

# **Earnings Release 4Q09**

February 10, 2010





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.

- New Orders reach R\$ 246.7 million in 4Q09, an increase of 365% over 4Q08, and 38% more than 3Q09, equaling historical levels;
- Growth in new orders for Plastic Processing Machines was 727.4% in 4Q09 compared with 4Q08 and 54.9% in relation to 3Q09;
- Order Book saw a 40.6% improvement in relation to 3Q09 to R\$ 198.9 million;
- Net Operating Revenue reported a 42.3% increase in relation to 3Q09;
- Romi has become a part of BM&F Bovespa's Corporate Sustainability Index ISE.





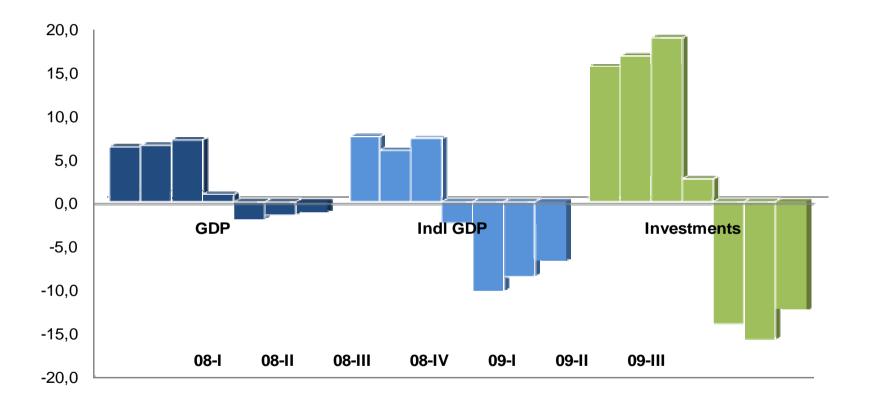








GDP – Industrial GDP – Gross Fixed Capital Formation

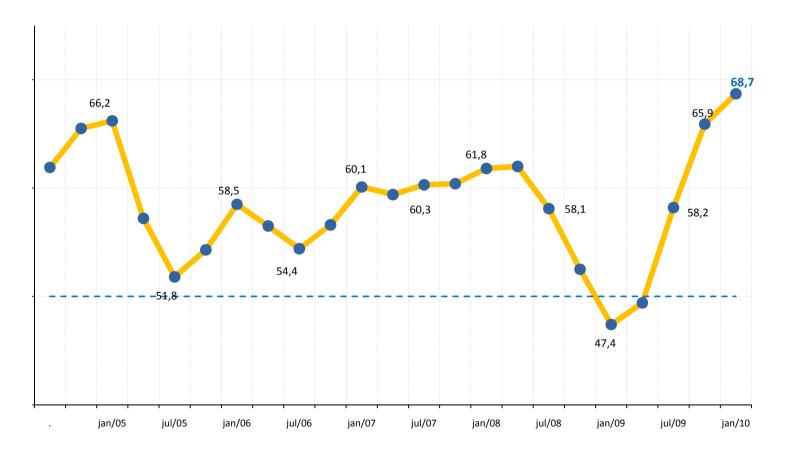


Source: IBGE (quarter x quarter last year)





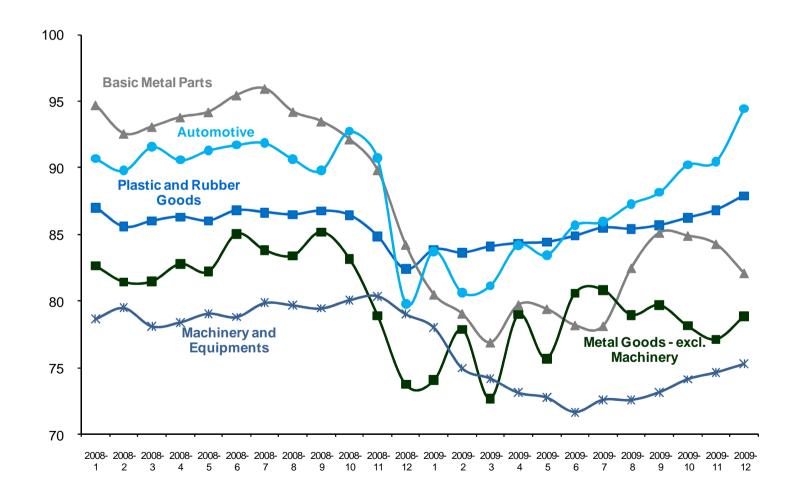
### ICEI – Industry Confidence Indicator



Source: CNI



### Capacity Utilization of some industrial sectors







	Job Shops	Automotive	Capital Goods	Hydraulic Equipment	Tooling	Agricultural Equipment	Oil & Gas	Others
CNC Lathes – Flat Bed		•						
Heavy CNC Lathes								
Machining Center					•			
CNC Lathes Combination								
CNC Lathes Slant			•					
Conventional Lathes								
MF Net Rev. 2009	16%	12%	13%	4%	9%	5%	10%	31%
MF Net Rev. 2008	21%	17%	14%	7%	7%	6%	4%	24%
	High		Mo	oderate		Low		

# Plastic Machines and Castings – Sales main sectors



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### **Plastic Machines**



SECTOR	ROL %				
SECTOR	2009	2008			
Packaging	26%	21%			
Job Shops	13%	15%			
Automotive	17%	22%			
Real Estate	6%	8%			
Home Utilities	11%	9%			
Others	27%	25%			

### Castings



SECTOR	ROL %			
SECTOR	2009	2008		
Automotive (Trucks)	58%	38%		
Electricity Generation	23%	15%		
Agriculture	14%	14%		
Automotive (Cars)	1%	24%		
Capital Goods	4%	9%		





Order Entry (R\$ thousands)	1Q09	2Q09	3Q09	4Q09	% Chg.
Machine Tools	34,040	73,964	115,371	158,061	37.0
Plastic Machines	15,159	31,441	45,892	71,065	54.9
Rough and Machined Cast Iron Parts	3,621	9,332	17,290	17,585	1.7
Total	52,820	114,737	178,553	246,711	38.2

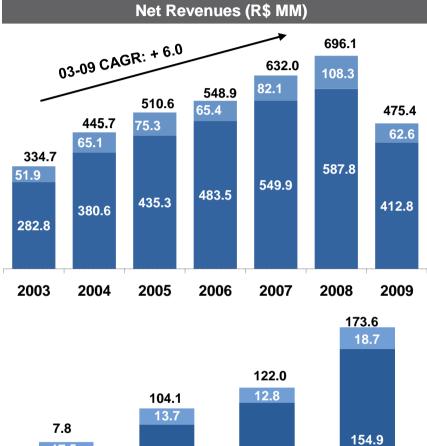
Order Entry (R\$ thousands)	4Q08	4Q09	% Chg.
Machine Tools	40,852	158,061	286.9
Plastic Machines	8,589	71,065	727.4
Rough and Machined Cast Iron Parts	3,625	17,585	385.1
Total	53,066	246,711	364.9

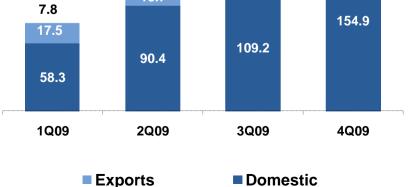
Order Entry (R\$ thousands)	12M08	12M09	Var.%
Machine Tools	479,200	381,436	(20.4)
Plastic Machines	124,496	163,557	31.4
Rough and Machined Cast Iron Parts	118,542	47,828	(59.7)
Total	722,238	592,821	(17.9)

# **Continuous Growth and Profitability**

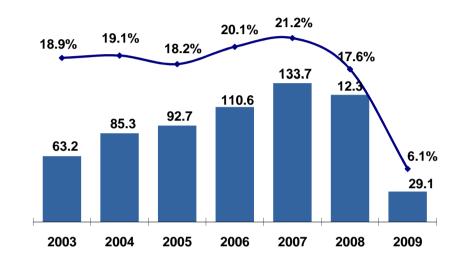


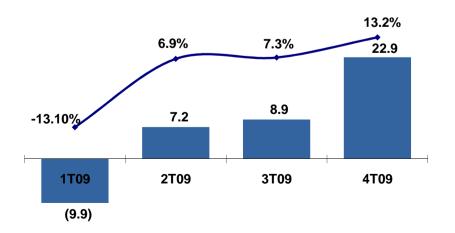
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EBITDA and EBITDA Margin (R\$ MM)

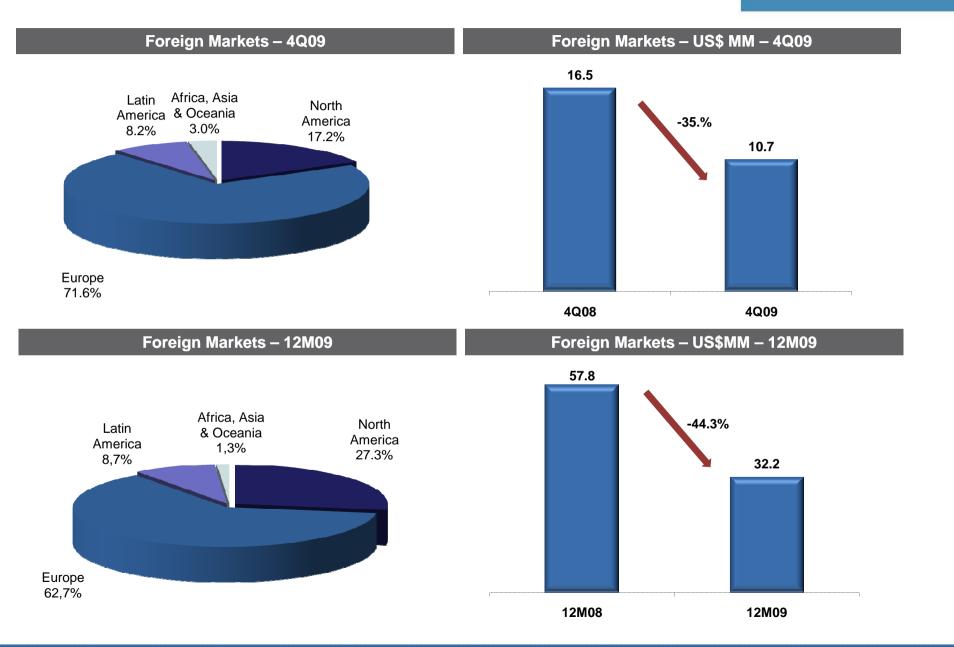




## **Foreign Markets**

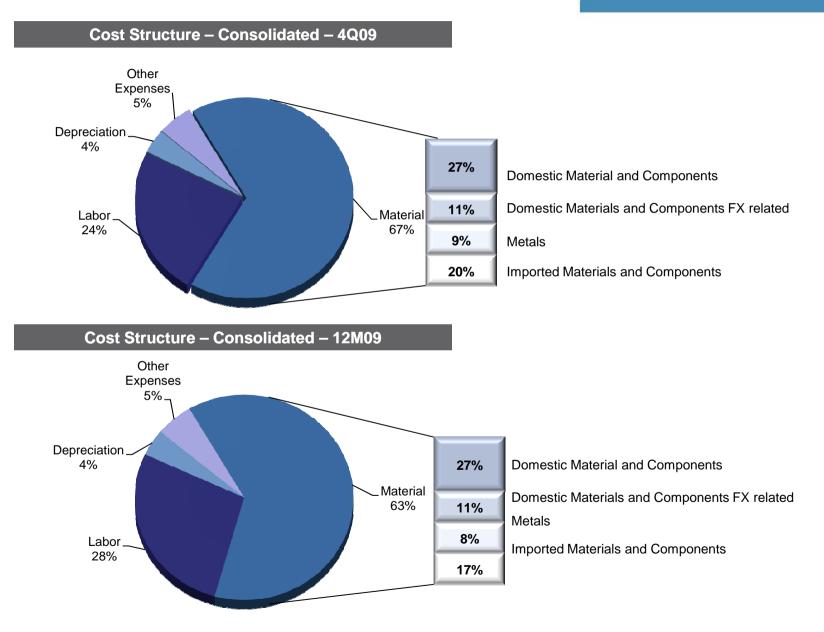


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## **Cost of Good Solds**









R\$ MM	4Q09	3Q09	4Q08	QoQ	YoY	2009	2008*	YoY
Gross Profit	53.8	37.0	61.3	45.4%	-12.3%	147.3	279.6	-47.3%
Gross Margin	31.0%	30.3%	36.9%	0.7 p.p.	-5.9 p.p.	31.0%	40.2%	-9.2 p.p.
Adjusted EBITDA	22.9	8.9	15.2	157.4%	50.8%	29.1	122.3	-76.2%
EBITDA Margin	13.2%	7.3%	9.1%	5.9 p.p.	4.1 p.p.	6.1%	17.6%	-11.5 p.p.
Net Income	17.1	3.1	17.8	458.2%	-4.2%	12.8	113.8	-88.7%
Net Margin	9.8%	2.5%	10.7%	7.3 p.p.	-0.9 p.p.	2.7%	16.4%	-13.7 p.p.

(\*) EBITDA and Net Income were adjusted in order to exclude the gain originated from the acquisition of Sandretto's Subsidiaries, impacting these items by R\$ 19,316 and R\$ 12,773 respectively.



R\$ MM	4Q09	3Q09	4Q08	QoQ	YoY	2009	2008	YoY
Machine Tools								
R\$ mm	118.0	77.7	102.6	51.9%	15.0%	310.7	439.9	-29.4%
Units Sold	524	365	465	43.6%	12.7%	1,454	2,330	-37.6%
Plastic Machines								
R\$ mm	43.5	32.1	34.0	35.8%	28.0%	119.9	128.1	-6.4%
Units Sold	120	103	70	16.5%	71.4%	309	362	-14.6%
Rough and Machined Cast								
R\$ mm	12.0	12.3	29.5	-1.7%	-59.2%	44.9	128.1	-65.0%
Tons Sold	2,352	2,147	4,393	9.5%	-46.5%	8,276	21,436	-61.4%





R\$ MM	4Q09	3Q09	4Q08	QoQ	YoY	2009	2008*	YoY
Machine Tools								
Gross Margin	37.1%	40.4%	41.3%	-3.3 p.p.	-4.2 p.p.	38.1%	44.6%	-6.5 p.p.
EBIT Margin	17.6%	13.4%	11.1%	4.2 p.p.	6.5 p.p.	10.5%	18.9%	-8.4 p.p.
Plastic Machines								
Gross Margin	23.8%	25.6%	40.1%	-1.8 p.p.	-16.3 p.p.	29.3%	38.1%	-8.8 p.p.
EBIT Margin	-2.9%	-8.6%	-4.2%	5.7 p.p.	1.3 p.p.	-8.9%	10.5%	-19.4 p.p.
Rough and Machined Cast								
Gross Margin	-3.2%	-21.3%	18.1%	18.1 p.p.	-21.3 p.p.	-13.7%	26.9%	-40.6 p.p.
EBIT Margin	-16.0%	-33.9%	2.6%	17.9 p.p.	-18.6 p.p.	-28.6%	12.4%	-41.0 p.p.

(\*) Plastic Machines EBIT was adjusted in order to exclude the gain originated from the acquisition of Sandretto's Subsidiaries, impacting this item by R\$ 19,316.



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### Cash and Cash Equivalent – R\$ MM

	<u>Amount</u>
Bank Certificate of Deposit (CDB)	161.0
<b>Financial Investments with debentures</b>	53.1
Others	1.4
Banks	<u>10.4</u>
Total	<u>225.9</u>

Net Debt = 6.7

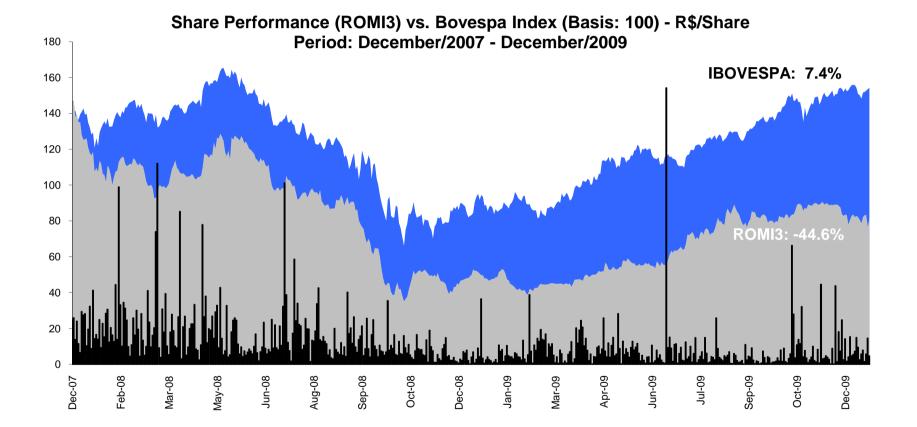
## Loan – R\$ MM

## Loans as of 12/31/2009: 232.6

The maturities of financing recorded as follow:

Year	<u>Amount</u>
2010	25.5
2011	21.4
2012	91.2
2013	31.3
2014	23.4
After 2014	<u>39.8</u>
Total	<u>232.6</u>





Source: BM&F Bovespa

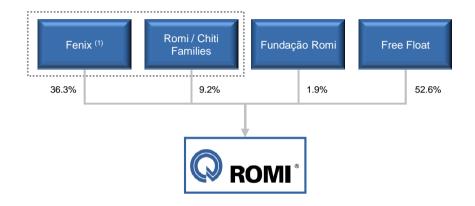
## **Corporate Governance**



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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, 7 members, being 4 indicated by shareholders and 3 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.
- 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.













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