

# NET SALES INCREASED STRONGLY – RESULT IN THE RED

#### January-March 2011:

- -Net sales increased by 21% to EUR 71.9 million (EUR 59.6 million in January-March 2010).
- -Number of chargers delivered increased by 7% to 70.8 million chargers (65.9 million chargers).
- -Market share in mobile phone chargers was some 19% (20%), when the so-called grey market phones, i.e. mobile phones produced without a license, were also included.
- -Operating profit weakened to EUR -1.5 million (EUR 1.5 million).
- -Operating profit includes a cost of EUR 0.5 million related to the termination of long-term incentive schemes, due to ongoing redemption and delisting process.
- -Operating profit, excluding the exchange rate gains/losses, was EUR -1.1 million (EUR 1.1 million).
- -Earnings per share weakened to EUR -0.05 (EUR 0.04).
- -Cash flow from operating activities was EUR 1.4 million negative (EUR 1.8 million positive).
- -Group's net interest-bearing debt totaled to EUR 4.7 million (EUR -1.3 million).
- -Cash and cash equivalents at the end of the period were EUR 12.3 million (EUR 19.4 million).
- -The holding of Salcomp's biggest shareholder, Nordstjernan AB, in Salcomp exceeded 90%, and Nordstjernan started a procedure in order to redeem the rest of the shares and delist the company shares.

#### Outlook for 2011 unchanged:

- -Salcomp's net sales in 2011 are expected to be EUR 280-320 million.
- -The operating margin in 2011 is expected to be 2-4% of the net sales.
- -Due to the strategy revision of a major customer, as well as the earthquake and tsunami in Japan, Salcomp's outlook for 2011 continues to be more uncertain than usual.

# Markku Hangasjärvi, President and CEO:

"According to estimates made by market research companies and our biggest customers, some 374 million mobile phones were sold during the first quarter of the year, up by some 16% compared with the January-March period in 2010.

In the market share review, we have changed over to use the same figures as our biggest customers. When determining the market volume, we also include the so-called grey market phones, i.e. mobile phones produced without a license. Salcomp does not deliver chargers to the grey market phones. Calculated with these figures, our market share was approximately 19% in the first quarter of the year and approximately 20% in the corresponding period in 2010. The decrease in our market share was mainly due to the faster-than-average growth in the grey market phones.

Salcomp's net sales grew by over one-fifth, compared with the first quarter in 2010. Despite the increase in net sales, the operating profit ended up in the red. Operating profit was weakened by higher material prices and a rise in labor costs and fixed costs.

The earthquake in Japan and the tsunami after that have so far only had minor influence on Salcomp's material purchases. However, the total picture has not yet completely cleared up, and material deliveries, both to us and at least to some of our customers, are expected to encounter disruptions during the year."

#### Financial development in January-March 2011

In the first quarter of the year, Salcomp's net sales increased by 21% to EUR 71.9 million (EUR 59.6 million in January-March 2010) and the number of chargers delivered increased by 7% to 70.8 million (65.9 million) chargers. In addition to the growth in the number of chargers delivered, net sales were increased due to the higher average sales prices of chargers, which resulted mainly from exchange rate changes, but also from a product mix consisting of more expensive products, especially smart phone chargers.

Salcomp's operating profit weakened to EUR -1.5 million (EUR 1.5 million). This was due to an increase in material prices and higher labor costs. In addition, accelerated efforts in broadening the product range and customer base increased fixed costs. Operating profit was weakened by a cost of EUR 0.5 million related to the termination of long-term incentive schemes, due to the ongoing redemption and delisting process. Operating profit was also burdened by realized and unrealized exchange rate losses of EUR 0.4 million (EUR 0.4 million of gains). The operating margin in January-March 2011 was

-2.1% (2.5%).

The profit for the period amounted to EUR -1.9 million (EUR 1.6 million). Earnings per share were EUR -0.05 (EUR 0.04), and diluted earnings per share were EUR -0.05 (EUR 0.04).





#### R&D and capital expenditure

The Group's R&D expenditure in January-March was EUR 1.6 million (EUR 1.5 million), or 2.2% (2.5%) of net sales. R&D focused on developing new products for current and new customers, and constant improvement in the cost structure of existing products.

Capital expenditure in the period amounted to EUR 1.7 million (EUR 0.9 million). The capital expenditure mainly involved increasing the production capacity in the low and medium power range chargers, as well as increasing the automation level.

#### **Financing**

Cash flow from operating activities in January-March was EUR 1.4 million negative (EUR 1.8 million positive). The cash flow from operating activities decreased mainly due to an increase in net working capital. Cash and cash equivalents at the end of period were EUR 12.3 million (EUR 19.4 million).

The Group's equity ratio at the end of the period was 42.2% (43.1%) and gearing was 6.0% (-1.8%). Net interest-bearing debt totaled EUR 4.7 million (EUR -1.3 million) at the end of March.

#### **Decisions at the Annual General Meeting**

Salcomp Plc's Annual General Meeting was held on 24 March 2011 in Helsinki. The AGM approved the 2010 financial statements and discharged the members of the Board and the President and CEO from liability for the financial year.

The AGM decided that no dividend for 2010 will be paid.

The AGM decided that the number of the members of the Board of Directors remains at five and the Board composition unchanged. The AGM elected Carl Engström, Mats Heiman, Petri Kähkönen, Jukka Rinnevaara and Kari Vuorialho as members of the Board of Directors until the conclusion of the 2012 Annual General Meeting. The AGM appointed Carl Engström as the Chairman and Kari Vuorialho as the Vice Chairman. The AGM decided to leave the remuneration for the Board of Directors unchanged: the remuneration for a full term will be EUR 40,000 for the Chairman, EUR 32,000 for the Vice Chairman and EUR 25,000 for the members.

At its organizing meeting following the AGM, Salcomp's Board of Directors concluded, due to the company's size and composition of the Board of Directors, that it is not necessary to establish any separate Board committees. The Board of Directors further stated that all Board members are independent of the company, and Petri Kähkönen, Jukka Rinnevaara and Kari Vuorialho are also independent of the company's significant shareholders.

KPMG Oy Ab, Authorized Public Accounting Firm, continues as the company auditor and Pauli Salminen, APA, as the responsible auditor.

The AGM authorized the Board of Directors to decide on issuance of no more than 11.8 million new shares or own shares held by the company. Furthermore, the AGM decided to authorize the Board of Directors to repurchase no more than 3.8 million of the company's own shares.

A total of 16 shareholders were present at the AGM, either in person or represented by proxy, representing 35,675,973 shares, or 91.4 per cent of the total number of shares in the company.

# Personnel and management

The number of Group personnel at the end of March totaled 9,269 (9,295): 5,140 were employed in China, 2,591 in India, 1,468 in Brazil and 70 in Finland and other countries.

### Changes in ownership

Salcomp's biggest shareholder, Nordstjernan AB, informed on 9 March 2011 that it has acquired an additional 4,982,473 shares in Salcomp Plc. After the transaction, Nordstjernan's total holding in Salcomp amounted to 35,147,189 shares, corresponding to 90.1 per cent of all the shares and votes excluding the 337,000 shares that are in the possession of Salcomp.

After the title to the acquired shares had passed, Nordstjernan informed that it intends to use the right and obligation to redeem the minority shareholders' shares as stipulated in Chapter 18, Paragraph 1 of the Companies Act. Nordstjernan will further apply for a delisting of the company from the NASDAQ OMX Helsinki exchange in due course.

In accordance with Chapter 2, Section 9 of the Securities Markets Act, Salcomp received a flagging notification from Sampo plc regarding the changes in the holdings in Salcomp on 9 March 2011. The portion held by Mandatum Life Insurance Company Limited, belonging to Sampo Group, of the share capital and votes in Salcomp Plc decreased to



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below 5% as a result of the sale of shares on 8 March 2011. After the transaction, Mandatum Life Insurance Company does not hold any Salcomp shares.

On 5 April 2011, Nordstjernan informed that the Redemption Committee of the Central Chamber of Commerce has, on the basis of Nordstjernan's application, requested the District Court of Varsinais-Suomi to appoint a trustee for the arbitral proceedings to supervise the interests of the minority shareholders of Salcomp during the redemption proceedings. The District Court of Varsinais-Suomi appointed, on 31 March 2011, attorney-at-law Kim Kyntölä as the trustee.

#### Shares and shareholders

Salcomp's registered share capital amounts to EUR 9,832,735.12, divided into 39,023,840 fully paid outstanding shares and 337,000 shares in the possession of the company. The shares in the possession of the company were acquired through share issues carried out in 2010 related to the share-based incentive programs. The company has one series of shares, and all the shares entitle the shareholder to equal rights in the company.

Salcomp's share price fluctuated between EUR 1.83 and EUR 2.15 in January-March. The average share price during the period was EUR 2.00 and the closing price at the end of March EUR 2.00. Share trading amounted to EUR 12.4 million and 6.2 million shares. According to the book-entry system, Salcomp had 937 shareholders at the end of the period. Foreign ownership at the end of March was 92.9% and the market value for outstanding shares EUR 78.7 million.

#### Risks and uncertainties in the near future

Salcomp's business involves uncertainty factors that may affect the company's financial development in the near future. These include the general development of the mobile phone markets, substantial changes in the purchase prices and availability of materials and charger components, significant changes in labor costs, especially in China, as well as changes in the competition in the mobile phone charger markets. Furthermore, changes in the market shares of customers and deterioration in the financial position of major customers may have a negative effect on Salcomp's business.

Major changes in exchange rates can be considered one of the other short- term uncertainty factors, especially the exchange rate of the US dollar in relation to the euro and to currencies in those countries in which Salcomp has production. In addition, the impact of the global economy on the stability of the financial market, as well as accessibility of financing, has an influence on Salcomp's business.

In the medium term, Salcomp's business may be affected by standardization projects concerning mobile phone chargers in the different market areas. Due to standardization, it is possible that, in the future, in some market areas, some mobile phone kits will not include a separate mobile phone charger.

Risks are managed to the extent that the company has influence over them. Further details on risks and risk management are available on the company web site.

# Events after the reporting period

There are no events after the reporting date which would have a significant influence on the figures presented in the Financial Statements.

#### Outlook for 2011

According to the estimates published by some of Salcomp's key customers and by various market research companies, the mobile phone market, including also the so-called grey market phones, is expected to grow, measured by the number of units, by some 9% during 2011, compared with 2010. This would mean approximately 1.6 billion mobile phones and, therefore, mobile phone chargers, to be sold in 2011. The volume growth in chargers used in other consumer electronic applications is also estimated to continue in 2011.

Salcomp's net sales in 2011 are expected to be EUR 280-320 million. The operating margin in 2011 is expected to be 2-4% of the net sales. Due to the strategy revision of a major customer, as well as the earthquake and tsunami in Japan, Salcomp's outlook for 2011 continues to be more uncertain than usual.

Helsinki 20 May 2011

Salcomp Plc Board of Directors

Salcomp Plc's Interim Report has been prepared in accordance with the international financial accounting standard IAS 34, Interim Reports. This Interim Report is unaudited.



# **CONDENSED FINANCIAL STATEMENTS AND NOTES**

# STATEMENT OF COMPREHENSIVE INCOME

(EUR 1 000)

(EUR 1 000)	1-3/2011	1-3/2010	Change %	1-12/2010
	1 0/2011	1 0/2010	Onlange 70	. 12/2010
Net sales	71 937	59 635	20.6%	299 008
Cost of sales	-68 456	-53 760	27.3%	-270 524
Gross margin	3 481	5 875	-40.7%	28 484
Other operating income	2	0	-	110
Sales and marketing expenses	-705	-589	19.7%	-3 047
Administrative expenses	-703 -2 678	-2 292	16.8%	-8 875
Research and development	-2 070	-2 292	10.070	-0 07 5
expenses	-1 577	-1 512	4.3%	-6 884
Other operating expenses	-3	-2	50.0%	-76
Operating result	-1 480	1 480	-	9 712
Finance income	13	662	-98.0%	971
Finance expenses	-286	-445	-35.7%	-1 660
Result before tax	-1 753	1 697	-	9 023
Income tax expenses	-140	-66	112.1%	-1 057
Result for the period	-1 893	1 631	-	7 966
Other comprehensive income for the period				
Exchange differences on translating foreign operations	-405	1 064	-	2 449
Other comprehensive income for the period, net of tax	-405	1 064	-	2 449
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-2 298	2 695	-	10 415
Basic earnings per share, EUR	-0.05	0.04	-	0.20
Diluted earnings per share, EUR	-0.05	0.04	-	0.20



# STATEMENT OF FINANCIAL POSITION

(EUR 1 000)

(EUR 1 000)	31.3.2011	31.3.2010	Change %	31.12.2010
Non-compart consts				
Non-current assets	04.070	00.000	40.70/	05.004
Property, plant and equipment	24 376	20 883	16.7%	25 281
Goodwill	66 412	66 412	0.0%	66 412
Other intangible assets	815	521	56.4%	830
Deferred tax assets	4 024	3 240	24.2%	4 023
	95 627	91 056	5.0%	96 546
Current assets				
Inventories	30 580	22 072	38.5%	37 246
Trade and other receivables	48 088	36 289	32.5%	46 233
Cash and cash equivalents	12 255	19 411	-36.9%	18 553
	90 923	77 772	16.9%	102 032
Total assets	186 550	168 828	10.5%	198 578
Equity and liabilities				
Share capital	9 833	9 833	0.0%	9 833
Invested unrestricted equity	5 820	19 305	-69.9%	5 820
Retained earnings	63 125	43 516	45.1%	64 881
	78 778	72 654	8.4%	80 534
Non-current liabilities				
Deferred tax liabilities	17 289	17 288	0.0%	17 317
Capital loans	0	10 000	-	0
Interest-bearing liabilities	8 996	4 881	84.3%	11 187
	26 285	32 169	-18.3%	28 504
Current liabilities				
Trade and other payables	73 514	60 773	21.0%	81 321
Interest-bearing current liabilities	7 973	3 232	146.7%	8 219
merest bearing our ent habilities	81 487	64 005	27.3%	89 540
Total equity and liabilities	186 550	168 828	10.5%	100 570
i otal equity and habilities	100 330	100 020	10.5 /0	198 578



# STATEMENT OF CHANGES IN EQUITY

(EUR 1 000)

# Attributable to equity holders of the parent

	Share capital	Invested unrestricted equity	Translation differences	Retained earnings	Total equity
Equity on 1 Jan 2010	9 833	22 035	2 285	38 456	72 609
Total comprehensive					
income for the period	0	0	1 064	1 631	2 695
Option costs	0	0	0	80	80
Repayment of capital*	0	-2 730	0	0	-2 730
Equity on 31 March 2010	9 833	19 305	3 349	40 167	72 654
Equity on 1 Jan 2011	9 833	5 820	4 734	60 147	80 534
Total comprehensive					
income for the period	0	0	-405	-1 893	-2 298
Incentive plans**	0	0	0	542	542
Equity on 31 March 2011	9 833	5 820	4 329	58 796	78 778

<sup>\*</sup>Decision by the AGM on 24 March and payment on 7 April

# STATEMENT OF CASH FLOWS

(EUR 1 000)

	1-3/2011	1-3/2010	Change %	1-12/2010
Cash flow before change in working capital	419	2 781	-84.9%	15 113
Change in working capital	-1 777	-758	134.4%	-2 878
Financial items and taxes	-56	-736 -216	-74.1%	-2 562
Net cash flow from operating activities	-1 414	1 807	-74.170	9 673
Net cash now from operating activities	-1414	1 007	_	9073
Purchases	-1 720	-863	99.3%	-8 950
Sales	0	0	-	19
Cash flows from investing activities	-1 720	-863	99.3%	-8 931
Cash flow before financing	-3 134	944	-	742
Withdrawal of borrowings	0	0	-	20 794
Repayment of borrowings	-2 437	-1 000	143.7%	-20 583
Share issue	0	0	-	96
Dividends*	0	0	-	-2 730
Net cash flow from financing activities	-2 437	-1 000	143.7%	-2 423
Change in cash and cash equivalents	-5 571	-56	9 848.2%	-1 681
Cash and cash equivalents at the				
beginning of the period	18 553	18 872	-1.7%	18 872
Translation difference	-727	595	-	1 362
Cash and cash equivalents at the end of				
the period	12 255	19 411	-36.9%	18 553

<sup>\*</sup>Repayment of capital

<sup>\*\*</sup>Delisting cost effect included



# **KEY FIGURES**

KETTIOOKES	1-3/2011	1-3/2010	Change %	1-12/2010
Sold chargers, Mpcs	70.8	65.9	7.3%	296.6
Average sales price, EUR	1.02	0.90	12.9%	1.01
Net sales, MEUR	71.9	59.6	20.7%	299.0
EBITDA, MEUR	-0.1	2.7	-	15.0
EBITDA%, %	-0.1%	4.5%		5.0%
Operating result, MEUR	-1.5	1.5	-	9.7
Operating margin, %	-2.1%	2.5%		3.2%
Basic earnings per share, EUR	-0.05	0.04	-	0.20
Diluted earnings per share, EUR Earnings per share excluding	-0.05	0.04	-	0.20
deferred tax, EUR	-0.05	0.04	-	0.20
Equity per share, EUR	2.02	1.86	8.6%	2.06
Return on equity, %	5.6%	12.2%		10.4%
Return on capital employed, %	7.2%	14.9%		11.1%
Return on net assets, %	23.0%	59.8%		39.8%
Equity ratio, %	42.2%	43.1%		40.6%
Gearing, %	6.0%	-1.8%		1.1%
Capital expenditure, MEUR	1.7	0.9	99.3%	9.0
Capital expenditure, % of net sales	2.4%	1.4%		3.0%
Personnel on average	8 977	8 060	11.4%	9 825
Personnel at the end of period	9 269	9 295	-0.3%	10 350
Average number of shares	00 040 540	00.075.400		00 000 404
outstanding Number of shares outstanding at	39 016 543	38 975 190		39 000 461
the end of period	39 023 840	38 975 190		39 023 840
Diluted number of shares	20 040 250	20.075.400		20 004 240
outstanding on average Highest share price, EUR	39 018 358 2.15	38 975 190 2.19		39 001 219 2.19
Lowest share price, EUR	1.83	1.90		1.73
Average share price, EUR	2.00	2.00		1.73
	2.00	2.00		
Traded shares, Mpcs	6.2	0.6		2.1
Traded shares, MEUR	12.4	1.3		4.2



#### NOTES TO THE INTERIM REPORT

This Interim Report has been prepared in accordance with the international financial accounting standard IAS 34 Interim Reports. The same accounting principles are applied in this Interim Report as in the Financial Statements. Compared with the Financial Statements, amended standards or interpretations have not affected this Interim Report. Salcomp has one business segment, chargers. Internal management reporting complies with the IFRS reporting and due to this, separate adjustments are not presented.

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# LIABILITIES (EUR 1 000)

31.3.2011	31.3.2010	Change %	31.12.2010
82 000	82 000	0.0%	82 000
5 872	5	117 340.0%	5 872
5 695	7 323	-22.2%	5 382
93 567	89 328	4.7%	93 254
	82 000 5 872 5 695	82 000 82 000 5 872 5 5 695 7 323	82 000 82 000 0.0% 5 872 5 117 340.0% 5 695 7 323 -22.2%

24 2 2044

# **QUARTERLY INFORMATION**

	1-3/11	10-12/10	7-9/10	4-6/10	1-3/10	4/10-3/11
Sold chargers, kpcs	70 771	81 933	80 098	68 586	65 941	301 388
Net sales, kEUR	71 937	80 733	86 470	72 170	59 635	311 310
Operating result, kEUR	-1 480	2 540	3 365	2 327	1 480	6 752
Operating margin, %	-2.1%	3.1%	3.9%	3.2%	2.5%	2.2%
Average sales price, EUR	1.02	0.99	1.08	1.05	0.90	1.03

# **OPTION RIGHTS**

During the financial year 2007, the General Meeting of Shareholders established an option program with a total of 2,047,500 option rights that entitle to subscribe the same amount of new shares of the company. The option program is divided to symbols 2007A, 2007B and 2007C. The Board of Directors has not granted option rights to Group key personnel during the financial year. The share based incentives are conditional. The vesting conditions are based on that the total shareholder return is at least 8 % per annum. Options are lost when a person is leaving the company before the settlement period begins. The Board of Directors can decide in these cases that the stock option owner is entitled to keep the options or a part of them. The fair value has been determined using the Cox-Ross-Rubinstein binomial model.

Program symbol	2007A	2007B	2007C	Total options
Number of options	657 500	682 500	707 500	2 047 500
Vesting period	1.4.2007-	1.4.2008-	1.4.2009-	
-	31.3.2010	31.3.2011	31.3.2012	
Options granted before the current				
financial year	465 000	507 500	627 500	1 600 000
Options granted during the current				
financial year	0	0	0	0
Options forfeited during the current				
financial year	0	0	0	0
Settlement (shares / option)	1	1	1	
Settlement period	1.4.2010-	1.4.2011-	1.4.2012-	
	31.3.2012	31.3.2013	31.3.2014	
Grant date	02.05.07	07.05.08	11.08.09	
Exercise price	2.81	3.33	1.40	
Share price at grant date	3.51	3.79	1.51	
The fair value of option at grant date	1.44	1.44	0.61	



#### SHARE BASED INCENTIVE PROGRAMS

The Board of Directors of Salcomp Plc has approved two new share-based incentive programs for the Group key personnel. The new programs are a Matching Share Program targeted at the members of the Extended Global Management Team, as well as a Performance Share Program targeted at 53 key employees including also the members of the Extended Global Management Team. Both Programs include one earning period, from calendar year 2010 to 2012. The potential rewards from both the Matching and Performance Share programs will be paid partly in Company shares and partly in cash during 2013. The cash payment is intended to cover the personal taxes and tax-related costs arising from the reward. No reward will be paid to a key person, if his or her employment or service in a Group Company ends before the reward payment. The rewards to be paid on the basis of the earning period will correspond to the value of maximum 532,000 Salcomp Plc shares. Global Management Team can earn a total of 281,000 pcs of Salcomp Plc shares during the total earning period.

Releases relating to the new incentive program have been issued on 19 May and 21 June 2010.

Cost effect of delisting is presented in the Statement of Changes in Equity.

#### **RELATED PARTY INFORMATION**

(EUR 1 000)

Related party transactions with Nordstjernan AB	31.3.2011	31.3.2010	Change %	31.12.2010
Capital loans	0	10 000	_	0
Interest payable of capital loans	0	1 087	-	0
Sales of receivables	0	0	-	0
Interest expense of the period	0	0	-	553

Salcomp has renewed the financing arrangements in May 2010. In this connection, the capital loans have been repaid to Nordstjernan AB. Release on the issue has been published on 25 May 2010.

# **OWN SHARES**

	31.3.2011	31.3.2010	31.12.2010
Parent company own shares (pcs)	337 000	0	337 000

#### **CALCULATION OF FINANCIAL RATIOS**

Average personnel: Average number of personnel at end of each month

Return on equity (%) = Result for the period x = 100: Equity on average

Return on capital employed (%) = (Result before tax + interest charges and other financial expenses) x 100 : (Total liabilities less interest-free debt (on average))

Return on net assets (%) = Operating result x 100 : (Fixed assets less goodwill and deferred tax assets + inventory + short-term receivables less short-term interest-free debt on average)

Equity ratio (%) = Equity x 100 : Total liabilities less received advance payments

Gearing (%) = (Interest-bearing debt less cash and cash equivalents) x 100 : Equity

Earnings per share = Result for the period : Weighted average number of shares outstanding during the period

Equity per share = Equity : number of shares outstanding at the end of period

Earnings per share, diluted = Result for the period : Weighted average number of shares outstanding during the period, adjusted for the share issue