

ROBIT PLC

ANNUAL GENERAL MEETING 2021

Lempäälä 25 March 2021

Welcome!

Robit

AGENDA

1. OPENING OF THE GENERAL MEETING

2. CALLING THE GENERAL MEETING TO ORDER

Attorney Johan Roman will act as the Chair of the general meeting. If, due to a well-grounded reason, Johan Roman does not have the opportunity to serve as the Chair, the Board of Directors will appoint the person it considers best to act as the Chair. The Chair may appoint a Secretary to this general meeting.

3. ELECTION OF PERSONS TO SCRUTINISE THE MINUTES AND TO SUPERVISE THE COUNTING OF VOTES

Attorney Jemina Bonsdorff will act as the person to scrutinise the minutes and to supervise the counting of votes. If, due to a well-grounded reason, Jemina Bonsdorff does not have the opportunity to serve as the person to scrutinise the minutes and to supervise the counting of votes, the Board of Directors will appoint the person it considers best to act on these positions.

AGENDA

4. RECORDING THE LEGALITY OF THE MEETING

5. RECORDING ATTENDANCE AT THE MEETING AND ADOPTION OF THE LIST OF VOTES

Shareholders who have voted in advance during the period for advance voting and who have the right to participate in the meeting in accordance with Chapter 5 Sections 6 and 6a of the Finnish Companies Act are considered to be shareholders participating in the meeting. The list of votes will be adopted according to the information provided by Euroclear Finland Ltd.

6. PRESENTATION OF THE FINANCIAL STATEMENTS AND CONSOLIDATED FINANCIAL STATEMENTS, THE ANNUAL REPORT AND THE AUDITOR'S REPORT FOR THE YEAR 2020

Robit Plc has published its financial statements release on 18 February 2021. The Company's financial statements, consolidated financial statements, the annual report and the auditor's report for the year 2020 have been available on the Company's website since 4 March 2021. Robit Plc's corporate governance statement and remuneration report for the year 2020 have been published on the same day. The documents are hereby considered presented to the general meeting.

Review by the Chair of the Board and Group CEO.



REVIEW BY THE CHAIR OF THE BOARD

Harri Sjöholm

Robit

SOLID PERFORMANCE IN COVID-19 ENVIRONMENT

- Robit continued growth despite exceptional operating environment – **net sales increased +11%** in fixed currencies
- Management and organisation **adjusted operation models** quickly in accordance with constantly changing conditions developing at the same time **a new way** to operate
- Exceptional operating environment further intensified **cooperation** of global Robit family and proved **strong performance** of management and whole organisation



ROBIT CONTINUES STEADY GROWTH

- Company **updated its strategy** – focus on consumables, growth, improvement of profitability, global operations and two pillars – TH and DTH
- Robit progressed in development of distribution and achieved several **significant references** among global leading end customers
- Company had concise **product development agenda** – several innovative product launches in near future
- Company's key **market segments**, mining and contracting are **in clear growth** during this and next year





REVIEW BY THE GROUP CEO

Tommi Lehtonen

Robit

POSITIVE DEVELOPMENT IN EXCEPTIONAL TIMES

- 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
- Fluctuations in exchange rates had a negative impact on growth and profitability
- COVID-19 impact on customer industries continued to reduce through H2 2020



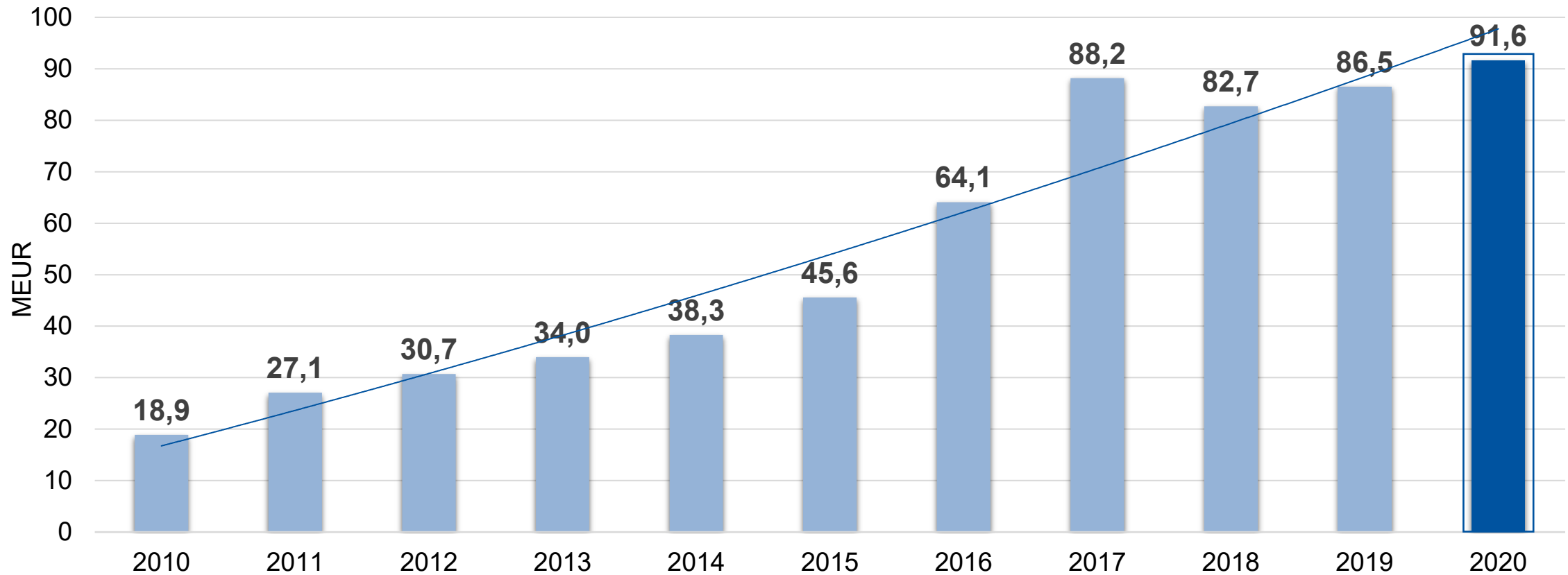
COVID-19 IMPACT ON COMPANY'S OPERATIONS

- During Q2 2020 considerable restrictions on certain market areas such as in South Africa and Peru
- COVID-19 impact on customer industries continued to reduce through H2 2020
- Focus on ensuring safety
- Company switched to COVID-19 situation reporting in spring 2020
- All factories operated throughout the year
- Pandemic had a limited impact mainly on sales growth
- Company believes that pandemic has no significant impact on year 2021



CONSISTENT GROWTH

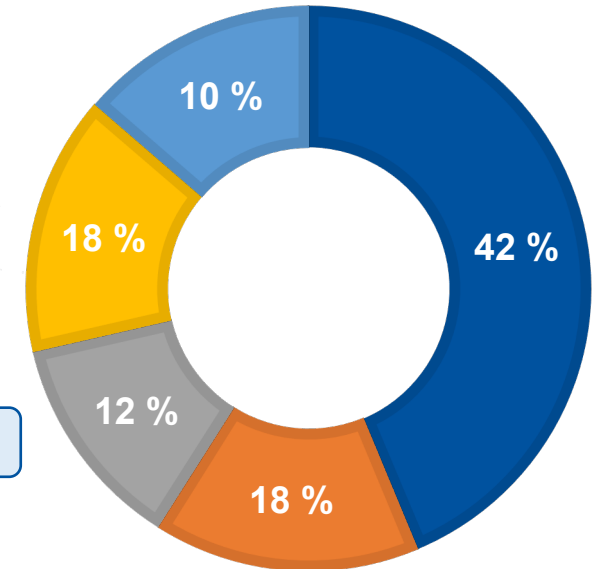
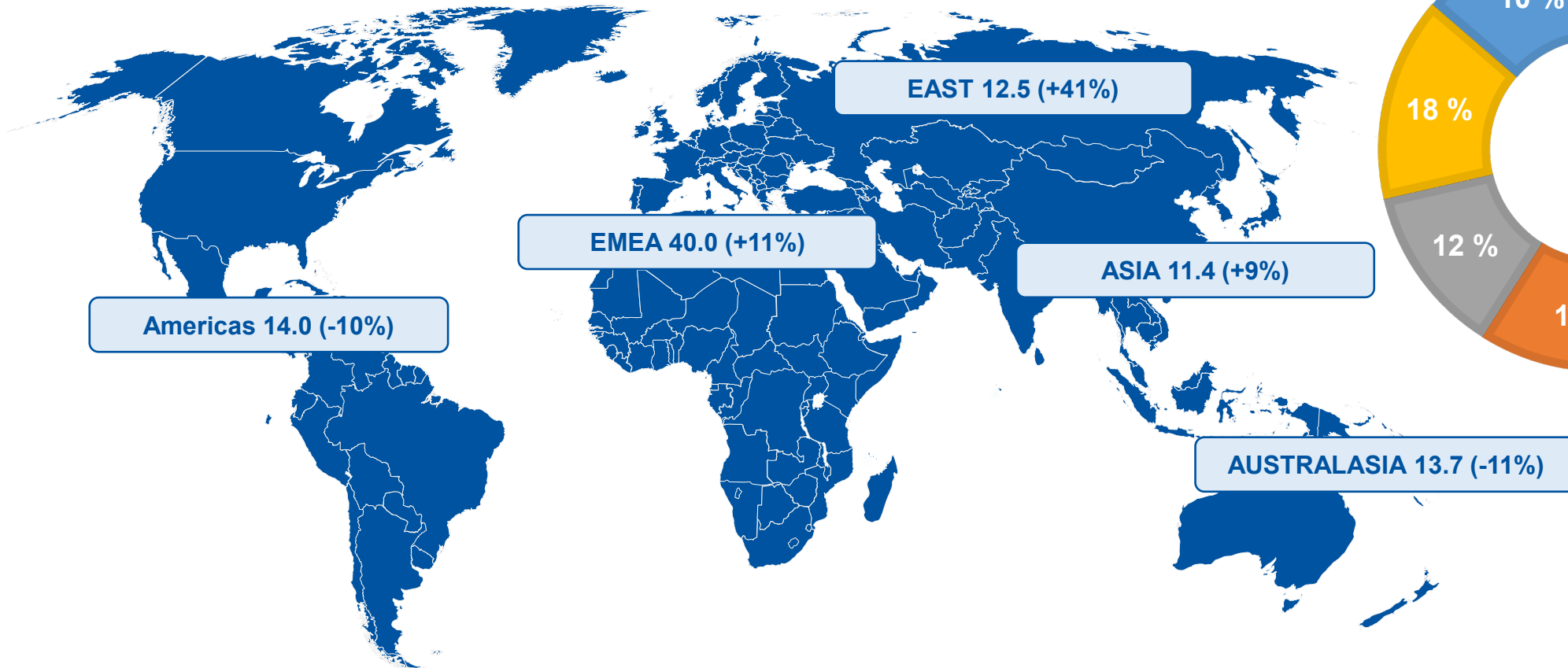
NET SALES 2010-2020



NET SALES BY REGION 2020 (MEUR)

NET SALES SHARE

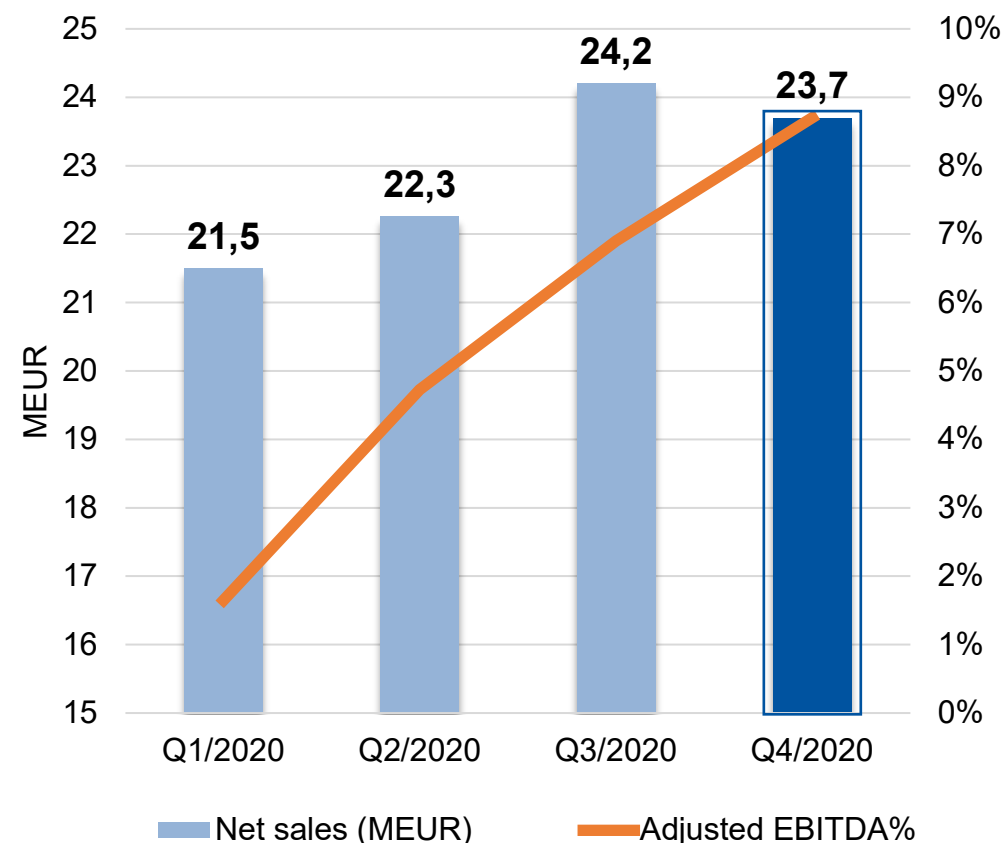
■ EMEA ■ Americas ■ Asia ■ Australasia ■ East



SOLID GROWTH AND CASH FLOW

- Net sales increased by 6.0% to MEUR 91.6 (86.5)
- 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%)
- Group result for the period -2,9 MEUR (-7,3)

NET SALES AND ADJUSTED EBITDA



SOLID FINANCIAL POSITION

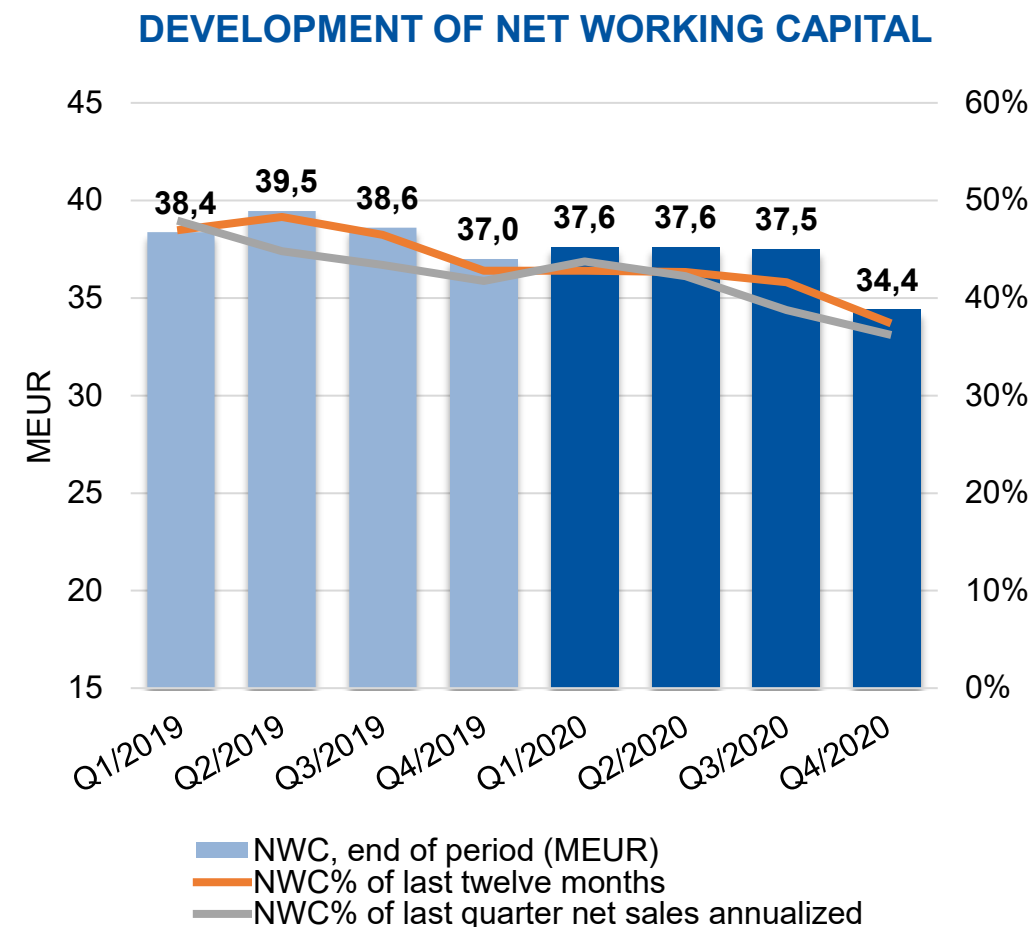
- Systematic actions supported positive development in controlling receivables – reduction of MEUR 1.6
- Equity ratio 45.5% (47.4%)
- Cash and cash equivalents MEUR 14.3
- Total interest-bearing loans and utilized credit limits MEUR 35.6 including IFRS 16 liabilities MEUR 6.4
- Net cash inflow from operating activities MEUR 4.3 (0.4)
- Cash flows before changes in working capital MEUR 7.2 (1.3)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

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

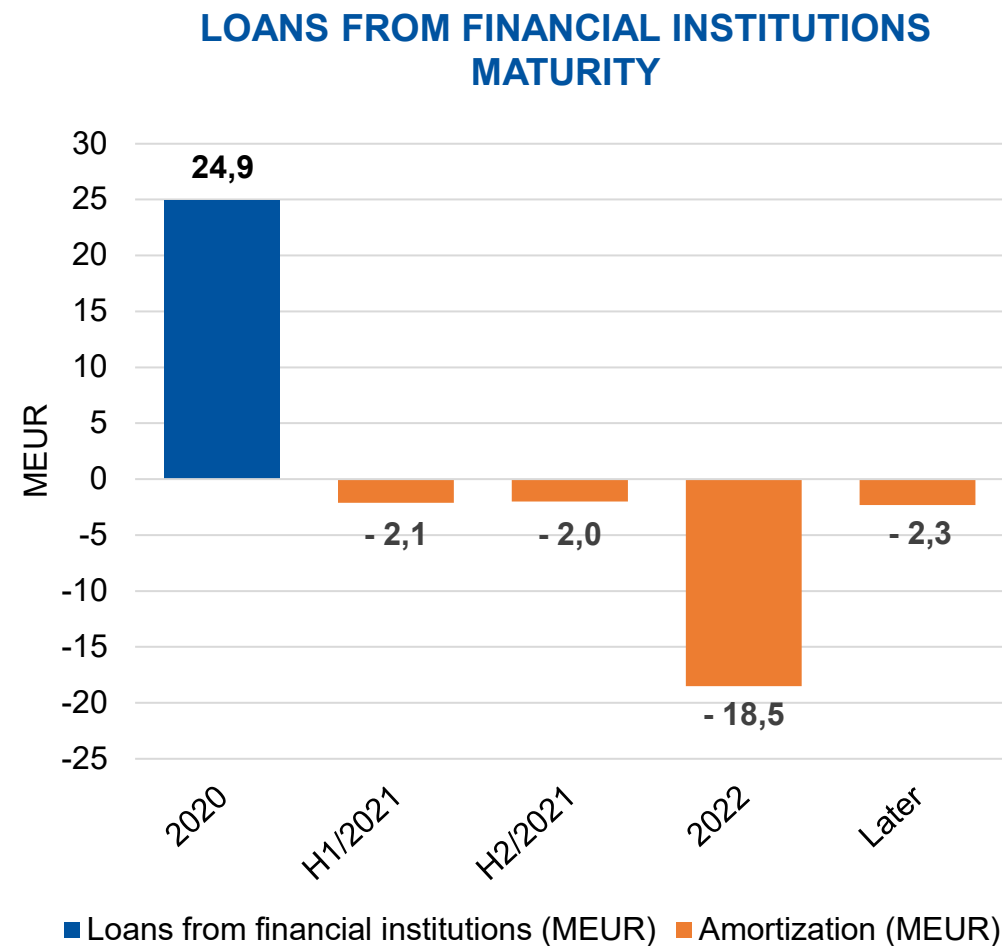
DEVELOPMENT OF NET WORKING CAPITAL

- Company intensified its net working capital management
- Net working capital MEUR 34.4 MEUR (37.0), thus 37.6% from net sales (42.8)
- Positive development in receivables as a result of 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



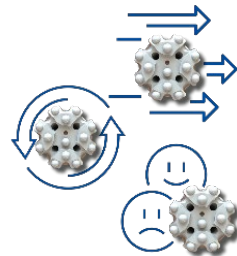
LOAN MATURITY

- Loans from financial institutions at the end of the Q4 2020 totaled 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

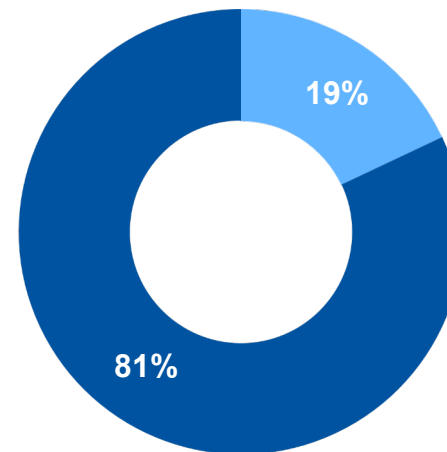


COMPETENT ROBIT TEAM

- Personnel at the end of 2020: 261 (252)
 - 64 in Finland, 198 outside Finland
 - 20 nationalities in 9 countries
- Our actions are guided by our values
 - We serve with speed
 - We drive change
 - We respect everyone
- Focus on competence development
 - Sales skills
 - Management

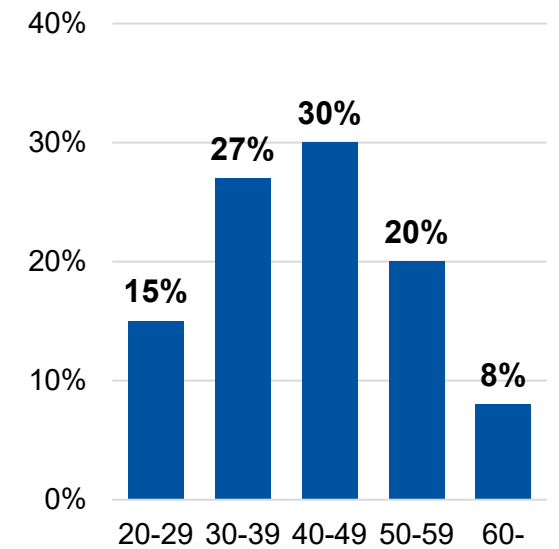


DISTRIBUTION BY GENDER



■ Male 81% ■ Female 19%

AGE DISTRIBUTION



MARKET POTENTIAL

Mining and construction business: global potential approx. 2 billion euros (excl. China and India)

MINING 60%

CONSTRUCTION 40%



SURFACE MINING

UNDERGROUND MINING

EXPLORATION

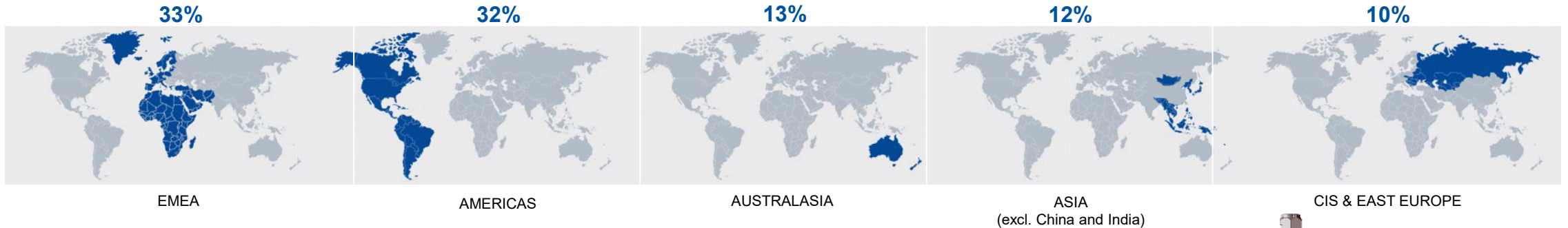
QUARRYING & AGGREGATES

UNDERGROUND CONSTRUCTION

WELL DRILLING

DTH PILING

Global 2 billion euros' market split geographically (excl. China and India)



Robit has the widest offering, high quality and global reach



**Estimates presented are based on the view of Robit Plc's management.*

REFERENCES



BIA Group (distributor)
Exclusive distributor agreement covering 17
countries in West and Central Africa

REFERENCES



Full Safety Company Ltda (distributor)
Supply agreement for Robit drilling consumables
with Codelco, the world's largest copper mining
company in Chile

REFERENCES



Agnico Eagle Finland (end customer)
Supply agreement for Robit drilling consumables to
Kittilä mine, the largest gold mine in Europe

REFERENCES



Verkkosaari, Helsinki (end customer)
Supply agreement to the largest micropiling project
in Finland (6 000 piles)

Kuva: Matti Tikkanen, Fingeo

KEY FOCUS AREAS 2021

- **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**



TREATMENT OF RESULT FOR THE FINANCIAL YEAR

- The Board of Directors proposes to the Annual General Meeting that the parent company's loss for the financial year ended on 31 December 2020, EUR 4 886 157.58 be transferred to cumulative loss.
- The Board of Directors proposes to the Annual General Meeting that no dividend be paid for 2020.



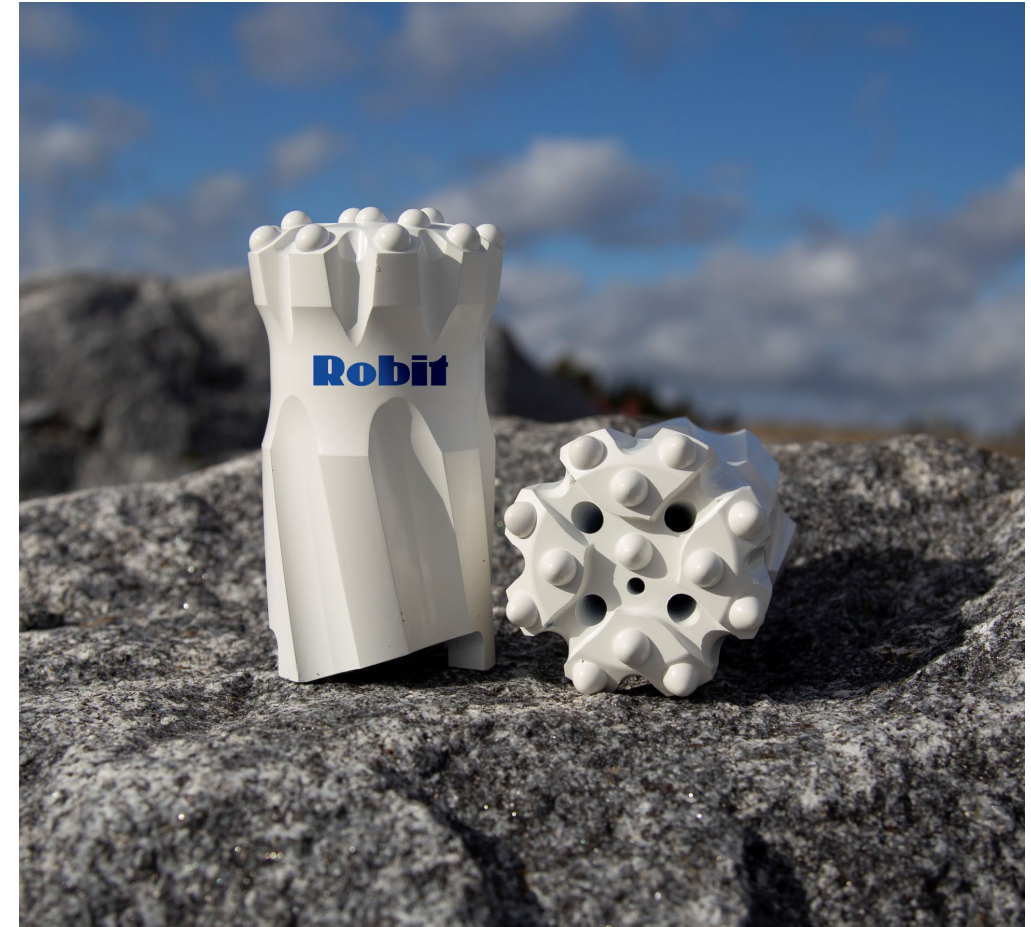
FINANCIAL TARGETS AND GUIDANCE 2021

FINANCIAL TARGETS

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

GUIDANCE

- 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.



AGENDA

7. THE ADOPTION OF THE FINANCIAL STATEMENTS, WHICH ALSO INCLUDES THE ADOPTION OF CONSOLIDATED FINANCIAL STATEMENTS

8. USE OF THE PROFIT SHOWN IN THE BALANCE SHEET AND DECIDING ON THE PAYMENT OF DIVIDENDS

The Board of Directors proposes to the general meeting that the profit for the financial year 2020 be transferred to the previous accounting period's retained earnings account and that no dividend be paid based on the adopted balance sheet for the financial year 2020.

9. RESOLUTION ON DISCHARGE OF MEMBERS OF BOARD OF DIRECTORS AND CEO FROM LIABILITY

10. HANDLING OF THE REMUNERATION REPORT FOR GOVERNING BODIES

The Board of Directors proposes the adoption of the remuneration report for governing bodies. Under the Finnish Companies Act it is a non-binding decision. The remuneration report has been available on the Company's website since 4 March 2021. The document is hereby considered presented to the general meeting.

11. RESOLUTION ON THE NUMBER OF BOARD MEMBERS

The Shareholders' Nomination Board proposes to the general meeting that six (6) members be appointed to the Board of Directors.

AGENDA

12. RESOLUTION ON THE REMUNERATION OF THE BOARD MEMBERS

The Shareholders' Nomination Board proposes to the general meeting with respect to the amount of the remuneration payable to the Board of Directors and the Chairman of the Board as follows:

The annual remuneration payable to the Chair of the Board of Directors is EUR 45,000, of which 40% will be paid as shares and the remaining 60% as an advance tax withheld and paid to the Finnish Tax Administration by the Company.

The annual remuneration payable to each Board Member is EUR 30,000, of which 40% will be paid as shares and the remaining 60% as an advance tax withheld and paid to the Finnish Tax Administration by the Company.

An additional compensation of EUR 500 will be paid to the Board Members and the Chairman of the Board for each board meeting or committee meeting they have attended.

Additionally, other costs such as travel and lodging expenses will also be compensated.

The annual remuneration for the entire term of office will be paid to the Chairman of the Board and to the Board Members in December 2021.

The shares that form part of the remuneration payable to the Chair and to the Board Members can be new shares issued by the company or shares acquired thereby pursuant to an authorisation provided to the Board of Directors by the general meeting. The receiver of the remuneration will pay the applicable transfer tax.

AGENDA

13. ELECTION OF THE BOARD MEMBERS

The Shareholders' Nomination Board proposes to the general meeting that current Board Members Kim Gran, Mammu Kaario, Mikko Kuitunen, Anne Leskelä, Kalle Reponen and Harri Sjöholm be re-elected for a new term of office.

The Board Members' term of office will continue until the end of Annual General Meeting held in 2022.

All candidates have consented to being elected to the position of Board Member and all are independent of the company and its significant shareholders except for Harri Sjöholm, who is dependent on the company and on a significant shareholder of the company.

Presentations of all persons proposed for new board members are available on Robit Plc's website www.robitgroup.com/investor/corporate-governance/board-of-directors/members-of-the-board/.

PERSONS PROPOSED FOR BOARD MEMBERS



**KIM
GRAN**



**MAMMU
KAARIO**



**MIKKO
KUITUNEN**



**ANNE
LESKELÄ**



**KALLE
REPONEN**



**HARRI
SJÖHOLM**

AGENDA

14. RESOLUTION ON THE REMUNERATION OF THE AUDITOR

The Board of Directors proposes to the general meeting that the remuneration of the elected auditor be paid in accordance with an invoice approved by the company.

15. ELECTION OF THE AUDITOR

The Board of Directors has assessed the operations and impartiality of the company's current auditor, Ernst & Young. The Board of Directors recommends that Ernst & Young be re-elected as the company's auditor for a term of office expiring at the end of the following Annual General Meeting. Ernst & Young has announced that it intends to appoint Toni Halonen, Authorised Public Accountant, as the company's principal responsible auditor.

AGENDA

16. **AUTHORISING THE BOARD OF DIRECTORS TO DECIDE ON THE ACQUISITION OF THE COMPANY'S OWN SHARES AND/OR ACCEPTING THEM AS A PLEDGE**

The Board of Directors proposes that the general meeting authorise the Board of Directors to decide upon the acquisition of a maximum of 2 108 390 of the company's own shares and/or accepting the same number of the company's own shares as a pledge, in one or several tranches, by using the company's unrestricted shareholders' equity. The maximum total of shares that will be acquired and/or accepted as a pledge corresponds to 10% of all shares in the company as of the date of this summons. However, the company cannot, together with its subsidiary companies, own or accept as a pledge altogether more than 10% of its own shares at any point in time. The company's shares may be purchased under this authorisation solely by using unrestricted shareholders' equity.

The shares will be acquired otherwise than in proportion to the share ownership of the shareholders via public trading arranged by Nasdaq Helsinki Ltd at the market price on the date on which the acquisition is made or otherwise at a price formed on the market. The Board of Directors proposes that this authorisation be used e.g. for the purposes of implementing the company's share-based incentive systems or for other purposes as decided by the Board of Directors.

The Board of Directors proposes that this authorisation be considered to cancel the authorisation granted by the general meeting on 22 April 2020 to decide on the acquisition of the company's own shares.

The proposed validity period of the authorisation is until the following Annual General Meeting, however not longer than until 30 June 2022.

AGENDA

17. AUTHORISING THE BOARD OF DIRECTORS TO DECIDE ON A SHARE ISSUE AND THE ISSUANCE OF SPECIAL RIGHTS ENTITLING TO SHARES

The Board of Directors proposes that the Annual General Meeting authorise the Board of Directors to decide on a share issue and on the issuance of special rights entitling to shares as referred to in Chapter 10 Section 1 of the Finnish Companies Act, in one or more tranches, either against or without consideration.

The number of shares to be issued, including shares to be issued on the basis of special rights, may not exceed 2 108 390, which amounts to 10% of all shares in the company as of the date of this summons. The Board of Directors may decide to either issue new shares or to transfer any treasury shares held by the company.

The authorisation entitles the Board of Directors to decide on all terms that apply to the share issue and to the issuance of special rights entitling to shares, including the right to derogate from the shareholders' pre-emptive right. The Board of Directors proposes that this authorisation be used e.g. for the purposes of strengthening the company's balance sheet and financial status, implementing the company's share-based incentive systems or for other purposes as decided by the Board of Directors.

The proposed validity period of the authorisation is until the following Annual General Meeting, however not longer than until 30 June 2022. This authorisation cancels any previously granted, unused authorisations to decide on a share issue and the issuance of options or other special rights entitling to shares.

18. CLOSING OF THE GENERAL MEETING



INFORMATION REQUESTS FROM SHAREHOLDERS

Robit

INFORMATION REQUESTS FROM SHAREHOLDERS

Company has not received any information requests from the shareholders with respect to the matters to be considered at the meeting pursuant to Chapter 5, Section 25 of the Finnish Companies Act, by 11 March 2021.

THANK YOU!

Robit publishes its Interim Report Q1 2021 on 22 April 2021.

www.robitagroup.com

Robit
FURTHER. FASTER.