

# Results Review January–June 2022

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Finland's leading contract manufacturer of metal components

# The result for January–June 2022

## Key figures

- Net sales increased and was EUR 54.4 million (EUR 43.5 million). Operational development continued to be positive
- EBITDA was EUR 3.8 million (EUR 3.3 million)
- The operating result was EUR 1.0 million (EUR 0.4 million)
- Cash flow from operating activities was EUR 2.1 million (EUR 4.3 million)

## Financing

- The Group's cash and cash equivalents at the end of June were EUR 5.1 million (EUR 12.0 million)
- The Group had unused and binding credit commitments of EUR 4.0 million and a subscription limit of USD 8.0 million
- After the end of the review period, the Group's liquidity has remained at a good level.

## Market situation

- The order book is at a very strong level
- The direct effects of the Ukraine crisis on Componenta's operations are mild
- The challenges of availability of materials and the upward trend in purchase prices have continued. Uncertainties in the energy market have kept the price level of electrical energy exceptionally high.

# Topical during the reporting period COMPONENTA

## 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

## Customers and order book

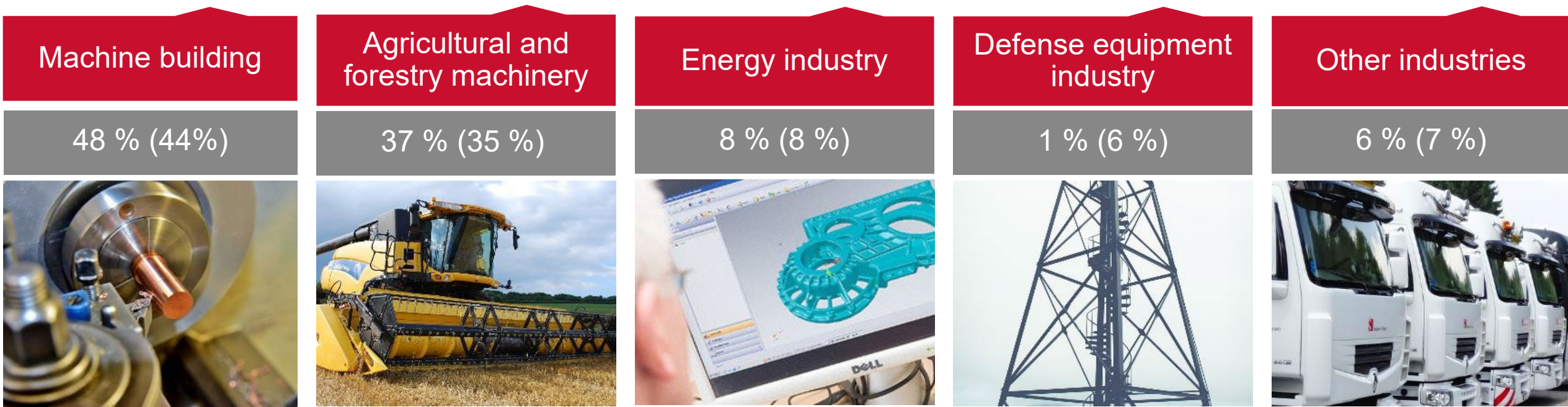
- Sales success and increasing market share
- Maintaining service capability
- Development of commodity and electricity indices and other sales prices changes
- Strong order book and positive outlook

## Operating environment

- General economic situation and effects in Eastern Europe
- Availability and cost development of materials and components

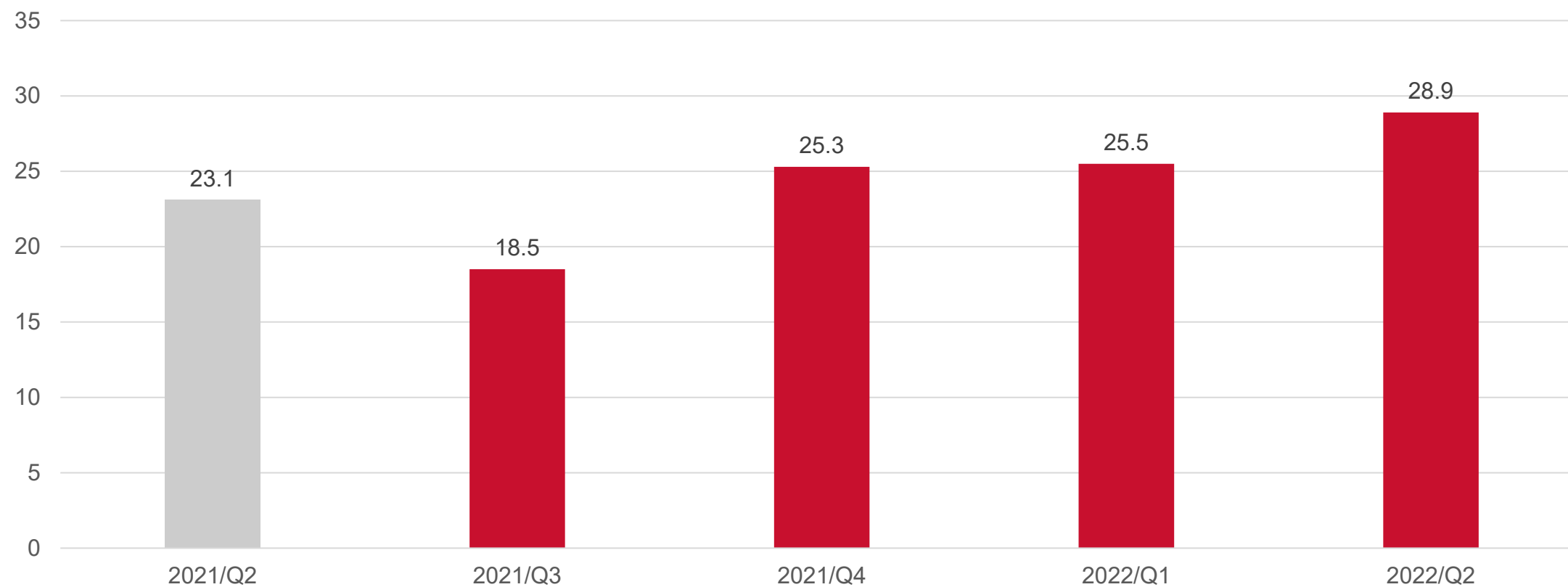


# Net sales by customer segments



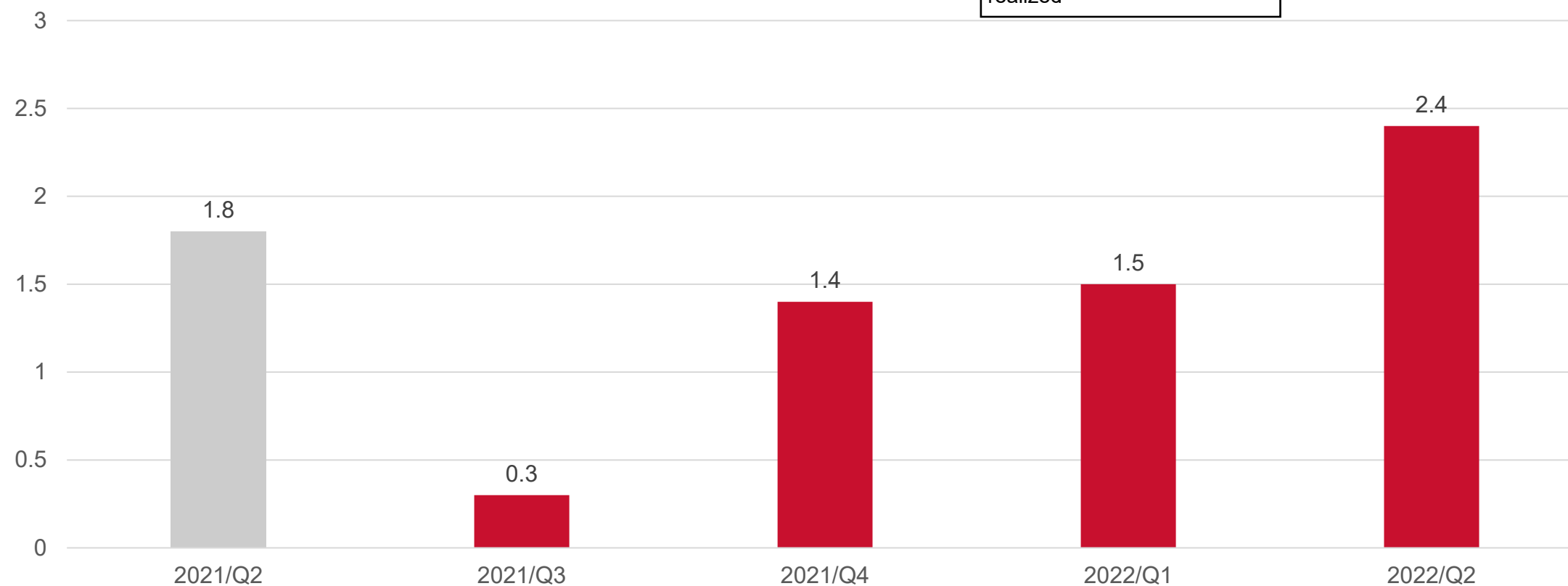
# Net sales

EUR, million



# EBITDA

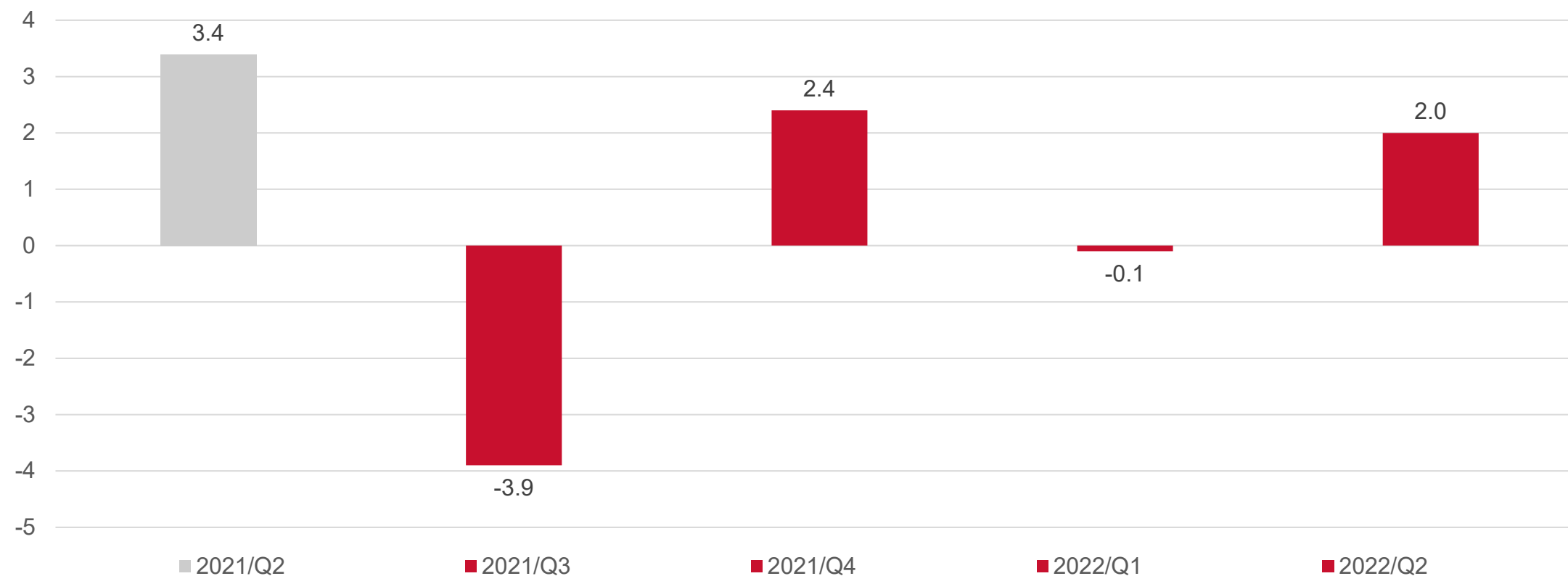
EUR, million



In Q1/2022, profitability was burdened by non-recurring expert costs of EUR 0.3 million regarding to an acquisition that was not realized

# Cash flow from operating activities

EUR, million



# Componenta in brief

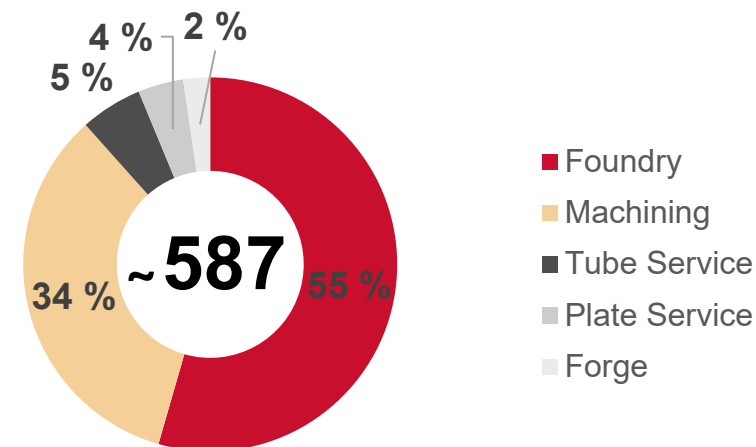
## Component contract manufacturing

Customers are global manufacturers of vehicles, machines and equipment

### Key figures

	1–6/2022	1–6/2021
• Net sales, EUR million	54.4	43.5
• EBITDA, EUR million	3.8	3.3
• Operating profit, EUR million	1.0	0.4
• Cash flow from operating activities, EUR million	2.1	4.3

### Personnel 1 Jan–30 Jun 2021



### Guidance 2022

Componenta expects the net sales in 2022 to be EUR 90–105 million. EBITDA is expected to improve from the previous year.



# In focus in 2022

- Labor availability and resourcing to ensure capacity
- Challenges to the availability of materials, rising purchase prices and the price of electricity
- 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



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

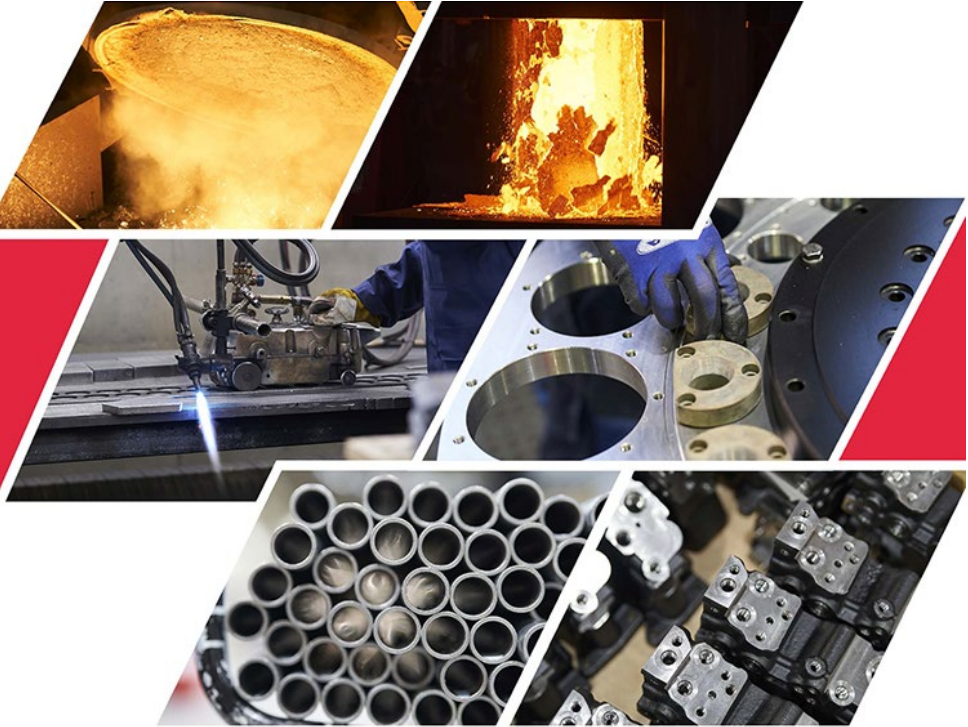
Changes in global trade and supply chains

Changes in labour market

Automation and Industry 4.0

Environmental awareness and regulation

# COMPONENTA



**Thank you!**