

# Raisio's Interim Report January-June 2009

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Raisio plc  
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# Raisio Group Q2/2009

## Continuing operations:

- Net sales 97.8 EURm (111.6 EURm)
- EBIT excluding one-off items 4.5 EURm (5.9 EURm) or 4.6% (5.3%) of net sales
  - Brands Division's EBIT doubled from the comparison period
  - Business to Business Division posted a positive EBIT after a very difficult first half
- EBIT includes a one-off item of 0.8 EURm for the expenses of an acquisition project that was not finalised
- Cash flow from business operations +1.0 EURm (+0.1 EURm) and in January-June +6.4 EURm, which is 16.5 EURm better than in the comparison period
- Earnings per share unchanged 0.02 EUR (0.02 EUR )

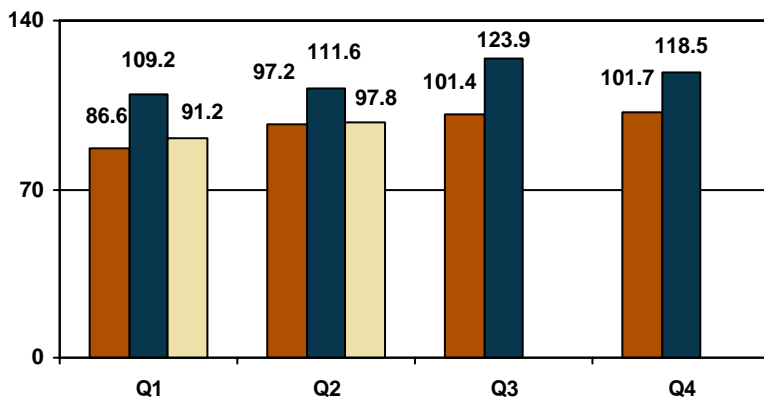
# Key figures

	4-6/2009	4-6/2008	1-6/2009	1-6/2008	2008
Net sales, EURm	97.8	111.6	189.0	220.8	463.2
EBIT, EURm*	4.5	5.9	9.0	9.7	20.2
% of net sales*	4.6	5.3	4.8	4.4	4.4
Result before taxes, EURm*	4.3	5.8	8.5	9.6	19.8
Earnings/share, EUR*	0.02	0.02	0.04	0.04	0.10
Return on investment, %*	-	-	5.8	6.9	7.0
Equity ratio, %	-	-	68.6	78.2	77.9
Net gearing, %	-	-	-17.9	-0.3	-20.8
Equity/share, EUR	-	-	1.76	1.73	1.79

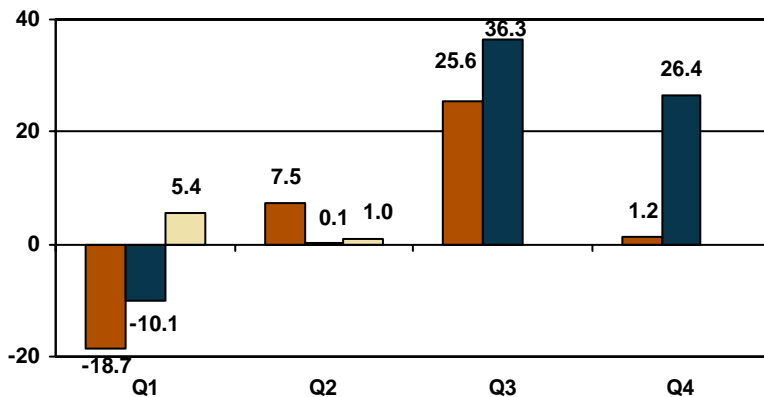
\* Figures excluding one-off items

# Quarterly performance

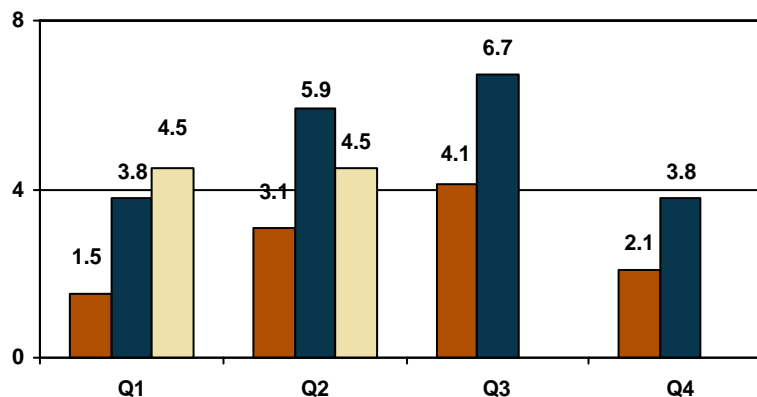
Net sales, EURm, continuing operations



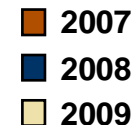
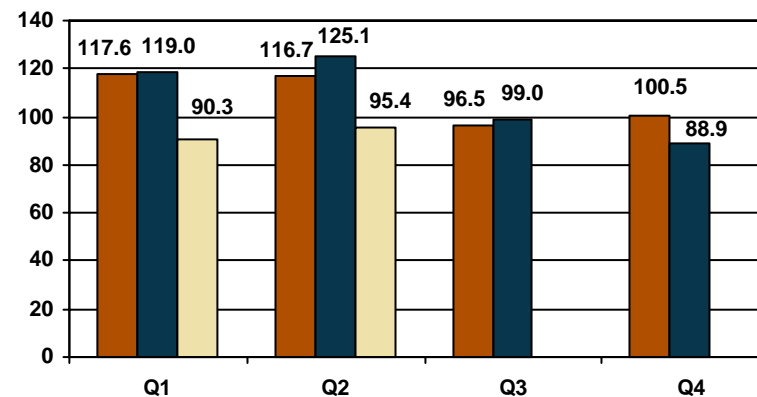
Cash flow from business operations before investments, EURm



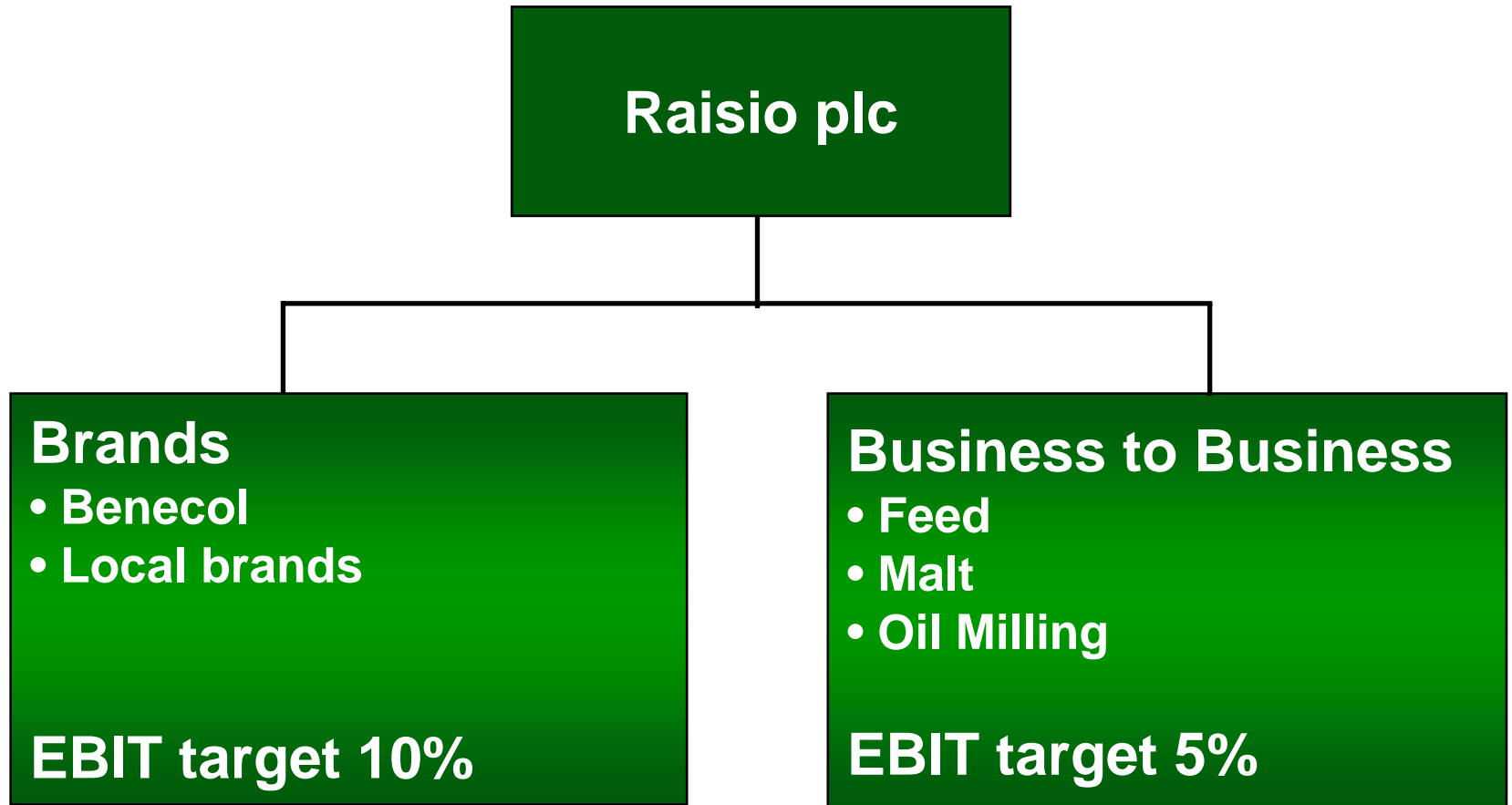
EBIT, EURm, continuing operations  
(excluding one-off items)



Working capital, EURm



# Raisio Group's Organisation



# Changes in reporting

- From Q2/2009 onwards, Raisio's reporting will correspond to its management model after the divestment of the margarine business
- Reported Divisions:
  - Brands: Benecol and local brands
  - Business to Business: feed, malt and oil milling
- The Polish company that is part of the margarine business will be reported under discontinued operations
- The Finnish margarine business will be reported under continuing operations as a part of the Brands Division's result, since Raisio will continue to sell margarines in Finland, Sweden and Estonia as a partner of Bunge

# Brands



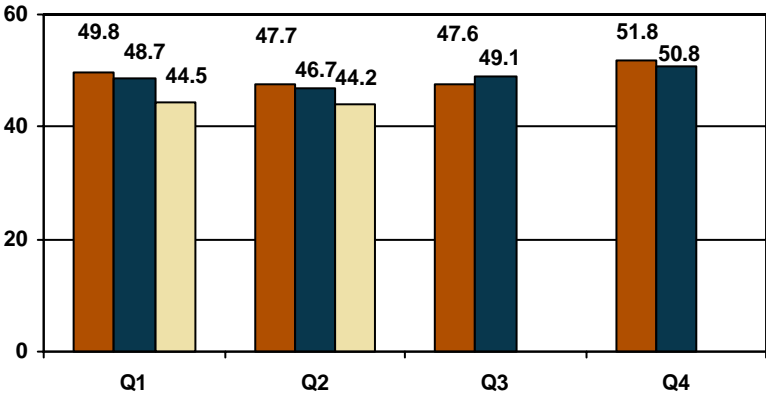
# Brands Q2/2009

- Net sales 44.2 EURm (46.7 EURm)
  - Volume and net sales of Benecol increased
  - Demand for Raisio's main brands continued strong
  - Net sales decreased as a result of declining volumes to Finnish bakery and industrial customers and to HoReCa sector
- EBIT 4.6 EURm (2.1 EURm) or 10.3% (4.5%) of net sales
  - Division's EBIT doubled from the comparison period
  - Profitability of Benecol has stabilised to a good level
- Demand for non-dairy products is increasing in Finland and Sweden
- Economical, ecological and healthy products sold under strong and safe brands do well in recession

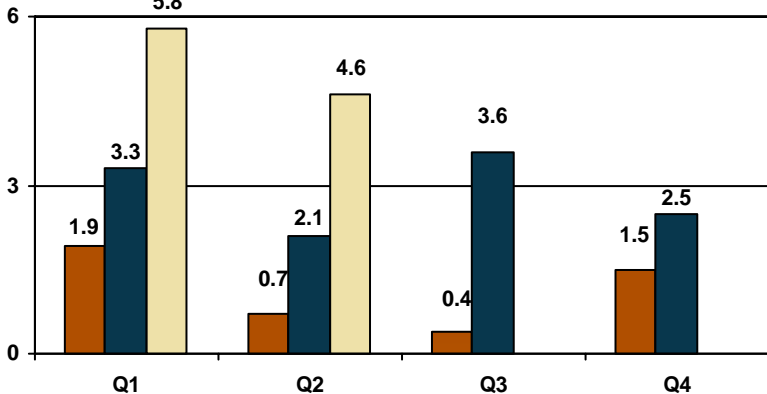


# Brands

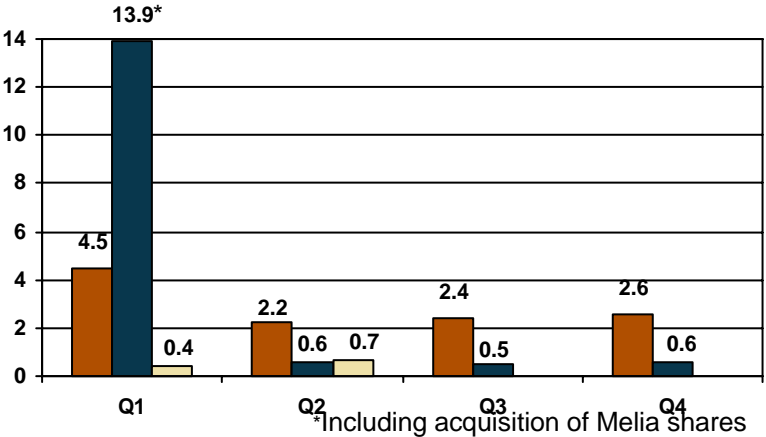
Net sales, EURm



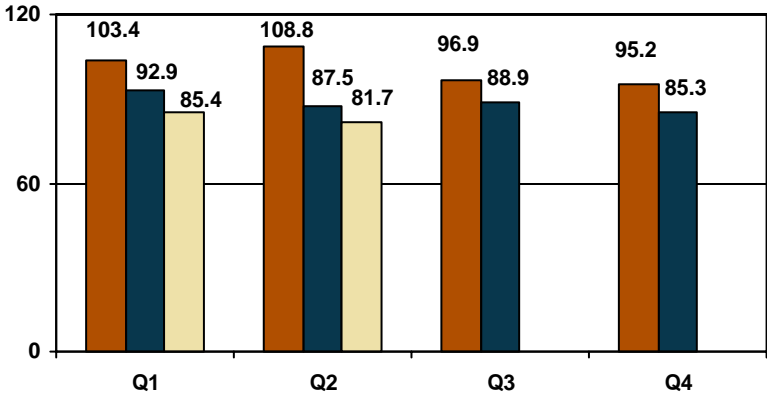
EBIT, EURm  
(excluding one-off items)



Investments, EURm



NAV, EURm



- 2007
- 2008
- 2009

# Further evidence of the effectiveness and safety of Benecol

- New clinical studies show that even a high daily intake of the plant stanols from Benecol products is safe and the cholesterol lowering effect is boosted.
- Studies, conducted in Finland and the Netherlands, examined the impact of daily plant stanol doses as high as 9 grams as the current recommended daily dose is 2 grams of plant stanols (as plant stanol ester).
- Compared to a daily dose of 2–3 grams a larger dose of plant stanol is still just as safe.
- Only Benecol products contain plant stanol ester.

# Business to Business

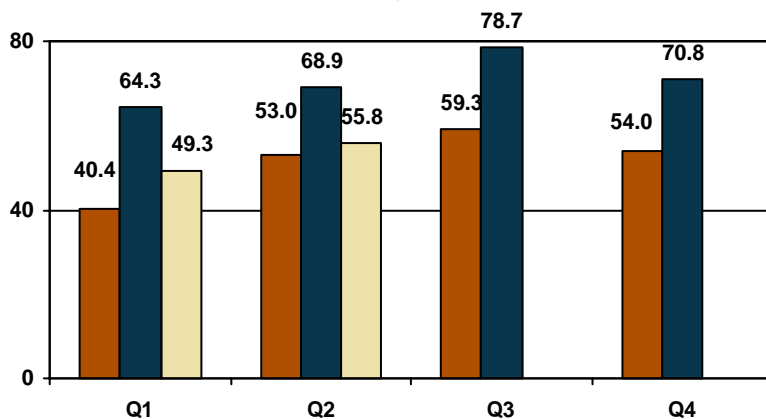


# Business to Business Q2/2009

- Net sales 55.8 EURm (68.9 EURm)
  - Decrease in net sales came from the decline in volumes in all businesses and from the drop in raw material prices being transferred to product prices.
  - Salmonella caused extra ordinary cost
  - Slack demand for vegetable oil continued
  - Beer consumption and the price of malt declined
- EBIT 0.6 EURm (4.2 EURm)
  - Despite of a very difficult beginning of the year Raisio posted a positive EBIT
- Hercules phytase feed for big trout that reduces by 26% the phosphorus load has received very positive feedback
- Feed market is expected to return to normal in the second half of the year and customers' confidence in Raisio has restored.

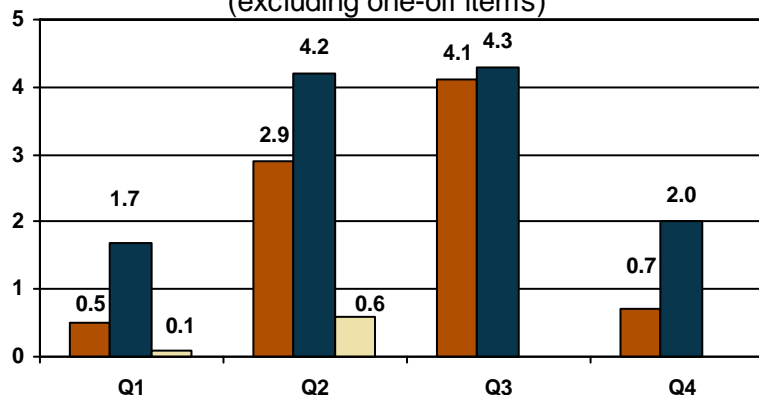
# Business to Business

Net sales, EURm

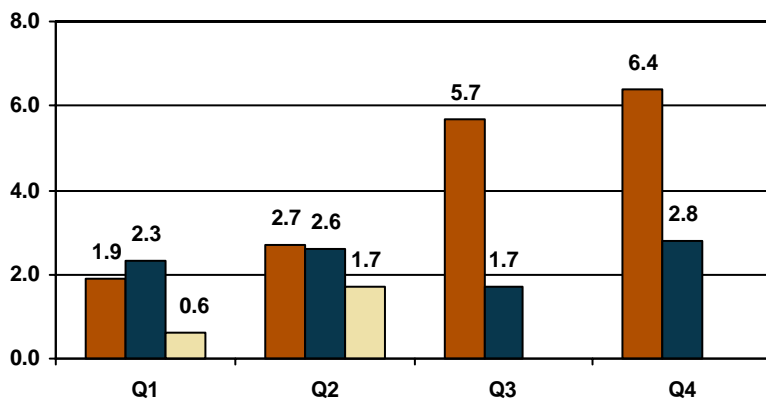


EBIT, EURm

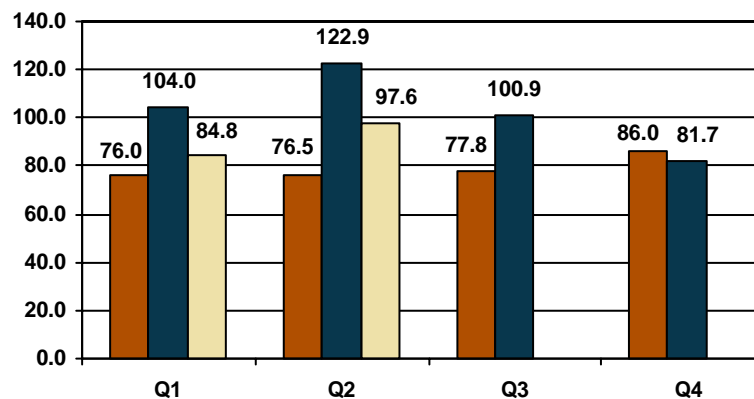
(excluding one-off items)



Investments, EURm



NAV, EURm



2007  
2008  
2009

# Outlook unchanged

**Raisio's original estimate of the Group's outlook for 2009 remains unchanged and has been largely accurate.**

- Volatility in quarterly results and between divisions will become more pronounced, but they will balance out at the Group-level over the year 2009.
- Even if the food consumption and demand remain steady, the unpredictable outcome of an economic crisis may reduce volumes in the short run either directly or indirectly through the food chain infrastructure.
- Nevertheless, the negative impact on result can be neutralised within a few months, and in the long run the reallocation of capacity will open up new opportunities for Raisio.

# Outlook unchanged

- Raisio's main target in 2009 is to maintain its stabilised position under difficult circumstances.
- Volumes are expected to develop moderately in annual terms.
- The trend in net sales will depend on the price level of crop in 2009.
- The company's profitability will also develop moderately, and operating result is predicted to account for 4-5% of net sales.
- Cash flow from operations in the review period is expected to be clearly positive but below the 2008 level.

# Demand for food will increase

population, mrd



1960



2008



2050

arable land/person, m<sup>2</sup>





# Raisio is a forerunner in ecology



2008



2009