

RESULT CONTINUED TO STRENGTHEN, OPERATING ENVIRONMENT REMAINS CHALLENGING

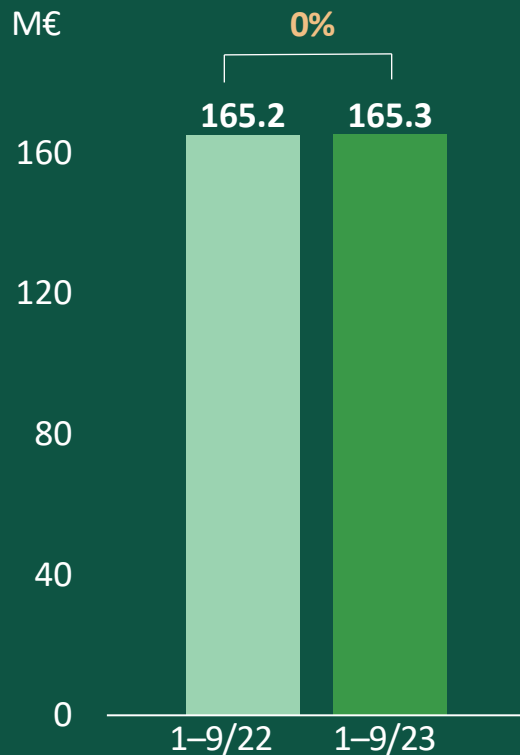
Raisio's Interim Report Q3/2023
CEO Pekka Kuusniemi
Raisio plc, 1 November 2023



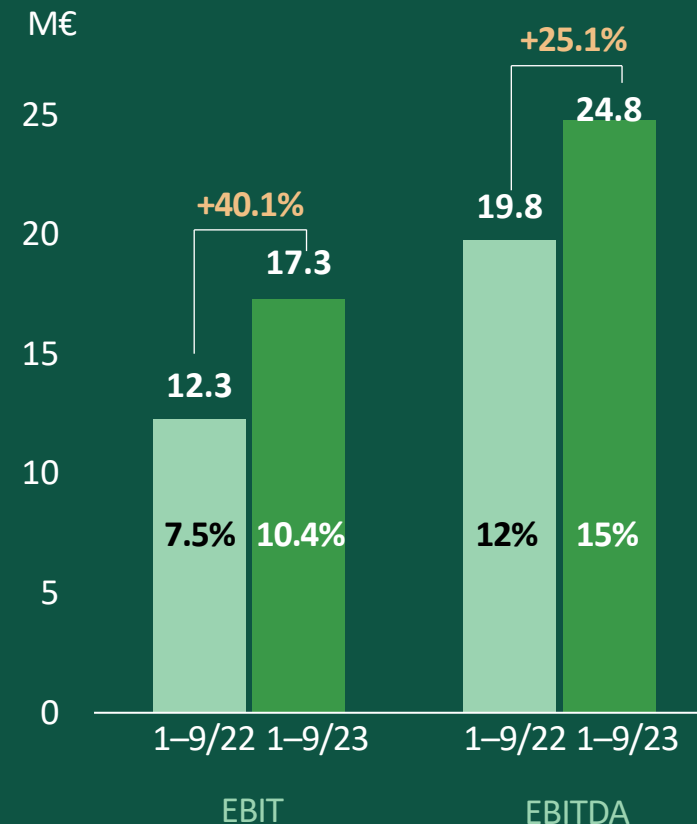
Raisio Group's net sales and EBIT 1–9/2023

Continuing operations without Raisioaqua

NET SALES



COMPARABLE EBIT AND COMPARABLE EBITDA



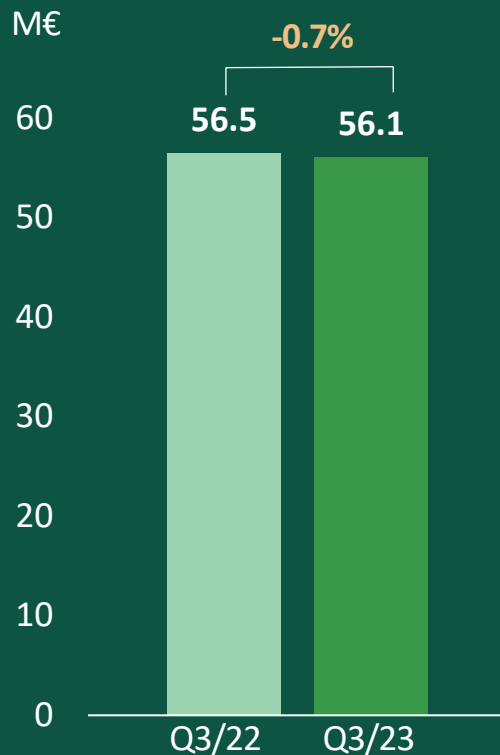
PROFITABILITY IMPROVED BY +40.1% IN JANUARY–SEPTEMBER

- Weakened household purchasing power and fading demand continued to pose challenges to the development of net sales.
- Net sales remained at the level of the comparison period, although volumes were still lower than usual.
- The development process of new products has improved the planning, roll-out, launch visibility and commercial success of new products.
- In the consumer market in Finland, the Elovena® brand in particular saw a significant increase in total net sales (+20%) driven by new product launches.

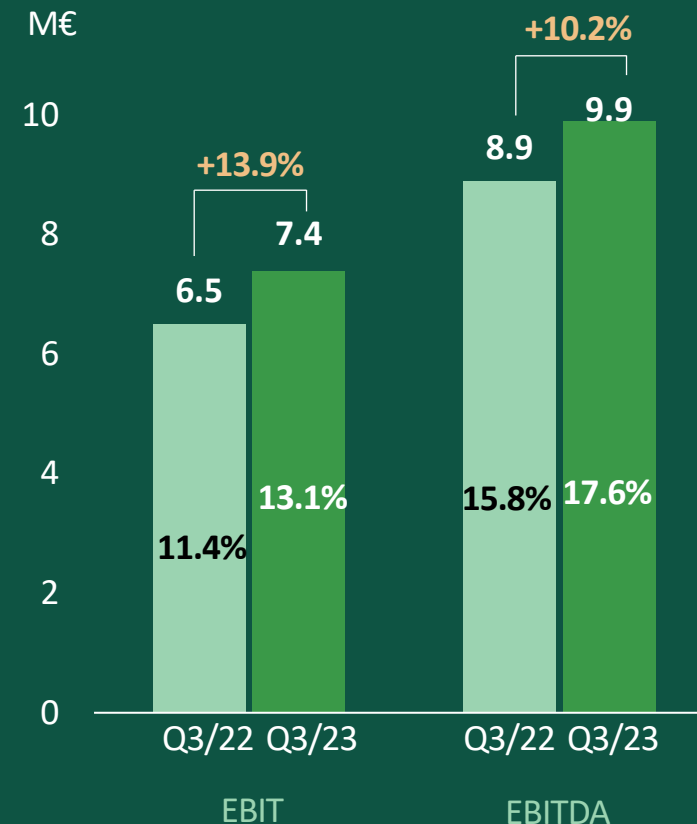
Raisio Group's net sales and EBIT Q3/2023

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NET SALES



COMPARABLE EBIT AND COMPARABLE EBITDA



PROFITABILITY IMPROVED BY +13.9% IN JULY–SEPTEMBER

- In the consumer markets, net sales varied between markets: the value of sales rose in Northern Europe and fell in Western Europe.
- For the Healthy Ingredients Segment, the market challenges were also reflected in reduced orders from our industrial customers.
- Production and raw material costs remain high. Raisio continued its efforts to enhance its own production capabilities and cost management.

Substantially strong cash flow

	1–9/2023	1–9/2022
Cash flow, M€	28.0	0.4
Investments, M€	7.4	3.6
Equity ratio, %	79.5	79.2
Equity per share, €	1.62	1.63
Net interest-bearing debt, M€	-47.5	-27.8
Net gearing, %	-18.5	-10.7
Comparable earnings per share, EPS	0.09	0.05
Comparable ROIC, %	8.7	4.4

IMPROVED GROSS MARGIN BOOSTED CASH FLOW

- Cash flow was improved by a decrease in working capital and an improvement in profitability.
- Investments totalled EUR 7.4 million (4.5% of net sales).
- The most significant investment this year was the pasta line, which was completed and put into operation as planned at the end of August 2023.

Outlook 2023

RAISIO'S GUIDELINES, ISSUED ON 10 JULY 2023:

Raisio expects comparable net sales to be at or slightly below the previous year's level. Comparable profit is expected to increase from the previous year, to between EUR 21 and 23 million.

Raisio's previous guidance for 2023:

The company is expecting its comparable net sales and profit to increase from the previous year.

OVERVIEW BY SEGMENT:

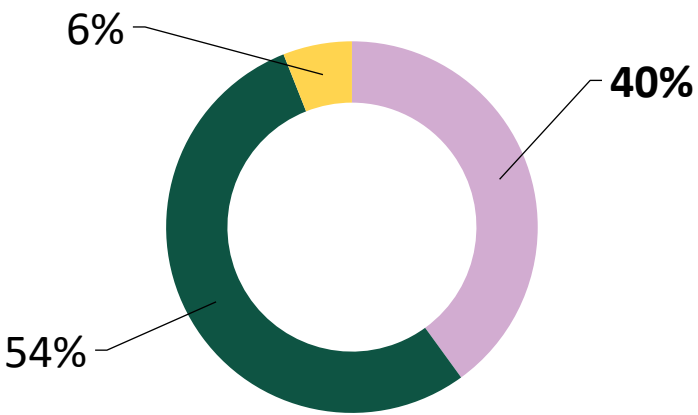
Healthy Food

Healthy Food Segment Q3/2023

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



GEOGRAPHICAL BREAKDOWN OF NET SALES Q3/2023:



QUARTERLY DEVELOPMENT OF NET SALES:

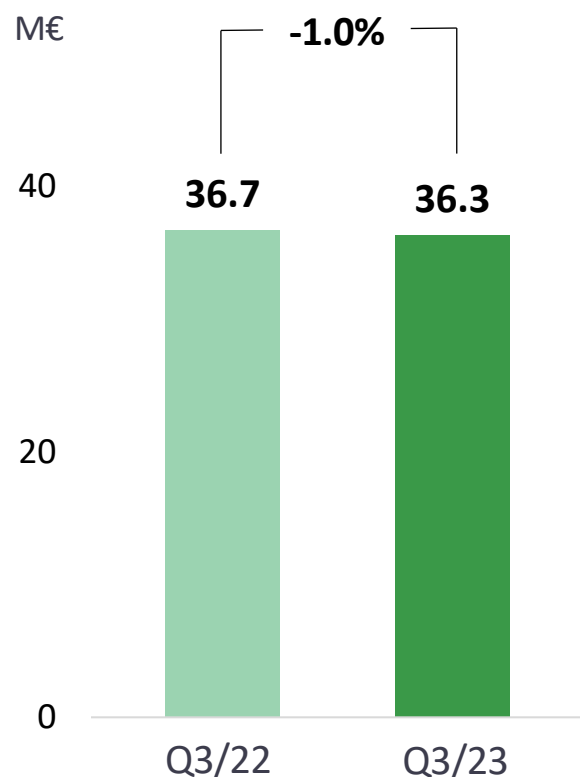
	Q4/22 vs Q4/21	Q1/23 vs Q1/23	Q2/23 vs Q2/22	Q3/23 vs Q3/22
Western Europe	↘	↘	↘	↘
Northern Europe	↗	↗	↗	↗
Central and Eastern Europe	↘	→	↘	↘

Healthy Food Segment's net sales and EBIT

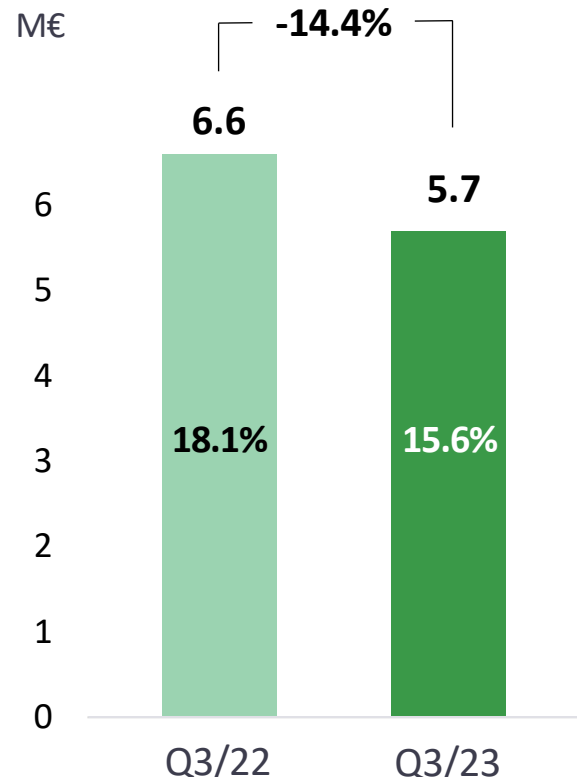
Q3/2023



NET SALES



COMPARABLE EBIT



DIFFERENCES IN DEVELOPMENT BETWEEN MARKET AREAS AND BRANDS

- Marketing investments increased markedly from the comparison period. In the Western European consumer markets, profitability decreased as a result of increased price competition.
- Elovena® products delivered significant growth in net sales, particularly in Finland.
- Benecol® and Härkis® faced volume challenges compared to the comparison period but maintained their market share in their respective categories in terms of value.

New products gain in importance during economically challenging times

SALES OF NEW PRODUCTS IN FINLAND IN RELATION TO NET SALES IN FINLAND



OVERVIEW BY SEGMENT:

Healthy Ingredients

Healthy Ingredients Segment Q3/2023

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

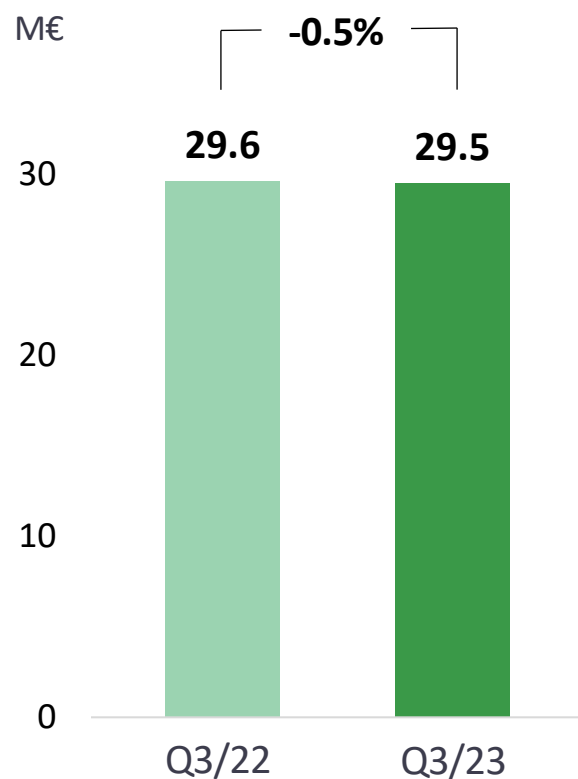


Healthy Ingredients Segment's net sales and EBIT Q3/2023

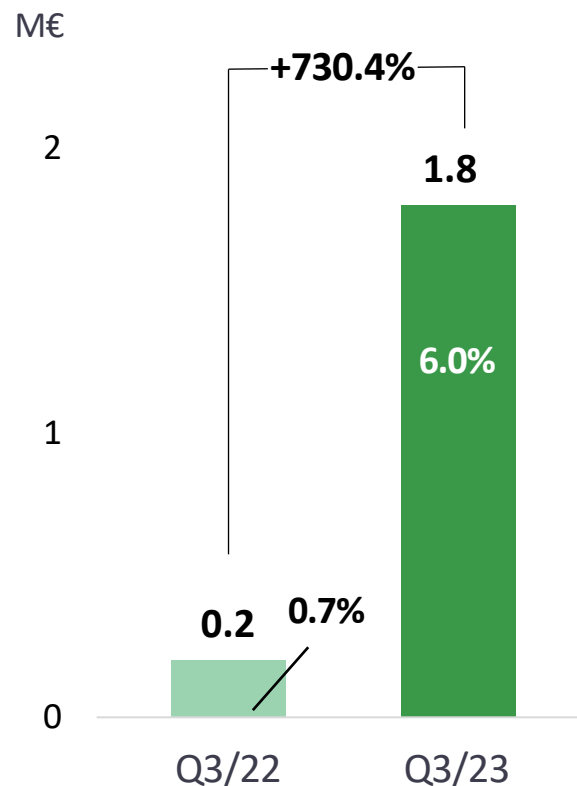


Continuing operations without Raisioaqua

NET SALES



COMPARABLE EBIT

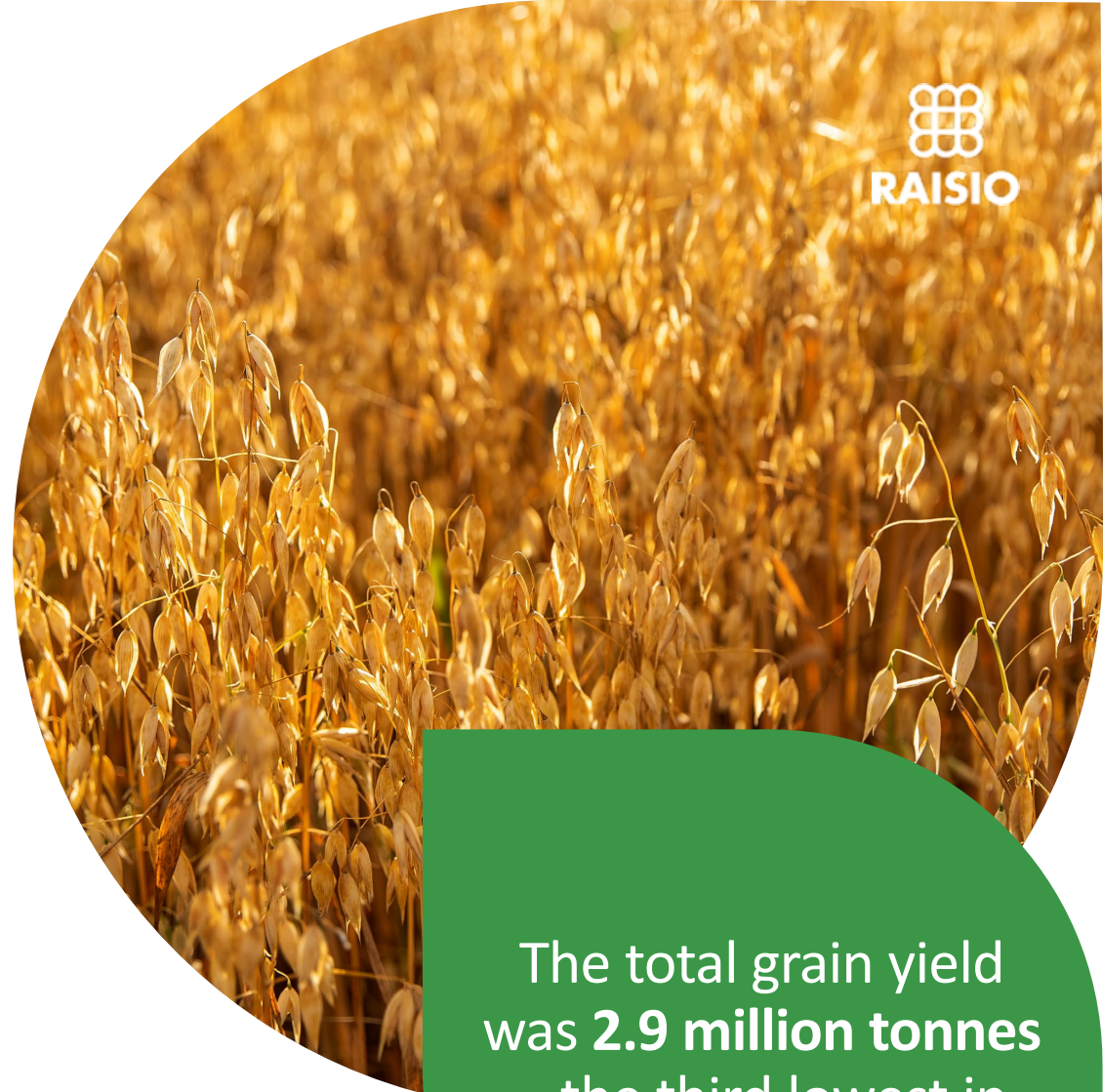


JULY–SEPTEMBER NET SALES REMAINED AT THE LEVEL OF THE COMPARISON PERIOD

- Raisio's sales to both domestic and foreign bakeries and industrial and catering customers declined significantly.
- As production volumes fell, the sales value of the side streams of production also decreased significantly.
- Profitability improved significantly from the comparison period.

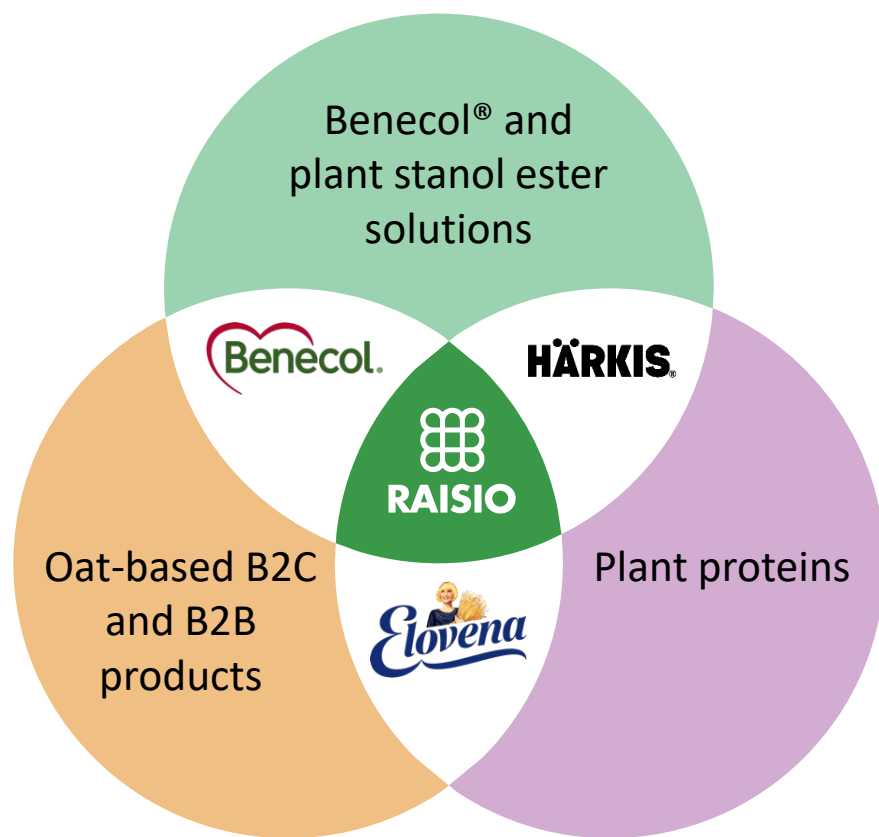
Low grain yields in 2023

- The poor harvest was caused by drought at the beginning of the growing season and exceptionally heavy rainfall in early September, the time of harvest.
- The rains in early September significantly reduced the quality of spring grains – wheat, oats and barley.
 - The spring wheat yield fell by 30% compared to the previous year, and less than half of this amount is suitable for use as food.
 - For oats, the food-grade yield is slightly better.
 - Spring wheat and oats are the most important milling grains both nationally and for Raisio.



The total grain yield was **2.9 million tonnes** – the third lowest in the 21st century

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. The emphasis on mental well-being has increased during the pandemic.



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.

Development of Raisio's long-term financial targets



	1–9/ 2023	1–9/ 2022	Change %	1–12/ 2022	Goal 2022–2025
Net sales, M€	165.3	165.2	0.0%	220.8	CAGR 9%
Net sales, strategic focus areas, M€	128.5	128.3	0.2%	171.8	CAGR 11%
Benecol® and plant stanol ester solutions, M€	80.3	85.0	-5.5%	113.8	
Value-added oat products and ingredients, M€	44.0	38.2	15.1%	51.4	
Plant proteins, M€	4.2	5.1	-17.2%	6.6	
Comparable EBIT, M€	17.3	12.3	40.1%	18.4	2025: €36 million
Comparable EBIT as a percentage of net sales, %	10.4	7.5	–	8.3	2025: 13%

ENCOURAGING GROWTH IN OAT PRODUCTS IN A DIFFICULT OPERATING ENVIRONMENT

- The sales of the Benecol® and plant stanol ester solutions focus area have declined this year, as inflation has had a significant impact on consumer purchasing power.
- The total net sales of Elovena® products have increased in particular due to new product launches.
- In the plant proteins market, challenges are posed in particular by the declining net sales within the overall product category in Finland and increased competition within the product group.



FOOD FOR
*Health, Heart
and Earth*



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