



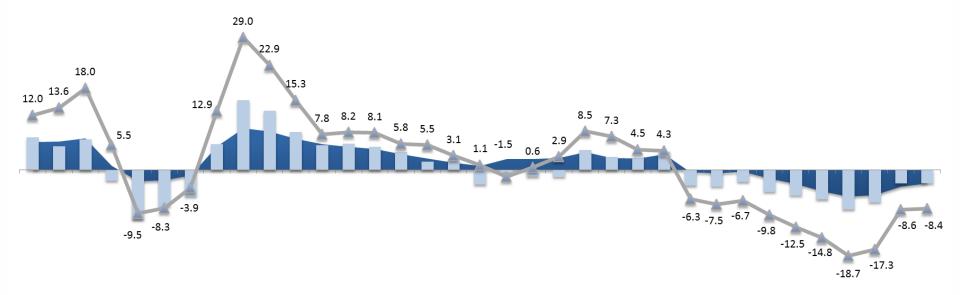
4Q16 Earnings Release

February 08, 2017

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.

Important Note

- **Revenues** of Rough and Machined Cast Iron Parts grew 53.8% in 2016 over 2015.
- **EBITDA** in 4Q16 was negative by **R\$12.6 million**, impacted by the effects of the structure reorganization, which amounted to R\$12.4 million.
- In 2016, compared with 2015, the Rough and Machined Cast Iron Parts Business Unit posted improvements of 5.0 and 3.9 percentage points in terms of gross margin and EBITDA, respectively.
- The Company's net debt at the end of 4Q16 was R\$77.4 million, an increase of R\$5.3 million (7.3%) in 2016, impacted mainly by the disbursements related to structure reorganization, which in the year consumed about R\$17.3 million.
- The **orders entry** in 2016 compared with 2015 posted a **growth of 27.7%**, with highlights to the German subsidiary B+W and to the Rough and Machined Cast Iron Parts Business Unit, which posted a growth of 257.7% and 6.9%, respectively.

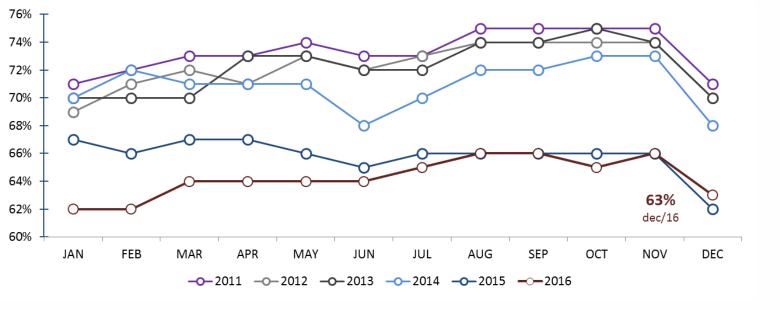


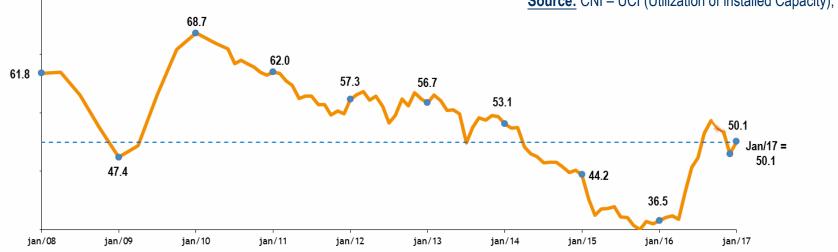
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GDP Industrial GDP ——Gross Fixed Capital Formation

Source: IBGE (fourth quarter this year vs, the same quarter last year)

Conjunctural Indicators – GDP and FBKF





Source: CNI – UCI (Utilization of installed Capacity), December 2016

Source: CNI – ICEI (Industrial Executive Confidence Index), January 2017

Economic Indexes - Conjunctural

Romi Machines

B+W Machines

Rough and Machined Cast Iron Parts





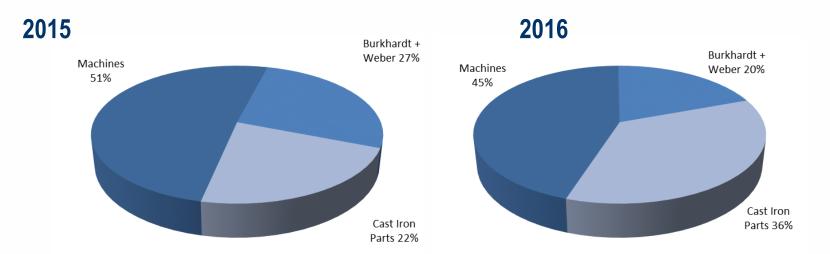


	2016	2015
Automotive	17%	16%
Machines and Equipments	10%	9%
Job Shops	12%	18%
Tolling	7%	1%
Technical Schools	3%	7%
Packing	8%	13%
Others	43%	36%

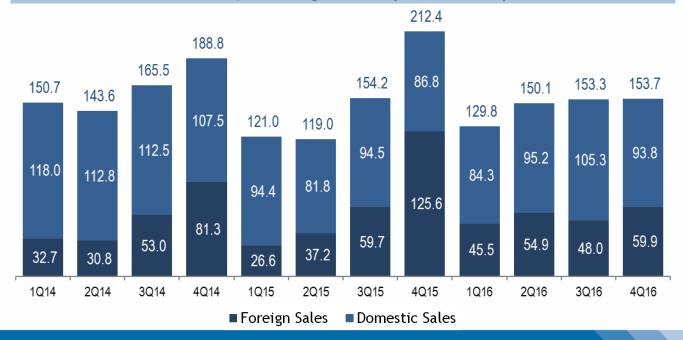
	2016	2015
Machines and Equipments	57%	56%
Motors and Systems	24%	41%
Oil and Gas	18%	0%
Others	1%	3%

	2016	2015
Wind Power	69%	55%
Automotive	11%	20%
Agriculture	14%	19%
Construction	4%	4%
Others	2%	2%

Business units



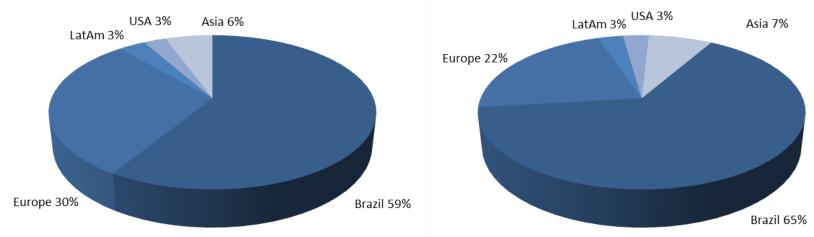




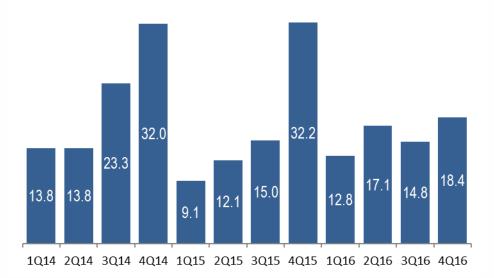
Net Sales per Business Unit

2015

2016



Foreign Sales (US\$ million)



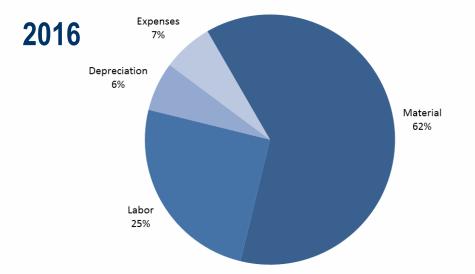
Sales Distribution

Order Entry (R\$ 000) Gross Values, sales taxes included	4Q15	3Q16	4Q16	Chg. 4Q16/3Q16	Chg. 4Q16/4Q15	2015	2016	Chg. 2016/2015
Romi Machines	68,467	62,516	55,612	-11.0%	-18.8%	243,134	242,556	-0.2%
Burkhardt+Weber Machines	11,061	31,333	30,679	-2.1%	177.4%	47,410	169,600	257.7%
Rough and Machined Cast Iron Parts	21,022	39,636	49,194	24.1%	134.0%	196,885	210,516	6.9%
Total	100,551	133,485	135,485	1.5%	34.7%	487,428	622,671	27.7%

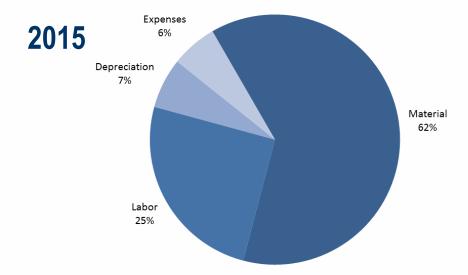
Order Book (R\$ 000) Gross Values, sales taxes included	4Q15	3Q16	4Q16	Chg. 4Q16/3Q16	Chg. 4Q16/4Q15
Romi Machines	72,647	68,180	53 <i>,</i> 339	-21.8%	-26.6%
Burkhardt+Weber Machines	75,673	130,143	125,774	-3.4%	66.2%
Rough and Machined Cast Iron Parts	95,221	82,310	72,943	-11.4%	-23.4%
Total *	243,540	280,633	252,057	-10.2%	3.5%

(*) Order book values doesn't include spare parts and services

Order Entry Backlog

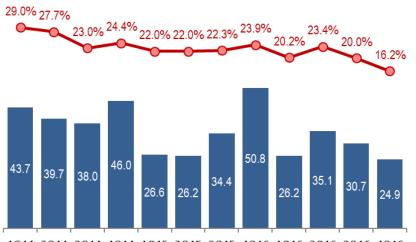


15%	Domestic material
11%	FX Related Domestic Material
18%	Metals
18%	Imported Material



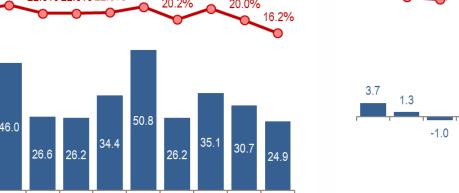
17% Domestic material	
12% FX Related Domestic Mater	ial
15% Metals	
18% Imported Material	

Cost of Goods Sold



Gross Profit (R\$ million) and Gross Margin

1Q14 2Q14 3Q14 4Q14 1Q15 2Q15 3Q15 4Q16 1Q16 2Q16 3Q16 4Q16



1Q14 2Q14 3Q14 4Q14 1Q15 2Q15 3Q15 4Q16 1Q16 2Q16 3Q16 4Q16

-17.3

-6.3

Operating Profit (loss) (R\$ million) and Operating Margin

-7.9%

-9.5

5.5

-14.9%

2.5% 0.9% -0.6% 2.9%

14.9%

31.6

-2.0% -5.2%

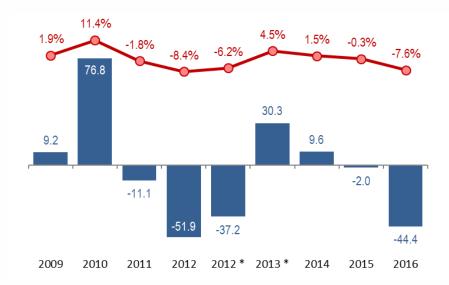
-3.0

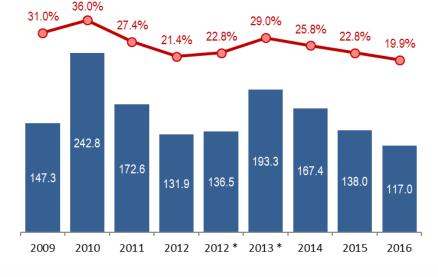
-12.6

-13.6%

-20.9

-8.0



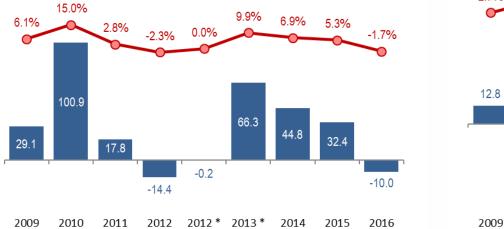


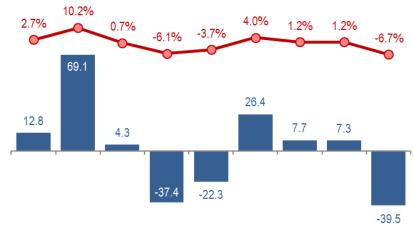
(*) Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

Profitability

Profitability

(*) Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia





2010

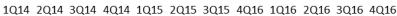
2011

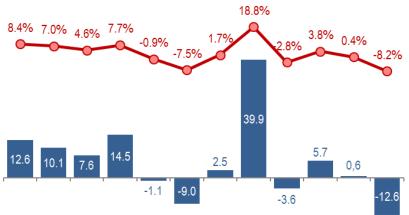
2012

2012 * 2013 *

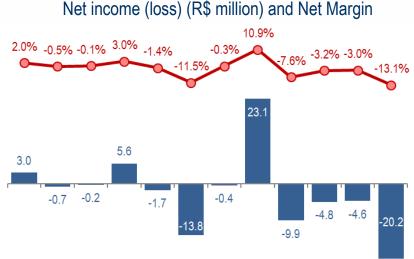
2014

2015





EBITDA (R\$ million) and EBTIDA Margin



1Q14 2Q14 3Q14 4Q14 1Q15 2Q15 3Q15 4Q16 1Q16 2Q16 3Q16 4Q16

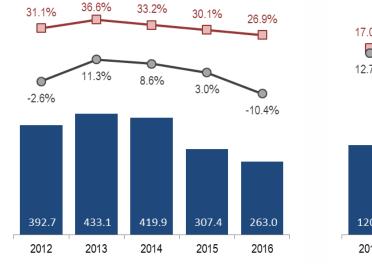
2016

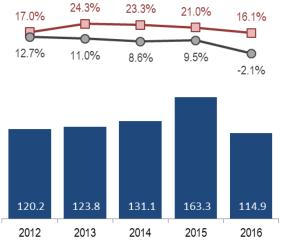
	Quarterly						Accumulated			
Sales	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16	2015	2016
Machines (qty)	271	143	164	199	170	172	192	214	777	748
Burkhardt+Weber (qty)	1	3	6	11	3	3	4	7	21	17
Cast and Iron parts (ton)	3,632	4,060	4,956	4,109	4,240	5,145	5,845	5,174	16,758	20,403

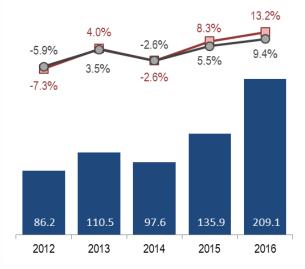
Romi Machines

B+W Machines

Rough and Machined Cast Iron Parts







Revenue -Gross Margin -EBITDA

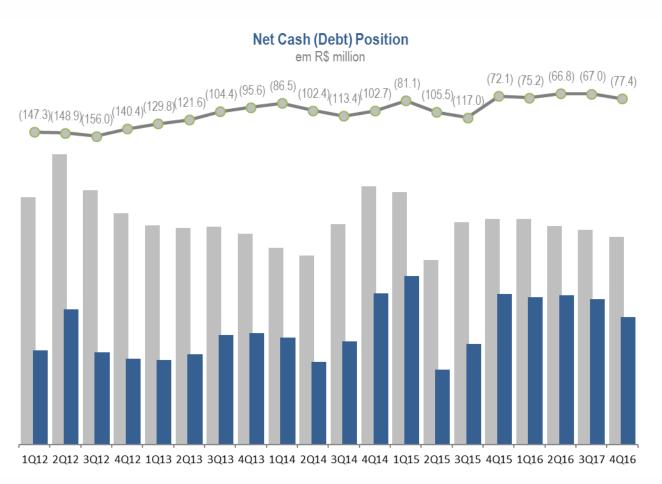
Business Units' Results

Cash and Cash Equivalent (R\$ MM) - 12/31/2016

	Amount
Bank Deposit Certificate (CDB)	46.4
Financial Investment with Bonds	49.2
Banks	26.7
Total	122.3

Net Debt =

Loans* (R\$ MM) - 12/31/2016					
	Amount				
2017	99.4				
2018	55.4				
2019	13.6				
2020	18.4				
2021 and afterwards 13.0					
Total	199.8				

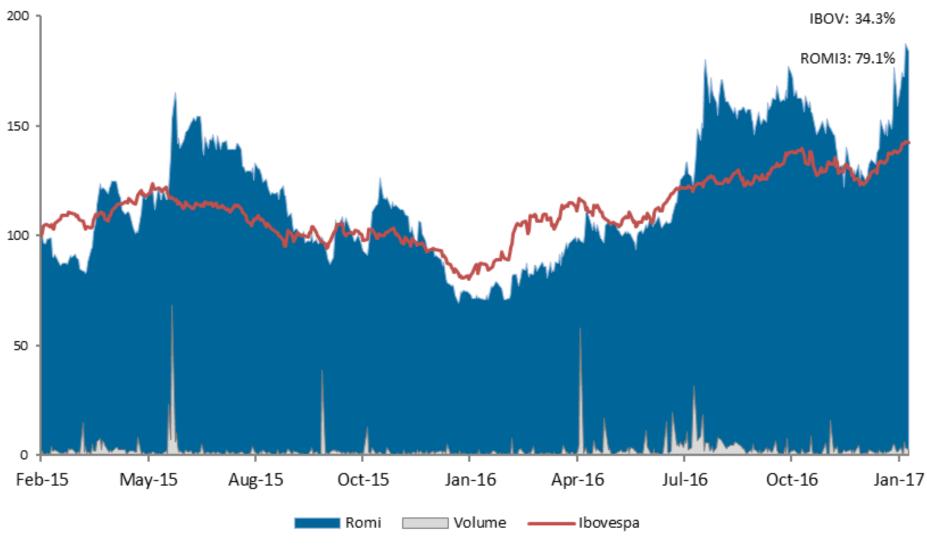


(*) Without Finame Manufacturer

Cash Position

Share Performance ROMI3 vs. Ibovespa

From 02/01/2015 to 02/06/2017



Source: BM&FBovespa

Share Performance



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