

First Half 2018

Profit and Loss account

thousand €	1H'18	1H'17	%
Revenues	2.044,2	2.033,8	0,5%
Expenses	1.651,3	1.486,1	
EBITDA	392,8	547,7	-28,3%
D&A	155,4	124,8	
EBIT	237,4	422,9	-43,9%
EBIT margin	11,6%	20,8%	
EBT	205,3	383,7	
Net Profit	235,4	353,0	-33,3%

Revenue Segmentation

	1H'18	1H'17	%
Sales of Product	1.656	1.560	6,2%
Turnkey Systems	252	351	-28,2%
Oher	136	122	11%

Solvency

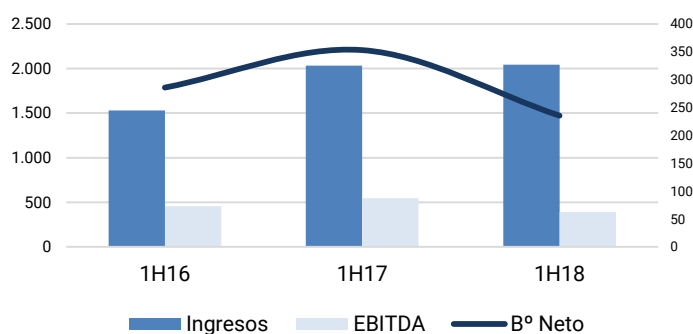
	1H'18	1H'17	%
Net Debt	1107,4	871,0	27,1%
Net Debt /Ebitda ⁽¹⁾	1,1 x	1,1 x	

RBT in the Spanish alternative stock market - MAB ®

Marketcap	@ €5.00 ⁽²⁾	14,3
Return ⁽³⁾		20,5%
52 Week High/Low		€7.50 / €4.72
30 Day Avg Volume (#)		1.192
Shares outstanding		2,85

(1) EBITDA LTM; (2) Oct 11th 18 (3) since Feb 28th IPO

Historical semiannual evolution (M€)



Performance in H1 to be partially offset in H2

The results evolve as expected and influenced by the seasonality of the business. Double-digit Ebitda growth is expected in the 2nd semester. 2018 results will be influenced by displacement of two works in the Caribbean to the first semester of 2019 for 1.6M € of income. The increase in expenses has to do, fundamentally, with equipping the company with the necessary resources for growth. The company points out the financial result, working capital evolution and the financial solvency of ROBOT with a ratio of Net Debt to Ebitda in 1.1x.

Outlook: sales to expand in 2019 and 2020 following the expansionary plan

Positive future evolution in the short term based on the portfolio of works under negotiation (23 with high probability of success, and 15 under study). In addition, organic growth will be supported by the sale of products through the national and international commercial network with local partners. Growth with these partners together with the recent incorporation of a universal communication protocol (system "Robot MultiLink"), will favor the expansion and improvement of margins.

Strategy and corporate milestones

The company also contemplates inorganic growth through acquisition of companies that generate synergies in the product scope. ROBOT is committed to grow in a context of financial discipline. At a corporate level, the Company highlights the inclusion of ROBOT in the IBEX MAB® 15 index.

Company description

Technology group that designs, manufactures, installs and maintains systems for the automation and control of technical installations of buildings and energy savings. More than 600 projects (hotel specialist) in 35 years. With a strong R & D component, ROBOT is leveraged in its competitive advantages, aiming to a process of expansion and internationalization. Thanks to its water and energy saving systems, ROBOT is proud to contribute to the improvement of the environment.