



Aspo's Q1

April 29, 2013

CEO Aki Ojanen

CFO Arto Meitsalo

Group Treasurer Harri Seppälä



Aspo's operating environment

- Operating profit improved and net sales increased.
- Because of the general economic situation in the western markets, global raw material prices decreased, which slowed the growth of net sales in terms of euro.
- The global economic situation and weaker industrial output have weakened growth expectations in 2013 in the EU.
- The general cargo market continues to be low. The capacity reduction measures implemented in summer 2012 and the allocation of the Supramax vessels to international ice traffic nevertheless improved profitability.
- In Aspo's business operations, volume growth continues in the eastern growth markets.



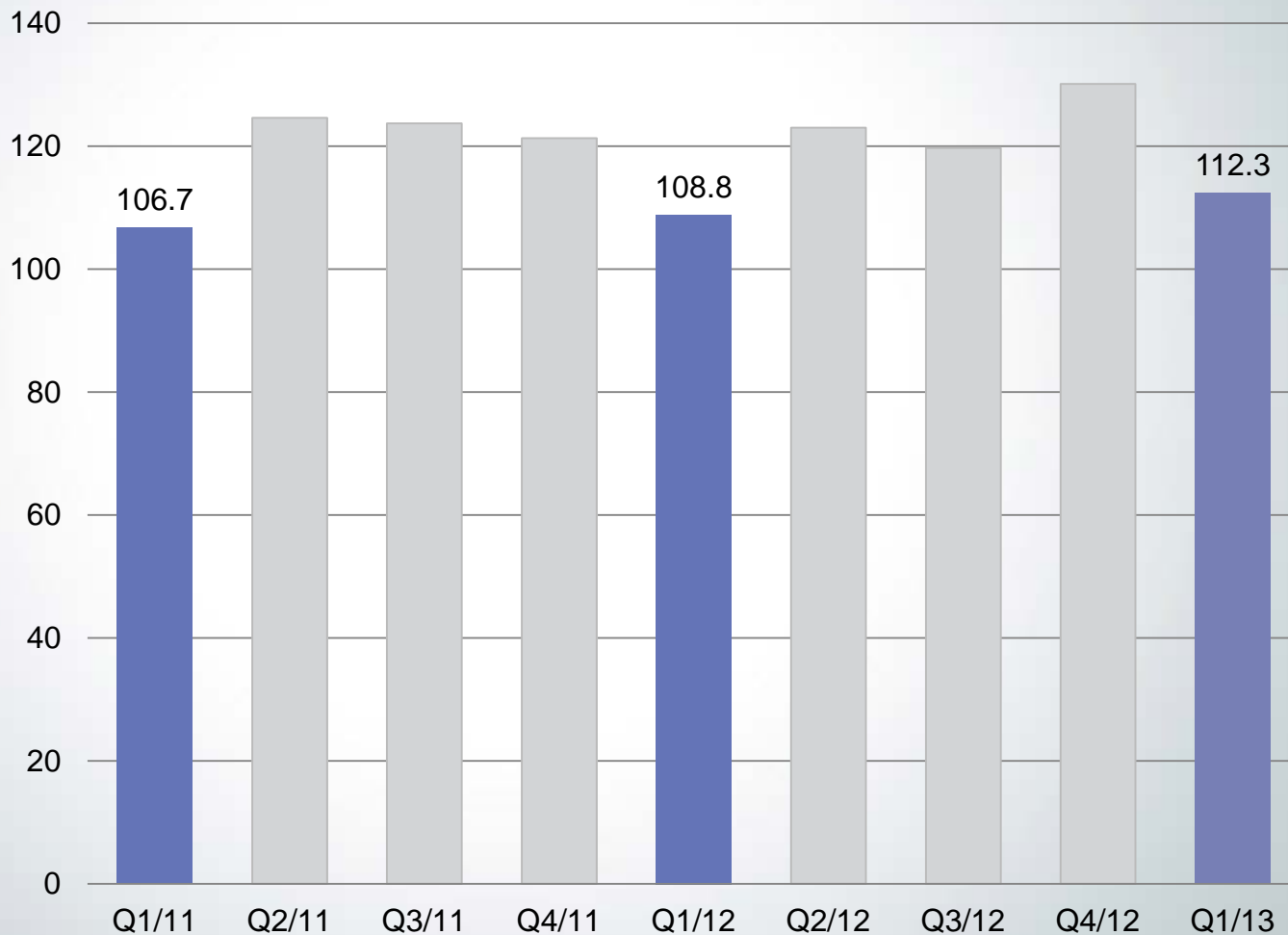
Main events in Q1

- ESL Shipping continued to improve its performance. The global dry bulk cargo market continued to be weak.
- The price level of raw materials sold by Telko decreased, which reduced net sales growth in terms of euro, and reduced the operating profit also in the eastern markets.
- Leipurin's operating profit improved. The order book for bakery machinery is good and significantly better than in the comparison period.
- The cost level increased due to investments made by Kaukomarkkinat.
- The costs of other operations decreased to EUR -1.0 million (-1.3).
- ESL Shipping appointed a new Managing Director.

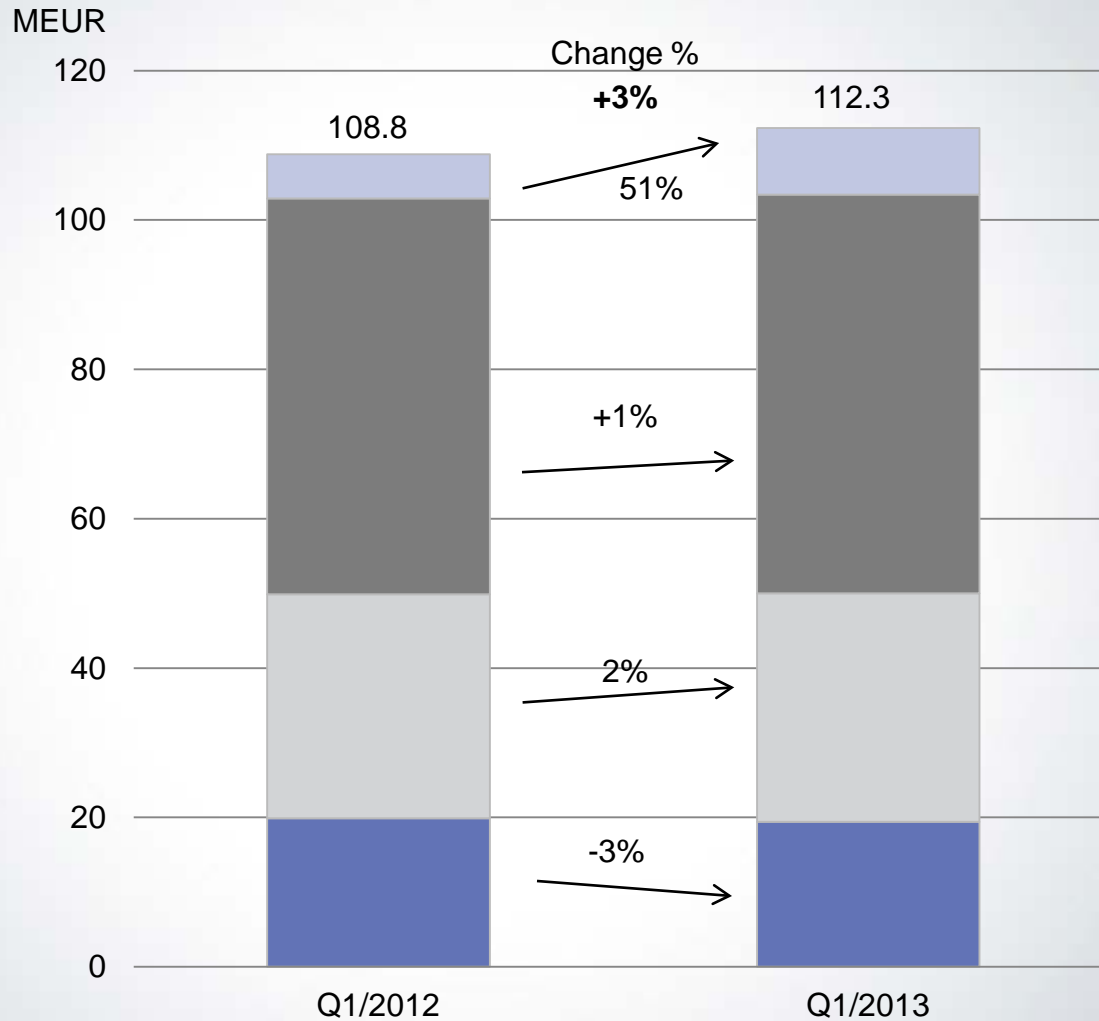


Group net sales, quarterly

MEUR



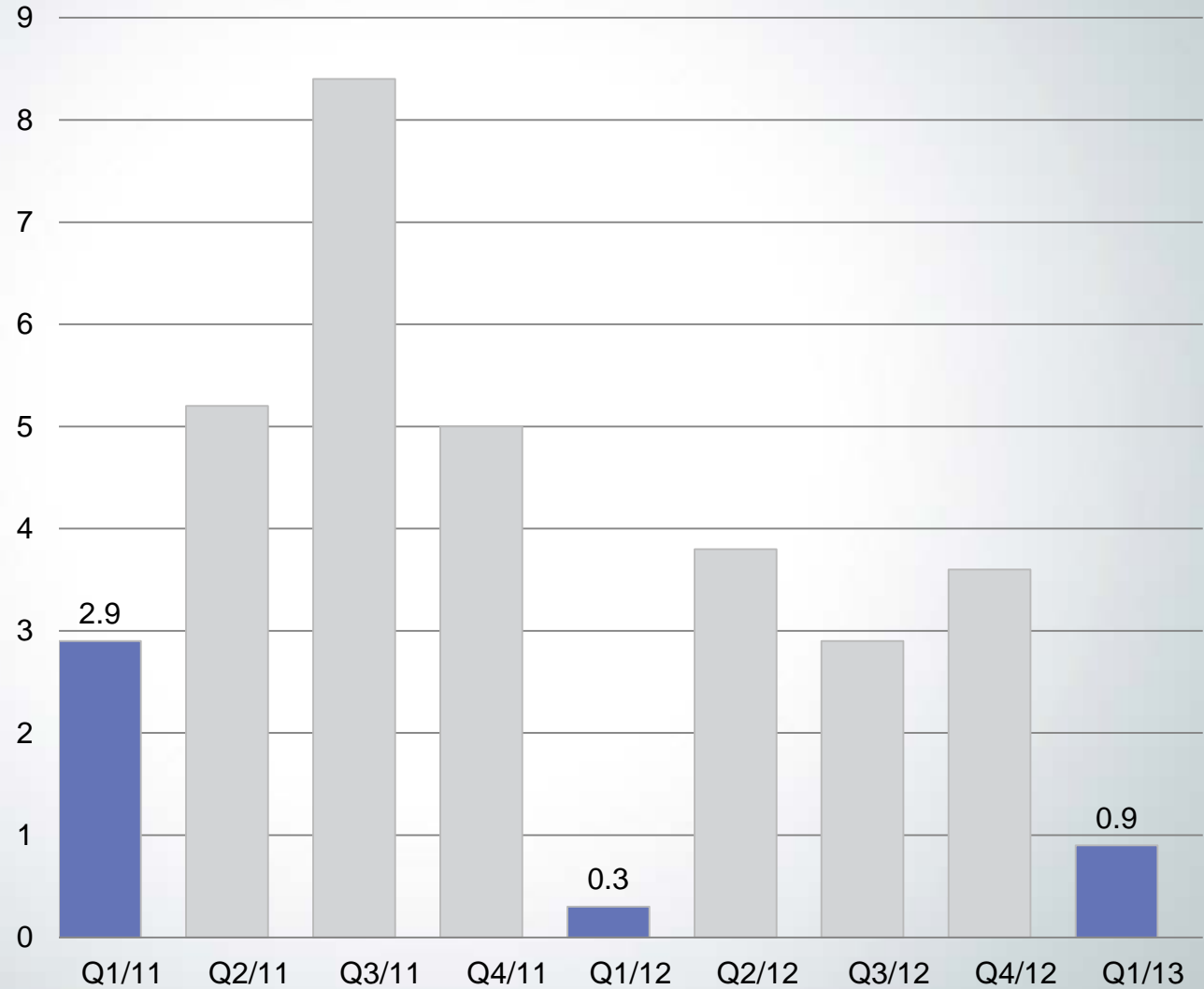
Net sales / segment Q1



■ ESL Shipping ■ Leipurin ■ Telko ■ Kaukomarkkinat

Group operating profit, quarterly

MEUR



Operating profit / segment Q1



MEUR	Q1/13	Q1/12	Change, %
ESL Shipping	0.5	-0.9	156
Leipurin	0.7	0.6	17
Telko	1.5	2.0	-25
Kaukomarkkinat	-0.8	-0.1	-700
Other operations	-1.0	-1.3	23
Total	0.9	0.3	200

Net sales and operating profit Q1



2012/2013	Q1	Q2	Q3	Q4	Cum.
Net sales	112.3				112.3
MEUR	108.8	123.0	119.7	130.1	481.6
Operating profit	0.9				0.9
MEUR	0.3	3.8	2.9	3.6	10.6

Net sales / market area Q1

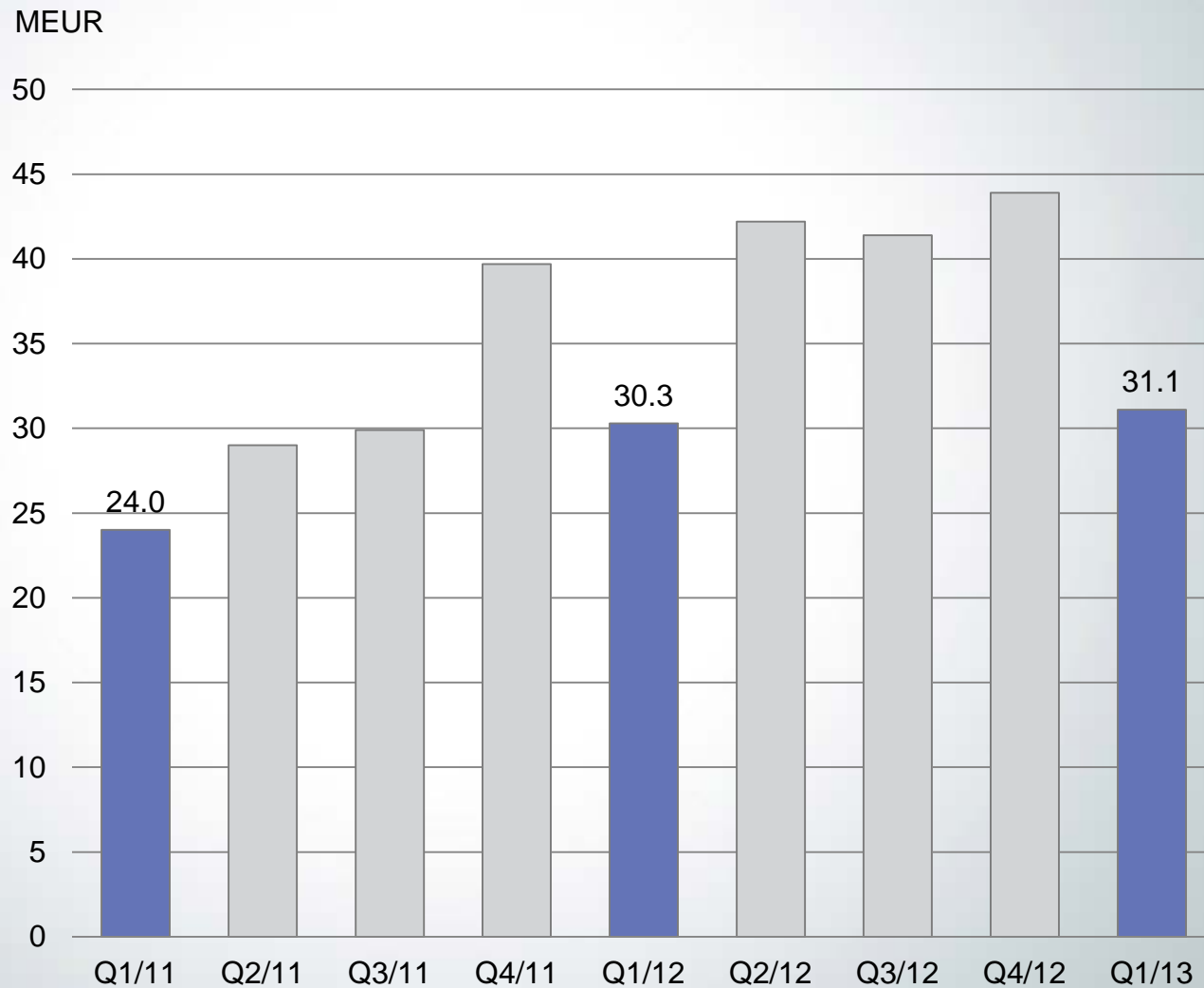


MEUR	Q1/13	Q1/12	Change, %
Finland	40.7	39.6	3
Scandinavia	10.9	9.5	15
Baltic countries	11.8	11.9	-1
Russia, Ukraine + other CIS	31.1	30.3	3
Other countries	17.8	17.5	2
Total	112.3	108.8	3



Net sales

Russia, Ukraine + other CIS countries





Aspo business operations



ESL Shipping

**Integral part
of Finnish security
of supply**

ESL Shipping Q1

- The shipping company's vessels (excl. Supramax vessels) were operating in the Baltic Sea. A significant share of ESL Shipping's operations in the Baltic Sea are based on long-term customer agreements.
- The Supramax vessels have been operating in international traffic, including the Canadian ice region. The fact that the vessels are ice-strengthened has been an asset for ESL Shipping.
- Operating profit improved substantially to EUR 0.5 million (-0.9).
- International cargo prices have continued to be at a record low level. The market is expected to remain weak throughout 2013 at the least.
- Winter traffic conditions in the Baltic Sea were normal. Lower vessel speeds and increased fuel consumption have an impact on the first-quarter result.
- Matti-Mikael Koskinen will assume the position of Managing Director as of May 1, 2013.



Baltic Dry Index 2010–2013



Source: Bloomberg

ESL Shipping key figures Q1

	Q1/13	Q1/12	Change, %
Net sales, MEUR	19.4	19.9	-3
Operating profit, MEUR	0.5	-0.9	156
Personnel	205	202	1





The bakery specialist

Leipurin Q1

- The price level of food raw materials continued to be strong.
- Leipurin's operating profit improved to EUR 0.7 million (0.6).
- In Russia, the price of cereals increased sharply (by more than 50%) due to a poor harvest 2012, which has caused a fall in the consumption of bread.
- Net sales from bakery raw materials continued to develop favorably. The small number of business days in March in Finland and the Orthodox Christian dates for Easter occurring in the second quarter slowed the rate of growth.
- The sale of bakery machinery was at the same low level as in the comparison period. Machinery sales in 2013 will be markedly higher than in 2012.

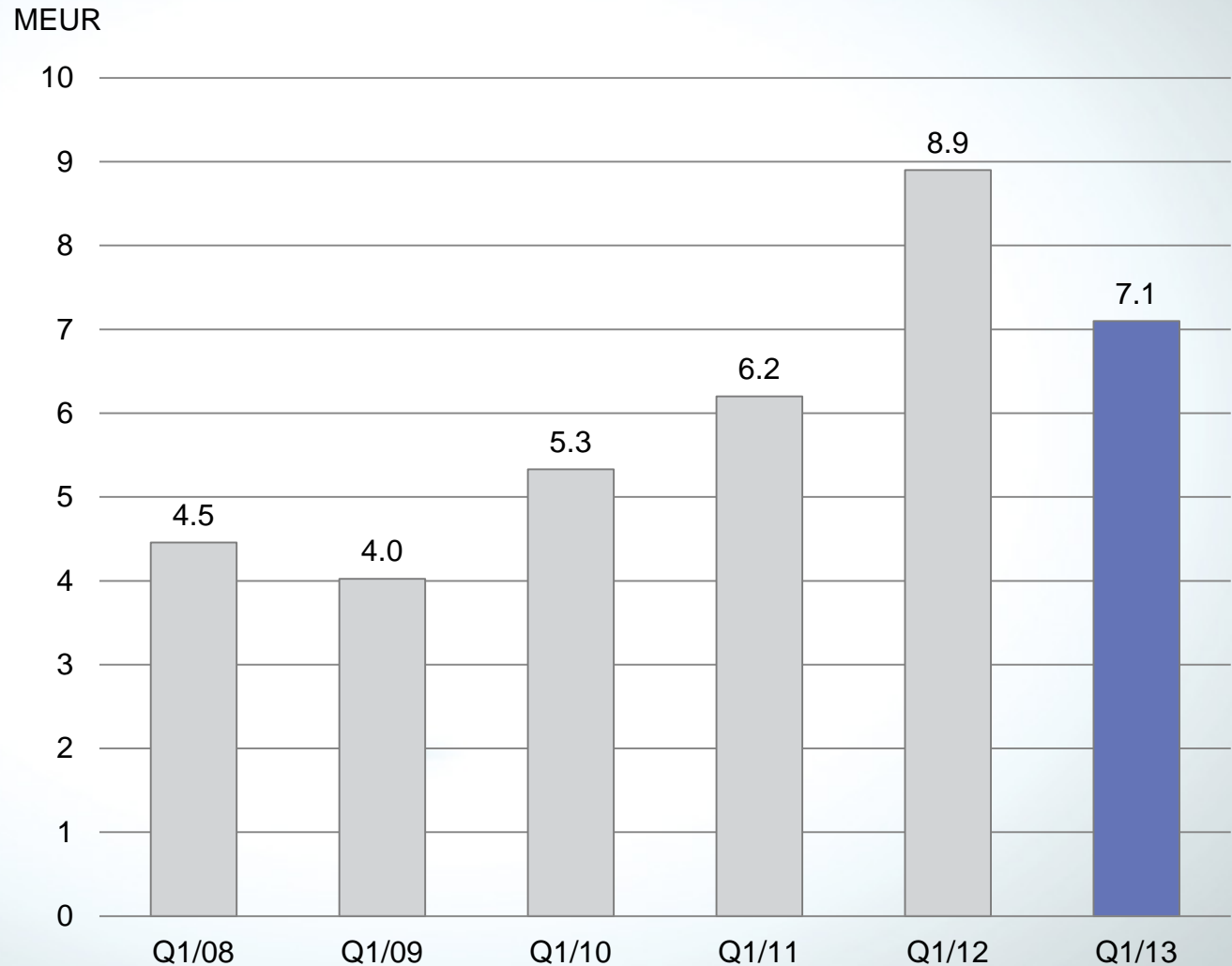


Leipurin key figures Q1

	Q1/13	Q1/12	Change, %
Net sales, MEUR	30.6	30.0	2
Operating profit, MEUR	0.7	0.6	17
Personnel	283	272	4



Net sales in Russia, Ukraine + other CIS countries



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





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

Telko Q1

- Telko's operating profit decreased due to the lower selling prices of raw materials.
- Operating profit stood at EUR 1.5 million (2.0).
- Oil prices decreased along with the general decrease in industrial output, which resulted in lower prices of raw materials sold.
- The cyclical nature of price development is significant and rapid in industrial chemicals; technical plastics are affected the least.
- Telko's growth in the eastern markets continued. Lower selling prices slowed the rate of growth in terms of euro.



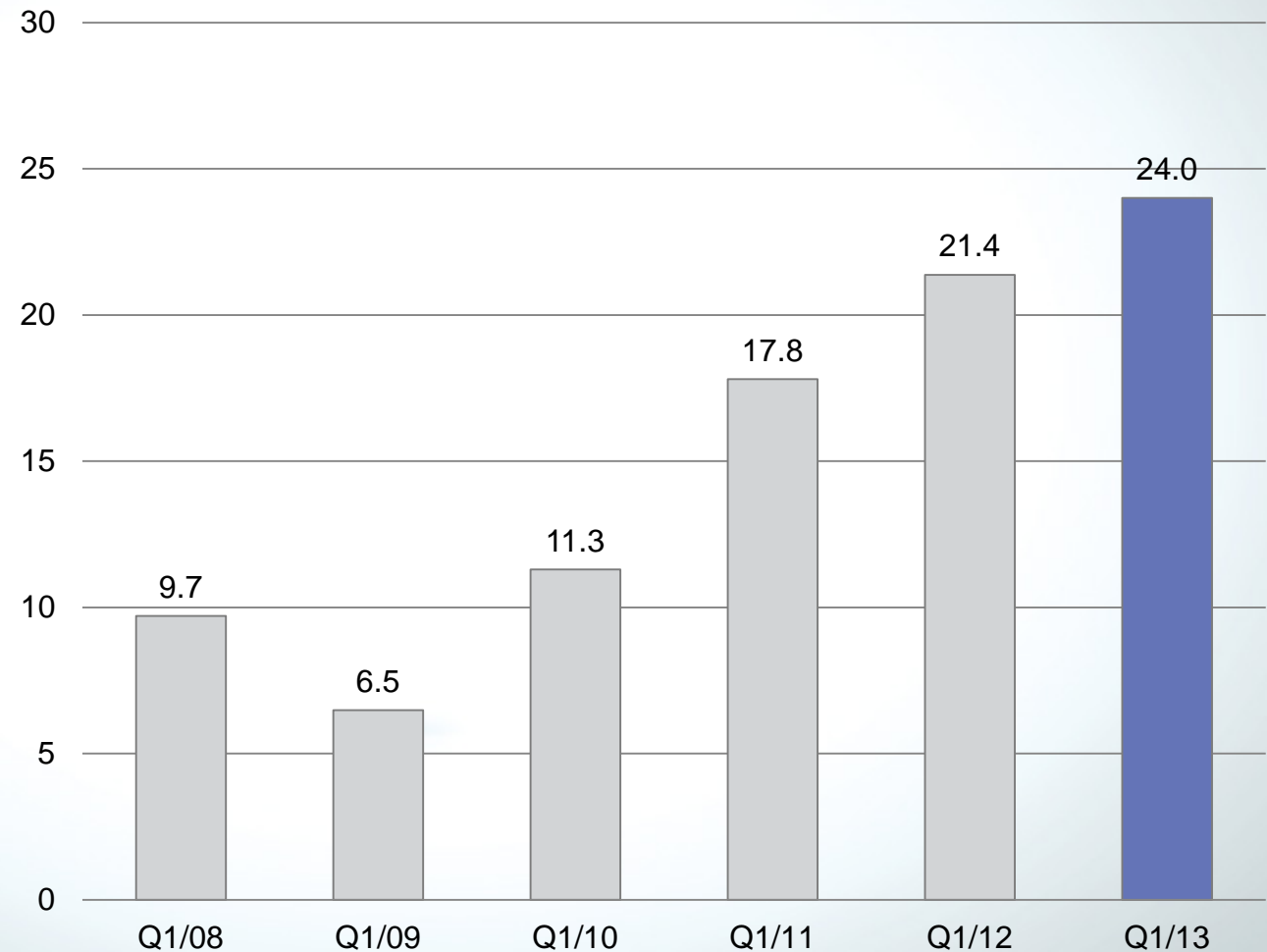
Telko key figures Q1

	Q1/13	Q1/12	Change, %
Net sales, MEUR	53.4	53.0	1
Operating profit, MEUR	1.5	2.0	-25
Personnel	264	232	14



Net sales in Russia, Ukraine + other CIS countries

MEUR





**Expert in energy
efficiency**

Kaukomarkkinat Q1

- Q1 is weak for Kaukomarkkinat due to the low level of construction and installation activity in the winter.
- Operating profit decreased to EUR -0.8 million (-0.1).
- A low-margin project recognized as income in China contributed to the net sales.
- Strategic investments in personnel resources and the Koskelo center increased the costs of the building systems technology unit.
- After the reporting period, Kaukomarkkinat initiated co-determination negotiations in order to improve profitability and efficiency throughout the organization. The company aims at savings of around EUR 1.0 million in Finland annually.
- The personnel impact in Finland is estimated at 15 employees at most. Kaukomarkkinat is also investigating opportunities for improving the efficiency of its organization outside Finland. The total number of Kaukomarkkinat's personnel is 94.

Kaukomarkkinat key figures Q1

	Q1/13	Q1/12	Change, %
Net sales, MEUR	8.9	5.9	51
Operating profit, MEUR	-0.8	-0.1	-700
Personnel	94	86	9

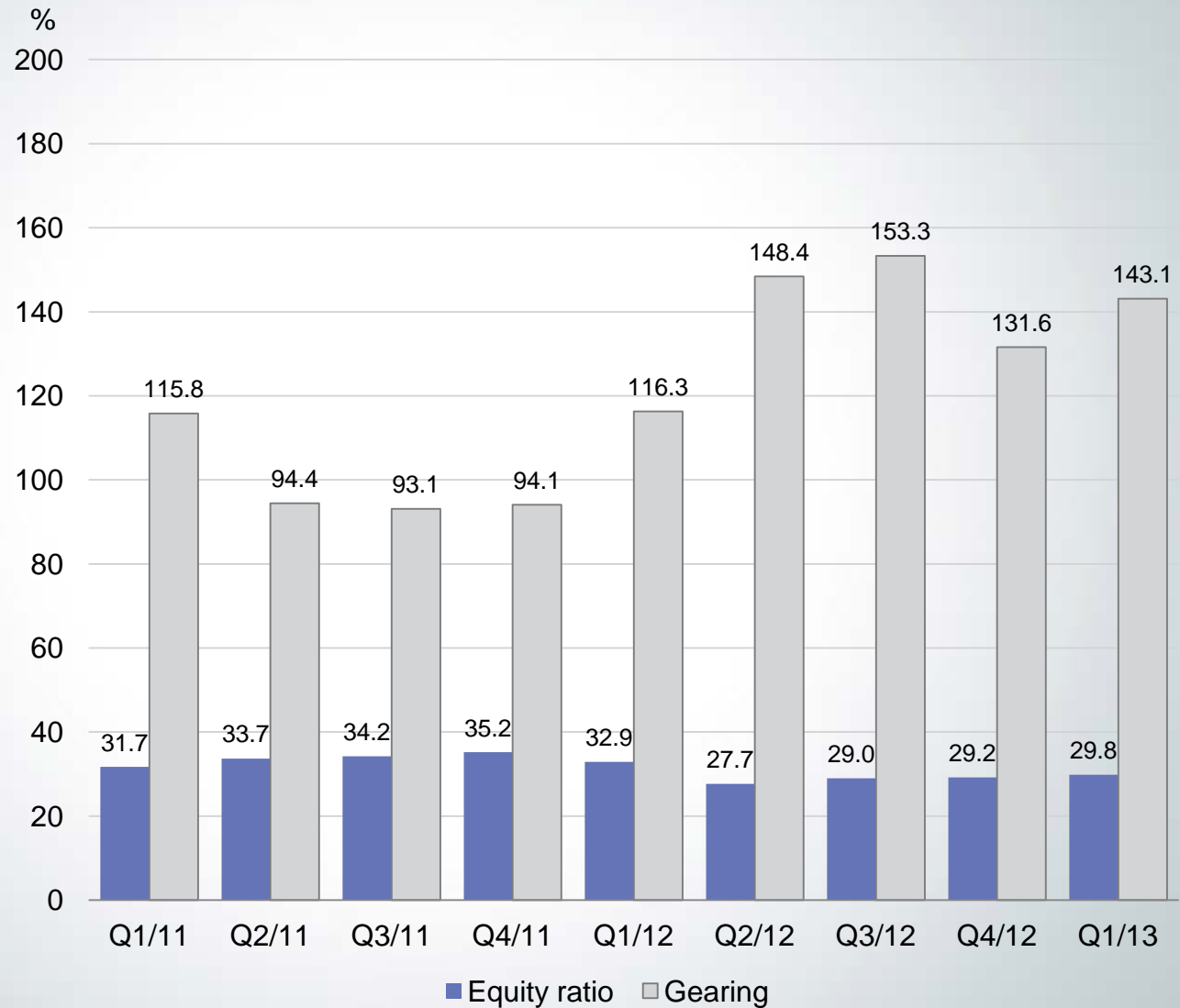


Financing

Harri Seppälä

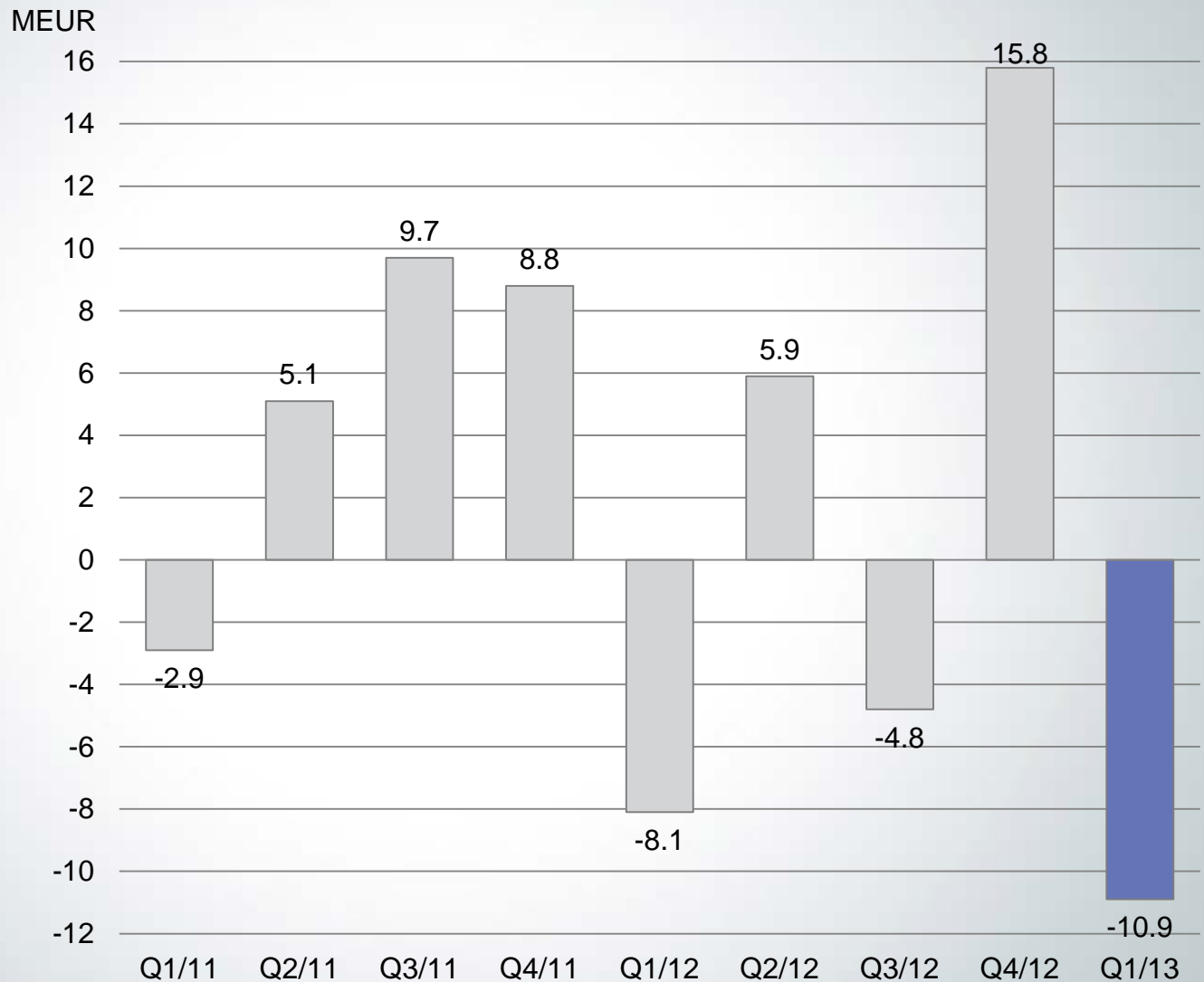


Equity ratio and gearing

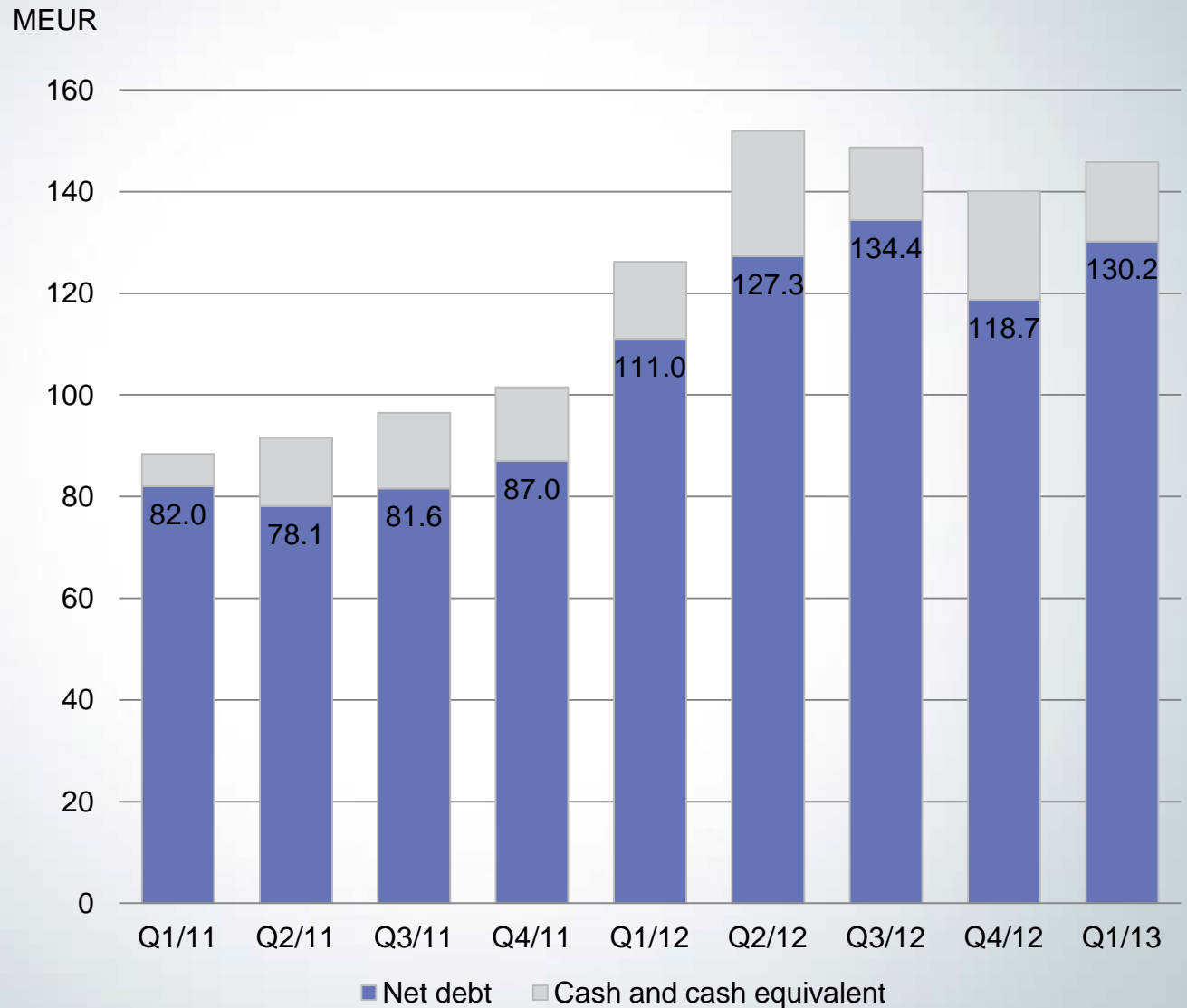




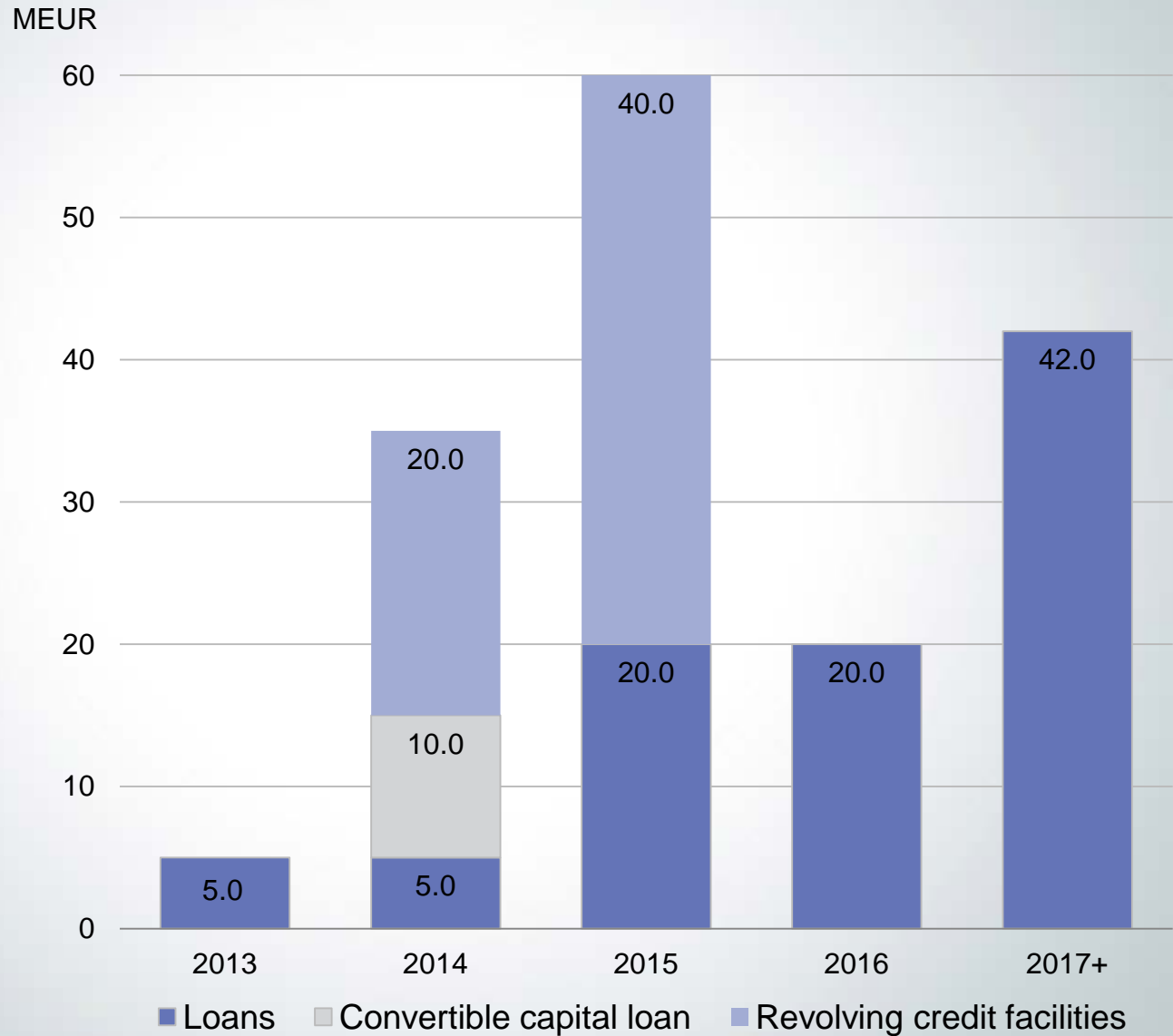
Operational cash flow



Interest-bearing liabilities and net debt



Maturity of loan agreements Q1/2013



Commercial papers, overdraft facilities, and financial leasing agreements not included

Liquidity Q1 2013

MEUR	Total	In use
Revolving credit facilities	60.0	10.0
Commercial paper program	50.0	28.0
Cash and cash equivalents	15.6	

Interest-bearing liabilities which will mature within one (1) year total EUR 46.4 million.

Cash + binding unutilized revolving credit facilities total EUR 65.6 million.

There are no significant credit agreements maturing in 2013.



Financials

Arto Meitsalo

Income statement and key figures Q1



MEUR	2013	2012
Net sales	112.3	108.8
Depreciations	-2.8	-2.4
Operating profit	0.9	0.3
Net financial expenses	-0.8	-0.9
Profit before taxes	0.1	-0.6
Profit for the period	0.2	2.7*
	2013	2012
Earnings/share, EUR	0.01	0.09*
Equity ratio, %	29.8	32.9
Equity/share, EUR	2.98	3.13

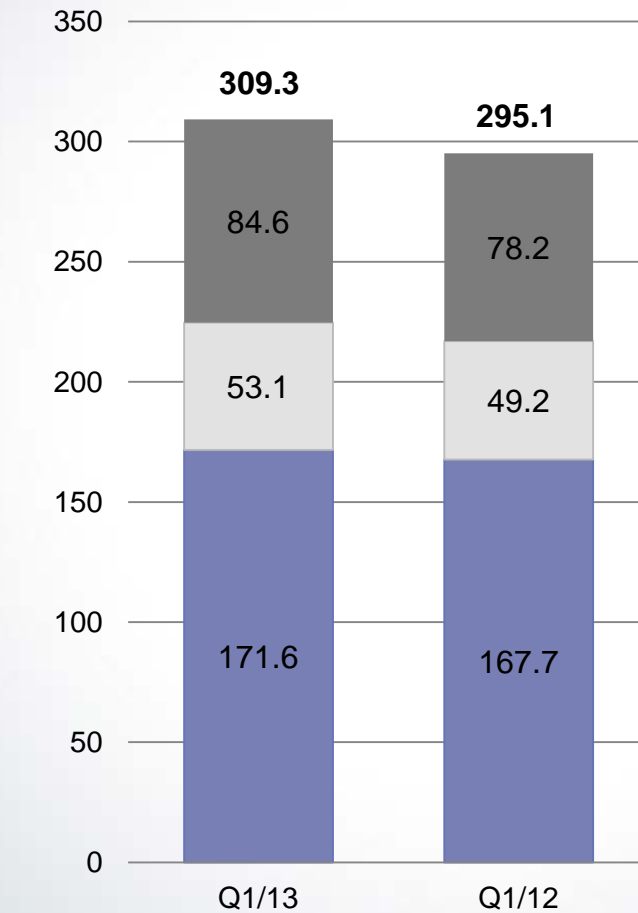
*In Q1 2012, the profit included EUR 3.4 million, and the earnings per share EUR 0.10, as a retroactive additional portion for the financial year 2011, which was related to tonnage taxation.

Balance sheet



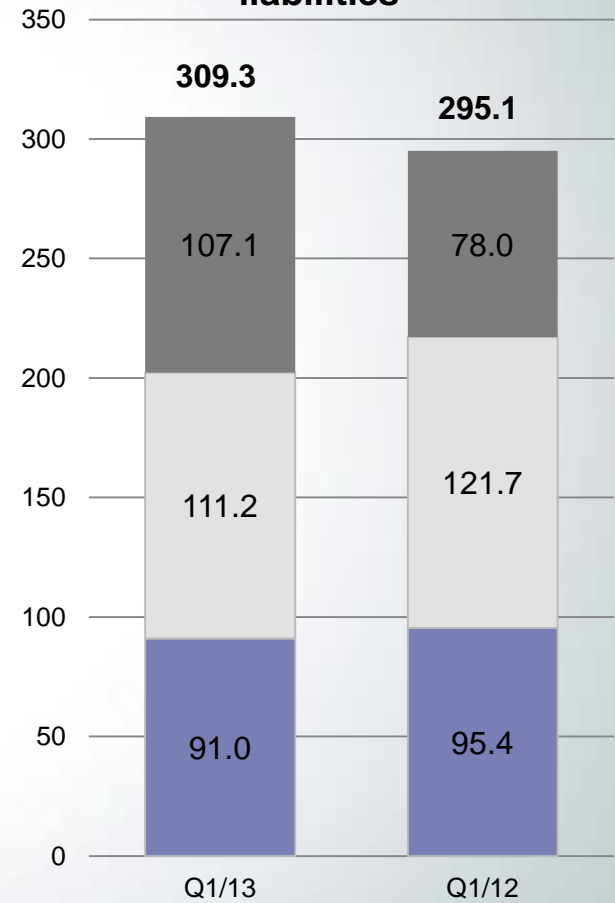
MEUR

Assets



- Non-current assets
- Inventories
- Cash and receivables

Shareholders' equity and liabilities



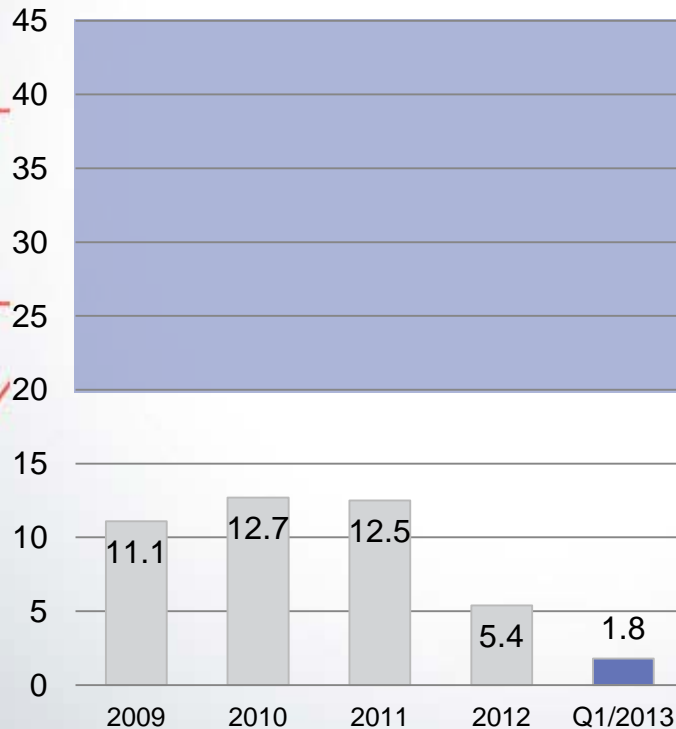
- Shareholders' equity
- Long-term liabilities
- Short-term liabilities

Financial targets

Return on investment, return on equity

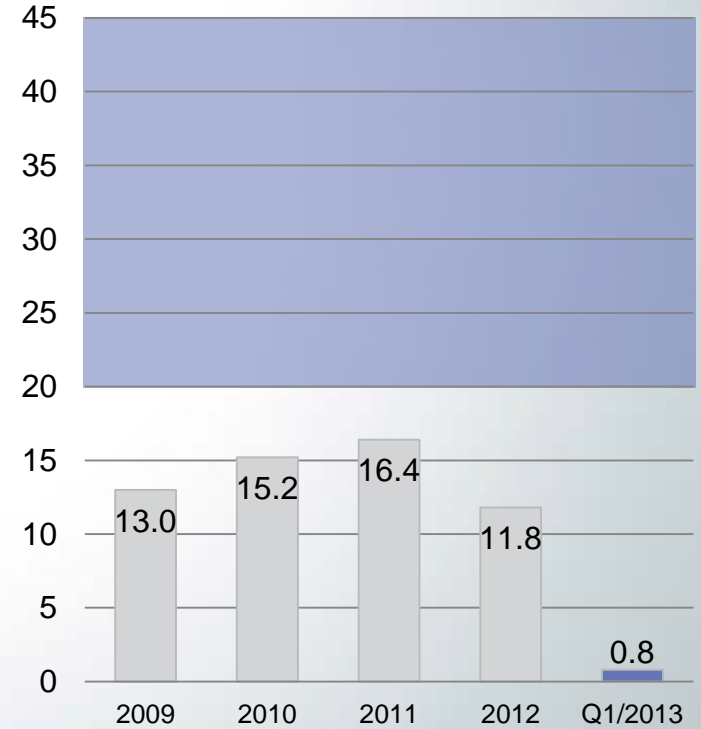


ROI, %



■ Target

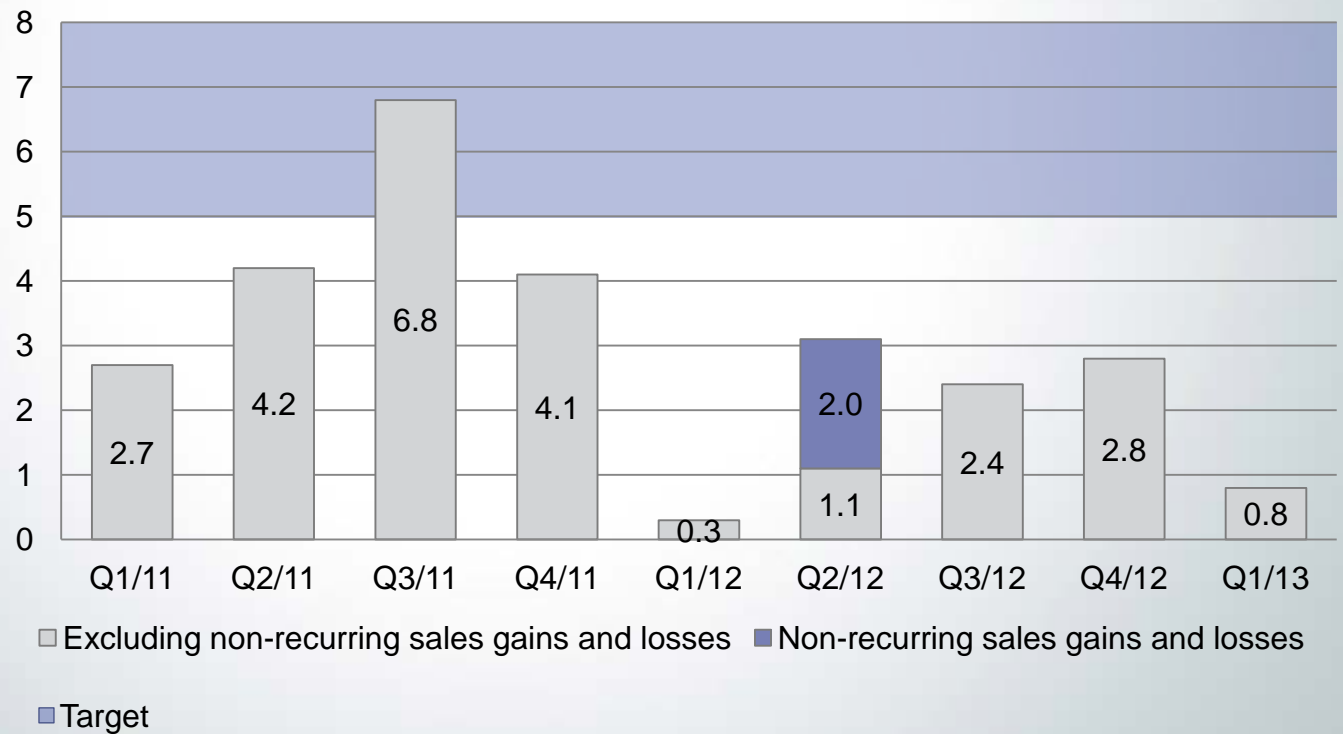
ROE, %





Financial targets

Operating profit, %

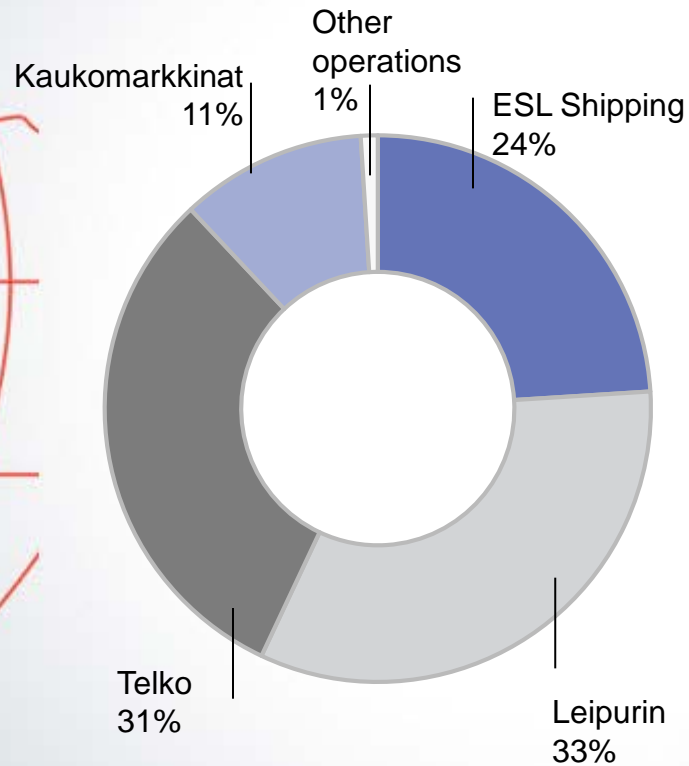


Personnel Q1/2013

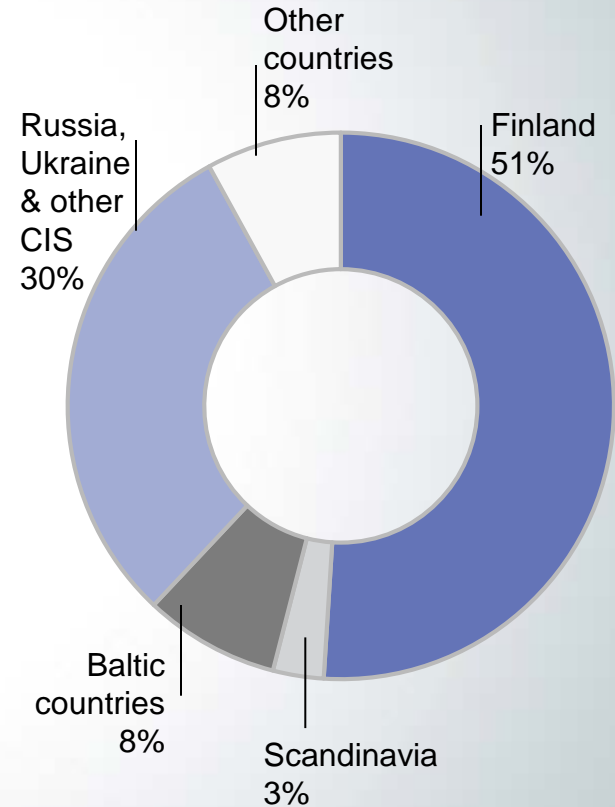
Group total 858



Share of Group personnel



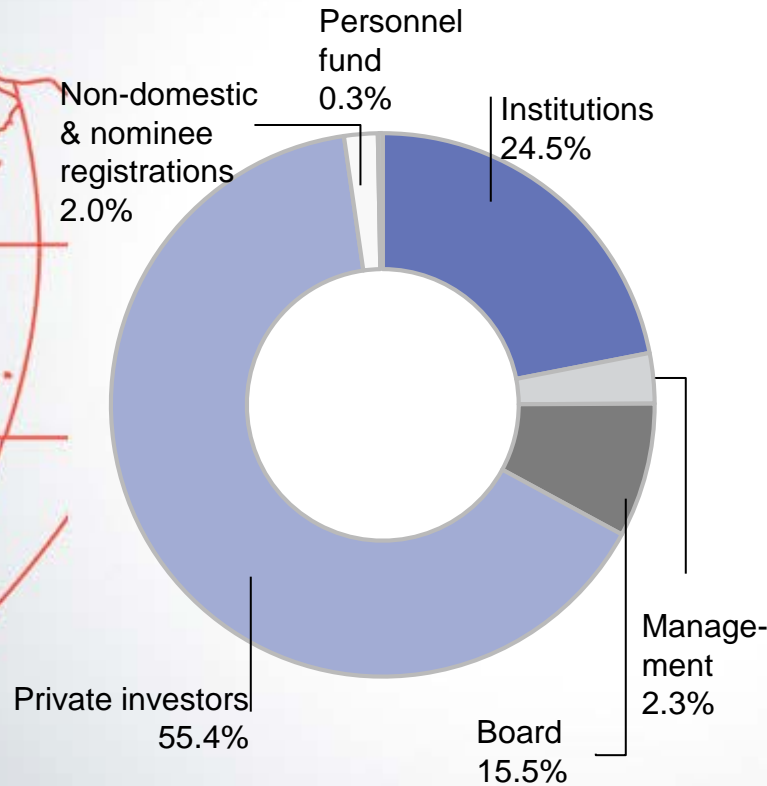
Distribution per country



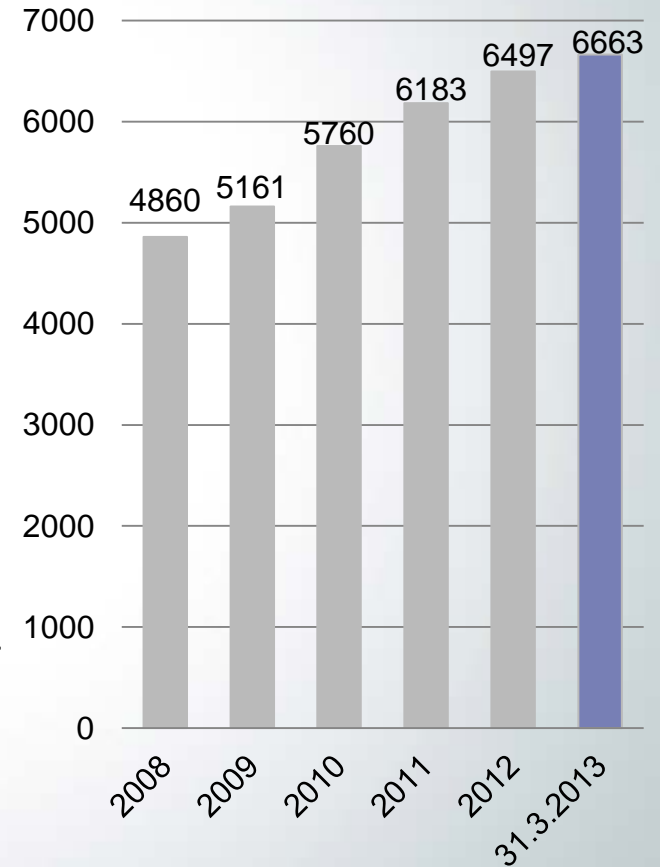
Shareholders / allocation



Share Q1/2013



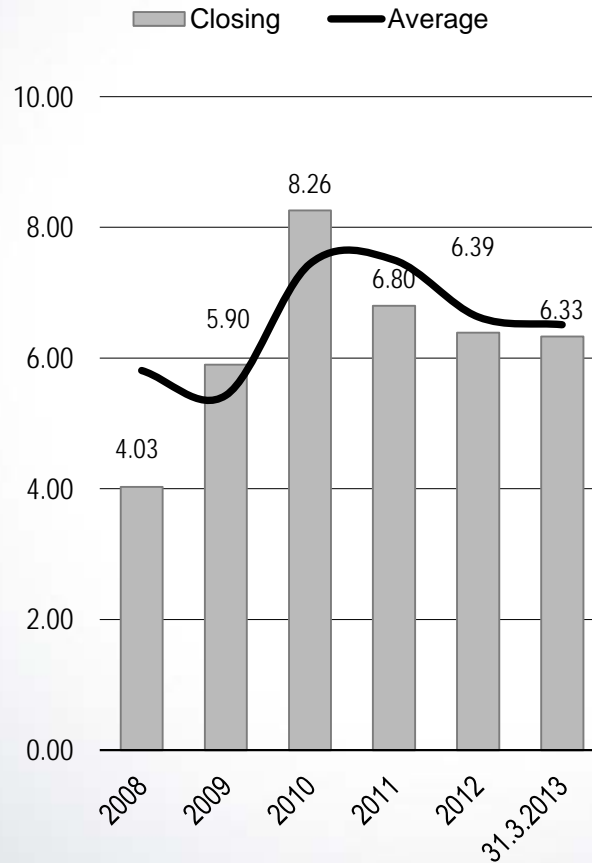
Number of shareholders



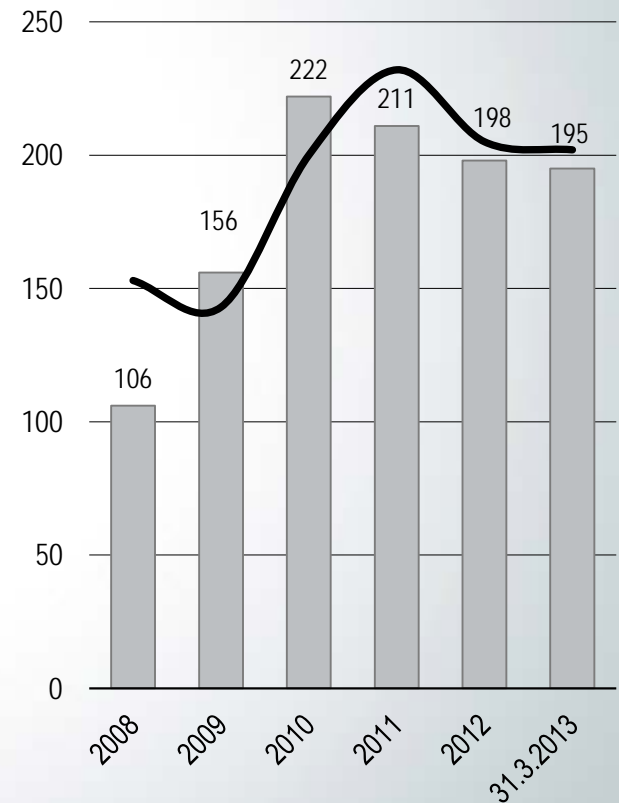


Market value

Share price, EUR



Market value, MEUR (incl. own shares)



Aspo started its rights issue on April 6, 2011. Share prices before this date are historical prices (not adjusted).



Outlook for 2013

Expectations for Aspo Group in 2013

- Aspo's current structure will facilitate profitable organic growth in the eastern growth markets in particular.
- General economic uncertainty in the western markets is likely to continue.
- The global dry bulk cargo market is likely to remain low. ESL Shipping will focus on contract customers in the Baltic Sea and on operational efficiency. The Supramax vessels will operate in international traffic.
- Leipurin will continue to grow organically.
- The price development of raw materials sold by Telko will affect the development of net sales. Sales volumes will grow further in the eastern growth markets.
- Kaukomarkkinat will continue to develop its operations in line with the strategy and increase its efficiency.

Guidance for 2013

The guidance remains unchanged:

- Aspo aims to increase its operating profit and to achieve the previous year's level in net sales.



**Next interim report
Q2 on August 20, 2013**