

Raisio plc

AGM 21 March 2018

Pekka Kuusniemi
President and CEO
Raisio plc



Raisio Group



HEALTHY AND SUSTAINABLE FOOD



Listed on the Helsinki
STOCK EXCHANGE

Operations
in **11**
countries



400
employees

Net sales
2017 **307** M€

EBIT
2017 **38** M€

Continuing operations,
comparable EBIT

The Elovena logo, featuring the word "Elovena" in a white, elegant script font.

NATURALLY
healthy food

The Benecol logo, featuring the word "Benecol" in a white, sans-serif font with a heart-shaped leaf icon above the 'i'.

An INTERNATIONAL
success story

RAISIO agro

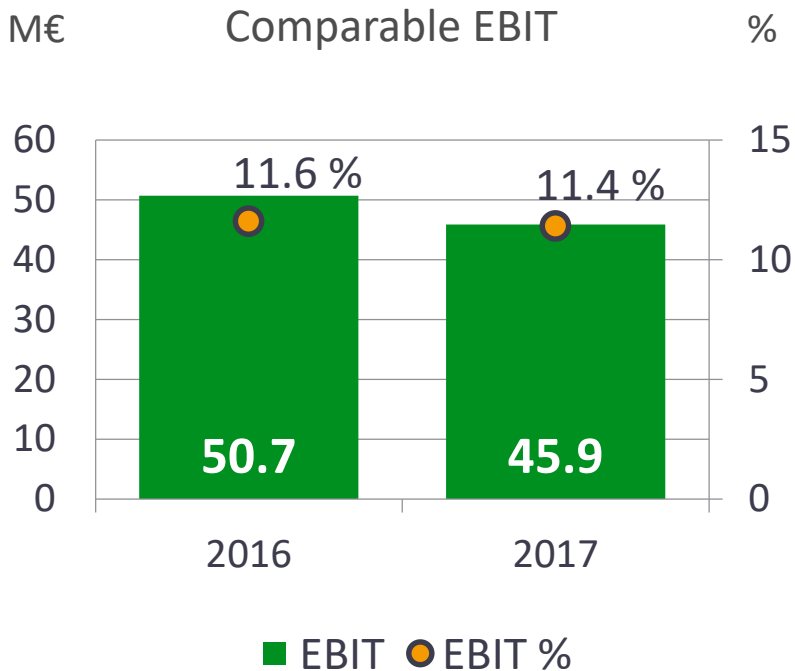
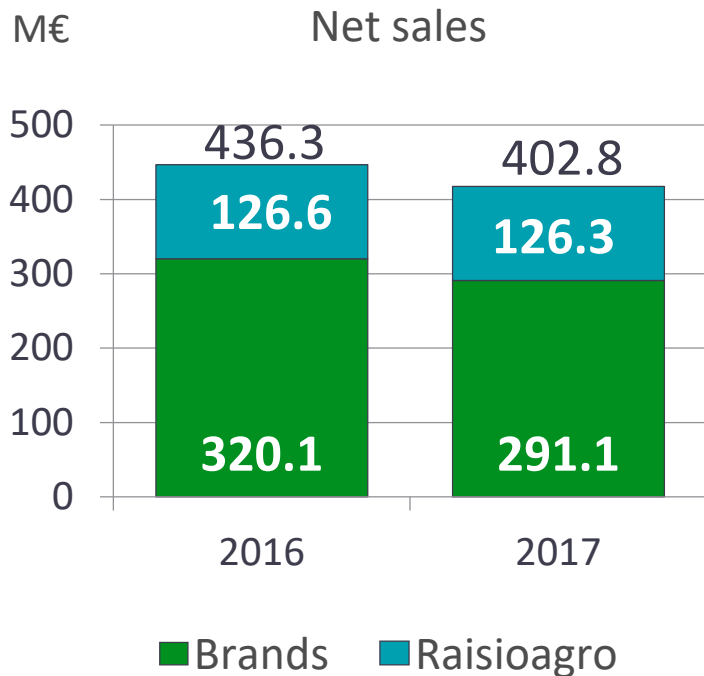
An INNOVATIVE
growth inspirer



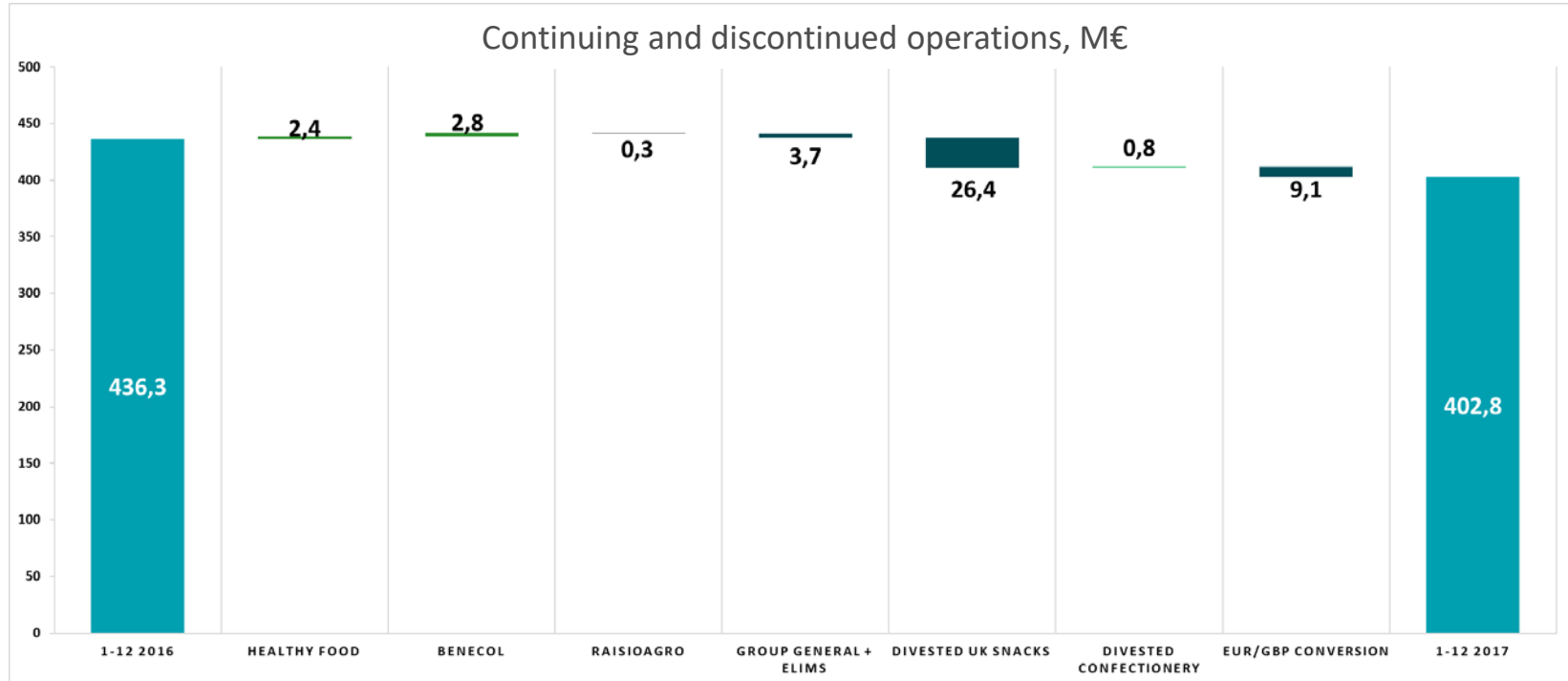
Raisio's key figures

Raisio Group net sales and EBIT

Continuing and discontinued operations



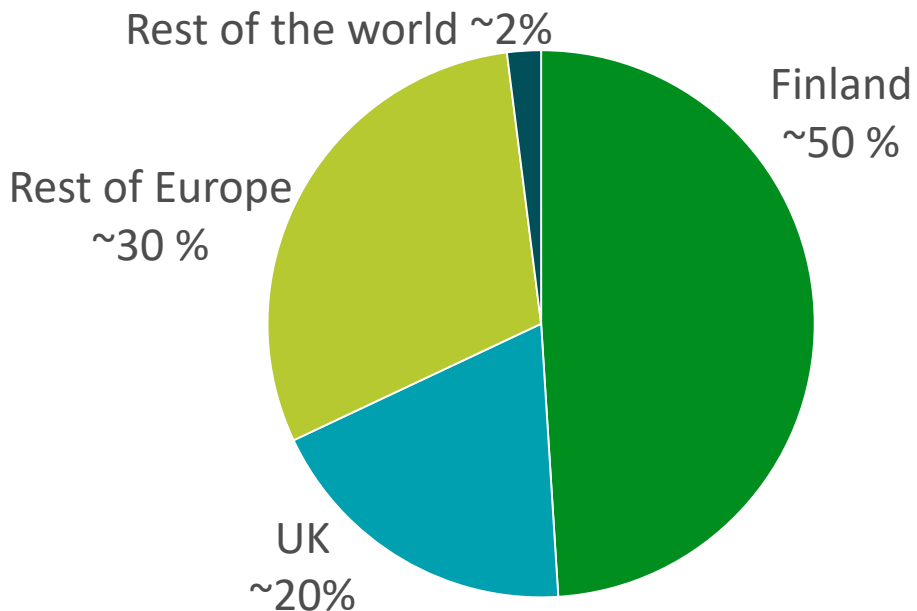
Development of Raisio's 2017 net sales by unit (EUR/GBP conversion impact separately)



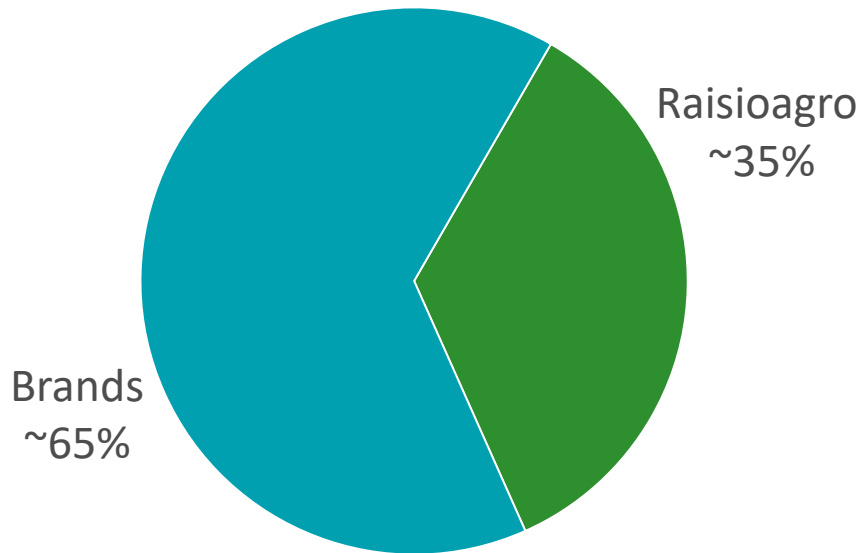
Breakdown of Group net sales

Continuing operations

By region



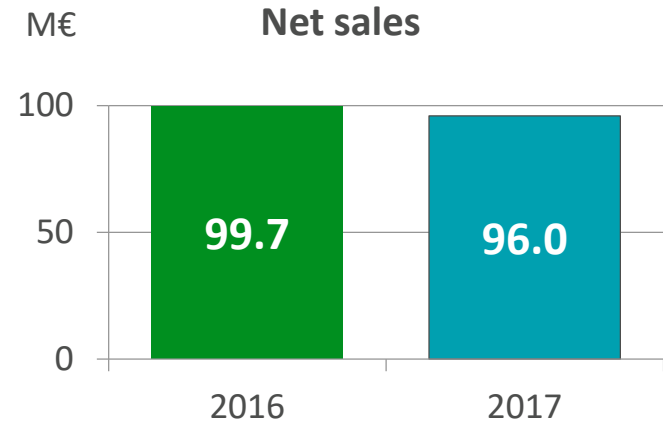
By divisions



Net sales 2017: 306.8 M€

Confectionery, discontinued operations

- On 22 December 2017, Raisio announced to sell its confectionery business to Valeo Foods Ltd
- Raisio's UK and Czech confectionery businesses were transferred to become part of Valeo Foods Group's operations on 29 December 2017
- The arrangement was carried out as a share transaction and its enterprise value was EUR 100 million
- The buyer paid an enterprise value of EUR 76.8 million to Raisio for the confectionery business shares
- For the divestment of its confectionery business, Raisio recorded divestment loss of EUR 38.4 million



Brands



Well-known brands, healthy products



Cholesterol-lowering
functional products



Snacks: drinks, ice creams, biscuits, bars and quarks



Flakes, overnight porridges,
cereals and mueslis



Gluten-free
products



Baking products



Pastas and
side dishes

WELL-BEING & FOOD

Diverse
product range

New yogurt drinks
with no added sugar



**SUGAR LEVELS
REDUCED
IN MANY
PRODUCTS**



**CLOSER
COOPERATION WITH
HEALTH CARE
PROFESSIONALS**

**STRONGER PRESENCE IN
CONSUMER'S EVERYDAY LIFE**

Benecol 2017



**1/2 OF ADULT
POPULATION WITH
ELEVATED CHOLESTEROL**



140 Benecol
products
in **30** countries

**Raisio's own markets
B-to-C accounting for
90%** of net sales

The UK is the largest market



sales growth
in Finland

**Licensing B-to-B
accounting for
10%** of net sales

Focus on the growing
Asian market

SALES
+10%

CONTINUED
SUCCESS FOR
ELOVENA
PRODUCTS

Elovena

Elovena is
Finland's **6th**
most valued brand

NEW HEALTHY SNACKS

- Elovena snack ice cream
- Elovena overnight porridge mix



NEW!



Healthy Food
2017

FLAKES FOR
450M
BOWLS OF
PORRIDGE

RAISIO RESPONDING TO THE INTERNATIONAL OAT BOOM

High demand in
Russia for premium
oat products
made in Finland

Arctic and natural oat
products interest in Poland



MOST SOLD OAT PRODUCTS IN FINLAND

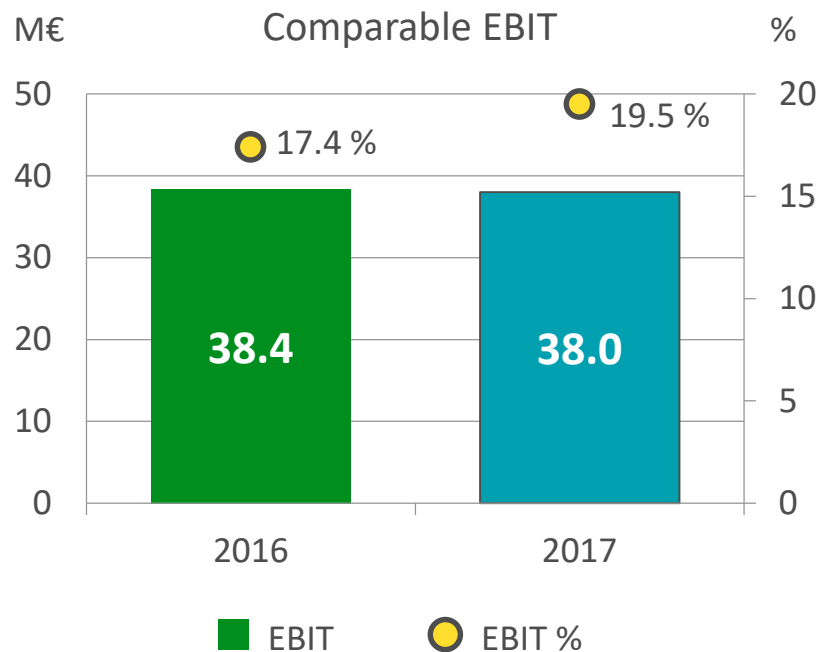
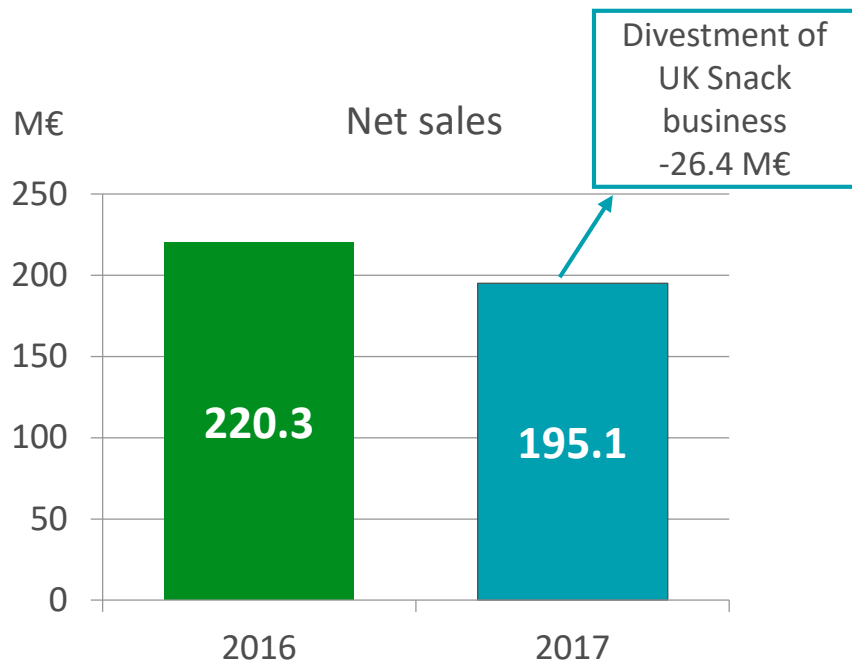
- Elovena instant porridges
– the Finns' enduring favourites
- Elovena Dark Chocolate
snack biscuit is one
of the best-selling
biscuits in Finland



CHILDREN'S FAVOURITE NALLE RENEWED



Brands Division's net sales and EBIT continuing operations



Raisioagro



Raisioagro 2017

RAISIO aqua

RECORD YEAR

- Exports accounting for over 60%
- Northwest Russia the largest market

EXPORTS
TO RUSSIA
+30%

INVESTMENT IN THE NEW FISH FEED LINE



QUALITY
AND
VOLUME

ENERGY
CONSUMPTION

BENELLA

Improved availability for responsibly produced healthy Benella fish

- Benella Rainbow Trout to the **PIRKKA PARHAAT** product range
- **BENELLA WHITE FISH** launched in the autumn 2017



The most productive cows in Finland are fed with **MAITURI AND BENEMILK FEEDS**

IoF | INTERNET
OF FARMING

220 dairy farms within the
**MILKING ROBOT
MONITORING**

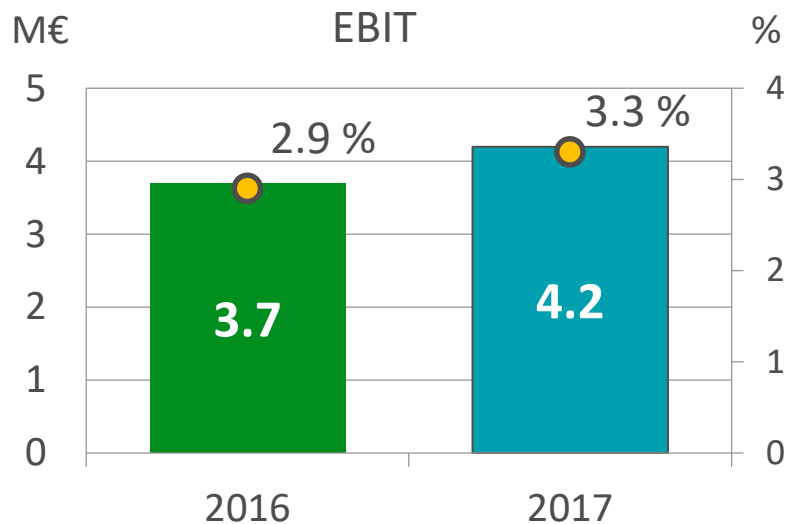
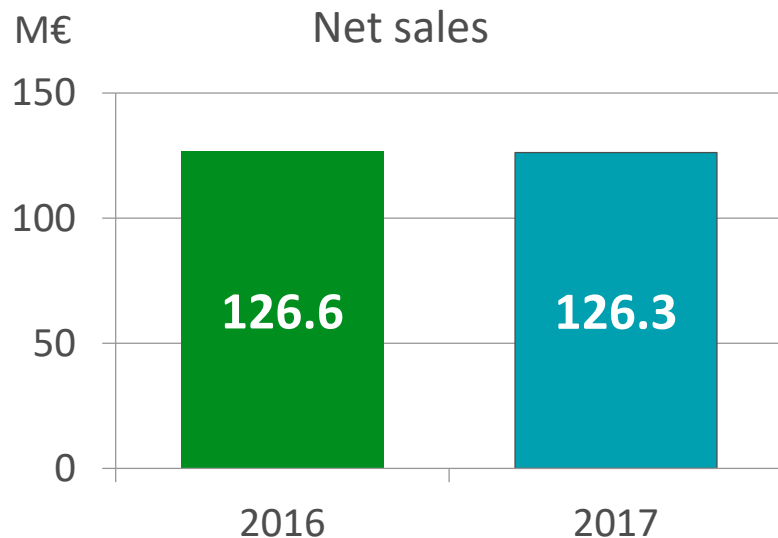
Sharp growth in **CATTLE
FEED EXPORT TO RUSSIA**

 **KESTÄVÄÄ
TUOTTAVUUTTA**

Healthier cows and more profitable dairy farms with Sustainable Productivity programme

FEED BUSINESS ACCOUNTS FOR
25% of Raisio's
grain use

Factories in Kouvola and Ylivieska



■ EBIT ● EBIT %



Responsibility and health
in Raisio's core

65%

of our foods are healthier
alternatives in their own categories



LESS SUGAR

in several Elovena
instant porridges

THE INNOVATION OF THE YEAR *

Elovena snack ice cream



* Golden Pepper
competition 2017

Healthier food 2017



supporting millions of
consumers with
CHOLESTEROL LOWERING

New Benecol yogurt drinks
WITHOUT ADDED SUGAR



**NEW, SUSTAINABLY
PRODUCED BENELLA
WHITE FISH LAUNCHED**

- Plenty of vitamin D
- EPA and DHA fatty acids

Sharp growth in the
availability and sales of
BENELLA RAINBOW TROUT



Sustainable food chain

2017

WE MAKE FOOD WITH RENEWABLE ENERGY

A new bioenergy plant completed in Raisio industrial area



An investment of 10 M€ in renewable energy

CO₂
EMISSIONS
-45%

WE PROMOTE RESPONSIBLE PROCUREMENT

- ✓ UTZ certified cocoa to Elovena and Nalle products
- ✓ Foods containing only responsible palm oil
- ✓ Only responsible soya
- ✓ Updated Supplier Code of Conduct introduced



IMPACT OF BALTIC BLEND FISH FEED ON THE BALTIC SEA NUTRIENTS IN 2017

Phosphorus
-79,000 kg



Nitrogen
-394,000 kg



**KESTÄVÄÄ
TUOTTAVUUTTA**

With the Sustainable Productivity programme, the dairy farm's

PROFITABILITY

**ENVIRONMENTAL
IMPACT**

Safety and well-being at work 2017

EMPLOYEE SURVEY CONDUCTED
IN AUTUMN 2017

EMPLOYEE
SATISFACTION
AT GOOD
LEVELS

GOOD
WORK
CLIMATE

SATISFACTION
WITH
SUPERIORS
ON THE RISE

Focus on the
superior work

Events

CONTINUOUS
DEVELOPMENT OF
WELL-BEING
AT WORK

Trainings



ONLINE TRAINING
ON RAISIO
CODE OF CONDUCT
FOR ALL RAISIO
EMPLOYEES

Raisio Code of Conduct

STRONGER WORK SAFETY CULTURE

- ✓ Work safety project harmonised the practices
- ✓ Focus on prevention
- ✓ Sharing of good practices encouraged

THE SHARE OF WOMEN

in Raisio's
Board of
Directors

33%

399 EMPLOYEES at Raisio
at the end of 2017

20% OUTSIDE FINLAND

Financial value generated by our
operations to our stakeholders
2017*

NET SALES EUR 306.8 million

BREAKDOWN OF ECONOMIC VALUE

**SUPPLIERS AND
PRODUCTION:**
purchases of raw
materials, energy
and services as well
as depreciations
**EUR
183 million**

PERSONNEL:
salaries and fees
**EUR
29 million**

SHAREHOLDERS:
dividends
**EUR
27 million**

INVESTMENTS
**EUR
10 million**

PUBLIC SECTOR:
income taxes
**EUR
13 million**

CREDITORS:
net financial
expenses
**EUR
1 million**

* Continuing operations

CEO's review 2018





Raisio's focus

- Confectionery business divested
- Sale of feed businesses considered as a strategic alternative
- M&A field monitored intensively



Brands and innovations

- Increasing investments in the brands
- Focus on R&D investments and resourcing



United Raisio

- New organisation structure published on 31 January 2018
- Target-setting to support the achievement of Raisio's goals

THANK YOU!

Glovena

