



ROMI®

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1Q13 Earnings Release

April 24, 2013



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.

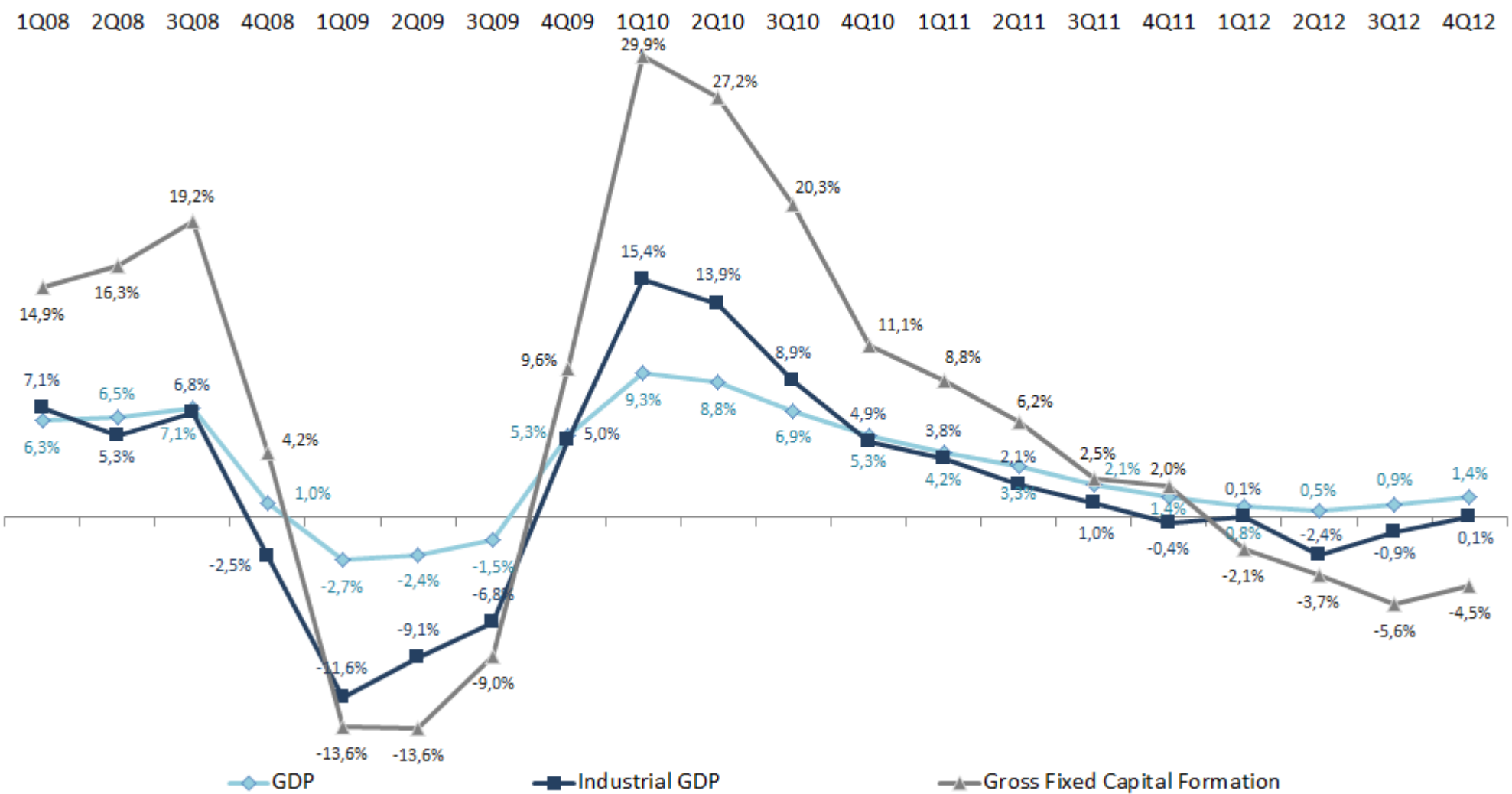


- Gross margin of 24.6% and reduction of operating expenses demonstrate **gradual recovery of operations**
- For the third consecutive quarter, the Company had **positive EBITDA**, reaching R\$ 2.4 million, as a result of operating adjustment measures taken over the course of 2012;
- A R\$ 9.9 million **reduction in inventory** in the quarter helped cash generation from operating activities;
- In 1Q13, **order entry** was up 12.9% from 1Q12, reaching R\$ 153.0 million in the quarter, notably in the raw and machined cast iron parts segment;
- **Order backlog** totaled R\$ 244.6 million as at March 31, 2013, growing 15.3% from a year earlier.

Economic Indexes – Conjunctural Indicators



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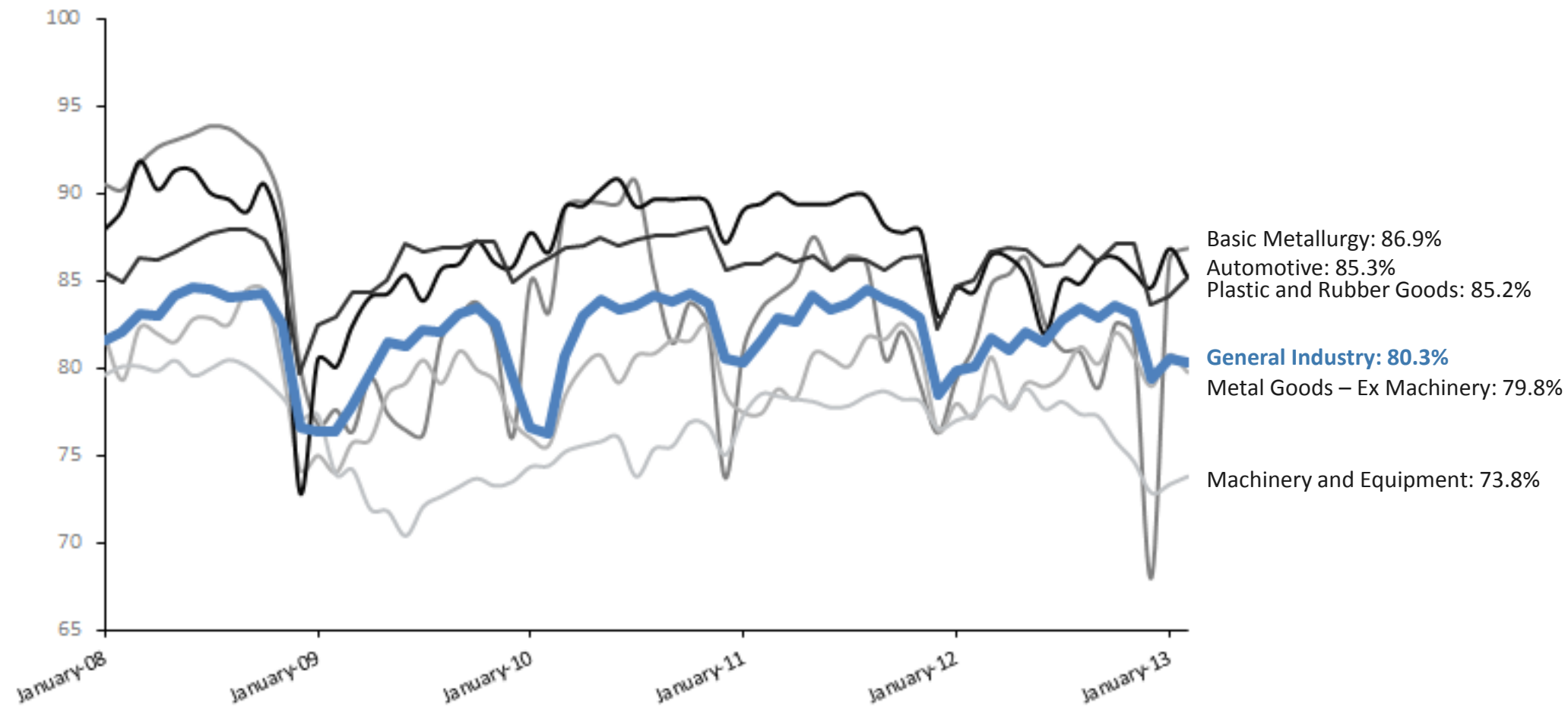
Source: IBGE (quarter this year vs. quarter last year)

Economic Indexes

Level of Activity Index (February, 2013)



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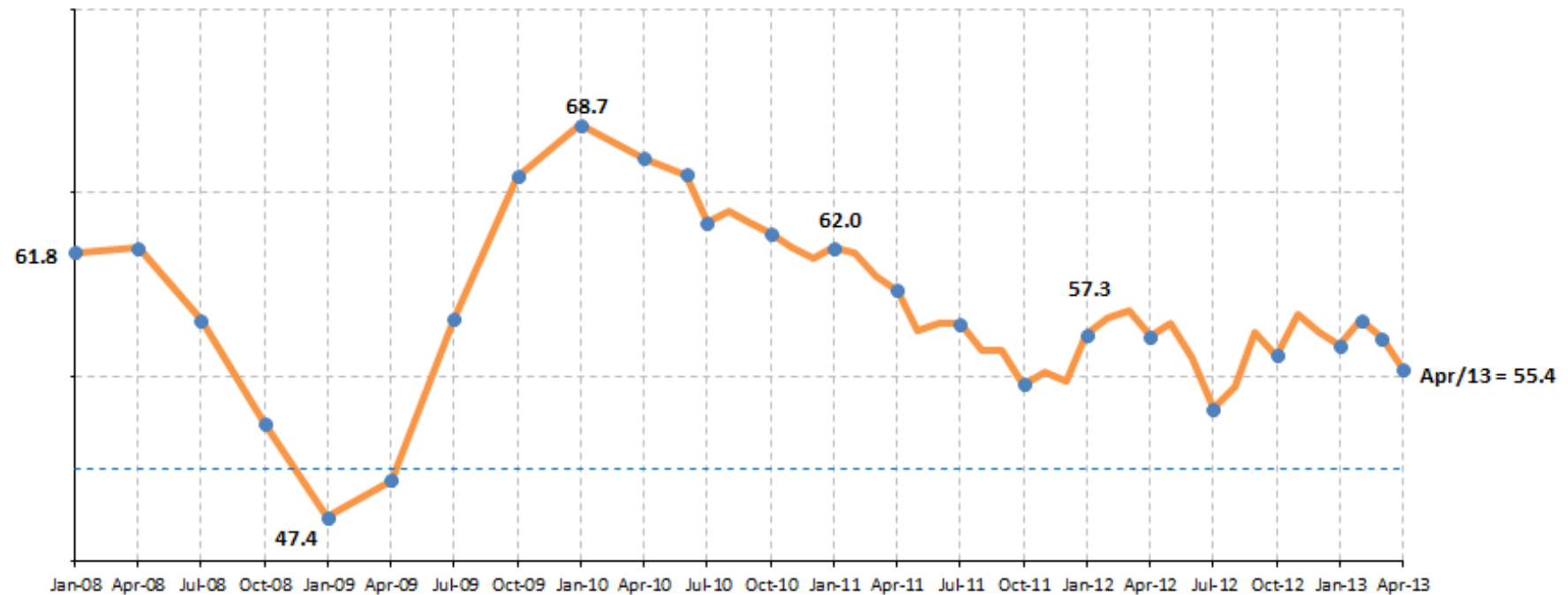


Source: Fiesp -INA Activity Level Indicator - NUCI (Level of Utilization of Installed Capacity)

Economic Indexes – Industrial Entrepreneur Confidence Index



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Source: CNI - ICEI (Business Confidence Index)



Machine Tools



Net Operating Revenues Distribution		
	1Q13	2012
Machines and Equipments	20%	11%
Job Shops	15%	25%
Technical Schools	13%	11%
Automotive	9%	13%
Agricultural Equipment	7%	5%
Others	36%	35%

Plastic Machines



Net Operating Revenues Distribution		
	1Q13	2012
Automotive	25%	8%
Packaging	18%	24%
Job Shops	8%	13%
Home Appliances	4%	9%
Others	45%	46%

Raw and Machined Cast Iron Parts



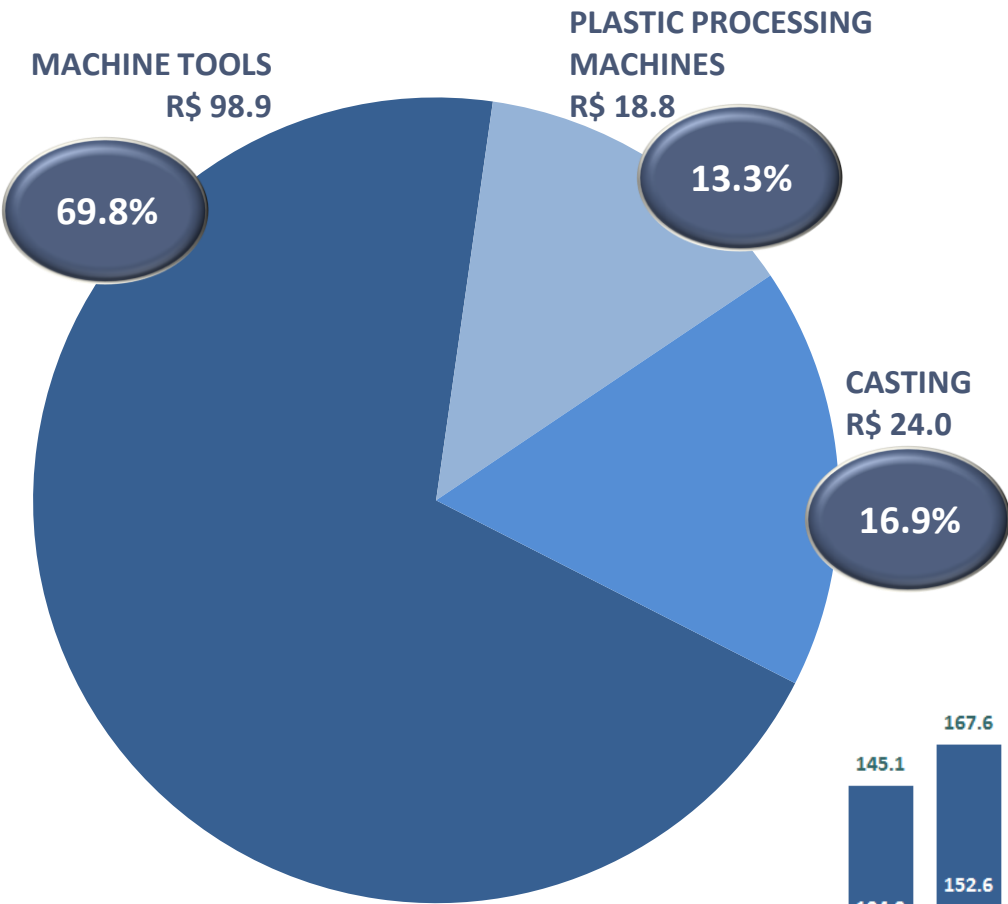
Net Operating Revenues Distribution		
	1Q13	2012
Automotive - Trucks	39%	41%
Wind Power	38%	26%
Agriculture	16%	20%
Construction Equipment	1%	4%
Capital Goods	1%	1%
Others	5%	8%

Net Sales per Business Unit

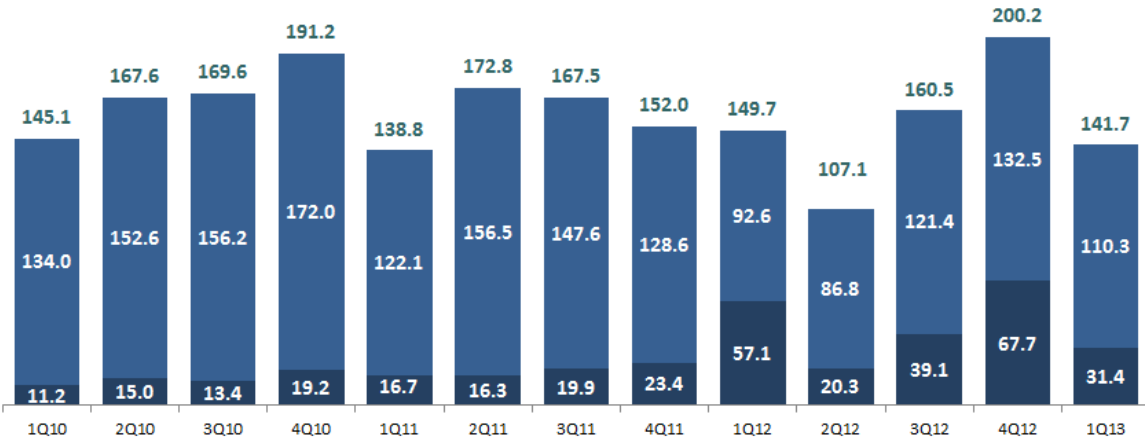
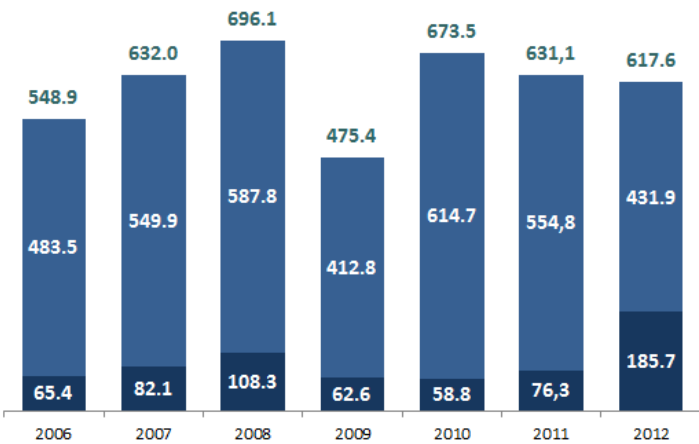
1Q13



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Net Operating Sales (R\$ million)

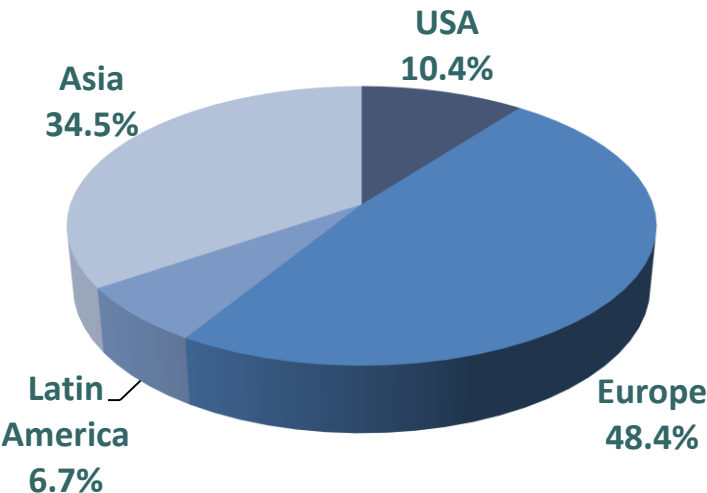


■ Foreign Sales ■ Local Sales

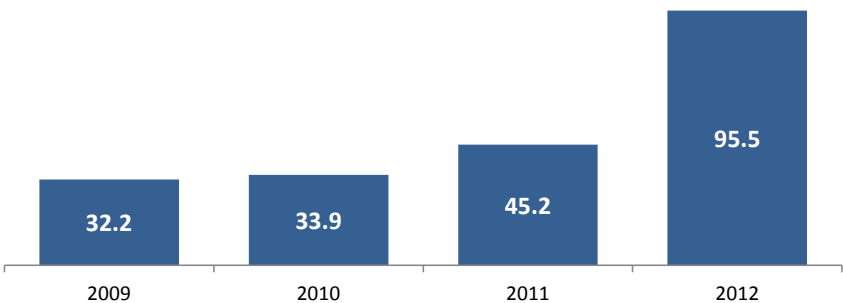
B+W's acquisition represents net sales of R\$ 38.2 million in the 1Q12, R\$ 5.6 million in the 2Q12, R\$ 23.8 million in the 3Q12, R\$ 52.3 million in the 4Q12 and R\$ 20,3 million in the 1Q13, all included into the Machine Tools Unit.



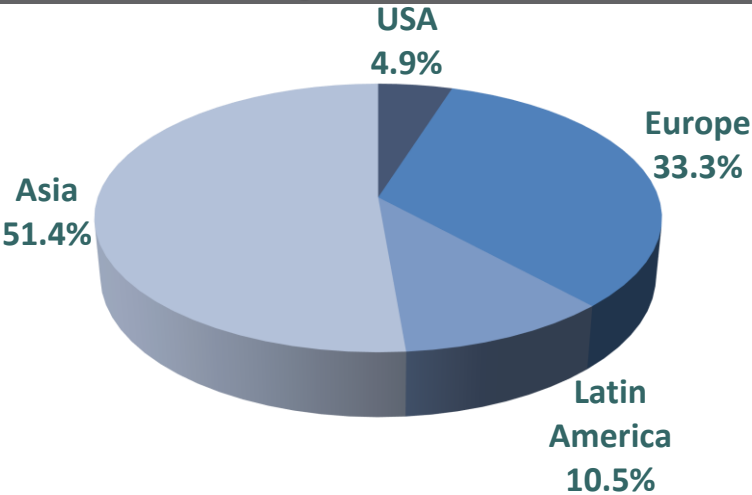
1Q12 Foreign Sales Destination



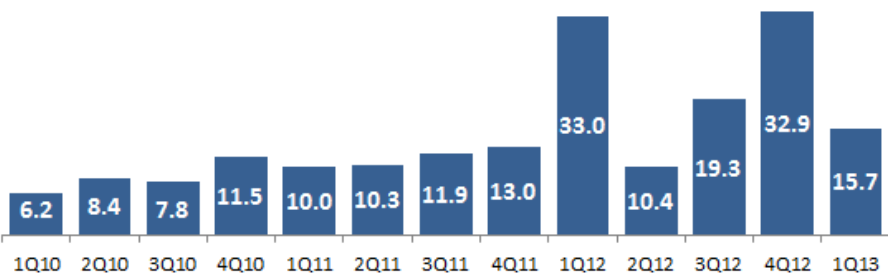
Year Foreign Sales – US\$ million



1Q13 Foreign Sales Destination



Quarter Foreign Sales – US\$ million



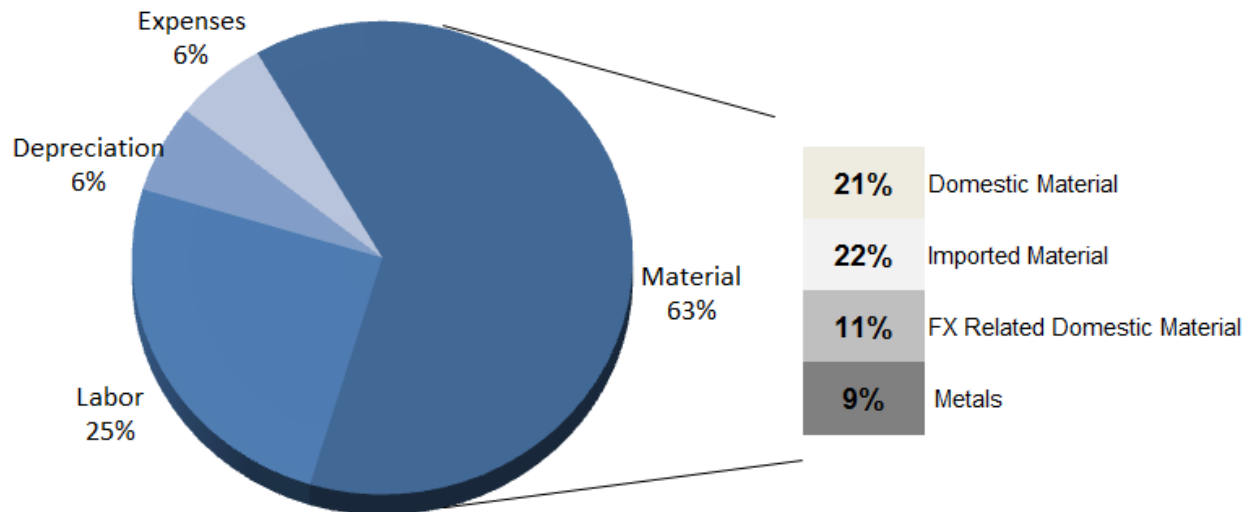


Order Entry (R\$ 000) Gross Values, sales taxes included	1Q11	1Q12	2Q12	3Q12	4Q12	1Q13	Chg % 1Q13/1Q12	Chg % 1Q13/4Q12
Machine Tools	110,370	81,999	164,605	106,530	155,800	84,479	3.0%	-45.8%
Plastic Machines	30,418	25,312	9,975	29,652	32,148	25,462	0.6%	-20.8%
Raw and Machined Cast Iron Parts	38,149	28,250	40,555	21,176	16,272	43,071	52.5%	164.7%
Total	178,937	135,561	215,135	157,358	204,220	153,012	12.9%	-25.1%

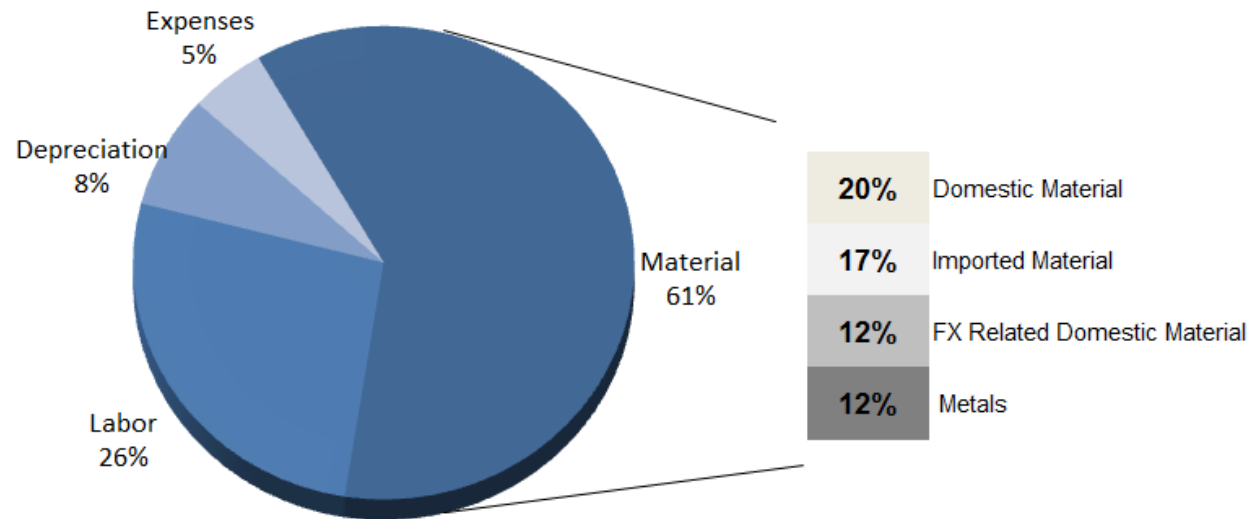
Order Book (R\$ 000) Gross Values, sales taxes included	1Q11	1Q12	2Q12	3Q12	4Q12	1Q13	Chg % 1Q13/1Q12	Chg % 1Q13/4Q12
Machine Tools	95,269	155,945	241,495	219,392	210,390	176,377	13.1%	-16.2%
Plastic Machines	41,876	32,371	24,819	27,540	33,249	31,209	-3.6%	-6.1%
Rough and Machined Cast Iron Parts	43,313	23,868	31,021	35,168	24,180	37,026	55.1%	53.1%
Total	180,458	212,184	297,335	282,100	267,820	244,612	15.3%	-8.7%



1Q12

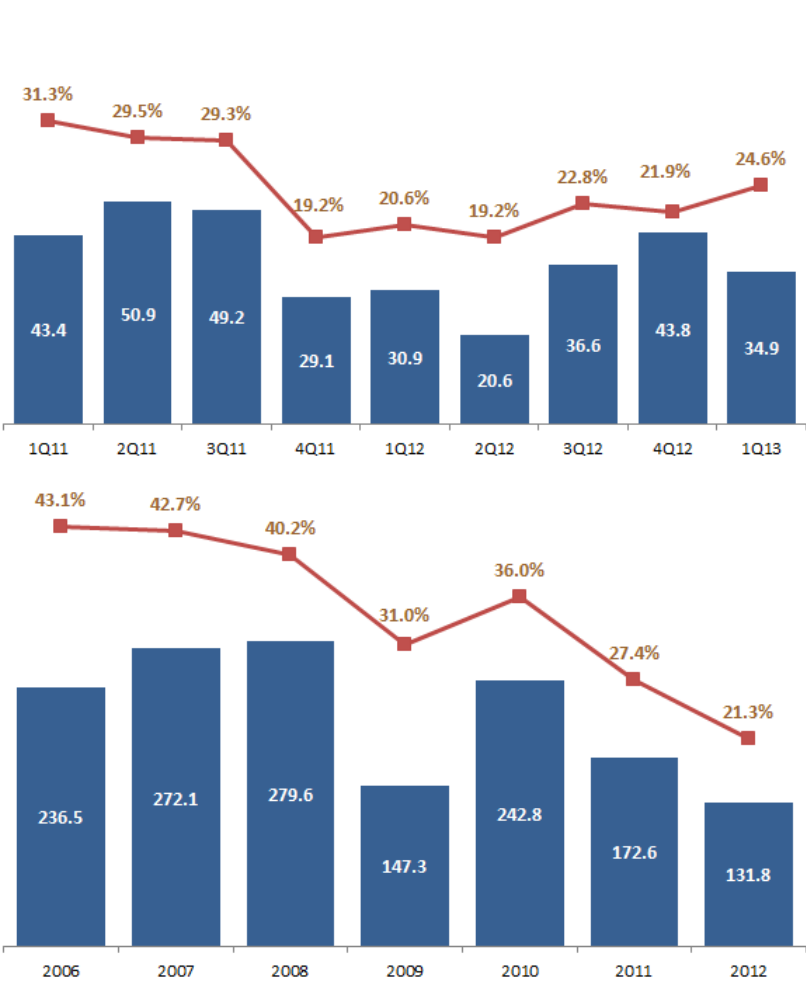


1Q13

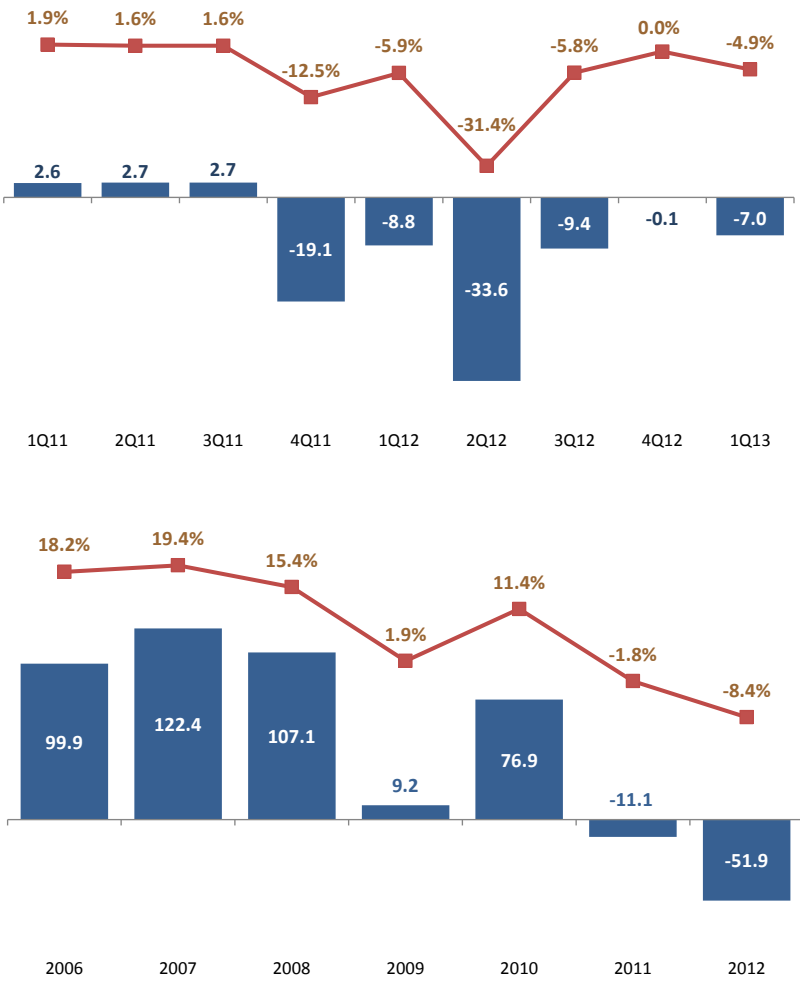




Gross Profit (R\$ million) and Gross Margin

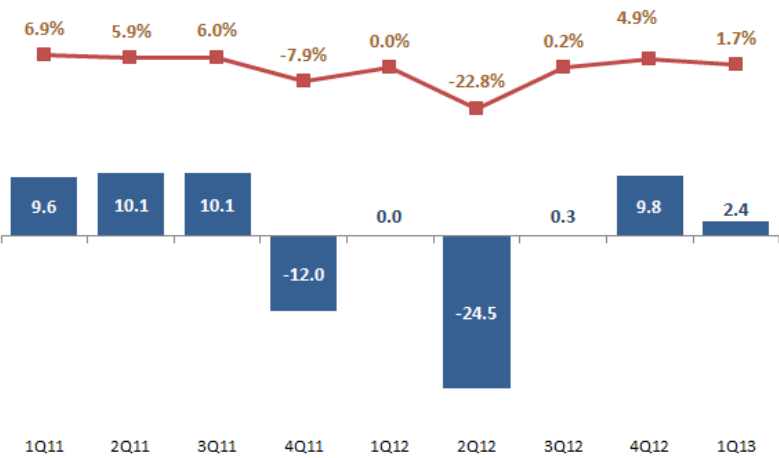


EBIT (R\$ million) e EBIT Margin

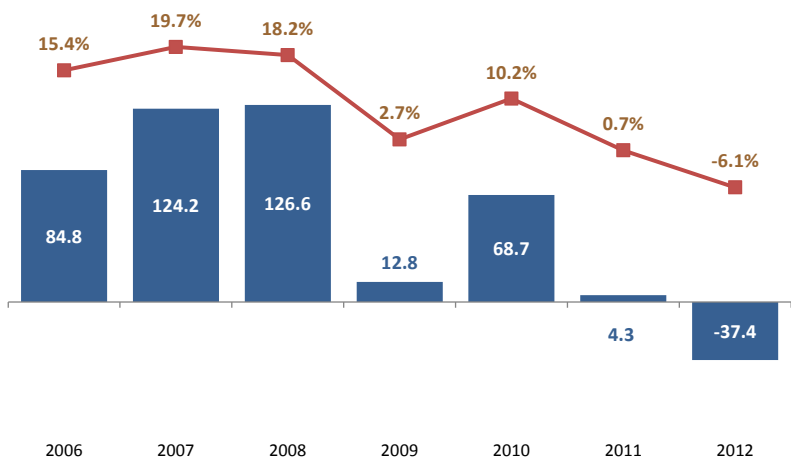
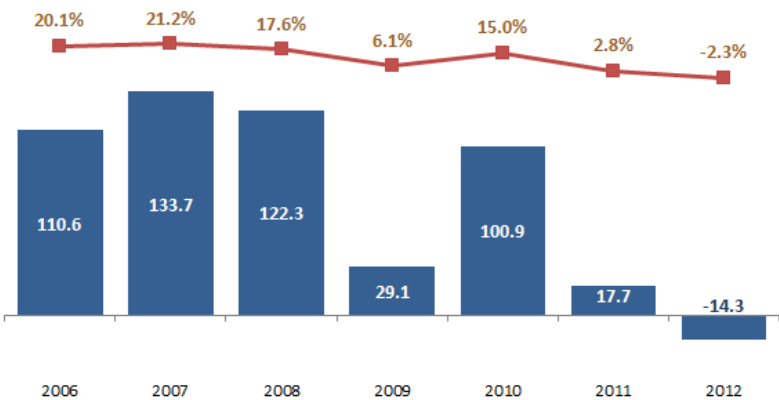
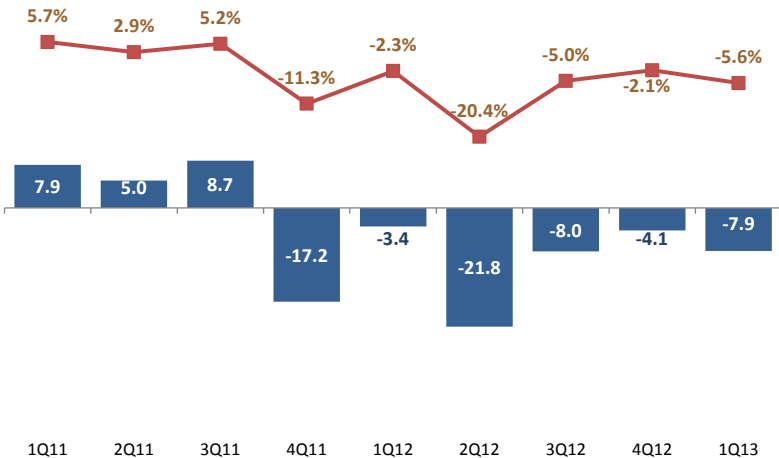




EBITDA (R\$ million) and EBITDA Margin



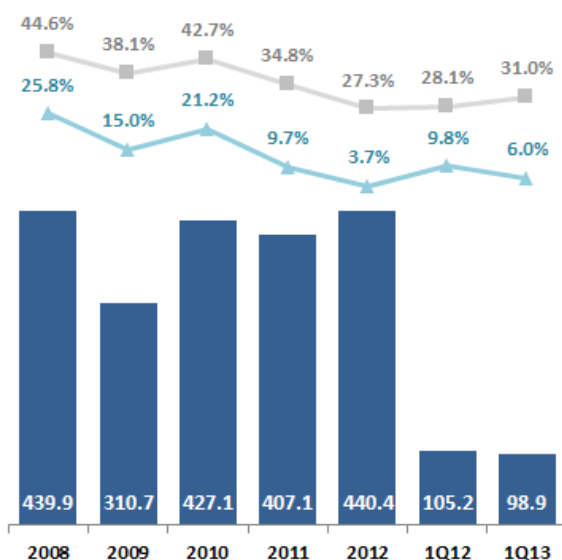
Net Profit (R\$ million) and Net Margin



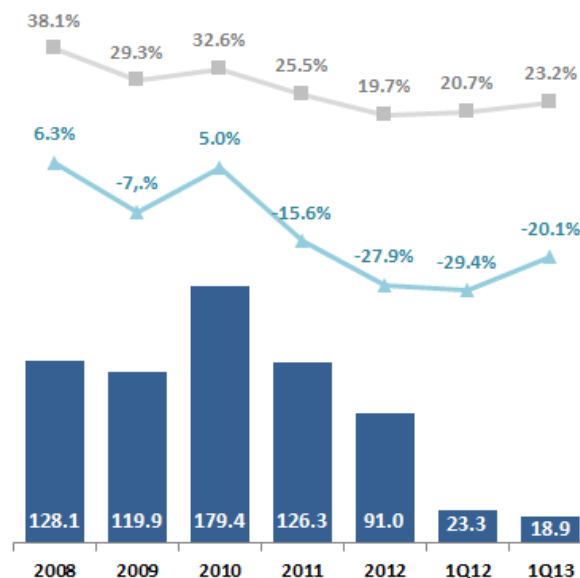
Business Units' Results

Sales	Quarter					
	1Q11	1Q12	2Q12	3Q12	4Q12	1Q13
Machine Tools (units)	441	257	311	443	480	399
Plastic Machines (units)	101	44	43	60	74	50
Raw and Machined Cast Iron Parts (ton.)	3,240	3,515	3,092	3,561	3,361	3,598

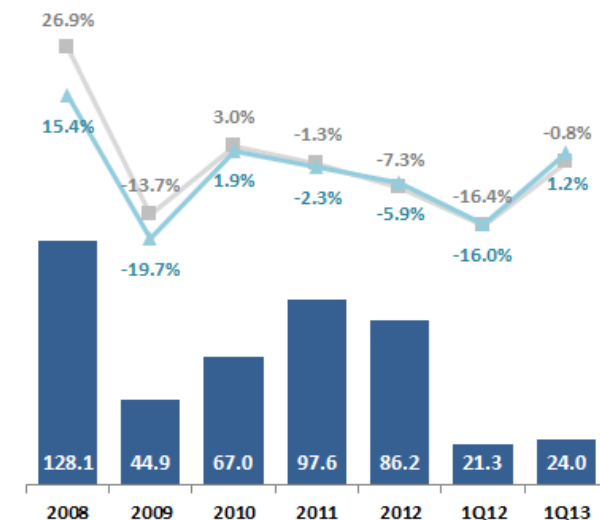
Machine Tools



Plastic Machines



Raw and Machined Cast Iron Parts



■ Net Revenues ■ Gross Margin ▲ EBITDA Margin

Cash Position



Cash and Cash Equivalent – R\$ million – 12/31/2012

	Amount
Bank Deposit Certificate (CDB)	55.6
Financial Investment with Bonds	10.5
Banks	14.9
Total	81.0

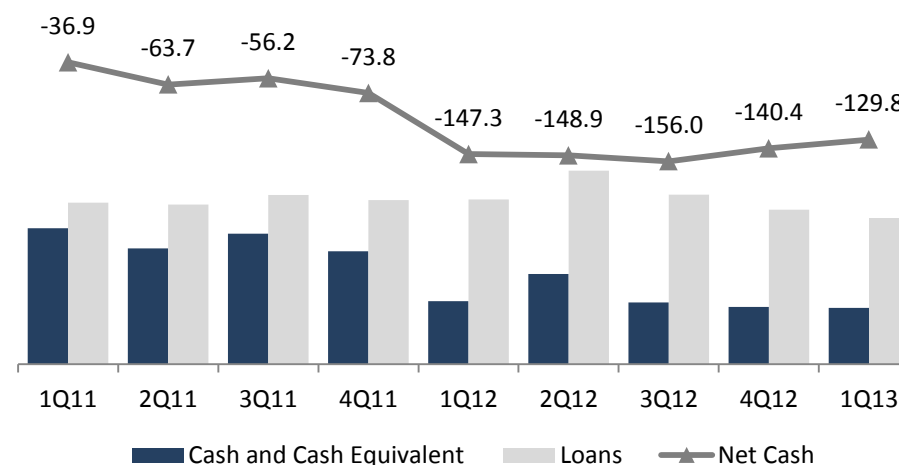
Net Debt = 129.8

Loans* – R\$ million – 12/31/2012

	Amount
2013	67.5
2014	29.1
2015	78.0
2016	15.6
2017	12.8
2018 and afterwards	7.8
Total	210.8

(*) without Finame Manufacturer

Net Cash(Debt) Position





Income Statement (R\$ 000)	Feb+Mar / 2012	1Q13
Net Operating Revenue	37,644	20,279
Gross Profit	5,704	3,425
%	15.2%	16.9%
EBIT	10,200	-1,868
%	27.1%	-9.2%
EBITDA	10,521	-363
%	27.9%	-1.8%
Net Profit	9,625	-1,852

Balance Sheet (R\$ 000)	03/31/2012	03/31/2013
Cash and Cash equivalents	7,905	7,190
Trade accounts receivable	19,125	10,450
Inventories	27,966	35,181
Other receivables	4,464	3,952
Property, Plant and Equipment, net	25,455	37,690
Intangible	38,229	36,831
Total Assets	123,144	131,294
Financing	725	9,683
Trade accounts payable	5,728	9,470
Advances from customers	32,878	26,451
Deferred tax liability	14,880	14,242
Other payables	8,977	9,959
Shareholder's Equity	59,956	61,488
Total Liabilities and Shareholder's Equity	123,144	131,294

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



2008

- Acquisition of Sandretto's assets

2009

- Economic scenario deterioration

2010

2011

- Start up restructuring

2012

- Factories disabled

2013

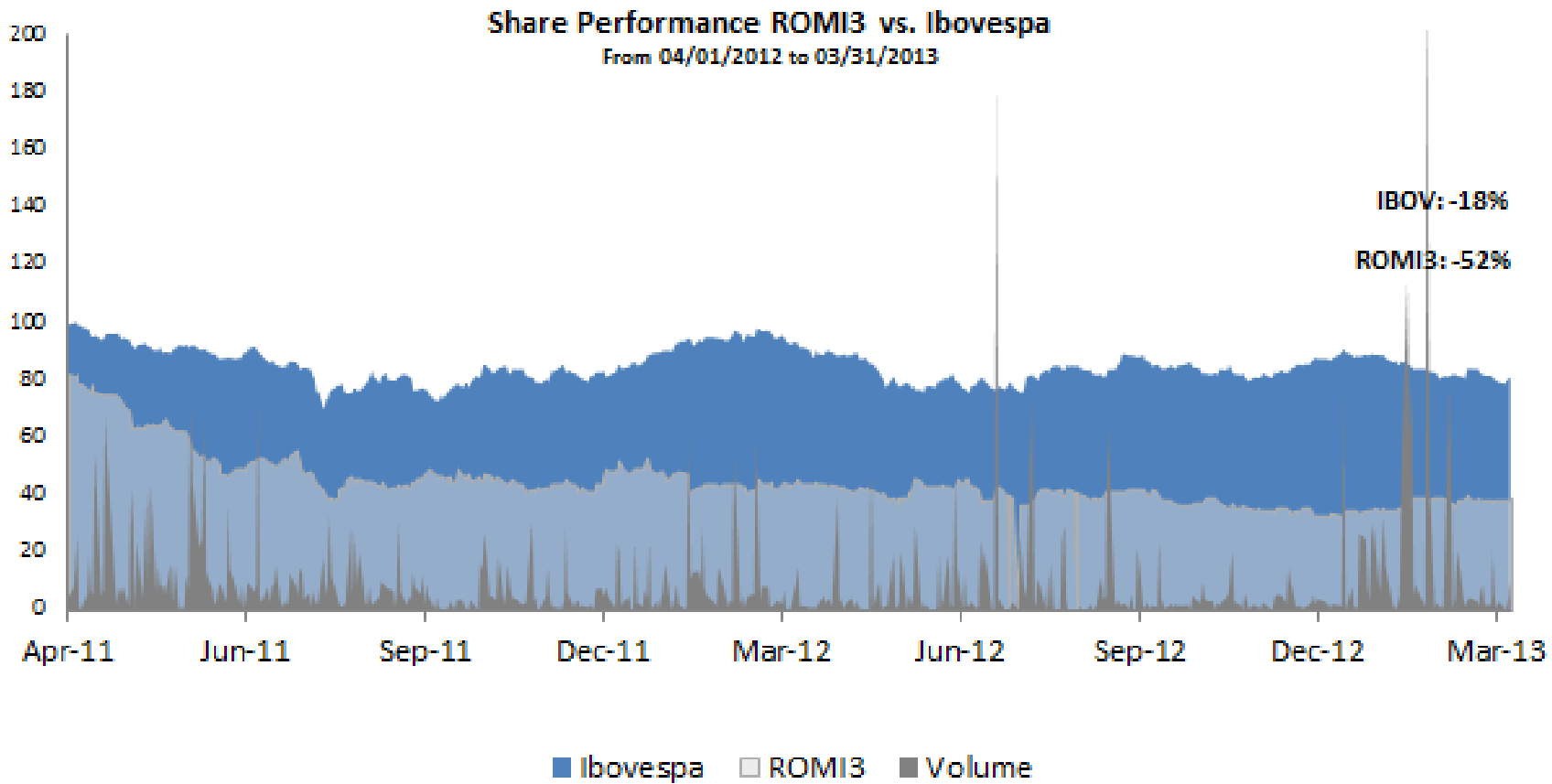
- Start up of liquidation process
- Maintenance of France, Spain and UK subsidiaries

Balance Sheets (in BRL thousands)

Assets	03/31/2013	Liabilities and Equity	03/31/2013
Current Asset	29,874	Current Liabilities	9,853
Other Assets	62	Non-Current Liabilities	30,694
Investments	13,473		
Fixed Assets	6,932	Equity	9,794
Total assets	50,341	Total liabilities and equity	50,341

Income Statement (in BRL thousand)

	2010	2011	2012	1T13
Net Operating Revenue	35,743	32,863	18,456	1,432
Cost of Goods sold	-36,305	-37,483	-23,912	-2,727
Gross Margin	-562	-4,620	-5,456	-1,295
Sales, General and Administrative Expenses	-11,440	-14,519	-9,908	-993
Operating profit (loss)	-12,002	-19,301	-15,813	-2,288
EBITDA	-11,396	-18,873	-14,866	-2,278



Source: BM&FBovespa



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