



BillerudKorsnäs | September 2013

Per Lindberg, President & CEO, and Sophie Arnius, Investor Relations & Financial Media Director

WE CHALLENGE CONVENTIONAL PACKAGING FOR A SUSTAINABLE FUTURE



BILLERUDKORSNÄS IN BRIEF

Leading position



High performance materials



Smarter solutions



Sustainable innovation



Growing markets



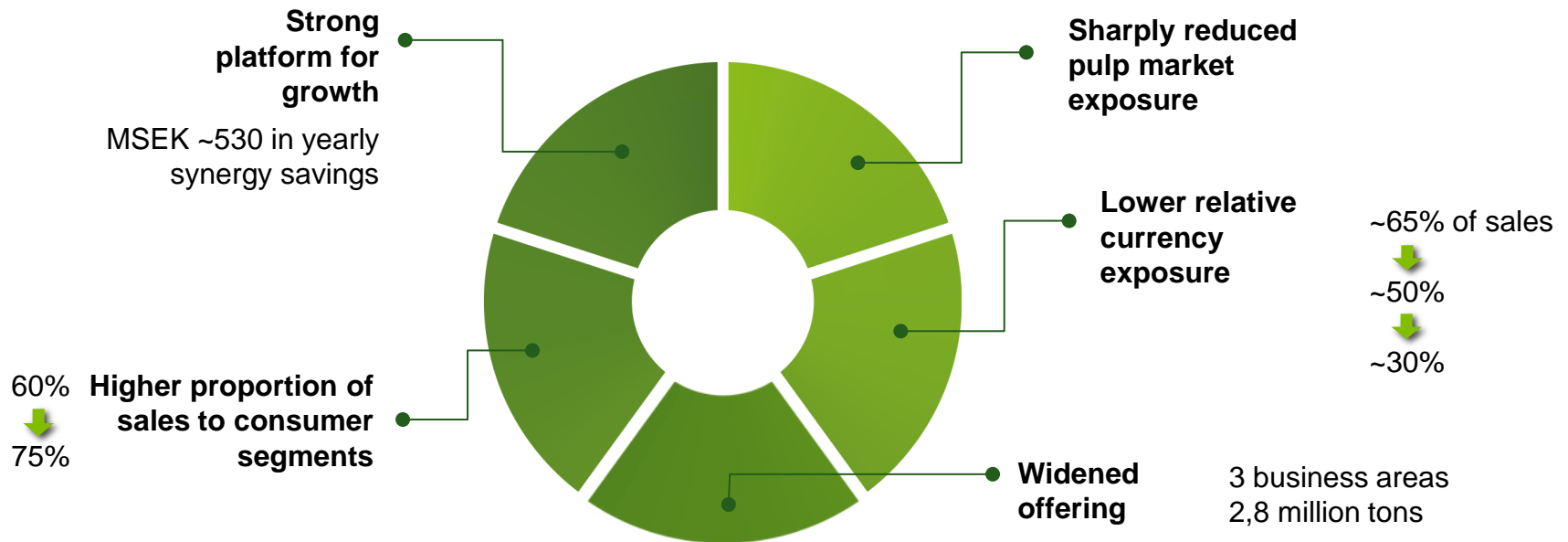
Proforma financials

Net sales:	SEK 20bn
EBIT:	SEK 1.3bn
EBIT margin:	6.4%

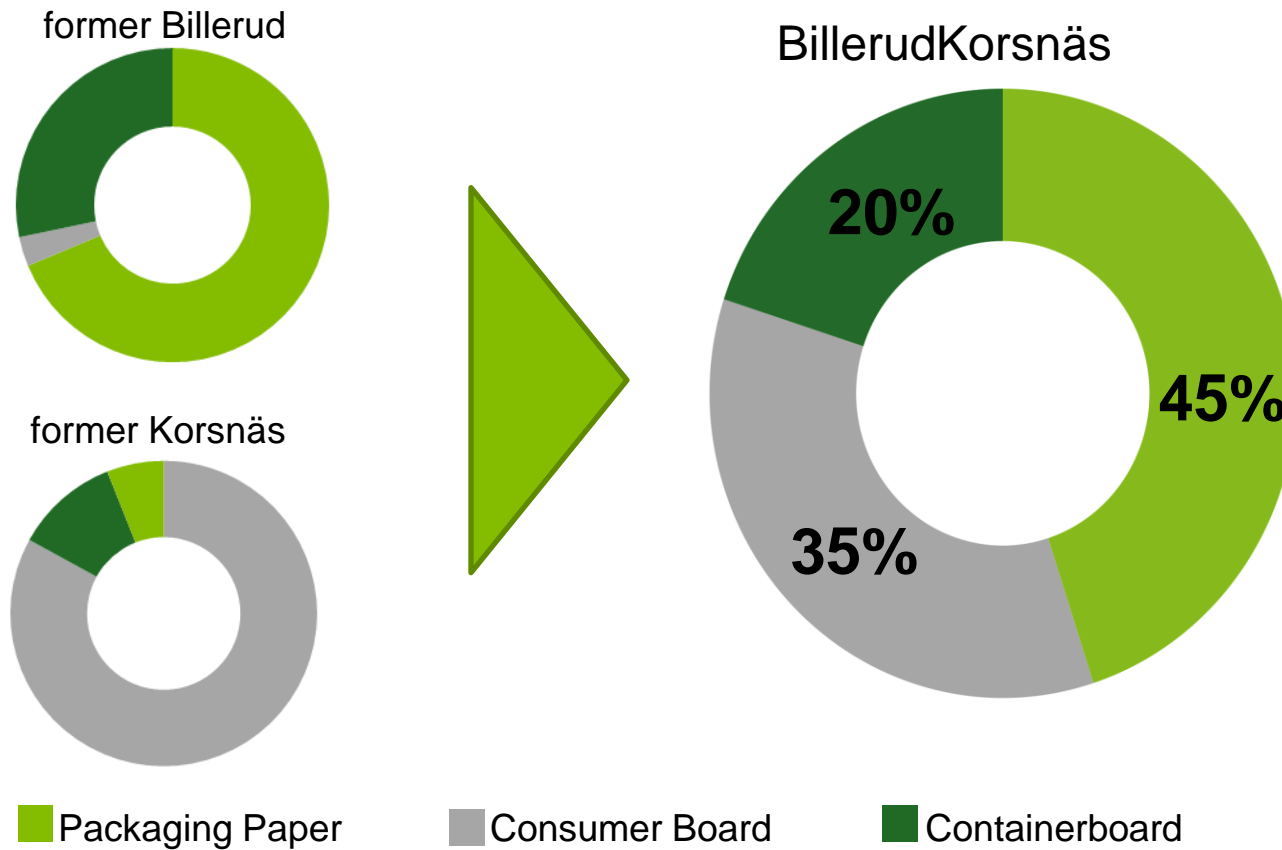


BILLERUDKORSNÄS VS BILLERUD A YEAR AGO

A STABLE AND STRONGER COMPANY



WIDENED AND IMPROVED OFFERING



Note: Graphs show breakdown of sales volume per business area.



INCREASED FOCUS ON CONSUMER SECTORS



**Food &
Beverages**

57%

40%



Industrial

26%

41%



**Consumer &
Luxury Goods**

11%

7%



**Medical &
Hygiene**

6%

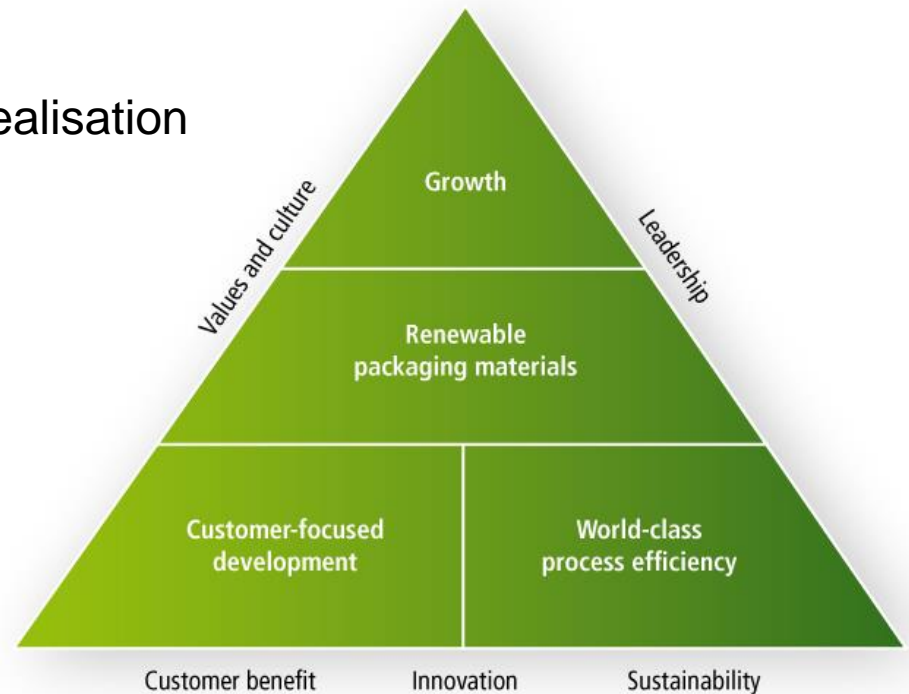
12%

Billerud pre transaction



STRATEGY

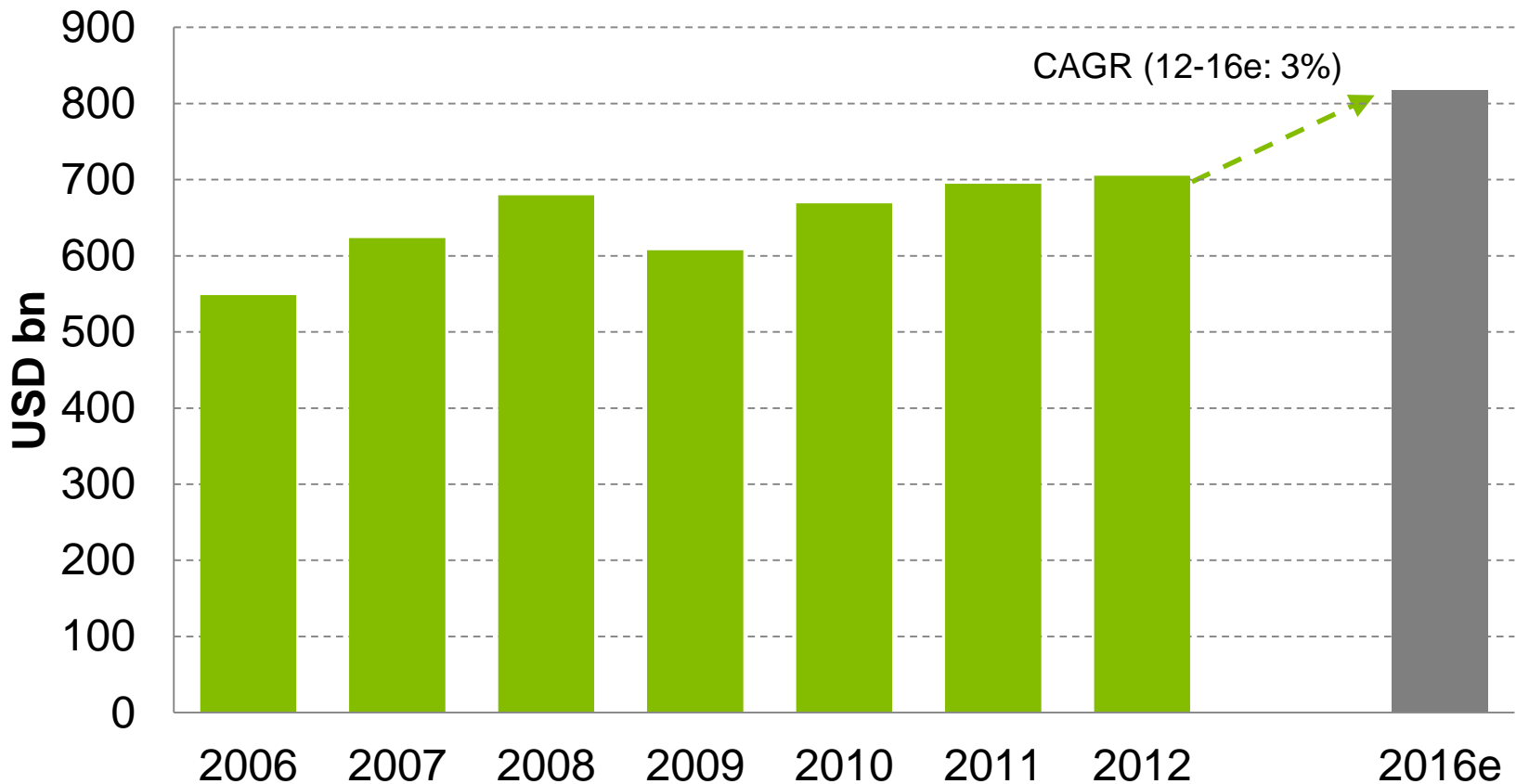
- Step 1 – integration and synergy realisation
- Step 2 - growth





STEADY GROWTH FOR PACKAGING

GLOBAL PACKAGING MARKET



Source: Pira International, 2011, BillerudKorsnäs

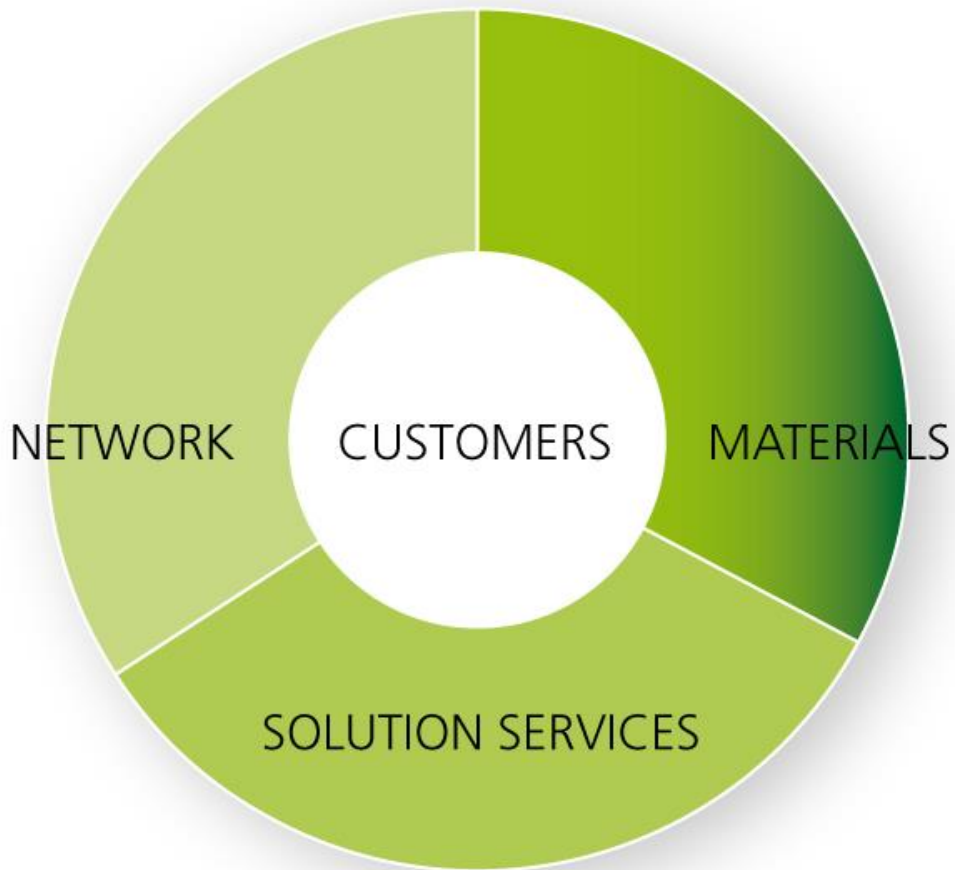
SMARTER PACKAGING DRIVING GROWTH





BUSINESS MODEL

A HOLISTIC APPROACH TO CUSTOMER NEEDS



MATERIAL



SOLUTION SERVICES



GLOBAL NETWORK

WORLD-CLASS PACKAGING MATERIALS



MATERIAL

PACKAGING PAPER

Kraft paper



Sack paper



CONSUMER BOARD

Liquid Packaging Board



Cartonboard



CONTAINERBOARD

Fluting



Liner



SOLUTION SERVICES



**SOLUTION
SERVICES**

- Comprehensive knowledge of the whole value chain
- Strong technical knowledge of packaging design
 - Expert assistance in the areas of packaging optimisation, print support and conversion support



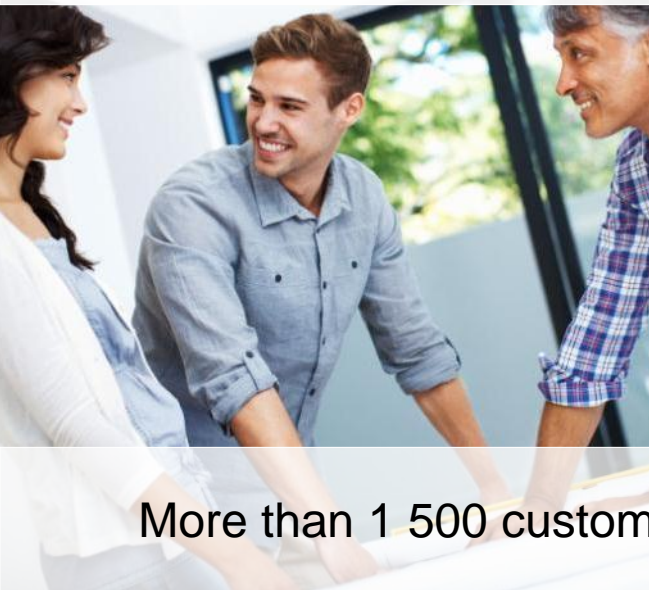


GLOBAL NETWORK



GLOBAL
NETWORK

Packaging manufacturers



Machine manufacturers



Research institutes



More than 1 500 customers and packaging partners in more than 100 countries

THREE BUSINESS AREAS

PACKAGING PAPER *Kraft and sack paper*



Net sales: SEK 7.8 billion
 EBIT: SEK 0.4 billion

Net sales



CONSUMER BOARD *Liquid packaging board, cartonboard and Cup Stock*



Net sales: SEK 6.7 billion
 EBIT: SEK 0.6 billion

EBIT



CONTAINERBOARD *Fluting and liner*



Net sales: SEK 3.2 billion
 EBIT: SEK 0.3 billion

Sales volumes

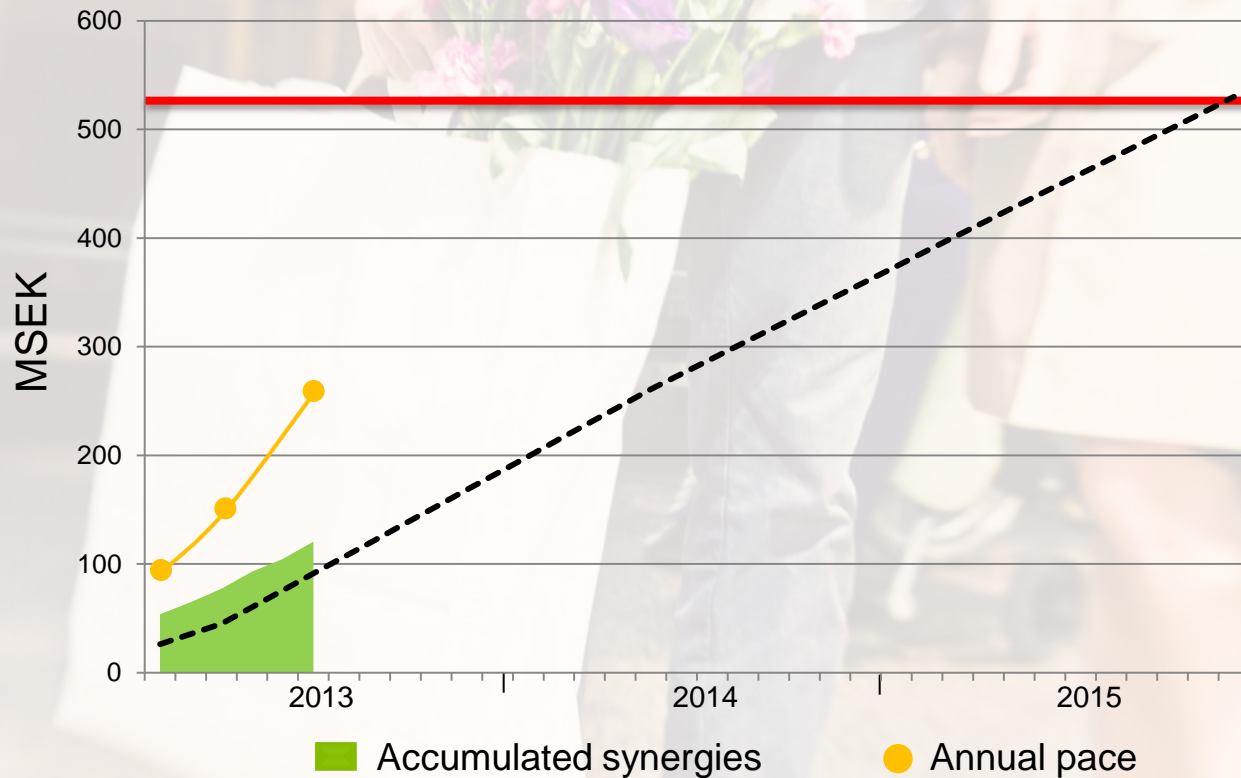


■ Packaging Paper
 ■ Consumer Board
 ■ Containerboard



ALREADY HALF WAY TO REALISING SYNERGY TARGET

ANNUAL PACE OF MSEK ~260 AS PER END OF Q2 2013





KEY FINANCIALS

	Q2 2013	vs. Q1 2013	Jan-Jun 2013	vs. Jan-Jun 2012
Net sales, SEKm	4 973	-3%	10 105	+114%
Adjusted operating profit, SEKm	318	-26%	750	+111%
Return on capital employed, %*	6%	-1 p.p.	6%	-8 p.p.
Operating cash flow, SEKm	94	-70%	403	+484%
Net debt/equity, multiple	0.85	+0.05	0.85	+0.60

*Calculated over the past 12-month period.



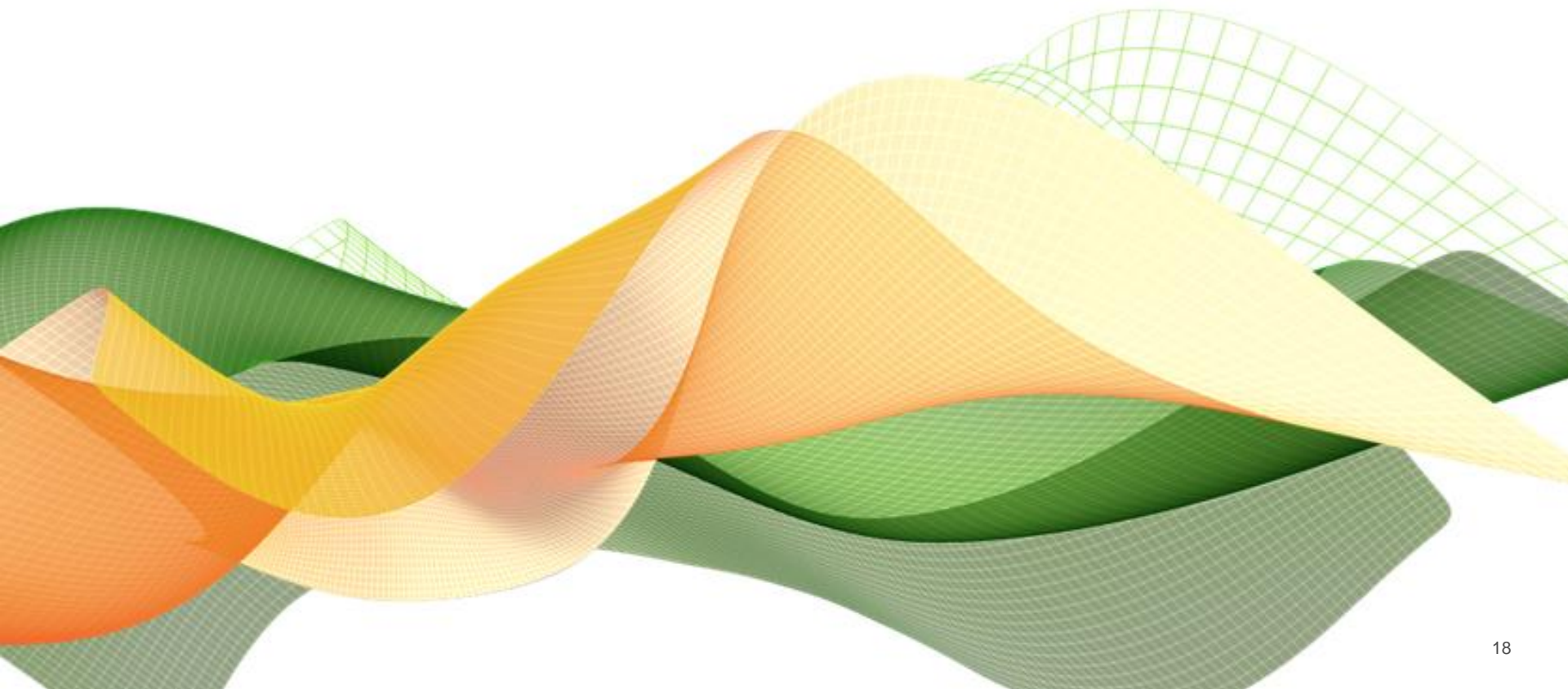
OUTLOOK

- Synergy and savings target of MSEK ~530 by end of 2015
- Market situation for Q3
 - Consumer Board – remain stable and satisfactory
 - Containerboard – stable but with increased uncertainty
 - Packaging Paper – slower than normal why downtime may occur
- Prices in local currency for Q3
 - Expected to stay on current level
 - Risk for price pressure for Packaging Paper
- Wood price – -5% for 2013 vs. 2012



Q&A

Capital Markets Day in Stockholm on 14 November 2013.
More info will be posted on www.billerudkorsnas.com





BILLERUDKORSNÄS

