

ASPOCOMP

Heart of your technology

January-September 2024 presentation

October 23, 2024 Manu Skyttä, President and CEO



Contents

- Q3/2024 in brief
- 1-9/2024 financial result:
 - Order book
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 - Operating result
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Q3/2024: Net sales and operating result decreased in Q3, orders received, and order book turned to strong growth

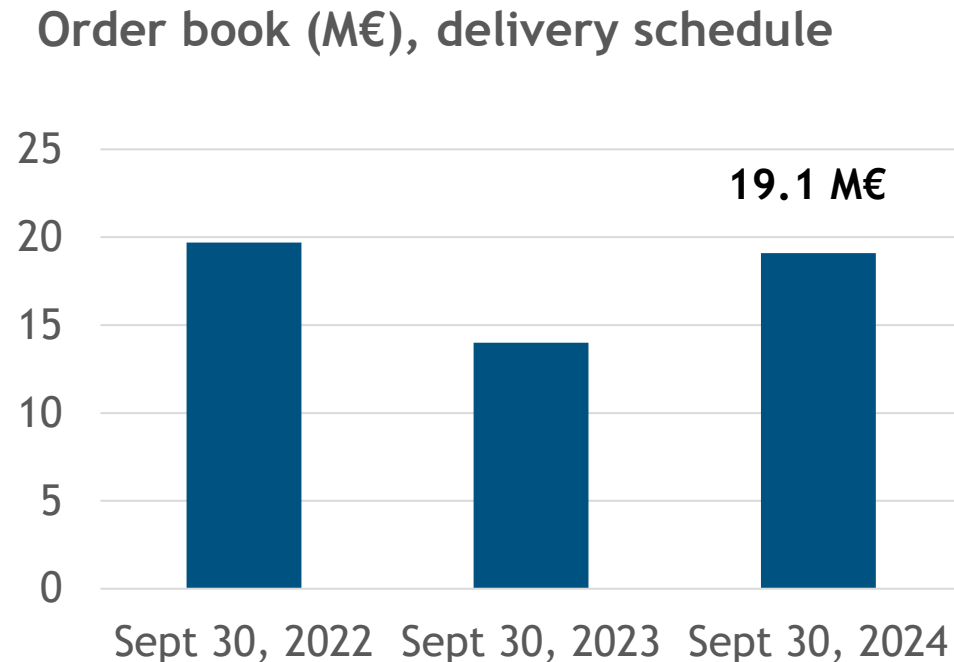
- Third-quarter net sales EUR 6.4 (8.1) million, decrease of 21%
- Operating result EUR -1.2 (-0.7) million, -18.8% (-8.9%) of net sales
- Earnings per share EUR -0.20 (-0.11)
- Operative cash flow EUR -1.3 (0.7) million
- Equity ratio 56.5% (66.4%)
- Orders received EUR 14.1 (7.1) million, increase of 100%



1-9/2024: Net sales development was impacted by sluggish demand in the Semiconductor Industry segment and the extended production lead times in H1/24

- January-September net sales amounted to EUR 19.7 (26.4) million, decrease of 26%
- Operating result EUR -4.0 (0.0) million, -20.6% (0.1%) of net sales
- Earning per share, EUR -0.63 (-0.02)
- Operative cash flow EUR -4.4 (1.6) million
- Equity ratio 56.5% (66.4%)
- Orders received EUR 28.3 (26.2) million, increase of 8%
- Order book at the end of the review period EUR 19.1 (14.0) million, increase of 36%

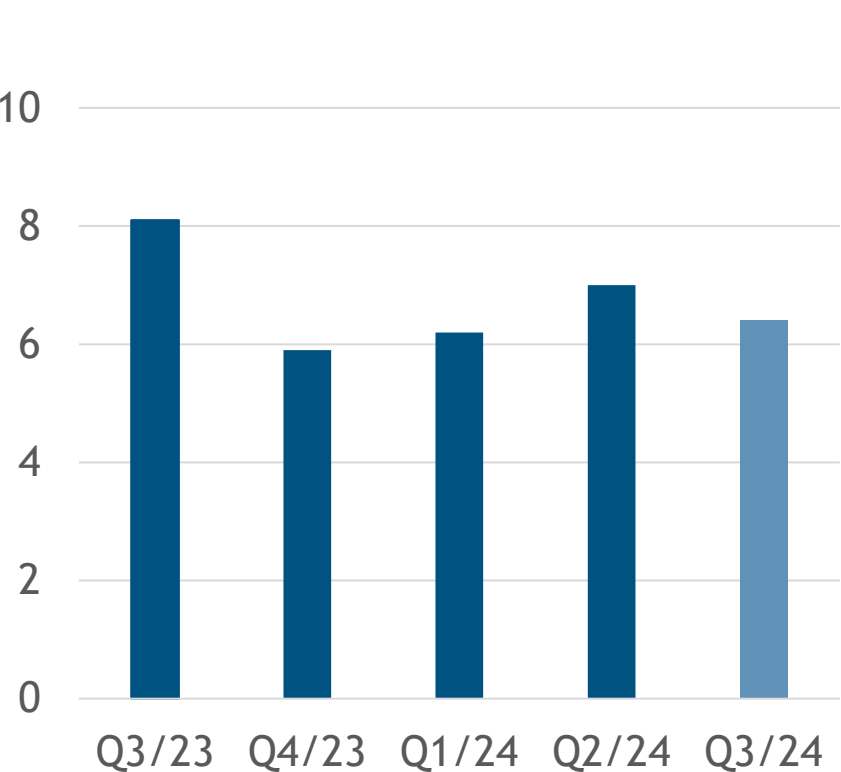
Order book increased to EUR 19.1 million



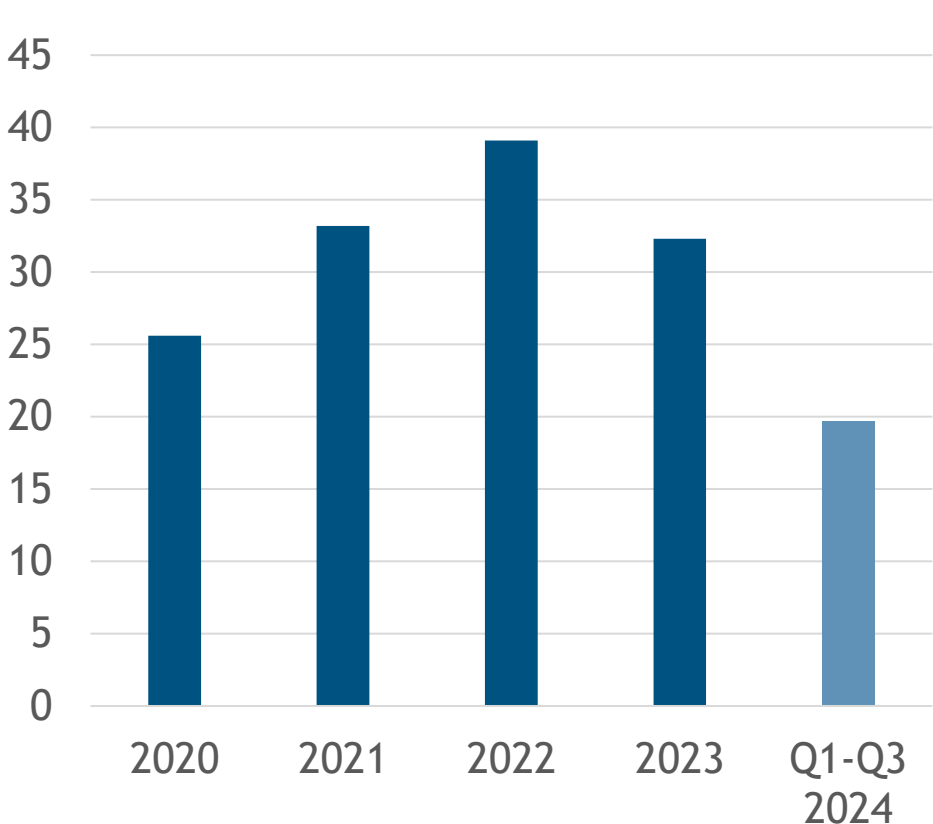
- The order book grew especially due to strong demand from the Semiconductor Industry customer segment.
- Order book increased year-on-year by 36% and amounted to EUR 19.1 million.

Q3/2024 net sales amounted to EUR 6.4 million

Quarterly net sales (M€)

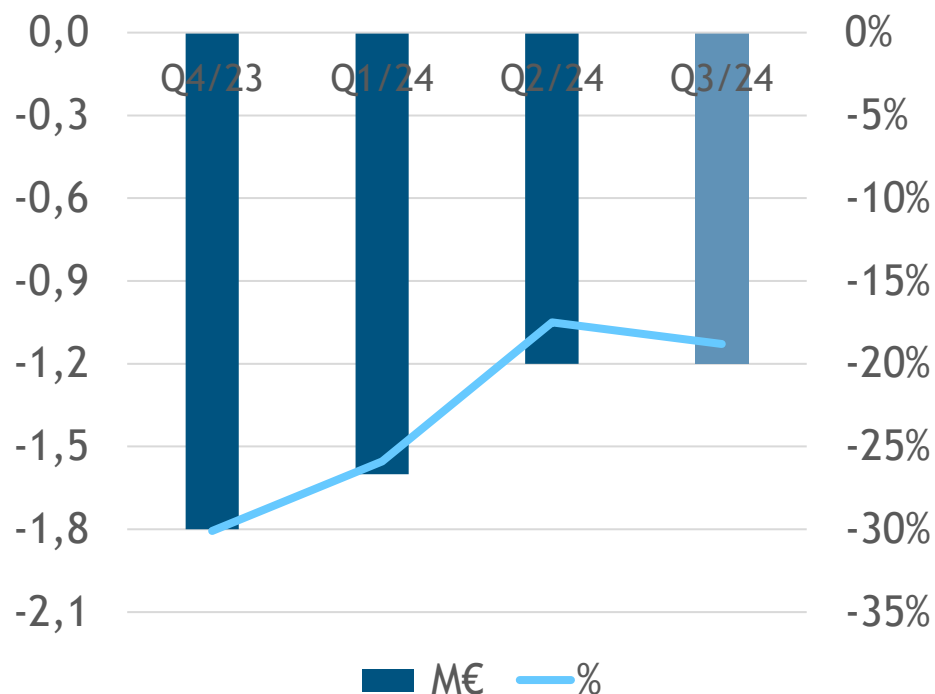


Annual net sales (M€)

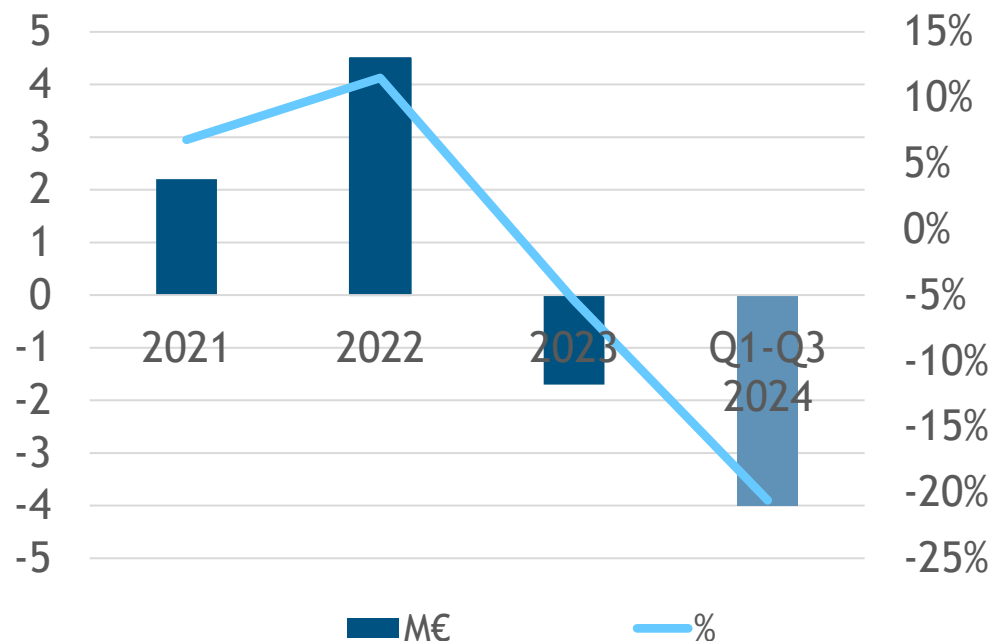


Operating results Q3 and Q1-Q3/2024

Operating result, M€ and %



Annual operating result, M€ and %



- Q3 operating result was especially burdened by:
 - Low net sales
 - Emphasis of net sales on customer segments with lower margins
 - Extended production throughput times
 - Increased production personnel costs

Customer segment comments and net sales Q3/2024

Automotive



Industrial Electronics



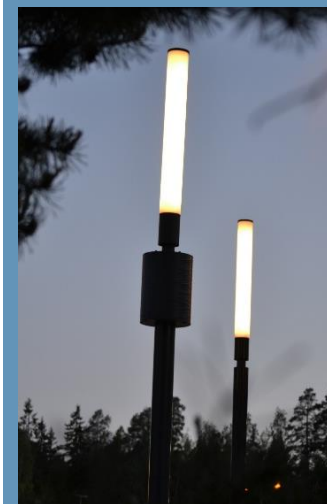
Security, Defense & Aerospace



Semiconductor Industry

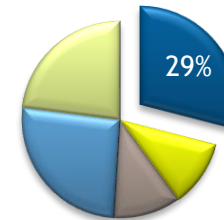


Telecommunication



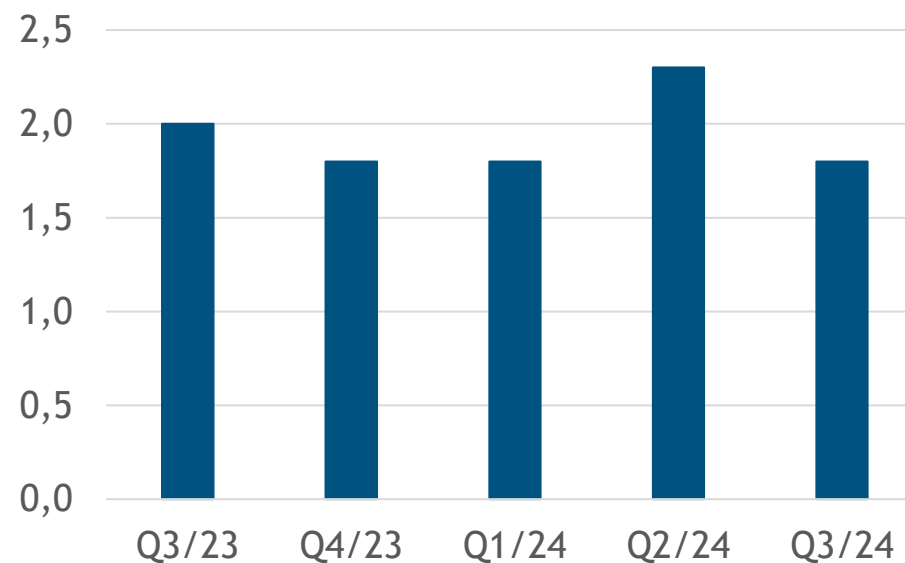


Automotive: Net sales amounted to EUR 1.8 million



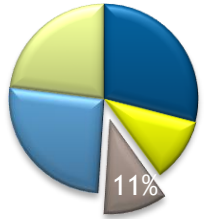
- Q3 net sales amounted to EUR 1.8 million. Decrease of 7% compared to Q3/2023.

Net sales, M€



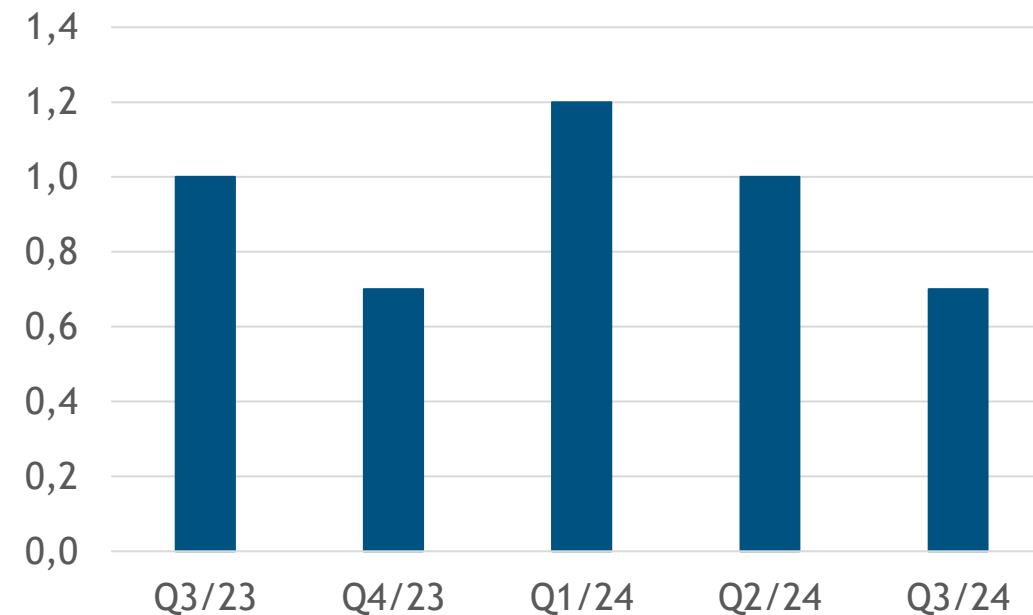


Industrial Electronics: Net sales decreased by 27% compared to Q3/2023

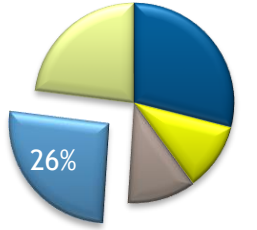


- Q3 net sales amounted to EUR 0.7 million. Decrease of 27% compared to Q3/2023.

Net sales, M€

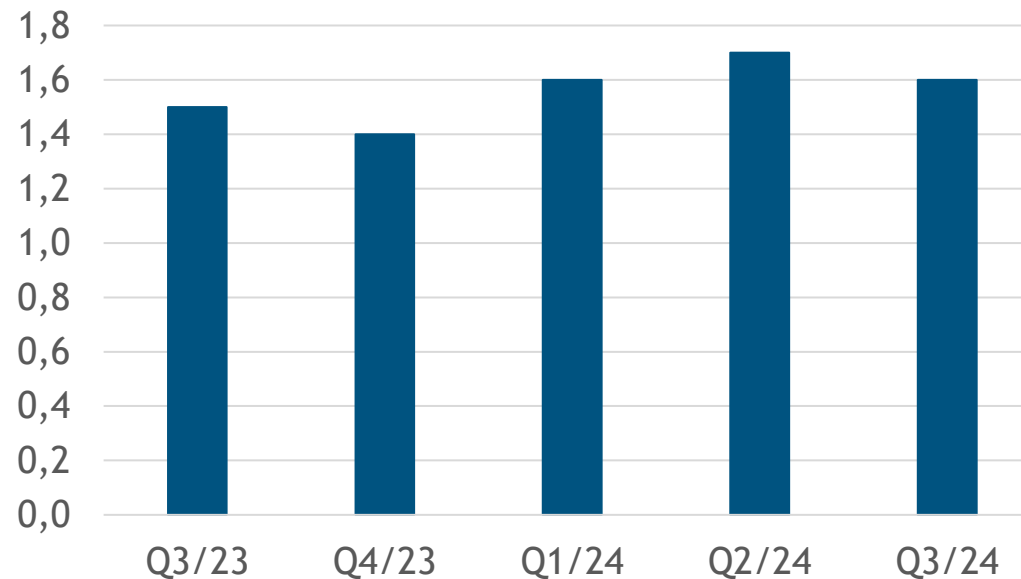


Security, Defence & Aerospace: Net sales increased by 9% to EUR 1.6 million

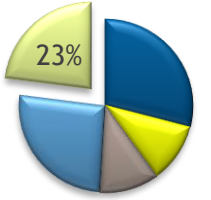


- The changing geopolitical environment increases the demand for local manufacturing in Europe.
- Net sales increased by 9% to EUR 1.6 million.

Net sales, M€

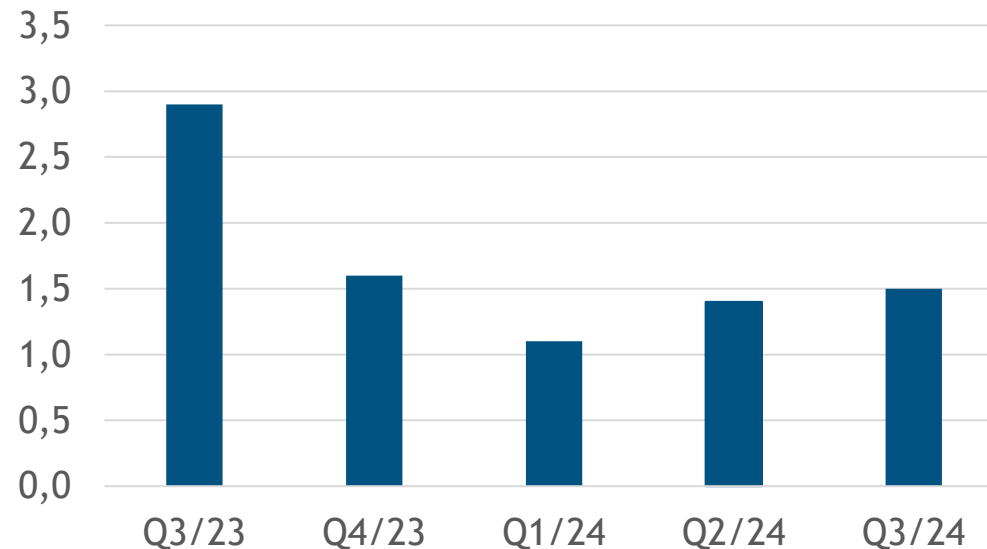


Semiconductor Industry: Net sales turned to moderate growth compared to Q2/2024, demand swung to strong growth



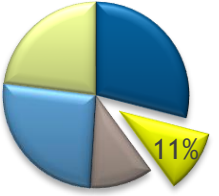
- Q3 net sales amounted to EUR 1.5 million, year-on-year decrease of 49%.
- Demand swung to strong growth in the third quarter.
- Growth prospects in the semiconductor industry are still strong.

Net sales, M€



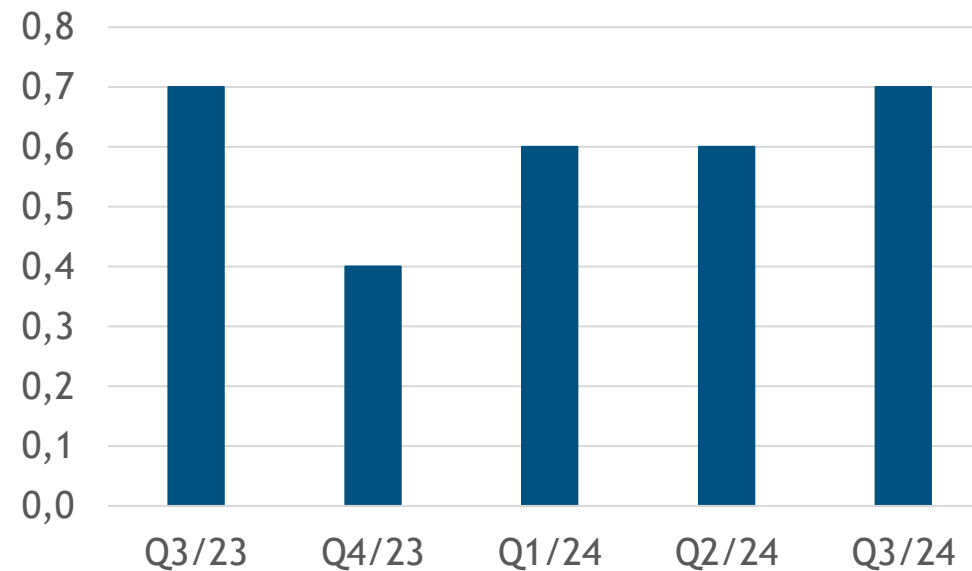


Telecommunication: End customers' demand situation stabilized



- Q3 net sales amounted to EUR 0.7 million, remained at the comparison period level.
- End customers' demand situation stabilized.

Net sales, M€



Outlook for 2024

Aspocomp reiterates the guidance that was published on August 29, 2024.

- Aspocomp estimates that its net sales for 2024 will be below the 2023 level, and its operating result for 2024 will be clearly below the 2023 level.
- In 2023, net sales amounted to EUR 32.3 million and the operating result was a loss of EUR 1.7 million.



Q3: Summary

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Additional material

10 major shareholders, September 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	131,563	1.92
8	Koskinen Jouni	115,016	1.68
9	Lähdesmäki Tuomo	115,000	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