HKFOODS

Interim Report January–September 2025

Juha Ruohola, CEO
Mika Tilli, CFO
5 November 2025

Q3/2025: Key events

Comparable EBIT continued to grow for 11th consecutive quarter. Result for the period from continuing operations showed growth.

Sales to the Finnish retail channel and food service channel grew, and industrial sales and exports decreased as planned, which improved the sales structure.

We strengthened our position in the meat product market.

The new EUR 20 million capital securities will generate annual interest savings of EUR 2.4 million.

A write-down of conditional purchase price receivable related to the sale of Baltic operations

The investment in the Vantaa meal production line was completed.

Updated strategy and long-term financial targets

Outlook for 2025 unchanged

Q3/2025: Net sales and EBIT

Net sales: Sales to the Finnish retail channel and food service channel grew, and industrial sales and exports decreased as planned

Retail sales

- Growth particularly in meat products, in which market position strengthened.
- Sales increased in poultry products and pork.

Food service

- Sales increased due to successful commercial measures and a comprehensive product range, despite the challenging market.
- Strong growth in sales of poultry products and ready-to-eat food components.

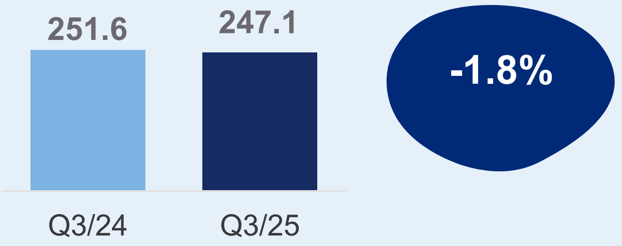
Industrial sales and exports

- The growth in pork sales to the Finnish retail channel has reduced the need for less profitable sales to industry and exports.
- Export of pork by-products to China decreased, but export of poultry increased.

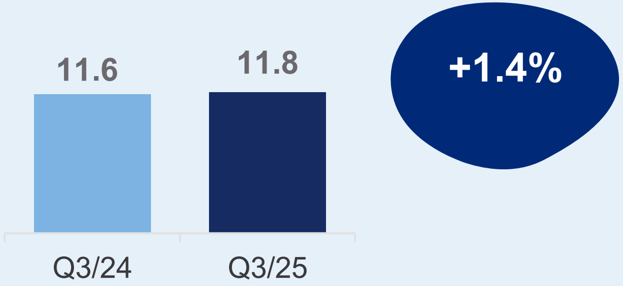
EBIT: Comparable EBIT continued to grow

- Despite a strong comparison period, profitability improved, and the comparable EBIT margin was 4.8% (4.6).
- Comparable EBIT improved due to a better sales structure, savings generated by the company's efficiency programme, and increased production efficiency.
- The sharp increase in the purchase price of beef due to the shortage of beef weakened the comparable EBIT.

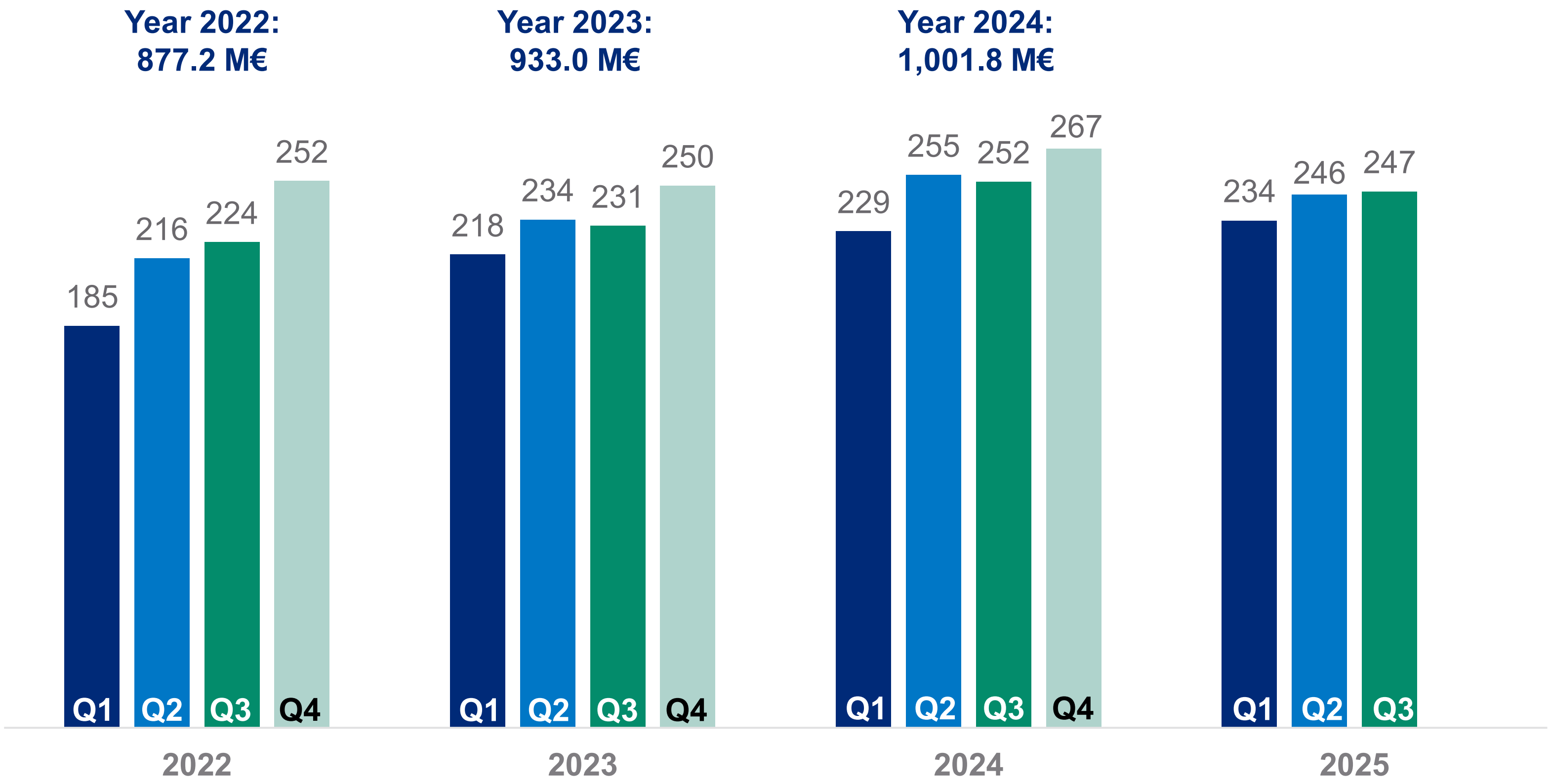
Net sales, M€, continuing operations



Comparable EBIT, M€, continuing operations

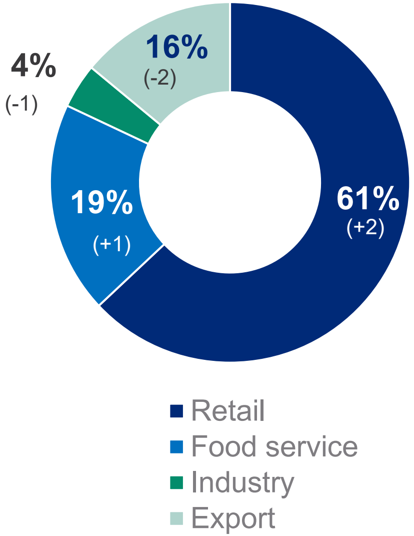


Quarterly net sales, M€, continuing operations

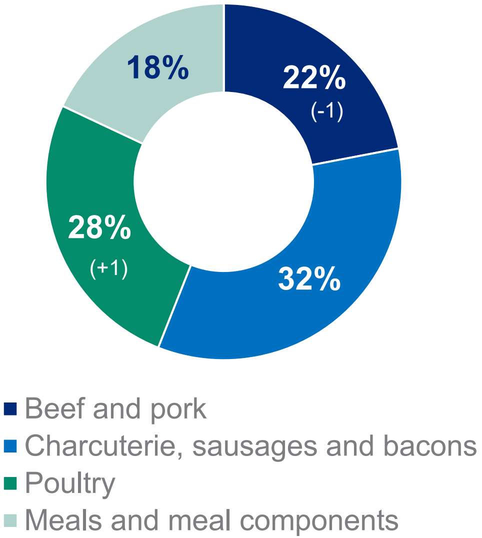


Net sales breakdown Q3/2025, continuing operations

Sales channels

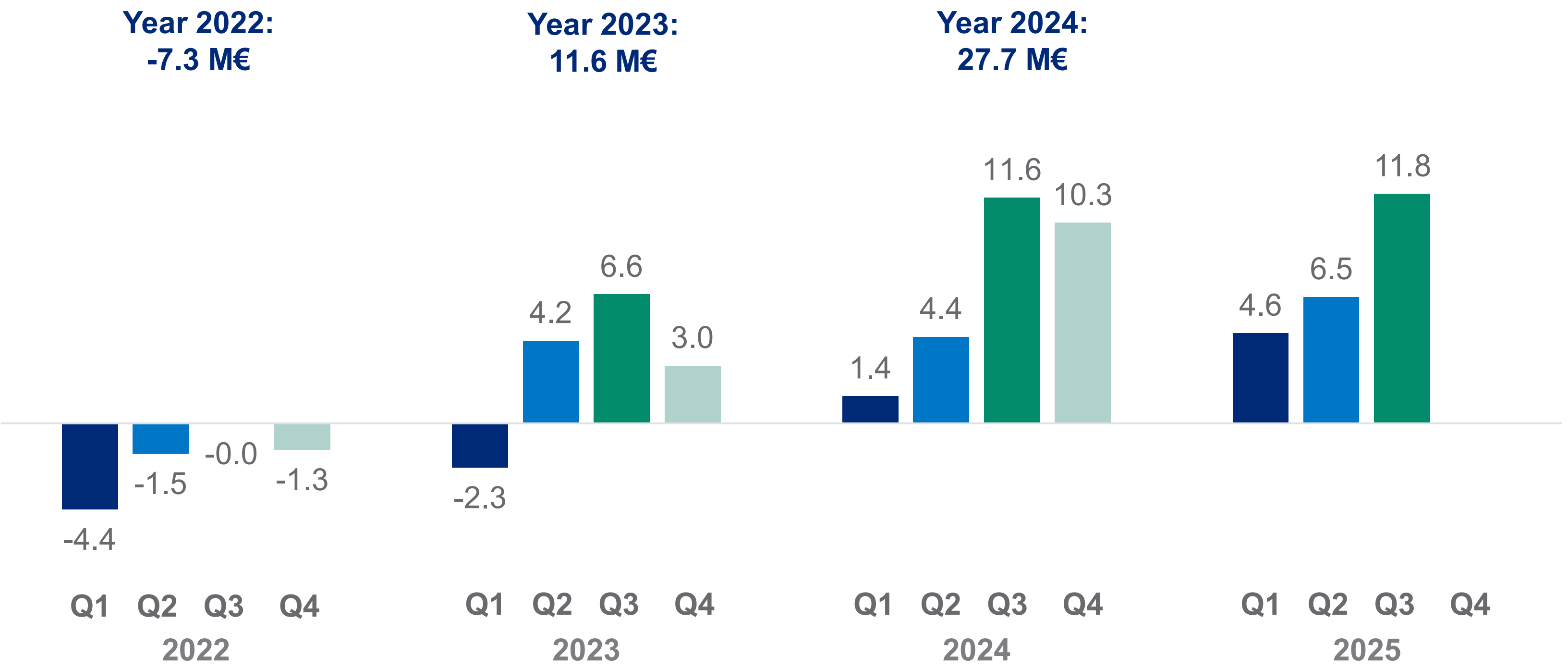


Categories



- *Changes in percentage points vs. Q3/2024 in parantheses*

Quarterly comparable EBIT from continuing operations, M€



Key events in July–September 2025

Strategic production investments in Vantaa and Eura completed

Investments enable growth in meals, meal components and snacks, which increases added value and improves profitability.

Vantaa meal production line

- Completed in the review period, production on the new line has begun.
- Meets the growing demand for ready meals in both retail and food service.
- Investment is worth around EUR 5 million.

Eura production line for ready-to-eat products

- New products launched in Q2/2025.
- Total investment of around EUR 9.7 million.

We updated our strategy and financial targets

Our target is profitable and sustainable growth as well as a strong presence in consumers' food moments as a valued partner.

Vision
The most valued partner of food moments

Mission
We make life tastier – today and tomorrow

Values
Inspire, Lead, Care and Deliver

Long-term financial targets
- EBIT **> 5%** of net sales
- Return on capital employed (ROCE) **> 12%**
- Net gearing **< 80%**
- Dividend **> 50%** of net profit

Focus areas

1. Growth in selected food moments
2. Operational excellence
3. Competent, healthy personnel
4. Sustainable value chain

Strategic focus areas

Core business
Pork, beef and poultry meat, meat products, ready meals and meal components

Focus on growing product segments
Strong and innovative poultry products, meals and meal components

Growth in selected food moments
Profitable growth through selected food moments, which include simple everyday life and nutritious snacks.

Operational excellence
Production and processes are enhanced and automated, and the entire value chain is streamlined and developed. Joint efforts are strengthened both internally and through partners.

Competent, healthy personnel
We inspire people to get involved and renew ourselves. Wellbeing and safety at work are developed, and corporate culture is strengthened.

Sustainable value chain
We care and take responsibility for a sustainable value chain by developing contract production, utilising innovations and producing tasty, healthy and safe food for consumers' various food moments.

Responsibility programme 2026–2028 themes

ENVIRONMENT

- Reducing greenhouse gas emissions
- Preventing biodiversity loss in the value chain
- Reducing waste and increasing the recyclability of packaging

ANIMAL WELFARE

- Developing the welfare of production animals through the principle of continuous improvement

GOOD GOVERNANCE AND CORPORATE CULTURE

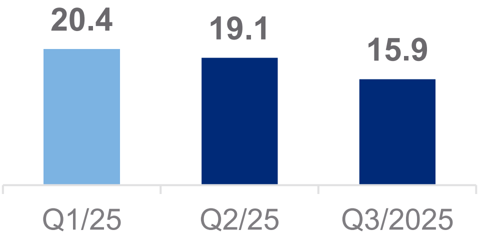
- Promoting a culture that supports sustainable and ethical practices

PEOPLE

- Promoting safety and wellbeing at work
- Competitive and socially sustainable producer community
- Safe food that supports wellbeing

We continued to improve safety. Our goal is zero accidents at work.

Accident frequency (LTIR) developing in the right direction



HKFoods Group's Lost Time Injury Rate (LTIR) of work accidents leading to sick leave among group's own workforce in Finland and Poland for the previous 12 months per million working hours. The LTIR figure covers information of the subsidiaries Kivikylän kotipalvaamo Oy, Lihatukku Harri Tamminen Oy and Jokisen Eväät Oy since Q1/2025. No comparison figure is available for 2024.

Outlook for 2025 unchanged

HKFoods expects that in 2025 the Group's comparable EBIT will grow compared to 2024.

Outlook published on 14 February 2025

Financial Review

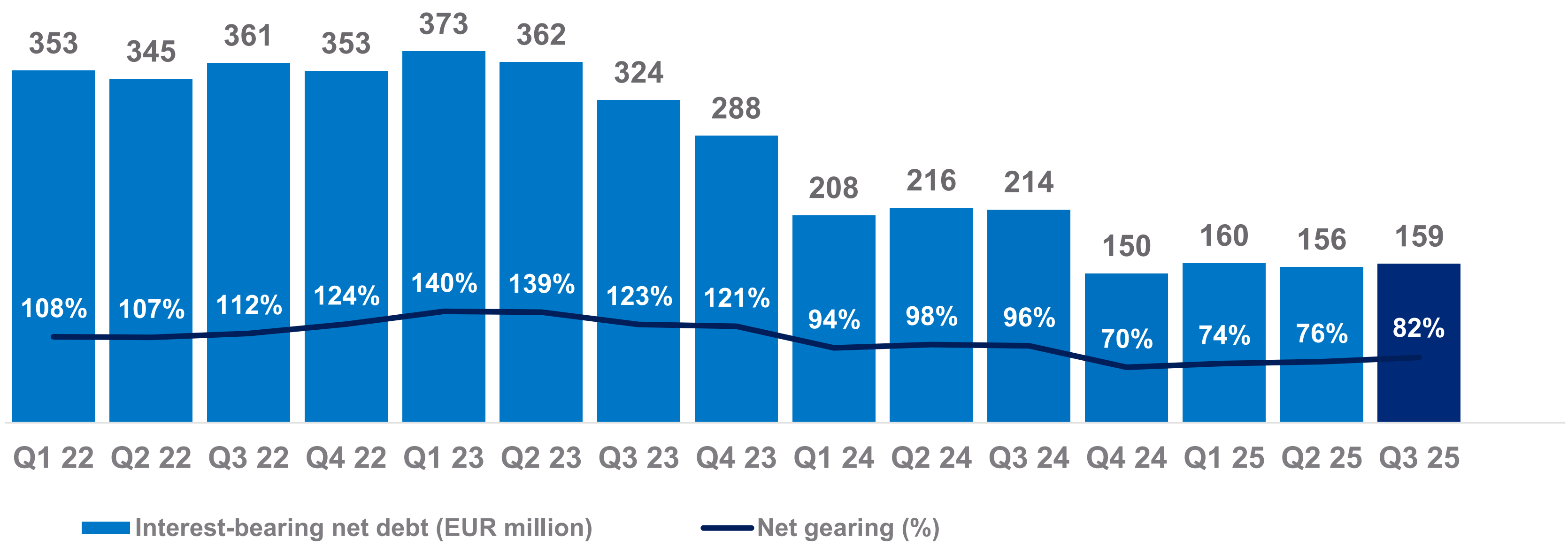
Key figures, continuing operations

EUR million	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales	247.1	251.6	726.5	735.0	1,001.8
EBITDA	18.5	19.2	43.9	39.4	56.3
EBIT	10.9	11.6	21.8	15.9	22.4
- EBIT margin, %	4.4	4.6	3.0	2.2	2.2
Comparable EBIT	11.8	11.6	22.9	17.4	27.7
- EBIT margin, %	4.8	4.6	3.2	2.4	2.8
Profit for the period	7.4	6.4	10.2	0.9	-1.8
EPS, EUR	0.06	0.05	0.06	-0.03	-0.09
Comparable EPS, EUR	0.07	0.05	0.07	-0.02	-0.04

Key figures

EUR million	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Cash flow from operating activities, incl. discontinued operations	6.4	7.5	23.0	22.4	60.8
Cash flow after investing activities, incl. discontinued operations	8.4	6.8	14.0	77.4	141.7
Return on capital employed (ROCE) before taxes, %, incl. discontinued operations			4.8	-2.4	0.9
Interest-bearing net debt			159.4	213.8	149.8
Net gearing, %			81.7	96.4	69.5
Leverage (Net debt to EBITDA ratio)			2.5	3.6	2.6

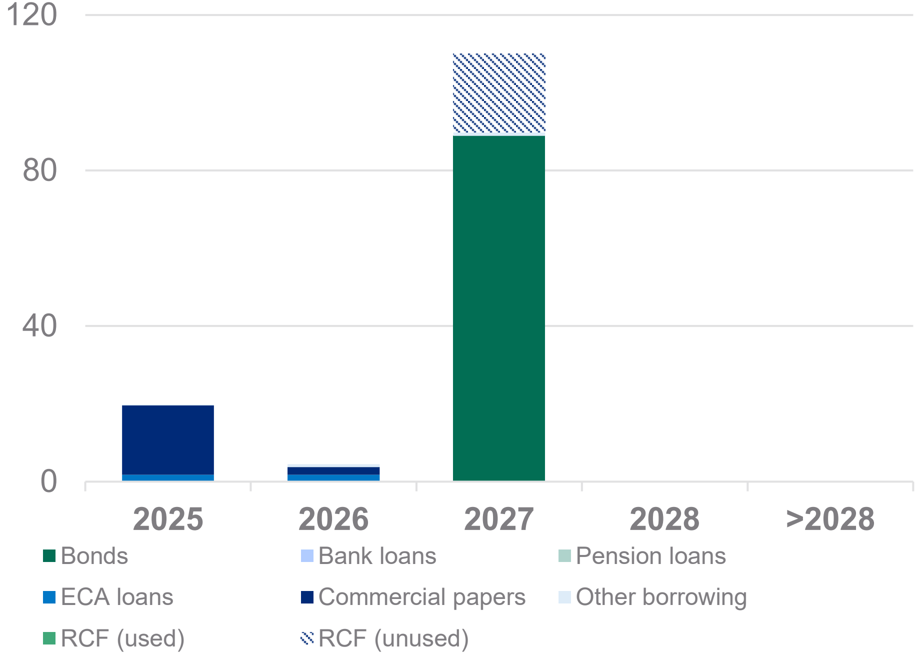
Interest-bearing net debt and net gearing



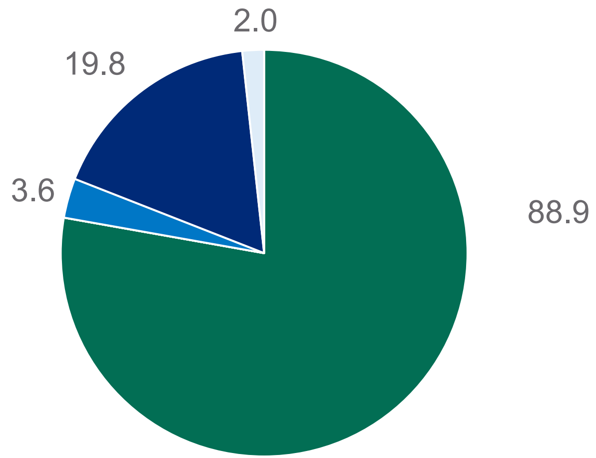
The net gearing ratio limit for bank loans is 105 per cent until the end of March 2026 and 100 per cent from June 2026.
The net gearing ratio limit for the bond is 120 per cent.

Debt profile and maturity structure as of 30 September 2025

Maturity of the Group's interest-bearing debt*, M€



Interest-bearing debt by credit type, M€*

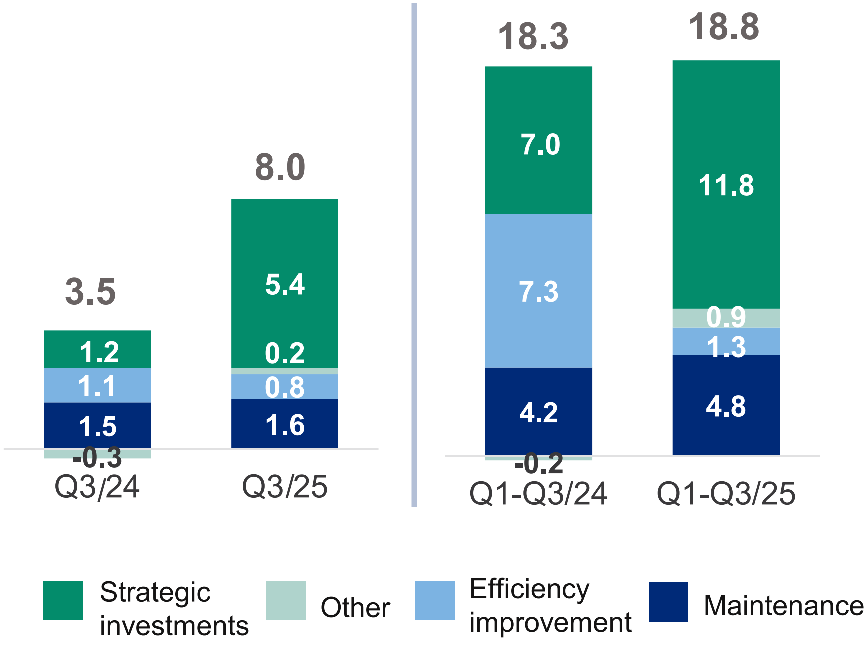


Total interest-bearing debt without IFRS 16: EUR 114.3 million

*Without lease liabilities
*EUR 20 million hybrid bond is treated as equity

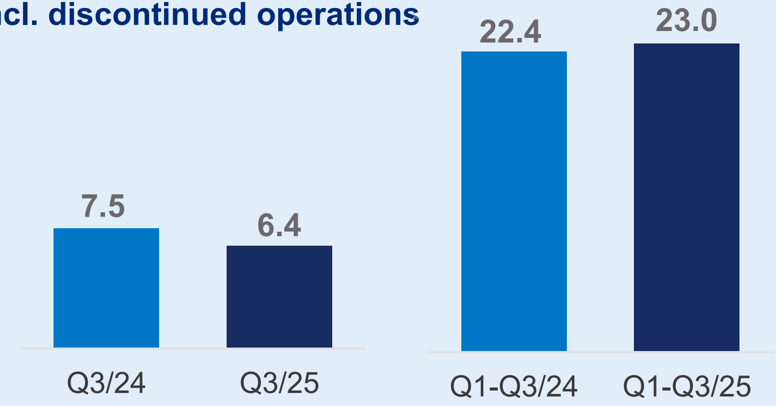
Investments

Group investments, M€, continuing operations

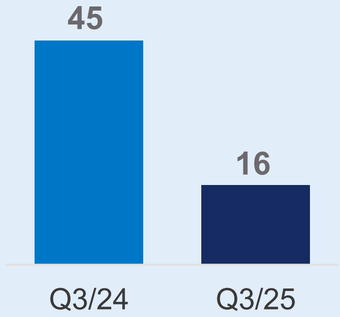


Cash flow and working capital

Cash flow from operating activities, M€, incl. discontinued operations



Working capital, M€, incl. discontinued operations



HK novelties of fall 2025

HKFoods’ product tips for the Christmas season

Kariniemen novelties of fall 2025

Eat well even in a hurry

Financial reporting & AGM in 2026

Financial Statements Bulletin 2025: 13 Feb 2026

Annual Report 2025: week 14/2026, at the latest

AGM: 22 Apr 2026

Financial reports 2026:

- Q1/2026: 6 May 2026
- H1/2026: 5 Aug 2026
- Q3/2026: 4 Nov 2026

The most valued partner of food moments

HKFOODS

www.hkfoods.com