

CONSOLIDATED CORPORATE RESULTS

December 2022









Appendix

- 0. Executive Summary
- 1. Description of the Company
- 2. Consolidated Income Statement and Outlook
- 3. Consolidated Balance Sheet
- 4. Cash Flow Statement
- 5. Stock Market Information
- 6. Main Risks
- 7. Acquisition of Treasury Stock
- 8. Research and Development Activities



2022 Year End Results

Robot

Ticker Bloomberg RBT:SM Sector: Electronics & Software

Profit & Loss Account

Thousand euro	Dec - 22	Dec - 21	%
Sales	4,342.5	2,317.5	87.4%
Revenues	4,751.7	2,490.7	90.8%
Expenses	4,300.5	2,603.9	65.2%
EBITDA	451.2	-113.2	498.8%
EBITDA margin	9.5%	NA	
D&A	-501.2	-404.9	
EBIT	-73.1	-533.5	86.3%
EBT	-146.5	-629.1	
Net Profit	72.2	-414.8	117.4%

Revenue Evolution

Thousand euro	Dec - 22	Dec - 21	%
Sales of products	3,322.1	1,774.4	87.2%
Sales turnkey systems	1,020.4	543.1	87.9%
Other	409.2	173.2	136.2%

Debt

Thousand euro	Dec - 22	Dec - 21	%
Net Debt	5,035.4	4,189.8	20.2%

RBT - BME Growth ®

Marketcap @ 1.8€ (¹) - Mn€	5.1 €
Return in 2022	-14.3%
52 Week High / Low	€2.14/€1.72
Day Avg Volume (# shares) - 2022 (2)	752
Shares outstanding (Mn)	2.85

(1) Dec 31st 2022

(2) sessions with stock market liquidity (47of 256)

Net profit up 117.4% and 2nd half sales exceed 2019 sales

Robot confirms the outlook advanced in 1H2022. The company enters profit for the first time since the start of the pandemic. Recovery in tourism and investments in hotel refurbishment and energy savings improve Robot's sales figures to record levels (sales 2H'22: €2.639 thousand vs 2H'19: €2.626 thousand).

Net Debt / Ebitda ratio target of 2 times

Net debt of €5.0M compares to €4.2M in 2021, €3.1M in 2020 and €2.2M in 2019. The increase is directly related to the impact of the pandemic on the cash generation of the business. It is strategic to strengthen the company's solvency as the business is recovering. Medium-term target is set at a net debt to EBITDA ratio level of around 2x. as pre-pandemic.

Solid project pipeline for 2023 thanks to internationalization

The portfolio of signed projects together with those with a high probability of success represent €6.8M of a total portfolio under study of €25.6M. Of the total portfolio. the Dominican Republic and Mexico represent 38% and 30% thanks to the opening and maintenance of the Punta Cana and Cancun offices. Latin American and Caribbean countries such as Jamaica. Aruba and Cuba continue to grow in importance. The recently opened branch in Jakarta (Indonesia) now represents 3% of the total portfolio and RBT is confident that it will continue to grow in importance like the rest of the branches.

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1. Company Description

Founded in Palma de Mallorca, ROBOT is a technology company that designs, manufactures, installs and maintains systems for the automation and control of technical building installations and energy saving. These systems are known as Building Automation Systems (BAS).

With a strong R&D component, the company focuses on all elements of the value chain, with a clear focus on both product and customer service, representing a competitive advantage that makes it unique in the industry.

The Company currently has two main business lines:

- 1. Industrial Control: Robot offers advanced systems for the regulation and control of building installations. The control is in real time, with the possibility of online graphic visualization and historical trends. They reduce direct costs, extend the useful life of the installations, and save time for maintenance personnel.
- 2. Room control: they provide advanced solutions for all home automation functions in rooms, including presence control functions, climate control, alert management, room status indication, color, and light intensity management, automatic on/off, lighting scenes, etc. They aim to increase comfort and reduce energy costs in the rooms.

In addition, thanks to its systems, the company contributes to sustainability and environmental improvement in the locations where its products are installed. It is estimated that they contribute to energy savings of 30%.

In its 40-year history, ROBOT has successfully carried out more than 700 installations in any type of building (hotels, offices, shopping centers, universities, hospitals, etc.), with a clear specialization in the hotel industry. In this sense, the company has worked for the most important national and international hotel groups.

Leveraged on its competitive advantages, ROBOT is amid a process of expansion and internationalization after its listing on the BME Growth (at the time, the Alternative Stock Market) in February 2018.

In March 2019, ROBOT presented worldwide its new Multilink technology, which integrates the most important communication protocol standards on the market. The company obtained for this technology three patents in the European Union and the United States.

Multilink is, together with the Robotcloud digital platform and its new R8000 series of products (funded by the CDTI and completed in 2022), the cornerstone for the internationalization and future growth of the Robot Group.

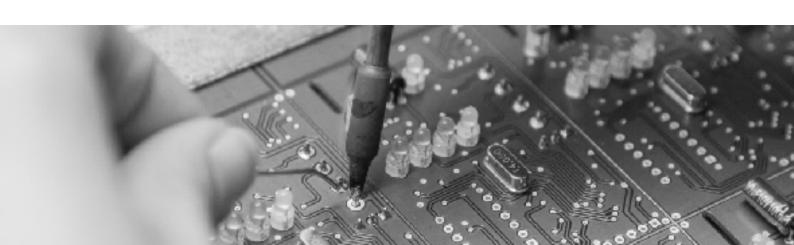






2. Consolidated Income Statement and Outlook

		31/12/22		31/12/21		Change	
		Euros	%	Euros	%	Euros	%
Sales	Product Sales	3.322,1		1.774,4		1.547,7	
Guico	Income for services	1.020,4		543,1		477,3	
	Total sales	4.342,5		2.317,5		2.025,0	87,4%
	Variation of Stocks	-29,8		-176,3		146,5	
	Works Carried Out by the Company for its Assets	439,0		349,6		89,4	25,6%
	TOTAL REVENUES	4.751,7	100%	2.490,7	100%	2.261,0	90,8%
Purchasing	Purchases of Raw Material	-1.112,0		-569,7		-542,4	
raronaomg	Total Cost of Goods Sold	-1.112,0	-23,4%	-569,7	-22,9%	-542,4	95,2%
	Operating subsidies	11,1		506,8		-495,7	
Production	GROSS MARGIN	3.650,8	76,8%	2.427,9	97,5%	1.222,9	50,4%
Troduction	Personal expenses	-913,1		-712,9		-200,2	
	Travel and Transportation Expenses	-185,2		-119,1		-66,1	
	Total Direct Costs	-1.098,3	-23,1%	-832,1	-33,4%	-266,2	32,0%
	INDUSTRIAL MARGIN	2.552,5	53,7%	1.595,8	64,1%	956,7	60,0%
Structure	Personal expenses	-1.509,7		-1.109,3		-400,4	
Otractare	Advisory	-257,5		-273,2		15,6	
	Advertising and promotion	-32,9		-29,6		-3,3	
	Other expenses	-301,1		-296,9		-4,2	
	Total Structure Expenses (Fixed Costs)	-2.101,3	-44,2%	-1.709,0	-68,6%	-392,3	23,0%
	EBITDA	451,2	9,5%	-113,2	-4,5%	564,4	498,8%
	Depreciation and amortization	-501,2	-10,5%	-404,9	-16,3%	-96,4	23,8%
	Other Results	-23,1		-15,5		-7,6	
	EBIT	-73,1	-1,5%	-533,5	-21,4%	460,4	86,3%
Financials	Interests-Bearing Liabilities	-132,7		-118,3		-14,4	
	Exchange rate differences	59,3		22,8		36,5	
	Miscellaneous Financial Income	0,1		0,0		0,0	
	Total Financial Results	-73,3	-1,5%	-95,5	-3,8%	22,2	23,2%
	ORDINARY ACTIVITIES	-146,5	-3,1%	-629,1	-25,3%	482,6	76,7%
	Other Extraordinary Results	0,0		0,0		0,0	
	Earnings Before Taxes (EBT)	-146,5	-3,1%	-629,1	-25,3%	482,6	76,7%
	Taxes	218,7		214,2		4,5	
	NET PROFIT	72,2	1,5%	-414,8	-16,7%	487,1	117,4%



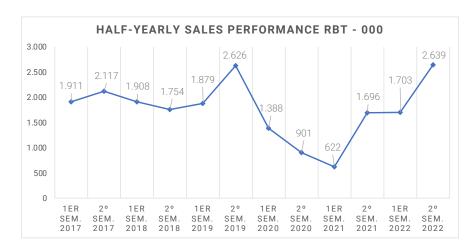






In this second half of the year, the company has verified what was anticipated in the previous half, that is, the continued reactivation of business in our markets: Spain, the Dominican Republic and Mexico, mainly.

The graph below shows the valley that the first half of 2021 represented in terms of sales. The recovery from the second half of 2021 continued throughout 2022, the second half of which surpassed the record figures of 2019.



At the operating level, gross margins (76.8% vs. 75.7%) also compare positively with those of 2019.

Structural expenses increased by 23.0%, mainly explained by personnel. The additions are made to address the expansion of new markets and business areas. The objective is also to maximize sales in the existing delegations in Cancun, Punta Cana, Asia and Madrid, where Robot has recently been reinforced with a senior sales representative in the area.

"Depreciation and Amortization" expenses increased by 23.8%, linked to the amortization system with increasing digits (related to sales) and to the continued increase in recent years in R&D such as the Multilink project and, more recently, the new R8000 series of devices and the integration with the Robotcloud digital platform.

The increase in financial expenses is due to the signing of ICO - Covid loans during 2020 and 2021. Net debt has increased to €5.0 million which compares to €4.2 million at the end of 2021. Floating rate debt is limited to 31.5% of the total. On the debt side, it is strategic for the company to strengthen its solvency as the business is recovering. The medium-term target is set at a net debt to EBITDA ratio level of around 2 times, as prior to the pandemic.

All in all, the company enters profit for the first time since the start of the pandemic reporting a consolidated net profit of €72.3k, compared to losses of -€414.8k, an increase of 117.4%.







Portfolio of Works:

The company's most likely to succeed projects (probability of crystallization above 80%*) are €6.8 million, which will be billed in 2023 and, to a lesser extent 2024. These projects are included in the total portfolio under study at different levels of maturity for a total of 25.6 million euros.

Of the total portfolio, 81% is in projects in Latin America and the Caribbean, mainly Mexico, the Dominican Republic and, to a lesser extent, Jamaica, Cuba and Aruba. The company would like to highlight that 3% of the total portfolio corresponds to the recently created commercial delegation in Jakarta (Indonesia).

The Robot Group is also pleased with the growth of its facilities installation subsidiary "Integra Smart Facilities", which specializes in industrial and hotel facilities. It currently has a portfolio of 968.2 thousand euros which compares to a turnover for the 2022 financial year of 470.4 thousand euros.

Typically, it takes 3 to 6 months from the signing of a project to the manufacturing of the material, where 70% of the project is invoiced. The remaining 30% is invoiced in the following 3 months and corresponds to labor. The objective is to maximize invoicing in the short term, also looking for projects currently under construction from the commercial area.

(*) Percentage of crystallization meaning:

- 100%: projects with signed contract
- 90%: projects with repeat customers, bid submitted and price closed. Pending signature depending on the date of commencement of the works.
- 80%: projects with repeat customers, bid submitted and final price to be finalized.

Additionally, the outlook for the hotel industry, our main customer, is positive. The year 2022 was the year of the great return to travel and the trend will continue in 2023.







3. Consolidated Balance Sheet: Total Assets

	31/12/	31/12/22		31/12/21		Var.		
	Euros	%	Euros	%	Euros	%		
A) LONG TERM ASSETS	5.471,4	51,4%	5.229,3	55,1%	242,0	4,6%		
Intangible assets	2.697,2		2.472,4		224,9			
Tangible Fixed assets	2.173,2		2.250,9		-77,7			
Long-term financial investments	49,3		51,7		-2,4			
Deferred Tax Assets	551,7		454,5		97,3			
Non current Trade Debt	0,0		0,0		0,0			
B) CURRENT ASSETS	5.174,4	48,6%	4.256,3	44,9%	918,2	21,6%		
B-1) Inventories	1.701,3	16,0%	1.254,5	13,2%	446,8	-26,3%		
Inventories	1.337,5		935,3		402,2			
Inventory Terminated	237,0		266,8		-29,8			
Receivable supplier advances	126,8		52,4		74,4			
B-2) Receivables and Cash	3.473,2	32,6%	3.001,8	31,6%	471,4	-13,6%		
Receivable	3.245,9	30,5%	2.696,9	28,4%	549,0	-16,9%		
Trade and other receivables	2.903,8		2.243,2		660,5			
Debt payable	97,0		2,4		94,6			
Asset deferred asset for current tax	119,1		268,0		-148,9			
Public administrations	60,9		55,9		5,0			
Advance payment	45,0		45,0		0,0			
Short term securities	8,3		68,3		-60,0			
Short term accruals	11,8		14,1		-2,3			
Cash and cash equivalents	227,3	2,1%	304,8	3,2%	-77,6	34,1%		
TOTAL ASSETS (A + B)	10.645,8	100%	9.485,6	100%	1.160,2	12,2%		

The increase in Intangible Assets is explained by the activation of the work of the R&D department related to the "Robotmetrics" project and the new 8000 series. The increase in "Inventories" and "Trade and other receivables " is related to the recovery of the business during the last fiscal year as well as the stockpiling of semiconductors from different suppliers to face the market shortage.









3. Consolidated Balance Sheet (cont.): Shareholders' Equity and Liabilities

	31/12/	′22	31/12	/21	Va	r.
	Euros	%	Euros	%	Euros	%
A) EQUITY	4.597,1	43,2%	4.582,2	48,3%	14,9	0,3%
A-1) Shareholders Equity	4.642,8	43,6%	4.569,4	48,2%	73,3	
Share Capital	685,3		685,3		0,0	
Share Premium	1.993,4		1.993,4		0,0	
Reserves	2.574,3		2.831,0		-256,8	
Retained earnings	-594,3		-428,0		-166,3	
Treasury Stock	-88,1		-97,4		9,4	
Net Profit	72,3		-414,8		487,1	
A-2) Adjustments for Changes in Value	-59,3	-0,6%	-9,1	-0,1%	-50,2	
A-3) Grants, donations and legacies received	13,7	0,1%	21,8	0,2%	-8,2	
B) LONG TERM LIABILITIES	2.437,8	22,9%	3.018,0	31,8%	-580,20	-19,2%
B-1) Long Term Provisions	0,0	0,0%	0,0	0,0%	0,0	
B-2) Long Term Debts	2.419,6	22,7%	2.995,8	31,6%	-576,2	
Long Term Debts with Credit Institutions	1.794,1		2.302,4		-508,3	
Long Term Financial Leases	11,0		0,0		11,0	
Other Long Term Debts	614,5		693,4		-78,9	
B-3) Deferred Tax Liabilities	18,2	0,2%	22,2	0,2%	-4,0	
C) CURRENT LIABILITIES	3.610,9	33,9%	1.885,4	19,9%	1.725,5	91,5%
C-1) Short Term Debts	2.843,1	26,7%	1.498,8	15,8%	1.344,3	
Short Term Debts with Credit Institutions	2.726,3		1.404,6		1.321,8	
Short Term Financial Leases	2,9		0,0		2,9	
Other short-term debt	113,9		94,2		19,6	
C-2) Commercial Payables	767,8	7,2%	386,6	4,1%	381,2	
Trade payables	358,8		131,4		227,5	
Other creditors	148,7		139,8		9,0	
Salaries to be paid	4,6		4,3		0,3	
Current Tax Liabilities	0,0		0,0		0,0	
Public administrations	245,8		110,6		135,3	
Deferred revenue	9,9		0,7		9,2	
TOTAL EQUITY AND LIABILITIES (A + B + C)	10.645,8	100%	9.485,6	100%	1.160,2	12,2%

The most important item movement is "Short Term Debts with Credit Institutions", linked to the increased use of credit facilities and other working capital financing instruments.









4. Cash Flow Statement

Data in euros

CASH FLOW STATEMENT	31/12/22	31/12/21
CASH FLOWS FROM OPERATING ACTIVITIES:		
Profit for the period before tax	(146.476)	(629.051)
Adjustments to income-	(140.470)	(023.001)
Depreciation and Amortization of fixed assets	501.239	404.864
Works for fixed assets	(438.984)	(349.556)
Imputation of Subsidies	(8.193)	(6.286)
Financial income	(60)	(11)
Financial expenses	132.694	118.335
Exchange differences	(59.292) 169.339	(22.819) 121.216
Changes in working capital-	109.539	121.210
Inventories	(446.780)	(57.826)
Debtors and other accounts receivable	(853.687)	(423.385)
Other current assets	2.309	(2.309)
Creditors and other accounts payable	380.658	105.263
Other current liabilities	2.595	
Dahan anala flattin funna an analism antititis a	(914.905)	(378.257)
Other cash flows from operating activities- Interest payments	(132.694)	(112.656)
Interest collections	(132.094)	(112.030)
Collections (payments) for income tax	266.354	(1.644)
(F.) (F.)		(-)
	133.720	(114.289)
O A OLU EL ONGO EDONA INIVERSENTA A OTIVITATO.	(758.322)	(1.000.381)
CASH FLOWS FROM INVESTMENT ACTIVITIES: Payments for investments-		
Group companies, net of cash in consolidated companies		
Intangible assets	(96.811)	(64.947)
Inmobilized material	(95.104)	(50.853)
Other Assets	,	(2.989)
	(191.915)	(118.789)
Divestment charges-		
Other financial assets	62.403	3.562
	62.403 (129.512)	3.562 (115.227)
CASH FLOWS FROM FINANCING ACTIVITIES:	(129.512)	(115.227)
Collections and payments for equity instruments-		
Acquisition of equity instruments of the parent company	(22.336)	(108.339)
Disposal of equity instruments of the parent company	23.924	<u>98.823</u>
	1.588	(9.516)
Receivables and payments for financial liability instruments		
Bonds and other marketable securities	0.000.044	1 000 00 1
Debts with credit institutions	2.232.244 28.752	1.223.324
Other debts	2.260.996	250.000 1.473.324
Return and amortization of	2.200.990	1.473.324
	(1 410 775)	(463.570)
Nehte with cradit institutions		(+00.070)
Debts with credit institutions other debts	(1.418.775) (92.822)	
Debts with credit institutions other debts	(92.822)	(73.233)
		(73.233) (536.803)
other debts	(92.822) (1.511.597)	(73.233) (536.803)
other debts EFFECT OF CHANGES IN EXCHANGE RATES NET INCREASE / DECREASE IN CASH OR CASH EQUIVALENTS	(92.822) (1.511.597) 750.987 59.292 (77.555)	(73.233) (536.803) 927.005 22.819 (165.784)
	(92.822) (1.511.597) 750.987 59.292	(73.233) (536.803) 927.005

In relation to Investment Activities, the payments for investment in intangible assets (96,811 euros) plus the Works for Fixed Assets (438,984 euros) total an amount of investment in intangible assets of 535,795 euros, mainly in R&D activities.







5. Stock Market Information

Since the IPO at BME Growth on February 27, 2018, the company has maintained a permanent and fluid dialogue with analysts and investors, participating in stock market seminars, as well as other events aimed at minority shareholders.

The company is overcoming the various challenges that have been presented to them in recent years (pandemic, Ukrainian invasion, inflation, rising rates, economic slowdown, etc.) in a satisfactory manner. The 2022 results demonstrate this, entering profit for the first time since the pandemic, surpassing in the second half of the year, the 2019 sales figures.

Robot is confident in its business model and is a key partner to its customers in the ESG field through Energy Savings and Digitalization. In addition, the company has a growing portfolio of projects that give it greater visibility in terms of revenue generation. Therefore, the company's management team is confident, in the future earnings per share growth

Participation in the MEDCAP 2022 Forum and 2 Webinars through Rankia

The Medcap Forum is a benchmark event for European investors and small and mid-cap companies listed in Spain. It was held at the Madrid Stock Exchange on May 25-26 and was attended by more than 100 listed companies, 150 investors, 800 attendees and more than 1,200 private meetings between listed companies and investors. Robot, S.A. had individual meetings with a dozen potential investors.

Likewise, Robot S.A. in the interest of corporate transparency, holds regular update events with its shareholders and potential investors through the Rankia platform. In 2022, the company held 2 webinars with the management team through Rankia (January 31, April 28, 2022). Additionally, in November, the company presented its half-year results through Udekta and Negocios TV.

Share price and shareholder performance:

Concept	
Market capitalization	5.130.869 €
Shares outstanding	2.850.483
Price at closing, Dec 31st 22	1,80 €
52W High / Low	€2.14 / €1.72
Day Average Volume - 2022 *	752
Return 2022 (closing Dec 31st: €1.80)	-14,29%
Free Float	28,6%

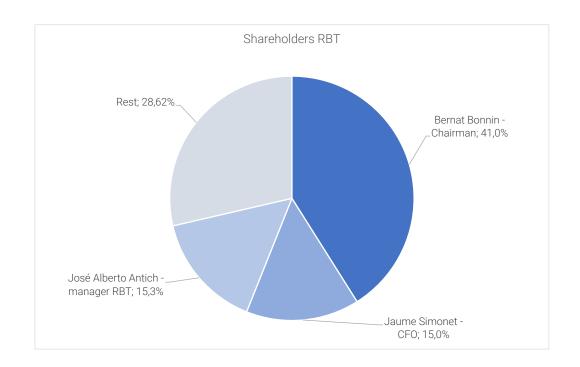
^{*} Sessions with stock market liquidity (47 of 256)

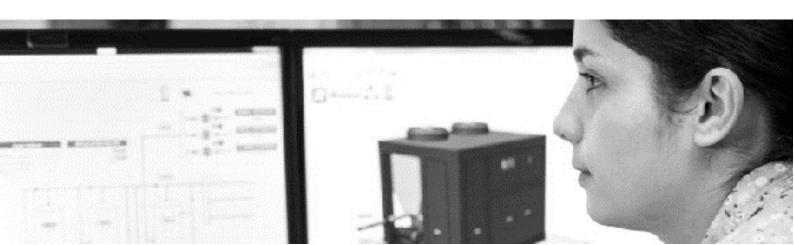






The company's shareholding is mainly in the hands of the management team.











6. Main Risks

The management of the Company's financial risks is centralized in the General Management, which has established the necessary mechanisms to control exposure, if any, to variations in interest rates and exchange rates, as well as credit, liquidity and force majeure risks.

Procurement risk - One of the risks that have recently faced is that of chip shortages. Semiconductors are one of the main components of Robot's control and automation products. The response to this situation has been, from the outset, to stockpile chips from different suppliers at an affordable price. This has enabled the company to meet its business needs for the next twelve months without a significant increase in costs.

Credit risk - in general, the Company maintains its cash and cash equivalents in financial institutions with a high credit rating. Additionally, it should be noted that there is no significant concentration of credit risk with third parties.

Liquidity risk - to ensure liquidity and to be able to meet all payment commitments arising from its activity, the Company has the cash shown in its balance sheet in addition to undrawn credit facilities. On December 31, 2022, the Robot Group's total credit facilities amounted to €550,000, 63.1% of which had been drawn down.

Market risk - (includes interest rate and fair value risk and price risk) - Interest rate risk arises from short-term and long-term borrowings. Borrowings issued at variable rates expose the Company to cash flow interest rate risk. The Company does not individually manage interest rate risks on cash flows, as it is not significant.

Inflation risk - during 2022 the increase in supplies and personnel, representing 82% of costs, was offset by the increase in the price of products and services. Management estimates that the increase in these two items will only be partially offset by price increases in 2023.

Currency risk - the company understands that it will be more significant from 2023 onwards as the company, through its branches in Mexico and the Dominican Republic, expands its customer base domiciled in the United States, Canada and Latin America. Robot S.A. intends to manage Eurodollar hedging through foreign exchange insurance.









7. Acquisition of Treasury Stock

Total purchases during 2022 amounted to EUR 22,335.97 (11,918 shares), while sales amounted to EUR 23,923.61 (12,547 shares).

At the end of December 2022, the liquidity provider held 36,261 shares representing a book value of EUR 88,081'93.

8. Research and Development Activities

In February 2021, the Center for the Development of Industrial Technology (CDTI), of the Ministry of Science and Innovation, granted Robot, S.A. funding of €819,575.95 to carry out an R&D project, consisting of the development of the new R8000 series of devices and the integration with the RobotCloud digital platform.

The project was successfully completed in 2022, giving birth to the R8000 series of products aimed at market differentiation through new technological advances, expanding market share and increasing sales.

The new R8000 series will enable full integration of the devices with the new RobotCloud digital platform. This project simplifies the installation and maintenance of the equipment, improves integration with third parties, centralizes, and unifies the information generated by the system, making it possible to offer new products and engineering services such as the RobotMetric management and analysis tool.

In addition, the incorporation of the new SiSLink/PoC (Power over CAN) communication bus will allow access to the home automation market, expanding the company's business area.

The consolidated corporate and management report has been prepared as of March 31, 2023.

D. Bernat Bonnin Pons-Estel Chairman D. Jaume Simonet Pou Vice Chairman

