



Robit[®]

Bulletin

Robit Plc Customer Magazine

1 | 2017

New Goliath rising at Meyer Turku

Making room for giant cruisers

Cutting through the mountain in Macedonia

Highway tunnel speeds up travel

The new king of DTH hammers

debuting in Las Vegas



Munch Museum

in the making

Time to hand over the reins

In May 2017, **Harri Sjöholm** handed over the reins to **Mika Virtanen**, the new CEO of Robit Plc. Below you can read what was going through the minds of both the old and new CEO at the time.

This year – if not earlier – Robit has become a truly global company with an entirely new identity. Reaching the next level in terms of size makes everything more interesting. We are now genuinely able to tell the market that we have the largest drilling equipment portfolio in the world. This is a major customer promise, and we have to be careful to guarantee availability.

Last year, our growth rate and profitability improved significantly, for which I would like to warmly thank the entire organisation. Net sales for the first quarter of 2017 show that we are on the right track. We have been successful in integrating the new units and employees gained through acquisitions, and the original Robit has welcomed them with open arms.

The markets have clearly picked up, which is also why I feel confident handing over the reins to Mika. It is easier to operate on a growing market. The future looks bright!

Harri Sjöholm

Chairman of the Board

The markets are indeed recovering, as Harri mentioned. We have to be ready to grab our share of it, in an aggressive but controlled way. We will continue to expand, and new units obtained through acquisitions play just as important a role as the old ones.

Although Robit has grown to be a global player, it is important that we keep decision-making and responsibilities close to the customer. Agility and a strong local presence continue to be our trump cards.

Robit has now reached a decent size, and it is interesting to take the helm during a transformation like this. My background as a leader is in a slightly different business and with larger companies. The road to success is, however, the same: we will win through cooperation and commitment.

Mika Virtanen

CEO as of 1 May 2017



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Above: Satellite antennas on the drill rig.

Below: The driller controls the system on a tablet screen.

Robit X-Sense

drill hole positioning and machine control go to the cloud

Robit Sense Systems, a product family based on patented measuring technology, adds new levels of insight to improve the visualisation and productivity of the drilling process.

S-Sense is the first solution in the world for measuring the straightness of a hole during percussive drilling. The equipment is part of the drill string, which means the trajectory of the holes underground can be seen immediately after the drilling rods have been lifted. X-Sense, the latest addition to the family, creates a model of what happens at the surface by satellite technology. The starting points of the holes, the drill fields and digital surface models can be visualized in 3D on the drill rig. Precise positioning and machine control speed up the work and cut costs.

In the construction sector, satellite positioning is already commonplace in a number of applications, but in drill rigs, the situation is still evolving. With X-Sense, the location of the drill rig can be determined with precision through GNSS, and all essential moving parts of the drill boom are equipped with sensors. This way, the button bit can be steered to the planned starting point of the hole with a precision of a couple of centimetres. Time-consuming and cumbersome manual measuring is a thing of the past, and the driller no longer needs to crawl around the worksite with a spray paint can in hand. The right location, inclination and direction for the hole can be quickly determined.

X-Sense creates a data model of the drill field, containing all the information required during drilling. The operator can either use an existing data

model transmitted through the cloud, or create and edit models on site. The program automatically guides the driller through the plan. The changes in the penetration rate can be viewed at all times, which means the drilling parameters can be optimised on the go. The system can also automatically stop the drill when the target depth has been reached.

- In developing X-Sense, particular attention was paid to the clarity and usability of the user interface, says Quality & Development Engineer **Joonas Sokka**. - It only takes a day to learn how to use the system on site. X-Sense can also be remote-controlled: if necessary, the driller receives support from the office over the cloud.

- The cloud service plays an important role in the Sense family products in other respects too. For example, it connects the hole deviation data of the S and M systems to the X system's positioning data and enables integration into the customer's software systems. The product family aims at an in-depth understanding of the drilling process, each Sense product digging into a different layer and offering a different perspective to it. This opens up totally new opportunities to influence the costs, the safety and the efficiency of the work methods, Joonas sums up.

The commercial launch of X-Sense is expected to take place during the latter half of 2017.

Debuting in Las Vegas: The world's largest DTH hammer

CONEXPO-CON/AGG, held every three years in Las Vegas, Nevada, is the western hemisphere's largest trade show for the construction industry.

In March 2017 at Conexpo, Robit Group and BulrocRobit proudly unveiled the new king of the hill: Bulroc Robit Hyper 331, a high power 33-inch DTH hammer.

The Hyper 331 features the largest piston on the market, weighing in at an impressive 1,552 kg (3,414 lbs). With its long piston stroke and optimized impact frequency, it is the most powerful DTH hammer out there.

Left:

*The smallest and the largest. Product development & technical consultant **Frank Pettinger** from BulrocRobit holding the smallest 1" hammer (piston weight 1 kg). Standing next to him, the brand new, world's largest 33" monster (piston weight 1,552 kg).*

Right:

Jeffrey Foraker, Sales Manager, Robit Inc.,
Brian Bowler, General Manager, DTARobit,
Frank Pettinger, Product Development & Technical Consultant, BulrocRobit,
Mikko Mattila, VP Americas, Robit PLC,
Jonas Palm, Sales Manager, Robit Inc.,
Eddie Dalby, Sales Manager, Robit USA LLC.,
Jonathan Hurt, Commercial Director, BulrocRobit,
Alexei Albuquerque, Sales Manager, Robit Plc,
Brett Illidge, Pacific Bit of Canada Inc.,
David Delorme, General Manager, Robit Inc.



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COMPLETE SELECTION OF DRILLING CONSUMABLES

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Complex Crushing
Workout & Systems

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A new Goliath rising up in Turku

The Finnish shipyard industry has wind in its sails. This is evident at Meyer's Turku shipyard whose order books are full well into the 2020s. To ensure additional capacity, a new gantry crane – the largest in the Nordic countries – is being erected at the shipyard.

Shipbuilding in Turku began at the mouth of Aurajoki river almost 300 years ago. The newest shipyard was built in Perno in the 1970s, and since then a long line of tankers, cargo vessels and, above all, passenger ships and luxurious cruise ships have left the shipyard to sail the world's seas.

Right from the start, the shipyard's skyline has been dominated by a 600-tonne gantry crane rising to 105 metres. It is used to lift the ship sections, the size of small blocks of flats, manufactured at the shipyard into the basin to be joined together.



Picture: © Meyer Turku Oy

Lifting capacity doubled

As the shipyard saw its order book fill up and the ships growing in size, the need for additional capacity became apparent. That is why the construction of a new, even sturdier crane is now being planned. It will have a lifting capacity of 1,200 tonnes, i.e. twice that of the old crane. The new crane will be 122 metres high, thus also increasing the lifting height by more than 10 metres.

Three DTH hammers have been busy at the shipyard before the crane construction begins. In the past, the plates coming from the steel mill were stored outdoors; now a hall is being built specifically for them. Hundreds of piles measuring 170 and 220 mm have been drilled for its foundations in demanding conditions.

- We chose the suitable methods in collaboration with the contractor to make sure that everything goes as planned. And we succeeded: the piling proceeded within schedule and the deliveries arrived on time, says Robit's Senior Specialist **Kari Juntunen**.

Old and new work side by side

In summer 2017, the piling work for the foundations of the new gantry crane has been started, and the erection of the crane will begin at the turn of the year. The old crane will not be scrapped – it will just be moved a little further backwards on the rails. As of summer 2018, the skyline of the Turku shipyard will be dominated by not just one but two Goliaths.



Robit puts down roots in the Middle East

In late 2016, Robit took a step to expand its foothold in the Middle East by establishing a sales company (Robit Plc - BFC) in Dubai, the largest city in the United Arab Emirates. The new sales company is led by Export Manager Juhani Sivenius.

What are the starting points for the operations in the Middle East?

Considering the size of the market, Robit's sales in the area have been modest to date. The journey is only just beginning. We are currently focussing on presence to enhance visibility, and on availability, which is indispensable for growth. So we have a lot of footwork to do. We have achieved a few successes, which creates a good foundation for the future.

Tell us more about the successes!

Stevin Rock, the area's largest quarry located in Ras Al-Khaimah, is my customer. Robit has a two-year agreement for the supply of wear parts for their entire DTH line. Drilling in Tel Aviv's metro tunnel project in Israel will start during the summer using our forepoling tubes. The Turkish market is already looking good, thanks to my colleague.

What is Dubai like as a business environment?

The culture is quite colourful because of the wide variety of nationalities. Taking care of administrative matters can be a little slow and bureaucratic, but you get to used to it. My goal is to turn the operations in the area around as soon as possible by acquiring end customers and expanding the distributor network.

Cliff McGowan (DTARobit) giving instructions to Bharadwaj Ventaraman (Delta Corp Global, right).

Robit at the heart of the Central Asian mining industry

Kazakhstan is one of the world's leading mining countries after Russia. That is why it was natural for Robit to establish a sales company in Ust-Kamenogorsk (Öskemen in Kazakh), the capital of the East Kazakhstan Region. Export Manager Juha Sorjonen participated in launching the sales company's operations.

What kind of foothold does Robit currently have in Central Asia?

We have operated on quite a broad scale through distributors, in Kazakhstan, Uzbekistan, Tajikistan, Azerbaijan and Kyrgyzstan. We are first establishing our operations and increasing the number of personnel at the Kazakhstan office. At some point, we might also establish new offices.

What is Kazakhstan like as a business environment?

This is the kind of market that is impossible to manage from afar. You have to be there, with your eyes and ears open. Personal relationships are key; you have to know the right people.

The operations of large customers are meticulously organised: the suppliers' products are tested, and if you pass the test, you can participate in an online tendering process – if you are a company registered in the country. With smaller customers, things are less formal.

Have you set any short-term goals?

This is a long-term effort. We can't sell new products based on the virtues of existing ones; we have to prove their quality time and time again through tests. We are not seeking a dramatic net sales growth during the first year. The global economy also sets some boundaries: in Central Asia, foreign exchange rates have plummeted because of oil price, reducing demand for imported goods.



Munch Museum rises from the sea

Edvard Munch was an incredibly prolific artist. He willed 28,000 of his works – paintings, sculptures, and photographs – to the city of Oslo. It had long been clear that the old Munch Museum was too small to house the collection. A new one is now being built on water in Bjørvika bay in downtown Oslo.

There was a long and heated debate about where the new Munch museum should be built and what it should look like. In 2008 the city of Oslo announced an architectural competition, and the following year a proposal called Lambda, by the Spanish architect **Juan Herreros**, was declared the winner.

Initial controversy

As is often the case with contemporary architecture, Lambda's bold design and size met with some resistance. It was considered strange shaped and too tall for its surroundings. After years of a political tug-of-war, the construction work finally started in 2016.

The job site was not the easiest possible either: Lambda was designed to rise directly from the sea. That meant a massive piling project for the contractor Hallingdal Bergboring. Robit, having been in close

cooperation with Hallingdal for years, was selected as the provider of drilling tools for the project.

Custom-made drill bits

Old seaports are often challenging for piling jobs. The bottom of Bjørvika was filled with silt, large boulders, wooden piles from old dock, et cetera. The bedrock underneath them, on the other hand, was very hard. For these reasons Robit and Hallingdal designed the optimal drill bits in cooperation.

Location in the city centre was another challenge. The famous Oslo Opera House sits right next to the job site; one had to make sure that its foundations remained unharmed while drilling up to 12 metres into the bedrock. This was achieved by using Robit's DTH-RoX+ FC (Flow Control) pilot bits.





Casings with ring bits and a flow control pilot ready for action at Bjørvika.

16 kilometres of piles

For the foundations of the Munch Museum, some 16 kilometres of piles were drilled, 311 piles altogether, the thickest being 711 mm in diameter. Some were drilled on solid ground; others from a drilling platform floating on the bay. In these circumstances, drilling work takes a lot of skill.

- When you're on the platform, controlling a machine that's thumping on the rock 50 metres below you, you need to keep your eyes, ears, and touch on full alert, says Hallingdal's operations manager **Sverre Bjella**.

Despite the difficult conditions, no major surprises or problems were encountered. The piling project

was finished on time in October 2016. In addition to Hallingdal, Robit's Senior Specialist **Kari Juntunen** extends his thanks to other parties involved.

- Our agent Norsk Pumpeservice was responsible for the storing and technical service of the drilling equipment, and did a great job. There wasn't a single gap in the supply of consumables on the job site, Kari says with content.

In October 2016, Princess **Mette-Marit** laid the ceremonial foundation stone for Lambda. The imposing, glass-faced 12-story building is set to open its doors to the public in 2020.





New motorway in Macedonia straightens the bends

In Macedonia, the verdant heart of the Balkans, narrow and winding roads hug the mountainsides making journeys by car excruciatingly slow. The situation is about to change, though, through massive investments in infrastructure.

The single largest road building project underway in Macedonia is the 57-kilometre stretch of motorway between Kicevo and Ohrid, a popular lake-side city in the southwest corner of the country. The project employs 1,200 people and 550 machines. The EUR 375 million investment project is financed by Sinohydro, a Chinese state-owned company and the main contractor of the project.

A twin-tube tunnel with two lanes in each tube will be built through the Preseka mountain, totalling four kilometres in length. Traffic will travel in one direction in each of the tubes.

To an extent, the tunnelling work will be carried out the traditional, manual way by around two to three hundred employees, while the rest of the excavation



Planning and scheduling everyday operations at the jobsite: Avtotehna d.o.o., Sinohydro and Robit.

work will be handled by tunnelling jumbos. The local subcontractor for the project is Avtotehna d.o.o. Skopje, which is in charge of procurement and the maintenance of the equipment and machinery. For forepoling, Avtotehna chose Robit's tools. The criteria for the decision were clear.

- Robit clearly outperformed its competitors in the tests. With Robit's products, the drilling of one cross section equalling 39 holes took 30 hours in contrast with 48 hours achieved by the best competitor. There are several reasons for this: Robit's casings are thicker, the casings' threading is superior, and as a whole, the products are stronger and more reliable, says **Vladimir Ovcarov**, Manager at Avtotehna.

Robit has guaranteed a constant supply of wear parts.

- It is all about customer service. By listening to the customer and making plans together with them on-site, we are able to estimate what products and how much of them will be needed at the site over the next couple of months, and most importantly, we are also able to deliver on those needs. We dispatch a truckload of products every week, Robit's Sales Engineer **Rasmus Sokura** says.

- Competition in this field is stiff. You have to be prepared for surprises and risks and be able to react quickly. We have proven from the get-go that you can

always rely on Robit. We have since also managed to gain a foothold in the Balkan mining sector, Rasmus adds.

Avtotehna is also very happy with Robit.

- Our co-operation with Robit has run smoothly. They listen to our wishes and offer flexible, quick service 24/7. This is something that large, rigid organisations have not been able to provide, Vladimir says.

Deep inside the Preseka mountain, tunnelling work will continue for over a year. If the project stays on schedule, the motorway will be completed in 2018, cutting – to the delight of Macedonian motorists – the travel time between Kicevo and Ohrid in half.

ROBIT'S ROX+ 114,3/10 SYSTEM FOREPOLING PRODUCTS IN MACEDONIA:

- Pilot bits
- Ring bits (welded to casing)
- Extension casings and end casings
- Grouting plugs/end caps with ball valves
- Drifter shank adaptors and rods

Espoo waters to be treated in a massive cave

Playing a round on Espoo Golf's green fairways, you would never guess that right next to the golf course, under the Blominmäki rock, a massive excavation project is underway: the construction site of a new wastewater treatment plant. Once completed, the plant will process the wastewater of over 400,000 residents.

Espoo is building the new plant to prepare for an increase in its population. The plant will be equipped with the best modern technology which will improve treatment results. Energy efficiency is another design feature: the plant will produce more than half of the electricity it needs itself. It will also produce heat in excess of its needs.

The contract was awarded to Lemminkäinen Infra. Robit will supply all the drill bits and some of the drifter shaft adapters and rods to the construction site.

- Robit's assets in the competitive bidding process were full service, delivery reliability and uncompromising quality, says Project Engineer **Jarkko Meriläinen** from Lemminkäinen.

During the first months of the project, Robit and Lemminkäinen worked on product development to find the most suitable drilling tools. Before long, their co-operation resulted in an optimal wear part maintenance cycle during excavation. Robit's sharpening service ensures that operations can continue uninterrupted.

- It's not about the unit price of a product, say, a drill bit, but about the life cycle cost. When co-operation with the drillers is smooth and maintenance flows like clockwork, considerable cost savings can be made, says Robit's Sales Manager **Mika Mankinen**.

A whopping 900,000 cubic metres of rock will be excavated at Blominmäki in total. The excavation work will be completed during 2017, followed by the actual construction work. The new plant will go on stream in 2020.

Hydro power from the Himalayas

Starting some 4,000 metres high up on a Himalayan glacier, The Alaknanda River winds its way down towards the south through the state of Uttarakhand, gaining momentum, finally meeting with the Bhagirathi river to form the mighty Ganges. Some of that momentum will be harnessed by a hydroelectric plant, now under construction in the Chamoli district in Northern India.

The 444 MW hydropower construction project includes a diversion of the river into a headrace tunnel and a diversion dam of 65 m height across the river. This will create a gross head of 237 m for power generation.

A project this size requires also a number of adits, or access tunnels, to be built. The ground conditions for tunnelling work has proven to be quite challenging: the TBMs would have to drill through loose soil mixed with large – or small – boulders made up of very hard quartzite.

Machino International was selected to supply and install the piperooting system for the TBM entry adit with Robit's tools.

- We had heard a lot of positive feedback about Robit's piperooting system from previous projects, such as the IL&FS Kiratpur Ner-Chowk highway tunnel and the IRCON railway tunnel at Jammu & Kashmir. Also, Robit's Sales Manager **S.K. Back** paid a personal visit on-site to meet our client and made a convincing case for Robit, says Director **Vibhore Agarwal**, Machino International.

Thanks to the timely supply and high quality of Robit's ring bits and pilot bits, the goal of installing the 12-metre casing system was reached in time. Once completed, the hydroelectric plant will significantly improve the supply of electricity in the area by providing clean, renewable, low-carbon energy.





From right:
Sam Rusialda (Uptime),
Binn Lim (Robit Korea),
Bryan Lumongtad (Uptime).

Uptime - from necessity to opportunity

Uptime Earthmoving Solutions Inc. (Uptime) was established in 2016 by engineers and technical people of Delta Earthmoving, Inc. a leading contractor in the Philippines specializing in earthmoving, quarrying and mining.

Delta was executing nine quarrying contracts and one major open pit mining contract, extracting a combined 4.5 million metric tonnes of materials per month, each one requiring drilling operations. **Mr. Geoffrey Omengan**, Delta's EVP for asset management then observed that in spite of the operations' results showing the obvious cost efficiency of Robit products over other brands, the company continued to use an assortment of brands. With this observation, Mr. Omengan envisioned not only expanding the utilization of Robit products but also distributing the brand in the Philippines. Not only would sustainable drilling solutions be provided to Delta but business opportunities would also arise in distributing products which have shown a distinct advantage over other brands based on actual applications. Thus, Uptime was created with Mr. Geoffrey Omengan at the helm.

On the other end, **Binn Lim**, Export Manager of Robit Korea, had been waiting for years for the opportunity to introduce the Robit brand to Delta. As fate would have it, Mr. Lim and **Mr. Jimmy Omengan**, a director of Delta, crossed paths during the Bauma Expo in Munich, Germany in 2016. The two did not waste time discussing the availability of Robit products in the Philippines, which quickly graduated into Uptime's possible dealership and distribution of Robit products. This would pave the way for further discussions between the two parties and as the adage goes, "the rest is history".

Less than a year from its establishment, Uptime has gained tremendous momentum in developing Robit as a major player in the Philippine market. The use of Robit products has expanded beyond Delta to other drilling contractors. Furthermore, Uptime was able to confidently conduct drill testings for several significant players in the Philippine mining industry. The results have been encouraging and Uptime foresees a significant growth in the market for Robit.

Get to **know**

David Mildren

David Mildren (MBA; B.Sc.Eng) was appointed CEO of Robit UK in March 2017. David has an extensive management career in the DTH business. He's living on the UK's South Coast with his wife, and has a passion for riding and collecting dirt bikes.

How did you end up working for Robit?

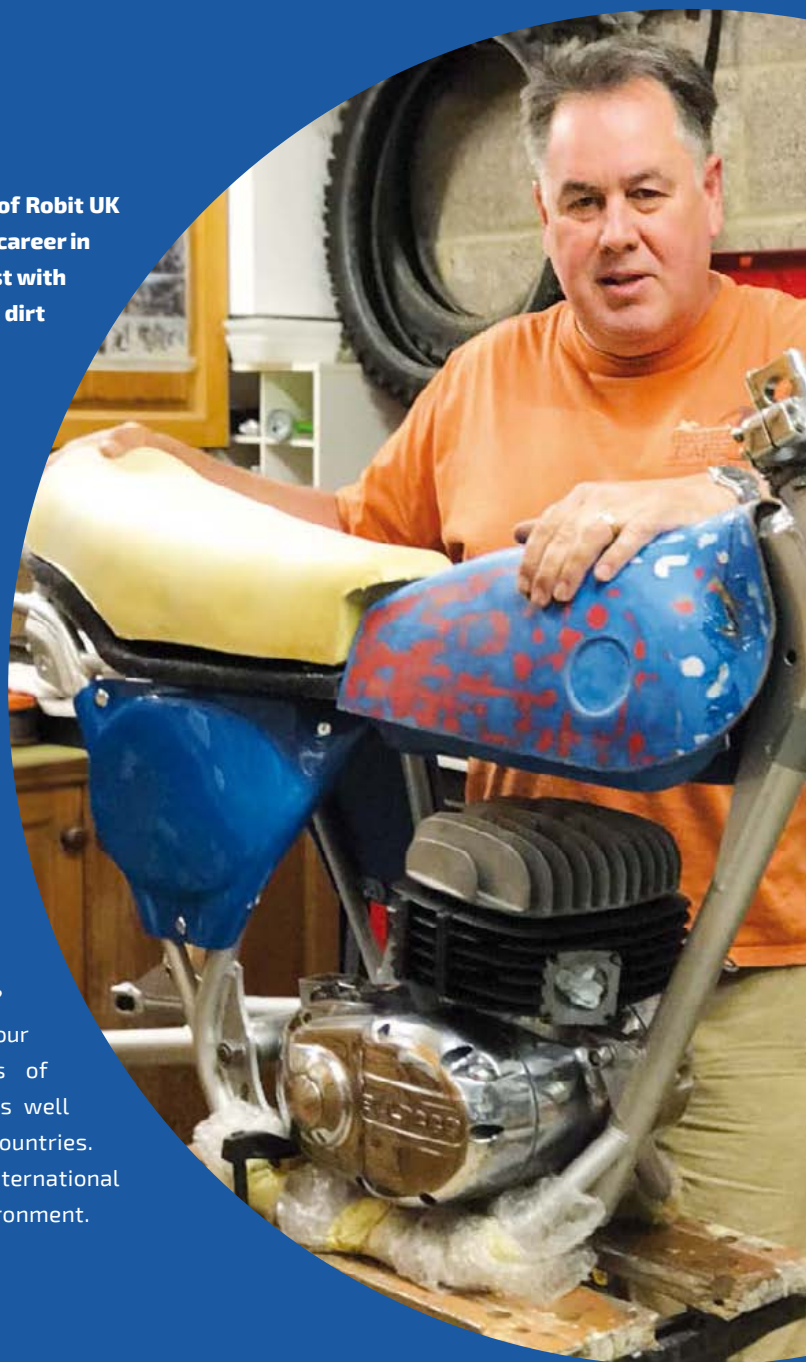
My previous job was with PricewaterhouseCoopers. I've known **Harri (Sjöholm)** since my Sandvik years, and I think he knew that my heart was still in this industry. So he contacted me, we kept talking, and he finally got me convinced that this role was too great an opportunity to turn down.

What are your key responsibilities?

I am primarily responsible for the independent Halco brand worldwide; I will lead Sales and Marketing and have responsibility for the Brighthouse factory. As part of my UK leadership role, I will also have responsibility for the Bulroc factory.

How is the business outlook from UK's point of view?

If we are to be successful, we must look beyond our borders. That means understanding the needs of customers in the distant corners of the world, as well learning how to be competitive against lower cost countries. To do that we have to travel, be close to our international customers and look beyond the needs of the UK environment.





Jorma Juntunen

Jorma Juntunen started in the capacity of VP Region East in March 2017. His career has included a number of management posts in CIS countries, among other places. He is married with three grown children. Jorma is an angling and fly fishing enthusiast.

What attracted you to Robit?

I've always appreciated quick, sensible decision-making and bold endeavours. That is exactly the kind of corporate culture Robit has.

What are the practical aspects of your job?

Developing strategic business in the CIS and Eastern European areas, creating new business opportunities and profitable growth. At the same time, I have to guarantee sufficient resources for achieving targets through recruiting and expanding the sales network.

How is the business outlook from your perspective?

Fairly good because mining operations in the CIS region are active and not as cyclical as in many other areas. Major construction projects that we wish to be part of are in the making in Russia. There are ongoing tunnel projects in Eastern Europe where Robit is already well known. New, satisfied customers will propel the growth of our sales.



Tommi Lehtonen

Tommi Lehtonen was nominated VP for the DTH business in March 2017. He has held several management positions at Metso, both in Finland and abroad. Tommi lives in Tampere with his wife and teenage children. Downhill skiing and other sports keep his body and mind active.

How did you end up at Robit?

Coming from a large organisation, a smaller, dynamically growing, transforming company with an entrepreneurial spirit attracted me and offered me an opportunity to learn new things. I was familiar with the quarrying segment from my days at Metso.

Has the role of DTH at Robit grown with the acquisitions?

Our offering has definitely expanded, and we have a huge client base, from mining companies with billions in net sales all the way to one-man drilling operations. Ultimately, wherever there are people, there are potential Robit customers.

How do you see the competitive situation in the sector?

Selling consumables is more rewarding in the sense that it is not as cyclical as the equipment or mining business. It is a clear advantage for us and increases Robit's attractiveness.



Ilkka Miettinen

Ilkka Miettinen, M.Sc. (Econ. & Bus. Admin.), took on the role of Robit's CFO in February 2017. He has a strong background in similar positions in various sectors. Ilkka lives with his family in a new house in Annala, Tampere, and plays football in the over-35 league.

When and how did you end up at Robit?

I used to work for **Harri Sjöholm's** company and we are familiar with each other's ways of working. Harri asked if I'd be interested in taking on this job. Its strong growth and dynamic leadership made Robit an attractive workplace. My comprehensive experience in listed companies, for instance, probably also played a part in me getting the job.

What are the practical responsibilities of a CFO?

Financial management, designing reporting structures and reporting to the management and Board of Directors. A growing global company is made up of an increasing number of moving parts.

How is the business outlook from a CFO's point of view?

The mood on the markets seems positive. There are a few factors in the global economy causing uncertainty which is why the acquisition in the US took place at a good time. We will be able to get a piece of the US markets even if protectionism raises its head.



Kari Alenius

In May 2017, Kari Alenius, M.Sc. (Eng.), was made VP for the EMEA region. He has worked in management positions in the mining industry in Europe and the Far East. Kari lives in Tampere with his family: his wife, two children and his English Pointer. He spends his free time playing ice-hockey, downhill skiing and mountain biking.

How did you end up at Robit?

I had been keeping an eye on this upcoming company for a long time and discussed joining it several years ago already. We had lived overseas for 16 years. The position opened up and many people encouraged me to apply. I called **Mikko Mattila** – and here we are.

What is EMEA's role in the now-global Robit?

There is no end to our growth potential. We are a big name only in Finland and Scandinavia, so far. We have a lot of work to do in Central Europe as well. Urbanisation is set to continue in various parts of Africa for some time to come, which means that there is plenty of room for us in the infrastructure markets.

What is the competitive situation in the area?

The two largest competitors continue to dominate the markets. We need to be flexible and technically ready to tailor solutions to meet our customers' needs. Investing in delivery times and availability guarantees a market share for high-quality suppliers.

Presenting: **THE PRODUCTION EM**

Valeri Popovitch, Finland

Valeri Popovitch, 47, has been working at the Lempäälä plant since 2013. He works in the production of DTH products – more specifically the RoX product family.

What is your average work day like?

My work involves inserting buttons in the ring bits and pilot bits and then pressing the ring bits and casings together. I also work on the blackening line where the ring bits are given their black colour, and I transfer the finished, dry products to the warehouse.

What is it like working for Robit?

I like it here, the atmosphere is positive and encouraging. I have always received help when I've needed it.

How do you spend your free time?

I mostly spend it with my family and outdoors with our dog. I also like watching sports on tv, especially football and ice-hockey.



"Valeri is one of Lempäälä DTH production's key employees. The daily tasks are strenuous and you have to be physically fit, but Valeri is always highly motivated and an excellent team player. The other production employees often give positive feedback on how Valeri is always available and willing to help others."

Kari Sivula, Production Manager



Stephen Straw, UK

Stephen Straw is a CNC machinist at Bulroc Robit UK, Chesterfield. He has worked for Bulroc for some 30 years.

What does your day-to-day work mainly consist of?

It consists of programming and operating various CNC lathes. I specialise in manufacturing the larger hammer and one of our special orders. I enjoy working on new production projects and it gives me great satisfaction when the new product works correctly.

EMPLOYEES OF 2016

Jinman Kim, Korea

Jinman Kim is a production team shift supervisor at the Donghae factory in Korea. He had been working for YP-CND since the early 2000s and became a Robit employee after Robit acquired YP-CND in 2011.

What does your typical working day consist of?

I manage a number of things at the factory site, such as shift employees, machine maintenance, allocating machine resources, CNC programming, et cetera.

What do you like best about your job?

It gives me great satisfaction to see something that has so far only been an imaginary drawing turn into a real object in a machine. I also enjoy training and learning about new machines and systems.

What do you like to do in your spare time?

We are very busy at the Korea factory these days and it's not always easy to find spare time. But when I do, I like to take a walk by a nice little river near my home or go hiking in the mountains.



"Jinman Kim is one of the key production employees at Robit Korea. He has a positive mind and performs his job quickly and accurately, and he is highly respected by his co-workers. He always thinks customers are a priority. Jinman makes a great contribution to the company's development."

Gi Hyun Kim, Production Manager

Bulroc was acquired by Robit about a year ago. Has that changed anything?

Since the takeover I have seen numerous changes in the form of new machinery and other investments, bringing us more up-to-date and in line with our competitors. Also, the health and safety implementation have made the workplace a safer place to be.

What do you do in your spare time?

I like to visit and keep in contact with my family who mainly live away. I have hobbies such as golf, keeping fit and walking my dog. I also enjoy having a good bottle of wine with friends.

"Steve was part of the team that successfully produced the 331 hammer in a short time. Under immense pressure – each component manufactured had enormous material costs – he handled operations as expected. Calm, collected, astute with great experience – the type of guy needed to achieve the goal."

Jonathan Hurt, Director

Ring that bell louder!

*Robit transferred from First North to the Nasdaq Helsinki main list in May 2017.
From left: CFO **Ikka Miettinen**, Chairman of the Board **Harri Sjöholm**, and CEO **Mika Virtanen**.*



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