

A hand with blue nail polish is pouring olive oil from a glass bottle into a white ceramic bowl filled with fresh vegetables, including green peas, avocado slices, and leafy greens. The background is a blurred, light-colored surface.

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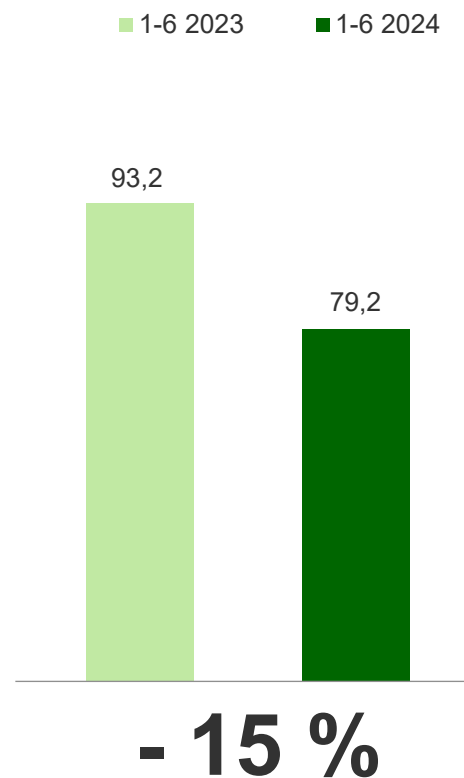
# Half-year Review 2024

Esa Mäki, CEO, *Apetit* Plc

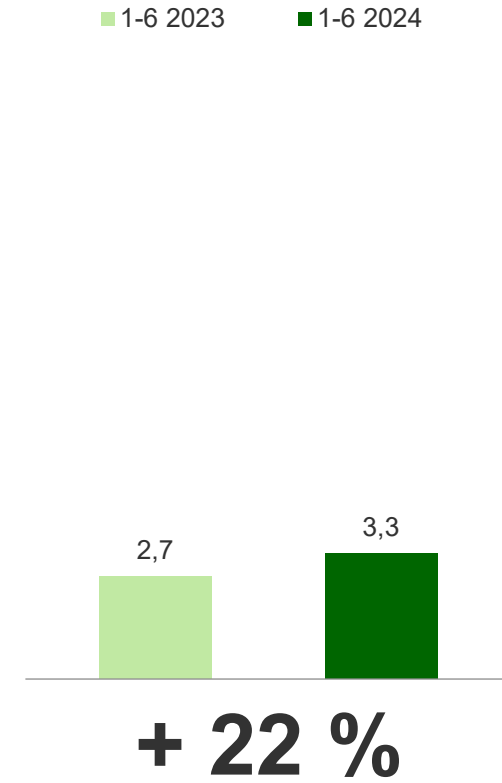
# January-June 2024: net sales and operating result

- Net sales amounted to EUR 79.2 (93.2) million
- Operating result was EUR 3.3 (2.7) million
- EBITDA was EUR 6.5 (5.5) million
  
- Both businesses have improved their operating results from the comparison period
- Net sales declined mainly due to lower market prices for oilseed products than in the comparison period

NET SALES, EUR MILLION

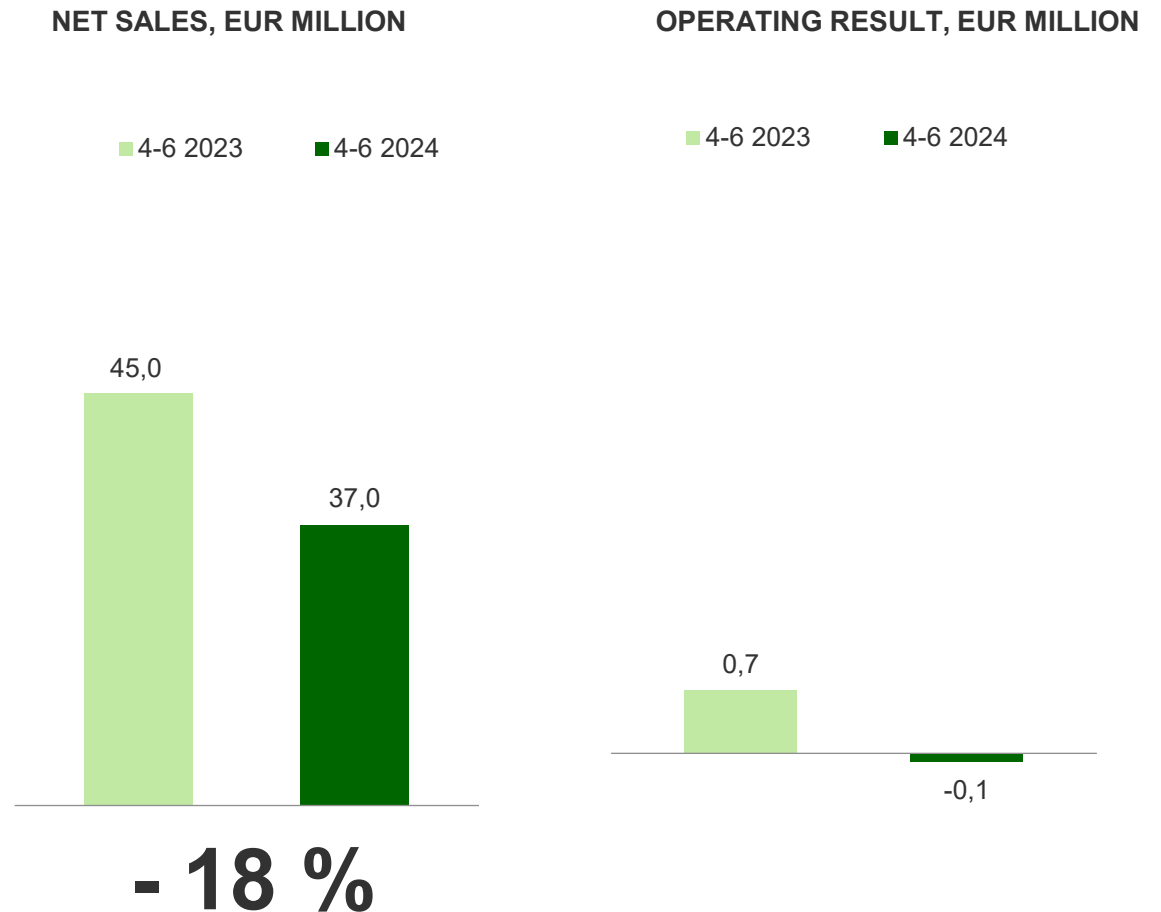


OPERATING RESULT, EUR MILLION



# April-June 2024: net sales and operating result

- Net sales were EUR 37.0 (45.0) million
- Operating result was EUR -0.1 (0.7) million
- EBITDA was EUR 1,5 (2,5) million
  
- The change in market prices for oilseed plants was the main reason for the decrease in the Group's net sales
- In Food Solutions, the net sales were almost on a par with the comparison period
- Operating result declined from the strong comparison period mainly due to Oilseed Products
- The result of Oilseed Products was weakened by the fluctuation in sales volumes between comparison periods
- The result of Food Solutions was at the same level as last year



# Strong financial position

EUR million

	30.6.2024	30.6.2023
Working capital	<b>21.6</b>	17.5
Group's net cash flow from operating activities	<b>6.8</b>	7.7
Group's total equity	<b>100.5</b>	96.8
Group's net debt	<b>-6.3</b>	-14.7
Group's Equity ratio, %	<b>82.5</b>	85.8
Group's Gearing, %	<b>-6.2</b>	-15.2
Earnings per share, EUR	<b>0.32</b>	0.45
Group's Operational return on capital employed, (ROCE-%)	<b>7.6</b>	7.7



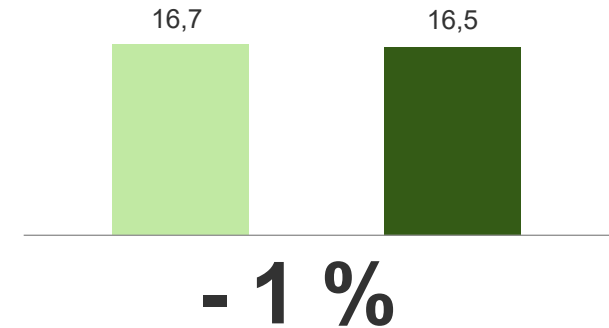
## Food Solutions April-June 2024

# Operating result at the level of comparison period

- Net sales were EUR 16.5 (16.7) million and operating result EUR -0.1 (-0.1) million
- Net sales were almost on a par with the comparison period
  - In retail trade, net sales were on a par with the comparison period, while in other sales channels, net sales declined slightly
- Sales volumes decreased from the comparison period
- Delivery reliability was at an excellent level during the reporting period

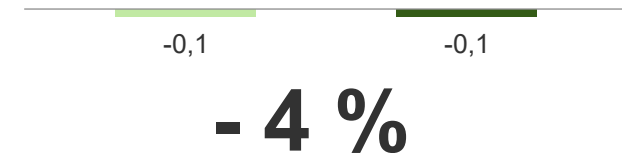
### NET SALES, EUR MILLION

■ 4-6 2023 ■ 4-6 2024



### OPERATING RESULT, EUR MILLION

■ 4-6 2023 ■ 4-6 2024



# Outlook for root vegetables is moderately good

- The outlook for the harvest season is currently fairly good
  - The possible realisation of risks related to harvesting will only be seen during the autumn
- The harvest season of Finnish field vegetables has progressed largely as planned
- The hot and dry spring posed challenges for the growth of spinach and the first-sown peas, but the harvest outlook is mostly within expectations
- The harvest outlook for root vegetables is also good before the harvest season
- We increased the frozen pea cultivation area to 1,800 hectares





# Sustainable packaging solutions

- Apetit is committed to change all of its packaging materials to recyclable
- At the end of 2023, the share of recyclable packaging materials was 77 per cent
- In the second half of 2024, the Apetit Domestic Peas and Apetit Domestic Spinach and Wok products, for example, will be switched to recyclable packaging
- All of Apetit's frozen soups, frozen pizzas and cardboard patty containers will be switched to PEFC-certified cardboard during 2024

# Operating environment: inflation has slowed down

- Food inflation in June 2024 was -0.4 per cent when compared to June last year\*
- Grocery sales increased by 1.9 per cent in January–June, during the same period, grocery prices rose by 0.5 per cent \*\*
- Wholesale food service sales decreased by 2.8 per cent\* in January–June\*\*
- No significant change in consumer behaviour has been observed
- Affordability is still an important criterion in purchase decisions
- Apetit's product range is well suited to the current situation

\*Statistics Finland (Consumer Price Index, 15 July 2024)

\*\*Source: The Finnish Grocery Trade Association

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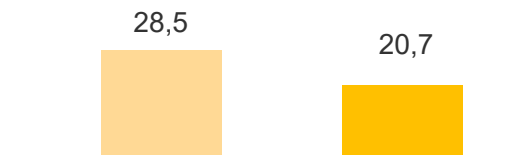
## Oilseed Products April-June 2024

# Operating result decreased from the strong result in the comparison period

- Net sales were EUR 20.7 (28.5) million and operating result EUR 0.7 (1.4) million
- The decrease in net sales was mainly due to the fall in the market prices of oilseed plants compared to the comparison period
- Sales volumes decreased due to normal fluctuations between comparison periods
- Operating result decreased from the strong result in the comparison period
- The result was weakened by the decreased sales volumes from comparison period

NET SALES, EUR MILLION

■ 4-6 2023 ■ 4-6 2024



**- 27 %**

OPERATING RESULT, EUR MILLION

■ 4-6 2023 ■ 4-6 2024



**- 48 %**

# The work on the new bottling line is progressing

- The work on the new bottling line for the Kantvik vegetable oil milling plant is progressing
- The construction work related to the property is in the final phase and the installation of equipment has started
- The investment of approximately EUR 4.5 million is expected to be completed according to the original schedule in the second half of the year



# Increase in the cultivation areas for Finnish turnip rape and rapeseed

- According to the Natural Resources Institute Finland's preliminary statistics, the total cultivation area of rapeseed in this growing season is 41,300 hectares
- As a whole, a decrease of approximately 8 per cent when compared to the previous year
- The conditions during the summer growing season were impaired by the hot and dry weather in the early summer, causing weakening growth, the weather conditions increased pest pressure
- After Midsummer, the weather has been more favorable for oilseed plants
- We believe that the harvest outlook in Finland is average



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Current  
topics





## More domestic plant proteins

- For the BlackGrain rapeseed powder, the work has focused on developing the production process on a commercial scale
- The pea protein project has continued small-scale testing to produce pea protein from Finnish raw ingredients
- With both projects, we are increasing the opportunities for raising the added value of Finnish raw ingredients

# Cultivation development

- In April, a multi-year project co-funded by the European Union was launched
  - Aim of increasing the cultivation reliability and volume of turnip rape and rapeseed in Finland
- The focus of the RypsiRapsi forum's trial activities is on variety tests carried out as strip and square tests around the cultivation area
- The Räpi experimental farm has focused particularly on further research into pea varieties
- The aim of the experiments is to find varieties that can withstand Finland's changing cultivation condition



# ERP project on schedule

- The important ERP project has progressed according to schedule
- The first phase of production implementation is scheduled to take place in the second half of the year
- Some of Apetit's operations have already implemented the new ERP system at the end of last year



# Profit guidance for 2024 unchanged

- Group's operating profit is estimated to stay at the level of the comparison year (EUR 7.5 million in 2023).
- The operating profit from Food Solutions is estimated to further improve. In Oilseed Products, the operating profit is expected to decline due to outlook of market prices.





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