Robit

Q3 2026 Results Presentation

October 21, 2026



Mikko Kuusilehto, Group CEO
Ari Suokas, Group CFO

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Q3 2026: NET SALES CONTINUED TO GROW

NET SALES

22.5 MEUR

▲ 17.1% (19.2)

EBIT

0.2 MEUR

▼ 82.3% (0.9)

0.7% of net sales (4.9%)

ORDERS

22.2 MEUR

▲ 12.9% (19.7)

OPERATING CASH FLOW

-2.7 MEUR

MEUR | Q3 2025: 3.8

"During the period, we commenced deliveries under several previously announced mining contracts. Demand from the mining industry remained strong, while new customer acquisition and product trials at customer sites progressed well. "



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Q1-Q3 2026: SALES IN LINE WITH OUR GROWTH STRATEGY

NET SALES

67.7 MEUR

▲ 12.3% (60.3)

EBITDA

5.0 MEUR

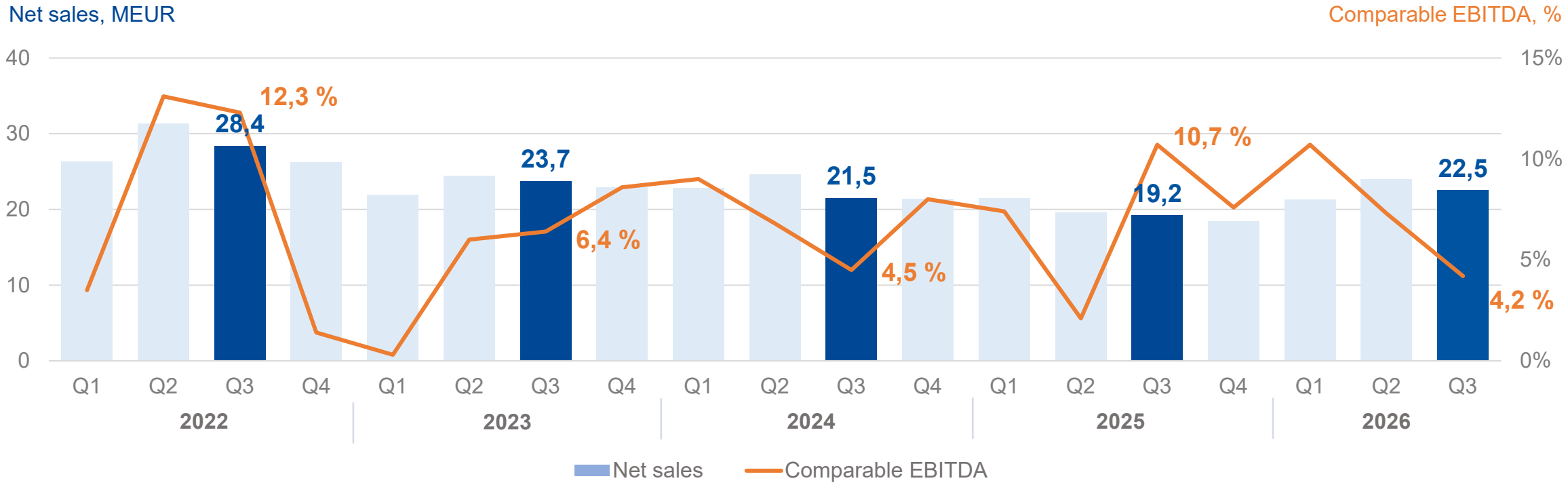
▲ 29.1% (3.9)

7.4% of net sales (6.4%)

OPERATING CASH FLOW

-6.6 MEUR

MEUR | Q1–Q3 2025: 3.4



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Q3 2026: STRONG SALES IN TOP HAMMER

Top Hammer

71%

15.9 MEUR

▲ 35.9% (11.7)

Geotechnical

15%

3.5 MEUR

▼ 27.3% (4.9)

Down the Hole

14%

3.1 MEUR

▲ 15.9% (2.7)



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Q3 2026: STRONG GROWTH IN AMERICAS

7.8 MEUR

AMERICAS ▲67.7% (4.6)
35% of sales

10.4 MEUR

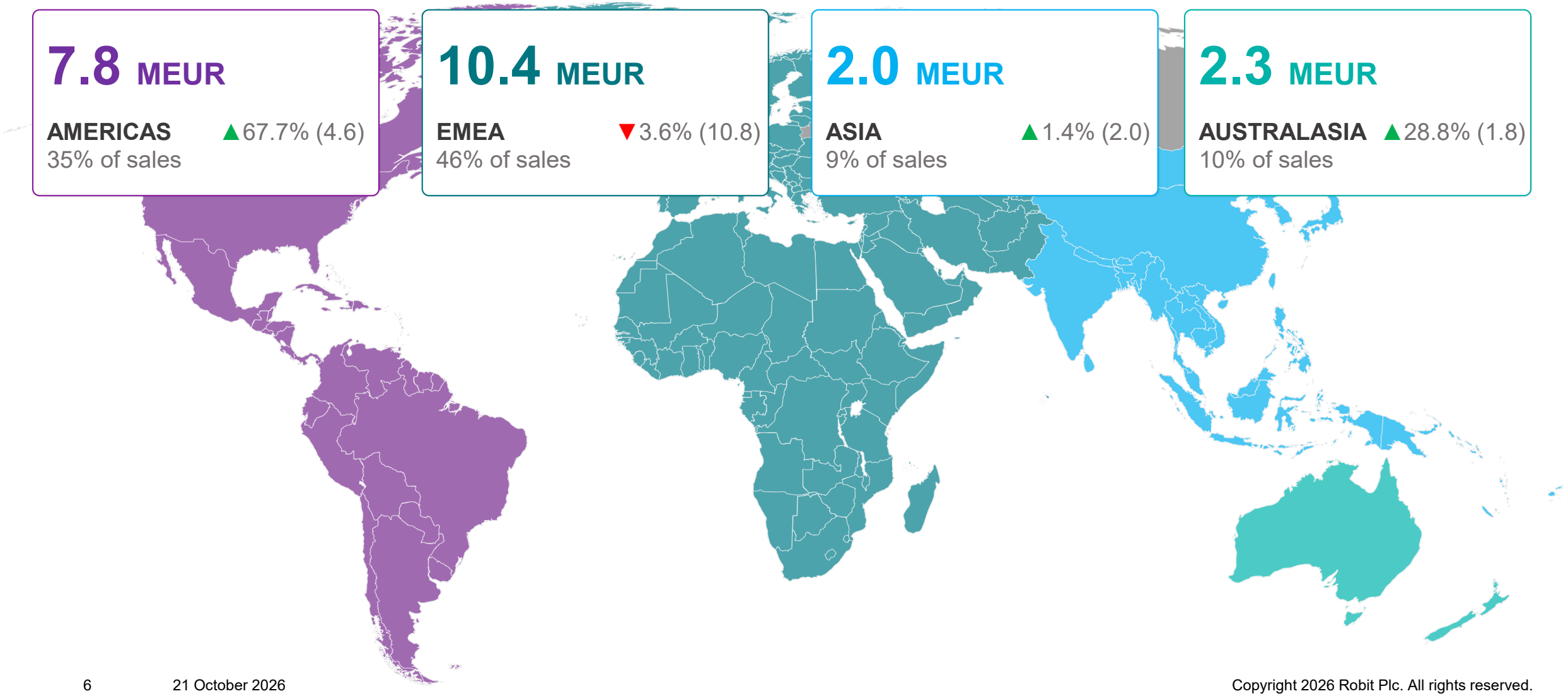
EMEA ▼3.6% (10.8)
46% of sales

2.0 MEUR

ASIA ▲1.4% (2.0)
9% of sales

2.3 MEUR

AUSTRALASIA ▲28.8% (1.8)
10% of sales



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Financials

Ari Suokas, Group CFO



Q3 2026: DOUBLE DIGIT GROWTH IN NET SALES

NET SALES

22.5 MEUR

▲ 17.1% (19.2)

EBITDA%

4.2%

% | Q3 2025: 9.9

EBIT%

0.7%

% | Q3 2025: 4.9

RESULT OF PERIOD

0.3 MEUR

MEUR | Q3 2025: 0.5

EUR 1,000 unless stated	Q3/26	Q3/25	▲ %	Q1-Q3/26	Q1-Q3/25	▲ %	2025
Net sales	**22 488**	19 199	17.1%	**67 750**	60 333	12.3%	78 762
EBITDA	**938**	1 892	-50.4%	**4 984**	3 861	29.1%	5 169
EBITDA	**4.2%**	9.9%		**7.4%**	6.4%		6.6%
EBIT	**168**	948	-82.3%	**2 539**	974	160.8%	1 395
EBIT	**0.7%**	4.9%		**3.7%**	1.6%		1.8%
Result of the period	**283**	491	-42.4%	**1 710**	-253	>100%	-237
Result of the period	**1.3%**	2.6%		**2.5%**	-0.4%		-0.3%
Earnings per share (EPS)	**0.01**	0.02	-42.2%	**0.07**	-0.02	>100%	-0.01
Return on capital employed (ROCE)				**5.4%**	2.6%		2.7%

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Q3 2026: INVENTORIES GREW DUE TO RAMP UP OF MINING CONTRACTS AND TUNGSTEN PRICE

NWC
50.8 MEUR
MEUR | Q3 2025: 39.6

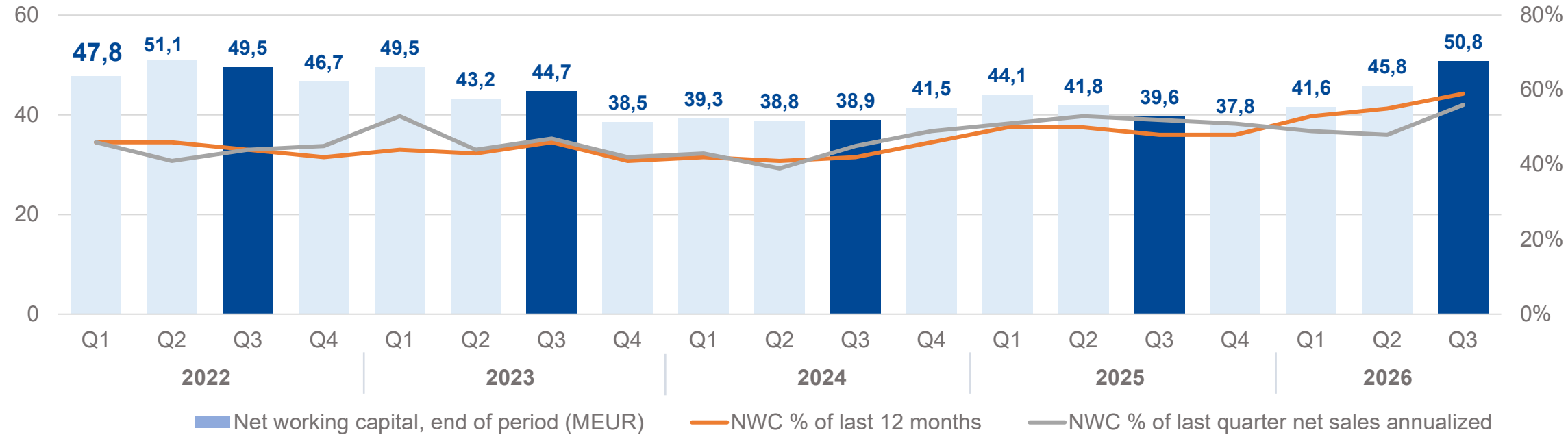
INVENTORIES
49.0 MEUR
MEUR | Q3 2025: 35.9

RECEIVABLES
21.8 MEUR
MEUR | Q3 2025: 16.3

PAYABLES
20.1 MEUR
MEUR | Q3 2025: 12.7

NWC / LTM (%)
59.0%

NWC development | MEUR



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Q3 2026: CASH FLOW IMPACTED BY INVENTORIES

CASH FLOW BEFORE NWC

1.8 MEUR

MEUR | Q3 2025: 1.6

OPERATING CASH FLOW

-2.7 MEUR

MEUR | Q3 2025: 3.8

INVESTING CASH FLOW

0.0 MEUR

MEUR | Q3 2025: -0.1

FINANCING CASH FLOW

0.2 MEUR

MEUR | Q3 2025: -1.1

EUR 1,000	Q3/26	Q3/25	Q1-Q3/26	Q1-Q3/25	2025
Cash flow from operating activities					
Cash flows before changes in working capital	**1 779**	1 622	**5 991**	4 823	5 980
Cash flows from operating activities before financial items and taxes	-2 544	3 847	-5 887	4 093	7 240
Net cash inflow (outflow) from operating activities	**-2 669**	3 750	**-6 638**	3 409	5 921
Net cash inflow (outflow) from investing activities	20	-143	-200	-792	-998
Net cash inflow (outflow) from financing activities	**232**	-1 129	**1 958**	-1 238	-4 155
Net increase (+)/decrease (-) in cash and cash equivalents	-2 418	2 479	-4 880	1 379	768
Cash and cash equivalents at the beginning of the financial period	7 186	7 588	9 515	9 040	9 040
Exchange gains/losses on cash and cash equivalents	84	-74	217	-427	-293
Cash and cash equivalents at end of the period	**4 852**	**9 992**	**4 852**	**9 992**	**9 515**

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FINANCIAL POSITION

TOTAL ASSETS
95.6 MEUR
MEUR | Q3 2025: 83.4

TOTAL EQUITY
47.5 MEUR
MEUR | Q3 2025: 43.0

CASH & EQUIVALENTS
4.9 MEUR
MEUR | Q3 2025: 10.0

INTEREST-BEARING DEBT
27.1 MEUR
MEUR | Q3 2025: 27.2

EUR 1,000	30 Sep 2026	30 Sep 2025	31 Dec 2025
ASSETS			
Total non-current assets	**19 903**	**21 195**	**20 744**
Current assets			
Inventories	49 023	35 908	37 786
Account and other receivables	21 418	16 119	14 604
Other receivables and financial assets	403	225	295
Cash and cash equivalents	4 852	9 992	9 515
Total current assets	**75 696**	**62 244**	**62 200**
Total assets	**95 599**	**83 439**	**82 944**
EQUITY AND LIABILITIES			
Equity total	**47 502**	**42 902**	**43 012**
Total non-current liabilities	17 656	22 266	18 110
Total current liabilities	30 441	18 271	21 822
Total liabilities	**48 097**	**40 537**	**39 932**
Total equity and liabilities	**95 599**	**83 439**	**82 944**

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CAPITAL STRUCTURE

NET DEBT

22.2 MEUR

MEUR | Q3 2025: 17.2

NET DEBT / LTM EBITDA

2.64 (30 Jun 2026)

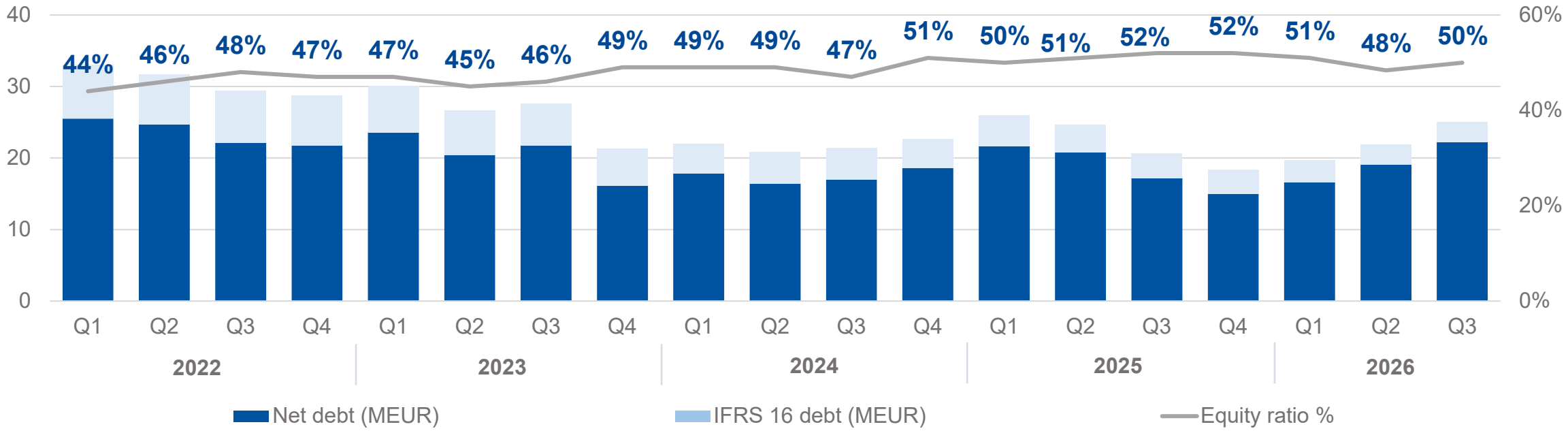
Covenant threshold 3.50

EQUITY RATIO

49.9%

% | Q3 2025: 51.6

Capital structure development



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LOAN MATURITY

LOANS OUTSTANDING

24.2 MEUR

End of Q3 2026

SENIOR LOAN REPAYMENT

1.5 MEUR

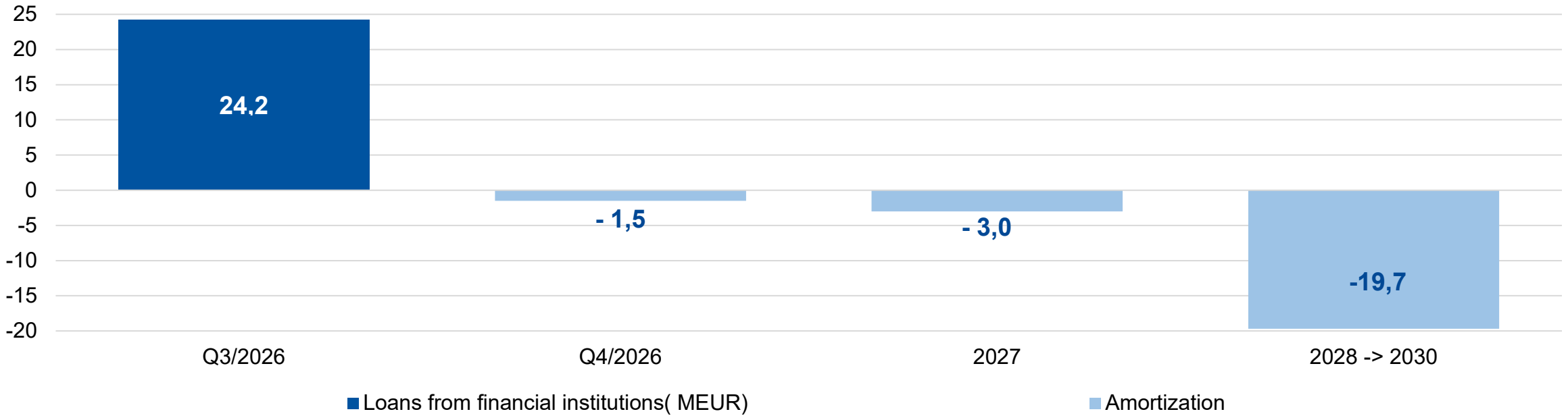
June and December

INTEREST RATE SWAP

10.0 MEUR

Until 30 June 2030

Loan repayment schedule



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Outlook

Mikko Kuusilehto, Group CEO



FOCUS AREAS IN 2026

Three priorities for stronger growth and execution:

STRONG GROWTH

Together with focused distributors and direct presence

Drive volume growth that increase market share and long-term profitability

WIN WHERE WE COMPETE

Focus on applications and segments where Robit wins on performance and reliability

Strengthen pricing knowledge and support distributor execution

STRONG IN THE MARKET, SOLID IN OPERATIONS

Strengthen face-to-face customer and distributor engagement as well as secure availability and cost competitiveness

Mitigate raw material and tariff risks through disciplined sourcing, pricing mechanisms and supply chain flexibility

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FINANCIAL TARGETS AND GUIDANCE 2026

Robit's long-term targets:

>10%
Comparable EBIT margin

Growth above the average market rate

Comparable EBIT, % of net sales	2024	2025	LTM Q3/26
Actual	**2.8%**	**2.1%**	**3.8%**

Guidance 2026:

Robit expects: **Net sales to increase** **Comparable EBIT (EUR) to improve**

Background for the guidance:

Mining
Demand remains at a good level.

Construction
Demand develops positively.

Exchange rates
No significant changes from year-end 2025 levels.

Import tariffs
No significant weakening of competitiveness in key markets.



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Q&A
Mikko Kuusilehto, Group CEO
Ari Suokas, Group CFO
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Robit R6
Further. Faster.
Further. Faster.
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Thank you!