

A woman and a child are walking through a field of tall, golden grass. The woman is on the right, wearing a dark long-sleeved shirt and shorts, with her arm around the child's shoulder. The child is on the left, wearing a light-colored t-shirt and dark shorts. They are walking towards the camera. The background is a bright blue sky with a large, bright sun in the upper center, creating a lens flare effect. There are some white clouds scattered across the sky.

**The pro forma net sales of Fodelia group companies
grew by around 28% and profitability was strong**

**Fodelia Oyj – Financial statements bulletin
February 26, 2020
CEO Mikko Tahkola**

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A close-up photograph of a person's hand holding several stalks of green oat grain. The hand is positioned in the center-right of the frame, with the fingers gently grasping the stalks. The background is a vast field of similar oat plants, slightly out of focus, creating a sense of depth. The lighting is soft and natural, highlighting the texture of the grain and the skin of the hand.

We help build a sustainable future for the Finnish food industry by offering clean, local and responsibly produced food.

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Year 2019 in brief

Fodelia develops the Finnish food industry

- Fodelia is a food industry holdings company that was created through stock exchanges in August 2019
- Our portfolio includes
 - ready meal manufacturer Feelia,
 - snack food manufacturer Real Snacks and,
 - since 31/12/2019, meat and vegetarian food manufacturer Beofood.
- The company shares were listed on the Nasdaq First North Growth Market Finland trading venue in November 2019.
 - The IPO offered a significant 1 465 925 company shares for both share issue and share sale.
 - The share issue sought funding to implement the company's growth strategy.
- Fodelia's goal is to continue strong growth in the future, through the expansion of its subsidiaries' business, as well as through internationalisation and new products.

| TEUR | 2019 | 2018 | Change-% |
|-------------------------------|--------|--------|----------|
| Net sales 2019 (pro forma) | 19,661 | 15,329 | 28.3 |
| Comparable EBITDA | 2,595 | 1,878 | 38.2 |
| Comparable EBIT | 2,030 | 1,607 | 26.3 |
| Number of employees (average) | 63 | 57 | 10.5 |

The pro forma net sales of Fodelia group companies grew in 2019 by around **28 %** and profitability was strong.



A close-up photograph of a person's hands holding a large, round, woven wicker basket. The basket is overflowing with golden-brown, ridged potato chips. The person is wearing a grey t-shirt and a black and white patterned apron. The background is slightly blurred, showing other people and an outdoor setting.

Real Snacks

**Tasty snacks and
potato crisp products**

Real Snacks' net sales grew by 13% and profitability improved

- In 2019, around one third of net sales consisted of sales of the brand's own products and two thirds from the production of grocery shops' private label brands.
- The Oikia brand's crisps and the Oatis brand's oat snacks have been well-received in the market.
- In addition to the positive development in Finland, exports grew strongly during 2019. The products are exported to 15 countries.
- Real Snacks operates on the market for potato crisps and other snack products, which is projected to grow in the coming years. The main drivers of growth are an appreciation of simplicity and the increased popularity of light snacks. In particular, demand for oat-based snack products is projected to grow sharply.



Key figures

| TEUR | 2019 | 2018 | Change-% |
|------------------------------------|-------|-------|----------|
| Net sales | 6,789 | 6,018 | 12.8 |
| EBIT | 430 | 281 | 53.0 |
| % of net sales | 6.30 | 4.70 | |
| Number of employees, average (FTE) | 21 | 22 | -4.5 |

Broad clientele

KESKO

LIDL



Sainsbury's

TOKMANNI

Feelia



Responsibly
produced
pre-cooked foods

Feelia's net sales grew by 38%

- Growth was made possible by an efficient and advanced manufacturing process, as well as, concepts designed around customer needs.
- Feelia serves the Foodservice market, which consists of both public and private-sector professional kitchens. In 2018, the value of the Finnish market was around 3.2 billion euros. Increased popularity of eating out, aging population and urbanisation all support the growth of the market.
- Feelia operates in Finland and Sweden.



Key figures

| TEUR | 2019 | 2018 | Change-% |
|-------------------------------|--------|-------|----------|
| Net sales | 12,882 | 9,361 | 37.6 |
| EBIT | 1,593 | 1,326 | 20.2 |
| % of net sales | 12.40 | 14.20 | |
| Number of employees (average) | 41 | 35 | 17.1 |

Broad clientele

LEIJONA
SÄMÄKOKKI

coop

martin &
servera

SIIKALATVA
Suomen Kokkipaja

Kangasala

WIHURI

MEIRANOVA

KESPRO

RESTEL

Beofood



Tasty and high-quality meat and vegetable products

- Beofood manufactures processed meat and vegetable products and Middle East style sauces.
- The pre-cooked and frozen lactose and gluten-free products are ideal for mass catering.
- Its customers include all key Food Service wholesalers and central wholesale businesses in Finland.
- The company merged into Fodelia Group on 31 December 2019. Beofood's operations will be integrated into the Feelia business during 2020.
- Beofood Oy's vegetable and meat products are a complementary addition to Feelia's product portfolio.
 - The Beofood's production capacity combined with the product development and concept expertise at Feelia, provides a great opportunity to develop new vegetable-based products for the Food Service market.

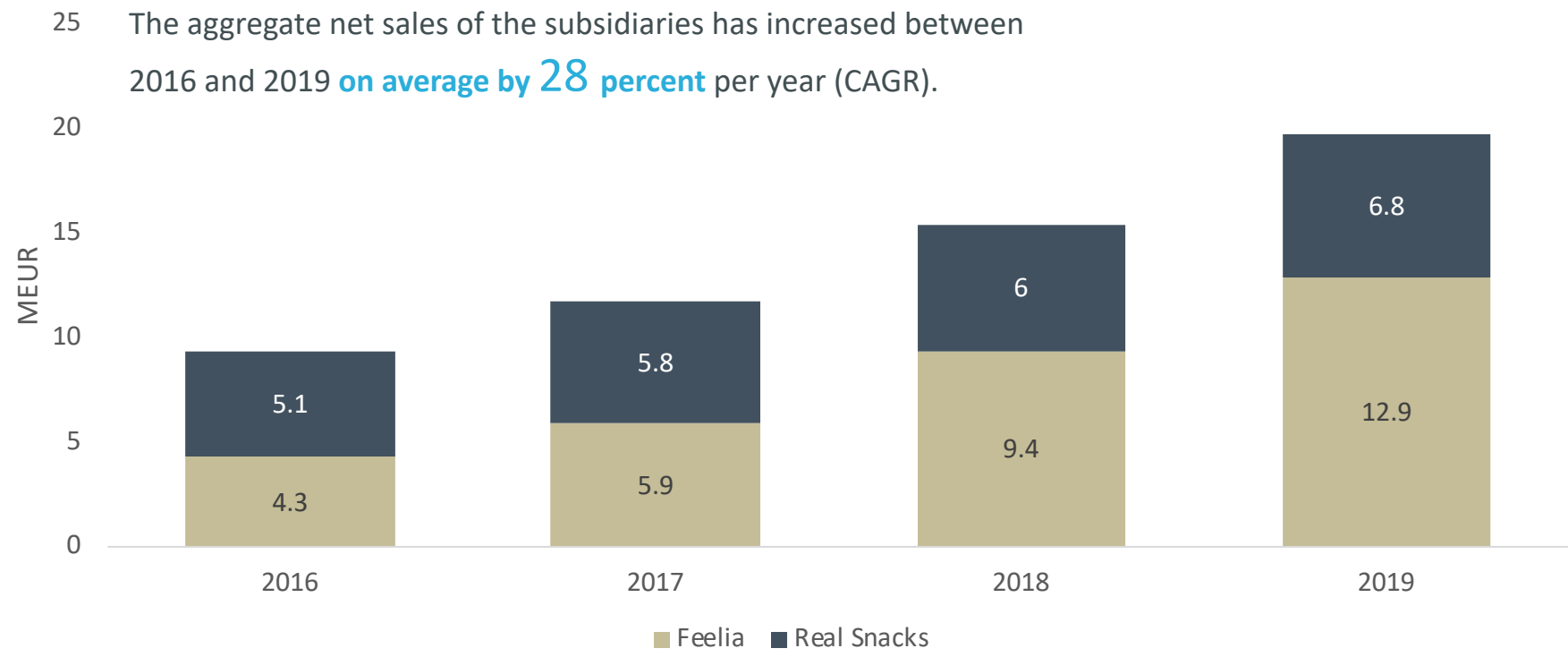


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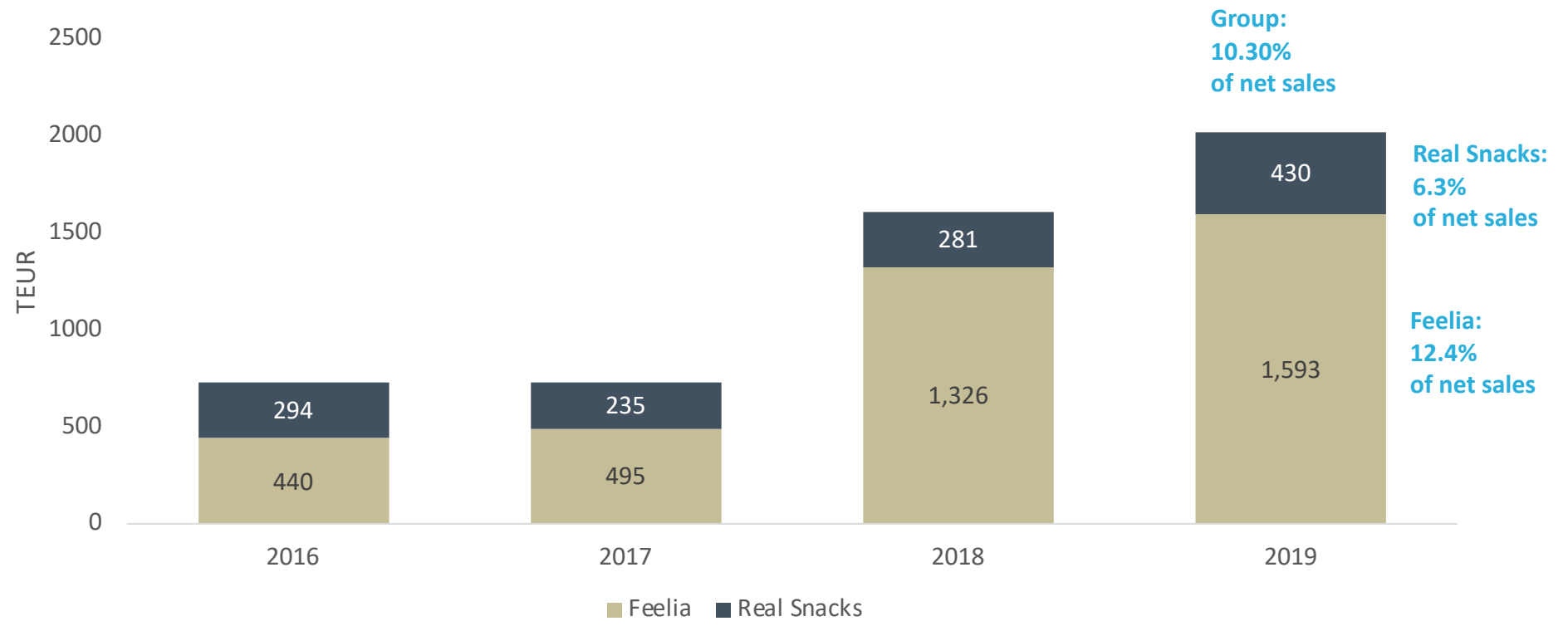
Financial development

The group's official figures include financial data of the companies from 1.8.2019 forward. In addition to the group's official figures, this review presents unaudited pro forma financial data, which describe the comparable development of the group's operations.

Net sales



EBIT



Key figures

| Fodelia Group, in thousands of euros | 8–12/2019 | Pro forma 2019 | Pro forma 2018 |
|--------------------------------------|-----------|-------------------|-------------------|
| Net sales | 8,591 | 19,661 | 15,329 |
| Comparable EBITDA* | 957 | 2,595 | 1,878 |
| % of net sales | 11.1 | 13.2 | 12.2 |
| EBITDA | 807 | 2,383 | 1,878 |
| % of net sales | 9.4 | 12.1 | 12.2 |
| Comparable EBIT* | 805 | 2,030 | 1,607 |
| % of net sales | 9.4 | 10.3 | 10.5 |
| EBIT | 655 | 1,811 | 1,650 |
| % of net sales | 7.6 | 9.2 | 10.8 |
| Comparable profit for the period * | 424 | 1,332 | 1,187 |
| % of net sales | 4.9 | 6.8 | 7.7 |
| Profit for the period | -376 | 464 | 1,257 |
| % of net sales | -4.4 | 2.4 | 8.2 |
| Earnings per share, € | -0.05 | - | - |

* Comparable pro forma figures present aggregate results from the Group's companies, with the exception of any one-off costs associated with the listing and formation of the business structure. Non-recurring expenses are included in other expenses of EUR 150 thousand and EUR 850 thousand in financial items.

Key figures

| Fodelia Group, in thousands of euros | 8–12/2019 | Pro forma 2019 | Pro forma 2018 |
|---|------------------|---------------------------|---------------------------|
| Equity ratio % | 48.0 | 48,0 | - |
| Net gearing % | 8.2 | 8.2 | - |
| Return on equity % | -13.1 | 6.8 | - |
| Return on investment % | 13.6 | 15.6 | - |
| Balance sheet total | 14,323 | 14,323 | - |
| Average number of employees | 61 | 63 | 57 |

Board of Directors' proposal for the capital repayment

The Board of Directors proposes that capital repayment be paid

0.07 eur/share

The rate of capital repayment is consistent with the company's long-term dividend policy. The payment will be made in 2019 as a capital repayment due to the company's short history and the impact of listing costs on earnings.

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Fodelia's strategy and financial targets

Vitality to the Finnish food industry

| MARKET TRENDS | | MISSION | VISION | STRATEGY | |
|--|---|---|--|---|--|
| Cost pressures of food production in professional kitchens |  <p>We grow Finnish food industry companies into flourishing, international success stories and empower domestic food production</p> |  <p>We bring vitality to the Finnish food industry</p> | Ownership and long-term development of viable food industry companies while increasing shareholder value | Supporting the profitable growth of group companies in Finland and internationally | |
| Food health | | | Standing out with new, innovative and responsible products | Identifying new growth opportunities | |
| Simple and fast eating | | | | | |
| Locally produced and responsible | | | | | |
| VALUES |  <p>Entrepreneurs at heart</p> |  <p>For Finnish food</p> |  <p>High quality</p> |  <p>Innovative</p> |  <p>Authentic</p> |

Targets

Key objectives for the implementation of the strategy

| | |
|--|---|
| Growing Feelia's business in Finland across all customer concepts, particularly in municipal food production and by utilising digitalism | Expanding Feelia's business operations in the Nordic region |
| Challenging the Finnish snack food market by introducing new products and working as a reliable supply partner for Finnish retailers | Promoting the global growth of snack food market and responding to the global demand for oat snacks |

The proposed objectives are not projections of the company's future development.

Mid-term financial targets

Average annual net sales increase of **approximately 25%**

Average operating margin of **over 10%**

Target net sales of **over EUR 60 million for 2024**

Dividend policy

Fodelia strives to distribute **at least 35%** of its earnings as dividends to shareholders.

Forecast for 2020

The Group's net sales are estimated to increase by **more than 35%** in the financial year 2020 compared to the pro forma net sales for the period 1–12/2019 and that the operating margin will align with medium-term targets.

Share price development 2019



Market value 31.12.2019

EUR **43.0** million

Closing price 31.12.2019

EUR **6.10** per share

Market: Nasdaq First North Growth Market Finland

ID: FODELIA

ISIN: FI4000400262

Largest shareholders as of 31 December 2019

| Shareholder | Number of shares | Percentage of shares |
|--------------------------------|------------------|----------------------|
| 1. Mikko Tahkola | 2,195,739 | 31.14 |
| 2. Ojala Jukka Matti | 1,078,656 | 15.3 |
| 3. Kamula Antti Mikko Johannes | 615,864 | 8.73 |
| 4. Liukko Raimo Ylermi | 444,306 | 6.3 |
| 5. Lahti Juha Mikko Tapio | 400,974 | 5.69 |
| 6. Paso Mikko Antero | 399,533 | 5.67 |
| 7. Tahkola Eeva-Liisa | 235,905 | 3.35 |
| 8. Kivioja Jukka Antero | 178,981 | 2.54 |
| 9. Winduo Oy | 111,628 | 1.58 |
| 10. Callardo Capital Oy | 111,628 | 1.58 |

Number of shareholders 31.12.2019

2,840

| Shareholder | Number of shares | Percentage of shares |
|--|------------------|----------------------|
| 11. Sijoitusrahasto Taaleritehdas Mikro Markka | 111,628 | 1.58 |
| 12. Hintsala Eino | 96,524 | 1.37 |
| 13. Takoa Invest | 93,024 | 1.32 |
| 14. Veritas Pension Insurance | 39,800 | 0.56 |
| 15. Ristinen Jaakko Ilmari | 35,897 | 0.51 |
| 16. Rönn Esko Sakari | 16,076 | 0.23 |
| 17. Nikkonen Matti Olavi | 13,794 | 0.20 |
| 18. Tahkola Arto | 13,154 | 0.19 |
| 19. Vahtola Miika Juhani | 13,000 | 0.18 |
| 20. Helsingin Eläinsuojeluyhdistys Ry | 11,000 | 0.16 |
| Total | 6,217,111 | 88.16 |
| 100 largest in total | 6,528,397 | 92.58 |
| Total nominee-registered | 8,509 | 0.12 |
| Total shares | 7,051,780 | 100.00 |

Fodelia's strengths

1

Business operations in growing markets and excellent position in relation to market trends and customer needs.

2

Excellent track record of strong and profitable growth: Feelia and Real Snacks have together enjoyed an average annual growth of 28 per cent between 2016 and 2019 while remaining profitable.

3

Experienced and committed management, many of whom are major owners of Fodelia.

4

Broad clientele of municipalities, nursing care companies, restaurants, trade sector companies and households.

5

Strong growth potential in increased services to the public sector and nursing care companies, sales of own brand products and international exports.



A close-up photograph of a person's hand reaching out to touch the stalks of a field of oat plants. The background is a soft-focus field of similar plants, creating a sense of depth and connection with nature. The lighting is natural and bright, highlighting the textures of the skin and the green and yellowish-brown hues of the oat stalks.

Q&A

IR-calendar:

Annual Report and Financial Statement: week 14/2020

Annual General Meeting: April 27, 2020 at Pyhäntä from 2 p.m.

Half-year financial report 1.1.–30.6.2020: August 19, 2020

Thank you!



Fodelia

Finnish vitality and growth

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