



**Componenta  
Corporation  
Annual General  
Meeting 9 April 2021**

**CEO'S review**

**Sami Sivuranta  
President and CEO**

# Business in 2020

## Key figures (\*)

- Net sales 70.0 Me
- EBITDA 3.7 Me
- Operating result -2.0 Me
- Cash flow 6.4 Me  
from operating activities

## Year 2020 in brief

- Net sales increased: Componenta Manufacturing Oy included in the Group
- EBITDA improved: Successful adjustment of operations and other planned development measures.
- Financing: Cash and cash equivalents total 16.8 Me (4.5 Me), undrawn committed credit facilities 4.0 Me.



\*) Jatkuvat toiminnot

# Impacts of COVID-19-pandemic

- Succeeding in own production, deliveries and customer service
- Positive development in new sales
- Commitment of the personnel in securing the financial performance and actions related to COVID-19
- Active adjustment of operations and cost as well as business development

# Net sales by business area in 2020

Machine building

43 % (39 %)



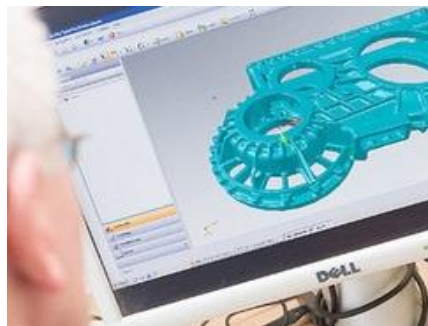
Agricultural and forestry machines

33 % (35 %)



Energy industry

10 % (12 %)



Defence industry

7 % (3 %)



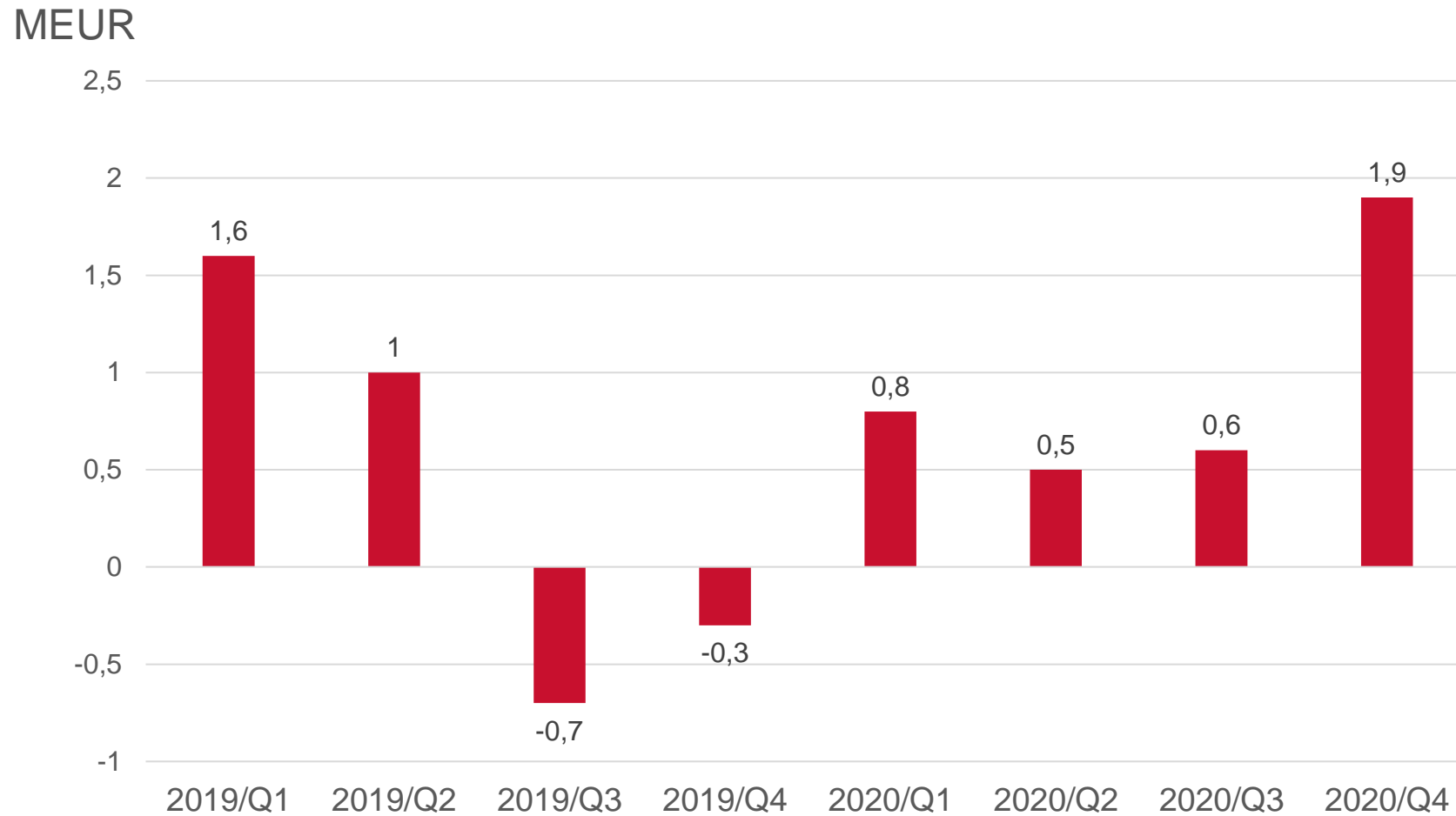
Other

7 % (11%)



# EBITDA

## Continued operations



# Consolidated income statement

MEUR	2020	2019
Net sales	70.0	50.7
EBITDA	3.7	1.6
Operating result	-2.0	-1.7
Result for the financial period	-3.2	-2.1
Net interest bearing debt*	-2.6	8.7
Equity ratio. %	37.3	29.4
Net gearing, %	-10.8	54.9
Diluted earnings per share**, EUR	-0.20	3.01

\* Only interest-bearing restructuring debts included.

\*\* The comparable figures for 2019 have been adjusted due to reverse share split and rights issue.

# Consolidated balance sheet

<b>Assets, MEUR</b>	<b>Dec 31 2020</b>	<b>Dec 31 2019</b>	<b>Liabilities and shareholders' equity, MEUR</b>	<b>Dec 31 2020</b>	<b>Dec 31 2019</b>
Intangible assets	2.0	2.1	Share capital	1.0	1.0
Goodwill	3.2	3.2	Other equity	22.9	14.9
Tangible assets	31.2	31.8	Non-current interest bearing debt	11.1	10.4
Other non-current assets	0.3	0.4	Non-current interest free debt	10.6	11.0
Inventories	8.5	9.2	Current interest bearing debt	3.1	2.8
Receivables	2.0	3.0	Current interest free debt	15.4	14.0
Cash and cash equivalents	16.8	4.5			
<b>Total assets</b>	<b>64.0</b>	<b>54.1</b>	<b>Total liabilities and shareholders' equity</b>	<b>64.0</b>	<b>54.1</b>

# Group cash flow

<b>MEUR</b>	<b>1.1.–31.12. 2020</b>	<b>1.1.–31.12. 2019</b>
Net cash flow from operations	8.3	5.3
Net cash flow from investing activities	-3.4	-0.7
Net cash flow from financing activities	7.4	-5.5
Change in liquid assets	12.3	-0.8

Net cash flows include continued and discontinued operations.



# Repayment schedule for external restructuring debts at Dec 31, 2020

TEUR	2021	2022	2023	Yhteensä
Componenta Oyj	654	698	5,226	<b>6,578</b>
Componenta Castings Oy	1,040	1,069	2,006	<b>4,116</b>
<b>Yhteensä</b>	<b>1,694</b>	<b>1,768</b>	<b>7,232</b>	<b>10,694</b>

- Componenta Corporation has carried out payments for the restructuring debts on March 31, 2021 and the restructuring programme is considered ended when supervisor's final account is provided, which is estimated to be in April 2021.

# Guidance for 2021

- Componenta expects the net sales of continued operations in 2021 to be EUR 70-80 million. EBITDA is expected to improve from the previous year. In 2020, net sales from continued operations were EUR 70 million and EBITDA EUR 3.7 million.
- The potential increase in prices for raw materials, the general economic and competitive situation, and the development of customers' sales volumes may affect the business outlook. Due to the COVID-19-pandemic, future sales and profitability developments are associated with uncertainties and poor visibility.

# Focus for 2021 (\*)

- Our aim is to be the primary overall supplier in contract manufacturing.
  - Expanded offering through the acquisition of Componenta Manufacturing Oy.
  - Identifying the overall demand and reacting to this.
  - Strategic footsteps for 2020-2023.
- Profitability will be ensured by developing operational models.
  - Emphasis on customer management and sales ownership.
  - From technology-driven approach to a more in-depth business model.
  - Our focus is on the overall sales throughout the value chain and on developing our competitiveness.

\*) From the CEO's review in Annual Review 2020

# Componenta 2020 - 2023

COMPONENTA 2020

High level of service  
Wide range of offering  
Close customer relationships

WAYS TO GROW

**Customer-focused profitable growth**

**Inorganic growth**

**Value maximization, waste minimization**

**Expanded offering**

**People, leadership and culture**



**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



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**Thank you.**