

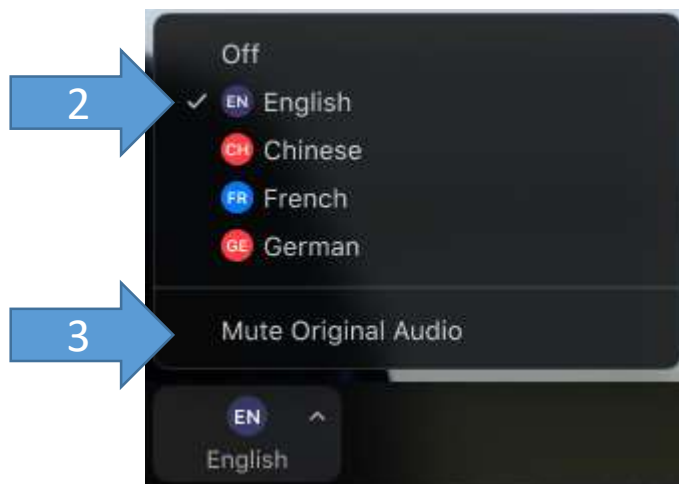
# Tradução Simultânea / Simultaneous translation



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.*



# 2Q22 Earnings Release

## July 20, 2022

**ROMI3**  
B3 LISTED NM

IBRA B3 - IDIV B3 - IGCT B3 - ITAG B3  
SMLL B3 - IGC-NM B3 - IGC 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** Second quarter of 2022

## Incoming Orders

**R\$480.3 million**

Increase of **35.8%** compared to 2Q21

## Order Backlog

**R\$904.3 million**

Increase of **36.8%** compared to 2Q21

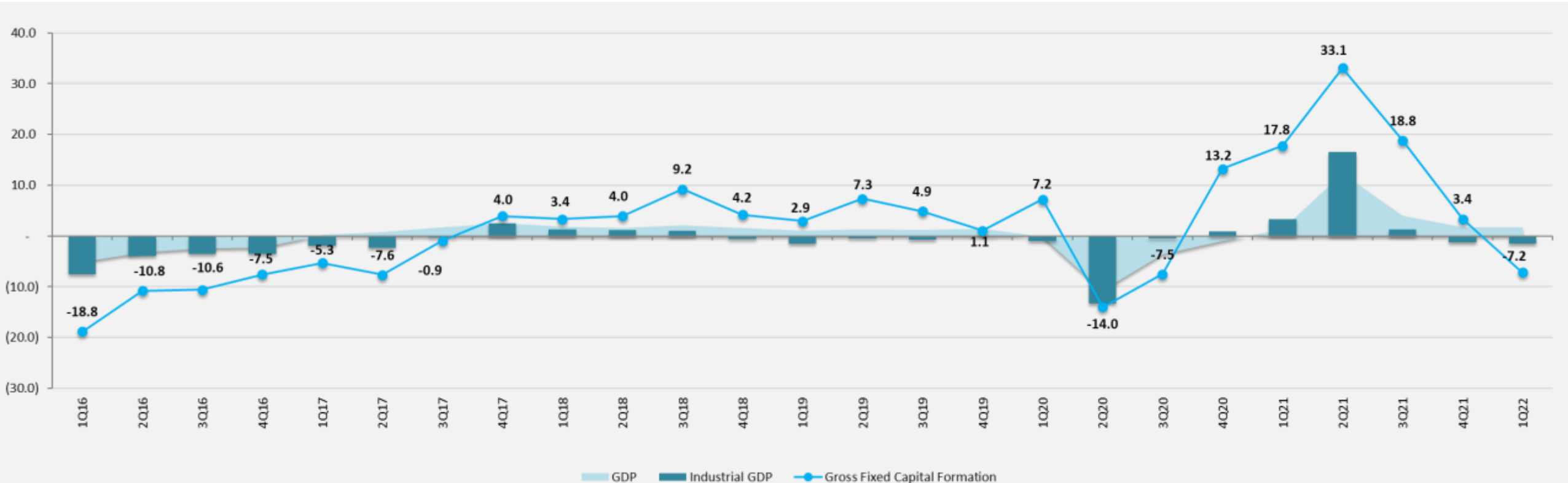
- Incoming orders in 2Q22 at the Romi Machinery Unit grew by 36.5% compared to 2Q21, showing continuous demand in the domestic market and the increase in exports due to the consolidation of the new generations of machines launched in recent years.
- Incoming orders grew by 19.9% at the Rough and Machined Cast Iron Parts Unit in 2Q22 in comparison with 2Q21, given the continued demand for large parts and the important recovery of the other segments served by this business unit.
- Consolidated net operating revenue in 2Q22 reached R\$372.1 million, up 5.9% over 2Q21, reflecting the consistent increase in incoming orders observed in recent quarters.
- At the end of 2Q22, the Company's order backlog reached R\$904.3 million, an increase of 36.8% in comparison to 2Q21, mainly at the Romi Machines and Rough and Machined Cast Iron Parts business units;





## GDP and FBKF (Gross Fixed Capital Formation)

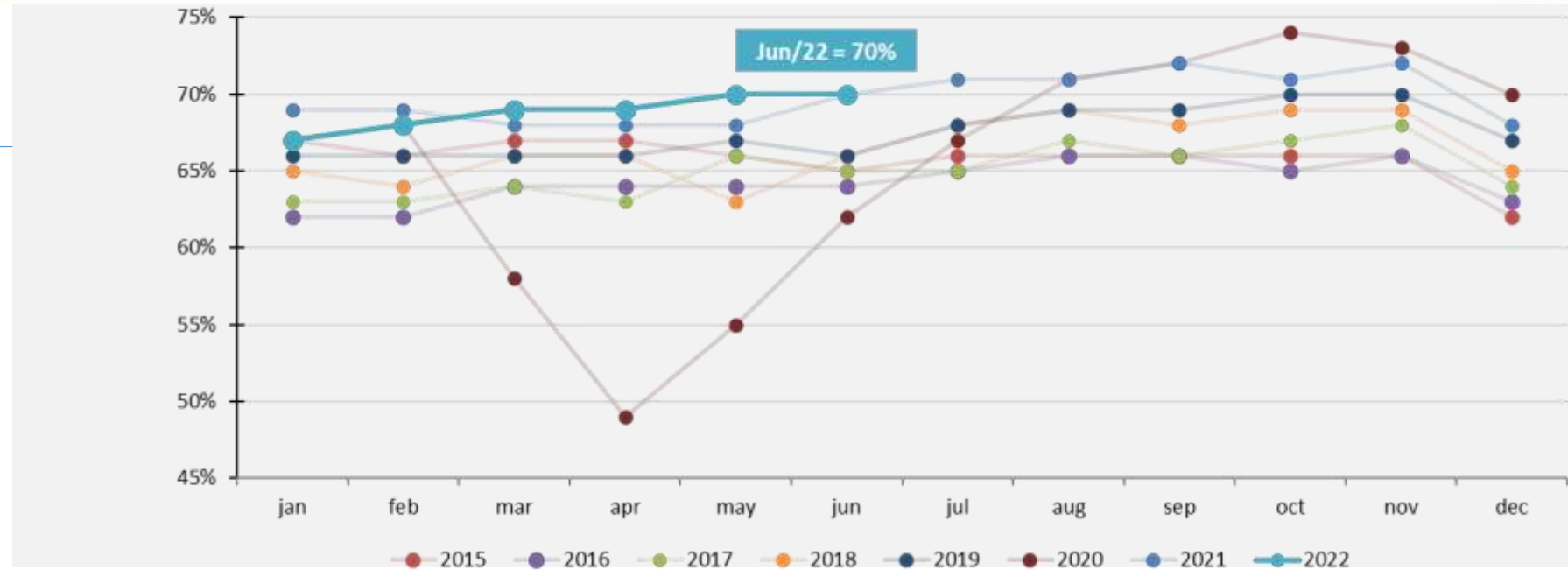
Source: IBGE (current quarter vs the same quarter last year)



# Economic Indexes - Conjunctural

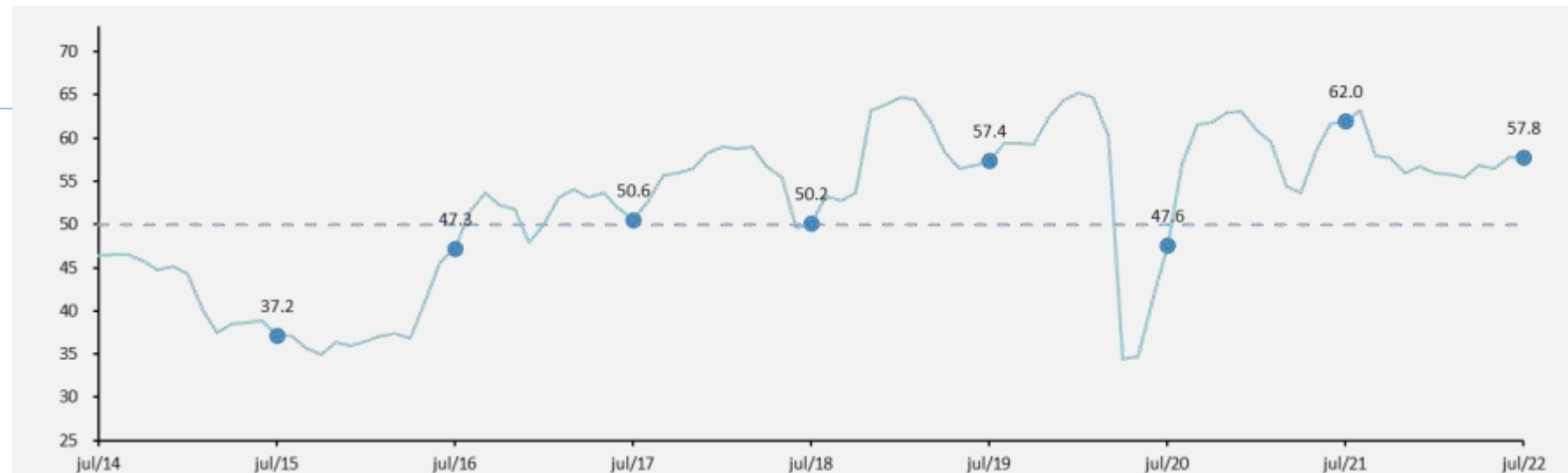
## Average Installed Capacity Utilization (UCI)

Source: CNI – UCI june 2022



## Industrial Entrepreneur Confidence Index - ICEI

Source: CNI – ICEI, july 2022



# Business units



## Romi Machines



	1H22	2021
Machines and Equipments	13%	20%
Job shops	26%	19%
Automotive	14%	15%
Agricultural	6%	8%
Tooling	3%	3%
Packing	4%	8%
Construction	2%	3%
Hidraulic	2%	4%
Mining and steel	4%	2%
Technical schools	8%	1%
Others	19%	17%

## BW Machines



	1H22	2021
Machines and Equipments	34%	68%
Motors and Systems	66%	32%

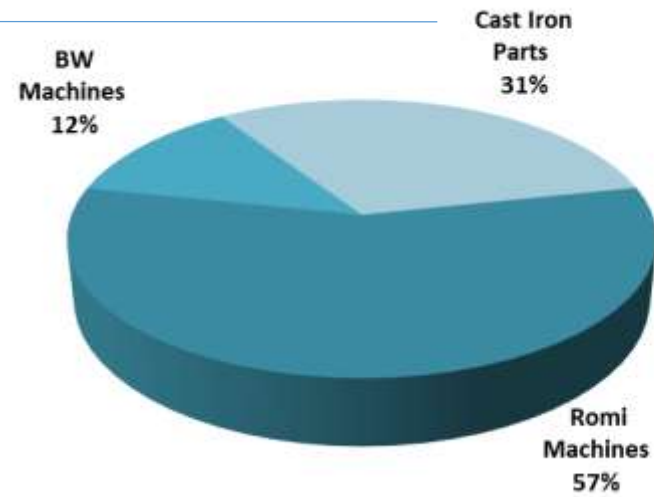
## Rough and Machined Cast Iron Parts



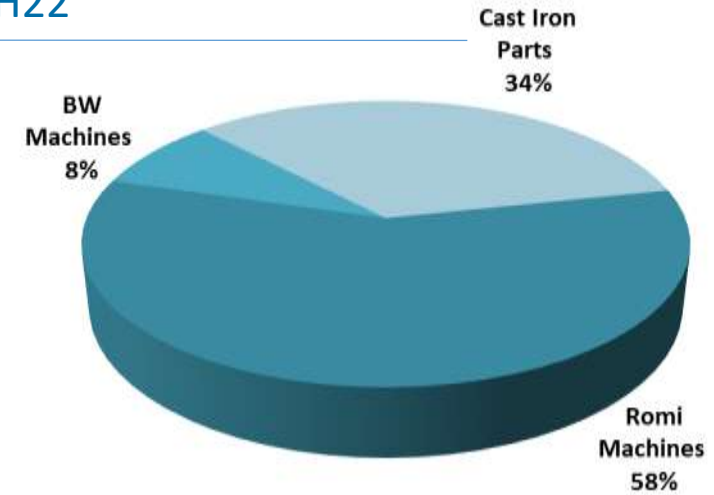
	1H22	2021
Wind Power	45%	46%
Automotive	21%	23%
Construction	10%	11%
Agriculture	24%	20%

# Net Sales per Business Unit

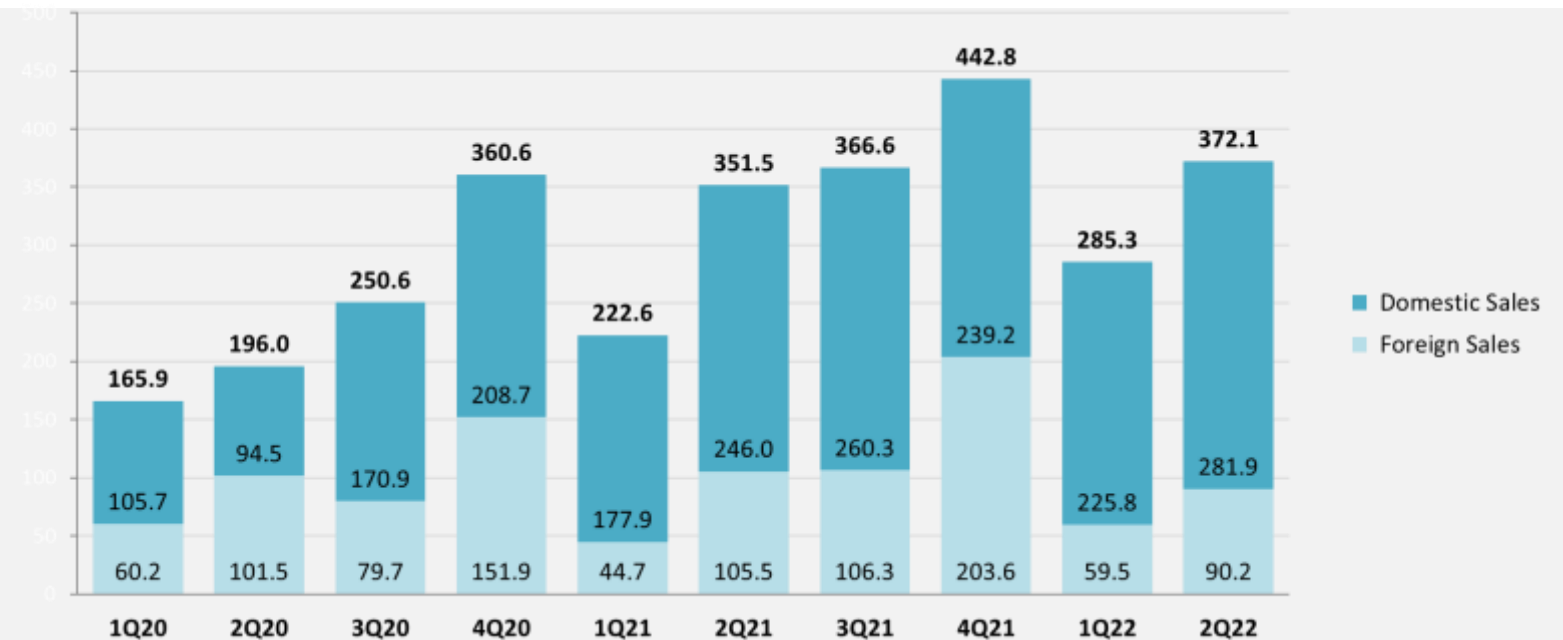
1H21



1H22



Net Operating Sales (R\$ million)

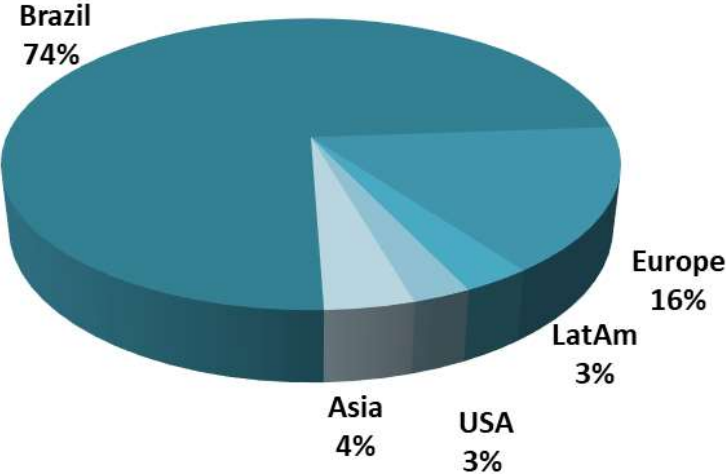




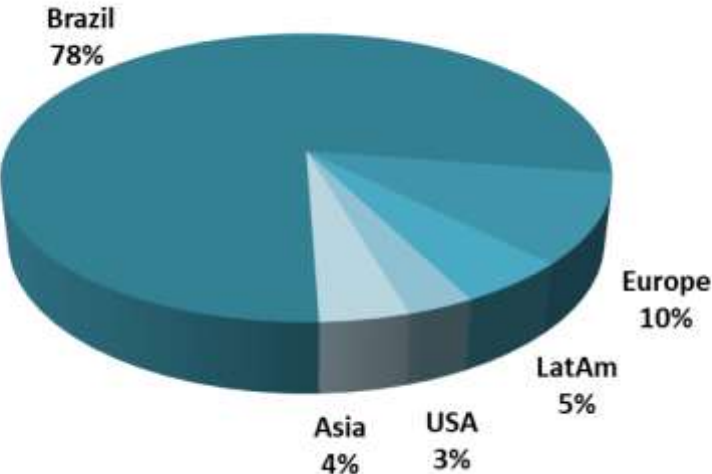
# Sales Distribution



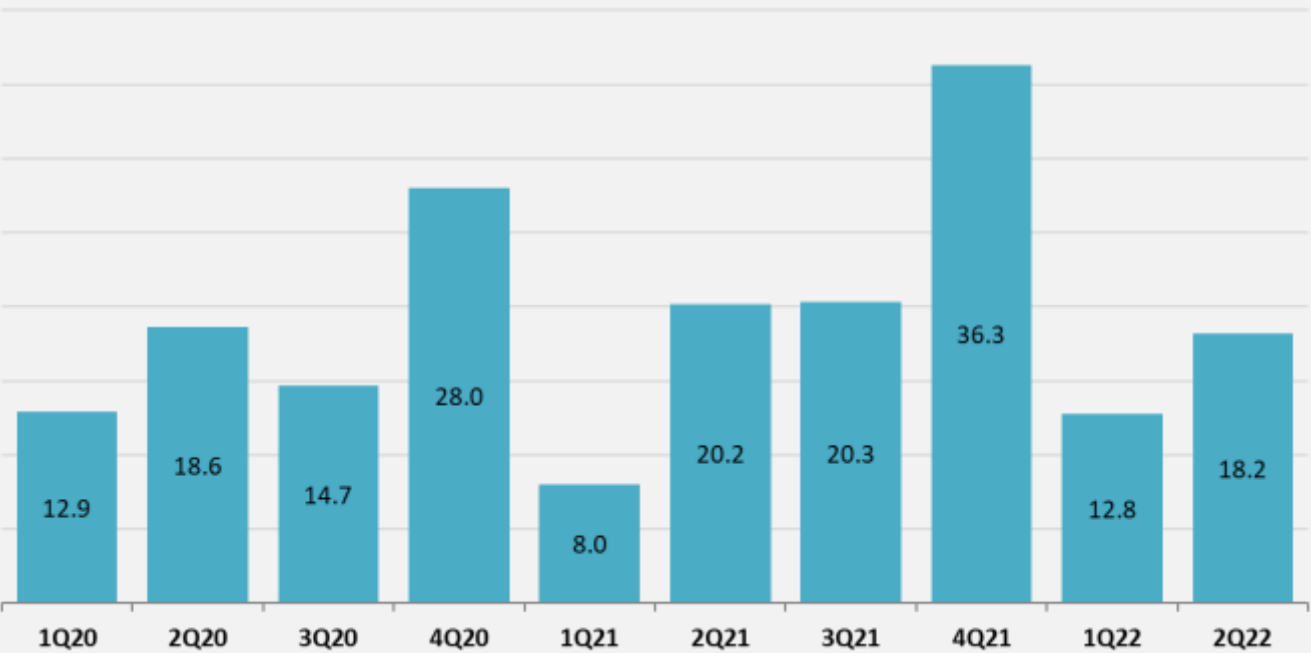
1H21



1H22



Foreing Sales (US\$ million)



# Order Entry and Backlog



Order Entry (R\$ 000) Gross Values, sales taxes included	2Q21	1Q22	2Q22	Chg. 2Q22/1Q22	Chg. 2Q22/2Q21	1H21	1H22	Chg. 22/21
Romi Machines	207,562	192,725	283,333	47.0%	36.5%	414,673	476,057	14.8%
Burkhardt+Weber Machines	26,728	41,415	53,725	29.7%	101.0%	80,245	95,140	18.6%
Rough and Machined Cast Iron Parts	119,460	93,933	143,276	52.5%	19.9%	254,911	237,209	-6.9%
<b>Total *</b>	<b>353,750</b>	<b>328,072</b>	<b>480,333</b>	<b>46.4%</b>	<b>35.8%</b>	<b>749,829</b>	<b>808,406</b>	<b>7.8%</b>

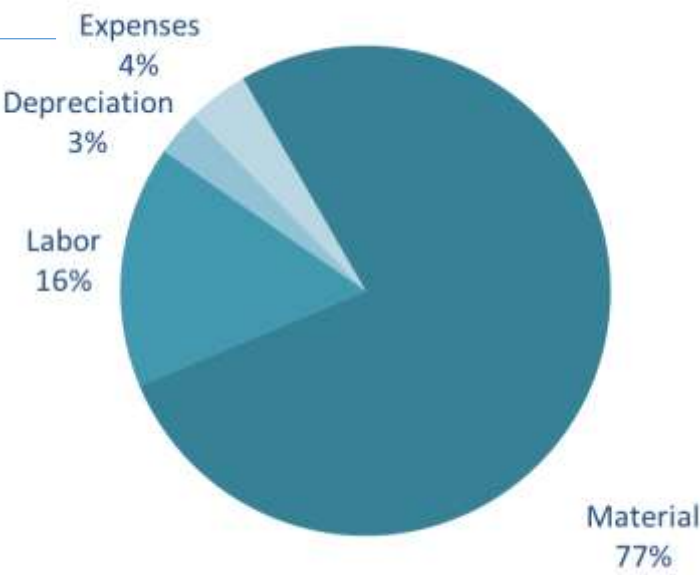
Order Backlog (R\$ 000) Gross Values, sales taxes included	2Q21	1Q22	2Q22	Chg. 2Q22/1Q22	Chg. 2Q22/2Q21
Romi Machines	326,608	330,716	409,224	23.7%	25.3%
Burkhardt+Weber Machines	146,063	140,481	167,937	19.5%	15.0%
Rough and Machined Cast Iron Parts	188,265	320,190	327,143	2.2%	73.8%
<b>Total *</b>	<b>660,936</b>	<b>791,387</b>	<b>904,304</b>	<b>14.3%</b>	<b>36.8%</b>

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

# Cost of Goods Sold

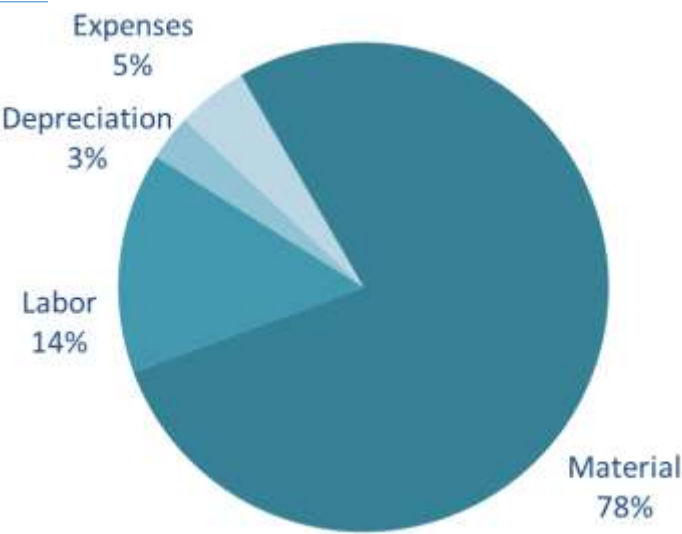


1H21



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

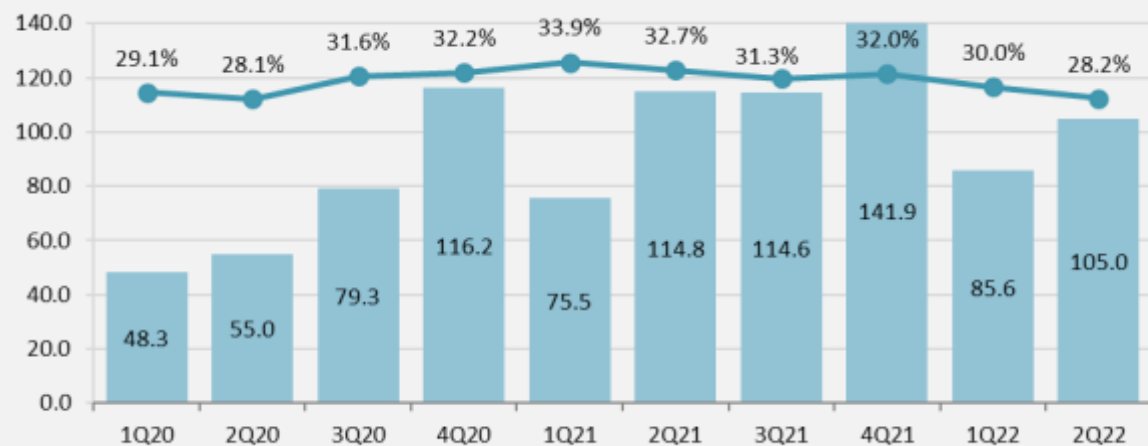
1H22



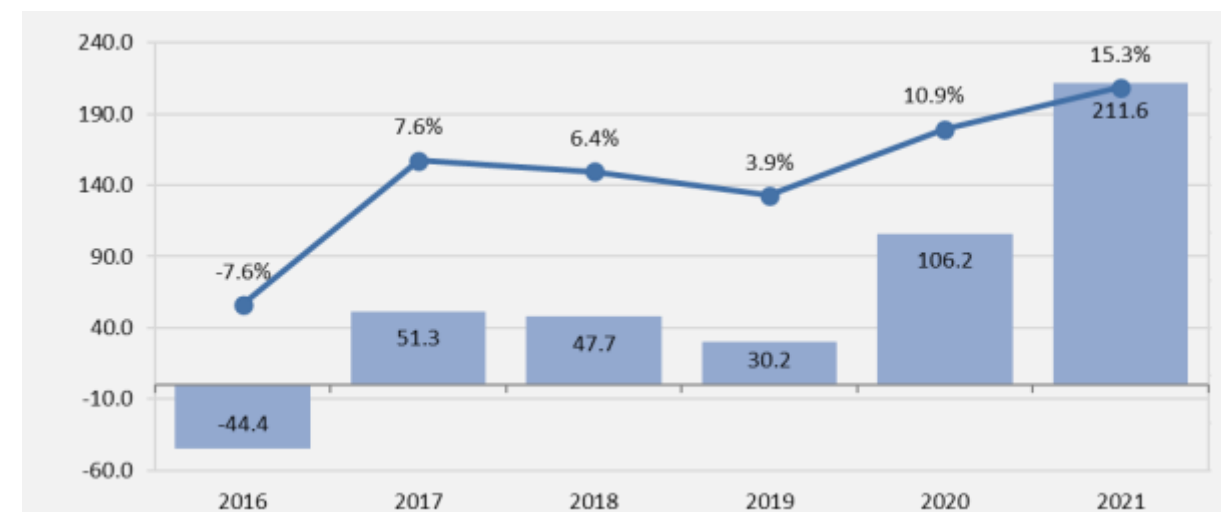
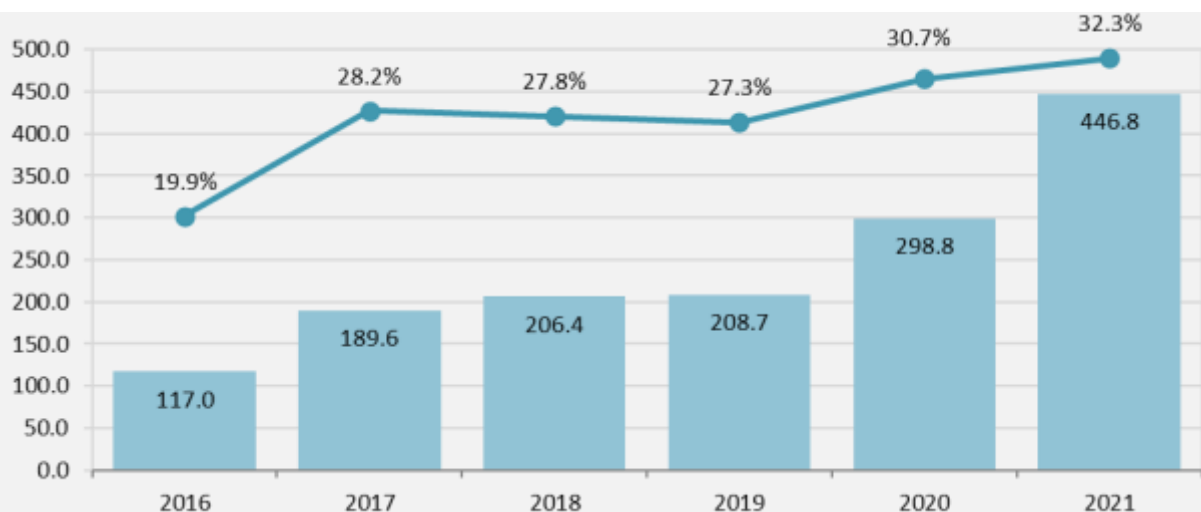
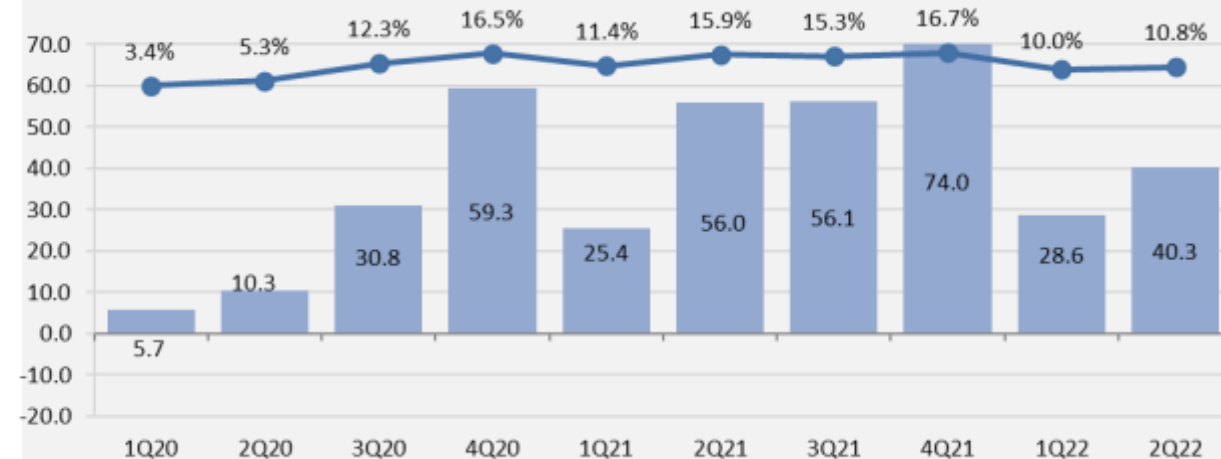
18%	Domestic material
16%	FX Related Domestic Material
19%	Metals
25%	Imported Material

# Profitability

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



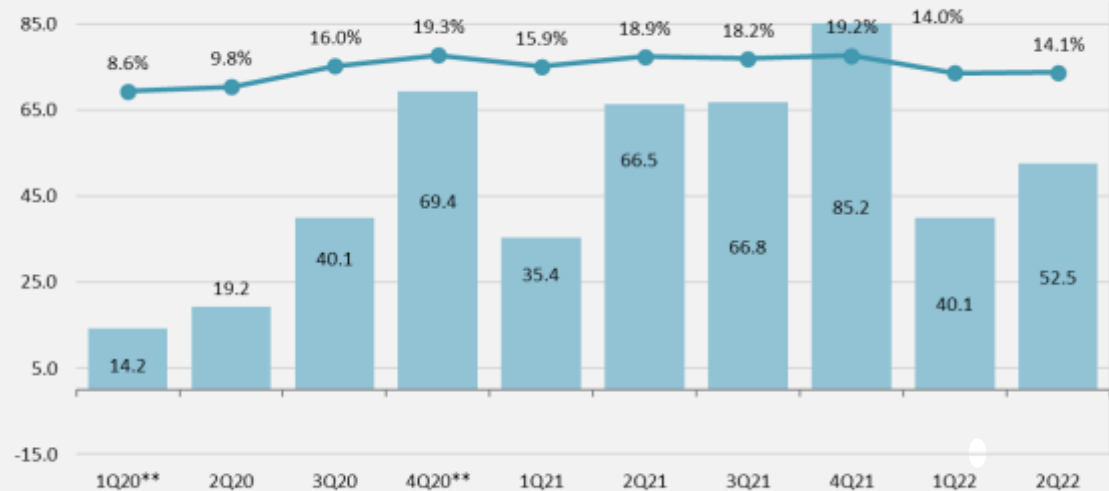
## Operating Profit (loss) (R\$ million) and Operating Margin



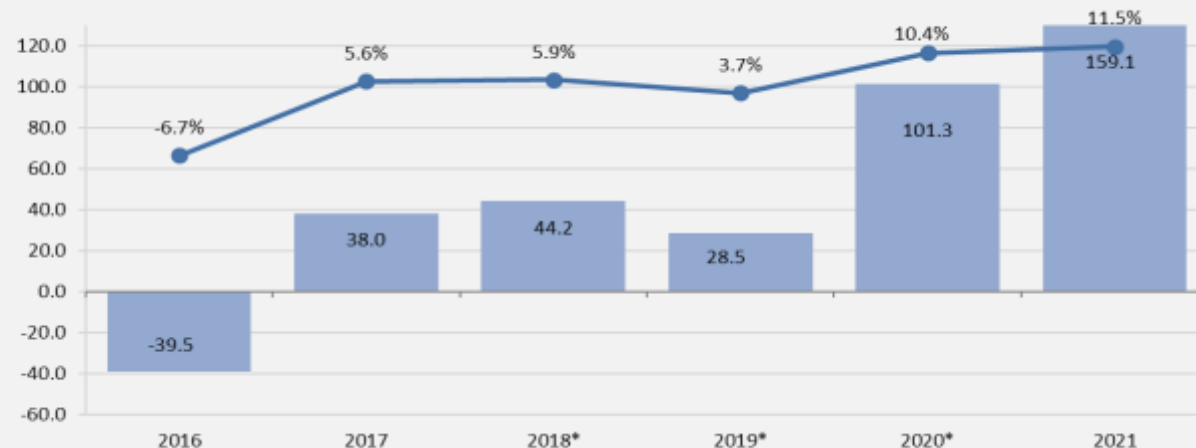
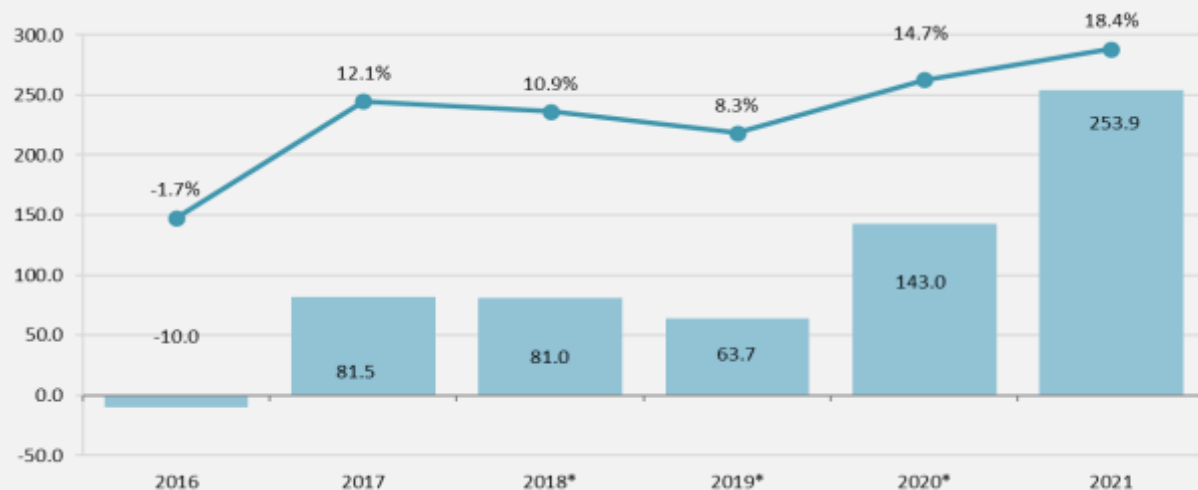
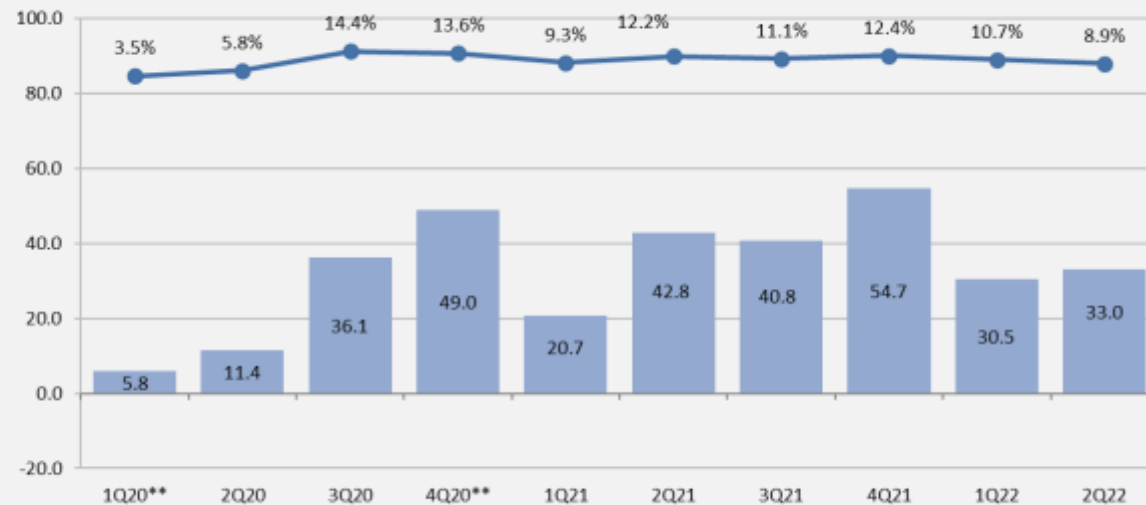
(\*) According to the information in the Earnings Release, operating income is adjusted as follows: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q20: increased by R\$1.0 million, and (iii) 4Q20: reduced by R\$1.7 million (v) 2020: reduced by R\$0.7 million

# 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.

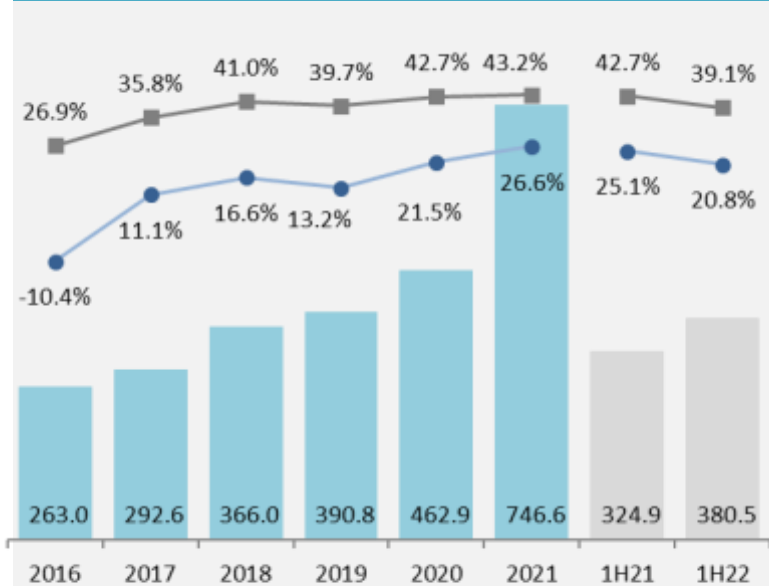


# Business Units' Results

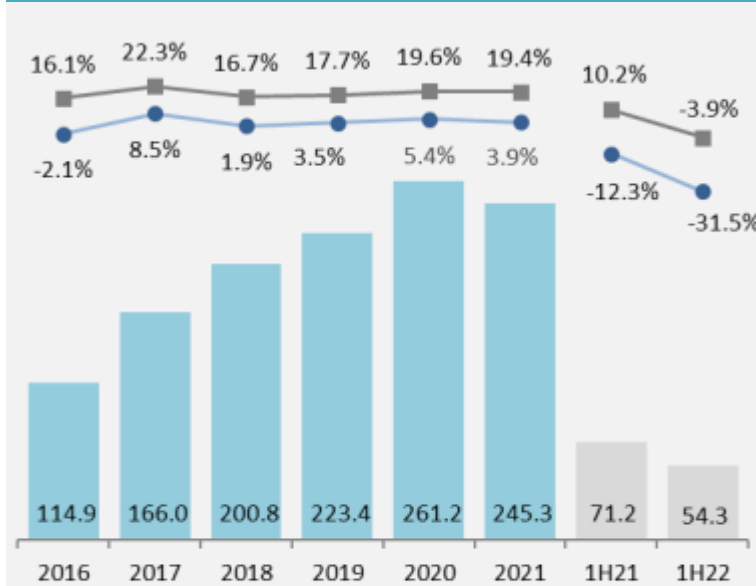


Sales	Quarterly										Accumulated	
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	1H21	1H22
Romi Machines (qty)	164	137	230	329	219	317	312	338	255	294	536	549
Burkhardt+Weber (qty)	3	5	2	7	-	5	6	7	-	3	5	3
Rough and Machined Cast Iron Part	4,095	4,263	7,056	6,528	5,808	7,329	7,819	6,089	5,561	6,519	13,137	12,080

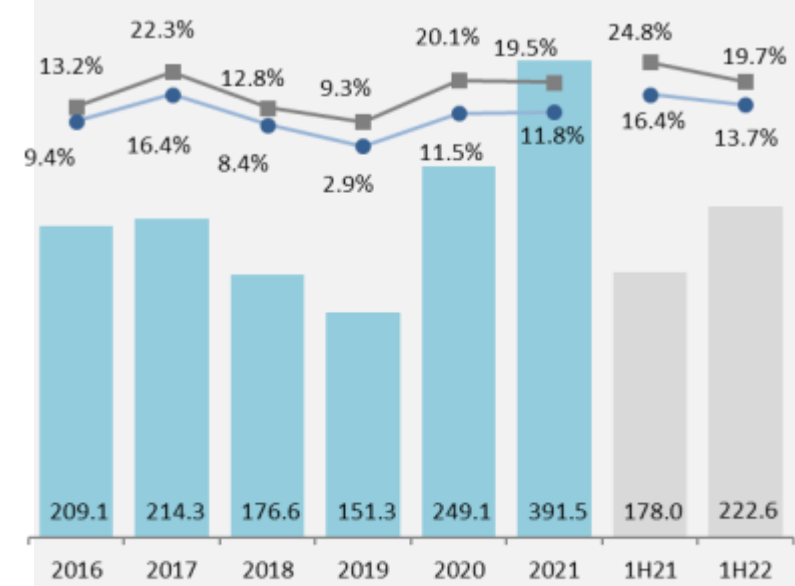
## Romi Machines



## Burkhardt+Weber



## Rough and Machined Cast Iron Parts



Revenue Gross Margin EBITDA

# Financial Position



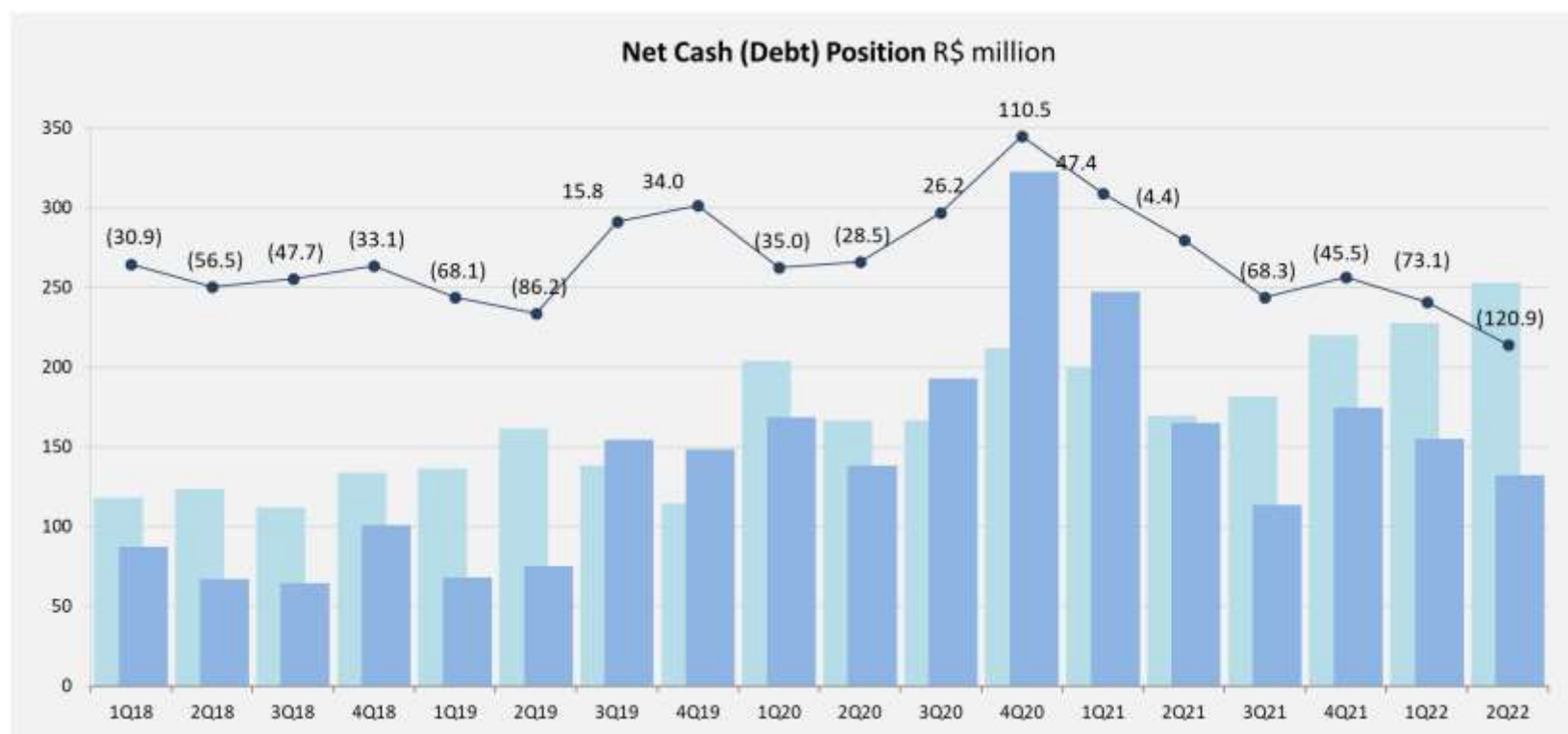
## Cash and Cash Equivalent (R\$ MM) - 06/30/2022

	Amount
Bank Deposit Certificate ("CDB")	2.7
Investment funds DI and fixed income	11.8
Financial investments covered by debentures	30.8
Banks	86.8
<b>Total</b>	<b>132.1</b>
<b>Net Cash =</b>	<b>(120.9)</b>

## Loans\* (R\$ MM) - 06/30/2022

	Amount
2022 (6 month)	53.7
2023	43.2
2024	131.3
2025	16.4
2026 and after	8.5
<b>Total</b>	<b>253.1</b>

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

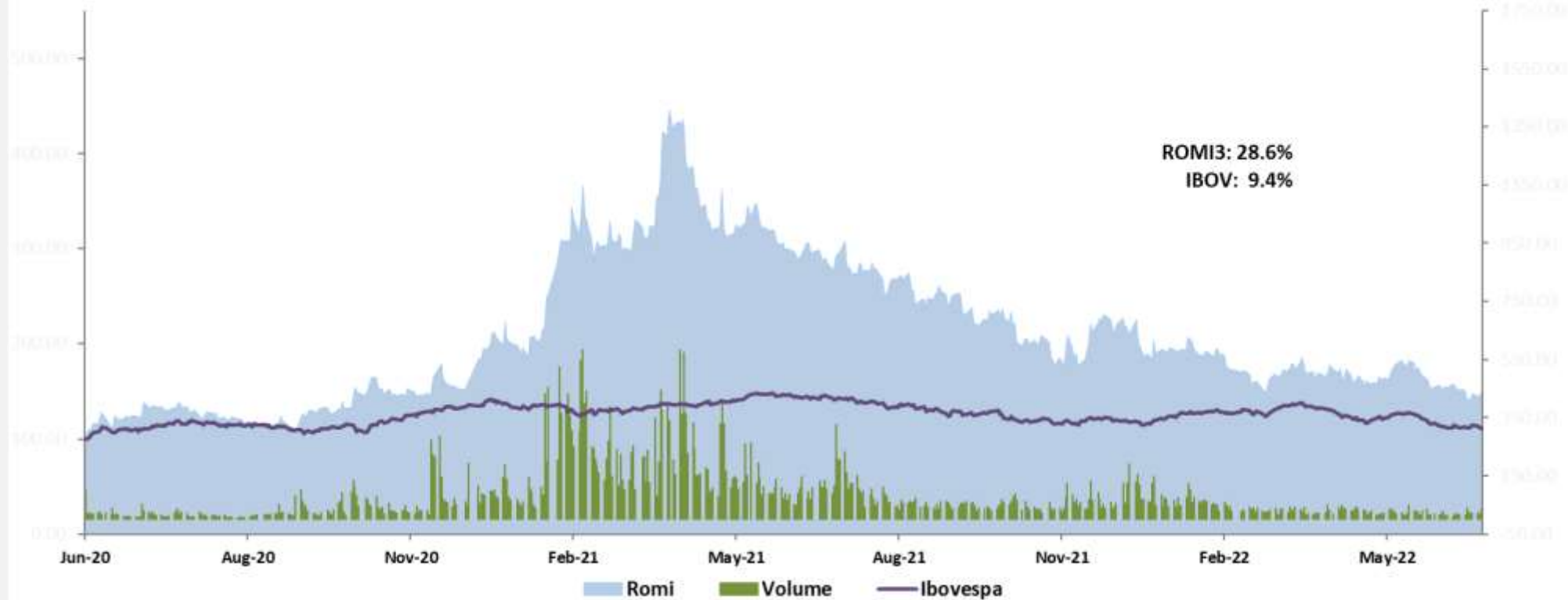




## Share performance ROMI3 vs. Ibovespa

From: 06/01/2020 to 07/18/2022

Source: B3



**ROMI3**  
B3 LISTED NM

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



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**ROMI3**  
B3 LISTED NM

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