



AHLSTROM

# Ahlstrom Capital Markets Day 2013

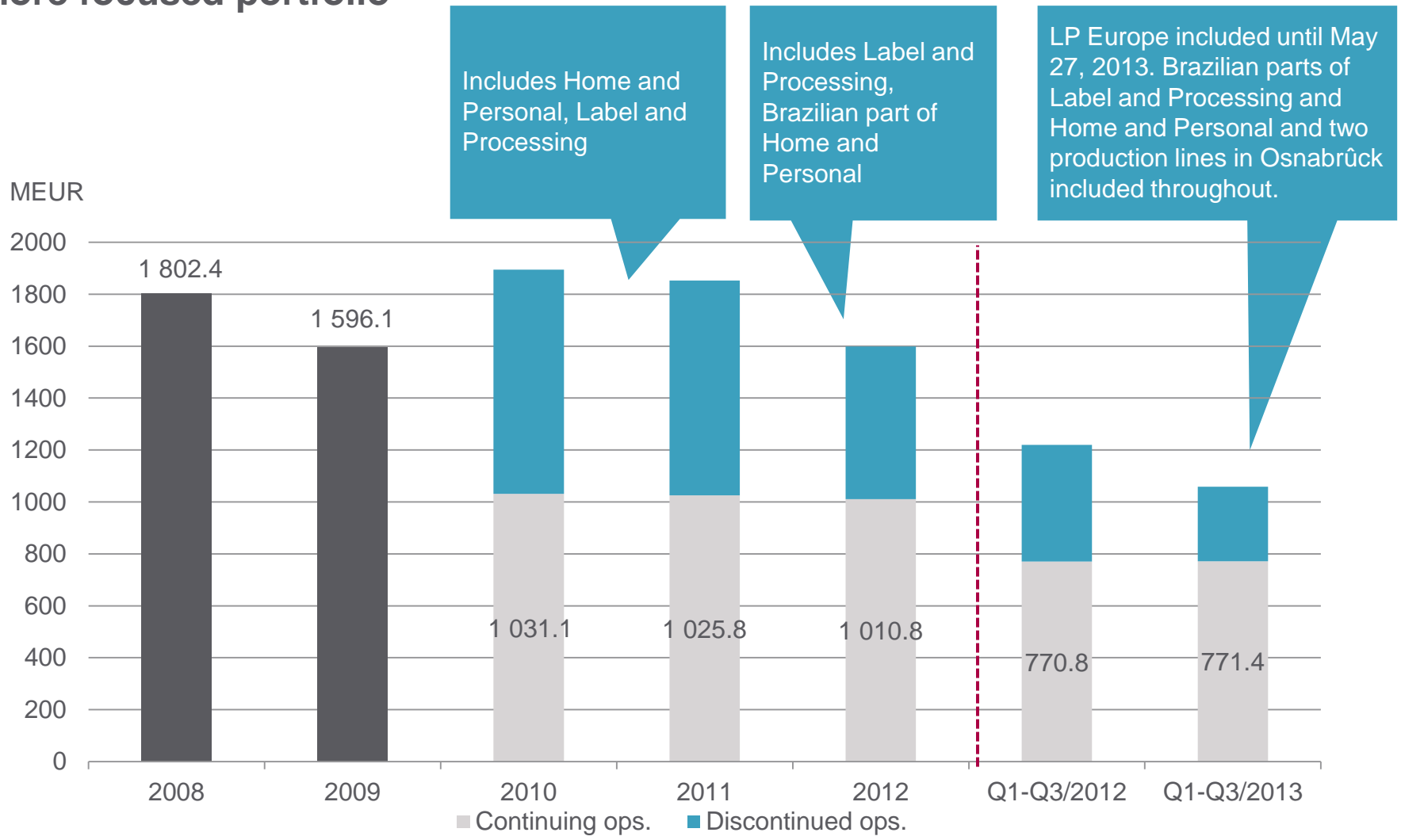
Financials - New company emerging

Seppo Parvi  
CFO

November 21, 2013

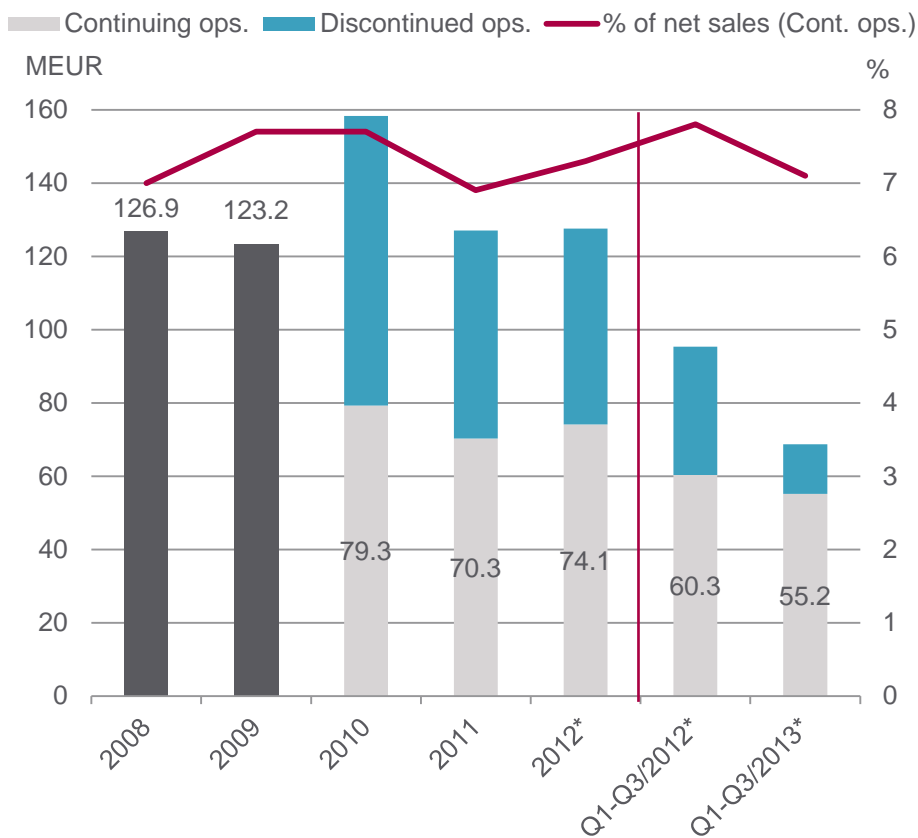
# Net sales development

## More focused portfolio

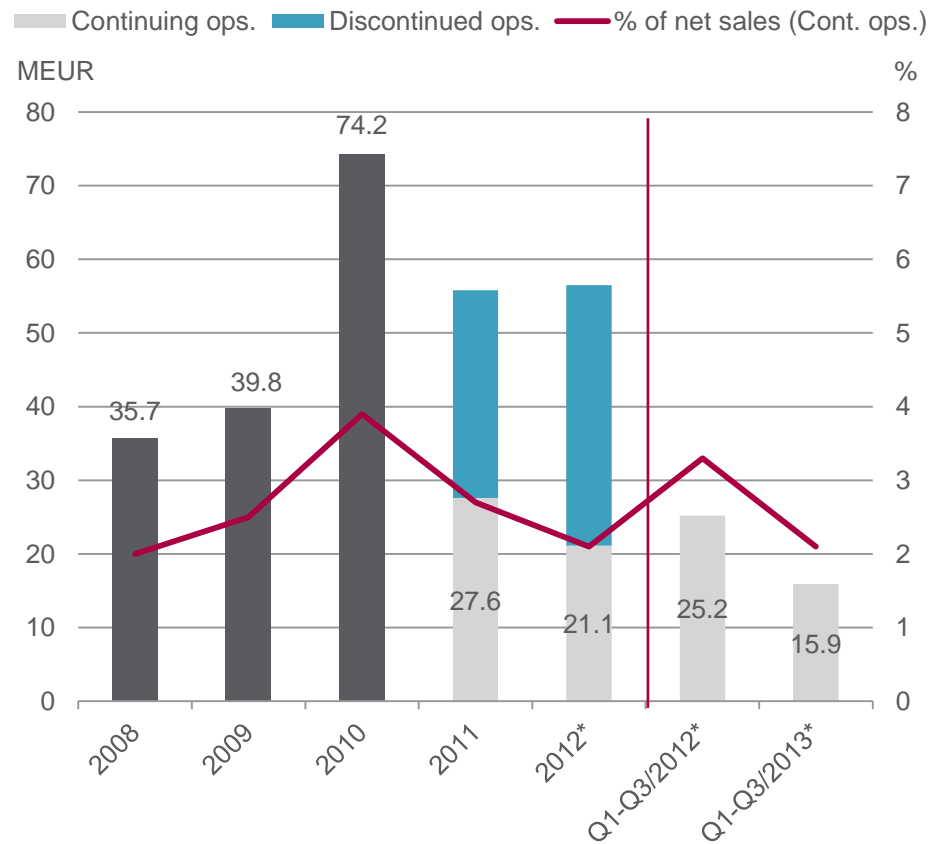


# EBITDA and operating profit

## EBITDA



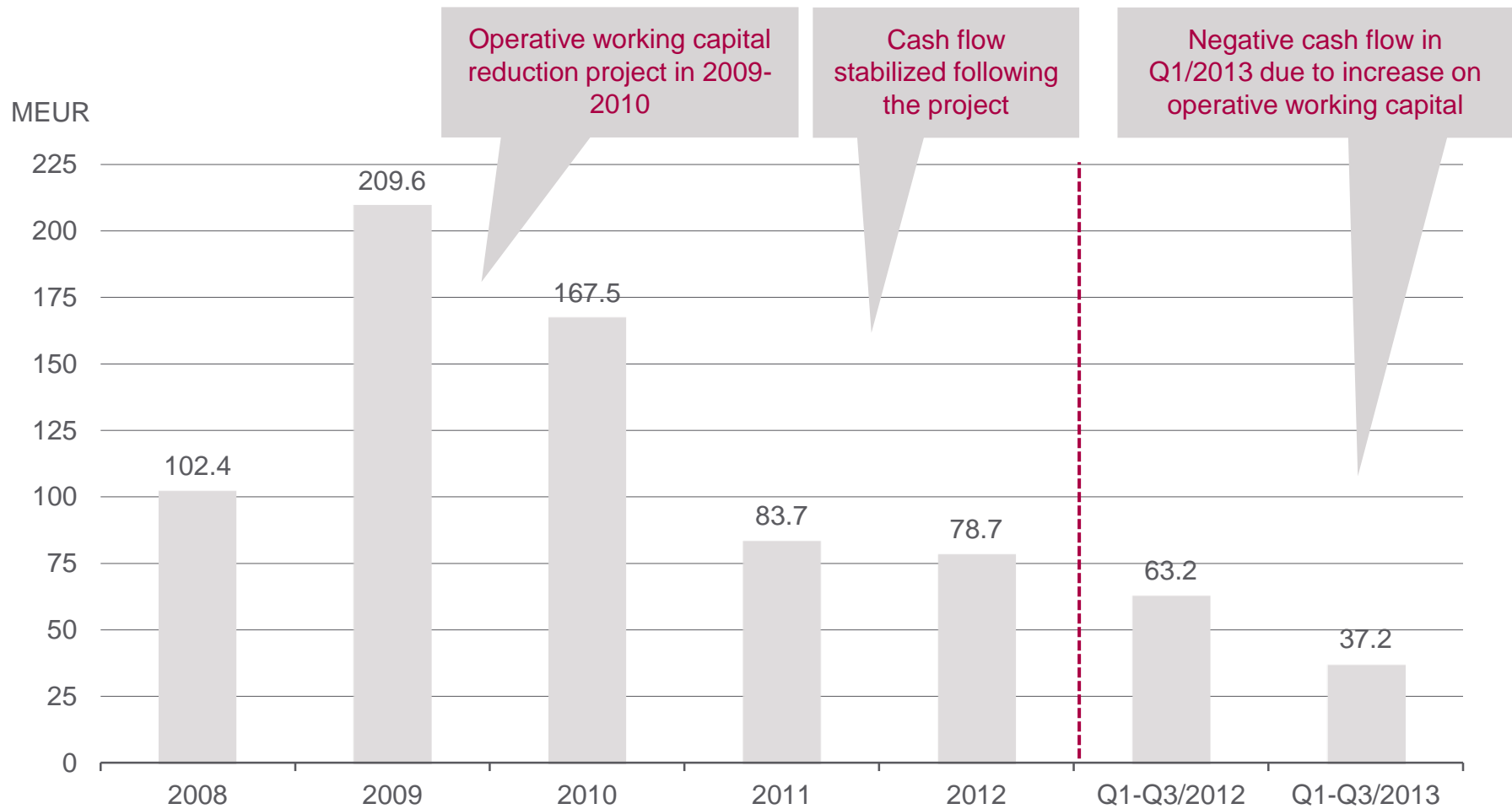
## Operating profit ex. NRI



\*2012 figures are restated and 2013 figures reported according to new IFRS standard on employee benefits.

# Net cash from operating activities

(including discontinued operations)



# Gearing ratio

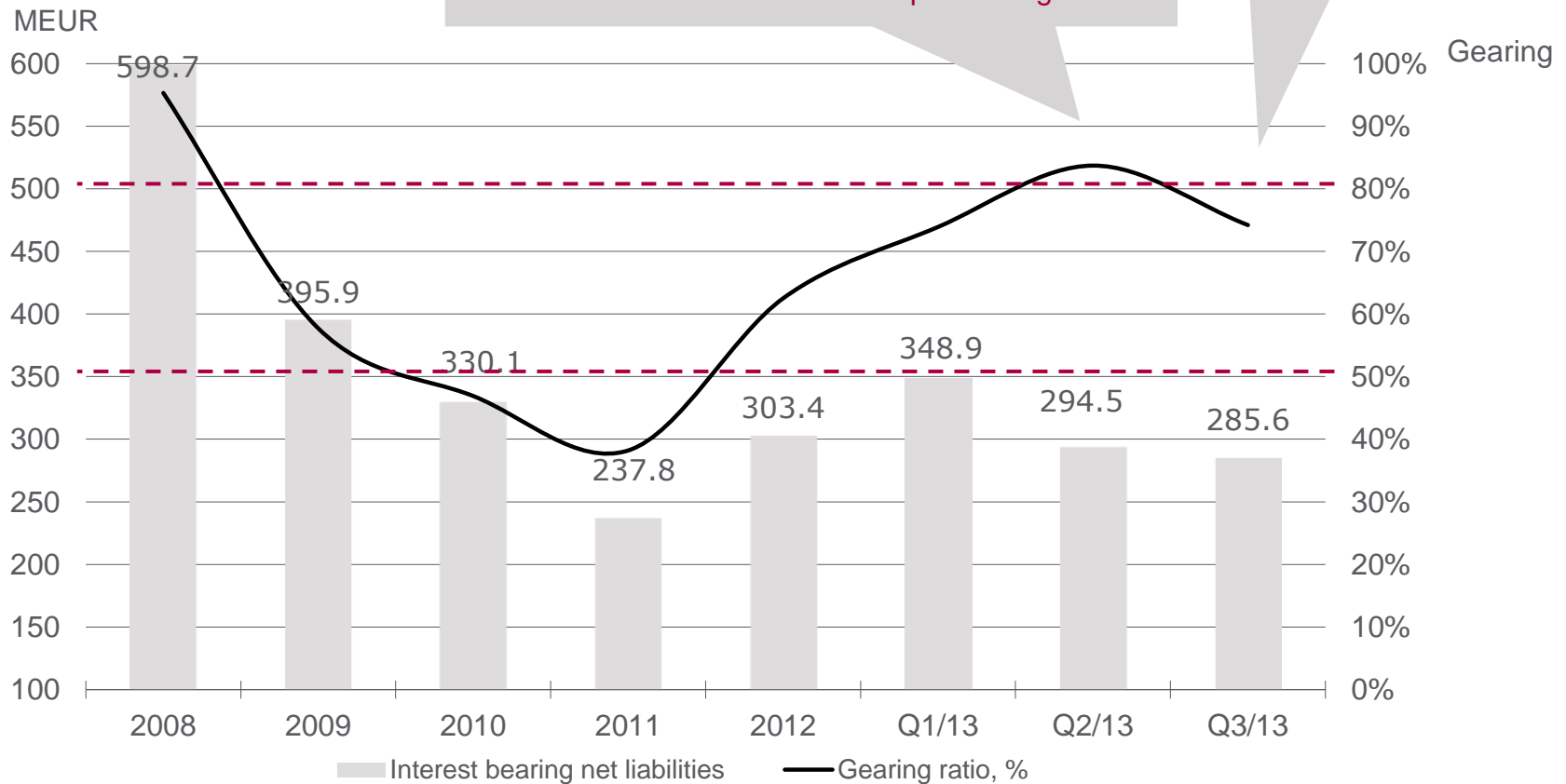
(including discontinued operations)

Gearing ratio:  
target range 50–80%

Gearing ratio negatively affected by:

- Impairment losses in discontinued operations
- Fair valuation of Munksjö Oyj shares
- Net debt lower due to the LP Europe demerger

Gearing ratio back to target range



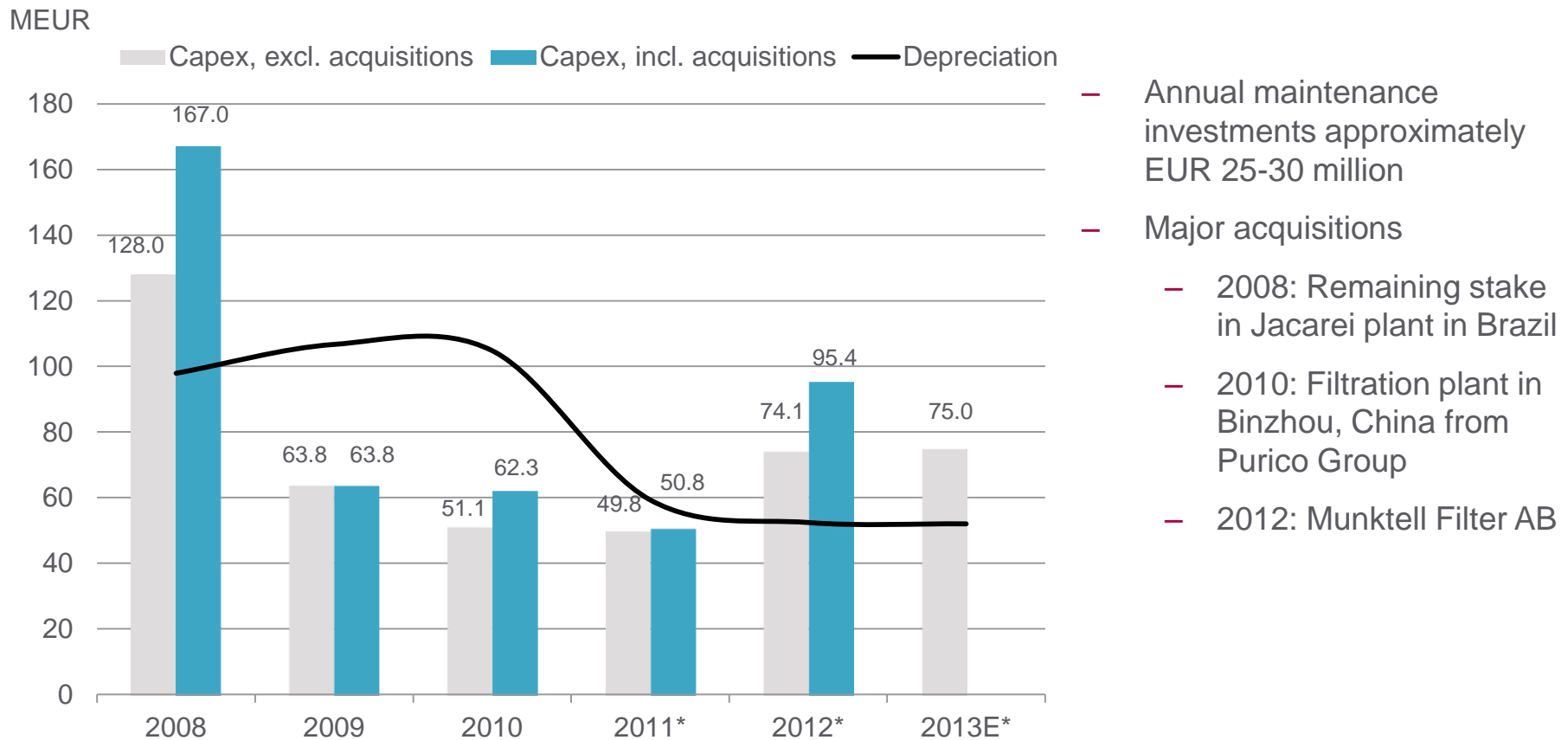
# Hybrid bonds\*

- EUR 100 million hybrid bond
  - Issued in September 2013
  - Pays an annual coupon of 7.875%
  - Callable in October 2017
- Redemption of the remaining EUR 34.5 million hybrid bond of the original EUR 80 million hybrid bond announced in October 2013
  - Redemption will be made on November 25, 2013
  - Pays an annual coupon of 9.50%

\*A hybrid bond is an instrument which is subordinated to the company's other debt obligations and which is treated as equity in the IFRS financial statements. Hybrid bonds do not confer to their holders the right to vote at shareholder meetings and do not dilute the holdings of the current shareholders.



# Investments 2008-2012

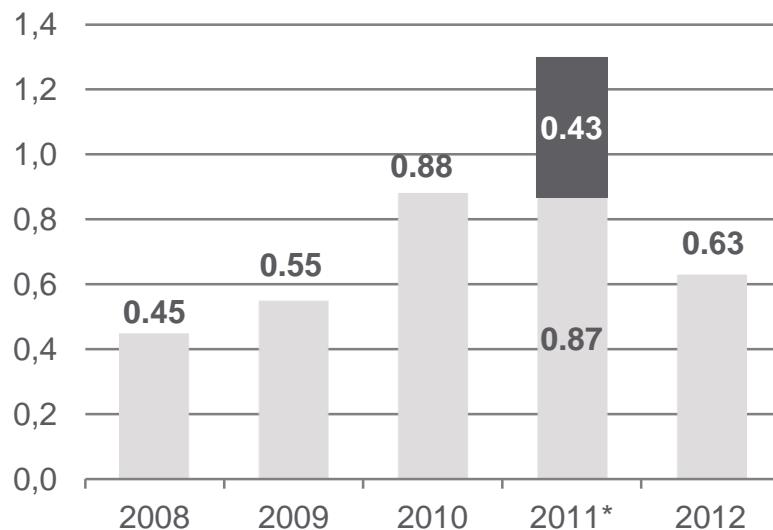


\*Continuing operations excluding Label and Processing & Home and Personal

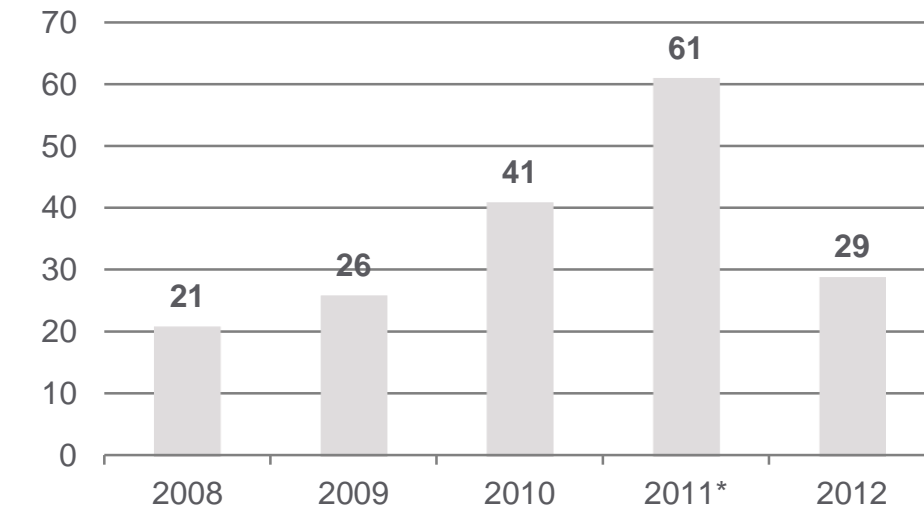
# Dividends 2008-2012

Aim is to pay a dividend of not less than one third of net cash from operating activities after operative investments, calculated as three-year rolling average.

### Dividend per share (€)



### Total amount of dividends paid (MEUR)



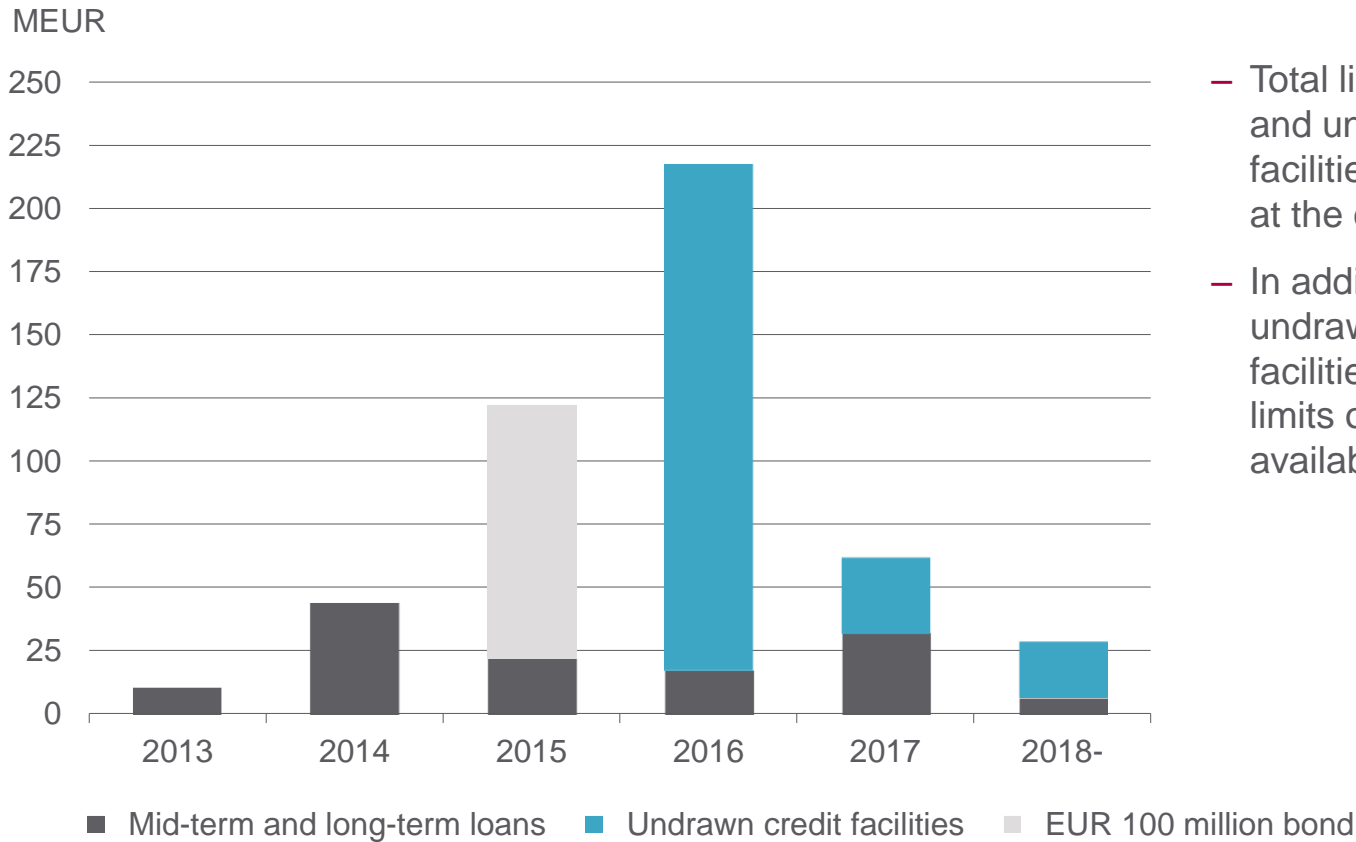
\*Consisting of a dividend of EUR 0.87 per share and an extra dividend of EUR 0.43 per share.



# Debt portfolio

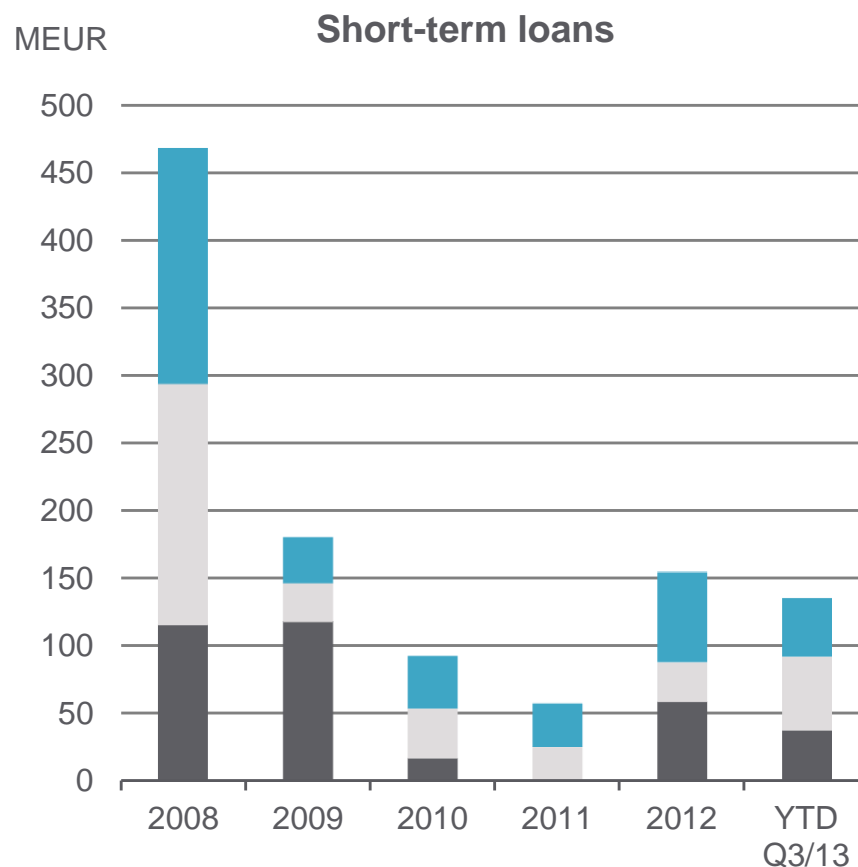
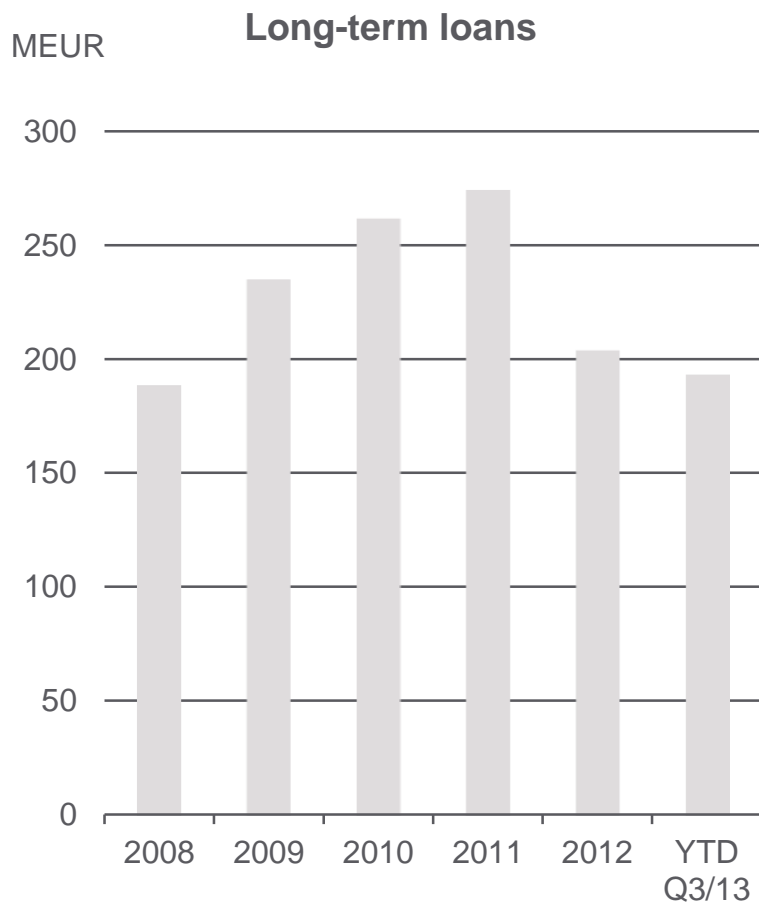


# Maturity profile of medium/long-term credit facilities



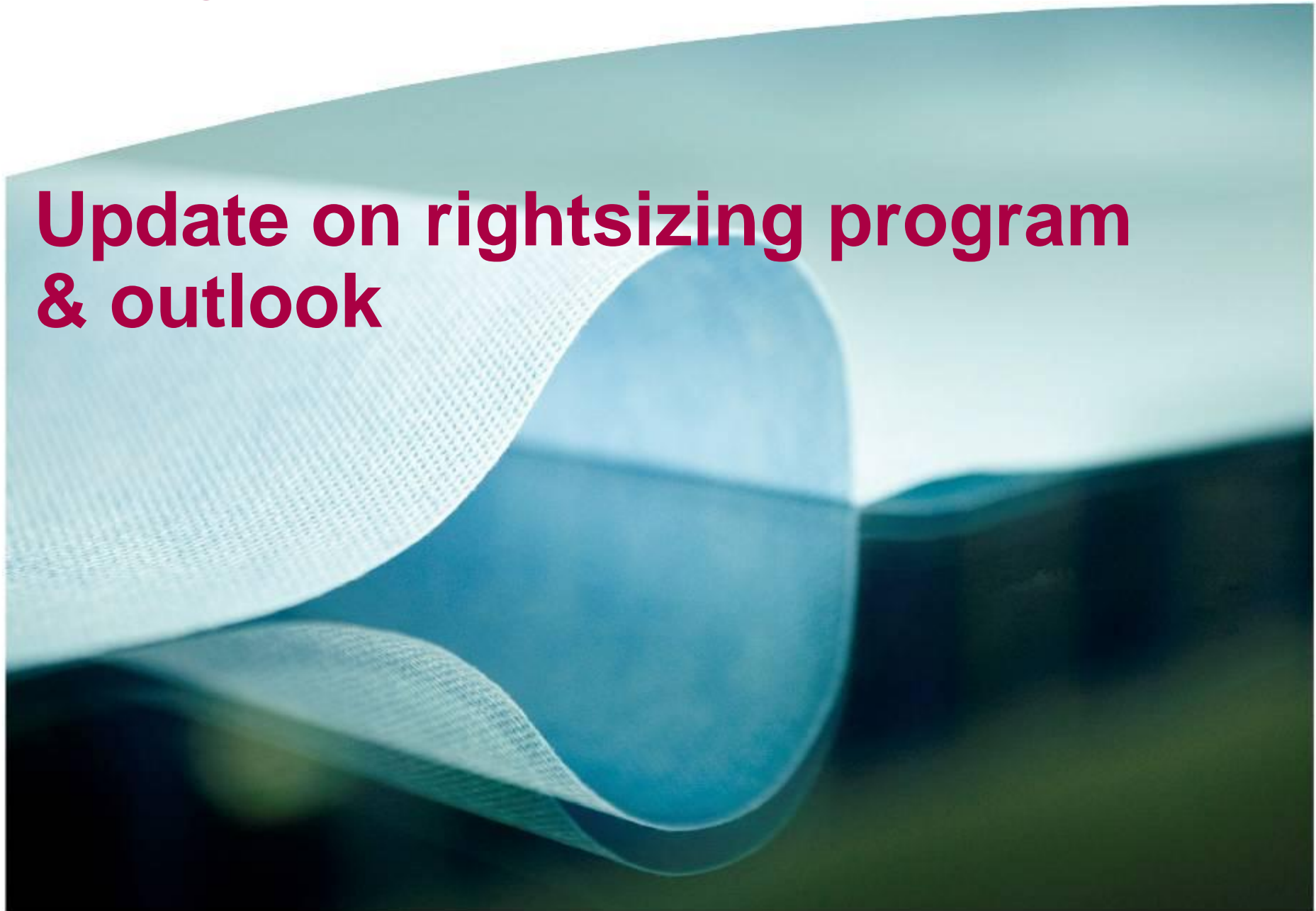
- Total liquidity, including cash and unused committed credit facilities was EUR 295.7 million at the end of Q3/2013.
- In addition, Ahlstrom had undrawn uncommitted credit facilities and cash pool overdraft limits of EUR 155.4 million available.

# Interest-bearing loans and borrowings

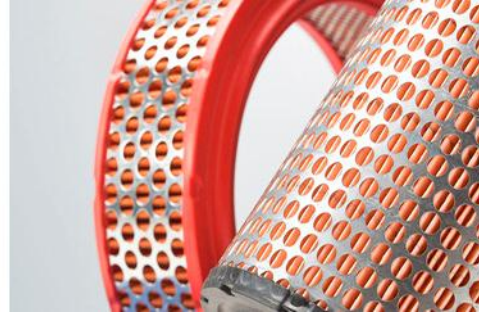


- Current portion of non-current loans
- Other short-term debt
- Commercial papers

# Update on rightsizing program & outlook



# Update on rightsizing program



- Target to reach annual costs savings of EUR 35 million by the end of 2014
  - Includes earlier announced EUR 15 million cost savings measures, of which approximately EUR 10 million relate to costs being transferred to Munksjö Oyj
  - Net effect approximately EUR 25 million
- Personnel reductions of about 350 globally
- Ahlstrom to book non-recurring items of approximately EUR 15 million in 2013-14
- Achieved (as of Q3/2013):
  - Approximately EUR 6 million in cost savings have been achieved, of which about EUR 2 million are costs being transferred to Munksjö Oyj
  - Personnel reductions of approximately 150, of which about 80 people have been transferred to Munksjö
  - No major non-recurring items have been booked

# Outlook for 2013



- Outlook published on September 16, 2013 remains unchanged
- Net sales from continuing operations are expected to be EUR 960-1,040 million
- Operating profit margin excluding non-recurring items from continuing operations is expected to be 0-2% of net sales
- Investments excluding acquisitions are estimated to amount to approximately EUR 75 million



Q&A?

**Ahlstrom Group**

P.O. Box 329, Alvar Aallon katu 3 C

FI-00101 Helsinki, Finland

T: +358 (0)10 888 0

F: +358 (0)10 888 4709

info@ahlstrom.com

www.ahlstrom.com