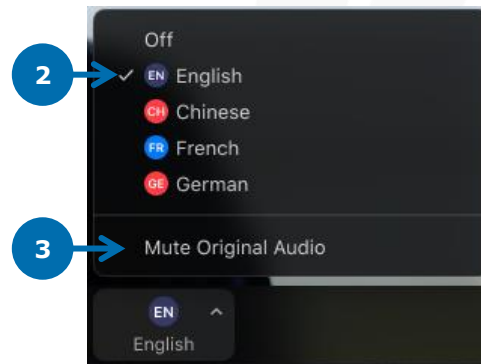
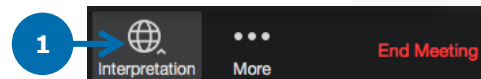


# Simultaneous translation

- 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.



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**ROMI**

# **3Q24 Earnings Release**

*October 23rd, 2024*

**ROMI3**

B3 LISTED NM

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.*

# 3Q24 Highlights

Adjusted EBITDA 3Q24

**R\$ 23.6 millions**

EBITDA margin 8.9%



Order Entry

**R\$ 332.8 millions**

+ 15.3% compared to 3Q23



**ROMI Machines**



Order Entry

**+ 34.5%**

compared to 3Q23

Net Operating Revenue

**R\$202.3 millions**

+4.3% compared to 3Q23

Rough and Machined Cast  
Iron Parts – 9M24

Order Entry

**R\$154.9 millions**

+ 27.7% compared to 9M23



**BW Machines**

**BW**

Order Backlog

**R\$379.2 millions**

+ 46% compared to 3Q23.

**Consolidated**



Order Backlog

**R\$758.6 millions**

+ 14.4% compared to 2Q24

+ 36.1% compared to 3Q23

## OTHER HIGHLIGHTS

### GOVERNANCE

**R\$ 22.4 millions**

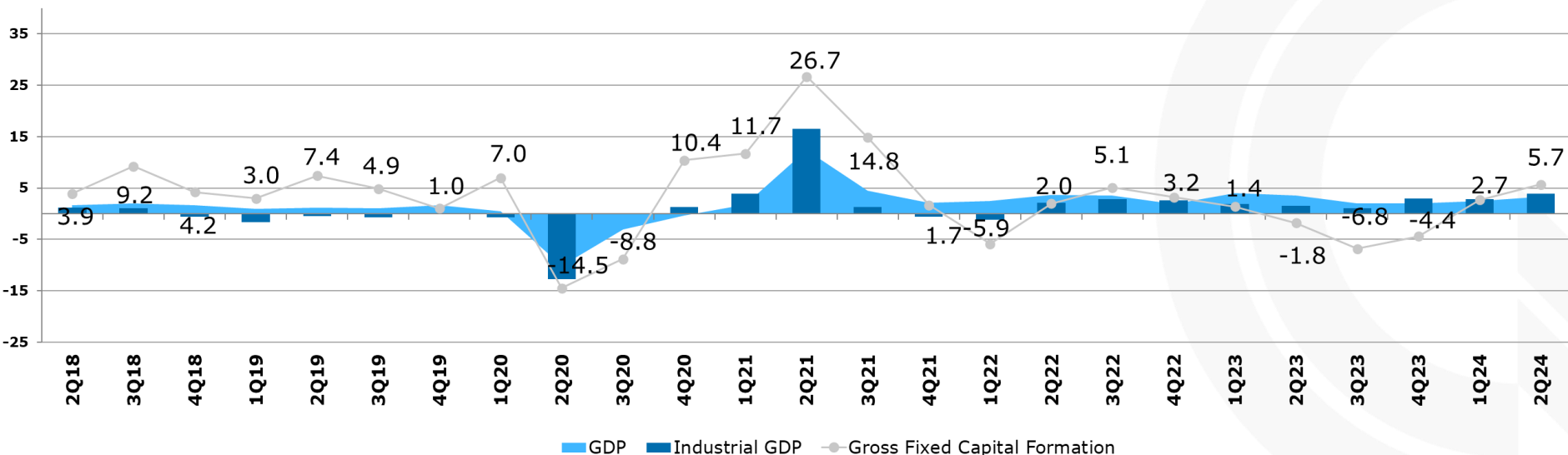
*payment of interest on capital*

### MARKET

ROMI attended the **Fenasucro** and **Interplast** fair in Brazil and the **AMB** fair in the Germany and **IMTS** in the United States during the third quarter of 2024, showcasing new technologies to the market.

# Conjunctural Indicators

GDP (Gross Domestic Product) and FBKF (Gross Fixed Capital Formation)





## ROMI Machines



	9M24	2023
Machines and Equipments	28%	21%
Job shops	24%	32%
Automotive	11%	15%
Packaging	8%	4%
Agricultural	7%	4%
Tooling	6%	6%
Aeronautics	2%	2%
Technical schools	2%	2%
Construction & Mining	2%	2%
Others	10%	12%

## BW Machines



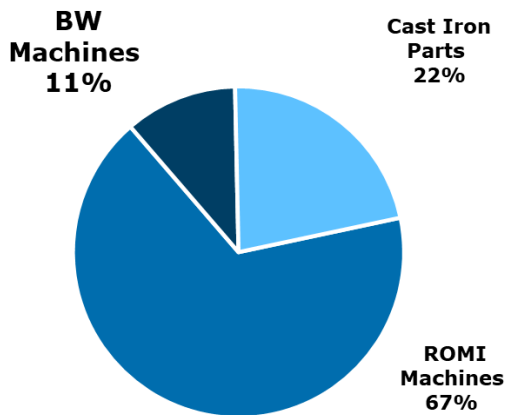
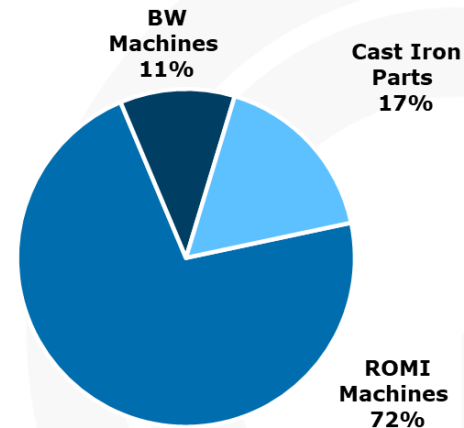
	9M24	2023
Engines and Systems	59%	34%
Energy	41%	7%
Machines and Equipments	0%	23%
Construction & Mining	0%	36%

## Rough and Machined Cast Iron Parts

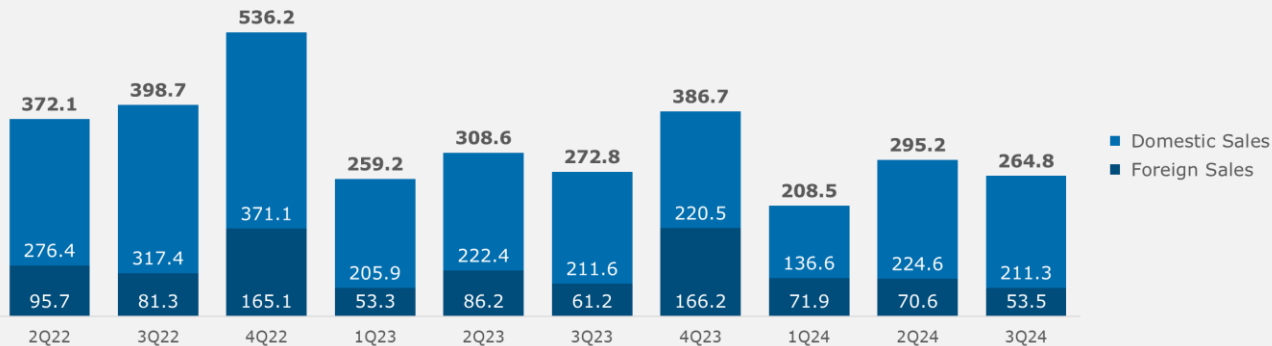


	9M24	2023
Construction	30%	22%
Automotive	37%	30%
Agricultural Machinery	26%	38%
Wind Power	2%	8%
Others	5%	2%

# Net Sales per Business Unit

**9M23**

**9M24**


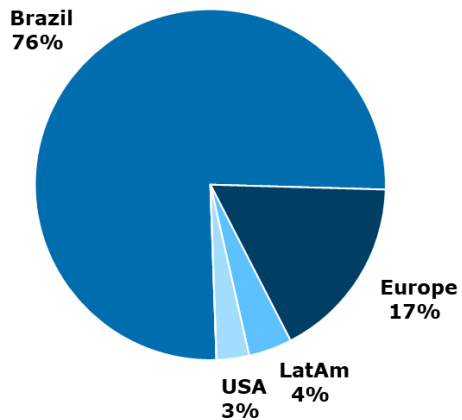
## Net Operating Sales (R\$ million)



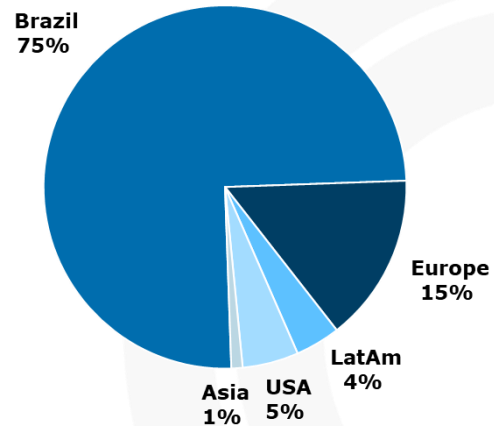


# Sales Distribution

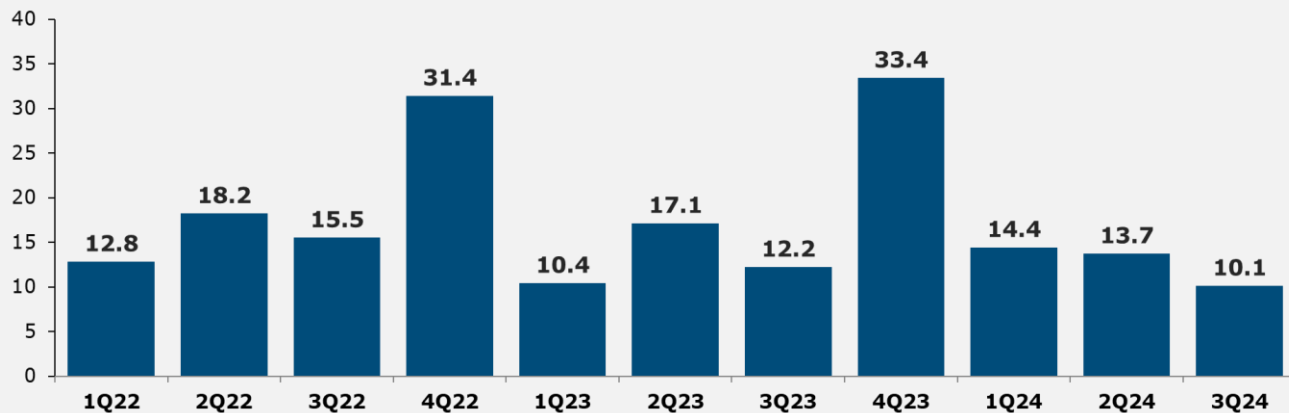
**9M23**



**9M24**



## Foreign Sales (US\$ million)



# Order Entry and Backlog

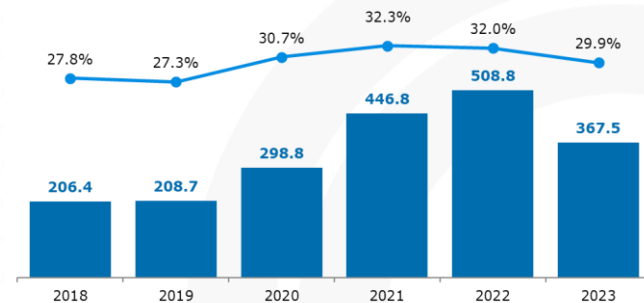
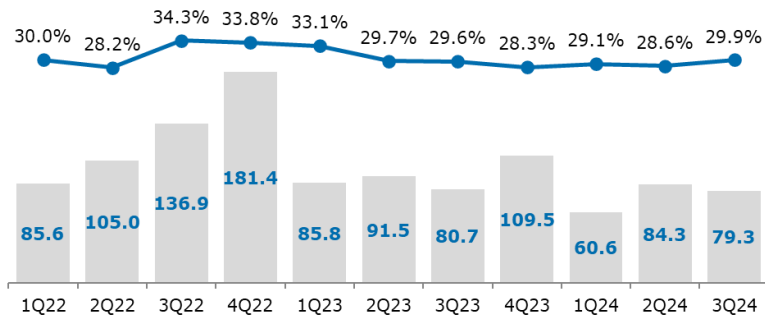
<b>Order Entry (R\$ 000)</b> Gross Values, sales taxes included	3Q23	2Q24	3Q24	Chg. 3Q24/2Q24	Chg. 3Q24/3Q23	9M23	9M24	Chg. 24/23
<b>ROMI Machines</b>	182,804	252,330	245,918	-2.5%	34.5%	595,202	676,598	13.7%
<b>Burkhardt+Weber Machines</b>	66,566	10,385	41,305	297.7%	-37.9%	114,201	121,057	6.0%
<b>Rough and Machined Cast Iron Parts</b>	39,244	58,237	45,601	-21.7%	16.2%	121,299	154,892	27.7%
<b>Total *</b>	<b>288,614</b>	<b>320,952</b>	<b>332,824</b>	<b>3.7%</b>	<b>15.3%</b>	<b>830,701</b>	<b>952,547</b>	<b>14.7%</b>

<b>Order Backlog (R\$ 000)</b> Gross Values, sales taxes included	3Q23	2Q24	3Q24	Chg. 3Q24/2Q24	Chg. 3Q24/3Q23
<b>ROMI Machines</b>	241,210	271,235	312,149	15.1%	29.4%
<b>Burkhardt+Weber Machines</b>	259,707	330,482	379,201	14.7%	46.0%
<b>Rough and Machined Cast Iron Parts</b>	56,369	61,170	67,201	9.9%	19.2%
<b>Total *</b>	<b>557,286</b>	<b>662,887</b>	<b>758,551</b>	<b>14.4%</b>	<b>36.1%</b>

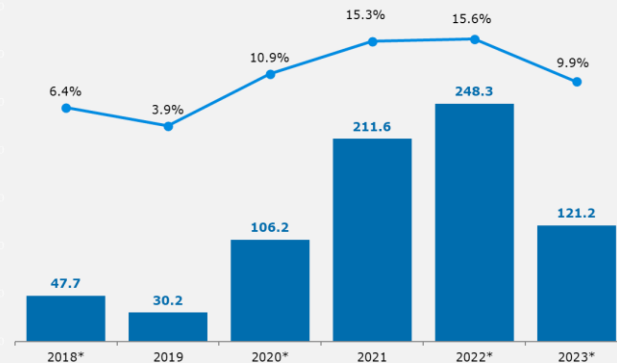
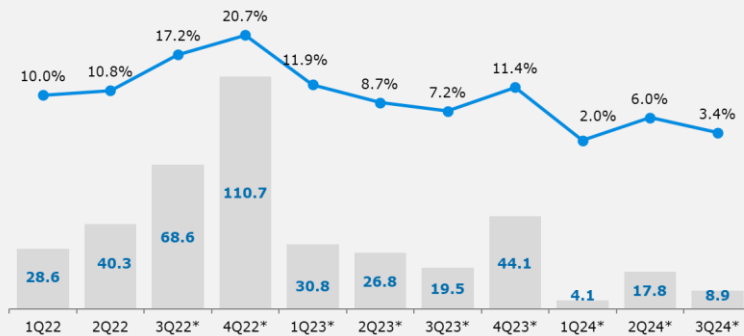
(\*) The informed amounts related to incoming orders and order backlog do not include parts and services

# Profitability

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



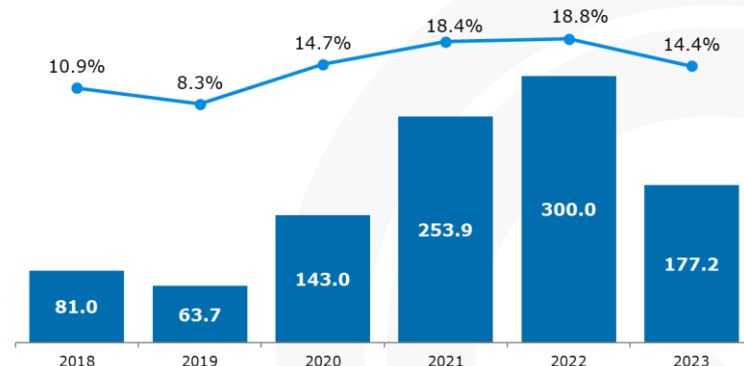
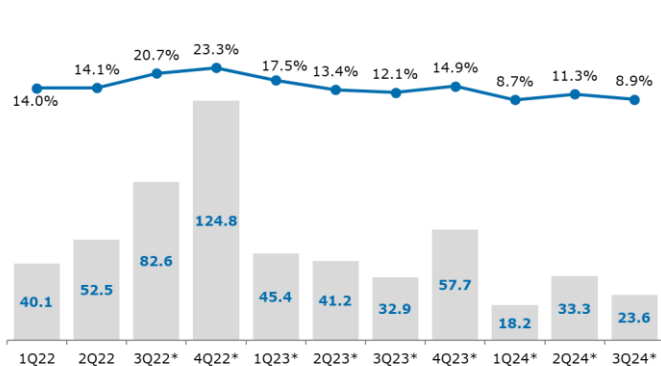
## Operating Profit (R\$ million) and Operating Margin\*



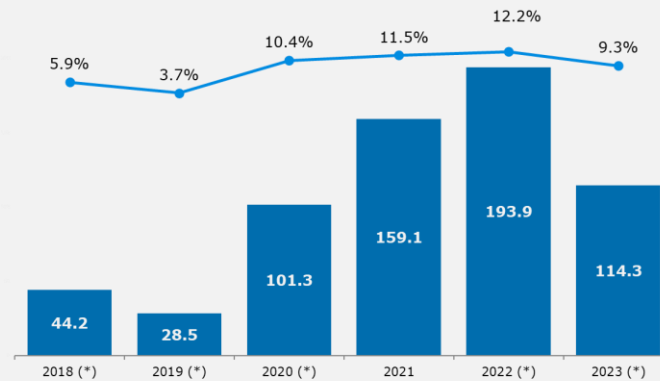
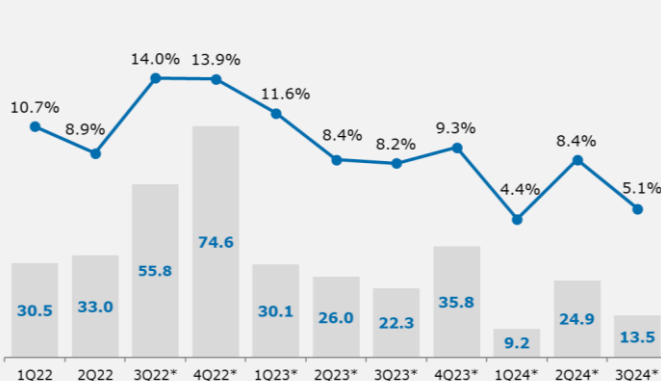
**Note:** According to the information in the Earnings Release for the respective years/periods, Operating Profit is adjusted as follows: (i) 2018: increased by R\$1.6 million; (ii) 2020: reduced by R\$0.7 million; (iii) 3Q22, 4Q22 and 2022: reduced, respectively, by R\$9.4 million, R\$13.4 million and R\$22.9 million; (iv) 1Q23, 2Q23, 3Q23, 4Q23, 1Q24, 2Q24 and 3Q24: EBIT and EBITDA are adjusted in the amounts of R\$6,278, R\$6,806, R\$22,874, R\$16,008, R\$9,106, R\$6,346 and R\$ 10.607, respectively; and net income in the amounts of R\$6,078, R\$6,589, R\$22,143, R\$15,496, R\$8,821 and R\$6,149 and R\$10.229, respectively, referring to the recognition of the impacts of the Vila ROMI Residence project.

# Profitability

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



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



**Note:** According to the information in the Earnings Release for the respective years/periods, Operating Profit is adjusted as follows: (i) 2018: increased by R\$1.6 million; (ii) 2020: reduced by R\$0.7 million; (iii) 3Q22, 4Q22 and 2022: reduced, respectively, by R\$9.4 million, R\$13.4 million and R\$22.9 million; (iv) 1Q23, 2Q23, 3Q23, 4Q23, 1Q24, 2Q24 and 3Q24: EBIT and EBITDA are adjusted in the amounts of R\$6,278, R\$6,806, R\$22,874, R\$16,008, R\$9,106, R\$6,346 and R\$10.607, respectively; and net income in the amounts of R\$6,078, R\$6,589, R\$22,143, R\$15,496, R\$8,821, R\$6,149 and R\$10.229, respectively, referring to the recognition of the impacts of the Vila ROMI Residence project.

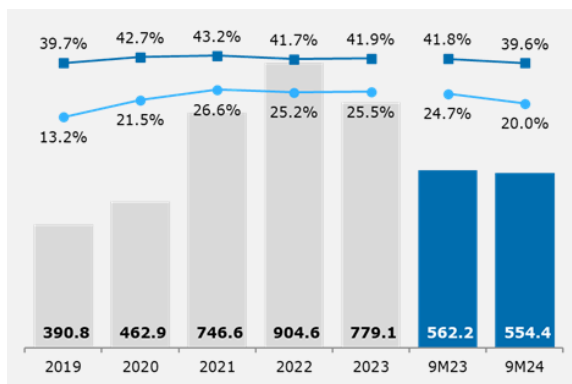
# Business Unit's Results



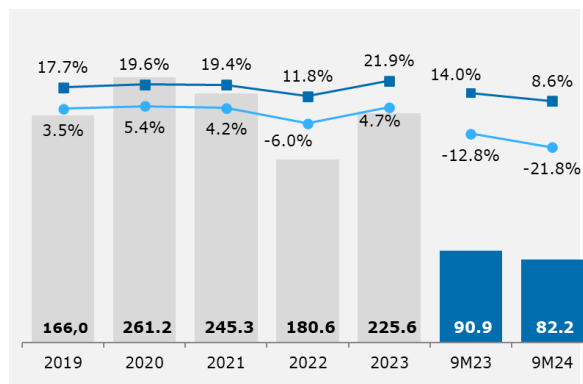
3<sup>rd</sup> quarter of 2024

Sales	Quarter								Accumulated				
	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24	9M23	9M24
ROMI Machines (qty)	256	294	355	382	203	291	281	305	168	298	266	775	732
Burkhardt+Weber (qty)	-	3	2	8	-	2	1	8	1	1	-	3	2
Rough and Machined Cast Iron Parts (ton)	5,561	6,519	7,294	6,844	4,232	3,542	2,725	1,786	2,148	2,473	2,304	10,499	6,925

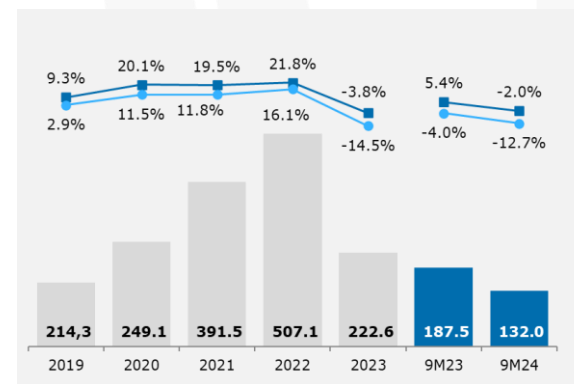
## ROMI Machines



## Burkhardt+Weber



## Rough and Machined Cast Iron Parts

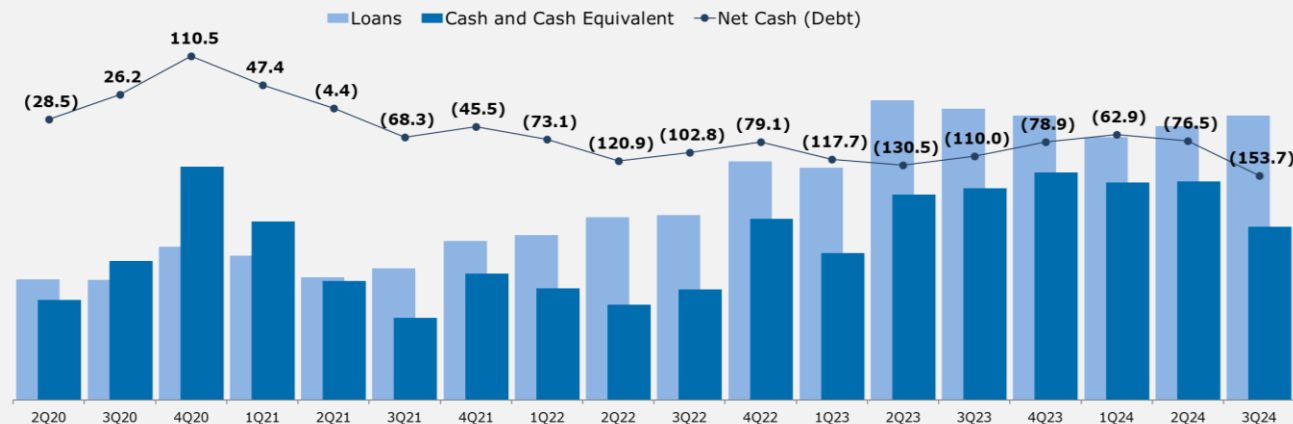


■ Revenue    ■ Gross Margin    ● Adjusted EBITDA Margin

Cash and Cash Equivalent (R\$ MM) - 09/30/2024	
	Amount
Bank Deposit Certificate ("CDB")	174.9
Banks / Time Deposit	64.7
<b>Total</b>	<b>239.6</b>
<b>Net Cash = 153.7</b>	

Loans (R\$ MM) - 09/30/2024	
	Amount
2024 (3 months)	105.9
2025	89.6
2026	105.9
2027 and after	91.9
<b>Total =</b>	<b>393.3</b>

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



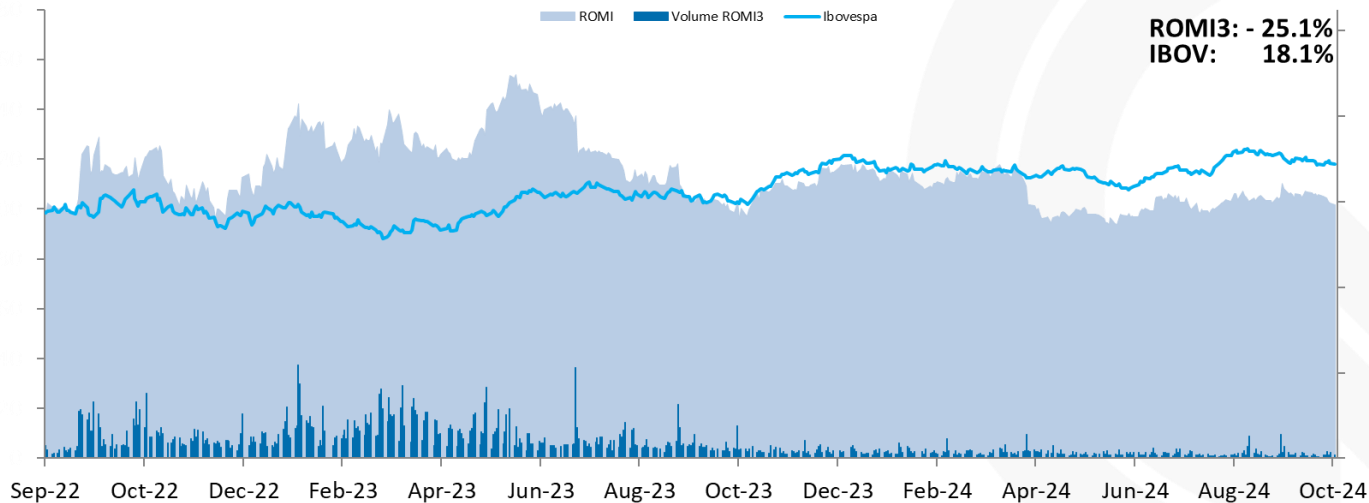
### Net Cash (Debt) Position R\$ million

## Share performance ROMI3 vs. Ibovespa

**From:** 06/30/2022 to 10/23/2024

**Source:** B3

**Note:** The performance of ROMI3 shares shown in the chart reflects the retroactive calculation of the impact of the bonuses that took place in October 2022, March 2023 and March 2024 to reflect the new quantity of shares in circulation after the events.



**ROMI3**  
B3 LISTED NM

ITAG B3

SMLL B3

IGC-NM B3

IGC B3




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**ROMI3**  
B3 LISTED NM

ITAG B3 SMLL B3 IGC-NM B3 IGC B3