



Interim Report

January 1 – March 31, 2018

April 27, 2018

Tapani Kiiski, President and CEO

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Business environment

- 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

- Order intake, MEUR 68, at a very good level.
- Order intake in technology services up 54% on the comparison period.
- Order book reached a new record of MEUR 142.
- Net sales down 4% on the comparison period, operating profit up 3%.

MEUR	Q1 2018	Q1 2017	2017
Net sales	35,3	36,6	148,1
EBIT	2,8	2,7	11,2
Order intake	68	24	155
- Project deliveries	53	14	96
- Technology services	15	10	58
Order book	142	93	110
- Change	+31	-13	+4

Income statement, Balance sheet and Key figures

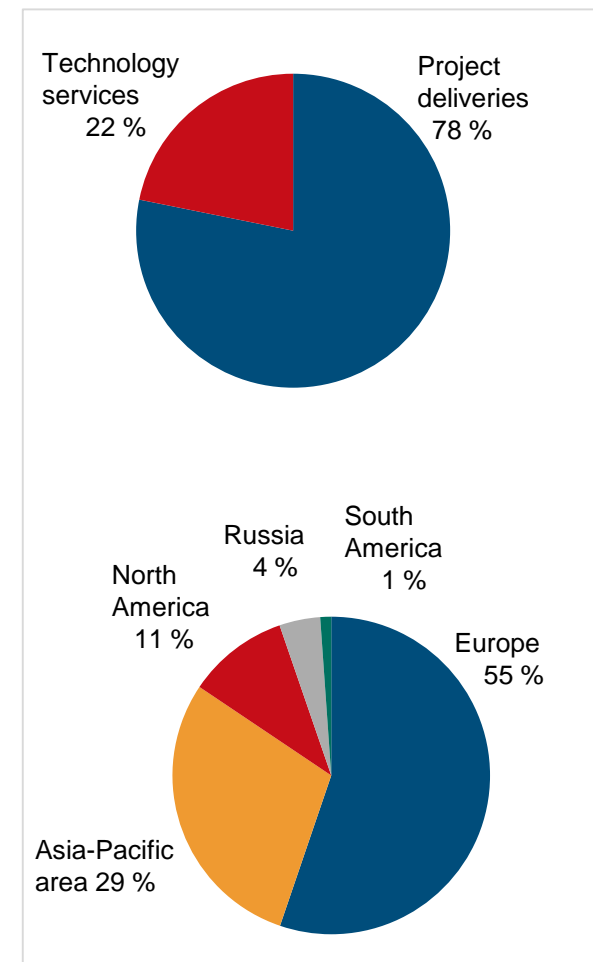
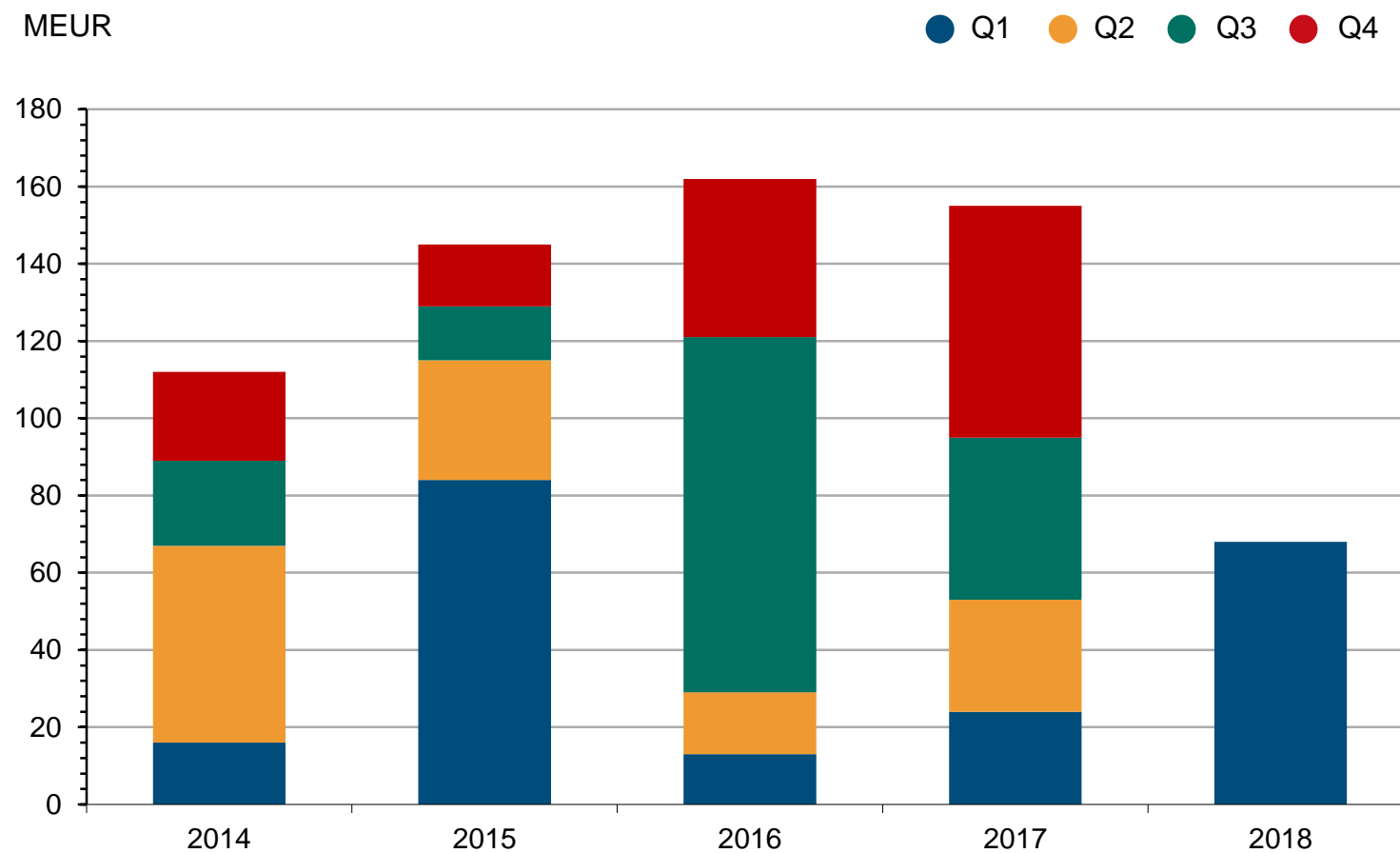
Income statement, MEUR	1–3 2018	1–3 2017	2017
Net sales	35,3	36,6	148,1
EBIT	2,8	2,7	11,2
Financial expenses, net	0,2	0,2	-0,1
Profit before tax	2,9	2,9	11,1
Income tax	-0,7	-0,8	-2,1
Profit for the period	2,3	2,1	9,0

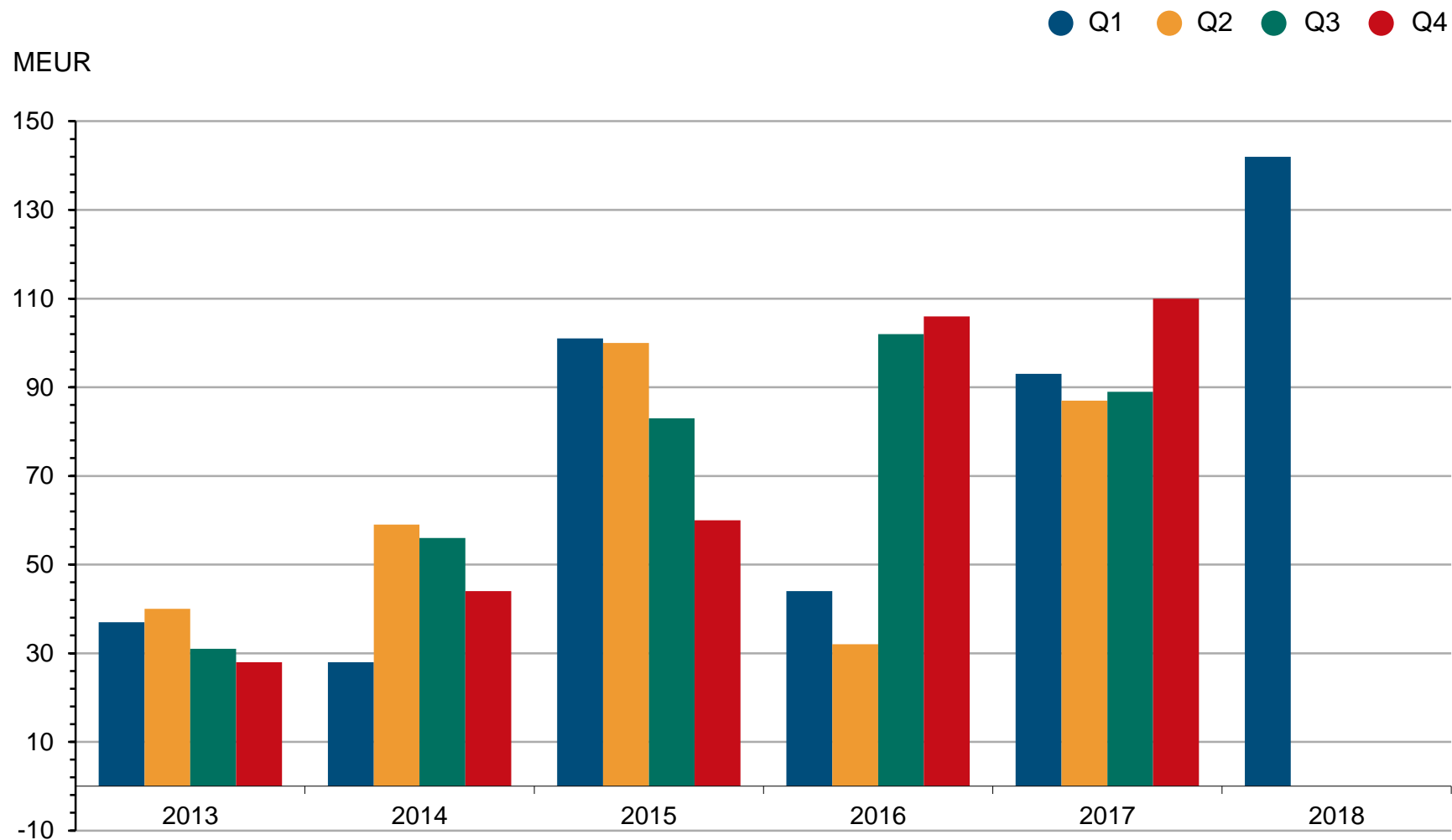
Key figures	1–3 2018	1–3 2017	2017
Earnings per share (EPS), undiluted, EUR	0,53	0,50	2,13
Operating cash flow, MEUR	9,8	-13,5	18,4
Return on investment (ROI), %	30,3	32,9	29,5
Gearing, %	-104,5	-21,6	-74,4
Equity ratio, %	55,1	52,3	64,3
Personnel, in books at the end of the period	716	658	704

Balance sheet, MEUR	31.3. 2018	31.3. 2017	31.12. 2017
Goodwill	1,0	-	1,0
Other intangible assets	2,5	1,3	2,5
Property, plant and equipment	10,3	9,4	9,9
Other non-current assets	1,2	0,5	1,3
Inventories	12,9	10,2	11,0
Accounts receivables and other receivables	27,2	42,7	30,4
Cash and cash equivalents	39,4	10,0	30,7
Total assets	94,5	74,0	87,0

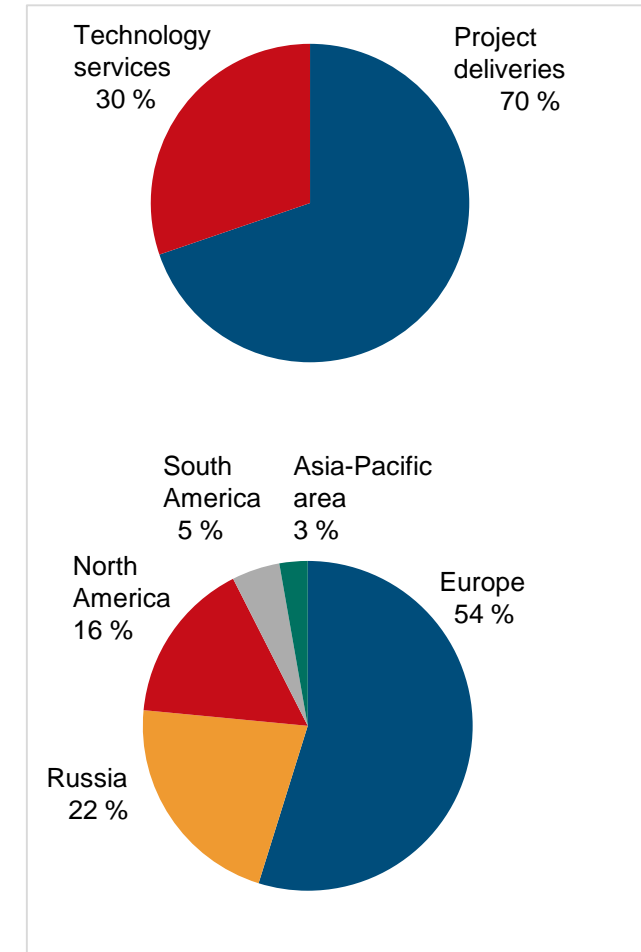
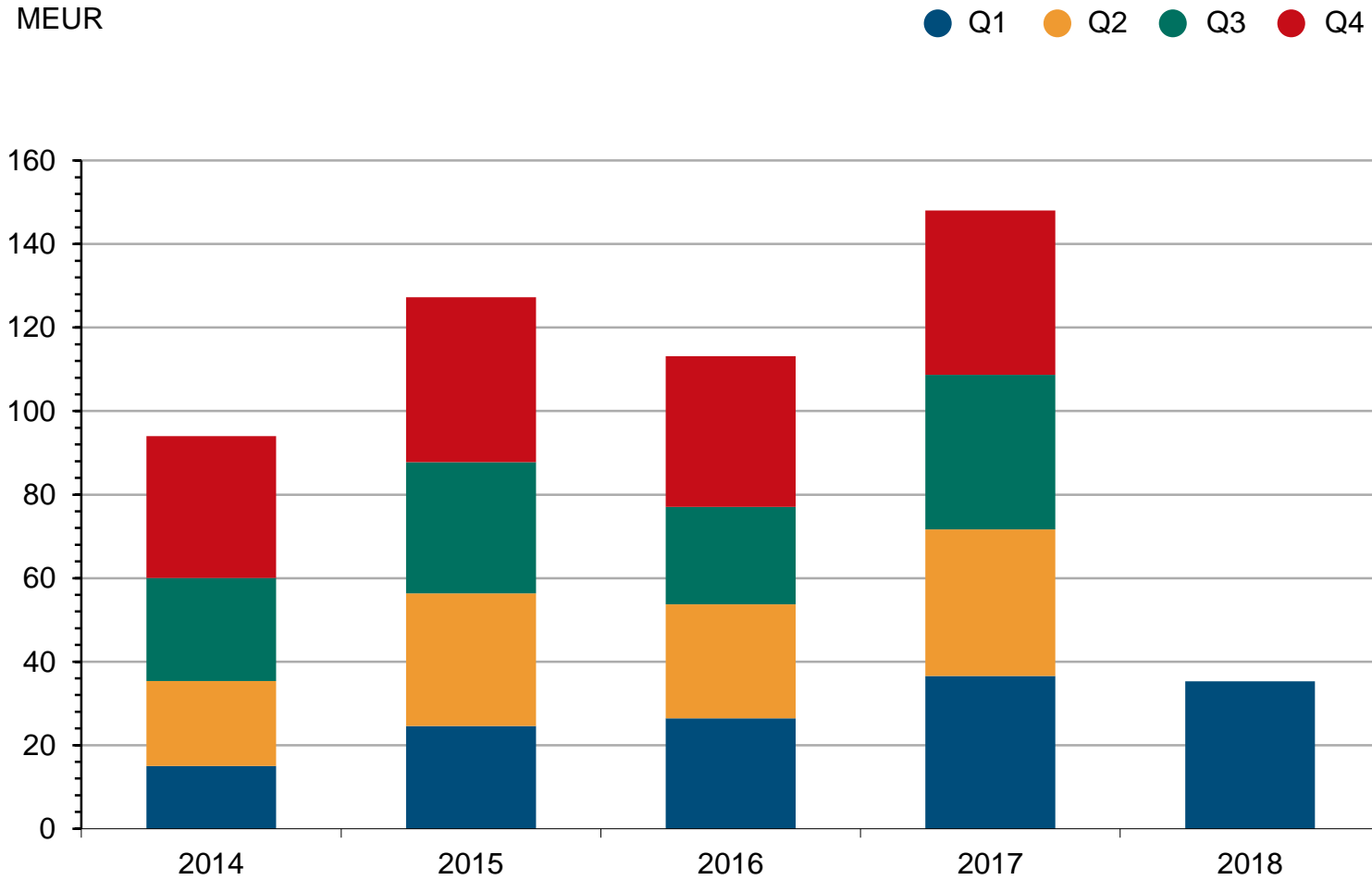
Equity	36,5	32,0	39,4
Non-current liabilities	0,9	0,8	0,8
Advance payments received	28,3	12,8	25,7
Current liabilities	28,8	28,4	21,1
Total equity and liabilities	94,5	74,0	87,0

Order intake 1–3 2018





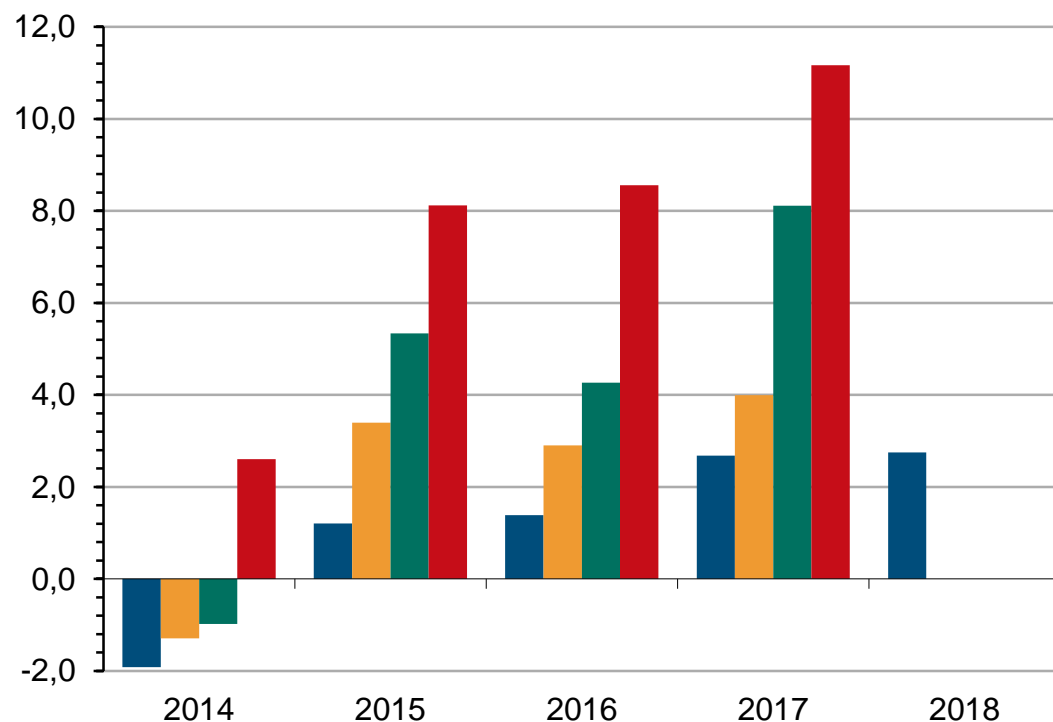
Net sales 1–3 2018



Operating profit

● 1-3 ● 1-6 ● 1-9 ● 1-12

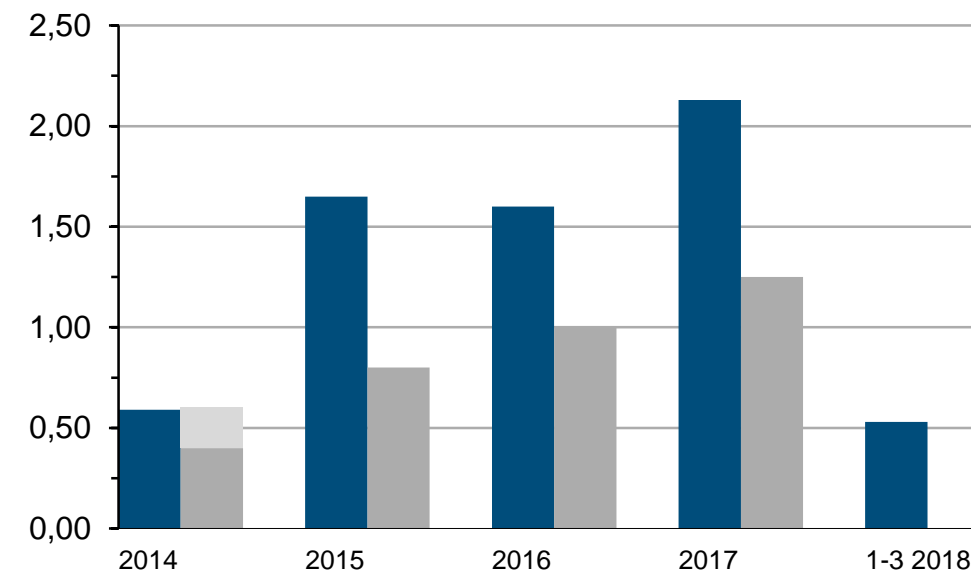
MEUR



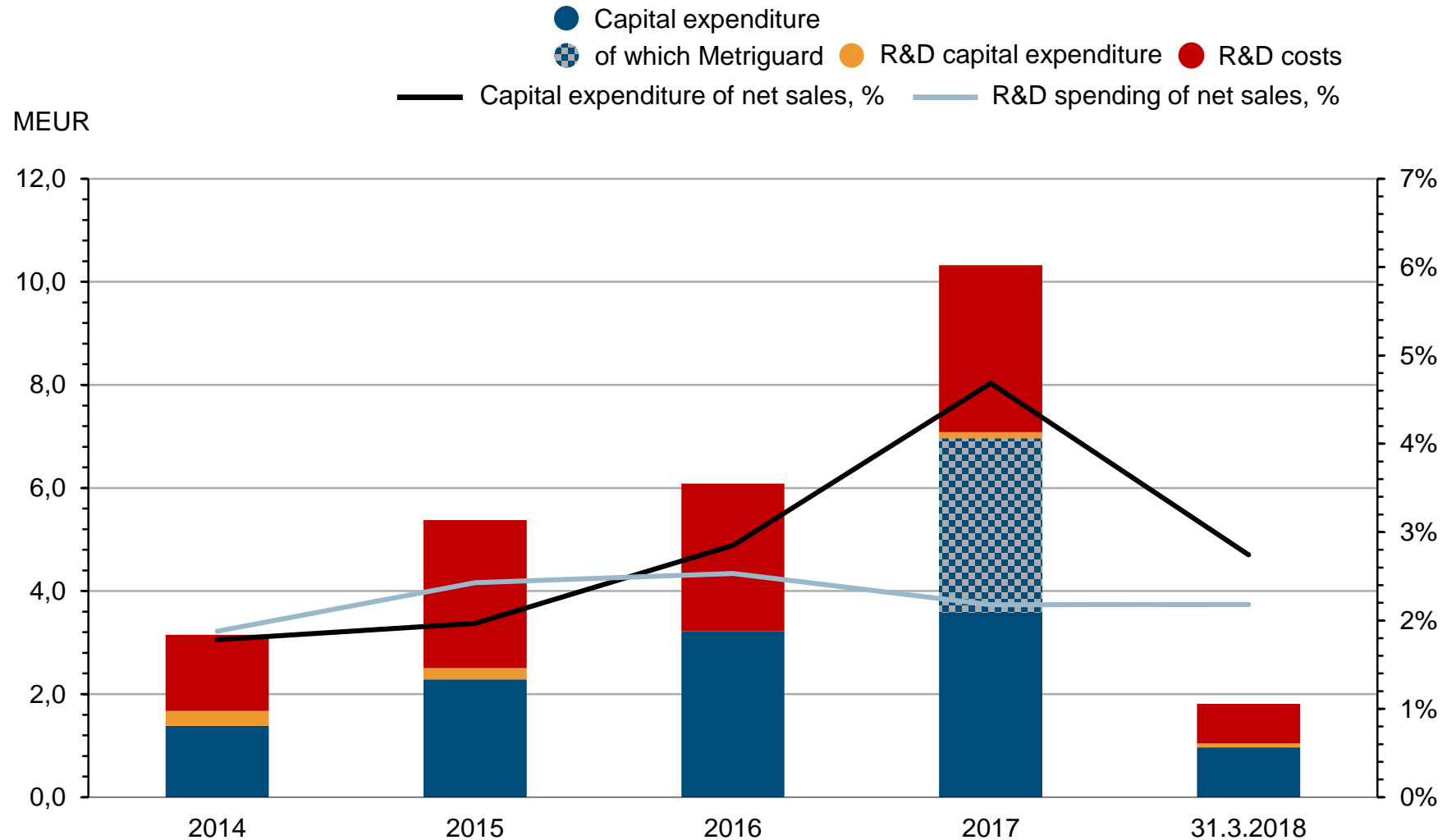
Earnings per share

● Earnings per share
● Dividend
● Repayment of equity

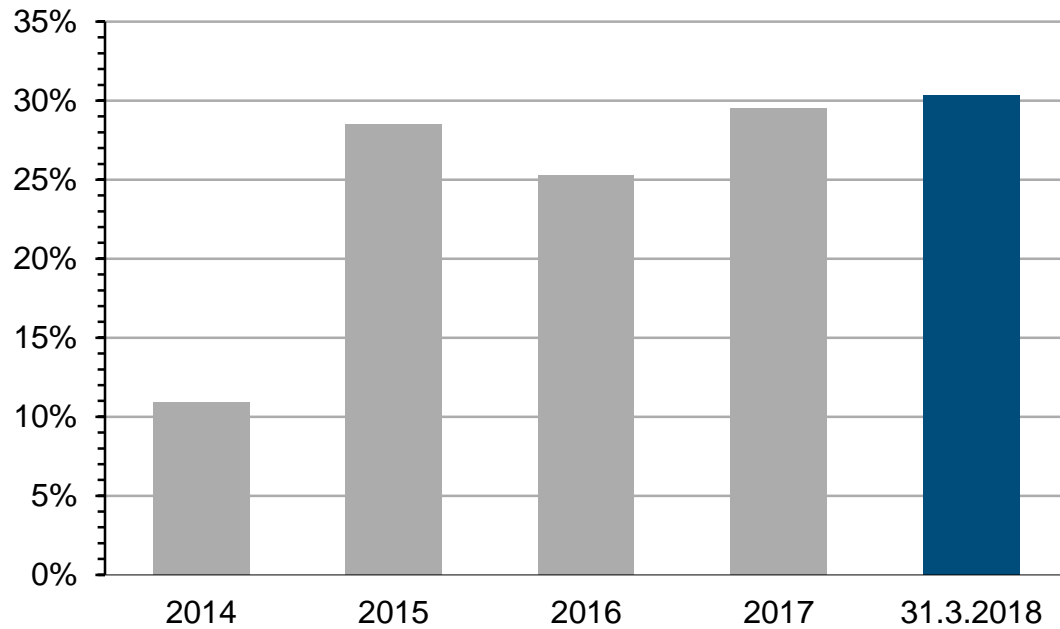
EUR



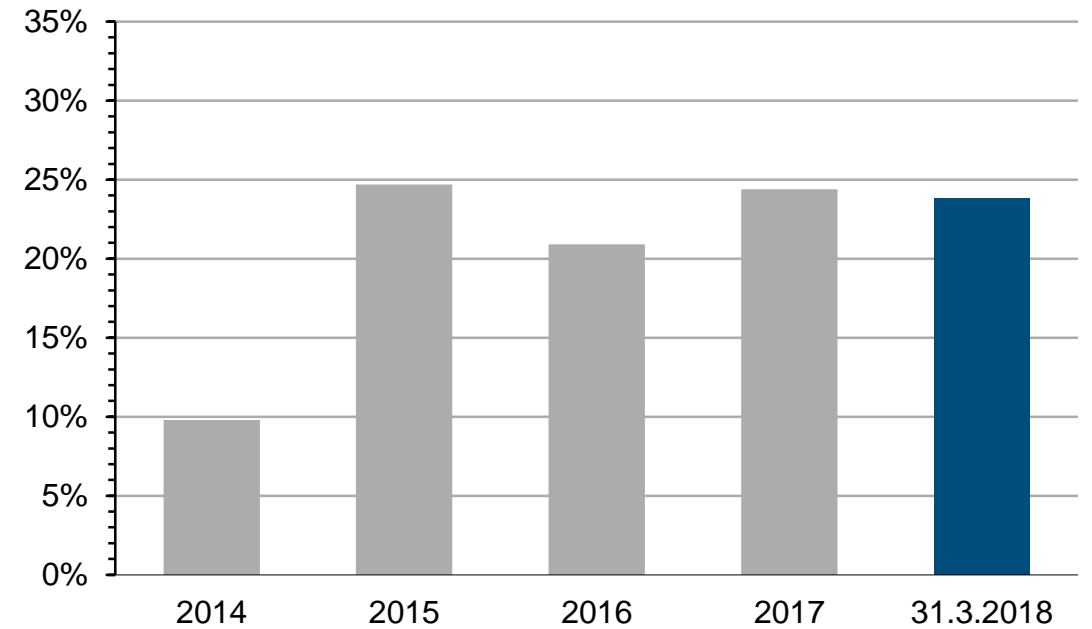
Investing in the future



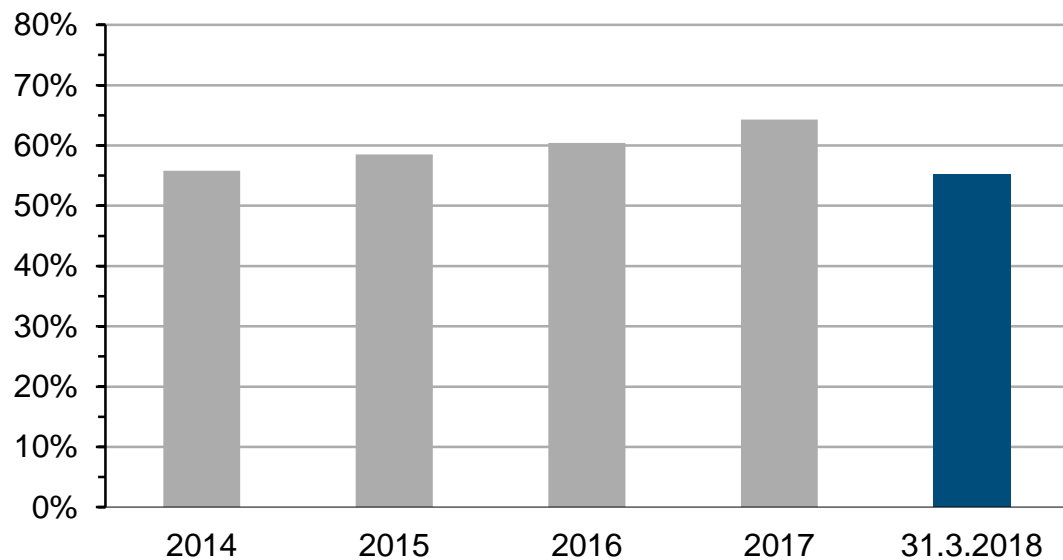
Return on investment (ROI)



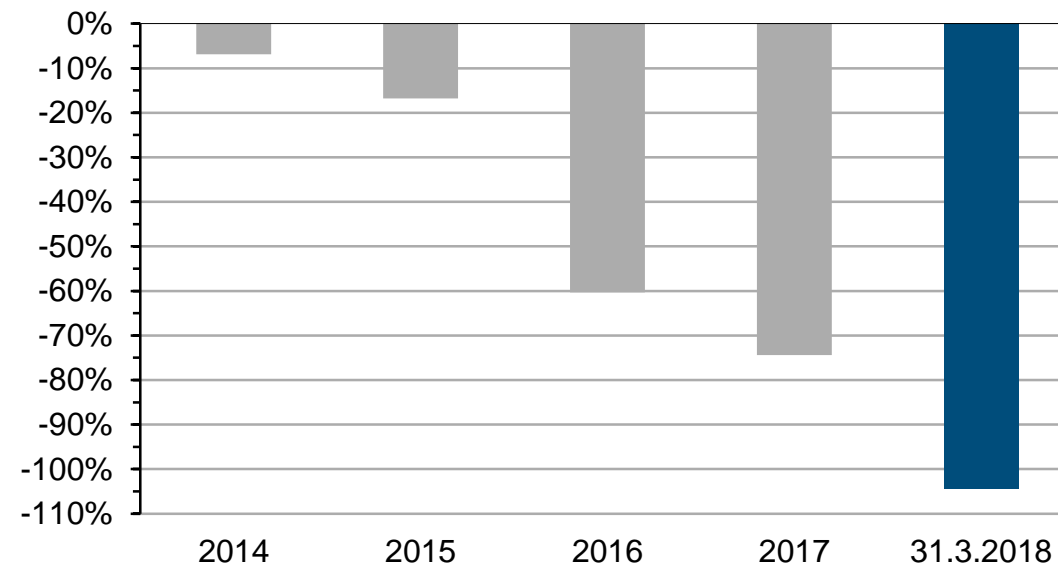
Return on equity (ROE)

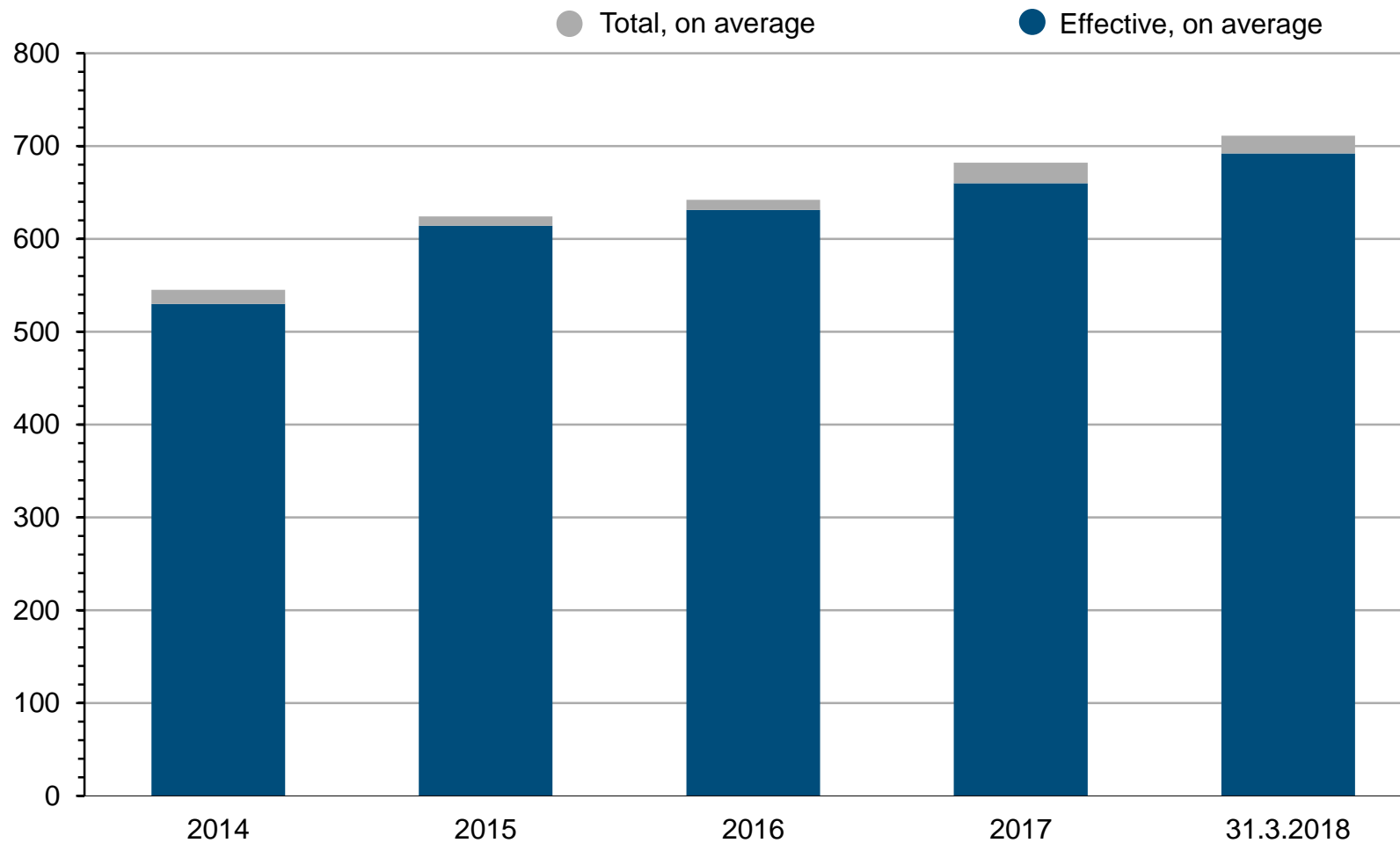


Equity ratio

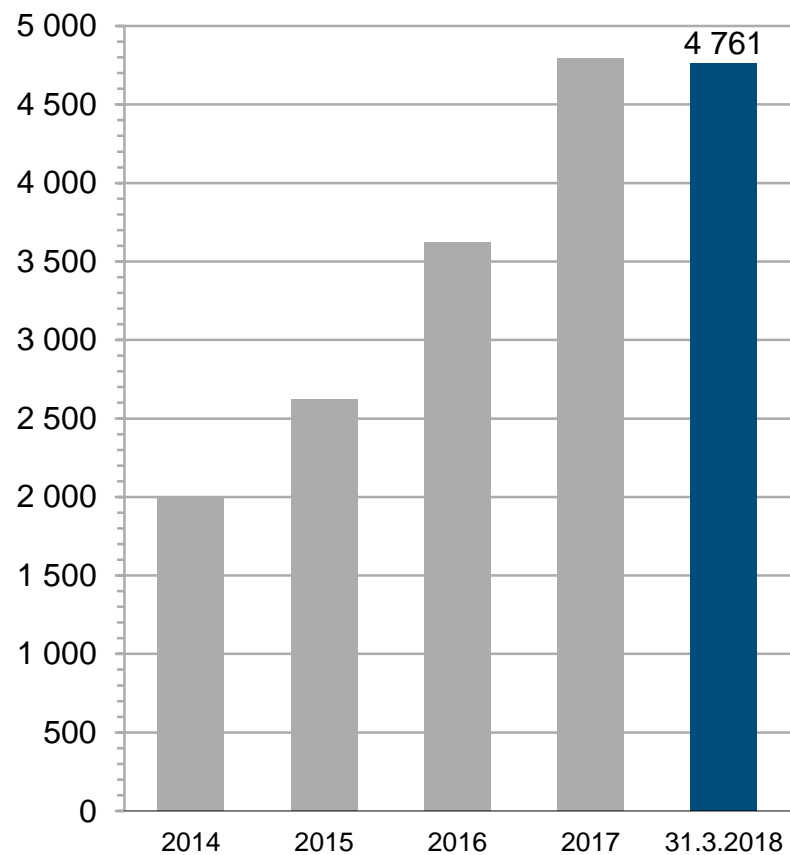


Gearing

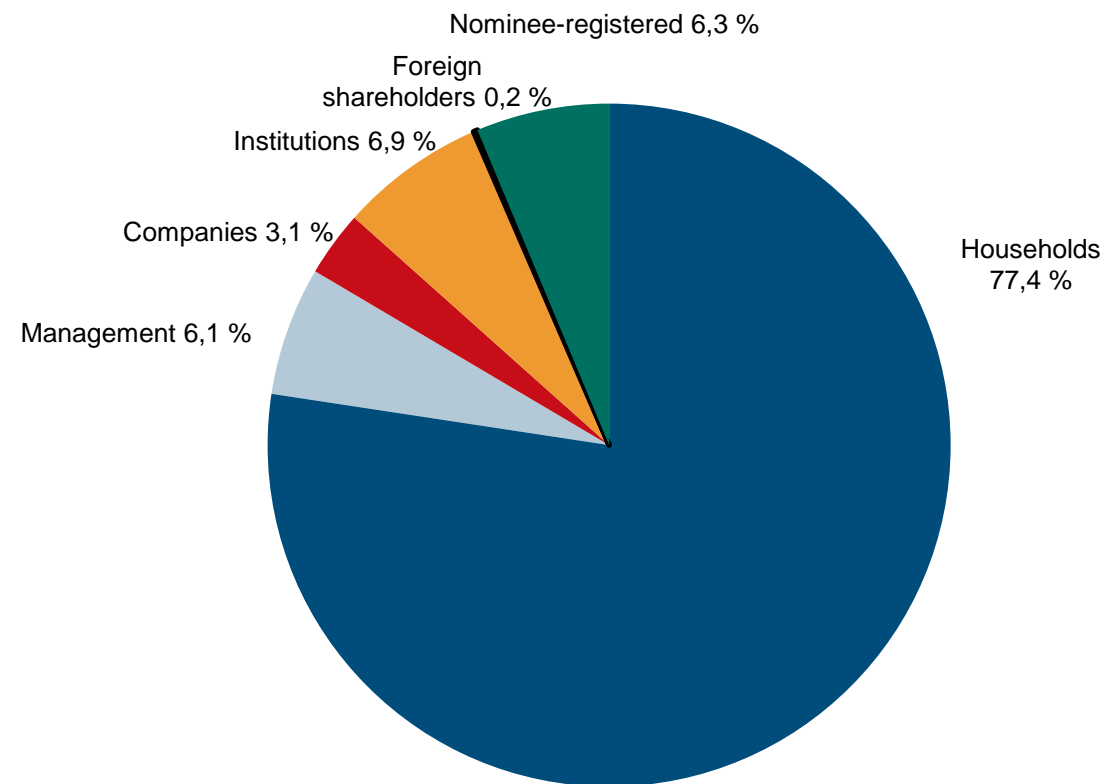




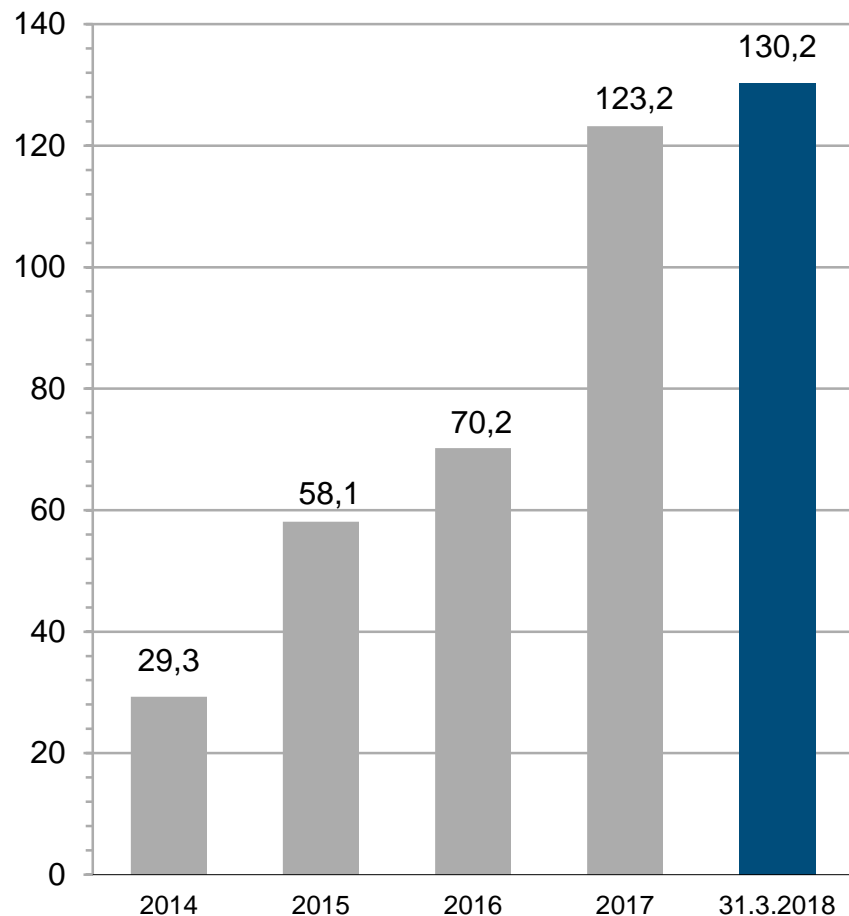
Number of shareholders



Ownership at March 31, 2018

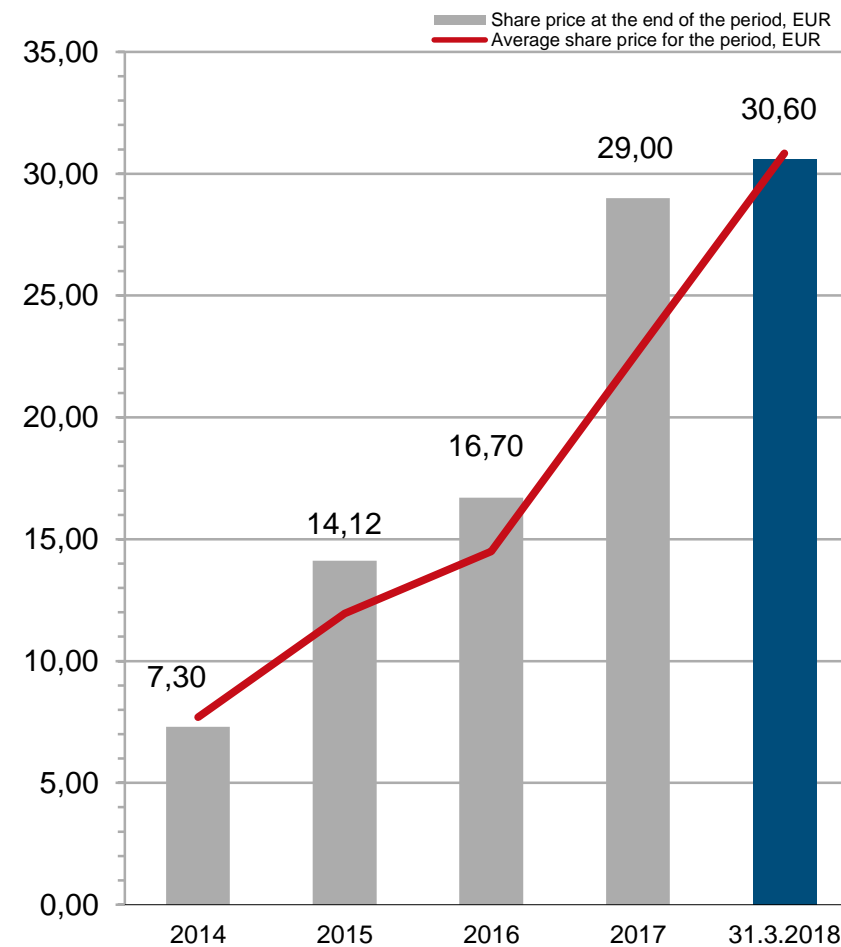


Market cap, MEUR



Series K shares valued at the value of series A shares

Share price, EUR



Business environment

- Active demand continues
 - mill-scale and separate production line scope investment projects under planning
 - demand for technology services continues strong.

Raute

- Raute's net sales and operating profit are estimated to remain at the level of the preceding year
 - active demand
 - record-high order book.

Contacts

Tapani Kiiski

President and CEO

+358 400 814 148

tapani.kiiski@raute.com

Olli-Pekka Vanhanen

CFO

+358 40 505 7515

olli-pekka.vanhanen@raute.com

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