



# Strong recovery in profitability in challenging conditions

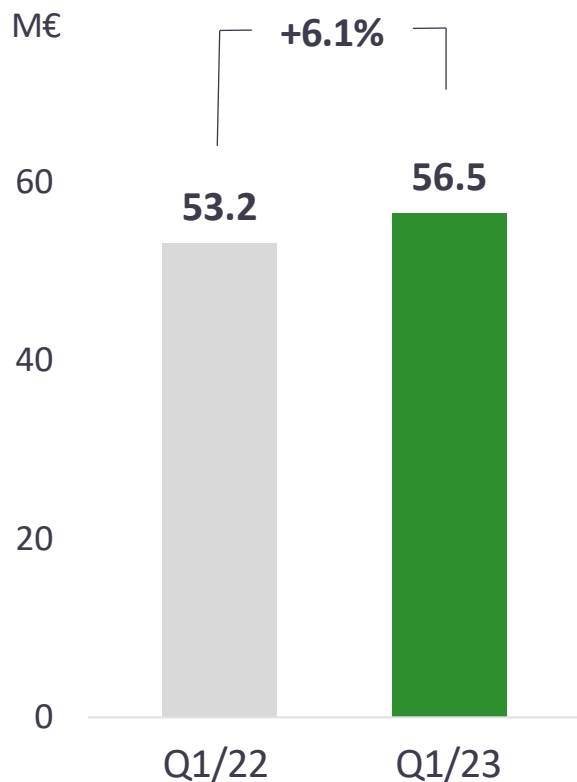
Raisio plc's Interim Report Q1/2023  
CEO Pekka Kuusniemi  
Raisio plc 3 May 2023

# Raisio plc's net sales and EBIT Q1/2023

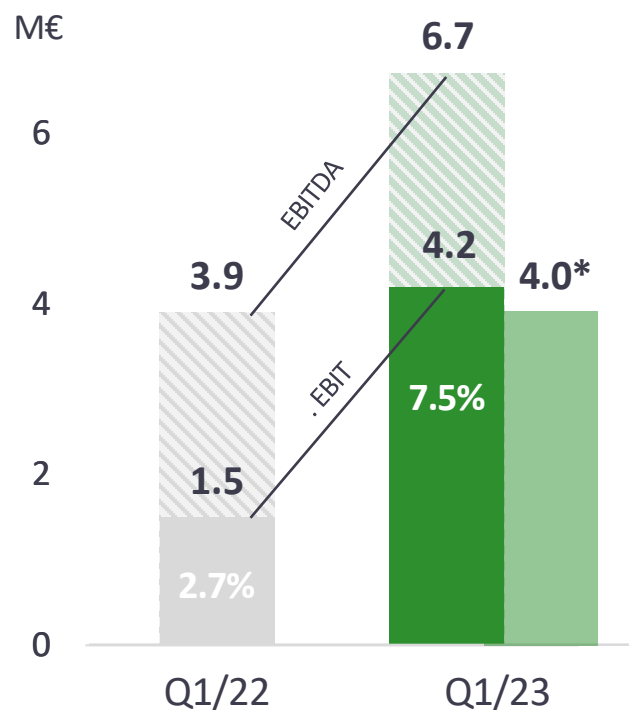
Continuing operations, without Raisioaqua



## NET SALES



## COMPARABLE EBITDA, COMPARABLE EBIT AND EBIT



## NET SALES GROWTH: 6.1% IN JANUARY-MARCH

- The sales of Elovena® products in Finland showed excellent growth compared to the comparison period. The growth in net sales was boosted in particular by the new products of Raisio's new production plant.
- The price increases implemented during the past financial year due to high cost inflation improved net sales and profitability compared to the previous comparison period.
- Investments in sales and marketing increased significantly compared to the comparison period.

\*EBIT includes EUR 0.2 million in costs related to business expansion

# Increased working capital is reflected in a moderate increase in cash flow

	Q1/2023	Q1/2022
Cash flow, M€	3.3	-1.2
Investments, M€	1.4	1.5
Equity ratio, %	80.6	78.4
Equity per share, €	1.69	1.73
Net interest-bearing debt, M€	-50.1	-51.6
Net gearing, %	-18.8	-18.8
Comparable earnings per share, EPS	0.02	0.00
Comparable ROIC, %	6.4	-0.1

## CASH FLOW IMPROVED SLIGHTLY FROM THE COMPARISON PERIOD

- As planned, investments were at a more moderate level compared to previous years: 2.4 (2.8)% of net sales.
- Working capital remains at a historically high level, reflected in only a moderate increase in cash flow. However, the result improved significantly from the comparison period.



## RAISIO'S OUTLOOK FOR 2023

Raisio is expecting its comparable net sales and profit to increase from the previous year.

## DIVIDEND 2022

In accordance with the Board's proposal, the AGM decided to pay a dividend of EUR 0.14, of which EUR 0.08 is the basic dividend in accordance with the company's dividend policy and EUR 0.06 the supplementary dividend.

## TARGET DIVIDEND POLICY IN THE STRATEGY PERIOD

The company aims to maintain a steady total annual dividend throughout the strategy period, until 2025.





# Healthy Food

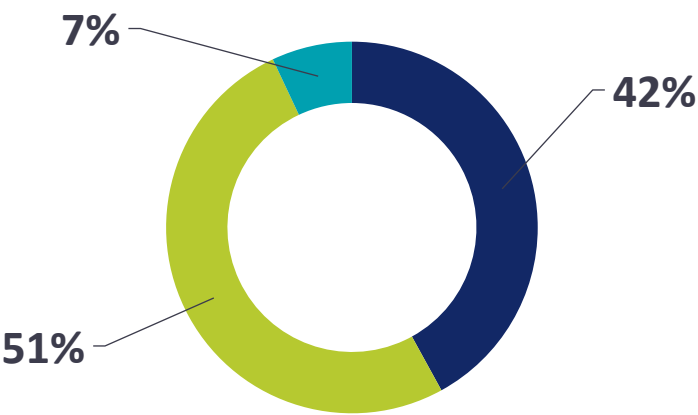


# Healthy Food Segment Q1/2023

- Healthy brand products for consumers
- Key market areas: Finland, the UK, Ireland, Ukraine, Poland



GEOGRAPHIC DISTRIBUTION  
OF NET SALES Q1/2023:



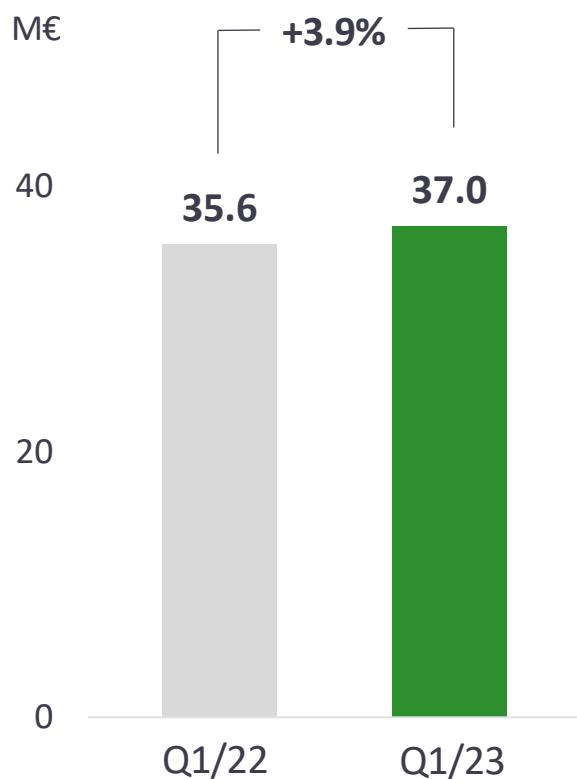
DEVELOPMENT OF NET SALES BY QUARTER:

	Q2/22 vs Q2/21	Q3/22 vs Q3/21	Q4/22 vs Q4/21	Q1/23 vs Q1/22
Western Europe	↗	↗	↘	↘
Northern Europe	↗	↗	↗	↗
Central and Eastern Europe	↘	↘	↘	→

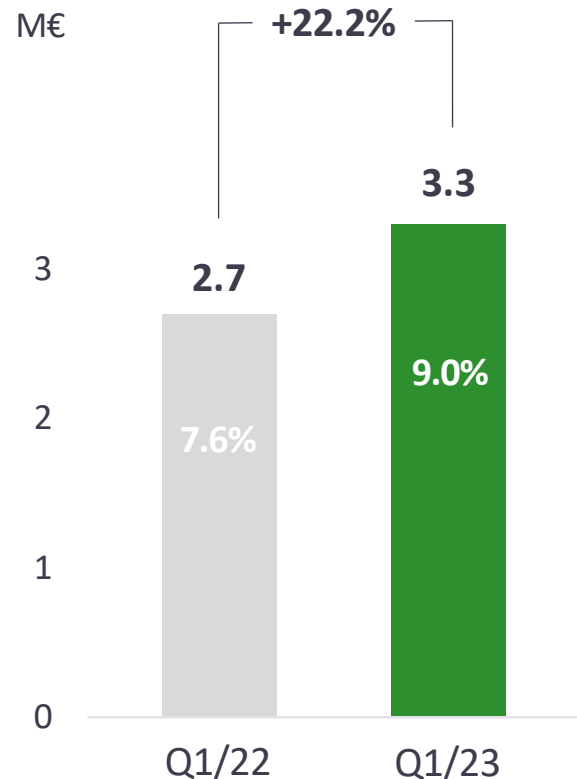
# Healthy Food Segment's net sales and EBIT Q1/2023



## NET SALES



## COMPARABLE EBIT



## OUR CONSUMER BRANDS ARE AT THE HEART OF THE STRATEGY AND DRIVE GROWTH

- The sales of Elovena® products grew by a staggering amount: over 30% compared to the comparison period.
- Benecol® and Härkis® faced volume challenges compared to the comparison period but were able to maintain market shares in terms of value in their respective categories.
- During the reporting period, inflation affected consumers' purchasing power and spending habits.

# Healthy Ingredients



# Healthy Ingredients Segment Q1/2023

## INGREDIENTS

- Quality food ingredients made with Finnish grains for B2B customers
- Benecol® licensing
- Global markets for ingredients, key markets in Europe

## FISH FEEDS

- Raisioaqua was classified as asset being held for sale and was reported as discontinued operations
- Raisio announced on 28 February 2023 that its fish feed business has been transferred to a new owner

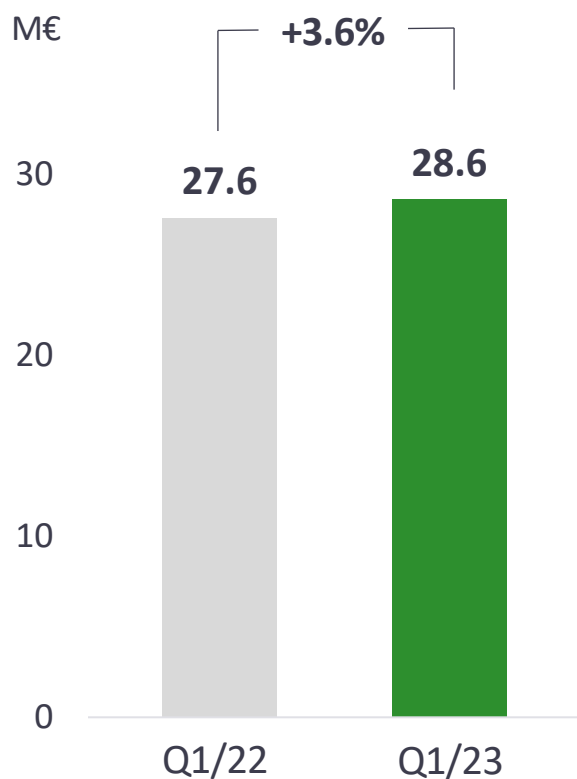


# Healthy Ingredients Segment's net sales and EBIT Q1/2023

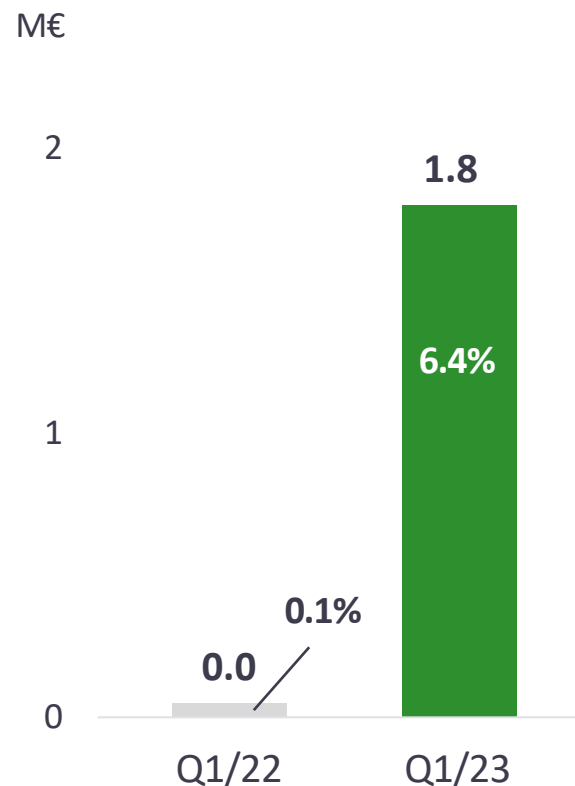
Continuing operations, without Raisioaqua



## NET SALES



## COMPARABLE EBIT

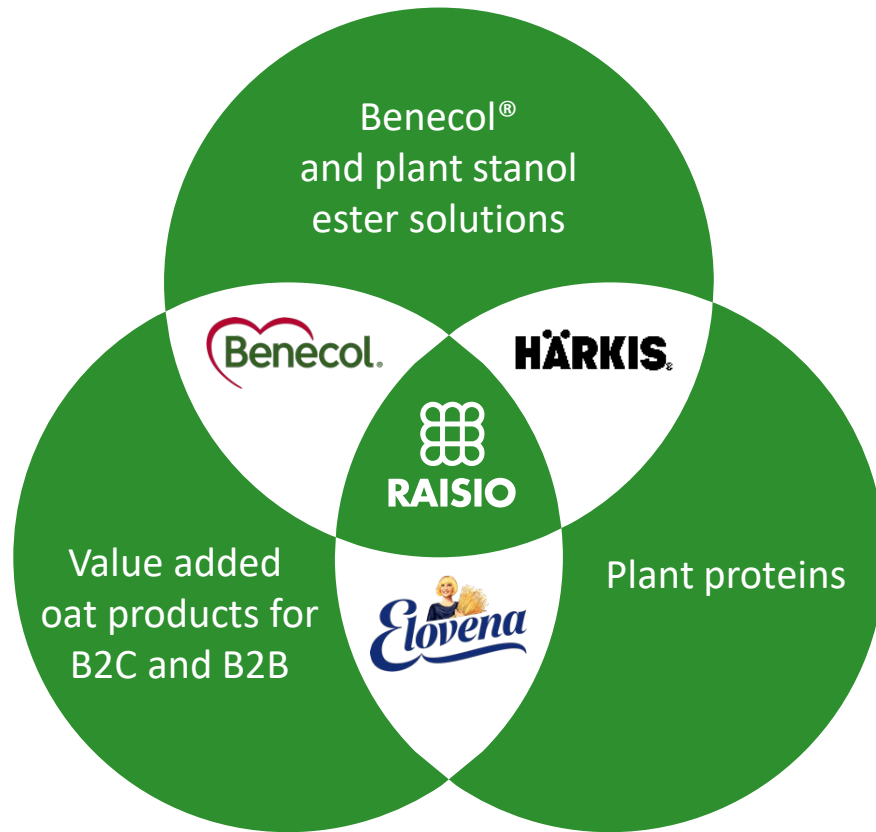


## NET SALES GROWTH: 3.6% IN JANUARY-MARCH

- The value of Raisio's plant-based product sales to Finnish bakeries and industrial and catering customers increased significantly.
- As a result of the good harvest in Finland in 2022, grain quality contributed to production efficiency and yield, easing cost pressures and restoring relative profitability.
- The fall in grain purchase prices in Finland during the review period will only benefit Raisio in the longer term, and the cost level will therefore remain higher than usual for a longer period.



# Raisio's Healthy Growth Strategy 2022–2025



## Tailwind behind our back



### Plant-based eating

#### *Quality alternatives*

As plant-based eating becomes more mainstream and there is more variety to choose from, more is expected from product quality.



### Healthy living

#### *Holistic wellbeing*

Health is understood as holistic wellbeing. Awareness of the importance of mental health has increased during the pandemic.



### Sustainability

#### *Shared planet*

Sustainable choices gain importance. Consumers are looking for concrete actions they can understand and afford.

# Financial targets for strategy period 2022–2025



## Growth





Target is to grow the combined net sales of the three focus areas by an average of **11%** annually (CAGR) and the sales of the entire Group by **9%** during the strategy period.

## EBIT

We are targeting a comparable EBIT of **over 13%** of the Group's net sales in 2025.

## OUTCOME 1–3/2023

During the review period the growth of the combined net sales of the three focus areas was **5.2%**.

		1–3/2022	1–3/2023	2022
<b>Net sales</b>	M€	42.5	 <b>44.7</b>	171.8
Benecol® and plant stanol ester solutions	M€	28.4	 <b>27.8</b>	113.8
Value added oat products for B2C and B2B	M€	12.3	 <b>15.1</b>	51.4
Plant proteins	M€	1.8	 <b>1.7</b>	6.6



# This year's delicious new products

**Härkis® Oat Mince** is an easy-to-use and versatile plant protein designed to perfectly complement every Finn's favourite recipes.

**Elovena® Pudding** is a delicious new product and a healthier choice for treating yourself – also a top performer in taste tests!

The products have been granted the **Finnish Heart Association's Heart Symbol**, which indicates that they are healthier choices in their product groups.







Food for Health, Heart and Earth.





[raisio.com](https://raisio.com)