

An ambivalent half-year

Half-Year January – June 2020

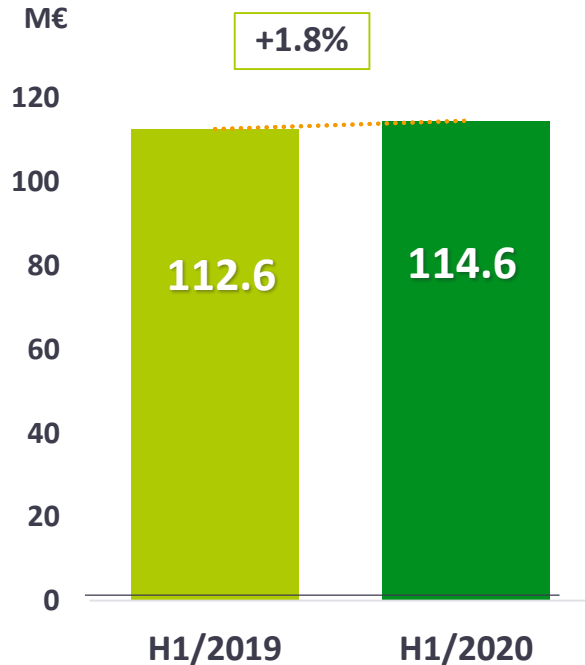
President and CEO Pekka Kuusniemi

Raisio plc, August 5th, 2020

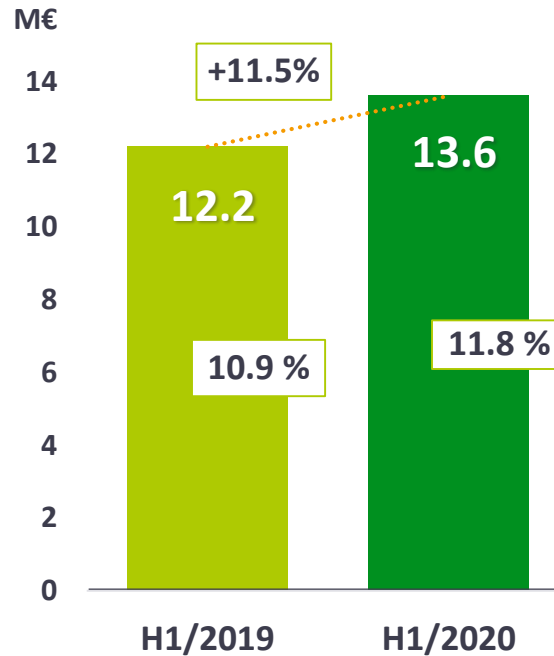


Raisio plc's net sales and EBIT H1/2020

Net sales



EBIT

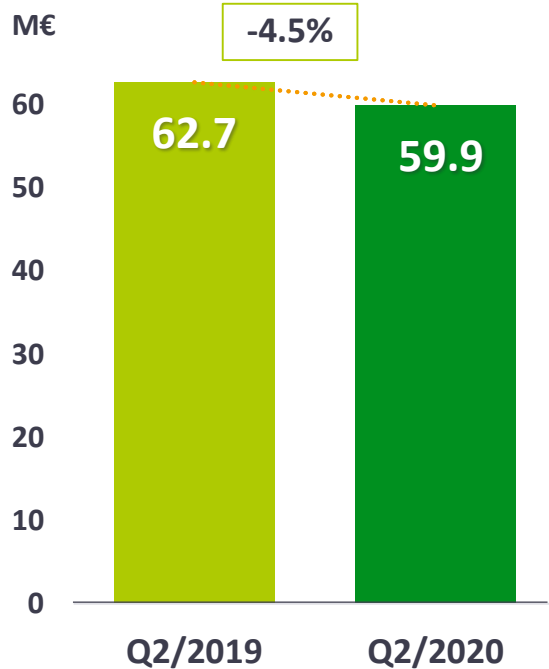


H1 2020:

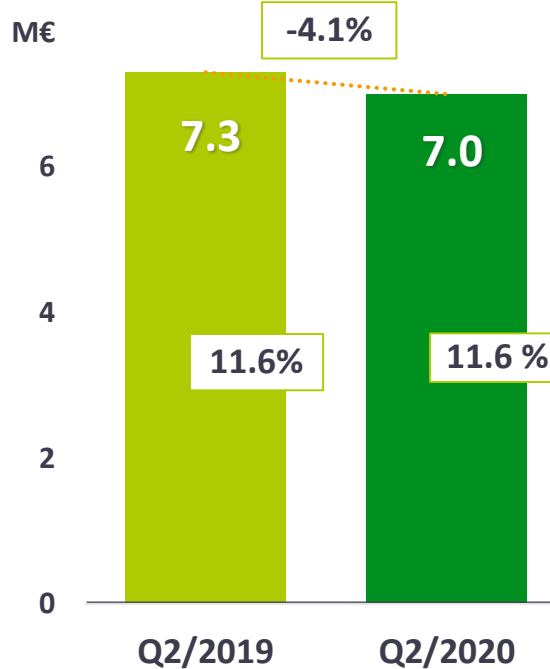
- Net sales and EBIT improved during the first half-year. Monthly fluctuations were fierce.

Raisio plc's net sales and EBIT Q2/2020

Net sales



EBIT



Q2 2020:

- During the second quarter, the progress differed markedly between markets and business areas.

Raisio's H1/2020 – Investments, positive cashflow and rising financial solvency



POSITIVE CASH FLOW

9.9 M€* H1 / 2019:
7.9 M€*

INCREASED INVESTMENTS

12.9 M€ H1 / 2019:
6.7 M€

*Investments were 11.3
(6.0) % of net sales.*

EQUITY RATIO

85.6 % H1 / 2019:
82.8%

EQUITY PER SHARE

1.62 € H1 / 2019:
1.61 €

*Even stronger equity
ratio and balance sheet.*

Raisio's H1/2020 – Investments, positive cashflow and rising financial solvency

NET INTEREST-BEARING DEBT

-72.4 M€ H1 / 2019: -93.8 M€

NET GEARING

-28.4% H1 / 2019: -37.0%

Strong financial solvency and liquidity



EARNINGS PER SHARE

0.06 EPS H1 / 2019: 0.08 EPS

ROIC, return on investment

9.8% H1 / 2019: 14.8%

Improved EPS and ROIC in Q2 vs. Q1 2020

Raisio's outlook for 2020

- On 29th July, Raisio withdrew its guidance for 2020, gives a new guidance as visibility improves.
- Due to the potential second wave of the COVID-19 pandemic and the prolonged state of the pandemic in general, Raisio withdraws its outlook for 2020. Unexpected changes in consumer behaviour caused by the pandemic continue to inflict significant insecurity in our markets during the second half of the year.
- Raisio's previous guidance 12th February 2020: In 2020, Raisio expects its net sales for continuing operations to grow (2019: EUR 236.3 million) and comparable EBIT to be over 10 per cent of the sales.





The construction of the production facility for plant-based value added products is proceeding on schedule.



Healthy Food

Healthy Food Segment H1 / 2020



Proven to lower
cholesterol safely and
effectively



Healthy
Brand
products to
consumers



The most valued and
sustainable oat
brand in Finland

Healthy Food: Geographic
distribution and growth of net
sales H1 19 – H1 20

Western Europe 44%



Northern Europe 40%



Central and Eastern Europe 16%



Key
market areas:

Finland, the UK, Russia,
Ireland, Ukraine and
Poland



Healthy Food: Development of
profitability by key market areas:

Western Europe



Northern Europe

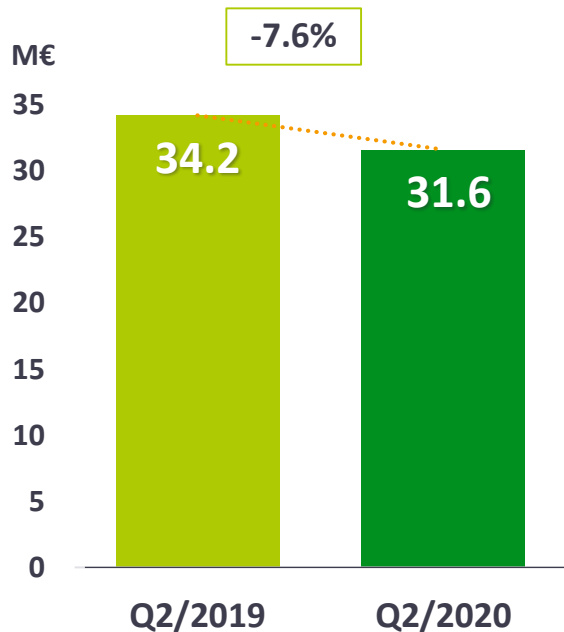


Central and Eastern Europe

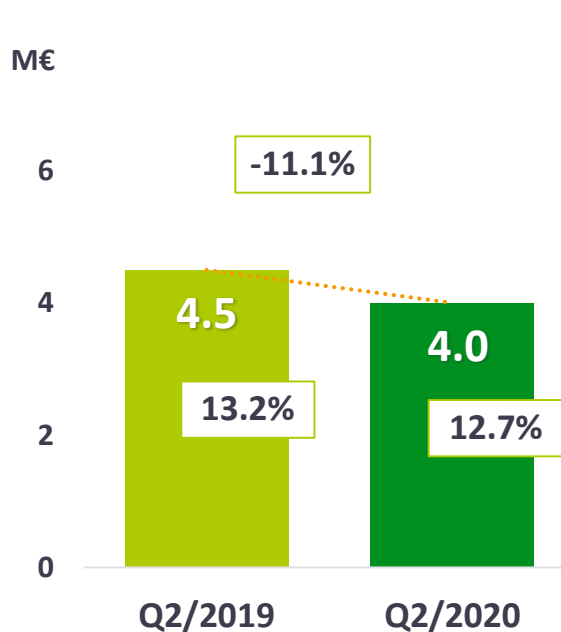


Healthy Food Segment's Net Sales and EBIT Q2/2020

Net sales



EBIT



Highlights:

- The restrictions and various precautionary measures due to the prolonged pandemic had different implications to different markets and demand throughout product categories
- The strong and rapid spike in demand because of consumer hoarding evened out quite quickly, as expected
- Marketing and sales campaigns were limited during the second quarter



Healthy Ingredients

Healthy Ingredients Segment H1 / 2020

Fish feeds

Raisioaqua is an **innovative forerunner in fish feeds**



Key markets for fish feeds: **Finland and Russia.**

Global markets for ingredients, key markets in **Europe.**



Ingredients

Quality food ingredients made with Finnish grains for B2B customers.

Raisioaqua:

Record-breaking Q1 2020, thanks to orders from the Polish market and growing of reserve stocks by Russian customers. **During the second quarter, this could be seen as a normalization of sales volumes.** Weather conditions were also abnormal in the beginning of the feeding season, having an effect to sales volumes.



Baltic Blend feeds have reduced the Baltic Sea nutrients*

282 Tonnes of phosphorus

1413 Tonnes of nitrogen



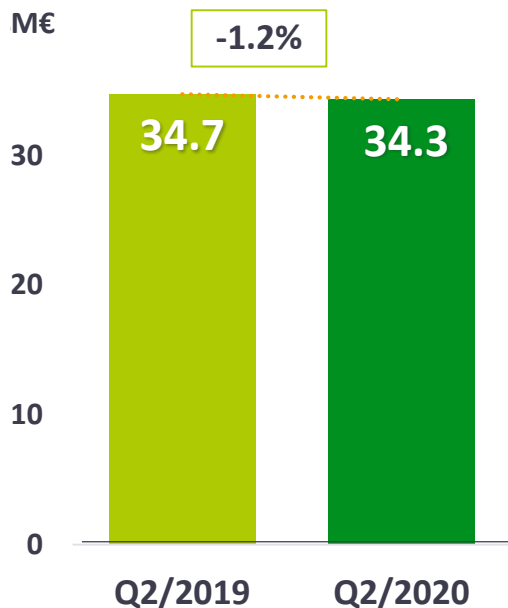
Ingredients:

We achieved growth and new customers especially in the **gluten-free oat products**. Continental Europe was the best performing export market, where Raisio gained over ten new industrial customers in almost ten different countries.

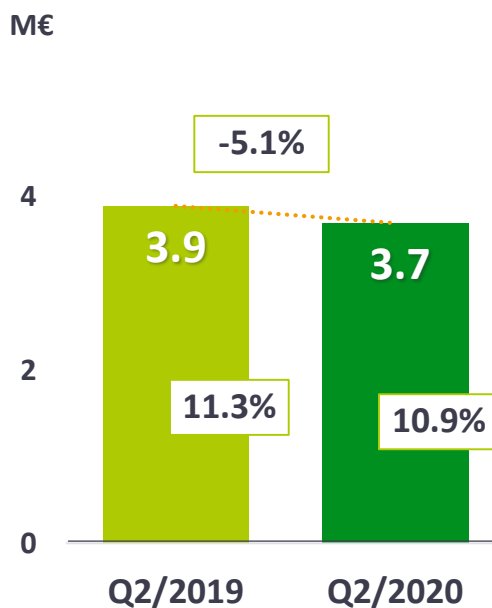
*Removed nutrients with the raw materials of Baltic Blend feeds since 2016.

Healthy Ingredients Segment's Net Sales and EBIT Q2/2020

Net sales



EBIT



Highlights:

- Raisioaqua's high pre-season sales during Q1 and unfavourable weather conditions during second quarter had an effect on the Raisioaqua sales during second quarter
- Strong progress and sales growth of gluten-free oat products to industry continued in the second quarter
- Clearly larger deliveries to Benecol licence partners in relation to comparison period because of the phasing of the sales volumes



Food for Health, Heart and Earth.