
The background features a dark gray, textured triangular shape on the left side, resembling a perforated metal surface. On the right side, there are two large, overlapping diagonal stripes: a red one on top and a light gray one below it. The word "Roctool" is centered in a large, black, sans-serif font.

Roctool

Investor Presentation Update

September 2019

Table of contents

3-5		Roctool overview
6-13		Governance & key data
14-18		2018 key events & results
19-27		Overview of customers, sectors, R&I, competition, platforms, IP
28-29		Roctool users in China
30		Why invest in Roctool
31-33		Group organization overview
34-39		Technology advantages
40-43		Technologies overview



Who
are
we?

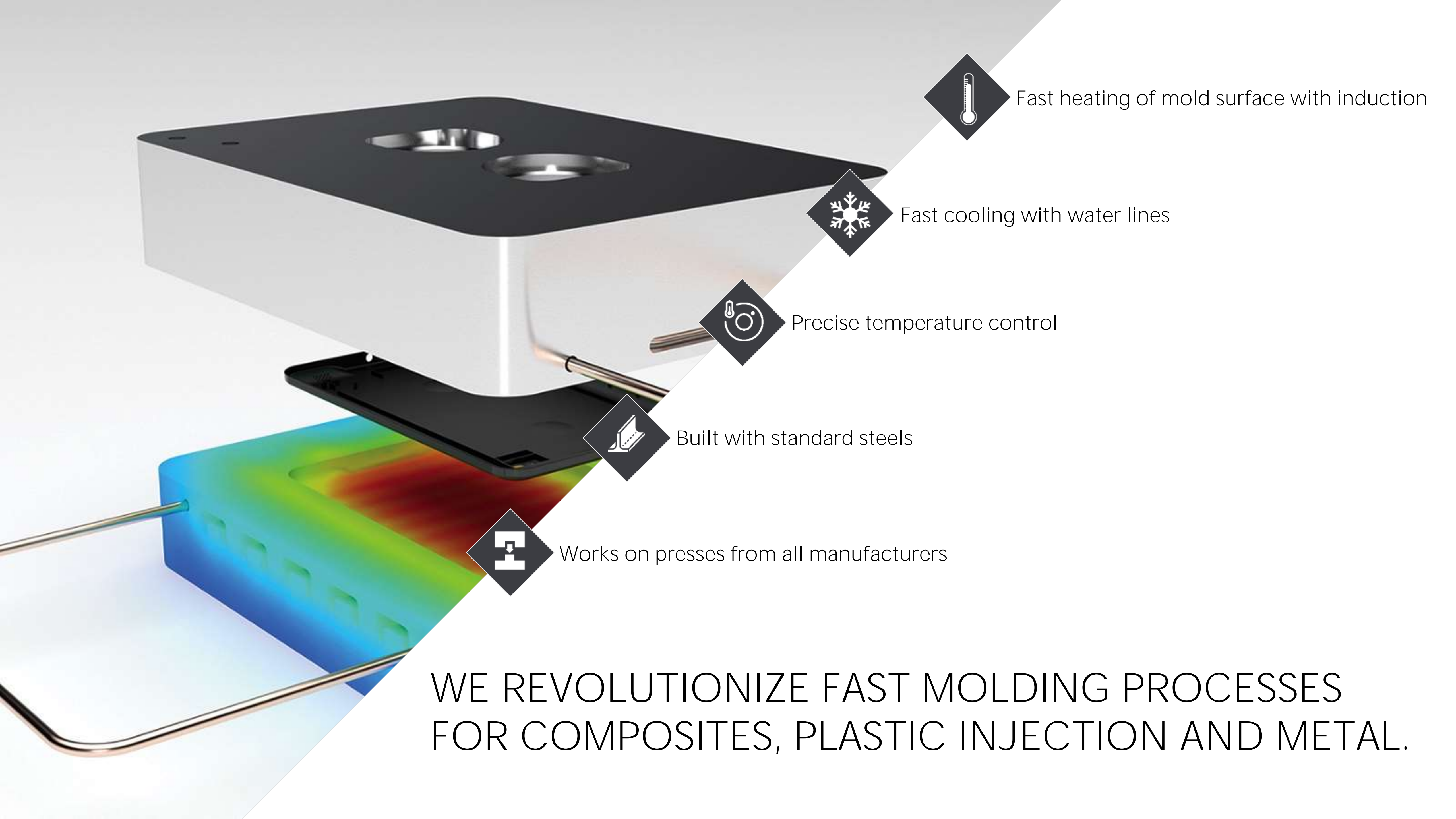


A TECHNOLOGY
AND MANUFACTURING
SOLUTIONS PROVIDER.



What
is our
ambition?

TO BECOME A NEW
MANUFACTURING STANDARD
FOR LARGE BRANDS
IN KEY MARKET SEGMENTS.



Fast heating of mold surface with induction



Fast cooling with water lines



Precise temperature control



Built with standard steels



Works on presses from all manufacturers

WE REVOLUTIONIZE FAST MOLDING PROCESSES
FOR COMPOSITES, PLASTIC INJECTION AND METAL.

Meet our management team



Matt Boulanger (39)

CEO

Matt joined Roctool in January 2004. He worked at Roctool's head offices in Savoy for ten years where he was in charge of global sales development, key customers, and strategic directions. In 2013, he created the American subsidiary, Roctool Inc. He has been appointed CEO of the Roctool Group in December 2015 and remain President of Roctool North America.



José Feigenblum (45)

CTO

José joined Roctool in June 2002 (shortly after the company was created). José is an expert in induction heating and is in charge of technology and R&D. As such, he is at the heart of Roctool's innovations. He's currently the managing director of Roctool Shanghai.



Nicola Gobbo (37)

DEPUTY GM

Nicola joined Roctool in April 2014. After a few years as investor and capital investment consultant, he created a consultancy firm and a publishing company for which he was the Finance and Administration Manager.

Meet our board



J e a n - M a r i e D e m é a u t i s

Chairman of the board



V i n c e n t B a z i

Director, representing NextStageAM



D a v i d T a t e

Director, representing Trocadero 2015LP



J e a n - F r a n ç o i s Z o e l l e r

Director, representing Flex



V a l é r y H u o t

Director, representing LBO France



M a t t B o u l a n g e r

Director, CEO



J o s é F e i g e n b l u m

Director, CTO

Key Facts

190

Patents
worldwide

12

Staff
nationalities

6

Proprietary
technologies

7

PhD
degrees

28

Countries
of sale

88

Global
clients

300

System
installations

40M

Manufactured
parts

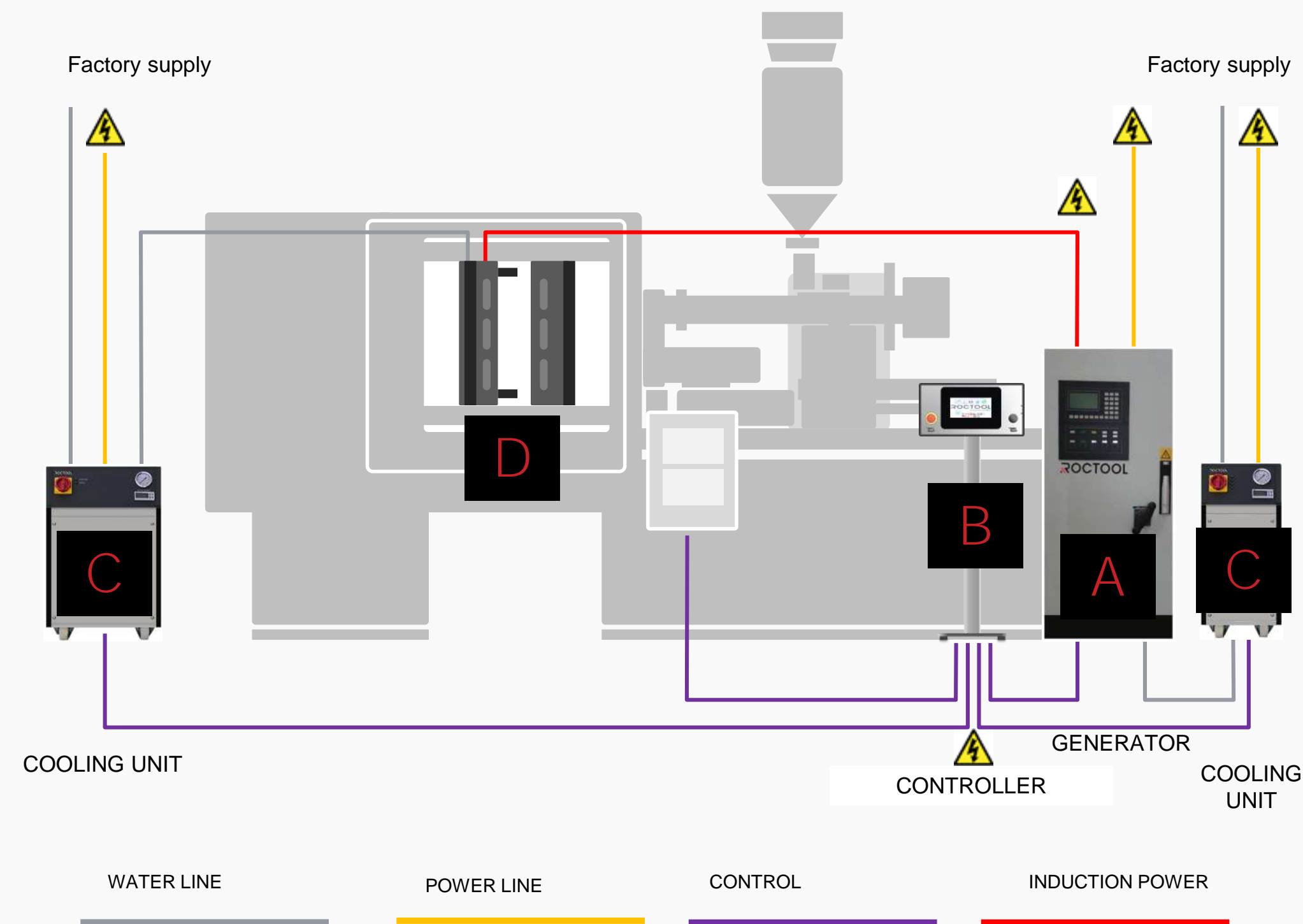
Products and services

PRODUCTS

Induction heating system
Generator (A)
Controlling unit (B)
Chillers (C)

Tooling hardware
(in the mold **D**)

Complete turnkey solutions
(including the press in light grey)



In light grey, the equipment our clients already have, including notably the press

SERVICES

Engineering of the mold (D)
(simulations, thermal engineering
and computer-aided designs)

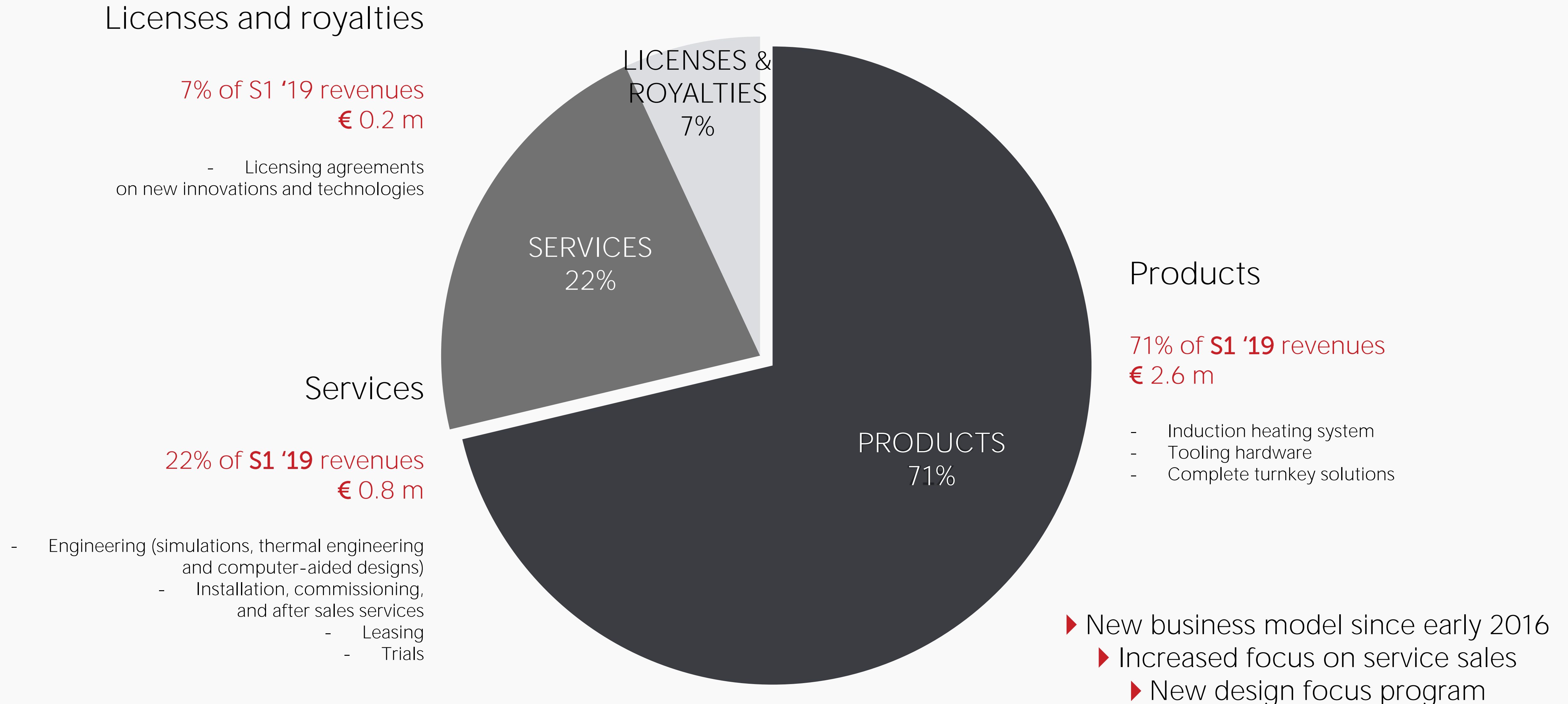
And a complete installation
automation

Installation, commissioning,
and after sales services

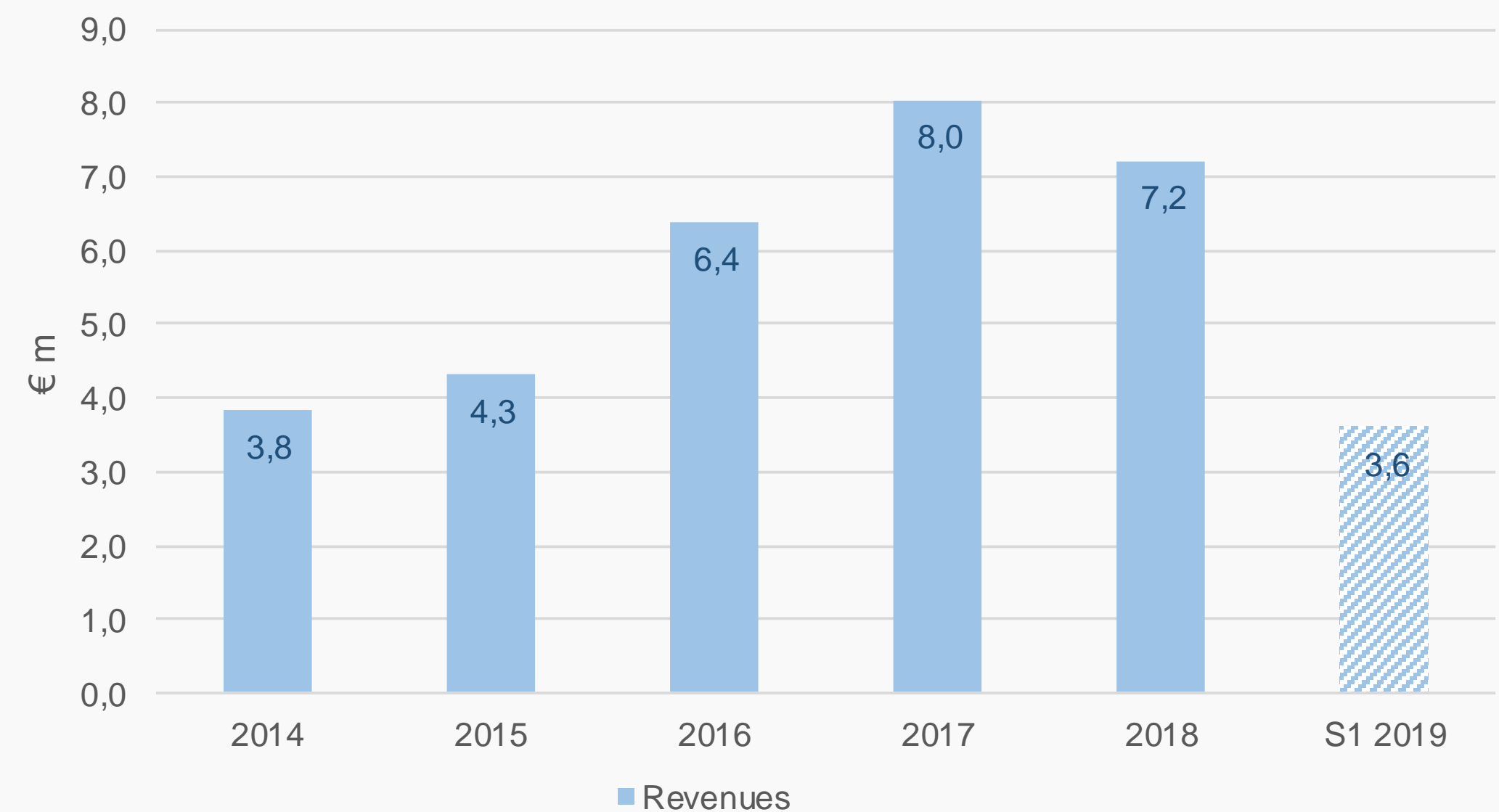
Leasing of products

Trials

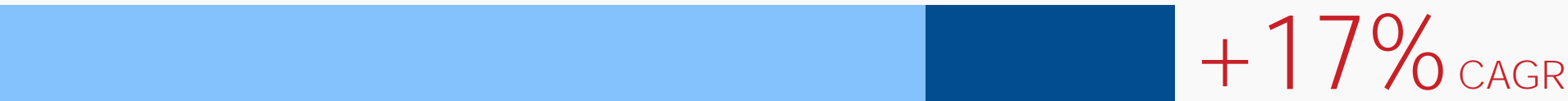
A strong business model



2016-2018 key figures



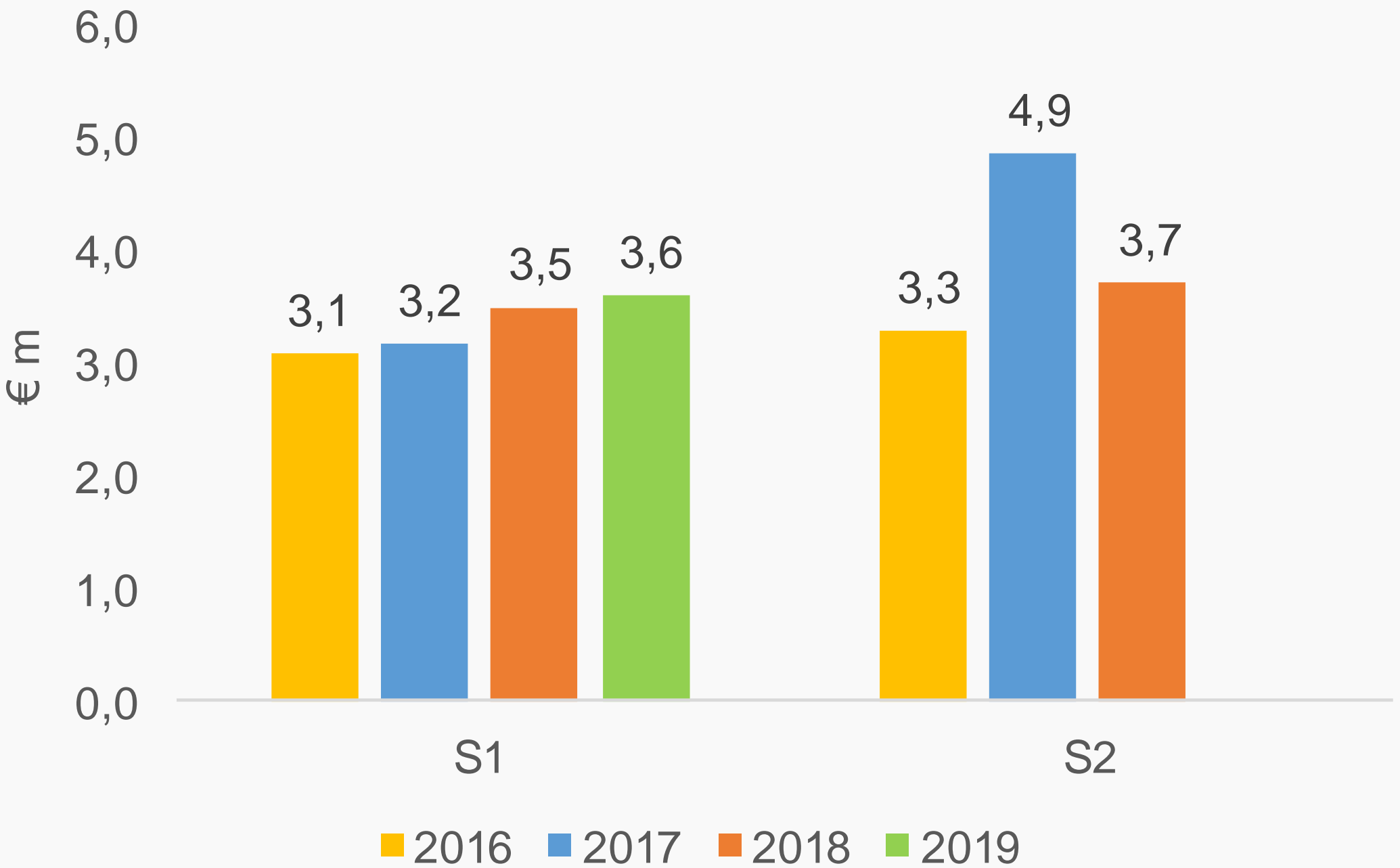
Revenues 2018 vs. 2014



Roctool systems delivered 2018 vs. 2014

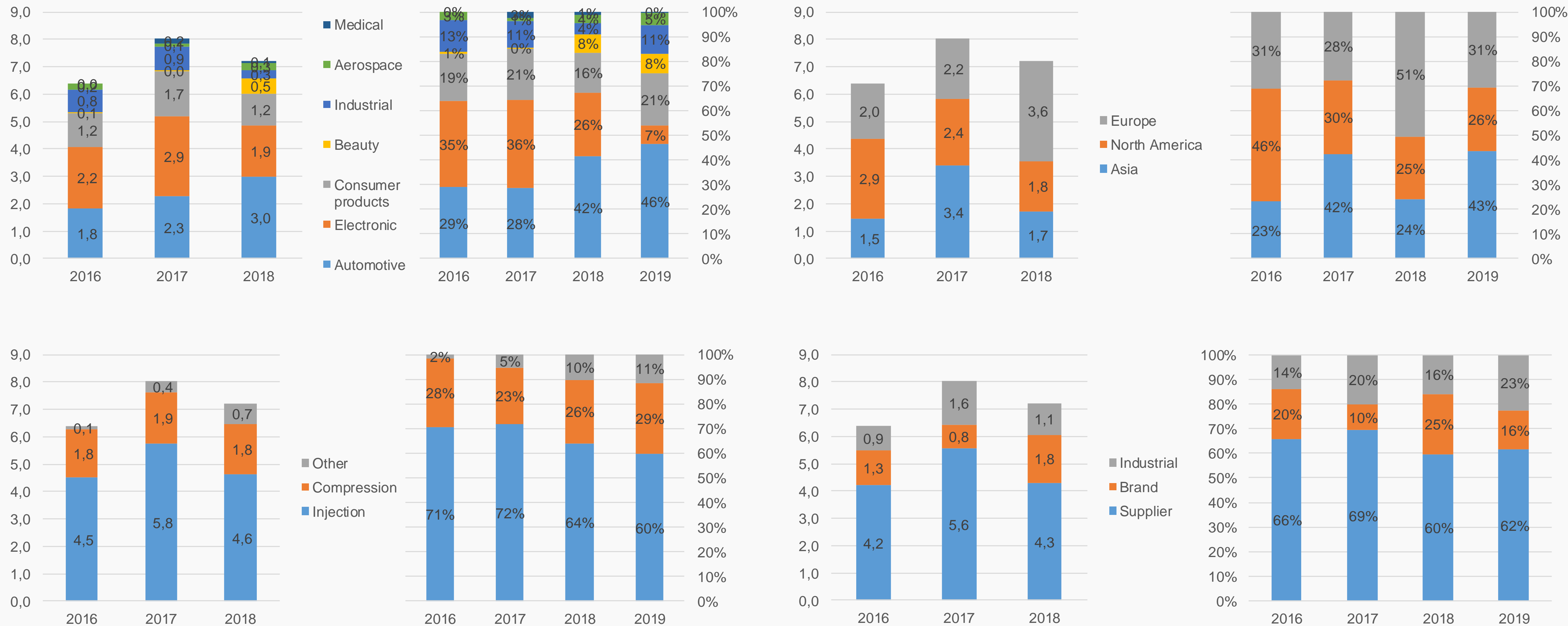


	2016	2017	2018	S1 '19
Feasibilities	250	310	313	127
# of brands direct clients	12	16	20	17
# of systems delivered	25	47	30	15
Revenues €m	6.4	8.0	7.2	3.6
# staff	47	58	63	58
# website visitors	2'500	4'000	4'700	3'833
# LinkedIn followers	650	1'125	2'300	2'634



2016-2018 revenues

(% for 2019 sales as of May 15th)



Injection & compression quick analysis

Injection

- Larger quantity of projects
- More pressure on equipment pricing
- Less engineering time per project
- Shorter project length (with the exception of automotive)

Compression

- Less quantity of projects
- More budgets available
- Other revenues available (e.g. mold, press)
- More engineering time per project
- Longer project length (including injection automotive)
- Roctool well positioned for high temperature solutions

S1 2019 key events



March

JEC World, confirming lot of interest from the composite industry for Roctool technology / still working on leads to generate a ROI



April

Tech Day with Allizé Plasturgie: plastic injection techday in Lyon (FR) organized by Roctool with 6 different partners and 60+ attendees



May

Chinaplas: Demonstration with KM, identification of key tool makers, initial discussion with an injection machine actor in China: Bole, new leads created, finalize first purchase from Tong Yi (resin distributor in China to boost sales).



May

SAMPE Tech Day / Composite at RT USA: 25 attendees



June

INCOE Platform Launch / in Detroit: New partner to show Roctool technology perfectly located in Detroit (with support of our new business development in Detroit). About 100 attendees



June

Tech Day at RT France: over 40 attendees (brands and molders)



Sustained activity in Korea

Delivery of latest equipment and successful installation & commissioning of the KCTech project (Kia and Hyundai innovation project) and new local customer through local agent with two ongoing projects



New design focus activities

- compression trials using shredded clothing for phone cases
- studies on credit card new materials and molding process
- renewed innovation agreement on blow molding
- material research for mobile satellite antenna systems

Roctool Shanghai



The biggest
investment in Roctool
history
located in Shanghai



A skilled team
of 10 people
including Roctool
CTO



The largest Roctool
facility
with 2'500 sqm

Roctool Shanghai

The latest technologies



IDH / Arburg
Complete hybrid
molding system



Standard
compression
With high heat
capabilities



Injection molding
machine
600 tons KM

Roctool Shanghai

Video

<https://youtu.be/n60KUUAVaNE>

S1 2019 results

	Note	30/06/2019	30/06/2018	Δ
Revenues	6.1	3 602 032	3 491 744	3%
Capitalized production, provisions write-back, grants, etc.	6.2	358 650	499 158	-28%
Total profits		3 960 682	3 990 902	-1%
Cost of purchases	6.3	1 732 645	1 158 194	50%
Operational costs	6.4	1 424 443	1 646 918	-14%
Taxes	6.5	59 957	98 679	-39%
Personnel	6.6	1 866 754	1 834 523	2%
Depreciations and amortizations	6.7	577 722	451 913	28%
Total operational costs		5 661 520	5 190 227	9%
EBIT		(1 704 188)	(1 183 390)	-44%
Financial revenues	6.8	67 080	36 488	84%
Financial costs	6.9	76 041	131 997	-42%
Intragroup adjustment		(2 233)	290	0%
Intragrou liaison				0%
Financial results		(11 195)	(95 219)	88%
Common operations				0%
Current results		(1 715 382)	(1 278 610)	-34%
Extraordinary revenues	6.10	80 588	67 267	20%
Extraordinary costs	6.11	57 938	135 751	-57%
Intragroup adjustment			(19 697)	-100%
Intragrou liaison				0%
Extraordinary result		22 649	(88 182)	-126%
Income taxes	6.12	9 603	7 806	23%
Net result		(1 702 336)	(1 374 597)	-24%

Assets	30-Jun-19	31-Dec-18	Δ
Uncalled capital			
Goodwill			
Intangible assets	1 751 560	1 754 182	0%
Tangible assets	975 045	961 927	1%
Financial assets	191 180	184 700	4%
Equity affiliates			
Fixed assets	2 917 785	2 900 809	1%
Inventory	872 169	1 029 433	-15%
Accounts receivable	2 676 459	2 918 671	-8%
Deferred taxes	46 836	62 525	-25%
Other receivables	1 046 935	918 205	14%
Marketable securities	599 146	599 146	
Cash	872 833	3 267 991	-73%
Current assets	6 114 378	8 795 970	-30%
Total assets	9 032 163	11 696 779	-23%
Liabilities	30-Jun-19	31-Dec-18	Δ
Capital	780 551	780 551	
Share premiums	16 198 732	16 198 732	
Revaluation reserve			
Loss carried forward	(10 193 975)	(7 472 952)	-36%
Net result	(1 702 336)	(2 689 290)	37%
Equity	5 082 972	6 817 042	-25%
Minority interests			
Other equities			
Goodwill			
Provisions	84 099	144 729	-42%
Provisions	84 099	144 729	-42%
Financial debt	1 908 648	2 139 908	-11%
Accounts payable	1 161 144	1 865 395	-38%
Other debts	795 299	729 705	9%
Debts	3 865 091	4 735 008	-18%
Total liabilities	9 032 163	11 696 779	-23%

Three types of customers

Major global brands (17%)



Main target of our strategy: they are a priority for us as direct decision makers

Subcontractors (65%)



Our main customers and they serve the OEMs

Main stakeholders in our industry (18%)



- Mould makers that integrate our engineering in mould making
- Press manufacturers, namely the equipment on which Roctool's technology is installed
- Materials manufacturers which can create more materials and collaborate with us per segment

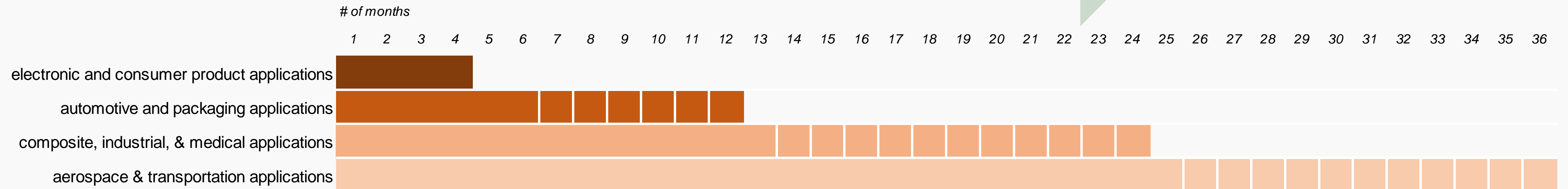
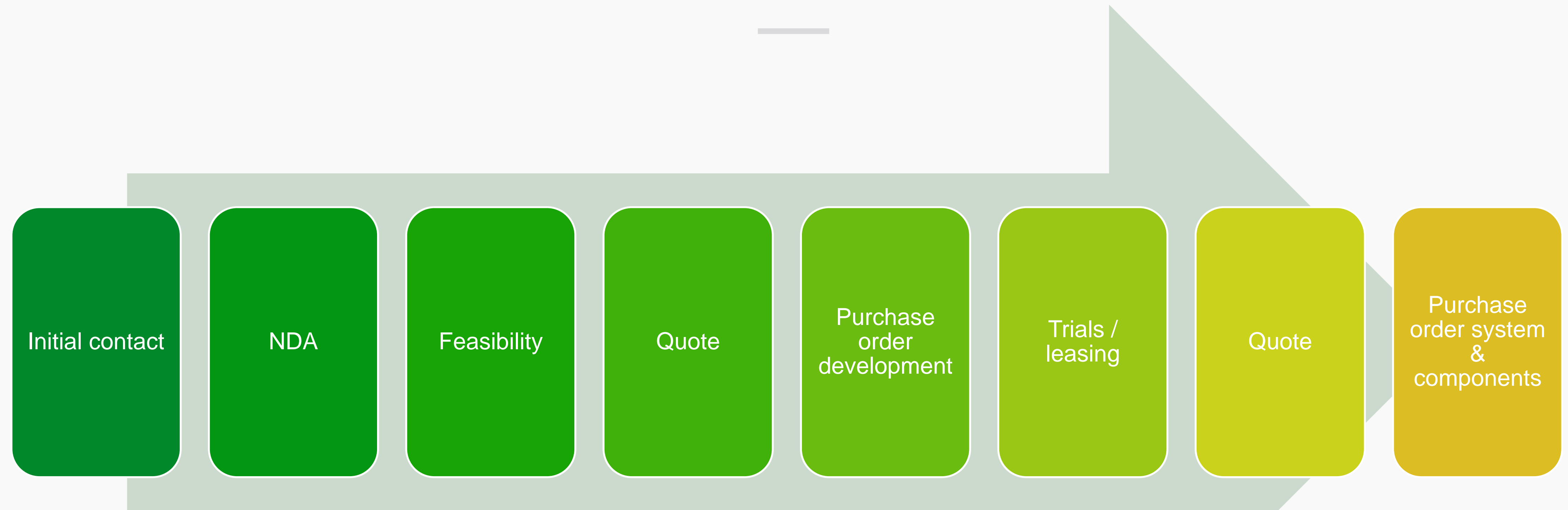
Sales channels



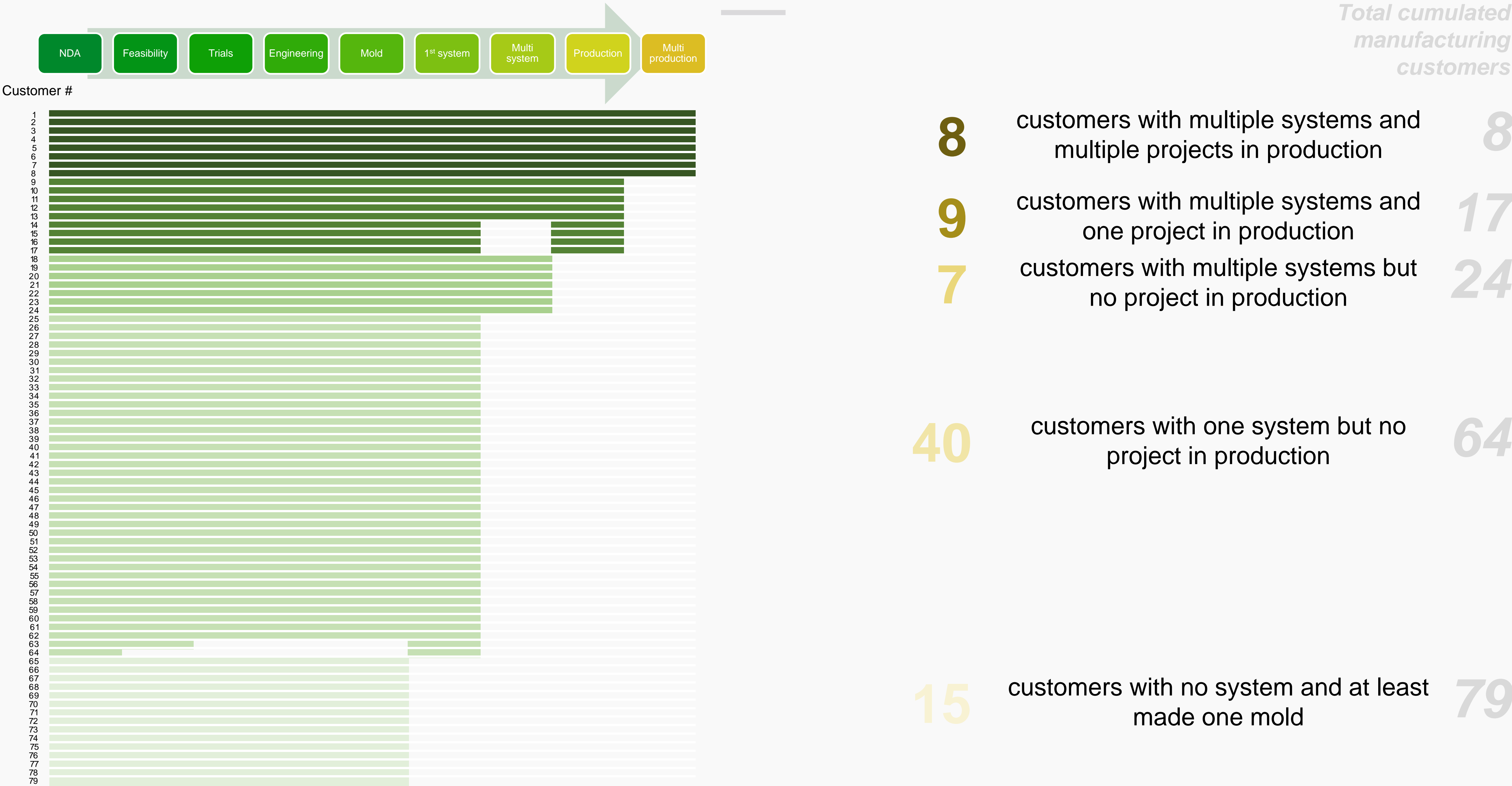
- Almost all sales are realized directly
- 1st positive results in Korea with local agent
- 3 agents contracted in the Americas

N.B. % average total revenues 2017 & 2018

Customer decision process



Project steps



Sectors











N.B. % average total revenues 2017 & 2018

Research & Innovation

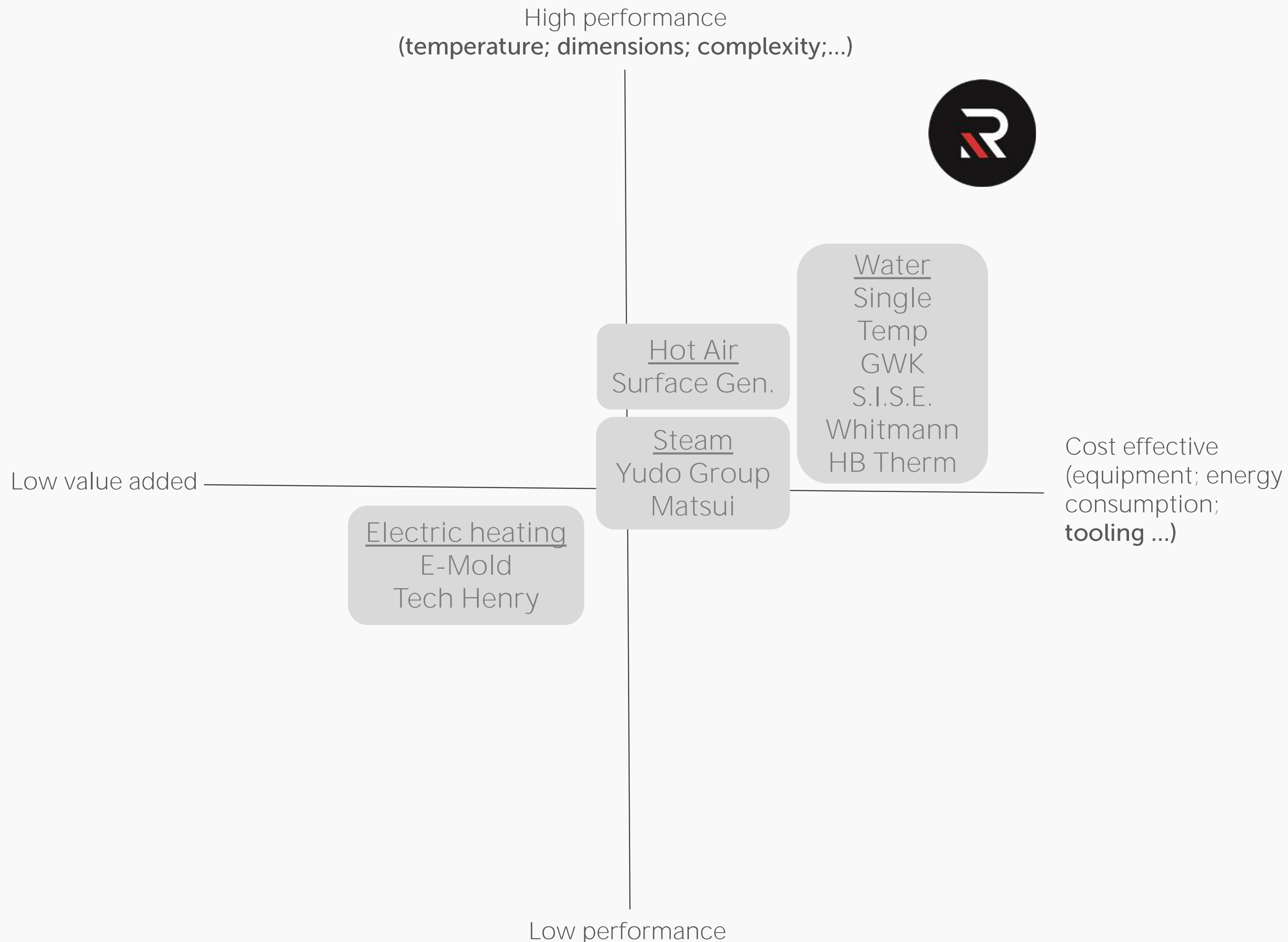
Adaptation of Roctool technologies to new processing methods and new materials

(R&I investment roughly 5% of sales)

1st sales realized

Light Induction Tooling TM	▶ Composite molding		
Induction Dual Heating TM	▶ Hybrid plastic injection Composite molding		
Metal	▶ Thyxomolding Amorphous alloys		
Blow molding	▶ Injection stretch blow molding		
Radiation heating	▶ Plastic injection Composite molding		
Connections	▶ All		

A disruptive technology



► Direct competitors

- An established market dominated by the use of conventional moulding technologies that do not use Heat and Cool technology and with/without the use of secondary operations such as IML (In-Mould Labelling), IMD (In-Mould Decoration), or painting
- Stakeholders in Heat and Cool technology: although our technology has proven itself in terms of performance and is far ahead of the others, these competitors can compete especially with regards to pricing

► Indirect competitors

- Among our indirect competitors, there are those which are developing:
- New materials which do not need an efficient moulding process
 - New production technologies
 - Cheaper secondary operations

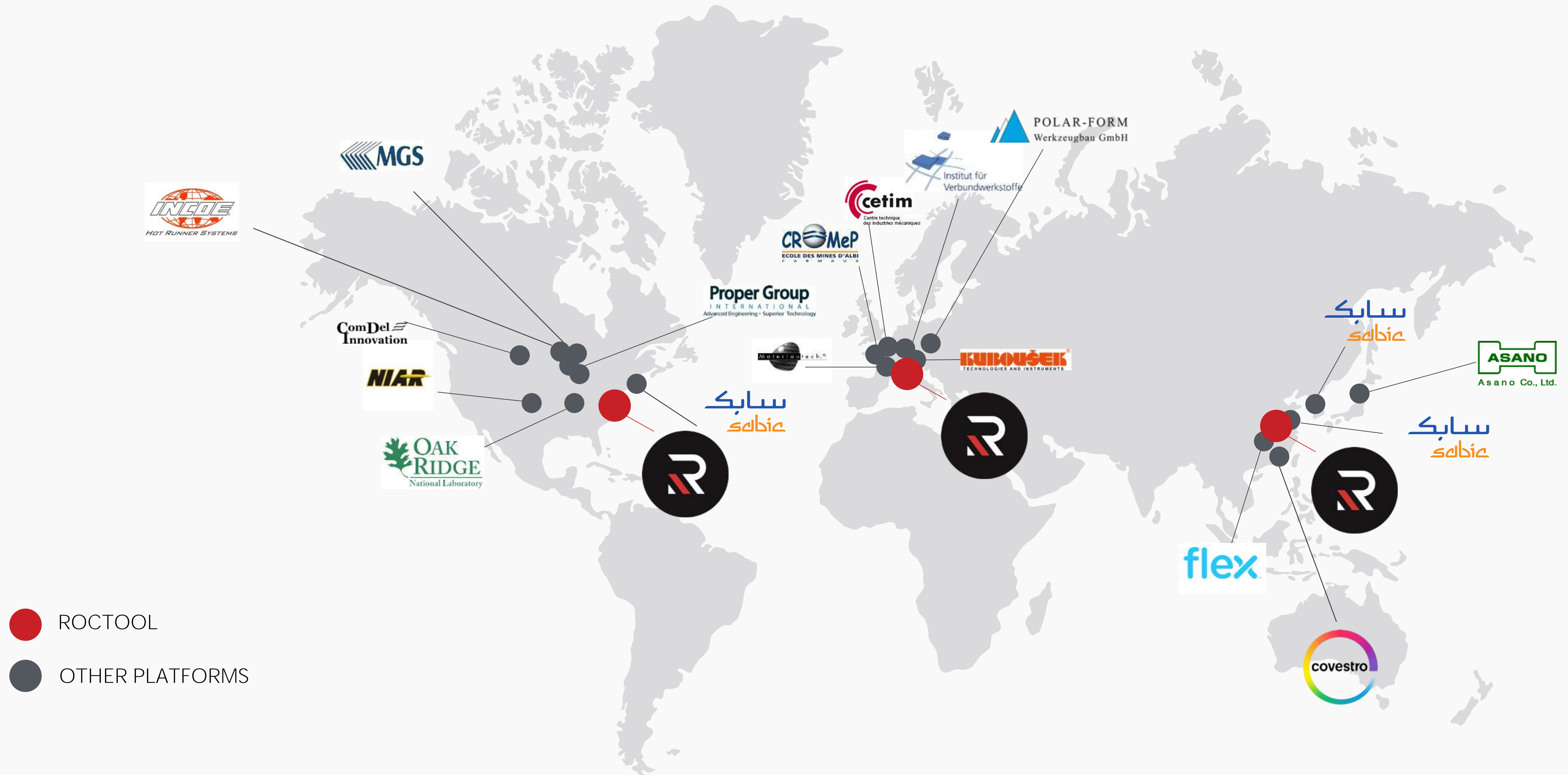
A UNIQUE TECHNOLOGY LEADING THE MARKET IN TERMS OF TECHNICAL AND COST EFFECTIVE PERFORMANCE

A disruptive technology

	Roctool solutions	PRESSURISED HOT WATER	STEAM	CERAMIC	ELECTRIC CARTRIDGES
HEATING SPEED	➡Up to 25°C per sec.	➡Up to 10°C per sec.	➡Up to 10°C per sec.	➡Up to 20°C per sec.	➡Up to 6°C per sec.
MAXIMUM TEMPERATURE	➡No limit	➡160°	➡180°	➡None limit	➡350°C
ENERGY CONSUMPTION	➡Low	➡Average	➡Average	➡Average	➡High
MORE THAN ONE TEMPERATURE IN THE SAME MOULD	✓	✗	✗	✗	✗
HEATING SURFACE	➡One or two sides, 3D surfaces	➡One side, flat surfaces	➡One side, flat surfaces	➡spot heating	➡One or two sides, flat surfaces
MOULD SIZE	➡1 cm² - several m²	➡Up to 0.5 m x 0.5 m	➡Up to 0.5 m x 0.5 m	➡Diameter 2.54	➡Up to 0.5 m x 0.5 m

Roctool platforms

Existing platforms fully equipped with Roctool technology



Intellectual property

100% owned by Roctool S.A.

22

Patent
families

190

Patents
filings

22

Countries
covered

50%

Of patents
expiring after
2030

Know-How

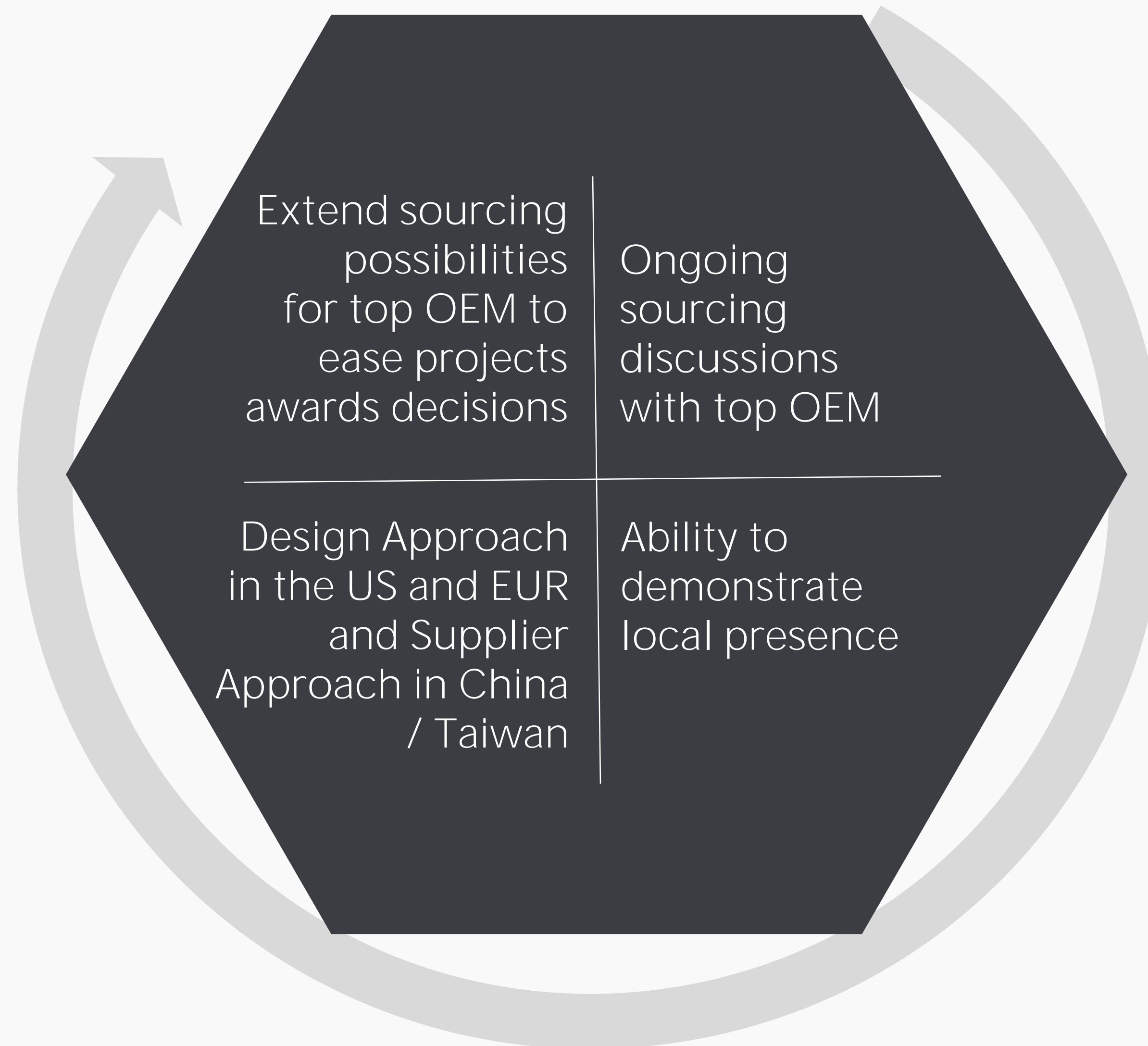
- 2D AND 3D THERMAL SIMULATION
- ELECTROMAGNETIC INDUCTION SIMULATION
- TOOL DESIGN
- MOLDING PROCESS OPTIMIZATION
- HEAT AND COOL PROCESS PARAMETERS
- FLOW ANALYSIS
- SURFACE QUALITY IMPROVEMENTS
- CYCLE TIME REDUCTION VS. CONVENTIONAL

Increasing Roctool users in China

List of manufacturers equipped with Roctool systems



Roctool Shanghai to reach top US brands



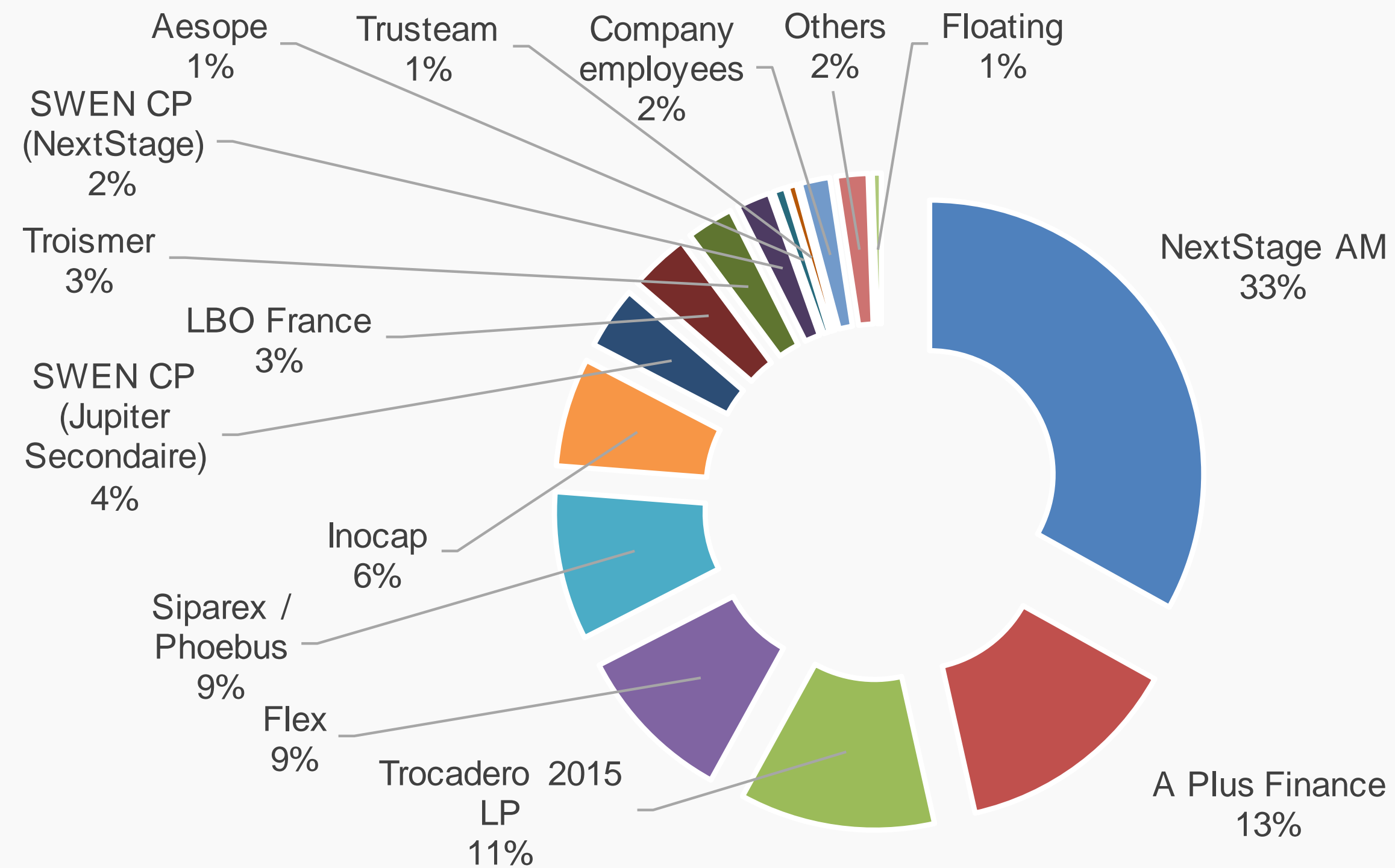
Why invest in Roctool

01. High potential for growth and solid capabilities to capture value
02. Roctool revolutionizes rapid molding processes for composites, plastic injection and metal
03. Technology and process protected by over 22 patent families over 22 countries
04. Important potential of the addressable markets (multi billion plastics, composites, and metal industries)
05. Sustainable technology as highly effective for thermoplastic materials and sustainable solutions

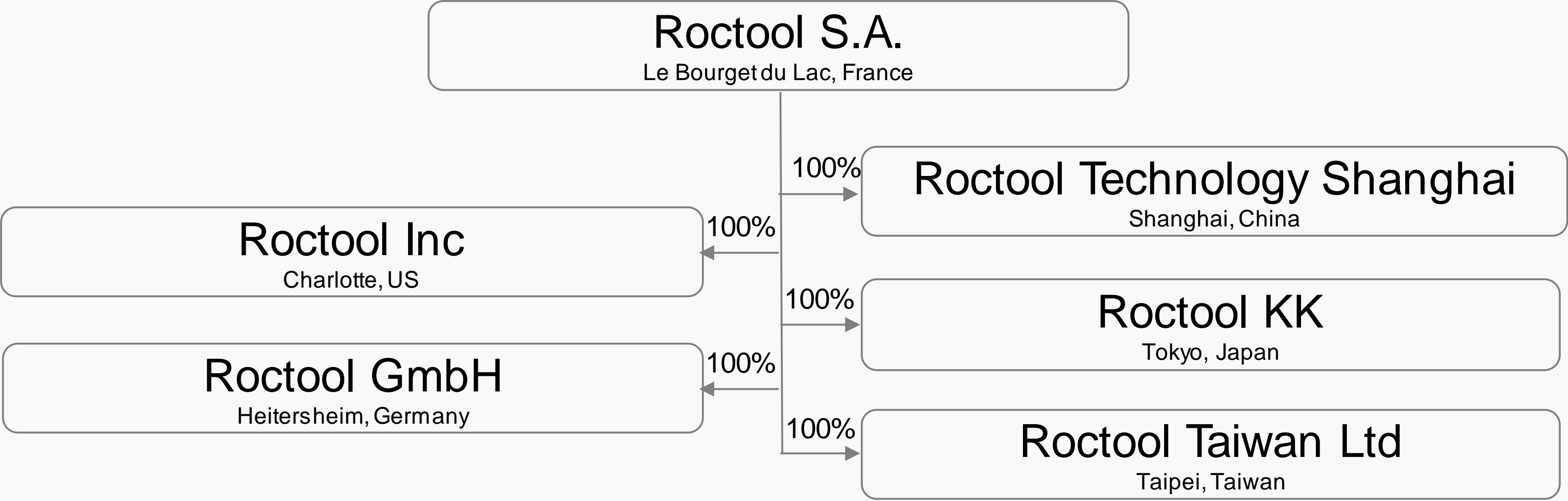
MAKE ROCTOOL TECHNOLOGY
THE INTERNATIONAL REFERENCE
FOR MOLDING

Shareholders

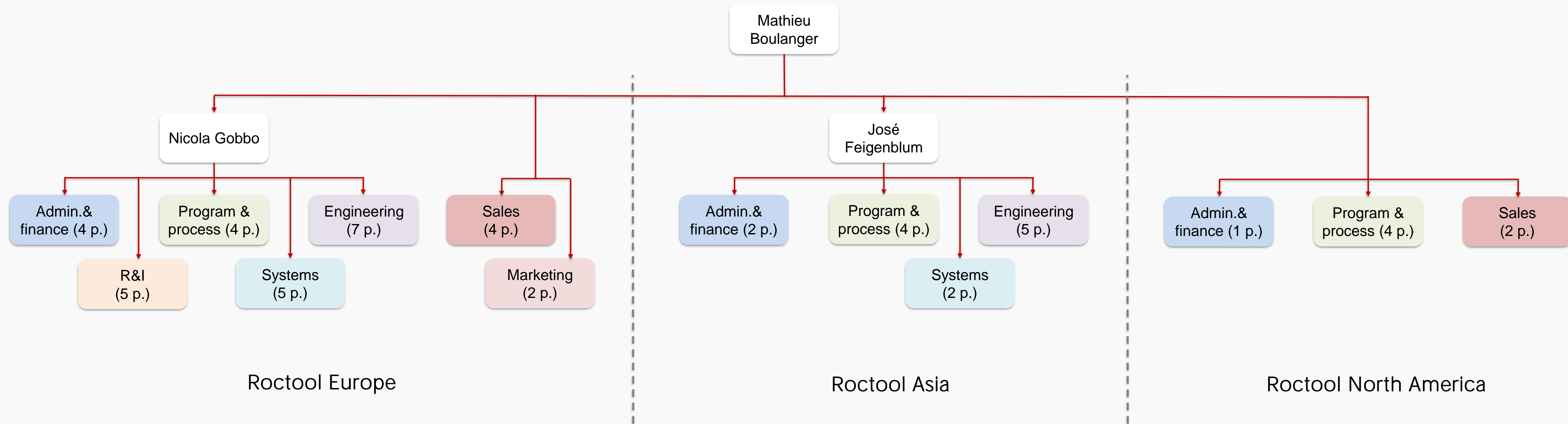
Not diluted, as of September 2019



Roctool group



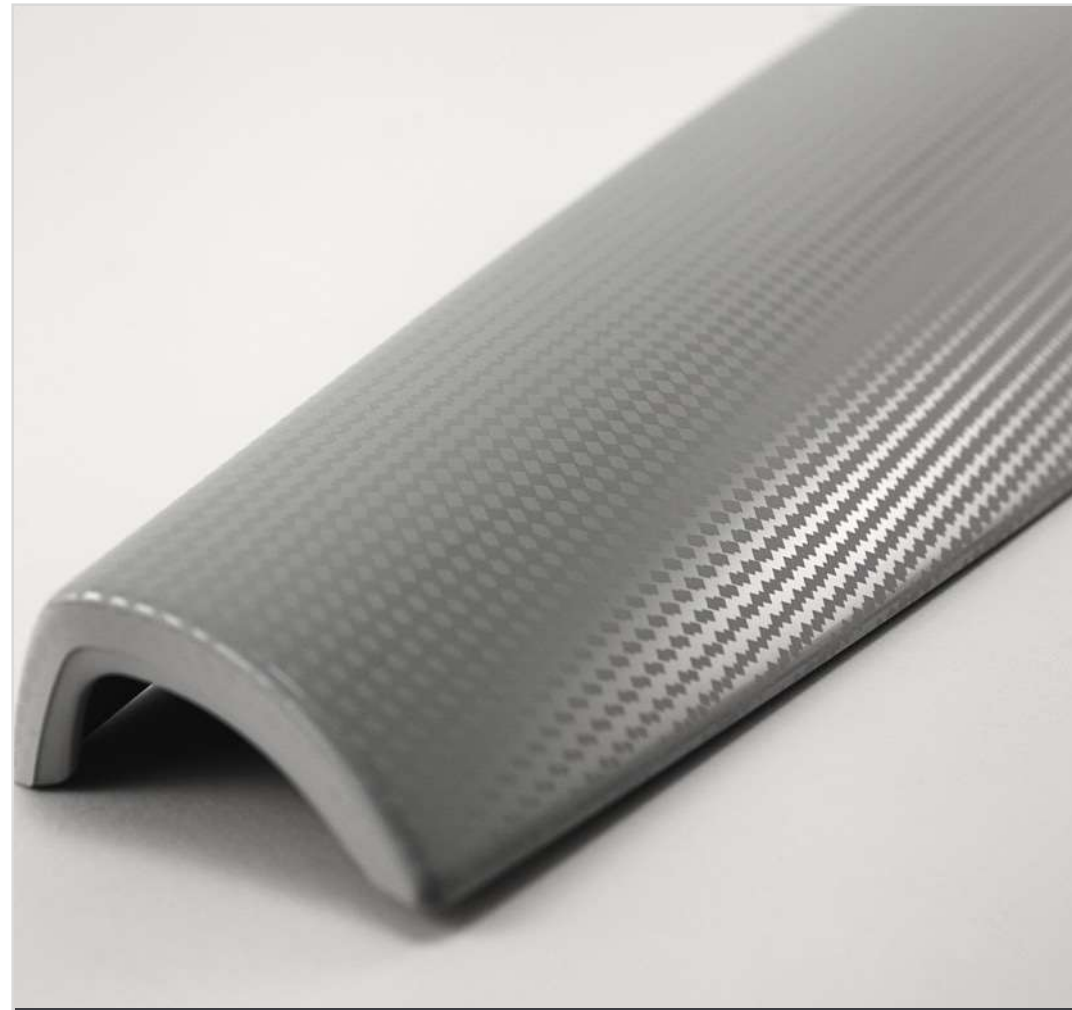
Organization



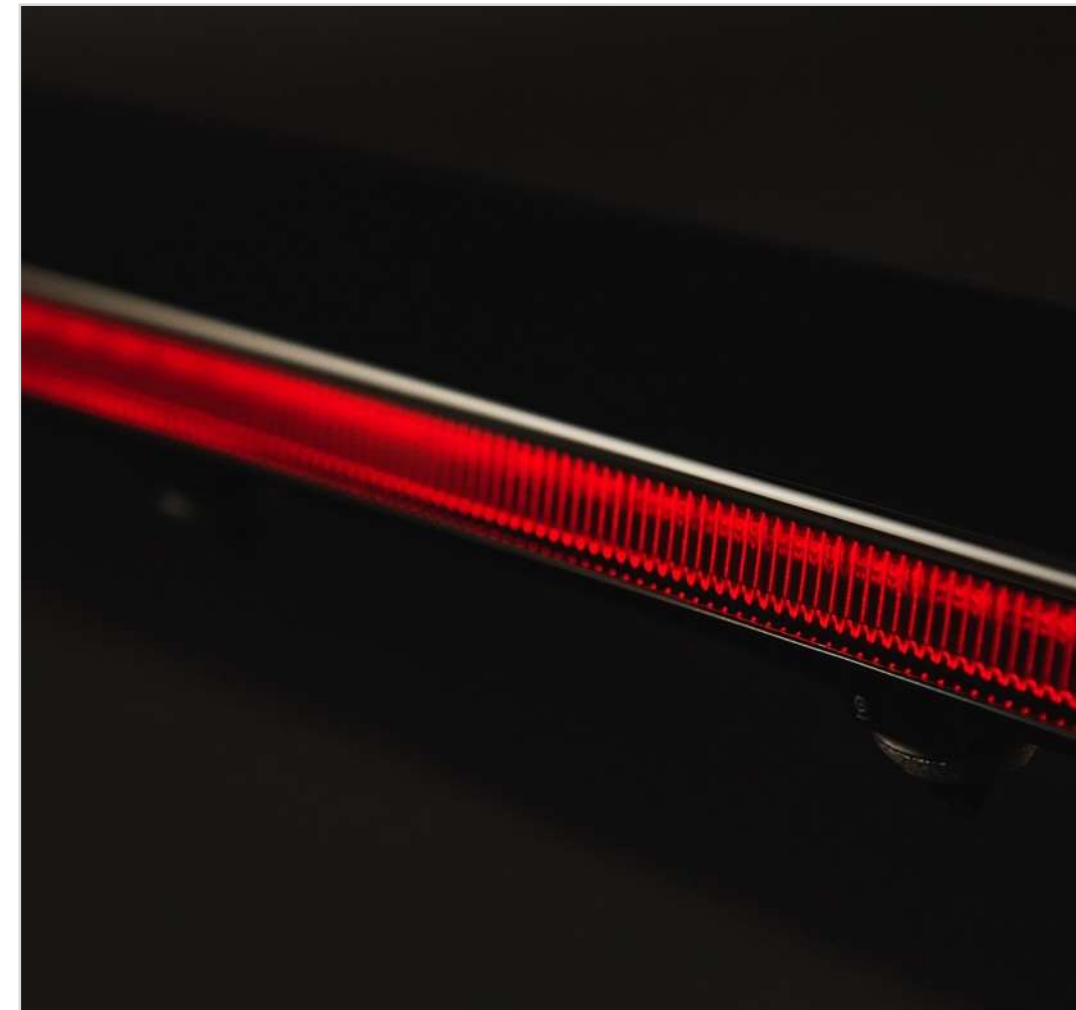
The finest plastic surface



- REduce SECONDARY OPERATIONS
- ELIMINATE VISUAL DEFECTS
- REDUCE PART'S CARBON FOOTPRINT**
- UNPARALLEL SURFACE QUALITY
- UNLIMITED SURFACE DESIGN
- PRECISE SURFACE REPLICATION
- FLOW LENGTH INCREASE
- THIN WALL APPLICATION



LAZER FINISHES
NO PAINT



2K AUTOMATED
PROCESS



MATT &
GLOSS / NO PAINT



FUNCTIONAL
TEXTURE



NO
PAINT



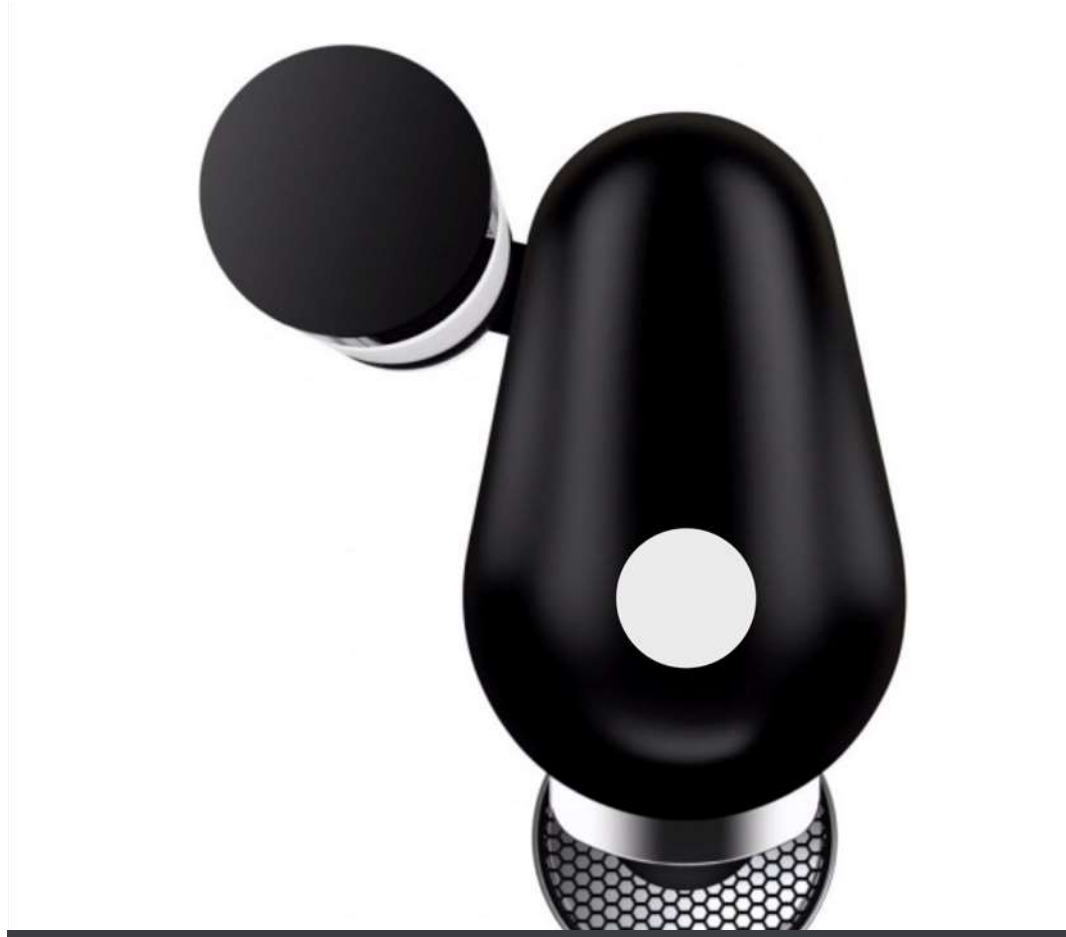
NO
PAINT



NO MORE
FLOW MARKS

Automotive
applications
advantages





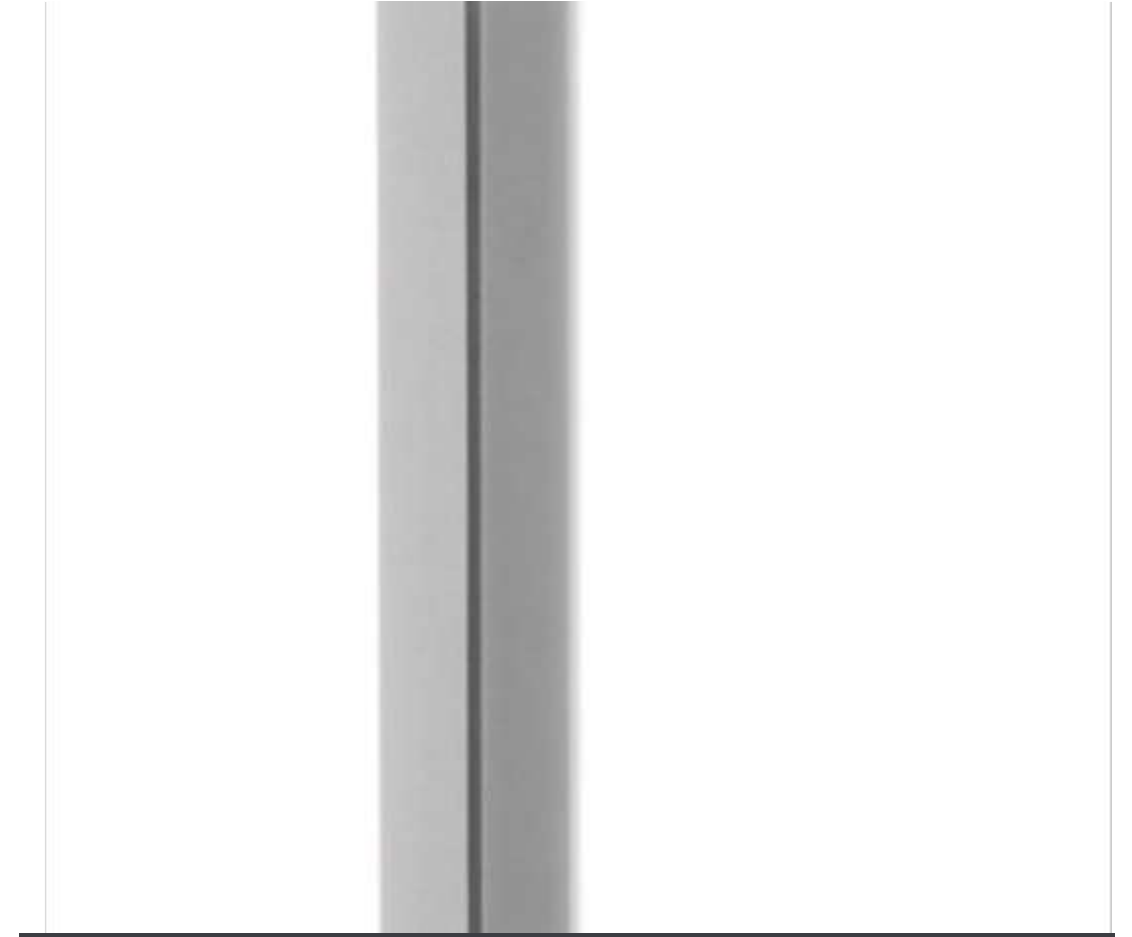
INTENSE
BLACK / NO PAINT



FIBER REINFORCED
NO PAINT



NO
PAINT



THIN
WALL



MOLD IN
COLOR



GENUINE
FINISH



A CLASS
TP CARBON

Electronics
& consumer
products
advantages



Transportation applications advantages



A CLASS
TP CARBON



TP CARBON
FRAME



TP SEAT
STRUCTURE

Other applications advantages



NO
PAINT

ELECTRONIC E-CIGARETTES

HIGH HEAT
OVER MOLDING



TP AND
NATURAL FIBERS

Sustainable Material Solutions

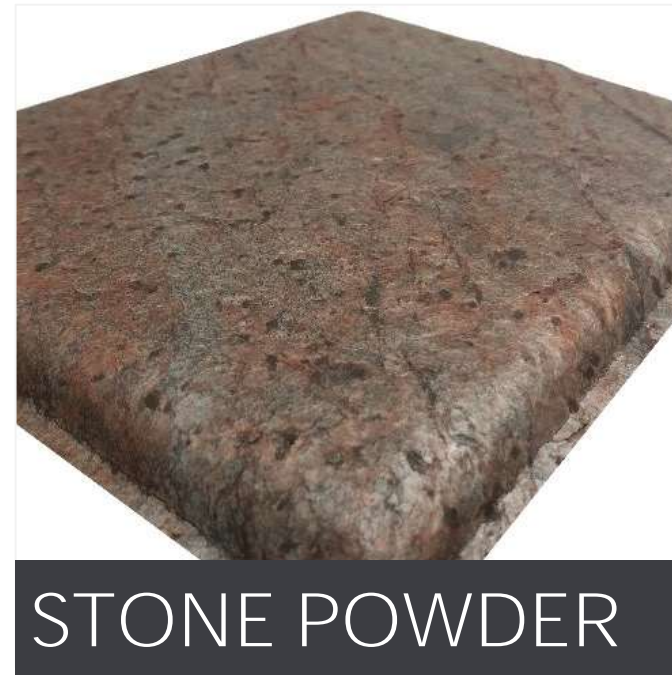
Roctool Technology makes it possible

BIO SOURCED PLASTIC & COMPOSITES

Cork / Wood / Linen /
Bamboo / Stone /
Banana / Paper / ...
Up to now we have
tested more than 10
different bio-source
materials with really
positive results.



ROSEWOOD



STONE POWDER

RECYCLING FINISHED LIFE PRODUCTS

Transform in fibres,
powder or any other
format, all products
who are not useful or
discarded to give them
a second life.



CARBON
FIBER



DISCARDED
CLOTHES

ABS RECYCLED RESINS

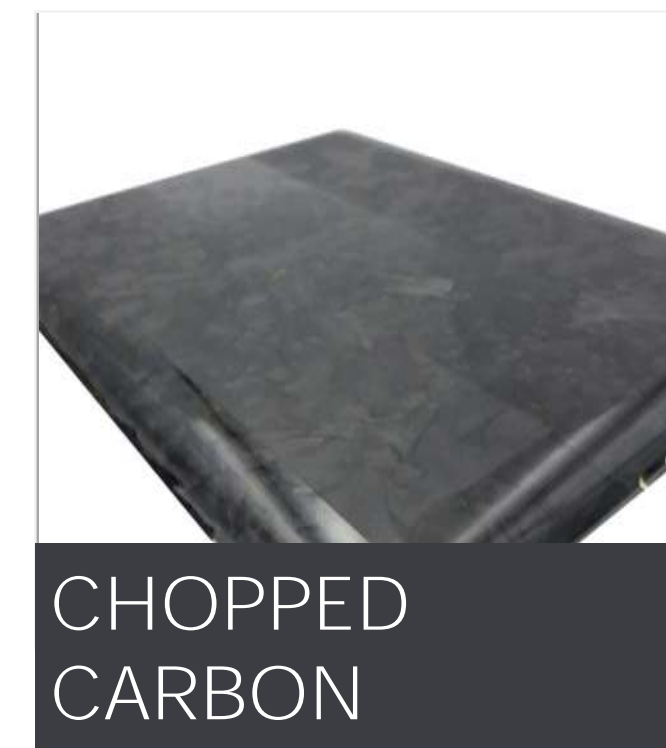
+ Other recycled resins
has been tested
including PP / PP+wood
/ PP+shell / Durabio +
Cellulose base materials



ABS RECYCLED

UPCYCLING: HOW TO REUSE OTHER INDUSTRIES WASTE

Use other industries by-
products or waste to create
new products.
Thanks to Roctool we can give
value to this normally discarded
materials which are also a way
of contaminations.



CHOPPED
CARBON



FISH
SKIN

Plastic injection

Video

<https://youtu.be/01z6jQ0DZ2c>

Compression

Video

<https://youtu.be/jC2nbS4cypg>

LIT – Light Induction Tooling

Video

<https://youtu.be/j8LyVaCYR3c>

IDH – Induction Dual Heating

Video

<https://youtu.be/xcUvWti93XQ>



ROCTOOL

MOLDING MATTERS.