



ROMI®

A TRADITION OF INNOVATION



3Q12 Earnings Release

October 24, 2012

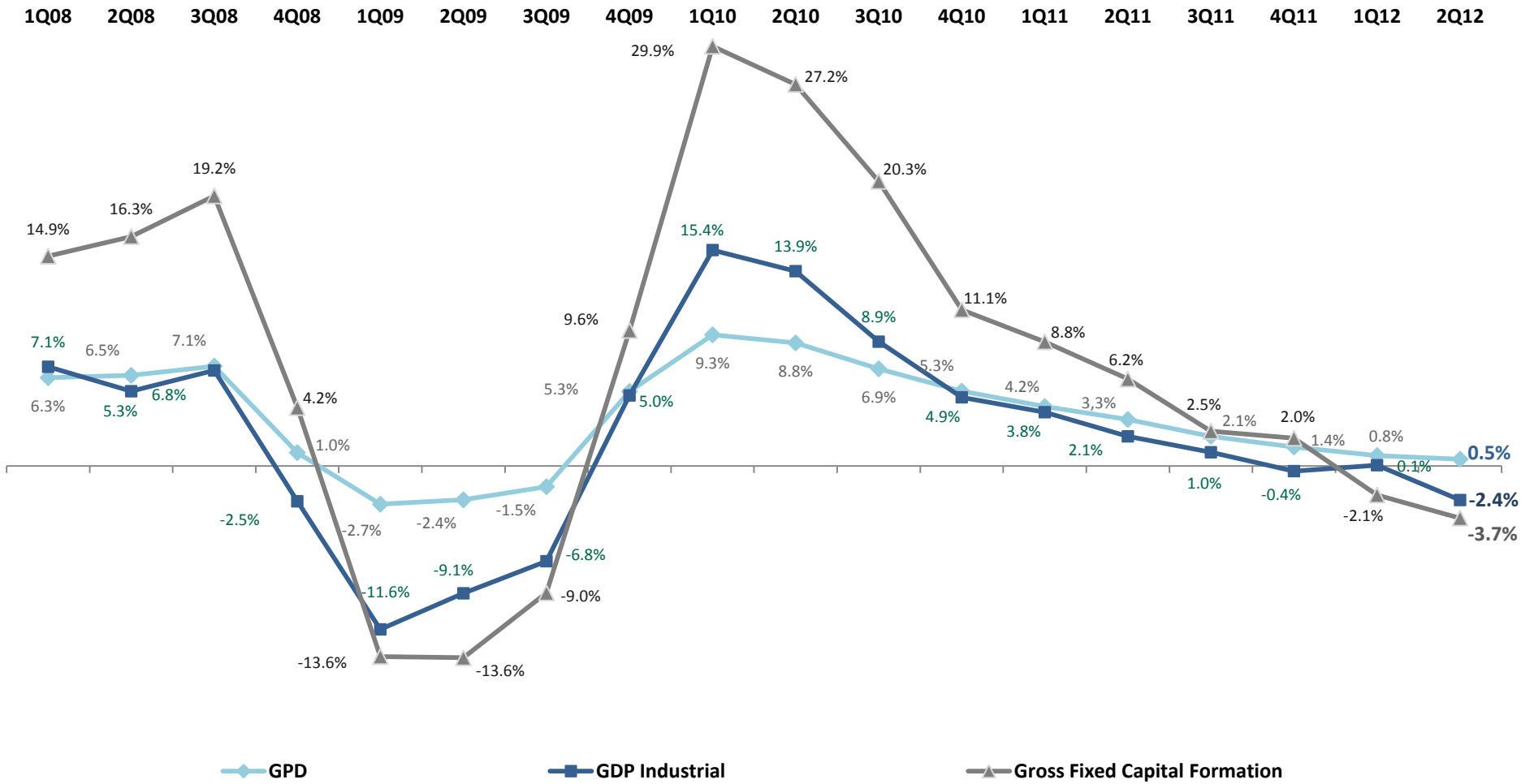


This release contains forward-looking statements subject to risks and uncertainties. Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company. The reservations as to forward-looking statements also apply to information on 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 climbs 49.8% in relation to 2Q12, and operating cash generation was positive in 3Q12;
- Romi's net operating revenue was R\$ 160.5 million in 3Q12, growing 49.8% in relation to 2Q12,
- In 3Q12, all the company's business units posted growth in net operating revenue compared to 2Q12;
- In 3Q12, EBITDA was positive, at R\$0.3 million, the result of operating adjustments made in the first half of 2012 and the growth in net operating revenue;
- As mentioned in the previous quarter, in 3Q12 there was a decrease in inventories, which contributed to operating cash generation;
- New orders of plastic processing machines grew 6.4% in 3Q12 in relation to 3Q11.

Economic Indexes – Conjunctural Indicators



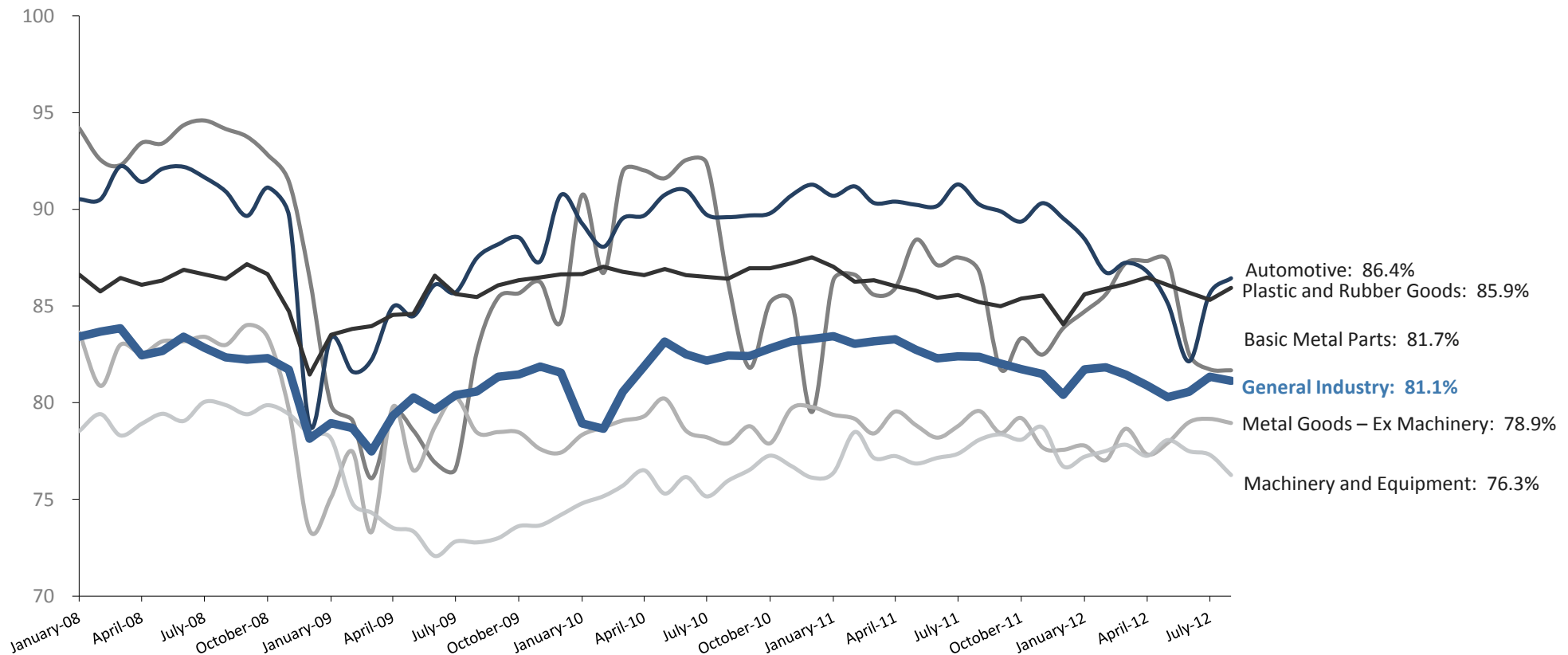
Source: IBGE (quarter this year vs. quarter last year)

Economic Indexes

Level of Activity Index (October, 2012)



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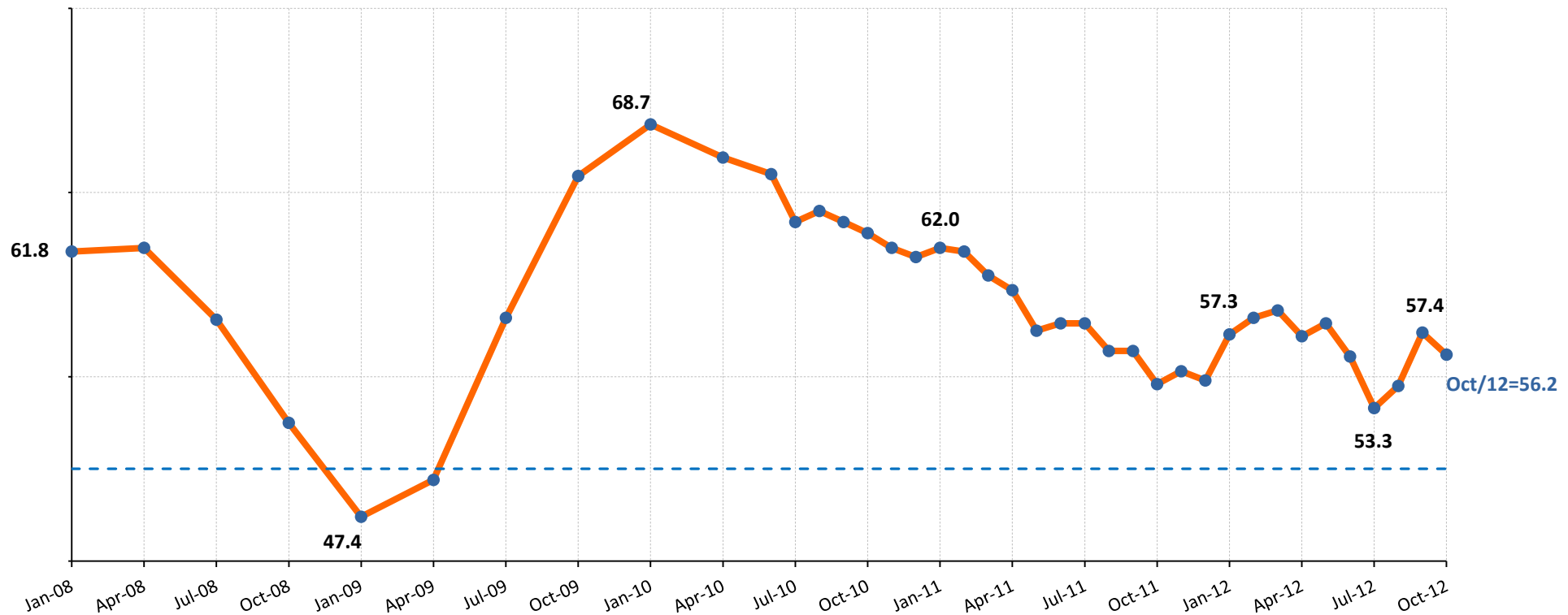


Source: Fiesp – INA Activity Level Indicator - NUCI (Level of Utilization of Installed Capacity)

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		
	9M12	2011
Job Shops	26%	29%
Automotive	15%	11%
Capital Goods	11%	15%
Tooling	5%	7%
Technical Schools	9%	3%
Agricultural Equipment	5%	4%
Others	29%	31%



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

	9M12	2011
Packaging	25%	22%
Home Appliances	11%	8%
Automotive	9%	12%
Real Estate	7%	7%
Others	48%	51%



FOUNDRY

ROUGH CASTINGS

PARTS PRODUCED OF GRAY, NODULAR
AND VERMICULAR IRON CAST



MACHINED CASTINGS

CNC MACHINING CASTS



Net Operating Revenues Distribution

	9M12	2011
Automotive - Trucks	41%	53%
Agriculture	20%	12%
Construction Equipment	4%	7%
Wind Power	26%	15%
Others	13%	13%

EXAMPLES OF PARTS
PRODUCED



Reducer Housing



Pump Housing



Differential Cage



Fifth Wheel Coupling



Pinion Cage



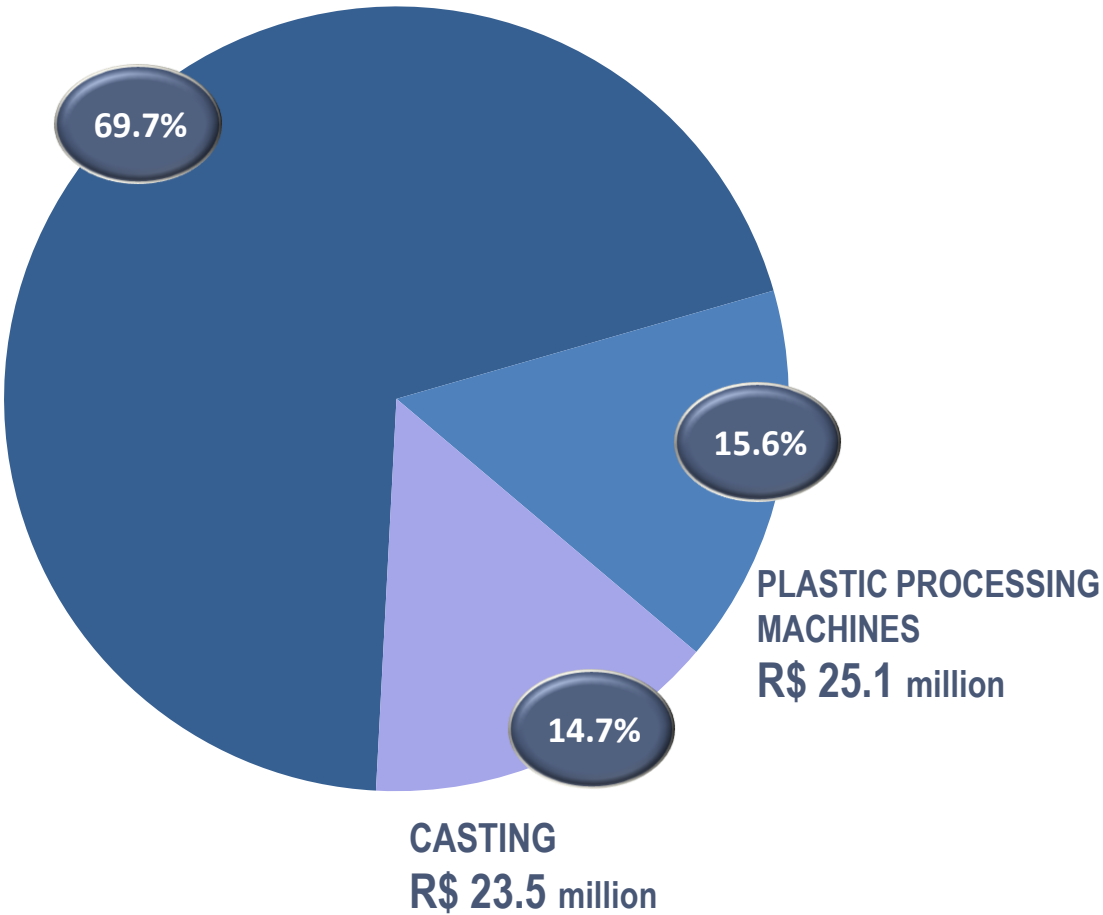
Wind Generator Hub

Net Sales per Business Unit

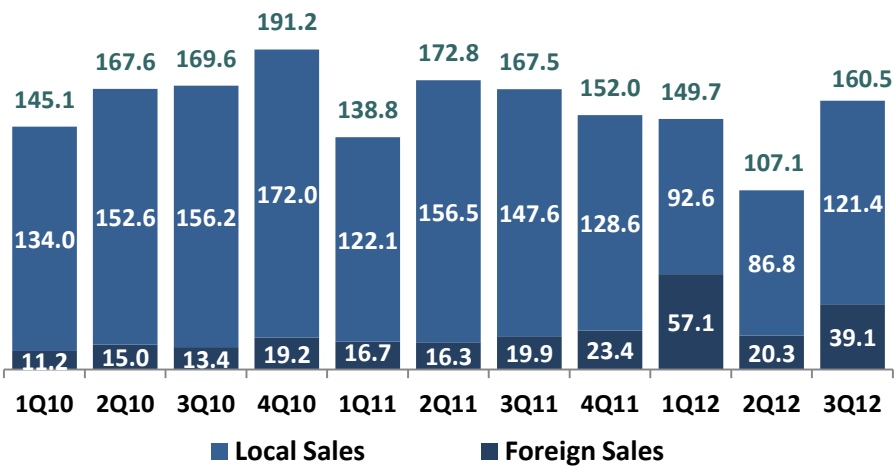
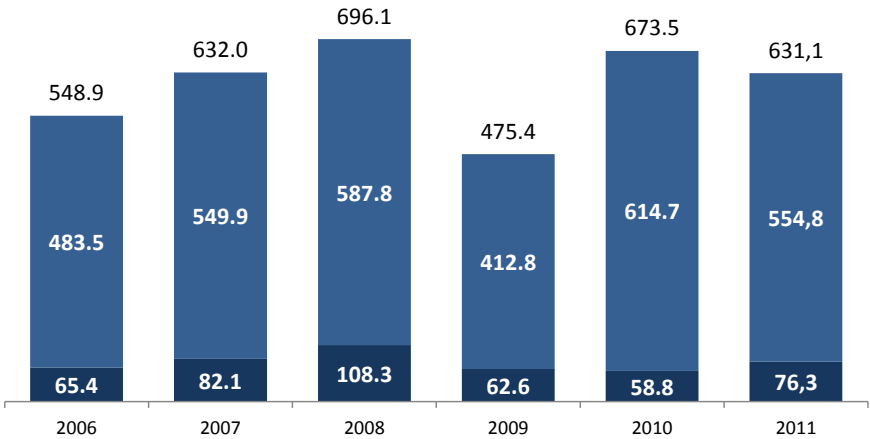
3Q12



MACHINE TOOLS
R\$ 111.9 million

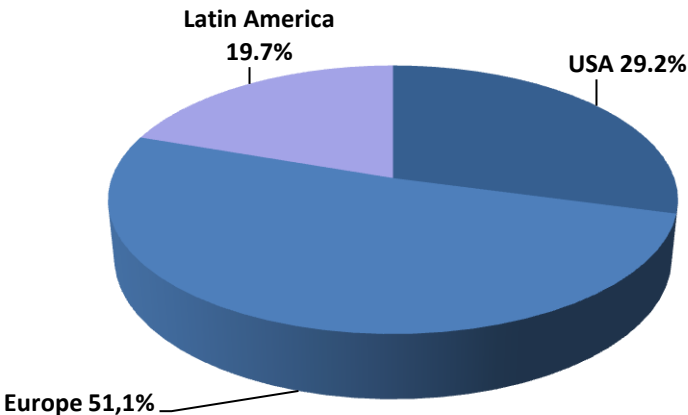


Net Operating Sales (R\$ million)

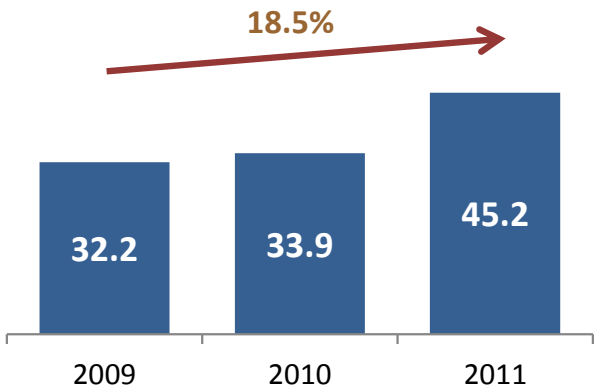




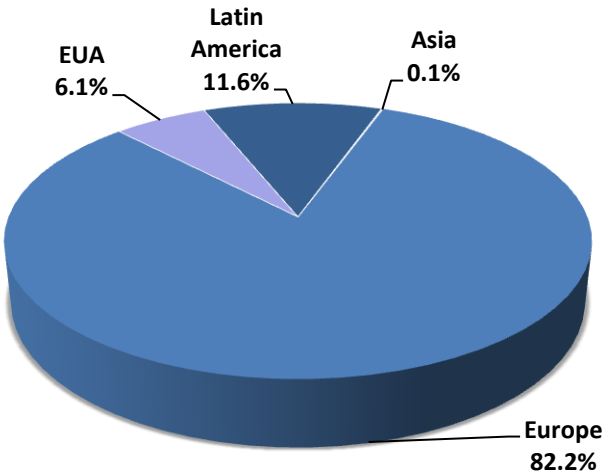
3Q11 Foreign Sales Destination



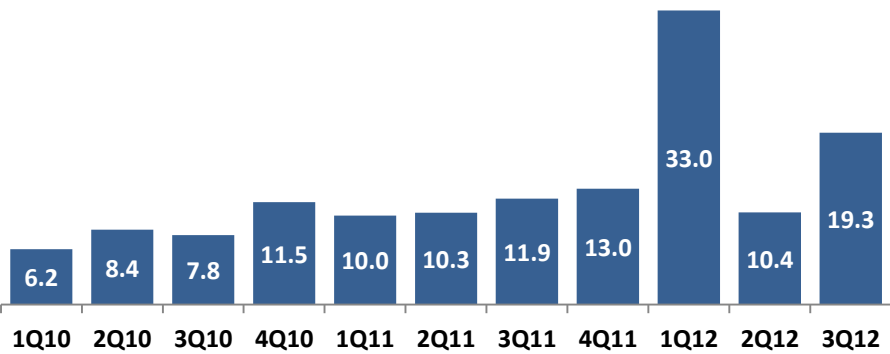
Year Foreign Sales – US\$ million



3Q12 Foreign Sales Destination



Quarter Foreign Sales – US\$ million



Order Entry

R\$ thousand



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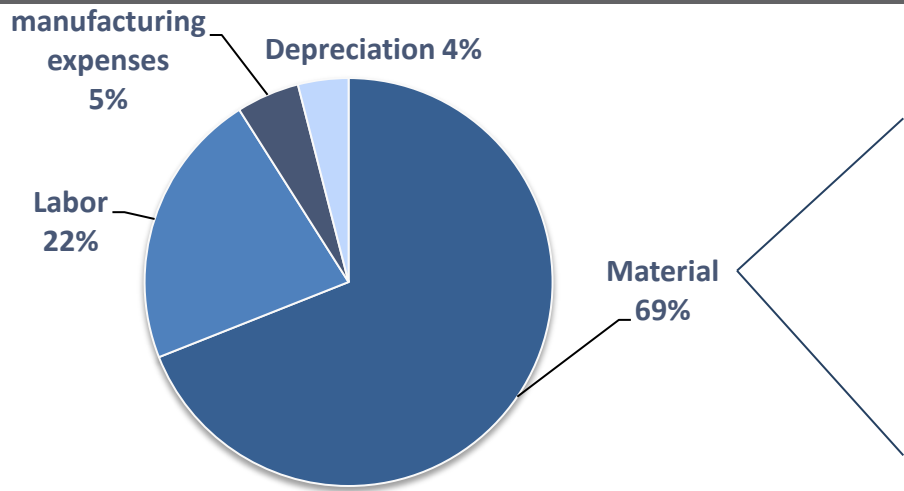
Order Entry (R\$ thousand)	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	Chg % 3Q12/3Q11	Chg % 3Q12/2Q12
Machine Tools	110,370	129,179	113,057	105,751	81,999	164,605	106,530	-5.8%	-35.3%
Plastic Machines	30,418	37,846	27,861	25,495	25,312	9,975	29,652	6.4%	197.3%
Rough and Machined Cast Iron Parts	38,149	21,186	33,304	19,445	28,250	40,555	21,176	-36.4%	-47.8%
Total	178,937	188,211	174,222	150,691	135,561	215,135	157,358	-9.7%	-26.9%

Order Entry (R\$ thousand)	9M11	9M12	Chg % 9M11/9M12
Machine Tools	352,606	353,134	0.1%
Plastic Machines	96,125	64,939	-32.4%
Rough and Machined Cast Iron Parts	92,639	89,982	-2.9%
Total	541,370	508,055	-6.2%

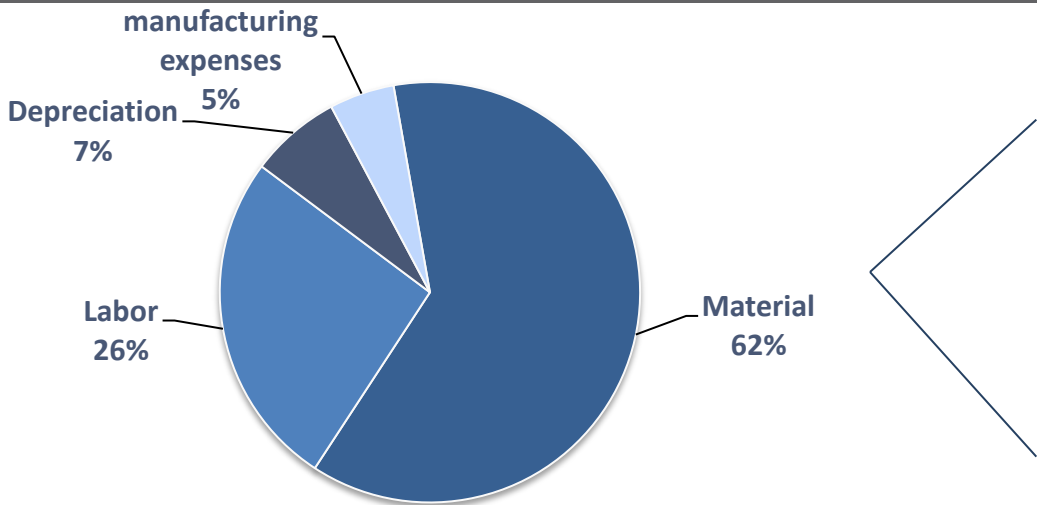
Note: Gross values, including sales taxes



9M11

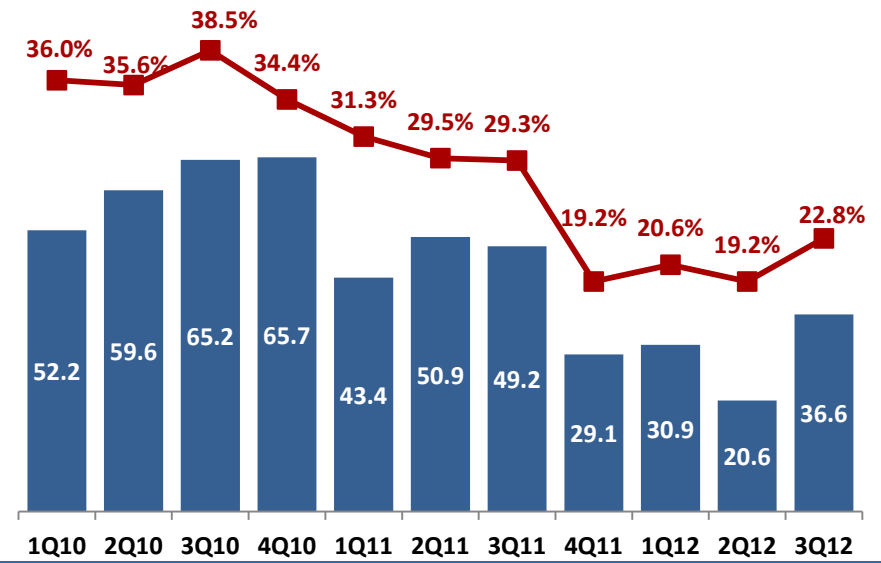
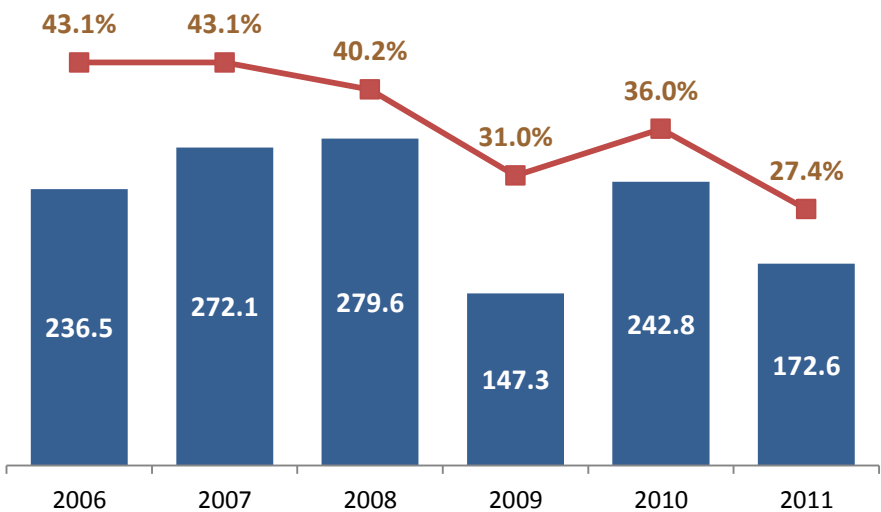


9M12

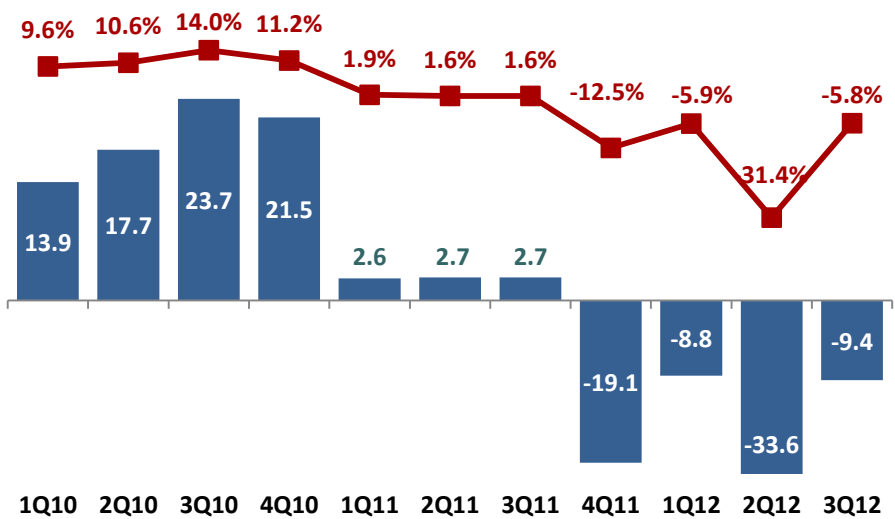
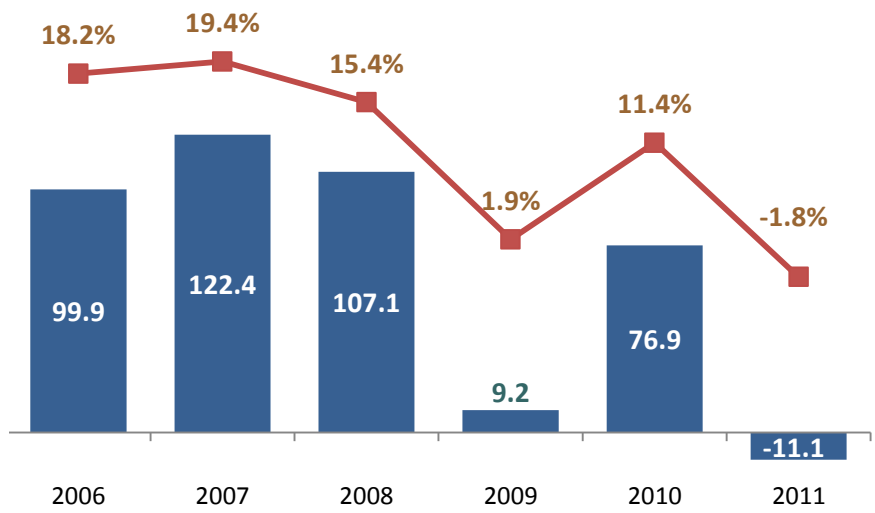




Gross Profit (R\$ million) and Gross Margin

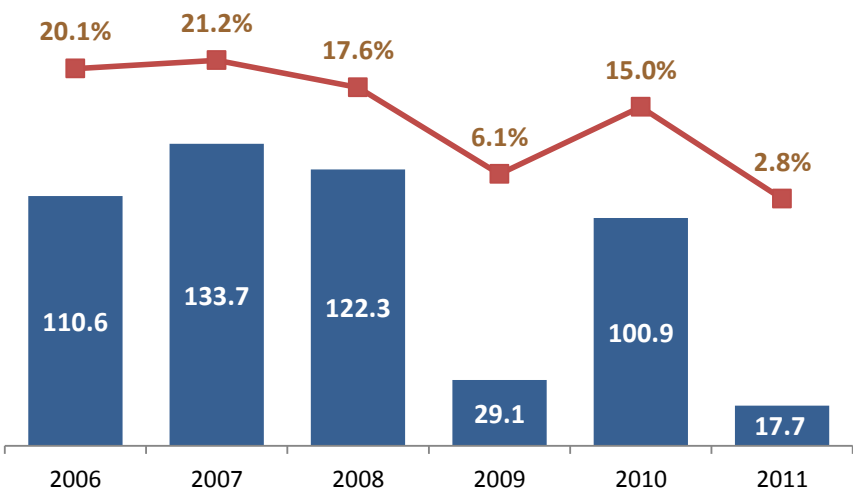


EBIT (R\$ million) e EBIT Margin

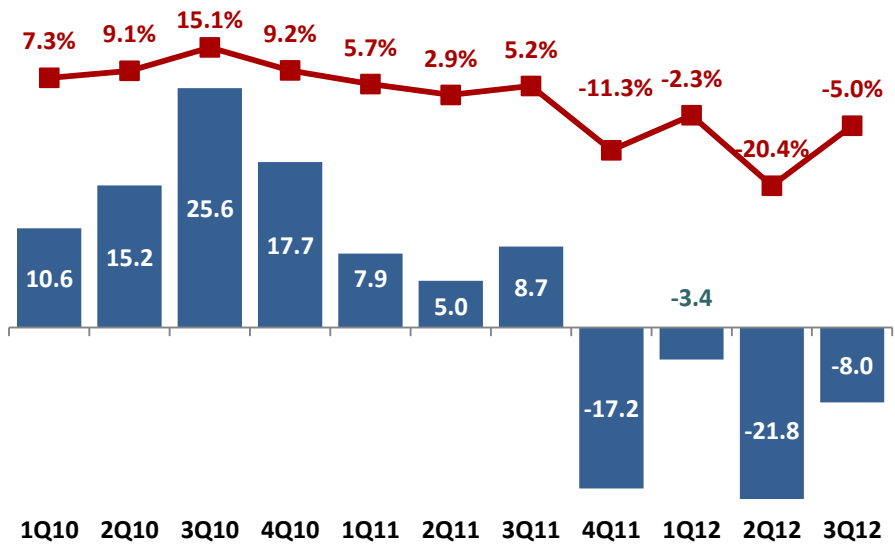
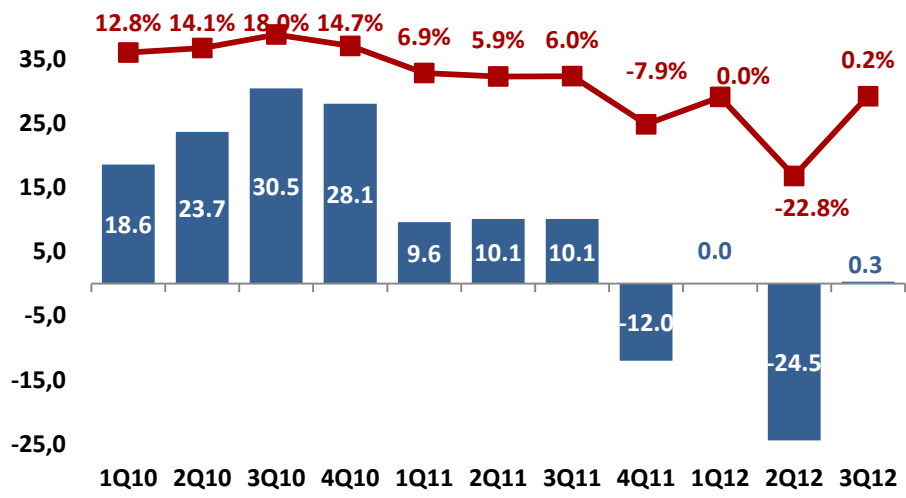
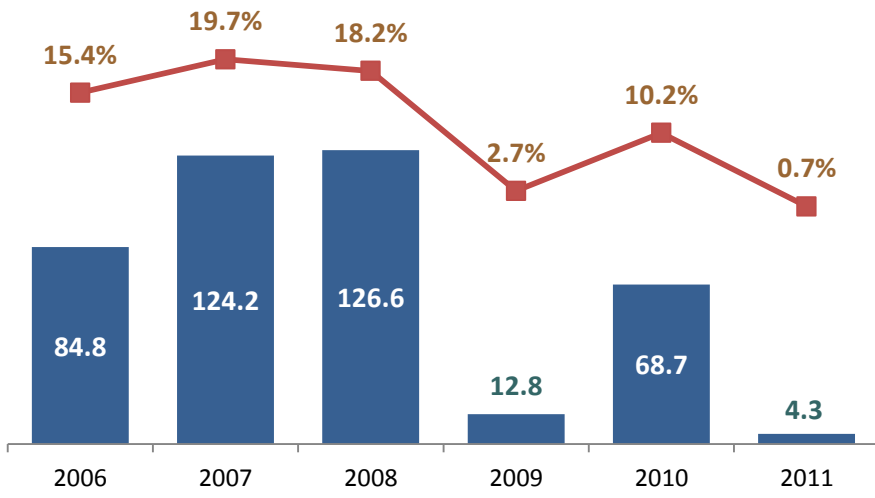




EBITDA (R\$ million) and EBITDA Margin



Net Profit (R\$ million) and Net Margin



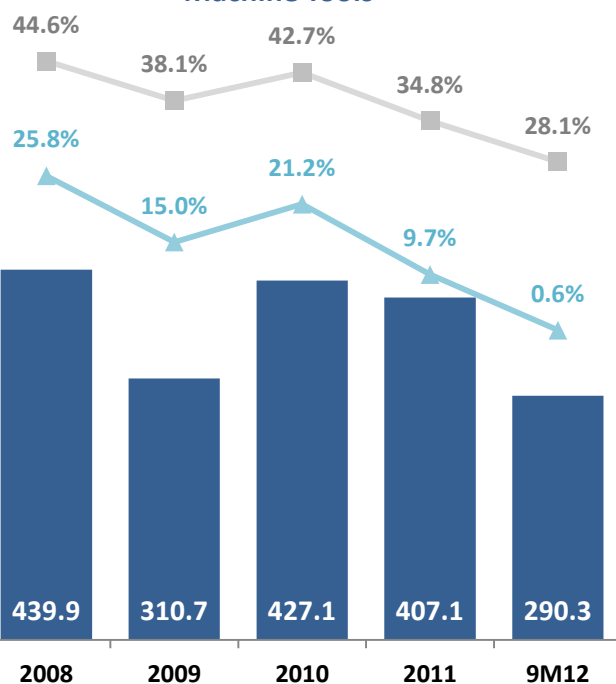
Business Units' Results



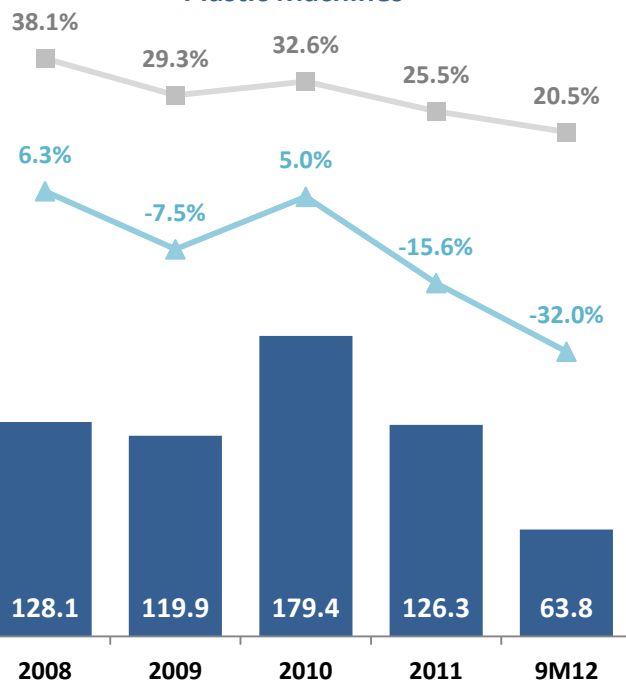
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Sales	Quarter							Accumulated		
	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	2010	2011	9M12
Machine Tools (units)	441	572	519	511	257	311	443	2,326	2,043	1,009
Plastic Machines (units)	101	129	96	61	44	43	60	425	387	152
Rough and Machined Cast Iron Parts (ton.)	3,240	3,850	5,299	4,250	3,515	3,092	3,561	11,486	16,639	10,167

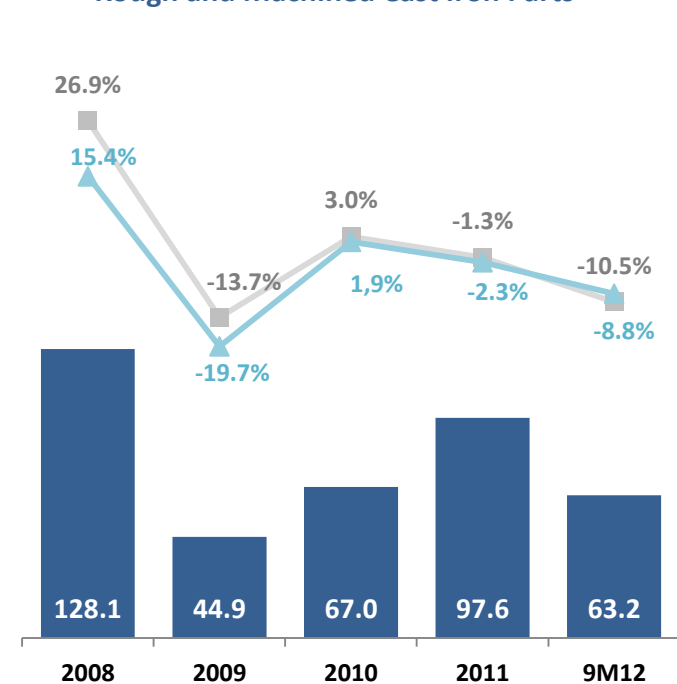
Machine Tools



Plastic Machines



Rough and Machined Cast Iron Parts



Net Revenues Gross Margin EBITDA Margin



Cash and Cash Equivalent – R\$ million – 09/30/2012

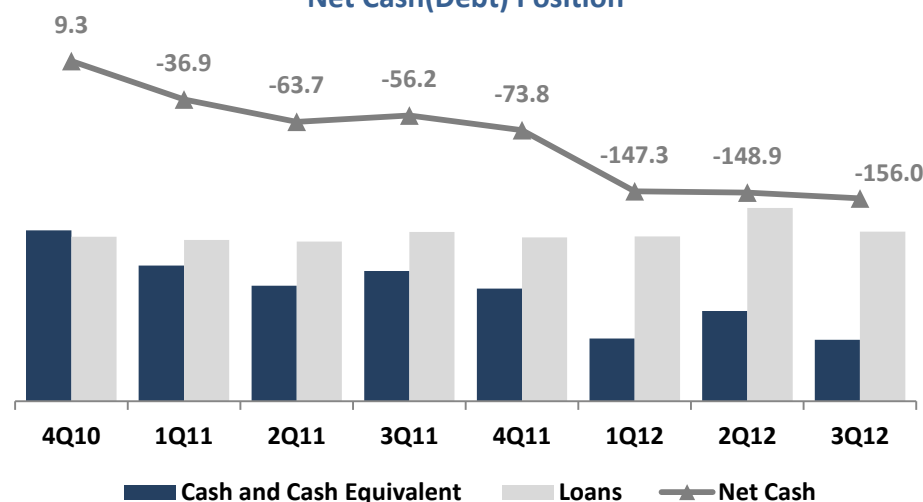
	Amount
Bank Deposit Certificate (CDB)	56.0
Financial Investment with Bonds	13.0
Banks	19.8
Total	88.8

Net Debt = 156.0

Loans* – R\$ million – 09/30/2012

	Amount
2012/2013	64.8
2013 (3 months)	30.0
2014	36.6
2015	77.3
2016	15.6
2017 and afterwards	20.5
Total	244.8

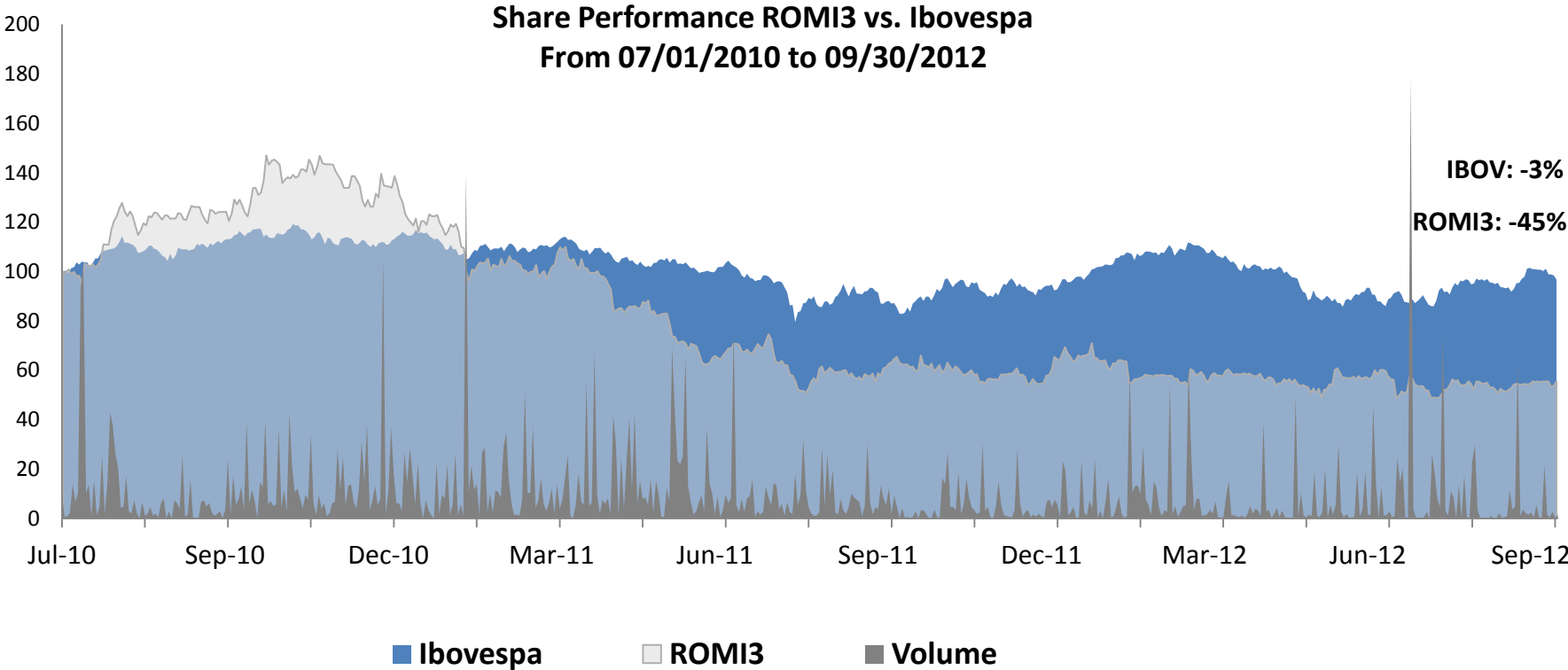
Net Cash(Debt) Position (*) without Finame Manufacturer





- Acquisition: concluded on January 31, 2012
- Consolidation from February 1, 2012:

Income Statement (R\$ 000)	9M12
Net Operating Revenue	67,818
Gross Profit	9,808
%	14%
EBIT	5,522
%	8%
EBITDA	8,705
%	13%
Net Profit	5,751
Balance Sheet	9M12
Cash and Cash equivalents	8,672
Trade accounts receivable	13,082
Inventories	47,784
Other receivables	3,606
Property, Plant and Equipment, net	31,647
Intangible	39,389
Total Assets	144,180
Financing	9,963
Trade accounts payable	4,365
Advances from customers	46,123
Deferred tax liability	15,127
Other payables	8,333
Shareholder's Equity	60,269
Total Liabilities and Shareholder's Equity	144,180



Source: *BM&FBovespa*



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