## COMPONENTA



## Componenta Corporation

Interim Report 1 January - 31 March 2009

## COMPONENTA

## Q1/2009 in brief

- Net sales totalled MEUR 88.1 (MEUR 185.0). Net sales fell $52 \%$ and the value of production 59\%.
- The operating profit excluding one-time items was MEUR -6.1 (MEUR 23.1).
- The result after financial items excluding one-time items was MEUR -10.8 (MEUR 14.9).
- The operating result decreased significantly mainly as a consequence of low production volumes.
- The restructuring measures taken towards the end of last year and early in 2009 have reduced the Group's operating expenses for the first quarter by $49 \%$ from the corresponding period in 2008.
- Unused credit facilities and cash funds totalled MEUR 48.9 at the end of the review period.


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## Income statement

| MEUR | 2009 | 2008 | 2008 |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{1 - 3}$ | $\mathbf{1 - 3}$ | $\mathbf{1 - 1 2}$ |
| Net sales | $\mathbf{8 8 . 1}$ | 185.0 | 681.4 |
| Operating profit | $\mathbf{- 6 . 1}$ | 23.1 | 47.9 |
| Financial income and expenses | $\mathbf{- 4 . 7}$ | -8.2 | -28.7 |
| One-time items | $\mathbf{- 0 . 0 5}$ | 0.0 | -0.6 |
| Result after financial items | $\mathbf{- 1 0 . 9}$ | 14.9 | 18.6 |
| Net result | $\mathbf{- 8 . 3}$ | 11.1 | 13.9 |
| Earnings per share, EUR | $\mathbf{- 0 . 7 5}$ | 0.96 | 1.24 |

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Quarterly net sales development 2004 - Q1/2009
MEUR


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## Key ratios

| MEUR | 31.3 .2009 | 31.3 .2008 | 31.12 .2008 |
| :--- | ---: | ---: | ---: |
| Equity ratio, \% (preferred capital note in equity) | $\mathbf{2 3 . 5}$ | 27.0 | 27.8 |
| Return on equity, \% | $\mathbf{- 5 1 . 2}$ | 48.2 | 14.5 |
| Return on investment, \% | $\mathbf{- 6 . 5}$ | 25.4 | 13,6 |
| Net interest bearing debt, MEUR (preferred <br> capital note in equity) | $\mathbf{2 2 3 . 4}$ | 191.6 | 211.2 |
| Net gearing, \% (preferred capital note in equity) | $\mathbf{2 2 6 . 6}$ | 140.4 | 168.9 |
| Order book, MEUR | $\mathbf{4 6 . 2}$ | 134.6 | 73.6 |
| Investments in production facilities, MEUR | $\mathbf{5 . 2}$ | 10.5 | 42.3 |
| Personnel at the end of period (incl. leased <br> personnel) | $\mathbf{3 , 8 5 8}$ | 5,303 | 4,488 |

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## Cash flow

| MEUR | 2009 <br> $1-3$ | 2008 <br> $1-3$ | 2008 <br> $1-12$ |
| :--- | ---: | ---: | ---: |
| Cash flow from operations before change in net <br> working capital, financing and taxes | $\mathbf{- 2 . 8}$ | 31.5 | 68.6 |
| Change in net working capital | $\mathbf{1 1 . 2}$ | -5.8 | -4.2 |
| Cash flow from operations before financing and taxes | $\mathbf{8 . 4}$ | 25.7 | 64.4 |
| Cash flow from operations | $\mathbf{5 . 3}$ | 17.6 | 29.4 |
| Cash flow from investments | $\mathbf{- 4 . 4}$ | -9.3 | -40.6 |
| Cash flow from financing activities | $\mathbf{8 . 5}$ | 4.1 | -8.7 |
| Change in liquid assets | $\mathbf{9 . 4}$ | 12.4 | -20.0 |

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## Wvstahl Sorte 8/package recycled metal (EUR/ton)

 (Source: Wvstahl)

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## Development in exchange rates Turkish lira



Source: Reuters

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## Development in exchange rates Great Britain pound



## Development in exchange rates Swedish crown



## Quarterly development of order book

 (includes orders for coming two months)

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## Operating profit and result after financial items excluding one-time items quarterly

Operating profit excluding one-time items


Result after financial items excluding one-time items

## MEUR



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## Equity ratio, \%



Personnel by country
including leased personnel

Finland
Sweden
533391
The Netherlands


12221167


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## Distribution of sales

Sales by market area Q1/2009

Other countries 2\%

USA 3\%


Sales by division excluding one-time items

MEUR


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## Comparable sales to customer industries



Note: Other sales 1\% (1\%)

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## Comparable sales to off-road industry quarterly



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## Development of order book and sales in off-road



Orderbook, Order intake, Net Sales


Top 5 customers in off-road Q1/2009


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## Comparable sales to heavy truck industry quarterly



## Development of supply chain in heavy truck industry

| Componenta's |
| :---: |
| deliveries for |
| heavy truck |
| industry during |
| Q1 |
|  |
| $-68 \%$ |



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## Development of order book and sales in heavy trucks



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## Registrations of new heavy trucks in Europe (Total EU27+EFTA)


$\qquad$

## Top 5 customers in heavy trucks Q1/2009



- Top 5 customers cover $83 \%$ of the sales of the heavy truck business area
- Volvo Trucks
- Scania LV
- MAN
- Daimler
- Iveco


## COMPONENTA

## Comparable sales to automotive industry quarterly



## COMPONENTA

Registrations of new passenger cars in Europe (Total EU27+EFTA)


## COMPONENTA

## Development of order book and sales in automotive



Orderbook, Order intake, Net Sales


## Top 5 customers in automotive industry Q1/2009



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## Comparable sales to diesel \& wind industry quarterly



## COMPONENTA

## Development of order book and sales in diesel \& wind industry




## Top 5 customers in diesel \& wind Q1/2009



- Top 5 customers in the diesel \& wind business area cover $98 \%$ of sales
- Wärtsilä
- Moventas
- Caterpillar Motoren
- Mahle
- Voith


## Comparable sales to machine building industry quarterly



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## Development of order book and sales in machine building



Orderbook, Order intake, Net Sales



## Top 5 customers in machine building Q1/2009



- Top 5 customers in the machine building business area cover $42 \%$ of sales
- Atlas Copco
- AGCO France
- NCB Lohmann
- ABB Oy Motors
- Kone Elevators


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## Focus on four task forces

| Operations and <br> cost efficiency | C | Focus is on productivity of the foundries and <br> machine shops. |
| :---: | :---: | :---: |
| Cash flow | Focus on working capital, raw material inventories, <br> collection of receivables and payment terms <br> for our customers. |  |
| Internal sourcing | C | Focusing on cost savings by optimization of <br> production. |
| Sales | $\searrow$ | Focusing on new sales in 2009. |

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## Analysis of changes in income statement Q1/2009 vs. Q1/2008

| 1000 euro | Actual | Actual | Diff. \% |
| :--- | :---: | :---: | :---: |
|  | Q1/2009 | Q1/2008 |  |


| Net Sales | 88,1 | 185,0 | $-52 \%$ |
| :--- | ---: | ---: | ---: |
| Value of production | 75,3 | 185,9 | $-59 \%$ |
| Materials | $-24,1$ | $-67,4$ | $-64 \%$ |
| Direct wages and external services | $-25,1$ | $-46,9$ | $-47 \%$ |
| Other variable and fixed costs | $-29,2$ | $-42,5$ | $-31 \%$ |
| EBITDA | $\mathbf{- 3 , 0}$ | $\mathbf{2 9 , 1}$ | $\mathbf{- 1 1 0} \%$ |

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## Offers and new sales



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## Competition in Europe (net sales, MEUR)



Many of Componenta's foundry and machine shop competitors have fallen into great difficulties due to the recent and very fast downturn in the world economy.

Componenta has received new orders through new sales and also gained additional orders from competitors' customers.

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## Foundries division



## Performance of the Foundries division

- The division contains the Group's foundries in Karkkila, Pori, Pietarsaari and lisalmi in Finland, and in Weert and Heerlen in the Netherlands.
- Net sales in the review period were MEUR 43.1 (MEUR 73.6) and the operating result was MEUR -3.4, or -7.9\% of net sales (MEUR 8.8; 12.0\%).
- Low capacity usage at the business units had the biggest impact on the division's operating result.


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## Machine shops division

Net sales


Operating profit excluding one-time items



$$
\begin{array}{ll}
\checkmark 2008 & \longleftarrow 2009 \\
\checkmark-2008 \% & \triangle-2009 \%
\end{array}
$$

Performance of the Machine shops division

- The division comprises the Främmestad machine shop and the Wirsbo forge in Sweden, the machine shops in Lempäälä and Pietarsaari in Finland, the machine shop operations in Weert in the Netherlands, and the machine shop in Orhangazi, Turkey.
- Net sales in the review period totalled MEUR 28.6 (MEUR 65.7) and the operating result was MEUR -3.2, or -11.2\% of net sales (MEUR 2.6; 4.0\%).
- The division's operating result was weakened mainly by low volumes. In addition, a large part of the division's personnel is in Sweden, where adaptation measures take place more slowly than in other countries.


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## Turkey division



Performance of the Turkey division

- The Turkey division comprises the iron foundry in Orhangazi and the aluminium foundry and production unit for aluminium wheels in Manisa.
- Net sales in the review period totalled MEUR 24.0 (MEUR 70.7) and the operating result was MEUR -0.6 , corresponding to $-2.5 \%$ of net sales (MEUR 13.0; 18.4\%).
- The division's operating result for the review period was hit by the extremely sharp decline in volumes.
- Adjusting costs succeeded well in Turkey, and despite the extremely low capacity usage the division recorded only a small operating loss.


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## Prospects for 2009

- Componenta's prospects for 2009 are based on general external financial indicators, order forecasts given by customers, and on Componenta's order intake and order book.
- The demand outlook in the Group's customer industries is uncertain at the beginning of the second quarter of 2009, due to the recent rapid decline in the global economy.
- Because of the above mentioned factors it is at this point of the year difficult to make a reliable estimate of the development of net sales in 2009.
- The slowdown in construction in the USA and Europe has reduced demand considerably in the off-road sector. Demand for mining machinery has continued to fall, due to the fall in the prices of raw materials. Because of the recession, many countries have initiated infrastructure projects, and it is estimated that these will increase demand for off-road vehicles in 2010.


## Prospects for 2009 (cont.)

- The number of heavy trucks registered in Europe in January and February was $40 \%$ less than in the previous year. This year production volumes are expected to decline 30-50\% from last year.
- The number of private cars registered decreased 17\% in Q1 from the previous year. Automotive production in Europe was significantly lower in the first part of the year than in the previous year.
- Demand in the wind power sector is expected to weaken temporarily due to financing problems of wind power projects. Demand prospects for diesel engines have not changed.
- Demand in the machine building industry is expected to continue to fall.


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## Prospects for 2009 (cont.)

- Componenta's order book at the end of the first quarter of 2009 was $66 \%$ lower than at the same time in the previous year. The order book has decreased due to weakened demand of end products and measures taken by customers to reduce their own stocks.
- The restructuring measures taken towards the end of last year and early in 2009 have reduced the Group's operating expenses for the second quarter more than 60\% from the corresponding period in 2008.
- Componenta Corporation's net in 2009 sales are expected to fall 40$50 \%$ from the previous year and the result after financial items, excluding one-time items, is expected to be negative.
- The Group's cash flow from operations before financing and taxes is, however, expected to be positive due to the major reduction in working capital and the low level of investments.

