

HALF-YEAR REPORT JANUARY-JUNE 2021

Analyst & Press Conference

10 August 2021, Helsinki

Robit



REVIEW H1 2021

Tommi Lehtonen, Group CEO

Robit

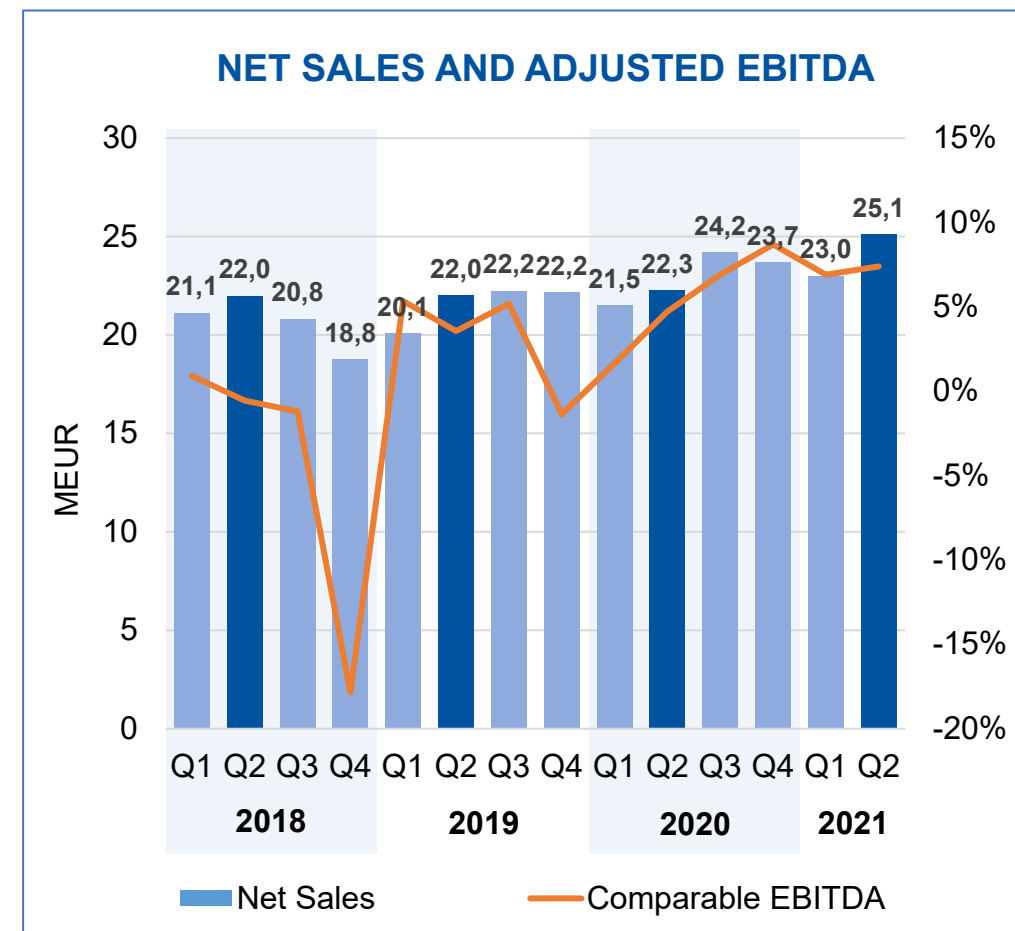
NINTH CONSECUTIVE QUARTER OF GROWTH

- Net sales and order records in Q2 2021:
 - Net sales increased by 12.7% to MEUR 25.1
 - Orders increased by 23.1% to MEUR 26.5
- Q2 2021 EBITDA improved further by 77.2% to MEUR 1.9
- Top Hammer business drove growth in Q2 2021:
 - Top Hammer net sales was MEUR 13.8 (+22.0%)
 - Down the Hole net sales was MEUR 11.2 (+3.1%)
- Inventory growth to support increasing customer demand and due to supply chain constraints
- Top Hammer production capacity increase investments progressing
- New loan agreement concluded, supports well Robit's strategy implementation
- Work to reinforce Robit's sustainability road map started



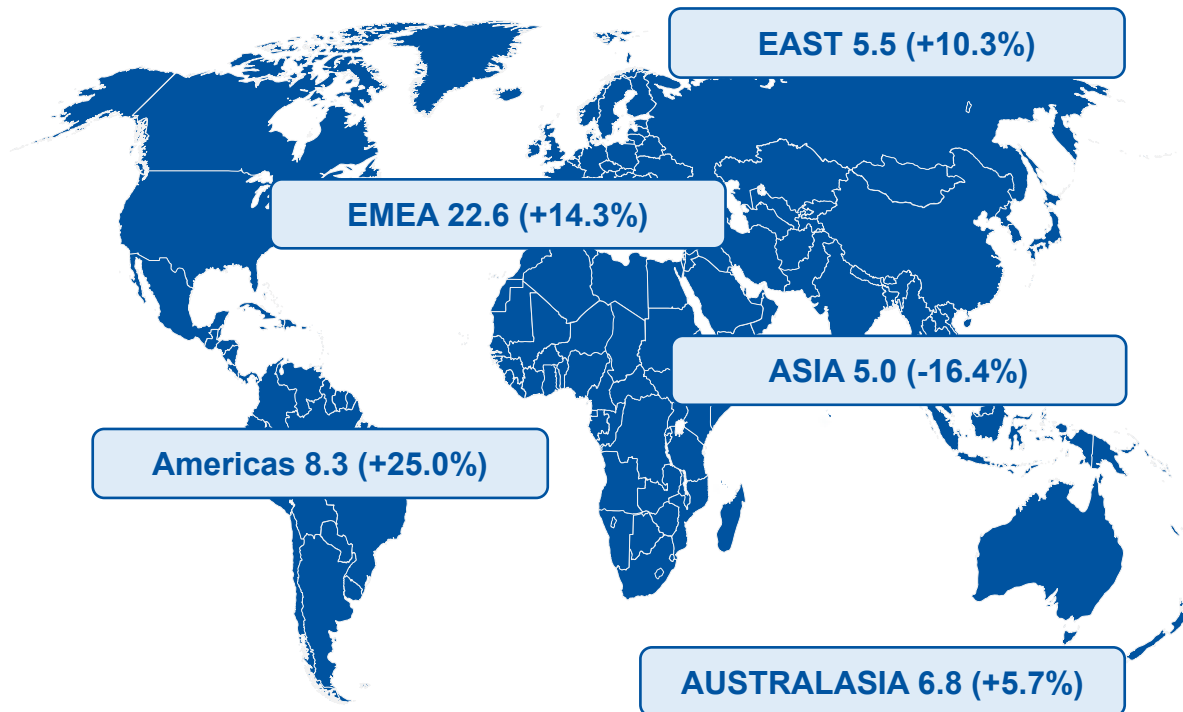
STEADY CONTINUATION OF GROWTH AND PROFITABILITY

- H1 2021 net sales increased by 10.0% to MEUR 48.1 (43.7), 10.7% in fixed currencies
 - Top Hammer net sales increased by 15.2% to MEUR 26.3 (22.8)
 - Down the Hole net sales increased by 4.3% to MEUR 21.8 (20.9)
- H1 2021 EBITDA% improved to 7.2% (3.2%)
- Operating cash flow was MEUR -4.1 (-0.4)
- Cash flow before changes in NWC was MEUR 3.6 (2.9)
- Equity ratio totalled 44.2% (45.5)

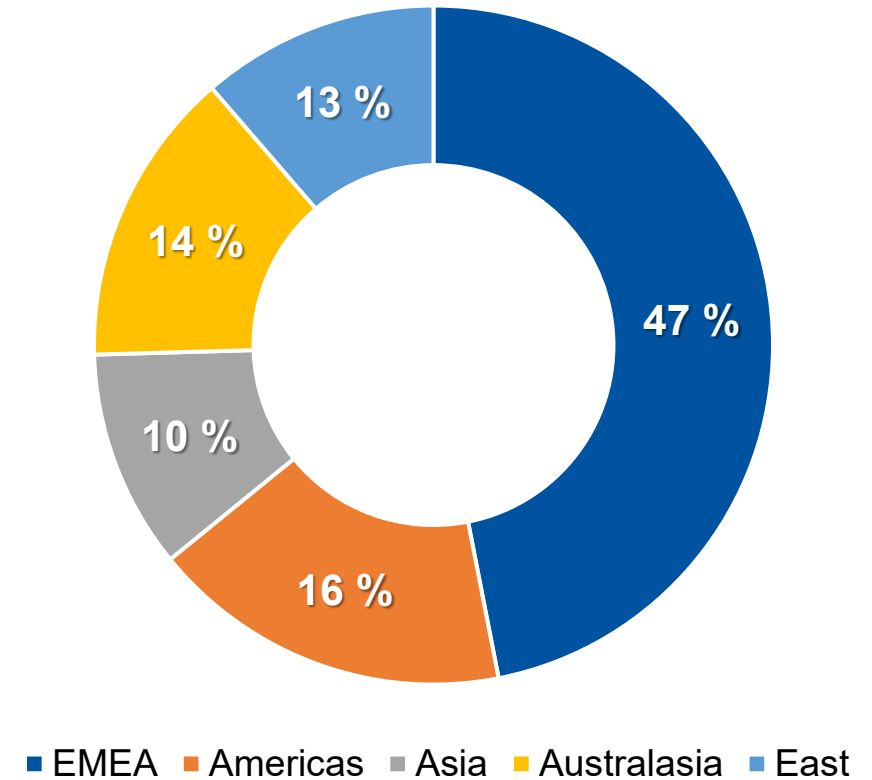


STRONG NET SALES DEVELOPMENT IN AMERICAS

NET SALES BY REGION H1 2021 (MEUR)



NET SALES SHARE H1 2021





FINANCIALS H1 2021

Arto Halonen, Group CFO

Robit

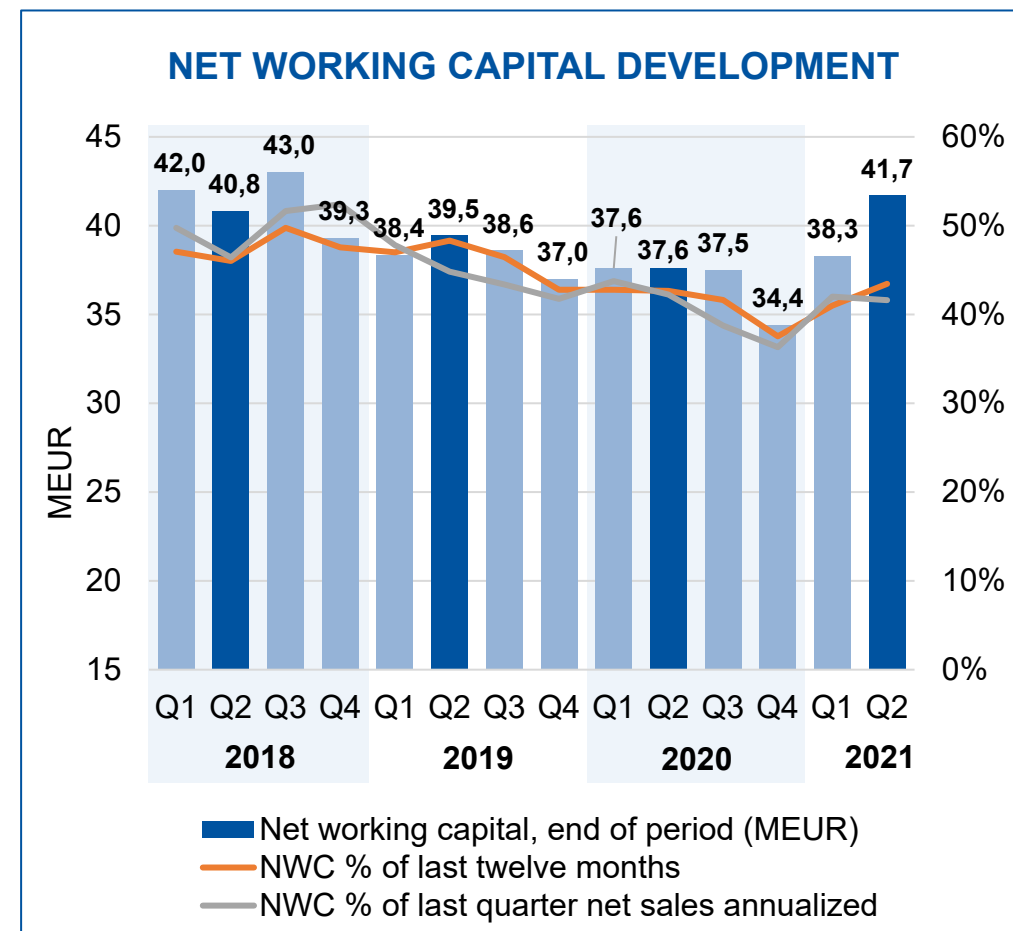
KEY FINANCIALS DEVELOPED FAVORABLY

- Net sales Q2 2021 was 12.7% higher than Q2 2020, in fixed currencies growth 12.6%
- EBITDA continued to develop positively and improved by MEUR 0.8 from Q2 2020
- EBIT for the Q2 2021 was positive reaching 1.8%, improving from -2.1% in Q2 2020

KEY FINANCIALS	Q2 2021	Q2 2020	Change%	H1 2021	H1 2020	Change%	2020
Net sales, EUR 1 000	25 088	22 256	12.7 %	48 110	43 746	10.0 %	91 631
EBITDA*, EUR 1 000	1 864	1 052	77.2 %	3 441	1 406	144.8 %	5 116
EBITDA, % of sales	7.4 %	4.7 %		7.2 %	3.2 %		5.6 %
EBITA, EUR 1 000	678	-263	357.4 %	1 015	-1 204	184.3 %	-48
EBITA, % of sales	2.7 %	-1.2 %		2.1 %	-2.8 %		-0.1 %
EBIT, EUR 1 000	462	-466	199.1 %	583	-1 611	136.2 %	-868
EBIT, % of sales	1.8 %	-2.1 %		1.2 %	-3.7 %		-0.9 %
Result of the period, EUR 1 000	-191	-831	77.0 %	224	-2 841	107.9 %	-2 894
Result of the period, % of sales	-0.8 %	-3.7 %		0.5 %	-6.5 %		-3.2 %
Earnings per share (EPS), EUR 1 000	-0.01	-0.04		0.01	-0.14		-0.14
Return on equity (ROE), %				0.5 %	-11.3 %		-5.9 %
Return on capital employed (ROCE), %				1.5 %	-5.4 %		-2.6 %

NET WORKING CAPITAL DEVELOPMENT

- NWC totalled MEUR 41.7 (37.6)
- Inventories increased to MEUR 40,3 (32.9). Increase was impacted by measures related to improving the company's product availability as well as delivery delays caused by challenges in the global logistics market
- Receivables increased to MEUR 24.2 (20.9) as a result of increased net sales



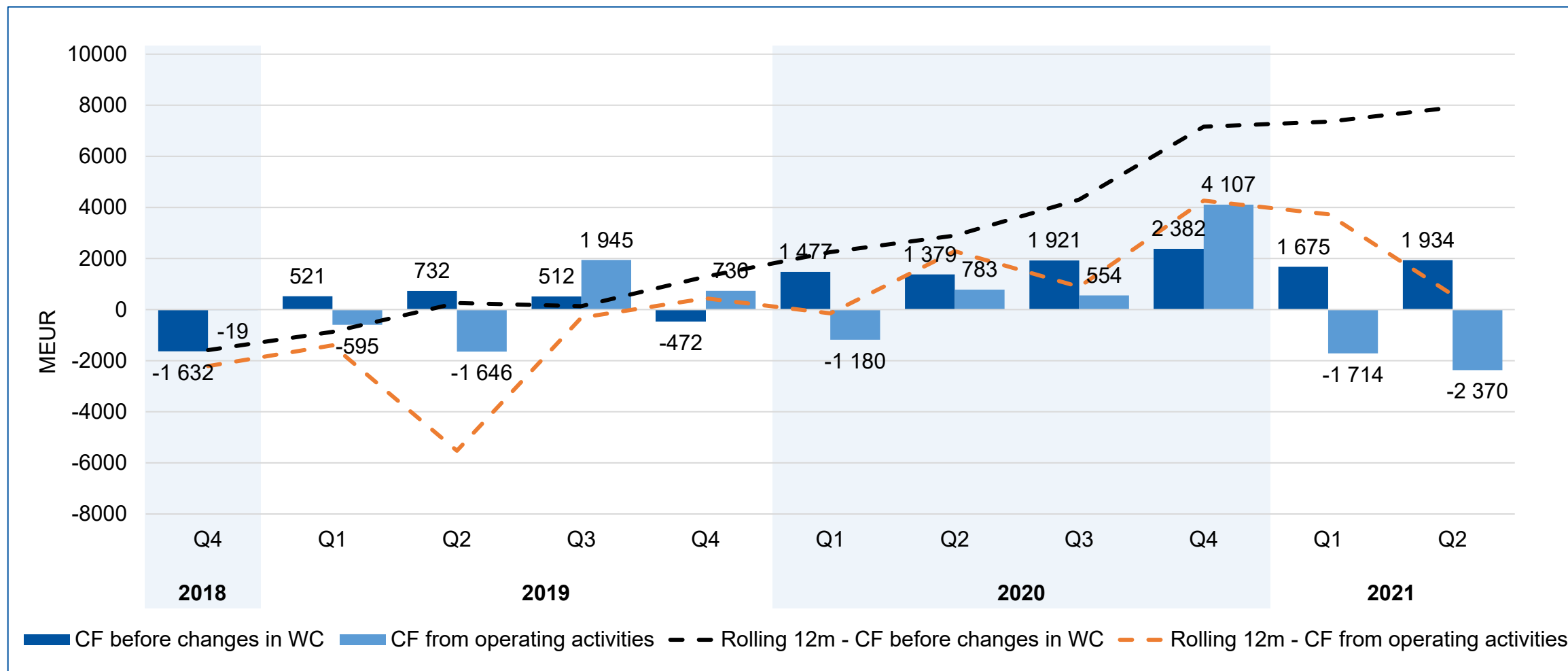
CASH FLOW

- Cash flow before changes in NWC improved to MEUR 1.9 (1.4)
- Operating cash flow was MEUR -2.1 (1.3)
- Cash flow from investing activities was MEUR -0.5 (-0.3)
- Cash flow from financing activities resulted to MEUR -0.1 (+0.0)

CONSOLIDATED STATEMENT OF CASH FLOWS

EUR thousand	Q2 2021	Q2 2020	H1 2021	H1 2020	2020
Cash flow from operating activities					
Cash flows before changes in working capital	1 934	1 379	3 609	2 856	7 160
Cash flows from operating activities before financial items and taxes	-2 110	1 292	-3 271	395	5 555
Net cash inflow (outflow) from operating activities	-2 370	783	-4 084	-398	4 263
Net cash inflow (outflow) from investing activities	-492	-255	-1 287	-576	-1 173
Net cash inflow (outflow) from financing activities	-82	22	292	-1 235	-3 626
Net increase (+)/decrease (-) in cash and cash equivalents	-2 944	550	-5 078	-2 209	-536
Cash and cash equivalents at the beginning of the financial year	12 352	12 123	14 339	15 248	15 248
Exchange gains/losses on cash and cash equivalents	-37	15	111	-348	-370
Cash and cash equivalents at end of the year	9 372	12 691	9 372	12 691	14 339

CASH FLOW BEFORE CHANGES IN WORKING CAPITAL



STEADY FINANCIAL POSITION

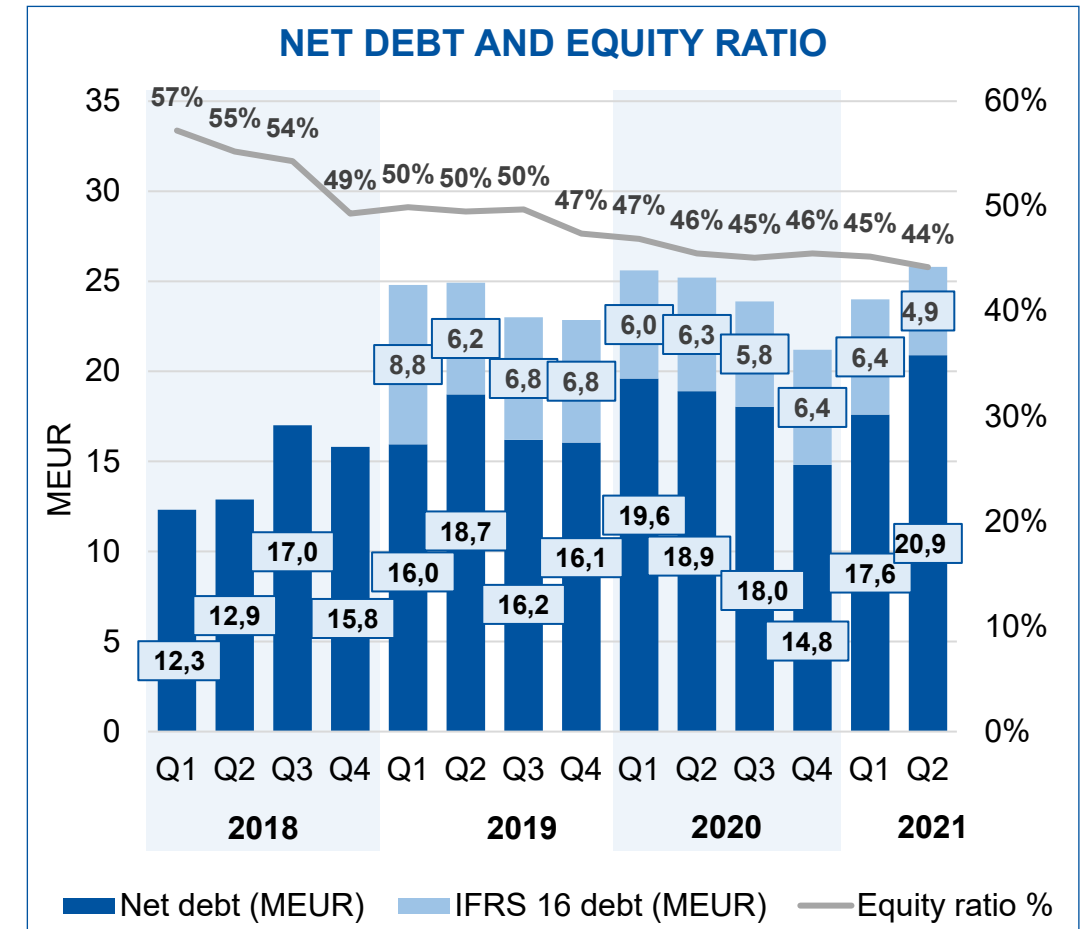
- Cash and cash equivalent at the end of the Q2 2021 was MEUR 9.4 (12.7)
- Total interest-bearing loans and utilized credit limits were MEUR 35.1 (37.9) including IFRS 16 liabilities of MEUR 4.8

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR thousand	30.6.2021	30.6.2020	31.12.2020
ASSETS			
Total non-current assets	33 813	36 167	35 500
Current assets			
Inventories	40 297	32 934	34 857
Account and other receivables	24 160	20 857	18 621
Other receivables	160	211	206
Cash and cash equivalents	9 372	12 691	14 339
Total current assets	73 989	66 694	68 023
Total assets	107 801	102 860	103 523
EQUITY AND LIABILITIES			
Equity total	47 936	46 569	46 989
Total non-current liabilities	32 790	28 015	25 838
Total current liabilities	27 076	28 276	30 696
Total liabilities	59 865	56 291	56 534
Total equity and liabilities	107 801	102 860	103 523

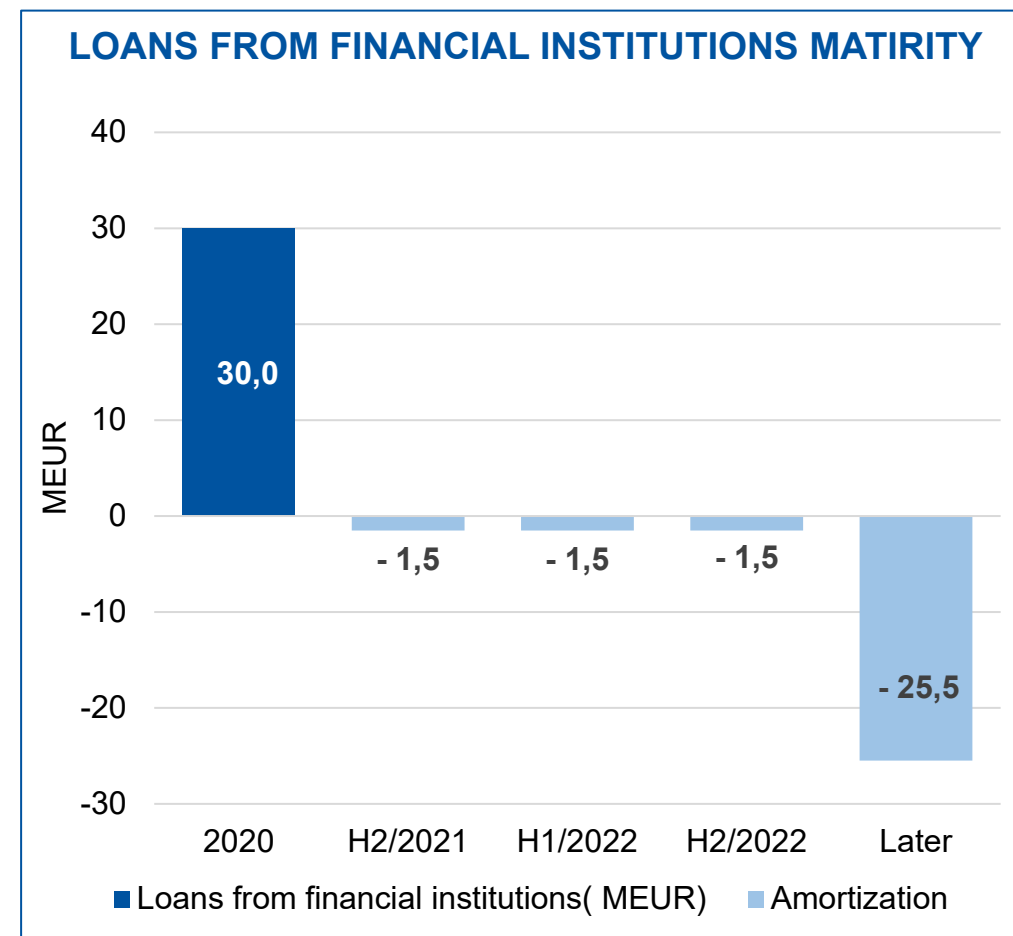
CAPITAL STRUCTURE

- Net debt was MEUR 25.8
- Equity ratio was solid at 44.2%



LOAN MATURITY – PARENT COMPANY LOANS REFINANCED

- Loans from financial institutions at the end of Q2 2021 totaled MEUR 30.0
- In June 2021, Robit signed a new financial agreement of EUR 30.0 million
- On 30 June 2021, Robit raised MEUR 26.5 of the new loan and used MEUR 22.5 of old loans to re-finance and to repay used overdraft limit
- MEUR 3.5 from the new loan remain to be raised at later stages





OUTLOOK

Tommi Lehtonen, Group CEO

Robit

DRIVING PROFITABLE GROWTH

- Ramp-up sales with new distributors
- Drive geographic expansion of Down the Hole business
- Ramp-up Top Hammer production capacity to support growth and to reduce lead times
- Drive material cost savings, pricing optimization and control fixed cost development
- Continue to focus on development of the order to delivery process



FINANCIAL TARGETS AND GUIDANCE 2021

FINANCIAL TARGETS

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

	Long-term target	2019	2020	H1 2021
Net sales growth	15% p.a.	4.6%	6.0%	10.0%
Comparable EBITDA, % of net sales	13%	3.1%	5.6%	7.2%

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 that net sales for 2021 will grow and comparable EBITDA profitability in euros will improve compared with 2020.



Q&A

Further questions?

Please, don't hesitate to contact
us by email:
investors@robitgroup.com

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THANK YOU!

Robit will host a Capital Markets Day 2021 for analysts, investors, and financial media on 23 September 2021.

www.robitgroup.com

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