



SUOMINEN HALF-YEAR FINANCIAL REPORT 2023

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August 9, 2023



Agenda

Q2 and H1/2023 in brief

Financial review

Progress in strategy

Outlook 2023

Q&A

August 9, 2023





Q2 and H1/2023 in brief

Q2/2023

- Net sales were EUR 112.7 million (118.0)
- Comparable EBITDA was EUR 2.7 million (1.9)
- Cash flow from operations totaled to EUR 6.4 million (11.9)

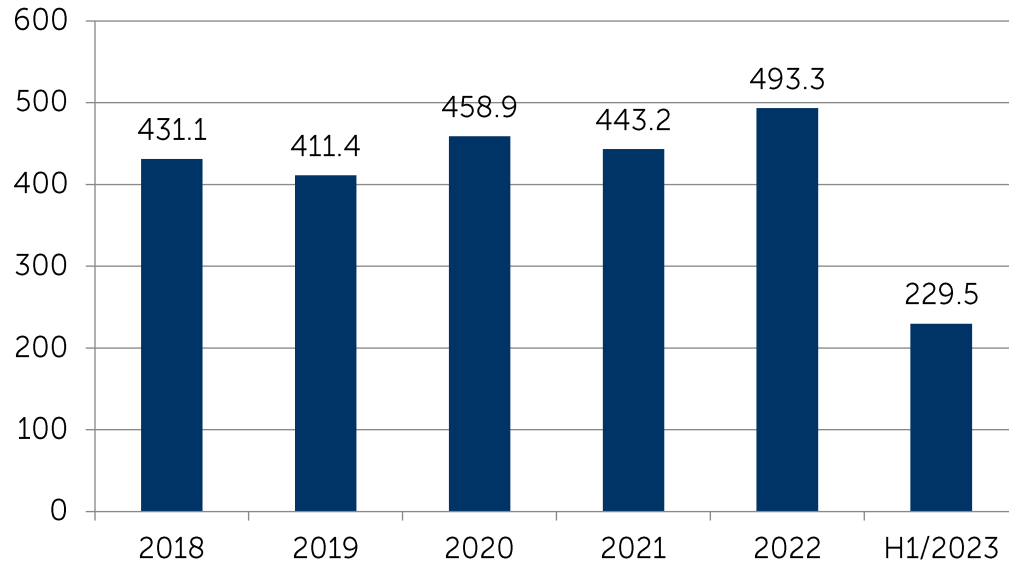
H1/2023

- Net sales were EUR 229.5 million (228.3)
- Comparable EBITDA was EUR 5.3 million (5.2)
- Cash flow from operations totaled to EUR 9.7 million (9.2)

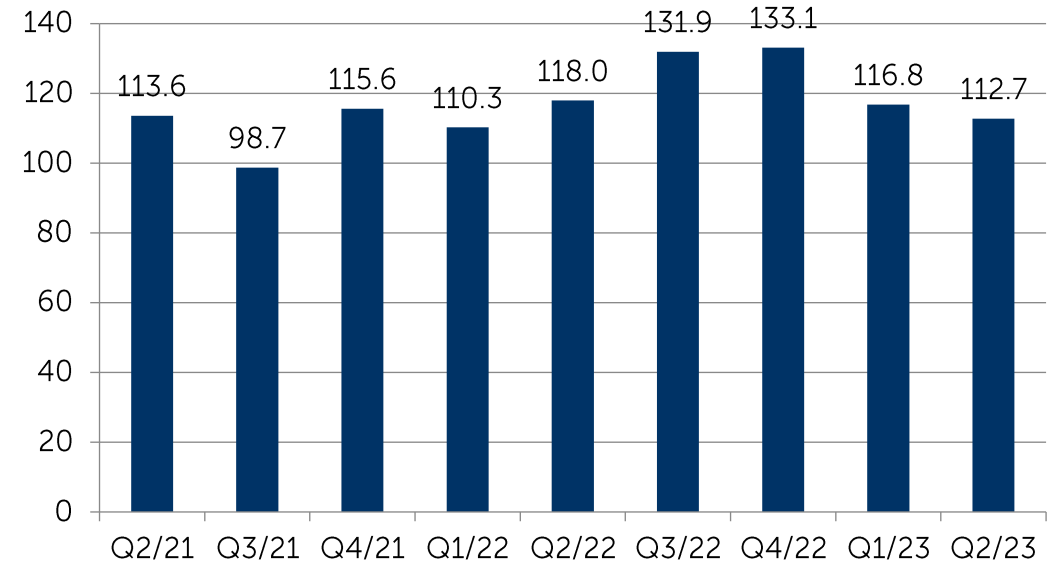
FINANCIAL REVIEW

Net sales

Net sales, EUR million



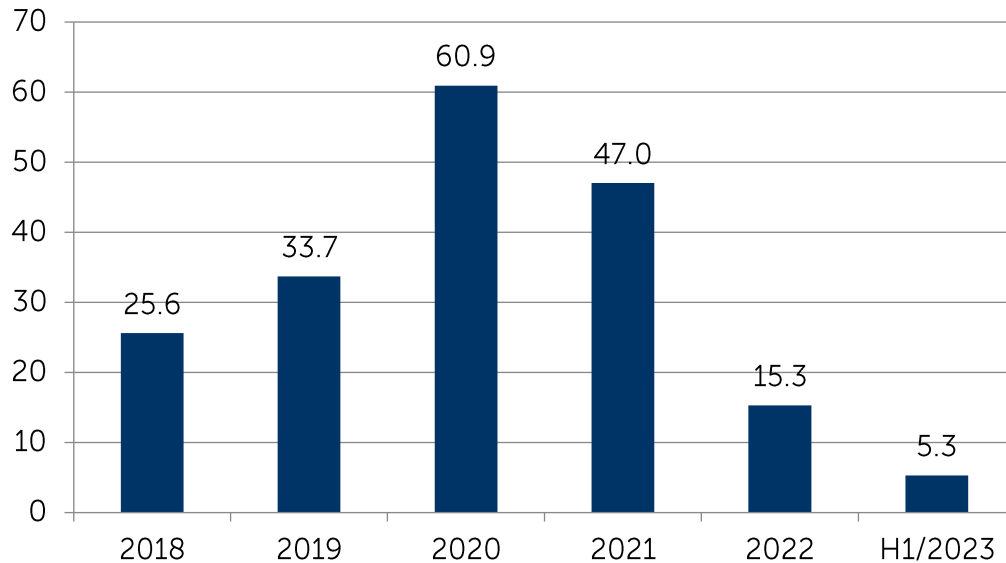
Net sales, EUR million



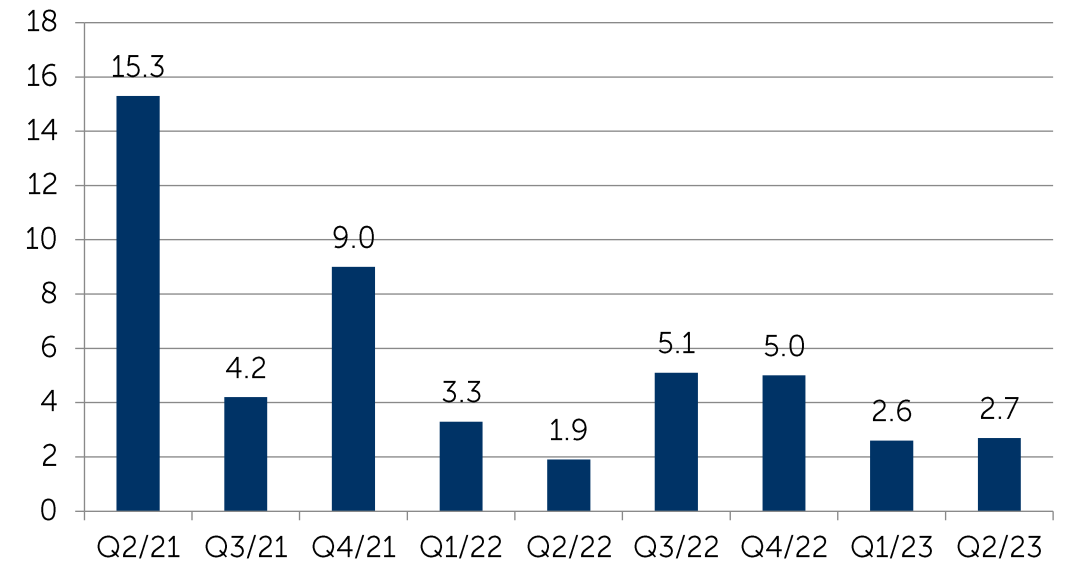
- Sales volumes were slightly higher in Q2/2023 than comparison period but sales prices decreased following the lower raw material prices
- The impact of currencies was EUR -1.6 million in Q2/2023
- Share of new products over 35% of net sales

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- Comparable EBITDA was EUR 2.7 million in Q2/23. The increase was driven mainly due to better sales margins and lower SG&A costs
- Currencies impacted EBITDA positively by EUR 0.2 million in the quarter

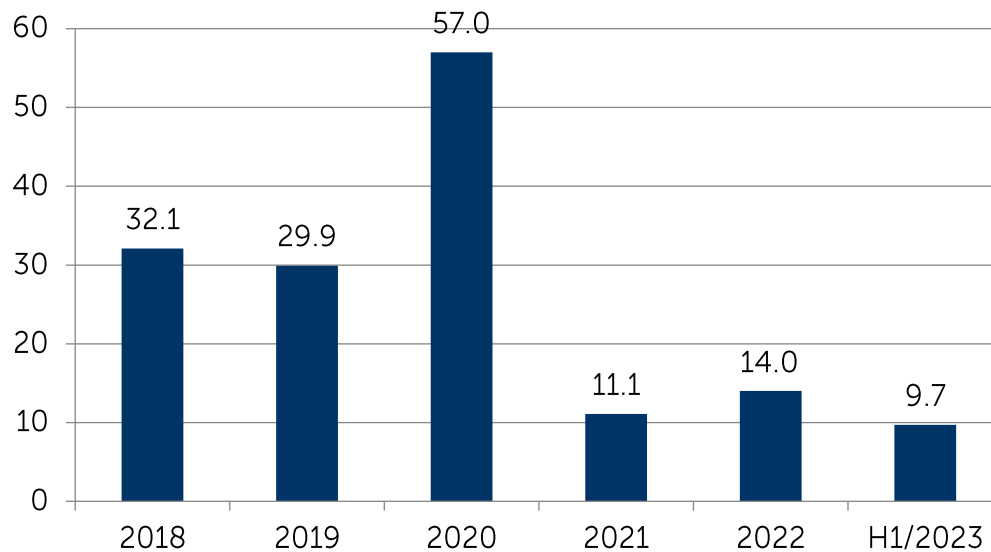
Consolidated statement of profit or loss

EUR thousand	4-6/2023	4-6/2022	1-6/2023	1-6/2022	1-12/2022
Net sales	112,673	118,019	229,466	228,288	493,298
Cost of goods sold	-109,605	-113,036	-221,544	-216,722	-474,718
Gross profit	3,068	4,984	7,922	11,566	18,579
Other operating income	637	781	1,739	1,096	5,739
Sales, marketing and administration expenses	-6,902	-7,543	-14,239	-14,797	-28,932
Research and development expenses	-1,105	-852	-1,986	-1,647	-3,503
Other operating expenses	-2,421	-273	-2,252	-389	-841
Operating profit	-6,722	-2,903	-8,816	-4,171	-8,958
Net financial expenses	-1,293	723	-2,830	-206	-2,923
Profit before income taxes	-8,016	-2,180	-11,646	-4,377	-11,881
Income taxes	-170	-141	-489	-278	-1,983
Profit for the period	-8,186	-2,320	-12,135	-4,655	-13,863
Earnings per share, EUR					
Basic	-0.14	-0.04	-0.21	-0.08	-0.24
Diluted	-0.14	-0.04	-0.21	-0.08	-0.24

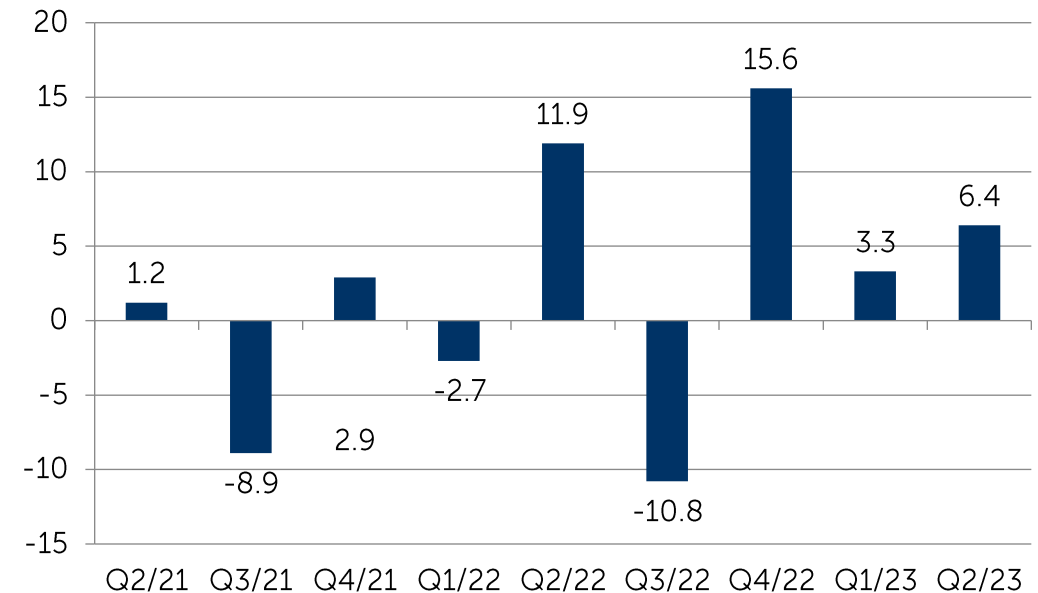
Including one-off costs

Cash flow from operations

Cash flow from operations, EUR million

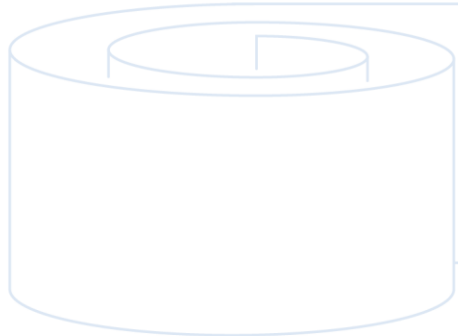


Cash flow from operations, EUR million



- Cash flow from operations was EUR 6.4 million in Q2/23
- The increase in cash flow in H1/23 was mainly due to positive change in net working capital as we were able to release cash from inventories and receivables

PROGRESS IN STRATEGY



Mission

Enabling our customers to win by creating quality nonwovens

Vision

Frontrunner for nonwovens innovation and sustainability

Strategy: Growth and profitability through sustainability, customer focus and efficiency

We will grow by creating innovative and more sustainable nonwovens for our customers and improve our profitability through more efficient operations and a high performance culture. Our main focus is on wipes.

We will strengthen our capabilities in Europe and Americas, and evaluate opportunities in Asia.

Strategic focus areas

Operational excellence

Sustainability leadership

Differentiate with innovation and commercial excellence

Great place to work

Dual operating model

Values

Ownership

Teamwork

Performance

Integrity

Progress in strategy

Investment project in Nakkila, Finland

- To strengthen our capabilities in sustainable products by enhancing and upgrading one of our production lines
- Proceeding as planned
- Project will be completed in H2/2023

Improving our financial performance

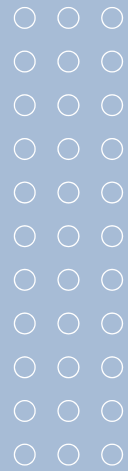
- Continuing to identify and implement improvement actions
- Production at Mozzate ended in April 2023
- Continuing to improve operational efficiency in our other plants

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OUTLOOK





Outlook 2023

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2023 will increase from 2022.

In 2022, Suominen's comparable EBITDA was EUR 15.3 million.



Q&A



Q3/2023 result
publication
on October 27,
2023



PURE NORDIC QUALITY