



# SUOMINEN HALF-YEAR FINANCIAL REPORT JANUARY–JUNE, 2021

August 13, 2021

Petri Helsky, President and CEO

Toni Tamminen, CFO



## Q2/2021 and H1/2021 in brief

### Q2/2021

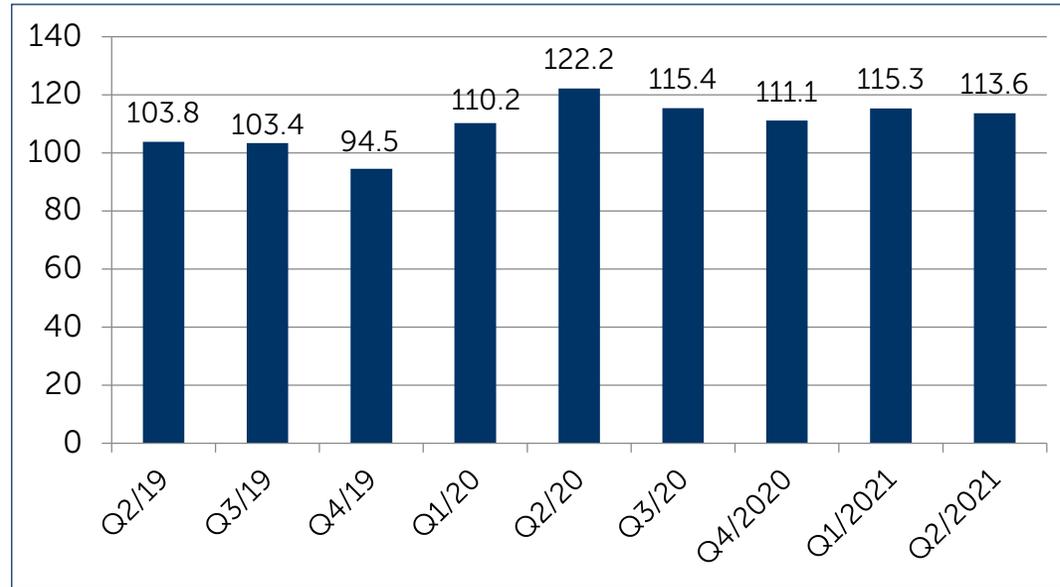
- Net sales were EUR 113.6 million (122.2)
- Comparable EBITDA was EUR 15.3 million (18.0)
- Cash flow from operations was EUR 1.2 million (9.6)

### H1/2021

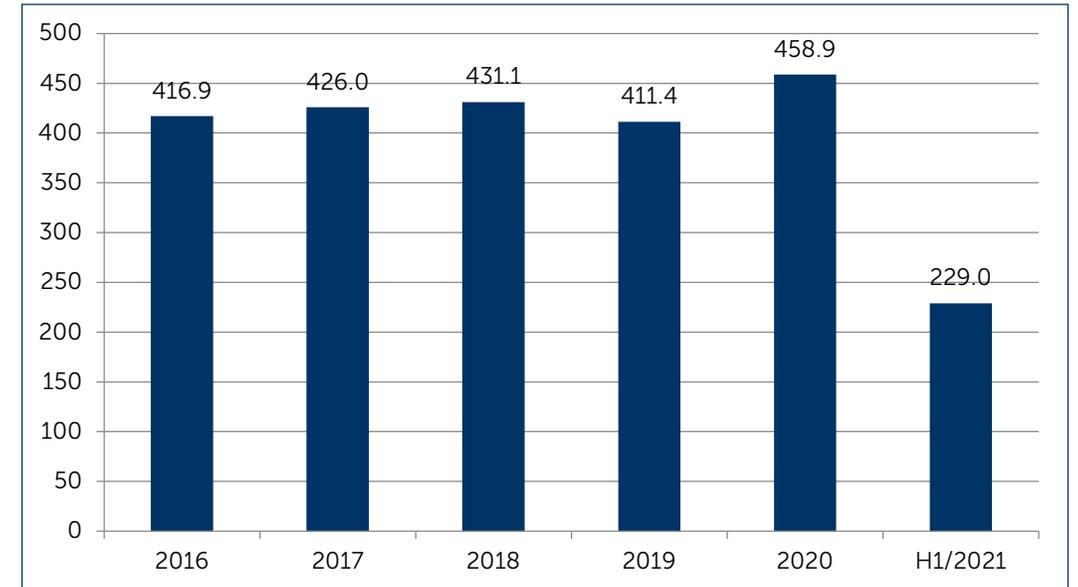
- Net sales were EUR 229.0 million (232.4)
- Comparable EBITDA was EUR 33.8 million (29.3)
- Cash flow from operations was EUR 17.1 million (19.0)

# Net sales

## Net sales, EUR million



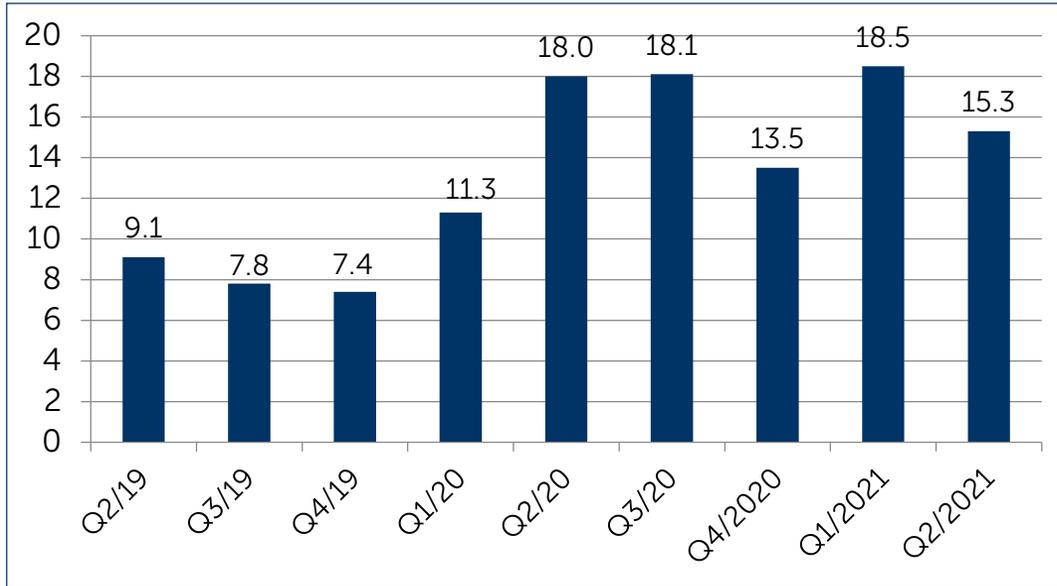
## Net sales, EUR million



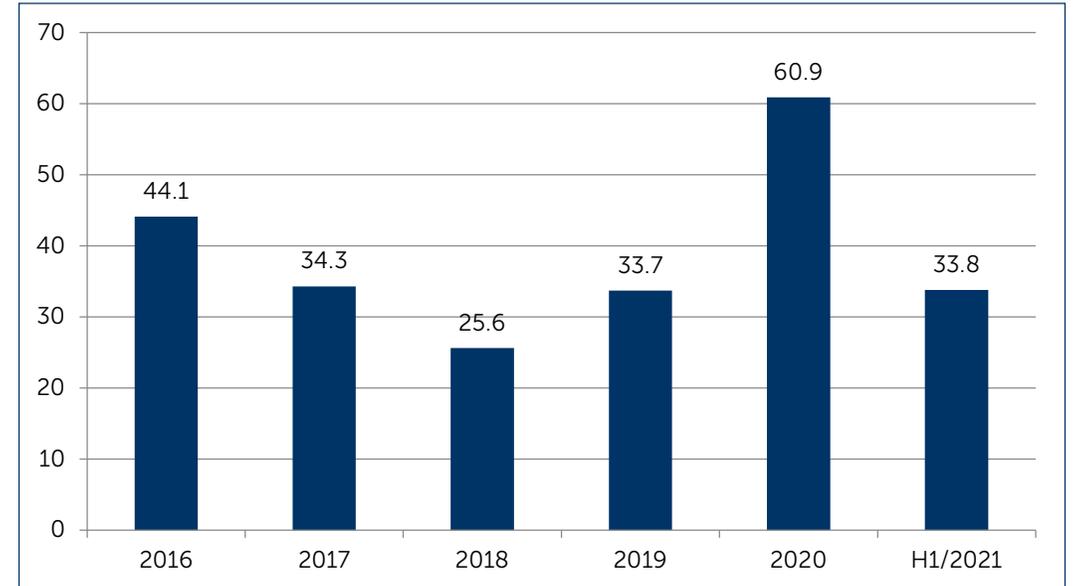
- Net sales decreased by 7.0% and were EUR 113.6 million (122.2). Currency impact was EUR -6.5 million
- Sales volumes decreased from the very high level of Q2/2020, but sales prices increased following higher raw material prices
- Share of new products continued to be around 25% of net sales

# EBITDA

## EBITDA, EUR million



## EBITDA, EUR million



2016-2018 EBITDA before application of IFRS 16 Leases

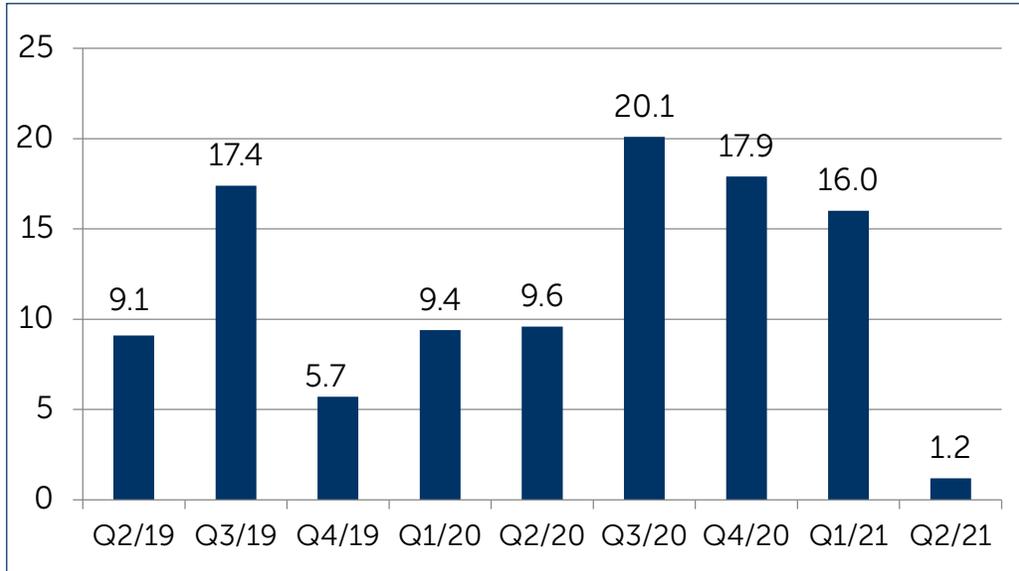
- EBITDA was on a good level and reached EUR 15.3 million (18.0). Currency impact was EUR -0.3 million
- Raw material and logistics costs were higher, as expected. Lower sales and production volumes also had some impact
- The higher sales prices and improved raw material efficiency partially compensated for the higher costs and lower volumes

# Consolidated statement of profit or loss

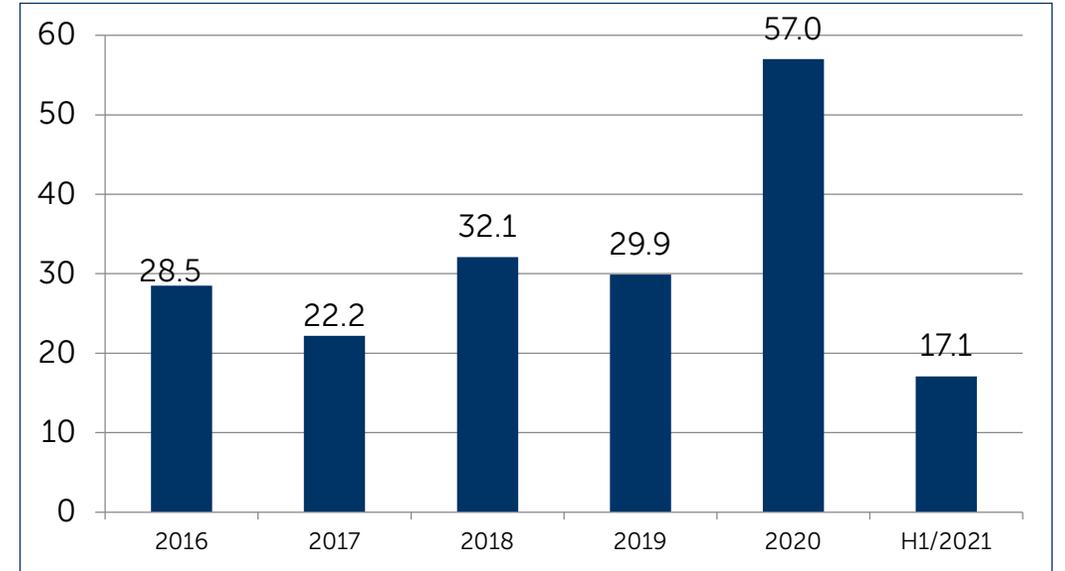
EUR thousand	4-6/ 2021	4-6/ 2020	1-6/ 2021	1-6/ 2020	1-12/ 2020
<b>Net sales</b>	113,647	122,170	228,980	232,373	458,893
Cost of goods sold	-96,913	-102,656	-192,038	-199,569	-389,123
<b>Gross profit</b>	16,733	19,514	36,941	32,803	69,770
Other operating income	863	785	1,707	1,337	2,584
Sales, marketing and administration expenses	-6,905	-7,146	-13,527	-14,290	-27,946
Research and development expenses	-594	-645	-1,194	-1,325	-2,767
Other operating expenses	219	-117	-19	-470	-2,150
<b>Operating profit</b>	10,317	12,391	23,909	18,055	39,492
Net financial expenses	-1,613	-1,813	1,653	-3,757	-5,582
Profit before income taxes	8,704	10,579	25,562	14,298	33,910
Income taxes	-2,581	-2,179	-5,666	-2,353	-3,794
<b>Profit for the period</b>	6,123	8,400	19,896	11,945	30,116
<b>Earnings per share, EUR</b>					
Basic	0.11	0.15	0.35	0.21	0.52
Diluted	0.11	0.15	0.34	0.21	0.52

# Cash flow from operations

## Cash flow from operations, EUR million



## Cash flow from operations, EUR million



- Cash flow from operations was EUR 1.2 million (9.6)
- Cash flow was impacted by higher net working capital, especially inventories

# Progress in H1/2021

- Our investment project to upgrade and restart an existing line in Cressa, Italy, neared completion and will be finalized during Q3/2021
- The two other investment projects, in Italy and in the US, are proceeding as planned and will be finalized during the second half of 2021
- By the end of June, we have launched nine sustainable products this year
- In June we issued a senior unsecured bond of EUR 50 million with a coupon rate of 1.50%

August 13, 2021





## Outlook 2021

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2021 will decrease from 2020 due to the slowdown in the demand for nonwovens in the second half of 2021 as well as some continuing volatility in the raw material and transportation markets. In 2020, Suominen's comparable EBITDA was EUR 60.9 million.



# Q&A





Q3/2021  
result  
publication  
on October  
28, 2021



PURE NORDIC QUALITY