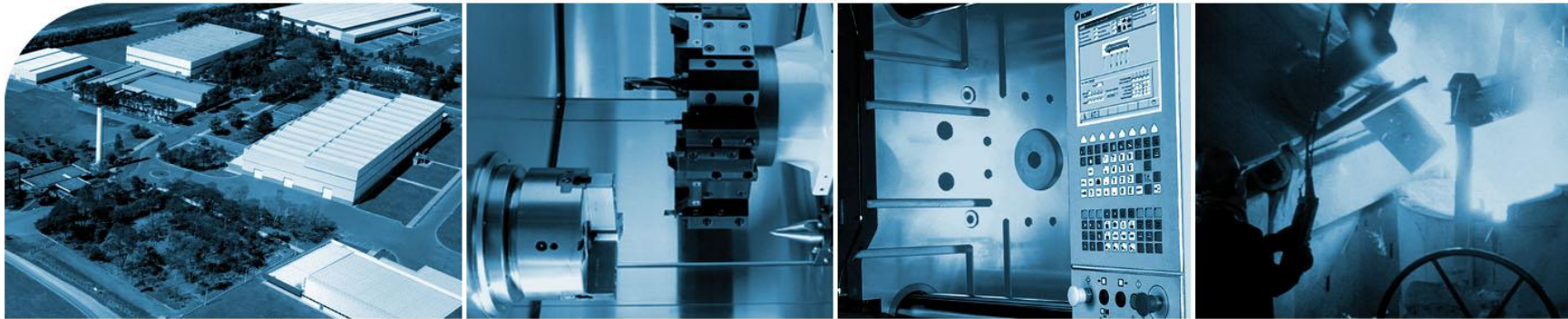




**ROMI**®

A TRADITION OF INNOVATION



## 4Q12 Earnings Release

February 6, 2013

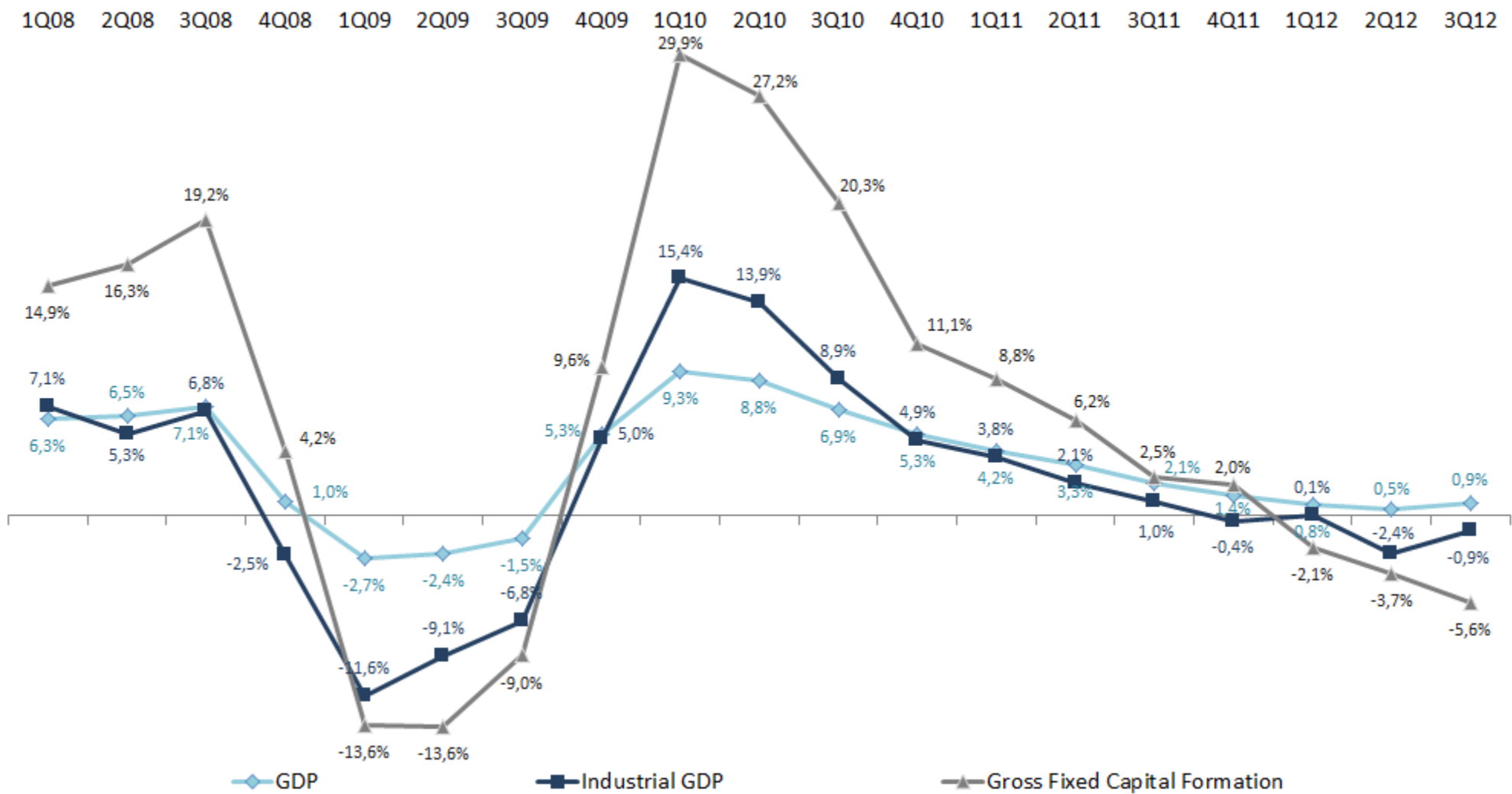


*This release contains forward-looking statements subject to risks and uncertainties. Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company. The reservations as to forward-looking statements also apply to information on 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.*



- Romi's **net operating revenue** was R\$ 200.2 million in 4Q12;
- The German subsidiary **B+W**, acquired on January 31, 2012, had R\$ 120.2 million in net operating revenue for the year 2012, with EBITDA of R\$ 15.2 million;
- For 4Q12, **EBITDA reached R\$ 9.8 million**, as a result of operating adjustment measures undertaken during the year 2012, as well as growth in net operating revenue;
- **Inventories decreased by R\$ 52.9 million** in the quarter, which helped in cash generation from operating activities;
- **Order Entry grew** 35.5% in 4Q12 in relation to 4Q11, and 29.8% in relation to 3Q12, reaching R\$ 204.2 million for the quarter;
- **Order backlog** totaled R\$ 267.8 million as at December 31, 2012, up 72.1% from year-end 2011.

# Economic Indexes – Conjunctural Indicators



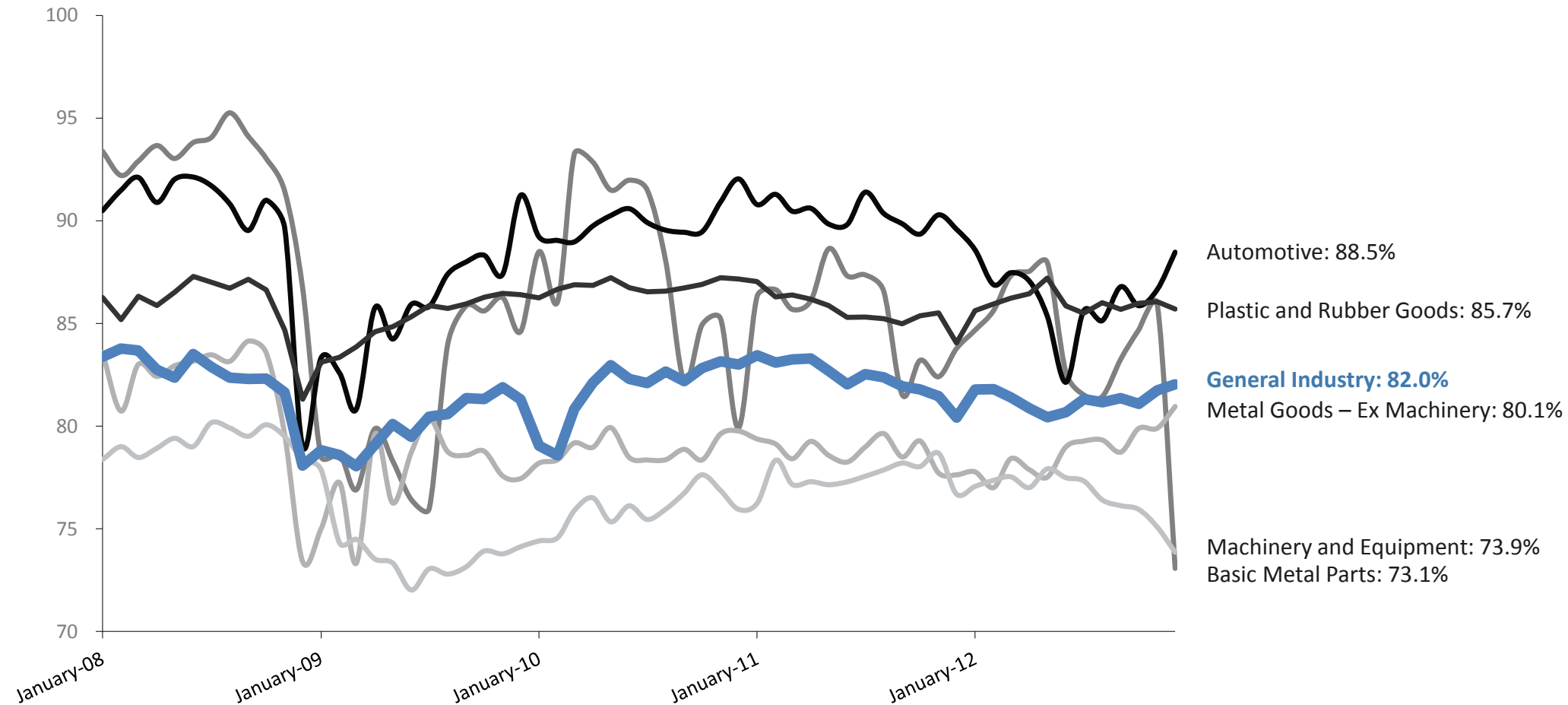
Source: IBGE

# Economic Indexes

## Level of Activity Index (December, 2012)



A TRADITION OF INNOVATION

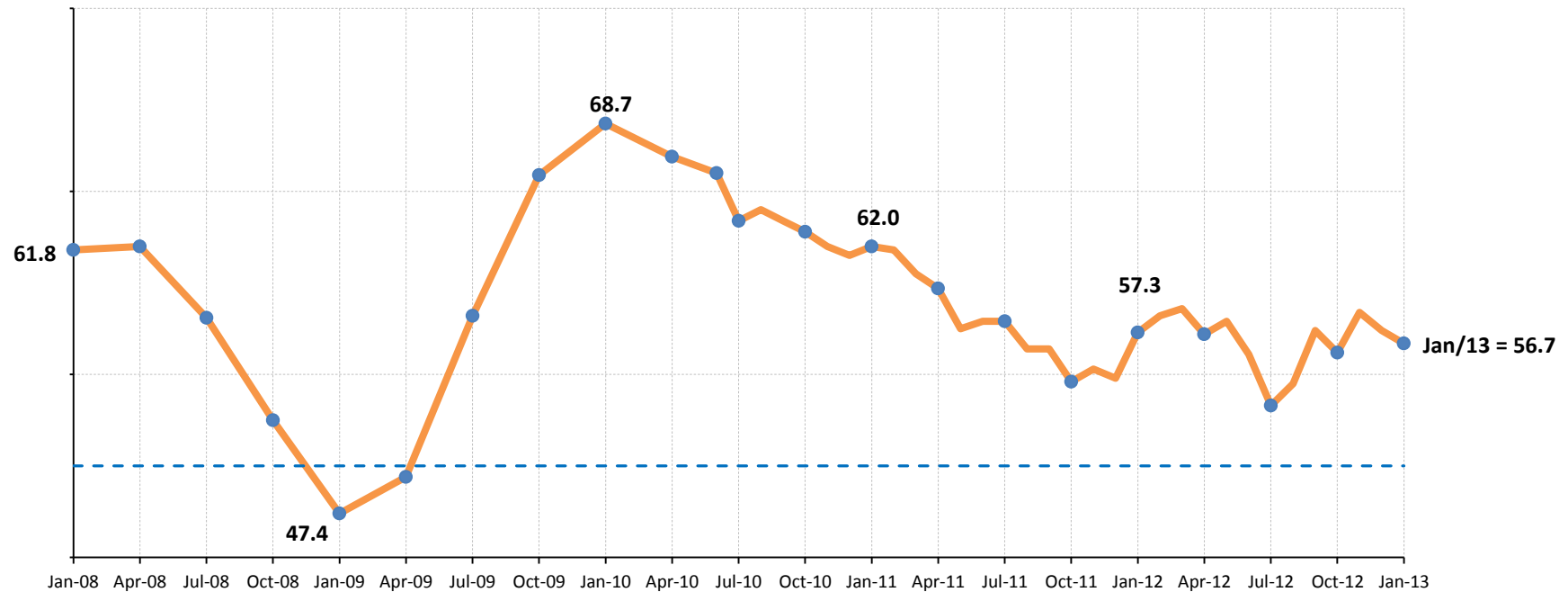


Source: Fiesp -INA Activity Level Indicator - NUCI ( Level of Utilization of Installed Capacity)

# Economic Indexes – Industrial Entrepreneurs Confidence Index



A TRADITION OF INNOVATION



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





METAL CHIPING					
TURNING				MILLING	
ENGINE LATHES	CNC LATHES		TURNING CENTERS	MACHINING CENTERS	BORING MACHINES
	LIGHTWEIGHT	HEAVYWEIGHT			
					
EXAMPLES OF PARTS PRODUCED IN OUR MACHINES					
	Machine-tool spindle	Pulley	spindle and mill cylinder set	Automotive transmission gear	Automotive transmission housing
					
					Large size valve

Net Operating Revenues Distribution		
	2012	2011
Job Shops	25%	29%
Automotive	13%	11%
Capital Goods	11%	15%
Technical Schools	11%	3%
Tooling	5%	7%
Agricultural Equipment	5%	4%
Others	30%	30%



## PLASTIC PROCESSING MACHINES

### INJECTION MOLDING

#### INJECTION MOLDING MACHINES



### BLOW MOLDING

#### PLASTIC BLOW MOLDING MACHINES



#### PET BLOW MOLDING MACHINES



#### EXAMPLES OF PARTS PRODUCED IN OUR MACHINES



18 liter Industrial Bucket



Beach chair



Motorcycle fender

Automotive taillight



Syringe



Plastic blown bottles for the Hygiene, Cleaning, Food, Pharmaceutical and Chemical industries, among others



PET bottles up to 6 liters

### Net Operating Revenues Distribution

	2012	2011
Packaging	24%	22%
Job Shops	13%	15%
Home Appliances	9%	8%
Automotive	9%	12%
Real Estate	7%	7%
Others	30%	36%





FOUNDRY

ROUGH CASTINGS

PARTS PRODUCED OF GRAY, NODULAR  
AND VERMICULAR IRON CAST



MACHINED CASTINGS

CNC MACHINING CASTS



Net Operating Revenues Distribution

	2012	2011
Automotive - Trucks	41%	53%
Wind Power	26%	15%
Agriculture	20%	12%
Construction Equipment	4%	7%
Others	9%	13%

EXAMPLES OF PARTS  
PRODUCED



Reducer Housing



Pump Housing



Differential Cage



Fifth Wheel Coupling



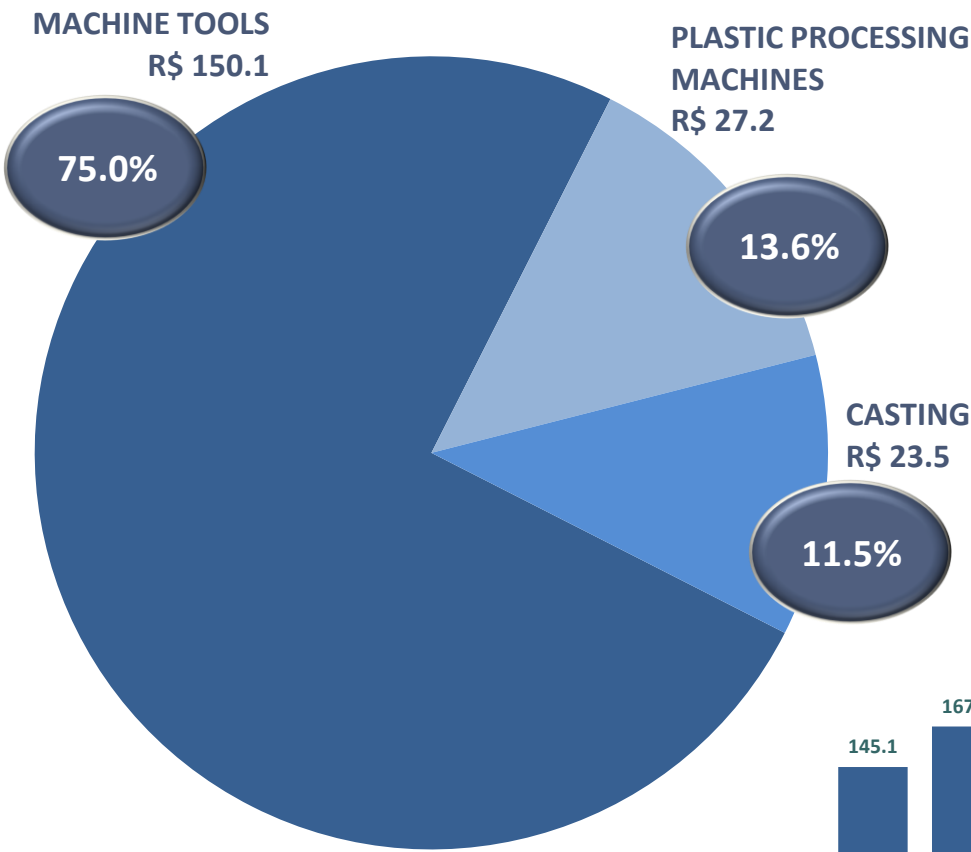
Pinion Cage



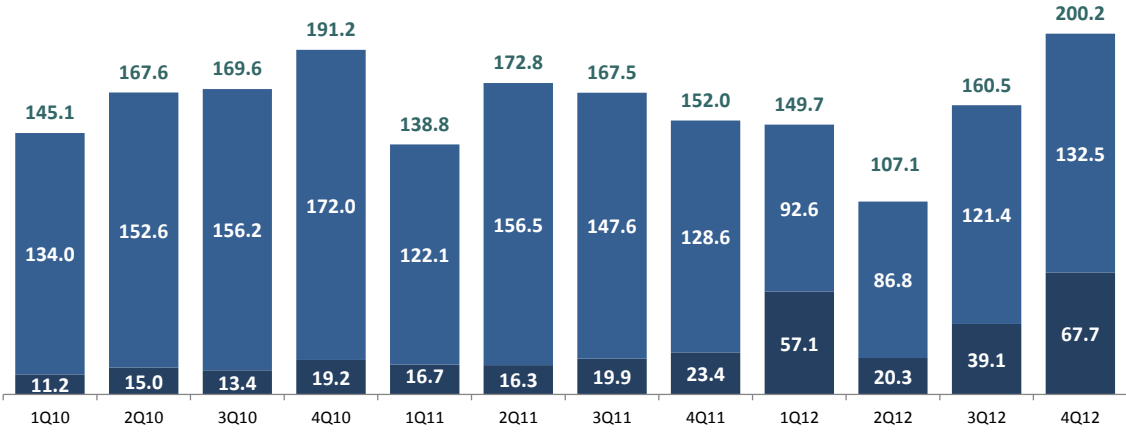
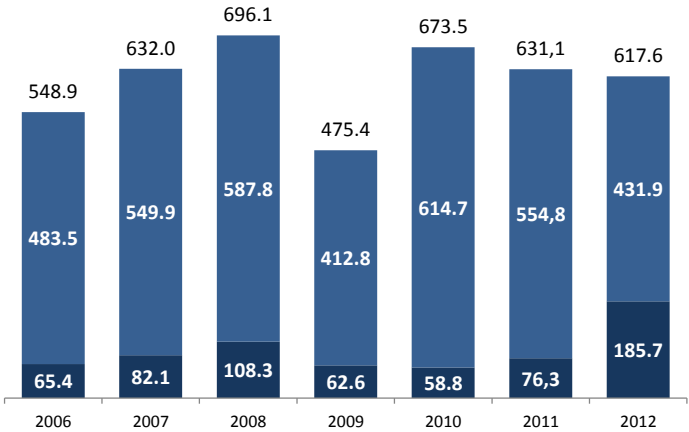
Wind Generator Hub

# Net Sales per Business Unit

## 4Q12



Net Operating Sales (R\$ million)

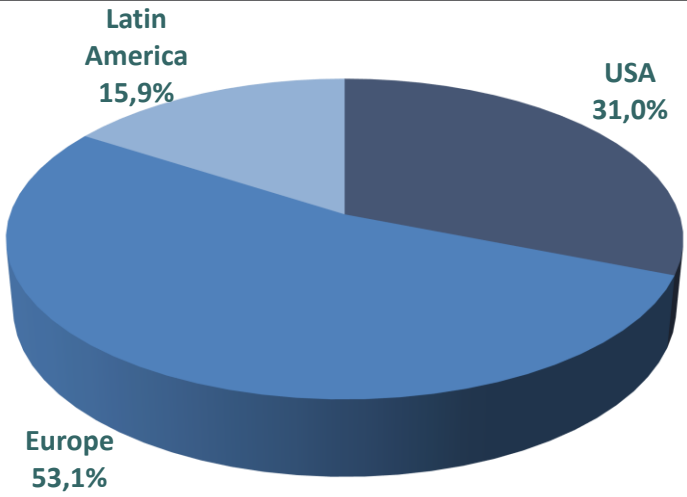


■ Foreign Sales ■ Local Sales

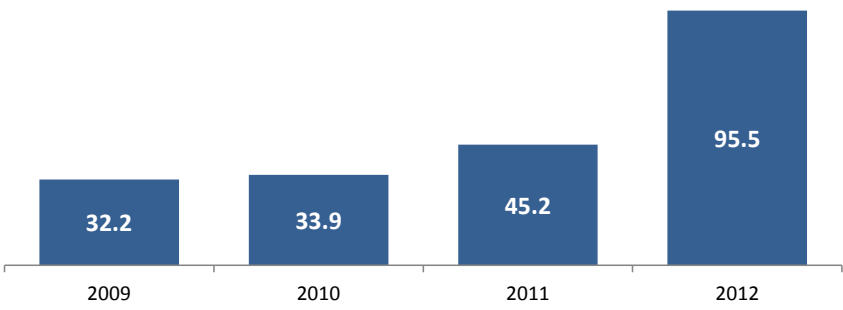
B+W's acquisition represents net sales of R\$ 38.2 million in the 1Q12, R\$ 5.6 million in the 2Q12, R\$ 23.8 million in the 3Q12 and R\$ 52.3 million in the 4Q12, all included into the Machine Tools Unit.



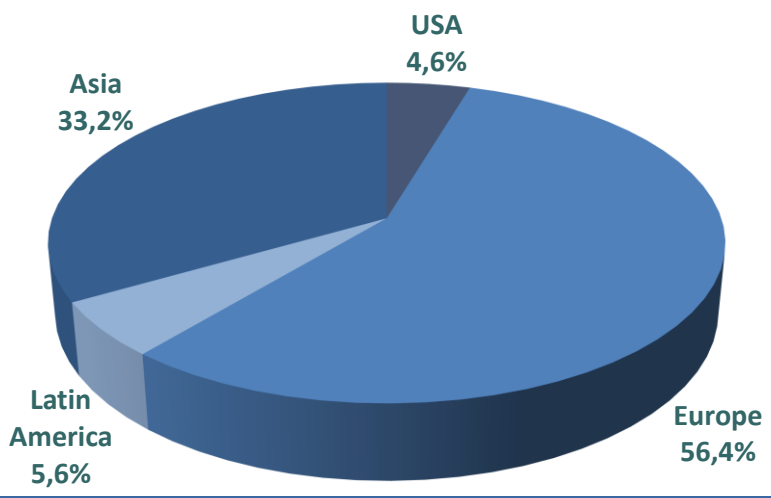
4Q11 Foreign Sales Destination



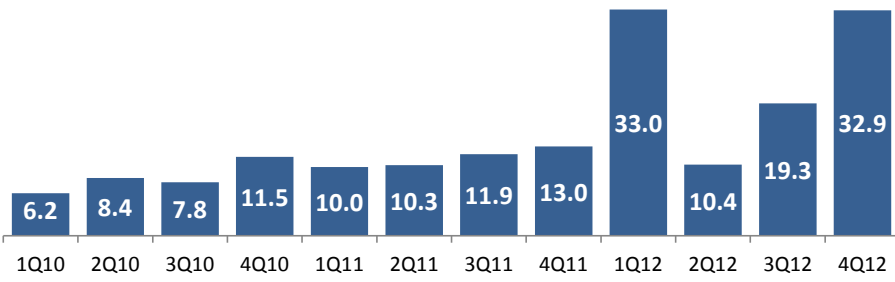
Year Foreign Sales – US\$ million



4Q12 Foreign Sales Destination



Quarter Foreign Sales – US\$ million



# Order Entry and Backlog



A TRADITION OF INNOVATION

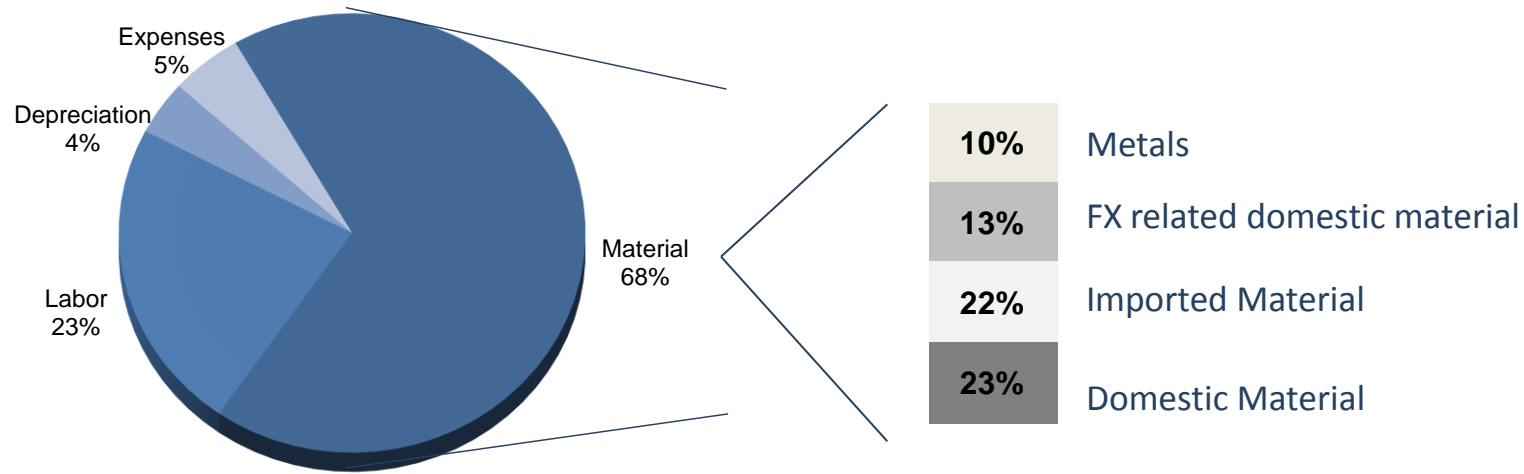
<b>Order Entry (R\$ thousand)</b>										
Gross Values, sales taxes included	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	Chg % 4Q12/4Q11	Chg % 4Q12/3T12
Machine Tools	110,370	129,179	113,057	105,751	81,999	164,605	106,530	155,800	47.3	46.3
Plastic Machines	30,418	37,846	27,861	25,495	25,312	9,975	29,652	32,148	26.1	8.4
Rough and Machined Cast Iron Parts	38,149	21,186	33,304	19,445	28,250	40,555	21,176	16,272	-16.3	-23.2
<b>Total</b>	<b>178,937</b>	<b>188,211</b>	<b>174,222</b>	<b>150,691</b>	<b>135,561</b>	<b>215,135</b>	<b>157,358</b>	<b>204,220</b>	<b>35.5</b>	<b>29.8</b>

<b>Order Entry (R\$ thousand)</b>			
Gross Values, sales taxes included	12M11	12M12	Chg % 12/11
Machine Tools	458,357	508,934	11.0
Plastic Machines	121,619	97,087	-20.2
Rough and Machined Cast Iron Parts	112,084	106,254	-5.2
<b>Total</b>	<b>692,060</b>	<b>712,275</b>	<b>2.9</b>

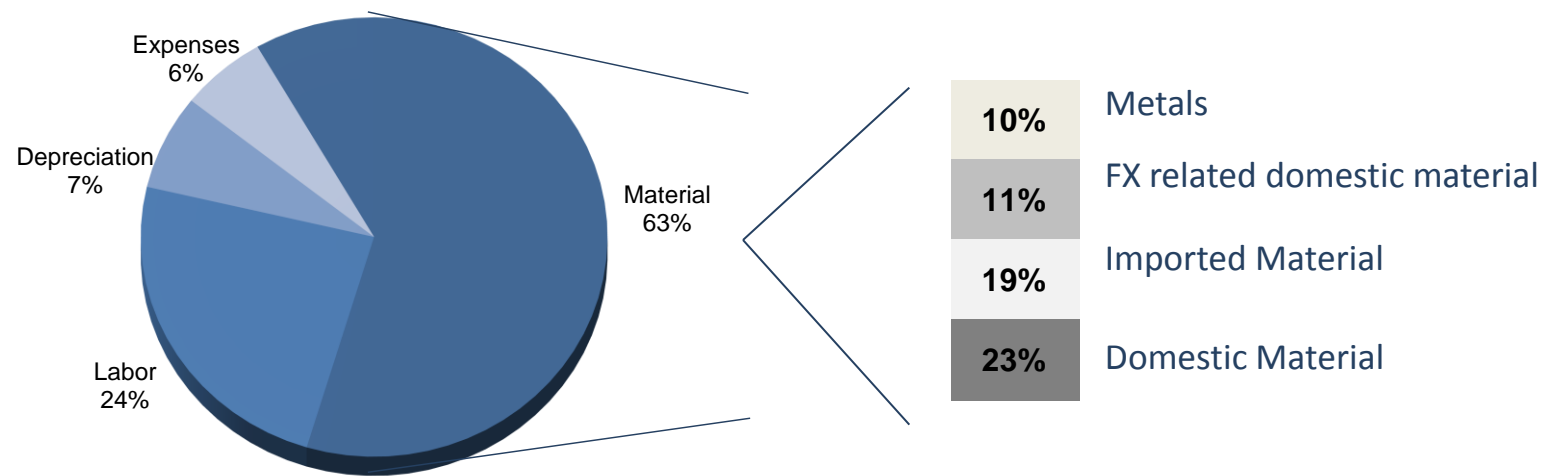
<b>Order Book (R\$ thousand)</b>										
Gross Values, sales taxes included	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	Chg % 4Q12/4Q11	Chg % 4Q12/3T12
Machine Tools	95,269	103,986	92,277	96,143	155,945	241,495	219,392	210,390	118.8	-4.1
Plastic Machines	41,876	33,139	29,789	27,609	32,371	24,819	27,540	33,249	20.4	20.7
Rough and Machined Cast Iron Parts	43,313	36,530	33,612	31,824	23,868	31,021	35,168	24,180	-24.0	-31.2
<b>Total</b>	<b>180,458</b>	<b>173,655</b>	<b>155,678</b>	<b>155,576</b>	<b>212,184</b>	<b>297,335</b>	<b>282,100</b>	<b>267,820</b>	<b>72.1</b>	<b>-5.1</b>



2011

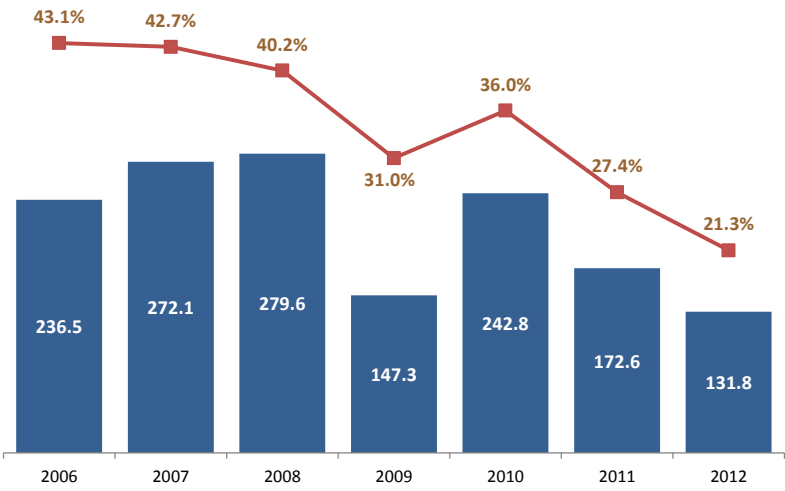
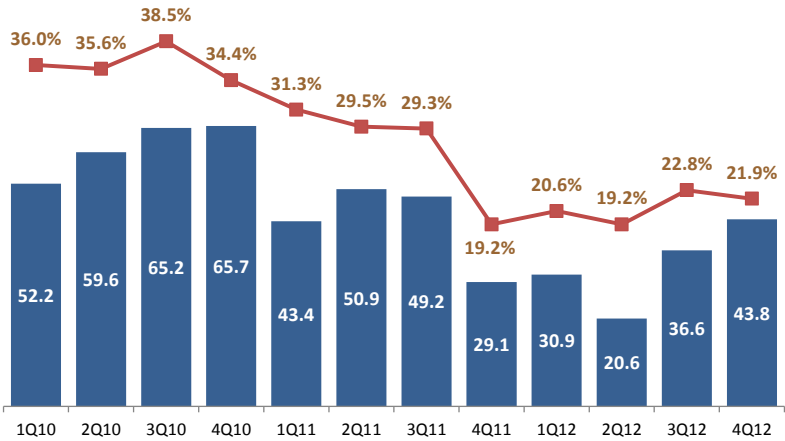


2012

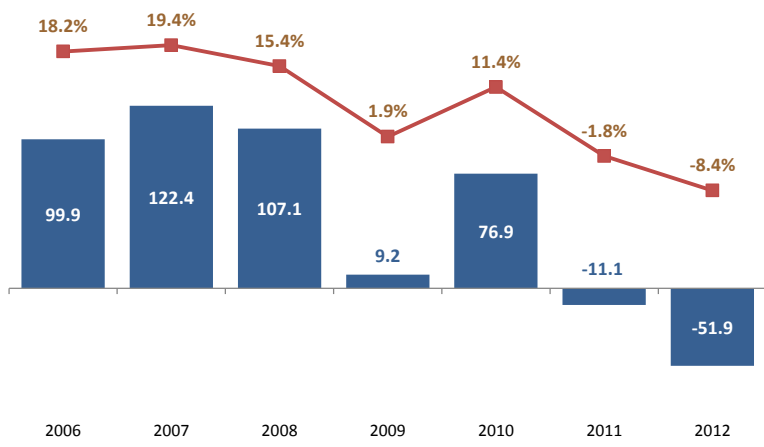
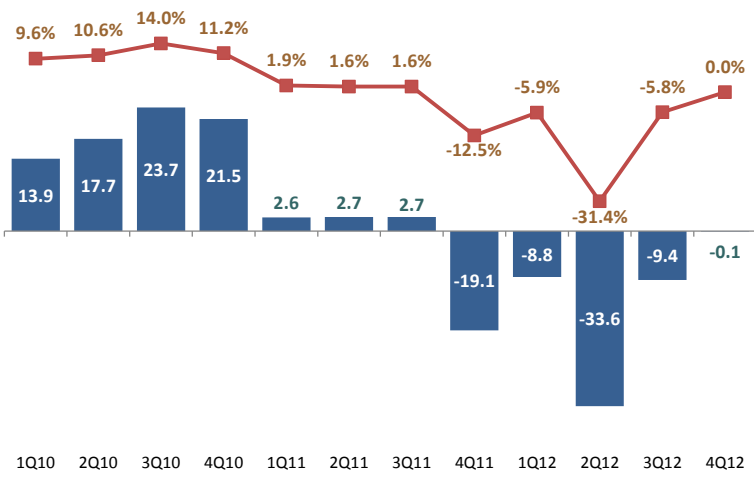




Gross Profit (R\$ million) and Gross Margin



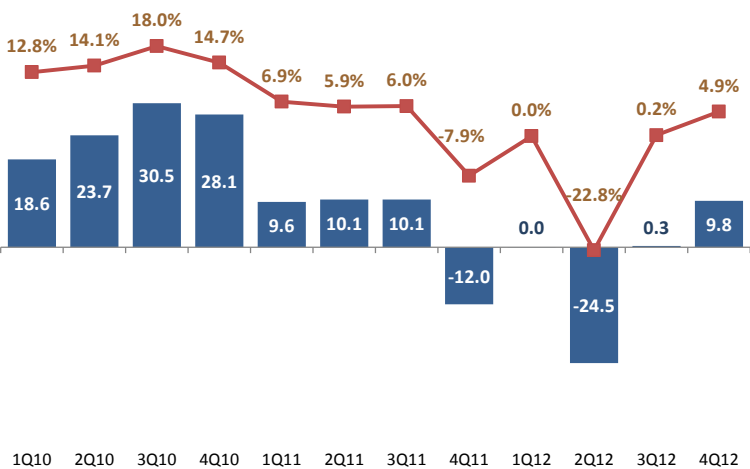
EBIT (R\$ million) e EBIT Margin



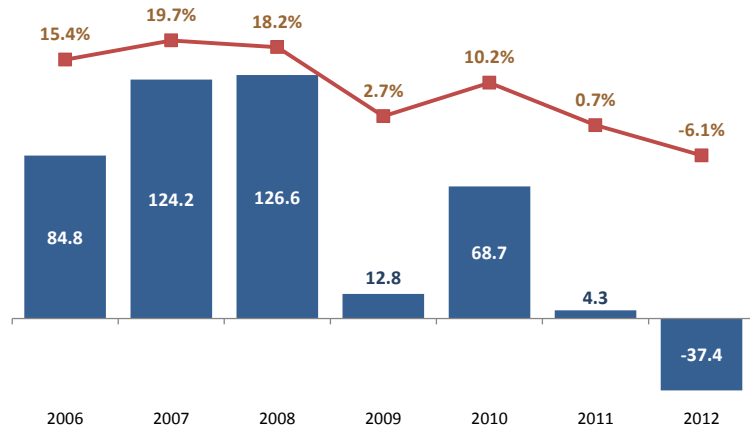
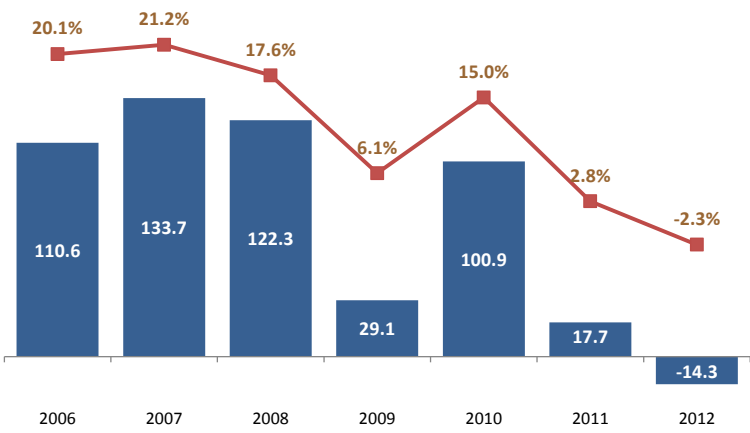
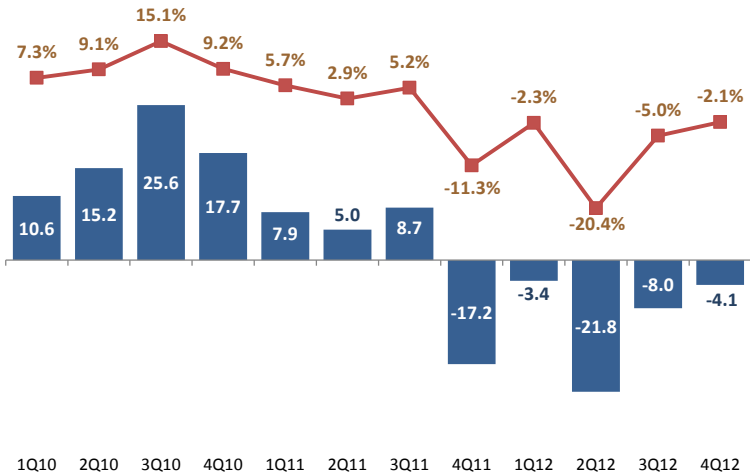




EBITDA (R\$ million) and EBITDA Margin



Net Profit (R\$ million) and Net Margin



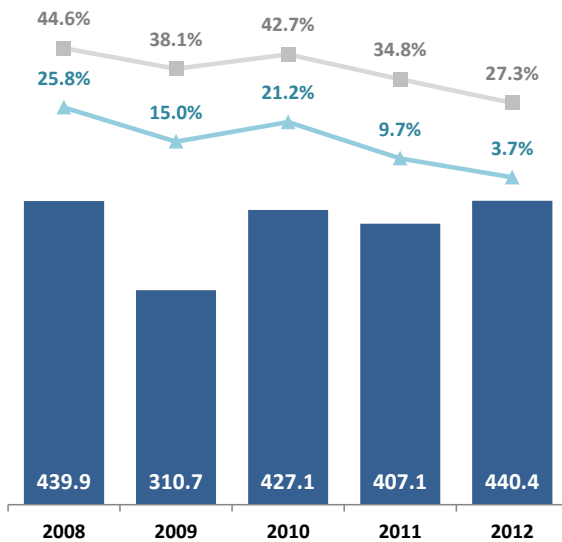
# Business Units' Results



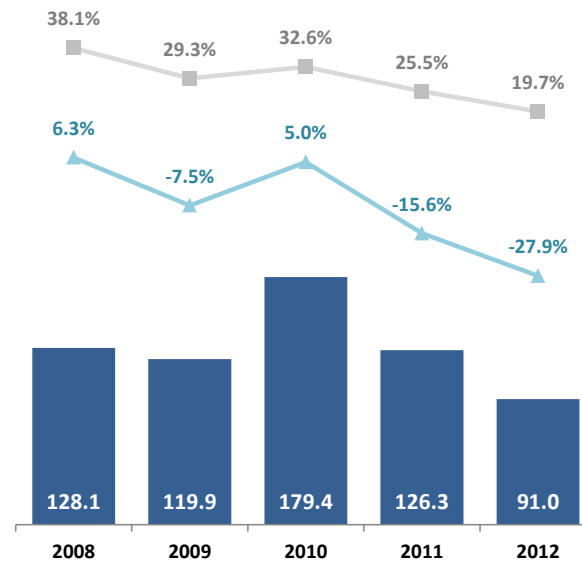
A TRADITION OF INNOVATION

Sales	Quarter								Accumulated		
	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	2010	2011	2012
Machine Tools (units)	441	572	519	511	257	311	443	480	2,326	2,043	1,491
Plastic Machines (units)	101	129	96	61	44	43	60	74	425	387	221
Rough and Machined Cast Iron Parts (ton.)	3,240	3,850	5,299	4,250	3,515	3,092	3,561	3,361	11,486	16,639	13,529

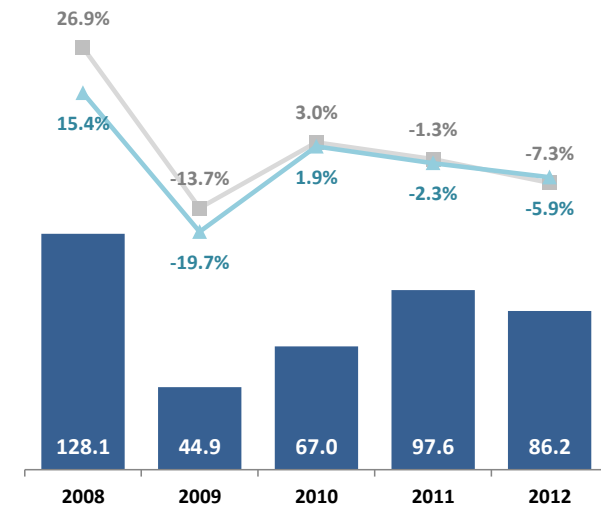
Machine Tools



Plastic Machines



Rough and Machined Cast Iron Parts



Net Revenues Gross Margin EBITDA Margin



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

	Amount
Bank Deposit Certificate (CDB)	45.8
Financial Investment with Bonds	15.7
Banks	20.8
<b>Total</b>	<b>82.3</b>

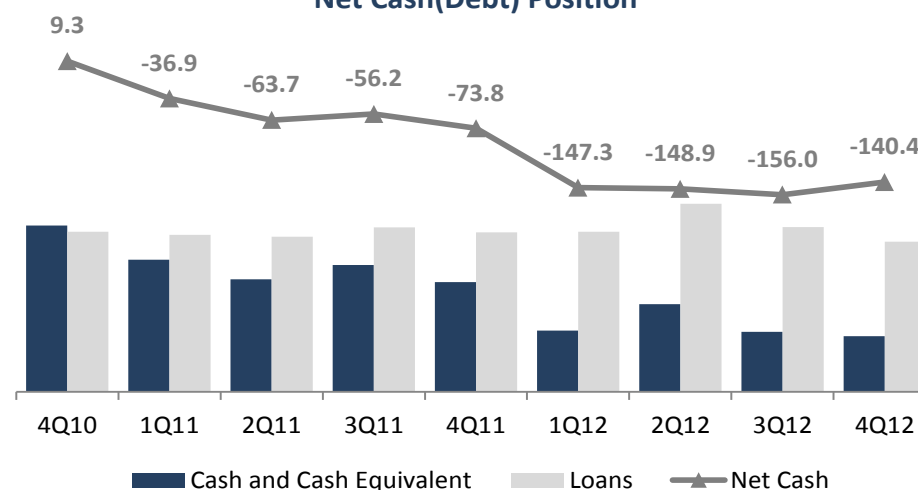
**Net Debt = 140.4**

## Loans\* – R\$ million – 12/31/2012

	Amount
2013	70.2
2014	38.5
2015	77.5
2016	15.6
2017 and afterwards	12.8
<b>Total</b>	<b>222.7</b>

(\*) without Finame Manufacturer

## Net Cash(Debt) Position

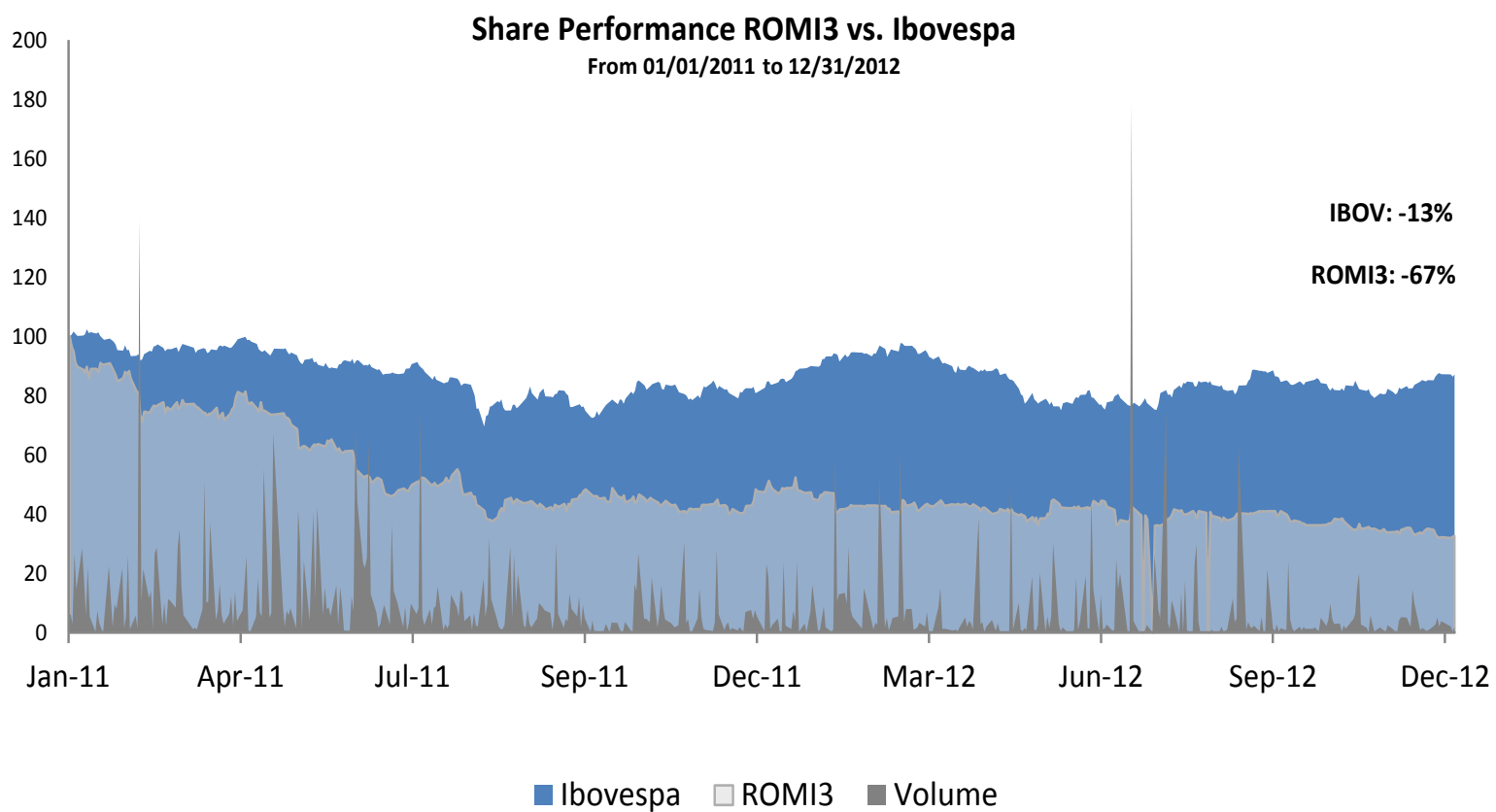




<b>Income Statement</b> (R\$ 000)	<b>2012</b>
Net Operating Revenue	120,160
Gross Profit	20,483
%	17.0%
EBIT	10,128
%	8.4%
EBITDA	15,244
%	12.7%
Net Profit	9,558

<b>Balance Sheet</b> (R\$ 000)	<b>12/31/2012</b>
Cash and Cash equivalents	13,603
Trade accounts receivable	19,466
Inventories	30,276
Other receivables	2,830
Property, Plant and Equipment, net	34,758
Intangible	39,324
<b>Total Assets</b>	<b>140,257</b>
Financing	10,201
Trade accounts payable	8,860
Advances from customers	30,121
Deferred tax liability	15,118
Other payables	9,920
Shareholder's Equity	66,037
<b>Total Liabilities and Shareholder's Equity</b>	<b>140,257</b>

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



Source: BM&FBovespa



**ROMI**®

A TRADITION OF INNOVATION



**Fábio B. Taiar**

Investor Relations Officer

+ 55 (19) 3455-9418

[ftaiar@romi.com](mailto:ftaiar@romi.com)

[www.romi.com](http://www.romi.com)