Operator:

Good morning. Welcome to Radon's conference call relative of the results of the 1Q11.

Today with us we have Mr. Astor Schmitt, CFO and Investor Relations Director, Mr. Geraldo Santa Catharina, Holding Division Finance Director, and Mr. Hemerson Fernando de Souza, Investor Relations Executive.

We would inform you that this call is being recorded and during the Company presentation all participants are going to be in listen-only mode. Later on we are going to start the Q&A session for analysts and investors only, when further information is going to be provided. Should you need any assistance during the call, please press *0 to reach the operator.

The audio and the presentation are going to be simultaneously webcasted at www.randon.com.br/ir.

We also would like to mention that any forward-looking statements made during this conference call relative to Radon's beliefs and assumptions, operating and financial goals are based on Radon's beliefs and assumption and rely on information currently available. They involve risks, uncertainties, and assumptions because they relate to future events and therefore depend circumstances that may or may not occur.

Investors should understand that general economic conditions, industry conditions and others could also affect the future results of Randon and lead to results that differ materially from those forward-looking statements.

Now, I will turn the conference over to Mr. Schmitt to start the presentation. Please, Mr. Schmitt.

Astor Schmitt:

Thank you. We are starting this conference call of Randon relative to the 1Q11. I would like to say for myself and also on behalf of Geraldo Santa Catharina and Hemerson Fernando de Souza, we would like to greet all of you that are in South America, good morning. For those that are in Europe, good afternoon; and those that are eventually with us in the Middle East or Asia, I think I should say good evening. So, be most welcome.

Before going into the presentation per se, where you can follow us on the web, I would like to remind you that we are here as always to speak on behalf of Randon, which has been a company that has operations since 1949, for 62 years. We had our IPO in 1971; that is 40 years ago. And since then, in addition to our IPO we had tons of follow-on operations, secondary operations, primary offers, so we are a company that has certain seniority in the capitals market.

We are widely known although quantified as small or mid cap, to say the best. I would also like to remind those of you that are joining us today that we are operating in the automotive chain in the area of commercial vehicles, and as such the Company operates in two segments of businesses. These are our focuses.

One, vehicles and implements for the transportation of cargo. And in this segment we have a complete offer of vehicles for road transportation, trailers, semi-trailers, railway transportation, comprising railway wagons, cargo wagons; and also vehicles for the transportation and handing of off-road materials, known as our off-road truck line.

This division basically accounts for half of our operation of sales and the second half is represented by our division of auto parts and systems. In other words, components that are related and are thought of for operation in commercial and cargo transportation vehicles. Again, our semi-trailers, trucks, buses and the alike, these I would account for the second half of our activities.

Also, I would like to tell you that in the scope of these activities practically in all markets where we operate, except for railway wagons, we are market leaders. That is, we are the key, or the leading Brazilian manufacturer and one of the four leading manufacturers in trucks, trailers, and semi-trailers. We have a leadership position in Brazil and also in other markets in Latin America and Africa.

In a auto parts and systems, where we basically focus on friction materials, break systems, gear, and suspension systems, as well as coupling on articulation systems, we also have a leadership position in the Brazilian market, and we have an important presence in the Western automotive industry, especially those plants installed outside Brazil, in Argentina, North America, and Europe.

I finally would like to complete my introductory comments telling you that the 1Q11, that I will next show you, is another good quarter, where we were able to break some records, and a quarter that makes us all very happy. And I am sure that this is just a continued happiness process, since Randon companies in the past 15 years, that is between 1996 to 2011, have consistently, persistently, and recurrently shown growth rates in its revenues on average at 17% to 18% a year.

So, once again I want you to be aware that the good 1Q11 is just one more that is added to a long historic period of growth that already adds up to more than 15 years, therefore granting us the authorization not to be only satisfied today, but very satisfied with what we have achieved in all these years.

Well, going into the presentation more specifically, I would like you to turn to the slide talking about the highlights of the period, where we show that we had a gross revenue of R$1.46 billion in the 1Q11, which accounts for a growth 24.3% compared to 1Q10, therefore contributing in a positive manner to reinforce the average growth rate of our last 5, 10, or 15 years. Consolidated net revenues amounted to R$953.9 million, +21.9% over the 1Q11.

Exports reached US$59 million, a growth of 21.4% over the 1Q10, and therefore a growth that is very much in line with that of our consolidated numbers. What has certainly contributed for the performance of our exports is the good moment Latin-American countries are going through, African countries are going through. This too basically for cargo vehicles, trailers, and semi-trailers. And also important is to mention a progressively good moment in the demand of American automotive companies for auto parts and systems, whose growth in 2011 have been somewhat surprising. It even surpasses the most optimistic expectations that we had.

Gross margin of 25.8%, EBITDA margin of 15.3% accounted for R$145.8 million, very important growth over the 1Q11 of 25.8%. So, we grew more EBITDA margin in the period. Net income reached R$66.8 million, so a growth of 67.5% compared to the 1Q10 and represented in addition to a physical growth in revenues, also a very important result in our net income after taxes, especially because of our gains in the economy of scale, growth of margin, and also financial gains that were a consequence of a good rate of liquidity and low leverage.

Investments added up to R$50.3 million in the 1Q11, 133% over the 1Q10 that added up to R$21.6 million. The average daily trading volume of RAPT4, our main instrument, was R$9.1 million versus R$4.7 million, which is a growth almost of two-fold in our daily trading volume.

So again, we are moving in a very positive way to improve our liquidity index. As for market overview, again the quarter is reinforcing our production record, as I mentioned has been happened year on year in previous quarters, as I mentioned in my introduction. The total of trucks manufactured was also a parameter in our business, was 44,552 units in the 1Q11, a growth of 6.1% over the 1Q10.

Again, of course there is a concern about inflation, higher interest rates, and exchange rates. But altogether our investments should add up to R$270 million this year, following the perspective of market growth.

Going to our operating results on the next slide, we are showing you the growth in the number of units sold. And again, when we talk about the growth of towed vehicles compared to the 1Q10 was of 13.9%, very much in line with the growth of production and demand of towed vehicles in Brazil, which still show a growth rate that is above that of trucks.

In specialty vehicles we had a decrease of almost 35%, mostly, I must say, due to the fact that last year in the same period we had an exceptional contract with the State of Rio Grande do Sul, and that was a non-recurrent event. As for rail wagons we almost had a two-fold increase in production, and that again shows the good moment railway operators are going through, especially MRS and LE.

As for auto parts and systems the growth of friction materials, breaks, coupling systems suspensions, and undercarriage is about 20%, very much in line with the increase in the production of trucks, towed vehicles, and also in line with the demand of parts and services after sales, since the existing Brazilian fleet is also growing and increasingly is demanded utilization.

Next, on the second slide regarding operating results, you see the representativity of each of our business areas compared to our total sales. And again, as you can see in the part of vehicles and trailers, trailers are the huge majority, 71% of this business segment, followed by 7% of specialty vehicles and railcars. In auto parts, which accounts for the second half of our activity, friction materials 26%, breaks 20%, coupling systems almost 9%, suspensions 44%. That is the relative share of each of the segments.

On the third line of operating results, on the next slide, we show our performance in exports that reached US$59 million in this quarter, accounting for a growth of 21.4%, compared to the 1Q10. And as I mentioned before, that again is a picture of the good moment the countries in the African, Latin American, and American continents are going through, and specifically the NAFTA markets for parts and systems.

Along the time in the past five years, exports have been growing in a pace below 4%, about 3.77%, and that shows us that yes, we are growing our international insertion, we are following the good moment some of our foreign markets are going through, but honestly I should say that it could be so much better had we not had problems of an overvaluation of the Brazilian currency, the Brazilian costs represented by a poor infrastructure, very expensive sources of energy, problems with our railways, roads, and ports, and an excessive tax load.

So, what we can see is that our performance is very good. We are doing our efforts to keep our position, but we do have gigantic challenges in the area of exports.

Going to the next slide, we have our numbers in total gross revenue, and you can see that quarter on quarter we grew by 24.3%, and clearly this growth rate that enabled us to have gross revenues of R$1.462 billion contributes to increase our average growth rate of the past five years. So, we continue to go upstream, that is we continue to have continuous positive growth.

On the next slide we show our net revenues of R$953.5 million with a positive growth of 21.9% and also, in turn, contributing to continue with our average growth rate of the period.

Now we are going to our results per se, and we are going to start with our gross profit, gross margin, where we can see that in this quarter we ended with a gross margin of 25.8%, accounting for R$245.7 million, with a growth of 31.9% over the 1Q10. Again, undoubtedly we are experiencing a moment of expansion, recovery of margins, and this process of recovery of margins has everything to do with a very stable and civilized behavior in the supplies chain.

We do not have any news of relevant adjustments in the supplies chain in the beginning of the year. We also had some processes in price adjustments that aimed at improving margins, and undoubtedly and above all, gains of scale in physical expansions in terms of increase of production.

The level of 25.8% of gross margins really is within our historic numbers. Again, the way Randon companies are structured today we should expect margins going from 23% to 27%, between very good moments and less good moments. And today we are slightly above the central point of this range, so we are to the better side, so to speak.

If we take a look at our EBITDA margin on the next slide, again exactly similar trends, generating R$145.8 million EBITDA, with a margin of 15.3%. So, again a bit slightly up the range of 13% to 17% of EBITDA margin that should be expected from the Randon companies as we are structured today.

As for net margin we recorded net profit after taxes and fees of R$66.8 million, a record for the period, accounting for 7% of profitability compared to net revenues, and again very close to the higher level. And again, the expectation is that our net margins would be between 6% to 7.5% along time. And this is what we have been witnessing. So, if we have 7% we are certainly in the margin or in the higher end of the spectrum.

And also, sorry I am not being modest, and I do not want to sound arrogant, but I think we have at least one of the best net margins in this kind of business worldwide. So, really we are very happy and very satisfied with these results.

Going to the next slide, we show you our consolidated accrued income statement per segment; vehicles and trailers, auto parts, financial services and consolidated. And again you can see that along our history and based on our structure and business profile, EBITDA margins and gross margins for vehicles, auto parts, are very much in line.

Auto parts, slightly higher margins than vehicles; this is inherent for the activity. The vehicles operation is an operation of automotive companies, so you have a lesser value added. So, gross margin and EBITDA margins are a bit more constrained.

And auto parts, because we have a much larger spectrum of value added, we have higher EBITDA margins. So, we have 23.9% in vehicles, 25.8% EBITDA margin, 13.8% for vehicles, 17.2% in auto parts.

If we take a look at our net margins you see just the opposite: vehicles are recording 8.2%, and auto parts 5.5%, and that has a lot to do with the fact that auto parts is generally operated in a system of joint ventures, and this is very relevant.

Going to the next slide, we are going to see our investments. And again, although we have had some variation along the years, we have been maintaining an average of about R$200 million a year. We completed R$50 million in the 1Q, and want to get to R$250 million a year. These investments are related to investments in expansion of our capacity, very much in line with what the market demands and enables us to do.

We are talking about the expansion of capacity, we are talking about regionalization, which is the case of our new unit that is to be implemented in Resende, in the State of Rio de Janeiro, finishing unit with the integration of systems. That is going to be operating in the State of Rio de Janeiro, but also right next to the plant of Volkswagen, a very large automotive company in Brazil.

And the idea is to deliver systems and components to truck business, chassis, and semi-trailers. We also have investments in modernization, replacement of assets and also research and development, as it should be in a dynamic company that wants to be in using cutting edge technology with its products, markets, and also in its industrial processes.

The next slide, showing our shareholders' equity and return on equity, we have 21%, which is very satisfactory, and again in an ascending curve, recording R$1.2383 billion, compared to R$1.172 billion in 2010, a growth of 22.19%; slightly above our revenues, and again, very appropriate for a fast growing company.

On the next slide we see our net indebtedness, very conservative, highly conservative, just accounting for 0.19x our EBITDA, so a level of indebtedness that is very conservative, and that is clearly related to our way of being, our culture that is a culture of precaution; lower indebtedness has a lot to do with the Brazilian reality, where the capital of 30 parties has been an extremely expensive product due to high interest rates.

And undoubtedly, because we are a fast growing company, and because we want to keep growing ambitiously at 17%, 18% a year, we also have to have a level of indebtedness that at times when we have business opportunities can be a technical reserve for non-organic investments, when we do have the opportunity. And that is what explains our net debt of R$107.3 million in the 1Q11.

On the next slide we have our stock markets operations, and the most relevant fact in the period is the stability of our shares, very much in line with the performance of the stock exchange of São Paulo, Ibovespa as a whole. But I think what is important in the quarter is the notable growth of almost 50% in daily trading volumes. That really makes us very happy because it corresponds to a recurring concern of investors, shareholders, with regard to liquidity. So, a daily trading volume of 9.1 a day, which is really the development of a very important liquidity rate.

On the next slide, just as a piece of news, in February Randon launched to the whole of the Brazilian market its new family of towed vehicles, what we call R line; a completely new generation of trailers, bulk trucks, etc., adding modernity and differentials compared to the competition, which is the case of our Duratech paint system, which enables us a differentiated performance of about five years in metal parts and chassis.

Also our cargo truck is eco-plate based, with the innovative use of recyclable material and reforestation wood. We also are complying with new safety norms in our traffic, with sidebars, anti-spray paint, therefore a series of innovations that will enable Randon products to be ahead of their time.

On the next slide, we talked about the outlook in the near future. We believe in the forecast of growing our GDP in Brazil of approximately 4% a year. We also forecast a crop output of 157.4 million metric tons for 2011 in Brazil, 5.5% higher than the previous cycle, which is an extremely important indicator for our business.

The portfolio of products in the area of towed vehicles, such as what we would call an already sold 2Q, because our backlog is about three to four months, and also the schedule of purchase from OEMs also such as continued growth.

Over the years, the innovations of the R line will be expanded to other families of towed vehicles, as I mentioned before, and that also will produce a differential, which will not only enable us to maintain, but also expand our share in the commercial market.

Also Brazilian trucks should have Euro 5 engines, which are scheduled for deployment in 2012, and following traditions that encourage a sharp pre-buy of trucks on the 2H11.

Therefore, all that said, we are going to come to the conclusion that we will certainly show continued growth rates despite growing concerns with topics such as the continued devaluation of the American currency threatening the Brazilian industrial competitiveness, inflation rates that are growing, as well as the interest rate. This is the bad part of our currency.

But there are very good things such as that the year as a whole is going to continue to show positive numbers in our growth and in our results.

Well, I think this is what I had to show you with regard to the 1Q11. And from now on I am going then to be completing the presentation and open for questions and answers coming from Brazil or from abroad. Thank you very much.

Renata Faber, Itaú BBA:

Good morning, everyone. My question is related to gross margin. When we take a look at gross margin per segment we see there is still a potential for gross margin and

EBITDA to be increased in auto parts. Although your consolidated gross margin is very good and your gross EBITDA is also very good, do you see an increase in the segment of auto parts possible? And if so, how do you think this would happen?

Astor Schmitt:

Well, Renata, I would like Geraldo Santa Catharina to answer your questions.

Geraldo Santa Catharina:

Good morning. The consolidated margins show our gains of scale, and this year we want to work on efficiency and costs, not necessarily prices. In terms of auto parts, this is impacted by our foreign exchange and also the competitive environment in auto parts. We know that competition is a lot fiercer in this area, so the idea is really we expect to maintain our margins.

And our efforts in terms of efficiency and gaining of scale as we increase our capacity are to maintain our margins in the historical levels that we have seen. So, I would not say that we would increase our margins, no. I would say that we are working very hard to maintain our historic levels.

Renata Faber:

OK. Thank you very much.

Daniel Gewehr, Santander:

Good morning, everyone. I have two questions. The first, you released a growth of revenues above 20% year on year, and you think you are going to increase that. What I would like to understand is if your guidance is a bit conservative or if we cannot see something for the 2Q11.

And also if you could talk about what is going to be the year as a whole, of 2011, and the beginning of next year; if you think you are going to decrease the amount of sales. And also in terms of investments, how much investment do you think you are going to invest in labor and automation of processes?

Astor Schmitt:

Well, Daniel, I am going to try to answer the first question, and then as for investments I am going to ask the help of Geraldo and Hemerson. First of all, thank you for your questions.

Well, in terms of the growth of revenues in the 1Q that really suggests a very good acceleration, and this is very good. I think that in the 2Q from what we realized in our order portfolio, we are going to have more or less the same growth.

But I think we are to maintain our guidance. I think we believe it is correct because it is undeniable that we do have some concerns for the future. But I do not think it should pose a crisis or a more concerning scenario, but I believe they are going to slightly curb demand.

We have the increasing interest rates, which suggests a lower consumption for the future; we have recurring problems in our foreign exchange valuation, which also poses challenges for the future; and that phenomenon I mentioned, the pre-buy. Because of Euro 5 that is expected for trucks could pose in equal probabilities an opportunity and a threat for semi-trailers, because we have to realize the semi-trailers in recent years had a remarkable process of fleet renewal.

The fleet of about 420,000 cars is a fleet that is strongly renewed. The fleet of trucks, on the opposite, is on average 16 years old, so much older. So, the pressure for renewal in our truck fleet is much larger than the pressure to renew our semi-trailers fleet.

And that, in a moment when not only credit is progressively more expensive, but also major small and medium-sized customers are overleveraged, this can be a concern. And certainly more towards the end of the year we might see a deceleration in the pace of growth of demand.

So, for all these reasons, despite the fact we had a fantastic 1Q, and if everything continues the way it is we are going to have a very good 2Q, there is this concern that, as the 2H of the year goes on and the end of the year comes closer, we might have a process of deceleration in the pace of demand. And that is why we are keeping the guidance as expected. We do not think it is conservative or optimistic. I think it is just in line with the reality that we have on the day to day.

As for investments, I am going to turn it over to Geraldo or Hemerson, if he has any comments.

Geraldo Santa Catharina:

Well, Daniel, R$220 million, R$30 million are expected for Resende, they are still forecasted for Resende. And then we have R$240 million, right? R$100 million would be basically for replacement. Of course if we are replacing equipment we are talking about more modern equipment. R$30 million of the R$270 million are going to be for the new ERP system, so this is technological development, gain in efficiency in the management of our resources, and R$110 million, to complete the R$270 million, developments of product, expansion, and technological development.

So, it is very difficult to give you the exact number for technological development. I prefer to say that year on year we basically invest R$80 million to R$100 million in the development of products, engineering, etc.

But again, remember, whenever we are replacing assets you are always talking about improvements, modernizations. And therefore we are not replacing labor or decreasing labor, but we are improving the quality and efficiency of our products.

Daniel Gewehr:

OK. Thank you very much.

Adalberto, Ativa Corretora:

Well, good morning. I have three questions. First, I would like to know about the use of your installed capacity. I would like, second, to have a brief update of Castertech. And third, about your margin, if you already feel any effect from the prices of steel, or if you are talking only about gains of scale and that is why you had a better margin, or if it is just related to the reduction of steel prices.

Hemerson Fernando de Souza:

OK. Thank you very much, Arthur. Hello. OK. Use of capacity, we continue to operate at a very high level. I would say, to be quite honest, we are working at full capacity; I could say 95% in the plant of vehicles and trailers, and about 90% in auto parts.

We are doing, as we mentioned before, a significant amount of investments for this level not to be so high. We want to have some idle capacity to better benefit from growing opportunities in the market. But the market has been growing and we really cannot keep up with the speed of that.

And Geraldo is going to talk about Castertech and the price of steel.

Geraldo Santa Catharina:

Castertech was a very good surprise for this year. In terms of work we reached almost 5,000 tons of production in the 1Q, slightly above our breakeven point. It was a very good quarter; of course annualized it exceeds our internal objectives that we could, perhaps, next year reach 30,000 tons of capacity that the Company is proposing. So, it is a very good moment, very positive, and we are really celebrating that.

The fact that we have solved some specific problems of last year, which were natural for the ramp-up, we had to go through that, but we started 2011 at a very good momentum, and we are very happy about that.

As for margins in the quarter, again I would like to insist that we started the year of 2010 in an ascending curve and we closed the year at an optimized point. And we started the quarter from this optimized point, so obviously the better performance of our plant, because we are better using our means of production, gives us the possibility of having better margins.

I do not even, you know, catch the idea of prices of steel. I do not think there is a major change in the price of steel. You know people talk a lot about that in the foreign market because of the commodity. But for us it really does not make such a difference. I would not really peg our margin to the cost of raw materials. I do not think that price has really changed that much. This is a lot more a gain in efficiency.

And Schmitt is just reminding me that this year Castertech should reach the 20,000 tons, which is a very high number for our ambitions of the year.

Adalberto:

OK. Thank you very much, Geraldo. And have all a nice day.

Cristiane Fenstersein, Geração Futuro:

Good morning. Congratulations on your results. I would like to know if you were expecting renegotiations in the price of steel for the next quarter, and what are the possibilities of increases of prices for the next quarter? If you are going to pass on any increase to your prices or pass on any increase from raw materials to your prices.

Astor Schmitt:

Hello, Cristiane. Thank you for your questions. Well, looking at the performance of the year as a whole, our expectation is to have a relative stability. In the behavior of our supply chain we do not visualize anything relevant that can break the stability of costs, at least not for the 1H of the year, except for perhaps energy costs because prices, as always, are controlled by the Government and regulated by it.

So, energy has a limited impact on our companies, except for Castertech, but all the other materials have been behaving more or less in a civilized manner.

We might have some increase in the steel industry, following an international trend. Last weekend I had access to the behavior of steel companies in the United States, and they were talking about an increase of 20% to 70% in long and flat steels. We are not going to have this in Brazil, but we might have some kind of readjustment.

It is not really a concern, especially in Caxias do Sul, where we are headquartered. We are starting a process of negotiation. We believe it is going to be a tough negotiation, and workers are asking for a 14% increase in their pay compared to an inflation of 6% to 7% a year. You know that there is always a collective bargaining process, but that is a reality that we might have to face.

And also, you know, even this growing demand, especially in the primary sector in infrastructure, energy, education, maintains the market very accelerated. And because the market is accelerated, we might have price adjustments.

But, based on all that and because we are going to have a year of continuous growth in demand, even if we grow less in recent quarters, our growth is going to be positive, and that gives us the conviction that there is room to maintain or even slightly improve our margins of productivity and efficiency.

That being possible, we even, if once again, I say, we do not have such growth as we had in previous years, we are going to have room to improve our performance. And without – and this is very important to tell you, Cristiane – without leaving our margins in terms of EBITDA and net income revenues that we have had along the years and that are possible for our industry.

Cristiane Fenstersein:

OK. About your portfolio?

Astor Schmitt:

Well, undoubtedly the primary transportation industry will affect semi-trailers and others, is following on with a very high demand, cargo transportation, general cargo, industrial products is also very heated up, again because of a reduction in unemployment rates and increase the production process, and also those products related to investments in the area of energy, infrastructure, public services, housing. These are the segments that are very accelerated in terms of growth and that give us a backlog of three to four months. So, we are in a very comfortable position if we look in the outlook for the short term. Certainly the 2Q is going to be very good.

And one thing that is worth noting is the remarkable growth of our production of rail wagons, given the bold plans of growth of Vale, MRS, and MLL, and our gain in market share that in the next months will continue to happen, Cristiane.

But I think that is basically that in terms of demand.

Cristiane Fenstersein:

OK. Thank you very much.

Operator:

Thank you. Since there are no further questions I am going to turn it over to Mr. Schmitt for his final considerations. Please, Mr. Schmitt.

Astor Schmitt:

Well, I would like to tell those that are joining us today, on the web in our conference call that I thank you very much for being with us today. And we think it is a privilege to have you with us.

Certainly in 90 days, may God permit, we are going to be back with new information for the 2Q11. Thank you very much. And once again, those that are in Asia, good night. Those that are in Europe and in the United States, so long. And see you next time. Thank you very much.

Operator:

Thank you. Randon's conference call is now ended. Please, reconnect your lines now. Thank you.