



Investor and Analyst Event

23 May 2016
Pörssitalo, Helsinki



Robit has acquired the “missing” DTH-products by buying 100 % of the shares of Drilling Tools Australia Pty Ltd (DTA)



- DTH product line
- Reverse circulation (RC) products
- Financial year 30 Jun 2016
 - 35 MAUD (= nearly 23 MEUR)
 - EBITDA% +20 %
- 69 employees
- Debt free purchase price 66 MAUD = ab. 42 MEUR
- Ausdrill Ltd buys 2,5 years preferred supply arrangement
- Payment: 70 % within closing 30 Jun 2016
30 % 31 Dec 2016
- Closing 30 Jun 2016

What we get?

- Completion of product range
- Australian market
- Oceania & Africa strengthened
- Mining segment
- Excellent key customers & references



- Good knowledge of mining segment
- Manufacturing unit in Perth, Australia
 - DTH products: hammers, tubes, bits
 - Top hammer bits



Perth 

Robit[®]

Ausdrill Ltd – Financial performance

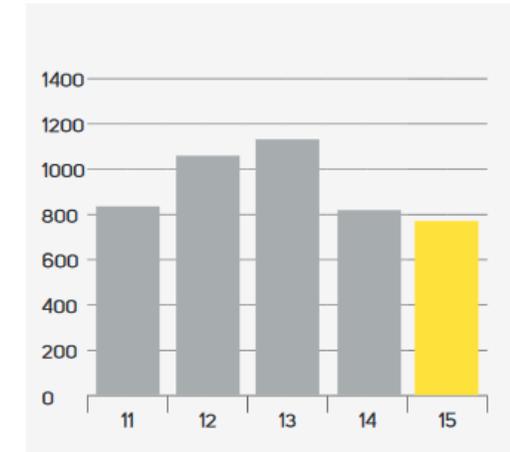
(An ASX-listed international mining services company)

| | 12 months to June 2015 | | 12 months to June 2014 | |
|---|------------------------|----------|------------------------|----------|
| \$ million | Statutory | Non-IFRS | Statutory | Non-IFRS |
| Sales Revenue | 765.8 | 765.8 | 826.3 | 826.3 |
| EBITDA ¹² | | 114.7* | | 173.7* |
| EBIT ¹² | | 37.2* | | 74.5* |
| Operating Profit ¹³ before tax | | 2.1* | | 34.4* |
| Operating Profit/(Loss) after tax | (175.6) | | (43.9) | |

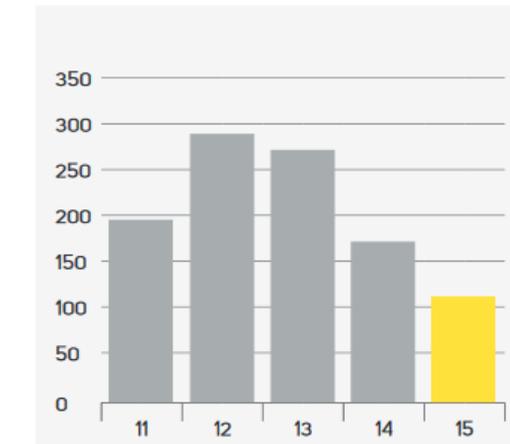
* Figures exclude the effects of any significant items

Ausdrill has reported a decrease in revenue and earnings largely as a result of the continuation of challenging conditions for companies operating in the mining services industry in Australia and Africa.

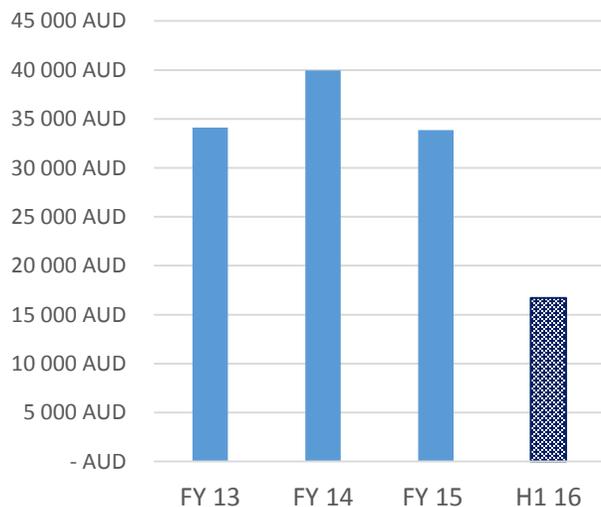
SALES REVENUE
(\$M)



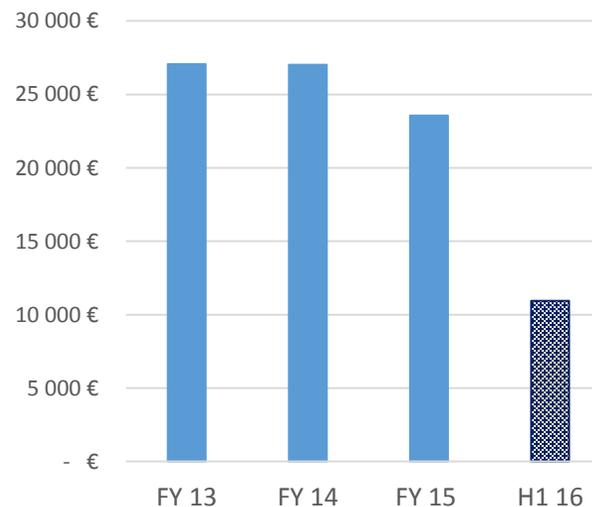
EBITDA*¹
(\$M)



DTA Net sales in AUD '000



DTA Net sales in EUR '000



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Committed to shared core values

- Safety
- Productivity
- Standardizing processes



Business segment – Top Hammer

Limestone mine, Finland



Tunnel Cannstatt S21, Germany



21 km Wonju-Jecheon tunnel, South Korea



VT12 lakeside tunnel, Tampere, Finland



4.8 km long tunnel, Hong Kong



Gold mine, South Africa



Korea 2011

**Young Poong
CND.Co., Ltd**

Full package



Percussion

Feed

Flushing Rotation



Business segment – Down-the-Hole (DTH)

Länsimetro subway, Finland



Paldiski harbor, Estonia



Coal mine, United Kingdom



Mall of Tripla, Helsinki, Finland



Newark harbor, USA



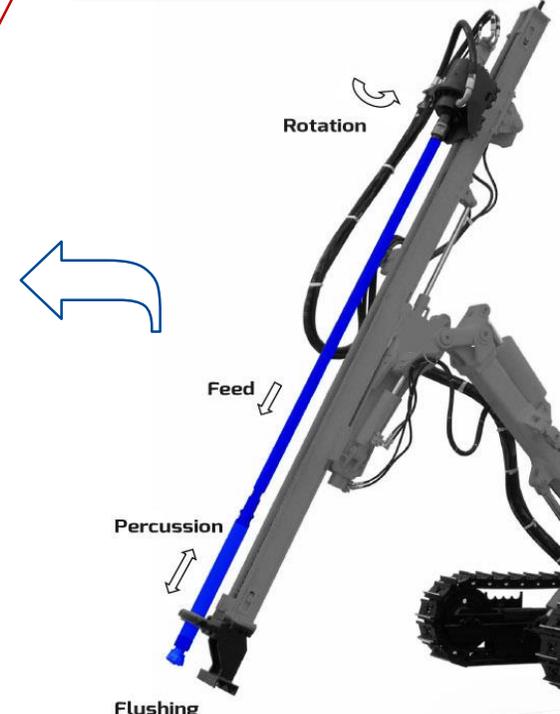
Munch museum, Norway



Full package

Was missing

→ DTA 2016

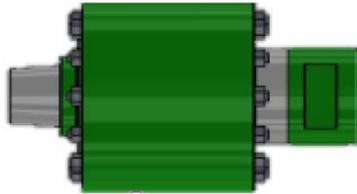


DTA – Offering completing Robit

- Down-the-Hole product range



Rods



Shock Sub



Subs



DTH Hammer



Deck Bush



Tricone Bits



Claw Bits



Hammer Bits



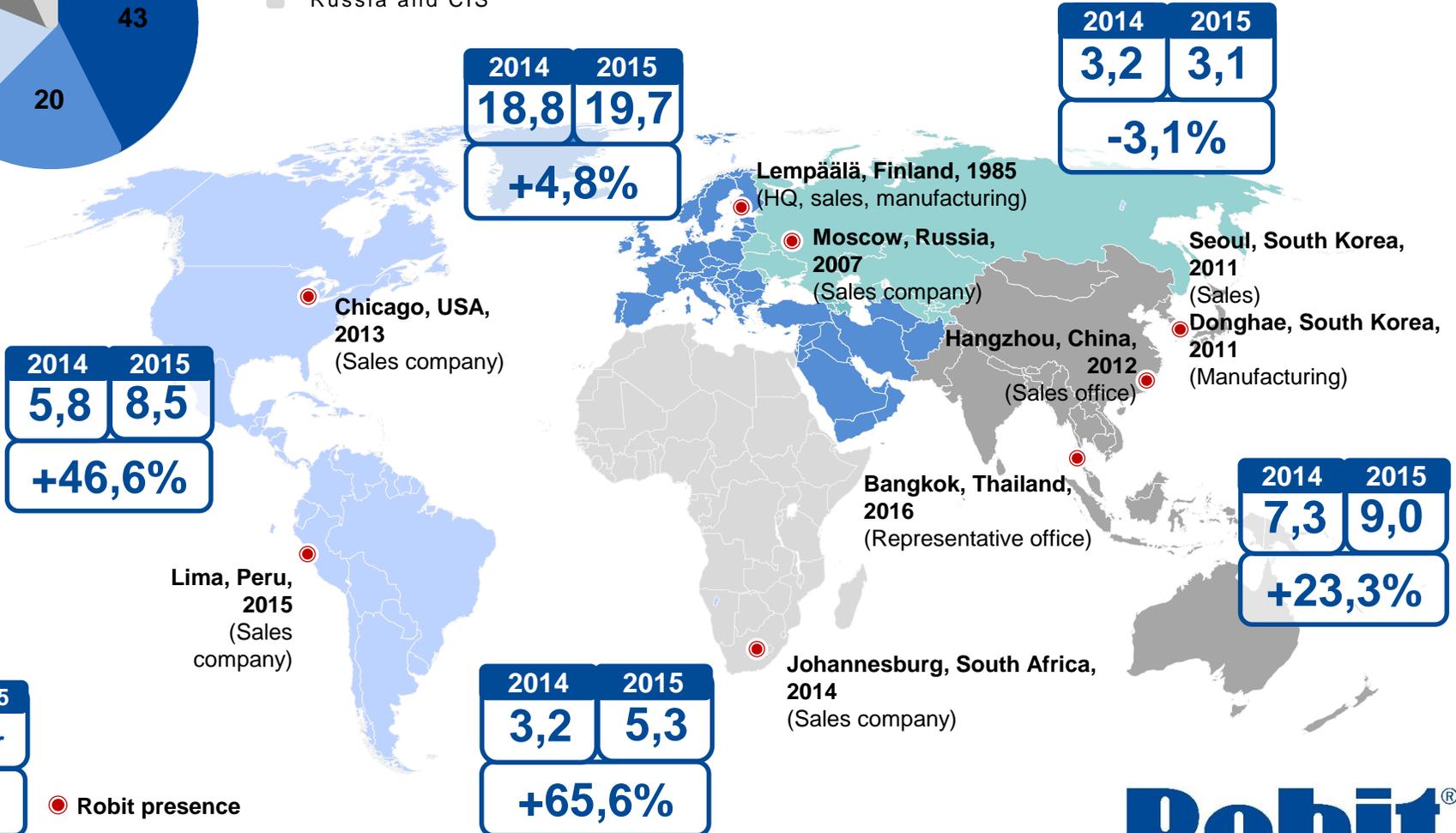
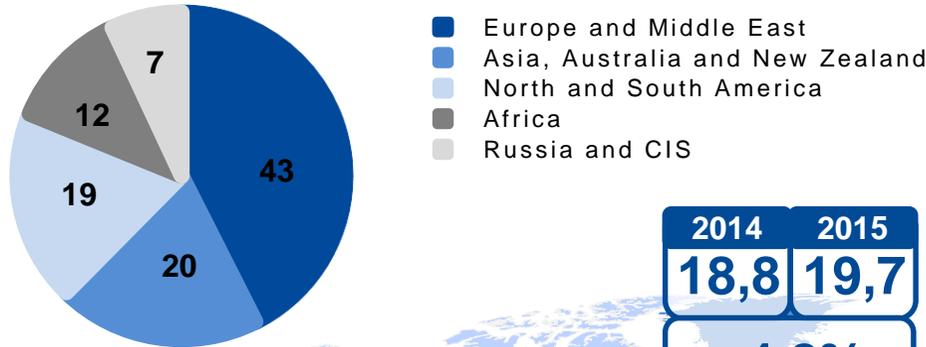
Breakout Equipment



Certified Lifting Equipment

Robit global platform – 8 own units, 160 dealers

Sales split by geography 2015, %

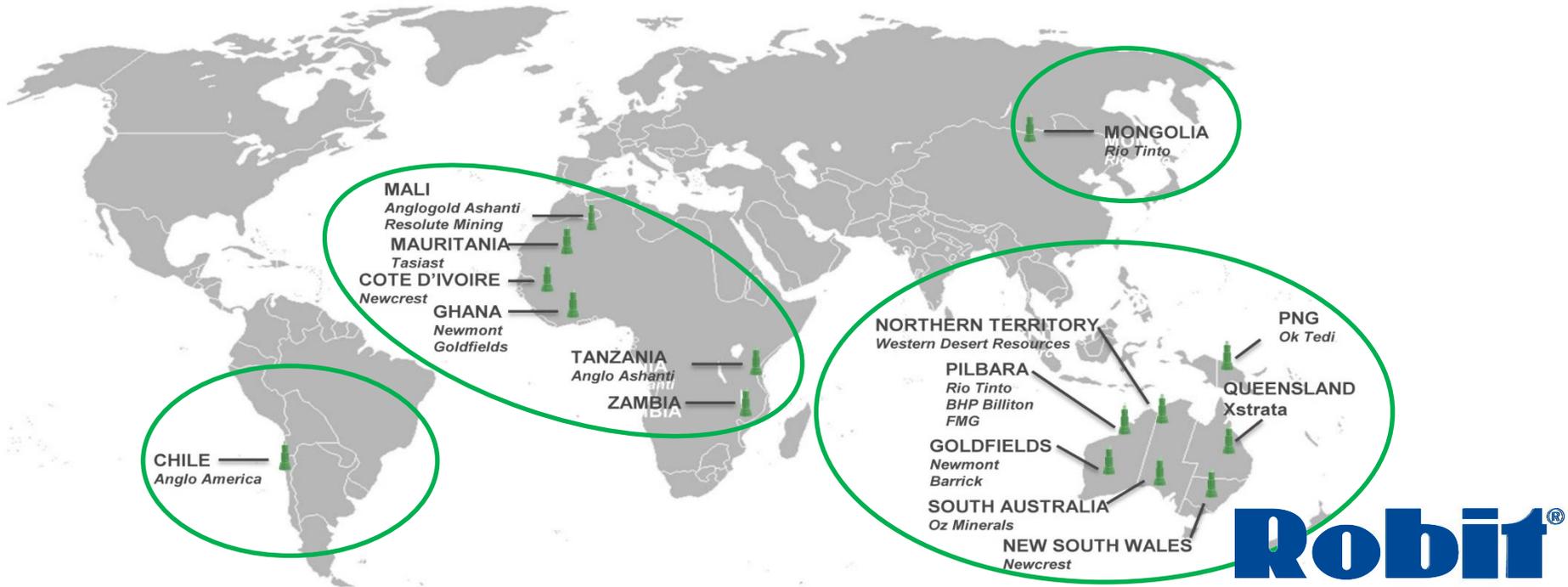
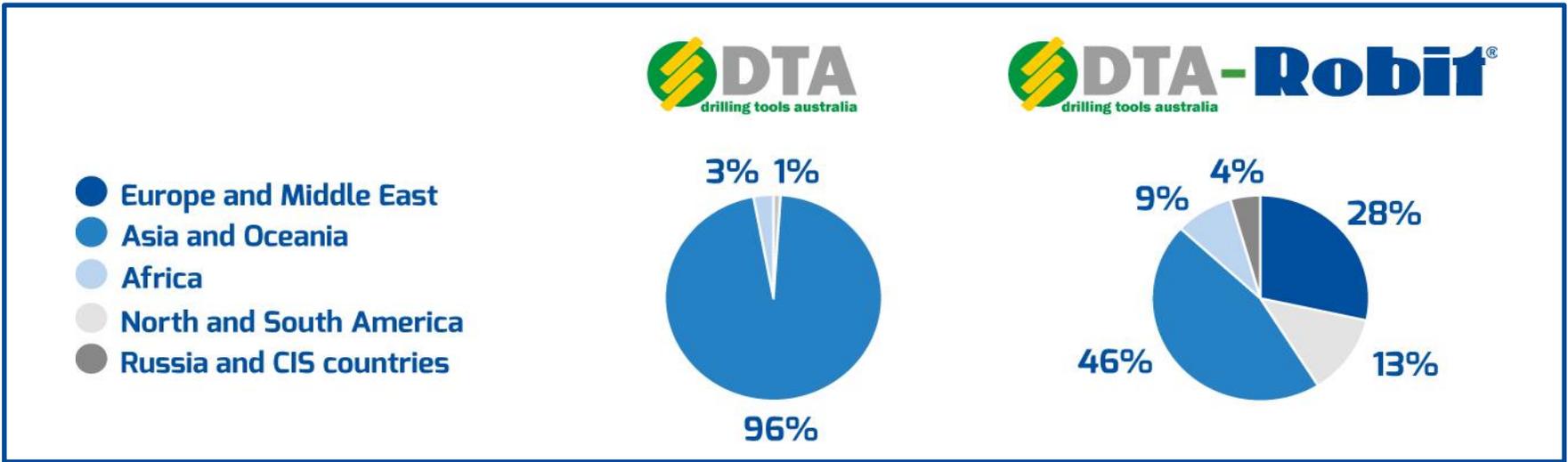


| 2014 | 2015 |
|----------|----------|
| Turnover | Turnover |
| Growth | |

● Robit presence



Market distribution



Brands

Robit[®]

Brand worldwide

 **DTA-*Robit***[®]
drilling tools australia

Brand in Australia

 **REMET ENGINEERS**
PART OF ROBIT GROUP

RC – Global brand

Robit[®]

DTA manufacturing

- Well automatized, modern factory in Perth
- Top hammer button bit production to be volumized



Key facts



Net sales

M€ **45,6**
 MAUD **ab. 71**

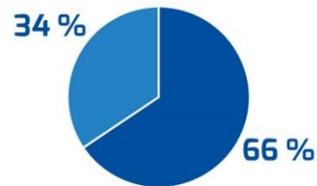
Profitability (EBITDA%) **ab. 11 %**

Personnel



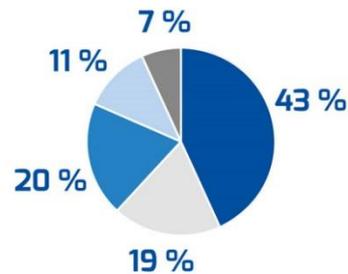
Product segments

- Top hammer
- Down-the-hole
- Rotary



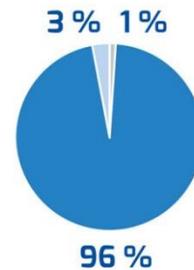
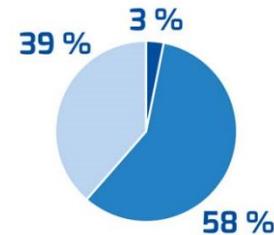
Market distribution

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



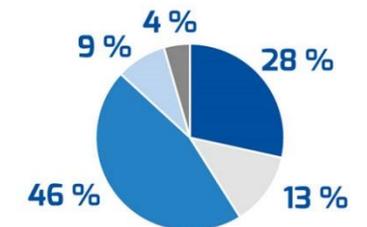
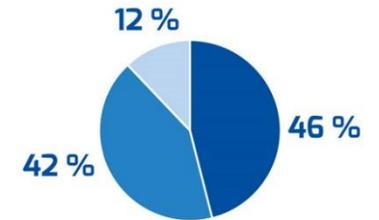
ab. 22,0
35

ab. 14 %



ab. 67,6
ab. 106

ab. 12 %



Note: All the figures are based on the latest fiscal year: Robit FY2015, DTA FY2014/2015

Key persons



Rowan Melrose
General Manager
Robit Australia Holdings Pty Ltd



Brian Bowler
General Manager
Drilling Tools Australia Pty Ltd
(DTA)

Successful together



Robit[®]-Bit Better

