



Analyst & Press Conference Interim Report H1/2017

Event Arena Bank, Helsinki

17 August 2017



Highlights in H1/2017

Pros

- Strong growth continued
- Positive market signals
- Korean investment started
- List change to Nasdaq Helsinki
- Halco unit acquisitions – multibrand offering
- Strengthening personnel

Cons

- NWC efficiency need to be improved
- Profitability affected by change of list, combined share issue expenses, acquisition-related expenses, adverse foreign exchange trends and certain other one-off growth-related costs
- Our capacity could serve higher volumes



Robit – Growth and Sales Company

ORGANIC

STRUCTURAL
THROUGH
ACQUISITIONS

GROWTH

SALES

GROWTH

SALES

GROWTH

SALES



Robit Business Concept

- Robit is above all a **growth company**.
- Robit has tight focus on **drilling consumables** (all OPEX) having the **widest offering** in the industry.
- **150 dealers** together with **own sales and service points** give an excellent reach to the **customer interface** in different market segments and applications.
- Robit acts globally with **21 sales and service points** (today) emphasizing **availability** via **local presence**.
- **One goal** for everybody – **Growth**.



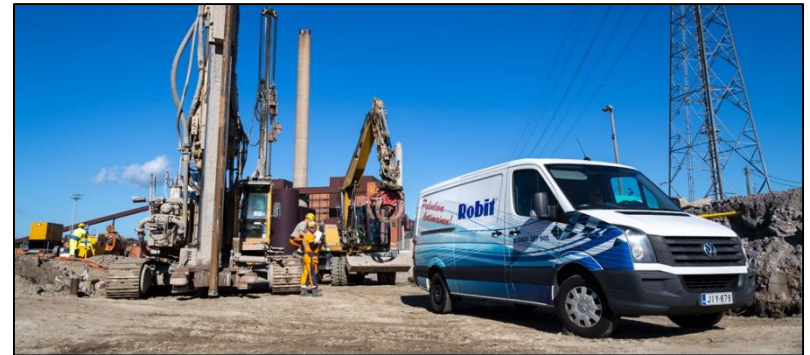
Our Focus

**Widest offering in consumables &
4 market segments enable further success**

Mining



Construction



Tunneling

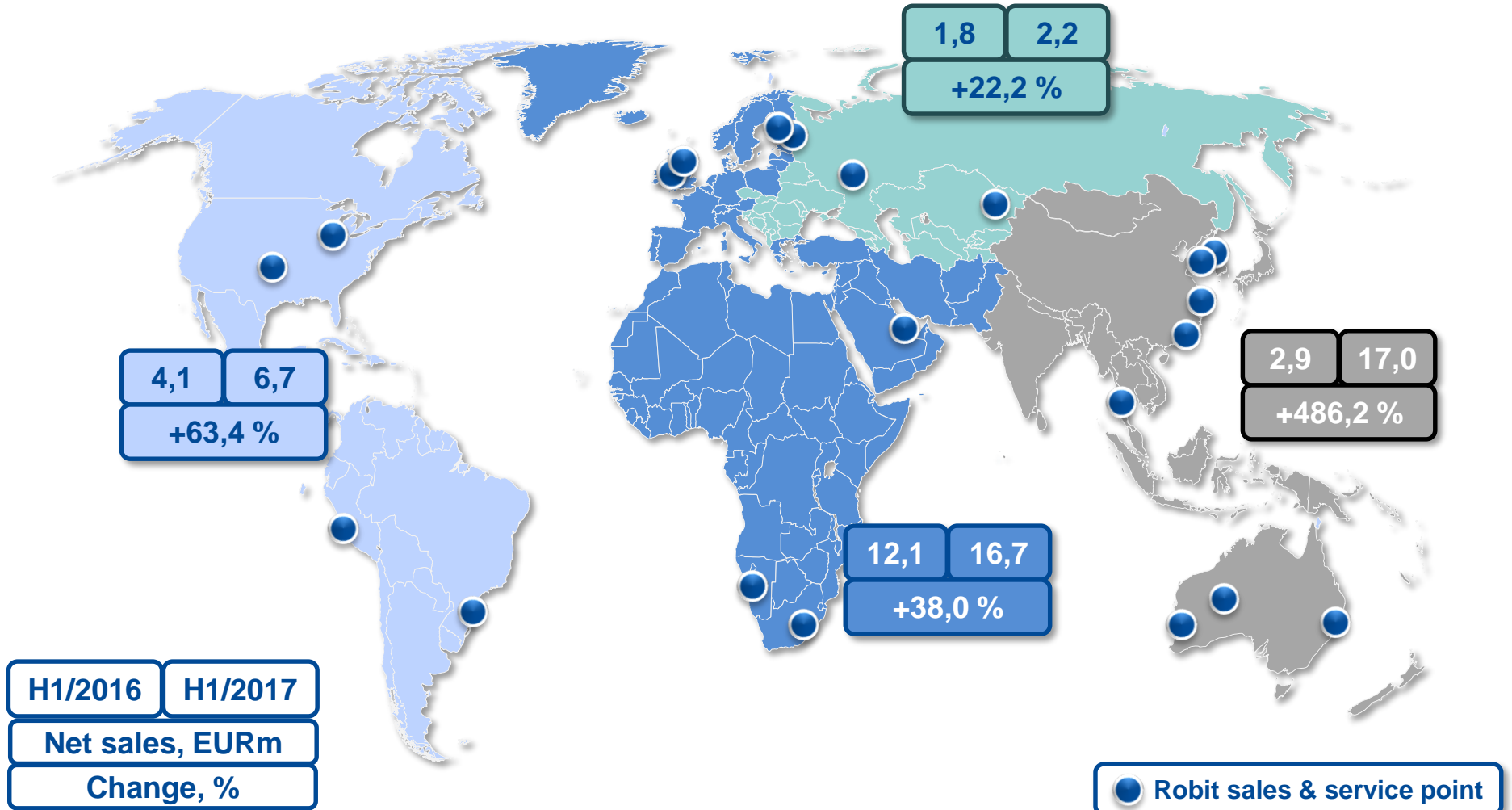


Well Drilling



Global Sales and Manufacturing Footprint

- Global platform – 21 own sales & service points, ca. 150 dealers
- Availability the key competitive edge – aim to secure it with the strong market presence



Robit's Growth Continued – Robit Doubled Its Net Sales

Profitability not in line with the company's strategic targets. However, Robit evaluates profitability on annual level and thus expects it to recover in H2, however it will not reach earlier annual guidance given.

NET SALES	EBITDA	EBITDA (adj.)	EBITA	EBITA (adj.)
H1 2017	H1 2017	H1 2017	H1 2017	H1 2017
42,6 EURm (+102%)	1,3 EURm (3,1%)	2,9 EURm (6,8%)	-0,8 EURm (-1,9%)	0,8 EURm (1,8%)
H1 2016	H1 2016	H1 2016	H1 2016	H1 2016
21,0 EURm	2,2 EURm (10,4%)	2,2 EURm (10,4%)	1,5 EURm (7,2%)	1,5 EURm (7,2%)

Adjustments consist of following items: expensed share issue expenses 1,3 EURm, other acquisition related expenses 0,3 EURm, amortization related to the acquisitions 0,5 EURm.



Robit 3.0 Growth Concept



Comprehensive product offering of drilling consumables and strong brands

- Bulroc & DTA integration  
- Halco acquisition 



Global sales & manufacturing footprint

- Kazakhstan subsidiary
- Manufacturing plants 4 to 6



Digital business to drive customer value and strengthen Robit brand

- Further testing and development with customers
- First orders and deliveries



Stronger Global Management Team

- Investment for personnel



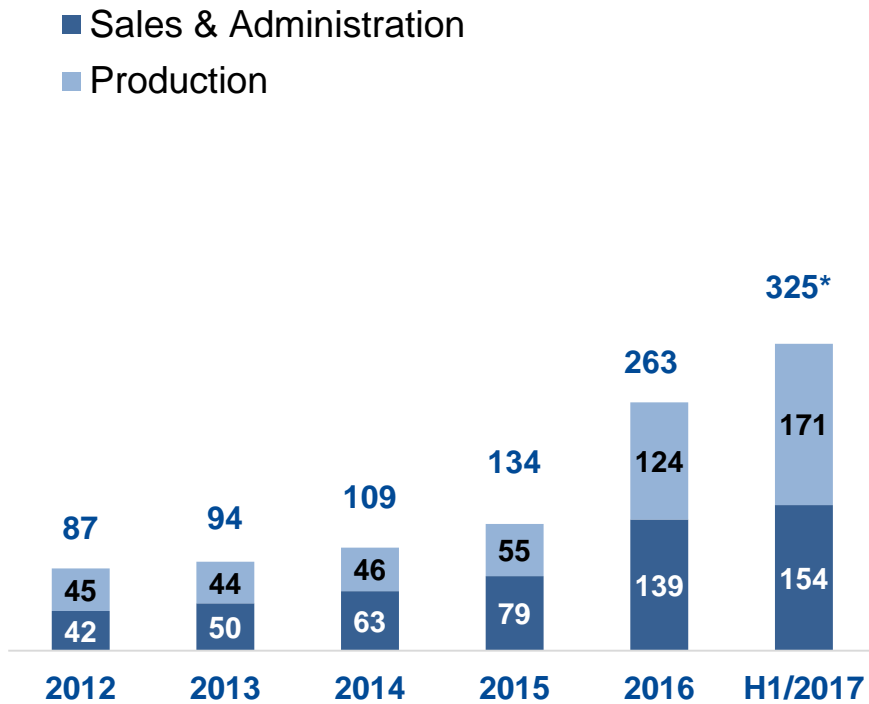
Continued assessment of attractive investment opportunities

- Continued analysis for structural growth via acquisitions, e.g. Halco

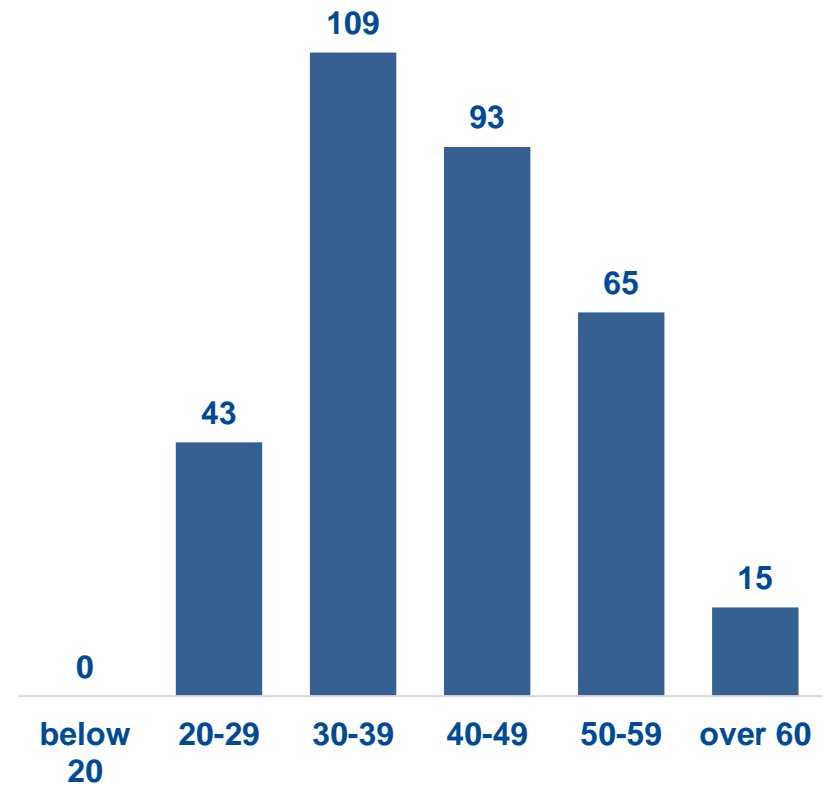
We Have Increased Human Resources

- 73 % of personnel outside Finland

Number of employees at the end of period



Age distribution at the end of period

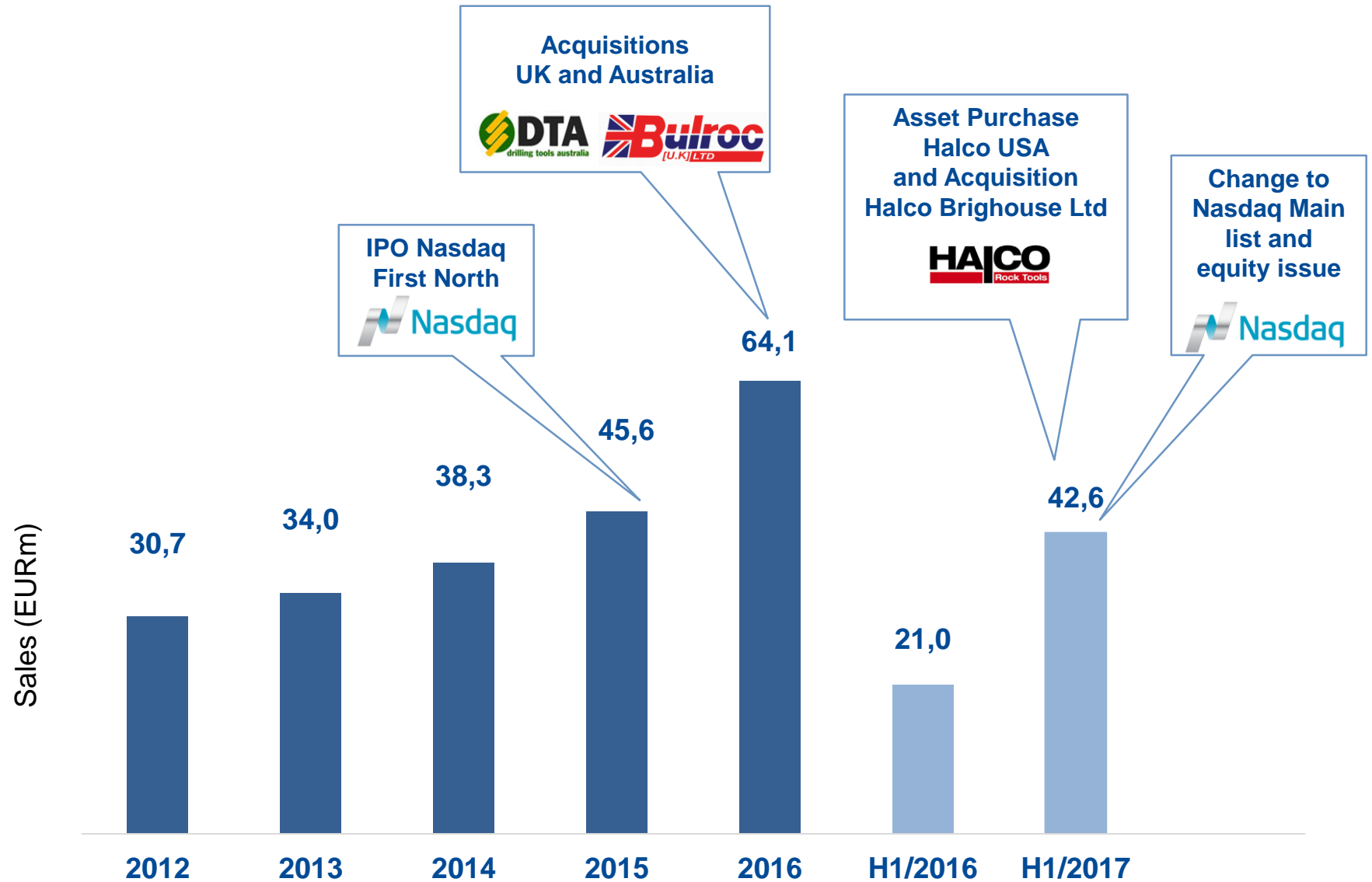


*) 2/3 of the employees from acquired companies and 1/3 as new recruitments.

Strong Personnel Investments to Enable Further Growth

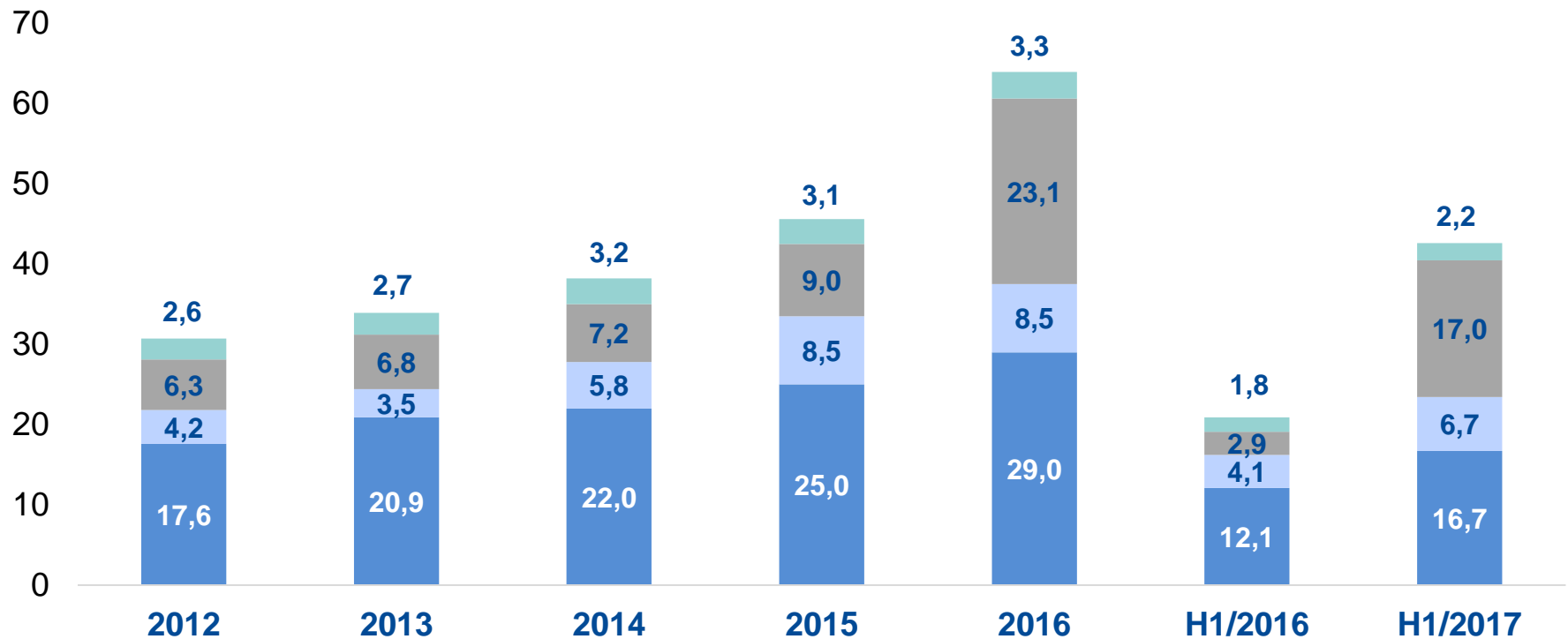
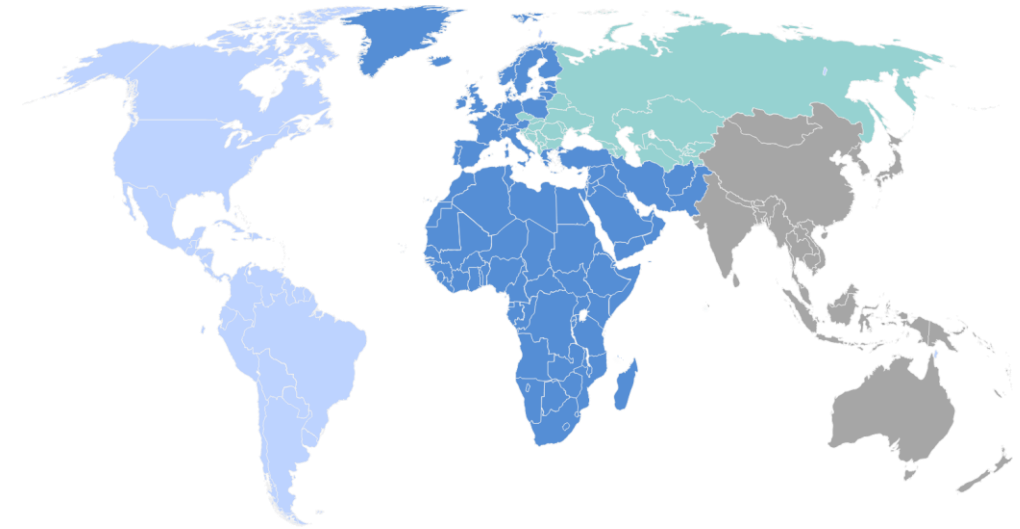


Robit Growth Path – In 2017 Halco and Nasdaq Helsinki



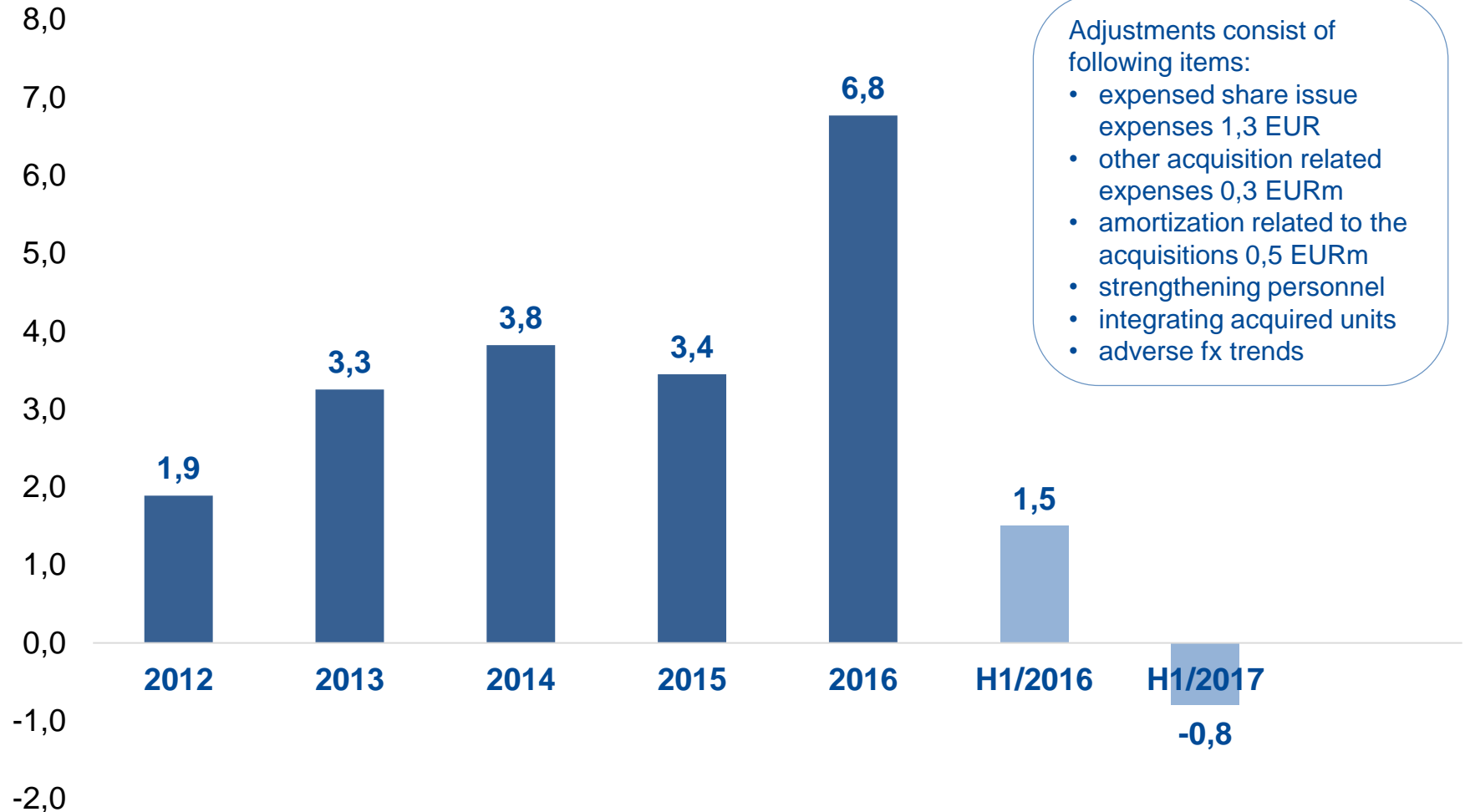
Net Sales by Region, EURm

- Europe, Africa and Middle East
- North and South America
- Asia and Oceania
- Russia and CIS countries



Profitability Development – EBITA, EURm

Profitability will improve – higher volumes and less one-off expenses in H2.

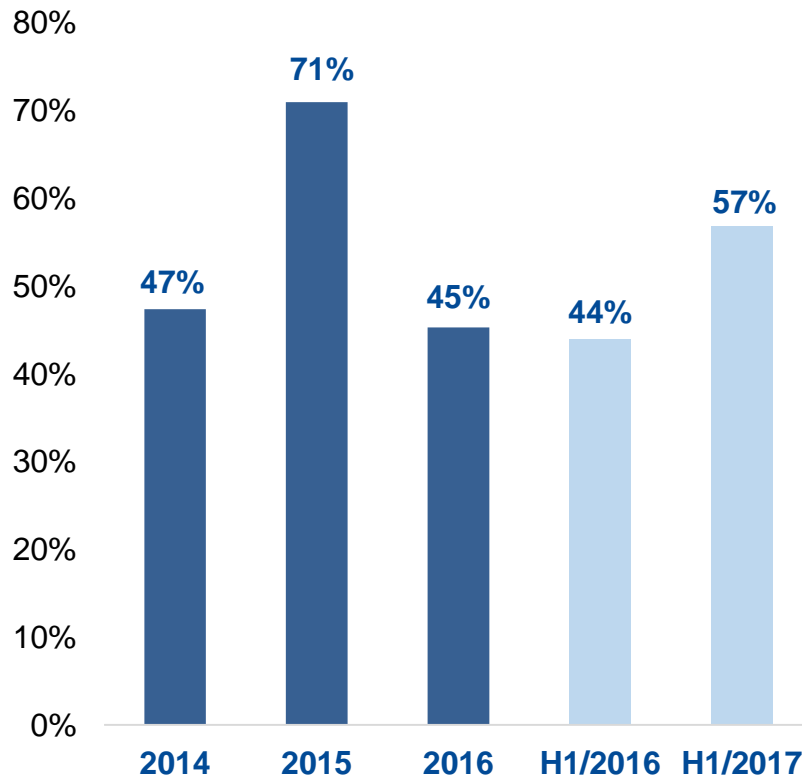


Key Financials

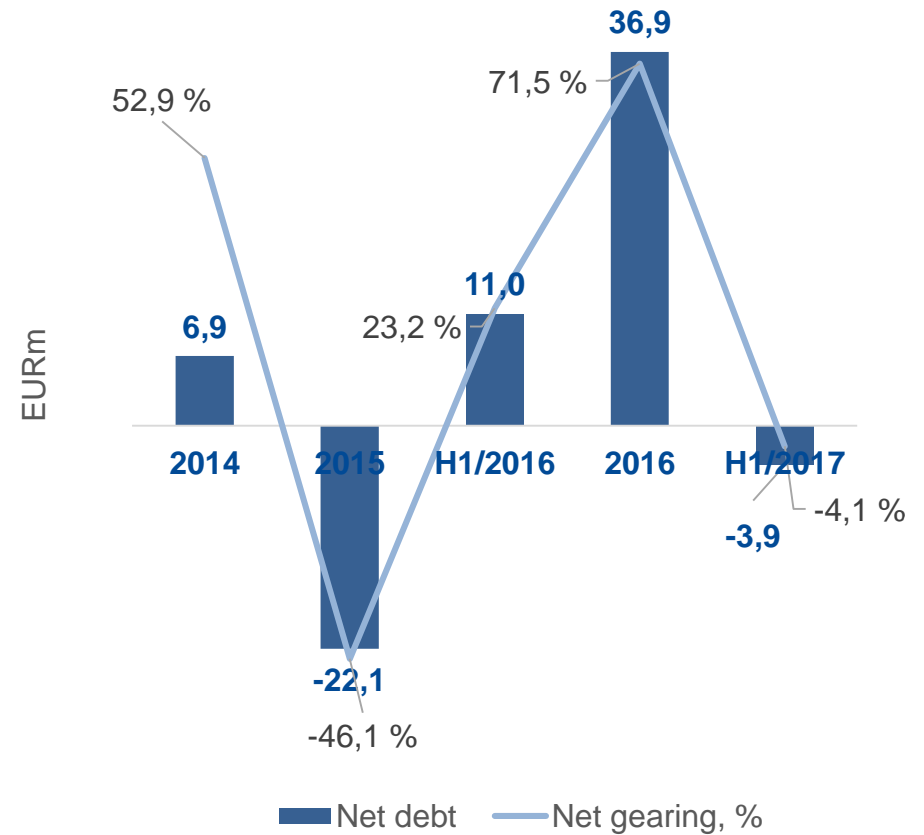
Investments 5,8 EURm

Robit decided to invest 10 EURm to new state-of-art manufacturing to Korea. 2,0 EURm of this total investment was capitalized in H1. The rest consists of Halco assets in US, UK and some other capital expenditure.

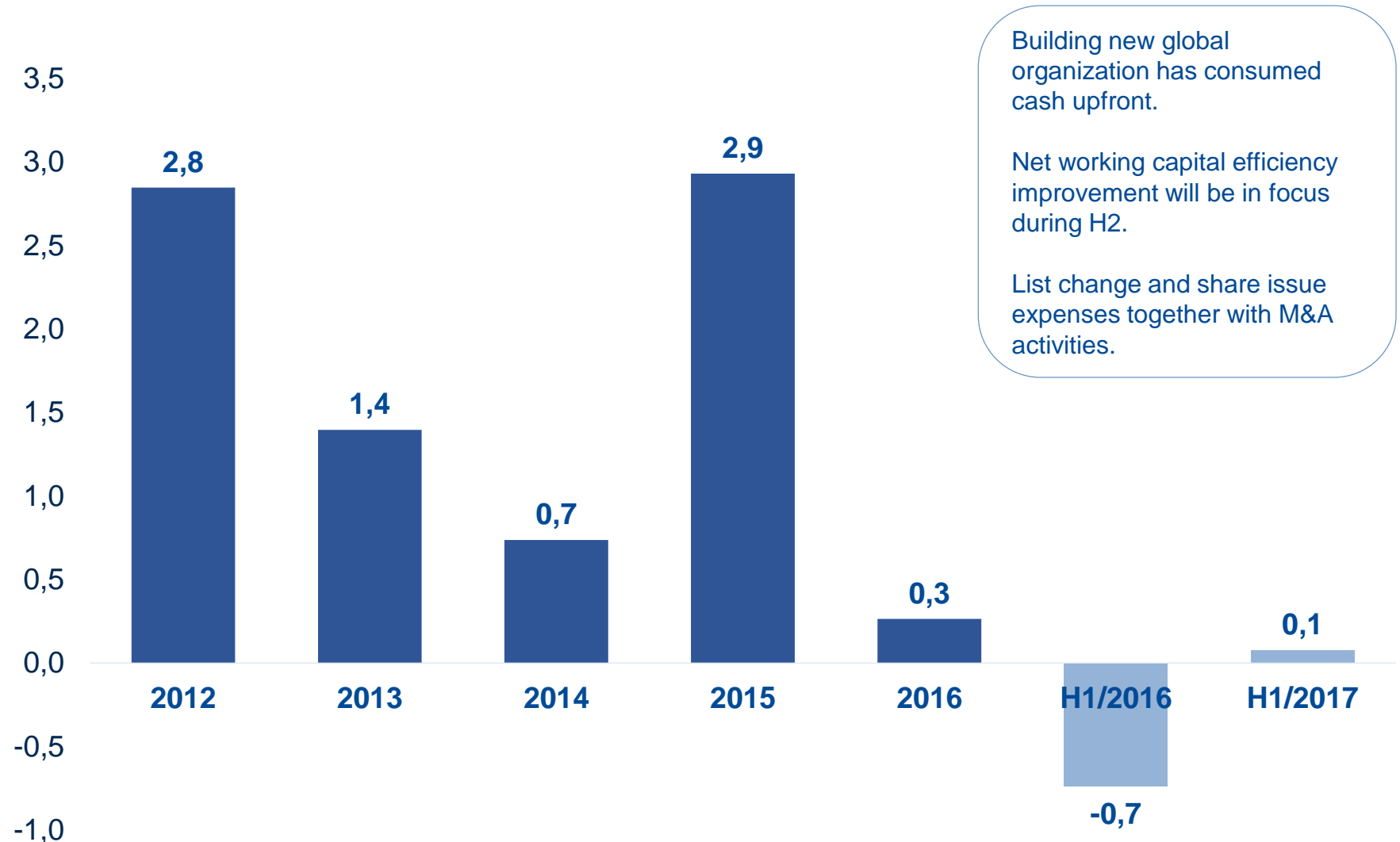
Equity ratio, %



Net interest-bearing debt and gearing



Cash Flow, EURm (net cash from operating activities)



Share Price Doubled From IPO 2015

- ❖ On 30 June 2017 the company had 2 051 shareholders
- ❖ On 30 June 2017 the company held 94 674 own shares; 0,4 % of the shares
- ❖ Market capitalization on 30 June 2017 was EUR 219 million (share price EUR 10,40)



- ❖ Trading in the shares of Robit Plc commenced on 17 May 2017 on the official list maintained by Nasdaq Helsinki Ltd
- ❖ Robit Plc issued 5,000,000 (approx. 31% prior and 24% following the offering) new shares in the company to institutional investors in an accelerated book-built offering on 24 May 2017
- ❖ The subscription price was set at EUR 9.90 per offer share amounting to total proceeds of EUR 49.5 million before commissions and expenses
- ❖ The subscription price was 2.9 per cent higher than the volume-weighted average price per share for the period from the date of the announcement to investigate the transfer to the official list of Nasdaq Helsinki



Short-Term Focus

Sales, Sales & Sales

- Market share growth

Cash generation

- Profitability
- NWC



Medium & Long-Term Focus

Focus in Robit 3.0 implementation

- Distribution development
- Continue strong growth

Projects

- Korean state-of-art manufacturing investment
- Digitalization opportunities

New Robit Way implementation

- Fully utilized strengthened organization
- Focus on personnel development



Robit[®]-Bit Better

