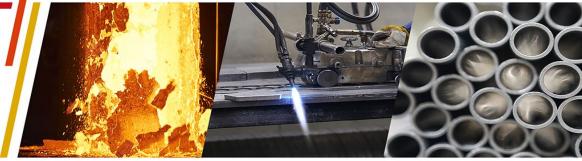


#### CEO's Review 2022



Sami Sivuranta
President and CEO
Componenta Corporation



Finland's leading contract manufacturer of metal components

#### Liiketoiminta 2022

#### **Key figures**

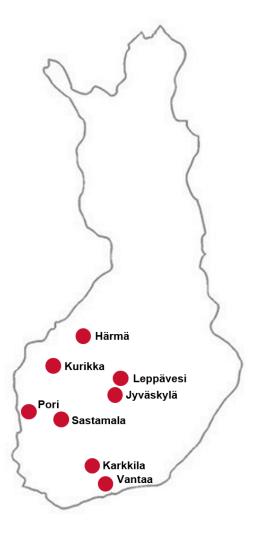
- Net sales increased clearly and was EUR 109.1 million (EUR 87.3 million)
- EBITDA improved and was EUR 7.1 million (EUR 5.0 million)
- The operating result was EUR 1.6 million (EUR 0.0 million)
- Cash flow from operating activities was EUR 6.2 million (EUR 2.8 million)

#### **Financing**

- The Group's cash and cash equivalents at the end of December were EUR 8.6 million (EUR 5.2 million)
- At the end of the financial year, the group had binding revolving credit facilities of EUR 4.0 million and a subscription limit of USD 8.0 million, of which the unused portion was USD 7.5 million
- During the financial year the group had agreed on a EUR 4 million working capital loan of which EUR 2.0 million had been drawn down on the latter part of December 2022.

#### **Market situation**

- The order book is at a very strong level and customer outlooks are generally positive
- The direct effects of the Ukraine crisis on Componenta's operations are mild
- The general availability of materials has improved but the cost level is still exceptionally high
- The large and unpredictable price fluctuation of electrical energy still continues





# Net sales by customer segments

Machine building

46 % (45 %)



Agricultural and forestry machinery

38 % (36 %)



**Energy industry** 

8 % (8 %)



Defense equipment industry

2 % (4 %)



Other industries

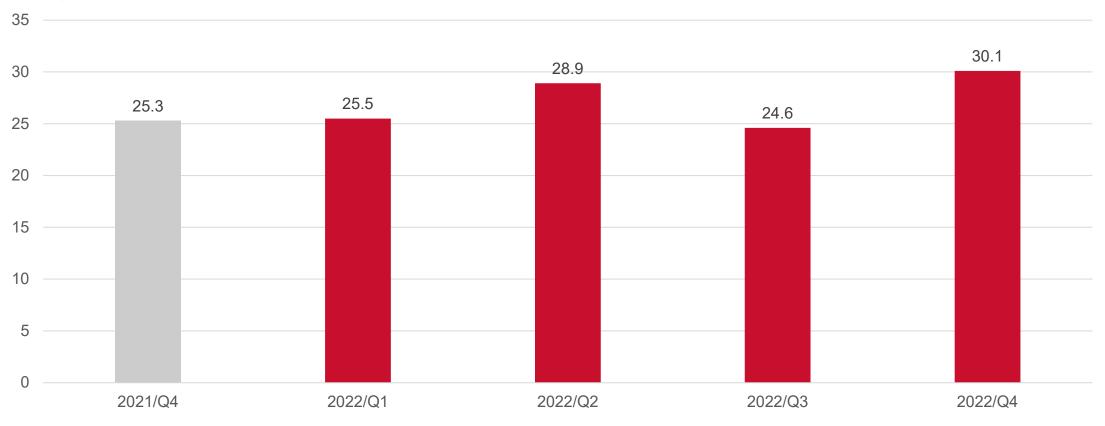
6 % (7 %)





### **Net sales**

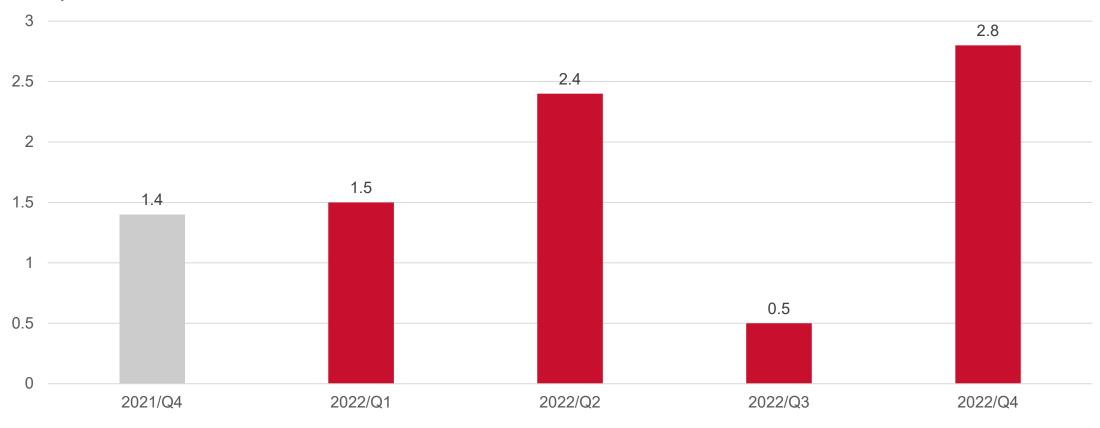
#### EUR, million





## **EBITDA**

#### EUR, million





# Consolidated income statement and key figures

	2022	2021
Net sales, EUR million	109.1	87.3
EBITDA, EUR million	7.1	5.0
Operating result, EUR million	1.6	0.0
Result for the financial period, EUR million	0.1	-0.4
Interest-bearing net debt, EUR million	4.8	6.7
Equity ratio, %	41.1	42.3
Net gearing,%	20.0	28.6
Basic earnings per share, EUR	0.01	-0.04



### Consolidated balance sheet

Assets, EUR million	Dec 31 2022	Dec 31 2021	Liabilities and shareholders'equity, EUR, million	Dec 31 2022	Dec 31 2021
Intangible assets	2.0	1.8	Share capital	1,0	1,0
Goodwill	3.2	3.2	Other equity	23,1	22,5
Tangible assets	27.3	28.3	Non-current interest-bearing debt	9,9	9,1
Other non-current assets	0.5	0.5	Non-current interest free debt	0,8	1,3
Inventories	13,3	12,2	Current interest-bearing debt	3,6	2,8
Receivables	3,9	4,2	Current interest free debt	20,5	18,7
Cash and cash equivalents	8,6	5,2	Total liabilities and shareholders'equity	58,8	55,5
Total assets	58,8	55,5			



#### **Guidance 2023**

- Componenta expects the Group's net sales to be EUR 110–120 million in 2023.
   EBITDA is expected to improve from the previous year. The Group's net sales in 2022 were EUR 109.1 million, and its EBITDA was EUR 7.1 million.
- Poor availability of raw materials, increases in the prices of raw materials and electricity, the general economic situation and competitive climate, and the development of customers' sales volumes may affect business outlooks. Because of the crisis in Ukraine and the COVID-19 pandemic, the development of sales and profitability involves uncertainties and poor predictability. An unfavourable development of the geopolitical situation in relation to Russia and Ukraine may have a negative impact on the financial market, sales volumes, the availability and price development of raw materials and electricity, and the availability of foreign labour, all of which increase uncertainty in terms of forecasts.

13.4.2023 8



#### In focus in 2023

- 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

- Responsible total supplier
- Long-term customer relationships
- Close to the customer
- Developing of supplier network
- Expanding the offer through a subcontracting network

# Componenta's business is based on a circular economy

- The important role of the circular economy in production processes
- Continuous improvement of energy efficiency
- Certified quality, environmental and occupational safety systems

#### Safety and personnel wellbeing 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 2020

High level of service

Wide range of offering

Close customer relationships



#### COMPONENTA 2023: WHAT WE WILL BE

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!