



Year End 2018

Robot

Bloomberg Ticker RBT:SM
Sector: Electronics & Software

Profit and Loss Account

thousand €	2018	2017	%
Revenue	3,926	4,226	-7%
Expenses	3,218	2,873	12%
EBITDA	708	1,353	-48%
D&A	328	256	
EBIT	380	1,096	-65%
EBIT margin	10%	26%	
EBT	319	837	
Net Profit	367	748	-51%

Revenue Segmentation

	2018	2017	%
Sales of products	2,991	3,457	-13.5%
Sales turnkey systems	671	571	17.5%
Other	264	197	34%

Solvency

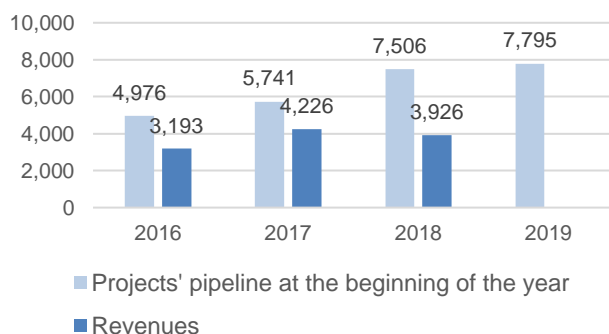
	2018	2017	%
Net debt (M€)	1,034.3	850.1	21.7%
Net debt to EBITDA (1)	1.46 x	0.6 x	

RBT-Spanish Alternative Stock Exchange Market (MAB)

Marketcap @ €3.84 (1)	10.9M€
Return since IPO (2) / in 2019	-7.47% / +15.66%
52 Week High/Low	€7.50 / €3.26
30 Day Avg Volume (#)	2,174
Shares outstanding (Mn)	2.85

(1) Mar 29th, 2019; (2) since Feb 28th 2018

Projects's pipeline and revenues (000€)



Impact due to postponement of works to 2019

Results influenced by a higher than expected postponement of works to 2019 (10 works representing 2.2M € of revenue with ~ 55% of Ebitda margin) and with providing the company with the required resources for growth: production and structure areas (R&D and Sales). The pipeline of projects for 2019 is robust. It consists of 75 projects, of which 22 represent more than 100K € each. The origin of these, is regionally balanced between Europe and the Americas. It is noteworthy to mention the good performance of the financial expenses, working capital and ROBOT's financial solvency (Net Debt to Ebitda at 1.46x.)

Perspectives: Evolution of Multilink technology

The commercialization of Multilink technology, which unifies the communication between building automation systems and their facilities, will explain the organic growth of the company. In the last 18 months ROBOT has increased its commercial network with its own resources and with 4 international partners (South Africa, Mexico, Russia and Qatar). Currently, it is opening its own office in the Dominican Republic and seeks to open new markets. Additionally, it has created the Marketing and Communication department. These effects together with the projects in the pipeline, will boost international growth and margin improvement.

Strategy and corporate milestones

In its first year as a listed company, ROBOT has advanced in its corporate governance with the incorporation of independent directors and the creation of board committees. In May 2018, the company presented its business case in the MedCap Forum to equity investors. In September 2018, it was incorporated within the IBEX MAB® 15 index while progressively increasing the number of shareholders and soaring its liquidity. In strategy, agreement with SEDAL to integrate faucet solutions in building automation. At the corporate level, in October 2018, the Multilink Project obtained the seal of excellence in Research and Innovation from the European Union, rewarding the disruptive strategy of the ROBOT building automation systems.

ROBOT description

Technological 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 36 years. With a strong R & D component and leveraged in competitive advantages, ROBOT is in the process of expansion and internationalization. Thanks to its water and energy saving systems, ROBOT is proud to contribute to the improvement of the environment.

C/Gremi de Cirurgians i Barbers, 22
07009 Palma (Spain)
+34 971 244 471
inversor@robotcorporativo.com
www.robotcorporativo.com