RANDON



Trailers/Semi-trailers | Auto parts and systems | Specialty Vehicles | Services

RANDON IMPLEMENTOS | RANDON ARGENTINA | Suspensys An ArvinMeritor and Randon Company | FRAS-LE | MASTER | JOST | CASTERTECH | RANDON VEÍCULOS | RANDON CONSÓRCIOS











2Q08

CONFERENCE CALL PRESENTATION

August 7th, 2008

We make forward-looking statements that are subject to risks and uncertainties. These statements are based on the beliefs and assumptions of our management, and on information currently available to us. Forward-looking statements include statements regarding our intent, belief or current expectations or that of our directors or executive officer.

Forward-looking statements also include information concerning our possible or assumed future results of operations, as well as statements preceded by, followed by, or that include the words ''believes,'' ''may,'' ''will,'' ''continues,'' ''expects,'' ''anticipates,'' ''intends,'' ''plans,'' ''estimates'' or similar expressions.

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

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Highlights of the Period

- R$1.11 billion gross revenue in 2Q08 (+23.3%) and R$2.12 Billions in 1H08 (+25.0%)
- R$752.4 million net revenue in 2Q08(+18.2%) and R$1.45 billion in 1H08 (+22.2%)
- US$138.5 million exports (1H08), +37.0% over 1H07
- Growth in gross margin from 26.8% (1H07) to 27.2% (1H08) and EBITDA - R$243.2 million, +29.3% over 1H07 (R$188.1 MM)
- R$67.6 million net income in 2Q08 and R$121.6 million in 1H08, growth of 42.6% over 1Q07 and 45.8% over 1H07
- Investments reached R$98.5 million in 1H08 against R$76.3 million in 1H07
- RAPT4 average daily traded volume in 1H08 at R$5.4 million (R$4.9 million in 1H07)

Market Overview

- Economy in continuous expansion, thriving demand and fast-paced automotive chain production;
- According to data by ANFAVEA(1), truck production reached 79,198 units in 1H08, 27.4% up from 1H07;
- Prospects of record crop for 2007/08: 142.42 million tonnes(2), 8.1% above the 2006/07 crop, mainly from corn and soybean;
- Growing inflationary pressure on the commodities, steel, energy and oil sectors globally;

Source: (1) July Letter/08 (2)CONAB – 10th Survey

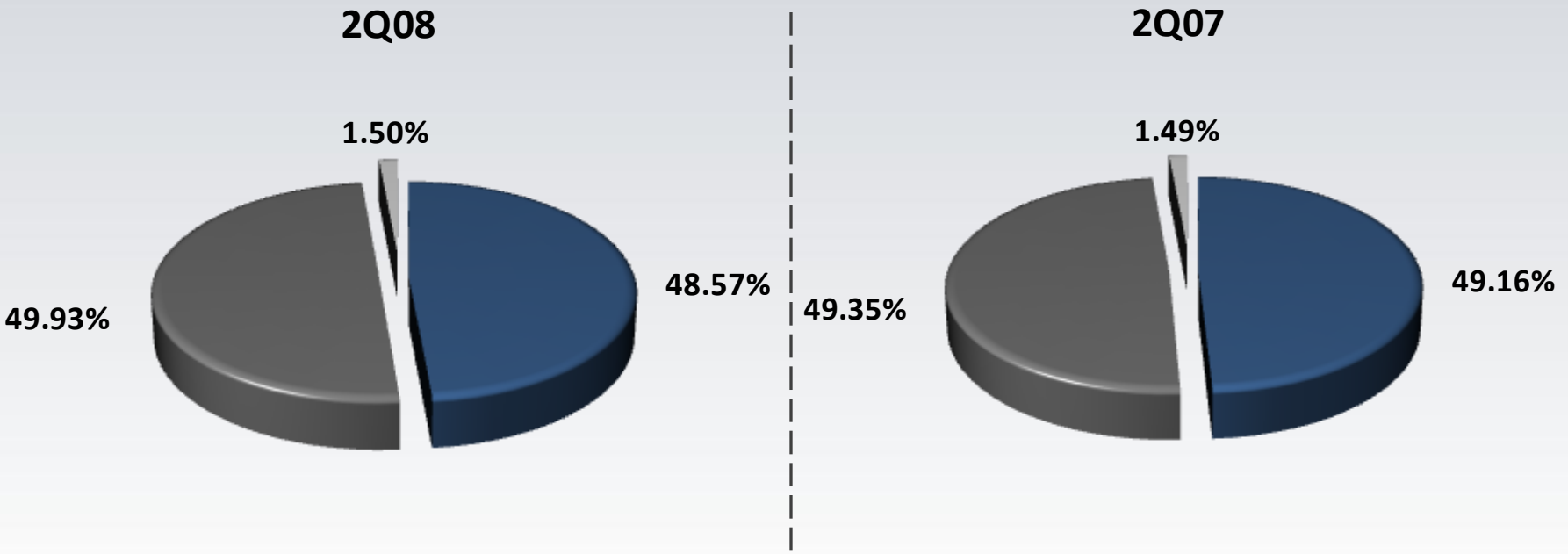
Operating Performance

Units Sold *(un.)*

SEGMENT	2Q08	2Q07	Δ%	1H08	1H07	Δ%
Trailers / semi-trailers	6,446	5,228	23.3	11,728	9,807	19.6
Trailers / semi-trailers Argentina	325	261	24.5	633	496	27.6
Specialty Vehicles	139	99	40.4	256	191	34.0
Brakes (Z-Came/ S-Came /Quadraulic)	218,271	170,316	28.2	409,471	323,364	26.6
Fras-le Friction Materials (Ton.)	15,018	14,334	4.8	28,649	27.827	3.0
Landing Gears	11,028	8,606	28.1	20,575	15,852	29.8
Fifth-Wheels (Total)	14,458	11,894	21.6	27,681	21,218	30.5
Hubs/ Drums	64,528	50,703	27.3	123,525	97,177	27.1
Suspensions	22,277	16,518	34.9	42,824	31,677	35.2
Railways cars	36	-	n.m.	80	-	n.m.

Operating Performance

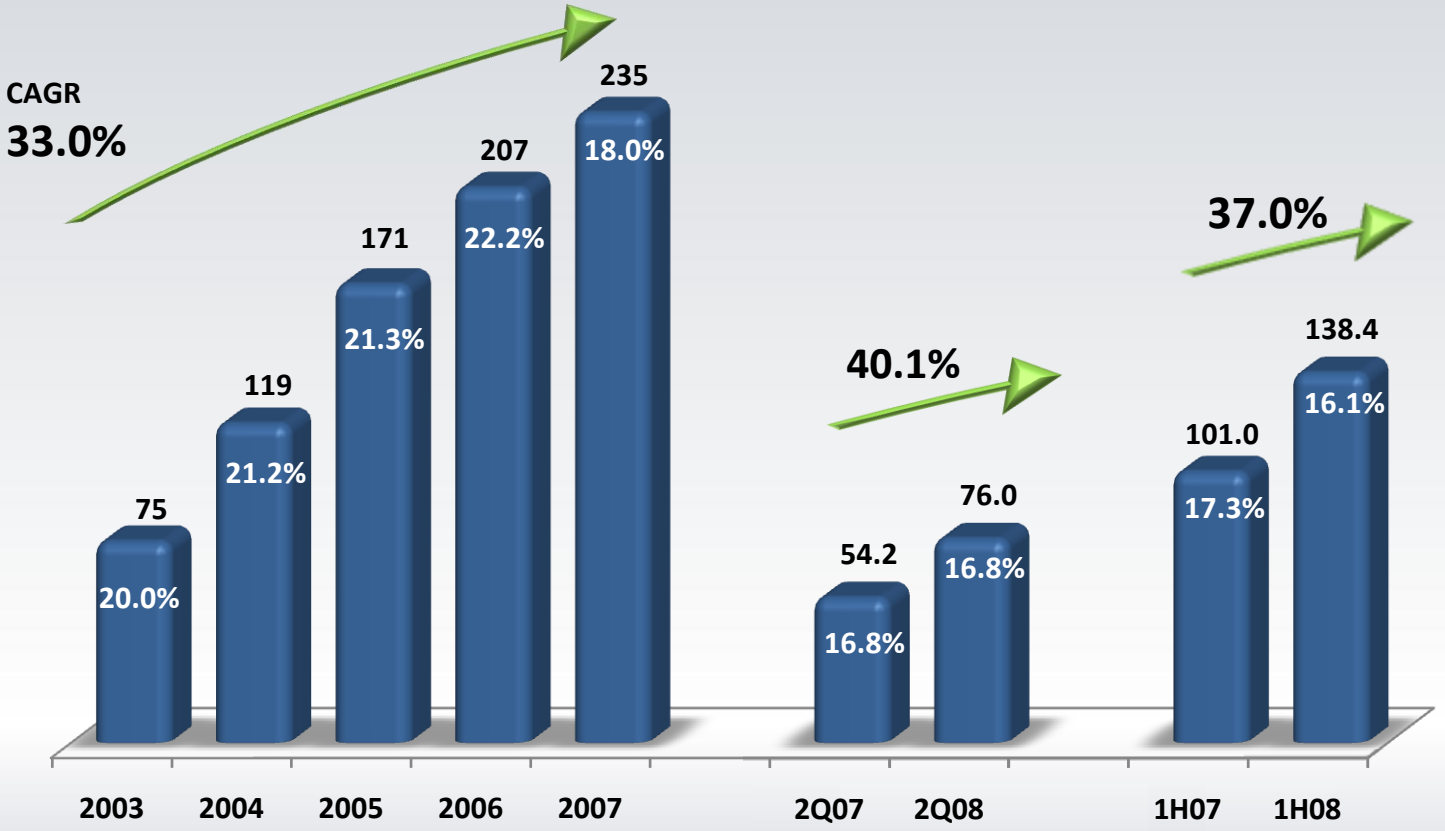
Segmented Distribution Sales



Operating Performance

Exports *(US$ Milion)*

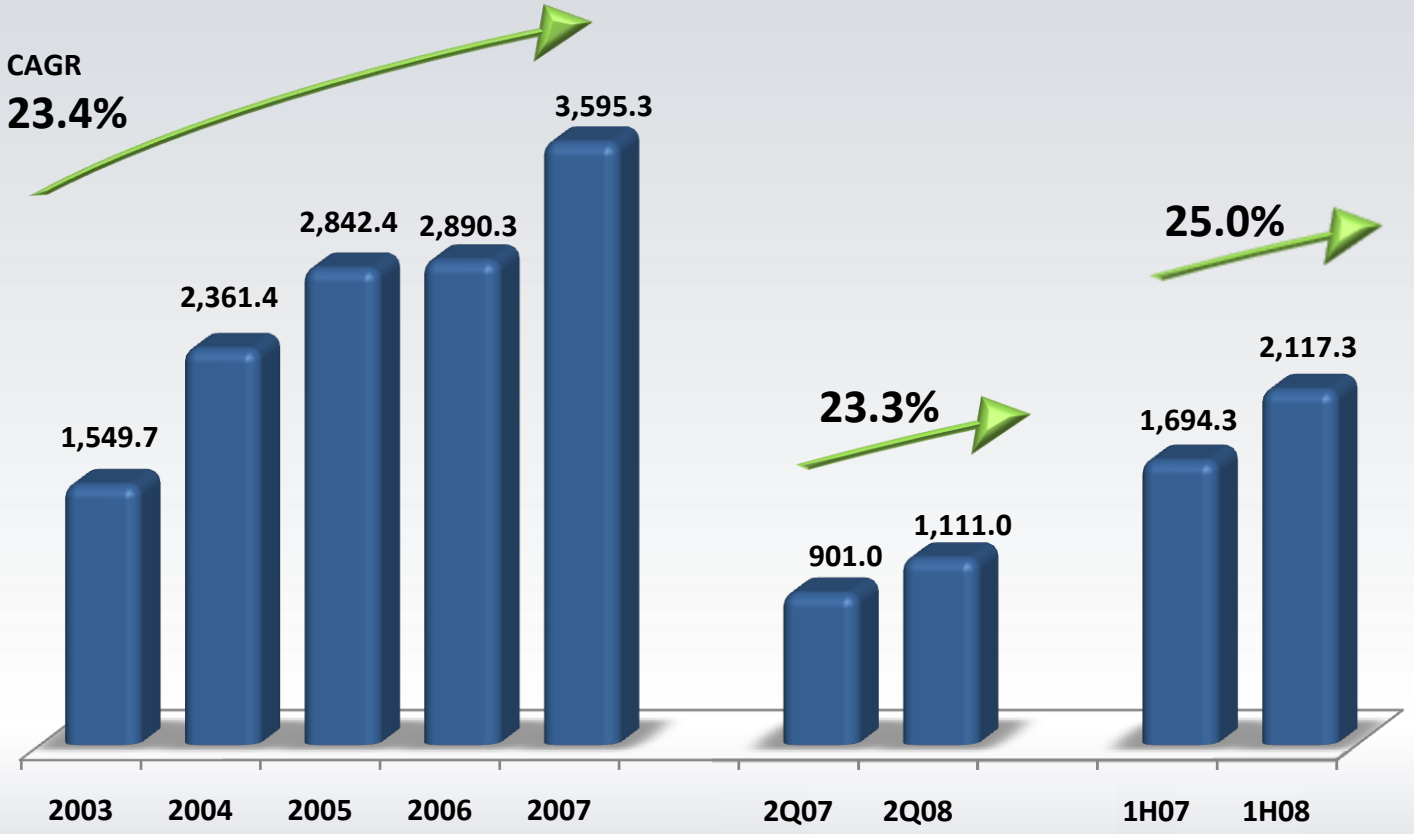
(% of Consolidated Net Income)



Financial Performance

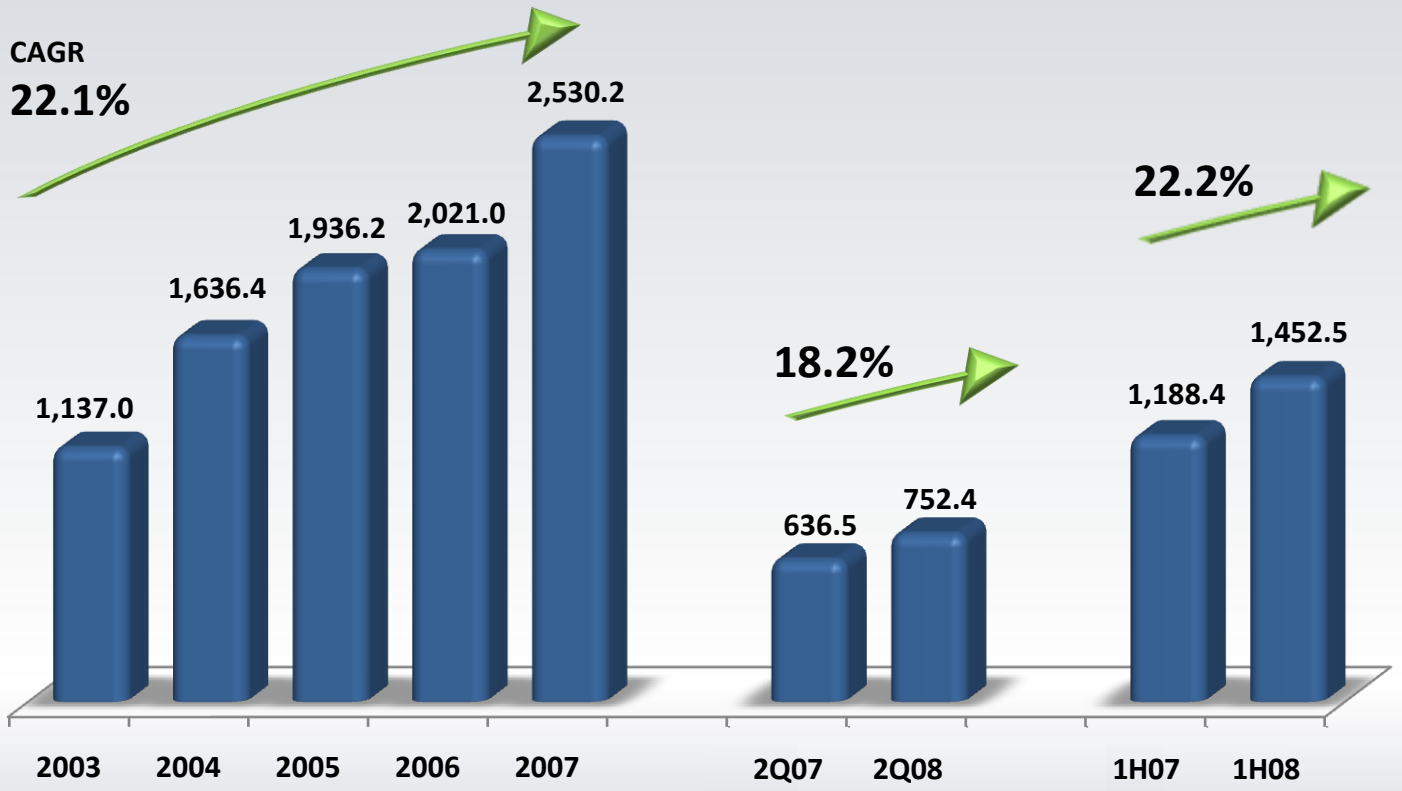
Total Gross Revenue *(in R$ Million)*

(including sales between companies)



Financial Performance

Consolidated Net Revenue *(R$ Million)*



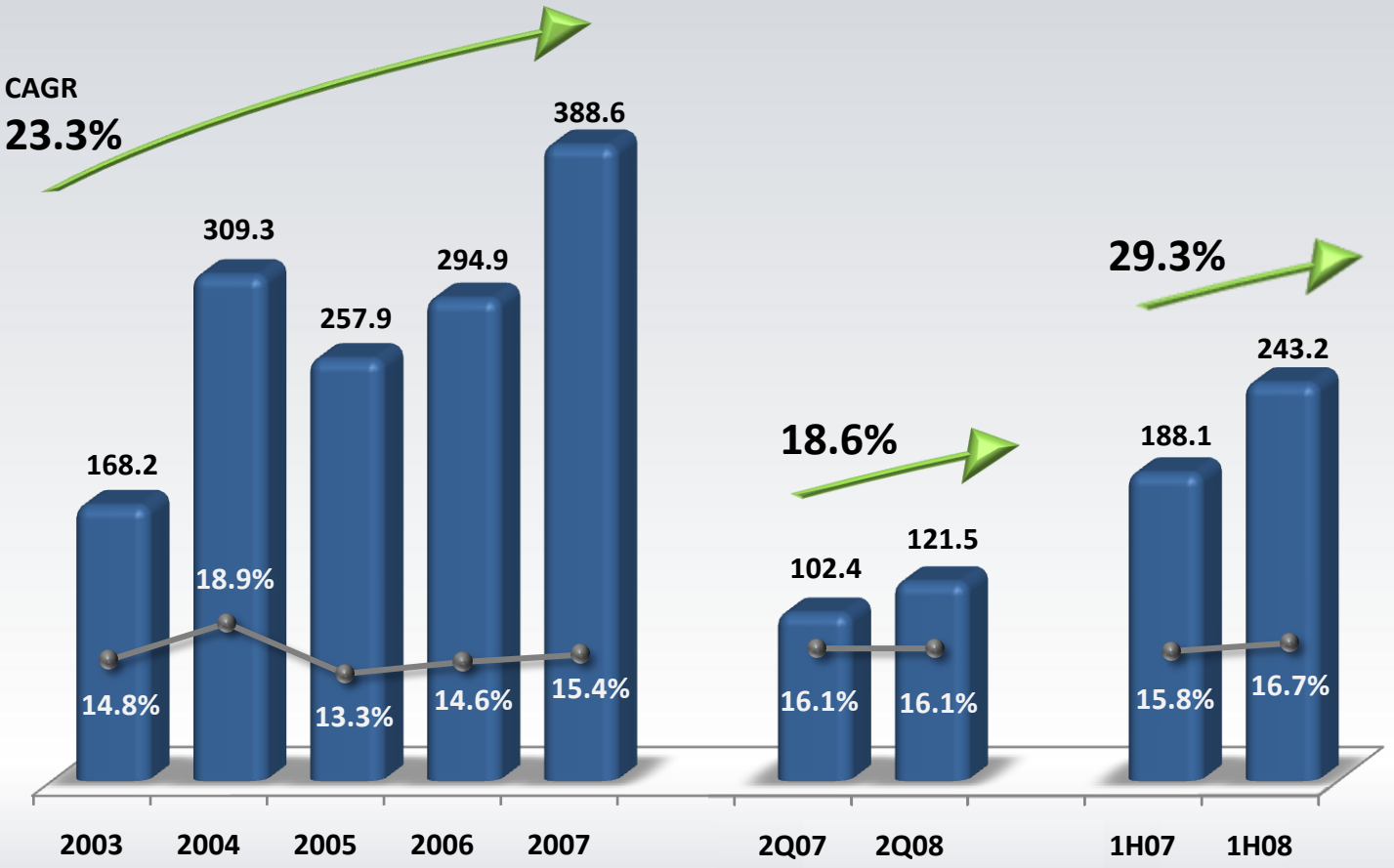
Financial Performance

Gross Profit *(R$ MM)* and Gross Margin *(%)*



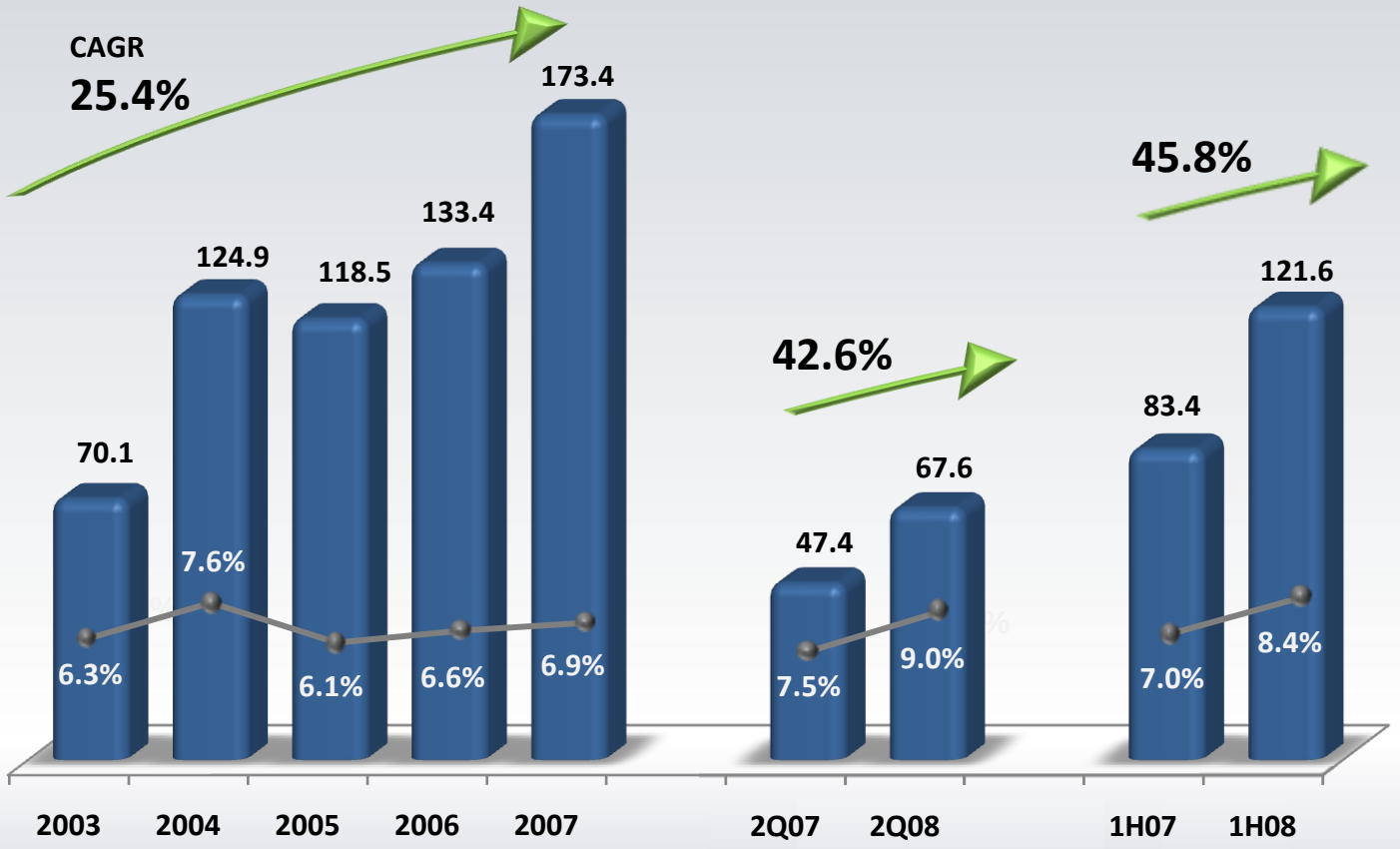
Financial Performance

EBITDA *(R$ Million)* EBITDA Margin *(%)*



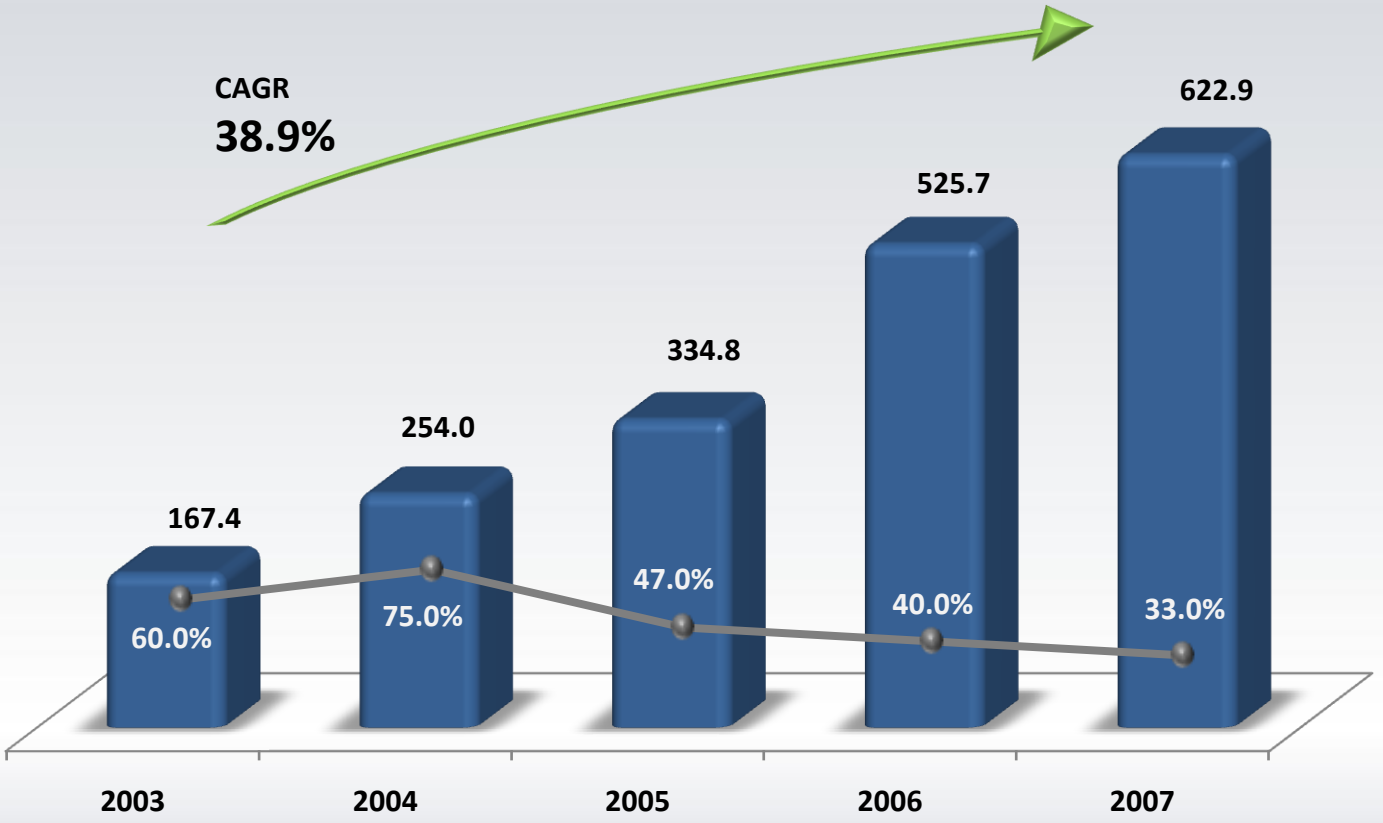
Financial Performance

Net Income *(R$ Million)* Net Margin *(%)*



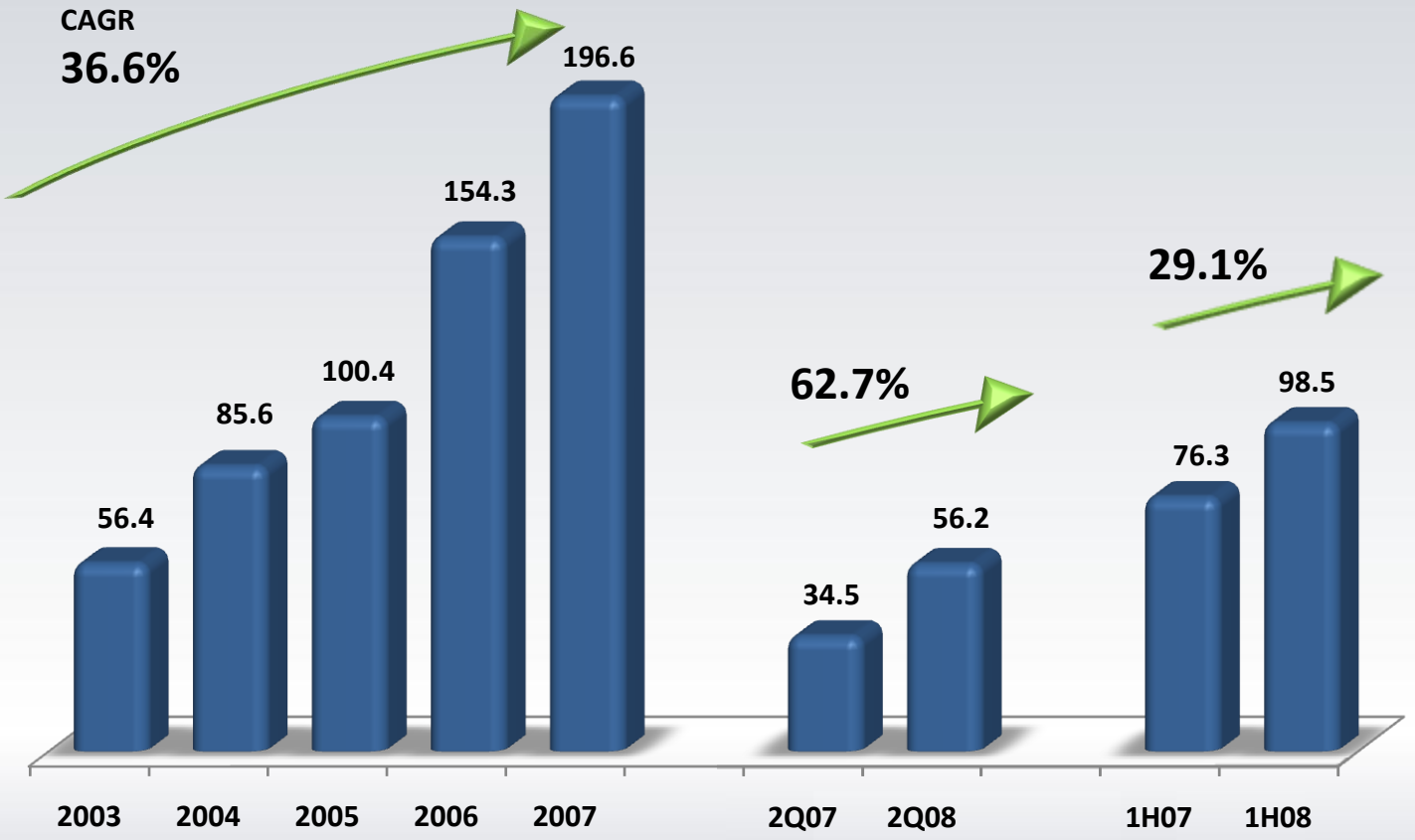
Financial Performance

Shareholders' Equity *(R$ Million)* ROE *(%)*



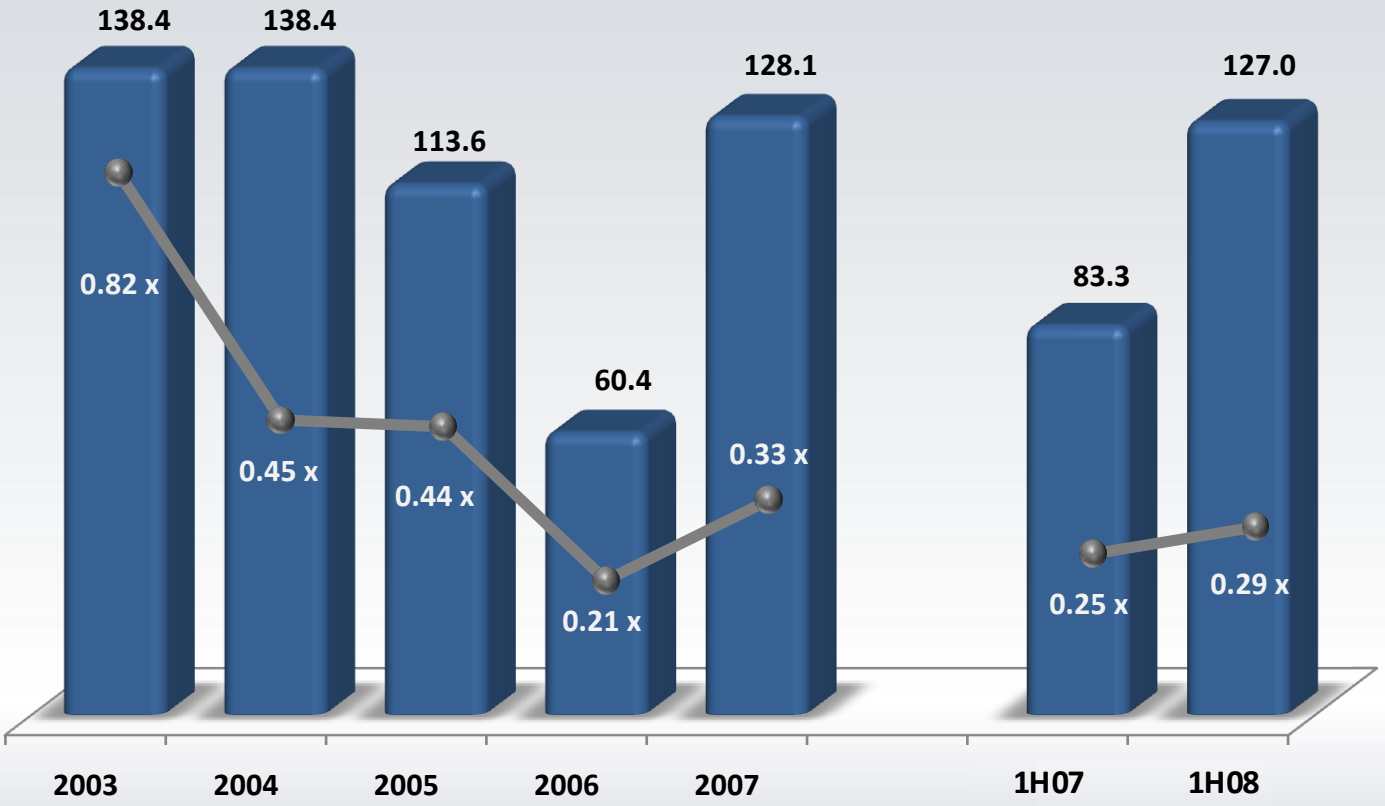
Financial Performance

Investments *(R$ MM)*



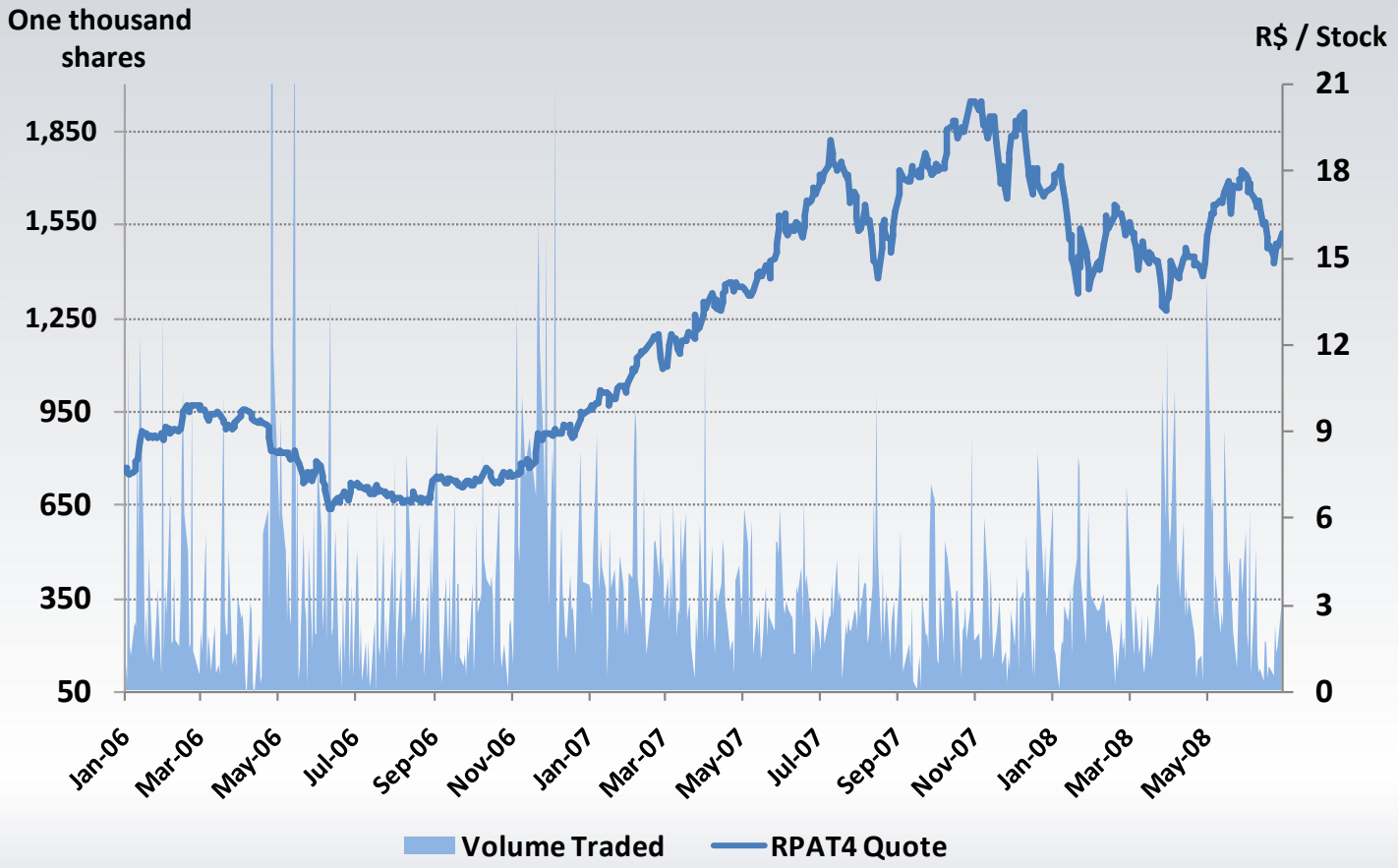
Financial Performance

Net indebtedness *(R$ Million)* and Net ind. / EBITDA



Stock Market

RAPT4 X Traded Volume *(R$ thousand)*



Outlook

- Brazilian economy growth – GDP: +4.6%[(1)]
- Primary sector to maintain sound performance, mainly agribusiness and bioenergy sectors
- Tight Monetary Policy: Credit constraints and selectiveness; interest rate increase
- Ongoing market share expansion in the Brazilian and global markets, based on innovation, upgrading and supply chain integration
- Prospects of continuing growth in the bus, truck and semitrailer truck market, with waiting list for some models; Slower growth
- Chain efforts to cater to car manufacturers and meet high demand

Source: (1) BACEN (Central Bank of Brazil) / FOCUS

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