

Robit Plc

Financial Statements Review 2015



Agenda

Our Business

Business Structure

Business Segment – Top Hammer

Business Segment – Down-the-Hole

Business Segment – Digital Services

Our Vision

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Our Business

- **Growth company** with strong organic growth and strategy of acquisitions
- **100 % consumable-focused** strategy with global presence
- **Platform** for excellent service and delivery readiness for customers thanks to subsidiary and dealer network, modern automatized production and logistics
- **Investments** in new offering and R&D project for digital services (IoT)
- **Strong financial position** with talented people enabling further growth

Business Structure

Thermal & Water Wells



Construction



Tunneling



Mining



Top Hammer Business



Down-the-Hole Business

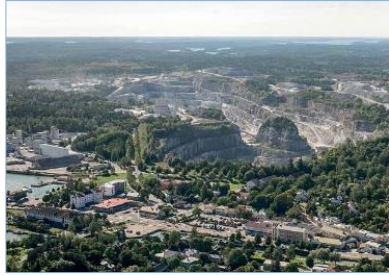


Digital Services Business



Business Segment – Top Hammer

Limestone mine,
Finland



Tunnel Cannstatt S21,
Germany



Wonju-Jecheon tunnel,
South Korea



VT12 lakeside tunnel,
Tampere, Finland



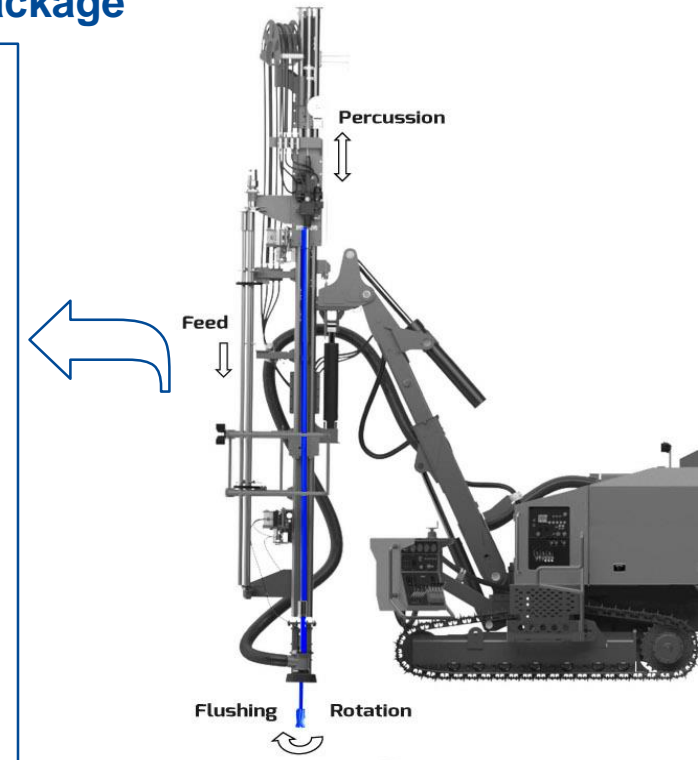
4.8 km long tunnel,
Hong Kong



Gold mine,
South Africa



Full package



Business Segment – Down-the-Hole (DTH)

Helsinki subway, Finland



Paldiski harbor, Estonia



Coal mine, United Kingdom



Mall of Tripla, Helsinki, Finland



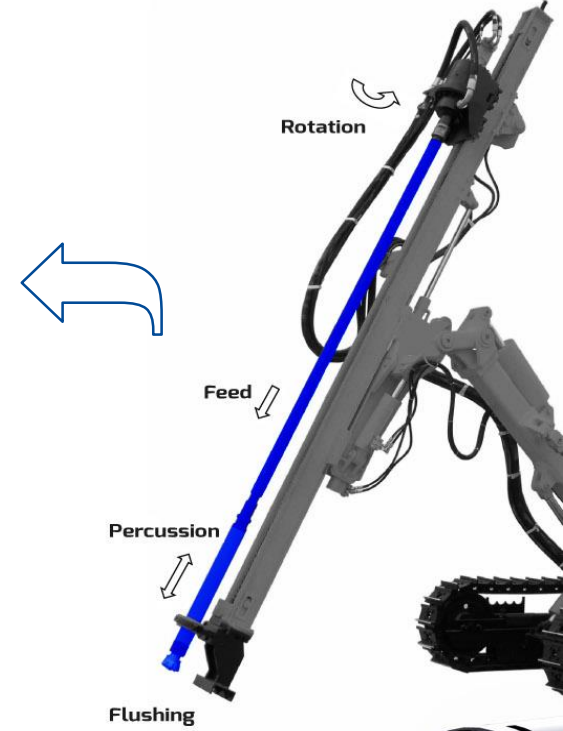
Newark harbor, USA



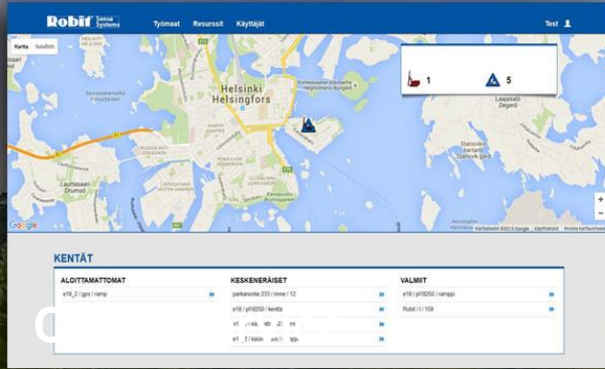
Munch museum, Norway



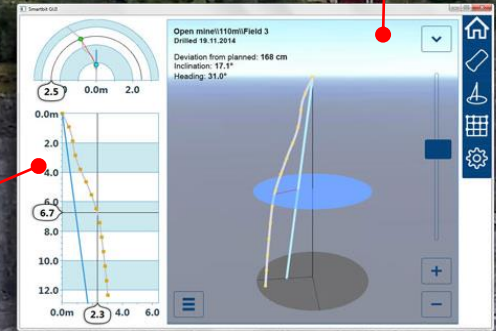
Full package



Business Segment – Digital Services



Cockpit tablet



Laser scanners



Our Vision

100 % Consumables & Market Share Doubled

Values

R Result
We create results through growth and customer satisfaction

O Openness
We share our vision and goals with partners

b Business
Our business is drilling consumables with personal service

i Individual
We encourage for individual growth and development

1 Trust
We respect and support each other

Applications



Robit structure

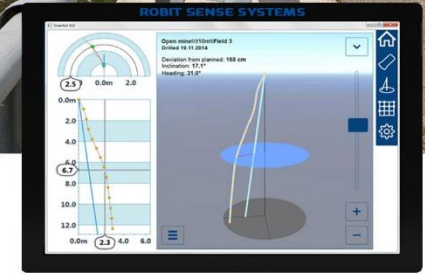
1 Top Hammer Business Unit



2 Down-the-Hole Business Unit



3 Digital Services Business Unit



Strategic targets

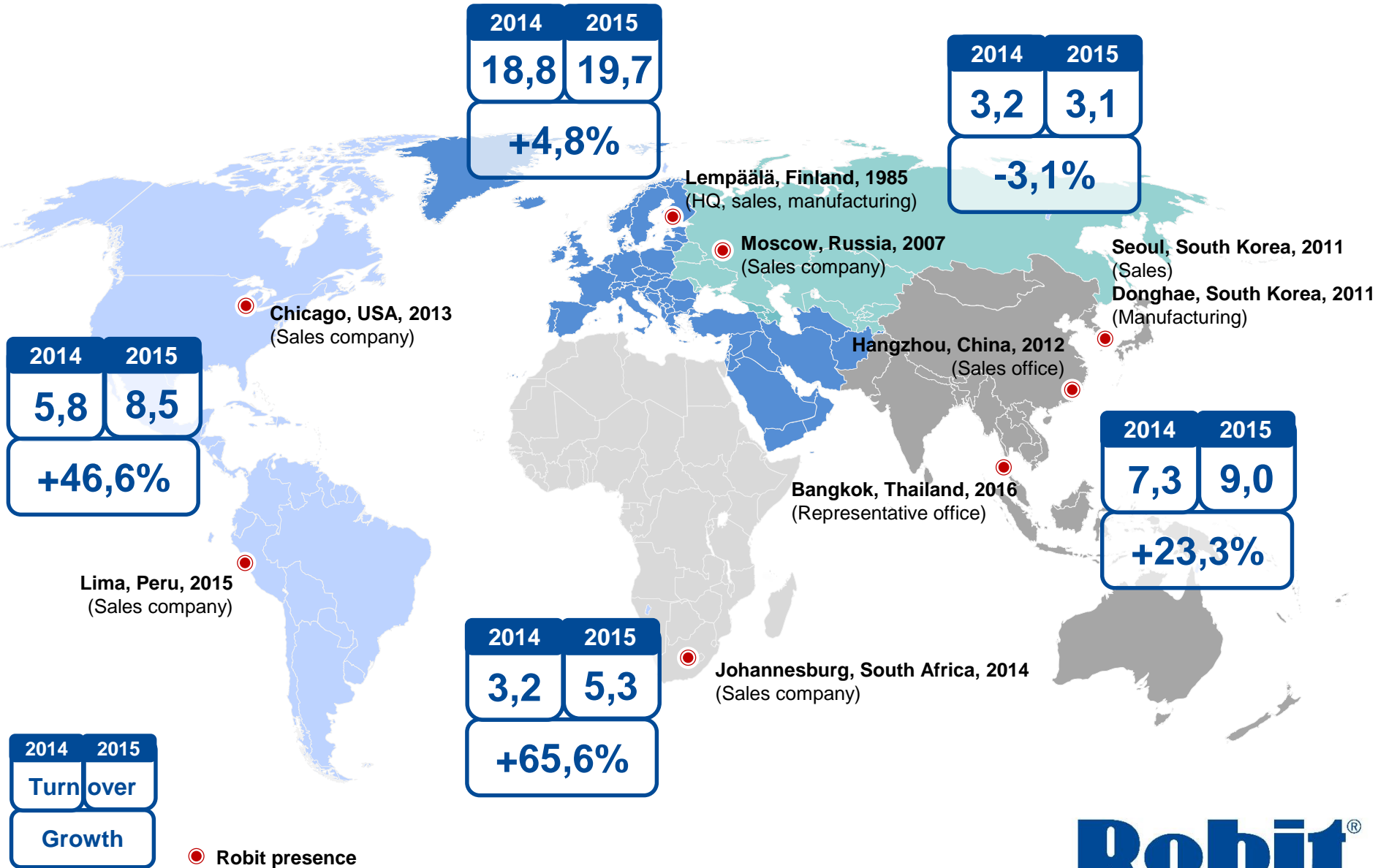
Organic growth

Structural growth

Cost competitiveness

Turnover/capita >500k€

Global Platform



Year in Brief

45,6 MEUR

Net sales increased by 7,3 MEUR (+ 19 %)

3,4 MEUR

EBITA

9,5%

Return on capital employed (ROCE)

0,17 EUR

Earnings per share

0,04 EUR

Proposed dividend per share



 Nasdaq

 Robit®

Highlights 2015

**Organic growth continued.
Net sales increased by 19 %.**

Further increase in market share.

**Company was listed on the Nasdaq Helsinki
First North Finland marketplace on 21 May 2015.**

**Investments for future growth and market
presence continued. 8 subsidiaries – latest
opened in Peru and sales in 115 countries.**

**Investments in resources for future growth.
25 new people recruited and 160 dealers
worldwide in sales.**

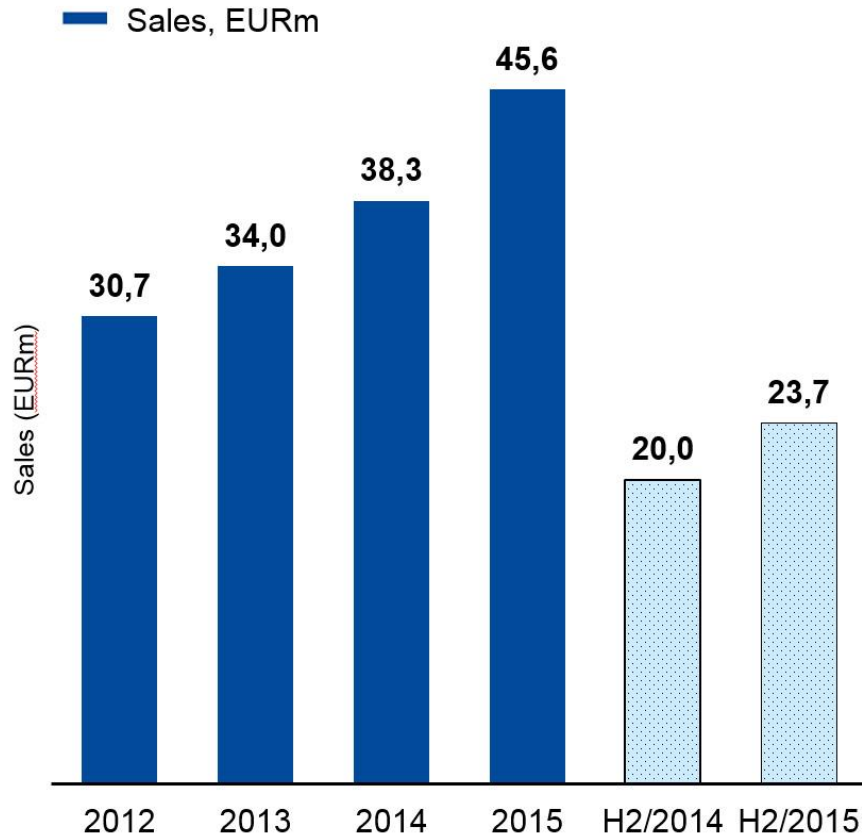
**Increased attention to offering.
Continuous investments in digital services
and IoT.**



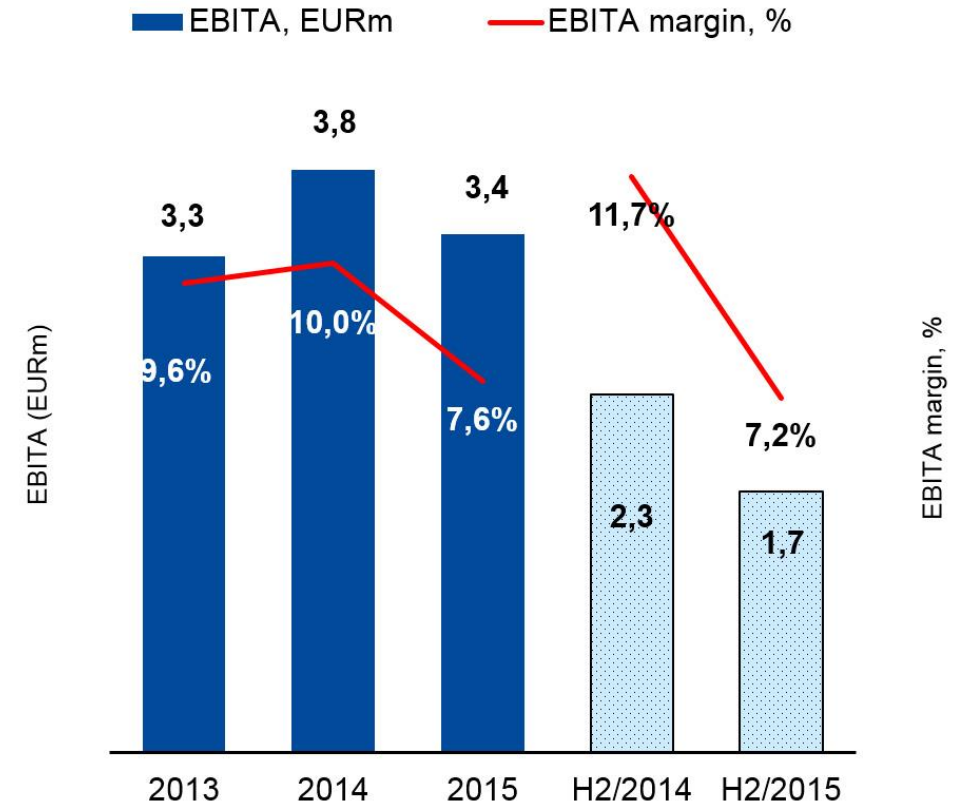
Robit®

Key Financials

Sales development



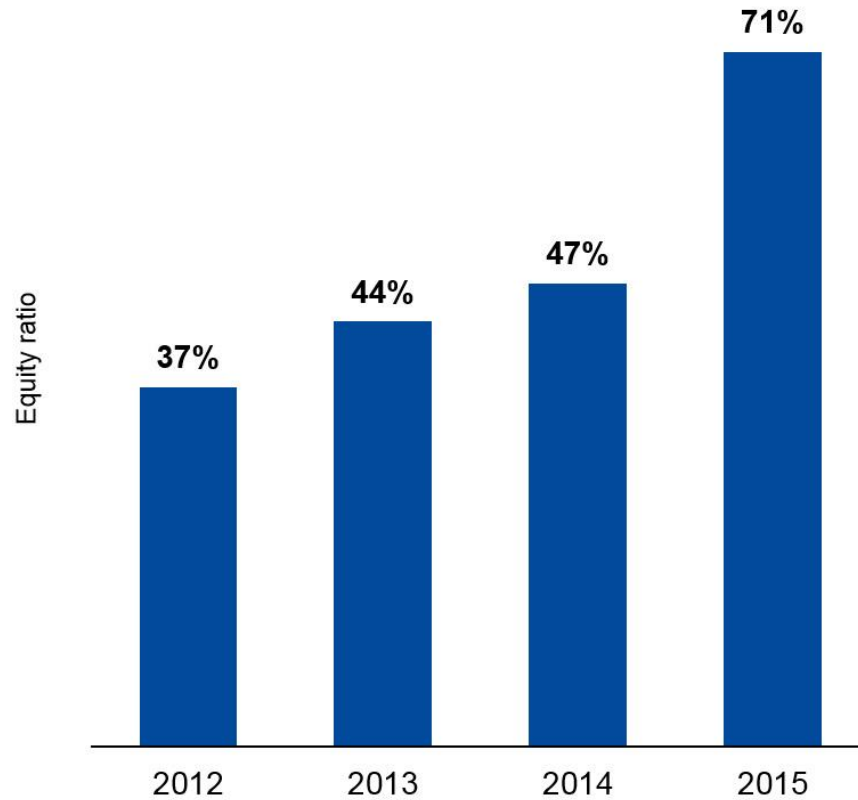
Profitability development



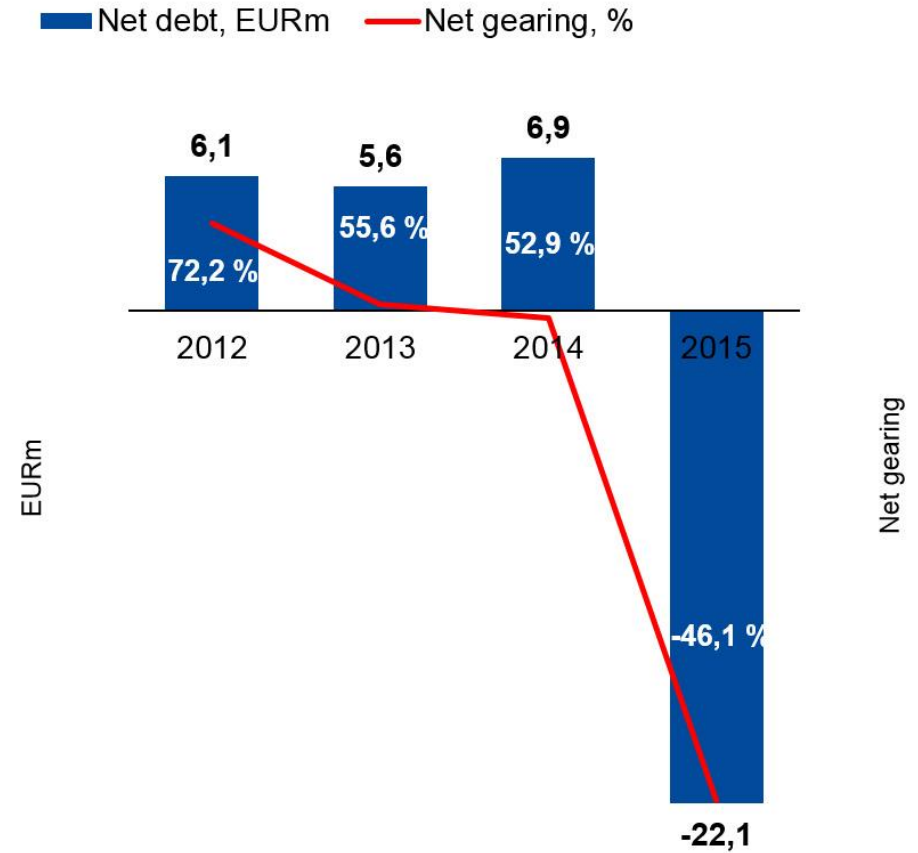
Growth last 10 years + 23 % p.a.

Key Financials

Equity ratio, %



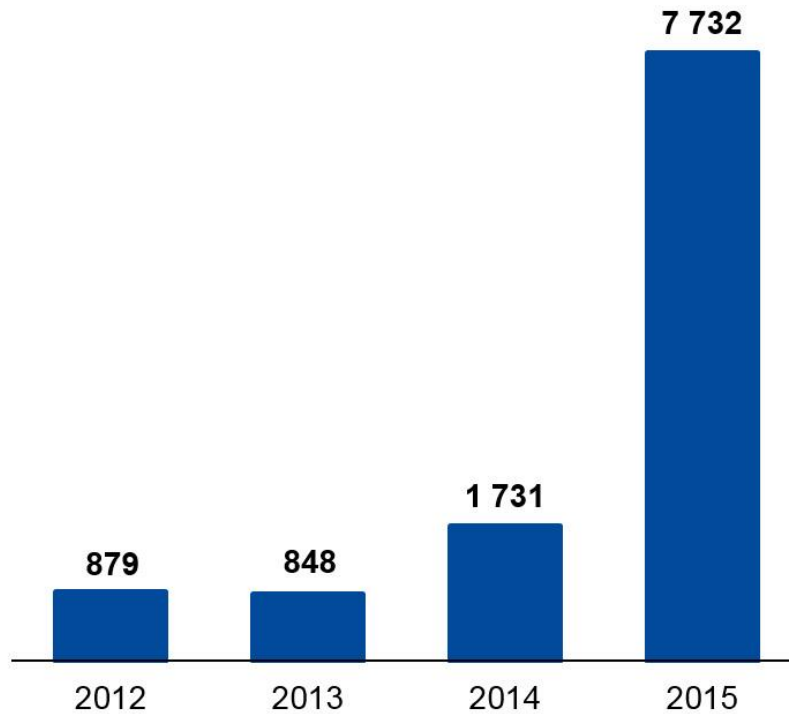
Net interest-bearing debt



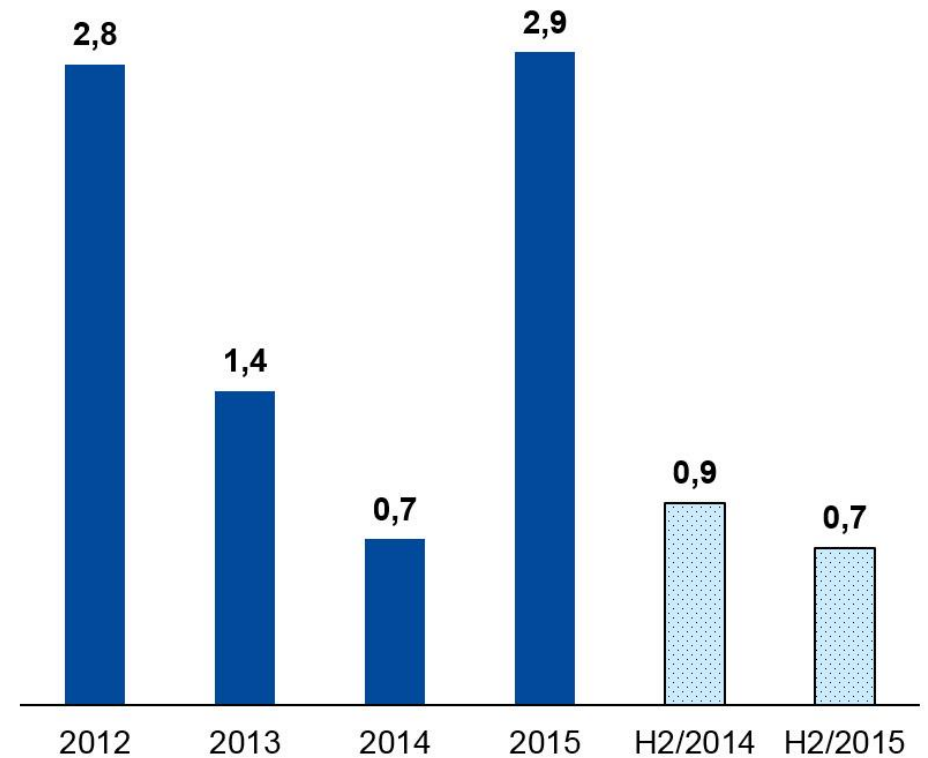
Key Financials

Investments

■ Gross investments, EUR 1,000

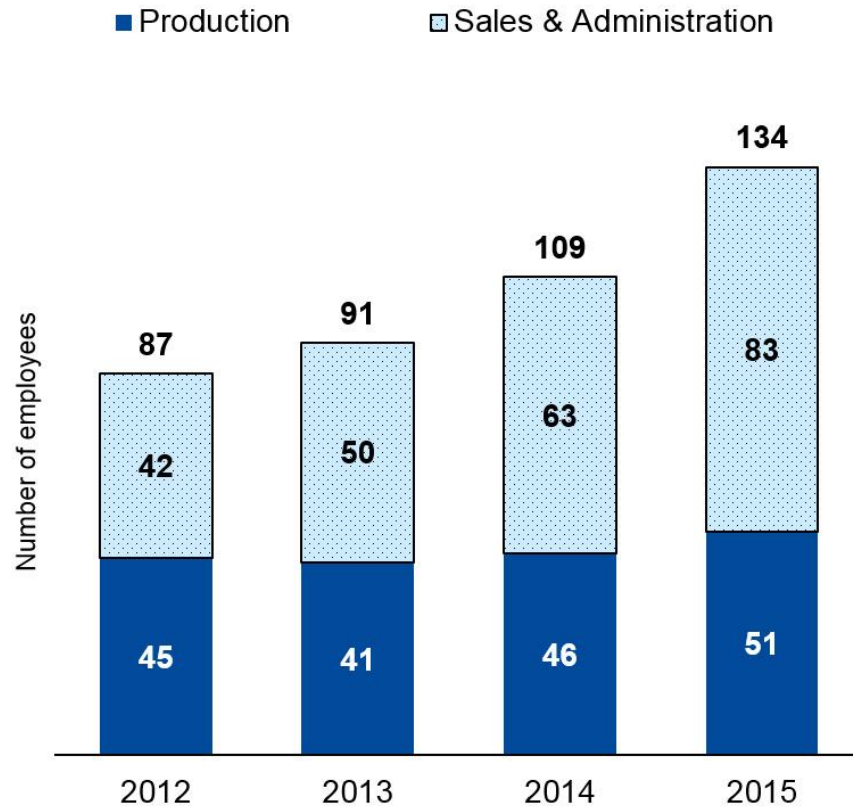


Cash flow, EURm (Net cash from operating activities)

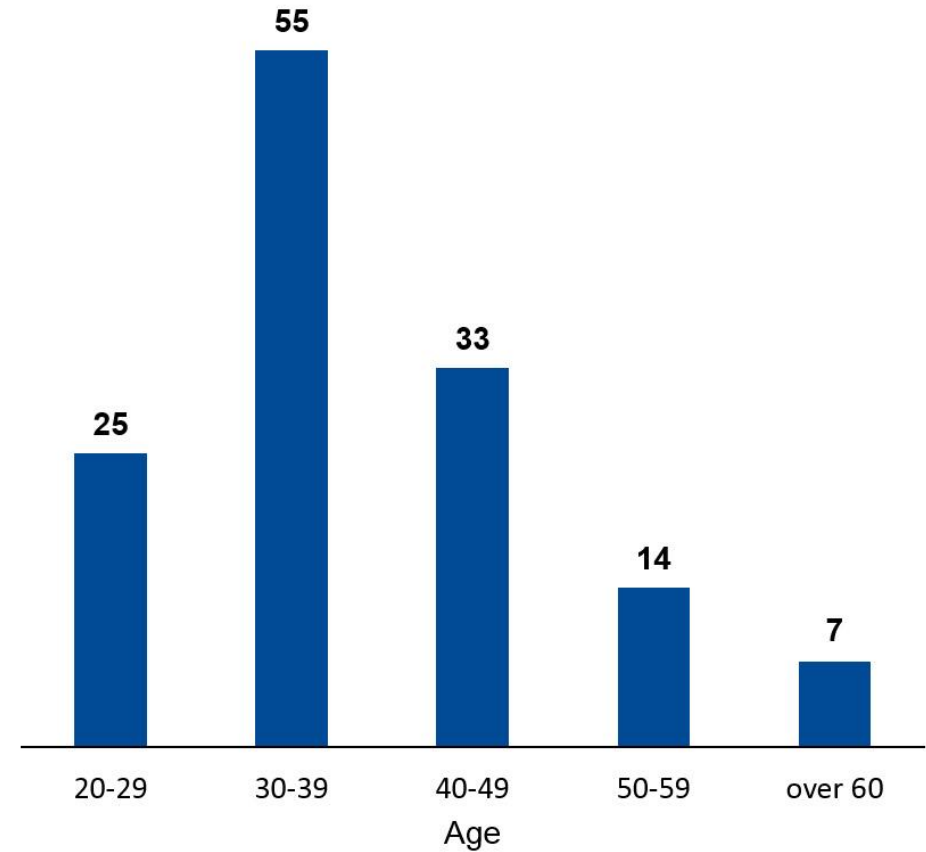


Key Financials

Number of employees

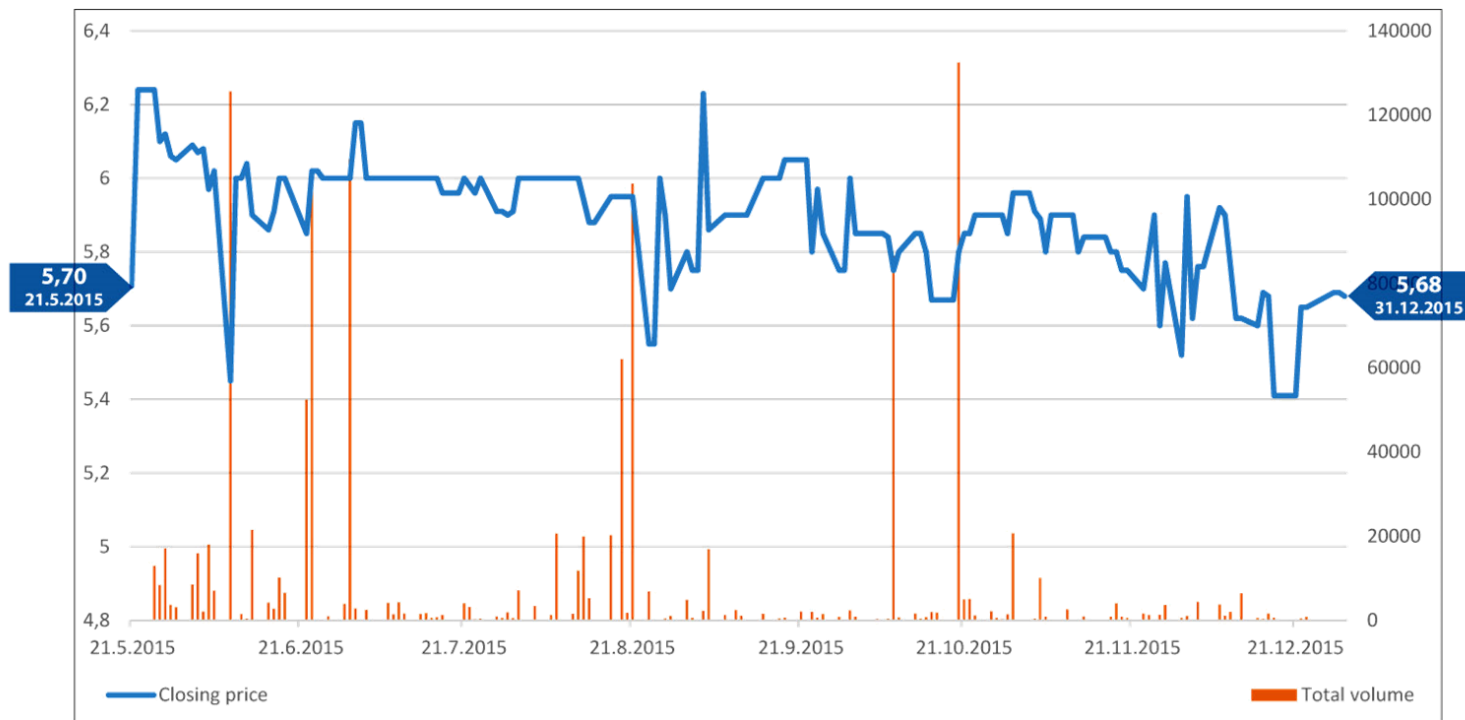


Age distribution, persons



Share Information

- On 31 December 2015 the company had 889 shareholders
- The company holds 99 567 own shares (0,6 % of the shares)
- The funds from IPO were MEUR 30,4 in the share issue after the related costs.
- When excluding the block sale related to the IPO, 9 % of the total number of shares were traded during the year.



Future Outlook

- Further investments and activities in **organic and structural growth**
- Long term **financial targets**
 - ✓ Annual organic growth of 15 %
 - ✓ Improvement of profitability through operating leverage
 - ✓ Increased purchasing power
- Long term **strategic target**
 - ✓ Double the global market share and strengthen market position
 - ✓ Turnover per capita > 500 kEUR
- Structural growth through **acquisitions**
- Investing further in **Digital Services and IoT** technology



Disclaimer

Forward-looking statements

This presentation contains forward-looking statements, including statements about the Group's sales, revenues, earnings, spending, margins, cash flow, inventory, products, actions, plans, strategies, objectives and guidance with respect to the Group's future operating results.

Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain the words "believe", "anticipate", "expect", "estimate", "intend", "plan", "project", "will be", "will continue", "will result", "could", "may", "might", or any variations of such words or other words with similar meanings. Any such statements are subject to risks and uncertainties that could cause the Group's actual results to differ materially from the results discussed in such forward-looking statements. Prospective information is based on management's then current expectations or forecasts. Such information is subject to the risk that such expectations or forecasts, or the assumptions underlying such expectations or forecasts, may change.

The Group assumes no obligation to update any such forward-looking statements to reflect actual results, changes in assumptions or changes in other factors affecting such forward-looking statements.

Some important risk factors that could cause the Group's actual results to differ materially from those expressed in its forward-looking statements include, but are not limited to: economic and political uncertainty (including interest rates and exchange rates), financial and regulatory developments, demand for the Group's products, increasing industry consolidation, competition from other suppliers, the availability and pricing of raw materials, cost of energy, production and distribution related issues, information technology failures, breach or unexpected termination of contracts, price reductions resulting from market driven price reductions, market acceptance of new products, changes in customer preferences, launches of rival products, stipulation of market value in the opening balance sheet of acquired entities, litigation, environmental issues and other unforeseen factors. New risk factors can arise, and it may not be possible for management to predict all such risk factors, nor to assess the impact of all such risk factors on the Group's business or the extent to which any individual risk factor, or combination of factors, may cause results to differ materially from those contained in any forward-looking statement. Accordingly, forward-looking statements should not be relied on as a prediction of actual results.



Questions & Answers