

# **ASPOCOMP**

**Heart of your technology**

**January-March 2025 presentation**

April 29, 2025 Manu Skyttä, President and CEO



# Contents

- Overview Q1/2025
- Q1/2025 in brief
- Q1/2025 financial result:
  - Order book
  - Net sales
  - Operating result
- Overview of customer segments
- Outlook
- Summary



# Overview Q1 /2025

- Nearly record net sales in Q1 and the company's operating result turned clearly positive.
  - Strong order book, production operating with good utilization and throughput, and improved production profitability as well as favorable product mix.
- Demand remained high, especially in the Semiconductor Industry, and the order book increased year-by-year by almost 80 % and continued to grow compared to the end of 2024.
- From these starting points, we can now move on to renewing the company's strategy.



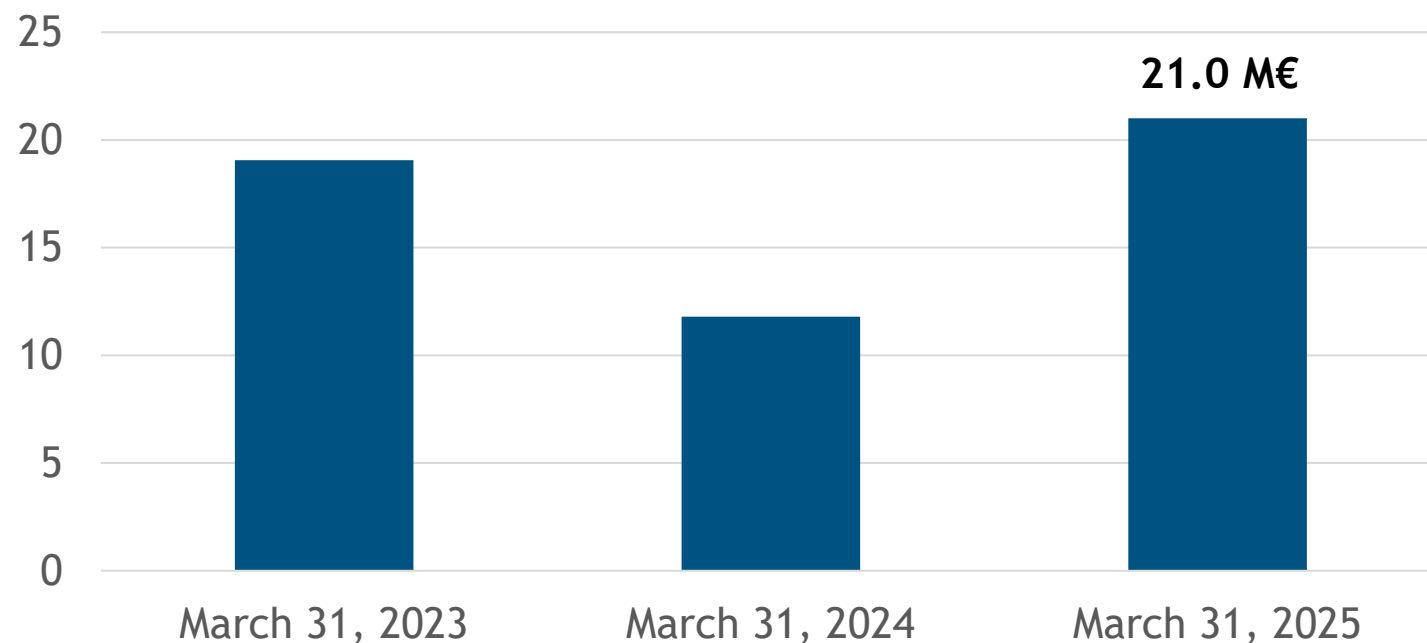


## Q1/2025 in brief

- First-quarter net sales EUR 10.3 (6.2) million, increase of 66%
- Operating result EUR 0.8 (-1.6) million, 8.0% (-25.9%) of net sales
- Earnings per share EUR 0.10 (-0.24)
- Operative cash flow EUR 1.8 (0.6) million
- Equity ratio 55.1% (72.9%)
- Order book at the end of the review period EUR 21.0 (11.8) million, increase of 79%
- Orders received EUR 11.4 (7.5) million, increase of 52%

# Order book amounted to EUR 21.0 million

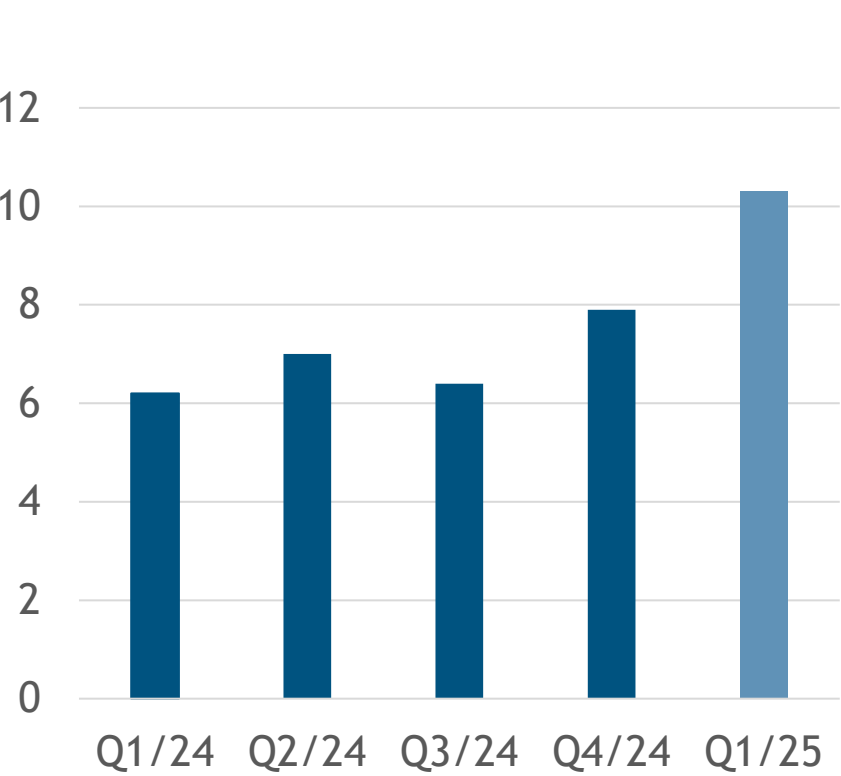
Order book (M€), delivery schedule



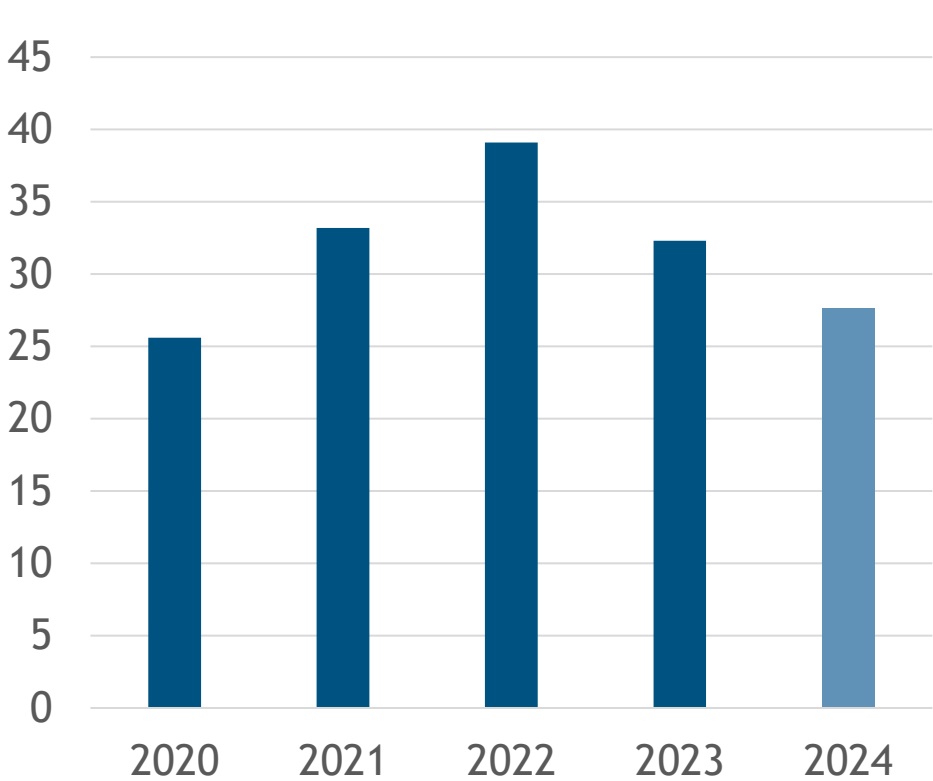
- The order book grew especially due to strong demand from the Semiconductor Industry customer segment.

# Q1/25 net sales amounted to EUR 10.3 million, increase of 66%

Quarterly net sales (M€)

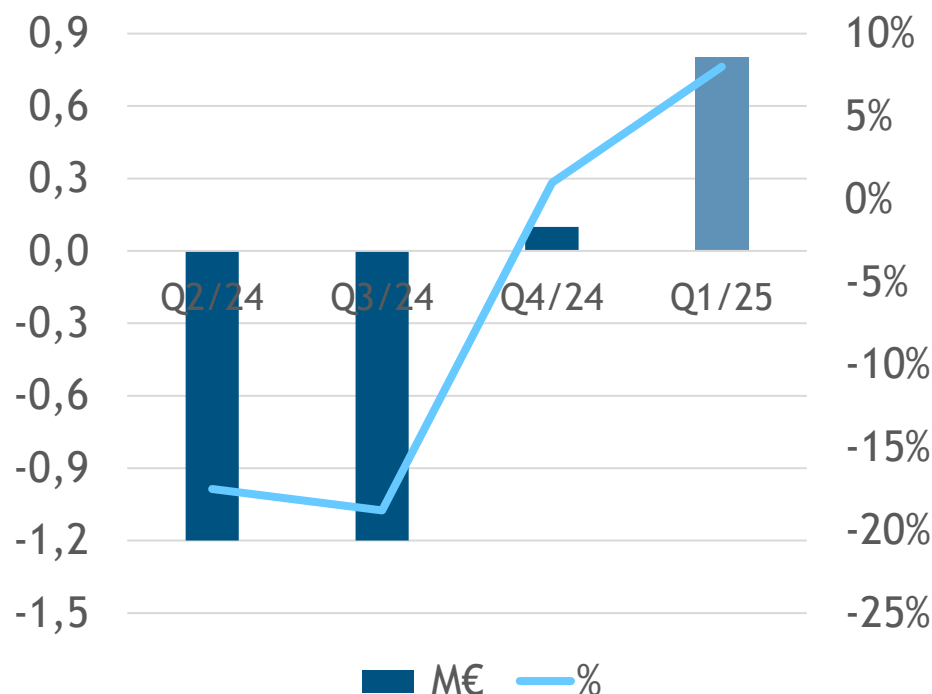


Annual net sales (M€)

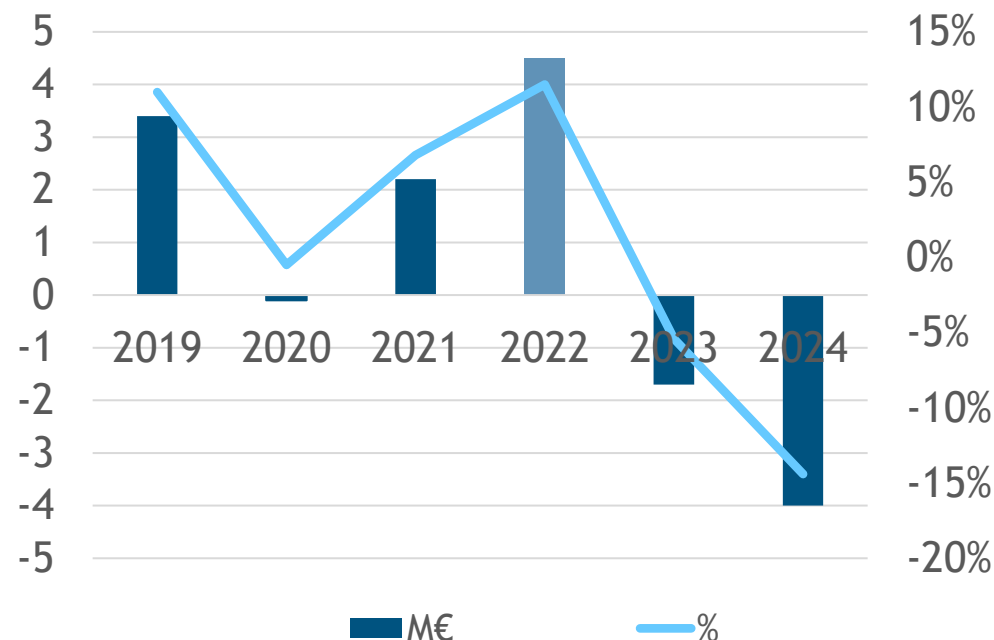


# Q1 /2025 and full year 2024 operating results

Operating result, M€ and %



Annual operating result, M€ and %



- Q1: The operating result was improved by strong demand in the Semiconductor Industry customer segment, increased production capacity, and consolidated production throughput as well as favorable product mix.

# Customer segment comments and net sales Q1 /2025

## Automotive



## Industrial Electronics



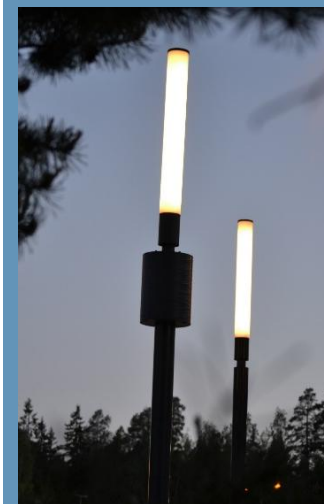
## Security, Defense & Aerospace



## Semiconductor Industry



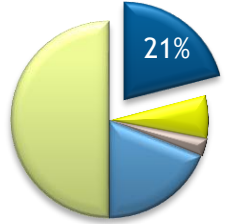
## Telecommunication





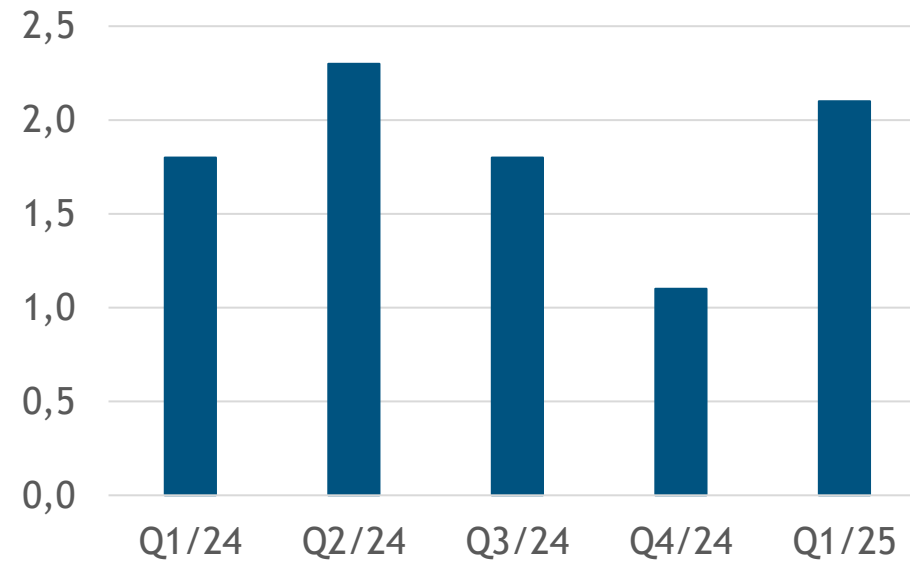


## Automotive: Net sales amounted to EUR 2.1 million



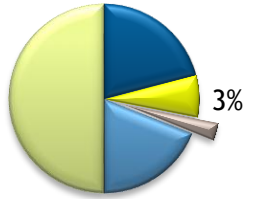
- Q1 net sales amounted to EUR 2.1 million. Increase of 19% compared to Q1/2024.

Net sales, M€



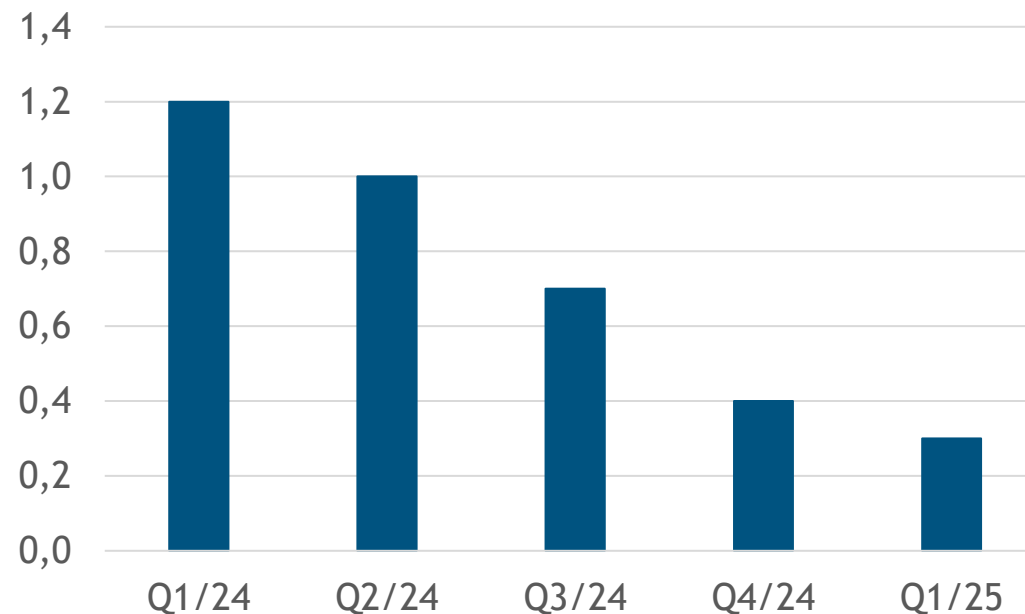


Industrial Electronics: The decrease in net sales was due to weak demand from the end customers and limited production capacity.



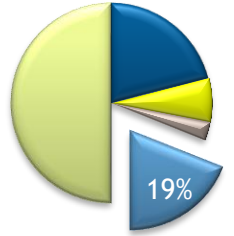
- Q1 net sales amounted to EUR 0.3 million. Decrease of 73% compared to Q1/2024.
- The decrease in net sales was due to weak demand from the end customers and limited production capacity.

Net sales, M€



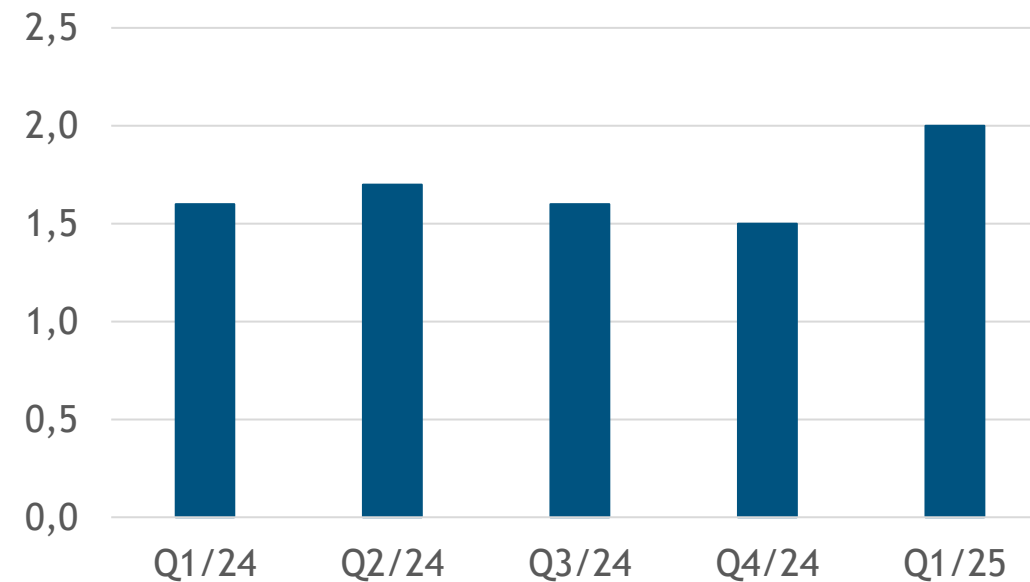


## Security, Defence & Aerospace: Net sales increased by 24% to EUR 2.0 million



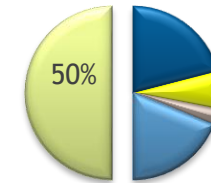
- Demand growth is expected to remain strong.
- Net sales increased by 24% to EUR 2.0 million.

Net sales, M€



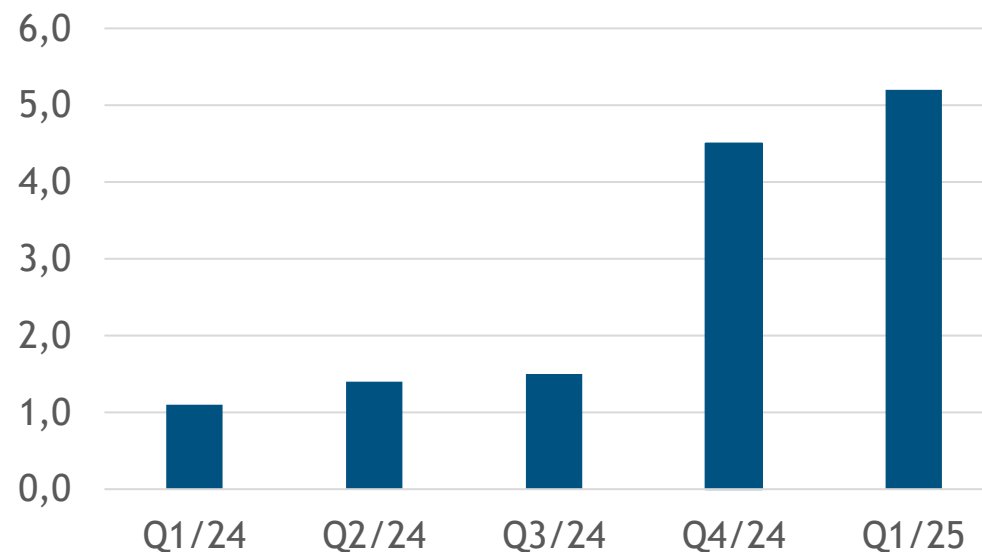


## Semiconductor Industry: Demand remained at a high level in Q1



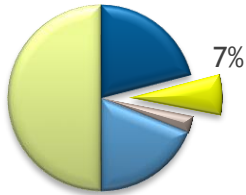
- Q1 net sales amounted to EUR 5.2 million, year-on-year increase of 382%.
- Demand remained at a high level in Q1.
- Demand is expected to develop favorably due to significant investments in AI applications and data centers, for instance.

Net sales, M€



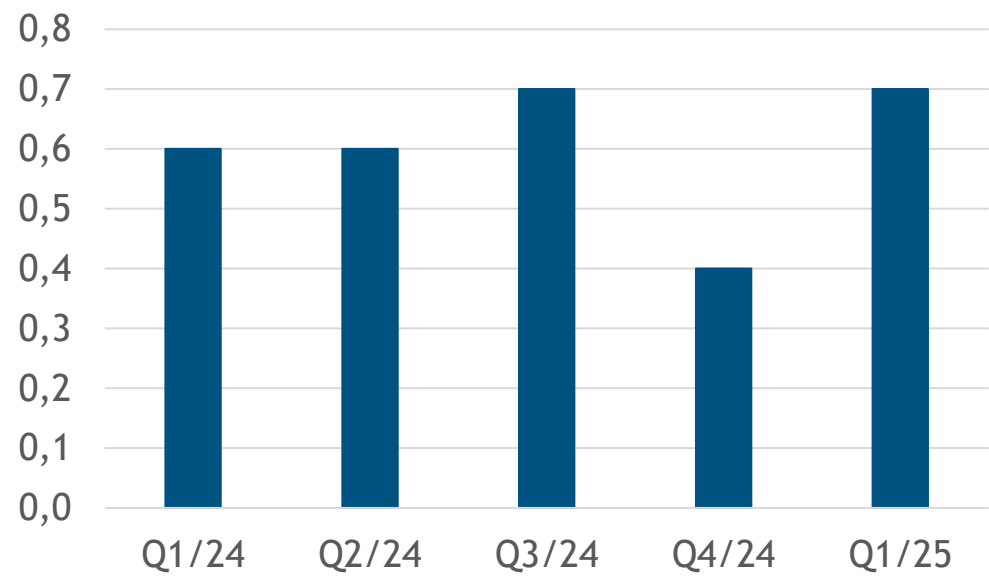


# Telecommunication: net sales increased by 12% and amounted to EUR 0.7 million



- Q1 net sales amounted to EUR 0.7 million, increase of 12% compared to Q1/24

Net sales, M€





# Outlook for 2025

Aspocomp reiterates the guidance that was published on February 26, 2025.

- In 2025, the demand for Aspocomp's products is expected to remain solid. In particular, demand in the semiconductor market is expected to develop favorably due to significant investments in AI applications and data centers. Good growth in demand is also expected to continue in the Security, Defense and Aerospace customer segments.
- Aspocomp estimates that its net sales for 2025 will grow significantly from the 2024 level, and its operating result for 2025 will turn clearly profitable.
- In 2024, net sales amounted to EUR 27.6 million and the operating result was a loss of EUR 4.0 million.



## Q1: Summary

- First-quarter net sales EUR 10.3 (6.2) million, increase of 66%
- Operating result EUR 0.8 (-1.6) million, 8.0% (-25.9%) of net sales
- Earnings per share EUR 0.10 (-0.24)
- Operative cash flow EUR 1.8 (0.6) million
- Equity ratio 55.1% (72.9%)
- Order book at the end of the review period EUR 21.0 (11.8) million, increase of 79%
- Orders received EUR 11.4 (7.5) million, increase of 52%



Additional material

# 10 major shareholders, March 31, 2025

Shareholder		Shares	Ownership, %
1	Joensuun Kauppa ja Kone Oy	1,198,467	17.50
2	Etola Group Oy	1,001,004	14.61
3	Montonen Mikko	362,358	5.29
4	Mandatum Life Insurance Company Limited	348,863	5.09
5	Etola Erkki	300,000	4.38
6	Nordea Henkivakuutus Suomi Oy	275,000	4.02
7	Yli-Krekola Antti	124,993	1.82
8	Lahdenperä Matti	121,400	1.77
9	Koskinen Jouni	115,016	1.68
10	Lauren Karri-Pekka	105,421	1.54

# 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](#)  
COO



[Jouni Kinnunen](#)  
CFO



[Hanna-Leena Keskitalo](#)  
HR director



[Mitri Mattila](#)  
CTO