

# Robit®

## Financial Statements 2016

Analyst and Press Conference  
28 February 2017



# Welcome to the Analyst and Press Conference

**Section A) Financial Statements 2016**

**Section B) Main Listing 2017 ?**



# Robit – Growth and Sales Company



**GROWTH**

**SALES**

**GROWTH**

**SALES**

**GROWTH**

**SALES**

ORGANIC

STRUCTURAL  
THROUGH  
ACQUISITIONS

# Excellent Results in 2016

NET SALES

**63,9** EURm

NET SALES  
INCREASE

**+18,3** EURm  
**+40,2** %

EBITDA

**10,3** EURm  
**16,2** %

EBITA

**6,8** EURm  
**10,6** %

EBITA  
DOUBLED

2016

**6,8** EURm

2015

**3,4** EURm



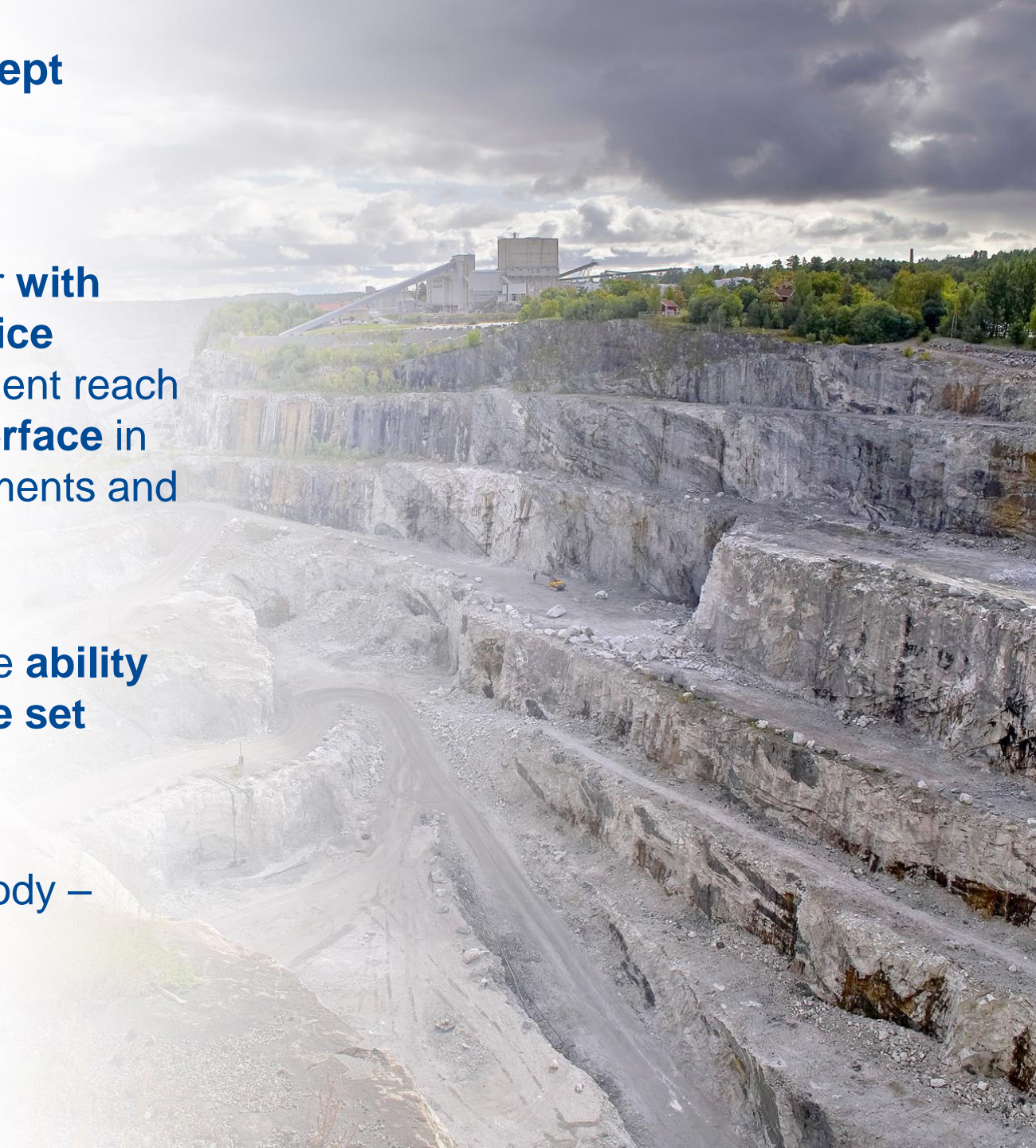
## Robit Business Concept

- Robit is above all a **growth company**. Robit has shown **growth of approximately 400%** during the last ten years in net sales (from EURm 13,0 to EURm 64,0). **In 2016: +40,2%**.
- Robit has tight focus in **drilling consumables** (all OPEX) having the **widest offering** in the industry.
- Robit acts globally with **20 sales and service points** (today) emphasizing **availability** via **local presence**.

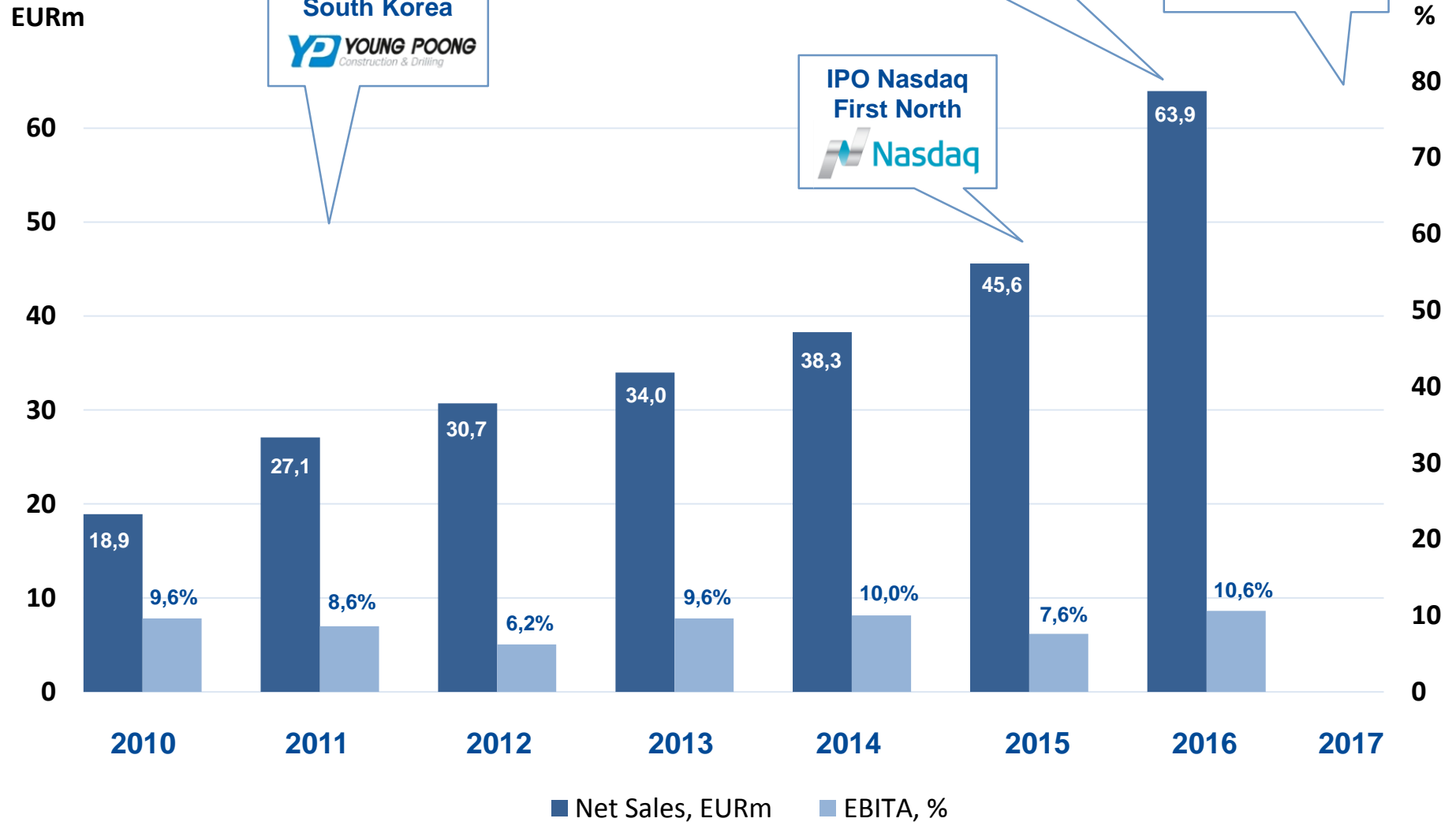


## Robit Business Concept

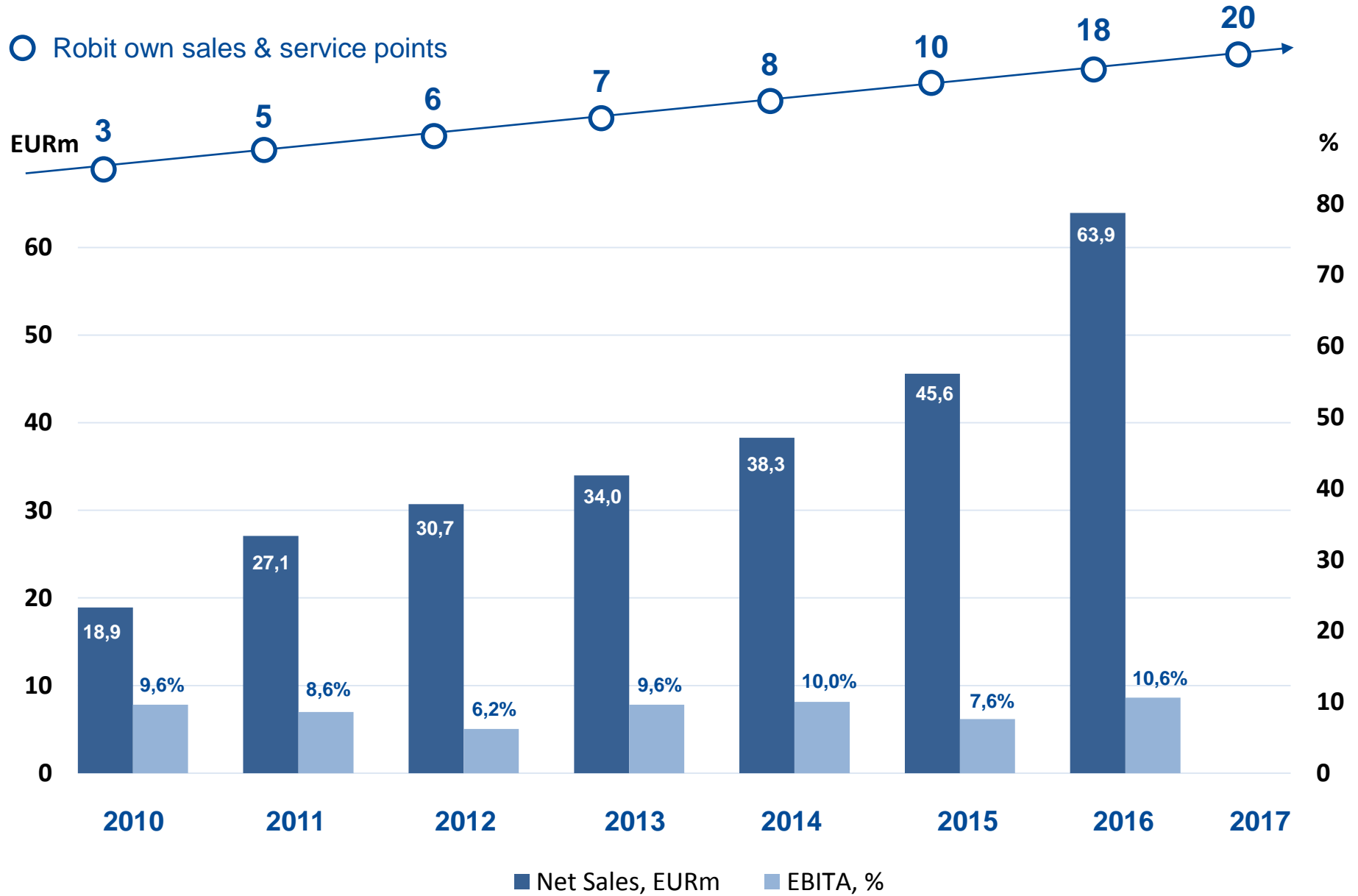
- **150 dealers together with own sales and service points** give an excellent reach to the **customer interface** in different market segments and applications.
- Robit emphasizes the **ability and will to reach the set targets.**
- **One goal for everybody – Growth.**



# Turnover & Profitability



# Global Presence





# Market Segments

**Significantly wider offering &  
4 market segments enable further success**

## Mining



## Construction



## Tunneling



## Well Drilling



# Robit Stands on Three Piles

Empowered by the wide offering and total package concept each SBU has excellent growth opportunities. Market potential and the present market share don't limit the growth.

## Top Hammer SBU



## Down the Hole SBU

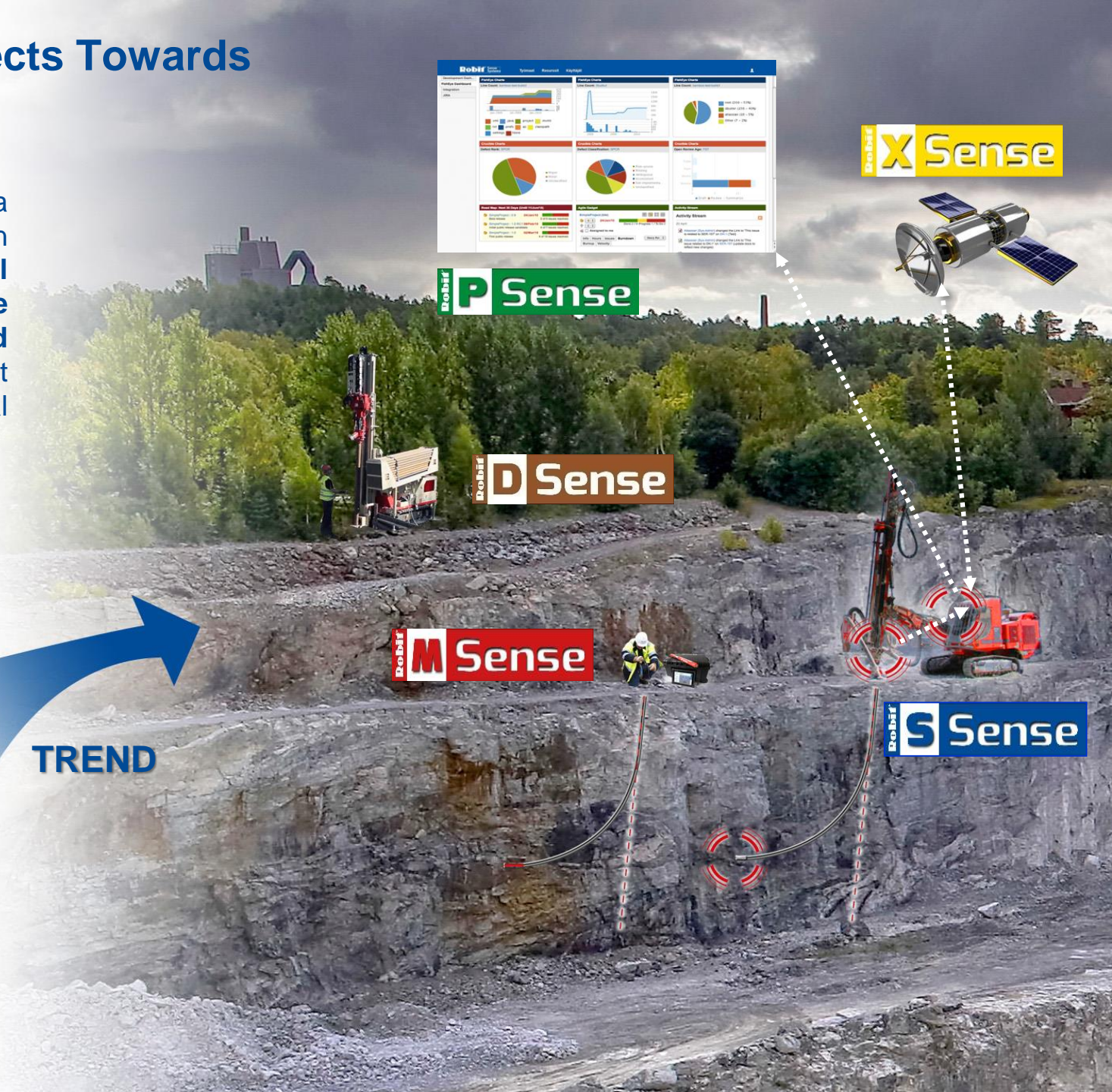
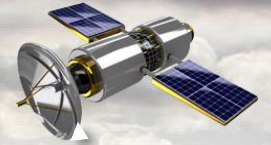


## Digital Services SBU



# Technology Directs Towards Digitalization

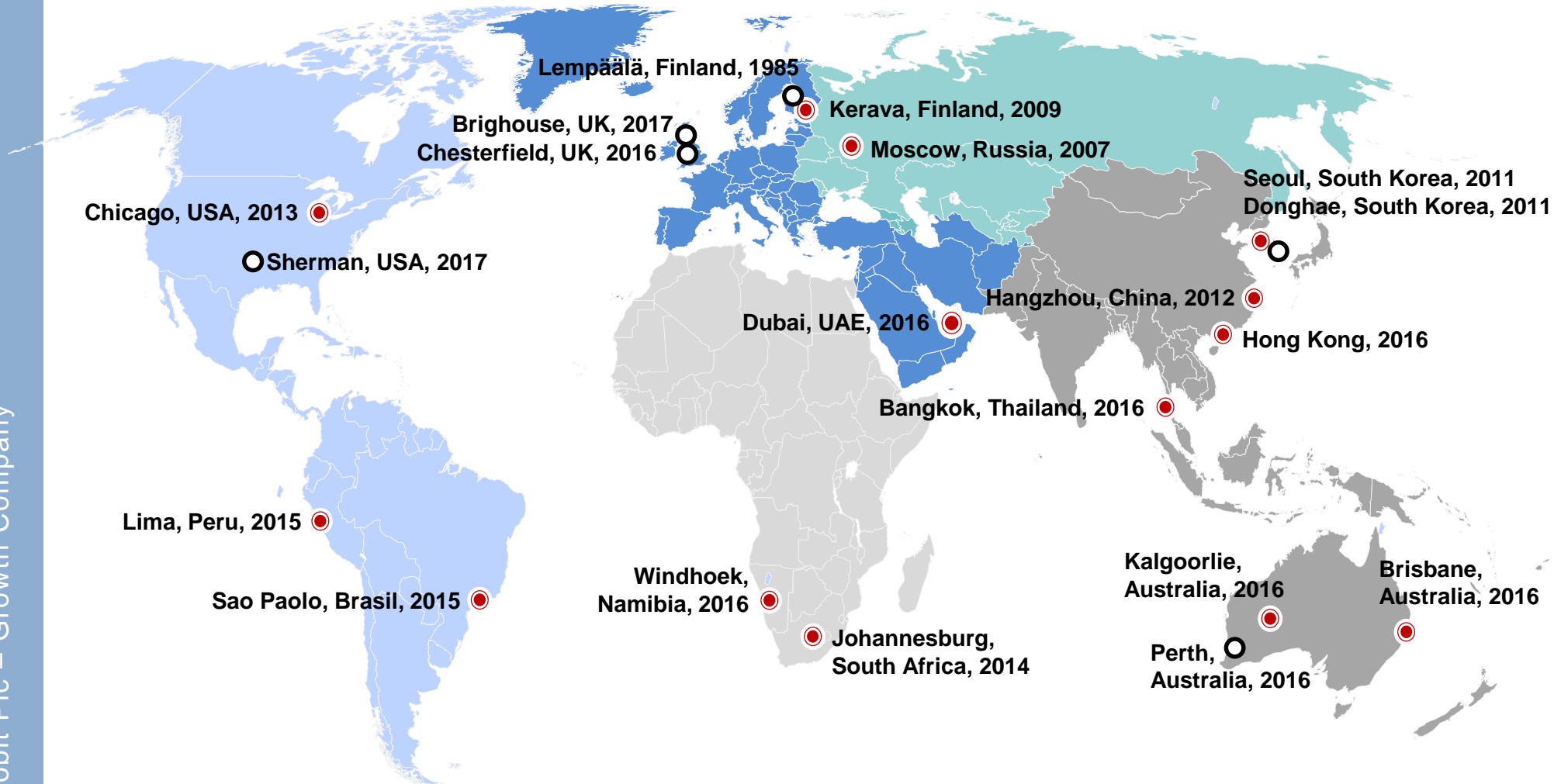
Robit wants to be a **technology leader** in developing **new digital solutions** where the **hole** is the starting point and in **central role** – most competitors develop digital solutions for the drill rigs.



# Global Platform – 20 Own Sales & Service Points, 150 Dealers

Availability is the key competitive edge, which Robit wants to secure with the strong market presence.

- Robit presence
- Manufacturing



# 4 Manufacturing Plants – Capacity for Global Needs

## Top Hammer



## Down the Hole



## Halco Brand Forms Own Business



- The recently acquired Halco brand with related manufacturing resources form an independent new growth option and outset for parallel strong global branding

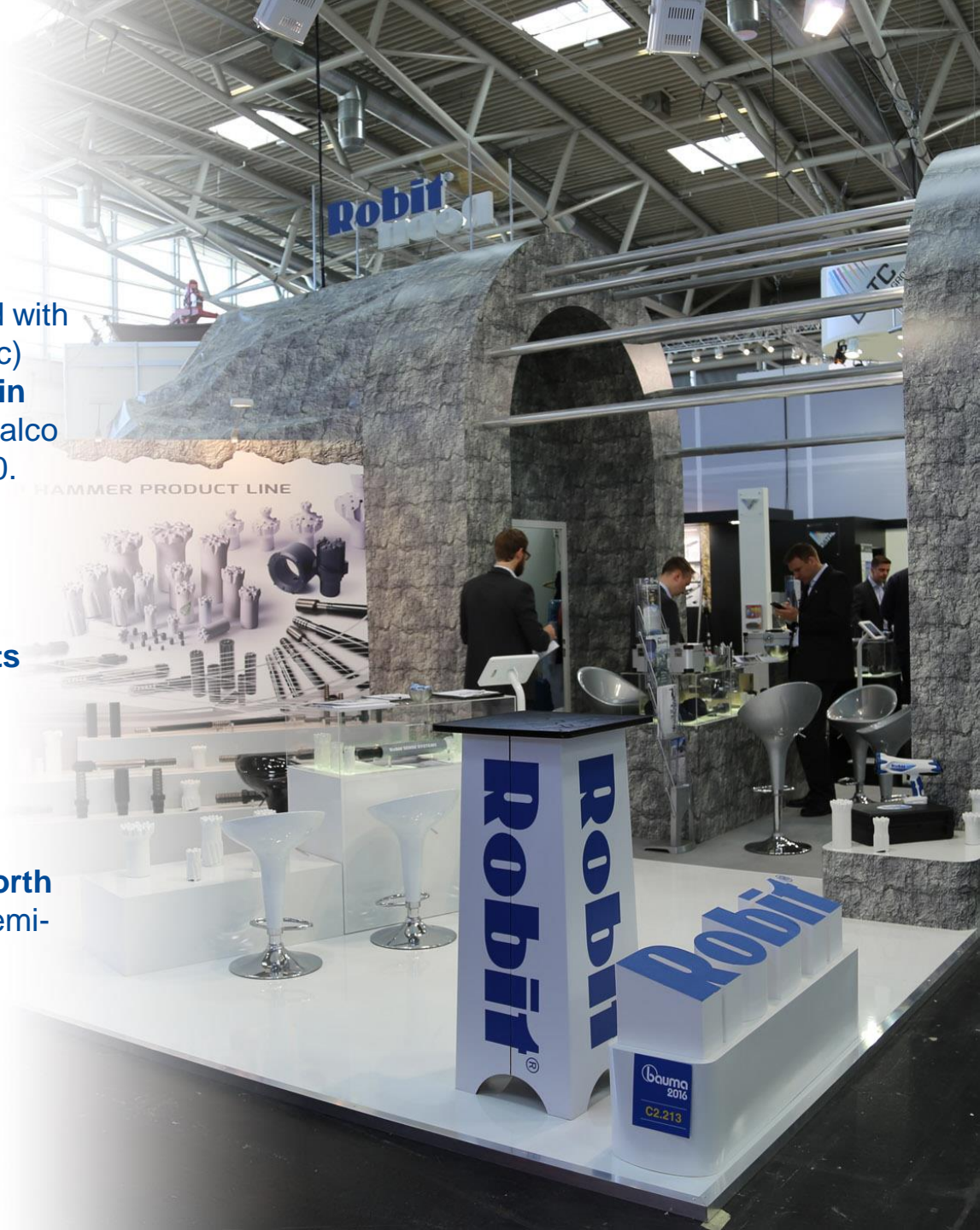
## Significant Strengthening in Personnel

- In line with Robit's key principles the company has renewed and strengthened its management in order to meet the future growth targets
- Robit has finalized the intensive recruitment program with which the senior management has been reinforced with people having strong international business background
- People make the success in Robit



# Highlights 2016

- Growth – net sales increased by 40,2 %
- Profitability (EBITA) doubled in euros
- Down the Hole business unit strengthened with **two acquisitions in 2016** (DTA and Bulroc) following by **two additional acquisitions in the beginning of 2017** (Halco USA and Halco UK). Total additional turnover EURm +38,0.
- **Two new sales and service points established:** Bangkok and Dubai
- **Eight additional sales and service points** through acquisitions
- **New CEO**, Mika Virtanen and **CFO**, Ilkka Miettinen chosen
- Robit was selected as one of the "**First North 25**" companies as a result of Nasdaq's semi-annual review based on the First North 25 Index
- Robit received 3rd prize in the **European Small and Mid-Cap Award 2016** in the International Star category





# Robit in Brief 2016

0.29 €

H2/2016 NET SALES: **42,9** EURm

## CONVENTIONAL GROWTH

H2/2016 vs. H2/2015: **+16,0** %

FY 2016 vs. 2015: **+6,4** %

## TOTAL ORGANIC AND STRUCTURAL GROWTH

H2/2016 vs. H2/2015: **+81,2** %

**63.9 M€**



Net sales

**6.8 M€**



EBITA

**45,3** %



Equity  
ratio

**10.0** %



Return on capital  
employed  
(ROCE)

**10,2 M€**

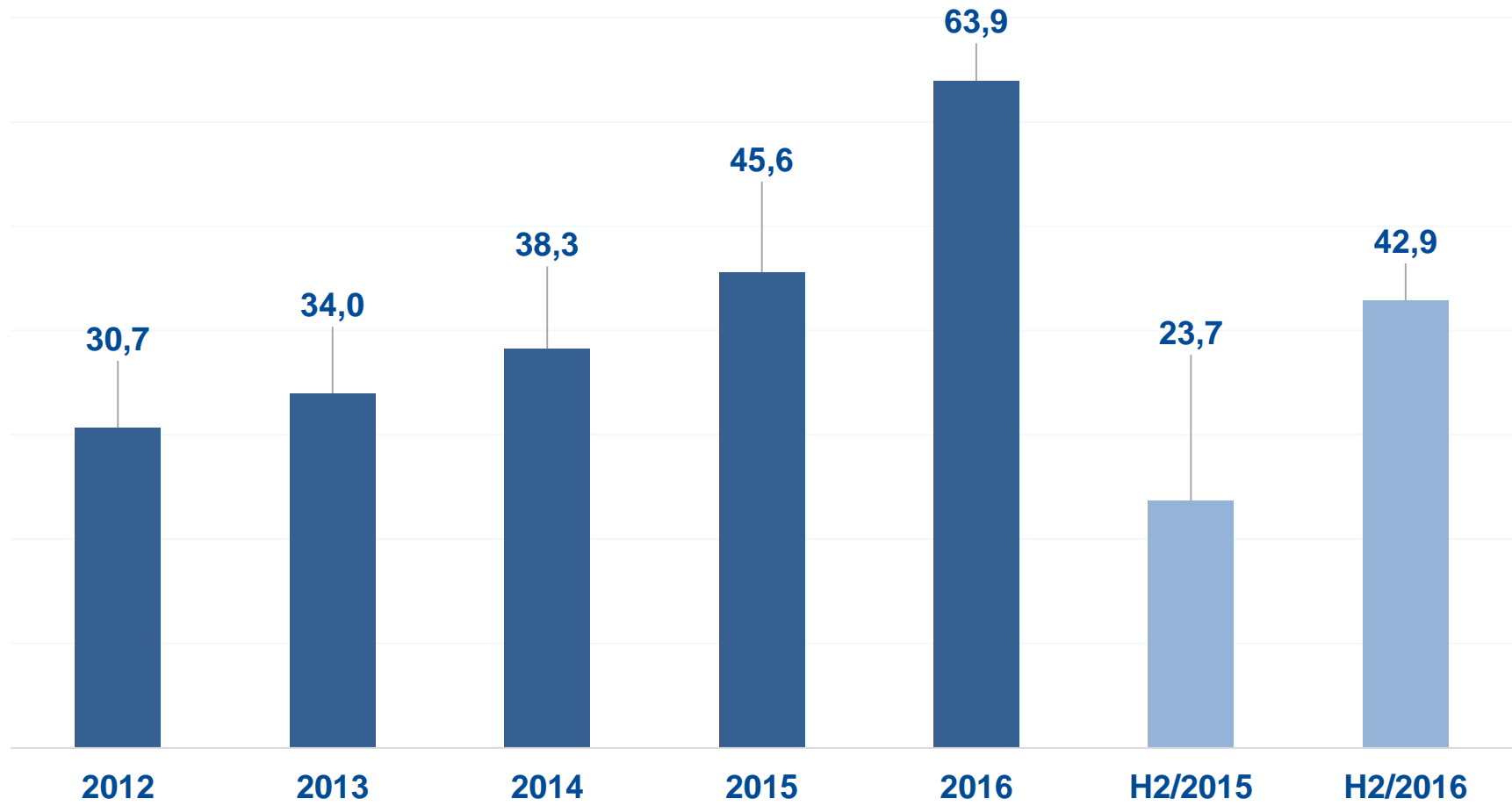


Cash flow  
before changes  
in working capital

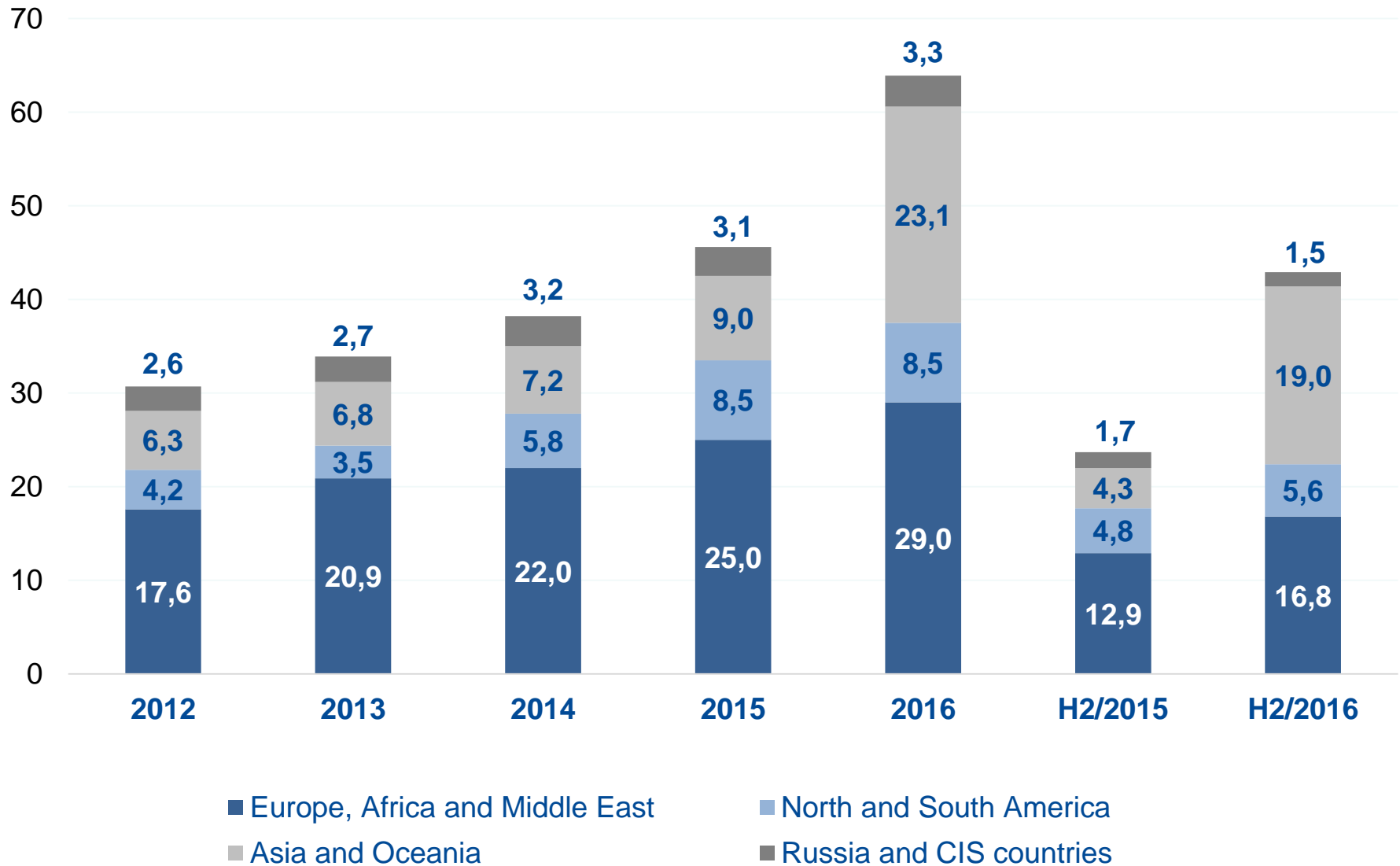


Earnings  
per share

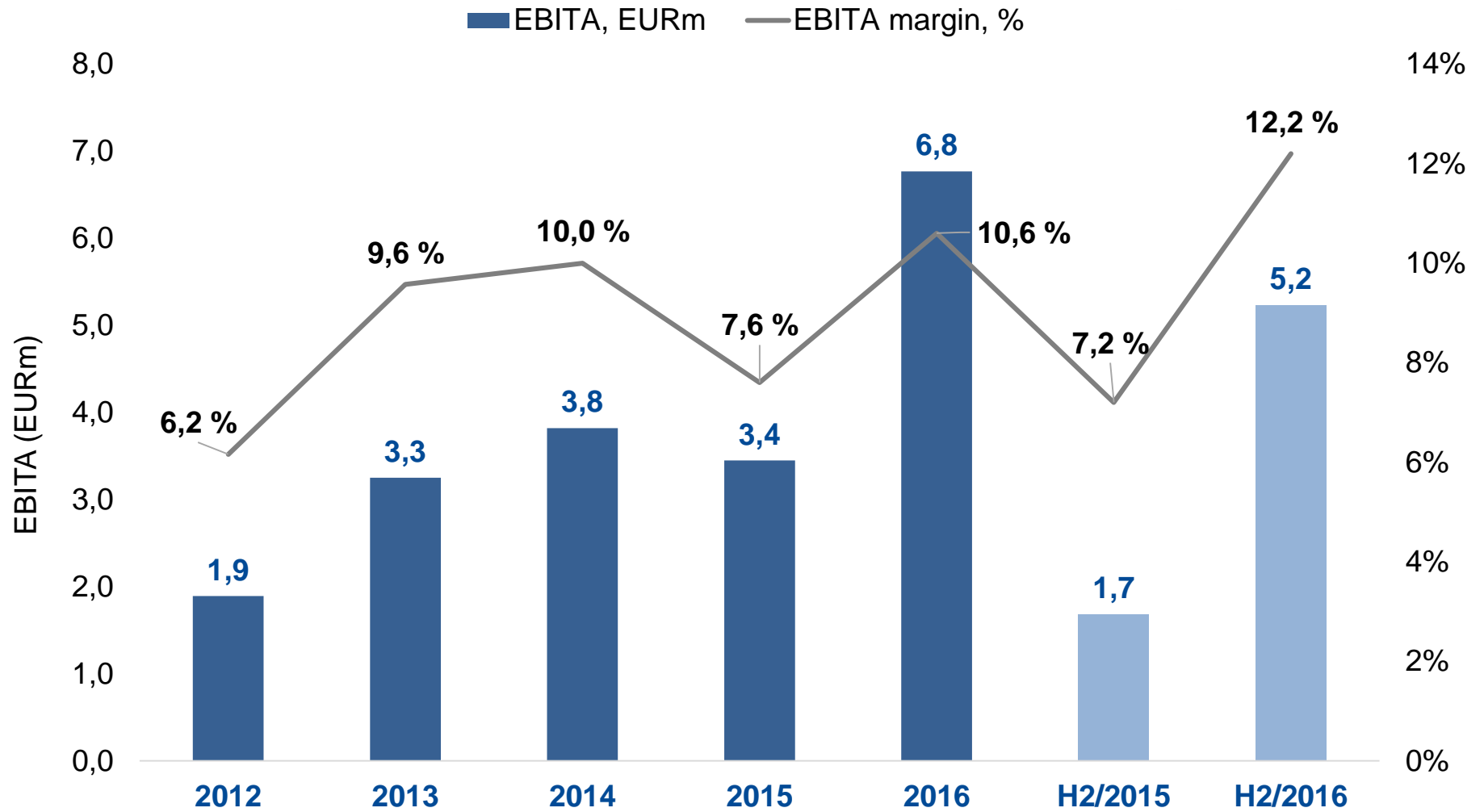
# Net Sales Development, EURm



## Net Sales by Region, EURm



# Profitability Development – EBITA, EURm

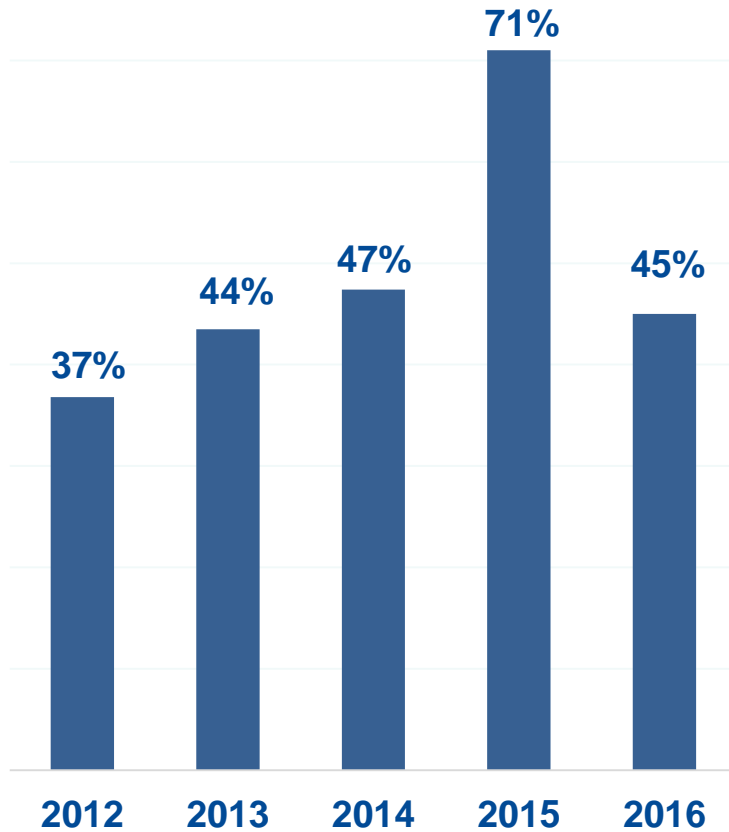


# Key Financials

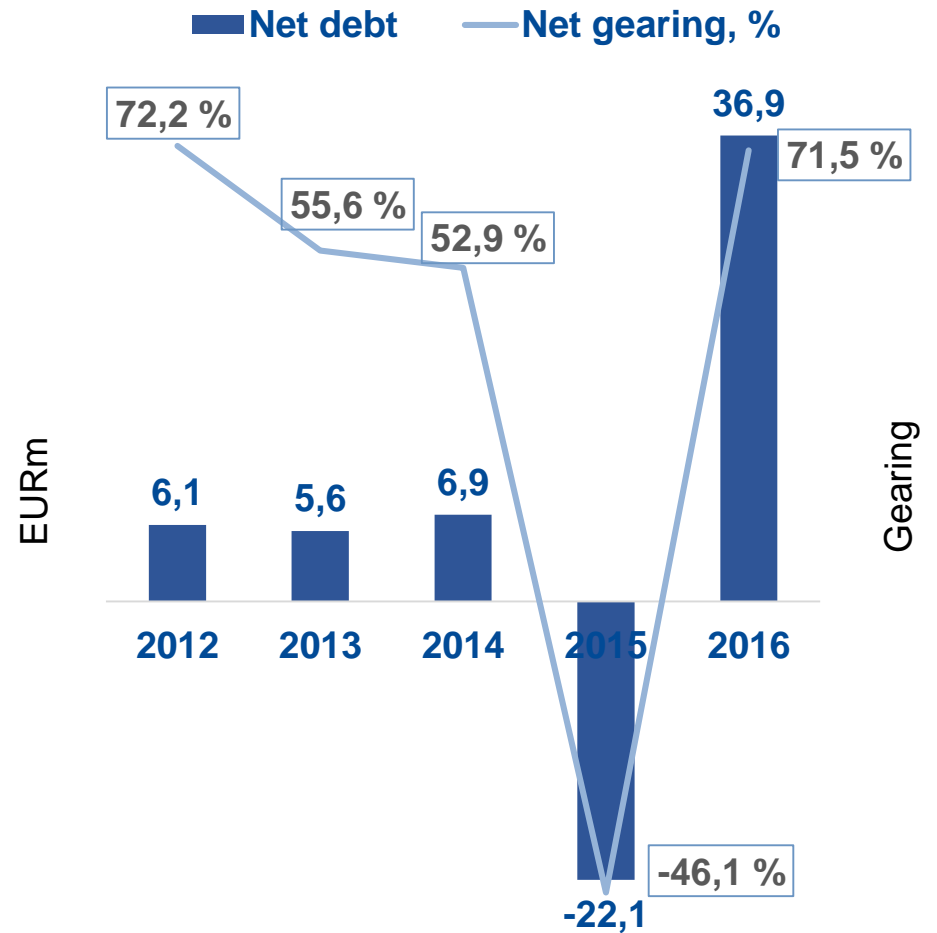
## Equity ratio, %

Capital expenditure total **59,6 EURm**

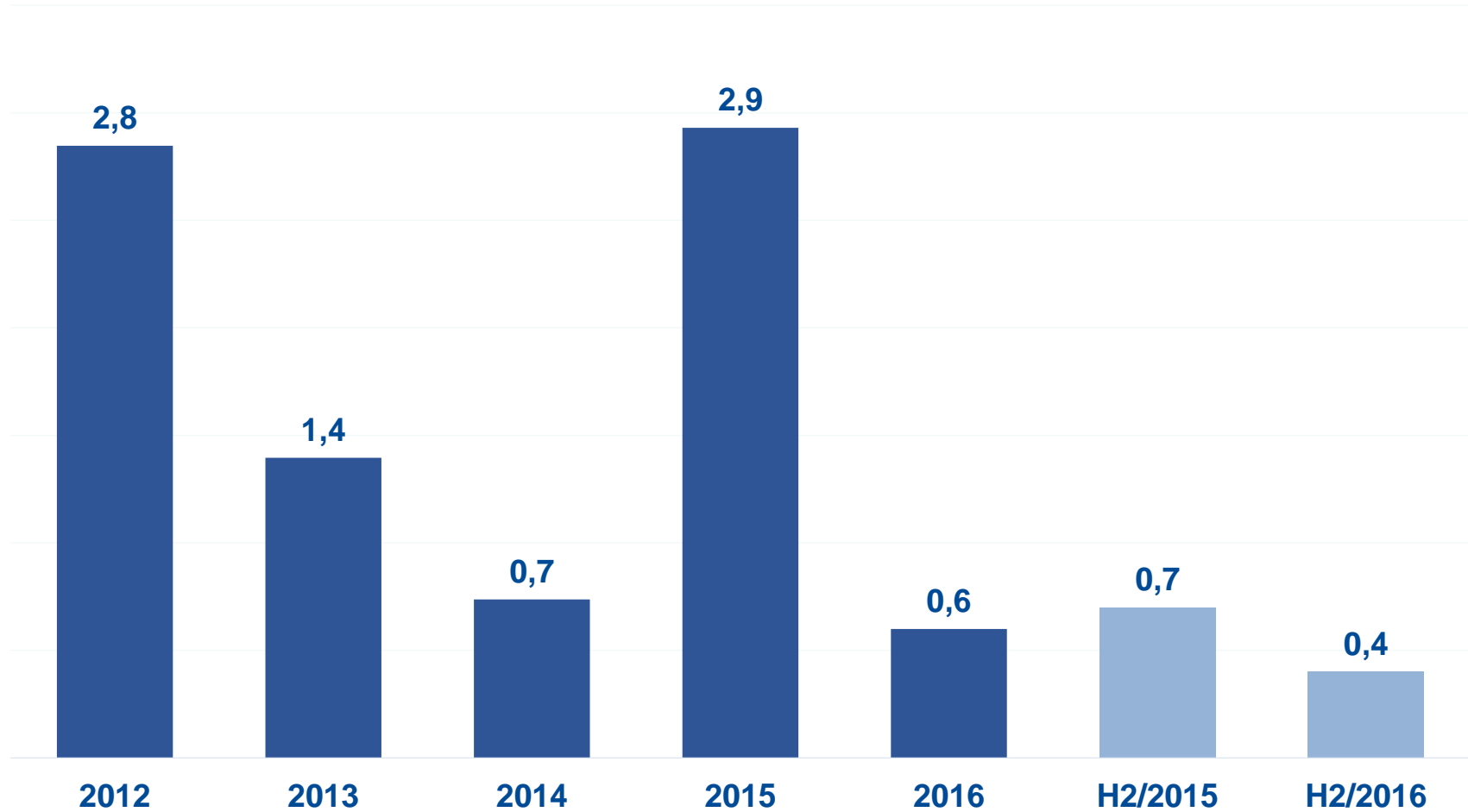
- Acquisitions 56,8 EURm
- R&D + IP 1,4 EURm
- Others 1,4 EURm



## Net interest-bearing debt



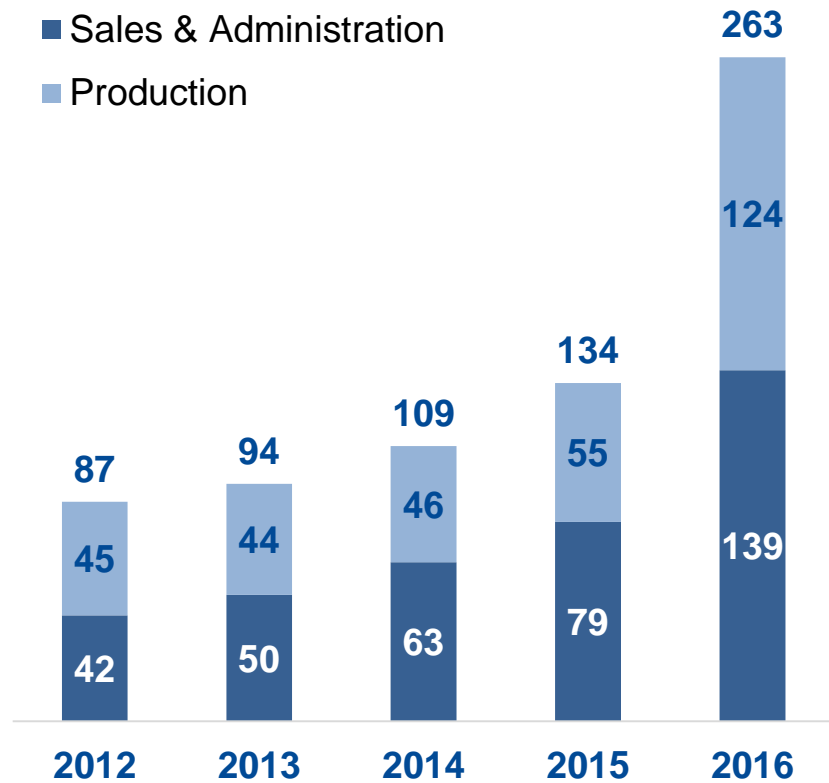
## Cash Flow, EURm (Net cash from operating activities)



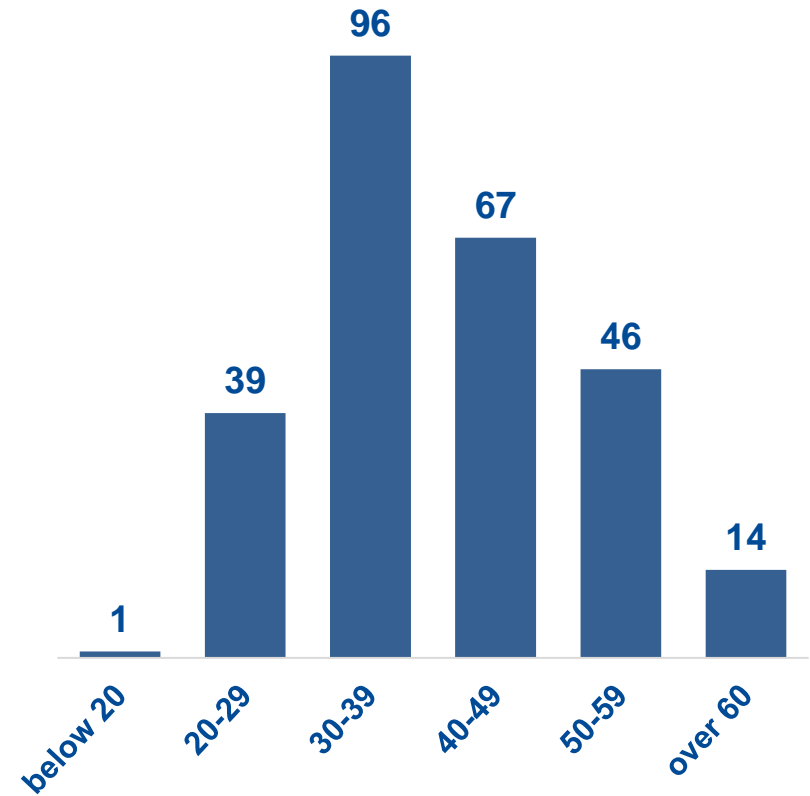
## We Have Increased Human Resources

- 75 % of personnel outside Finland

Number of employees at the end of period

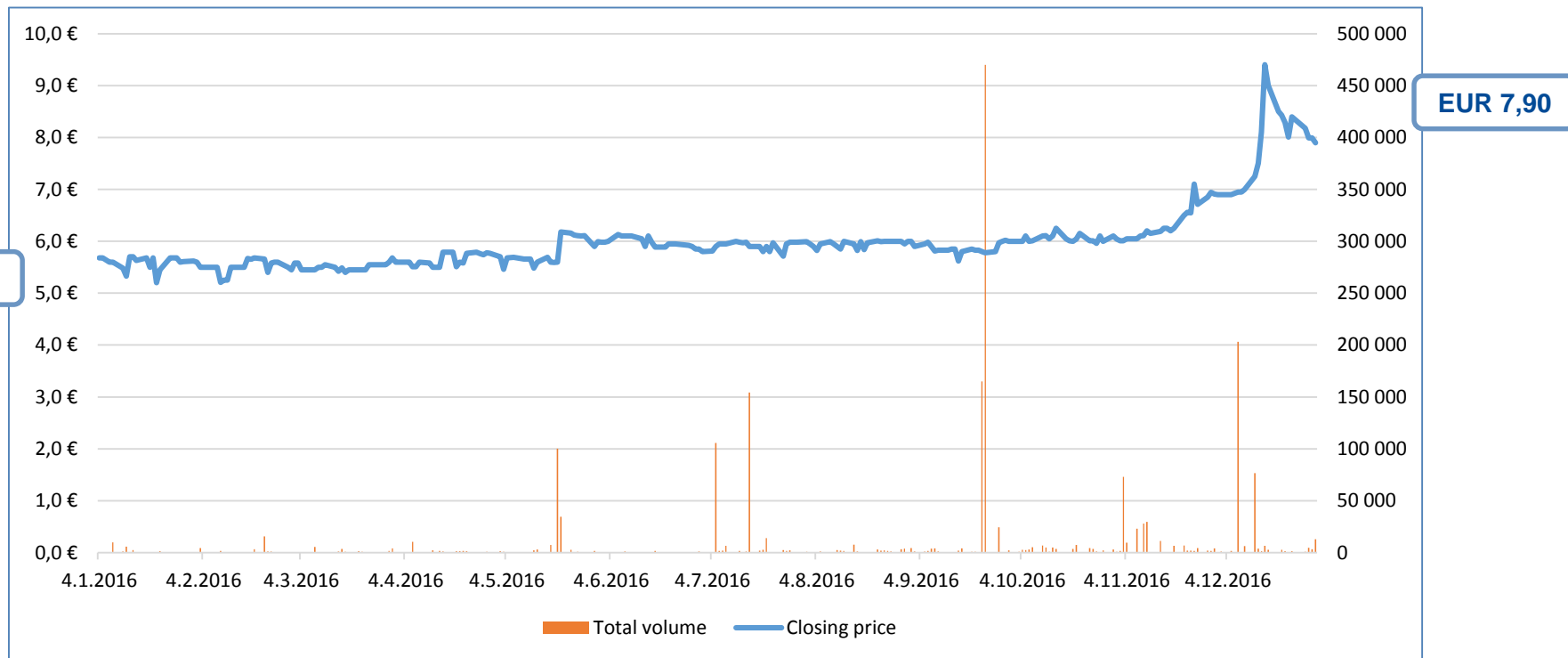


Age distribution at the end of period



## Share Information

- ❖ On 31<sup>st</sup> December 2016 the company had **1 069 shareholders**
- ❖ On 31<sup>st</sup> December 2016 the **company** held 94 674 own shares; **0,6 % of the shares**
- ❖ **Market capitalization** on 31<sup>st</sup> December 2016 was **EUR 125,5 million** (share price EUR 7,90)
- ❖ The **Best Investor Website 2016** in First North Category
- ❖ Third prize in the **Small and Mid-Cap Award 2016** in the **International Star** category organised by Federation of European Securities Exchanges (FESE) and European Issuers in partnership with the European Commission





## Major Shareholders 31st Dec 2016

1	Five Alliance Oy	6 408 253	40,3
2	Skandinaviska Enskilda Banken AB (publ) Helsinki branch (Nominee Registered)	1 048 172	6,6
3	Fondita Nordic Micro Cap Placeringsfond	1 000 000	6,3
4	Sijoitusrahasto Aktia Capital	772 753	4,9
5	Keskinäinen Työeläkevakuutusyhtiö Varma	757 000	4,8
6	OP-Delta –Sijoitusrahasto	571 110	3,6
7	OP-Focus –Erikoissijoitusrahasto	570 000	3,6
8	Nordea Bank AB, Finland branch (Nominee Registered)	393 809	2,5
9	Rautiainen Jussi	389 850	2,5
10	SR Danske Invest Suomen Pienyhtiöt	371 132	2,3

## Summary



The management and organization of Robit Group is pleased and proud of the results and acquisitions made in 2016 and further in the beginning of 2017.

This strong platform gives excellent prerequisites for the year 2017 to challenge the market position and reach the targets set.

Long-term organic growth +15% p.a.  
and profitability EBITA +13%.



## **Section B) Main Listing 2017 ?**

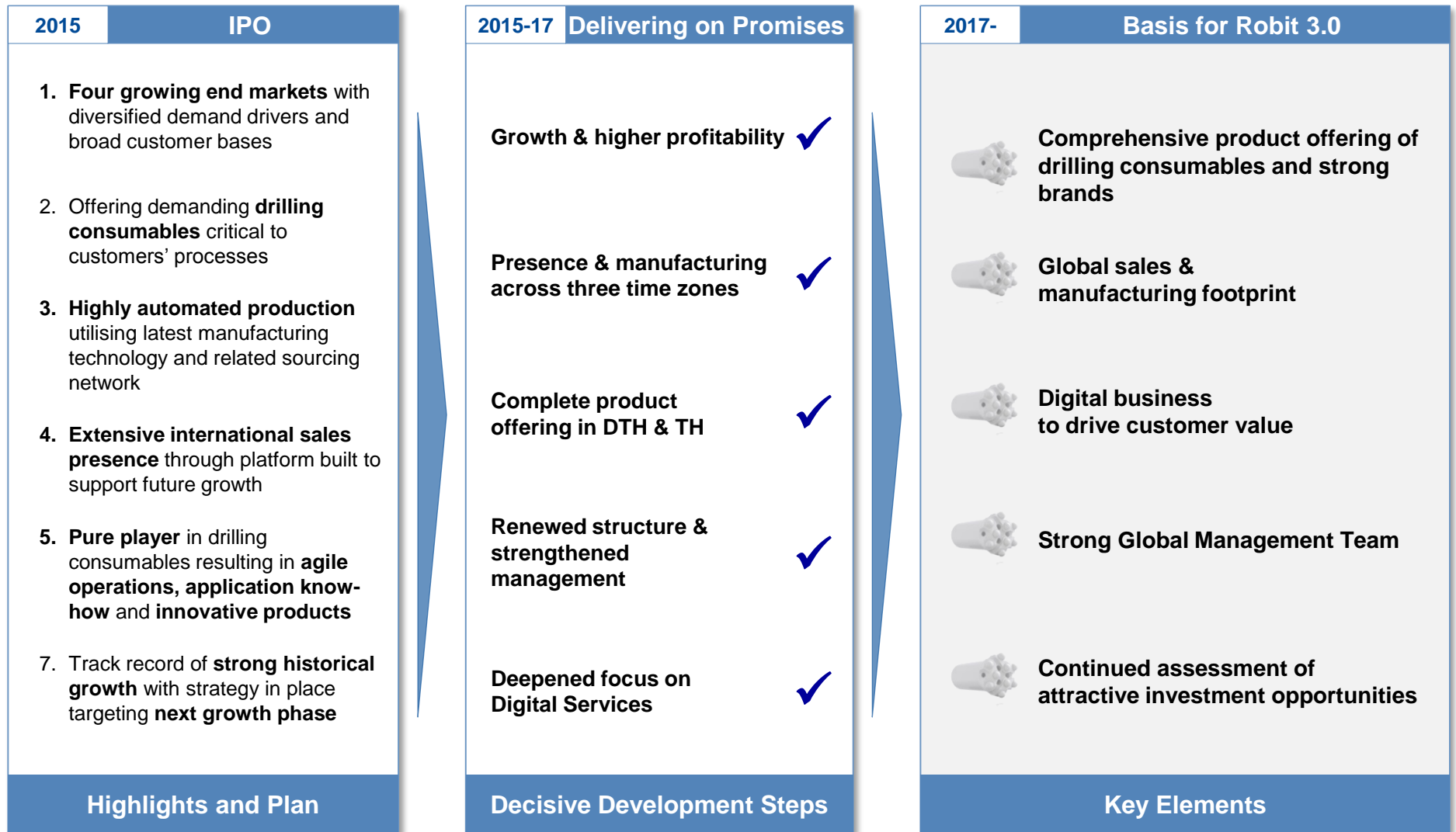


## Robit is Planning for the Next Step

1. Investigation of transfer to Nasdaq Helsinki main list initiated
2. Assessment of alternatives to finance growth initiated



# Delivering on Promises – Now Time for Robit 3.0



# Key Elements – Robit 3.0



## **Comprehensive product offering of drilling consumables and strong brands**

- Forming the basis for organic growth in the future



## **Global sales and manufacturing footprint**

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



## **Digital business to drive customer value**

- Strong investments in digital services and industrial internet (IoT)
- Allowing even stronger utilization of the potential in digital services in serving customers



## **Strong Global Management Team assembled**

- Driving the company's growth and profitability in a significantly larger Robit



## **Continued assessment of attractive investment opportunities**

- Investments in automated and robotized production technology as key element of the company's operating model
- Continued analysis of acquisition targets

**Robit continues its most important strategic target – growth**

# Robit<sup>®</sup>-Bit Better

