## Ahlstrom Capital Markets Day 2010

Path to profitable growth
Helsinki, November 11, 2010
Seppo Parvi, CFO

Small fibers. Big difference.


## 1. Summary of 2005-Q3/2010 financials

2. Senior bond issue and debt portfolio
3. Business Area financials

## Net sales in 2005-Q3/2010



- After IPO in March 2006, a large growth investment program was launched
- A total of EUR 500 million was spent on investments in 2005-2008: $50 \%$ through organic growth, $50 \%$ by acquisitions


## Operating profit in 2005-Q3/2010



## Quarterly operating profit ex. NRI



## Net cash from operating activities (excl. CAPEX)



## Gearing ratio



- Net debt and gearing ratio reduced
- Gearing ratio on September 30, 2010 was $47.7 \%$

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## Senior bond issue on November 3, 2010

- Part of the funding strategy to prolong maturity structure and widen funding base

| Ahlstrom senior bond issue |  |
| :---: | :---: |
| Issuer: | Ahlstrom Corporation |
| Status: | Senior, unsecured, unsubordinated |
| Amount: | EUR 100 million |
| Maturity: | 5 years |
| Coupon: | Fixed rate 4.50\%, payable annually in arrears, Act/Act |
| Governing law: | Finnish |
| Clearing: | Euroclear Finland (RM) |
| Listing: | Helsinki, to be applied post-issuance |
| Documentation: | Stand-alone bond documentation, including Change of Control-clause, Cross-Default and Negative Pledge |
| Lead Managers: | Nordea Markets, Pohjola Bank |
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## Interest-bearing loans and borrowings



## Maturity profile of medium/long-term credit facilities



- EUR 100 million five-year senior bond issued in November
- Total liquidity, including cash, undrawn committed credit facilities, and the cash pool overdraft limits totaled EUR 336.9 million at the end of September
- Ahlstrom had available undrawn, uncommitted credit facilities totaling EUR 152.5 million


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## Building and Energy financials

- Building volumes improving in Russia and China
- Successful ramp-up of Tver, Russia
- Ramp-up of hybrid wallcover line in Turin, Italy, continues

- EU antidumping ruling on Chinese glassfiber imports
- Windmill market in Europe improving, but not in North America
- RONA 0.2\% YTD 2010 vs 4.9\% YTD 2009



## Filtration financials

- Acquisition of Shandong Puri Filter \& Paper
- Volume growth and higher prices reflected in net sales, operating profit
- Sales increase supported by increasing volumes in Asia and recovery of North
American automotive industry
- RONA 17.5\% YTD 2010 vs 7.1\% YTD 2009


|  |  | EBIT |
| :--- | :--- | :--- |
|  |  | EBIT excluding |
| EUR | Operating profit | non-recurring |
| items |  |  |



## Food and Medical financials

- Mundra medical nonwovens plant in India started
- Joint venture with Yulong Paper in China
- Crepe papers and medical wrap
- Commercialization of Chirnside teabag materials line significantly delayed
- RONA 7.1\% YTD 2010 vs 4.9\% YTD 2009


|  |  | EBIT |
| :--- | :--- | :--- |
|  |  | EBIT excluding |
| EUR | Operating profit | non-recurring |
| Million |  | items |



## Home and Personal financials

- Net sales increased by higher volumes and selling prices
- Profitability has improved, however still remaining below satisfactory level
- RONA 3.0\% YTD 2010 vs 0.4\% YTD 2009




## Label and Processing financials

- Net sales development reflect higher volumes and prices to cover soaring pulp costs
- Profitability also improved by better efficiency, streamlining measures
- RONA 12.2\% YTD 2010 vs 1.6\% YTD 2009





## Thank you

