



# **Q4 2020 & FULL YEAR 2020 RESULTS**

**ANALYST AND PRESS CONFERENCE  
18 FEBRUARY 2021**

Tommi Lehtonen, Group CEO  
Arto Halonen, Group CFO

**Robit**





# AGENDA

1. **Q4 2020 & Full Year 2020 in Brief**  
Tommi Lehtonen, Group CEO
2. **Financials**  
Arto Halonen, Group CFO
3. **Summary & Outlook**  
Tommi Lehtonen, Group CEO
4. **Q&A**



# GOOD OVERALL PERFORMANCE IN 2020

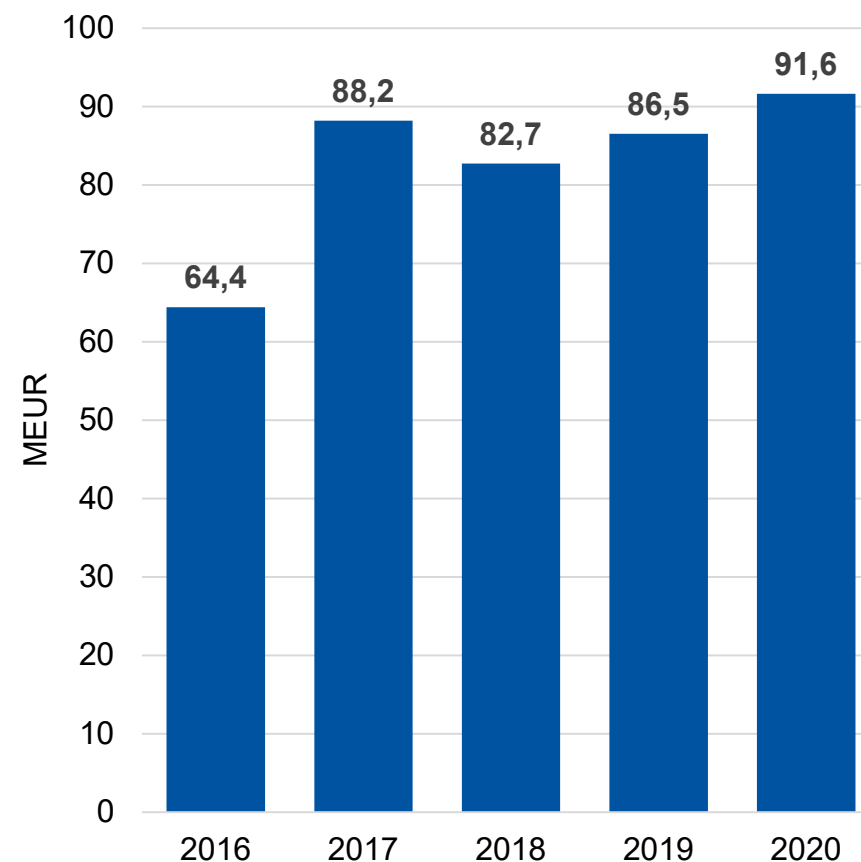
- Net sales increased +11% in fixed currencies
- Profitability and cash flow improved despite exceptional COVID-19 environment
- Organizational changes and saving actions implemented – current structure supports Robit's growth
- Currency headwinds
- COVID-19 impact to customer industries continued to reduce through H2 2020



# GROWTH AND IMPROVED CASH FLOW IN 2020

- Net sales increased by 6.0% to MEUR 91.6 (86.5), 10.8% in fixed currencies
  - Top Hammer net sales MEUR 46.3 (40.3)
  - Down the Hole net sales MEUR 45.3 (46.2)
- Order intake increased by 8.1% to MEUR 94.3 (87.3)
- Adjusted EBITDA% improved to 5.6% (3.1%)
- Operating cash flow was MEUR 4.3 (0.4)
  - Cash flow before changes in NWC was MEUR 7.2 (1.3)
- Equity ratio totalled 45.5% (47.4%)

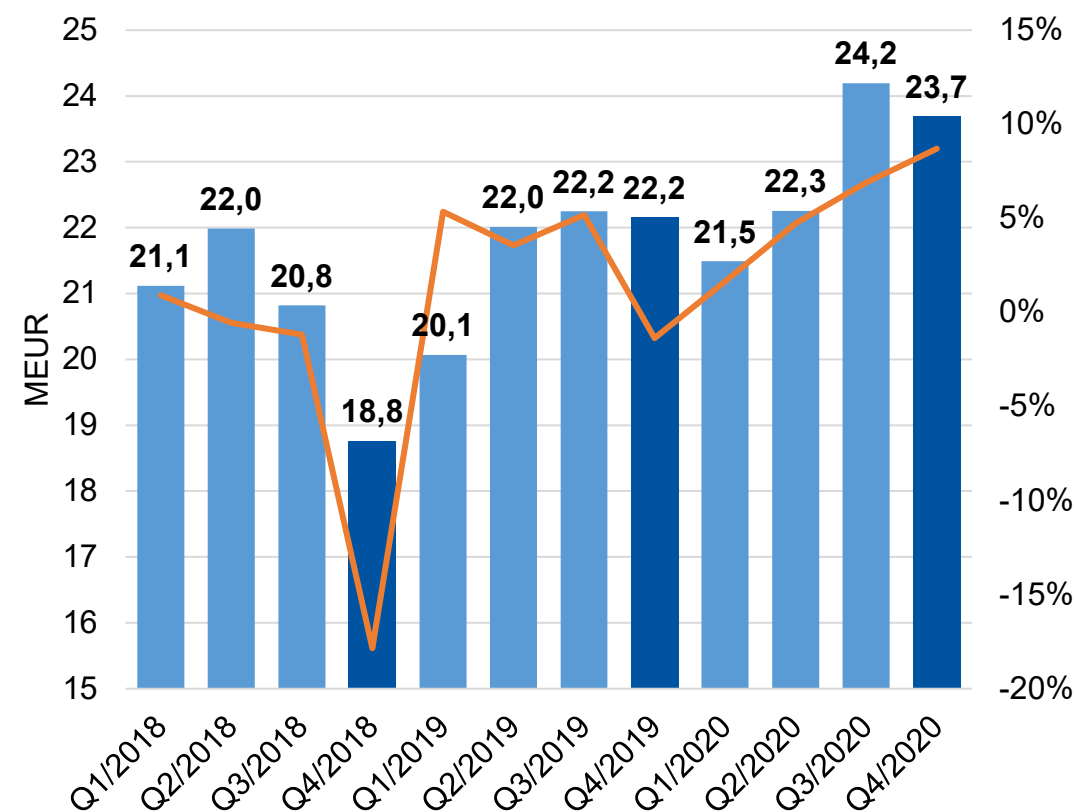
## NET SALES LAST 5 YEARS



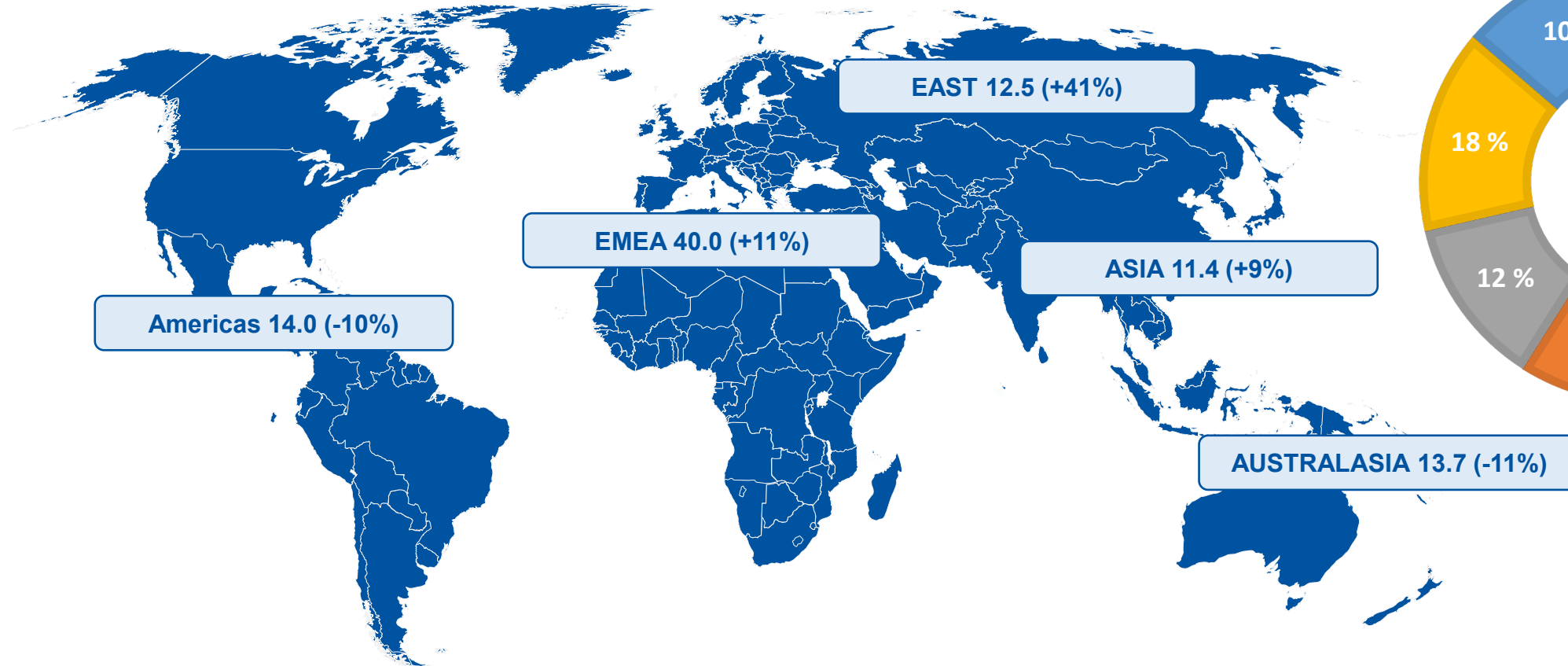
# SOLID RESULT IN Q4 2020

- Net sales increased by 6.9% to MEUR 23.7 (22.2), 14.1% in fixed currencies
  - Top Hammer net sales MEUR 11.3 (9.5)
  - Down the Hole net sales MEUR 12.4 (12.7)
- Order intake increased by 24.4% to MEUR 23.6 (19.0)
- Adjusted EBITDA% improved to 8.7% (-1.4%)
- Operating cash flow was MEUR 4.1 (0.7)
  - Cash flow before changes in NWC was MEUR 2.4 (-0.5)

## NET SALES AND ADJUSTED EBITDA DEVELOPMENT

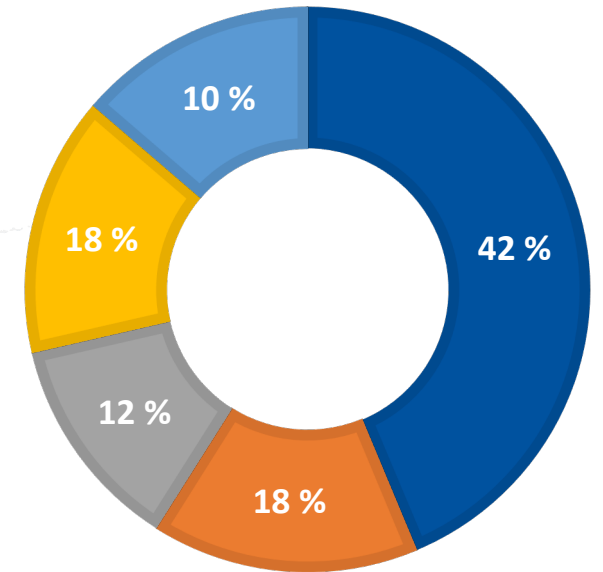


# NET SALES BY REGION 2020 (MEUR)



## NET SALES SHARE

■ EMEA ■ Americas ■ Asia ■ Australasia ■ East





# FINANCIALS

Arto Halonen, Group CFO

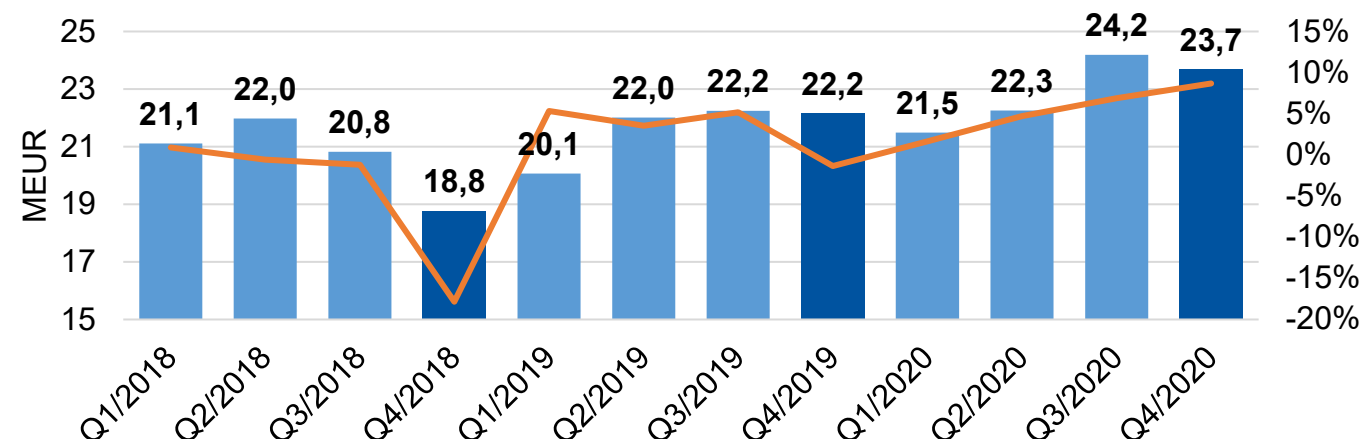
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# GROWTH AND IMPROVED PROFITABILITY

- Net sales Q4 2020 was 6.9% higher than Q4 2019, with comparable currencies growth 14.1%
- EBITDA continued to develop positively in the quarter
- Positive EBITDA development supported by fixed cost savings and good top line development
- In Q4 2020 company received partial remission of an R&D loan. This impacted EBITDA positively by MEUR 0.5 and EBITA by MEUR 0.4
- EBIT for the Q4 2020 was positive reaching 2.6%, improving from -5.7% in Q4 2019

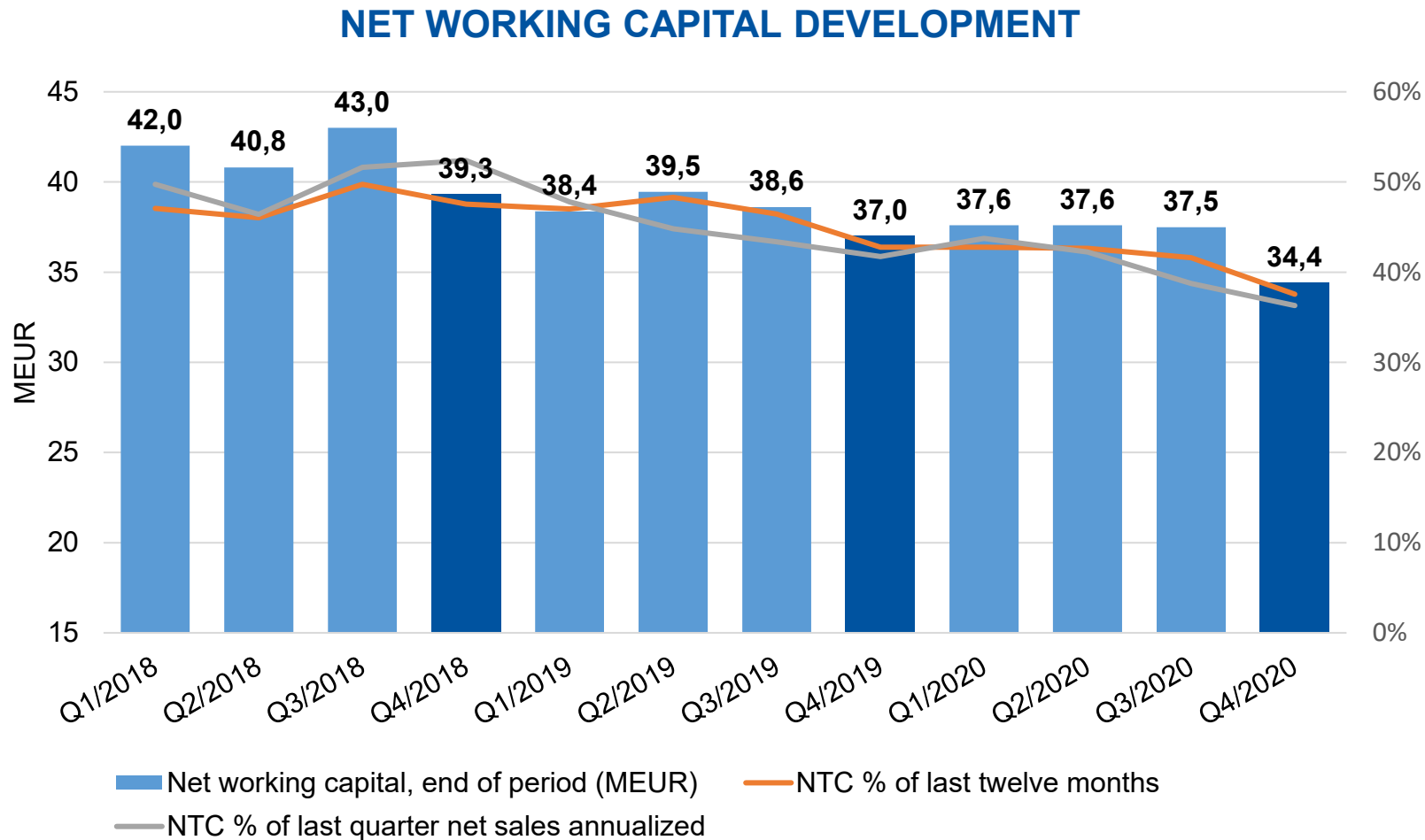
## NET SALES AND ADJUSTED EBITDA



Key financials	Q4 2020	Q4 2019	Change%	2020	2019	Change%
Net sales, EUR 1,000	23,691	22,157	6.9%	91,631	86,482	6.0%
EBITDA, EUR 1,000	2,052	-308	766.2%	5,116	1,605	218.8%
EBITDA, per cent of sales	8.7%	-1.4%		5.6%	1.9%	
Adjusted EBITDA*, EUR 1,000	2,052	-302	779.4%	5,116	2,707	89.0%
Adjusted EBITDA, per cent of sales	8.7%	-1.4%		5.6%	3.1%	
EBITA, EUR 1,000**	832	-1,061	178.5%	-48	-4,927	99.0%
Adjusted EBITA*, EUR 1,000	832	-1,902	143.8%	-48	-3,720	98.7%
Adjusted EBITA, percent of sales	3.5%	-8.6%		-0.1%	-4.3%	
EBIT, EUR 1,000	626	-1,271	149.2%	-868	-5,767	85.0%
EBIT, per cent of sales	2.6%	-5.7%		-0.9%	-6.7%	
Result for the period, EUR 1,000	515	-2,554	120.2%	-2,894	-7,265	60.2%



# NET WORKING CAPITAL DEVELOPMENT



- NWC was low for the quarter at MEUR 34.4 (37,0)
- Positive development in receivables as a result of a strong control
- Payables were at a high level at MEUR 19.0 (15.9) mainly due to increased raw material purchase levels and timing of some large payments
- Inventories increased to MEUR 34.9 MEUR (32.8) as company is ramping up volumes for some of the major new mining contracts that have been won during Q4 2020

# CASH FLOW

- Last quarter cash generation from operations was strong
- Operating cash flow was MEUR 4.1 (0.7).
  - Cash flow before changes in NWC was MEUR 2.4 (-0.5).
- Cash flow from investing activities was MEUR -1.0 (+0.2). Investments were done to bottleneck resources in company's top hammer factories in Korea and Finland
- Company made a MEUR 2.0 loan amortization in December 2020

## CONSOLIDATED STATEMENT OF CASH FLOWS

EUR thousand	Q4 2020	Q4 2019	2020	2019
<b>Cash flows from operating activities</b>				
Cash flows before changes in working capital	2 382	-472	7 160	1 293
Cash flows from operating activities before financial items and taxes	4 401	1 410	5 555	1 802
Financial items and tax	-294	-673	-1293	-1362
<b>Net cash inflow (outflow) from operating activities</b>	<b>4 107</b>	<b>737</b>	<b>4 263</b>	<b>439</b>
<b>Net cash inflow (outflow) from investing activities</b>	<b>-991</b>	<b>170</b>	<b>-1 173</b>	<b>889</b>
<b>Net cash inflow (outflow) from financing activities</b>	<b>-2 184</b>	<b>-1 407</b>	<b>-3 626</b>	<b>-13 770</b>
<b>Net increase (+)/decrease (-) in cash and cash equivalents</b>	<b>932</b>	<b>-499</b>	<b>-536</b>	<b>-12 442</b>
Cash and cash equivalents at the beginning of the period	13 235	15 696	15 248	27 470
Exchange gains/losses on cash and cash equivalents	174	51	-370	219
<b>Cash and cash equivalents at end of the period</b>	<b>14 339</b>	<b>15 248</b>	<b>14 339</b>	<b>15 248</b>



# BALANCE SHEET

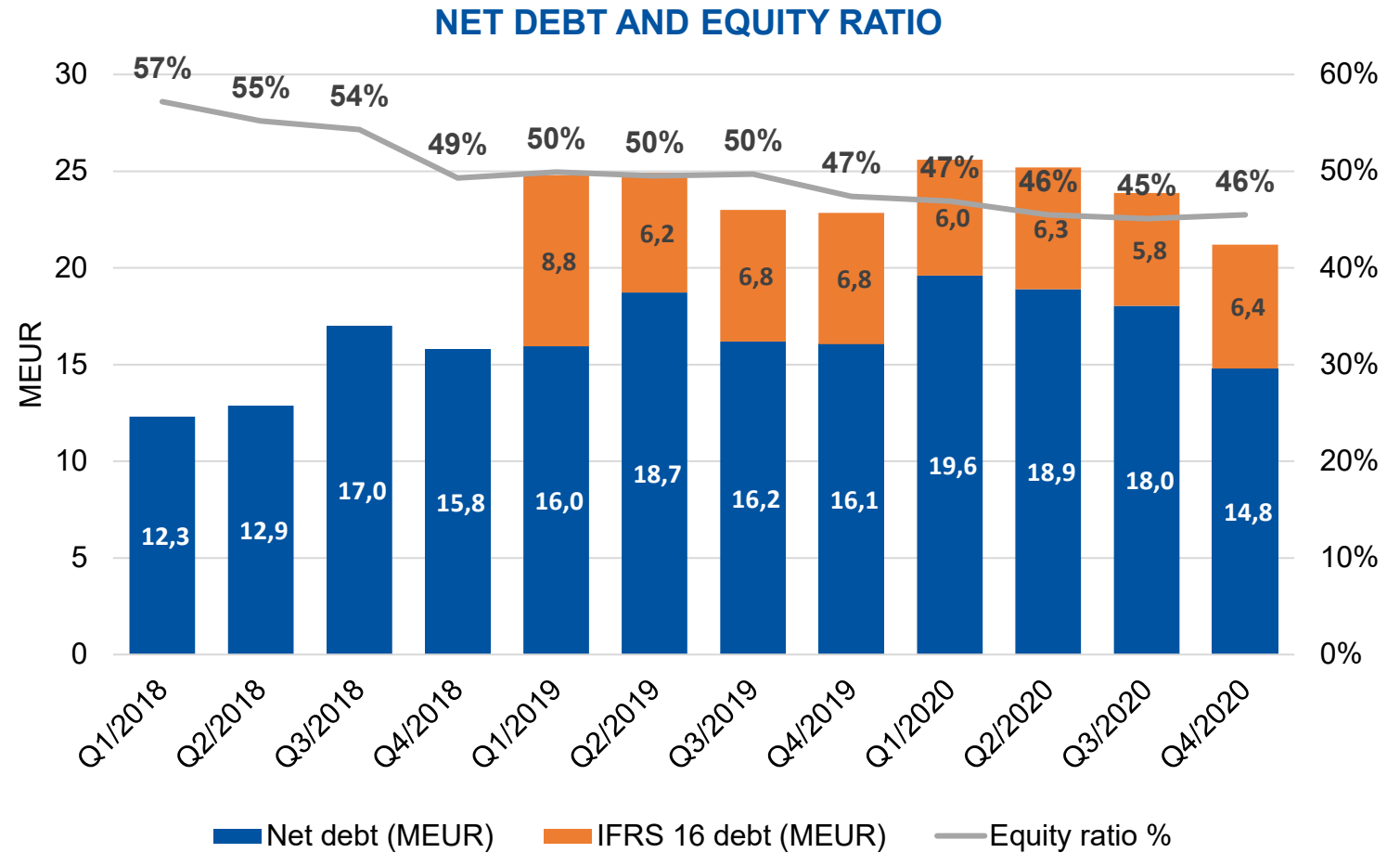
- Good development during the year in reducing receivables by MEUR 1.6
- Cash MEUR 14.3
- Total interest-bearing loans and utilized credit limits MEUR 35.6 including IFRS 16 liabilities MEUR 6.4

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR thousand	31.12.2020	31.12.2019
<b>ASSETS</b>		
<b>Total non-current assets</b>	<b>35 500</b>	<b>38 949</b>
<b>Current assets</b>		
Inventories	34 857	32 771
Account and other receivables	18 621	20 112
Other receivables	206	281
<b>Cash and cash equivalents</b>	<b>14 339</b>	<b>15 248</b>
<b>Total current assets</b>	<b>68 023</b>	<b>68 412</b>
<b>Total assets</b>	<b>103 523</b>	<b>107 361</b>
<b>EQUITY AND LIABILITIES</b>	<b>31.12.2020</b>	<b>31.12.2019</b>
Total equity	<b>46 989</b>	<b>50 721</b>
Total non-current liabilities	<b>25 838</b>	<b>23 881</b>
Total current liabilities	<b>30 696</b>	<b>32 759</b>
Total liabilities	<b>56 534</b>	<b>56 640</b>
<b>Total equity and liabilities</b>	<b>103 523</b>	<b>107 361</b>

# CAPITAL STRUCTURE

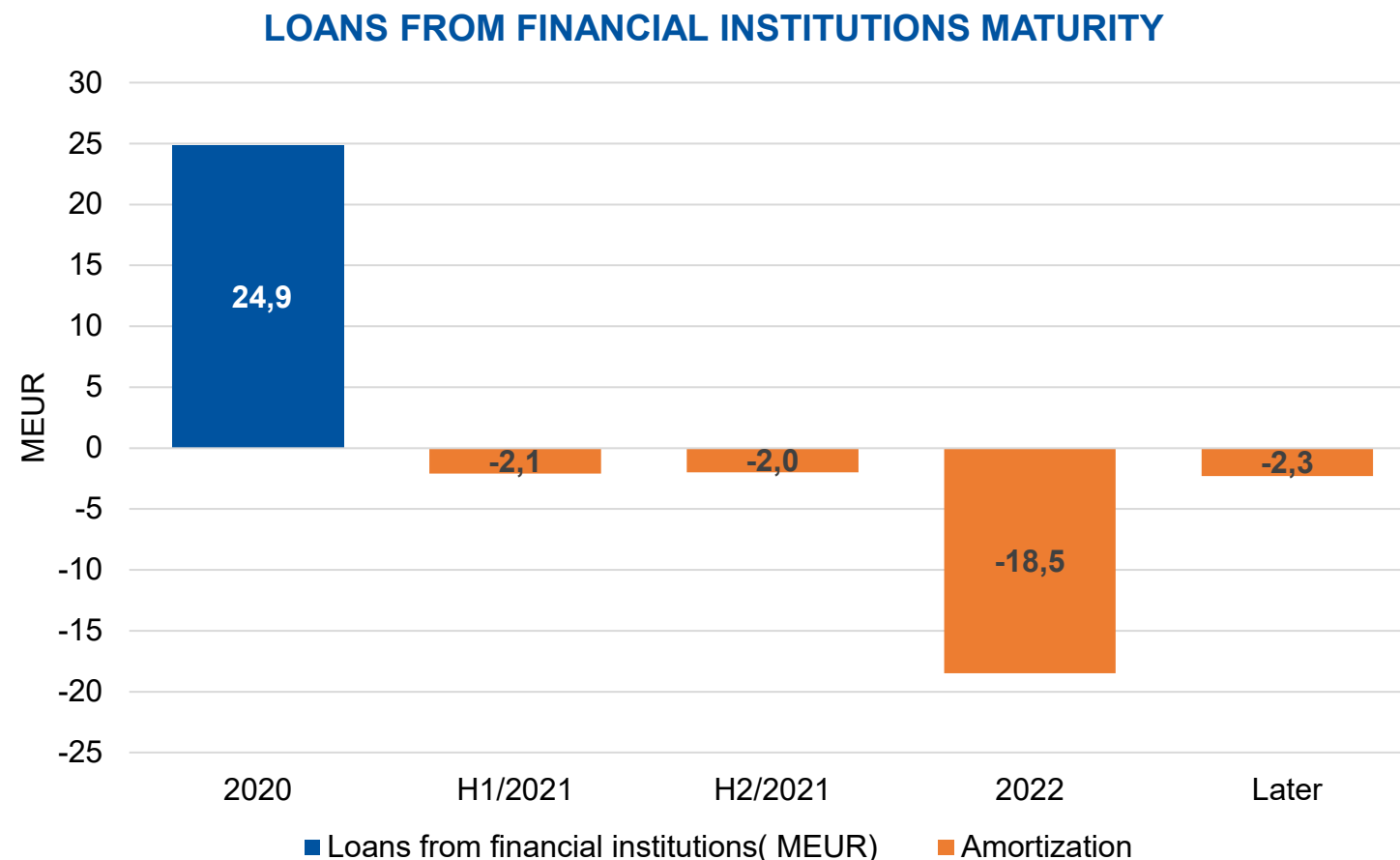
- Net debt was MEUR 21.2
- Improvement was mainly due to strong cash flow on the quarter
- Equity ratio was 45.5%





# LOAN MATURITY

- Loans from financial institutions at the end of the Q4 2020 totalled MEUR 24.9
- Instalment of MEUR 2.0 was done on 31 December 2020
- On 30 June 2022, Robit's bullet loan and final instalments on amortized loan will expire
- Negotiations for refinancing company loans will be started during H1 2021





# SUMMARY AND OUTLOOK

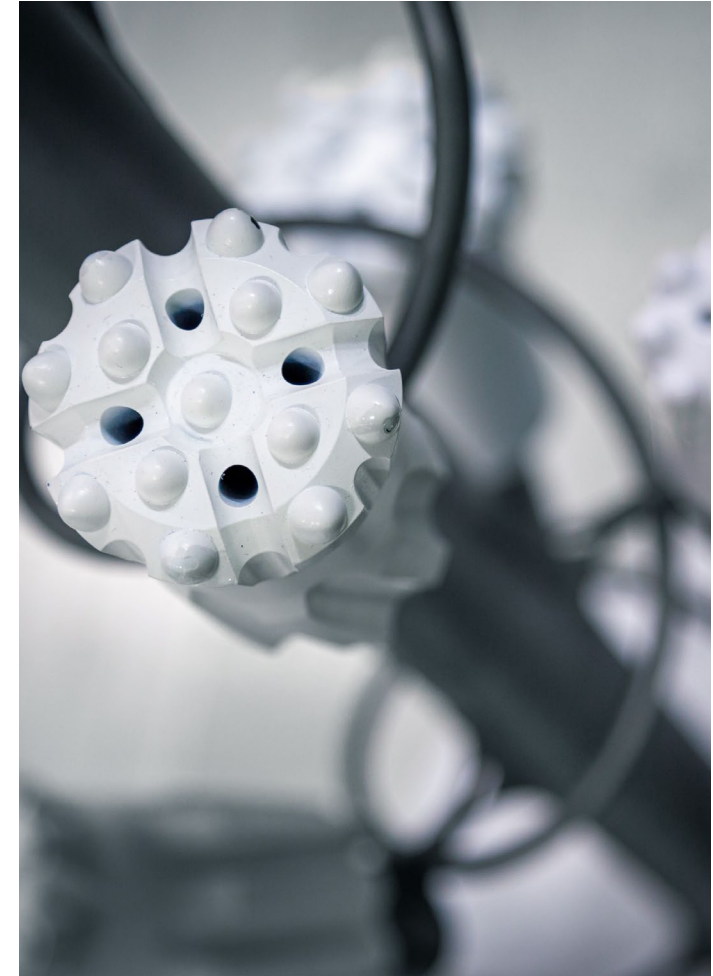
Tommi Lehtonen, Group CEO

**Robit**



# SUMMARY

- Robit was able to grow in the market impacted by COVID-19
- Organizational changes were finalized and Robit is in a good position to continue to grow and improve profitability
- Good growth in Top Hammer mining business during H2 2020, expect the trend to continue
- Strategy updated to drive the next phase of the company development towards long-term financial targets



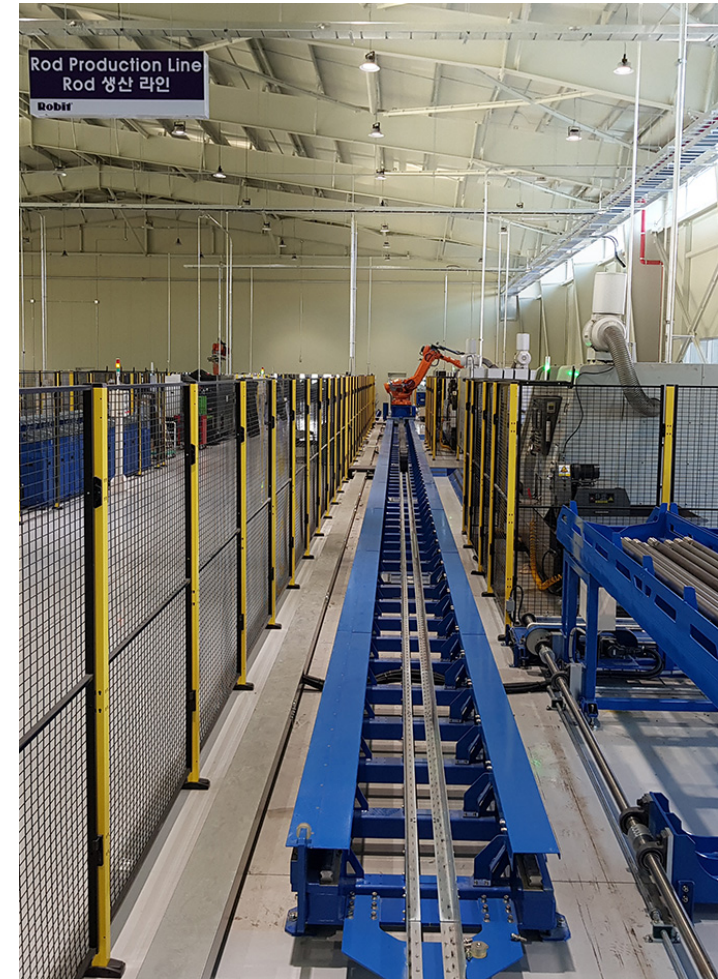
# OUTLOOK 2021

- Robit expects the favorable market development seen during the second half of 2020 to continue
- Drilling consumables demand in mining is expected to be stable and similar to Q4 2020 – only marginal impact from COVID-19
- Good sales funnel for construction projects in our target markets



# MOVING FORWARD

- Continue to drive growth – distribution development, high ambition level in direct sales markets, new product launches
- Investment into production and inventory to ensure good availability levels
- Implementation of margin improvement initiatives and continuing fixed cost discipline
- Focus on development of our performance culture to drive continuous improvements – Drive Change





# GUIDANCE 2021 AND DIVIDEND

## FINANCIAL TARGETS

- Robit's long term target is to achieve organic net sales growth of 15% annually and comparable EBITDA of 13%.

## GUIDANCE 2021

- Robit expects the market situation to develop positively and believes COVID-19 restrictions to have a limited impact on the demand of Robit's products in 2021. Robit estimates 2021 net sales to grow and euro-dominated comparable EBITDA profitability to improve from 2020.

## DIVIDEND

- The Board of Directors proposes to the Annual General Meeting that no dividend be paid for 2020.





Q&A

**Robit**



# THANK YOU!

Robit publishes its Annual Report 2020 on 26 February 2021.

The AGM will be held on 25 March 2021 at 2.00 p.m. UTC+2.

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