

ASPOCOMP

Heart of your technology

Company presentation -
Feb 2021

Aspocomp in nutshell

High tech PCB manufacturer and supplier with own factory in Oulu and a partner network in Europe and China.

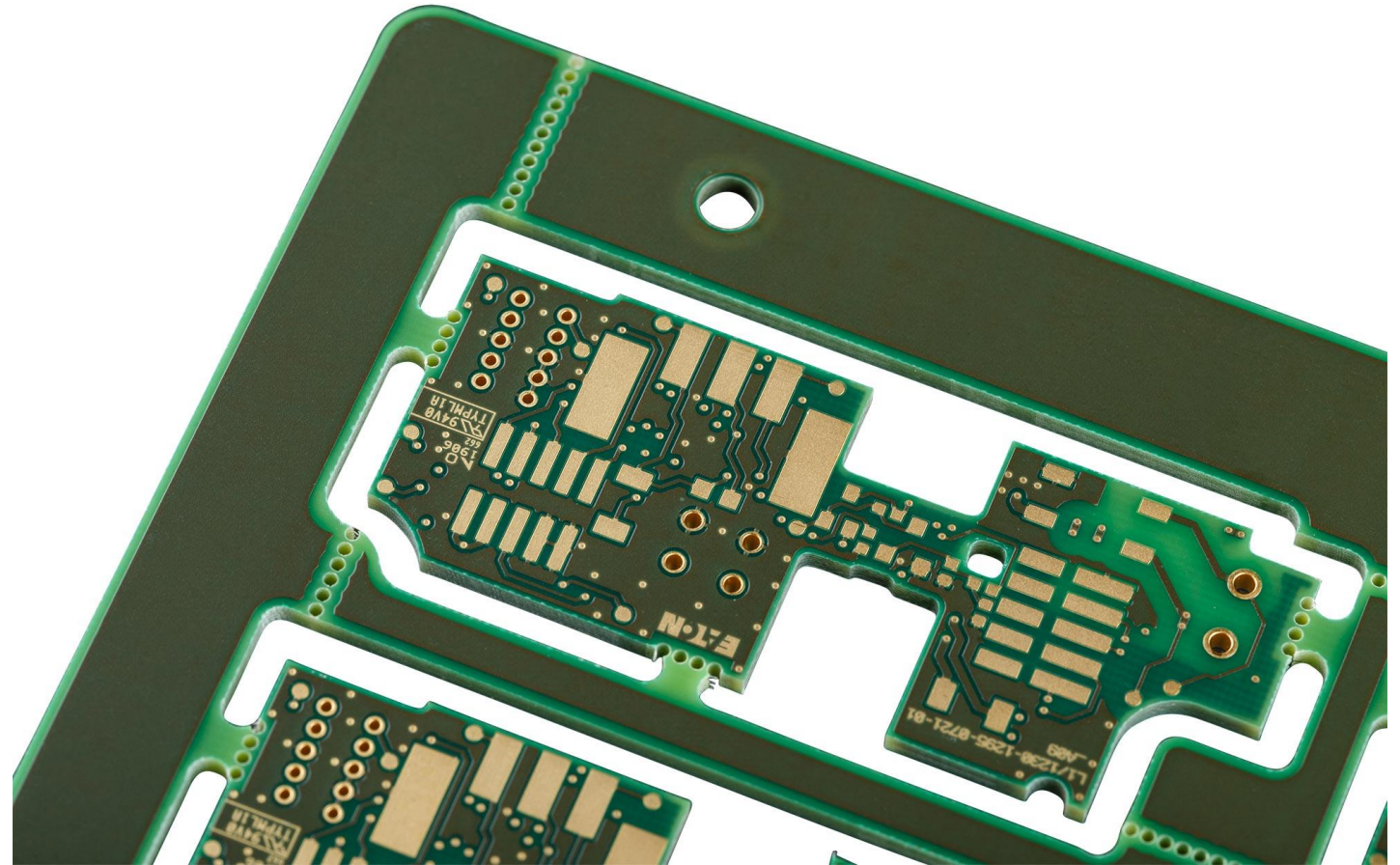
- Established in 1979
- Aspocomp Group Plc, listed in Nasdaq Helsinki Ltd.
- Headquarter in Espoo/Finland and Manufacturing location in Oulu/Finland – Partner network in Europe and China.
- Total capacity ~3000m²/month (depend on product mix).
- ISO 9001, ISO 14001 and IATF 16949:2016 (Automotive) Certified.
- Personnel ~130 employees.
- 2019 Net Sales: 31.2 MEUR
- www.aspocomp.com



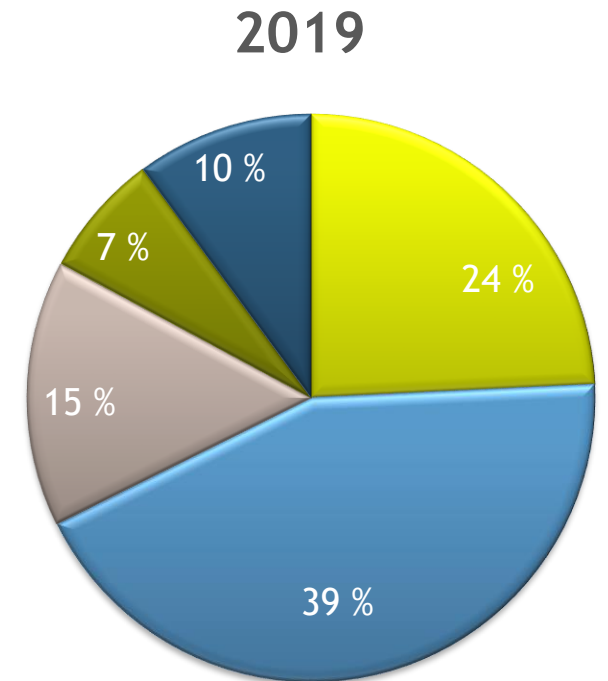
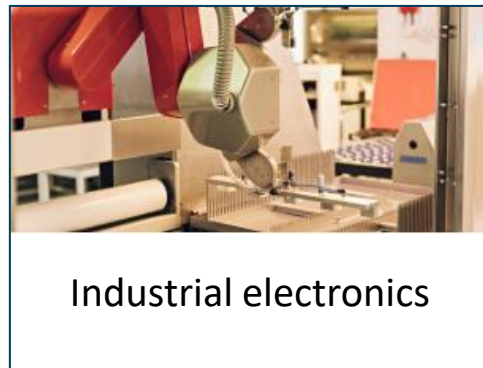
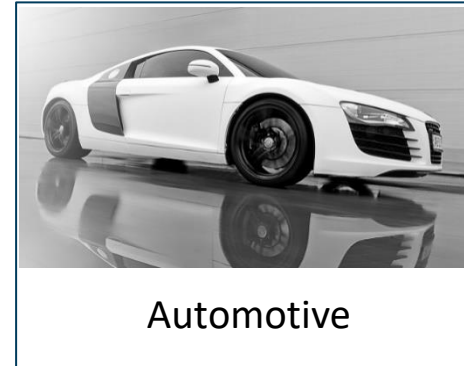
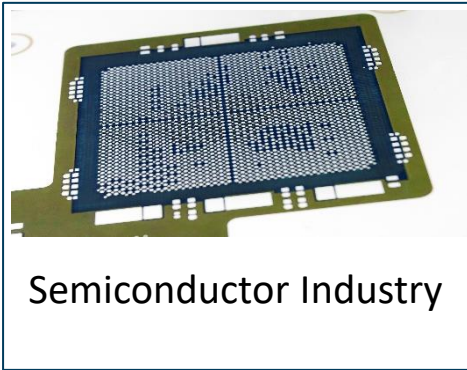
PCBs are uniquely designed

A printed circuit board (PCB) is the principal interconnection method in electronic devices. PCBs are used for electrical interconnection and as a component assembly platform in most electronic applications.

Every PCB design is unique to the device it is used in.

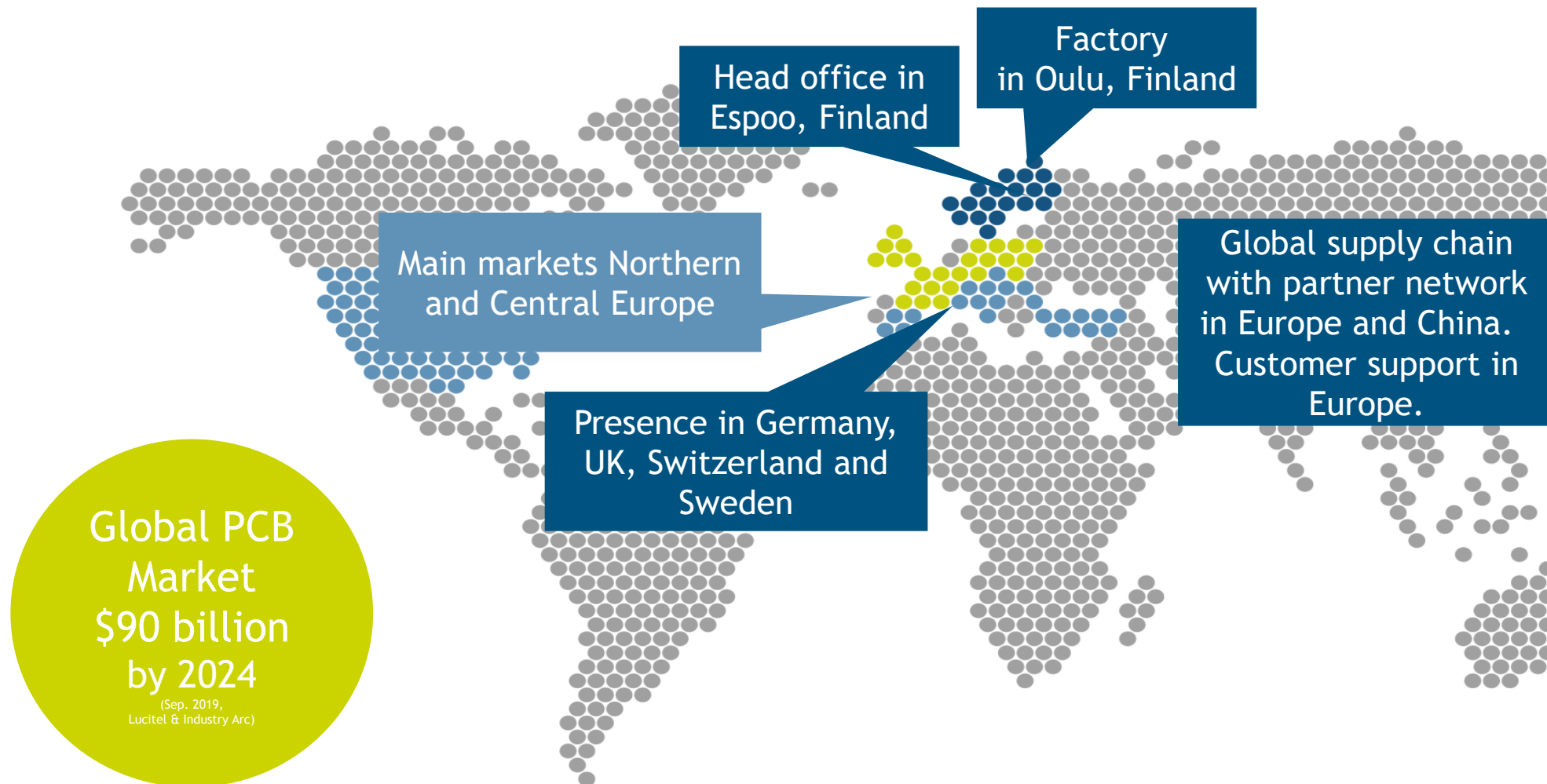


Aspocomp customer segments



- Automotive
- Telecommunications
- Industrial Electronics
- Security, Defence & Aerospace
- Semiconductor Industry

Aspocomp - Serving customers worldwide





Our QTA services



Excellent project support



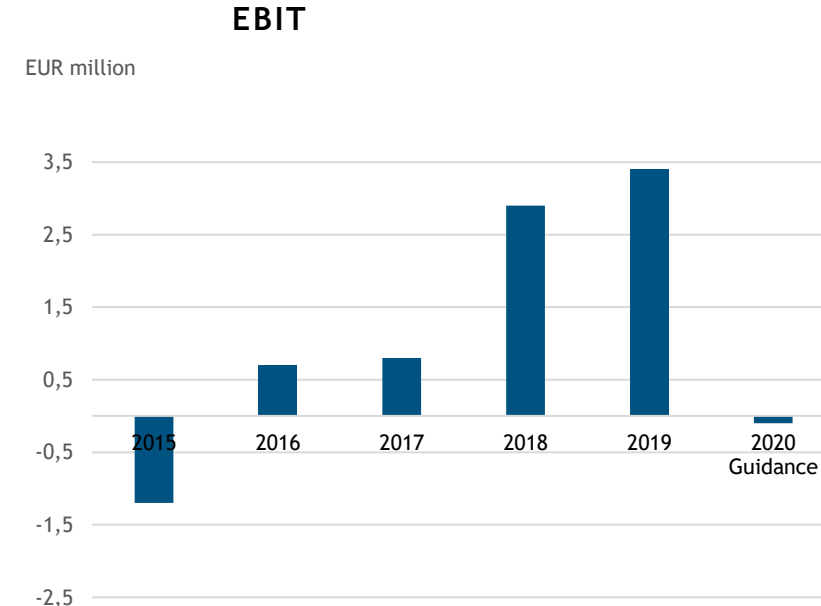
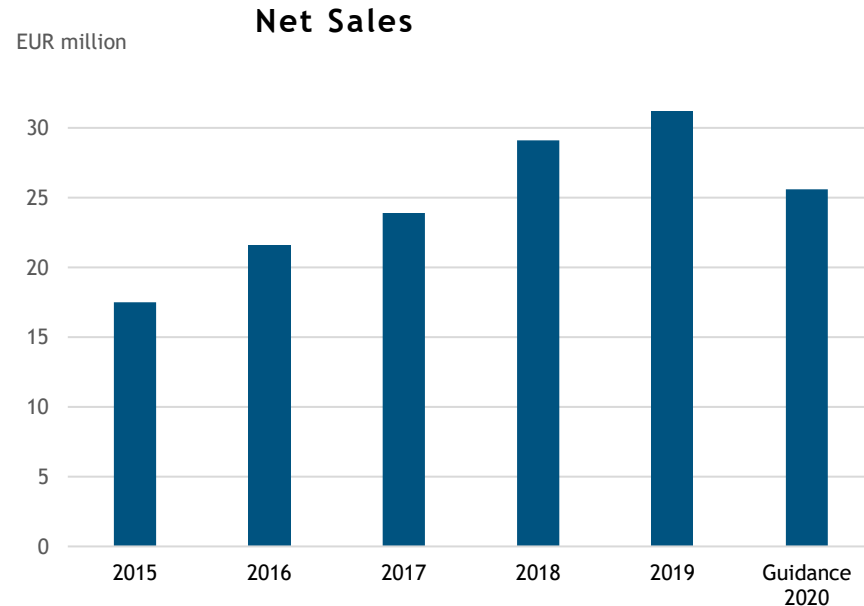
Our global reach

Our Customers value

- **Quick Turn Around PCBs**
 - The shortest lead time, high tech PCBs.
- **Project Support Services**
 - Support from early design stage to volume manufacturing
- **Volume Supply Services - PCB Trading**
 - Easy and cost-efficient access to all PCB technologies from Asia. 7 partners in China and 2 in Europe.

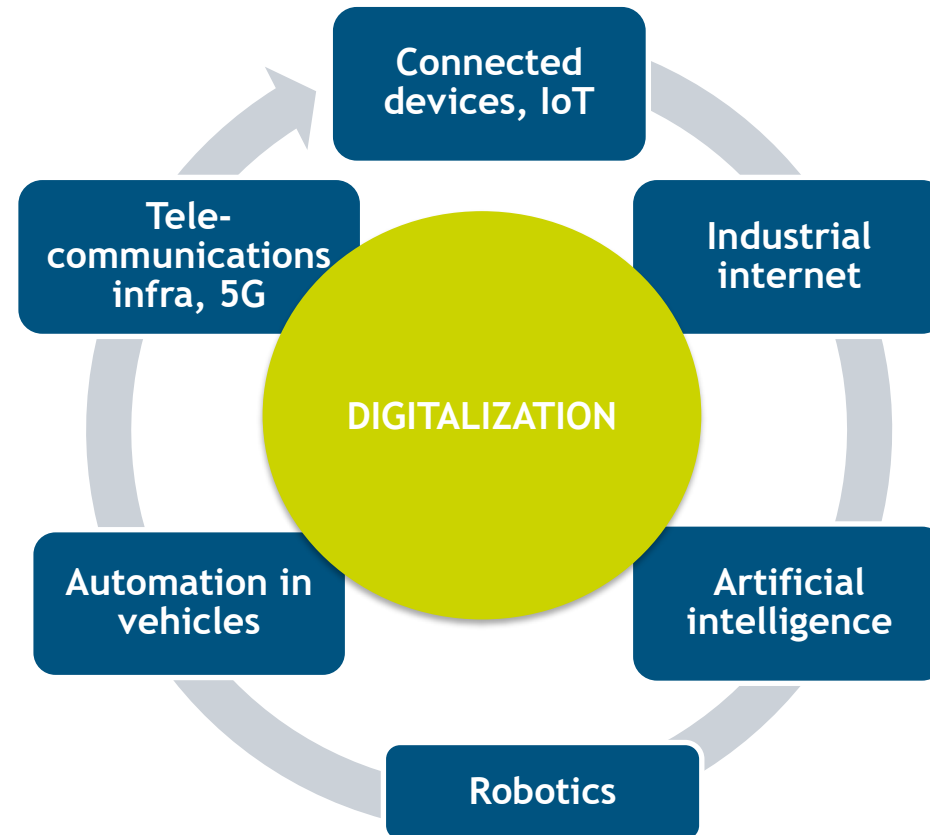
COVID-19 impacted results in 2020

- Net sales decreased by 18% - profitability -0,1 M€
- Double digit growth in Semiconductor and Security, Defence & Aerospace segments
- Demand in Automotive and Telecommunications Networks segments lower than expected



Digitalization continues to drive global growth for PCBs

- Industry growth driven by digitalization especially in vehicle automation, instruments, telecommunications infra, security, defence & aviation and advanced semiconductor technologies.
- Shortening time-to-market increasingly critical



* Source: Lucintel 9/2019

Market for PCBs growing along with smart devices, telecom infra and automation

The PCB market is expected to grow by 4.3% (CAGR) from 2019 to 2024.*

Market size is expected to reach \$89.7 billion by 2024.*

In Europe average growth rate 2.6% (CAGR) 2016-2024*

Asia Pacific is expected to remain the largest market and witness the largest growth *

Main market drivers for growth

- Advancement of internet of things
- Increased adoption of smart devices
- Wearable electronics
- Telecommunications infra and 5G
- Increased automation in industrial applications
- Advancement in automotive electronics

COVID-19 continues to impact the global electronics market and supply chain.

Also geopolitical concerns, trade tariffs and Brexit may have an impact.

**Source: Lucintel Sep. 2019*

Focus on customers' high-end needs

Customers have

Complex technical PCB requirements

Need for a reliable PCB partner who can support them in all technologies and volumes

Critical time requirements



We have

- 1) Superb technology and manufacturing knowledge from design to production
- 2) Strong world-class partner network and own production
- 3) Fast deliveries, flexibility in operations
- 4) Certified quality standards

Aspocomp's key strengths

Complete product portfolio from most demanding to basic PCBs according to customers needs.

Competitive and reliable partner network.

Long presence in Asia.

Local presence in EU countries

Wide technology portfolio

Own production in Oulu, Finland

Strong partners and local organization in Europe and Asia

Engineering support and customer service

Most challenging designs within the shortest lead-times of the industry.

World-class know-how, dedicated personnel, and capabilities for industrial scale prototyping.

Comprehensive engineering support for R&D in Oulu.

Single contact point for customer service.

Logistic advantage for customers in Europe.

Strategy supporting growth targets

Aspocomp today

High-technology expertise for demanding PCBs

Serving customers by both special and volume PCBs

Own production facility in Finland and strong partner network

Our strategy

Expand services to cover PCB needs over the product's entire life cycle

Shorten time-to-market with fast deliveries

Optimize efficiency

Our targets

Growth

Number one partner for our customers

Main Topics in Strategy

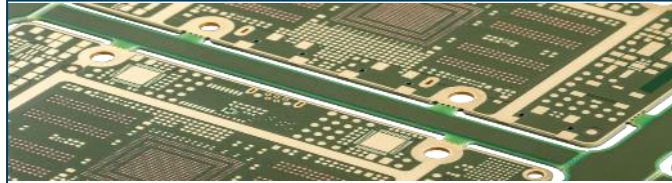
- Aspocomp - Customer Oriented Service Company
- Seeking for high growth in selected customer segments
- Expanding to new markets
- Improve operational excellence
- Target to grow in average of 10% annually and to reach minimum profitability of 7% latest in year 2022

Product categories



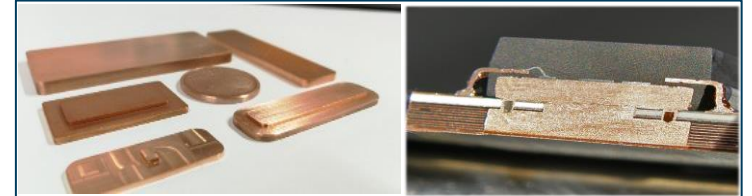
High Speed Digital

- ☐ HDI & Multilayer up-to-30+ layers
- ☐ High-speed materials
- ☐ Low profile Cu-foils



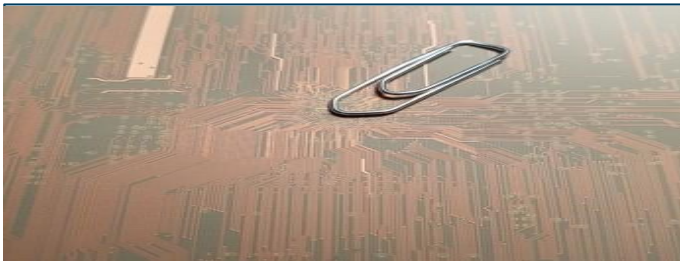
High Layer Count

- ☐ Multilayer PCB's up to 6mm (30+)
- ☐ Special materials
- ☐ High reliability



Thermal Management

- ☐ Metal back boards
- ☐ Copper coins
- ☐ Thermal via farms



Advanced HDI

- ☐ 2n2/3n3/4n4/Any layer HDI
- ☐ Staggered and stacked micro vias
- ☐ Design rules down to 50/50 L/S
- ☐ High frequency materials



High Frequency

- ☐ Special RF-laminates (e.g. PTFE)
- ☐ FR4+RF laminate hybrid and Inlay boards



Quick-Turn-Around
Services (QTA)



Design Support
Services



Logistics
Services



PCB Trading
Services

Services

- **QTA Services:** Our operations have always been optimized to provide the shortest lead time and guarantee high quality PCBs.
- **Design Support Services:** Aspocomp supports new customer projects with customized design and material guidelines.
- **Logistics Services:** Aspocomp deliver boards around the world fast and accurately with the best logistic service providers.
- **Volume Supply/PCB Trading Services:** Aspocomp offers easy and cost-efficient access to all PCB technologies from Asia and Europe with it's tailored partner network.

Outlook for 2020

Aspocomp's January-December 2020 net sales is estimated to be EUR 25.6 million. Demand in the telecommunications networks and automotive segments in the fourth quarter was lower than expected. Due to the low net sales and the EUR 0.3 million credit loss provision recorded in the first quarter, Aspocomp's operating result for January-December 2020 is estimated to be lower than previously forecast and to be approximately EUR -0.1 million.

In its previous outlook for 2020 (the Interim Report on November 4, 2020) Aspocomp estimated that its net sales and operating result for 2020 will fall significantly short of the 2019 level. In 2019, net sales amounted to EUR 31.2 million and the operating result to EUR 3.4 million.

Disclaimer

- *Although forward-looking statements contained in this presentation are based upon what management of the company believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. These statements are not guarantees of future performance and undue reliance should not be placed on them. The company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.*

Thank you!



APPENDIX



Income statement

| EUR million | 1-9/2020 | 2019 |
|-----------------------------------|-------------|------------|
| Net sales | 19.7 | 31.2 |
| Other operating income | 0.1 | 0.1 |
| Materials and services | -9.4 | -14.6 |
| Personnel expenses | -5.9 | -7.8 |
| Other operating costs | -3.4 | -4.9 |
| Depreciations and amortization | -1.2 | -1.3 |
| Operating result | -0.1 | 3.4 |
| Financial income and expenses | -0.2 | -0.1 |
| Profit/loss before tax | -0.2 | 3.3 |
| Income taxes | 0.0 | 0.7 |
| Profit/loss for the period | -0.2 | 3.9 |

Balance sheet

| EUR million | Sep. 30, 2020 | Dec 31, 2019 |
|-------------------------------------|---------------|--------------|
| Assets | | |
| Non-current assets | | |
| Intangible assets | 3.2 | 3.3 |
| Tangible assets | 5.7 | 5.6 |
| Right-of-use assets | 1.0 | 1.3 |
| Deferred income tax assets | 4.7 | 4.7 |
| Total non-current assets | 14.5 | 14.9 |
| Total current assets | 12.3 | 14.6 |
| Total assets | 27.0 | 29.5 |
| | | |
| Equity and liabilities | | |
| Total equity | 17.0 | 18.1 |
| Total liabilities | 10.0 | 11.4 |
| Total equity and liabilities | 27.0 | 29.5 |

Cash flow

| EUR million | 1-9/2020 | 2019 |
|---|-------------|-------------|
| Profit for the period | -0.2 | 3.9 |
| Adjustments | 1.3 | 0.7 |
| Change in working capital | 2.5 | -0.2 |
| Received Interest income | 0.0 | 0.0 |
| Paid interest expenses | -0.1 | -0.2 |
| Paid taxes | 0.0 | 0.0 |
| Cash flow from operating activities | 3.4 | 4.3 |
| Investments | -1.6 | -3.5 |
| Proceeds from sale of property, plant and equipment | 0.0 | 0.1 |
| Cash flow from investing activities | -1.6 | -3.5 |
| Increase in financing | 3.0 | 1.0 |
| Decrease in financing | -2.6 | -0.8 |
| Dividends paid* | -0.9 | -0.8 |
| Cash flow from financing activities | -0.6 | -1.0 |
| Cash and cash equivalents at the end of period | 3.5 | 2.4 |

* Taxes on dividends paid, totaling 138 thousand euro, have been paid on October 12, 2020

Aspocomp's share price performance

03.02.2020 - 02.02.2021



DIVIDEND POLICY

The company's aim is to pay an annual dividend to its shareholders.

In its annual proposal on the distribution of dividend, the Board will take into account the company's financial performance, investment and development needs, and solvency.

The targeted dividend payout ratio is at least one-third of the group's profit for the financial year.

Major Shareholders as of Dec. 31, 2020

| | Shareholders, 31.12.2020 | Shares | Ownership, % |
|----|-----------------------------------|-----------|--------------|
| 1 | JOENSUUN KAUPPA JA KONE OY | 1,130,000 | 16.52 |
| 2 | TIIVISTE-GROUP OY | 1,001,004 | 14.63 |
| 3 | MONTONEN MIKKO | 390,000 | 5.70 |
| 4 | MANDATUM HENKIVAKUUTUSOSAKEYHTIÖ | 328,361 | 4.80 |
| 5 | ETOLA ERKKI | 300,000 | 4.39 |
| 6 | NORDEA HENKIVAKUUTUS SUOMI OY | 275,000 | 4.02 |
| 7 | LÄHDESMÄKI TUOMO | 165,000 | 2.41 |
| 8 | LAHDENPERÄ MATTI | 145,700 | 2.13 |
| 9 | CITIBANK EUROPE PLC (Nomineereg.) | 119,970 | 1.75 |
| 10 | KOSKINEN JOUNI | 114,316 | 1.67 |

<https://aspocomp.com/investors/>

Management Team



**Mikko
Montonen**

Chief
Executive
Officer



**Antti
Ojala**

Chief
Operating
Officer



**Ari
Beilinson**

Sales and
Marketing



**Jouni
Kinnunen**

Chief
Financial
Officer



**Mitri
Mattila**

Chief
Technology
Officer

Summary & Contact information

- High-end PCB technology manufacturing to support challenging projects.
- Design support for projects in early stage.
- Fastest QTA lead-times.
- Volume support through world-class partner network.
- Please contact [Aspocomp Sales team](#)
- And follow us at:

www.aspocomp.com/

