

The Robit logo is displayed in a bold, white, sans-serif font against a dark blue background. The letter 'i' in 'Robit' has a horizontal bar through its middle. A registered trademark symbol (®) is located at the top right of the 't'.

Robit[®]

Why invest in Robit

Mika Virtanen CEO
Ilkka Miettinen CFO

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Robit[®]

ROBIT – A GENUINE GROWTH COMPANY

GROWTH
COMPANY

Organic and
structural growth

~26%

Sales growth p.a.
of last 12 years

19

Own sales & service
points worldwide

~150

Dealers globally

4

Market segments:; Mining,
Construction, Well Drilling,
Tunneling

6

Manufacturing plants
form global footprint

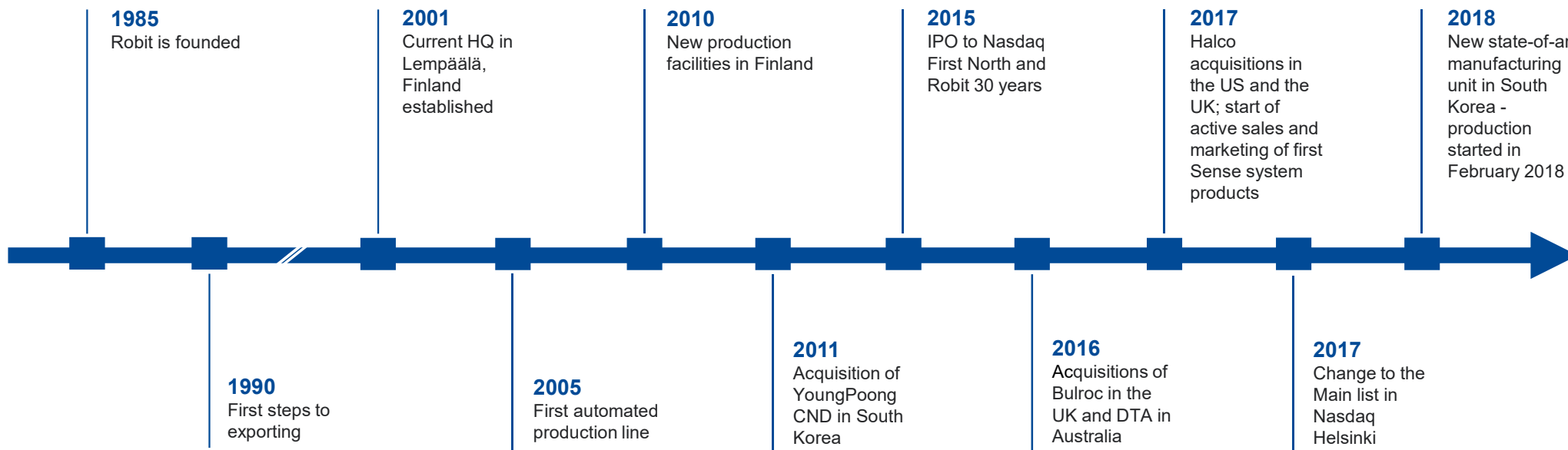
PRODUCT
OFFERING

Top Hammer
Down the Hole
Digital Services

Robit[®]
HAICO
Rock Tools

Strong brand strategy

DETERMINED DEVELOPMENT OF THE COMPANY



RECENT ACQUISITIONS



Acquired in June 2016

- Established in 2004, DTA is a Perth-based expert provider of drilling consumables for the Australian market, with annual revenue of EUR 24 million (period ending June 30, 2016) and 67 employees at the time of the acquisition in June 2016
- Offers DTH and TH drilling equipment and technical solutions for the mining and construction industry
- Was subsidiary of a listed Australian mining industry company Ausdrill



Acquired in July 2016

- Established in 1969, Bulroc is a Chesterfield-based leading supplier of large DTH hammers and related ancillary equipment
- Manufacturing in Chesterfield, UK and sales office in Hong Kong
- Bulroc generated sales of some EUR 8.4 million (in the financial period ending on 30 September 2015) and had 43 employees at the time of the acquisition



Acquired in Jan/Feb 2017

- Fixed assets, inventory and IPRs were acquired from Halco International LLC and Halco America LLC with a production unit near Dallas, USA in January 2017
- The majority of the share capital in Halco Brighthouse Ltd, Halco's company carrying on DTH business operations in the UK with annual turnover of some EUR 5 million and 45 employees at the time of the acquisition, were acquired in February 2017
- Halco is focused on DTH drilling consumables

RESULTS H1/2018

**NET
SALES**

EBITDA

**EBITDA
(adj.)**

EBITA

**EBITA
(adj.)**

H1 2018, EURm 43,1

-0,9 (-2,2%)

0,1 (0,2%)

-3,2 (-7,4%)

-2,2 (-5,0%)

H1 2017, EURm 42,6

1,3 (3,1%)

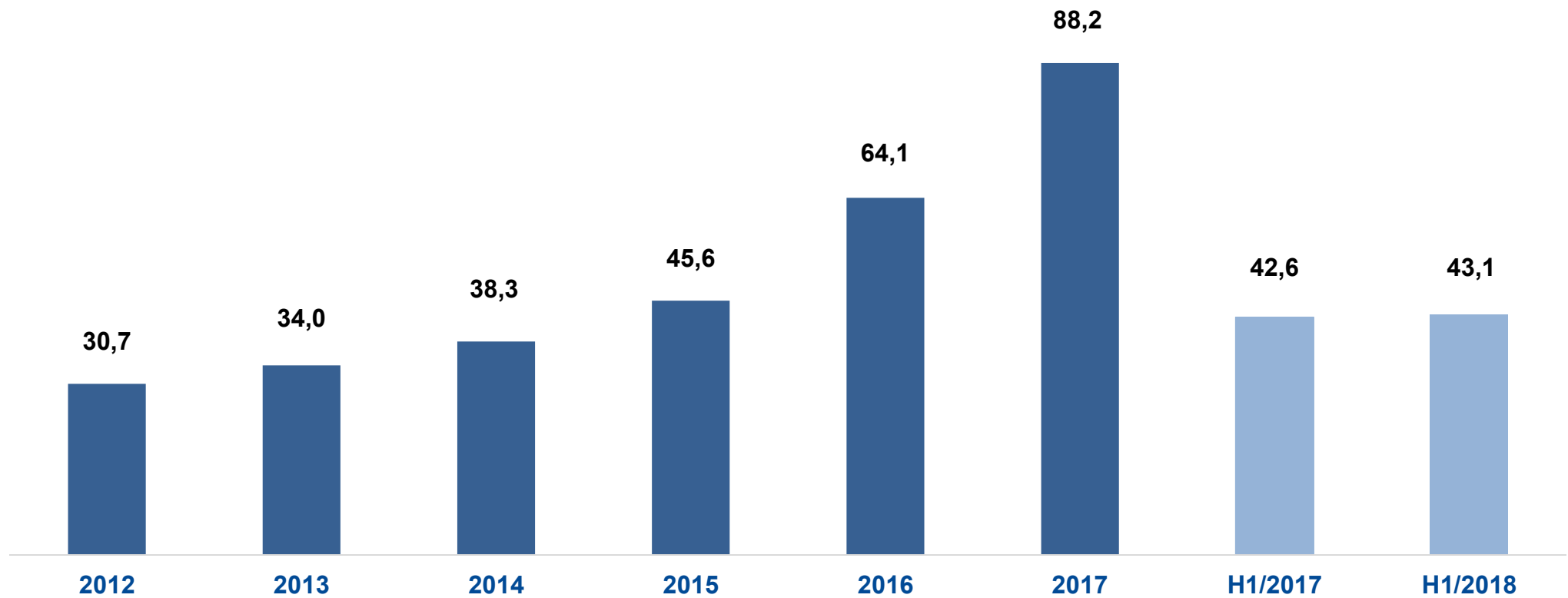
2,9 (6,8%)

-0,8 (-1,9%)

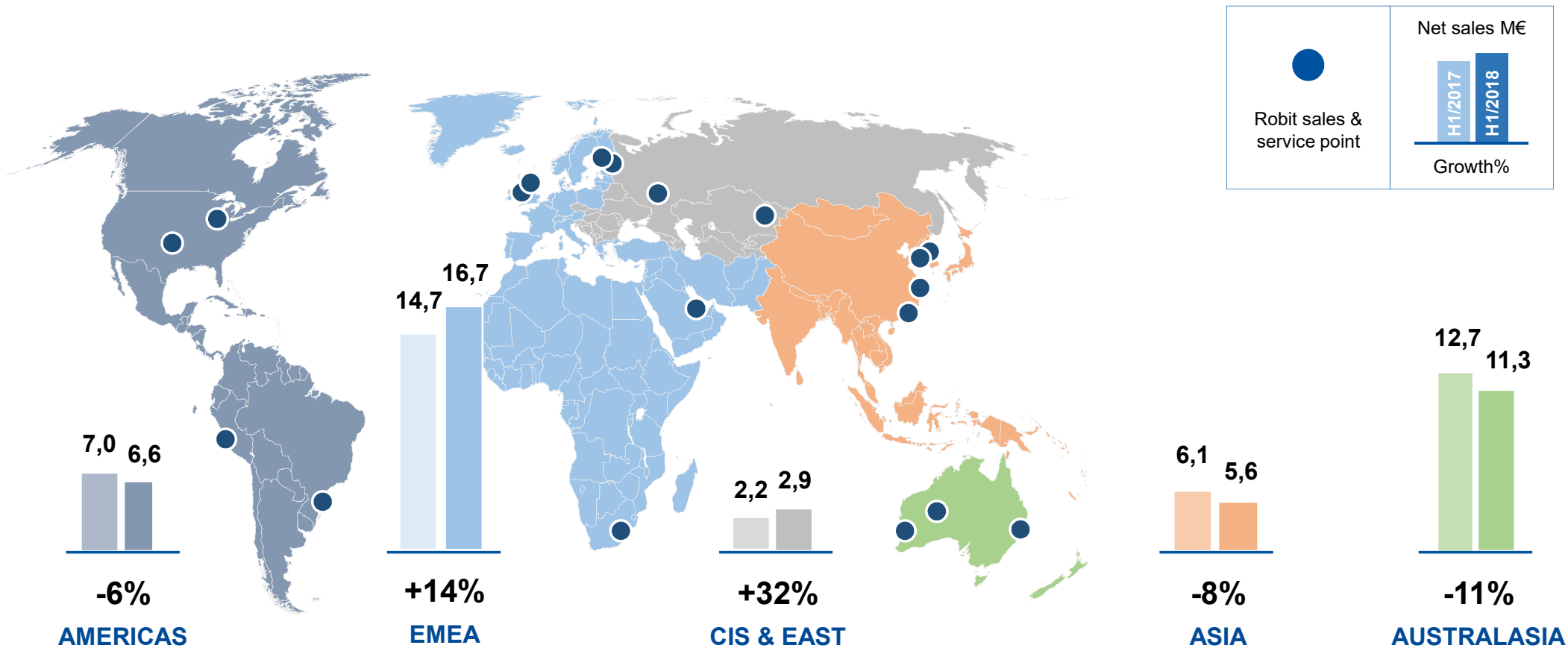
0,8 (1,8%)

Adjustments consist of re-structuring expenses 1,0 EURm in 2018.

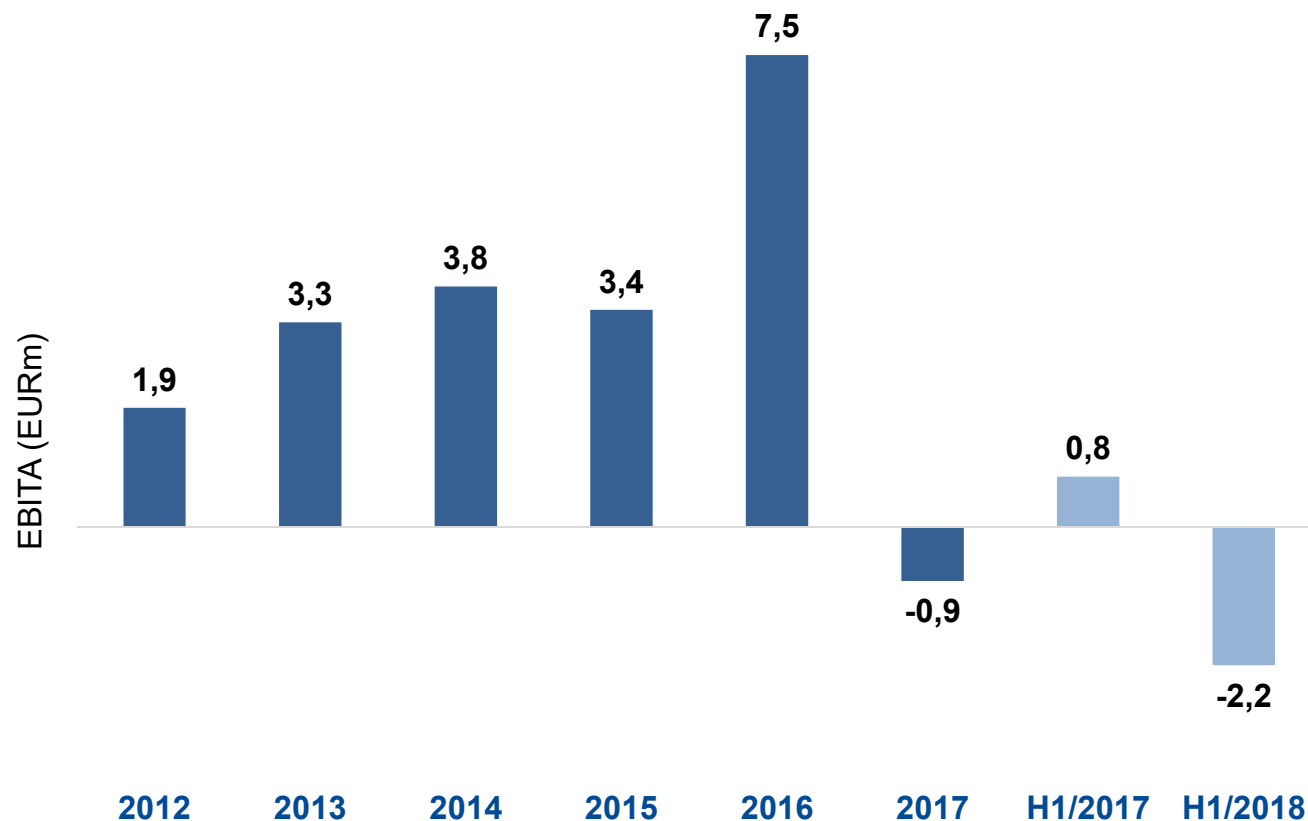
NET SALES, EURm



REGIONAL SALES DEVELOPMENT



PROFITABILITY DEVELOPMENT



ADJUSTMENTS CONSIST OF THE FOLLOWING ITEMS

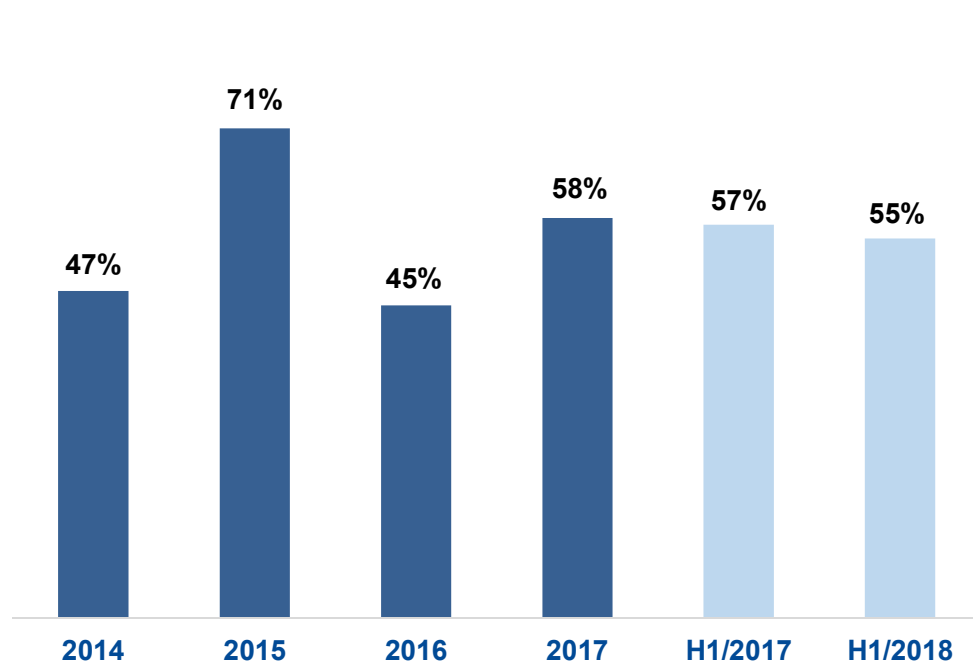
- Restructuring expenses 1,0 EURm

EBITA WAS ALSO AFFECTED BY

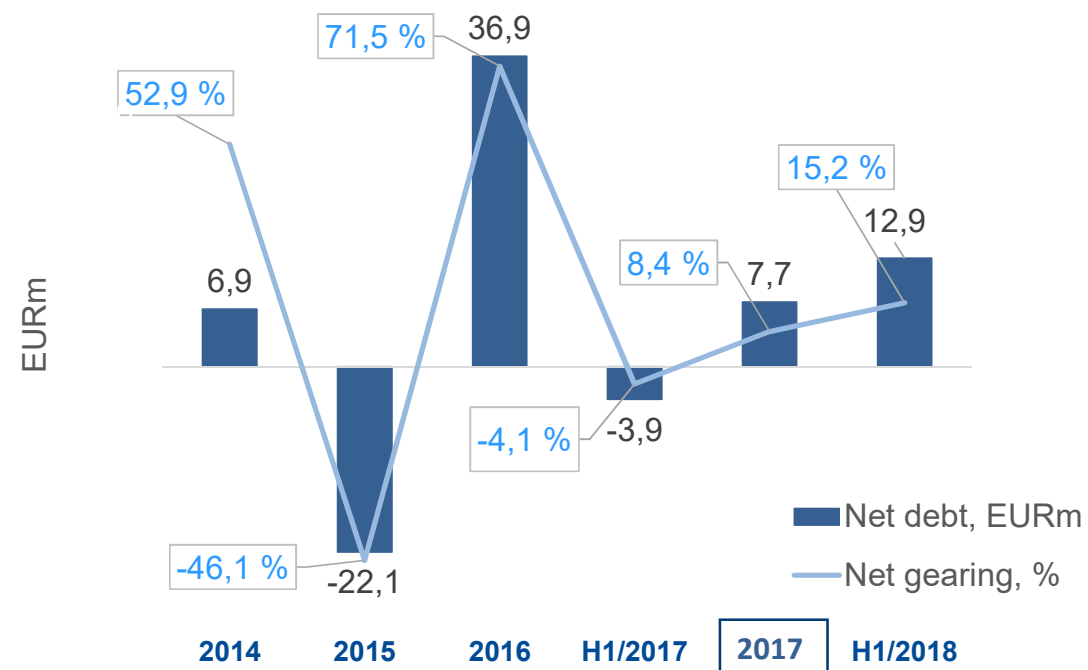
- Adverse fx-impact
- Korean new plant ramp-up expenses
- Competition and ambitious pricing in some markets

KEY FINANCIALS

Equity ratio, %



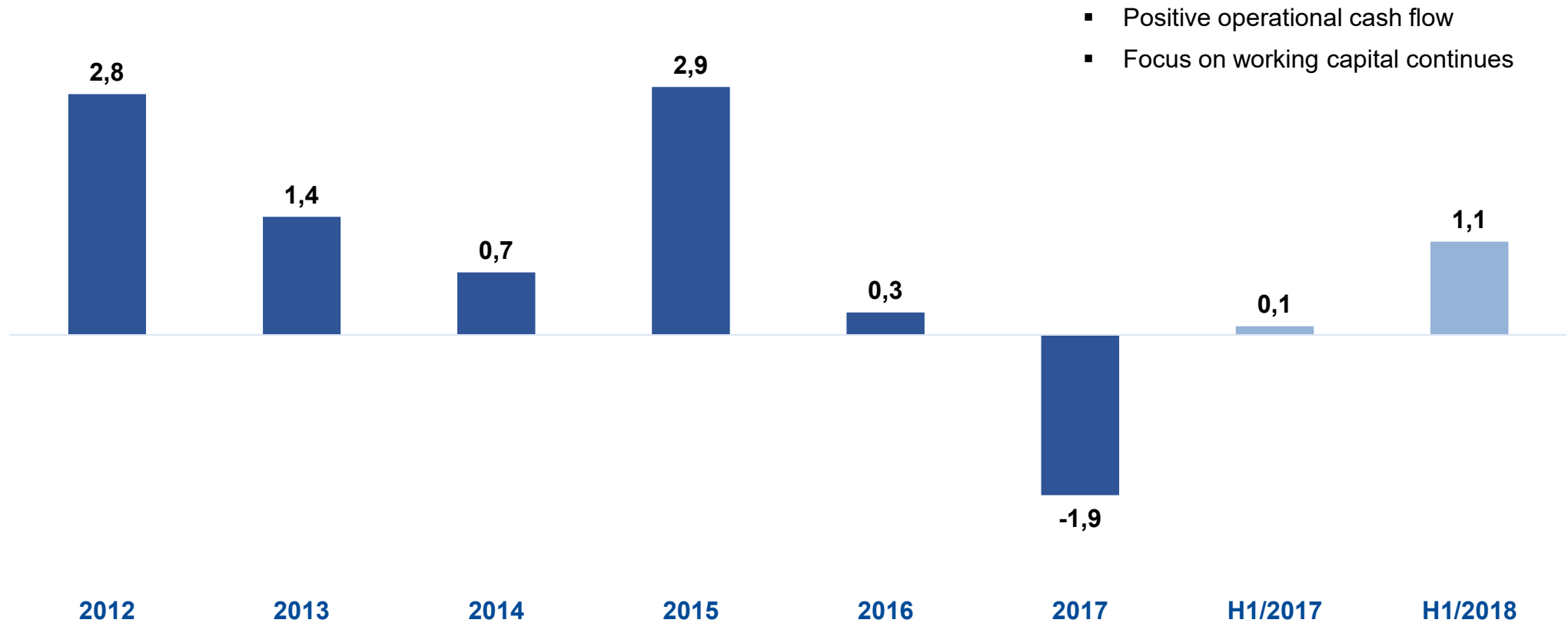
Net interest-bearing debt



CAPITAL EXPENDITURE 4,1 EURm

Korean plant investment was 3,2 EURm. The rest of the investments consist of some other minor capital expenditure.

CASH FLOW, EURm (NET CASH FROM OPERATING ACTIVITIES)



OUR FOCUS – 4 MARKET SEGMENTS



 **MINING**



 **CONSTRUCTION**



 **WELL DRILLING**



 **TUNNELING**

COMPREHENSIVE PRODUCT OFFERING OF DRILLING CONSUMABLES AND STRONG BRANDS

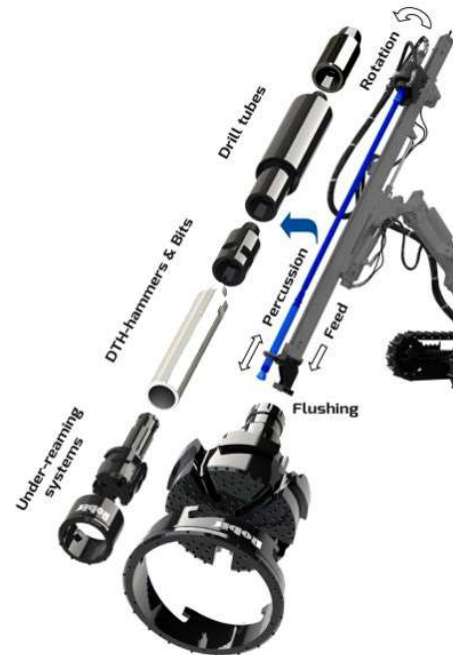
- Forming the basis for organic growth in the future

COMPREHENSIVE PRODUCT OFFERING

Top Hammer



Down the Hole



Digital Services



OFFERING HIGHLIGHTS



ROTARY BIT SERIES

Major global market
Robit has a complete tool
portfolio



EVOLUTION BIT SERIES

New generation of Robit
Top Hammer bits
Positive feedback from
customers



COMPLETE DRILLING TOOL SOLUTIONS

Continuous
development of
complete drilling tool
solutions for especially
foundation piling
applications

NEW PRODUCT BRANDING - STRONG BRAND STRATEGY

- Offering rationalization and modularization
- Strong marketing effort with focused branding

Robit[®]



HAICO
Rock Tools

DTH HAMMERS

RC HAMMERS

DTH DRILL BITS

CLUSTER HAMMERS



Robit[®]

ROBIT DIGITAL SOLUTIONS

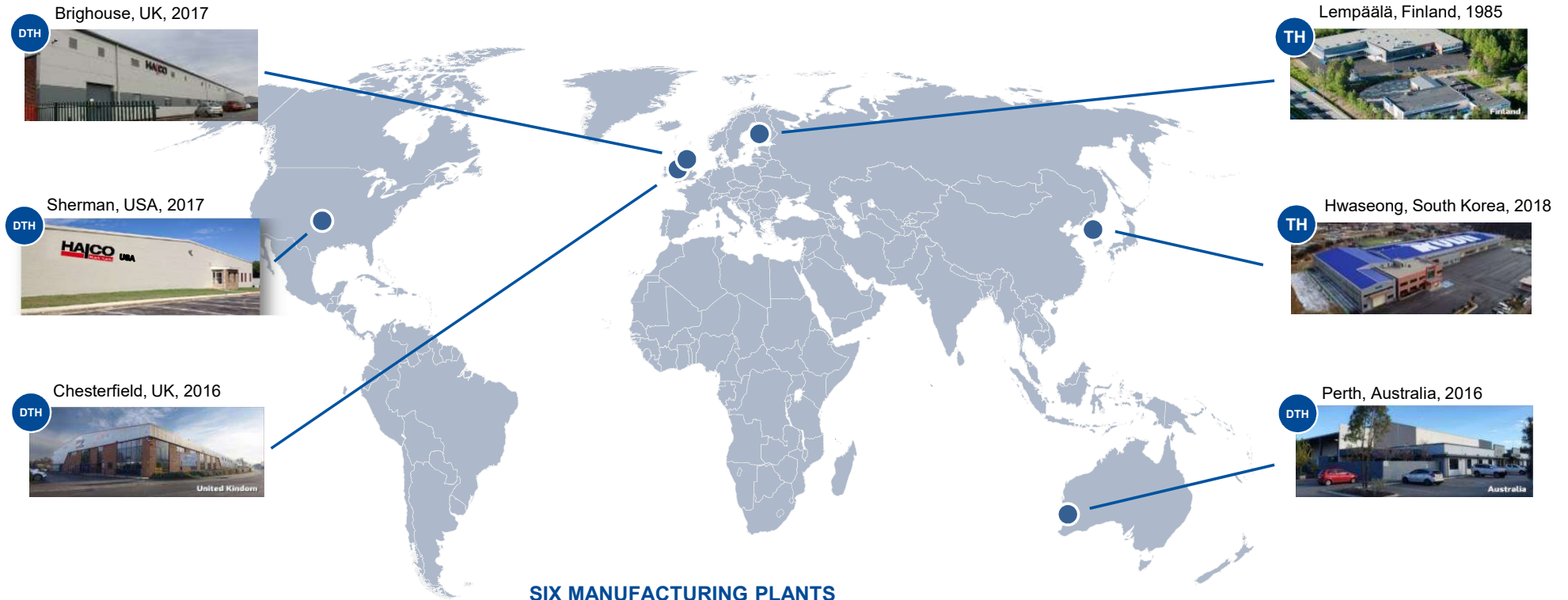
- Sense Systems product family

Robit wants to be a technology leader in developing new digital solutions that drive the productivity and safety of every drilled meter.

- **World's first:** Deviation measurement during Top Hammer drilling (S Sense)
- Fast and easy manual blast hole deviation measuring (M Sense)
- Machine control and GPS guidance (X Sense)



GLOBAL MANUFACTURING FOOTPRINT

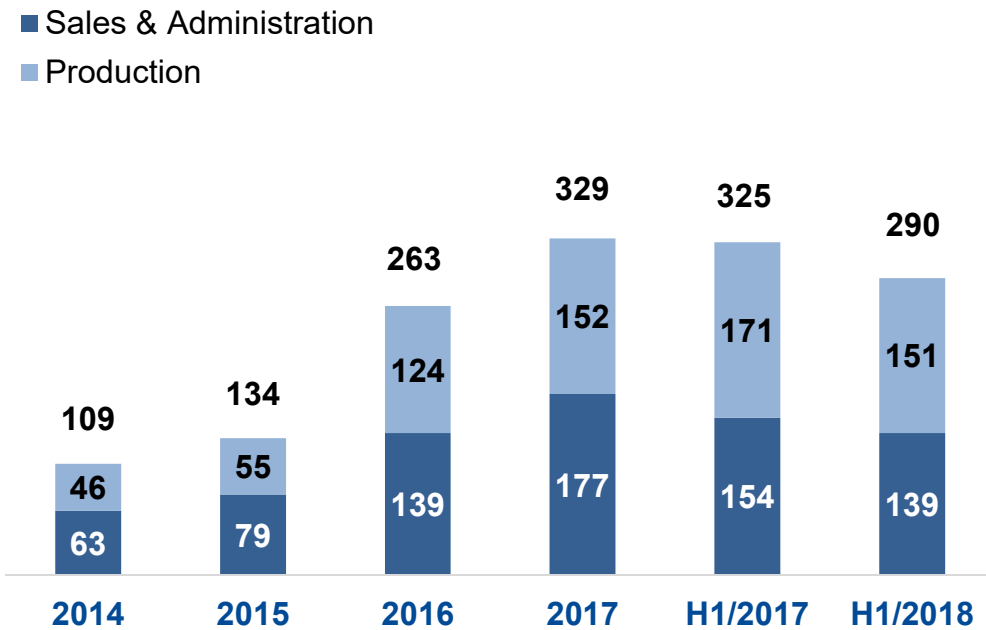


SIX MANUFACTURING PLANTS

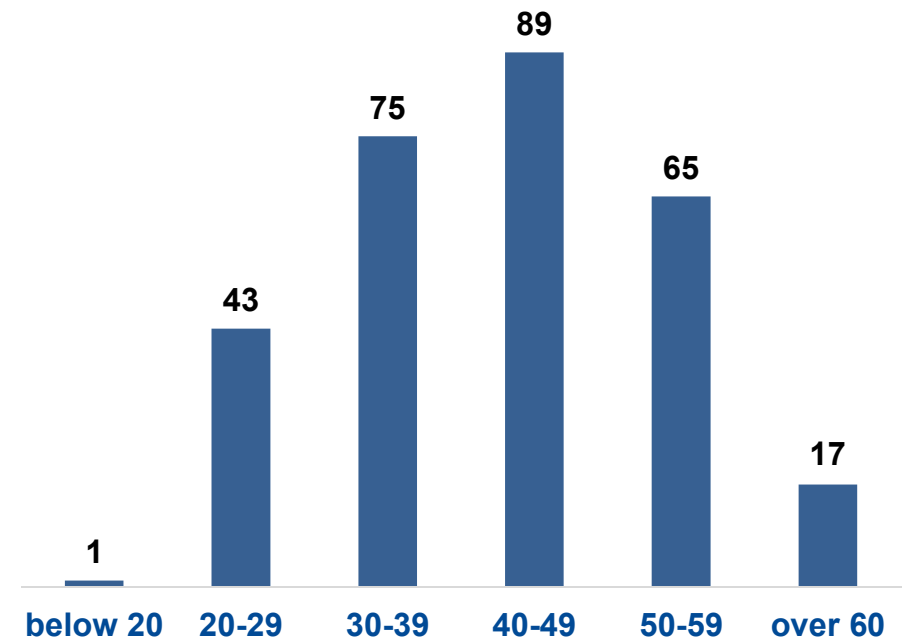
- Ensuring good availability of products and service while enabling efficiency
- Supporting future growth

HUMAN RESOURCES

Number of employees at the end of period



Age distribution at the end of period



- 77% of personnel outside Finland

EXPERIENCED BOARD OF DIRECTORS

Kalle Reponen, Board Member (b. 1965)

- MSc (Econ.)
- Member of Board in e.g. Panostaja, Hydroline, Planex, Vexve, BMH Technology and Premix
- Chairman of the Board in Heatmasters and Premix
- Previously e.g. at Metso, MCF Corporate Finance, Nordea Corporate Finance, Metra and Wärtsilä
- In Robit Board since 2012
- Independent of the company and its major shareholders

Heikki Allonen, Chairman (b. 1954)

- MSc (Eng.)
- Member of Board in Savox, Nokian Renkaat, VR Group as well as Chairman in Detection Technology
- President and CEO in Hemmings Oy Ab
- Previously President and CEO in Patria as well as Fiskars Corporation
- In Robit Board since 2018
- Independent of the company and its major shareholders

Kai Seikku, Board Member (b. 1965)

- MSc (Econ.)
- Member of Board in Inderes, Verkkokauppa.com and Teknoliateollisuus
- Currently at National Silicon Industry Group (China) and Okmetic
- Previously at HKScan
- In Robit Board since 2018
- Independent of the company and its major shareholders



Harri Sjöholm, Board Member (b. 1954)

- MSc (Eng.)
- Has participated in the company's operative activities since 1989
- Chairman of Board in Five Alliance
- Previously e.g. Fast Henkilöstöpalvelut and Tamrock
- In Robit Board since 1999
- Independent of the company
- Major shareholder in Five Alliance, which owns 21% of Robit shares

Jari Gadd, Secretary of the Board of Directors

- Secretary of the Company's Board of Directors since August 2015
- Head of Borenius Tampere office

Mammu Kaario, Board Member, Vice Chairman (b. 1963)

- MSc (Law) and MBA
- Long experience from private equity field and acting as an investment banker
- Member of Board in Lapti Group, CapMan, Suomen Hoivatilat and Aspo
- Chairman of the Board in PerusTerveys Suomi, SstatZ and Vice Chairman in Ponsse
- In Robit Board since 2017
- Independent of the company and its major shareholders

Tapio Hintikka, Board Member (b. 1942)

- MSc (Eng.)
- Previously in multiple management positions and boards, incl. Chairman of Board in TeliaSonera
- In Robit Board since 2008
- Independent of the company and its major shareholders

STRONG MANAGEMENT TEAM ASSEMBLED

- **Strong combined experience** in international positions in leading engineering and automation companies
- Incentivised through a **share ownership plan** for Robit's key personnel – aligning interests of owners and management
- **Experienced management** aiming to drive growth and profitability in a larger Robit



Mika Virtanen, CEO (b. 1974)

- MSc (Econ. and Production Technologies)
- Previously over 20 years in several management positions in the metal and automation industry; since 2002 at Cargotec in international operations and before that at Outokumpu Poricopper
- Has gained international experience by working in Malaysia, China and Singapore, from where he will move to Finland



Tommi Lehtonen, EVP (b. 1970)

- MSc (Eng.)
- At Robit since Mar-17
- Previously e.g. at Metso



Ilkka Miettinen, CFO (b. 1963)

- MSc (Econ.)
- At Robit since Feb-17
- Previously e.g. at Vexve, Metso, Pilkington Group and as an auditor at PwC



Jukka Pihamaa, Head of Supply Chain (b. 1966)

- MSc (Eng.), MBA
- At Robit since Oct -17
- Previously e.g. at Nokia, Metso and Valmet



Jaana Rinne, Head of HR (b. 1962)

- M.Sc. Econ.
- At Robit since Sep-17
- Previously e.g. at Konecranes and Pöyry

ROBIT 4.0 GROWTH CONCEPT



SALES

Sales growth through implemented distributor concept

Executing Robit way of working with distributors

Executing best value promise

BRANDING & MARKETING

One strong brand strategy – Robit

Parallel brand – Halco

Offering rationalization and modularization

OPERATIONAL EXCELLENCE

Own automated manufacturing focus on critical items

Significant cost saving and increase of products' availability

Increased outsourcing

DIGITAL BUSINESS

Complete solution offering to support sales growth

Further testing and development with customers

STRUCTURAL GROWTH

Continued analysis for structural growth via acquisitions

SHARE INFORMATION

2 387

SHAREHOLDERS

86 320
(0,4%)

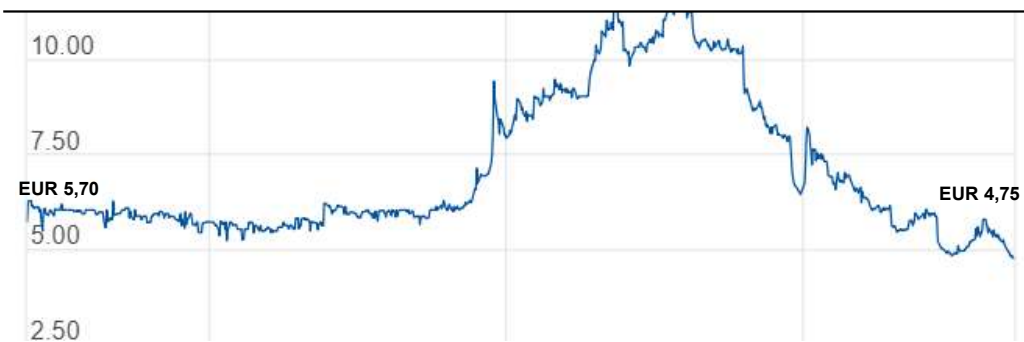
OWN SHARES

103,3
EURm

MARKET CAP

NO.	MAJOR SHAREHOLDERS PER 5 August 2018	NUMBER OF SHARES	NOSH IN MILLION	% OF SHARES	MKT VALUE (EURM)
1	Five Alliance Oy	4 408 253	4,41	20,91	21,60
2	Skandinaviska Enskilda Banken AB (Publ) Helsinki Branch (Nominee Registered)	2 506 395	2,51	11,89	12,28
3	Keskinäinen Työeläkevakuutusyhtiö Varma	1 657 000	1,66	7,86	8,12
4	Keskinäinen Työeläkevakuutusyhtiö Elo	1 573 597	1,57	7,46	7,71
5	Fondita Nordic Micro Cap Placeringsfond	1 410 000	1,41	6,69	6,91
6	OP-Suomi -Sijoitusrahasto	1 407 649	1,41	6,68	6,90
7	Sijoitusrahasto Aktia Capital	1 012 193	1,01	4,80	4,96
8	Svenska Handelsbanken AB (Publ) Filial Verksamheten i Finland (Nominee Registered)	1 004 982	1,00	4,77	4,92
9	Nordea Bank AB (Publ), Finnish Branch (Nominee Registered)	632 240	0,63	3,00	3,10
10	Keskinäinen Eläkevakuutusyhtiö Ilmarinen	475 000	0,48	2,25	2,33
Top-10		18 572 967	18,57	88,09	91,01
Rest of the shareholders		2 510 933	2,51	11,91	12,30

SHARE INFORMATION



20/05/2015

18/09/2018

SHAREHOLDER VALUE CREATION

GROWTH

Distribution development

Offering coverage

Acquisitions

PROFITABILITY

Pricing optimization

Sourcing initiatives

Eye on fixed costs

NET WORKING CAPITAL EFFICIENCY

Inventory optimization

Receivable collection

Contract and payment terms



Q&A

Robit[®]
Bit Better

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