Fodelia

Webcast

Business Review
January-September 2026

Riikka Wulff, CEO
Janne Aalto, CFO

Public



01 Highlights on group level

02 Business development & highlights

03 Financial development

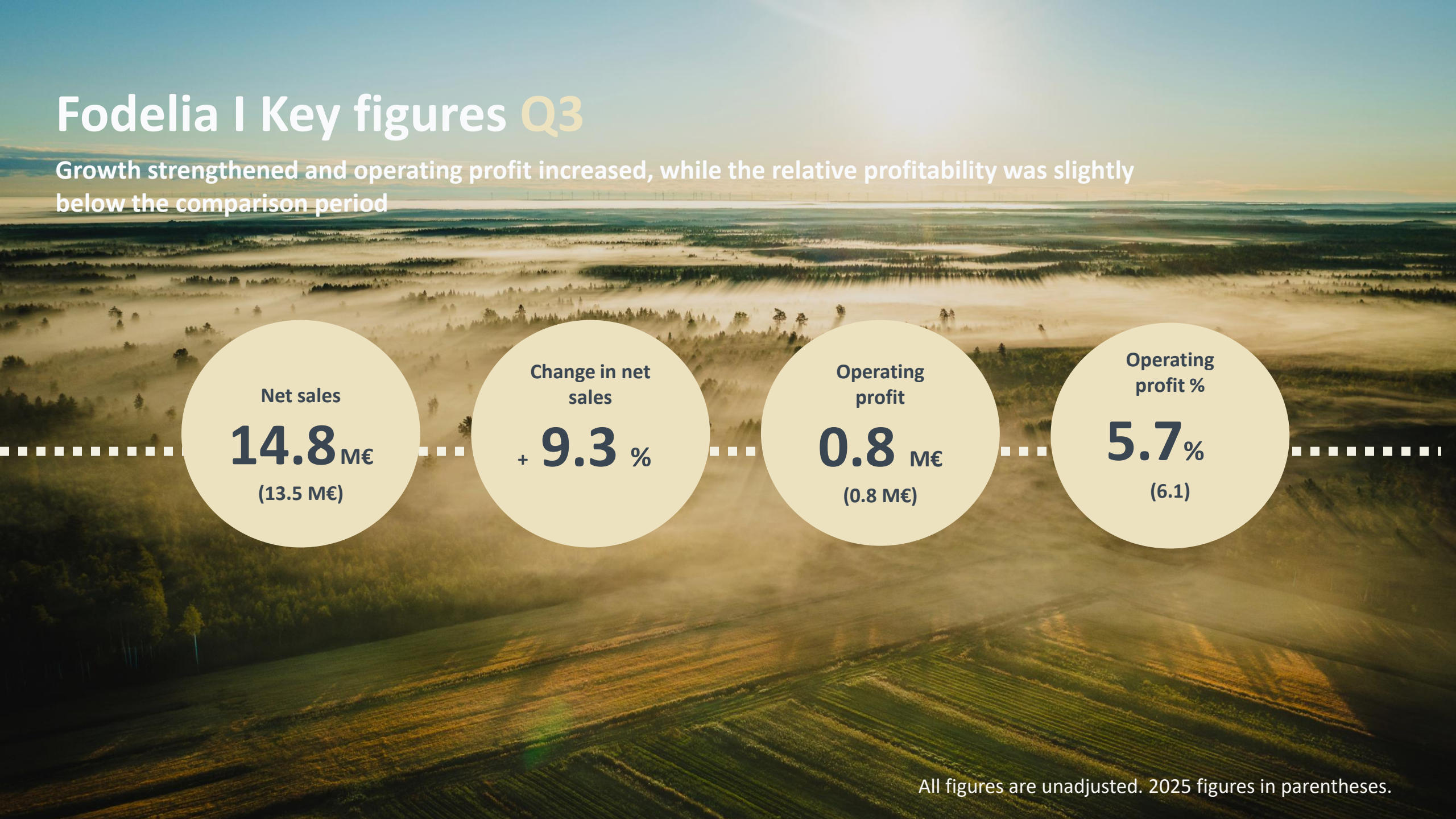
04 Q & A



Fodelia

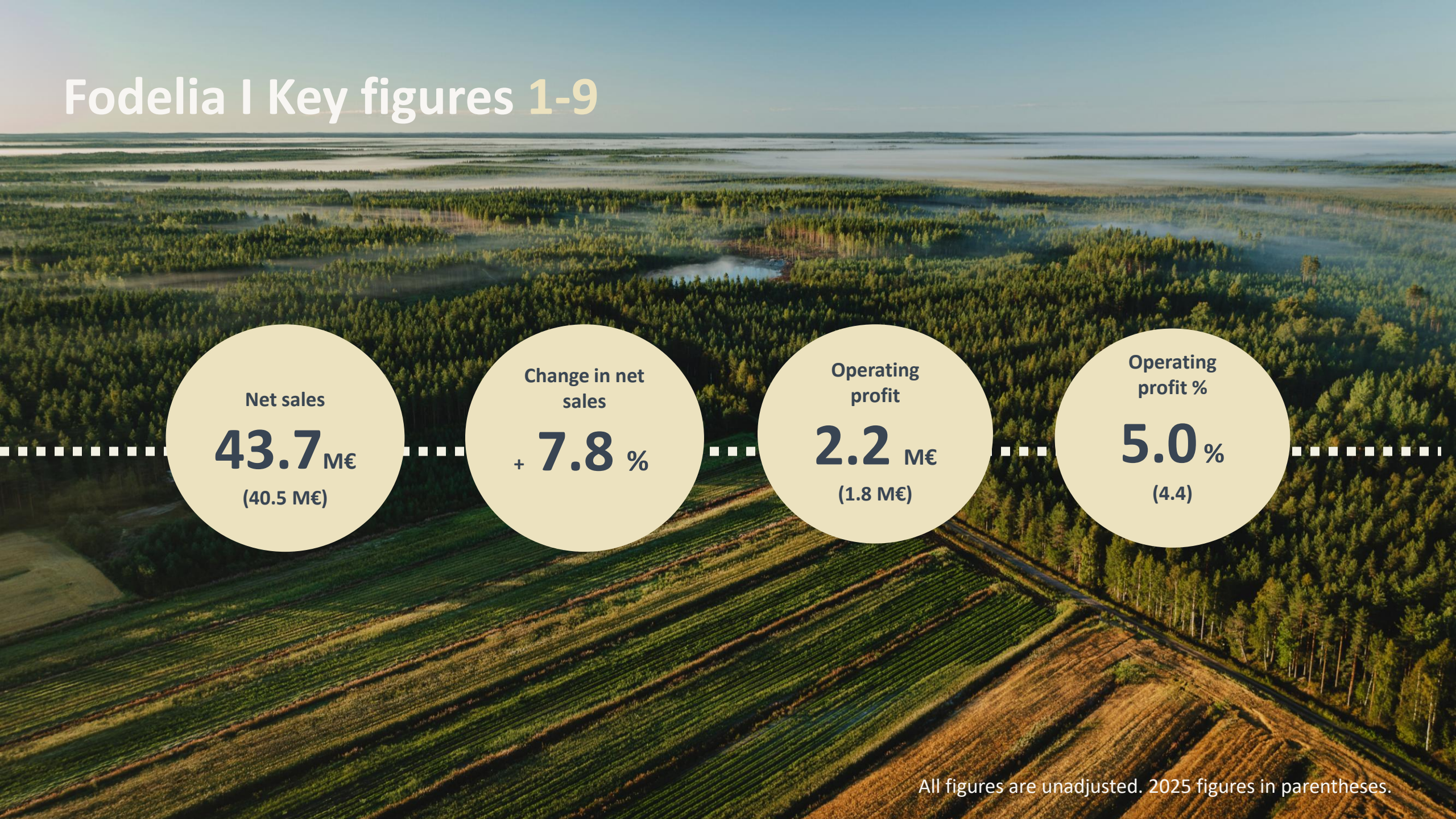
Fodelia I Key figures Q3

Growth strengthened and operating profit increased, while the relative profitability was slightly below the comparison period



All figures are unadjusted. 2025 figures in parentheses.

Fodelia I Key figures 1-9



Net sales

43.7 M€

(40.5 M€)

Change in net sales

+ 7.8 %

Operating profit

2.2 M€

(1.8 M€)

Operating profit %

5.0 %

(4.4)

All figures are unadjusted. 2025 figures in parentheses.

Q3 highlights

Growth accelerated significantly in the third quarter

- Group net sales increased by **9.3%,** and comparable net sales by **13.3%**
- Feelia's net sales increased by **14.4%,** supported by new customer wins and increased sales to existing customers
- Profitability was affected by, among other factors, Feelia's higher personnel costs compared with the comparison period, the ramp-down of the Kokkola plant, and expenses related to the Group's share savings plan
- Oikia's profitability improved by nearly **five percentage points**, while sales of Oikia-branded products increased by nearly **15%**
- Development of Feelia's production operating model continued; maintenance operations were outsourced after the reporting period



Business development and highlights



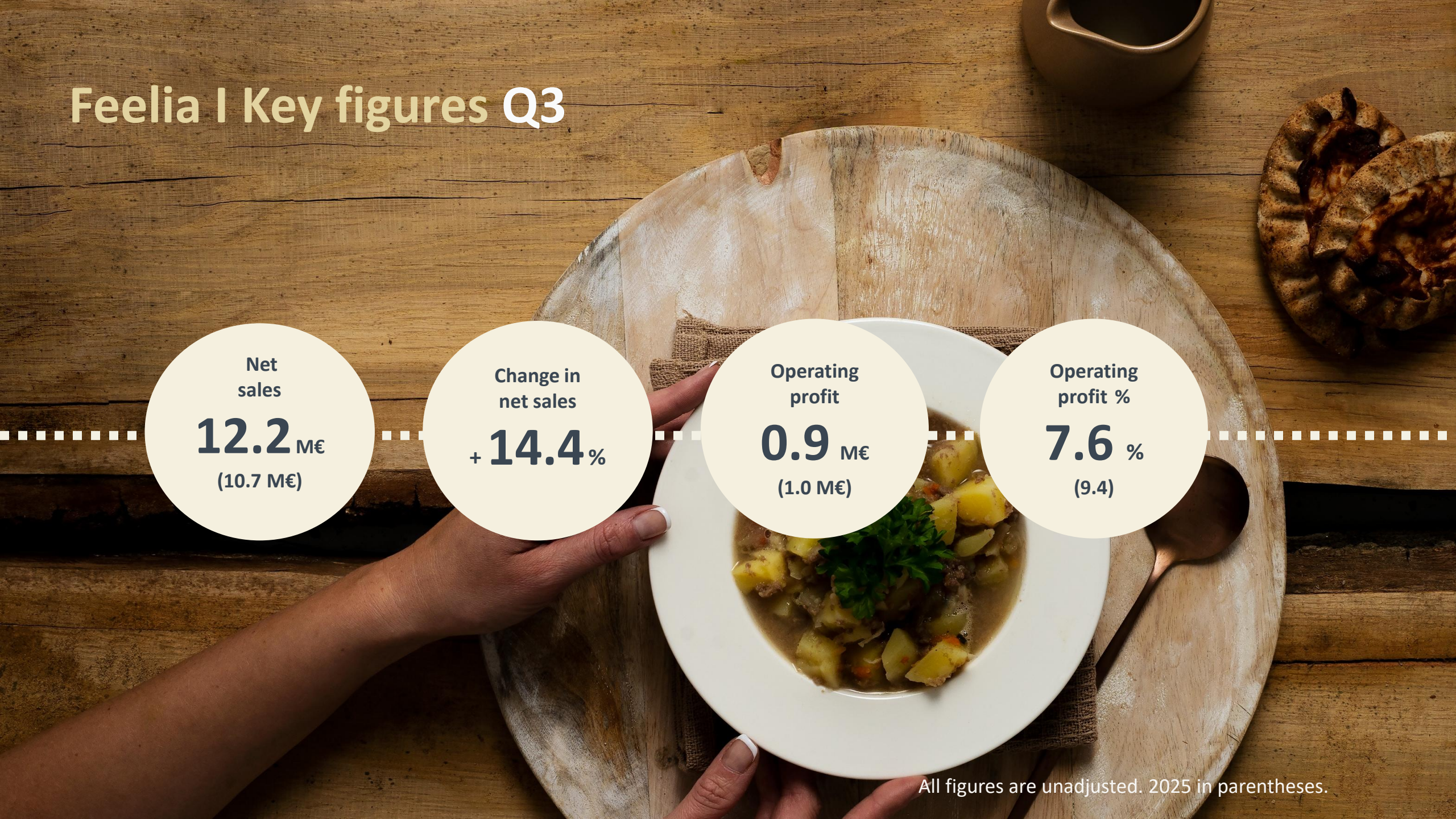
Fodelia`s Business Areas

Feelia operates in the foodservice market, providing ready meals under the Feelia brand, and juices and berry soups under the Delimax brand. Production is located in Pyhäntä, Finland. The Kokkola production site will be closed by the end of 2026.

Oikia focuses on the retail market, selling snack products. The **oikiaruoka.fi** online store was divested in May 2026. Production is located in Pyhäntä, Finland.

Fodbar is a joint venture between Fodelia and Bravedo, providing comprehensive outsourced foodservice solutions.

Feelia I Key figures Q3



Net sales
12.2 M€
(10.7 M€)

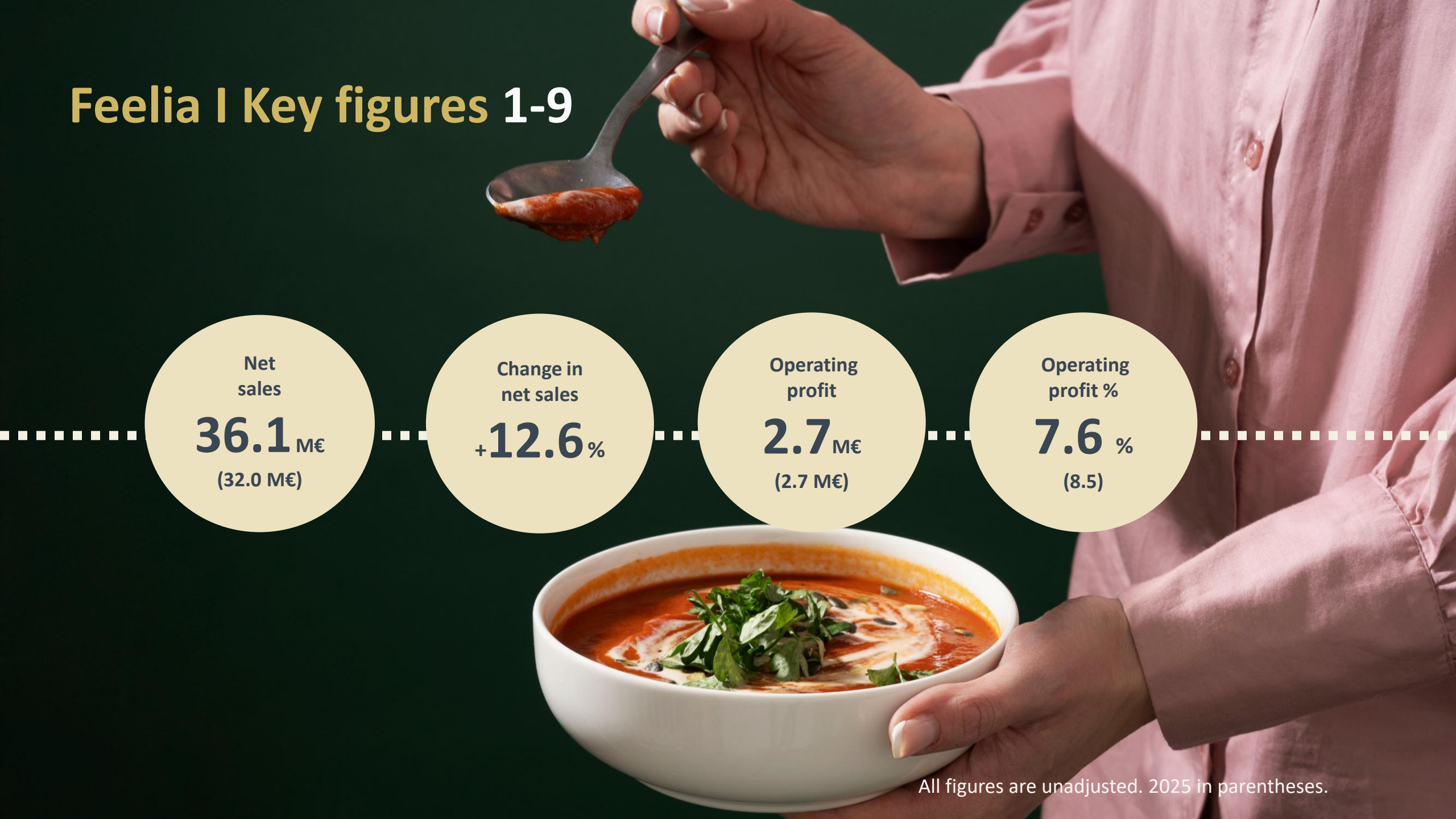
Change in net sales
+ 14.4 %

Operating profit
0.9 M€
(1.0 M€)

Operating profit %
7.6 %
(9.4)

All figures are unadjusted. 2025 in parentheses.

Feelia I Key figures 1-9



Net sales
36.1 M€
(32.0 M€)

Change in net sales
+12.6 %

Operating profit
2.7 M€
(2.7 M€)

Operating profit %
7.6 %
(8.5)

All figures are unadjusted. 2025 in parentheses.

Feelia I Q3 highlights

New customer wins continued to support net sales growth

- **Net sales increased by 14.4% in Q3**, supported by new customer wins and increased sales to existing customers
- Public-sector tendering activity was lower than usual during the reporting period; the procurement law reform is expected to increase tendering activity → Feelia strengthened its public-sector sales team
- Entry into the Swedish market progressed; we've received the first order
- Relative profitability was below the comparison period, mainly due to higher personnel costs and the temporary ramp-down of the Kokkola plant
- Maintenance operations were outsourced as part of the renewal of the production operating model
- Development of the FERP system progressed; the FERP mobile application is at an advanced stage



FERP mobile app

Mobile is part of everyday life – now in ordering too

What mobile adds:

Information reaches users instantly
Push notifications, e.g. on factors affecting delivery days such as public holidays and product changes

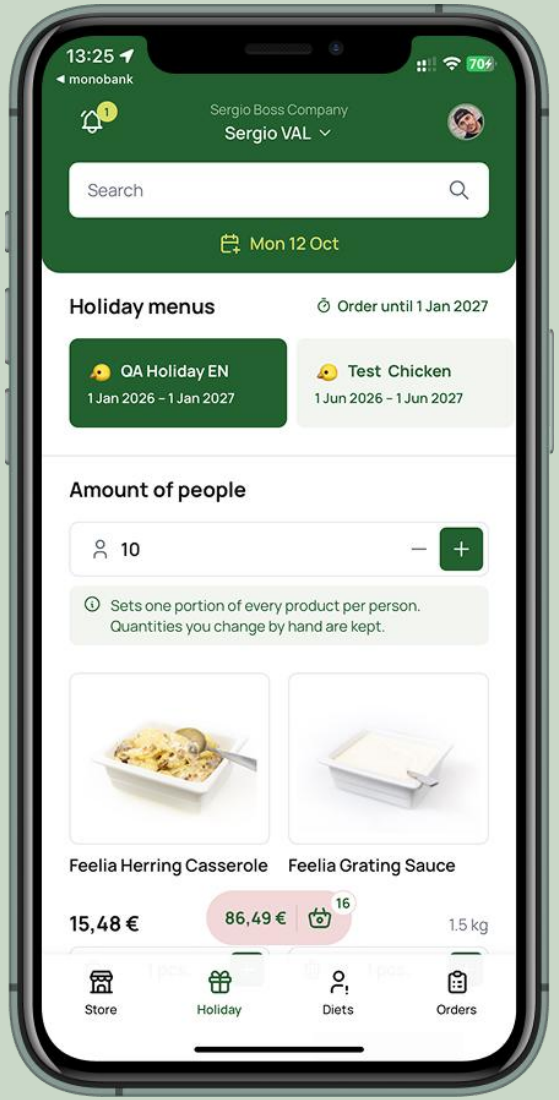
Camera in use
Complaints with photos directly from the order

Order on the spot
For example, while checking stock levels

Status: key functions complete, finalisation underway

48 %

of Finnish web traffic already comes from mobile devices*

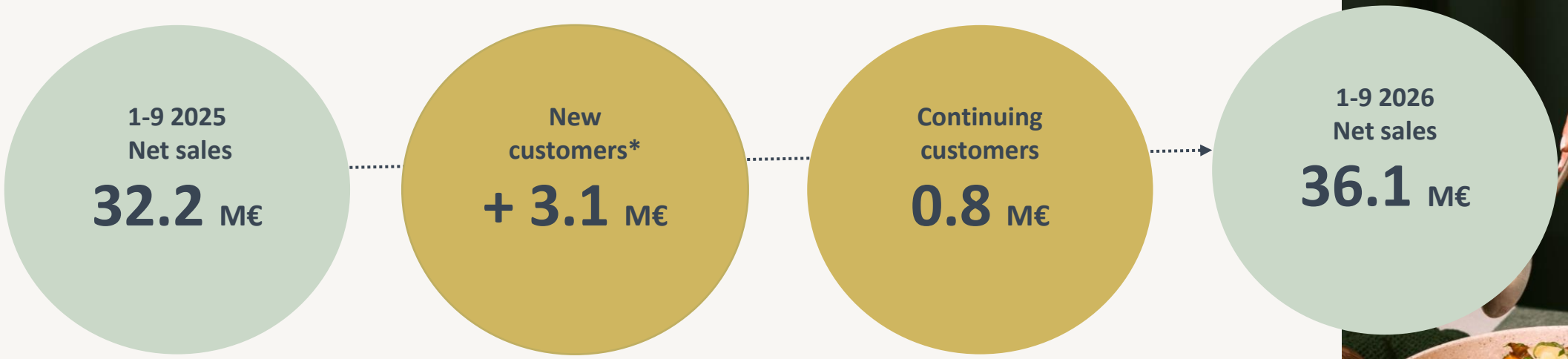


*Source: StatCounter Global Stats, mobile devices' share of web traffic, September 2026.

Fodelia

Feelia I Change in net sales

1-9 2025 → 1-9 2026: New customer wins accelerated net sales growth





*New customers with no purchases in the comparison quarter.

Oikia snacks I
Key figures Q3 (continuing operations)



Net sales
2.5 M€
(2.6 M€)

Change in net sales
- 0.3 %

Operating profit
0.15 M€
(0.10 M€)

Operating profit %
5.8 %
(3.9)

All figures are unadjusted. 2025 in parentheses.

Oikia snacks I
Key figures 1-9 (continuing operations)



Net sales
7.3 M€
(7.8 M€)

Change in net sales
-5.7 %

Operating profit
0.4 M€
(0.2 M€)

Operating profit %
5.7 %
(3.2)

All figures are unadjusted. 2025 in parentheses.

Oikia I Q3 highlights

- Sales of Oikia-branded products increased by nearly **15%** in Q3, further increasing the share of Oikia's own brand in total sales
- Oikia's profitability improved by nearly **five percentage points**, supported by the discontinuation of the e-commerce business and stronger sales of Oikia-branded products
- Contract manufacturing strengthened with new agreements, which are expected to support net sales growth in 2027
- Production efficiency at the factory was further improved, supporting profitability and the ability to win new contract manufacturing customers



Fodelia



Brand image

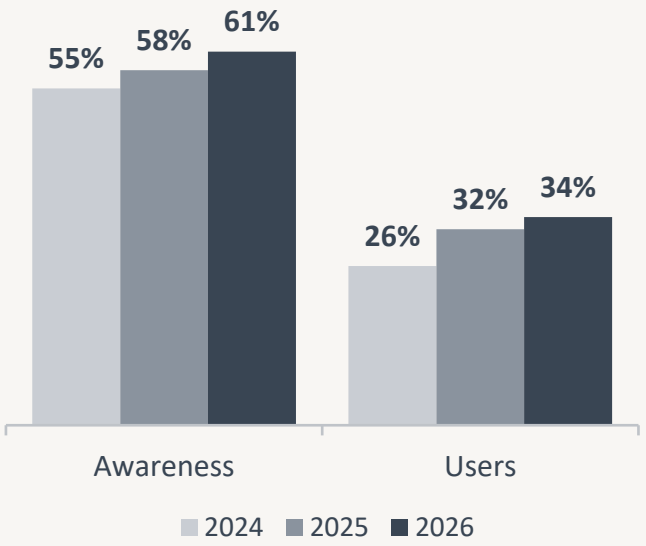
Oikia is most strongly associated with being **Finnish, high-quality, reliable and innovative.** All measured brand attributes are above the category average.

Source: Taloustutkimus Oy, Brändien arvostus 2026 (Brand Appreciation 2026). Fieldwork April–June 2026, Finns aged 15–79 (Oikia n=1,160). Awareness = knows the brand at least by name; users = uses the brand at least occasionally. Satisfaction index and NPS: brand users. Brand image: respondents (n=182).

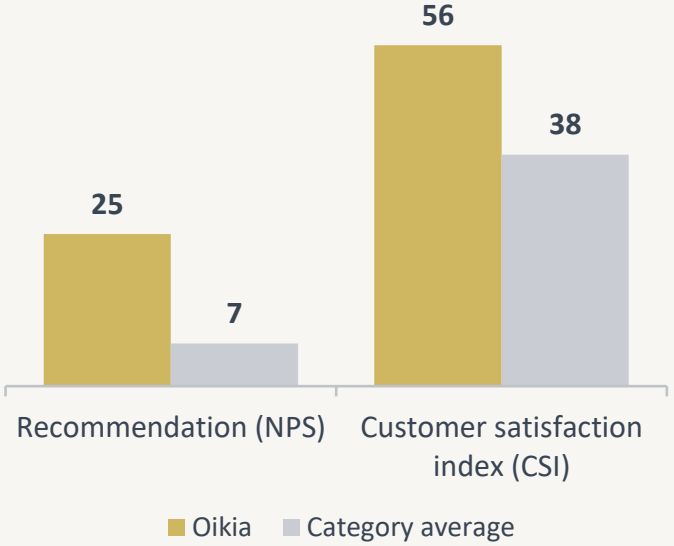
Oikia | Brand performance

Awareness and usage continued to grow – a strong and strengthening brand supports Oikia sales growth

Trend 2024–2026



Clearly above category average



Fodelia

Financial development

Fodelia I Q3 Performance Indicators

Operating profit

0.8

M €

(0.8 M €)

EBITA

0.9

M €

(0.9 M €)

Profit for the reporting period

0.6

M €

(0.6 M €)

Earnings per share

0.08

€/share

(0.07 €)

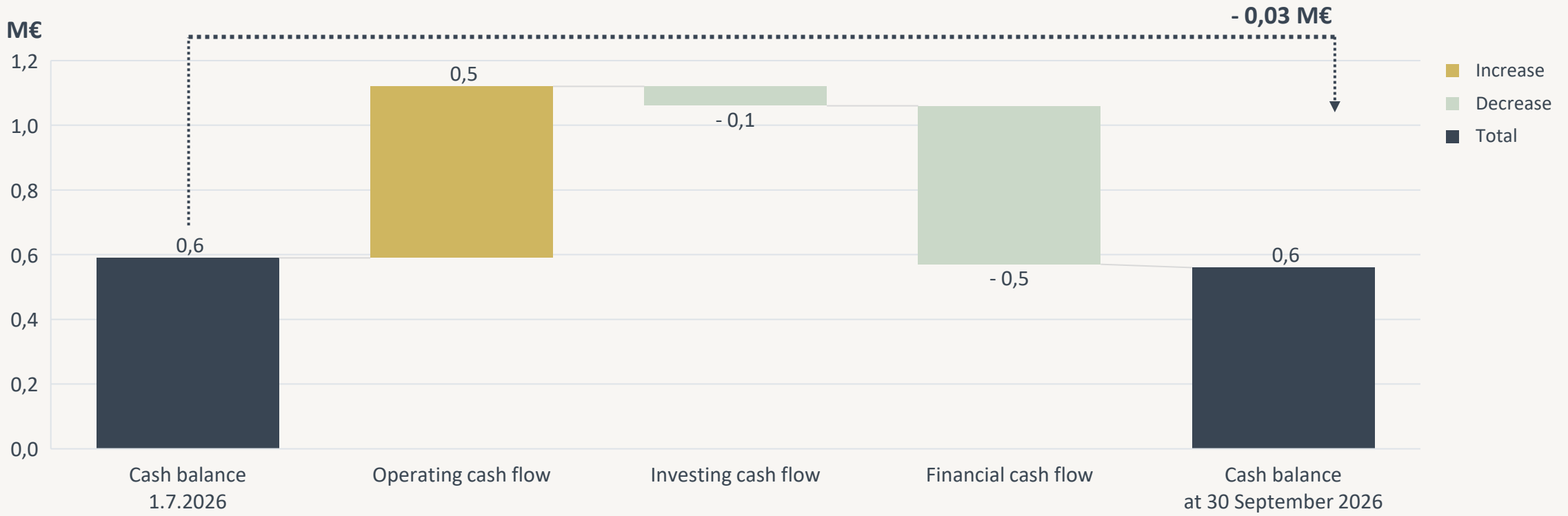


Q3/2025 in parentheses

Fodelia

Fodelia I Q3 Cash flow change

Cash and cash equivalents remained stable, as operating cash flow covered investment and financing costs



Fodelia

Fodelia I Q3 Other key figures

A stable balance sheet supports continued growth



Return on equity, %

19.8 %

(17.9)

Equity ratio, %

54.8 %

(55.1)

Interest-bearing net debt, M€

3,6 M€

(2.6)

Net gearing, %

29.0 %

(20.3)

Fodbar I Q3 highlights

- **The future of the Oma Häme customer relationship remains uncertain.** On 16 March 2026, the Regional Board decided to select Palmia as the provider of catering and facility services

- **Fodbar's temporary agreement will remain in effect until further notice**, and Fodbar continues to provide catering and facility services in the Hämeenlinna and Riihimäki areas



Fodelia

Outlook and guidance

Guidance for 2026 – *specified*

Following the third quarter, the company's visibility for the remainder of the year has improved. As a result, Fodelia Group has specified its guidance for 2026.

Net sales are estimated to be approximately EUR 59–61 million in 2026 *(previously EUR 59–65 million).*

Operating profit is estimated to improve significantly in 2026 compared with the previous year.

The guidance is based on the following assumptions:

- Feelia's growth continues, supported by both new and existing customer accounts, with deliveries to new customers commencing in the second half of the year
- Demand for cost-efficient meal solutions continues to be supported by cost pressures in the public sector
- Oikia's own-brand sales continue to grow, supporting further improvements in profitability

Fodelia

Long-term financial targets

Net sales
Estimated annual net sales growth **15–20 %**.
The EUR 100 million net sales target has been moved to **2030** due to completed divestments.

Operating profit margin

Operating profit margin to exceed 10% in 2028**.**



Q&A

Fodelia



Contact details

Janne Aalto

CFO
janne.aalto@fodelia.fi
+358 50 431 4299

Riikka Wulff

CEO
riikka.wulff@fodelia.fi
+358 40 777 8299

Fodelia

Fodelia