

A person wearing a dark dress with a white leaf pattern is reaching their hand into a field of golden wheat. The background shows a line of green trees under a bright, hazy sky, suggesting a sunset or sunrise. The overall mood is peaceful and natural.

THE GROUP'S NET SALES INCREASED BY 29% IN JANUARY-MARCH, POSITIVE SHIFT IN PROFITABILITY

Fodelia Oyj

Business Review 26 April 2023

CEO Mikko Tahkola and CFO Kati Kokkonen

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Financial development and highlights in January- March

Fodelia's businesses

FEELIA

- Offers ready-to-eat meals meal services
- Feelia operates in growing Foodservice market
- Feelia has 2 factories (Pyhäntä and Kokkola)

Fodelia Retail

- Concentrates on retail customers and consumer business
- Factories in Pyhäntä, Salo and Jokioinen
 - In addition Fodelia Retail has a E-Commerce store selling food products

FEELIA
Ruokakauppa



Delimax



(50 %)

- Marjvasu (Delimax) produces juices and purees
 - Juice factory in Kuopio
- Fodbar offers meal service outsourcing solutions

THE GROUP'S NET SALES INCREASED BY 29% IN JANUARY-MARCH, AND PROFITABILITY IMPROVED

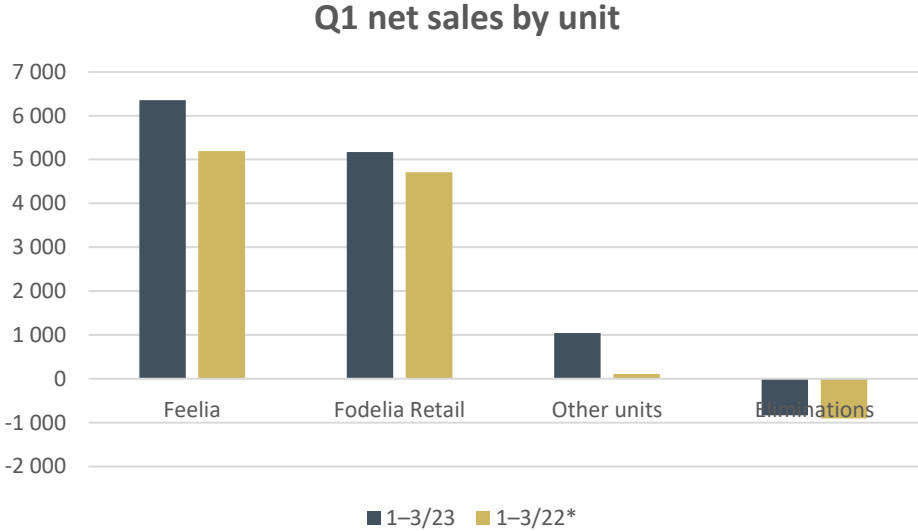
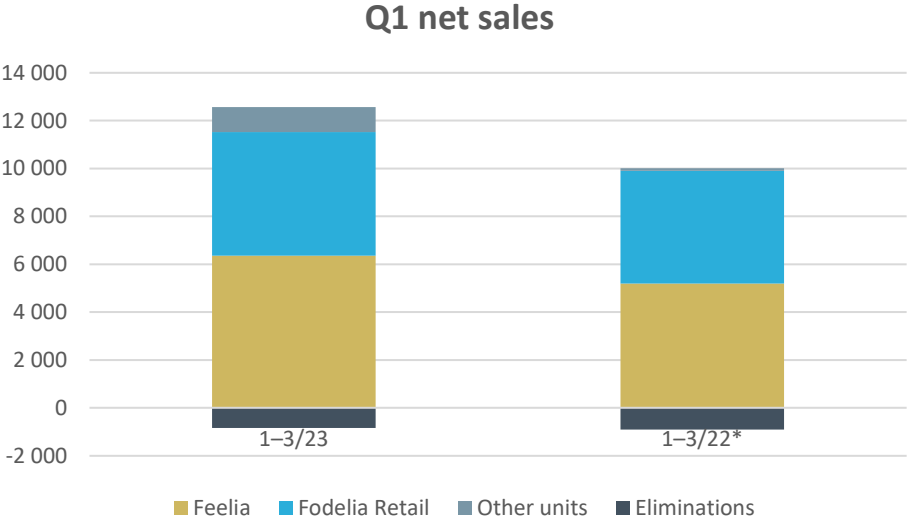
Summary for January–March 2023

- Net sales for the period under review increased by 28.8% and amounted to EUR 11,732 thousand (1–3/2022: EUR 9,112 thousand)
- EBITDA for the period was EUR 922 thousand (511 thousand) or 7.9% of net sales (5.6%)
- Profit for the period was EUR 573 thousand (185 thousand) or 4.9% of net sales (2.0%)
- EBIT for the period was EUR 463 thousand (105 thousand) or 3.9% of net sales (1.2%)

Fodelia Group's first half of the year has got off to a promising start, Net sales have continued to grow well

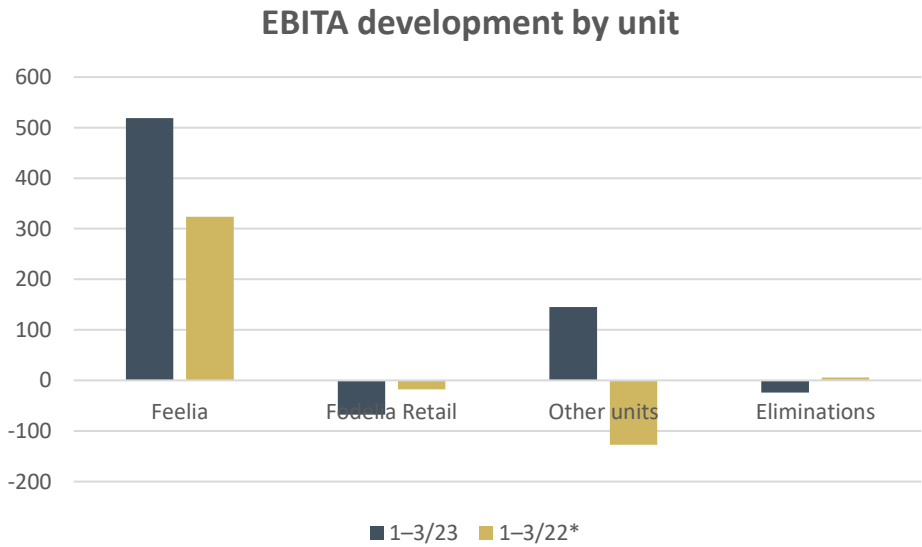
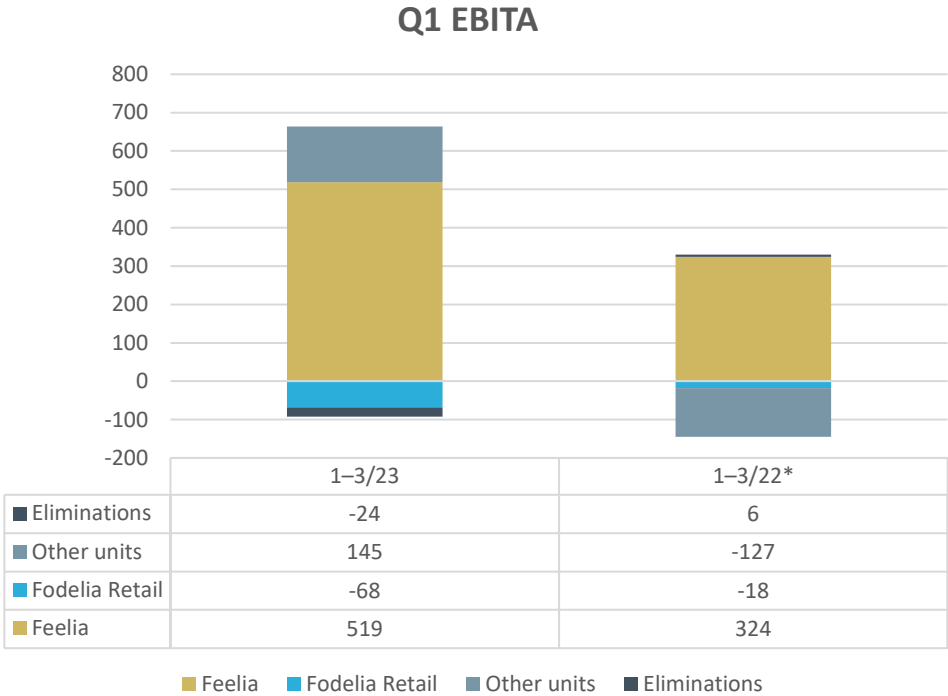
- Profitability has seen a positive turnaround
- In Q1, net sales grew by 29% compared to the corresponding period in the previous year
- Development has been especially strong in Feelia's business
- Marjivasu, which joined the Group in autumn 2022, has also contributed to the growth in net sales and improved profitability
- Actions to improve the Group's profitability will continue
- Feelia has taken measures to improve cost-effectiveness in various areas
 - For example, the logistics model has been changed with a new partnership

Group's net sales development 2023



*Changed to reflect the current reporting structure

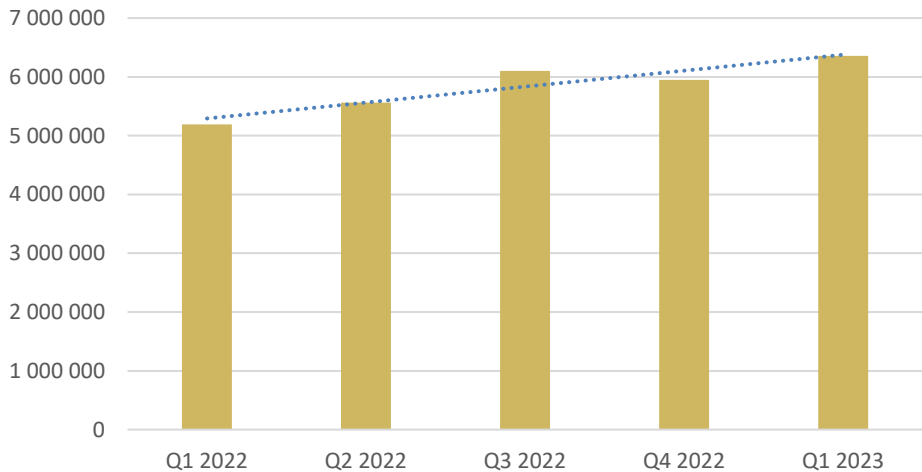
Group's EBITA development in January-March 2023



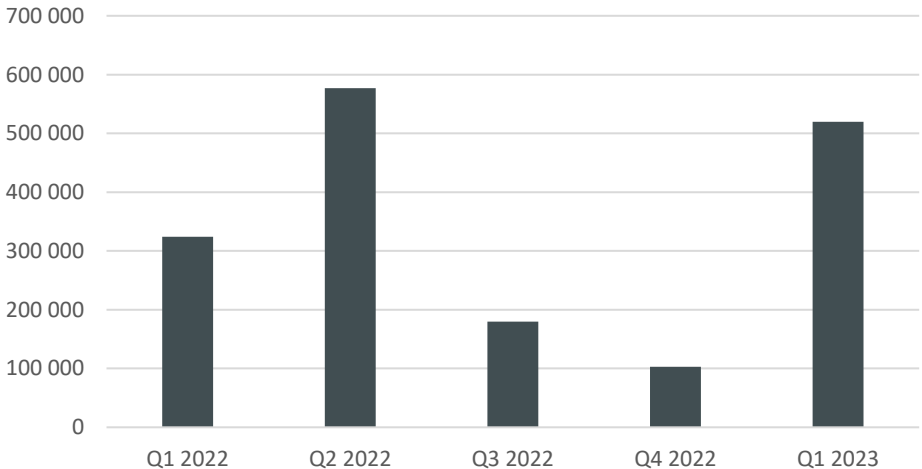
*Changed to reflect the current reporting structure

Feelia's net sales and EBIT development quarterly

Feelia's net sales development quarterly



Feelia's EBIT development quarterly



Key figures

Group	1–3/23	1–3/22	Change %	1–12/22
Net sales in thousands of euros	11,732	9,112	28.8	41,621
EBITDA in thousands of euros	922	511	80.5	2,870
% of net sales	7.9	5.6		6.9
EBITA in thousands of euros	573	185	210.0	1,468
% of net sales	4.9	2.0		3.5
EBIT in thousands of euros	463	105	340.2	1,107
% of net sales	3.9	1.2		2.7
Profit for the period in thousands of euros	237	-123	293.0	8
% of net sales	2.0	-1.3		0.0
Earnings per share, EUR	0.03	-0.02		0.00
Equity ratio, %	47.5	36.6		46.80
Net gearing, %	50.3	113.5		45.5
Return on equity, %	7.3	5.0		0.1
Return on investment, %	9.1	2.0		3.3
Balance sheet total in thousands of euros	27,414	26,606	3.0	27,548
Average number of employees	122	121	0.8	127

Priorities in 2023



**Improving the profitability
of Fodelia Retail and
establishment of the
organization**

**Increasing the
amount of
knowledge-based
management**

**Ensuring Feelia's growth
and increasing Feelia's
profitability**

**Recognizing and utilizing
new growth possibilities
especially in public food
sector**

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Business development

The development of business segments belonging to Fodelia Retail is at different stages

- Fodelia Retail's net sales increased by 9.7% in January-March
- The merger process between Real Snacks Oy, FodNet Oy, Perniön Liha Oy and Pita Factory Oy was finalised on 28 February 2023
- The merger process and business development measures have resulted in non-recurring costs that decreased the unit's result for January-March

Key figures/ Fodelia Retail

TEUR	1-3/2023	1-3/2022	Change-%	1-12/2022
Net sales	5,168	4,711	9.7	20,478
EBIT	-68	-18	-273.5	32
% of net sales	-1.3	-0.4		0.2



Fodelia Retail has continued its determined development of operations



- Real Snacks' business has developed well
- Real Snacks has launched two new products for its own Oikia brand
- Especially the new potato crisp Rehti Rosetta has been well received by customers



- The deployment project of the Group's joint ERP system has been completed at the Perniön Liha and Pita Factory plants
- the new system will facilitate business operations in the future



- The growth in Feelia Ruokakauppa's online grocery store sales has recently levelled off
- The launch of ready-to-eat food products in grocery stores has begun
- This has not yet brought significant growth in net sales as the operations are still in early stages

Feelia's business is at a good level, and net sales grew by 22.4% in January-March

- Feelia's profitability also improved
- Feelia's EBIT was EUR 519 thousand (324 thousand) In January–March, or 8.2% of net sales (6.2%)
- The change is particularly significant compared to previous quarters, when operations were heavily burdened by increased costs

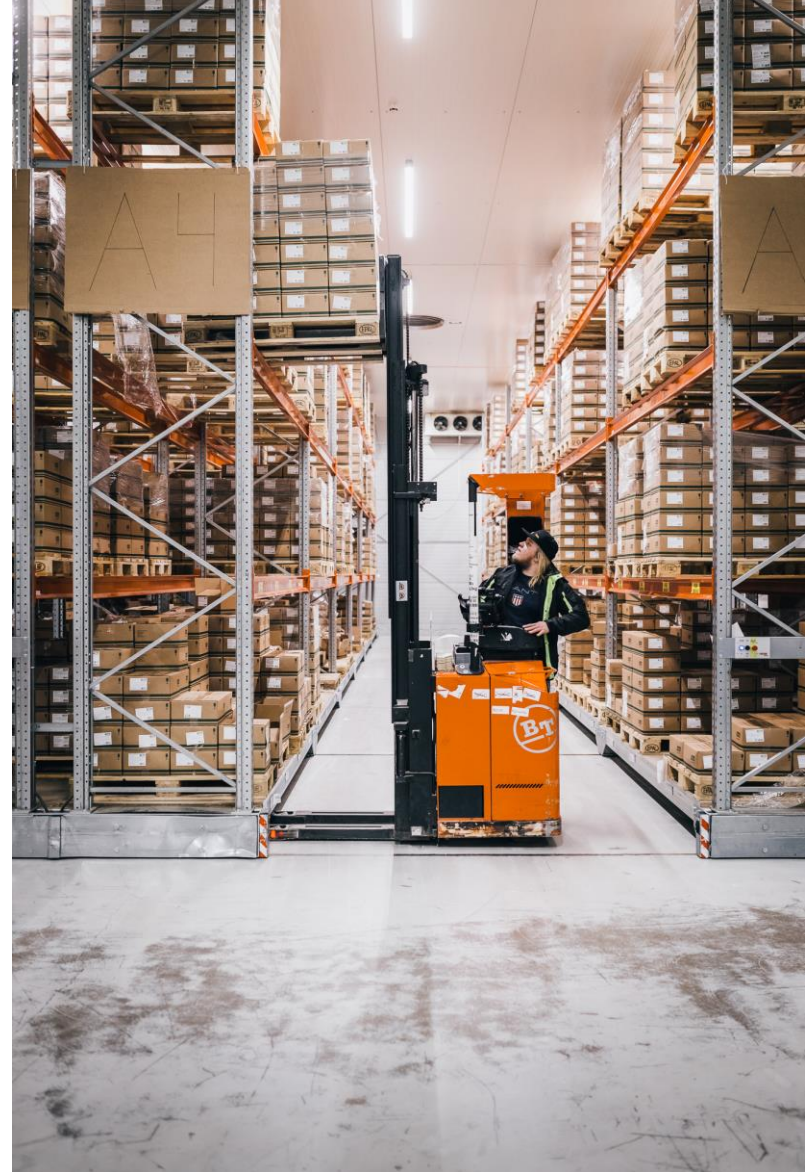
Key figures / Feelia

TEUR	1-3/2023	1-3/2022	Change-%	1-12/2022
Net sales	6,356	5,195	22.4	22,809
EBIT	519	324	60.4	2,005
% of net sales	8.2	6.2		8.8



The positive development of Feelia's business is expected to continue

- Feelia's plant in Pyhäntä has invested heavily in measures to improve production efficiency
- the positive impacts of this long-term work are now visible
- Thanks to advanced processes and investments, the plant is able to respond well to the growing demand
- Production at Feelia's plant in Kokkola has also got off to a good start
 - The demand for new vegetarian and fish products produced in Kokkola is growing
- Feelia's product portfolio is solid, and Feelia has carried out various pilot projects in the care sector and with leading daycare provider chains



Other units Fodbar and Marjivasu

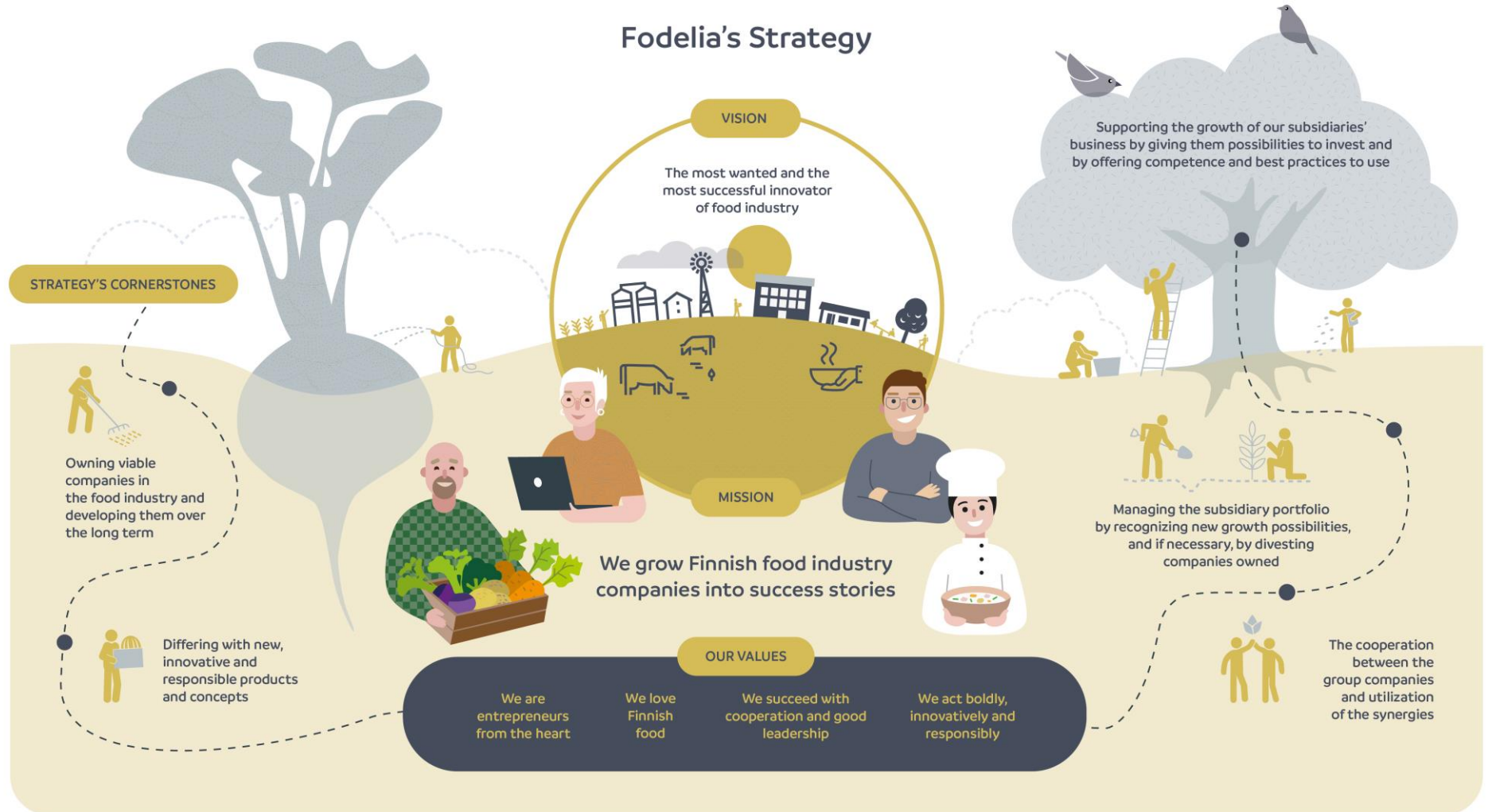
- The business development of Marjivasu, which joined Fodelia Group in August 2022, has been very good in Q1
- The company's profitability is at a very good level, and its net sales have increased
- Business is proceeding according to plan
- In 2023, the intention is to launch cooperation with Feelia in foodservice customer relationships
- Fodalia's joint venture Fodbar has launched several new outsourcing targets in early 2023
- The company's net sales are estimated to increase significantly during the year, and its result is also expected to turn profitable during 2023



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Strategy, future and events after review period

Fodelia's Strategy



Long-term targets and outlook for 2023

Long-term targets

- The Group's net sales in 2026 are over EUR 100 million
- The Group's operating margin is approximately 8-10%
- The group's return on investment is over 10%
- The interest-bearing debts to ebitda are under 3.

Outlook for 2023 (published 8 February 2023)

The company's management estimates the Group's net sales in 2023 to be at approximately EUR 45–52 million. Operating profit margin is estimated to increase from the previous year.

The effects of the war in Ukraine on the price and availability of materials and prices in general, as well as possible new restrictions due to the pandemic, result in a degree of uncertainty in the outlook.

Dividend policy

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

Fodelia's Annual General Meeting 2023

- Fodelia's annual general meeting was held 5 April 2023 in Helsinki
- The annual general meeting adopted the financial statements and resolved to discharge from liability for CEO and Board of directors
- The annual general meeting decided to pay dividend of 0,03 eur per share from the accounting period 2022. The dividend will be paid at 25th of May 2023
- The annual general meeting authorized the Board to decide on maximum 0,03 EUR extra dividend and the record and payment date
- Helene Auramo, Marc Moberg, Markku Lampela, Mikko Paso, Eero Raappana and Emma Tahkola were selected again to the Board of directors
- The annual general meeting authorized the Board to decide about acquisition of maximum amount of 500 000 own shares in one or multiple series
- The annual general meeting authorized the Board to decide about a directed share issue of maximum amount of 700 000 own shares in one or multiple series for fee or for free
- Minutes of the annual general meeting can be found from Fodelia's website (in Finnish)

Thank you!