



SUOMINEN Q2/2024

Tommi Björnman, President and CEO

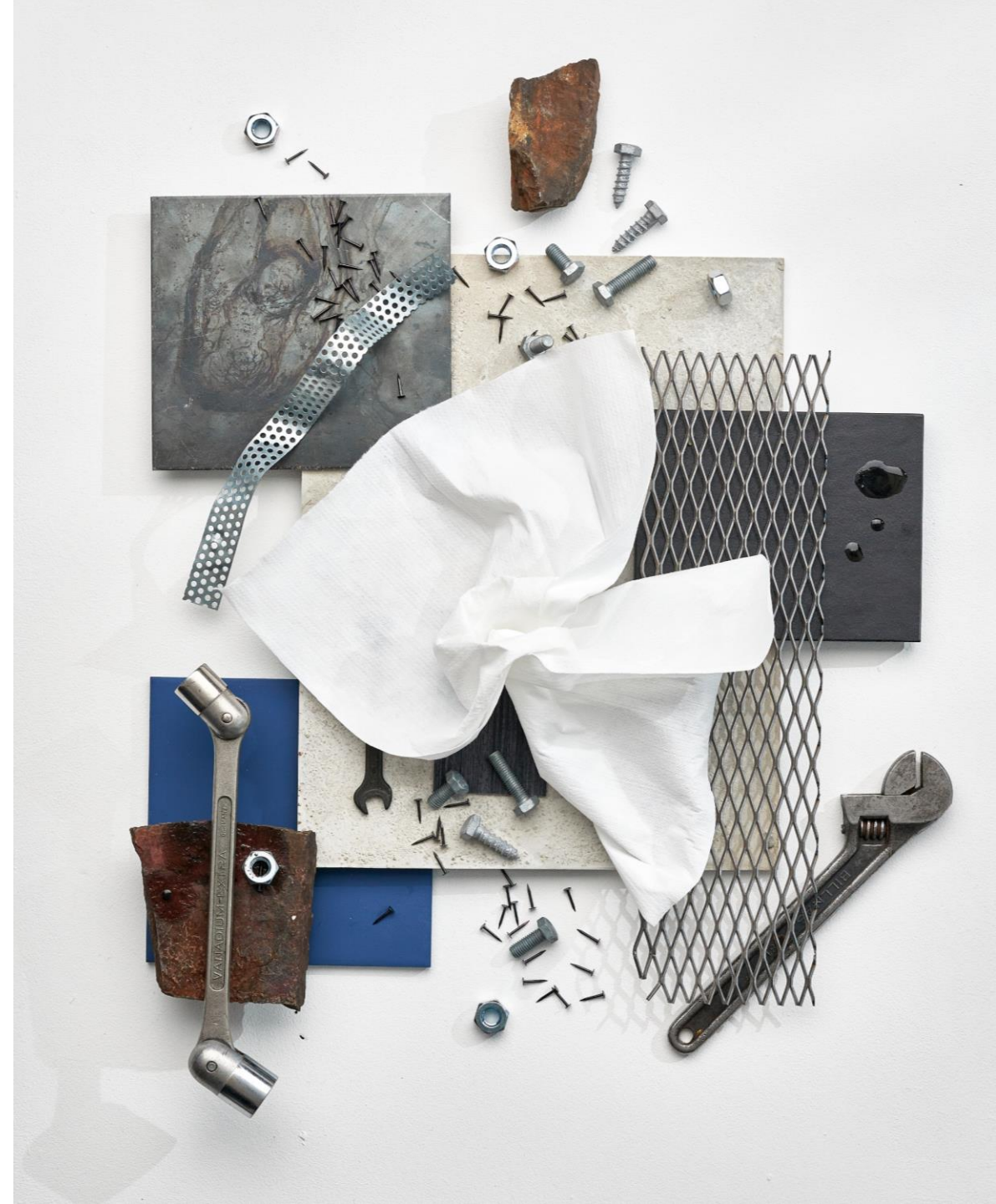
Janne Silonsaari, CFO

August 9, 2024

Agenda

Q2/2024 and H1/2024 in brief
Financial review
Progress in strategy
Outlook 2024
Q&A

August 9, 2024





Q2/2024 and H1/2024 in brief

Q2/2024 in brief

- Net sales increased by 5% and amounted to EUR 118.7 million (112.7)
- Comparable EBITDA increased to EUR 5.0 million (2.7)
- Cash flow from operations was EUR 2.1 million (6.4)

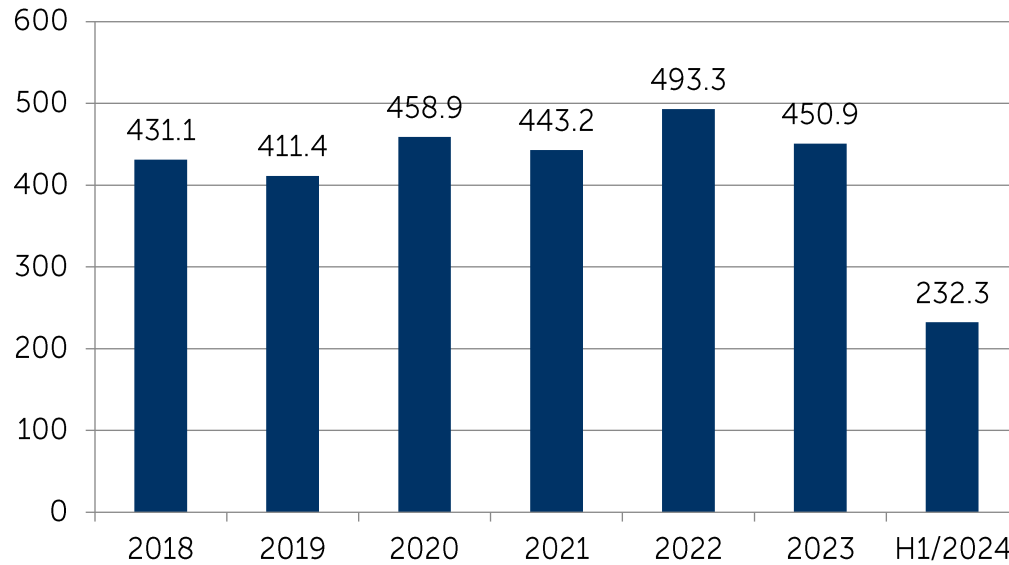
H1/2024 in brief

- Net sales were in line with the previous year and amounted to EUR 232.3 million (229.5)
- Comparable EBITDA was EUR 9.5 million (5.3)
- Cash flow from operations was EUR -0.1 million (9.7)

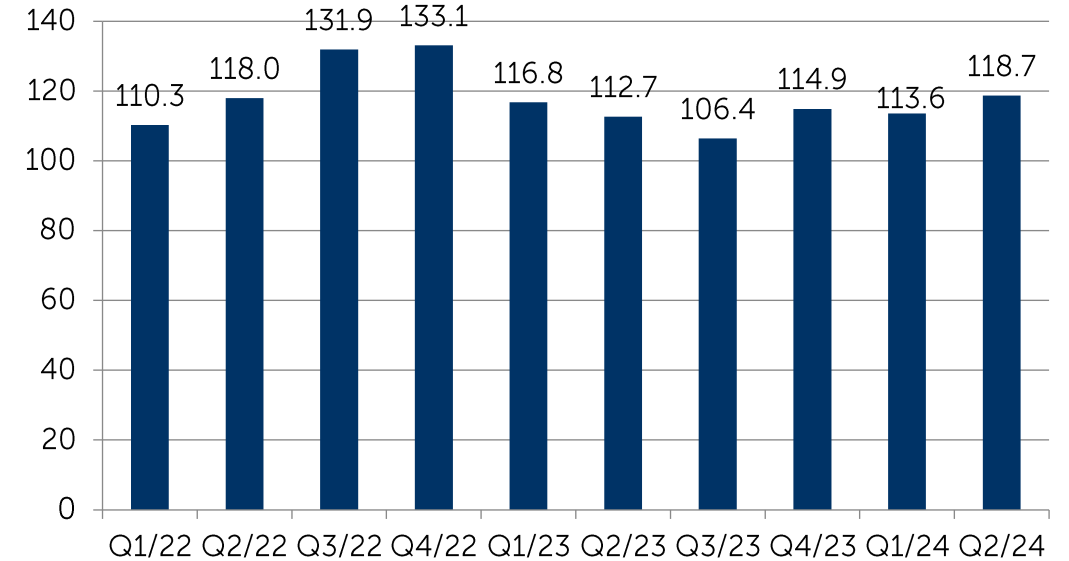
FINANCIAL REVIEW

Net sales

Net sales, EUR million



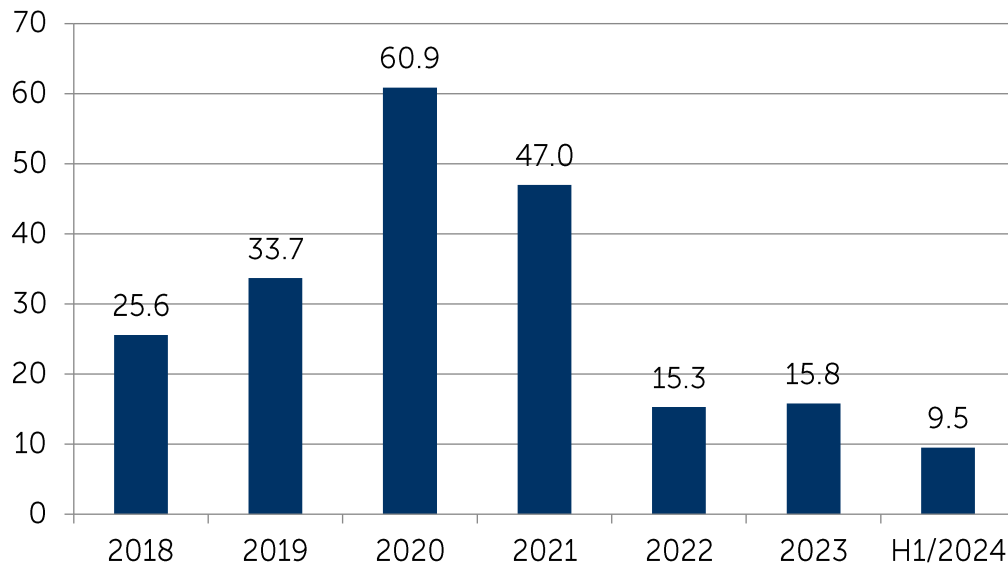
Net sales, EUR million



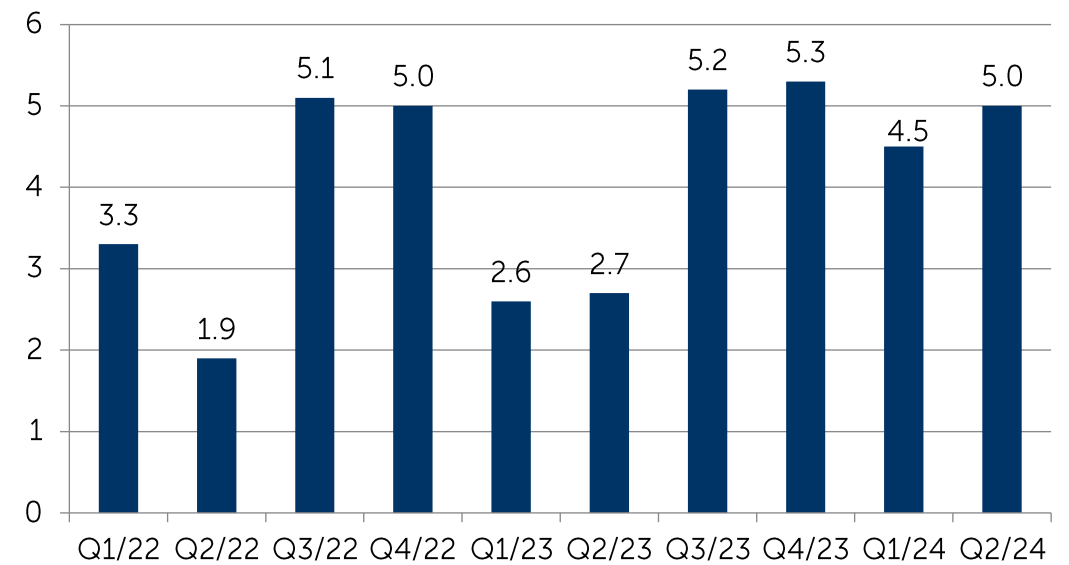
- In Q2/2024, sales volumes increased from the comparison period, but sales prices decreased following lower raw material prices
- Currencies impacted the net sales positively by EUR 0.6 million in Q2/2024
- Share of new products exceeded 37% of net sales

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- Comparable EBITDA in Q2/2024 was EUR 5.0 million
- The main drivers for EBITDA improvement were increased sales volumes, especially in Americas, and better sales margins
- Impact of currencies to Q2/2024 comparable EBITDA was EUR -0.1 million

Consolidated statement of profit or loss

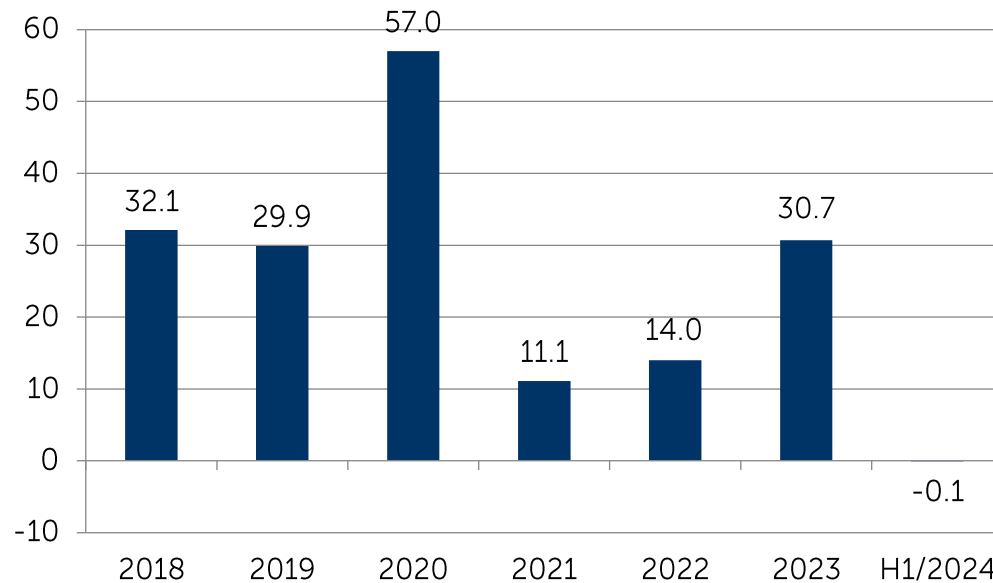
EUR thousand	4-6/2024	4-6/2023	1-6/2024	1-6/2023	1-12/2023
Net sales	118,668	112,673	232,255	229,466	450,851
Cost of goods sold	-109,756	-109,605	-215,200	-221,544	-428,122
Gross profit	8,912	3,068	17,055	7,922	22,729
Other operating income	516	637	1,195	1,739	4,802
Sales, marketing and administration expenses	-9,032	-6,902	-16,809	-14,239	-28,497
Research and development expenses	-1,182	-1,105	-2,145	-1,986	-3,851
Other operating expenses	-32	-2,421	-14	-2,252	-2,700
Operating profit	-816	-6,722	-718	-8,816	-7,517
Net financial expenses	-1,095	-1,293	-1,885	-2,830	-5,987
Profit before income taxes	-1,911	-8,016	-2,603	-11,646	-13,504
Income taxes	-28	-171	-341	-489	719
Profit for the period	-1,939	-8,186	-2,944	-12,135	-12,786
Earnings per share, EUR					
Basic	-0.03	-0.14	-0.05	-0.21	-0.22
Diluted	-0.03	-0.14	-0.05	-0.21	-0.22

The figures include items affecting comparability arising from:

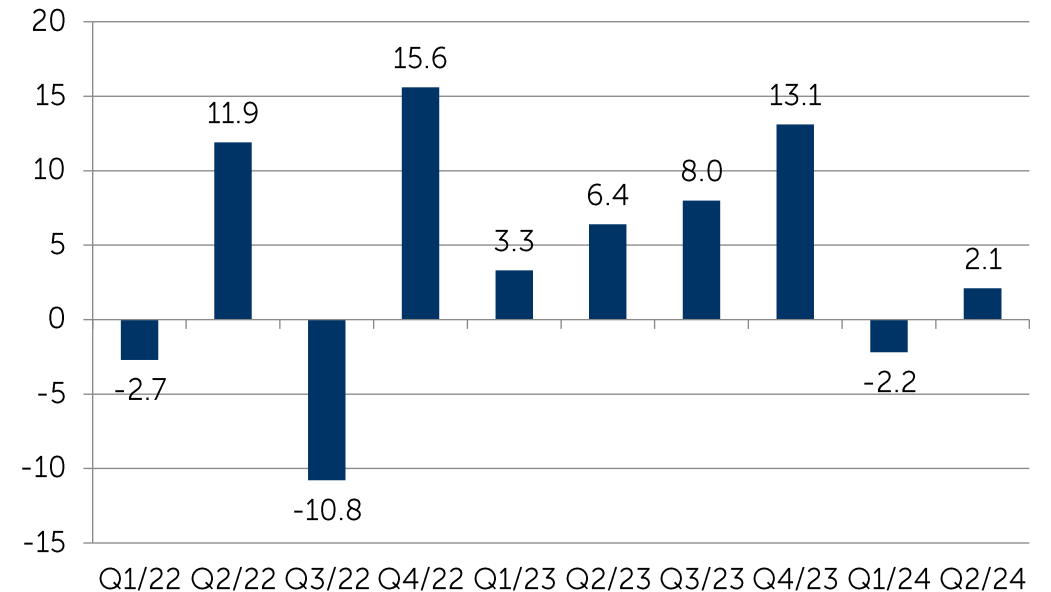
- Mozzate plant closure
- Restructuring program

Cash flow from operations

Cash flow from operations, EUR million

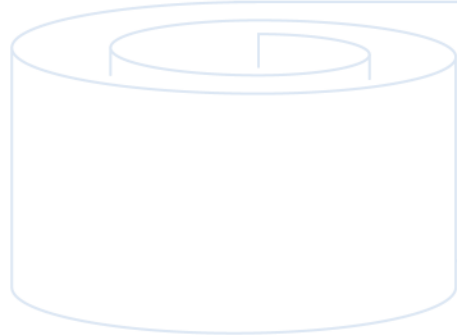


Cash flow from operations, EUR million



- Cash flow from operations was EUR 2.1 million in Q2/24 and EUR -0.1 million in H1/2024
- The decrease in the cash flow from operations in the first half of the year was mainly due to negative change in net working capital as more cash was tied to 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



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

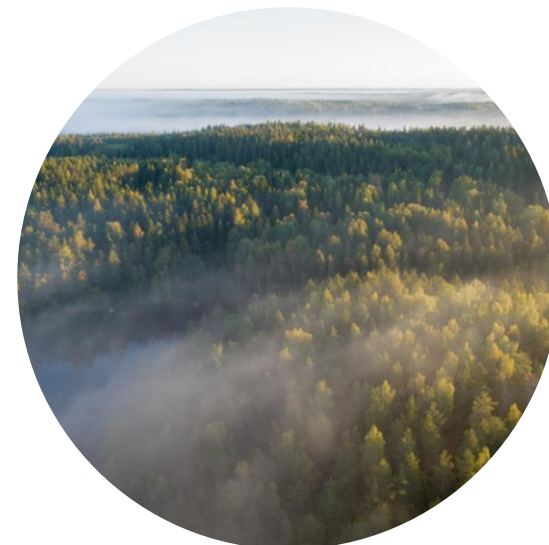
The investment is made in line with Suominen's strategy and supports company's vision to be the frontrunner in nonwovens innovation and sustainability.

August 9, 2024



Restructuring program to reposition Suominen towards profitable growth

As part of our ongoing transformation journey, we initiated at the end of May a restructuring program to reposition Suominen towards profitable growth. The program is expected to generate annualized savings of EUR 1.5 million.



Suominen invests in increasing capacity in sustainable products by establishing a new production line at its Alicante site

With this investment we respond to the accelerating demand of sustainable nonwovens in Europe. The total value of the investment is approximately EUR 20 million and the investment project will be completed in the second half of 2025.

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



Q3/2024 result
publication
on November 6,
2024



PURE NORDIC QUALITY