



SUOMINEN

Q4 AND FULL YEAR 2022

Klaus Korhonen, interim President and CEO

Toni Tamminen, CFO

February 3, 2023

Agenda

Year 2022 in brief
Financial review
Progress in strategy
Outlook 2023
Q&A

February 3, 2023





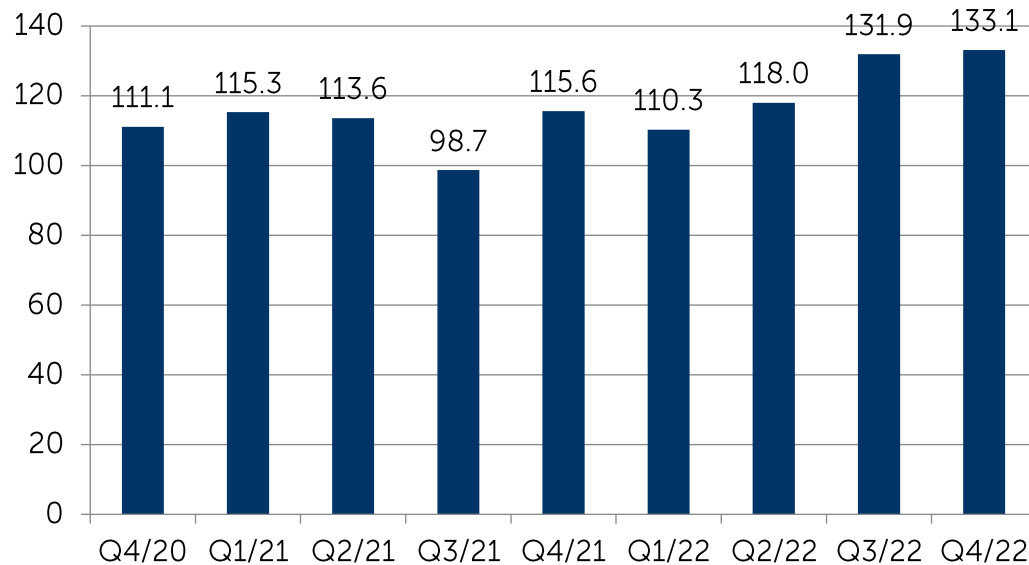
Year 2022 in brief

- Net sales were EUR 493.3 million (443.2)
- Comparable EBITDA was EUR 15.3 million (47.0)
- Cash flow from operations totaled to EUR 14.0 million (11.1)
- Board of Directors proposes to the Annual General meeting a dividend of EUR 0.10 per share

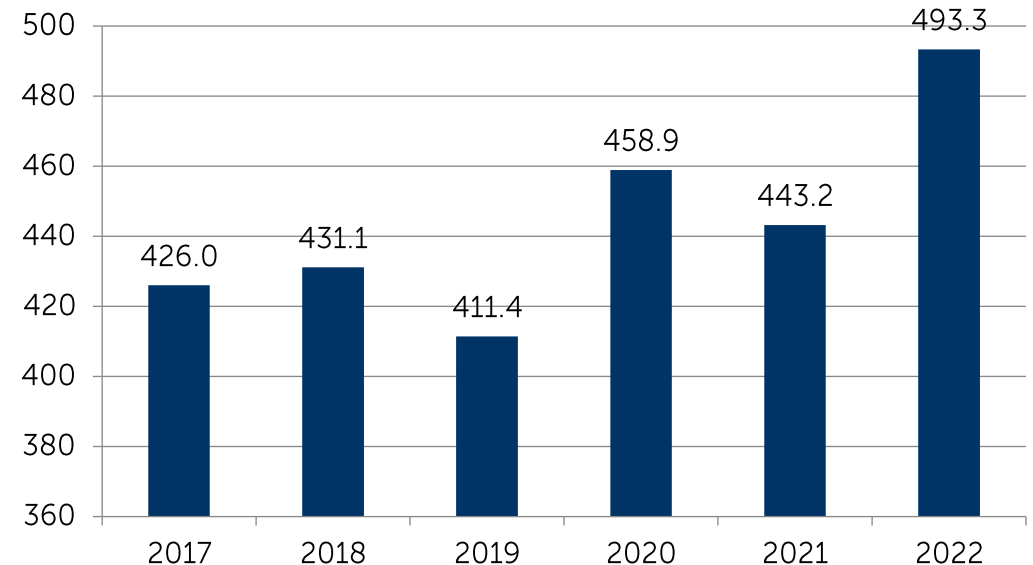
FINANCIAL REVIEW

Net sales

Net sales, EUR million



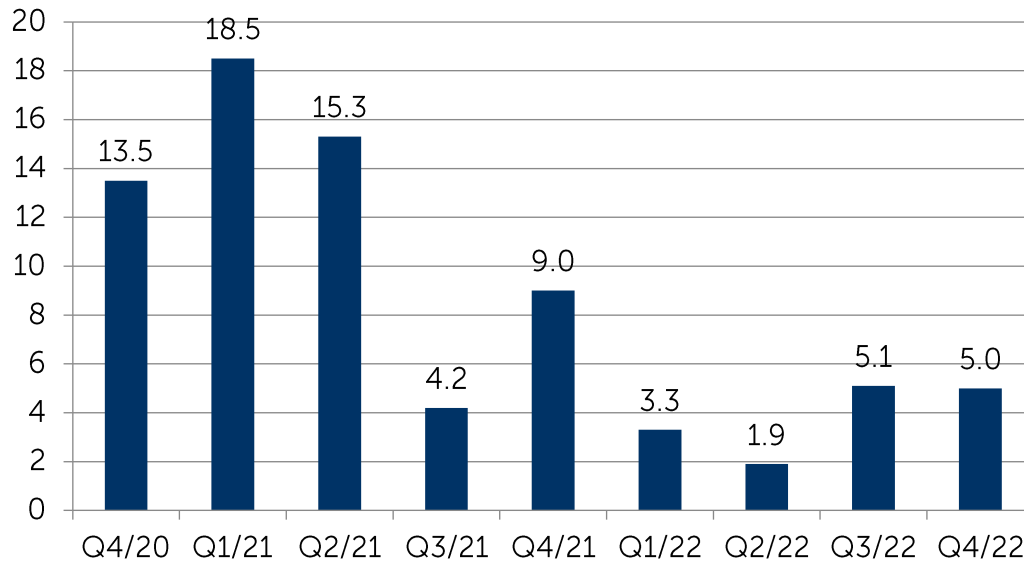
Net sales, EUR million



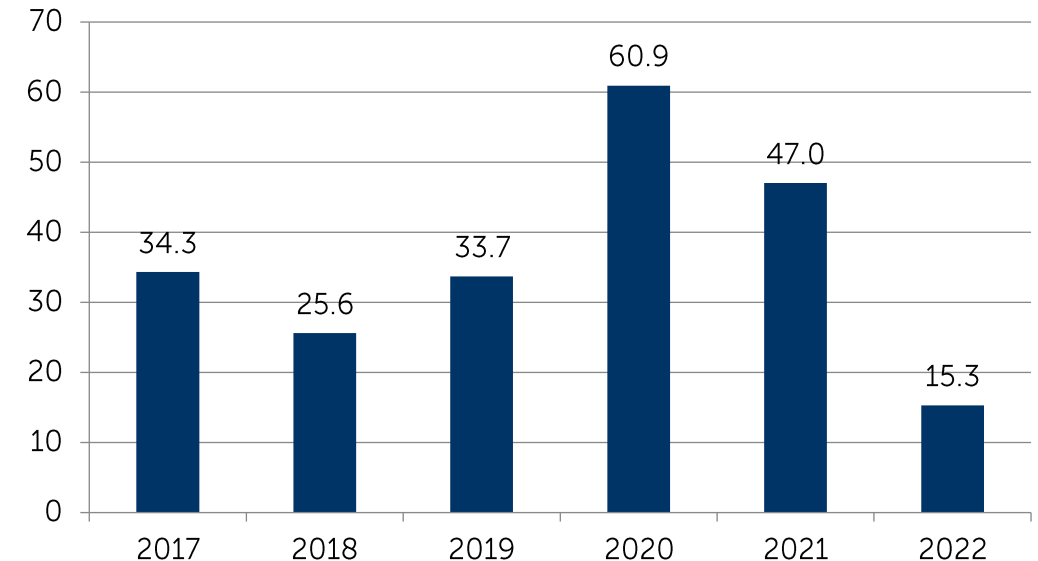
- Sales in Q4 supported by high sales prices and tailwind from currencies. Sales volumes were in line with the comparison period and Q3/2022
- Currencies impacted net sales positively by EUR 9.3 million in the quarter
- Share of new products exceeded 30% of net sales in the quarter and the full year

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- EBITDA declined in Q4 from the comparison period. The main reasons were higher raw material and energy costs versus sales prices and costs related to the CEO change. In addition, there were positive one-time items in other operating income and expenses in the comparison period
- Currencies impacted EBITDA positively by EUR 0.7 million in the quarter

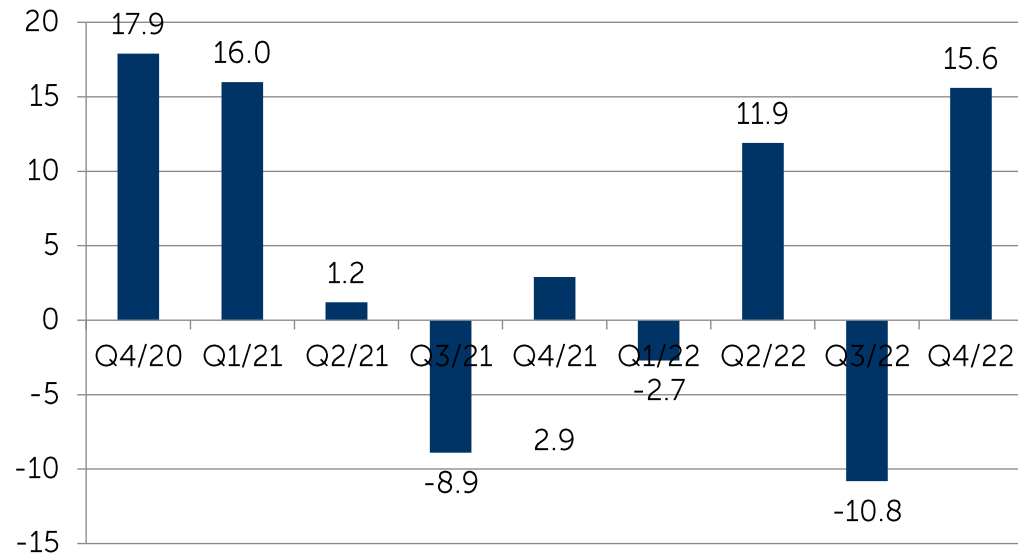
Consolidated statement of profit or loss

EUR thousand	10-12/2022	10-12/2021	1-12/2022	1-12/2021
Net sales	133,072	115,585	493,298	443,219
Cost of goods sold	-131,273	-107,170	-474,718	-392,390
Gross profit	1,800	8,415	18,579	50,828
Other operating income	1,636	2,030	5,739	4,434
Sales, marketing and administration expenses	-7,381	-6,676	-28,932	-26,238
Research and development expenses	-932	-806	-3,503	-2,678
Other operating expenses	-112	912	-841	595
Operating profit	-4,989	3,874	-8,958	26,941
Net financial expenses	-2,639	-1,074	-2,923	-390
Profit before income taxes	-7,628	2,800	-11,881	26,551
Income taxes	-1,182	-263	-1,983	-5,816
Profit for the period	-8,810	2,537	-13,863	20,734
Earnings per share, EUR				
Basic	-0.15	0.04	-0.24	0.36
Diluted	-0.15	0.04	-0.24	0.36

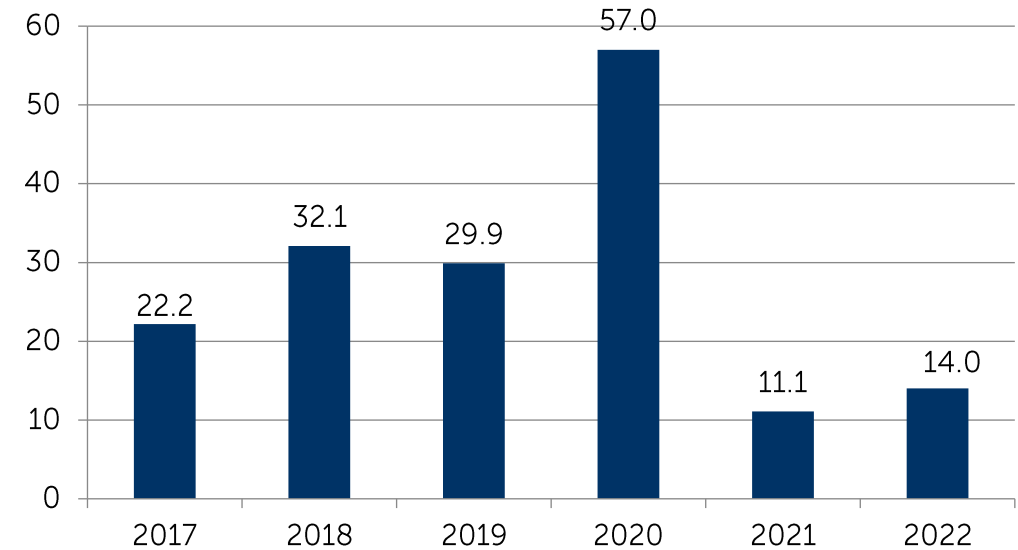
- Reported gross profit impacted by EUR -4.8 million impairment of assets in Italy

Cash flow from operations

Cash flow from operations, EUR million



Cash flow from operations, EUR million



- Cash flow from operations was EUR 15.6 million in Q4 (2.9) and EUR 14.0 million in 2022 (11.1)
- Q4 cash flow was positively impacted by improvement in net working capital

PROGRESS IN STRATEGY AND SUSTAINABILITY



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

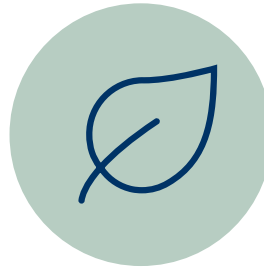
Integrity

Progress in strategy implementation in 2022



Investment project to enhance and upgrade a line in Nakkila, Finland

Share of new products exceeded 30% of net sales



Sales of sustainable products increased by 99%*

12 sustainable product launches



- Silver rating in our first EcoVadis sustainability assesment
- Compostability test center opened in Nakkila, Finland to support our R&D work

* Compared to base year 2019

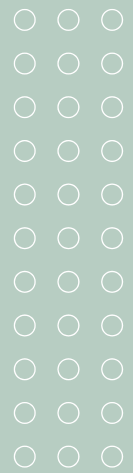
OUTLOOK



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



Q1/2023 result
publication
on May 4, 2023



PURE NORDIC QUALITY