



SUOMINEN Q3/2025

Charles Héaulmé, President & CEO

Janne Silonsaari, CFO

October 29, 2025

Q3/2025: Profitability affected by exceptional events, outlook reduced

Q3/2025

- Charles Héaulmé started as President and CEO on August 11, 2025
- Net sales decreased by 11% and were EUR 99.8 million (Q3 2024: 111.6)
- Comparable EBITDA increased to EUR 3.4 million (3.3)
- Cash flow from operations was EUR 15.7 million (-2.6)

1-9/2025

- Net sales decreased by 8% and were EUR 317.1 million (Q1-Q3 2024: 343.8)
- Comparable EBITDA decreased to EUR 10.7 million (12.8)
- Cash flow from operations was EUR 5.2 million (-2.6)

Performance in Q3 was significantly affected by exceptional events at two US factories, which reduced our 2025 outlook. Our cost savings program has gained traction and we are on track to implement the majority of actions by year end.

Francois Guetat joins Suominen as COO

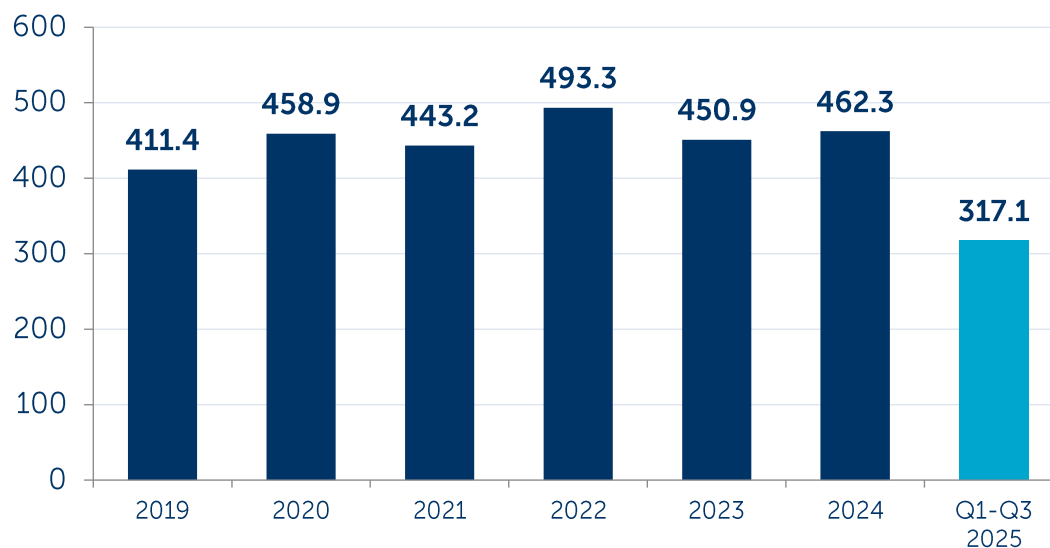
- Suominen has appointed Francois Guetat, M.Eng., as Chief Operating Officer, and member of Suominen Leadership Team as of November 3, 2025
- He brings over two decades of global experience in operations, supply chain, and manufacturing excellence
- Most recently, he served as SVP of Integrated Supply Chain at Kalmar, where he led business across sourcing, manufacturing, logistics and strategy
- His leadership has been shaped by 22 years at Volvo, where he held key roles in Sweden, USA, and Poland
- Suominen's Chief Operating Officer Darryl Fournier has decided to leave the company to pursue other professional endeavors. He will continue with Suominen until end of January 2026, focusing on strategic projects.



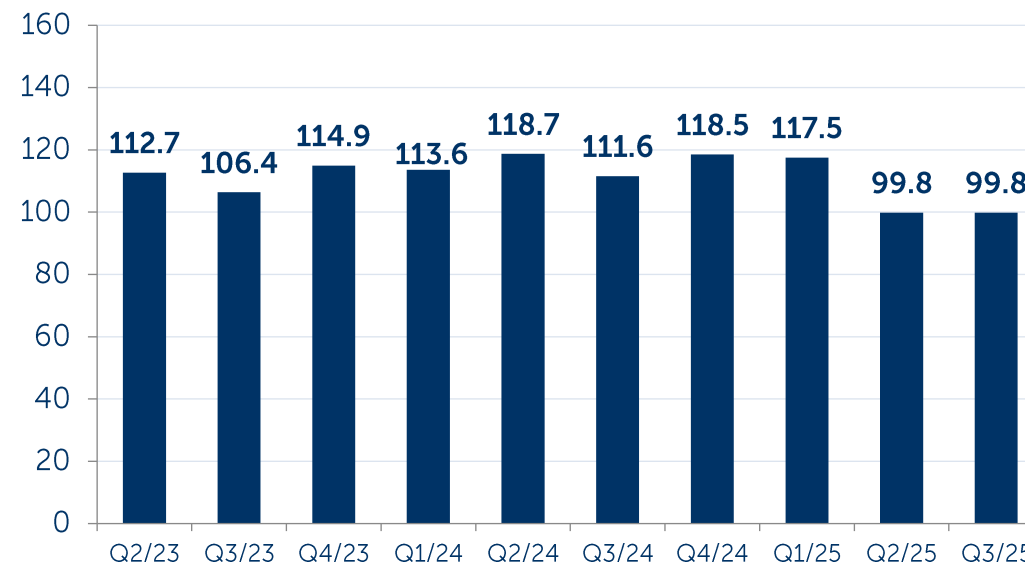
FINANCIAL REVIEW

Net sales decreased by 11 %

Net sales, EUR million



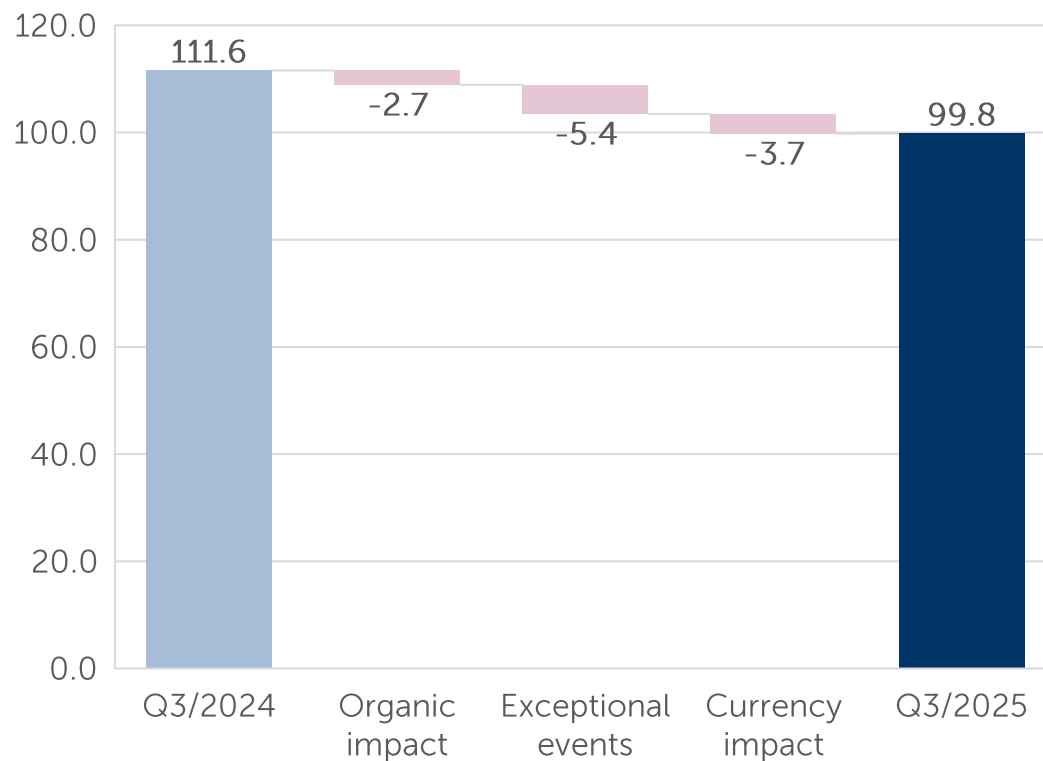
Net sales, EUR million



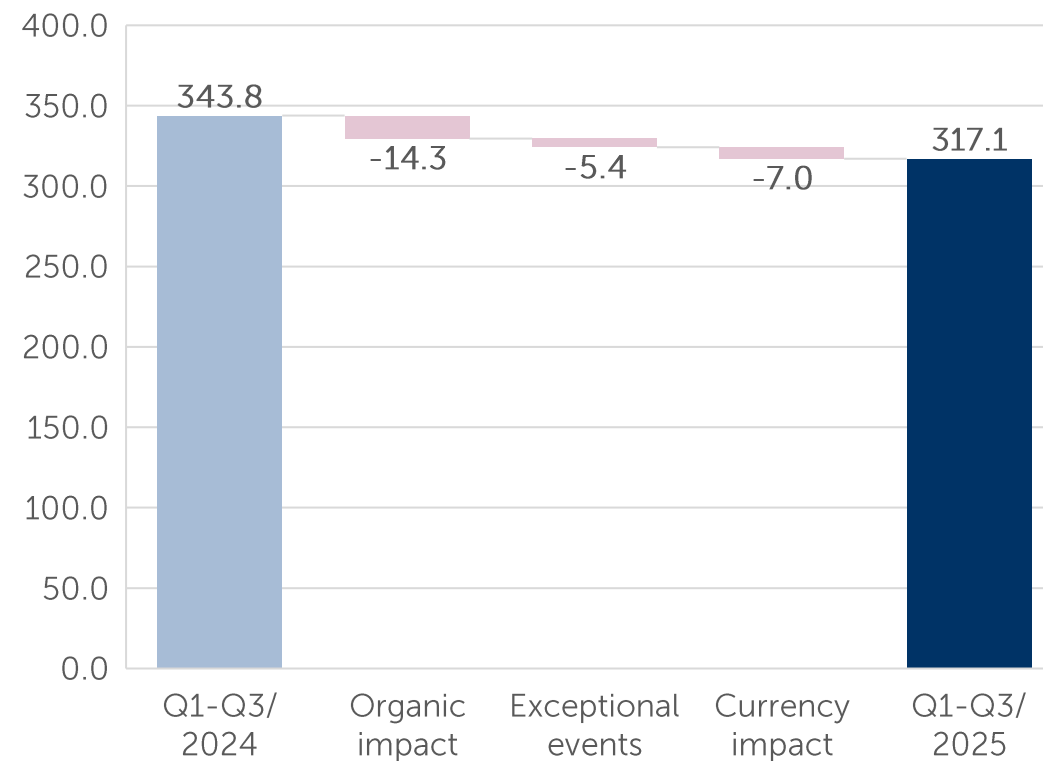
- In Q3/2025, net sales decreased by 11% and were EUR 99.8 million (111.6).
- Sales volumes decreased but sales margins increased.
- Currency fluctuations had a negative impact on net sales in Q3/2025, EUR -3.7 million.
- Share of new products was 30% in Q3/2025.

Net sales reduction mostly linked to Q3 exceptional incidents

Q3/2024 vs. Q3/2025, EUR million



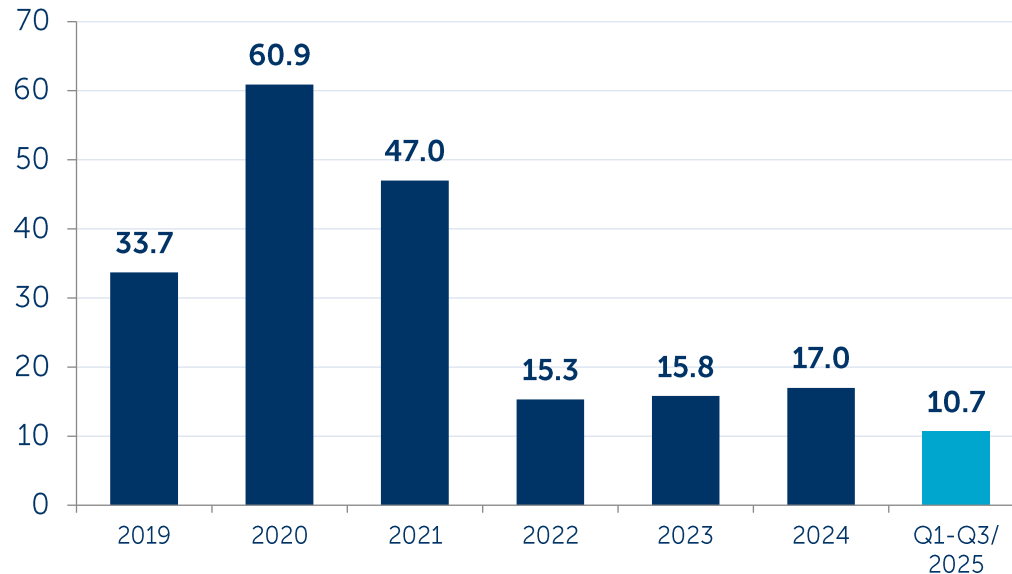
Q1-Q3/2024 vs. Q1-Q3/2025, EUR million



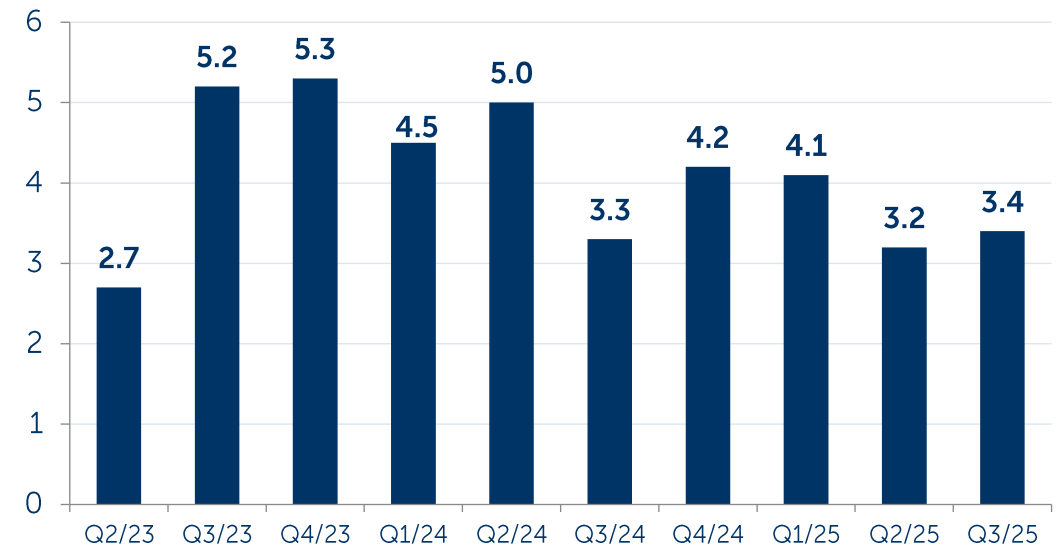
- Organic impact includes volume, price and mix impact.
- Exceptional events refer to the production plant incidents impact in Q3/2025.
- Currency impact is mainly related to EUR-USD.

Comparable EBITDA affected by exceptional incidents during Q3

Comparable EBITDA, EUR million



Comparable EBITDA, EUR million



- Comparable EBITDA increased in Q3/2025 to EUR 3.4 million (3.3).
- Negative effect of lower sales volumes on comparable EBITDA are partly offset by lower raw material prices.
- Negative impact of incidents at US plants on EBITDA amounted EUR 2.8 million.
- The impact from currency fluctuations on EBITDA was EUR +0.3 million.

Consolidated statement of profit or loss

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales	99,767	111,553	317,095	343,808	462,318
Cost of goods sold	-93,690	-106,410	-295,669	-321,610	-432,589
Gross profit	6,077	5,143	21,426	22,198	29,729
Other operating income	442	1,548	1,951	2,743	4,952
Sales, marketing and administration expenses	-6,775	-7,209	-23,469	-24,018	-32,068
Research and development expenses	-540	-1,115	-2,198	-3,260	-4,023
Other operating expenses	19	225	-380	210	152
Operating profit	-777	-1,409	-2,670	-2,126	-1,257
Net financial expenses	-1,341	-1,926	-6,102	-3,811	-4,086
Profit before income taxes	-2,117	-3,335	-8,772	-5,937	-5,343
Income taxes	131	143	617	-198	53
Profit for the period	-1,986	-3,192	-8,155	-6,135	-5,290
Earnings per share, EUR					
Basic	-0.03	-0.06	-0.14	-0.11	-0.09
Diluted	-0.03	-0.06	-0.14	-0.11	-0.09

The 2025 figures include items affecting comparability (net) arising from:

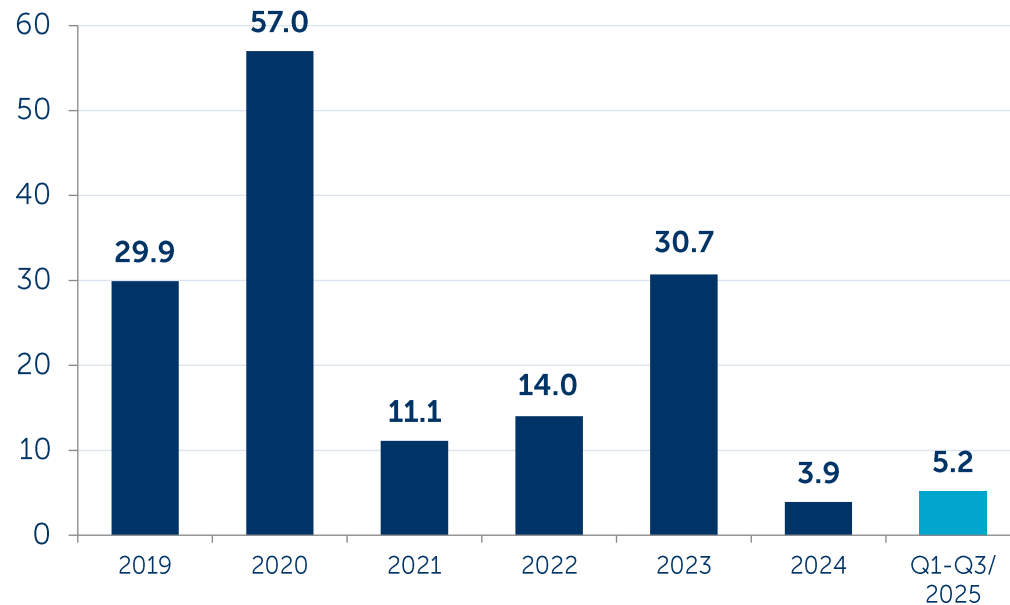
- Cost saving program initiated in May 2025 (EUR -0.8 million 1-9/2025)
- Mozzate plant closure accrual release (EUR 0.05 million)

The 2024 figures include items affecting comparability arising from:

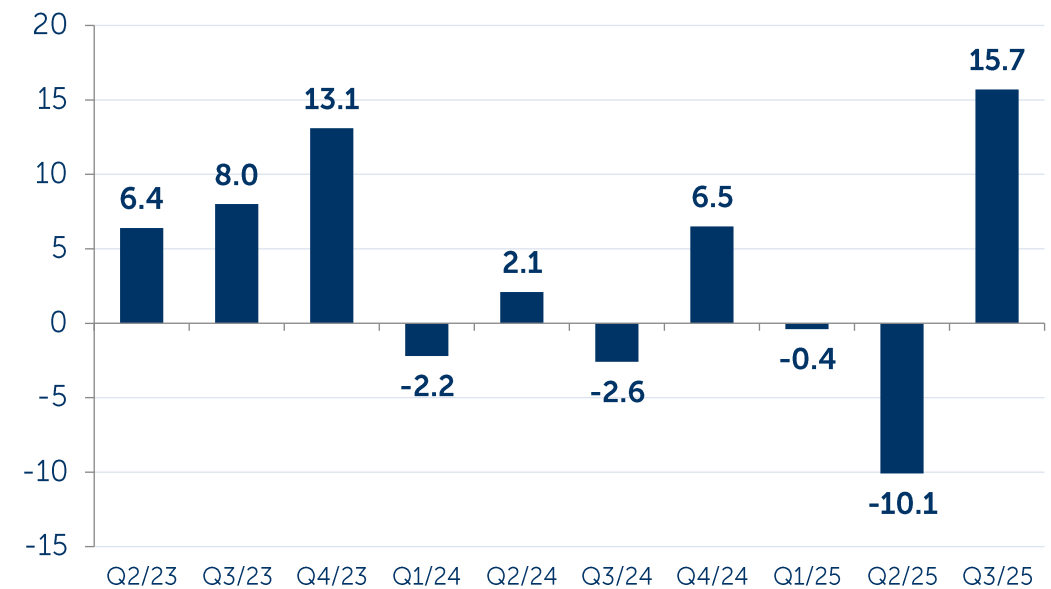
- Mozzate plant closure
- Restructuring program of 2024

Cash flow from operations

Cash flow from operations, EUR million



Cash flow from operations, EUR million

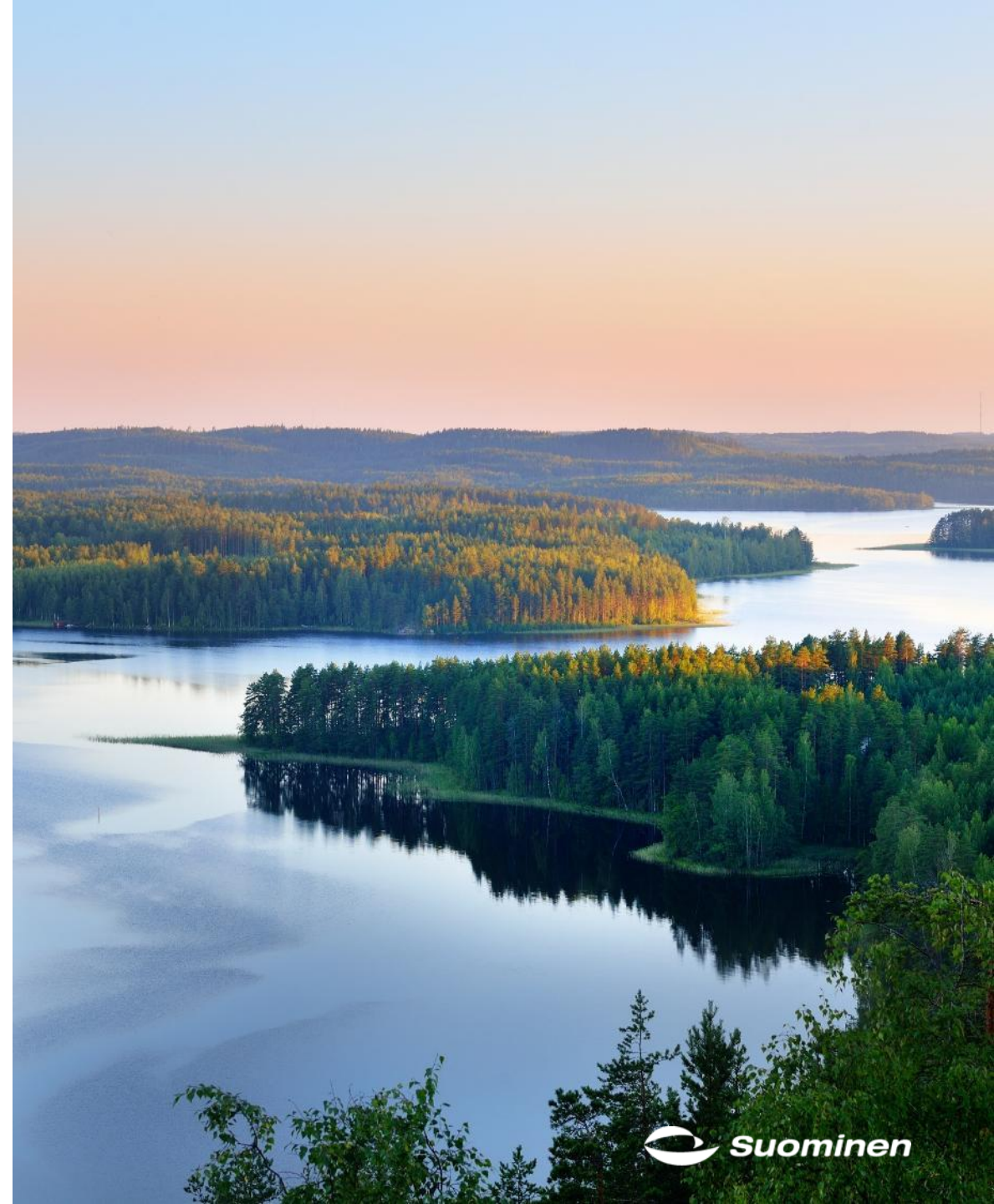


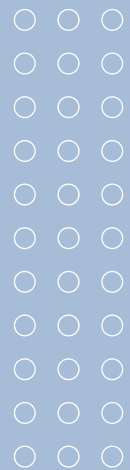
- Cash flow from operations amounted to EUR 15.7 million (Q3/2024: -2.6) for July-September and EUR 5.2 million (-2.6) for January-September.
- Change in net working capital in the cash flow from operations was EUR 13.9 million (-2.7) for July-September and EUR 0.9 million (-9.7) for January-September.

PROGRESS IN COST SAVING PROGRAM

Cost-saving program to secure profitable growth

- In May 2025, 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.
- In June we announced that the program led to a decrease of approximately 60 positions globally. On top of that, we reduced the number of contractor roles.
- Saving actions implementation has proceeded well during the third quarter of 2025 and we are on track to implement majority of the actions by the end of the year.

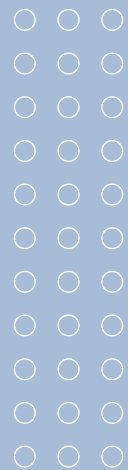




OUTLOOK

Revised outlook for 2025

- Suominen communicated on October 15, 2025, a change in its outlook. The company now expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2025 will be lower compared to 2024. In 2024, Suominen's comparable EBITDA was EUR 17.0 million.
- Previous outlook:
In its Financial Statements release for 2024, published on March 5, 2025, and in its half-year report published on August 7, 2025, Suominen estimated that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2025 will improve from 2024.



Q&A



**FY/2025
result
publication
on January 29,
2026**



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