

An aerial photograph of a vast, snow-covered forest landscape. A large, calm lake is nestled in the center, surrounded by dense evergreen trees heavily laden with snow. A long, straight road or path runs along the right side of the lake, extending towards the horizon. The sky is a soft, pale blue with a hint of orange near the horizon, suggesting a sunrise or sunset. The overall scene is serene and wintry.

INVESTOR PRESENTATION

Q4 and full year 2024

CONTENT

Suominen in brief

Financials

Strategy

Sustainability & R&D

Market highlights

Appendix

We create innovative
and sustainable
nonwovens for our
customers





SUOMINEN IN BRIEF



SUOMINEN IN BRIEF

- Nonwovens as roll goods for wipes and other applications
- The frontrunner in nonwovens innovation and sustainability
- Business areas: Europe 38% and Americas 62% of net sales

**Net sales in 2024,
EUR million**

462.3

**Comparable EBITDA in 2024,
EUR million**

17.0

**In 2024, sales of sustainable
products increased***

87%

**In 2024, sales of new
products of net sales**

34%

*compared to base year 2019

EXECUTIVE
MANAGEMENT
TEAM



Tommi Björnman
President & CEO



Janne Silonsaari
CFO



Darryl Fournier
COO



Jonni Friman
EVP, Transformation
Management Office



Markku Koivisto
EVP, EMEA & CTO



Minna Rouru
Chief People &
Communications Officer



Mark Ushpol
EVP, Americas

Suominen has a strong global presence

- Production site
- Piloting facility
- Head office

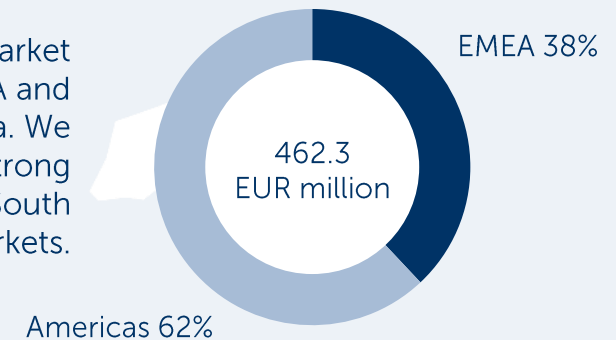


7
locations on
three continents

2
pilot lines

Net sales by business area
2024

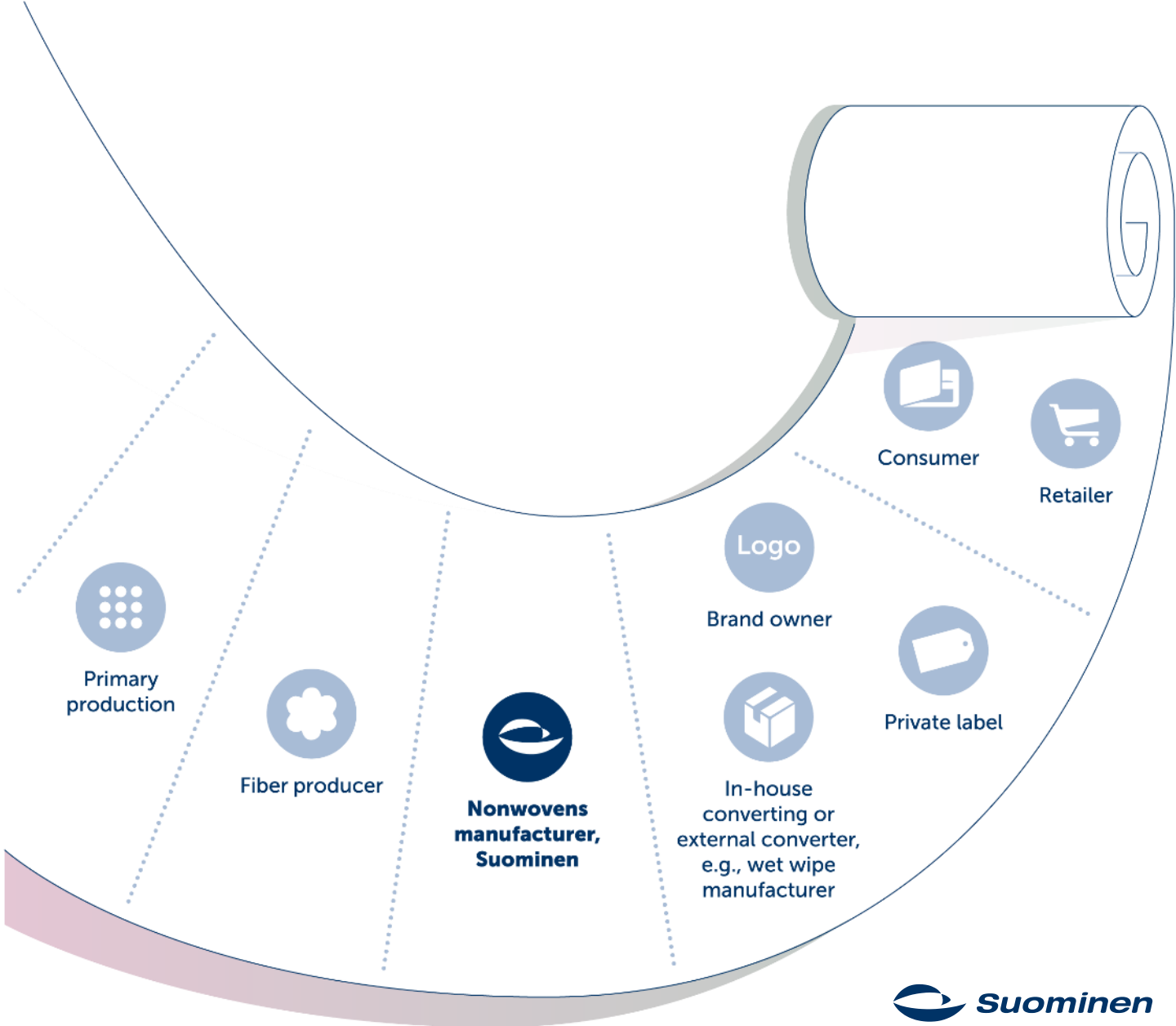
Our main market areas are EMEA and North America. We also hold a strong position in the South American markets.



Suominen's position in the nonwovens value chain

Suominen is the global market leader in nonwovens for wipes, and among the largest spunlace nonwovens producers in the world.

The global demand for nonwovens is growing continuously. The growth depends mainly on consumer demand, which is a combination of the general economic situation and consumers' confidence in the development of their personal finances.



INVESTMENT HIGHLIGHTS



Nonwovens markets are growing in all regions



Legislation and consumer behavior are driving the need for more sustainable products and we are very well placed to respond to this growing demand



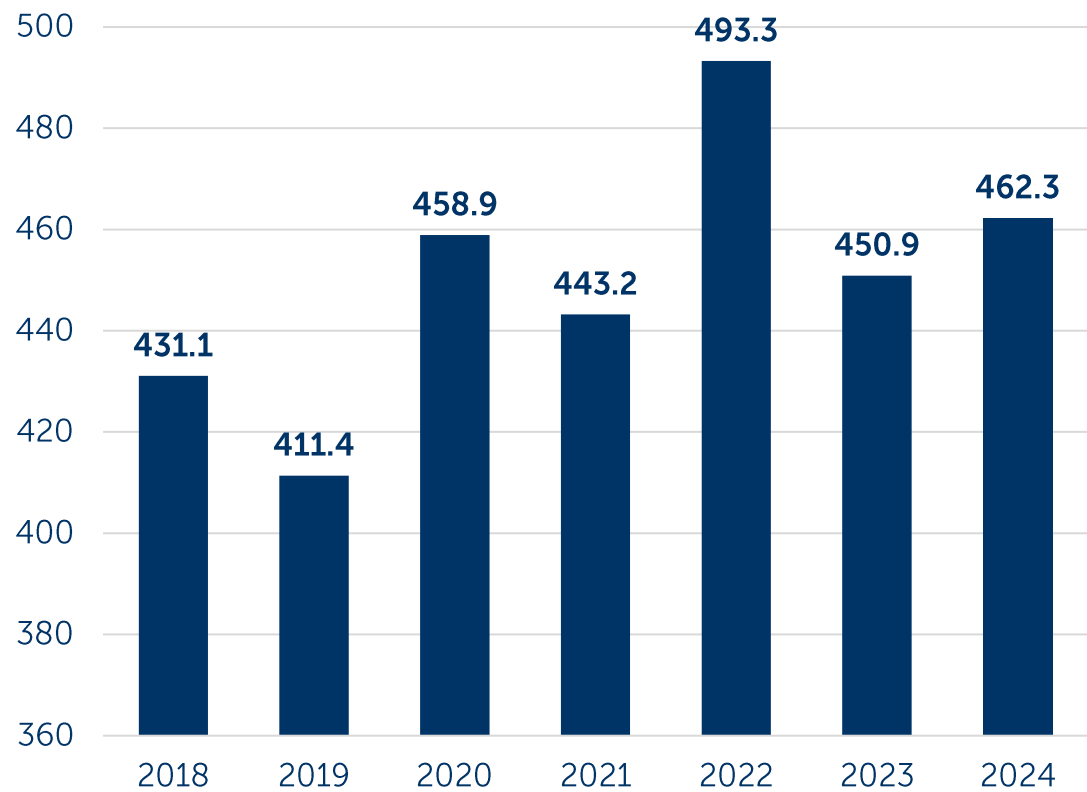
Our organization and strategy give us an excellent basis to continue to develop the company further

FINANCIALS

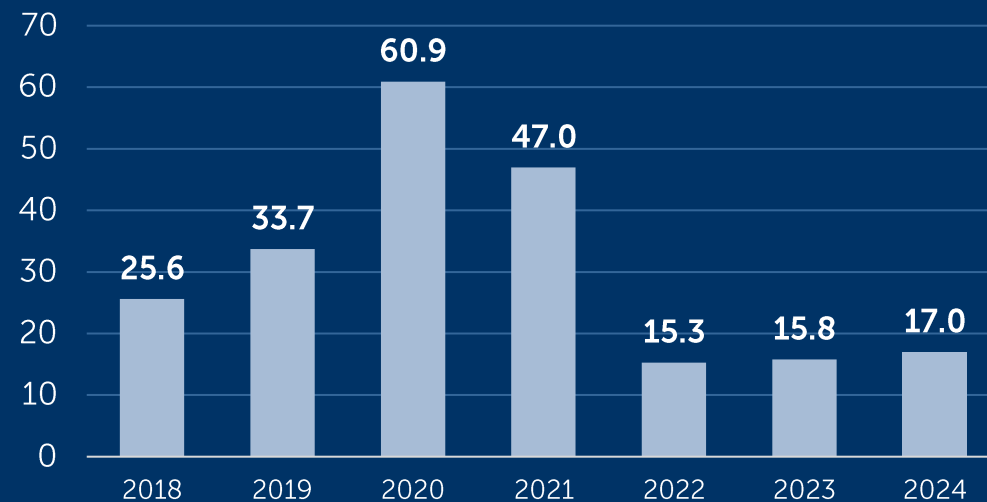


FINANCIALS

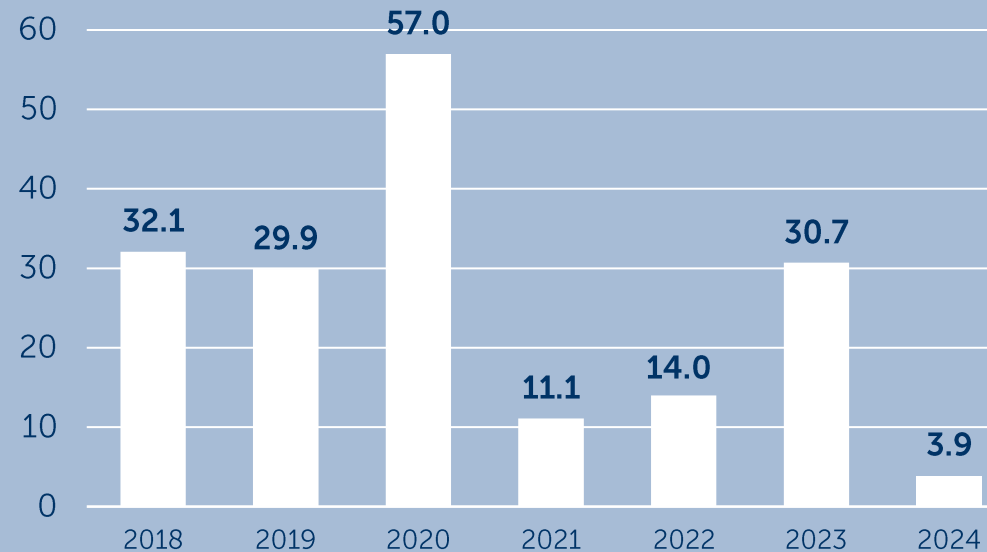
Net sales, EUR million



Comparable EBITDA, EUR million

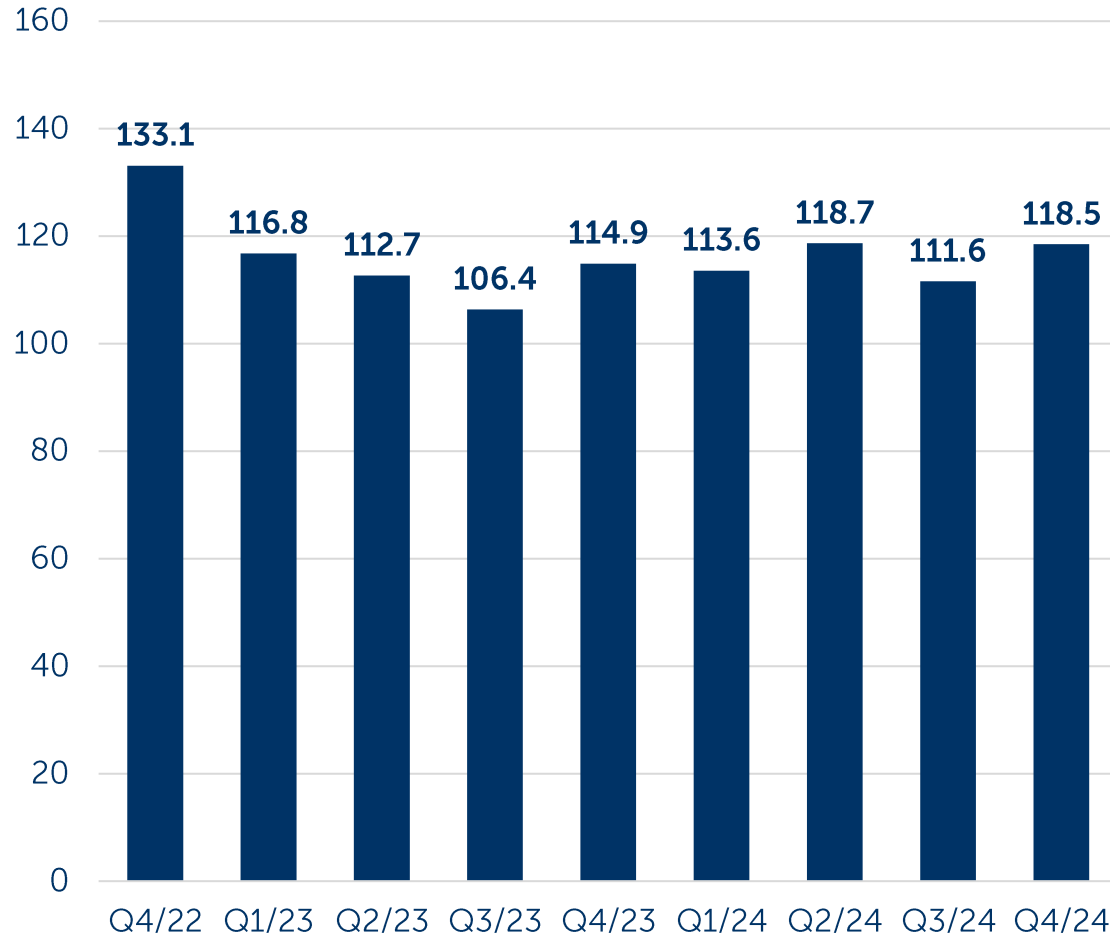


Cash flow from operations, EUR million

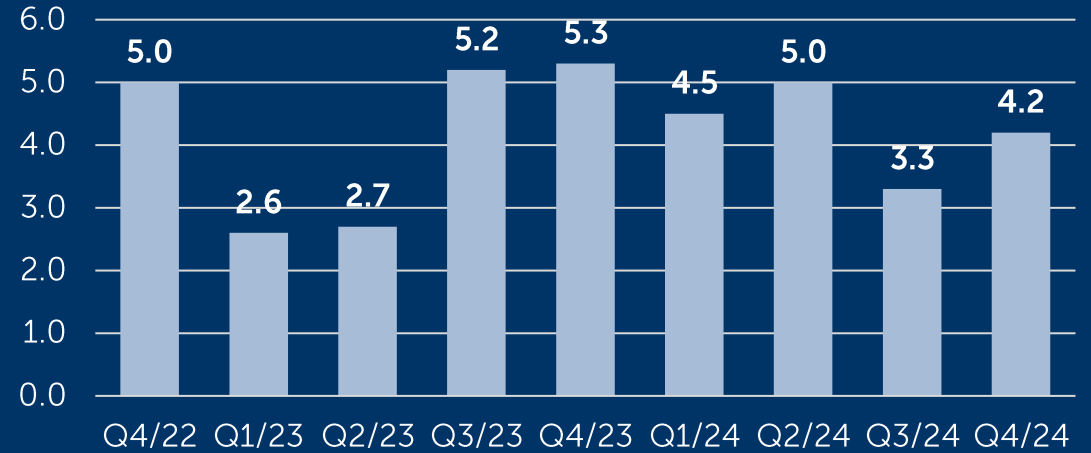


Quarterly financials

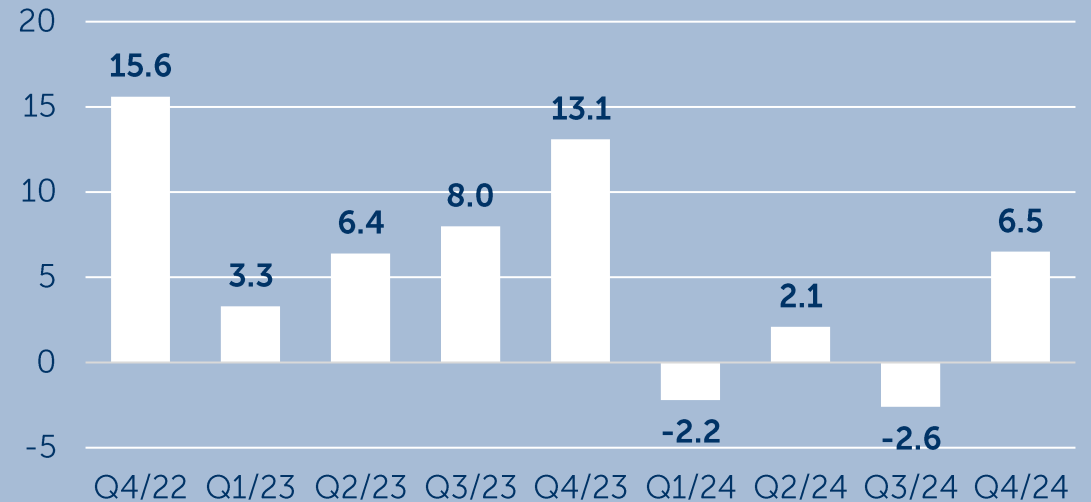
Net sales, EUR million



Comparable EBITDA, EUR million



Cash flow from operations, EUR million



President & CEO's review – Q4 and full year 2024

The nonwovens market continues to have a healthy growth above the GDP, but our target markets are facing uncertainty due to the global geopolitical situation and shifting export balance.

Our net sales in the financial year 2024 were EUR 462.3 million (450.9). The increase in sales was driven by higher sales volumes offset by lower sales prices resulting from lower raw material prices compared to full year 2023.

The wipes nonwovens market is rapidly transitioning towards more sustainable solutions. In line with our strategy, we have set targets to increase the sales of sustainable products and to continuously innovate new environmentally friendly nonwovens. In 2024 we increased the sales of sustainable products by 87% exceeding our target of 50% increase compared to our base year 2019. Our strong ability to innovate and to meet market needs is also reflected in the share of net sales from new products launched in the last three years, which was 34%.

In the first half of 2024 we saw gradual improvements driven by commercial excellence and stable operational performance. However, the second half of the year was challenging for us. In Q3, we had operational issues, which led into unplanned production downtime and additional expenses. These issues impacted EBITDA negatively by approximately EUR 3.0 million.

In the fourth quarter of 2024, we were able to fix the operational issues experienced in the third quarter, but we experienced increased competition from low-cost countries, mainly in Europe, which affected our sales volumes negatively. However, we were able to improve our sales prices and mix.

Our full year comparable EBITDA increased from the previous year and was EUR 17.0 million (15.8). The main contributor to the improvement was higher sales margins driven by the actions we took in commercial excellence.

As sustainability is in the core of our operations, in 2024 we took part in the EcoVadis assessment for the third time and improved our score from a silver to a gold level driven by our continuous improvement in sustainability work. This result

places us in the top 1% of companies in the industry of manufacturing other textiles and in the top 5% of all companies in all industries rated by EcoVadis.

In 2024 we announced two large investments which will strengthen our capabilities in sustainable products. In May, we announced an approximately EUR 10 million investment in enhancing and upgrading one of our production lines in Bethune, South Carolina, USA. The investment project will be completed in the first half of 2025. In August, we announced an investment in a new production line at our site in Alicante, Spain. The total value of the investment is approximately EUR 20 million and the investment project will be completed in the second half of 2025. Both investments are proceeding according to plan.

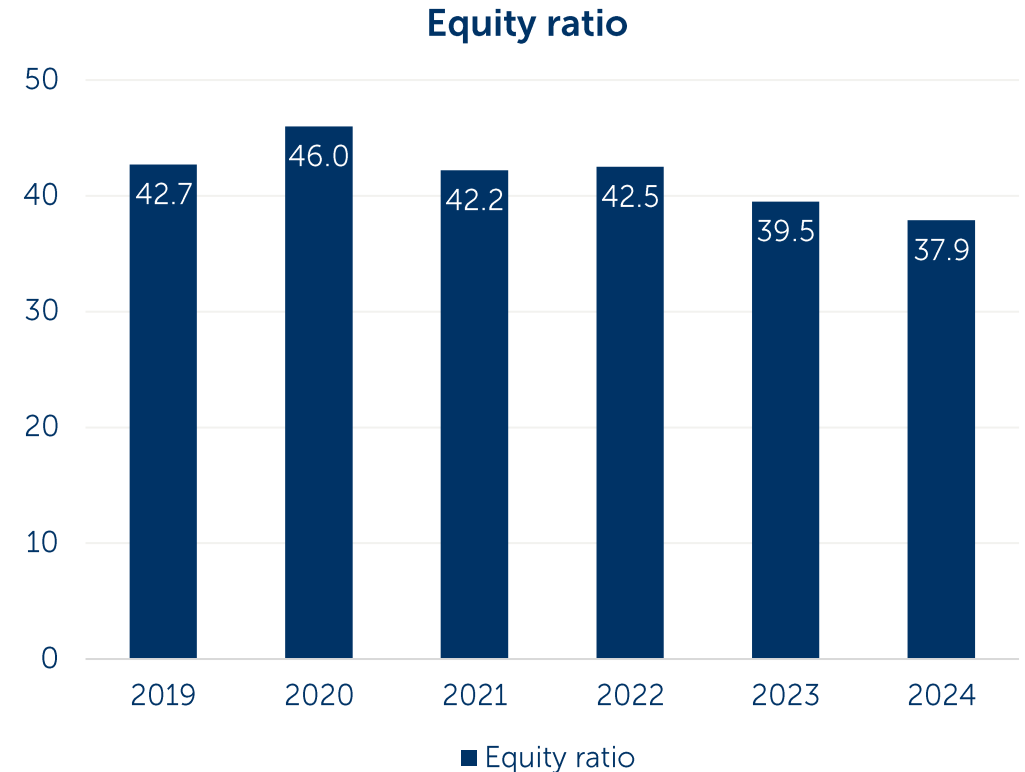
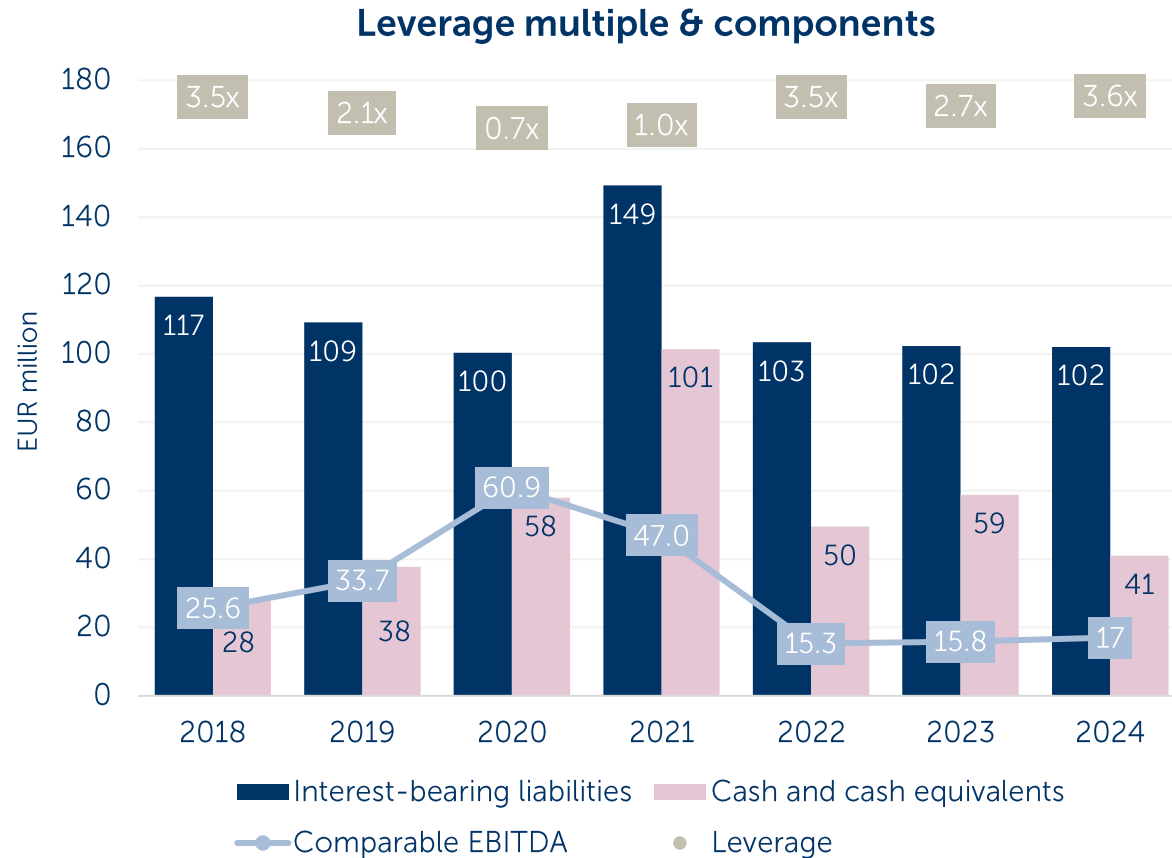
Looking at the year ahead we see that the market demand continues to be solid. Even though the current geopolitical environment can cause temporary uncertainty, our global production platform positions us well in our target markets. We have a comprehensive portfolio of new products which differentiates us from the competition, and we are currently investing in our production lines to be able to further increase the share of new products. I am confident that the ongoing improvement actions and projects will help us in our journey towards profitable growth.

Finally, I want to thank all our employees for their commitment and contribution and our business partners for productive cooperation in 2024.



Tommi Björnman
President & CEO

Equity ratio stable



- The leverage multiple has varied a lot driven mainly by change in EBITDA
- Suominen has a EUR 100m of revolving credit facility agreement that matures in Jul 2026 and EUR 50m of bond outstanding that matures in June 2027

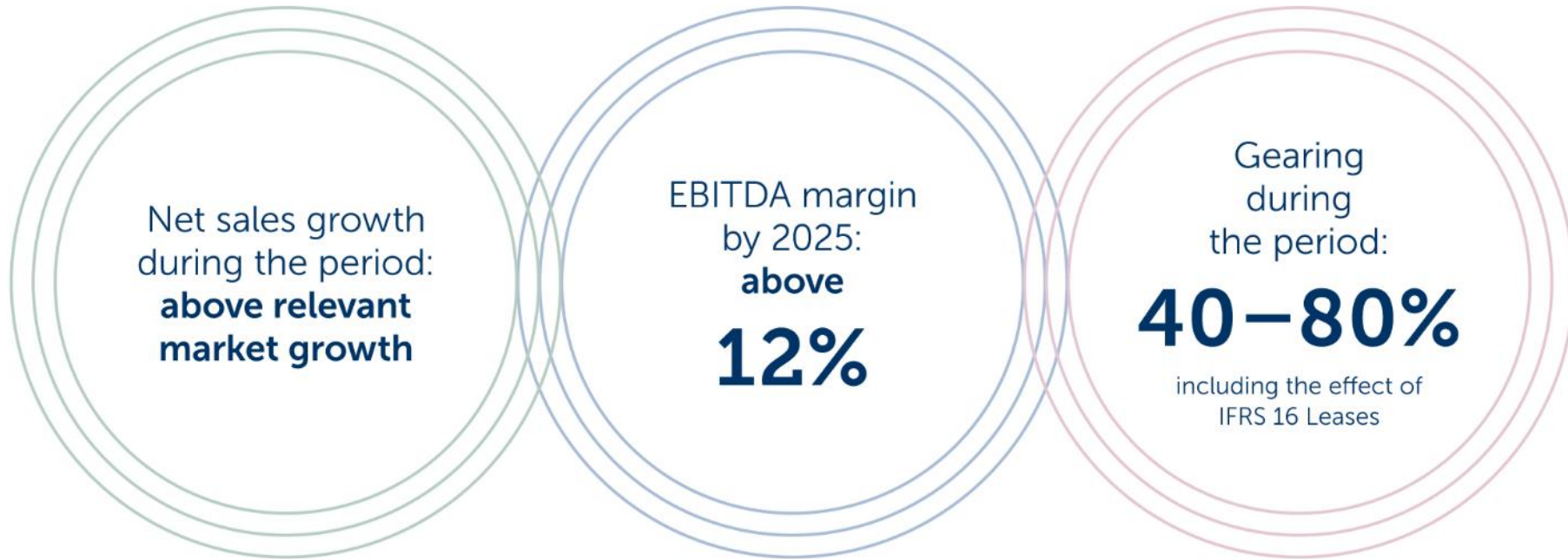
OUTLOOK

MARCH 5, 2025

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2025 will improve from 2024. In 2024, Suominen's comparable EBITDA was EUR 17.0 million.

Financial targets

2020–2025



How to get there?

Growth

- Focus on fast-growing sustainable products
- Innovation and launching new products to capture market share
- Targeted investments to improve capabilities and increase capacity

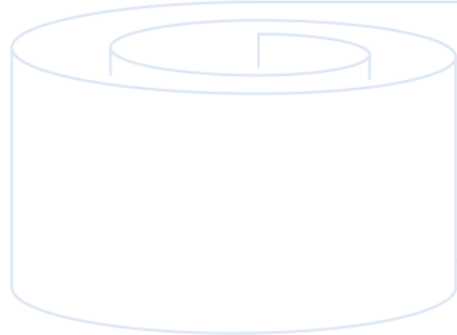
Profitability

- Effective utilization of production lines
- Margin improvement through new products as well as production and raw material efficiency
- Continued fixed cost control

Gearing

- Balanced investment plan
- Healthy cash flow from operations

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

Strategy highlights in 2024

Share of new products of net sales is

34%

Sales of sustainable products increased

87%

compared to base year 2019

Greenhouse gas emissions decreased

24%

per ton of product compared to base year 2019



11
sustainable product launches

Investment projects in Bethune, South Carolina and Alicante, Spain to strengthen capabilities and capacity in sustainable products

Gold rating in our third EcoVadis sustainability assessment



SUSTAINABILITY AND R&D

SUSTAINABILITY

Sustainability is at the core of our strategy and business. Our vision is to be the frontrunner in nonwovens innovation and sustainability. Sustainability is an integral part of all our operations.

Sustainability Agenda 2020–2025

Suominen's sustainability agenda crystallizes the sustainability themes and targets for the strategy period 2020–2025. The agenda focuses on four themes, People and safety, Sustainable nonwovens, Low impact manufacturing and Corporate citizenship. The progress in different areas is regularly monitored.



Sustainability agenda 2025–2030



- Zero lost time accidents (LTA)
- Diversity, equity & inclusion (DEI) index 80%



- Reducing scope 1, 2 and 3 greenhouse gas emissions with limiting global warming to 1.5°C in line with the Paris Agreement
- Zero manufacturing waste to landfill



People and safety

We continue to strengthen our safety culture.

We promote human rights, equal opportunities for all employees, and building a high-performance culture.



Sustainable nonwovens

We innovate new sustainable nonwovens and support our customers in their commitment to sustainability.

We commit to decreasing the environmental impacts of our operations and supply chain.

We promote responsible business practices and communicate transparently about our operations.

Sustainability is the core principle of all our functions.



Low impact manufacturing



Corporate citizenship



- More than two thirds of consumed raw materials are from plant-based resources
- More than half of our new R&D initiatives focus on advancing the development of sustainable products



- All qualified raw material suppliers assessed against Suominen's sustainability criteria
- All employees have completed Suominen's sustainability training program

Sustainable Development Goals - Suominen

The Sustainable Development Goals (SDG) adopted by the United Nations in 2015 define international sustainable development focus areas and goals. We have identified three SDG's which cover the areas where we can make the biggest contribution and our sustainability agenda guides our work towards these goals.



SDG 7: Affordable and clean energy

We focus on improving energy efficiency and finding alternative low-carbon energy resources. Our energy initiatives also support our goal of reducing greenhouse gases emitted from our operations. The majority of our production sites have shifted entirely to fossil-free electricity, and we are actively exploring similar opportunities for our remaining sites.



SDG 8: Decent work and economic growth

We promote responsible business practices throughout the value chain, and we do not tolerate any kind of slavery, forced or child labor or human trafficking in our own or our suppliers' operations. We promote equal opportunities for all. Our principle is "equal pay for equal contribution". A safe workplace is one of our top priorities and we are continuously striving to improve our safety culture to achieve an accident-free workplace.



SDG 10: Reduced inequalities

We are committed to offering a fair workplace with equal opportunities for everyone. We do not tolerate any kind of discrimination, including discrimination based on age, gender, religion, or ethnic origin. When making employee-related decisions, for example when recruiting, promoting, rewarding, or developing our personnel, we pay special attention to equality and inclusion.



SDG 12: Responsible consumption and production

We are committed to innovating products with minimized negative environmental impacts. Our goal is to use natural resources as efficiently as possible and strive for minimization of waste from our production and finding alternative outlets for nonrecyclable waste. We continuously explore diverse sustainable raw material alternatives from virgin and recycled sources.



SDG 13: Climate action

We are committed to continuously improving our production efficiency and the efficient utilization of natural resources. We strive to reduce the climate impacts caused by our operations. We assess the carbon footprint of our products across the entire value chain and develop solutions with a reduced climate impact.

Sustainability ratings and initiatives



EcoVadis

Suominen scored 77/100 points in the assessment in 2024 and received a Gold level rating. The result places Suominen in the top 5% of all the companies rated by EcoVadis and top 1% of companies rated by EcoVadis in the Manufacture of other textiles industry.



ISS ESG: C rating

Suominen received C rating (medium) from Institutional Shareholder Services (ISS) in July 2024. Companies are rated, from D- to A+, on their sustainability performance.



UN Global Compact

Suominen is committed to the UN Global Compact corporate responsibility initiative.

Sustainability defined by Suominen



COMPOSTABLE

Nonwovens are compostable according to the international compostability standards and are made of only fibers from renewable resources.



RENEWABLE

Nonwovens made of variety of renewable materials from biobased plastics to natural fibers.



MOIST TOILET TISSUE

Nonwovens are biodegradable and dispersible in water. Products comply or exceed the latest industry flushability standards.



PLASTIC FREE

Nonwovens made of biodegradable fibers of natural origin, such as lyocell, pulp and cotton.



RECYCLED CONTENT

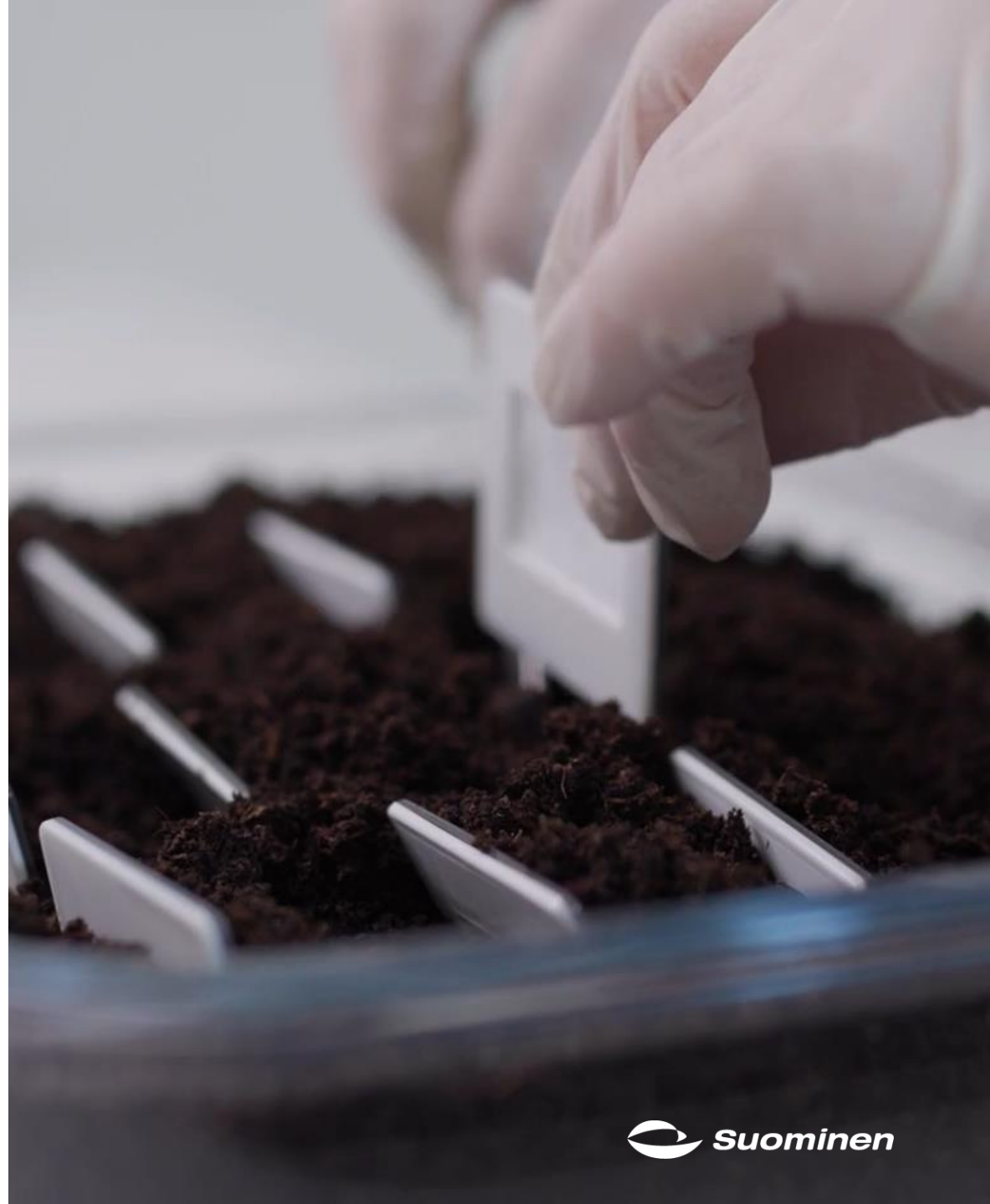
Nonwovens with at least 15% recycled fibers, including thermoplastic fibers like rPET from recycled origin or cotton in case recycled from post-industrial source (pre-consumer).



R&D

Suominen's vision is to be the leader in nonwovens innovation and sustainability. Sustainability is also one of the key themes in our R&D.

Suominen is a pioneer in producing sustainable nonwovens, and our versatile R&D team has excellent know-how in sustainable fibers. Our pilot lines at Nakkila and Windsor Locks sites support our innovation work by, for example, enabling testing of prototypes.



Pioneer in sustainable products



BIOLACE® sustainable product portfolio since 2007

We invented the wetlaid spunlace category for dispersible moist toilet tissue – HYDRASPUN® product family

Strong R&D



15 R&D professionals

Focus on sustainability and customization

Excellent know-how in sustainable fibers

New Fiber Center and Green Lab

Pilot lines to support R&D and fast go-to-markets

Technology fit to sustainable nonwovens



7 plants – all capable of using sustainable raw materials

Pulp capability

We are able to tailor-make our products according to customers' different definitions of sustainability

R&D highlights



ARTICLE
February 21, 2025

Suominen's HYDRASPUN® nonwovens product family – Sustainable frontrunner in moist toilet tissues

[READ MORE →](#)



ARTICLE
February 7, 2025

Carded-Pulp-Carded technology – a sustainable high-performance nonwoven solution

[READ MORE →](#)



ARTICLE
October 29, 2024

Suominen's BIOLACE® product family – Pioneering biodegradable and compostable nonwovens

[READ MORE →](#)

New Fiber Center

Target is to collaborate and onboard novel sustainable fibers at Suominen

- Pilot and testing facilities in Finland and US
 - Carding and wetlaid
 - Bonding: spunlaced, thermal bonding, composites
 - In future adding pulp capabilities for spunlace
- Prototyping
- Partnerships

Examples of fibers in the pipeline:

- Bast fibers (hemp, flax, nettle)
- Regenerated cellulose fiber
- Native cellulose man-made fiber
- Recycled pulp



MARKET HIGHLIGHTS

Nonwovens markets are growing in all regions



We are the leaders both in the spunlace and wipes nonwovens markets

The demand for wipes is expected to remain above pre-COVID-19 levels

Legislation and consumer behavior are driving for more sustainable products and we have excellent opportunities to meet this growing demand

Demand for sustainable alternatives is growing

Legislation and consumer behavior are driving for more sustainable products

77% of consumers say that sustainability is important to them

Over 50% of consumers believe they can make a difference through their everyday choices and actions in 2022

Trust matters, consumers are looking for trustful brands and turns digital media into source information. Therefore, it's important to maintain brand credibility.

Source: Meet the 2022 consumers driving change, IBM institute of business value.





PURE NORDIC QUALITY

APPENDIX

Suominen

