

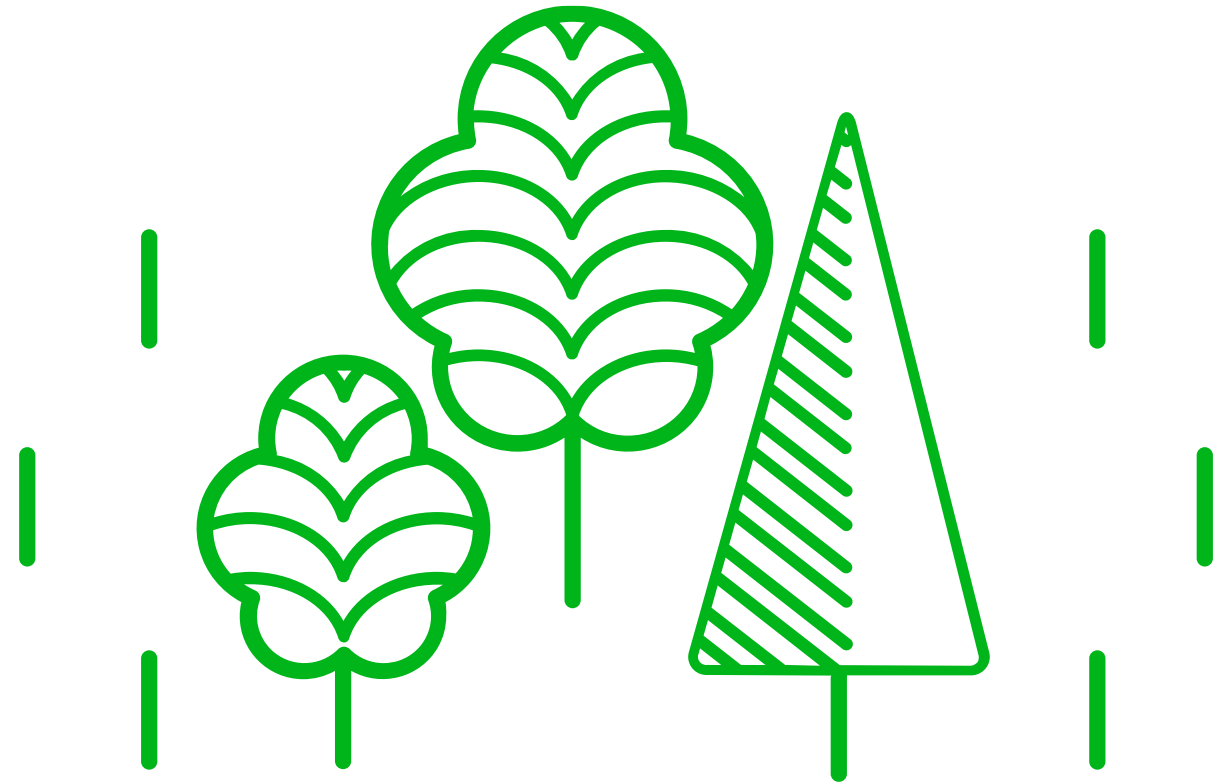
Financial Statements 2022

Mika Saariaho, President and CEO
14 February 2023



Where are we now

- 2022 was a challenging year for Raute
 - Russia's attack on Ukraine had a significant negative business impact
 - Other geographical regions (especially EMEA and North America) were doing well
 - Profitability recovered during H2 after significant losses in H1
- Raute's new operative organization was introduced (effective 1 Jan 2023)
 - External reporting has been changed to include new reporting segments
- Raute's current focus areas
 - Profitability improvement
 - Operational model development
 - ESG enabled growth strategy formulation



Raute Q1–Q4 / 2022 in brief

- Q4 Net sales increased by 4% vs previous year, YTD Net sales growth at 11%
 - › Europe and North America growing strongly
 - › Latin America also positive development
 - › APAC no growth realized
- Q4 Comparable EBITDA reasonable but full year still at loss affected by
 - › Reserves for ongoing Russian projects (M€ 6.3)
 - › Covid-19 lockdown in China and high cost inflation for materials and freights
- Operating result positive for the quarter
- Development program to improve competitiveness and profitability ongoing, and targeting some M€ 4-5 cost savings and margin improvement by the end of 2023

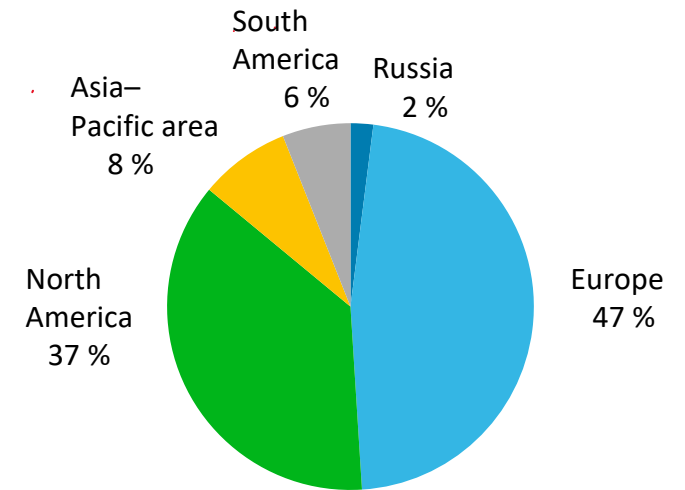
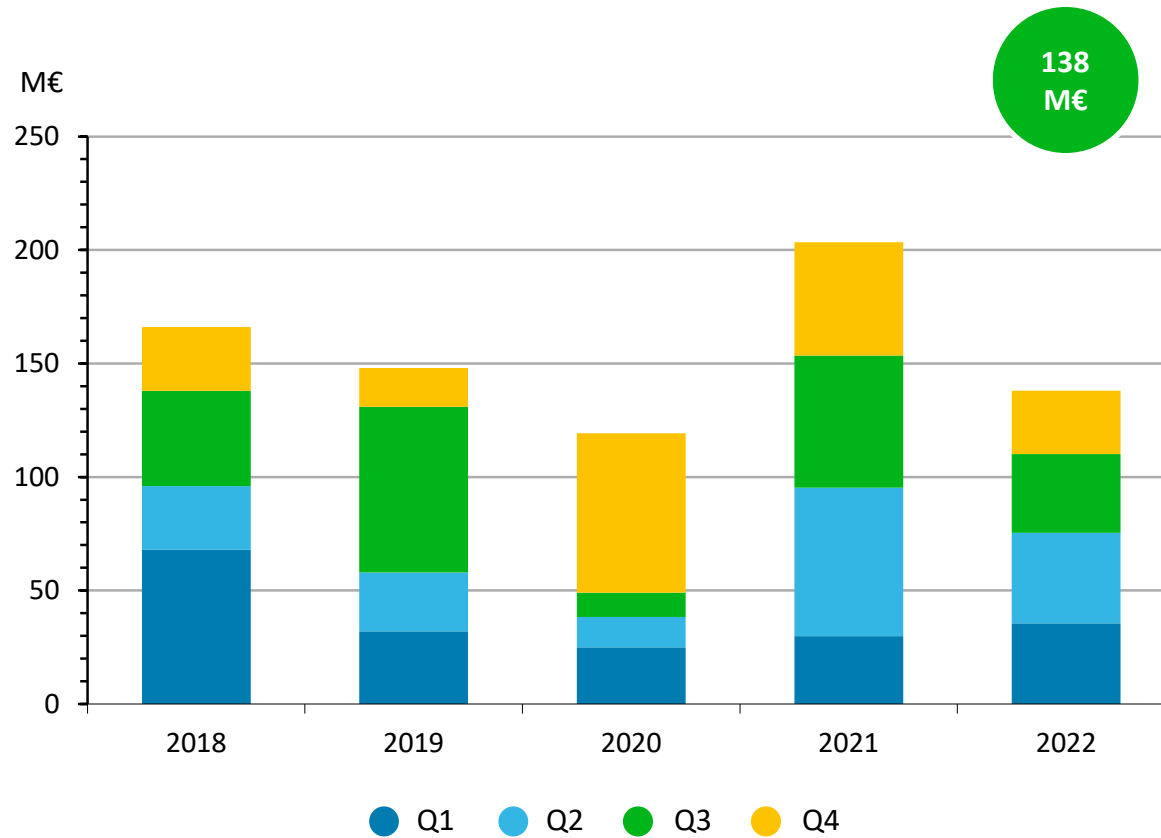
Key figures	Q4 2022	Q1-Q4 2022	Q1-Q4 2021
Net sales, M€	45,7	158,3	142,2
Comparable EBITDA, M€	2,7	-2,3	3,5
Operating result	0,5	-14,6	-2,2
Order intake, M€	28	138	203*
Order book, M€	84**	84	158***
- Change, M€	-10	-74	+84

* of which 79 was from Russia

** of which 4 remaining from Russia

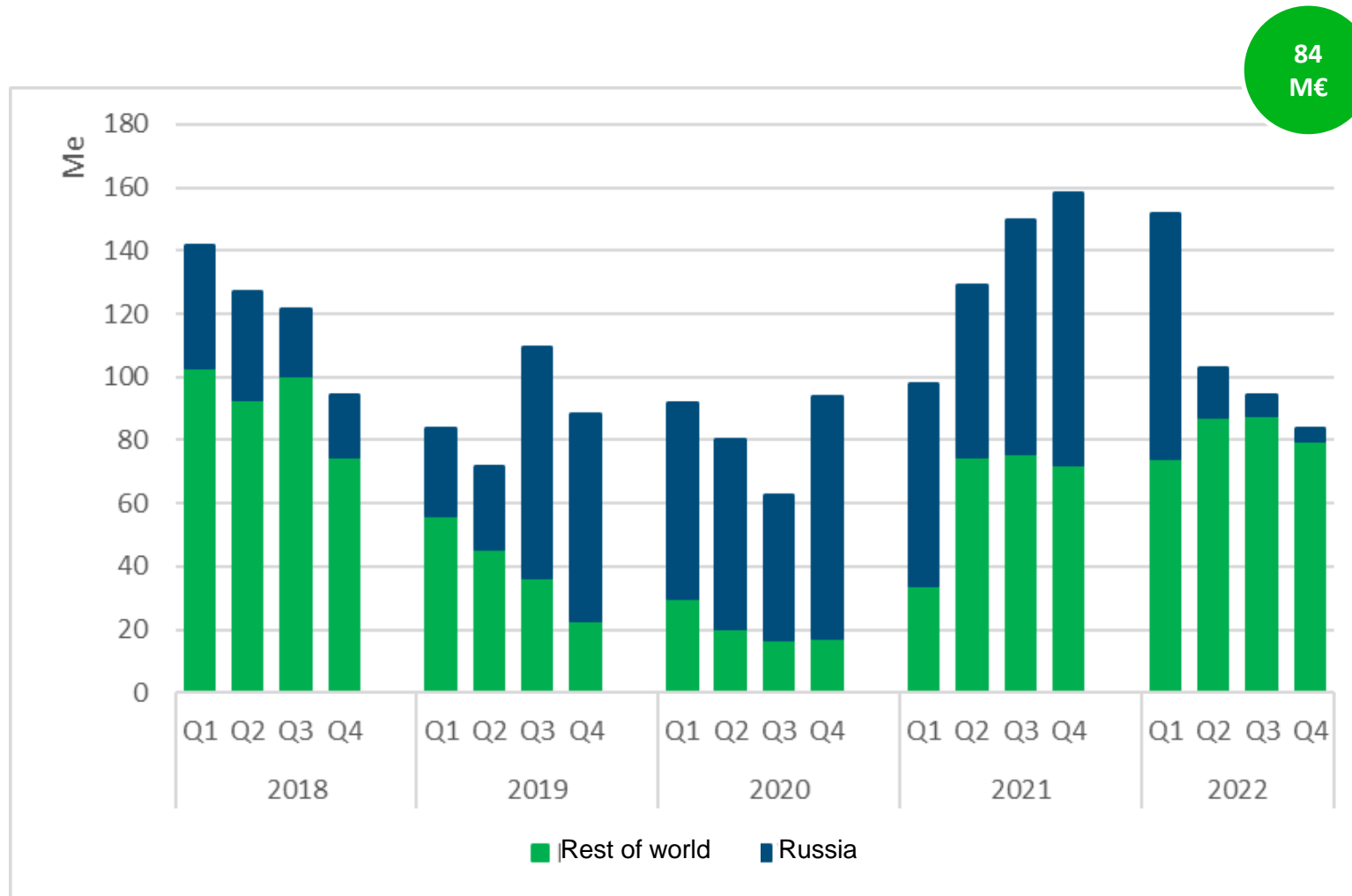
*** of which 86 was from Russia

Order intake



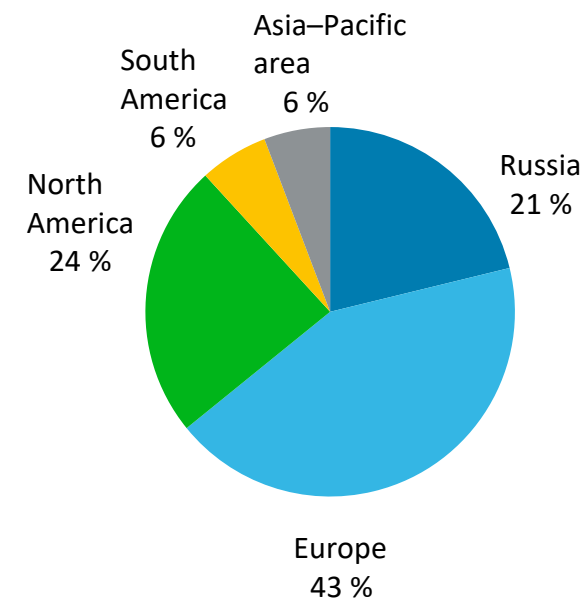
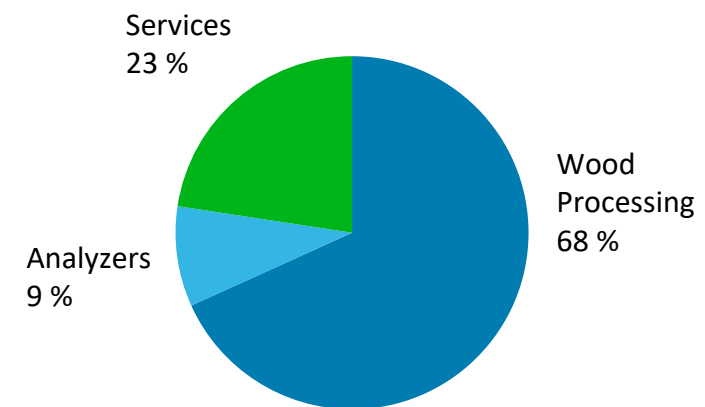
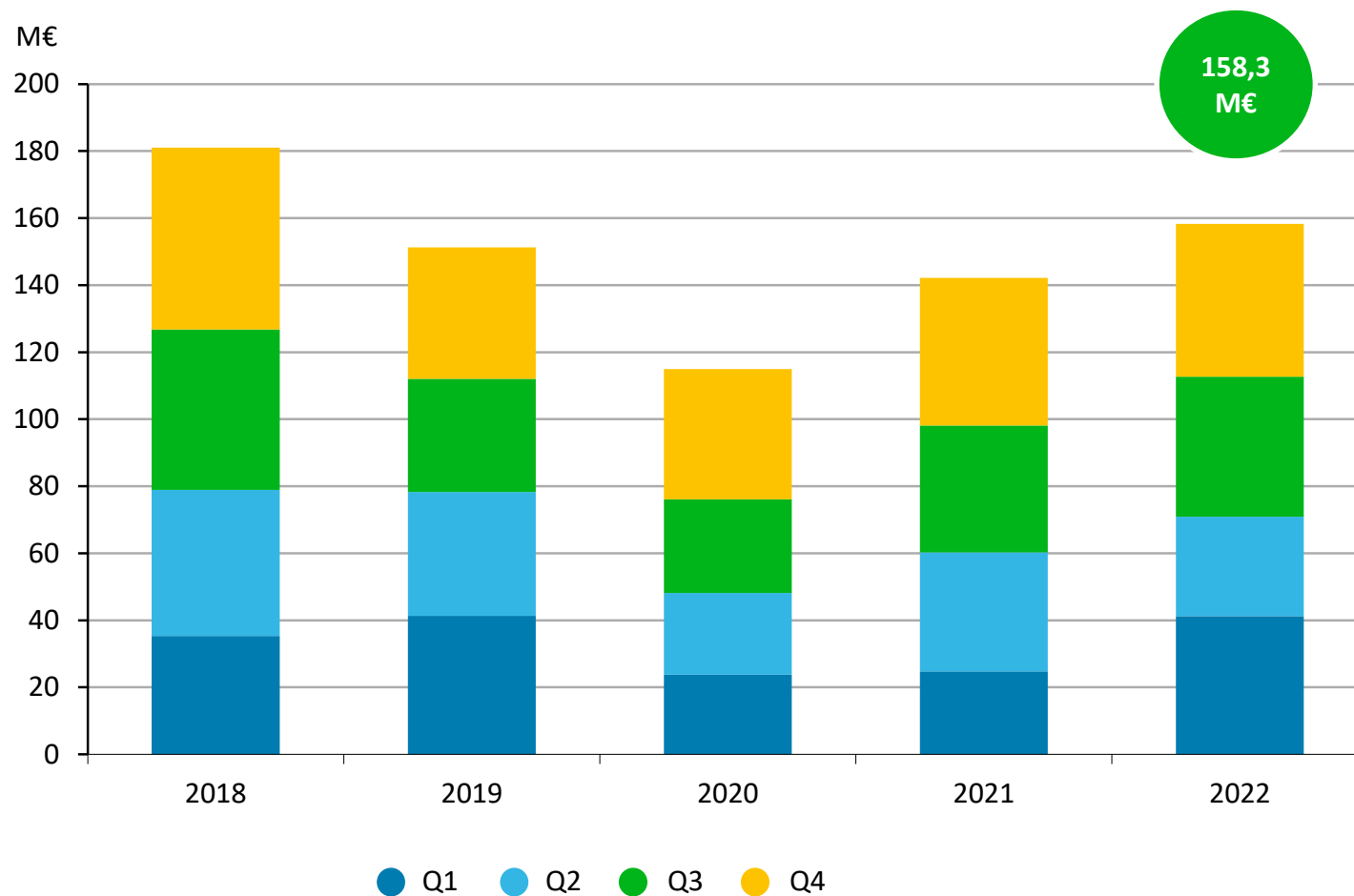
- No new mill-size project orders in 2022

Order book

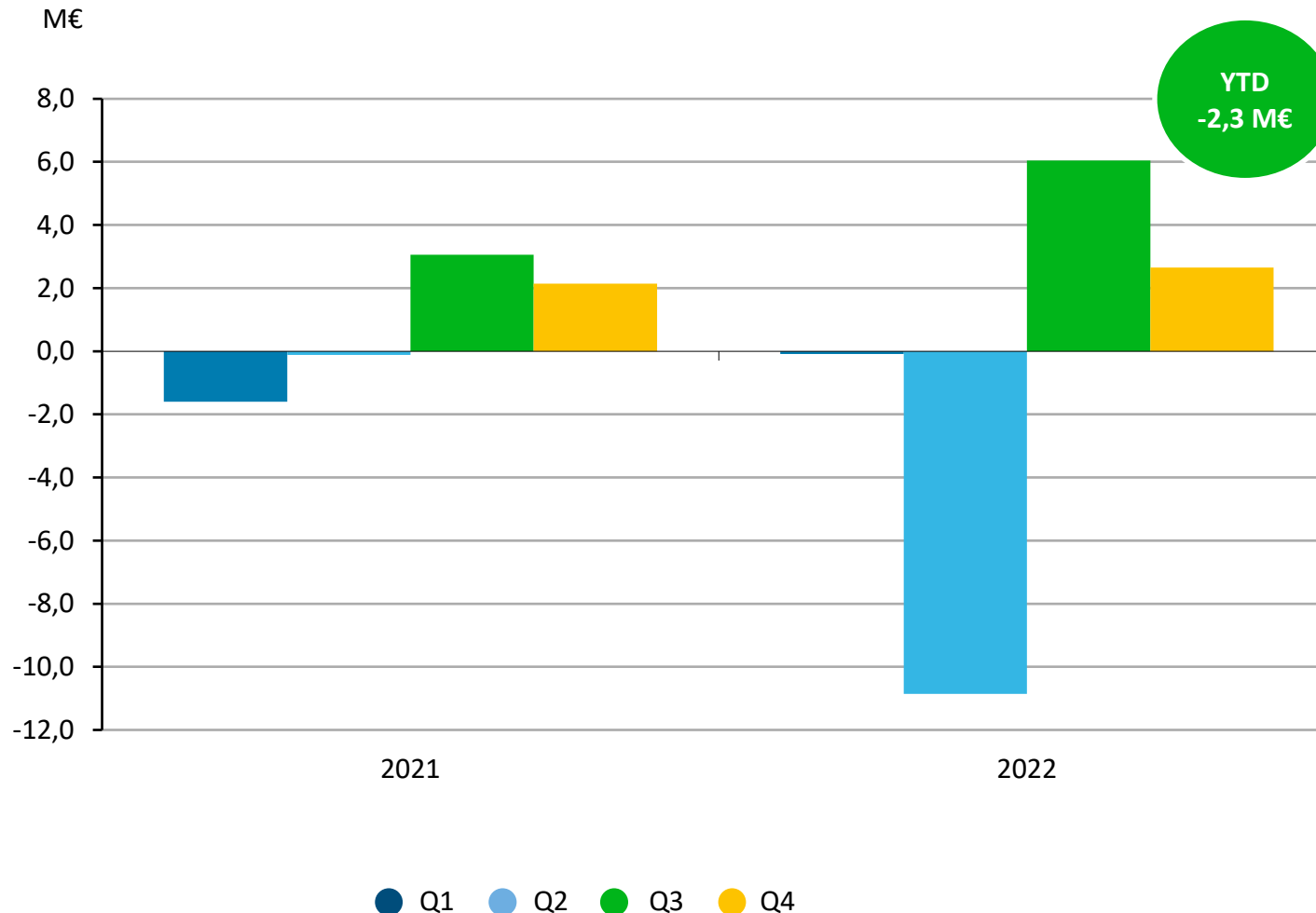


- Order book for other markets than Russia M€ 80
- Remaining order book for Russia M€ 4

Net sales

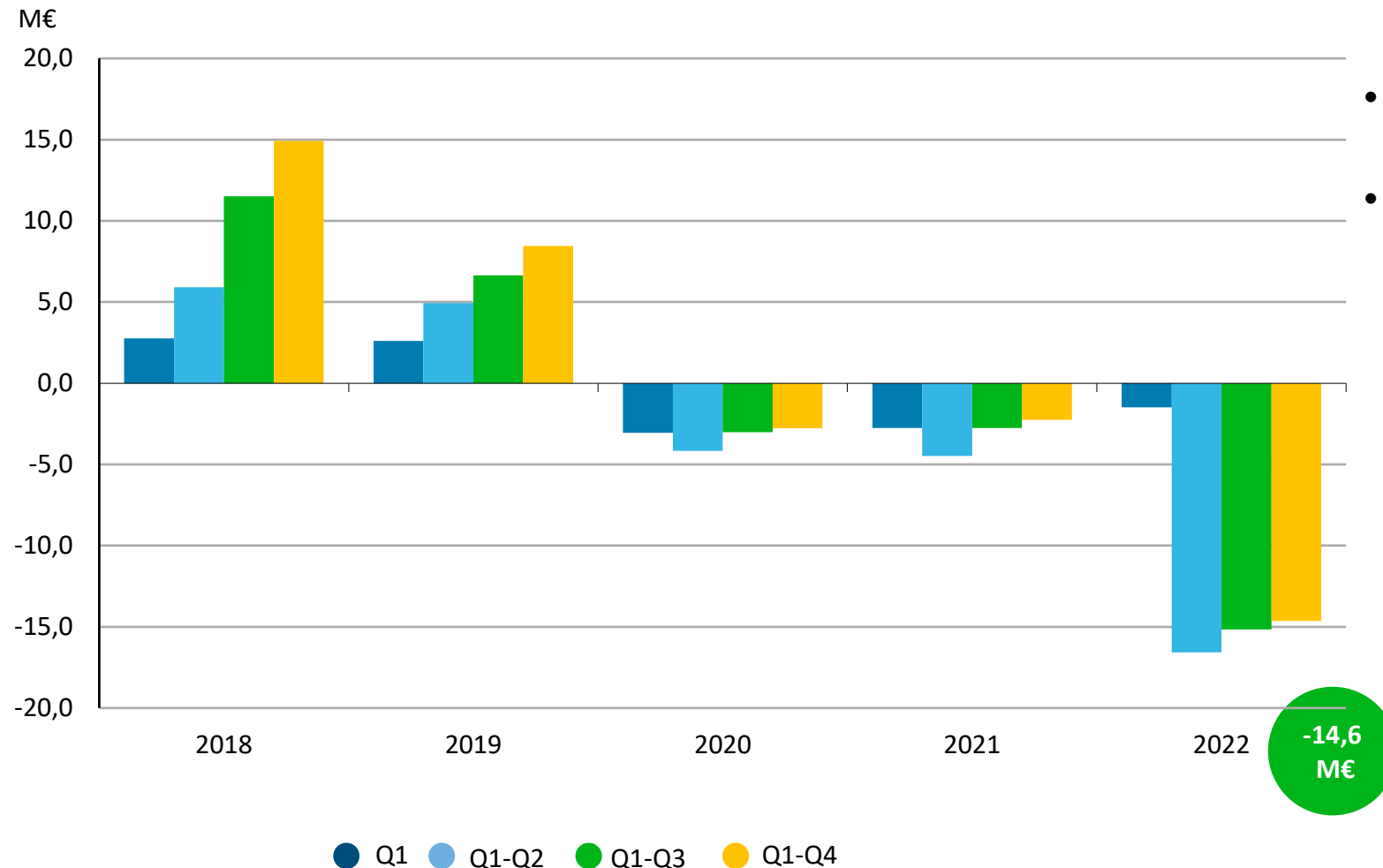


Comparable EBITDA



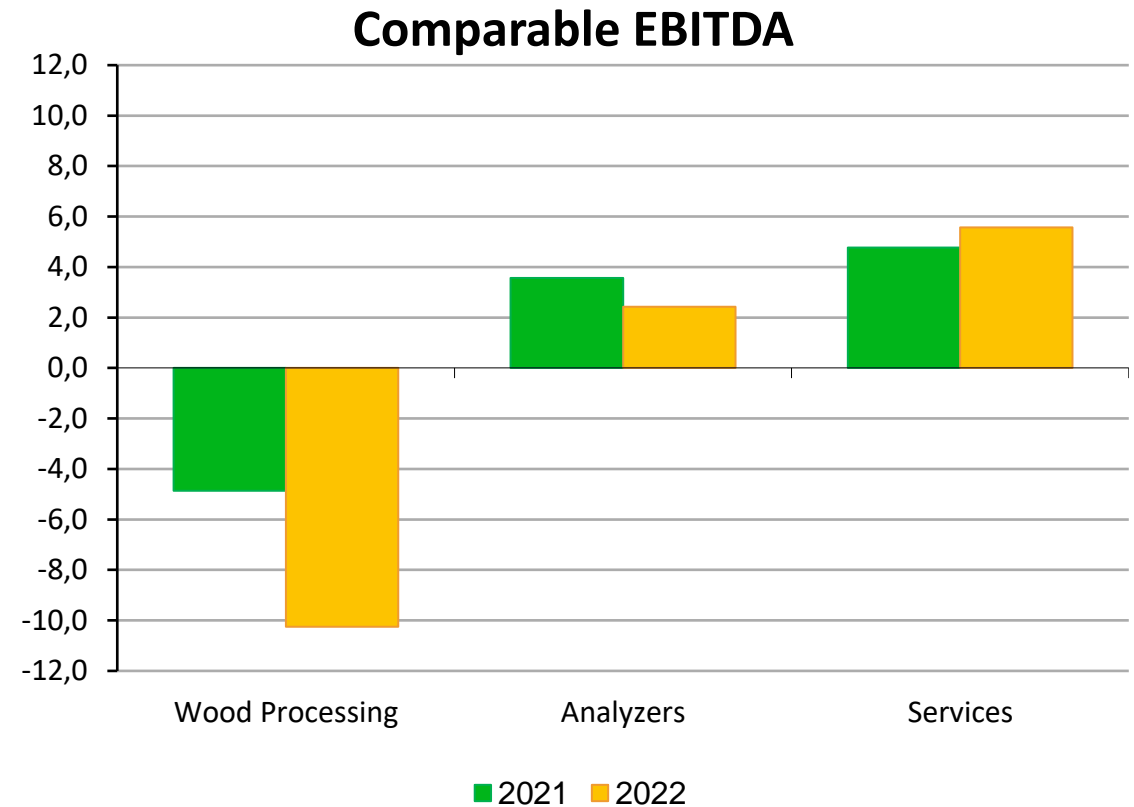
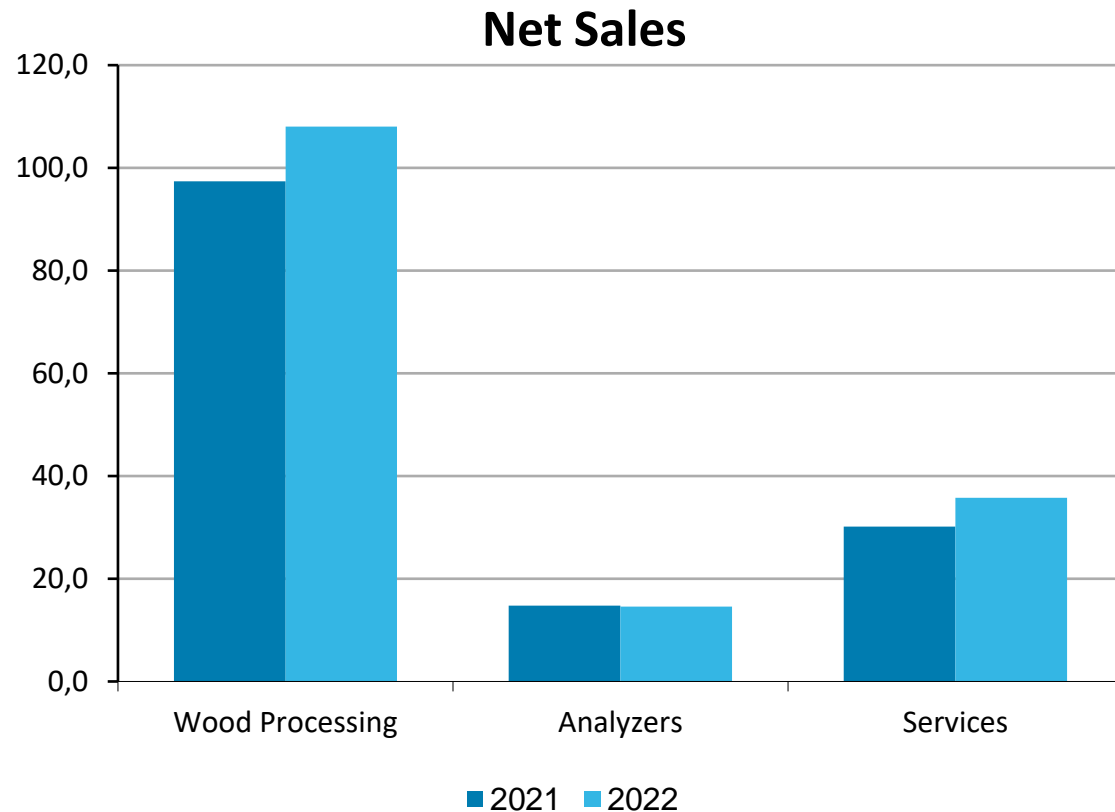
- Q4 Comparable EBITDA M€ 2.7
- Comparable EBITDA negatively impacted by
 - Reserves for ongoing Russian projects (M€ 6.3)
 - Covid-19 lockdown in China
 - High cost inflation for materials and freights

Operating profit

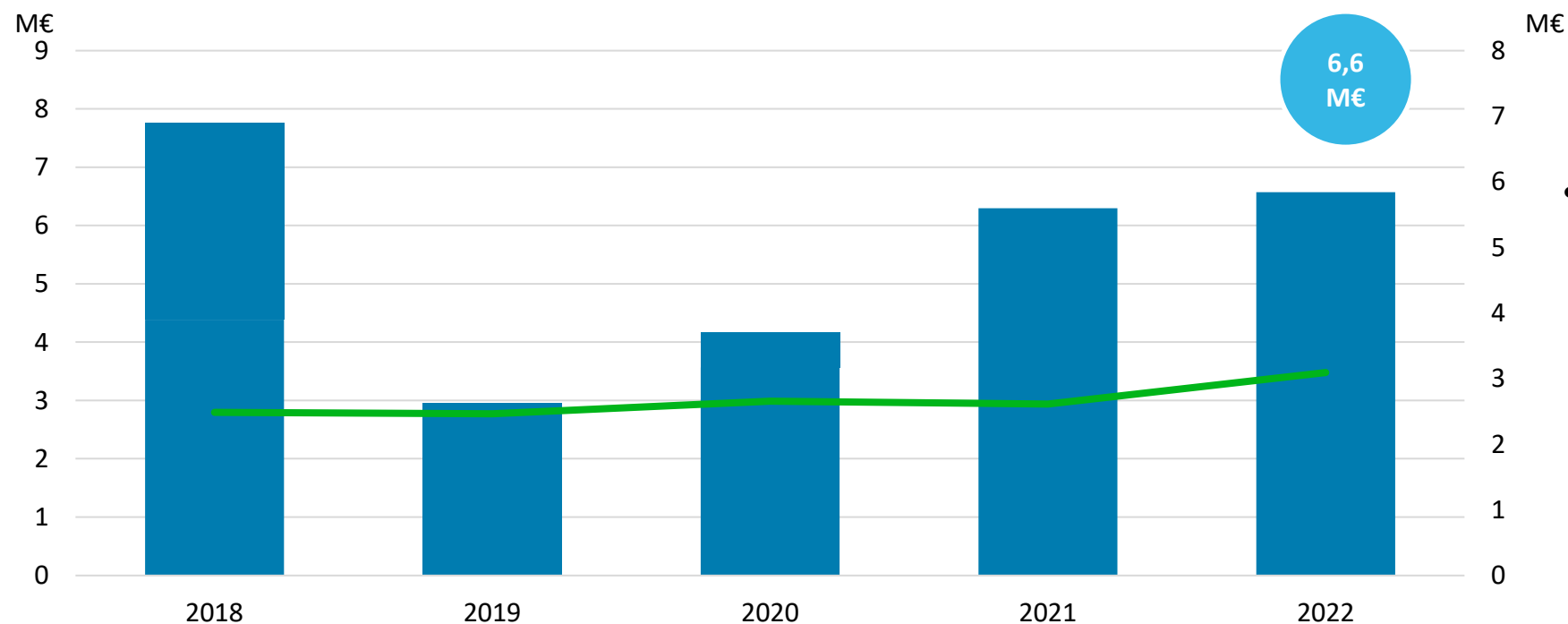


- Q4 operating profit M€ 0.5
- Operating profit negatively impacted by
 - Writedowns of terminated Russian projects (M€ 3.6)
 - Restructuring costs and cloud-based ERP implementation costs (M€ 3.9)
 - Reserves for ongoing Russian projects (M€ 6.3)
 - Covid-19 lockdown in China
 - High cost inflation for materials and freights

Segment performance



Capital expenditure and Depreciation and amortization

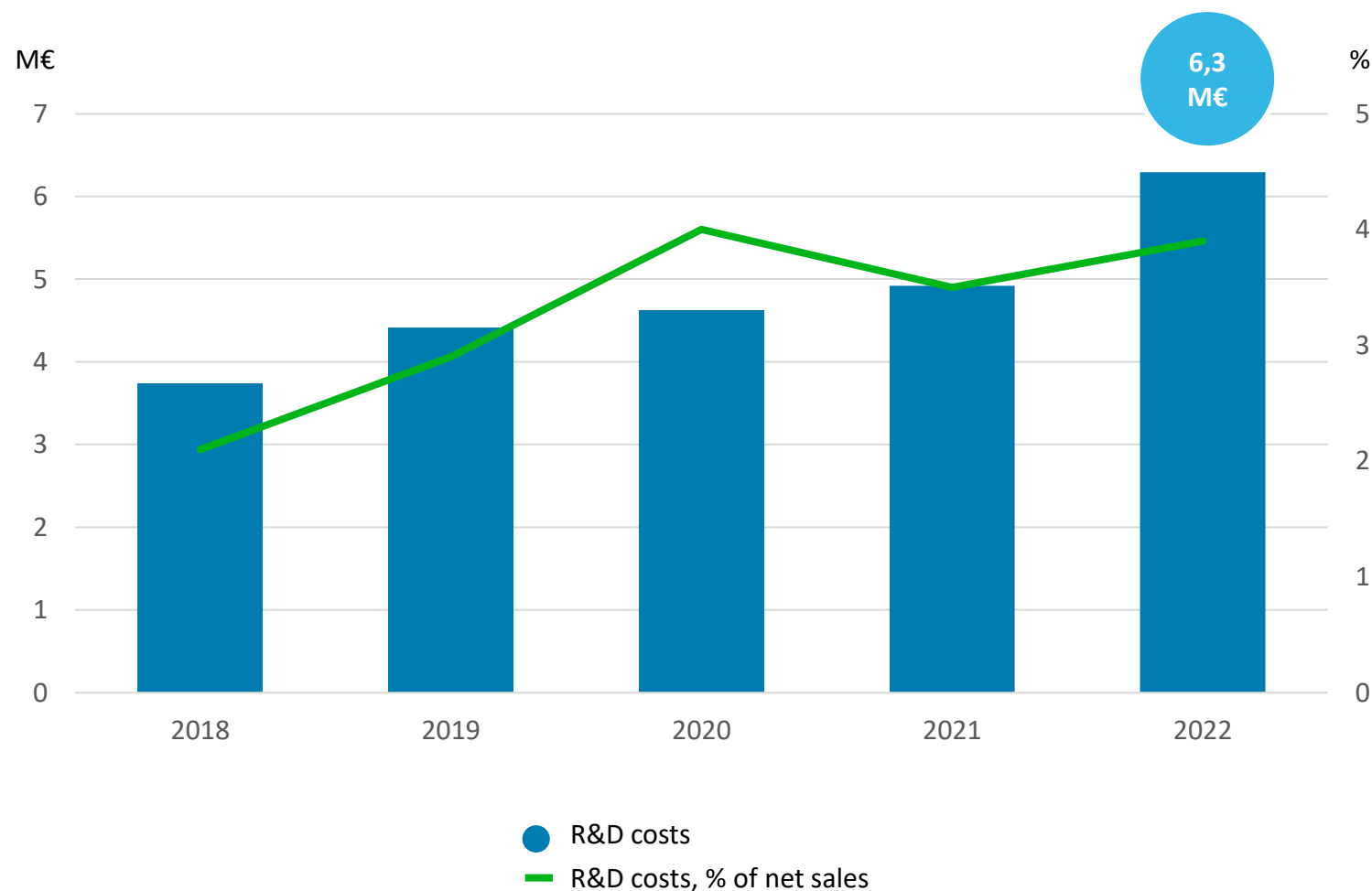


● Capital expenditure

— Depreciation and amortization, excl. depreciation from right-of-use assets

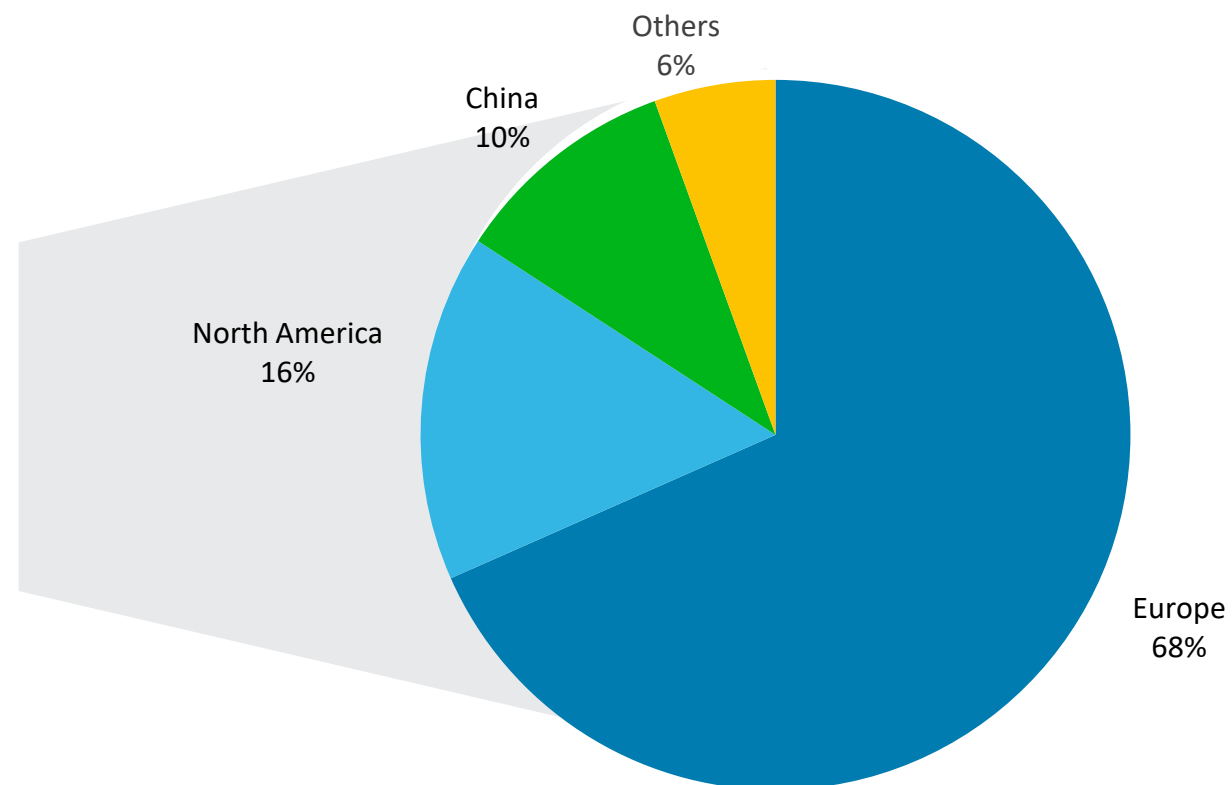
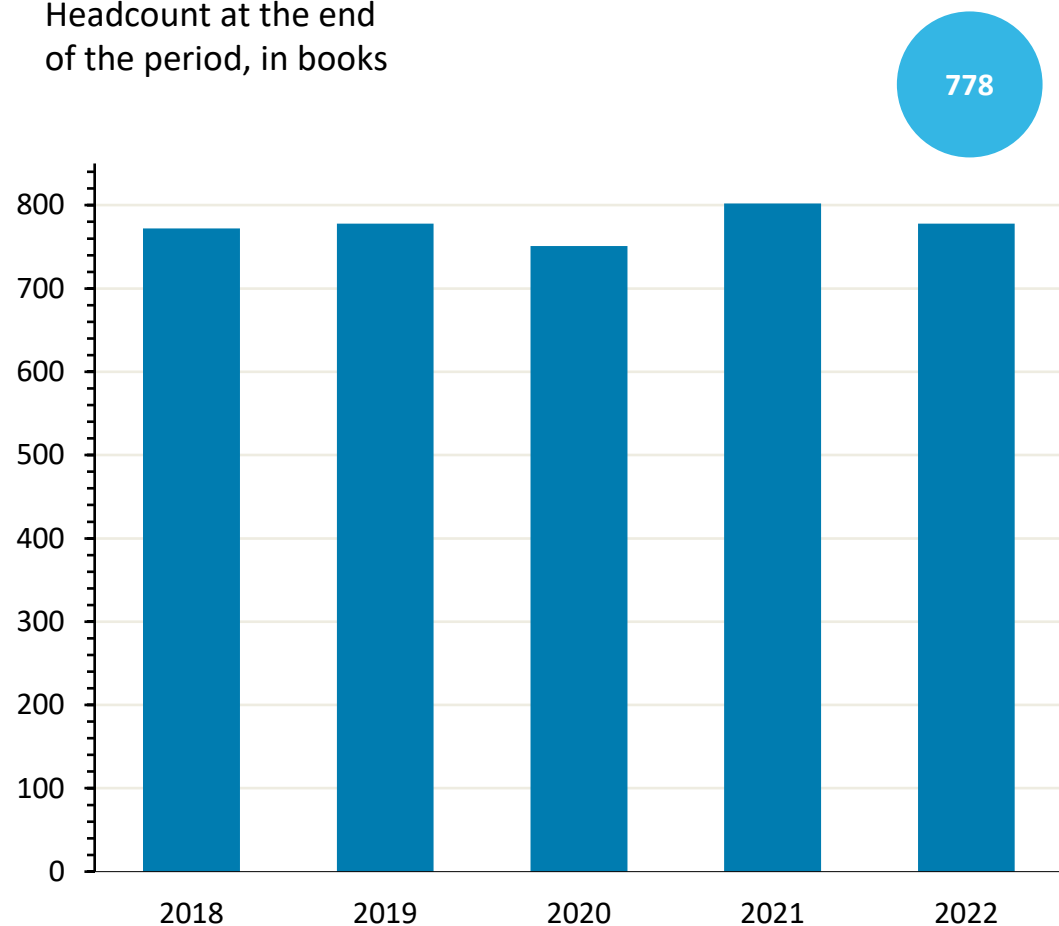
- Key items in Capex include renewal project for ICT and ERP systems and set up of new production site in Changzhou, China

Research and Development



Personnel

Headcount at the end
of the period, in books



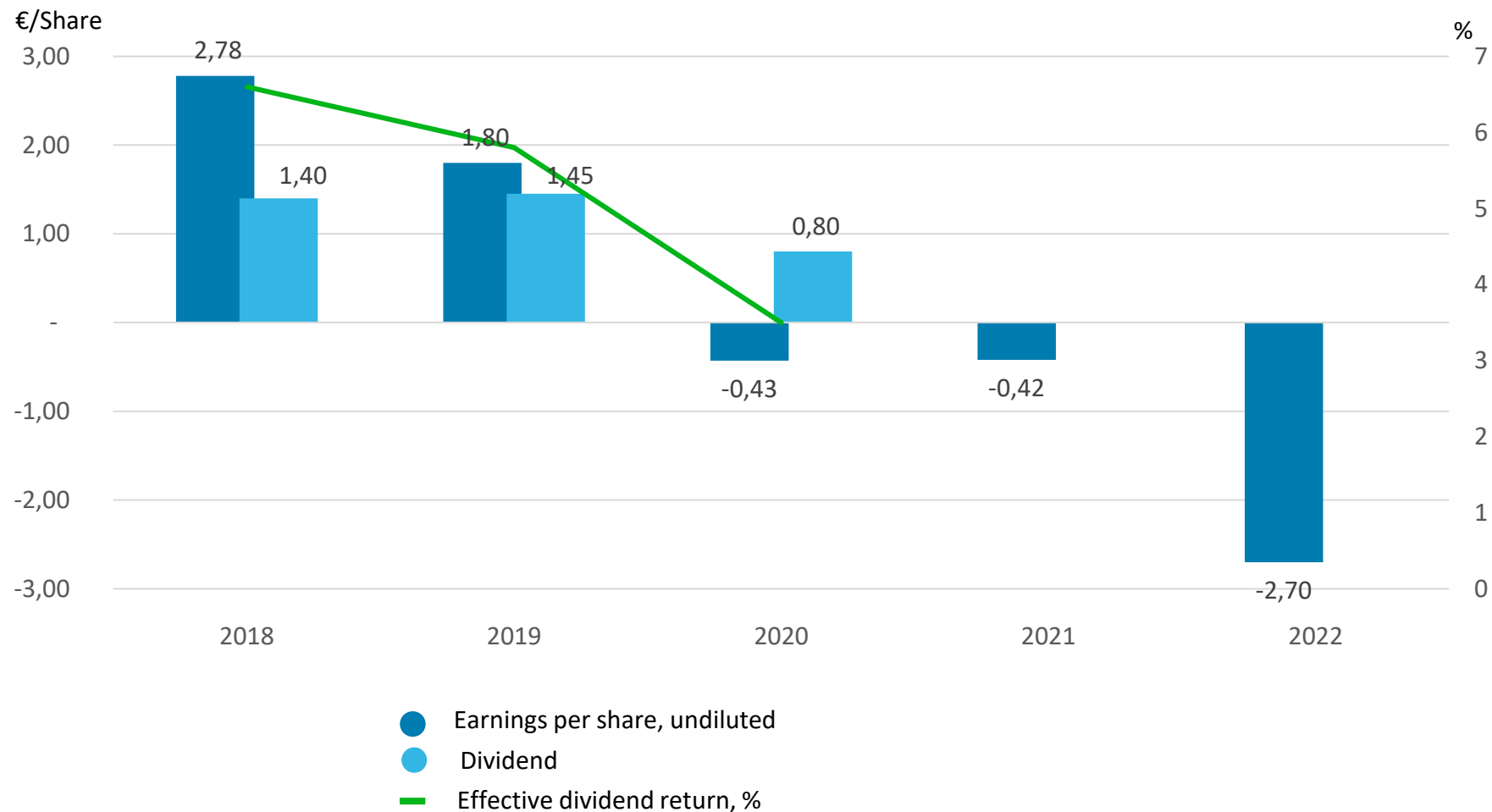
Income statement, Balance sheet and Key ratios

Income statement, M€	2022	2021
Net sales	158,3	142,2
Operating result	-14,6	-2,2
Financial expenses, net	0,8	0,5
Result before tax	-13,8	-1,8
Income taxes	2,3	-0,0
Result for the period	-11,5	-1,8

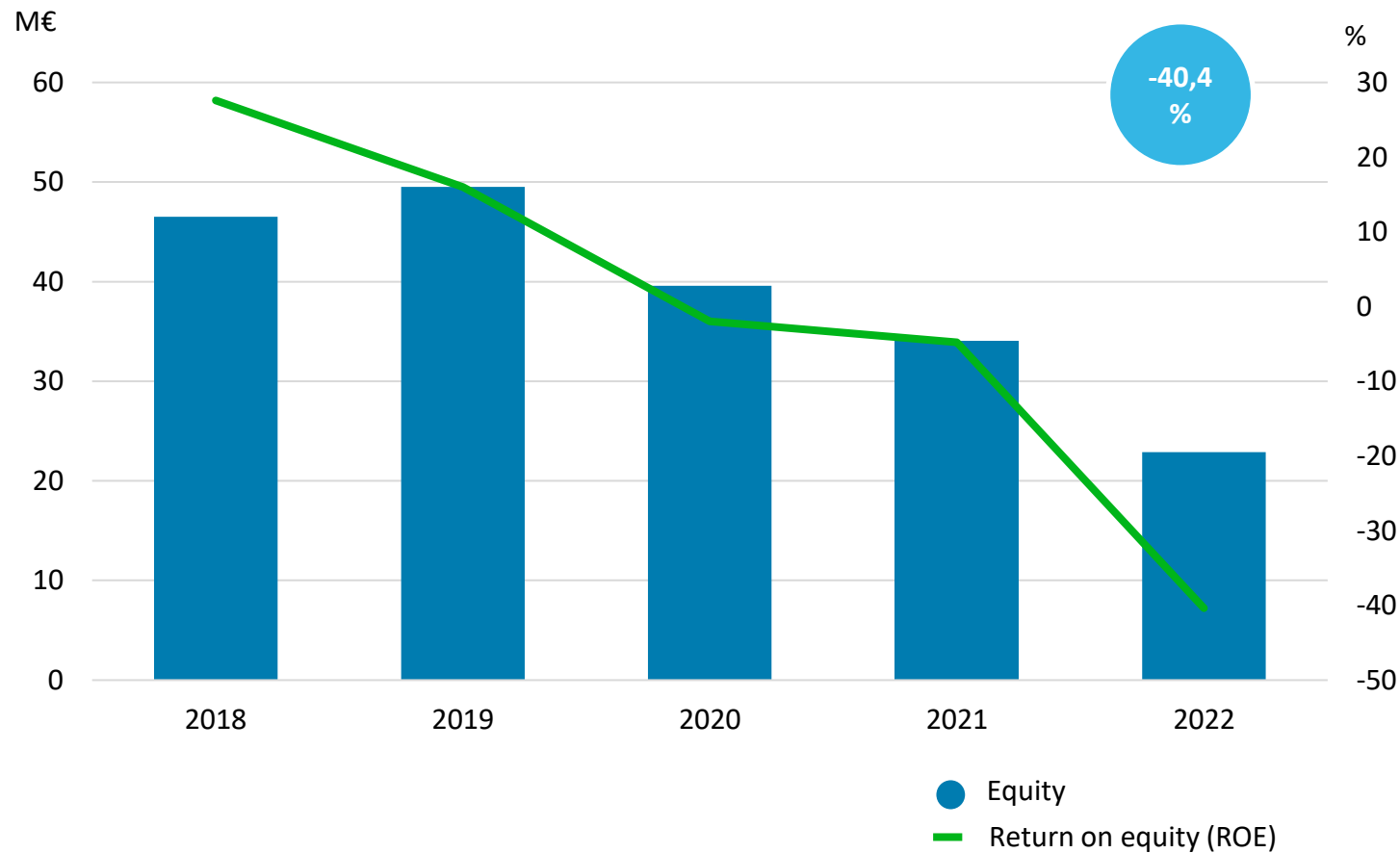
Key ratios	2022	2021
Earnings per share (EPS), undiluted, €	-2,70	-0,42
Cash flow from operating activities, M€	-15,4	24,0
Return on investment (ROI), %	-29,9	-2,7
Return on equity (ROE), %	-40,4	-4,8
Gearing, %	29,4	-35,9
Equity ratio, %	36,6	44,3
Personnel at the end of the period (in books)	778	802

Balance sheet, M€	31.12.2022	31.12.2021
Goodwill	1,7	1,7
Other intangible assets	9,4	6,4
Property, plant and equipment	11,2	11,5
Right-of-use assets	7,5	10,1
Other non-current assets	5,9	2,9
Inventories	16,7	22,0
Accounts receivables and other receivables	32,0	31,8
Cash and cash equivalents	7,6	24,4
Total assets	92,1	110,7
Equity	22,9	34,1
Non-current liabilities	6,5	8,9
Advance payments received	29,6	33,8
Current liabilities	33,1	33,9
Total equity and liabilities	92,1	110,7
 Interest-bearing net debt	 6,7	 -12,2

Earnings per share and Dividend

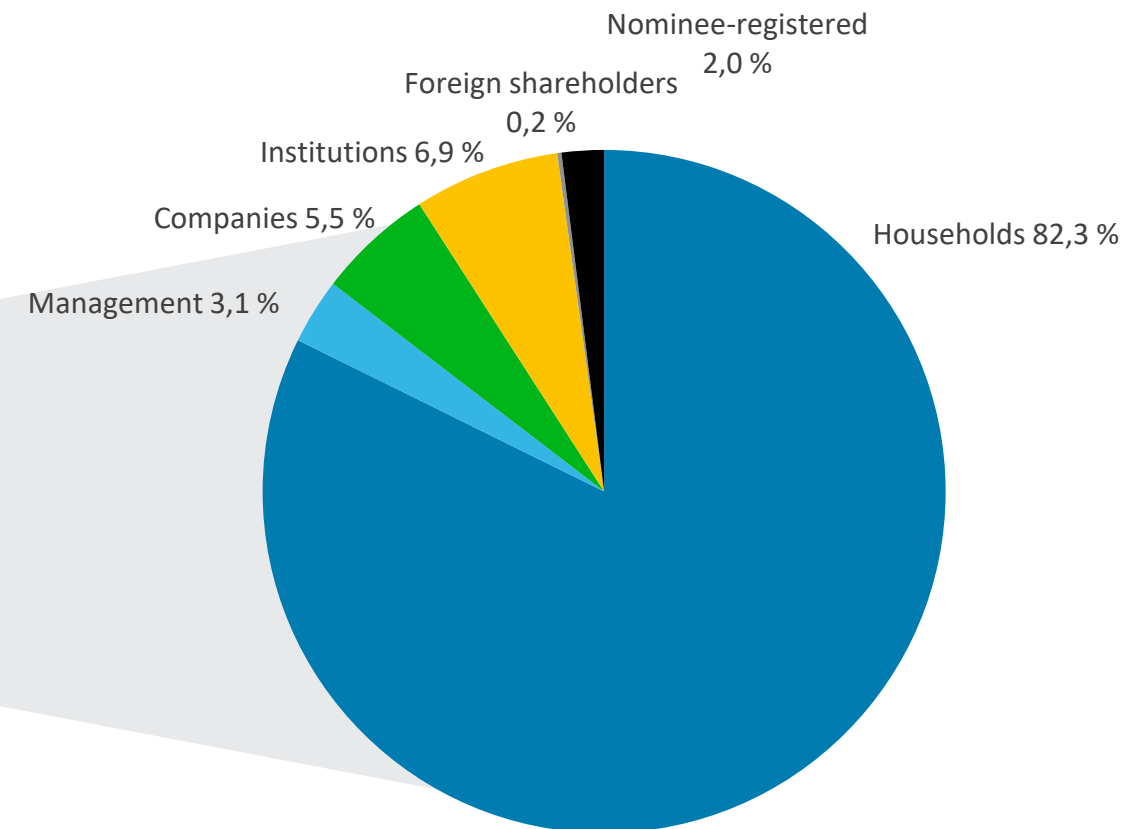
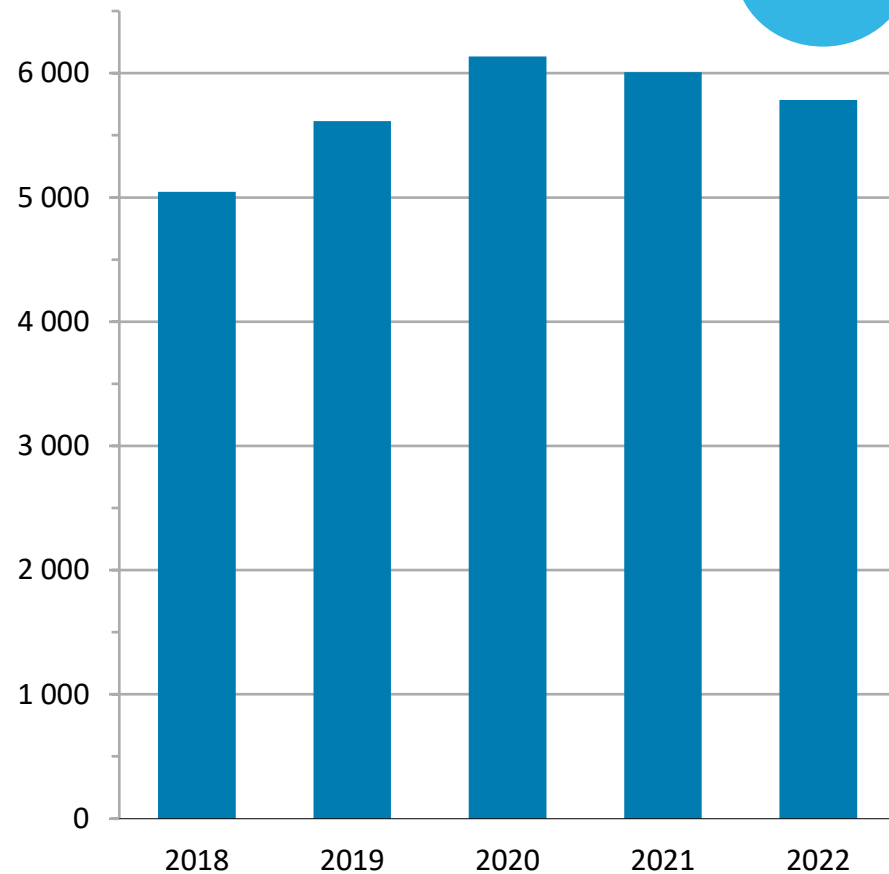


Equity and Return on equity (ROE)



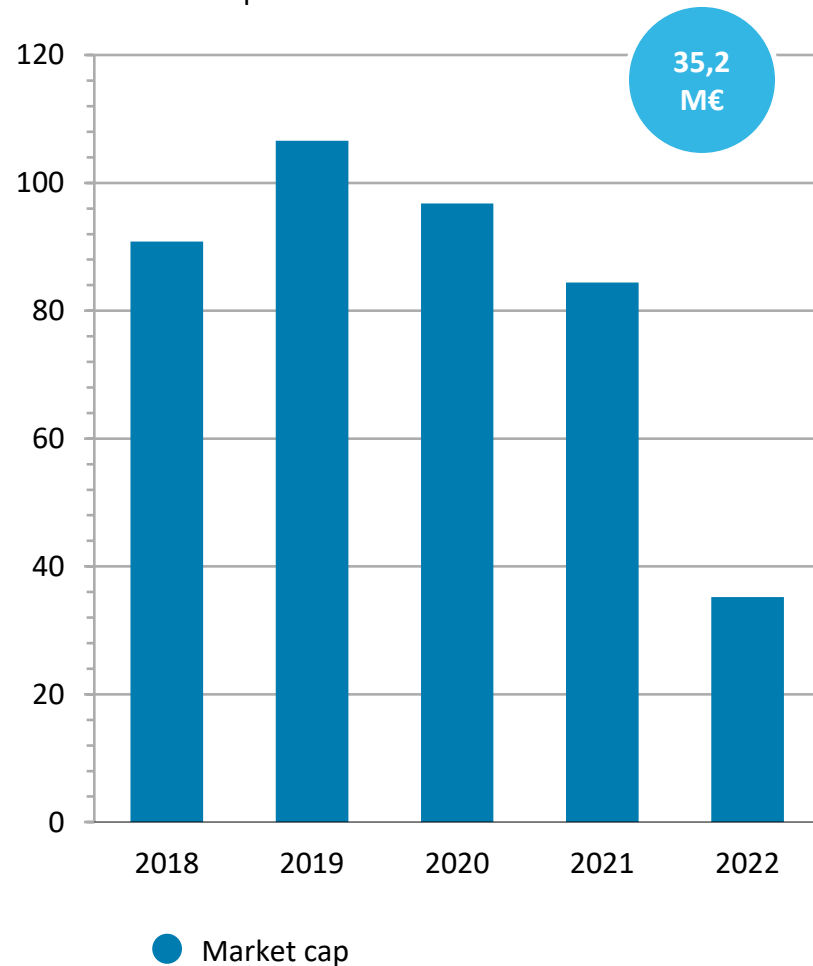
Shareholders

Number of shareholders
at the end of the period

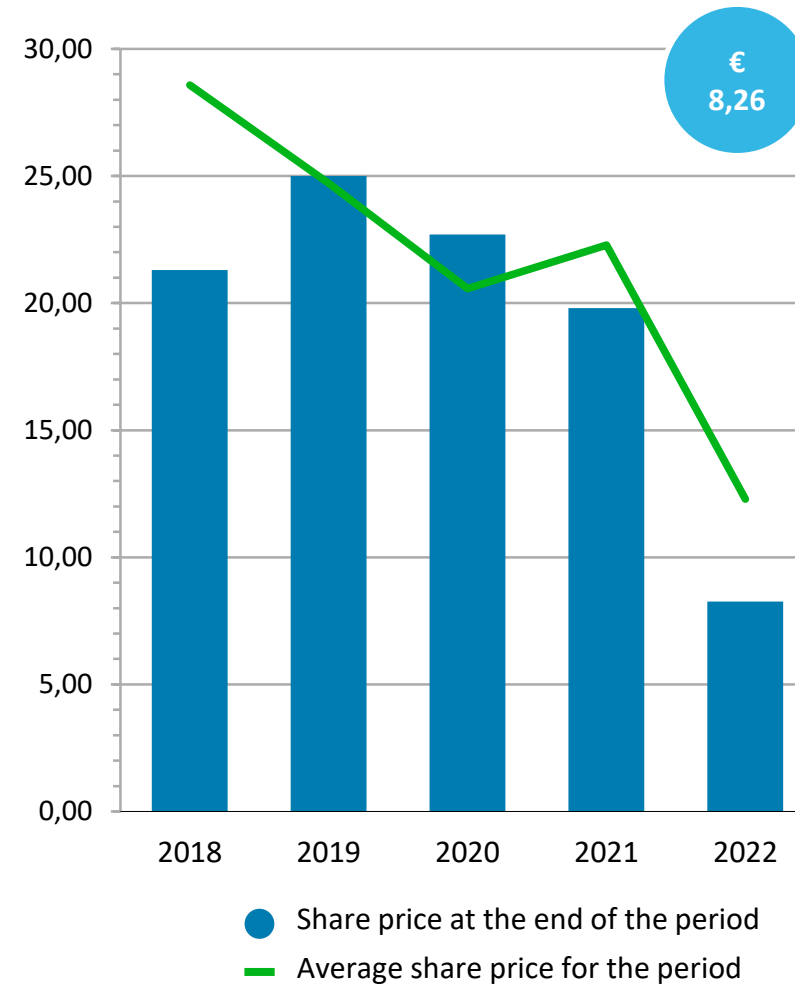


Market capitalization and Share price

M€
at the end of the period



€,
at the end of the period



Outlook for 2023

Business environment

- Market situation and outlook in the global economy, as well as in the financial markets has become uncertain during last year
- Demand for Raute's offering in 2023 is expected to be reasonably good in North America, Europe and Latin America, but global economic development includes elevated uncertainties
- Cost inflation is expected to slow down
- Components availability has improved, but the situation has to be closely monitored

Raute

- Wind-down of Russian operations will continue, and most of the remaining volume is expected to be delivered during Q1/ 2023
- Raute's 2023 net sales are expected to be above M€ 130 and Comparable EBITDA margin to be above 4%.

Further information

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