

**JOT automation**

# *Financial Statement 2001*

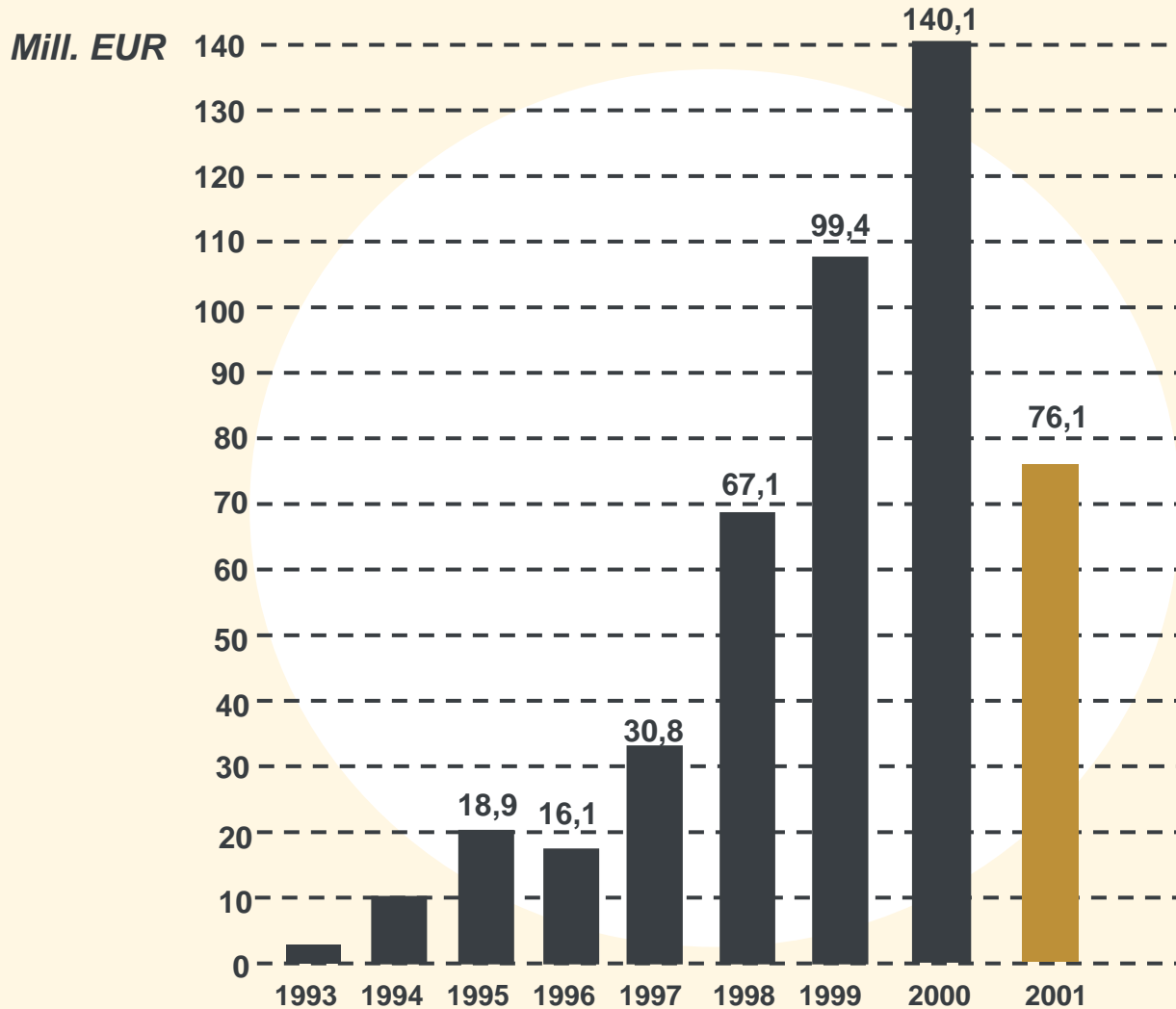
*Helsinki, February 14, 2002*

Pertti Tarvainen | President | JOT Automation Group Plc.

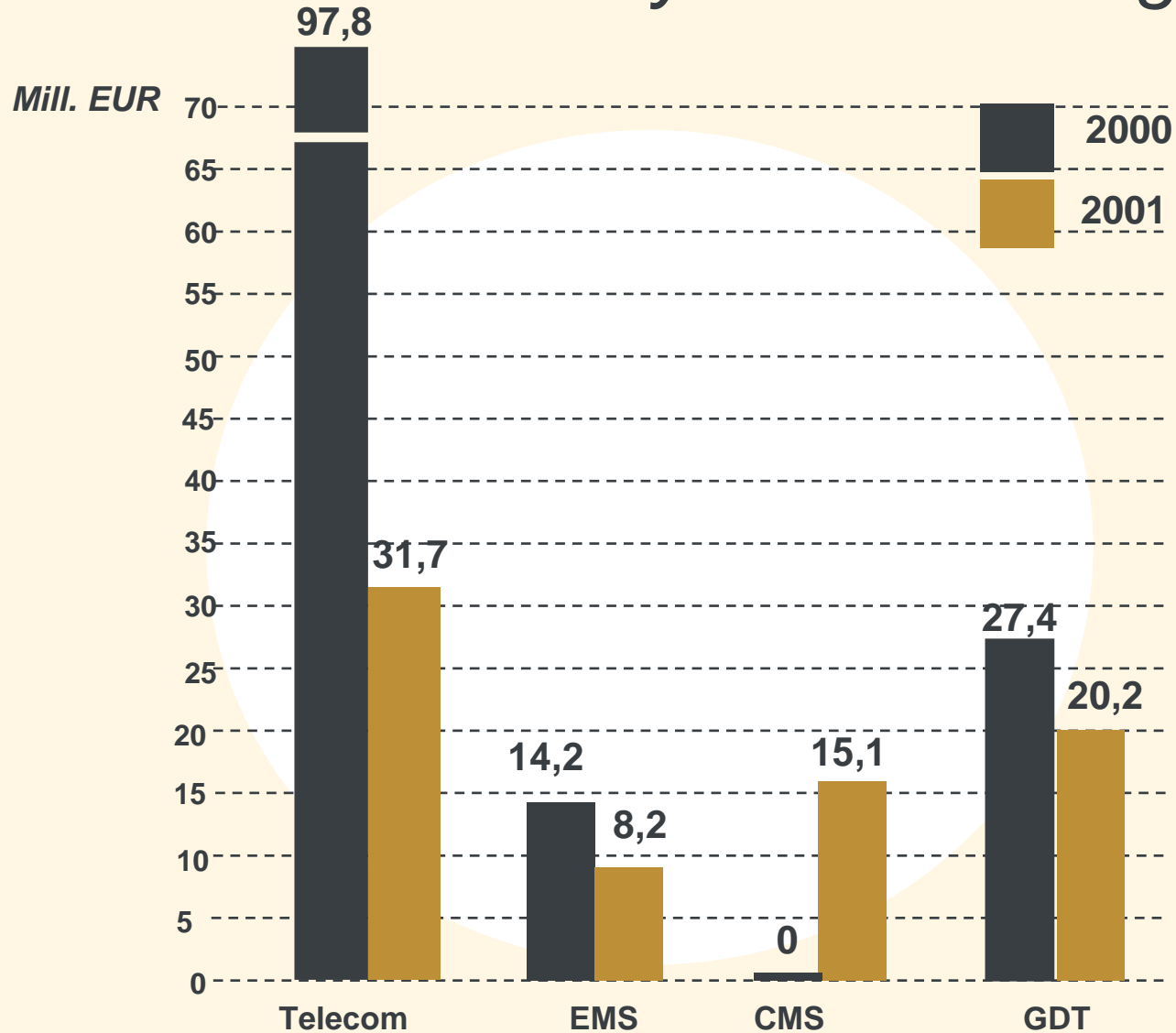
# Key Figures

<i>Mill. EUR</i>	2001	2000	Change,%
Net Sales	76,1	140,1	-45,7
Operating Profit	-15,8	14,1	
Operating Profit, % of Net Sales	-20,7	10,0	
Profit before taxes	-15,8	13,1	
Profit before taxes, % of net sales	-20,8	9,4	
<i>EUR</i>			
Earnings / share	-0,09	0,06	
Equity / share	0,15	0,22	

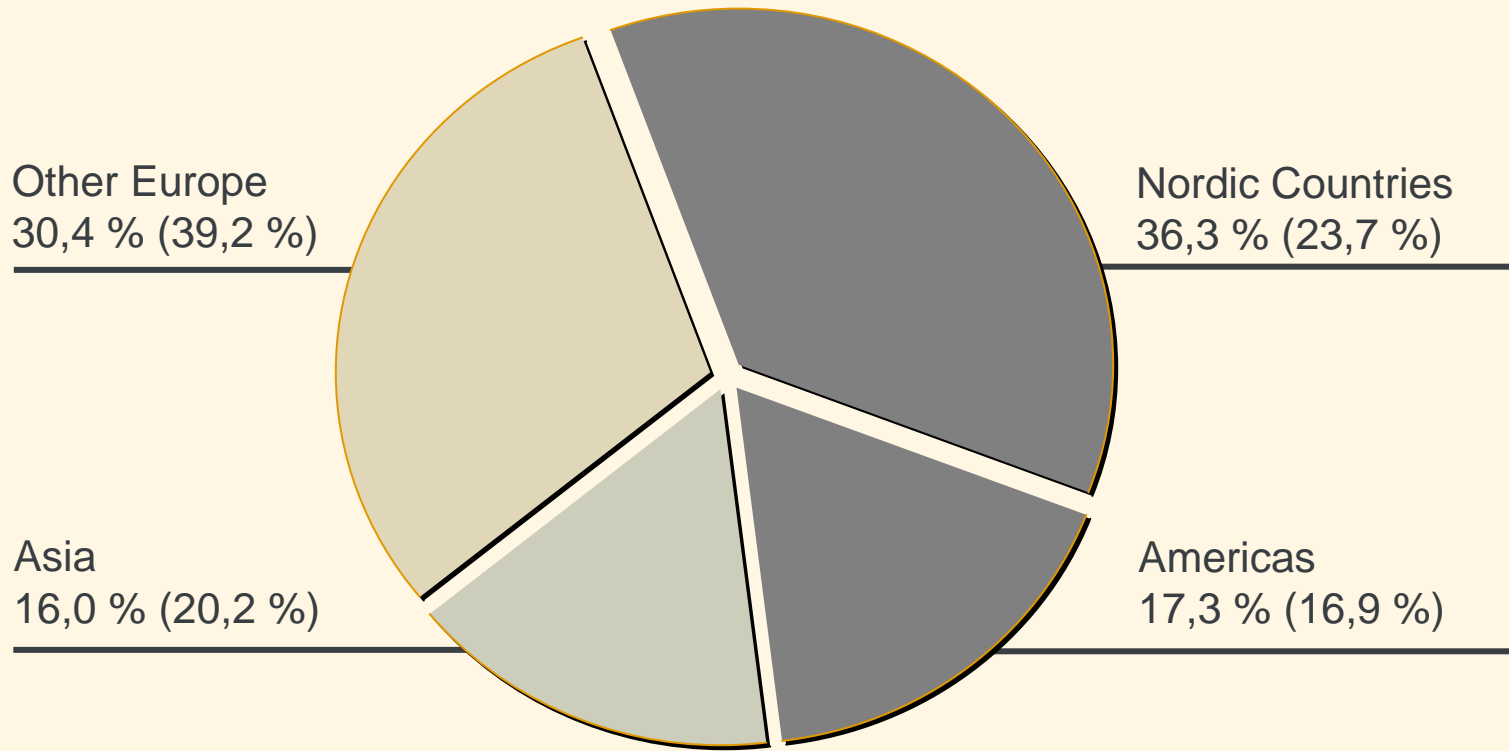
# Net Sales 2001



# Net Sales by customer segments

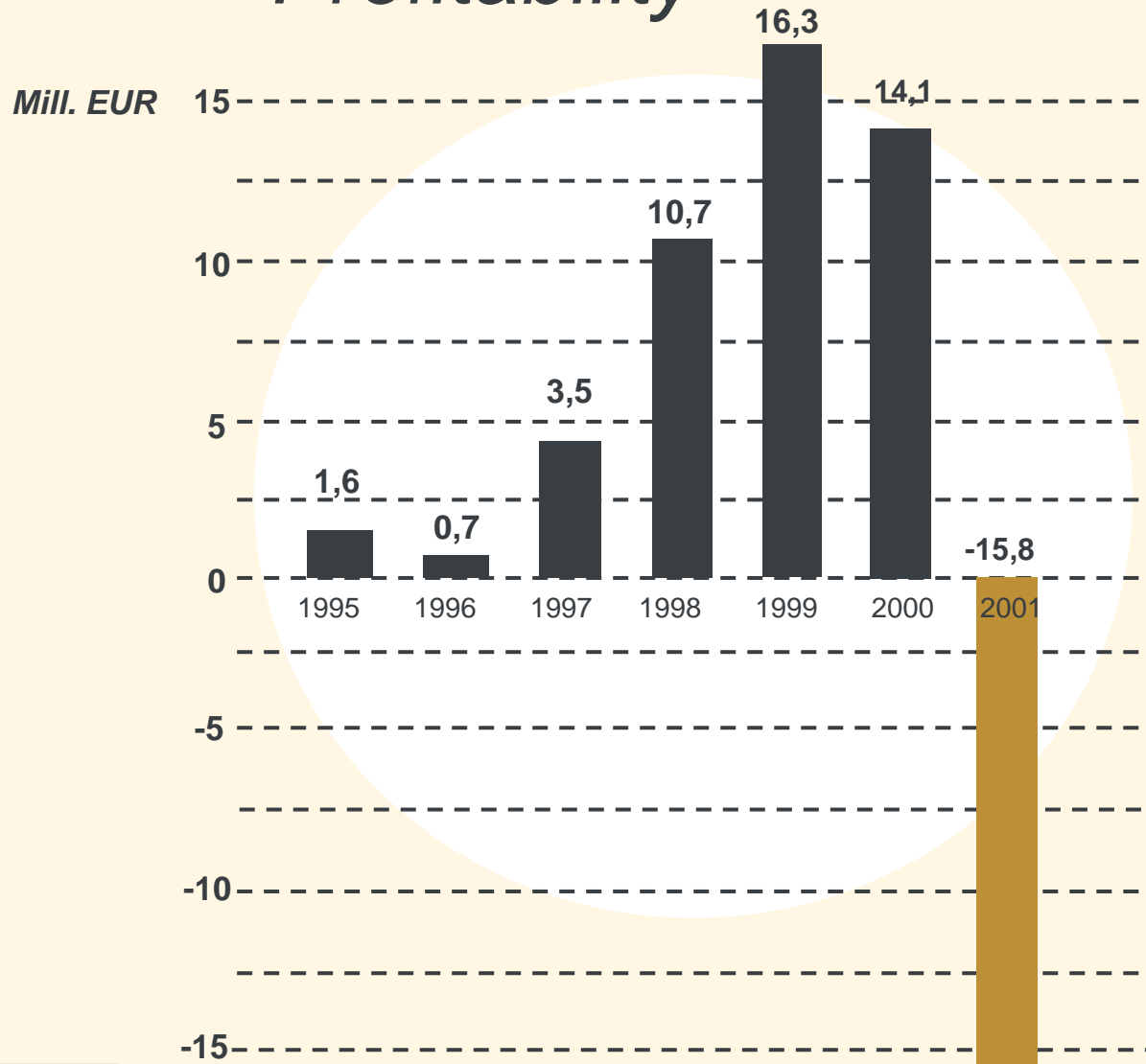


# Net Sales by market area 2001



Net Sales by market area 2001 (Net Sales by market area 2000)

# Profitability



# Key Figures

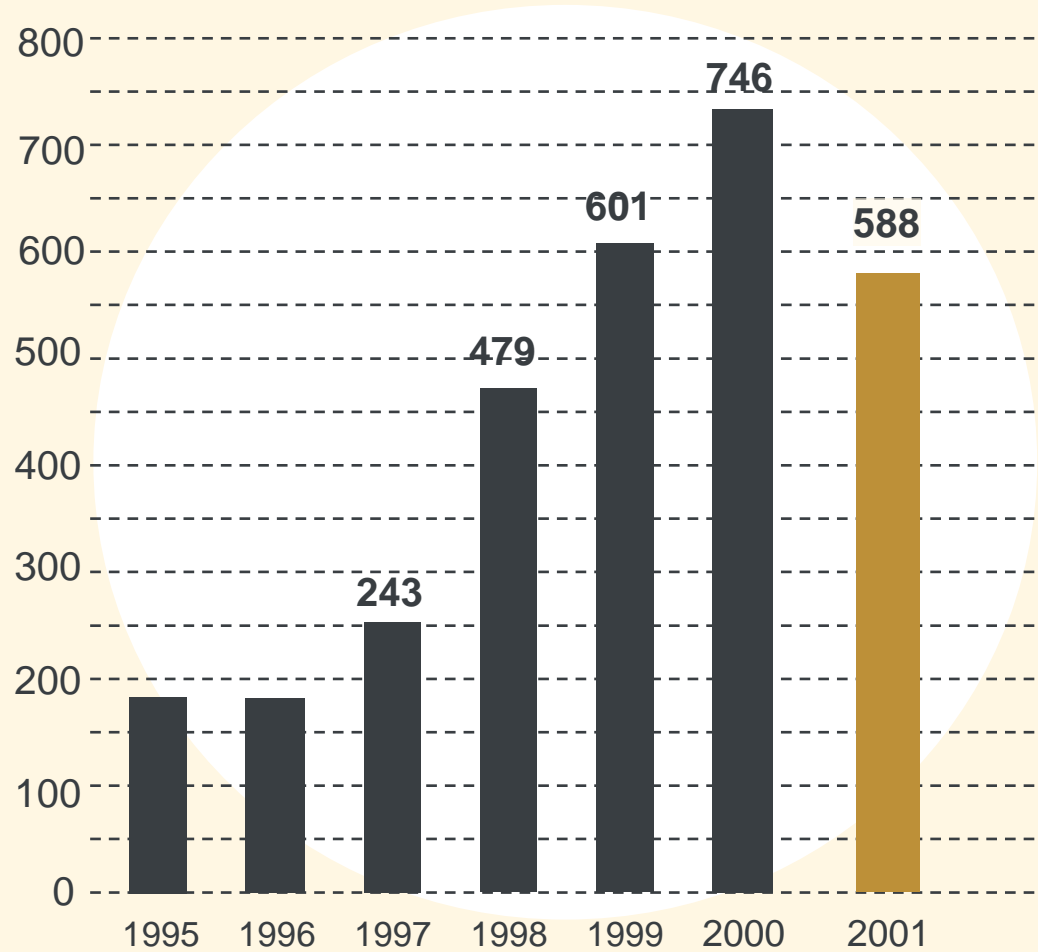
	2001	2000
Return on equity, % (ROE)	-49,6	28,2
Return on investment, % (ROI)	-16,6	29,5
Interest-bearing net liabilities mill.EUR	13,1	4,3
Net Gearing, %	49,5	11,2
Equity ratio, %	37,3	47,5

# Key Figures

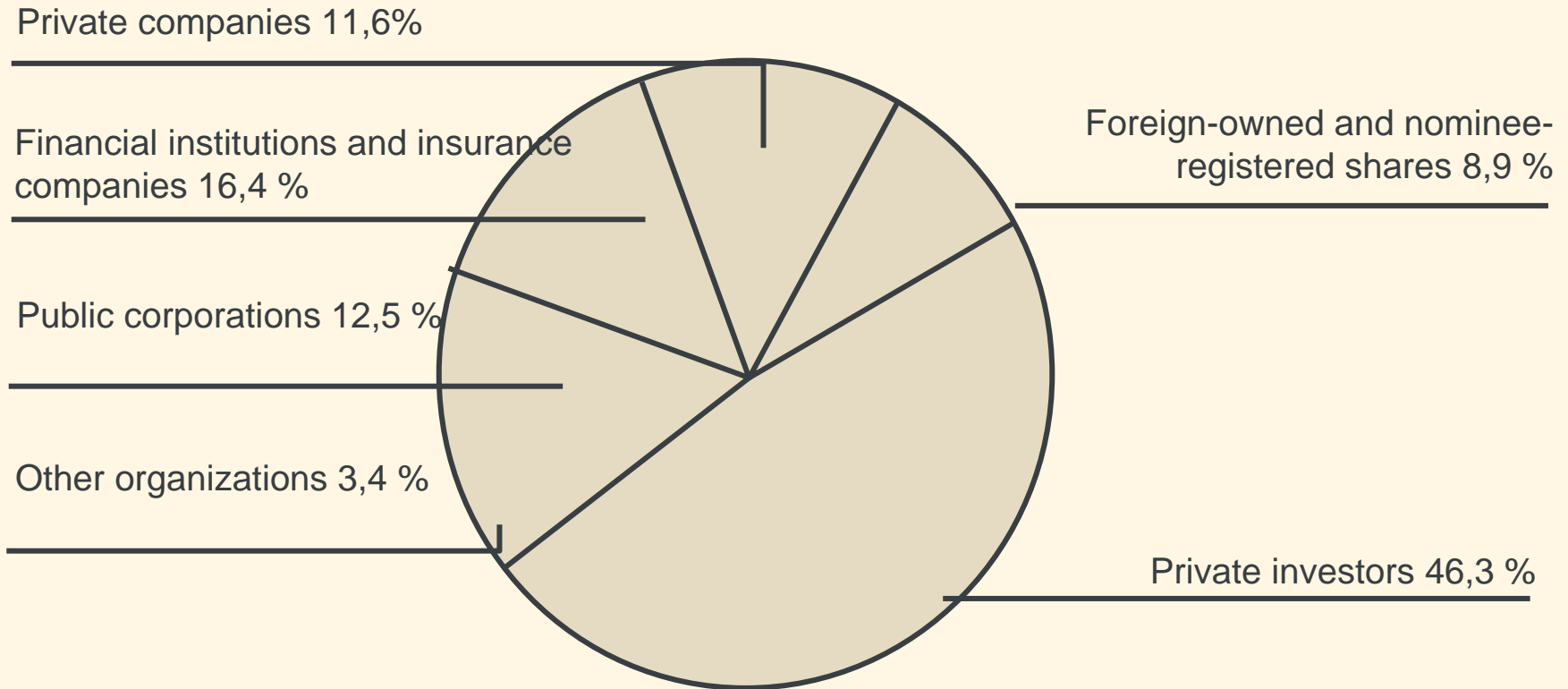
	2001	2000
Gross investments in, mill. EUR	13,4	6,9
Gross investments in, % of net sales	17,6	5,0
R & D costs, mill. EUR	5,3	7,9
R & D costs, % of net sales	7,0	5,6



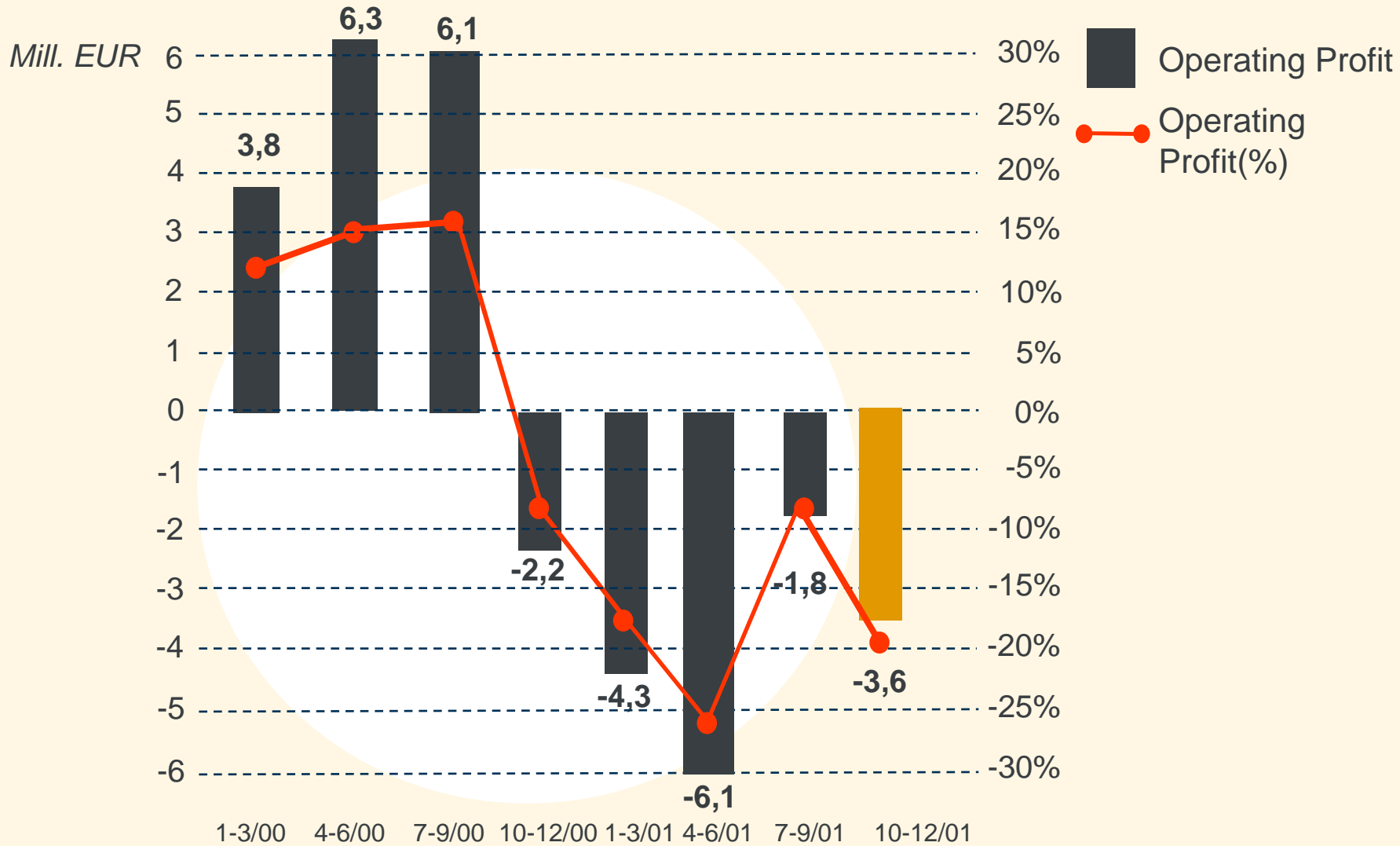
# Personnel



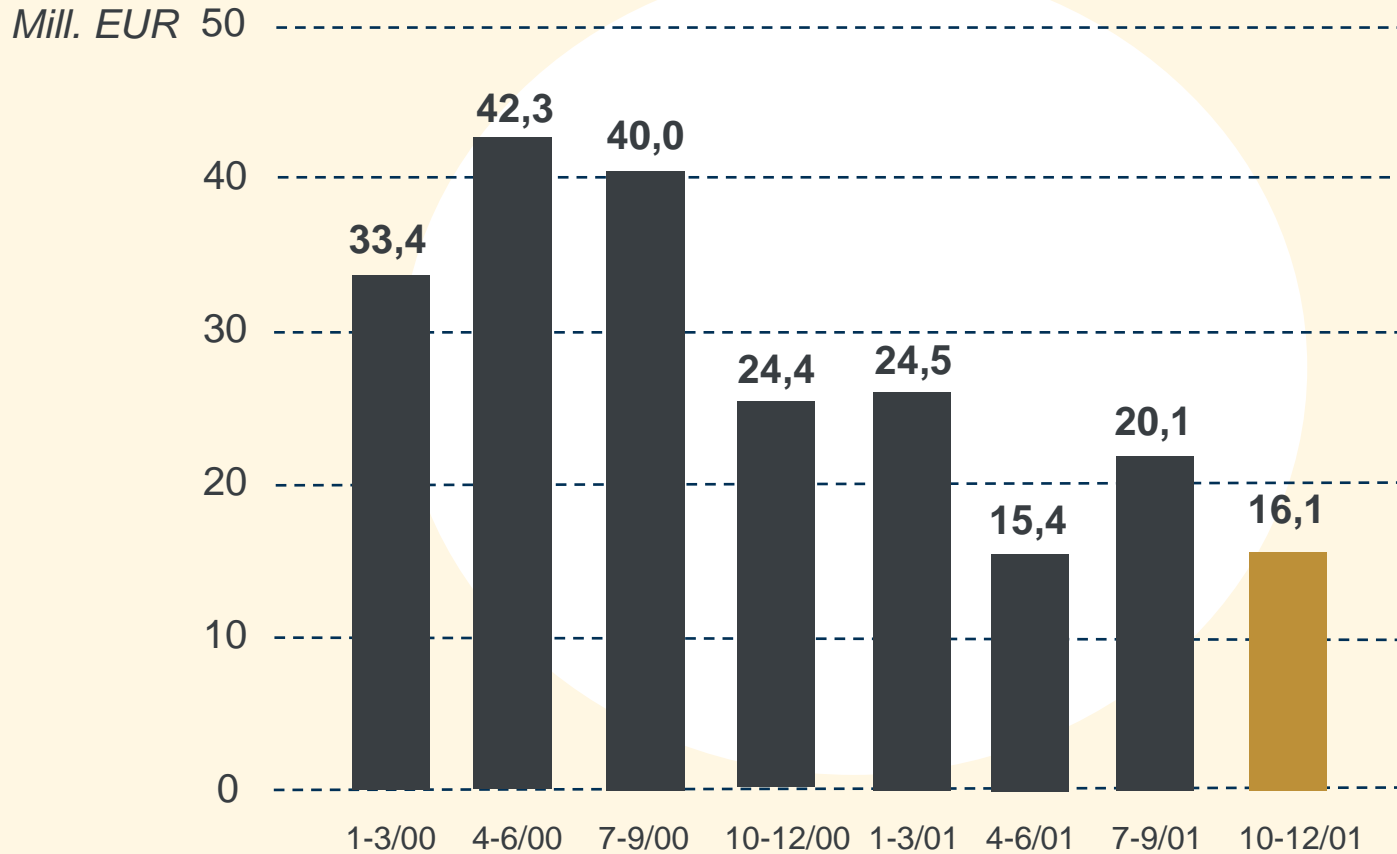
# Ownership December, 28 2001



# Quarterly Profitability 2001

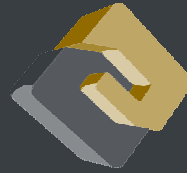


# Quarterly Net Sales 2000-2001



# *Largest shareholders December 28, 2001*

Largest shareholders excluding nominee registered	Number of shares	per cent of share
Terentjeff Jorma, Board Member	9 002 983	5,1
Head Invest Oy	7 997 400	4,5
Tapiola General Mutual Insurance Company	5 086 000	2,9
Ilmarinen Mutual Pension Insurance Company	4 809 100	2,7
Varma-Sampo Mutual Pension Insurance Company	4 633 909	2,6
Kettula Mika, Chairman of the Board	3 262 340	1,8
Tapiola Mutual Pension Insurance Company	2 702 300	1,5
Svenska Handelsbanken AB	2 201 455	1,2
Sitra (Finnish National Fund for Research and Develop.)	2 099 250	1,2
Evatec Oy	2 000 000	1,1
Foreign and nominee registered	11 609 052	8,5
The shares owned by the Board members of JOT Automation Group Plc. and communities effectively controlled by them	11 315 323	6,5



**JOT automation**

## *Latest Actions*

*Helsinki February 14, 2002*

*Pertti Tarvainen | President and CFO | JOT Automation Group Plc.*

## *Adaptation Actions*

- › To meet the current level of demand
- › To achieve essential improvement in profitability
- › Actions:
  - » Reduction of personnel costs
  - » Reorganization of production: Finland and USA
  - » Other saving actions
  - » Target reduction 700 000 euros per month at the minimum

# *Management of the Adaptation Actions*

- › Very urgent “7 days”
- › Urgent “30 days”
- › Short term “180 days”

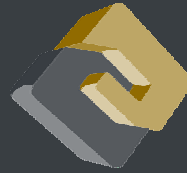


## *Executive Management Team to be strengthened*

- › Pertti Tarvainen, *President & CFO*
- › Mika Mämmelä, *Director, Product Creation*
- › Juha Nurmimäki, *Director, Production*

### ***New members:***

- › Ritva-Liisa Niskanen, *Director, Human Resources*
- › Pekka Pesonen, *Director, Business Development*
- › Juha Reinikka, *Director, Sales*



**JOT automation**

# *Business Overview*

*Helsinki February 14, 2002*

*Mika Kettula | Chairman of the Board | JOT Automation Group Plc.*

# Customers

## Telecommunications:

*Nokia | Ericsson | Motorola | Nortel | Lucent | Panasonic*

## Component Manufacturing Services (CMS):

*Eimo | Perlos | Nolato | Rosti | Triple-S*

## Electronics Manufacturing Services:

*Solectron | Flextronics International | Sanmina SCI | Elcoteq | Jabil Circuit | Celestica*

## Automotive Electronics:

*VTI Hamlin | Hella | Valeo | Siemens | DaimlerChrysler*

## *Telecom for JOT Automation*

Largest customer segment and excellent platform for business development

- › User of new technologies
- › Core business for JOT
- › JOT has gained wide expertise on telecom production
- › Large number of lines installed:
  - » creates modification and service business

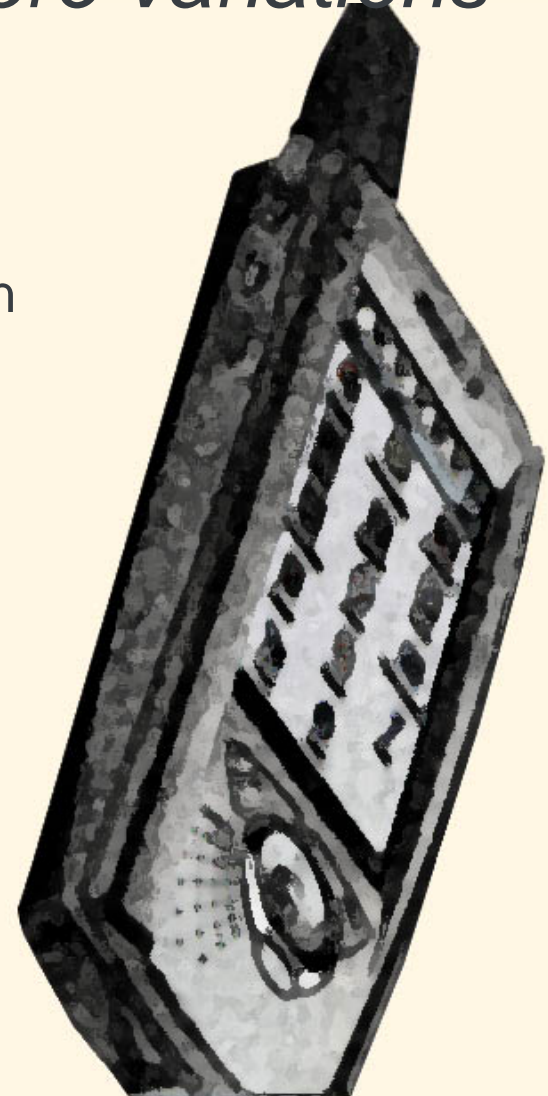
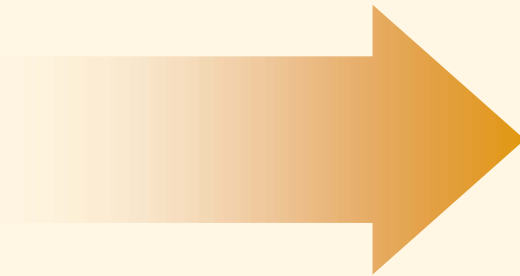


## *Market Changes 2001*

- › Transition phase to implementation of new technologies (GPRS and 3G)
- › Decreased estimates of mobile phone sales
- › Focus on Asia, especially in China
- › Outsourcing of production
- › Consolidation continued
- › Overcapacity in production

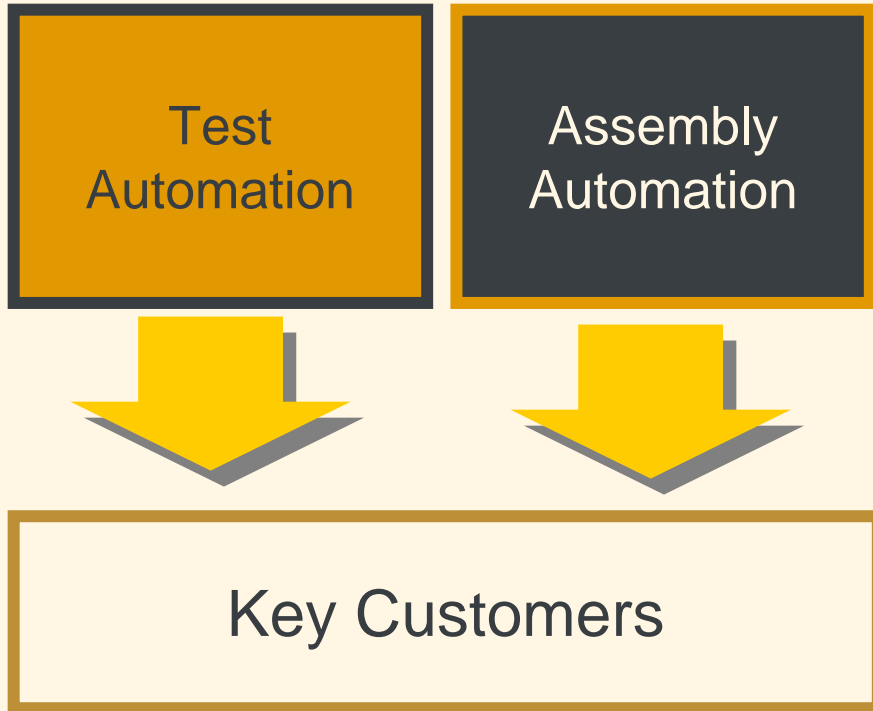
# *More complex products, more variations*

- › Increasing number of active components
- › Shortened product design phase
- › Variations in assembly phase
- › More testing needed



# JOT Automation's Focus Areas

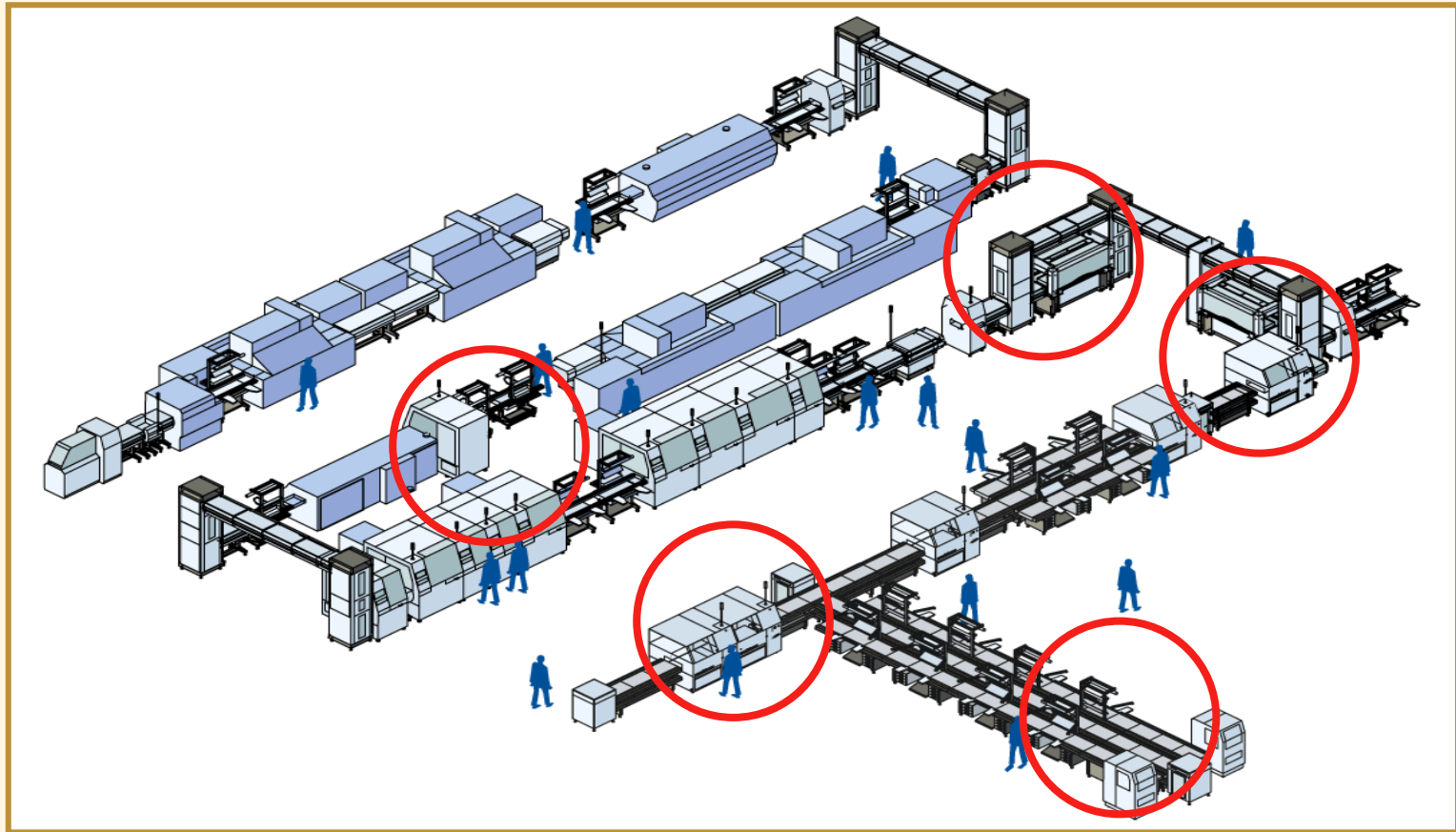
## Production System Sales



## Equipment sales

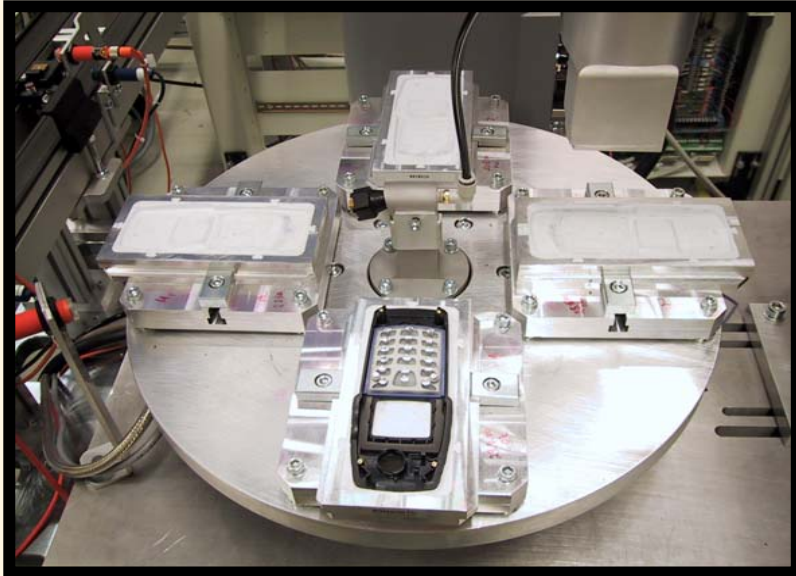


*Industry focus:*  
**Capacity exists – Focus on effectiveness**



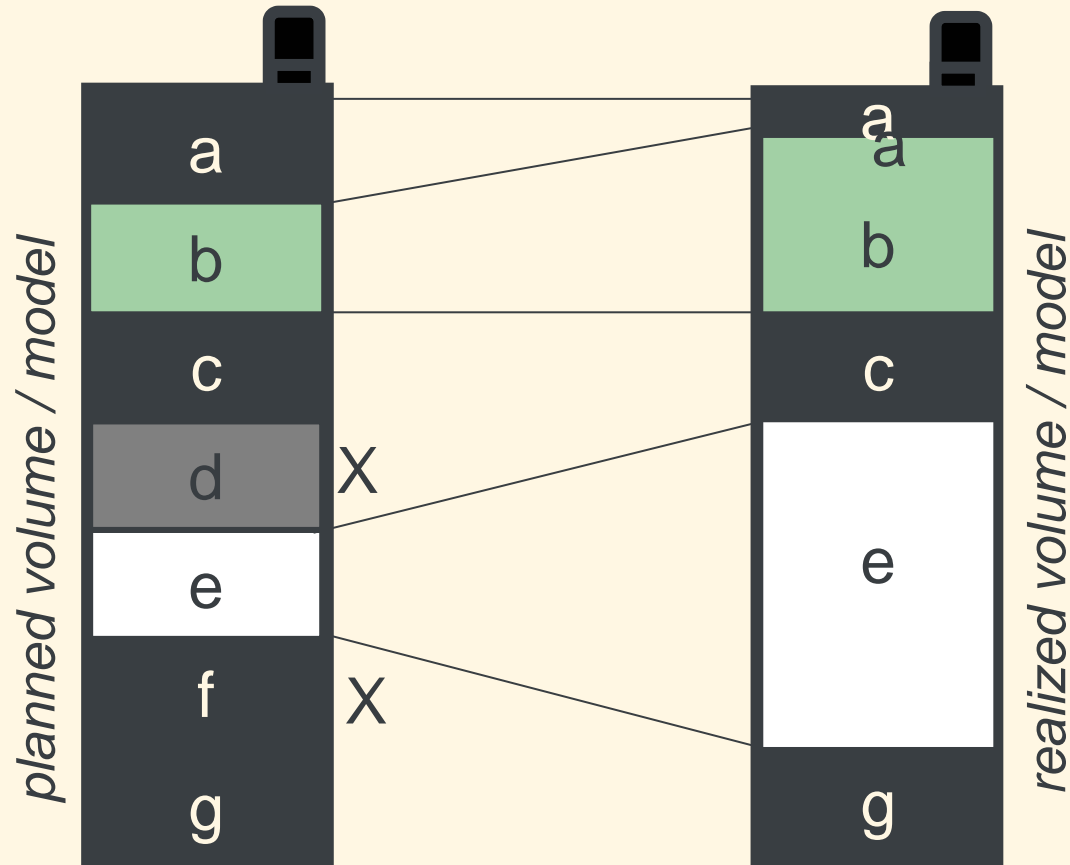


## Industry focus: CMS business

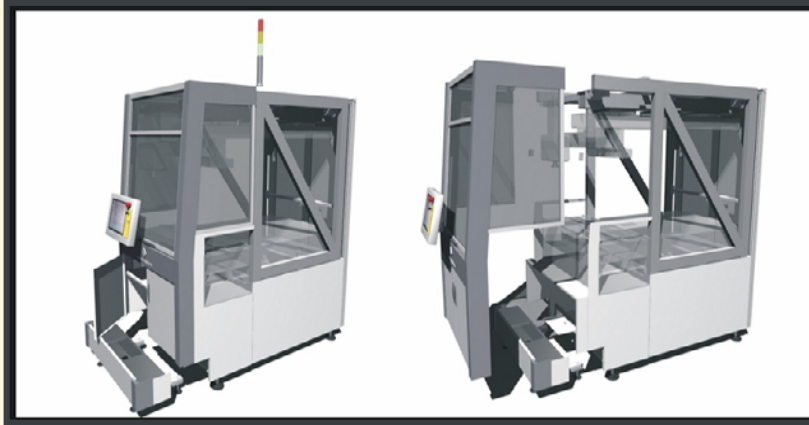


- › Increasing number of components, more assembly
- › More market based variations
- › Shortened end product life cycles
- › Design of plastic covers plays remarkable role on the end product markets

# Variations - Challenge for Manufacturing Process

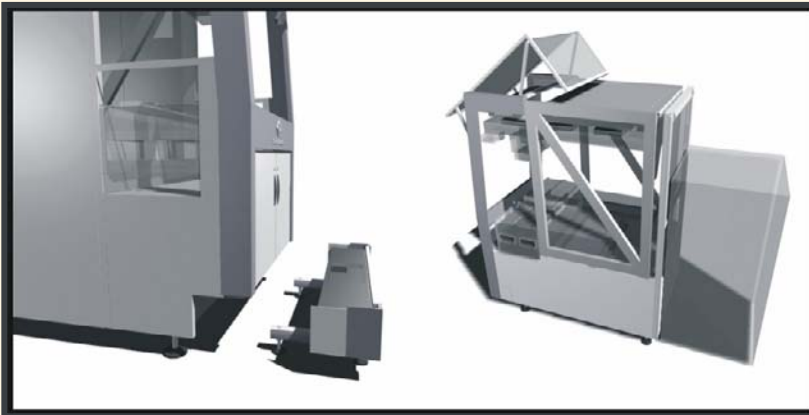


# Platforms and Standardization



## Benefits for JOT Automation

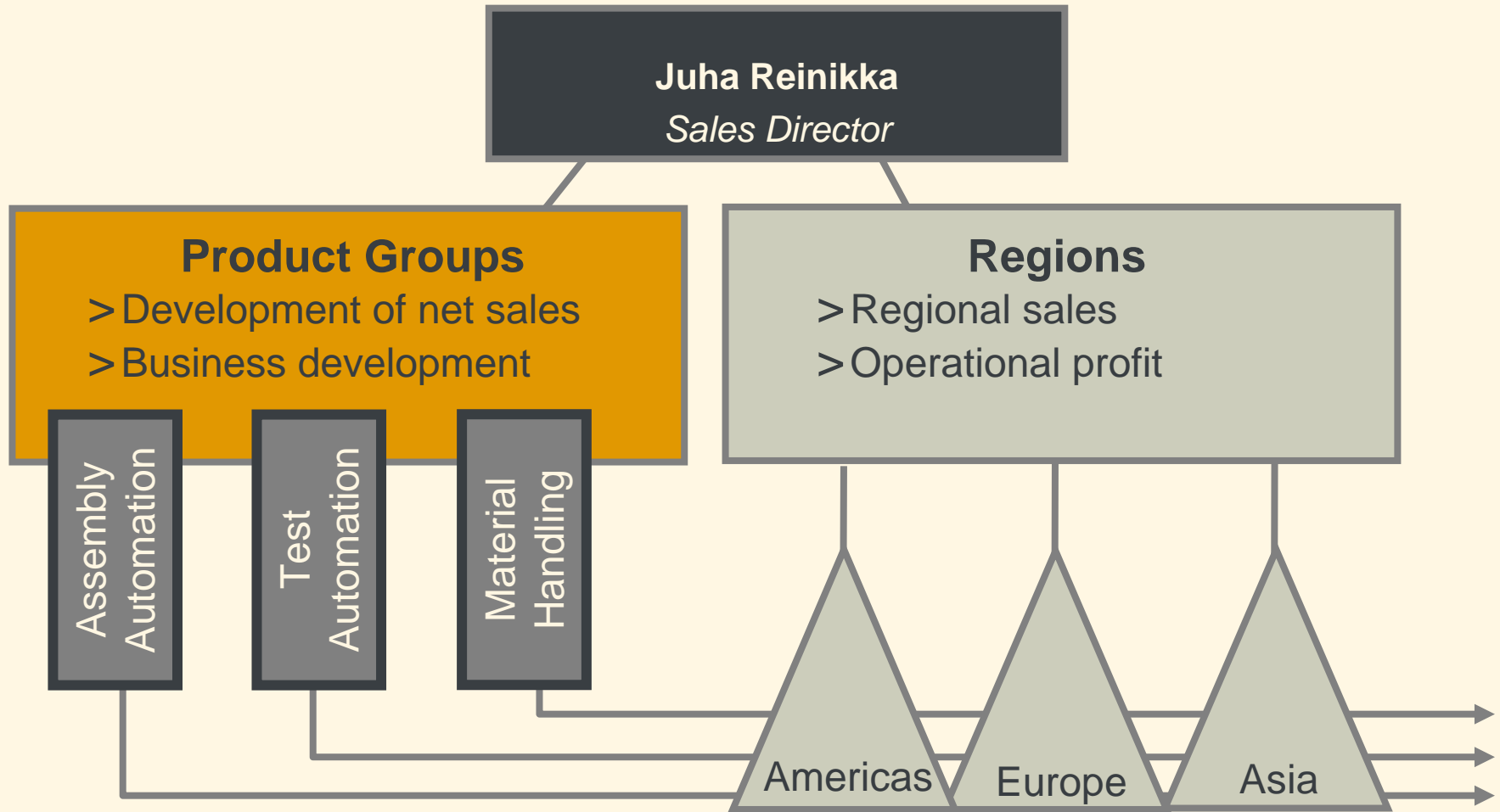
- » Rapid and cost efficient manufacturing
- » Standard parts
- » Effective customer specific tailoring



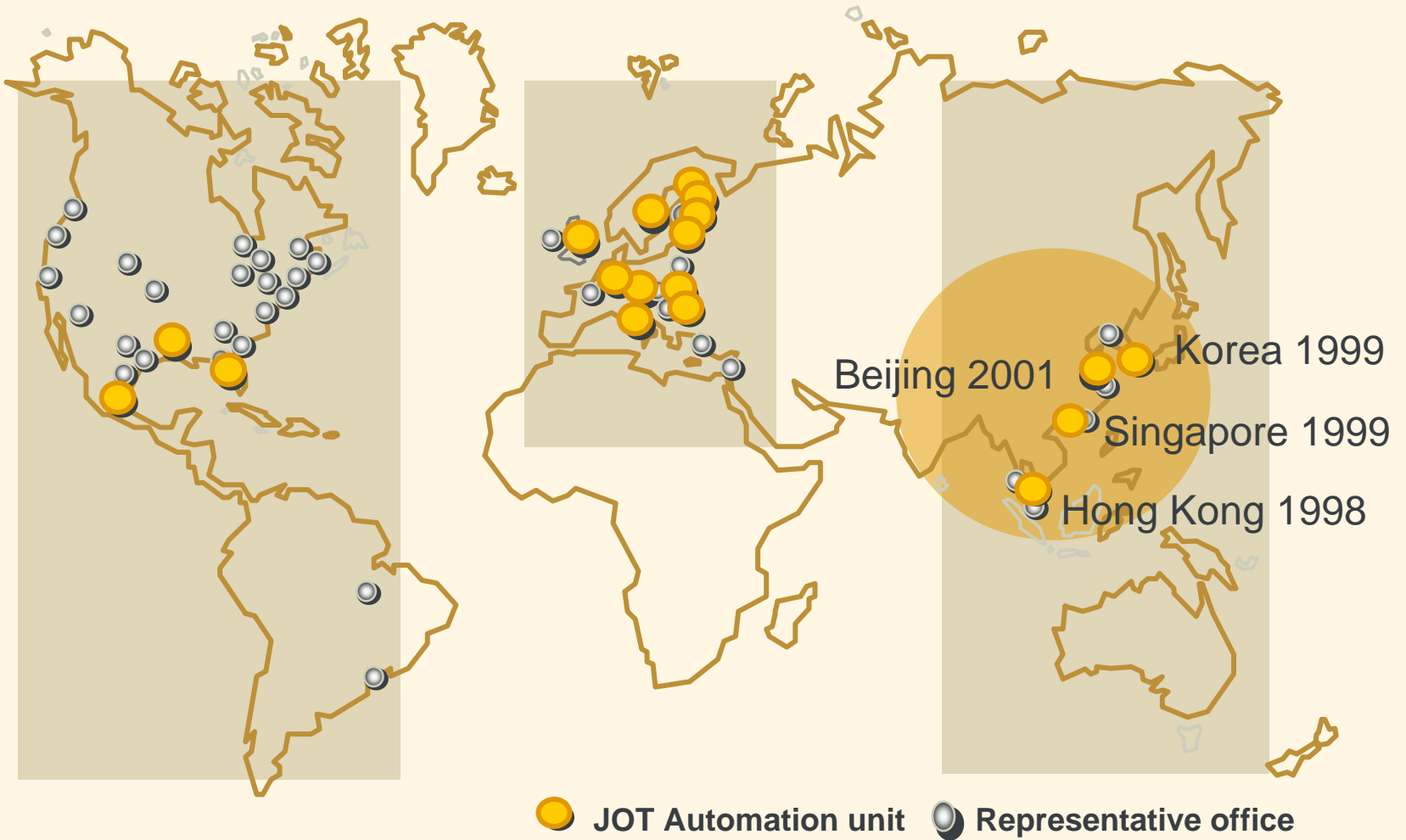
## Benefits for customers

- » Short delivery time
- » Reusability
- » Flexibility

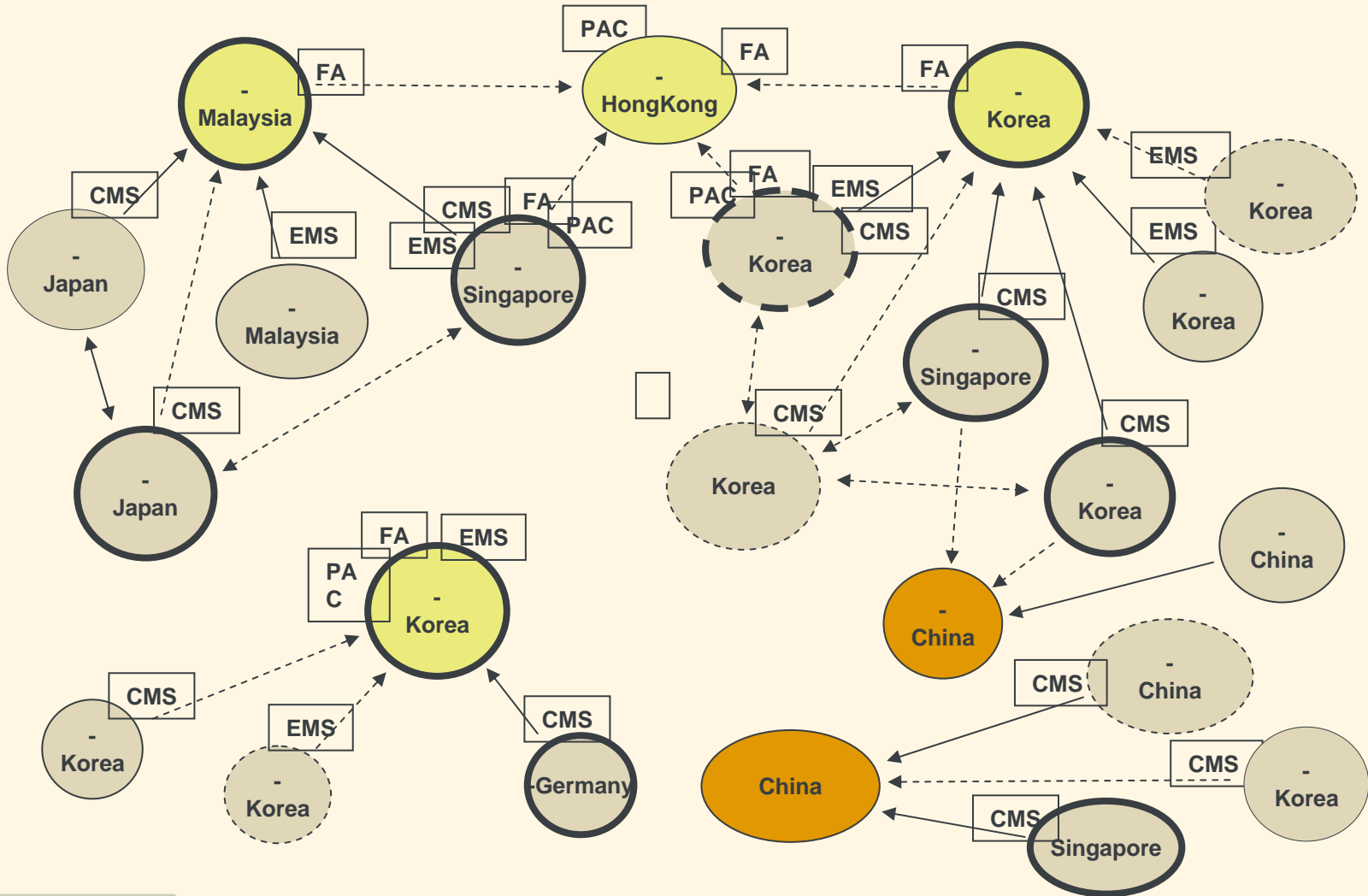
# Sales Function to be Re-organized



# Focus on Asia



# Global Networks



# Competition

## › Harder competition

- » *Price competition in equipment market*
- » *Asian Material Handling suppliers entered the equipment market*

## › Development of local competence

## › Hard times for smaller equipment suppliers

## › More efficient products and production

## › Consolidation takes over of automation providers

## › Strategic alliances

# JOT in customers' value chain

