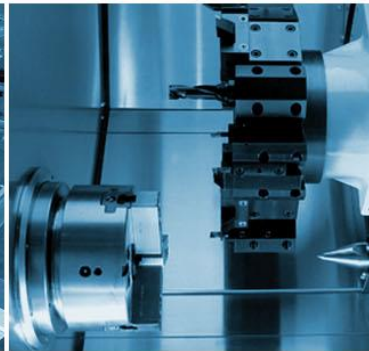




**ROMI**®

A TRADITION OF INNOVATION



# 1Q15 Earnings Release

April 29, 2015



Índice de  
Ações com Tag Along  
Diferenciado **ITAG**

Índice de  
Ações com Governança  
Corporativa Diferenciada **IGC**



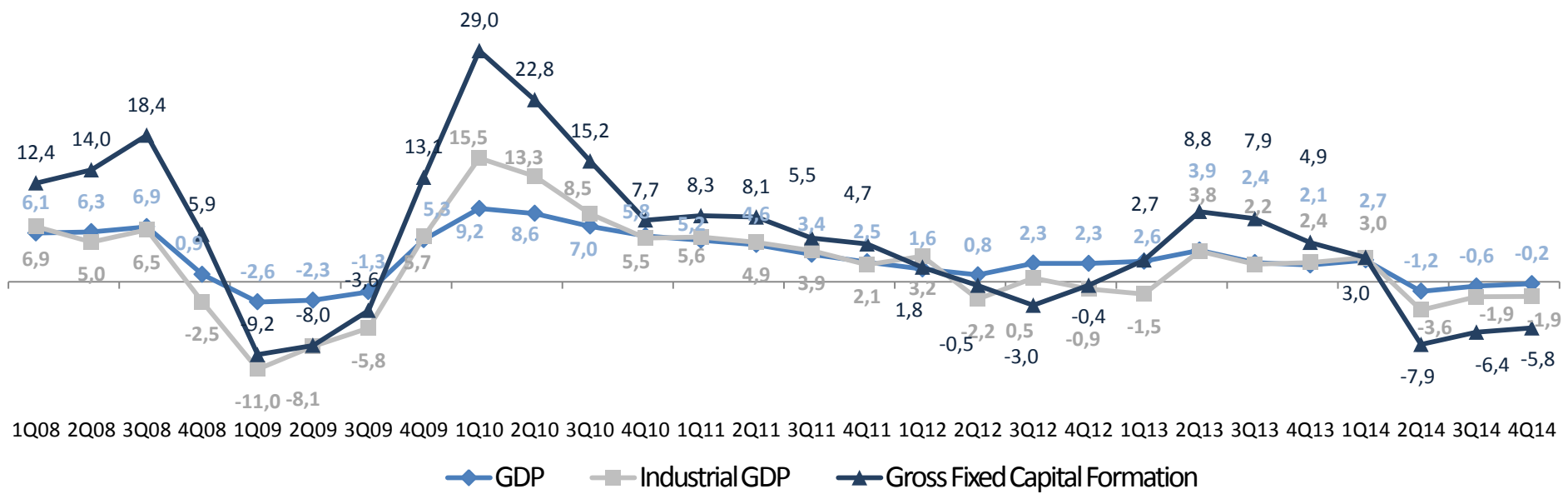
*This release contains forward-looking statements subject to risks and uncertainties. Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company. The reservations as to forward-looking statements also apply to information on 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 fell by 19.7% in 1Q15 compared to 1Q14, due to a decrease in industrial demand in the Brazilian market;
- The EBITDA margin in 1Q15, compared to 1Q14, dropped 9.3 pp, due to the decrease in net operating revenue;
- Net debt was reduced by 21.1% in 1Q15 (R\$21.7 million), as a result of the continuous operational efficiency improvement, showing that the strategy of making the operation more flexible has positively impacted the working capital.
- The Raw and Machined Cast Iron Parts Business Unit posted growth of 26.2% on its Net operating revenue compared to 1Q14, driven by the demand in the wind power segment, one of the main segments supplied by this Unit.
- The Board of Directors approved a share buyback program, to purchase up to 3,100,000 shares, beginning on April 28<sup>th</sup>, 2015 ending on April 28<sup>th</sup>, 2016.

# Economic Indexes – Conjunctural Indicators



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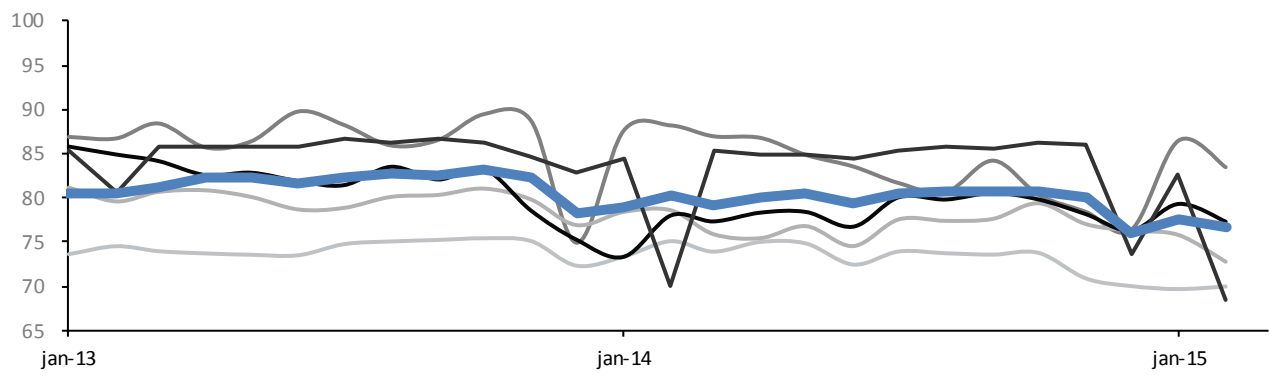


Source: IBGE (quarter this year vs. quarter last year)

# Economic Indexes – Conjunctural Indicators

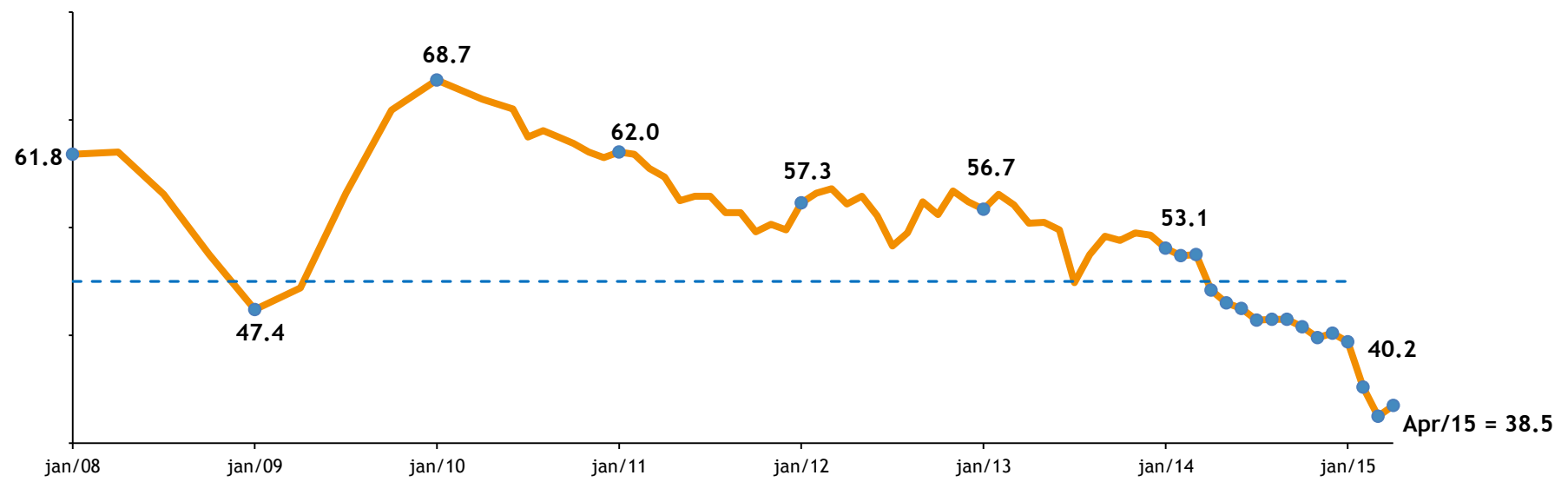


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- General Industry: 77%**
- Plastic and Rubber Goods: 68%
- Basic Metallurgy: 83%
- Metal Goods (Ex Machinery): 73%
- Machinery and equipment: 70%
- Automotive: 77%

Source: Fiesp -INA Activity Level Indicator -NUCI ( Level of Utilization of Installed Capacity), Feb, 2015



Source: CNI – ICEI (Industrial Executive Confidence Index), Apr, 2015



## Machine Tools



	1Q15	2014
Job Shops	20%	22%
Machines and Equipments	18%	15%
Automotive	14%	7%
Technical Schools	11%	16%
Agricultural Equipment	4%	5%
Others	33%	35%

## Plastic Machines



	1Q15	2014
Packaging	33%	41%
Job Shops	19%	10%
Home Appliance	14%	2%
Automotive	5%	14%
Others	29%	33%

## Raw and Machined Cast Iron Parts



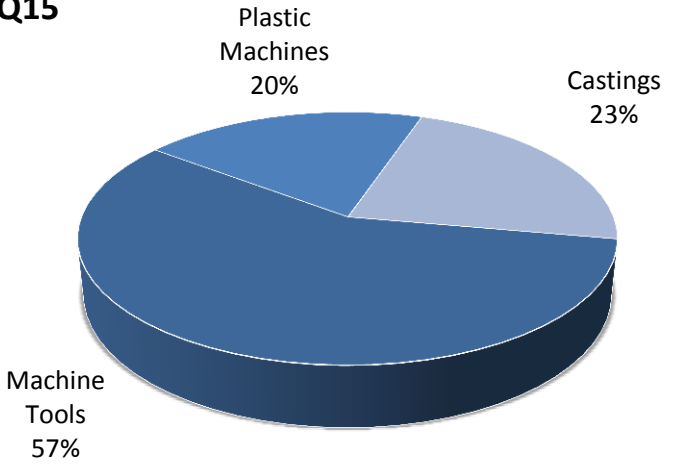
	1Q15	2014
Automotive	38%	45%
Wind Power	39%	24%
Agriculture	19%	25%
Others	4%	6%

# Net Sales per Business Unit

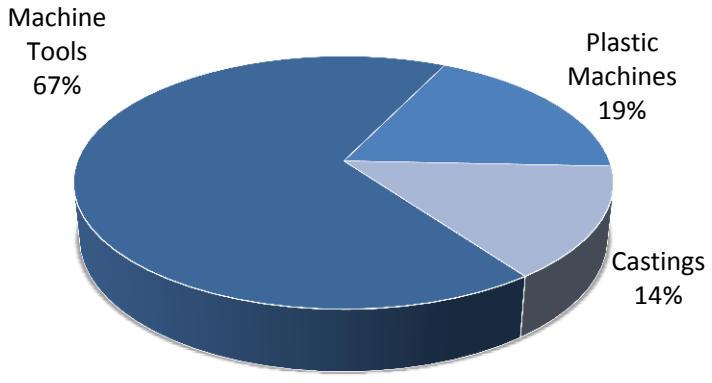


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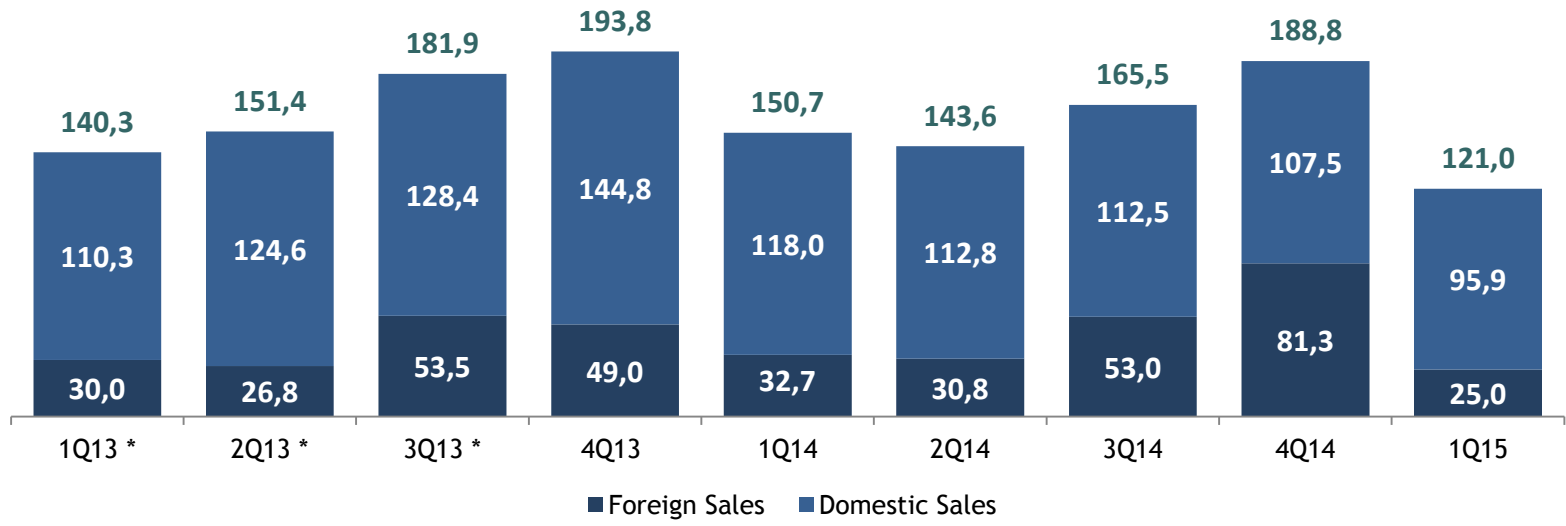
1Q15



1Q14



Net Operating Sales (R\$ million)

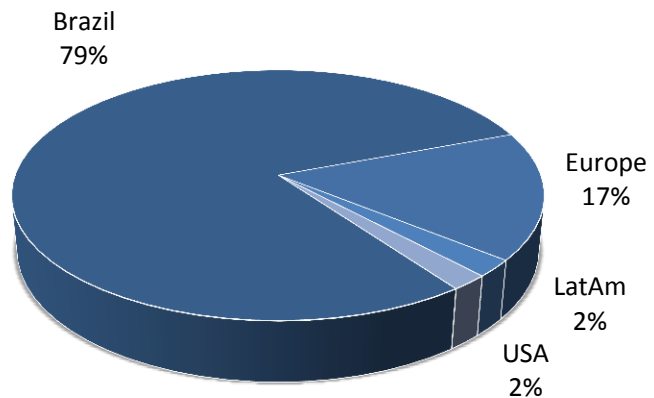


\* Amounts relating to continued operations, excluding revenues from the subsidiary Romi Italia, which are presented as discontinued operations.

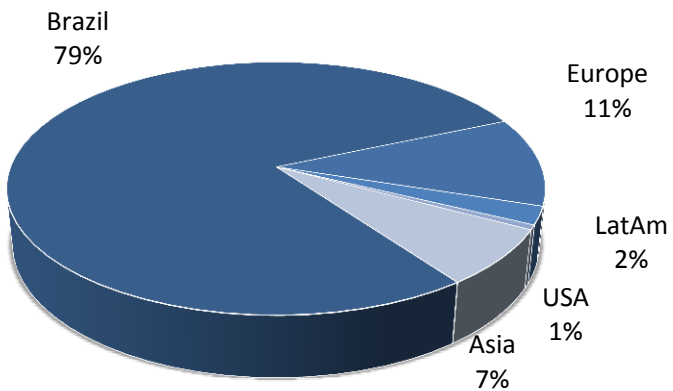
# Sales Distribution



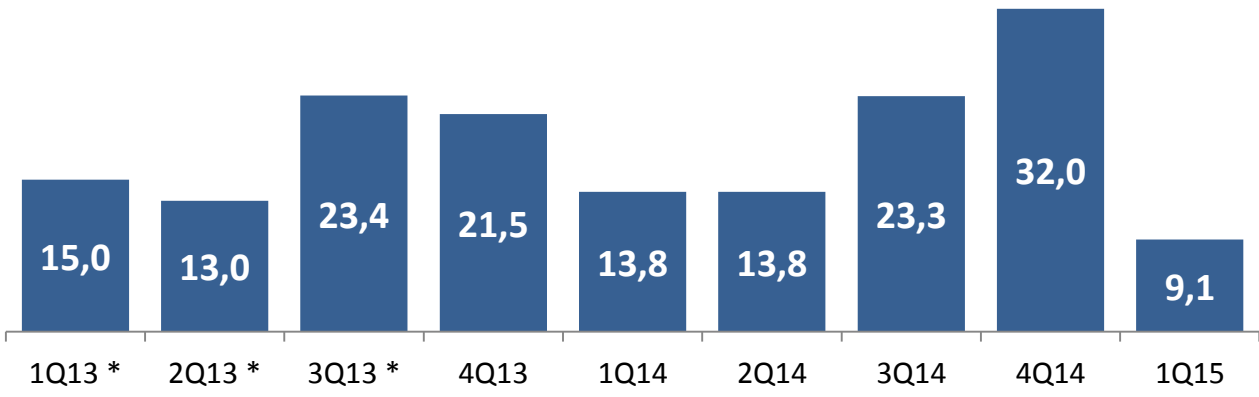
1Q15



1Q14



Foreign Sales – US\$ million



\* Amounts relating to continued operations, excluding the revenue from the subsidiary Romi Italia, which are presented as discontinued operations.





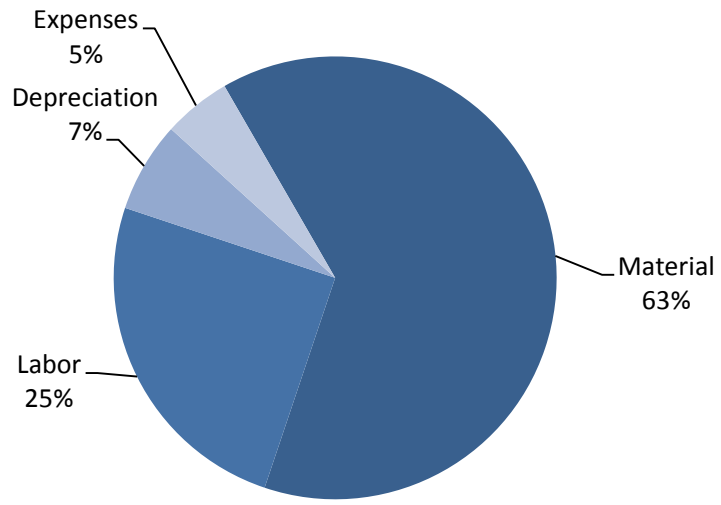
<b>Order Entry (R\$ 000)</b> Gross Values, sales taxes included	1Q14	2Q14	3Q14	4Q14	1Q15	Chg 1Q15/1Q14	Chg 1Q15/4Q14
Machine Tools	119.538	117.411	95.697	114.601	47.636	-60,1%	-58,4%
Plastic Machines	18.337	24.100	20.178	27.974	14.163	-22,8%	-49,4%
Rough and Machined Cast Iron Parts	36.447	26.899	34.371	56.664	32.802	-10,0%	-42,1%
<b>Total</b>	<b>174.321</b>	<b>168.410</b>	<b>150.245</b>	<b>199.239</b>	<b>94.602</b>	<b>-45,7%</b>	<b>-52,5%</b>

<b>Order Book (R\$ 000)</b> Gross Values, sales taxes included	1Q14	2Q14	3Q14	4Q14	1Q15	Chg 1Q15/1Q14	Chg 1Q15/4Q14
Machine Tools	227.486	248.174	215.695	189.247	173.580	-23,7%	-8,3%
Plastic Machines	38.233	35.819	24.254	35.351	30.009	-21,5%	-15,1%
Rough and Machined Cast Iron Parts	38.388	35.979	34.403	55.959	56.953	48,4%	1,8%
<b>Total</b>	<b>304.107</b>	<b>319.971</b>	<b>274.351</b>	<b>280.557</b>	<b>260.541</b>	<b>-14,3%</b>	<b>-7,1%</b>

# Cost of Goods Sold

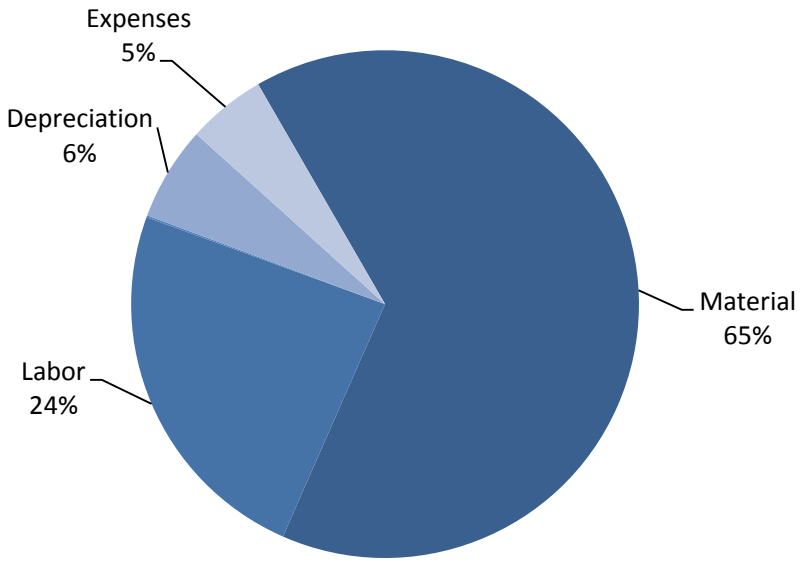


1Q15



19%	Domestic material
12%	FX Related Domestic Material
13%	Metals
19%	Imported Material

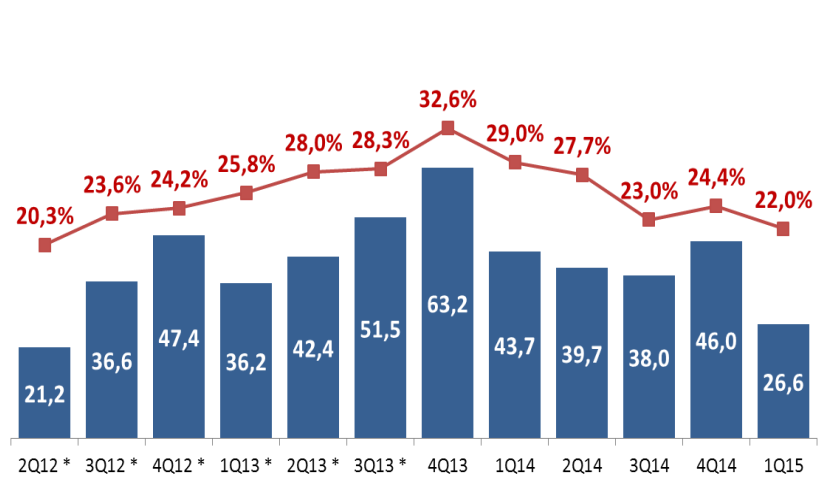
1Q14



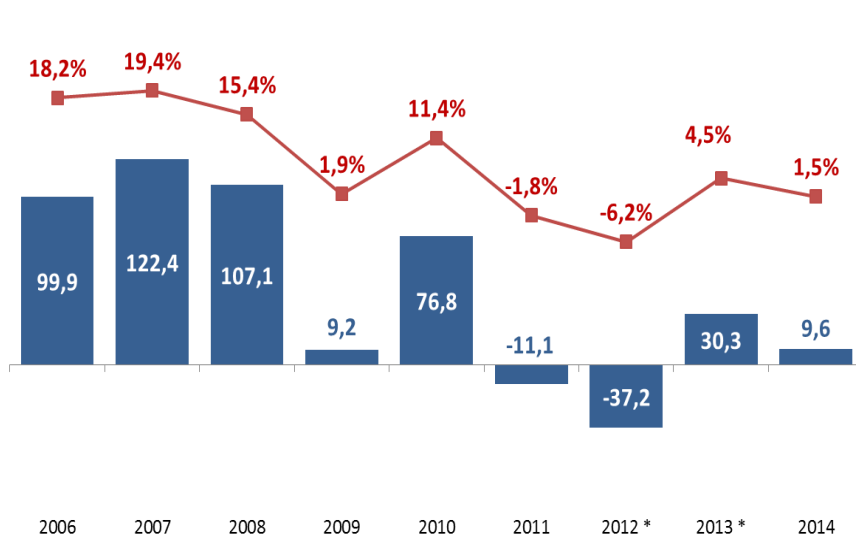
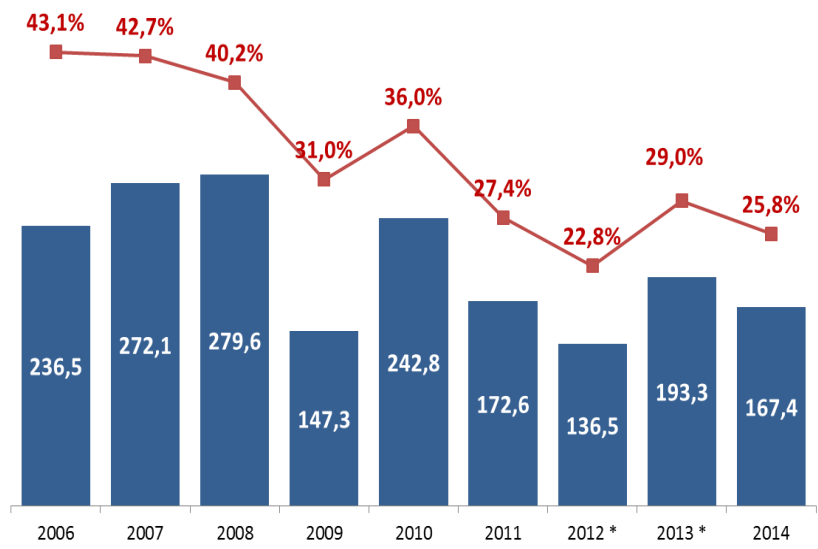
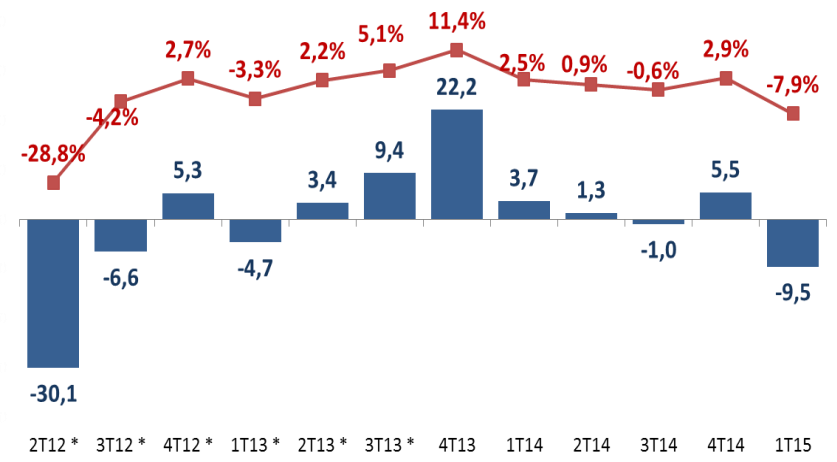
22%	Domestic material
13%	FX Related Domestic Material
11%	Metals
20%	Imported Material



Gross Profit (R\$ million) and Gross Margin



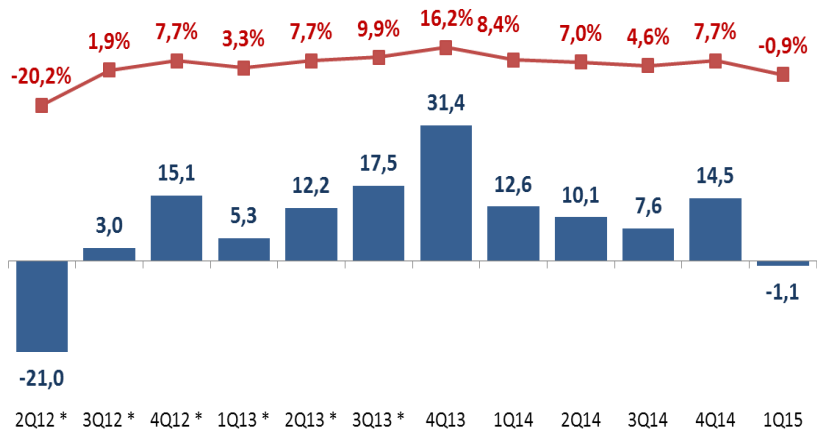
Operating Profit (R\$ million) and Operating Margin



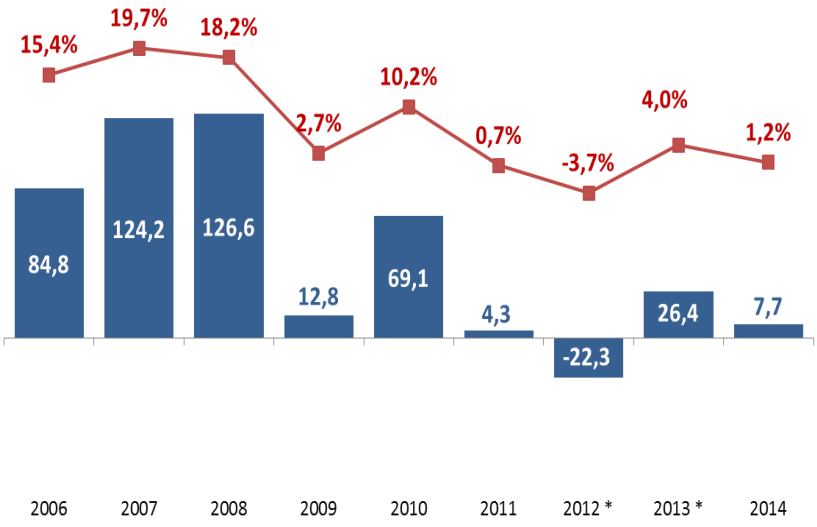
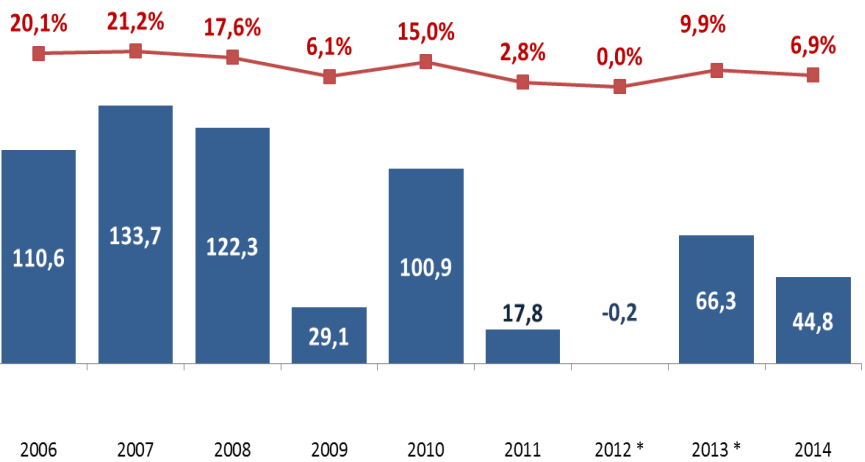
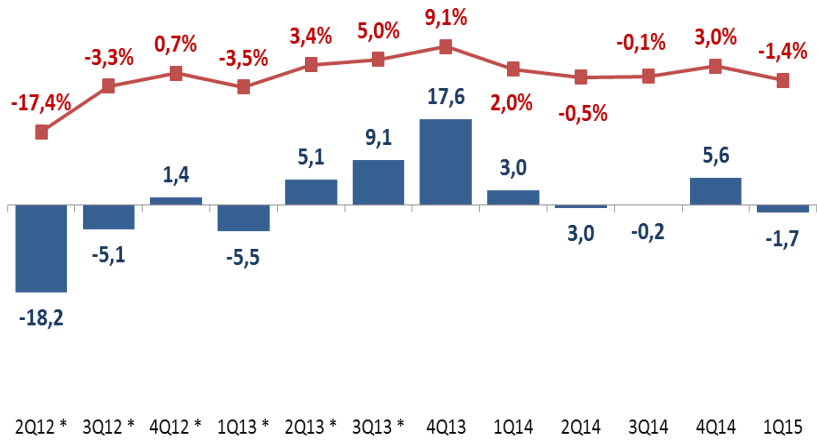
\* Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia



EBITDA (R\$ million) and EBITDA Margin



Net Income (R\$ million) and Net Margin



\* Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

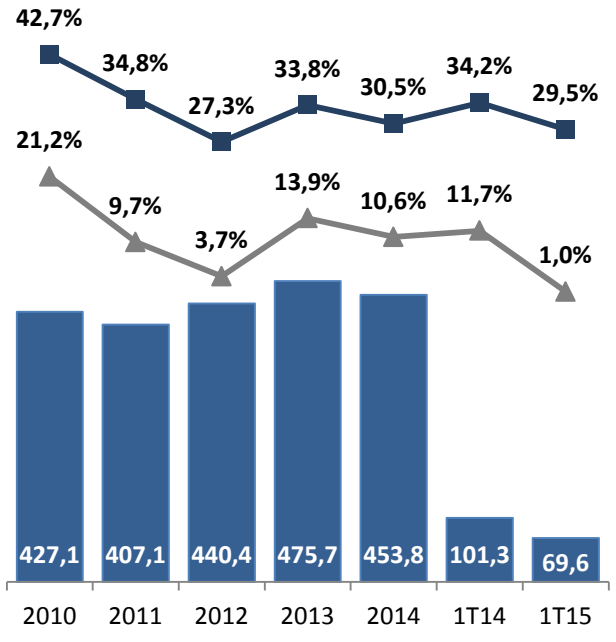
# Business Units' Results



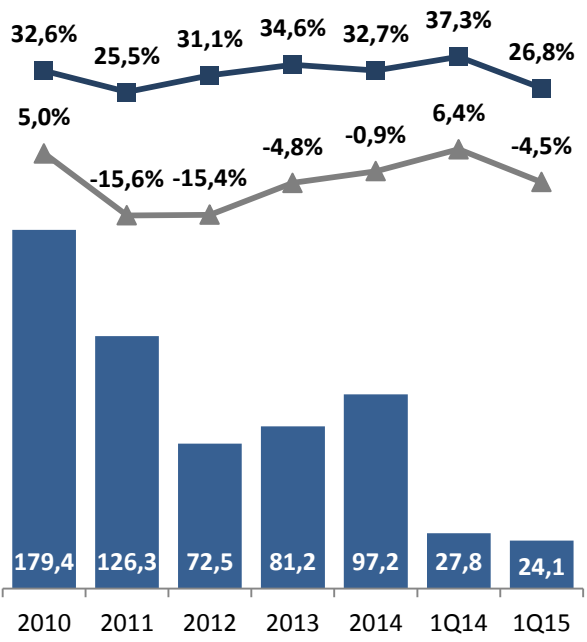
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Sales	Quarter							
	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15
Machine Tools (units)	304	367	443	245	281	325	387	197
Plastic Machines (units)	61	49	60	53	38	37	42	41
Rough and Machined Cast Iron Parts (ton.)	4.436	4.991	4.475	3.731	3.571	4.167	3.378	3.807

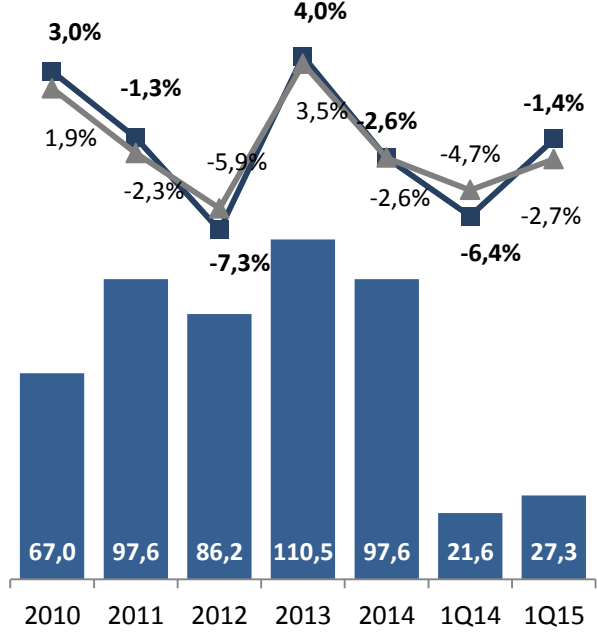
Machine Tools



Plastic Machine



Rough and Machined Cast Iron Parts



■ Net Revenue ■ Gross Margin ▲ EBTIDA Margin

\* Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

# Cash Position



**Cash and Cash Equivalent – R\$ million – 03/31/2015**

	Amount
Bank Deposit Certificate (CDB)	107,7
Financial Investment with Bonds	31,0
Banks	23,3
<b>Total</b>	<b>162,0</b>

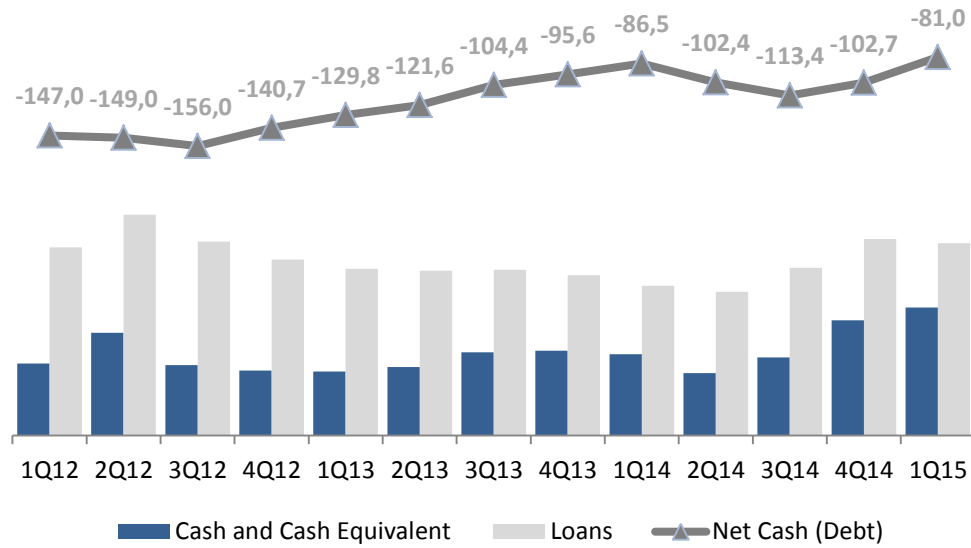
**Net Debt = 81,0**

**Loans\* – R\$ million – 03/31/2015**

	Amount
2015 (9 months)	93,9
2016	40,3
2017	77,9
2018	10,6
2019 and afterwards	20,4
<b>Total</b>	<b>243,0</b>

(\*) without Finame Manufacturer

**Net Cash (Debt) Position**  
R\$ million





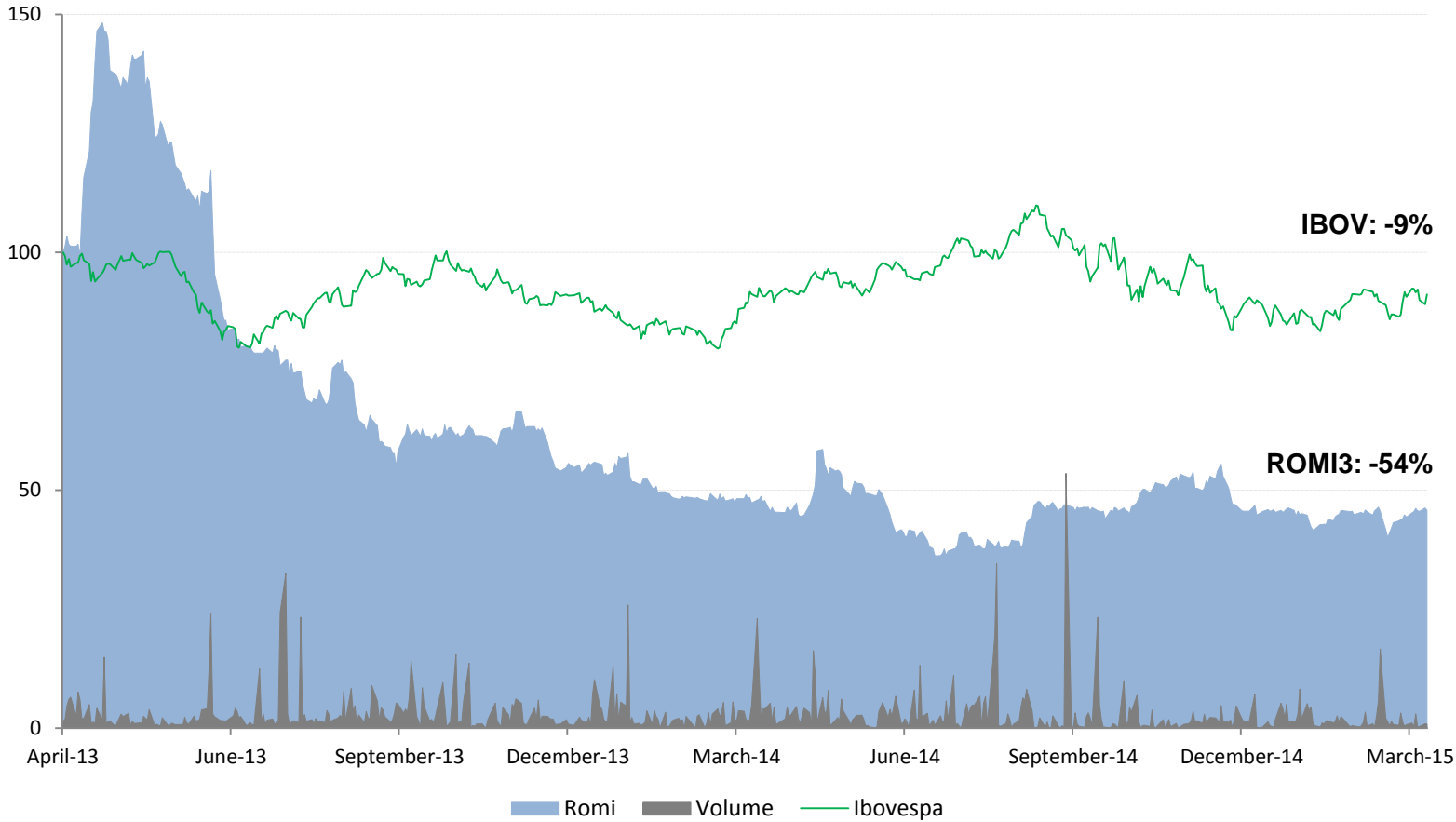
## Income Statement B+W

	€ 000				
	1Q14	4Q14	1Q15	Chg 1Q15/1Q14	Chg 1Q15/4Q14
<b>Net Operating Revenue</b>	<b>7.555</b>	<b>17.207</b>	<b>2.167</b>	<b>-71,3%</b>	<b>-81,4%</b>
Cost of Gods Sold	(6.049)	(12.377)	(2.613)	-56,8%	-71,9%
<b>Gross Profit</b>	<b>1.506</b>	<b>4.830</b>	<b>(446)</b>	<b>-129,6%</b>	<b>-119,3%</b>
<i>Gross Margin %</i>	<i>19,9%</i>	<i>28,1%</i>	<i>-20,6%</i>		
<b>Operating Income (Expenses)</b>	<b>(1.904)</b>	<b>(2.190)</b>	<b>(1.453)</b>	<b>-23,7%</b>	<b>-25,6%</b>
Selling expenses	(584)	(1.093)	(268)	-54,0%	-60,3%
General and administrative expenses	(1.320)	(1.097)	(1.185)	-10,2%	-7,2%
<b>Operating Income before Financial Results</b>	<b>(398)</b>	<b>2.640</b>	<b>(1.899)</b>	<b>377,2%</b>	<b>-624,8%</b>
<i>Operating Margin %</i>	<i>-5,3%</i>	<i>15,3%</i>	<i>-87,6%</i>		
<b>Financial Results, Net</b>	<b>(114)</b>	<b>(18)</b>	<b>(176)</b>	<b>54,4%</b>	<b>87,6%</b>
<b>Operating Income</b>	<b>(512)</b>	<b>2.623</b>	<b>(2.075)</b>	<b>305,3%</b>	<b>-874,3%</b>
Income tax and social contribution	41	(723)	600	1362,8%	149,8%
<b>Net income</b>	<b>(471)</b>	<b>1.900</b>	<b>(1.475)</b>	<b>213,3%</b>	<b>-390,4%</b>
<i>Net Margin %</i>	<i>-6,2%</i>	<i>11,0%</i>	<i>-68,1%</i>		
<b>EBITDA</b>	<b>45</b>	<b>3.076</b>	<b>(1.477)</b>	<b>-3381,3%</b>	<b>-281,4%</b>
Net income / loss	(471)	1.900	(1.475)	213,3%	-390,4%
Income tax and social contribution	(41)	723	(600)	1362,8%	149,8%
Financial Results, Net	114	18	176	54,4%	87,6%
Depreciation	443	436	423	-4,6%	-6,5%
<i>EBITDA Margin %</i>	<i>0,6%</i>	<i>17,9%</i>	<i>-68,1%</i>		



### Share Performance ROMI3 vs. Ibovespa

From 04/01/2013 to 03/31/2015



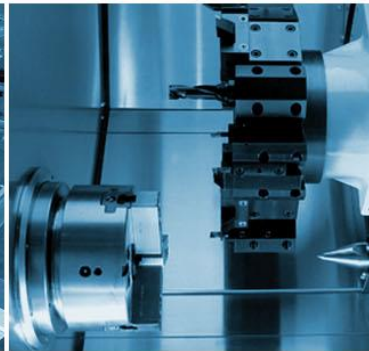
Source: BM&FBovespa





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