

Press release

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## HALF YEAR RESULTS AS OF JUNE 30<sup>TH</sup>, 2018

Revenue up + 10%

Investments supporting the commercial effort

Solid financial situation

Roctool (Euronext Growth – FR0010523167 – ALROC), specialist in mold heating and cooling technologies for plastics and composites, today announces its consolidated half-year results as of June 30<sup>th</sup>, 2018.

Half year P&L consolidated statement - €	30/06/2018	30/06/2017	Δ
<b>Revenues</b>	<b>3 491 744</b>	<b>3 166 395</b>	<b>10%</b>
Sale of goods	2 300 683	1 457 942	58%
Cost of good solds	1 036 200	650 814	59%
<b>Goods gross profit</b>	<b>1 264 483</b>	<b>807 127</b>	<b>57%</b>
Services	749 121	599 854	25%
Licesing	0	331 150	-100%
Royalties	441 940	777 450	-43%
<b>Sale of services</b>	<b>1 191 060</b>	<b>1 708 454</b>	<b>-30%</b>
<b>Total gross profit</b>	<b>2 455 543</b>	<b>2 515 581</b>	<b>-2%</b>
	% os sales	70%	79%
<b>Operational costs</b>	<b>3 702 114</b>	<b>2 924 124</b>	<b>27%</b>
<b>Of which personnel</b>	<b>1 834 523</b>	<b>1 596 357</b>	<b>15%</b>
Purchases	121 993	132 809	-8%
Operating expenses	1 646 918	1 141 595	44%
Taxes	98 679	53 364	85%
<b>Of which other operational costs</b>	<b>1 867 591</b>	<b>1 327 768</b>	<b>41%</b>
<b>EBITDA</b>	<b>(1 142 902)</b>	<b>(282 511)</b>	<b>-305%</b>
Capitalized production, provisions write-back, etc.	411 425	292 121	41%
Depreciations and amortizations	444 800	380 619	17%
<b>EBIT</b>	<b>(1 176 277)</b>	<b>(371 009)</b>	<b>-217%</b>
<b>Financial result</b>	<b>(95 219)</b>	<b>(243 712)</b>	<b>61%</b>
<b>Current result</b>	<b>(1 271 496)</b>	<b>(614 721)</b>	<b>-107%</b>
<b>Extraordinary result</b>	<b>(88 182)</b>	<b>(34 559)</b>	<b>-155%</b>
<b>Income tax</b>	<b>9 584</b>	<b>(25 318)</b>	<b>-138%</b>
<b>Net income (loss)</b>	<b>(1 369 262)</b>	<b>(623 962)</b>	<b>-119%</b>

Financial structure €	30/06/2018	31/12/2017	Δ
Cash	4 293 916	1 944 874	-48%
Equity	8 165 071	5 954 450	-31%
Financial debt	2 284 612	1 660 044	103%
Total assets	12 722 387	10 215 231	11%

\* Audited

## Revenue up +10%

As of June 30<sup>th</sup>, 2018, Roctool generated sales of € 3.5 million, up 10% compared to June 30<sup>th</sup>, 2017.

During the first half of the year, Roctool diversified its customer base, notably with the arrival of new brands in line with its strategy, which reduces its dependence on major historical customers.

Over the 1<sup>st</sup> semester, the group continued its international development - accounting for 86% of total sales - with the creation of the new Roctool Shanghai subsidiary in China, operational since July 2018, the official inauguration of which will take place on October 26<sup>th</sup>, 2018 in the presence of many Asian manufacturers. Located between the city center and Shanghai International Airport, Roctool Shanghai is a true flagship among Roctool platforms, with state-of-the-art molding equipment.



Roctool also signed its first commercial partnership in India with one of the leading car part manufacturers: Varroc Polymers Pvt. Ltd. As part of this partnership, Varroc will have access to Roctool's heating and cooling technology for applications requiring optimal surface quality and will also benefit from support for its manufacturing needs.

## Investments supporting the commercial effort

In order to support its growth, Roctool pursues its sustained investment strategy. Operating expenses were up +25% (vs H1 2017) in the 1<sup>st</sup> semester to € 3.7 million. Personnel expenses represent half of the operating expenses and increased by +15%, the group reinforcing its sales and marketing teams. As of June 30<sup>th</sup>, 2018, Roctool Shanghai already has 9 employees (including 3 transferred from other group entities and 6 new employees).

Other operating expenses were also up sharply (+44%) mainly due to Roctool's participation in 3 international trade fairs, including 2 major ones - the NPE in the United States and Chinaplas in China – along with the operational expenses of the new Chinese subsidiary.

As a result, the Group's EBITDA at the end of June 2018 showed a loss of € 1.1 million (compared with a loss of € 0.3 million in the first half of 2017).

Mathieu Boulanger, Chief Executive Officer of Roctool, commented: *"Over the 1<sup>st</sup> semester, despite a + 10% increase in revenue, the sharp increase in operating expenses related to the implementation of the new model has a significant impact on earnings. The strengthening of sales teams, attending the major world fairs in the field of plastics and the launch of our subsidiary Roctool Shanghai have led to new business relationships with manufacturers. We have demonstrated our ability to attract projects of significant size, which however takes longer to materialize."*

## Solid financial situation

Following the capital increase of € 3.6 million last June, Roctool Group's available net cash position amounted to € 4.5 million at June 30<sup>th</sup>, 2018 compared to € 1.9 million at June 30<sup>th</sup>, 2017. Consolidated shareholders' equity at the end of June 2018 amounted to € 8.2 million compared with € 6.0 million at June 30<sup>th</sup>, 2017.

## Highlights of the semester

### **Exhibitors at Chinaplas, China's largest plastic show**

During the show held in April 2018, Roctool performed a live demonstration, producing a PC 50% fiberglass laptop cover in a record-breaking 45 seconds. A time never achieved for this type of application, with one part.

### **Exhibitors at NPE 2018 in Orlando, USA, the world's foremost meeting of plastics and innovative technologies in the USA**

In May 2018, Roctool teams participated in 3 live demonstrations to showcase the features and benefits of its patented induction heating technology.

### **Success of the capital increase to accelerate the deployment of the growth strategy**

At the end of June 2018, Roctool successfully completed a € 3.6 million capital increase subscribed by institutional investors. These additional funds will help:

- ✘ developing international activities, particularly in Asia,
- ✘ supporting commercialization efforts to accelerate adoption of Roctool technology to new large customers, and
- ✘ increasing research and innovation activities to access new applications for Roctool technology.

## Renewal of the "Innovative Company" qualification for FCPIs (Investment Funds in Innovation)

This qualification confirms Roctool's eligibility for investment by the FCPI for a new period of three years.

## Outlook

Given the progress of business in the 3<sup>rd</sup> quarter of 2018 and the time lag of some major projects, the business evolution of the next three months will be decisive for achieving total sales comparable to the 2017 total sales. In the light of this, the management will be reviewing the plans for optimizing the further development of the company and will present the results at the next meetings with analysts and shareholders expected in December 2018.

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About Roctool: [www.roctool.com](http://www.roctool.com)

Created in 2000, Roctool is a Technology & Manufacturing solutions provider offering engineering services and systems for injection and compression molding. Its R&D team is constantly adapting its induction technologies to more materials, in order to draw benefits such as reduced cycle times, surface quality, lightweighting, product performance, and overall cost reductions. Roctool's latest technology: IDH™ - Induction Dual Heating, is a leading Heat & Cool process combining composites with overmolded plastic features, which targets major brands in innovative industries, e.g. automotive, aerospace, consumer products, and electronics. Roctool technologies are already in production, in particular HD Plastics™ capabilities for plastic molding and Light Induction Tooling - LIT™ for composite parts. Roctool is listed on Euronext Growth. Its headquarters and R&D center is situated at Le Bourget du Lac (France). Roctool also has offices and platforms in North America, China, Japan, Taiwan, and Germany.