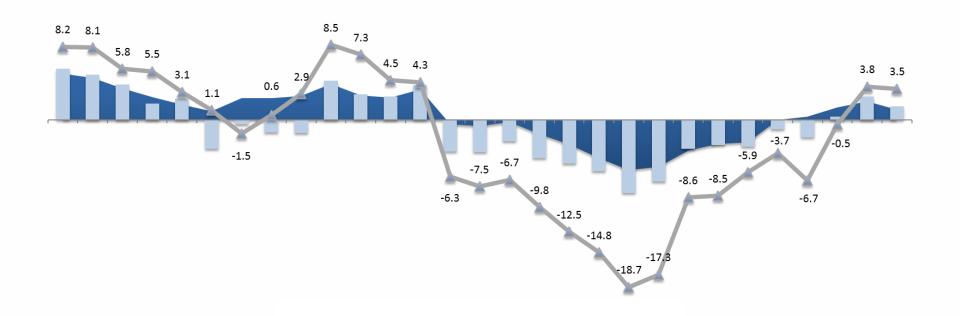




This release contains forward-looking statements subject to risks and uncertainties, Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company, The reservations as to forward-looking statements also apply to information on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

- Order entry in 2Q18, when compared to 2Q17, increased by 15.4%, especially in the Romi Machines Business Unit, which increased by 65.8%, showing that, in 2018, the economic is recovering slowly and gradually;
- In 2Q18, the **Romi Machines** Business Unit posted a **19.5% increase** in net **operating revenue** in relation to 2Q17 and 2.7 p.p. in **gross margin** in the same period of comparison, due to the higher volume of operations of this business unit in 2018;
- In the Raw and Machined Cast Iron Parts Business Unit, even in the face of a reduction in net operating revenue in the second quarter, it continues to show appropriate margins, as a result of improvements in operating efficiency;
- The Company's **net debt grew R\$54.6 million** during the 1H18, due to the profit distributions made and inventory increases, which is considered normal for this time of year;
- On April 9, 2018, the Company obtained the approval for its tax credit utilization request relating to the income tax and social contribution refund proceeding ("Plano Verão"), the amount of which, before taxes, is approximately **R\$44.4 million** (R\$40.1 million after taxes and other costs). The effects of this gain were recognized in the 2Q18 financial statements.

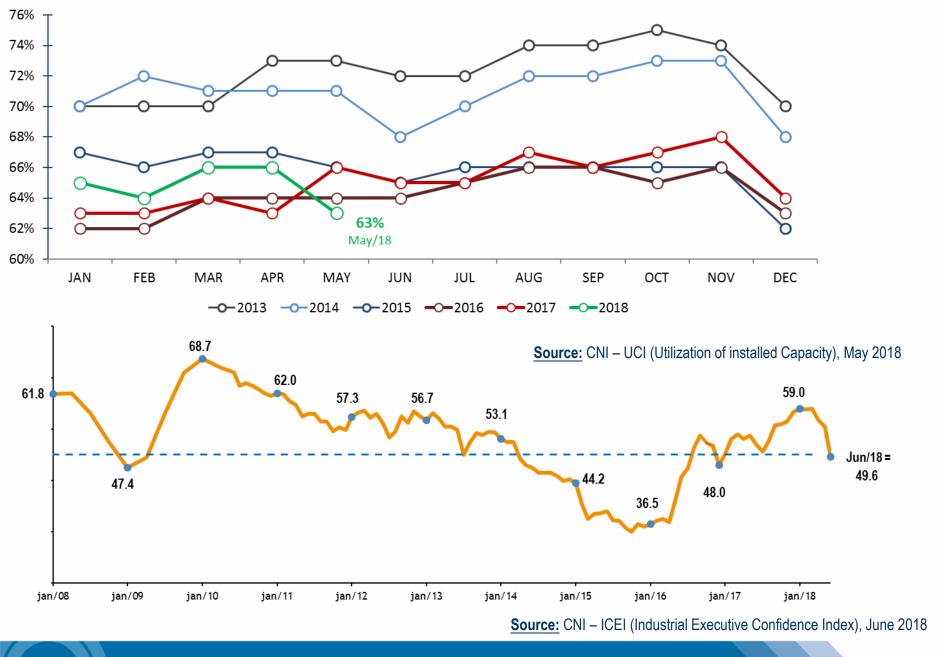


1011 2011 3011 4011 1012 2012 3012 4012 1013 2013 3013 4013 1014 2014 3014 4014 1015 2015 3015 4015 1016 2016 3016 4016 1017 2017 3017 4017 1018



Source: IBGE (current quarter vs. the same quarter last year)

# **Conjunctural Indicators – GDP and FBKF**



# **Economic Indexes - Conjunctural**

### **Romi Machines**

### **B+W Machines**

# Rough and Machined Cast Iron Parts



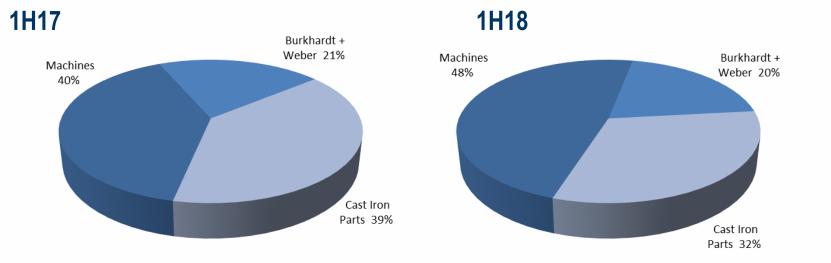




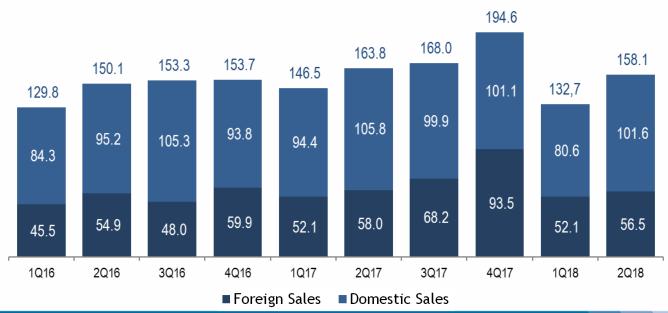
	1H18	2017
Machines and Equipments	21%	13%
Automotive	11%	13%
Tolling	7%	4%
Job shops	13%	15%
Packing	4%	8%
Technical Schools	1%	4%
Others	43%	43%

1H18	2017
78%	21%
0%	48%
0%	10%
11%	14%
11%	7%
	78% 0% 0% 11%

	1H18	2017
Wind Power	44%	58%
Automotive	24%	18%
Agriculture	17%	15%
Construction	13%	7%
Others	2%	2%

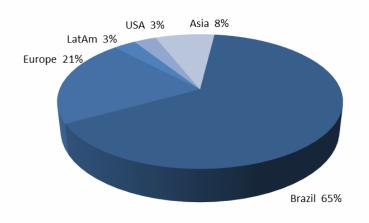


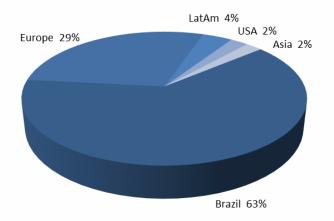




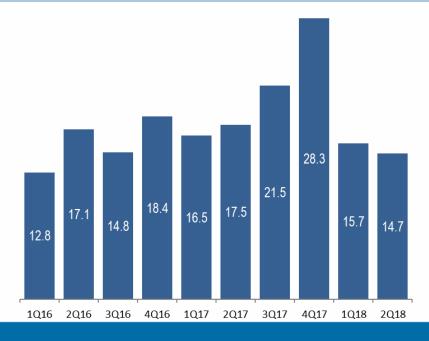
# **Net Sales per Business Unit**

1H17 1H18





### Foreign Sales (US\$ million)



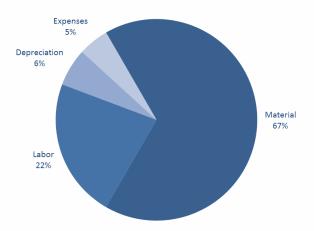
# **Sales Distribution**

Order Entry (R\$ 000) Gross Values, sales taxes included	2Q17	1Q18	2Q18	Chg. 2Q18/1Q18	Chg. 2Q18/2Q17	1H17	1H18	Chg. 1H18/1H17
Romi Machines	71,820	48,864	119,045	143.6%	65.8%	131,350	167,908	27.8%
Burkhardt+Weber Machines	43,083	35,065	22,270	-36.5%	-48.3%	52,794	57,335	8.6%
Rough and Machined Cast Iron Parts	52,339	63,489	51,668	-18.6%	-1.3%	115,986	115,157	-0.7%
Total *	167,242	147,418	192,983	30.9%	15.4%	300,130	340,401	13.4%

Order Book (R\$ 000) Gross Values, sales taxes included	2Q17	1Q18	2Q18	Chg. 2Q18/1Q18	Chg. 2Q18/2Q17
Romi Machines	77,353	60,595	97,848	61.5%	26.5%
Burkhardt+Weber Machines	131,029	130,806	154,944	18.5%	18.3%
Rough and Machined Cast Iron Parts	58,406	66,471	60,325	-9.2%	3.3%
Total *	266,787	257,872	313,118	21.4%	17.4%

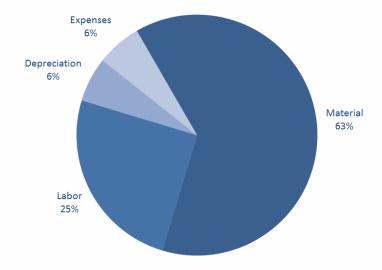
<sup>(\*)</sup> Order book and order entry values don't include spare parts and services

### 1H18



19%	Domestic material
12%	FX Related Domestic Material
16%	Metals
20%	Imported Material

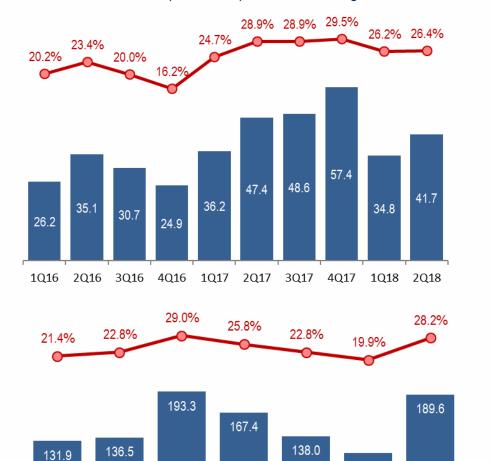
### 1H17



14%	Domestic material
10%	FX Related Domestic Material
19%	Metals
20%	Imported Material

# **Cost of Goods Sold**

#### Gross Profit (R\$ million) and Gross Margin



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

### Operating Profit (loss) (R\$ million) and Operating Margin 7.5% 8.6% 10.9% 2.3% -2.0% -5.2% 21.3 3.3 0.6 0.1 -3.0 -8.0 -20.9 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 7.6% 4.5% 1.5% -0.3% -6.2% -7.6% 51.3 9.6 30.3 -2.0

-37.2

2012 \*

2013 \*

2014

2015

-51.9

2012

2015

117.0

2016

2017

2014

2013 \*

2012

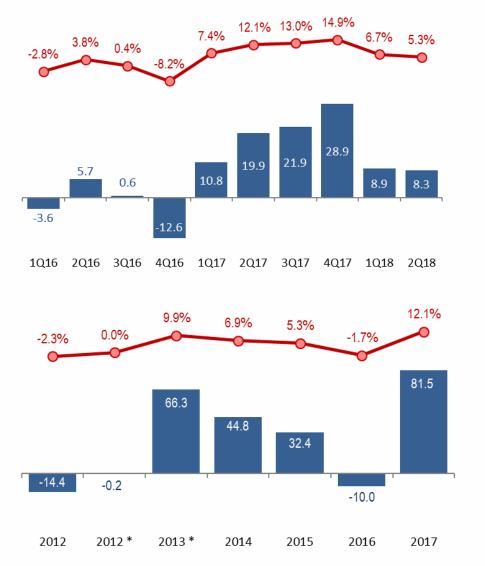
2012 \*

-44.4

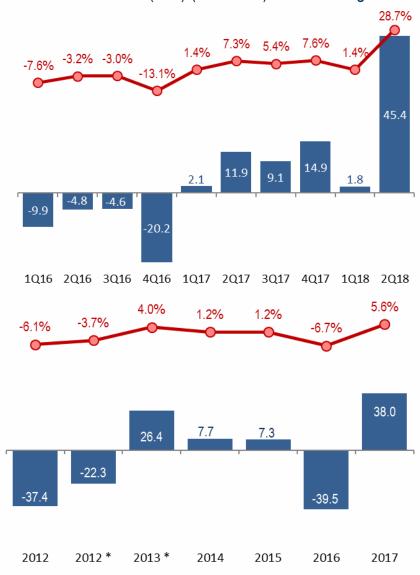
2016

2017

### EBITDA (R\$ million) and EBTIDA Margin



#### Net income (loss) (R\$ million) and Net Margin



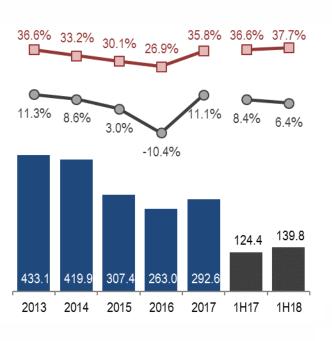
(\*) Amounts relating to continued operations, excluding the results from the subsidiary Romi Italia

		Quarter					Accum	ulated
Sales	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	1H17	1H18
Machines (qty)	162	141	195	246	144	183	303	327
Burkhardt+Weber (qty)	6	6	5	8	3	4	12	7
Cast and Iron parts (ton)	5,784	6,267	5,773	4,172	4,592	5,453	12,051	10,045

### **Romi Machines**

#### **B+W Machines**

# Rough and Machined Cast Iron Parts





Revenue ——Gross Margin ——EBITDA



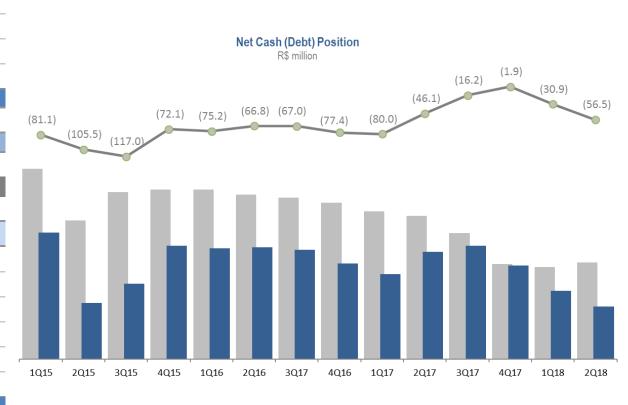
#### Cash and Cash Equivalent (R\$ MM) - 03/31/2018

	Amount
Bank Deposit Certificate (CDB)	24.8
Financial Investment with Bonds	19.1
Financial Investment with Bonds	5.7
Banks	17.3
Total	66.9

Net Debt = 56.5

#### Loans\* (R\$ MM) - 03/31/2018

	Amount
2018 (9 months)	54.8
2019	35.9
2020	9.9
2021	7.6
2022	7.4
2023 and afterwards	7.8
Total	123.4

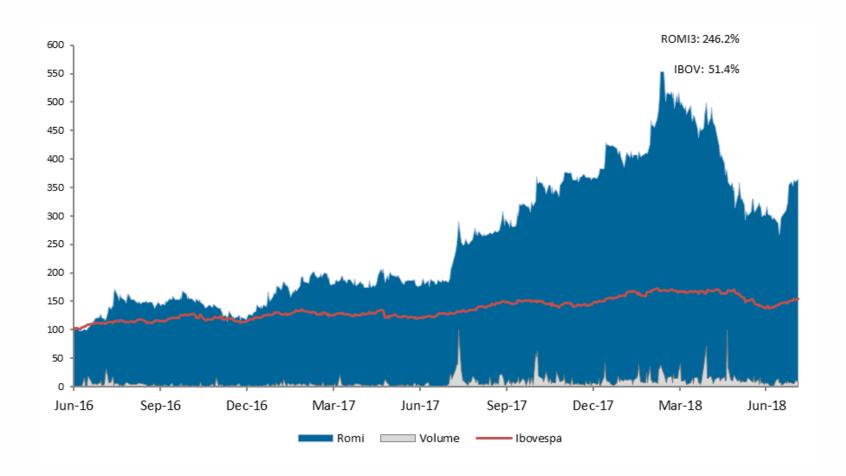


(\*) Without Finame Manufacturer

## **Cash Position**

### **Share Performance ROMI3 vs. Ibovespa**

From 06/30/2016 to 07/23/2017



Source: B3





# **Luiz Cassiano R. Rosolen** CEO

**Fábio B. Taiar** CFO

Irosolen@romi.com +55 (19) 3455 9004 ftaiar@romi.com +55 (19) 3455 9418