

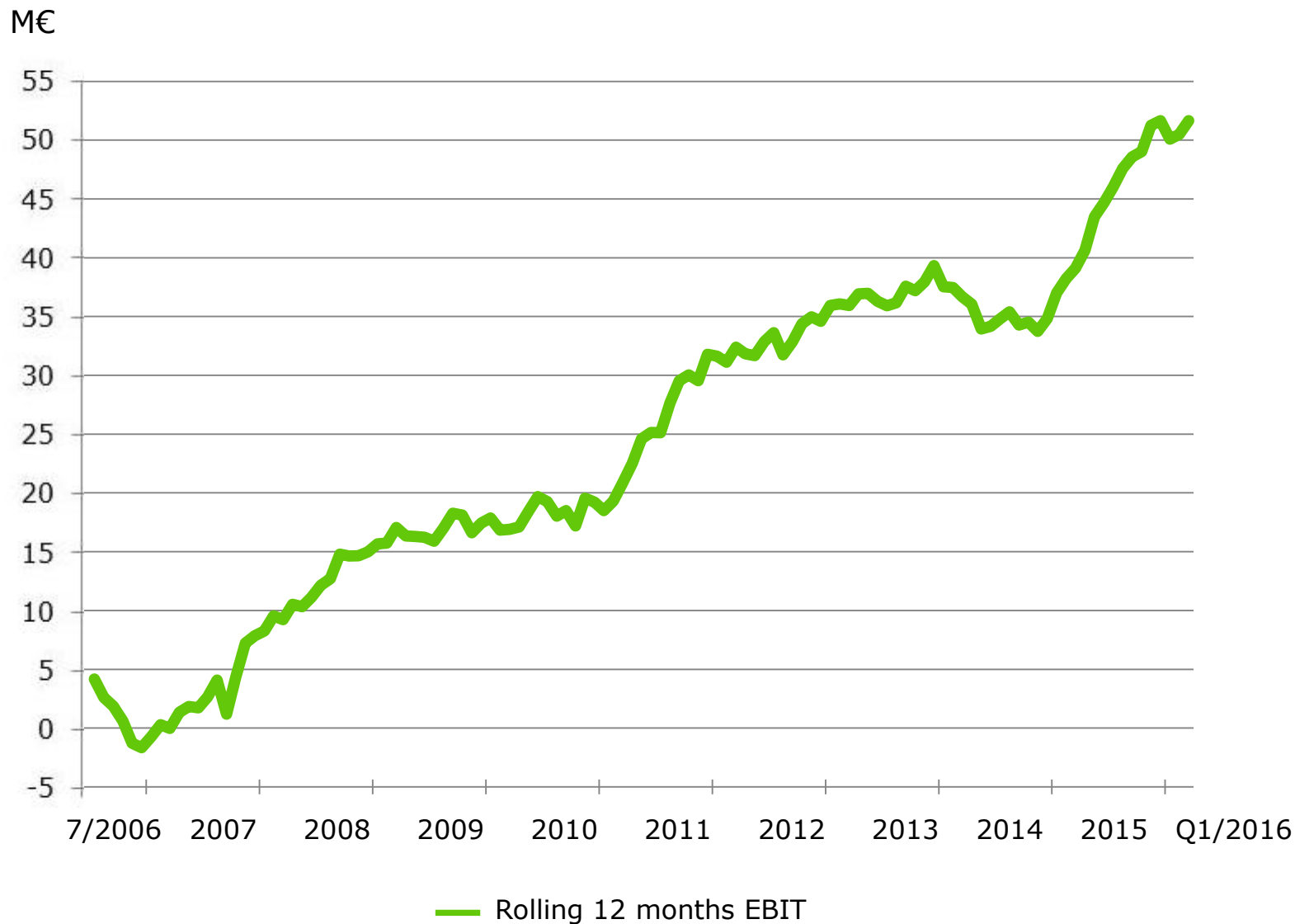


# Raisio's Interim Report

January-March 2016

CEO Matti Rihko  
Raisio plc  
10 May 2016

# Group EBIT



(Continuing operations, excluding one-off items)

# Raisio's Q1/2016 in figures

## The Group

- EBIT 9.7 (9.6) M€
- EBIT margin 8.5 (7.9)%
- Net sales 114.0 (122.5) M€

## Brands

- EBIT 11.4 (11.3) M€
- EBIT margin 12.6 (12.1)%
- Net sales 90.2 (93.7) M€

## Raisioagro

- EBIT 0.0 (0.1) M€
  - Net sales 27.1 (32.6) M€
- 



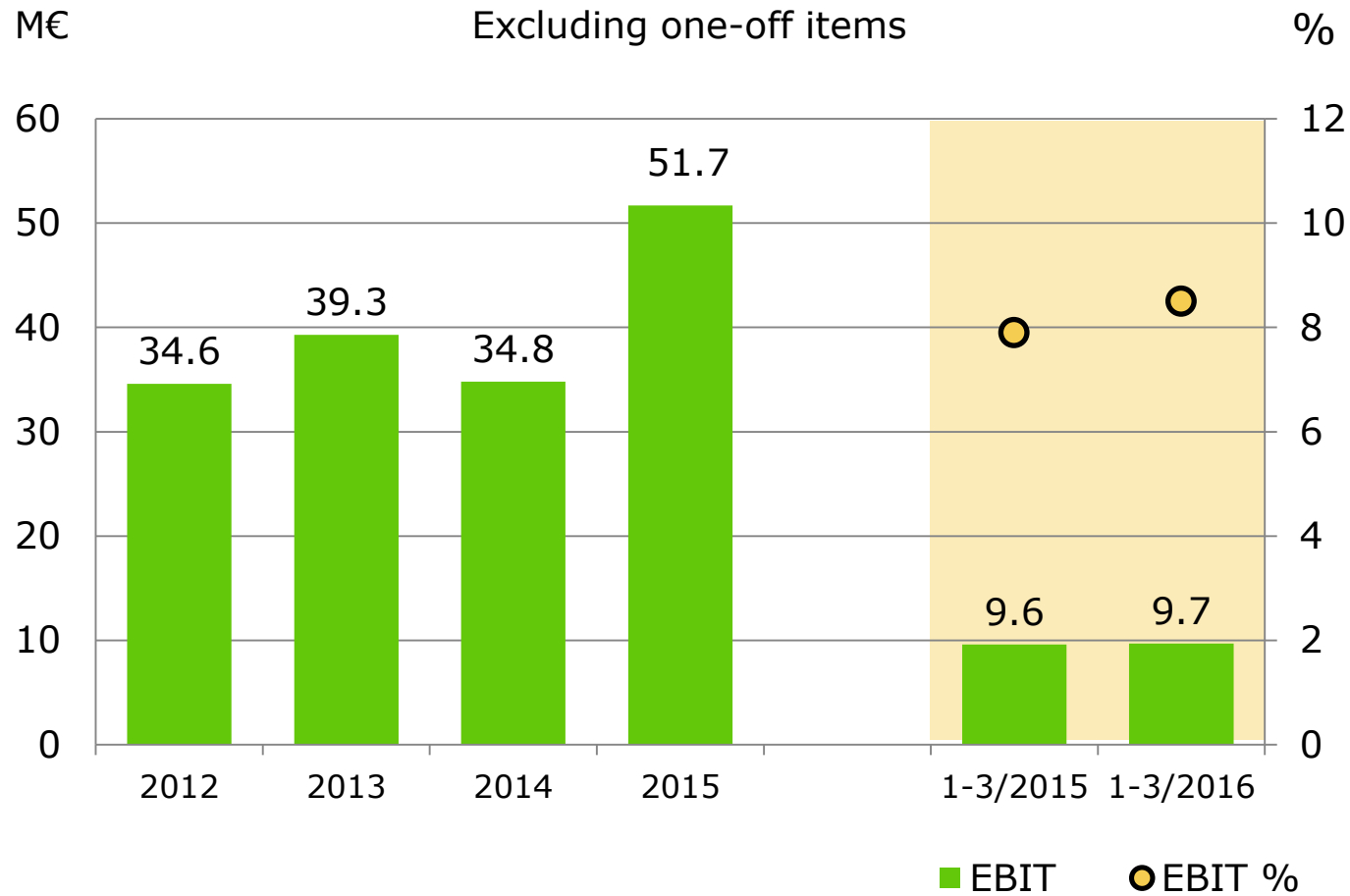


# Raisio's Q1/2016

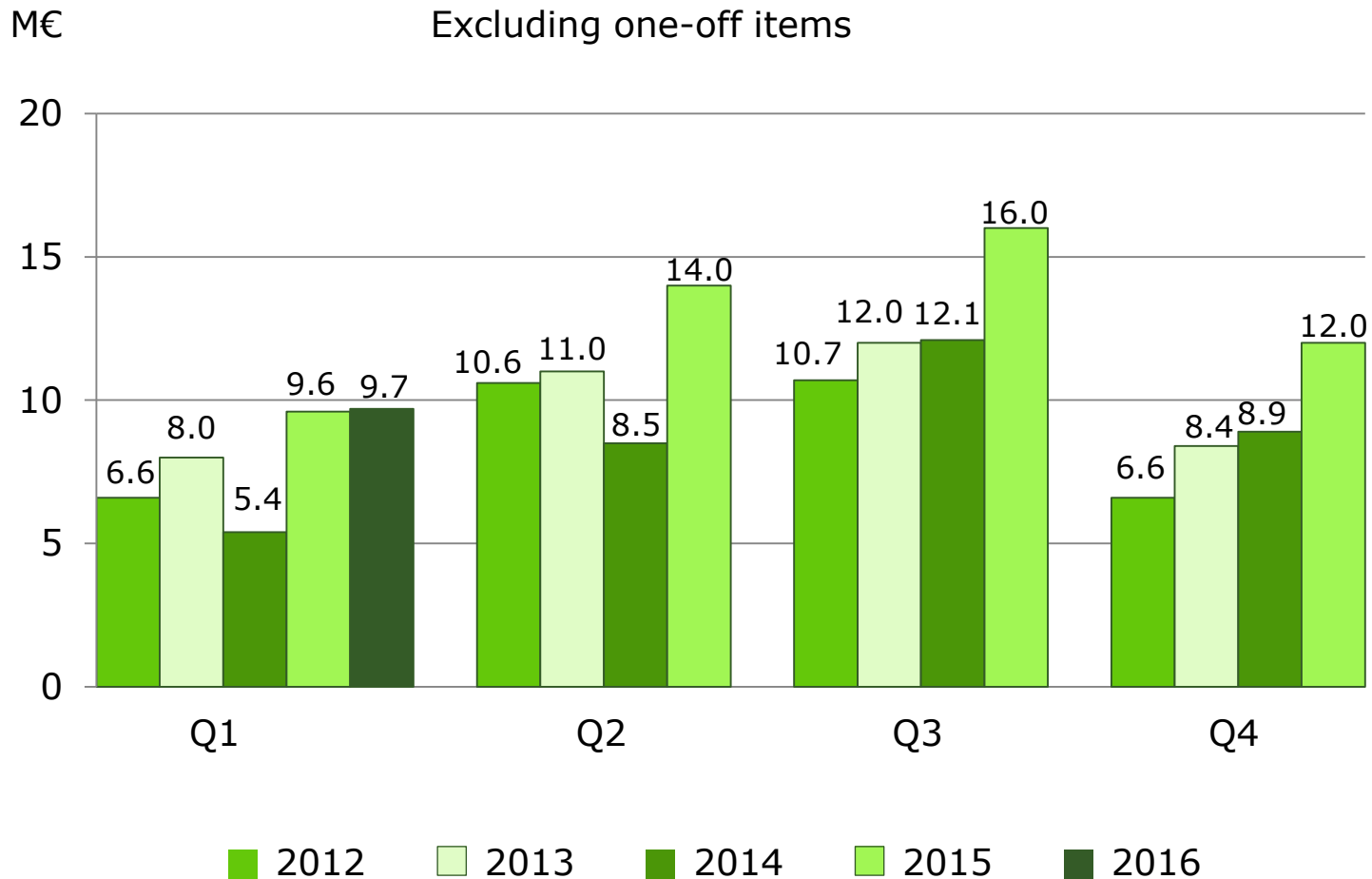
- Benecol successful in the home markets of consumer products
  - Organic growth in the UK, Ireland and Poland
- Good quarter for Confectionery business
  - Clear sales growth in Raisio's own confectionery brands
- Good growth for Elovena snacks and gluten-free Provena products
- Benemilk Ltd's sales to China increased; EBIT and cash flow negative
  - Decision on possible financial arrangements for the Benemilk funding during summer 2016



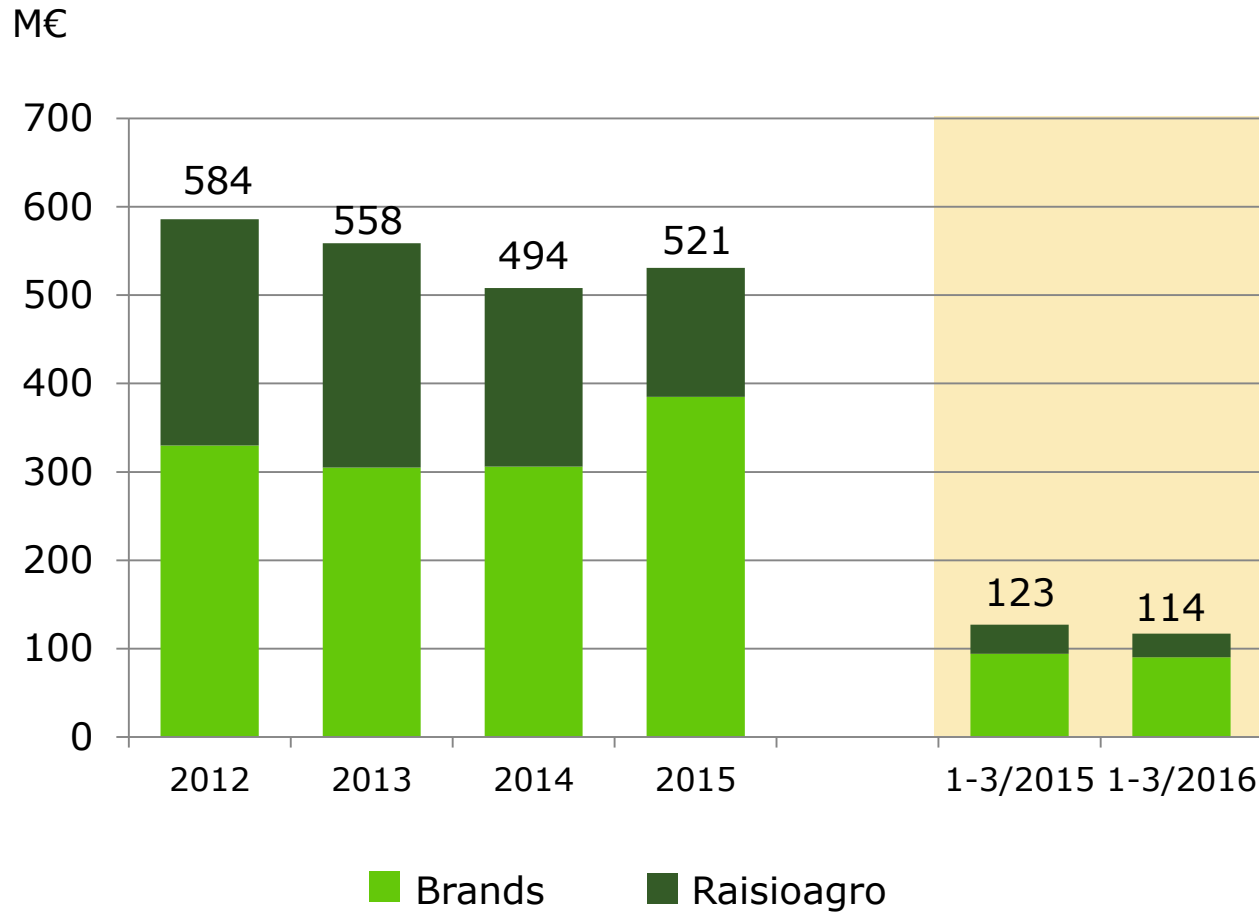
# Group EBIT



# Group EBIT by quarters



# Group net sales



# Key figures, result

		<b>Q1/ 2016</b>	<b>Q1/ 2015</b>	<b>2015</b>
Net sales	M€	114.0	122.5	521.2
Change in net sales	%	-6.9	5.0	5.5
EBIT	M€	9.7	9.6	42.4
One-off items	M€	0.0	0.0	-9.2
EBIT excluding one-off items	M€	9.7	9.6	51.7
EBIT excluding one-off items	%	8.5	7.9	9.9
Depreciation and impairment excluding one-off items	M€	3.1	3.6	16.5
EBITDA excluding one-off items	M€	12.7	13.2	68.1
Financial items	M€	-0.9	-0.5	-2.5
Earnings per share (EPS) excluding one-off items	€	0.05	0.05	0.26



# Key figures, balance sheet

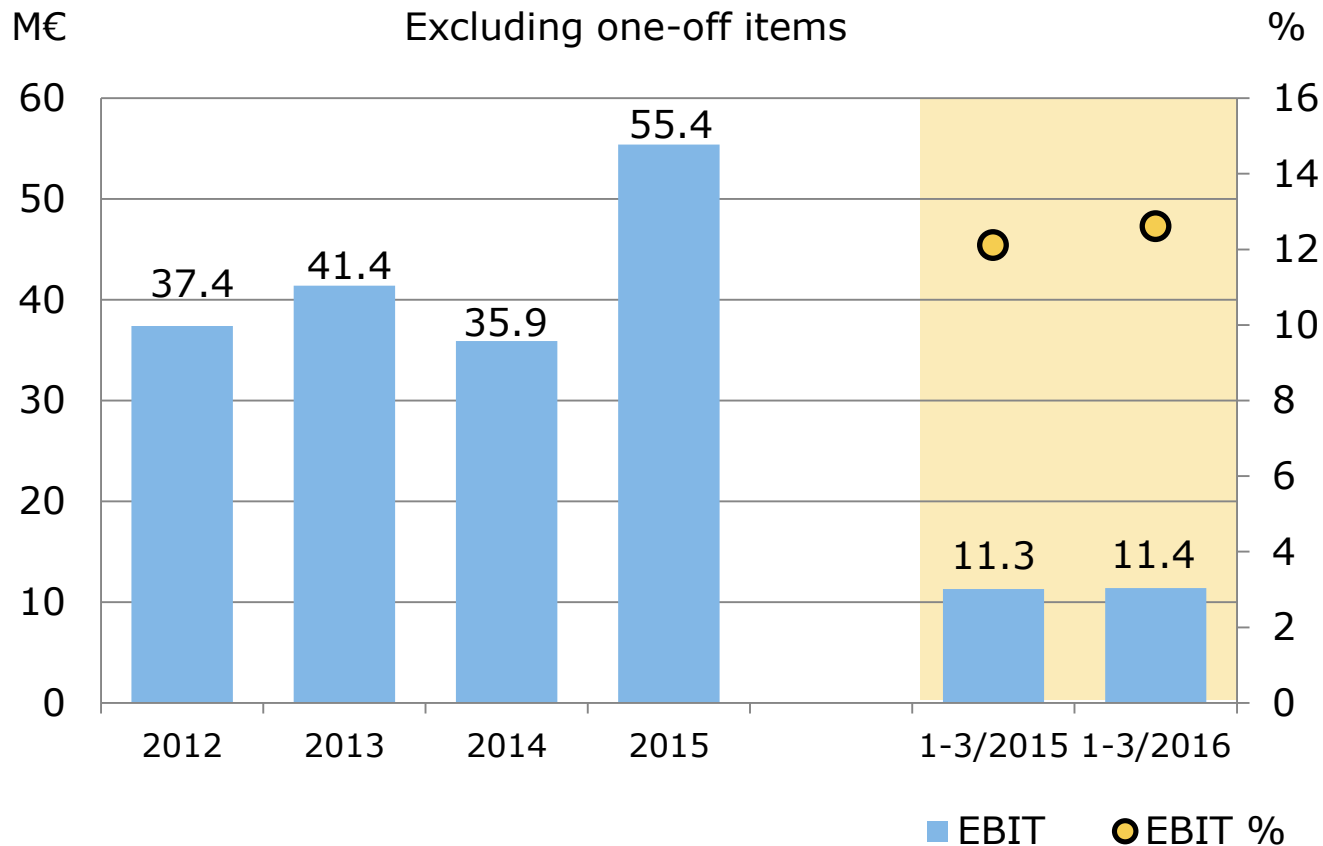
		<b>Q1/ 2016</b>	<b>Q1/ 2015</b>	<b>2015</b>
Equity ratio	%	58.7	55.7	62.3
Gearing	%	14.7	20.6	12.1
Net interest-bearing debt	M€	46.6	67.4	42.2
Equity per share	€	2.02	2.08	2.23
Investments	M€	4.0	2.1	11.0



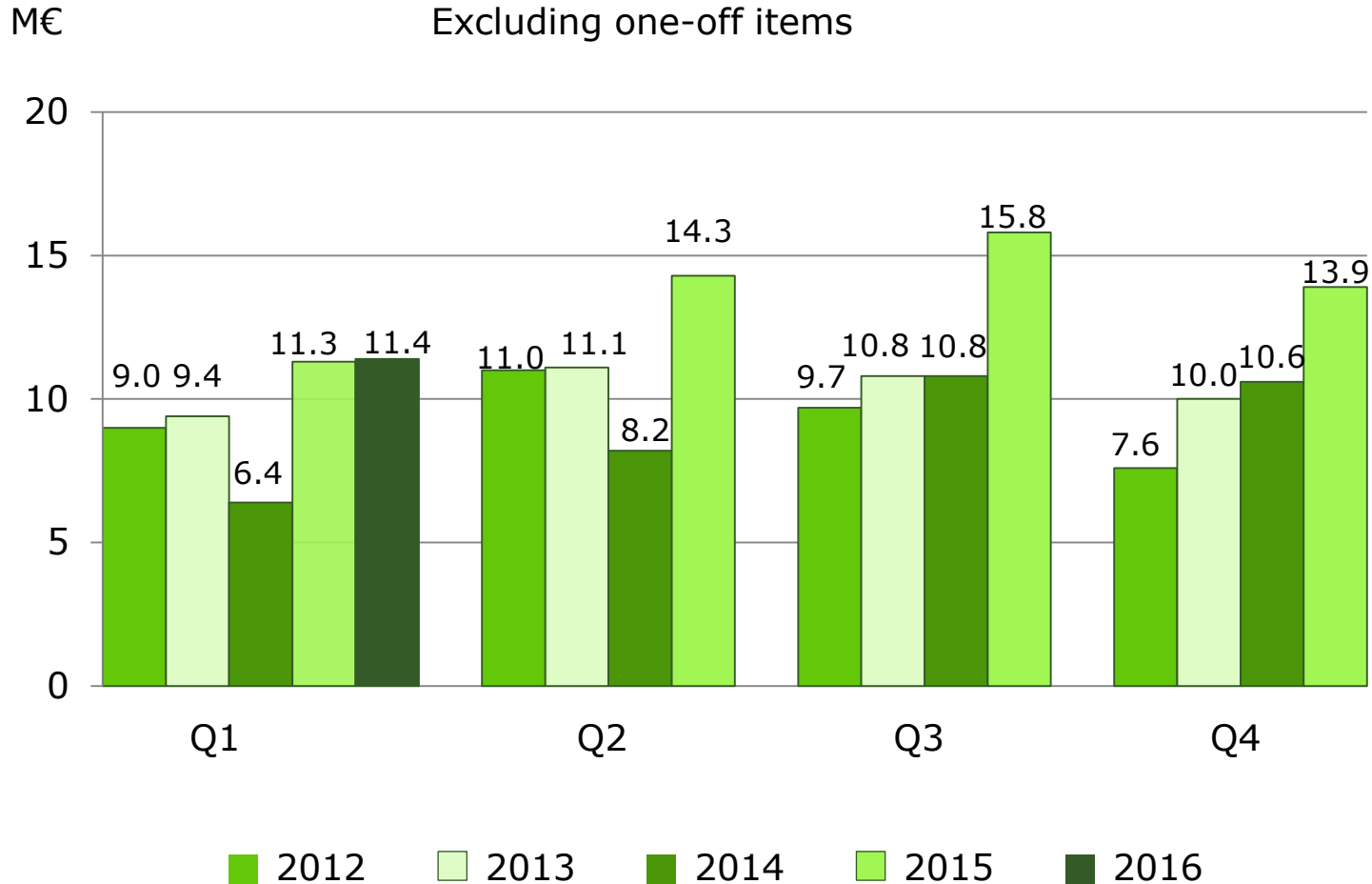
# Brands



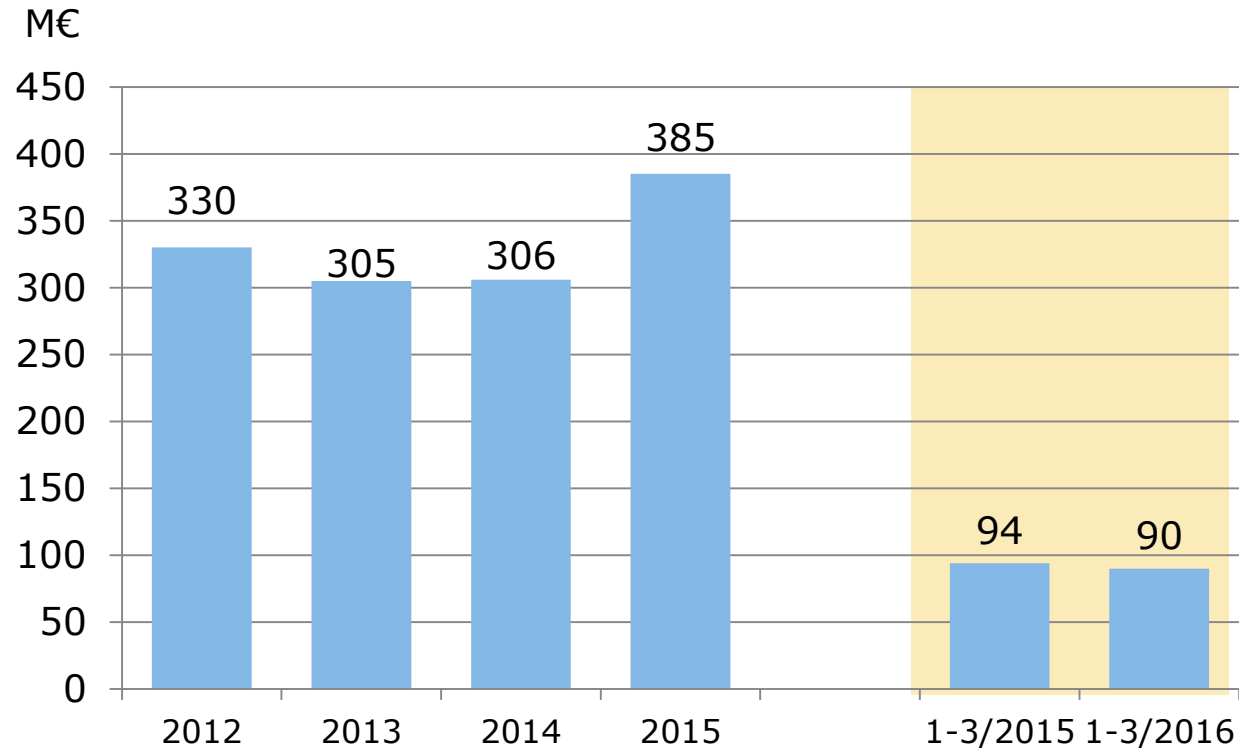
# Brand Division's EBIT



# Brand Division's EBIT by quarters



# Brand Division's net sales



# Benecol

- Net sales at the comparison period level
- Strong EBIT, up from the comparison period
- Home markets of consumer products:
  - In the UK, increased sales of spreads
  - In Ireland, increased sales of spreads, yoghurt drinks and yoghurts
  - In Poland, steadily improving performance strengthened the position of spreads as a market leader
- Slight increase in sales of Benecol ingredient to partners
  - Sales of Raisio's partner in Indonesia increased by 50%
  - New partners started in the USA and Portugal





# Healthy Snacking

- Improved EBIT for Northern Europe
  - Increased sales for Elovena products. Particularly good sales were seen in Elovena snack biscuits, snack bars and instant porridges
  - Clear sales growth in gluten-free Provena products
- Positive EBIT in Russia
  - Sales volume down due to price increases following exchange rates
- Negative EBIT in the UK
  - Honey Monster brand licensed to Brecks with an agreement signed on 13 April
  - In Newport, many contract manufacturing partners adjusted their orders to tightening market conditions



# Confectionery

- Clearly improved EBIT
- Slightly increased net sales
- In the UK, sales growth for Raisio's own Poppets, Fox's and XXX brands
- In the Czech Republic, sales increased in Raisio's own Pedro and Juicee Gummee brands
- Higher sales volumes in products made under partners' brands and in retailers' private label products



# Forerunner in responsible brands



Carbon and water footprint labels since 2008



A versatile selection of gluten-free products

Raisio's Responsibility Programme 2016-2018 promoting sustainable food chain

## TRENDS:

Sustainable food chain

Growing interest in the origin of food and responsible production

Product safety

More than 20 products with a carbon footprint label

Top-notch traceability in contract farming

Certified production facilities



Ecological and healthy snacking



# Healthy choices for consumers



The original expert in  
cholesterol lowering



Healthy and natural  
snacking



Stomach-friendly,  
gluten-free superfood

## TRENDS:

Food as a source of  
health and well-being

Increasing demand  
for snacks

Increasing importance of  
farmed fish as a source of  
protein

Heart-labeled  
products

Wholegrain  
and  
low-sugar  
products

FreeFrom products



Eco-friendly,  
responsibly produced  
and healthy



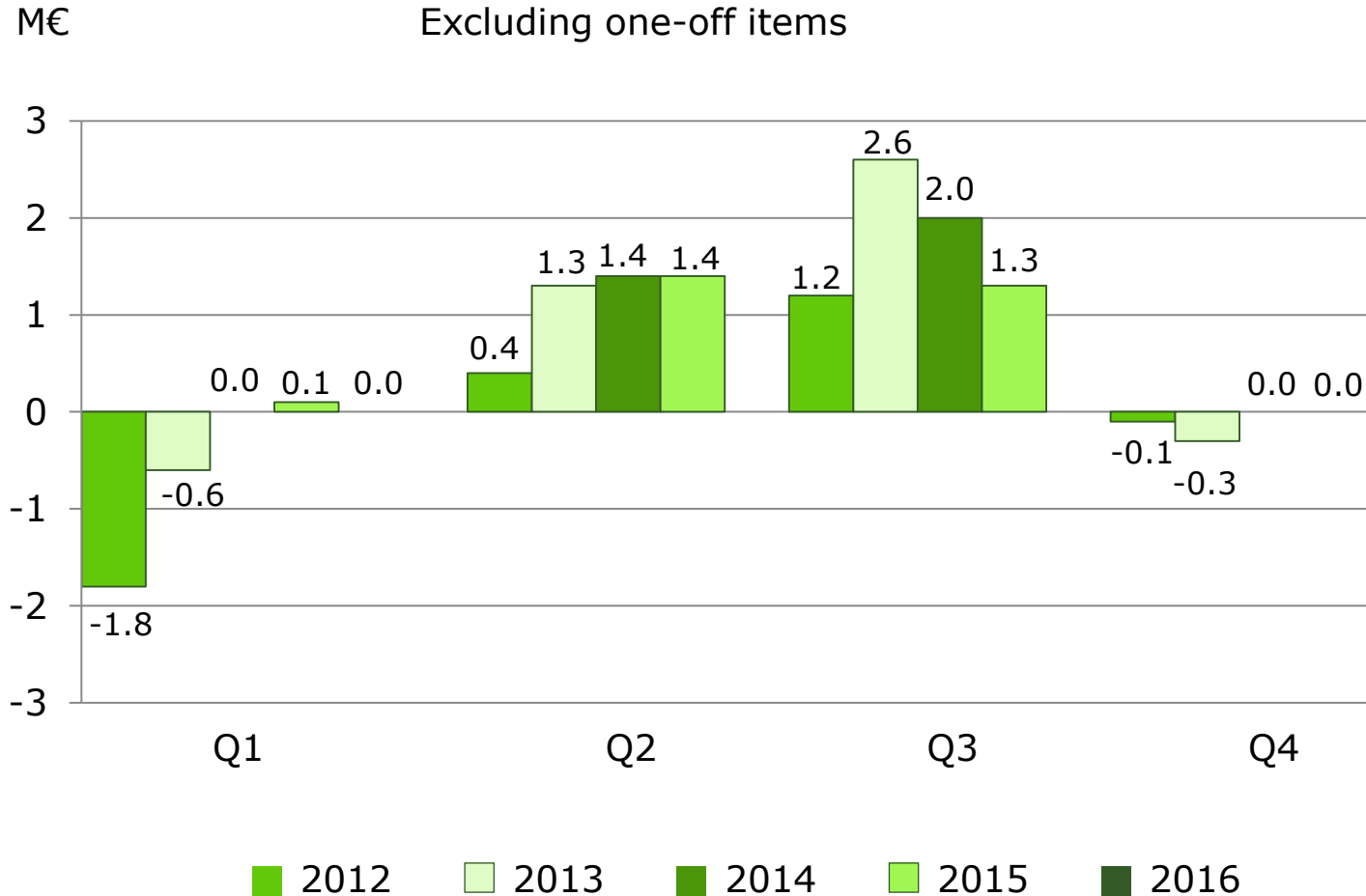




# Raisioagro

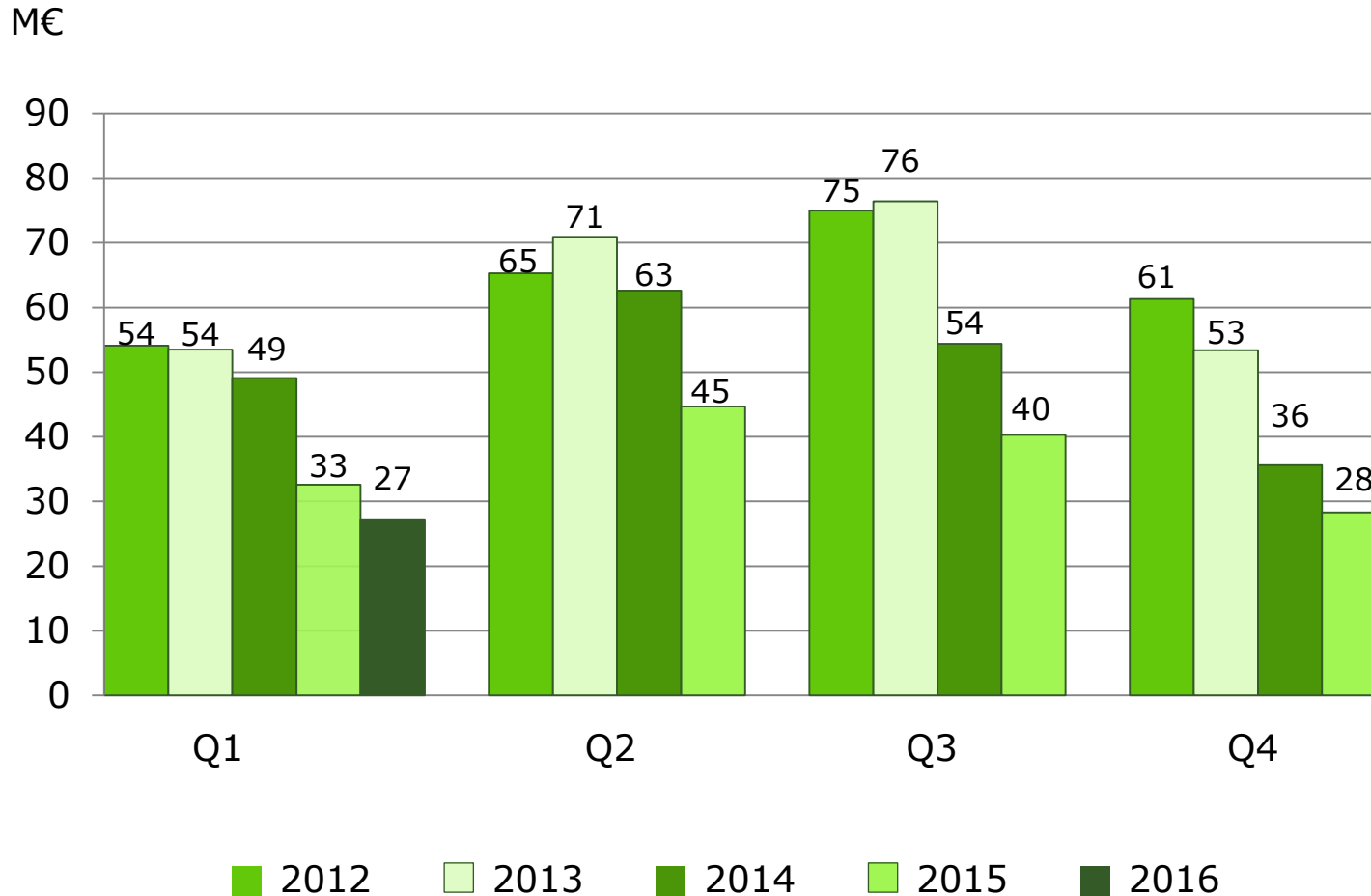


# Raisioagro's EBIT by quarters





# Raisioagro's net sales by quarters



# Raisioagro Q1/2016

- Improved relative profitability for feeds
- Eco-friendly, healthy Benella Rainbow Trout successful in the markets
- Decision to start using Baltic Blend in fish feeds
- Sales volume of fertilisers and other farming supplies decreased
- Farmers continued to switch from value-added feeds to less expensive feeds; about 7% of Finnish dairy cows eat Benemilk feeds
- Fish feed season was opened as Russian customers started to stock up



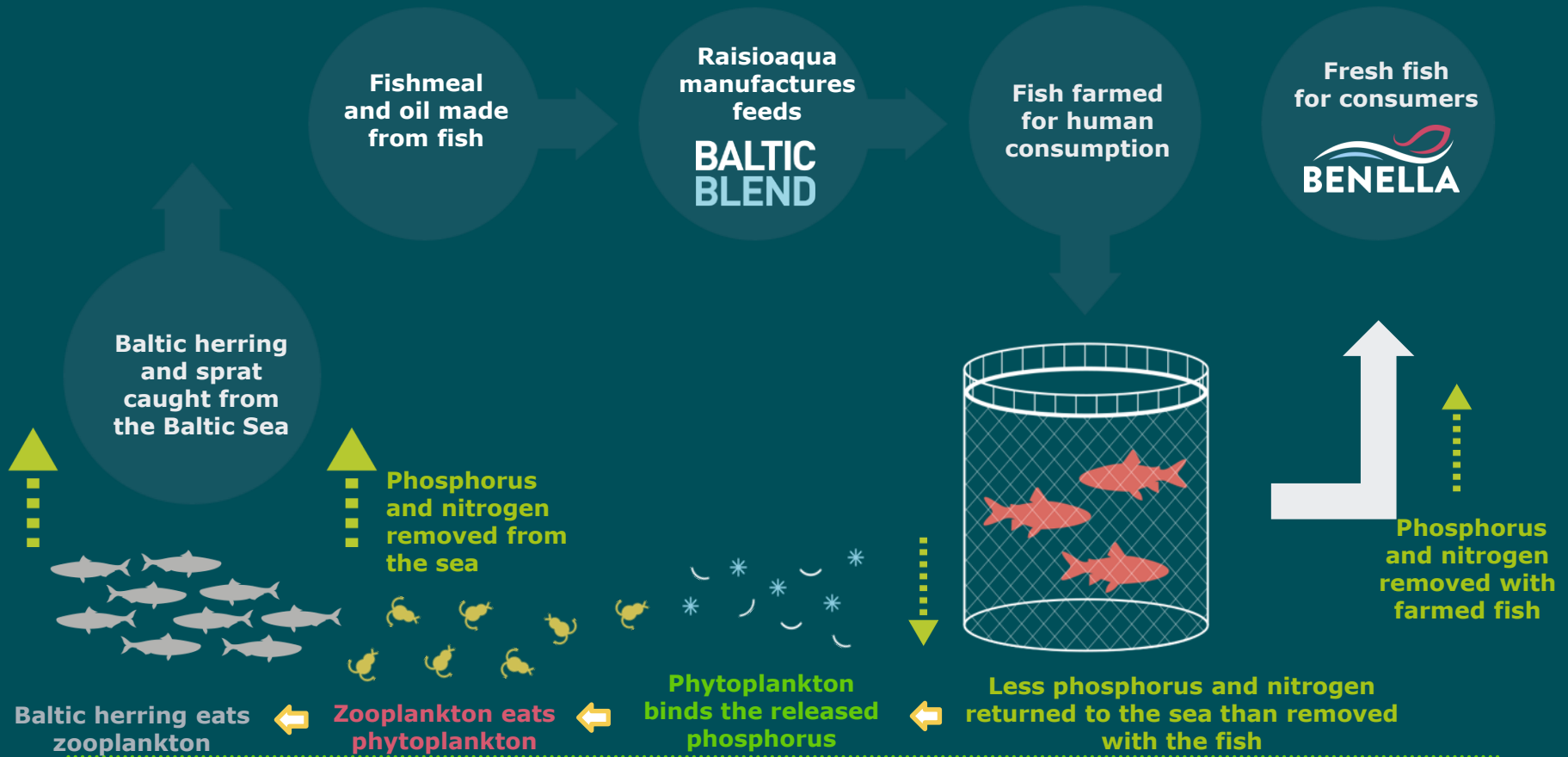
# New fish feed innovation to decrease nutrients in the Baltic Sea

Adding value of Baltic herring and sprat used in the feed by producing it into rainbow trout



# The Baltic Sea feed - reality in 2016

"We have a chance to eat the Baltic Sea in to better condition Benella by Benella."

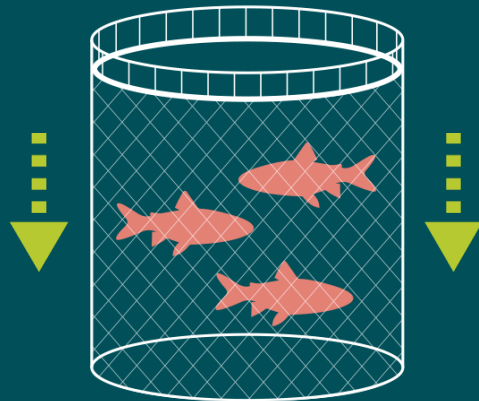


# Phosphorus and nitrogen load of the Baltic Sea

Fish farming in Finland 13,000 tons (13 million kg)

## BEFORE

Phosphorus 57,000 kg  
Nitrogen 517,000 kg



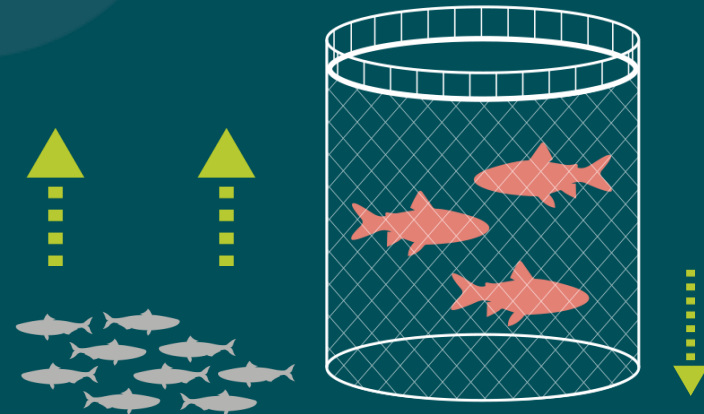
Increase in fish farming would increase external nutrient load.

**DIFFERENCE**  
Phosphorus -75,000 kg  
Nitrogen -512,000 kg



## NOW (BALTIC BLEND)

Phosphorus -19,000 kg  
Nitrogen 5,000 kg



Increase in fish farming does not increase the load but reduces it.





Versatile forerunner

