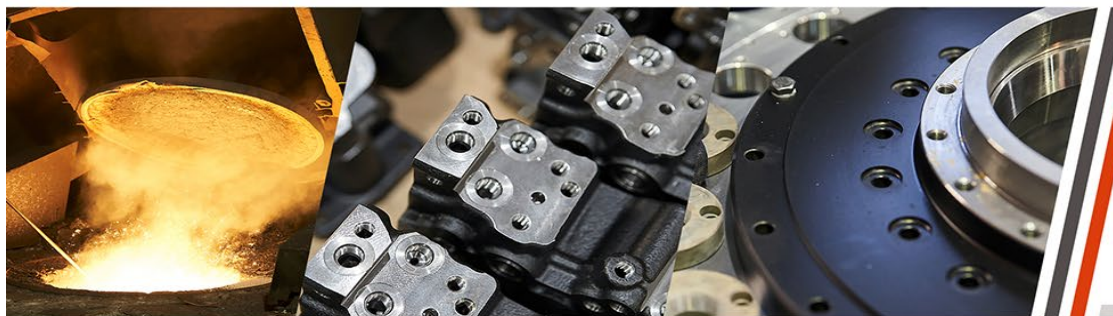


# Result review 2023



Sami Sivuranta  
President and CEO  
Componenta Corporation



Finland's leading contract manufacturer of metal components

# The result for 2023

## Key figures

- Net sales was EUR 101.8 million (EUR 109.1 million)
- EBITDA was EUR 5.3 million (EUR 7.1 million)
- The operating result increased and was EUR 3.8 million (EUR 1.6 million) \*
- Cash flow from operating activities was EUR 1.1 million (EUR 6.2 million)

## Financing

- The Group's cash and cash equivalents at the end of December were EUR 5.3 million (EUR 8.6 million)
- At the end of the review period, the group had a subscription limit of USD 8.0 million, of which the unused portion was USD 7.5 million
- Componenta had unused binding revolving credit facilities of EUR 4.0 million (EUR 4.0 million)
- The Group's liquidity was at a good level at the end of the financial period

## Market situation

- The development of end customers' order book and decision-making slowed down in the second half of the year
- The customers' inventory management and optimization were emphasized during the last quarter as decreased production volumes
- The availability of raw materials, materials and electrical energy has improved, and the cost level has for some parts decreased during the financial period
- Componenta's order book at the end of the year was EUR 14.5 million

# Topical during the reporting period

## Customers and order book

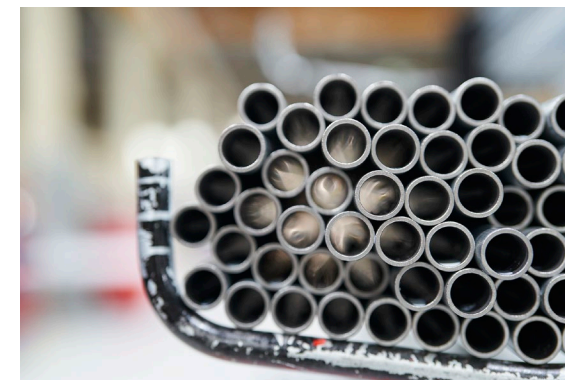
- General market situation and decision-making
- Production volumes and market shares and their development
- Stock optimizations and adaptation of operations
- Development of raw material and electrical energy indices and other sales price changes

## Operating environment

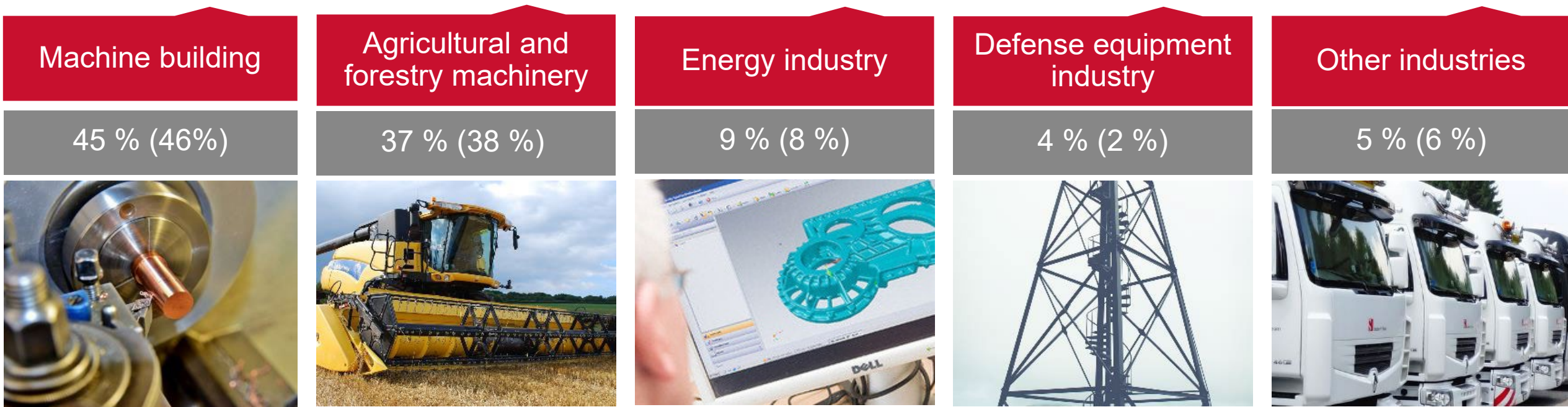
- The general situation of the economy and the effects of geopolitical crises
- Energy cost development and predictability
- Availability of materials and components and expectations for cost development

## Personnel and own actions

- Flexibility, endurance and commitment of own personnel
- Adapting to production needs and maintaining serviceability
- Ensuring material and raw material purchases and cost development

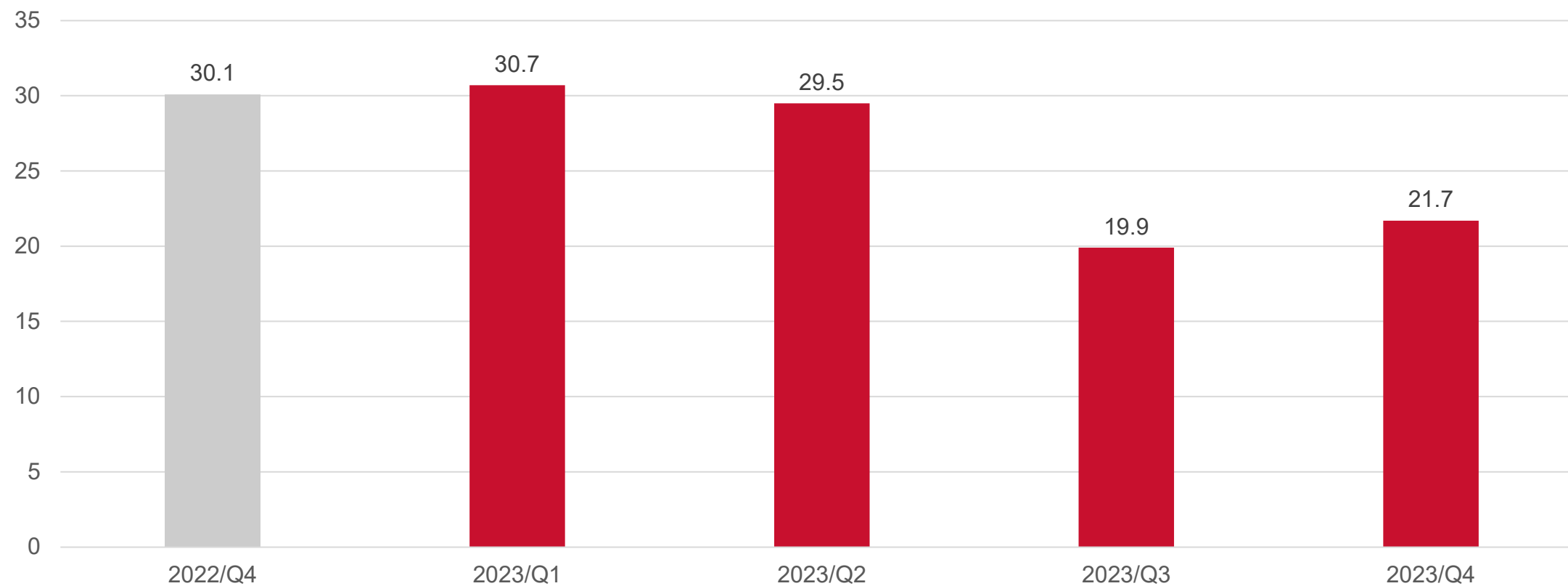


# Net sales by customer segments



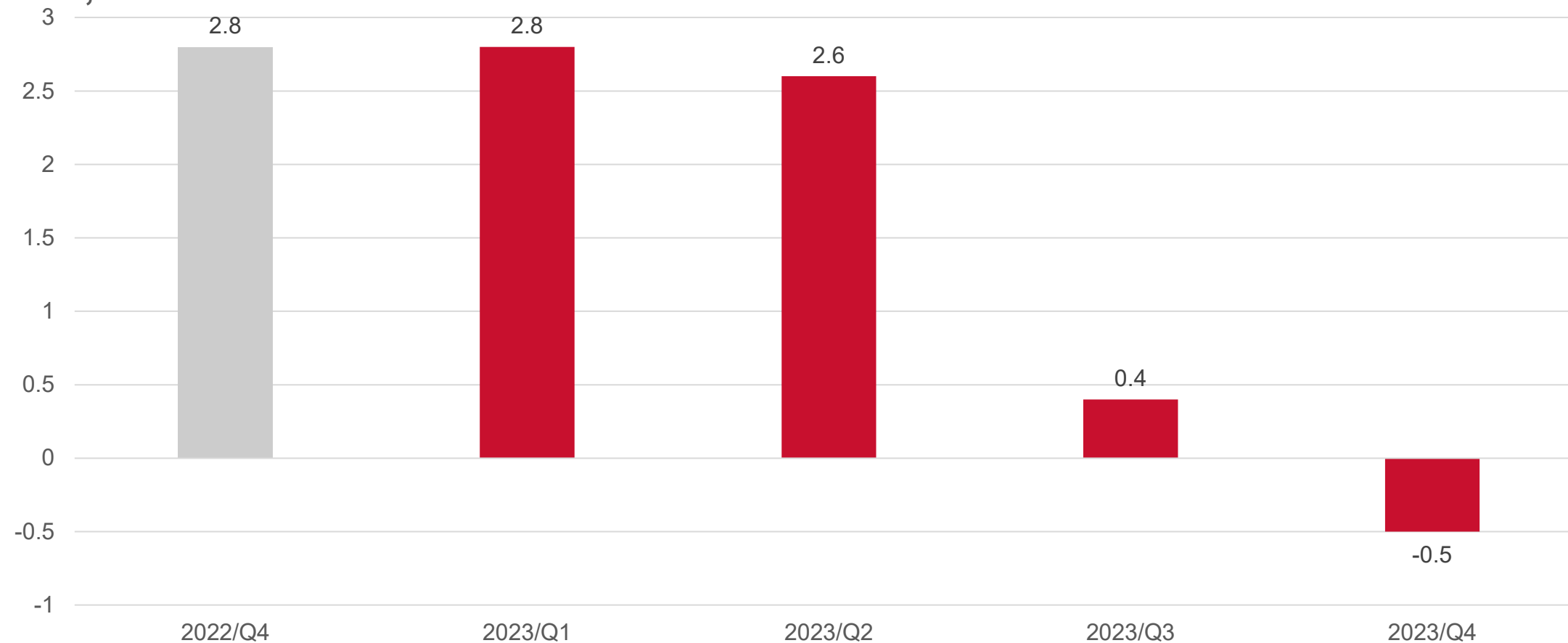
# Net sales

EUR, million



# EBITDA

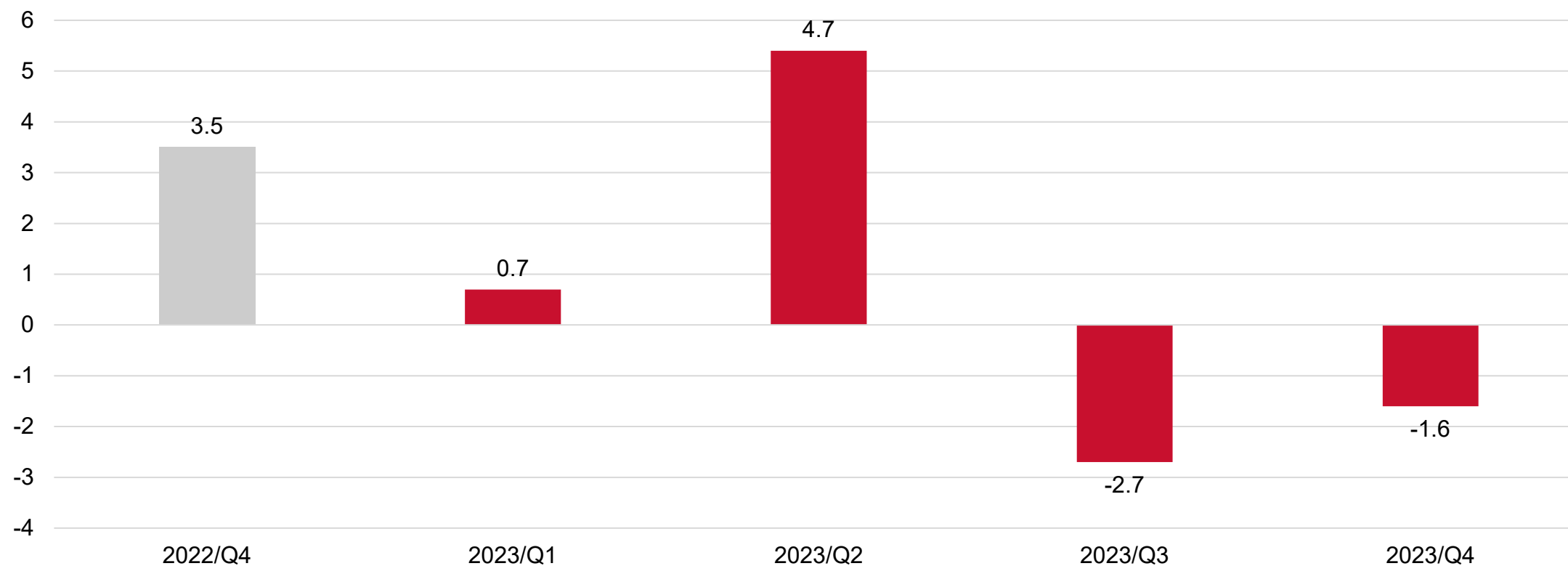
EUR, million





# Cash flow from operating activities

EUR, million



# Componenta in brief

## Component contract manufacturing

Customers are global manufacturers of vehicles, machines and equipment

### Key figures

	Jan–Dec/ 2023	Jan–Dec/ 2022	Personnel 1 Jan–31 Dec 2023
• Net sales, EUR million	101.8	109.1	
• EBITDA, EUR million	5.3	7.1	
• Operating profit, EUR million*	3.8	1.6	
• Cash flow from operating activities, EUR million	1.1	6.2	

### Guidance 2024

Componenta expects the Group’s net sales and EBITDA to improve from the previous year. The Group’s net sales in 2023 were EUR 101.8 million, and its EBITDA was EUR 5.3 million. It is expected that the emphasis of the improvement in annualized net sales and EBITDA will be clearly taking place on the second half of the year.





# In focus in 2024

- Ensuring growth and profitability improvement
  - Active order base tracking and cost adjustment
  - The ramp-up of new serial production and qualitative development
  - The labor market situation and its effects on business
- The availability of materials, the development of purchase and sale prices, and the situation in the electricity market
- Action plans for the new strategy period
- Our objective is to be the primary supplier of contract manufacturing

# Componenta's strategy 2024-2026

## Our values

- Openness
- Honesty
- Respect



## Our focus areas

- Deep customer knowledge
- Sustainability
- Operational renewal
- Personnel is the key to success
- Inorganic growth



## We want to achieve

- Net sales EUR +200 million
- As a result of organic growth EUR 150 million
- Through corporate restructuring and inorganic growth EUR +50 million
- Continuous improvement of profitability



## Changes shaping our world



Increasing sustainability requirements



Changes in domestic competitiveness



Availability of skilled labor



Digitization and technological development



Changes in the global market situation



Consolidation of businesses

**Vision:** Our objective is to be the primary supplier with an extensive offering for our customers.

COMPONENTA

**Thank you!**