



### **3Q07 Earnings Conference Call and Webcast**

November 5, 2007



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.









	Machine Tools		Plastic Injection Molding Machines		Rough and Machined Cast Iron Parts	
Products	CNC Lathes, Turning Centers and Machining Centers.		Hydraulical and eletrical plastic injection molding machines, with press force between 40 and 4,000 metric tons.		Cast iron parts, supplied rough or machined.	
Market	Automotive, Capital Goods, Tooling, Heathcare equipament, Aerospace, etc.		Automotive, Packaging, Home Appliances, Real Estate, Forniture, etc.		Autmotive (cars and trucks), Energy, Agriculture, Capital Goods, etc.	
Focus	Domestic and Global Markets		Domestic Market		Domestic and Global Markets	
Drivers	Industrial GDP		Industrial GDP, Consumption		Industrial GDP	
Revenue 9M07	65.3%		16.2%		18.5%	



Machine Tools	Plastic Injection	Rough and Machined
Machine Tools	Molding Machines	Cast Iron Parts











### **Facilities**





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9 manufacturing plants located in Santa Bárbara d'Oeste - SP, totaling more then 140,000 m<sup>2</sup>.



Headquarters



District



Foundry





## Throughout its 77 years of history, Romi has built and sold more than 144,000 machines, of which approximately 27,000 were exported















**A TRADITION OF INNOVATION** 



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Consolidated	<b>9M07</b>	Y-o-Y
Net Revenue	R\$ 443.2mi	12.7%
Adjusted EBITDA (w/o PO expenses)	<b>R\$ 94.4</b> mi	31.9% 🔶
Net Income	<b>R\$ 76.4</b> mi	38.7%
Order Entry (including sales taxes)	<b>R\$ 583.5</b> mi	37.2%

• GDP Growing

• Recognition from costumers, of the outstanding quality of our products e services





Consolidated	<b>9M07</b>	Y-o-Y (basis-points)	
Gross Margin	43.2%	120	
Adjusted EBITDA Margins (w/o PO exp.)	22.0%	320	
Net Margin	17.2%	320	

- Strong control over costs and expenses
- Components related to FX effects
- Fixed costs dilution due to higher volume





Net Revenue	<b>9M07</b>	Y-o-Y	
Machine Tools	R\$ 289.4mi	9.2%	
Plastic Injection Molding Machines	<b>R\$ 72.0</b> mi	12.9%	
Rough and Machined Cast Iron Parts	<b>R\$ 81.8</b> mi	27.0%	

- Machine Tools: Securing our Market Share
- Plastic Injection Molding Machines: Consolidation of the "Prática" series of products
- Rough and Machined Cast Iron Parts: Gradually fulfilling of additional capacity from 2006 expansion





Adjusted EBIT (w/o PO expenses)	9M07	Y-o-Y (basis-points)
Machine Tools	19.8%	110
Plastic Injection Molding Machines	16.3%	1040
Rough and Machined Cast Iron Parts	18.4%	350

- Machine Tools: Our most profitable business
- Plastic Injection Molding Machines: Consolidation of "Prática" series
- Rough and Machined Cast Iron Parts: Higher volume and fixed costs dilution







(\*) Estimated



### **Cost Structure – Consolidated – 9M07**







#### Capex (R\$ Million) / % Over adjusted EBTIDA







Note: Without Finame Fabricante Financing

(\*) Estimated





Destination	Public Offering Proceeds	Cash Flow Generation	New Loans	Estimated Total Investment	Schedule
Vulcano Project Increase Capacity of castings and Machined Castings	-	70	160	230	2008 - 2011
Paradiso Project Integration of the facilities in one place, including increase on capacity	-	60	100	160	2008 - 2011
Acquisitions	230	-	-	230	2007 - 2008
Total	230	130	260	620	-

CAPEX Estimated Values (R\$ million)



Destination	2008	2009	2010	2011	Total
Vulcano Project Increase Capacity of castings and Machined Castings	60	55	65	50	230
Paradiso Project Integration of the facilities in one place, including increase on capacity	50	40	35	35	160
Maintenance	15	20	20	25	80
Total	125	115	120	110	470

Note: Not considering acquisitions

CAPEX estimated Values (R\$ million)

### **New Investments – Paradiso Project**



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• Summary:

Transfer of manufacturing plants from Headquarters site to District site, parallel to the increase on capacity of the transferred units.

- Beginning: 2006
- Estimated Conclusion: 2011
- Total Investment: R\$ 210 million

- Payback: 7 years
- Capacity Increase: from 2,900 to 4,800 machines/year (Depending on product mix produced)
- Synergies: Reduction of logistic, power and maintenance expenses.
   Elimination of duplicated structures.
   Better productive flow. Reduction of in process inventory.



### **New Investments – Paradiso Project**

















### New Foundry

- Capacity: 40,000 ton/year
- CAPEX: R\$ 110 million
- Payback: 6 years
- Total area: 24,000 m<sup>2</sup>
- Location: To be defined



	Phase 1 2008	Phase 2 2009	Phase 3 2010	Phase 4 2011
Area (m <sup>2</sup> )	10,500	10,500	24,000	24,000
Capacity (t/year)	10,000	20,000	30,000	40,000
Investments (R\$ mi)	35	25	35	15
Accumulated (R\$ mi)	35	60	95	110



## New Machining Unit (Casting Iron Parts)

- Capacity: 40,000 ton/year
- CAPEX: R\$ 120 million
- Payback: 5 year
- Total area: 24,000 m<sup>2</sup>
- Location: To be defined



	Phase 1 2008	Phase 2 2009	Phase 3 2010	Phase 4 2011
Area (m <sup>2</sup> )	12,000	12,000	24,000	24,000
Capacity (t/year)	10,000	20,000	30,000	40,000
Investments (R\$ mi)	25	30	30	35
Accumulated (R\$ mi)	25	55	85	120



Maximization of the market share position already acquired	<ul> <li>Consolidate position as Brazil's market leader in the machine tools and plastic injection molding machines</li> <li>Explore opportunities on exports, thru sales efforts on products and markets which provide better margins</li> </ul>
Broaden Product Portfolio	<ul> <li>Continue to invest in new products development, especially in the machinery sectors we already play in</li> <li>Enter new segments within the machinery and equipment sector, benefiting from synergies to current businesses</li> </ul>
Improve Operational Efficiency	<ul> <li>Integrate all manufacturing units and headquarter in one site, optimizing usage of Company's infrastructure</li> <li>Implement methodologies aiming new mark of operational excellence</li> </ul>
Pursue Acquisition Opportunities	Act as consolidators in sectors we already play in or nearby sectors, pursuing profitable acquisitions and strategic alliances





Segment	Number of Companies being considered	Average Revenues per Company (R\$ million)
Machinery and Equipment	5	50 – 200
Castings and Machined Castings	7	70 – 300

#### **Potential Synergies**

Administrative Expenses	Dilute existing base	Up to 6 months
Purchasing	<ul> <li>Dilute existing base</li> <li>Improve negotiation power</li> </ul>	Up to 4 months
Share Customer Base	<ul> <li>Dilute existing base</li> <li>Attractive financing</li> </ul>	Up to 4 months
Share Manufacturing Facilities	Dilute existing base	Up to 12 months

- Romi aims to acquire 1 to 3 companies in up to 6 months
- Growth through acquisitions, in addition to the organic growth, is an permanent strategy





Consolidated	2007	2008
Net revenue growth	13% - 15%	14% - 18%
Adjusted EBITDA margin (w/o PO Expenses)	21% - 23%	21% - 23%
CAPEX	R\$30 Million	R\$125 Million

Assumptions	2008
Brazilian GDP	4.5%
BRL to USD	1.90
Selic Rate	10.0% (dec/08)





- Novo Mercado The joining the Novo Mercado in March positioned Romi in Bovespa's highest level of Corporate Governance
- Tag along 100%
- Board of Directors one year term, 7 members, being 2 independent and 1 indicated by minor shareholders
- **Diffuse Capital** new shares issued and sold in the April Public Offering upgraded the free float to 54.7%
- IR department and new website reinforced and restructured, focusing to fulfill the growing demand from investors and analysts
- Brazilian Institute of Corporate Governance (IBGC) Award – Best evolution on Corporate Governance - 2007











#### Improved Liquidity

- Joining Novo Mercado in March
- Public Offering in April
- Average of R\$4.8 million per day April – September
- Hiring of UBS Pactual as Market Maker, beginning October 25, 2007

### Public Offering

- R\$ 230 Million (R\$ 243 Million gross)
- Share price R\$15.00
- Gain of 40.9% April September (Ibovespa – 28.8%)
- Analists Coverage
  - Regular coverage by 6 local and international financial institutions





Number of Employees	2,759
Training	<b>R\$ 2.1</b> mi
Employees benefits	<b>R\$ 7.4</b> mi
Environment	<b>R\$ 0.8</b> mi
Community Social Assistance	<b>R\$ 0.4</b> mi





