



# **Aspo's Q2**

## **August 21, 2012**

CEO Aki Ojanen

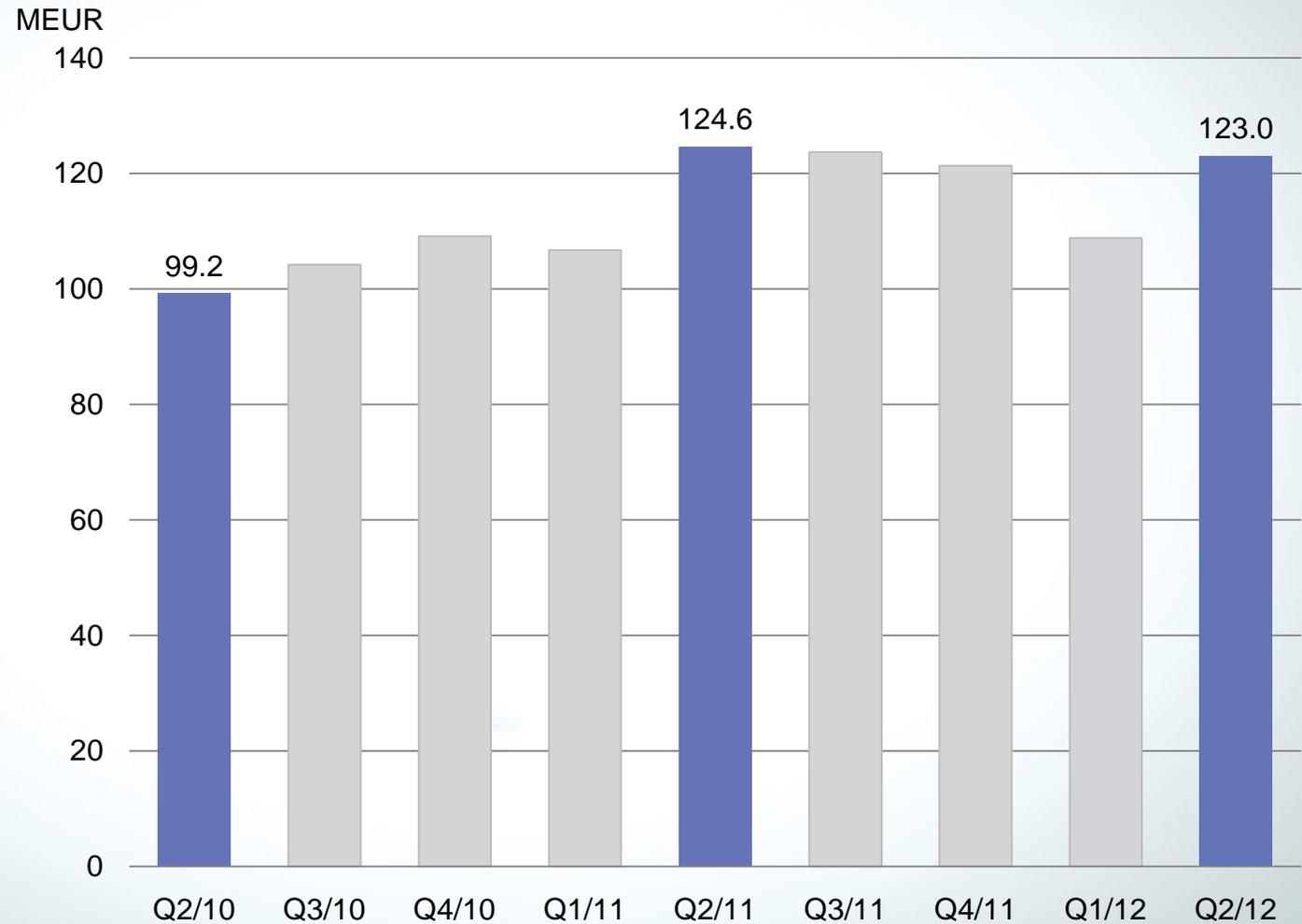
CFO Arto Meitsalo

Group Treasurer Harri Seppälä

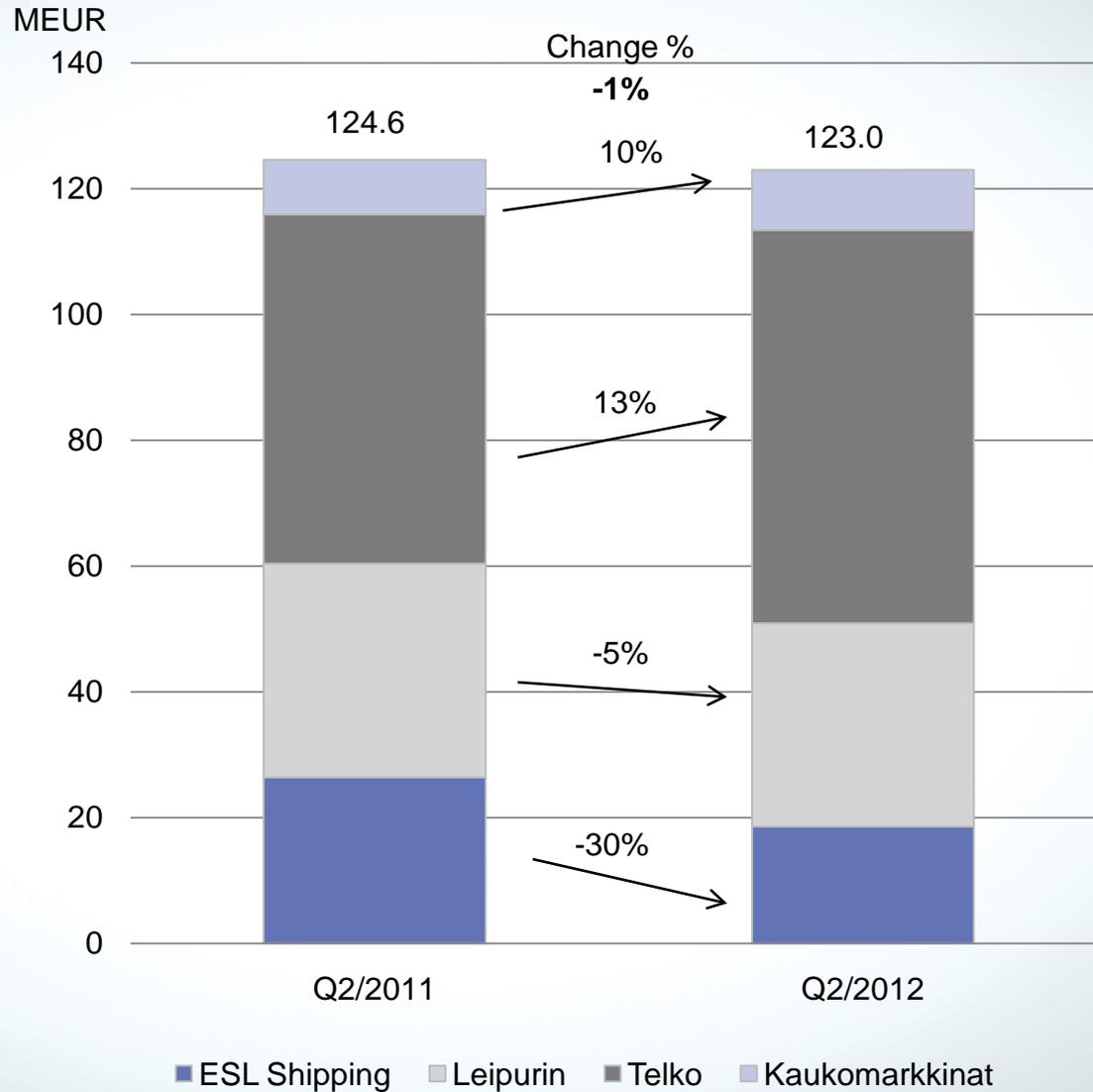
## Q2 2012 main events

- The Group continued strong and profitable growth in the strategically important Eastern growth markets.
- The decrease in industrial production in the Western markets impacted the cargo volumes of the steel industry in particular, weakening ESL Shipping's profitability.
- Coal transports to Finland, which are important to the shipping company, have decreased considerably from 2011 due to high stock levels and rainy summer.
- Dry bulk cargo prices were at a record low level. The shipping company had overcapacity of vessels considering the market situation.
- M/s Hesperia was sold and m/s Kumpula was taken delivery of during the reporting period.
- Operating profit decreased but earnings per share remained at previous year's level.

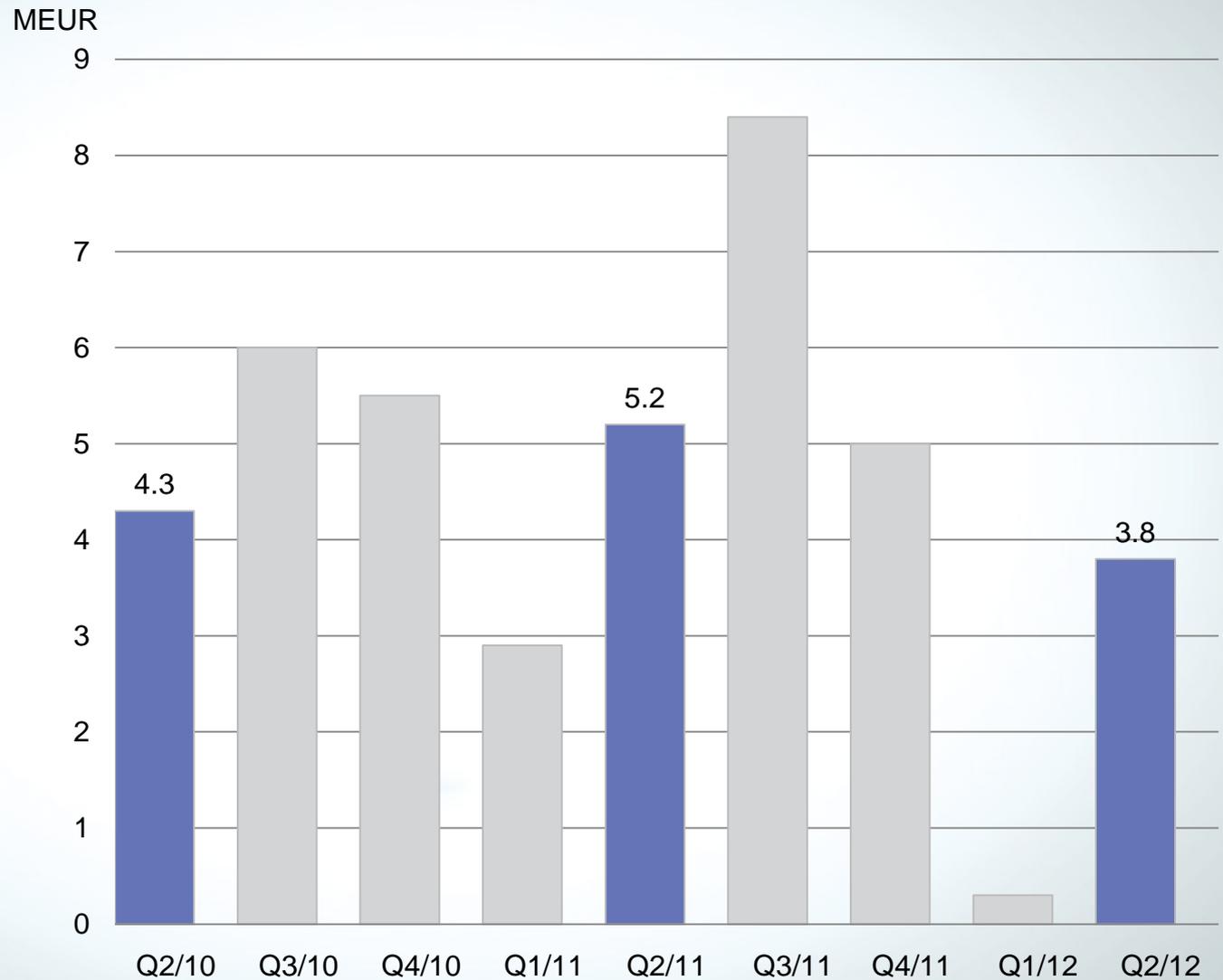
# Group net sales remained unchanged



# Net sales / segment Q2



# Group operating profit decreased



## Operating profit / segment Q2

MEUR	Q2/12	Q2/11	Change %
ESL Shipping	2.6	3.2	-19
Leipurin	0.5	1.5	-67
Telko	2.5	2.2	14
Kaukomarkkinat	-0.3	-0.1	-200
Other operations	-1.5	-1.6	6
Total	3.8	5.2	-27

# Net sales and operating profit Q2

<b>2011/2012</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Cum.</b>
Net sales	<b>108.8</b>	<b>123.0</b>			<b>231.8</b>
MEUR	<b>106.7</b>	<b>124.6</b>	<b>123.7</b>	<b>121.3</b>	<b>476.3</b>
Operating profit	<b>0.3</b>	<b>3.8</b>			<b>4.1</b>
MEUR	<b>2.9</b>	<b>5.2</b>	<b>8.4</b>	<b>5.0</b>	<b>21.5</b>

# Aspo's operations



## Net sales / market area Q2

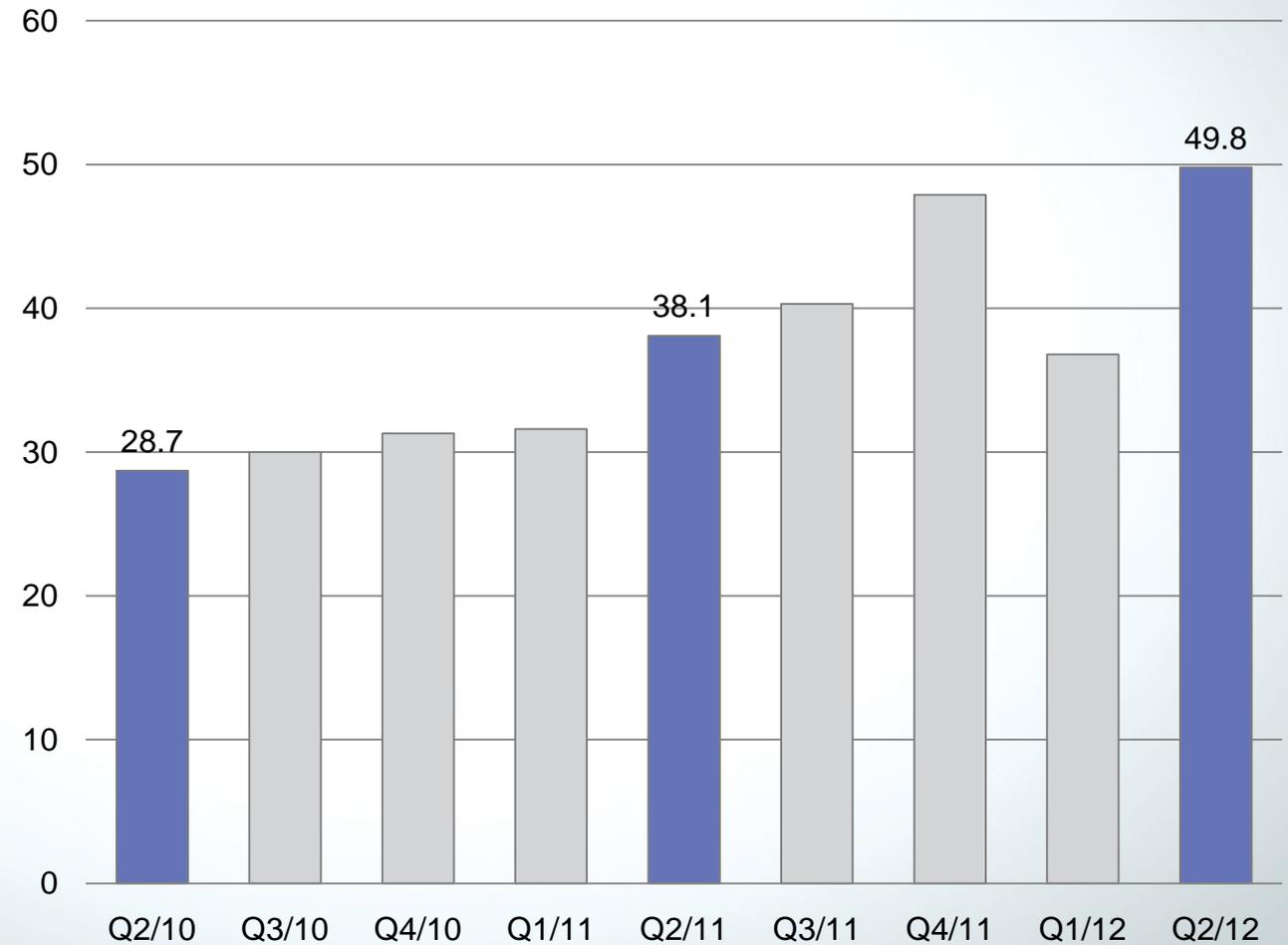
MEUR	Q2/12	Q2/11	Change %
Finland	39.1	47.7	-18
Nordic countries	11.0	15.3	-28
Baltic countries	12.0	16.0	-25
Russia, Ukraine + other CIS	42.2	29.0	46
Other countries	18.7	16.6	13
Total	123.0	124.6	-1

# Net sales

## Russia, Ukraine + other CIS countries

Including ESL Shipping's transports from Russia

MEUR





# Aspo business operations



ESL Shipping

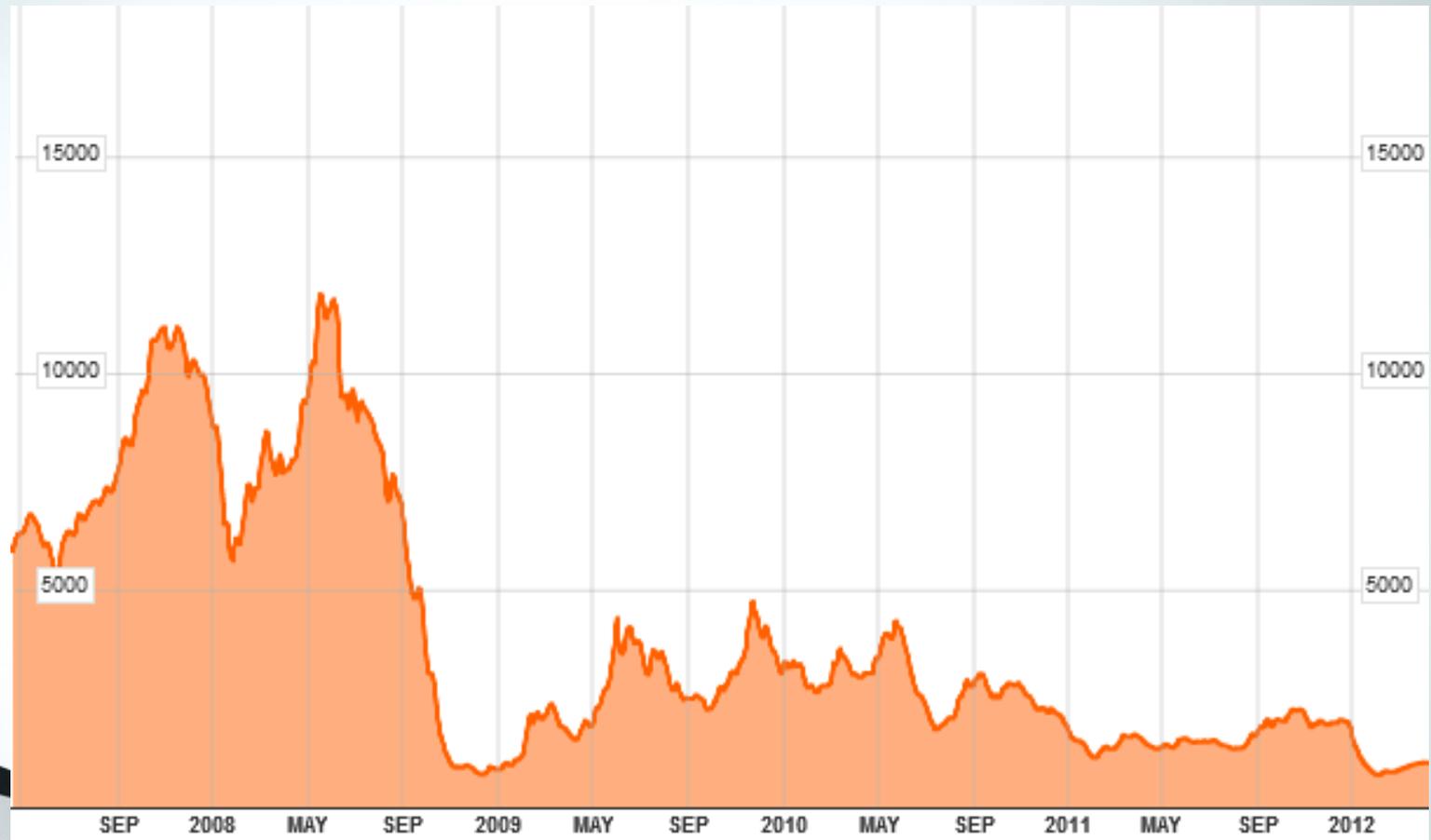
**Integral part of  
Finnish security  
of supply**

# ESL Shipping Q2 2012

- Global dry bulk cargo prices were at a record low and influenced cargo price levels on the Baltic Sea.
- The price level of long-term agreements remained unchanged.
- High coal stock levels decreased coal transports to Finland.
- Production shutdowns in the Scandinavian steel industry led to a significant decrease in the transport volumes of the steel industry.
- Too much capacity considering the market conditions. Three units were laid up.
- Exceptionally many spot market transports with poor profitability.
- M/s Hesperia was sold for a sales gain of EUR 2.4 million and ice-strengthened supramax class vessel m/s Kumpula was received.
- Two time-chartered vessels were given up in July, and capacity was adjusted to the market situation.



# Baltic Dry Index



Source: Bloomberg

# ESL Shipping key figures Q2

	Q2/12	Q2/11	Change %
Net sales, MEUR	18.6	26.4	-30
Operating profit, MEUR	2.6	3.2	-19
Personnel	207	186	11



# New supramax vessel: m/s Kumpula





**Expert in flavors  
and structures**

## Leipurin Q2 2012

- Prices of basic raw materials in the food industry have stabilized at a high level.
- Net sales from bakery raw materials grew and operating profit improved.
- Net sales in Russia, Ukraine, and other CIS countries increased by 27%, with operating profit percentage amounting to approximately 5%.
- No significant bakery machinery projects were recognized as income. In machinery business, net sales and operating profit decreased significantly during January-June and Q2.
- Integration of the Hausjärvi and Nastola bakery machinery units has hindered the throughput time of projects. Operations will be centralized in shared production facilities in Nastola in August.
- Machinery business order and delivery book for July-December 2012 and Q1 2013 at a good level.



# Leipurin key figures Q2

	Q2/12	Q2/11	Change %
Net sales, MEUR	32.3	34.0	-5
Operating profit, MEUR	0.5	1.5	-67
Personnel	282	235	20



# Growing net sales in Russia, Ukraine and other CIS countries



Leipurin has been part of Aspo Group as of 5/2008





**Leading expert  
in chemicals and  
plastic raw materials**

## Telko Q2 2012

- Prices of raw materials sold decreased.
- Telko's strong growth was organic, especially in plastic raw materials. Decreasing prices weakened net sales and profitability in chemicals.
- Strong growth in net sales continued in Russia, Ukraine, and other CIS countries, where growth amounted to 52% and operating profit exceeded 5%.
- The sale of plastic raw materials was launched in Slovakia and the Czech Republic.
- The terminal investment in Rauma was completed.
- The survey of chemical refinery terminal investments continued in Russia and Ukraine.

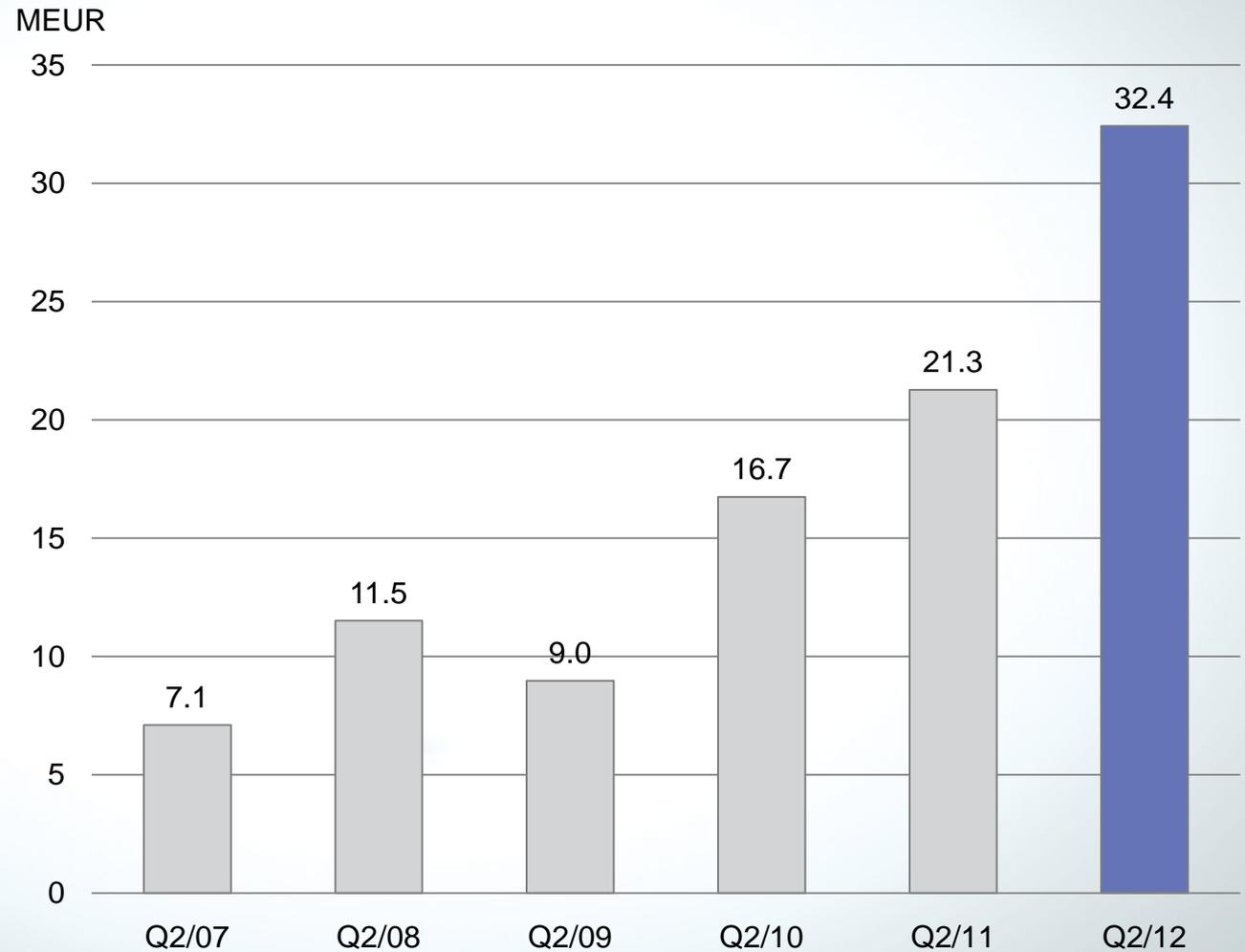


# Telko key figures Q2

	Q2/12	Q2/11	Change %
Net sales, MEUR	62.5	55.5	13
Operating profit, MEUR	2.5	2.2	14
Personnel	247	230	7



# Growing net sales in Russia, Ukraine and other CIS countries





**Expert in energy  
efficiency**

# Kaukomarkkinat Q2 2012

- Net sales increased but operating profit decreased.
- Operating profit in Poland improved, particularly in frequency converters.
- Sales of energy efficiency equipment in Finland decreased due to economic uncertainty and the cold early summer, which decreased sales of air source heat pumps.
- Project sales in China decreased compared to the comparison period.
- Sales of professional electronics in Finland improved net sales and profitability.
- Business operations of Somasyr Oy (water heaters, underfloor heating) acquired after the reporting period.
- Key recruitments in Finnish and Russian organizations in order to develop operations.

# Kaukomarkkinat key figures Q2

	Q2/12	Q2/11	Change %
Net sales, MEUR	9.6	8.7	10
Operating profit, MEUR	-0.3	-0.1	-200
Personnel	87	90	-3

# Energy efficient building technology for new projects and renovation in Finland

Residential buildings



Apartment buildings



Commercial facilities



Air-to-air heat pumps

Solar collectors

Ground-source heat pumps

Biomass burners

Heat storage and distributions

Control systems

Ventilation and air conditioning

Solar power

Security and safety

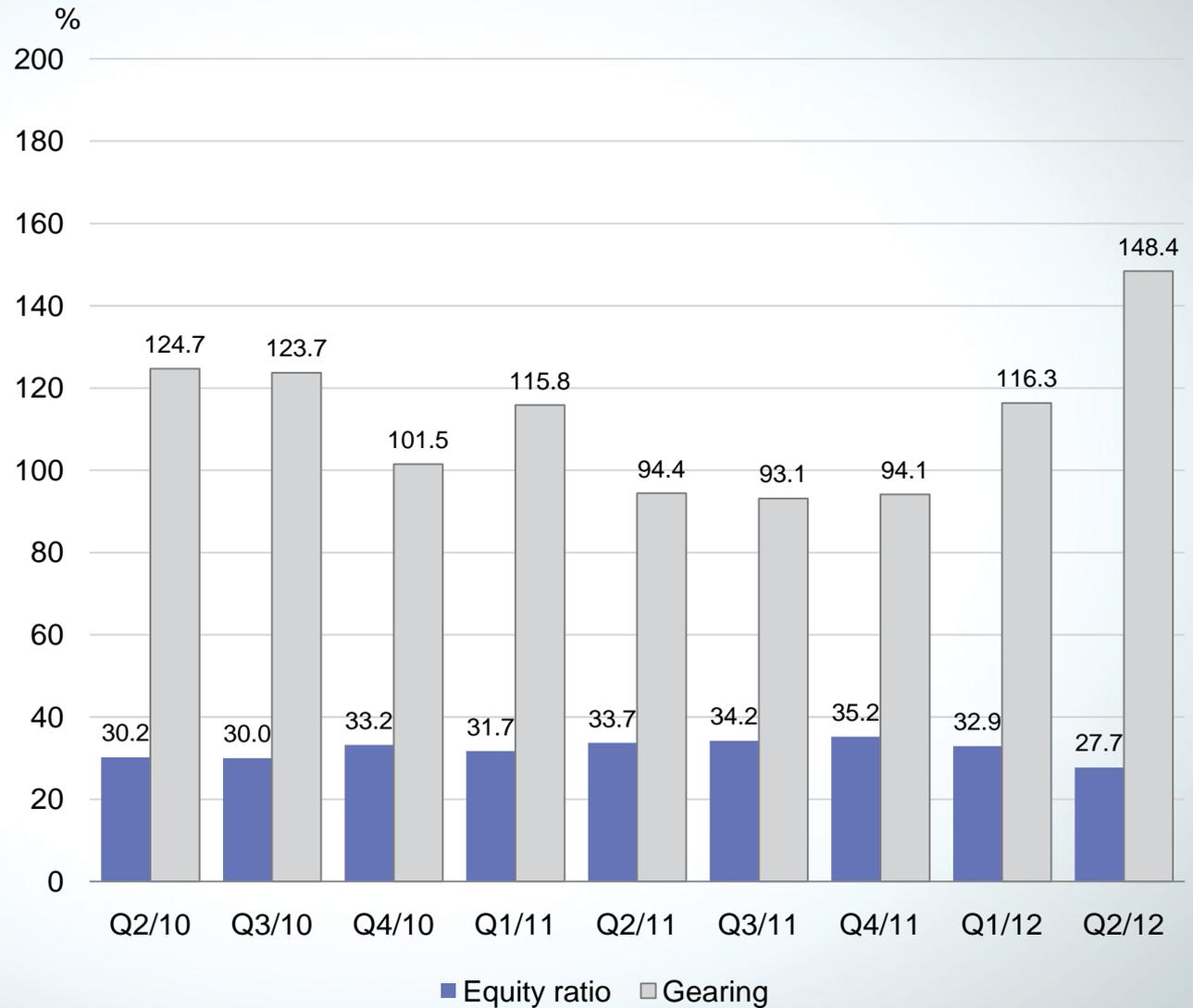
Communications and social connectivity

Audio and visual experience

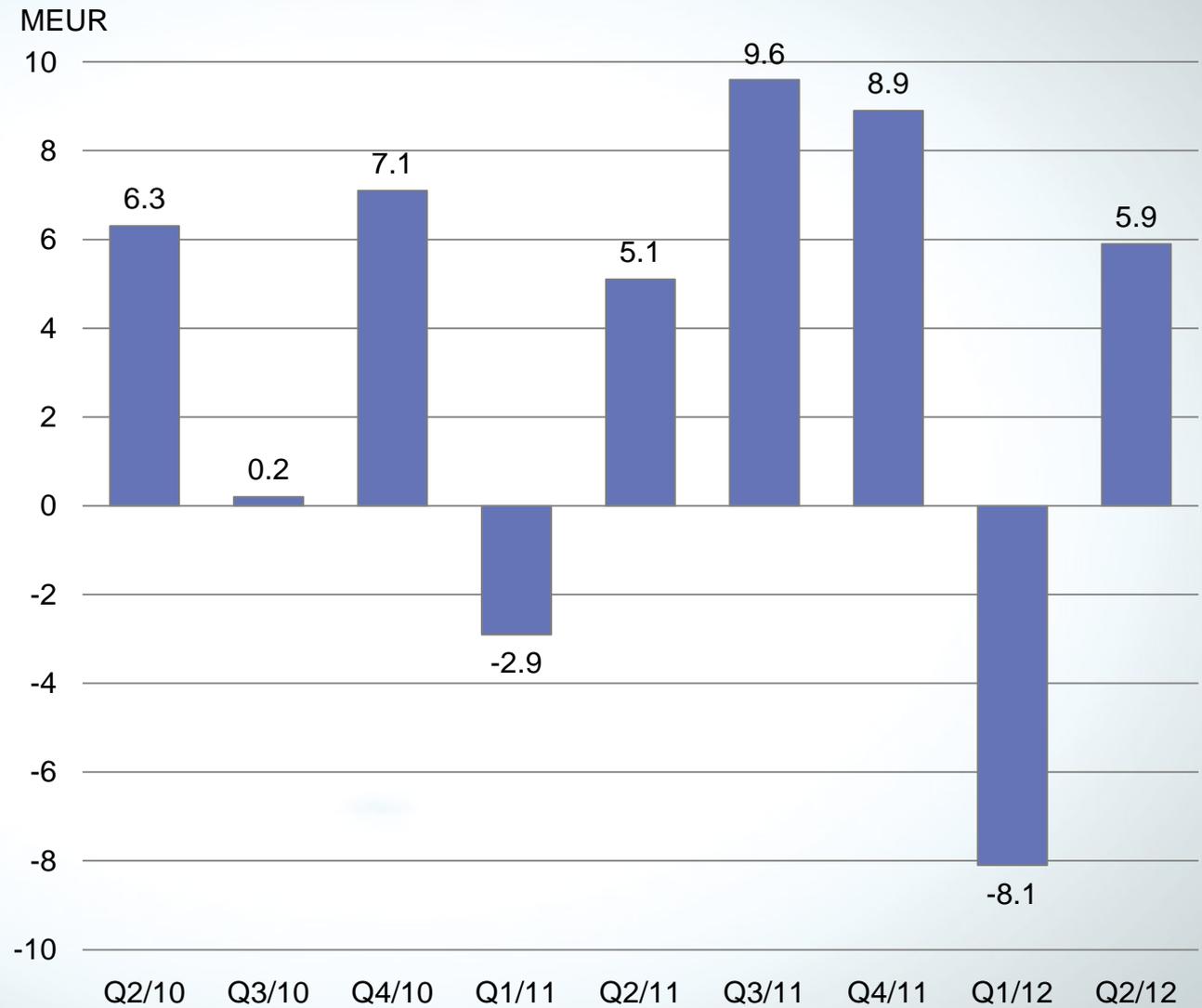
# **Financing**

Harri Seppälä

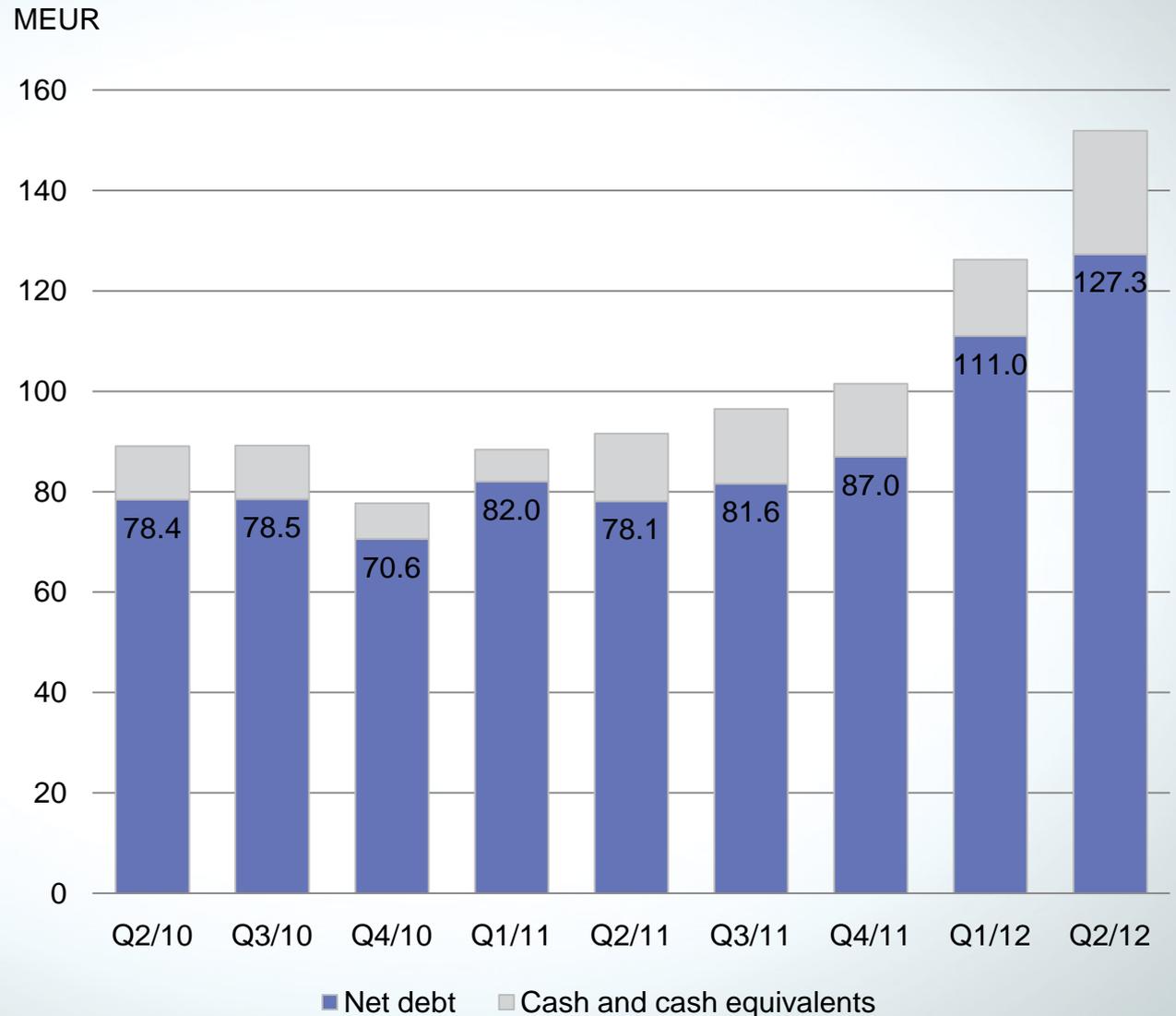
# Equity ratio and gearing



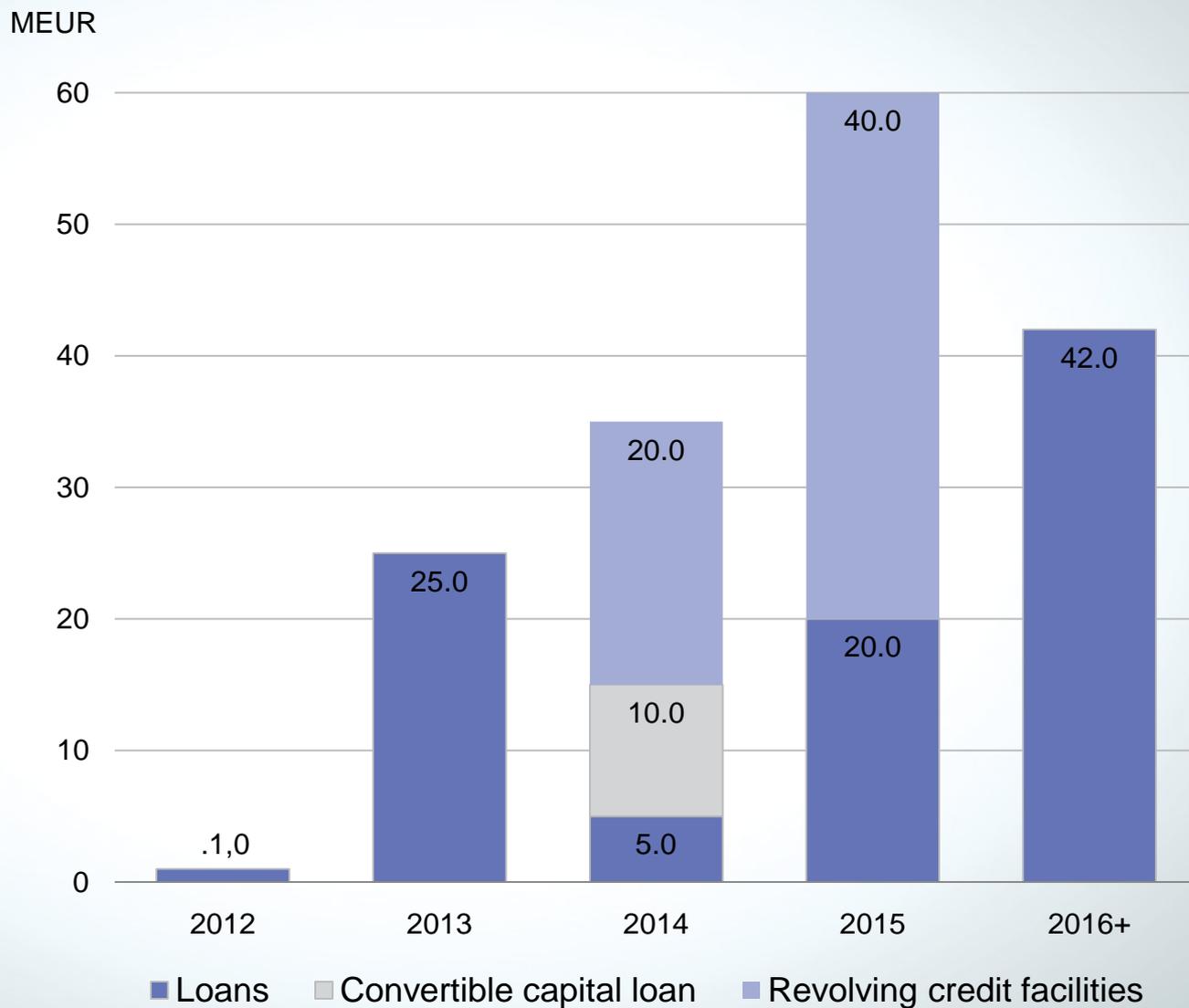
# Operational cash flow



# Interest bearing liabilities and net debt



# Maturity of long-term loan portfolio



Commercial papers, overdraft facilities, and lease agreements not included.

# Liquidity Q2 2012

<b>MEUR</b>	<b>Total</b>	<b>In use</b>
Revolving credit facilities	60.0	8.0
Commercial Paper Program	50.0	33.0
Cash and cash equivalents	24.6	

Revolving credit facilities were increased by EUR 20 million.

Interest-bearing liabilities, with a 1 year maturity, amount to a total of EUR 44.5 million.

Cash and cash equivalents + binding revolving credit facilities not in use amount to EUR 76.6 million.

No significant loan agreements will mature in the next 12 months.



# Financials

Arto Meitsalo

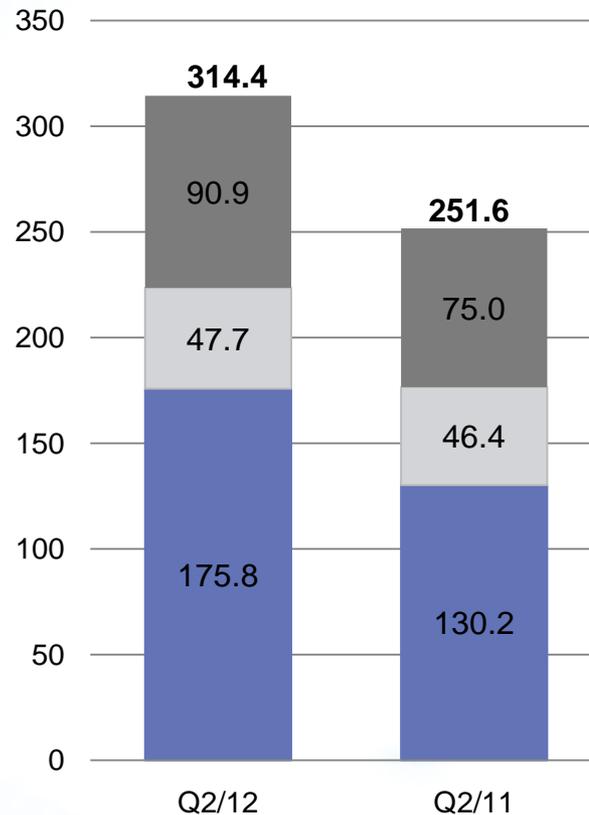
## Income statement and key figures Q1-Q2

<b>MEUR</b>	<b>2012</b>	<b>2011</b>
Net sales	231.8	231.3
Depreciations	-5.1	-4.0
Operating profit	4.1	8.1
Net financial expenses	-1.4	-2.3
Profit before taxes	2.6	5.8
Profit for the period	6.2	4.3
	<b>2012</b>	<b>2011</b>
Earnings/share, EUR	0.20	0.15
Equity ratio, %	27.7	33.7
Equity/share, EUR	2.81	2.72

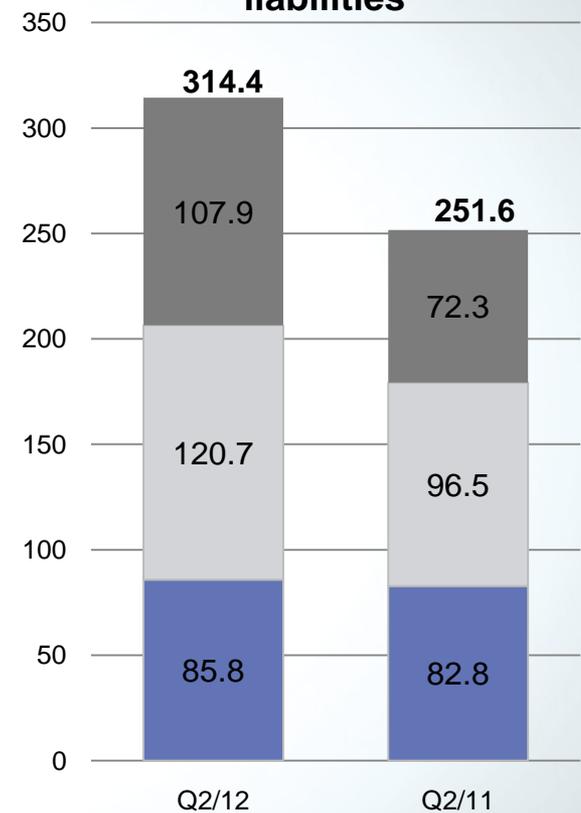
# Balance sheet

MEUR

## Assets



## Shareholders' equity and liabilities



- Non-current assets
- Inventories
- Cash and receivables

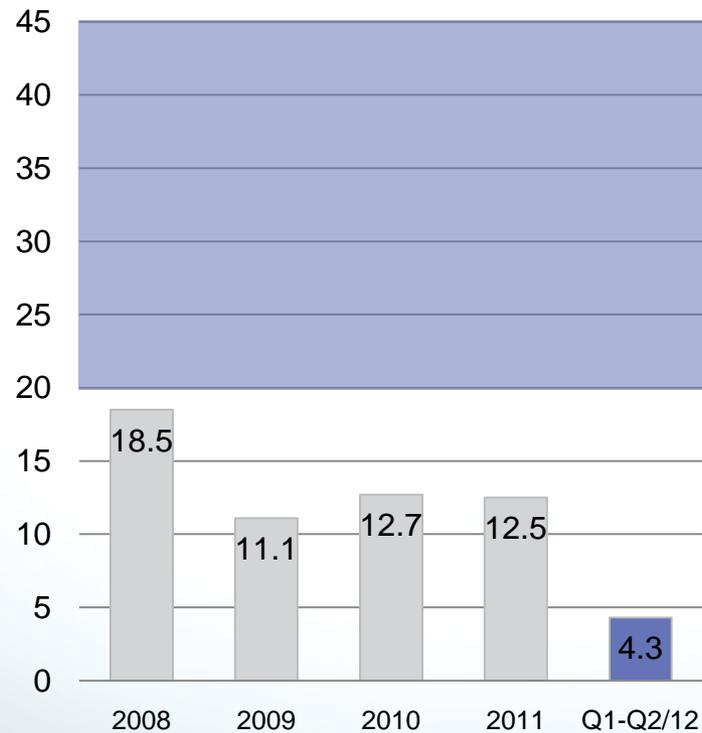
- Shareholders' equity
- Long-term liabilities
- Short-term liabilities

# Financial targets

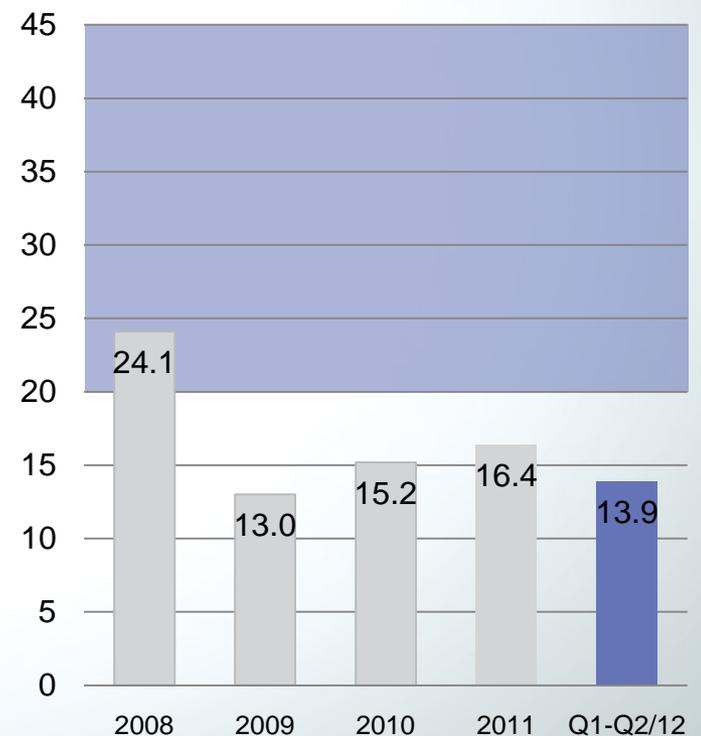
## Return on investment, return on equity

Group on the whole

ROI, %



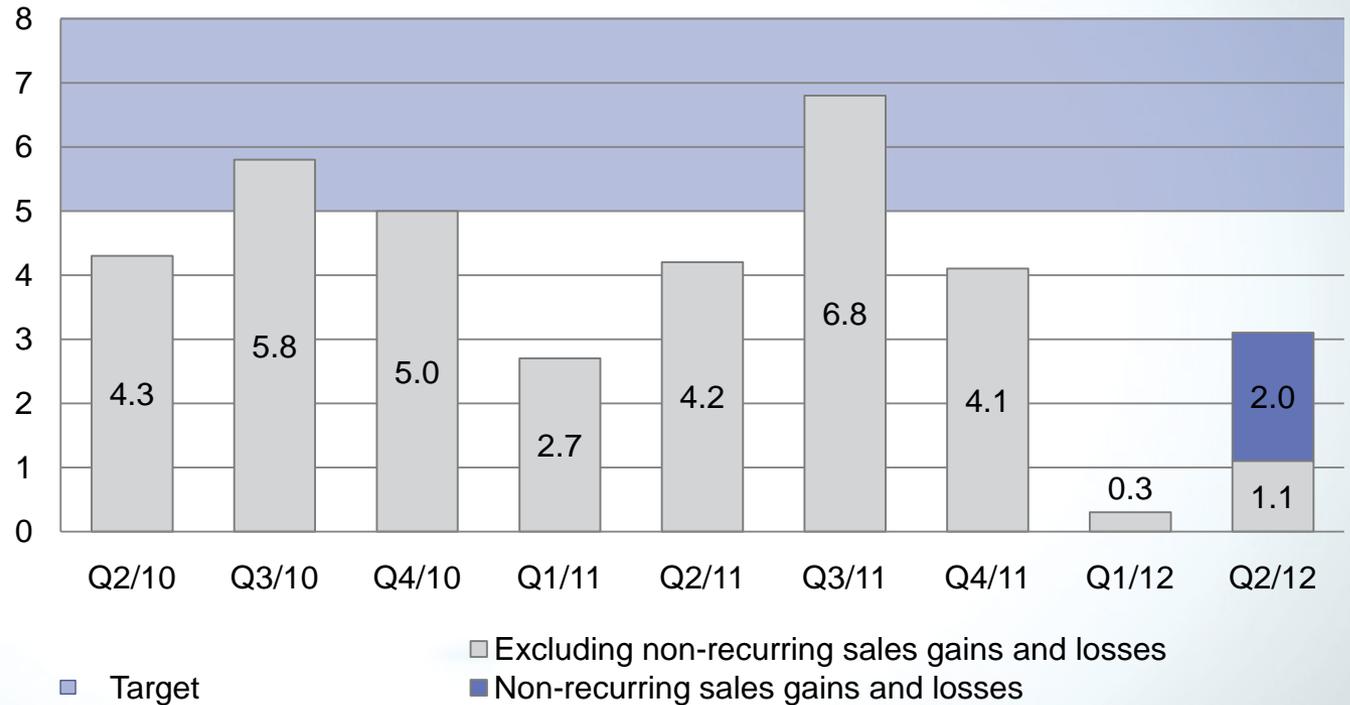
ROE, %



■ Target

# Financial targets

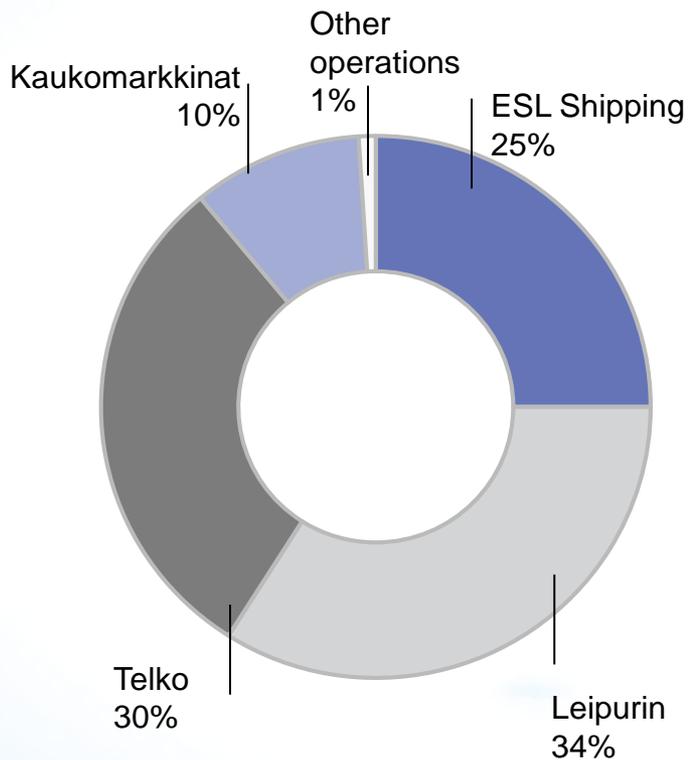
## Operating profit, %



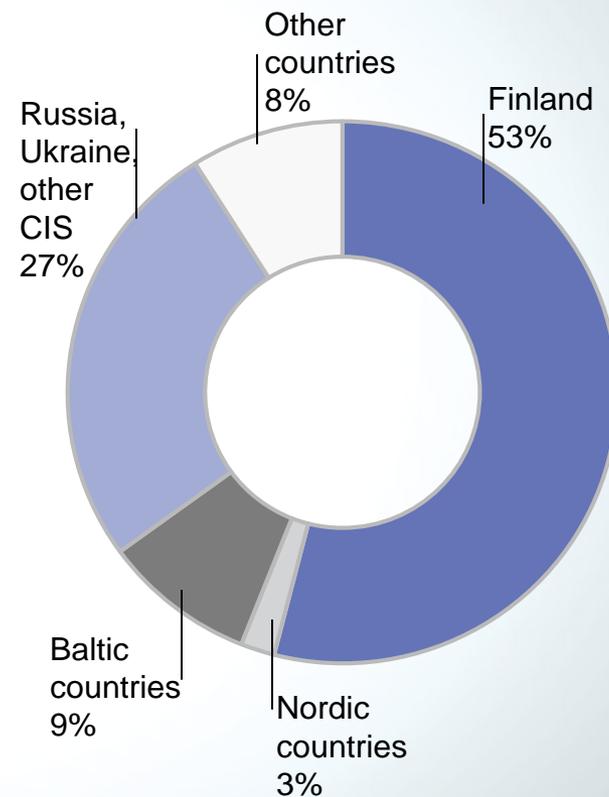
# Personnel Q2/2012

## Group total 835

### Share of Group personnel

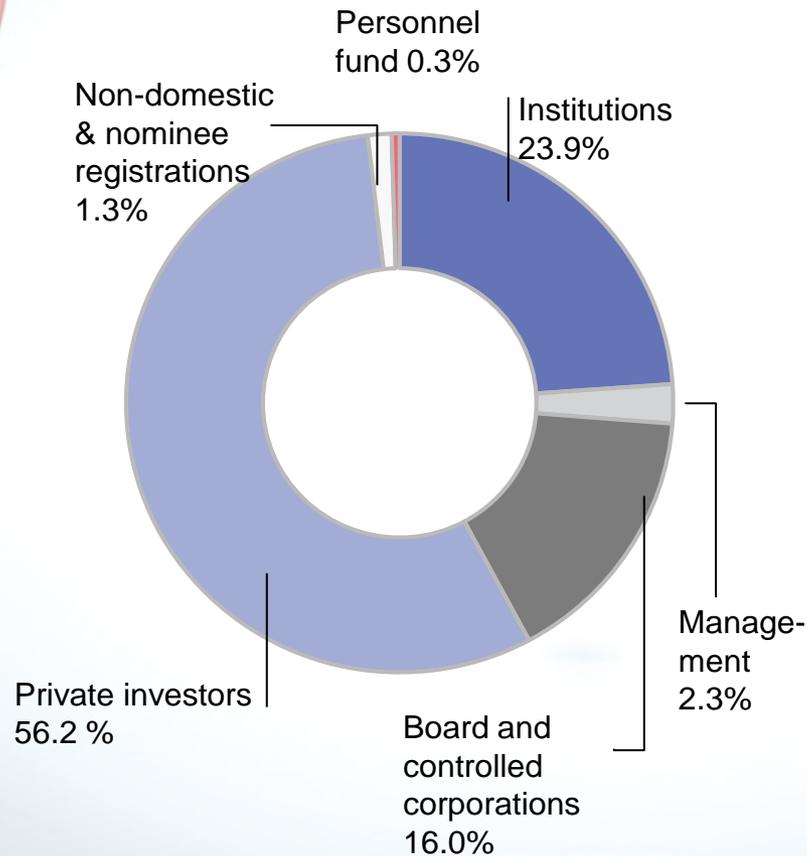


### Distribution per country

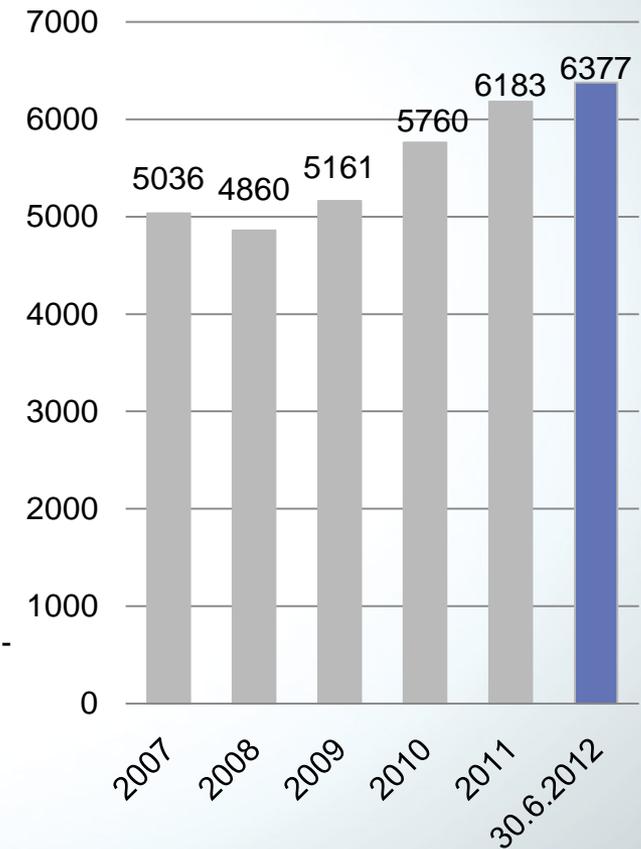


# Shareholders / allocation

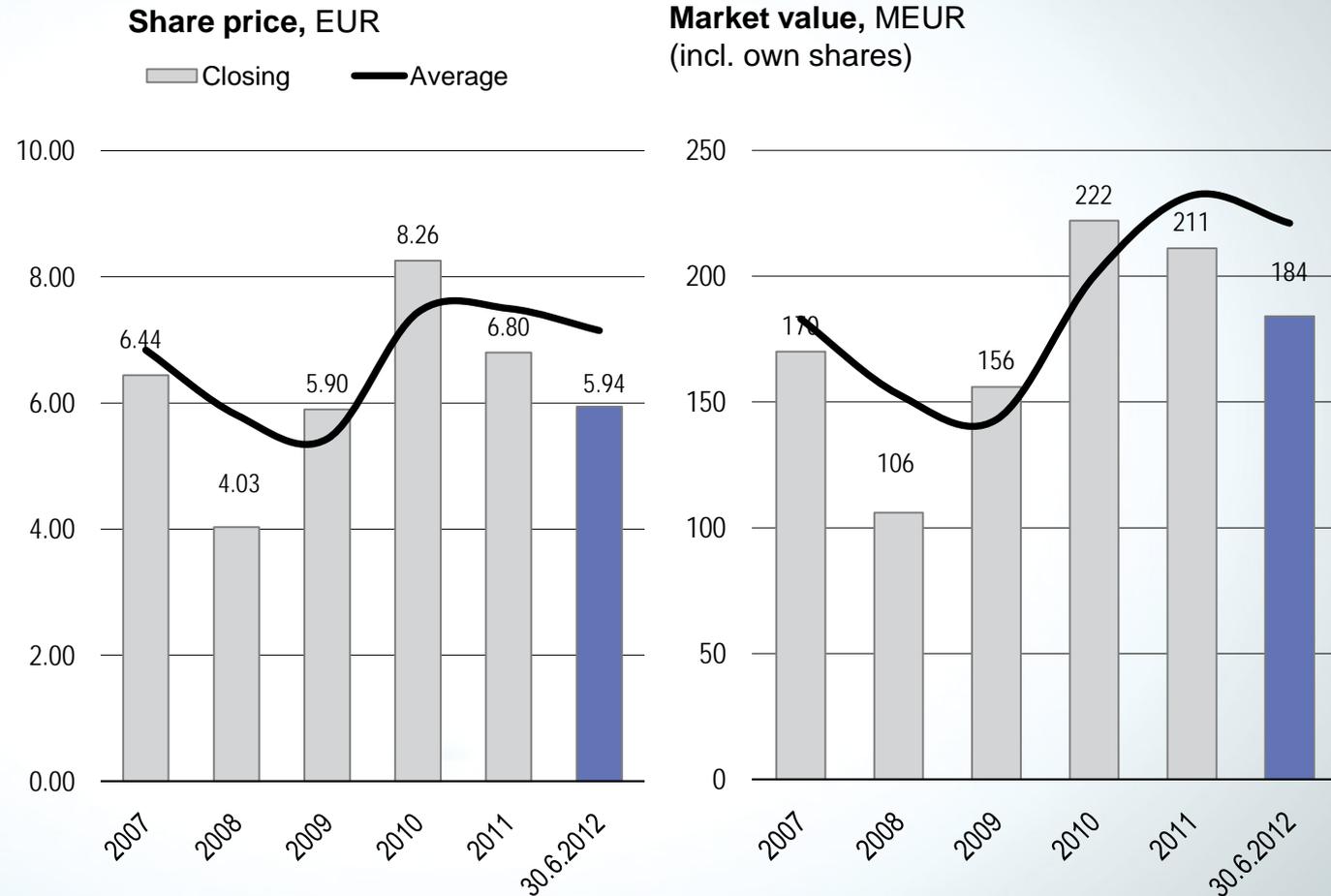
Share Q2/2012



Number of shareholders



# Market value



## **Outlook for 2012**

## Expectations in Aspo Group in 2012

- Aspo's current structure creates a good basis for many years of organic growth.
- The share of growth markets (i.e., Russia, CIS, Ukraine, China, the Baltic region, and Poland) of the Group's sales will continue to increase and balance the weakening outlook for the Western markets.
- Contract cargo will increasingly account for ESL Shipping's transport volumes in the fall, which will improve profitability.
- In Leipurin and Telko, prices of raw materials for sale are expected to remain high.
- Leipurin has a good order and delivery book for bakery machinery for the rest of the year, and it is increasing in Russia in particular.
- Kaukomarkkinat will continue to develop its offering and sales channels in local energy products according to the strategy.

# Guidance for 2012

- Aspo has changed its guidance for 2012.
  - **Aspo's guidance issued on August 10, 2012:**  
Aspo aims for growth in net sales but the operating profit will fall significantly short and earnings per share will fall slightly short of the level of 2011.



**Next interim report Q3  
will be published  
on October 25, 2012**

**Thank you!**