

2016 FULL-YEAR RESULTS

- **Strong revenue growth: +48%**
- **Positive EBITDA**
- **Stable financial position**

RocTool (Alternext – FR0010523167 – ALROC), specialist in heating and cooling technologies for plastic and composites, today it presents its full-year results for the period ended 31 December 2016 (being audited).

P&L €	31/12/2016	31/12/2015	Δ
Revenues	6 375 378	4 319 746	48%
Sale of goods	3 478 166	1 473 177	136%
Cost of good solds	1 628 455	738 571	120%
Goods gross profit	1 849 711	734 605	152%
Licesing	611 547	1 524 572	-60%
Royalties	1 046 376	661 789	58%
Other services	1 239 288	660 208	88%
Sale of services	2 897 211	2 846 569	2%
Total gross profit	4 746 922	3 581 174	33%
	<i>% of sales</i>	<i>74%</i>	<i>83%</i>
Operational costs	5 008 605	4 905 953	2%
<i>Personnel</i>	<i>2 670 063</i>	<i>2 195 111</i>	<i>22%</i>
<i>Other current costs</i>	<i>2 338 541</i>	<i>2 710 842</i>	<i>-14%</i>
Subsidies	371 211	422 080	-12%
EBITDA	109 365	(916 808)	-112%
Capitalized production, provisions write-back, etc.	538 688	887 414	-39%
Depreciations and amortizations	653 056	958 324	-32%
EBIT	(5 004)	(987 718)	99%
Financial result	25 066	(38 352)	-165%
Current result	20 062	(1 026 070)	-102%
Extraordinary result	(104 965)	(150 833)	30%
Income tax	17 375	(12 546)	-238%
Net income (loss)	(102 278)	(1 164 357)	91%

Financial structure	31/12/2016	31/12/2015	Δ
Cash	1 080 183	1 591 127	-48%
Equity	2 254 846	2 485 980	-31%
Financial debt	1 890 982	2 289 194	103%
Total assets	6 005 141	6 813 773	11%

Strong revenue growth

RocTool generated full-year consolidated revenue of €6.4 million during the period to 31 December 2016, representing robust year-on-year growth of 48%.

The updated and more flexible commercial offering, as well as the new strategy adopted since the end of 2015, allowed for a substantial increase in sales of goods thanks to existing clients making greater use of RocTool technology and also new clients. These sales totalled €3.5 million in 2016 (+136%), accounting for over 55% of total revenues.

Engineering services and royalty fees also saw an increase, with the latter enjoying considerable success thanks in particular to the use of RocTool technology for the manufacture of plastic parts and composites for the electronics market.

Strong revenue growth and a slight increase in operating expenses allowed to reach a positive EBITDA of €109 thousand, representing a marked improvement compared with the heavy loss reported in 2015. RocTool therefore sustained a net loss of €102 thousand compared with €1.2 million loss the previous year.

Mathieu Boulanger, Chief Executive Officer of RocTool, comments: *“In 2016, we took major steps forward in the implementation of our new strategy, resulting in strong revenue growth and improvement in net income. We have put the emphasis on the benefits our technology can provide and in particular the gain in terms of quality, lower costs and new design possibilities for a number of applications. New brands are contacting us every month to assess RocTool technology, a strong sign for 2017.”*

Stable financial position

At the end of December 2016, the RocTool Group's financial position remained stable with net cash of €1.1 million compared with €1.6 million at 31 December 2015. Consolidated equity at end-December 2016 stood at €2.3 million compared with €2.5 million at 31 December 2015.

In March 2017, RocTool carried out a €5.5 million capital increase among existing and new shareholders in order to finance its new strategy, stimulate growth and make RocTool an international company and a leading name in the world of moulding technology used by the top brands.

Mathieu Boulanger concludes: *“In 2017, we hope to strengthen our international presence, particularly in Asia where many subcontractors are based for the production of plastic parts and composites in large volumes for the electronics and convenience products markets. At the same time, RocTool is continuing to develop its technologies for “metal” applications, which over the last two years have become increasingly in demand in a number of high-volume markets. Our reinforced presence in Asia, a marketing approach focused on leading brands and wider possibilities for our technology thanks to our R&D efforts will contribute to our growth efforts in 2017.”*

RocTool's technology takes centre stage

In 2016, RocTool participated successfully in two major trade shows:

- JEC World in Paris (the world's largest composites show), with very positive feedback for its new LIT™ (Light Induction Tooling) technology, the design of which specifically targets large composite parts, primarily for the automotive and aerospace sectors;
- K-Show in Düsseldorf, Germany, the world's largest plastic injection show, with real success for RocTool's plastic injection technology and in particular moulding of fault-free and paint-free parts, as well as the all-new IDH (Induction Dual Heating) technology, combining composite and plastic in a record cycle time. RocTool had over 1,000 visitors at the show.

RocTool has also launched a marketing campaign proposing a new quality standard for the plastics sector, HD Plastics[®], targeting the biggest brands and highlighting the advantages of RocTool technology with its excellent surface quality and improved performance of parts produced.

About RocTool: 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[™] 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. For more information, visit www.roctool.com.

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