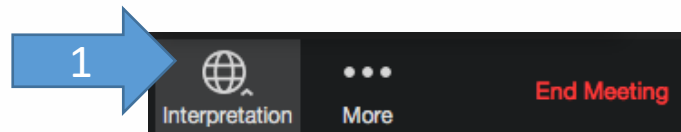


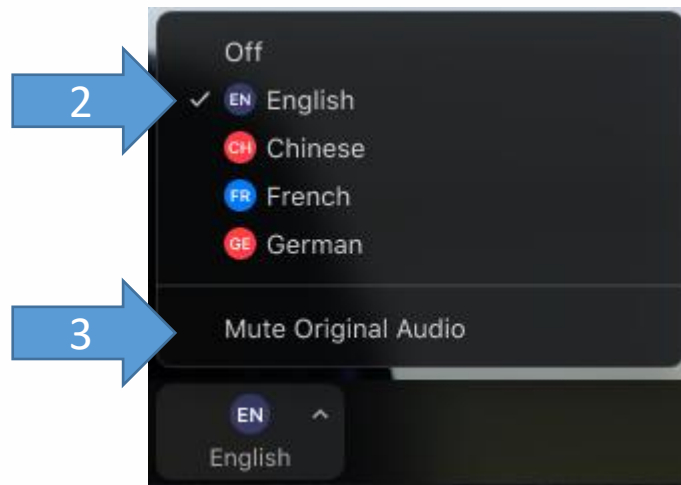
# Tradução Simultânea / Simultaneous translation



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.*



# 1Q23 Earnings Release

## April 19th, 2023

**ROMI3**  
B3 LISTED NM

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





**ROMI**

**First quarter of 2023**

**EBITDA Adjusted**

**R\$ 45.4 million**

Increase of **13.3%** compared to 1Q22

**Margin EBITDA Adjusted**

**17.5% 1Q23**

Increase of **3.5%** compared to 1Q22

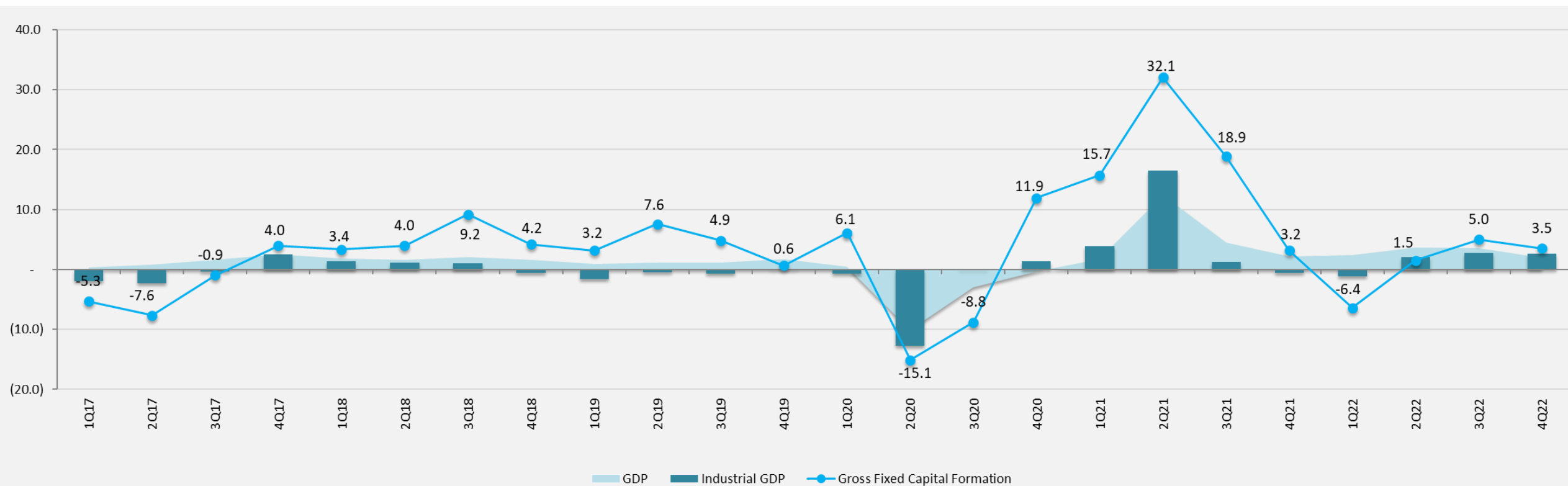
- Gross margin in 1Q23 grew by 3.1 p.p. compared to the same period of 2022, with emphasis on the ROMI Machines and B+W Machines Business Units. Operating profit also grew by 1.9 p.p.;
- The gross and operating margin of the ROMI Machines Unit in 1Q23 grew by 6.5 p.p. and 6.4 p.p. compared to the same period of 2022, with the growth of the domestic market and the machine rental business;
- The B+W Machines Unit, in 1Q23, presented an important evolution in operating margins, reflecting gains in operational efficiency and the increase in revenues from services and spare parts;
- At the ROMI Machines Unit, order intake in 1Q23 grew by 3.6% compared to 1Q22, with emphasis on the domestic market and the machine rental business;

# Conjunctural Indicators



## GDP and FBKF (Gross Fixed Capital Formation)

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

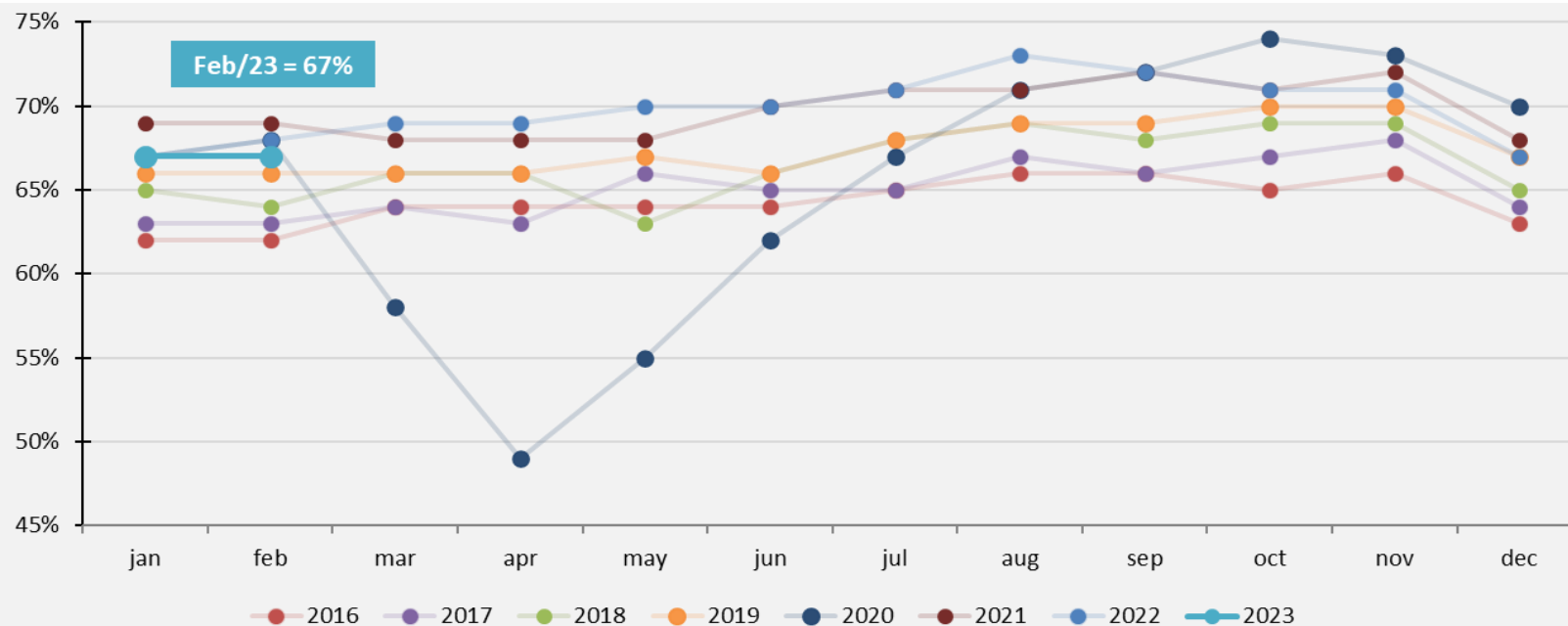


# Economic Indexes - Conjunctural



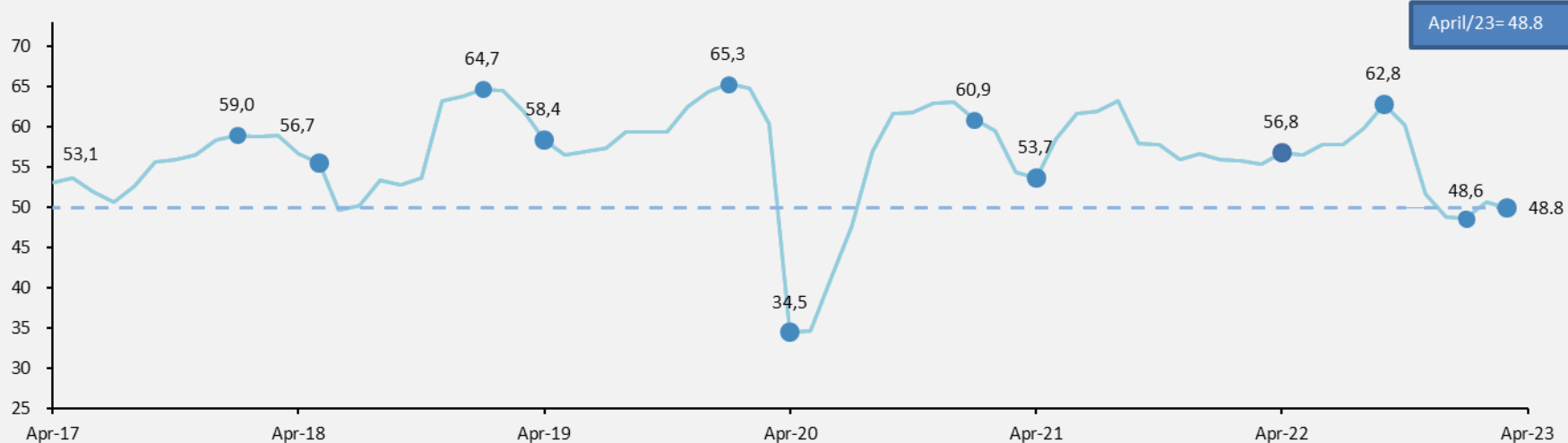
## Average Installed Capacity Utilization (UCI)

Source: CNI – UCI, april, 2023.



## Industrial Entrepreneur Confidence Index - ICEI

Source: CNI – ICEI april, 2023.



# Business units



## Romi Machines



	1Q23	2022
Job shops	29%	24%
Machines and Equipments	17%	15%
Automotive	12%	15%
Agricultural	2%	6%
Toolling	6%	4%
Packing	2%	4%
Technical schools	2%	4%
Construction	5%	2%
Hidraulic	1%	2%
Mining and steel	1%	2%
Others	23%	22%

## BW Machines



	1Q23 (*)	2022
Machines and Equipments	0%	60%
Automotive	0%	40%
Motors and Systems	0%	0%

(\*) There were no deliveries in the 1Q23, according to the delivery schedule.

## Rough and Machined Cast Iron Parts

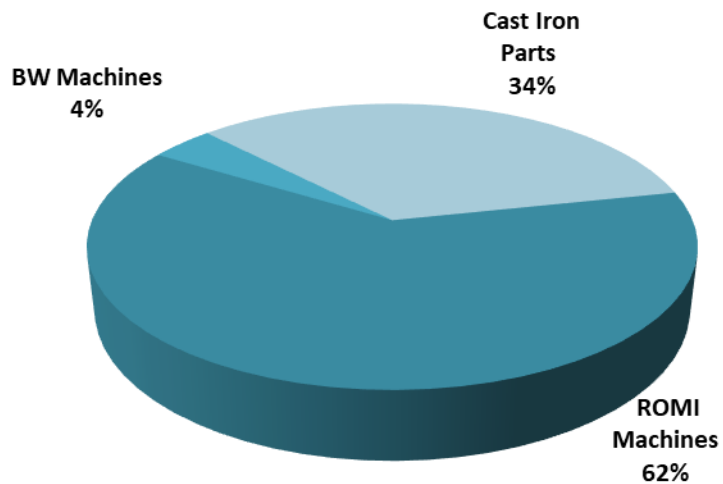


	1Q23	2022
Wind Power	25%	46%
Automotive	24%	24%
Construction	15%	10%
Agriculture	36%	20%

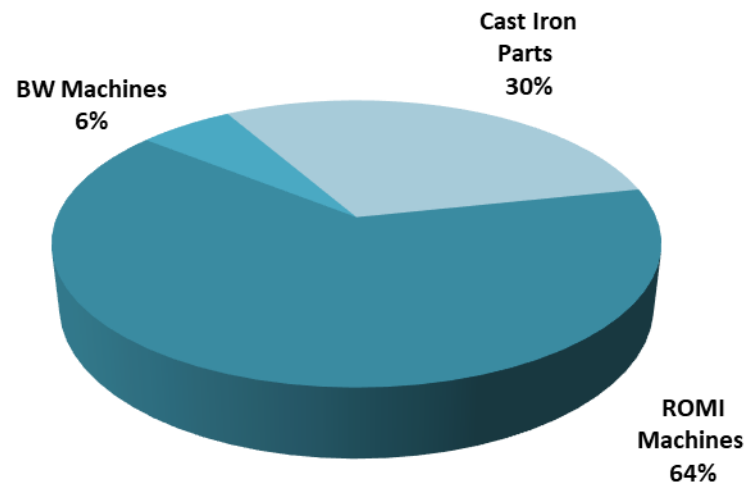
# Net Sales per Business Unit



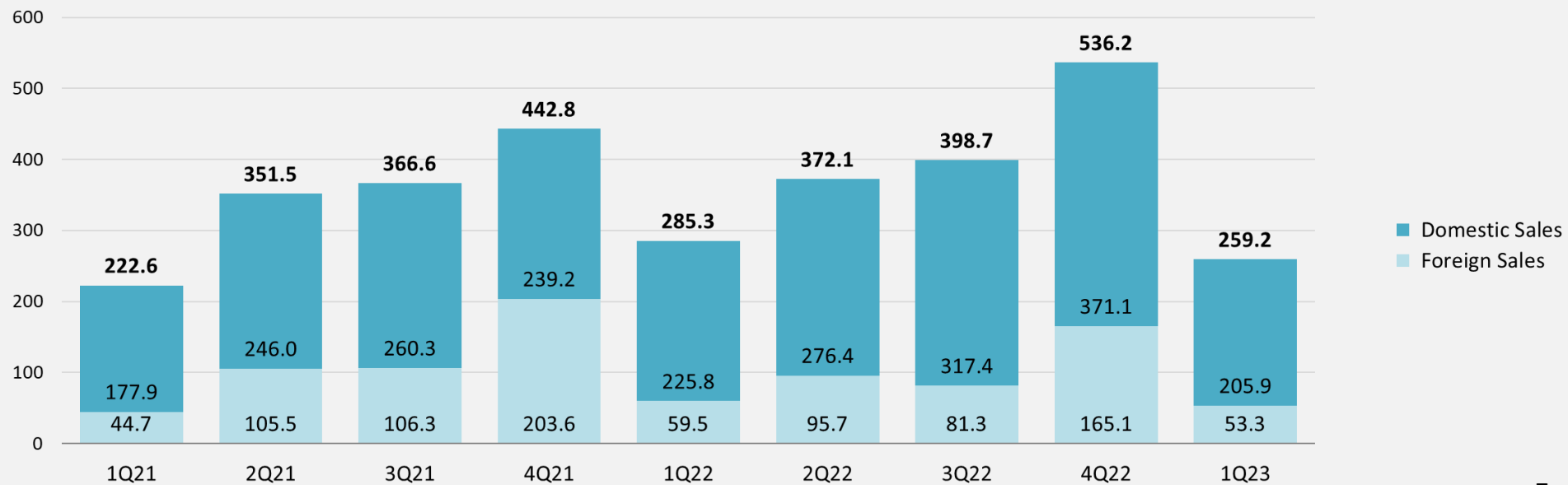
1Q22



1Q23



## Net Operating Sales (R\$ million)

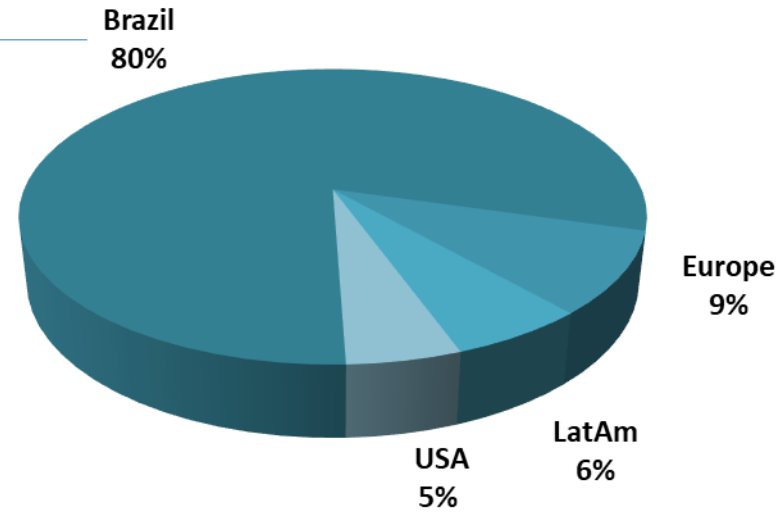




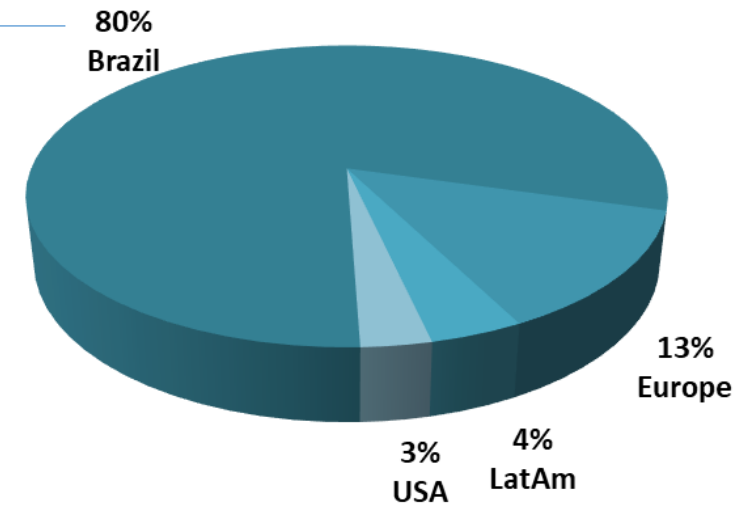
# Sales Distribution



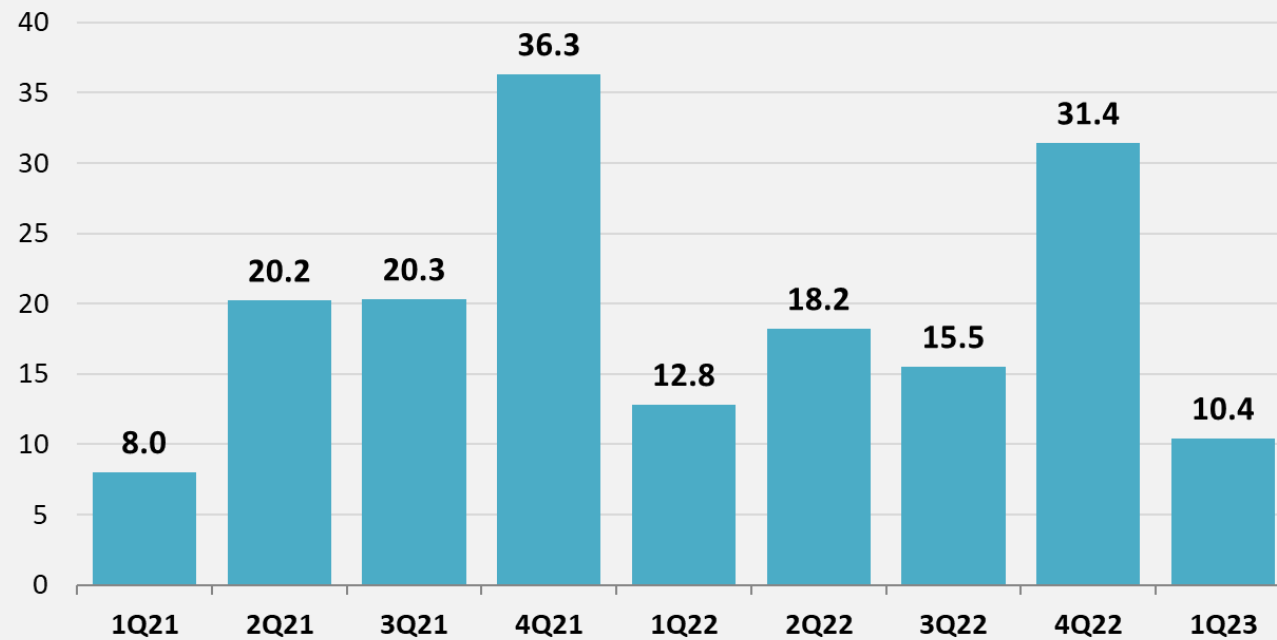
1Q22



1Q23



Foreing Sales (US\$ million)



# Order Entry and Backlog



<b>Order Entry (R\$ 000)</b> Gross Values, sales taxes included	<b>1Q22</b>	<b>4Q22</b>	<b>1Q23</b>	<b>Chg.</b> <b>1Q23/4Q22</b>	<b>Chg.</b> <b>1Q23/1Q22</b>
ROMI Machines	192.725	140.122	199.713	42,5%	3,6%
Burkhardt+Weber Machines	41.415	88.470	-	-100,0%	-100,0%
Rough and Machined Cast Iron Parts	93.933	52.386	60.676	15,8%	-35,4%
<b>Total *</b>	<b>328.072</b>	<b>280.978</b>	<b>260.389</b>	<b>-7,3%</b>	<b>-20,6%</b>

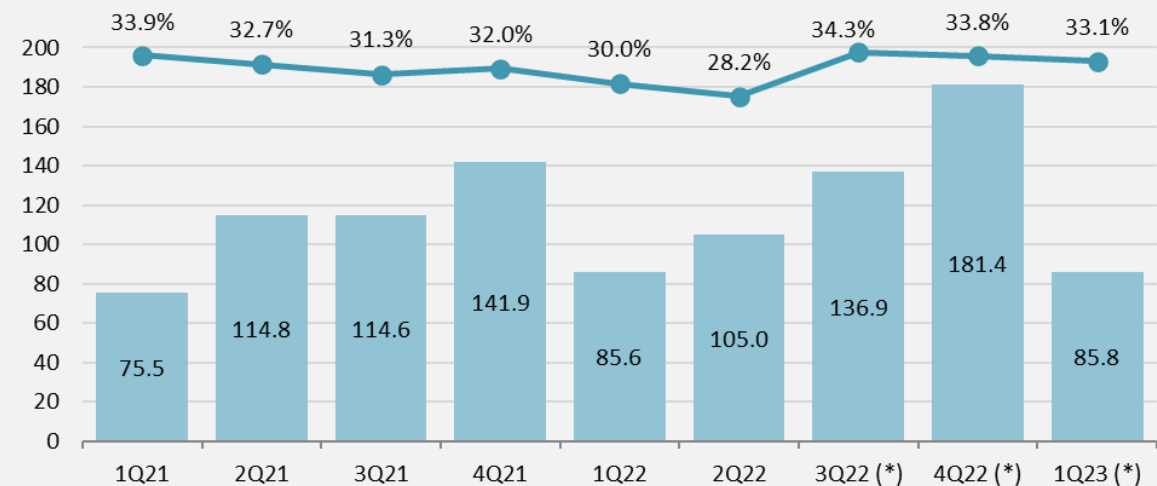
<b>Order Backlog (R\$ 000)</b> Gross Values, sales taxes included	<b>1Q22</b>	<b>4Q22</b>	<b>1Q23</b>	<b>Chg.</b> <b>1Q23/4Q22</b>	<b>Chg.</b> <b>1Q23/1Q22</b>
ROMI Machines	330.676	221.881	263.208	18,6%	-20,4%
Burkhardt+Weber Machines	140.481	191.711	188.043	-1,9%	33,9%
Rough and Machined Cast Iron Parts	320.190	145.559	118.609	-18,5%	-63,0%
<b>Total *</b>	<b>791.346</b>	<b>559.151</b>	<b>569.861</b>	<b>1,9%</b>	<b>-28,0%</b>

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

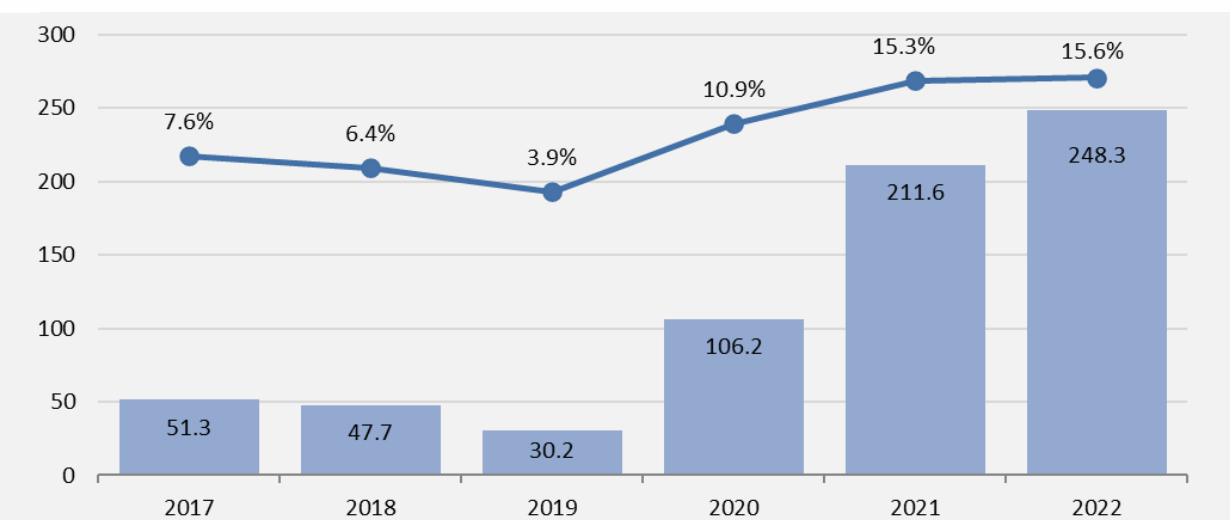
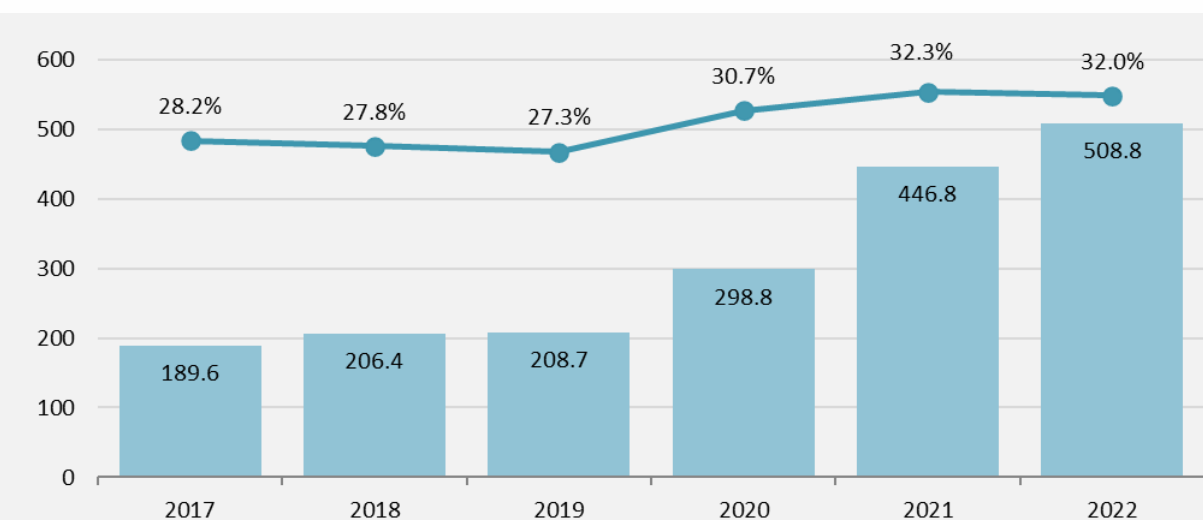
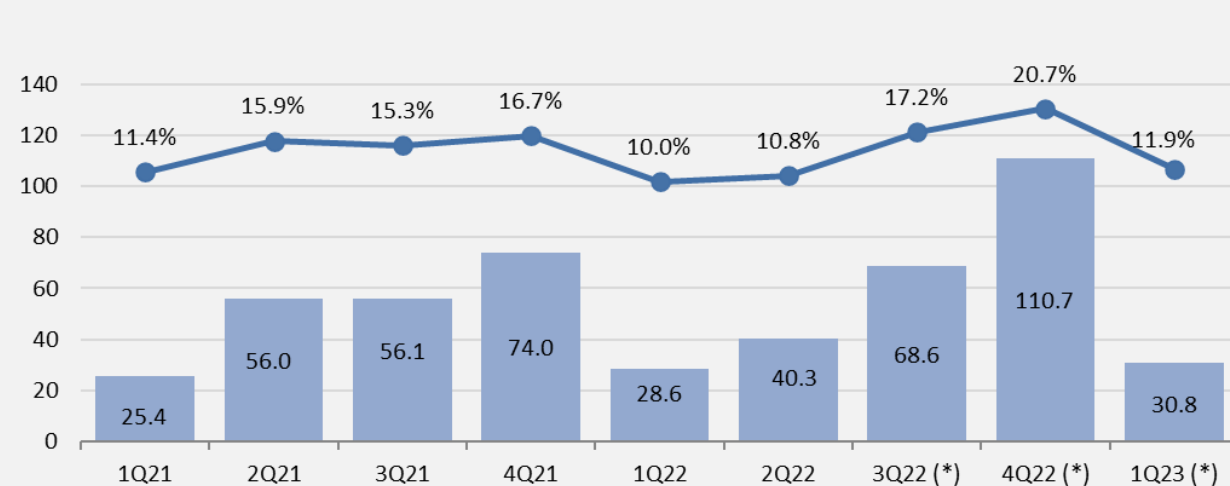
# Profitability



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



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

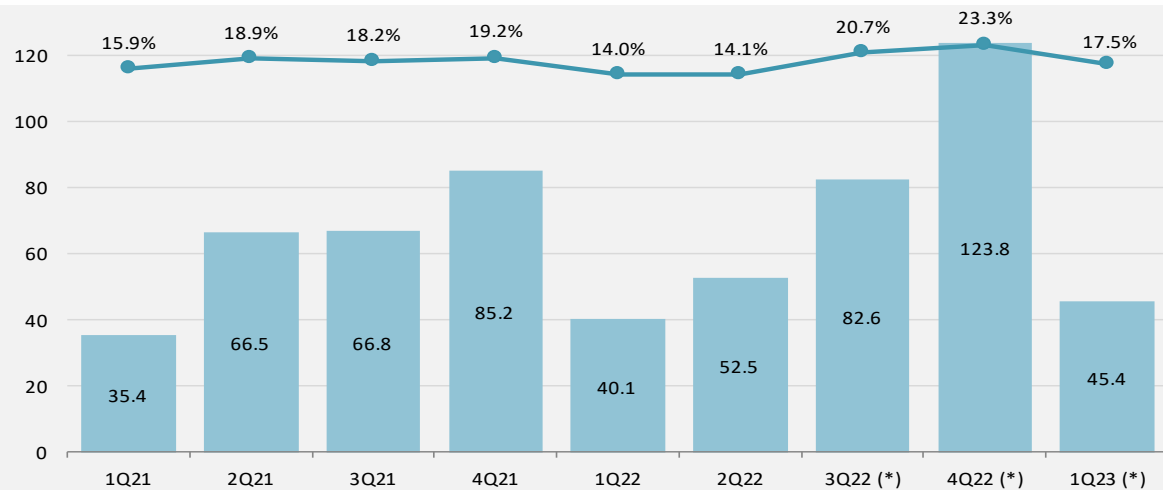


(\*) According to the information in the Earnings Release, operating income is adjusted as follows: (i) 2Q18/2018: increased by R\$1.6 million; (ii) 1Q20: increased by R\$1.0 million, and (iii) 4Q20: reduced by R\$1.7 million (iv) 2020: reduced by R\$0.7 million; (v) reduced by 9.4 million by the recognition of revenue from the "Vila Romi Residence" project; (vi) 4Q22: reduced by 13.4 million and 22.8; (vii) 1Q23: reduced by 6.2 million.

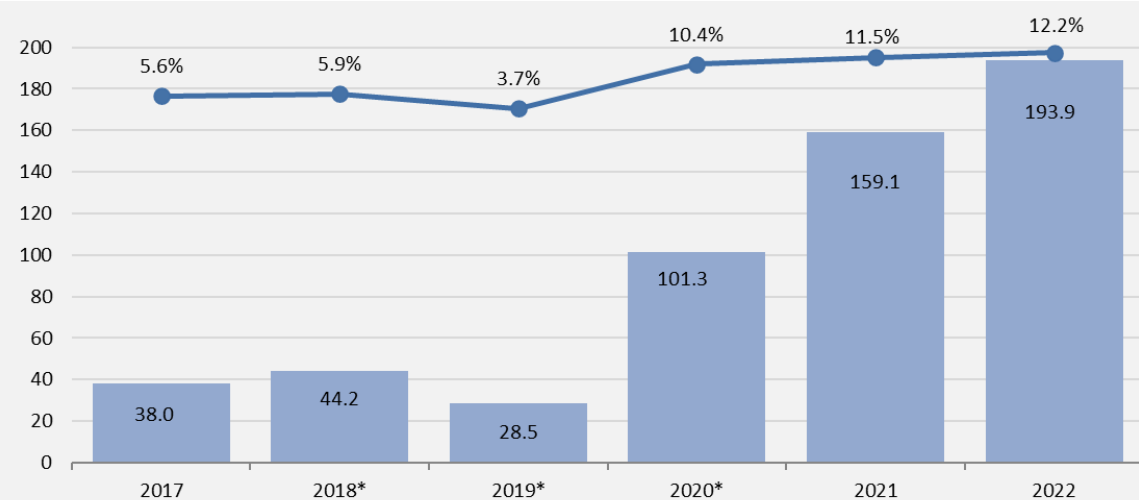
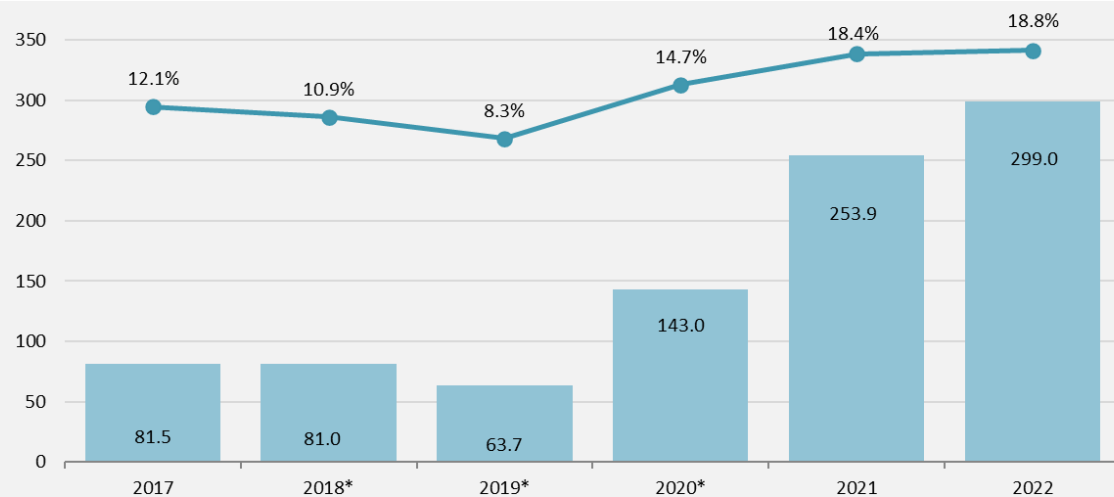
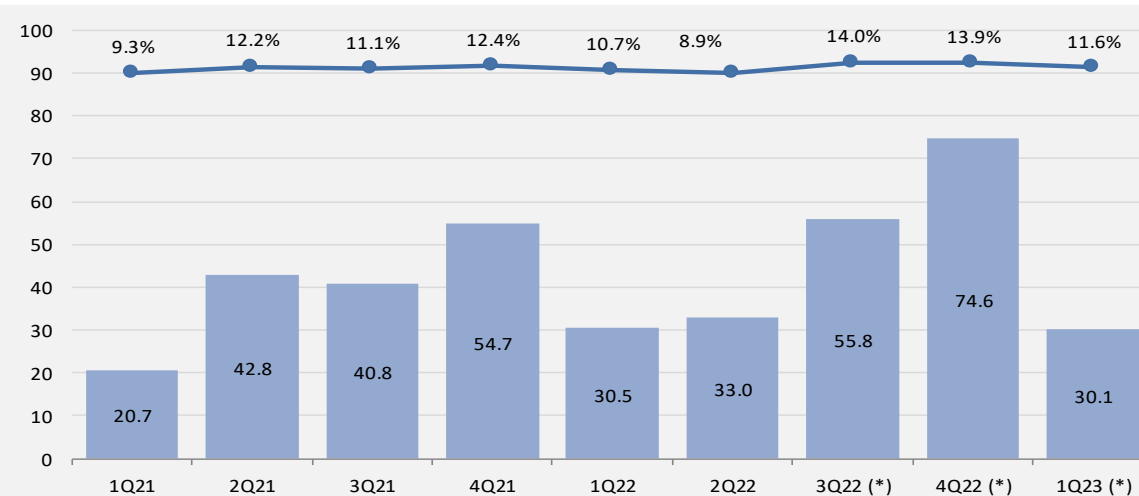
# Profitability



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



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



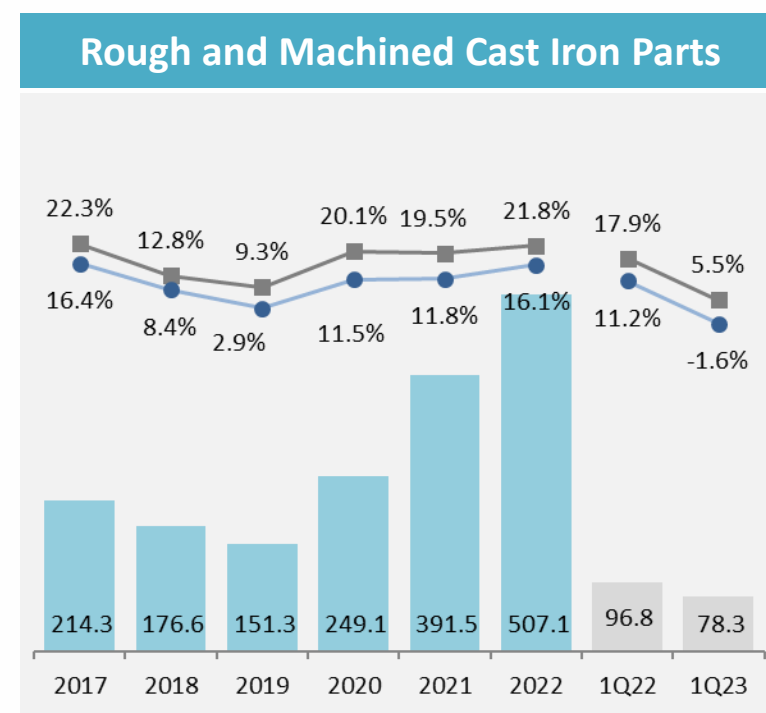
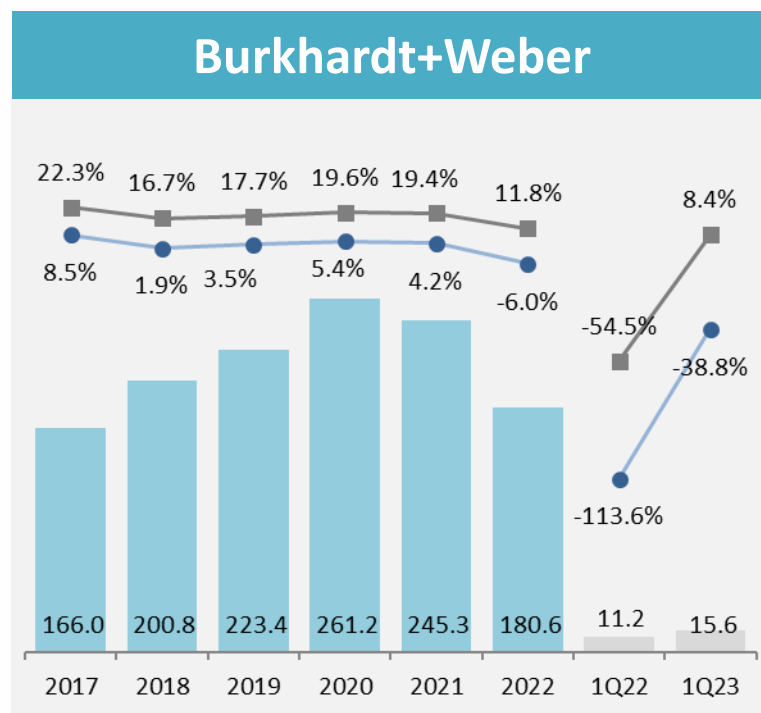
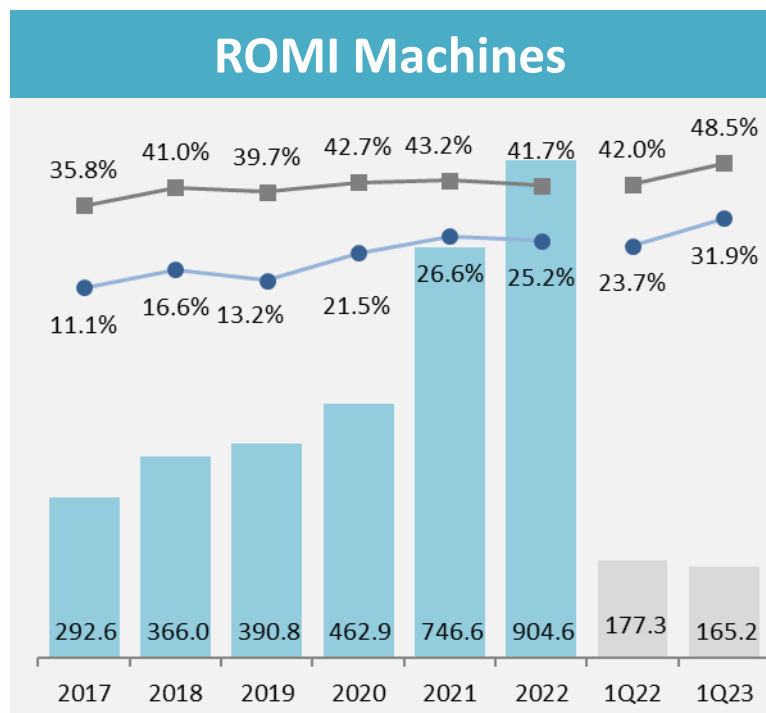
(\*) According to the information in the Earnings Release, EBITDA is adjusted by the following aspects: (i) 2Q18/2018: increased by R\$1.7 million; (ii) 1Q19/2019: reduced by R\$74.3 million; (iii) 3Q22: reduced by R\$9.4 million; (iv) 4Q22: reduced by R\$13.0 and 22.1; respectively; (v) 1Q23: EBITDA reduced by R\$6.2 million and Net Income reduced by R\$ 6.0 million; by the recognition of revenue from the “Vila Romi Residence” project.  
 (\*\*\*) (i) 2020: reduced by R\$73.4 million.



# Business Units' Results



Sales	Quarterly								
	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23
ROMI Machines (qty)	219	332	312	338	256	294	355	382	205
Burkhardt+Weber (qty)	-	5	6	7	-	3	2	8	-
Rough and Machined Cast Iron Part	5,808	7,329	7,819	6,089	5,561	6,519	7,294	6,844	4,232



Revenue Gross Margin EBITDA



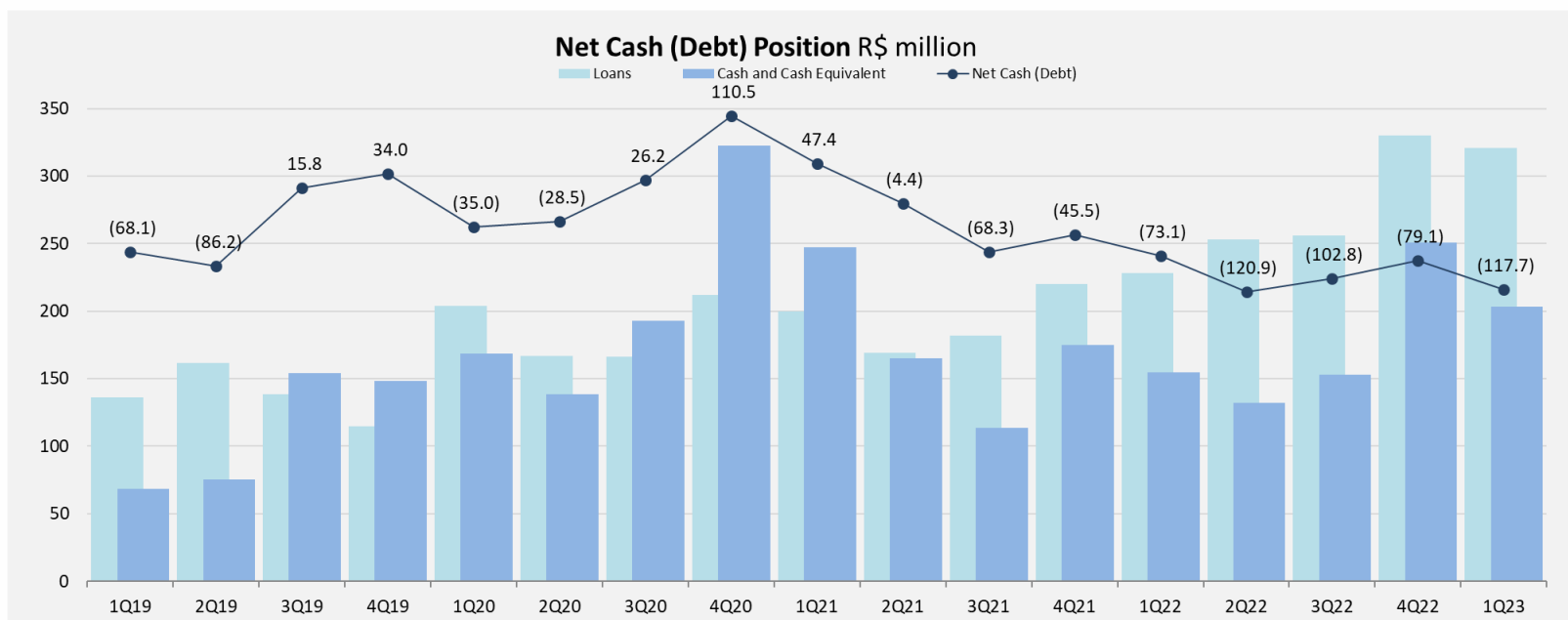
## Cash and Cash Equivalent (R\$ MM) - 03/31/2023

	Amount
Bank Deposit Certificate ("CDB")	124.3
Financial investments covered by debentures	22.4
Banks / Time Deposit	56.6
<b>Total</b>	<b>203.3</b>
<b>Net Cash =</b>	<b>(117.7)</b>

## Loans (R\$ MM) - 03/31/2023

	Amount
2023 (9 meses)	71.3
2024	154.9
2025	49.8
2026	29.4
2027 and after	15.5
<b>Total</b>	<b>321.0</b>

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



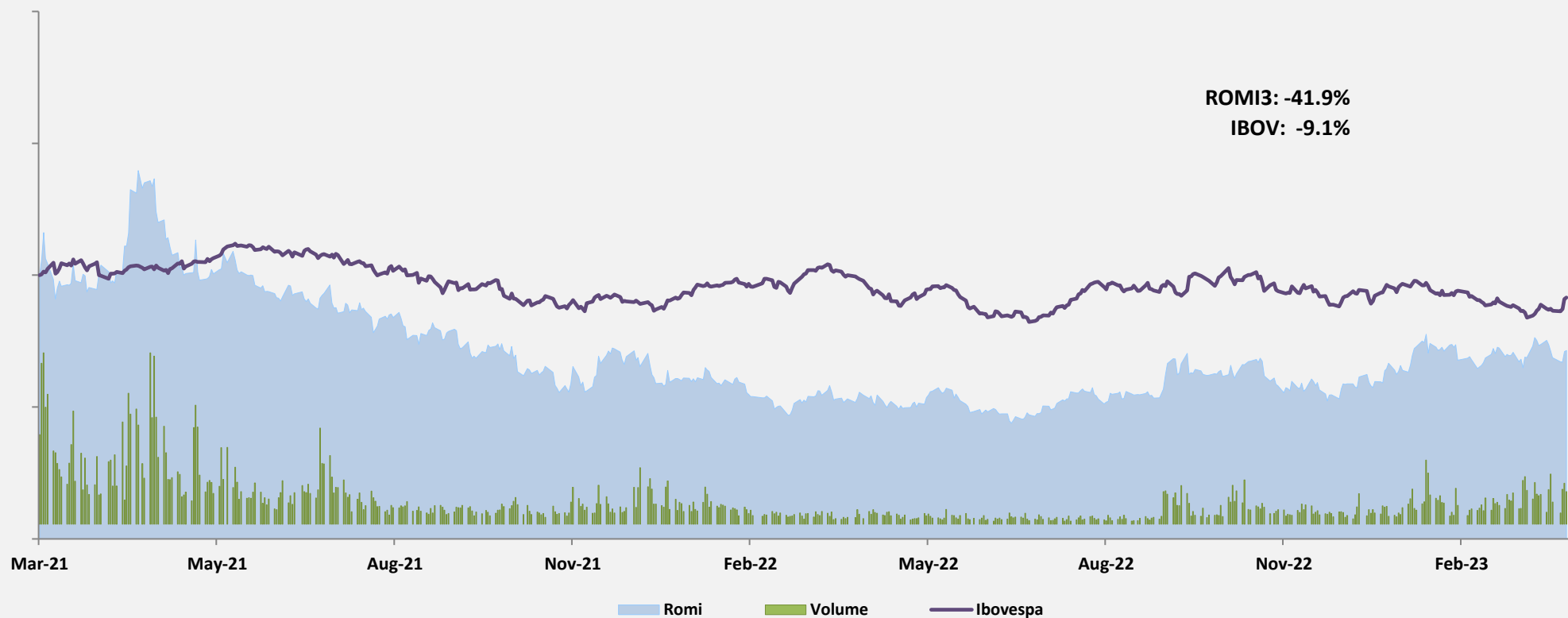


## Share performance ROMI3 vs. Ibovespa

From: 03/30/2021 to 04/17/2023

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 March 2023 and October 2022.



**ROMI3**  
B3 LISTED NM

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



WWW.ROMI.COM

**Luiz Cassiano R. Rosolen / Fábio B. Tair**

CEO

CFO

[Irosolen@romi.com](mailto:Irosolen@romi.com) | +55 (19) 3455 9004

[ftair@romi.com](mailto:ftair@romi.com) | +55 (19) 3455 9418

**ROMI3**  
B3 LISTED NM

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