



# April 29, 2014 1Q14 Earnings Release

March 31, 2014

Share Price ROMI3 - R\$ 5.10/share

Market Capitalization R\$ 366.0 million US\$ 161.8 million

Number of Shares Common: 71,757,647 Total: 71,757,647

Free Float = 50.8%

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#### April 30, 2014

#### Earnings Conference Call

Time: 10:00 a.m. (Brazil) Dial-in numbers: +55 (11) 3193 1001 or (11) 2820 4001 Access code: Romi

#### **Earnings Conference Call in English**

Time: 12:00 noon (São Paulo) 4:00 p.m. (London) 11:00 a.m. (NY) Dial-in numbers: US +1 (786) 924 6977 Brazil +55 (11) 3193 1001 or (11) 2820 4001 Other + 1 (888) 700 0802 Access code: Romi







Santa Bárbara d'Oeste, SP, April 29, 2014 – Indústrias Romi S.A. (BM&FBovespa: ROMI3), domestic market leader in the Machine Tools and Plastic Processing Machines markets, as well as an important producer of Raw and Machined Cast Iron Parts, announces its results for the first quarter of 2014 (1Q14). Except where otherwise stated, the Company's operating and financial information is presented on a consolidated basis, in accordance with International Financial Reporting Standards (IFRS), and monetary amounts are expressed in thousands of Reais.

## HIGHLIGHTS

## With net revenue of R\$ 150.7 million, Romi reaches EBITDA of R\$ 12.6 million, with a margin of 8.4%, for 1Q14

- Net operating revenue of R\$ 150.7 million for 1Q14, representing an increase of 7.4% in relation to 1Q13.
- Gross margin reached 29.0% for 1Q14, improving 320 bps in relation to 1Q13.
- Profit came in at R\$ 3.0 million for 1Q14, representing a significant improvement in relation to the R\$ 5.5 million loss posted for 1Q13.
- Another quarter with a decrease in the Company's net debt, which came in at R\$ 86.5 million in 1Q14.
- The volume of order entry was R\$ 174.3 million for the quarter, up 13.9% from 1Q13.
- The order backlog remains solid, totaling R\$ 304.1 million at March 31, 2014.

		Quarter								
R\$'000	1Q13 <sup>(1)</sup>	4Q13 <sup>(1)</sup>	1Q14	Chg. %	Chg. %					
Sales Volume				1Q/1Q	1Q/4Q					
Machine Tools (units)	400	443	245	(38.8)	(44.7)					
Plastic Machines (units)	44	60	53	20.5	(11.7)					
Raw and Machined Cast Iron Parts (tons)	3,598	4,475	3,731	3.7	(16.6)					
Net Operating Revenue	140,315	193,786	150,730	7.4	(22.2)					
Gross margin (%)	25.8%	32.6%	29.0%							
Operating Income (EBIT)	(4,665)	22,185	3,736	(180.1)	(83.2)					
Operating margin (%)	-3.3%	11.4%	2.5%							
Continued Operations Net Income	(5,546)	17,642	3,047	(154.9)	(82.7)					
<b>Discontinued Operations Net Income</b>	(2,387)	183	-	(100.0)	(100.0)					
Net Income	(7,933)	17,825	3,047	(138.4)	(82.9)					
Continued Operations Net margin (%)	-4.0%	9.1%	2.0%							
EBITDA	4,563	31,359	12,611	176.4	(59.8)					
EBITDA margin (%)	3.3%	16.2%	8.4%							
Investments	11,651	8,911	8,451	(27.5)	(5.2)					

EBITDA = earnings before interest, taxes, depreciation and amortization.

(1) The results obtained by Romi Italy, the Company's Italian subsidiary, who is in liquidation, is being presented as "discontinued operations net income" in the periods respectively identified above.



## **CORPORATE PROFILE**

Indústrias Romi S.A., founded in 1930, is the leader in the Brazilian industrial machinery and equipment market, and an important manufacturer of raw and machined cast iron parts. The Company is listed on BM&FBovespa's "New Market", which is reserved for companies with a higher level of corporate governance. Romi manufactures machine tools (Conventional Lathes, CNC (Computerized Numerical Control) Lathes, Lathing Centers, Machining Centers, Vertical and Horizontal Heavy and Extra-Heavy Lathes and Drilling Mills), plastic injection and blow molding machines, and nodular or vermicular gray cast iron parts, which may be supplied in raw or machined form. The Company's products and services are sold around the world and used by various industrial segments, such as the automotive (light and heavy), agricultural machinery, capital goods, consumer goods, tools, hydraulic equipment and wind energy industries, among many others.

The Company has 11 manufacturing units, four of which are dedicated to the final assembly of industrial machinery. Romi also operates two foundries, three units for component machining, one unit for the manufacture of steel sheet components, and a plant for the assembly of electronic control panels. Of these, nine are located in Brazil and two in Germany. The Company has installed capacity for the production of approximately 3,450 industrial machines and 50,000 tons of castings per year.

The Machine Tools business unit accounted for 67.2% of the Company's revenue for the first three months of 2014. The Plastic Processing Machines and Raw and Machined Cast Iron Parts business units contributed 18.5% and 14.3%, respectively, of the revenue for the quarter.

## CURRENT ECONOMIC SCENARIO

Brazilian industry posted expansion for the fourth straight month, showing slight acceleration in activity in March, with higher levels of production and employment. However, inventories are also rising, and unless demand surprises on the positive side in the coming months, this scenario will likely not be sustained.

Interest rates' steady rise in recent months, accompanied by events such as the World Cup and the presidential elections, among other factors, contribute to the continuation of the scenario of volatility observed thus far in 2014, with growing uncertainties and consequently lack of confidence in the business community. This is shown in the graph below, charting the Industrial Executive Confidence Index (ICEI), released by the National Confederation of Industry (CNI), which reached 49.2 points in April 2014:



Numbers below 50.0 points represent lack of confidence, according to the CNI.

Data from ABIMAQ (Brazilian Machinery and Equipment Industry Association) on the domestic mechanical capital goods industry's revenue show that demand for machinery and equipment in Brazil was weak in the initial months of 2014, reflecting the situation of uncertainties experienced by the local industry.

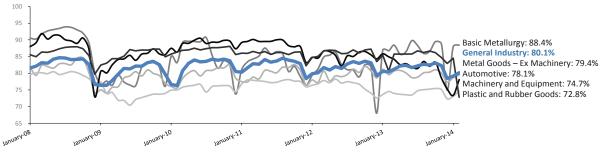
According to data from the National Association of Automotive Vehicle Manufacturers (Anfavea), production fell in the first quarter of 2014 in relation to the same period of 2013, by 8.8% in light vehicles, 1.5% in trucks, 3.2% in buses, and 13.0% in agricultural machinery.

These segments are significant for Romi's operations, especially for the Raw and Machined Cast Iron Parts Business Units.

Directly responsible for nearly 20% of Brazilian industrial GDP, and indirectly for an additional considerably portion, the automotive industry ended March with inventories of over 48 days – the largest since 2008.

According to a report by the consultancy Roland Berger in partnership with Automotive Business on the expectations of executives of the automotive sector and the vehicle market in Brazil, 2014 should be a challenging year, with prospects for stagnation or moderate growth in the sector, and a lull in investments.

The level of installed capacity utilization (NUCI) of industry in general in São Paulo state, measured by the São Paulo State Federation of Industries (FIESP), has shown stability in 2014 in comparison to 2013, demonstrating that investments in 2014 will have greater focus on increasing productivity and not on expanding installed capacity:



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

On the other hand, the Investment Sustaining Program (PSI) of the National Bank of Economic and Social Development (BNDES), in effect through the end of 2014 with very attractive rates, of 4.5% to 6.0% per year, depending on the size of the contracting company, stimulates new investments and makes Romi's products more competitive against imported products.

The Dollar, whose average rate in Reais is up 18.5% in 1Q14 in relation to 1Q13, is also an important factor for the local industry's competitiveness. In addition to stimulating exports, it makes imported products, the main competitors of Romi's products in the Brazilian market, less attractive.

Despite the challenging scenario, Romi achieved in the first quarter of 2014, a volume of order entry (excluding B+W's order entry) 2.6% higher compared to the same period in 2013. In addition, due to all operational adjustments made in recent years, which lowered operating costs and expenses, Romi managed to achieve EBITDA of R \$ 12.6 million, representing an EBITDA margin of 8.4%. These amounts represent a significant improvement over those achieved in 1Q13, demonstrating that the budget planning, considering a moderate growth scenario for 2014 and targeting to increase profitability and cash generation, have been adequate.

## MARKET

Romi's main competitive advantages in the domestic market – products with cutting-edge technology, the company's own nationwide distribution network, ongoing technical assistance, availability of attractive customer credit packages in local currency, and short product delivery times – are all recognized by customers, providing for the ROMI® brand name a traditional and prestigious reputation.

Order Entry (R\$ 000) Gross Values, sales taxes included	1Q13	2Q13	3Q13	4Q13	1Q14	Chg % 1Q14/1Q13	Chg % 1Q14/4Q13
Machine Tools	84,479	173,368	144,518	119,676	119,538	41.5%	-0.1%
Plastic Machines	25,462	45,484	25,686	35,170	18,337	-28.0%	-47.9%
Rough and Machined Cast Iron Parts	43,071	37,495	35,949	25,940	36,447	-15.4%	40.5%
Total	153,012	256,347	206,154	180,786	174,321	13.9%	-3.6%

In 1Q14, the Company obtained an order entry volume 13.9% greater than in 1Q13. Excluding B+W's, order entry in 1Q14 were 2.6% greater than that obtained in 1Q13, showing stability in 2014 in relation to 2013.

The Machine Tools Business Unit posted, for 1Q14, performance 41.5% greater than that observed in 1Q13. The growth in B+W's order entry was quite significant, and nevertheless, there was a 21.1% increase in demand for Romi machines. Part of this increase was achieved through sales by the Company's European subsidiaries, whose sales of machine tools have been growing consistently.

The Plastic Processing Machines Business Unit, whose consumer markets are those with the greatest relation with consumption (packaging, for example), historically captures the impacts of the economy with greater speed, reflecting, at the beginning of this year, the instability and volatility of the Brazilian economic situation, which weighs down on demand for investments.

The Raw and Machined Cast Iron Parts Business Unit's demand was down 15.4% in the first quarter of 2014 in relation to the same quarter of 2013, indicating a challenging scenario for 2014. Two of the main segments served by this business unit, commercial automotive and agricultural, are experiencing diminishing production volume, as commented upon previously. Meanwhile, the wind energy segment, responsible for 33% of this unit's revenue in 2013, should not have the same share in 2014, since market conditions have been very challenging.

Order Book (R\$ 000) Gross Values, sales taxes included	1Q13	2Q13	3Q13	4Q13	1Q14	Chg % 1Q14/1Q13	Chg % 1Q14/4Q13
Machine Tools	176,377	246,312	254,591	238,522	227,486	29.0%	-4.6%
Plastic Machines	31,209	45,969	49,219	41,345	38,233	22.5%	-7.5%
Rough and Machined Cast Iron Parts	37,026	37,846	35,505	29,556	38,388	3.7%	29.9%
Total	244,612	330,127	339,315	309,423	304,107	24.3%	-1.7%

Note: The order backlog figures do not include parts, services and resales.

As at March 31, 2014, the order backlog totaled R\$ 304.1 million, 24.3% greater than the backlog at the end of the first quarter of 2013 and 1.7% lower than the volume observed at the end of 2013, pointing towards consistency for the coming quarters.

## **OPERATING PERFORMANCE**

#### NET OPERATING REVENUE

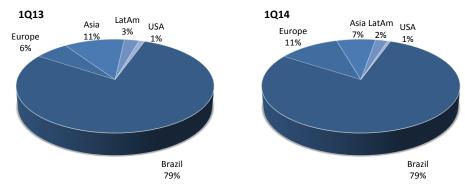
The Net Operating Revenue recorded by the Company in 1Q14 reached R\$ 150.7 million, up 7.4% from 1Q13, with the highlight being the Plastic Processing Machines business unit.

In relation to the immediately prior quarter, it is normal for there to be a decrease in volume invoiced due to the seasonal nature of this type of business. Traditionally, the volume of revenue is greater in the second half of the year, as a result of sales made in trade shows that take place in the month of May.

		Quarter								
Net Operating Revenue (R\$ 000) <sup>(2)</sup>	1Q13	4Q13	1Q14	Chg % 1Q/1Q	Chg % 1Q/4Q					
Machine Tools <sup>(3)</sup>	98,871	145,464	101,298	2.5%	-30.4%					
Plastic Machines	17,449	22,697	27,829	59.5%	22.6%					
Raw and Machined Cast Iron Parts	23,995	25,626	21,603	-10.0%	-15.7%					
Total	140,315	193,786	150,730	7.4%	-22.2%					

(2) The income statements by business unit and B+W's financial statements are presented in the appendices to this report.
(3) Of the amount of R\$ 24.4 million attributed to B+W in 1Q14, R\$ 4.1 million represents sales of equipment manufactured by B+W for Romi's plant in Brazil. Upon consolidating net operating revenue for the quarter, the result of this transaction between the companies of the group was disregarded. The same happened in 4Q13, when the amount deducted was R\$ 7.8 million.

The domestic market accounted for 78.6% of Romi's revenue in 1Q14. Considering the revenue obtained in the foreign market, which takes into account sales by Romi's subsidiaries abroad (Mexico, US, UK, France, Germany, Spain and B+W), the breakdown of Romi's total revenue, by geographical region, was:



Below, we show the revenue obtained in the foreign market, in Reais and Dollars:

Foreign Sales		Quarter							
	1Q13	4Q13	1Q14	Chg % 1Q/1Q	Chg % 1Q/4Q				
Net Sales (R\$ 000)	30.0	49.0	32.7	9.2%	-33.2%				
Net Sales (US\$ 000)	15.7	21.5	13.8	-11.8%	-35.7%				

#### **Machine Tools**

This unit's net operating revenue reached R\$ 101.3 million for 1Q14, of which R\$ 20.3 million refers to the consolidation of B+W's net operating revenue. This consolidated amount represented a 2.5% increase compared to the same quarter of 2013. Excluding the effects of B+W on this comparison, this business unit's net operating revenue was R\$ 81.0 million for 1Q14, representing a 3.1% increase in relation to 1Q13.

Upon observing B+W's order backlog for 2014, it can be noted that, as in 2013, there will be a greater concentration of revenue in the second half of the year, especially in the fourth quarter.

In 2013, the most recurring segments among those served by this business unit included job shops, machinery and equipment, automotive (light and heavy), tooling, education and agricultural machinery.

In the first three months of 2014, 245 new machines were sold, down 38.8% from the same period last year (400 units). Despite this significant decline, revenue was slightly greater, with more larger machines.

#### **Plastic Processing Machines**

In 1Q14, the Plastic Processing Machines Business Unit's net operating revenue totaled R\$ 27.8 million, 59.5% up from 1Q13 and 22.6% greater than that achieved in the fourth quarter of 2013, even considering the seasonal variation in this business, which points toward greater revenue at the end of the year than at the beginning, as mentioned previously.

This concentration of revenue in the first quarter is due to the business unit's solid backlog at the end of 2013, whose deliveries are scheduled for the first half of 2014.

The sectors with the greatest demand for this business unit's products in the first three months of 2014 were packaging, automotive, furniture, civil construction, and services. In this quarter, 53 new machines were sold, an amount 20.5% greater than that achieved in the same period of 2013 (44 machines).

#### **Raw and Machined Cast Iron Parts**

In 1Q14, this unit's net operating revenue was R\$ 21.6 million, representing a 10.0% drop in relation to the same quarter of 2013, due to a decline in the pace of production in the commercial automotive (trucks) and wind energy sectors, commented upon in the "Current Economic Scenario" section.

In 1Q14, 3,731 tons of raw and machined cast iron parts were sold, up 3.7% from the first three months of 2013 (3,598 tons).

#### **OPERATING COSTS AND EXPENSES**

The gross margin of 29.0% obtained in 1Q14 was 320 basis points greater than that obtained in 1Q13, and down 360 bps from that obtained for 4Q13. Disregarding B+W, gross margin would have been 30.4%.



The gradual recovery of prices, associated with the appreciation of the Dollar, makes Romi's products more competitive. Operating efficiency measures, accompanied by constant initiatives to contain costs, have been the main factors responsible for the consistent results achieved by the Company.

On the other hand, this appreciation of the Dollar impacts part of the Company's costs, since 30% to 35% of Romi's cost structure is composed by product whose price is linked to the exchange rate.

In addition, the scenario of a rising Selic rate, which is currently at 11% per year, pressures inflation of products produced in Brazil, and 22% of the Company's cost structure comprises products manufactured in Brazil.

		Quarter							
Gross Margin	1Q13	4Q13	1Q14	Chg bps 1Q/1Q	Chg bps 1Q/4Q				
Machine Tools	31.0%	37.7%	34.2%	320	(350)				
Plastic Machines	32.5%	33.3%	37.3%	480	400				
Raw and Machined Cast Iron Parts	-0.8%	2.9%	-6.4%	(560)	(930)				
Total	25.8%	32.6%	29.0%	320	(360)				
		Quarter							
			Quarter						
EBIT Margin	1Q13	4Q13	Quarter 1Q14	Chg bps 1Q/1Q	Chg bps 1Q/4Q				
EBIT Margin Machine Tools	<b>1Q13</b> 0.5%	<b>4Q13</b> 18.0%		Chg bps					
		-	1Q14	Chg bps 1Q/1Q	1Q/4Q				
Machine Tools	0.5%	18.0%	1Q14 6.7%	Chg bps 1Q/1Q 620	1Q/4Q (1,130)				

Meanwhile, operating margin came in at 2.5% for 1Q14, up 580 bps from 1Q13. Disregarding B+W in this scenario, operating margin would have been 4.2%, representing improvement of 600 bps in relation to 1Q13.

A decrease in allowance for doubtful accounts expenses once again impacted comparisons, having gone from R\$ 5.4 million in 1Q13 to R\$ 0.4 million in 1Q14, an amount similar to that obtained in the last four quarters. The backlog's quality has been improving consistently, reducing the need for accounting for losses. This has only been possible because the Company has adjusted the financing conditions offered, migrating from Finame Manufacturer to Finame Buyer, without negative impact on sales. Through this change, the Company no longer took responsibility for the default of the loan and consequently reduced its exposure to the risk of default. Considering the Finame Manufacturer financing, both in current and non-current liabilities, compared to Shareholder's Equity, presented on the Balance Sheet as of March 31, 2014 and 2013, the reduction was from 0.85 to 0.54.

Even with the improvements presented in product price, the level of utilization of operational assets is still low, having a negative effect on faster recovery of Romi's margins, especially in the Raw and Machined Cast Iron Parts Business Unit, which, over the course of 1Q14, had even lower utilization of its installed capacity.

#### **Machine Tools**

This business unit's gross margin was 34.2% for 1Q14, improving 320 bps in relation to 1Q13. This result is mainly due to gradual price recovery observed in recent quarters due to the Dollar's appreciation.

The operating margin for this business unit, in the first quarter of 2014, was 6.7%, up 620 bps from 1Q13, due to a larger volume of revenue in the quarter.

Initiatives geared towards flexibilization made Romi's production more agile. Production batches at all units were adjusted, increasing the availability of assemblies at the right time of the production process. Thus, despite the low volume of activity in the quarter, the results were positive.

#### **Plastic Processing Machines**

In this business unit, gross margin reached 37.3% for 1Q14, representing 480 bps improvement in relation to 1Q13.

Meanwhile, the business unit achieved an operating margin of 4.0%, up 1,630 bps from 1Q13, as a result of the improvement in prices achieved in the period and the volume invoiced in the quarter.

#### **Raw and Machined Cast Iron Parts**

This business unit's gross margin was a negative 6.4% for 1Q14, falling 560 bps in relation to 1Q13.

As commented upon previously, the drop in revenue, or low utilization of installed capacity, which made it impossible for there to be greater dilution of fixed expenses and costs in the period, along with inflationary pressures on the business unit's costs, had negative impacts on the results obtained for the first quarter of 2014 in relation to recent periods.

#### **EBITDA AND EBITDA MARGIN**

In 1Q14, the Continuing Operations' operating cash generation as measured by EBITDA (Earnings before Interest, Taxes, Depreciation and Amortization) was R\$ 12.6 million, representing an EBITDA margin of 8.4% for the quarter, as shown in the table below:

Reconciliation of Net Income to EBITDA	Quarter						
(R\$ 000)	1Q13	4Q13	1Q14	Chg 1Q/1Q	Chg 1Q/4Q		
Net Income	(5,546)	17,642	3,047	-154.9%	-82.7%		
Income tax and social contributions	(2,280)	8,215	240	-110.5%	-97.1%		
Net Financial Income	3,161	(3 <i>,</i> 673)	449	-85.8%	-112.2%		
Depreciation and amortization	9,228	9,175	8,875	-3.8%	-3.3%		
EBITDA	4,563	31,359	12,611	176.4%	-59.8%		
EBITDA Margin	3.3%	16.2%	8.4%				

All the factors and effects mentioned in the "Operating Expenses and Costs" section also affected Romi's EBITDA in the period:

- Gradual recovery of prices and agility in customer service, which help maintain market share and increase gross margin.
- Flexibility in the offering of equipment to customers, meeting their needs, which improves the competitiveness of Romi products;
- Various continuous improvement projects with the purpose of not only reducing costs and expenses in general, but also controlling production metrics.
- Decrease in delinquency and change in the profile of financing for customers, migrating from Finame Manufacturer to Finame Buyer, reducing the need for allowance for doubtful accounts.

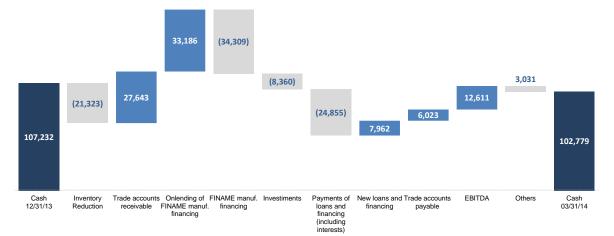
#### PROFIT

Profit was R 3.0 million for 1Q14, representing a significant improvement from the R 5.5 million loss for 1Q13.



## CHANGES IN CASH AND CASH EQUIVALENTS

The main changes in cash and cash equivalents in 1Q14 are described below:



#### Inventories

The main change in inventories in the period is due to a one-off increase in the volume of assembly kits, which is part of the project to shorten production lead time, increase flexibilization of construction, and consequently the supply of machinery.

In the quarter, there was also greater release of machinery pending reintegration, which leaves the "Other receivables" line and goes to the "Inventories" line, within the context of used machinery.

#### Trade accounts receivable

In relation to the fourth quarter of 2013, in 1Q14 there was a more intense pace of release of financing by commercial banks and the BNDES. On the other hand, the volume invoiced was approximately R\$ 20 million smaller. Together, these factors contributed to a decrease in trade accounts receivable.

#### Investments

Investments totaled R\$ 8.4 million in 1Q14, of which R\$ 4.1 million for the purchase of equipment developed by B+W for Romi's plant in Brazil with the purpose of upgrading the machining facilities, as part of the investment plan for the year 2014.

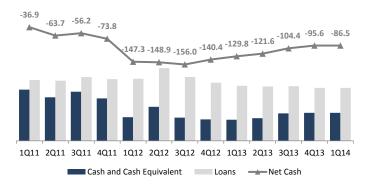
## FINANCIAL POSITION

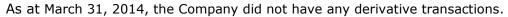
Short-term investments, including those backed by debentures, are made with financial institutions with low credit risk and their yield is substantially pegged to the interbank deposit rate ("CDI"). The consolidated position of cash and cash equivalents as at March 31, 2013, was R\$ 102.8 million.

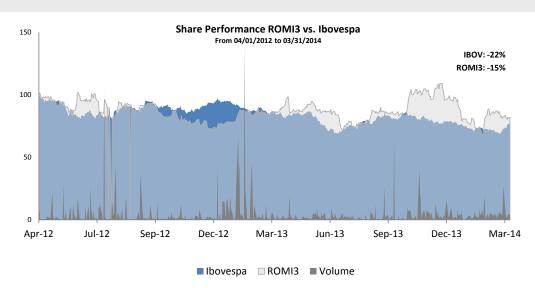
Romi's borrowings are used mainly in investments to expand plant capacity and upgrading, and financing exports and imports. As at March 31, 2014, the amount of financing in local currency was R\$ 173.0 million, and in foreign currency, R\$ 16.2 million, totaling the amount of R\$ 189.3 million.

The Company's net debt in the first quarter of 2014 decreased by R\$ 9.2 million.









## **CAPITAL MARKETS**

Source: BMF&Bovespa

At the end of the first quarter of 2014, Romi's common shares (ROMI3) were traded at R\$ 5.10, posting depreciation of 14.3% in the quarter (1Q14 vs. 4Q13), and 5.9% in the trailing 12 months. The BM&FBovespa Index fell 2.1% in the quarter, and was down 10.5% since the end of March 2013.

The Company's market capitalization as at March 31, 2013 was R\$ 366.0 million, and the average daily trading volume for 1Q14 was R\$ 353 thousand, and for the 12-month period through March, R\$ 301 thousand.



# Consolidated Balance Sheet (R\$ 000)

ASSETS	03/31/13	12/31/13	03/31/14	LIABILITIES AND SHAREHOLDER'S EQUITY	03/31/13	12/31/13	03/31/14
CURRENT	796,742	784,796	761,983	CURRENT	467,505	413,386	395,693
Cash and Cash equivalents	82,963	107,232	102,779	Loans and financing	67,567	54,169	48,797
Trade accounts receivable	100,724	120,371	94,989	FINAME manufacturer financing	270,630	210,429	191,332
Onlending of FINAME manufacturer financing	299,910	243,434	225,946	Trade accounts payable	47,511	43,392	49,415
Inventories	271,964	274,066	295,389	Payroll and related taxes	22,386	23,960	25,893
Recoverable taxes	12,895	13,932	16,146	Taxes payable	6,338	16,364	6,827
Related Parties	530	643	682	Advances from customers	35,691	54,836	57,992
Other receivables	27,756	25,118	26,052	Interest on capital, dividends and participations	429	769	441
				Other payables	13,868	9,269	14,805
NONCURRENT	732,793	636,334	617,447	Related Parties	541	198	191
Long-Term Assets	404,840	292,516	275,034	Accounts Payables for Discontinued Operation	2,544	•	•
Trade accounts receivable	12,778	10,814	8,553				
Onlending of FINAME manufacturer financing	270,153	190,712	175,014	NON CURRENT	436,371	357,821	333,408
Recoverable taxes	688	1,267	2,104	Long-term liabilities			
Deferred income and social contribution taxes	54,332	50,487	51,651	Loans and financing	143,186	148,704	140,472
Escrow Deposits	1,755	1,465	1,360	FINAME manufacturer financing	262,557	172,274	157,062
Other receivables	34,987	37,771	36,352	Deferred income and social contribution taxes	21,115	25,977	24,972
Assets fo Discontinued Operation	30,147			Taxes payable	1,779	2,214	2,305
				Reserve for contingencies	6,959	7,829	7,978
Investments				Other payables	775	823	619
Property, Plant and Equipment, net	267,436	272,559	273,642				
Investment in Subsidiaries and Associate Companies	1,865	2,327	2,249	SHAREHOLDER'S EQUITY	624,081	648,235	648,777
Investment Property	16,103	19,989	19,798	Capital	489,973	489,973	489,973
Intangible assets	42,549	48,943	46,724	Capital reserve	2,052	2,052	2,052
				Retained earnings	139,741	140,784	140,784
TOTAL ASSETS	1,529,535 1,421,130	1,421,130	1,379,430	Income (loss) for the period for Discontinued Operation	(5,667)		2,951
				Income (loss) for the period for Continued Operation	(2,387)	•	
				Other accumulated comprehensive income	369	15,426	13,017
				NON CONTROLLING INTERESTS	1,578	1,688	1,552
				TOTAL SHAREHOLDER'S EQUITY	625,658	649,923	650,329

# FINANCIAL STATEMENTS

1,529,535 1,421,130 1,379,430

TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY

#### **Consolidated Income Statement**

(R\$ thousand)

	1Q13	4Q13	1Q14	Chg % 1Q/1Q	Chg % 1Q/4Q
Continued Operation Net Operating Revenue	140,315	193,786	150,730	7.4	(22.2)
Cost of Gods Sold	(104,143)	(130,547)	(107,054)	2.8	(18.0)
Continued Operation Gross Profit	36,172	63,239	43,676	20.7	(30.9)
Continued Operation Gross Margin %	25.8%	32.6%	29.0%		
Operating Expenses	(40,837)	(41,054)	(39,940)	(2.2)	(2.7)
Selling expenses	(16,112)	(19,514)	(18,425)	14.4	(5.6)
Research and development expenses	(4,575)	(4,810)	(5,164)	12.9	7.4
General and administrative expenses	(18,849)	(15,710)	(16,182)	(14.1)	3.0
Management profit sharing and compensation	(1,498)	(1,592)	(1,629)	8.7	2.3
Other operating income, net	197	572	1,460	641.1	155.2
Continued Operation Operating Income before Financial Results	(4,665)	22,185	3,736	(180.1)	(83.2)
Continued Operation Operating Margin %	-3.3%	11.4%	2.5%		
Continued Operations Financial Results, Net	(3,161)	3,673	(449)	(85.8)	(112.2)
Financial income	3,876	8,174	5,712	47.4	(30.1)
Financial expenses	(6,143)	(7,317)	(4,986)	(18.8)	(31.9)
Exchance gain (loss), net	(894)	2,816	(1,175)	31.4	(141.7)
Continued Operations Operating Income	(7,826)	25,858	3,287	(142.0)	(87.3)
Income tax and social contribution	2,280	(8,215)	(240)	(110.5)	(97.1)
Income (loss) for Continued Operation	(5,546)	17,642	3,047	(154.9)	(82.7)
Income (loss) for Discontinued Operation	(2,387)	183	-	(100.0)	(100.0)
Net income	(7,933)	17,825	3,047	(138.4)	(82.9)
Continued Operation Net Margin %	-4.0%	9.1%	2.0%		
Net profit concerning:					
Controlling interests	(8,054)	17,700	2,951	(136.6)	(83.3)
Non controlling interests	121	125	96	(20.7)	(23.2)
EBITDA for Continued Operation	4,563	31,359	12,611	176.4	(59.8)
Net income / loss for the period	(5,546)	17,642	3,047	(154.9)	(82.7)
Income tax and social contribution	(2,280)	8,215	240	(110.5)	(97.1)
Financial income, net	3,161	(3,673)	449	(85.8)	(112.2)
Depreciation	9,228	9,175	8,875	(3.8)	(3.3)
Continued Operation EBITDA Margin %	3.3%	16.2%	8.4%		
№ of shares in capital stock (th)	71,758	71,758	71,758	-	-
Continued Operation Net income per share - R\$	(0.08)	0.25	0.04	(154.9)	(82.7)



## **Consolidated Cash Flow Statement**

(R\$ thousand)

	1Q13	4Q13	1Q14
Cash from operating activities			
Net Income Continued Operations	(7,826)	25,858	3,287
Net Income Discontinued Operations	(2,387)	183	-
Financial expenses and exchange gain	1,771	(906)	818
Depreciation and amortization	9,348	9,577	8,875
Allowance for doubtful accounts and other receivables	6,299	2,726	1,962
Proceeds from sale of fixed assets	213	(1,137)	162
Provision for inventory realization	2,511	(3,453)	1,551
Reserve for contingencies	(482)	80	149
Change on operating assets			
Trade accounts receivable	23,537	(8,868)	29,325
Related Parties	-	317	78
Onlending of FINAME manufacturer financing	53,763	40,515	35,027
Inventories	5,734	26,771	(29,241)
Recoverable taxes, net	(2,296)	(1,498)	(2,336)
Escrow deposits	(58)	(1)	105
Other receivables	(301)	1,388	3,151
Change on operating liabilities			
Trade accounts payable	7,211	(12,862)	6,786
Payroll and related taxes	2,384	(7,695)	1,933
Taxes payable	(5,295)	(986)	(6,326)
Advances from customers	(4,434)	13,181	3,156
Other payables	(1,307)	(9,626)	5,733
Change on assets and liabilities of Discontinued Operation	-	(1,625)	-
Cash provided by (used in) operating activities	88,385	71,939	64,195
Income tax and social contribution paid	(1,622)	(279)	(6,356)
Net Cash provided by (used in) operating activities	86,763	71,660	57,839
Purchase of fixed assets	(11,651)	(6,140)	(8,360)
Sales of fixed assets	-	2,394	-
Increase in intangible assets	-	-	(91)
Net cash used in investing activities	(11,651)	(3,746)	(8,451)
Interest on capital paid	(291)	-	(970)
New loans and financing	7,355	15,027	7,962
Payments of loans and financing	(18,731)	(25,245)	(22,827)
Interests paid (including FINAME manufacturer financing)	(11,053)	(8,454)	(6,598)
New loans in FINAME manufacturer	22,417	24,082	31,203
Payment of FINAME manufacturer financing	(76,221)	(66,371)	(60,942)
Net Cash provided by (used in) financing activities	(76,524)	(60,961)	(52,172)
Increase (decrease) in cash and cash equivalents	(1,412)	6,953	(2,784)
Exchange variation changes on cash and cash equivalents abroad	104	(4,865)	(1,669)
Cash and cash equivalents - beginning of period	82,320	105,144	107,232
Cash and cash equivalents - end of period	81,012	107,232	102,779



## Appendix I - Income Statements by Business Unit

#### Income Statement by Business Units - 1Q14

			Rough and	
R\$ 000	Machine	Plastic	Machined	Total
N9 000	Tools	Machines	Cast Iron	TOtal
			Parts	
Continued Operations Net Operating Revenue	101,298	27,829	21,603	150,730
Cost of Sales and Services	(64,233)	(14,734)	(28,087)	(107,054)
Business Units Transfers	1,538	-	5,107	(6,645)
Business Units Transfers	(3,929)	(2,712)	(4)	6,645
Continued Operations Gross Profit	34,674	10,383	(1,381)	43,676
Continued Operations Gross Margin %	34.2%	37.3%	-6.4%	29.0%
Operating Expenses	(27,917)	(9,268)	(2,755)	(39,940)
Selling	(12,637)	(4,847)	(941)	(18,425)
General and Administrative	(11,830)	(2,780)	(1,572)	(16,182)
Research and Development	(3,632)	(1,532)	-	(5,164)
Management profit sharing	(1,096)	(291)	(242)	(1,629)
Other operating revenue	1,278	182	-	1,460
Continued Operations Operating Income before	6,757	1,115	(4,136)	3,736
Financial Results	0,757	1,115	(4,130)	3,730
Continued Operations Operating Margin %	6.7%	4.0%	-19.1%	2.5%
Depreciation	5,083	664	3,128	8,875
Continued Operations EBITDA	11,840	1,779	(1,008)	12,611
Continued Operations EBITDA Margin %	11.7%	6.4%	-4.7%	8.4%

#### Income Statement by Business Units - 1Q13

R\$ 000	Machine Tools	Plastic Machines	Rough and Machined Cast Iron Parts	Total
Continued Operations Net Operating Revenue	98,871	17,449	23,995	140,315
Cost of Sales and Services	(67,704)	(9,980)	(26,459)	(104,143)
Business Units Transfers	2,821	-	4,219	(7,040)
Business Units Transfers	(3,307)	(1,789)	(1,944)	7,040
Continued Operations Gross Profit	30,681	5,680	(189)	36,172
Continued Operations Gross Margin %	31.0%	32.5%	-0.8%	25.8%
Operating Expenses	(30,150)	(7,830)	(2,857)	(40,837)
Selling	(11,877)	(3,367)	(868)	(16,112)
General and Administrative	(14,199)	(2,842)	(1,808)	(18,849)
Research and Development	(3,159)	(1,416)	-	(4,575)
Management profit sharing	(1,112)	(205)	(181)	(1,498)
Other operating revenue	197	-	-	197
Continued Operations Operating Income before Financial Results	531	(2,150)	(3,046)	(4,666)
Continued Operations Operating Margin %	0.5%	-12.3%	-12.7%	-3.3%
Depreciation	5,372	529	3,327	9,228
Continued Operations EBITDA	5,903	(1,621)	281	4,562
Continued Operations EBITDA Margin %	6.0%	-9.3%	1.2%	3.3%



## Appendix II - Financial Statements for B+W

TOTAL ASSETS

#### Balance Sheet B+W

	(€ 000)			
ASSETS	03/31/13	12/31/13	03/31/14	
CURRENT	21.868	22.882	22.255	
Cash and Cash equivalents	2.787	5.508	4.147	
Trade accounts receivable	4.050	3.751	3.063	
Inventories	13.636	11.571	11.820	
Recoverable taxes	870	392	964	
Related Parties	206	1.457	2.090	
Other receivables	319	203	172	
NONCURRENT	29.021	29.286	29.766	
Long-Term Assets	137	196	181	
Other receivables	137	196	181	
Investments				
Property, Plant and Equipment, net	13.885	14.546	15.185	
Investment in Subsidiaries and Associate Companies	723	722	722	
Intangible assets	14.276	13.822	13.679	

	(€ 000)			
LIABILITIES AND SHAREHOLDER'S EQUITY	03/31/13	12/31/13	03/31/14	
CURRENT	17.930	17.313	16.985	
Loans and financing	147	29	4	
Trade accounts payable	3.671	1.066	825	
Payroll and related taxes	1.483	773	1.320	
Taxes payable	336	1.418	972	
Advances from customers	10.252	11.938	11.863	
Other payables	1.832	1.888	1.800	
Related Parties	210	201	201	
NON CURRENT	9.126	9.362	9.304	
Long-term liabilities				
Loans and financing	3.606	3.967	3.950	
Deferred income and social contribution taxes	5.520	5.395	5.354	
SHAREHOLDER'S EQUITY	23.833	25.494	25.731	
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	50.889	52.168	52.020	

50.889

52.168

52.020

#### **Income Statement B+W**

	€ 000				
	1Q13	4Q13	1Q14	Chg % 1Q/1Q	Chg % 1Q/4Q
Net Operating Revenue	7,700	12,854	7,555	(1.9)	(41.2)
Cost of Gods Sold	(6,400)	(9,170)	(6,049)	(5.5)	(34.0)
Gross Profit	1,301	3,683	1,506	15.8	(59.1)
Gross Margin %	16.9%	28.7%	19.9%		
Operating Income (Expenses)	(2,010)	(2,003)	(1,904)	(5.2)	(4.9)
Selling expenses	(868)	(778)	(584)	(32.7)	(24.9)
General and administrative expenses	(1,141)	(1,225)	(1,320)	15.7	7.8
Operating Income before Financial Results	(709)	1,680	(398)	(43.9)	(123.7)
Operating Margin %	-9.2%	13.1%	-5.3%		
Financial Results, Net	(93)	(52)	(114)	21.9	117.8
Operating Income	(803)	1,628	(512)	(36.3)	(131.4)
Income tax and social contribution	99	(546)	41	(58.8)	-
Net income	(703)	1,082	(471)	(33.1)	(143.5)
Net Margin %	-9.1%	8.4%	-6.2%		
EBITDA	(138)	2,226	45	(132.7)	(98.0)
Net income / loss	(703)	1,082	(471)	(33.1)	(143.5)
Income tax and social contribution	(99)	546	(41)	(58.8)	-
Financial Results, Net	93	52	114	21.9	117.8
Depreciation	571	546	443	(22.5)	(18.8)
EBITDA Margin %	-1.8%	17.3%	0.6%		

Statements contained in this release related to the Company's business outlook, projections of operating and financial results, and references to the Company's growth potential are mere forecasts and have been based on Management's expectations regarding its future performance. These expectations are highly dependent upon market behavior, economic conditions in Brazil, the industry and international markets, therefore being subject to changes.

