

2018

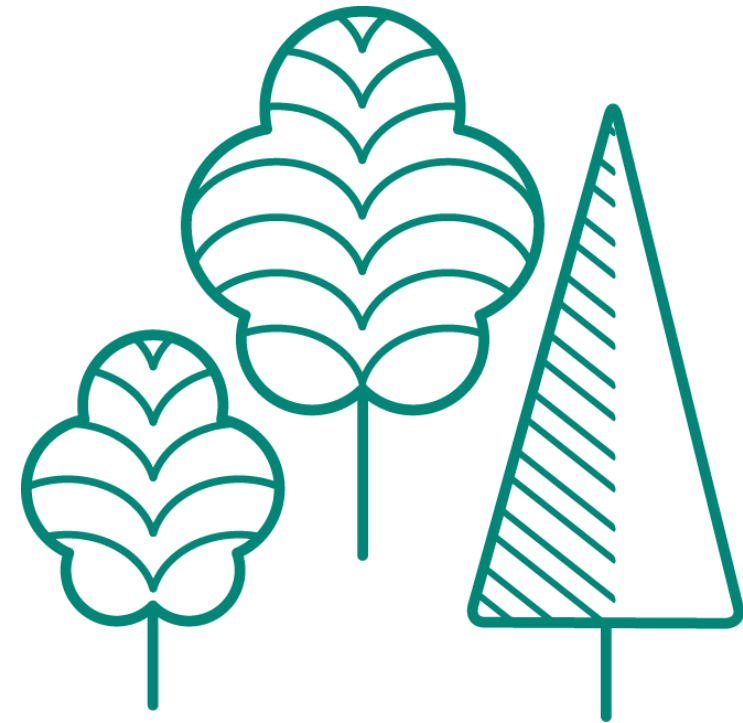
**Financial  
Statements**

Tapani Kiiski, President and CEO  
February 14, 2019

# Market situation

## Business environment 2018

- Good market situation.
- No significant changes in the business environment.
- Positive development continued in the key market areas.
- Enquiry activity and customers' investment activity remained at a good level.
- Demand for maintenance and spare parts services remained at a good level
  - utilization rates of customers' mills at a good level.



# Raute and the market

## Raute – Order intake

- Order intake at a good level.
- Two large new capacity LVL projects
  - › MEUR 23 order to Finland in January
  - › MEUR 20 order to North-East Asia in February.
- Order intake in technology services up 5% on the comparison period.
- Fourth quarter at the same level as Q2, most silent quarters of the year.



	Q4	2018
<b>Order intake, MEUR</b>	<b>28</b>	<b>167</b>
• Project deliveries	10	106
• Technology services	19	61
<b>Change, %</b>	<b>-53%</b>	<b>+8%</b>
• Project deliveries	-76%	+10%
• Technology services	-5%	+5%

# Raute 2018 in brief

## Raute 2018 in brief

- Strong development continued fourth year in a row.
- New records in net sales and operating profit.
- Growth and profitability improvement enabled by development projects.
- Record-high net sales in the fourth quarter.
- Heading into 2019 with strong order book.



Key figures	Q4	2018
<b>Net sales, MEUR</b>	<b>54,2</b>	<b>181,0</b>
• Project deliveries	69%	70%
• Technology services	31%	30%
Growth, %	38%	22%
<b>Operating profit</b>	<b>3,4</b>	<b>14,9</b>
Operating profit, %	6,3%	8,2%
<b>Order book, MEUR</b>	<b>95</b>	<b>95</b>
Change, MEUR	-27	-16

# Income statement, Balance sheet and Key figures

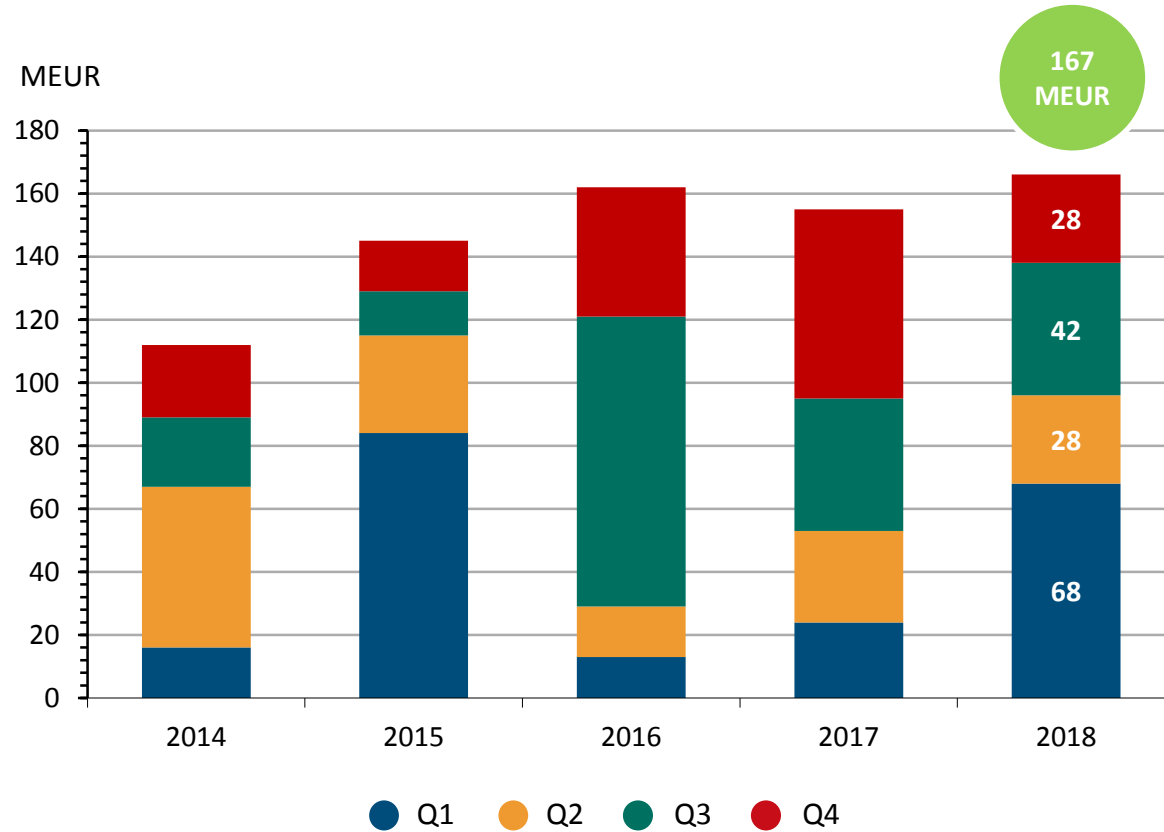
Income statement, MEUR	2018	2017
Net sales	181,0	148,1
Operating profit	14,9	11,2
Financial expenses, net	-0,0	-0,1
Profit before tax	14,9	11,1
Income taxes	-3,1	-2,1
Profit for the period	11,8	9,0

Balance sheet, MEUR	31.12.2018	31.12.2017
Goodwill	1,0	1,0
Other intangible assets	2,5	2,5
Property, plant and equipment	11,6	9,9
Other non-current assets	1,2	1,3
Inventories	14,4	11,0
Accounts receivables and other receivables	52,3	30,4
Cash and cash equivalents	13,4	30,7
<b>Total assets</b>	<b>96,4</b>	<b>87,0</b>

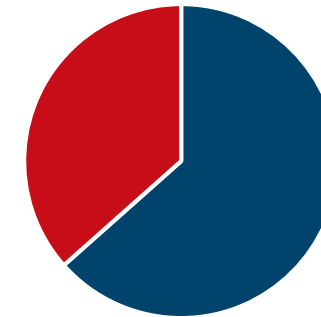
Equity	46,5	39,4
Non-current liabilities	0,6	0,8
Advance payments received	21,0	25,7
Current liabilities	28,3	21,1
<b>Total equity and liabilities</b>	<b>96,4</b>	<b>87,0</b>

Key figures	2018	2017
Earnings per share (EPS), undiluted, EUR	2,78	2,13
Cash flow from operating activities, MEUR	-7,6	18,4
Return on investment (ROI), %	34,6	29,5
Return on equity (ROE), %	27,6	24,4
Gearing, %	-26,4	-74,4
Equity ratio, %	61,7	64,3
Personnel at Dec. 31 (in books)	772	704

# Order intake



Technology services  
37 %



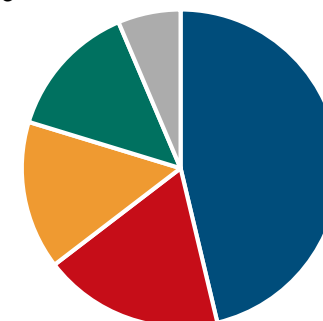
Project deliveries  
63 %

Asia-Pacific area  
14 %

North America  
15 %

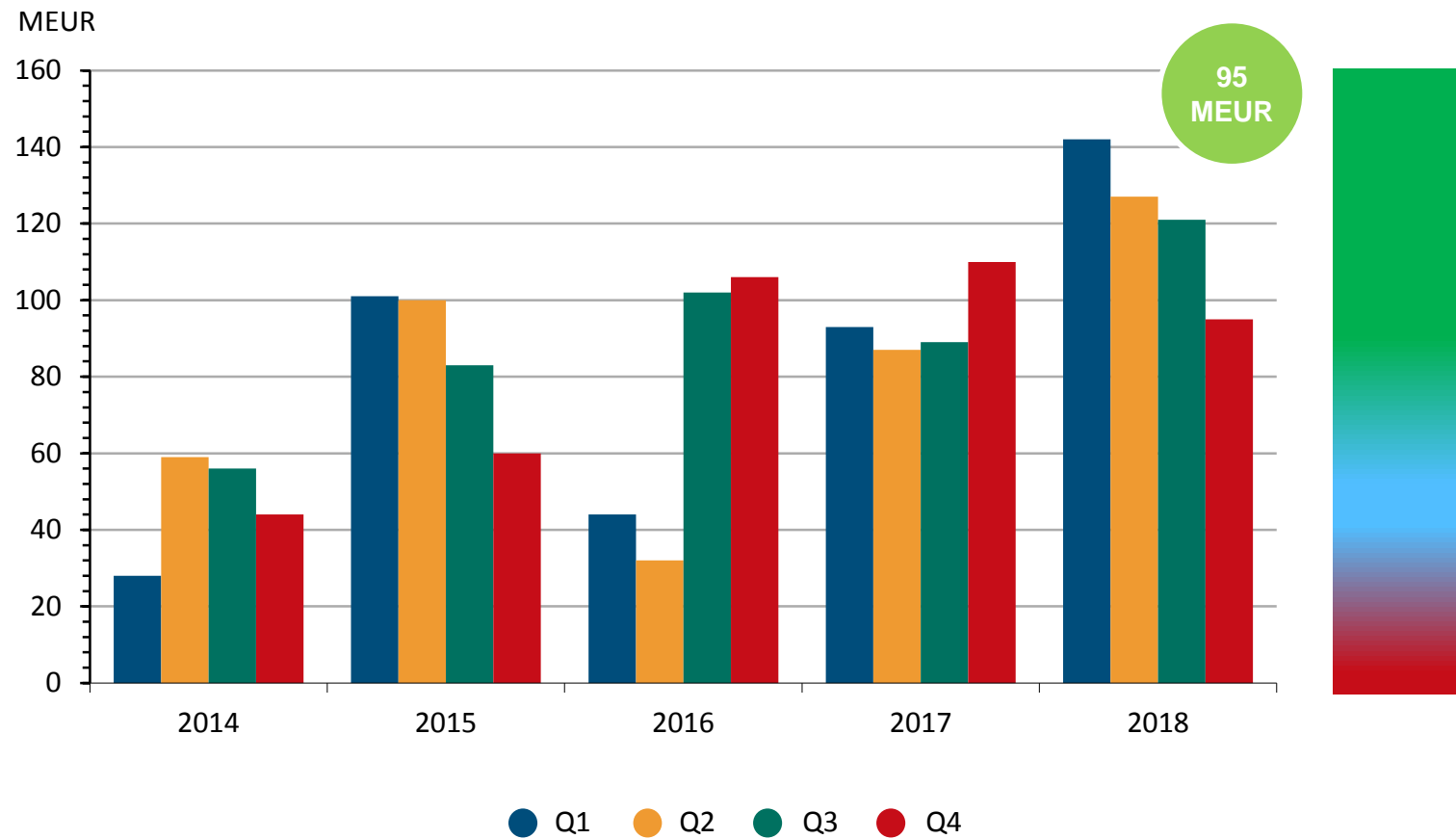
South America  
7 %

Russia  
18 %

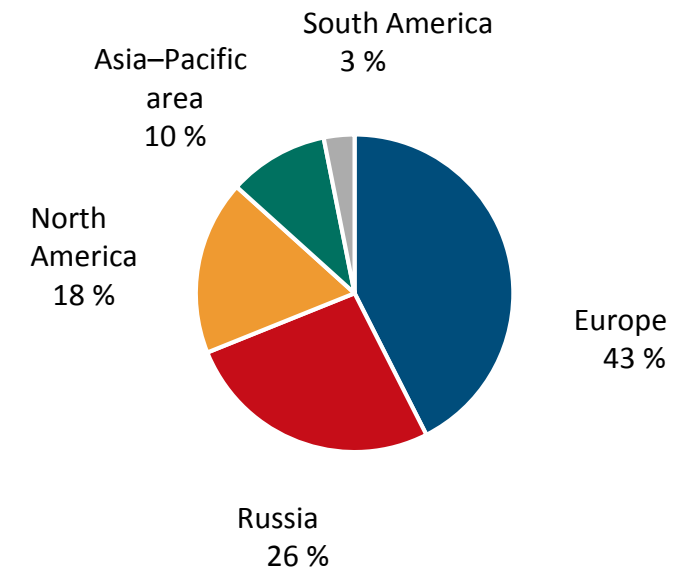
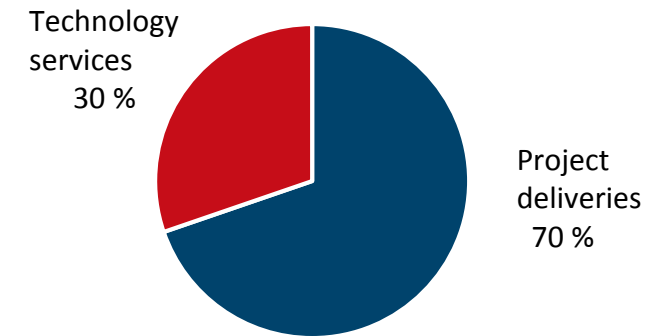
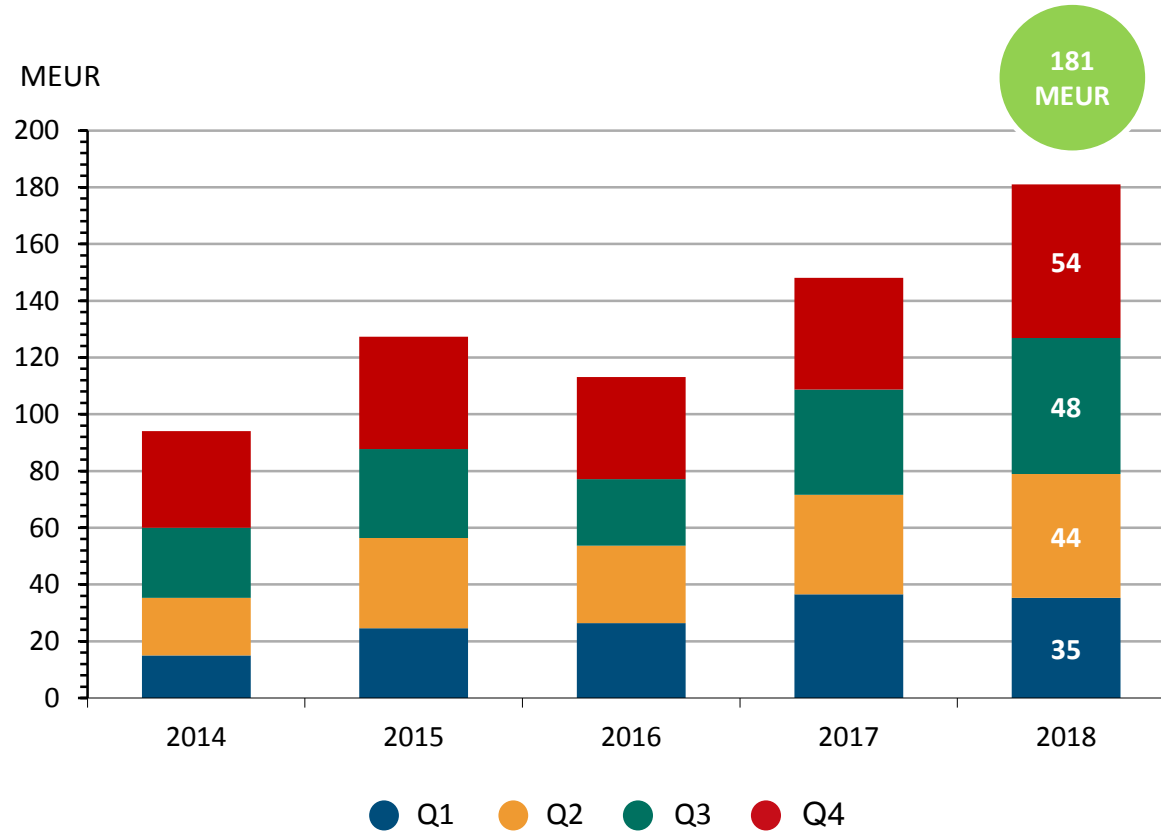


Europe  
46 %

# Order book

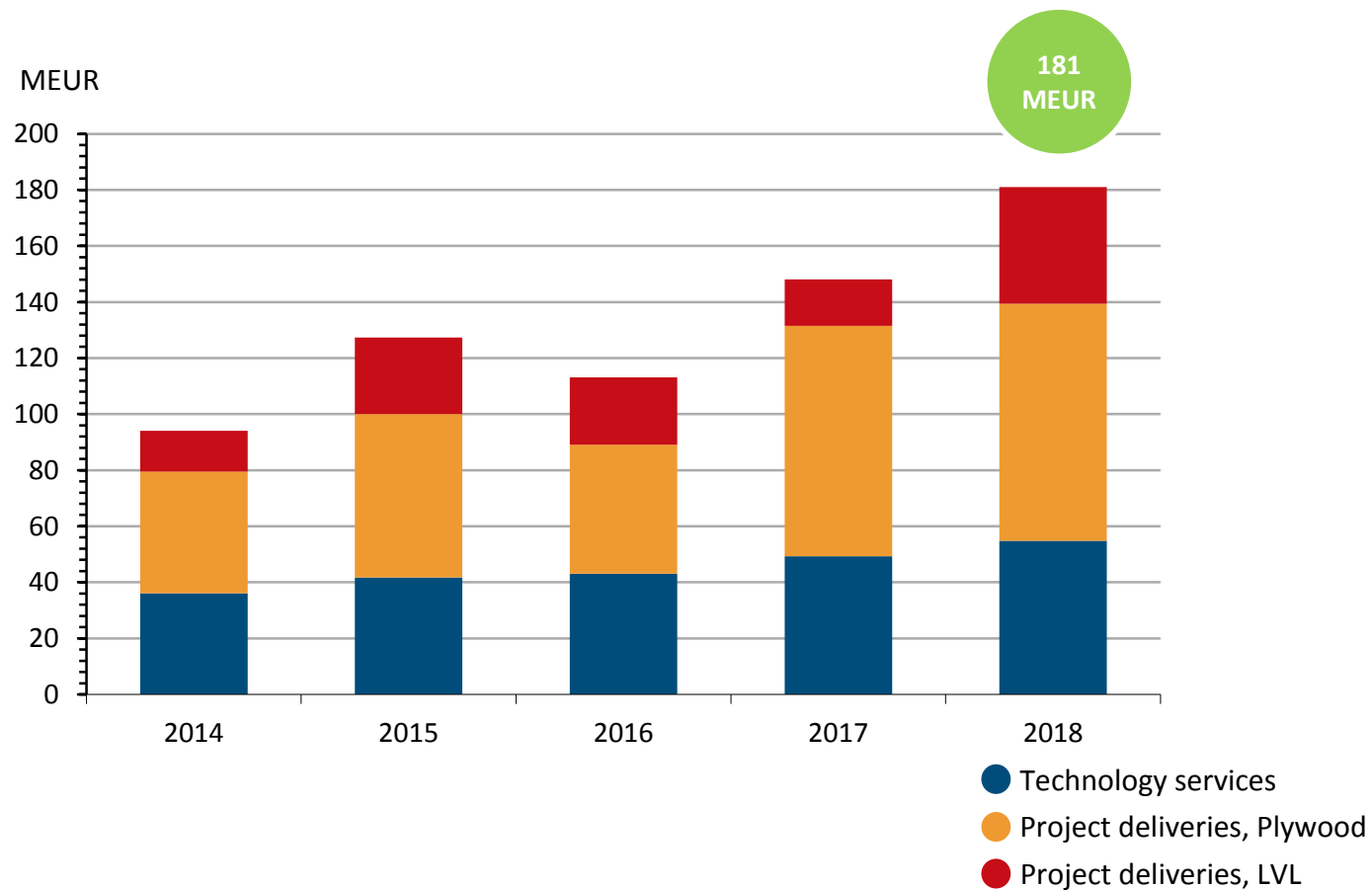


# Net sales

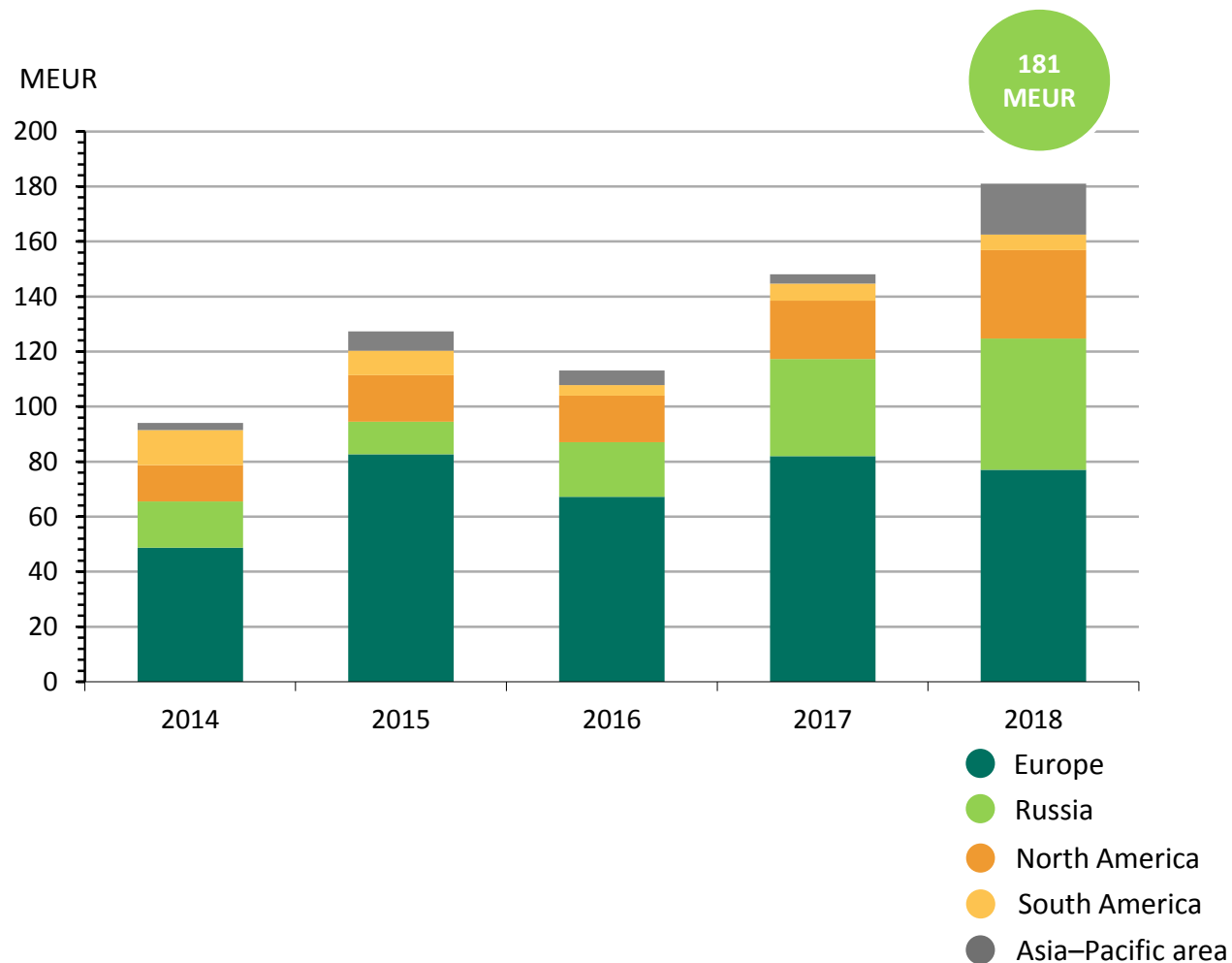




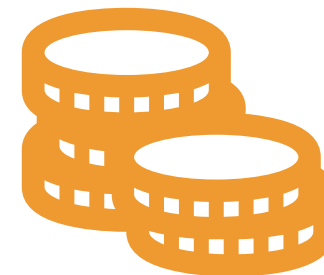
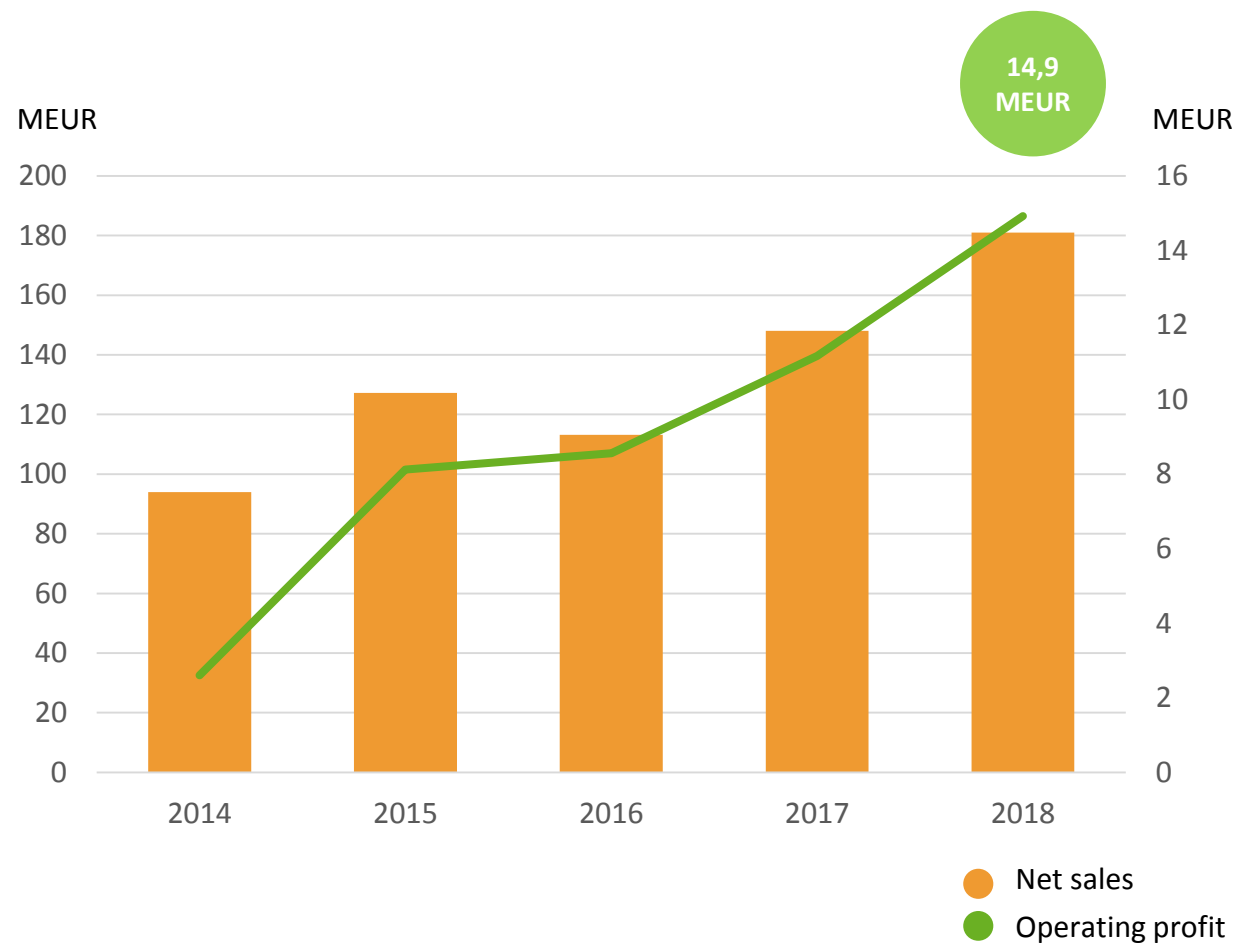
# Net sales development, Project deliveries and Technology services



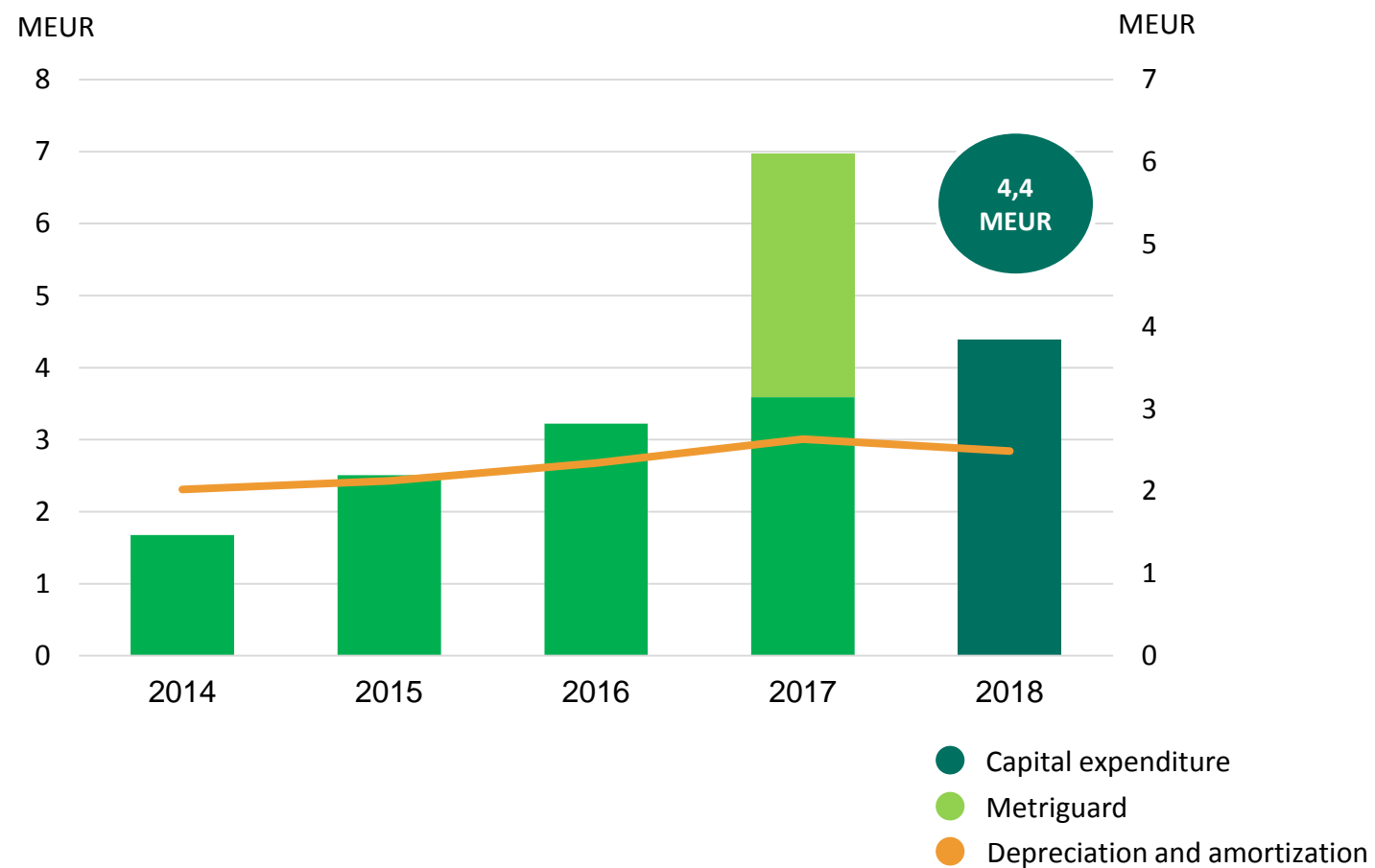
# Net sales development, Market areas



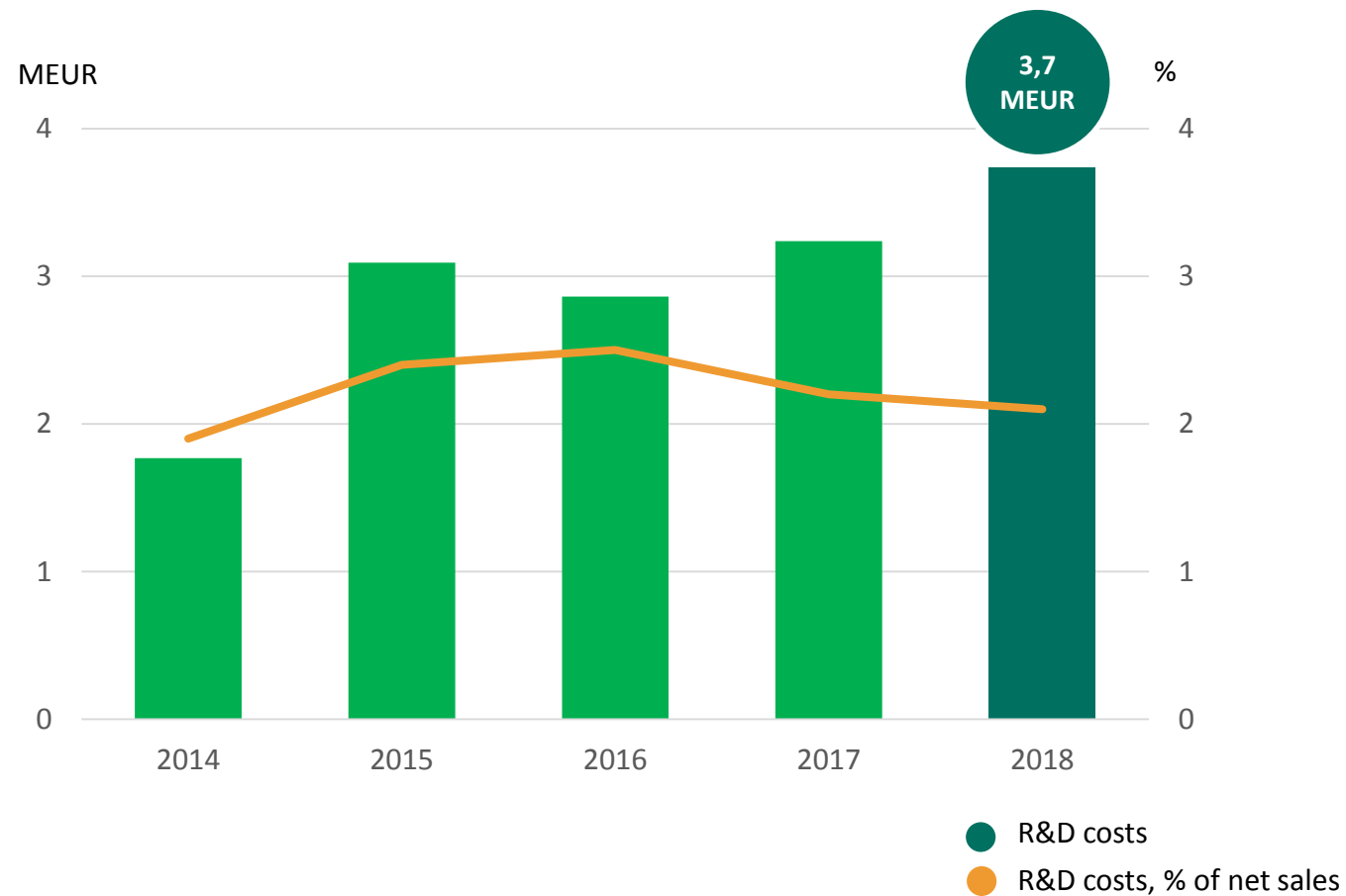
# Net sales and Operating profit



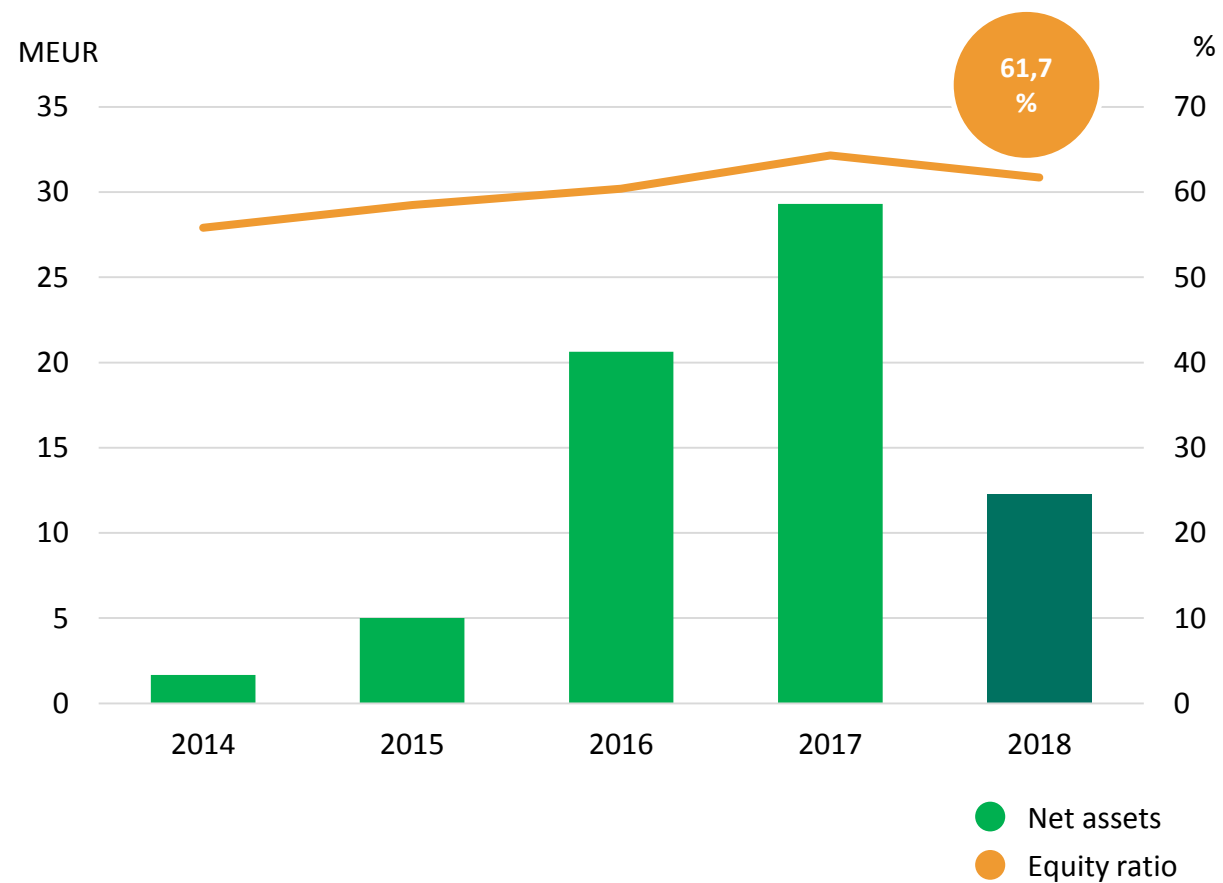
# Capital expenditure and Depreciation and amortization



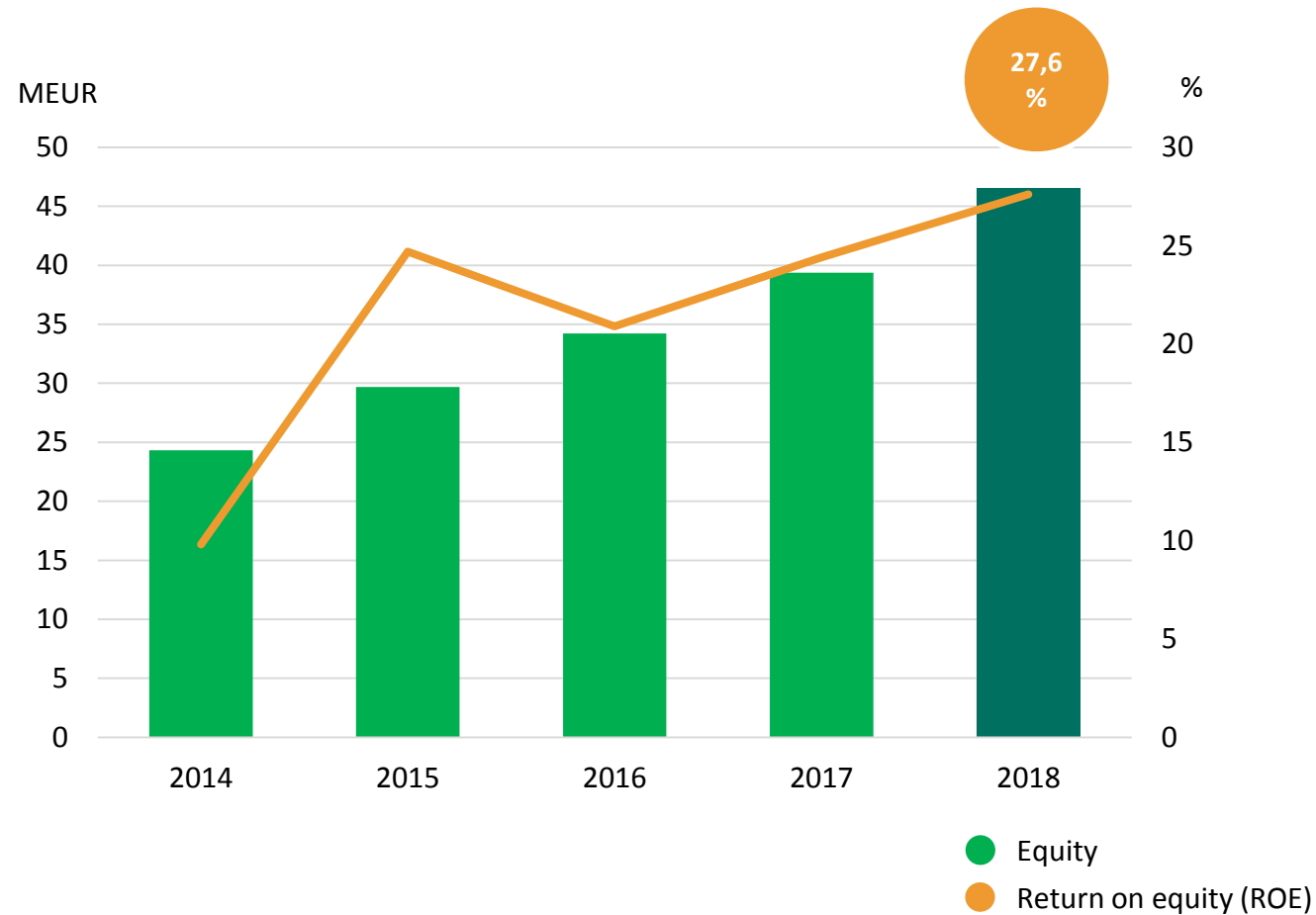
# Research and Development



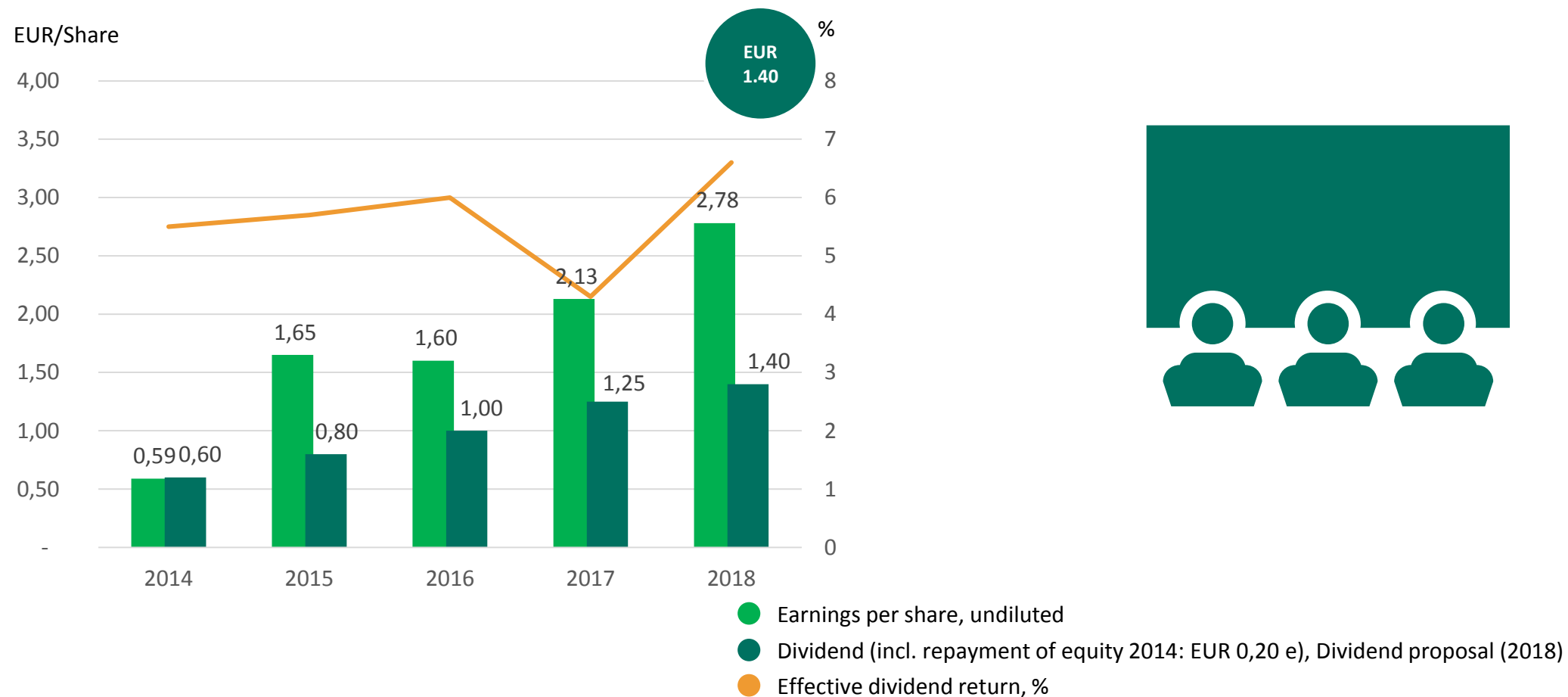
# Net assets and Equity ratio



# Equity and Return on equity (ROE)



# Earnings per share and Dividend

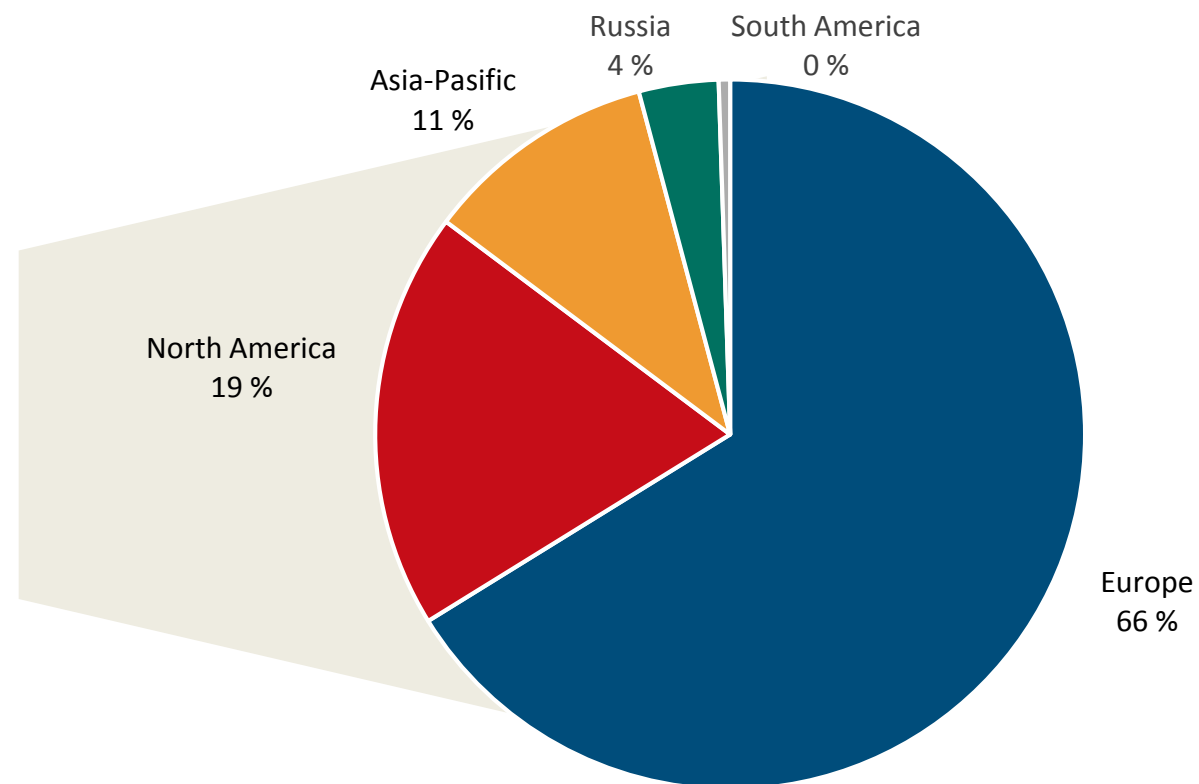
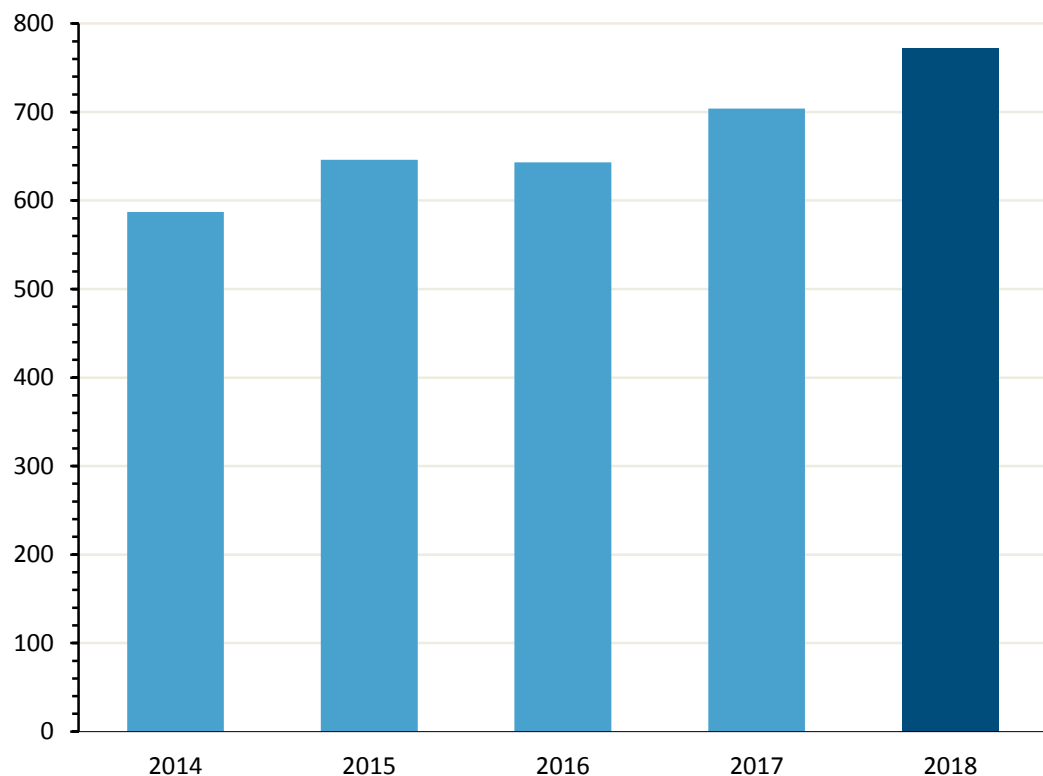




# Personnel

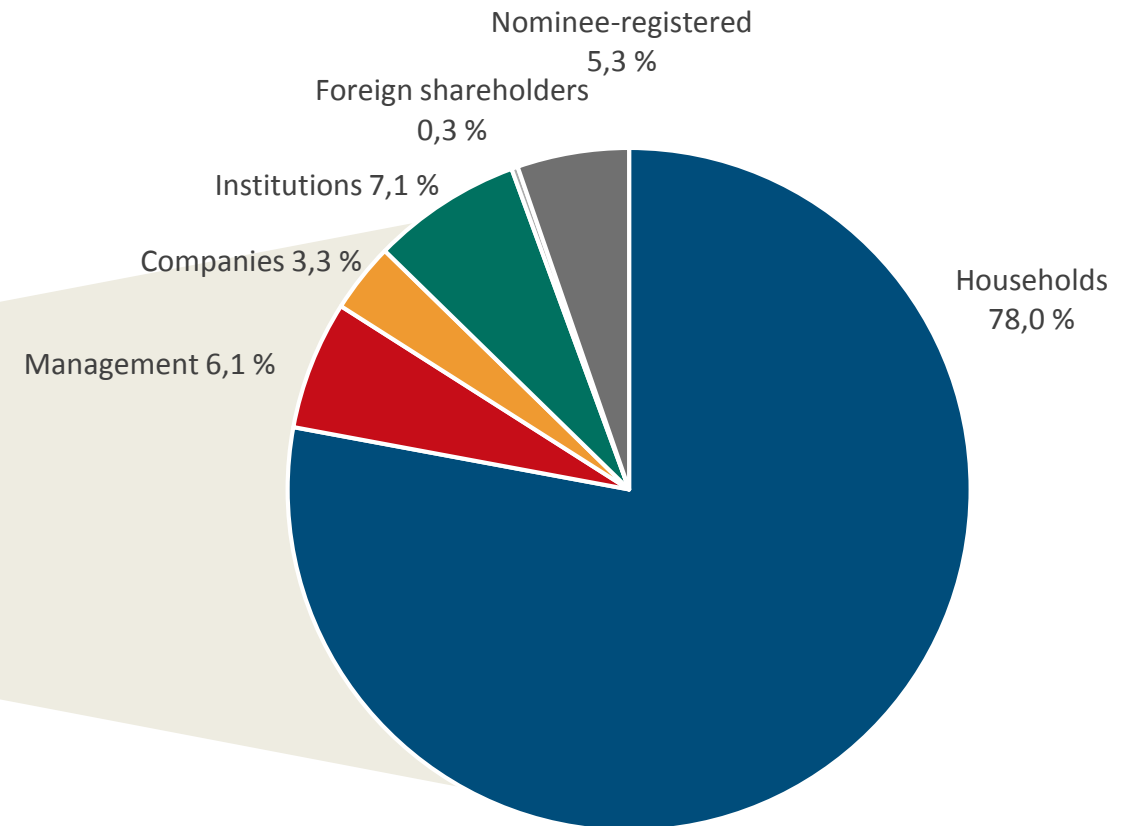
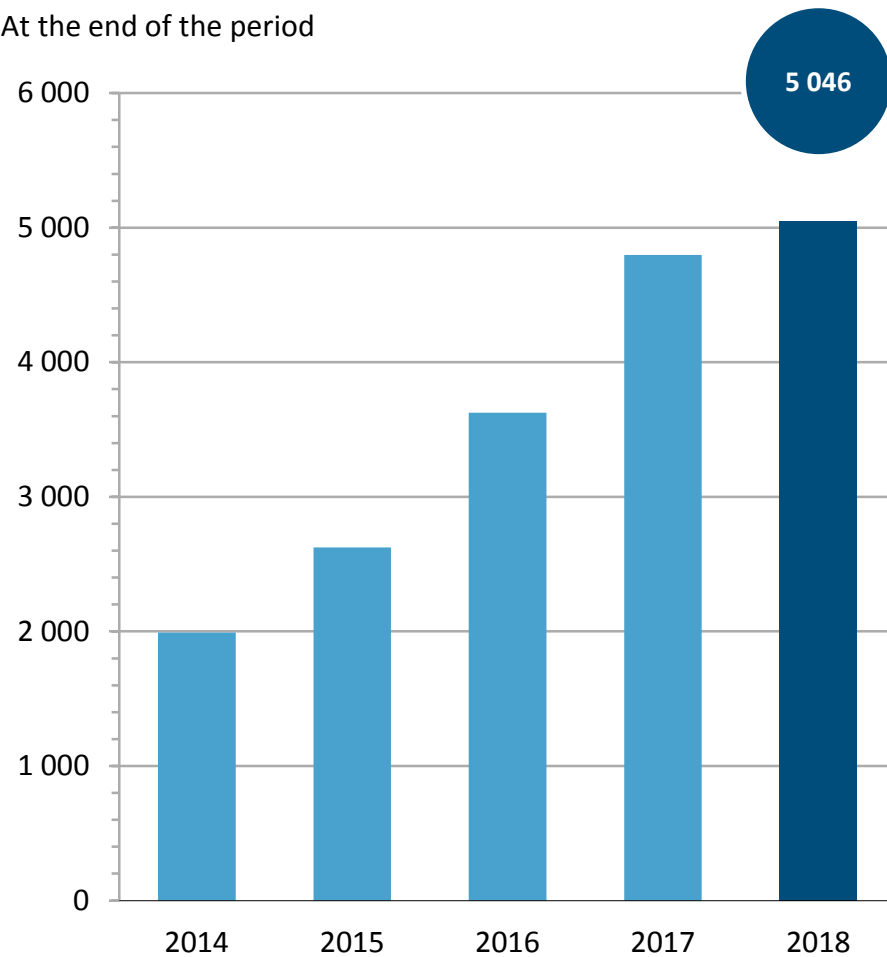
Headcount  
At the end of the period

772



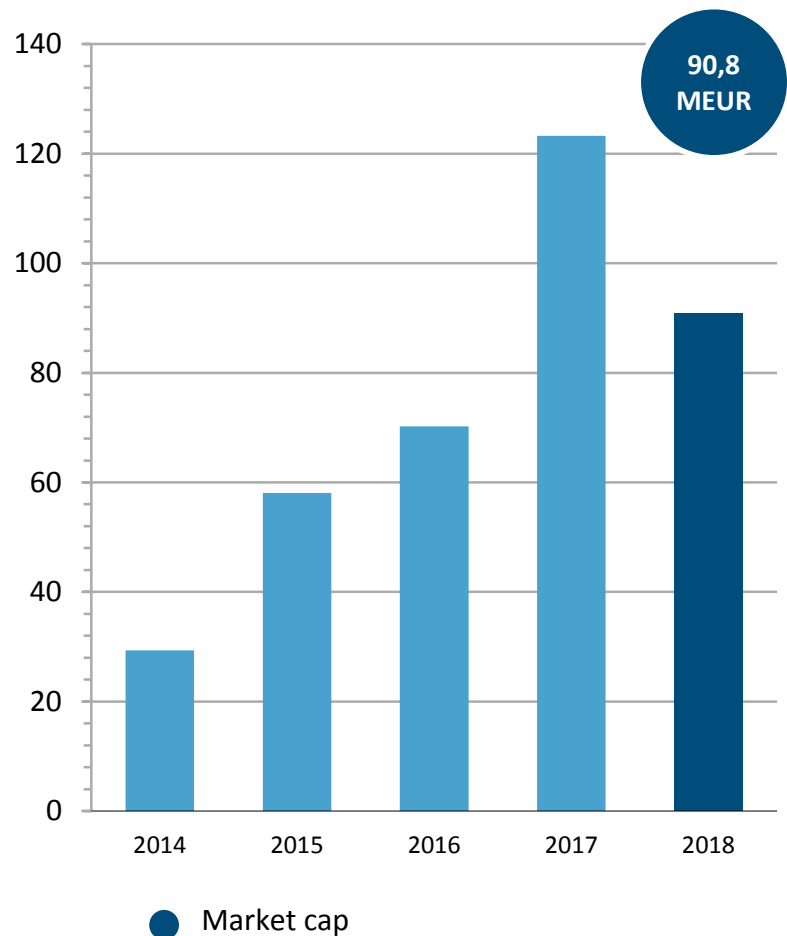
# Shareholders

Number of shareholders  
At the end of the period

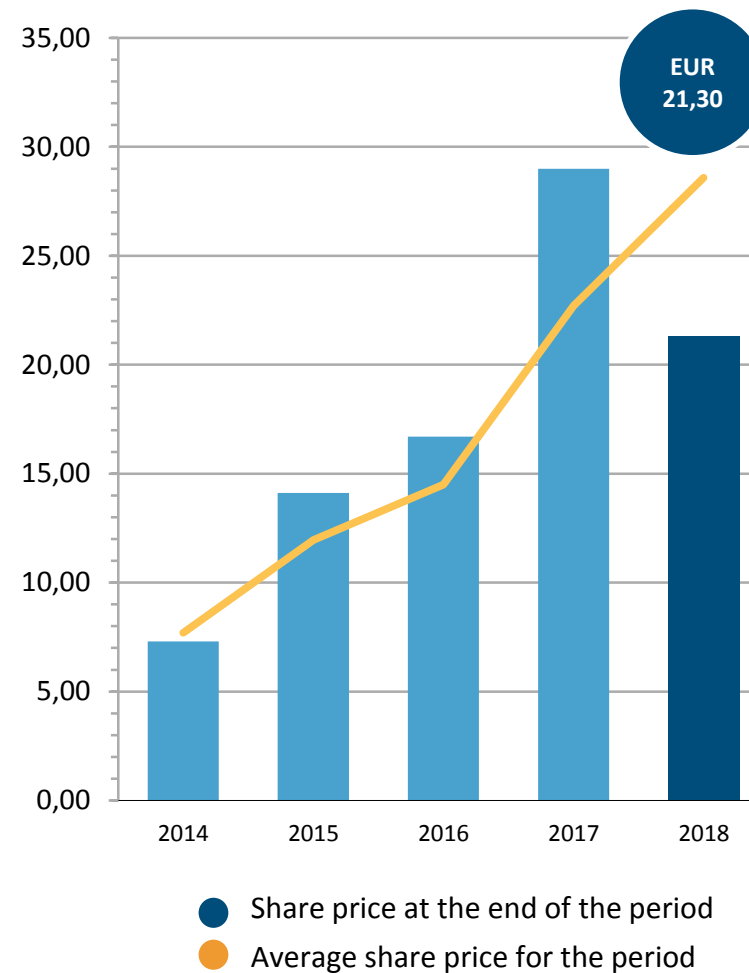


# Market cap and Share price

MEUR  
At the end of the period



EUR  
At the end of the period



# Outlook 2019

## Business environment

- Active demand continues; however, uncertainty is increasing
  - mill-scale and separate production line scope investments under planning
  - demand for technology services continues on a good level.

## Raute

- Raute's net sales and operating profit for 2019 are expected to remain at the level of the previous year.

# Further information

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