

Robit

FURTHER. FASTER.



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Carnegie Investor meeting

Helsinki , Jan 3rd 2019

Harri Sjöholm



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RESULTS H1/2018 & Q3/2018

**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%)

	YTD	Q3
Q1-Q3/2018, EURm	63.9	20.8

Q1-Q3/2017, EURm	65.7	23.1
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Financing arrangement December 2018

- Robit has agreed with the principal bank the following:
 - Original covenant ratio net debt/ EBITDA will be replaced by a EBITDA target for H1 and full year 2019
 - The debt margin will be increased by 1.3 % being 2.75% during 2019.
 - Robit will amortize loans as follows:
 - MEUR 5 by the end of January 2019
 - MEUR 5 by the end of April 2019Corresponding original payment plan.
- The restructuring implemented in the beginning of 2018:
 - Positive profit effect on 2018 abt.1.0 MEUR
 - As a result of this restructuring cost structure is abt.3.0 MEUR lower on 2019 vs. 2018

Profit guidance Oct 15, 2018

ROBIT PLC BUSINESS REVIEW JANUARY- SEPTEMBER 2018:

The company's business has developed weaker than planned in the third quarter, as a result of which the company changed its profit guidance in a release published on 15 October 2018. According to Robit's updated view, **euro-denominated EBITA profitability for 2018** (excluding items affecting comparability) **will fall significantly short of the previous year's level**, if market demand remains at the current level and no unforeseen disruptions arise in the market.

Efficiency project has started

- We have released the previous CEO
 - CFO Ilkka Miettinen acting as Interim CEO
 - Harri Sjöholm fulltime chairman supporting the CEO and Management team
- Recruitment process of the new CEO started
- Korea and Australia factories visited in Dec 2018, UK factory visit Jan 7-8, 2019
- Active communication with all Robit's personnel & distributors,
- Personnel survey done and reported 11-12/2018; actions to be taken
- New financing agreement– stable financial status
- The short term cost leakage items listed and analysed – actions taken for running cost savings
- Company's inventory situation and supply chain process analysed by a consulting company
- Actions taken to turn the company back into a Sales Company
- Further information of the efficiency program will be published 20th Feb

Efficiency program – four focus areas

SALES

- Develop sales and distribution network

NET WORKING CAPITAL

- improve the cashflow

SUPPLY CHAIN

- Improve the utilisation rate of the factories
- Use resources more effectively

PERSONNEL

- Ensure the motivation and performance of the organisation

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

Robit will be transferred from the midcap segment to the small cap segment -> 2.1.2019

2 484

SHAREHOLDERS

29 906
(0,14%)

OWN SHARES

34,6
EURm

MARKET CAP



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Shareholders Jan 2, 2019

NO.	SHAREHOLDER	Dec 2018	December change	% OF SHARES
1	Five Alliance Oy	4 454 753	46 500	21,13
2	Skandinaviska Enskilda Banken AB (publ) Helsinki branch (Nominee registered)	2 406 682	-32 789	11,41
3	Keskinäinen Työeläkevakuutusyhtiö Varma	1 657 000		7,86
4	Keskinäinen Työeläkevakuutusyhtiö ELO	1 573 597		7,46
5	Fondita Nordic Micro Cap Placeringsfond	1 410 000		6,69
6	OP-Suomi -sijoitusrahasto	1 307 649	-100 000	6,20
7	Sijoitusrahasto Aktia Capital	1 012 193		4,80
8	Svenska Handelsbanken AB (Publ) Filial Verksamheten i Finland (Nominee registered)	990 982		4,70
9	Keskinäinen Eläkevakuutusyhtiö Ilmarinen	754 462	298 864	3,58
10	OP-Suomi Pienyhtiöt	438 051		2,08
	Others	5 078 531	-212 575	24,09
	Total nuber of shares	21 083 900		100,00

SHAREHOLDER VALUE CREATION

GROWTH

Distribution development

Offering coverage

Factory efficiency

PROFITABILITY

Pricing optimization

Sourcing initiatives

Eye on fixed costs

NET WORKING CAPITAL EFFICIENCY

Inventory optimization

Receivable collection

Contract and payment terms

www.robgroup.com

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