



**VEÍCULOS E IMPLEMENTOS**



**AUTOPEÇAS**



**SERVIÇOS**



RESULTS  
**2Q12 / 1H12**



# Significant Information

*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.*

# Guideline

- ✓ Highlights of the Period
- ✓ Market Overview
- ✓ Operating Results
- ✓ Financial Results
- ✓ Stock Market
- ✓ News
- ✓ Outlook

# Highlights of the Period

- **R\$ 1.4 billion Gross Revenue in 2Q12. Respective decrease of 18.3% compared to 2Q11;**
- **R\$ 883.9 Million Net Revenue in 2Q12, 19.5% lower than 2Q11. US\$ 71.2 million Exports in 2Q12;**
- **Gross Margin of 20.5%, EBITDA Margin of 7.6% and EBITDA of R\$ 66.8 million, (60.6% lower than 2Q11);**
- **Net Loss of R\$ 4.7 million in 2Q12, 105.3% lower than 2Q11 (R\$ 89.2 million);**
- **Investments of R\$ 57.5 million in 2Q12, 20.0% over 2Q11 (R\$ 47.8 million);**
- **Average daily trading volume of RAPT4 in 1H12 of R\$ 9.9 million versus R\$ 9.2 million in 1H11.**

# Market Overview

- **Macroeconomic environment affects the Brazilian economy, impacting private investment.**
- **Economy slows down. Agricultural crop suffers from drought. Stimulus cause moderate effects.**
- **Trucks manufactured\*: 62,926 units in 1H12, 39.8% lower than 1H11.**
- **Lower activity pressed the Company's sales and margins.**

Source: \* Letter from Anfavea - July, 2012

# Operating Results

## Units Sold (Un)

	2Q2012	2Q2011	Δ%	1HT2012	1H2011	Δ%
<b>Vehicles and Trailers/Semi-Trailers</b>						
<i>Towed Vehicles (un.)</i>	5,686	6,793	-16.3%	9,526	12,161	-21.7%
<i>Speciality Vehicles (un.)</i>	496	211	135.1%	679	396	71.5%
<i>Rail Wagons (un.)</i>	8	306	-97.4%	358	728	-50.8%
<b>Autoparts</b>						
<i>Friction materials (ton)</i>	19,700	22,000	-10.5%	37,600	41,500	-9.4%
<i>Brakes (un.)</i>	191,394	281,992	-32.1%	349,427	537,137	-34.9%
<i>Coupling System (un.)</i>	19,040	28,996	-34.3%	39,326	56,552	-30.5%
<i>Suspension and Wheel Systems (un.)</i>	77,259	147,429	-47.6%	151,432	263,130	-42.4%
<i>Castings (ton)</i>	5,769	3,690	56.3%	10,654	8,614	23.7%
<b>Financial Services</b>						
<i>"Consórcio" (Coop-Payment Plans)</i>	2,923	2,829	3.3%	4,898	4,539	7.9%

# Operating Results

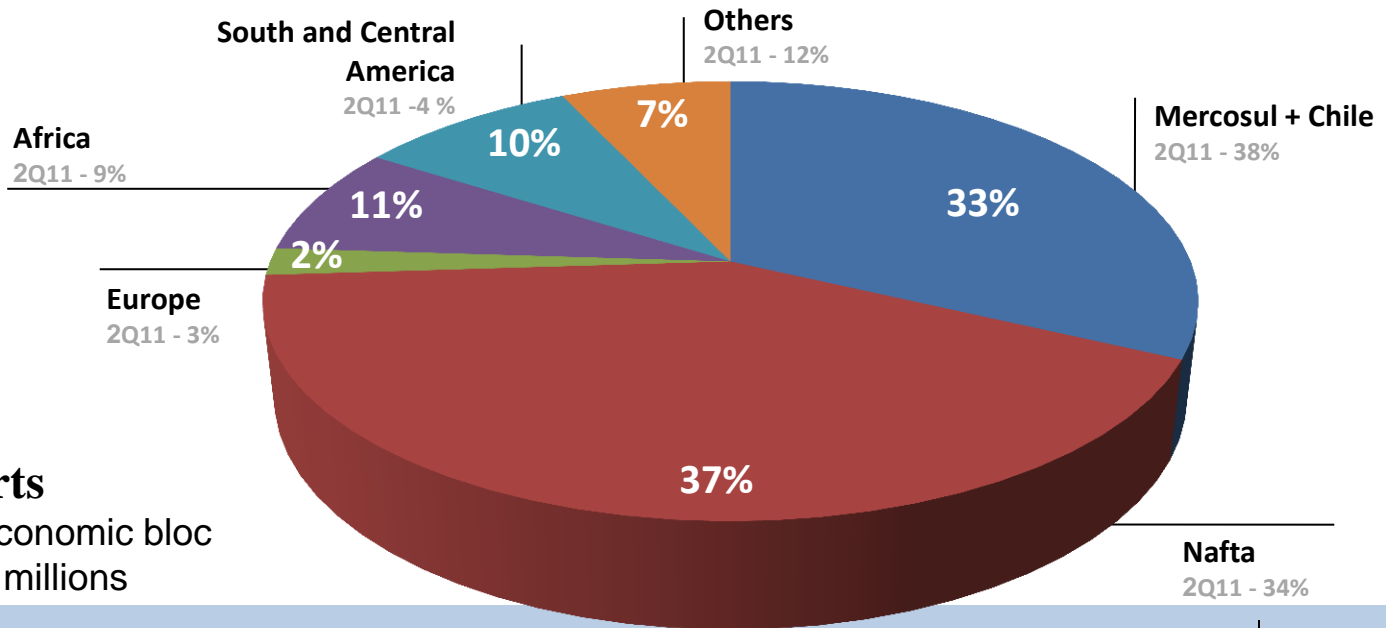
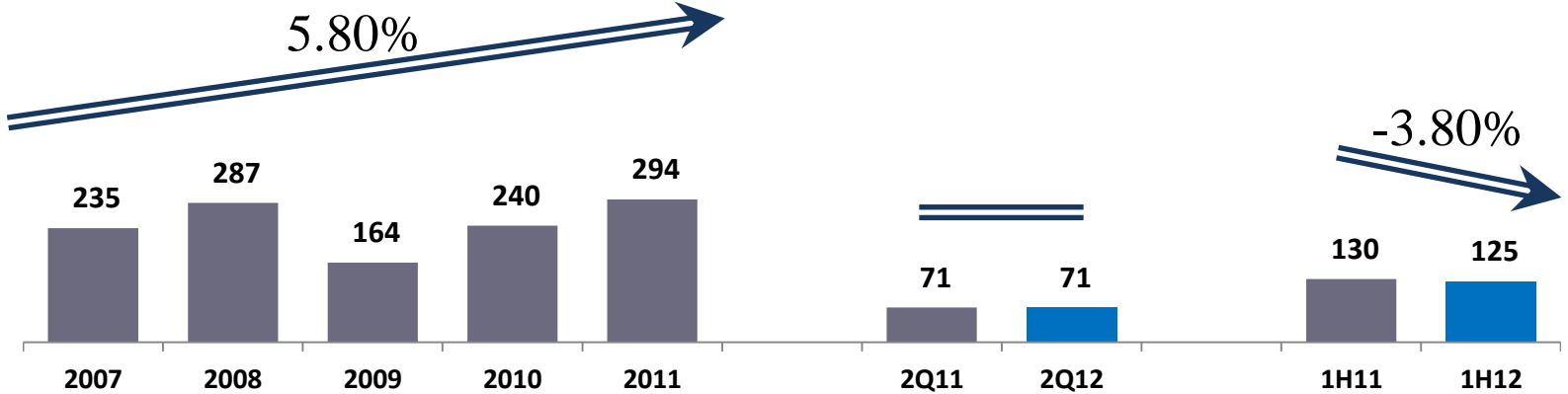
## Consolidated Net Revenue by Segment

	2Q2012	2Q2011	Δ%	1H2012	1H2011	Δ%
<b>Vehicles and Trailers/Semi-Trailers</b>	<b>53.34%</b>	<b>50.38%</b>	<b>2.96 p.p.</b>	<b>50.23%</b>	<b>49.74%</b>	<b>0.49 p.p.</b>
<i>Towed Vehicles (un.)</i>	82.30%	80.69%	1.61 p.p.	77.23%	75.89%	1.34 p.p.
<i>Speciality Vehicles (un.)</i>	17.34%	6.55%	10.78 p.p.	13.65%	7.64%	6.01 p.p.
<i>Rail Wagons (un.)</i>	0.36%	12.75%	-12.40 p.p.	9.12%	16.47%	-7.35 p.p.
<b>Autoparts</b>	<b>44.46%</b>	<b>48.29%</b>	<b>-3.84 p.p.</b>	<b>47.44%</b>	<b>48.88%</b>	<b>-1.44 p.p.</b>
<i>Friction materials (ton)</i>	41.68%	25.97%	15.71 p.p.	40.47%	26.35%	14.12 p.p.
<i>Brakes (un.)</i>	19.52%	19.92%	-0.40 p.p.	18.89%	20.03%	-1.14 p.p.
<i>Coupling System (un.)</i>	6.91%	8.64%	-1.73 p.p.	7.63%	8.60%	-0.98 p.p.
<i>Suspension and Wheel Systems (un.)</i>	31.89%	45.35%	-13.47 p.p.	33.00%	44.96%	-11.96 p.p.
<i>Castings (ton)</i>	0.01%	0.12%	-0.11 p.p.	0.01%	0.05%	-0.04 p.p.
<b>Financial Services</b>	<b>2.20%</b>	<b>1.33%</b>	<b>0.87 p.p.</b>	<b>2.33%</b>	<b>1.38%</b>	<b>0.95 p.p.</b>
<i>“Consórcio” (Coop-Payment Plans)</i>	100.00%	100.00%	0.00 p.p.	100.00%	100.00%	0.00 p.p.

# Operating Results

**Exports**  
US\$ million

CAGR  
5.80%



**Exports**  
destinations by economic bloc  
2Q12 | US\$ millions

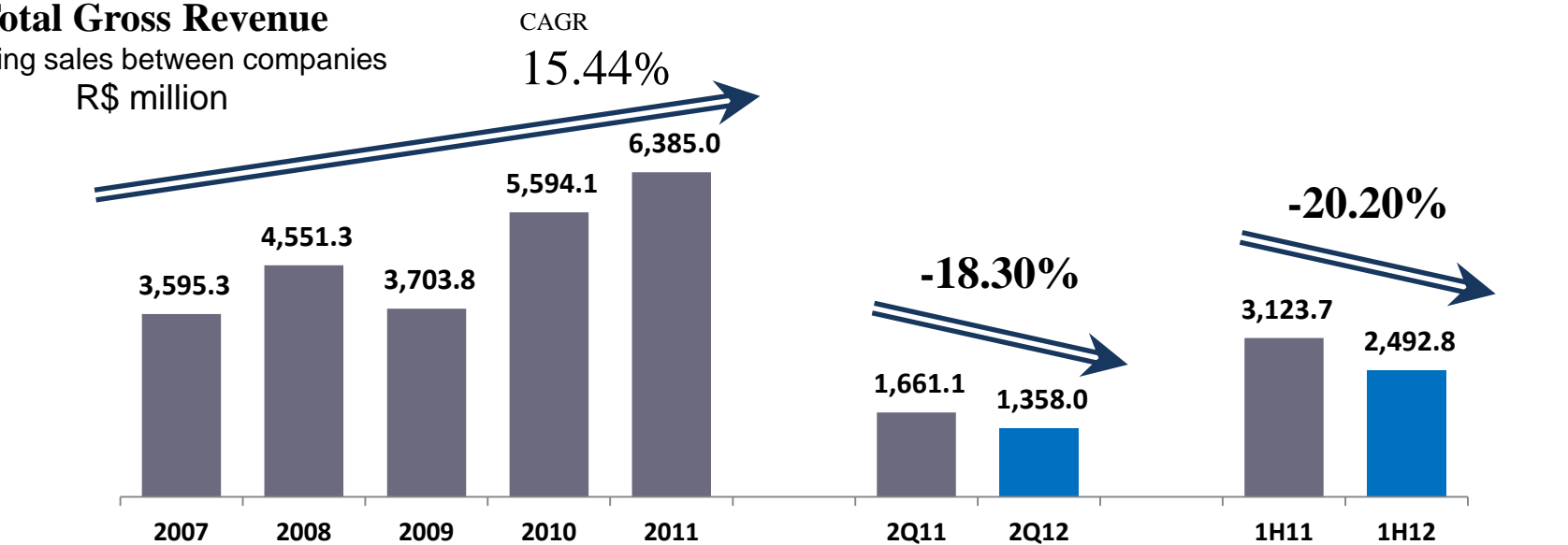
RESULTS  
2Q12 / 1H12

**RANDON**

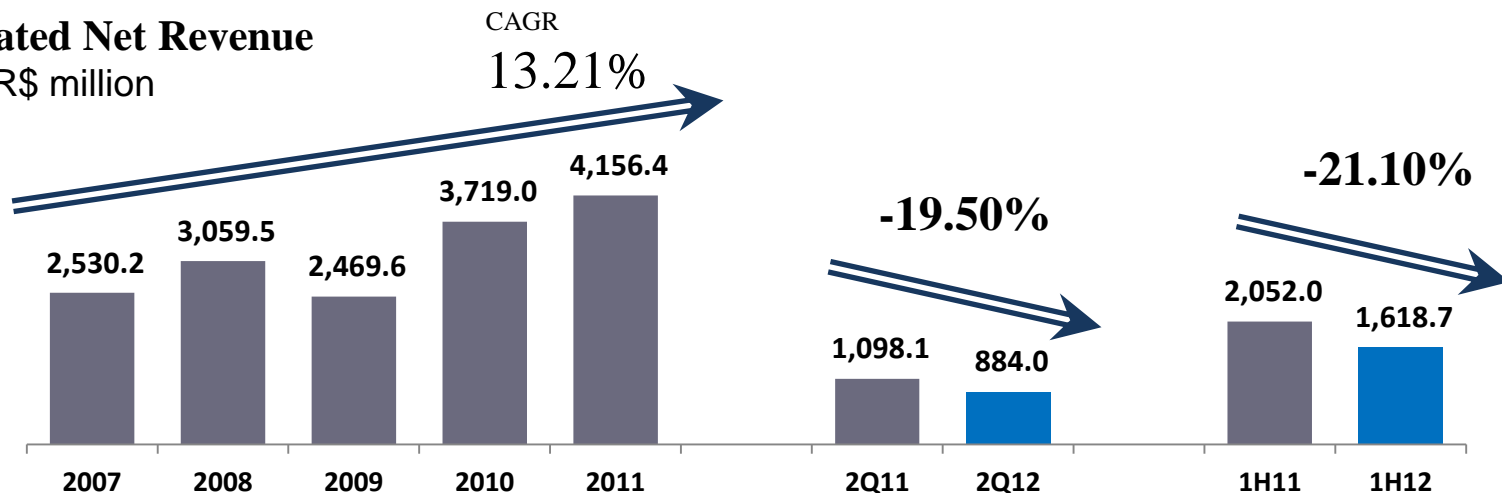


# Financial Results

**Total Gross Revenue**  
Including sales between companies  
R\$ million



**Consolidated Net Revenue**  
R\$ million

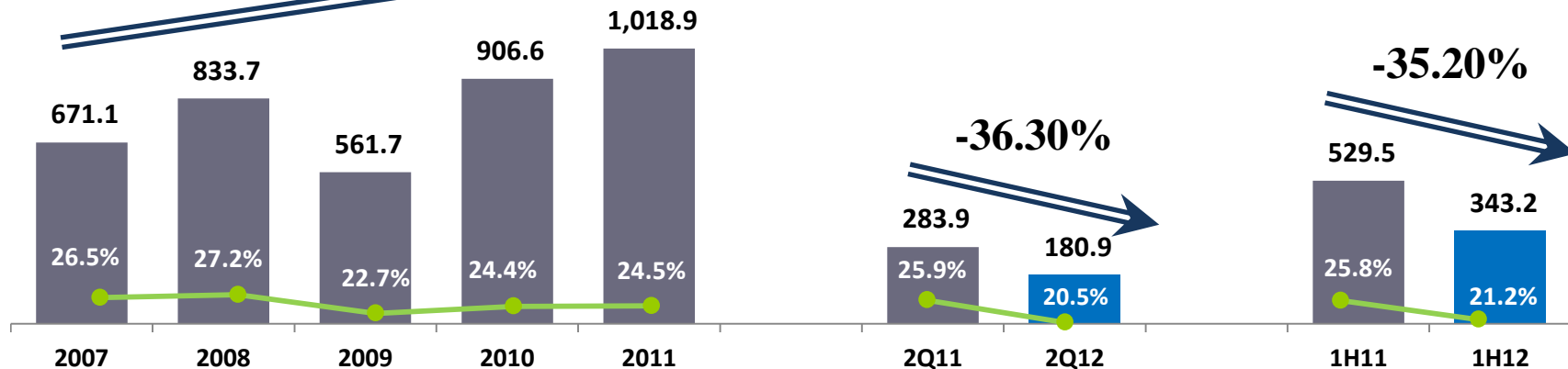


# Financial Results

## Gross Profit | Gross Margin

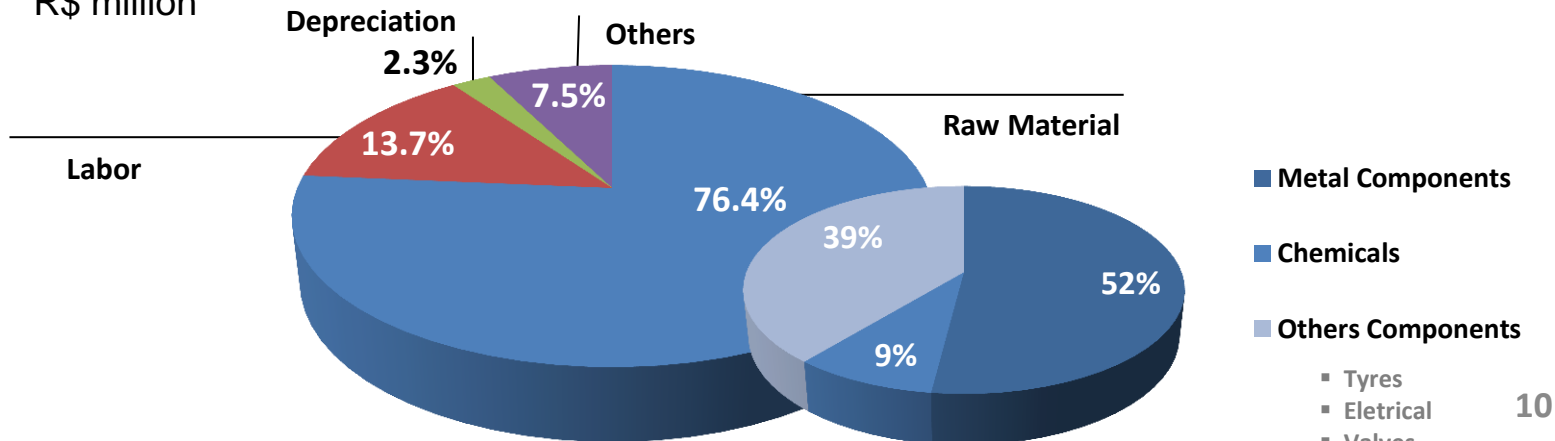
R\$ million

CAGR  
11.00%



## Consolidated Composition of CPS

R\$ million



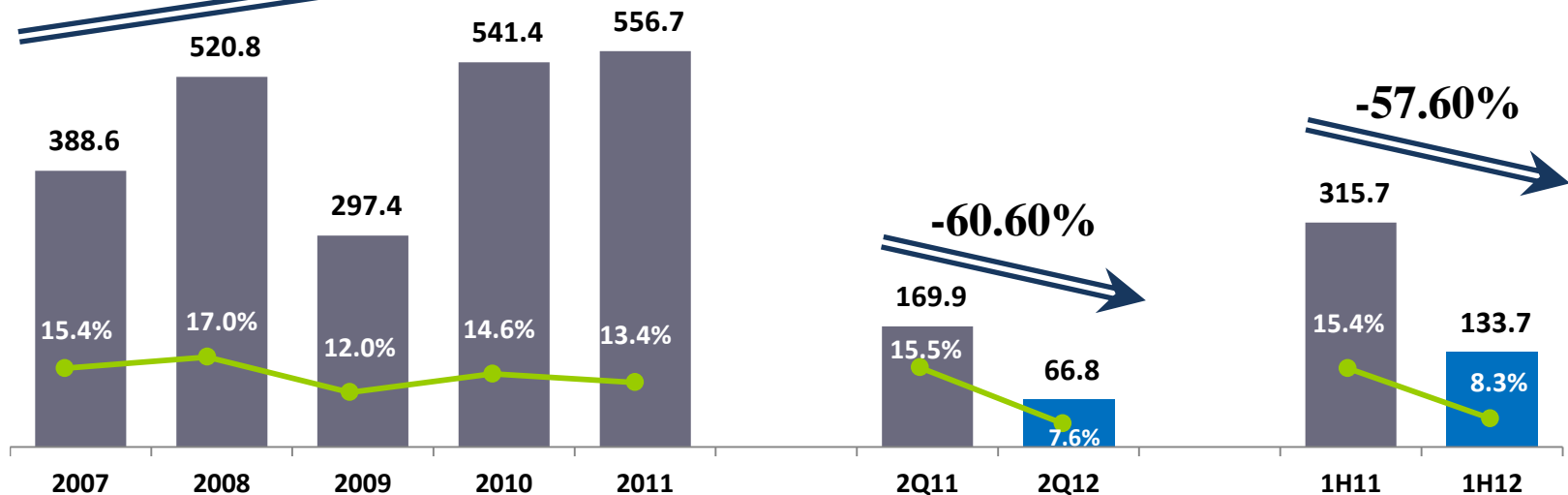
RESULTS  
2Q12 / 1H12

**RANDON**<sup>®</sup>

# Financial Results

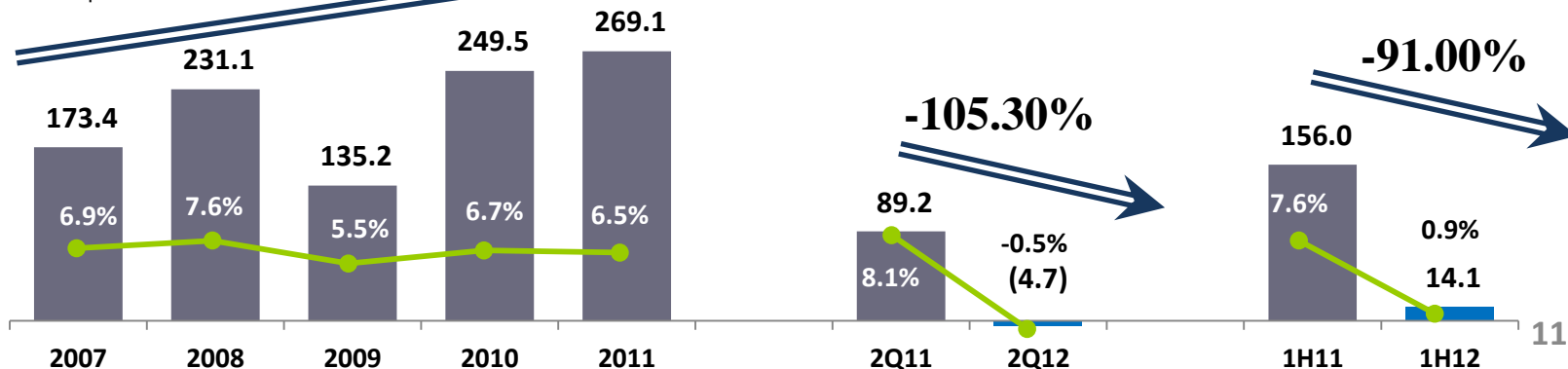
**EBITDA | EBITDA Margin**  
R\$ million

CAGR  
16.40%



**Net Profit | Net Margin**  
R\$ million

CAGR  
11.62%



# Financial Results

## Consolidated Accrued Income Statement by Market

R\$ million/%

	Vehicles and Trailers/Semi-Trailers			Autoparts			Financial Services			Consolidated		
	2Q2012	2Q2011	Δ%	2Q2012	2Q2011	Δ%	2Q2012	2Q2011	Δ%	2Q2012	2Q2011	Δ%
	<b>Gross Revenue</b>	586,383	682,780	-14%	505,620	681,475	-26%	21,423	16,215	32%	1,113,426	1,380,470
Deduction in Gross Revenue	(114,882)	(129,596)	-11%	(112,641)	(151,206)	-26%	(1,931)	(1,605)	20%	(229,454)	(282,407)	-19%
<b>Net Revenue</b>	<b>471,501</b>	<b>553,184</b>	-15%	<b>392,979</b>	<b>530,269</b>	-26%	<b>19,492</b>	<b>14,610</b>	33%	<b>883,972</b>	<b>1,098,063</b>	-19%
<b>Cost of Sales and Services</b>	<b>(410,289)</b>	<b>(419,970)</b>	-2%	<b>(292,773)</b>	<b>(394,241)</b>	-26%	-	-	-	<b>(703,062)</b>	<b>(814,211)</b>	-14%
<b>Gross Profit</b>	<b>61,212</b>	<b>133,214</b>	-54%	<b>100,206</b>	<b>136,028</b>	-26%	<b>19,492</b>	<b>14,610</b>	33%	<b>180,910</b>	<b>283,852</b>	-36%
Operating Expenses	(66,451)	(64,661)	3%	(61,749)	(59,361)	4%	(14,946)	(11,200)	33%	(143,146)	(135,222)	6%
Financial Income	(27,303)	4,031	-777%	(4,053)	9,437	-143%	(544)	173	-414%	(31,900)	13,641	-334%
<b>Operating Income</b>	<b>(32,542)</b>	<b>72,584</b>	-145%	<b>34,404</b>	<b>86,104</b>	-60%	<b>4,002</b>	<b>3,583</b>	12%	<b>5,864</b>	<b>162,271</b>	-96%
<b>Net Profit for the Period</b>	<b>(20,952)</b>	<b>56,007</b>	-137%	<b>13,412</b>	<b>30,699</b>	-56%	<b>2,815</b>	<b>2,485</b>	13%	<b>(4,725)</b>	<b>89,191</b>	-105%
<b>EBIT</b>	<b>(5,239)</b>	<b>68,553</b>	-108%	<b>38,457</b>	<b>76,667</b>	-50%	<b>4,546</b>	<b>3,410</b>	33%	<b>37,764</b>	<b>148,630</b>	-75%
<b>EBITDA</b>	<b>4,908</b>	<b>75,801</b>	-94%	<b>57,110</b>	<b>90,407</b>	-37%	<b>4,816</b>	<b>3,645</b>	32%	<b>66,834</b>	<b>169,853</b>	-61%
<b>GROSS MARGIN (%)</b>	<b>13.0%</b>	<b>24.1%</b>	-11.1 p.p.	<b>25.5%</b>	<b>25.7%</b>	-0.2 p.p.	<b>100.0%</b>	<b>100.0%</b>	0.0 p.p.	<b>20.5%</b>	<b>25.9%</b>	-5.4 p.p.
<b>EBITDA MARGIN (%)</b>	<b>1.0%</b>	<b>13.7%</b>	-12.7 p.p.	<b>14.5%</b>	<b>17.0%</b>	-2.5 p.p.	<b>24.7%</b>	<b>24.9%</b>	-0.2 p.p.	<b>7.6%</b>	<b>15.5%</b>	-7.9 p.p.
<b>NET MARGIN (%)</b>	<b>-4.4%</b>	<b>10.1%</b>	-14.5 p.p.	<b>3.4%</b>	<b>5.8%</b>	-2.4 p.p.	<b>14.4%</b>	<b>17.0%</b>	-2.6 p.p.	<b>-0.5%</b>	<b>8.1%</b>	-8.6 p.p.

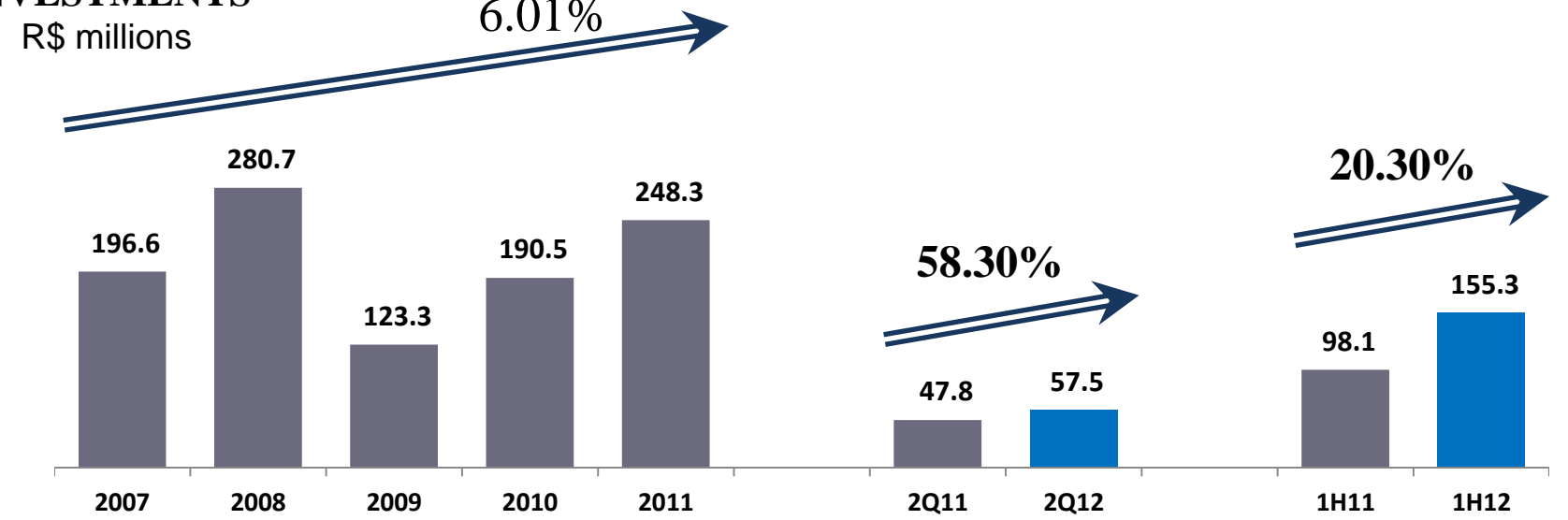
# Financial Results

## INVESTMENTS

R\$ millions

CAGR

6.01%

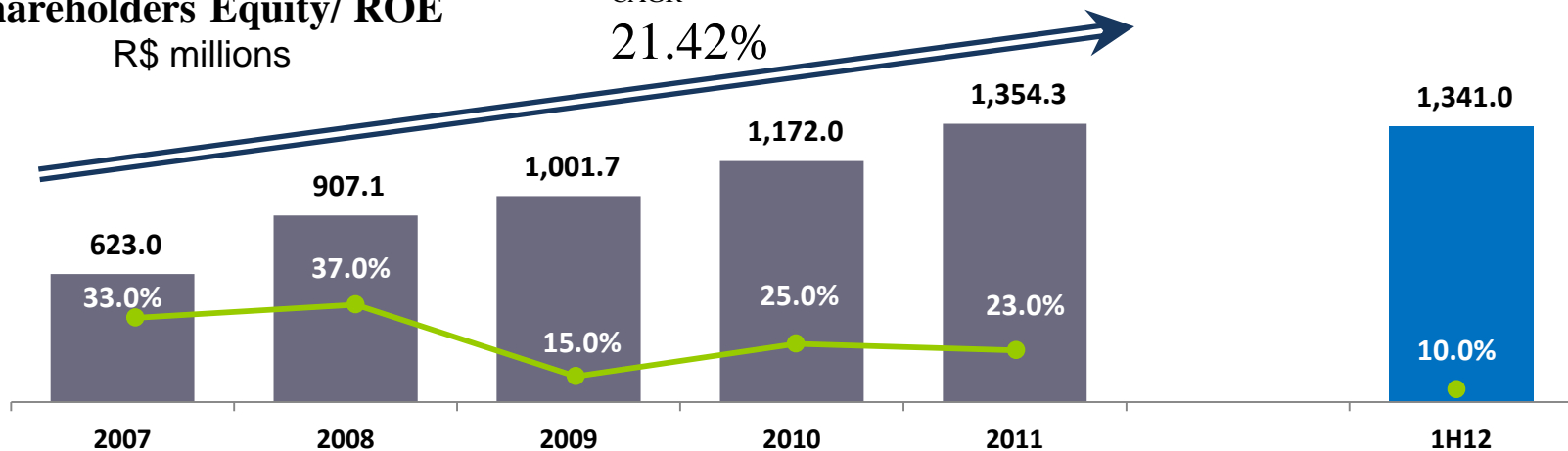


## Shareholders' Equity/ ROE

R\$ millions

CAGR

21.42%

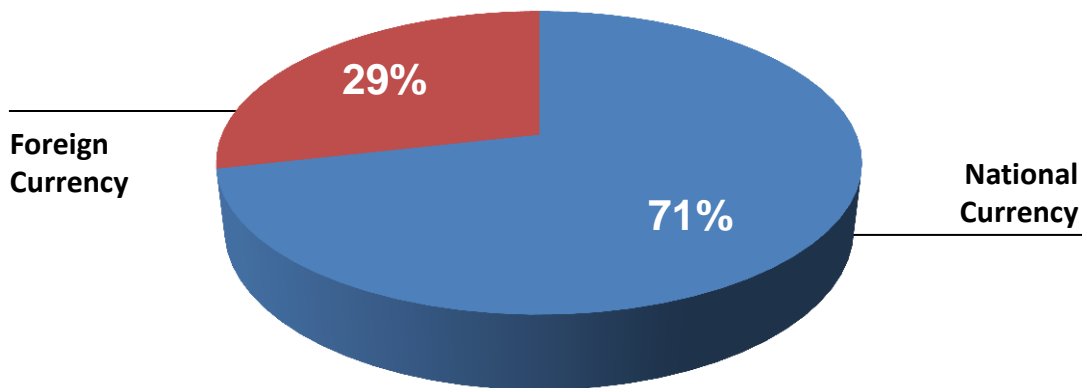


# Financial Results

## Composition of 1H12 Gross Debt

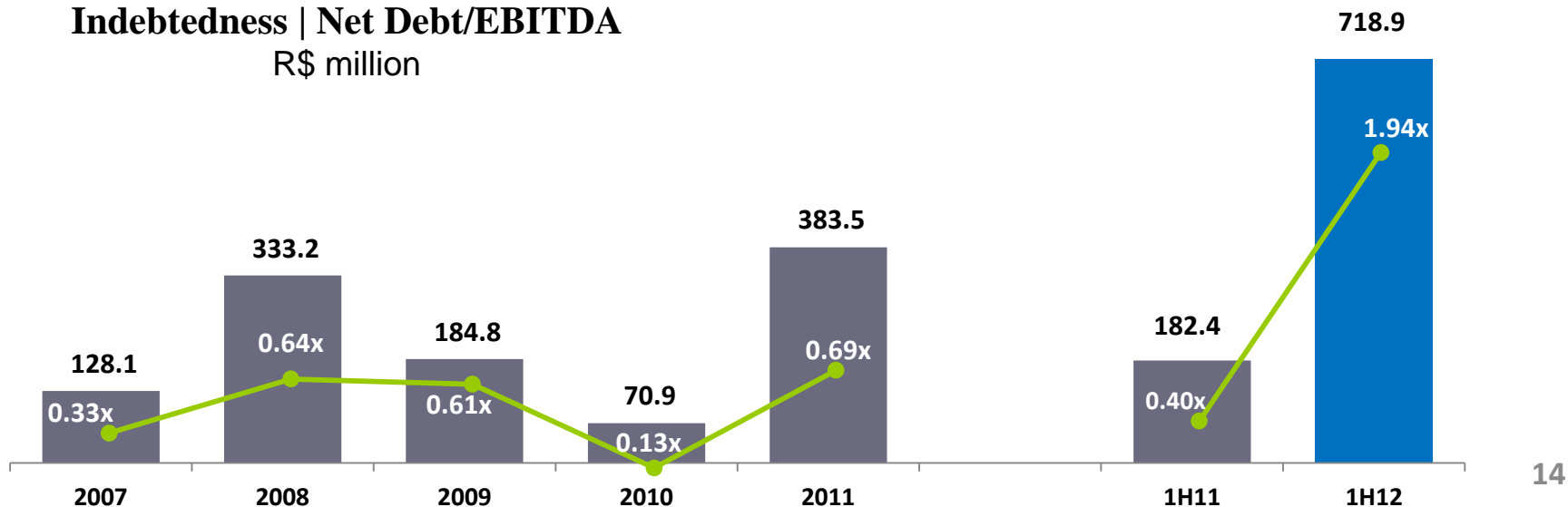
R\$ thousand | %

Total Gross Debt (R\$)	1,818,813
Gross debt in national currency	1,299,103
Gross debt in foreign currency	519,709
USD Price	2.0213



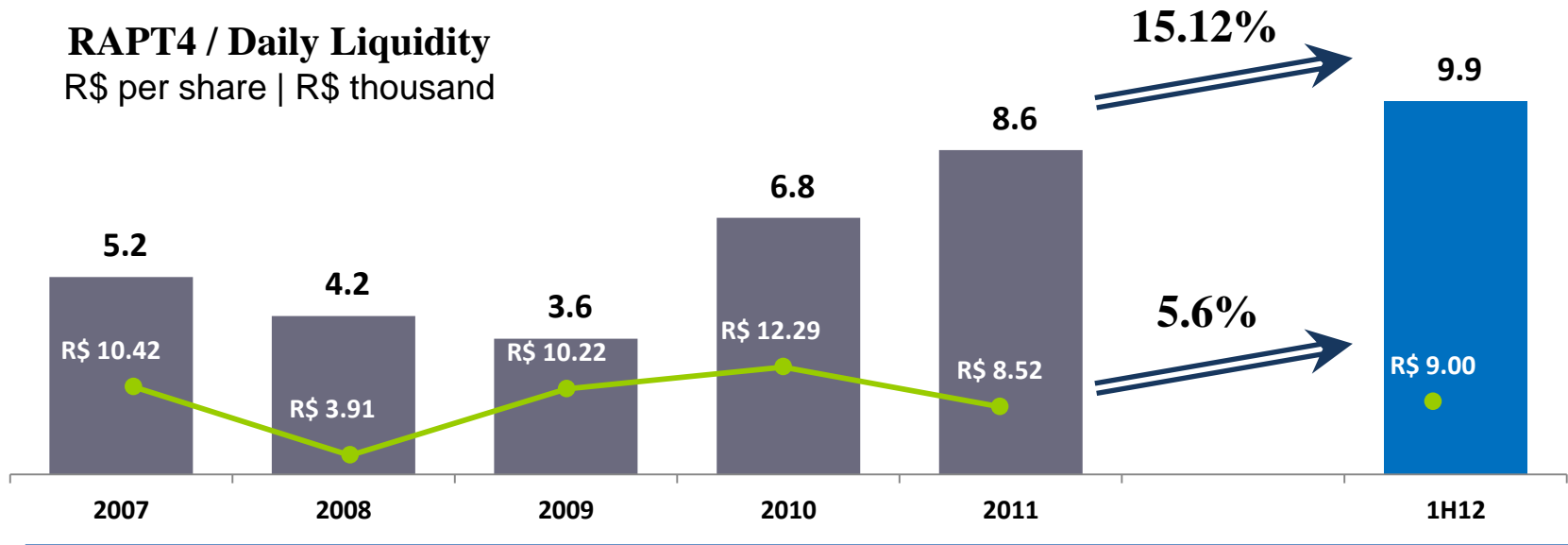
## Indebtedness | Net Debt/EBITDA

R\$ million

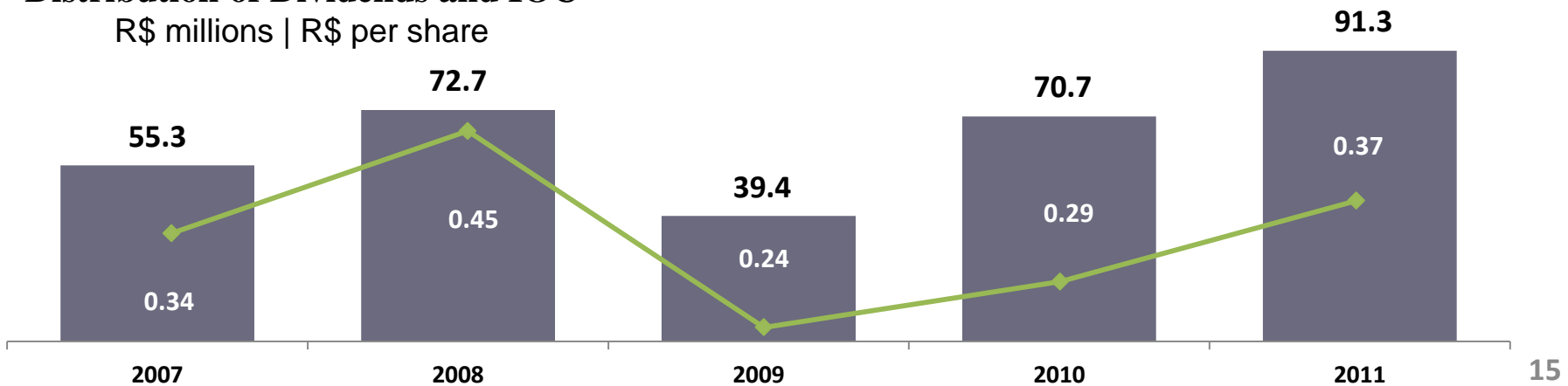


# Stock Market

**RAPT4 / Daily Liquidity**  
R\$ per share | R\$ thousand



**Distribution of Dividends and IOC**  
R\$ millions | R\$ per share



# News

After the close of 2T12, on 02.08.2012, the Company informed its shareholders and other members of the securities market, by a Notice to the Market, that it has signed a Memorandum of Understanding with the Chinese company China Sinomach Heavy Industry Corporation ("Sinomach") in order to assess the feasibility of constituting a jointventure in Brazil for the production and sale of excavators.

During the evaluation period, Randon will market the excavators manufactured by Sinomach under the joint brand Randon/Sinomach.



# Outlook

2012 Guidance - Revised

Total Gross Revenue

**R\$ 5.1 bi**

Consolidated Net Revenue

**R\$ 3.5 bi**

Exports

**US\$ 280 mi**

Imports

**US\$ 100 mi**

Capex

**R\$ 230 mi**

# Outlook

- **Brazil's GDP forecast to grow 1.90% in 2012. \***
- **Average forecast for crop output in 2012: 162 million tons, 0.1% lower than the last cycle. \*\***
- **Truck market should experience slow recovery. Preliminary estimates production of 150 thousand units in the year.**
- **Lower interest rates and public investment should stimulate growth in the segment of Vehicles and Trailers in 2H12.**
- **Adequacy of structure in 1H12 should reflect in improved operational efficiency in 2H12.**

Source: \* BACEN/FOCUS Report (07/23/2012)  
\*\* Conab/ 10th Survey for 2011/12

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## Investors Relations

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Corporativa Diferenciada **IGC**