

Raisio's Net Sales Decline Stopped

Raisio's Interim Report for January-March 2019

President and CEO Pekka Kuusniemi

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Raisio plc

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Raisio's Q1/2019 Highlights

NET SALES

49.9 M€

Q1/2018: 49.7 M€

EBIT

5.0 M€*

Q1/2018: 6.3 M€*

Net sales decline
has been stopped



Implementation started:
**RAISIO'S HEALTHY
GROWTH STRATEGY
2019 - 2021**

Dr Schär
Strategic alliance

Product price increases
to match the price rise
in raw materials

Strategic Priorities for 2019, January-March

Growth and profitability for the core business

- Aim to turn the business into growth in all the markets
- Expansion into new categories
- Benecol products to new sales channels
- Margin management
- Base for the product category development: strong consumer and customer insight

International oat business

- Survey of international markets ongoing
- Developing Elovena brand and product range to attract international consumers
- Finnish and international B2B operators increasingly interested in gluten-free oats

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 Food

Benecol is the Captain of the Cholesterol-lowering Category

- Benecol creating growth and value to the trade in the cholesterol-lowering food category
 - Added value through knowledge management
- Sales at the comparison period level in the key market of Benecol products in Western Europe
 - Breakthrough for snack bars in the UK
- Sales in Benecol products in Finland +10 %
- Continued efforts to turn sales into growth in Poland, Ireland and Belgium



Growth through Elovena novelties

- Slight increase in total sales of Elovena products
 - Clearly higher sales in novelties
 - Sales in Elovena snack biscuits +20%
 - Sales volume of the basic range down from the comparison period
- Elovena Oat Mince, among the most popular plant protein products
- Continued investments in the marketing of Elovena Oat Mince





Elovena
MURU

**KAURAJAUHIS
ON NYT
MYÖS PIHVI.**

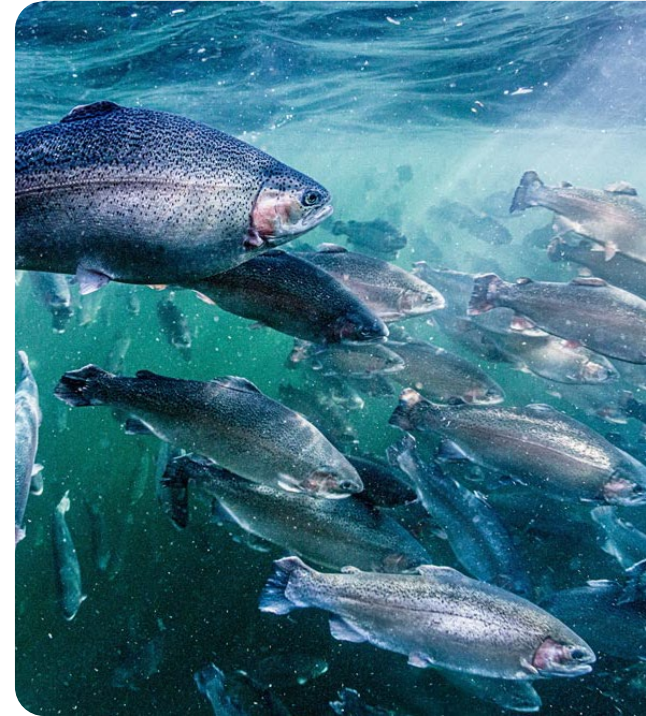
Elovena Minced Oat Patties available
in May 2019



Healthy Ingredients

Fish Feeds

- Customer loyalty at good level
- Fish feed deliveries down from the strong comparison period
- Full-year sales expected to be clearly up from the comparison period
- Growth Sonar (Kasvuluotain) application added with a new functionality enabling the control of fish feeding machines



Healthy Ingredients: Oat Products and Licensing

- Increased oat products sales to the Finnish B2B customers
- Slightly decreased sales volume in wheat flours
- Sales and marketing of oat exports developed using the Raisio Oats concept
- Clear growth in domestic and export sales of gluten-free oat-based products, volumes still low
- Development of the Benecol licensing model continues



The good answer
is oats

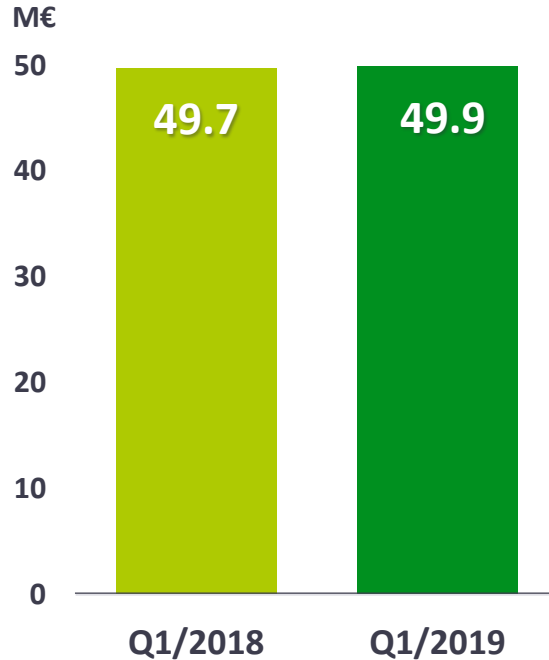


Financial Review

Raisio Group's net sales and EBIT Q1/2019

continuing operations

Net sales



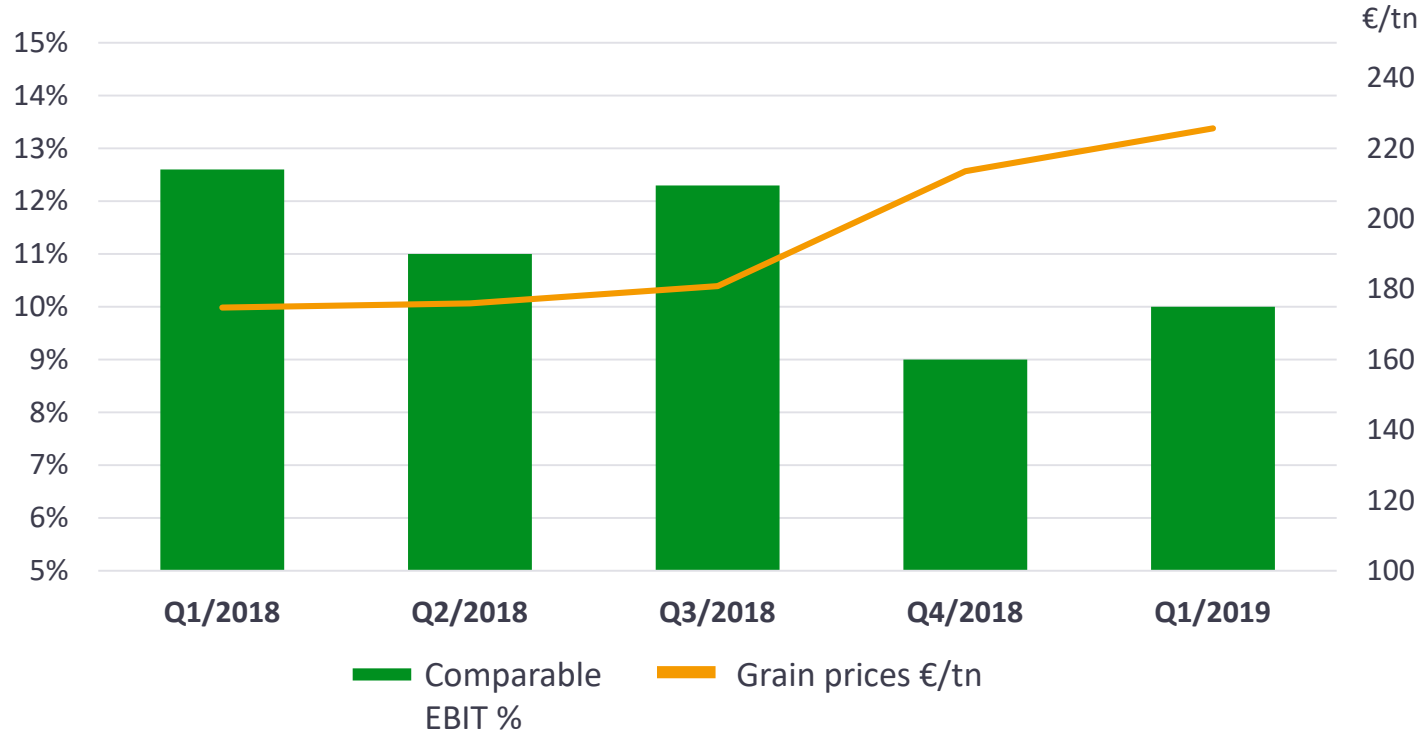
Comparable EBIT



Key items affecting EBIT:

- Price rise in raw materials
- Fish feed deliveries down from the comparison period
- Cooperation with the Spanish licensing partner ended

Raisio's Profitability and the Changes in the Grain Prices



Key Figures, Balance Sheet Q1/2019

	Q1/2019	Q1/2018
Equity ratio, %	74.3	66.8
Gearing, %	- 48.1	- 40.5
Net interest-bearing debt, M€	- 119.6	- 98.4
Return on invested capital (ROIC), %	10.0	9.9*
Cash flow from business operations after financial items and taxes, M€	4.5	- 0.8
Investments, M€	2.4	0.9

* includes discontinued operations



Raisio's External Reporting Segments from 1 January 2019

Raisio Group

Healthy Food

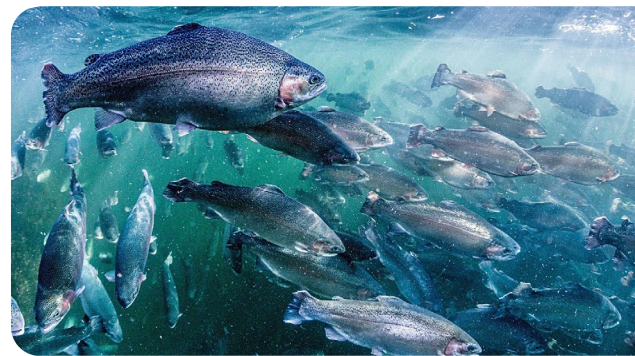
Branded products, B2C

- Northern Europe
- Central and Eastern Europe
- Western Europe

Healthy Ingredients

Ingredients, B2B

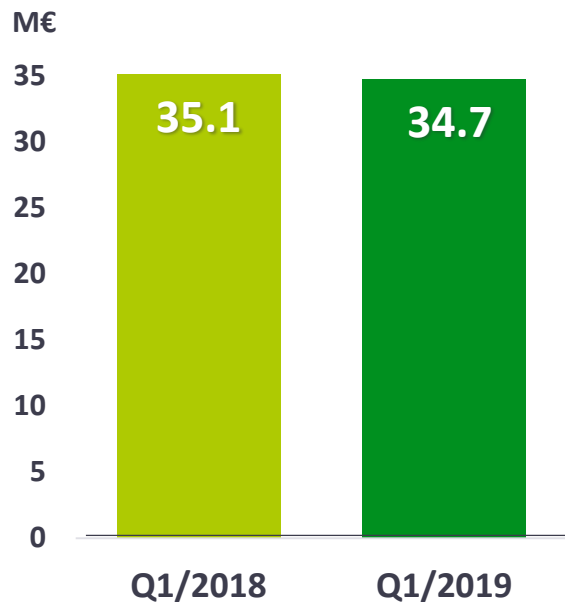
- Raisioaqua
- Ingredients (plant stanol ester and grain based)
- Grain trade Operations



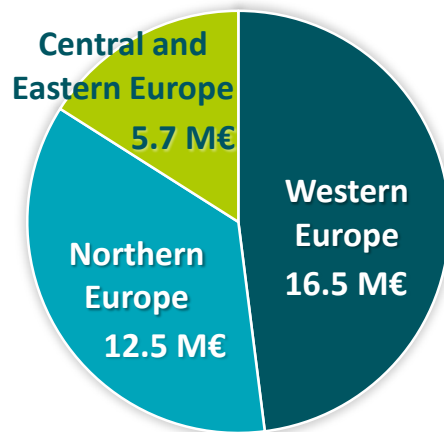
Healthy Food Unit's Net Sales and EBIT Q1/2019

Continuing operations

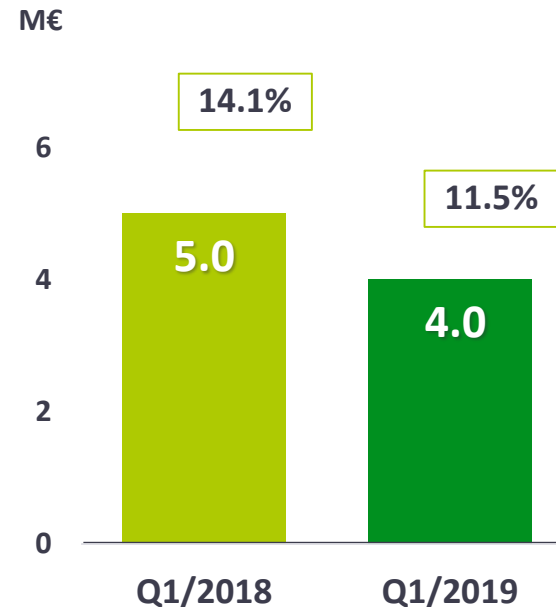
Net sales



Net sales by region
Q1/2019



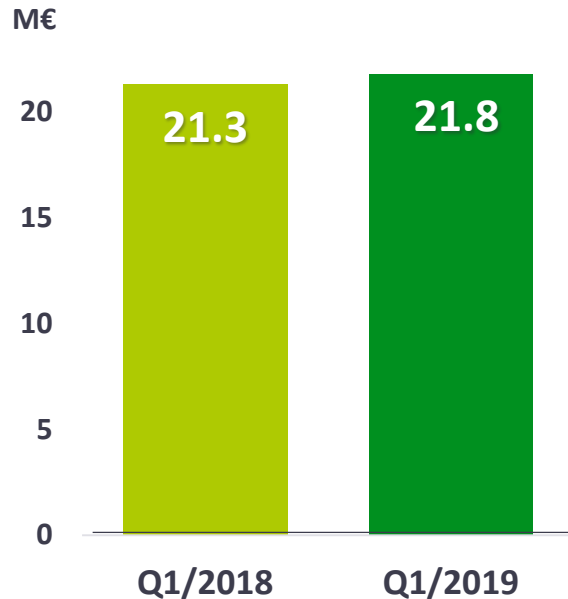
Comparable EBIT



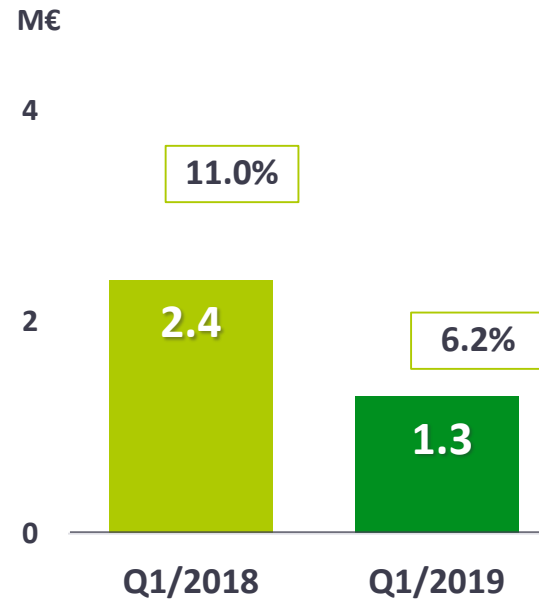
Healthy Ingredients Unit's Net Sales and EBIT Q1/2019

Continuing operations

Net sales



EBIT



Raisio's purpose:

Food for Health, Heart and Earth.

