

Business Review January– September 2022

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President and CEO

Componenta Corporation

Finland's leading contract manufacturer of metal components

The result for January–September 2022

Key figures

- Net sales increased and was EUR 79.0 million (EUR 62.0 million)
- EBITDA improved and was EUR 4.3 million (EUR 3.6 million)
- The operating result was EUR 0.1 million (EUR -0.8 million)
- Cash flow from operating activities was EUR 2.7 million (EUR 0.5 million)

Financing

- The Group's cash and cash equivalents at the end of September were EUR 6.5 million (EUR 7.6 million)
- At the end of the review period, the group had binding credit commitments of EUR 4.0 million, of which unused EUR 2.0 million and a subscription limit of USD 8.0 million, of which the unused portion was USD 7.5 million
- The Group's liquidity was at a good level at the end of the review period

Market situation

- The order book is at a very strong level (Net sales guidelines lifted on 25.10.)
- The direct effects of the Ukraine crisis on Componenta's operations are mild
- The general availability of materials has improved
- The upward trend in purchase prices continued
- Uncertainties in the energy market have kept the price level of electrical energy very high and exceptionally volatile

Topical during the reporting period COMPONENTA

Customers and order book

- New sales success and increasing market share
- Maintaining service capability
- Development of commodity and electricity indices and other sales prices changes
- Strong order book and positive outlook despite the circumstances



Operating environment

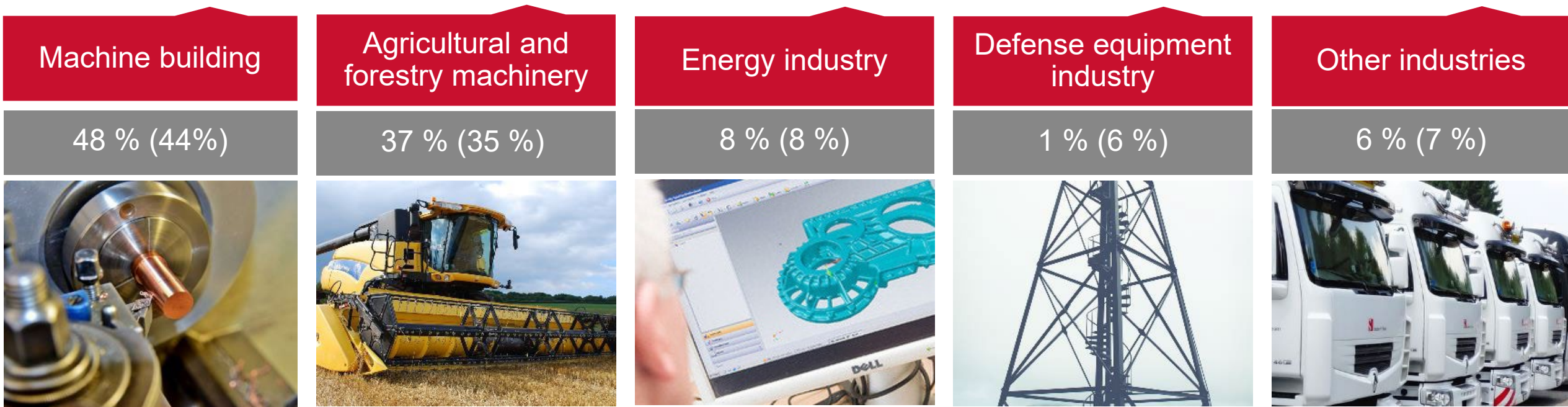
- General economic situation and effects of the Ukraine crisis
- Energy cost development and possible limitation scenarios
- Availability of materials and components and expectations of cost development



Personnel and own actions

- Flexibility, resilience and commitment of our own personnel
- Ensuring capacity and responding to changes in order backlog
- Ensuring the procurement of materials and raw materials

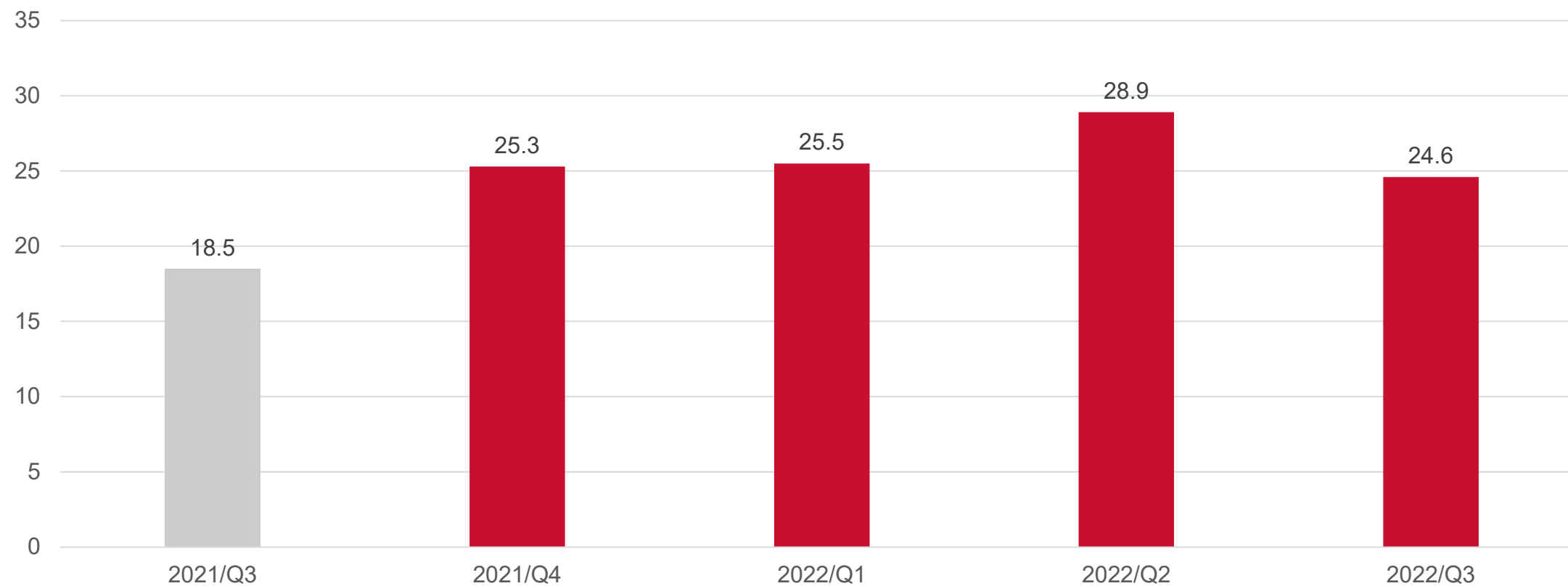
Net sales by customer segments



H1/2022

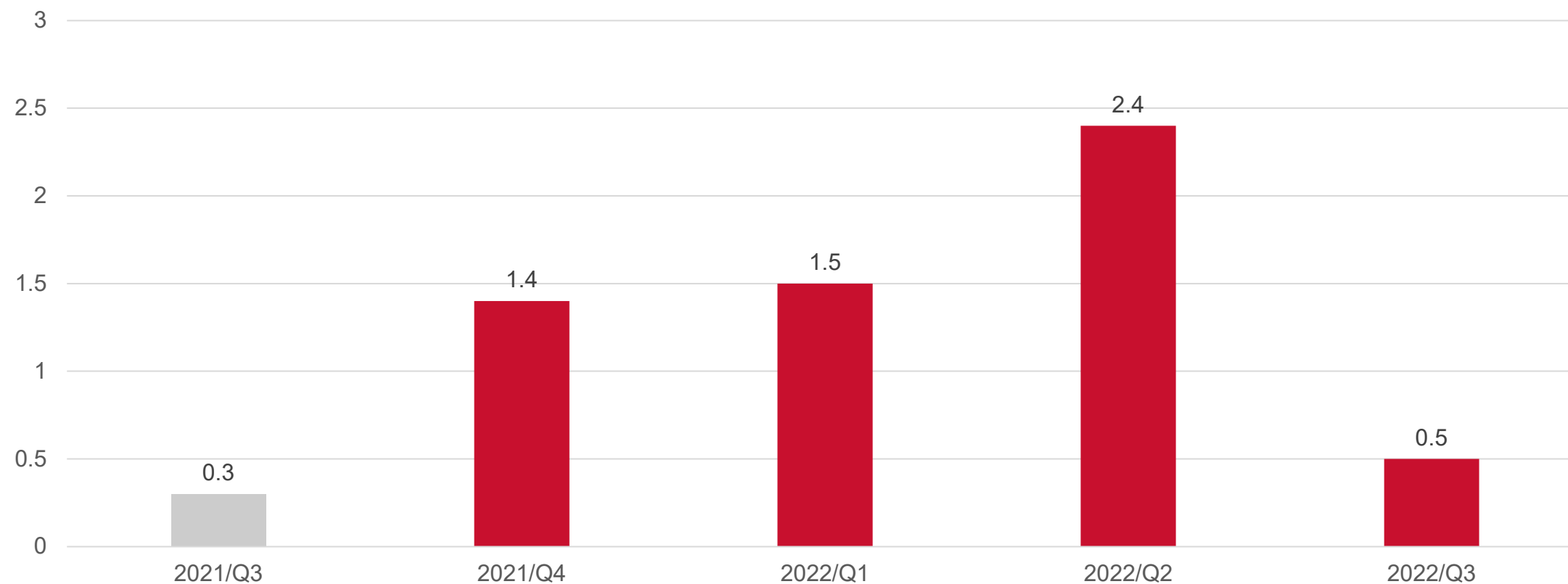
Net sales

EUR, million



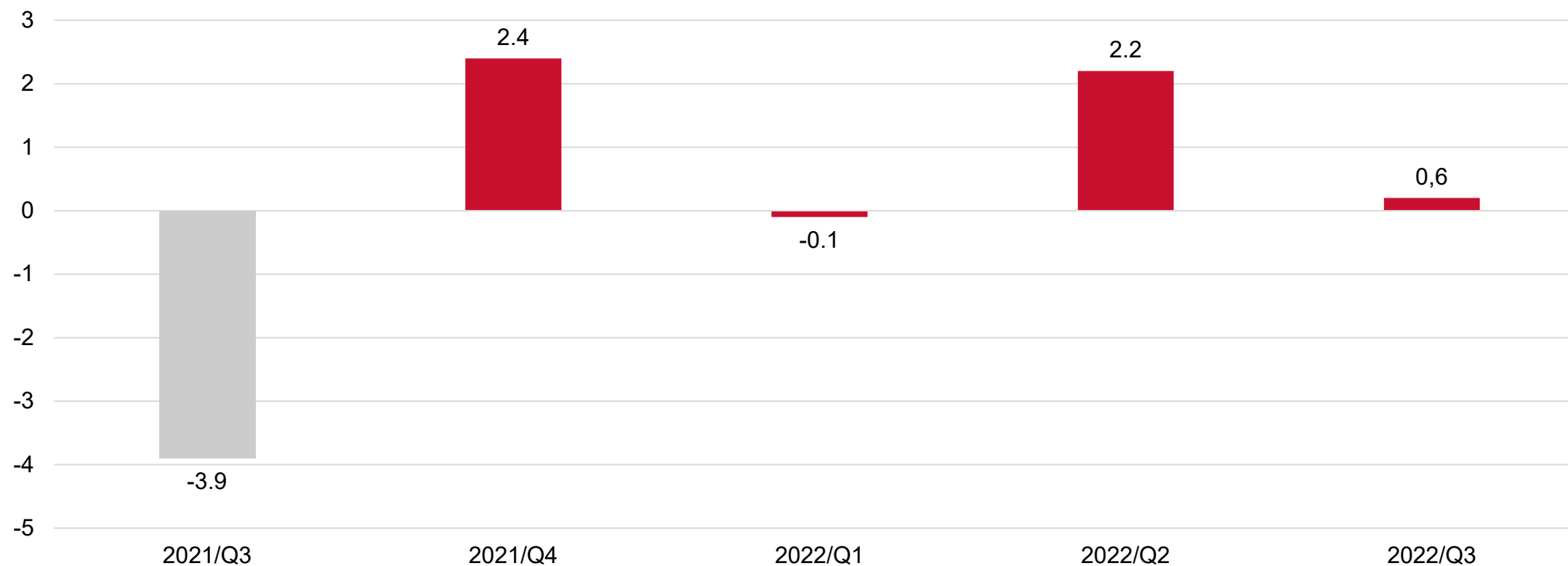
EBITDA

EUR, million



Cash flow from operating activities

EUR, million



Componenta in brief

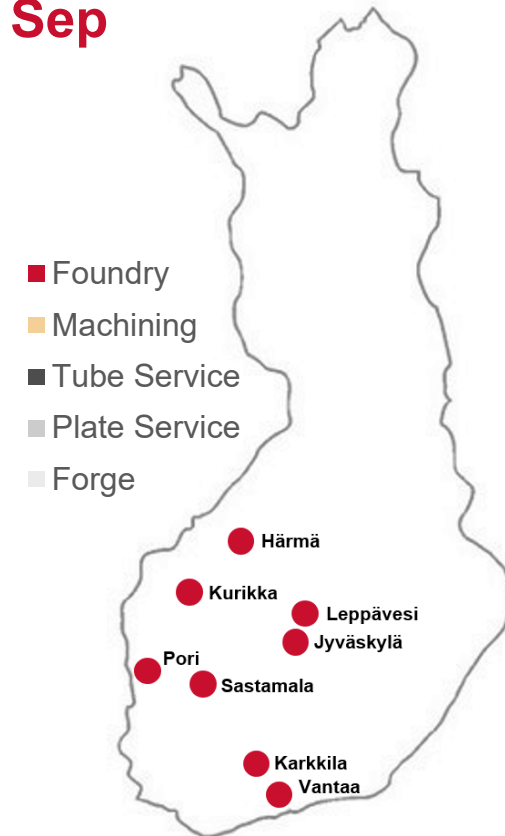
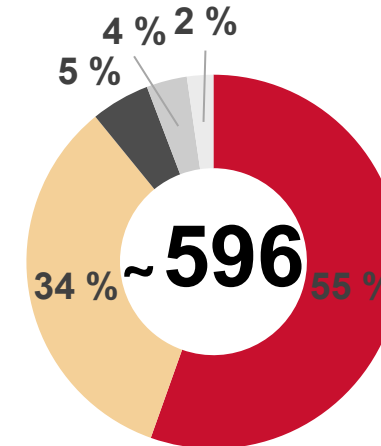
Component contract manufacturing

Customers are global manufacturers of vehicles, machines and equipment

Key figures

	Jan–Sep /2022	Jan–Sep /2021
• Net sales, EUR million	79.0	62.0
• EBITDA, EUR million	4.3	3.6
• Operating profit, EUR million	0.1	-0.8
• Cash flow from operating activities, EUR million	2.7	0.5

Personnel 1 Jan–30 Sep 2022



Guidance 2022

Componenta expects the net sales in 2022 to be EUR 105–110 million. EBITDA is expected to improve from the previous year.

In focus in 2022

- Labor resourcing to ensure capacity
- Availability of materials, development of purchase prices and the situation of the electricity market
- Our goal is to be the primary total supplier of contract manufacturing
- Continuous improvement of profitability
 - We will continue to invest in strengthening our market position
 - Development of own operations, occupational safety and targeted investments
 - From a technology-centric approach to a deeper customer orientation
 - In our customer relationships, we invest in active dialogue and maintaining customer satisfaction

Responsible contract manufacturer

Responsibly together with customers and suppliers

- We want to be the primary responsible total supplier to our customers
- The company's business model is built on long-term customer relationships
- Close to the customer – domestic service and quick response
- We are actively developing our supplier network
- Expanding the offer also through a subcontracting network.

Componenta's business is based on a circular economy

- The important role of the circular economy in production processes:
 - waste recovery
 - the main raw material for casting components is recycled metal
 - reuse of waste and by-products
- Continuous improvement of energy efficiency:
 - The most modern electric smelting technologies are used
- Certified quality, environmental and occupational safety systems.

Safety and personnel well-being at the heart of what we do

- Our values: openness, honesty and respect
- 600 skilled and committed employees
- We invest in the health and safety of our personnel
- We support the diversity and equality of our personnel.

Componenta's strategy 2020–2023

COMPONENTA

COMPONENTA 2020

WAYS TO GROW

COMPONENTA 2023:
WHAT WE WILL BE

High level of service
Wide range of offering
Close customer relationships

- Customer-focused profitable growth
- Inorganic growth
- Value maximization, waste minimization
- Expanded offering
- People, leadership and culture



We have reached our targets for growth and profitability.

We know our customers. We are their first choice partner and preferred supplier.

Our competitive edge consists of high quality service, sustainability, even wider offering, strong customer focus and capable people.

CHANGES SHAPING OUR WORLD

Consolidation of businesses

Changes in competitive advantages

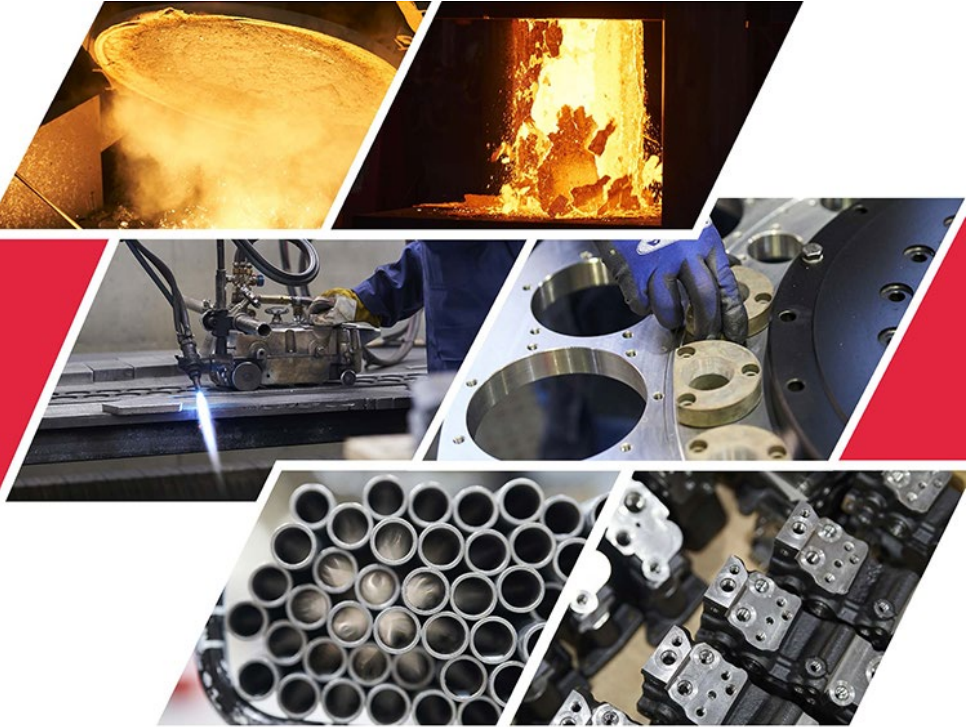
Changes in global trade and supply chains

Changes in labour market

Automation and Industry 4.0

Environmental awareness and regulation

COMPONENTA



Thank you!