



Aspo Q1 2021: Record-high operating profit

CEO Aki Ojanen

Aspo Q1 2021: Record-high operating profit

Net sales reached the comparative period's level

Market situation continued to improve for both ESL Shipping and Telko.

Q1 operating profit reached a new record of
EUR 7.9 million

Operating profit rate at the long-term target of 6.0%
due to record Q1 results from ESL Shipping and
Telko.

Raw material prices and freight rates gone up
unusually quickly

Future development of prices and the availability of
raw materials are still difficult to predict at present
regarding the rest of the year.

Net sales

132.3 MEUR (133.2)

Operating profit

7.9 MEUR (4.0)

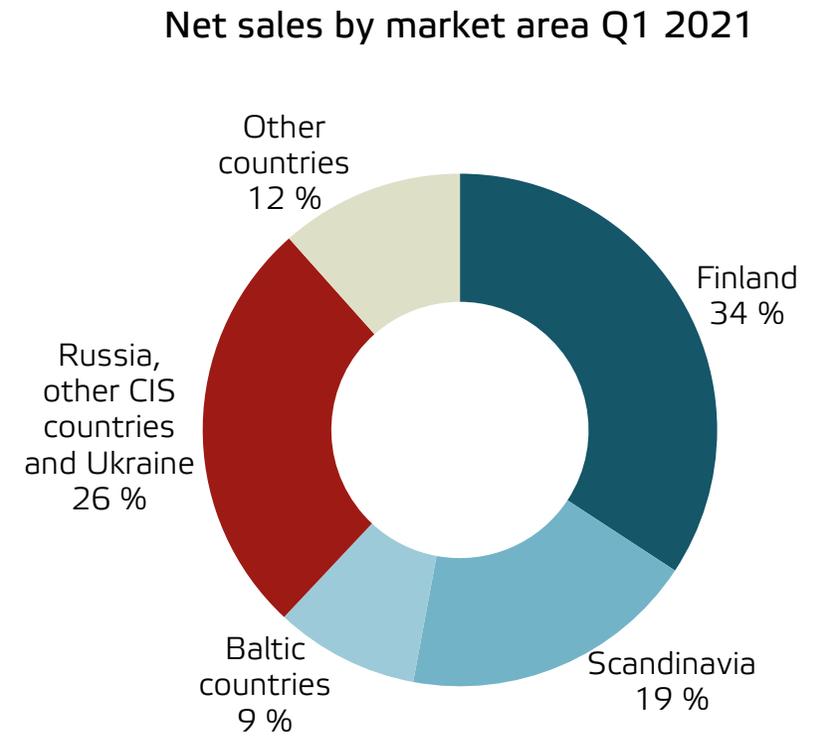
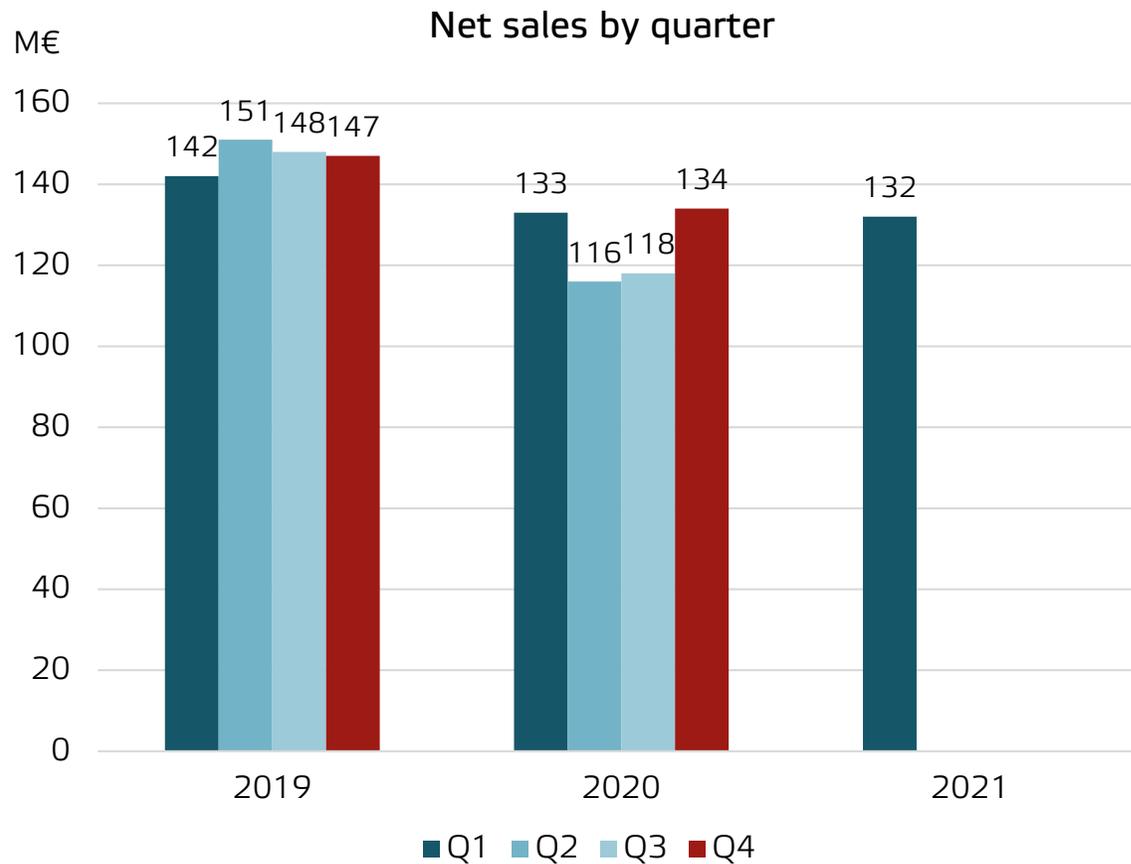
EPS

EUR 0.19 (0.07)

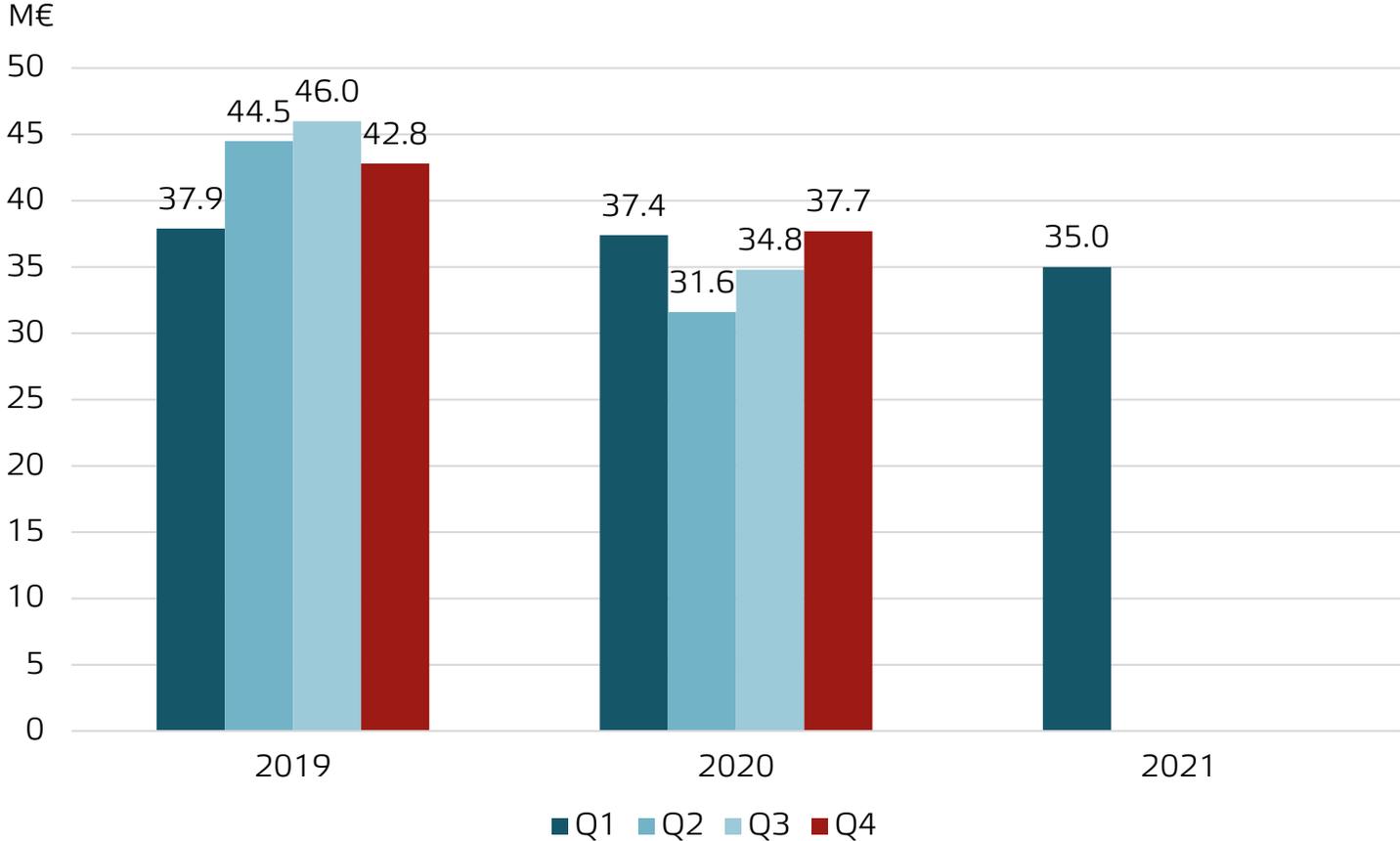
Net cash from operating activities

6.6 MEUR (13.9)

Net sales reached the last year's level while the market continued to recover

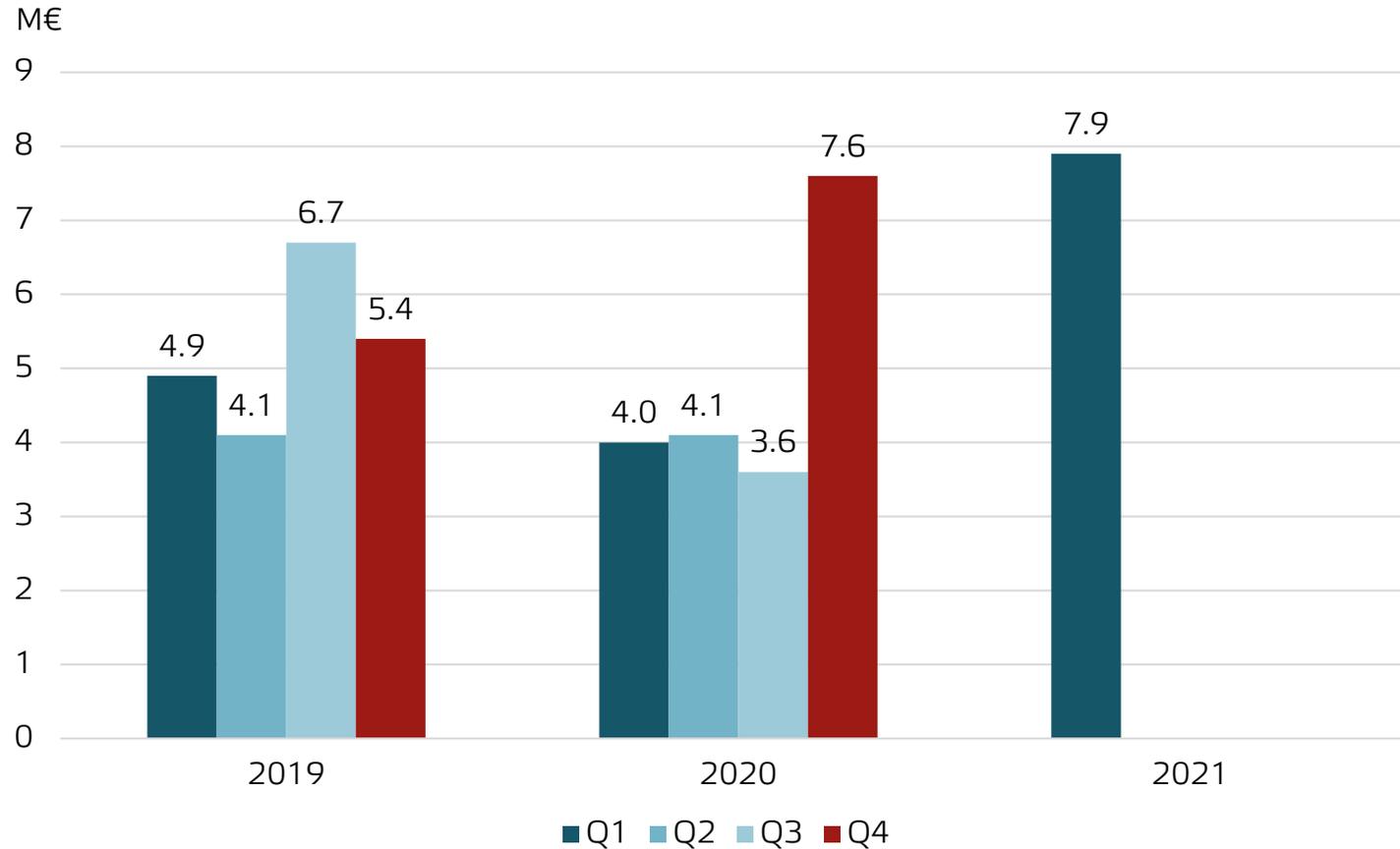


Net sales development: Russia, other CIS countries and Ukraine



- The pandemic and the weakening ruble still taxed sales in the Eastern markets, but profitability has remained good.
- Eastern markets continue to be a strategically important market area and a source of organic growth for Aspo.

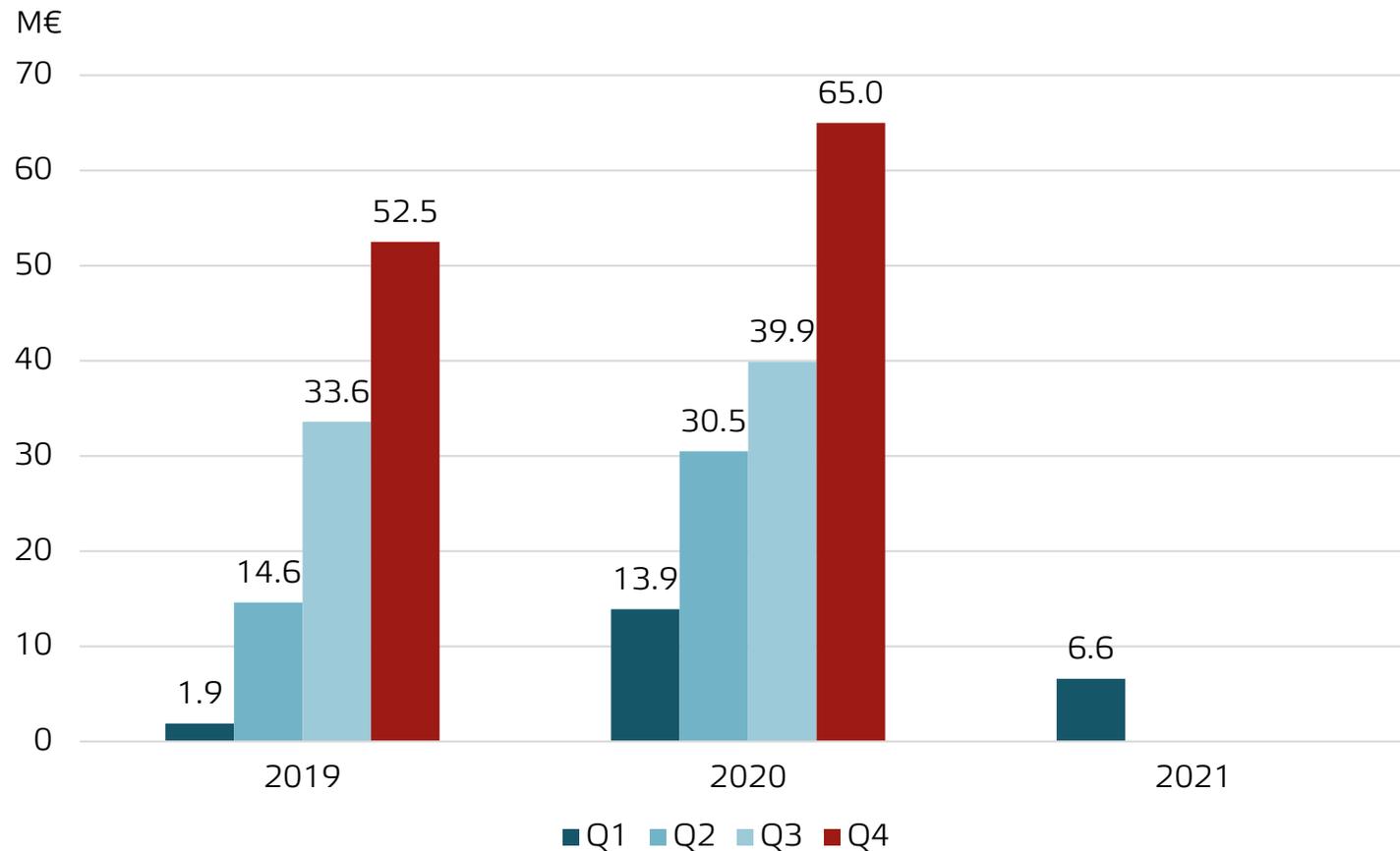
Record-high Q1 operating profit



Operating profit by segment:

- ESL Shipping 4.5 MEUR (2.3)
- Leipurin 0.3 MEUR (0.6)
- Telko 4.5 MEUR (2.4)

Net cash from operating activities, cumulative

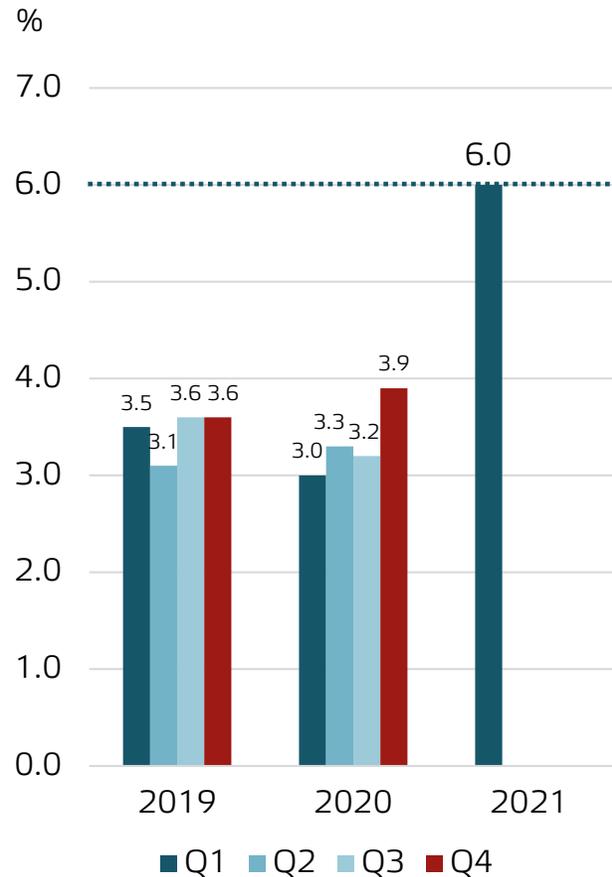


- The impact of the change in working capital was EUR -7.2 (3.8) million, and was particularly affected by the increase in trade receivables.
- Free cash flow was EUR 5.1 (13.3) million due to low investments.

Long-term financial targets

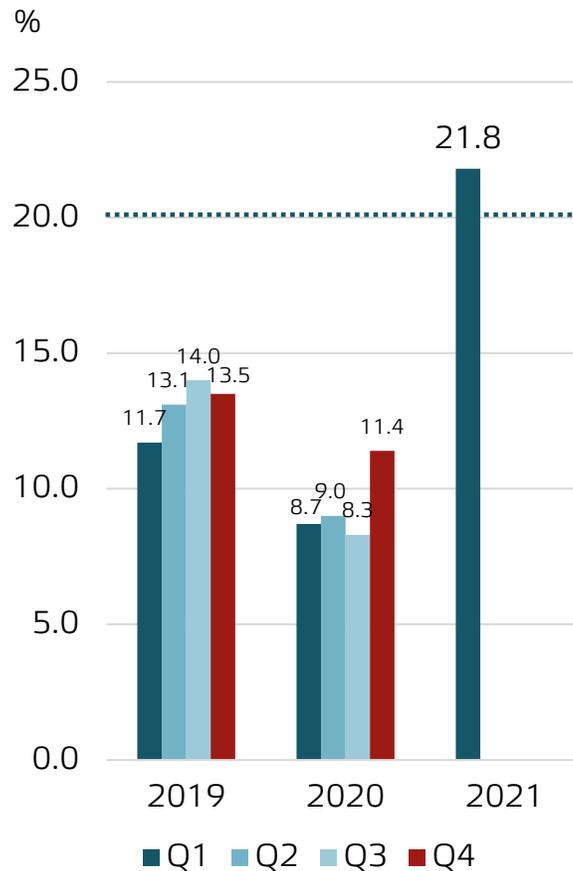
Operating profit rate (cum.)

target 6% in 2023



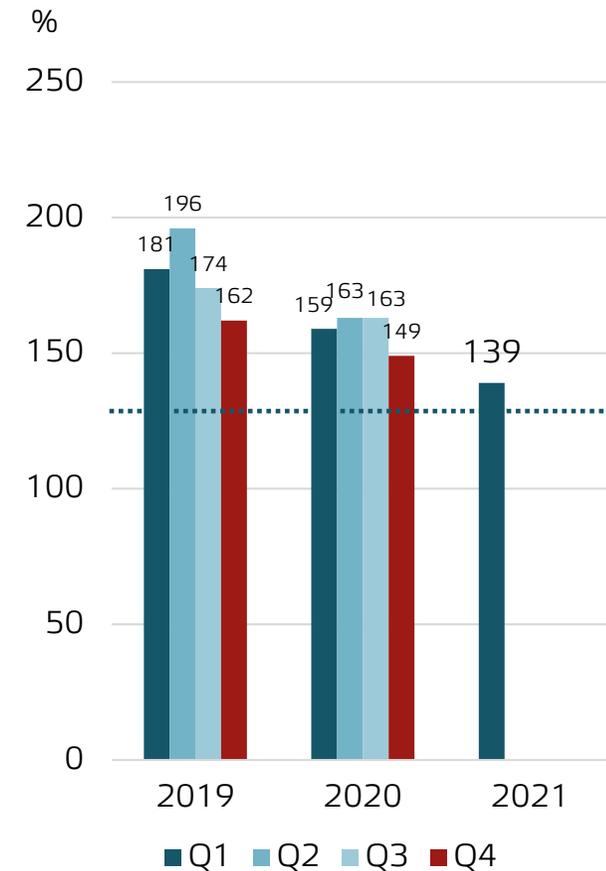
ROE (cum.)

target > 20% in 2023



Gearing

target 130% in 2023





ESL Shipping

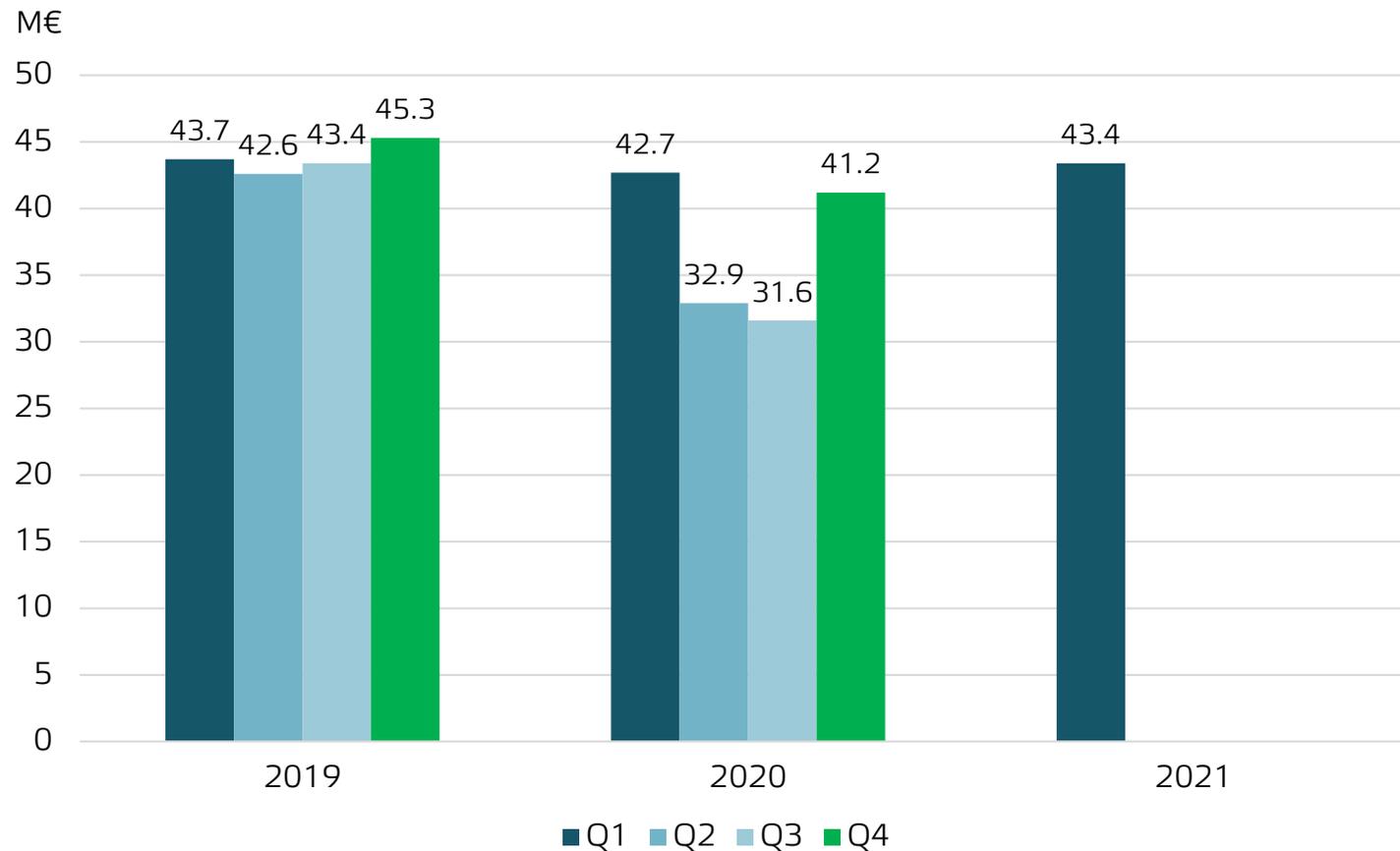
Leading marine logistics
provider for bulk cargo



Historically strong first quarter

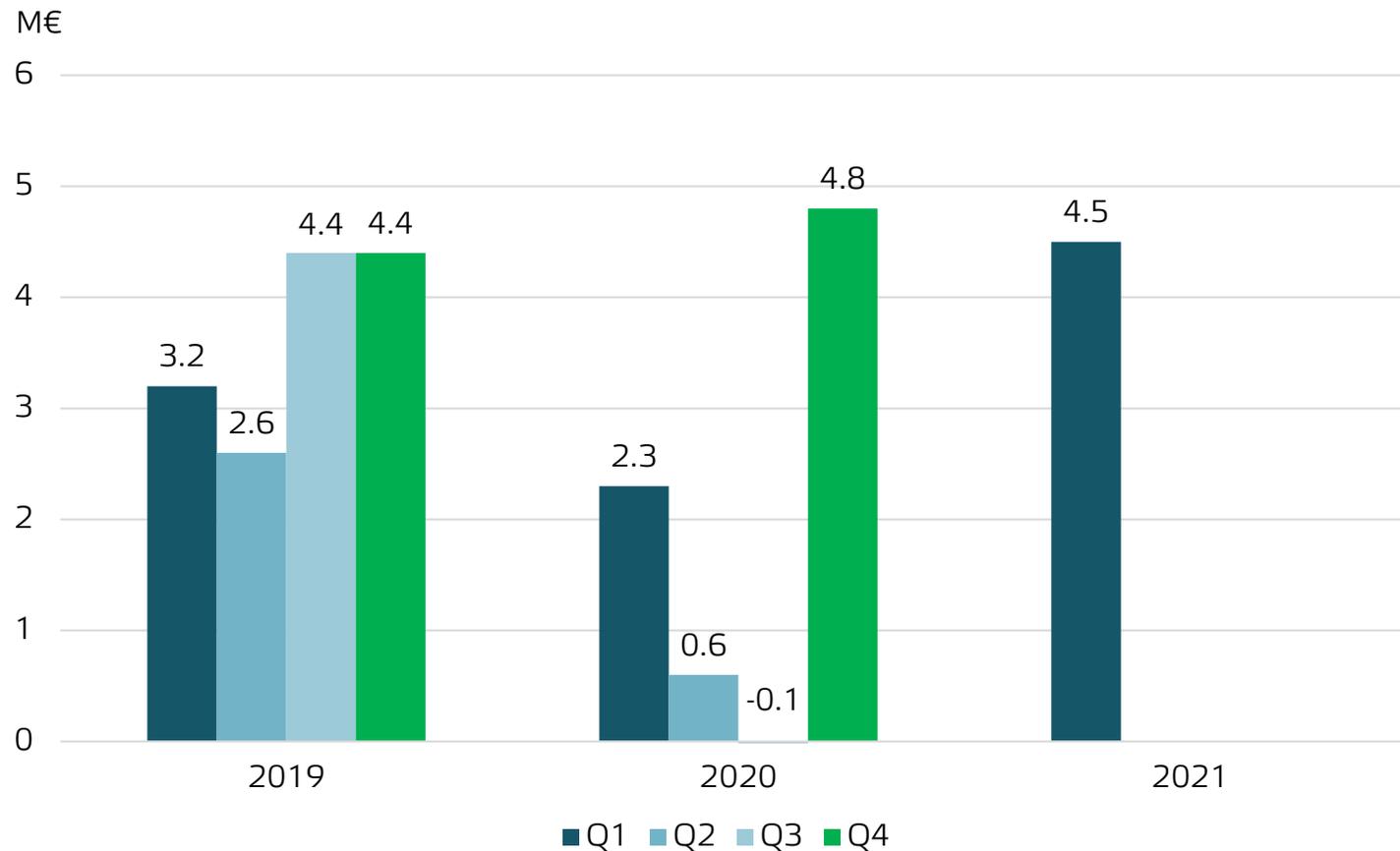
- ESL Shipping's operating profit nearly doubled from last year to EUR 4.5 million (2.3) regardless of the weather and ice conditions being more challenging than during the comparative period.
- Net sales increased slightly from the comparative period and stood at EUR 43.4 million (42.7).
- ESL Shipping's capacity was almost fully in use during the review period.
- Due to environmental investments, ESL Shipping expects there to be more lay-ups in 2021 than normal, especially during Q2 and Q3.

ESL Shipping's net sales increased from the comparative period



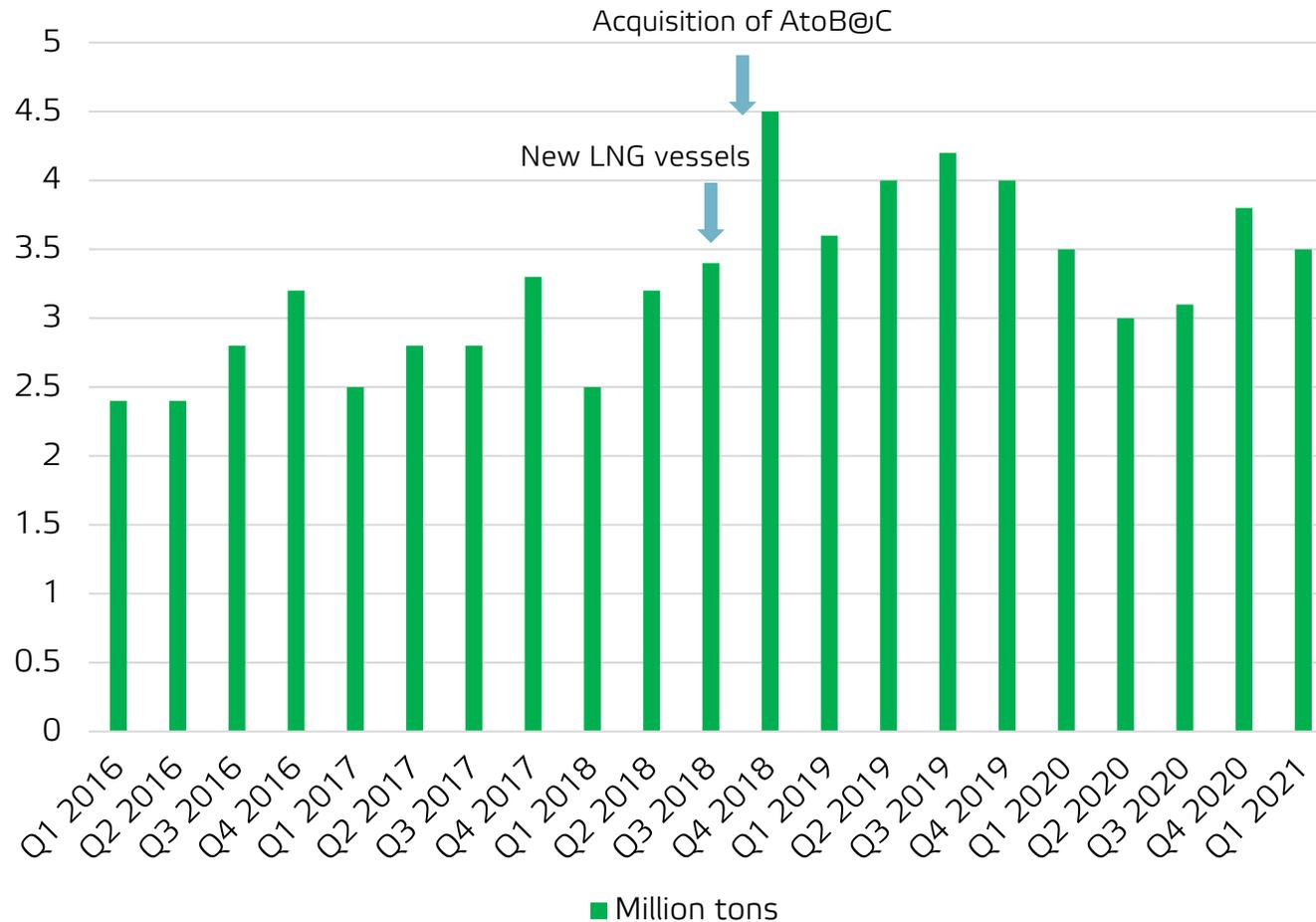
- Net sales increased slightly from the comparative period and stood at EUR 43.4 (42.7).
- The transportation volumes were at the comparative period's level.
- Demand for loading and unloading operations for vessels at sea was high during Q1.

ESL Shipping's operating profit at a record-high



- ESL Shipping's operating profit rate increased to 10.4% (5.4).
- Cargo price levels of the largest vessels increased during the fall and winter, being now relatively high considering the recent years' trend.
- Also the cargo price level of smaller vessels improved from the comparative period.

ESL Shipping's transportation volumes reached the comparative period's level



- Forecasts of transportation volumes are looking positive for the second and third quarters.
- ESL Shipping expects total transportation volumes to increase from the previous year.



LEIPURIN®

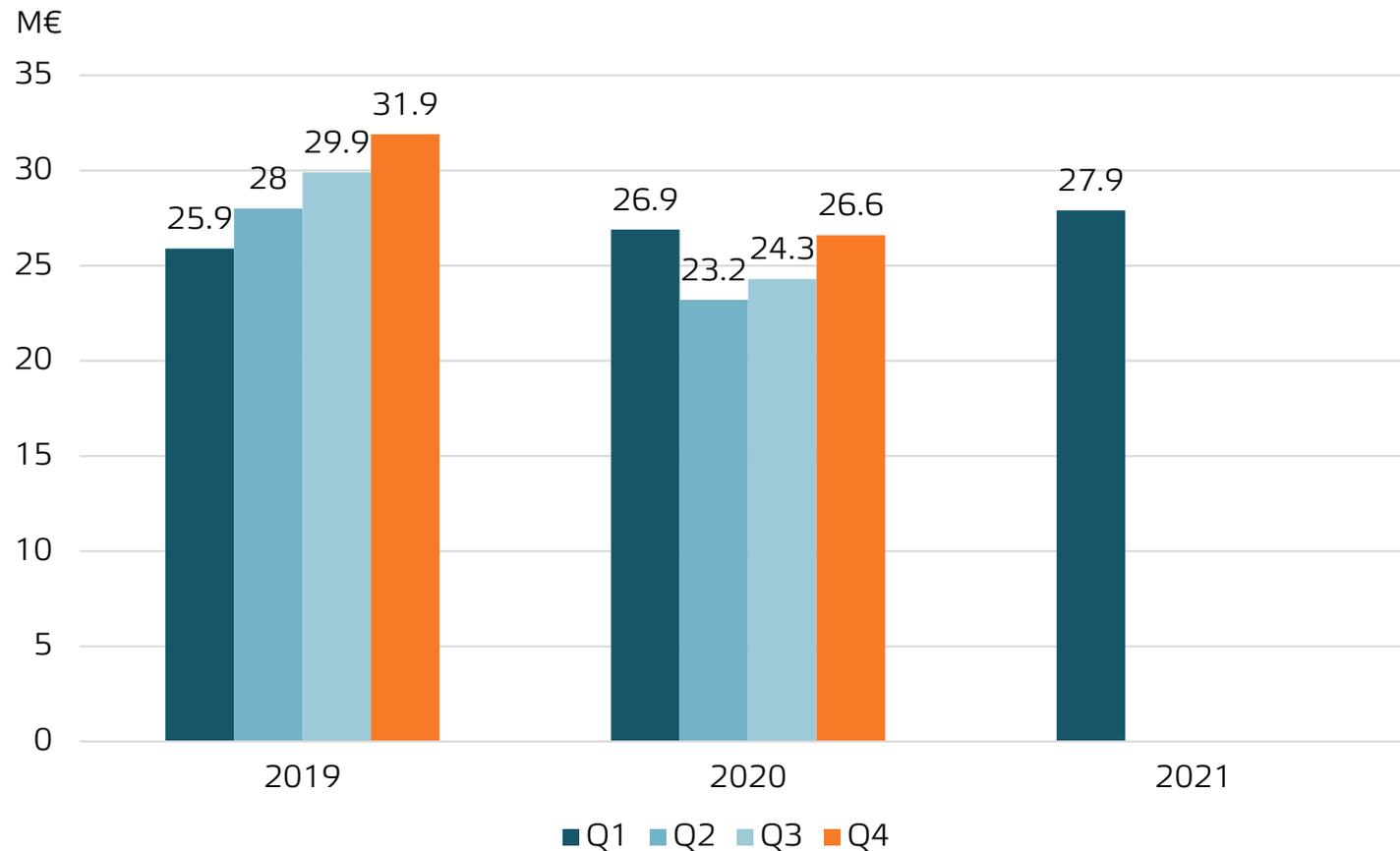
From bread and recipes to
a comprehensive selection



Operating environment remains challenging

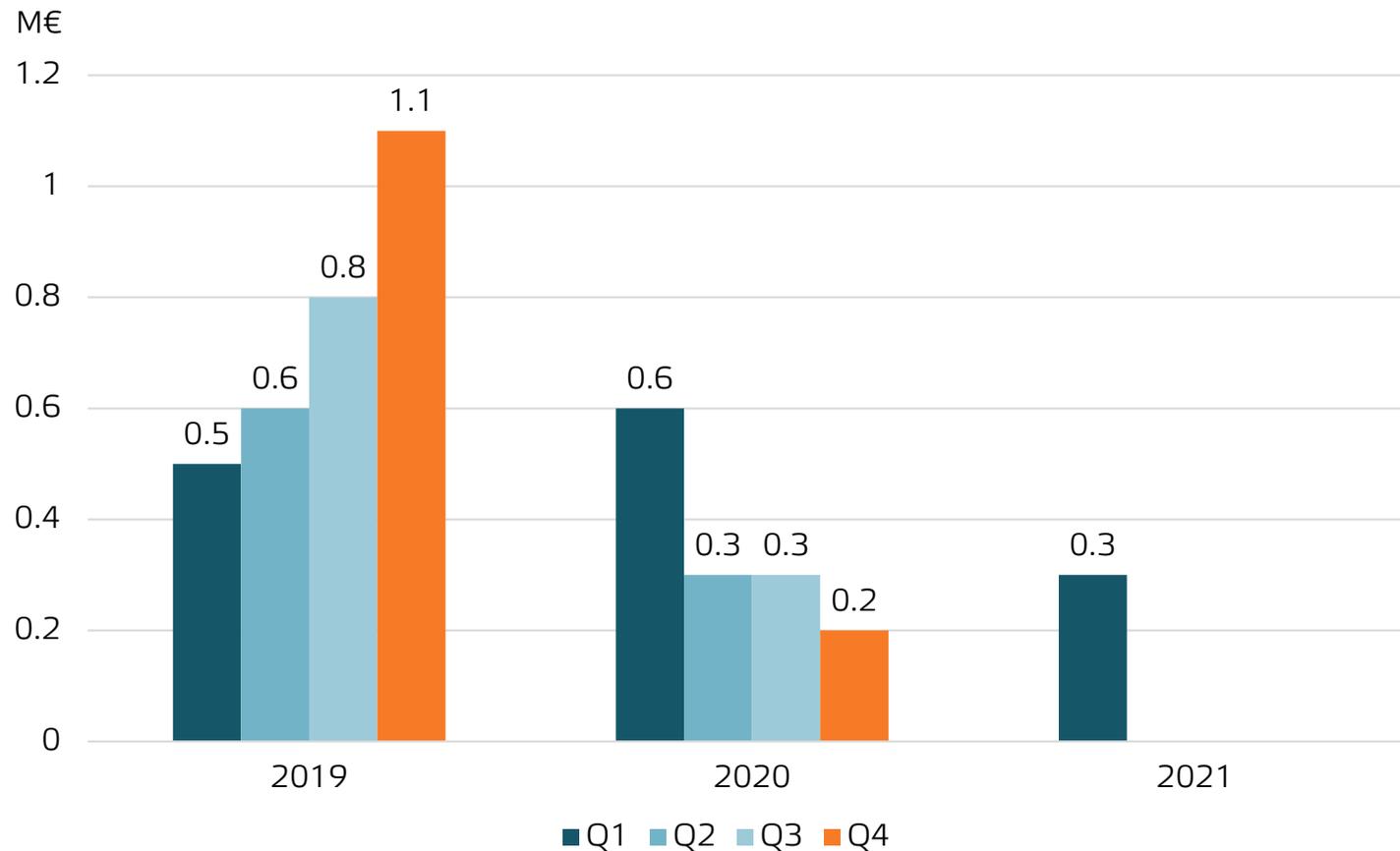
- Restrictions related to the coronavirus pandemic still negatively affected Leipurin's business.
- Leipurin's net sales increased to EUR 27.9 million (26.9). Growth was due to significant machine deliveries transferred from previous years.
- Leipurin's operating profit decreased to EUR 0.3 million (0.6) million.
- Leipurin will refine its strategy during 2021. The company will continue to invest in growth, especially in the eastern markets.

Leipurin's net sales increased from last year

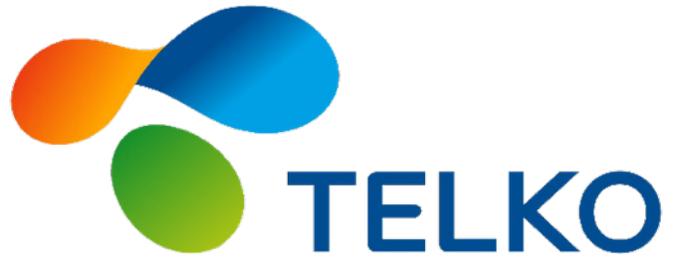


- Net sales of the bakery business decreased by roughly 8% from the comparative period due to the coronavirus pandemic and resulting restrictions, as well as the decrease in the value of the Russian ruble.
- Significant machine deliveries to Russia, transferred from previous years, increased the net sales of the machinery business.

Leipurin's operating profit decreased due to the challenging operating environment



- The operating profit rate during the first quarter was 1.1% (2.2).
- In eastern markets, the total operating profit rate increased to approximately 7% (6).
- The machinery business is expected to become profitable in 2021.



Raw material solutions for
the industry

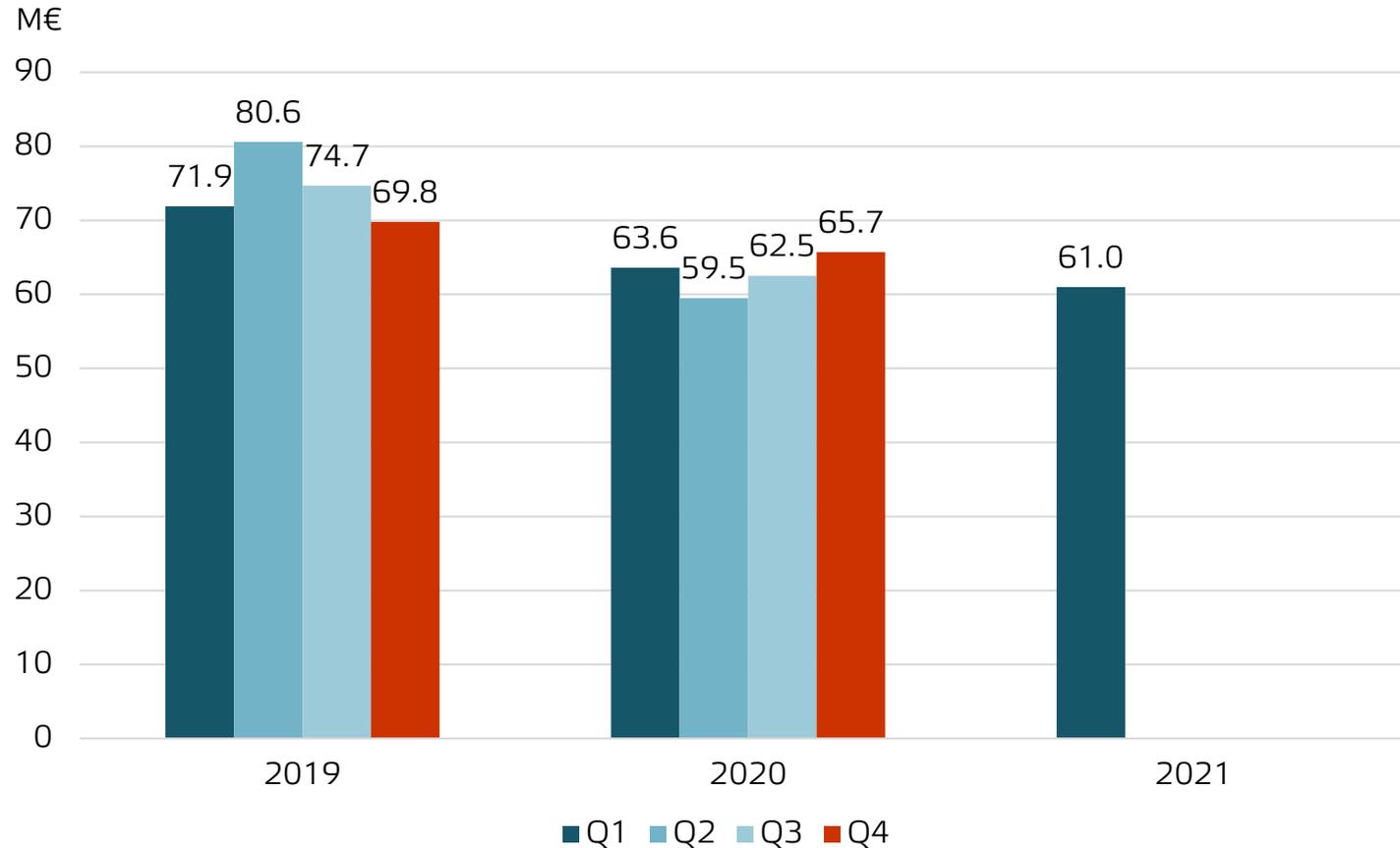




Highest ever operating profit for Telko in Q1

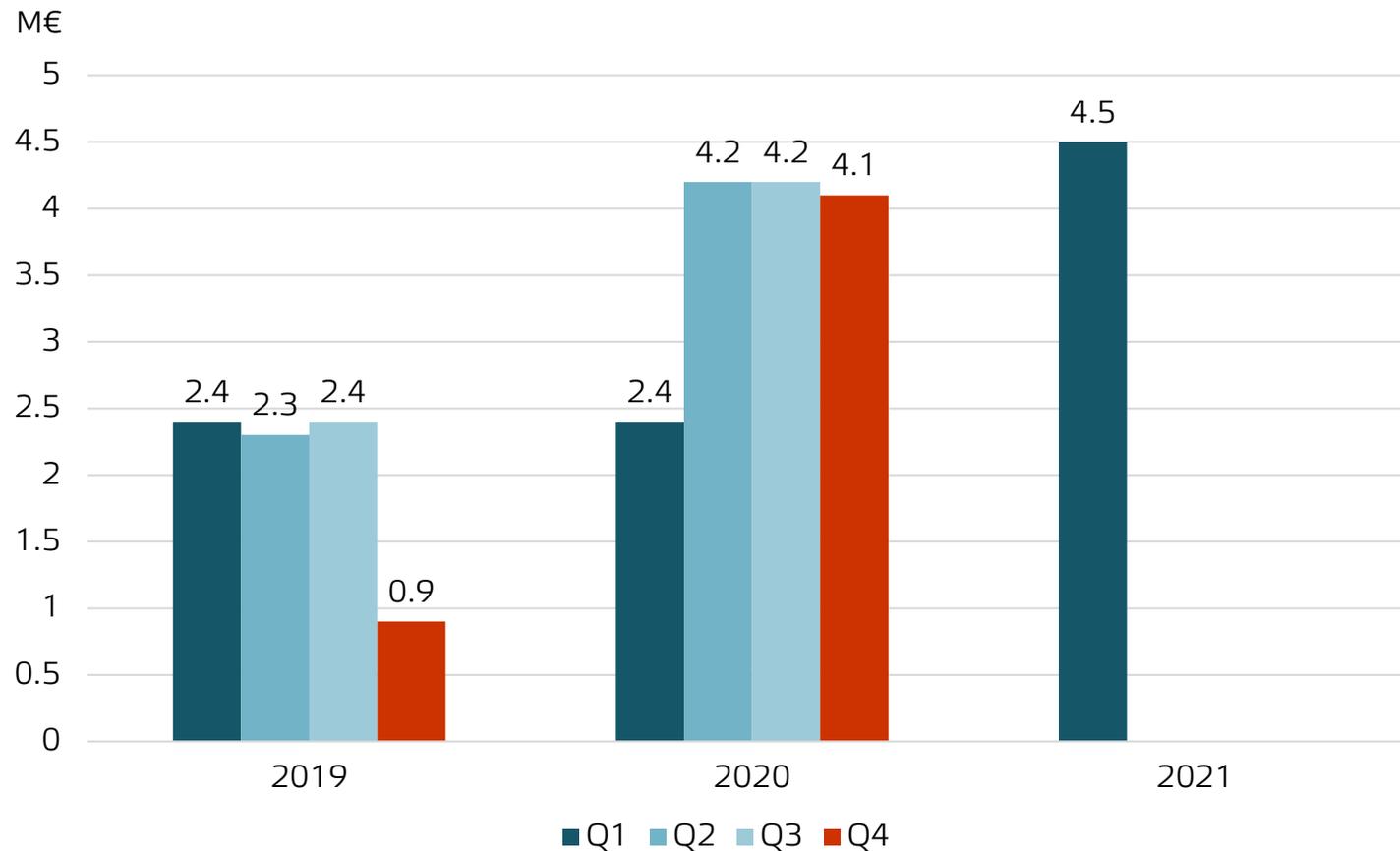
- Telko segment's operating profit grew to a record-high of EUR 4.5 million (2.4). The operating profit rate increased to 7.4% (3.8).
- Segment's net sales totaled EUR 61.0 million (63.6). The decline in the availability of raw materials slowed the recovery in net sales growth.
- Market prices continued to increase, particularly strongly at the end of the quarter.
- Telko's goal is to maintain the relative profitability level achieved during 2020.

Telko's net sales nearly at the previous year's level



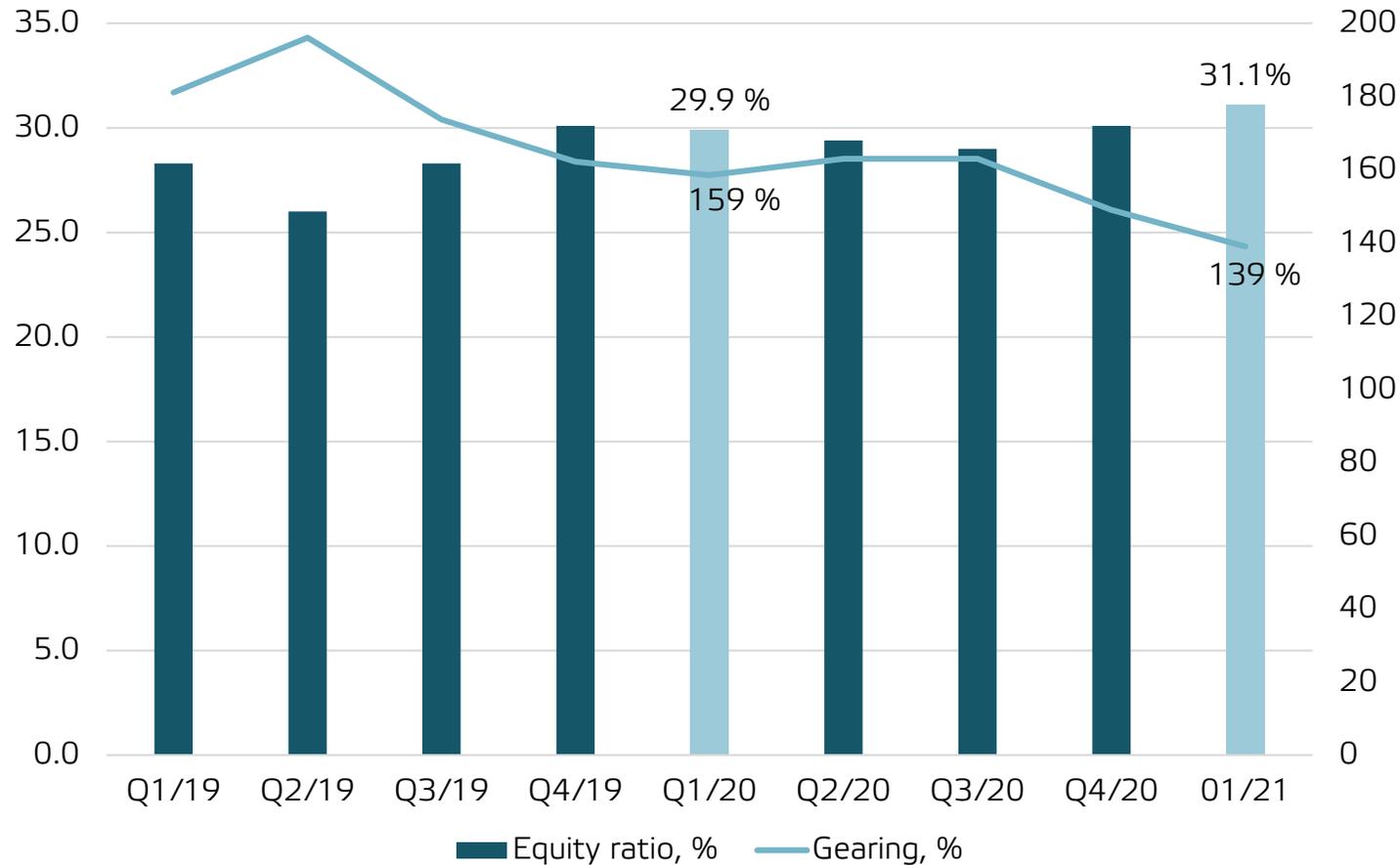
- Net sales of Telko business decreased by 2.7 % and were EUR 58.0 million (59.6).
- As availability of raw materials improves, net sales are expected to increase from the comparative period.
- Kauko's net sales decreased and were EUR 3.0 million (4.0).

Historically strong operating profit for Telko



- Due to record-high operating profit of Telko business, the operating profit rate increased to 7.4% (3.8).
- Prices of raw materials are expected to continue their increase and to remain high during the next few months.
- Kauko's operating profit was EUR 0.0 million (-0.1). The first quarter is typically the weakest quarter of the year in IT deliveries.

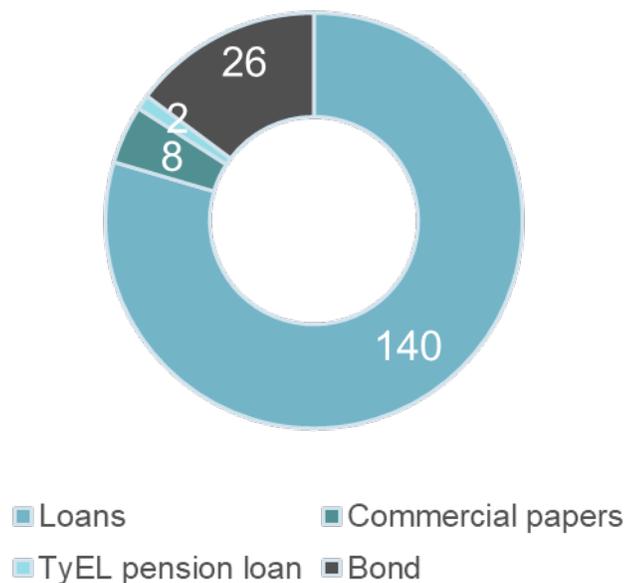
Equity ratio and gearing



- Equity ratio improved and gearing continued to go down towards the long-term target of 130%.

Strong liquidity and a balanced maturity structure

Interest bearing liabilities without lease liabilities (MEUR)

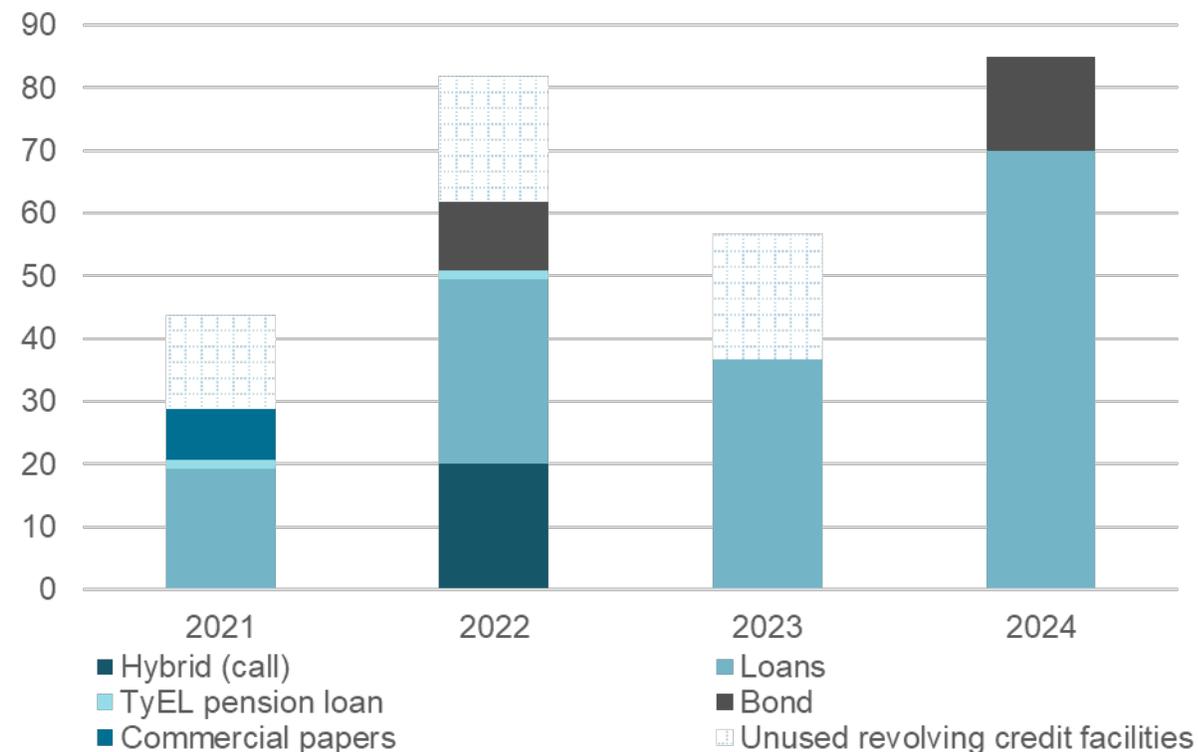


Liquidity position (MEUR)



■ Cash and cash equivalents ■ Unused revolving credit facilities

Maturity of loan agreements (MEUR)





Distribution of profits: EUR 0.35 per share

- Aspo Plc's Annual Shareholders' Meeting held on April 8, 2021 decided that EUR 0.35 per share will be distributed in dividends for the 2020 financial year. The dividend will be paid in two installments
- The payment date for the first installment of EUR 0.18 per share was April 19, 2021. The second installment of EUR 0.17 per share will be paid in November 2021.
- At its meeting to be held on October 27, 2021, the Board of Directors will decide on the record and payment dates of the second installment. According to the current system, the dividend record date would be October 29, 2021 and the payment date would be November 5, 2021.

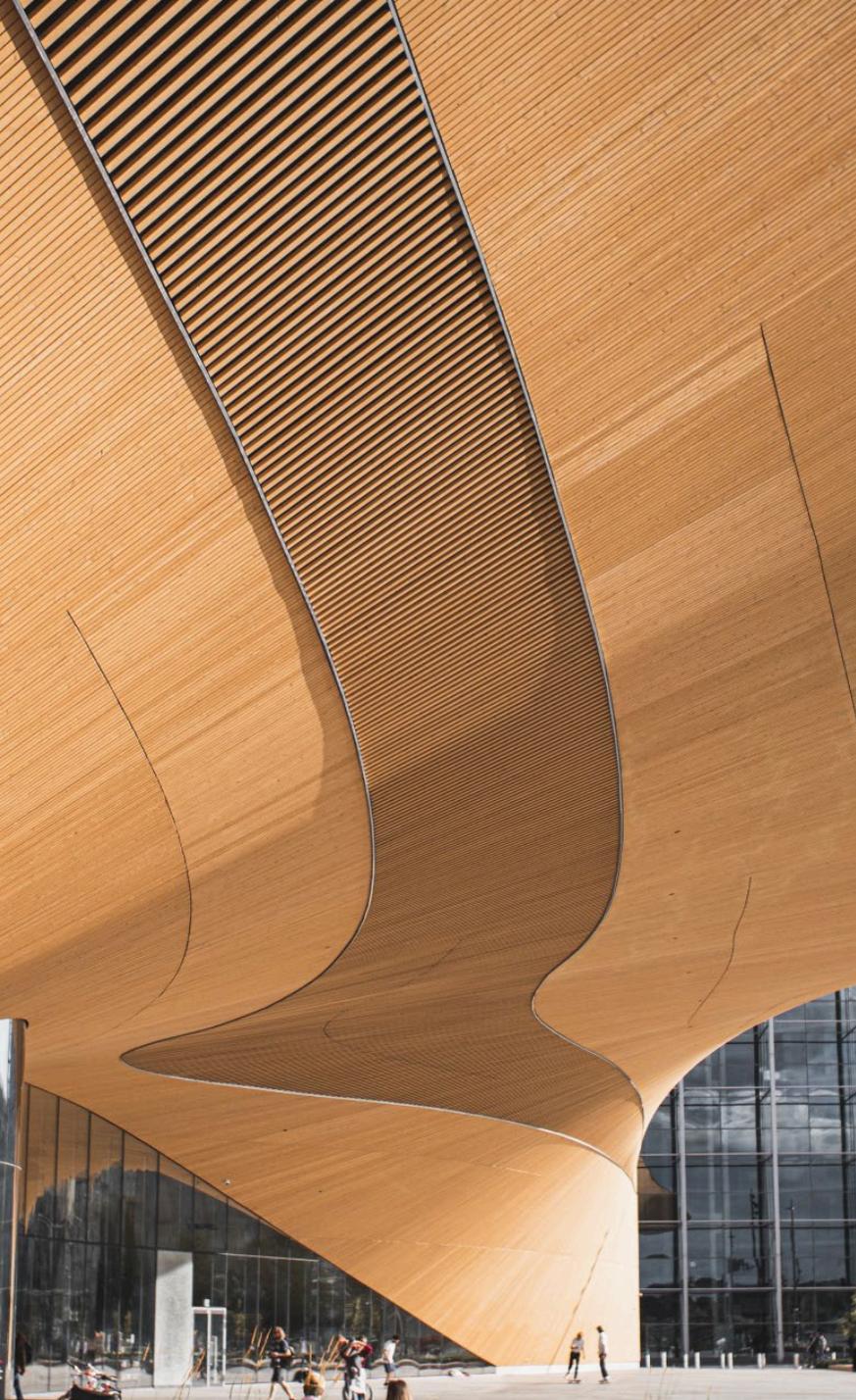
Guidance for 2021 unchanged

Aspo's operating profit in 2021 will be higher than in 2020 (EUR 19.3 million).



Towards the era of new leadership

- In March, Aspo's Board of Directors appointed Rolf Jansson Aspo's new CEO. He will take the helm from Aki Ojanen, who will retire from his position. Jansson will start as the new CEO at the beginning of October at the latest.
- Heikki Westerlund started as the new Chairman of Aspo's Board of Directors on April 8, 2021.
- Westerlund replaced Gustav Nyberg, Chairman of Aspo's Board of Directors since 2009 and Aspo Group's CEO before that, who announced earlier that he will no longer be available as a member of Aspo's Board of Directors.



Strong start for the year

- Our potential to achieve our financial targets set for 2023 was already reflected strongly.
- This results from correct choices and the unrelenting execution of our strategy in our businesses.
- The Group's previous significant investments and business transactions also enable our strong development in the future.
- Work to set new business-specific sustainability targets is in progress, and these will be published during the second half of the year

Q & A

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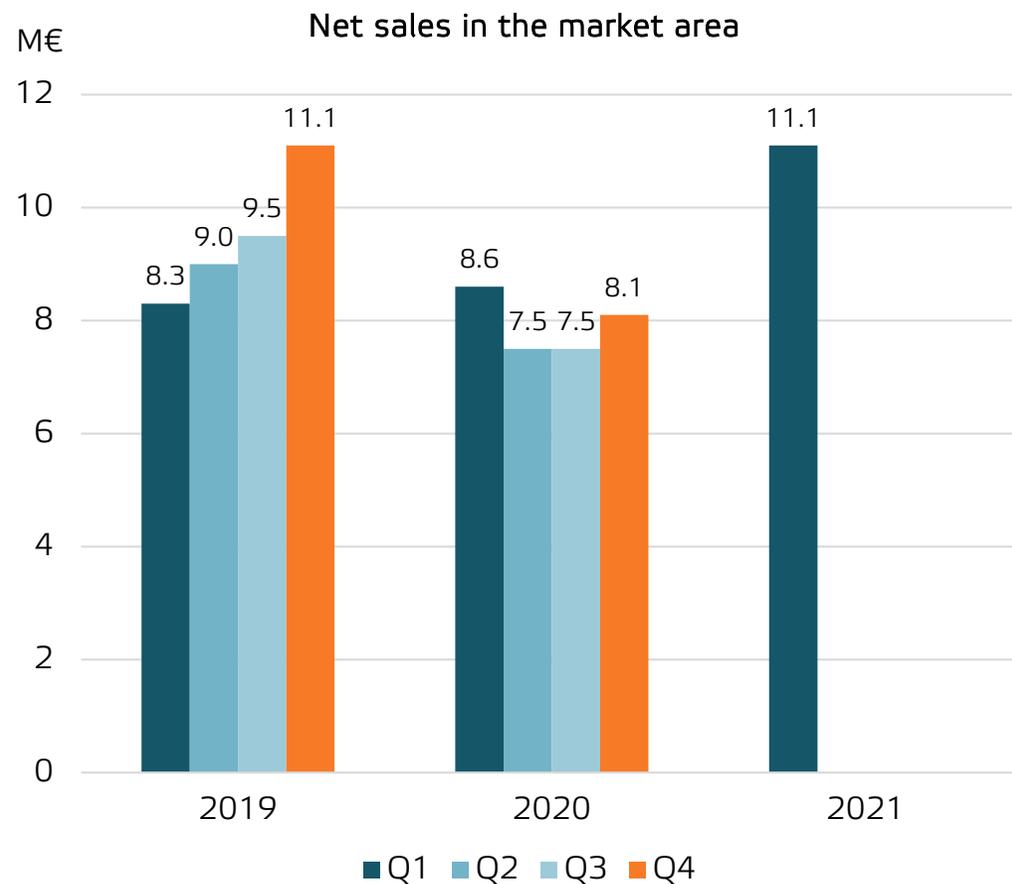
Aspo Group's half-year financial report
will be published on 11 August, 2021

Appendix

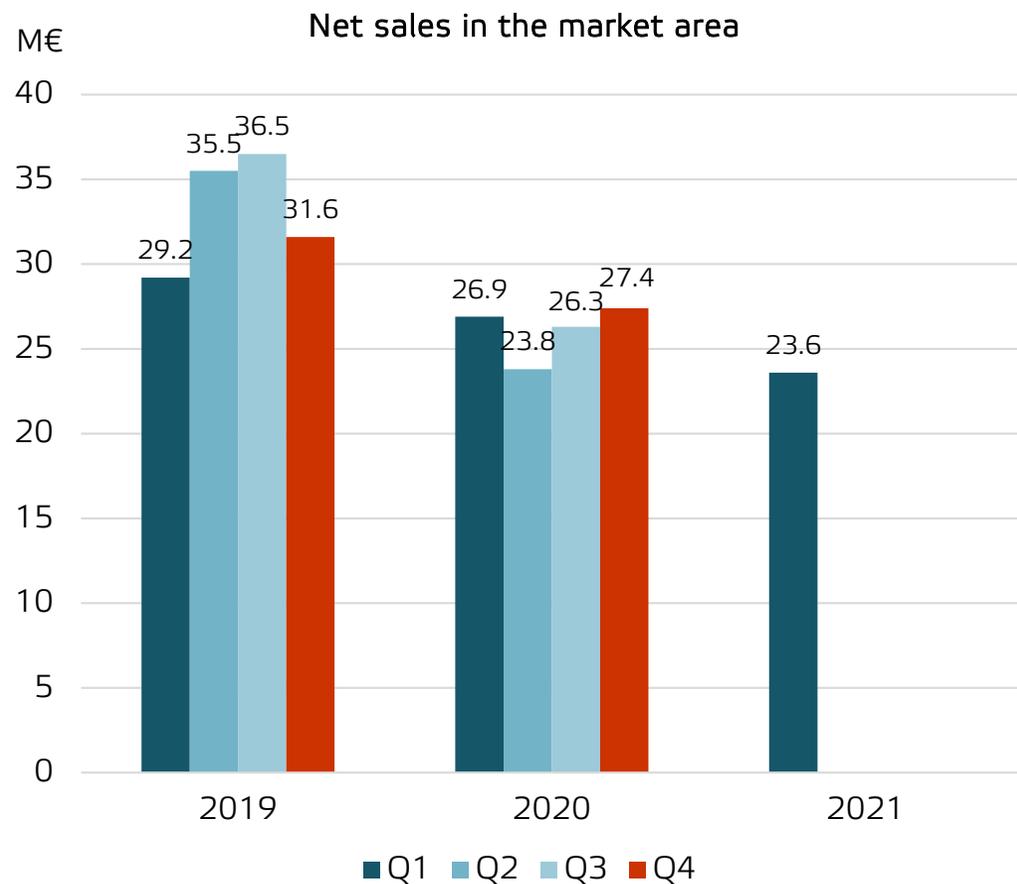
Key figures

	1-3/2021	1-3/2020
Net sales, MEUR	132.3	133.2
Operating profit, MEUR	7.9	4.0
Operating profit, %	6.0	3.0
ESL Shipping, operating profit, MEUR	4.5	2.3
Leipurin, operating profit, MEUR	0.3	0.6
Telko, operating profit, MEUR	4.5	2.4
Earning per share (EPS), EUR	0.19	0.07
Profit before taxes, MEUR	7.0	2.9
Profit for the period, MEUR	6.4	2.6
Net cash from operating activities, MEUR	6.6	13.9
Free cash flow, MEUR	5.1	13.3
Return on equity (ROE), %	21.8	8.7
Equity ratio, %	31.1	29.9
Gearing, %	139.0	158.5
Equity per share, EUR	3.86	3.80

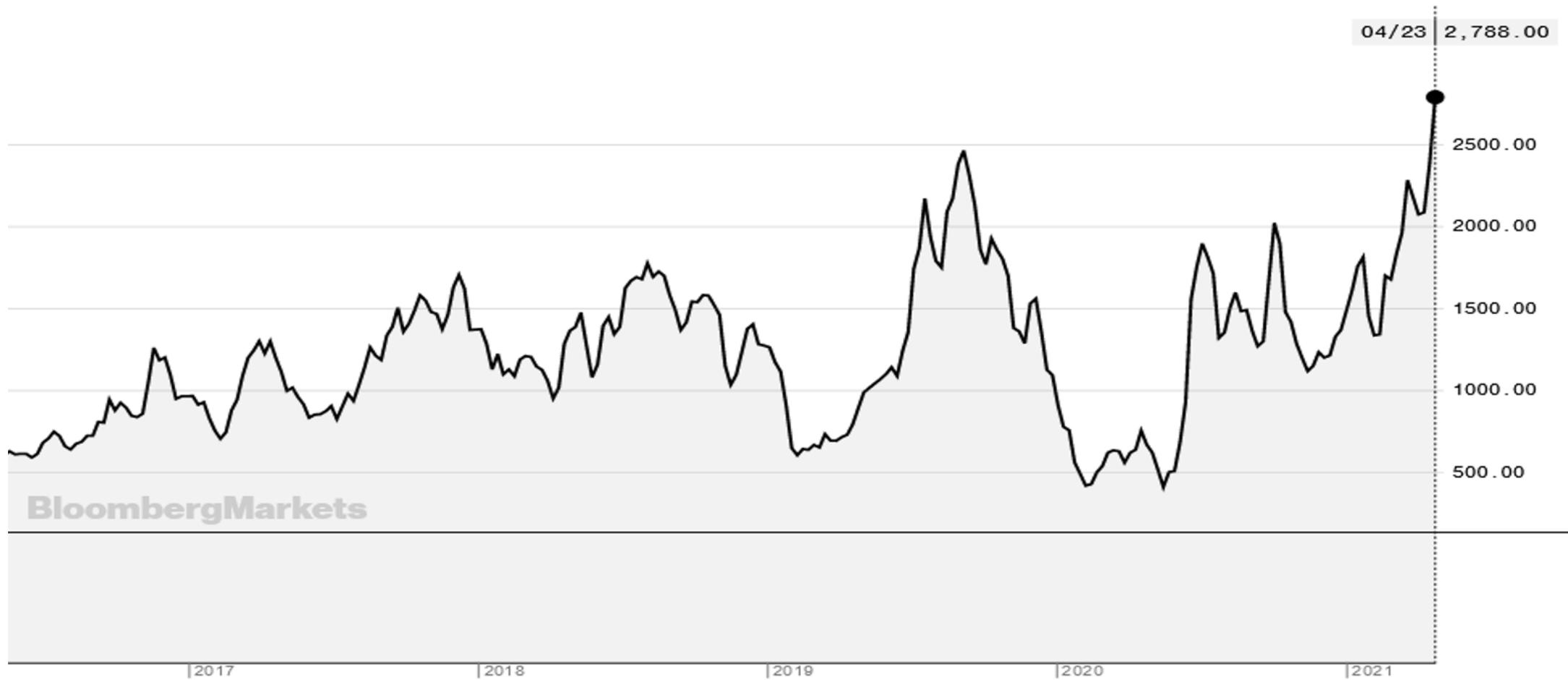
Leipurin net sales in Russia, other CIS countries and Ukraine



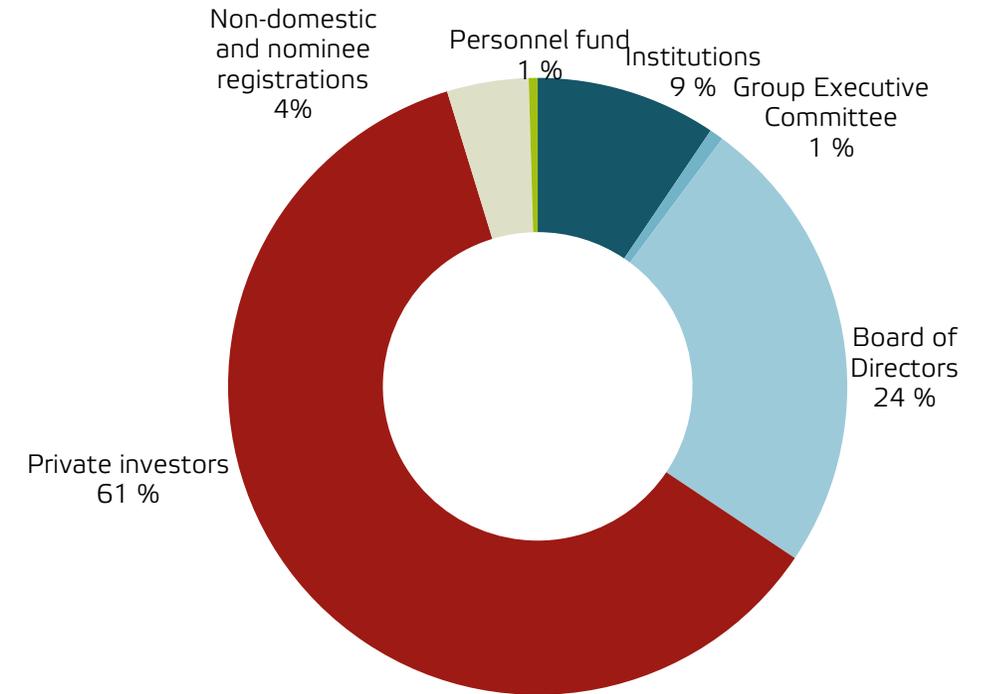
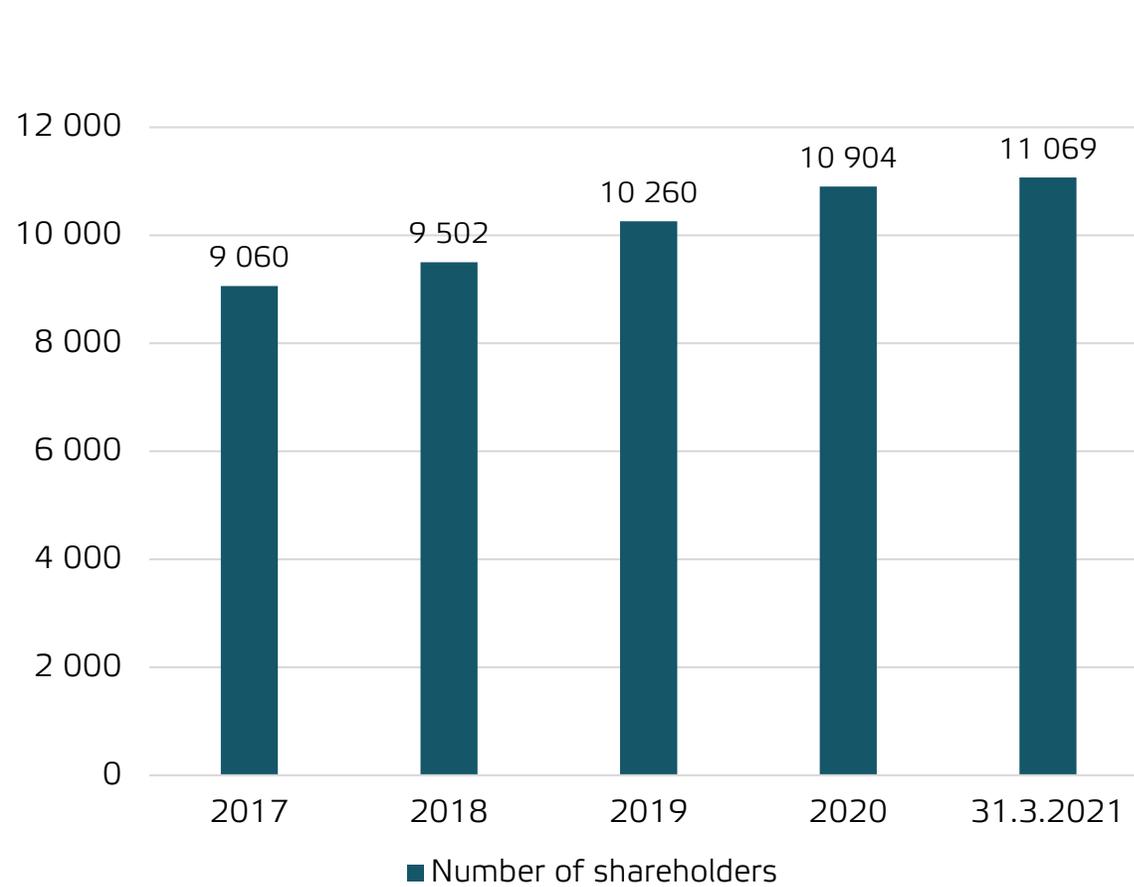
Telko net sales in Russia, other CIS countries and Ukraine



Baltic Dry Index



Shareholders



Distribution of ownership on March 31,2021 by ownership group, %