



ROMI[®]

A TRADITION OF INNOVATION



Indústrias Romi S.A.

Non Deal Road Show Santander

September, 2011



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Ações com Tag Along
Diferenciado **ITAG**

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

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Sustentabilidade
Empresarial **ISE**
2009-2010





The forward-looking statements are 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.



1930



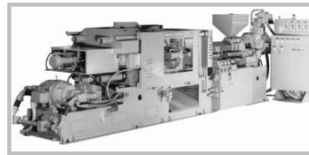
The company is found under the innovating spirit of Mr. Américo Emílio Romi

1942



Produced the 1,000th lathe and inaugurated a new plant with 15,000 m² of built area

1972



Initial Public Offering – IPO; and the start up of Plastic Injection Molding Machines production

2007



Follow on – more than 50% of the company's shares on free float

2010



Celebrated 80 years ; and reached the 150,000th machine produced

Company's Highlights



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A vertical timeline graphic consisting of a series of seven grey circles connected by a black line, positioned to the left of the text boxes.

R\$ 673.5 million of **Net Operating Revenues** in 2010

11 highly productive units with over 170,000m² floor space (9 in Brazil, 2 in Italy)

Production capacity of **3,900 machines per year** and **50,000 tons** of rough and machined cast iron parts

More than **150,000 machines produced and sold** in more than 60 different countries

New products and technologies **continuous development** (4% of net revenues on average destined to R&D)

Supplier for most **industrial segments**

Looking forward for **international expansion**





Cast Iron Parts Units

Production of parts from
Cast Iron



Casting

Casting made in high-production
automated molding line for
parts up to 200 kilos
and in manual and semiautomatic
lines for smaller lots and
parts up to 5 tons



Heavy Casting

Casting made in manual molding line
for parts from 5 to 35 tons

Supplier Units to the Machine Assembly Units



General Machining



Medium and Heavy Machining

Internal machining of metal parts that will be part of
heads, turrets, tool changers, spindles,
ball injection units, etc.



General Machining



Electronic Division

Assembly of the machines'
computer numerical control systems



Paneling and Kettling

Manufacture of machines' metal shelter (paneling)
And of basis for plastic injection molding machines

Machine Assembly Units

Assembly of sets and machines



Assembly of Plastic Processing Machines



Assembly of Plastic Processing Machines





Assembly of Machine Tools















Assembly of Heavy Machine Tools



-  Sales related competences
-  Credit related competences



METAL CHIPING				
TURNING			MILLING	
ENGINE LATHES	CNC LATHES		TURNING CENTERS	MACHINING CENTERS
	LIGHTWEIGHT	HEAVYWEIGHT		
				 
				 

Examples of Romi Machines

Examples of parts produced by our customers

Net Operating Revenues Distribution		
	1H11	2010
Job Shops	26%	22%
Capital Goods	15%	16%
Automotive	11%	11%
Tooling	7%	6%
Hydraulic	5%	5%
Others	36%	40%

Plastic Processing Machines



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PLASTIC PROCESSING MACHINES		
INJECTION MOULDING	BLOW MOULDING	
INJECTION MOULDING MACHINES	PLASTIC BLOW MOULDING MACHINES	PET BLOW MOULDING MACHINES



Examples of Romi Machines



Examples of parts produced by our customers

Net Operating Revenues Distribution		
	1H11	2010
Packaging	26%	39%
Job Shops	15%	11%
Automotive	8%	18%
Home Appliances	8%	7%
Industrial	7%	3%
Others	36%	22%



FOUNDRY

ROUGH CASTINGS

PARTS PRODUCED OF GRAY, NODULAR AND VERMICULAR IRON CAST

MACHINED CASTINGS

CNC MACHINING CASTS

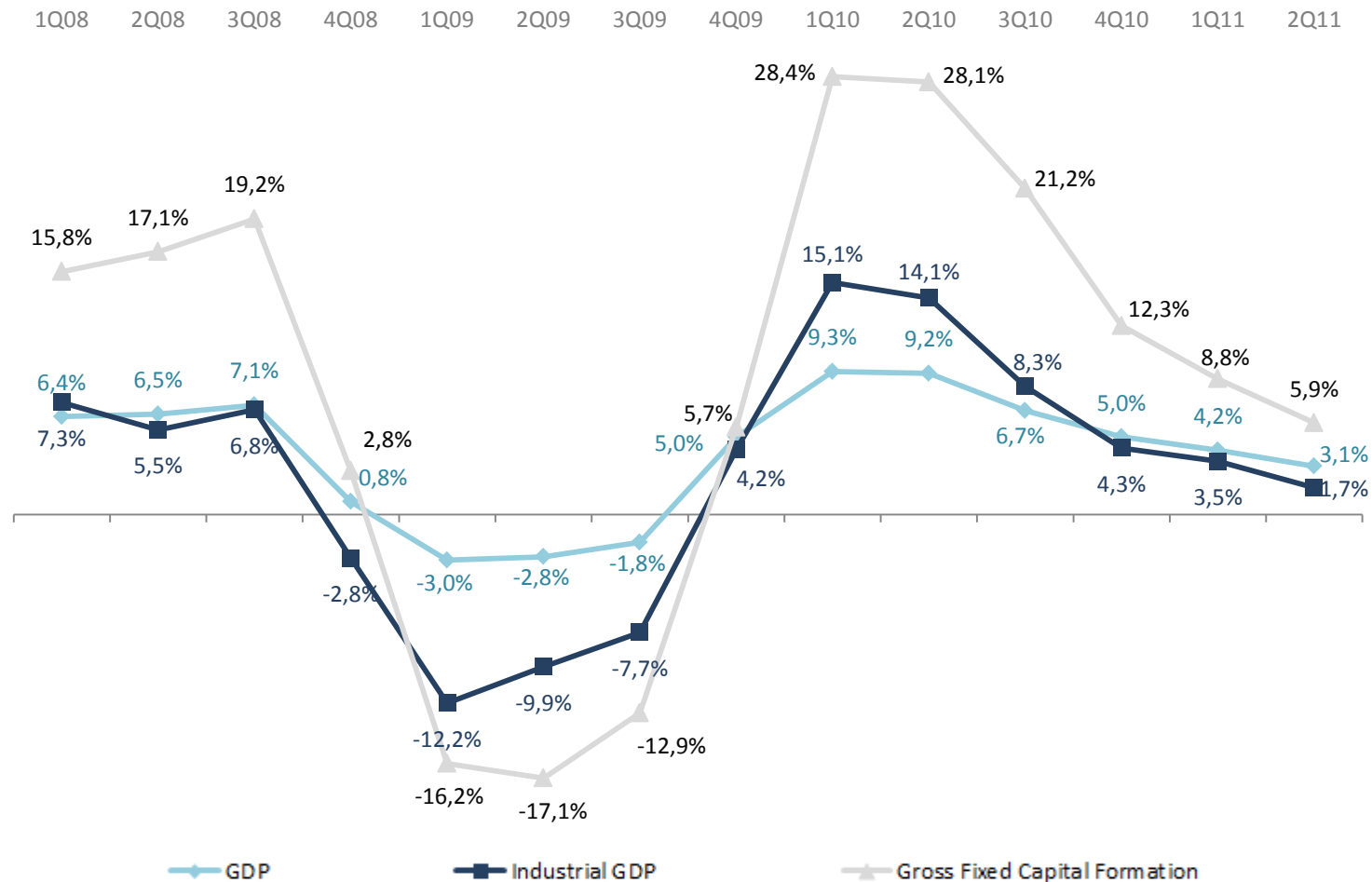


Examples of parts produced by Romi

Net Operating Revenues Distribution

	1H11	2010
Automotive - Trucks	59%	70%
Agricultural Equipment	16%	17%
Electricity Generation	10%	3%
Capital Goods	8%	8%
Automotive - Cars	5%	2%
Others	2%	0%

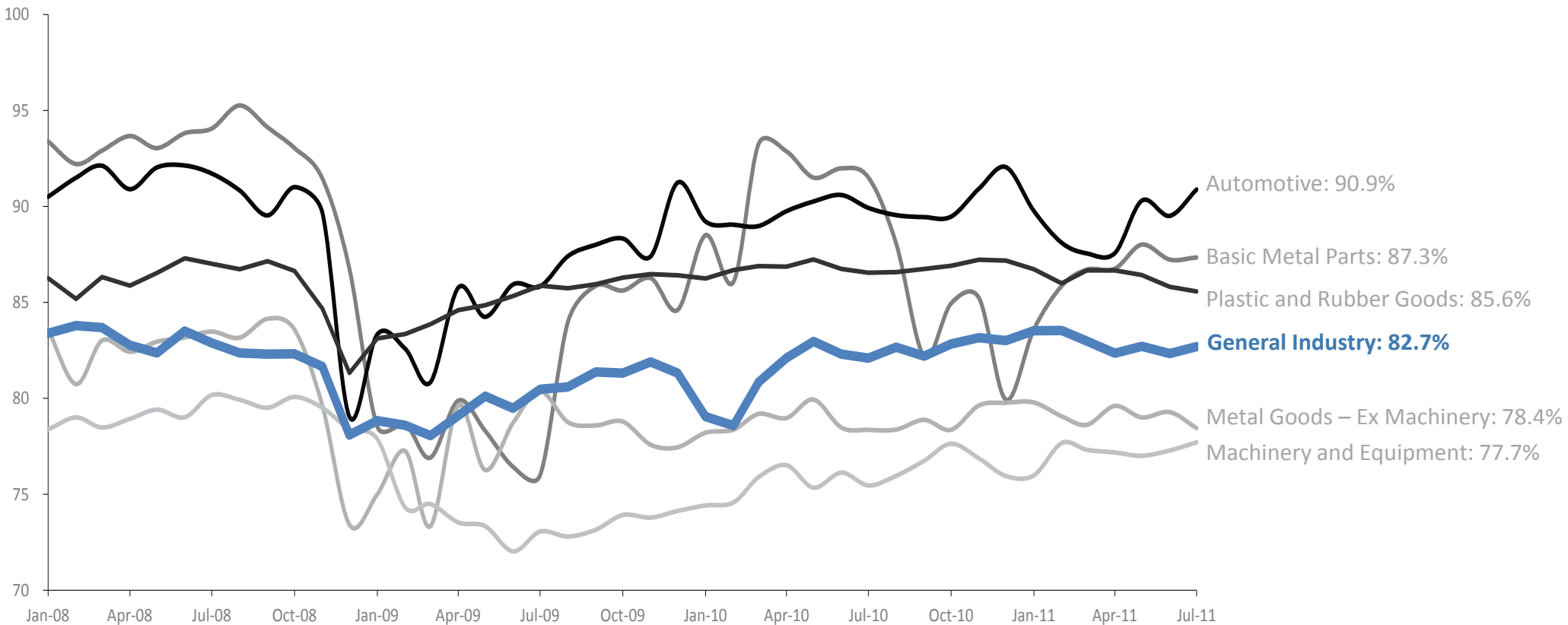
Economic Indexes – Conjunctural Indicators



Economic Indexes – Level of Activity Index



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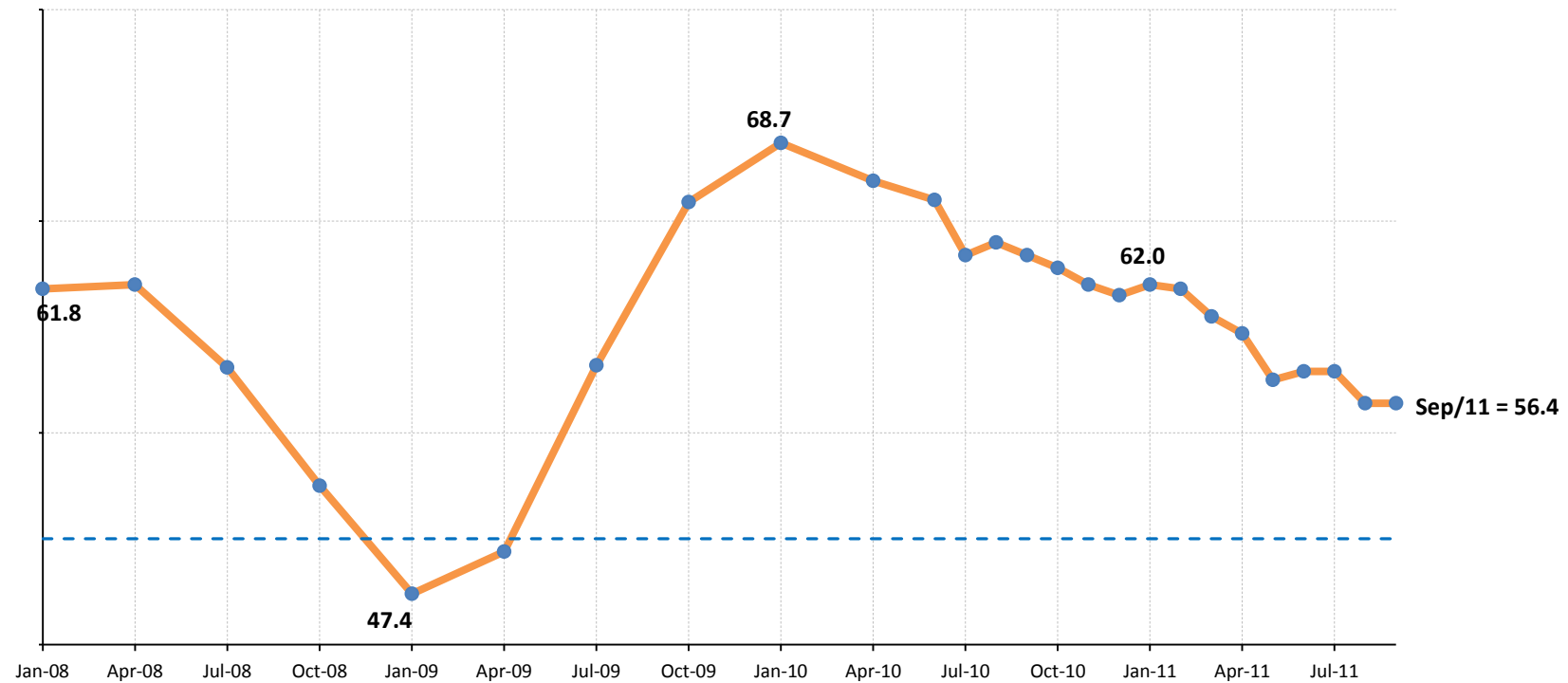


Source: Fiesp -INA Activity Level Indicator - NUCI (Level of Utilization of Installed Capacity)

Economic Indexes – Industrial Entrepreneurs Confidence Index



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

Net Sales per Business Unit

2Q11



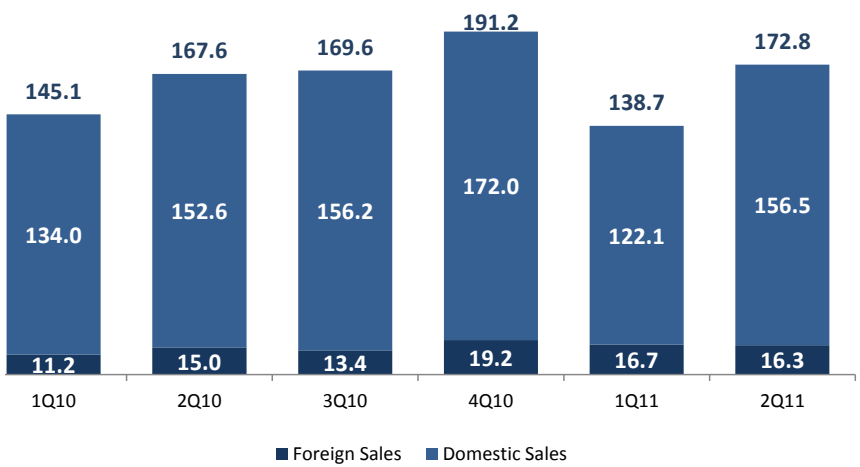
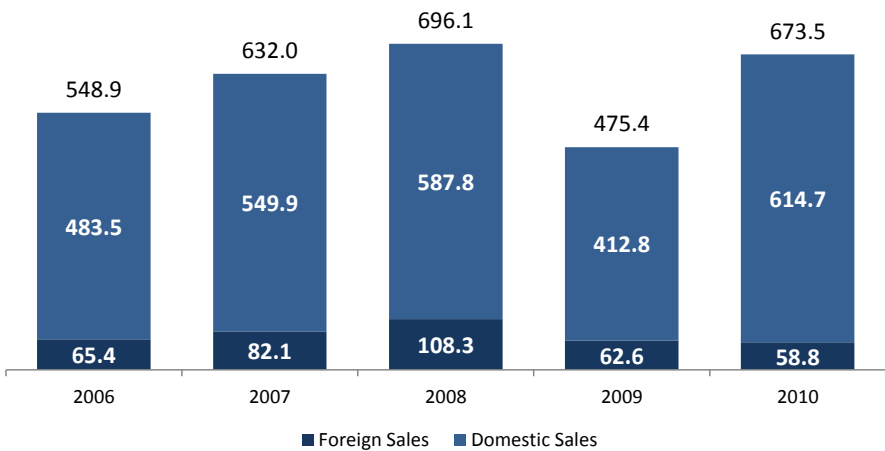
MACHINE TOOLS
R\$ 110.3 million



CASTING
R\$ 23.2 million

PLASTIC PROCESSING MACHINES
R\$ 39.3 million

Net Operating Sales (R\$ million)



Order Entry

R\$ thousand



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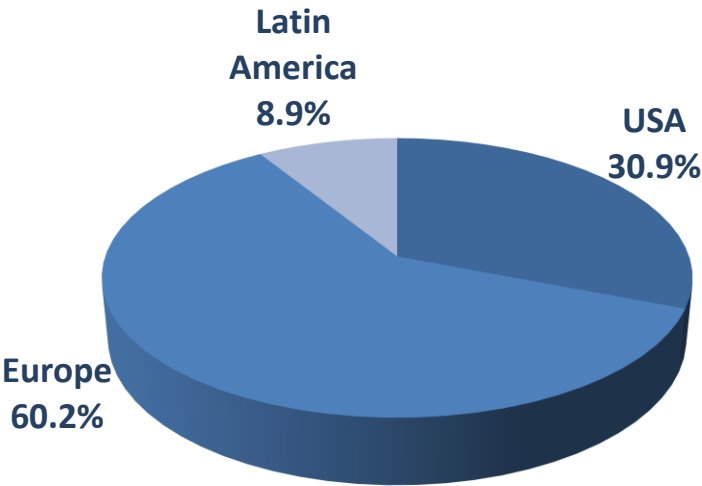
Order Entry (R\$ thousand)	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	1H10	1H11
Machine Tools	94,084	132,784	111,777	99,194	110,370	129,179	226,868	239,549
Plastic Machines	42,138	53,187	43,865	32,127	30,418	37,846	95,325	68,264
Rough and Machined Cast Iron Parts	21,968	22,065	24,276	13,729	38,149	21,186	44,033	59,335
Total	158,190	208,036	179,918	145,050	178,937	188,211	366,226	367,148

Order Entry (R\$ thousand)	Change 2Q11/1Q11	Change 2Q11/2Q10	Change 1H11/1H10
Machine Tools	17.0%	-2.7%	5.6%
Plastic Machines	24.4%	-28.8%	-28.4%
Rough and Machined Cast Iron Parts	-44.5%	-4.0%	34.8%
Total	5.2%	-9.5%	0.3%

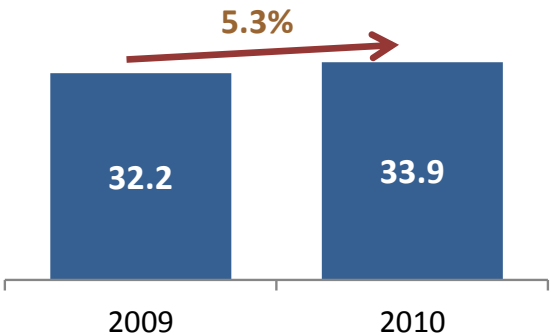
Note: Gross values, including sales taxes



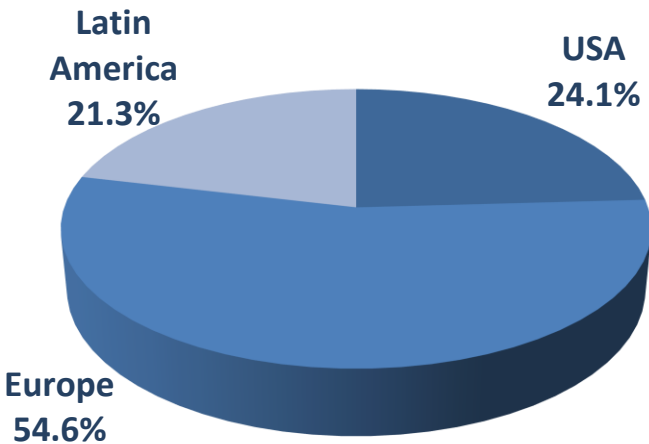
2Q10 Foreign Sales Destination



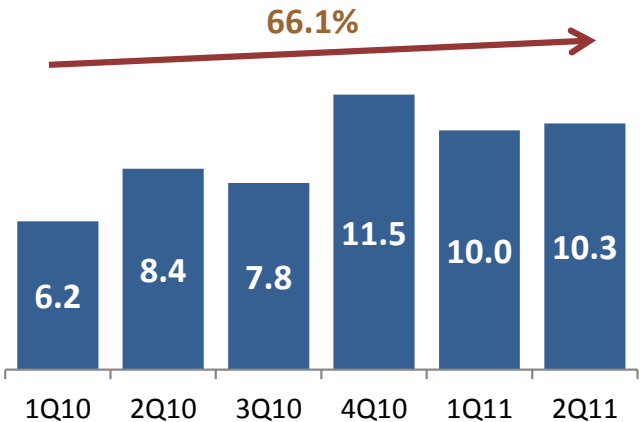
Year Foreign Sales – US\$ million



2Q11 Foreign Sales Destination

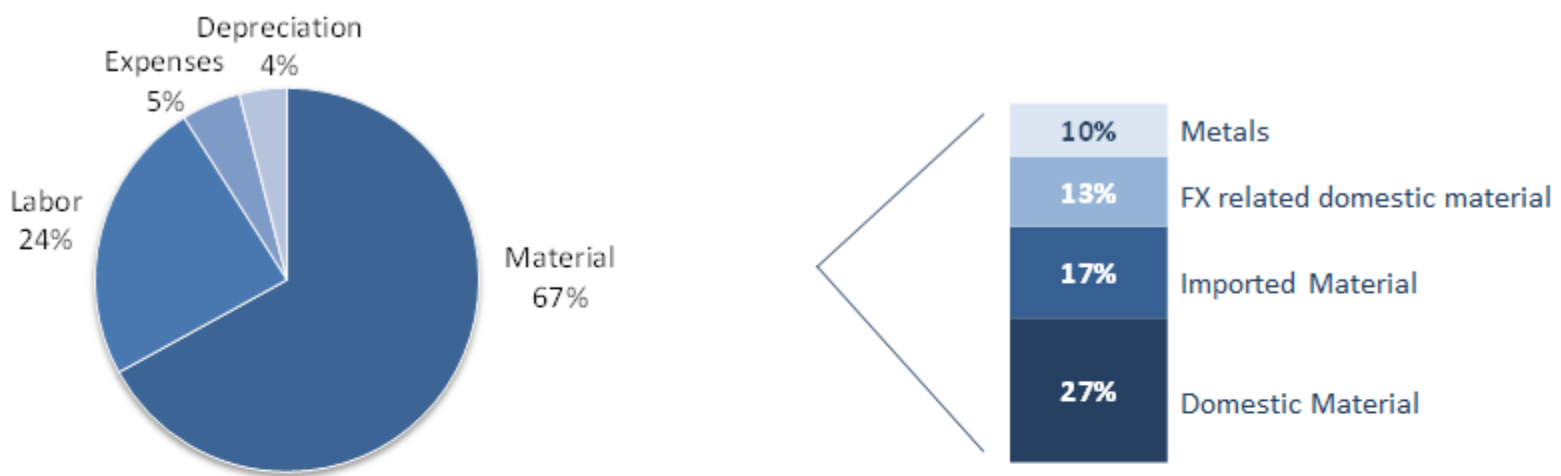


Quarter Foreign Sales – US\$ million

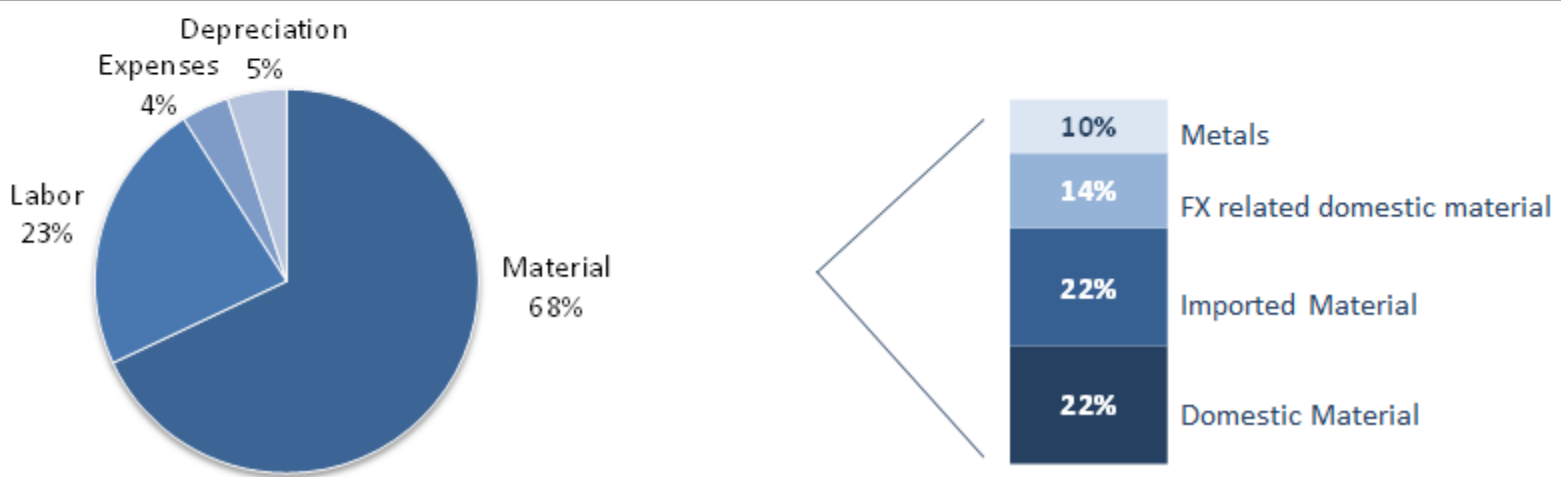




1H10

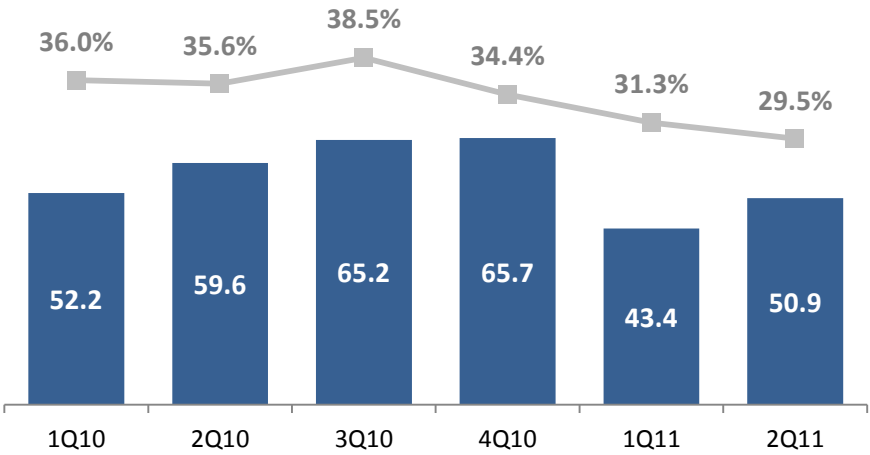


1H11

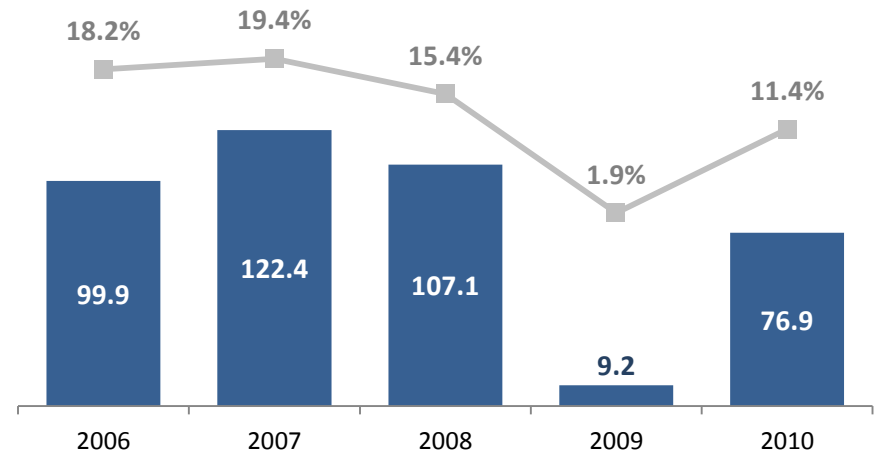
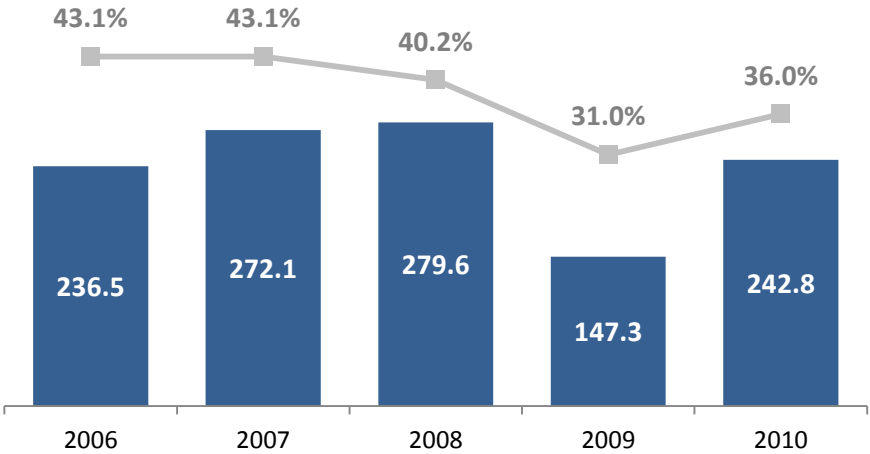
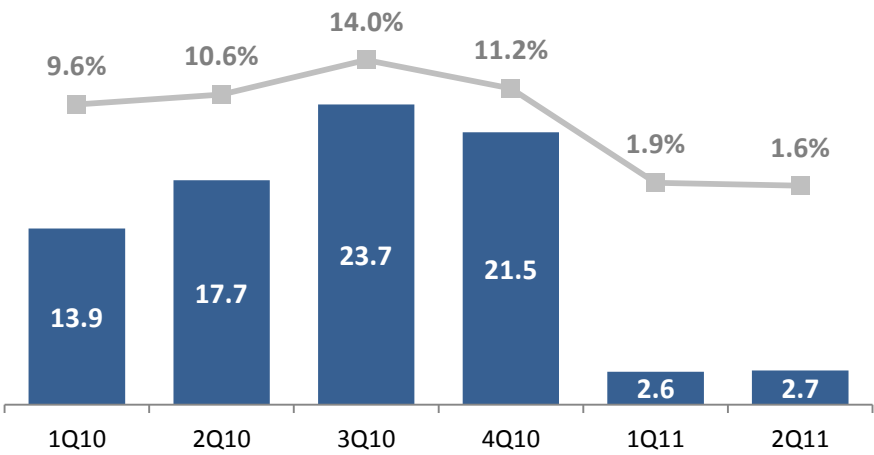




Gross Profit (R\$ million) and Gross Margin



EBIT (R\$ million) e EBIT Margin

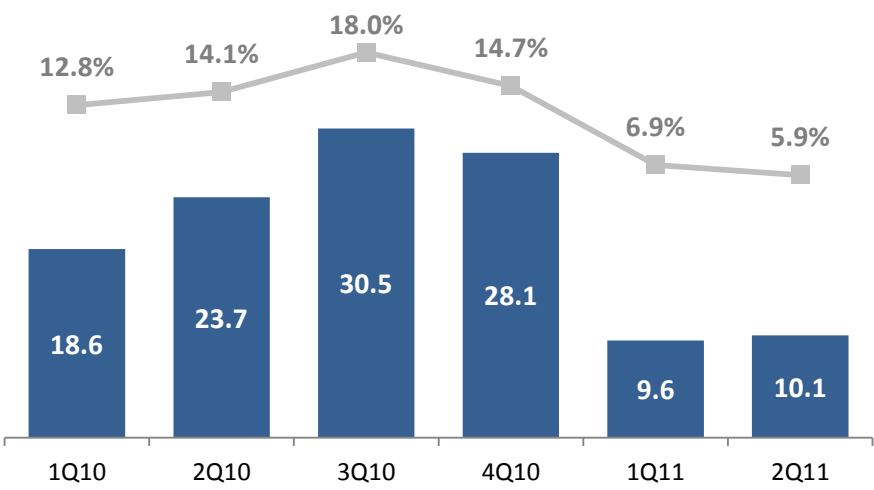


■ Gross Profit — Gross Margin

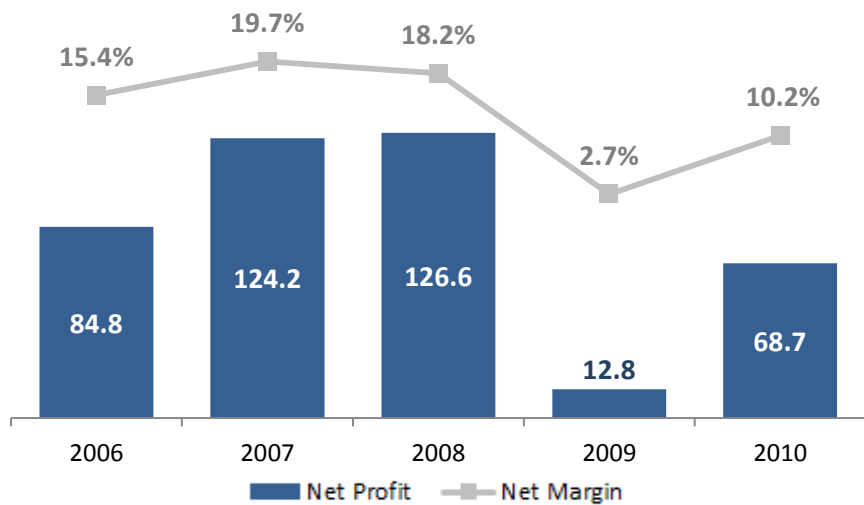
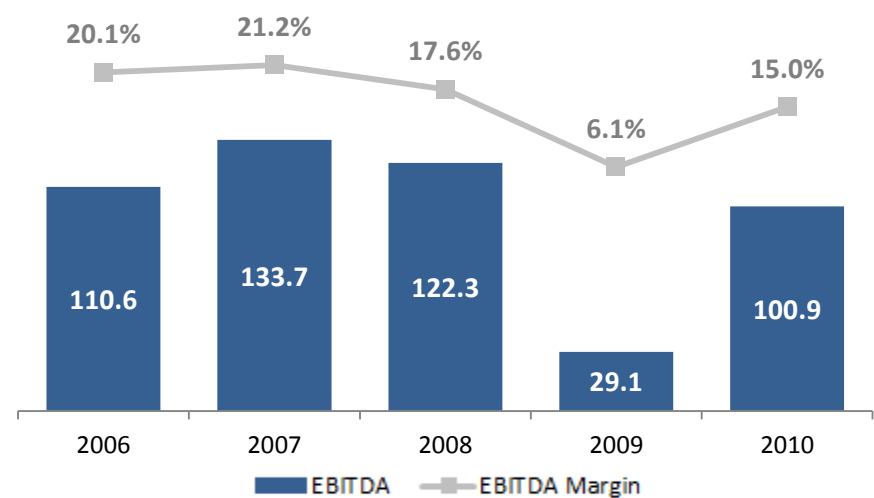
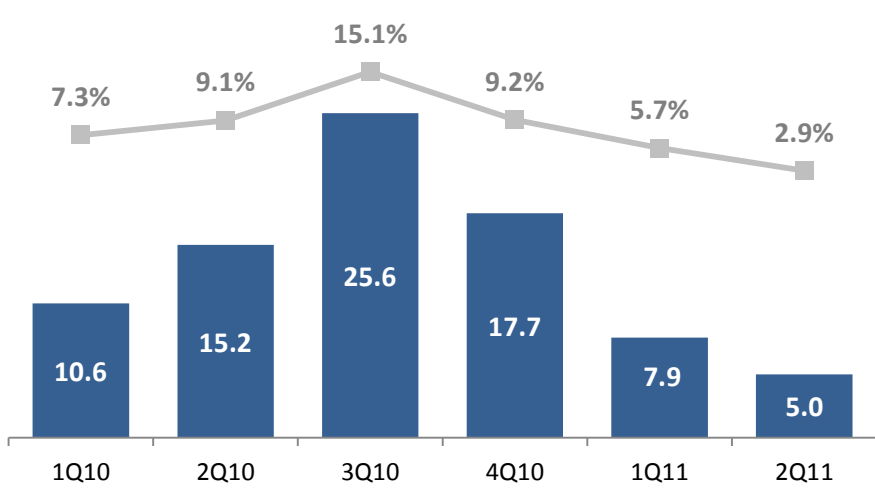
■ EBIT — EBIT Margin



EBITDA (R\$ million) and EBITDA Margin



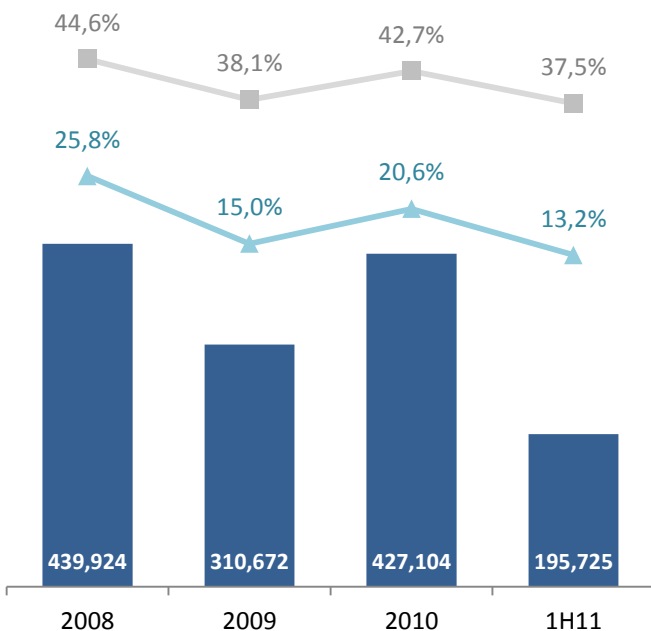
Net Profit (R\$ million) and Net Margin



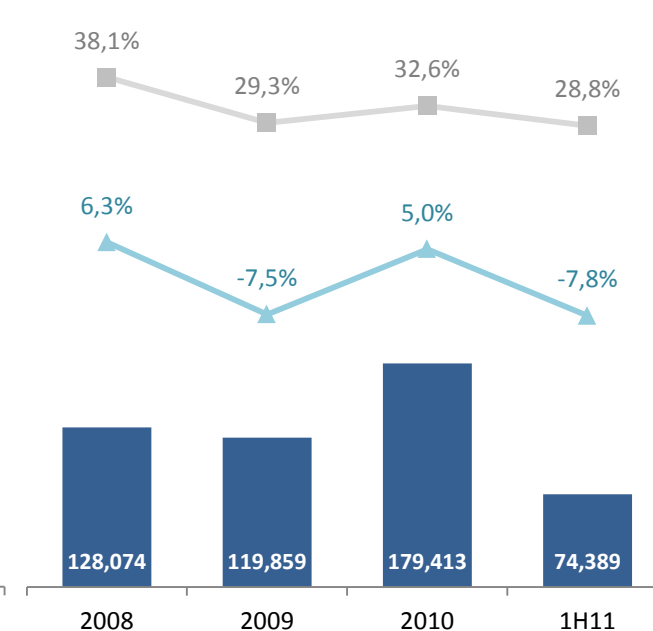
Business Units' Results

	Quarter						Year	
	1Q10	2Q10	3Q10	4Q10	1Q11	2Q11	1H10	1H11
Machine Tools (units sold)	526	538	556	706	441	572	1,064	1,013
Plastic Machines (units sold)	83	119	112	111	101	129	129	202
Rough and Machined Cast (tons sold)	2,432	3,016	3,403	2,635	3,240	4,155	5,448	7,395

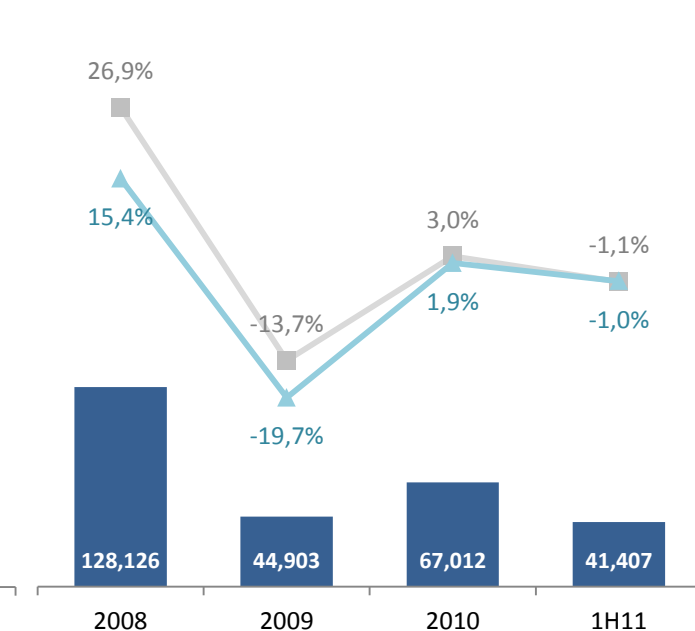
Machine Tools



Plastic Machines



Casting



Net Revenues Gross Margin EBITDA margin



Cash and Cash Equivalent – R\$ million – 06/30/2011

	Amount
Bank Deposit Certificate (CDB)	125.4
Financial Investment with Bonds	29.8
Time Deposit - Abroad	1.4
Banks	10.1
Total	166.8

Net Debt = 63.7

Loans* – R\$ million – 06/30/2011

	Amount
2011	13.5
2012	111.4
2013	33.5
2014	25.6
2015	18.6
2016 and afterwards	27.9
Total	230.5

(*) without Finame Manufacturer



Oil & Gas (Pre-salt):

- Investments of US\$ 202.2 billion from 2009 to 2013

Sports Events Investments:

- 2014 World Cup: US\$6.4 billion
- 2016 Olympic Games: US\$ 16 billion
- Total investment - including those presented above - of US\$ 56.7 billion until 2027 in infrastructure

Automotive Industry

- Investments of R\$ 24.2 billion from 2010 to 2013 in installed capacity

Metal cutting machinery consumption in Brazil:

- CAGR 2010-2015: 7.8%

Injection and Blow Moulding machinery consumption in Brazil:

- CAGR 2010-2015: 4.8%

Castings production in Brazil:

- CAGR 2010-2015: 9.8%

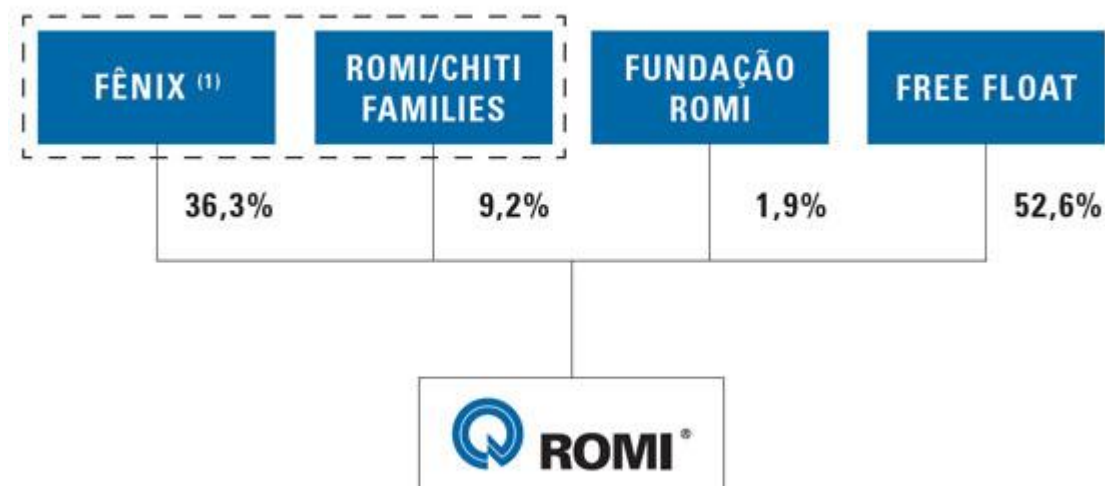
Wind Power

- 2011 to 2014 capacity will increase from 1 to 7 GW, and to 20 in 2021
- 4 new companies will start producing in Brazil from 2011 on
- 57 wind farms reinstalled and 30 are under construction
- Investments around R\$ 30 billion



- **Novo Mercado** – Joining the Novo Mercado in March 2007 positioned Romi in Bovespa's highest level of Corporate Governance
- **Tag along** - 100%
- **Board of Directors** – One year term, 8 members, being 4 indicated by shareholders and 4 independent
- **Diffuse Capital** - free float of 52.6%
- **Full IFRS report** – One of the first Brazilian Companies to report on International Financial Reporting Standards since 12/31/2007.
- **CPC's** - early adoption – One of the first Companies to early adopt the statements issued by the Comitê de Pronunciamentos Contábeis - CPC.
- **ISE** – Corporate Sustainability Index – benchmark in the Brazilian market for socially and environmentally responsible investments. Romi Joined this Index in December 2009.

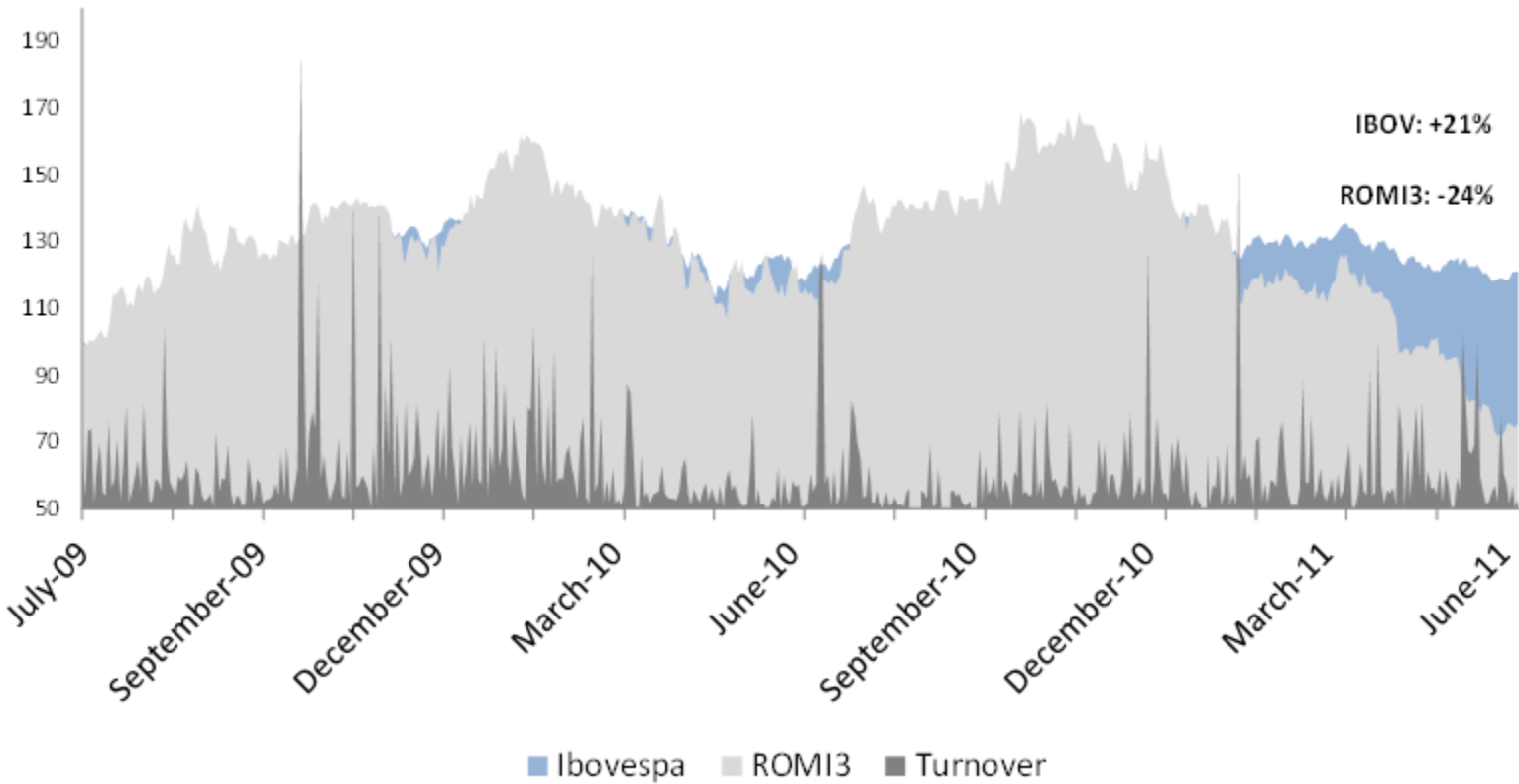
OWNERSHIP STRUCTURE



(1)
Romi and Chiti Families



Share Performance ROMI3 vs. Ibovespa
From 07/01/2009 to 06/30/2011

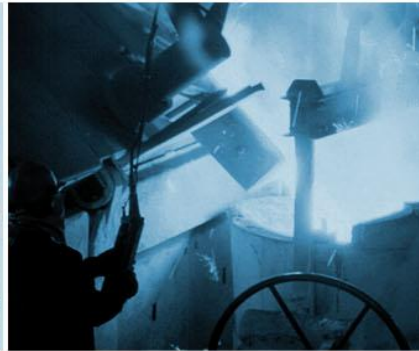


Source: BM&FBovespa



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Livaldo Aguiar dos Santos
Chief Executive Officer

Luiz Cassiano R. Rosolen
Investor Relations Officer