

Company Announcement No 15 - 2016

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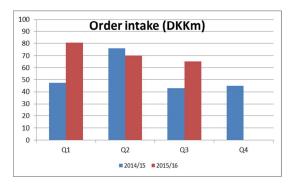
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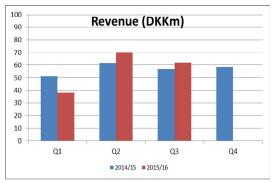
Interim report for Q3 2015/16 (and the period from 1 November 2015 to 31 July 2016)

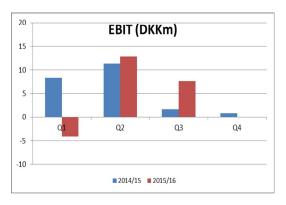
Roblon maintains its expectations after the first three quarters of 2015/16

Summary of the first three quarters of 2015/16

- Order intake was DKK 215.9 million (DKK 166.3 million). This growth is mainly attributable to the Industrial Fiber segment.
 - o Order intake in Q3 was DKK 65.0 million (DKK 42.8 million)
- As of 31 July 2016, the order book was DKK 74.2 million (DKK 41.5 million)
- Revenue amounted to DKK 170.7 million (DKK 169.4 million)
 - Revenue in Q3 amounted to DKK 62.1 million (DKK 56.8 million)
- Operating profit (EBIT) amounted to DKK 16.3 million (DKK 21.0 million)
 - Operating profit (EBIT) in Q3 amounted to DKK 7.6 million (DKK 1.7 million)
- Profit before tax amounted to DKK 16.9 million (DKK 23.0 million)
 - Profit before tax in Q3 amounted to DKK 5.5 million (DKK 1.7 million)
- The gross margin was 55.4% (56.2%). The downturn is due to the revenue mix and rising raw material prices in the Industrial Fiber segment.
- The company is in the process of preparing a new strategy, which will be announced in a special company announcement before the end of October 2016.
- After the first three quarters of the financial year the management is maintaining its expectations for 2015/16, which were announced in the annual report for 2014/15. Revenue in the region of DKK 250 million and profit before tax of around DKK 25 million are therefore still expected in the financial year 2015/16.







Frederikshavn, 8 September 2016 Roblon A/S

Jørgen Kjær Jacobsen Chairman of the Board Lars Østergaard Managing Director and CEO

Enquiries regarding this announcement must be made to: Managing Director and CEO Lars Østergaard, tel. +45 9620 3300

Roblon

Financial highlights	Unit	Q3 2015/16 ¹	Q3 2014/15 ¹	Q1-Q3 2015/16 ¹	Q1-Q3 2014/15 ¹	Full year 2014/15
Orders						
Order intake	DKKm	65.0	42.8	215.9	166.3	210.8
Order book	DKKm	74.2	41.5	74.2	41.5	29.0
Income statement						
Net revenue	DKKm	62.1	56.8	170.7	169.4	227.7
Of which exports	DKKm	61.4	55.5	163.6	164.1	220.3
Export ratio	%	98.9	97.7	95.8	96.9	96.8
Gross profit	DKKm	34.1	26.2	94.6	95.2	127.5
Operating profit (EBIT)	DKKm	7.6	1.7	16.3	21.0	22.1
Financing etc. (net)	DKKm	-0.6	0.5	0.6	2.0	1.9
Profit before tax	DKKm	7.0	2.2	16.9	23.0	24.0
Profit for the period	DKKm	5.5	1.7	13.2	17.6	18.4
Balance sheet						
Total assets	DKKm	288.7	276.6	288.7	276.6	287.4
Working capital	DKKm	83.1	76.5	83.1	76.5	71.3
Share capital	DKKm	35.8	35.8	35.8	35.8	35.8
Equity	DKKm	245.0	248.7	245.0	248.7	249.7
Cash flows						
Operating cash flows	DKKm	-3.4	18.4	2.5	10.5	23.2
Cash flow from investing	DKKm	-2.5	-1.6	-36.3	-13.9	-67.0
Of which investment in current						
securities	DKKm	-0.5	0.0	-31.6	0.0	-49.2
Cash flow from financing	DKKm	0.0	0.0	-17.9	-21.5	-21.5
Change in liquidity	DKKm	-5.9	16.8	-51.7	-24.9	-65.3
No. of employees (average) ²	Number	143	142	143	142	139
Key figures						
Gross margin	%	54.9	46.1	55.4	56.2	56.0
EBIT margin	%	12.2	3.0	9.5	12.4	9.7
ROIC/return on average invested	61	00 =		45.0	22.5	,, -
capital ²	%	22.7	5.0	15.9	20.5	16.7
Equity/assets ratio	%	84.9	89.9	84.9	89.9	86.9
Return on equity ²	%	8.9	2.7	7.1	16.9	7.3
Share-related key figures						
Earnings per DKK 20 share	DKK	3.1	1.0	7.4	9.8	10.3
Market price per share Intrinsic value of shares	DKK DKK	238.5 137.0	315.5 139.0	238.5 137.0	315.5 139.0	243.0 140.0

The above key figures have been calculated in accordance with the recommendations issued by the Danish Association of Financial Analysts. The share-based key figures relate to the class B shares.

 $^{^{1}}$ The interim report has not been audited, and no review has been conducted by the company's auditor. 2 This key figure is calculated for the whole year.

Management report

for Q3 2015/16 and the period 1 November 2015 to 31 July 2016 (first nine months of 2015/16)

Key figures for Q3			
DKKm	2015/16	2014/15	Change
Order intake	65.0	42.8	52 %
Revenue	62.1	56.8	9 %
EBIT	7.6	1.7	347%

Key figures for first nine months of 2015/16						
DKKm	2015/16	2014/15	Change			
Order intake	215.9	166.3	30%			
Order book	74.2	41.5	79 %			
Revenue	170.7	169.4	1%			
EBIT	16.3	21.0	-22%			

Income statement

The actual revenue and profit achieved in Q3 2015/16 and for the first nine months of the financial year 2015/16 developed as expected.

Revenue

Roblon achieved revenue of DKK 170.7 million in the first three quarters of 2015/16, a figure which is on a par with the same period of the previous year, however with minor changes within the 3 business segments.

Operating profit (EBIT)

Operating profit (EBIT) for the first three quarters of 2015/16 amounted to DKK 16.3 million, compared to DKK 21.0 million in the same period of the previous year. EBIT for Q3 of 2015/16 amounted to DKK 7.6 million, compared to DKK 1.7 million the previous year. The positive development is due to a combination of higher revenue and an improved product mix in Q3 of 2015/16.

There has been an increase in the relative goods consumed. In the first three quarters of the financial year the gross margin was 55.4% (56.2%), which was adversely affected by the revenue mix and rising raw material prices in the Industrial Fiber segment.

Costs

Other external costs were as expected, amounting to DKK 21.8 million in the first three quarters of the financial year (21.5 million).

<u>Staff costs</u> came to DKK 51.8 million in the first three quarters of 2015/16 (DKK 46.9 million). The increase can primarily be attributed to taking on new staff in the sales and development organisation.

Net financial items

Net financial items amounted to DKK 0.6 million (DKK 2.0 million). This includes negative exchange rate adjustments of approx. DKK 0.9 million.

Tax

A provision of 22% has been calculated for tax on the profit before tax.

Balance sheet

As of 31 July 2016, the value of the total assets amounted to DKK 288.7 million (DKK 276.6 million). Working capital amounted to DKK 83.1 million (DKK 76.5 million), corresponding to 36.5% (29.4%) of revenue for 2014/15 (2013/14).

Inventories rose from DKK 68.3 million as of 31 July 2015 to DKK 81.7 million as of 31 July 2016. In comparison to 31 July 2015, the inventories have increased by DKK 13.4 million, which relates to the larger order book.

Receivables from sales totalled DKK 38.7 million at the end of the third quarter, compared to DKK 30.7 million in the same quarter of the previous year. The credit risk on debtors is deemed unchanged and there have not been any significant bad debts during the course of the last year.

Current securities have increased from DKK 10.6 million as of 31 July 2015 to DKK 91.7 million at the end of July 2016. These securities are available for sale and agreements are in place with external asset managers to follow an active management strategy with low risk exposure. Total return in the first three quarters of the financial year amounts to 2%, which is equivalent to 2.7% p.a.

Cash flows

Cash flows from operating activities for the first three quarters of the financial year amounted to DKK 2.5 million (DKK 10.5 million).

Cash flows from investing activities totalled DKK - 36.3 million. This includes the placement of excess liquidity in securities amounting to DKK -31.6 million. Investments in the first three quarters of the financial year in intangible assets and property, plant and equipment amounted to DKK 4.7 million, compared to DKK 13.9 million the previous year.

Cash flows from financing activities totalled DKK - 17.9 million (DKK -21.5 million) and encompass the payment of dividends.

Segment reporting

The company's reporting changed with effect from the financial year 2015/16, so that reporting is done for three business segments in Roblon A/S.

Industrial Fiber

The Industrial Fiber segment includes development, production and sale of fibre cable materials to the optical fibre cable industry and solutions for Offshore and other industry.

2015/16	2014/15	Change
32.3	21.3	52%
40.9	23.8	72%
8.5	1.1	750%
	32.3 40.9	40.9 23.8

Key figures for first nine months of 2015/16						
DKKm	2015/16	2014/15	Change			
Order intake	129.8	86.3	50%			
Order book	44.4	21.0	111%			
Revenue	99.4	97.5	2%			
EBIT	15.8	22.3	-29%			

The order intake for the first three quarters of 2015/16 amounted to DKK 129.8 million, which was an increase of 50% on the previous year. The growth was achieved through sales to existing customers, including continued access to orders from the Offshore industry. At the end of July 2016, the

order book amounted to DKK 44.4 million (DKK 21.0 million).

Revenue for the first three quarters of 2015/16 amounted to DKK 99.4 million, compared to DKK 97.5 million the previous year. The positive development in order intake during the financial year 2015/16 has compensated for the low order book at the beginning of the same year, and thereby contributed to the marginal growth in revenue.

EBIT for the first three quarters of 2015/16 amounted to DKK 15.8 million (DKK 22.3 million), with the decline in profits due to the composition of the revenue mix and rising raw material prices. Given the positive growth in the segment's order intake in the financial year 2015/16, we expect a satisfactory profit level for the year as a whole on a par with the previous year.

The offshore industry is generally affected by the low oil price, and the company's order intake in this segment is depending on the commissioning of new projects as well as by whether or not projects already begun are completed.

Lighting

The Lighting segment comprises development, production and sale of fibre optic and LED lighting.

Key figures for Q3			
DKKm	2015/16	2014/15	Change
Order intake	5.1	6.4	-20%
Revenue	4.4	6.3	-30%
EBIT	-0.9	-2.5	64%

Key figures for first nine months of 2015/16						
DKKm	2015/16	2014/15	Change			
Order intake	16.1	16.4	-2%			
Order book	2.2	2.5	-12%			
Revenue	16.0	15.9	1%			
EBIT	-1.3	-3.4	62%			

Order intake for the first three quarters of 2015/16 amounted to DKK 16.1 million, which is on a par with the previous year (DKK 16.4 million). At the end of July 2016, the order book amounted to DKK 2.2 million (DKK 2.5 million).



Revenue in the first three quarters of the financial year amounted to DKK 16.0 million (DKK 15.9 million), while EBIT came to DKK -1.3 million (DKK -3.4 million). In spite of the better performance, the management does not consider the financial result for the first three quarters of 2015/16 to be satisfactory so work is underway to change this.

Engineering

The Engineering segment comprises development, production and sale of cable machinery, ropemaking equipment, twisters and winders.

Key figures for C)3		
DKKm	2015/16	2014/15	Change
Order intake	27.6	15.1	83%
Revenue	16.8	26.7	-37%
EBIT	-	3.1	-

Key figures for first nine months of 2015/16						
DKKm	2015/16	2014/15	Change			
Order intake	70.0	63.6	10%			
Order book	27.6	18.0	53%			
Revenue	55.3	56.0	-1%			
EBIT	1.8	2.1	-14%			

Order intake for the first three quarters of 2015/16 amounted to DKK 70.0 million (DKK 63.6 million). At the end of July 2016, the order book amounted to DKK 27.6 million (DKK 18.0 million).

Revenue amounted to DKK 55.3 million, which is on a par with the previous year.

EBIT came to DKK 1.8 million (DKK 2.1 million). The management does not find the financial result to be satisfactory, and action will be taken to increase earnings in future.

Ongoing strategy process

As indicated in Company Announcement No 14, the management has initiated a strategy process. The process is proceeding as planned and additional information on the selected strategy will be provided in a special company announcement before the end of October 2016.

Expectations for 2015/16

After the first three quarters of the financial year 2015/16 the management is maintaining its expectations for 2015/16, which were announced in the annual report for 2014/15. The management therefore still expects revenue in the region of DKK 250 million and profit before tax of around DKK 25 million.

Future conditions

Roblon's sales are characterised by a structure based on project sales. This always makes it difficult to produce forecasts for future revenue within given periods, i.e. quarters, half-years and full years.

Statements on future conditions, especially those on future revenue and operating profit, are uncertain and risky.

Many factors are and will remain outside of the company's control and may lead to the actual development

deviating wildly from the expectations detailed in the report.

Such factors include but are not limited to the following: changes in general

business and financial conditions, the trend in the global oil industry, changes in the global economy and changes in interest rates and exchange rates.



Financial calendar

20/12 2016: Preliminary announcement of financial

statements 2015/16

26/1 2017: Annual General Meeting of sharehold-

ers

Announcements - NASDAQ Copenhagen

During the period 1 November 2015 to 8 September 2016, the company issued the following announcements to NASDAQ Copenhagen; these can be found on the company's website, www.roblon.com.

No 13-2015:	New CFC) for Robl	on A/S
190 1.3-201.3.	NEW CLC	וטט הטטנ	UH A/3

No 1-2016: Preliminary announcement of financial

statements 2014/15

No 2-2016: Notice of annual general meeting

No 3-2016: Reporting of transactions No 4-2016: Reporting of transactions

No 5-2016: Information on Roblon's Q1 2015/16 No 6-2016: Annual general meeting of Roblon A/S

No 7-2016: Interim report for Q1 2015/16 No 8-2016: Reporting of transactions

1 0 2016. Reporting of transactions

No 9-2016: Market maker (market maker agreement)

No 10-2016: Reporting of transactions
No 11-2016: Reporting of transactions
No 12-2016: Reporting of transactions
No 13-2016: Reporting of transactions
No 14-2016: Interim report for Q2 2015/16



Statement by the management

The Board of Directors and Executive Management have today discussed and adopted the interim report for the period 1 November 2015 to 31 July 2016 for Roblon A/S.

The interim report, which has not been audited or reviewed by the company's auditor, is presented in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and Danish disclosure requirements for listed companies.

It is our opinion that the interim financial statements give a true and fair view of the company's assets, liabilities and financial position as of 31 July 2016, as well as of the result of the company's activities and cash flows for the financial period 1 November 2015 to 31 July 2016.

It is also our opinion that the management report contains a true and fair account of the development in the company's activities and financial circumstances, the profit for the period and the company's financial position as a whole, as well as a description of the most significant risks and uncertainties facing the company.

Frederikshavn, 8 September 2016

Executive Management

Lars Østergaard Carsten Michno

Managing Director and CEO Chief Financial Officer Kim Müller

Chief Operating Officer

Board of Directors

Jørgen Kjær Jacobsen

Chairman

Ole Krogsgaard Deputy Chairman

Peter Sloth Vagner Karlsen

Randi Toftlund Pedersen

Nita Svendsen Elected by the staff Hans Martin Kirkegaard Elected by the staff

Income statement

DKKm	Note	Q3 2015/16	Q3 2014/15	Q1-Q3 2015/16	Q1-Q3 2014/15	Full year 2014/15
Net revenue	4	62.1	56.8	170.7	169.4	227.7
Work carried out at own expense and rec-						
ognised under assets		0.4	-	1.4	-	5.5
Other operating income		-	-	-	-	0.2
Goods consumed		-28.0	-30.4	-76.1	-74.2	-100.2
Other external costs		-6.4	-6.4	-21.8	-21.5	-29.8
Staff costs		-18.4	-15.8	-51.8	-46.9	-72.9
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment		-2.1	-2.5	-6.1	-5.8	-8.4
Operating profit (EBIT)		7.6	1.7	16.3	21.0	22.1
Financial income, net		-0.6	0.5	0.6	2.0	1.9
Profit before tax		7.0	2.2	16.9	23.0	24.0
Tax on profit for the period		-1.5	-0.5	-3.7	-5.4	-5.6
Profit for the period		5.5	1.7	13.2	17.6	18.4

Statement of comprehensive income

DKKm	Q3 2015/16	Q3 2014/15	Q1-Q3 2015/16	Q1-Q3 2014/15	
Profit for the period Items that can be reclassified to the income statement:	5.5	1.7	13.2	17.6	18.4
Fair value adjustments of financial assets available for sale	1.2	-0.1	-	-0.2	-
Fair value adjustment of financial assets Tax on other comprehensive income	-0.3	-	-	-	-
Comprehensive income	6.4	1.6	13.2	17.4	18.4

Balance sheet

DKKm	31.07.16	31.07.15	31.10.15
Completed development projects	4.1	4.5	4.8
Development projects in progress	5.9	4.0	4.0
Intangible assets	10.0	8.5	8.8
	25.0	27.2	24.0
Land and buildings	35.0	37.3	36.8
Production equipment and machinery	14.4	13.9	15.6
Other fixtures and fittings, operating equipment and inventories	1.6	0.5	1.1
Property, plant and equipment in progress	0.1	0.8	0.3
Property, plant and equipment	51.1	52.5	53.8
Total non-current assets	61.1	61.0	62.6
	2. -	40.0	
Inventories	81.7	68.3	67.7
Receivables from sales	38.7	30.7	29.5
Corporation tax receivable	9.8	8.5	8.9
Other receivables	0.9	0.8	2.6
Prepayments and accrued income	0.9	0.7	0.5
Securities	91.7	10.6	60.0
Cash and cash equivalents	3.9	96.0	55.6
Total current assets	227.6	215.6	224.8
TOTAL ASSETS	288.7	276.6	287.4

Balance sheet

DKKm	31.07.16	31.07.15	31.10.15
Share capital	35.8	35.8	35.8
Other reserves	-	0.5	0.7
Retained earnings	209.2	212.4	213.2
Equity	245.0	248.7	249.7
Deferred tax	4.5	3.8	4.5
Other provisions	-	0.1	0.3
Other debt	-		3.8
Non-current liabilities	4.5	3.9	8.6
Prepayments received	5.0	4.7	13.8
Suppliers of goods and services	19.0	9.8	
Corporation tax	-	-	-
Other debt	15.2	9.5	15.3
Current liabilities	39.2	24.0	29.1
Total provisions	43.7	27.9	37.7
TOTAL LIABILITIES	288.7	276.6	287.4

Statement of changes in equity

DKKm	31.07.16	31.07.15	31.10.15
Equity as at 1 November	249.7	252.8	252.8
Comprehensive income for the period	13.2	17.4	18.4
Other reserves, transferred to free reserves at beginning of year	-0.5		
Other reserves, transferred to free reserves at beginning of year	0.5		
Dividend paid	-17.9	-21.5	-21.5
Equity	245.0	248.7	249.7

Cash flow statement

DKKm Note	Q3 2015/16	Q3 2014/15	Q1-Q3 2015/16	Q1-Q3 2014/15	Full year 2014/15
		1.7	16.3	21.0	
Operating profit (EBIT) Adjustment of items without liquidity effect A	7.6 2.1	2.4	6.1	5.7	22.1 8.3
Change in working capital B	-12.5	13.8	-15.9	6.0	15.1
Cash flows from primary operations	-2.8	17.9	6.5	32.7	45.5
Financial payments received	-0.6	0.5	0.6	2.0	1.9
Corporation tax paid	-0.0	0.5	-4.6	-24.2	-24.2
Cash flows from operating activities	-3.4	18.4	2.5	10.5	23.2
Investments in intangible assets	-0.5	-0.4	-2.6	-1.7	-2.4
Investments in securities	-0.5	-	-31.6	-	-49.2
Purchase of property, plant and equipment	-1.5	-1.2	-2.1	-12.2	-15.7
Sale of property, plant and equipment	-	-	-	-	0.3
Cash flows from investing activities	-2.5	-1.6	-36.3	-13.9	-67.0
Paid dividend	-	-	-17.9	-21.5	-21.5
Cash flows from financing activities	-	-	-17.9	-21.5	-21.5
Change in cash and cash equivalents	-5.9	16.8	-51.7	-24.9	-65.3
Cash and cash equivalents at the start of the period	9.8	79.2	55.6	120.9	120.9
Cash and cash equivalents at the end of the period	3.9	96.0	3.9	96.0	55.6
Note A: Adjustment of items without liquidity effect					
Depreciation/amortisation	2.1	2.4	6.1	5.8	8.4
Loss on sale of property, plant and equipment	-	-	-	-	-0.2
Other provisions	-	_	-	-0.1	0.1
	2.1	2.4	6.1	5.7	8.3
Note B: Change in working capital					
Change in inventories	-6.9	11.1	-14.0	-5.8	-5.2
Change in receivables	-3.9	9.9	-7.8	21.3	20.9
Change in prepayments received	2.4	2.7	2.4	2.7	
Change of suppliers of goods and services	5.5	-14.1	5.2	-10.8	-6.3
Change in other debt, non-current	-	5.4	-3.8	-	3.8
Change in other debt, current	-9.6	-1.2	2.1	-1.4	1.9
	-12.5	13.8	-15.9	6.0	15.1

Notes

- 1. Accounting policies applied
- 2. Estimates
- 3. Season
- 4. Segment reporting

Note 1 - Accounting policies applied

The interim report is presented in accordance with IAS 34 Interim Financial Reporting as adopted by the EU and additional Danish disclosure requirements for interim reports for listed companies.

Accounting policies applied are unchanged compared to the 2014/15 annual report and the full description of accounting policies applied appears in this.

Note 2 - Estimates

The preparation of interim reports requires the management to make accounting estimates that will affect the application of the accounting policies and recognised assets, liabilities, income and costs. Actual results may deviate from these estimates.

The most important estimates, made by the management through the application of the company's accounting policies, and the most significant uncertainties associated therewith are the same when preparing the consolidated interim report as for the preparation of the annual report for 2014/15.

Note 3 - Season

The company's activities have not been affected by seasons or cyclical fluctuations in the interim report.



Note 4 - Segment reporting

The company's reporting changed with effect from 2015/16 so that three segments in Roblon A/S are reported. Comparative figures for 2014/15 have been revised.

The activity in the three business segments is as follows:

Industrial Fiber: Development, production and sale of fibre cable materials and solutions to Offshore and other

industry.

Lighting: Development, production and sale of fibre optic and LED lighting.

Engineering: Development, production and sale of cable machinery, rope-making equipment, twisters and

winders.

	Q3	Q3	Q1-Q3	Q1-Q3	Full year
DKKm	2015/16	2014/15	2015/16	2014/15	2014/15
Net revenue					
Industrial Fiber	40.9	23.8	99.4	97.5	126.4
Lighting	4.4	6.3	16.0	15.9	24.9
Engineering	16.8	26.7	55.3	56.0	76.4
Total	62.1	56.8	170.7	169.4	227.7
Operating profit (EBIT)					
Industrial Fiber	8.5	1.1	15.8	22.3	23.2
Lighting	-0.9	-2.5	-1.3	-3.4	-2.1
Engineering	-	3.1	1.8	2.1	1.0
Total	7.6	1.7	16.3	21.0	22.1
Segment assets					
Industrial Fiber	102.8	81.5	102.8	81.5	82.6
Lighting	12.4	13.9	12.4	13.9	15.2
Engineering	68.2	66.1	68.2	66.1	62.0
Undistributed items	105.3	115.1	105.3	115.1	127.6
Total	288.7	276.6	288.7	276.6	287.4
Geographical segments					
Denmark	6.2	1.3	12.6	5.3	7.5
United Kingdom	8.4	9.9	23.0	27.9	37.5
Rest of Europe	19.3	23.6	60.0	61.0	89.1
Asia	11.4	15.5	32.9	35.1	45.0
Brazil	12.5	0.9	25.6	20.0	20.5
USA	4.3	5.6	16.6	20.1	28.1
Total	62.1	56.8	170.7	169.4	227.7

When presenting the information, the revenue distribution in geographical segments is calculated on the basis of the customers' geographical location. The geographical distribution of assets is materially in Denmark.

Of the company's total revenue in the first three quarters of the financial year 2015/16, DKK 22.2 million (DKK 17.4 million) relates to sales to the company's most important customer. Sales to this customer thus account for more than 10% of the company's total revenue.