

SUOMINEN Q3/2026

Charles Héaulmé, President & CEO
Kimmo Raunio, CFO

November 5, 2026

Continued performance improvement in the third quarter 2026

Q3/2026 (July–September)

- Net sales increased by 1.3% to EUR 101.1 million (99.8)
- Comparable EBITDA was EUR 5.1 million (3.4)
- Cash flow from operations was EUR -8.5 million (15.7)
- Gearing was 65.1% (76.0%)

Q1–Q3/2026 (January–September)

- Net sales decreased 4.7% from the previous year and amounted to EUR 302.3 million (317.1)
- Comparable EBITDA was EUR 11.6 million (10.7)
- Cash flow from operations was EUR -8.5 million (5.2)

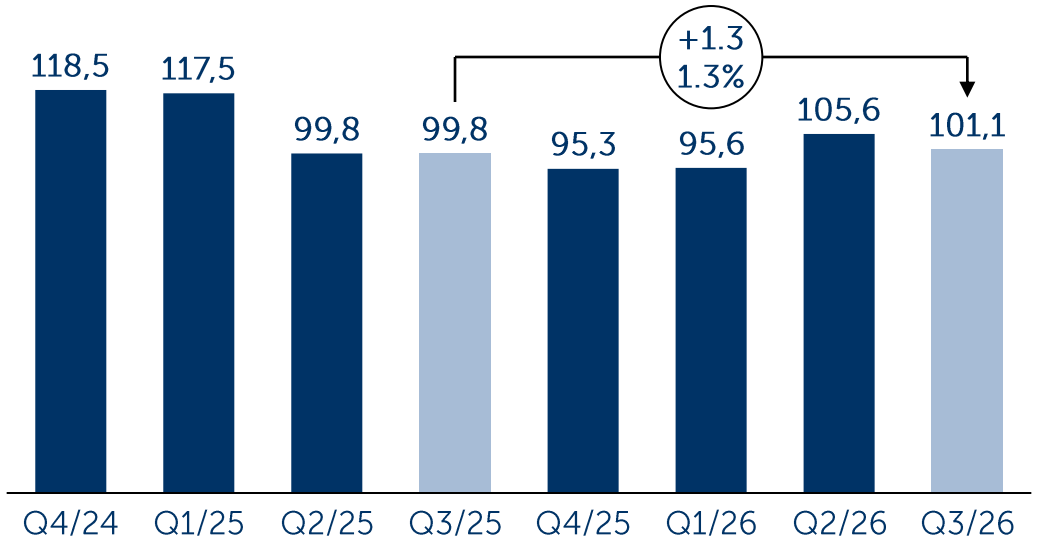
Key events

- Net sales and comparable EBITDA continued to improve
  - Tangible operational improvements in the main streams of the Full Potential Program
  - Commercial deliveries started in September from the new ALI55 line in Alicante, Spain; ramp-up continues throughout the remainder of 2026 and in 2027
  - Equipment disruptions on two US production lines weighed on output and delivery reliability
- Cash flow burdened by net working capital build up
- Rights issue gross proceeds of approx. EUR 28 million received in early July

FINANCIAL REVIEW

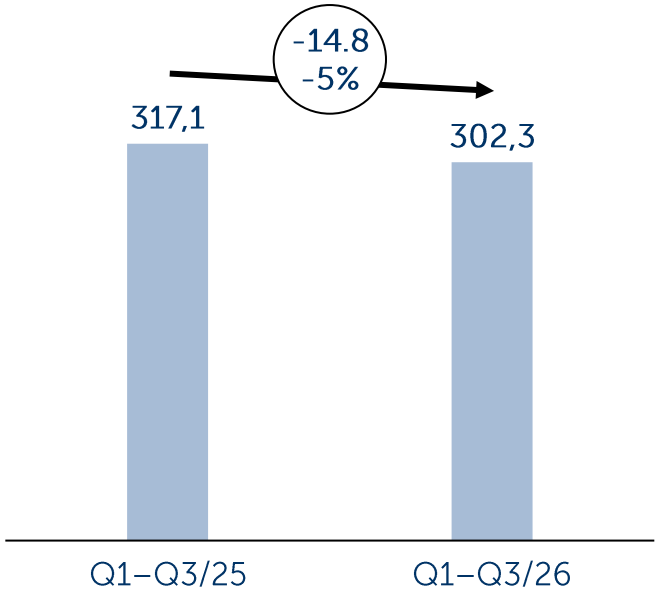
Q3/2026 net sales increased by 1.3%

Quarterly net sales development
EUR million



- Sales volumes roughly at last year's level
- Sales prices increased slightly, driven by higher raw material cost
- Currency impact was EUR 1.4 million positive

Year to date net sales development
EUR million

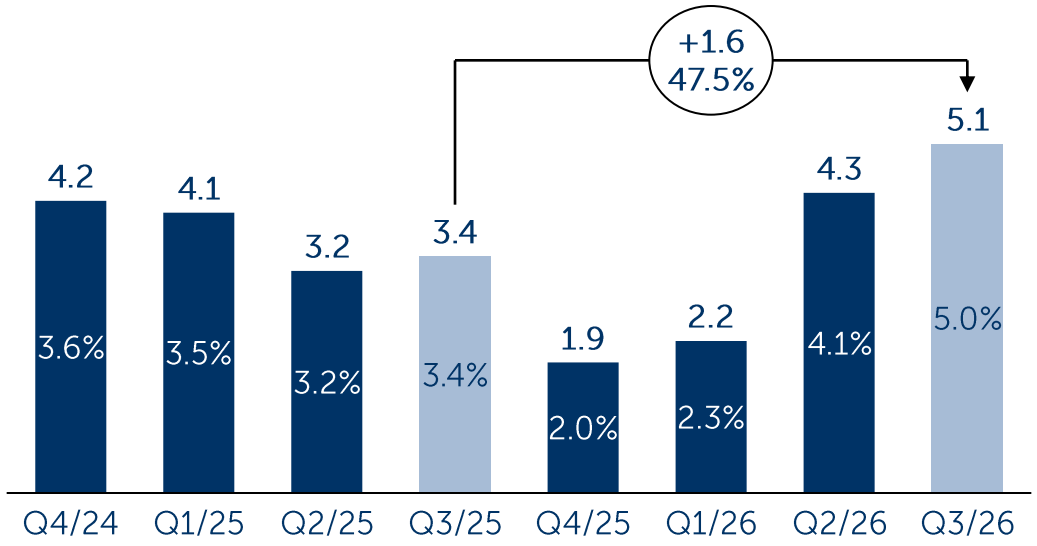


- Weaker sales mix and lower prices
- Share of new products was 25% in Q3/2026

Suominen

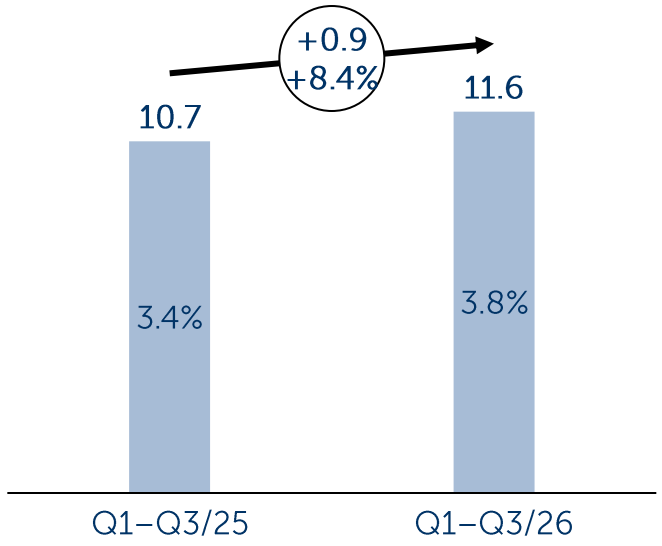
Q3/2026 comparable EBITDA improving driven by higher production volume and lower fixed costs

Quarterly comparable EBITDA development
EUR million, % of net sales



- Higher production volume and lower fixed costs contributed positively; sales mix and production cost increases negatively
- Sales prices improved vs. raw material cost sequentially

Year to date comparable EBITDA development
EUR million, % of net sales



- Reduction of fixed costs in line with the savings program launched in 2025
- Improved pricing and portfolio management
- Early-stage manufacturing practices improvement

Suominen

Consolidated statement of profit or loss

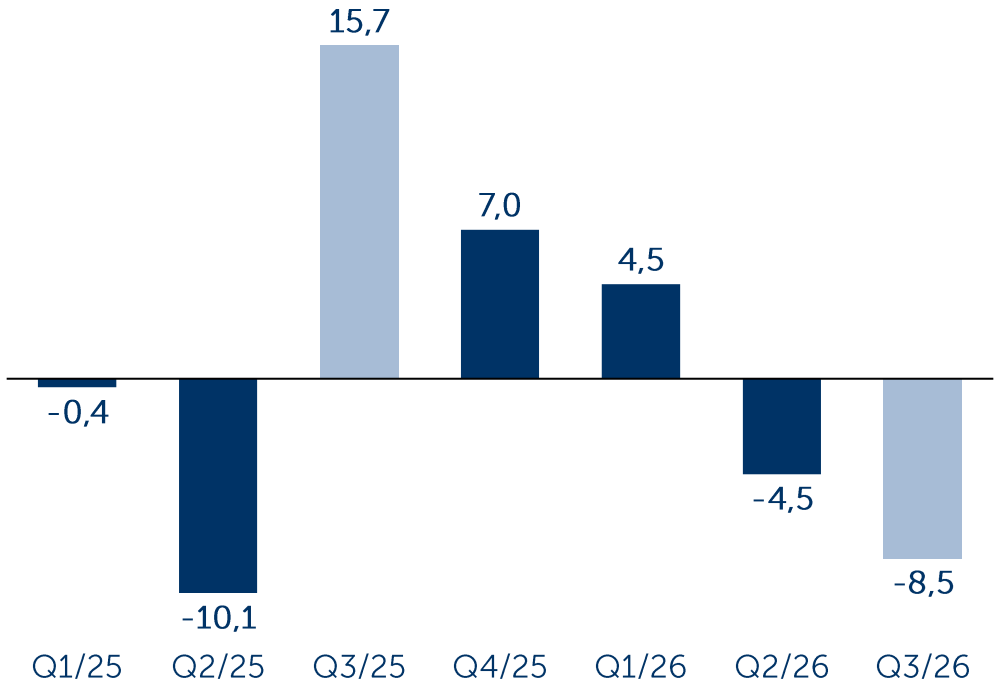
EUR thousand	Q3/2026	Q3/2025	Q1–Q3/2026	Q1–Q3/2025	Full year 2025
Net sales	101,098	99,767	302,295	317,095	412,433
Cost of goods sold	-94,117	-93,690	-284,321	-295,669	-386,153
Gross profit / loss	6,981	6,077	17,974	21,426	26,280
Other operating income	947	442	2,891	1,951	2,619
Sales, marketing and administration expenses	-7,502	-6,775	-25,382	-23,469	-31,503
Research and development expenses	-483	-540	-1,651	-2,198	-2,811
Other operating expenses	-482	19	-559	-380	-489
Operating profit / loss	-539	-777	-6,727	-2,670	-5,904
Net financial expenses	-1,231	-1,341	-3,388	-6,102	-7,467
Profit / loss before income taxes	-1,770	-2,117	-10,116	-8,772	-13,370
Income taxes	-1,324	131	-1,656	617	1,300
Profit / loss for the period	-3,095	-1,986	-11,772	-8,155	-12,070
Earnings per share, EUR					
Basic	-0.02	-0.02	-0.11	-0.09	-0.13
Diluted	-0.02	-0.02	-0.11	-0.09	-0.13

- Q3/2026 figures include items affecting comparability in total EUR -1.6 million (costs), mainly Full Potential Program related costs incl. severance payments and consulting fees
- Q1–Q3/2026 figures include items affecting comparability in total EUR -6.1 million (costs)

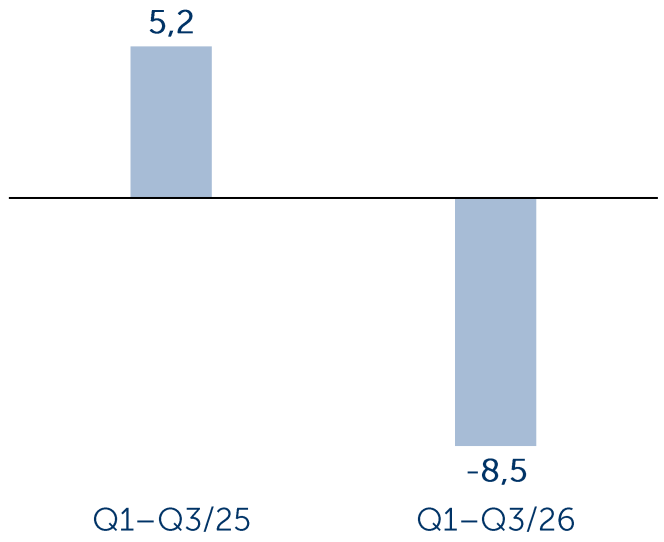
Suominen

Q3/2026 cash flow from operations decreased to EUR -8.5 million from 15.7 million, impact from net working capital

Quarterly cash flow from operations
EUR million



Year to date cash flow from operations
EUR million



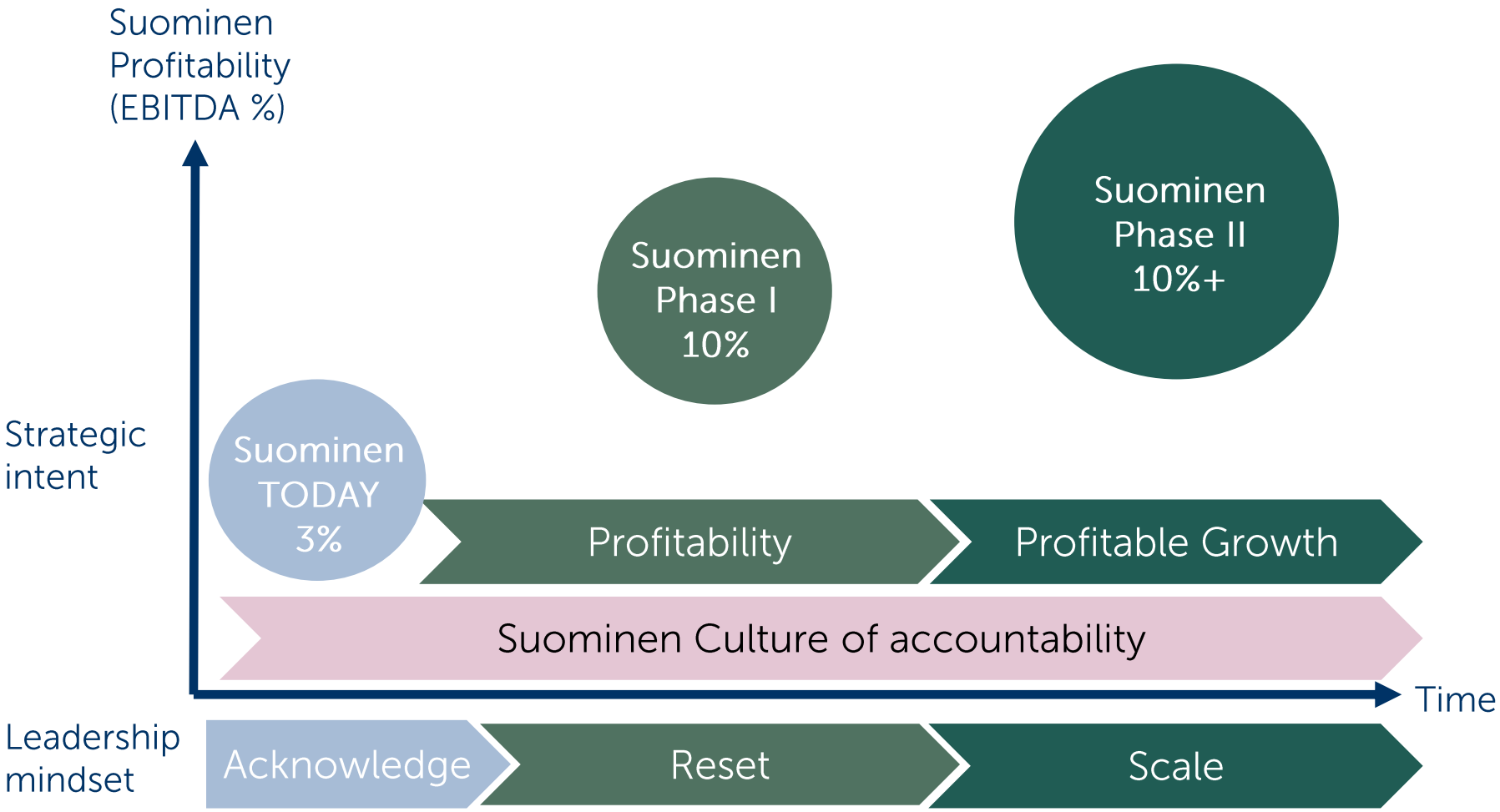
- Cash flow from operations in Q3/2026 amounted to EUR -8.5 million (Q3/2025: 15.7)
- Q3/2026 net working capital change: EUR -8.8 million (Q3/2025: 13.9), mainly EUR 11.0 million higher inventories
  - ➢ Especially raw material stock increased on the back of volatile supply market as well as operational disruptions in the US

Suominen

Suominen

FULL POTENTIAL PROGRAM

Our transformation focuses on resetting profitability, then we will scale the business



Ambition:

- Zero-accident
- Quality leader and reliable for customers
- Profitable and growing
- Investing and innovating
- Sustainability leader
- Offering return to shareholders

Size of the pie: Suominen business scale

Full Potential Program combines operational improvements, targeted investments, and structural profitability measures

Full Potential Program contribution to EBITDA margin – the path to 10% EBITDA

1 Operational performance

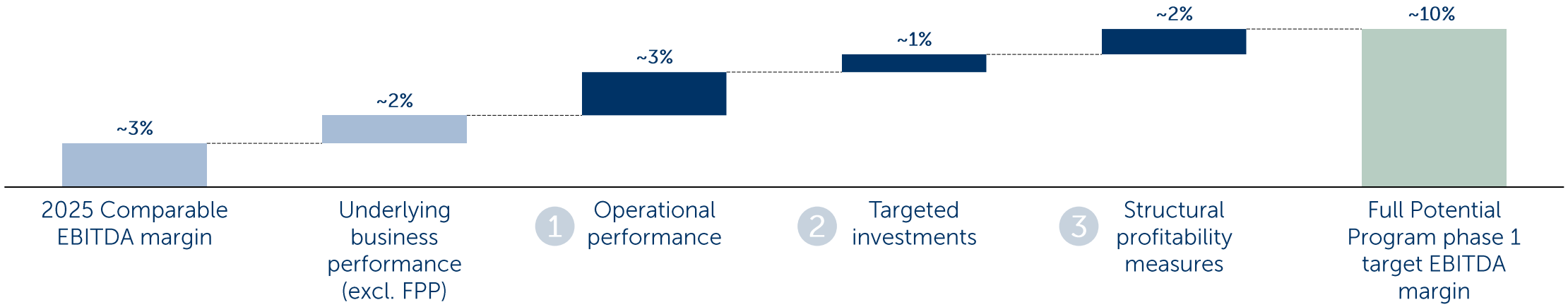
- New **operating model**
- **Fixed cost savings** implementation
- Sustained **procurement** push
- **Pricing and margin management**
- **Manufacturing continuous improvement** deployment

2 Targeted investments

- A defined set of **low-risk actions on existing assets**
- Supported by **validated demand** without the need for customer reallocation
- Investments will drive primarily **profitability enhancement**, and marginal **growth**

3 Structural profitability measures

- **Reduce exposure to low-margin volumes**
- **Increase of installed base utilization**
- Contract **renegotiations** to optimize fixed cost structure



Suominen

NEW LEADERSHIP TEAM

New Suominen Leadership Team in place as of 17 September 2026



Charles Héaulmé
President and CEO



Kimmo Raunio
Chief Financial Officer



Eeva Mäki-Uuro
Chief Strategy and Transformation Officer



Liisa Pursiheimo
Chief Human Resources Officer



Francois Guetat
Chief Operating Officer



Markku Koivisto
Chief Commercial and Technology Officer



Anni Luoma
Chief Legal Officer

Suominen

OUTLOOK

Outlook for 2026

Suominen expects that its comparable EBITDA (earnings before interest, taxes, depreciation and amortization) in 2026 will improve from 2025.

In 2025, Suominen's comparable EBITDA was EUR 12.6 million.

Q&A


Suominen
We will publish
year 2026 results
on 2 March 2027



PURE NORDIC QUALITY