

2017 INVESTOR PRESENTATION

September 2017

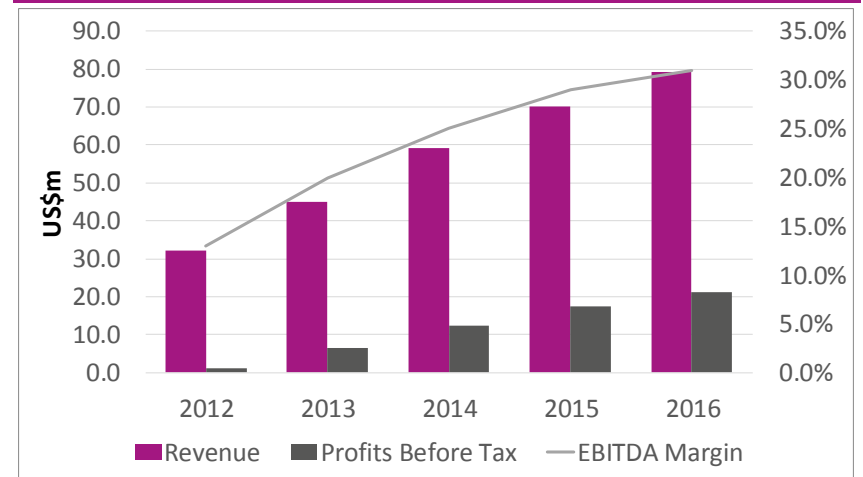


OVERVIEW

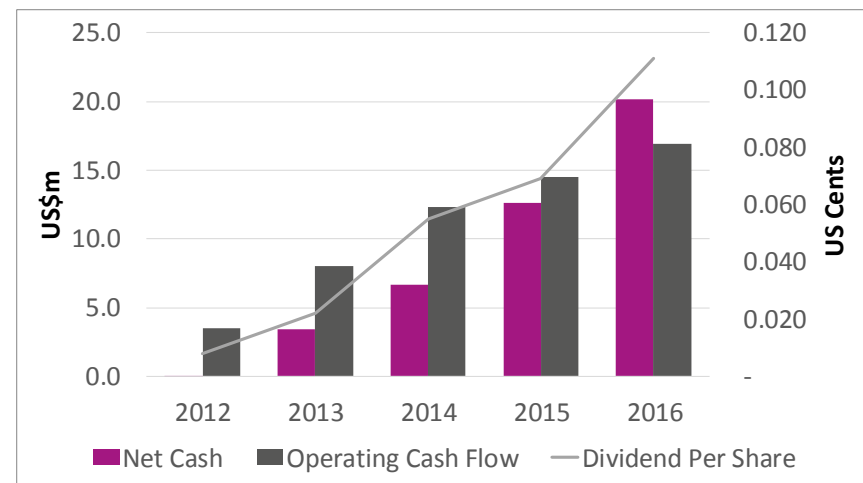
1

- Customer-focused provider of equipment used to place and screed the concrete floor in all commercial building types
- Using Somero technology benefits customers by increasing their productivity, quality and profitability as well as building owners by improving building operational efficiency, reducing operational costs
- Direct customer sales & support provides customers access to unparalleled industry expertise, training and support and enables efficient customer driven product development
- Dominant market position with 13 innovative products supported by a portfolio of 63 patents and patent applications
- Strong financial profile:
 - Profitable growth with excellent margins
 - Highly cash generative business
 - Strong, unleveraged balance sheet
 - Disciplined return of cash to shareholders through dividends
- Somero operates in the large, underpenetrated global commercial construction market
 - Broad global reach with equipment sold in 90+ countries
- Equipment has been used in construction projects for a wide-array of the world's largest organizations

PROFITABLE GROWTH & ATTRACTIVE MARGINS



STRONG CASH GENERATION



BUSINESS MODEL & COMPETITIVE ADVANTAGES

2

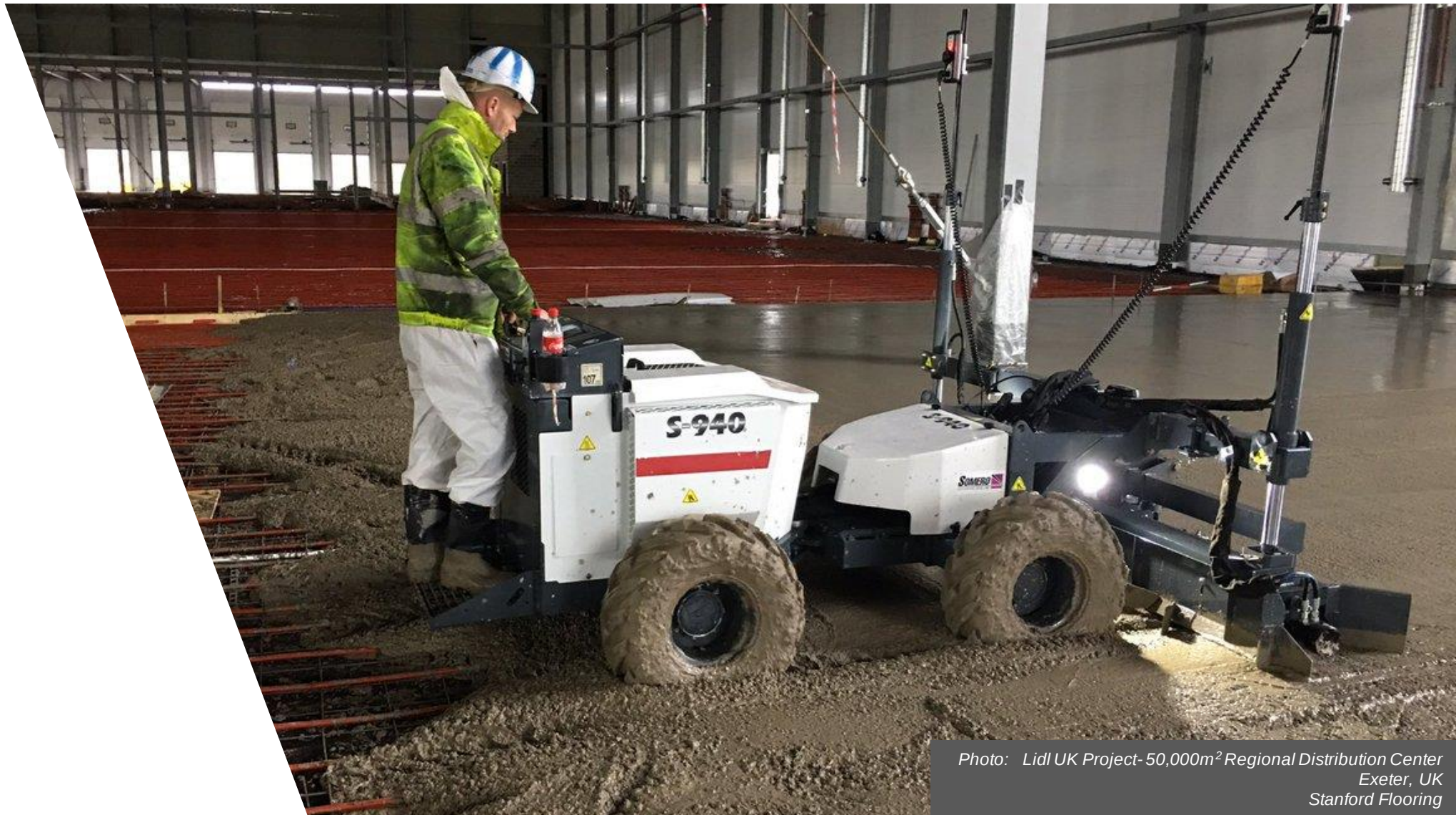


Photo: Lidl UK Project- 50,000m² Regional Distribution Center
Exeter, UK
Stanford Flooring

OUR MISSION

3

It all starts with “Why”

Our mission revolves around a simple question, “Why?”. For every Somero employee the answer is clear. We work hard to deliver world-class products and services because we’re passionate about our customers’ success and we strive to ensure our customers achieve their business and profitability goals.

Our customers see this passion day in and day out, and as a result, we earn their loyalty and are able to retain them as a customer for life.

SOMERO CUSTOMERS

Small, medium and large concrete contractors and self-performing general contractors.

Somero operates in markets across the globe, selling our products in over 90 countries, with minimal direct competition.

APPLICATIONS

Somero equipment that incorporates laser-guided technology and wide-placement methods is used to place and screed the concrete slab in all building types and has been specified for use in a wide range of construction projects including:

- Warehousing
- Industrial/Manufacturing
- Retail
- Parking structures
- Schools/Hospitals
- Other Commercial Projects

BUILDING OWNERS & END USERS

Somero equipment has been used in construction projects for a wide-array of the world’s largest organizations including:



MULTI-FACETED VALUE PROPOSITION

Key benefits to our customers

- increased quality
- productivity
- profit
- direct access to Somero’s industry expertise, training & support

Key outcomes for building owners and end-users

- operational efficiency
- improved physical appearance
- lower floor maintenance cost
- lower forklift repair cost

OUR KEY DIFFERENTIATORS

How We Pursue Our Mission Makes Us Unique

The use of our technology and equipment enables our customers to install every concrete slab faster, flatter and with fewer people.

Somero technology was developed based on a deep understanding of the industry and direct customer engagement that to this day drives us to develop innovative products and services that enable our customers to produce higher quality floors and increase their productivity and ultimately their bottom line.

Somero's business is far more than simply selling equipment. Providing customers access to unparalleled industry expertise, training and support is core to our success as an educator and innovator in the concrete industry.

KEY DIFFERENTIATORS

Innovative Product Leadership

- Pioneered the Laser Screed® machine market in 1986
- Product portfolio grown to 13 innovative products, all geared towards helping our customers improve their processes, efficiency and quality
- Proprietary designs protected by a portfolio of 63 patents and patent applications
- Direct, structured engagement with customers in new product development that funnels ideas and creative energy on the front-end into focused efforts on new products and services solidly supported by a business case

Unparalleled Industry Expertise, Service and Support

- Long, proven commitment to providing exceptional training in the classroom and on the job site to ensure our customers' success on their investment in a Laser Screed machine
- 24/7 direct global support & consulting (guaranteed response in 10 minutes in all major languages)
- Overnight spare parts delivery
- Next day world travel
- Launched Somero Concrete College in Shanghai and opened Somero Concrete Institute in Fort Myers, Florida in Q2 2017

OUR PRODUCTS AND SERVICES

What We Provide

Somero offers customers equipment with unsurpassed quality and performance combined with unparalleled global service, technical support, training and education.

Somero offers a wide portfolio of products that cover concrete slab placements in all types of construction projects. In addition to equipment and software products, Somero also sells parts, accessories and provides service and training to customers to keep their machines up and running and operating optimally.



Machine	Applications
BOOMED MACHINES:	
S-22E	(25,000-50,000+ sq. ft. placements) warehouses, manufacturing assembly plants, agricultural buildings
S-15R	
S-10A	
RIDE-ON MACHINES:	
S-940	(5,000-30,000 sq. ft. placements) schools, medical centers, retail centers and multi-level commercial construction, agricultural buildings
S-485	
S-158	
OTHER EQUIPMENT:	
3-D Profiler System ®	Exterior concrete paving and parking structures
SiteShape ® system	Exterior sub-grade
STS-11M	Projects requiring dry shake-on hardener
SP-16	Projects involving concrete hose pumps
Mini Screed™	Small commercial, residential and multi- level placements
Somero Floor Levelness System ®	Operator performance improvement feedback system for the S-22E
Remanufactured Machines	Factory certified remanufactured machines in all categories

IMPORTANCE OF QUALITY, FLAT, LEVEL CONCRETE FLOORS

Is a Quality Floor Important to the Building Owner/End-User?

The roof and walls of a building protect contents from outside elements, but the floor carries the load of the entire business operation. **The concrete floor is the most critical component of any building.** The floor is the base or the foundation from which all other trades start their work and, if improperly installed, will show in the finished product and the efficiency of the building.

Commercial construction projects have floor flatness and levelness requirements specified in the design. Once a contractor finishes placing and finishing the floor on such a job, it is measured against the specification. Failing to meet the specifications can result in a significant loss to the contractor for rework or potential tear-out and replacement of the floor.

The use of Somero technology and equipment allows contractors to rest assured that every installation will be completed faster, flatter, and with fewer people so they can efficiently meet these specifications.

That is the value we provide.

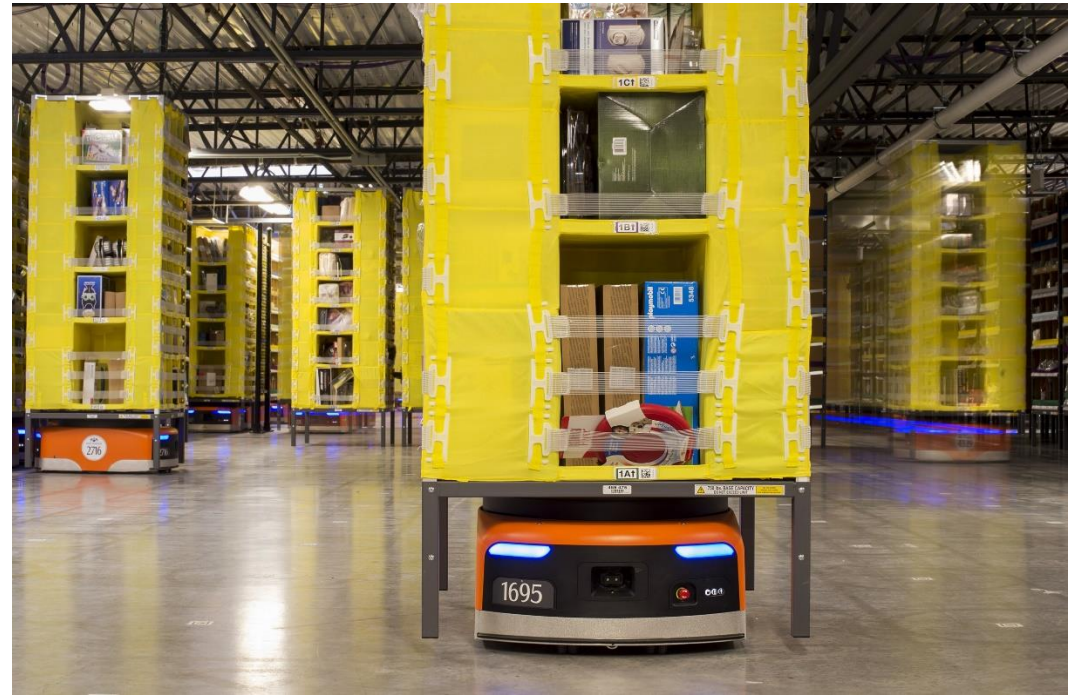


Photo: Kiva robots moving inventory at an Amazon fulfillment center in Tracy, California

Building Owners/End-Users Specifying Flat, Level Floors:



H1 2017 RESULTS

7



Photo: Boomed Screed assembly, Houghton, Michigan

FINANCIAL HIGHLIGHTS

US\$ MILLIONS (EXCEPT PER SHARE DATA)	H1 2017	H1 2016	% INCREASE
Revenue	\$42.4	\$39.7	7%
Adjusted EBITDA ⁽¹⁾	\$13.2	\$12.1	9%
Adjusted EBITDA margin ⁽¹⁾	31%	30%	
Profits before tax	\$12.0	\$10.4	15%
Adjusted net income ⁽²⁾	\$8.7	\$7.3	19%
Diluted adjusted net income per share ⁽²⁾	\$0.15	\$0.13	15%
Interim dividend per share	\$0.0275	\$0.025	10%
Cash flow from operating activities	\$9.4	\$5.8	62%
Net cash ⁽³⁾	\$18.3	\$12.1	51%

Notes:

- (1) Adjusted EBITDA as used herein is a calculation of net income plus tax provision, interest expense, interest income, foreign exchange loss, other expense, depreciation, amortization, and stock based compensation.
- (2) Adjusted net income as used herein is a calculation of net income plus amortization of intangibles and excluding the tax impact of stock option and RSU settlements and other special items.
- (3) Net cash is defined as cash and cash equivalents less borrowings under bank obligations exclusive of deferred financing costs.

H1 2017 OPERATIONAL HIGHLIGHTS

Profitable Broad-Based Growth, Investments To Support Strategy

- Broad-based geographic and product line growth:
 - Three of six territories grew in H1 2017 led by Europe, Latin America and the Rest of World countries
 - H1 2017 trading in North America ended with June at the highest levels with market indicators pointing to solid H2 2017 trading
 - Ride-on Screed sales grew 29% vs. H1 2016
 - 3-D Profiler System® revenues grew 30% vs. H1 2016
 - Other revenues grew 14% vs. H1 2016 driven by sales of parts & accessories and STS-11M Topping Spreaders
- New products contributed meaningfully to sales growth:
 - S-158C in China, the SP-16 Concrete Hose Line Pulling and Placing System, and the next generation 3-D Profiler System combined for US\$ 1.4m in sales growth vs. H1 2016
- Investments to support strategy and expansion:
 - Completed construction of Somero Concrete Institute on Fort Myers, Florida campus and held first classes in Q2 2017
 - Completed designs to expand Fort Myers Headquarters with targeted completion in Q2 2018 at a total cost of US\$ 1.3m

SALES BY TERRITORY

US\$ MILLIONS	H1 2017	H1 2016	CHANGE \$	CHANGE %
North America	\$ 28.4	\$ 29.8	\$ (1.4)	-5%
Europe	5.4	2.6	2.8	108%
China	2.7	3.8	(1.1)	-29%
Middle East	0.8	1.4	(0.6)	-43%
Latin America	1.7	0.2	1.5	750%
Rest of World ⁽¹⁾	<u>3.4</u>	<u>1.9</u>	<u>1.5</u>	<u>79%</u>
TOTAL	\$ 42.4	\$ 39.7	\$ 2.7	7%

Notes:

(1) Includes Australia, India, Southeast Asia, Scandinavia, Korea and Russia.

SALES BY PRODUCT

US\$ MILLIONS	H1 2017	H1 2016	CHANGE \$	CHANGE %
Boomed Screeds ⁽¹⁾	\$ 16.4	\$ 17.9	\$ (1.5)	-8%
Ride-on Screeds ⁽²⁾	9.4	7.3	2.1	29%
Remanufactured machines	3.0	3.0	-	-
3-D Profiler Systems	3.9	3.0	0.9	30%
Other ⁽³⁾	<u>9.7</u>	<u>8.5</u>	<u>1.2</u>	<u>14%</u>
TOTAL	\$ 42.4	\$ 39.7	\$ 2.7	7%

Notes:

(1) Boomed Screeds include the S-22E, S-15R, and S-10A.

(2) Ride-on Screeds include the S-840, S-940, S-485, and S-158C.

(3) Other revenues include Includes US\$ 5.4m and US\$ 5.2m in parts and accessories for H1 2017 and H1 2016 respectively, sales of Materials Placement equipment such as the STS-11M, sales of Lightweight equipment such as the Copperhead and Min Screed C, as well as services revenue, freight, and other miscellaneous items.

OPERATING RESULTS

Highlights:

- Gross margin improved to 56.8% compared to 56.2% in H1 2016 driven by price increases and productivity gains
- Operating expense growth due to increased commissions and insurance from higher sales volume, as well as increased personnel costs and marketing spend
- 20% 2016 effective tax rate down from 35% in H1 2016 due to one-time tax benefit from settlement of stock options and RSUs in H1 2017
- Adjusted net income⁽¹⁾ increased 19% compared to H1 2016
- Capital expenditures of US\$1.7m in H1 2017 represent construction of training facility for Somero Concrete Institute

US\$ IN MILLIONS	H1 2017	H1 2016
Revenue	\$ 42.4	\$ 39.7
Cost of sales	<u>18.3</u>	<u>17.4</u>
Gross profit	24.1	22.3
Operating expenses:		
Selling, marketing & customer support	5.4	5.2
Engineering & product development	0.7	0.5
General and administrative	<u>6.4</u>	<u>6.3</u>
Total operating expenses	<u>12.5</u>	<u>12.0</u>
Operating income	11.6	10.3
Other income (expense)	<u>0.4</u>	<u>0.1</u>
Income before income taxes	12.0	10.4
Provision for income taxes	<u>2.4</u>	<u>3.7</u>
Net income	<u>\$ 9.6</u>	<u>\$ 6.7</u>
Other data:		
Adjusted EBITDA ⁽¹⁾	13.2	12.1
Adjusted net income ⁽²⁾	8.7	7.3
Depreciation expense	0.6	0.5
Amortization expense	0.8	0.8
Capital expenditures	1.7	3.8

Notes:

(1) Adjusted net income as used herein is a calculation of net income plus amortization of intangibles and excluding the tax impact of stock option and RSU settlements and other special items.

BALANCE SHEETS

Highlights:

- Cash and equivalents decreased by US\$ 2.9m from the year-end 2016 balance due primarily to increased H1 2017 dividend payments and cash settlements of restricted stock units and stock options
- Increase in accounts receivable primarily relates to strong trading in North America and Europe to end H1 2017
- Decrease in other assets primarily attributable to amortization of intangible assets of US\$ 0.8m, which will become fully amortized in H2 2017
- Increase in accrued expense due to dividend payable of US\$ 7.5m relating to special dividend that was paid on August 14, 2017

US\$ IN MILLIONS	AS OF JUNE 30, 2017	AS OF DECEMBER 31, 2016
Cash and equivalents	\$ 18.3	\$ 21.2
Accounts receivable, net	9.4	6.3
Inventory	9.0	8.8
Prepaid expenses and other assets	<u>2.4</u>	<u>2.4</u>
Total current assets	39.1	38.7
Property, plant & equipment, net	12.7	11.6
Other assets	<u>6.5</u>	<u>7.4</u>
Total assets	<u>\$ 58.3</u>	<u>\$ 57.7</u>
Notes payable, current	\$ -	\$ -
Accounts payable	4.0	2.8
Accrued expenses	13.2	5.3
Income tax payable	<u>-</u>	<u>0.2</u>
Total current liabilities	17.2	8.3
Other liabilities	<u>0.2</u>	<u>1.2</u>
Total liabilities	17.4	9.5
Stockholders' equity	<u>40.9</u>	<u>48.2</u>
Total liabilities and stockholders' equity	<u>\$ 58.3</u>	<u>\$ 57.7</u>

CASH FLOWS

Highlights:

- Cash provided by operations increased 62% in H1 2017 to US\$ 9.4m due to earnings growth and effective working capital management
- Cash used for investments primarily driven by construction of the training facility for the Somero Concrete Institute in Fort Myers
- Financing activity outflows increased in H1 2017 due to dividend payout increase, retirement of debt, and settlement of stock options and RSUs
- Net cash at June 30, 2017 of US\$ 18.3m adequately supports special dividend of US\$ 7.5m paid on August 14, 2017

Note: 1 - See interim results announcement for definition of terms.

US\$ IN MILLIONS	SIX MONTHS ENDED JUNE 30, 2017	SIX MONTHS ENDED JUNE 30, 2016
Net income	\$ 7.6	\$ 6.7
Adjustments to reconcile to cash provided by operating activities:		
Deferred taxes	-	0.1
Depreciation & amortization	1.4	1.3
Stock based compensation and other	0.2	0.5
Working capital changes	<u>0.2</u>	<u>(2.8)</u>
Net cash provided by operating activities	<u>9.4</u>	<u>5.8</u>
Net cash used in investing activities	(1.7)	(3.8)
Payment of dividends	(4.9)	(2.8)
Stock options and RSUs settled for cash	(4.7)	(0.5)
Repayment of notes payable	<u>(1.0)</u>	<u>-</u>
Net cash used in financing activities	(10.6)	(3.3)
Effect of exchange rates on cash	<u>-</u>	<u>(0.2)</u>
Increase in cash and equivalents	(2.9)	(1.6)
Beginning cash	<u>21.2</u>	<u>13.7</u>
Ending cash	<u>\$ 18.3</u>	<u>\$ 12.1</u>

CURRENT TRADING AND OUTLOOK

- Positive trading momentum to end H1 2017 in North America has carried over into H2 providing confidence in expectations for solid H2 2017 trading
- Expect that accelerated trading seen in Europe during H1 2017 will continue with broad interest from a number of countries and demand driven by replacement equipment, technology upgrades, and new products
- China expected to show improvement in H2 2017 led by focused marketing; sales execution and lead generation activities; and gaining traction with entry level products
- Expect to build off strong H1 2017 performance in Middle East, Latin America and Rest of World territories and capitalize on significant opportunities across this broad portfolio of markets in H2
- Based on first half 2017 performance and the outlook across our markets, the Board is confident Somero will deliver another year of profitable growth for our shareholders in line with current market expectations



Photo: Honda Motor Company, 19,200m² Distribution Center
Barcelona, Spain
Rinol Rocland Suesco of Spain

LEVERAGE OUR COMPETITIVE ADVANTAGES TO EXPAND GLOBALLY AND INTRODUCE INNOVATIVE PRODUCTS TO THE MARKET.

Geographic expansion

Somero is a truly global business, supplying 90+ countries with our unique products and services.

Replicating our success in the North American market across the globe is a key element of our strategy. Supporting this commitment to grow the business globally is our investment in our international employees. Since 2007, the vast majority of our staffing increases have been employees based outside of North America.

From 2011-16 Somero nearly doubled its revenues from outside North America to US\$ 23m.

Product innovation

Somero continually searches for opportunities to leverage our core technology and design capabilities to introduce innovative products to the industry and enter untapped market segments.

Somero also understands the benefit of strong customer engagement in the product development effort, with the payoff being the ability to turn solutions to customer challenges into tangible products with a strong value proposition. This is how we build incredible customer loyalty and engagement.

Since 2011, Somero launched 6 new products which combined to represent over 60% of 2016 revenues.

5-YEAR PLAN UPDATE

Significant Progress, Objective Remains in View

We are in the fourth year of our five-year plan that targets reaching revenues of US\$ 90m in 2018.

We reached 75% of the target through three years of the plan, positioning us well with two years remaining.

Given solid fundamentals in the US and European markets and growth prospects in China, along with meaningful additional growth opportunities across our portfolio of products and geographic markets, we remain confident in our ability to meet our strategic target in 2018.

US\$ MILLIONS	BASE YEAR 2013 REVENUES	2016 REVENUES	2018 TARGET
North America	\$ 25.5	\$ 56.6	
China	6.6	6.4	
Europe	3.0	8.0	
Remaining regions	<u>10.0</u>	<u>8.4</u>	
TOTAL	\$ 45.1	\$ 79.4	\$ 90.0

Why is Somero a Compelling Investment?

- Dominant market position
- Significant barriers to entry for competitors based on technology, education and global technical support
- Customer driven product development
- Highly knowledgeable and experienced senior management team
- Financial:
 - Profitable growth with excellent margins
 - Highly cash generative business
 - Strong, unleveraged balance sheet
 - Disciplined return of cash to shareholders through dividends
- Strategic plan to double revenue by 2018
- Solid growth and market dynamics in developed markets
- Strong potential for growth in emerging markets

ADDITIONAL SLIDES

20



*Photo: Pour utilizing Somero S-940 & 3-D Profiler System
Mark Chavez Concrete
Albuquerque, New Mexico*

HISTORICAL FINANCIAL RESULTS

US\$ Millions, except per share data	YEARS ENDED DECEMBER 31,									
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Revenue	66.4	51.9	24.2	21.0	21.9	32.2	45.1	59.3	70.2	79.4
Revenue growth	19%	-22%	-53%	-13%	4%	47%	40%	32%	18%	13%
Cost of sales	28.8	23.1	12.5	11.2	11.7	16.5	21.6	27.3	31.0	34.3
Gross Profit	37.6	28.8	11.7	9.8	10.2	15.7	23.5	32.0	39.2	45.1
Gross profit %	57%	55%	48%	47%	47%	49%	52%	54%	56%	57%
SG&A	24.3	26.0	27.4	11.5	12.0	14.3	17.1	19.4	21.6	23.9
Operating income/(loss)	13.3	2.8	-15.7	-1.7	-1.8	1.4	6.4	12.6	17.6	21.2
Interest expense	-1.5	-0.8	-1.0	-0.5	-0.4	-0.3	-0.2	-0.1	-0.2	-0.1
Other income	-1.1	0.2	0.1	-0.2	-0.1	0.1	0.3	-0.1	-	0.2
Income before tax	10.7	2.2	-16.6	-2.4	-2.3	1.2	6.5	12.4	17.4	21.3
Tax	3.8	0.5	-1.2	-0.2	-	0.2	1.1	-2.1	5.8	7.0
Net income	6.9	1.7	-15.4	-2.2	-2.3	1.0	5.4	14.5	11.6	14.3
Other data:										
Adjusted EBITDA ⁽¹⁾	16.5	6.0	0.8	1.0	0.9	4.2	9.0	15.0	20.0	24.6
Adjusted EBITDA margin	25%	12%	3%	5%	4%	13%	20%	25%	29%	31%
Depreciation & amortization	2.8	2.7	2.7	2.6	2.6	2.6	2.4	2.0	2.3	2.7
Capital expenditures	0.5	0.6	-	-	0.1	0.6	0.8	1.2	4.2	4.4

Notes:

(1) - Adjusted EBITDA as used herein is a calculation of its net income/(loss) plus tax provision/(benefit), interest expense, interest income, foreign exchange gain, other expense, depreciation, amortization, stock based compensation and write-down of goodwill as applicable.

Market Dynamics

- Strong recovery in equipment pricing and sales since recessionary low point in 2011
- US non-residential construction fundamentals remain sound
- Proposed corporate tax reform, fiscal policies for infrastructure investment are positive factors for US construction outlook
- Cement consumption from non-residential building construction increased 10.9% in 2016⁽¹⁾

Growth Drivers

- US non-residential building construction spend forecast to grow 4%-7% through 2020⁽²⁾
- Technology upgrades to aging installed base
- Fleet additions
- New product introductions
- Shortage of skilled labor in the concrete construction industry

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	FY 2016	H1 2017
North America	\$25.5	\$37.2	\$49.2	\$56.6	\$28.4

H1 2017 Highlights:

- Non-residential construction activity remains solid as highlighted by projects backlogs reported by our customers that extend well into 2018
- Activity level in the market remains high, which has spurred customer demand for replacement machines, fleet additions, technology upgrades and new products
- H1 2017 trading in North America ended with June at the highest levels of the year as weather conditions across the country improved and the heavy rains seen throughout H1 2017 began to subside
- While overall H1 2017 sales in North America were US\$ 28.4m, down from the US\$ 29.8m in H1 2016, we are encouraged by the high level of activity that has carried forward which supports our expectation for solid H2 2017 trading

Notes:

(1) Percentage derived from Portland Cement Association Market Intelligence Fall Cement Outlook report dated November 2016.

(2) Estimates obtained from FMI Research Services Group 2017 US Markets Construction Overview Report.

Market Dynamics

- Greatest market opportunity for growth outside North America
- Massive quantity of cement consumption forecast to represent over 50% of 2018 world cement consumption compared to 3.5% for North America⁽¹⁾
- Current market penetration very low

Growth Drivers

- Increased demand for higher quality concrete floors
- Broader domestic acceptance of wide-placement methods and flatness, levelness floor specifications
- Increasing shortage of skilled labor

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	FY 2016	H1 2017
China	\$6.6	\$9.5	\$6.1	\$6.4	\$2.7

H1 2017 Highlights:

- Slow start to 2017 led to H1 2017 sales of US\$ 2.7m, down from US\$ 3.8m in H1 2016
- However, sales in China also ended the first half on a positive note with June trading at the highest level of the year, and we expect to build off this momentum and see improvement in H2 2017 driven by focused marketing, sales execution and lead generation activities, and gaining traction with entry-level products
- Late in 2016 introduced the newly designed entry-level S-158C along with the S-940 to China geared to attract new productivity-oriented customers
- Experience with our China long-term financing program remains positive and in-line with our previous reporting
- Positive underlying market fundamentals and long-term growth prospects remain intact

Notes:

(1) Percentage derived from Portland Cement Association Market Intelligence World Cement Consumption report dated May 2015.

Market Dynamics

- Second largest installed base of Somero equipment
- Accelerating improvement from the recessionary low-point in 2011, though region remains at an earlier stage of recovery than North America

Growth Drivers

- Continued recovery of the non-residential construction market across mainland Europe
- Technology upgrades
- Fleet additions
- New product introductions
- Shortage of skilled labor in the concrete construction industry

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	FY 2016	H1 2017
Europe	\$3.0	\$3.6	\$5.7	\$8.0	\$5.4

H1 2017 Highlights:

- Particularly strong performance in H1 2017 with sales increasing to US\$ 5.4m, up 108% from the US\$ 2.6m in H1 2016 as the recovery throughout Europe accelerated and economic conditions have improved.
- Sales came from a broad range of countries in H1 2017, with the most significant contributions from the United Kingdom, Germany, and the Czech Republic.
- Demand was also well-balanced across our product line, aided in part by new products since the previous peak sales period in Europe.

REST OF WORLD (1)

Market Dynamics

- Current market penetration very low
- Most significant opportunity in region is India, with cement consumption second only to China and forecast to represent over 15% of 2018 world cement consumption (more than 4 times that of North America)⁽²⁾
- Significant opportunities in the Middle East, Southeast Asia, Latin America and Australia

Growth Drivers

- Large multinational projects requiring high-quality floors adhering to Western standards
- Broader domestic acceptance of wide-placement methods and flatness, levelness floor specifications
- Increased availability of long-term financing options for customers
- New product introductions
- Increasing shortage of skilled labor

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	FY 2016	H1 2017
Rest of World	\$10.0	\$9.0	\$9.2	\$8.4	\$5.9

H1 2017 Highlights:

- Latin American sales were particularly strong, increasing to US\$ 1.7m, from US\$ 0.2m in H1 2016 driven by meaningful contributions from Mexico and Peru.
- Middle East H1 2017 sales were US\$ 0.8m, down from US\$ 1.4m in H1 2016, but we continue to see a high-level of interest in our equipment and have carried a solid pipeline of opportunities over into H2 2017.
- Sales in our Rest of World territories which include Australia, Southeast Asia, Korea, India, Scandinavia, and Russia sales grew 79% to US\$ 3.4m compared to US\$ 1.9m in H1 2016, with Korea and Scandinavia the most significant contributors to growth and with Australia and India also reporting sales increases compared to the previous year.

Notes:

(1) Includes Middle East, Latin America, Australia, India, Southeast Asia, Scandinavia, Korea and Russia

(2) Percentage derived from Portland Cement Association Market Intelligence World Cement Consumption report dated May 2015.

MANAGEMENT TEAM: STABILITY, EXPERIENCE, DEPTH

Name	Title	Age	Yrs. of Somero experience
Senior Management			
Jack Cooney	President, Chief Executive Officer and Director	70	19
John Yuncza	Chief Financial Officer and Director	45	2
Howard Hohmann	Executive Vice President of Sales and Director	56	28
Lance Holbrook	Vice President Sales, North America and International	46	16
Mark Pietila	Engineering	51	18
Jesse Aho	Production	35	9
Dave Raasakka	Global Customer Support	45	3
Adam Kruzich	Vice President Finance & Controller	42	1
Laura Rannals	Director of Marketing	32	1
TR Kunesh	Business Development Manager	54	8
Paul Kelly	International Consulting Manager	56	27
Non Executive Directors			
Lawrence Horsch	Non-Executive Chairman of the Board	82	7
Thomas Anderson	Non-Executive Director	65	10
Robert Scheuer	Non-Executive Director	59	1

THANK YOU

27



Jack Cooney, CEO
+1 (0) 239 210 6500
jcooney@somero.com
www.somero.com

John Yuncza, CFO
+1 (0) 239 210 6500
jyuncza@somero.com
www.somero.com



Photo: Somero S-10A
Minitech Floors
Hyderabad, India