

Ahlstrom Capital Markets Day 2010



Path to profitable growth

Helsinki, November 11, 2010

Laura Raitio, EVP, Building and Energy

Building and Energy

1. Building and Energy overview and strategic direction
2. Growth opportunities in Building markets
3. Growth opportunities in Wind Energy market

Overview of applications to Marine & Wind

Specialty reinforcements for Marine & Wind applications

Ahlstrom is a supplier of reinforcements focusing on Marine and Wind applications.

In addition, applications include sports and transportation as well as anticorrosion, tanks and pipes, construction & infrastructure, electrical and industrial applications.

Marine



Wind energy



Overview of applications to Building & Flooring

Glassfiber tissue for Building & Flooring applications

Ahlstrom is a leading manufacturer of glassfiber tissue used as a carrier for vinyl floorings.

Product range covers also surface tissues for laminates and building panels, wallcoverings and carrier material for bituminous roofing.

Panels & Roofing



Cushion vinyl flooring



Overview of applications for wallcovering

Substrates for wallcovering

Ahlstrom is a leading supplier of wallcover substrates offering the widest range of wallcover materials in the market including paper, nonwoven and recently launched hybrid qualities.

Wallcover



Overview of applications in Specialties

Technical nonwovens for various niche segments

Ahlstrom focuses on selected niche segments of nonwoven specialties. The product line supplies nonwoven materials used for fabric care, decoration, graphics, automotive interiors, apparel, catering and luxury packaging.

Fabric care



Building



Building and Energy manufacturing locations



Marine & Wind and Building & Flooring

- Bishopville, USA
- Karhula, Finland
- Mikkeli, Finland
- Tver, Russia

Specialties and Wallcover

- Brignoud, France
- Malmedy, Belgium
- Stalldalen, Sweden
- Turin (PM4), Italy

Building and Energy also has access to several manufacturing platforms in Ahlstrom including Osnabrück, Germany, Windsor Locks, USA

Building and Energy

Materials for floorings, wallcoverings, wind mill blades, boat hulls, building panels, fabric care

Strategic direction:

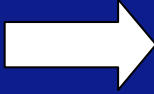
- Be a leader in cushion-vinyl flooring and expand our product offering to new building sector applications
- Strengthen position as a leader in wallcover market by improving presence in Asia
- Focus on niche applications of specialties nonwovens in automotive, textile, building and environmental industries
- Become a global supplier of reinforcements for wind energy, marine and also transportation markets



1. Building and Energy overview and strategic direction
2. Growth opportunities in Building markets
3. Growth opportunities in Wind energy market

Market drivers and growth opportunities

Building material applications

Market	Drivers	Growth estimates
China	Urbanization, millions of people moving to cities annually. Biggest construction market by 2018 - globally, every other new home built in China.	
Russia	Reconstruction after Soviet era, building of new homes, hotels and offices.	
Europe/North America	Refurbishment of homes, hotels and offices. Substitution of paper to nonwoven wallcovers.	

Growing demand of glassfibre tissue for Building & Flooring applications

1) Development of capacity to respond to increased demand:

- Green field investment in Russia, Tver, ramp-up during 2008
 - Knowledge transfer from Karhula plant
 - During qualification products tailored for each customer
 - Competent team

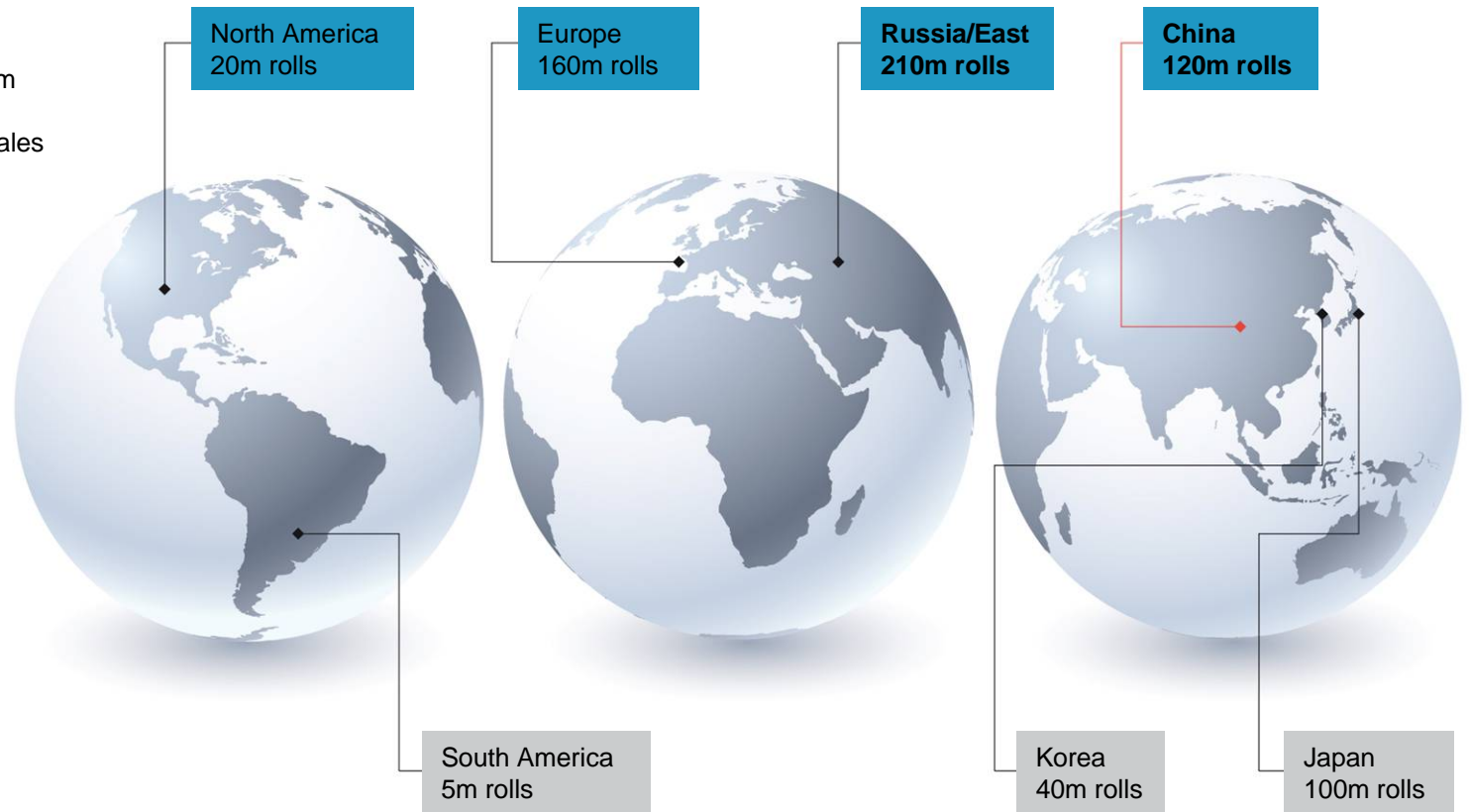
2) Product development:

- Expansion of glassfiber tissue products to new building sector applications such as ceiling and insulation panels with coated products



Global wallcover market estimate in 2010 – Importance of Asia growing

Source: Ahlstrom estimates, IGI Wallcoverings Sales Statistics



Actions to respond to growing demand:

- Geographical expansion of sales of wallcovering substrates to Asia
- Launch of hybrid wallcover to market

1. Building and Energy overview and strategic direction
2. Growth opportunities in Building applications
3. Growth opportunities in Wind energy market

Market drivers and growth opportunities

Wind energy

Market	Drivers	Growth estimates* (Installed GW)	
Asia Pacific	Reduction of carbon dioxide emissions, Government subsidies, Environmental awareness	2009	2014e
		18.6GW	33.5GW
Europe, Africa, M. East		2009	2014e
		9.5GW	13.0GW
North America		2009	2014e
		6.5GW	12.0GW

*Source: AWEA, EWEA, BTM, Ahlstrom

Small fibers. Big difference.

Opportunities in growing wind energy market

- Group's newly established manufacturing platforms in Asia and Russia support the growth strategy of business area
- Efficiency of supply chain and continuous development of new products and differentiation of offering is crucial for success
- Manufacturing platforms close to our customers
 - European platform in Mikkeli, Finland and North American platform established in Bishopville, SC, USA





Thank you