



Annual Shareholders' Meeting

April 10, 2018

Aki Ojanen, CEO

**Year of Successes –
Right things at the right time**



Aspo's
Net Sales

502 MEUR
(457 MEUR)





Aspo's
Operating profit

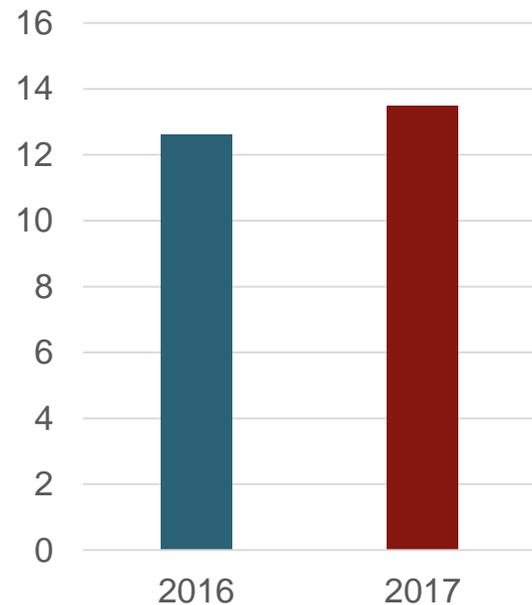
23.1 MEUR
(20.4 MEUR)



Clear improvement in operating profit of main business operations

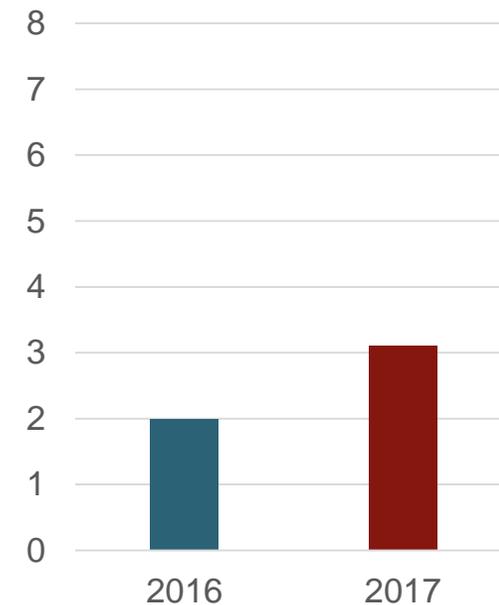
ESL Shipping

Operating profit: 13.5 MEUR
Change : +7%



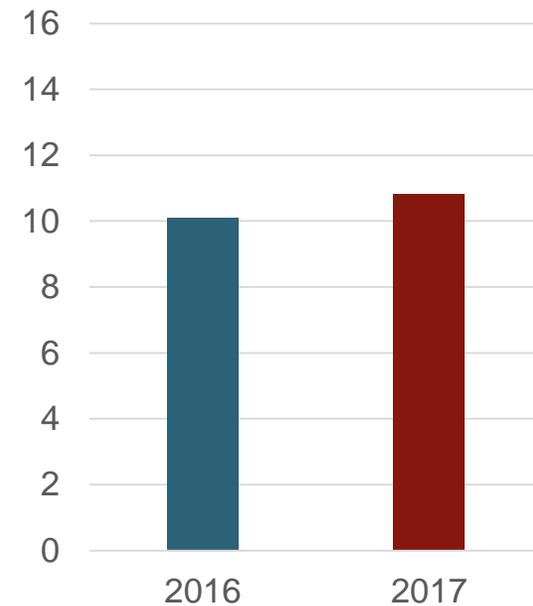
Leipurin

Operating profit: 3.1 MEUR
Change: +55%



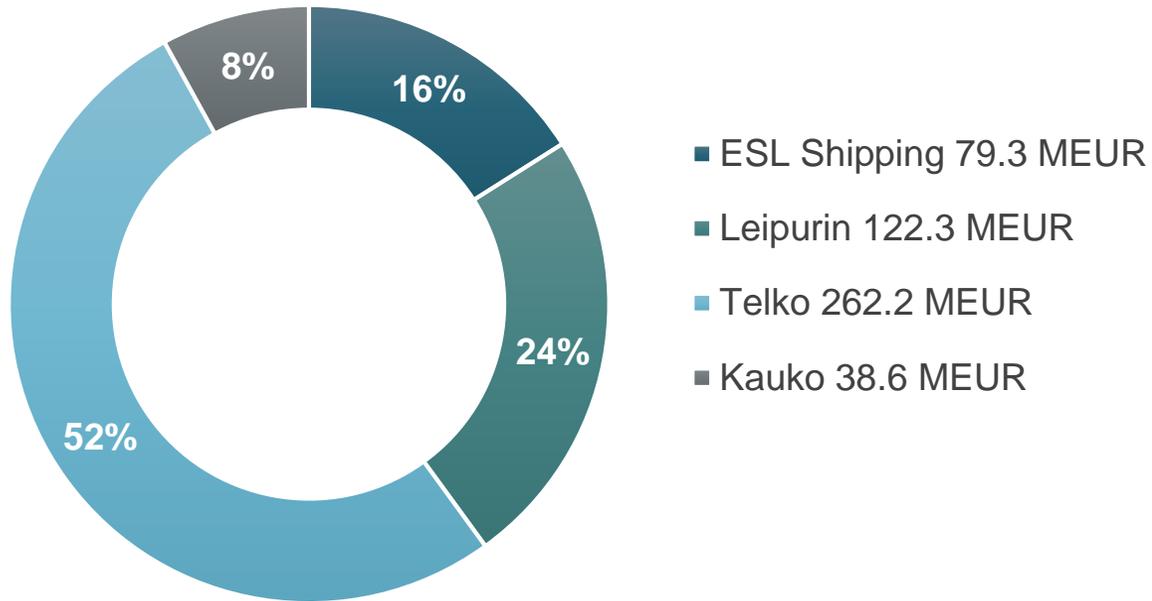
Telko

Operating profit: 10.8 MEUR
Change: +7%

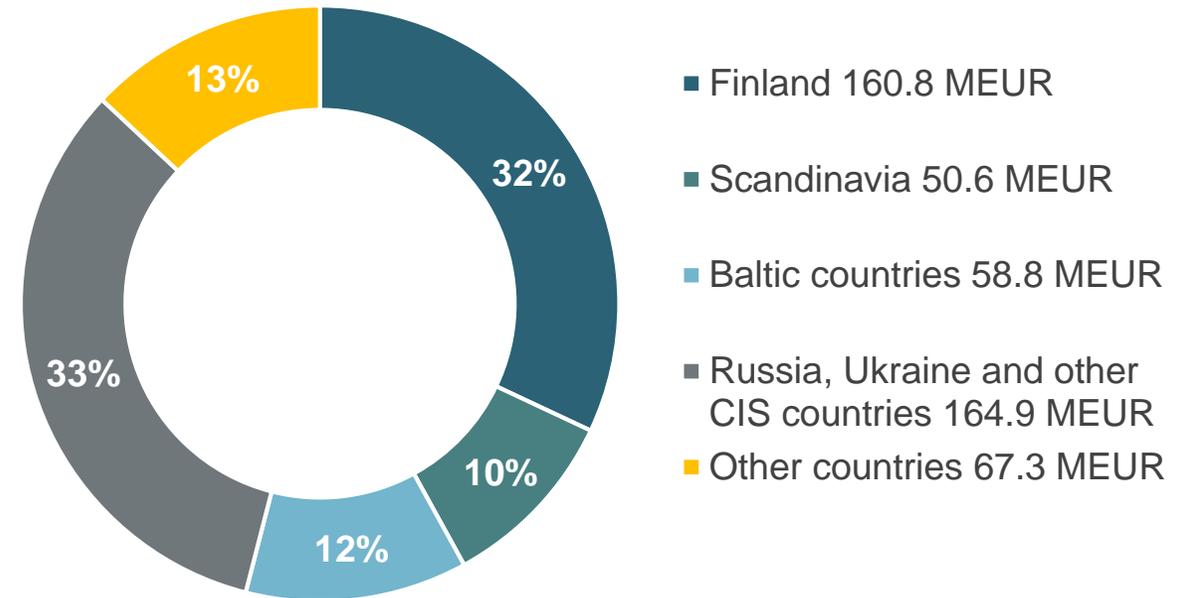


Risks diversified to four businesses and several market areas

Net sales by segment 2017



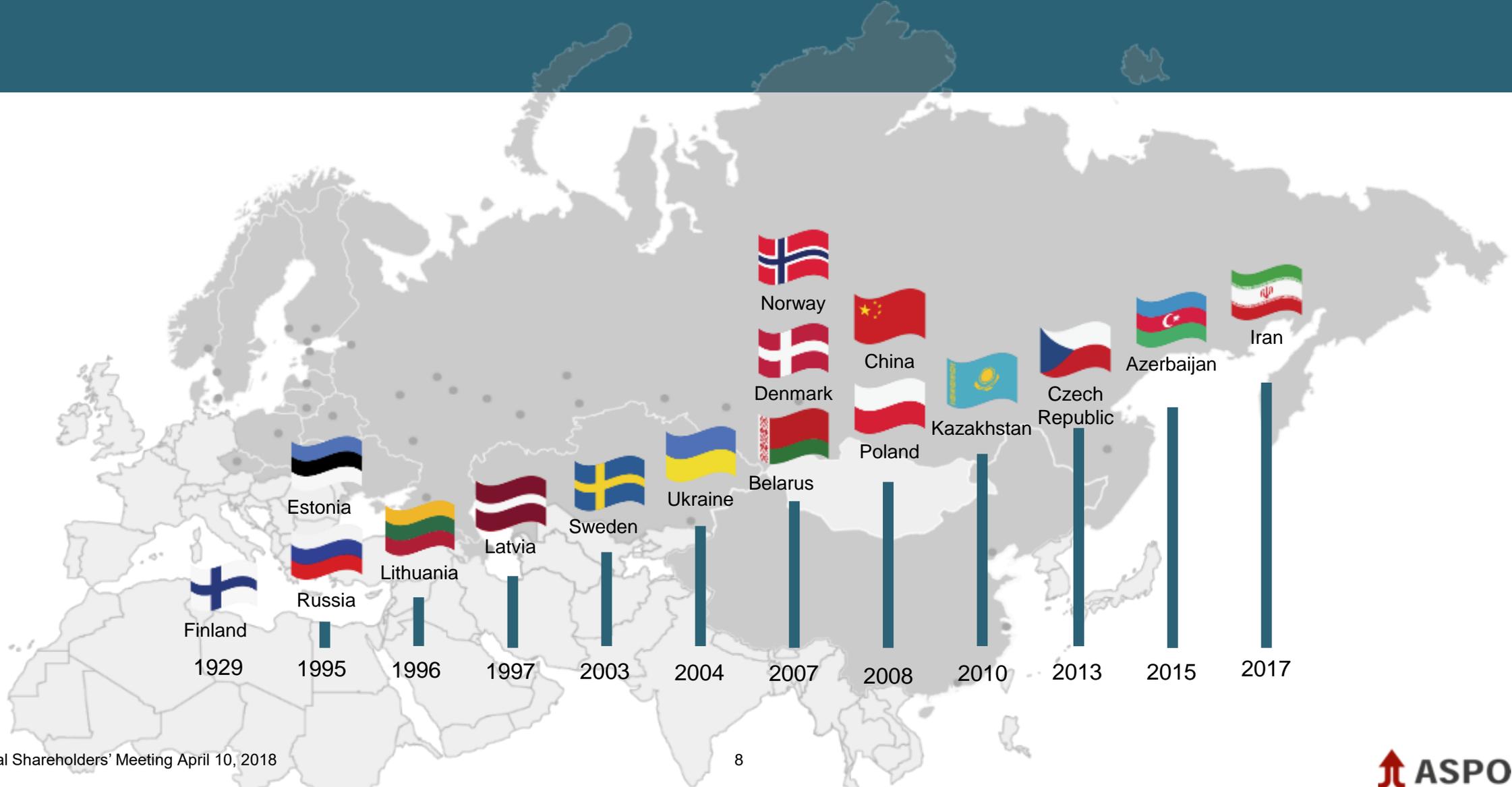
Net sales by market area 2017



The conglomerate structure of Aspo leads to diversified risk and allows investments in growth and improvement of profitability



Growth in Northern Europe and Eastern market



**Ensuring responsibility is essential to safeguard
the company's long-term success**



Our approach to responsibility

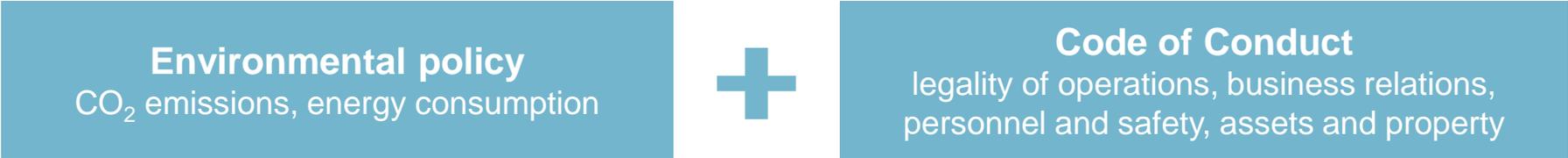
Steering



Corporate responsibility in all sectors



Common rules for all businesses



Milestones in 2017

94,652 t
(92,983 / +1.8%)

CO₂ emissions

63%

of personnel completed
Code of Conduct training

4.17
(4.10)

Personnel
satisfaction
(scale of 1–5)

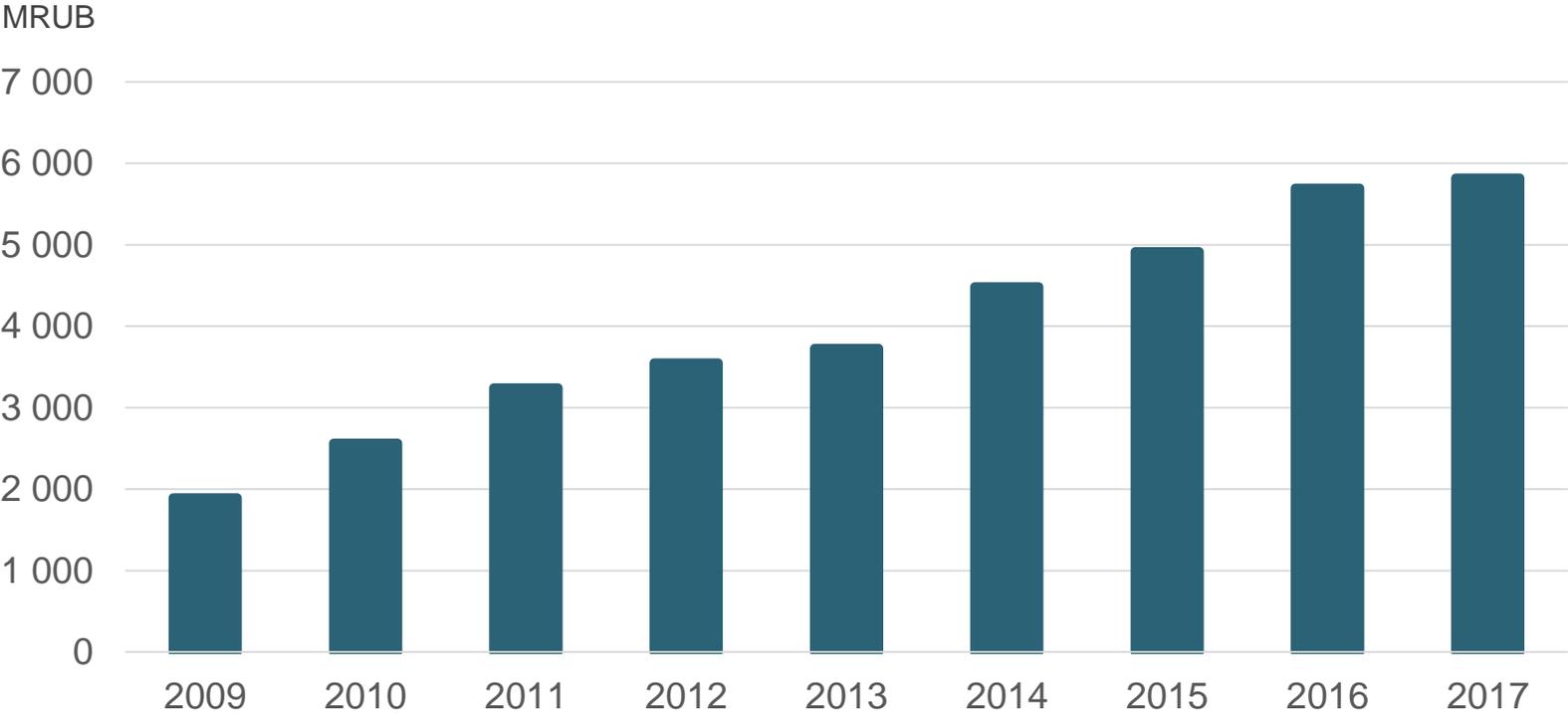
Goals for responsible development in 2018:

1. Joining the Global Compact initiative
2. All employees to complete the Code of Conduct training
3. Development of Group-level responsibility reporting

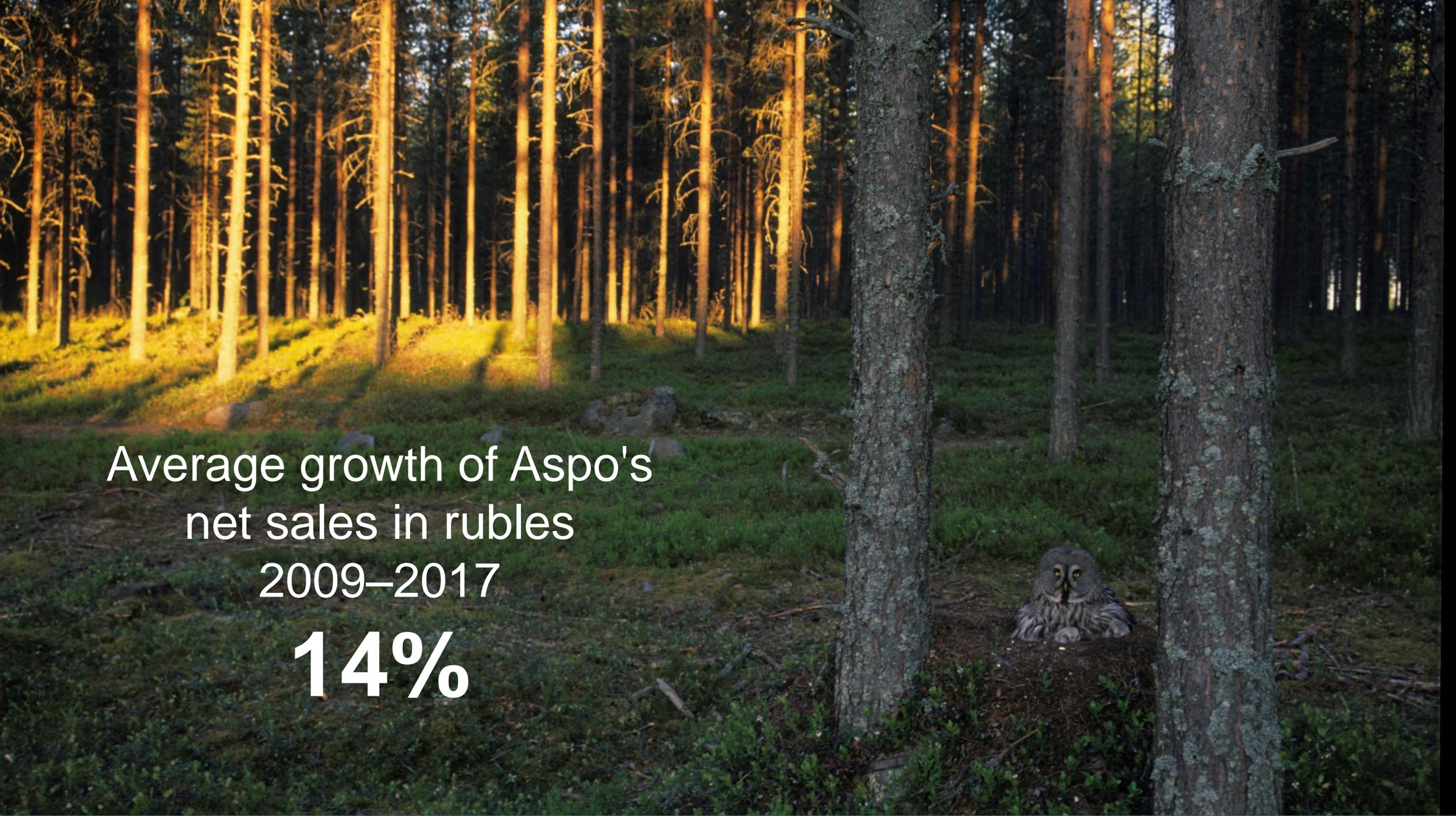


Stable growth in the Eastern market

Net sales of Aspo's Russian companies 2009–2017



The risk level of organic growth is lower than that of acquisitions and capital investments.

A photograph of a forest with tall, thin trees. In the foreground, a young owl is sitting on a nest made of twigs on the ground. The lighting is warm, suggesting late afternoon or early morning. The owl is looking towards the camera.

Average growth of Aspo's
net sales in rubles
2009–2017

14%

Positive trend expected to continue in Russia, Ukraine and other CIS countries

- 1.** Russia, Ukraine and the other CIS countries is Aspo's largest market area. The economy and industrial production in Russia and the entire Eastern market are growing. Economic recovery in Russia will continue.
- 2.** Investments and private consumption have increased in Russia. Fluctuations in the external value of the ruble are expected to continue.
- 3.** Positive development is expected to continue in 2018.

Light and efficient management yields results



Aspo Plc is responsible for finance, communications and legal affairs



CEO 2009–

Aki Ojanen

eMBA, born 1961

Hilkka Jokiniemi

Executive Assistant, Aspo Plc, 2000–

Responsibilities: Group communications

Arto Meitsalo

CFO, Aspo Plc, 2009–

Managing Director, Aspo Services Ltd,
2013–

Responsibilities: Group finances, internal
control, ICT, administration, HR and
Kauko's CEO

Toni Santalahti

Director, Legal Affairs, Aspo Plc, 2008–

Responsibilities: Group legal affairs and
corporate governance

Harri Seppälä

Group Treasurer, Aspo Plc, 2008–

Responsibilities: Group financing and
investor communications

Johanna Suhonen

Executive Assistant, Aspo Plc, 2018–

Responsibilities: Group communications



ESL Shipping

A pioneer in specific transportation, reliability and eco-friendliness

ESL Shipping year 2017

Net sales

79.3 MEUR

(71.4 MEUR)

Operating profit

13.5 MEUR

(12.6 MEUR)

Personnel

235

(226)

ESL Shipping year 2017



Systematic work for the environment and occupational safety

CO₂ emissions of ships
per ton-mile in 2017

-4%

Sulphur emissions of
ships in 2017

-23 %

Lost-time injury frequency
(marine personnel)
in 2017

-67 %

ESL Shipping aims for a more profitable business by 2020

Increasing net sales

Significant growth in shipping capacity

Operating profit rate level to

20–24%

New energy-efficient ships and
optimal use of capacity lower fuel costs



Leipurin

Expert in food trends

Leipurin year 2017

Net sales

122.3 MEUR
(112.7 MEUR)

Operating profit

3.1 MEUR
(2.0 MEUR)

Personnel

315
(322)

Leipurin year 2017



Occupational and product safety at the core of Leipurin's responsibility

Lost-time injury
frequency in 2017

+17%

Grading in Evira's product
safety and hygiene
inspection

5/5

Material efficiency,
use of plastic
in 2017

-27,3%

We aim to reduce food loss and use of raw materials

- The main environmental issues concerning Leipurin's operations are food loss and material efficiency.
- Leipurin seeks to reduce food loss and the use of raw materials through optimising the purchase and delivery loss and enhancing sales forecasts.



Kauko

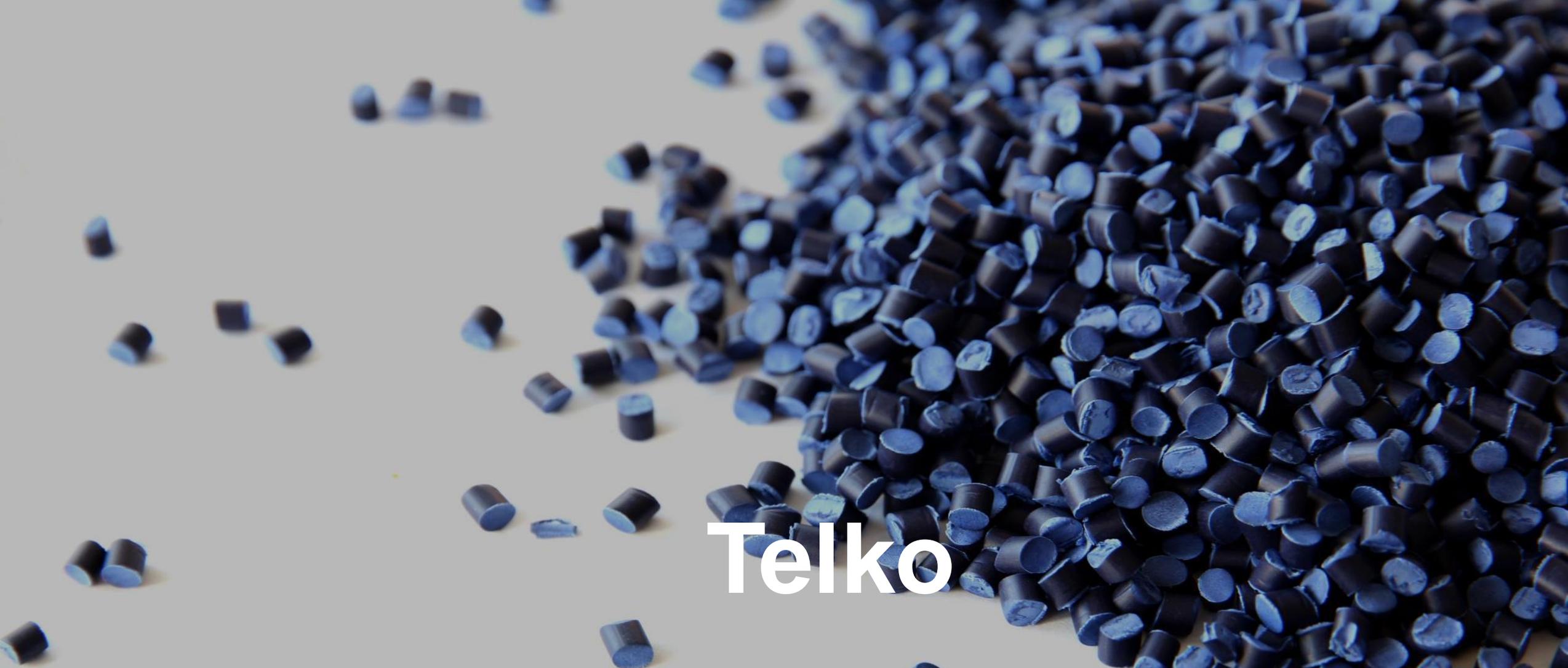
Expert in mobile knowledge work

Kauko year 2017

Net sales	Operating profit	Personnel
38.6 MEUR (33.0 MEUR)	-0.2 MEUR (-0.1 MEUR)	46 (42)

Kauko year 2017





Telko

Multi-talent in materials

Telko year 2017

Net sales

262.2 MEUR
(240.3 MEUR)

Operating profit

10.8 MEUR
(10.1 MEUR)

Personnel

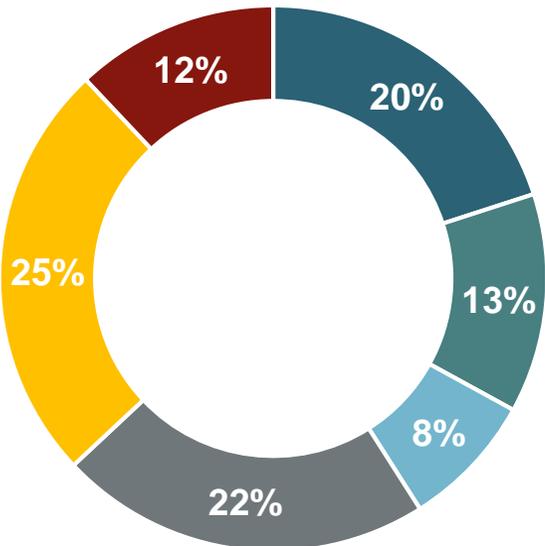
288
(280)

Telko year 2017



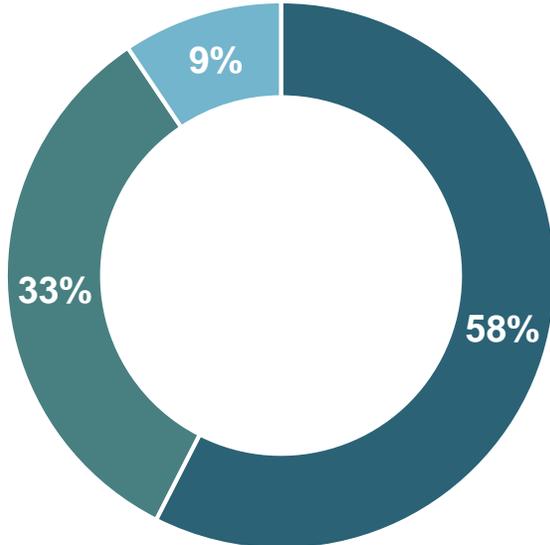
Telko net sales distribution 2017

Net sales distribution by country



- Finland 52.4 MEUR
- Scandinavia 33.9 MEUR
- Baltic countries 20.7 MEUR
- Russia 58.5 MEUR
- Ukraine and other CIS countries 65.1 MEUR
- Other countries 31.6 MEUR

Net sales distribution by business



- Plastics 150.7 MEUR
- Industrial chemicals 86.8 MEUR
- Lubricants 24.7 MEUR



The environment and occupational safety are key areas of Telko's responsibility

- Telko is committed to the Responsible Care program for chemical traders that is regularly verified in third-party assessments.
- The Responsible Care program sets stricter requirements than legislation for the transparency of operations.

Lost-time injury
frequency in 2017
reduced by

68%



Sustainable development perspective in product portfolio development

Telko is looking for alternatives to plastics and aims to actively enhance material efficiency and use of recycled materials.

Telko's product portfolio with sustainability perspective:
Plastics 1.2% and chemicals 6.7% of 2017 net sales



Telko aims to double its net sales by the end of 2020

Growing net sales
to the level of

300–350 MEUR

By continuing to grow in current core markets and possibly by expanding operations to new geographical areas.

Growing operating profit
to the level of

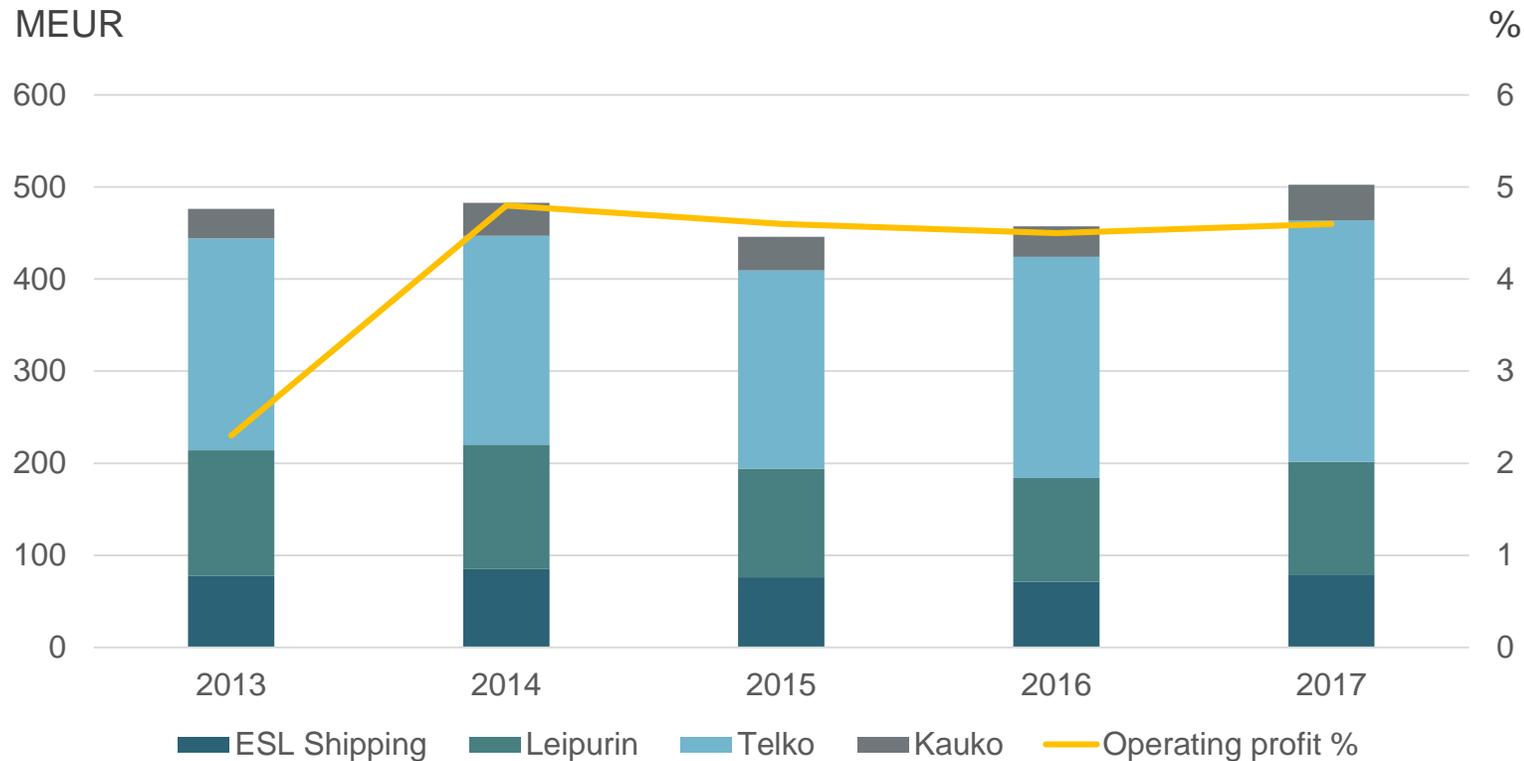
6–7%

By enhancing purchasing, investing in technical products with higher added value, developing logistics and more active pricing.



Financial statements, balance sheet, annual report and dividend proposal

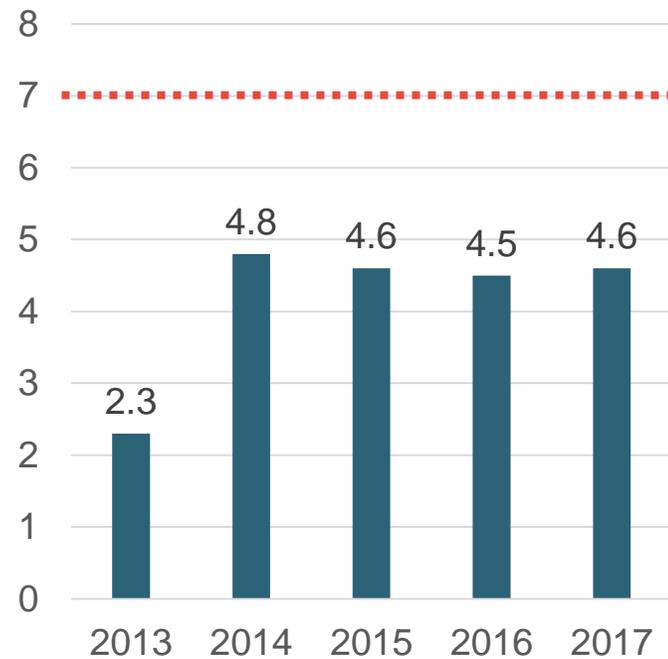
Net sales and operating profit % 2013–2017



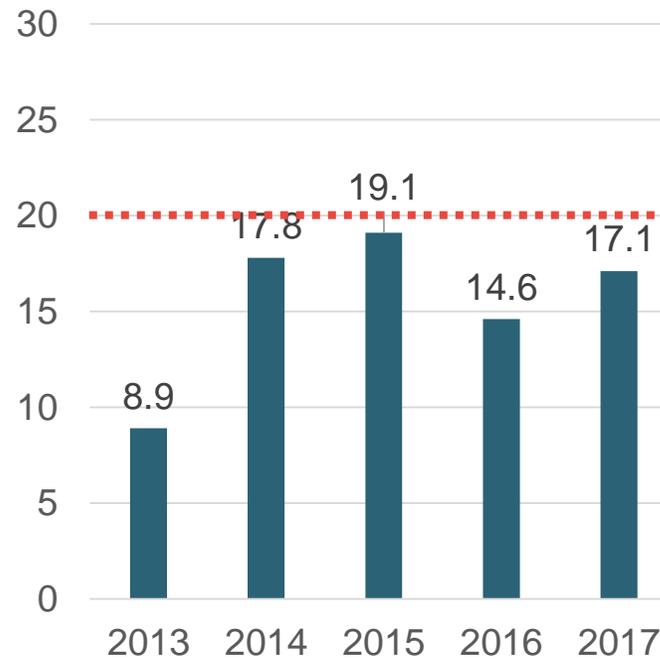
Aspo's profitability is based on a strong strategy, successful investments and long-term business development.

We are committed to our long-term financial targets

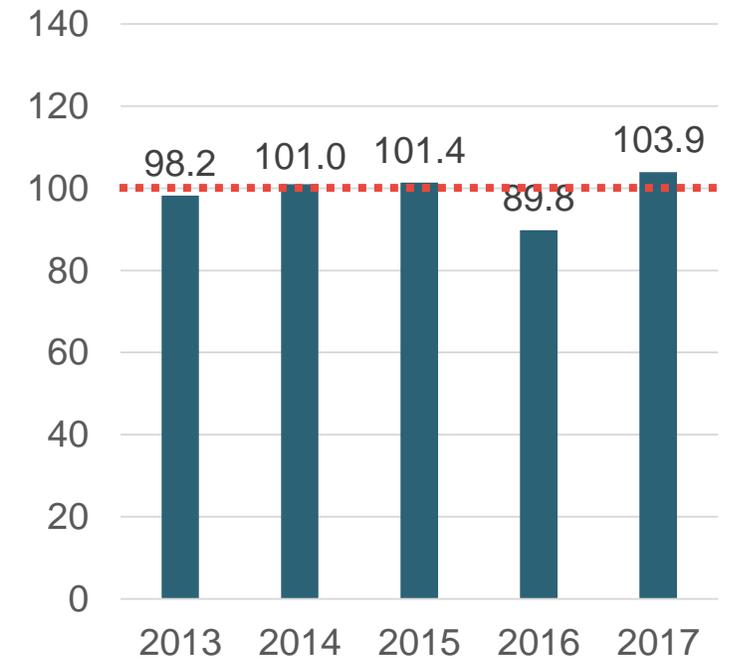
Operating profit, %



Return on equity, %



Gearing, %

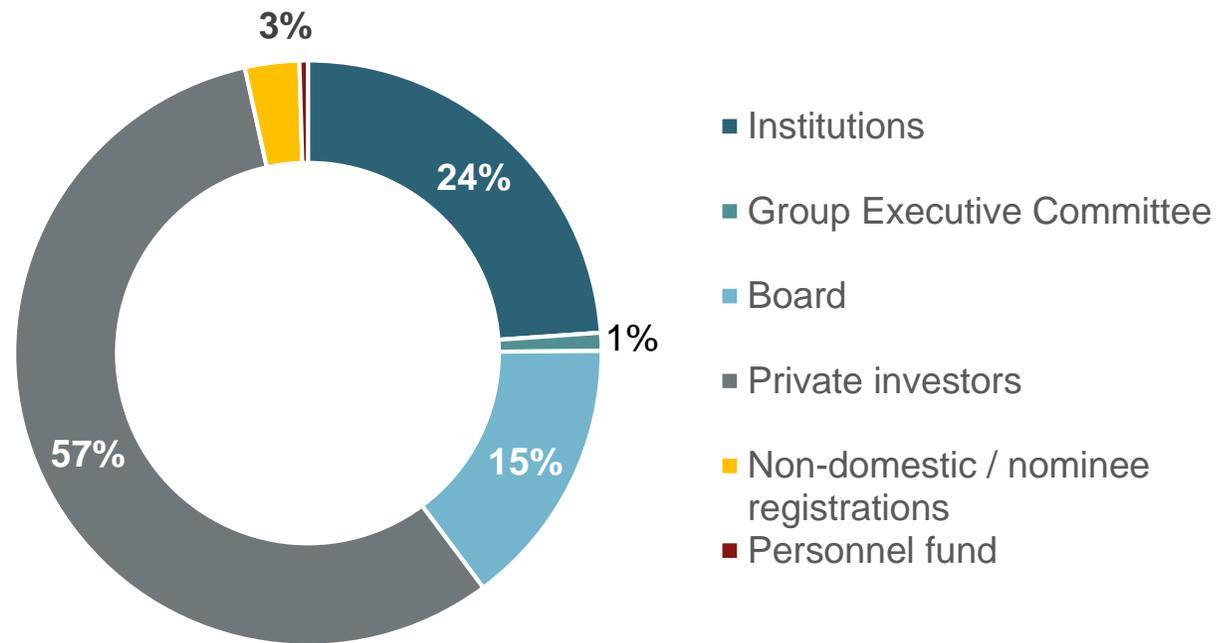


A photograph of two red foxes in a natural, outdoor setting. One fox is standing on the left, looking down at the ground. The other fox is partially visible on the right, also looking down. They are surrounded by dry grass, moss, and a dead, skeletal tree trunk. The background is a dense forest of green trees.

Aspo has over
9,000
shareholders

Distribution of ownership, December 31, 2017

Distribution of ownership by ownership group

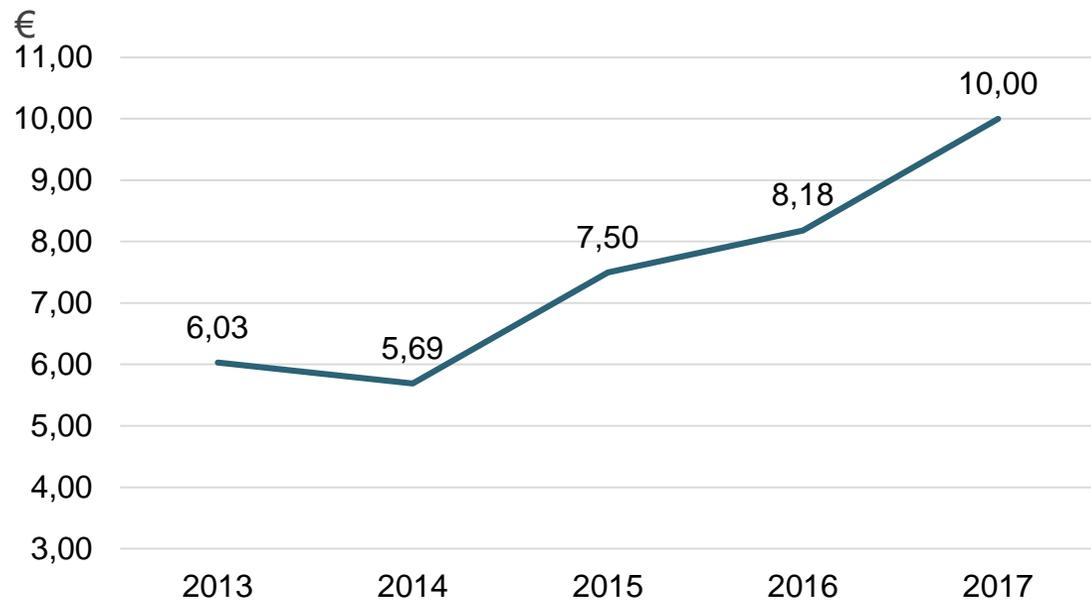


At the end of the financial year, the company had a total of 9,060 shareholders.

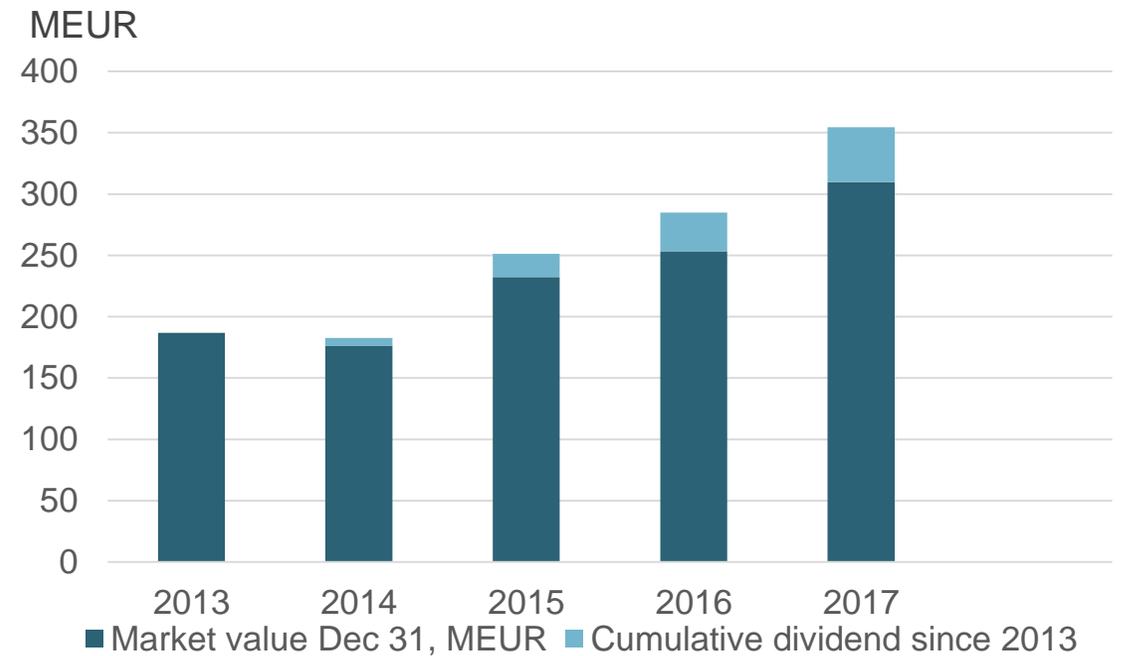
Of all shares, approx. 3% were in non-domestic ownership and nominee registrations.

Aspo market value development

Share price development 2013–2017 (closing price)



Dividend-adjusted market value of shares



Dividend policy
On average, Aspo
distributes at least half
of the annual profit in
dividends.



Dividend proposal year 2017

The Board of Directors' dividend proposal to the Annual Shareholders' Meeting:

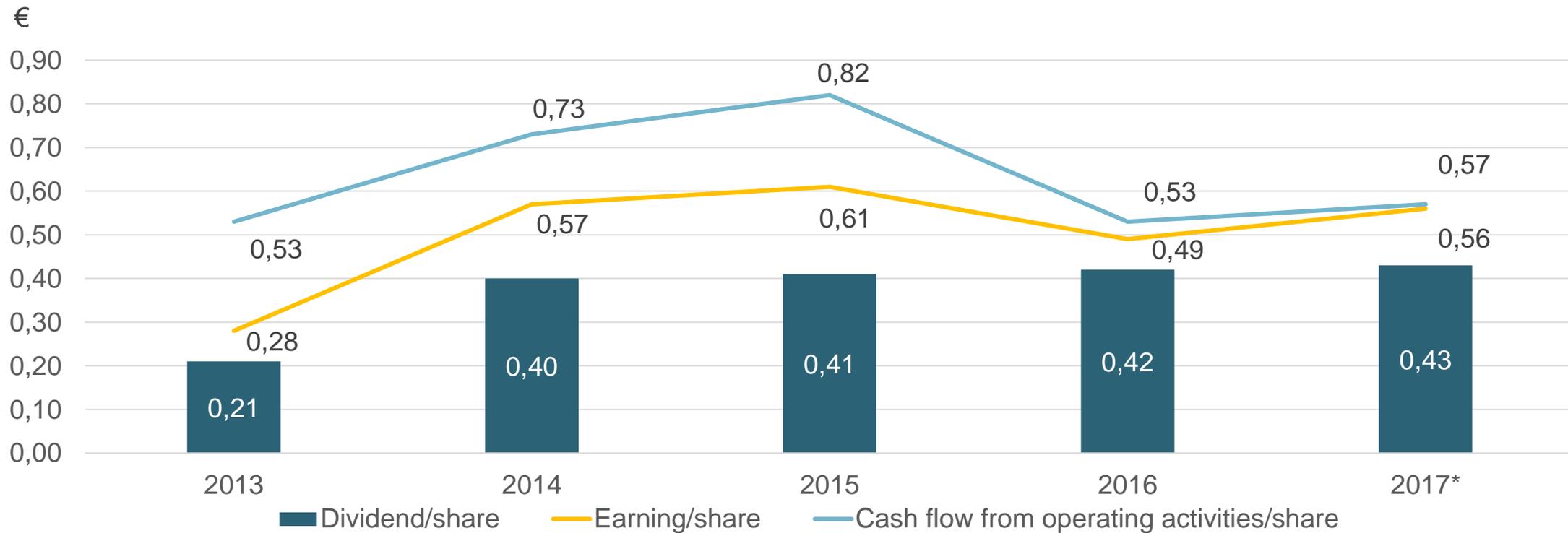
EUR 0.43 / share

Dividend will be paid in two installments:

**EUR 0.21 / share
in April**

**EUR 0.22 / share
in November**

Dividend / earnings and cash flow



* Dividend proposal of the Board

Aspo's profitability is based on a strong strategy and successful investments

Earnings
per share

EUR 0.56
(EUR 0.49)

Cash flow from
operating activities

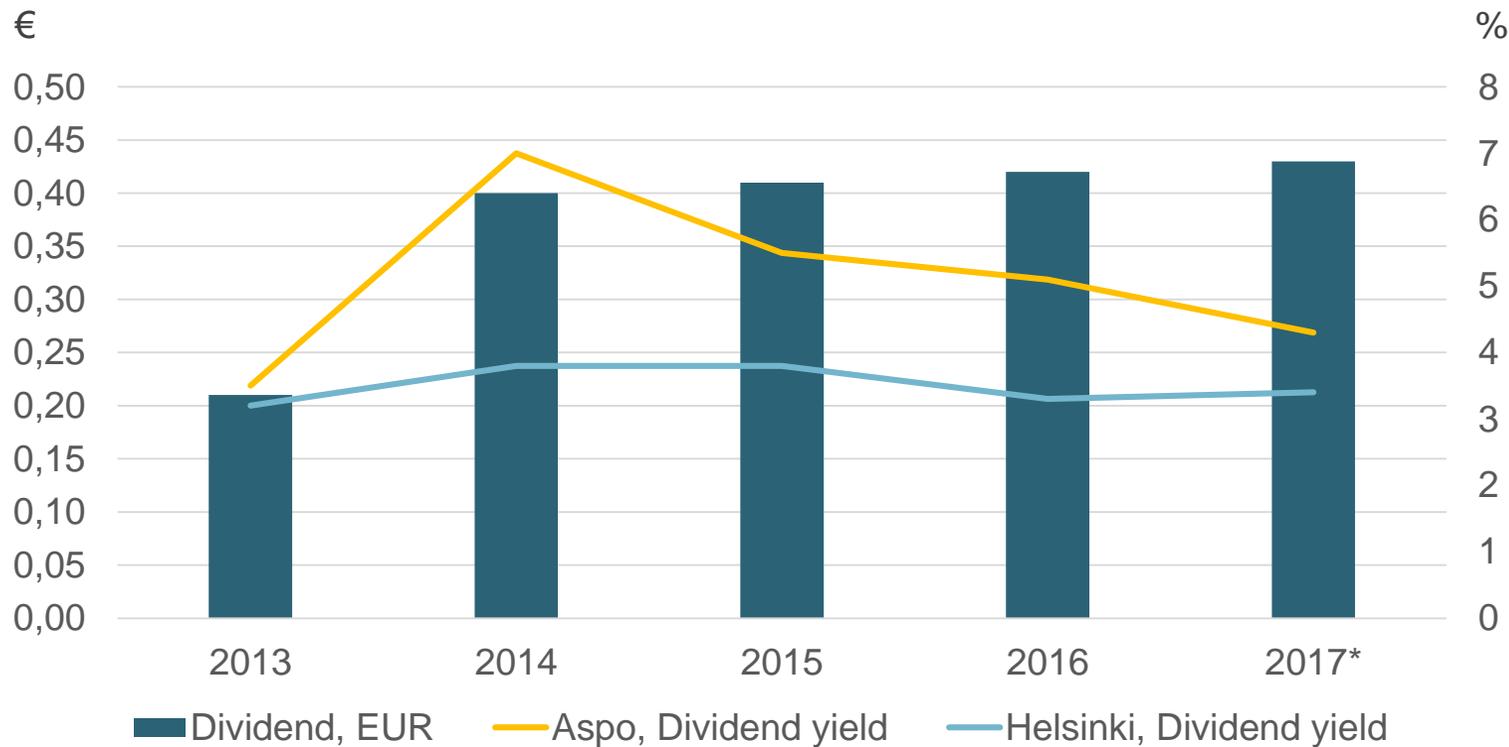
17.4 MEUR
(16.2 MEUR)

The image features four red Christmas stockings hanging from a blue string. The stockings are decorated with white snow-like speckles and have yellow and green patterns at the top. A small blue and white bird is perched on the middle-right stocking. The background is a soft-focus green, suggesting a Christmas tree.

Aspo's
average
dividend yield
2013–2017

5.1%

Dividend and dividend yield 2013–2017



Dividend yield of Aspo,
average 2013–2017

5.1%

Dividend yield of Helsinki
Stock Exchange, average
2013–2017

3.5%

* Dividend proposal EUR 0.43 Source: Aspo, Factset, OP

Focus – Towards 2020



Strong profit performance in 2018

- Market uncertainty has continued to decrease.
- Industrial production is expected to grow in Aspo's core markets.
- Raw material prices are likely to rise.
- Moderate growth in the Russian economy and industrial production.
- Economic growth is expected to continue internationally.
- General political risk is heightened, which may rapidly affect the operating environment or weaken free trade in the long term.

Financial targets by 2020

Operating profit with
current structure

7%

Average
return on equity over

20%

Gearing
of up to

100%

Reaching future targets requires focus

The financial targets are based on continuous learning and a growing strategic understanding.

- 1.** ESL Shipping's new investment in two of the world's most environmentally friendly and efficient cargo vessels.
- 2.** Telko's growth and growing profitability in the Eastern market.
- 3.** The Leipurin business returning to the profitability level from before the Russian crisis.



Guidance

Aspo's operating profit
in 2018

25–31 MEUR