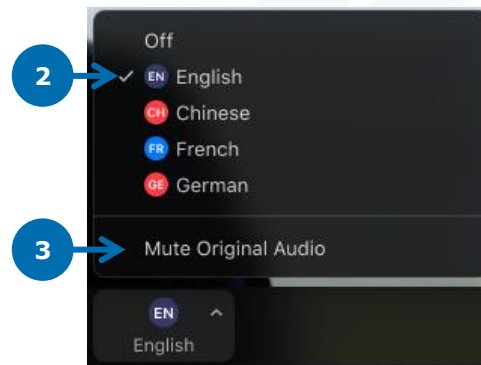
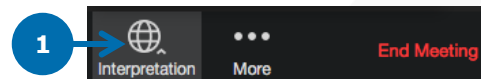


# Simultaneous translation

- 1** Nos controles da reunião, clique em **Interpretação**.  
*In meeting controls, select **Interpretation**.*
- 2** Clique no idioma: **Inglês**  
*Select 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.



WWW.ROMI.COM



**ROMI**

# 3Q23 Earnings Release

*October 25, 2023*

**ROMI3**  
B3 LISTED NM

IBRA B3 IDIV B3 IGCT B3 ITAG B3 SMLL B3 IGC-NMB3 IGC B3



# Important Note

*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.*

# 3Q23 Highlights

**Adjusted EBITDA**  
**R\$ 32.9 millions**

EBITDA margin 12.1%



**Order Entry**  
**R\$ 288.6 millions**



**Cash Generation**  
**R\$ 20.5 millions**

during 3Q23



## ROMI Machines



### Gross Margin

**41.8%** in 9M23  
+ 1.9 p.p compared to 9M22

### Incoming orders for Rental Machines

**+ 26.5%**  
compared to 9M22

## BW Machines

**BW**

### Order Backlog

**R\$ 259.7 millions**  
+ increase of 47.6%  
compared to 3Q22.

### Gross Margin

**14.9 %** + 8.8 p.p  
compared to 3Q22

## OTHER HIGHLIGHTS

### GOVERNANCE

**R\$ 17.8 millions**  
*payment of interest on capital*

### BRAND



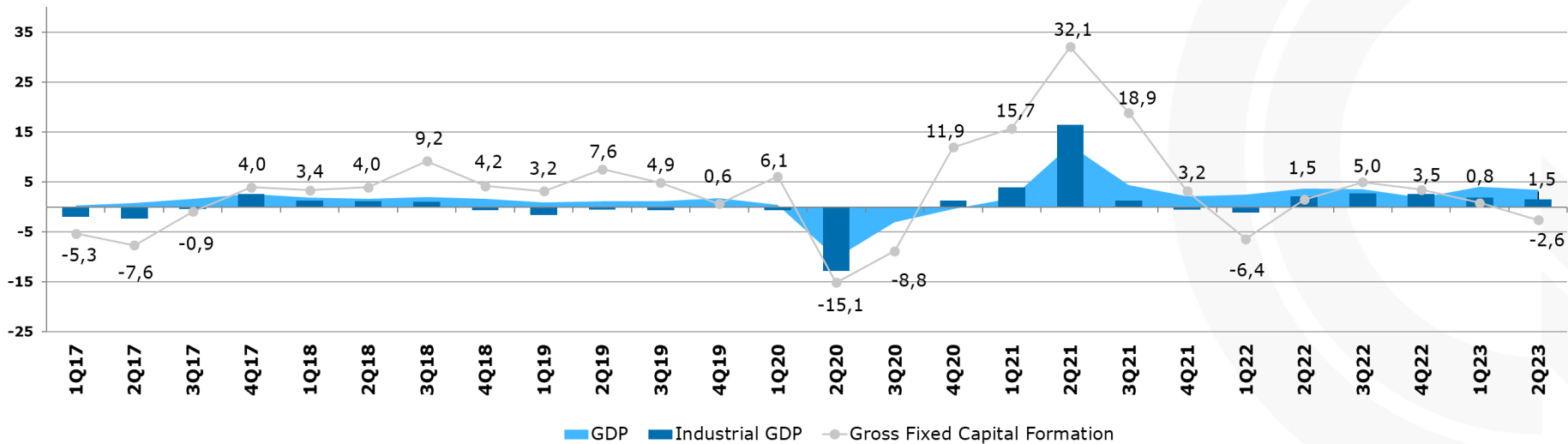
ROMI and BW present new machine technologies to the European market

### ESG at ROMI

ROMI scores **8.1** in the Ethos 2023 Report.

# Conjunctural Indicators

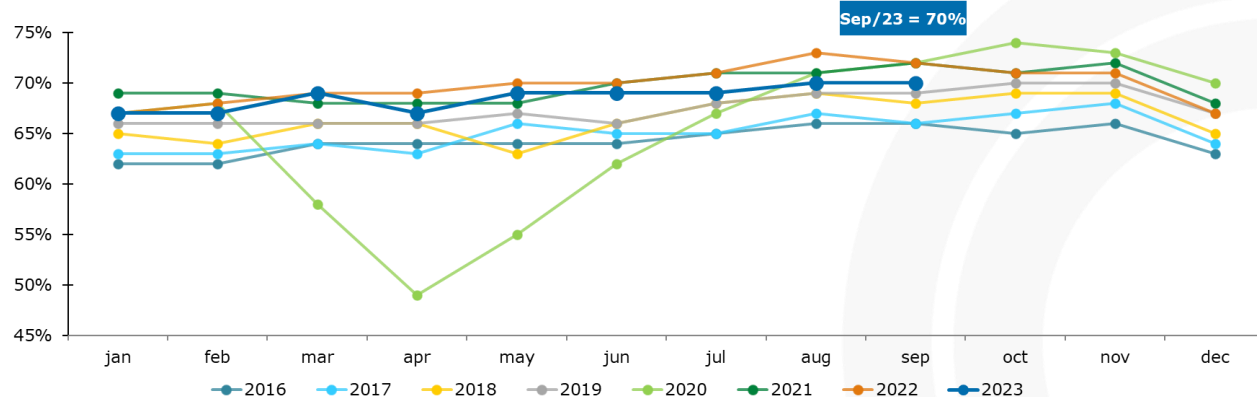
## GDP and FBKF (Gross Fixed Capital Formation)



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

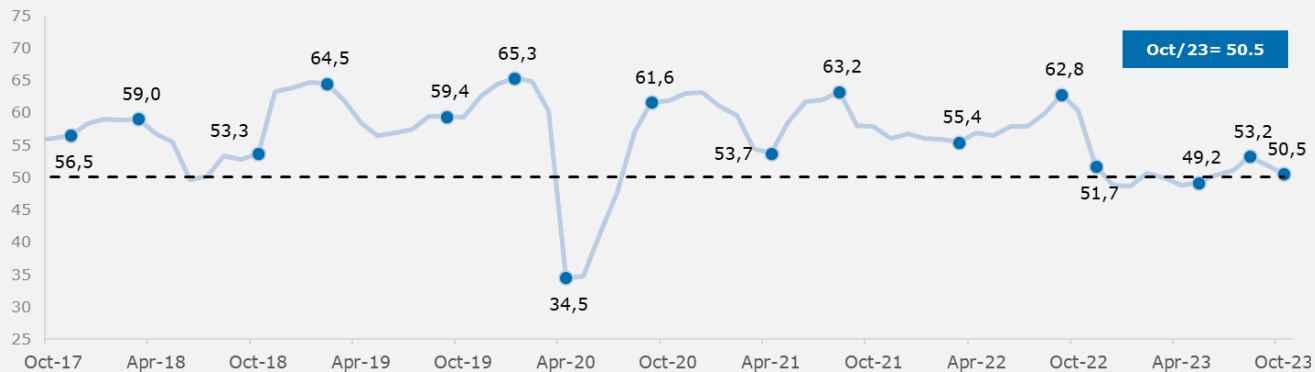
## Average Installed Capacity Utilization (UCI)

Source: CNI - UCI, October, 2023.



## Industrial Entrepreneur Confidence Index - ICEI

Source: CNI - ICEI October, 2023.



## ROMI Machines



	9M23	2022
Job shops	28%	24%
Machines and Equipments	20%	15%
Automotive	16%	15%
Agricultural	3%	6%
Toolling	5%	4%
Packing	3%	4%
Construction	4%	2%
Mining and steel	9%	2%
Others	12%	27%

## BW Machines



	9M23	2022
Machines and Equipments	24%	60%
Engines	46%	0%
Automotive	0%	40%
Energy	30%	0%

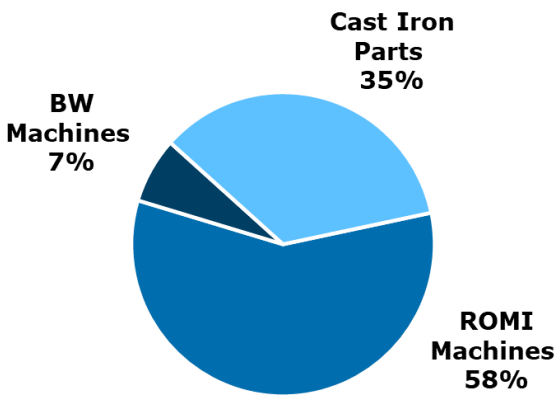
## Rough and Machined Cast Iron Parts



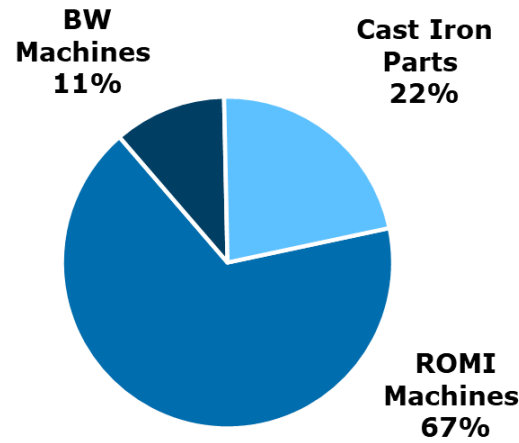
	9M23	2022
Wind Power	10%	46%
Automotive	27%	24%
Construction	19%	10%
Agriculture	42%	20%
Others	1%	0%

# Net Sales per Business Unit

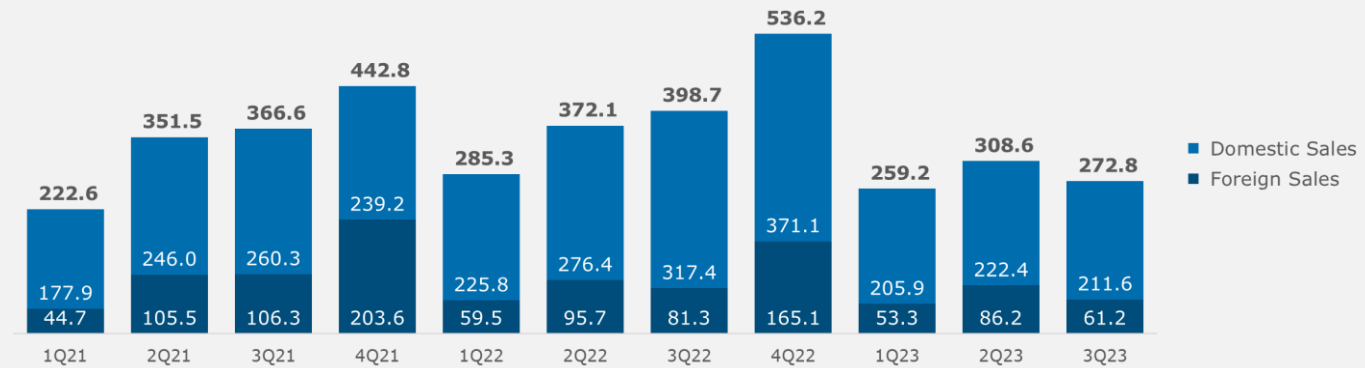
**9M22**



**9M23**



## Net Operating Sales (R\$ million)

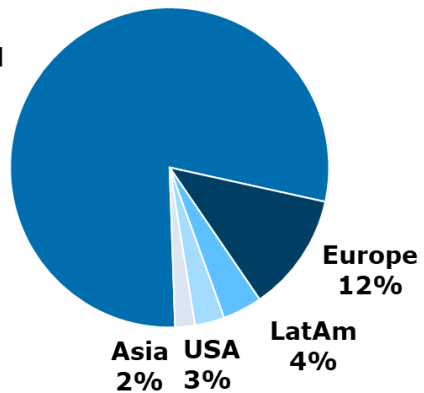




# Sales Distribution

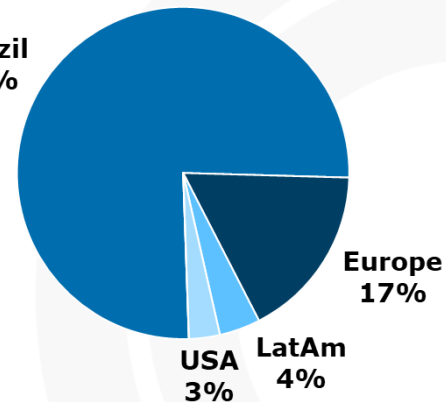
9M22

Brazil  
79%

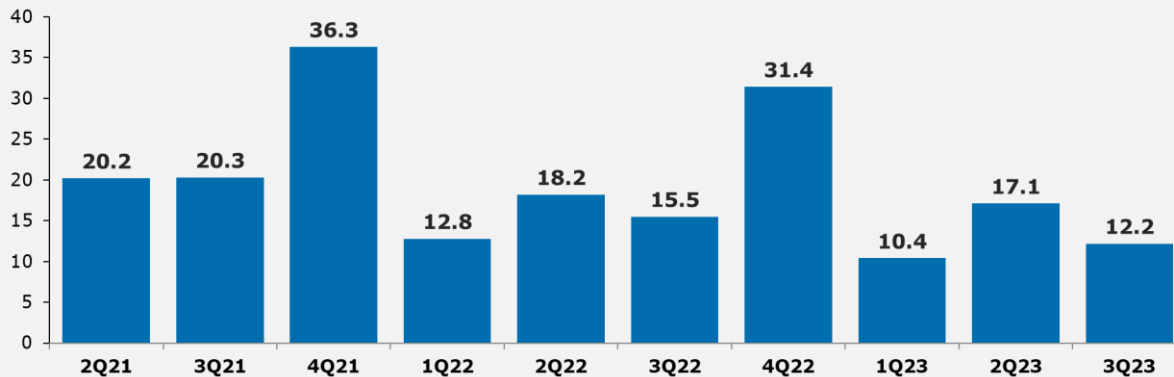


9M23

Brazil  
76%



## Foreign Sales (US\$ million)



# Order Entry and Backlog



3rd quarter of 2023

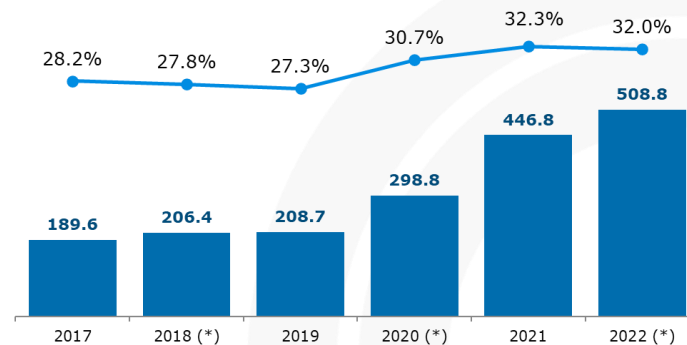
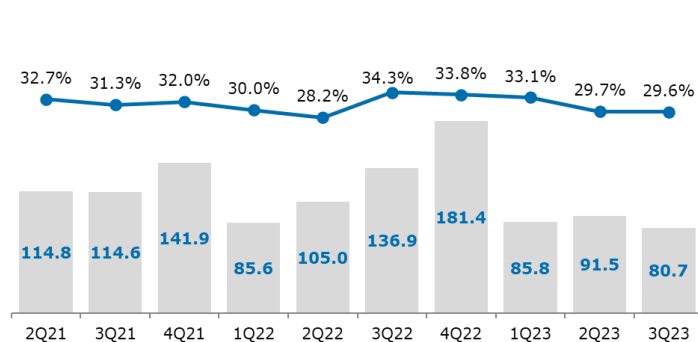
<b>Order Entry (R\$ 000)</b> Gross Values, sales taxes included	<b>3Q22</b>	<b>2Q23</b>	<b>3Q23</b>	<b>Chg.</b> <b>3Q23/2Q23</b>	<b>Chg.</b> <b>3Q23/3Q22</b>	<b>9M22</b>	<b>9M23</b>	<b>Chg.</b> <b>23/22</b>
<b>ROMI Machines</b>	240,161	212,684	182,804	-14.0%	-23.9%	716,219	595,202	-16.9%
<b>Burkhardt+Weber Machines</b>	41,254	47,635	66,566	39.7%	61.4%	136,394	114,201	-16.3%
<b>Rough and Machined Cast Iron Parts</b>	82,207	21,379	39,244	83.6%	-52.3%	319,416	121,299	-62.0%
<b>Total *</b>	<b>363,622</b>	<b>281,698</b>	<b>288,614</b>	<b>2.5%</b>	<b>-20.6%</b>	<b>1,172,028</b>	<b>830,702</b>	<b>-29.1%</b>

<b>Order Backlog (R\$ 000)</b> Gross Values, sales taxes included	<b>3Q22</b>	<b>2Q23</b>	<b>3Q23</b>	<b>Chg.</b> <b>3Q23/2Q23</b>	<b>Chg.</b> <b>3Q23/3Q22</b>
<b>ROMI Machines</b>	394,019	271,745	241,210	-11.2%	-38.8%
<b>Burkhardt+Weber Machines</b>	175,982	199,688	259,707	30.1%	47.6%
<b>Rough and Machined Cast Iron Parts</b>	246,154	62,966	56,369	-10.5%	-77.1%
<b>Total *</b>	<b>816,155</b>	<b>534,400</b>	<b>557,286</b>	<b>4.3%</b>	<b>-31.7%</b>

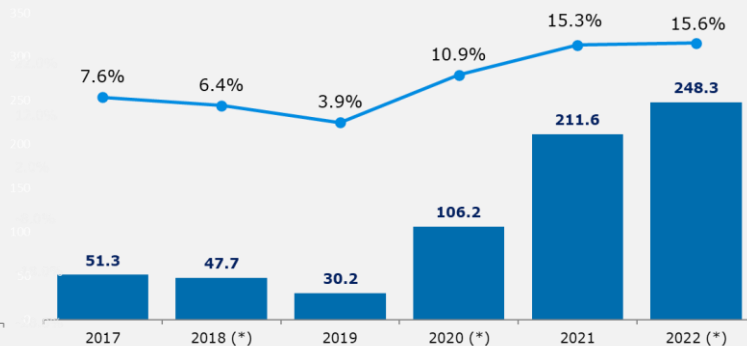
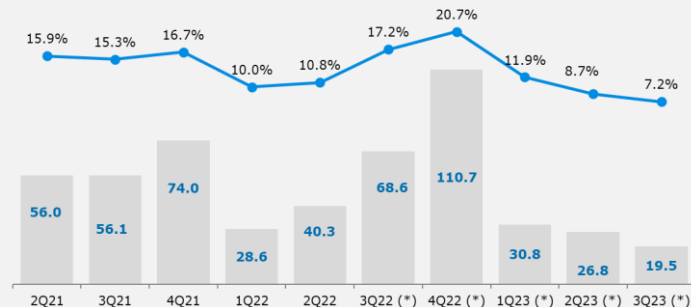
(\*) The informed amounts related to incoming orders and order backlog do not include parts and services

# Profitability

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



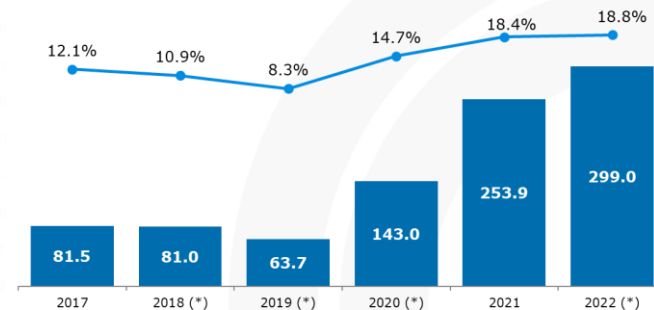
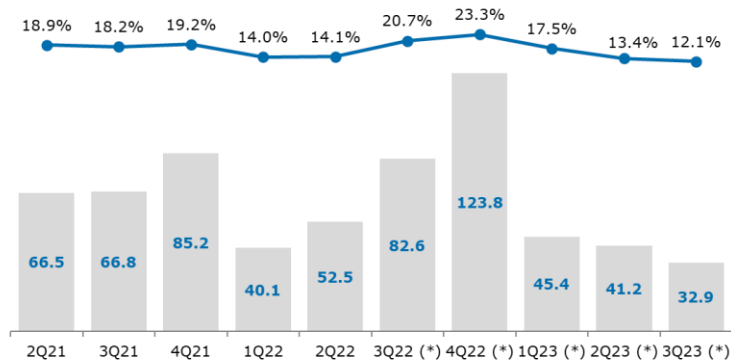
## Operating Profit (R\$ million) and Operating Margin



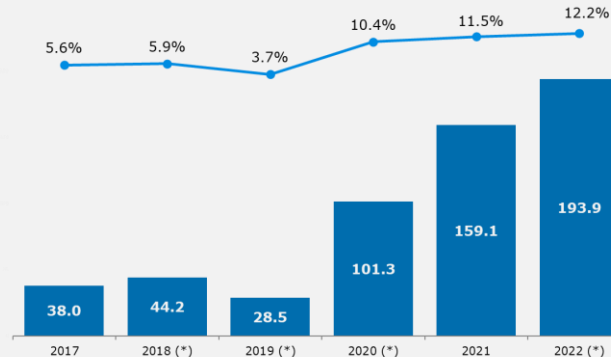
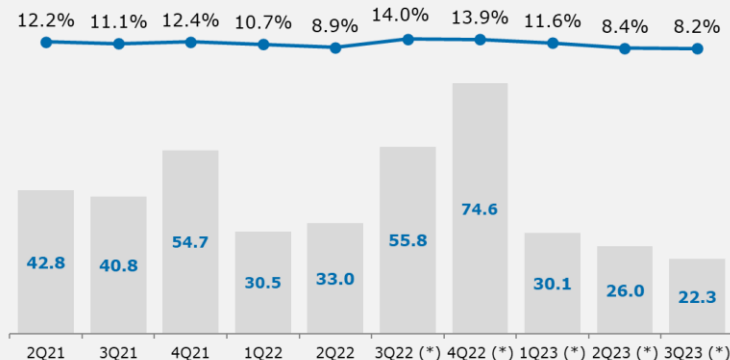
**Note:** According to the information contained in the Earnings Release for the respective years/periods, Operating Income is adjusted as follows: (i) 2018: increased by R\$1.6 million; (ii) 2020: reduced by R\$0.7 million; (iii) 4Q22 and 2022: reduced, respectively, by R\$13.4 million and R\$22.9 million; (iv) 3Q22, 2Q23 and 3Q23: EBIT and EBITDA are adjusted by the amounts of R\$ 9,464, R\$ 6,806 and R\$ 22,874, respectively; and Profit by the amounts of R\$ 9,149, R\$ 6,589 and R\$ 22,143, respectively, referring to the recognition of the impacts of the Vila ROMI Residence project. .

# Profitability

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



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



**Note:** (\*) According to information contained in the Earnings Release for the respective years/periods, EBITDA is adjusted as follows: (i) 2018: increased by R\$1.7 million; (ii) 2019: reduced by R\$74.3 million; (iii) 2020: EBITDA reduced by R\$0.7 million and Net Income by R\$73.4 million (iv) 4Q22 and 2022 reduced: EBITDA, respectively, by R\$13.4 million and R\$22.9 million and Net Income, respectively, by R\$9.1 million, R\$13.0 million and R\$22.1 million ; 3Q22, 2Q23 and 3Q23: EBIT and EBITDA are adjusted by the amounts of R\$ 9,464, R\$ 6,806 and R\$ 22,874, respectively; and Profit by the amounts of R\$ 9,149, R\$ 6,589 and R\$ 22,143, respectively, referring to the recognition of the impacts of the Vila ROMI Residence project.

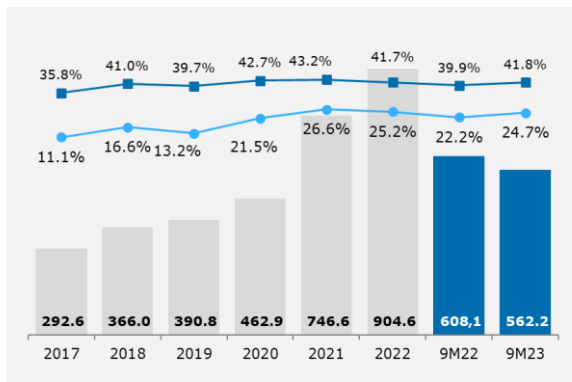
# Business Unit's Results



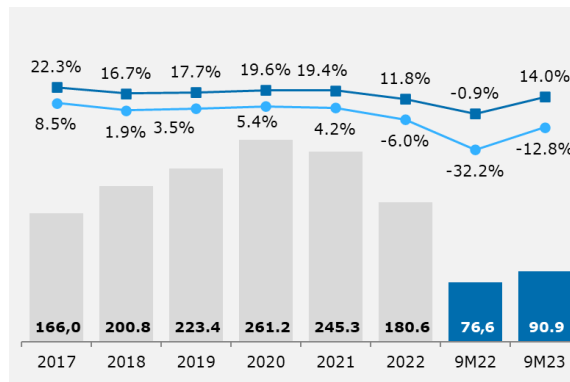
3rd quarter of 2023

Sales	Quarterly								Accumulated				
	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	9M22	9M23
ROMI Machines (qty)	219	332	312	338	256	294	355	382	203	291	281	905	775
Burkhardt+Weber (qty)	-	5	6	7	-	3	2	8	-	2	1	5	3
Rough and Machined Cast Iron Parts (t)	5,808	7,329	7,819	6,089	5,561	6,519	7,294	6,844	4,232	3,542	2,725	19,374	10,499

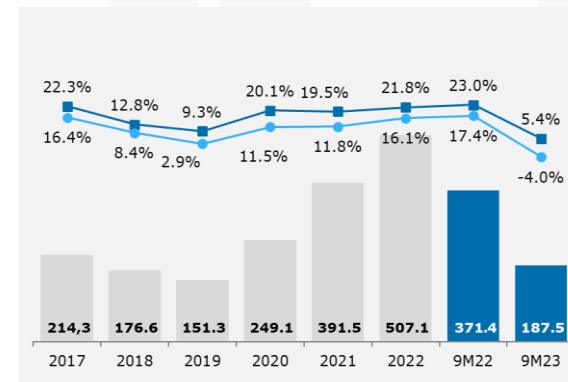
## ROMI Machines



## Burkhardt+Weber



## Rough and Machined Cast Iron Parts



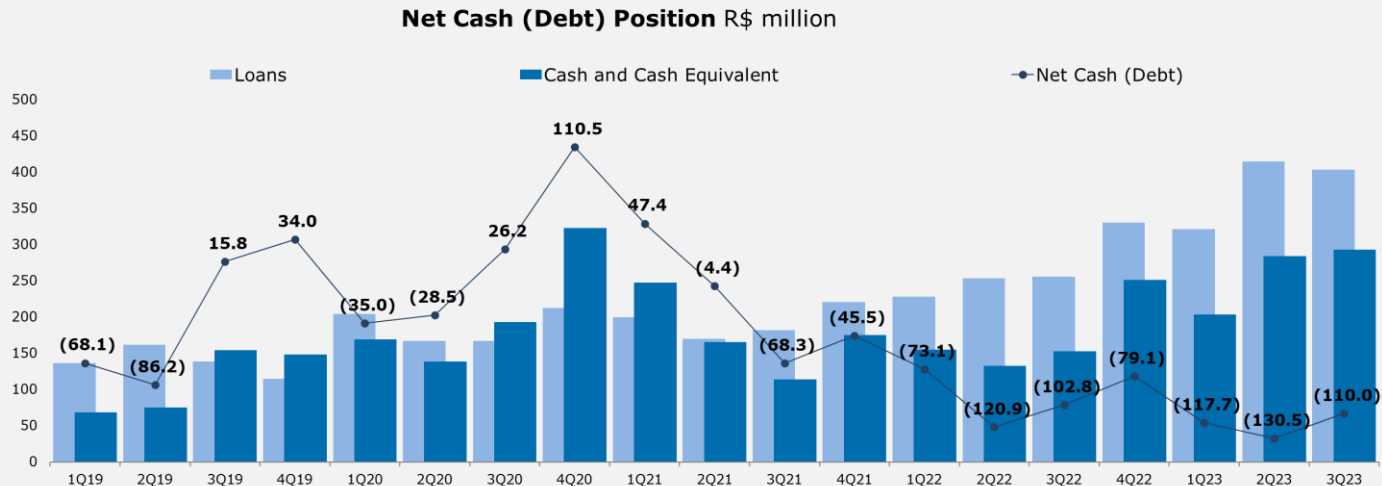
■ Revenue    ■ Gross Margin    ● EBITDA Margin

# Financial Position

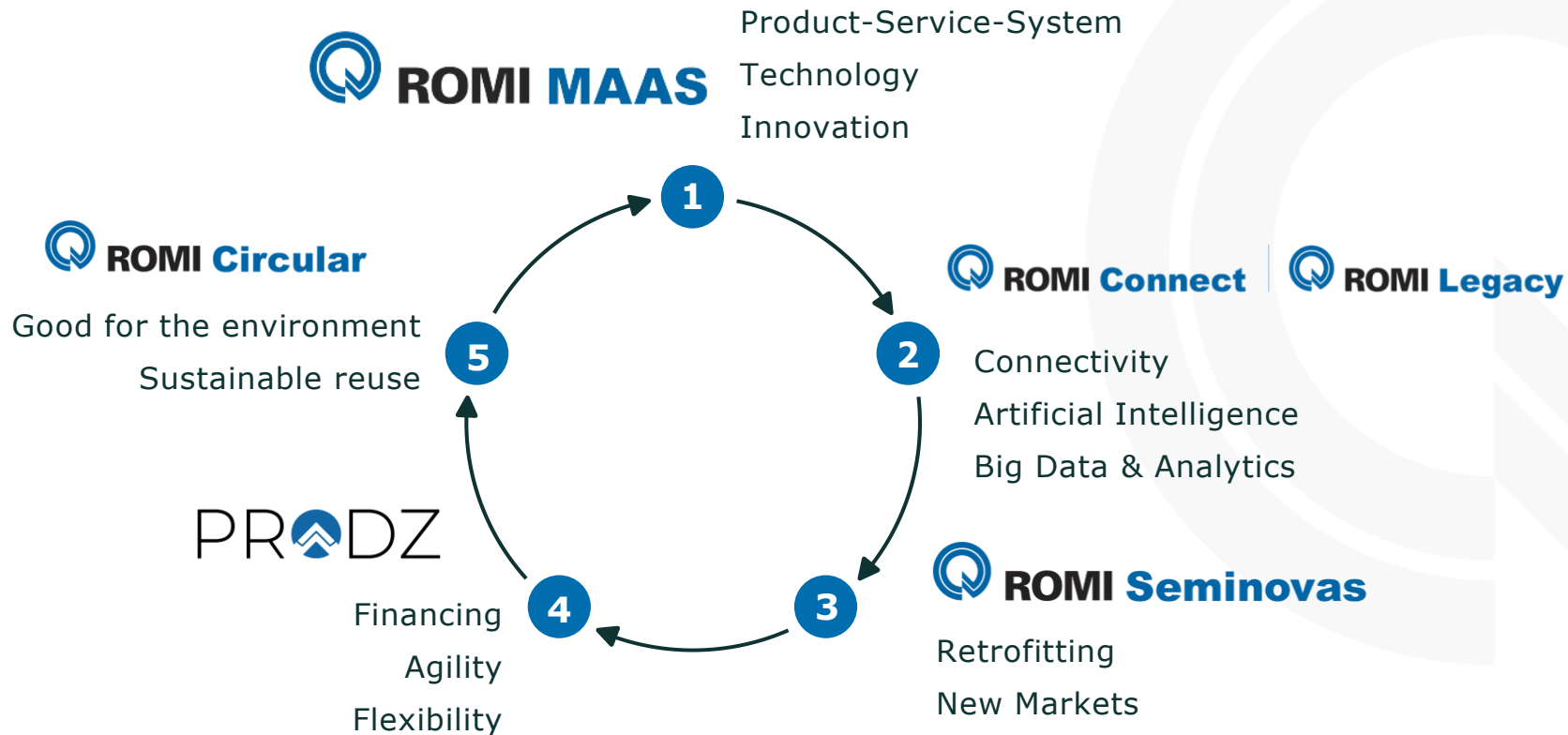
Cash and Cash Equivalent (R\$ MM) - 09/30/2023	
	Amount
<b>Bank Deposit Certificate ("CDB")</b>	<b>181.9</b>
<b>Investment funds DI and fixed income</b>	<b>-</b>
Financial investments covered by debentures	32.2
<b>Banks / Time Deposit</b>	<b>78.6</b>
<b>Total</b>	<b>292.8</b>
<b>Net Cash =</b>	<b>(110.0)</b>

Loans (R\$ MM) - 09/30/2023	
	Amount
<b>2023 (3 months)</b>	<b>61.0</b>
<b>2024</b>	<b>133.5</b>
<b>2025</b>	<b>52.1</b>
<b>2026</b>	<b>68.7</b>
<b>2027 and after</b>	<b>87.5</b>
<b>Total =</b>	<b>402.8</b>

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



# New Business Model – Product Cycle and Digitalization

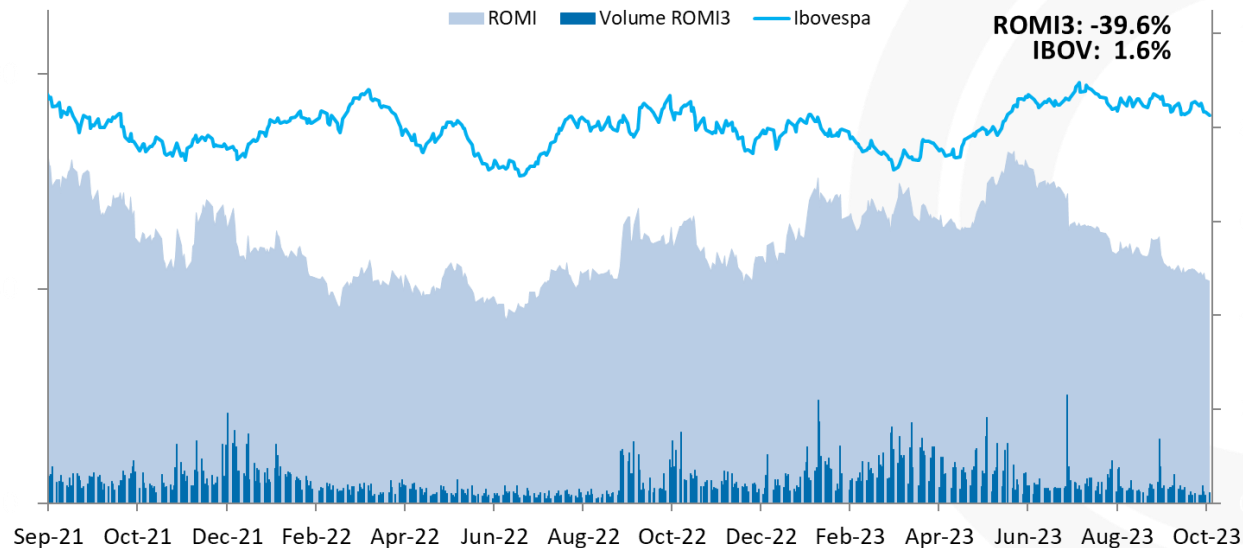


## Share performance ROMI3 vs. Ibovespa

**From:** 09/30/2021 to 10/23/2023

**Source:** B3

**Note:** The performance of ROMI3 shares shown in the chart below does not consider the distribution of profits made in the period presented, as well as the stock bonus in shares that occurred in October 2022 and March 2023.



**ROMI3**  
B3 LISTED NM

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





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**ROMI3**  
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IBRA B3 | IDIV B3 | IGCT B3 | ITAG B3 | SMLL B3 | IGC-NMB3 | IGC B3