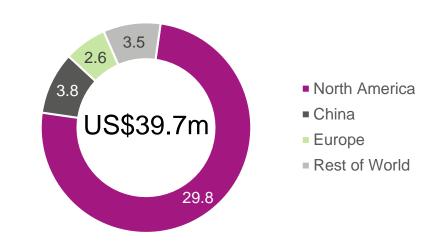


2016 INVESTOR PRESENTATION SEPTEMBER 6, 2016

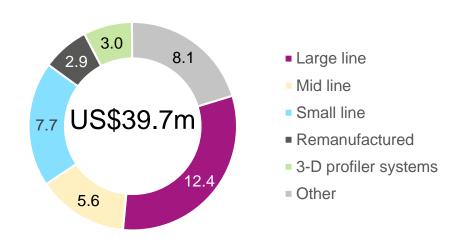
Somero® at a Glance

- Somero designs and assembles laser-guided and technologically innovative machinery used in horizontal concrete placement and screeding to advance the productivity and efficiency of the jobsite for our customers and to deliver high-quality, flat and level concrete floors for the building owner.
- Somero has been an equipment and solutions provider for the horizontal concrete placement and screeding industry for over 30 years.
- Our target market segments are commercial and industrial buildings, exterior paving and parking structures.
- Somero has direct sales and technical support capabilities in 90+ countries.
- Somero currently holds 56 patents.
- Somero has nearly 100% of the global laser screeding machine market share.

H1 2016 Revenue by Territory



H1 2016 Revenue by Product Line





Somero® Business Model

Somero is more than simply a seller of equipment. We're committed to making our customers successful in their businesses. We deliver on this promise through two key differentiators:

1. Industry expertise, service, training & support

Our comprehensive industry expertise means we truly understand our customers' businesses. We provide customers with reliable, timely support and valuable guidance on their projects, well beyond the use of our equipment on the jobsite.

2. Innovative Product Leadership

Our close customer relationships enable us to develop innovative products that produce higher quality floors, reduce manpower, increase productivity and ultimately enable our customers to become more successful in their business.

SOMERO

Design and assemble laser-guided, technologically innovative machinery used in horizontal concrete placement and screeding

Key differentiators

Our technology enables placements to be completed faster, flatter and with fewer people.

Supported by:

- Industry expertise, service/support, training
- Innovative product leadership



SOMERO CUSTOMERS

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

END USERS

Small to large domestic & multinational organizations:

- Warehousing
- Commercial
- Industrial
- Retail
- Schools

MULTI-FACETED VALUE PROPOSITION

Key benefits

- Increases quality
- productivity
- → profit

Key outcomes

- Operational efficiency
- Improved physical appearance
- ∠ Lower forklift repair cost







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.

Key outcomes

- → Operational efficiency
- → Improved appearance
- Lower maintenance cost
- ∠ Lower forklift repair cost

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





















































Our Products

Our Applications

Boomed Machines (45% of H1 '16 revenue)



(25,000-60,000 sq. ft. placements) warehouses, manufacturing assembly plants, agricultural structures











Drive thru Concrete (19% of H1 '16 revenue)



(5,000-25,000 sq. ft. placements) schools, medical centers, retail centers and multi-level commercial construction





Other

(36% of H1 '16 revenue)

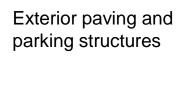
3-D Profiler System

Remanufactured Machines

S-940

S-485









Parts and Accessories





Market Dynamics and Growth Drivers

	North America	Europe	China	ROW
Market Dynamics	 Largest market Strong recovery since the recessionary low point in 2010-2011 Non-residential construction industry fundamentals remain sound in the US 	 Territory with second largest installed base of equipment Continued steady improvement from the recessionary low-point in 2010-11 Appears to be at an earlier stage of recovery than North America 	 Greatest market opportunity for growth outside North America Massive quantity of cement consumption estimated to represent nearly 57.5% of total world consumption in 2015 compared to 3.5% for North America (1) 	 India represents significant growth opportunity with cement consumption second only to China and more than double North American consumption (1) Other territories representing significant opportunities are: Middle East, Southeast Asia, Latin America, and Australia
Drivers of growth	 Growth in US non-residential construction spend - forecast to be 5%-7% through 2019. (2) Aging fleet of installed equipment New product introductions Technology upgrades Shortage of skilled labor in the concrete contractor industry 	 Continued recovery of the non-residential construction market across mainland Europe Aging fleet of installed equipment New product introductions Technology upgrades Shortage of skilled labor in the concrete contractor industry 	 Large multinationals moving into the region requiring western standards Broader domestic acceptance of US flatness and levelness floor specifications and wide-placement methods as supported by the China Flooring Association Increase in the availability of long-term financing options for customers Increasing shortage of skilled labor Low market penetration 	 CFA (Concrete Floors Asia) conducts Industry Seminars Large Multi Nationals requiring western standards Market demand for quality floors Skilled workers limited Low market penetration







Financial Results

(US\$ millions, except per share data)	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	H1 2015	H1 2016
Revenue	\$21.9	\$32.2	\$45.1	\$59.3	\$70.2	\$35.3	\$39.7
Gross Profit	10.2	15.7	23.5	32.0	39.2	19.4	22.3
Adjusted EBITDA (1)	0.9	4.2	9.0	15.0	20.0	9.5	12.1
Dividend per share	-	\$0.008	\$0.022	\$0.055	\$0.069	\$0.019	\$0.025
Gross Profit %	46.6%	48.8%	52.1%	54.0%	55.8%	55.0%	56.2%
Adjusted EBITDA %	4.1%	13.0%	20.0%	25.3%	28.5%	27.0%	30.3%

(1) – Adjusted EBITDA is a non-GAAP measure. See detailed reconciliation included in Somero's financial reports.

EBITDA grew at a 117% CAGR from 2011-2015

- H1 2016 revenue up 12% vs. H1 2015
- H1 2016 EBITDA % exceeding 30%
- H1 2016 Gross Profit % up by 120 basis points vs. H1 2015
- H1 2016 EBITDA conversion rate of 59%



Financial Position

(US\$ millions)	As of December 31, 2011	As of December 31, 2012	As of December 31, 2013	As of December 31, 2014	As of December 31, 2015	As of June 30, 2016
Cash and equivalents	\$0.1	\$1.2	\$6.0	\$8.0	\$13.7	\$12.1
Total debt	<u>4.8</u>	<u>3.1</u>	<u>2.6</u>	<u>1.3</u>	<u>1.1</u>	<u>1.0</u>
Net (debt) cash	(4.7)	(1.9)	3.4	6.7	12.6	11.1
Total assets	26.3	26.9	32.1	39.2	48.4	52.9
Operating cash flow	0.6	3.5	8.0	12.3	14.5	5.8

Highly cash generative business; strong balance sheet and net cash position at June 30, 2016

- Net cash position at June 30, 2016 remains over US\$ 10.0m despite self-funding construction of new Global Headquarters and Training Facility in H1 2016
- Solid recurring operating cash flows exceeding US\$ 40m on a cumulative basis from 2013 through H1 2016
- Total assets of US\$ 52.9m at June 30, 2016, doubling total assets as of year-end 2011



Current Trading and 2016 Outlook

Positive trading momentum in North America has continued into H2 2016 reflecting a healthy non-residential construction market in the United States driven by demand for new products, replacement equipment, fleet additions, and technology upgrades. The ongoing construction growth and project backlogs our customers are experiencing point to continued solid performance in the North American market for the remainder of 2016.

Overall activity levels in EMEA were positive in H1 2016, with Europe particularly active continuing a positive recovery trend. In the Middle East, while H1 2016 revenues of US\$ 1.4m were down compared to H1 2015, we continue to be encouraged by activity levels across numerous countries that comprise this territory.

The China market improved in H1 2016 due to positive market conditions, traction with our market development activities, and the positive impact of the long-term financing program. In H1 2016, approximately 35% of our sales in China were financed under the long-term financing program. Our low penetration rate combined with greater acceptance of wide-placement theory and flatness standards and customer willingness to use our products and services provides Somero ample opportunity for growth going forward in this market.

We are also seeing positive activity levels in Latin America and expect meaningful improvement in H2 2016. In Southeast Asia and Korea, while H1 2016 sales were below previous year levels, we remain encouraged by solid opportunities in each of these markets.

After significantly strong trading in June to finish H1 2016, the solid activity levels from H1 2016 have carried over to July and August as we continue to see significant opportunities across our broad portfolio of markets.

We are very pleased with our performance in the first half of 2016 and remain confident in delivering another year of solid, profitable growth for our shareholders in line with current market expectations.



A Clear Strategic Objective

In 2014, the Company outlined its strategic objective to double 2013 revenue of US\$ 45.1m by 2018.

The Company has made significant progress towards this goal, growing 2015 revenues to US\$ 70m, an 18% increase from 2014, and growing H1 2016 revenues to US\$ 39.7m, a 12% increase from H1 2015.

With solid fundamentals in the US and European markets, and significant additional growth opportunities across our broad portfolio of products and geographic markets, we remain confident in our ability to achieve our strategic target in 2018.

US\$ MILLIONS	YEAR ENDED DECEMBER 31, 2013	GROWTH RATE
North America	\$ 25.5	100%
China	6.6	200%
Europe	3.0	200%
Remaining regions	10.0	40%
TOTAL	\$ 45.1	100%



North America Update

Market Dynamics

Strong recovery in equipment pricing and sales since recessionary low point in 2010-11.

Non-residential construction fundamentals remain sound in the US; cement consumption from nonresidential building construction increased 14% in 2015⁽¹⁾.

Growth Drivers

US non-residential building construction spend forecast to grow 5%-7% through 2019⁽²⁾.

- Technology upgrades to aging fleet of installed equipment.
- Fleet additions.
- New product introductions.
- Shortage of skilled labor in the concrete construction industry.

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	H1 2016
North America	\$25.5	\$37.2	\$49.2	\$29.8

H1 2016 Highlights:

- Sales increased 24% due to strong demand for Mid line, Small line, 3-D Profiler Systems, and Other revenues.
- Non-residential construction spending remains solid spurred by customer demand for replacement machines, fleet additions, and technology upgrades.
- Sales growth also driven by new product introductions (S-10A and S-940), price increases and a shortage of skilled labor in the US concrete construction industry.



China Update

Market Dynamics

Represents greatest opportunity for growth outside of North America.

Massive cement consumption estimated to represent 57.5% of total world consumption compared to 3.5% for North America⁽¹⁾.

Growth opportunity is significant given very low current penetration.

Company does not believe 2015 growth slowdown materially impacts near-term opportunity.

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	H1 2016
China	\$6.6	\$9.5	\$6.1	\$3.8

H1 2016 Highlights:

- Market environment improved with sales increasing 15% compared to H1 2015
- Market fundamentals, long-term growth prospects encouraging
- Experience with long-term financing program positive
- Growing acceptance of wide-placement methods and demand for higher quality floors driven by the Somero Concrete College, Project Site Mega Demos, and sales engineer staff efforts to educate the marketplace
- Increasing wages, demand for automation, and economic evolution towards logistics/big box retailing/e-commerce increasing demand for productivity and floor flatness provided by Somero equipment



China Growth Drivers

- Demand for quality floors
- Measuring System (FF/FL) numbers introduced/accepted
- Customer Support, operator training, jobsite consulting, product demonstrations
- New product launches
- Key employees (sales, sales engineers, technical support)
- Marketing
- Availability of financing

Proven drivers of US & European growth are the "roadmap" for growth in China.



China Growth Strategy

Evaluation/Selling Process

- Direct sales force
- Product line simplification tailored to market
- Product demonstrations/Trade-Shows
- Somero Concrete College
- Long-Term Financing Program

Market Development (Increase Volume of **Trigger Projects**)

- Promote wide-placement theory & specifications
- Education/training on best practices
- Somero Concrete College

Somero entry into market

Customer lands trigger project

Customer Loyalty (Repeat Purchase)

Customer growth drives increased investment in Somero equipment

Customer purchases Somero machine

Superior post-purchase experience

- Education/training (Somero Concrete College)
- Job-site consultation
- Support & maintenance

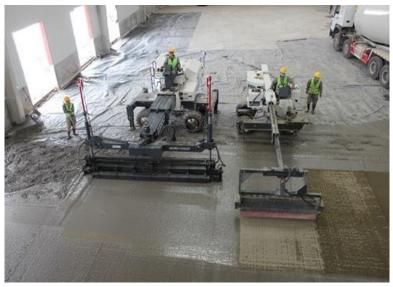


China Customer Case Study

Shenyang Nester

- Flooring material applicator prior to purchasing their first Somero laser screed machine
- Nester's goal was to self perform and install concrete floors using their own staff
- Somero provided training, education on wide-placement best practices, and on-site consultation to Nester employees
- In May 2014, Nester purchased their first machine, an S-840
- Since then, Nester has purchased 4 additional machines including:
 - An S-240 (large line boomed machine) and an STS-11M (spreader) in May 2015
 - An STS-11M at the end of 2015
 - An S-22E in March 2016
- To date, Nester has purchased over US\$ 2m in Somero equipment
- Nester is now Somero's largest Chinese customer with 80 employees placing 500,000m² in concrete flooring per year
- Nester is one of China's most professional flooring contractors completing numerous projects for multinational corporations





May 8, 2016 Shenyang Nester Mega Demo GLP Prologis Warehouse Jiaozhou, Qingdao, Shandong Province



Europe Update

Market Dynamics

Second largest installed base of Somero equipment

Continued, steady improvement from the recessionary low-point in 2010-11

Region appears to be at an earlier stage of recovery than North America

Growth Drivers

Continued recovery of the nonresidential construction market across mainland Europe

Technology upgrades of aging fleet of installed equipment

Fleet additions

New product introductions

Shortage of skilled labor in the concrete contractor industry

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	H1 2016
Europe	\$3.0	\$3.6	\$5.7	\$2.6

H1 2016 Highlights:

- Continuing positive trajectory with sales growing to US\$ 2.6m for H1 2016, up 32% compared to H1 2015
- Growth remains broad based driven by demand in Spain, Poland, Italy, Germany and Eastern Europe
- On a product basis, growth driven by increased sales of Mid line and Small line machines



Rest of World

Market Dynamics

Very low market penetration across the rest of world territories

Most significant growth opportunity is India, with cement consumption estimated to be 7.4% of 2015 world demand, more than double North America⁽¹⁾

Growth Drivers

Increased demand for higher quality concrete floors

Broader domestic acceptance of wide-placement methods and US flatness and levelness floor specifications

Shortages of skilled labor

US\$ MILLIONS	FY 2013	FY 2014	FY 2015	H1 2016
Rest of World	\$10.0	\$9.0	\$9.2	\$3.5

H1 2016 Highlights:

- Australia sales increased to US\$ 1.1m from US\$ 0.8m in H1 2015 primarily driven by increased Small line, Mid line machine sales and Other revenues
- Middle East sales declined to US\$ 1.4m from US\$ 1.9m in H1 2015 due primarily to exceptional volume in the prior year. H1 2016 sales reflect strength in Dubai, Turkey and Saudi Arabia
- Sales in Latin America declined to US\$ 0.2m from US\$ 1.4m in H1 2015 driven in part by continued challenges in Brazil and a reduced level of project activity in Mexico. We expect to see improvement in this territory in H2 2016
- Southeast Asia sales fell to US\$ 0.2m from US\$ 1.0m in H1 2016. Despite the sales decline from H1 2015, activity levels remain solid and we remain optimistic about the growth opportunity in this territory in the coming years
- India H1 2016 sales were flat with H1 2015 at US\$ 0.1m as we remain in the initial phase of penetrating this significant market



Why is this 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:
 - Superior Gross/EBITDA 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



Historical Financial Results

			ΥE	EARS ENDE	D DECEMB	ER 31,				
US\$ Millions, except per share data	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Revenue	55.9	66.4	51.9	24.2	21.0	21.9	32.2	45.1	59.3	70.2
Revenue Growth	32%	19%	-22%	-53%	-13%	4%	47%	40%	32%	18%
Cost of Sales	25.7	28.8	23.1	12.5	11.2	11.7	16.5	21.6	27.3	31.0
Gross Profit	30.2	37.6	28.8	11.7	9.8	10.2	15.7	23.5	32.0	39.2
Gross Margin	54%	57%	55%	48%	47%	47%	49%	52%	54%	56%
SG&A	18.3	24.3	26.0	27.4	11.5	12.0	14.3	17.1	19.4	21.6
Operating Income/(loss)	11.9	13.3	2.8	-15.7	-1.7	-1.8	1.4	6.4	12.6	17.6
Interest Expense	-3.7	-1.5	-0.8	-1.0	-0.5	-0.4	-0.3	-0.2	-0.1	-0.2
Other Income	-	-1.1	0.2	0.1	-0.2	-0.1	0.1	0.3	-0.1	_
Income Before Tax	8.2	10.7	2.2	-16.6	-2.4	-2.3	1.2	6.5	12.4	17.4
Tax	2.8	3.8	0.5	-1.2	-0.2	-	0.2	1.1	-2.1	5.8
Net Income	5.4	6.9	1.7	-15.4	-2.2	-2.3	1.0	5.4	14.5	11.6
Other Data:										
EBITDA (1)	14.7	16.5	6.0	0.8	1.0	0.9	4.2	9.0	15.0	20.0
EBITDA margin	26%	25%	12%	3%	5%	4%	13%	20%	25%	29%
Depreciation & Amortization	2.8	2.8	2.7	2.7	2.6	2.6	2.6	2.4	2.0	2.3
Capital Expenditures	0.4	0.5	0.6	-	-	0.1	0.6	8.0	1.2	4.2







Statements of Operations

US\$ IN MILLIONS	SIX MONTHS ENDED JUNE 30, 2016	SIX MONTHS ENDED JUNE 30, 2015
Revenue	\$ 39.7	\$ 35.3
Cost of Sales	<u>17.4</u>	15.9
Gross Profit	22.3	19.4
Operating Expenses:		
Selling	4.0	3.6
Engineering	0.5	0.5
General and Administrative	7.5	7.0
Total Operating Expenses	12.0	11.1
Operating Income	10.3	8.3
Other Income (Expense)	0.1	(0.1)
Income before income taxes	10.4	8.2
Provision(Benefit) for Income Taxes	3.7	2.8
Net Income	<u>\$ 6.7</u>	<u>\$ 5.4</u>
Other Data:		
Adjusted EBITDA ^(1,2,4)	12.1	9.5
Adjusted Net Income ^(1,3,4)	7.3	6.0
Depreciation Expense	0.5	0.3
Amortization Expense	0.8	0.8
Capital Expenditures	3.8	2.2

Highlights:

- Gross margin increased to 56.2% from 55.0% in H1 2015 driven by positive impacts of price increases, productivity gains and product mix
- Operating expenses increased due to higher commissions, personnel costs, marketing costs, professional fees, stockbased compensation and insurance
- Operating income grew 24% from H1 2015 demonstrating controlled investment in resources to support business growth
- 35% H1 2016 effective tax rate consistent with go-forward expectations
- Efficient translation of growth to profitability illustrated by Adjusted EBITDA conversion rate of 59% (Growth in EBITDA/Growth in Sales)
- Capital expenditures increased to US\$ 3.8m due to spend to complete construction of new Global Headquarters and Training Facility



Adjusted Net Income and Adjusted Net Income per Share

US\$ MILLIONS (EXCEPT PER SHARE DATA)	SIX MONTHS ENDED JUNE 30, 2016	SIX MONTHS ENDED JUNE 30, 2015	CHANGE %
Net income	\$ 6.7	\$ 5.4	
Amortization	0.8	0.8	
Tax impact of stock option and RSU settlements	(0.2)	(0.1)	
Adjusted net income	7.3	6.0	22%
Adjusted net income per share (diluted)	\$ 0.13	\$ 0.10	30%



Balance Sheets

US\$ IN MILLIONS	AS OF JUNE 30, 2016	AS OF DEC. 31, 2015
Cash and equivalents	\$ 12.1	\$ 13.7
Accounts receivable, net	10.2	7.2
Inventory	9.0	8.5
Prepaid expenses & other assets	1.1	0.9
Deferred tax asset	0.3	0.4
Total current assets	32.7	30.7
Other assets	20.2	17.7
Total assets	\$ 52.9	<u>\$ 48.4</u>
Notes payable, current	\$ -	\$ -
Accounts payable	4.7	3.7
Accrued expenses	5.3	4.4
Income tax payable		1.0
Total current liabilities	10.0	9.1
Other liabilities	1.1	1.1
Total liabilities	11.1	10.2
Stockholders' equity	41.8	_ 38.2
Total liabilities & stockholders' equity	<u>\$ 52.9</u>	<u>\$ 48.4</u>

Highlights:

- Cash & equivalents decreased by US\$ 1.6m from year-end 2015 due to US\$ 3.8m in capital expenditures related primarily to the new Global Headquarters and Training Facility, US\$ 3.3m in dividend payments & equity instrument settlements, and US\$ 4.7m in H1 2016 tax payments
- Increase in accounts receivable of US \$ 2.9m due primarily to an increase in US receivables associated with the extraordinarily strong end of June 2016
- Increase in other assets due to a US\$ 3.3m net increase to property, plant and equipment associated with investment in the Fort Myers building, offset partly by US\$ 0.8m in H1 2016 amortization of intangibles



Statements of Cash Flows

US\$ IN MILLIONS	SIX MONTHS ENDED JUNE 30, 2016	SIX MONTHS ENDED JUNE 30, 2015
Net income	\$ 6.7	\$ 5.4
Adjustments to reconcile to cash provided by operating activities:		
Deferred taxes	0.1	(0.2)
Depreciation & amortization	1.3	1.1
Stock based compensation and other	0.5	0.1
Working capital changes	(2.8)	0.9
Net cash provided by operating activities	5.8	7.3
Net cash used in investing activities	(3.8)	(2.2)
Payment of dividends	(2.8)	(2.3)
Stock options and RSUs settled for cash	(0.5)	(0.3)
Purchase of treasury stock	-	(0.2)
Repayment of notes payable		(0.2)
Net cash used in financing activities	(3.3)	(3.0)
Effect of exchange rates on cash	(0.2)	
Increase in cash and equivalents	(1.6)	2.1
Beginning cash	13.7	8.0
Ending cash	<u>\$ 12.1</u>	<u>\$ 10.1</u>

Highlights:

- Net cash provided by operating activities decreased by US\$ 1.5m from H1 2015 due primarily to increased investment in working capital and timing of tax payments
- Net cash used in investing activities increased by US\$ 1.6m driven by spend to complete construction of the new Global Headquarters and Training Facility in Florida
- Dividend payments to shareholders increased by US\$ 0.5m reflecting an increased final 2015 dividend payment of US 5 cents per share compared to a final dividend of US 4 cents per share for 2014



Senior Management: Stability, Experience, Depth

Name	Title	Age	Yrs. of Somero experience
Senior Management			
Jack Cooney	President, Chief Executive Officer and Director	69	18
John Yuncza	Chief Financial Officer and Director	44	1
Howard Hohmann	Executive Vice President of Sales and Director	54	27
Lance Holbrook	Vice President Sales, North America and International	46	16
Mark Pietila	Engineering	49	14
Jesse Aho	Production	34	8
Dave Raasakka	Global Customer Support	44	2
Adam Kruzich	Vice President Finance & Controller	42	1
Paul Kelly	International Consulting Manager	55	26
Bonnie Roth	Manager of Human Resources	39	5
Non Executive Direct	tors		
Lawrence Horsch	Non-Executive Chairman of the Board	81	7
Thomas Anderson	Non-Executive Director	64	9
Robert Scheuer	Non-Executive Director	58	1



Thank you

Jack Cooney, CEO

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