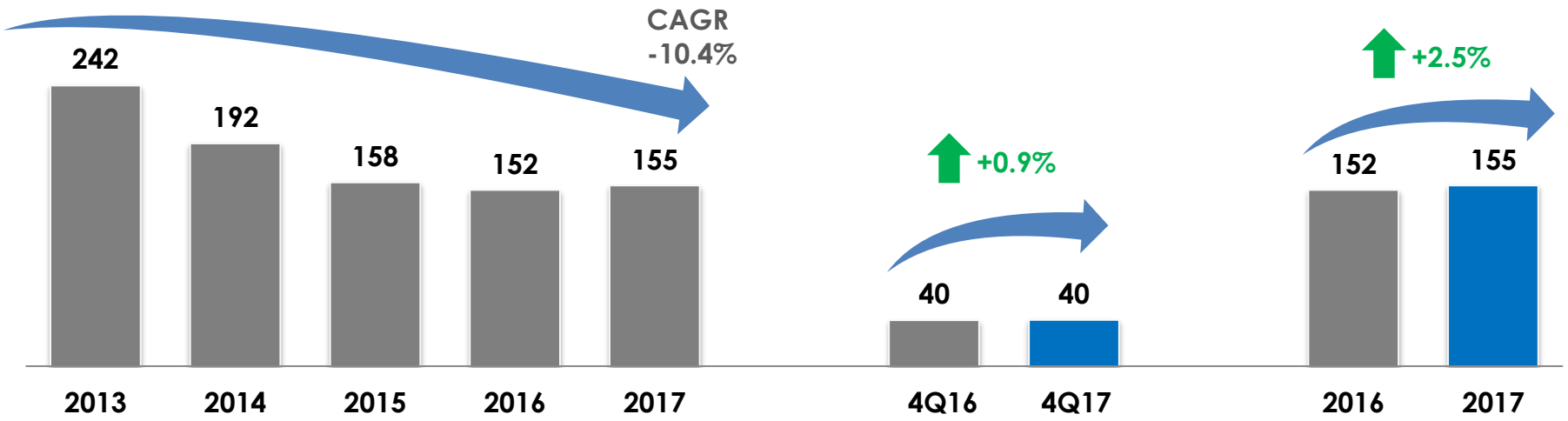


Consolidated Net Revenue - R$ million

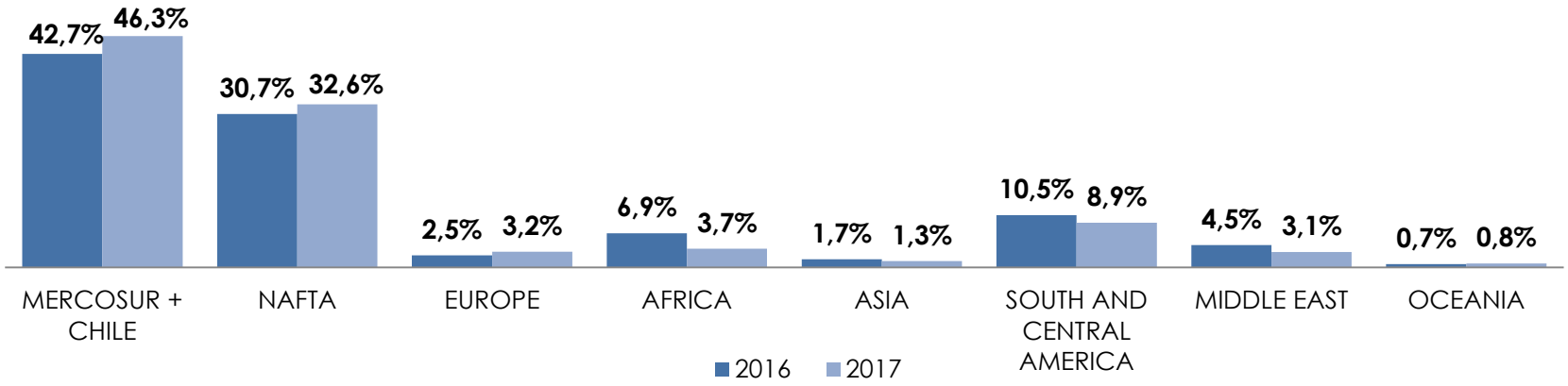


OPERATING RESULTS

Exports - US$ million

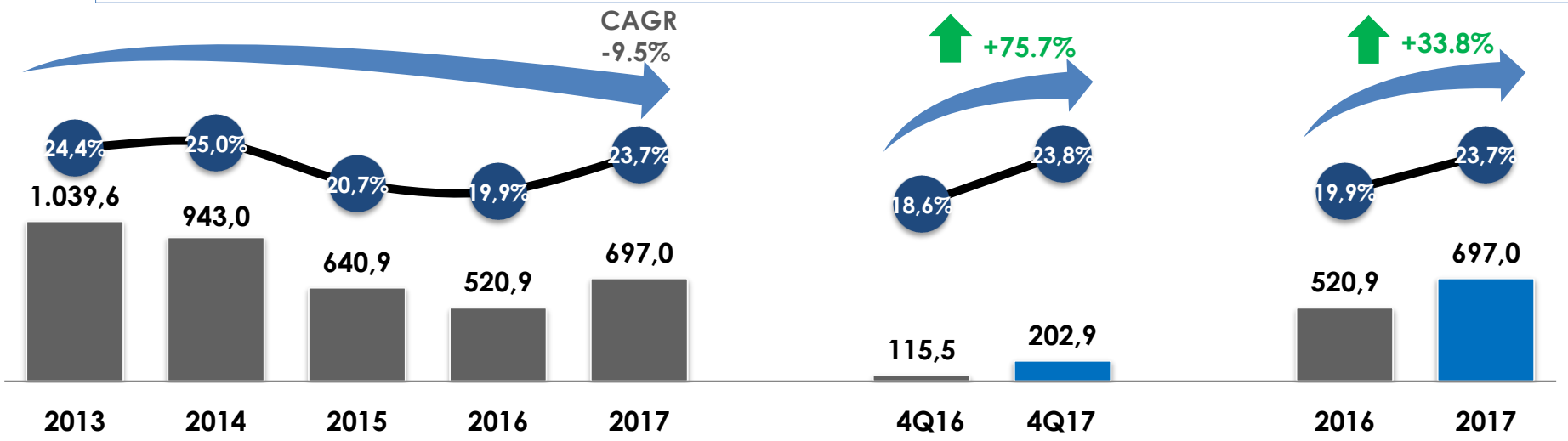


Exports – Destination by Economic Bloc 2017 | US$ million



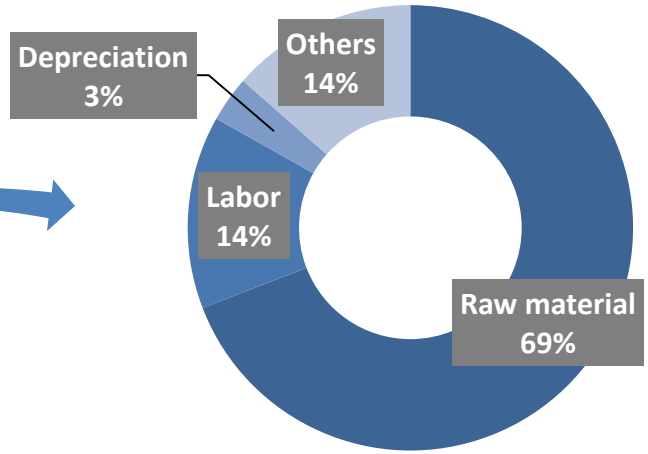
FINANCIAL RESULTS

Gross Profit | Gross Margin - R$ million



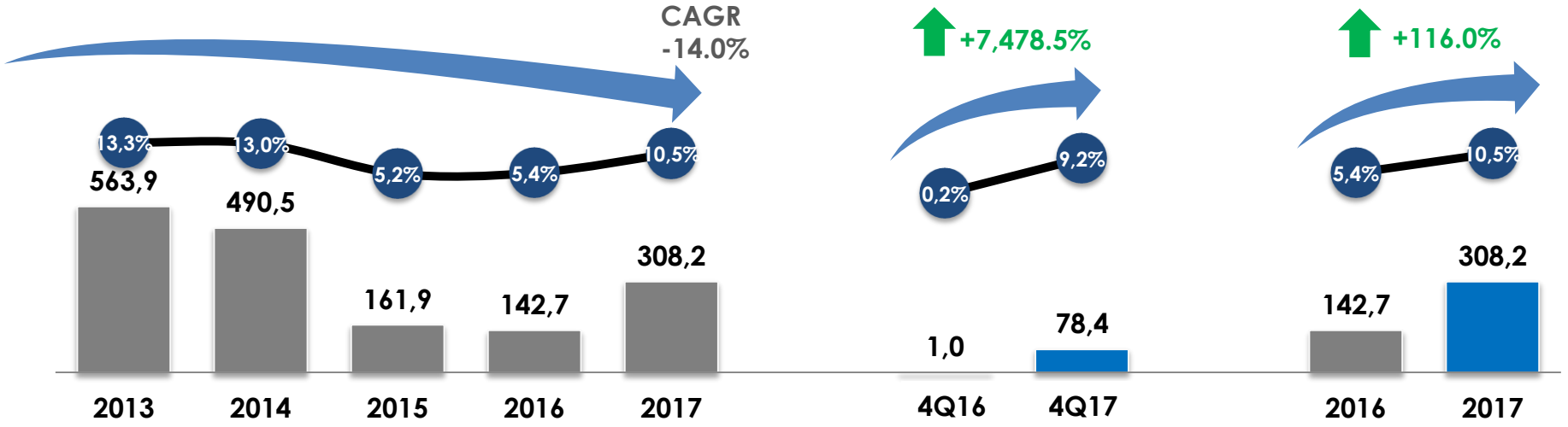
Consolidated COGS Breakdown 2017 | R$ million

COGS 2017
R$ 2.2 billion
(76.3% of Net Revenue)

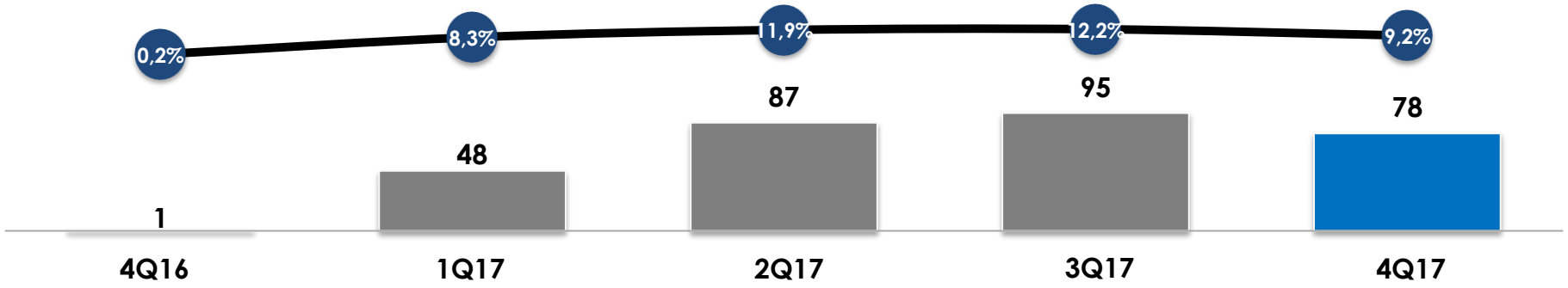


FINANCIAL RESULTS

EBITDA | EBITDA Margin - R$ million

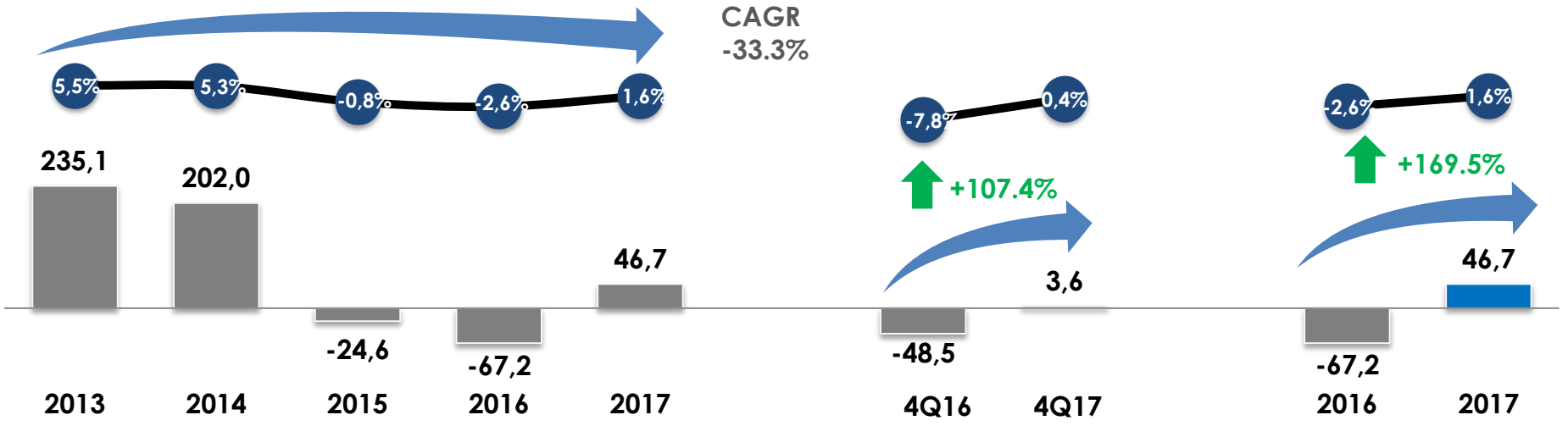


EBITDA | Quarterly EBITDA Margins - R$ million

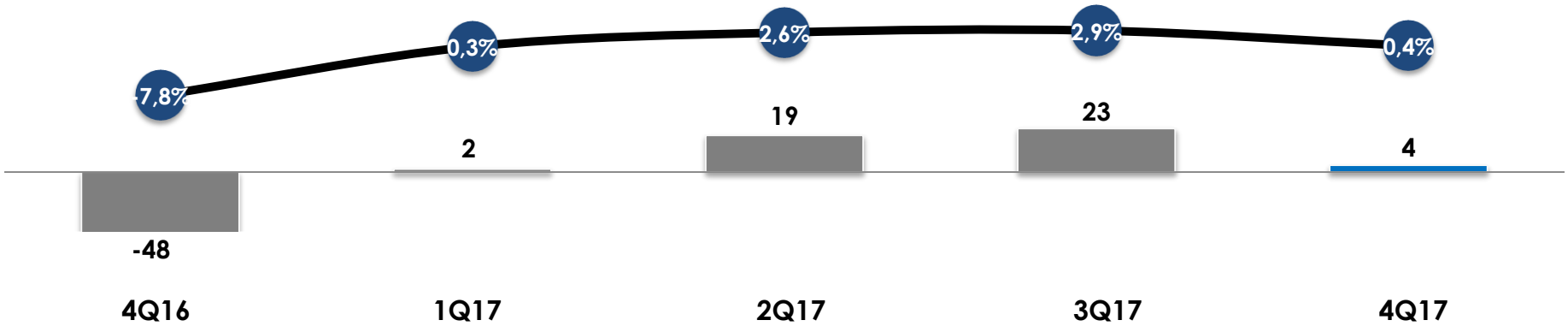


FINANCIAL RESULTS

Net Income | Net Margin- R$ million



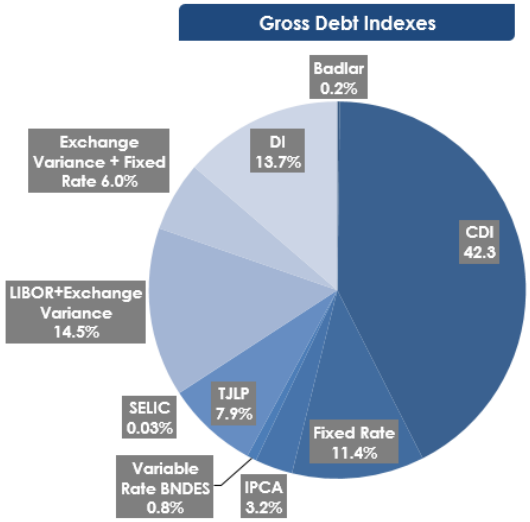
Net Income | Quarterly Net Margin - R$ million

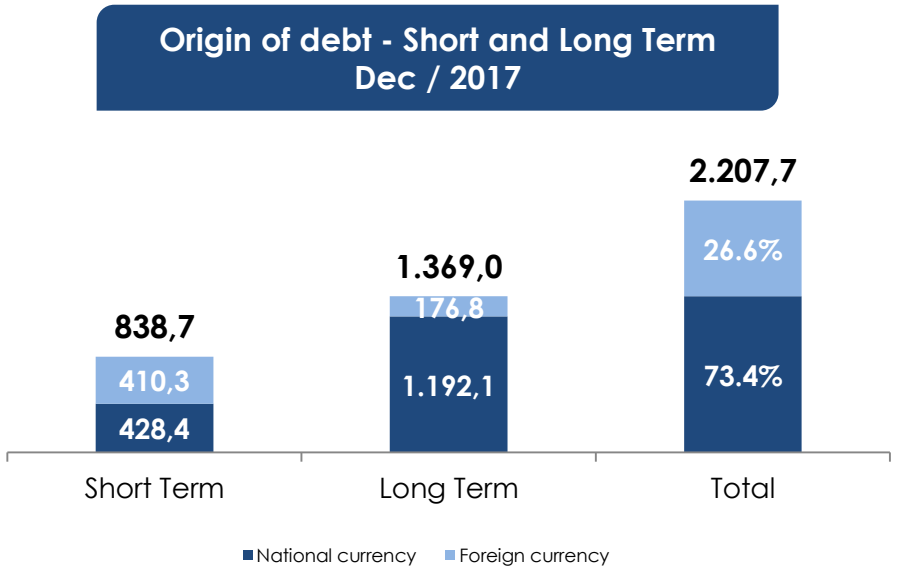


RANDON

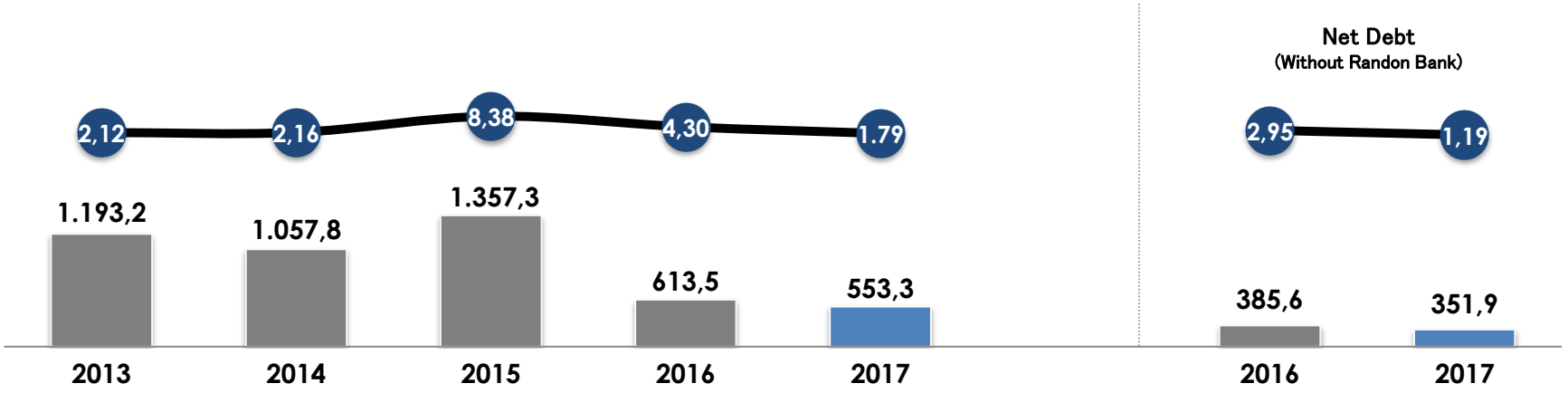
FINANCIAL RESULTS

Gross Debt Breakdown 2017 - R$ million | %



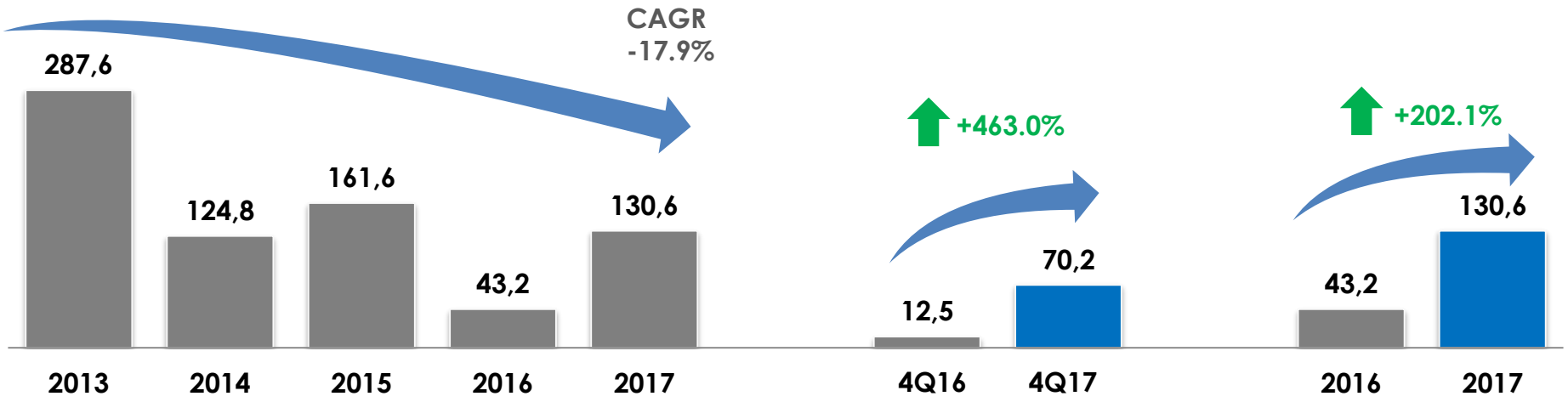


Debt | Net Debt/EBITDA - R$ million

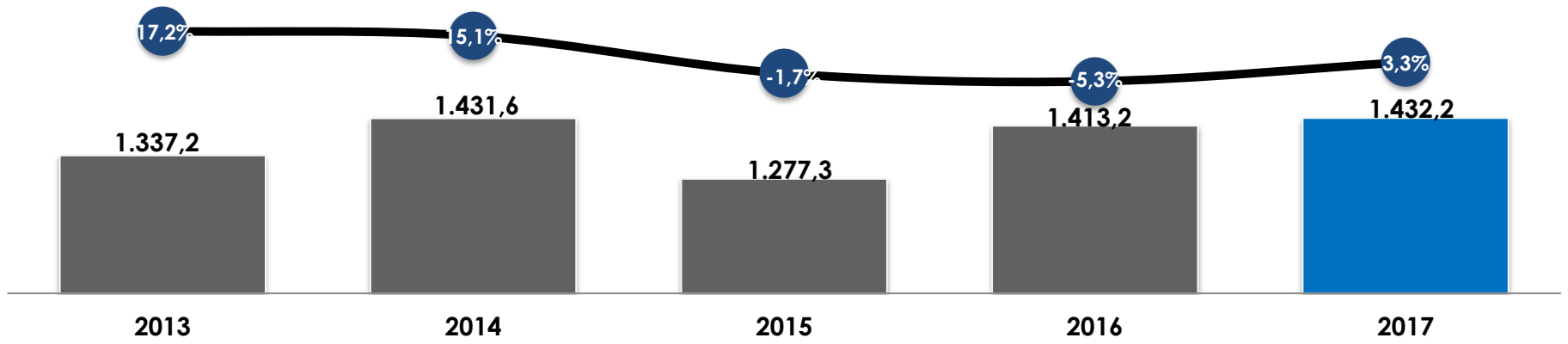


FINANCIAL RESULTS

Investments - R$ million



Shareholders' Equity | ROE - R$ million (without non-controlling shareholders)



FINANCIAL RESULTS

Consolidated Income Statement by Segment - R$ million/%

	Vehicles and Trailers/Semi-trailers			Auto Parts			Financial Services			Consolidated		
	4Q2017	4Q2016	Δ%	4Q2017	4Q2016	Δ%	4Q2017	4Q2016	Δ%	4Q2017	4Q2016	Δ%
Gross Revenue	479,663	331,530	44.7%	537,637	403,317	33.3%	41,809	40,234	3.9%	1,059,109	775,081	36.6%
Deduction in Gross Revenue	-80,757	-54,787	47.4%	-121,185	-94,365	28.4%	-3,954	-3,541	11.7%	-205,896	-152,693	34.8%
Net Revenue	**398,905**	276,744	44.1%	**416,453**	308,952	34.8%	**37,855**	36,693	3.2%	**853,213**	622,388	37.1%
Costs of Sales and Service	**-336,806**	-264,679	27.3%	**-312,167**	-240,406	29.8%	**-1,372**	-1,829	-25.0%	**-650,345**	-506,914	28.3%
Gross Profit	**62,099**	12,065	414.7%	**104,286**	68,545	52.1%	**36,483**	34,864	4.6%	**202,867**	115,474	75.7%
GROSS Margin (%)	15.6%	4.4%	1121 bps	25.0%	22.2%	286 bps	96.4%	95.0%	136 bps	23.8%	18.6%	522 bps
Operating Expenses	-52,598	-50,049	5.1%	-76,279	-67,746	12.6%	-27,472	-26,485	3.7%	-156,350	-144,279	8.4%
EBIT	**9,501**	-37,984	-125.0%	**28,006**	799	3404.4%	**9,011**	8,379	7.5%	**46,517**	-28,805	-261.5%
EBITDA	**18,358**	-28,143	-165.2%	**50,910**	20,685	146.1%	**9,104**	8,492	7.2%	**78,372**	1,034	7478.5%
EBITDA Margin (%)	**4.6%**	-10.2%	1477 bps	**12.2%**	6.7%	553 bps	**24.1%**	23.1%	91 bps	**9.2%**	0.2%	902 bps

FINANCIAL RESULTS

Consolidated Income Statement (by Segment/Quarterly) - R$ million/%

	1Q2017	2Q2017	3Q2017	4Q2017	2017
Consolidated Net Revenue	**579.7**	**730.1**	**773.7**	**853.2**	**2,936.8**
% Vehicles and Trailers	40.6%	43.9%	41.4%	46.8%	43.4%
% Auto Parts	53.1%	51.0%	53.7%	48.8%	51.5%
% Financial Services	6.3%	5.1%	4.9%	4.4%	5.1%
Consolidated Gross Profit	**118.4**	**181.9**	**193.8**	**202.9**	**697.0**
% Gross Margin	20.4%	24.9%	25.0%	23.8%	23.7%
EBITDA	**48.2**	**86.9**	**94.7**	**78.4**	**308.2**
% EBITDA Margin	8.3%	11.9%	12.2%	9.2%	10.5%
Net Income	**1.6**	**19.0**	**22.6**	**3.6**	**46.7**
% Net Margin	0.3%	2.6%	2.9%	0.4%	1.6%

RAUL ANSELMO RANDON



RAUL RANDON
A history of professionalism, simplicity and hard work.

The entrepreneurial success and the prosperity and soundness of the business did not change the simple way **Mr. Raul Anselmo Randon** interacted with everyone inside and outside the company.

He was, above all, a simple man, who built his life through hard work, dedication to family and community.

He inherited from his parents the principle that work dignifies men, produces wealth and, consequently, a better life, and this is legacy he leaves to the world.

☆ 08/06/1929
✞ 03/03/2018

NÍVEL 1
BM&FBOVESPA

Índice Small Cap SMLL

Índice Brasil IBRX

Índice do Setor Industrial INDX

Índice de Ações com Tag Along Diferenciado ITAG

Índice de Ações com Governança Corporativa Diferenciada IGC

Índice Brasil Amplo BM&FBOVESPA IBRA

Índice de Governança Corporativa Trade IGCT

RANDON®

Investor Relations

IR Contact

ri@randon.com.br

+55 54 3239.2505

Photo Credit:

Magrão Scalco
João Carlos Lazzarotto
Júlio Soares
Image Database – Randon Companies