



## Half Year Financial Report Q1-Q2 2023

Q2 2023 REVENUE EUR 25.4 MILLION AND  
ADJUSTED OPERATING PROFIT EUR 0.1 MILLION

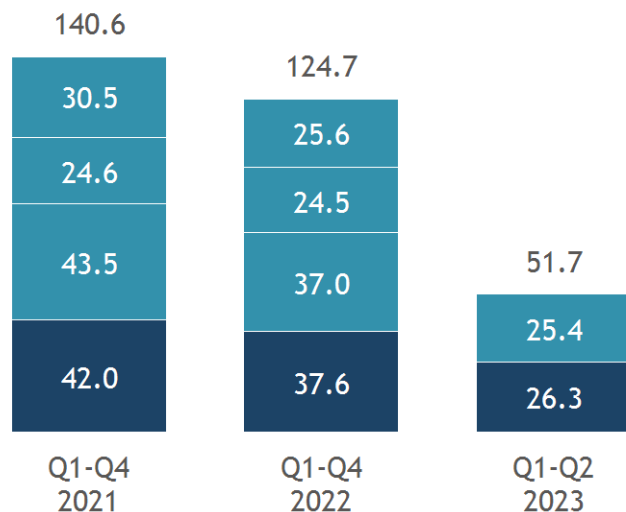
FOR FORWARD THINKERS



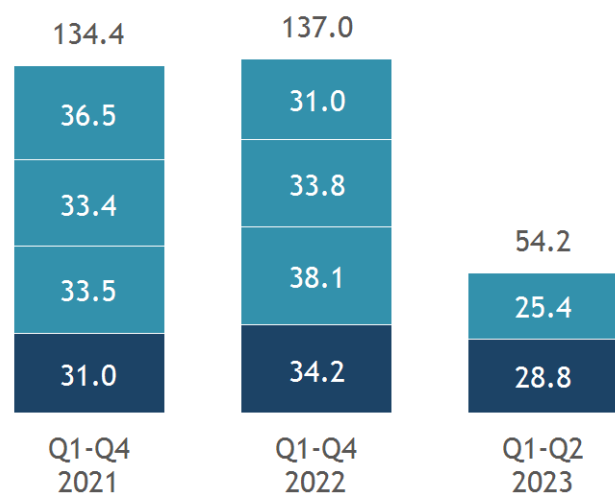
## Q2 2023 executive summary

- Market environment continued to be challenging
- Order intake and revenue declined compared to Q2 2022
- Positive adjusted operating profit achieved
- Positive cash flow from operating activities

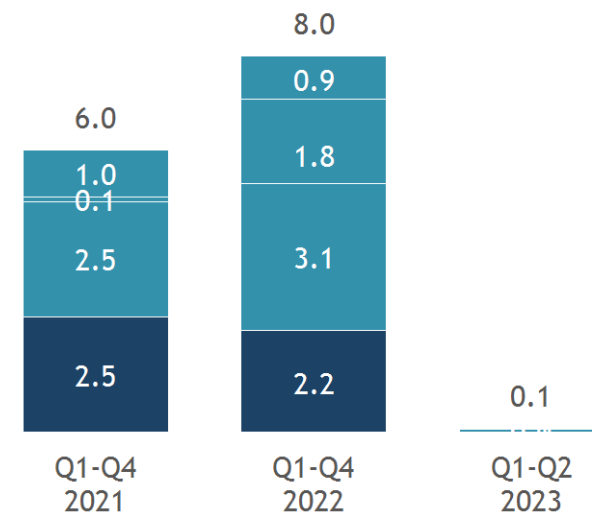
### Order intake



### Revenue

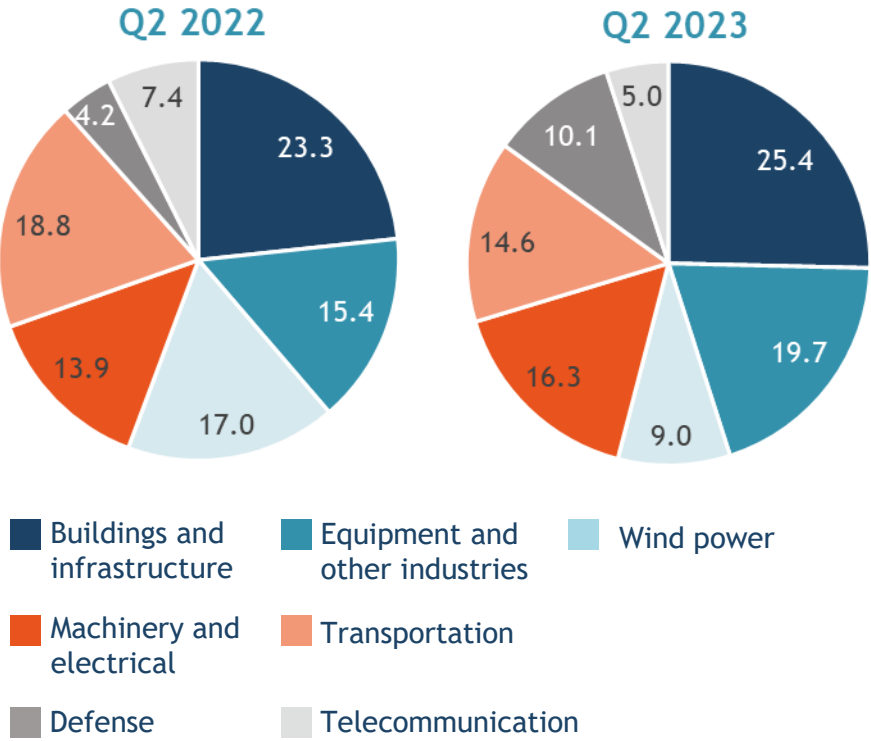


### Adjusted operating profit

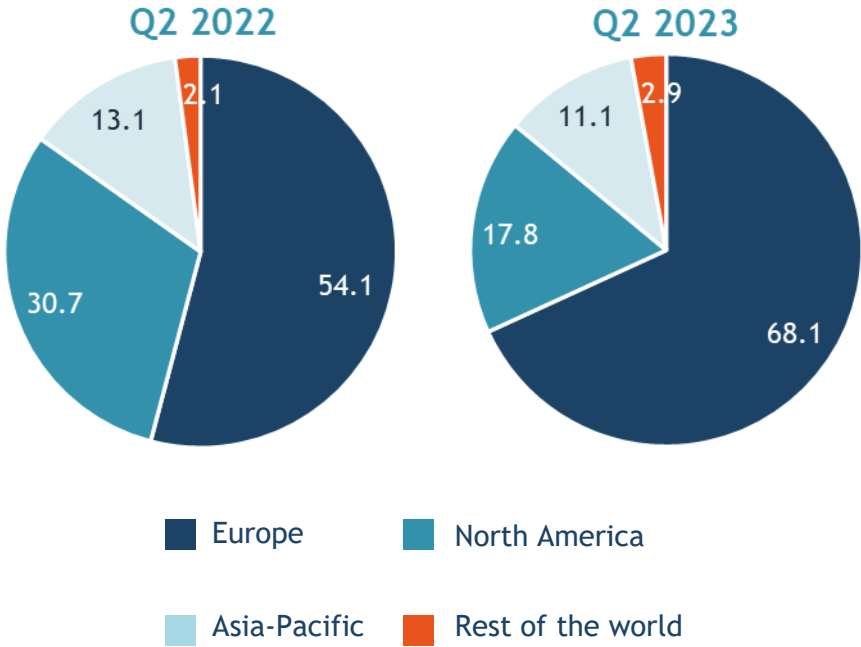


# Revenue decreased due to general market slowdown and continued inventory reductions by customers

Revenue share by customer industry, %

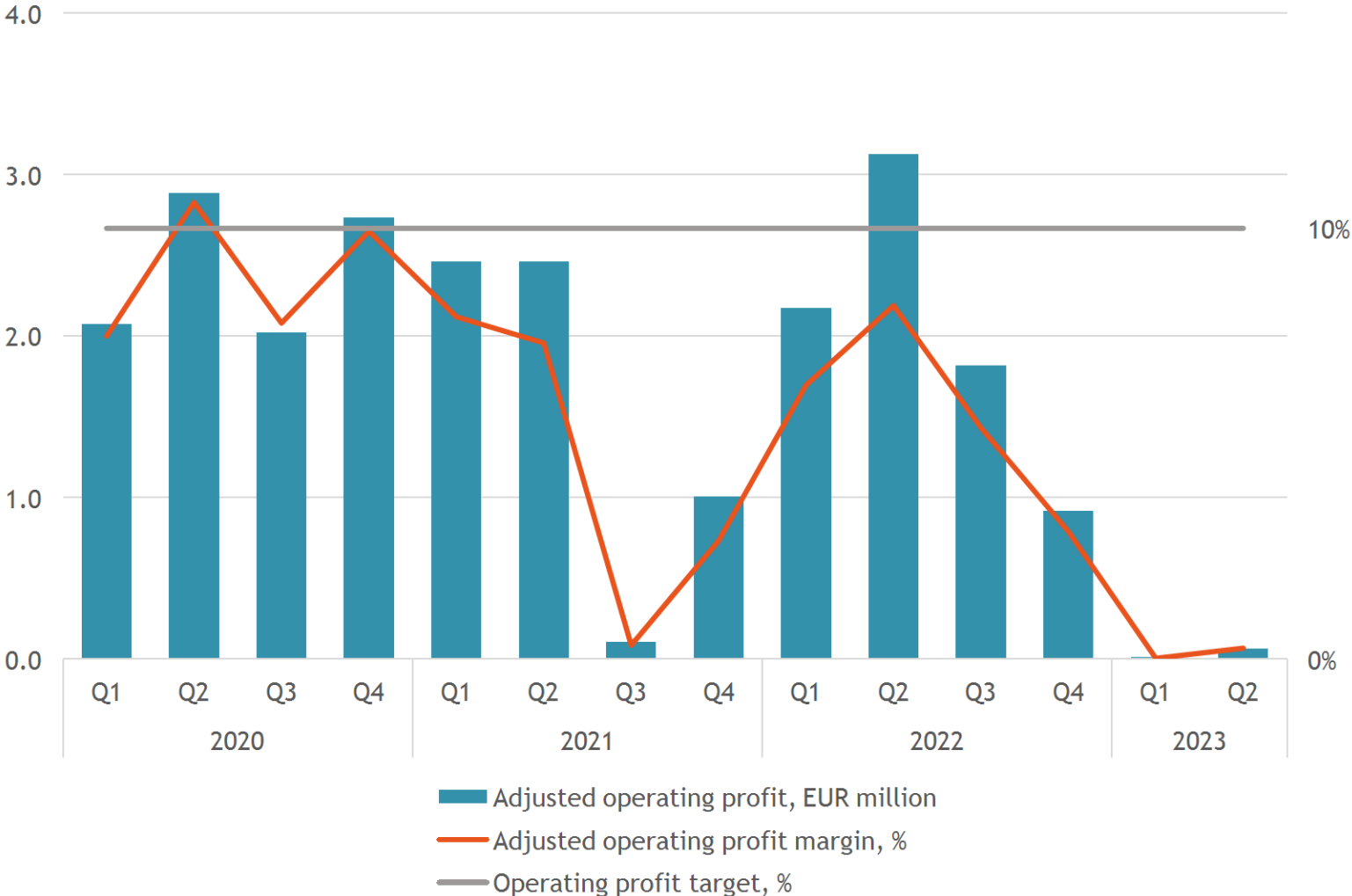


Revenue share by region<sup>1)</sup>, %



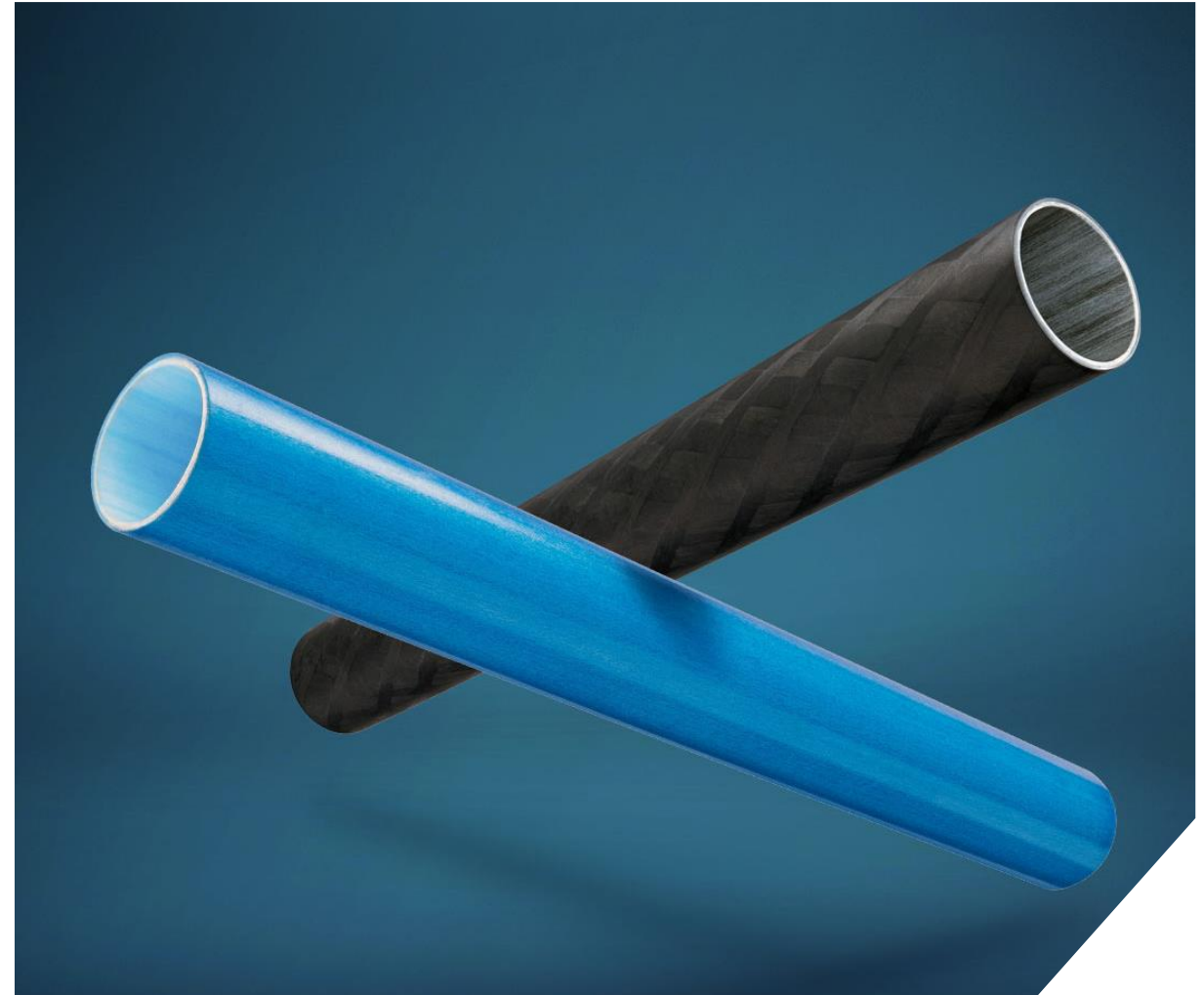
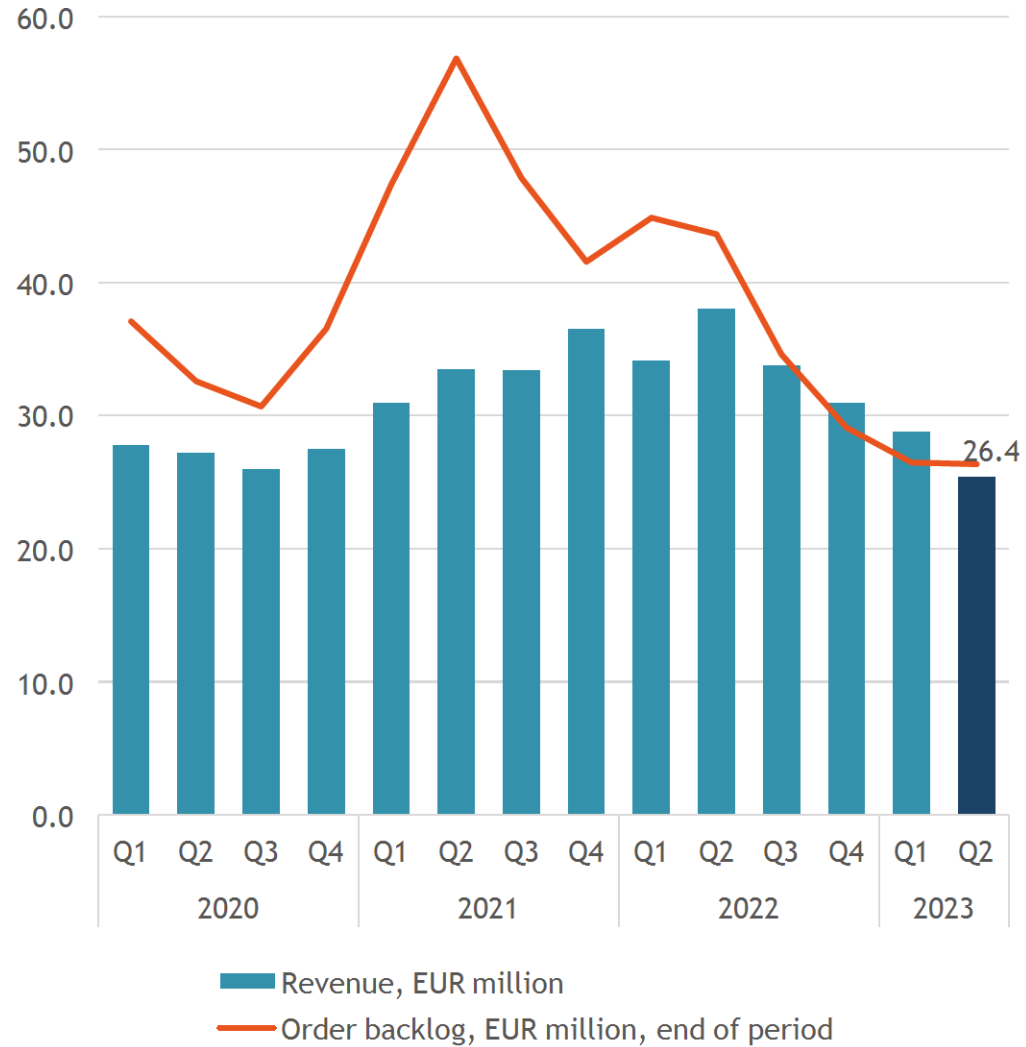
<sup>1)</sup> Revenue by customer location

# Positive adjusted operating profit achieved with lower revenue



- Result burdened by the postponement of orders and lower demand
- Corrective actions yield results
- H1 2023 costs lower than in H1 2022 mainly due to lower personnel costs and saving actions in operations to improve performance

# Order backlog development



## Guidance and outlook

### Guidance for 2023 unchanged

Exel Composites expects that revenue will decrease and adjusted operating profit will decrease significantly in 2023 compared to 2022

### Outlook

- We reiterate our view that demand is expected to improve in H2 2023 and later driven by opportunities for equipment in the wind power market
- Short-term visibility continues to be limited, and uncertainty in the short-term demand is expected to continue
- Our long-term demand outlook is positive

## Work continued in Wind project to capture attractive opportunities in wind power market

- APQP4Wind member status for production sites
- Contract signed to build a new production facility in India. Ready for production during 2024
- Local test runs and qualifications for wind power customers started well and progressing as planned in India
- Negotiations with several OEMs in the wind power market continue, for both glass and carbon fiber products



# Key takeaways

Challenging market environment continued. Positive adjusted operating profit achieved

Several interesting customer projects ongoing

Positive outlook for long-term demand

Updated strategy to be presented later this year





**Thank you! Kiitos!**

Questions? Kysymyksiä?

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