

# Ahlstrom Corporation

## Interim report January-June 2009



July 24, 2009

President & CEO Jan Lång

# Key highlights of April-June 2009

- Positive operating profit as a result of the implemented actions
- Weakening of demand stabilized and demand for some products picked up towards the end of review period
- Interest-bearing net liabilities decreased by nearly MEUR 30 from the turn of the year thanks to positive cash flow
- Maturity structure of loan portfolio was extended by new financing arrangements

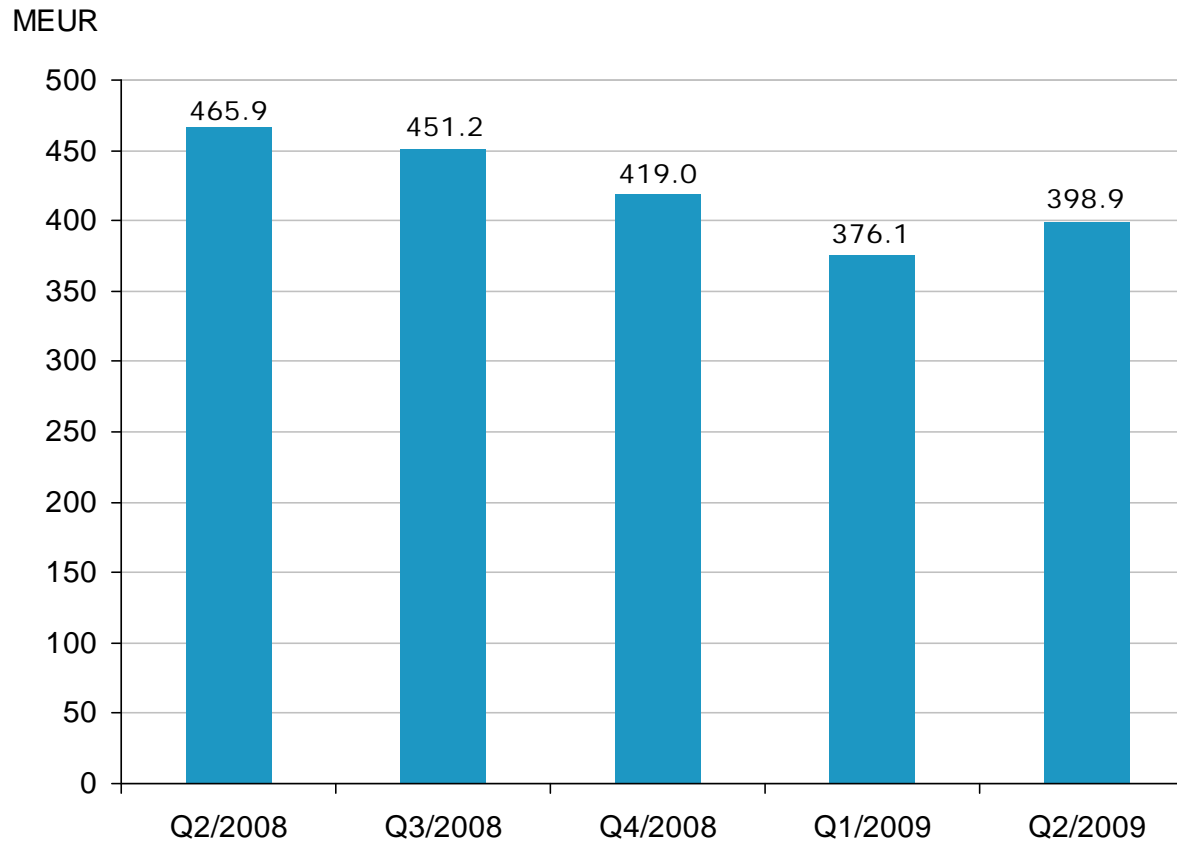


# Operating environment

- Very challenging market conditions continued in January-June. Weak demand for most products, but picked up at the end of the period.
- Fiber Composites:
  - Demand in automotive, building, marine, windmill and wipes industries weakened from January-June 2008.
  - Demand in food packaging, tea bag material and medical nonwovens industries nearly at the levels of January-June 2008.
- Specialty Papers:
  - Demand in automotive, furniture, textile as well as release and labeling industries weaker than in January-June 2008.
- Price decreases in Ahlstrom's main raw materials started to level off and some prices started to increase toward the end of the period.

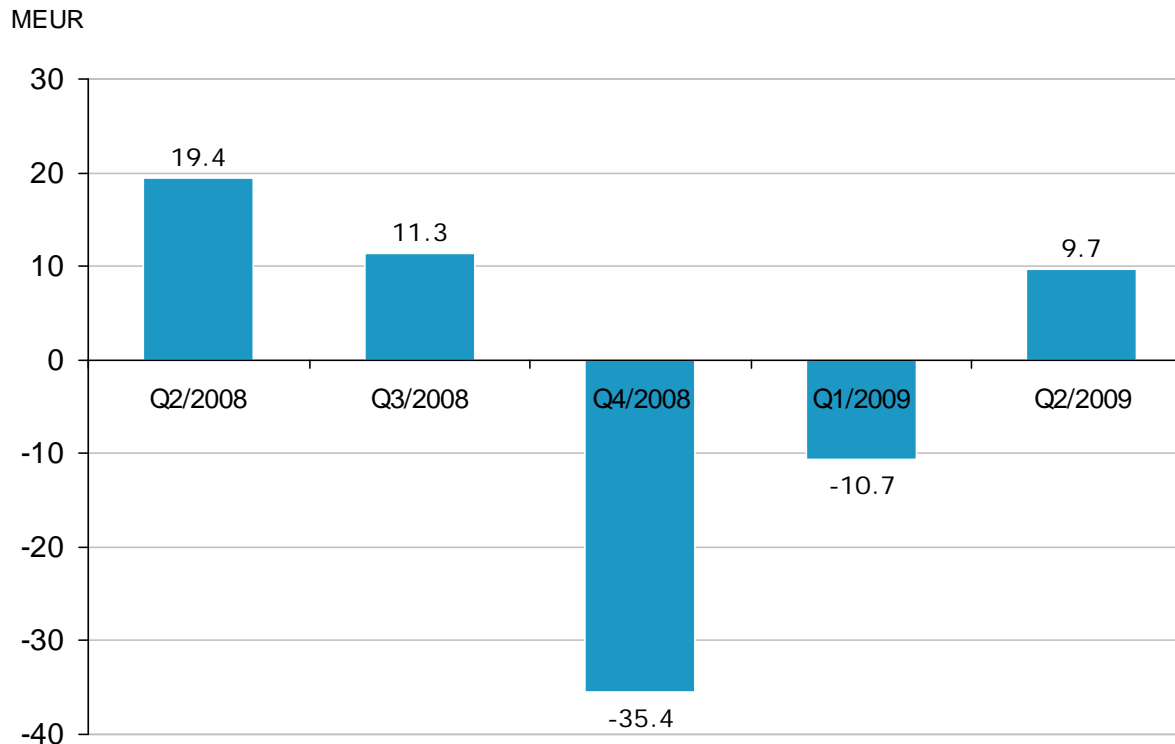


# Net sales Q2/2008–Q2/2009



- Net sales Q2/2009 decreased 14.4% from Q2/2008
- Net sales grew from Q1/2009 especially in Specialty Papers segment

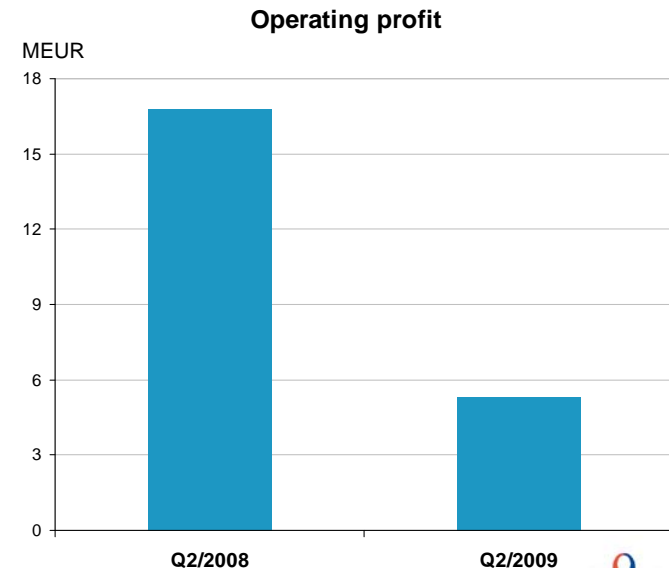
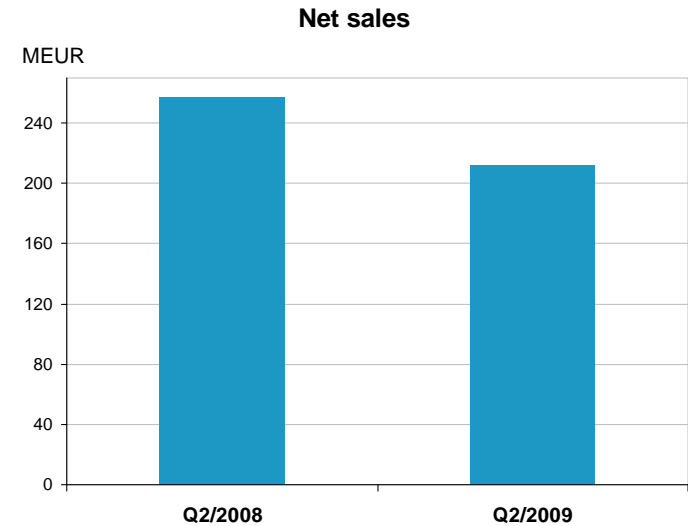
# Operating profit/loss Q2/2008–Q2/2009



- Operating profit decreased from Q2/2008, but improved from the two previous quarters
- Improvement resulted from lower raw material prices and Ahlstrom's restructuring measures
- Compared to Q2/2008, operating profit was weakened by lower volumes, change in the geographical distribution of net sales and general price pressures

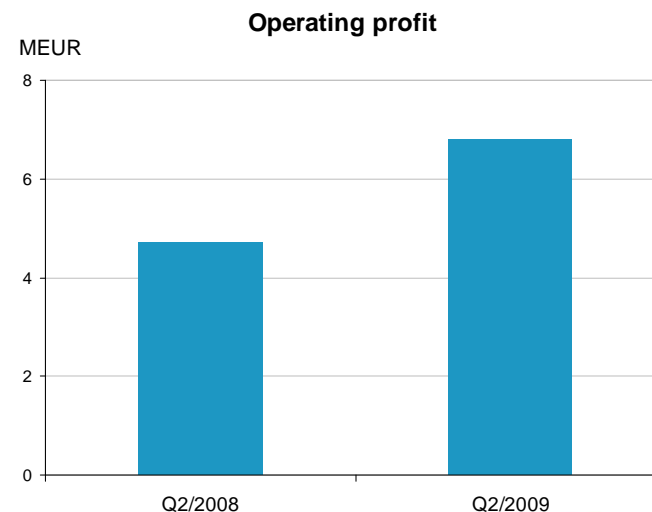
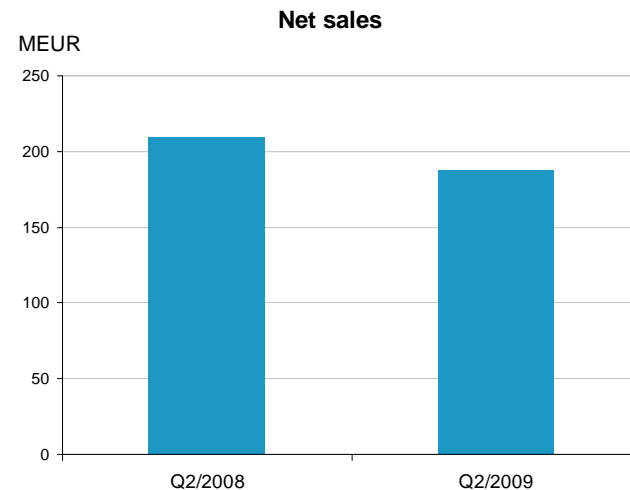
# Fiber Composites segment in brief Q2/2009

- Net sales: MEUR 212.4 (MEUR 257.0), -17.4%
  - Lower volumes in all business areas
  - Net sales of Filtration and Home & Personal Nonwovens business areas increased slightly from Q1/2009
- Operating profit: MEUR 5.3 (MEUR 16.8)
  - Operating profit was weakened by lower volumes, change in geographical distribution of net sales and general price pressures
  - Net sales of Advanced Nonwovens nearly reached the level of Q2/2008, biggest decrease in Glass & Industrial Nonwovens

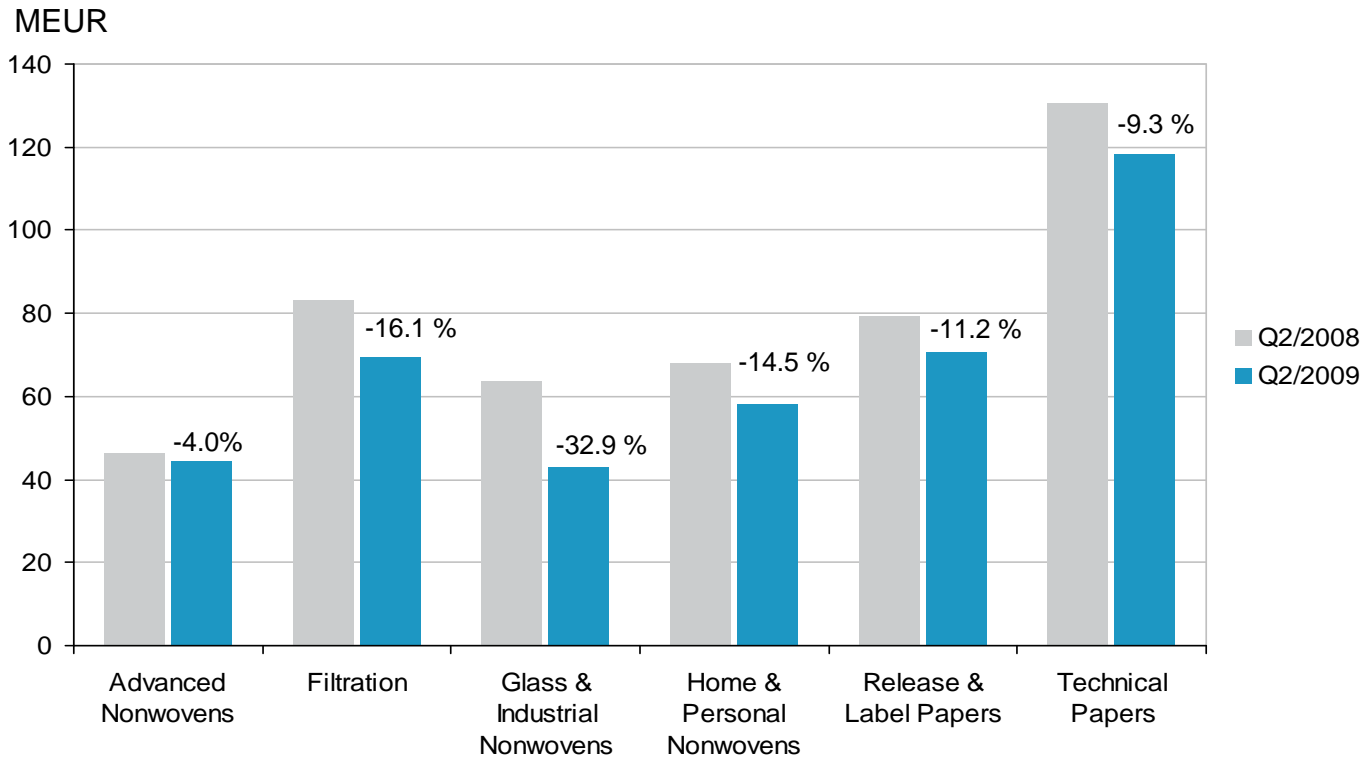


# Specialty Papers segment in brief Q2/2009

- Net sales: MEUR 188.2 (MEUR 209.7), -10.2%
  - Lower volumes in both Release & Label Papers and Technical Papers business areas
  - Net sales grew slightly from Q1/2009
- Operating profit: MEUR 6.8 (MEUR 4.7)
  - Improvement was mainly due to restructuring measures and streamlining in Release & Label Papers
  - Lower volumes, change in geographical distribution of net sales and general price pressures burdened the operating profit



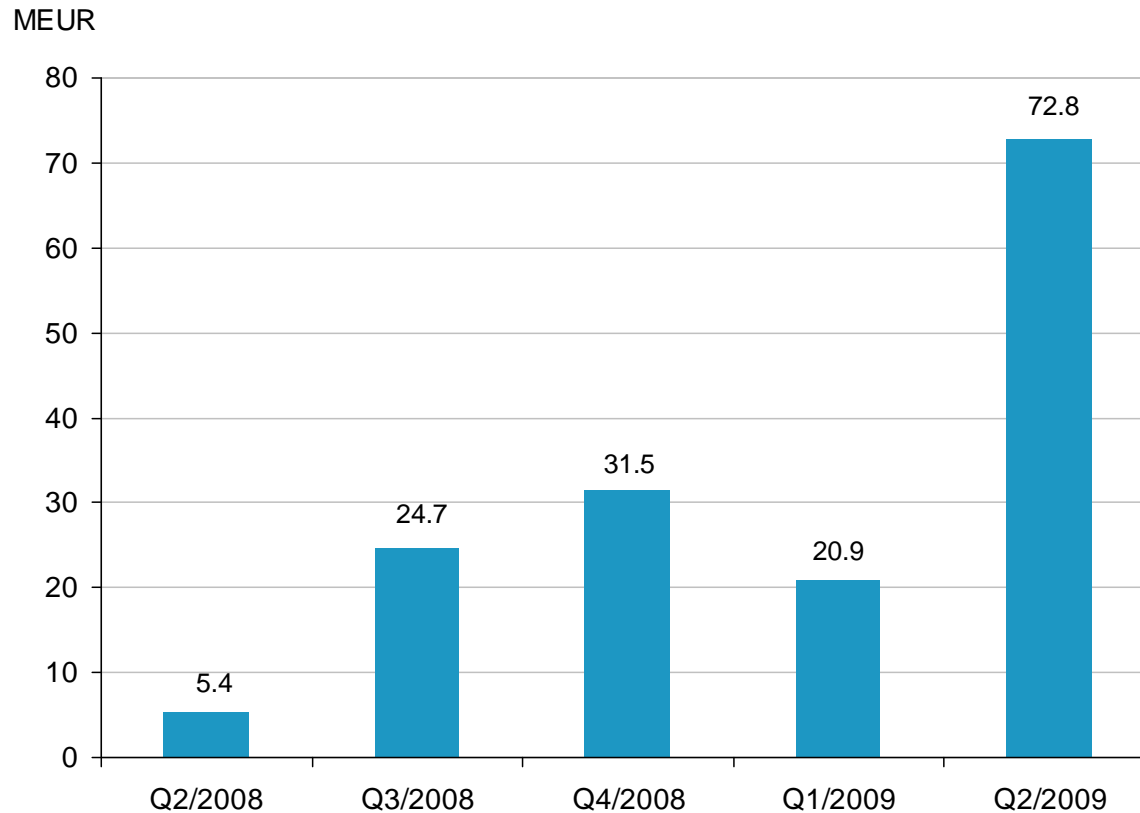
# Net sales by business area Q2/2009



- Advanced Nonwovens business area operates in the food packaging, teabag material and medical nonwovens industries, which are not heavily impacted by the recession
- Glass & Industrial Nonwovens business area was burdened by the recession in the building and windmill industries

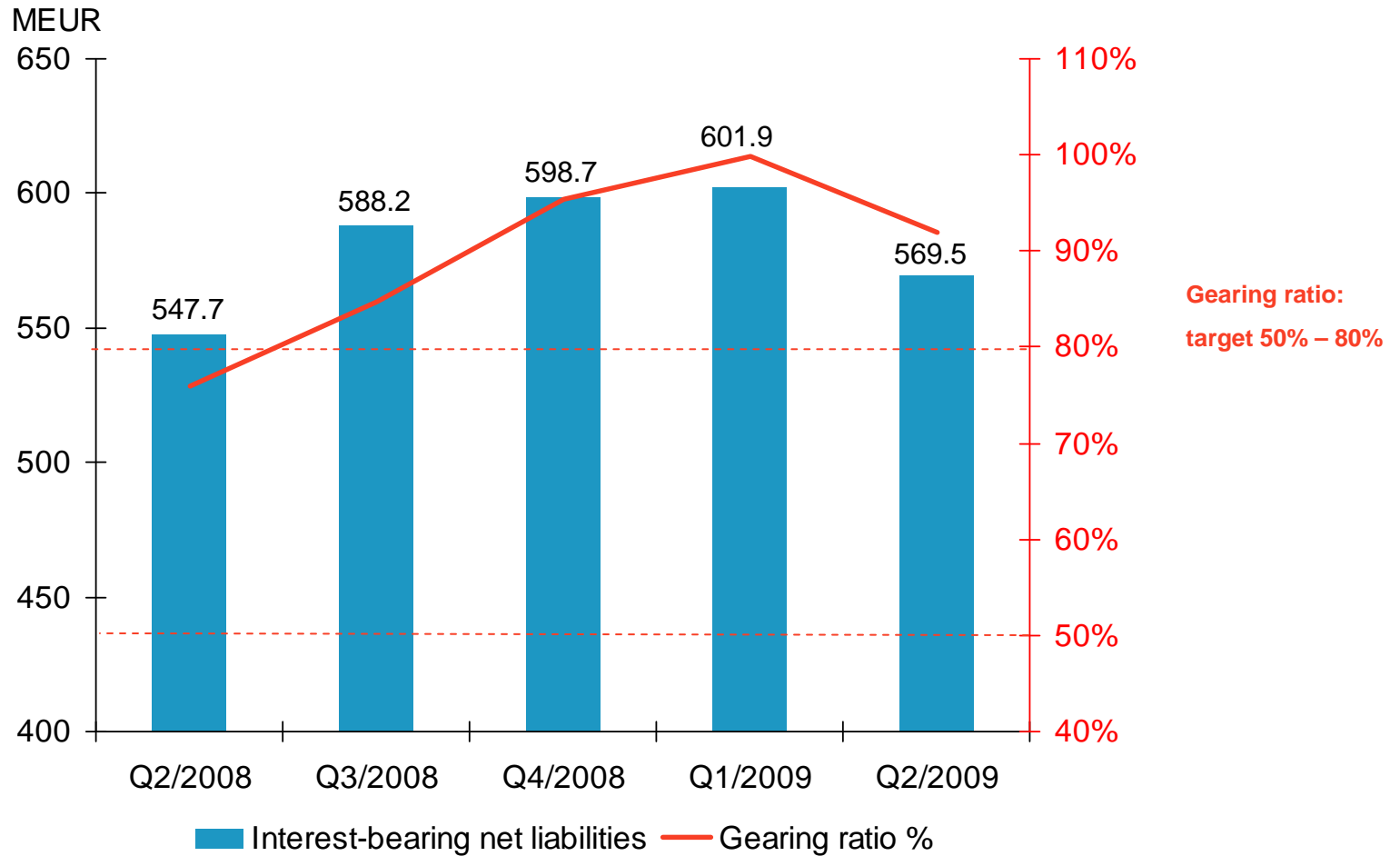


# Net cash from operating activities Q2/2008–Q2/2009



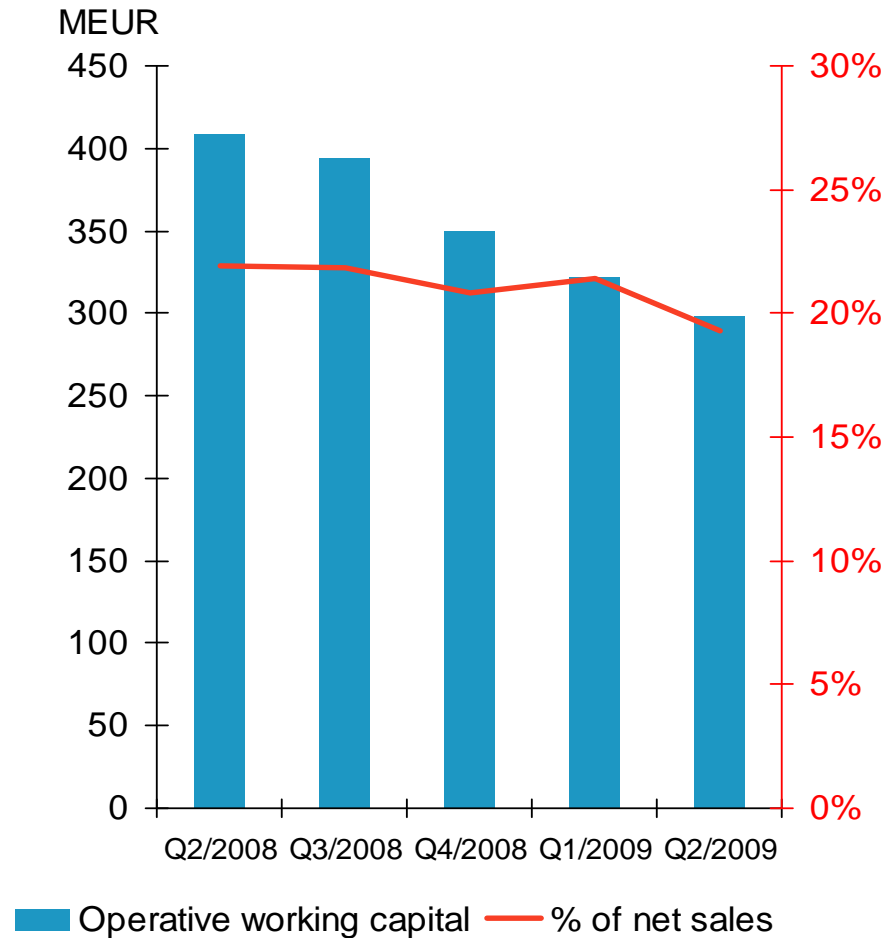
- Working capital decreased as a result of a working capital optimization project kicked off in the beginning of 2009
- Profitability improved from Q1/2009

# Interest-bearing net liabilities and gearing ratio



- Gearing ratio decreased to 92% as a result of positive cash flow

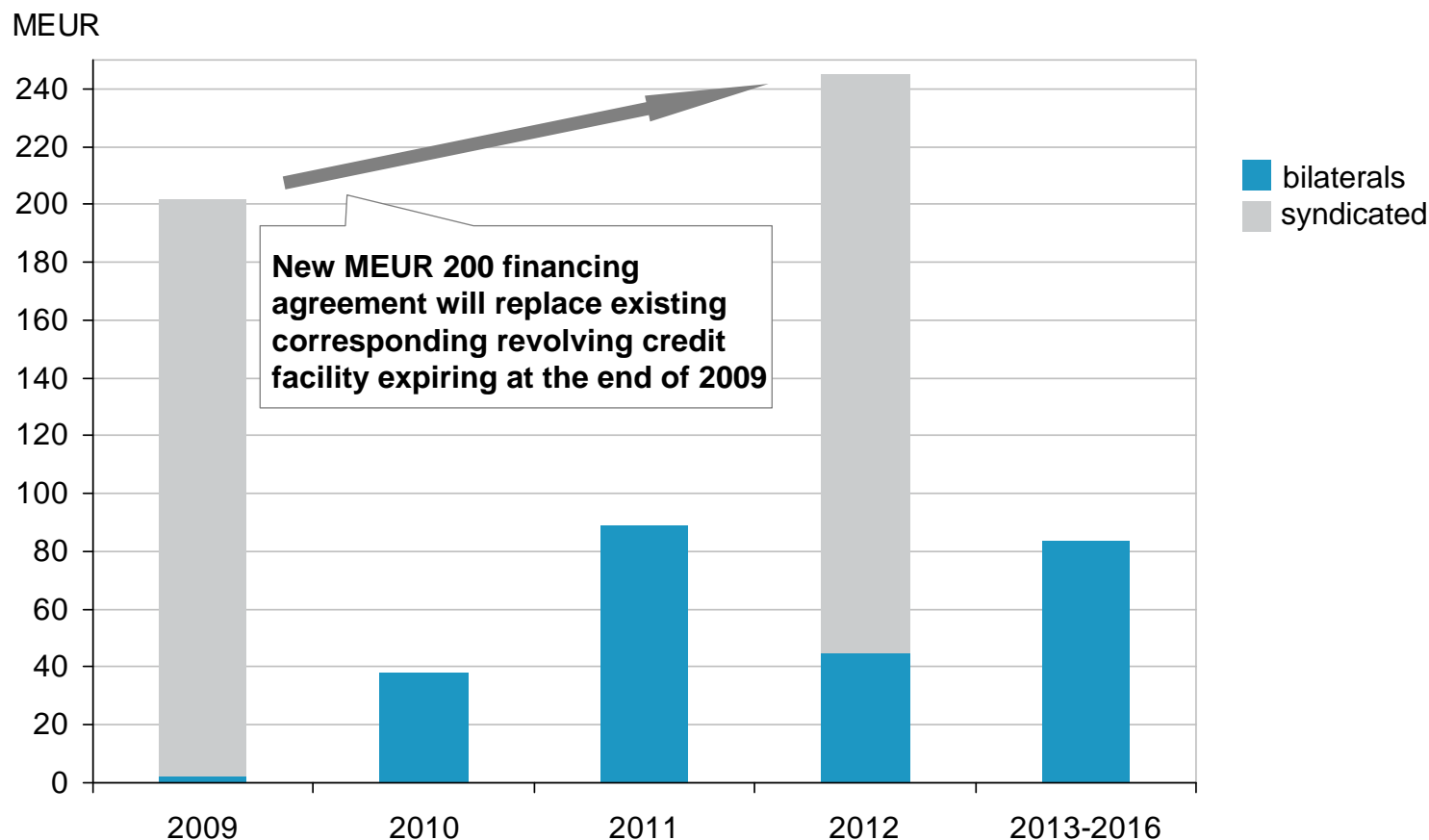
# Working capital optimization



- Target is to decrease working capital by MEUR 100 in two years
- Project has been launched in eight plants, will be rolled out to most plants and functions within the next months
- Working capital has decreased by MEUR 50.4 and working capital turnover by 8 days this year

\*Operative working capital = Accounts receivable + inventories – accounts payable

# Maturity profile of medium / long term credit facilities



- Maturity profile of loan portfolio has been extended
- New medium term bilateral debt agreements of EUR 55 million
- New three-year syndicated revolving credit facility agreement of EUR 200 million on July 15, 2009



# Income statement

MEUR	Q2/2009	Q2/2008
<b>Net sales</b>	<b>398.9</b>	<b>465.9</b>
Expenses	-363.2	-422.7
Depreciation and amortization	-25.9	-23.9
<b>EBIT</b>	<b>9.7</b>	<b>19.4</b>
Net financial expenses	-4.8	-4.7
Share of profit of associated companies	-0.3	-0.6
<b>Profit/loss before taxes</b>	<b>4.7</b>	<b>14.2</b>
Income taxes	-2.2	-3.6
<b>Profit/loss for the period</b>	<b>2.5</b>	<b>10.6</b>
<b>ROCE, %</b>	<b>3.2</b>	<b>6.3</b>

- ➔ Decreased by 14% due to 11% lower volumes
- ➔ Reduced due to lower production volumes, reduced raw material prices as well as restructuring measures
- ➔ Weakened by lower volumes, change in geographical distribution of net sales and general price pressures due to recession

# Balance sheet

MEUR	Jun 30, 2009	Dec 31, 2008
Non-current assets	1,050.3	1,033.9
Inventories	206.8	252.5
Trade and other receivables	342.7	356.2
Other current assets	3.1	6.3
Cash	32.6	58.2
<b>Total assets</b>	<b>1,635.5</b>	<b>1,707.0</b>
Equity	619.0	628.1
Provisions	17.8	24.0
Interest-bearing debt	602.1	656.9
Employee benefit obligations	84.5	84.6
Trade and other payables	290.5	293.3
Other liabilities	21.5	20.1
<b>Total liabilities</b>	<b>1,635.5</b>	<b>1,707.0</b>
<b>Gearing ratio, %</b>	<b>92.0</b>	<b>95.3</b>

 **Management of inventory levels**  
 **More efficient collection of trade receivables**

 **Dividend payout and translation difference**

 **Net debt and gearing ratio decreased**

# Cash flow

MEUR	Q2/2009	Q2/2008
EBITDA	35.7	43.3
Cash flow adjustments	-0.7	-13.2
Change in net working capital	30.6	-10.4
Financial items	4.3	-7.0
Taxes paid	2.9	-7.3
<b>Operating activities</b>	<b>72.8</b>	<b>5.4</b>
<b>Investing activities</b>	<b>-22.0</b>	<b>-28.6</b>
<b>Cash flow after investment activities</b>	<b>50.8</b>	<b>-23.2</b>
Dividends paid	-21.0	-46.7
Drawdowns and repayments	-14.2	60.2
<b>Financing activities</b>	<b>-35.2</b>	<b>13.5</b>
<b>Change in cash</b>	<b>15.6</b>	<b>-9.7</b>

➔ Cash out of working capital

➔ Positive cash flow from hedging

➔ Restructuring measures increased cash flow

# Streamlining programs

- **Restructuring to improve profitability**
  - Measures announced on January 7, 2009
    - Plant closures in Italy
    - Global reduction of 210 employees and temporary layoffs
  - Measures announced on April 29, 2009
    - Target to decrease annual cost structure by MEUR 50
    - Estimated personnel impact 400-500 persons globally
    - Estimated cost of program MEUR 40 in 2009, of which 50% cash related
  - Actions in process
    - Restructuring of Bethune plant in USA, closure of Gallarate plant and one production line in Cressa, Italy
    - Reduction of 260 employees in total by June 30, 2009
  - Reduction of fixed costs
- **Improving working capital turnover**



# Adjusting operations to market demand

- Adjusting daily production to recession
  - Share of market related downtime in production was 22.8% in January-June 2009 (6.5% in January-June 2008)
- Temporary layoffs and other flexible working arrangements globally
  - About 2,100 employees were affected by the programs during April-June 2009
- Other temporary cost savings

# Outlook

- In 2009, it is anticipated that the market environment will continue to be challenging and difficult to forecast
- Market demand for Ahlstrom products revived slightly during the second quarter, but it is anticipated to remain at a low level
- In addition to the announced restructuring programs, the company will adjust its operations to the market situation as necessary



# Current priorities - management agenda

- Focus on customer retention and new opportunities
- Implementing restructuring programs
- Improving net working capital turnover
- Adjusting capacity to demand as necessary
- Cost efficiency
- Strategy review process



