



ROMI

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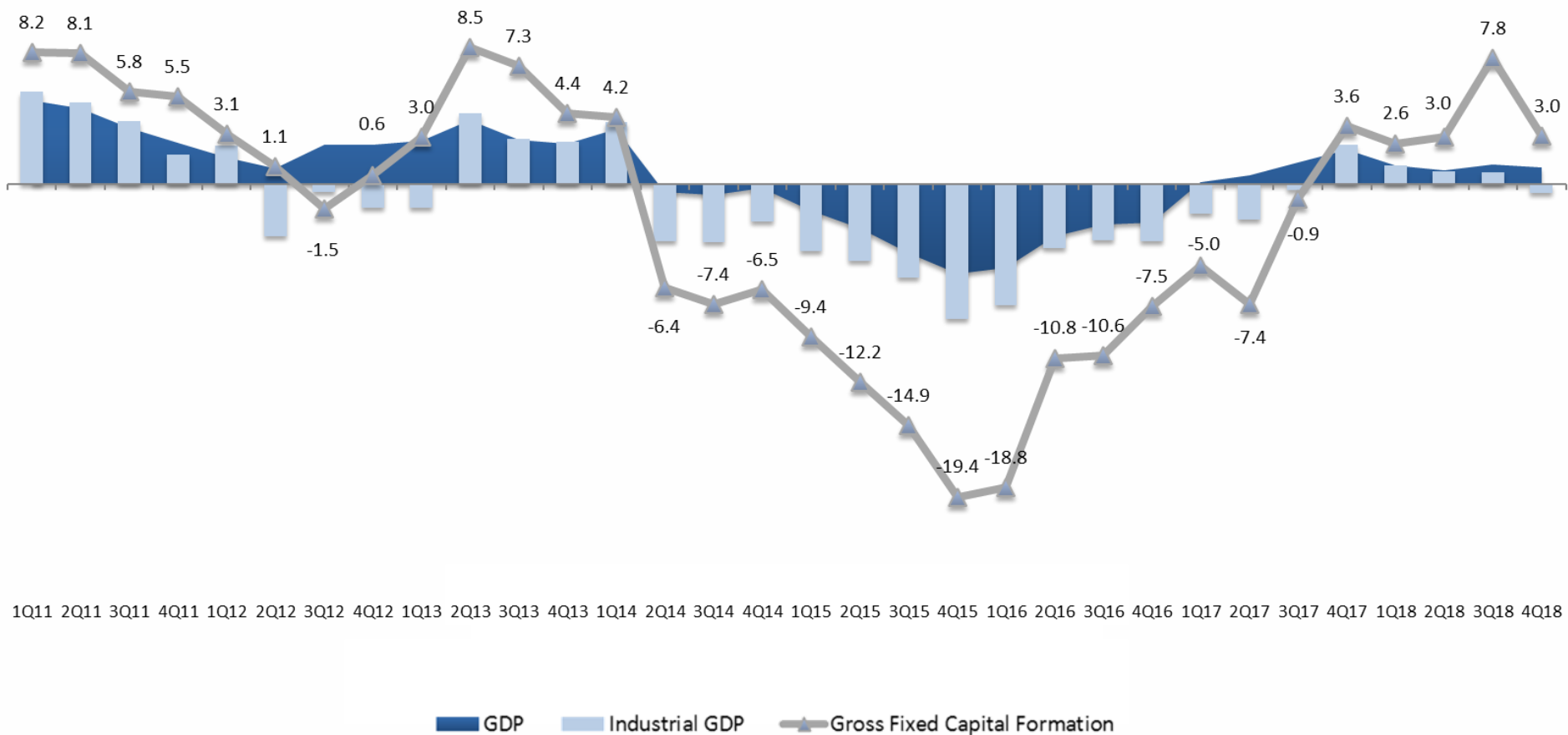


1Q19 Earnings Release

April 24, 2019

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.

- The **order entry** of the **Romi Machines** Unit in 1Q19 **increased** by **47.3%** in relation to the same quarter of the previous year, as a consequence of the launch of new products and the gradual recovery of the domestic economy;
- The **order backlog** at the end of 1Q19 showed an **increase** of **29.3%** compared to the backlog at the end of 1Q18, with highlights to the **Romi Machines** and **Burkhardt+Weber Machines Units**;
- In 1Q19, the **Romi Machines** Business Unit posted a **11.3% increase** in net operating revenue in relation to 1Q18 and an increase of **4.8 p.p.** in gross margin, due to the higher volume of operations and reduction of costs and expenses incurred in recent years;
- The Company, on March 13, 2019, obtained a favorable final outcome regarding the legal proceeding on the exclusion of ICMS (state tax) from the PIS and COFINS (federal taxes) tax base, the pre-tax amount of which is approximately **R\$135 million (R\$105.6 million** net of taxes and other costs). The effects of this gain were recognized in the financial statements in 1Q19.



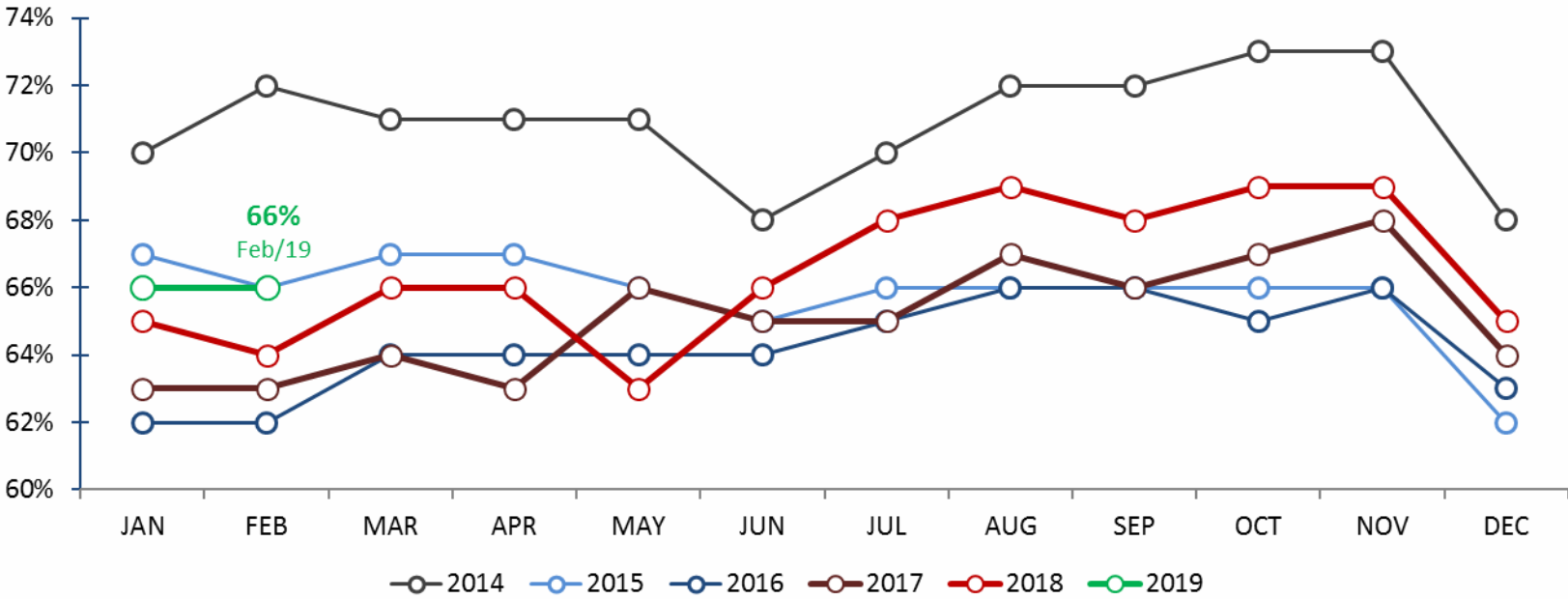
Q111 Q211 Q311 Q411 Q112 Q212 Q312 Q412 Q113 Q213 Q313 Q413 Q114 Q214 Q314 Q414 Q115 Q215 Q315 Q415 Q116 Q216 Q316 Q416 Q117 Q217 Q317 Q417 Q118 Q218 Q318 Q418

■ GDP ■ Industrial GDP ▲ Gross Fixed Capital Formation

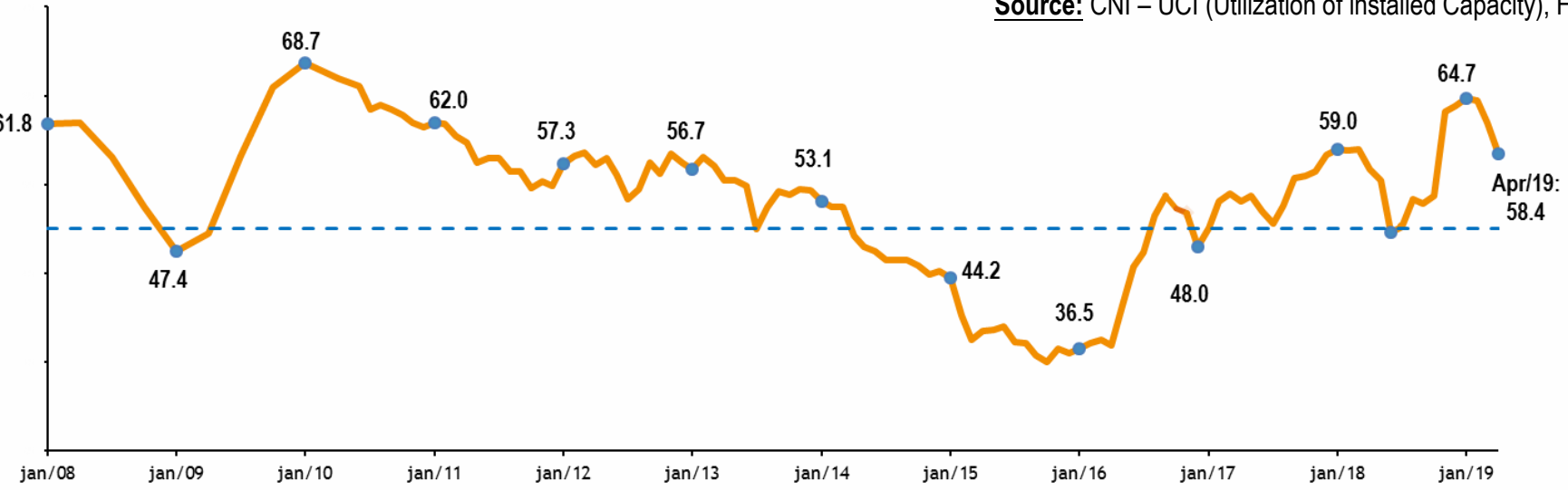
Source: IBGE (current quarter vs. the same quarter last year)



Conjunctural Indicators – GDP and FBKF



Source: CNI – UCI (Utilization of installed Capacity), February 2019



Source: CNI – ICEI (Industrial Executive Confidence Index), April 2019

Economic Indexes - Conjunctural

Romi Machines



	1Q19	2018
Toolling	14%	6%
Job shops	11%	16%
Automotive	9%	9%
Machines and Equipments	6%	17%
Children Goods	6%	0%
Agricultural	3%	6%
Packing	3%	4%
Technical Schools	3%	3%
Others	45%	39%

B+W Machines



	1Q19	2018
Machines and Equipments	51%	64%
Motors and Systems	49%	19%
Oil and Gas	0%	5%
Aerospace	0%	9%
Others	0%	3%

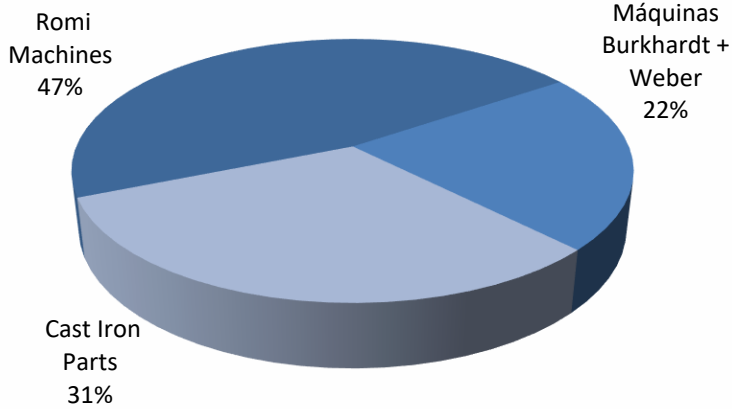
Rough and Machined Cast Iron Parts



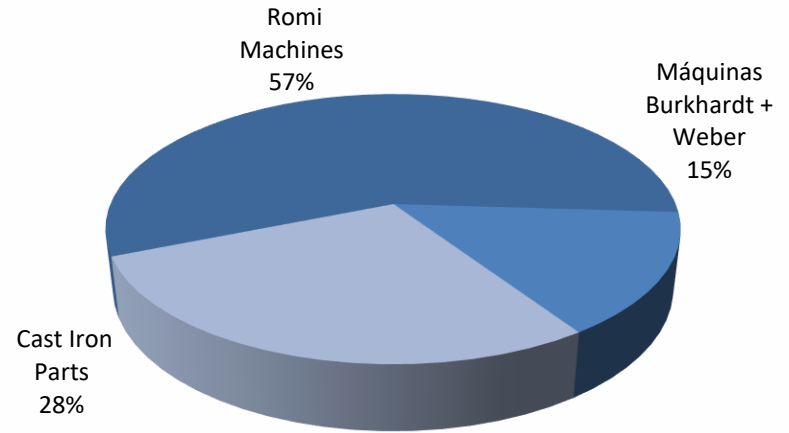
	1Q19	2018
Wind Power	27%	42%
Automotive	25%	24%
Agriculture	24%	18%
Construction	21%	14%
Others	3%	2%

Business units

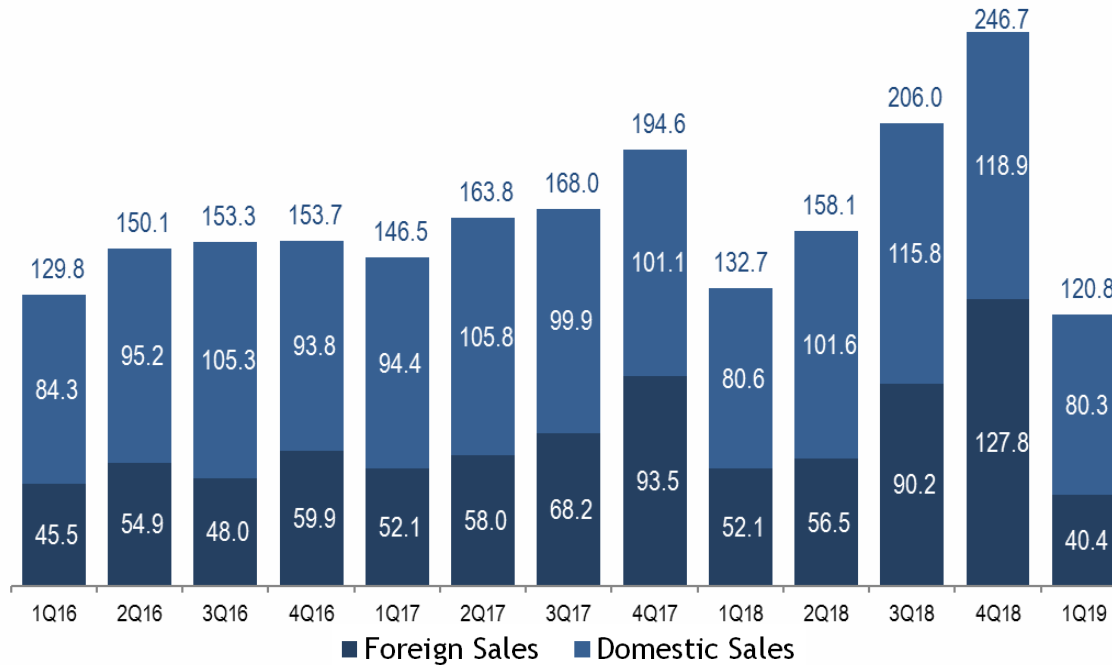
1Q18



1Q19

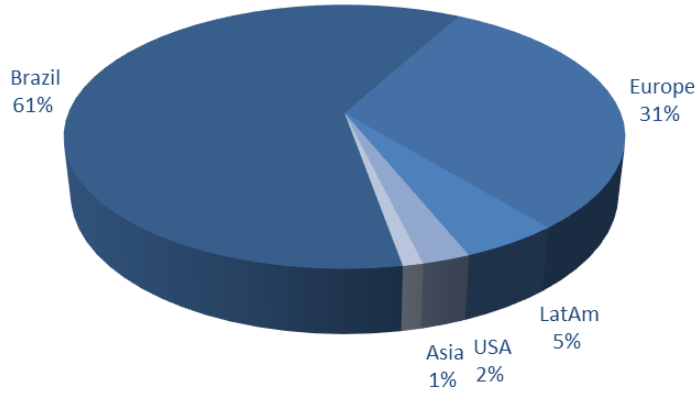


Net Operating Sales (R\$ million)

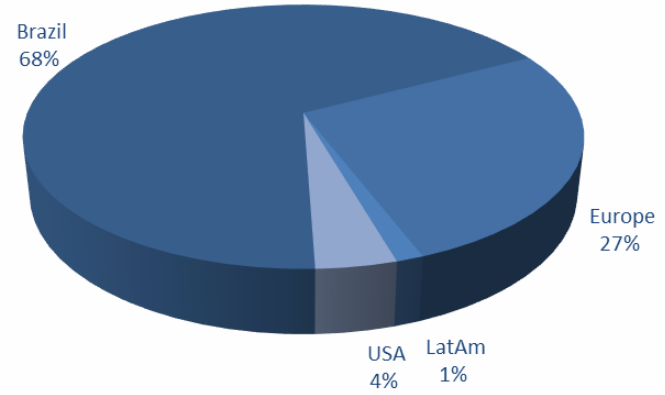


Net Sales per Business Unit

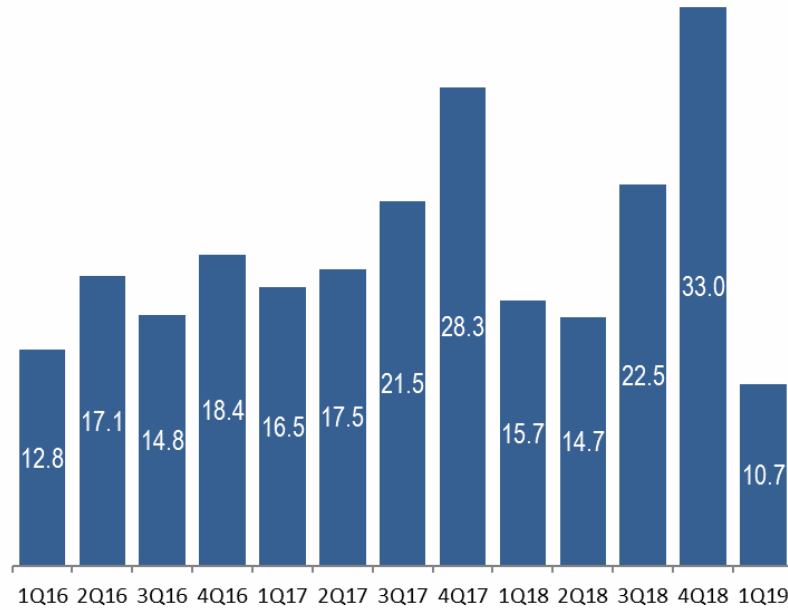
1Q18



1Q19



Foreign Sales (US\$ million)



Sales Distribution

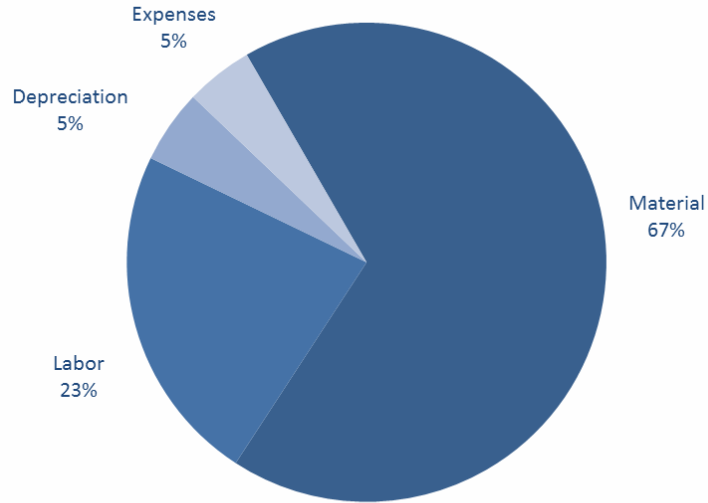
Order Entry (R\$ 000) Gross Values, sales taxes included	1Q18	4Q18	1Q19	Chg. 1Q19/4Q18	Chg. 1Q19/1Q18
Romi Machines	48,864	65,981	71,956	9.1%	47.3%
Burkhardt+Weber Machines	35,065	55,296	32,199	-41.8%	-8.2%
Rough and Machined Cast Iron Parts	63,489	33,700	37,078	10.0%	-41.6%
Total *	147,418	154,977	141,233	-8.9%	-4.2%

Order Book (R\$ 000) Gross Values, sales taxes included	1Q18	4Q18	1Q19	Chg. 1Q19/4Q18	Chg. 1Q19/1Q18
Romi Machines	60,595	77,527	96,324	24.2%	59.0%
Burkhardt+Weber Machines	130,806	166,576	187,107	12.3%	43.0%
Rough and Machined Cast Iron Parts	66,471	49,705	50,100	0.8%	-24.6%
Total *	257,872	293,808	333,531	13.5%	29.3%

(*) Order book and order entry values do not include spare parts and services

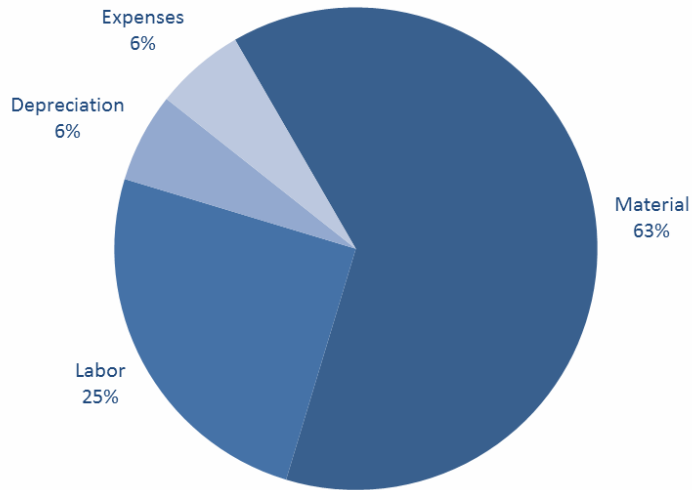
Order Entry Backlog

1Q19



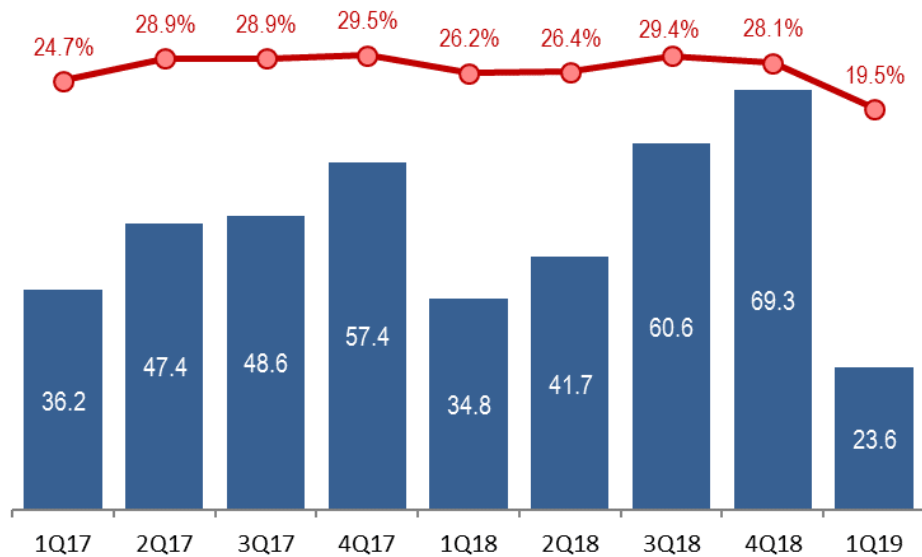
21%	Domestic material
16%	FX related domestic material
13%	Metals
17%	Imported material

1Q18

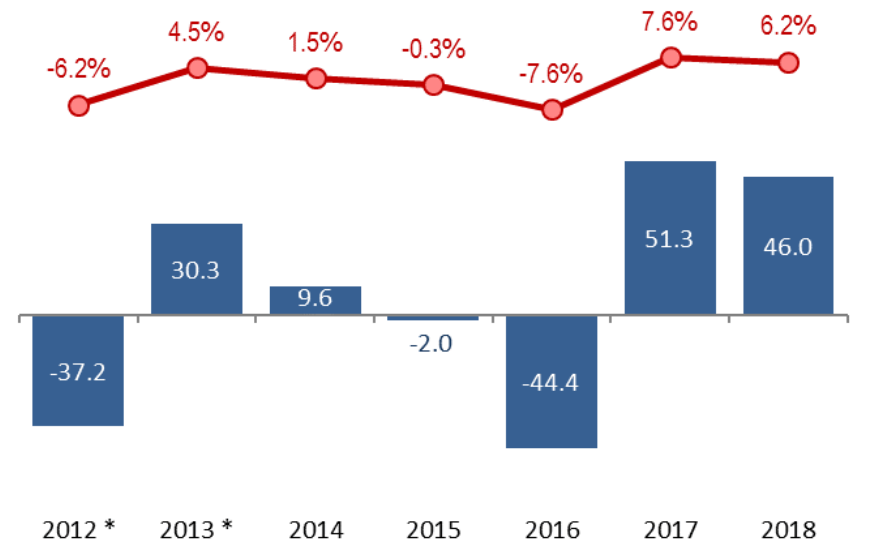
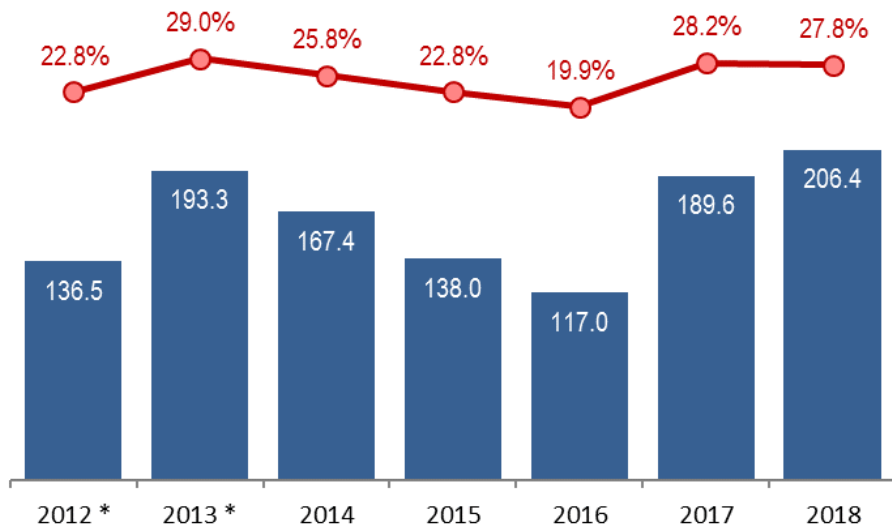
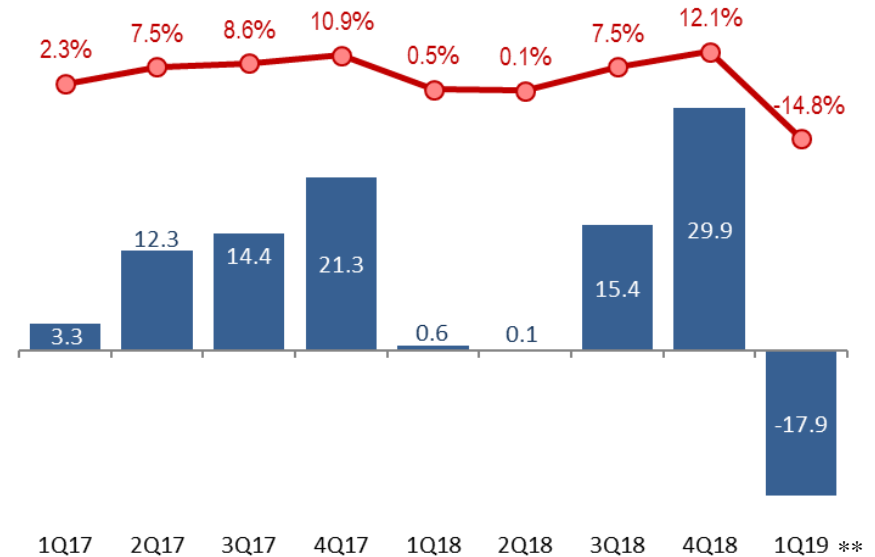


19%	Domestic material
12%	FX related domestic material
15%	Metals
20%	Imported material

Gross Profit (R\$ million) and Gross Margin



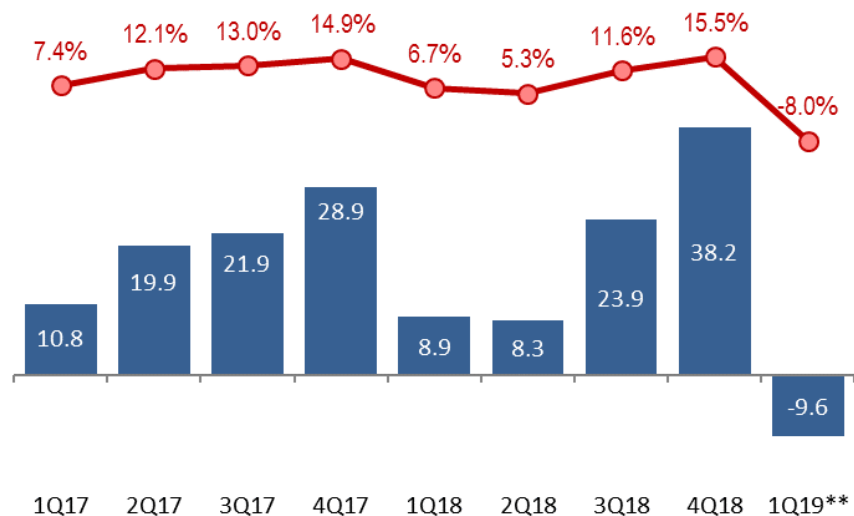
Operating Profit (loss) (R\$ million) and Operating Margin



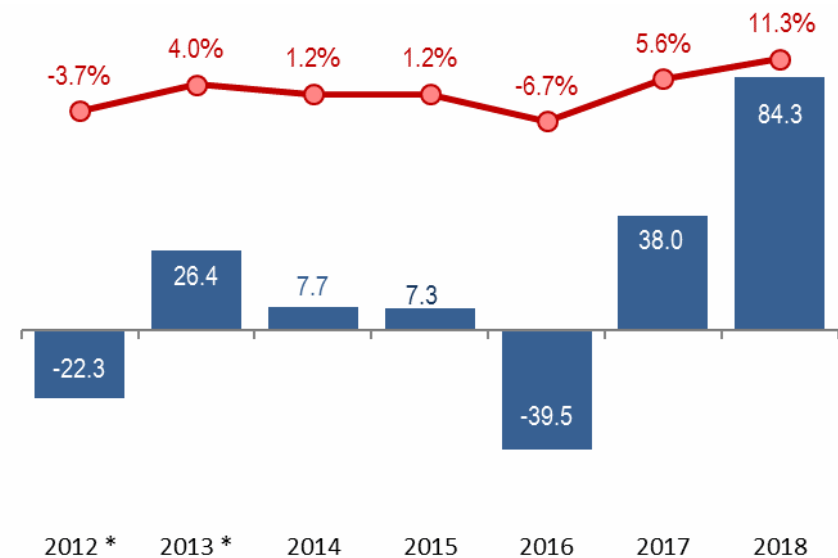
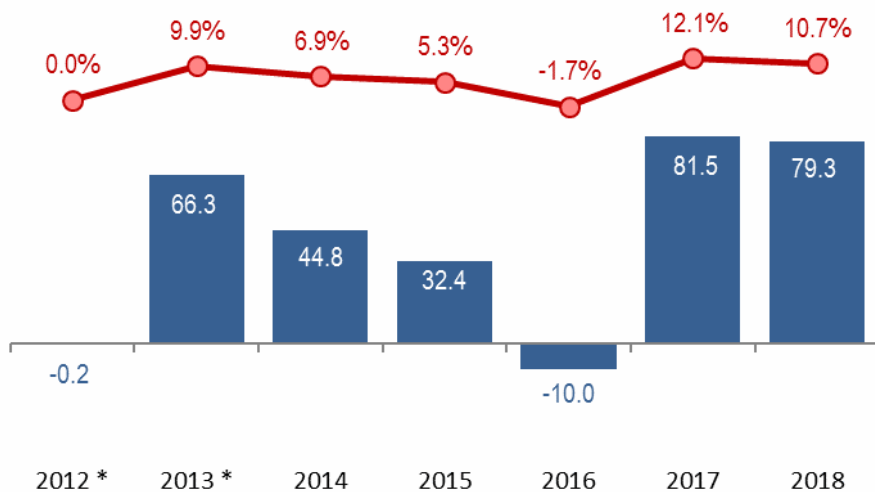
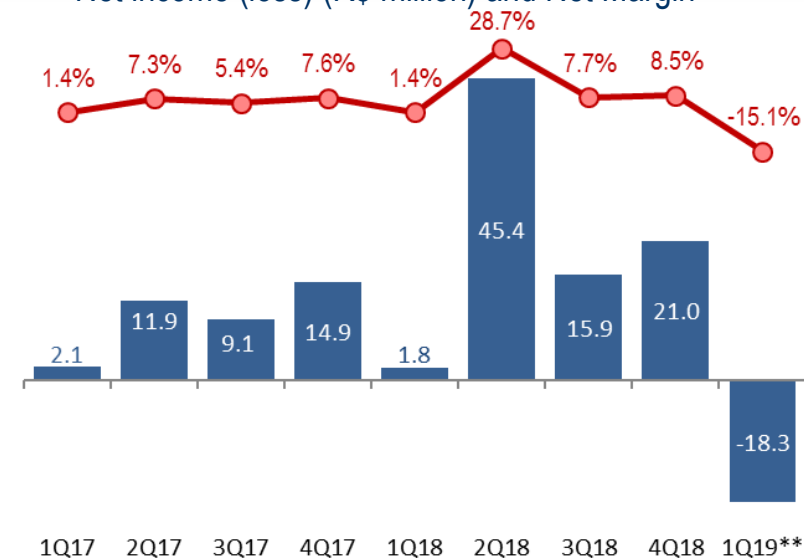
(*) Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia;

(**) Operating profit adjusted by the impacts of the recognition of the gains related to the judicial taxes process of excluding ICMS in the PIS / COFINS calculation basis, in the amount of R\$ 74.3 million.

EBITDA (R\$ million) and EBTIDA Margin



Net income (loss) (R\$ million) and Net Margin

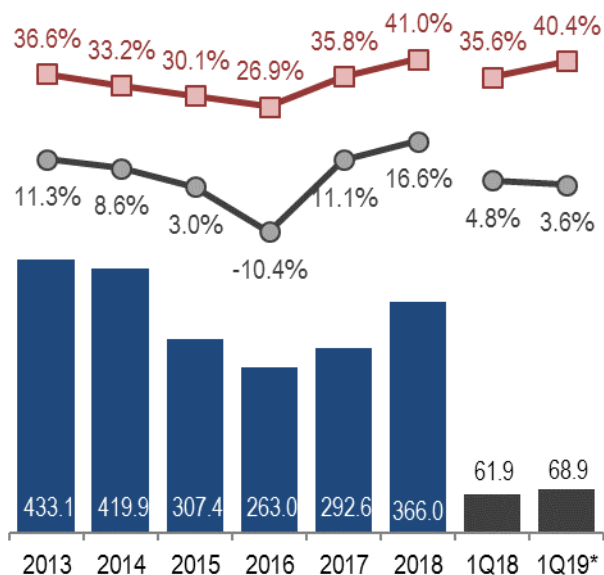


(*) Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia;

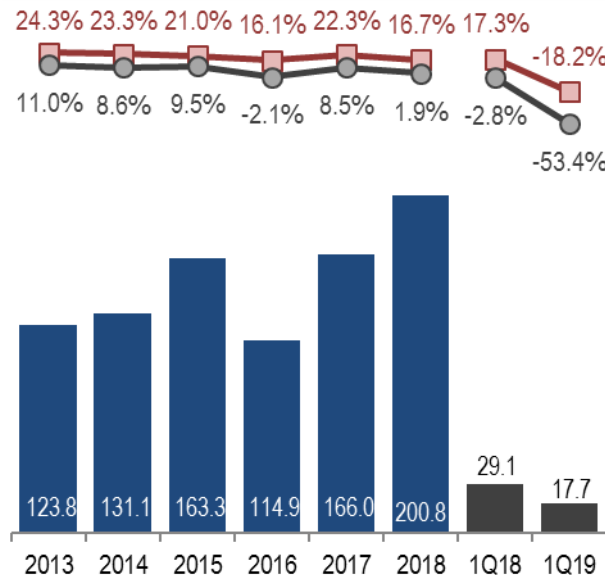
(**) EBITDA and net income adjusted by the impact of the recognition of the gains related to the judicial taxes process of excluding ICMS in the PIS / COFINS calculation basis, in the amount of R\$74.3 million and R\$105.6 million, respectively.

	Quarter								
	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19
Sales									
Machines (qty)	162	141	195	246	144	183	227	270	137
Burkhardt+Weber (qty)	6	6	5	8	3	4	9	13	2
Cast and Iron parts (ton)	5,784	6,267	5,773	4,172	4,592	5,453	5,520	3,469	3,567

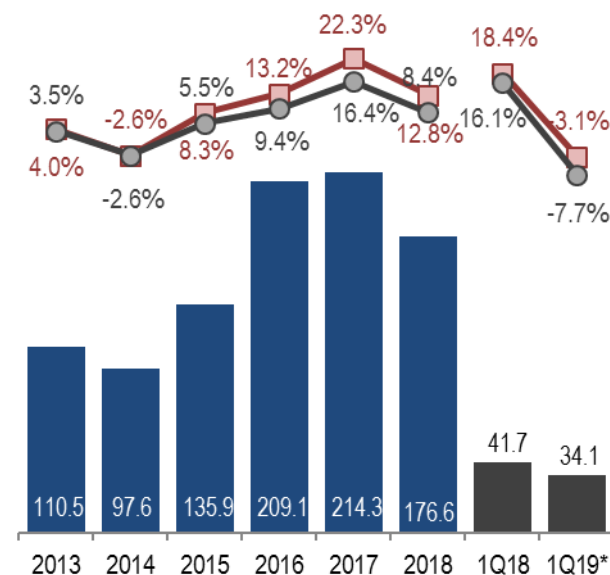
Romi Machines



B+W Machines



Rough and Machined Cast Iron Parts



■ Revenue ■ Gross Margin ● EBITDA

(*) EBITDA of Romi Machines and Rough and Machined Cast Iron Parts were adjusted by the impacts of the recognition of the gains related to the judicial taxes process of excluding ICMS in the PIS / COFINS calculation basis, in the amounts of R\$53.5 and R\$20.8 million, respectively

Business Units' Results

Cash and Cash Equivalent (R\$ MM) - 03/31/2019

	Amount
Bank Deposit Certificate (CDB)	4.6
Financial Investment with Bonds	20.9
Financial Investment with Bonds	11.3
Banks	29.9
Total	68.2

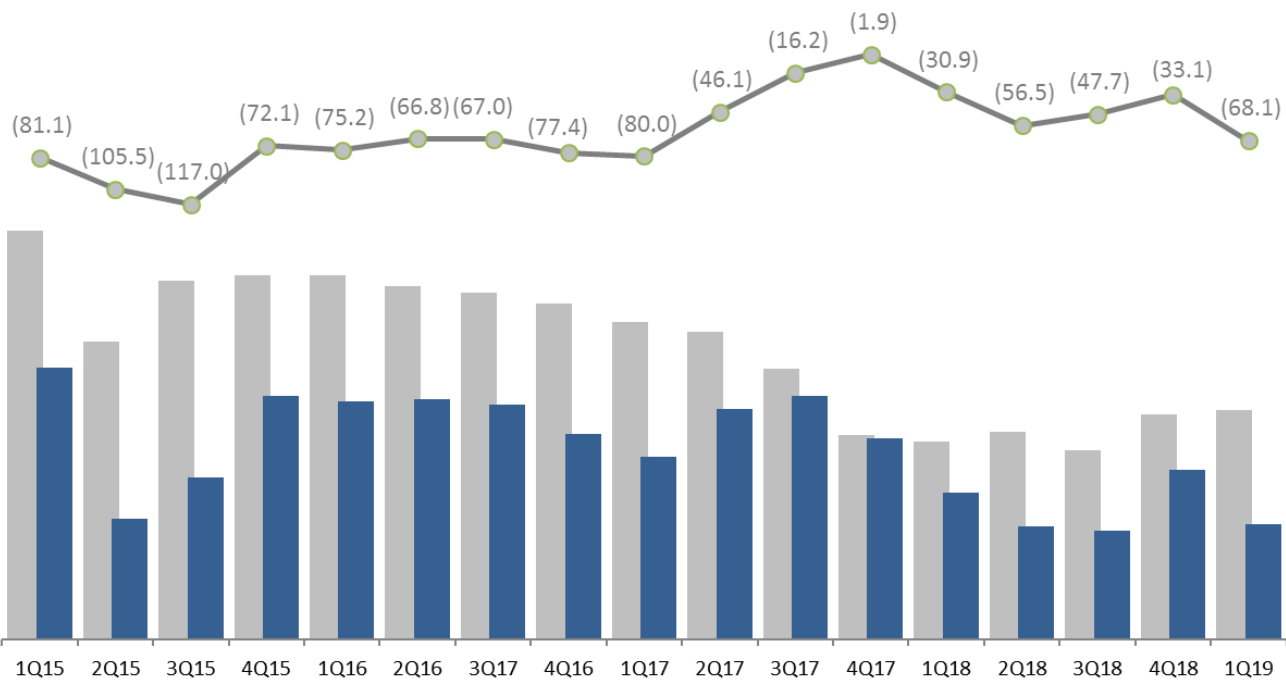
Net Debt = 68.1

Loans* (R\$ MM) - 03/31/2019

	Amount
2019	94.0
2020	18.9
2021	7.6
2022	7.3
2023	2.1
2024 e após	6.4
Total	136.3

Net Cash (Debt) Position

R\$ million

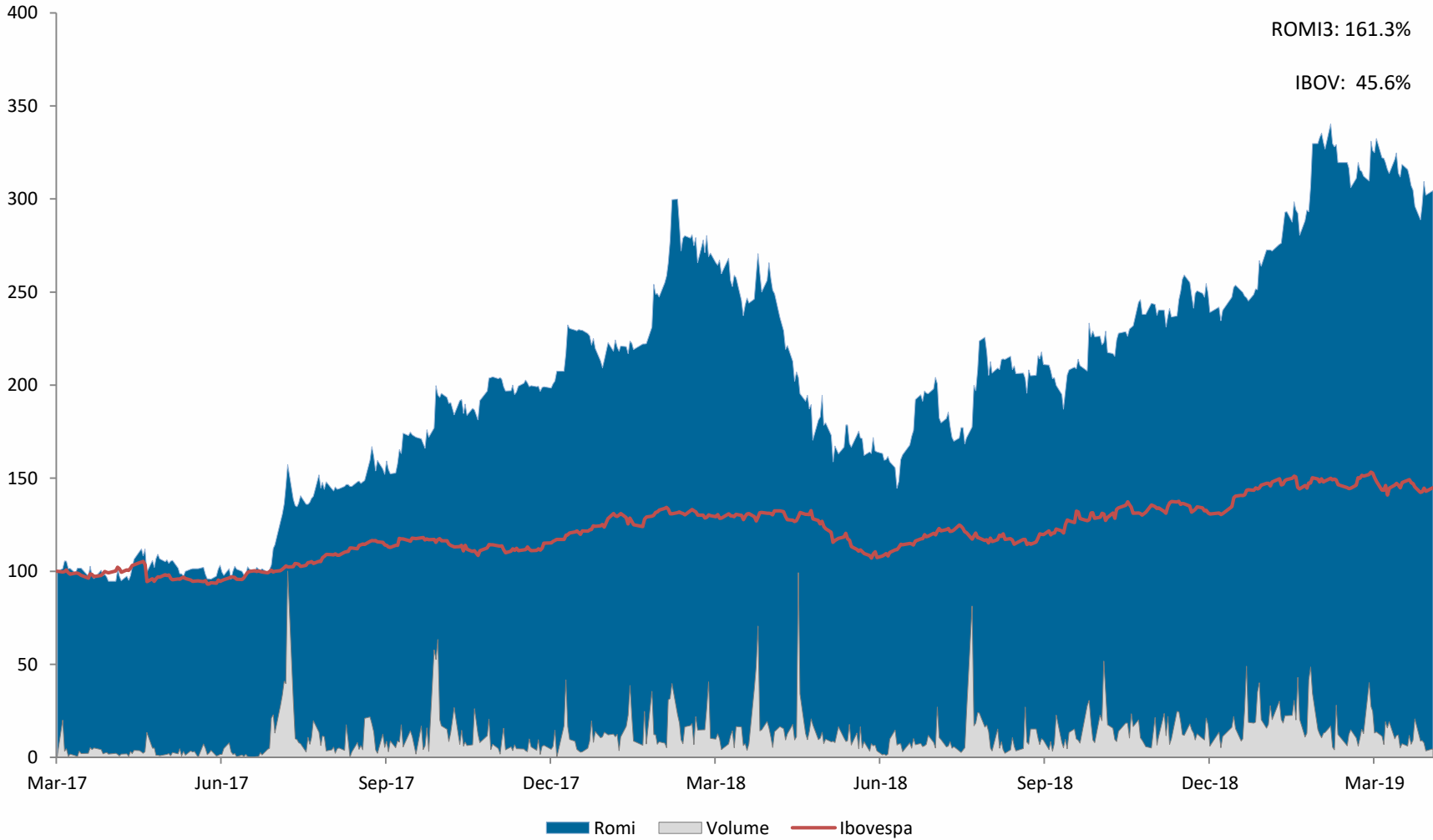


(*) Without Finame Manufacturer

Cash Position

Share Performance ROMI3 vs. Ibovespa

From 03/31/2017 to 04/22/2019



Source: B3



Share Performance



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