Stora Enso Wood Products
General presentation
Stora Enso in brief
Stora Enso in brief

- A leading provider of renewable solutions
- Some 27,000 employees in 35 countries
- Sales in 2014: EUR 10.2 billion
- Shares listed on NASDAQ OMX in Helsinki and Stockholm
Do good for the people and the planet. Lead. Do what’s right.
A changing world
Global trends drive for renewable materials

Growing population  Urbanisation  Digitalisation
Income growth  Global warming  Changing lifestyles  Eco awareness
”Everything that’s made with fossil-based materials today can be made from a tree tomorrow”

From a traditional paper and board producer to a global renewable materials growth company
Stora Enso Wood Products

In brief
The broadest portfolio of offering

CLT (Cross Laminated Timber)*

Construction beams*

LVL (Laminated Veneer Lumber)*

Building Solutions*

Industrial components*

Classic sawn

Pellets*

*) Value added products = Building Components and Systems products
Focus on the customer

• Customer driven developments
• Wide product portfolio
• Integrating sawmill competence with innovation
• Best in class service, even online
• Focusing on supply chain differentiation
• Future proofed products
• Global presence

• Strong innovation capacity is why we are a market leader
Excellence in our operations

Operational excellence
• Efficient manufacturing and logistics ensuring materials, energy and cost efficiency
• Production certificates ISO 9001, ISO14001, OHSAS18001, working for ISO 50 001
• Increasing the share of value-added products according to our strategy

Materials expertise
• Strong knowledge on wood enables us to continuously develop our product offering

Responsible sourcing
• Wood raw material is from certified forests or from verified sources
• Growing trees act as a carbon sink and mitigate the climate change
• Responsible sourcing of all materials and services
Wood Products
#1 wood products company in Europe

More than 20 production units in Europe

<table>
<thead>
<tr>
<th>Personnel</th>
<th>4 000</th>
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<tbody>
<tr>
<td>Sales</td>
<td>EUR 1.8 billion</td>
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| Capacity  | Sawing capacity 5.6 Mm³  
|           | Further processing 2.8 Mm³  
|           | CLT 140 000 m³  
|           | Pellets 320 000 t  
|           | Modules 1 000 |
Wood Products
Global sales and distribution network

- Northern Europe: 22%
- Western Europe: 11%
- Central Europe: 28%
- Middle East & North Africa: 21%
- Asia & Pacific: 18%

% share of Wood Products sales
Sustainable products for sustainable living

We source wood and other materials in a responsible way.

We manufacture safe and ecological products for construction.

We use and produce renewable bio-energy.

Wood products enhance sustainable and healthy living.
Awarded sustainability and design
Thank you!
Appendix
Wood Products Leadership Team

Head of Wood Products
Jari Suominen

Assistant
Maria Grönholm

Strategy & Business Controlling
Seppo Toikka

Sustainability
Anna-Liisa Myllynen

HR
Robert Linke

Market Service & Supply Chain
Mari Tarvainen

Operations Improvement & Information Technology
Eduard Reutner

Building components and systems*
Jörgen Hermansson

Classic sawn sales & Sales Network
Mikka Pesonen

Operations Central Europe
Herbert Jöbstl

Operations Northern Europe
Juha Taavila

Sourcing
Saki Boukas

Operations
Herbert Jöbstl

Operations
Juha Taavila

Operations Improvement & Information Technology
Eduard Reutner

Market Service & Supply Chain
Mari Tarvainen

HR
Robert Linke

The Renewable Materials Company

Additional responsibilities in the Leadership Team:
*Head of Division Strategic Marketing and Innovation
**Responsible for Wood Products Sales Network
Everybody home safe, every day

• Health & Safety are on the daily agenda throughout Stora Enso.

• We want everyone to return home after the working day.

• The only acceptable target for safety is 0 accidents throughout Stora Enso.
  – Wood Products LTA rate was 8.36 in 2014 (9.20 in 2013)
Cost competitive sawmills and value-added products

2007

- 80% Base sawn
- 20% Value-add concepts

2014

- 68% Base sawn
- 32% Value-add concepts

Our vision

- 50% Value-add concepts
- 50% Segment focused wood products
Carbon footprint for building products *

- Growing trees sequestrate carbon from atmosphere
- Wooden buildings act as carbon storages for long periods of time

*including extraction and manufacture of the construction materials
Source: VTT Technology 115 and the European ECO2 project, 2013