

Press release

Le Bourget du Lac, January 22, 2018 - 18:00 CET



26% increase in Roctool's FY 2017 revenue to €8.0 million

- Record top-line increase of 48% in the second half
- Transformation proving its worth
- Further investments in the fast-expanding markets of Asia and the United States

Roctool (Euronext Growth – FR0010523167 – ALROC), a heating and cooling technology molding specialist for plastics and composites, has today announced its full-year consolidated revenue for the financial year ended on December 31, 2017.

“Our revenue posted strong growth of 48% to €4.9 million in the second half of 2017, and our FY 2017 revenue rose 26% to a record level of €8.0 million. The key factors driving this performance were larger investments by our existing customers in our technologies and the business we won with new customers. The strategy of directly targeting brands and their manufacturers we introduced in late 2015 is paying off, and in 2017, the number of brands in our portfolio grew sharply”, commented Mathieu Boulanger, Roctool's Chief Executive Officer. *“The United States and Asia represent high-potential markets, and we are concentrating our development efforts on them. As part of this drive, we are setting up a demonstration platform in Shanghai, with an autonomous team due to be up and running by mid-2018. We also continue to make substantial investments and to hire new staff so that we can accelerate our expansion and that our customers can achieve higher and higher standards of quality.”*

€ million - consolidated group figures	FY 2017	FY 2016	Change
Revenue	8.0	6.4	+26%
o/w sales of goods held for resale	5.1	3.5	+46%
o/w services	1.2	1.2	-2%
o/w licensing and royalties	1.7	1.7	+5%

Roctool's FY 2017 consolidated revenue came to a new record level of €8.0 million, up 26% compared with FY 2016. Its second-half 2017 revenue totaled €4.9 million, a sharp increase of 48% on the second-half 2016 figure, including a catch-up effect after the growth of just 3% to €3.2 million recorded in the first half.

FY 2017 equipment sales came to €5.1 million, up 46% on the FY 2016 level. These accounted for 63% of total FY 2017 revenue, a substantial increase on the 55% they represented in FY 2016, demonstrating the success of the transformation of the company's business model to target brands and their manufacturers directly. In FY 2017, Roctool also added a larger number of new brands and projects in production.

Service revenue remained stable at €1.2 million. Equipment has benefited from the value created by Roctool's technology, and a positive impact from services is anticipated to a greater extent in the next few years, especially following the recruitment of several designers to develop customized solutions for brands.

Licensing and royalty revenues recorded a small increase of 5% to €1.7 million.

Export sales contributed a growing portion of total revenue in 2017 of 90%, up from 80% in 2016. The US market remains a key market for Roctool, and it has recorded strong growth in Asia following the establishment of a subsidiary and the preparation of the installation of a platform in Shanghai, the largest investment in the company's history.

Next report

FY 2017 results: late March 2018

About Roctool: 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 Alternext. Its headquarters and R&D center is situated at Le Bourget du Lac (France). Roctool also has offices and platforms in North America, Japan, Taiwan, and Germany.

Contact presse / Relations avec les investisseurs

NewCap - Emmanuel Huynh/Valentine Brouchet

Tel: +33 1 44 71 94 96

Email: roctool@newcap.eu

