# 4Q21 Earnings Release

**February 1, 2022** 



**December 31, 2021** 

**Share price at 1/28/2022** ROMI3 - R\$15.80 per share

Market value R\$1,158 million US\$214.8 million

Number of shares Common: 73,333,922 Total: 73,333,922

Free float = 50.8%

Earnings Conference Call broadcast over the web in Portuguese, with simultaneous translation into English

February 2, 2022

11 a.m. (São Paulo) | 2 p.m. (London) | 9 a.m. (New York)

 $https://us02web.zoom.us/webinar/register/WN\_t-QUbnH0TruQpfGnuZ8VDg$ 

ID Zoom: 853 1635 2862

Dial-in number: +55 (11) 4680-6788

Dial-in numbers at https://us02web.zoom.us/u/kszWE5ZfN



### Santa Bárbara d'Oeste - São Paulo, December 31, 2021

Indústrias Romi S.A. ("Romi" or "Company") (B3: ROMI3), domestic market leader in the Machine Tools and **Plastic Processing Machines** markets, as well as an important producer of Rough and Machined Cast Iron Parts, announces its results for the fourth quarter of 2021 ("4Q21"). Except where otherwise stated, the Company's operating and financial information is presented on a consolidated basis, in accordance with the International Financial Reporting Standards (IFRS).

Statements contained in this release related to Romi'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, the economic situation in Brazil, the industry and international markets. Therefore, they are subject to changes.

### **Investor Relations Contact**

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# **Highlights**

EBITDA in 4Q21 was R\$85.2M (+22.7% over 4Q20);
Incoming orders of R\$542.1M in 4Q21 (+39.0% over 4Q20);
Order backlog reaches R\$795.3M at the end of 4Q21 (+55.9% over 4Q20)

- Consolidated net operating revenue for 4Q21 reached R\$442.8 million, an increase of 22.8% compared to 4Q20. With the increase in revenue and the effective control over costs and expenses, EBITDA in 4Q21 posted a growth of 22.7% compared to 4Q20;
- At the Romi Machines Unit, net operating revenue increased by 28.0% in 4Q21 compared to 4Q20, due to the consolidation of success of the new product lines and 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 37.3% in operating profit compared to 4Q20;
- In 4Q21, incoming orders at the Romi Machines Unit increased by 3.6 p.p. compared to 4T20 and increased by 45.3% in 2021 compared to 2020, reflecting the favorable environment for investments, the technology in our products and the new business alternatives, such as the machine rental business;
- In 4Q21, incoming orders at the Rough and Machined Cast Iron Parts Unit increased by 209.9% compared to 4Q20, 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 EUR28.3 million, an increase of 41.6% compared to 2020, reflecting the resumption of projects that had been suspended due to the COVID-19 pandemic;
- At the end of 4Q21, the Company's order backlog reached R\$795.3 million, an increase of 55.9% in comparison to 4Q20, mainly at the Romi Machines and Rough and Machined Cast Iron Parts business units;





			Quarterl	у		А	cumulated	
R\$'000	4Q20 <sup>1</sup>	3Q21 <sup>3</sup>	4Q21	Var.	Var.	2020 <sup>2</sup>	2021	Var.
Revenues Volume				4Q21/3Q21	4Q21/4Q20			2021/2020
Romi Machines (units)	329	312	338	8,3%	2,7%	860	1.201	39,7%
Burkhardt+Weber (units)	7	6	7	17%	0%	17	18	5,9%
Rough and Machined Cast Iron Parts (tons)	6.528	7.819	6.089	-22%	-7%	21.943	27.045	23,3%
Net Operating Revenue	360.643	366.577	442.834	20,8%	22,8%	973.150	1.383.499	42,2%
Gross margin (%)	32,2%	31,3%	32,0%			30,7%	32,3%	
Operating Income (EBIT)	61.007	56.122	74.009	31,9%	21,3%	106.868	211.548	98,0%
Operating margin (%)	16,9%	15,3%	16,7%			11,0%	15,3%	
Operating Income (EBIT) - adjusted	59.336	56.122	74.009	31,9%	24,7%	106.152	211.548	99,3%
Operating margin (%) - adjusted	16,5%	15,3%	16,7%			10,9%	15,3%	
Net Income	86.406	85.850	54.739	-36,2%	-36,6%	174.699	204.148	16,9%
Net margin (%)	24,0%	23,4%	12,4%			18,0%	14,8%	
Net Income - adjusted	48.974	40.789	54.739	34,2%	11,8%	101.323	159.091	57,0%
Net margin (%) - adjusted	13,6%	11,1%	12,4%			10,4%	11,5%	
EBITDA	71.115	66.826	85.183	27,5%	19,8%	143.685	253.924	76,7%
EBITDA margin (%)	19,7%	18,2%	19,2%			14,8%	18,4%	
EBITDA - adjusted	69.444	66.826	85.183	27,5%	22,7%	142.969	253.924	77,6%
EBITDA margin (%) - adjusted	19,3%	18,2%	19,2%			14,7%	18,4%	
Investments (4)	15.861	25.696	36.542	42,2%	130,4%	44.068	99.815	126,5%

(1) 4Q20: The Company recognized in the financial statements for 4Q20 the effects of the favorable final decision in the tax proceeding filed against Eletrobrás, which impacted the result for the quarter as follows: (i) EBIT/EBITDA: increased by R\$1.7 million due to the recognition of the gain relating to the principal amount, reduced by expenses with attorneys' fees, under "Other operating income (expenses), net"; (ii) finance income (costs): increased by R\$37.5 million due to the monetary adjustment of the original amount of the credits; and (iii) profit for the period: increased due to the impact of the net gain of R\$38.4 million, already considering the effects of income tax and social contribution on the gain, which were reduced with the use of the interest on capital proposed in December 2020, as per the Notice to Shareholders dated December 8, 2020.

(2) 2020: The Company recognized in the financial statements for 4Q20 and 1Q20 the effects of the favorable final decision in the tax proceeding ("Plano Verão" and "Eletrobrás"), which impacted the result for the quarter as follows: (i) EBIT/EBITDA: increased by R\$0.7 million due to the recognition of the gain relating to the principal amount of the Eletrobrás proceeding, reduced by expenses with attorneys' fees, under "Other operating income (expenses), net";(ii) finance income (costs): increased by R\$62.6 million due to the monetary adjustment of the original amount of the credits; (iii) income tax and social contribution: increased by R\$10.8 million, relating to the original amount of the credits from Plano Verão; and (iv) profit for the period: increased due to the impact of the net gain of R\$73.4 million, already considering the effects of income tax and social contribution on the gain, which were reduced with the use of the interest on capital proposed in April and December 2020, as per the Notices to Shareholders dated March 17, 2020 and December 8, 2020.

(3) 3Q21: On March 20, 2019, the Company filed for a writ of mandamus in order to recover taxes that it believes were unduly paid in the last five years, since IRPJ (corporate income tax) and CSLL (social contribution on net income) were not levied on the amounts related to monetary adjustment and late payment interest on the refund of tax credits. This subject was submitted to the analysis of general repercussion on September 24, 2021 when, judging extraordinary appeal 1.063.187, the Supreme Federal Court (STF), by unanimous decision, ruled on the non-levy of IRPJ and CSLL on the amounts related to monetary adjustment and interest on the refund of tax credits, as transcribed below: "The levy of IRPJ and CSLL on the amounts related to the Selic rate received due to claim for refund of undue payment is unconstitutional". The effects of the acknowledgment represented the following impacts on the statements of income: (i) finance income: R\$2.1 million; and (ii) Income Tax and social contribution on income: R\$42.9 million.

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

(4) Of the investments made in 4Q20, 3Q21, 4Q21, 2021 and 2020, the amounts of R\$8.6 million, R\$9.4 million, R\$10.2 million, R\$38.9 million and R\$22.3 million refer to machines manufactured by the Company that were allocated to the machinery rental business, a new solution launched in 3Q20.





# **Corporate Profile**



Romi, founded in 1930, is the leader in the Brazilian industrial machinery and equipment market, and an important manufacturer of rough and machined cast iron parts.

The Company is listed on B3's "New Market", which is reserved for companies with a higher level of corporate governance. Romi manufactures machine tools (Conventional Lathes, Computerized Numerical Control (CNC) Lathes, Lathing Centers, Machining Centers, Vertical and Horizontal Heavy and Extra-Heavy Lathes and Drilling Mills), Plastic Injection or Blow Molding Machines and ductile or CDI gray cast iron parts, either in raw or machined form. The Company's cutting-edge products and services, which feature Industry 4.0 technologies, enable the smart use of the data generated, whether through built-in artificial intelligence or through the transfer of big data over the networks (connectivity) to a central analysis site. The Company's equipment is sold all globally and used by a number of industrial segments, such as the agricultural machinery, capital goods, consumer goods, packaging, tooling, hydraulic equipment, sanitation, automotive and wind power industries, among many others.

The Company has thirteen manufacturing units, four of which for final assembly of industrial machinery, two foundries, four units for machining of mechanical components, two units for manufacture of steel sheet components, and a unit for assembly of electronic panels. Of these, eleven are located in Brazil and two in Germany. The Company has an installed production capacity of approximately 2,900 industrial machines and 50,000 thousand metric tons of castings per year.





# **Current Economic Scenario**

2021 ended indicating the continuity of a favorable environment for investments, as started in mid-2020. This important recovery in business volume can be noticed in all units, both in businesses in the domestic market and in exports and at the Burkhardt Weber business unit. Although the current level of real interest rates and the prospects indicate its increase, the current exchange rate level and the costs and global logistics availability continue to encourage the national industry and the country in general to allocate a greater portion of production to Brazil, as well as to seek greater productivity and preservation of competitiveness. In view of the more concrete signs of this resumption that took place in 2020, the Company prepared itself, especially in relation to orders for raw materials and components along the supply chain, which have allowed us to serve customers in an appropriate and competitive period. Romi is prepared to continue to support its customers by providing high-technology products, within deadlines suitable to the market's needs.

In the foreign market we have also noted a recovery of machine orders, not only for Romi Machines, but also for BW Machines, the latter with relevant orders placed in 2021. These orders reflect the economic recovery and, consequently, the growing volume of opportunities both in the Asian continent and in Europe.

The Industrial Entrepreneur Confidence Index (ICEI) also shows a strong recovery of confidence throughout 2021, and in recent months this index remained stable at a level considered highly favorable for new investments.

# Industrial Entrepreneur Confidence Index - ICEI



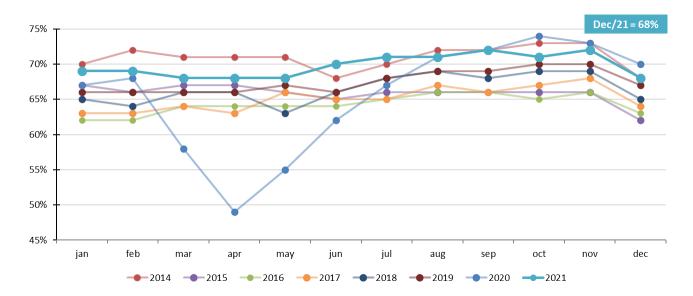
Source: CNI - ICEI, January 2022

Having suffered the impact of the pandemic, the Installed Capacity Utilization (UCI) index of the domestic industry in general, released by the National Confederation of Industries (CNI), returned to its normal levels in August 2020, and remains at levels favorable to investments.

# Average Installed Capacity Utilization (UCI)







Source: CNI - UCI, December 2021

The past few years have been marked by an environment of uncertainty and high volatility, with major challenges in relation to production volume management, for example. Accordingly, we continue to implement actions to streamline the structure and the planning and manufacturing process, to respond quickly to the demand volatility. Over the past few years we have made several optimizations, especially in indirect structures and internal processes automation. We also reinforced the focus on cost and expense reduction projects, in addition to investing in automation and productivity, focusing on the increase of profitability, which can be noted since 2017. Strategically, we have defined the development of new product generations as a priority, and have advanced significantly in terms of technological content, aligned to the needs of Industry 4.0, and the lines launched in 2018 and 2019 have been consolidating successfully in the domestic and foreign markets. This gives us great confidence that we are well prepared to keep seizing the opportunities arising from the rebound in the domestic and foreign economies.



# **Market**

The Company's main leading edges in the market - ongoing investments in the development of cutting-edge products and solutions, nationwide distribution network, own permanent technical assistance service, availability of attractive customer credit packages in local currency, and short product delivery times - are all recognized by the customers, giving the ROMI brand name a traditional and prestigious reputation.

### **Incoming Orders**

Order Entry (R\$ 000) Gross Values, sales taxes included	4Q20	3Q21	4Q21	Chg. 4Q21/3Q21	Chg. 4Q21/4Q20	2020	2021	Chg. 21/20
Romi Machines	208,471	258,857	216,012	-16.6%	3.6%	628,608	913,176	45.3%
Burkhardt+Weber Machines	99,346	29,896	71,606	139.5%	-27.9%	125,541	181,747	44.8%
Rough and Machined Cast Iron Parts	82,250	126,711	254,545	100.9%	209.5%	319,197	636,167	99.3%
Total *	390,067	415,465	542,162	30.5%	39.0%	1,073,345	1,731,090	61.3%

<sup>\*</sup>The informed amounts related to incoming orders and order backlog do not include parts and services.

Although the environment still presents uncertainties, mainly related to the pandemic, the recovery of industrial activities started in mid-2020 continued throughout 2021. The confidence of the industrial entrepreneur has been showing favorable levels, as well as the foreign exchange devaluation continues to boost the incoming orders volume at the Romi Machines Unit observed in 4Q21 and in 2021. In addition to the new generations of products previously commented on, with important technological advances in the mechatronics, thermal compensation and connectivity areas, the Company has been seeking alternatives to offer new business to its customers, such as machine rental, for example. These initiatives have been yielding good results. In 2021, 165 machines were leased, with contracts representing R\$41.9 million. Since the launch of this solution in the market in June 2020, 273 machines have been leased, with contracts representing R\$ 65.4 million. These contracts are effective from 12 to 24 months.

In 4Q21 the German subsidiary BW obtained new orders totaling R\$71.6 million, demonstrating the economic recovery of Asia and also of projects in Europe. Accumulated in 2021, the incoming orders totaled R\$181.7 million, an increase of 44.8% compared to 2020.

In 4Q21, the Rough and Machined Cast Iron Parts Unit posted a 209.5% increase in incoming orders when compared to 4Q20, demonstrating not only the intensification of the business of production of large castings for the energy industry, but also a recovery of the other segments served by this business unit.





### **Order Backlog**

Order Backlog (R\$ 000) Gross Values, sales taxes included	4Q20	3Q21	4Q21	Chg. 4Q21/3Q21	Chg. 4Q21/4Q20
Romi Machines	254,213	400,366	357,382	-10.7%	40.6%
Burkhardt+Weber Machines	126,200	144,727	107,583	-25.7%	-14.8%
Rough and Machined Cast Iron Parts	129,612	185,538	330,310	78.0%	154.8%
Total *	510,024	730,632	795,276	8.8%	55.9%

<sup>\*</sup>The informed amounts related to incoming orders and order backlog do not include parts and services.

At the end of the fourth quarter of 2021, the order backlog grew by 55.9% compared to the same period in 2020. This growth is related to the higher business volume of Romi Machines in the domestic and foreign markets, the latter showed an important recovery in 2021. The German subsidiary B+W also showed an increase in orders volume when compared to 2020, which led it, even with a high revenue volume in 4Q21, end the year 2021 with a backlog 14.8% lower than at the end of 2020. The greater volume of incoming orders was a result of the resumption of projects that been interrupted due to the pandemic. At the Rough and Machined Cast Iron Parts Unit, the agricultural, commercial vehicle and construction markets have been showing signs of recovery. In addition, the heavy parts market continues quite heated, as can be seen in the growth in volume of new orders at this unit.



# **Operational Performance**

### **Net Operating Revenue by Business Unit**

The net operating revenue posted by the Company in 4Q21 reached R\$442.8 million, 22.8% higher than in 4Q20, with growth in all business units, especially at the Romi Machines and Rough and Machined Cast Iron Parts Business Units.

			Quarterly	,		Α	ccumulated	k
Net Operating Revenue (R\$ 000)	4Q20	3Q21	4Q21	Var. 4Q21/3Q21	Var. 4Q21/4Q20	2020	2021	Chg. 21/20
Romi Machines	177,300	194,669	227,022	16.6%	28.0%	462,876	746,642	61.3%
Burkhardt+Weber Machines	107,761	55,064	119,073	116.2%	10.5%	261,222	245,312	-6.1%
Rough and Machined Cast Iron Parts	75,582	116,844	96,739	-17.2%	28.0%	249,052	391,548	57.2%
Total	360,643	366,577	442,834	20.8%	22.8%	973,150	1,383,502	42.2%

### **Romi Machines**

The net operating revenue of this Business Machines Unit reached R\$227.0 million in 4Q21, an increase of 28.0% compared to 4Q20, reflecting the resumption of orders from June 2020 and the resumption of orders in the foreign market in 2021.

### **Burkhardt + Weber Machines**

In 4Q21 the revenue of the German subsidiary BW in Reais was 10.5% higher than in 4Q20 as a result of the gradual resumption of projects previously interrupted due to the effects of the pandemic. However, the year 2021 continued impacted by the effects of the Covid-19, mainly in terms of revenue volume. It is worth noting that the volume of new orders from the fourth quarter of 2020 showed significant growth, as it can be seen in the incoming orders in 2021, which surpassed 2020 by 44.8%.

### **Rough and Machined Cast Iron Parts**

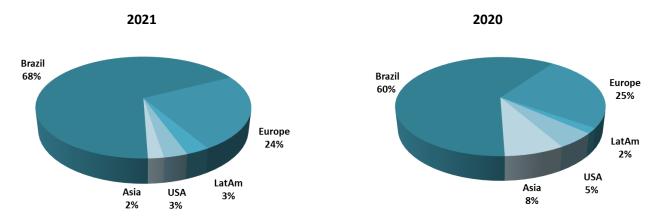
The net operating revenue of this Business Unit totaled R\$96.8 million in 4Q21, up 28.0% over 4Q20, due to the continuity of business related to large rough and machined cast iron parts for the energy sector and the recovery of the other segments served by this unit.





### Net Operating Revenue per Geographical Region

The domestic market accounted for 68% of Romi's consolidated revenue in 2021 (60% in 2020). Considering the revenue obtained in foreign markets, which takes into account sales by Romi's subsidiaries abroad (Germany, China, United States, Italy, United Kingdom, France, Mexico and Spain) and direct sales to other markets, the distribution of Romi's consolidated revenue by geographical region was the following:



The following shows the foreign market revenue, in Reais (R\$) and in US dollars (US\$):

Foreign Sales			Quarter	·ly		A	ccumulate	d
	4Q20	3Q21	4Q21	Var. 4Q21/3Q21	Chg. 4Q21/4Q20	2020	2021	Chg. 21/20
Net Sales (R\$ million)	151.9	106.3	203.6	91.5%	34.0%	393.3	460.1	17.0%
Net Sales (US\$ million)	28.0	20.3	36.3	78.8%	29.6%	74.4	84.8	14.0%

In the foreign market, Asia decreased its share of consolidated revenue in 2021 when compared to 2020 due to lower revenues from the German subsidiary BW. Latin America increased its share, mainly in South America.

# **Adjusted Gross and Operating Margins**

The gross margin obtained in 4Q21 was 32.0%, a decrease of -0.2 p.p. compared to 4Q20, due to the decrease in the gross margin of the Rough and Machined Cast Iron Parts Unit. The adjusted operating margin (EBIT) decreased by -0.1 p.p. in the same period for the reasons mentioned above. It is worth mentioning that the other business units, Romi Machines and B+W Machines, posted increase in their gross and operating margins in the same comparison period, due to the higher volume of revenues and the focus on projects for operational efficiency improvement and efficient control of operating expenses.



			Quarte	rly		Accumulated		
Gross Margin	4Q20	3Q21	4Q21	Var. p.p. 4Q21/3Q21	Var. p.p. 4Q21/4Q20	2020	2021	Chg. pp 2021/2020
Romi Machines	41.0%	41.8%	45.2%	3.5	4.2	42.7%	43.2%	0.5
Burkhardt+Weber Machines	24.7%	12.7%	28.0%	15.3	3.3	19.6%	19.4%	(0.2)
Rough and Machined Cast Iron Parts	22.5%	22.6%	6.1%	(16.5)	(16.3)	20.1%	19.5%	(0.5)
Total	32.2%	31.3%	32.0%	0.8	(0.2)	30.7%	32.3%	1.6

			Quarte	rly		Α	Accumulated			
EBIT Margin - Adjusted	4Q20	3Q21	4Q21	Var. p.p. 4Q21/3Q21	Var. p.p. 4Q21/4Q20	2020	2021	Chg. pp 2021/2020		
Romi Machines	24.8%	23.8%	26.6%	2.8	1.8	18.8%	24.1%	5.3		
Burkhardt+Weber Machines	8.6%	-11.0%	15.3%	26.3	6.7	0.8%	-1.1%	(1.9)		
Rough and Machined Cast Iron Parts	8.0%	13.6%	-5.1%	(18.7)	(13.1)	6.9%	8.7%	1.9		
Total	16.5%	15.3%	16.7%	1.3	0.2	10.9%	15.3%	4.4		

(1) 4Q20: is adjusted for the impacts of the "Eletrobrás" legal proceeding in which the Company had a favorable decision, as described in note 15 to the financial statements; 2020: is adjusted for the impacts of the "Plano Verão" and "Eletrobrás" legal proceedings in which the Company had a favorable decision, as described in note 15 to the financial statements.

### **Romi Machines**

The gross margin of this Business Unit in 4Q21 increased by 4.2 p.p. compared to 4Q20 as a result of the higher volume of revenue and product mix. The evolution of net operating revenue, coupled with the effective control over operating expenses, resulted in an expansion of 1.8 p.p. in operating margin (EBIT) in the same comparison period.

### **Burkhardt + Weber Machines**

The gross margin and the operating margin of this business unit in 4Q21 increased by 3.3 p.p. and 6.7 p.p., respectively, when compared to 4Q20. The projects focused on profitability improvement started two years ago, which we continued implementing and developing, started to impact positively the operating results of B+W.

### **Rough and Machined Cast Iron Parts**

In 4Q21, the gross margin of this Business Unit decreased by -16.3 p.p. compared to 4Q20, and its operating margin (EBIT) decreased by -13.1 p.p. in the same comparison period. This decrease is due to incremental expenses related to aspects of quality of parts, emergency transportation and initial development of new parts, as well the impact of fixed costs during the year-end shutdown.





### **EBITDA and EBITDA Margin**

In 4Q21, the operating cash generation as measured by EBITDA amounted to R\$85.2 million, representing an EBITDA margin of 19.2%. Compared to the Adjusted EBITDA obtained in 4Q20, there was an 22.7% increase, as shown in the table below:

Reconciliation of Net Income to EBITDA	Quarterly Accum							
(R\$ 000)	4Q201	3Q21	4Q21	Var. 4Q21/3Q21	Var. 4Q21/4Q20	2020	2021	
Net Income	86,406	85,850	54,735	-36.2%	-36.7%	174,699	204,148	
Income tax and social contributions	7,958	(28,159)	17,068	-160.6%	114.5%	(5,554)	9,118	
Net Financial Income	(33,357)	(1,569)	2,203	-240.4%	-106.6%	(62,277)	(1,718)	
Depreciation and amortization	10,108	10,704	11,177	4.4%	10.6%	36,817	42,376	
EBITDA	71,115	66,826	85,183	27.5%	19.8%	143,685	253,924	
EBITDA Margin	19.7%	18.2%	19.2%	5.5%	-2.5%	14.8%	18.4%	
EBITDA - Adjusted (*)	69,444	66,826	85,183	27.5%	22.7%	142,969	253,924	
EBITDA Margin - Adjusted (*)	19.3%	18.2%	19.2%	5.5%	-0.1%	14.7%	18.4%	
Total Net Operating Revenue	360,643	366,577	442,834	20.8%	22.8%	973,150	1,383,499	

<sup>(1) 4</sup>Q20: is adjusted for the impacts of the "Eletrobrás" legal proceeding in which the Company had a favorable decision, as described in note 15 to the financial statements; 2020: is adjusted for the impacts of the "Plano Verão" and "Eletrobrás" legal proceedings in which the Company had a favorable decision, as described in note 15 to the financial statements.

# **Profit for the Period**

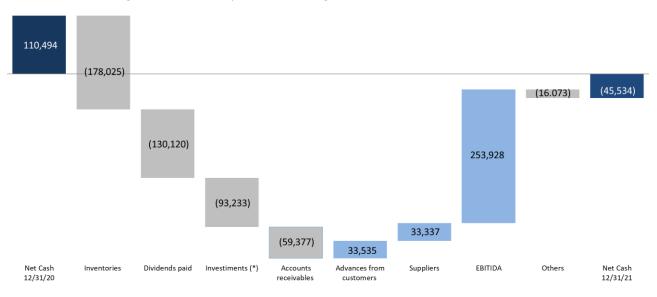
The profit for 4Q21 was R\$54.7 million, an increase of 11.8% compared to the adjusted profit for 4Q20.





# **Evolution of Net Cash (Debt) Position**

The main changes in net cash position during 4Q21, in thousands of reais, are described below:



<sup>\*</sup>The balances recognized under "Investments" are net of the impacts recognized in accordance with CPC 06 (R2) - Leases, equivalent to international standard IFRS 16 - Leases.

In 2021, the Company's net cash position presented the following main changes:

- a) Increase in inventories due to the growth of about 56% in the backlog when compared to December 2020, inflation aspects and the increase in the delivery time of important suppliers;
- b) Payment of interest on capital proposed in December 2020 and throughout 2021, and paid during the year;
- Investments made in 2021, aimed at the maintenance, productivity, flexibility and competitiveness of the other units in the manufacturing complex, as well as in connection with the new machine rental business;
- d) Increase in trade accounts receivable, mainly due to the higher volume of revenue of the German subsidiary B+W which will be received at the beginning of 2022; and
- e) Increase in the "Advances from customers" account due to the increase in the volume of new orders and consequently in the backlog.

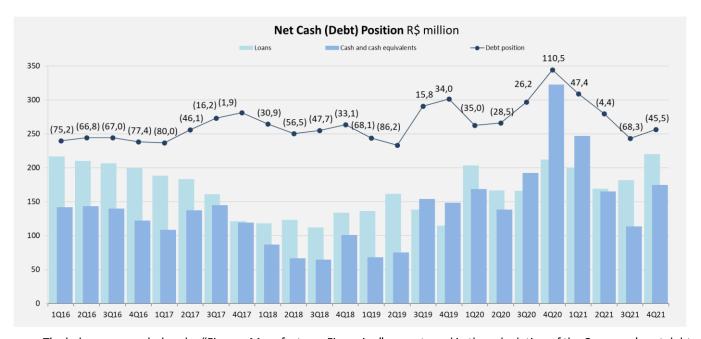


# **Financial Position**

Short-term investments are made with prime financial institutions with low credit risk and their yield is mainly pegged to the Interbank Certificate of Deposit (CDI). The consolidated net cash position as at December 31, 2021 was negative by R\$45.5 million.

The Company's borrowings are used mainly for investments in the modernization of its manufacturing facilities, research and development of new products, and financing of exports and imports. As at December 31, 2021, the amount of financing in local currency was R\$64.3 million, and in foreign currency, R\$157.044 million, totaling R\$221.4 million, of which R\$32.3 million maturing in up to 12 months.

As at December 31, 2021, the Company recorded R\$174.7 million as cash and cash equivalents and short-term investments.



The balances recorded under "Finame Manufacturer Financing" are not used in the calculation of the Company's net debt.

As at December 31, 2021, the Company did not have any derivative transactions.

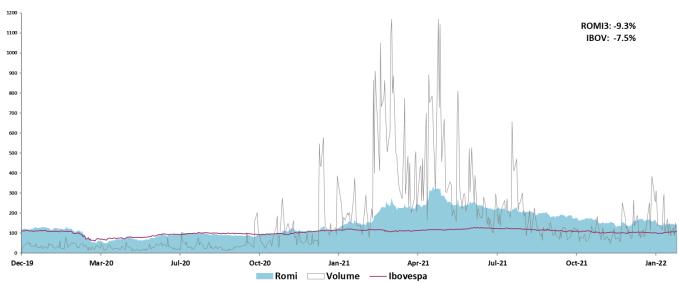




# **Capital Markets**

# Share Performance Romi3 x Ibovespa

From: 12/30/2019 to 01/28/2021



Source: B3.

On January 28, 2022 the Company's common shares (ROMI3), which were quoted at R\$15.80, posted valuation of 2.3% since December 31, 2020 and 10.0% since January 31, 2019. The Bovespa Index (Ibovespa) went up by -6.0% and -3.2%, in the same periods.

The Company's market capitalization on January 28, 2021 was R\$1,158 million. The average daily trading volume during 4Q21 was R\$ 11.7 million.





# Consolidated Balance Sheet IFRS (R\$ 000)

ASSETS	12/31/20	09/30/21	12/31/21	LIABILITIES AND SHAREHOLDER'S EQUITY	12/31/20	09/30/21	12/31/21
CURRENT	1,068,695	1,137,982	1,164,282	CURRENT	586,801	574,515	576,153
Cash and Cash equivalents	195,418	63,188	99,911	Loans and financing	115,422	34,170	70,732
Financial investments	127,166	50,283	74,786	FINAME manufacturer financing	122,704	138,253	142,830
Trade accounts receivable	186,183	193,624	237,952	Trade accounts payable	96,054	156,606	129,391
Onlending of FINAME manufacturer financing	131,494	147,982	152,775	Payroll and related taxes	36,163	55,593	46,062
Inventories	358,674	584,342	536,699	Taxes payables	13,182	23,225	21,246
Recoverable taxes	51,204	84,277	48,935	Advances from customers	70,462	107,083	103,997
Other receivables	18,556	14,286	13,224	Related parties	4,856	4,886	7,680
Judicial Deposits	ı			Dividends	91,130	25,513	18,191
				Provision for contingent liabilities	1,216	1,525	1,445
				Other payables	35,612	27,661	34,579
NON CURRENT	274,089	330,486	339,204				
Trade accounts receivable	13,106	24,778	20,714	NON CURRENT	345,323	404,876	413,406
Onlending of FINAME manufacturer financing	203,222	217,650	218,866	Loans and financing	96,668	147,600	149,499
Recoverable taxes	28,256	49,050	70,472	FINAME manufacturer financing	201,710	211,616	219,104
Deferred income and social contribution taxes	23,934	21,078	10,557	Deferred income and social contribution taxes	43,372	41,490	41,361
Judicial Deposits	1,884	12,092	12,097	Reserve for contingencies	296	561	347
Other receivables	3,687	5,838	6,498	Other payables	3,277	3,609	3,095
Investments							
Property, Plant and Equipment	314,748	349,784	370,348				
Investment Properties	18,388	16,621	16,621	SHAREHOLDER'S EQUITY	813,003	919,233	963,288
Intangible assets	70,788	65,310	64,065	Capital	637,756	637,756	637,756
				Retained earnings	86,894	189,845	233,695
				Cumulative translation adjustments	88,353	91,632	91,837
				NON CONTROLLING INTERESTS	1,581	1,559	1,673
				TOTAL SHAREHOLDER'S EQUITY	814,584	920,792	964,961
TOTAL ASSETS	1,746,708	1,900,183	1,954,520	TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	1,746,708	1,900,183	1,954,520



### IFRS (R\$ thousand)

	4Q20	3Q21	4Q21	Chg. 4Q21/3Q21	Chg. 4Q21/4Q20	2020	2021	Chg. 2021/2020
Net Operating Revenue	360.643	366.577	442.834	20,8%	22,8%	973.150	1.383.499	42,2%
Cost of Goods Sold	(244.426)	(251.945)	(300.965)	19,5%	23,1%	(674.321)	(936.710)	38,9%
Gross Profit	116.217	114.632	141.869	23,8%	22,1%	298.829	446.789	49,5%
Gross Margin %	32,2%	31,3%	32,0%			30,7%	32,3%	
Operating revenues (expenses)	(55.210)	(58.510)	(67.860)	16,0%	22,9%	(191.961)	(235.241)	22,5%
Selling expenses	(29.855)	(26.943)	(33.635)	24,8%	12,7%	(91.055)	(110.895)	21,8%
Research and development expenses	(6.037)	(7.001)	(6.909)	-1,3%	14,4%	(22.518)	(27.077)	20,2%
General and administrative expenses	(20.937)	(21.904)	(22.297)	1,8%	6,5%	(74.005)	(85.846)	16,0%
Management profit sharing and compensation	(4.101)	(3.938)	(4.632)	17,6%	12,9%	(11.687)	(15.721)	34,5%
Other operating income, net	5.720	1.276	(387)	-130,3%	-106,8%	7.304	4.298	-41,2%
Operating Income (loss) before Financial Results	61.007	56.122	74.009	31,9%	21,3%	106.868	211.548	98,0%
Operating Margin %	16,9%	15,3%	16,7%			11,0%	15,3%	
Operating Income (loss) before Financial Results - Adjusted (*)	59.336	56.122	74.009	31,9%	24,7%	106.152	211.548	99,3%
Operating Margin % - Adjusted (*)	16,5%	15,3%	16,7%			10,9%	15,3%	
Financial Results, Net	33.357	1.569	(2.203)	-240,4%	-106,6%	62.277	1.718	-97,2%
Financial income	38.498	4.869	2.708	-44,4%	-93,0%	69.529	12.332	-82,3%
Financial expenses	(3.804)	(3.224)	(3.677)	14,0%	-3,4%	(11.772)	(14.000)	18,9%
Exchance gain (loss), net	(1.337)	(76)	(1.234)	1523,7%	-7,7%	4.520	3.386	-25,1%
Operations Operating Income	94.364	57.691	71.807	24,5%	-23,9%	169.145	213.266	26,1%
Income tax and social contribution	(7.958)	28.159	(17.068)	-160,6%	114,5%	5.554	(9.118)	-264,2%
Net income	86.406	85.850	54.739	-36,2%	-36,6%	174.699	204.148	16,9%
Net Margin %	24,0%	23,4%	12,4%			18,0%	14,8%	
Net profit (loss) concerning:								
Controlling interests	86.317	85.747	54.625	-36,3%	-36,7%	174.476	203.774	16,8%
Non controlling interests	89	103	114	10,7%	28,1%	222	374	68,5%
EBITDA	71.115	66.826	85.183	27,5%	19,8%	143.686	253.924	76,7%
Profit (loss) for the period	86.406	85.850	54.735	-36,2%	-36,7%	174.699	204.148	16,9%
Income tax and social contribution	7.958	(28.159)	17.068	-160,6%	114,5%	(5.554)	9.118	-264,2%
Financial result, net	(33.357)	(1.569)	2.203	-240,4%	-106,6%	(62.277)	(1.718)	-97,2%
Depreciation and amortization	10.108	10.704	11.177	4,4%	10,6%	36.818	42.376	15,1%
EBITDA Margin %	19,7%	18,2%	19,2%			14,8%	18,4%	
EBITDA - Adjusted (*)	69.444	66.826	85.183	27,5%	22,7%	142.999	253.924	77,6%
EBITDA Margin % - Adjusted (*)	19,3%	18,2%	19,2%			14,7%	18,4%	
№ of shares in capital stock (th)	73.334	73.334	73.334			73.334	73.334	
Profit (loss) per share - R\$	1,18	1,17	0,74			2,58	2,78	7,7%



### **Consolidated Cash Flow Statement**

IFRS (R\$ thousand)

	4Q20	3Q21	4Q21	2020	2021
Cash from operating activities					
Net Income before taxation	94,364	57,691	71,803	169,145	213,266
Financial expenses and exchange gain	(28,404)	4,718	(11,092)	(80,611)	(16,387)
Depreciation and amortization	10,137	12,040	9,841	36,847	42,376
Allowance for doubtful accounts and other receivables	2,565	(511)	255	3,510	(980)
Proceeds from sale of fixed assets and intangibles	(2,601)	(249)	(1,507)	(4,792)	(2,251)
Provision for inventory realization	(2,158)	230	(1,449)	8,558	(5,435)
Reserve for contingencies	(99)	324	(369)	42	(234)
Trade accounts receivable	(32,106)	(12,661)	(34,699)	(3,433)	(44,754)
Onlending of Finame manufacturer financing	(37,126)	(9,326)	(6,149)	(78,134)	(36,252)
Inventories	59,109	(72,147)	60,361	(22,354)	(160,223)
Recoverable taxes, net	32,971	6,759	(18,487)	(3,270)	(26,573)
Judicial deposits	3	(10,116)	(5)	46	(10,213)
Other receivables	21,719	4,016	8,554	70,329	11,881
Trade accounts payable	18,373	4,795	(27,682)	41,438	34,952
Payroll and related taxes	(1,366)	10,269	(9,531)	14,875	9,899
Taxes payable	(48,013)	(8,104)	24,139	(22,980)	(2,343)
Advances from customers	(8,894)	5,108	(3,086)	2,262	33,535
Other payables	3,281	4,892	9,265	14,715	2,115
Cash provided by (used in) operating activities	81,755	(2,272)	70,162	146,193	42,379
Income tax and social contribution paid	(256)	(41)	(390)	(559)	(722)
Net Cash provided by (used in) operating activities	81,499	(2,313)	69,772	145,634	41,657
Financial Investments	(115,069)	3,974	(24,503)	(126,483)	52,380
Purchase of fixed assets	(17,910)	(14,223)	(43,518)	(46,784)	(100,321)
Sales of fixed assets	3,624	802	2,394	5,361	4,505
Purchase of intangible assets	(357)	(347)	(2,221)	(1,131)	(2,791)
Net cash Used in Investing Activities	(129,712)	(9,794)	(67,848)	(169,037)	(46,227)
Interest on capital paid	(49,298)	(36,472)	(18,290)	(88,916)	(130,398)
New loans and financing	57,669	22,105	50,269	209,469	129,906
Payments of loans and financing	(3,139)	(18,043)	(9,973)	(140,013)	(118,226)
Interests paid (including Finame manufacturer financing)	(4,152)	(12,778)	(12,244)	(16,141)	(43,930)
New loans in Finame manufacturer	73,259	58,414	61,691	184,304	220,079
New loans in Finame manufacturer  Payment of Finame manufacturer financing	73,259 (29,530)	58,414 (39,183)	61,691 (41,482)	184,304 (83,574)	220,079 (151,067)
Payment of Finame manufacturer financing	(29,530)	(39,183)	(41,482)	(83,574)	(151,067)
Payment of Finame manufacturer financing  Net Cash provided by (used in) Financing Activities	(29,530) <b>44,809</b>	(39,183) <b>(25,957)</b>	(41,482) <b>29,971</b>	(83,574) <b>65,129</b>	(151,067) <b>(93,636)</b>
Payment of Finame manufacturer financing  Net Cash provided by (used in) Financing Activities  Increase (decrease) in cash and cash equivalents	(29,530) <b>44,809</b> (3,404)	(39,183) (25,957) (38,064)	(41,482) 29,971 31,895	(83,574) <b>65,129</b> <b>41,726</b>	(151,067) (93,636) (98,206)





# **Attachment I – Income Statement by Business Unit**

### Income Statement by Business Units - 4Q21

R\$ 000	Romi Machines	Burkhardt + Weber Machines	Rough and Machined Cast Iron	Total
Net Operating Revenue	227,022	119,073	96,739	442,834
Cost of Sales and Services	(111,903)	(85,767)	(103,295)	(300,965)
Business Units Transfers	256	-	12,729	12,985
Business Units Transfers	(12,729)	-	(256)	(12,985)
Gross Profit	102,645	33,306	5,918	141,869
Gross Margin %	45.2%	28.0%	6.1%	32.0%
Operating Expenses	(42,214)	(15,060)	(10,850)	(68,124)
Selling	(24,120)	(7,780)	(1,734)	(33,634)
General and Administrative	(10,749)	(7,280)	(4,920)	(22,949)
Research and Development	(4,868)	-	(2,041)	(6,909)
Management profit sharing	(2,477)	-	(2,155)	(4,632)
Other operating revenue	-	-	-	-
Operating Income (loss) before Financial Results	60,431	18,246	(4,932)	73,745
Operating Margin %	26.6%	15.3%	-5.1%	16.7%
Operating loss before Financial Results - Adjusted (*)	60,431	18,246	(4,932)	73,745
Operating Margin % - Ajusted (*)	26.6%	15.3%	-5.1%	16.7%
Depreciation and amortization	5,005	3,150	3,020	11,175
EBITDA	65,436	21,396	(1,912)	84,920
EBITDA Margin %	28.8%	18.0%	-2.0%	19.2%
EBITDA - Adjusted (*)	65,436	21,396	(1,912)	84,920
EBITDA Margin % - Adjusted (*)	28.8%	18.0%	-2.0%	19.2%

### Income Statement by Business Units - 4Q20

R\$ 000	Romi Machines	Burkhardt + Weber Machines	Rough and Machined Cast Iron	Total
Net Operating Revenue	177,300	107,761	75,582	360,643
Cost of Sales and Services	(96,614)	(81,178)	(66,634)	(244,426)
Business Units Transfers	325	-	8,354	8,679
Business Units Transfers	(8,354)	-	(325)	(8,679)
Gross Profit	72,657	26,583	16,977	116,217
Gross Margin %	41.0%	24.7%	22.5%	32.2%
Operating Expenses	(26,996)	(17,291)	(10,923)	(55,210)
Selling	(18,643)	(9,385)	(1,827)	(29,855)
General and Administrative	(7,704)	(7,906)	(5,327)	(20,937)
Research and Development	(4,504)	-	(1,533)	(6,037)
Management profit sharing	(1,865)	-	(2,236)	(4,101)
Other operating revenue	5,720	-	-	5,720
Operating Income (loss) before Financial Results	45,661	9,292	6,054	61,007
Operating Margin %	25.8%	8.6%	8.0%	16.9%
Operating loss before Financial Results - Adjusted (*)	43,990	9,292	6,054	59,336
Operating Margin % - Ajusted (*)	24.8%	8.6%	8.0%	16.5%
Depreciation and amortization	3,726	3,648	2,734	10,108
EBITDA	49,387	12,940	8,788	71,115
EBITDA Margin %	27.9%	12.0%	11.6%	19.7%
EBITDA - Adjusted (*)	47,716	12,940	8,788	69,444
EBITDA Margin % - Adjusted (*)	26.9%	12.0%	11.6%	19.3%





# Income Statement by Business Units - 2021

R\$ 000	Machines	Burkhardt + Weber	Raw and Machined Cast Iron	Total
Net Operating Revenue	746,639	245,312	391,548	1,383,499
Cost of Sales and Services	(363,322)	(197,734)	(375,654)	(936,710)
Business Units Transfers	1,209	-	61,753	62,962
Business Units Transfers	(61,753)	-	(1,209)	(62,962)
Gross Profit	322,773	47,578	76,438	446,789
Gross Margin %	43.2%	19.4%	19.5%	32.3%
Operating Expenses	(142,773)	(50,237)	(42,231)	(235,241)
Selling	(81,871)	(20,742)	(8,282)	(110,895)
General and Administrative	(35,938)	(31,356)	(18,552)	(85,846)
Research and Development	(19,435)	-	(7,642)	(27,077)
Management profit sharing	(7,966)	-	(7,755)	(15,721)
Other operating revenue	2,437	1,861	-	4,298
Operating Income before Financial Results	180,000	(2,659)	34,207	211,548
Operating Margin %	24.1%	-1.1%	8.7%	15.3%
Operating loss before Financial Results - Adjusted (*)	180,000	(2,659)	34,207	211,548
Operating Margin % - Ajusted (*)	24.1%	-1.1%	8.7%	15.3%
Depreciation and amortization	18,427	12,134	11,815	42,376
EBITDA	198,427	9,475	46,022	253,924
EBITDA Margin %	26.6%	3.9%	11.8%	18.4%
EBITDA - Adjusted (*)	198,427	9,475	46,022	253,924
EBITDA Margin % - Adjusted (*)	26.6%	3.9%	11.8%	18.4%

### Income Statement by Business Units - 2020

R\$ 000	Machines	Burkhardt + Weber	Raw and Machined Cast Iron	Total
Net Operating Revenue	462,877	261,221	249,052	973,150
Cost of Sales and Services	(241,338)	(209,955)	(223,028)	(674,321)
Business Units Transfers	1,285	-	25,196	26,481
Business Units Transfers	(25,196)	-	(1,285)	(26,481)
Gross Profit	197,628	51,266	49,935	298,829
Gross Margin %	42.7%	19.6%	20.1%	30.7%
Operating Expenses	(110,000)	(49,127)	(32,834)	(191,961)
Selling	(66,149)	(19,854)	(5,052)	(91,055)
General and Administrative	(28,502)	(29,273)	(16,230)	(74,005)
Research and Development	(17,085)	-	(5,433)	(22,518)
Management profit sharing	(5,568)	-	(6,119)	(11,687)
Other operating revenue	7,304	-	-	7,304
Operating Income before Financial Results	87,628	2,139	17,101	106,868
Operating Margin %	18.9%	0.8%	6.9%	11.0%
Operating loss before Financial Results - Adjusted (*)	86,912	2,139	17,101	106,152
Operating Margin % - Ajusted (*)	18.8%	0.8%	6.9%	10.9%
Depreciation and amortization	13,313	11,927	11,607	36,847
EBITDA	100,941	14,066	28,708	143,715
EBITDA Margin %	21.8%	5.4%	11.5%	14.8%
EBITDA - Adjusted (*)	100,225	14,066	28,708	142,999
EBITDA Margin % - Adjusted (*)	21.7%	5.4%	11.5%	14.7%





# **Attachment II - Financial Statements of BW**

### **Balance Sheet BW**

(	€	M	Ì	l

			(€ IVIII)
ASSETS	12/31/20	09/30/21	12/31/21
CURRENT	19.544	24.693	24.277
Cash and Cash equivalents	3.262	916	3.415
Trade accounts receivable	9.154	6.177	11.557
Inventories	6.342	15.194	7.611
Recoverable taxes	331	793	383
Deferred income and social contribution taxes	60	902	155
Related Parties	-	50	404
Other receivables	395	661	752
Investments			
Property, plant and equipment	13.338	12.638	12.581
Investment in subsidiaries		-	-
Intangible assets	10.931	10.209	9.989
TOTAL ASSETS	43.813	47.540	46.847

LIABILITIES AND SHAREHOLDER'S EQUITY	12/31/20	09/30/21	12/31/21
CURRENT	10.421	17.364	14.825
Loans and financing	-	-	-
Trade accounts payable	888	3.697	1.403
Payroll and related taxes	891	1.526	885
Taxes payable	187	420	1.164
Advances from customers	5.209	8.366	6.895
Other payables	2.834	2.878	3.487
Related Parties	412	477	991
NON CURRENT	9.483	9.020	8.892
Loans and financing	5.338	5.089	5.006
Deferred income and social contribution taxes	4.145	3.931	3.886
SHAREHOLDER'S EQUITY	23.908	21.156	23.130
Capital	7.025	7.025	7.025
Capital reserve	505	505	505
Profit reserve	16.378	13.626	15.600
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	43.813	47.540	46.847





# **BW Income Statement**

			(€ Mil)		(€ Mil)
	4Q20	3Q21	4Q21	2020	2021
Net Operating Revenue	16.907	8.899	18.683	43.243	38.971
Cost of Goods Sold	(12.582)	(7.779)	(13.456)	(34.740)	(31.349)
Gross Profit	4.325	1.120	5.227	8.503	7.622
Gross Margin %	25,6%	12,6%	28,0%	19,7%	19,6%
Operating Expenses	(2.690)	(2.114)	(2.361)	(8.283)	(7.919)
Selling expenses	(1.460)	(857)	(1.219)	(3.297)	(3.282)
General and administrative expenses	(1.230)	(1.257)	(1.141)	(4.986)	(4.636)
Operating Income before Financial Results	1.635	(994)	2.867	220	(297)
Operating Margin %	9,7%	-11,2%	15,3%	0,5%	-0,8%
Financial Results, Net	(321)	(104)	(81)	(825)	(277)
Operations Operating Income	1.314	(1.098)	2.786	(605)	(574)
Income tax and social contribution	(546)	276	(702)	(223)	275
Net income	768	(823)	2.084	(828)	(300)
Net Margin %	4,5%	<i>-9,2%</i>	11,2%	-1,9%	-0,8%
EBITDA	2.164	(568)	3.443	2.097	1.645
Net income / loss for the period	768	(823)	2.084	(828)	(300)
Income tax and social contribution	546	(276)	702	223	(275)
Financial income, net	321	104	81	(825)	277
Depreciation and amortization	529	426	576	1.877	1.942
EBITDA Margin %	12,8%	-6,4%	18,4%	4,9%	4,2%