

# **ASPOCOMP**

**Heart of your technology**

**Half-year 2024 presentation**

July 18, 2024   Manu Skyttä, President and CEO



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- Q2/2024 in brief
- Q2 and H1/2024 financial result:
  - Order book
  - Net sales
  - Operating result
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## Q2/2024: Net sales and operating result decreased in the second quarter; orders received turned to growth

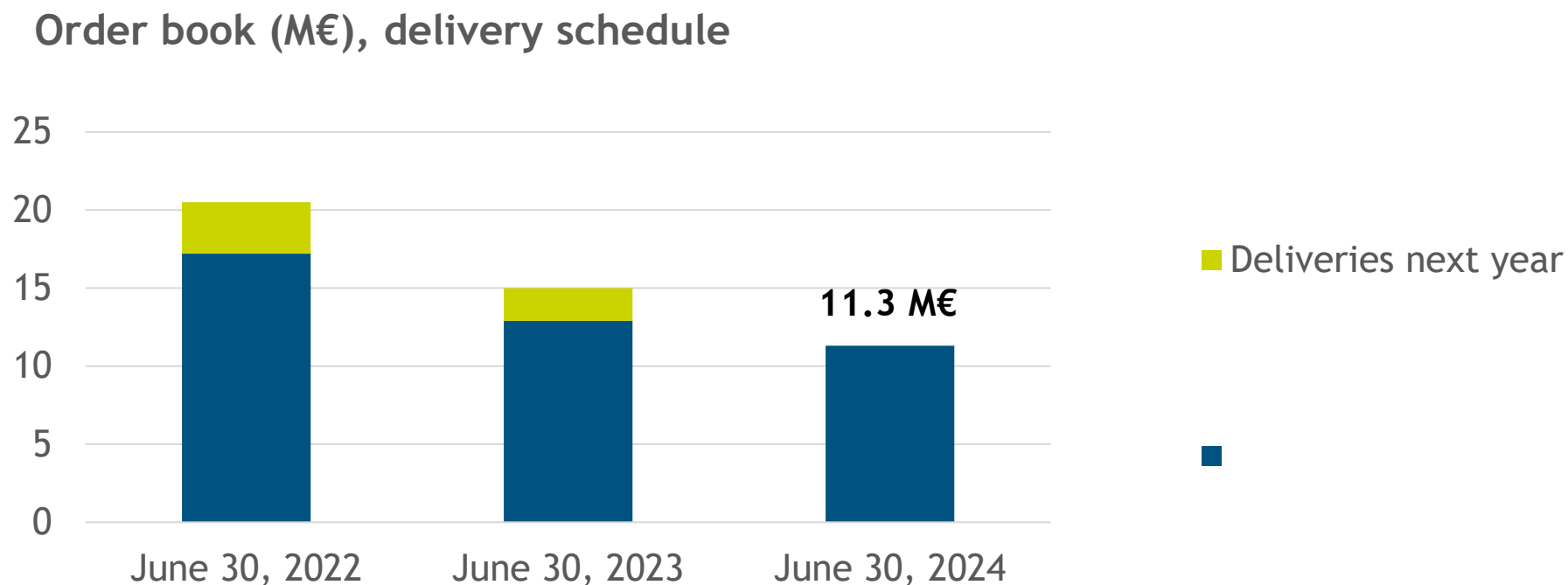
- Second-quarter net sales EUR 7.0 (9.5) million, decrease of 26%
- Operating result EUR -1.2 (0.4) million, -17.5% (4.2% ) of net sales
- Earnings per share EUR -0.19 (0.05)
- Operative cash flow EUR -1.1 (-0.6) million
- Equity ratio 57.8% (67.9%)
- Orders received EUR 6.6 (5.4) million, increase of 22%



H1/2024: Weak demand, especially in the Semiconductor Industry and Telecommunication customer segments, was reflected in Aspocomp's net sales

- First-half net sales amounted to EUR 13,3 (18,4) million, decrease of 28%
- Operating result EUR -2.8 (0.7) million, -21.4% (4.0%) of net sales
- Earning per share, EUR -0.44 (0.09)
- Operative cash flow EUR -3.1 (0.9) million
- Equity ratio 57.8% (67.9%)
- Orders received EUR 14.2 (19.1) million, decrease of 26%
- Order book at the end of the review period EUR 11.3 (15.0) million, decrease of 25%

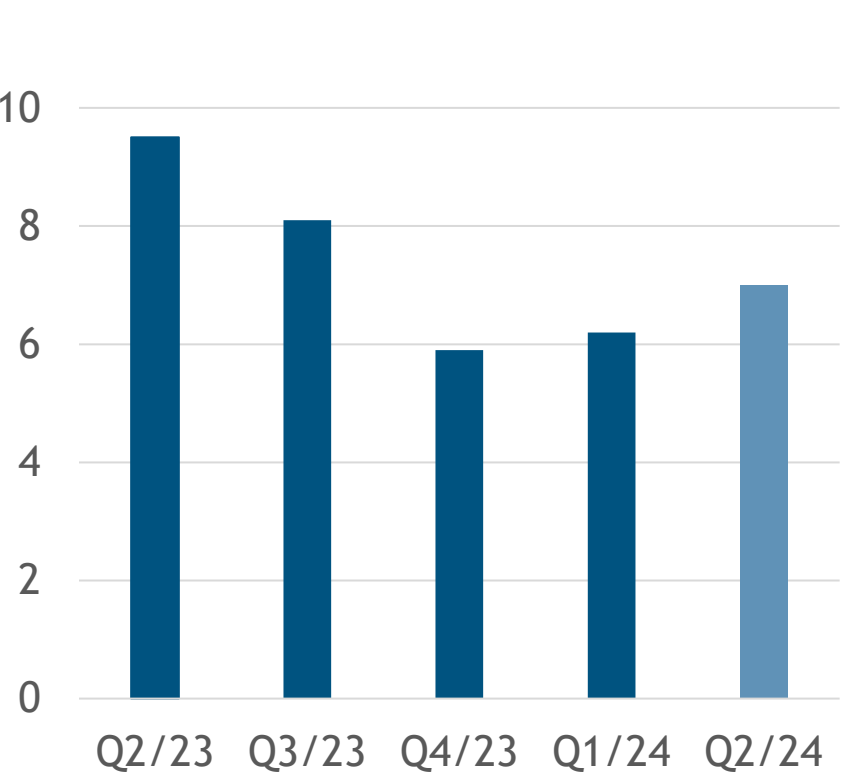
# Order book amounted to EUR 11.3 million



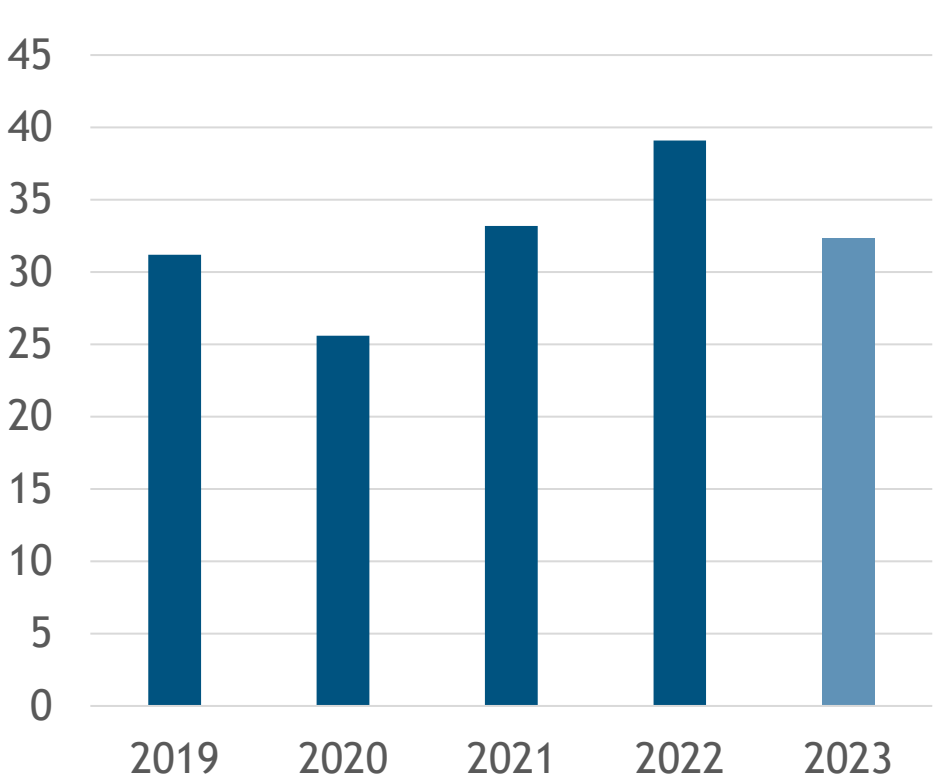
- The order intake was below the comparison period level and amounted to EUR 11.3 million
- However, demand has already begun to improve gradually; Aspocomp's order book developed positively in Q2 compared to the beginning of the year, and some customers have announced that they will bring forward their orders for the end of the year and 2025.

# Q2/ 2024 net sales amounted to EUR 7.0 million

Quarterly net sales (M€)

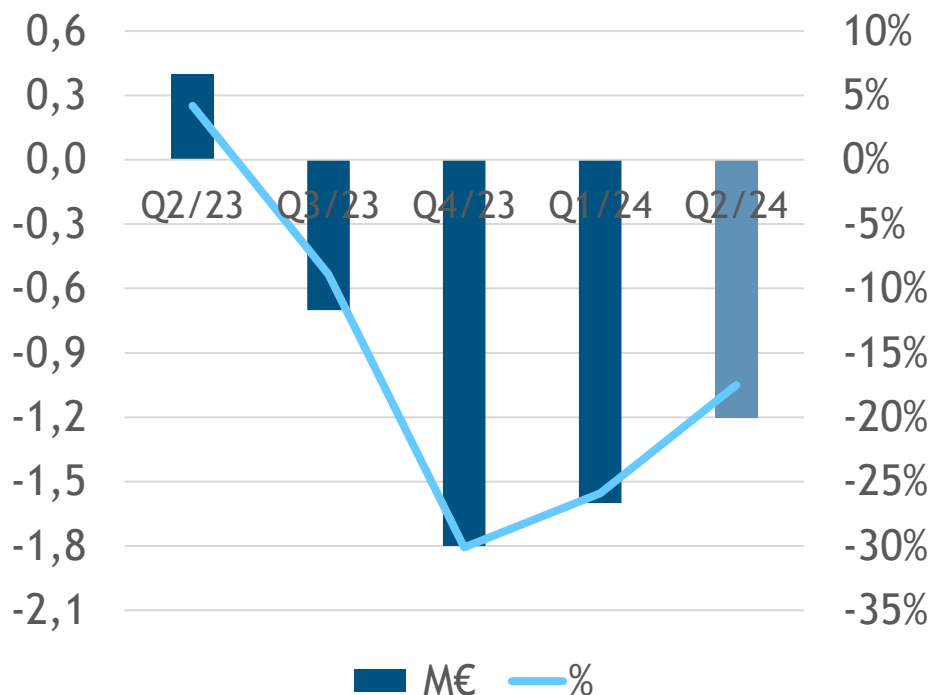


Annual net sales (M€)



# Operating results Q2 and H1 2024

## Operating result, M€ and %



## Annual operating result, M€ and %



- Q2 operating result was especially burdened by:
  - Low net sales
  - Weakened product mix
  - The additional quality assurance work caused by the process failure that continued until the end of 2023.

# Customer segment comments and net sales Q2/2024

## Automotive



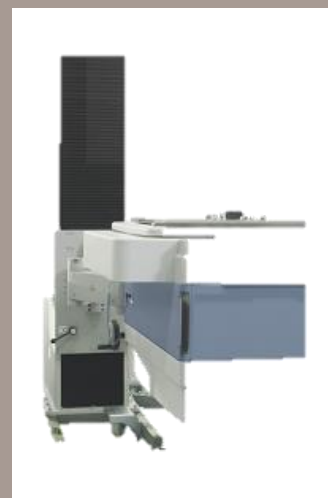
## Industrial Electronics



## Security, Defense & Aerospace



## Semiconductor Industry

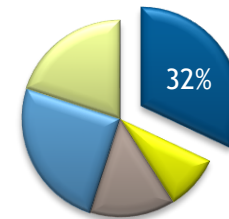


## Telecommunication



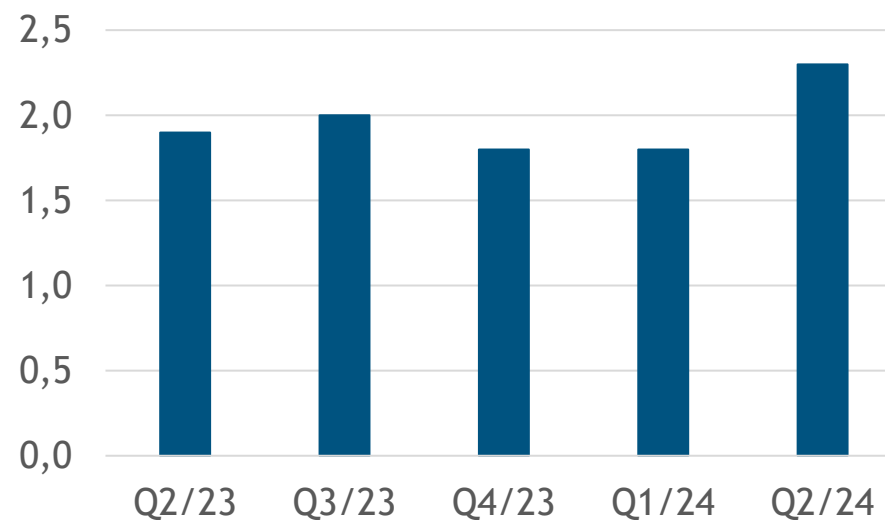


# Automotive: Increase in demand from end customers



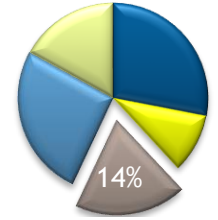
- The increase in net sales was due to the growth in demand from end customers.
- Q2 net sales amounted to EUR 2.3 million. Increase of 17% compared to Q2/2023.

Net sales, M€



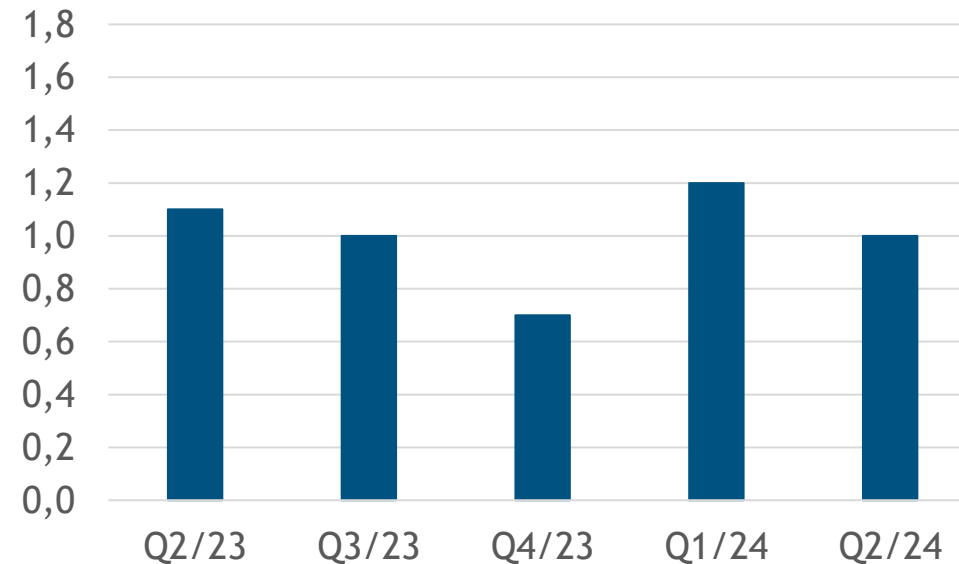


## Industrial Electronics: Net sales decreased by 8% compared to Q2/2023

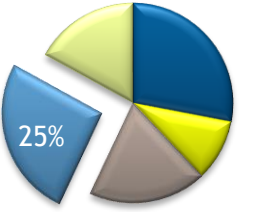


- Q2 net sales amounted to EUR 1.0 million. Decrease of 8% compared to Q2/2023.
- Net sales turned to growth compared to the beginning of the year due to a slight recovery in demand.

Net sales, M€

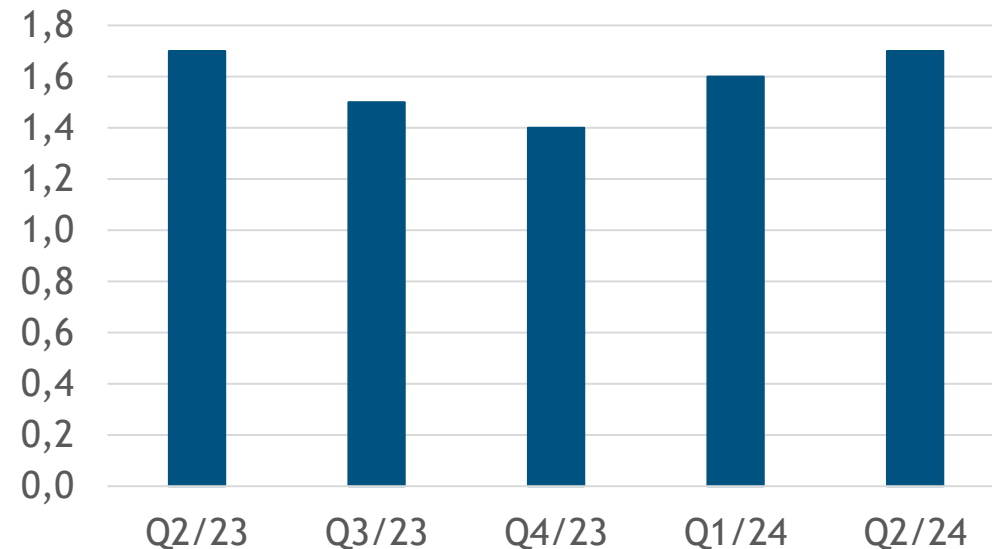


# Security, Defence & Aerospace: Net sales amounted to EUR 1.7 million



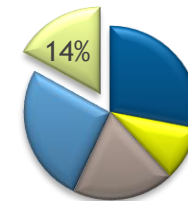
- The changing geopolitical environment increases the demand for local manufacturing in Europe.
- Net sales remained on par with the comparison period and amounted to EUR 1.7 million.

Net sales, M€



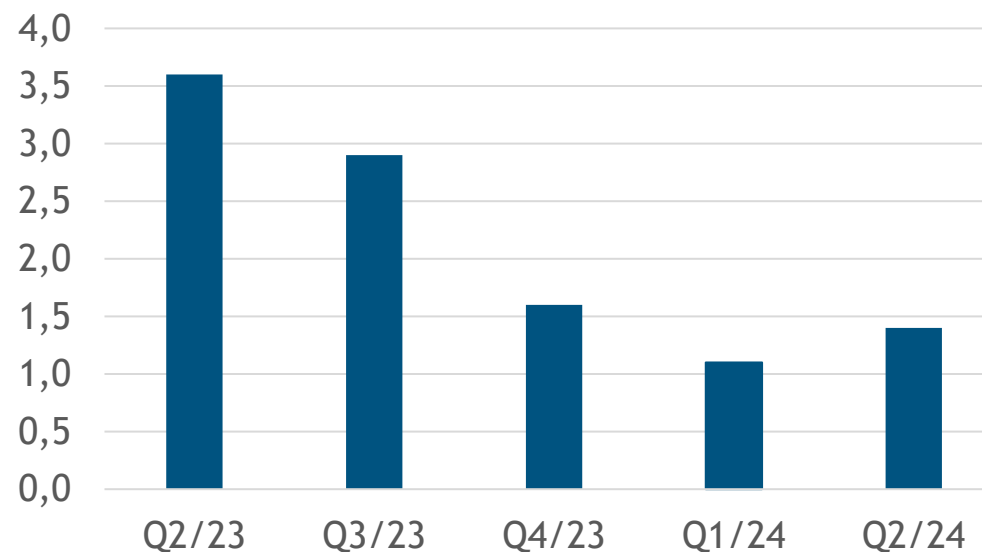


# Semiconductor Industry: Net sales turned to moderate growth compared to Q1/2024



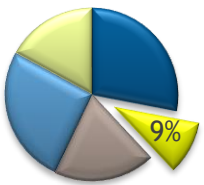
- Q2 net sales amounted to EUR 1.4 million, year-on-year decrease of 61%.
- The customer segment's net sales turned to moderate growth compared to Q1, and the global market has seen year-on-year growth every month during the beginning of 2024.
- Growth prospects in the semiconductor industry are still strong.

Net sales, M€



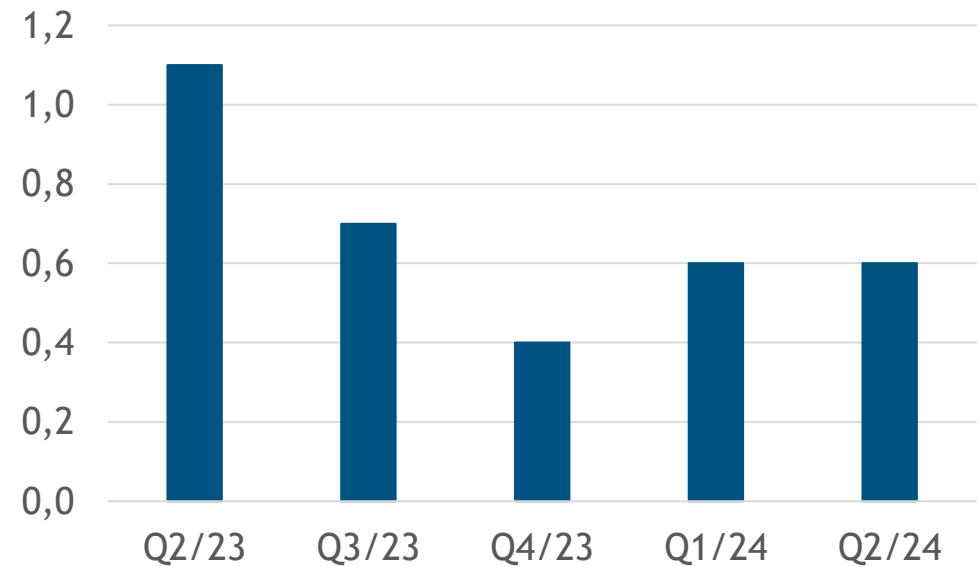


# Telecommunication: End customers' weak demand situation



- Q2 net sales amounted to EUR 0.6 million, year-on-year decrease of 44%.
- Weak demand among end customers continued to limit the growth of the customer segment.

Net sales, M€



# Outlook for 2024

Aspocomp reiterates the guidance that was published on March 14, 2024.

- Aspocomp estimates that its net sales for 2024 will increase from 2023 and its operating result will improve from 2023.

In 2023, net sales amounted to EUR 32.3 million and the operating result was a loss of EUR 1.7 million.



## Q2: Summary

- Second-quarter net sales EUR 7.0 (9.5) million, decrease of 26%
- Operating result EUR -1.2 (0.4) million, -17.5% (4.2% ) of net sales
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- Operative cash flow EUR -1.1 (-0.6) million
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Additional material

# 10 major shareholders, June 30, 2024

Shareholder		Shares	Ownership, %
1	Joensuun Kauppa ja Kone Oy	1,195,722	17.48
2	Etola Group Oy	1,001,004	14.63
3	Montonen Mikko	390,000	5.70
4	Mandatum Life Insurance Company Limited	352,103	5.15
5	Etola Erkki	300,000	4.39
6	Nordea Henkivakuutus Suomi Oy	275,000	4.02
7	Lahdenperä Matti	127,830	1.87
8	Lähdesmäki Tuomo	115,000	1.68
9	Koskinen Jouni	114,716	1.68
10	Lauren Karri-Pekka	101,722	1.49

# Board of Directors



Päivi Marttila  
Chairman



Kaarina Muurinen  
Vice Chairman



Jukka Huuskonen  
Member



Anssi Korhonen  
Member



Ville Vuori  
Member

# Management Team



[Manu Skyttä](#)  
President and CEO



[Antti Ojala](#)  
CCO and Deputy CEO



[Pekka Holopainen](#)  
Chief Operating  
Officer



[Jouni Kinnunen](#)  
CFO



[Mitri Mattila](#)  
CTO