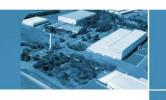


# **Earnings Release 3Q10**

October 27, 2010



## **Important Note**





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This release contains forward-looking statements subject to risks and Such forward-looking statements are based uncertainties. 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 followed including statements preceded. or 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.

# **Highlights**





• Romi's EBITDA margin is 18% in 3Q10, or R\$ 30.5 million, a growth of

28.7% over 2Q10 and of 242.8% as compared to 3Q09;

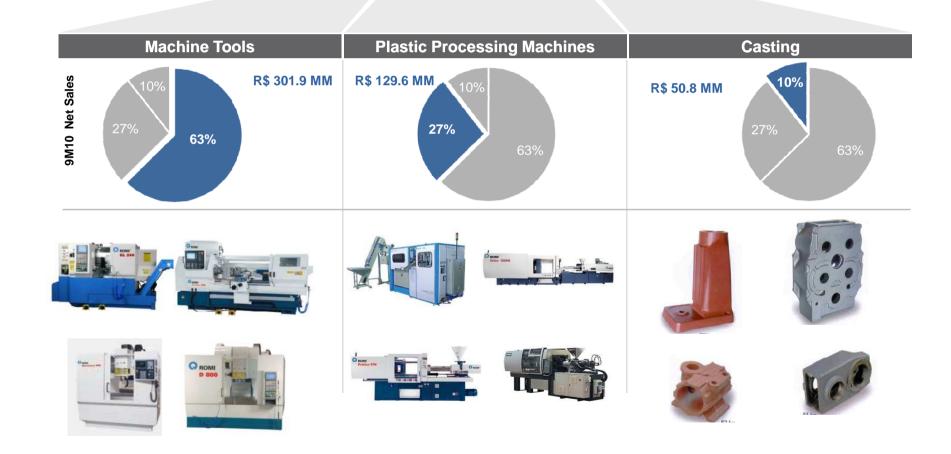
- EBITDA margin in 3Q10 reaches 18%, presenting a growth of 3.9 p.p. over 2Q10 and 10.7 p.p. as compared to 3Q09;
- Net Operating Revenue reaches R\$ 169.6 million in 3Q10, an increase of 39% over 3Q09;
- Growth in Net Operating Revenue of all Business units as compared to 3Q09, the result of the resumption of the industrial activity
- Solid order backlog in 2010, of R\$ 213.3 million at the end of 3Q10

## **Product Line**









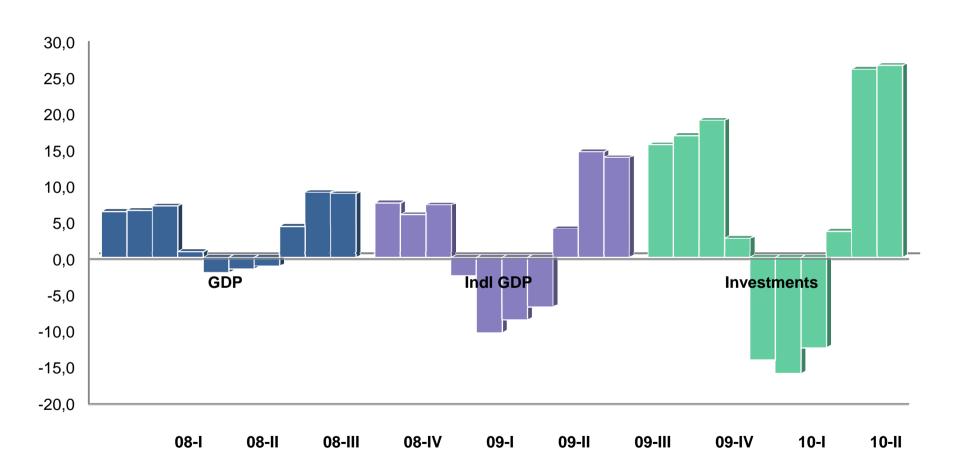
## **Economic Indicators**





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### **GDP – Industrial GDP – Gross Fixed Capital Formation**



Source: IBGE (QxQ)

# **Industry Confidence Indicator**





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## ICEI – Industry Confidence Indicator



Source: CNI

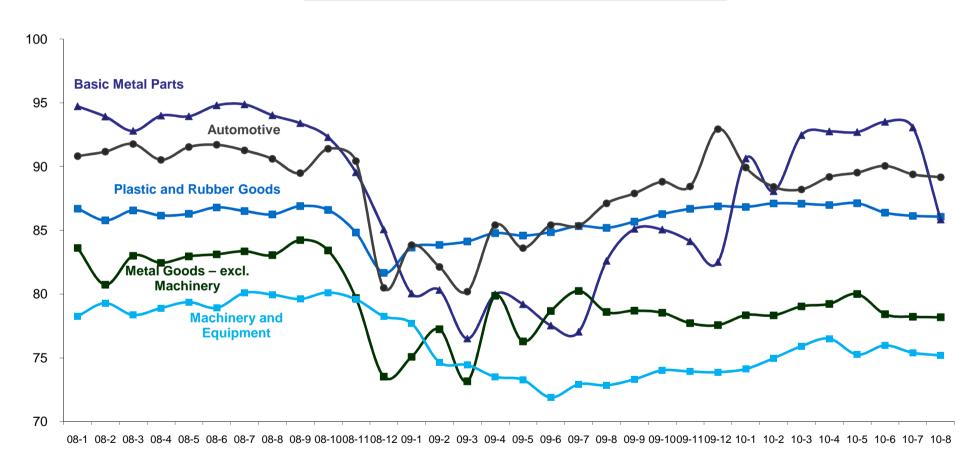
# **Capacity Utilization - Brazilian Industry**





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#### **Capacity Utilization of some industrial sectors**



Source: Fiesp

# **Machine Tools – Sales main sectors**





|                           | Job Shops | Automotive | Capital<br>Goods | Technical<br>Schools | Tooling | Agricultural<br>Equipment | Oil & Gas | Others |
|---------------------------|-----------|------------|------------------|----------------------|---------|---------------------------|-----------|--------|
| CNC Lathes – Flat<br>Bed  |           |            |                  |                      |         |                           |           |        |
| Heavy CNC Lathes          |           |            |                  |                      |         |                           |           |        |
| Machining Center          |           |            |                  |                      |         |                           |           |        |
| CNC Lathes<br>Combination |           |            |                  |                      |         |                           | •         |        |
| CNC Lathes Slant          |           |            |                  |                      |         |                           |           |        |
| Conventional Lathes       |           |            |                  |                      |         |                           |           |        |
| MF Net Rev. 9M10          | 23%       | 11%        | 16%              | 8%                   | 6%      | 4%                        | 5%        | 27%    |
| MF Net Rev. 2009          | 16%       | 12%        | 13%              | 3%                   | 9%      | 5%                        | 10%       | 32%    |
|                           | High      |            | Mo               | oderate              |         | Low                       |           |        |

# Plastic Machines and Castings – Sales main sectors





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#### **Plastic Machines**



| SECTOR          | ROL % |      |  |
|-----------------|-------|------|--|
| SECTOR          | 9M10  | 2009 |  |
| Packaging       | 26%   | 26%  |  |
| Automotive      | 24%   | 17%  |  |
| Job Shops       | 12%   | 13%  |  |
| Home Appliances | 10%   | 3%   |  |
| Home Utilities  | 6%    | 11%  |  |
| Others          | 22%   | 30%  |  |

### Castings



| SECTOR                 | ROL % |      |  |  |
|------------------------|-------|------|--|--|
| SECTOR                 | 9M10  | 2009 |  |  |
| Automotive (Trucks)    | 70%   | 58%  |  |  |
| Electricity Generation | 3%    | 23%  |  |  |
| Agriculture            | 18%   | 14%  |  |  |
| Automotive (Cars)      | 2%    | 1%   |  |  |
| Capital Goods          | 7%    | 4%   |  |  |

# **Order Entry**





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| Order Entry (R\$ thousands)        | 1Q10    | 2Q10    | 3Q10    | %Chg. 3Q/2Q | 3Q09    | 3Q10    | % Chg. |
|------------------------------------|---------|---------|---------|-------------|---------|---------|--------|
| Machine Tools                      | 94,084  | 132,784 | 111,777 | (15.8)      | 115,371 | 111,777 | (3.1)  |
| Plastic Machines                   | 42,138  | 53,187  | 43,865  | (17.5)      | 45,892  | 43,865  | (4.4)  |
| Rough and Machined Cast Iron Parts | 21,968  | 22,065  | 24,276  | 10.0        | 17,290  | 24,276  | 40.4   |
| Total                              | 158,190 | 208,036 | 179,918 | (13.5)      | 178,553 | 179,918 | 0.8    |

| Order Entry (R\$ thousands)        | 4Q09    | 1Q10    | % Chg. |
|------------------------------------|---------|---------|--------|
| Machine Tools                      | 223,375 | 338,645 | 51.6   |
| Plastic Machines                   | 92,492  | 139,190 | 50.5   |
| Rough and Machined Cast Iron Parts | 30,243  | 68,309  | 125.9  |
| Total                              | 346,110 | 546,144 | 57.8   |

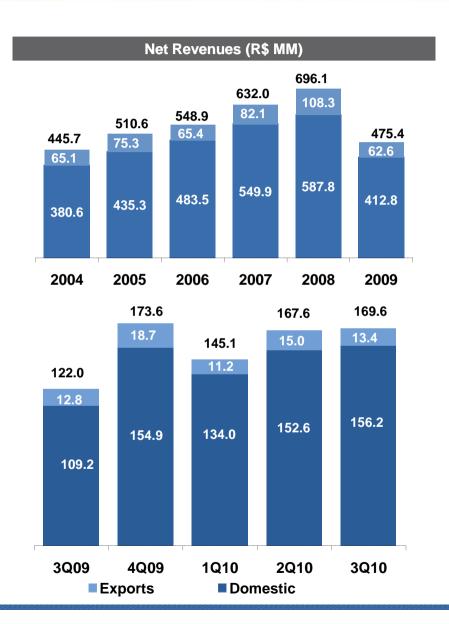
Note: Gross values, including sales taxes

## **Continuous Growth and Profitability**

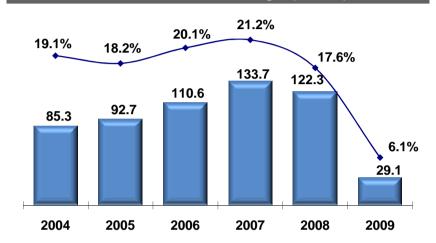


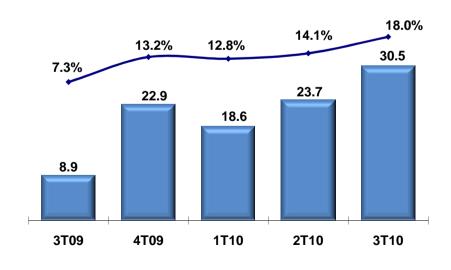


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### EBITDA and EBITDA Margin (R\$ MM)





# **Foreign Markets**

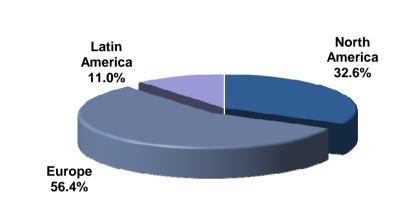


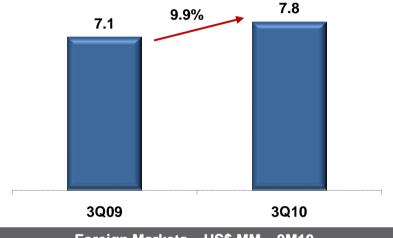


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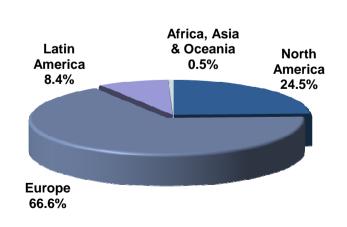
Foreign Markets - US\$ MM - 3Q10

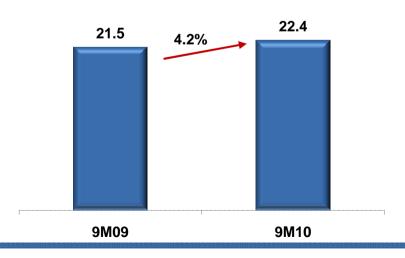




### Foreign Markets - 9M10

Foreign Markets - US\$ MM - 9M10



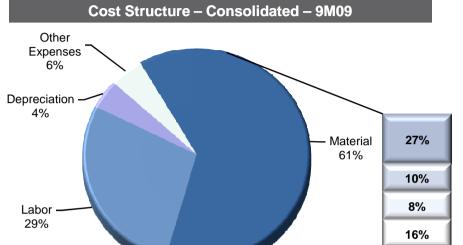


## **Cost of Goods Sold**





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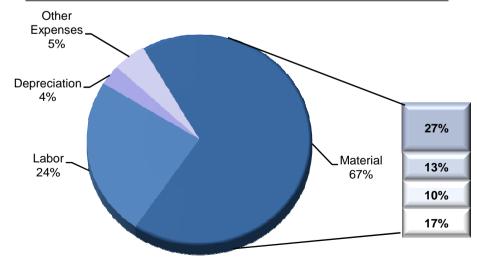
**Domestic Material and Components** 

Domestic Materials and Components FX related

Metals

Imported Materials and Components

#### **Cost Structure – Consolidated – 9M10**



**Domestic Material and Components** 

Domestic Materials and Components FX related

Metals

Imported Materials and Components

# **Consolidated Margins**





| R\$ MM              | 3Q10  | 2Q10  | 3Q09  | QoQ      | YoY       | 9M10  | 9M09  | YoY       |
|---------------------|-------|-------|-------|----------|-----------|-------|-------|-----------|
| <b>Gross Profit</b> | 65.2  | 59.6  | 37.0  | 9.5%     | 76.3%     | 177.0 | 93.5  | 89.3%     |
| Gross Margin        | 38.5% | 35.6% | 30.3% | 2.9 p.p. | 8.2 p.p.  | 36.7% | 31.0% | 5.7 p.p.  |
| EBITDA              | 30.5  | 23.7  | 8.9   | 28.7%    | 242.8%    | 72.8  | 6.2   | 1,070.5%  |
| EBITDA Margin       | 18.0% | 14.1% | 7.3%  | 3.9 p.p. | 10.7 p.p. | 15.1% | 2.1%  | 13.0 p.p. |
| Net Income          | 25.3  | 15.2  | 3.1   | 66.2%    | 726.9%    | 51.1  | -4.3  | 1,295.6%  |
| Net Margin          | 14.9% | 9.1%  | 2.5%  | 5.8 p.p. | 12.4 p.p. | 10.6% | -1.4% | 12.0 p.p. |

# **Business Units Net Revenue and Sales Volume**





| R\$ MM                  | 3Q10  | 2Q10  | 3Q09  | QoQ    | YoY   | 9M10  | 9M09  | YoY   |
|-------------------------|-------|-------|-------|--------|-------|-------|-------|-------|
| Machine Tools           |       |       |       |        |       |       |       |       |
| R\$ mm                  | 103.0 | 96.1  | 77.7  | 7.1%   | 32.5% | 301.9 | 192.7 | 56.7% |
| Units Sold              | 556   | 538   | 365   | 3.3%   | 52.3% | 1,620 | 930   | 74.2% |
| Plastic Machines        |       |       |       |        |       |       |       |       |
| R\$ mm                  | 47.0  | 53.7  | 32.1  | -12.5% | 46.6% | 129.6 | 76.3  | 69.8% |
| Units Sold              | 112   | 119   | 103   | -5.9%  | 8.7%  | 314   | 189   | 66.1% |
| Rough and Machined Cast |       |       |       |        |       |       |       |       |
| R\$ mm                  | 19.6  | 17.8  | 12.3  | 10.1%  | 60.0% | 50.8  | 32.9  | 54.6% |
| Tons Sold               | 3,043 | 3,016 | 2,147 | 12.8%  | 58.5% | 8,852 | 5,924 | 49.4% |

# **Business Units Margins**





| R\$ MM                  | 3Q10  | 2Q10  | 3Q09   | QoQ      | YoY       | 9M10  | 9M09   | Y    |
|-------------------------|-------|-------|--------|----------|-----------|-------|--------|------|
| Machine Tools           |       |       |        |          |           |       |        |      |
| Gross Margin            | 45.0% | 42.7% | 40.4%  | 2.3 p.p. | 4.6 p.p.  | 43.0% | 38.7%  | 4    |
| EBIT Margin             | 19.5% | 16.8% | 13.4%  | 2.7 p.p. | 6.1 p.p.  | 17.5% | 6.2%   | 11.  |
| Plastic<br>Machines     |       |       |        |          |           |       |        |      |
| Gross Margin            | 36.2% | 34.4% | 25.6%  | 1.8 p.p. | 10.6 p.p. | 34.4% | 32.4%  | 2.   |
| EBIT Margin             | 8.2%  | 6.2%  | -8.6%  | 2.0 p.p. | 16.8 p.p. | 4.3%  | -12.3% | 16.  |
| Rough and Machined Cast |       |       |        |          |           |       |        |      |
| Gross Margin            | 9.5%  | 0.6%  | -21.3% | 8.9 p.p. | 30.8 p.p. | 5.3%  | -17.6% | 22.9 |
| EBIT Margin             | -1.2% | -9.8% | -33.9% | 8.6 p.p. | 32.7 p.p. | -5.9% | -33.1% | 27.2 |

## **Cash Position**





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#### Cash and Cash Equivalent – R\$ MM – 09/30/2010

|  | <u>Amount</u> |
|--|---------------|
| Bank Certificate of Deposit (CDB)            | 57.5          |
| <b>Financial Investments with debentures</b> | 29.7          |
| <b>Time Deposit - Abroad</b>                 | 162.0         |
| Banks  | 3.0           |
| Total  | 252.2         |

Net Cash = 10.5

### Loans \* - R\$ MM - 09/30/2010

Total Loans: 241.7

The maturities of financing recorded as follow:

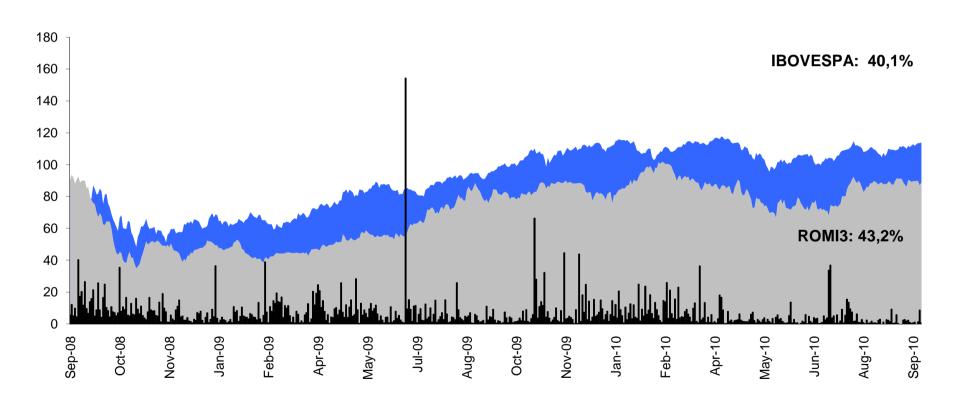
| <u>Year</u>       | <u>Amoun</u> |
|-------------------|--------------|
| 2010              | 23.6         |
| 2011              | 7.0          |
| 2012              | 109.2        |
| 2013              | 32.4         |
| 2014              | 24.5         |
| <b>After 2014</b> | 45.0         |
| Total             | 241.7        |

(\*) without Finame Manufacturer

# **Capital Markets**



Share Performance (ROMI3) vs. Bovespa Index (Basis: 100) - R\$/Share Period: September/2008 - September/2010



Source: BM&F Bovespa

## **Corporate Governance**

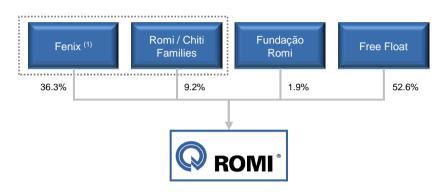




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- Novo Mercado Joining the Novo Mercado in March 2007 positioned Romi in Bovespa's highest level of Corporate Governance
- Tag along 100%
- Board of Directors One year term, 8 members, being 4 indicated by shareholders and 4 independent
- **Diffuse Capital** New shares issued and sold in the April Public Offering increasing the free float to 52.6%.
- Brazilian Institute of Corporate Governance (IBGC) Award –
   Best evolution on Corporate Governance 2007
- Full IFRS report One of the first Companies to reporting on International Financial Reporting Standards since 12/31/2007.
- CPC's early adoption One of the first Companies to early adopting 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) Chiti, Romi families.













# **Guidance 2010 - 2011**





| Indicators                      | <b>2010</b> Revised – July/2010 | 2011           |
|---------------------------------|---------------------------------|----------------|
| Net Operating Revenue<br>Growth | 35% to 40%                      | 10% to 20%     |
| EBITDA Margin                   | 14% to 17%                      | 12% to 18%     |
| CAPEX                           | R\$ 45 Million                  | R\$ 35 Million |

| Assumptions            | 2011 |
|------------------------|------|
| GDP                    | 4.5% |
| Dolar x Real (Average) | 1.70 |
| Inflation              | 5.5% |

# **Sustainability Indicators**





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## **Released in Romi's Annual Report**



The Sustainability indicators are reported based on GRI (Global Reporting Initiative) standards, level B.



IDADE 2009 COM BASE NAS DIRETRIZES DO GRI (GLOBAL REPORTING INITIATIVE) - ANEXOS

proporção de membros de alta gerência recrutados na comunidade local em unidades operacionais importantes.
e alta gerência, 95% (\*) são de contratação local, uma vez que as competências requiridas para os cargos gerenciais são mais específicas.
são, os cargos de gerentes e diretores, que fem sob sua responsabilidade Unidades Fabris, Unidades de Sarviços ou Dipartamentos.

Alta Gerência da Região

Alta Gerência da Região

Região (Local)

84%

INDÚSTRIAS ROMI S.A.
INDICADORES DE SUSTENTABILIDADE 2009, COM BASE NAS DIRETRIZES DO GRI (GLOBAL REPORTING INITIATIVE)

do "local" a região Metropolitana de Campinas, região que a Romi está inserida

| INDICADOR | ANEXO    | ÁREAS DE DESEMPENHO   | ASPECTOS                                      |
|-----------|----------|---|---|
| EC1       | Anexo 1  | Econômico (Indicadores de Desempenho Econômico)   | Desempenho Econômico                          |
| EC3       |          |   | Desempenho Econômico                          |
| EC5       | Anexo 2  |   | Presença no Mercado                           |
| EC6       | Anexo 3  |   | Presença no Mercado                           |
| EC7       | Anexo 4  |   | Presença no Mercado                           |
| EN3       |          | Meio Ambiente (Indicadores de Desempenho Ambiental)   | Energia                                       |
| EN8       |          |   | Água  |
| N22       |          |   | Emissões, Efluentes e Resíduos                |
| LA1       | Anexo 5  | Social (Indicadores de Desempenho Referentes a Práticas Trabalhistas e Trabalho Decente)                      | Emprego                                       |
| LA2       | Anexo 6  |   | Emprego                                       |
| LA4       |          |   | Relações entre Trabalhador e Governança       |
| .A6       |          |   | Saúde e Segurança no Trabalho                 |
| LA7       |          |   |   |
| LA9       | Anexo 7  |   |   |
| LA10      | Anexo 8  |   | Treinamento e Educação                        |
| LA11      | Anexo 9  |   |   |
| LA12      |          |   |   |
| LA13      | Anexo 10 |   | Diversidade e Igualdade de Oportunidades      |
| HR5       |          | Direitos Humanos (Indicadores de Desempenho Referentes a Direitos Humanos)                                    | Liberdade de Associação e Negociação Coletiva |
| S01       | Anexo 11 | Sociedade (Indicadores de Desempenho Referente a Sociedade)   | Comunidade                                    |
| S03       |          |   | Corrupção                                     |
| S07       |          |   | Concorrência Desleal                          |
| S08       |          |   | Conformidade                                  |
| PR5       |          | Práticas relacionadas a satisfação do cliente, incluindo resultados de pesquisas<br>que medem essa satisfação | Rotulagem de produtos e serviços              |
| PR6       |          | Responsabilidade pelo Produto (Indicadores de Desempenho Referente à Responsabilidade<br>pelo Produto)        | Comunicações de Marketing                     |



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## Luiz Cassiano R. Rosolen

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