

KEY RATIOS DESCRIBING THE GROUP'S FINANCIAL DEVELOPMENT

	2022	2021	2020	2019	2018
Net sales	158 324	142 212	114 994	151 297	180 993
Change in net sales, %	11,3	23,7	-24,0	-16,4	22,2
Exported portion of net sales	141 830	130 548	108 267	133 535	153 180
% of net sales	89,6	91,8	94,2	88,3	84,6
Operating profit	-14 642	-2 244	-2 770	8 454	14 922
% of net sales	-9,2	-1,6	-2,4	5,6	8,2
Result before tax	-13 814	-1 772	-2 455	9 253	14 912
% of net sales	-8,7	-1,2	-2,1	6,1	8,2
Result for the financial year	-11 513	-1 775	-1 819	7 687	11 836
% of net sales	-7,3	-1,2	-1,6	5,1	6,5
Return on investment (ROI), %	-29,9	-2,7	-2,7	18,1	34,6
Return on equity (ROE), %	-40,4	-4,8	-4,1	16,0	27,6
Balance sheet total**	92 053	110 676	85 428	90 651	96 382
Interest-bearing net liabilities**	6 721	-12 244	-3 863	-13 923	-12 295
% of net sales	4,2	-8,6	-3,4	-9,2	-6,8
Non-interest-bearing liabilities	56 735	64 065	37 740	32 635	48 793
Equity ratio, %**	36,6	44,3	58,8	62,9	61,7
Gearing, %**	29,4	-35,9	-9,8	-28,1	-26,4
Gross capital expenditure	6 572	6 297	4 258	2 956	4 384
% of net sales	4,2	4,4	3,7	2,0	2,4
Research and development costs	6 295	4 919	4 260	4 419	3 735
% of net sales	4,0	3,5	3,7	2,9	2,1
Order book, EUR million	84	158	94	88	95
Order intake, EUR million	138	203	119	148	167
Personnel at Dec. 31	778	802	751	778	772
Personnel, effective, on average	774	780	743	761	725
Personnel, on average	829	788	760	784	748
Dividend	0*	0	3 411	6 182	5 968

Raute Group uses key ratios and alternative performance measures (APM's) to describe the income, operational financial result, capital structure, return on equity, financial position and cash flows.

The purpose of the key ratios and APMs is to give the readers an overview of the Group's financial position and help in analyzing the financial statements and evaluating the development of the operations.

The key ratios have been derived from the consolidated financial statements or are based on items presented in the financial statements which have been prepared in accordance with the accounting standards. If there is a change in the accounting principles of the Group during a certain financial year, the figures of the comparison years are restated to correspond to those accounting principles in force for the current year.

The calculation of the key figures and the alternative performance measures has been presented on page 90 and the calculation of share-related data in connection with the share-related data, on page 90.

* The Board of Directors' proposal to the Annual General Meeting.

**Raute Group has adopted IFRS 16 standard as of financial year 2019. The figures for the comparison year 2018 have not been restated.

CALCULATION OF KEY RATIOS

Change in net sales, %	$\frac{\text{Net sales of the financial year} - \text{net sales of the previous financial year}}{\text{Net sales}} \times 100$
Exported portion of net sales	Exported portion of materials and services sold from Finland
Exported portion of net sales, %	$\frac{\text{Exported portion}}{\text{Net sales of the financial year}} \times 100$
Operating profit	Operating profit is the net sum calculated by adding other operating income to net sales, deducting purchase expenses that have been adjusted by changes in inventories of finished goods and work in progress and by expenses from production for own use; and by deducting expenses from employee benefits, depreciation and possible impairment losses, as well as other operating expenses.
Operating profit, % of net sales	$\frac{\text{Operating profit}}{\text{Net sales of the financial year}} \times 100$
Profit before tax, % of net sales	$\frac{\text{Profit before tax}}{\text{Net sales of the financial year}} \times 100$
Profit for the financial year, % of net sales	$\frac{\text{Profit for the financial year}}{\text{Net sales of the financial year}} \times 100$
Return on investment (ROI), %	$\frac{\text{Profit before tax} + \text{financial expenses}}{\text{Shareholders' equity} + \text{interest-bearing financial liabilities (average of the financial year)}} \times 100$
Return on equity (ROE), %	$\frac{\text{Profit for the financial year}}{\text{Shareholders' equity (average of the financial year)}} \times 100$
Interest-bearing net liabilities	Interest-bearing liabilities ./ (cash and cash equivalents + financial assets at fair value through profit or loss)
Interest-bearing net liabilities, % of net sales	$\frac{\text{Interest-bearing liabilities} - \text{./ (cash and cash equivalents} + \text{financial assets at fair value through profit or loss)}}{\text{Net sales}} \times 100$
Non-interest-bearing liabilities	Provisions + current advance payments received + income tax liability + trade payables and other liabilities
Equity ratio, %	$\frac{\text{Shareholders' equity}}{\text{Balance sheet total} - \text{./ advance payments received}} \times 100$
Gearing, %	$\frac{\text{Interest-bearing net financial liabilities}}{\text{Shareholders' equity}} \times 100$
Gross capital expenditure	Gross capital expenditure includes additions in intangible and tangible assets.
Gross capital expenditure, % of net sales	$\frac{\text{Gross capital expenditure}}{\text{Net sales of the financial year}} \times 100$
Research and development costs	Research and development costs include materials and supplies, working hours and other operating costs
Research and development costs, % of net sales	$\frac{\text{Research and development costs}}{\text{Net sales of the financial year}} \times 100$
Order book, EUR million	Binding sales contracts received but not yet delivered as far the orders have not been recognized in net sales.
Order intake, EUR million	Binding sales contracts entered into force during the financial year according to the latest net sales estimate.
Number of personnel at 31 Dec.	Number of employed personnel at the end of the financial year.
Personnel, effective, average	Average of the effective number of employed personnel at the end of the calendar months of the financial year.
Personnel, average	Average of the number of employed personnel at the end of calendar months.
Dividend distribution	Dividend distribution confirmed or proposed for the financial year.
Repayment of equity	Repayment of equity from the non-restricted equity reserve confirmed or proposed for the financial year.

SHARE-RELATED DATA AND CALCULATION

	2022	2021	2020	2019	2018		
Earnings per share, (EPS), undiluted, EUR	-2,70	-0,42	-0,43	1,80	2,78	Earnings per share, undiluted, euros	Profit (loss) for the financial year
Earnings per share, (EPS), diluted, EUR	-2,70	-0,42	-0,43	1,79	2,76		Equity issue-adjusted average number of shares during the financial year
Equity to share, EUR	5,12	8,12	9,29	11,61	10,82	Earnings per share, diluted, euros	Diluted profit (loss) for the financial year
Dividend per series A share, EUR	.*	-	0,80	1,45	1,40		Diluted equity issue-adjusted average number of shares during the financial year
Dividend per series K share, EUR	.*	-	0,80	1,45	1,40		Share of shareholders' equity belonging to the owners of the Parent company
Dividend per profit, %	.*	-	-186,0	80,4	50,4	Equity to share, euros	Undiluted number of shares at the end of the financial year
Effective dividend return, %	.*	-	3,5	5,8	6,6		Distributed dividend for the financial year
Price/earnings ratio (P/E ratio)	-3,06	-47,14	-52,79	13,86	7,67		Undiluted number of shares at the end of the financial year
Development in share price (series A share)						Dividend per series A share, euros	Distributed dividend for the financial year
Lowest share price for the financial year, EUR	8,12	19,50	17,40	20,00	20,50		Undiluted number of shares at the end of the financial year
Highest share price for the financial year, EUR	20,40	24,90	27,40	28,70	34,90		Distributed dividend for the financial year
Average share price for the financial year, EUR	12,29	22,28	20,57	24,71	28,58	Dividend per series K share, euros	Undiluted number of shares at the end of the financial year
Share price at the end of the financial year, EUR	8,26	19,80	22,70	25,00	21,30		Dividend per share
Market value of capital stock at Dec. 31, EUR thousand***	35 214	84 411	96 775	106 580	90 806	Dividend per profit, %	Earnings per share x 100
Trading of the company's shares (series A shares)						Effective dividend return, %	Dividend per share x 100
Shares traded during the financial year, 1 000 pcs	613	591	680	503	880		Closing share price at the end of the financial year
% of the number of series A shares	19	18	21	15,4	26,9	Price/earnings ratio (P/E ratio)	Closing share price at the end of the financial year
Total number of shares (undiluted)							Earnings per share
Issue-adjusted weighted average number of shares	4 263 194	4 263 194	4 263 194	4 263 194	4 259 525	Average share price for the financial year, euros	Total EUR value of series A shares traded during the financial year
Issue-adjusted number of shares at the end of the financial year	4 263 194	4 263 194	4 266 933	4 286 991	4 290 433		Average number of series A shares traded during the financial year
						Market value of capital stock at Dec. 31, EUR 1,000**	Number of shares (series A and series K shares) at the end of the financial year x closing price of the share at the end of the financial year
						Share turnover (series A shares) during the financial year	Total number of series A shares traded during the financial year
							Average number of series A shares during the financial year x 100
						Number of shares, average	Average of the number of shares at the end of calendar months of the financial year.
						Number of shares, average, diluted	Average of the issue-adjusted number of shares at the end of calendar months of the financial year.

*Board of Directors' proposal to the Annual General Meeting 2023.

** The Annual General Meeting 2022 authorized the Board of Directors to decide on the payment of a total dividend of no more than EUR 0.80 per share for series A and K shares.

***Series K shares valued at the value of series A shares.

KEY FIGURES

KEY FIGURES	31.12.2022	31.12.2021
Change in net sales, %	11,3	23,7
Exported portion of net sales, %	89,6	91,8
EBITDA	-9,7	2,1
Comparable EBITDA EUR million	-2,3	3,5
Comparable EBITDA %	-1,4	2,4
Operating profit, EUR million	-14,6	-2,2
Operating profit, % of net sales	-9,2	-1,6
Return on investment, (ROI), %	-29,9	-2,7
Return on equity, (ROE), %	-40,4	-4,8
Interest-bearing net liabilities, EUR million	6,7	-12,2
Gearing, %	29,4	-35,9
Equity ratio, %	36,6	44,3
Gross capital expenditure, EUR million	6,6	6,3
% of net sales	4,2	4,4
Research and development costs, EUR million	6,3	4,9
% of net sales	4,0	3,5
Order book, EUR million	84	158
Order intake, EUR million	138	203

In addition to IFRS key figures, Raute Group publishes certain commonly used financial key figures (alternative key figures). The calculation formulas for the key figures are presented in the annual Financial Statement. The company has adopted two new key figures in this financial statements release. The formula of these key figures is presented below.

The EBITDA and comparable EBITDA formulas for the new indicators are:

EBITDA is the net amount that is formed when other revenue from business operations is added to the net sales, and the purchase costs are subtracted, adjusted by the change of the purchase costs of finished and work-in-progress products, adjusted by costs arising from manufacturing for own use, and the expenses arising from employee benefits and other business expenses subtracted.

The calculation formula for the new key figure Comparable EBITDA is:

Comparable EBITDA = EBITDA + items affecting comparability

MEUR	2022	2021
Comparable EBITDA	-2,3	3,5
Costs related to controlled exit of Russian business	-3,5	
Restructuring costs	-2,0	
Costs related to new ERP system	-1,9	-1,4
Total items affecting comparability	-7,4	-1,4
EBITDA	-9,7	2,1
Depreciations	-4,9	-4,3
Operating profit	-14,6	-2,2

ADDITIONAL INFORMATION ON THE NEW SEGMENT SPLIT

EVENTS AFTER THE REPORTING PERIOD – COMPARABLE EBITDA ACCORDING TO THE NEW SEGMENT SPLIT

	2022				2021			
	Wood Processing	Services	Analyzers	Group total	Wood Processing	Services	Analyzers	Group total
EUR 1,000								
EBITDA	-16 065	4 323	2 053	-9 689	-5 834	4 461	3 444	2 071
Items affecting comparability	5 807	1 249	375	7 431	973	310	125	1 408
COMPARABLE EBITDA	-10 258	5 572	2 428	-2 258	-4 861	4 771	3 569	3 479

EVENTS AFTER THE REPORTING PERIOD – QUARTERLY INFORMATION ACCORDING TO THE NEW SEGMENT SPLIT

EUR 1,000	Q4/2022	Q3/2022	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021	Q1/2021
SEGMENT INFORMATION								
Net sales, quarterly	Q4/2022	Q3/2022	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021	Q1/2021
Wood Processing	33 305	27 075	17 123	30 521	31 066	26 487	23 249	16 554
Services	8 676	9 949	9 234	7 909	8 020	7 439	8 420	6 229
Analyzers	3 703	4 751	3 233	2 844	5 013	3 974	3 784	1 976
Total	45 685	41 775	29 590	41 274	44 100	37 900	35 453	24 759
Comparable EBITDA, quarterly	Q4/2022	Q3/2022	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021	Q1/2021
Wood Processing	891	1 862	-11 886	-1 125	-1 224	507	-2 026	-2 118
Services	660	2 656	1 266	990	1 260	1 507	1 373	631
Analyzers	1 102	1 520	-239	45	2 102	1 045	533	-111
Total	2 653	6 038	-10 859	-90	2 138	3 059	-120	-1 598
Items affecting comparability, quarterly	Q4/2022	Q3/2022	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021	Q1/2021
Wood Processing	-694	-2 740	-2 272	-100	-337	-164	-346	-127
Services	-116	-616	-491	-27	-108	-52	-110	-41
Analyzers	-120	-52	-191	-13	-43	-21	-44	-16
Total	-929	-3 408	-2 955	-140	-487	-237	-500	-184
EBITDA, quarterly	Q4/2022	Q3/2022	Q2/2022	Q1/2022	Q4/2021	Q3/2021	Q2/2021	Q1/2021
Wood Processing	197	-879	-14 158	-1 225	-1 560	343	-2 372	-2 245
Services	544	2 041	775	963	1 153	1 455	1 263	590
Analyzers	983	1 469	-431	32	2 059	1 024	488	-127
Total	1 724	2 630	-13 814	-230	1 651	2 822	-620	-1 782