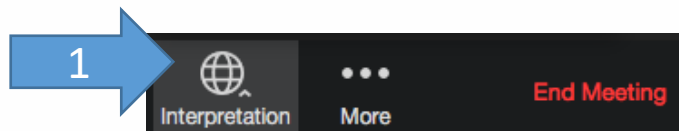


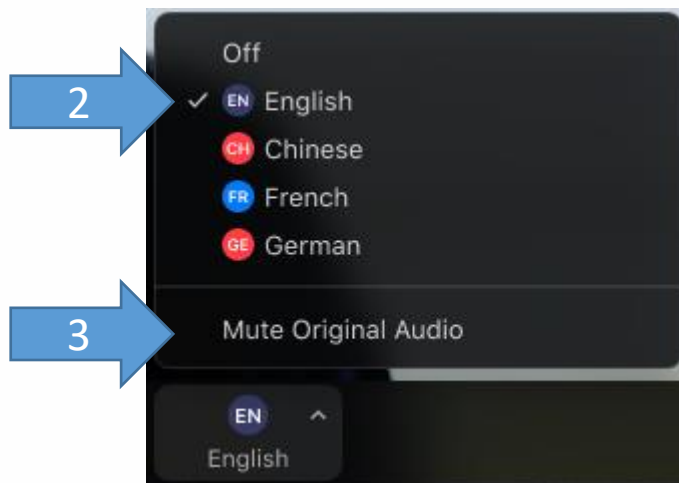
# Tradução Simultânea / Simultaneous translation



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.*



# 3Q21 Earnings Release

## October 27<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", " 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.



**ROMI**

Third quarter of 2021

**Revenue**

**R\$366.6 million**

Increase of **46.3%** compared to 3Q20

**EBITDA**

**R\$66.8 million**

**66.7%** vs EBITDA adjusted 3Q20

**Incoming orders**

**R\$415.9 million**

**32.7%** over 3Q20

**Order Backlog**

**R\$730.6 million**

Increase of **54.8%** compared to 3Q20

- At the **Romi Machines** Unit, net operating revenue **increased** by **53.5%** in 3Q21 compared to 3Q20, due to the resumption of orders in the domestic and foreign markets. The increase in revenue, coupled with an effective control over operating expenses, resulted in an **increase** of **61.2%** in **operating profit** compared to 3Q20;

- At the **Rough and Machined Cast Iron Parts** Unit, net operating revenue **increased** by **51.6%** in 3Q21 compared to 3Q20, with the continuity of deliveries of large parts and the recovery of the other segments. **Operating margin** grew by **4.4 p.p.**, reflecting the higher production volume and improved operational efficiency;

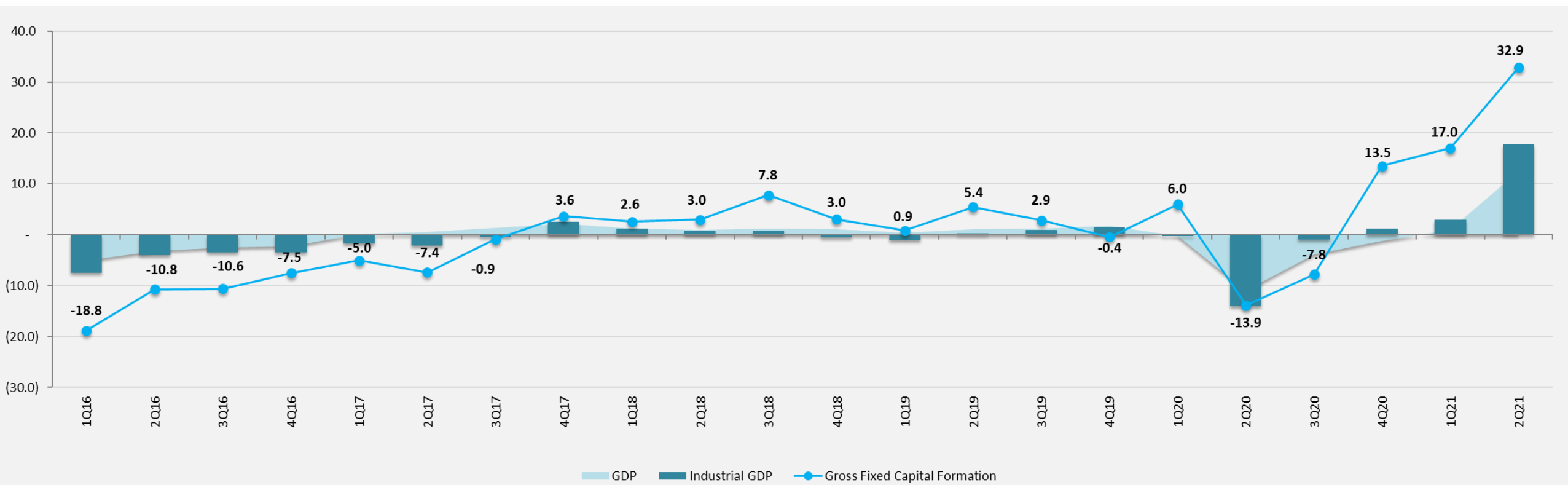


- Incoming orders at the **Romi Machines** Unit **increased** by **16.2%** in 3Q21 compared to 3Q20, reflecting the highly favorable environment for investments, the technology in our products and the new business alternatives, such as the machine rental business;
- In 3Q21, incoming orders at the **Rough and Machined Cast Iron Parts** Unit increased by **50.4%** compared to 3Q20, reflecting the continuity of orders for large parts placed by customers from the energy industry and the recovery of all the other industrial segments;
- In 2021, incoming orders at the **Burkhardt+Weber** Unit reached **R\$110.1** million, an increase of **320.5%** compared to 2020, reflecting the gradual resumption of projects that had been suspended due to the COVID-19 pandemic;



## GDP and FBKF (Gross Fixed Capital Formation)

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

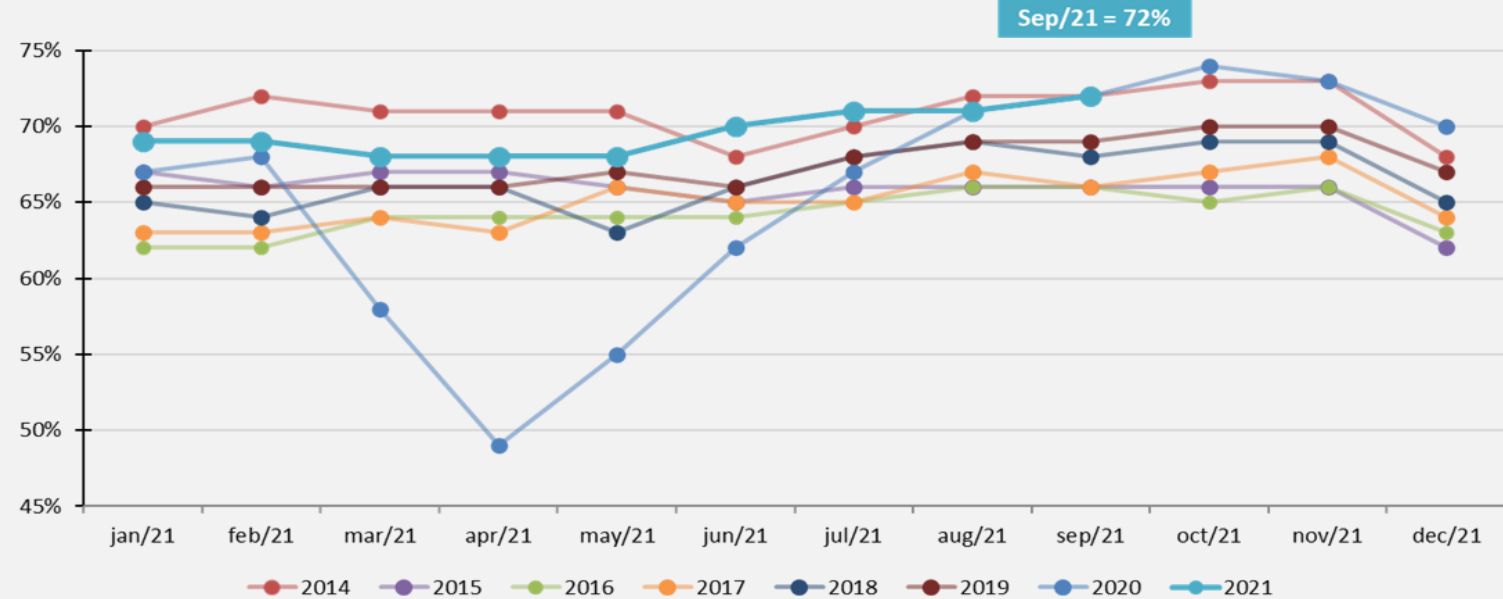


# Economic Indexes - Conjunctural



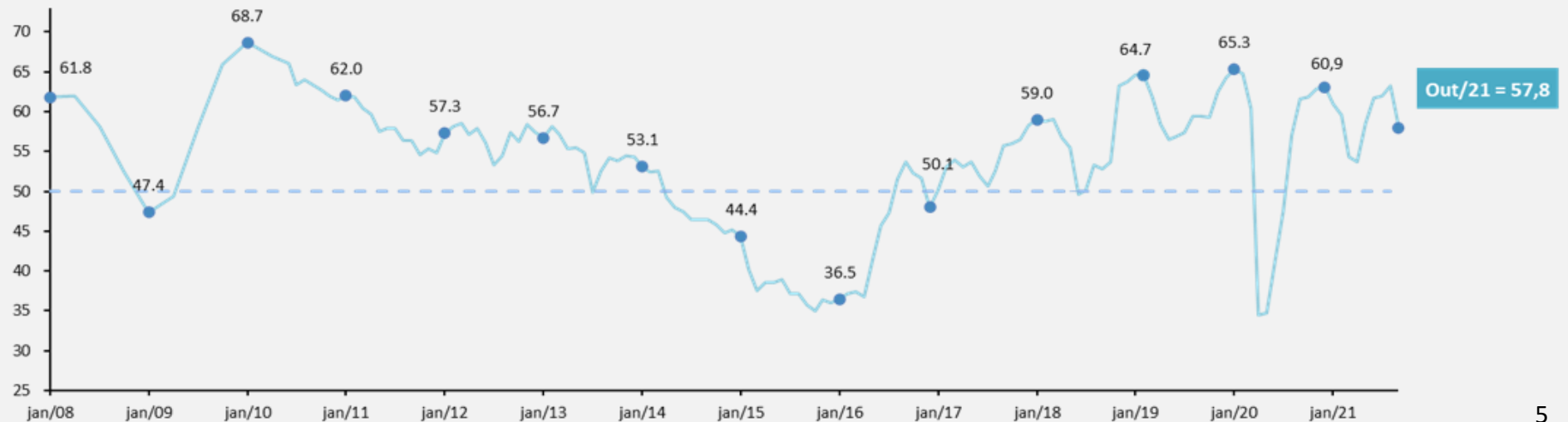
## Average Installed Capacity Utilization (UCI)

Source: CNI – UCI september 2021



## Industrial Entrepreneur Confidence Index - ICEI

Source: CNI – ICEI, october 2021





## Romi Machines



	9M21	2020
Machines and Equipments	21%	19%
Job shops	18%	19%
Automotive	15%	12%
Agricultural	6%	8%
Tooling	3%	6%
Packing	9%	8%
Construction	1%	4%
Hidraulic	1%	4%
Others	25%	21%

## BW Machines



	9M21	2020
Machines and Equipments	30%	51%
Automotive	0%	21%
Motors and Systems	70%	22%
Aerospace	0%	6%

## Rough and Machined Cast Iron Parts



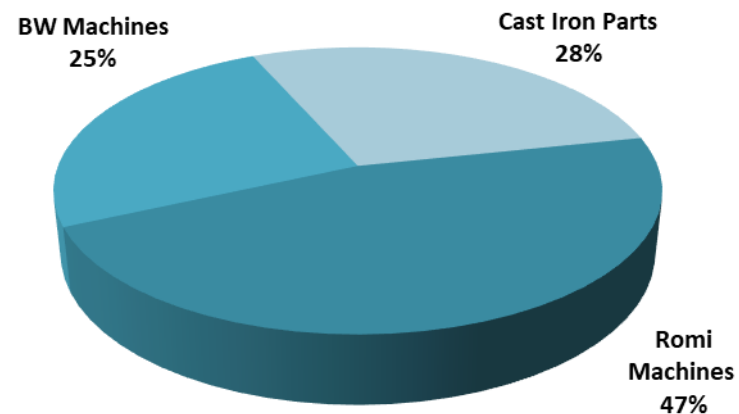
	9M21	2020
Wind Power	47%	53%
Automotive	23%	22%
Construction	10%	12%
Agriculture	19%	13%



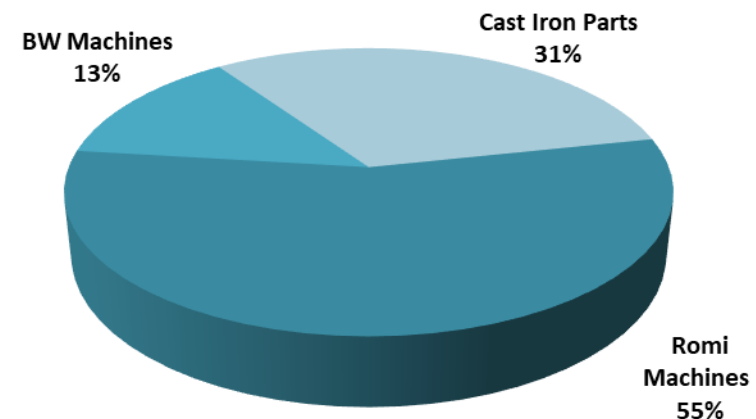
# Net Sales per Business Unit



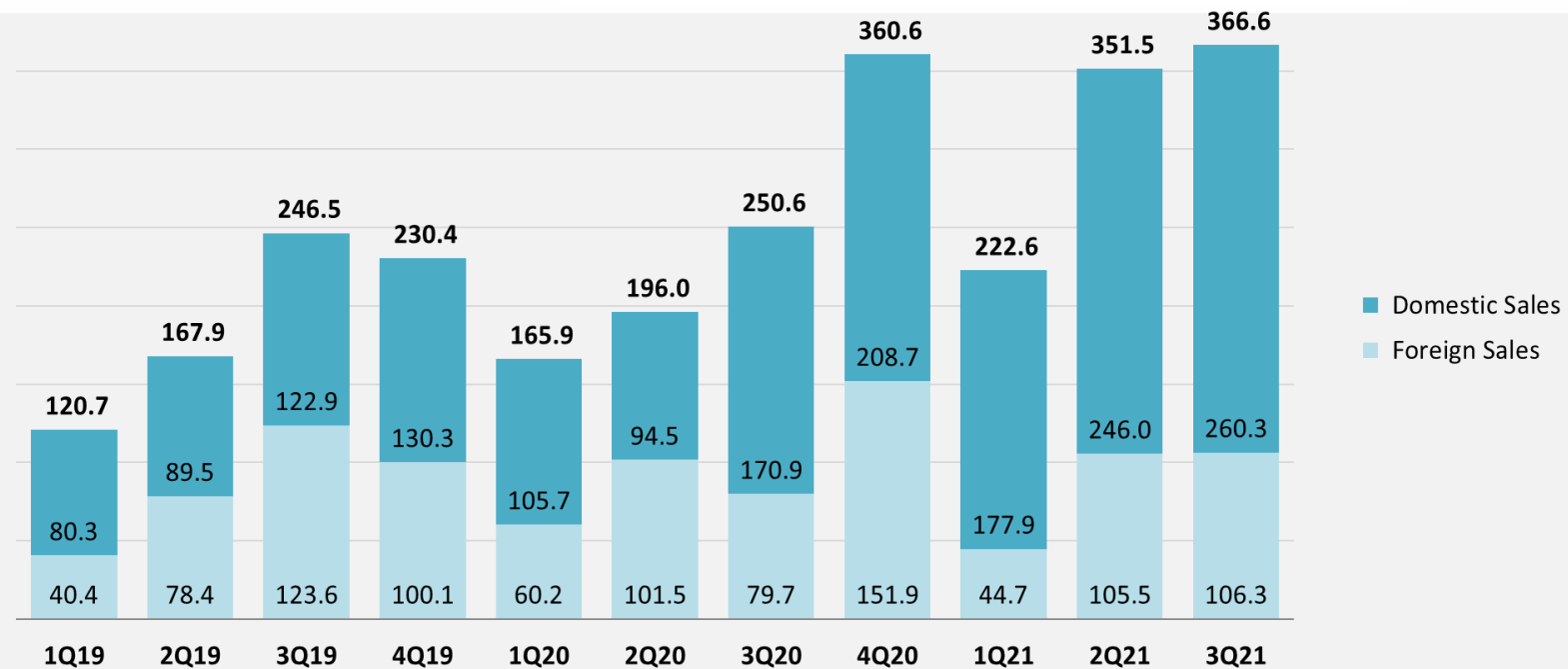
9M20



9M21



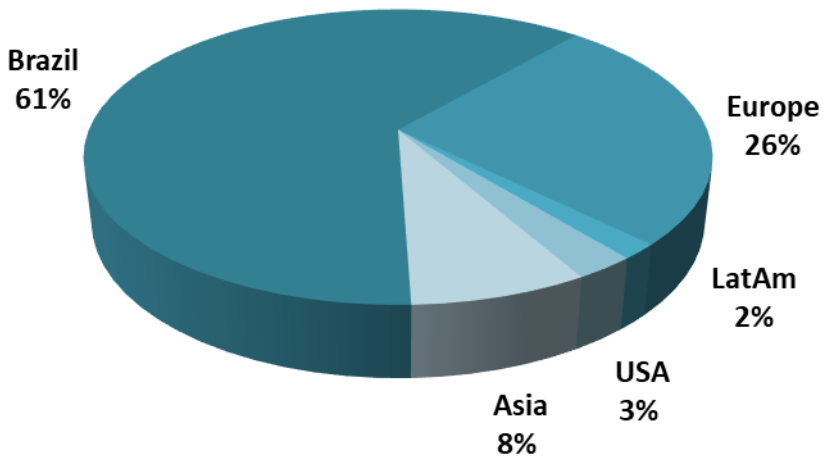
Net Operating Sales (R\$ million)



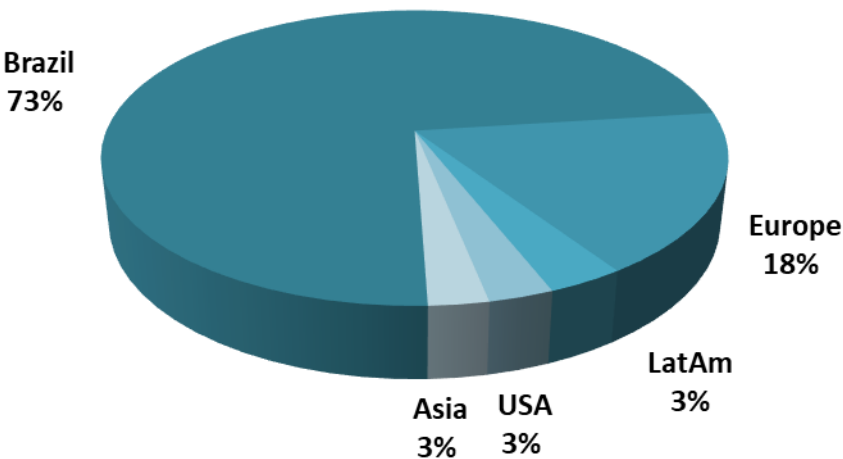
# Sales Distribution



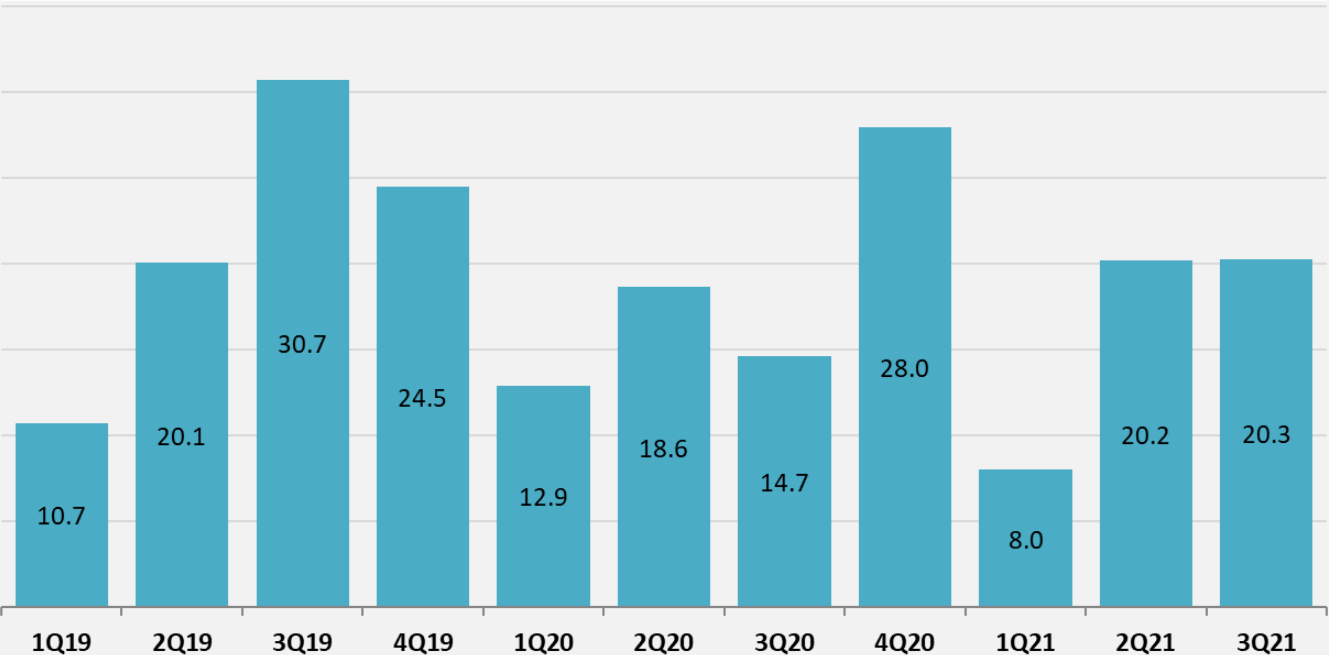
9M20



9M21



Foreing Sales (US\$ million)



# Order Entry and Backlog



<b>Order Entry (R\$ 000)</b> Gross Values, sales taxes included	<b>3Q20</b>	<b>2Q21</b>	<b>3Q21</b>	<b>Chg. 3Q21/2Q21</b>	<b>Chg. 3Q21/3Q20</b>	<b>9M20</b>	<b>9M21</b>	<b>Chg. 21/20</b>
Romi Machines	223,189	219,063	259,321	18.4%	16.2%	420,137	697,627	66.0%
Burkhardt+Weber Machines	6,012	26,728	29,896	11.9%	397.3%	26,194	110,141	320.5%
Rough and Machined Cast Iron Parts	84,236	119,460	126,711	6.1%	50.4%	236,946	381,622	61.1%
<b>Total *</b>	<b>313,436</b>	<b>365,250</b>	<b>415,928</b>	<b>13.9%</b>	<b>32.7%</b>	<b>683,278</b>	<b>1,189,391</b>	<b>74.1%</b>

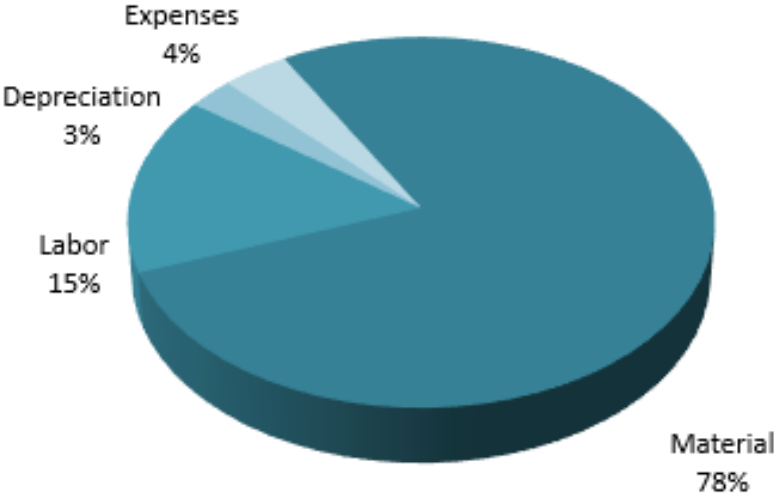
<b>Order Backlog (R\$ 000)</b> Gross Values, sales taxes included	<b>3Q20</b>	<b>2Q21</b>	<b>3Q21</b>	<b>Chg. 3Q21/2Q21</b>	<b>Chg. 3Q21/3Q20</b>
Romi Machines	255,346	340,565	400,366	17.6%	56.8%
Burkhardt+Weber Machines	89,526	146,063	144,727	-0.9%	61.7%
Rough and Machined Cast Iron Parts	127,262	188,265	185,538	-1.4%	45.8%
<b>Total *</b>	<b>472,134</b>	<b>674,893</b>	<b>730,631</b>	<b>8.3%</b>	<b>54.8%</b>

(\*) The informed amounts related to incoming orders and order backlog do not include parts and services

# Cost of Goods Sold

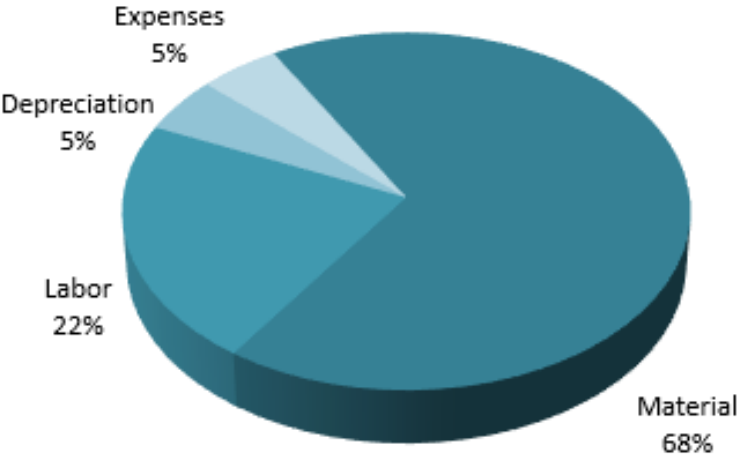


9M21



17%	Domestic material
17%	FX Related Domestic Material
18%	Metals
26%	Imported Material

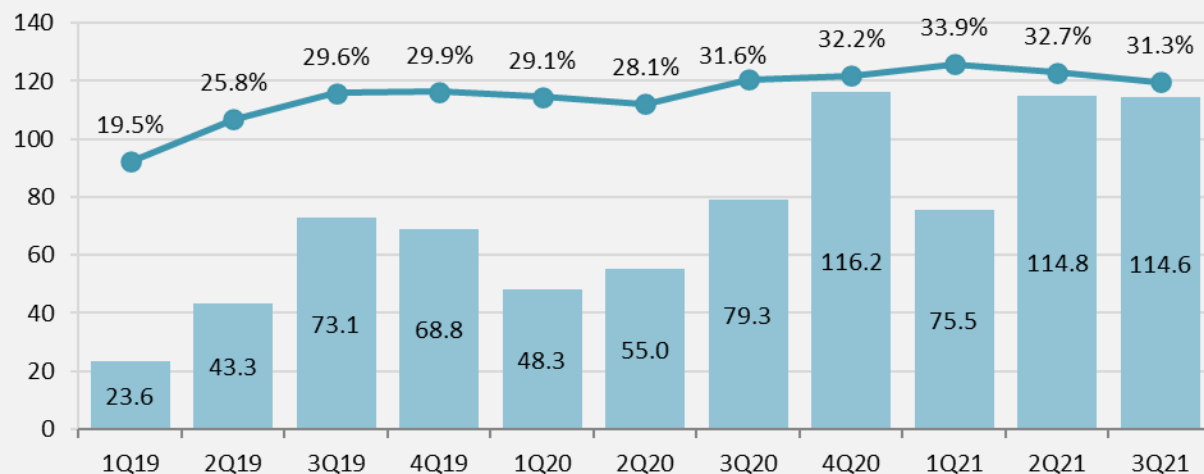
9M20



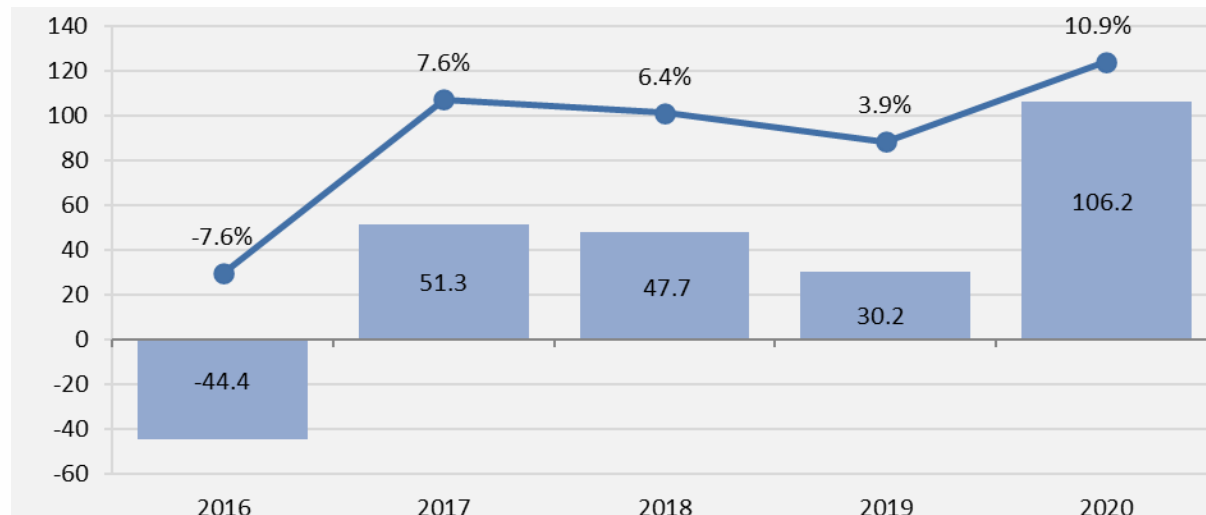
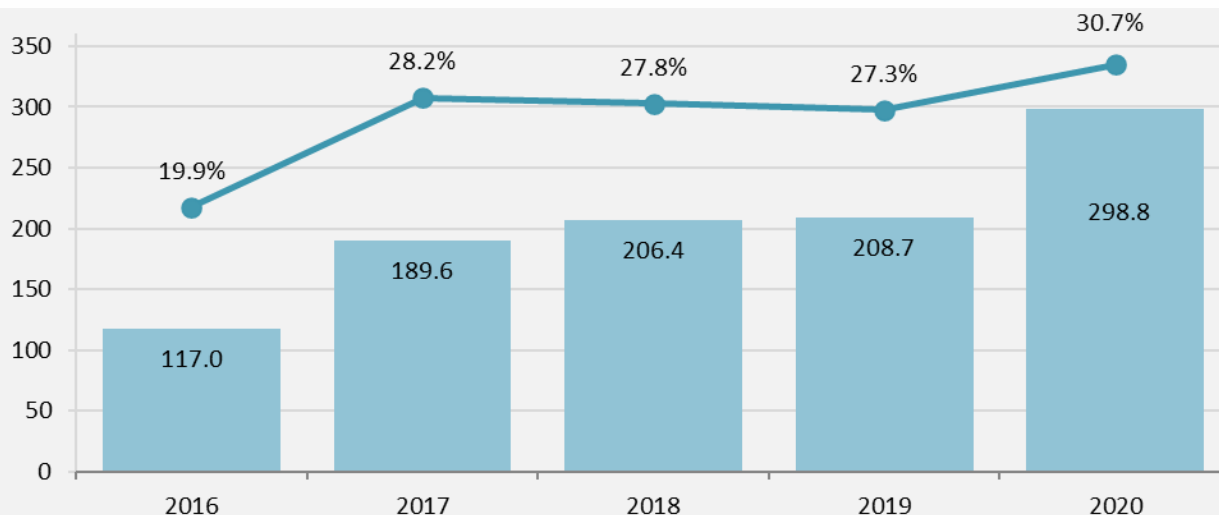
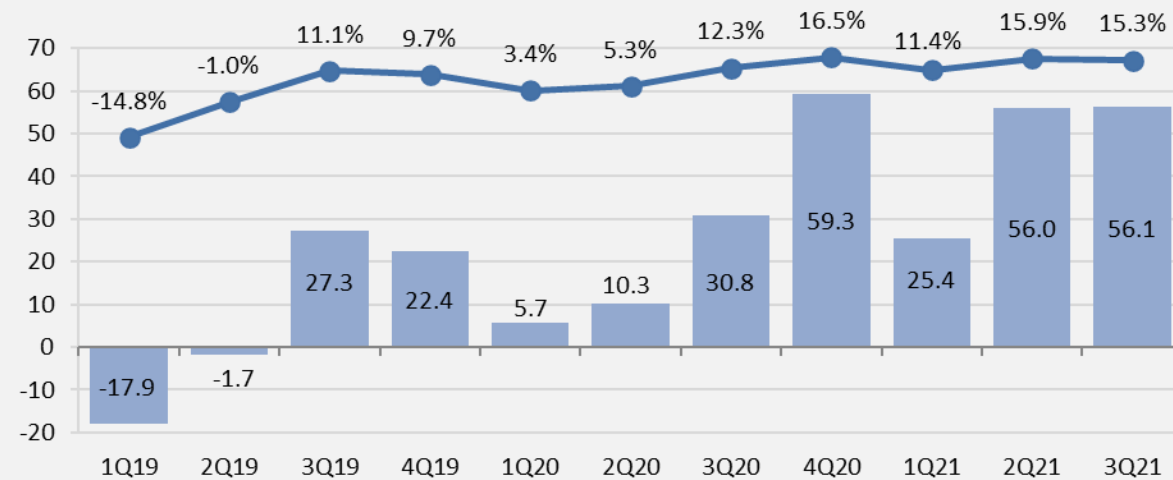
19%	Domestic material
14%	FX Related Domestic Material
16%	Metals
18%	Imported Material

# Profitability

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



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

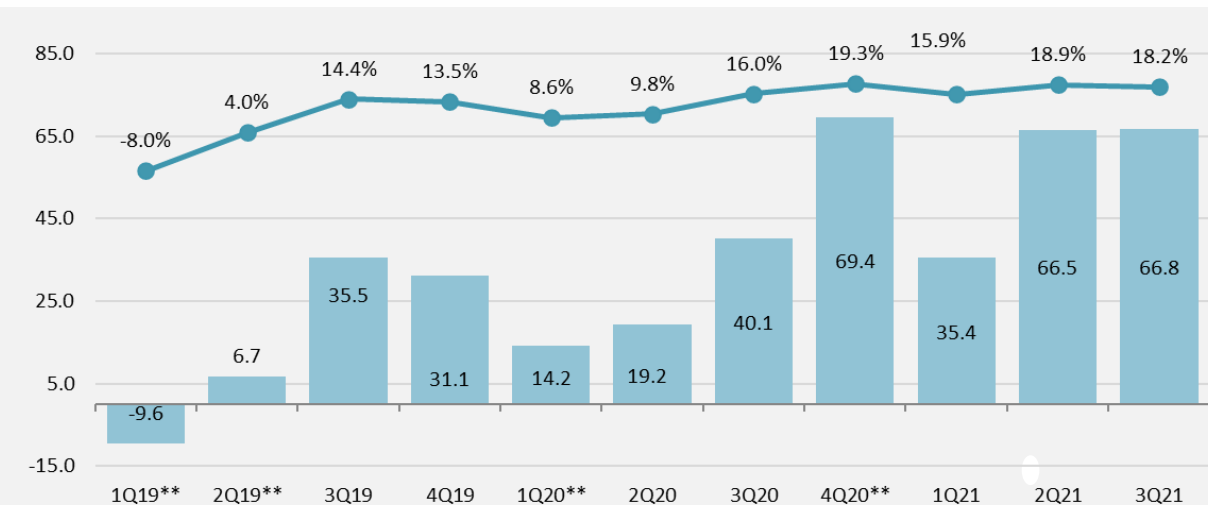


(\*) According to the information in the Earnings Release, operating income is adjusted as follows: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q19/2019: reduced by R\$74.3 million; and (iii) 1Q20: increased by R\$1.0 million, (iv) 4Q20: reduced by R\$1.7 million (v) 2020: reduced by R\$0.7 million

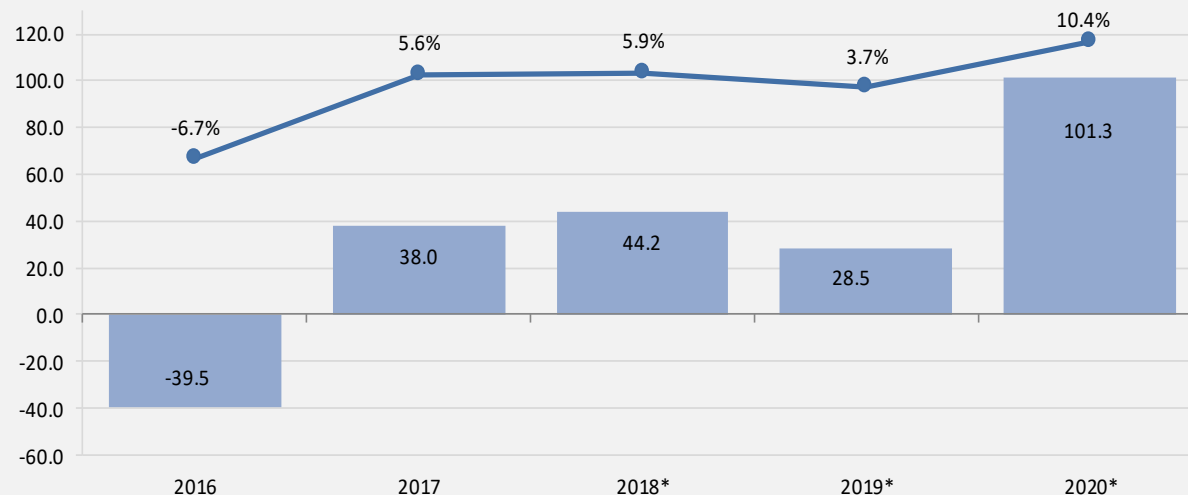
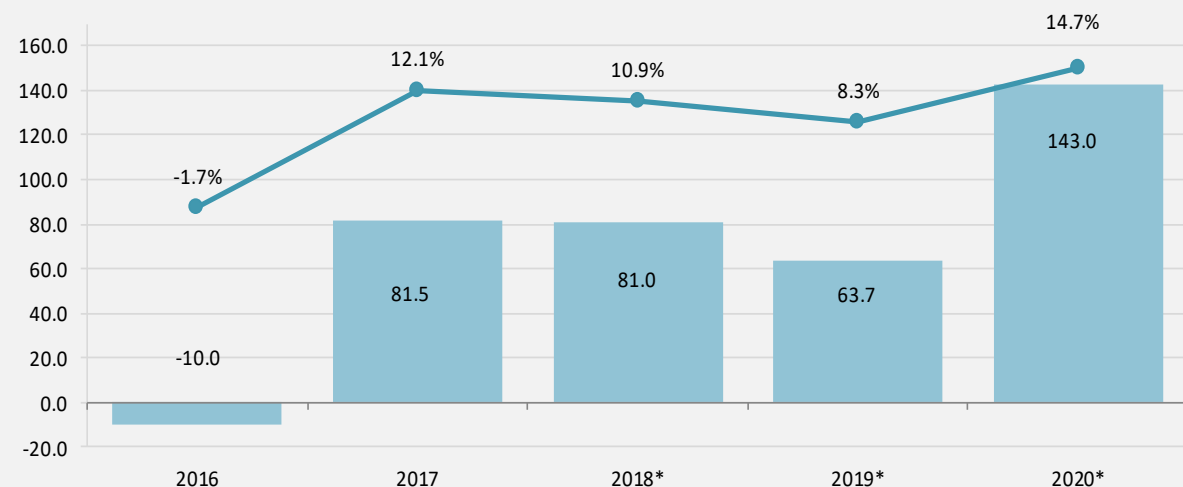
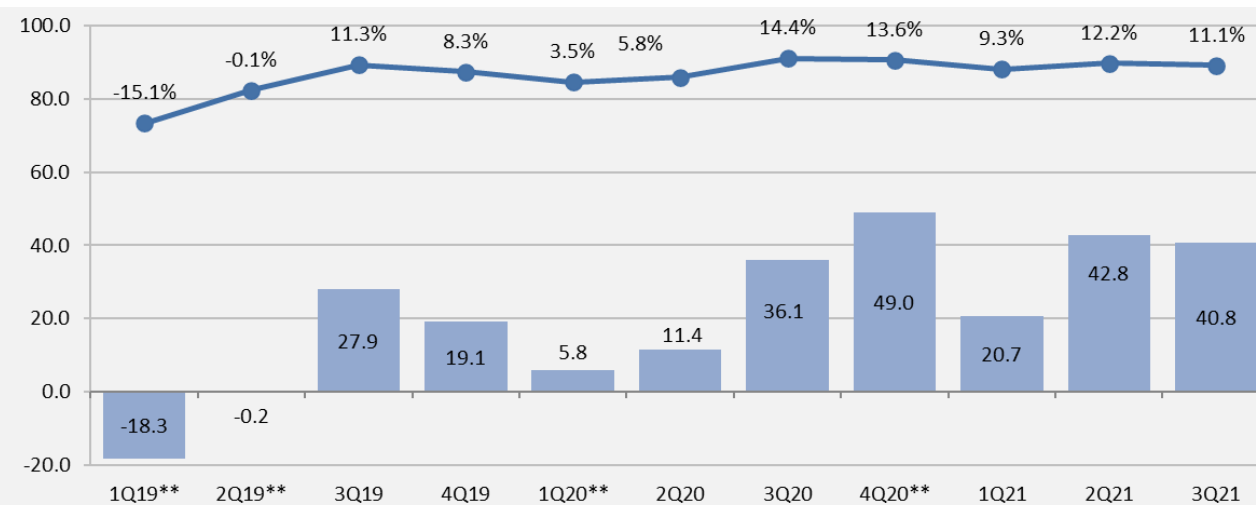


# Profitability

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



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



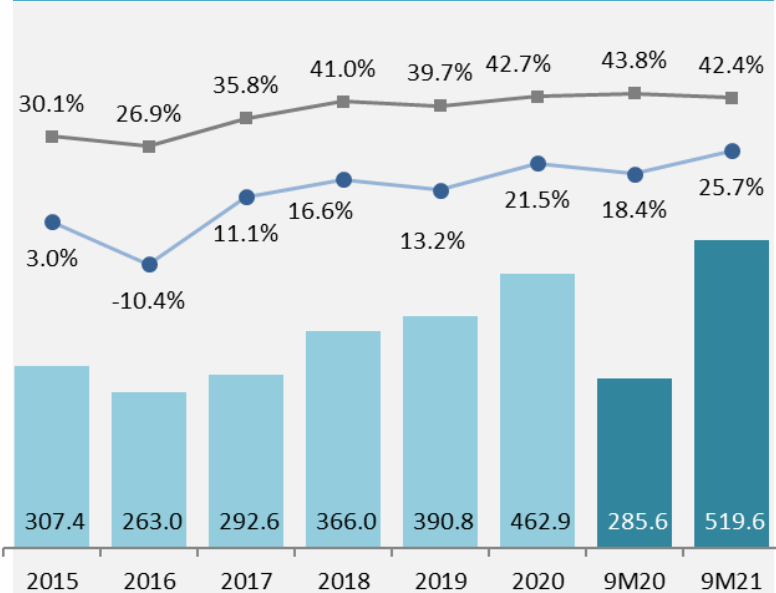
(\*) According to the information in the Earnings Release, EBITDA is adjusted by the following aspects: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q19/2019: reduced by R\$74.3 million; and (iii) 1Q20: reduced by R\$1.0 million. (\*\*) According to the information in the Earnings Release, net income 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

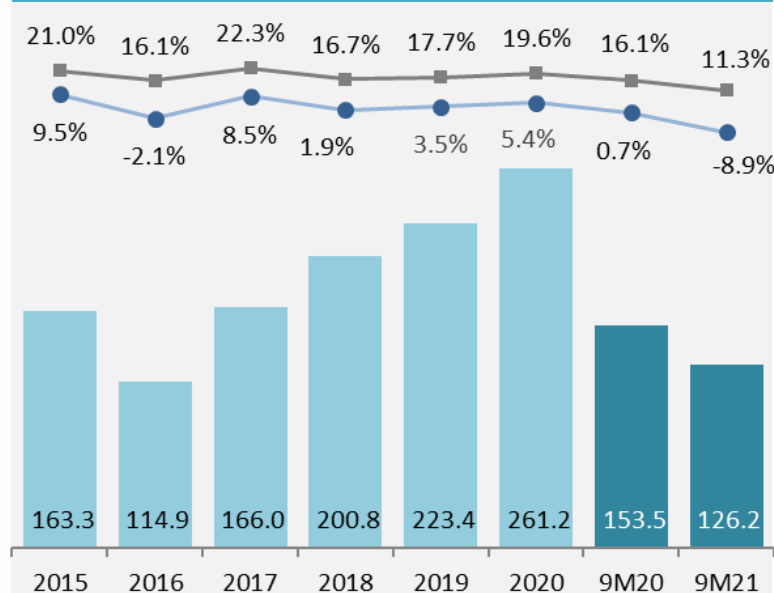


Sales	Quarterly											Accumulated	
	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	1H20	1H21
Romi Machines (qty)	137	172	246	248	164	137	230	329	219	332	312	531	863
Burkhardt+Weber (qty)	2	8	12	7	3	5	2	7	-	5	6	10	11
Rough and Machined Cast Iron Part	3.567	3.836	4.286	3.605	4.095	4.263	7.056	6.528	5.808	7.329	7.819	15.415	20.956

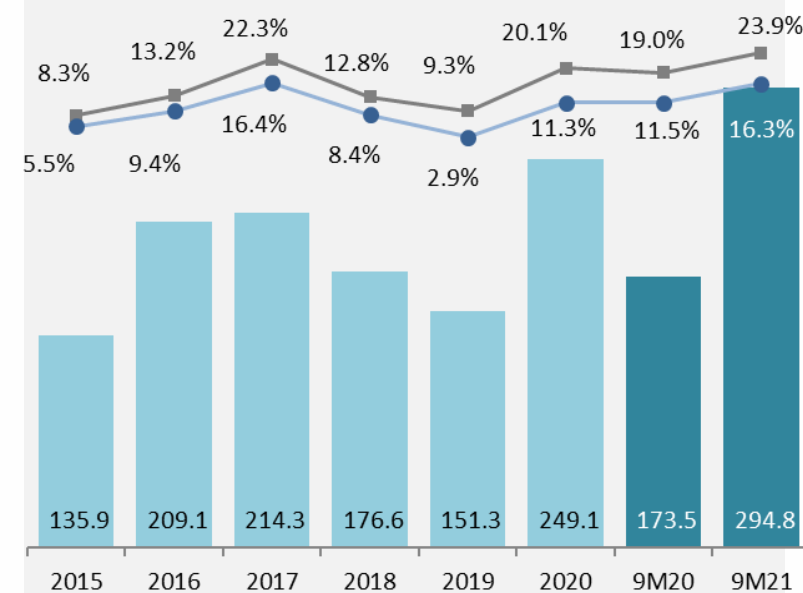
## Romi Machines



## Burkhardt+Weber



## Rough and Machined Cast Iron Parts



Revenue Gross Margin EBITDA

# Financial Position



## Cash and Cash Equivalent (R\$ MM) - 09/30/2021

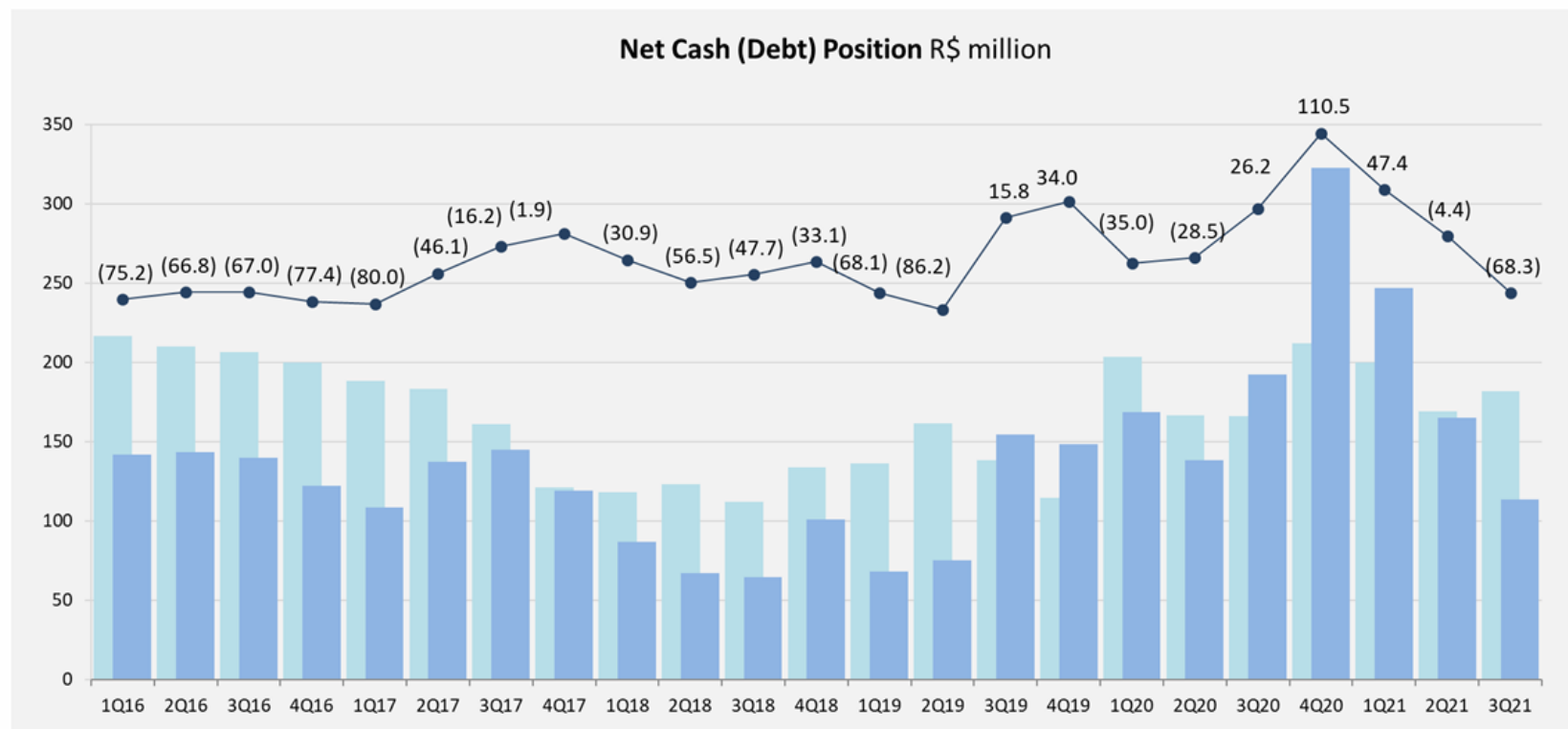
	Amount
Bank Deposit Certificate ("CDB")	37.7
Investment funds DI and fixed income	27.8
Financial investments covered by debentures	22.5
Banks	25.4
<b>Total</b>	<b>113.5</b>

**Net Cash = (68.3)**

## Loans\* (R\$ MM) - 09/30/2021

	Amount
2021 (3 meses)	9.9
2022	24.1
2023	20.2
2024	119.6
2025	8.0
<b>Total</b>	<b>181.8</b>

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

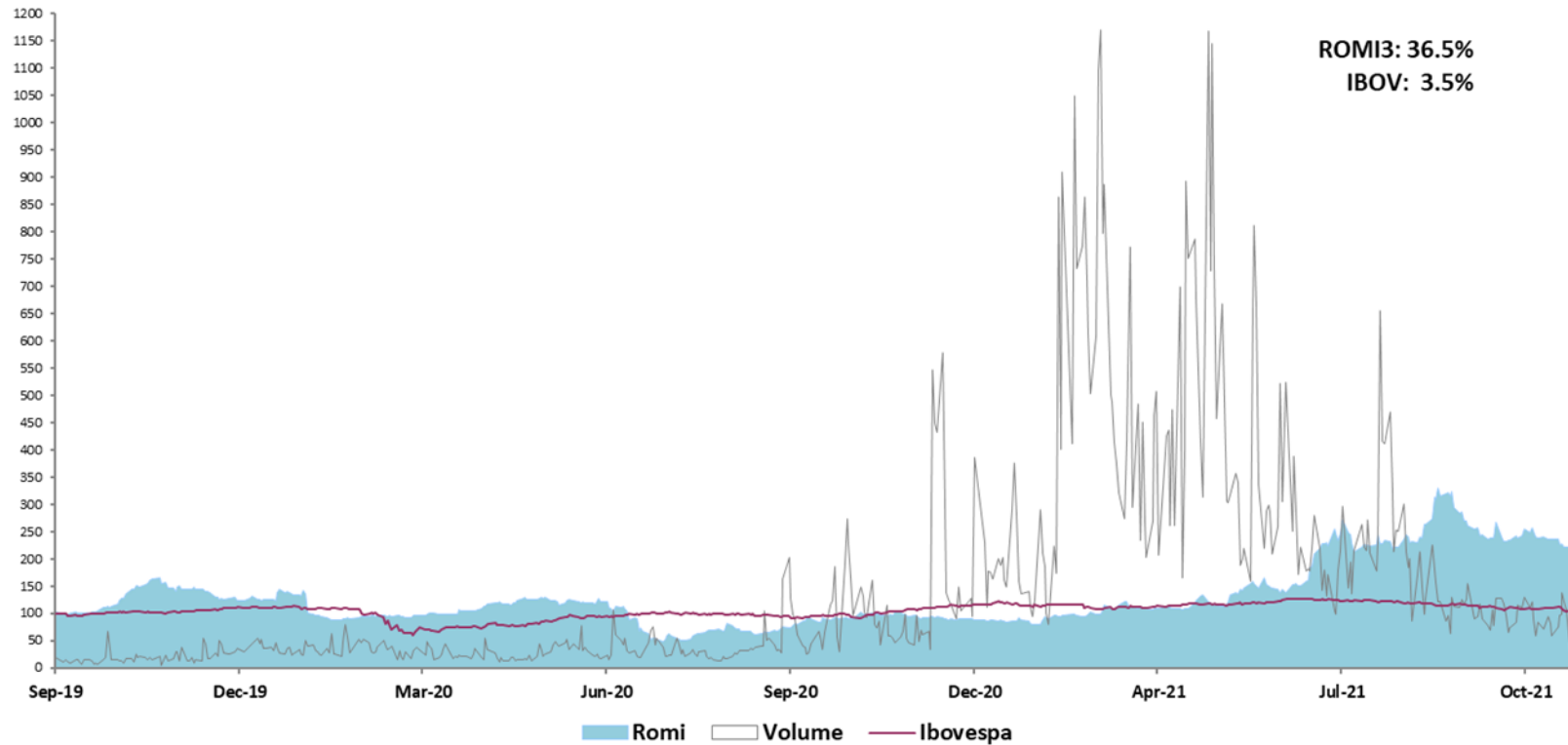




## Share performance ROMI3 vs. Ibovespa

From: 9/27/2019 to 10/25/2021

Source: B3



**ROMI3**  
B3 LISTED NM

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



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