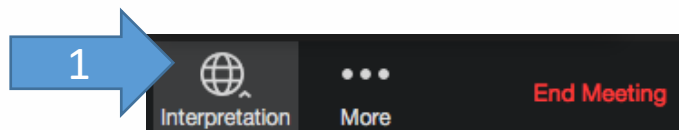


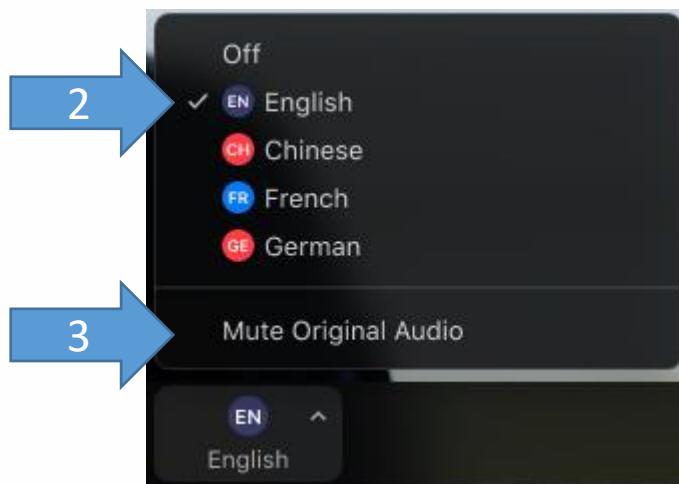
# Tradução Simultânea / Simultaneous translation



1. Nos controles da reunião, clique em **Interpretação**.  
*In meeting controls, click **Interpretation**.*



2. Clique no idioma: **Inglês** / *Click the language: **English***



3. Para ouvir apenas a tradução, clique em **Silenciar áudio original**.  
*To hear the interpreted language only, click **Mute Original Audio**.*

\*O recurso de tradução simultânea só está disponível para usuários com o plug-in/app Zoom instalado no desktop ou celular.

*\*The simultaneous translation feature is only available to users that have the Zoom plug-in/app installed on desktop or mobile.*



# 2Q21 Earnings Release

## July 21<sup>th</sup>, 2021

**ROMI3**  
B3 LISTED NM

IBRA B3 - IDIV B3 - IGCT B3 - ITAG B3  
SMLL B3 - IGC-NM B3 - IGC B3 - INDX B3



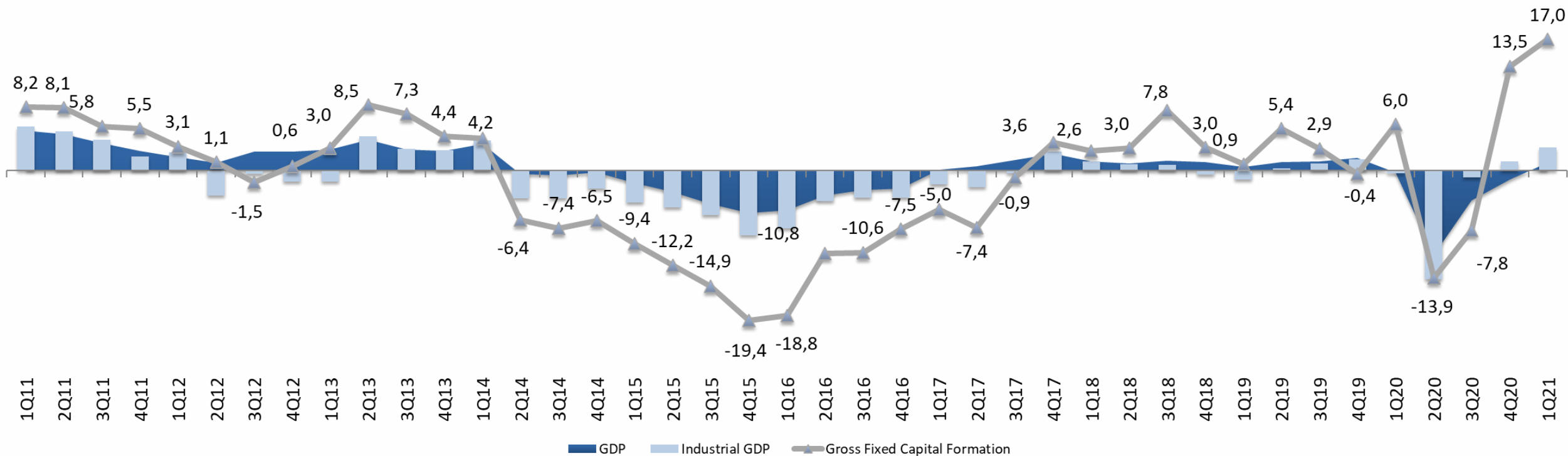


This release contains forward-looking statements subject to risks and uncertainties. Such forward-looking statements are based on the management's beliefs and assumptions on information currently available to the Company. The reservations as to forward-looking statements also apply to information on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



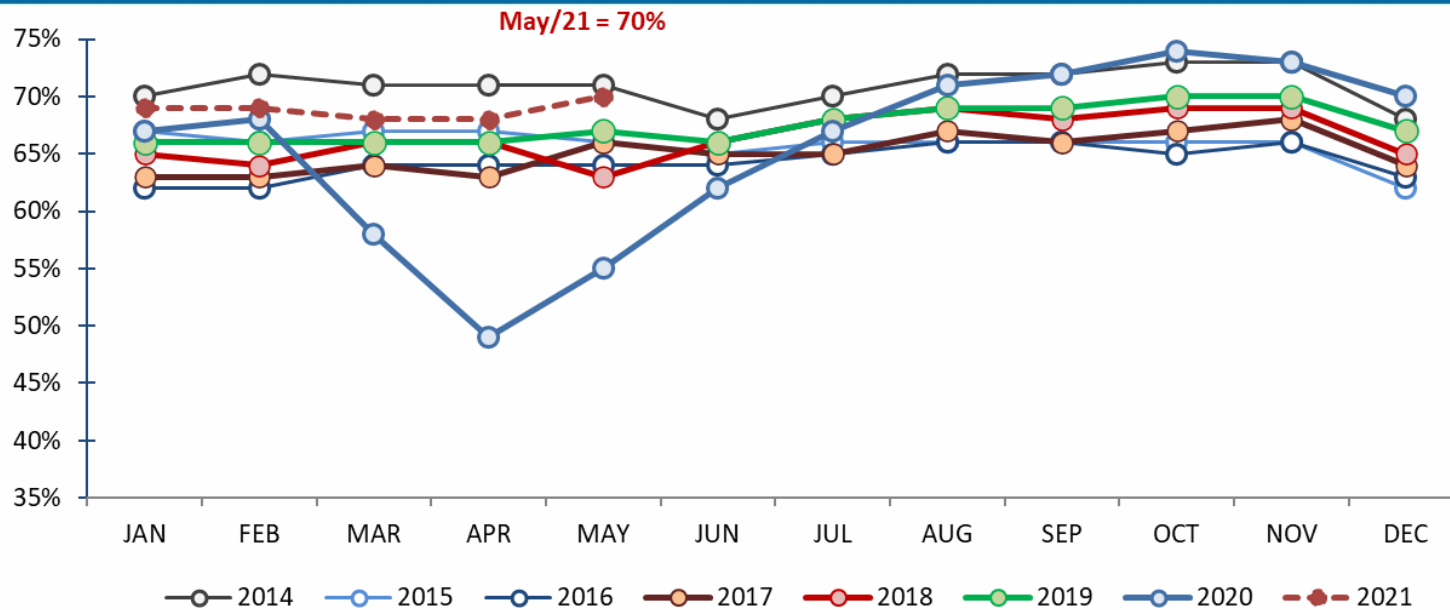
- **EBITDA** in **2Q21** was **R\$ 66.5M** (245.9% over 2Q20);
- **Incoming orders** of **R\$ 365.2M** in **2Q21**, (100.2% over 2Q20);
- **Order backlog** reaches **R\$ 674.8M** at the end of **2Q21**, (68.5% over 2Q20).
- Consolidated net operating revenue for **2Q21** reached **R\$351.4 million**, an **increase of 79.3%** compared to **2Q20**. With the **increase in revenue** and the effective **control over costs and expenses**, **EBITDA**, in 2Q21 posted a **growth of 245.9%** compared to 2Q20;
- At the **Romi Machines** Unit, net operating revenue **increased** by **153.1%** in 2Q21 compared to 2Q20, due to the resumption of orders from June 2020 and more recently of the foreign market. The increase in revenue, coupled with an effective control over operating expenses, resulted in a **15.5 p.p. expansion** in **operating margin** compared to 2Q20;
- At the **Rough and Machined Cast Iron Parts** Unit, **net operating revenue increased** by **102.9%** in 2Q21 compared to 2Q20, with the continuity of deliveries of large parts and the recovery of the other segments. **Operating margin grew** by **6.8 p.p.**, reflecting the higher production volume and improved operational efficiency.

# Conjunctural Indicators – GDP and FBKF

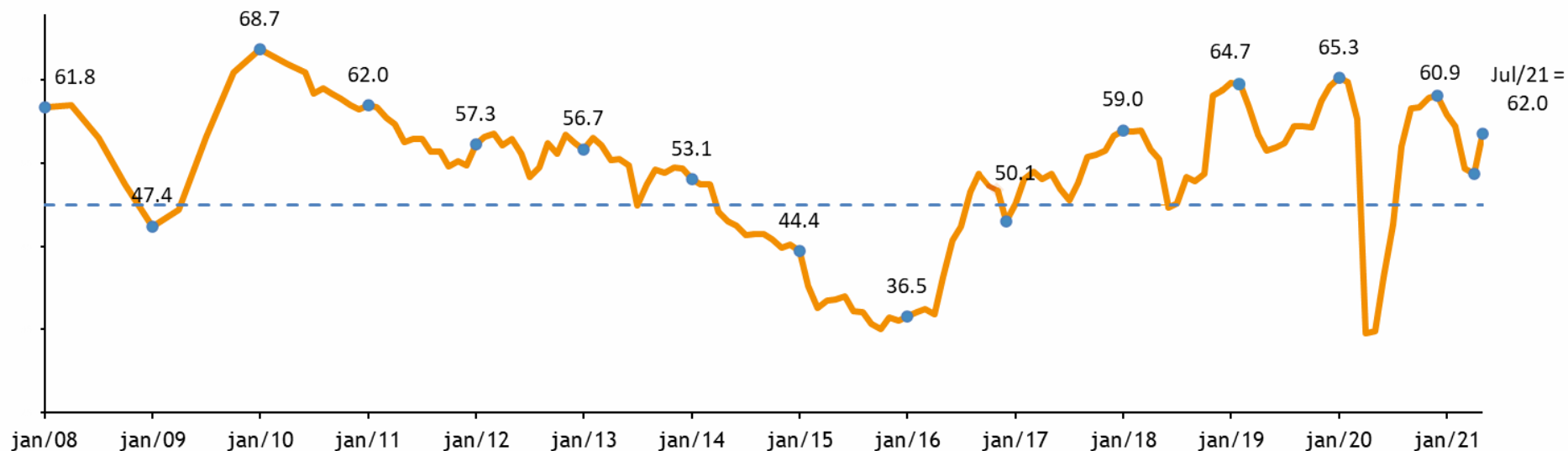


Source: IBGE (current quarter vs. the same quarter last year)

# Economic Indexes - Conjunctural



Source: CNI – UCI (Utilization of installed Capacity), May 2021



Source: CNI – ICEI (Industrial Executive Confidence Index), July 2021



## Romi Machines



	1H21	2020
Machines and Equipments	23%	19%
Job shops	16%	19%
Automotive	18%	12%
Agricultural	6%	8%
Tooling	4%	6%
Packing	10%	8%
Construction	1%	4%
Hydraulic	1%	4%
Others	21%	21%

## B+W Machines



	1H21	2020
Machines and Equipments	57%	51%
Automotive	0%	21%
Motors and Systems	43%	22%
Aerospace	0%	6%

## Rough and Machined Cast Iron Parts

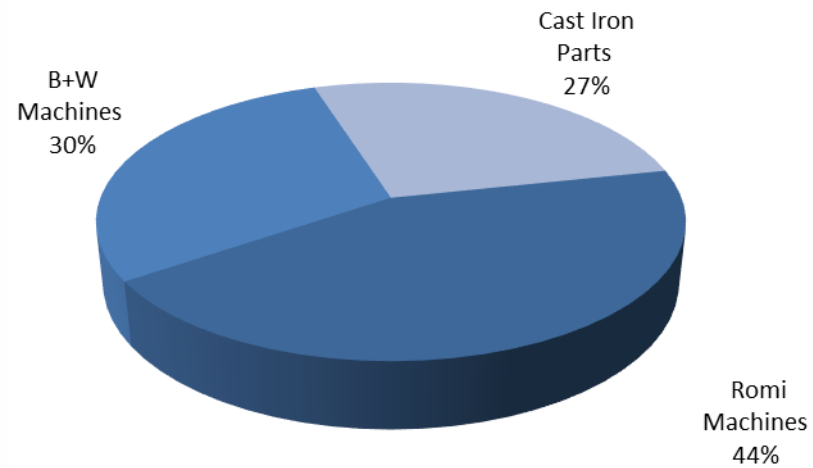


	1H21	2020
Wind Power	43%	53%
Automotive	28%	22%
Construction	13%	12%
Agriculture	16%	13%

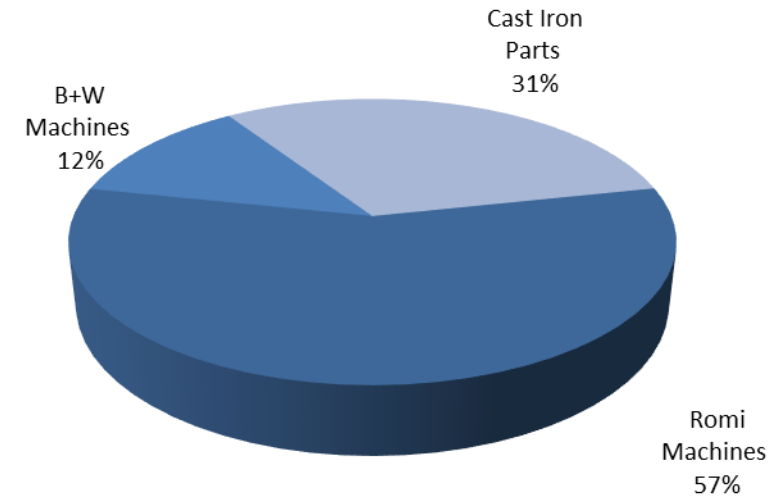
# Net Sales per Business Unit



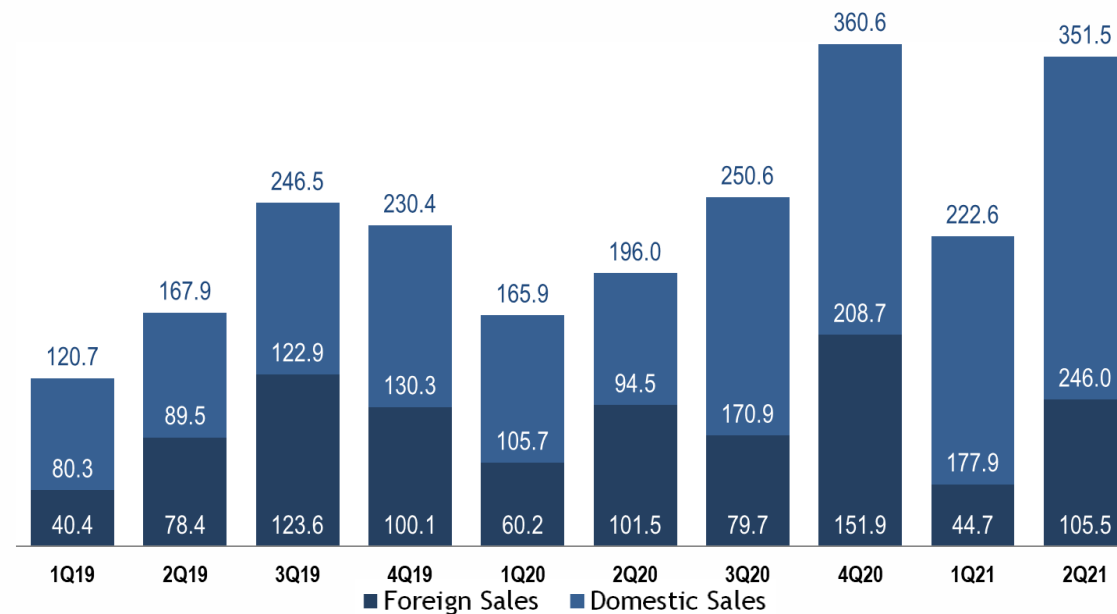
1H20



1H21



## Net Operating Sales (R\$ million)

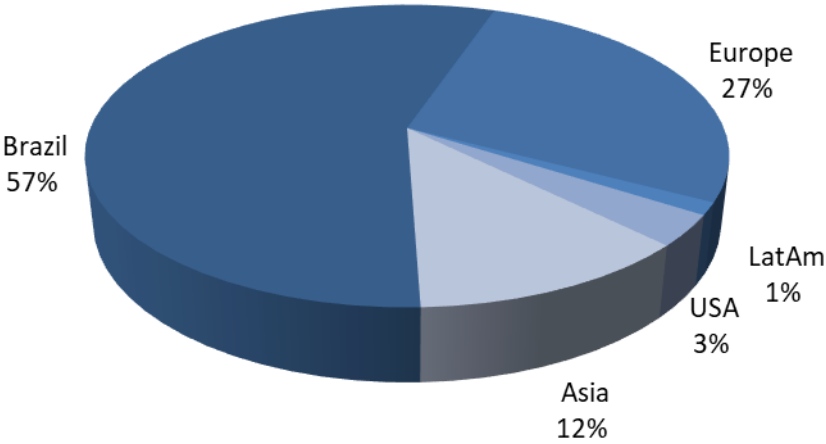




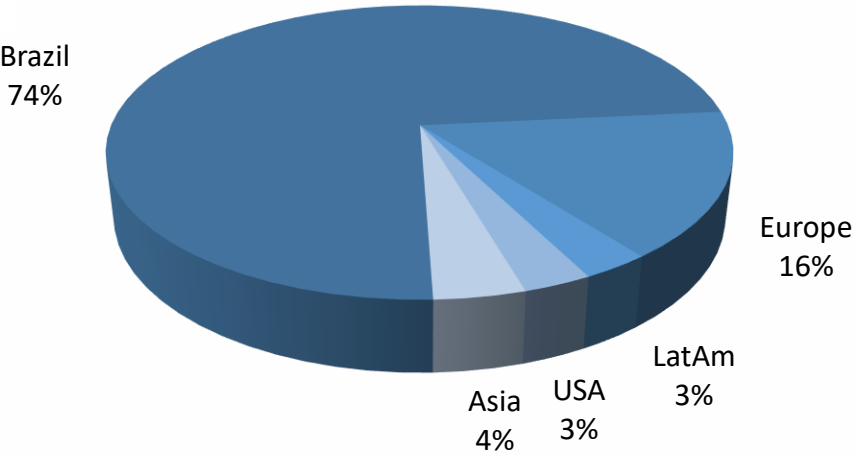
# Sales Distribution



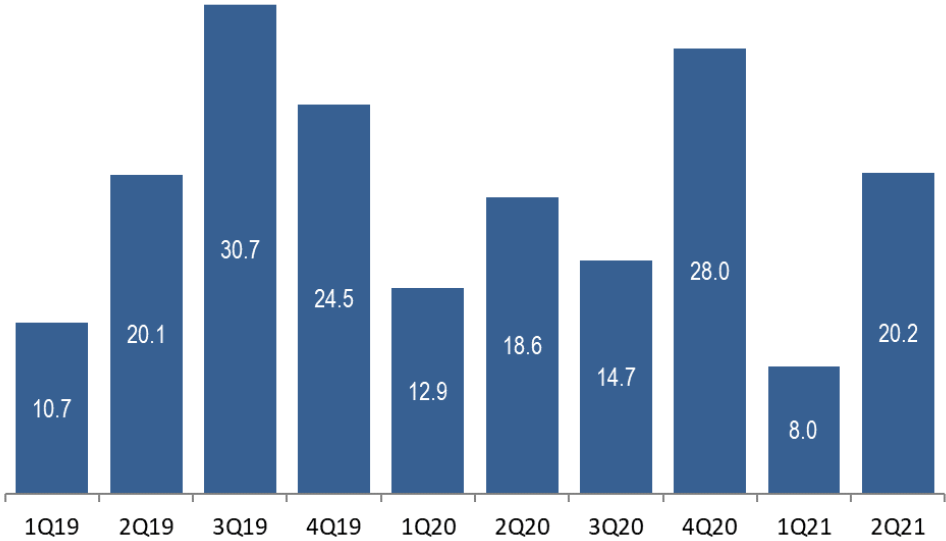
1H20



1H21



Foreign Sales (US\$ million)



# Order Entry and Backlog



<b>Order Entry (R\$ 000)</b>								
Gross Values, sales taxes included	2Q20	1Q21	2Q21	Chg. 2Q21/1Q21	Chg. 2Q21/2Q20	1H20	1H21	Chg. 21/20
Romi Machines	109,324	219,244	219,063	-0.1%	100.4%	196,948	438,307	122.5%
Burkhardt+Weber Machines	-	53,517	26,728	-50.1%	0.0%	20,182	80,245	297.6%
Rough and Machined Cast Iron Parts	73,095	135,451	119,460	-11.8%	63.4%	152,711	254,911	66.9%
<b>Total *</b>	<b>182,418</b>	<b>408,213</b>	<b>365,250</b>	<b>-10.5%</b>	<b>100.2%</b>	<b>369,841</b>	<b>773,463</b>	<b>109.1%</b>

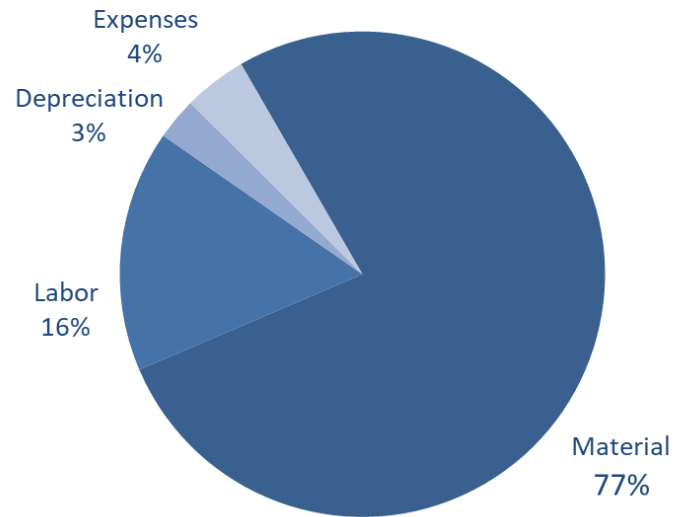
<b>Order Backlog (R\$ 000)</b>					
Gross Values, sales taxes included	2Q20	1Q21	2Q21	Chg. 2Q21/1Q21	Chg. 2Q21/2Q20
Romi Machines	151,191	340,662	340,565	0.0%	125.3%
Burkhardt+Weber Machines	118,574	185,812	146,063	-21.4%	23.2%
Rough and Machined Cast Iron Parts	130,080	181,930	188,265	3.5%	44.7%
<b>Total *</b>	<b>399,845</b>	<b>708,404</b>	<b>674,893</b>	<b>-4.7%</b>	<b>68.8%</b>

(\*) Order backlog and order entry values do not include spare parts and services

# Cost of Goods Sold



**1H21**



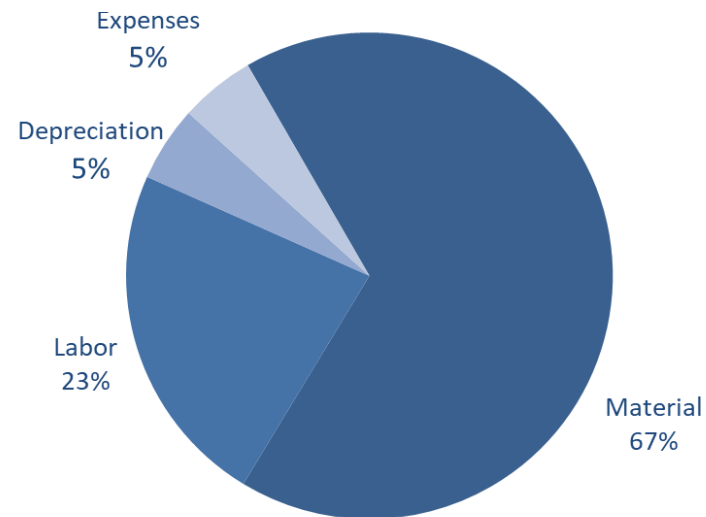
**17%** Domestic material

**17%** FX Related Domestic Material

**18%** Metals

**25%** Imported Material

**1H20**



**20%** Domestic material

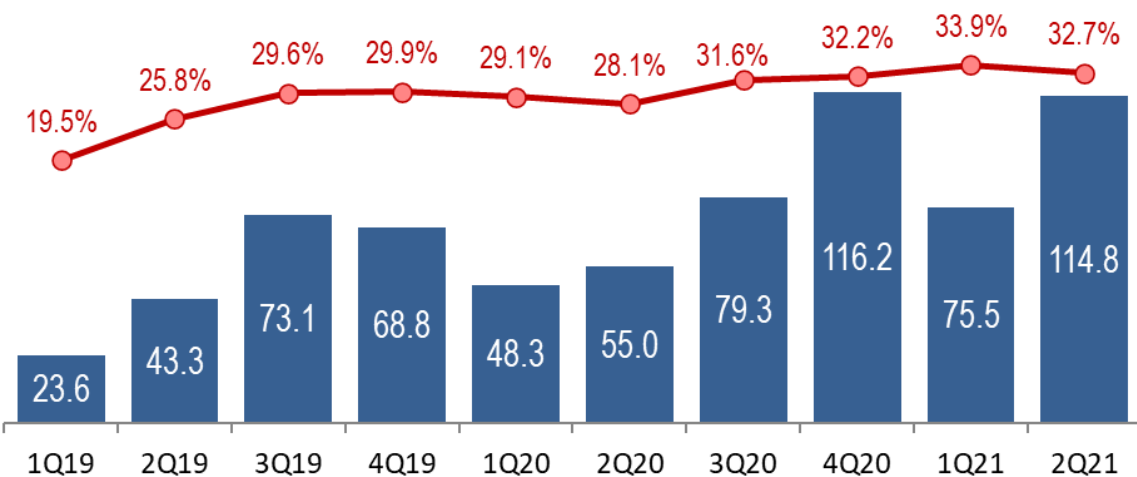
**14%** FX Related Domestic Material

**15%** Metals

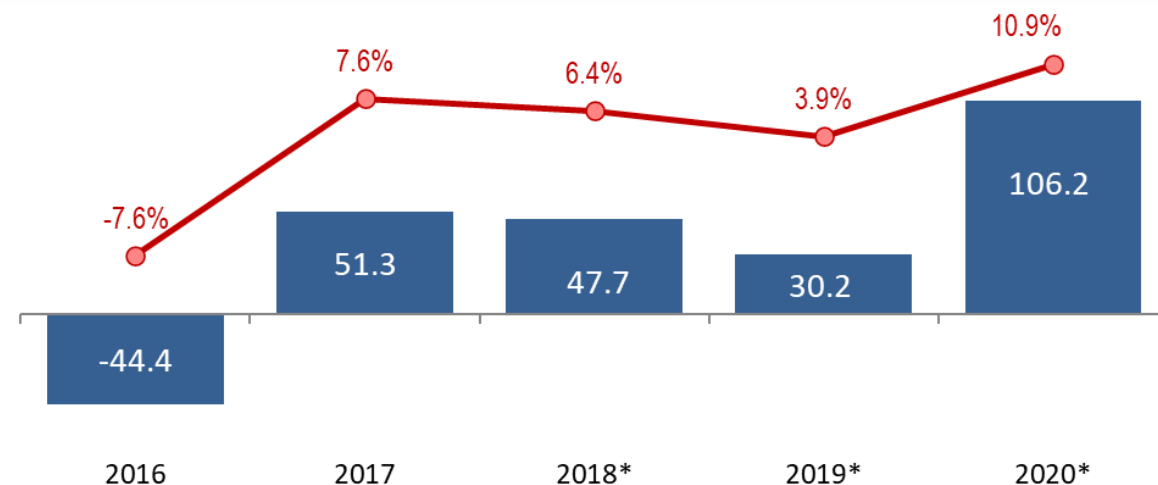
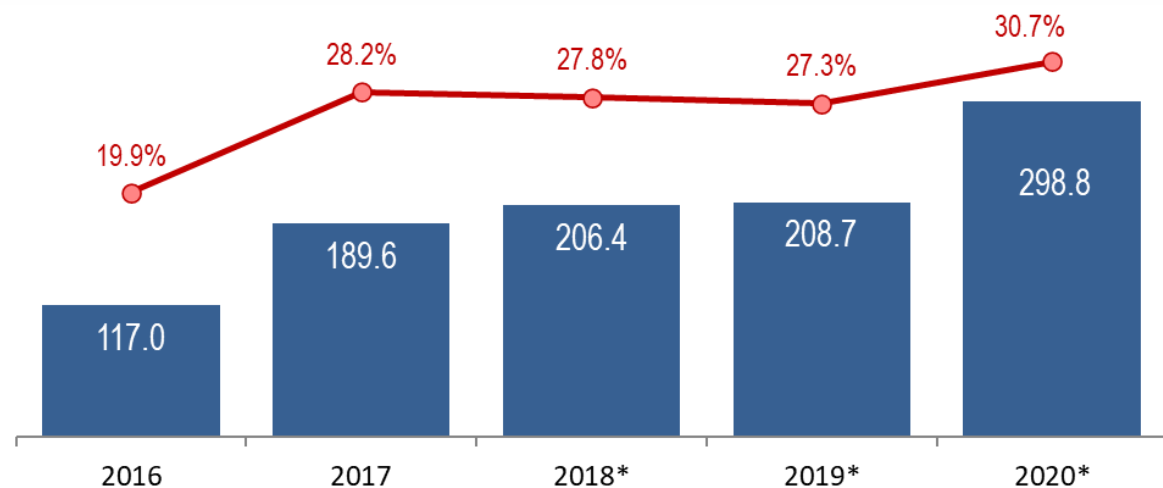
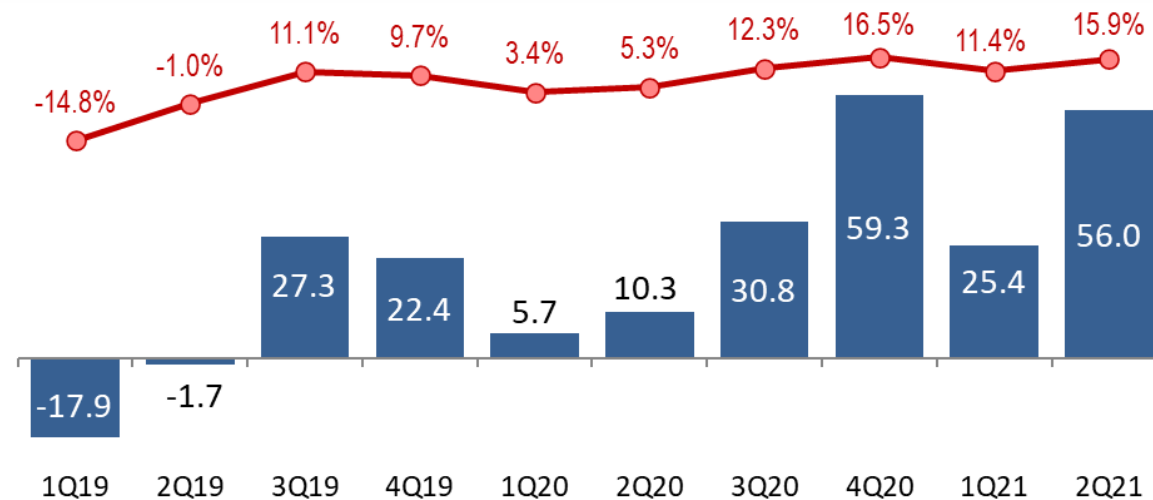
**18%** Imported Material

# Profitability

Gross Profit (R\$ million) and Gross Margin



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

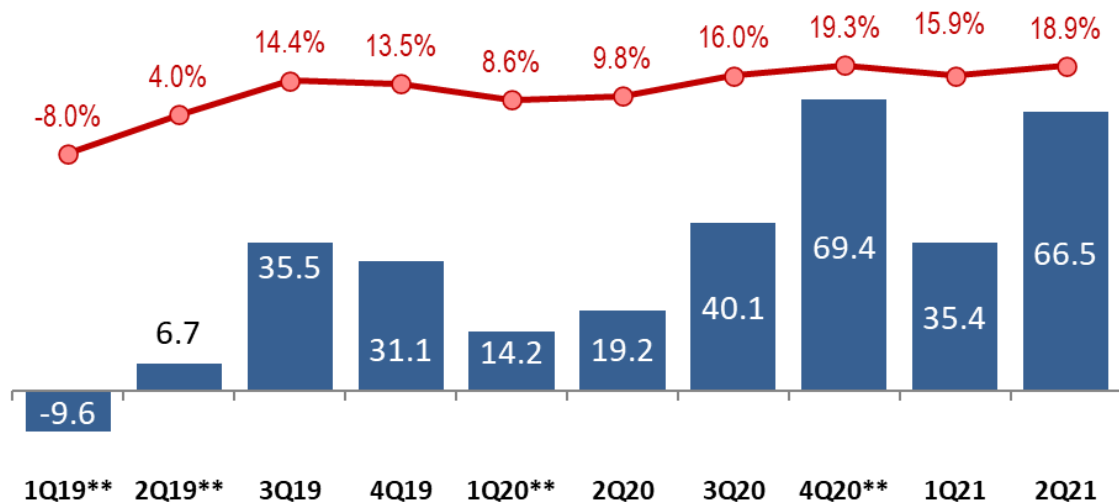


(\*) According to the information in the Earnings Release, operating income is adjusted as follows: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q19/2019: reduced by R\$74.3 million; and (iii) 1Q20: increased by R\$1.0 million, (iv) 4Q20: reduced by R\$1.7 million (v) 2020: reduced by R\$0.7 million

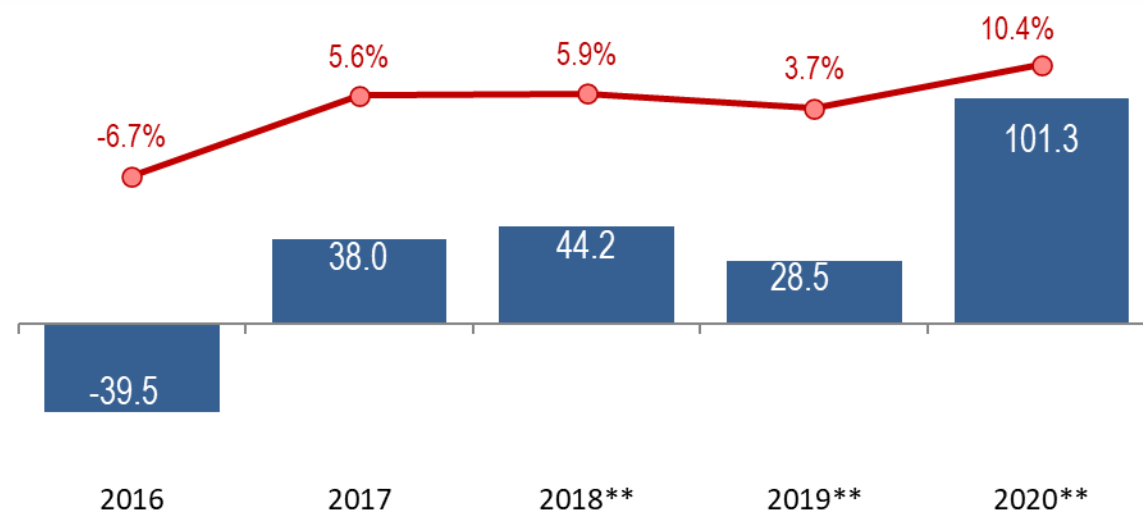
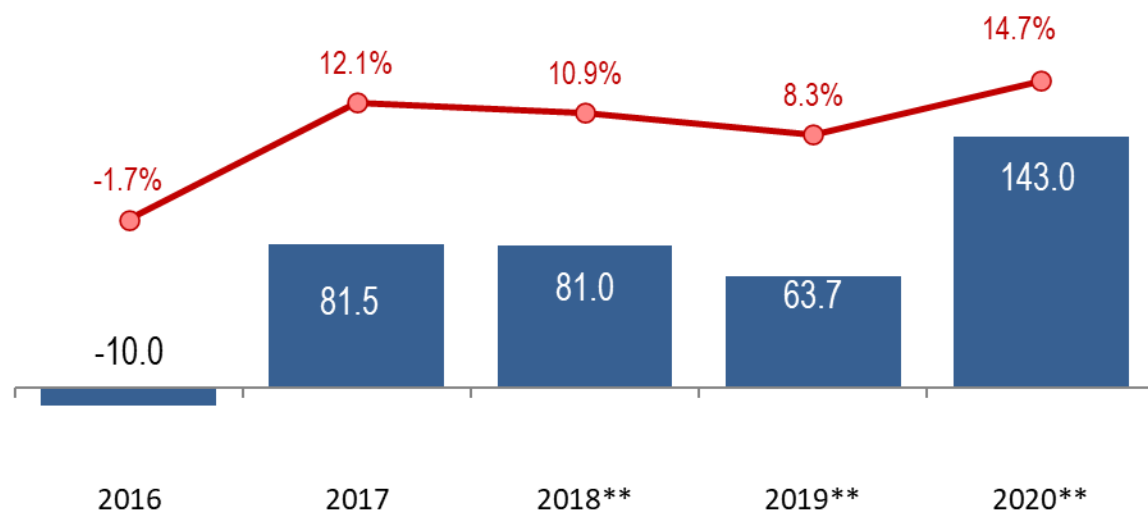
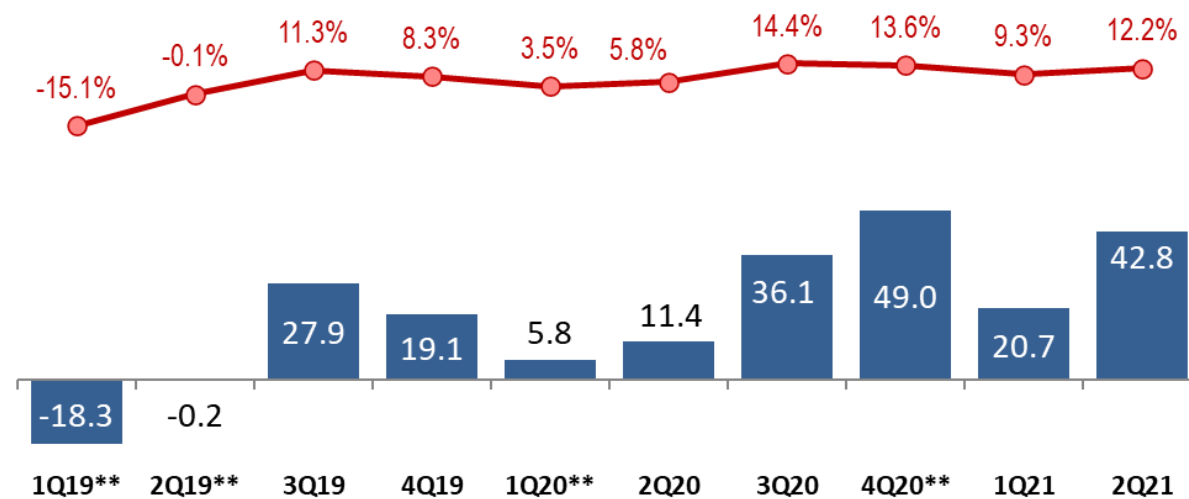


# Profitability

EBITDA (R\$ million) and EBTIDA Margin



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



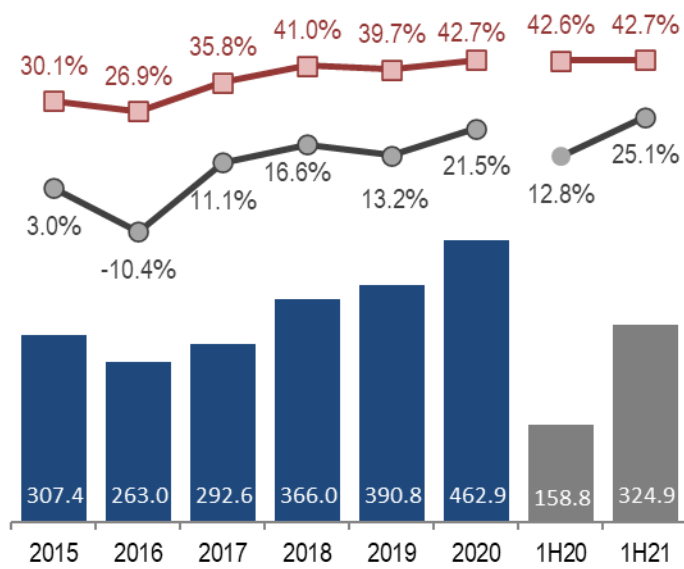
(\*) According to the information in the Earnings Release, EBITDA is adjusted by the following aspects: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q19/2019: reduced by R\$74.3 million; and (iii) 1Q20: reduced by R\$1.0 million. (\*\*) According to the information in the Earnings Release, net income is adjusted by the following aspects: (i) 2Q18/2018: reduced by R\$40.1 million; (ii) 1Q19: reduced by R\$105.6 million; and (iii) 2Q19: increased by R\$4.2 million; (iv) 2019: reduced by R\$101.4; and (v) 1Q20: reduced by R\$35.0 million; (vi) 4Q20: reduced by R\$37.4 million; (viii) 2020: reduced by R\$73.4 million.

# Business Units' Results

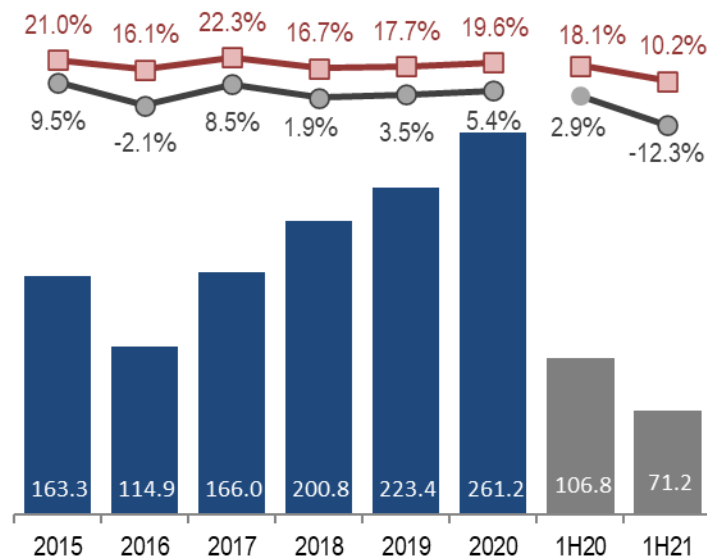


Sales	Quarterly										Accumulated	
	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	1H20	1H21
Romi Machines (qty)	137	172	246	248	164	137	230	329	219	332	301	551
Burkhardt+Weber (qty)	2	8	12	7	3	5	2	7	-	5	8	5
Rough and Machined Cast Iron Parts (ton)	3,567	3,836	4,286	3,605	4,095	4,263	7,056	6,528	5,808	7,329	8,359	13,137

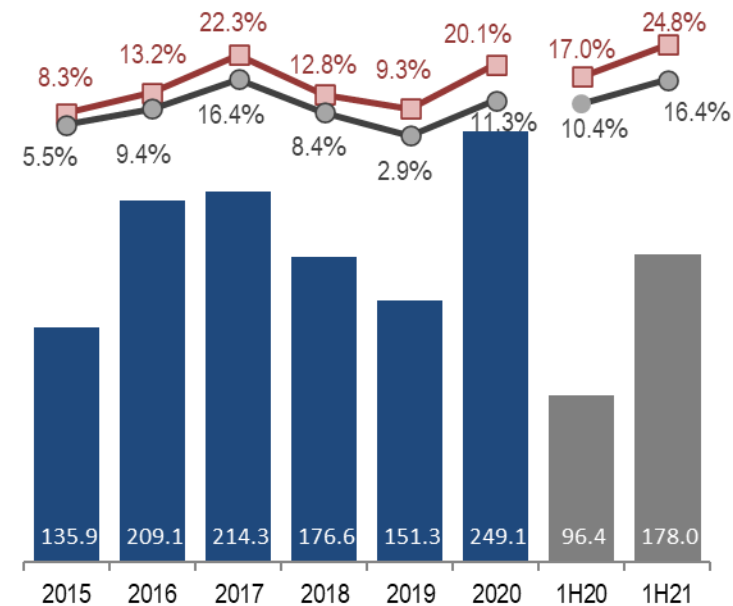
## Romi Machines



## B+W Machines



## Rough and Machined Cast Iron Parts



Revenue Gross Margin EBTIDA Adjusted

(\*) EBTIDA margin is adjusted according to previous slides.

# Cash Position



## Cash and Cash Equivalent (R\$ MM) - 06/30/2021

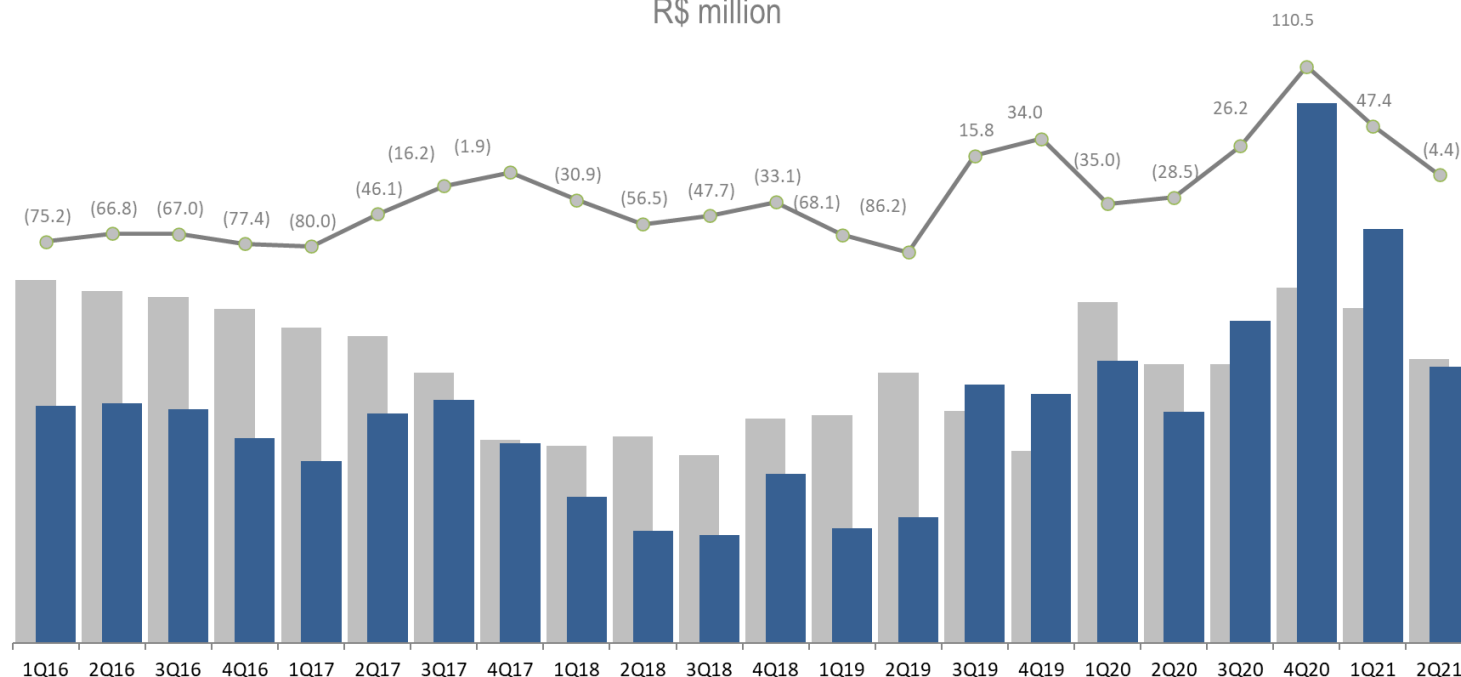
	Amount
Bank Deposit Certificate ("CDB")	77.2
Investment funds DI and fixed income	45.2
Financial investments covered by debentures	9.1
Banks	33.4
<b>Total</b>	<b>164.9</b>

**Net Cash = (4.4)**

## Loans\* (R\$ MM) - 06/30/2021

	Amount
2021 (6 months)	24.1
2022	10.6
2023	10.9
2024	17.2
2025	100.7
2026 and after	5.9
<b>Total</b>	<b>169.4</b>

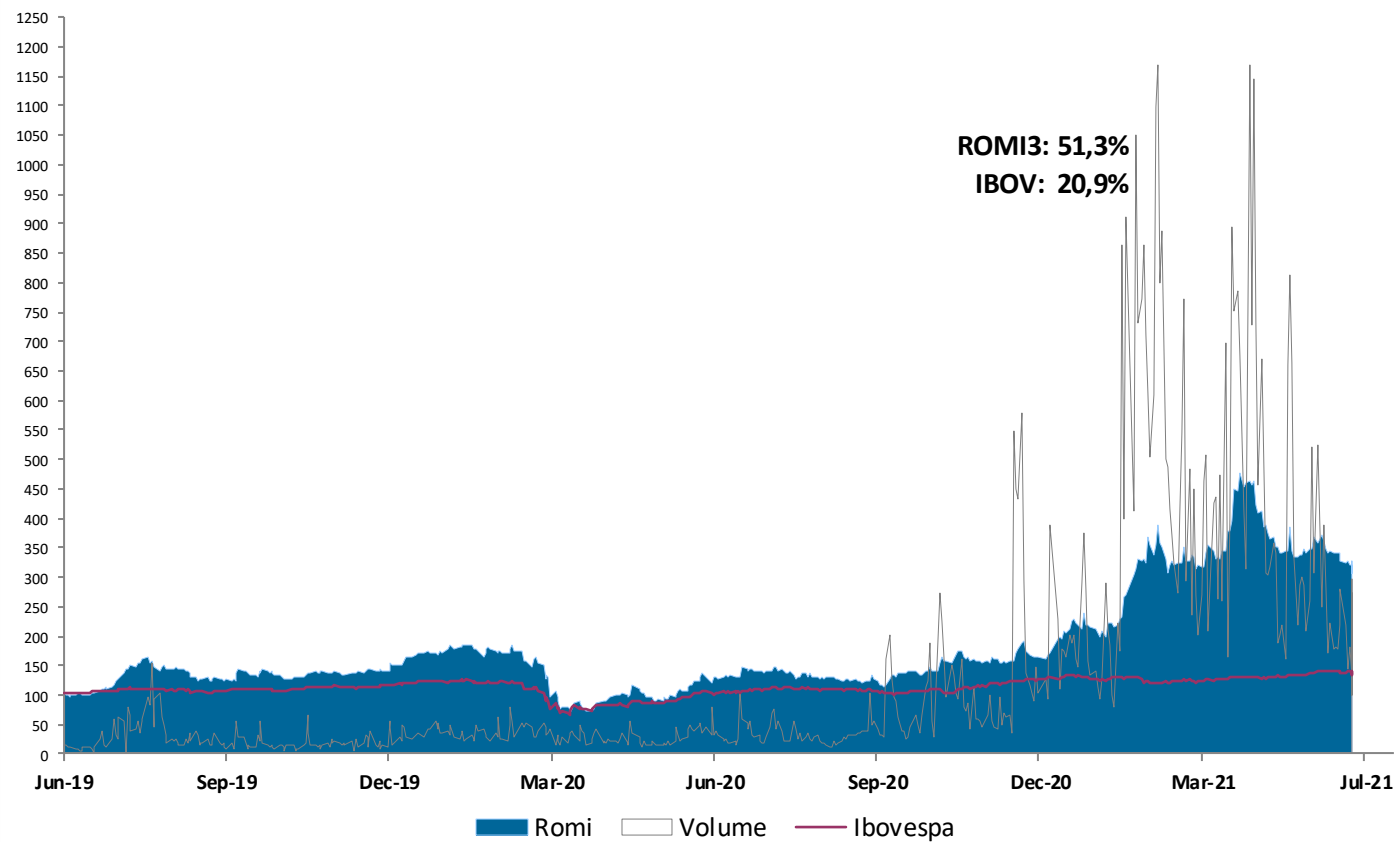
## Net Cash (Debt) Position R\$ million





## Share Performance ROMI3 vs. Ibovespa

From: 06/03/2019 to 07/19/2021







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