

## Quarterly development of order book

 (including orders for the next two months)

## Quarterly development of net sales 2010-Q1/2015



## Income Statement

| MEUR | Q1 2015 | Q1 2014 | Change |
| :--- | ---: | ---: | ---: |
| Order book | $\mathbf{9 2 . 3}$ | 90.7 | $2 \%$ |
| Net sales | $\mathbf{1 3 3}$ | 132 | $1 \%$ |
| EBITDA*) | $\mathbf{1 0 . 3}$ | 12.1 | $-15 \%$ |
| Operating profit*) | $\mathbf{5 . 8}$ | 7.4 | $-22 \%$ |
| Net financial expenses | -5.3 | -7.5 | $-29 \%$ |
| Result after financial items*) | $\mathbf{0 . 5}$ | -0.1 | $\mathrm{n} / \mathrm{m}$ |
| One-time items and exchange rate <br> differences of operative balance sheet items | $\mathbf{- 1 . 4}$ | -0.9 | $50 \%$ |
| Taxes | $\mathbf{- 0 . 8}$ | -0.3 | $134 \%$ |
| Net profit | $\mathbf{- 1 . 7}$ | -1.3 | $26 \%$ |
| Earnings/share, EUR | $\mathbf{- 0 . 0 2}$ | -0.09 | $-76 \%$ |

*) Excluding one-time items and exchange rate differences of operative balance sheet items.


| MEUR |
| :--- |
| Net sales |
| Value of production |
| Materials |
| Direct wages and external services |
| Other variable and fixed costs |
| Total costs |
| EBITDA*) |


| Q1 2015 | Q1 2014 | Change |
| ---: | ---: | ---: |
| 133.1 | 131.9 | $1 \%$ |
| 135.8 | 135.9 | $0 \%$ |
| -62.1 | -59.6 | $4 \%$ |
| -23.4 | -23.9 | $-2 \%$ |
| -40.0 | -40.3 | $-1 \%$ |
| $\mathbf{- 1 2 5 . 5}$ | -123.8 | $1 \%$ |
| $\mathbf{1 0 . 3}$ | 12.1 | $-15 \%$ |

*) Excluding one-time items and exchange rate differences of operative balance sheet items.

## Operating profit and Result after financial items

Operating profit*)

*) Excluding one-time items and exchange rate differences of operative balance sheet items.

Result after financial items*)

*) Excluding one-time items and exchange rate differences of operative balance sheet items.

## Key ratios

| MEUR | 31.3.2015 | 31.3.2014 | 31.12.2014 |
| :---: | :---: | :---: | :---: |
| Equity ratio, \% | 22.7 | 18.0 | 23.7 |
| Return on equity, \% *) | -1.5 | -2.8 | -12.1 |
| Return on equity, \% | -6.2 | -6.4 | -29.1 |
| Return on investment, \% *) | 6.9 | 9.5 | 5.6 |
| Return on investment, \% | 5.3 | 8.5 | 0.8 |
| Net interest bearing debt, MEUR | 226 | 223 | 216 |
| Net gearing, \% | 208 | 267 | 194 |
| Investments in production facilities, MEUR | 5.0 | 4.0 | 22.6 |
| Personnel at the end of period, including leased personnel | 4,253 | 4,512 | 4,238 |

*) Excluding one-time items and exchange rate differences of operative balance sheet items.

## Development of

## cash flow from operations




| MEUR | Q1 2015 | Q1 2014 |
| :--- | ---: | ---: |
| Cash flow from operations before change in net working capital, financing and taxes | $\mathbf{7 . 3}$ | 11.2 |
| Change in net working capital | $\mathbf{- 7 . 7}$ | 5.0 |
| Cash flow from operations before financing and taxes | $\mathbf{- 0 . 4}$ | 16.2 |
| Cash flow from operations*) | $\mathbf{- 4 . 0}$ | 9.7 |
| Cash flow from investments | $\mathbf{- 5 . 1}$ | -1.0 |
| Cash flow from financing activities | $\mathbf{4 . 8}$ | $-\mathbf{- 5 . 6}$ |
| Change in liquid assets | $\mathbf{- 4 . 4}$ | 3.0 |

*) Cash flow from operations weakened from the previous year mainly because of increase of inventories and receivables which were at exceptionally high level.

## Pig iron and steel scrap indexes



## Development of exchange rates Turkish lira






1) Excluding one-time items
2) Excluding one-time items and exchange rate differences of operative balance sheet items.
3) Proforma cost savings: Rolling annual impact of implemented and/or decided cost savings and improvement actions on forward basis.
4) Year 2016 figure in this chart does not include any volume neither FX changes.


## Net growth in 100 MEUR organic growth program has reached 102 MEUR by end of Q1/2015



1) Componenta expects these contracts to realise with $75 \%$ likelihood


## Manufacturing Purchasing Manager Indices



[^0]
## IFO expectations



## CDS Index




## DEVELOPMEN OF SALES AND ORDER BOOK

## Sales distribution Q1 2015

Sales by market area Q1 2015


Sales by business segment *)
Q1 2015 vs. Q1 2014


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[^1]
## Sales by customer industry Q1 2015



## Development of sales and order book in Heavy Trucks industry



## Development of supply chain in Heavy Trucks industry compared to previous year

Componenta's deliveries to heavy trucks industry in Q1/2015 vs. Q1/2014
+1\%

Volvo Group's
deliveries to distributors in Europe Q1/2015 vs. Q1/2014

+19\%

Registrations of new heavy trucks in

## Europe

1-2/2015 vs. 1-2/2014
+8\%

[^2]
## Registrations of new heavy trucks in Europe (EU27)



[^3]
## Development of sales and order book in Construction and Mining industry



Order book
Q1 2015 vs. Q1 2014
-17\%


## Development of Caterpillar dealer deliveries



[^4]
## Development of sales and order book in Machine Building industry



Order book
Q1 2015 vs. Q1 2014
+16\%


## Development of sales and order book in Agricultural Machinery industry



Order book
Q1 2015 vs. Q1 2014
-19\%


## Business climate in European agriculture

## Business Climate

Index Development


Source: CEMA Business Barometer
Index = sum of 1) evaluation of the current business situation and 2) turnover expectation, scale from -100 to +100

## Development of sales and order book in Automotive industry



Order book
Q1 2015 vs. Q1 2014

$$
+23 \%
$$

## Sales to

Automotive industry

$$
\begin{gathered}
\text { Q1 } 2015 \text { vs. Q1 } 2014 \\
\hline+21 \%
\end{gathered}
$$



## Registrations of new passenger cars in Europe (EU27)



Source: ACEA


## Development of Foundry Division



## Development of Machine Shop Division



| MEUR | Q1 2015 | Q1 2014 | Change |
| :--- | ---: | ---: | ---: |
| Order book | $\mathbf{2 2 . 8}$ | 23.2 | $-\mathbf{1 \%}$ |
| Net sales | $\mathbf{3 3 . 5}$ | 30.4 | $10 \%$ |
| Operating profit*) | $\mathbf{0 . 8}$ | 0.9 | $-10 \%$ |
| Personnel avg. | $\mathbf{4 1 0}$ | 374 | $10 \%$ |

*) Excluding one-time items and exchange rates differences of operative balance sheet items.

Operating profit*)


- Operating profit in the review period excluding one-time items and exchange rate differences of balance sheet items weakened 0.1 MEUR.
- Operating profit was negatively impacted by strengthened Turkish lira in Orhangazi and implementation problems of SAP in Främmestad.


## Development of Aluminium Division

Net sales


| MEUR | Q1 2015 | Q1 2014 | Change |
| :--- | ---: | ---: | ---: |
| Order book | $\mathbf{1 7 . 2}$ | 14.1 | $22 \%$ |
| Net sales | $\mathbf{2 2 . 2}$ | 18.1 | $23 \%$ |
| Operating profit*) | $\mathbf{2 . 6}$ | 2.4 | $7 \%$ |
| Personnel avg. | $\mathbf{8 6 3}$ | 819 | $5 \%$ |

*) Excluding one-time items and exchange rate differences of operative balance sheet items.

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Operating profit*)


- Operating profit in the review period excluding one-time items and exchange rate differences of balance sheet items improved 0.2 MEUR.
- Operating profit improved from previous year due to increased volumes. It was however burdened by strengthened Turkish lira.



## Business environment 2015

## Componenta's <br> demand prospects improving



The order book for Heavy trucks customer sector was at the beginning of April 7\% higher than at the same time in the previous year.

Demand in the heavy truck industry in Europe is expected to stay at the same level as in the previous year or to improve slightly in 2015.

Componenta's sales to heavy trucks industry customers are expected to increase more than the market due to growth in introduction of new products.

## Componenta's

demand prospects weakening


The order book for Construction and mining customer sector was at the beginning of April 17\% lower than at the same time in the previous year.

Demand in North America is expected to increase and in Europe to stabilize. Mining industry prospects are still weak due to low raw material prices. As a whole, the demand is expected to be lower than in previous year.

Componenta's sales to the customers in the construction and mining sector are expected to stay at the same level or to improve slightly due to introduction of new products.

## Business environment 2015

## Componenta's demand prospects improving



The order book for Machine building customer sector was at the beginning of April 16\% higher than at the same time in the previous year.

Componenta's sales to machine building industry are expected to rise during 2015.

## Componenta's demand prospects weakening



The order book for Agricultural machinery customer sector was at the beginning of April 19\% lower than at the same time in the previous year.

Due to worldwide crop prospects and reciprocal economic sanctions by EU and Russia, the prices of the agricultural products in Europe have clearly decreased. Due to these reasons the demand is expected to further decrease in 2015.

Componenta's sales to manufacturers of agricultural machinery are expected to decline from previous year.

## Componenta's

 demand prospects improving

The order book for Automotive customer sector was at the beginning of April $\mathbf{2 3 \%}$ higher than at the same time in the previous year.

Demand in 2015 is estimated to improve from the previous year.

Also Componenta's sales to automotive industry are expected to increase from previous year.

## Strategic actions



- The prospects for Componenta in 2015 are based on general external economic indicators, delivery forecasts given by customers, and on Componenta's order intake and order book.


## Prospects for Componenta in 2015

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[^0]:    Source: Bloomberg

[^1]:    *) Figures excluding internal eliminations

[^2]:    Sources: Volvo website, ACEA

[^3]:    Source: ACEA

[^4]:    Source: Caterpillar

