

## Results June 2019

### Profit & Loss Account

Thousand Euros

	Jun' 19	Jun' 18	%
Revenues	2,019.6	2,044.2	-1.2%
Expenses	1,555.7	1,651.3	-5.8%
EBITDA	463.9	392.8	18.1%
EBITDA margin	23.0%	19.2%	375.3 p
D&A	193.6	155.4	
EBIT	270.3	237.4	13.8%
EBT	221.4	205.3	
Net Profit	228.6	235.4	-2.9%

### Revenues evolution

	Jun' 19	Jun' 18	%
Sales of products	1,672.3	1,656.0	1.0%
Sales turnkey systems	206.1	252.4	-18.3%
Other	141.2	135.8	4%

### Solvency

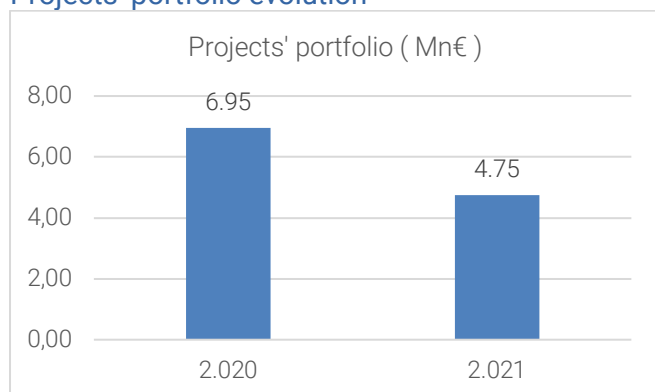
	Jun' 19	Jun' 18	%
Net debt (M€)	1,562.9	1,118.1	39.8%
Net debt to EBITDA (LTM <sup>1</sup> )	2.0 x	1.1 x	
( <sup>1</sup> ) last twelve months			

### RBT - Spanish Alternative Stock Market (MAB)

Marketcap @ 2.8€ (1) - Mn€	8.0
Return in 2019	-15.7%
52 Week High / Low	€ 5.70 / € 2.80
30 Day Avg. Volume (# shares)	1,251
Shares outstanding (Mn)	2.85

(1) Oct 9th 2019

### Projects' portfolio evolution



### Ebitda: + 18%, margins and portfolio increase

Growth of +375 basis points in the Ebitda margin up to 23% due to price optimization of products sold outside Spain, especially in Mexico. The company highlights its current portfolio of works with high chances of success representing 38 projects and € 11.7 million for 2020 and 2021 (59.4% by 2020), mainly outside of Spain.

### Dividend payment: 30% pay-out ratio

In June, Robot paid a dividend of 3.9 cents of gross Euro per share totaling 110,151 euros. The company will maintain the policy of paying between 20% and 30% of the net profit in dividends

### Positive outlook in the short and medium term

The evolution of sales and projects during the second half of 2019 in the Dominican Republic and Spain is satisfactory to meet the Company's growth objectives. The evolution of sales in the Caribbean during the second semester will be explained by the recent opening of a Robot delegation in Punta Cana. Robot will additionally open a delegation in Cancun (Mexico) before the end of the year. In the near future, the company plans to open more of its own branches and agreements with international partners to boost the commercialization of the Multilink® technology. This technology combines different communication protocols between building automation systems and their facilities.

### Strategy: collaboration agreement with KPMG

Robot and KPMG have signed an agreement for the development of a business intelligence solution that optimizes energy and water consumption in large buildings. Based on Big Data and Cloud Computing, the solution will be able to analyze and advise the technical services of the different facilities to improve energy efficiency and reduce operating costs. In the future, it will increase the recurring revenues of Robot.

### ROBOT description

Technological group that designs, manufactures, installs and maintains systems for the automation and control of the technical installations of buildings and energy saving. More than 600 projects (hotel specialist) in 36 years. With a strong R & D component and leveraged on 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.