RANDON®



INSTITUTIONAL PROFILE

3Q2018/9M2018

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**	**10,264**	**R$ 1.9 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
Hugo E. I. Ferreira – 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
Vice-President Director

Sergio L. M. de Carvalho
COO Auto Parts

Paulo Prignolato
CFO

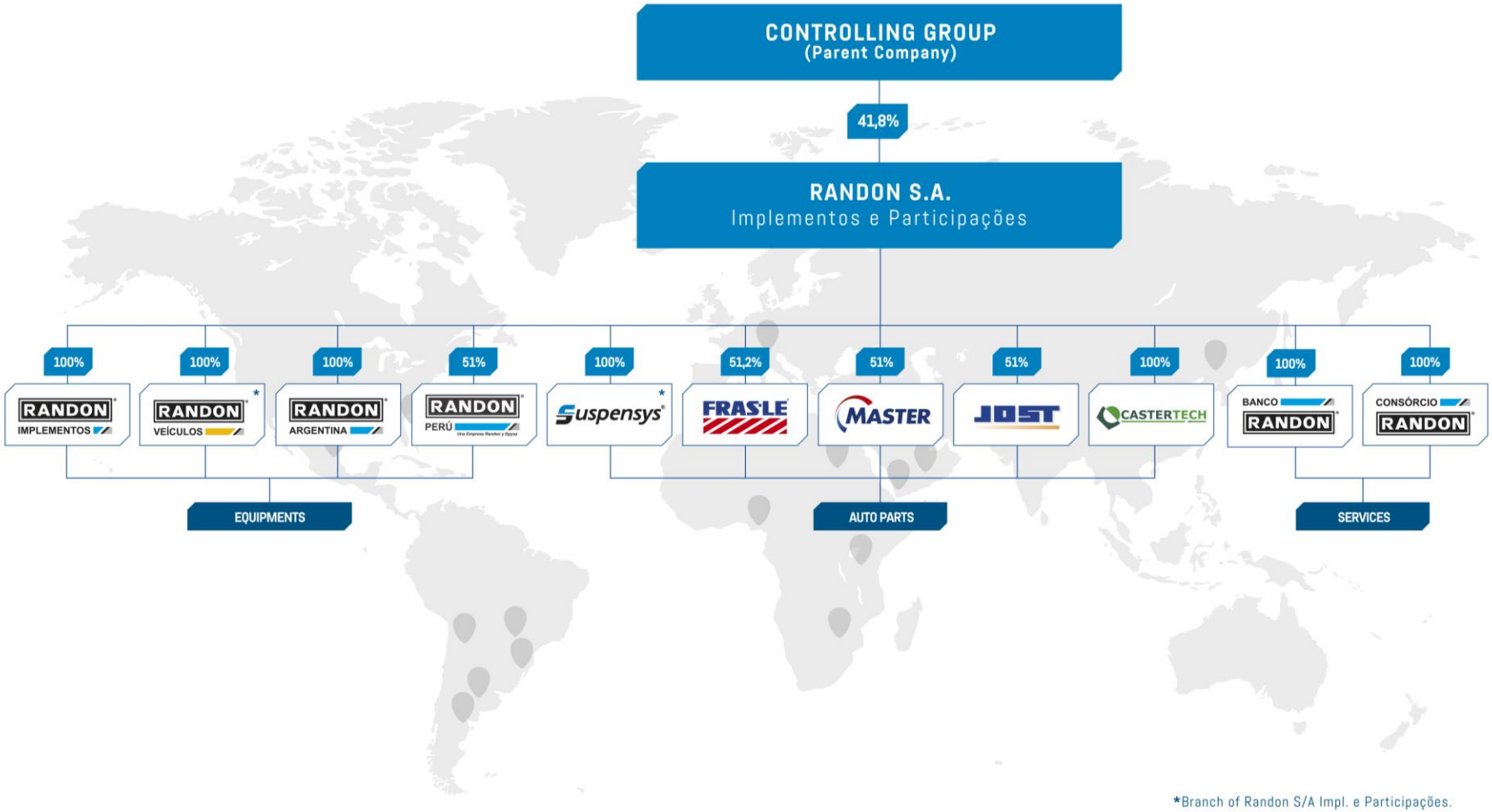
Free Float
57.2%

Total Shares	345,777,271
RAPT3	116,515,527
RAPT4	229,261,744

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



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;

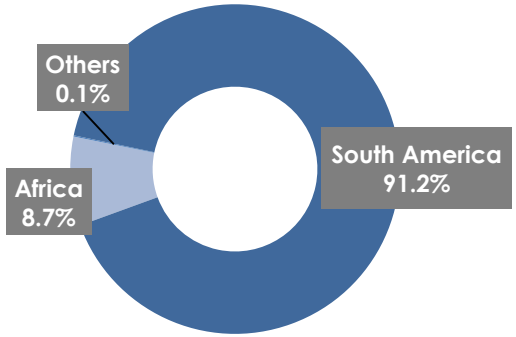
Exposure to all economic segments
Direct relation with Brazilian GDP;

Concentrated Exports
Latam and African markets.

Trailers Sold (units)

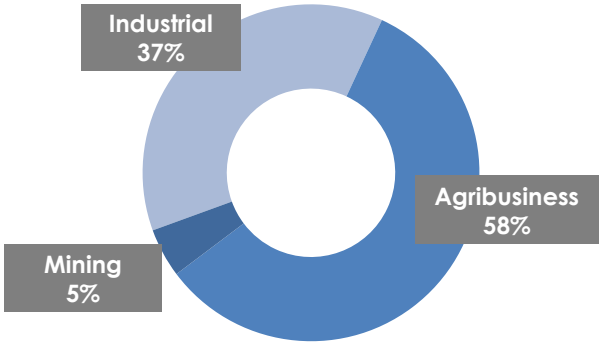
3Q18	3Q17	Δ%
6,188	3,591	72.3%
9M18	**9M17**	**Δ%**
14,899	9,077	64.1%

Exports by Continent



Exports to more than 30 countries

Sales by Sector 9M2018



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)
650,000 units
Average age of the fleet:
12 years

Source: ANTT

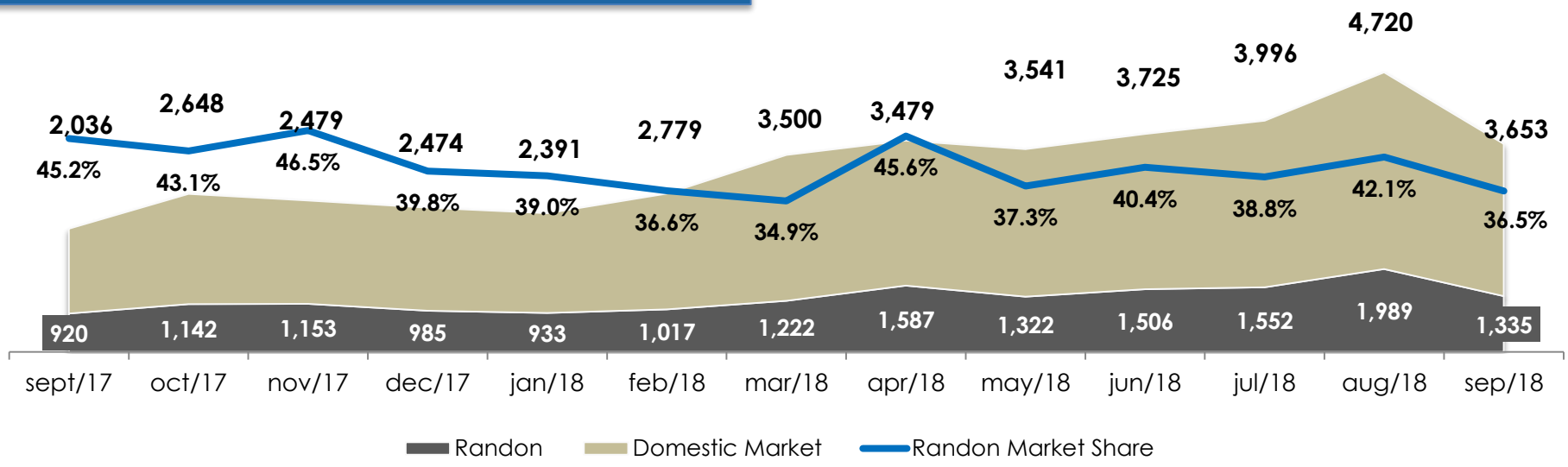
Distribution Network

90 dealers in Brazil

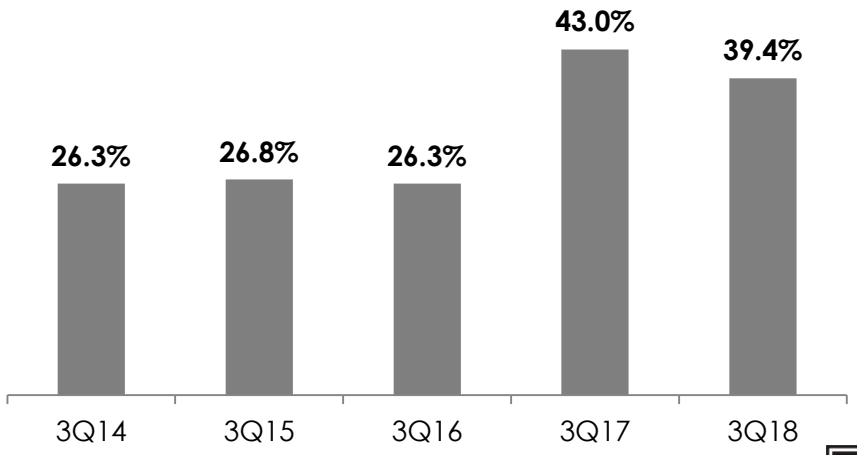
VEHICLES AND TRAILERS

SEMI-TRAILERS | LEADER IN BRAZIL

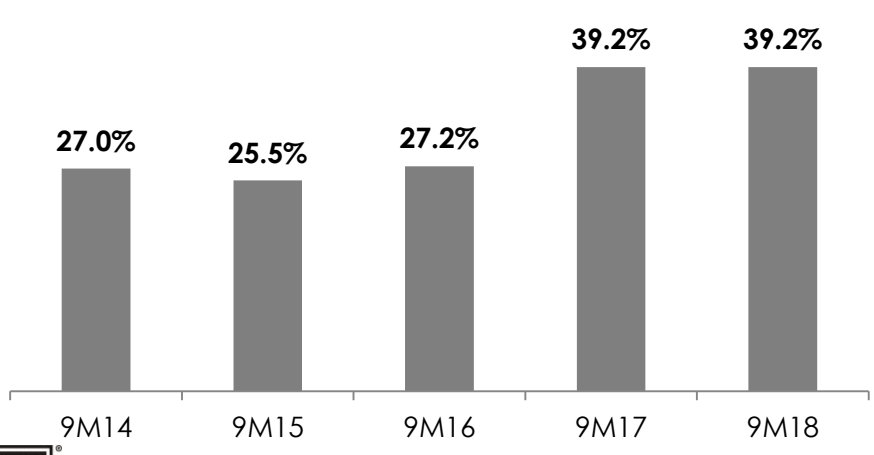
Data from the last 12 months



Quarterly - Comparative

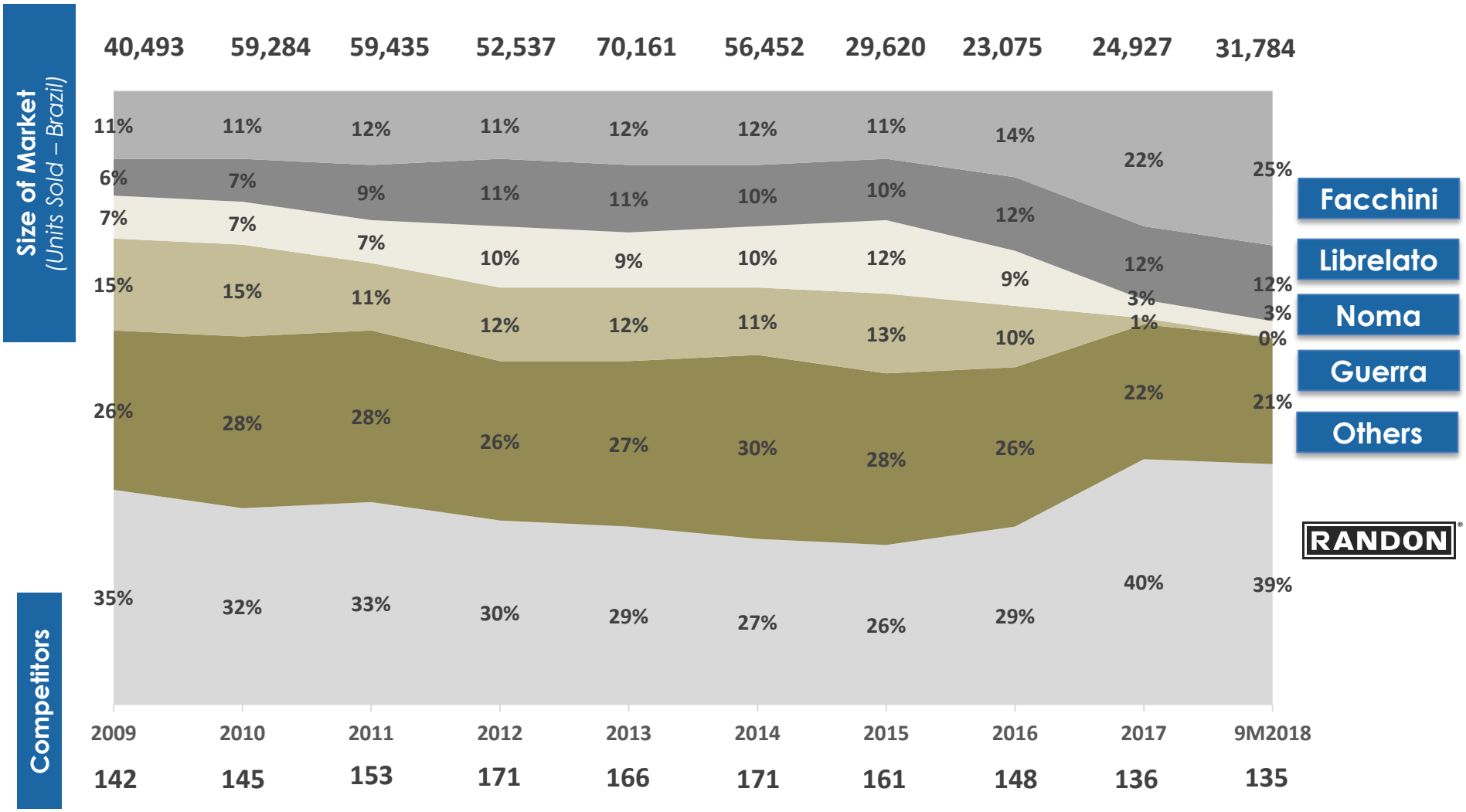


LTM - Comparative



VEHICLES AND TRAILERS

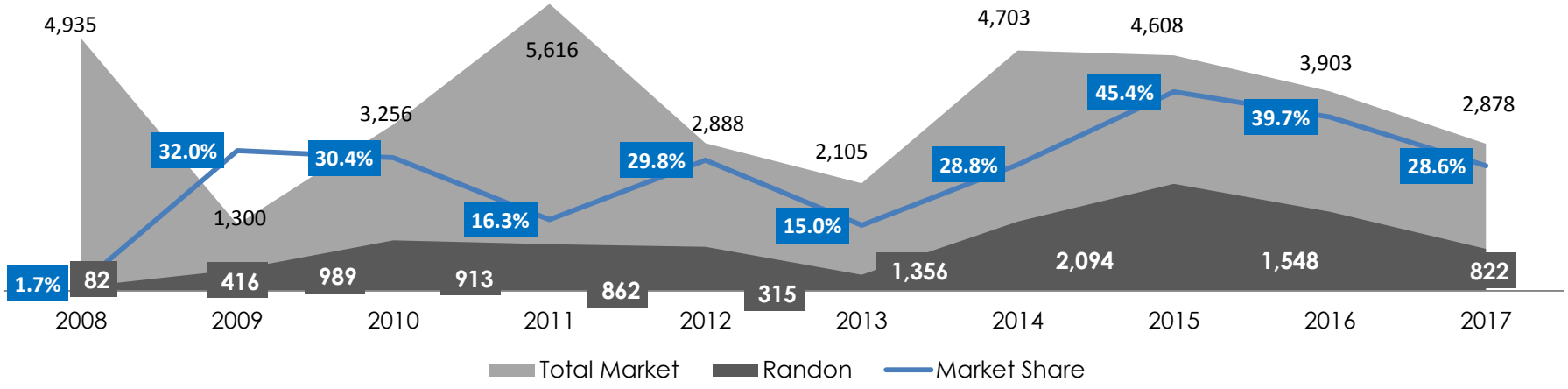
SEMI-TRAILERS | LEADER IN BRAZIL



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)

3Q18	3Q17	Δ%
86	118	-27.1%
9M18	**9M17**	**Δ%**
569	556	2.3%

PRODUCTS BY SECTOR

Primary sector
Hopper, Gondola and Forestry railcars;

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

National Fleet: 120,000 (Source: RF)

VEHICLES AND TRAILERS

SPECIALTY VEHICLES

25 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)

3Q18	3Q17	Δ%
133	83	60.2%
9M18	**9M17**	**Δ%**
373	282	32.3%

*Market Share
10.8 %

*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.

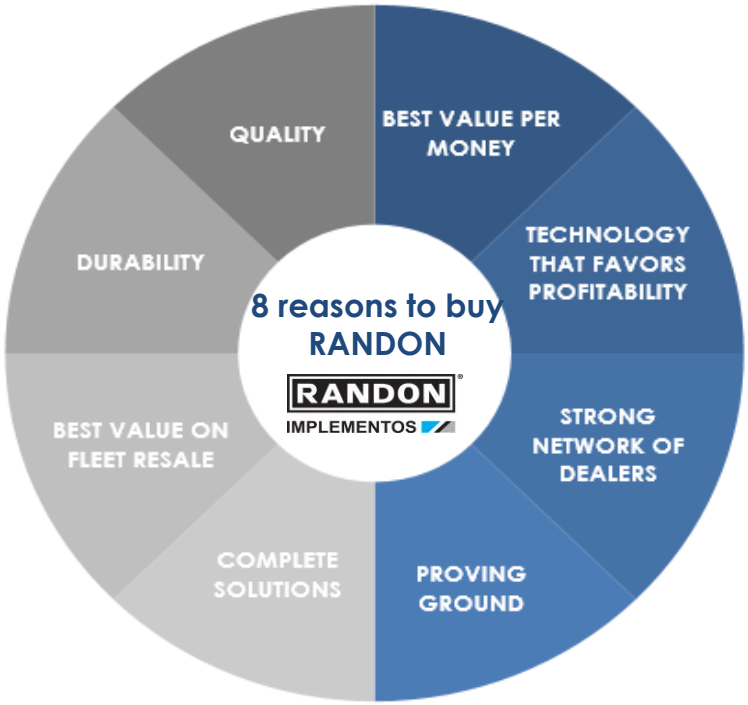


New Product
Mini Loader
Multipurpose machine, used for lifting, moving and pilling materials efficiently.

OVERVIEW

VEHICLES AND TRAILERS

TRAILERS / SEMI-TRAILERS



- The fleet renewal process remains a major driver of sales of trailers and semi-trailers in Brazil;
- With the recovery of freight prices and the search for greater efficiency and productivity by carriers, the purchase of new road equipment must remain heated;
- In this quarter, sales to domestic and foreign markets totalled 6,188 semi-trailers, an increase of 72.3% over 3Q2017 (3,591 units).
- In the accumulated 9M2018, Randon sold 14,899 units, a volume that already exceeds the total produced by the Company in all of 2017.
- The market share in the quarter reached 39.4%, down from 43.0% in 3Q2017. This reduction reflects a larger volume of trailers shipped to foreign markets, taking advantage of the favorable exchange rate.

OVERVIEW

VEHICLES AND TRAILERS

RAILCARS



- The railcar market is still waiting the renewal of railway concessions, which has led to a reduction in the sales of this segment;
- In 3Q2018, Randon sold 86 railcars, against 118 units in the same period of the previous year (-27.1%);
- Despite smaller volumes, the Company has scheduled deliveries for the next quarter;
- The railcars will be manufactured in the new Randon Araraquara unit.

SPECIALTY VEHICLES



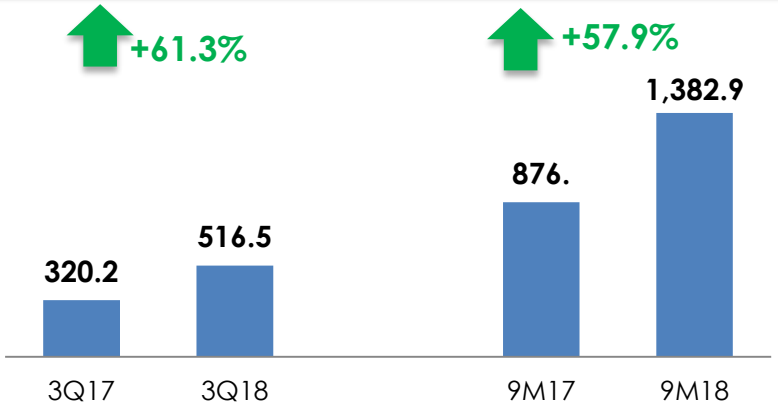
- In 3Q2018, 133 products were sold, an increase of 60.2% compared to 3Q2017 (83 units);
- In the accumulated 9M2018, sales totaled 373 units, an increase of 32.3% compared to the same period of 2017 (282 units);
- In this quarter, Randon Veículos delivered the last units of the backhoe loaders lot sold to the Government of the State of Rio Grande do Sul.



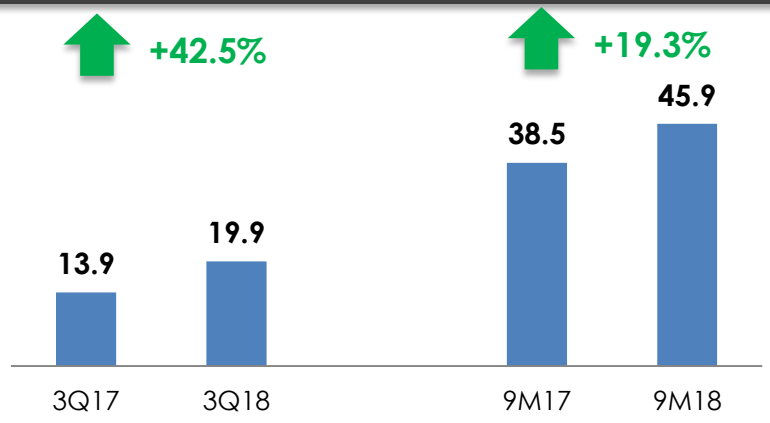
VEHICLES AND TRAILERS

PERFORMANCE

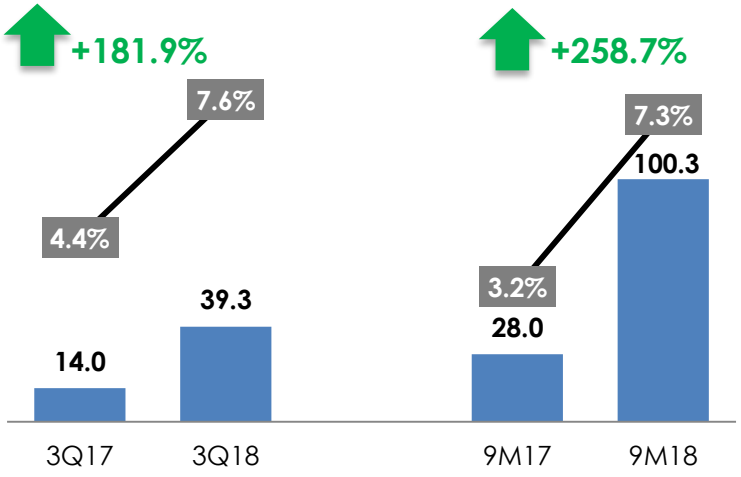
Consolidated Net Revenue (R$ million)



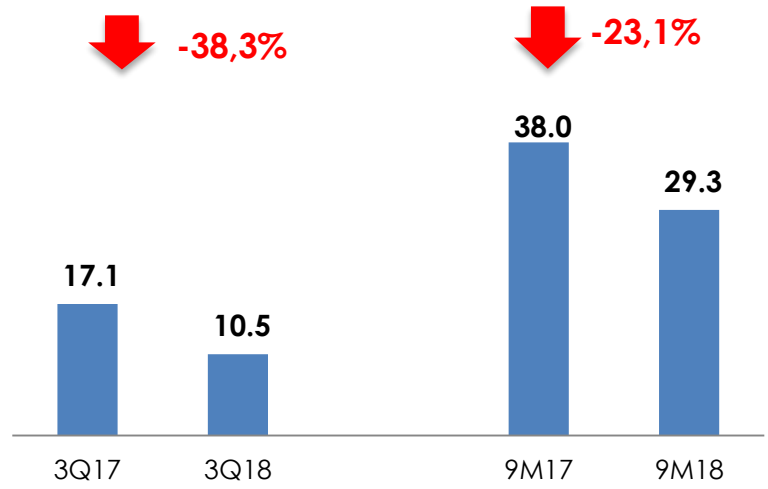
Exports (US$ million)



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

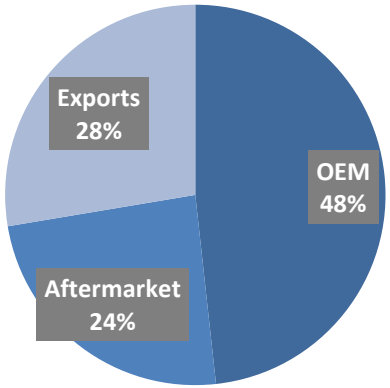
Diversified base of clients
Customer segmentation from OEM to aftermarket and exports;

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



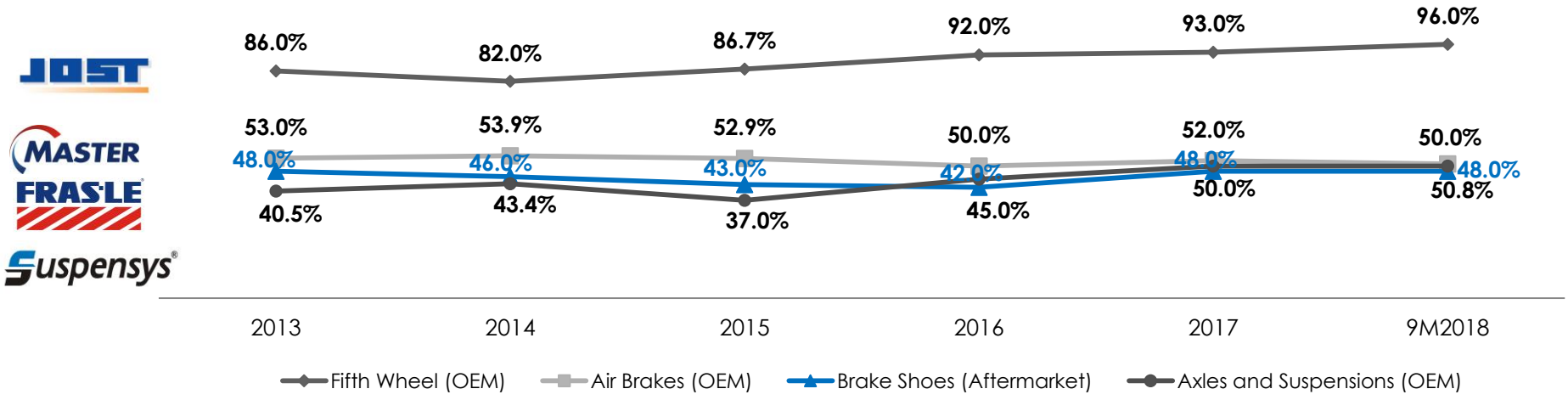
OEM
(*Original Equipment Manufacturer*)
Commercial vehicles – trucks, buses and trailers

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

	3Q18		3Q17		Δ% Un.	9M18		9M17	
	Un.	% CNR	Un.	% CNR		Un.	% CNR	Un.	% CNR
Auto parts		**49.7%**		**53.7%**			**50.7%**		**52.6%**
Friction Material (un.)(*)	26,741	22.4%	18,184	27.3%	47.1%	76,483	24.9%	53,192	28.3%
Brakes (un.)	173,128	8.7%	128,255	8.2%	35.0%	458,264	8.0%	357,814	7.9%
Coupling Systems (un.)	33,280	4.3%	22,142	3.9%	50.3%	88,293	4.1%	54,058	3.6%
Suspension and axles (un.)(**)	9,161	10.1%	5,145	9.3%	78.1%	22,744	9.5%	14,214	8.2%
Hubs and drums (un.)(**)	127,192	4.3%	109,546	5.1%	16.1%	343,848	4.3%	277,152	4.7%

(*) As of 1Q2018 the volumes of friction material were reported in units instead of tons, unifying the unit of measure.
(**) Suspensions, hubs and drums volumes were reclassified in order to facilitate the market monitoring of Suspensys and Castertech companies after the migration to the new business model in January 2017. To see the updated volumes history check our website: ri.randon.com.br/en



Own proving ground



Focus on client



Constant Innovation



Exports to more than 100 countries



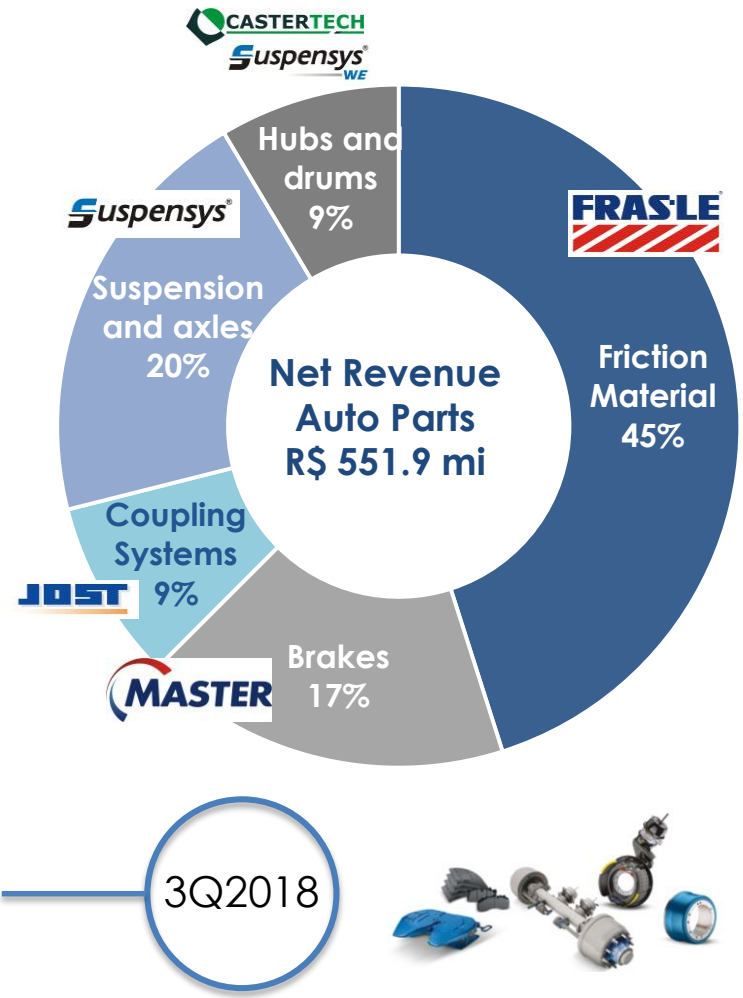
Joint Ventures with world class partners



Plants and distribution centers in Brazil and abroad

OVERVIEW

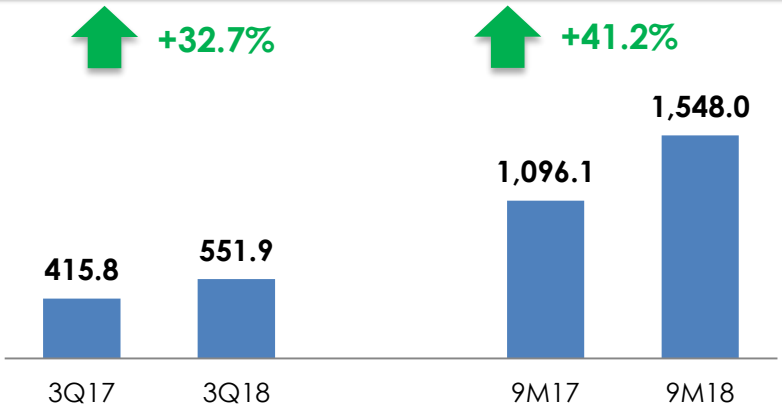
AUTO PARTS



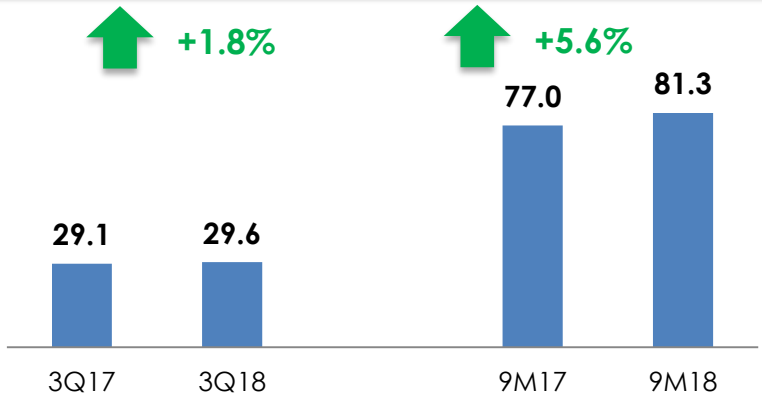
- The renewal of the fleet benefits the commercial vehicle sector, specially heavy and semi heavy trucks;
- As a result, truck production continues to show increasing volumes, mainly for the domestic market, which is mitigating the impact of reduced exports to Argentina;
- The sales of trucks in Brazil in the accumulated of the year show this reality: 52,779 units sold in 9M2018, against 35,364 units in 9M2017 (+ 49.2%);
- This positive scenario increases demand of OEMs for auto parts, directly benefiting the volumes of the companies of this division and that are more related to this market.
- In this sense, Net Revenues of the Auto Parts Division achieved a total of R$ 551.9 million in 3Q2018 an increase of 32.7% compared to 3Q2017 (R$ 415.8 million). In 9M2018, the growth was even greater; it was 41.2% higher than 9M2017.

AUTO PARTS
PERFORMANCE

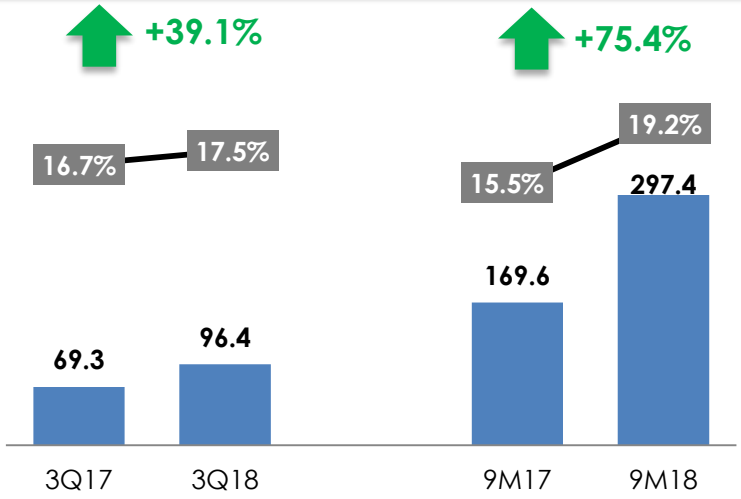
Consolidated Net Revenue (R$ million)



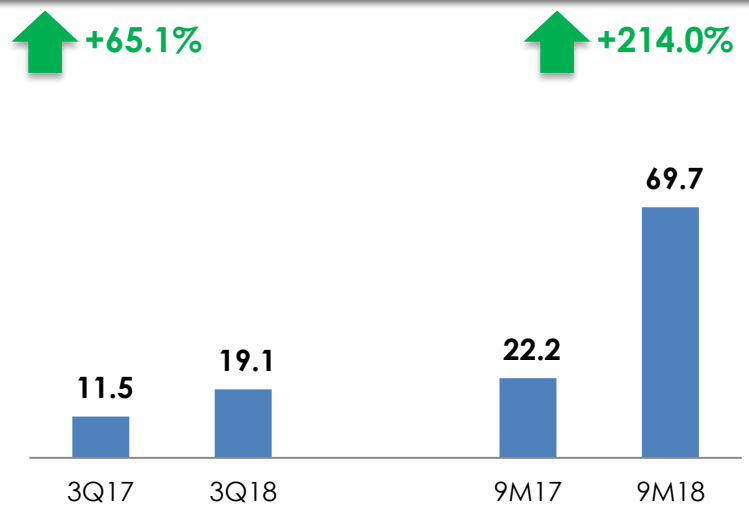
Exports (US$ million)



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					
3Q18	3Q17	Δ%	9M18	9M17	Δ%
3,941	3,541	11.3%	9,720	9,911	-1.9%

28 Thousand Customers

Quotas Commercialized **196 thousand**

Active Quotas **61 thousand**

Quotas Awarded **98 thousand**

Accrued Administration Fee **R$ 559 million**

Assets **R$ 324 mn**

Number of Customers **1,136**

Equity **R$ 83 mn**

9M2018

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.

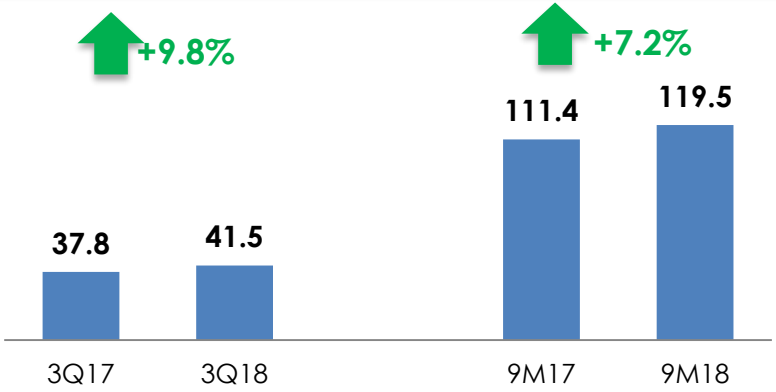
PRODUCTS:
CDC, Working Capital, Vendor, Discounting Receivables, FINAME and *Floor Plan*.

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

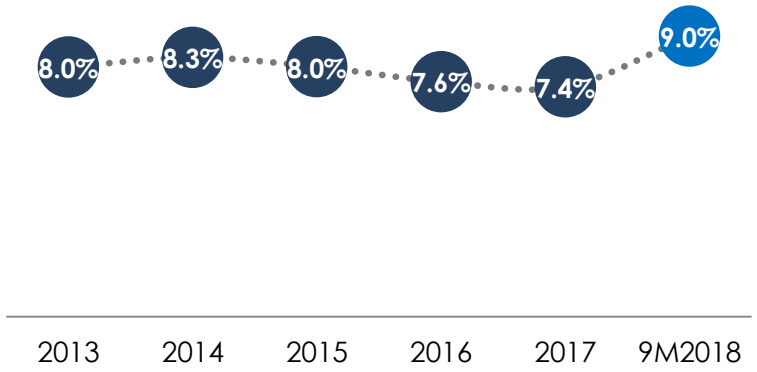
FINANCIAL RESULTS

PERFORMANCE

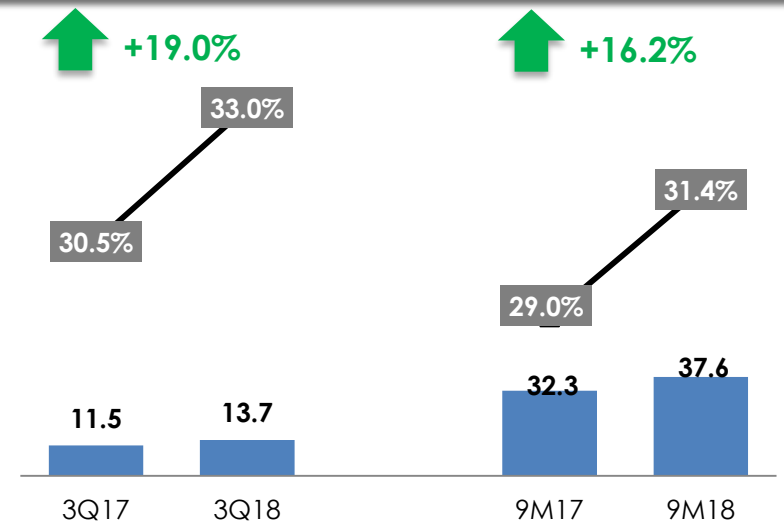
Consolidated Net Revenue (R$ million)



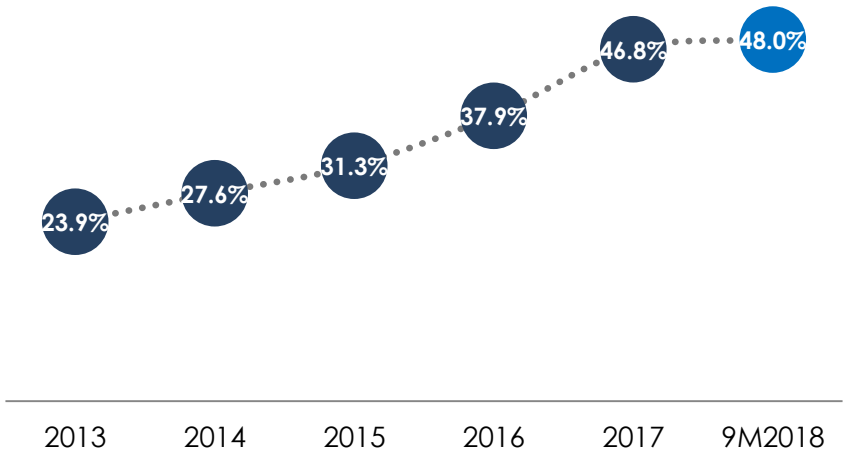
Randon Bank - ROE (%)



Consolidated EBITDA | EBITDA Margin (R$ million)



Randon Consórcios - ROE (%)



HIGHLIGHTS

MARKET



Trailers

*** Production			
3Q18	3Q17	9M18	9M17
13,689	7,310	**34,508**	20,005
87.3%		72.5%	

** Sales			
3Q18	3Q17	9M18	9M17
12,378	6,524	**31,793**	17,326
89.7%		83.5%	

*Data from ANFAVEA



Trucks

* Production			
3Q18	3Q17	9M18	9M17
27,590	23,180	**77,254**	59,201
19.0%		30.5%	

* Sales			
3Q18	3Q17	9M18	9M17
20,754	13,909	**52,779**	35,364
49.2%		49.2%	

** Data from ANFIR



Buses

* Production			
3Q18	3Q17	9M18	9M17
8,096	6,155	**23,051**	16,128
31.5%		42.9%	

* Sales			
3Q18	3Q17	9M18	9M17
4,910	3,665	**10,483**	8,562
34.0%		22.4%	

*** 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 120 days;
- Optimism for 4Q2018;
- Economy is growing at a moderate rate;
- Post elections scenario.

HIGHLIGHTS

CONSOLIDATED RESULTS

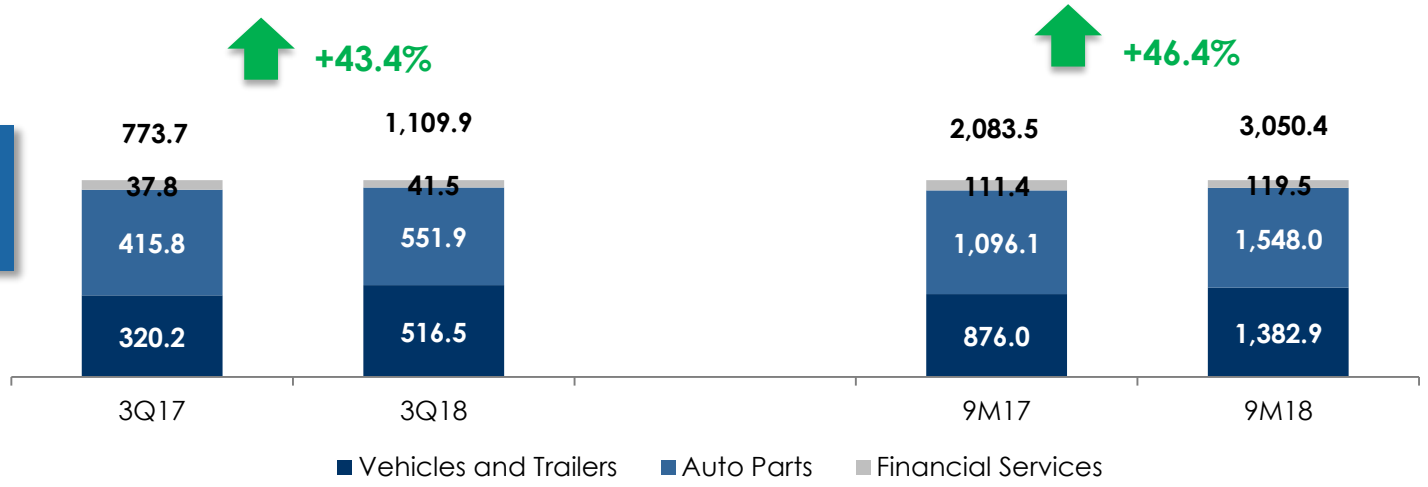
	3Q18	3Q17	Δ%	9M18	9M17	Δ%
Total Gross Revenue (*)	1,597,274	1,116,812	43.0%	4,347,357	2,992,541	45.3%
Domestic market	1,403,154	979,114	43.3%	3,884,206	2,623,333	48.1%
Foreign market	194,120	137,698	41.0%	463,150	369,208	25.4%
Foreign market in *US$*	49,449	43,004	15.0%	127,240	115,472	10.2%
Consolidated Net Revenue	1,109,873	773,703	43.4%	3,050,375	2,083,546	46.4%
Consolidated Gross Profit	272,274	193,760	40.5%	733,035	494,137	48.3%
Gross Margin (%)	24.5%	25.0%	-0.5 p.p.	24.0%	23.7%	0.3 p.p.
Consolidated Net Profit	41,650	22,571	84.5%	116,284	43,137	169.6%
Net Margin (%)	3.8%	2.9%	0.8 p.p.	3.8%	2.1%	1.7 p.p.
Consolidated EBITDA (**)	149,418	94,747	57.7%	435,205	229,855	89.3%
EBITDA Margin (%)	13.5%	12.2%	1.2 p.p.	14.3%	11.0%	3.2 p.p.

(*) Without eliminating intercompany sales

Values: R$ Thousand

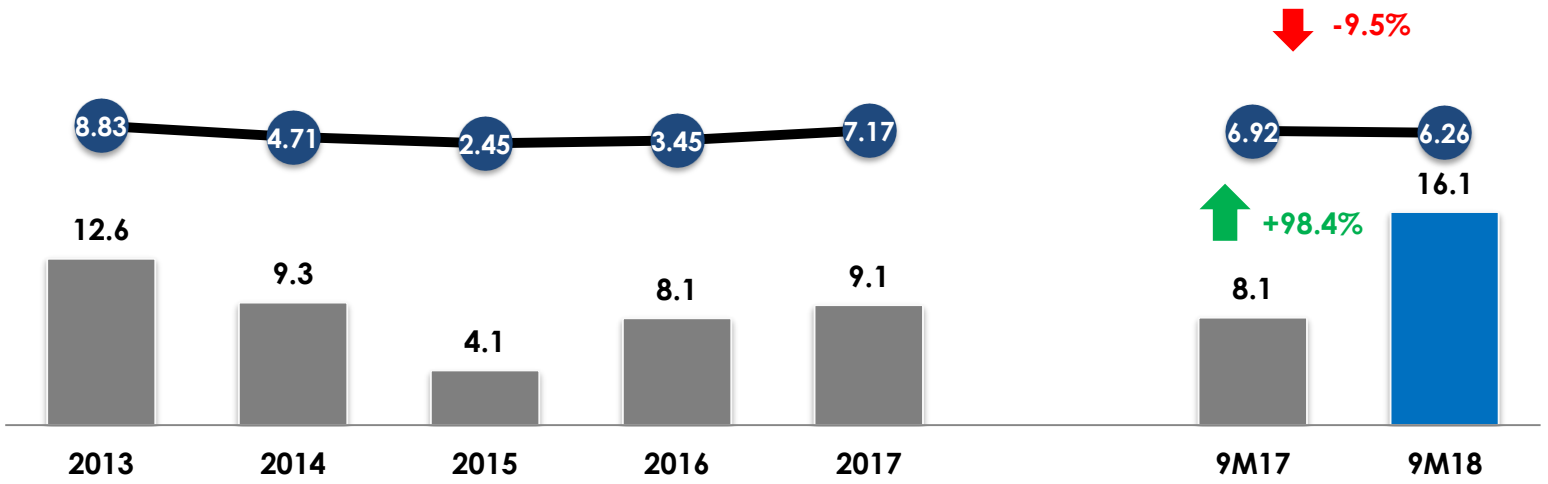
(**) Adjusted EBITDA 3Q2018: R$ 176.4 million (15.0% Margin) | Adjusted EBITDA 9M2018: R$ 424.1 million (13.6% Margin)

Consolidated Net Revenue by Segment

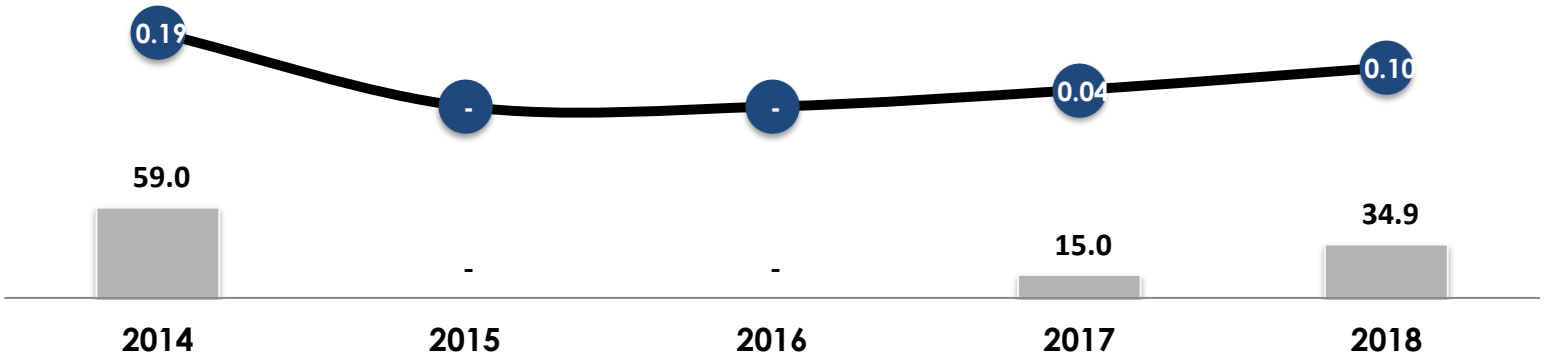


CAPITAL MARKETS

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



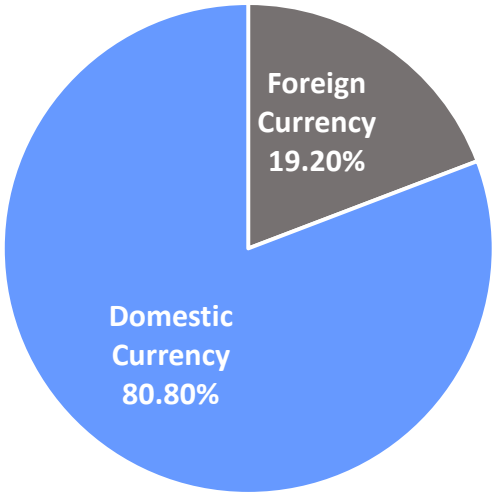
Dividends and Interest on Equity - R$ million | R$ per share



FINANCIAL RESULTS

Gross Debt Breakdown 9M2018 - R$ million | %

Total gross debt	R$ 2,993.7
Gross debt in BR currency	R$ 2,418.8
Gross debt in foreign currency	R$ 574.9
USD rate (September 30, 2018)	R$ 4.0039

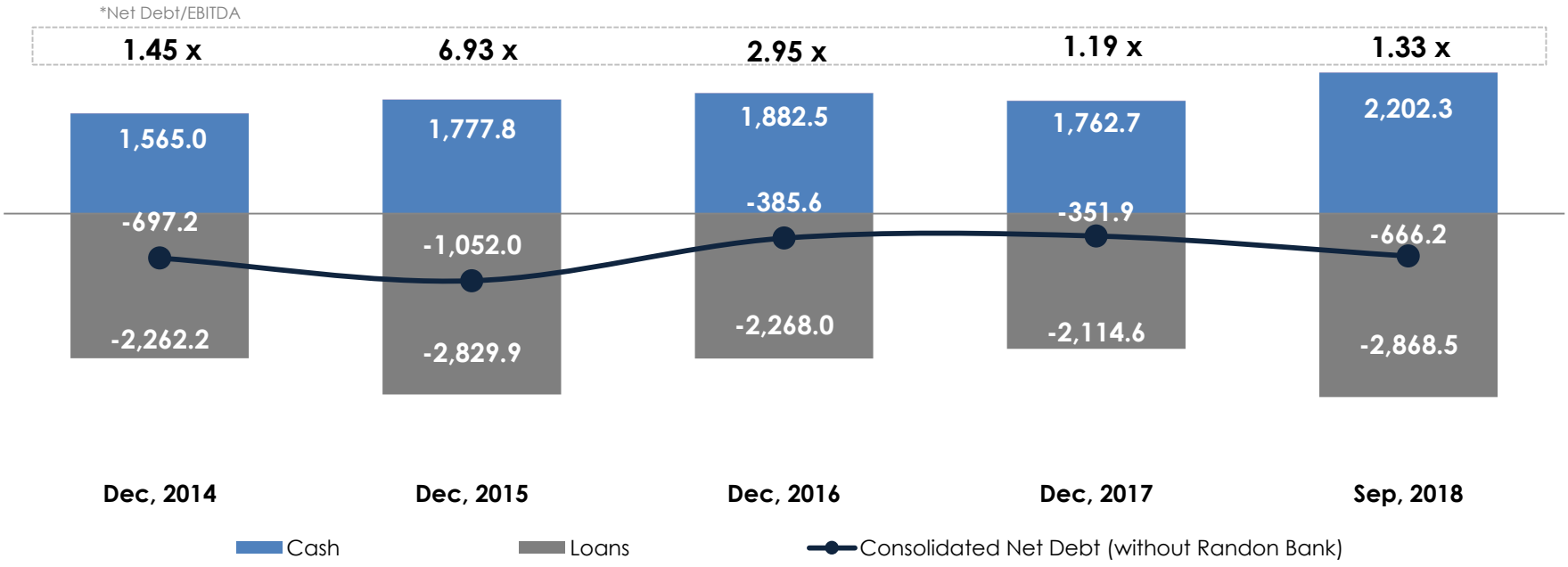


Consolidated Working Capital - R$ million



FINANCIAL RESULTS

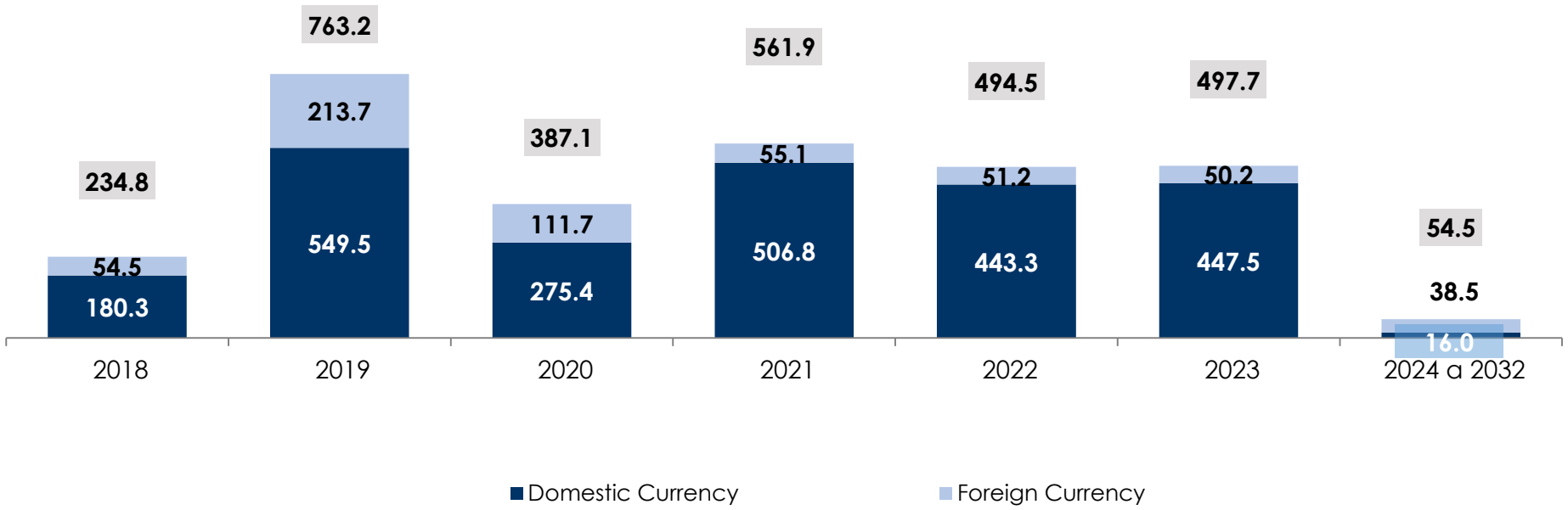
Consolidated Net Debt (without Randon Bank) - R$ million



The chart above shows the company's debt, without the cash and debt indicators of Randon Bank.
Consolidated net debt at the end of September 2018 amounts to R$ 896.6 million, a multiple of 1.75 times EBITDA over the last 12 Months.

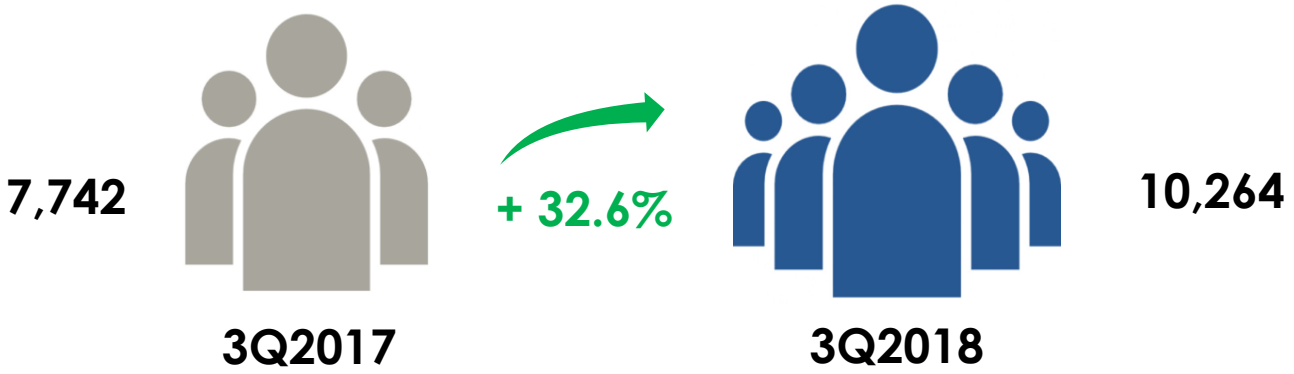
FINANCIAL RESULTS

Schedule of Debt Payment 9M2018 - R$ million

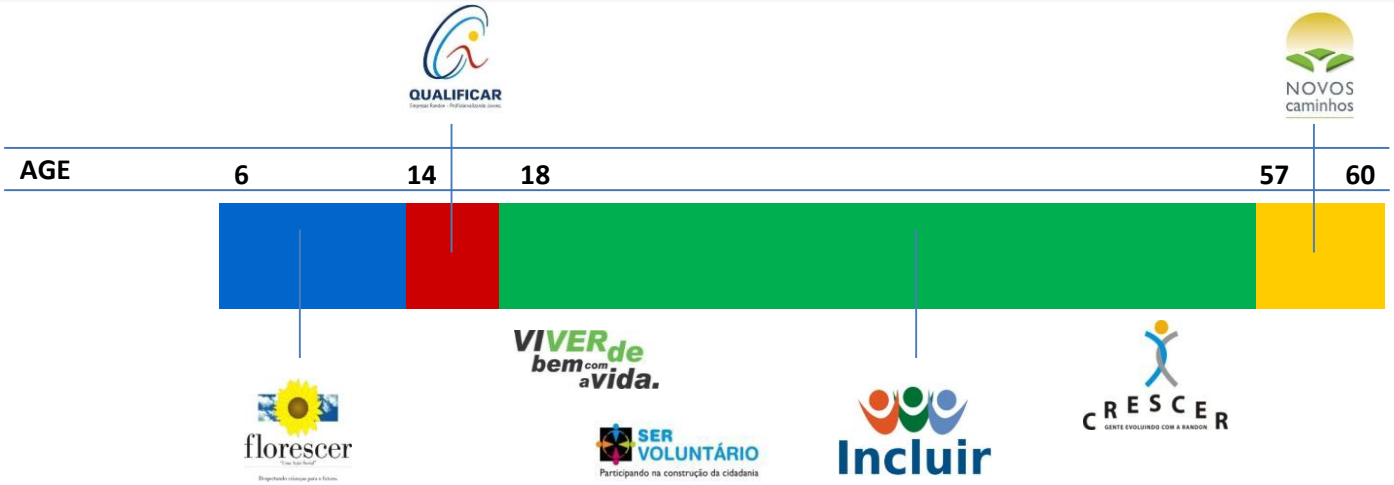


SUSTAINABILITY

Employees



Social Responsibility - Programs

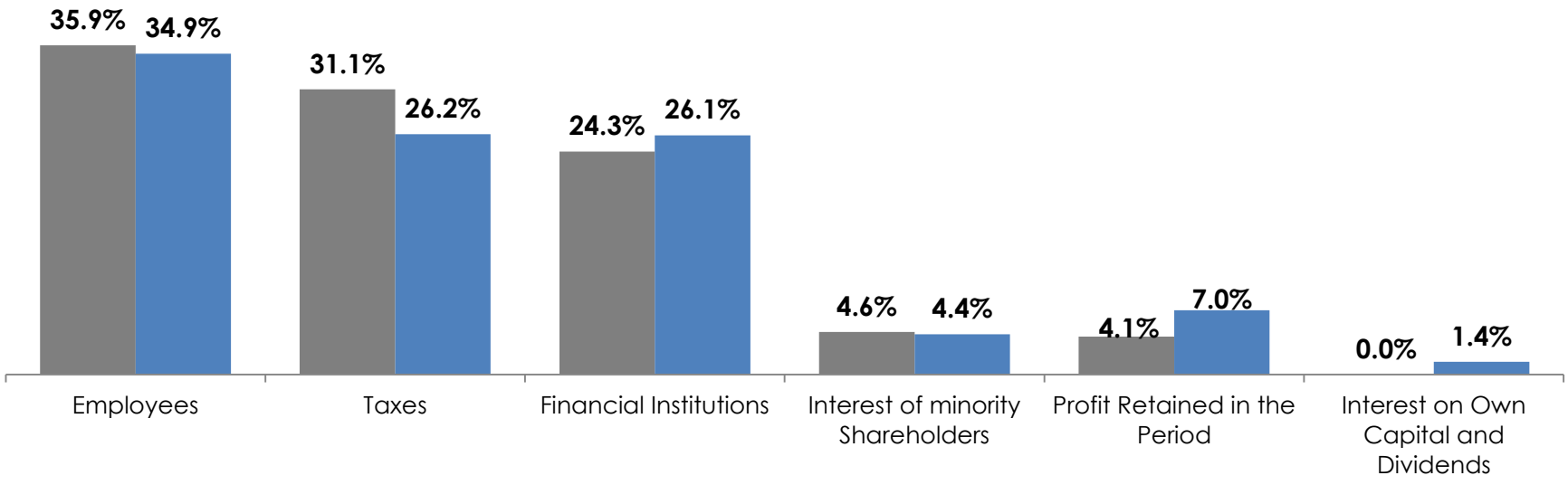


SUSTAINABILITY

Consolidated Added Value

9M2017 - R$ 1.0 billion

9M2018- R$ 1.4 billion



Outlook

ECONOMY

- **GDP growth forecast**: +1.34% in 2018 and +2.49% in 2019*;
- **Grain Harvest**: Conab's first survey for the 2018-2019 crop estimates production of 233.6 million tons of grains**, which should be one of the best harvests in Brazilian history;
- Central bank signals **inflation** at 4.44% by the end of 2018*;
- **Interest rate (SELIC)** is expected to end 2018 at 6.50% per year*;
- Growth in **industrial production** estimated at 2.67% in 2018*.

RESULTS 4Q2018

- The 4Q2018 should register positive volumes of production of trucks and semi-trailers;
- However, the month of December may have reduced volumes due to the vacation period at OEMs and trailer manufacturers.

Source: * BACEN Report (FOCUS 10/19/2018)
** 1st Harvest Survey 2018/2019 - Conab

GUIDANCE 2018

	Guidance 2018	Accomplished 9M2018
○ **Total Gross Revenue (before consolidation)**	R$ 5.0 billion	R$ 4.3 billion
○ **Consolidated Net Revenue**	R$ 3.6 billion	R$ 3.1 million
○ **Revenues from Overseas***	US$ 300 million	US$ 202 million
○ **Imports**	US$ 51 million	US$ 57 million
○ **Investments**	R$ 140 million	**R$ 99 million

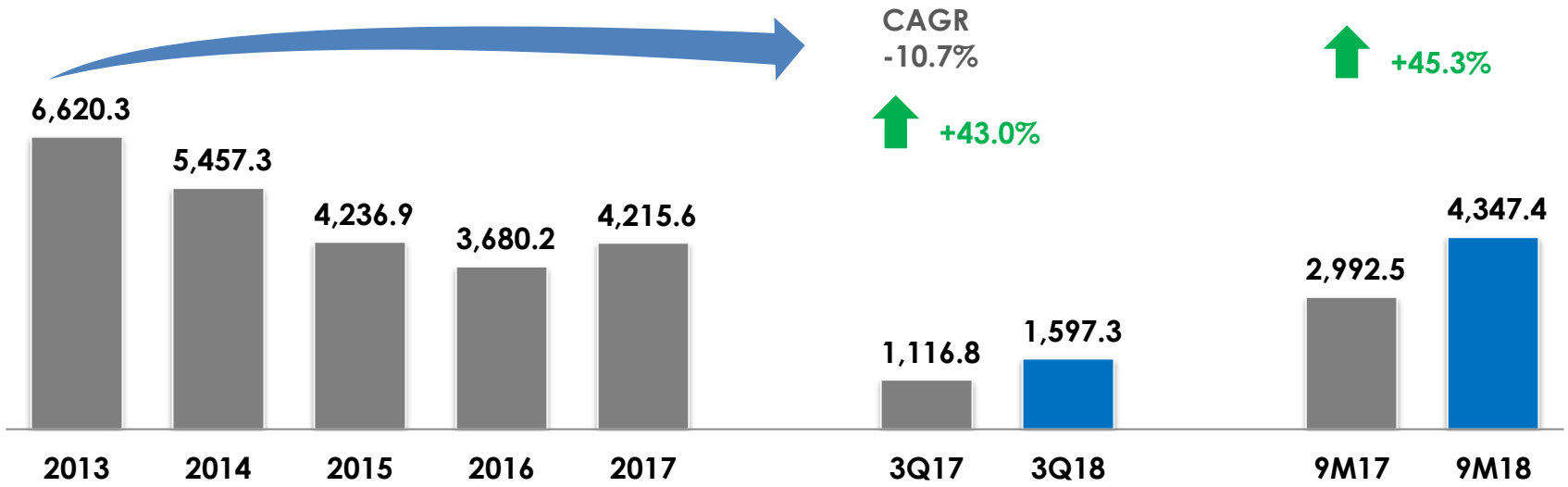
**Exports from Brazil + Operations Overseas*
*** Investment in Ask Fras-le: R$ 23.8 million*

RANDON®

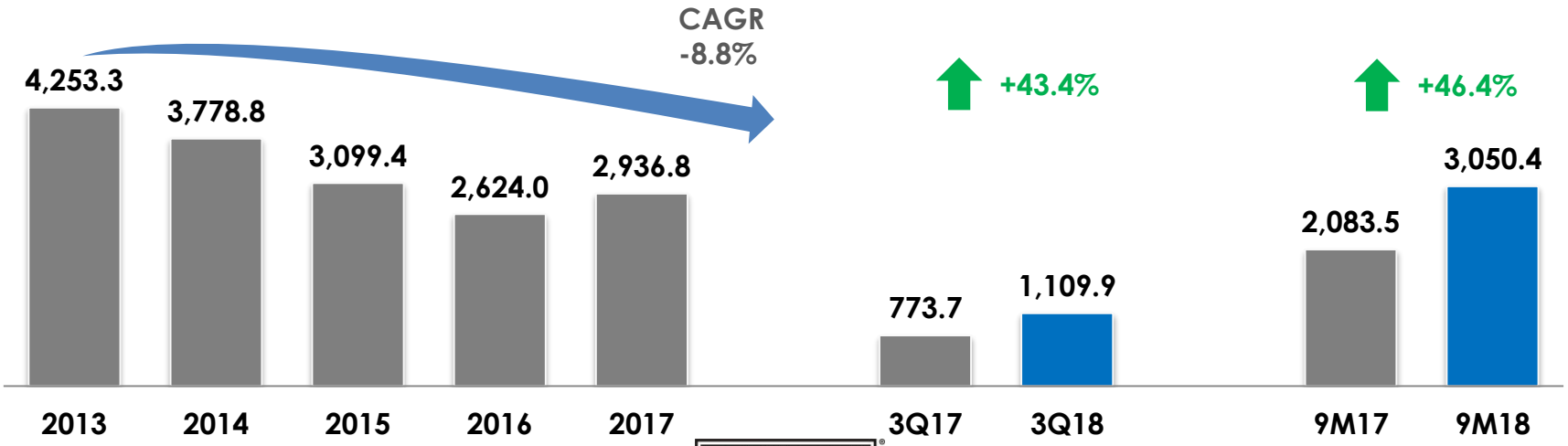


FINANCIAL RESULTS

Total Gross Revenue - Including Intercompany Sales - R$ million

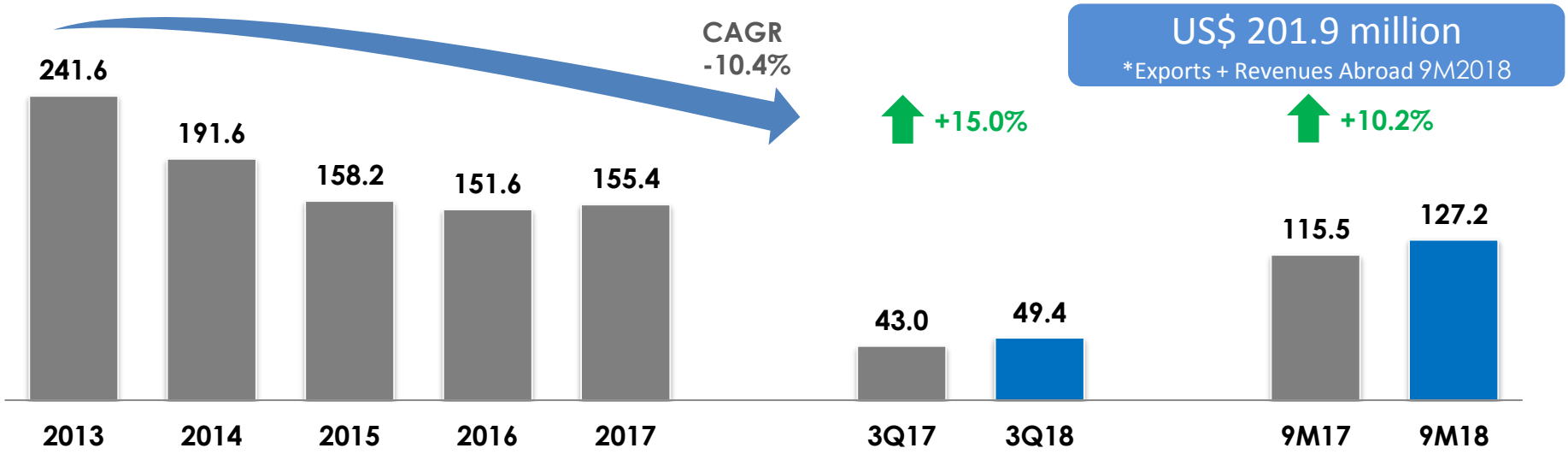


Consolidated Net Revenue - R$ million

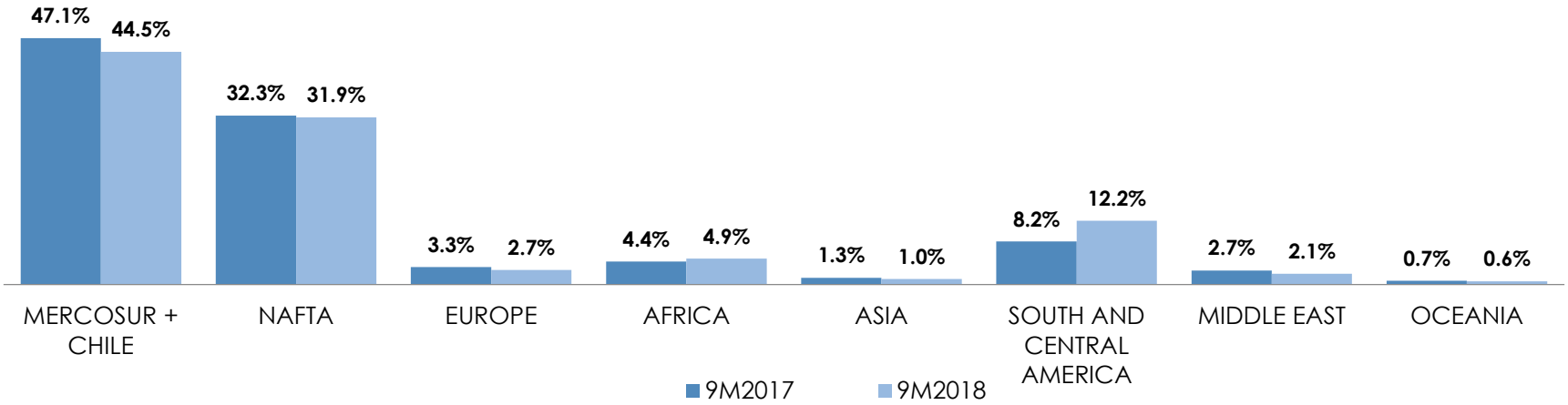


OPERATING RESULTS

Exports - US$ million

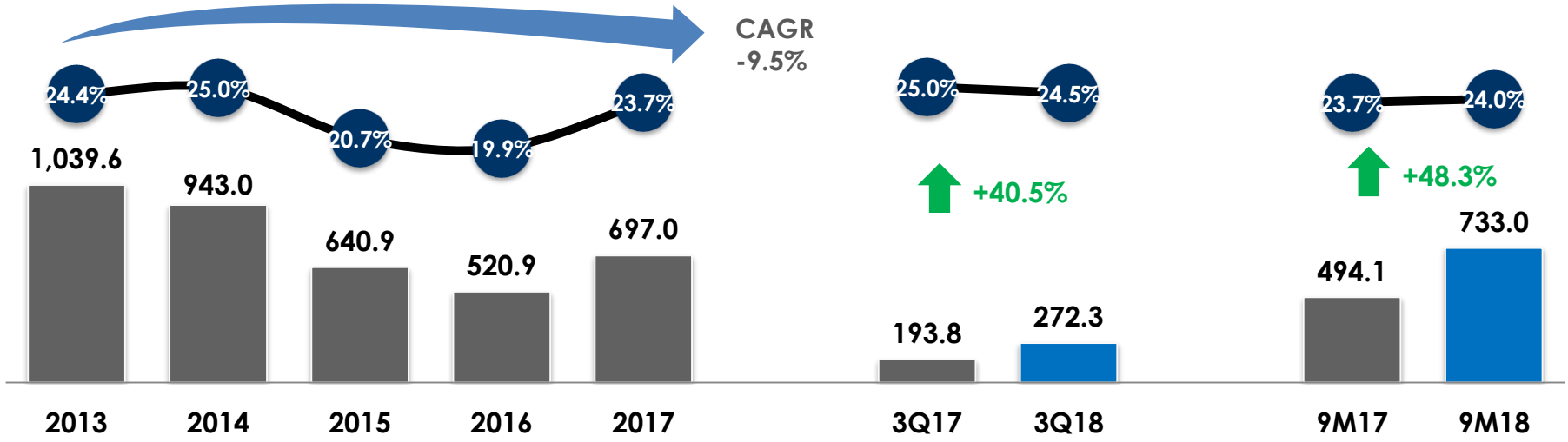


Exports – Destination by Economic Block | US$ million



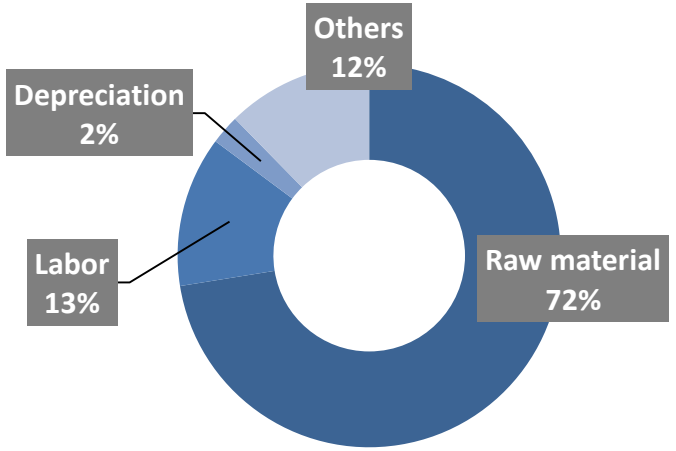
FINANCIAL RESULTS

Gross Profit | Gross Margin - R$ million



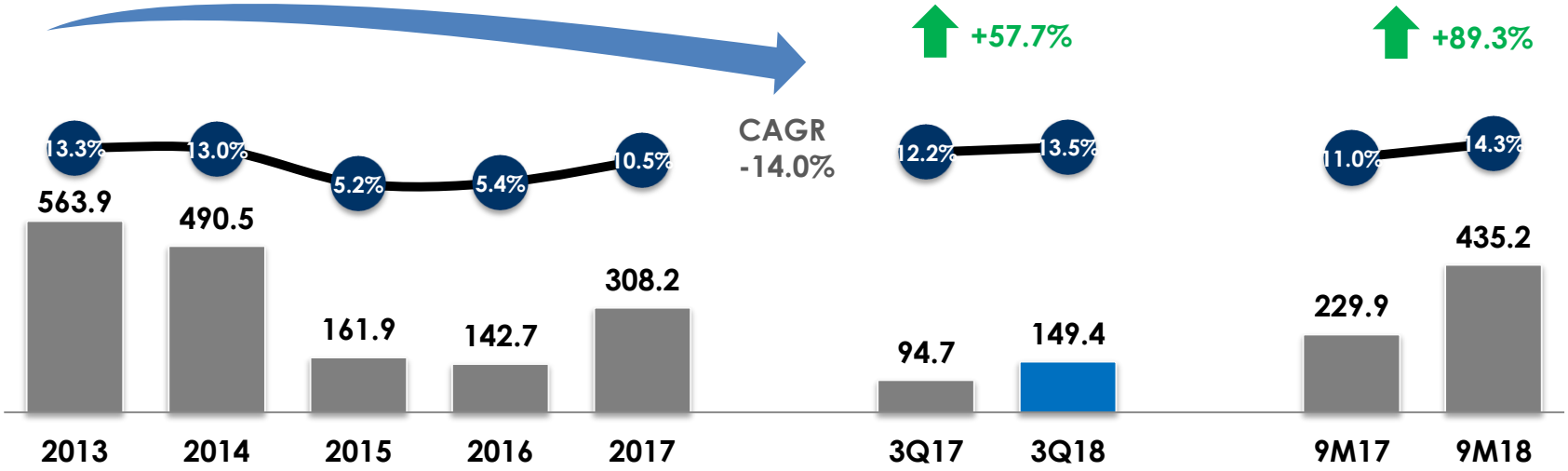
Consolidated COGS Breakdown | R$ million

COGS 9M2018
R$ 2.3 billion
(76.0% of Net Revenue)

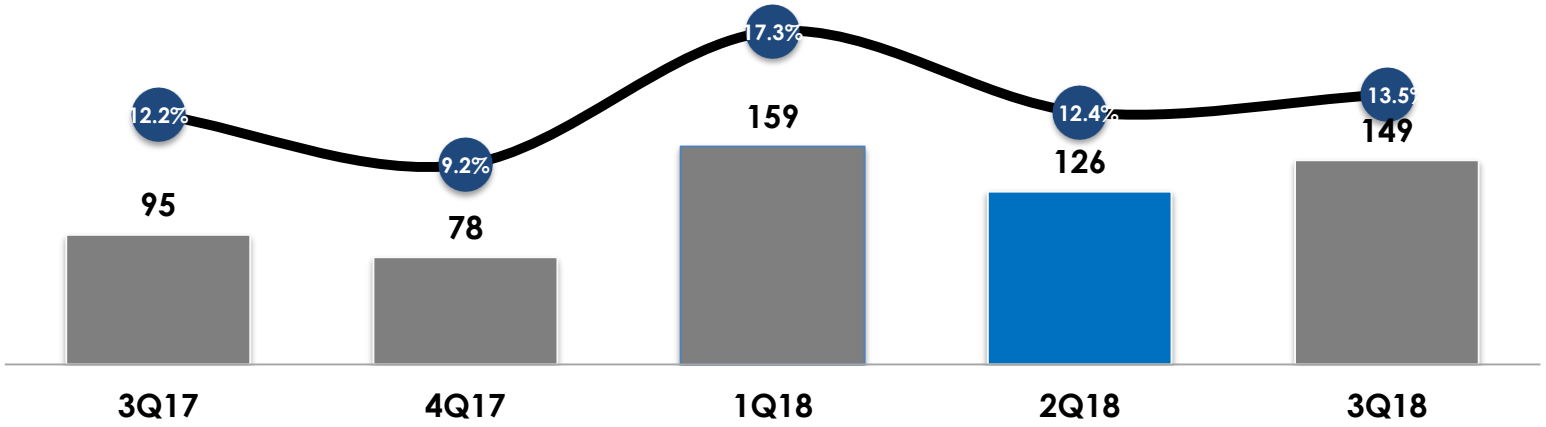


FINANCIAL RESULTS

EBITDA | EBITDA Margin - R$ million

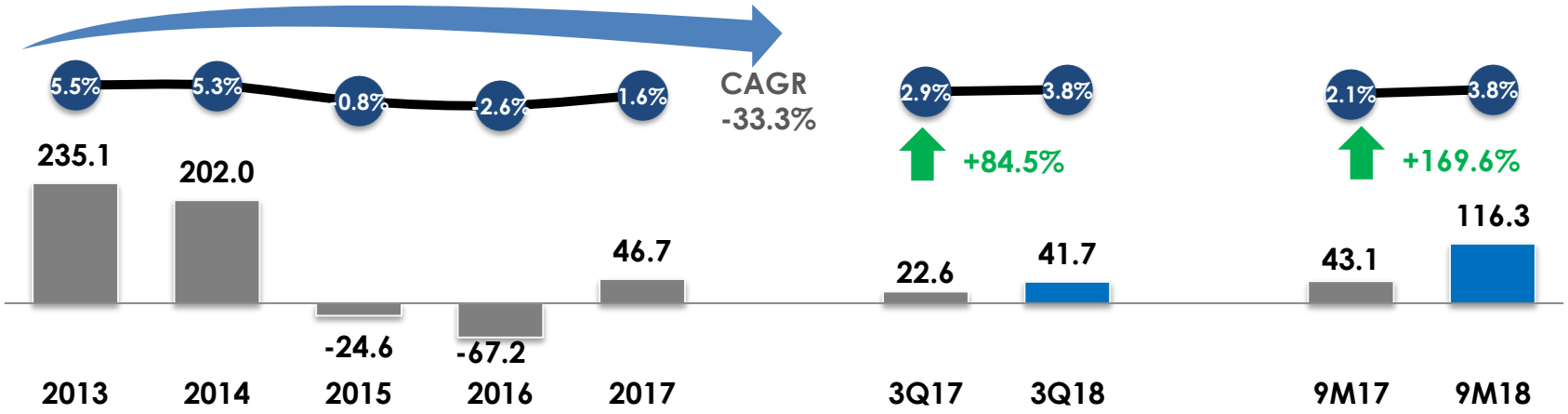


EBITDA | Quarterly EBITDA Margins - R$ million

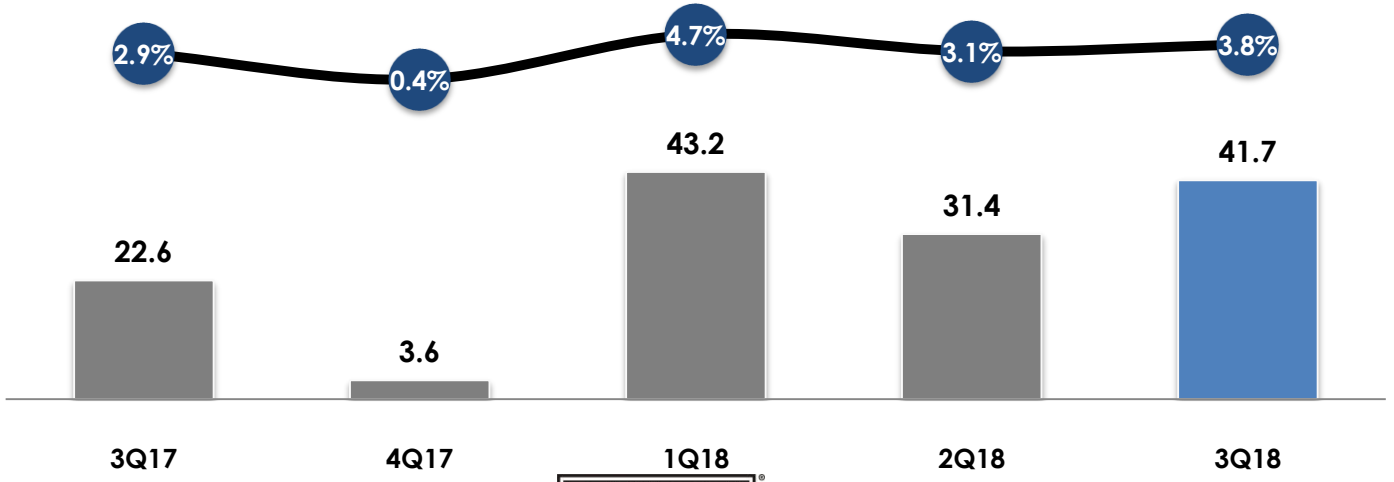


FINANCIAL RESULTS

Net Income | Net Margin- R$ million



Net Income | Quarterly Net Margin - R$ million

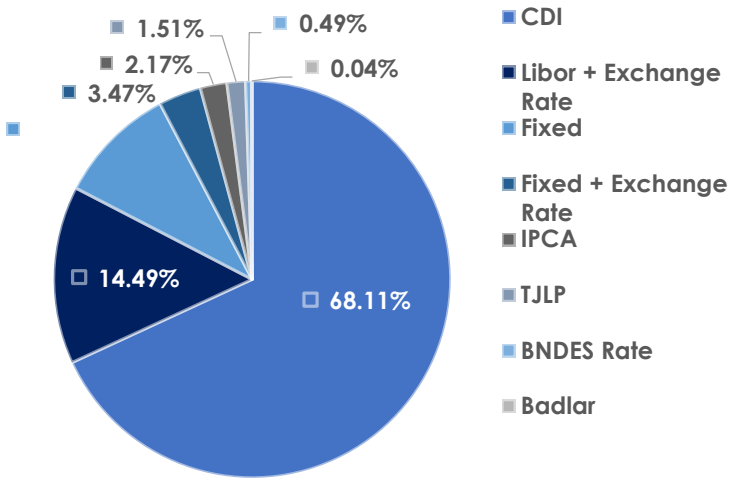


RANDON

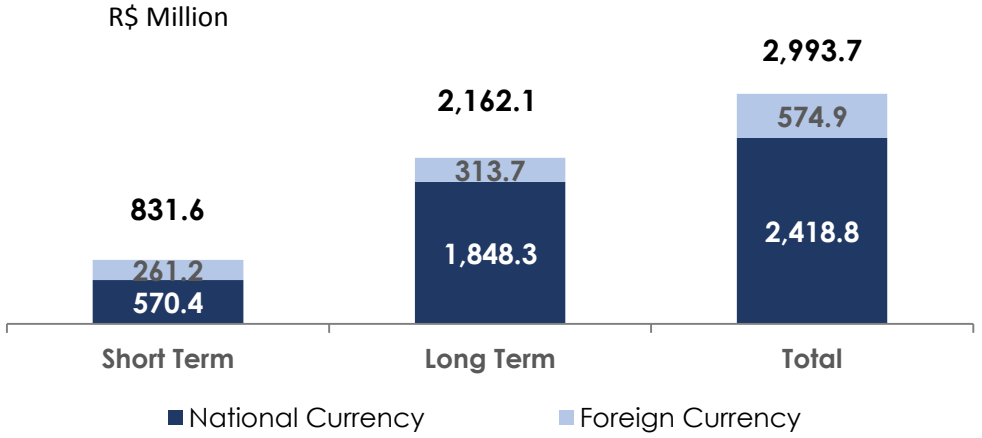
FINANCIAL RESULTS

Gross Debt Breakdown - R$ million | %

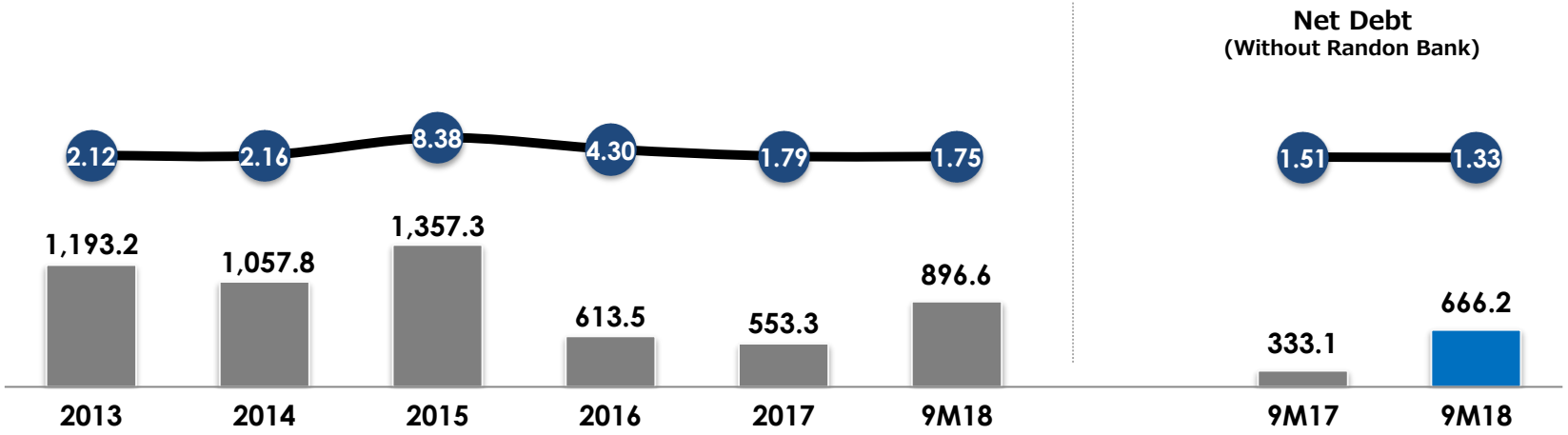
Gross Debt Indexes



Origin of Debt - Short and Long Term
September/2018

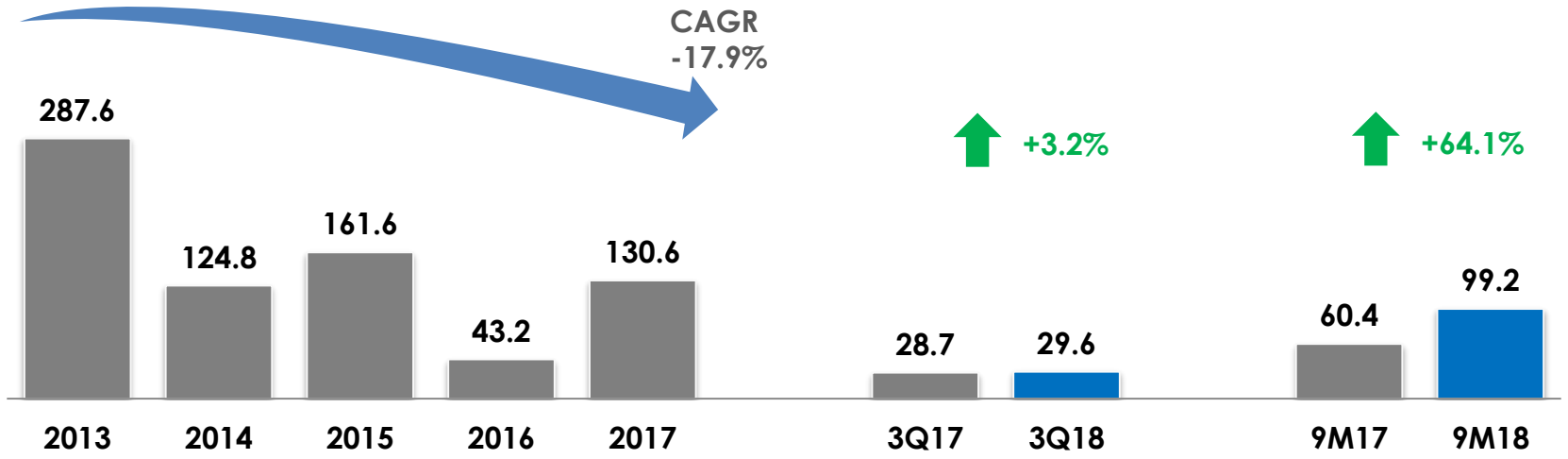


Debt | Net Debt/EBITDA - R$ million

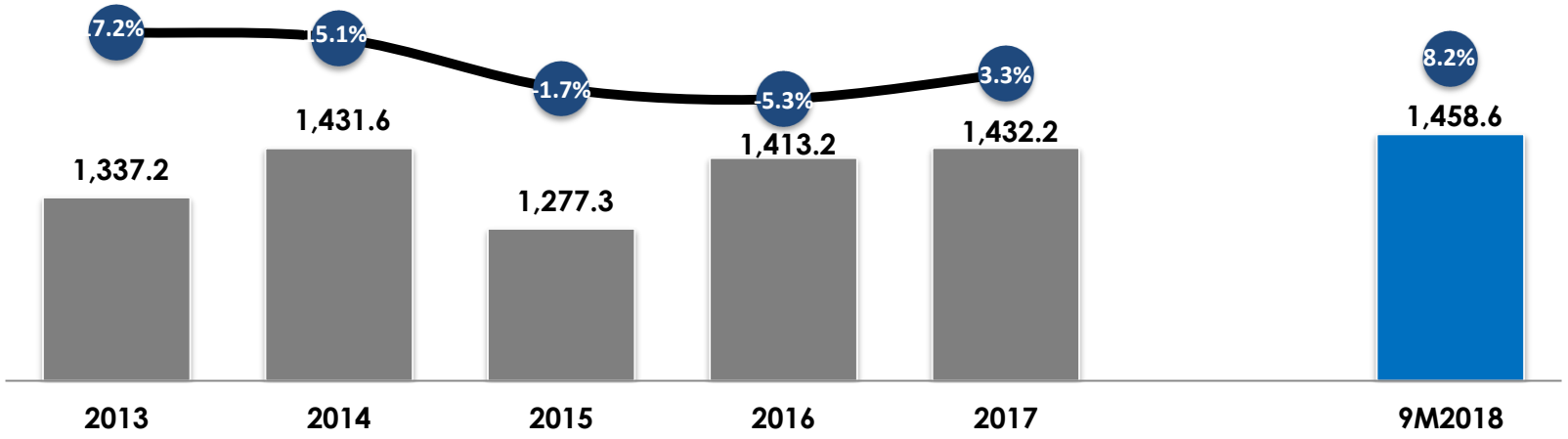


FINANCIAL RESULTS

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		
	3Q18	**3Q17**	**Δ%**	**3Q18**	**3Q17**	**Δ%**	**3Q18**	**3Q17**	**Δ%**	**3Q18**	**3Q17**	**Δ%**
Gross Revenue	628,801	387,368	62.3%	707,607	540,706	30.9%	45,961	41,691	10.2%	1,382,369	969,765	42.5%
Deduction in Gross Revenue	(112,251)	(67,173)	67.1%	(155,739)	(124,956)	24.6%	(4,505)	(3,933)	14.6%	(272,496)	(196,062)	39.0%
Net Revenue	**516,550**	320,194	61.3%	**551,868**	415,750	32.7%	**41,456**	37,758	9.8%	**1,109,873**	773,703	43.4%
Costs of Sales and Service	**(441,313)**	(273,714)	61.2%	**(393,567)**	(304,870)	29.1%	**(2,719)**	(1,358)	100.2%	**(837,599)**	(579,943)	44.4%
Gross Profit	**75,237**	46,480	61.9%	**158,301**	110,880	42.8%	**38,737**	36,400	6.4%	**272,274**	193,760	40.5%
GROSS Margin (%)	14.6%	14.5%	0.0 p.p.	28.7%	26.7%	2.0 p.p.	93.4%	96.4%	-3.0 p.p.	24.5%	25.0%	-0.5 p.p.
Operating Expenses	(46,343)	(41,387)	12.0%	(82,461)	(60,904)	35.4%	(25,141)	(24,997)	0.6%	(153,946)	(127,288)	20.9%
EBIT	**28,893**	5,093	467.3%	**75,839**	49,976	51.8%	**13,596**	11,403	19.2%	**118,328**	66,473	78.0%
EBITDA(*)	**39,347**	13,960	181.9%	**96,386**	69,284	39.1%	**13,685**	11,502	19.0%	**149,418**	94,747	57.7%
EBITDA Margin	**7.6%**	4.4%	3.3 p.p.	**17.5%**	16.7%	0.8 p.p.	**33.0%**	30.5%	2.5 p.p.	**13.5%**	12.2%	1.2 p.p.

(*) Adjusted EBITDA 3Q2018: R$ 176.4 million (15% EBITDA Margin).

FINANCIAL RESULTS

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

	3Q2017	4Q2017	2017	1Q2018	2Q2018	3Q2018
Consolidated Net Revenue	**773.7**	**853.2**	**2,936.8**	**921.6**	**1,018.9**	**1,109.9**
% Vehicles and Trailers	41.4%	46.8%	43.4%	40.6%	45.3%	46.5%
% Auto Parts	53.7%	48.8%	51.5%	53.1%	50.7%	49.7%
% Financial Services	4.9%	4.4%	5.1%	6.3%	4.0%	3.7%
Consolidated Gross Profit	**193.8**	**202.9**	**697.0**	**217.1**	**243.7**	**272.3**
% Gross Margin	25.0%	23.8%	23.7%	23.6%	23.9%	24.5%
EBITDA	**94.7**	**78.4**	**308.2**	**159.5**	**126.3**	**149.4**
% EBITDA Margin	12.2%	9.2%	10.5%	17.3%	12.4%	13.5%
Net Income	**22.6**	**3.6**	**46.7**	**43.2**	**31.4**	**41.7**
% Net Margin	2.9%	0.4%	1.6%	4.7%	3.1%	3.8%

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

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