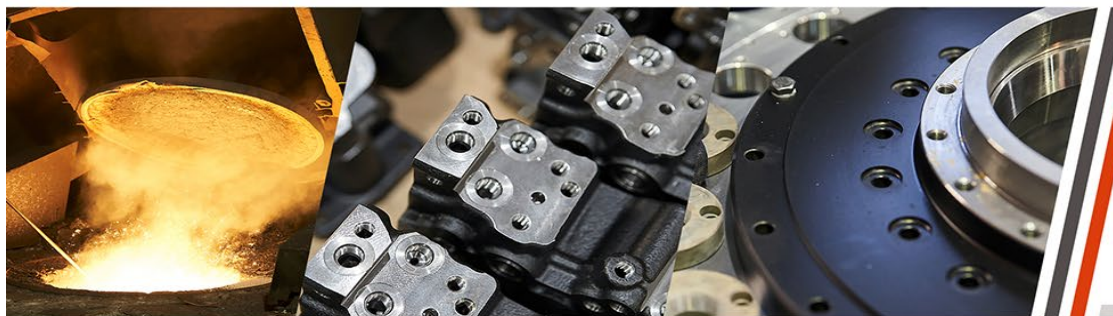


Business Review January–March 2024



Sami Sivuranta
President and CEO
Componenta Corporation



Finland's leading contract manufacturer of metal components

The result for January–March 2024

Key figures

- Net sales was EUR 23.6 million (EUR 30.7 million)
- EBITDA was EUR -0.2 million (EUR 2.8 million)
- The operating result was EUR -1.5 million (EUR 1.4 million)
- Cash flow from operating activities was EUR -0.8 million (EUR 0.7 million)

Financing

- The Group's cash and cash equivalents at the end of March were EUR 4.3 million (EUR 9.7 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 3.0 million (EUR 4.0 million)
- After the review period, Componenta agreed and took out a new working capital loan of EUR 2.0 million
- The Group's liquidity was at a good level at the end of the review period

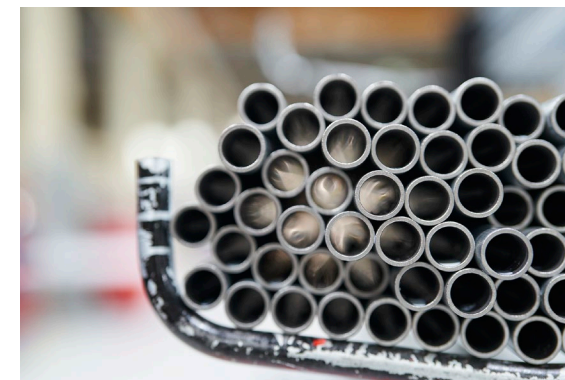
Market situation

- Development of end customers' order books at a more modest level than expected
- Direct and indirect effects of political strikes
- The availability of raw materials, materials and electrical energy is at a good level
- Componenta's order book at the end of the review period was EUR 15.8 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
- Labor market situation and political strikes
- 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
- Low operating rates, quality productivity and adaptation to production needs
- Ensuring material and raw material purchases and cost development

Net sales by customer segments

Machine building

45 % (46%)



Agricultural and forestry machinery

37 % (38 %)



Energy industry

9 % (8 %)



Defense equipment industry

4 % (2 %)



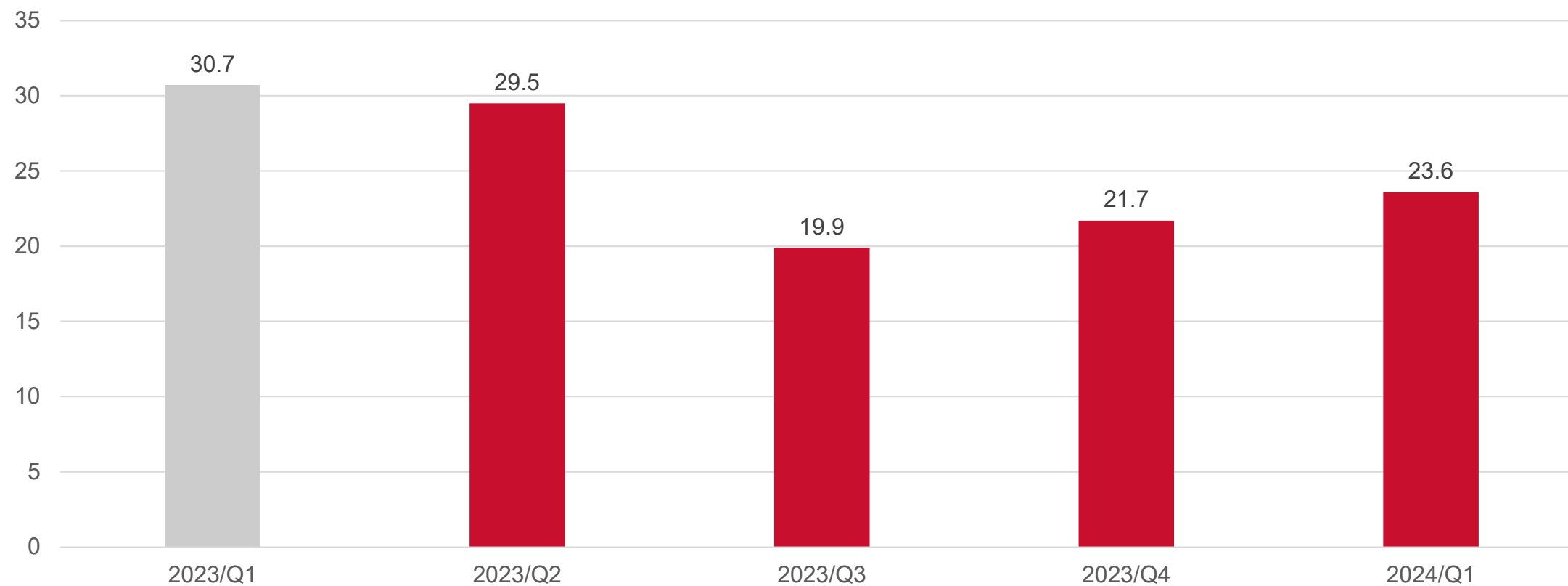
Other industries

5 % (6 %)



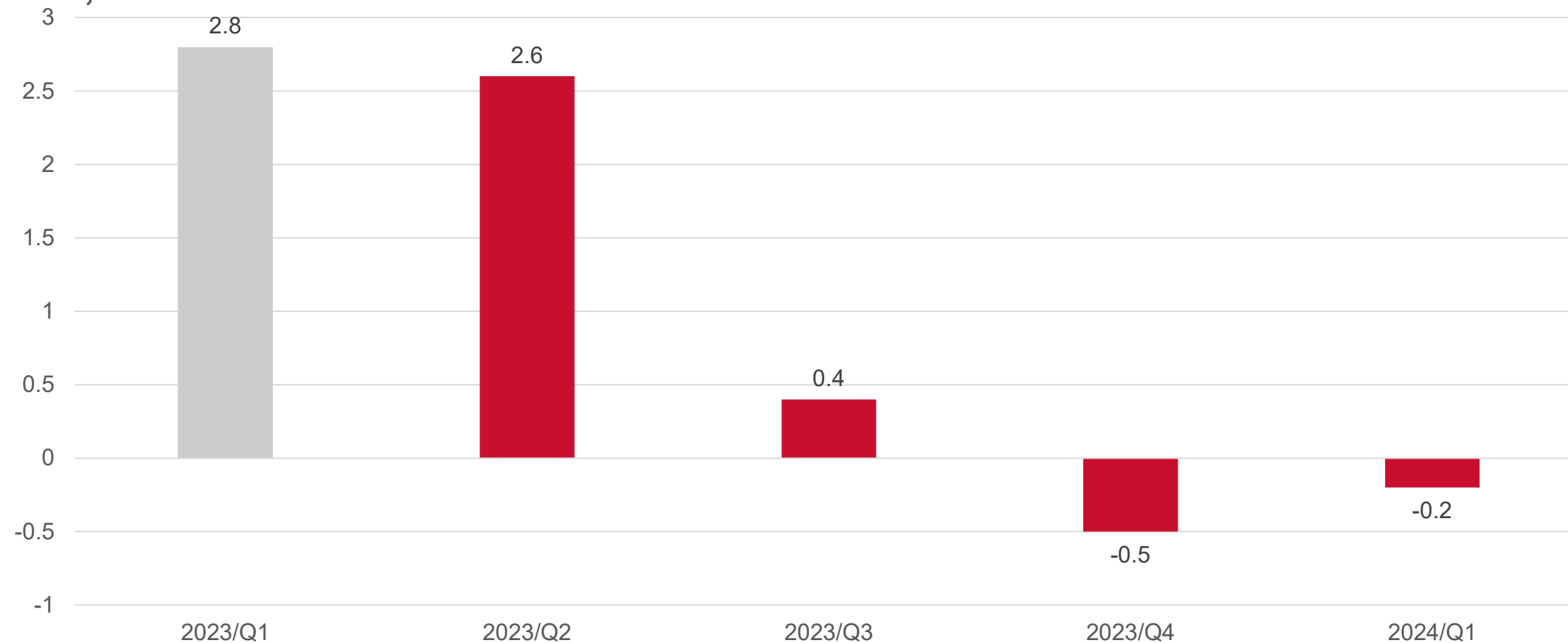
Net sales

EUR, million



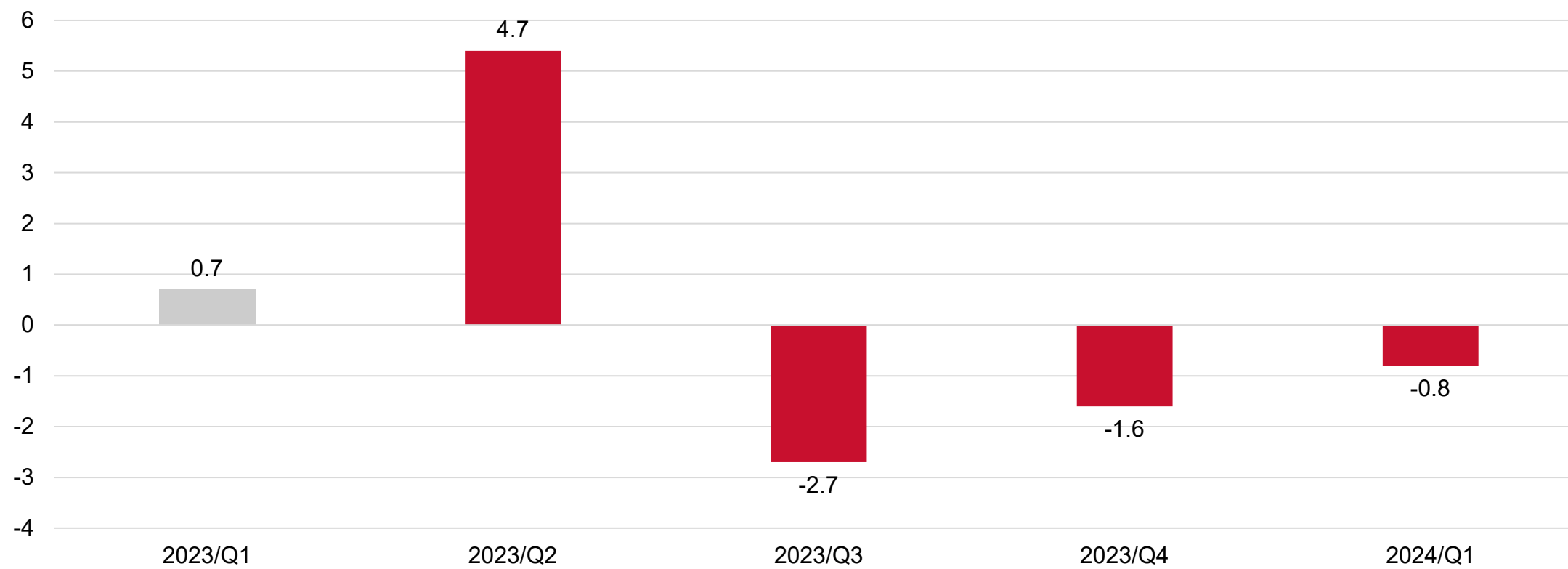
EBITDA

EUR, million



Cash flow from operating activities

EUR, million



Componenta in brief

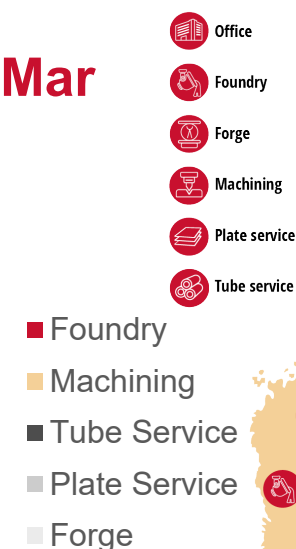
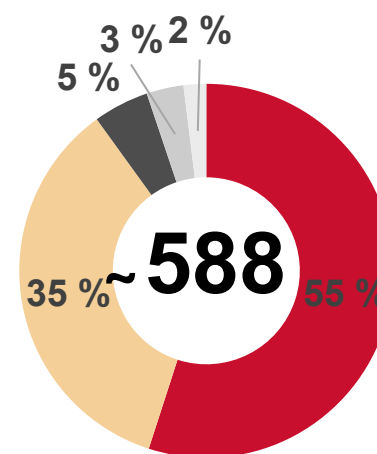
Component contract manufacturing

Customers are global manufacturers of vehicles, machines and equipment

Key figures

	Jan–Mar/ 2024	Jan–Mar/ 2023
• Net sales, EUR million	23.6	30.7
• EBITDA, EUR million	-0.2	2.8
• Operating profit, EUR million	-1.5	1.4
• Cash flow from operating activities, EUR million	-0.8	0.7

Personnel 1 Jan–31 Mar 2024



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!