

AHLSTROM

Ahlstrom Capital Markets Day 2012

High performance
fiber-based materials company

December 4, 2012

William Casey
EVP, Food and Medical

Food and Medical

Purify

Protect

Provide surface & structure

Markets Served

- Food Processing & Packaging
- Building
- Medical & Healthcare

Customer Applications

- Tea bags, coffee pods, meat casings, baking/cooking release, food wrapping
- Masking Tape
- Drapes, gowns, face masks, sterile wrap & pouches

Technology Platforms

- Wetlaid (paper & nonwovens), spunbond, meltblown, film extrusion, parchmentizing, creping, saturation, lamination

Manufacturing Presence

- China, Europe, India, USA

Ahlstrom's global sales & marketing network



Ahlstrom products match global megatrends

Environmental awareness

The need for cleaner air calls for more environmentally friendly transportation, energy production and distribution

Resource scarcity

More with less: Increased demand for cleaner water and water cleaning solutions, renewable energy and substitute materials.

Demographics and urbanization

Increased demand for safe food production and packaging, single-use medical materials and equipment and functional materials for construction

**Sustainability
as the key
driver**

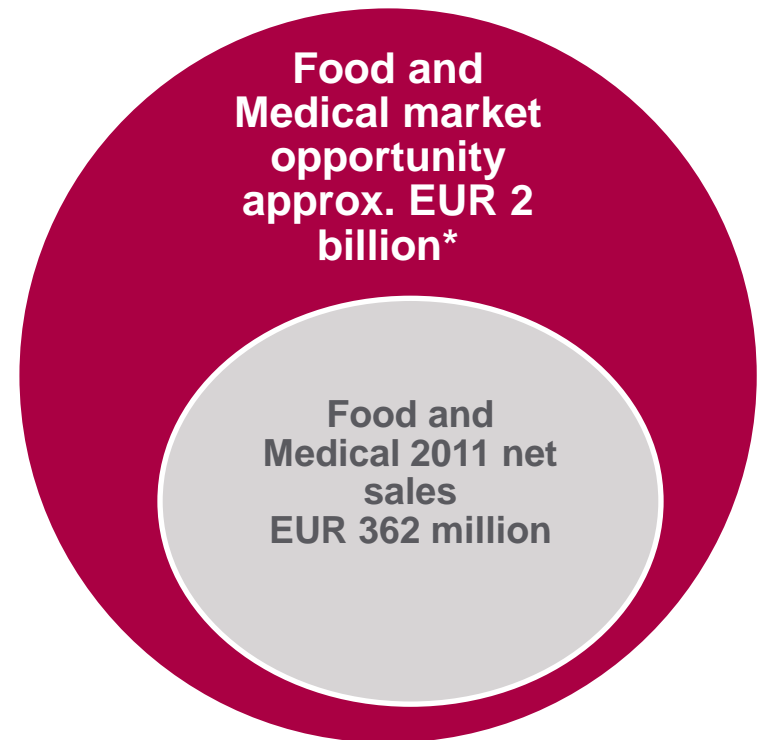
Ahlstrom's products



Market drivers, size and opportunity

Market drivers and trends

- Growing demand in Asia
 - Increased awareness of product benefits (convenience, taste)
 - Increase in disposable income
- Sustainability
 - Environmental awareness
 - Opportunity for brand differentiation
- Shrinking world and spread of infections
 - Fear of super bugs
 - Benefit of single use materials and sterilization
- Convenience and quality experience
 - Less free time, faster cleanup time
 - Retail experience in home (single serve)



Food and Medical Competitors:

- Food Processing & Packaging: Glatfelter, Purico, MetsäTissue, Nordic
- Building: Wausau, Neenah, local Chinese
- Medical & Healthcare: PGI, SAAF, FQN, Arjowiggings

*management estimate

Business portfolio development



Growth through new products

- Next generation of products
- New applications

Growth through value proposition

- Sustainable alternatives
- Partner for new products
- True local presence

High priority programs and key activities

Delivering
outstanding customer value

- Market insight through Outcome Driven Innovation
- Extensive product launch strategies for new products

Growing
through differentiation

- Products using sustainable raw materials
- Focused product development on helping customers stay ahead

Implementing
high performance culture

- Talent Management
- Strategic Workforce Planning

Driving
a world class supply chain

- Waste and cycle time reduction, portfolio rationalization
- Value engineering and investments in low cost regions

Winning in Asia

- Local source for high quality tape and medical pouch
- Sponsor of medical converting in India

Winning in Asia: Crepe paper technology platform in China

Ahlstrom Yulong Specialty Paper Company Ltd

- Joint venture between Ahlstrom and Yulong Paper Co.
- EUR 21.9 million investment, Ahlstrom's share 60%
- Approximately 120 employees
- Crepe papers
 - Substrates for masking tape and sterilization wrap
 - Advanced capability and quality compared to locally produced material at a competitive cost
- November startup and first commercial shipment



Summary:

Food and Medical is well positioned to grow

- Partnerships with leading companies and develop materials that enable them to deliver “game changing” new products to their markets.
- More precise understanding of customers’ unmet needs applied to product development with world class product launches.
- Capitalize on our expanded, multi-continent supply chain and low cost manufacturing platforms in Asia.
- Benefit from the growth of the Asian market with our local production capability

Stay ahead™

Thank you

Ahlstrom Corporation

P.O. Box 329, Salmisaarenaukio 1

FI-00101 Helsinki, Finland

T: +358 (0)10 888 0

F: +358 (0)10 888 4709

info@ahlstrom.com

www.ahlstrom.com