



ROMI®

A TRADITION OF INNOVATION



1Q12 Earnings Release

April 25, 2012

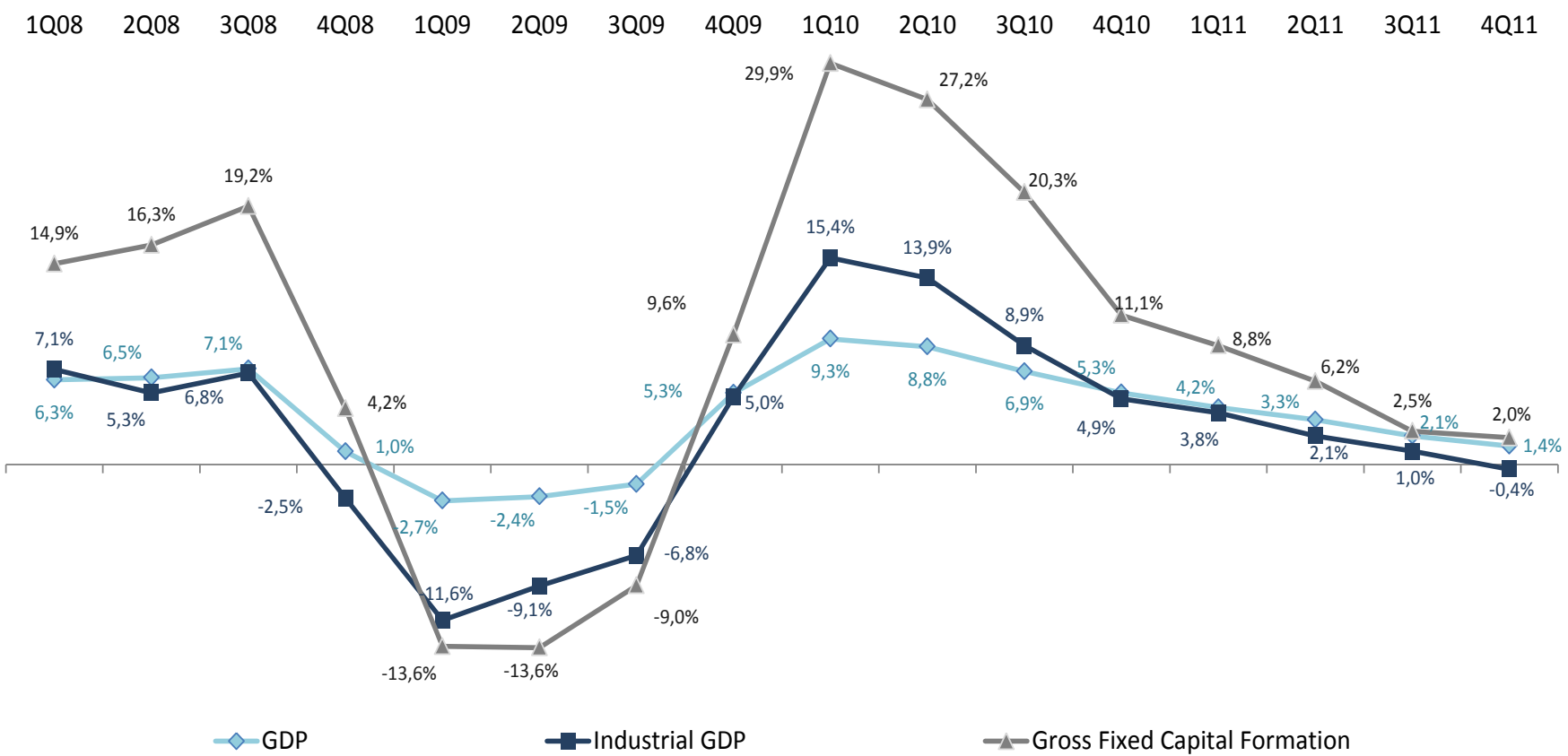


This release contains forward-looking statements subject to risks and uncertainties. Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company. The reservations as to forward-looking statements also apply to information on 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 Romi's control or prediction capacity.



- **Net operating revenue from Burkhardt + Weber** (“B+W”), between the acquisition date (January, 31 2012) and the end of the quarter (March, 31 2012) was R\$ 37.6 million, with EBITDA of R\$ 10.5 million;
- With the consolidation of B+W, 34.5% of **net operating revenue from abroad** in 1Q12 was from Asia, showing expansion of the geographic base and operations in emerging markets;
- **Plastic Processing Machines** posted net revenue growth of 3.6% in 1Q12 in relation to 4Q11;
- The **Rough and Machined Cast Iron Parts** unit experienced 45.3% growth in new orders in 1Q12 in relation to 4Q11, due especially to demand for products for the wind energy market.

Economic Indexes – Conjunctural Indicators



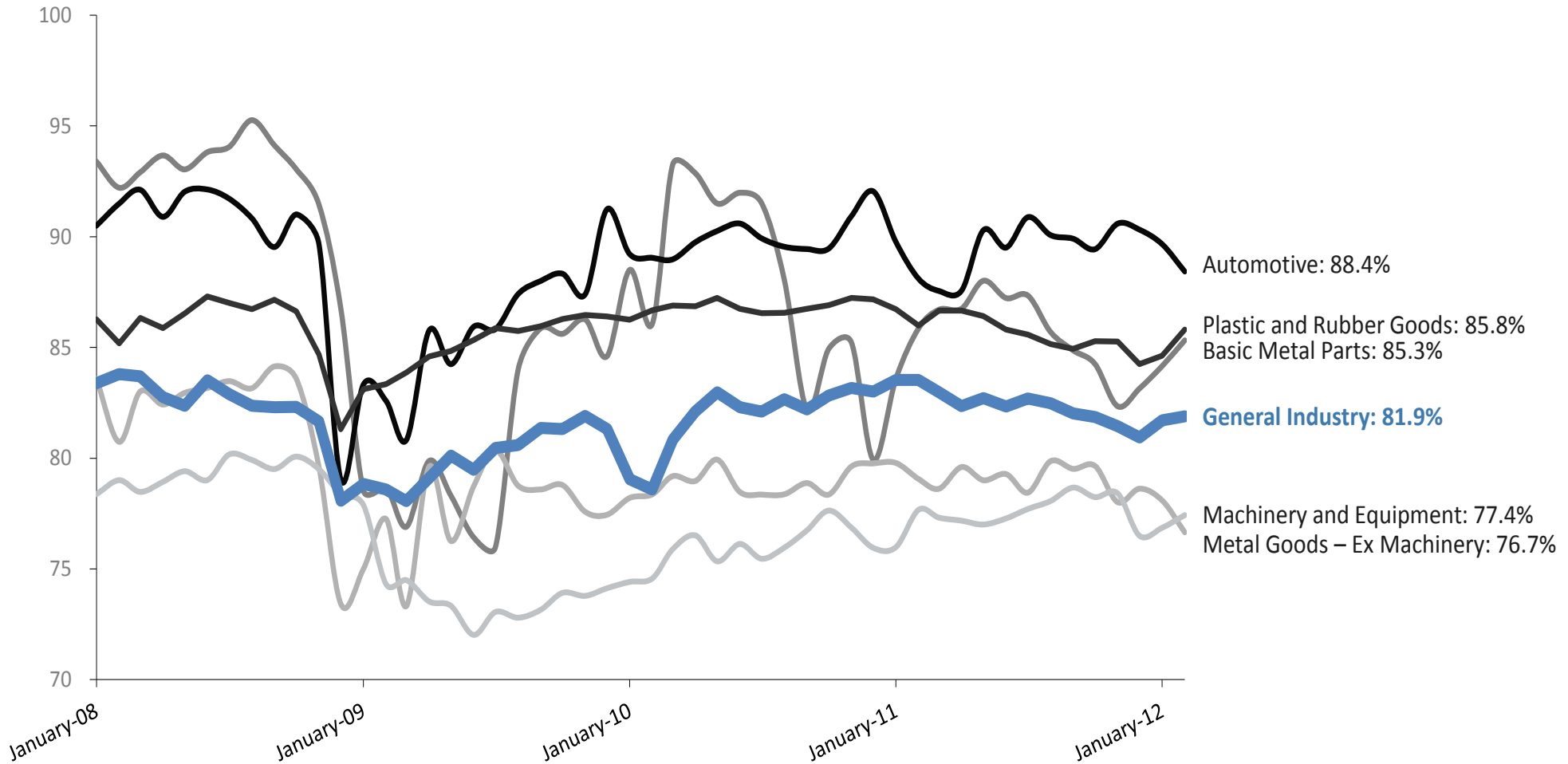
Source: IBGE

Economic Indexes

Level of Activity Index (February, 2012)



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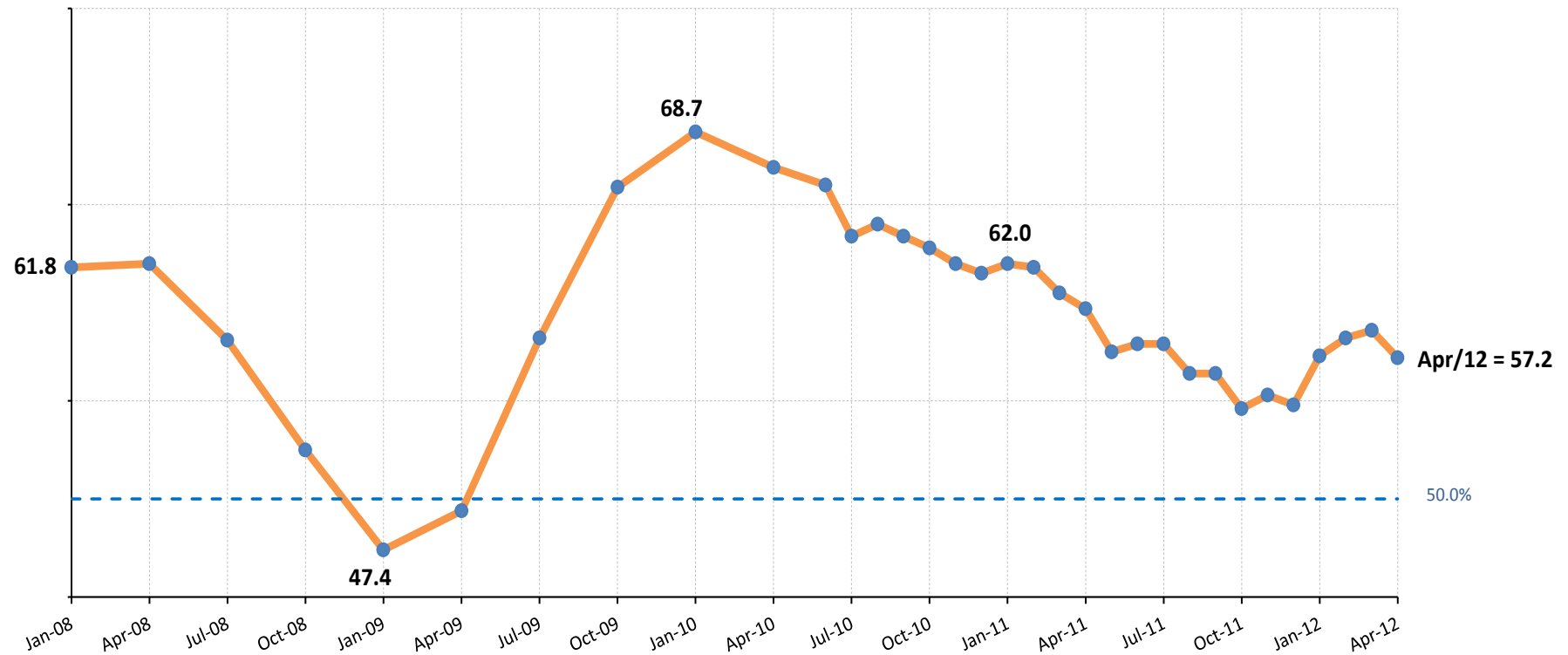


Source: Fiesp -INA Activity Level Indicator - NUCI (Level of Utilization of Installed Capacity)

Economic Indexes – Industrial Entrepreneur Confidence Index



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Source: CNI - ICEI (Industrial Executives' Confidence Index)



METAL CHIPING					
TURNING			MILLING		
ENGINE LATHES	CNC LATHES		TURNING CENTERS	MACHINING CENTERS	BORING MACHINES
	LIGHTWEIGHT	HEAVYWEIGHT			
					
EXAMPLES OF PARTS PRODUCED IN OUR MACHINES					
	Machine-tool spindle	Pulley	spindle and mill cylinder set	Automotive transmission gear	Automotive transmission housing
					
					Large size valve

Net Operating Revenues Distribution		
	1Q12	2011
Job Shops	32%	29%
Capital Goods	11%	15%
Automotive	16%	11%
Tooling	6%	7%
Technical Schools	7%	3%
Agricultural Equipment	5%	4%
Others	23%	30%



PLASTIC PROCESSING MACHINES

INJECTION MOLDING

INJECTION MOLDING MACHINES



BLOW MOLDING

PLASTIC BLOW MOLDING MACHINES



PET BLOW MOLDING MACHINES



EXAMPLES OF PARTS PRODUCED IN OUR MACHINES



18 liter Industrial Bucket



Beach chair



Motorcycle fender

Automotive taillight



Syringe



Plastic blown bottles for the Hygiene, Cleaning, Food, Pharmaceutical and Chemical industries, among others



PET bottles up to 6 liters

Net Operating Revenues Distribution

	1Q12	2011
Packaging	34%	22%
Home Appliances	24%	8%
Automotive	13%	12%
Real Estate	5%	7%
Others	24%	51%



FOUNDRY

ROUGH CASTINGS

PARTS PRODUCED OF GRAY, NODULAR
AND VERMICULAR IRON CAST



MACHINED CASTINGS

CNC MACHINING CASTS



Net Operating Revenues Distribution

	1Q12	2011
Automotive - Trucks	38%	53%
Wind Power	30%	15%
Agriculture	14%	12%
Construction Equipment	9%	7%
Others	9%	13%

EXAMPLES OF PARTS
PRODUCED



Reducer Housing



Pump Housing



Differential Cage



Fifth Wheel Coupling



Pinion Cage



Wind Generator Hub

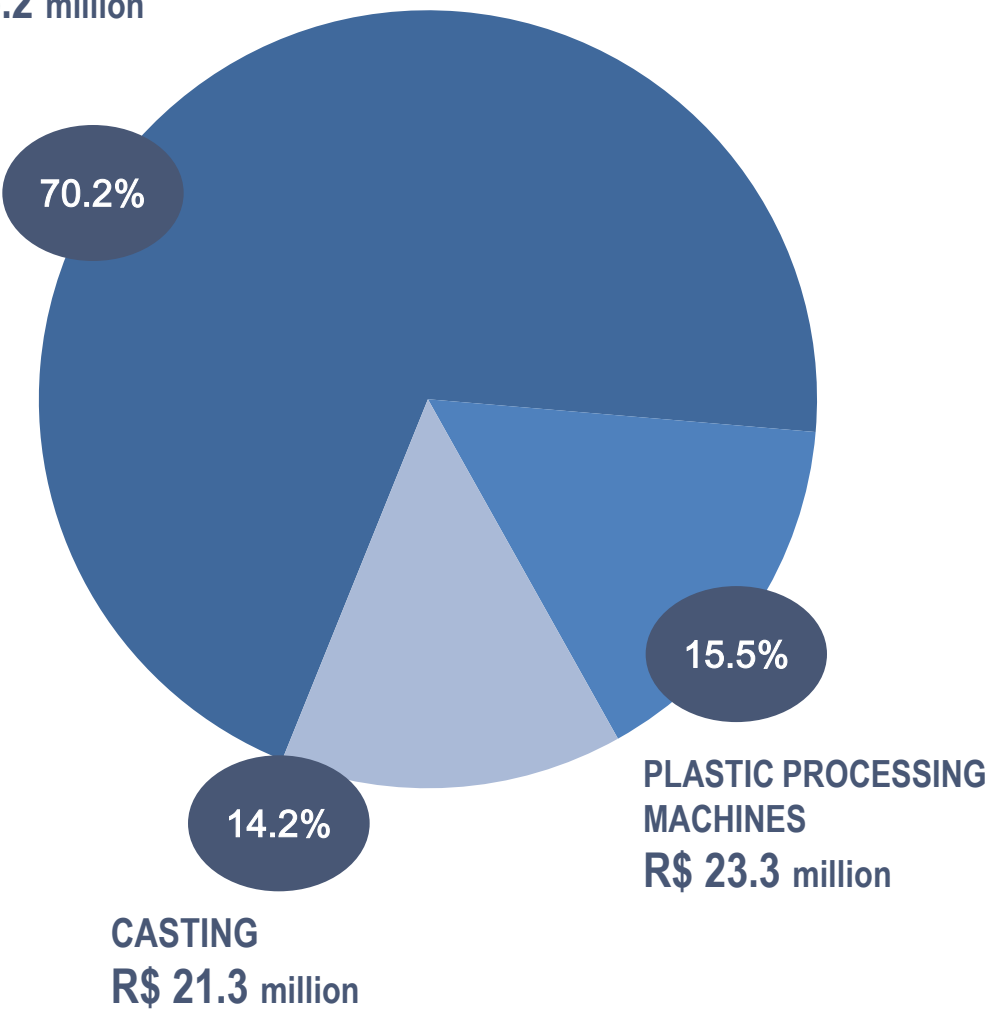
Net Sales per Business Unit

1Q12

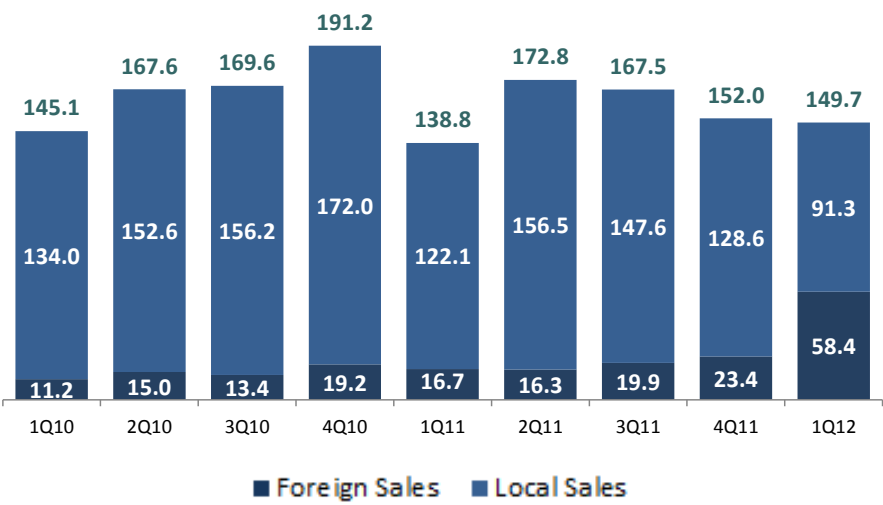
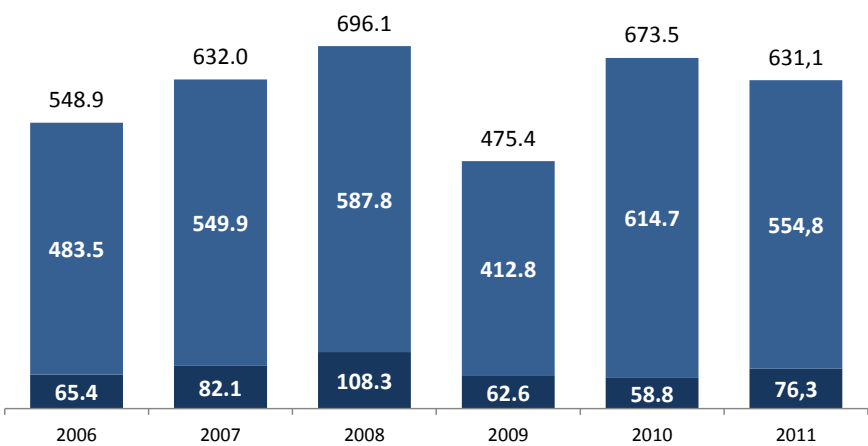


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MACHINE TOOLS
R\$ 105.2 million



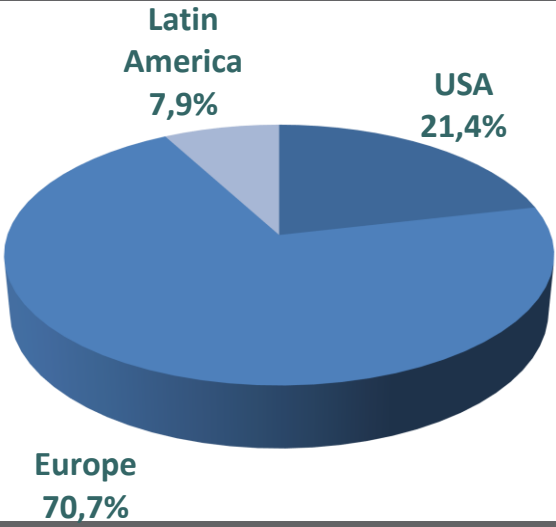
Net Operating Sales (R\$ million)



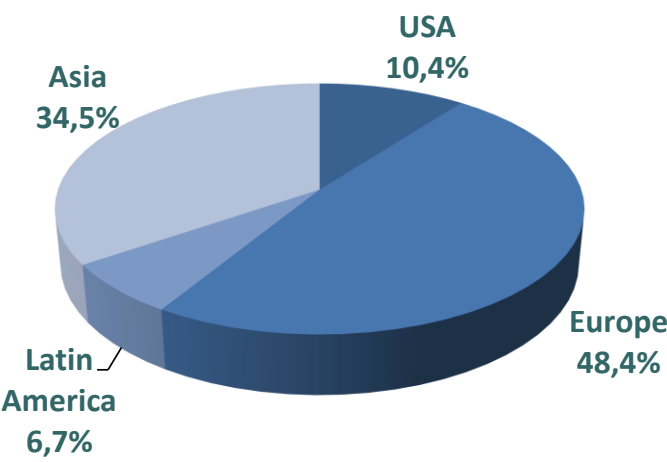
Foreign Sales Local Sales



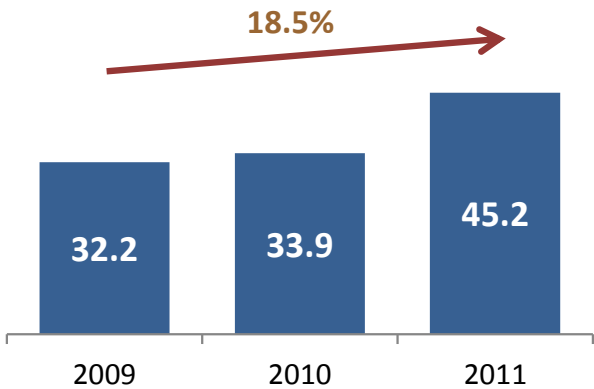
1Q11 Foreign Sales Destination



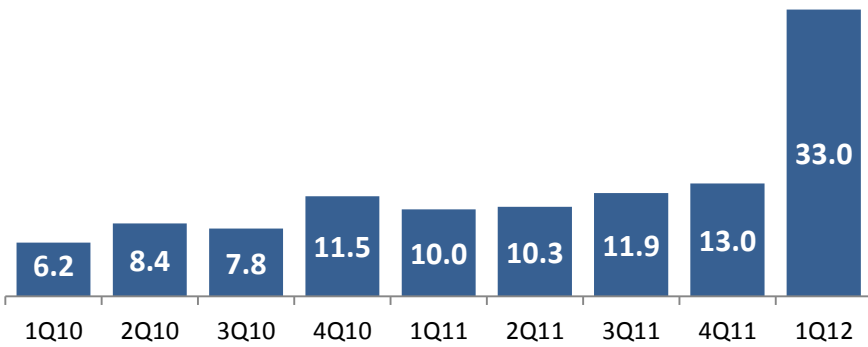
1Q12 Foreign Sales Destination



Year Foreign Sales – US\$ million



Quarter Foreign Sales – US\$ million



Order Entry

R\$ thousand



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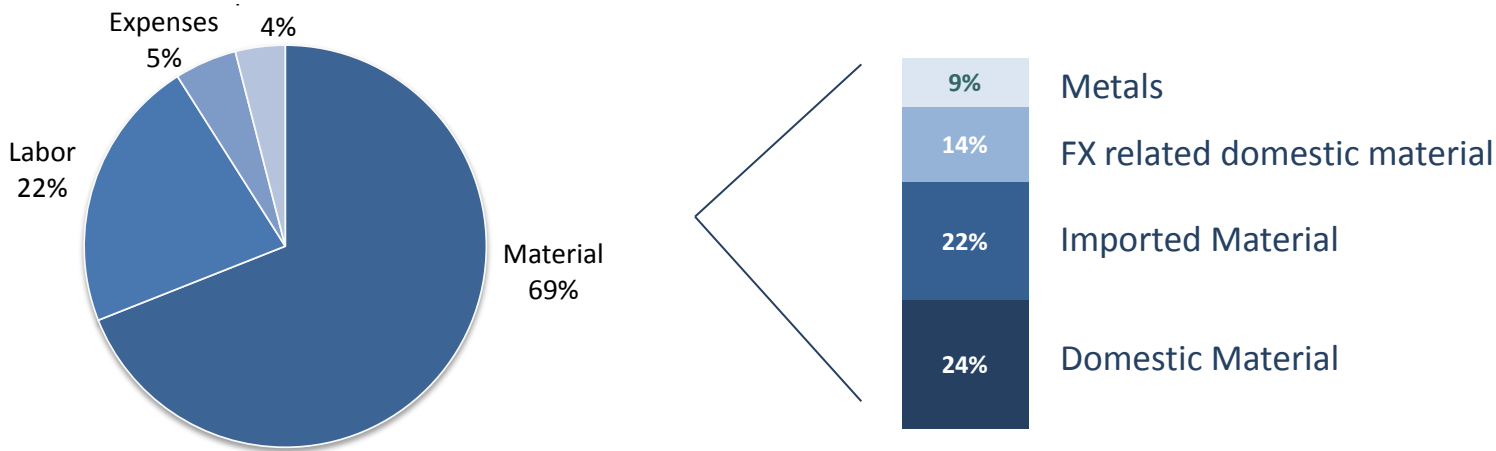
Order Entry (R\$ thousand)	1Q10	1Q11	2Q11	3Q11	4Q11	1Q12	Chg % 1Q12/1Q11	Chg % 1Q12/4T11
Machine Tools ⁽¹⁾	94,084	110,370	129,179	113,057	105,751	81,999	-25.7%	-22.5%
Plastic Machines	42,138	30,418	37,846	27,861	25,495	25,312	-16.8%	-0.7%
Rough and Machined Cast Iron Parts	21,968	38,149	21,186	33,304	19,445	28,250	-25.9%	45.3%
Total	158,190	178,937	188,211	174,222	150,691	135,561	-24.2%	-10.0%

(1) Includes R\$ 9.2 million of B+W's order entry obtained in the months of January, February and March, 2012.

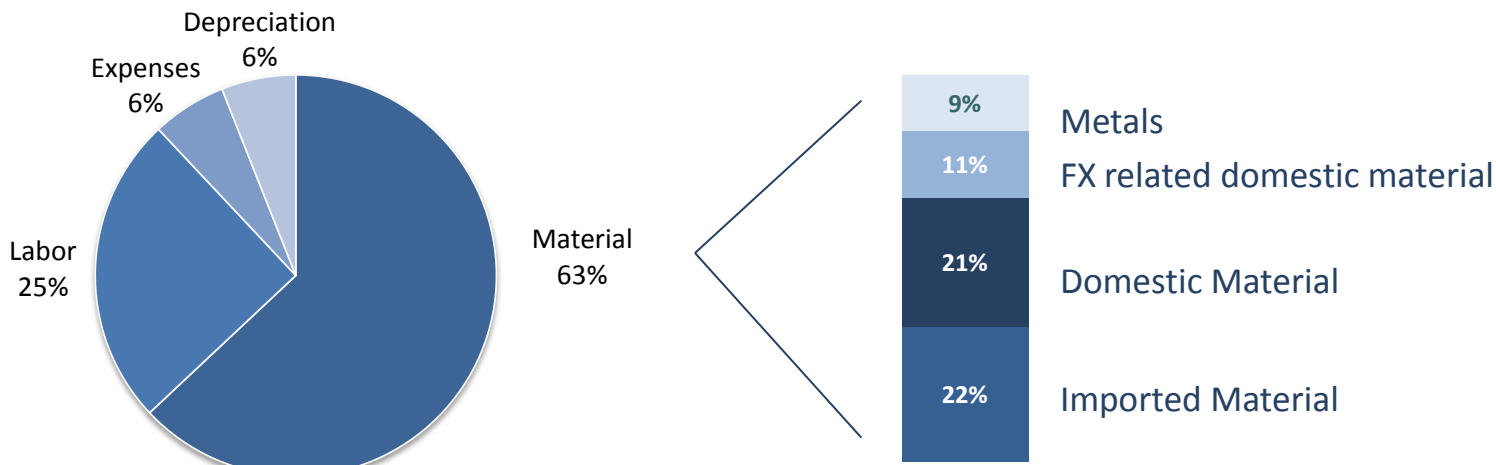
Note: Gross values, including sales taxes



1Q11

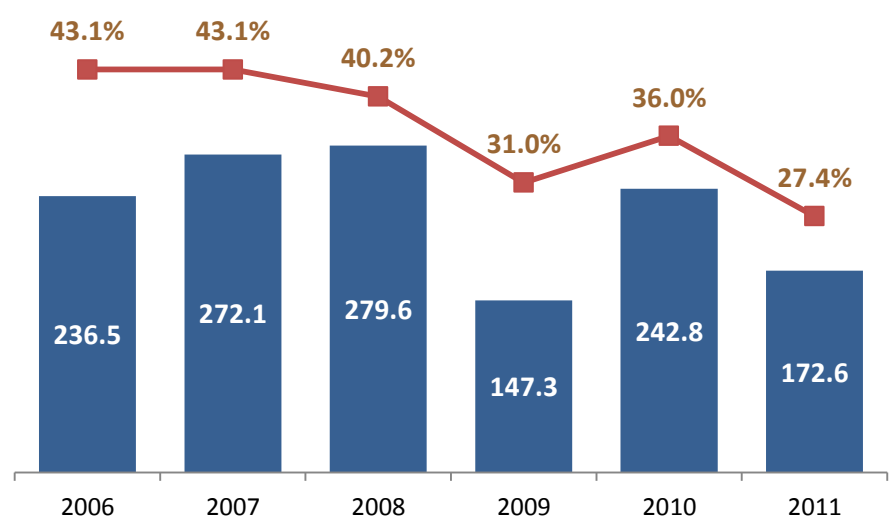


1Q12

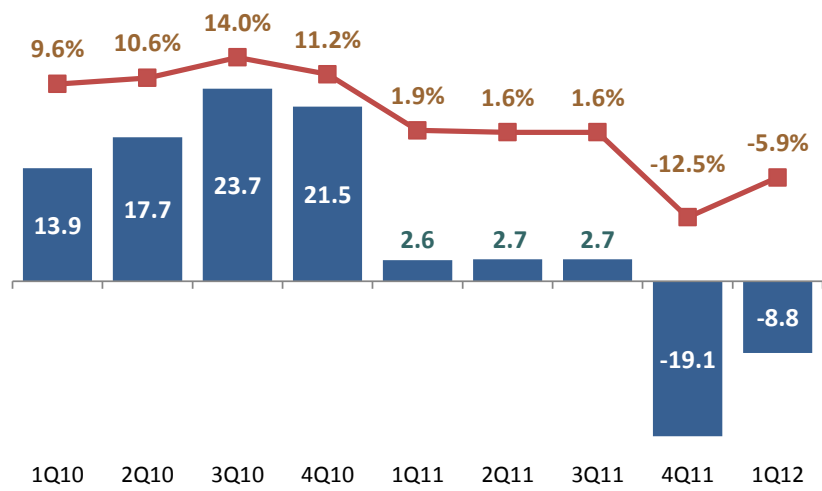
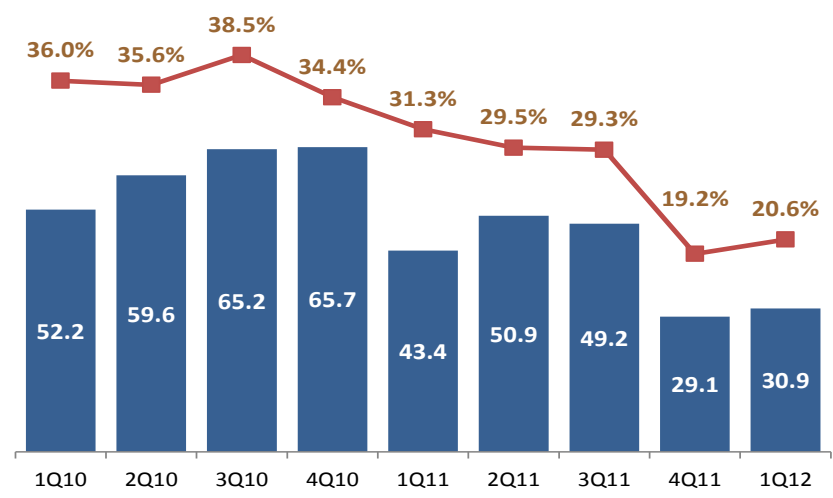
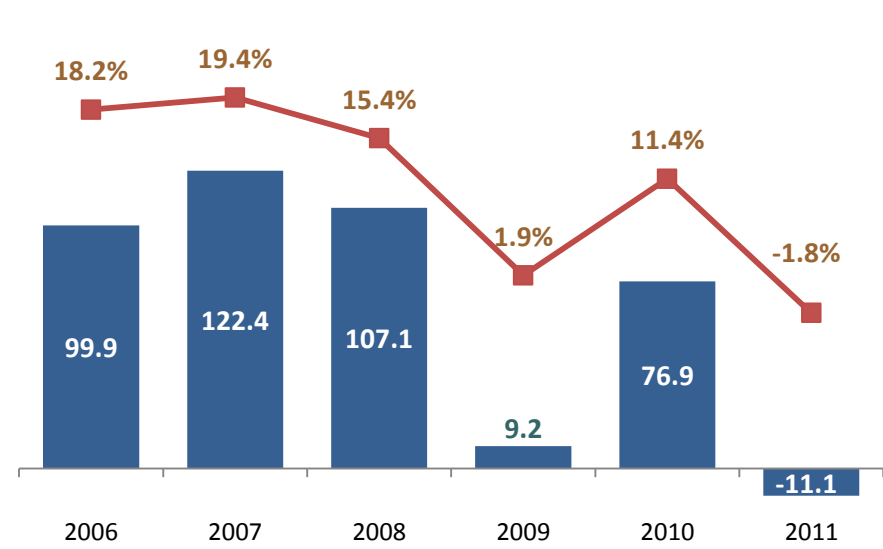




Gross Profit (R\$ million) and Gross Margin

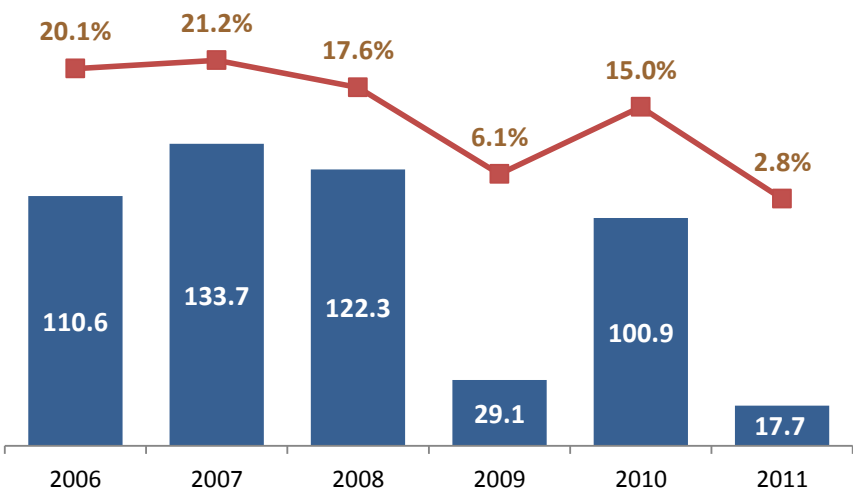


EBIT (R\$ million) e EBIT Margin

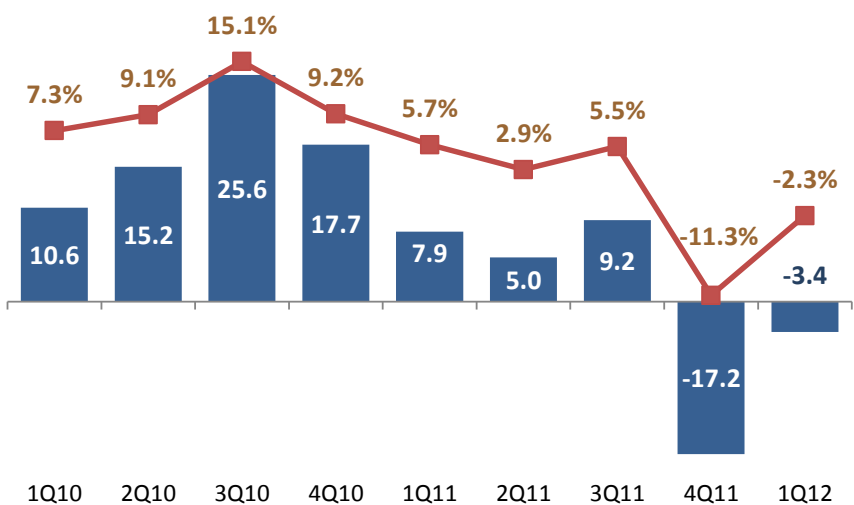
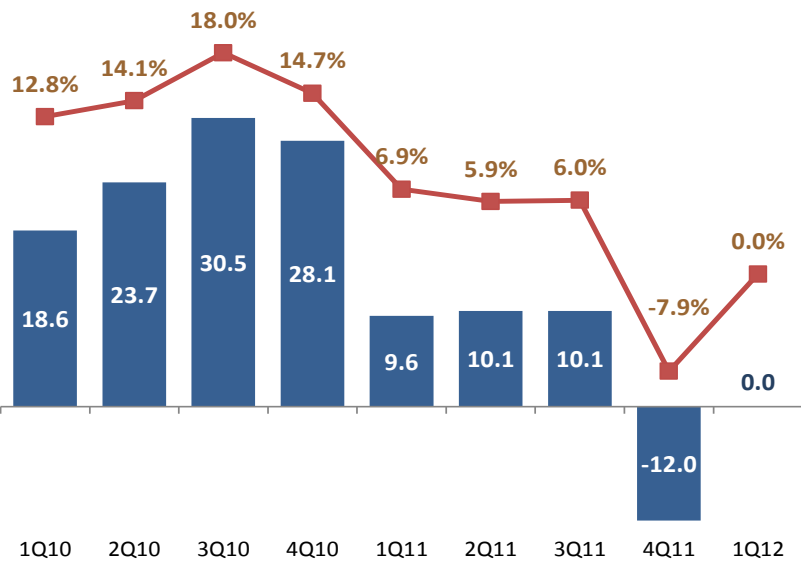
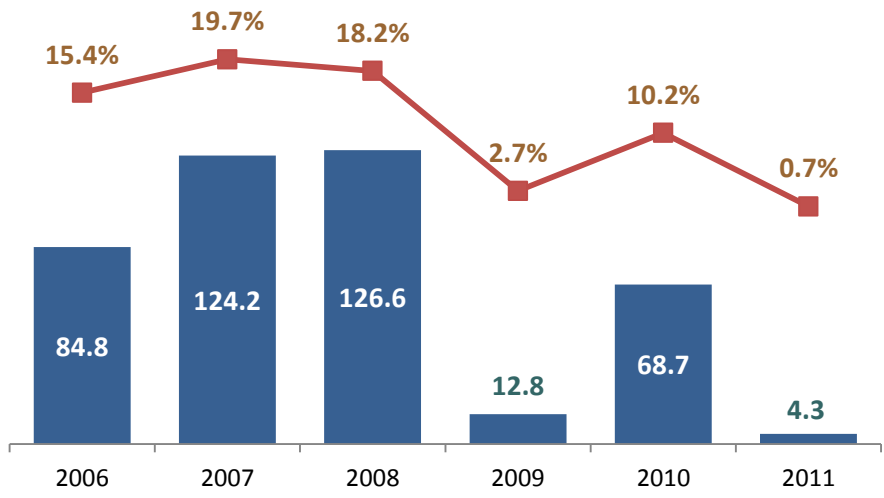




EBITDA (R\$ million) and EBITDA Margin



Net Profit (R\$ million) and Net Margin



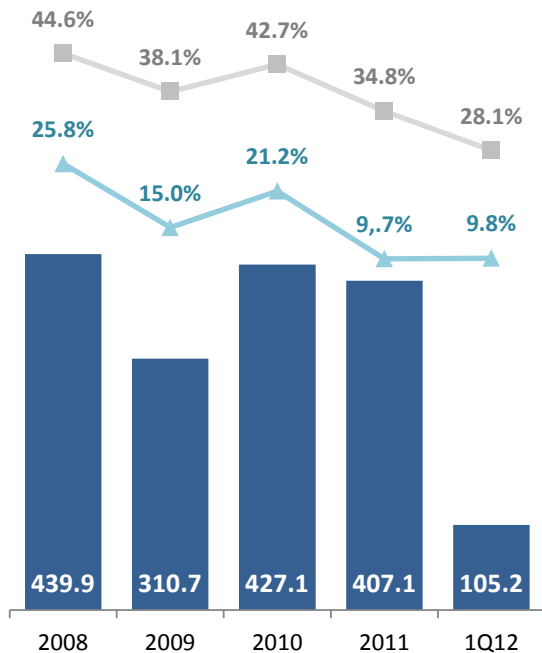
Business Units' Results



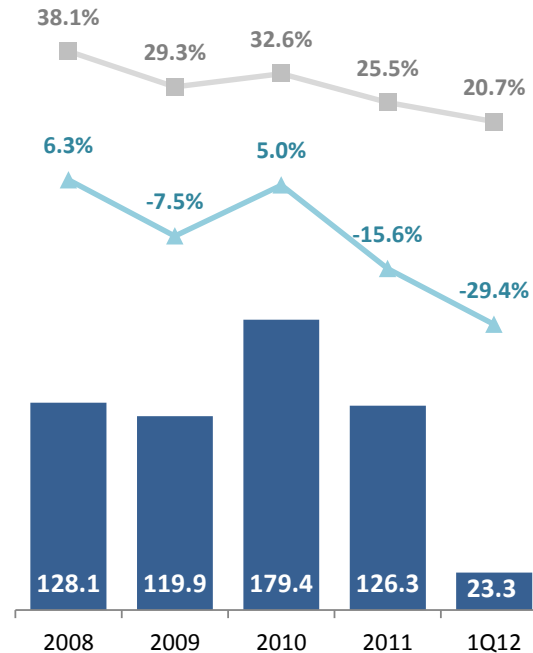
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Sales	Quarter								
	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	3Q11	4Q11	1Q12
Machine Tools (units)	526	538	556	706	441	572	519	511	257
Plastic Machines (units)	83	119	112	111	101	129	96	61	44
Rough and Machined Cast Iron Pa	2,432	3,016	3,403	2,635	3,240	3,850	5,299	4,250	3,515

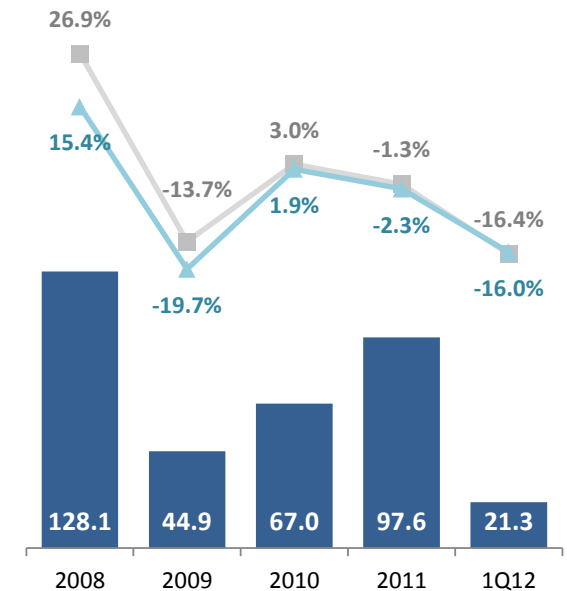
Machine Tools



Plastic Machines



Rough and Machined Cast Iron Parts



■ Net Revenues ■ Gross Margin ▲ EBITDA Margin



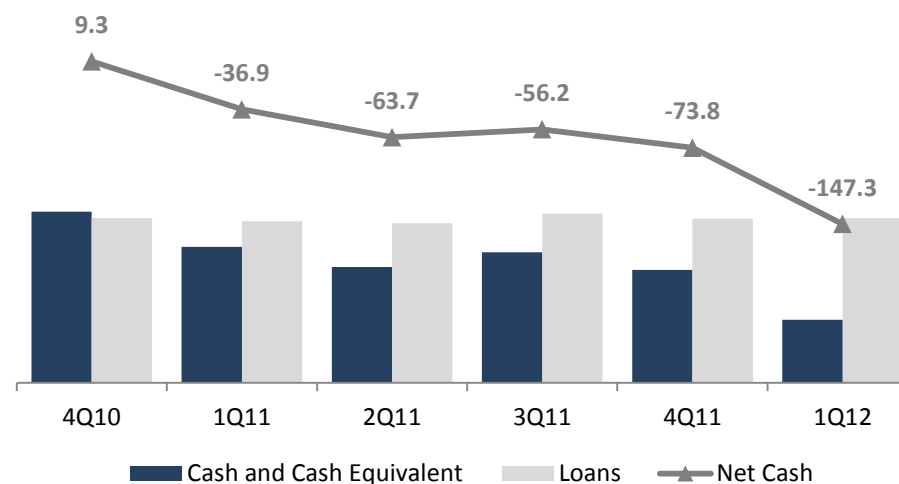
Cash and Cash Equivalent – R\$ million – 03/31/2012	
	Amount
Bank Deposit Certificate (CDB)	58.3
Financial Investment with Bonds	15.1
Banks	17.3
Total	90.6

Net Debt =	147.3
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Loans* – R\$ million – 03/31/2012	
	Amount
2012	122.2
2013	43.4
2014	26.5
2015	18.9
2016	14.6
2017 and afterwards	12.3
Total	237.9

(*) without Finame Manufacturer

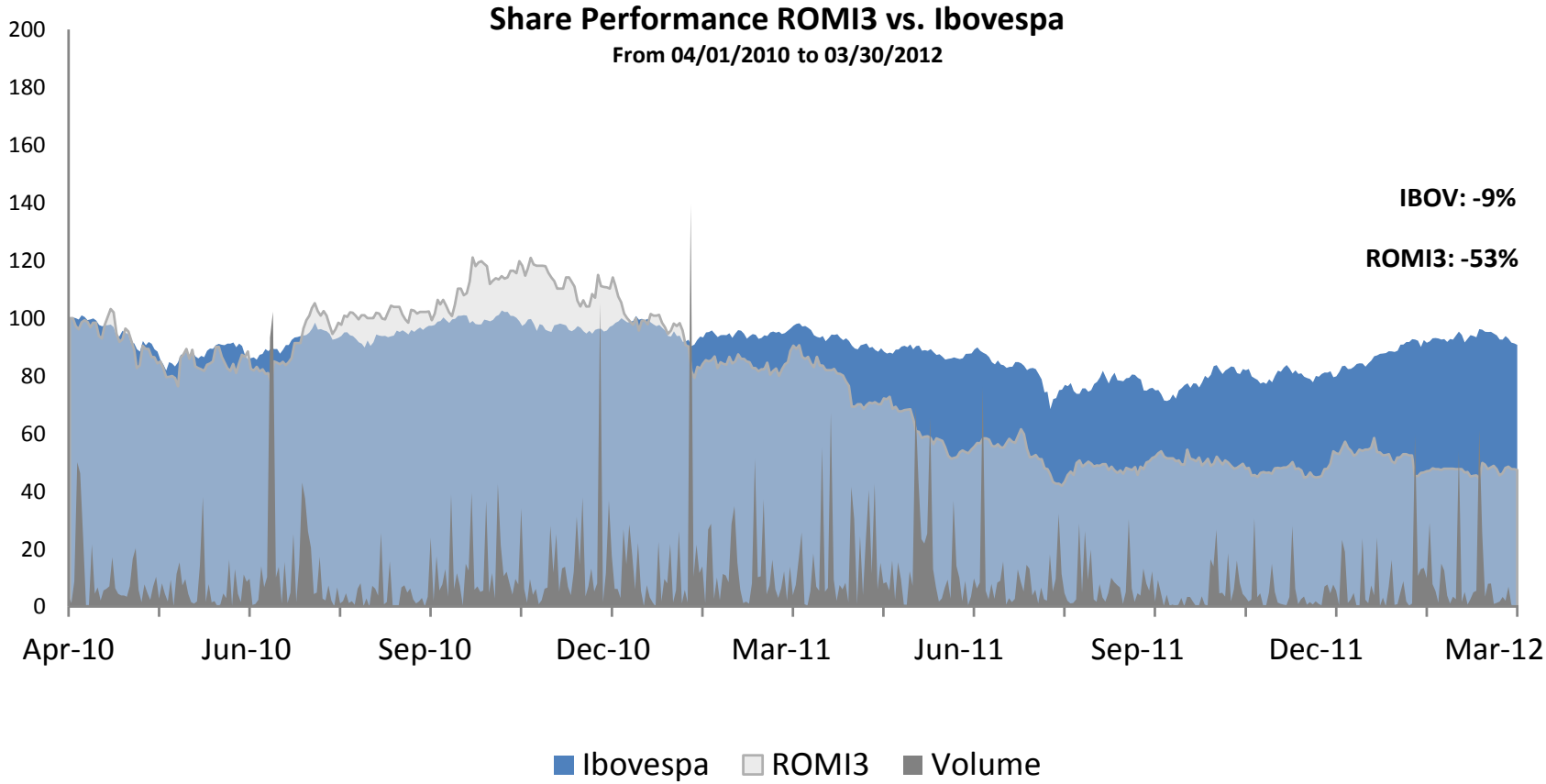
Net Cash(Debt) Position





- Acquisition: concluded on January 31, 2012
- Transaction value: € 20,5 million, of which € 4,1 million is net cash position (EV = approx. € 16,4 million);
- Strategic rationale of the acquisition:
 - Product portfolio with high technology and precision
 - Market and operations basis expansion
 - Asian markets presence;
 - Reduce reliance on the domestic market
- Consolidation from February 1, 2012:

Income Statement (R\$ mil)	Feb+Mar / 2012
Net Operating Revenue	37,644
Gross Profit	5,704
EBIT	10,200
EBITDA	10,521
Net Profit	9,625



Source: *BM&FBovespa*



	Machine Tools	Plastic Machines	Rough and Machined Cast Iron Parts	Services
Technology	Increase complexity (weight, customization)	Stability (superior quality, medium complexity)	Leadership (heavy and complex parts); Aggregate machining; Steel casting	Expand Services Portfolio (maintenance contracts, leasing, upgrade)
Geographic Expansion	Increase exposure to international markets	Stability (main focus: Brazil)	Stability (main focus: Brazil)	Consolidate Brazil, start global expansion
Operations	Increase concentration on products and processes ↓ Operational efficiency and volume	Increase concentration on products and processes ↓ Operational efficiency and cost reduction	Optimize utilization of existence capacity	Gradual creation of new structures and operations
Growth	Look for global strategic partnerships ↓ Access to technologies and markets	Look for global strategic suppliers	Organic	Organic



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