

Raisio is now an international brand house focusing on healthy food



Financial Statements 2018

President and CEO Pekka Kuusniemi

Raisio plc

12 February 2019



Raisio's new CFO Toni Rannikko

Master of Science (Economics), born in 1979

Key employment history:

Raisio plc 2019 -
CFO

Cargotec plc 2010 - 2018

Vice President, Finance, Kalmar Mobile Equipment
Division and other financial positions

Nokia plc 2007 - 2010

Sr. Project Manager, Business Development,
Global Finance & Control

Nordea Bank Finland 2005 - 2007

Senior Branch Manager





We are building a united Raisio

- Year 2018 was a period of strong renewal
- Raisio's purpose and values create the basis for all our work

Purpose:
Food for Health, Heart and Earth.

Healthy Growth Strategy

Values: Courage, Fairness and Drive

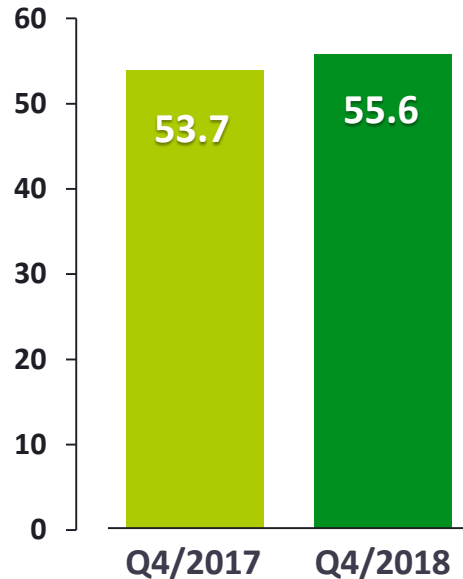
Good Food Plan -
Responsibility Programme

Raisio Group net sales and EBIT Q4/2018

Continuing operations

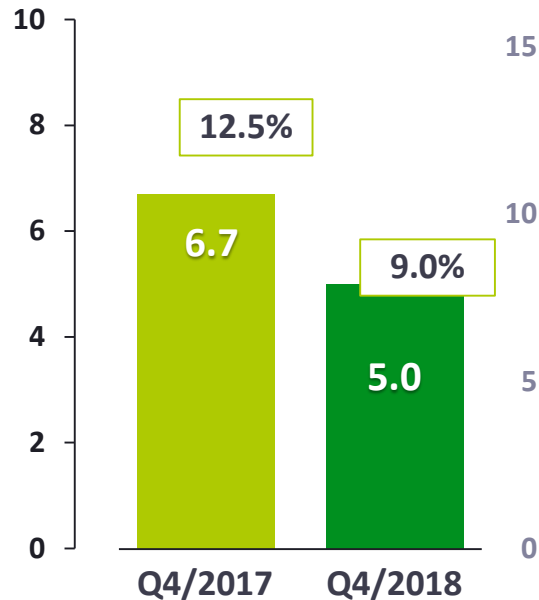
Net sales

M€



Comparable EBIT

M€



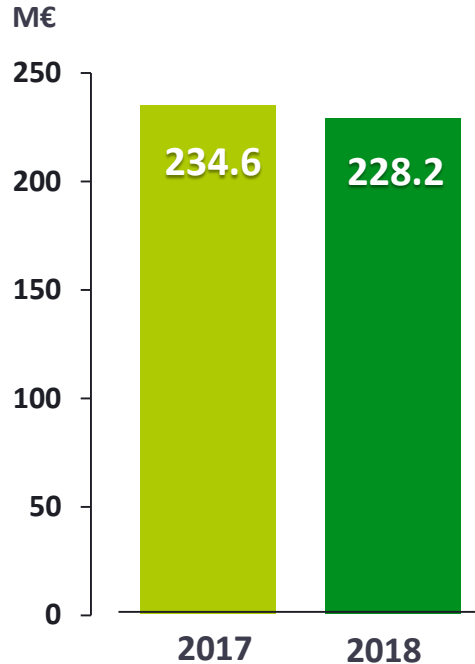
EBIT was mostly affected by:

- Exceptionally high grain price increase
→ long-term contracts slowed down product price increases
- Investments in marketing

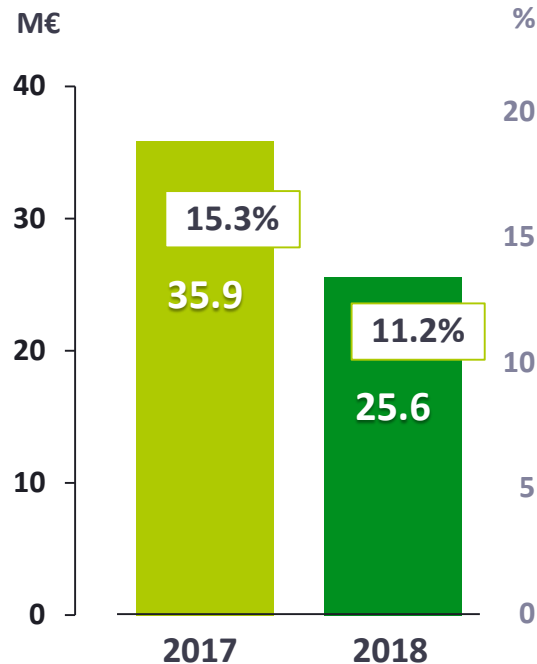
Raisio Group net sales and EBIT 2018

Continuing operations

Net sales



Comparable EBIT



EBIT was mostly affected by:

- Russian fish feed import ban
- Challenges in Poland and Russia
- Investments in marketing
- Exceptionally high grain price increase

Key figures, balance sheet 2018

	2018	2017
Equity ratio, %	81.7	73.4
Gearing, %	- 45.0	- 39.8
Net interest-bearing debt, M€	- 119.2	- 105.1
Equity per share, €	1.68	1.68
Investments, M€	5.6	10.1



Healthy Food




RAISIO

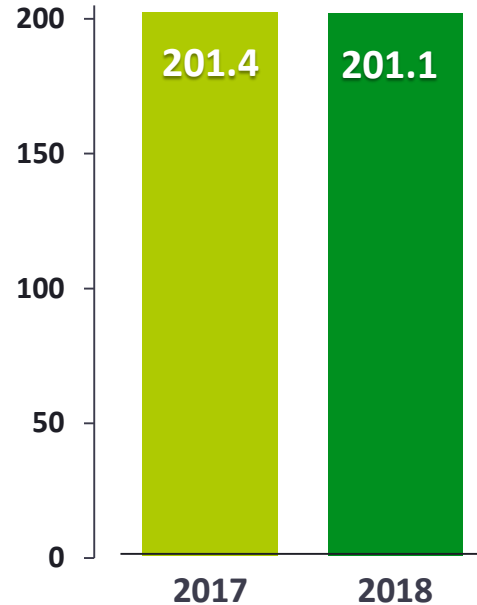


Healthy Food Division's net sales and EBIT 2018

Continuing operations

Net sales

M€

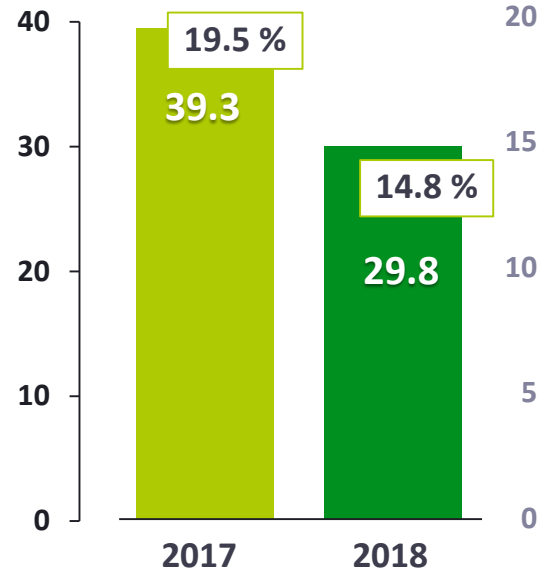


- Structural change of grain trade

Comparable EBIT

M€

%

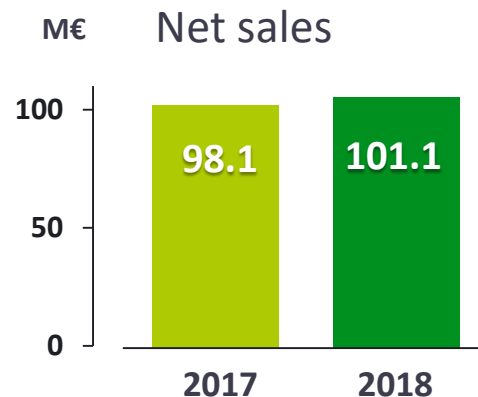


EBIT was mostly affected by:

- Challenges in Poland and Russia
- Investments in marketing
- Exceptionally high grain price increase

Healthy Food, Northern and Eastern Europe

- In Finland, focus on novelty launches
 - Increased grain prices promptly reacted by price changes
 - Net sales at the comparison year level
 - Change in grain trade reporting increased net sales
- Long-lasting slide in Poland now stopped
 - Net sales fell on the comparison year, EBIT negative
 - Measures to improve profitability continue
- In Russia, return to premium pricing
 - Net sales in roubles at the comparison year level
 - Impact of the currency clearly negative
- In Ukraine, strong sales growth in oat products continued



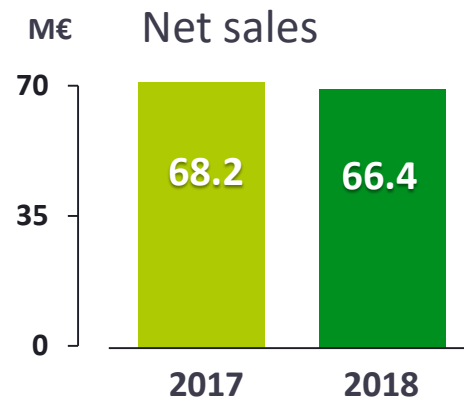
Elovena: the most valued Finnish oat brand has kept up with the times

- Elovena's media visibility determinedly increased
- Convincing Elovena brand promise
- Sales in Elovena snack biscuits grew by over 15%
- Elovena Muru Oat Mince, Raisio's latest oat innovation
 - In just a few months, Elovena Muru already competing for the market leadership in plant protein products
 - Plant-based alternative to minced meat
 - Easy-to-use, suitable for versatile cooking
 - Competitive price



Healthy Food, Western Europe

- In the UK, net sales almost at the comparison year level
 - Focus on novelty launches: Benecol snack bars and Benecol Greek Style Yogurts
 - Novelties improved the distribution coverage
- Ireland taken over by Raisio's own sales organisation in September
 - In late 2018, promotions down on the comparison period, which resulted in a clear net sales drop
- Next priority: turnaround in Belgium
 - Sales clearly lower than in the comparison year
 - Sales turned into slight growth by the Benecol Greek Style Yogurt launched at the end of 2018



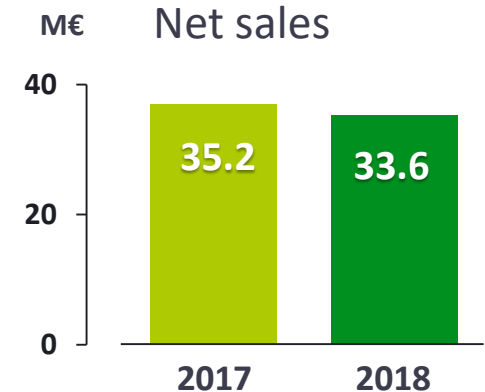
Easy-to-use, delicious Benecol novelties into new categories

- Benecol snack bars launched in the UK, Finland and Poland
 - In the UK, sales expanded to pharmacies
- Benecol Greek Style Yogurt launched in the UK, Finland and Belgium
- Significant launch campaigns of novelties increased the brand awareness and consumer trial
- New organisation boosting the marketing to healthcare professionals in key markets



Healthy Food, Rest of the World

- Plant stanol ester deliveries to the American and Asian licensing partners significantly down on the comparison period
- Raisio's licensing agreement with the Spanish partner ended at the end of 2018
- Raisio developing the licensing model
 - Means to provide Benecol products in the markets where Raisio has no operations
 - Focus outside Europe



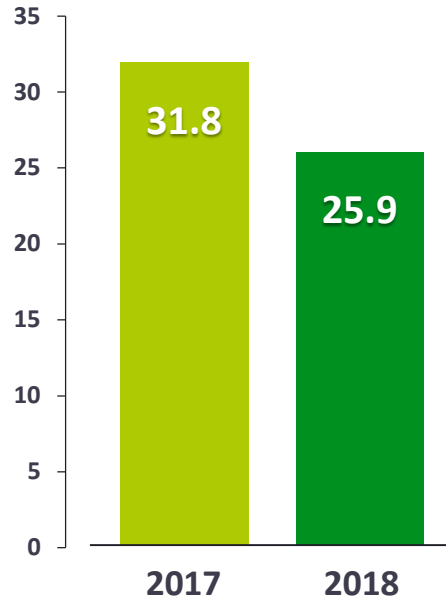
Raisioaqua



Raisioaqua Division's net sales and EBIT 2018

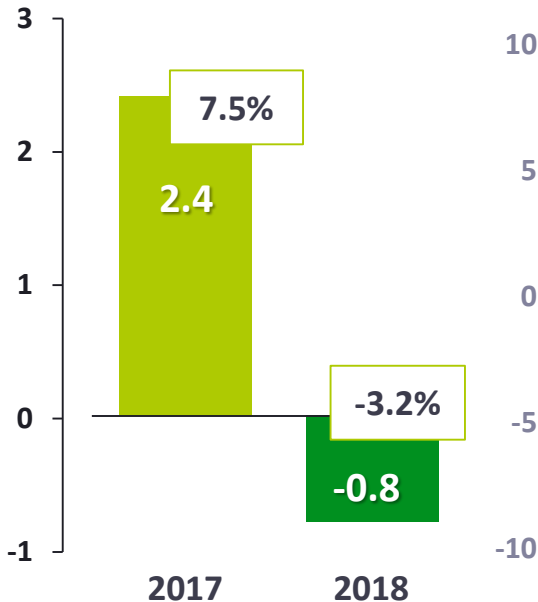
Net sales

M€



Comparable EBIT

M€



EBIT was mostly affected by:

- Russian fish feed import ban

Raisioaqua

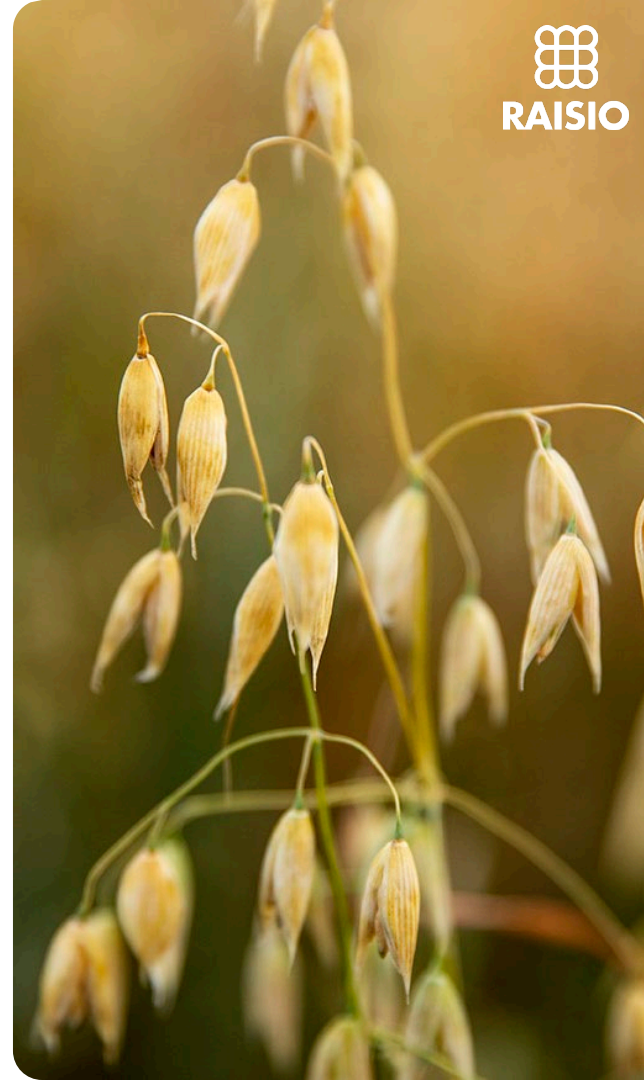
- Exceeded GMO values led to the Russian's fish feed import ban 4 August - 6 December 2018
- Northwest Russia Raisioaqua's biggest market; despite the challenging year, Russian customers' confidence in Raisioaqua remained very high
- Raisio continues to negotiate with the producer of GMO soy product regarding the damage compensation
- Improved availability and recognition for the responsibly farmed Benella fish



Dividend proposal, financial year 2018

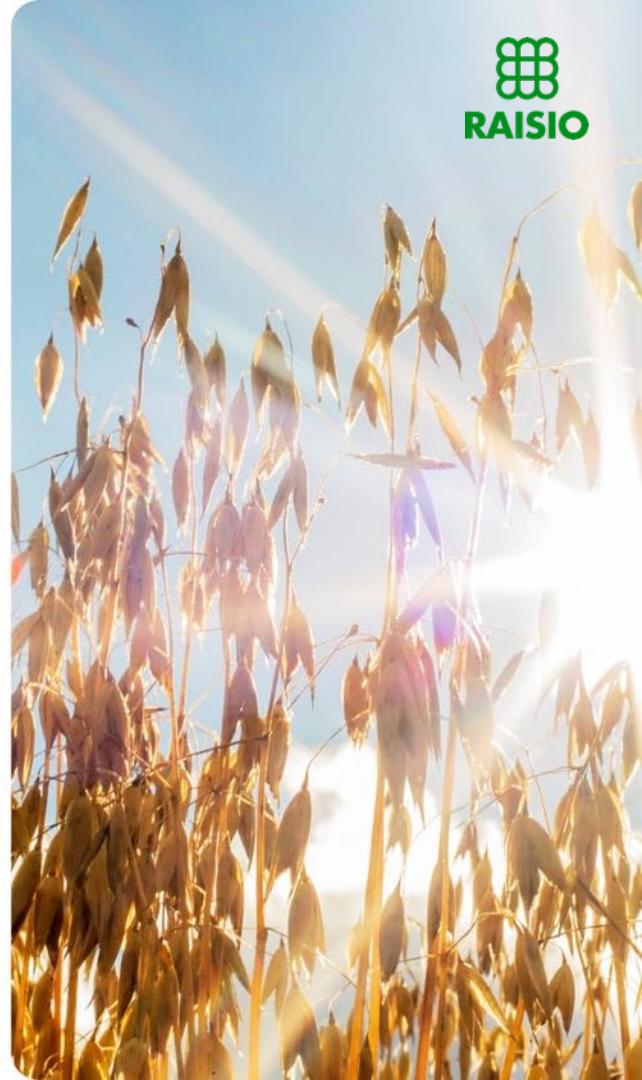
The Board of Directors' dividend proposal
EUR 0.16 per share

- dividend EUR 0.12 per share
- extra dividend EUR 0.04 per share



Raisio's outlook 2019

- In 2019, Raisio expects its net sales for continuing operations to grow (2018: EUR 228.2 million) and comparable EBIT to be over 10 per cent of net sales.
- Raisio will continue its investments in the brands, R&D and the company's own production in its most important product categories.





Healthy Growth Strategy 2019 - 2021

Raisio's Key Strategic Targets



- 1 Oat-based value-added products** will be the other strong pillar for Raisio's international business
- 2 Fewer but stronger brands:** the focus on international Benecol and Elovena brands
- 3 A values-led company** whose long-term success is enabled by skilled and committed personnel



Raisio's Years of Growth

2019

Secure the growth
and profitability
of the core business

2020

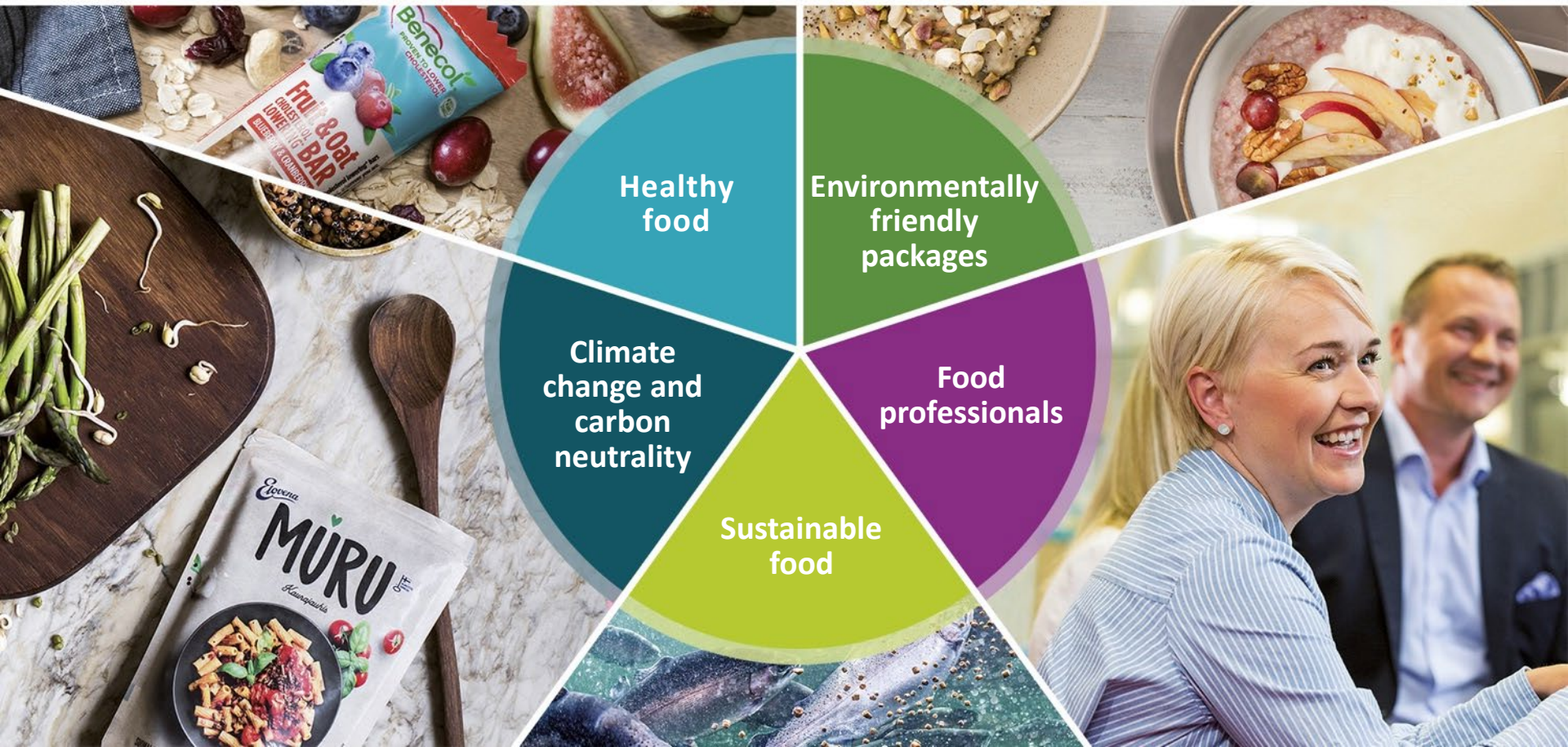
Oat-based value-added
products to be the other
pillar for Raisio's
international business

2021

Expansion into
new markets

Forerunner in responsibility • Acquisitions and partnerships
An attractive employer • Operational agility

Raisio's Responsibility Programme: Good Food Plan



Raisio's organisational structure until 31 December 2018

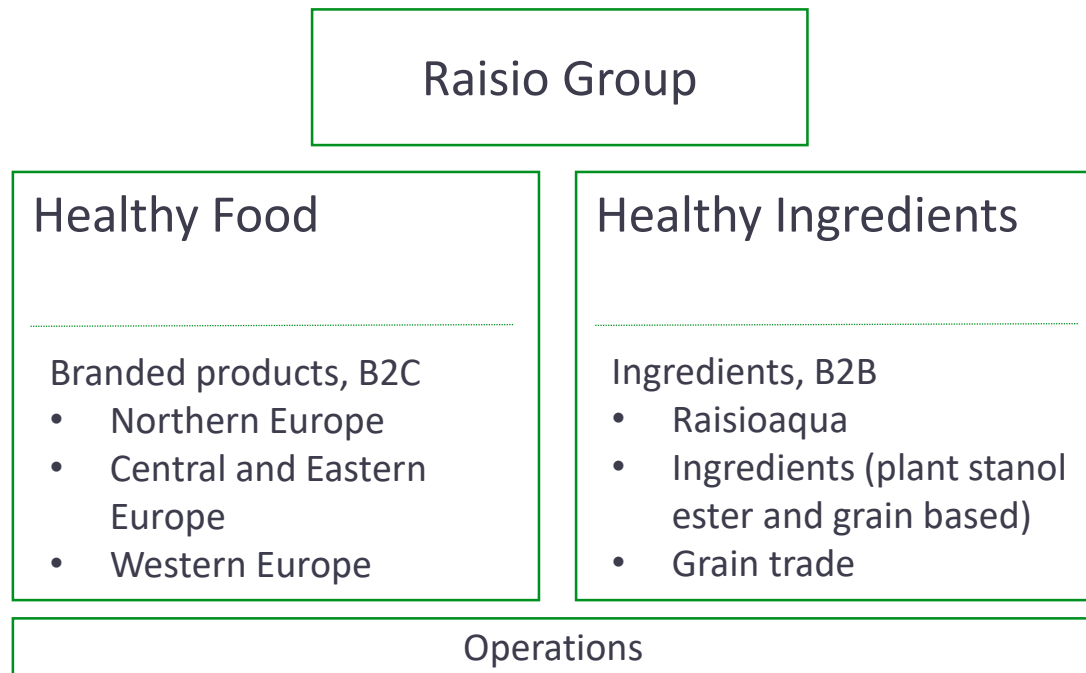
Raisio Group

Healthy Food

Raisioaqua



Raisio's organisational structure from 1 January 2019



Raisio's purpose:

Food for Health, Heart and Earth.

