



SUOMINEN

Q1/2025

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Janne Silonsaari, CFO

May 7, 2025



Agenda

Q1/2025 in brief

Financial review

Progress in strategy

Outlook 2025

Q&A





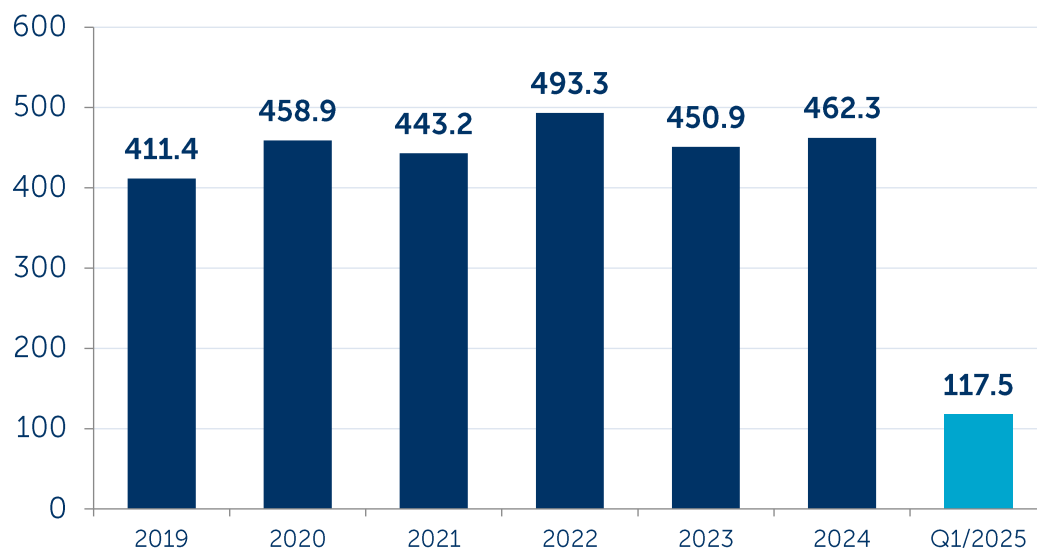
Q1/2025 in brief

- Net sales increased by 3.4% and amounted to EUR 117.5 million (113.6)
- Comparable EBITDA decreased to EUR 4.1 million (4.5)
- Cash flow from operations was EUR -0.4 million (-2.2)

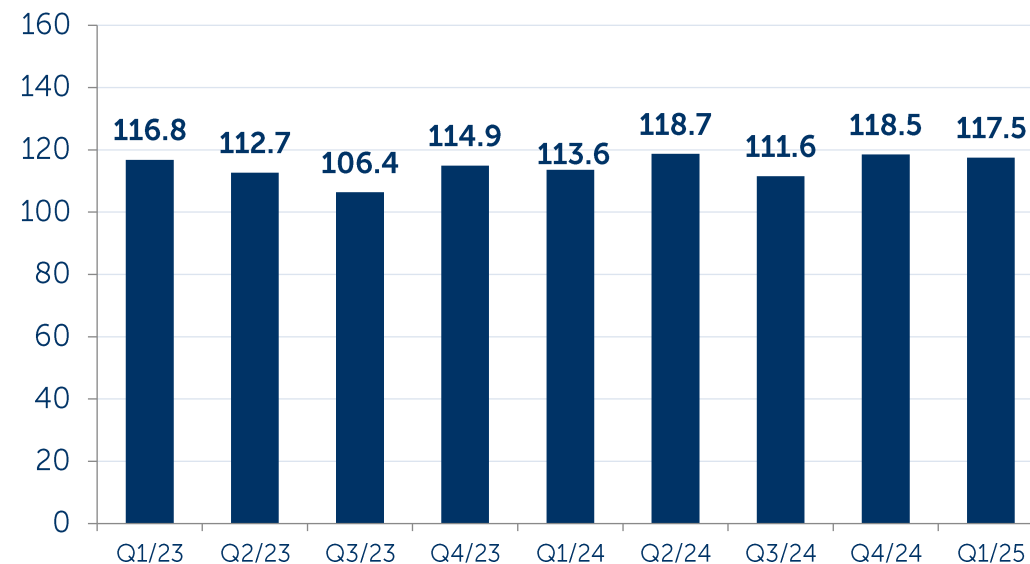
FINANCIAL REVIEW

Net sales

Net sales, EUR million



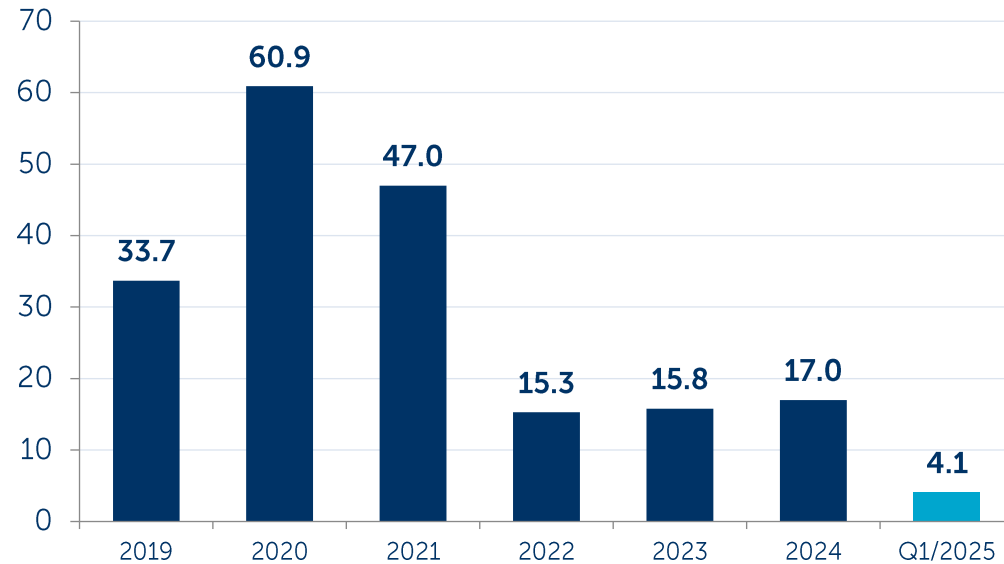
Net sales, EUR million



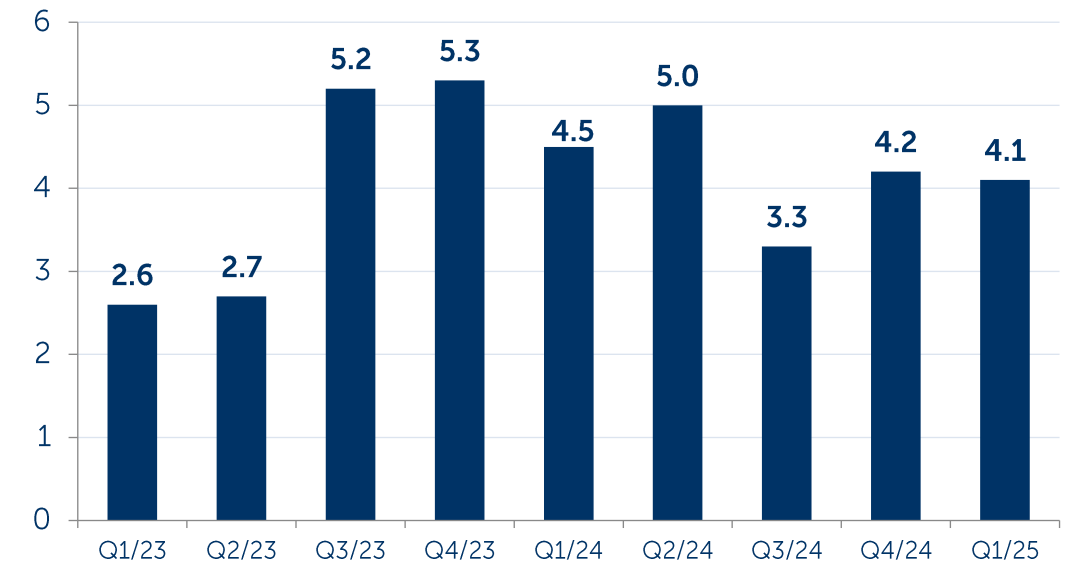
- While our sales volumes were lower than in the comparison period, higher raw material prices, an improved sales mix and strong commercial execution led to increased sales prices.
- Currency fluctuations had a positive impact on net sales, contributing EUR 0.9 million.
- Share of new products was 27% in Q1/2025.

Comparable EBITDA

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- Comparable EBITDA decreased to EUR 4.1 million (4.5) primarily due to higher operating expenses.
- The negative impact from currency fluctuations on EBITDA was EUR 0.5 million.
- There were no items affecting comparability in the first quarter of 2025 (EUR +0.2 million in 2024, related to the closure of the Mozzate plant in Italy). EBITDA was EUR 4.1 million (4.7).

Consolidated statement of profit or loss

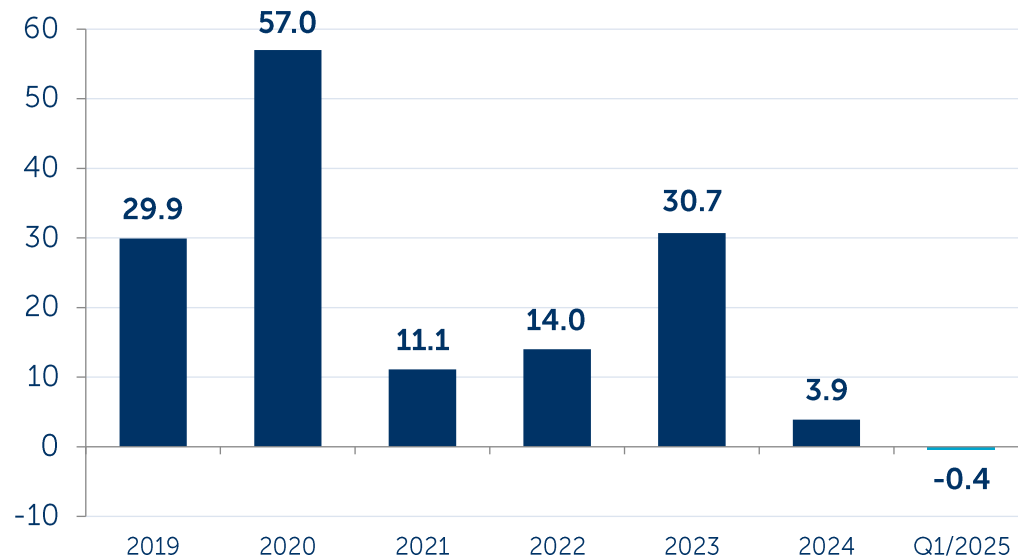
EUR thousand	1-3/2025	1-3/2024	1-12/2024
Net sales	117,501	113,587	462,318
Cost of goods sold	-109,157	-105,444	-432,589
Gross profit	8,344	8,143	29,729
Other operating income	908	679	4,952
Sales, marketing and administration expenses	-8,202	-7,777	-32,068
Research and development expenses	-959	-963	-4,023
Other operating expenses	-385	17	152
Operating profit	-292	99	-1,257
Net financial expenses	-1,874	-790	-4,086
Profit before income taxes	-2,166	-691	-5,343
Income taxes	-6	-313	53
Profit for the period	-2,172	-1,004	-5,290
Earnings per share, EUR			
Basic	-0.04	-0.02	-0.09
Diluted	-0.04	-0.02	-0.09

The 2024 figures include items affecting comparability arising from:

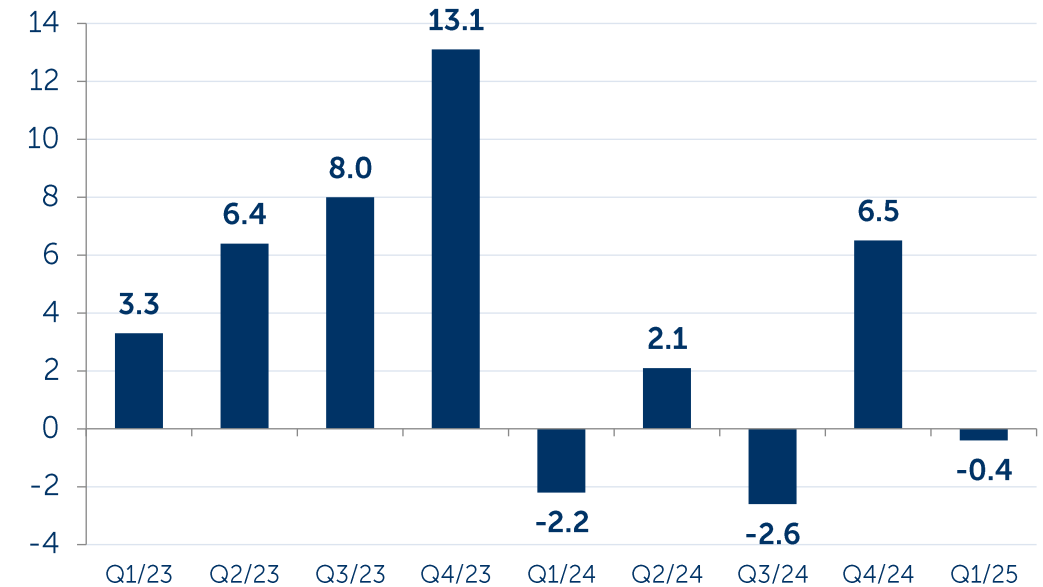
- Mozzate plant closure
- Restructuring program

Cash flow from operations

Cash flow from operations, EUR million

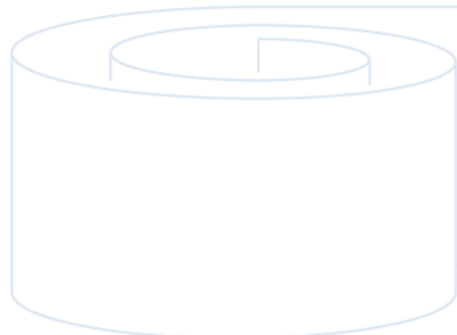


Cash flow from operations, EUR million



- Cash flow from operations was EUR -0.4 million (-2.2).
- EUR 2.8 million was tied in working capital (in Q1 2024: EUR 5.8 million was tied in working capital). The improvement in the working capital was mainly in 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

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.

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



Low impact manufacturing



Sustainable nonwovens

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

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

Sustainability is the core principle of all our functions.



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

Innovating in Sustainability Seminar

Suominen hosted its Innovating in Sustainability Seminar in Arona, Italy, on March 19–20, 2025. The event brought together around 50 professionals from across the nonwovens value chain, creating a vibrant platform for in-depth discussions, knowledge sharing, and valuable networking. The seminar was met with overwhelmingly positive feedback from participants.

4.70

Participant
feedback
score in a
1–5 scale



COST-SAVING PROGRAM

Suominen announced a cost-saving program to secure profitable growth

Suominen announced a cost-saving program to secure profitable growth and ensure long-term competitiveness.

The program is expected to result in savings of approximately EUR 10 million. Savings are planned to realize over the next 24 months. The saving program is expected to affect up to 60 positions globally, subject to local consultation procedures.





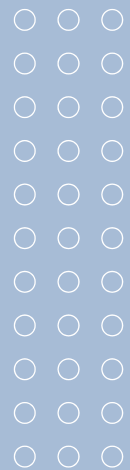
OUTLOOK



Outlook for 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.



Q&A



**Q2/2025
result
publication
on August 7,
2025**



PURE NORDIC QUALITY