

2017 INVESTOR PRESENTATION

June 2017



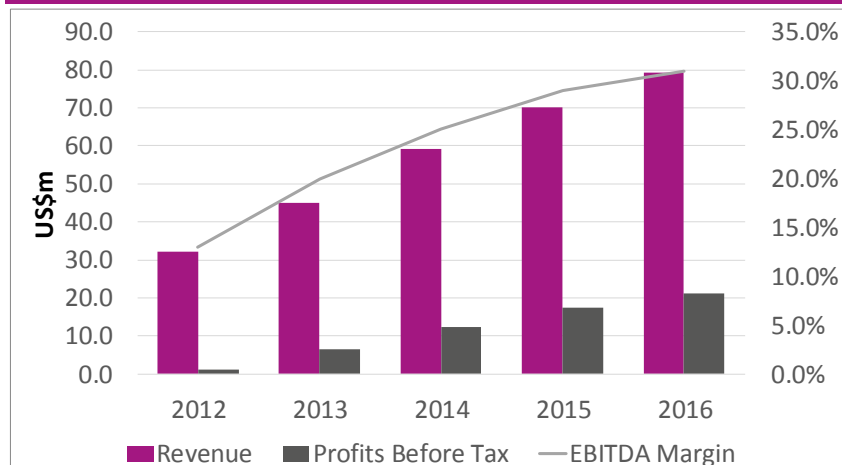
OVERVIEW

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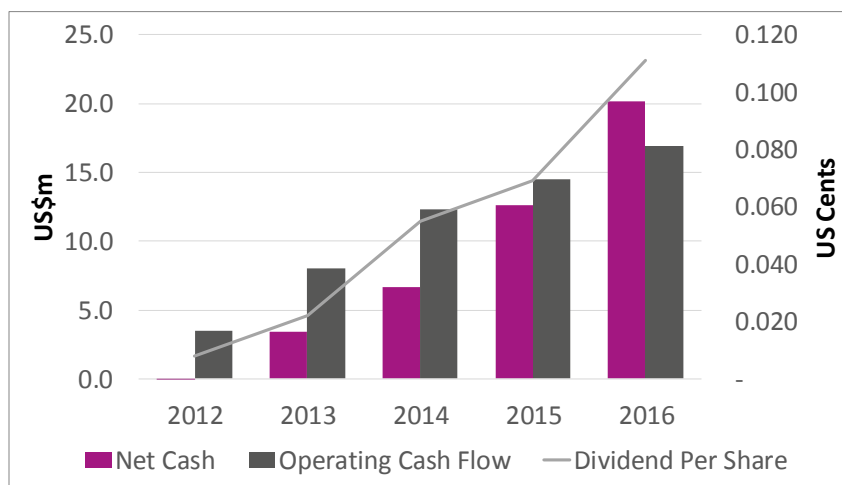
- Customer focused provider of equipment used to place and screed the concrete floor in all commercial building types
- Using Somero technology benefits both customers (increasing productivity, quality and profitability) and building owners (improving building operational efficiency, reducing operational 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

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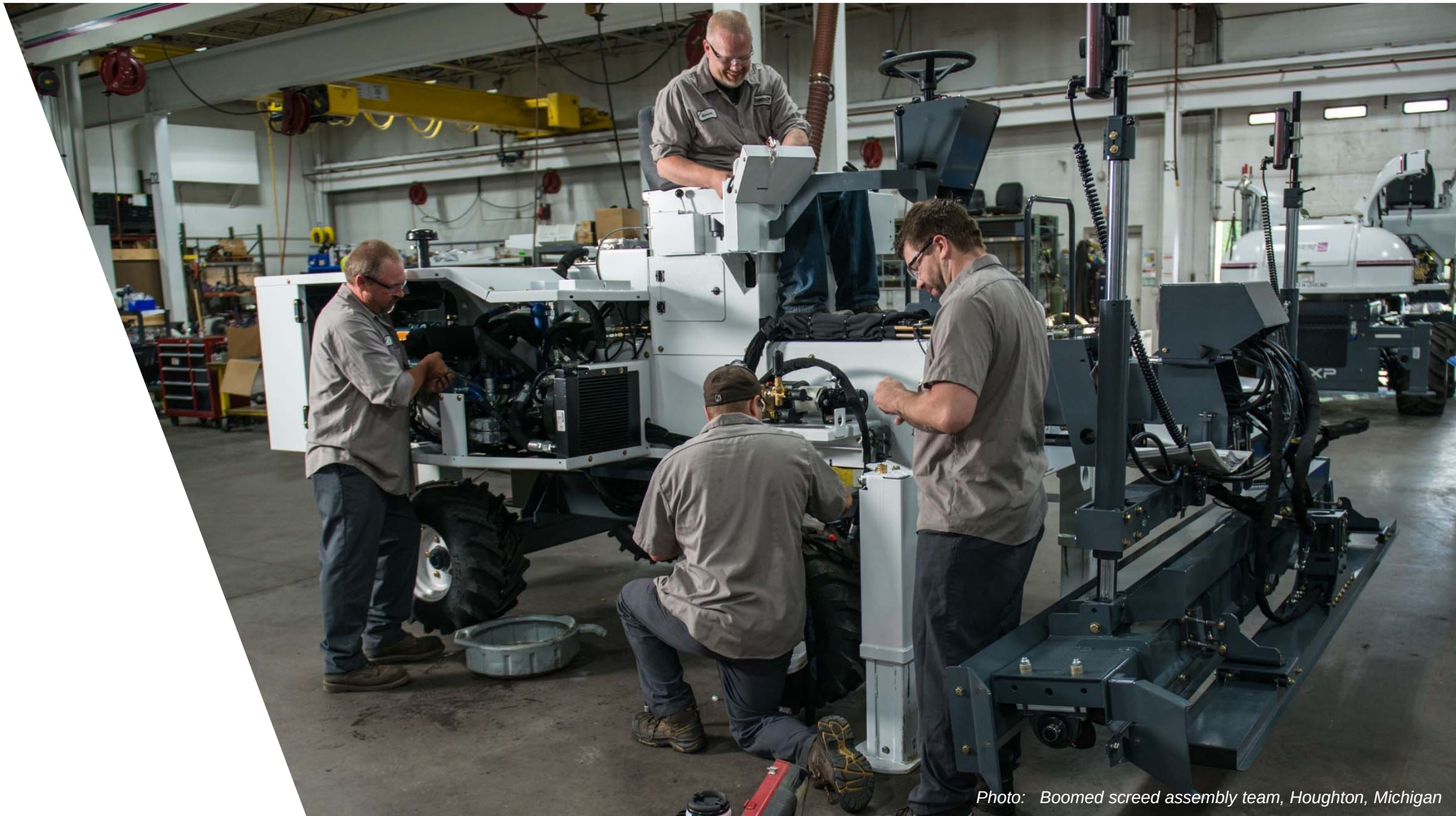


Photo: Boomed screed assembly team, Houghton, Michigan

OUR MISSION

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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, planned Q2 2017 launch of Somero Concrete Institute in US

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 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

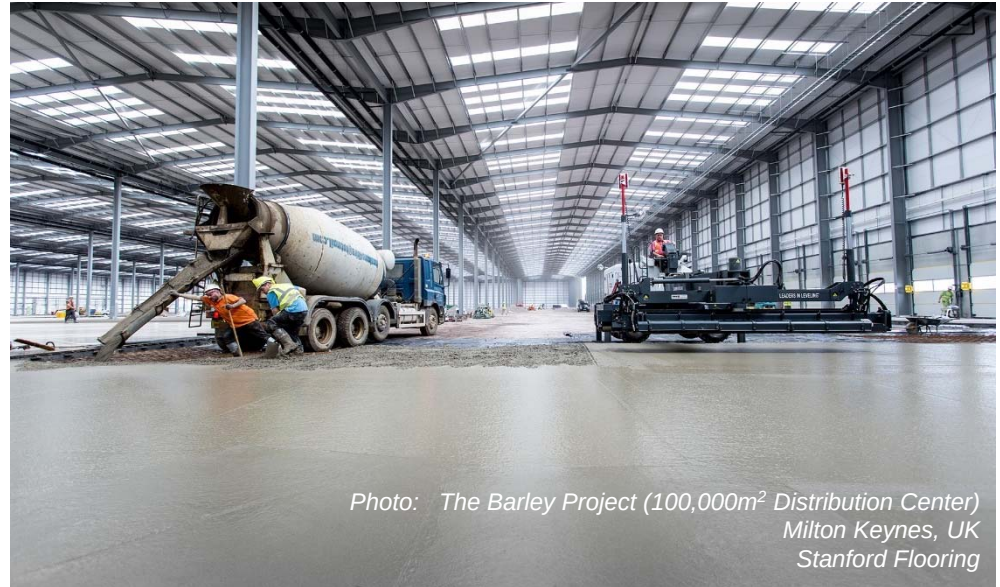
Is a Quality Floor Important to the Building Owner/End-User?

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.



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



2016 RESULTS

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FINANCIAL HIGHLIGHTS

US\$ MILLIONS (EXCEPT PER SHARE DATA)	2016	2015	% INCREASE
Revenue	79.4	70.2	13%
Adjusted EBITDA ⁽¹⁾	24.6	20.0	23%
Adjusted EBITDA margin ⁽¹⁾	31%	29%	
Profits before tax	21.3	17.4	22%
Adjusted net income ⁽²⁾	15.6	13.0	20%
Diluted adjusted net income per share ⁽²⁾	\$0.27	\$0.22	23%
Cash flow from operating activities	16.9	14.5	17%
Net cash ⁽³⁾	20.2	12.6	60%
Dividend per share	\$0.111	\$0.069	61%

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.

OPERATIONAL HIGHLIGHTS

Broad Contributions to Growth, Meaningful Investments To Execute Growth Strategy

- Broad geographic and product line growth:
 - 4 of 6 territories grew in 2016 led by North America, Europe, Australia and China.
 - Boomed and Ride-on screed product lines grew 6% and 15% vs. 2015
 - 3-D Profiler System® revenues grew 39% vs. 2015
 - Other revenues (driven by parts/accessories sales, STS-11M Topping Spreaders) grew 29% vs. 2015
- New products continue to contribute significantly to growth:
 - S-940 & S-10A machine sales contributed US\$4.6m in net growth vs. 2015
 - New product launches continue for 2017:
 - > Entry-level S-158 machine in China in Q4 2016,
 - > SP-16 Concrete Hose Line-Pulling and Placing System
 - > Next generation 3-D Profiler System
- Finished construction of new Global Headquarters & Training Facility in Fort Myers, FL
 - Completed construction of hands-on training environment on the Fort Myers campus in Q2 2017 - home to the recently launched Somero Concrete Institute

SALES BY TERRITORY

US\$ MILLIONS	2016	2015	CHANGE \$	CHANGE %
North America	56.6	49.2	7.4	15%
Europe	8.0	5.7	2.3	40%
China	6.4	6.1	0.3	5%
Middle East	2.9	2.7	0.2	7%
Latin America	1.7	2.0	(0.3)	-15%
Rest of World (1)	<u>3.8</u>	<u>4.5</u>	<u>(0.7)</u>	<u>-16%</u>
TOTAL	\$ 79.4	\$ 70.2	\$ 9.2	13%

Notes:

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

SALES BY PRODUCT

US\$ MILLIONS	2016	2015	CHANGE \$	CHANGE %
Boomed screeds ⁽¹⁾	36.3	34.1	2.2	6%
Ride-on screeds ⁽²⁾	14.4	12.5	1.9	15%
Remanufactured machines	5.9	6.3	(0.4)	-6%
3-D Profiler Systems	6.1	4.4	1.7	39%
Other ⁽³⁾	<u>16.7</u>	<u>12.9</u>	<u>3.8</u>	<u>29%</u>
TOTAL	\$ 79.4	\$ 70.2	\$ 9.2	13%

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-158.

(3) Other revenues include Includes US\$ 9.9m and US\$ 7.9m in parts and accessories for 2016 and 2015 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% in 2016 compared to 55.8% in 2015 driven by price increases, product cost reductions and productivity gains
- Operating expenses increased due to increased commissions and insurance associated with higher sales volume, as well as increased personnel costs, benefits and bonuses
- 33.0% 2016 effective tax rate down modestly from 33.5% in 2015
- Adjusted net income⁽²⁾ increased 20% compared to 2015
- Capital expenditures of US\$4.4m in 2016 well above historical levels driven by construction of Fort Myers facility in H1 2016

US\$ IN MILLIONS	FY 2016	FY 2015
Revenue	\$ 79.4	\$ 70.2
Cost of sales	<u>34.3</u>	<u>31.0</u>
Gross profit	45.1	39.2
Operating expenses:		
Selling, marketing & customer support	10.1	9.4
Engineering	1.1	1.0
General and administrative	<u>12.7</u>	<u>11.2</u>
Total operating expenses	<u>23.9</u>	<u>21.6</u>
Operating income	21.2	17.6
Other income (expense)	<u>0.1</u>	<u>(0.2)</u>
Income before income taxes	21.3	17.4
Provision for income taxes	<u>7.0</u>	<u>5.8</u>
Net income	<u>\$ 14.3</u>	<u>\$ 11.6</u>
Other data:		
Adjusted EBITDA ⁽¹⁾	24.6	20.0
Adjusted net income ⁽²⁾	15.6	13.0
Depreciation expense	1.1	0.7
Amortization expense	1.5	1.5
Capital expenditures	4.4	4.2

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.

BALANCE SHEETS

Highlights:

- Cash and equivalents increased by US\$7.5m, or 55%, in 2016 despite US\$4.4m in capital expenditures and US\$4.7m in dividend payments and cash settlements of restricted stock units and stock options
- Increase in property, plant & equipment due to completing construction of new Fort Myers Headquarters and Training Facility in H1 2016
- Other assets decreased due primarily to US\$1.5m in amortization of intangible assets in 2016
- Total debt ending 2016 of US\$1.0m (included in Other liabilities) was paid in full at the end of January 2017

US\$ IN MILLIONS	AS OF DECEMBER 31, 2016	AS OF DECEMBER 31, 2015
Cash and equivalents	\$ 21.2	\$ 13.7
Accounts receivable, net	6.3	6.0
Inventory	8.8	8.5
Prepaid expenses and other assets	<u>2.4</u>	<u>2.1</u>
Total current assets	38.7	30.3
Property, plant & equipment, net	11.6	8.3
Other assets	<u>7.4</u>	<u>9.8</u>
Total assets	<u>\$ 57.7</u>	<u>\$ 48.4</u>
Notes payable, current	\$ -	\$ -
Accounts payable	2.8	3.7
Accrued expenses	5.3	4.4
Income tax payable	<u>0.2</u>	<u>1.0</u>
Total current liabilities	8.3	9.1
Other liabilities	<u>1.2</u>	<u>1.1</u>
Total liabilities	9.5	10.2
Stockholders' equity	<u>48.2</u>	<u>38.2</u>
Total liabilities and stockholders' equity	<u>\$ 57.7</u>	<u>\$ 48.4</u>

CASH FLOWS

Highlights:

- Cash provided by operations increased 17% in 2016 to US\$16.9m
- Cash used for investment primarily related to construction of new Fort Myers Headquarters and Training Facility
- Cash used in financing activities increased primarily due to increased dividend payments to shareholders
- Net cash⁽¹⁾ increased US\$7.6m to end 2016 at US\$20.2m

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

US\$ IN MILLIONS	YEAR ENDED DECEMBER 31, 2016	YEAR ENDED DECEMBER 31, 2015
Net income	\$ 14.3	\$ 11.6
Adjustments to reconcile to cash provided by operating activities:		
Deferred taxes	0.2	0.1
Depreciation & amortization	2.7	2.3
Stock based compensation and other	0.7	0.2
Working capital changes	<u>(1.0)</u>	<u>0.3</u>
Net cash provided by operating activities	<u>16.9</u>	<u>14.5</u>
Net cash used in investing activities	(4.4)	(4.2)
Payment of dividends	(4.2)	(3.3)
Stock options and RSUs settled for cash	(0.5)	(0.5)
Purchase of treasury stock	-	(0.2)
Repayment of notes payable	<u>-</u>	<u>(0.3)</u>
Net cash used in financing activities	(4.7)	(4.3)
Effect of exchange rates on cash	<u>(0.3)</u>	<u>(0.3)</u>
Increase in cash and equivalents	7.5	5.7
Beginning cash	<u>13.7</u>	<u>8.0</u>
Ending cash	<u>\$ 21.2</u>	<u>\$ 13.7</u>

CURRENT TRADING AND OUTLOOK

- Europe particularly strong building off momentum of 2016
- Solid contributions to growth from the Middle East, Latin America and Rest of World territories
- North American H1 trading has been flat due in part to poor weather and ongoing political uncertainty – remain encouraged by healthy US market fundamentals, high level of activity and extended customer backlogs
- China trading has been slow to start the year, showing signs of improvement and early traction with new entry-level products
- On a product basis, sales of Ride-On screeds and 3-D Profiler systems continue to be strong and encouraged by early opportunities for SP-16 Concrete Hose Puller and S-158 in China
- Company continues to make investments to support long-term growth by hiring additional sales, customer support, and engineering personnel in 2017
 - Board has approved plans to expand Fort Myers headquarters to accommodate growth - total project cost of US \$1.3M to be completed in H1 2018
- Board has completed its review of cash position and requirements and has approved a Special Dividend of US \$7.5M (US \$0.133 per share) reflecting Board's confidence in the outlook for the business
 - Dividend will be paid on 14 August 2017 to shareholders on the register as of 28 July 2017



Photo: Preferred Freezer Services Cold Storage Warehouse
Richland, Washington
Joseph Easley Construction & Poppoff Inc.

LEVERAGE OUR COMPETITIVE ADVANTAGES TO EXPAND GLOBALLY AND TO 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 turning 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

This was the third year of our five-year plan that targets reaching revenues of US\$ 90m in 2018.

We have now met roughly 75% of the target by reaching just over US\$ 79m with two years of the plan 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 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

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Photo: Construction of Somero Concrete Institute in Fort Myers, FL

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
North America	\$25.5	\$37.2	\$49.2	\$56.6

2016 Highlights:

- Non-residential construction activity remains solid as highlighted by projects backlogs reported by our customers that extend well into 2017
- High-level of project activity has spurred customer demand for replacement machines, fleet additions, and technology upgrades
- Sales in 2016 increased 15% due to strong demand for Ride-on machines, 3-D Profiler Systems, Remanufactured machines and Other revenues due primarily to parts and accessories sales
- Sales growth in 2016 driven in part by new product introductions (S-10A and S-940) which combined for US\$ 7.6m in sales for 2016 which represents incremental sales growth of US\$ 3.5m

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
China	\$6.6	\$9.5	\$6.1	\$6.4

2016 Highlights:

- Sales increased 5% driven by growth in Boomed machine sales and Other revenues, which was driven in part by solid demand for our STS-11M Topping spreader
- Positive underlying market fundamentals and long-term growth prospects remain intact
- Successfully brought training and educational efforts to the job-site by hosting a Mega Product Demonstration with one of our largest customers.
- Late in 2016 introduced the newly designed entry-level S-158 along with the S-940 to the China market geared to attract new productivity-oriented customers
- Long-term financing program with our equipment shut-off capability proving to be an effective program

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
Europe	\$3.0	\$3.6	\$5.7	\$8.0

2016 Highlights:

- Demand was well-balanced across our product line and on a geographic basis, with particularly solid trading activity in Italy, Poland, UK, Spain and the Czech Republic
- Sales in 2016 increased 40% due to strong demand for Boomed machines and Other revenues due to parts and accessories sales
- Sales growth in 2016 driven in part by new product introductions (S-10A and S-940) which combined for US\$ 1.4m in sales for 2016 which represents incremental sales growth of US\$ 0.8m

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
Rest of World	\$10.0	\$9.0	\$9.2	\$8.4

2016 Highlights:

- Australia sales grew 130% to reach US\$ 2.3m driven by improved economic conditions and a strengthened Australian dollar
- Sales in the Middle East grew 7% to US\$ 2.9m driven by strong contributions from Turkey, the United Arab Emirates, and Saudi Arabia
- Latin America sales declined 15% to US\$1.7m, but the 2H 2016 was considerably improved reflecting increased activity levels across the region, including modest improvement in Brazil
- Southeast Asia sales declined to US\$ 0.4m from US\$ 1.3m in 2015, however despite the sluggish performance we continue to view this market as a significant future growth opportunity given our low market penetration and the growing demand for higher quality floors
- India 2016 sales declined to US\$ 0.1m, but we exited the year with a solid pipeline of opportunities and remained focused on capturing growth in this significant market

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	55	28
Lance Holbrook	Vice President Sales, North America and International	46	16
Mark Pietila	Engineering	51	18
Jesse Aho	Production	35	8
Dave Raasakka	Global Customer Support	45	2
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
Bonnie Roth	Manager of Human Resources	40	9
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

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Photo: Ride-on screed assembly team, Houghton, Michigan