



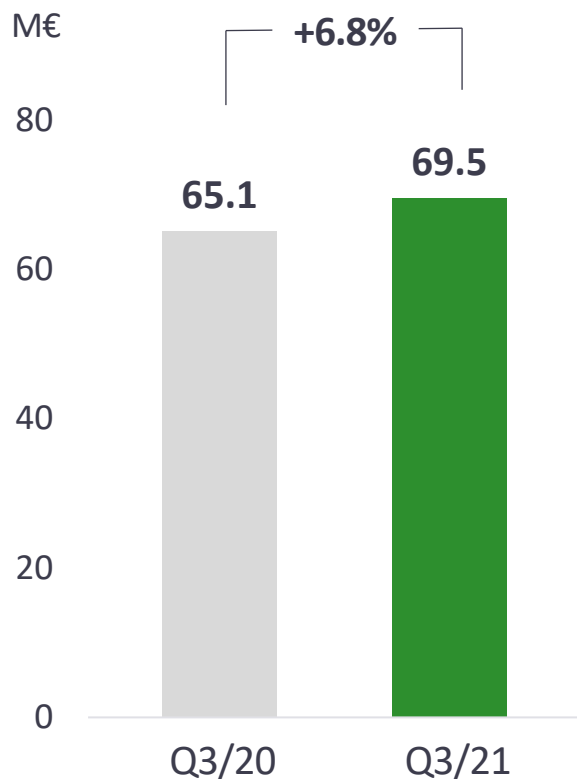
Strong overall  
performance despite  
hot weather

Raisio plc's Interim Report Q3/2021  
CEO Pekka Kuusniemi  
3 November 2021

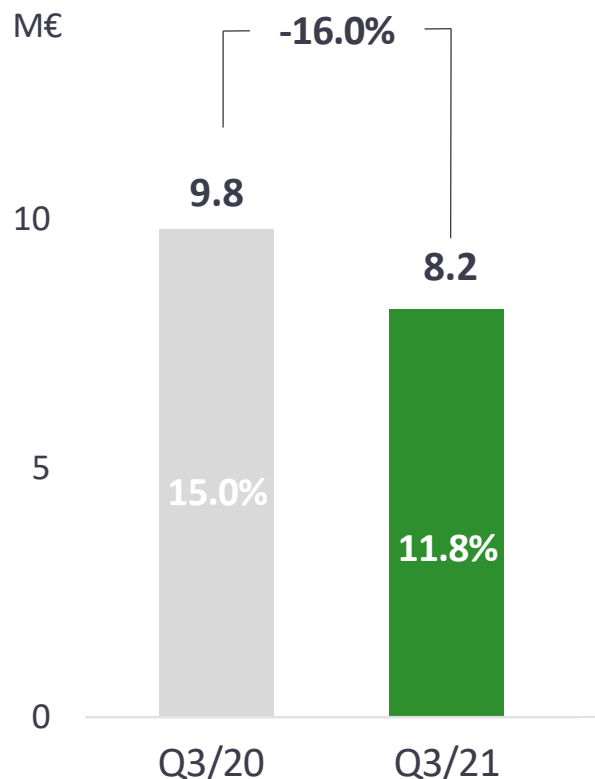
# Raisio plc's net sales and EBIT Q3/2021



## NET SALES



## EBIT



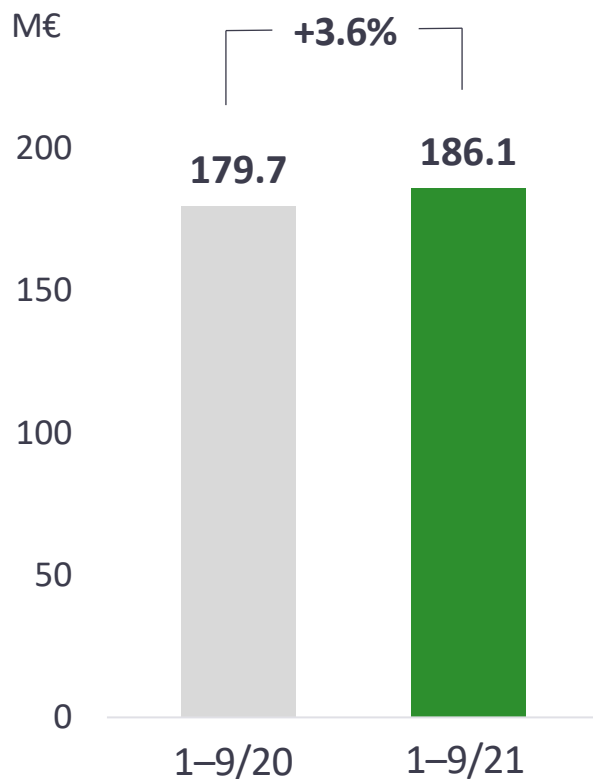
## JULY–SEPTEMBER NET SALES INCREASED BY 6.8%

- Development of all market areas especially in the Healthy Food Segment was very encouraging
- Significantly larger spend in sales and marketing to enable future growth
- Profitability was weakened by a long period of hot weather that had a heavy impact on Raisioaqua's business

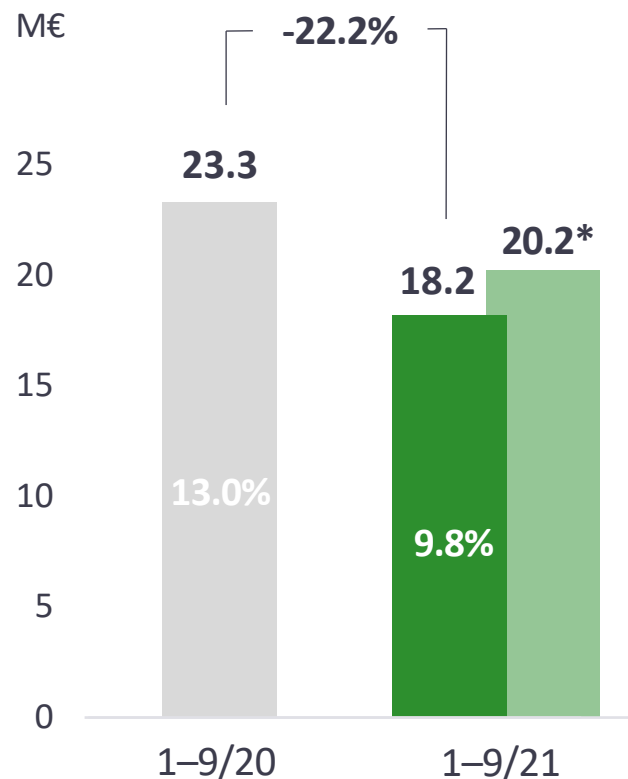
# Raisio plc's net sales and EBIT 1–9/2021



## NET SALES



## COMPARABLE EBIT AND EBIT



## OUR GROWTH INVESTMENTS BURDENED PROFITABILITY AS EXPECTED

- Exceptional comparison period due to the strong peak in demand caused by the coronavirus pandemic
- As expected, profitability was burdened by costs related to the start-up of our growth investments
- Exceptionally long period of hot weather during Raisioaqua's peak season had a very negative effect on profitability

\*EBIT includes EUR 2.8 million for the sale of the receivable in other operating income and EUR 0.7 million in expenses related to the acquired businesses.

# Investments, positive cash flow and strong financial solvency



	1–9/21	1–9/20
Positive cash flow, M€	21.4	18.8
Investments, M€	21.4	23.0
Equity ratio, %	80.4	85.7
Equity per share, €	1.73	1.67
Net interest-bearing debt, M€	-49.4	-71.5
Net gearing, %	-18.0	-27.2
Earnings per share, EPS	0.10	0.11
ROIC, %	8.5	11.8

## STRONG INVESTMENT PERIOD IN PRODUCTION FACILITIES IS NOW IN THE DEPLOYMENT PHASE

- Investments were 11.5 (12.8)% of net sales
- The financial position is very strong, and in the future we will focus on investments that complement our synergies and efficiency
- During the second quarter, Raisio plc paid EUR 20.6 million in dividends for 2020



The text "Raisio's outlook for 2021" is centered within a white curly bracket. The background of the slide is a photograph of a person pouring Raisio Kaura-Juoma cereal milk from a blue carton into a white bowl filled with cereal, raspberries, and blueberries. A gold spoon is in the bowl, and a glass of the cereal milk is visible in the foreground.

## Raisio's outlook for 2021

In 2021, Raisio estimates that net sales will increase (net sales in 2020: EUR 233.6 million).

The front-loaded costs accrued as a result of our growth investments will put pressure on our profitability in 2021 in comparison to the situation in 2020.

# Healthy Food



# Healthy Food Segment 1–9/2021

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

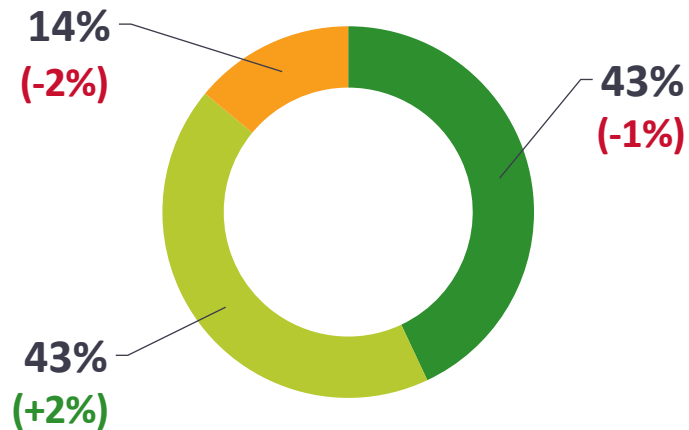


The most valued and sustainable oat brand in Finland



Plant stanol ester has been shown to lower cholesterol

## GEOGRAPHIC DISTRIBUTION OF NET SALES 1–9/20 VS 1–9/21:



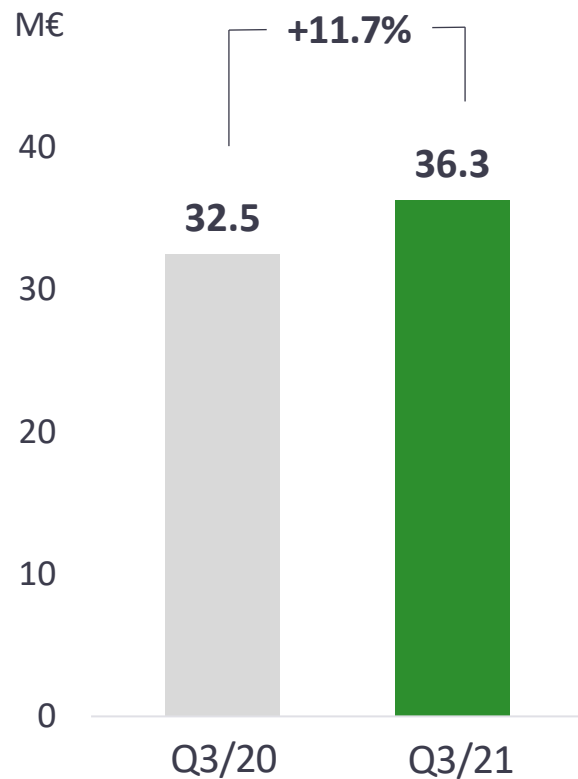
## DEVELOPMENT OF PROFITABILITY (EBIT):

	Q1/21 vs Q1/20	Q2/21 vs Q2/20	Q3/21 vs Q3/20
Western Europe	-	+	+
Northern Europe	-	-	+
Central and Eastern Europe	-	-	+

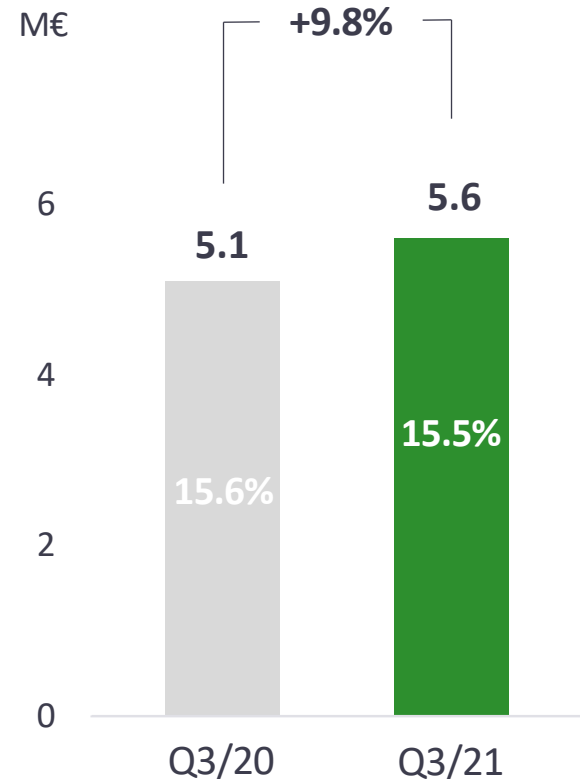
# Healthy Food Segment's net sales and EBIT Q3/2021



## NET SALES



## EBIT



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

- Very strong growth in relation to the comparison period
- Growth was driven by all of our key consumer markets
- Our new production facility started its first commercial deliveries at the end of the reporting quarter



# Healthy Ingredients



# Healthy Ingredients Segment 1–9/2021

## INGREDIENTS

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

## FISH FEEDS

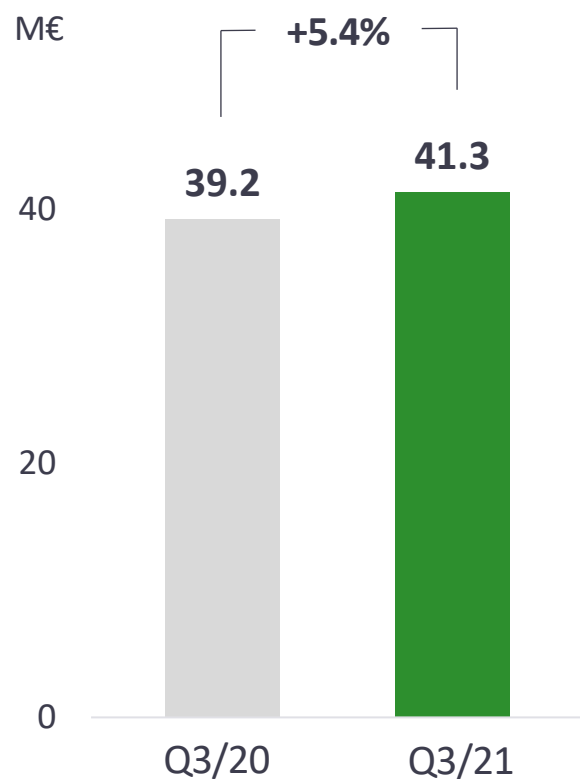
- Raisioaqua is an innovative forerunner in fish feeds
- Key markets for fish feeds: Finland and Russia



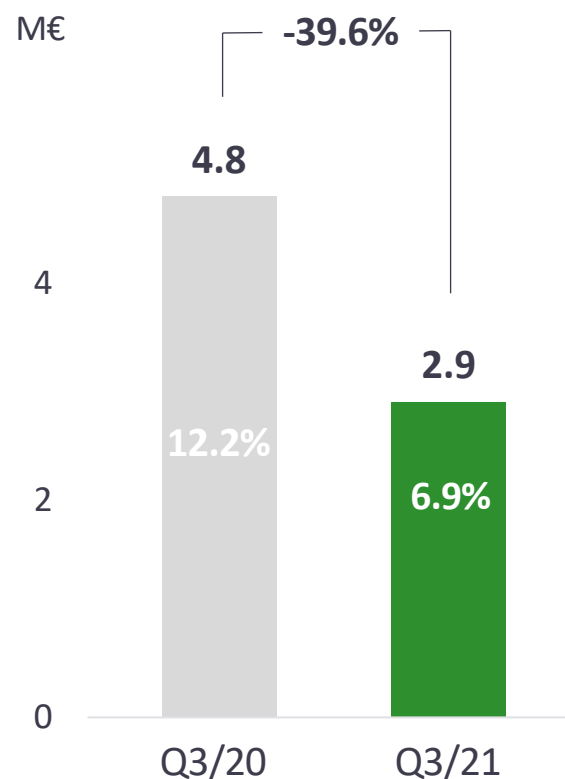
# Healthy Ingredients Segment's net sales and EBIT Q3/2021



## NET SALES



## EBIT

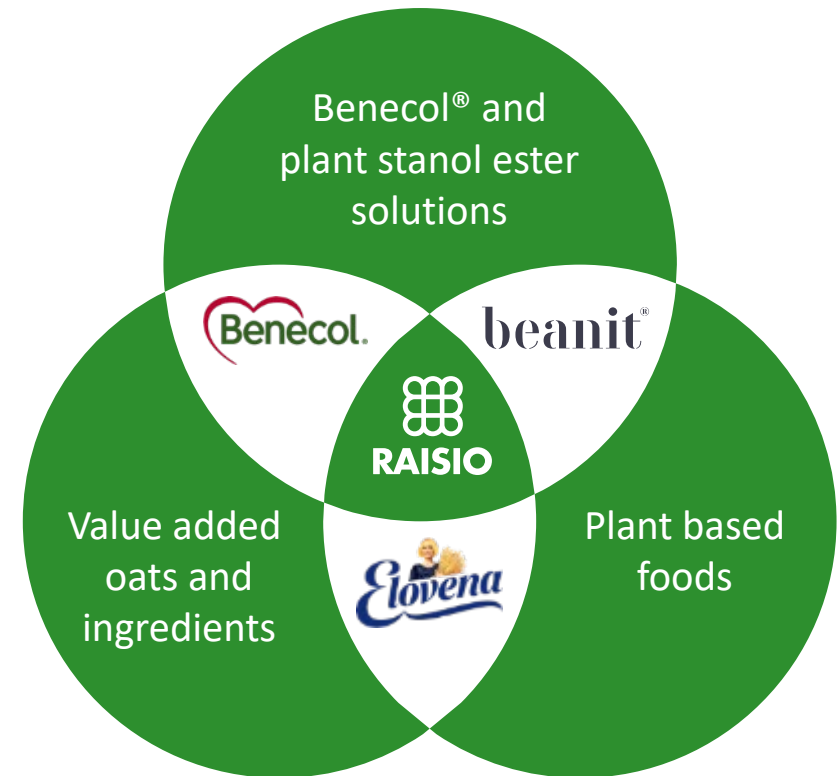


## JULY–SEPTEMBER NET SALES INCREASED BY 5.4%

- Oat products and gluten-free oat products continued to drive growth according to our strategy
- The sales mix continued to shift towards value added products and the export customer base continued to grow
- Extreme weather conditions caused Raisioaqua's sales to take a negative turn after the initial success at the start of the season
- Growth investments put pressures on costs as expected



Raisio's updated  
strategy 2022–2025 is  
built on three focus  
areas and their unique  
combinations that  
enable growth



During the past 3 years, we have invested  
nearly EUR 70 million



New production facility



Nokia mill upgrade



Verso Food acquisition

With these investments, we aim at growth and  
production synergies in line with our strategy





Our entirely new and carbon-neutral facility producing plant-based products was completed as planned, on schedule and within budget.

We launched 13 new products under the Benecol® and Elovena® brands in the Finnish market at the same time.



# Food for Health, Heart and Earth.



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