



Robit[®]

FINANCIAL STATEMENTS 2017

ANALYST AND PRESS CONFERENCE
20 FEBRUARY 2018



Robit[®]

HIGHLIGHTS 2017

PROS

- Growth continued – 38% growth in sales
- Korean investment progressing as planned – plant inaugurated on 8 Feb 2018
- Change to Nasdaq Helsinki main list
- Halco acquisitions for future growth

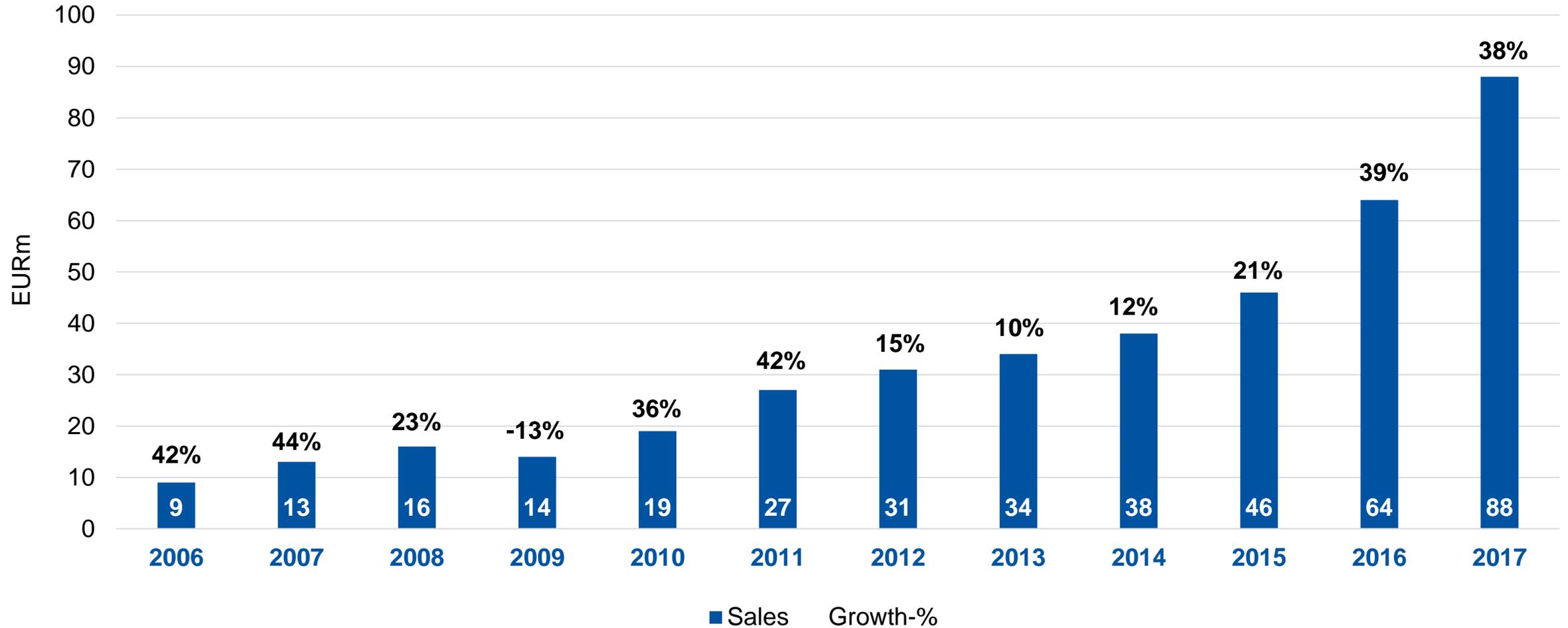
CONS

- Room for improvement in NWC efficiency
- Profitability affected by share issue expenses, acquisition-related expenses, adverse foreign exchange effects, slow moving inventory write-offs and certain other one-off growth-related costs
- Fixed cost growth not in line with sales growth



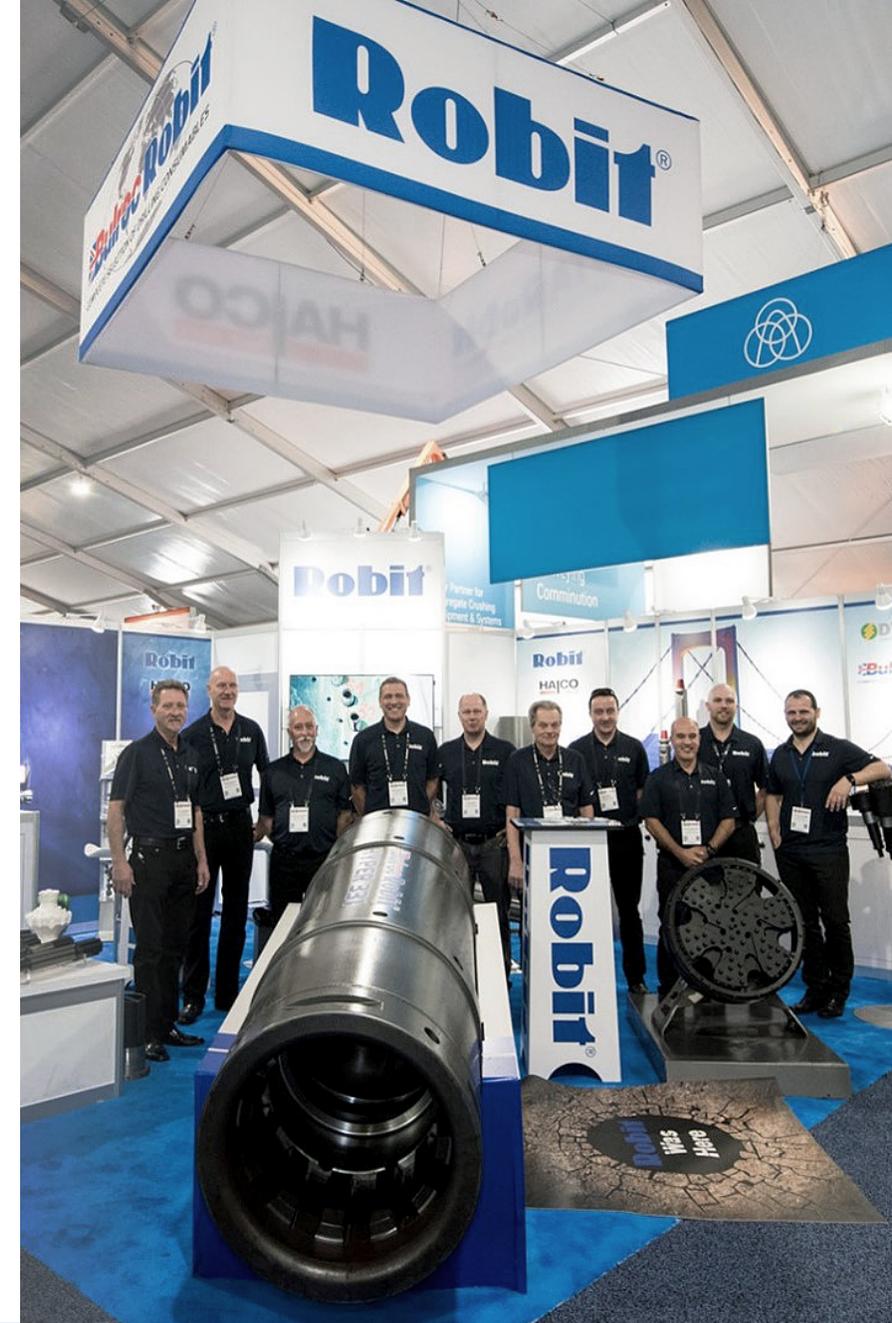
SALES GROWTH

Last 12 years' average growth 26% per annum



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** supporting its **distributors** by emphasizing availability via **local presence**.
- **One goal** for everybody – **Growth**.



OUR FOCUS - 4 MARKET SEGMENTS



 **MINING**



 **WELL DRILLING**



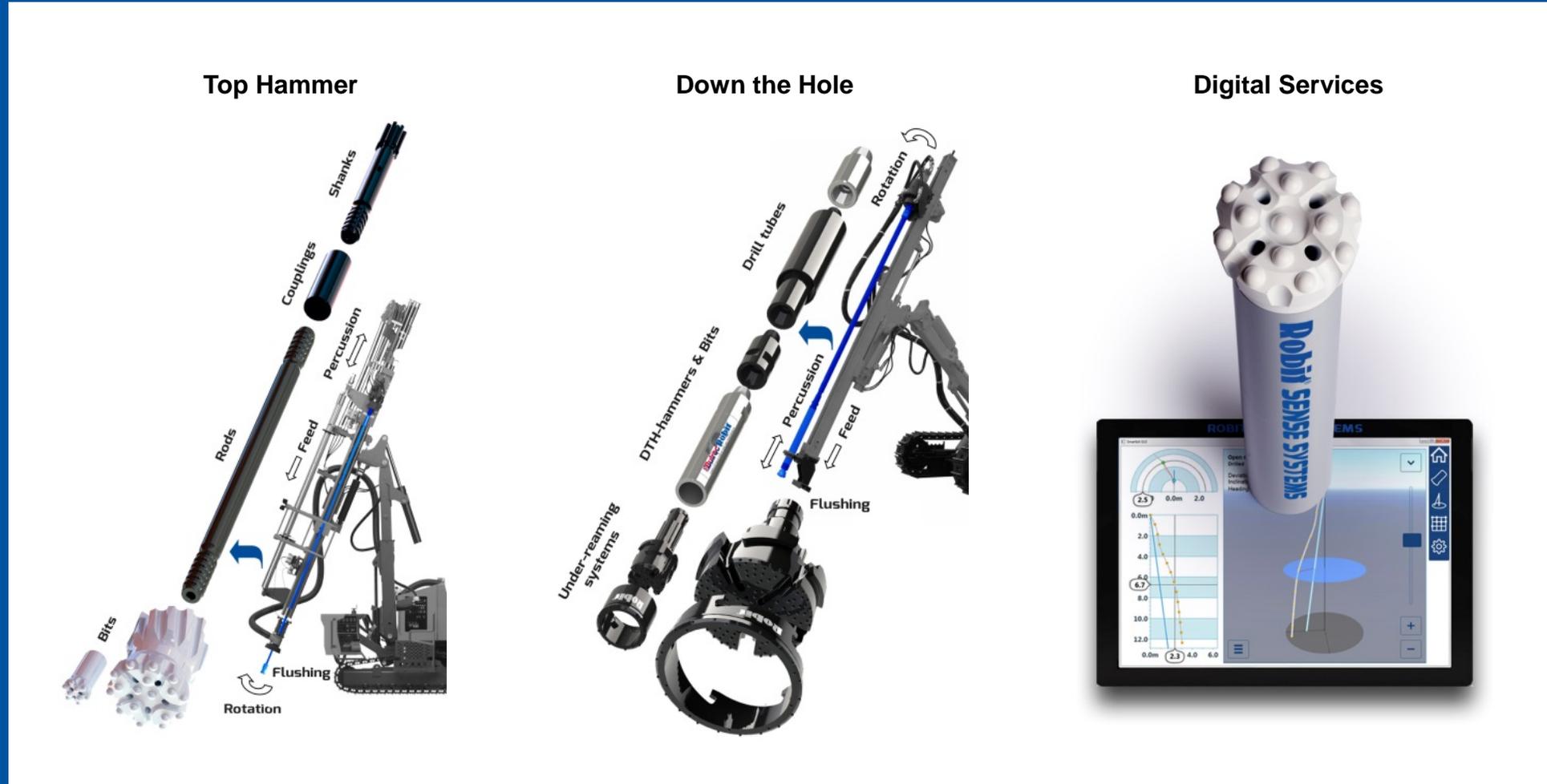
 **CONSTRUCTION**



 **TUNNELING**

COMPREHENSIVE PRODUCT OFFERING OF DRILLING CONSUMABLES

- Forming the basis for growth in the future



GLOBAL MANUFACTURING FOOTPRINT

DTH Brighouse, UK, 2017



DTH Sherman, USA, 2017



DTH Chesterfield, UK, 2016



TH Lempäälä, Finland, 1985



TH Donghae, South Korea, 2011



+ SOUTH KOREA
ab. EURm 10 investment in production unit (TH) announced in March 2017

DTH Perth, Australia, 2016



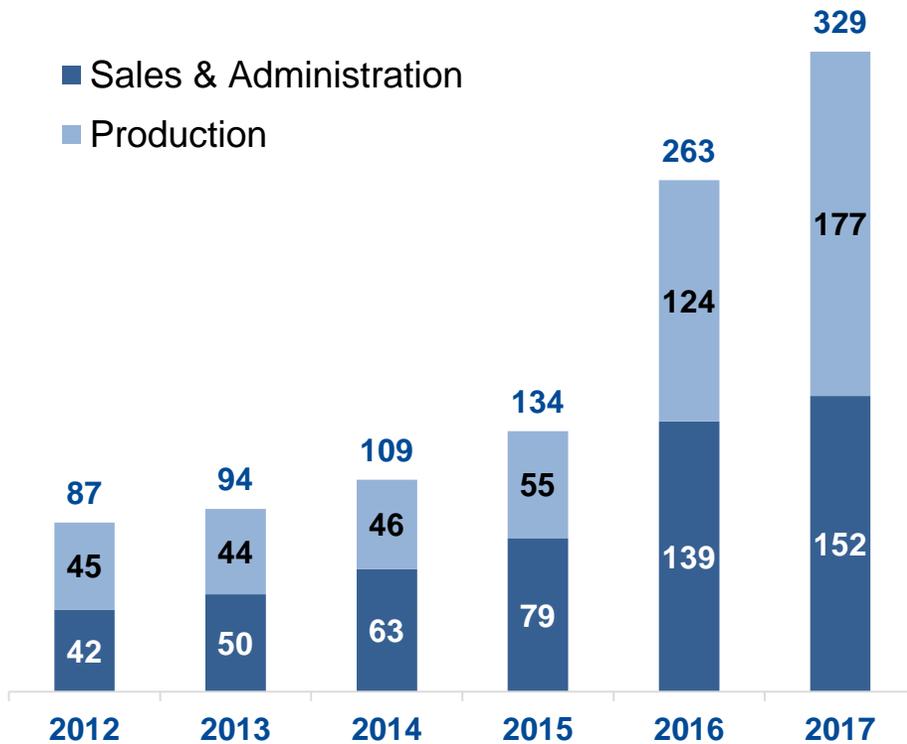
SIX MANUFACTURING PLANTS

- Ensuring good availability of products and service while enabling efficiency
- Supporting future growth

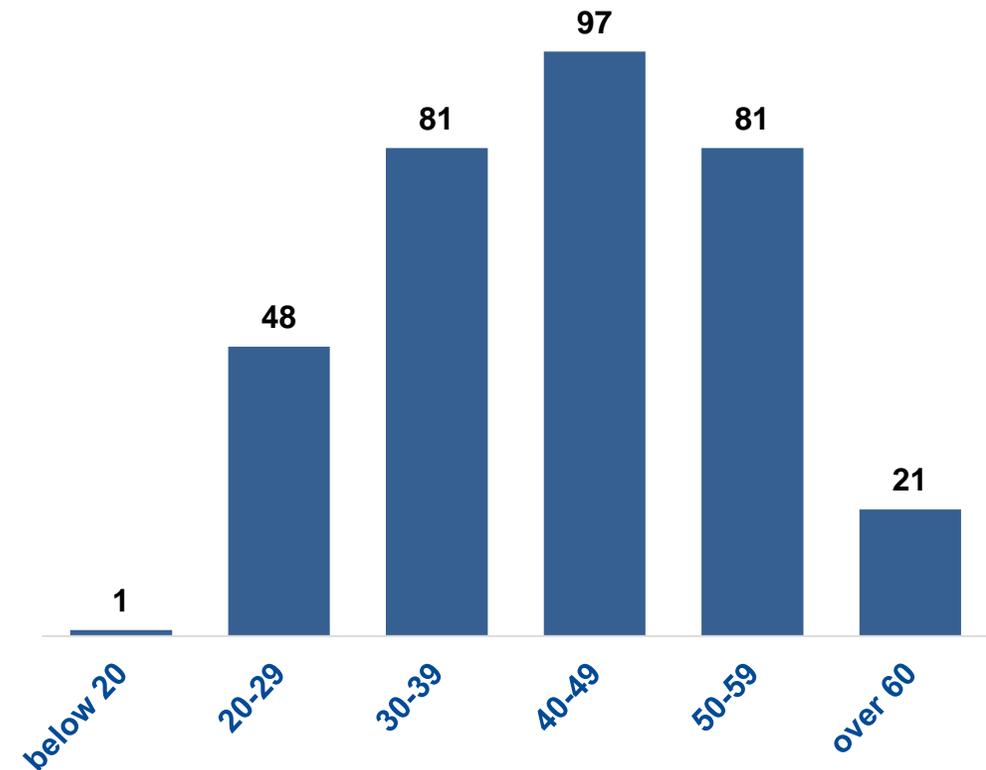
HUMAN RESOURCES

- 76 % of personnel outside Finland

Number of employees at the end of period



Age distribution at the end of period



RESULTS 2017

- Profitability not in line with the company's strategic targets

NET SALES

2017
88,2 EURm (+38%)

2016
40,1 EURm

EBITDA

2017
1,6 EURm (1,8%)

2016
7,5 EURm (11,7%)

EBITDA (adj.)

2017
3,5 EURm (4,0%)

2016
10,3 EURm (16,0%)

EBITA

2017
-2,7 EURm (-3,1%)

2016
4,7 EURm (7,4%)

EBITA (adj.)

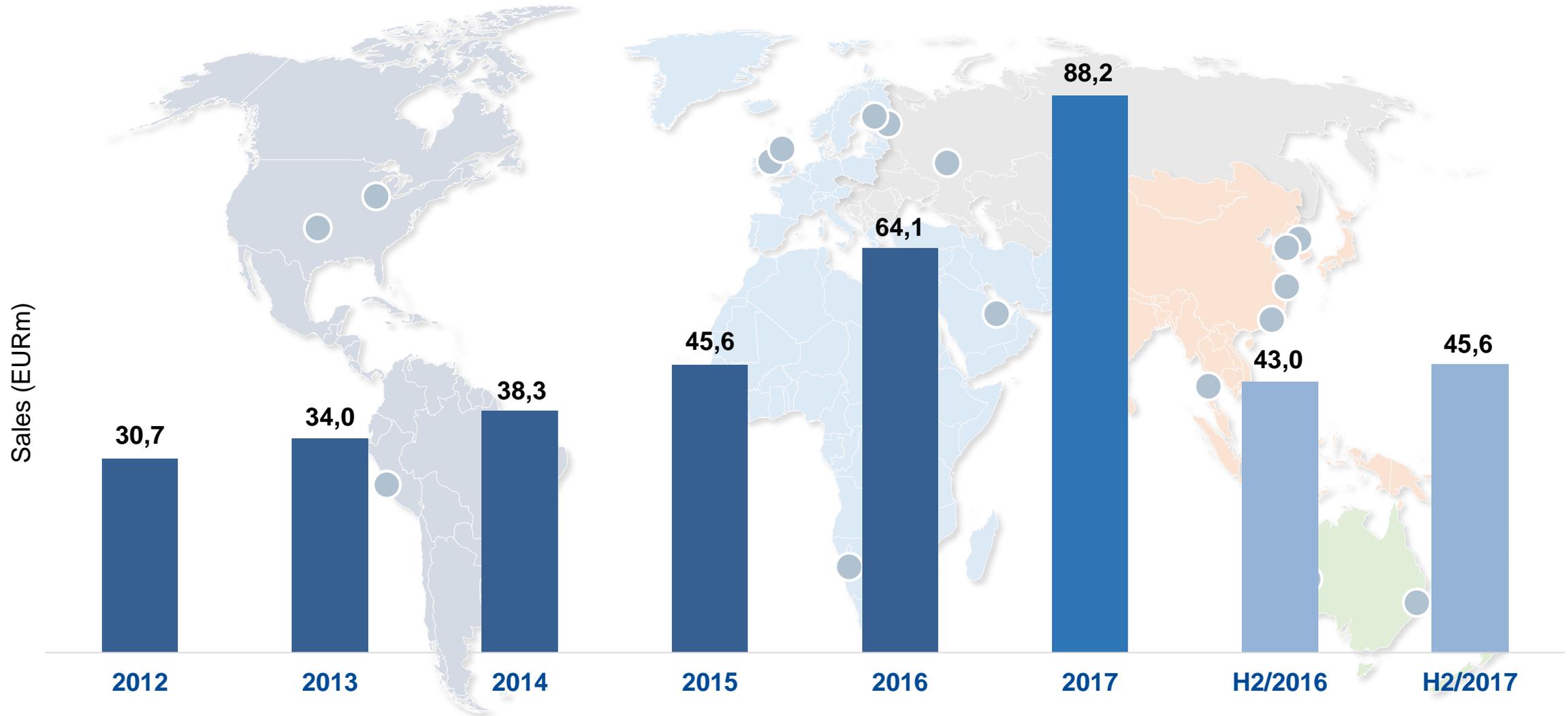
2017
-0,9 EURm (-1,0%)

2016
7,5 EURm (11,7%)

Adjustments consist of following items: expensed share issue expenses 1,3 EURm, other acquisition related expenses 0,5 EURm and re-organising expenses 0,1 EURm. Amortization related to the acquisitions were 0,9 EURm.

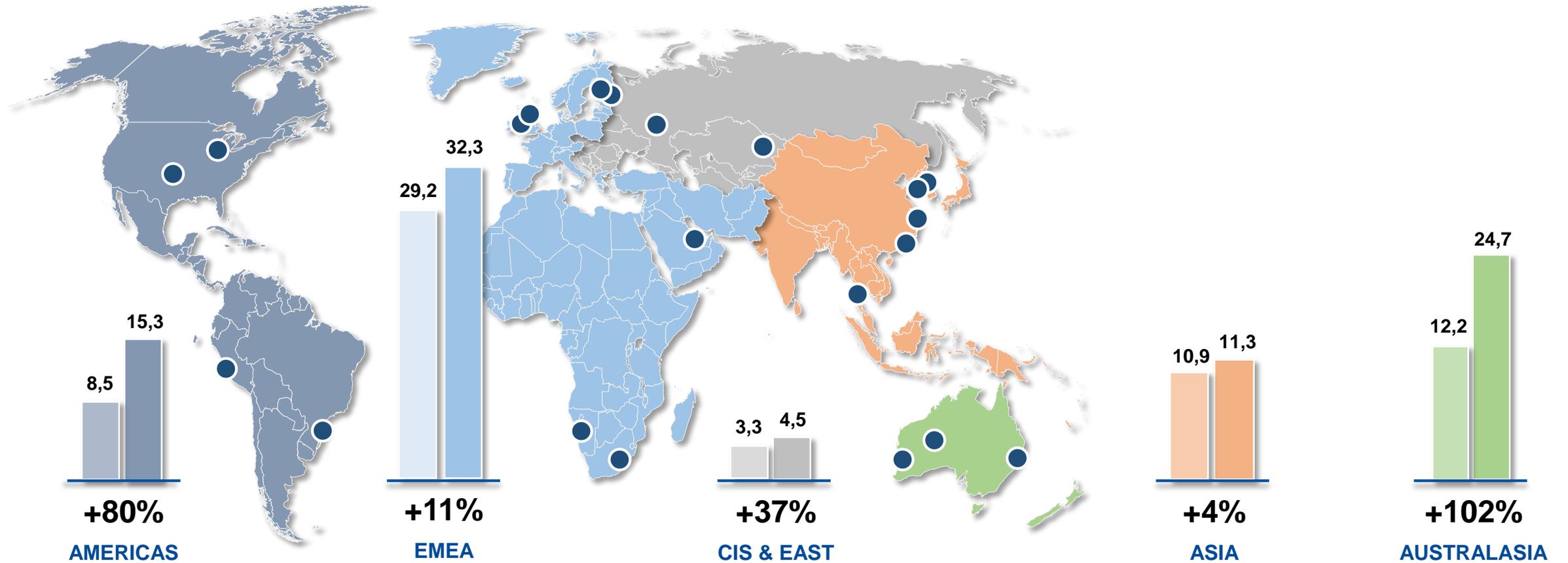


NET SALES, EURm

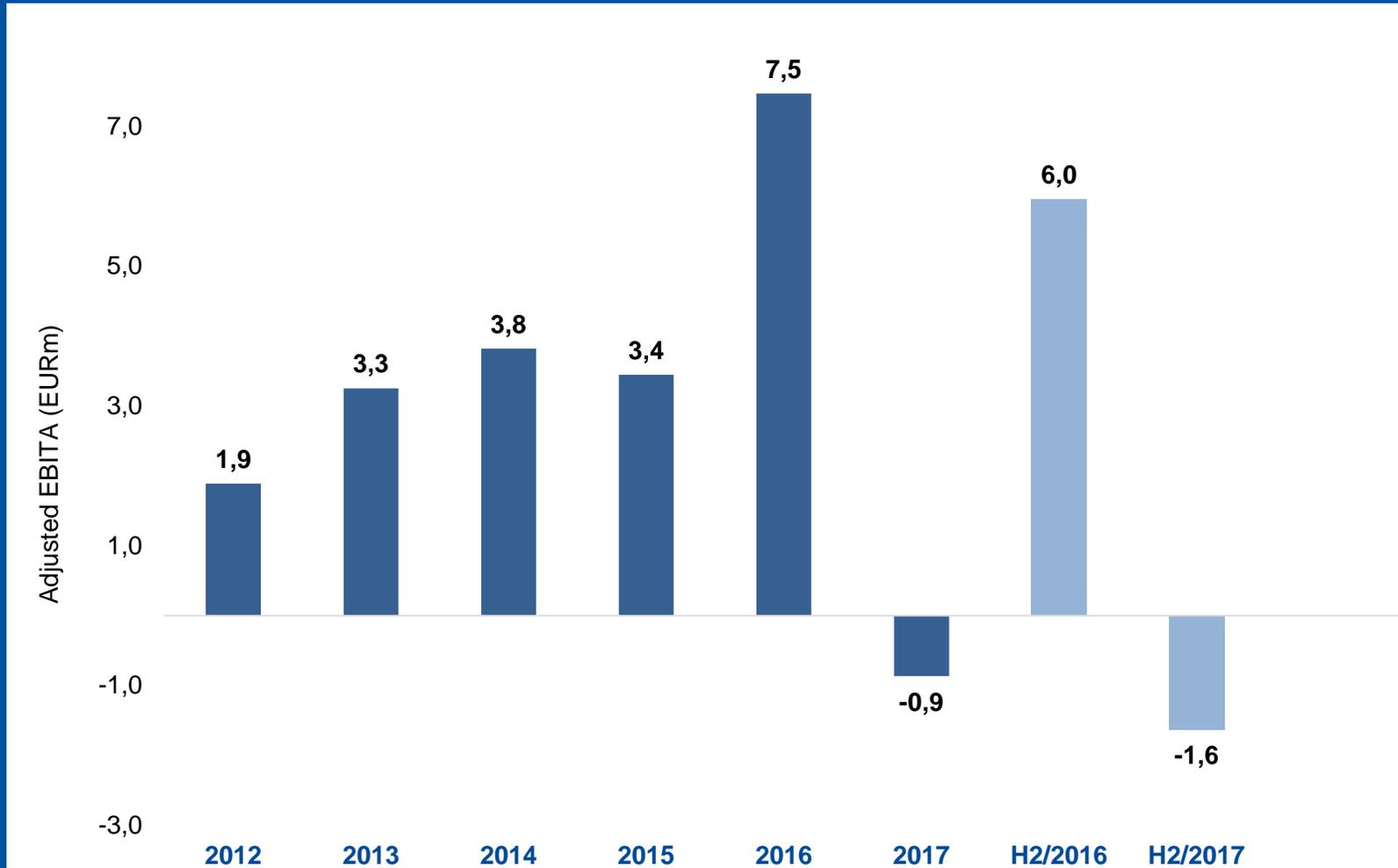


REGIONAL SALES DEVELOPMENT

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



PROFITABILITY DEVELOPMENT



Adjustments consist of the following items:

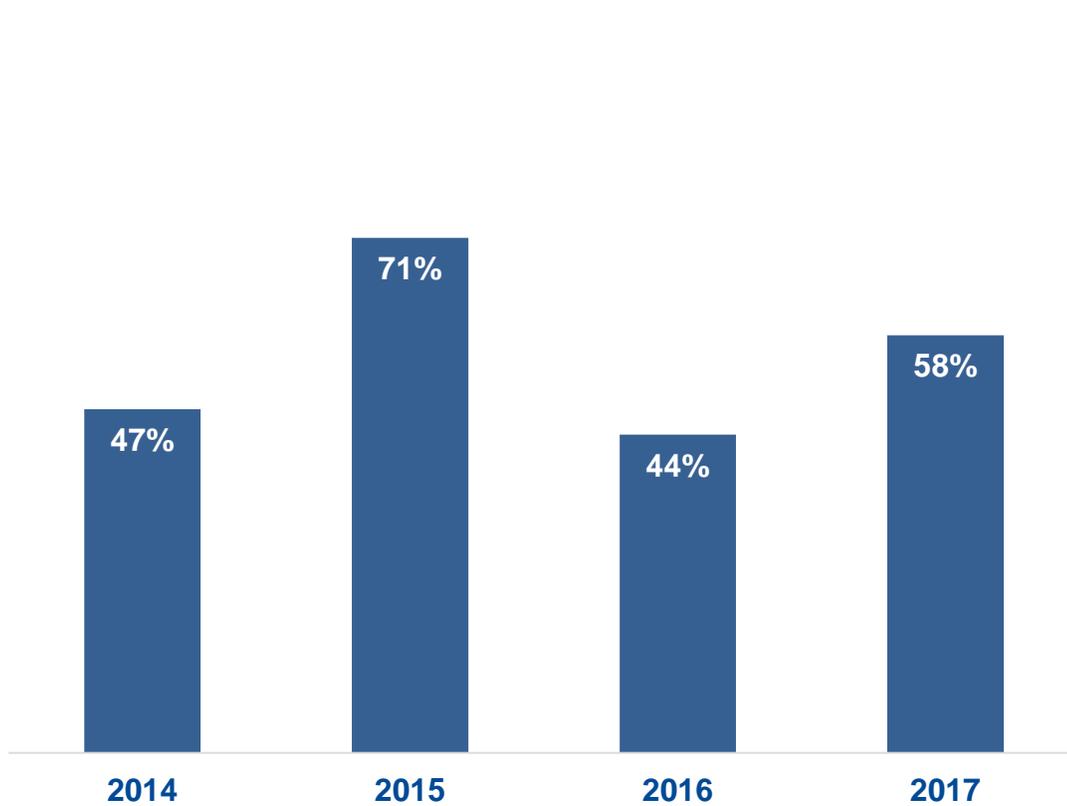
- Share issue expenses 1,3 EURm
- Other acquisition related expenses 0,5 EURm
- Re-organising related expenses 0,1 EURm
- Amortization related to the acquisitions 0,9 EURm

EBITA was also affected by:

- Strengthening personnel
- Integrating acquired units
- Higher fixed costs
- Lower than targetted sales

KEY FINANCIALS

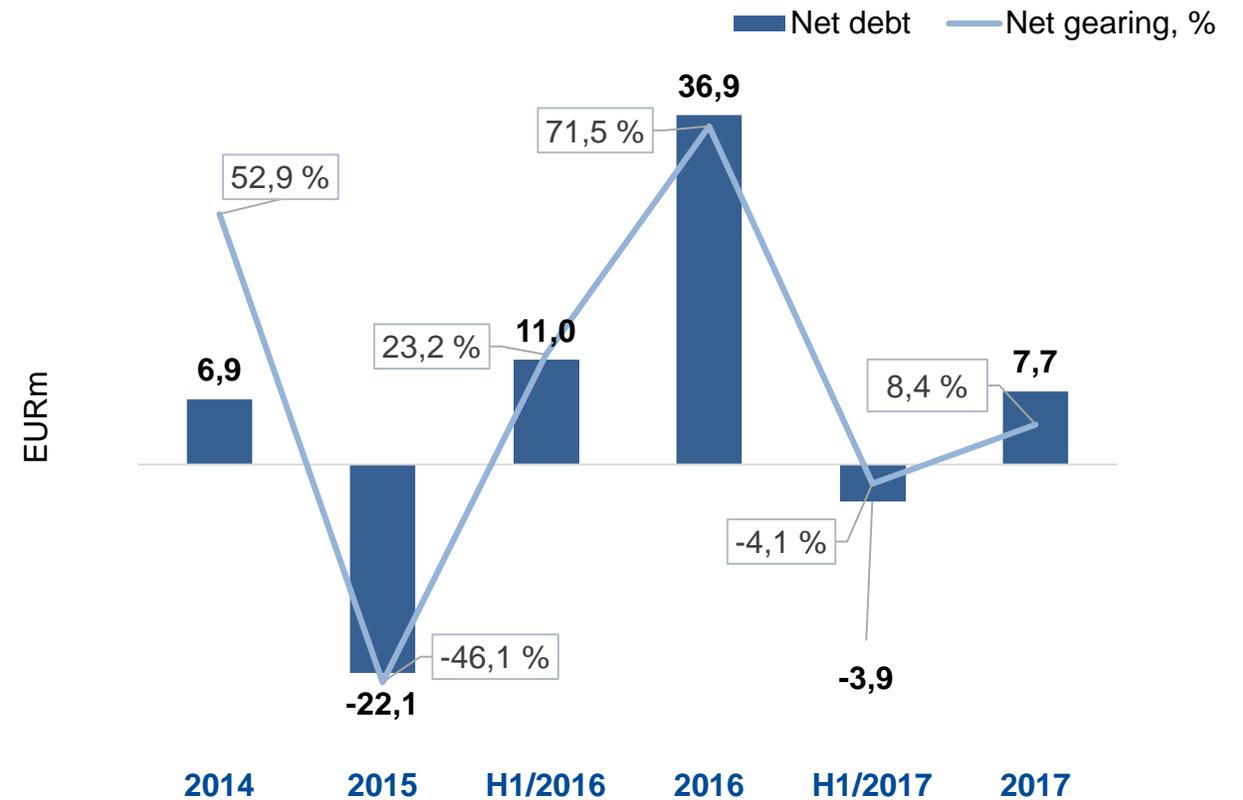
Equity ratio, %



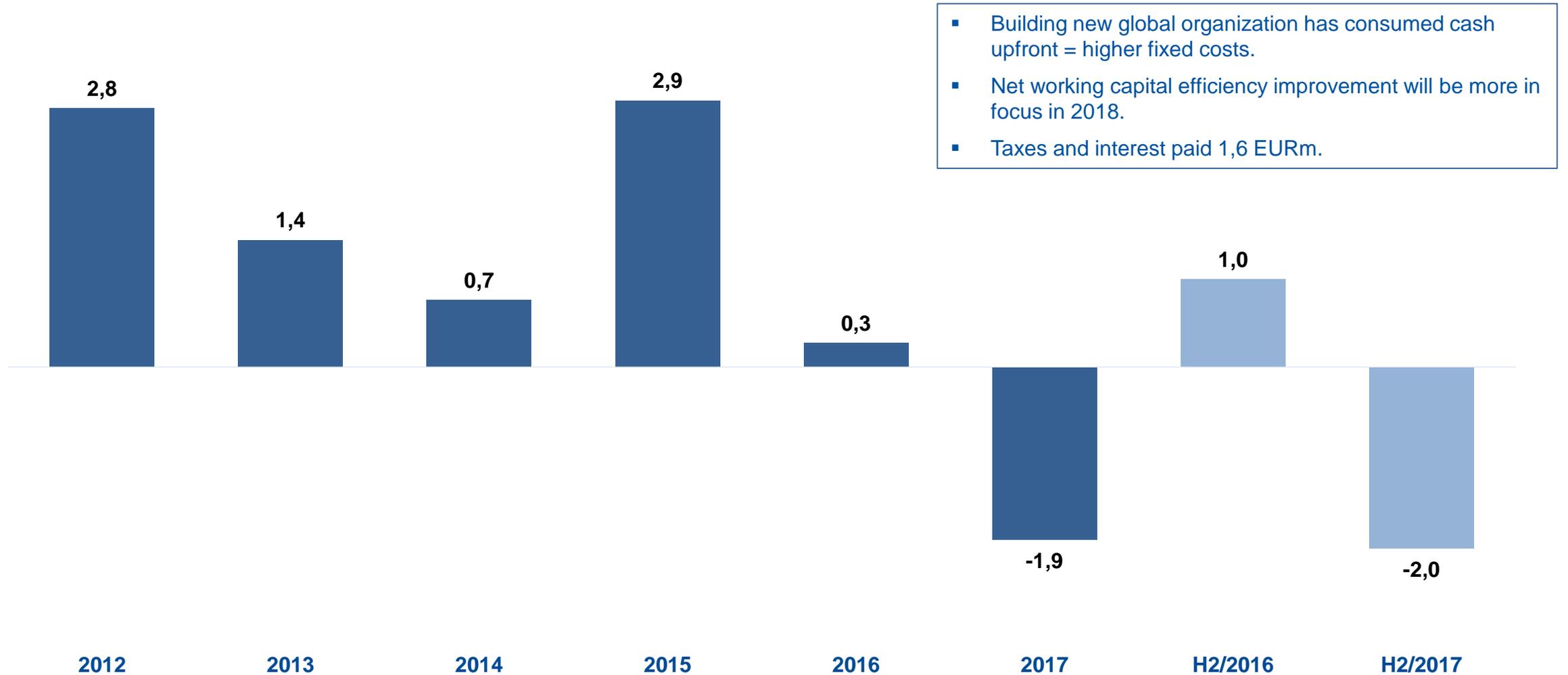
CAPITAL EXPENDITURE 11,1 EURm

Robit decided to invest 10 EURm to new state-of-art manufacturing in Korea. 6,9 EURm of this total investment was paid in 2017. The rest of the investments consist of acquisition of Halco assets in USA, UK and some other minor capital expenditure.

Net interest-bearing debt



CASH FLOW, EURm (NET CASH FROM OPERATING ACTIVITIES)



SHARE INFORMATION

- On 31 December 2017 the company had 2 178 shareholders
- On 31 December 2017 the company held 86 320 own shares; 0,4 % of the shares
- Market capitalization on 31 December 2017 was EUR 136 million (share price EUR 6,47)



- 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



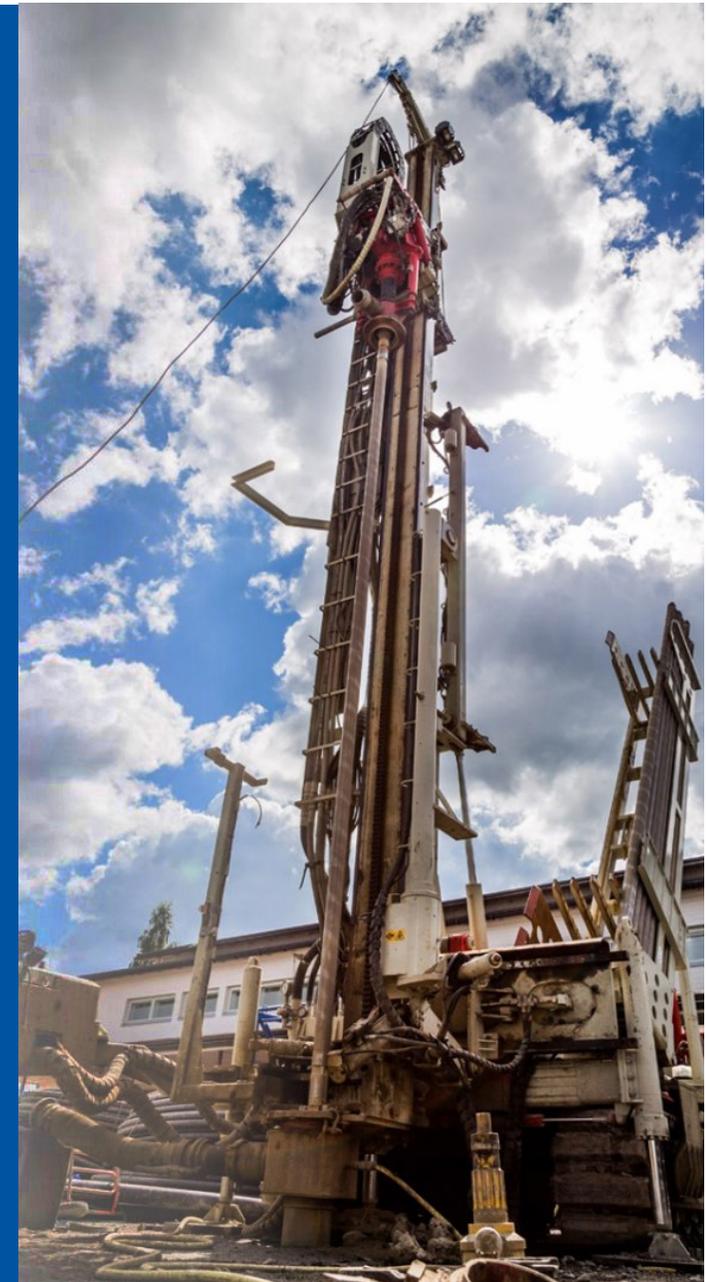
SHORT-TERM FOCUS

Sales, Sales & Sales

- Market share growth

Cash generation

- Profitability
- NWC



MEDIUM & LONG-TERM FOCUS

Focus in Robit 4.0

- Distributor concept execution
- Continue strong growth
- Branding

Projects

- Project businesses
- Digitalization opportunities

New Robit Way Implementation

- Focus work with distributors
- Focus on personnel development



Robit® Bit Better



Robit®