

Q4 & FULL YEAR 2022 RESULTS

Analyst & Press Conference

20 February 2023
Helsinki

Robit



Q4 & FULL YEAR 2022 IN BRIEF

Arto Halonen
Group CEO

Robit

FY 2022: STRONG GROWTH IN A CHALLENGING BUSINESS ENVIRONMENT

RECORD NET SALES, STRONG GROWTH IN TOP HAMMER

- Net sales increased 11.1% to MEUR 112.0 (100.8)
- Orders decreased 0.5% to MEUR 105.2 (105.7)
- Top Hammer grew 18.7%, also Down the Hole grew 1.5%
- Growth delivered in all market areas, except for in Australasia

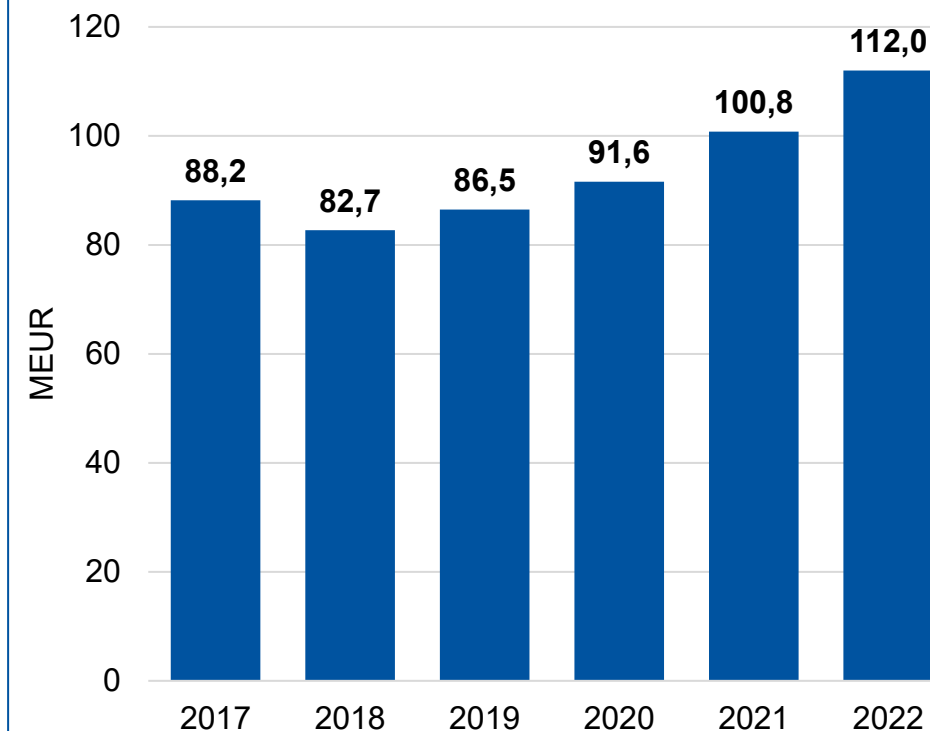
RECORD EBITDA, SUCCESSFUL EXECUTION OF IMPROVEMENT MEASURES

- EBITDA increased 16.5% to MEUR 8.9 (7.6), EBITDA as a percentage of sales was 7.9% (7.5)
- Net cash flow from operating activities improved to MEUR 5.6 (-4.2)

SIGNIFICANT STEPS TOWARDS SUSTAINABILITY GOALS TAKEN

- CO2 emission intensity improved by 26.0% during 2022

NET SALES LAST 5 YEARS



Q4 2022: GROWTH OUTSIDE OF RUSSIA CONTINUED, HEADWIND IN PROFITABILITY

NET SALES EXCL. RUSSIA CONTINUED TO GROW

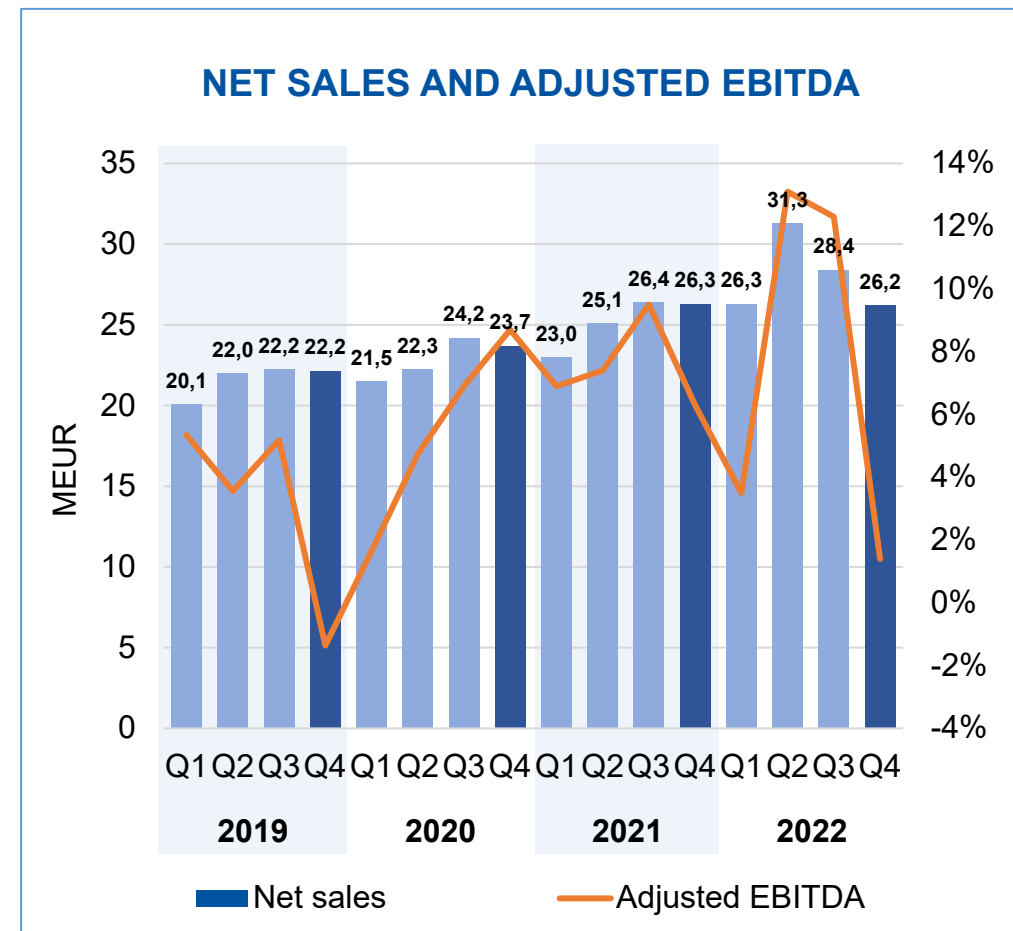
- Net sales decreased 0.3% to MEUR 26.2 (26.3), excl. Russia net sales increased 3.4%
- Orders decreased 23.4% to MEUR 23.0, excl. Russia orders decreased 14.6% from a strong Q4/2021
- Top Hammer net sales grew 5.3%, Down the Hole net sales decreased 8.8%
- Growth delivered in EMEA and Americas

HEADWINDS IN PROFITABILITY

- EBITDA decreased 77.0% to MEUR 0.4 (1.7), EBITDA as a percentage of sales was 1.4% (6.3)
- Profitability was negatively impacted by ramp down of subsidiary in Russia, exchange rates, lower factory utilization rates and increased material costs

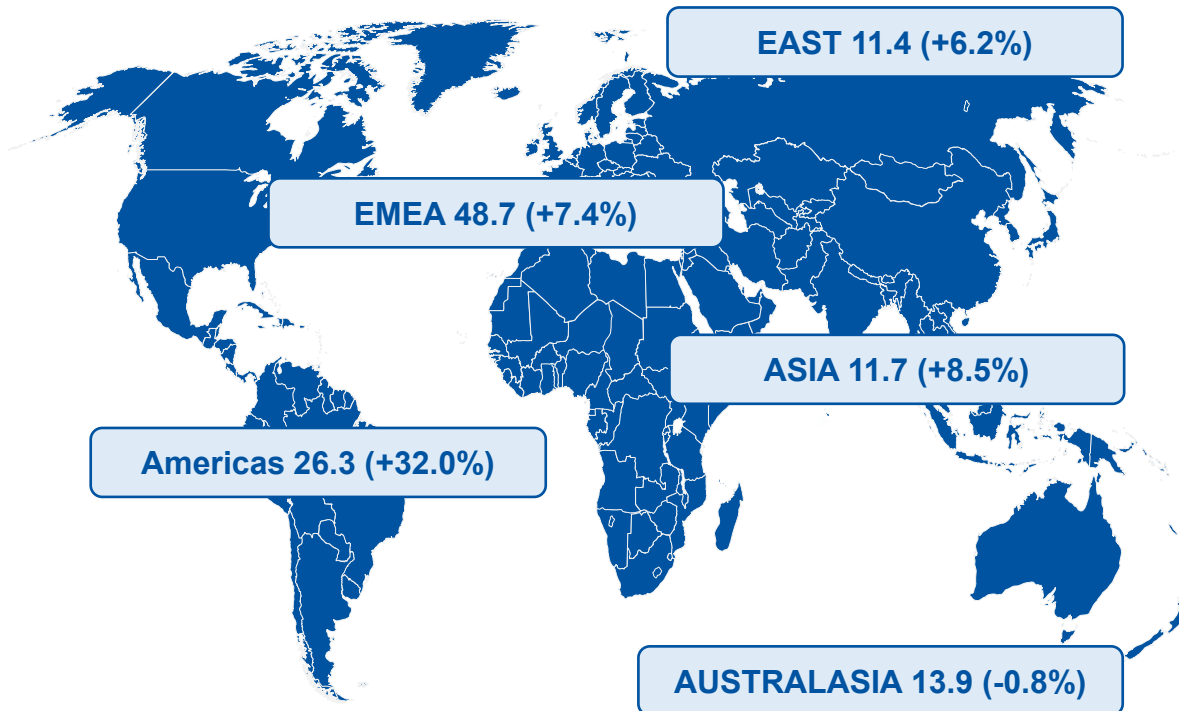
POSITIVE DEVELOPMENT IN NET WORKING CAPITAL SUPPORTED NET CASH FLOW FROM OPERATIONS

- Net cash flow from operations MEUR 1.6 (-0.4)

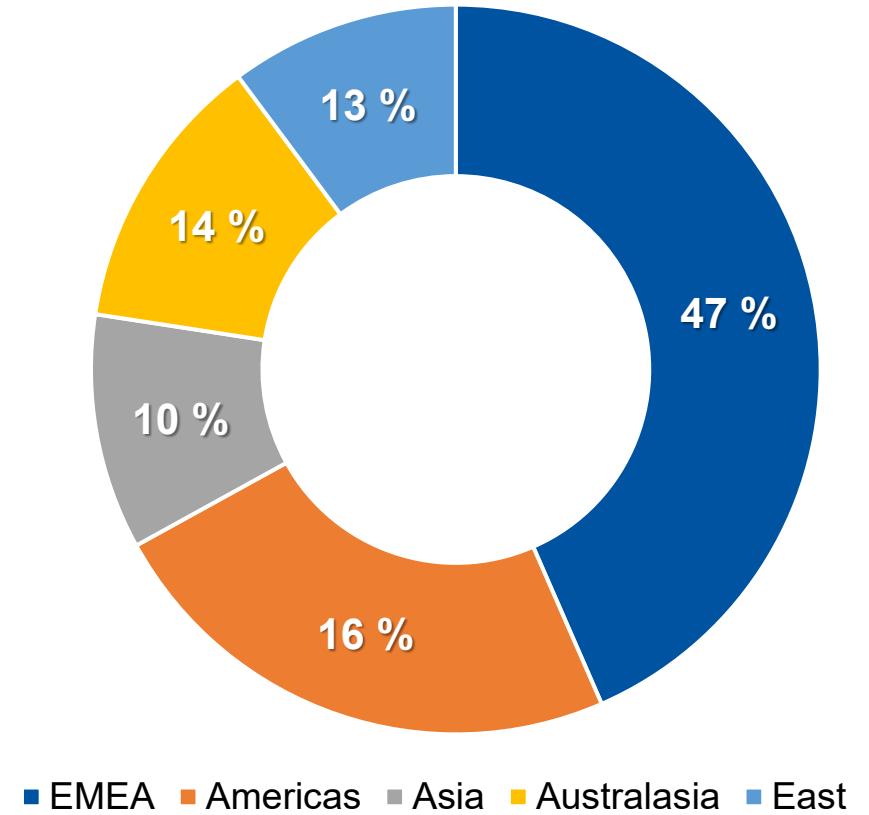


AMERICAS DELIVERED STRONG GROWTH

NET SALES BY REGION 2022 (MEUR)
AND CHANGE TO PREVIOUS YEAR (%)



NET SALES SHARE 2022



ESG KEY PERFORMANCE INDICATORS

Sustainable partnerships

Over 90%* of suppliers committed to sustainable supply chain principles

2022 result: 92%
2021 result: 79%

Over 90%** of distributors committed to Robit ESG principles

2022 result: 82%
2021 result: 38%

CO2 emission reductions in our value chain

50% emission intensity reduction on Scope 1 & 2 by 2030

2022 result: -26.0%
2021 result: -0.5%

Happy and healthy workplace

Employee engagement index improving y-o-y

2022 result: 70***
2021 result: 68

LTIF zero

2022 result: 6.4
2021 result: 2.1

Efficiency throughout the product lifecycle

Over 90% waste recovery ratio in Robit factory locations

2022 result: 90%
2021 result: 87%

Annually over 1,000 hours of training hours consultative sales

H1/2022 result: 714 hours
2021 result: 921 hours

* Calculated based on supplier spend

** Calculated based on sales volume

*** Measured once a year



FINANCIALS

Ville Peltonen
Group CFO

Robit

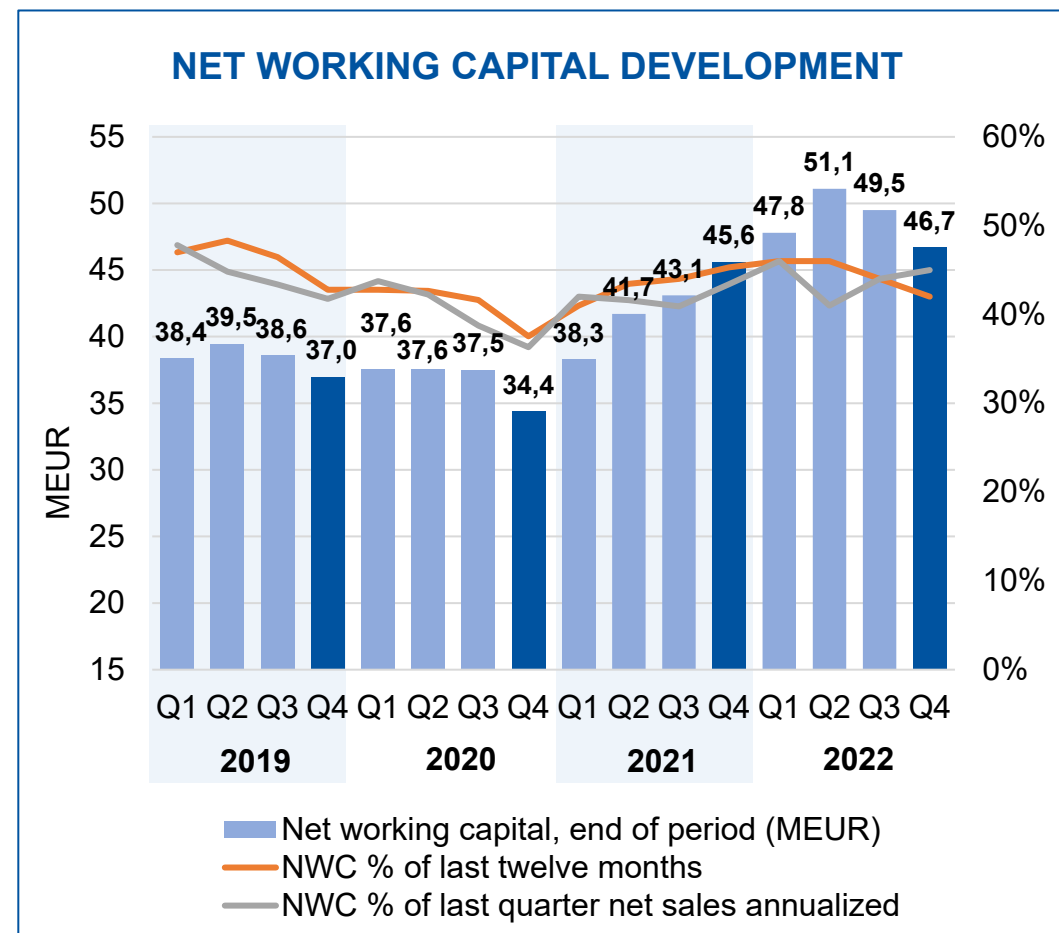
GOOD YEAR OVERALL, BUT CHALLENGING Q4

- Net sales Q4/2022 at the same level as in Q4/2021
- Q4/2022 EBITDA% declined to 1.4%
- EBIT% in Q4/2022 declined to -4.0%
- 2022 Result of the period was MEUR 0.9

KEY FINANCIALS	Q4 2022	Q4 2021	Change%	2022	2021	Change%
Net sales, EUR 1 000	26 210	26 285	-0.3%	111 962	100 755	11.1%
EBITDA*, EUR 1 000	379	1 650	-77.0%	8 851	7 595	16.5%
EBITDA, % of sales	1.4%	6.3%		7.9%	7.5%	
EBITA, EUR 1 000	-822	543	-251.6%	3 959	2 940	34.7%
EBITA, % of sales	-3.1%	2.1%		3.5%	2.9%	
EBIT, EUR 1 000	-1 039	327	-418.1%	3 071	2 080	47.6%
EBIT, % of sales	-4.0%	1.2%		2.7%	2.1%	
Result of the period, EUR 1 000	-2 166	-152	-1 326.0%	885	886	-0.1%
Result of the period, % of sales	-8.3%	-0.6%		0.8%	0.9%	
Earnings per share (EPS), EUR 1 000	-0.09	0.00	-7 845.7%	0.04	0.04	-2.9%
Return on equity (ROE), %				1.6%	1.8%	
Return on capital employed (ROCE), %				3.5%	2.5%	

NET WORKING CAPITAL DEVELOPMENT

- Positive development continued in Q4
- **NWC** totaled MEUR 46.7 (Q3: 49.5)
- **Inventories** decreased to MEUR 44.3 (Q3: 45.8)
- **Receivables** decreased to MEUR 22.3 (Q3: 23.8)
- **Payables** increased to MEUR 19.9 (Q3: 19.8)



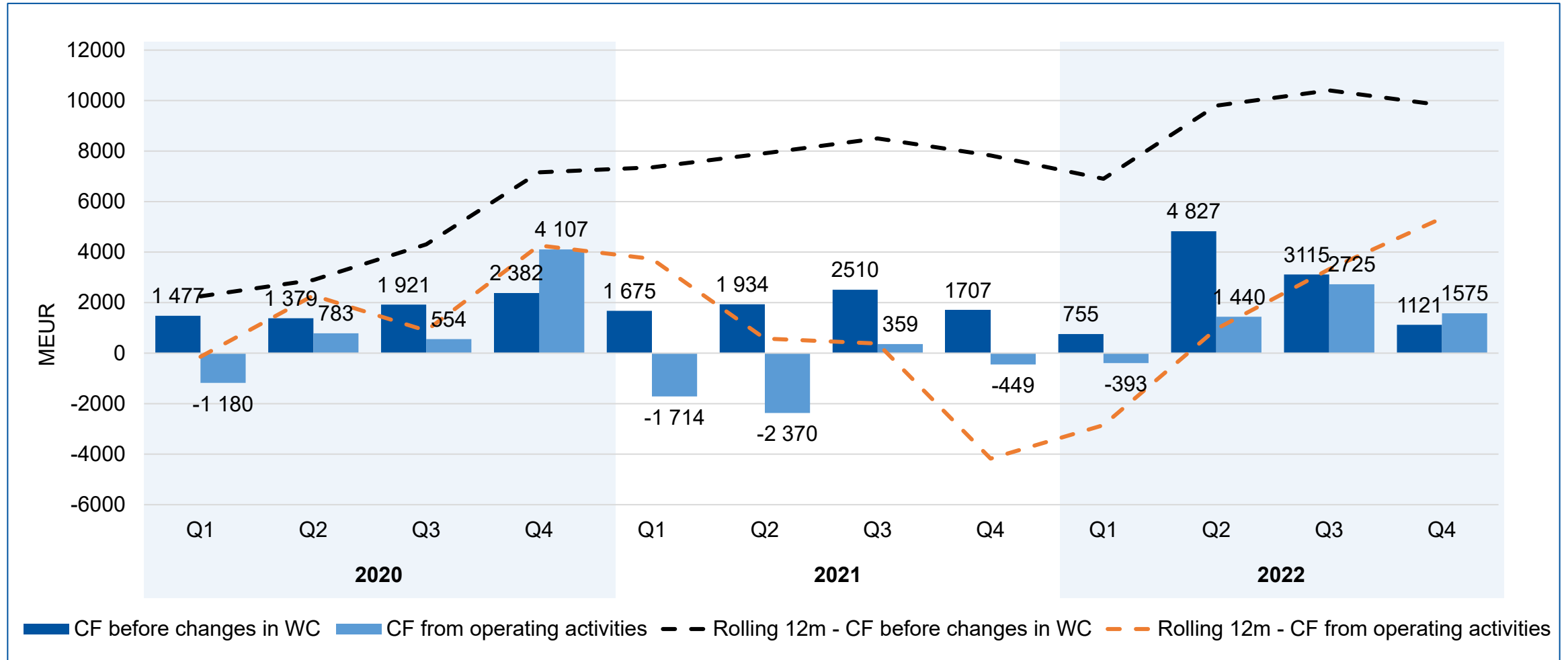
CASH FLOW

- Net cash flow from the company's operating activities improved in the quarter as a result of positive development of net working capital
- Cash flow before changes in NWC was MEUR 10.0 (7.8)
- Operating cash flow was MEUR 5.6 (-4.2)
- Cash flow from investing activities was MEUR -1.1 (-3.9)
- Cash flow from financing activities resulted to MEUR -6.4 (3.1)

CONSOLIDATED STATEMENT OF CASH FLOWS

EUR thousand	Q4 2022	Q4 2021	2022	2021
Cash flow from operating activities				
Cash flows before changes in working capital	1 109	1 707	10 014	7 826
Cash flows from operating activities before financial items and taxes	2 009	-237	7 277	-2 785
Net cash inflow (outflow) from operating activities	1 575	-449	5 556	-4 174
Net cash inflow (outflow) from investing activities	-75	-1 454	-1 057	-3 885
Net cash inflow (outflow) from financing activities	-611	2 391	-6 421	3 091
Net increase (+)/decrease (-) in cash and cash equivalents	888	487	-1 921	-4 968
Cash and cash equivalents at the beginning of the financial year	7 016	8 926	9 525	14 339
Exchange gains/losses on cash and cash equivalents	-216	113	84	154
Cash and cash equivalents at end of the year	7 688	9 525	7 688	9 525

CASH FLOW BEFORE CHANGES IN WORKING CAPITAL



FINANCIAL POSITION REMAINS STEADY

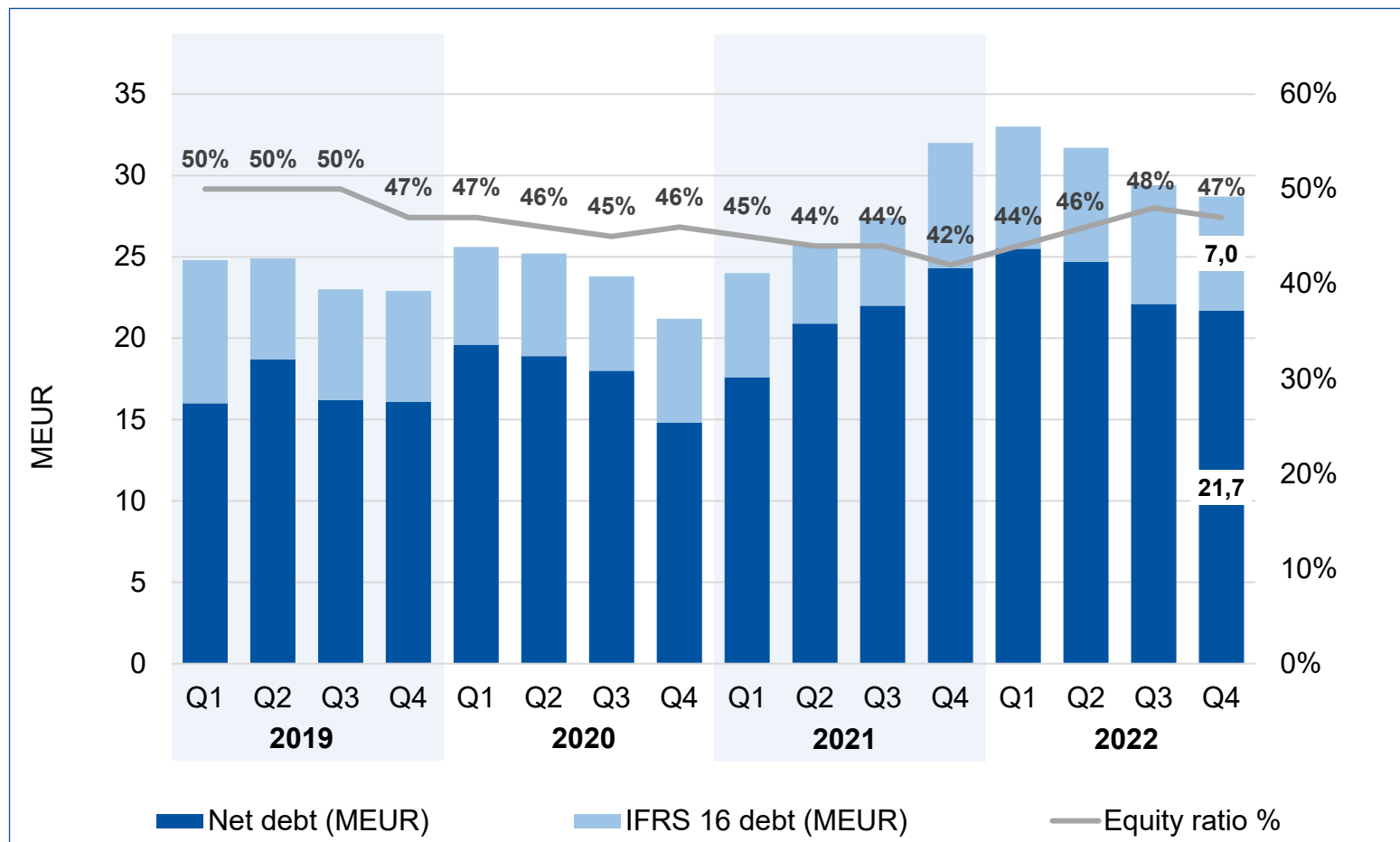
- Cash and cash equivalent at the end of the year 2022 were MEUR 7.7 (9.5)
- Total interest-bearing loans and utilized credit limits were MEUR 36.3 (41.5) including IFRS 16 liabilities of MEUR 7.0 (7.7)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR thousand	31.12.2022	31.12.2021
ASSETS		
Total non-current assets	34 590	37 847
Current assets		
Inventories	44 311	43 538
Account and other receivables	22 342	25 337
Other receivables	188	157
Cash and cash equivalents	7 688	9 525
Total current assets	74 529	78 557
Total assets	109 119	116 403
EQUITY AND LIABILITIES		
Equity total	50 822	49 114
Total non-current liabilities	28 846	32 441
Total current liabilities	29 451	34 848
Total liabilities	58 297	67 289
Total equity and liabilities	109 119	116 403

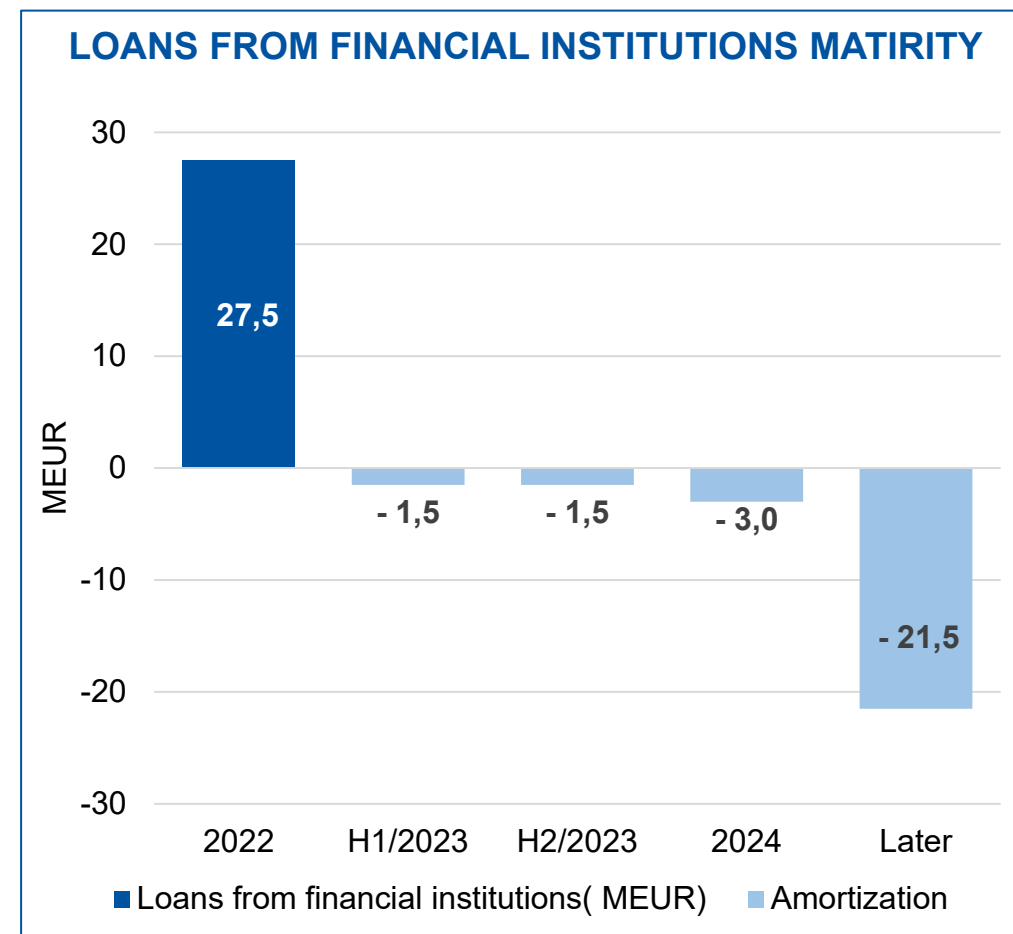
CAPITAL STRUCTURE

- Net debt was MEUR 28.7 (32.0)
- Net debt/EBITDA was 3.24
- Equity ratio was solid at 47 %



LOAN MATURITY

- Loans from financial institutions at the end of Q4 2022 totaled MEUR 27.5
- In June 2021, Robit signed a financial agreement of EUR 30.0 million. MEUR 3.5 remain to be raised from the agreement at later stages
- Loan amortization of MEUR 1.5 bi-annually in June and December





OUTLOOK

Arto Halonen
Group CEO

Robit

2023 FOCUS AREAS

GET ALL CYLINDERS IN THE ROBIT ENGINE FIRING

- Robit's growth have been driven by the Top hammer business
- New operating model implemented beginning of 2023. Three profit and loss responsible strategic business units established: Top Hammer, Down the Hole and Geotechnical
- Focus on growth and ensuring right sales channel for all segments

NET WORKING CAPITAL AND CASH FLOW MANAGEMENT

- Implementation of group wide Fit-for-service program to improve net working capital management
- Main focus in inventory management

CONTINUE POSITIVE PROFITABILITY DEVELOPMENT

- Continue implementing procurement saving actions
- Product development roadmap fostering profitable growth

FINANCIAL TARGETS AND GUIDANCE 2022

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	2021	2022
Net sales growth, p.a.	15%	4.6%	6.0%	10.0%	11.1%
Comparable EBITDA % of net sales	13%	3.1%	5.6%	7.5%	7.9%

DISTRIBUTION OF FUNDS TO SHAREHOLDERS

- The Board of Directors proposes to the AGM that a dividend of EUR 0.02 per share be distributed for the 2022 financial period.

GUIDANCE 2023

- Robit estimates that net sales and comparable EBITDA profitability in euros in 2023 remains unchanged or increases slightly compared to 2022 assuming that there are no significant changes in the exchange rates from the level at the end of 2022.



Q&A

Further questions?

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

Robit

THANK YOU!

Robit publishes its Annual Report 2022 latest on 22 February 2023.
AGM will be held on 15 March 2023.

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