

# Financial Report Q3 2004

27.10.2004

Gustav Nyberg CEO

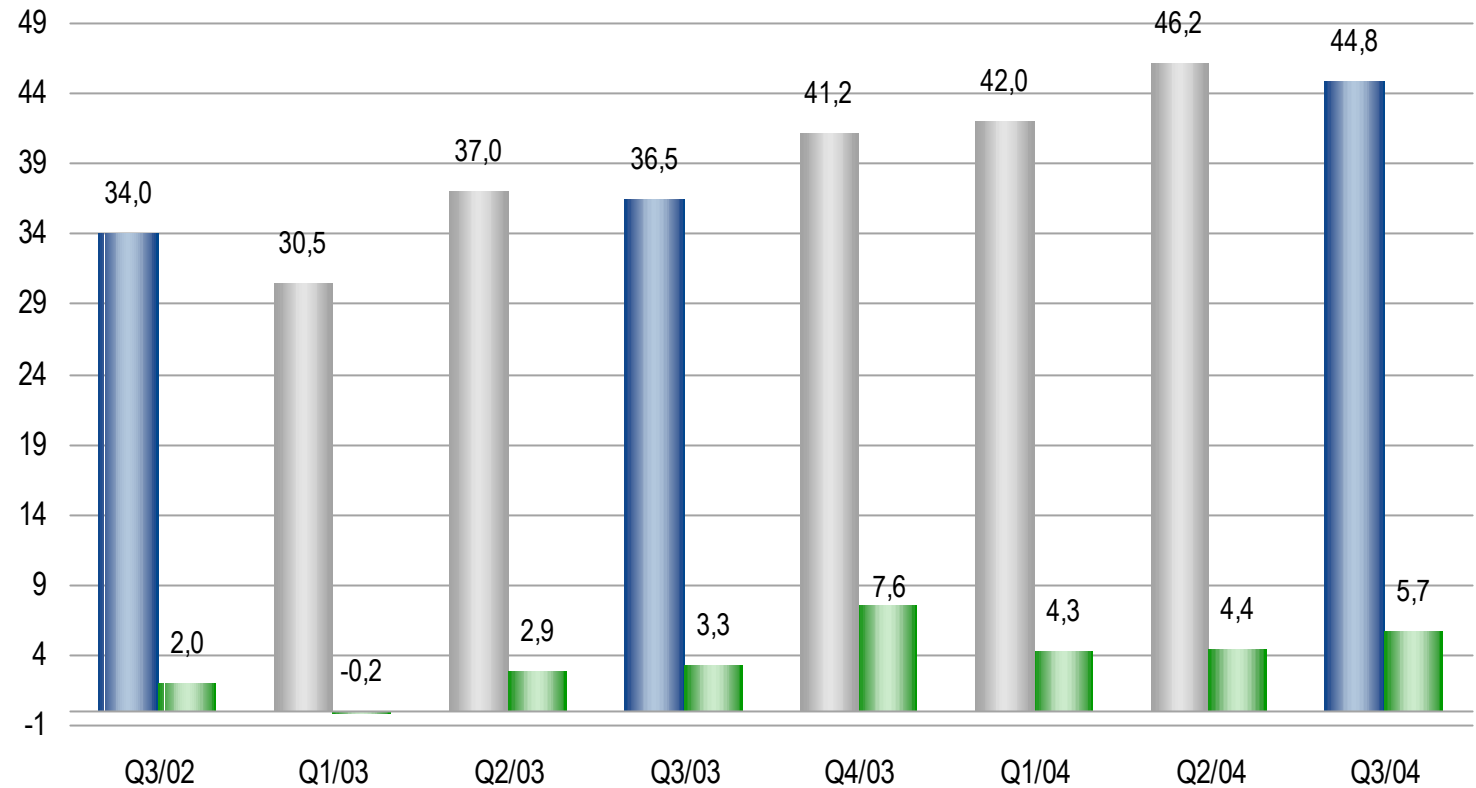
Dick Blomqvist CFO



## Aspo Q3 2004

- Operations started the year off well, sales rose 28% 04/03 (23% Q3/Q3 ) & earnings doubled
- EPS 04/03 nearly tripled 0.46 € → 1.29 €
- All divisions improved performances
- Market conditions remained good
- Sales and earnings forecast for the year adjusted upwards
- Key financial indicators all improving substantially for 2004

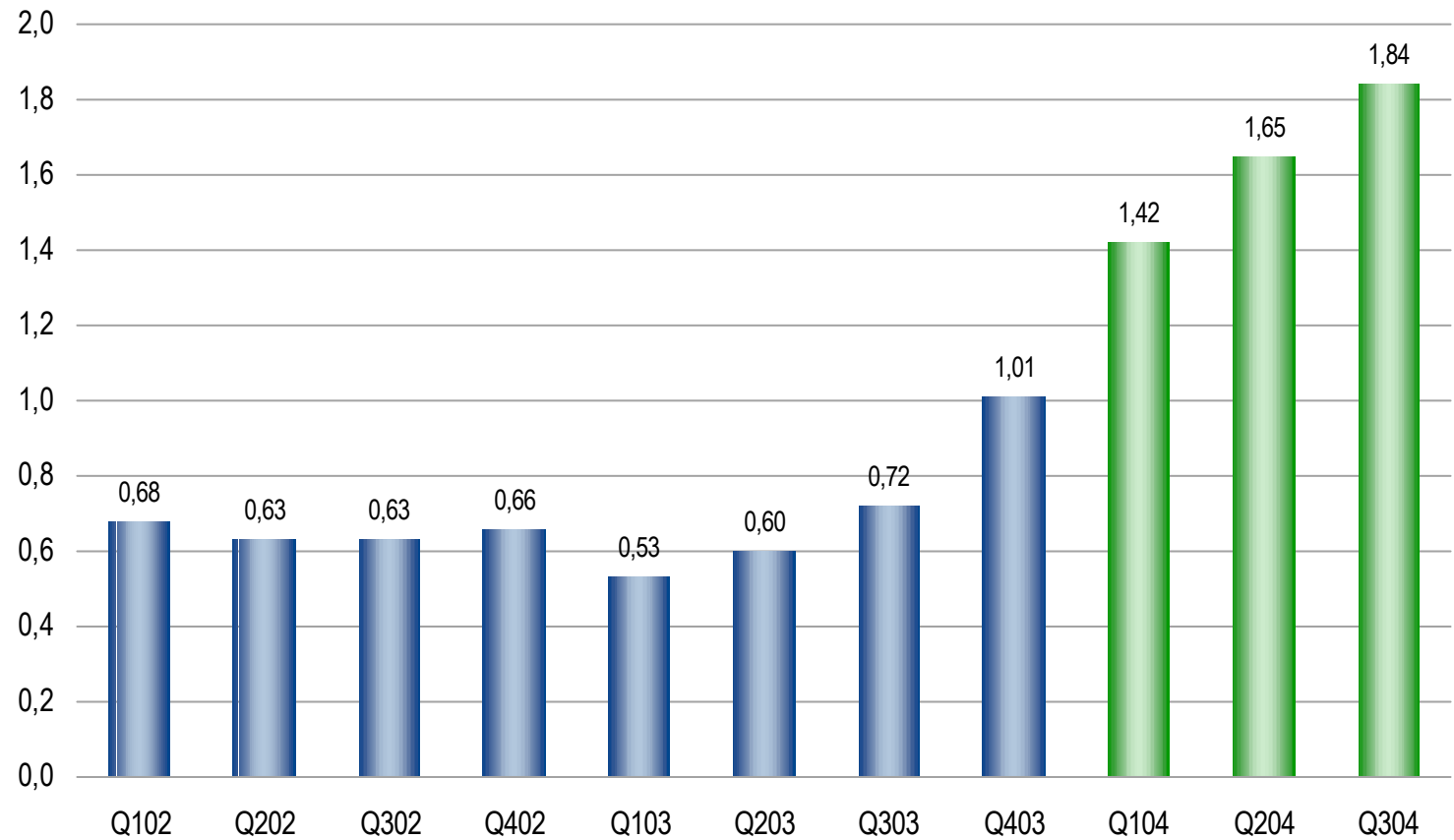
# Net Sales & Operating Profit /Q 2003-2004



## Net Sales & Operating Profit /Q 2003-2004

<b>2003/2004</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>2004</b>
Net Sales	42.0	46.2	44.8		133.0
M€	30.5	37.0	36.5	41.2	145.2
Operating Profit	4.3	4.4	5.7		14.4
M€	- 0.2	2.9	3.3	7.6	13.6

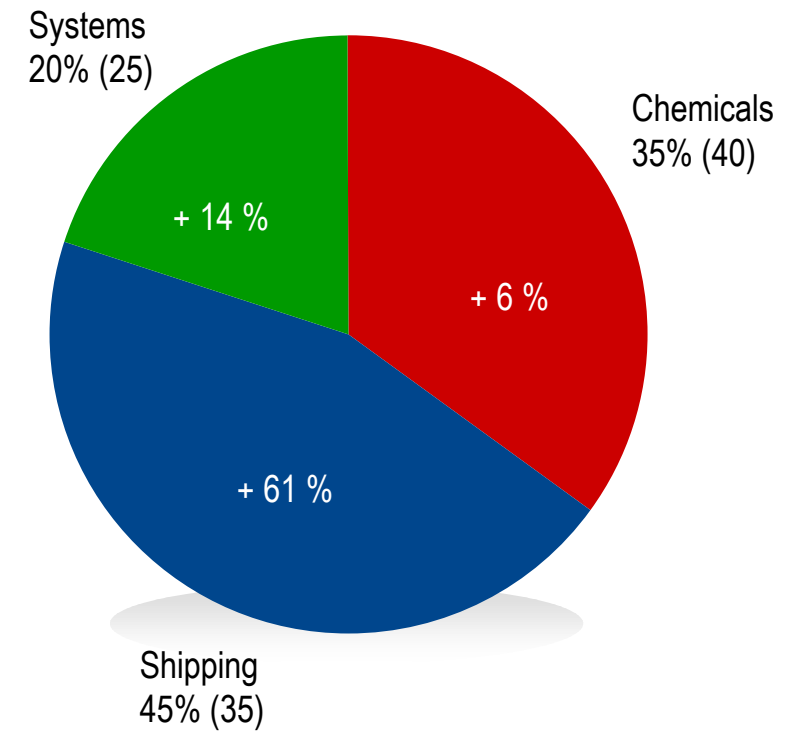
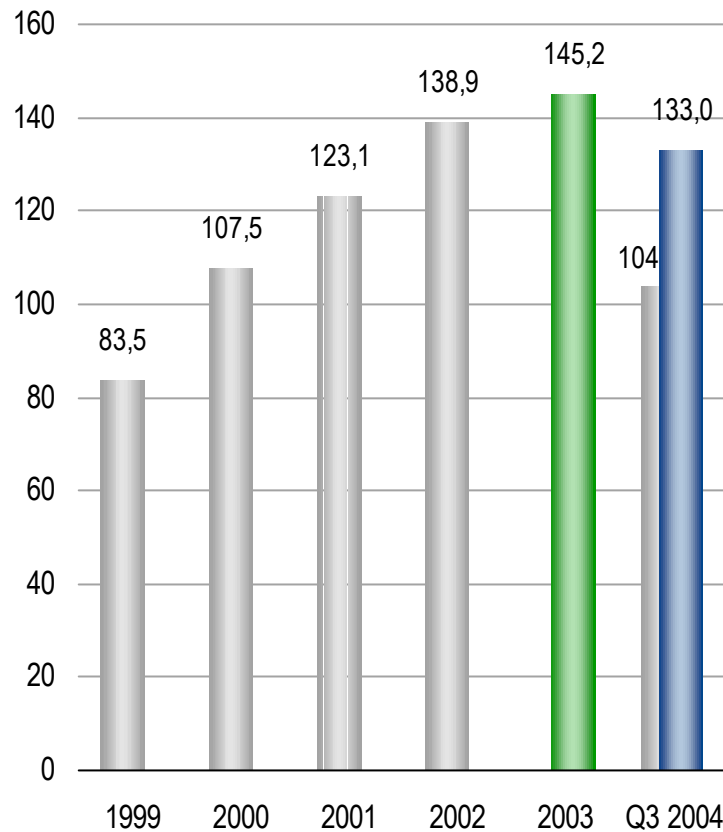
## EPS / Q (12 month rolling)



## Net Sales / Division Q3/Q3

	7-9/04	7-9/03	Change
Chemicals	15.7	14.2	11%
Shipping	21.1	14.5	46%
Systems	8.0	7.8	2%
<b>Total</b>	<b>44.8</b>	<b>36.5</b>	<b>23%</b>

## Net Sales 1-9 / 04



## Net Sales / Market

<b>M€</b>	<b>1-9/04</b>	<b>1-9/03</b>	<b>Change</b>
Finland	100.6	76.9	<b>31%</b>
Nordic	15.6	13.3	<b>17%</b>
Baltic	11.1	9.6	<b>16%</b>
Russia etc	5.7	4.2	<b>36%</b>



## Operating Profit / Division Q3/Q3

M€	7- 9/04	7- 9/03	Change
Chemicals	0.5	0.4	<b>0.1</b>
Shipping	6.4	3.8	<b>2.6</b>
Systems	-0.6	-0,9	<b>0.3</b>
Aspo Plc	-0.6	0.0	<b>-0.6</b>
<b>Total</b>	<b>5.7</b>	<b>3.3</b>	<b>2.4</b>

## Operating Profit / Division

M€	1- 9/04	1- 9/03	Change
Chemicals	1.9	1.9	0.0
Shipping	16.0	6.5	9.5
Systems	-0.6	-2.5	1.9
Aspo Plc	-2.9	0.1	-3.0
<b>Total</b>	<b>14.4</b>	<b>6.0</b>	<b>8.4</b>

# Income Statement

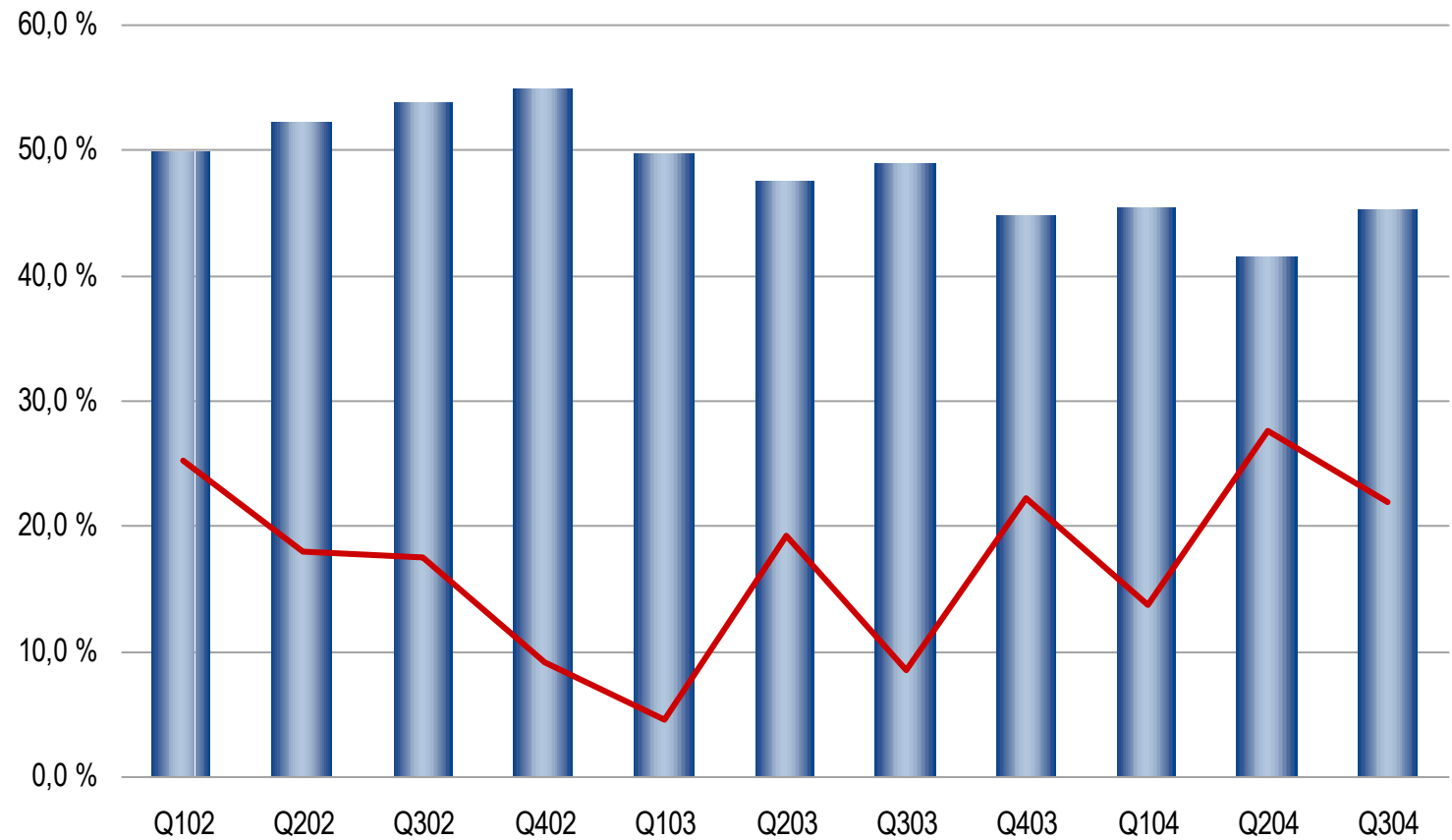
<b>M€</b>	<b>1-9/04</b>	<b>1-9/03</b>
Net sales	133.0	104.0
Depreciation	6.7	5.8
Operating profit	14.4	6.0
Net financial expenses	- 0.9	-0.7
Extraordinary items	-1.2	-7.7
Pre-tax profit	12.3	-2.4
Earnings/share, €	1.29	0.46

# Balance Sheet

<b>M€</b>	<b>1-9/04</b>	<b>1-9/03</b>
Fixed assets	65.9	63.5
Inventories	12.8	11.5
Cash & receivables	39.2	31.0
Total	117.9	105.6
Equity	52.8	51.4
Capital loan	19.2	
Minority interests	0.1	0.2
Liabilities	45.8	54.0
Total	117.9	105.6
Equity ratio	45.3%	49.0%
Equity/share, €	6.23	6.00

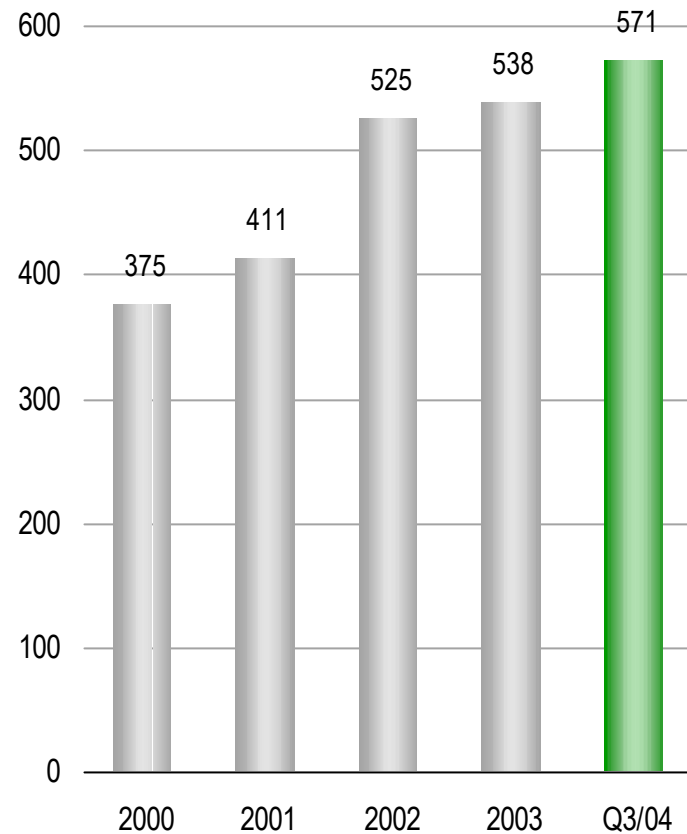
# Key Figures

## Equity Ratio & Gearing /Q

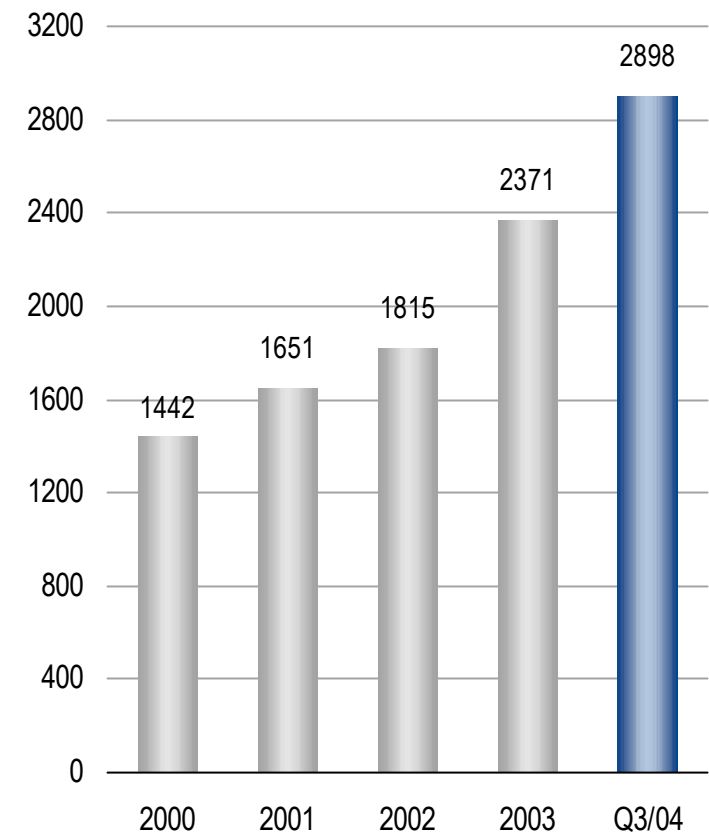


# Key Figures

## Personnel, average



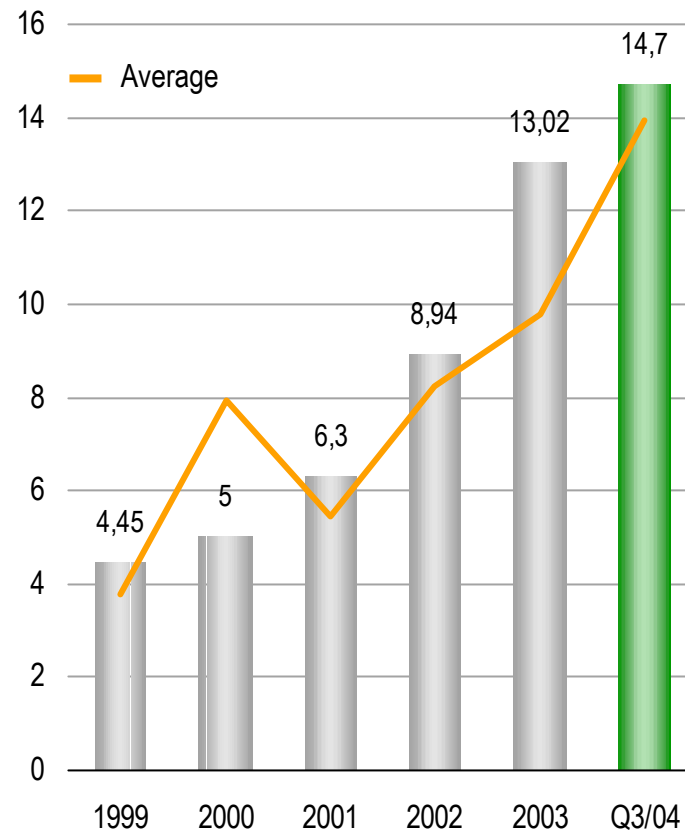
## Stockholders, period end



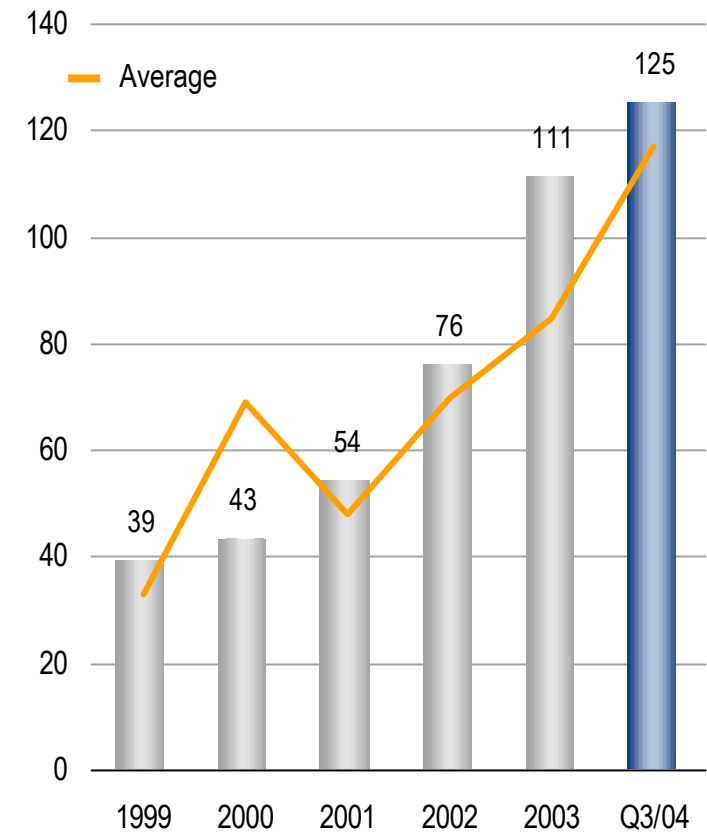
\*) At period end  
2004-10-27

# Key Figures

## Share Price Performance, EUR



## Market Cap, MEUR



# Market Conditions/Division Q3 2004



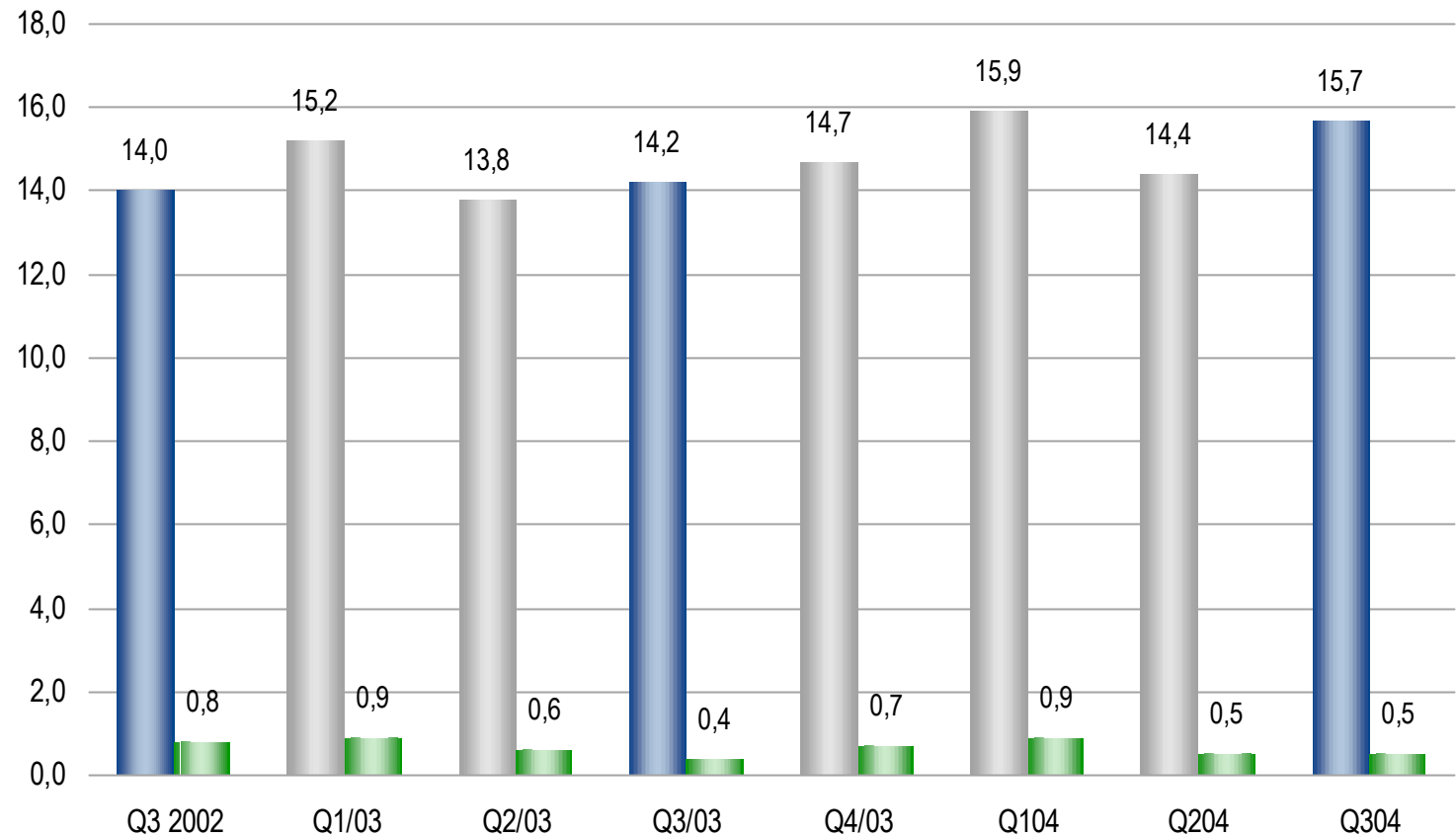


## Market Conditions - Chemicals

- Q3 Net sales 15.7 MEUR (14.2 MEUR)
- Q3 Operating profit 0.5 MEUR (0.4 MEUR)
  
- Market conditions improved
- Prices also rising in chemicals
- Rising oil prices pushing up plastics prices
- Nearby markets growing faster than domestic markets
- Availability becoming key issue in some grades
  
- Conditions for the year end expected to continue as in Q3
- Earnings for the year expected to repeat or exceed 2003

Chemicals

# Chemicals Q3 2004



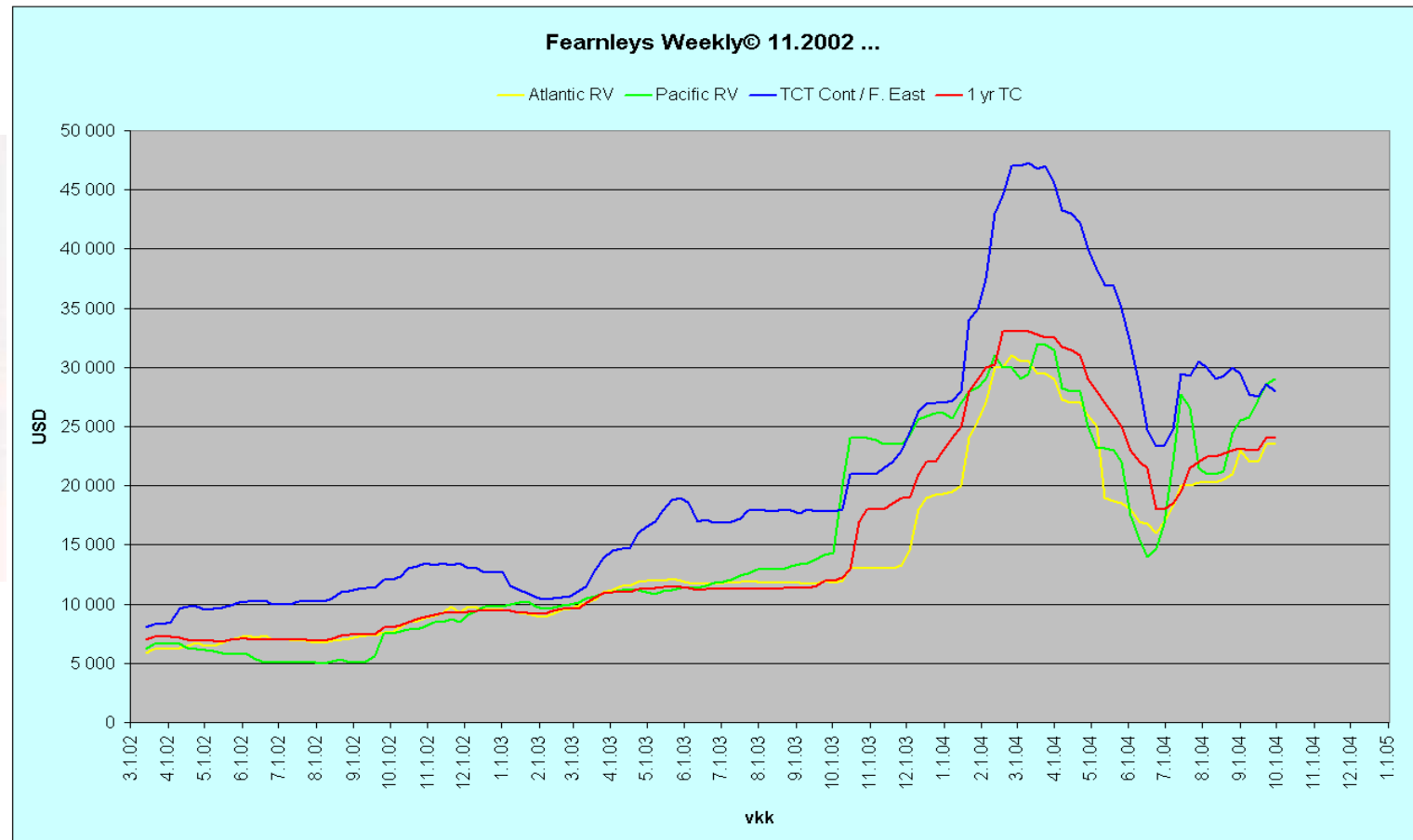
# Market Conditions - Shipping

- Q3 Net sales 21.1 MEUR (14.5 MEUR)
- Q3 Operating profit 6.4 MEUR (3.8 MEUR)
- Shipping demand strong throughout the first half
- High ocean freight rates have shifted demand to the Baltic
- Operating at full capacity with no dry docking
- Availability emerging as key issue
- Shipment volumes of 12 million tons, +60% since the year start
- Improved profitability thanks to efficiency boosts
- Year end should go as in the 1st half, earnings for the year could double



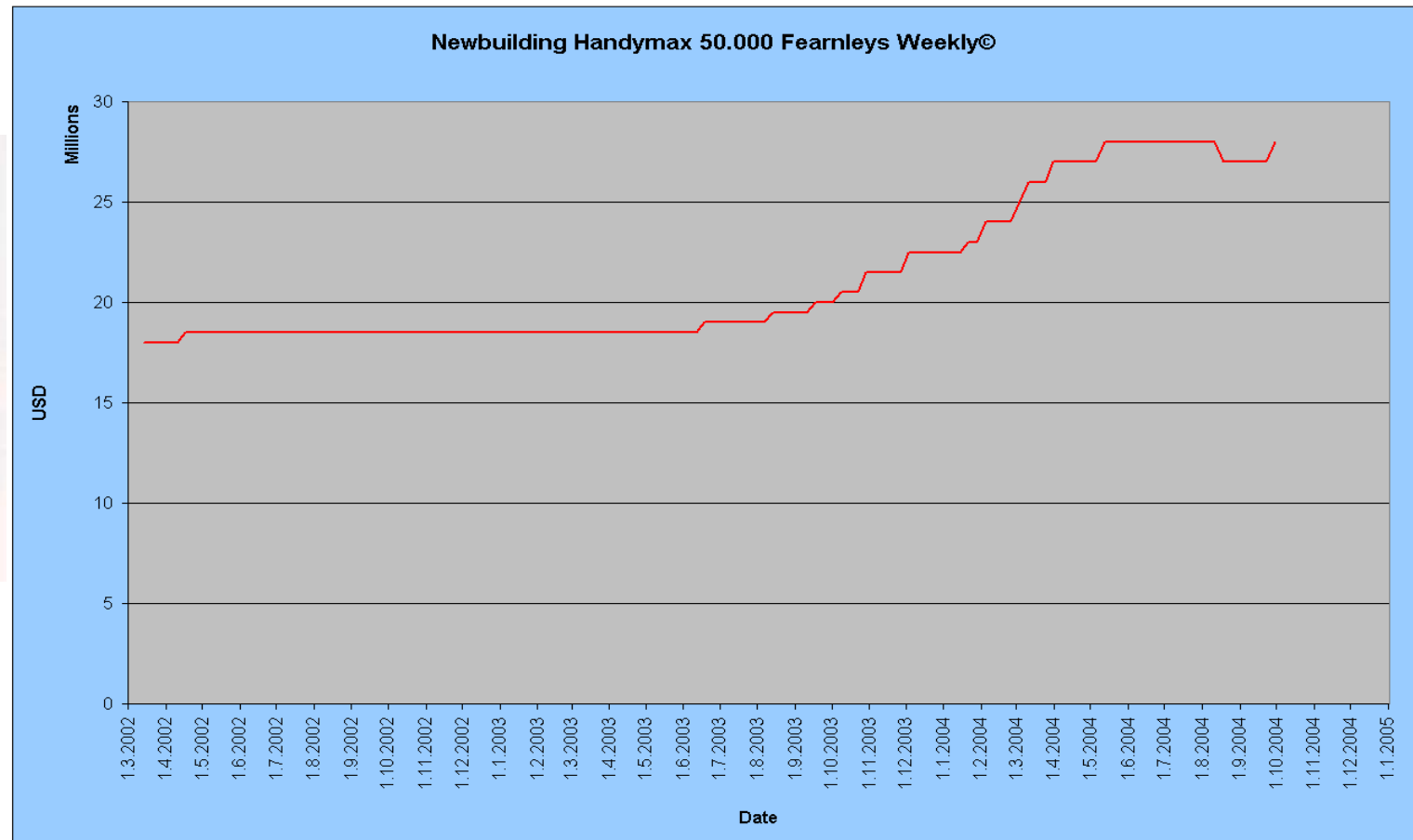
Shipping

# Market Conditions - Shipping



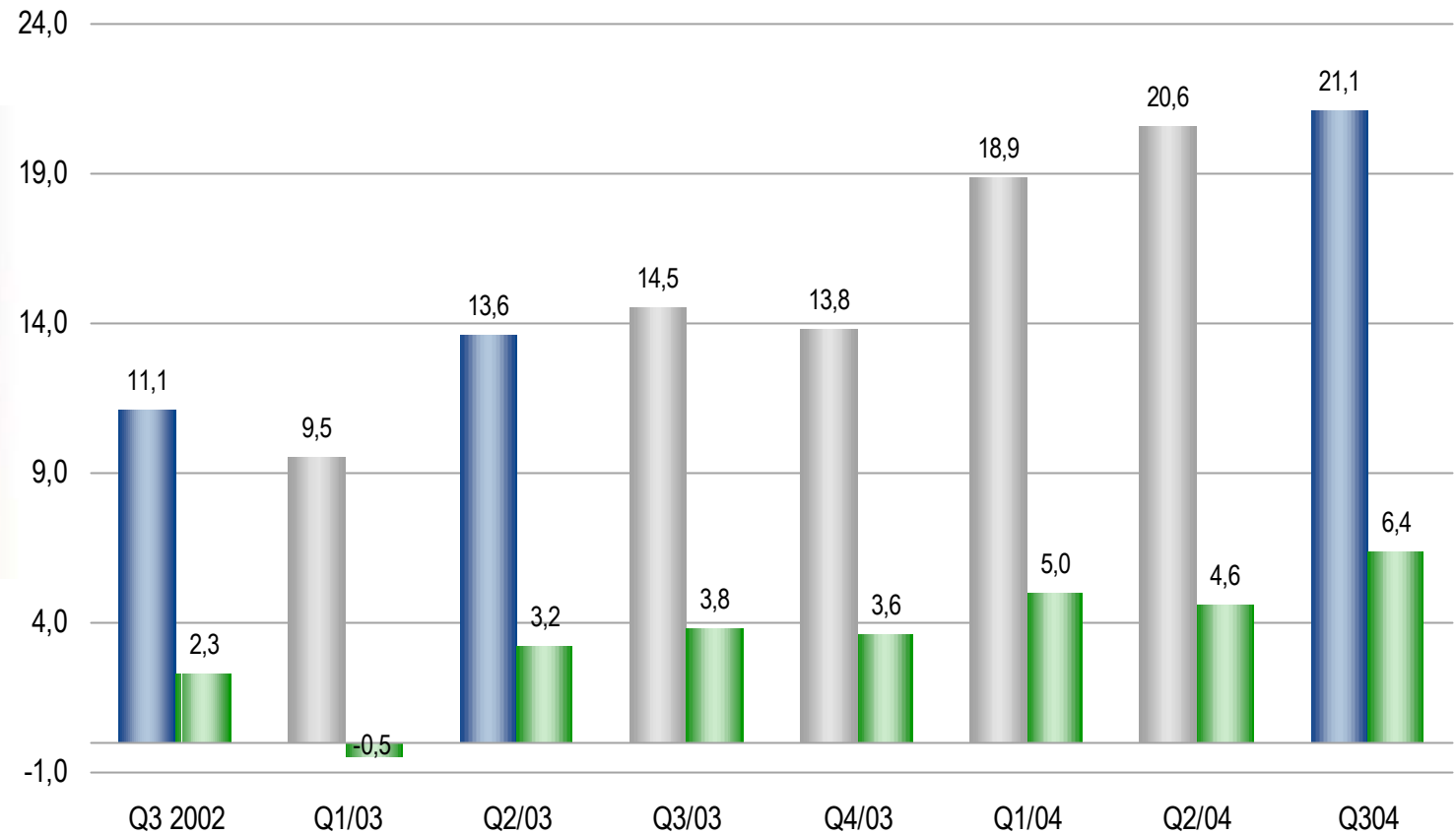
Shipping

# Market Conditions - Shipping



Shipping

# Shipping Q3 2004



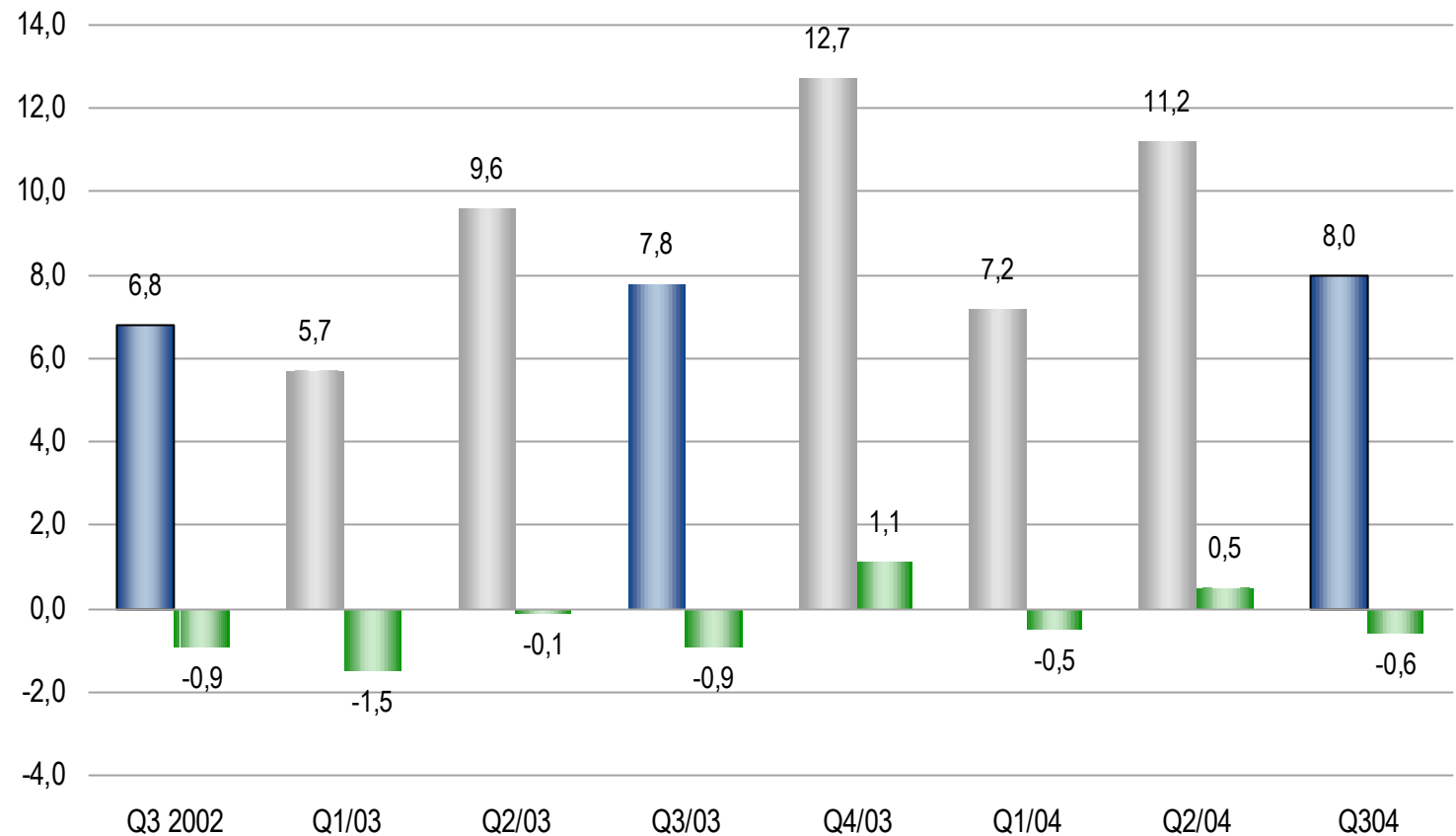
Shipping

# Market Conditions - Systems

- Q3 Net sales 8.0 MEUR (7.8 MEUR)
- Q3 Operating profit **-0.6 MEUR (-0.9 MEUR)**
  
- Market recovery stalled in Q3
- Customer projects postponed to the year end / next year
- EUR 1.9 million earnings improvement on the year
  
- Last quarter figures should be in the black
- Profitability for the year remains uncertain



# Systems Q3 2004



1. marzo 2004



# Prospects for 2004



## Aspo's Prospects for 2004

- Market conditions expected to remain unchanged. Sales growth will continue and earnings will remain at the current level. Good opportunities to improve earnings for 2004 over last year.

Chemicals

# Aspo's Prospects for 2004

- Market conditions will remain strong. Availability of raw materials becoming a key issue. Operating profit could double over last year.



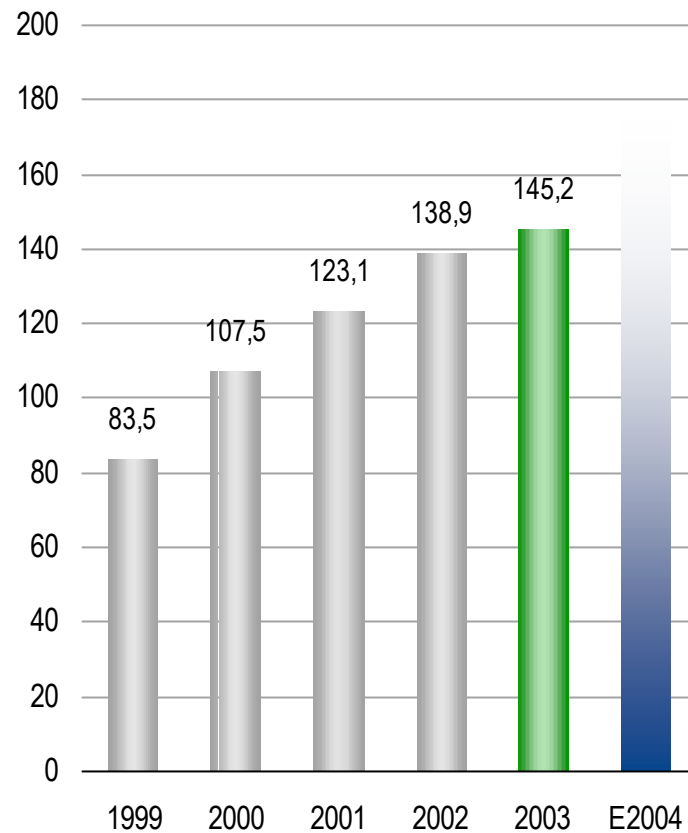
Shipping

# Aspo's Prospects for 2004

- Market conditions usually most robust in the last quarter. Net sales should increase and earnings should improve significantly over last year. Operating performance will not yet break even.

## Aspo's Prospects for 2004

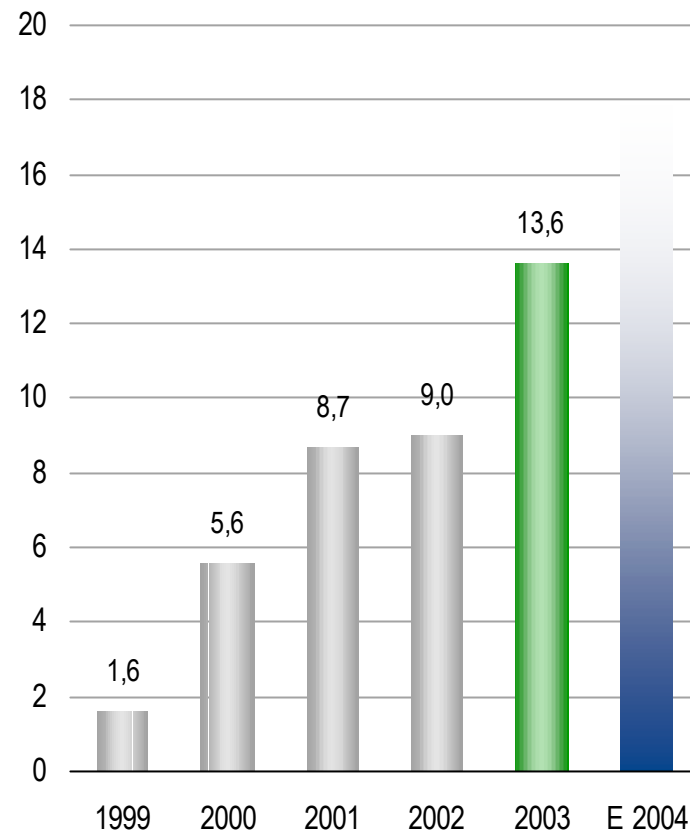
- Net sales expected to rise over 20%.



2004-10-27

## Aspo's Prospects for 2004

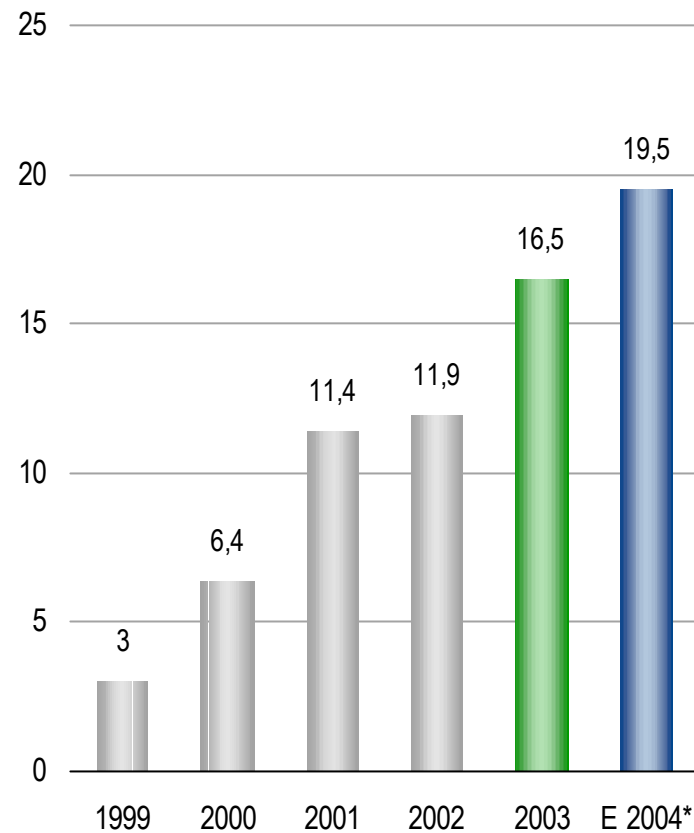
- Operating profit expected to jump by one third



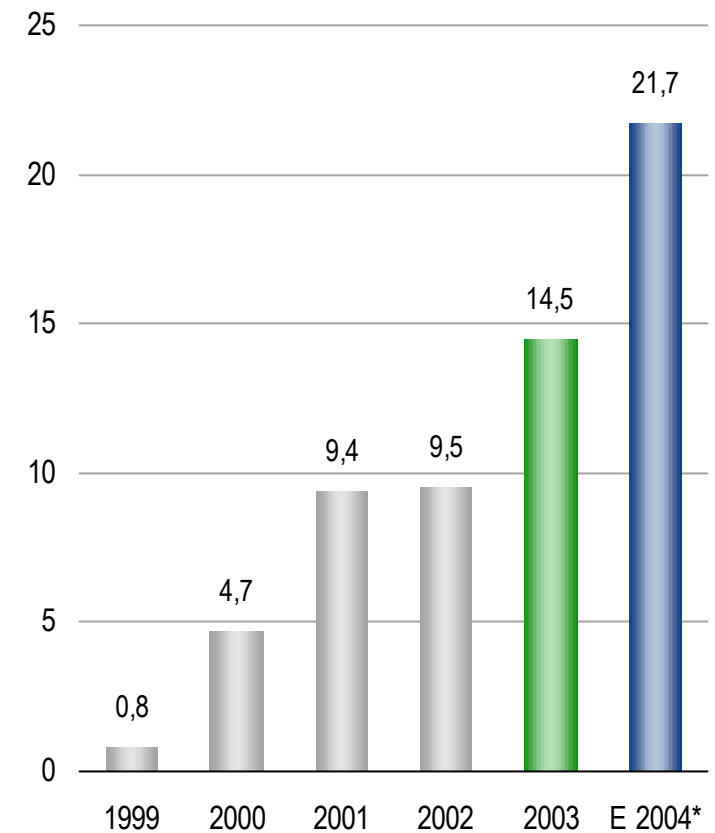
# Aspo's Prospects for 2004

- Key figures improving

## ROI, %



## ROE, %



# Aspo's Longer Term Targets

- Continue growing profitably
- Consolidate our position as a Baltic Sea player
- Improve our ability to forecast divisional operating performance and profitability
- Aspo does not see any changes in dividend policy following tax reform



# Financial Report Q3 2004

Thank you!

