

# 2Q15 Earnings Release July 29, 2015







### **Important Note**





A TRADITION OF INNOVATION

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.

### **Highlights**





A TRADITION OF INNOVATION

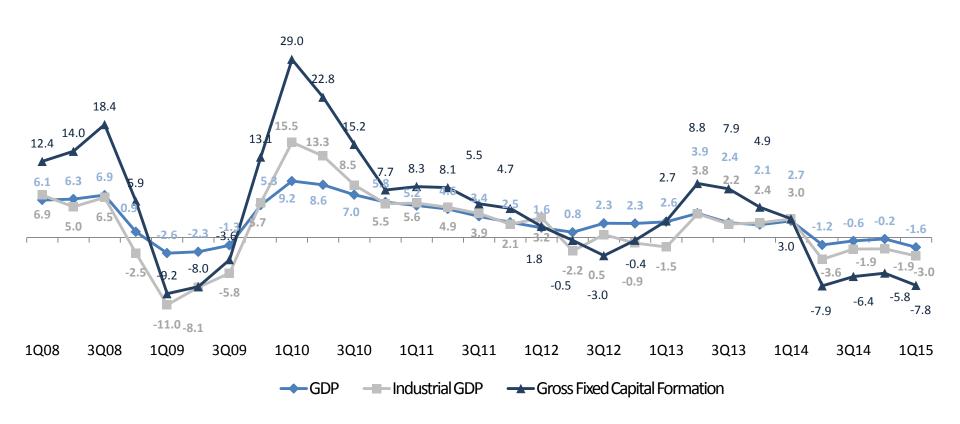
- The **Order Entry** of the Raw and Machined Cast Iron Parts Business Unit reached **R\$65.8** million in 2Q15, **boosted by Wind Power**.
- Net operating revenue fell by 17.1% in 2Q15 compared to 2Q14, due to a decrease in demand in the Brazilian market.
- The EBITDA in 2Q15 was negative by R\$9 million, due to the decrease in net operating revenue and the expenses incurred on the optimization of the organizational structure, which impacted the EBITDA for 2Q15 by R\$4.1 million.
- In 2Q15, compared to 2Q14, the Raw and Machined Cast Iron Parts Business Unit improved by 8.9% and 5.1% in gross margins and EBITDA, respectively, due to the increase in the business volume related to the Wind Power segment.
- **Net debt** increased by **30.2%** in 2Q15 (R\$24.4 million), as a result of the increase in the inventory level of the German subsidiary B+W, which has its revenues concentrated in the second half of the year, and the expenses incurred on the optimization of the organizational structure.
- The **order backlog** as at June 30, 2015, compared to March 31, 2015, posted **growth of 11.2%** due to the increase in the order entry of the **Raw and Machined Cast Iron Parts Business Unit.**

## **Economic Indexes – Conjunctural Indicators**





A TRADITION OF INNOVATION



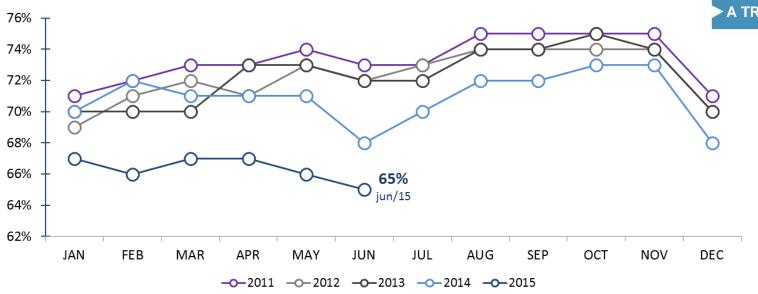
Source: IBGE (quarter this year vs, quarter last year)

## **Economic Indexes – Conjunctural Indicators**

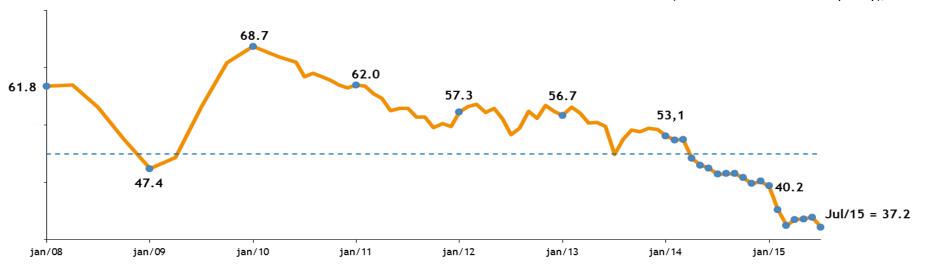




A TRADITION OF INNOVATION



Source: CNI – UCI (Utilization of Installed Capacity), Jun 2015



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

### **Business Units**





A TRADITION OF INNOVATION

### **Machine Tools**



### **Plastic Machines**



### **Raw and Machined Cast Iron Parts**



	1H15	2014
Machines and Equipments	16%	15%
Technical Schools	13%	16%
Automotive	11%	7%
Job Shops	10%	22%
Mining Steel	5%	2%
Tooling	4%	6%
Agricultural Equipment	4%	5%
Others	37%	27%
-		

	1H15	2014
Packaging	22%	41%
Automotive	17%	14%
Job Shops	19%	10%
Furniture	6%	11%
Real Estate	6%	3%
Others	30%	21%

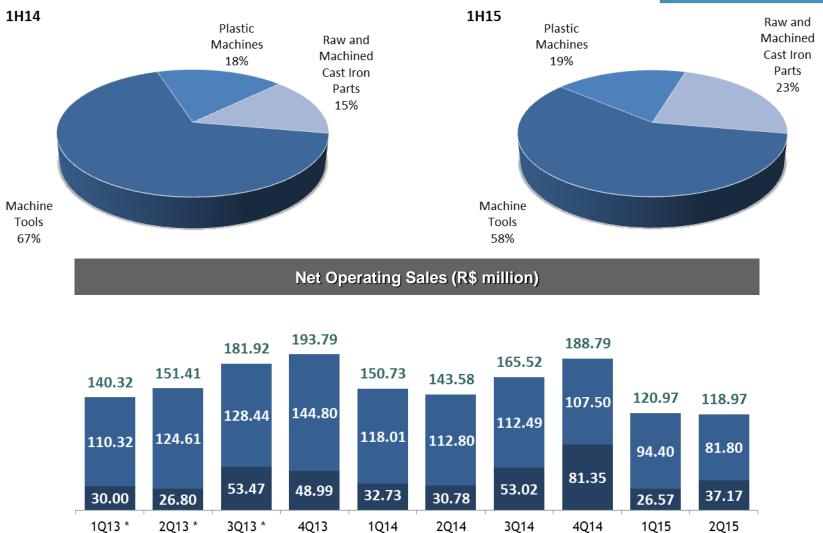
1H15	2014
44%	24%
27%	45%
27%	25%
2%	6%
	44% 27% 27%

### **Net Sales per Business Unit**





#### A TRADITION OF INNOVATION



■ Foreign Sales

■ Domestic Sales

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

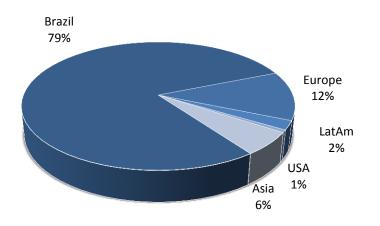
### **Sales Distribution**

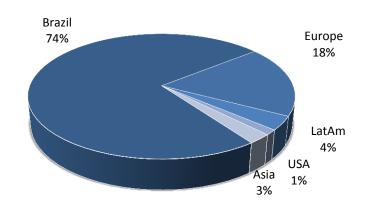




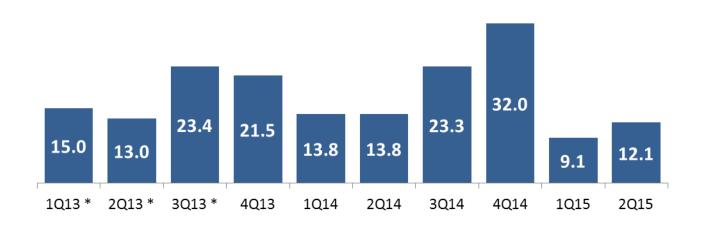
A TRADITION OF INNOVATION

1H14 1H15





#### Foreign Sales (R\$ million)



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

## **Order Entry and Backlog**





A TRADITION OF INNOVATION

Order Entry (R\$ 000) Gross Values, sales taxes included	2Q14	3Q14	4Q14	1Q15	2Q15	Chg 2Q15/1Q15	Chg 2Q15/2Q14
Machine Tools	117,411	95,697	114,601	47,636	60,219	26.4%	-48.7%
Plastic Machines	24,100	20,178	27,974	14,163	7,260	-48.7%	-69.9%
Rough and Machined Cast Iron Parts	26,899	34,371	56,664	32,802	65,797	100.6%	144.6%
Total	168,410	150,245	199,239	94,602	133,276	40.9%	-20.9%

Order Entry (R\$ 000) Gross Values, sales taxes included	1H14	1H15	Chg, 1H15/1H14
Machine Tools	236,948	107,856	-54.5%
Plastic Machines	42,437	21,423	-49.5%
Rough and Machined Cast Iron Parts	63,346	98,599	55.7%
Total	342,731	227,878	-33.5%

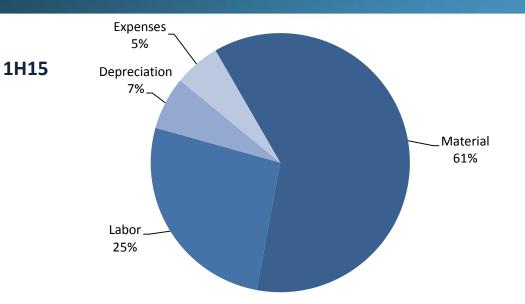
Order Book (R\$ 000) Gross Values, sales taxes included	2Q14	3Q14	4Q14	1Q15	2Q15	Chg 2Q15/1Q15	Chg 2Q15/2Q14
Machine Tools	248,174	215,695	189,247	173,580	185,745	7.0%	-25.2%
Plastic Machines	35,819	24,254	35,351	30,009	13,397	-55.4%	-62.6%
Rough and Machined Cast Iron Parts	35,979	34,403	55,959	56,953	90,526	58.9%	151.6%
Total (*)	319,971	274,351	280,557	260,541	289,668	11.2%	-9.5%

### **Cost of Goods Sold**

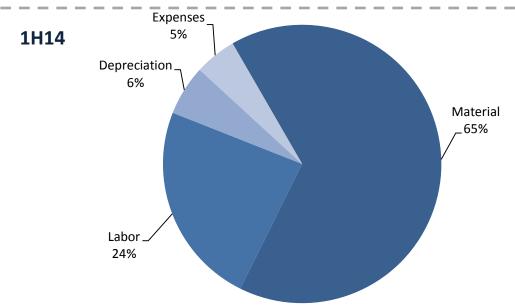




A TRADITION OF INNOVATION



18%	Domestic material
12%	FX Related Domestic Material
13%	Metals
18%	Imported Material



21%	Domestic material
13%	FX Related Domestic Material
11%	Metals
20%	Imported Material

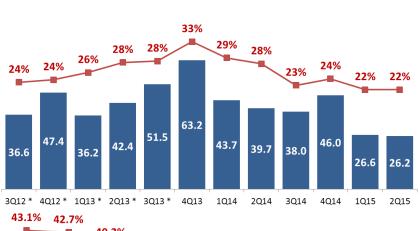
### **Profitability**

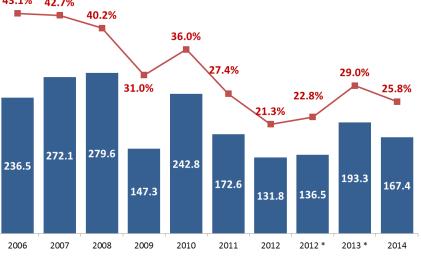




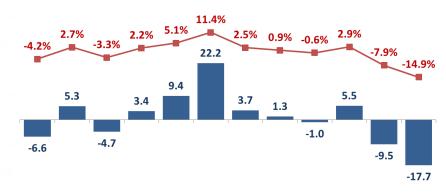
A TRADITION OF INNOVATION

#### Gross Profit (R\$ million) and Gross Margin

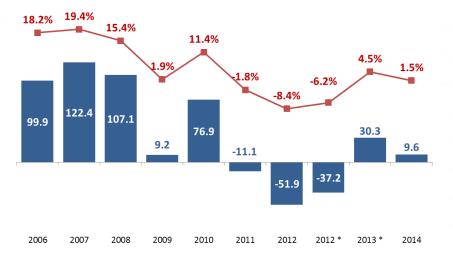




#### Operating Profit (R\$ million) and Operating Margin



3T12 \* 4T12 \* 1T13 \* 2T13 \* 3T13 \* 4T13 1T14 2T14 3T14 4T14 1T15 2T15



<sup>\*</sup> Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

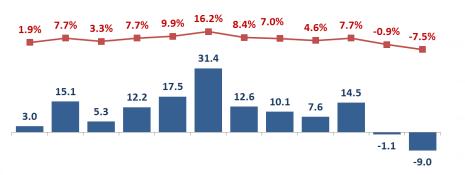
### **Profitability**



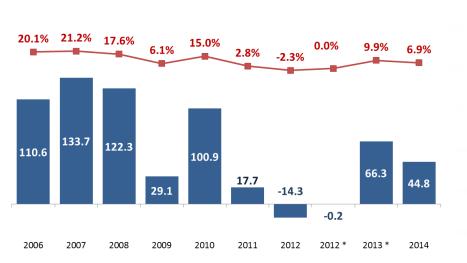


A TRADITION OF INNOVATION

#### EBITDA (R\$ million) and EBITDA Margin



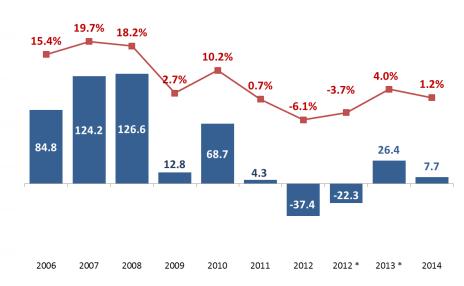
3Q12 \* 4Q12 \* 1Q13 \* 2Q13 \* 3Q13 \* 4Q13 1Q14 2Q14 3Q14 4Q14 1Q15 2Q15



#### Net Income (R\$ million) and Net Margin



3Q12 \* 4Q12 \* 1Q13 \* 2Q13 \* 3Q13 \* 4Q13 1Q14 2Q14 3Q14 4Q14 1Q15 2Q15



<sup>\*</sup> Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

### **Business Units' Results**





A TRADITION OF INNOVATION

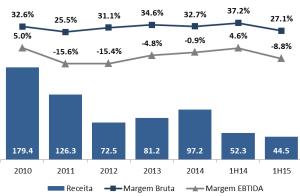
	Quarter							
Sales	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15
Machine Tools (units)	400	487	276	307	361	428	221	146
Plastic Machines (units)	50	62	54	42	43	45	44	28
Rough and Machined Cast Iron Parts (ton)	4,991	4,475	3,731	3,571	4,167	3,378	3,807	4,060

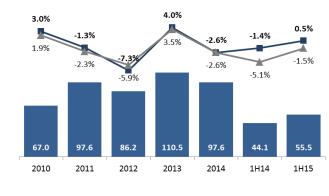
#### **Machine Tools**

#### **Plastic Machine**

#### Rough and Machined Cast Iron Parts







### **Cash Position**





A TRADITION OF INNOVATION

#### Cash and Cash Equivalent - R\$ million - 06/30/2015

	Amount
Bank Deposit Certificate (CDB)	41.3
Financial Investment with Bonds	1.8
Financial Investment in foreign currency	5.8
Banks	23.1
Total	72.0

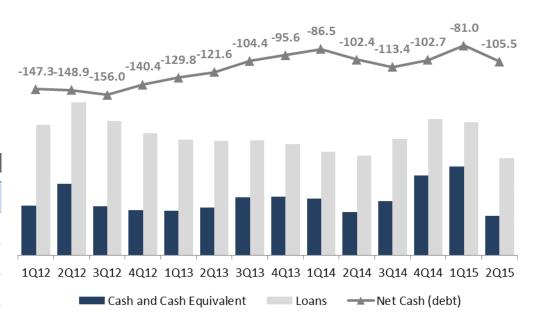
Net Debt = 105.5

#### Loans\* - R\$ million - 06/30/2015

	Amount
2015 (6 months)	21.4
2016	47.5
2017	77.6
2018	10.6
2019 and afterwards	20.4
Total	177.5

(\*) without Finame Manufacturer

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



### **Burkhardt + Weber**





A TRADITION OF INNOVATION

#### **Income Statement B+W**

(€ 000)

								(€ 000)
	2Q14	1Q15	2Q15	Chg 2Q15/1Q15	Chg 2Q15/2Q14	YTD 2014	YTD 2015	Chg 2015/204
Net Operating Revenue	5,373	2,167	5,894	172.0%	9.7%	12,915	8,061	-37.6%
Cost of Goods Sold	(4,237)	(2,613)	(5,089)	94.8%	20.1%	(10,139)	(7,702)	-24.0%
Gross Profit	1,136	(446)	805	-280.5%	-29.1%	2,775	359	-87.1%
Gross Margin %	21.1%	-20.6%	13.7%			21.5%	4.5%	
Operating Income (Expenses)	(1,905)	(1,453)	(2,210)	52.0%	16.0%	(3,810)	(3,663)	-3.8%
Selling expenses	(572)	(268)	(503)	87.5%	-12.0%	(1,156)	(772)	-33.2%
General and administrative expenses	(1,333)	(1,185)	(1,706)	44.0%	28.0%	(2,654)	(2,891)	9.0%
Operating Income before Financial Results	(769)	(1,899)	(1,405)	-26.0%	82.8%	(1,035)	(3,304)	219.4%
Operating Margin %	-14.3%	-87.6%	-23.8%			-8.0%	-41.0%	
Financial Results, Net	(73)	(176)	(10)	-94.2%	-86.0%	(186)	(186)	0.1%
Operating Income	(841)	(2,075)	(1,415)	-31.8%	68.1%	(1,221)	(3,490)	185.9%
Income tax and social contribution	-	600	409	-31.8%	100.0%	-	1,009	100.0%
Net income	(841)	(1,475)	(1,006)	-31.8%	19.5%	(1,221)	(2,481)	103.3%
Net Margin %	-15.7%	-68.1%	-17.1%			-9.5%	-30.8%	
EBITDA	(465)	(1,477)	(853)	-42.2%	83.3%	(455)	(2,330)	412.5%
Net income / loss	(841)	(1,475)	(1,006)	-31.8%	19.5%	(1,221)	(2,481)	103.3%
Income tax and social contribution	-	(600)	(409)	-31.8%	100.0%	-	(1,009)	100.0%
Financial Results, Net	73	176	10	-94.2%	-86.0%	186	186	0.2%
Depreciation	303	423	552	30.5%	82.0%	580	974	68.0%
EBITDA Margin %	-8.7%	-68.1%	-14.5%			-3.5%	-28.9%	

### **Share Performance**





A TRADITION OF INNOVATION

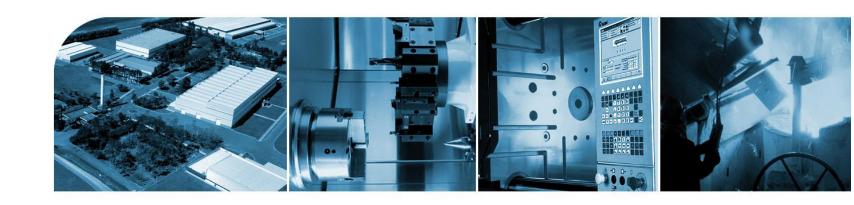
#### Share Performance ROMI3 vs, Ibovespa

From 07/01/2013 to 06/30/2015



Source: BM&FBovespa





### Fábio B, Taiar

**Investor Relations Officer** 

+ 55 (19) 3455-9418

ftaiar@romi.com

www.romi.com