

# Componenta Corporation Interim Report

1 January - 30 September 2003

# COMPONENTA Income statement

| MEUR  | 2003<br>1 - 9 | 2002<br>1 - 9 | 2002<br>1 - 12 |
|---|---------------|---------------|----------------|
| Net sales   | 131.7         | 136.3         | 180.8          |
| Change in net sales, %                                | -3.4          | -7.7          | -6.7           |
| Other operating income                                | 0.6           | 2.5           | 3.1            |
| Share of result of associated companies               | 8.0           | 0.0           | 0.2            |
| Operating expenses                                    | 118.6         | 125.8         | 167.7          |
| Depreciation and write-down of non-<br>current assets | 9.2           | 8.6           | 9.4            |
| Operating profit                                      | 5.3           | 4.5           | 7.0            |
| Operating profit, %                                   | 4.1           | 3.3           | 3.9            |
| Financial income and expenses                         | -5.9          | -6.7          | -9.1           |
| Result after financial items                          | -0.6          | -2.2          | -2.1           |
| Net result  | 0.3           | 0.2           | 1.0            |



# Operating profit by business group

| MEUR                      | 2003  | 2002  | 2002   |
|---------------------------|-------|-------|--------|
|                           | 1 - 9 | 1 - 9 | 1 - 12 |
| Cast and Other Components | 6.5   | 4.3   | 5.8    |
| Other Business            | -1.1  | 0.2   | 1.2    |
| Total                     | 5.3   | 4.5   | 7.0    |

# COMPONENTA Key ratios

|   | 30.9.<br>2003 | 30.9.<br>2002 | 31.12.<br>2002 |
|---|---------------|---------------|----------------|
| Equity ratio, %, preferred capital note in equity                 | 31.8          | 30.0          | 31.4           |
| Return on equity, %   | 0.8           | 0.7           | 2.5            |
| Invested capital, MEUR  | 173           | 197           | 188            |
| Return on investments, %  | 4.7           | 3.8           | 4.4            |
| Net interest bearing debt, preferred capital note in equity, MEUR | 108           | 125           | 117            |
| Net gearing, %, preferred capital note in equity                  | 167           | 184           | 171            |
| Order book, MEUR  | 26.9          | 28.4          | 24.9           |
| Investments in non-current assets, MEUR                           | -0.3          | -8.3          | -5.7           |
| Investments in production facilities, MEUR                        | 0.8           | 6.4           | 7.9            |
| EPS, EUR  | 0.03          | 0.02          | 0.11           |
| Equity/share, EUR   | 3.85          | 3.87          | 3.92           |
| Number of personnel, average                                      | 1,592         | 1,711         | 1,705          |
| Number of personnel at the end of the period                      | 1,589         | 1,719         | 1,616          |



# Cash Flow

| MEUR   | 1.130.9.2003 | 1.130.9.2002 | .131.12.2002 |
|--|--------------|--------------|--------------|
| Cash flow from operations  |              |              |              |
| Profit/loss before extraordinary items                             | -0.6         | -2.2         | -2.1         |
| Depreciation, amortization and write-down                          | 9.2          | 8.6          | 9.4          |
| Net financial income and expenses                                  | 5.9          | 6.6          | 9.1          |
| Other income and expenses, adjustments to cash flow                | -1.2         | -5.2         | -3.5         |
| Change in net working capital                                      | 6.9          | -1.2         | 1.6          |
| Cash flow from operations before financing and income taxes        | 20.2         | 6.6          | 14.4         |
| Net financial income and expenses                                  | -5.7         | -6.0         | -7.9         |
| Income taxes   | 0.0          | 0.0          | 0.0          |
| Cash flow from operations  | 14.5         | 0.6          | 6.5          |
| Cash flow from investing activities                                |              |              |              |
| Capital expenditure in tangible and intangible assets              | -0.8         | -6.4         | -7.0         |
| Proceeds from tangible and intangible assets                       | 1.2          | 0.7          | 3.6          |
| Other investments and loans granted                                | -0.7         | -2.9         | -2.4         |
| Proceeds from other investments and repayments of loan receivables | 0.0          | 0.3          | 0.0          |
| Cash flow from investing activities                                | -0.3         | -8.3         | -5.7         |
| Cash flow from financing activities                                |              |              |              |
| Dividends paid   | -1.0         | -1.4         | -1.4         |
| Share issue  | -            | -            | -            |
| Draw-down (+)/ repayment (-) of preferred capital note             | -3.2         | -2.6         | -2.6         |
| Draw-down (+)/ repayment (-) of current loans                      | 3.9          | 19.2         | 9.5          |
| Draw-down (+)/ repayment (-) of non-current loans                  | -15.9        | -5.6         | -5.0         |
| Cash flow from financing activities                                | -16.1        | 9.5          | 0.4          |
| Increase (+)/ decrease(-) in cash and bank accounts                | -1.9         | 1.7          | 1.2          |



# Review period in brief

- Result improved from previous year
- Net sales MEUR 131.7 (MEUR 136.3); decline 3%
- Operating profit MEUR 5.3 (MEUR 4.5)
- Result after financial items MEUR -0.6 (MEUR -2.2)
- Consolidated net result MEUR 0.3 (MEUR 0.2)
- Earnings per share EUR 0.03 (EUR 0.02)

# Review period in brief

- Result improved, despite fall in net sales, thanks to restructuring programme, improved results of associated companies and lower financing costs
- Higher global market prices than previous year for scrap steel weakened result
- Non-recurring items MEUR -0.4 (1.3)
- Financing costs down from previous year
- Reduction in personnel (170 => 120) at Främmestad unit, due to loss of products as customers change production strategies; impact on volumes in 2004

# Review period in brief

- Two foundries operating with low capacity usage will be merged and a new efficient foundry with higher capacity utilization will be formed
- By this action will be eliminated surplus capacity and removed the need for duplicate investments
- Result and cash flow will improve -> annual improvement of EUR 5 million in result as from 2005
- Net investments of EUR 6 million required to start up new foundry
- Closing costs of a foundry EUR 3 million
- One-time write-downs EUR 4 million

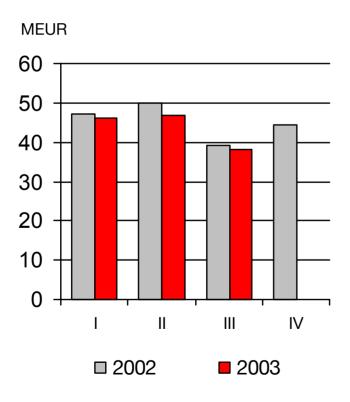
# Development of customer industry

- Deliveries to Componenta's customer sectors fell 3% from same period in previous year
- Demand for heavy trucks and output in Europe fell at start of 2003 but remained at satisfactory level. Q3 deliveries in 03 down on 02 (-3%)
- Demand from machine building industry rose Q3 in 03 from 02 (+7%). Demand for whole year at same level as previous year (+/-0%)
- Demand from power and transmission Q3 in 03 down from 02 (-2%)
- Off-road demand Q3 substantially down (-17%) from previous year. Whole year -5% from last year

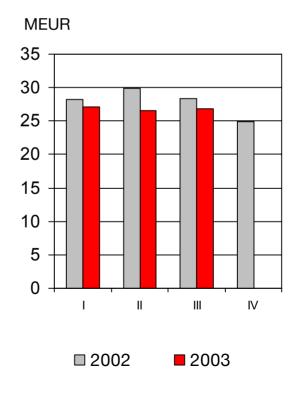


## Net sales and order book

#### **Net sales**



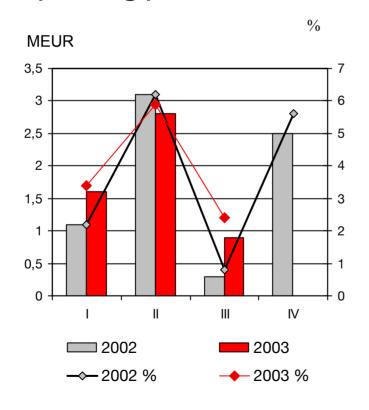
#### Order book



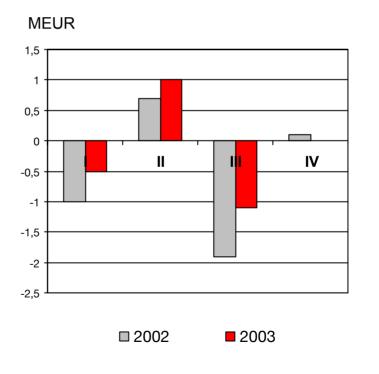


# Operating profit and result after financial items

#### Operating profit/loss

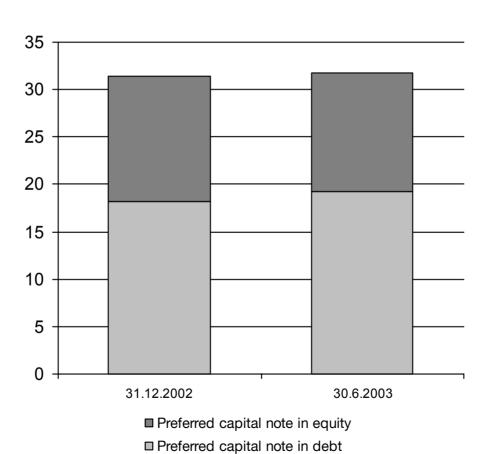


#### Profit/loss after financial items





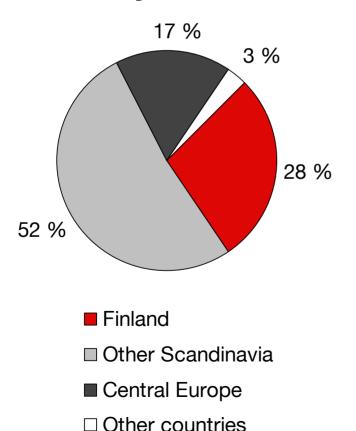
# Equity ratio, %



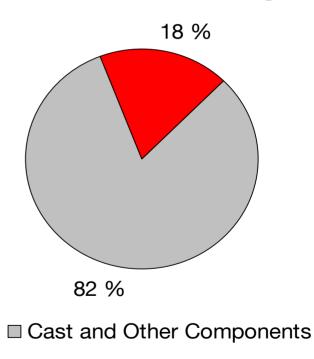


## Division of sales

#### Sales by market area



#### Sales by business group



Other operations



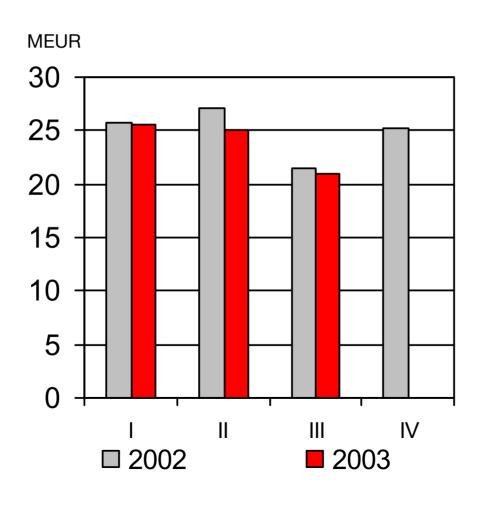
## Sales to customer industries



| Heavy<br>trucks | Power and transmission | Machine<br>building | Off-road  | Others  |
|-----------------|------------------------|---------------------|-----------|---------|
| 55% (55%)       | 15% (14%)              | 14% (14%)           | 12% (12%) | 4% (5%) |

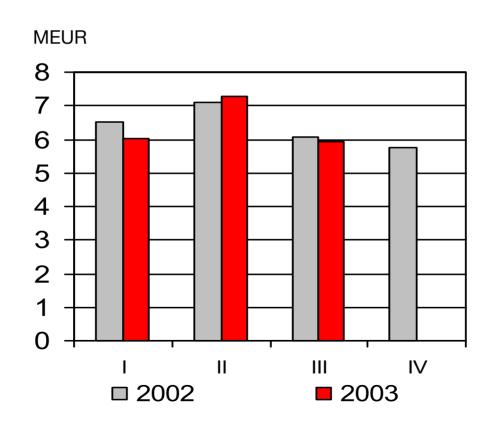


# Sales to heavy truck industry



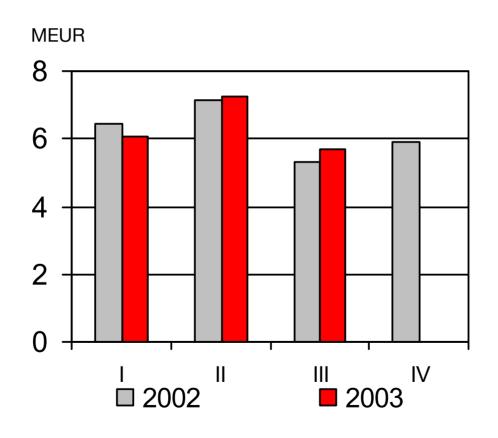


# Sales to power and transmission industry



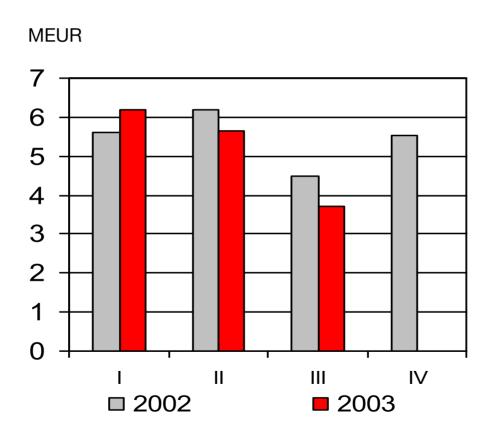


# Sales to machine building industry





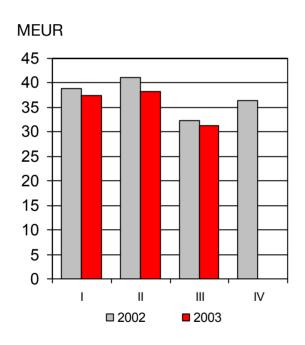
# Sales to off-road industry



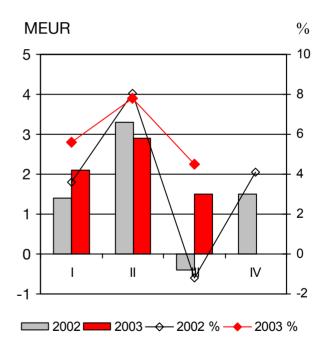


## **Cast and Other Components**

#### **Net sales**



#### **Operating profit**



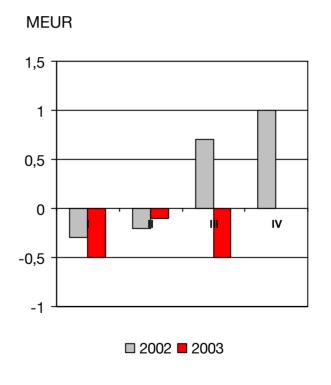


# Other operations

#### **Net sales**

# MEUR 10 9 8 7 6 5 4 3 2 1 0 ■ 2002 ■ 2003

#### **Operating profit**





# Other operations and associated companies

- Sales by Group forges increased from corresponding period in previous year; result improved
- Share of results of associated companies MEUR 0.8 (MEUR 0.0); Thermia's sales (+12%) and result showed outstanding improvement. Result also boosted by improved result at Keycast and exchange rate gains at Ulefos. Result was weakened by poorer operational result of Ulefos NV, due mainly to state of market in Norway, remedial action is being taken.
- Non-recurring items MEUR -0.4 (1.3)

## **Prospects 2003**

- Manufacturers expected to further postpone decisions on investments in machinery and equipment. Fall in interest rates and reduction in uncertainty create conditions for start up of capital expenditure by industry
- Decline in demand for components for heavy truck industry that has continued for three years is thought to have ended
- Demand is expected to start to pick up at the latest next year
- Demand for power and transmission components expected to improve towards end of year
- Demand from machine building industry has been better than expected. Off-road sales are expected to improve in final quarter despite poor performance in Q2 and Q3. Demand for these areas is expected to remain at previous year level

## Prospects Q4/2003

- Despite certain positive signals, start up of growth exposed to major risk factors
- Thanks to restructuring programmes, cost structure lighter than previous year. Further action is being taken
- Q4/03 net sales expected to be better than Q4/02
- Q4/03 operational result, excluding non-recurring items, is expected to be better than Q4/02
- Cash flow from operations will remain firmly positive
- One-time write-downs and costs of terminating operations of MEUR 7 for Karkkila-Alvesta project