

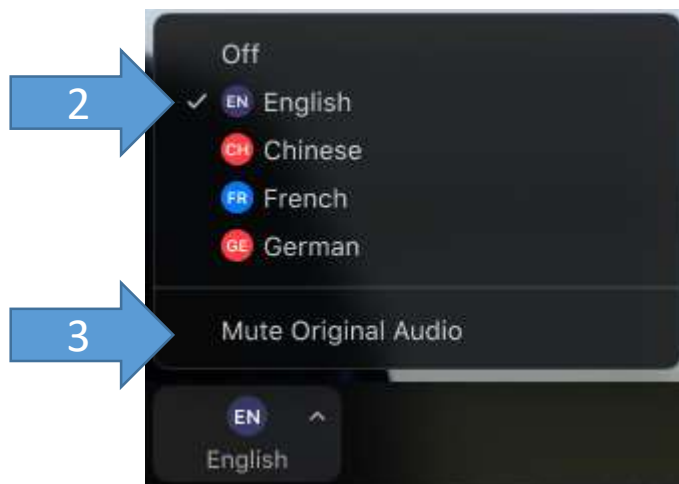
# Tradução Simultânea / Simultaneous translation



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.*



# 1Q22 Earnings Release

## April 27, 2022

**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**

**First quarter of 2022**

## Revenue

**R\$285.3 million**

**Increase of 28.2%** compared to 1Q21

## Order Backlog

**R\$791.3 million**

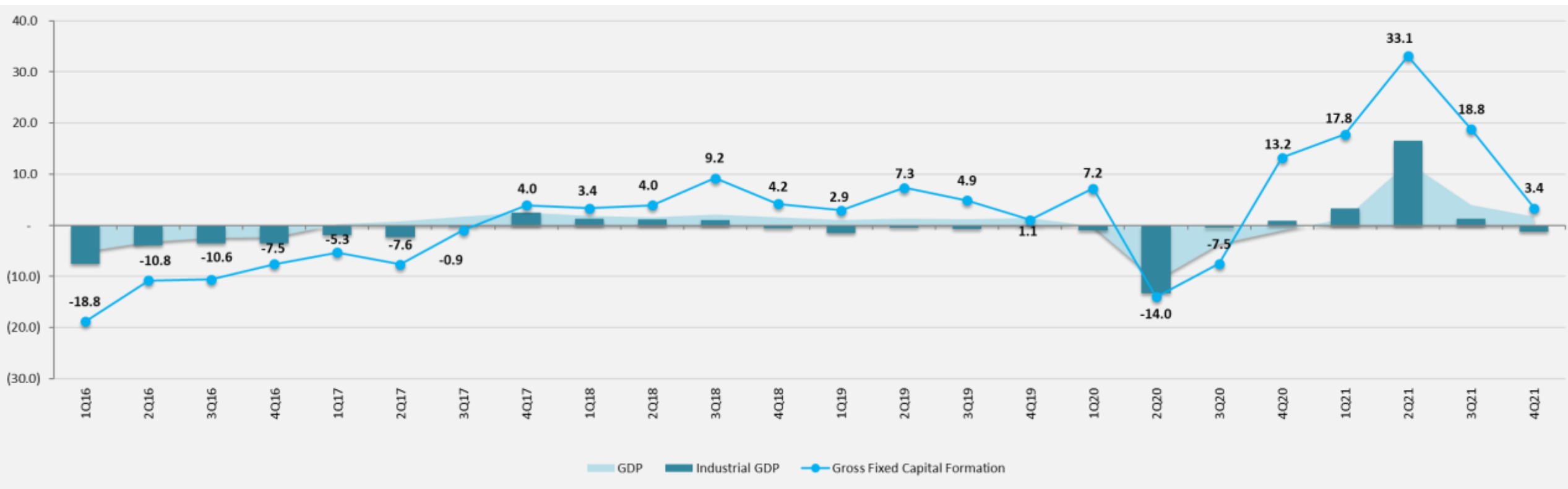
**Increase of 14.1%** compared to 1Q21

- At the **Romi Machines Unit**, net operating revenue **increased** by **34.4%** in 1Q22 compared to 1Q21, due to the consolidation of the 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 21.3% in operating profit** compared to 1Q21;
- At the end of **1Q22**, the Company's order backlog reached **R\$791.3** million, an increase of **14.1%** in comparison to **1Q21**, with highlights to the Romi Machines and Raw and Machined Cast Iron Parts business units; and
- In addition to the Material Fact published on **March 29, 2022**, the wholly-owned subsidiary Rominor Empreendimentos Imobiliários S.A. launched, in April of that year, the closed subdivision Vila Romi Residence, which has 352 lots from 300 m<sup>2</sup> to 884 m<sup>2</sup>. So far, sales are indicating that the total GSV (General Sales Value) estimated at around **R\$ 137** million proved to be adequate. Rominor Empreendimentos' interest in this project is 50% of GSV.



## GDP and FBKF (Gross Fixed Capital Formation)

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

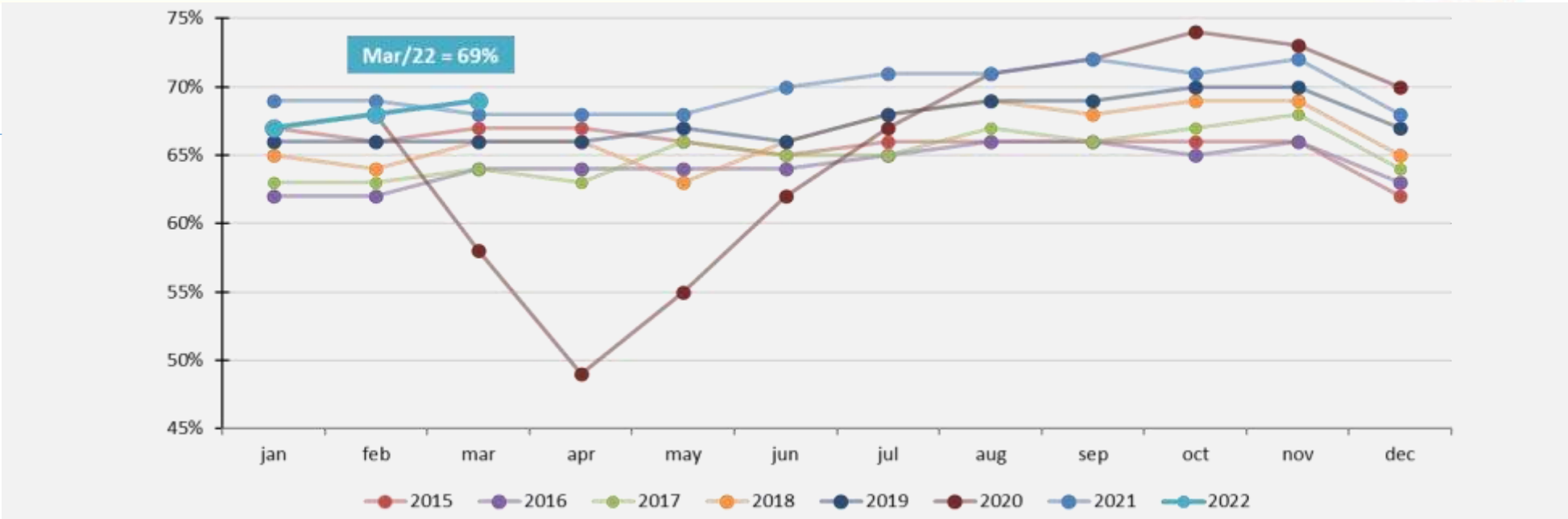


# Economic Indexes - Conjunctural



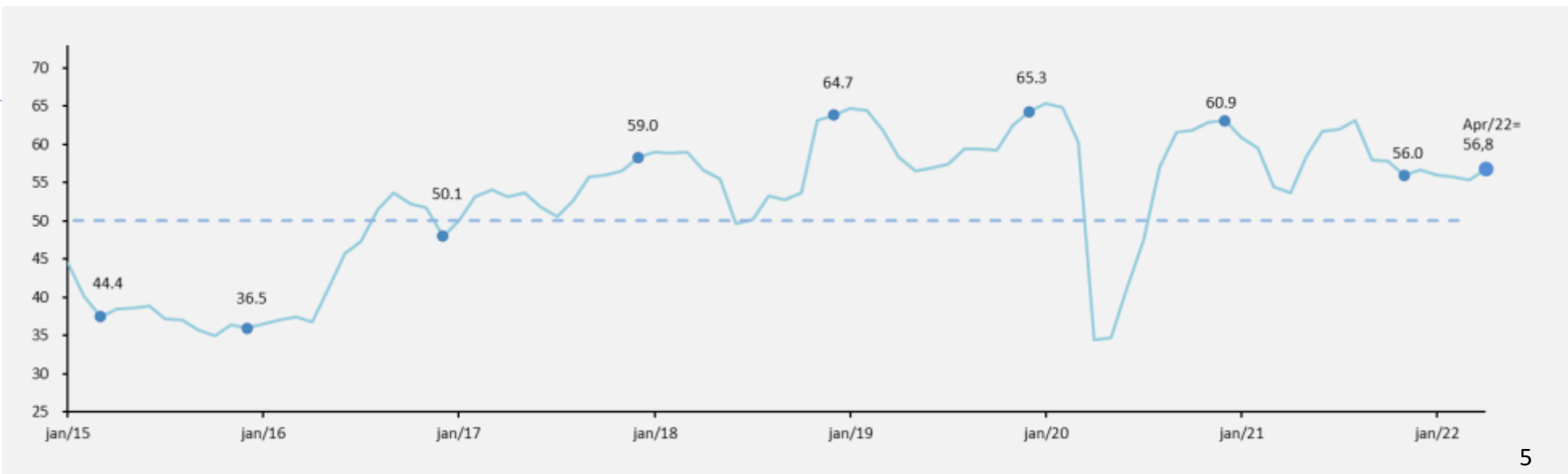
## Average Installed Capacity Utilization (UCI)

Source: CNI – UCI march 2022



## Industrial Entrepreneur Confidence Index - ICEI

Source: CNI – ICEI, april 2022



# Business units

## Romi Machines



|                         | 1Q22 | 2021 |
|-------------------------|------|------|
| Machines and Equipments | 8%   | 20%  |
| Job shops               | 28%  | 19%  |
| Automotive              | 16%  | 15%  |
| Agricultural            | 4%   | 8%   |
| Tooling                 | 3%   | 3%   |
| Packing                 | 8%   | 8%   |
| Construction            | 2%   | 3%   |
| Hidraulic               | 2%   | 4%   |
| Mining and steel        | 4%   | 2%   |
| Technical schools       | 7%   | 1%   |
| Others                  | 18%  | 17%  |

## BW Machines



|                         | 1Q22(*) | 2021 |
|-------------------------|---------|------|
| Machines and Equipments | 0%      | 68%  |
| Automotive              | 0%      | 0%   |
| Motors and Systems      | 0%      | 32%  |
| Aerospace               | 0%      | 0%   |

(\*) There were no deliveries in the 1Q22, according to the delivery schedule.

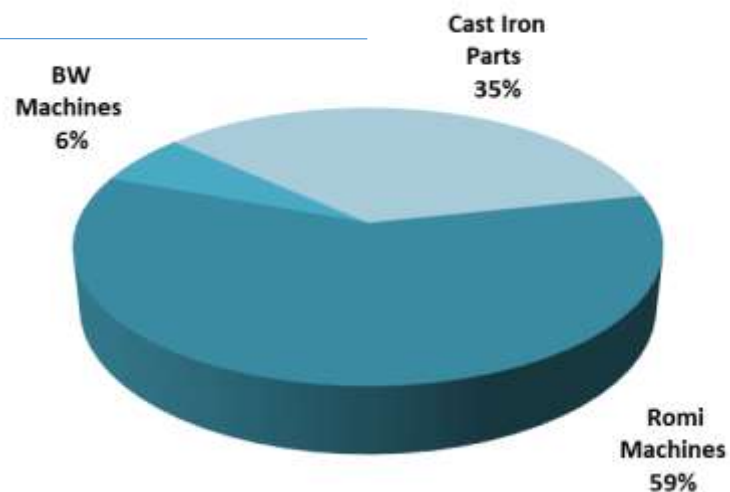
## Rough and Machined Cast Iron Parts



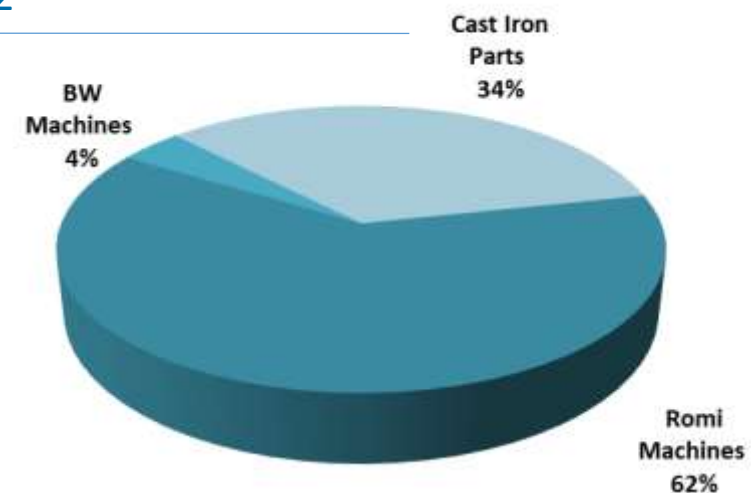
|              | 1Q22 | 2021 |
|--------------|------|------|
| Wind Power   | 36%  | 46%  |
| Automotive   | 26%  | 23%  |
| Construction | 12%  | 11%  |
| Agriculture  | 24%  | 20%  |
| Others       | 2%   | 0%   |

# Net Sales per Business Unit

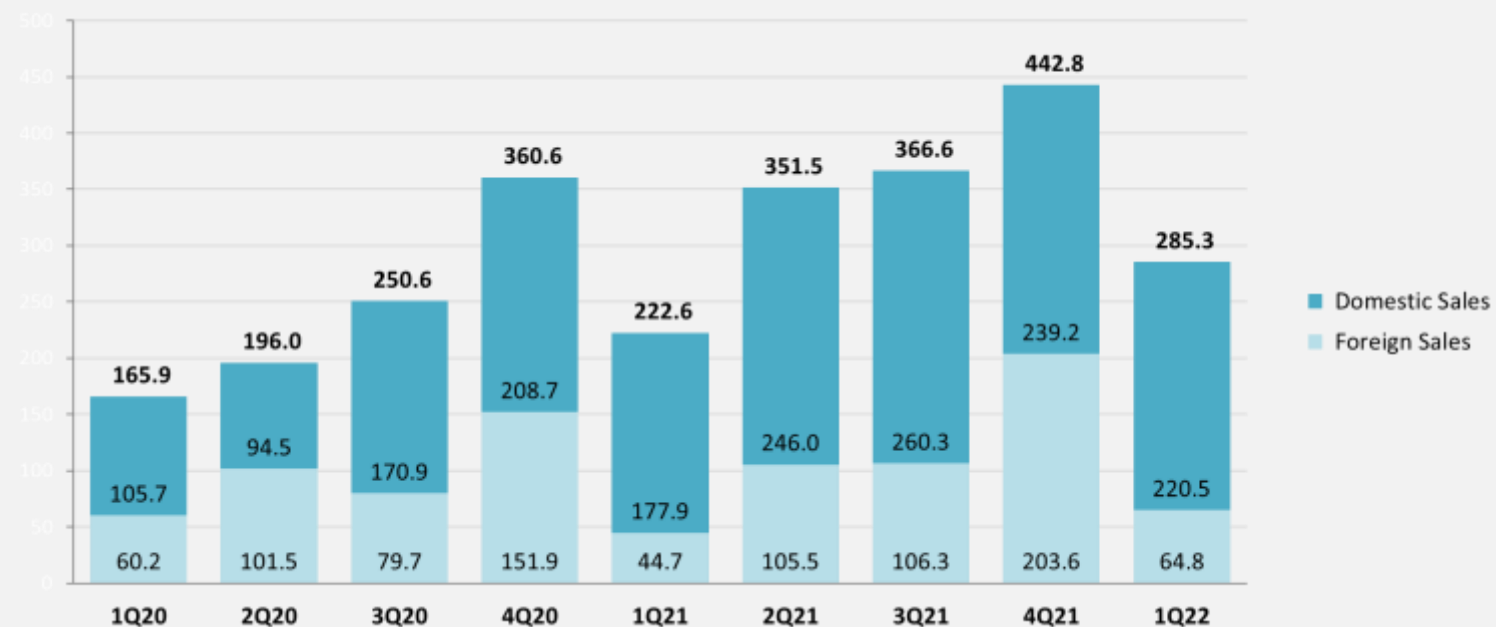
1Q21



1Q22



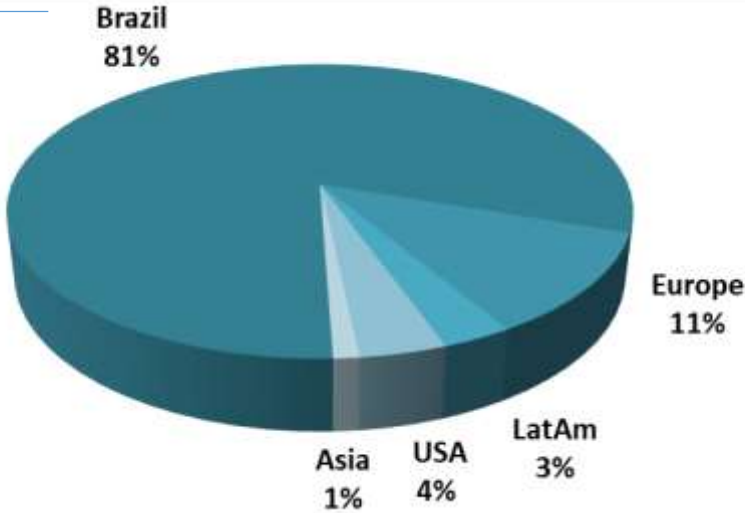
Net Operating Sales (R\$ million)



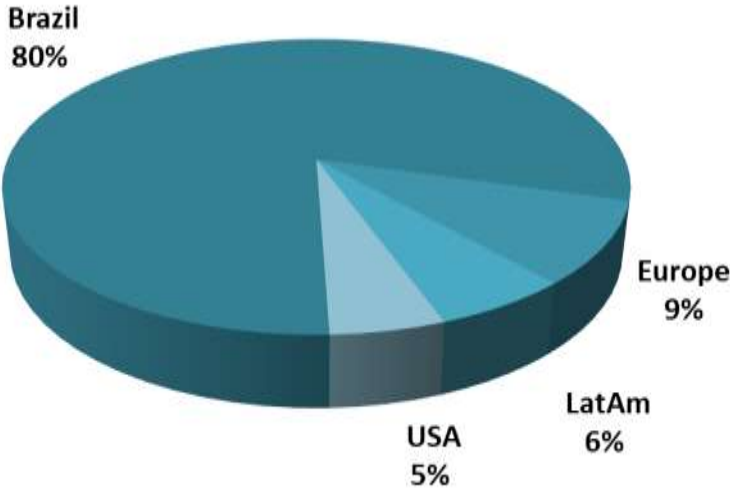
# Sales Distribution



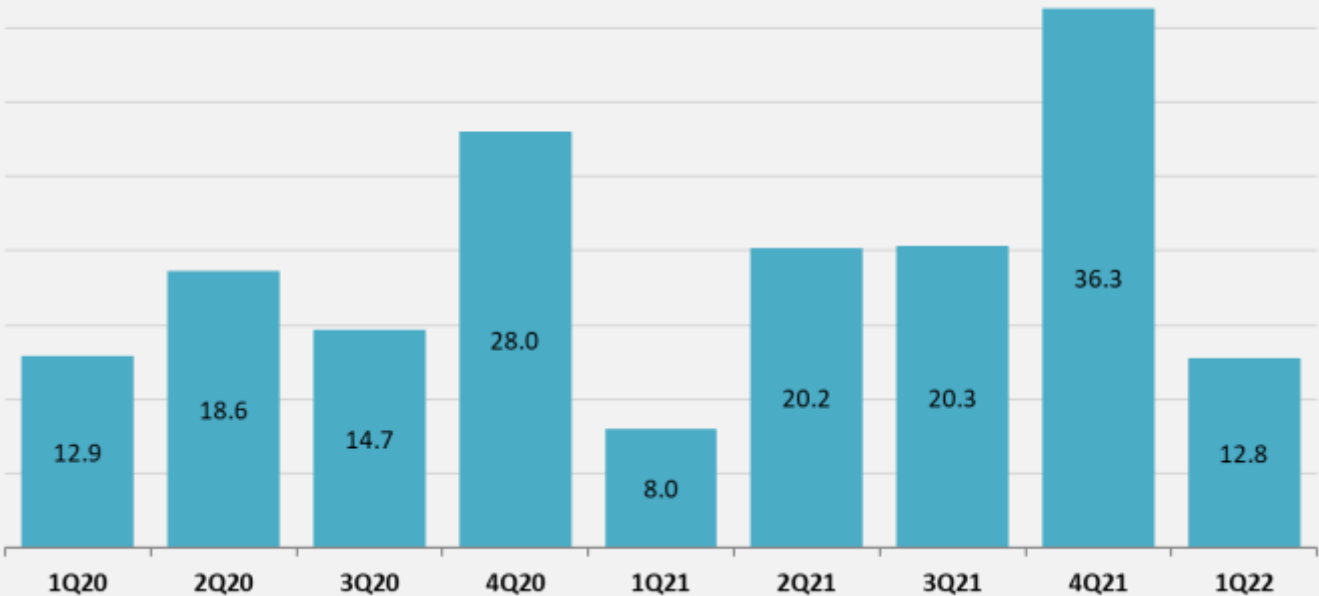
1Q21



1Q22



Foreing Sales (US\$ million)



# Order Entry and Backlog



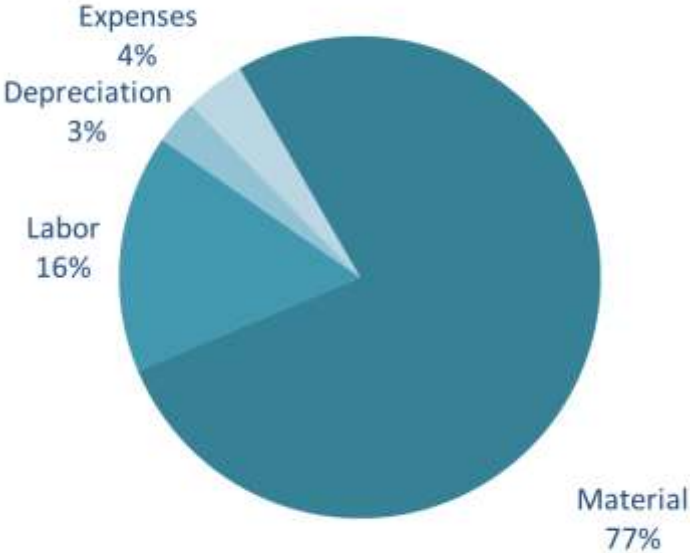
| <b>Order Entry (R\$ 000)</b><br>Gross Values, sales taxes included | <b>1Q21</b>    | <b>4Q21</b>    | <b>1Q22</b>    | <b>Chg.</b><br><b>1Q22/4Q21</b> | <b>Chg.</b><br><b>1Q22/1Q21</b> |
|--|----------------|----------------|----------------|---------------------------------|---------------------------------|
| Romi Machines  | 207,111        | 183,354        | 192,725        | 5.1%                            | -6.9%                           |
| Burkhardt+Weber Machines   | 53,517         | 71,606         | 41,415         | -42.2%                          | -22.6%                          |
| Rough and Machined Cast Iron Parts                                 | 135,451        | 254,545        | 93,933         | -63.1%                          | -30.7%                          |
| <b>Total *</b>   | <b>396,080</b> | <b>509,504</b> | <b>328,072</b> | <b>-35.6%</b>                   | <b>-17.2%</b>                   |

| <b>Order Backlog (R\$ 000)</b><br>Gross Values, sales taxes included | <b>1Q21</b>    | <b>4Q21</b>    | <b>1Q22</b>    | <b>Chg.</b><br><b>1Q22/4Q21</b> | <b>Chg.</b><br><b>1Q22/1Q21</b> |
|--|----------------|----------------|----------------|---------------------------------|---------------------------------|
| Romi Machines  | 325,844        | 331,040        | 330,676        | -0.1%                           | 1.5%                            |
| Burkhardt+Weber Machines   | 185,812        | 107,583        | 140,481        | 30.6%                           | -24.4%                          |
| Rough and Machined Cast Iron Parts                                   | 181,930        | 330,310        | 320,190        | -3.1%                           | 76.0%                           |
| <b>Total *</b>   | <b>693,586</b> | <b>768,933</b> | <b>791,346</b> | <b>2.9%</b>                     | <b>14.1%</b>                    |

# Cost of Goods Sold

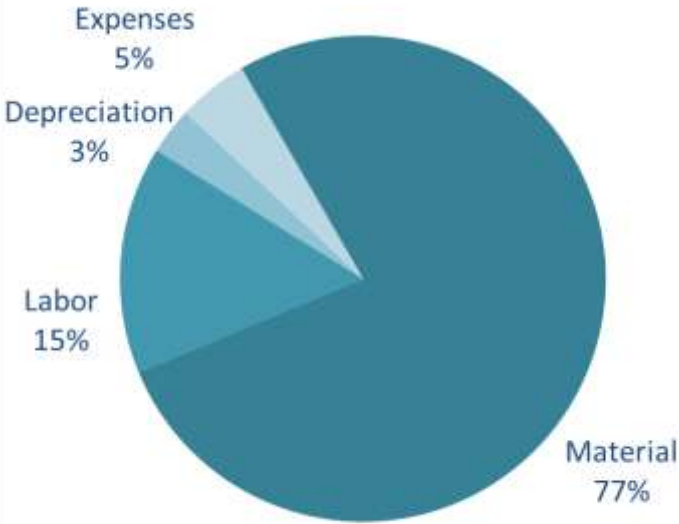


1Q21



|     |                              |
|-----|------------------------------|
| 17% | Domestic material            |
| 17% | FX Related Domestic Material |
| 18% | Metals                       |
| 25% | Imported Material            |

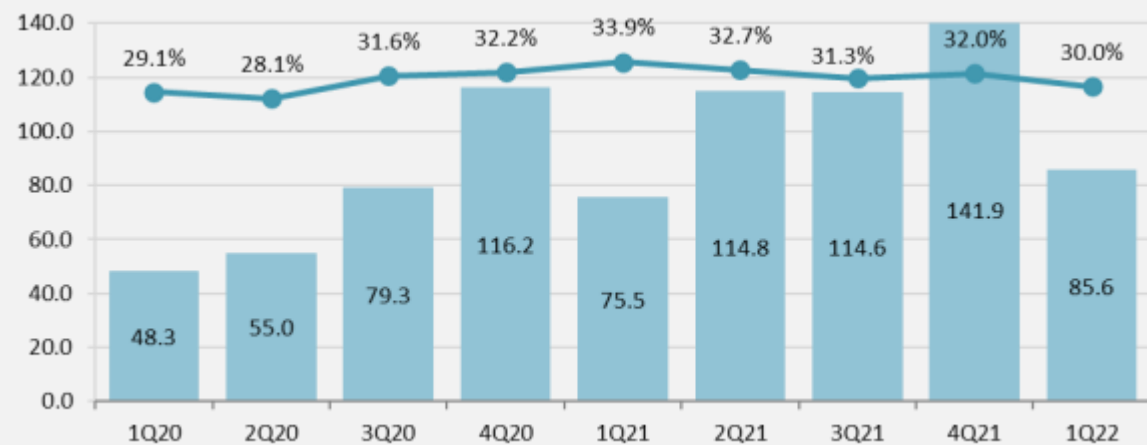
1Q22



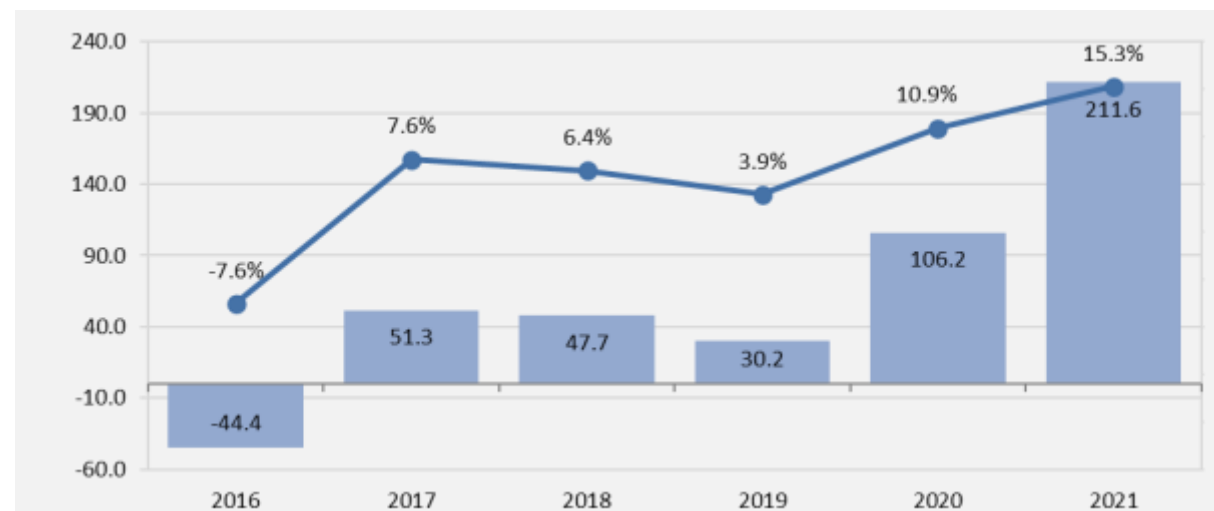
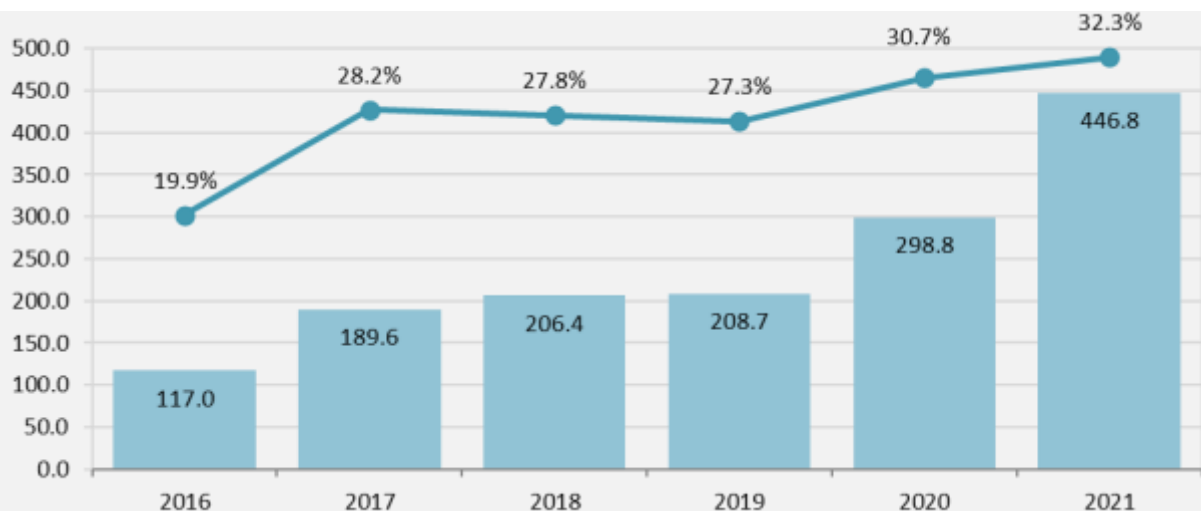
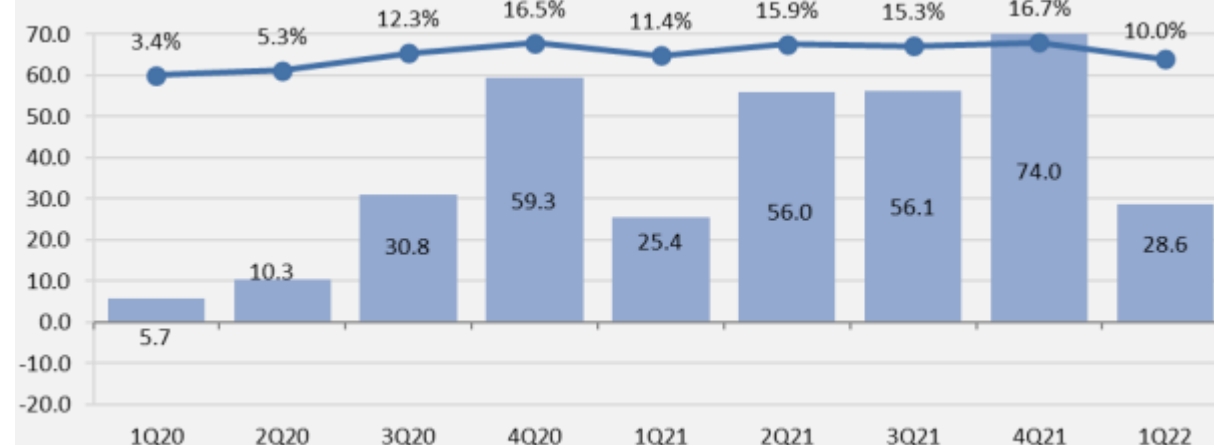
|     |                              |
|-----|------------------------------|
| 18% | Domestic material            |
| 16% | FX Related Domestic Material |
| 18% | Metals                       |
| 25% | Imported Material            |

# Profitability

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



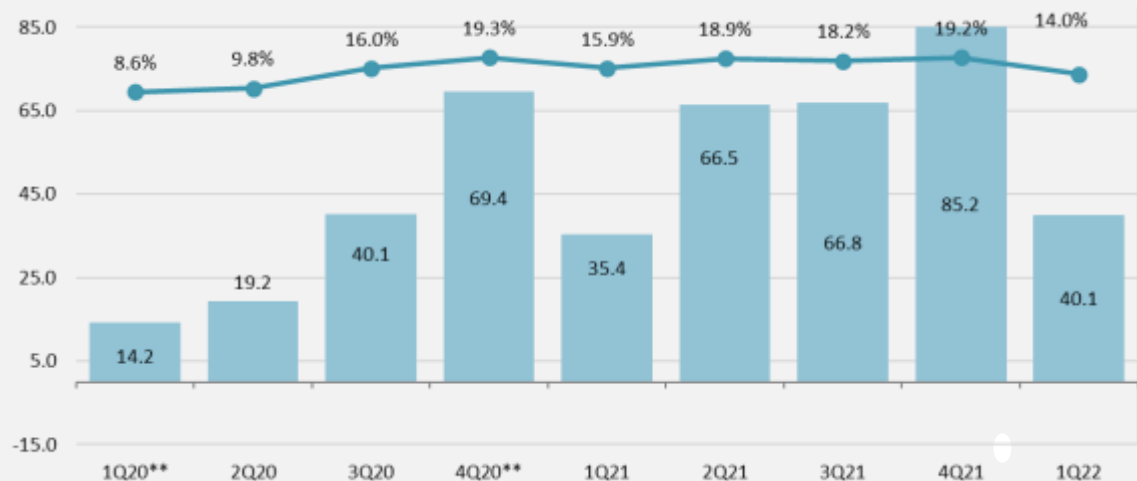
## Operating Profit (loss) (R\$ million) and Operating Margin



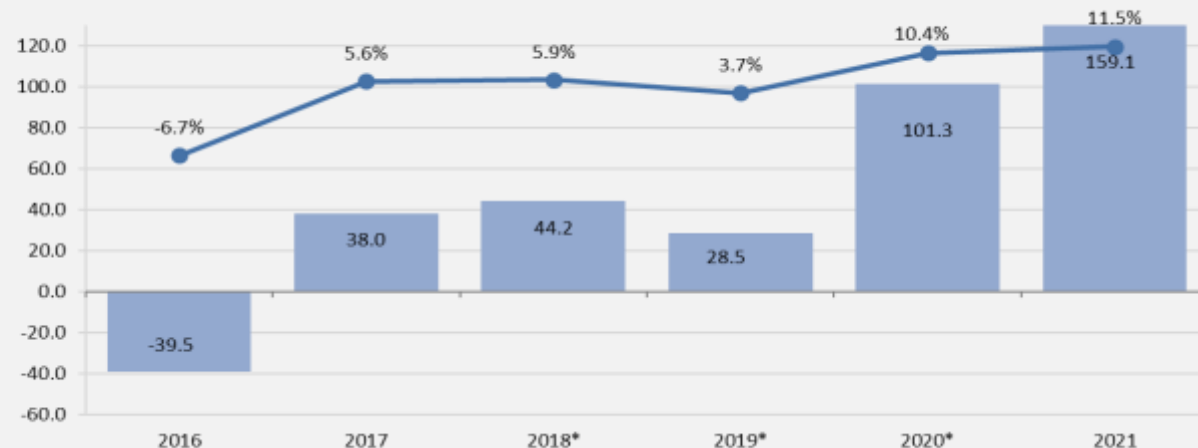
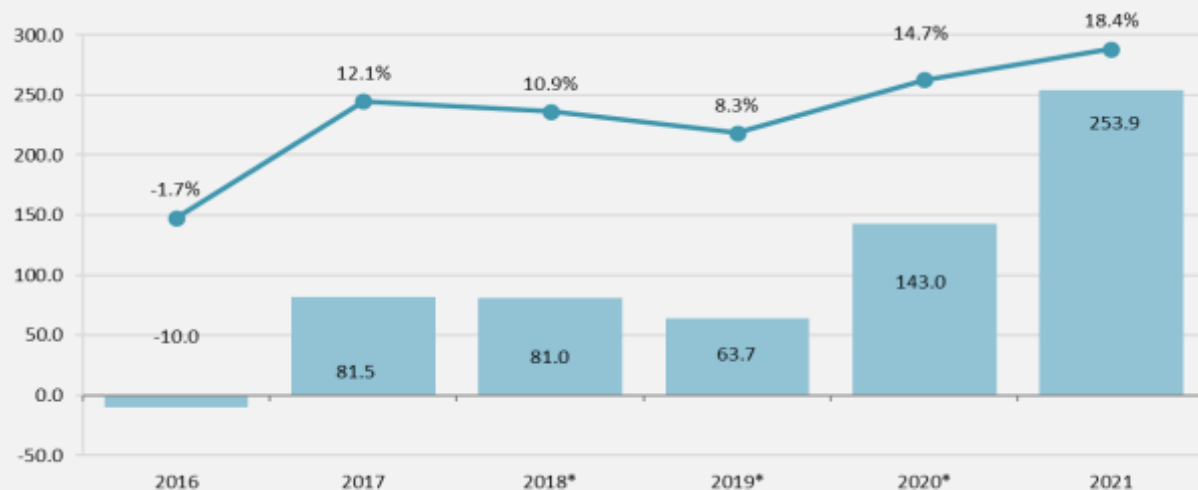
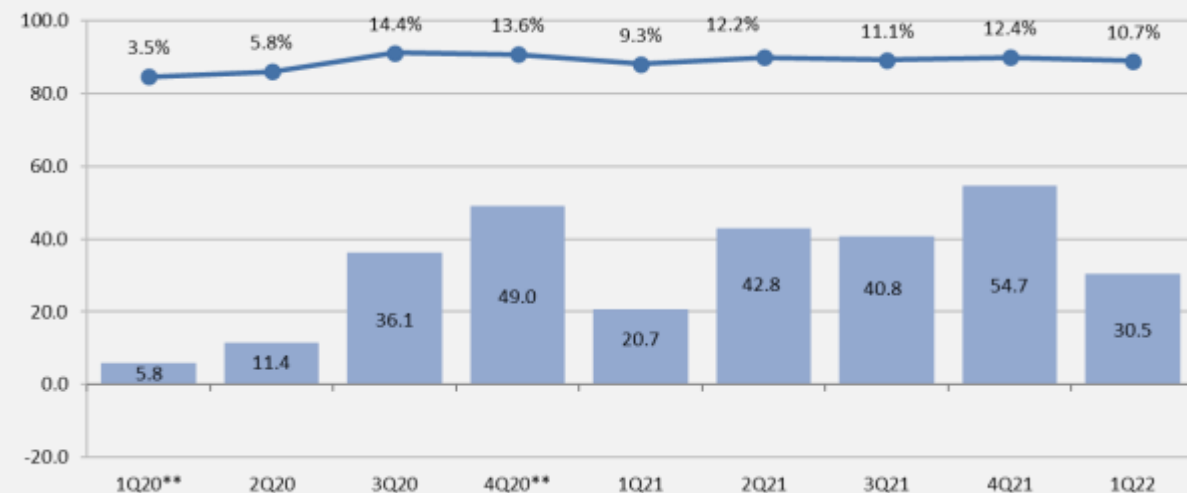
(\*) According to the information in the Earnings Release, operating income is adjusted as follows: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q20: increased by R\$1.0 million, and (iii) 4Q20: reduced by R\$1.7 million (v) 2020: reduced by R\$0.7 million

# 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\$1.7 million; (ii) 1Q19/2019: reduced by R\$74.3 million; (iii) 1Q20: reduced by R\$1.0 million; and 4Q20: reduced by R\$1.7

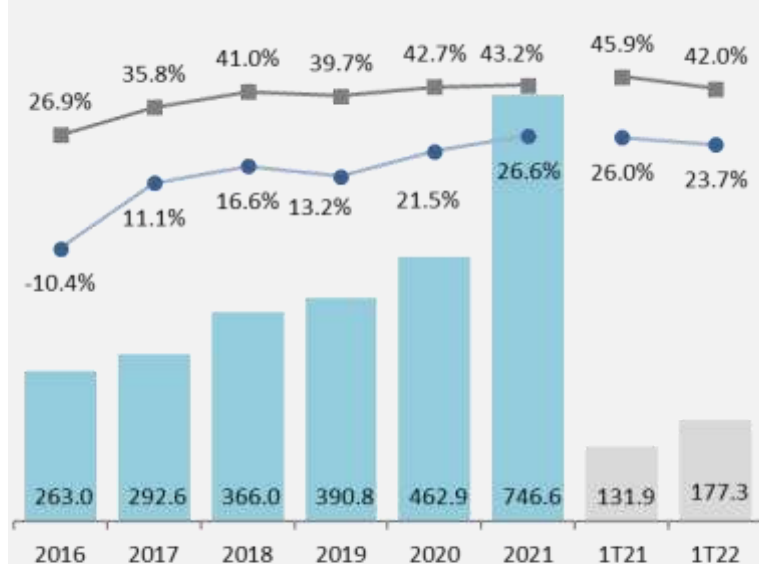
(\*\*) (i) 1Q20: reduced by R\$35.0 million; (ii) 4Q20: reduced by R\$37.4 million; (iv) 2020: reduced by R\$73.4 million.

# Business Units' Results

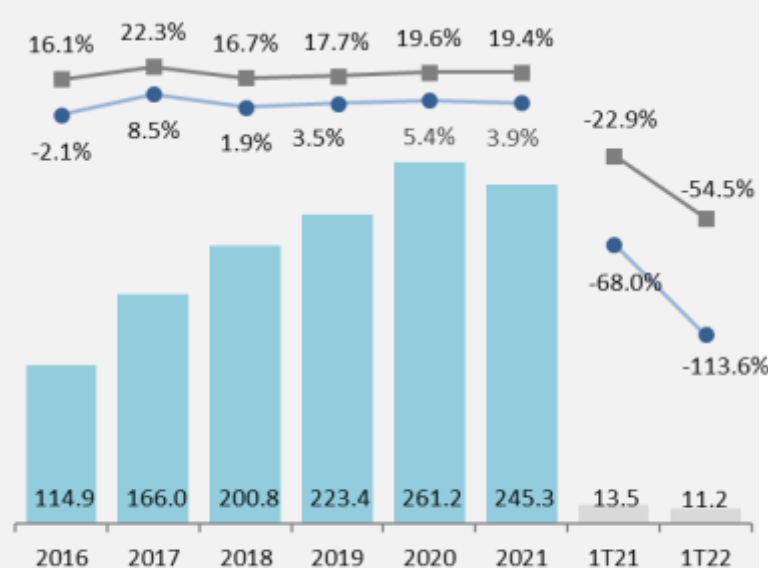


|                                   | Quarterly |       |       |       |       |       |       |       |       |
|-----------------------------------|-----------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sales                             | 1Q20      | 2Q20  | 3Q20  | 4Q20  | 1Q21  | 2Q21  | 3Q21  | 4Q21  | 1Q22  |
| Romi Machines (qty)               | 164       | 137   | 230   | 329   | 219   | 332   | 312   | 338   | 255   |
| Burkhardt+Weber (qty)             | 3         | 5     | 2     | 7     | -     | 5     | 6     | 7     | -     |
| Rough and Machined Cast Iron Part | 4,095     | 4,263 | 7,056 | 6,528 | 5,808 | 7,329 | 7,819 | 6,089 | 5,561 |

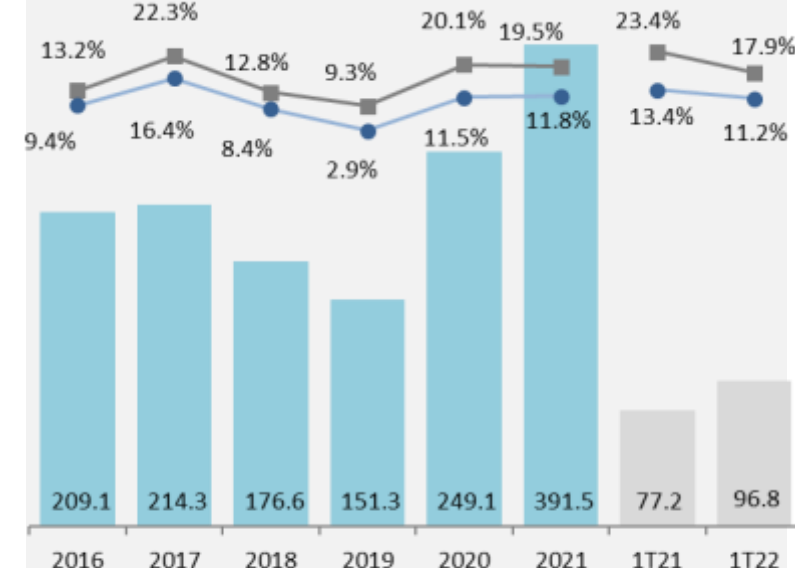
## Romi Machines



## Burkhardt+Weber



## Rough and Machined Cast Iron Parts



Revenue Gross Margin EBITDA

# Financial Position



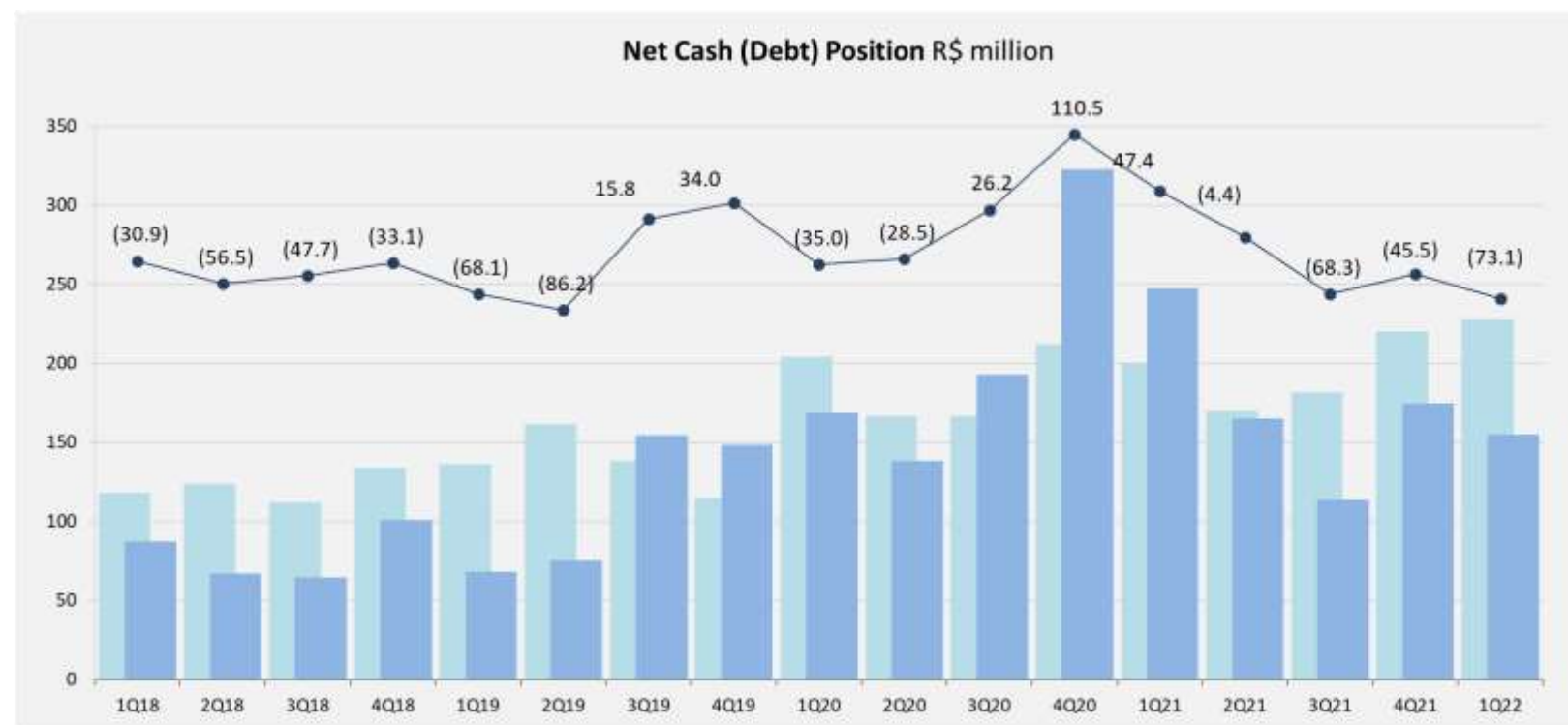
## Cash and Cash Equivalent (R\$ MM) - 03/31/2022

|   | Amount        |
|---|---------------|
| Bank Deposit Certificate ("CDB")            | 45.9          |
| Investment funds DI and fixed income        | 27.9          |
| Financial investments covered by debentures | 37.8          |
| Banks                                       | 43.2          |
| <b>Total</b>                                | <b>154.8</b>  |
| <b>Net Cash =</b>                           | <b>(73.1)</b> |

## Loans\* (R\$ MM) - 03/31/2022

|                | Amount       |
|----------------|--------------|
| 2022 (9 month) | 51.2         |
| 2023           | 39.2         |
| 2024           | 123.3        |
| 2025           | 12.1         |
| 2026 and after | 2.2          |
| <b>Total</b>   | <b>227.9</b> |

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

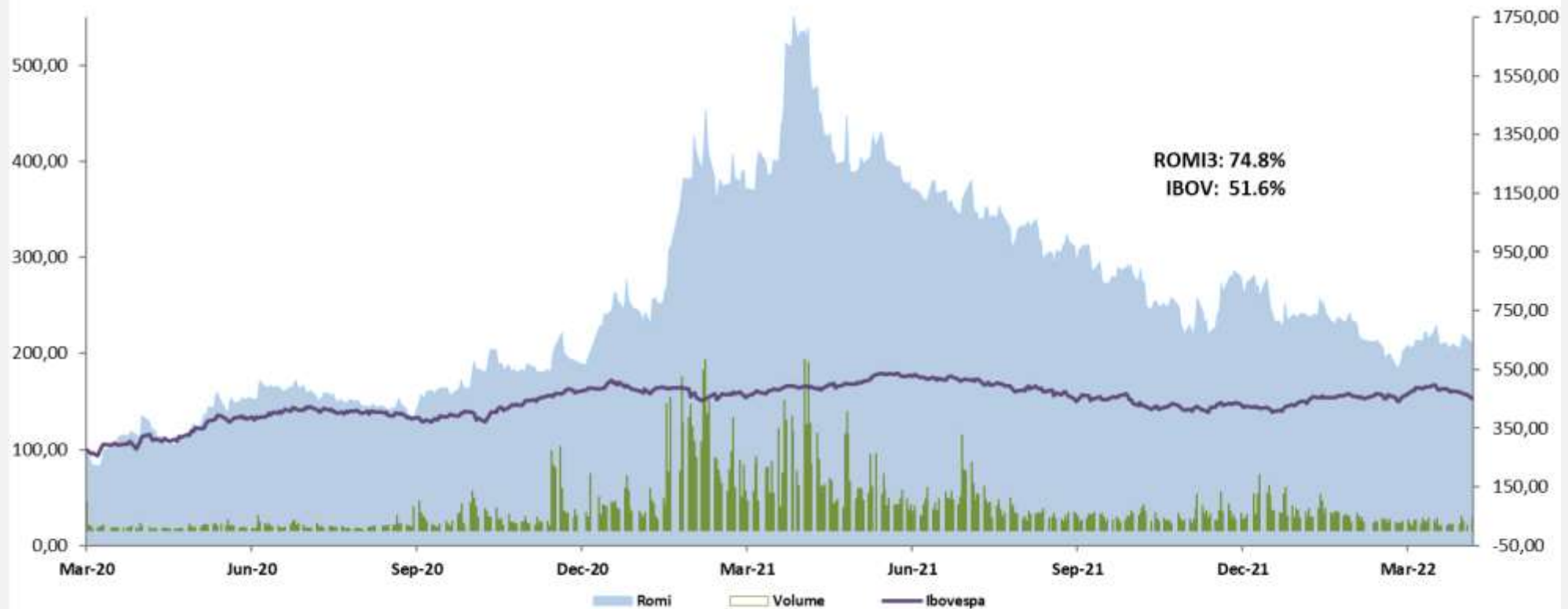




## Share performance ROMI3 vs. Ibovespa

From: 03/31/2020 to 04/25/2022

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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