

# Robit®

## Annual General Meeting 2017

Hotel Scandic Tampere City

28 March 2017



# Robit – Growth and Sales Company



ORGANIC

SALES

GROWTH

SALES

GROWTH

SALES

GROWTH

STRUCTURAL  
THROUGH  
ACQUISITIONS

# Excellent Results in 2016

NET SALES

**63,9** EURm

NET SALES  
INCREASE

**+18,3** EURm  
**+40,2** %

EBITDA

**10,3** EURm  
**16,2** %

EBITA

**6,8** EURm  
**10,6** %

EBITA  
DOUBLED

2016

**6,8** EURm

2015

**3,4** EURm



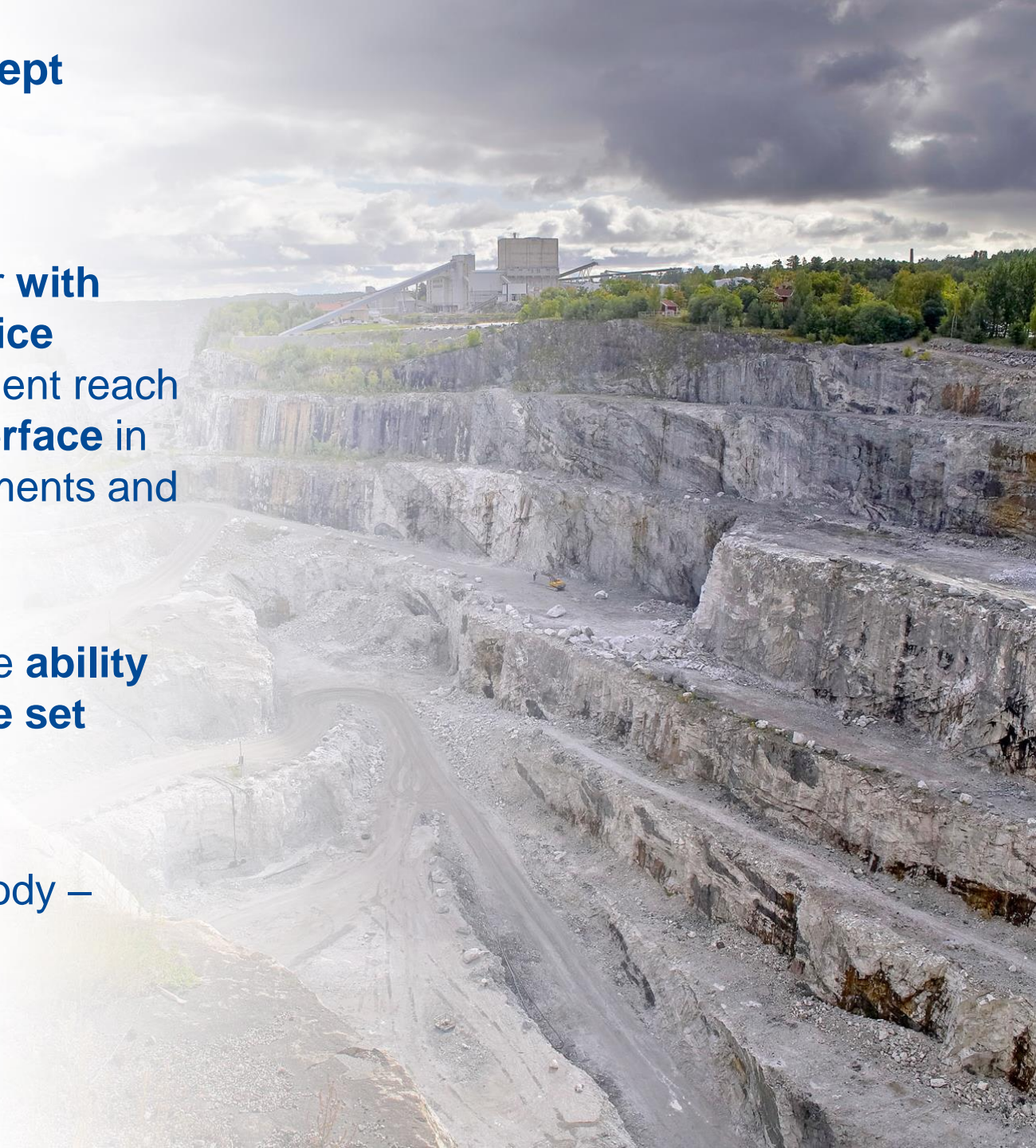
## Robit Business Concept

- Robit is above all a **growth company**. Robit has shown **growth of approximately 400%** during the last ten years in net sales (from EURm 13,0 to EURm 64,0). **In 2016: +40,2%**.
- Robit has tight focus on **drilling consumables** (all OPEX) having the **widest offering** in the industry.
- Robit acts globally with **20 sales and service points** (today) emphasizing **availability** via **local presence**.



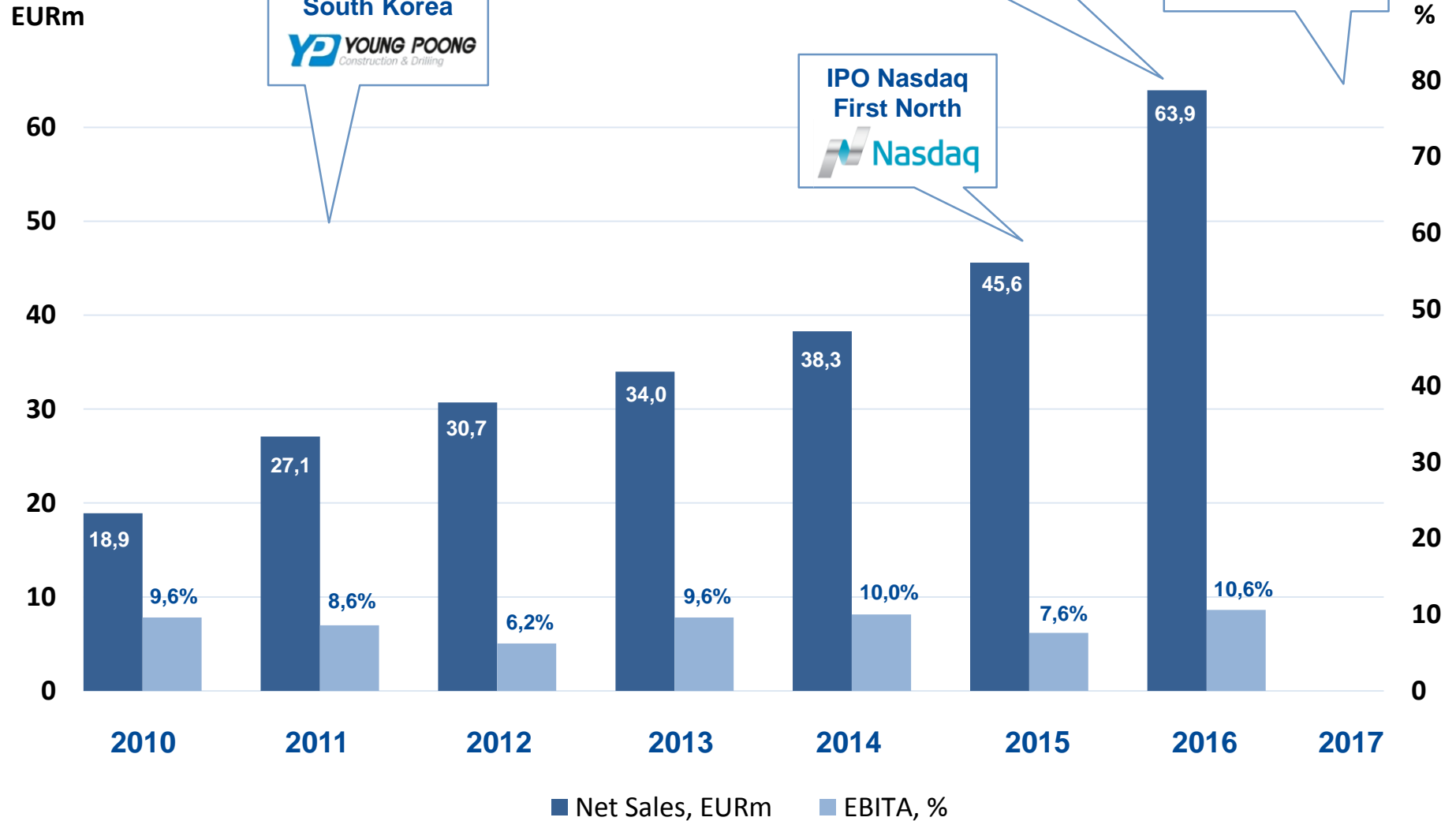
## Robit Business Concept

- **150 dealers together with own sales and service points** give an excellent reach to the **customer interface** in different market segments and applications.
- Robit emphasizes the **ability and will to reach the set targets.**
- **One goal for everybody – Growth.**



# Turnover & Profitability

EURm



# Market Segments

**Significantly wider offering &  
4 market segments enable further success**

## Mining



## Construction



## Tunneling



## Well Drilling



# Robit Stands on Three Piles

Empowered by the wide offering and total package concept each SBU has excellent growth opportunities. Market potential and the present market share don't limit the growth.

## Top Hammer SBU



## Down the Hole SBU



## Digital Services SBU

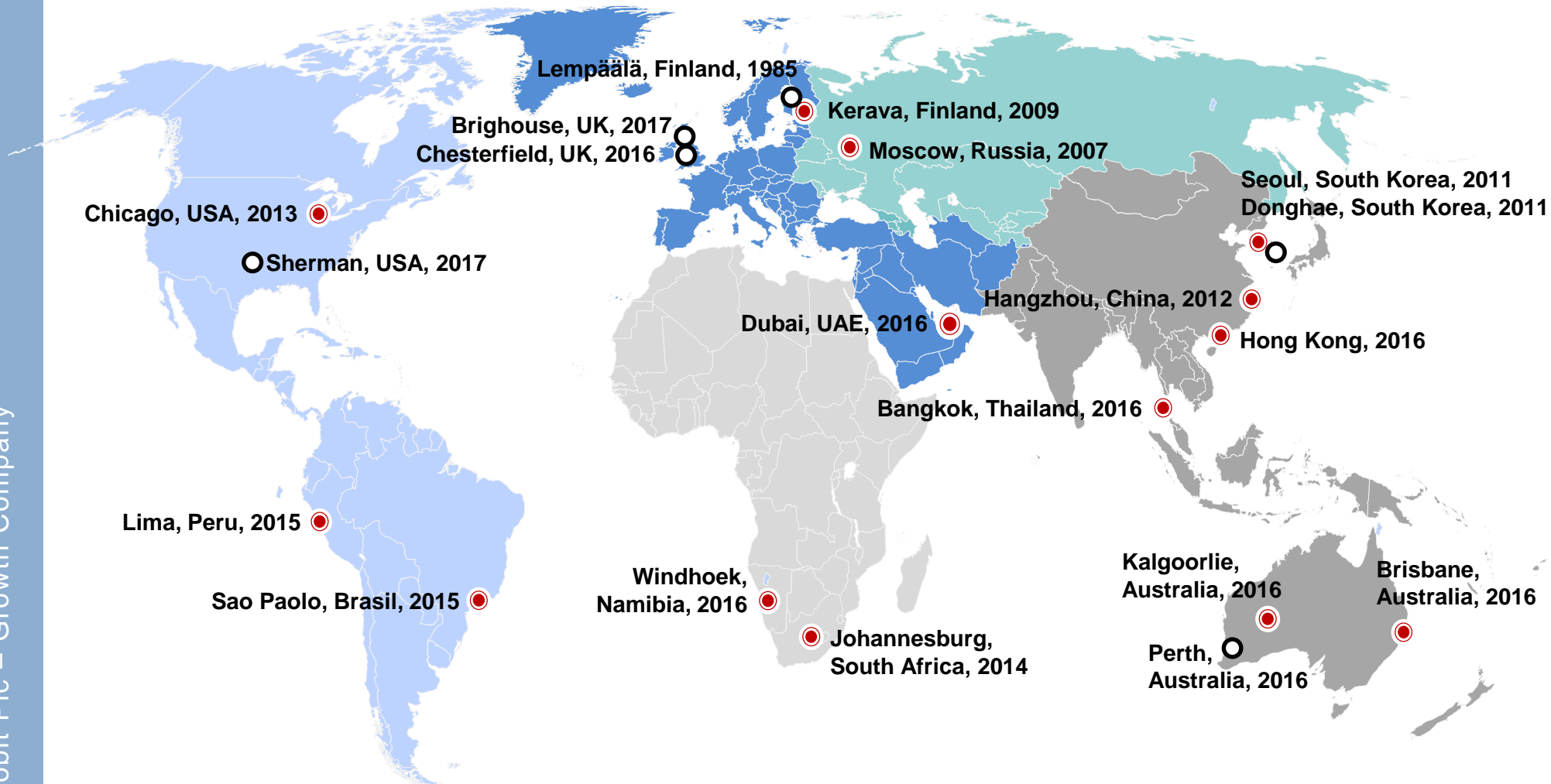




# Global Platform – 20 Own Sales & Service Points, 150 Dealers

Availability is the key competitive edge, which Robit wants to secure with the strong market presence.

- Robit presence
- Manufacturing



# 4 Manufacturing Plants – Capacity for Global Needs

## Top Hammer



## Down the Hole



## Halco Brand Forms Own Business



- The recently acquired Halco brand with related manufacturing resources form an independent new growth option and outset for parallel strong global branding

## Significant Strengthening in Personnel

- In line with Robit's key principles the company has renewed and strengthened its management in order to meet the future growth targets
- Robit has finalized the intensive recruitment program with which the senior management has been reinforced with people having strong international business background
- People make the success in Robit



# Robit in Brief 2016

H2/2016 NET SALES: **42,9** EURm

CONVENTIONAL ROBIT – GROWTH

H2/2016 vs. H2/2015: **+16,0** %

FY 2016 vs. 2015: **+6,4** %

TOTAL ORGANIC AND STRUCTURAL GROWTH

H2/2016 vs. H2/2015: **+81,2** %

**0.29 €**

**63.9 M€**



Net sales

**6.8 M€**



EBITA

**45,3 %**



Equity ratio

**10.0 %**



Return on capital employed (ROCE)

**10,2 M€**

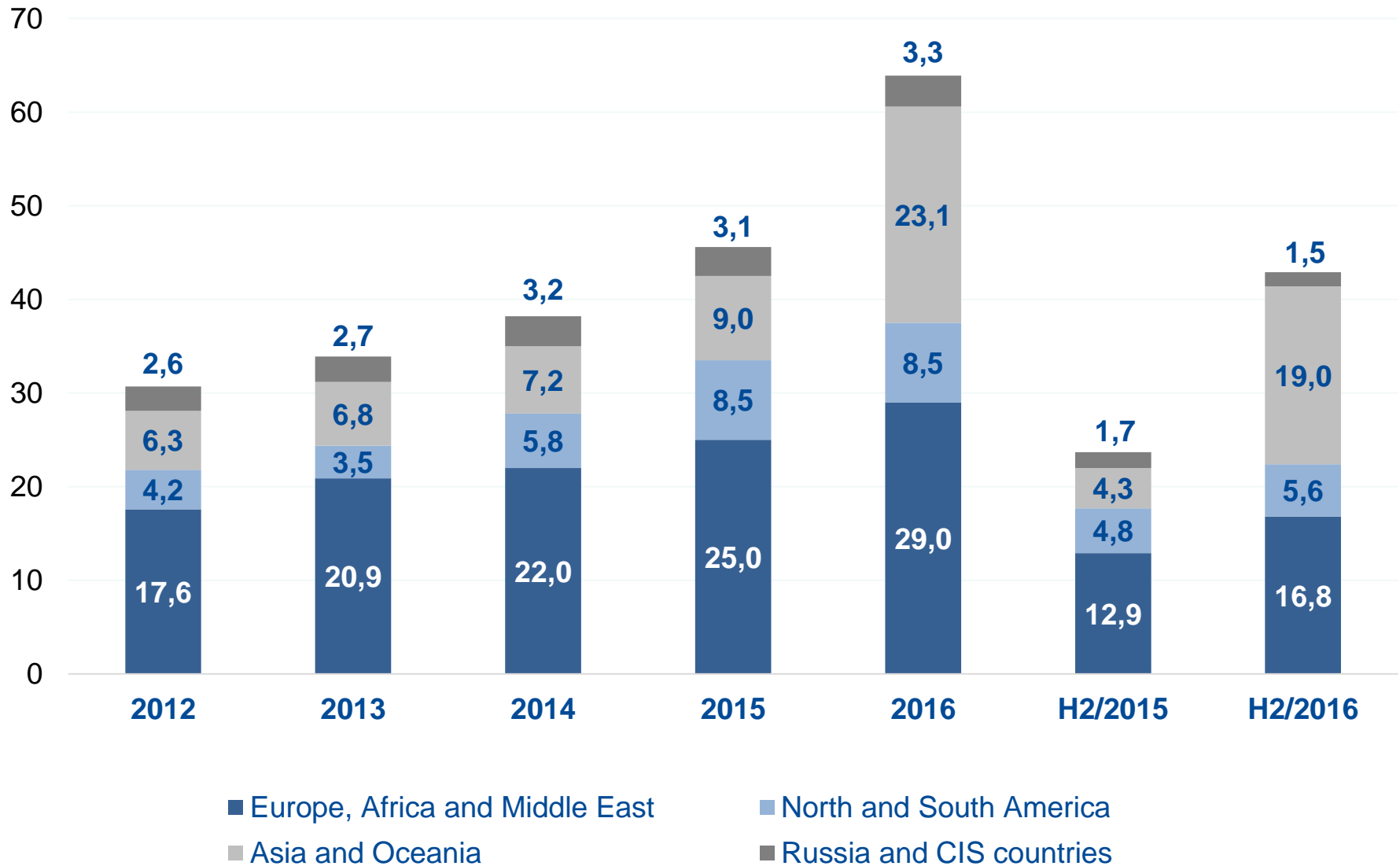


Cash flow before changes in working capital

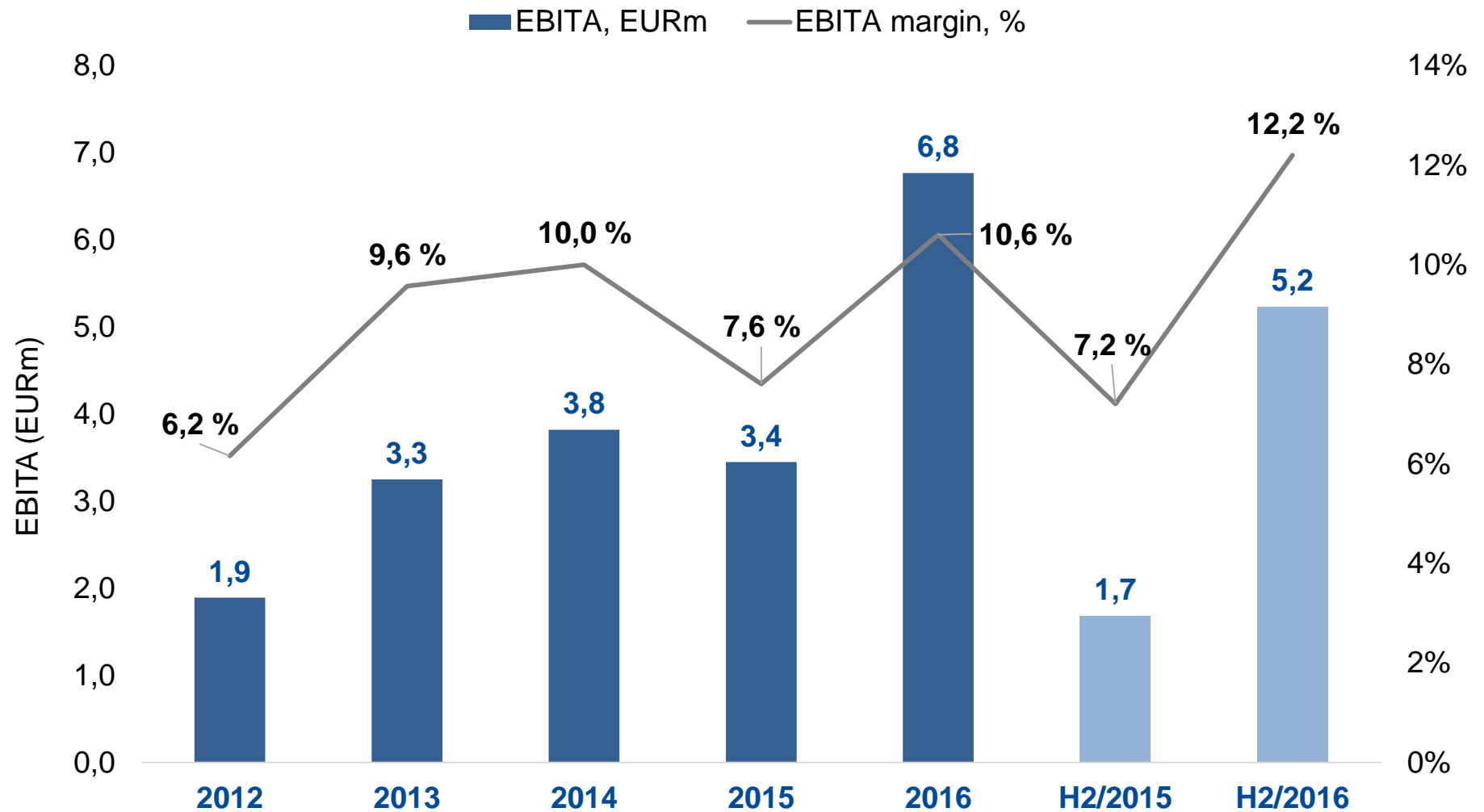


Earnings per share

## Net Sales by Region, EURm



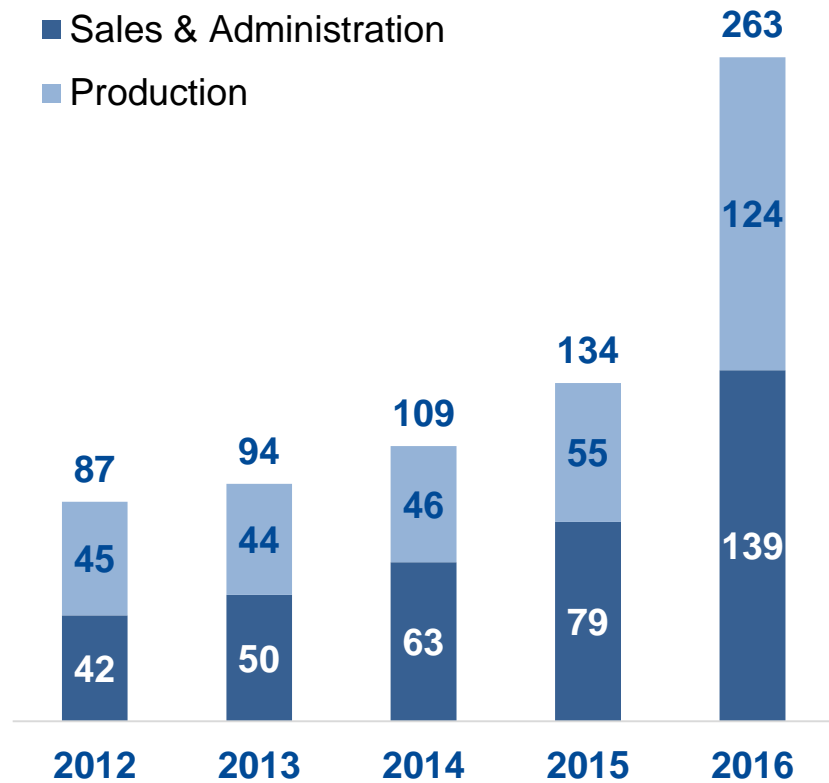
# Profitability Development – EBITA, EURm



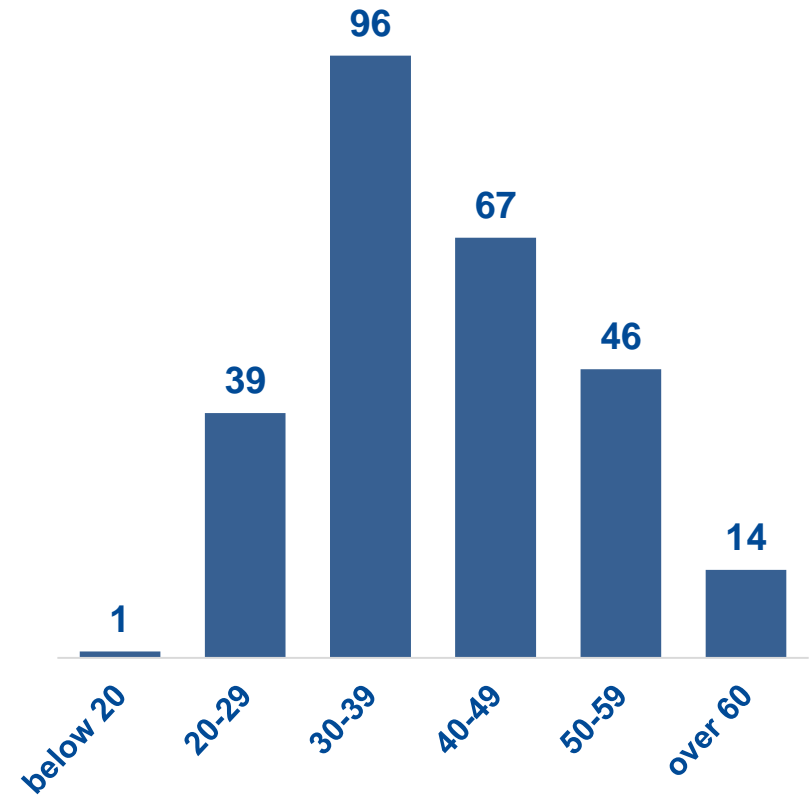
## We Have Increased Human Resources

- 75 % of personnel outside Finland

Number of employees at the end of period



Age distribution at the end of period





## Consolidated Income Statement (FAS)

- Net sales was improved considerably through acquisitions
- Fixed expenses in line with expectations
- EBITDA increased to 10,2 mEUR (16,2 %) – doubled from previous 5,1 mEUR (11,1 %)
- Amortization due to acquisitions 1,7 MEUR
- Financial income is net income due to hedging result of the acquisitions
- Minority interest is relating to the South African black employee empowerment program, where Robit Plc has sold minority of Robit SA shares to BEE Trust (Robit employees)

Consolidated Income Statement 000 EUR	1 Jan -31 Dec 2016	1 Jan -31 Dec 2016
<b>Net sales</b>	<b>63 932</b>	<b>45 588</b>
Changes in stocks of finished goods and work in progress	2 037	1 103
Production for own use	201	232
Other operating income	417	169
Materials and services	-32 651	-27 789
Personnel expenses	-11 107	-7 339
Depreciation and amortisation	-5 286	-1 676
Other operating expenses	-12 502	-6 899
<b>OPERATING PROFIT (LOSS)</b>	<b>5 042</b>	<b>3 389</b>
Financial income and expences total	769	-406
<b>PROFIT (LOSS) BEFORE APPROPRIATIONS AND TAXES</b>	<b>5 811</b>	<b>2 983</b>
Income taxes	-974	-728
Changes in deferred income taxes	-214	-12
<b>PROFIT (LOSS) FOR THE FINANCIAL YEAR</b>	<b>4 623</b>	<b>2 244</b>
Minority	-5	0
<b>Consolidated Net Income</b>	<b>4 618</b>	<b>2 244</b>

# Consolidated Balance Sheet (FAS)

The balance sheet changed considerably through acquisitions:

- Group goodwill was increased by 32 mEUR
- Tangible assets were increased by 12 mEUR
- Trade debtors – some key customers have long payment terms

Inventory increase was due to both acquisitions and expanding own network

The acquisitions were partly funded by senior loans, which were increased by 18 mEUR – impact also to the short term loans

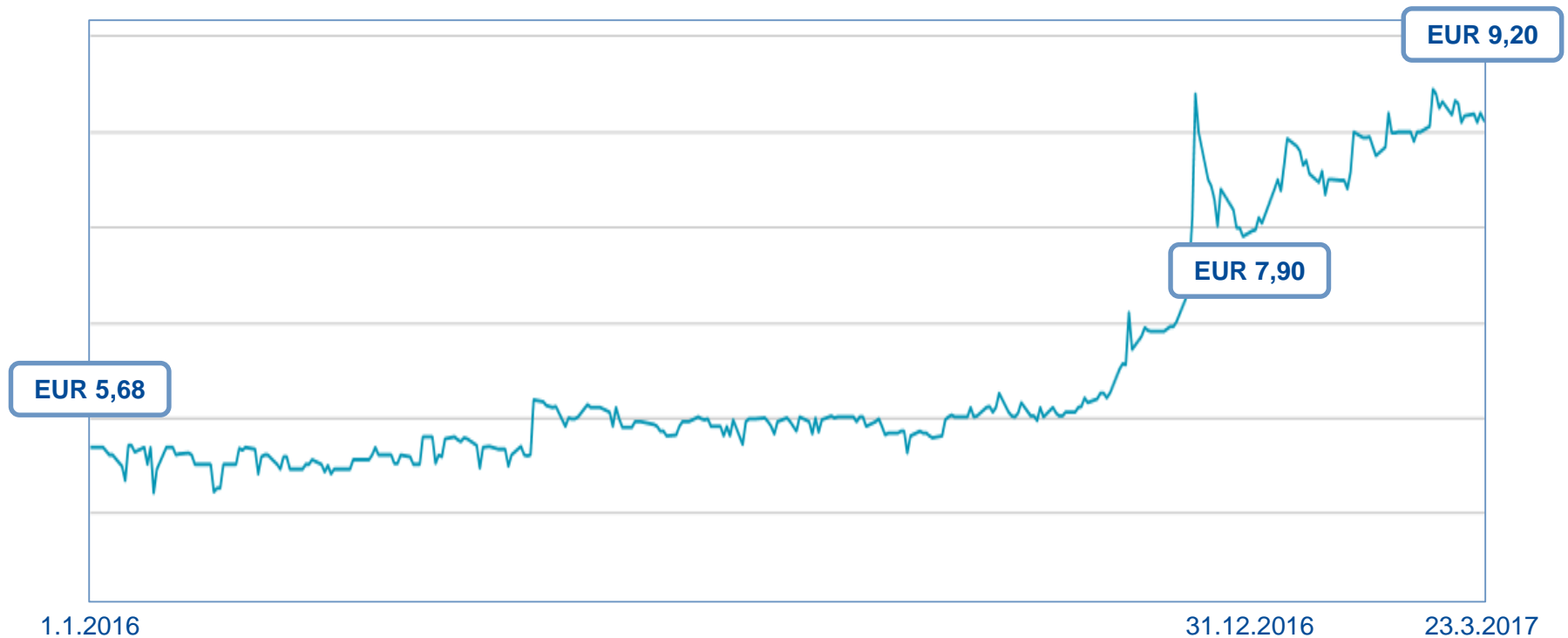
Other non-interest bearing liabilities have increased also due to acquisitions

Minority interest BEE Trust (Robit employees)

Consolidated Balance Sheet	31 Dec. 2016	31 Dec. 2015
ASSETS	000 €	000 €
<b>NON-CURRENT ASSETS</b>		
Intangible assets total	35 783	3 720
Tangible assets total	15 801	7 047
<b>Investments total</b>	<b>157</b>	<b>241</b>
<b>Non-current assets total</b>	<b>51 741</b>	<b>11 008</b>
<b>CURRENT ASSETS</b>		
Inventories total	29 161	11 679
Long term debtors total	1 009	717
Short-term	0	0
Trade debtors	18 185	9 219
Other debtors	3 604	1 517
<b>Short-term total</b>	<b>21 788</b>	<b>10 737</b>
<b>Securities</b>	<b>32</b>	<b>31</b>
<b>Cash in hand and at banks</b>	<b>10 519</b>	<b>33 353</b>
<b>Current assets total</b>	<b>62 510</b>	<b>56 517</b>
	0	0
<b>ASSETS TOTAL</b>	<b>114 250</b>	<b>67 525</b>
<b>Consolidated Balance Sheet</b>	<b>31 Dec. 2016</b>	<b>31 Dec. 2015</b>
<b>LIABILITIES</b>	<b>000 €</b>	<b>000 €</b>
<b>Capital and reserves total</b>	<b>51 551</b>	<b>47 924</b>
Minority shares	101	0
Obligatory provisions total	532	430
<b>Long-term creditors total</b>	<b>39 262</b>	<b>7 058</b>
<b>Short-term</b>		
Loans from credit institutions	8 219	4 257
Trade creditors	9 628	5 609
Accruals and deferred income	4 958	1 318
<b>Short-term total</b>	<b>22 804</b>	<b>12 113</b>
<b>Creditors total</b>	<b>62 066</b>	<b>19 171</b>
	0	0
<b>LIABILITIES TOTAL</b>	<b>114 250</b>	<b>67 525</b>

## Share Information

- ❖ On 23<sup>rd</sup> March 2017 the company had **1 504 shareholders**
- ❖ On 23<sup>rd</sup> March 2017 the **company** held 94 674 own shares; **0,6 % of the shares**
- ❖ **Market capitalization** on 23<sup>rd</sup> March 2017 was **EUR 147,9 million** (share price EUR 9,20)
- ❖ The **Best Investor Website 2016** in First North Category
- ❖ Third prize in the **Small and Mid-Cap Award 2016** in the **International Star** category organised by Federation of European Securities Exchanges (FESE) and European Issuers in partnership with the European Commission



# Major Shareholders 23 March 2017

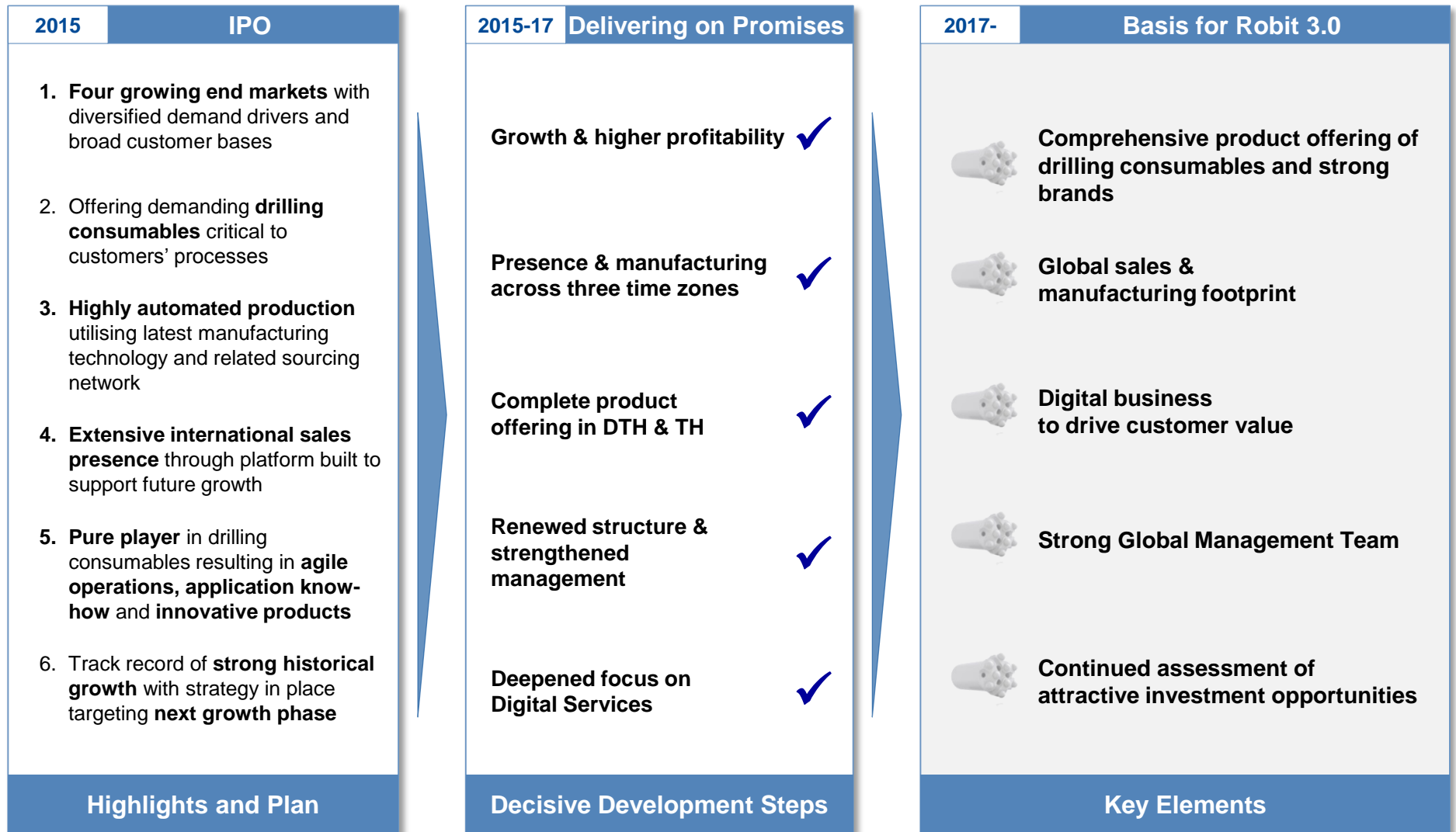
No.	Shareholder	Number of Shares	NOSH in Million	% of Shares	Mkt Value (EURm)
1	Five Alliance Oy	6 408 253	6,41	39,84	58,96
2	SEB (Nominee registered)	1 082 610	1,08	6,73	9,96
3	Fondita Nordic Micro Cap	1 000 000	1,00	6,22	9,20
4	Aktia Capital	772 753	0,77	4,80	7,11
5	Varma	757 000	0,76	4,71	6,96
6	Nordea (Nominee registered)	592 162	0,59	3,68	5,45
7	OP-Delta	571 110	0,57	3,55	5,25
8	OP-Focus	570 000	0,57	3,54	5,24
9	Danske Invest	371 132	0,37	2,31	3,41
10	OP-Suomi Pienyhtiöt	349 551	0,35	2,17	3,22
11	Aktia Nordic Small Cap	265 000	0,27	1,65	2,44
12	SEB Finland Small Cap	250 000	0,25	1,55	2,30
13	Mikko Mattila	241 269	0,24	1,50	2,22
14	ELO	220 000	0,22	1,37	2,02
15	OP-Eläkekassa	195 293	0,20	1,21	1,80
16	Jussi Rautiainen	180 788	0,18	1,12	1,66
17	Säästöpankki Pienyhtiöt	166 496	0,17	1,04	1,53
18	Fondita Equity Spice	141 000	0,14	0,88	1,30
19	David Delorme	128 250	0,13	0,80	1,18
20	EQ Pohjoismaat Pienyhtiö	126 717	0,13	0,79	1,17
Top-20		14 389 384	14,39	89,46	132,38
Rest of the shareholders		1 694 516	1,69	10,54	15,59

## Robit is Planning for the Next Step

1. **Investigation of transfer to Nasdaq Helsinki main list initiated** (announced 28 Feb 2017)
2. **Assessment of alternatives to finance growth initiated** (announced 28 Feb 2017)
3. **EGM invitation** (announced 28 Mar 2017)



# Delivering on Promises – Now Time for Robit 3.0



## EGM to be held on 20 April 2017

### Main topic: share issue authorisation

#### Share issue authorisation

- Share issue authorisation of 7.0 million shares
- Corresponds to ~43.5% of the current shares of the company

#### Uses of authorisation

- Financing of the growth of the company,
- As consideration in corporate acquisitions,
- As part of the company incentive system, or
- For other purposes decided by the Board of Directors

# Robit®-Bit Better

