COMPONENTA

**Business Review January–March 2025** 



Sami Sivuranta
President and CEO
Componenta Corporation



Finland's leading contract manufacturer of metal components

## The result for January–March 2025



#### **Key figures**

- Net sales was EUR 28.8 million (EUR 23.6 million)
- EBITDA was EUR 2.4 million (EUR -0.2 million)
- Adjusted EBITDA was EUR 2.4 million (EUR -0.2 million)
- The operating result was EUR 1.1 million (EUR -1.5 million)
- Cash flow from operating activities was EUR -1.1 million (EUR -0.8 million).

#### **Financing**

- The Group's cash and cash equivalents at the end of March were EUR 6.3 million (EUR 4.3 million)
- At the end of the review period, Componenta had unused binding revolving credit facilities of EUR 4.0 million (3.0 Me) and unused convertible bond arrangement of up to USD 3 million
- The Group's liquidity was at a good level at the end of the review period
- After the review period, on 16 April 2025, Componenta agreed to extend and increase the credit limit by EUR 1
  million and a new capex loan of EUR 2 million.

## Topical during the reporting period

#### **Customers and order book**

- Componenta's order book at the end of the review period was EUR 17.4 million (EUR 15.8 million)
- Production volumes, stock optimizations and run rate management
- Market shares, ramp-up of new production and their development
- Sector-specific differences and poor development of the agricultural machinery market

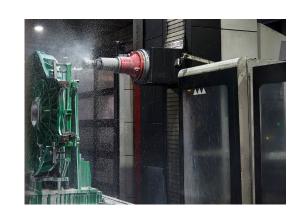
#### **Operating environment and Market situation**

- General market situation, decision-making and expectations of change
- Labour market disruptions and geopolitics
- Development of raw material and energy indexes and other sales price changes
- Lower interest rates and impact on investment decisions

#### Personnel and own actions

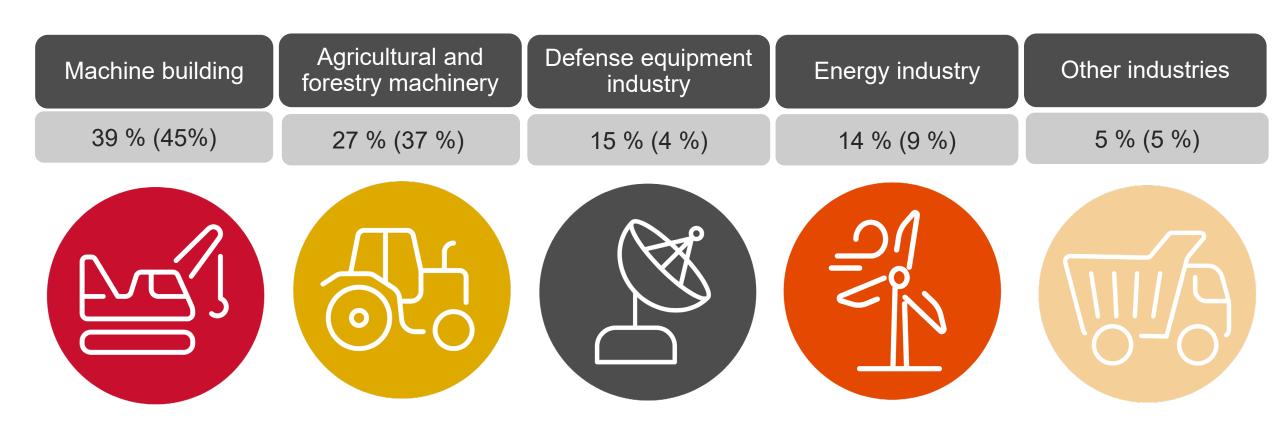
- Integration of new business into the overall offering
- Flexibility, coping and commitment of own personnel
- Adaptation to production needs, proper resourcing and maintenance of service capability
- · Ensuring material and raw material procurement and cost development







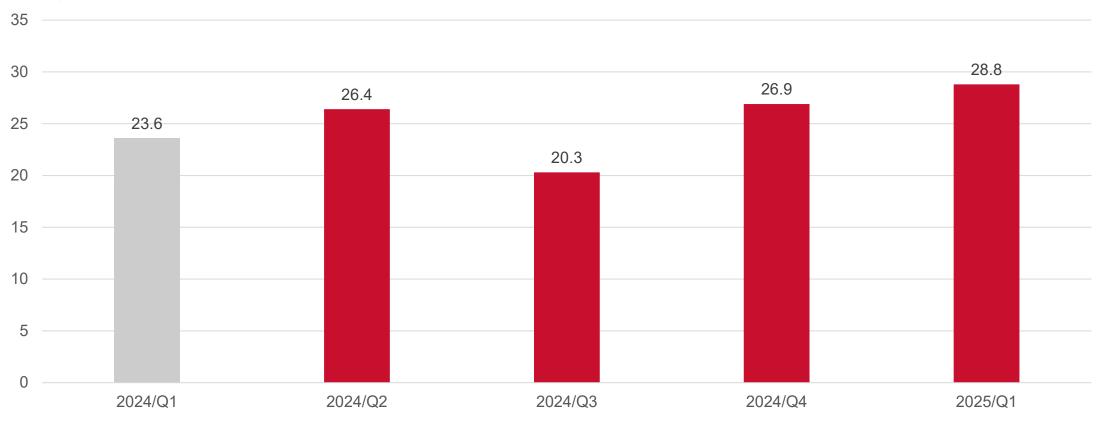
## Net sales by customer segments





## **Net sales**

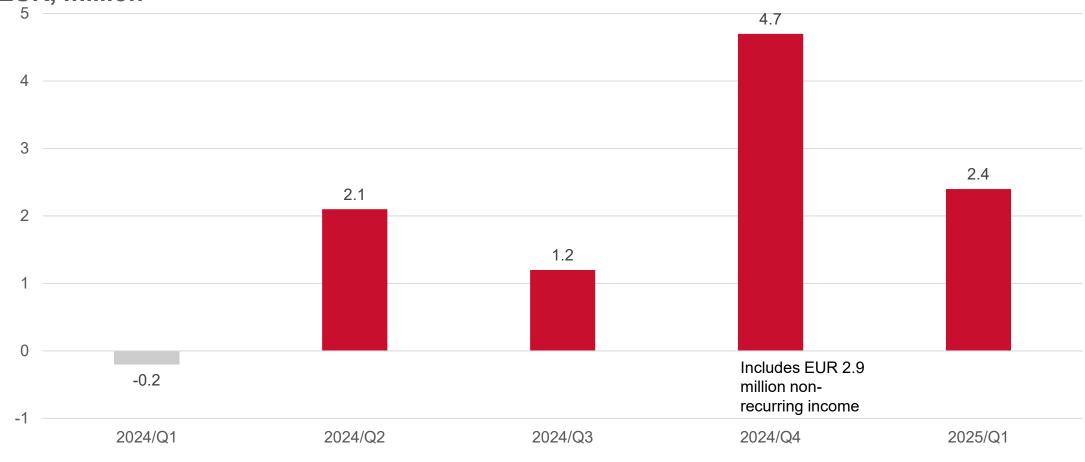
#### EUR, million





## **EBITDA**

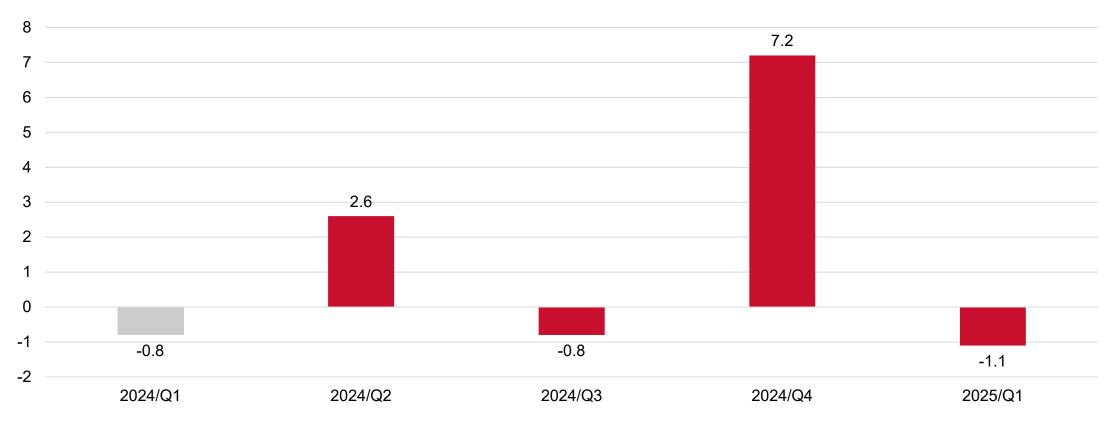
#### EUR, million





## Cash flow from operating activites

#### EUR, million





## Componenta in brief

#### Component contract manufacturing

Customers are global manufacturers of vehicles, machines and equipment

#### **Key figures**

#### Personnel 31 Mar 2025

<b>Jan-Mar/2025</b>	Jan-Mar/2024
---------------------	--------------

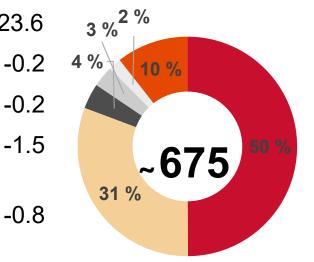
23 6

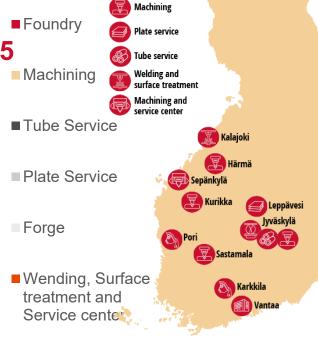
28 8

	Net Sales, LOIX IIIIIIOII	20.0	25.0
•	EBITDA, EUR million	2.4	-0.2
•	Adjusted EBITDA, EUR million	า 2.4	-0.2
•	Operating profit, EUR million	1.1	-1.5

•	Cash flow from operating	
	activities, EUR million	-1.1

Net sales FLIR million





#### Guidance 2025

Componenta expects the Group's net sales and adjusted EBITDA to improve from the previous year. The Group's net sales in 2024 were EUR 97.1 million, and its adjusted EBITDA was EUR 4.9 million.



### In focus in 2025

- Ensuring growth and improving profitability
  - New Sales and Customer Relationship Management
  - Active order base tracking and cost adjustment
  - Ramp-up of new serial production facilities and qualitative development of own operations
- Ensuring the availability of materials and the development of purchase and sale prices
- Implementation of the strategy period's operational programmes and other development work
- Our objective is to be the primary supplier of contract manufacturing.

### Componenta's strategy 2024–2026

#### Our values

- Openness
- Honesty
- Respect



- 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







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.

21.2.2024

### COMPONENTA

# Thank you!