

Net sales, profitability and sales volumes improved

Raisio's Half-Year Report H1/2024

CEO Pasi Flinkman &
CFO Mika Saarinen

Raisio plc, 7 August 2024

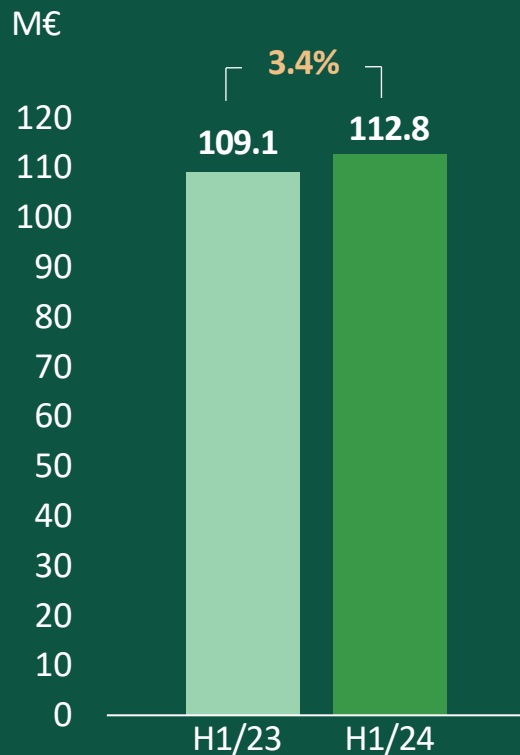


Raisio Group's net sales and EBIT H1/2024

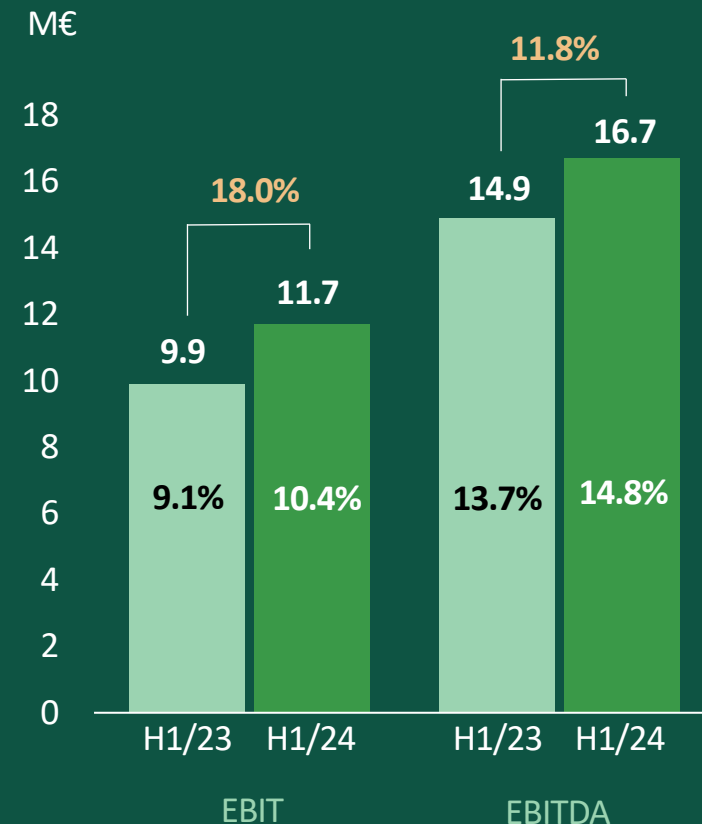


Continuing operations without Raisioaqua

NET SALES



COMPARABLE EBIT AND COMPARABLE EBITDA



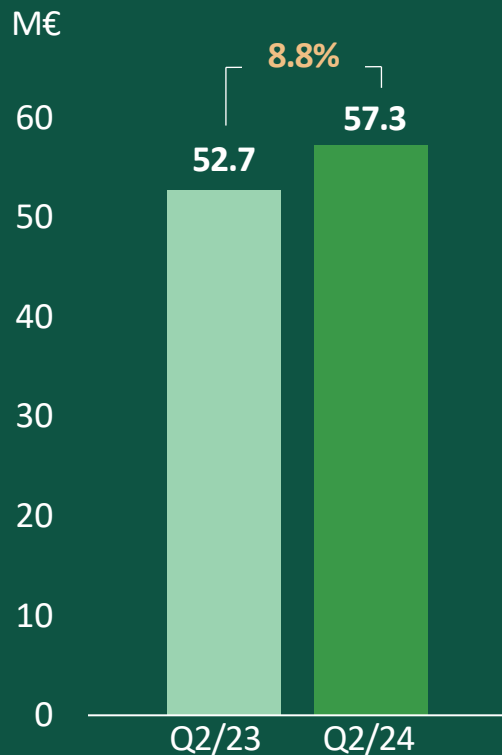
SALES VOLUMES REGAINED GROWTH IN JANUARY–JUNE

- Net sales increased slightly from the comparison period. Sales volumes started to grow, driven by strong brands and new product launches.
- In the consumer markets in Finland, net sales grew clearly, while in the UK they were at the level of the comparison period.
- Higher sales and an improved gross margin significantly improved our results, despite higher investments in international growth, marketing and product development compared to the comparison period.

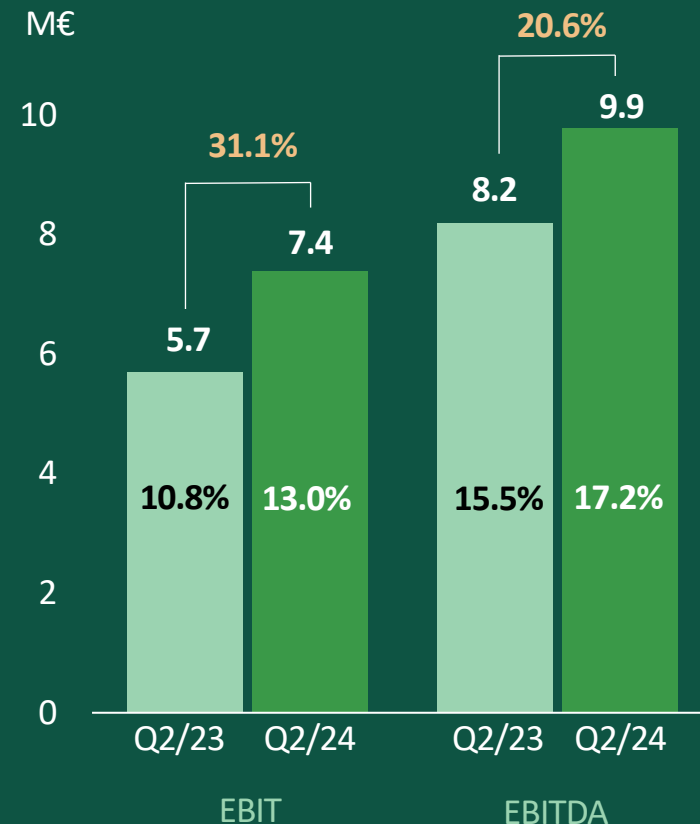
Raisio Group's net sales and EBIT Q2/2024

Continuing operations without Raisioaqua

NET SALES



COMPARABLE EBIT AND COMPARABLE EBITDA



INCREASED NET SALES, PROFITABILITY AND VOLUMES IN APRIL–JUNE

- Net sales increased clearly from the comparison period. Volume growth continued to pick up during the second quarter.
- In the consumer markets in Finland, net sales grew clearly, while in the UK they increased slightly from the comparison period.
- B2B sales were marked by strong price competition and a pick-up in demand compared to the difficult comparison period. Exports of gluten-free oats proved particularly successful.

Cash flow improved significantly

	H1/2024	H1/2023
Cash flow, M€	16.2	13.0
Investments, M€	4.9	4.9
Equity ratio, %	79.6	78.9
Equity per share, €	1.58	1.58
Net interest-bearing debt, M€	-49.2	-35.7
Net gearing, %	-19.8	-14.3
Comparable earnings per share, EPS	0.06	0.05
Comparable ROIC, %	9.3	7.4

WORKING CAPITAL ON TARGET PATH, TAKING INTO ACCOUNT SEASONAL VARIATION IN PROCUREMENT

- Cash flow was improved by a decrease in working capital and an improvement in profitability.
- Return on invested capital (ROIC) improved significantly.

RAISIO'S OUTLOOK 2024

Raisio projects the comparable EBIT for the financial year 2024 to be at the level of 2023 or slightly higher. Raisio's comparable EBIT in 2023 was EUR 22.7 million.

RAISIO'S PROFIT DISTRIBUTION 2023

Based on the Board of Directors' proposal, the AGM held on 9 April 2024 decided to pay a dividend of EUR 0.14 per share, of which EUR 0.11 is the basic dividend in accordance with the company's dividend policy and EUR 0.03 the supplementary dividend.

PROFIT DISTRIBUTION TARGETS FOR THE STRATEGY PERIOD

The company aims to maintain a steady total annual dividend throughout the strategy period, until 2025. The dividend for each financial year is decided by the Annual General Meeting.



OVERVIEW BY SEGMENT:

Healthy Food

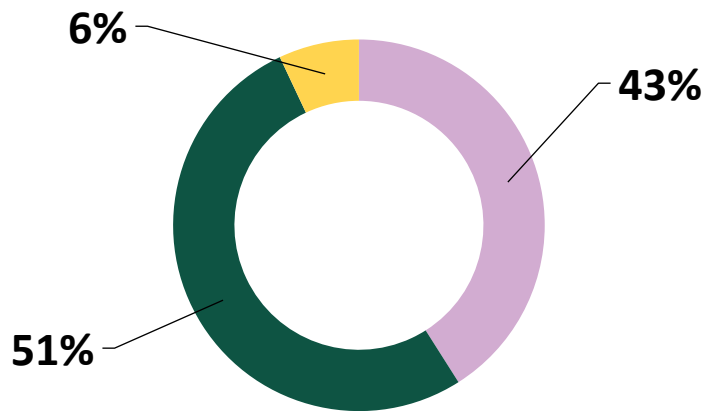


Healthy Food Segment Q2/2024

- Healthy brand products for consumers
- The main market areas are Finland, the UK, Ireland, Poland, Belgium and Ukraine



GEOGRAPHICAL BREAKDOWN OF NET SALES Q2/2024:



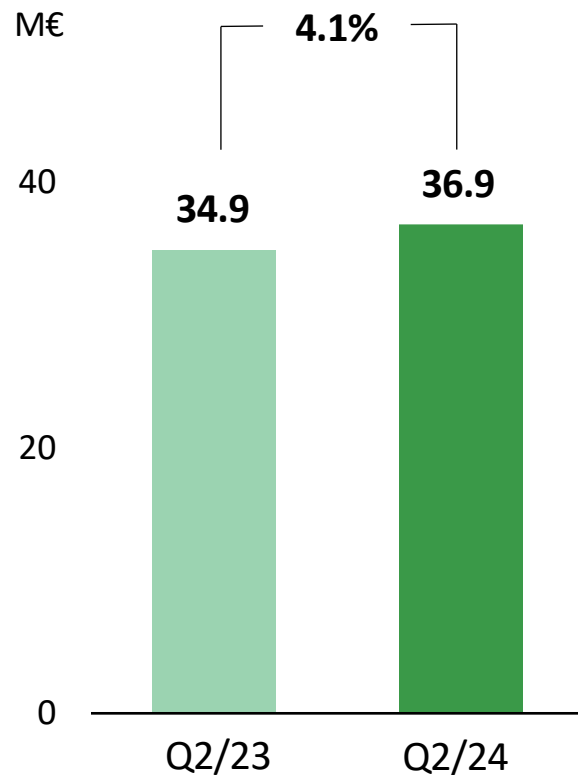
QUARTERLY DEVELOPMENT OF NET SALES:

	Q3/23 vs Q3/22	Q4/23 vs Q4/22	Q1/23 vs Q1/24	Q2/23 vs Q2/24
Western Europe	↘	↘	↗	↗
Northern Europe	↗	↗	↗	↗
Central and Eastern Europe	↘	↘	↘	↘

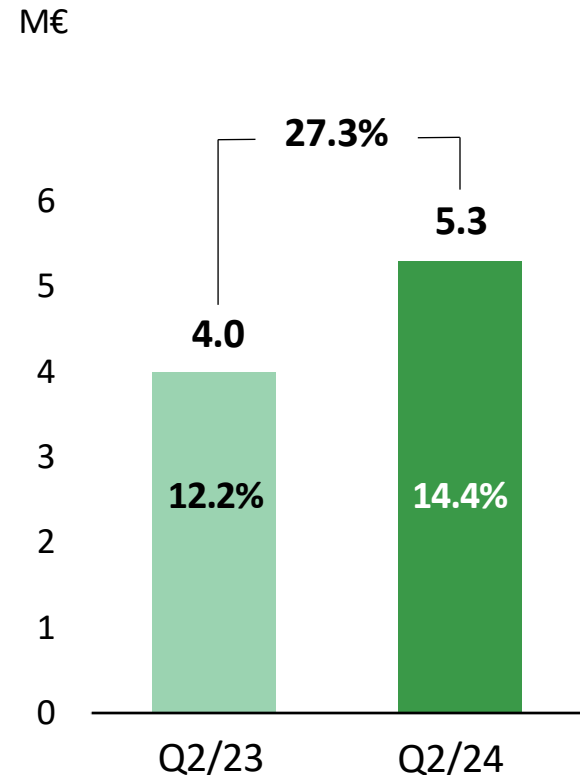
Healthy Food Segment's net sales and EBIT Q2/2024



NET SALES



COMPARABLE EBIT



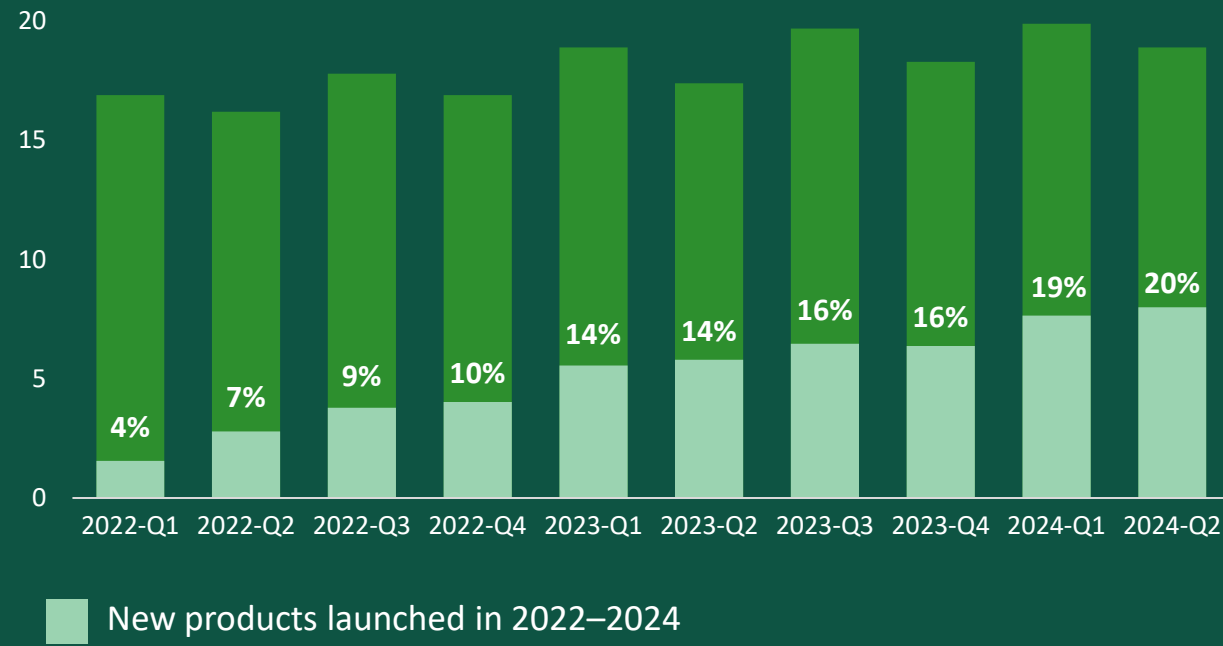
STRONG BRANDS DELIVERED GROWTH

- In Northern Europe, net sales grew clearly driven by new products, while in Western Europe net sales exceeded the level of the comparison period.
- New Elovena® products delivered significant growth in net sales in Finland.
- Benecol® products played a significant role in the improved performance in the first half of the year. Their volume development was promising during the quarter compared to last year.
- The volume challenges experienced in the plant protein market last year continued.

Agile product development in multiple categories delivers results



SALES OF NEW PRODUCTS AS A PROPORTION OF NET SALES IN NORTHERN EUROPE





OVERVIEW BY SEGMENT:

Healthy Ingredients



Healthy Ingredients Segment Q2/2024

INGREDIENTS

- Sale of grain-based foods and ingredients and sale of plant proteins to industrial and catering companies
- Benecol® licensing
- Global market with a focus on Europe

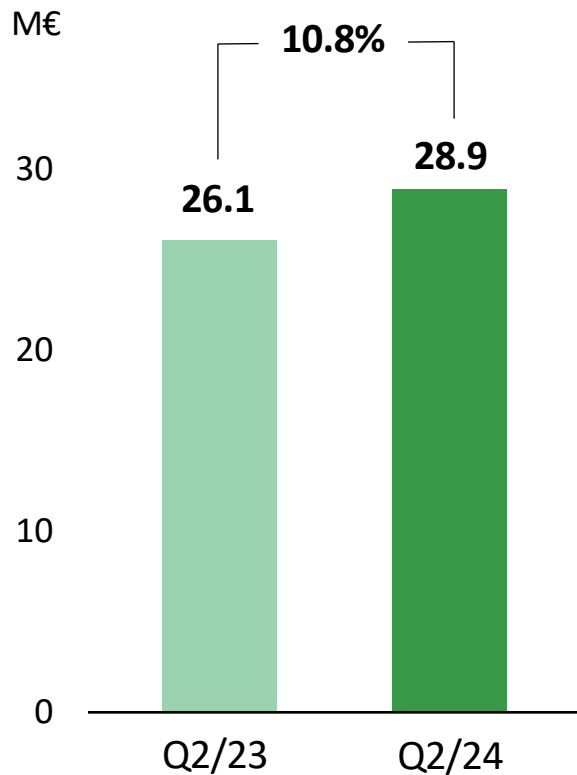


Healthy Ingredients Segment's net sales and EBIT Q2/2024

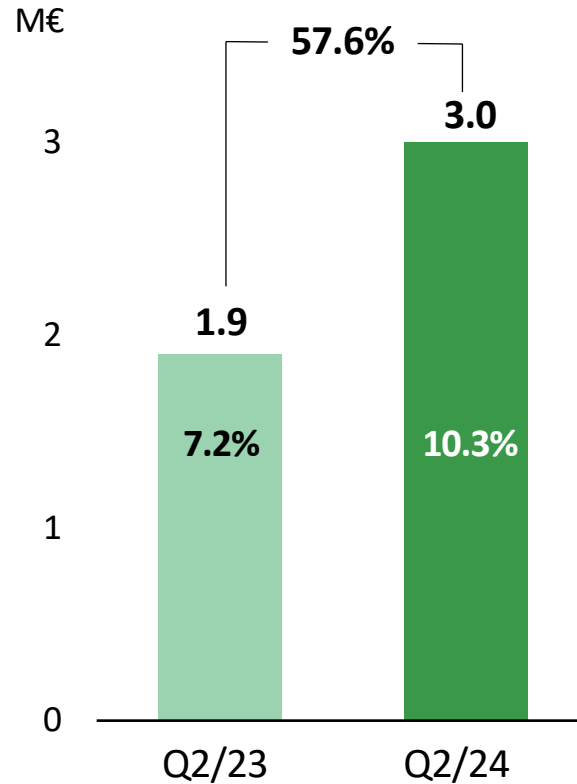


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NET SALES



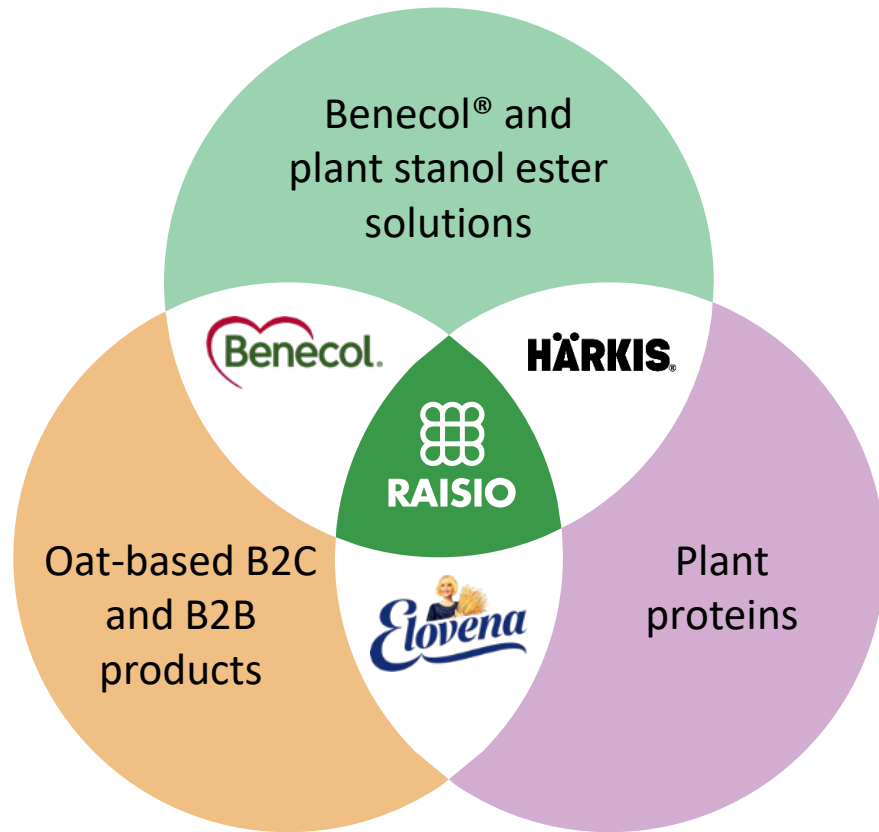
COMPARABLE EBIT



PROFITABILITY IMPROVED SIGNIFICANTLY IN APRIL–JUNE

- In exports, the sales value and sales volumes of oat products and gluten-free oat products increased significantly from the comparison period.
- Sales value, sales volumes and profitability of plant stanol ester increased significantly from the comparison period, mainly due to the timing of deliveries.
- Grain prices have stayed quite high due to a poor harvest, but we have been able to ensure the availability of Finnish grain until the new harvest.

Raisio's Healthy Growth Strategy 2022–2025



Tailwind behind our back



Plant-based eating

High-quality options

As plant-based eating becomes more widespread and the range of products on offer expands, more and more expectations are being placed on product quality.



Healthy living

Comprehensive well-being

Health is understood as holistic well-being, and the emphasis on mental well-being has increased.



Sustainable food production

Our shared planet

Making sustainable choices is becoming increasingly important to people. Consumers are looking for ways to influence that they can understand and afford.



FOOD FOR
*Health, Heart
and Earth*



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