



SUOMINEN Q1/2024

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May 7, 2024



Agenda

Q1/2024 in brief

Financial review

Progress in strategy

Outlook 2024

Q&A

May 7, 2024





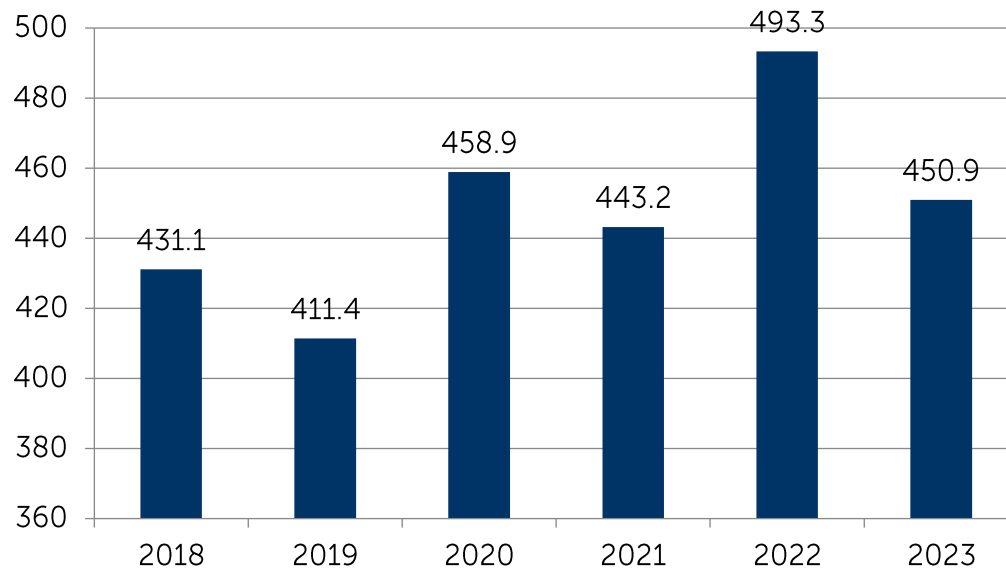
Q1/2024 in brief

- Net sales were EUR 113.6 million (116.8)
- Comparable EBITDA was EUR 4.5 million (2.6)
- Cash flow from operations totaled to EUR -2.2 million (3.3)

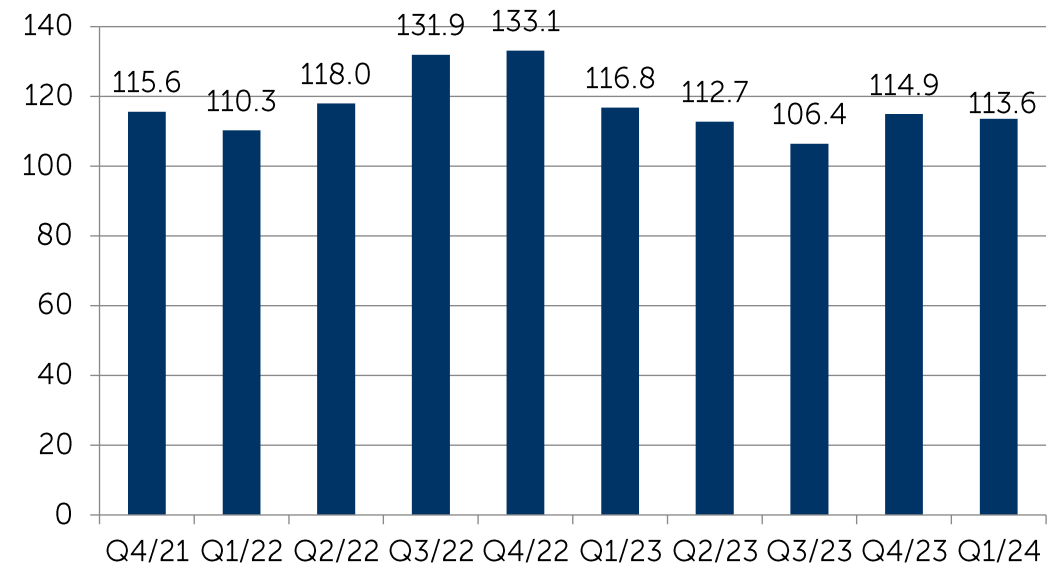
FINANCIAL REVIEW

Net sales

Net sales, EUR million



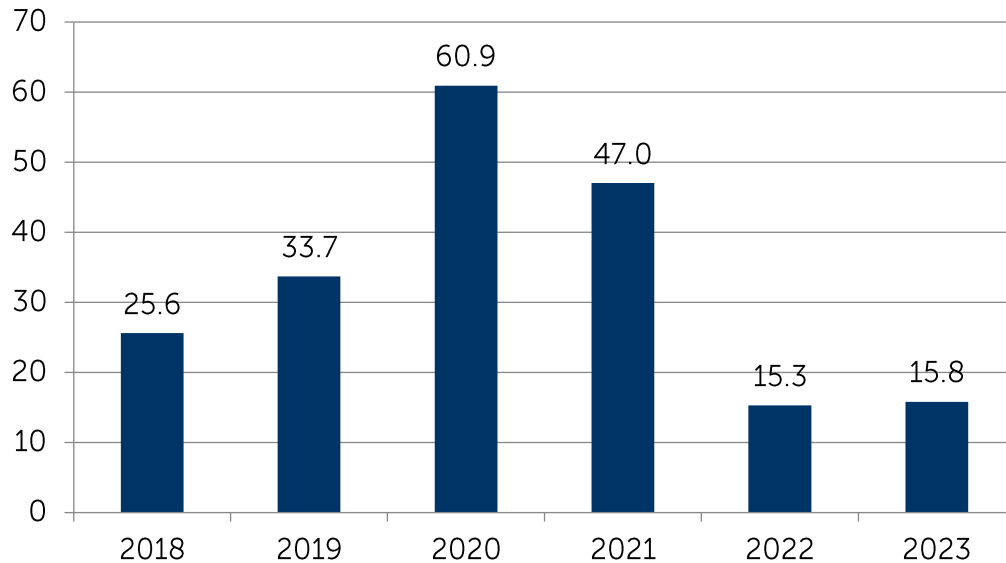
Net sales, EUR million



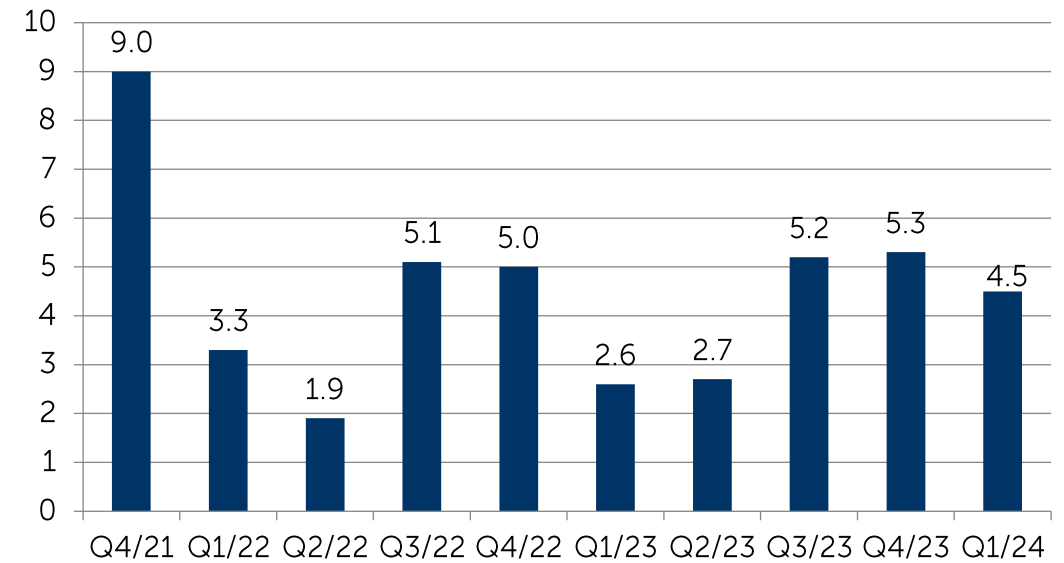
- Sales volumes increased from comparison period and sales prices decreased following lower raw material prices
- Currencies impacted the net sales negatively by EUR 0.6 million
- Share of new products exceeded 35% of net sales

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



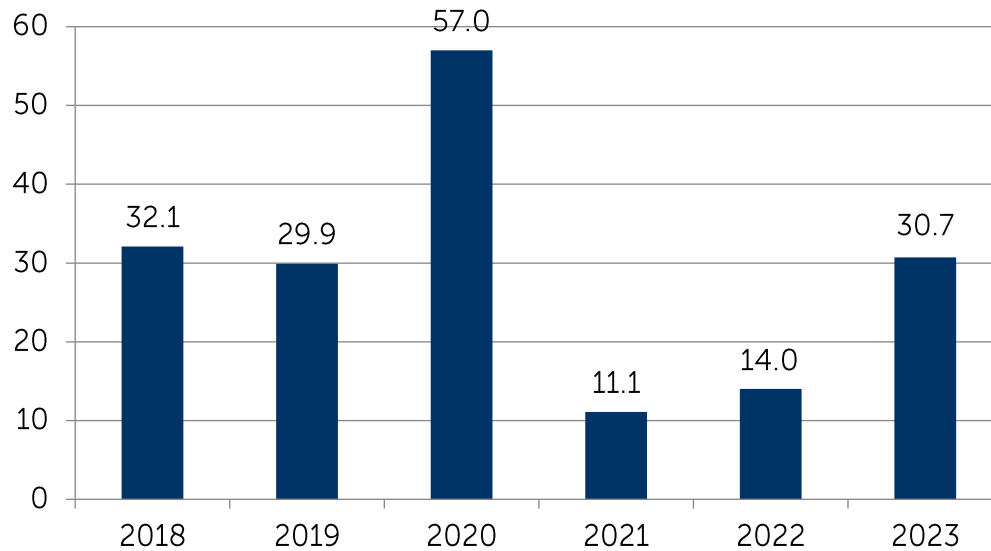
- The main drivers for EBITDA improvement were increased sales volumes, especially in EMEA, and better sales margins

Consolidated statement of profit or loss

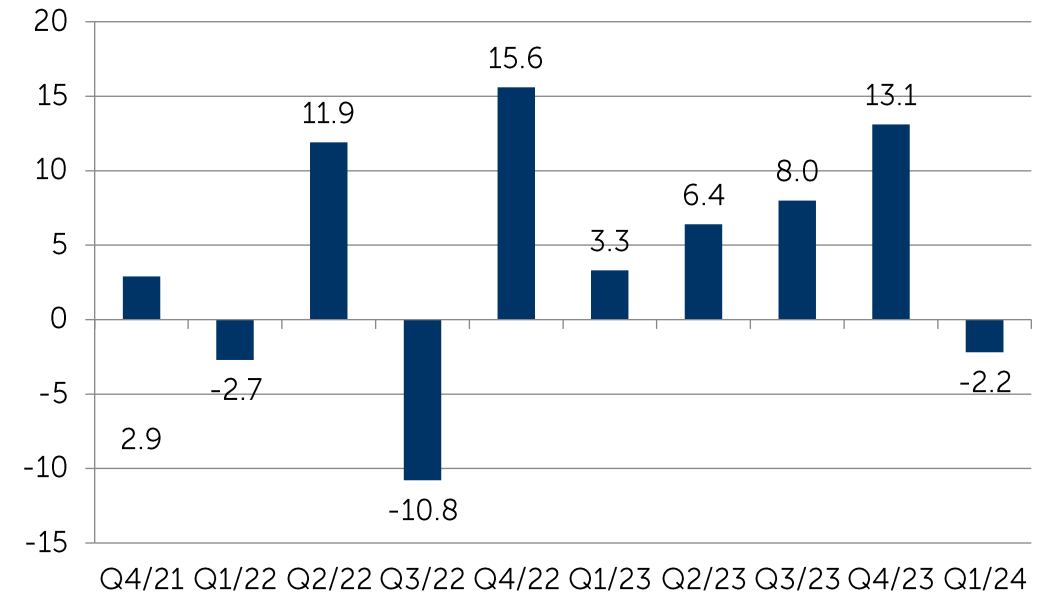
EUR thousand	1-3/2024	1-3/2023	1-12/2023
Net sales	113,587	116,793	450,851
Cost of goods sold	-105,444	-111,939	-428,122
Gross profit	8,143	4,854	22,729
Other operating income	679	1,101	4,802
Sales, marketing and administration expenses	-7,777	-7,337	-28,497
Research and development expenses	-963	-880	-3,851
Other operating expenses	17	169	-2,700
Operating profit	99	-2,093	-7,517
Net financial expenses	-790	-1,537	-5,987
Profit before income taxes	-691	-3,630	-13,504
Income taxes	-313	-319	719
Profit for the period	-1,004	-3,949	-12,786
Earnings per share, EUR			
Basic	-0.02	-0.07	-0.22
Diluted	-0.02	-0.07	-0.22

Cash flow from operations

Cash flow from operations, EUR million

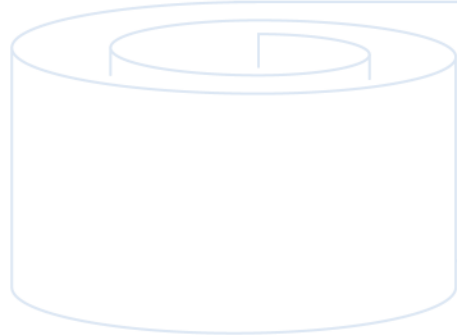


Cash flow from operations, EUR million



- Cash flow from operations was EUR -2.2 million in Q1/24

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

Leader in innovation and sustainability



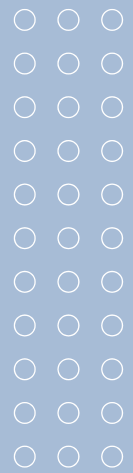
Suominen invests in strengthening its capabilities in sustainable products in Bethune, USA

The investment is made in line with Suominen's strategy and supports company's vision to be the frontrunner in nonwovens innovation and sustainability.



Sustainability & Innovative Fibers Seminar in Windsor Locks in February 2024

The seminar brought together professionals from across the nonwoven production value chain, providing a much-needed platform for meaningful discussions, knowledge exchange, and networking opportunities. The Seminar gathered around 50 participants and received overwhelmingly positive feedback.



OUTLOOK





Outlook 2024

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2024 will increase from 2023.

In 2023, Suominen's comparable EBITDA was EUR 15.8 million.



Q&A



Q2/2024 result
publication
on August 9,
2024



PURE NORDIC QUALITY