



# Interim Report January–September 2021

Raisio plc



Raisio plc's Interim Report, 3 November 2021 at 8:30 a.m. Finnish time

## Strong overall performance despite hot weather

### FINANCIAL DEVELOPMENT IN BRIEF

#### July–September 2021

- The Group's net sales totalled EUR 69.5 (65.1) million, which signified a growth of 6.8%.
- EBIT was EUR 8.2 (9.8) million, which accounted for 11.8 (15.0)% of net sales. EBIT decreased -16.0% in relation to the comparison period.
- The Healthy Food Segment's net sales totalled EUR 36.3 (32.5) million. EBIT was EUR 5.6 (5.1) million, accounting for 15.5 (15.6)% of net sales.
- The Healthy Ingredients Segment's net sales totalled EUR 41.3 (39.2) million. EBIT was EUR 2.9 (4.8) million, which accounted for 6.9 (12.2)% of net sales.
- The Group's cash flow from business operations after financial items and taxes totalled EUR 6.0 (8.9) million.
- The overall effect of currency conversions was EUR 0.7 (-0,7) million on net sales and EUR 0.1 (-0.1) million on EBIT.

#### January–September 2021

- The Group's net sales totalled EUR 186.1 (179.7) million, which signified a growth of 3.6%.
- Comparable EBIT was EUR 18.2 (23.3) million, accounting for 9.8 (13.0)% of net sales. Comparable EBIT decreased by -22.2% in relation to the comparison period.
- EBIT was EUR 20.2\* (23.3) million, which accounted for 10.9 (13.0)% of net sales.
- The Healthy Food Segment's net sales totalled EUR 105.4 (101.4) million. Comparable EBIT was EUR 14.5 (14.4) million, accounting for 13.8 (14.2)% of net sales. EBIT was EUR 14.4 (14.4) million, which accounted for 13.6 (14.2)% of net sales.
- The Healthy Ingredients Segment's net sales totalled EUR 102.5 (99.2) million. Comparable EBIT was EUR 5.8 (10.7) million, accounting for 5.7 (10.8)% of net sales. EBIT was EUR 8.0 (10.7) million, which accounted for 7.8 (10.8)% of net sales.
- The Group's cash flow from business operations after financial items and taxes totalled EUR 21.4 (18.8) million.
- The comparable return on investments (ROIC) was 8.5 (11.8)% and the return on investments (ROIC) was 9.4 (11.8)%.
- The overall effect of currency conversions was EUR -0.2 (-0,9) million on net sales, EUR 0.1 (-0.2) million on the comparable EBIT and EUR 0.1 (-0.2) million on EBIT.

\*EBIT includes EUR 2.8 million in other operating income for the sale of the receivable and EUR 0.7 million in expenses related to the corporate acquisition.

### OUTLOOK 2021

**Raisio's guidelines:** In 2021, Raisio estimates that net sales will increase (net sales in 2020: EUR 233.6 million). The front-loaded costs accrued as a result of our growth investments will put pressure on our profitability in 2021 in comparison to the situation in 2020.

**KEY FIGURES OF THE GROUP**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
Net sales	M€	<b>69.5</b>	65.1	<b>186.1</b>	179.7	233.6
Change in net sales	%	<b>6.8</b>	-6.0	<b>3.6</b>	-1.2	-1.2
Comparable EBITDA	M€	<b>10.7</b>	11.3	<b>24.0</b>	28.0	33.9
EBITDA	M€	<b>10.7</b>	11.3	<b>26.1</b>	28.0	35.1
Comparable EBIT	M€	<b>8.2</b>	9.8	<b>18.2</b>	23.3	27.7
Comparable EBIT of net sales	%	<b>11.8</b>	15.0	<b>9.8</b>	13.0	11.9
EBIT	M€	<b>8.2</b>	9.8	<b>20.2</b>	23.3	28.9
EBIT of net sales	%	<b>11.8</b>	15.0	<b>10.9</b>	13.0	12.4
Comparable earnings per share	€	<b>0.04</b>	0.05	<b>0.10</b>	0.11	0.14
Earnings per share	€	<b>0.04</b>	0.05	<b>0.11</b>	0.11	0.15

**CURRENCY CONVERSIONS IMPACTS ON NET SALES AND EBIT**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
Net sales	M€	<b>0.7</b>	-0.7	<b>-0.2</b>	-0.9	-2.5
Comparable EBIT	M€	<b>0.1</b>	-0.1	<b>0.1</b>	-0.2	-0.4
EBIT	M€	<b>0.1</b>	-0.1	<b>0.1</b>	-0.2	-0.4

**CEO PEKKA KUUSNIEMI:**

The preparations for the new strategy period have proceeded well. The management was reorganised at the start of August to correspond with the strategy's primary areas of focus, and a broader reorganisation involving codetermination negotiations was also initiated during the review period. The goal of the reorganisation process was to flatten the organisational structure and ensure appropriate resources for the demanding and interesting strategy period. In all our activities, we endeavour to ensure rapid decision-making and implementation on a broad scale throughout the organisation in a manner that is in keeping with our values.

During the third quarter, net sales grew 6.8% to achieve a total of EUR 69.5 (65.1) million. EBIT was EUR 8.2 (9.8) million during the third quarter and accounted for 11.8 (15.0)% of net sales. I am especially satisfied with the great development that has continued the whole year in the markets of the UK, Ireland and Poland. Month after month, an increasing number of consumers are finding Benecol products, inspired by our clear marketing communications and distribution channels. With regard to the acquisition of Verso Food in April, we have developed the activities and incorporated the synergies and, in a relatively short time period, managed to get the profitability of the business going in the right direction. Verso Food is now completely integrated into Raisio and its business activities are ready to help support growth during our upcoming strategy period.

In terms of weather, July was highly exceptional, which caused Raisioaqua's sales to take a negative turn after the initial success at the start of the season. Raisioaqua's sales are strongly seasonal dependent, so when the sales volumes dropped by half during this highly crucial sales month, it ended up weakening what was otherwise an excellent review period for the Group. In practice, the development in all other business areas was very encouraging.



Raisio has invested strongly in its capabilities to develop and produce plant-based products. The investments have totalled near EUR 70 million over the past three years. The investments of the third quarter were EUR 8.9 (10.1) million, or 12.8 (15.5) per cent of net sales. The current year's investments have so far totalled EUR 21.4 (23.0) million, or 11.5 (12.8) per cent of net sales.

The largest single investment, our entirely new and carbon-neutral facility producing plant-based products, was completed as planned, on schedule and within budget. During the third quarter, we launched the first carefully consumer-tested products from the new facility in the Finnish market. We brought as many as 13 new products under the Benecol and Elovena brands to the market at the same time. Their impact on the sales of the third quarter has not yet been significant, since the first deliveries to the chains took place towards the end of the period and more intensive marketing measures did not get underway until after the end of the period. We have good reason to expect our sales indexes to develop strongly within the growing categories for plant-based products.

Cost inflation has accelerated in nearly all fields and there has been a great deal of public discourse about the rising price of food. In Raisio's case, the increase in the price of grain, in particular, has been primarily the result of the unusually weak harvest season. The price of vital raw material and ingredient in producing plant stanol ester, the cholesterol-lowering ingredient in Benecol, has developed in a favourable direction for us and become less expensive opposite to the general price development of raw materials. The global supply of this raw material, plant sterol, has grown considerably faster than the demand.

The development of our resolutely built strategy has proceeded as planned. The personnel have truly embraced the importance of working together and are supported through a common programme that will enable us to utilise all our resources to realise this strategy. I wish to extend my warmest gratitude to the entire personnel for their good work during these exceptional times.

## **STRATEGY PERIOD 2022-2025**

On 10 June 2021, Raisio published its updated strategy and responsibility programme for the coming years. Raisio's most important goal for the new strategy period is to grow boosted by the new capabilities and new product categories made possible by investments realised in recent years. Raisio's three strategic areas of focus are Benecol® and plant stanol ester solutions, value added oat products and plant-based products.

The compound annual growth rate (CAGR) of the combined net sales from the three aforementioned focus areas is 7% during the strategy period, and the CAGR for the entire Raisio Group is 5%. The three areas of focus together provide for approximately two thirds of the total net sales of Raisio Group. In 2020, Raisio Group had net sales of EUR 234 million and the combined net sales for the areas of focus amounted to EUR 157 million.

Raisio aims to achieve a comparable EBIT of over 10 per cent of the Group's net sales in 2025. The commissioning and commercialisation stage of the new production facility and growth investments in Verso Food, acquired in spring 2021, put pressure on Raisio's profitability during the first years of the strategy period. The composition of and areas of responsibility assumed by Raisio Group's Executive Committee was reorganised to support the updated strategy published in early June. The goal of the change was to flatten the organisation and allocate responsibility more broadly. Raisio's values of courage, fairness and enthusiasm will continue to be even more visible in the company culture.

The Executive Committee's responsibilities were reorganised and it gained two new members. The changes entered into force on 4 August 2021. The changes do not affect the reportable segments.

## FINANCIAL REPORTING

Raisio Group's reportable operating segments are Healthy Food, Healthy Ingredients and Other Operations. The reported figures are comparable. The comparison figures in brackets refer to the corresponding period a year earlier unless otherwise stated. The Healthy Food Segment focuses on the consumer brands with Europe as its main market area. The Healthy Food Segment signifies a reporting segment, which consists of Northern Europe, Eastern and Central Europe and Western Europe. The Healthy Ingredients Segment includes the sale of fish feeds and the Benecol product ingredient as well as the sale of grain- and plant-based foods and their ingredients to industrial and catering companies. In addition, Operations, which includes production, procurement and the supply chain, are reported as part of the Healthy Ingredients Segment.

## OPERATING ENVIRONMENT AND COVID-19

The coronavirus pandemic has significantly affected Raisio's operational environment as COVID-19 and measures to prevent its spread closed down economies to a significant extent from the beginning of 2020. The outlook towards more normal circumstances began to take a more positive turn at the end of the third quarter of 2021, as the vaccination coverage continued to increase rapidly. The change in consumers' purchase and shopping behaviours towards digital channels has, at the same time, remained strong. The role of traditional trade is being forced to adapt as the volumes of new sales channels continue their strong growth.

Global megatrends support Raisio's growth strategy and its focus on responsibly produced healthy food. As the pandemic withdraws, more permanent changes in consumer behaviour may be seen. According to our estimates, value choices and consumption habits related to health will become even more prevalent. The ultimate duration and impacts of the pandemic continue, however, to be an uncertainty. In response to the pandemic, online sales have become a strong and permanent form of consumer trade. Our strategic choices to focus on fewer but stronger brands support our success at a time when purchase behaviours are changing. Raisio contributes to this development through good co-operation with the store chains.

## FINANCIAL DEVELOPMENT

### July–September

Raisio Group's net sales totalled EUR 69.5 (65.1) million. The Group's net sales increased clearly from the comparison period. Both the Healthy Food Segment and Healthy Ingredients Segment contributed to the growth. Sales in Finland and the UK, which are the key markets for our consumer brands, increased especially well in relation to the comparison period. Sales in the Eastern European markets also turned towards clear growth. The Verso Food business, which was acquired on 1 April 2021, supported the growth in the net sales of the whole Group. Within the Healthy Ingredients Segment, particularly the B2B sales of grain-based products developed at a significantly better rate than seen during the comparison period and is continuing to follow its strong growth trend. The B2B sales of grain-based products continued successfully to increase export trade as the sales structure was geared towards growth in the relative amount of value-added products. Raisioaqua's sales decreased significantly mainly due to a long period of hot weather that occurred during the start of the review period, causing a temporary freeze in demand. Despite the improvement in sales towards the end of the quarter, the long interruption in sales will likely assure that Raisioaqua will not manage to reach the overall sales level that it achieved last year.

Raisio Group's EBIT was EUR 8.2 (9.8) million, which accounted for 11.8 (15.0) per cent of net sales. In relation to the comparison period, profitability was burdened, as stated earlier, by costs from the start-up of production at our new production plant prior to the initiation of actual deliveries to shops. Profitability was also challenged

by the unprofitability of the Verso Food business, the decline in Raisioaqua's sales and profitability caused by difficult weather conditions and significantly larger investments in sales and marketing in relation to the comparison period. Profit development during the review period was overall as expected, excluding Raisioaqua, with the additional notable mention of the increase in the performance of Benecol business in Western Europe for the second consecutive quarter already, both in terms of sales and profitability. The increased sales in Northern and Eastern Europe also contributed to profitability.

The conversion impact on the Group's net sales was EUR 0.7 (-0.7) million. The share of the impact caused by the British pound was EUR 0.7 (0.0) million, by the Russian ruble EUR 0.0 (-0.5) million and by other currencies EUR 0.0 (-0.2) million.

The conversion impact on the Group's EBIT was EUR 0.1 (-0.1) million. The share of the impact caused by the British pound was EUR 0.1 (0.0) million, by the Russian ruble EUR 0.0 (-0.1) million and by other currencies EUR 0.0 (0.0) million. The conversion impact refers to the impact arising when the subsidiaries' net sales are converted into euro as part of the consolidated financial statements.

The depreciations and impairments totalled EUR 2.4 (1.5) million. The Group's net financial items were EUR 0.0 (0.8) million. The Group's pre-tax result was EUR 8.3 (10.6) million. The Group's post-tax result was EUR 6.6 (8.4) million. The Group's earnings per share were EUR 0.04 (0.05).

### January–September

Raisio Group's net sales totalled EUR 186.1 (179.7) million. The Group's net sales increased slightly from the comparison period in accordance with our expectations. The Healthy Food Segment's net sales totalled EUR 105.4 (101.4) million and Healthy Ingredients Segment's net sales were EUR 102.5 (99.2) million. The growth in net sales that started during the second quarter continued and a slight boost in growth was entered for the entire review period.

Raisio Group's comparable EBIT was EUR 18.2 (23.3) million, which accounted for 9.8 (13.0) per cent of net sales. EBIT was EUR 20.2 (23.3) million, which accounted for 10.9 (13.0)% of net sales. The sales and profitability development within the Healthy Food Segment fluctuated greatly within our different key markets. At the beginning of the year, our reportable market areas fell below that of the comparison period. During the third quarter, profitability in Northern and Eastern Europe turned towards growth and the growth that initiated in the second quarter in Western Europe continued.

In the Healthy Ingredients Segment, profitability was supported by increased sales of grain-based value-added products and an improved sales mix within B2B business. The success achieved by Raisioaqua at the start of the year turned to decline during the exceptionally long period of hot weather during the peak season. This had a heavy impact on profitability, which fell very significantly below the level of the comparison period. The new production facility built in Raisio's industrial area accrued costs from the start-up of production before any actual net sales have been made and Verso Food's business, which was acquired on 1 April 2021, is still unprofitable.

The conversion impact on the Group's net sales was EUR -0.2 (-0.9) million. The share of the impact caused by the British pound was EUR 0.9 (-0.1) million, by the Russian ruble EUR -0.7 (-0.7) million and by other currencies EUR -0.4 (-0.1) million.

The conversion impact on the Group's comparable EBIT and EBIT was EUR 0.1 (-0.2) million. The share of the impact caused by the British pound was EUR 0.2 (0.0) million, by the Russian ruble EUR -0.1 (-0.2) million and

by other currencies EUR 0.0 (0.0) million. The conversion impact refers to the impact arising when the subsidiaries' net sales are converted into euro as part of the consolidated financial statements.

The depreciations and impairments totalled EUR 5.8 (4.7) million. The Group's net financial items were EUR 0.9 (-0.6) million. The Group's pre-tax result was EUR 21.1 (22.7) million. The Group's post-tax result was EUR 16.8 (17.8) million. The Group's earnings per share were EUR 0.11 (0.11) and the comparable figure was EUR 0.10 (0.11).

## **BALANCE SHEET, CASH FLOW AND FINANCING**

At the end of September, Raisio Group's balance sheet totalled EUR 341.5 (31 December 2020: 314.6) million. Shareholders' equity was EUR 274.5 (31 December 2020: 269.5) million. Equity per share totalled EUR 1.73 (31 December 2020: 1.71) million. Changes in equity are described in detail in the Table section below.

The Group's cash flow from business operations after financial items and taxes totalled EUR 21.4 (18.8) million. The cash flow of the review period includes EUR 2.8 million in other operating income for the sale of the receivable. At the end of September, working capital amounted to EUR 38.9 (31 December 2020: 36.8) million.

At the end of September, the Group's interest-bearing debt was EUR 28.1 (31 December 2020: 10.2) million. For the review period, interest-bearing debts include an increase in lease liabilities of EUR 18.7 million. Of this increase, EUR 10.6 million derive from the process equipment required for the new production facility being built in Raisio's industrial area and EUR 6.3 million in lease liabilities for the production facility of Verso Food, which was acquired during the review period. Net interest-bearing debt was EUR -49.4 (31 December 2020: -83.0) million.

At the end of September, Raisio's financial assets recognised at fair value through profit or loss, as well as cash and cash equivalents totalled EUR 77.6 (31 December 2020: 93.2) million. Cash reserves are primarily invested in low-risk, liquid investment objects.

At the end of September, the Group's equity ratio totalled EUR 80.4 (31 December 2020: 85.7) per cent and net gearing was -18.0 (31 December 2020: -30.8) per cent. The return on investments (ROIC) was 9.4 (31 December 2020: 11.7) per cent and the comparable return on investments (ROIC) was 8.5 (31 December 2020: 11.1) per cent.

On 22 April 2021, Raisio plc paid EUR 20.6 (20.5) million in dividends for 2020. The dividends for 2020 were comprised of a base dividend of EUR 0.13 per share.

### Key figures for the balance sheet and financing

		30.9.2021	30.9.2020	31.12.2020
Cash flow from operations	M€	21.4	18.8	34.7
Equity ratio	%	80.4	85.7	85.7
Net gearing	%	-18.0	-27.2	-30.8
Net interest-bearing debt	M€	-49.4	-71.5	-83.0
Equity per share	€	1.73	1.67	1.71
Investments	M€	21.4	23.0	28.5
Return on investment (ROIC)	%	8.5	11.8	11.1
Return on investment (ROIC)	%	9.4	11.8	11.7

### INVESTMENTS

In July–September, Raisio's investments totalled EUR 8.9 (10.1) million, or 12.8 (15.5) per cent of net sales.

The January–September investments totalled EUR 21.4 (23.0) million, or 11.5 (12.8) per cent of net sales. The most significant share of the investments carried out during the reporting period was for the new, modern production facility being built in Raisio's industrial area. The investment was technically completed during the first quarter of 2021, and the project advanced, during the third quarter, from process testing to productive use as planned. The first consumer products to come out of the production facility were in shops in Finland at the end of third quarter.

In keeping with our strategy, we will continue with investments in value-added oat products and ingredients and plant-based products. During the second quarter, the decision was also made to renew the pasta line located in Raisio's industrial area. This requires a replacement investment of approximately EUR 3.5 million. The investment will be completed in summer 2022 and will facilitate a better collective use of different ingredients and new commercial product applications.

### PERSONNEL

At the end of September, Raisio Group employed 381 (359) people. In terms of personnel, the Healthy Food Segment had 135 (130), Healthy Ingredients Segment 200 (182) and other operations 46 (47) employees. 20 (18) per cent of the personnel were working in Raisio's foreign operations.

### RESEARCH AND DEVELOPMENT

Raisio's research and development expenses in January–September totalled EUR 2.7 (3.2) million, or 1.4 (1.8) per cent of net sales. Raisio's research and development expenses included an acquisition expense of EUR 0.2 (0.2) million for the new production facility being built in Raisio's industrial area.

In keeping with Raisio's strategic goals, our research and product development investments are focused on achieving even better capabilities and properties in select consumer brands, particularly as concerns gluten-free oats as raw material and the ongoing product and application developments of Benecol. The research and



development projects that were delayed by the isolation measures and restrictions on movement brought about by the coronavirus pandemic were reinitiated towards the end of the review period.

Gluten-free Elovena instant porridge options, Elovena Voimakaura 100% oat snack biscuits and Benecol soft cheeses were all launched at the beginning of the year. Future launches were presented in connection with the strategy update announced in June. At the end of the third quarter, the oat-based Elovena and Benecol OAT products produced at our new production facility reached consumers in Finland. The new production facility will continue to facilitate the launching of new products and categories in a significantly more flexible manner.

## **SEGMENT INFORMATION**

### **HEALTHY FOOD SEGMENT**

The Healthy Food Segment includes Raisio's consumer product businesses in the Western, Eastern, Central and Northern European markets.

#### **Financial development, July–September**

The Healthy Food Segment's net sales totalled EUR 36.3 (32.5) million. Net sales in all key markets increased significantly.

Altogether approximately 43 per cent of the Healthy Food Segment's net sales were generated in Northern Europe, where Raisio's well-known brands are Elovena, Benecol, Beanit, Härkis, Sunnuntai, Nalle and Torino. Around 43 per cent of net sales were generated from the sale of Benecol products in the Western European markets. Approximately 12 per cent of the net sales were generated in Eastern and Central Europe, where Benecol and Nordic are among Raisio's well-known brands.

The Healthy Food Segment's EBIT amounted to EUR 5.6 (5.1) million, which accounted for 15.5 (15.6) per cent of net sales. During the third quarter, marketing investments increased significantly in relation to the comparison period, but despite this fact, EBIT improved considerably. Relative profitability remained the same.

The currency conversion impact on the Healthy Food Segment's net sales was EUR 0.7 (-0.7) million and EUR 0.1 (-0.1) million on comparable EBIT and EBIT.

#### **Financial development, January–September**

The Healthy Food Segment's net sales totalled EUR 105.4 (101.4) million. Net sales exceeded the level of the comparison period, even though the sales of certain brands that benefit from the popularity of dining at home decreased from the highly exceptional comparison period. The top brands in the focus of Raisio's strategy, however, succeeded brilliantly in our key markets. Growth was seen in all the key markets. A turn was already seen earlier in the Northern and Western European markets, but the greatest positive turns in the Eastern European markets occurred during the third quarter.

The Healthy Food Segment's comparable EBIT amounted to EUR 14.5 (14.4) million, which accounted for 13.8 (14.2) per cent of net sales. EBIT was EUR 14.4 (14.4) million, which accounted for 13.6 (14.2) per cent of net sales. Profitability held at a good level during the reporting period despite the gradually increasing investments

in sales and marketing. In terms of currencies, the ruble had the greatest negative impact on net sales, but its impact on profitability was only slightly negative.

The currency conversion impact on the Healthy Food Segment's net sales was EUR -0.2 (-0.9) million and EUR 0.1 (-0.2) million on comparable EBIT and EBIT.

Raisio's strong brands have demonstrated their ability to remain a permanent and key part of consumers' daily lives within the different prevailing circumstances around them. The Healthy Food Segment has an outstanding foundation from which to advance the growth targets presented in our updated strategy for the coming quarters and years.

### Key figures for the Healthy Food Segment

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
Net sales	M€	<b>36.3</b>	32.5	<b>105.4</b>	101.4	135.3
Western Europe	M€	<b>15.4</b>	14.0	<b>46.5</b>	44.2	59.1
Northern Europe	M€	<b>15.7</b>	13.8	<b>44.2</b>	41.4	55.5
Eastern and Central Europe	M€	<b>5.2</b>	4.8	<b>14.7</b>	15.8	20.8
Comparable EBIT	M€	<b>5.6</b>	5.1	<b>14.5</b>	14.4	18.6
Comparable EBIT	%	<b>15.5</b>	15.6	<b>13.8</b>	14.2	13.7
EBIT	M€	<b>5.6</b>	5.1	<b>14.4</b>	14.4	18.6
EBIT	%	<b>15.5</b>	15.6	<b>13.6</b>	14.2	13.7
Net assets	M€	<b>87.8</b>	81.9	<b>87.8</b>	81.9	82.4

### Business reviews, July–September

#### Western Europe

Net sales for the Western European operations amounted to EUR 15.4 (14.0) million. EBIT improved significantly, both relatively and absolutely.

Net sales for the Benecol business in the UK grew significantly in relation to the comparison period. Benecol yogurt drinks saw the highest growth development. The sales and marketing costs grew significantly from the comparison period. The impact of the currency rates on net sales and EBIT was positive during the quarter in review. Overall profitability increased significantly and relative profitability remained at the same level as during the comparison period.

The lockdowns and restrictions in the UK were extensive earlier this year in comparison to Raisio's other key markets, but the restrictions were mainly lifted early on during the review quarter. Benecol's online sales have continued successfully, also during the third quarter. In the UK, already approximately one quarter of Benecol products were being purchased online. In terms of online business, the older age groups continue to be significantly faster than the younger age groups at increasing their share of online purchasing. The conditions also look as if they will be significantly brighter in the future, although the challenges of the supply chains in the UK and the general price increase for raw materials may continue to cause uncertainty.

In Ireland, net sales increased significantly in relation to the comparison period and the development of EBIT has also been positive. Marketing investments from the end of 2020 onwards have been successful and Benecol products have acquired new consumers within these markets. Raisio's marketing in Ireland has increased the size of the market for cholesterol-lowering products within the country. There has also been a visible increase in the number of consumers purchasing through online channels. This is reflected as strong growth in both net sales and the market share. In Belgium, net sales improved slightly over the level of the comparison period, but EBIT weakened from the comparison period to the same degree as marketing costs increased. As a result of marketing investments in Belgium, Raisio signed an agreement with a new chain and product listings on the markets during the third quarter.

### Northern Europe

Net sales for the Northern European operations amounted to EUR 15.7 (13.8) million. EBIT weakened relatively but improved absolutely from the level of the successful comparison period.

Raisio's brands succeeded excellently in the market. According to the Brand Value (Brändien arvostus) survey for 2021, published in August, Elovena had risen to the 9th position and Sunnuntai and Nalle had also raised their positions on the list. In the same survey, Beanit rose to be Finland's most valued brand in the plant-protein category. During the comparison period, Elovena snack products, flakes and Benecol yogurt drinks achieved the highest sales volumes. Sales of Elovena and Benecol products significantly exceeded those of the comparison period, but, for example, the Sunnuntai brand did not manage to reach the exceptionally high sales volume seen during the initial phase of the pandemic. Verso Food's consumer business is still currently focused on sales in Finland, where it had a positive impact on net sales, but will continue, also in the near future, to have a negative impact on profitability.

Over the past year, launched Elovena Gluten Free products grew ever strongly in popularity with consumers. Sales increased more than 10 per cent in relation to the comparison period. The sales of instant porridge, snack biscuits and flakes increased particularly well. Sales of Benecol products increased in Finland by more than 13 per cent, even though sales during the comparison period set the bar high. The renewed yogurt drinks continued their positive growth. The only Benecol category to see a drop in volumes in relation to the comparison period was spreads. This outcome is comparable to the decreasing volume of Sunnuntai products and it demonstrates well the conditions experienced during the comparison period, when consumers were increasingly opting to eat at home.

### Eastern and Central Europe

Net sales for the Eastern and Central European operations increased to EUR 5.2 (4.8) million. Profitability remained relatively at the level of the comparison period.

Euro-denominated net sales in Russia increased significantly. EBIT decreased clearly from the comparison period. The coronavirus situation continued to be difficult in Russia and, therefore, the consumer behaviour has still not managed to return to the level seen prior to the pandemic. Profitability was lowered by increased prices for transportation, packaging and raw materials. As a result of the ongoing change in the purchase behaviours of consumers, Raisio's online sales grew in customer channels in large cities, which was in line with the development and change of purchasing behaviour seen within other markets.

Euro-denominated net sales and EBIT in Ukraine increased significantly from the level of the comparison period. As Ukraine's coronavirus situation eased, the sales of Raisio's own products have also grown significantly. The distribution agreements that were updated early on in the current year and the resulting better shop coverage have facilitated a considerably better and more manageable entry into the market.

Net sales in Poland increased and EBIT improved clearly from the comparison period. Price increases were negotiated with customers and the distribution coverage to different shops also improved. The normalisation of conditions and consumer behaviour will, as we move forward, offer even better operational opportunities to boost sales figures that have already grown throughout the entire beginning of the year. The opening of larger shopping centres also supported Raisio's Benecol distribution in Poland. In Poland, as well as in many of Raisio's other markets, sales through the so-called discounter channel has increased, particularly during the pandemic. Raisio's current distribution to actors in these areas is still being built.

## **HEALTHY INGREDIENTS SEGMENT**

The Healthy Ingredients Segment includes the sale of fish feeds and the Benecol product ingredient, and the sale of grain- and plant-based products to industrial and catering companies.

### **Financial development, July–September**

The Healthy Ingredients Segment's net sales totalled EUR 41.3 (39.2) million. Net sales were particularly increased by the development of B2B sales of grain-based products, which was significantly better than during the comparison period. Raisio's sales to Finnish bakeries and to industrial and catering customers increased dramatically. The development of sales in oat products and gluten-free oat products continued to be strong. Oat-based B2B products, which are at the core of Raisio's strategy, have had especially rapid growth and the expansion of the customer base is proceeding as planned. Sales of fish feeds, however, have significantly declined because of the lack of demand in our key markets during a period of extreme hot weather.

The Healthy Ingredients Segment's EBIT was EUR 2.9 (4.8) million, which accounted for 6.9 (12.2) per cent of net sales. In relation to the comparison period, profitability was weighed down, in particular, by the fish feed business. The sudden lack of demand following the period of hot weather presented challenges also for production control, which had negative impacts on profitability. The price increase for raw materials caused a drop in profitability during the review period. Profitability was also weighed down by the unprofitability of the Verso Food business and lower volumes resulting from the sequencing of licensing sales of Benecol.

The development measures carried out with Verso Food during the third quarter proceeded as planned. The organisational and production-related changes in Verso Food during the integration phase were successfully completed during the review period.

### **Financial development, January–September**

The Healthy Ingredients Segment's net sales totalled EUR 102.5 (99.2) million. Net sales were significantly higher than during the comparison period as a result of domestic and foreign sales of grain products to bakeries and industrial and catering customers. Net sales dropped as a result of the reduced volumes of external grain trade and fish feed.

The Healthy Ingredients Segment's comparable EBIT amounted to EUR 5.8 (10.7) million, which accounted for 5.7 (10.8) per cent of net sales. EBIT was EUR 8.0 (10.7) million, which accounted for 7.8 (10.8) per cent of net sales. Comparable EBIT was burdened by costs related to the start-up of our growth investments, the amount of which corresponded to our expectations and the levels earlier communicated by us. EBIT declined as a result of the significant decrease in fish feed sales during the third quarter.



### Key figures for the Healthy Ingredients Segment

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
Net sales	M€	<b>41.3</b>	39.2	<b>102.5</b>	99.2	125.6
Comparable EBIT, M€	M€	<b>2.9</b>	4.8	<b>5.8</b>	10.7	12.6
Comparable EBIT, %	%	<b>6.9</b>	12.2	<b>5.7</b>	10.8	10.0
EBIT	M€	<b>2.9</b>	4.8	<b>8.0</b>	10.7	12.6
EBIT	%	<b>6.9</b>	12.2	<b>7.8</b>	10.8	10.0
Net assets	M€	<b>125.7</b>	94.5	<b>125.7</b>	94.5	91.9

### Business reviews, July–September

#### Fish feeds

The overall sales for the third quarter dropped significantly from the comparison period. The sales and demand for fish feed typically fall within the second and third quarter of the year. The historically record-high and long period of hot weather that started at the beginning of the third quarter of the review period placed a strain on the sales volumes of both key markets in Finland and especially in Russia. The rapid freeze in demand during the peak sales season also presented challenges for profitability. The fixed costs of production and simultaneous rise in the price of raw materials had a very negative impact on profitability. Demand and sales following the period of hot weather recovered at the end of the quarter to the level seen towards the end of the comparison period. Despite the improvement in sales levels, the long break in demand during the summer will make its mark on the overall annual profitability and the company will not manage to achieve the overall sales figures seen during the previous year.

During the third quarter, Raisioaqua advanced the production of value-added services for its customers. The new version of the popular Growth Sonar technology developed by Raisioaqua was launched at the start of the year. As a result of the development work, fish farmer customers will gain an even better overall picture of the feeding and farming process, thereby enabling them to improve and optimise their use of feeds. The new Growth Sonar technology has already been delivered and installed at the farms of tens of customers during this review period. The same applies to digital control systems intended to facilitate and improve customers' operations. These new technologies will also further improve customers' possibilities to monitor their inventory in real-time and to make orders based on stock and feeding amounts. Users of the new version have been satisfied with the functionality and ease of the equipment and clarity of the application.

#### BtoB sales of grain-based products

Raisio's sales to Finnish bakeries and to industrial and catering customers increased dramatically. Sales in oat products and gluten-free oat products developed particularly well. The sales mix continued its shift to products with a higher degree of processing and, at the same time, the export volumes increased strongly in relation to the comparison period. Success in our strategy-related growth areas had a positive impact on profitability.

Raisio continued its determined efforts to raise awareness of the company's oat products and oat expertise, particularly among international food industry operators. Growth in the demand for oat and its ingredients continued to be strong. In particular, the demand for gluten-free oats within the domestic and export markets has increased to an extremely significant degree. Raisio's export customers are both industrial end-users and distributors. The company continued to gain new export customers during the third quarter. The expansion of

the customer base will provide Raisio with more comprehensive recognition and a growing market position within this strategically important business area.

#### Benecol product ingredient sales to license partners

Raisio's plant stanol ester deliveries to license partners decreased from the comparison period, primarily as a result of sales sequencing. Profitability also remained at the level of the comparison period. The traditional licensing model will continue to be a way of offering Benecol products in the markets where Raisio does not operate itself. During the review period, Benecol products were launched for the first time in Singapore through a new Benecol partner. In the short term, however, the delivery volumes to the new customer have been quite moderate.

#### Grain procurement

Raisio's grain procurement primarily focuses on the acquisition of grain for the manufacturing of its own products. In accordance with our strategy, we are investing in the production and sales of value-added products. Actual external grain trade is part of Raisio's grain trade activities, but because of its low profitability, it is not included as one of the company's strategic areas of focus and its volumes are currently fairly modest.

The growth season was highly exceptional and weakened by the extreme conditions. The most challenging conditions were met in Southern and Southwest Finland. Finland's grain harvest fell clearly below that of recent years and was one of the weakest experienced during the 2000s. The quality of the grain, particularly wheat and rye, is good however. The quality of oat is weaker as a result of the conditions, but still at a satisfactory level. Grain prices have been strongly on the rise both worldwide and in Finland. The price level worldwide has been strengthened by production that is slightly below expectations, but also by the increased demand during the post-coronavirus era.

## **SHARES AND SHAREHOLDERS**

The number of Raisio plc's free shares traded on Nasdaq Helsinki Ltd in January-September totalled 22.5 (30.4) million. The value of trading was EUR 87.1 (98.3) million and the average price EUR 3.87 (3.23). The closing price on 30 September 2021 was EUR 3.40.

A total of 1.6 (1.3) million restricted shares were traded in January-September. The value of trading was EUR 6.0 (4.3) million and the average price EUR 3.86 (3.30). The closing price on 30 September 2021 was EUR 3.38.

On 30 September 2021, the company had a total of 35,185 (31 December 2020: 36,879) registered shareholders. Foreign ownership of the entire share capital was 18.6 (31 December 2020: 17.6) per cent.

Raisio plc's market capitalisation at the end of September amounted to EUR 560.9 (31 December 2020: 528.7) million and, excluding the company shares held by the company, EUR 538.1 (31 December 2020: 504.1) million.

During the review period, a total of 447,542 restricted shares were converted into free shares.

At the end of the review period, the number of issued free shares was 134,151,214 while the number of restricted shares was 30,997,816. The share capital entitled to 754,107,534 votes.

In the review period, a total of 4,591 free shares were assigned to the Chairman and members of the Board as part of the compensation for managing their duties, in line with the decision taken by the 2021 AGM.

At the end of the review period, Raisio plc held 6,485,854 free shares and 212,696 restricted shares. The number of free shares held by Raisio plc accounts for 4.8 per cent of all free shares and the votes they represent, while the corresponding figure for restricted shares is 0.7 per cent. In all, these shares represent 4.1 per cent of the entire share capital and 1.4 per cent of overall votes. Other Group companies hold no Raisio plc shares.

Raisio plc and its subsidiaries do not have any shares as collateral and did not have any in the review period.

Raisio plc's Research Foundation holds 150,510 restricted shares, which is 0.49 per cent of the restricted shares and the votes they represent and, correspondingly, 0.09 per cent of the entire share capital and 0.40 per cent of the votes it represents.

The Board of Directors has an authority to decide on the repurchase and/or on the acceptance as collateral of a maximum of 5,000,000 free shares and 1,250,000 restricted shares. Furthermore, the Board of Directors has the authority to decide on share issues by disposing of a maximum of 12,500,000 free shares and a maximum of 1,460,000 restricted shares held by the company as well as by issuing a maximum of 20,000,000 new free shares. The authorisations will be valid until the end of the following Annual General Meeting and until 30 April 2022 at the latest. The details on both are available in the Stock Exchange Release published on 13 April 2021.

## **DECISIONS MADE AT THE ANNUAL GENERAL MEETING**

Raisio plc's Annual General Meeting (AGM) approved the financial statements for the financial year 1 January - 31 December 2020 and granted the members of the Board of Directors and the Supervisory Board as well as the CEO discharge from liability.

As proposed by the Board of Directors, the AGM decided to pay a dividend of EUR 0.13 for each restricted and free share. The dividend was paid on 22 April 2021 to a shareholder who was entered in the shareholders' register on the record date 15 April 2021. No dividend, however, was paid on the shares that were held by the company at that time.

The number of members of the Board of Directors was confirmed to be five (in 2020: six), and Erkki Haavisto, Leena Niemistö, Ann-Christine Sundell, Pekka Tennilä and Arto Tiitinen were reappointed; all for the term commencing at the closing of the AGM. At its meeting held after the AGM, the Board of Directors elected Arto Tiitinen as its Chairman and Ann-Christine Sundell as its Vice Chairman.

A Stock Exchange Release concerning the decisions made by the Meeting was published on 13 April 2021, in addition to which the decisions were described in the Interim Report for January-March 2021.

## **CHANGES IN GROUP STRUCTURE**

### **Verso Food Oy acquisition 1 April 2021**

On 1 April 2021, Raisio Group announced it had acquired the entire share capital of Verso Food Oy from Kavli Holding AS and Kavli Oy. The debt-free total purchase price was EUR seven million and one million shares of the free shares held by Raisio plc. The share portion of the purchase was realised as a private placement.

## SHORT-TERM RISKS AND SOURCES OF UNCERTAINTY

The risks and sources of uncertainty presented in Raisio's 2020 Financial Statements and Financial Statements Bulletin are current and up to date. The restrictions resulting from the pandemic and possible extensive sick leaves across the production and delivery chains may still have an impact on the company's operational ability. Raisio has implemented widescale measures to reduce any possible risks and their impacts. The impacts of the COVID-19 pandemic have also been described in the section of this report entitled 'Operating environment and COVID-19'.

Under normal conditions, Raisio's most significant short-term business risks are related to general economic development and consumer demand. Extreme weather phenomena and changes in the availability, quality and price of the key raw materials, such as grains and sterols, are a major challenge for Raisio's operations. Changes in key currencies relevant for Raisio and currency conversions affect Raisio's net sales and EBIT both directly and indirectly. Their overall impact is explained in detail in the financial reports to provide a better and more comprehensive overall picture of the situation and related risks.

## EVENTS FOLLOWING THE REVIEW PERIOD

On 23 August 2021, Raisio issued its proposal for negotiations in accordance with the Act on Co-operation within Undertakings (334/2007). At that point, the assumption was that the negotiations might lead to the reduction of no more than 20 positions. The working groups holding the negotiations deliberated over the optimal way to organise the company in terms of its strategy. The result of the negotiations, which ended on 6 October 2021, was the reduction of 13 positions at Raisio Group's legal entities operating within Finland. The reduction of the positions was implemented through the restructuring of functions and duties, the ending of fixed-term employment relationships and terminations. A total of 7 employment relationships were terminated. During the final quarter, we will report on the items affecting comparability as caused by the terminations.

The negotiations also led to the decision to adjust the workforce at Raisioaqua to better correspond with the regular annual seasonal fluctuations. Additionally, the capacity of the esterification plant was adjusted to correspond to the working hours required by its intensified activities by laying off production personnel. The duration of the lay-offs will be from two to three months and they will be implemented at the end of this year and during next year.

In Raisio, Finland 03 November 2021  
Raisio plc  
Board of Directors

### Further information:

Pekka Kuusniemi, CEO, tel. +358 50 537 3883  
Mika Saarinen, CFO, tel. +358 40 072 6808

The information in this Interim Report is unaudited.

Raisio's Financial Statement release for 2021 will be published on 9 February 2022.



**TABLE SECTION**
**THE GROUP'S INCOME STATEMENT (M€)**

	1–9/2021	1–9/2020	1–12/2020	7–9/2021	7–9/2020
<b>Net sales</b>	<b>186.1</b>	179.7	233.6	<b>69.5</b>	65.1
Cost of sales	<b>-139.4</b>	-129.1	-168.8	<b>-52.6</b>	-47.7
<b>Gross profit</b>	<b>46.7</b>	50.6	64.8	<b>16.9</b>	17.3
Other operating income and expenses, net	<b>-26.4</b>	-27.2	-35.9	<b>-8.6</b>	-7.5
<b>EBIT</b>	<b>20.2</b>	23.3	28.9	<b>8.2</b>	9.8
Financial income	<b>2.5</b>	1.1	2.0	<b>0.2</b>	0.4
Financial expenses	<b>-1.6</b>	-1.8	-1.4	<b>-0.2</b>	0.4
<b>Result before taxes</b>	<b>21.1</b>	22.7	29.4	<b>8.3</b>	10.6
Income taxes	<b>-4.3</b>	-4.9	-6.0	<b>-1.7</b>	-2.2
<b>Result for the period</b>	<b>16.8</b>	17.8	23.4	<b>6.6</b>	8.4
<b>Attributable to</b>					
Equity holders of the parent company	<b>16.8</b>	17.8	23.4	<b>6.6</b>	8.4
<b>Earnings per share from the profit attributable to equity holders of the parent company (€)</b>					
Undiluted earnings per share	<b>0.11</b>	0.11	0.15	<b>0.04</b>	0.05
Diluted earnings per share	<b>0.11</b>	0.11	0.15	<b>0.04</b>	0.05

**THE GROUP'S COMPREHENSIVE INCOME STATEMENT (M€)**

	1–9/2021	1–9/2020	1–12/2020	7–9/2021	7–9/2020
<b>Result for the period</b>	<b>16.8</b>	17.8	23.4	<b>6.6</b>	8.4
Other comprehensive income items					
<b>Items that will not be reclassified to profit or loss</b>					
Change in fair value of equity investments	<b>0.5</b>	0.3	0.3	<b>0.0</b>	0.0
Tax impact	<b>-0.1</b>	-0.1	-0.1	<b>0.0</b>	0.0
Items that will not be reclassified to profit or loss, total	<b>0.4</b>	0.3	0.2	<b>0.0</b>	0.0
<b>Items that may be subsequently transferred to profit or loss</b>					
Change in value of cash flow hedging	<b>0.0</b>	1.0	0.2	<b>0.2</b>	-0.1
Change in translation differences related to foreign companies	<b>3.9</b>	-7.0	-5.8	<b>0.0</b>	-0.5
Tax impact	<b>0.0</b>	-0.2	0.0	<b>0.0</b>	0.0
Items that may be subsequently transferred to profit or loss, total	<b>3.9</b>	-6.2	-5.6	<b>0.2</b>	-0.6
<b>Comprehensive income for the period</b>	<b>21.0</b>	11.9	18.0	<b>6.8</b>	7.8
<b>Components of comprehensive income</b>					
Equity holders of the parent company	<b>21.0</b>	11.9	18.0	<b>6.8</b>	7.8

**THE GROUP'S BALANCE SHEET (M€)**

ASSETS	30.9.2021	30.9.2020	31.12.2020
Non-current assets			
Intangible assets	35.7	31.6	32.0
Goodwill	48.4	45.2	45.9
Tangible assets	101.8	69.3	73.1
Equity investments	2.9	2.8	2.8
Deferred tax assets	4.1	4.7	2.3
Total non-current assets	192.8	153.6	156.1
Current assets			
Inventories	36.1	38.4	37.1
Accounts receivables and other receivables	35.0	32.9	28.0
Financial assets at fair value through profit or loss	60.0	66.3	71.8
Cash and bank receivables	17.6	16.0	21.5
Total current assets	148.7	153.6	158.5
<b>Total assets</b>	<b>341.5</b>	<b>307.2</b>	<b>314.6</b>
SHAREHOLDER'S EQUITY AND LIABILITIES	30.9.2021	30.9.2020	31.12.2020
Equity attributable to equity holders of the parent company			
Share capital	27.8	27.8	27.8
Own shares	-17.8	-19.6	-19.6
Other equity attributable to equity holders of the parent company	264.5	255.0	261.4
Equity attributable to equity holders of the parent company	274.5	263.2	269.5
Non-controlling interests	-	-	-
Total shareholder's equity	274.5	263.2	269.5
Non-current liabilities			
Deferred tax liabilities	6.6	5.2	6.3
Non-current financial liabilities	25.9	9.5	9.6
Total non-current liabilities	32.5	14.7	15.9
Current liabilities			
Provisions	-	1.2	-
Accounts payable and other liabilities	32.0	27.4	28.2
Derivative contracts	0.2	0.1	0.3
Current financial liabilities	2.2	0.6	0.6
Total current liabilities	34.5	29.3	29.1
Total liabilities	67.0	44.0	45.0
<b>Total shareholder's equity and liabilities</b>	<b>341.5</b>	<b>307.2</b>	<b>314.6</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (M€)**

	Share capital	Share premium reserve	Re-serve fund	Invested unres- tricted equity fund	Other reserves	Company shares	Trans- lation differ- ences	Retained earnings	Equity at- tributable to equity holders of the parent company
<b>Shareholders' equity on 1 Jan 2021</b>	<b>27.8</b>	<b>2.9</b>	<b>88.6</b>	<b>8.0</b>	<b>-0.9</b>	<b>-19.6</b>	<b>-20.6</b>	<b>183.2</b>	<b>269.5</b>
<b>Comprehensive income for the period</b>									
Result for the period	-	-	-	-	-	-	-	16.8	16.8
Other comprehensive income items									
Change in fair value of equity investments	-	-	-	-	0.5	-	-	-	0.5
Change in value of cash flow hedging	-	-	-	-	0.0	-	-	-	0.0
Change in translation differences related to foreign companies	-	-	-	-	-	-	3.9	-	3.9
Tax impact	-	-	-	-	-0.1	-	-	-	-0.1
<b>Total comprehensive income for the period</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.3</b>	<b>0.0</b>	<b>3.9</b>	<b>16.8</b>	<b>21.0</b>
<b>Business activities involving shareholders</b>									
Dividends	-	-	-	-	-	-	-	-20.6	-20.6
Acquisition	-	-	-	2.1	-	1.8	-	-	3.9
Share-based payments	-	-	-	-	-	-	-	0.6	0.6
<b>Total business activities involving shareholders</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>2.1</b>	<b>0.0</b>	<b>1.8</b>	<b>0.0</b>	<b>-20.0</b>	<b>-16.1</b>
<b>Shareholders' equity on 30 September 2021</b>	<b>27.8</b>	<b>2.9</b>	<b>88.6</b>	<b>10.2</b>	<b>-0.5</b>	<b>-17.8</b>	<b>-16.6</b>	<b>180.0</b>	<b>274.5</b>

	Share capital	Share premium reserve	Re-serve fund	Invested unres- tricted equity fund	Other reserves	Company shares	Trans- lation differ- ences	Retained earnings	Equity at- tributable to equity holders of the parent company
<b>Shareholders' equity on 1 Jan 2020</b>	<b>27.8</b>	<b>2.9</b>	<b>88.6</b>	<b>8.0</b>	<b>-1.3</b>	<b>-19.8</b>	<b>-14.8</b>	<b>179.7</b>	<b>271.3</b>
<b>Comprehensive income for the period</b>									
Result for the period	-	-	-	-	-	-	-	17.8	17.8
Other comprehensive income items									
Change in fair value of equity investments	-	-	-	-	0.3	-	-	-	0.3
Change in value of cash flow hedging	-	-	-	-	1.0	-	-	-	1.0
Change in translation differences related to foreign companies	-	-	-	-	-	-	-7.0	-	-7.0
Tax impact	-	-	-	-	-0.3	-	-	-	-0.3
<b>Total comprehensive income for the period</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.0</b>	<b>0.0</b>	<b>-7.0</b>	<b>17.8</b>	<b>11.9</b>
<b>Business activities involving shareholders</b>									
Dividends	-	-	-	-	-	-	-	-20.5	-20.5
Share-based payments	-	-	-	-	-	0.1	-	0.2	0.3
<b>Total business activities involving shareholders</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>-20.3</b>	<b>-20.1</b>
<b>Shareholders' equity on 30 September 2020</b>	<b>27.8</b>	<b>2.9</b>	<b>88.6</b>	<b>8.0</b>	<b>-0.2</b>	<b>-19.6</b>	<b>-21.7</b>	<b>177.3</b>	<b>263.0</b>



	Share capital	Share premium reserve	Reserve fund	Invested unrestricted equity fund	Other reserves	Company shares	Translation differences	Retained earnings	Equity attributable to equity holders of the parent company
<b>Shareholders' equity on 1 Jan 2020</b>	27.8	2.9	88.6	8.0	-1.3	-19.8	-14.8	179.7	271.3
<b>Comprehensive income for the period</b>									
Result for the period	-	-	-	-	-	-	-	23.4	23.4
Other comprehensive income items									
Change in fair value of equity investments	-	-	-	-	0.3	-	-	-	0.3
Change in value of cash flow hedging	-	-	-	-	0.2	-	-	-	0.2
Change in translation differences related to foreign companies	-	-	-	-	-	-	-5.8	-	-5.8
Tax impact	-	-	-	-	-0.1	-	-	-	-0.1
<b>Total comprehensive income for the period</b>	0.0	0.0	0.0	0.0	0.4	0.0	-5.8	23.4	18.0
<b>Business activities involving shareholders</b>									
Dividends	-	-	-	-	-	-	-	-20.5	-20.5
Unclaimed dividends	-	-	-	-	-	-	-	0.1	0.1
Transfer from other funds to retained earnings	-	-	-	-	-	-	-	-	0.0
Share-based payments	-	-	-	-	-	0.2	-	0.5	0.6
<b>Total business activities involving shareholders</b>	0.0	0.0	0.0	0.0	0.0	0.2	0.0	-19.9	-19.7
<b>Shareholders' equity on 31 December 2020</b>	27.8	2.9	88.6	8.0	-0.9	-19.6	-20.6	183.2	269.5

**CONSOLIDATED CASH FLOW STATEMENT (M€)**

	1–9/2021	1–9/2020	1–12/2020	7–9/2021	7–9/2020
<b>CASH FLOW FROM BUSINESS OPERATIONS</b>					
Result before taxes	21.1	22.7	29.4	8.3	10.6
Adjustments:					
Planned depreciations	5.8	4.7	6.2	2.4	1.5
Financial income and expenses	-0.9	0.6	-0.5	0.0	-0.8
Other adjustments	0.5	0.5	-0.6	0.1	0.2
Total adjustments	5.5	5.8	5.1	2.5	0.9
Cash flow before change in working capital	26.6	28.5	34.5	10.8	11.5
Change in working capital					
Increase (-) / decrease (+) in current receivables	-6.0	-3.8	2.1	-3.1	-2.6
Increase (-) / decrease (+) in inventories	1.8	-1.1	0.1	3.7	5.8
Increase (+) / decrease (-) in current interest-free liabilities	0.4	0.2	1.6	-4.8	-5.1
Total change in working capital	-3.8	-4.7	3.8	-4.2	-1.8
Cash flow from business operations before financial items and taxes	22.8	23.7	38.3	6.6	9.7
Interest paid and payments for other financial expenses from business operations	-0.4	-0.4	-0.6	-0.1	0.3
Dividends received from business operations	0.1	0.2	0.2	0.0	0.0
Interest received and other financial income from business operations	0.2	0.4	0.5	-0.1	0.1
Other financial items, net	0.5	0.1	0.3	0.1	0.0
Income taxes paid	-1.8	-5.3	-4.0	-0.5	-1.1
Cash flow from business operations after financial items and taxes	21.4	18.8	34.7	6.0	8.9
<b>CASH FLOW FROM INVESTMENTS</b>					
Investment in tangible assets	-8.7	-13.8	-18.9	-2.5	-4.1
Investment in intangible assets	-0.9	-0.8	-1.1	-0.2	-0.4
Income from intangible and tangible commodities	0.4	0.5	0.7	0.0	0.0
Acquired businesses	-7.0	-	-	0.0	-
Net cash flow from investments	-16.3	-14.1	-19.4	-2.7	-4.5
Cash flow after investments	5.1	4.7	15.3	3.3	4.3
<b>CASH FLOW FROM FINANCIAL OPERATIONS</b>					
Other financial items, net	1.4	-0.4	-0.3	0.1	-0.4
Payments associated with the reduction in lease liability	-1.1	-0.6	-0.8	-0.6	-0.2
Repayment of non-current loans	-0.1	-	-	-0.1	-
Dividends and other profit distribution paid to shareholders of the parent company	-20.5	-20.4	-20.4	0.0	0.0
Net cash flow from financial operations	-20.2	-21.5	-21.6	-0.6	-0.7
<b>CHANGE IN LIQUID FUNDS</b>	-15.1	-16.8	-6.2	2.7	3.7
Liquid funds at the beginning of the period	93.2	99.8	99.8		
Impact of changes in exchange rates	0.3	-0.9	-0.8		
Impact of changes in market value of the liquid funds	-0.8	-0.5	0.4		
Liquid funds at the end of the period	77.6	81.6	93.2		

The cash flow of the review period (Jan – Sep 2021) includes EUR 2.8 million in other operating income for the sale of the receivable.

## NOTES TO THE INTERIM REPORT

### Raisio Group

Raisio plc is a Finnish public limited company. Raisio plc and its subsidiaries form the Raisio Group. The Group is domiciled in Raisio, Finland, and its registered address is Raisonkaari 55, FI-21200 Raisio. The company's shares are listed on NASDAQ OMX Helsinki Ltd.

### Accounting principles and presentation of figures

Raisio plc's Interim Financial Report for January–September 2021 has been prepared in accordance with IAS 34, Interim Financial Reporting regulations. In the preparation of the Interim Financial Report, Raisio plc has followed the same accounting principles as in the 2020 Financial Statements with the exception of the standard amendments and interpretations concerning Raisio plc that came into effect in 2021.

The standard amendments and interpretations that entered into effect on 1 January 2021 have had no material impact on EBIT of the Interim Financial Report, financial position or the presentation of the Interim Financial Report.

The Interim Financial Report is shown in EUR millions.

### Management's judgement

The preparation of the financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses. Although these estimates are based on the management's best knowledge of current events, actual results may differ from the estimates.

Compared to the 2020 Financial Statements, there have been no significant changes in the accounting principles or uncertainties included in the estimates requiring management's judgement. We have reported separately on the impacts of the COVID-19 pandemic. For Raisio Group, the most significant estimates in which management has used discretion relate to the possible impairment of assets of goodwill and intangible assets with indefinite financially useful lives as well as unfinished intangible assets, and to the fair value determination of the assets acquired in the business combination, to the amount of deferred tax asset and to what extent the tax asset can be recognised in the balance sheet, to the determination of depreciation periods, to the assessment of accounts receivable and inventories, and to the classification of lease periods and assets as held for sale or to be discontinued.

### Impacts of COVID-19 on Raisio's financial reporting

Raisio's operating environment changed considerably as the coronavirus epidemic (COVID-19) and measures to prevent its spread closed down the economy to a significant extent from the beginning of 2020. The outlook towards more normal circumstances began to take a more positive turn at the end of the third quarter of 2021. Raisio Group has assessed the impacts of the COVID-19 epidemic on the company's market environment, employees and business operations. The limitations resulting from the coronavirus epidemic and possible extensive sick leaves across the production and delivery chains may have an impact on the company's operational ability. Within this current operational environment, Raisio Group endeavours to prepare for the identified and likely impacts of the crisis as thoroughly as possible. The company's Board and management monitor the development of the coronavirus situation and update their assessment of the impacts as the situation proceeds.

### Alternative key figures and items affecting comparability

The Group presents alternative key figures to describe the financial performance and position of its businesses as well as cash flows to improve the comparability between different periods and to increase understanding of the formation of the company's earnings and its financial position.

The alternative figure is derived from the IFRS financial statements. It is possible to present items affecting comparability and to calculate alternative key figures without items affecting comparability in the Board of Directors' report, Financial Statements Bulletin, Half-Year Reports and Interim Reports.

Items affecting comparability are income or expenses arising as a result of one or rare events. Significant expenses of outside experts related to business acquisitions and business expansion, expenses related to business reorganisation and expenses related to the impairment of assets and their possible repayment are presented as items affecting comparability.

Items affecting comparability are recorded in the income statement according to the matching principle under the income or expense category. The management uses these key figures to monitor and analyse business development, profitability and financial position.

Raisio Group enters the EUR 2.8 million for the sale of the receivable in other operating income and EUR 0.7 million in expenses related to the acquired businesses as an item affecting comparability.

### SEGMENT INFORMATION

Raisio Group's reportable operating segments are Healthy Food, Healthy Ingredients and Other Operations.

The financial figures are comparable.

### Revenue by segment (M€)

	1–9/2021	1–9/2020	1–12/2020
Healthy Food			
Western Europe	46.5	44.2	59.1
Northern Europe	44.2	41.4	55.5
Eastern and Central and Europe	14.7	15.8	20.8
Total Healthy Food	105.4	101.4	135.3
Healthy Ingredients	102.5	99.2	125.6
Other operations	1.1	1.0	1.5
Interdivisional net sales	-22.8	-21.9	-28.9
Total net sales	186.1	179.7	233.6

**EBIT by segment (M€)**

	1–9/2021	1–9/2020	1–12/2020
Healthy Food	14.4	14.4	18.6
Healthy Ingredients	8.0	10.7	12.6
Other operations	-2.2	-1.7	-2.3
Interdivisional	0.0	0.0	0.0
<b>Total EBIT</b>	<b>20.2</b>	23.3	28.9

The Healthy Ingredients Segment's EBIT includes EUR 2.8 million in other operating income for the sale of the receivable and EUR 0.6 million in costs related to the acquired businesses. The Healthy Food Segment's EBIT includes EUR 0.1 million reorganization costs related to the acquired businesses. These items have been handled as items affecting comparability.

**Net assets by segment (M€)**

	1–9/2021	1–9/2020	1–12/2020
Healthy Food	87.8	81.9	82.4
Healthy Ingredients	125.7	94.5	91.9
Other operations and unallocated items	61.0	86.8	95.3
<b>Total net assets</b>	<b>274.5</b>	263.2	269.5

**Investment by segment (M€)**

	1–9/2021	1–9/2020	1–12/2020
Healthy Food	0.9	0.5	0.6
Healthy Ingredients	19.4	21.2	26.2
Other operations	1.1	1.3	1.7
<b>Total investments</b>	<b>21.4</b>	23.0	28.5

**SALES REVENUE**
**Revenue by country (M€)**

	1–9/2021	1–9/2020	1–12/2020
Finland	71.9	67.3	89.5
Great Britain	39.5	38.0	50.6
Other	74.7	74.4	93.5
<b>Total net sales</b>	<b>186.1</b>	179.7	233.6

**Net sales by group (M€)**

	1–9/2021	1–9/2020	1–12/2020
Sales of goods	<b>184.9</b>	178.5	231.8
Sales of services	<b>0.8</b>	0.8	1.1
Royalties	<b>0.4</b>	0.4	0.7
Total net sales	<b>186.1</b>	179.7	233.6

**ACQUIRED BUSINESSES, DISCONTINUED OPERATIONS AND ASSETS HELD FOR SALE**
**Acquired businesses**

On 1 April 2021, Raisio Group acquired the entire share capital and control of Verso Food Oy. Verso Food develops, processes and markets plant-based foods made from Finnish fava beans. The company operates primarily under the Beanit brand name and its sub-brand Härkis trademark. The company's products include, for example, Beanit chunks and Beanit mince. At Verso Food's near 4,000 m<sup>2</sup> production facility in Kauhava, Finland, the company processes protein- and fibre-rich raw materials before manufacturing and packaging them as plant-based foods. The company's customers include retail markets and industrial kitchens in Sweden and Finland.

The acquisition cost calculation is based on Verso Food's preliminary interim accounts on 31 March 2021, which was drawn up in accordance with IFRS Standards and the accounting principles of Raisio Group. As the determination of the asset items and liabilities at market value for the object of acquisition was incomplete on the reporting date, the initial accounting treatment for the consolidation of the businesses was tentatively set for 30 September 2021. For this reason, the net assets and the goodwill and brand value for the presented acquisitions are preliminary and may be adjusted once the determination of market value has been completed.

The EUR 1.8 million in preliminary brand value and EUR 0.5 million in goodwill for the acquisition is based on Raisio Group's strengthening position within the plant protein market. The acquisition of Verso Food fits well with Raisio Group's strategy, in which one key goal is growth derived from plant-based value added products. With Verso Food's help, Raisio Group became the market leader in the strongly emerging plant protein market in Finland.

No aspect of the entered goodwill and brand value are considered to be tax deductible.

The following table presents a summary of the remuneration paid for Verso Food Oy as well as the recognised assets and liabilities at the time of acquisition.



	EUR million
Consideration paid for shares on April 1, 2021	3.9
The assets and liabilities arising from the acquisitions are as follows	
Intangible assets	0.5
Tangible assets	6.9
Deferred tax assets	1.2
Inventories	0.6
Accounts receivables and other receivables	1.3
Cash and bank receivables	0.1
Non-current financial liabilities	-0.3
Accounts receivables and other receivables	-1.2
Current liabilities, cash pool	-7.0
Current financial liabilities	-0.1
Total identifiable net assets	1.9
Group assets	2.0
Group assets allocation	
Intangible assets, trade marks	1.8
Goodwill	0.5
Deferred tax liabilities	-0.3

A total of EUR 0.6 million in acquisition-related costs are included in the income statement concerning administrative expenses. The acquisition-related costs are presented as items affecting comparability.

The overall enterprise value for the acquisition-related arrangement was EUR 7 million and one million of the free shares held by Raisio plc. The share portion of the purchase was realised as a private placement.

	EUR million
Consideration paid for shares, settled in cash	3.9
Consideration paid for current liabilities, cash pool	
Settled in cash	3.1
Settled in own shares (1 million pieces)	3.9
<b>Total</b>	<b>10.9</b>

Verso Food Oy was merged with the figures of Raisio Group as of 1 April 2021. The net sales for the acquired business, including the income statement for the per period 1 April to 30 September 2021, showed a profit of EUR 3.8 million and loss of EUR 1.4 million.

If Verso Food Ltd had been consolidated into Raisio Group from the beginning of 2021, its effect on the Group's revenue would have been EUR 5.9 million and operating profit EUR -2.3 million.

#### **Discontinued operations and assets held for sale**

In the period of 1 January – 30 September 2021 and in 2020, there were no discontinued operations and assets for sale.

**TANGIBLE RIGHT-OF-USE ASSETS (M€)**

	30.9.2021	30.9.2020	31.12.2020
Acquisition cost at the beginning of the period	317.9	293.8	293.8
Translation differences	0.1	-0.5	-0.4
Additions, includes additions made in accordance with the IFRS 16 standard	20.5	22.1	27.4
Additions, acquired businesses	13.2	-	-
Decrease	-0.1	-0.2	-2.8
Acquisition cost at the end of the period	351.7	315.2	317.9
Accumulated depreciation and impairment at the beginning of the period	244.8	242.7	242.7
Translation differences	0.1	-0.4	-0.4
Accumulated depreciation, acquired businesses	0.2	-	-
Decrease and transfers	-0.1	-0.2	-2.7
Depreciations and impairment for the period	4.9	3.9	5.2
Accumulated depreciation and impairment at the end of the period	249.9	246.0	244.8
Book value at the end of the period	101.8	69.3	73.1

**LEASED RIGHT-OF-USE ASSETS (M€)**

	30.9.2021	30.9.2020	31.12.2020
Acquisition cost at the beginning of the period	11.7	2.1	2.1
Translation differences	0.0	0.0	0.0
Increase	12.4	9.6	9.9
Increase, acquired businesses	6.3	-	-
Divestment and other decreases	-0.1	-0.2	-0.3
Acquisition cost at the end of the period	30.3	11.5	11.7
Accumulated depreciation and impairment at the beginning of the period	-1.5	-1.0	-1.0
Translation differences	0.0	0.0	0.0
Accumulated depreciation of decrease and transfers	0.1	0.2	0.4
Depreciation for the financial period	-1.1	-0.6	-0.8
Accumulated depreciation and impairment at the end of the period	-2.5	-1.4	-1.5
Book value at the beginning of the period	10.2	1.1	1.1
Book value at the end of the period	27.8	10.1	10.2

The increases to the right-of-use assets during the review period include EUR 10.6 (9.3) million in acquisitions for process equipment related to the new production facility being built in Raisio's industrial area.

**ITEMS FROM LEASES RECOGNIZED IN THE INCOME STATEMENT (M€)**

	30.9.2021	30.9.2020	31.12.2020
Rental income	0.5	0.4	0.6
Depreciations for right-of-use assets	-1.1	-0.6	-0.7
Costs of short-term and low-value leases	0.0	0.0	0.0
Interest expenses related to leases	-0.1	0.0	0.0
Total	-0.7	-0.1	-0.2
Outgoing cash flow resulting from leases	1.1	0.6	0.8

**LEASE LIABILITIES (M€)**

	30.9.2021	30.9.2020	31.12.2020
Non-current lease liabilities	10.2	1.1	1.1
Translation difference	0.0	0.0	0.0
Increase in lease liabilities, acquired businesses	6.3	-	-
Increase in lease liabilities	12.4	9.6	9.9
Payments related to decrease of lease liabilities	-1.1	-0.6	-0.8
Total	27.8	10.1	10.2
Non-current lease liabilities at the beginning of period	9.5	0.3	0.3
Non-current lease liabilities at the end of period	25.6	9.5	9.5
Current lease liabilities at the beginning of period	0.6	0.8	0.8
Current lease liabilities at the end of period	2.2	0.6	0.6

The increases to lease liabilities during the review period include EUR 10.6 (9.3) million in right-of-use asset acquisitions for process equipment related to the new production facility being built in Raisio's industrial area. Raisio Group has committed itself to approximately EUR 22 million in lease liabilities in connection with its new production facility. Around EUR 1.6 million of these lease liabilities have not yet commenced. In the future, the Group will be exposed to an annual outgoing cash flow of approximately EUR 1.8 million in connection with the new production facility.

**PROVISIONS (M€)**

	30.9.2021	30.9.2020	31.12.2020
At the beginning of the period	-	1.2	1.2
Translation differences	-	-0.1	-0.1
Increase in provisions	-	0.1	-
Provisions used	-	-	-1.1
At the end of the period	-	1.2	0.0

**RELATED PARTY TRANSACTIONS (M€)**

	30.9.2021	30.9.2020	31.12.2020
Sales to key employees in management	0.9	0.7	1.0
Purchases from key employees in management	1.0	0.8	0.9
Receivables from the key persons in the management	0.1	0.0	0.1
Payables to key management personnel	0.1	0.1	0.1

**CONTINGENT LIABILITIES (M€)**

	30.9.2021	30.9.2020	31.12.2020
Contingent off-balance sheet liabilities			
Other liabilities	3.4	0.7	0.7
Guarantee liabilities on the Group companies' commitments	2.0	1.4	2.2
Commitment to investment payments	1.8	25.6	5.7
Commitment to right-of-use assets	1.6	-	12.1
Contingent off-balance sheet assets			
Damages receivables based on an arbitration award	-	-	2.9

**DERIVATIVE CONTRACTS (M€)**

	30.9.2021	30.9.2020	31.12.2020
Nominal values of derivative contracts			
Currency forward contracts	33.6	39.1	34.5
Currency option	17.3	-	11.9
Interest rate swap	15.5	-	-

**FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES (M€)**

The table shows carrying amounts and fair values for each item. The carrying amounts correspond to the consolidated balance sheet values. The principles used by the Group for measuring the fair value of all financial instruments are presented below.

**Fair value hierarchy of financial assets and liabilities measured at fair value**

	Carrying amount 30.9.2021	Fair value 30.9.2021	Carrying amount 31.12.2020	Fair value 31.12.2020
<b>Financial assets</b>				
Equity investments*)	2.9	2.9	2.8	2.8
Accounts receivables and other receivables	33.4	33.4	26.9	26.9
Investments recorded at fair value through profit or loss*)	60.0	60.0	71.7	71.7
Liquid funds	17.7	17.7	21.5	21.5
Derivatives*)	0,0	0,0	0.1	0.1
<b>Financial liabilities</b>				
Other loans	0.3	0.3	0.0	0.0
Lease liabilities	27.8	27.8	10.2	10.2
Accounts payable and other liabilities	20.5	20.5	20.2	20.2
Derivatives*)	0.2	0.2	0.3	0.3

Of the financial assets and liabilities measured at fair value \*), all except the equity investments are on the level 2. The fair value of the level 2 items is defined by valuation techniques using market pricing valuations provided by the service provider. Equity investments are on the level 3 as their fair value is not based on observable market data.

**RECONCILIATIONS RELATED TO CASH FLOW STATEMENT**
**Other adjustments to cash flows from operations, continuing operations (M€)**

	1–9/2021	1–9/2020	1–12/2020
Capital gains and losses of fixed assets	-	0.0	-0.1
Costs of share rewards	0.6	0.5	0.6
Provisions	-	-	-1.1
Other	-0.1	0.0	0.0
Total adjustments in cash flow statement	0.5	0.5	-0.6

Income statement items containing no payment transaction and items presented elsewhere in the cash flow statement are adjusted.

**Acquisitions and disposals of fixed assets of cash flow from investing (M€)**

	1–9/2021	1–9/2020	1–12/2020
Acquisitions of fixed assets in total	-21.4	-23.0	-28.5
Payments for investments of earlier financial periods (change in liabilities)	11.8	4.5	4.5
Contract on financing for investments from earlier years	-	3.9	3.9
Acquired businesses	-7.0	-	-
Investments funded by lease commitment or other interest-bearing debt	-1.1	-0.6	-0.8
<b>Fixed asset acquisitions funded by cash payments</b>	<b>-17.7</b>	<b>-15.3</b>	<b>-20.9</b>
Capital gain and loss on fixed assets in the income statement	0.4	0.5	0.4
Balance sheet value of disposed asset	0.0	0.0	0.3
<b>Consideration received from fixed asset divestments in the cash flow statement</b>	<b>0.4</b>	<b>0.5</b>	<b>0.7</b>

**Reconciliation of liabilities related to financing activities (M€)**

	31.12.2020	Cash flows	Non cash flow influenced changes			30.9.2021
			IFRS 16	Changes in exchange rates	Acquired business	
Non-current liabilities	0.0	-0.1	-	-	0.3	0.3
Lease liability	10.2	-1.1	12.4	0.0	6.3	27.8
<b>Total liabilities for financing activities</b>	<b>10.2</b>	<b>-1.1</b>	<b>12.4</b>	<b>0.0</b>	<b>6.6</b>	<b>28.1</b>

**RECONCILIATIONS OF ALTERNATIVE KEY FIGURES**
**Items affecting comparable EBIT**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
<b>Comparable EBIT</b>		<b>8.2</b>	9.8	<b>18.2</b>	23.3	27.7
+ Expenses related to the acquired business	M€	-	-	-0.7	-	-
+ Provision concerned to the discontinued business	M€	-	-	-	-	1.1
+/- Income from the sale of the receivable	M€	-	-	2.8	-	-
Items affecting comparability, in total	M€	-	-	2.1	-	1.1
<b>EBIT</b>	M€	<b>8.2</b>	9.8	<b>20.2</b>	23.3	28.9



**Items affecting comparable EBITDA**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
<b>Comparable EBITDA</b>		<b>10.7</b>	11.3	<b>24.0</b>	28.0	33.9
+/- Items affecting EBIT	M€	-	-	<b>2.1</b>	-	1.1
Items affecting comparability, in total	M€	-	-	<b>2.1</b>	-	1.1
<b>EBITDA</b>	M€	<b>10.7</b>	11.3	<b>26.1</b>	28.0	35.1
+/- Impairments	M€	-	-	-	0.0	0.0
+/- Depreciations	M€	<b>-2.4</b>	-1.5	<b>-5.8</b>	-4.7	-6.2
<b>EBIT</b>	M€	<b>8.2</b>	9.8	<b>20.2</b>	23.3	28.9

**Items affecting comparable EBIT, Healthy Food Unit**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
<b>Comparable EBIT</b>	M€	<b>5.6</b>	5.1	<b>14.5</b>	14.4	18.6
+ Expenses related to the acquired business	M€	-	-	<b>-0.1</b>	-	-
Items affecting comparability, in total	M€	-	-	<b>-0.1</b>	-	-
<b>EBIT</b>	M€	<b>5.6</b>	5.1	<b>14.4</b>	14.4	18.6

**Items affecting comparable EBIT, Healthy Ingredients Unit**

		7–9/2021	7–9/2020	1–9/2021	1–9/2020	1–12/2020
<b>Comparable EBIT</b>	M€	<b>2.9</b>	4.8	<b>5.8</b>	10.7	12.6
+ Expenses related to the acquired business	M€	-	-	<b>-0.6</b>	-	-
+/- Income from the sale of the receivable	M€	-	-	<b>2.8</b>	-	-
Items affecting comparability, in total	M€	-	-	<b>2.2</b>	-	-
<b>EBIT</b>	M€	<b>2.9</b>	4.8	<b>8.0</b>	10.7	12.6

**QUARTERLY EARNINGS (M€)**

	7–9/ 2021	4–6/ 2021	1–3/ 2021	10–12/ 2020	7–9/ 2020	4–6/ 2020	1–3/ 2020
Net sales by segment							
Healthy Food	<b>36.3</b>	34.7	34.7	33.9	32.5	31.6	37.3
Healthy Ingredients	<b>41.3</b>	38.9	22.3	26.4	39.2	34.3	25.6
Other operations	<b>0.3</b>	0.3	0.4	0.5	0.3	0.3	0.4
Interdivisional net sales	<b>-8.4</b>	-7.3	-7.1	-6.9	-7.0	-6.4	-8.6
<b>Total net sales</b>	<b>69.5</b>	66.7	50.0	53.9	65.1	59.9	54.7
EBIT by segment							
Healthy Food	<b>5.6</b>	3.9	4.8	4.2	5.1	4.0	5.3
Healthy Ingredients	<b>2.9</b>	1.7	3.5	1.8	4.8	3.7	2.2
Other operations	<b>-0.3</b>	-1.1	-0.8	-0.5	-0.1	-0.8	-0.9
<b>Total EBIT</b>	<b>8.2</b>	4.5	7.5	5.5	9.8	7.0	6.6
Financial income and expenses, net	<b>0.0</b>	0.5	0.3	1.1	0.8	2.5	-3.9
<b>Result before taxes</b>	<b>8.3</b>	5.1	7.8	6.7	10.6	9.5	2.7
Income taxes	<b>-1.7</b>	-1.1	-1.6	-1.1	-2.2	-2.1	-0.6
<b>Result for the period</b>	<b>6.6</b>	4.0	6.2	5.6	8.4	7.4	2.1

	10–12/ 2019	7–9/ 2019	4–6/ 2019	1–3/ 2019
Net sales by segment				
Healthy Food	35.0	33.6	34.2	34.7
Healthy Ingredients	25.7	42.3	34.7	21.8
Other operations	0.5	0.3	0.3	0.4
Interdivisional net sales	-6.7	-7.0	-6.5	-7.0
<b>Total net sales</b>	<b>54.5</b>	69.2	62.7	49.9
EBIT by segment				
Healthy Food	4.1	5.6	4.5	4.0
Healthy Ingredients	1.8	5.4	3.9	1.3
Other operations	-1.6	-0.3	-1.2	-0.3
<b>Total EBIT</b>	<b>4.3</b>	10.7	7.3	5.0
Financial income and expenses, net	-0.2	0.6	0.6	0.3
<b>Result before taxes</b>	<b>4.0</b>	11.3	7.8	5.3
Income taxes	-0.1	-2.3	0.6	-1.1
<b>Result for the period</b>	<b>4.0</b>	9.0	8.4	4.1

**KEY FIGURES**

	30.9.2021	30.9.2020	31.12.2020
Net sales, M€	<b>186.1</b>	179.7	233.6
Change of net sales, %	<b>3.6</b>	-1.2	-1.2
Operating margin, M€	<b>26.1</b>	28.0	35.1
Comparable operating margin, M€	<b>24.0</b>	28.0	33.9
Depreciation and impairment, M€	<b>5.8</b>	4.7	6.2
EBIT, M€	<b>20.2</b>	23.3	28.9
% of net sales	<b>10.9</b>	13.0	12.4
Comparable EBIT, M€	<b>18.2</b>	23.3	27.7
% of net sales	<b>9.8</b>	13.0	11.9
Result before taxes, M€	<b>21.1</b>	22.7	29.4
% of net sales	<b>11.3</b>	12.6	12.6
Return on equity, %	<b>8.2</b>	8.9	8.7
Return on investment ROIC, %	<b>9.4</b>	11.8	11.7
Comparable return on investment ROIC, %	<b>8.5</b>	11.8	11.1
Interest-bearing financial liabilities at end of period, M€	<b>28.1</b>	10.1	10.2
Net interest-bearing financial liabilities at end of period, M€	<b>-49.4</b>	-71.5	-83.0
Working capital	<b>38.9</b>	43.3	36.8
Equity ratio, %	<b>80.4</b>	85.7	85.7
Net gearing, %	<b>-18.0</b>	-27.2	-30.8
Gross investments, M€	<b>21.4</b>	23.0	28.5
% of net sales	<b>11.5</b>	12.8	12.2
R & D expenses, M€	<b>2.7</b>	3.0	4.3
% of net sales	<b>1.4</b>	1.7	1.9
Average personnel	<b>378</b>	349	348
Earnings/share, €	<b>0.11</b>	0.11	0.15
Comparable earnings/share, €	<b>0.10</b>	0.11	0.14
Cash flow from operations, M€	<b>21.4</b>	18.8	34.7
Cash flow from operations/share, €	<b>0.14</b>	0.12	0.22
Equity/share, €	<b>1.73</b>	1.67	1.71
Average number of shares during the period, in 1,000s			
Free shares	<b>127 123</b>	126 170	126 180
Restricted shares	<b>30 994</b>	31 237	31 236
Total *	<b>158 116</b>	157 407	157 416
Average number of shares at end of period, in 1,000s			
Free shares	<b>127 665</b>	126 206	126 213
Restricted shares	<b>30 785</b>	31 234	31 233
Total *	<b>158 450</b>	157 439	157 446
Market capitalisation of shares at end of period, M€			
Free shares	<b>434.1</b>	388.7	402.6
Restricted shares	<b>104.1</b>	96.2	101.5
Total *	<b>538.1</b>	484.9	504.1
Share price at end of period			
Free shares	<b>3.40</b>	3.08	3.19
Restricted shares	<b>3.38</b>	3.08	3.25

\* Number of shares, excluding the company shares held by the Group

**FORMULAS FOR KEY FIGURES**

Earnings per share	Result for the year of parent company shareholders
	Average number of shares for the year, adjusted for share issue
Earnings per share shows the company's earnings per one share	

**Formulas for alternative key figure calculation**

EBIT	Earnings before income taxes, financial income and expenses presented in the IFRS consolidated income statement.
EBIT illustrates the economic profitability of operations and its development.	

Comparable EBIT	EBIT +/- items affecting comparability
Comparable EBIT shows economic profitability of the business operations and its development without items affecting comparability.	

EBIT, %	$\frac{\text{EBIT}}{\text{Net sales}} \times 100$
	The figure shows the relation between EBIT and net sales.

Comparable EBIT, %	$\frac{\text{Comparable EBIT}}{\text{Comparable net sales}} \times 100$
	The figure shows the relationship between EBIT and net sales without items affecting comparability.

EBITDA	EBIT + depreciations and impairment
EBITDA describes the earnings from business operations before depreciation, financial items and income taxes. It is an important indicator as it shows how much the margin is from net sales after deduction of operating expenses.	

Comparable EBITDA	EBIT +/- items affecting comparability + depreciations and impairment
Comparable EBITDA represents the earnings from business operations before depreciations, financial items, and income taxes without items affecting comparability.	

Earnings before taxes	Earnings before income taxes presented in the IFRS consolidated statements.
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Return on equity (ROE), %	$\frac{\text{Result before taxes} - \text{income taxes}}{\text{Shareholders' equity (average over the period)}} \times 100$
	Return on equity measures the earnings for the financial period in proportion to equity. The figure shows the Group's ability to generate profits from the shareholders investments.

Return on investment (ROIC), %	$\frac{\text{Result after taxes}}{\text{Operating cash* + net working capital} + \text{non-current assets}} \times 100$ (*Operating cash 4% of net sales)
	Return on investment (ROIC) is a profitability or performance ratio that measures how much investors earn on the capital invested.

Equity ratio, %	$\frac{\text{Shareholders' equity}}{\text{Balance sheet total} - \text{advances received}} \times 100$
The equity ratio is a key figure in the financial structure, which shows the share of equity of the capital tied up in the operations. The figure represents the Group's financial structure.	
Net working capital	$\text{Sales receivables and other receivables} + \text{inventories} - \text{accounts payable} - \text{other liabilities}$
Net working capital measures the amount of the financing tied up in the company's current activities and thus, also the efficiency of the use of capital.	
Net interest-bearing financial liabilities	$\text{Interest-bearing financial liabilities} - \text{liquid funds and liquid financial assets at fair value through profit or loss}$
Net interest-bearing financial liabilities measures the Group's net financial debt.	
Net gearing, %	$\frac{\text{Net interest-bearing financial liabilities}}{\text{Shareholders' equity}} \times 100$
Net gearing % shows what is the ratio of equity invested by owners to the interest-bearing liabilities of the financiers. High net gearing % is a risk factor that may restrict the company's growth opportunities and lower its financial leverage.	
Comparable earnings per share	$\frac{\text{Profit for the period attributable to the parent company shareholders} \pm \text{items affecting comparability}}{\text{Average number of shares during the period adjusted for issues}}$
Earnings per share represents the company's earnings per one share without items affecting comparability.	
Cash flow from business operations per share	$\frac{\text{Cash flow from business operations}}{\text{Average number of shares for the year, adjusted for share issue}}$
The figure represents the cash flow from business operations per one share.	
Shareholders' equity per share	$\frac{\text{Equity of parent company shareholders}}{\text{Number of shares at end of period adjusted for share issue}}$
Equity per share represents the company's equity per one share.	
Investments	Acquisition of non-current tangible and intangible assets on a gross basis.
Investments represents the total amount of investments.	
Market capitalisation	$\text{Closing price, adjusted for issue} \times \text{number of shares without company shares at the end of the period}$
The figure represents the value of the Group's share capital on the stock market.	



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