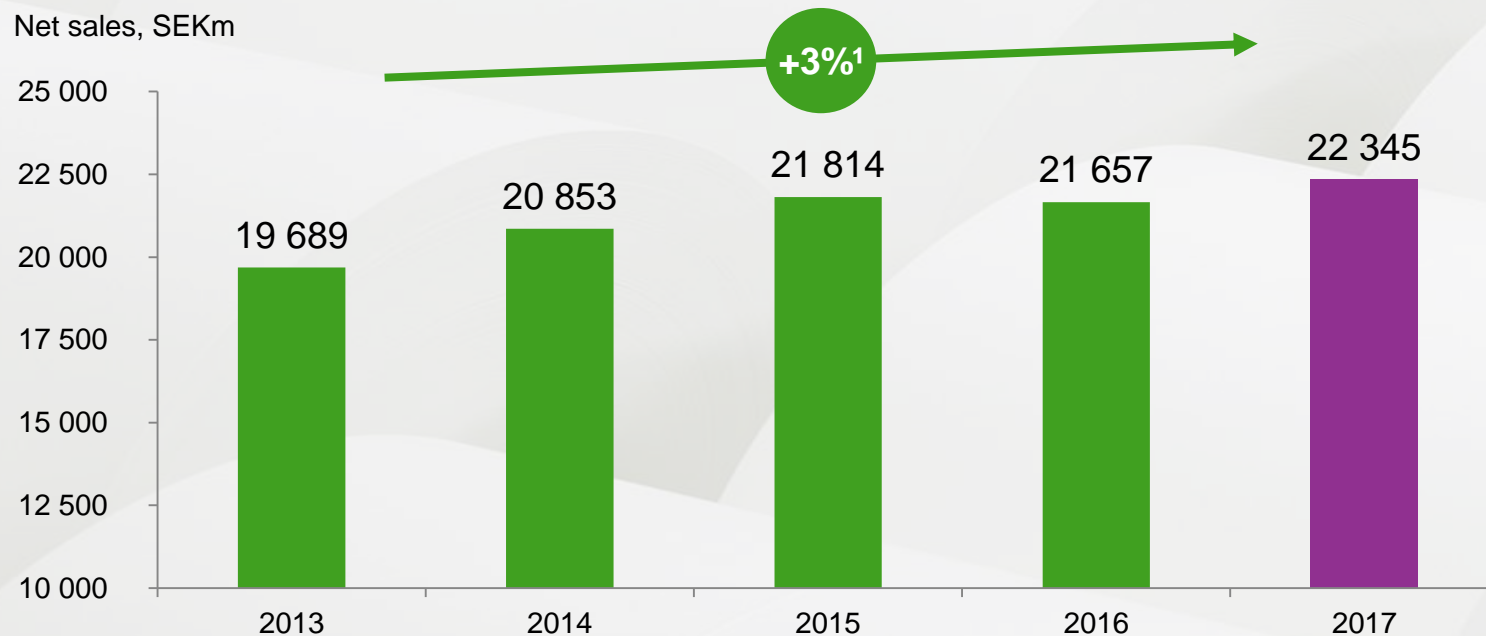


# 2017 IN BRIEF

- ④ Strong earnings
- ④ High demand across all business areas
- ④ Significant efforts to create stability
- ④ Investment for future growth
- ④ Innovation and sustainability measures that make a difference

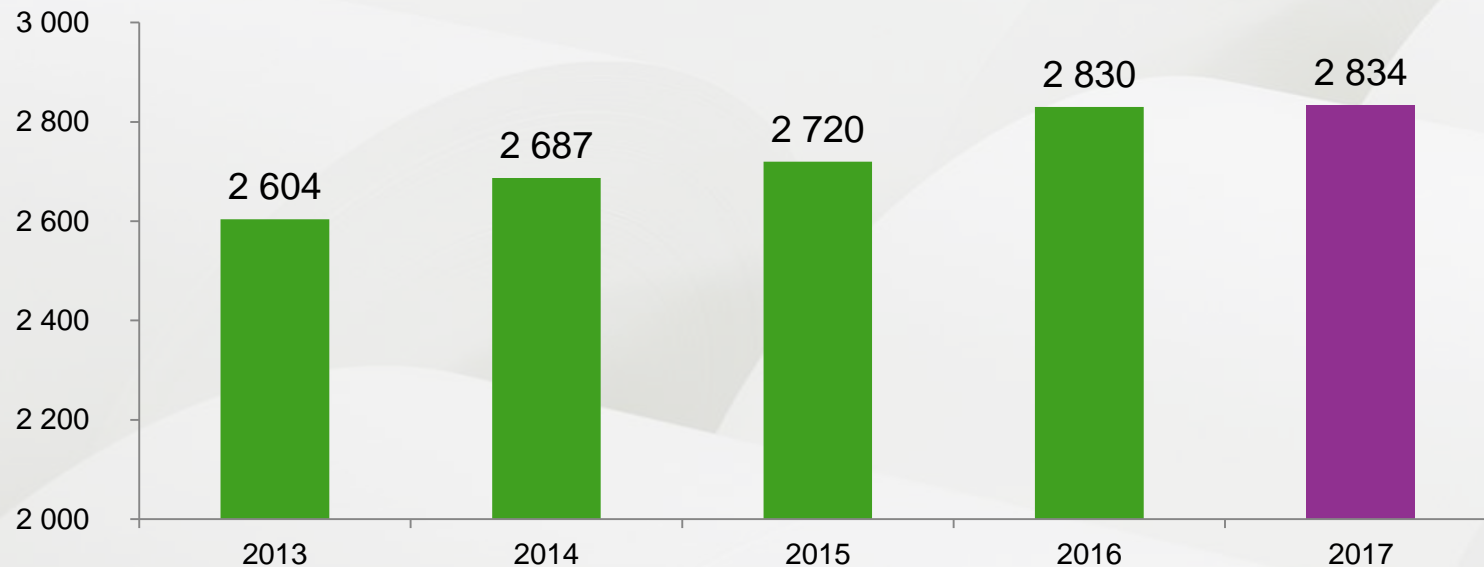
# HIGH DEMAND IS DRIVING GROWTH



<sup>1</sup>Average annual growth

# RECORD-HIGH PRODUCTION LEVELS

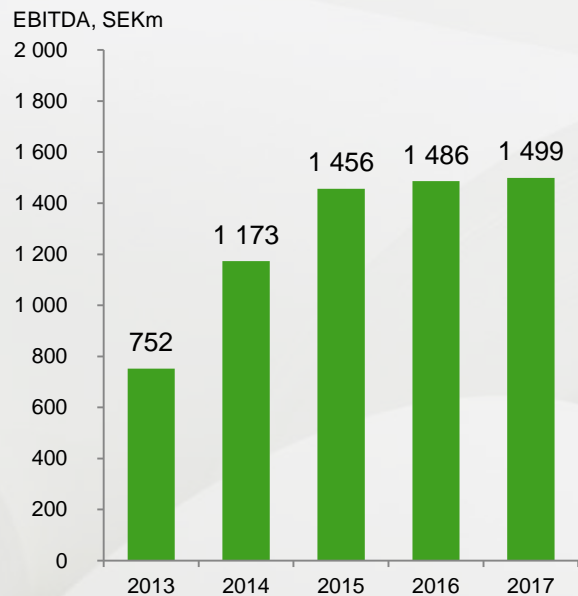
Production volume<sup>1</sup>, KTONNES



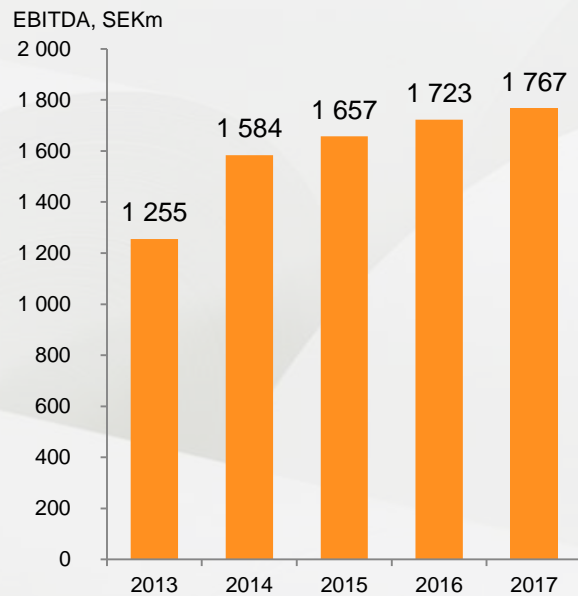
<sup>1</sup>exklusive Tervasaari

# STRONG EARNINGS BY ALL BUSINESS AREAS

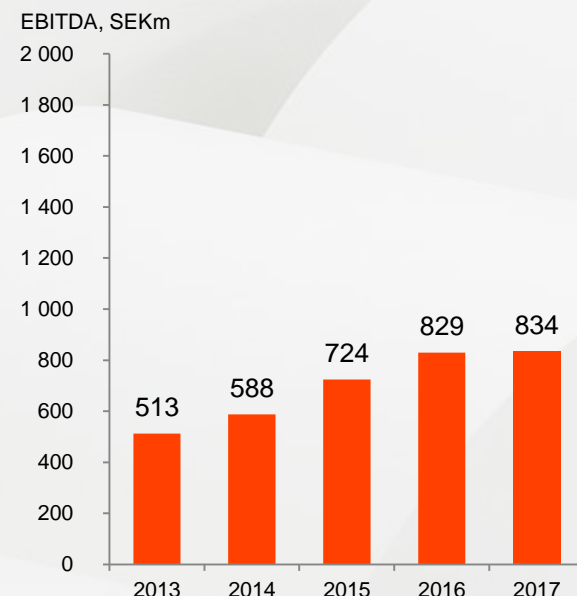
## PACKAGING PAPER



## CONSUMER BOARD

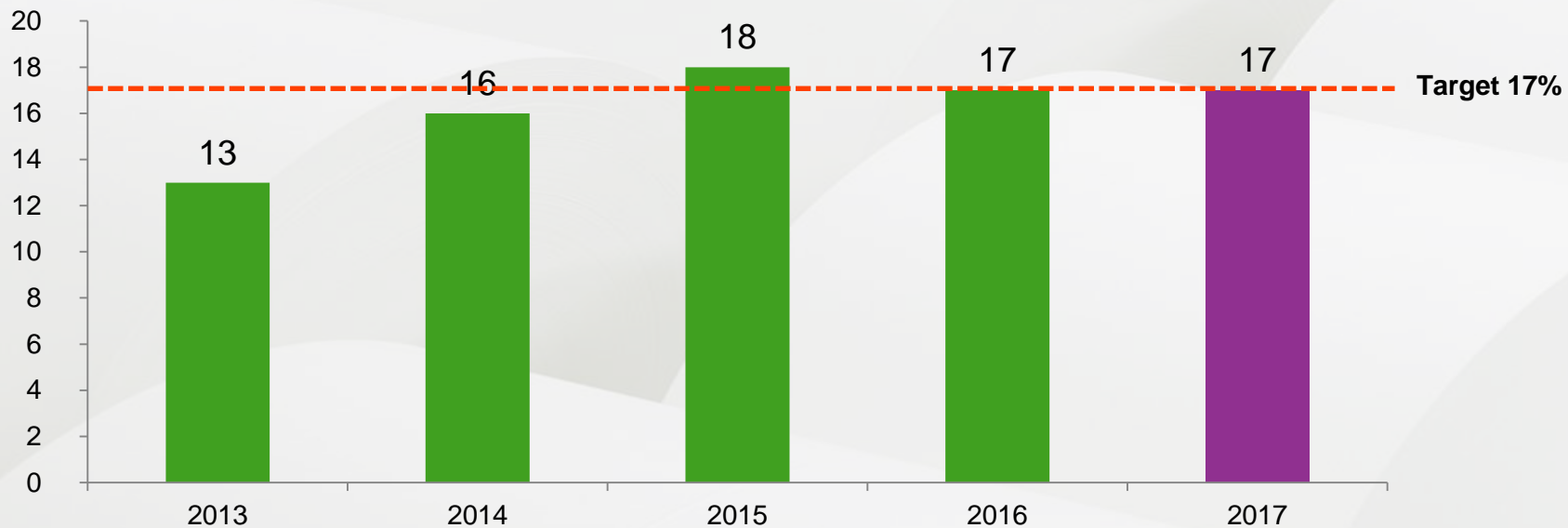


## CORRUGATED SOLUTIONS



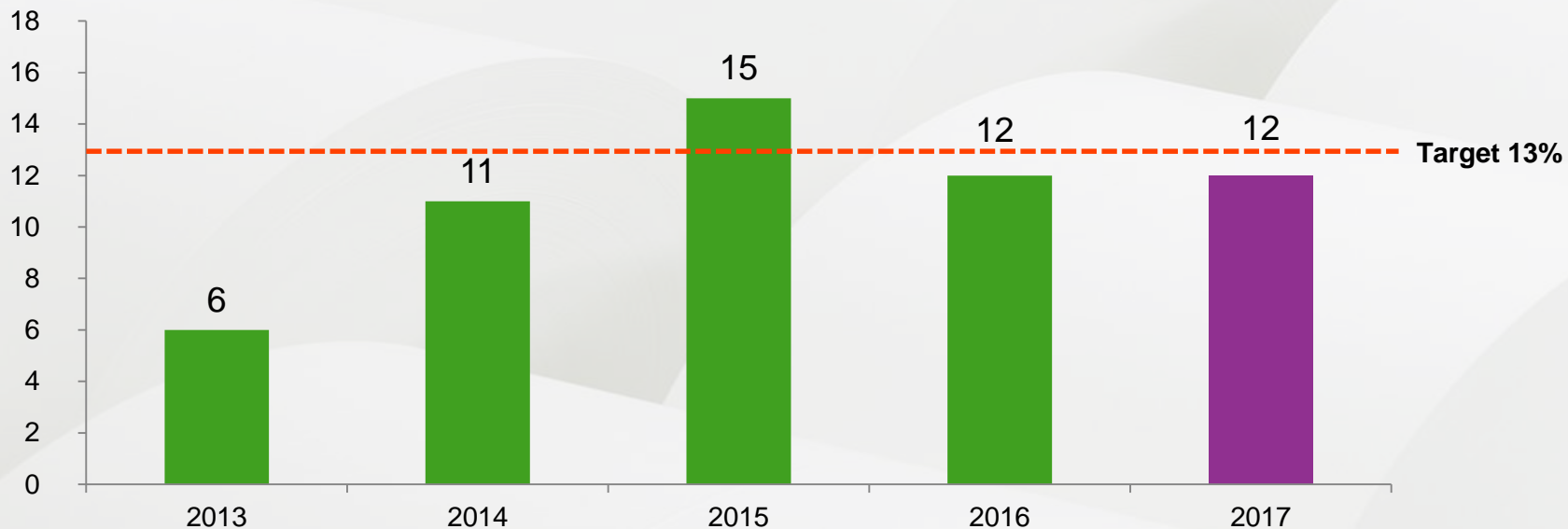
# SUSTAINED HIGH MARGINS

EBITDA MARGIN, %



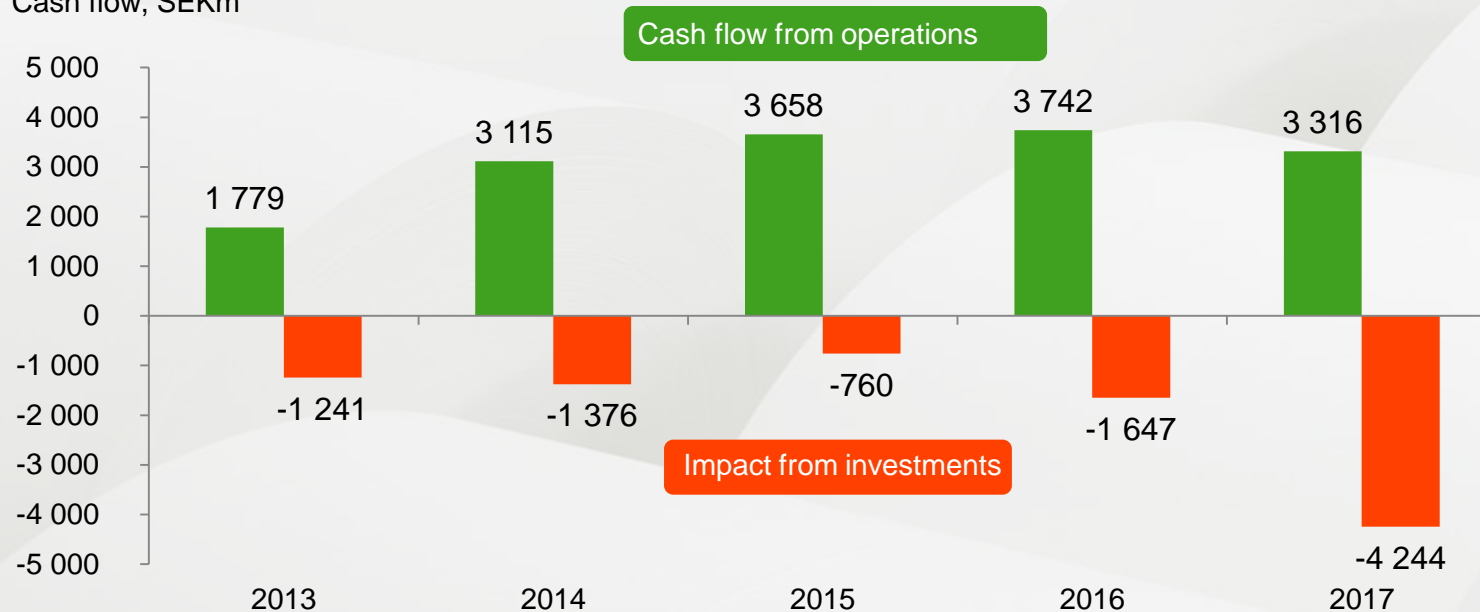
# RETURN IN LINE WITH EXPECTATIONS

Return on capital employed (ROCE), %



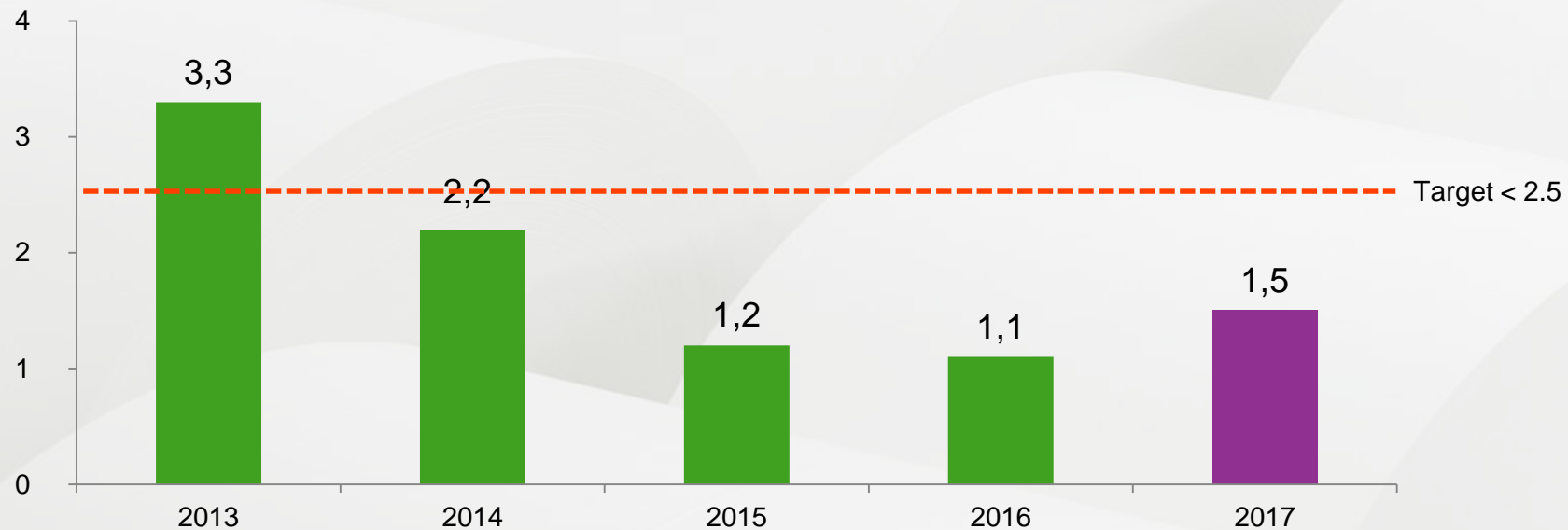
# STRONG UNDERLYING CASH FLOW

Cash flow, SEKm



# LEVERAGE WITHIN TARGET RANGE

Interest-bearing net debt/ EBITDA, multiple





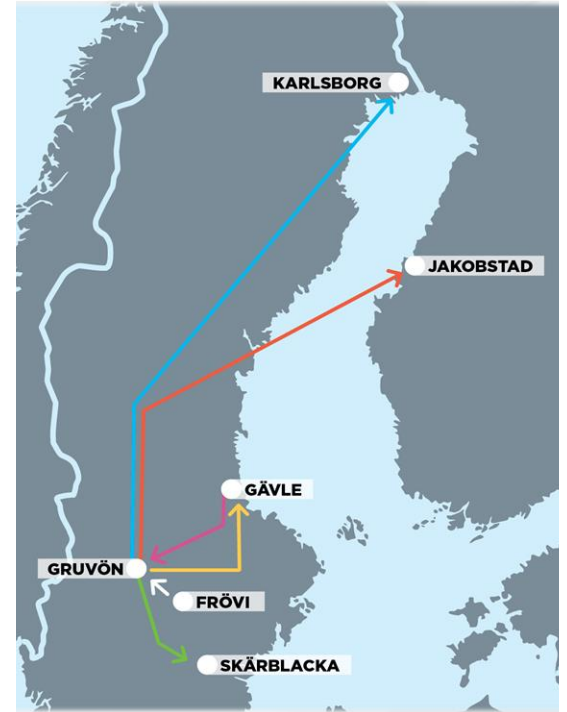
# FINANCIAL TARGETS

Area	Target	2017	
Growth	3–4%	3%	✓
EBITDA margin	>17%	17%	✓
ROCE	>13%	13% <sup>1</sup>	✓
Net debt/EBITDA	<2.5	1.53	✓
Dividend	50%	54%	✓

<sup>1</sup> Adjusted for items affecting comparability.

# SIGNIFICANT POTENTIAL OF NEXT GENERATION

- New capacity to capture growth
- Improved product mix
- More focused production facilities
- Reduced risks and volatility



# OUR LARGEST EVER INVESTMENT

- Revised project cost
- On schedule
- Startup in first quarter of 2019
- Full capacity utilisation by 2023

**About KM7 Gruvön:**

Production capacity: ~550,000 tonnes

Products: Liquid packaging board,  
cartonboard and liner

Investment: SEK ~7 billion



# WORLD-LEADING MG CENTRE

- Relocation of MG machine to Skärblacka
- Producing paper since April 2018
- Full capacity utilisation from 2019

**About PM10 Skärblacka:**

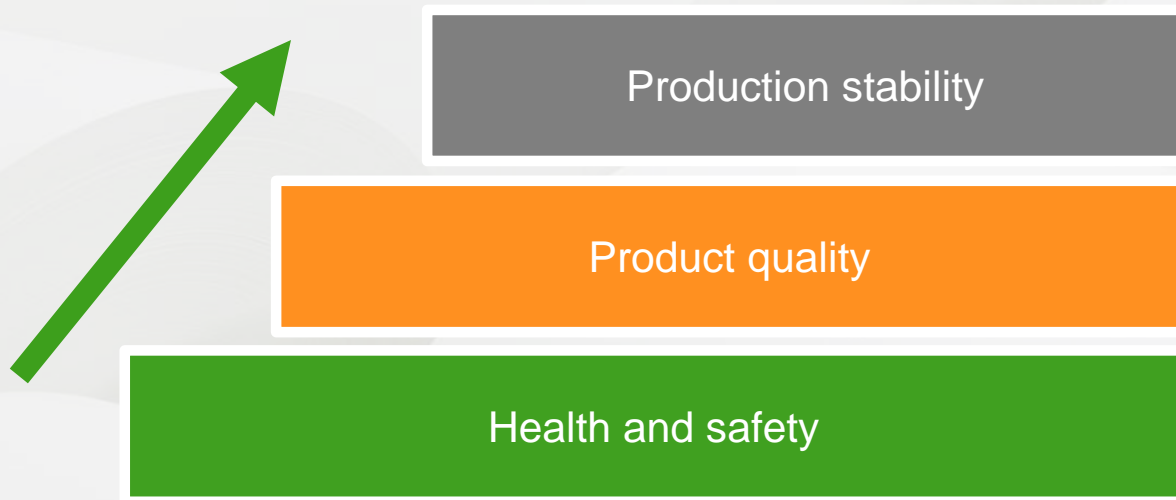
Production capacity: ~90,000 tonnes

Products: Machine-glazed paper

Investment: SEK 1.3 billion

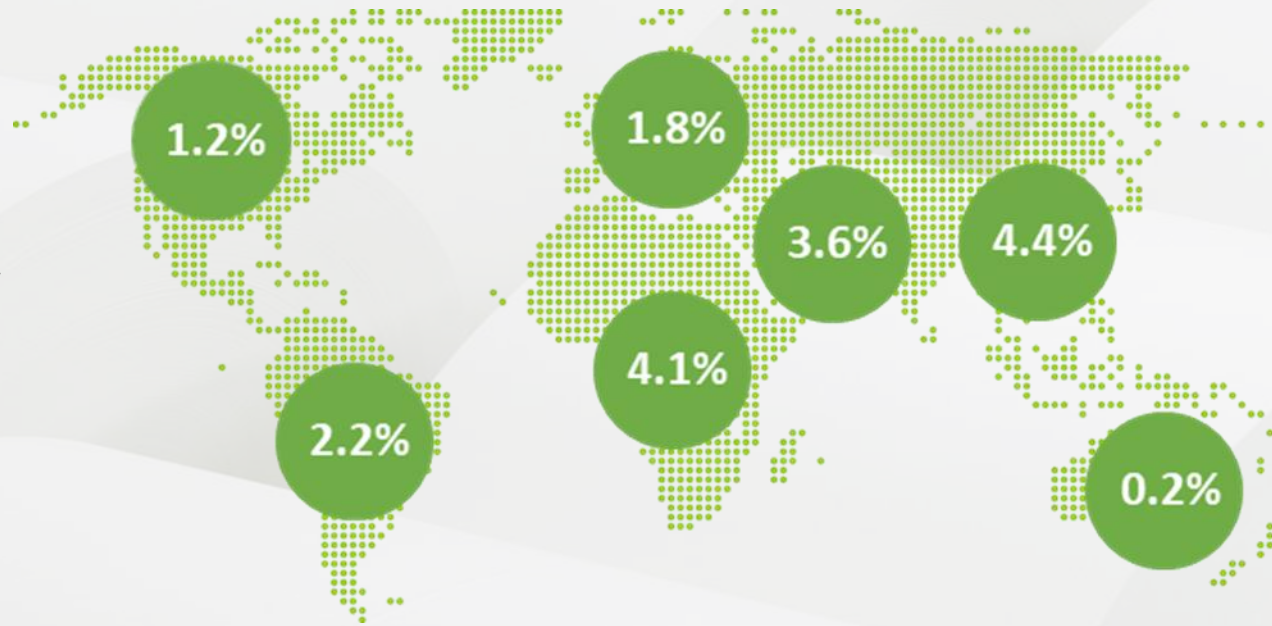


# FOCUS ON OPERATIONAL EXCELLENCE



# MEGATRENDS ARE CREATING OPPORTUNITIES

- ④ Urbanisation
- ④ E-commerce
- ④ Sustainability



# SUSTAINABLE PACKAGING IS IN DEMAND

- Key role in transition to a more sustainable society
- In the top 10 percent of the world's most sustainable companies
- 97.2 percent biofuel
- New emissions targets



# EMPHASIS ON INNOVATION FOR A SUSTAINABLE FUTURE

- ④ The paper bottle
- ④ Internet of Packaging
- ④ Solutions for temperature-controlled supply chains

