



IV Encontro Unibanco de Empresas Small & Mid Caps
August 29, 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.

## **Management Presenters**





Presenters Title

Américo Emílio Romi Neto

**Chairman of the Board** 

▶ 28 year at the Company

**Sergio Roberto Novo** 

**CFO** and Investor Relations Director

▶ Joined the Company in 2005

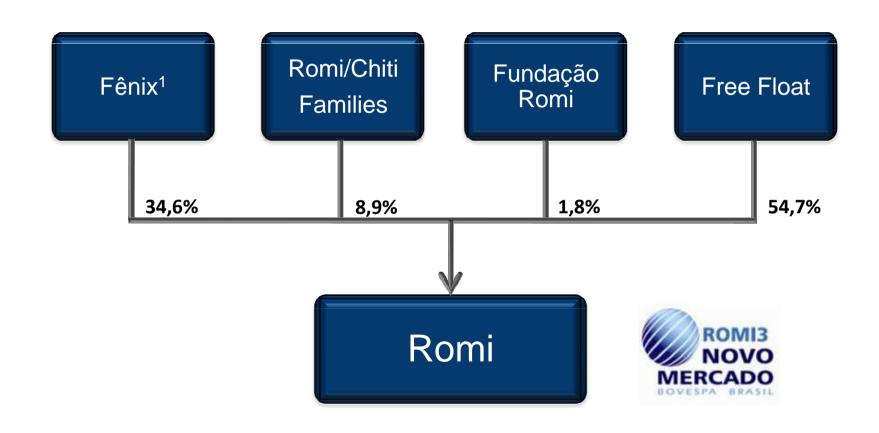
Luiz Cassiano R. Rosolen

**Investor Relations** 

▶ Joined the Company in 2006











#### **Machine Tools**

- Machines that make parts used by several manufacturing segments
- ► "Machine that makes machines"

#### **Plastic Injection Molding Machine**

Machines that make complex plastic parts

#### **Casting and Machined Castings**

Cast iron parts used in many products / machines







#### **Percentage of Net Revenue - 1S07**

65%

16%

19%

#### Correlated to

**Industrial GDP** 

Consumption

**Industrial GDP** 

## **Machine Tools**









**Machining Centers** 



**Turning Centers** 





## **Some products manufactured by a Machine Tools:**













# **Plastic Injection Molding Machines**





Eletrical Plastic Injection Molding Machine





Hydraulic Plastic Injection Molding Machine





## Some products manufactured by a Plastic Injection Molding Machines:













# **Casting and Machined Casting Iron Parts**









## **Company Overview**





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

Romi

- √ 9 plants, totaling more than 140,000 m²
- √ 30 direct sales office throughout Brazil
- Presence in more than 50 countries.
   Sales to 37 countries in 2006
- Approximately 4,200 active costumers
- Approximately 2,600 professionals



#### **Geographic Presence**





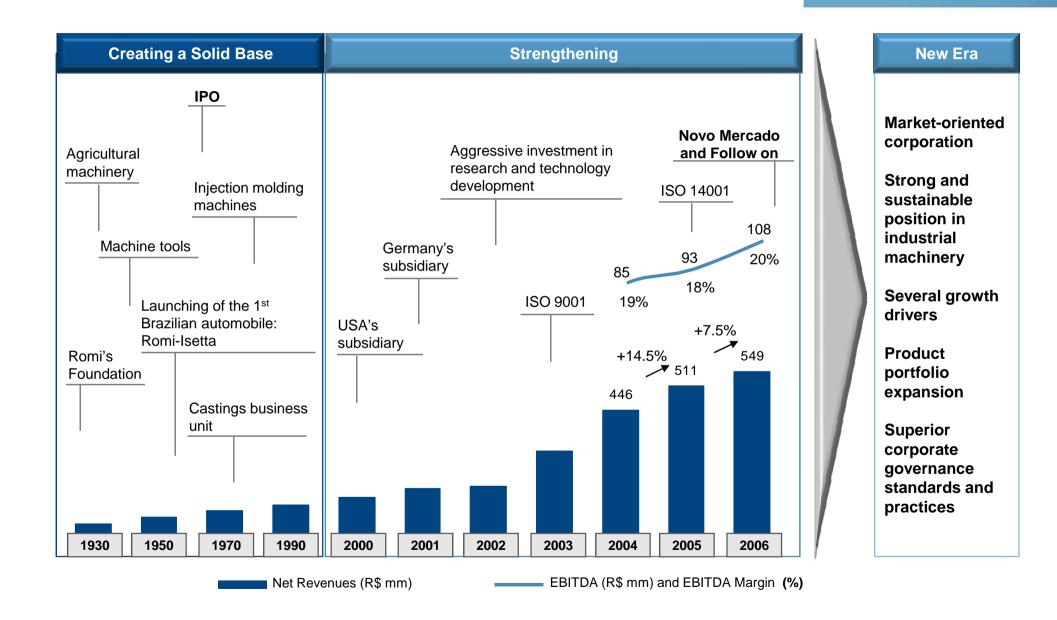
#### Legend

- Industrial plants
- Subsidiares
- Sales agents and representative offices

## **Track Record of Growth and Profitability**







## **Our Clients**











Part Manufacturers



System Manufacturers



Final Product Manufacturers





Plastic Injection Molding Machines





Part Manufacturers



Final Product Manufacturers





Castings and Machined Castings





System Manufacturers



Final Product Manufacturers





## **Market Leadership**

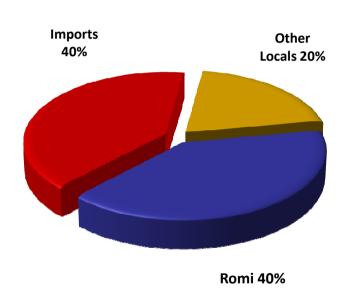


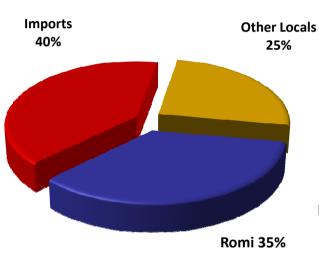


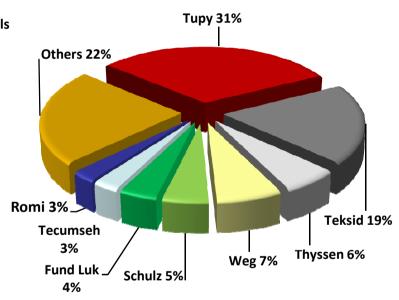
**Machine Tools (2006)** 

Plastic Injection Molding Machines (2006)

Castings and Machined Castings (2006)<sup>1</sup>







Source: Company Reports

Source: Company Reports

Source: Guia Abifa de Fundição

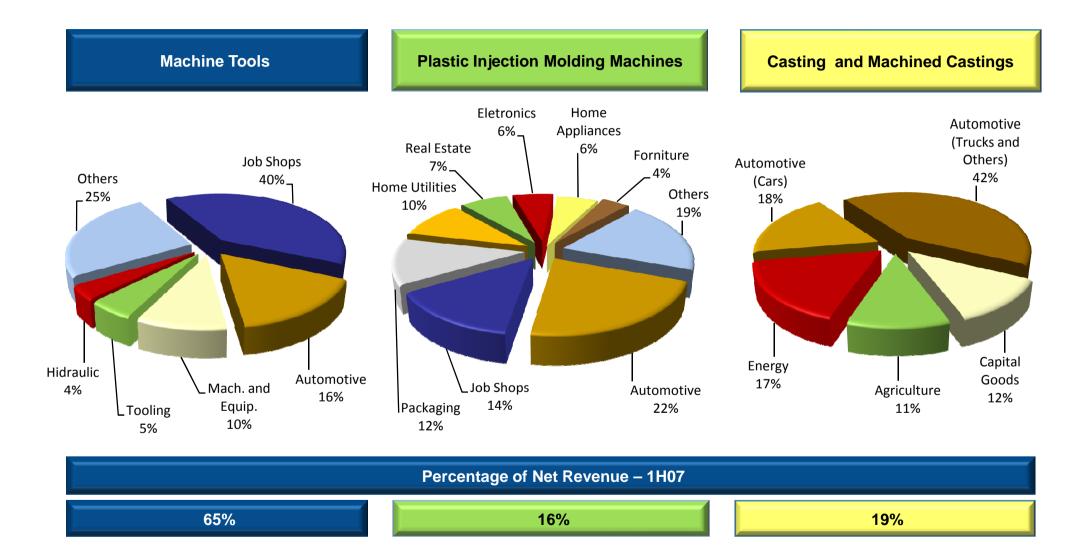
#### Notes:

1 Calculated based on the installed capacity of castings

## **Solid and Diversified Customer Base**









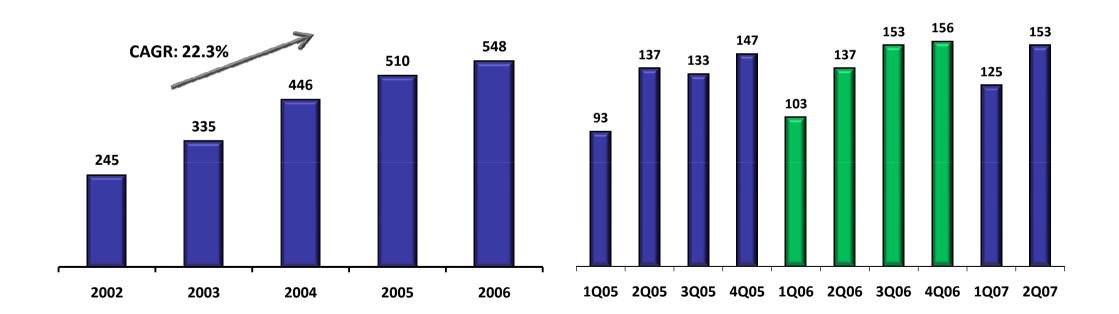


Operating Net Revenue (Consolidated)

Annual (R\$ Million)

Operating Net Revenue (Consolidated)

By Quarter (R\$ Million)

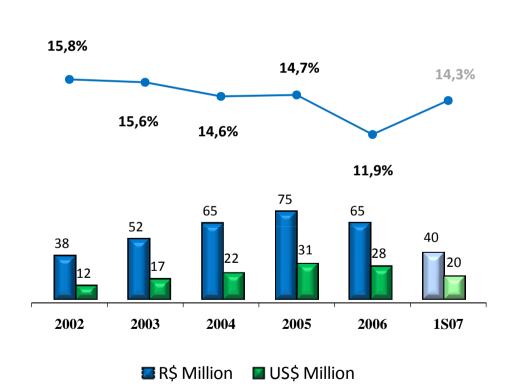


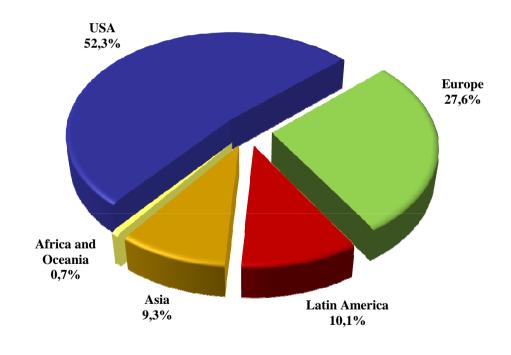




## **Exports / Operational Net Revenue (%)**

#### **Main International Markets 1H07**

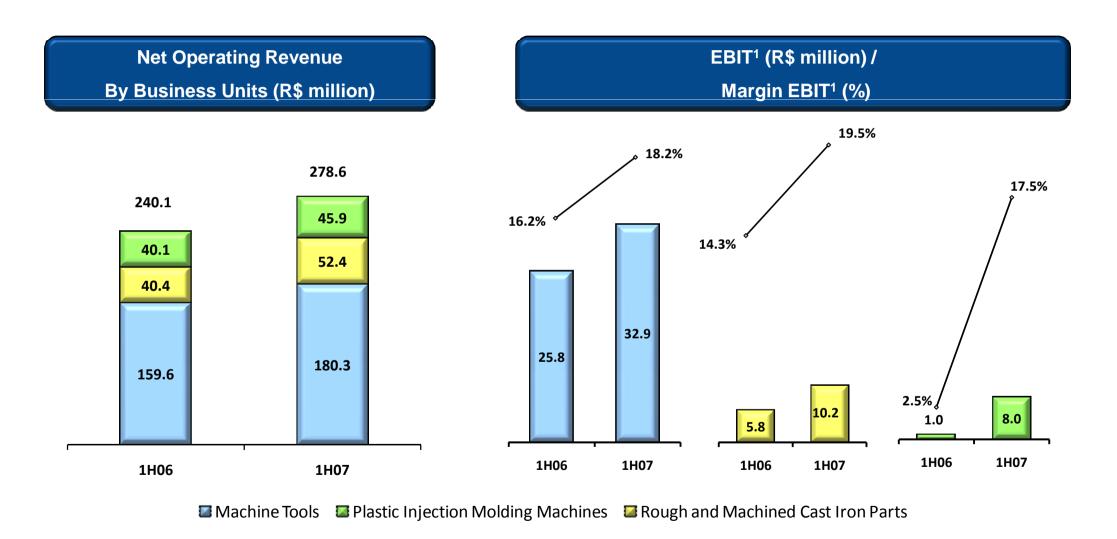




## **Business Unit Performance**







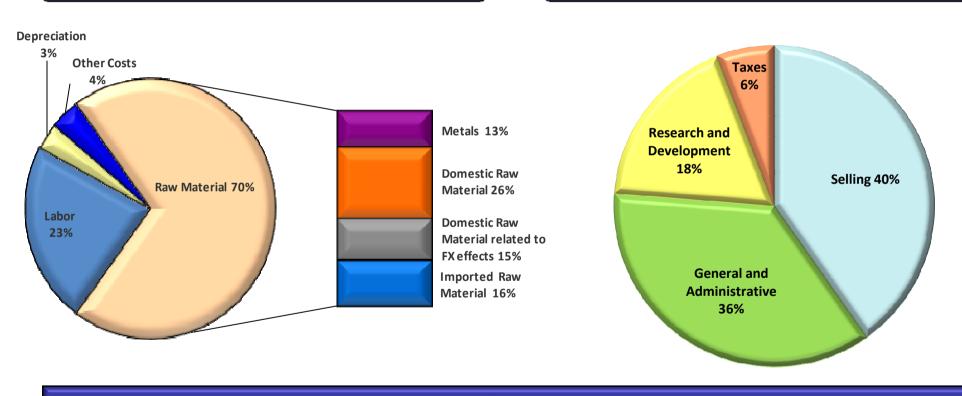
## **Cost of Goods Sold and Operational Expenses**





### **Cost Structure - Consolidated (2H07)**

### **Operational Expenses - Consolidated (2H07)**



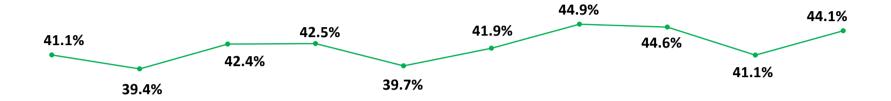
Percentage of Net Revenue – 1H0	7
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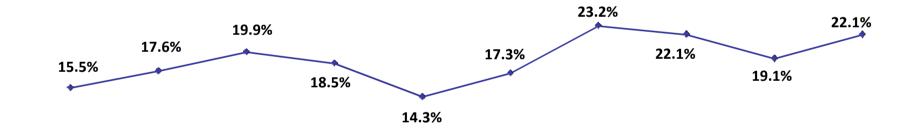
57% 24%

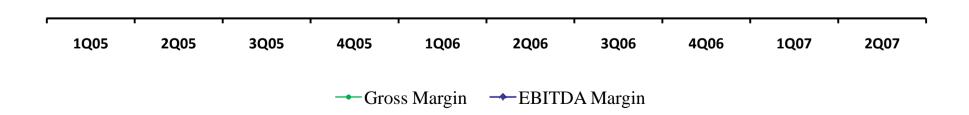




### **Gross Margin and EBITDA<sup>1</sup> Margin (%)**



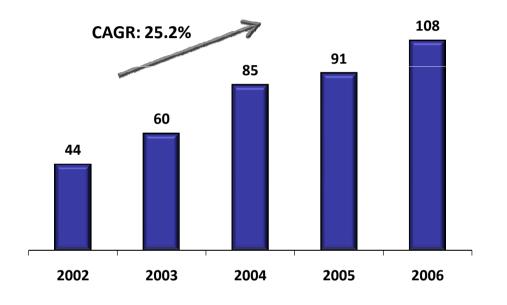




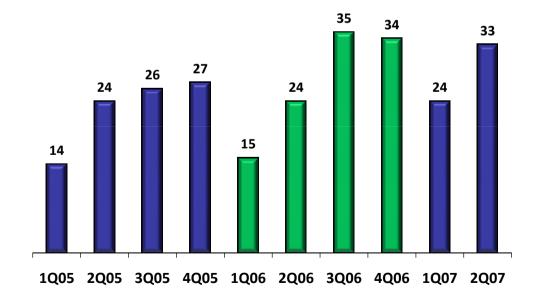




## EBITDA – Annual (R\$ Million)



### EBITDA<sup>1</sup> by Quarter (R\$ Million)

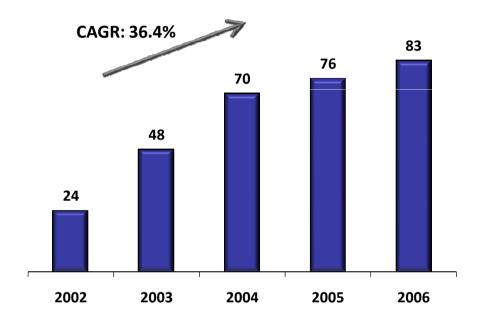


# **Net Income**

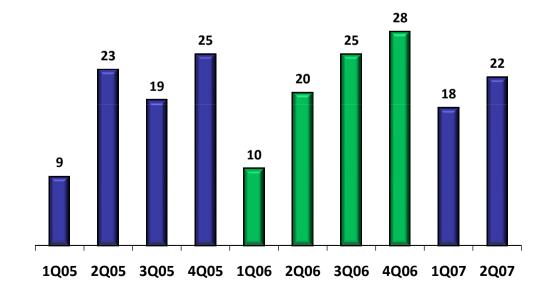




## Net Income – Annual (R\$ million)



### **Net Income by Quarter (R\$ million)**

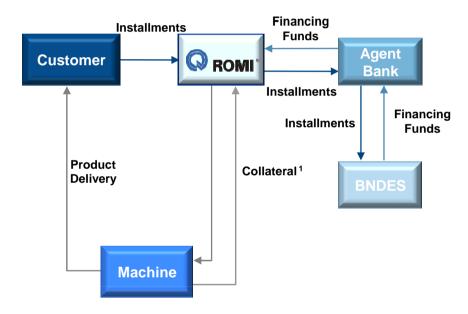


## **Finame and Indebtedness**





#### **Simplified Mechanism**

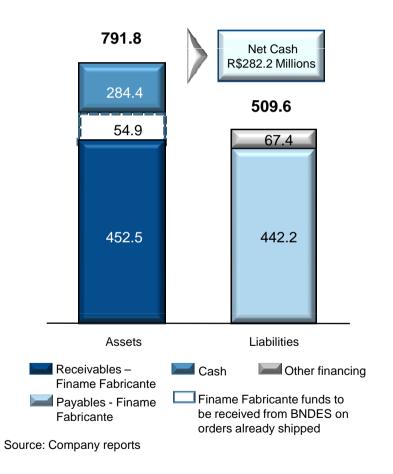


#### Average Default Rate: 1.5%<sup>2</sup>

#### Note:

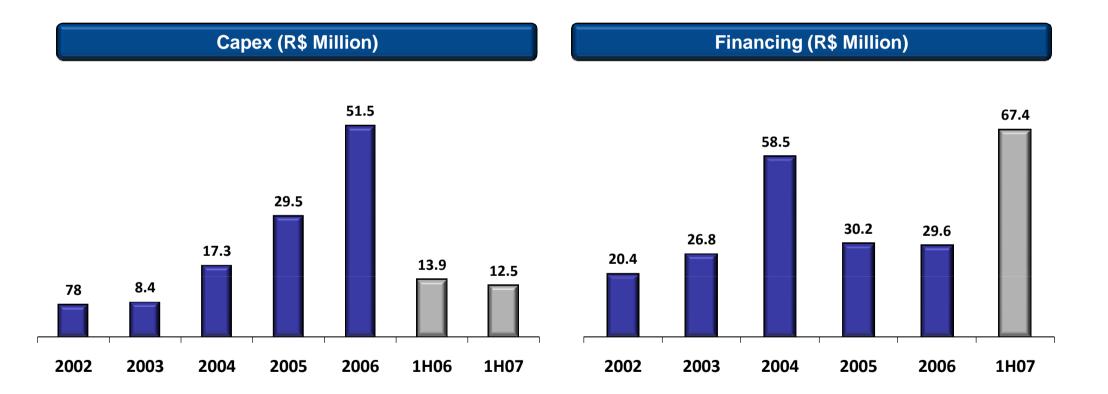
- 1 Collateral always are enough to recovery losses from terminated agreements
- 2 Total value of past due installments above 30 days over total amount of receivables from Finame Fabricante June 30, 2007.

#### Indebtedness Overview - 2Q 2007



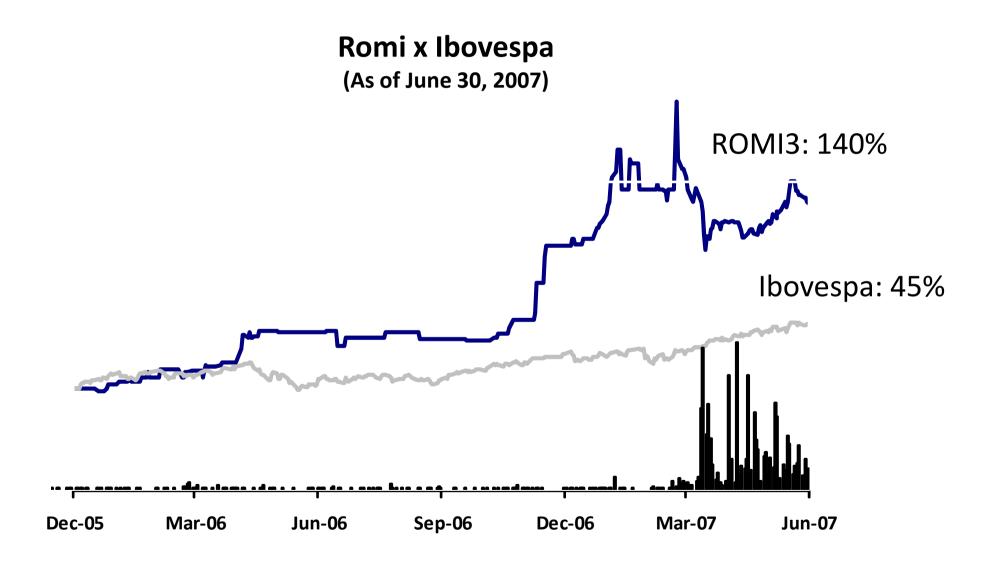
















# Outlook

**Net Operating Revenue** 

**Investments** 

**Margins** 

Other