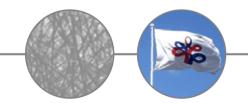
# Ahlstrom Capital Markets Day

Global growth President & CEO Jukka Moisio May 30, 2007 Helsinki



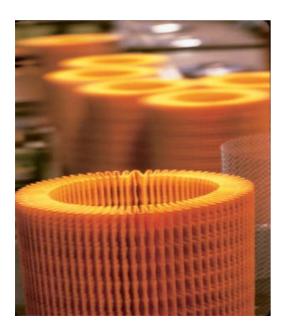


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# Ahlstrom today

- Global growth initiatives identified and announced time for implementation
- Creating platform for future expansion Europe, USA, South America, Russia, Asia
- Target to improve raw material cost base

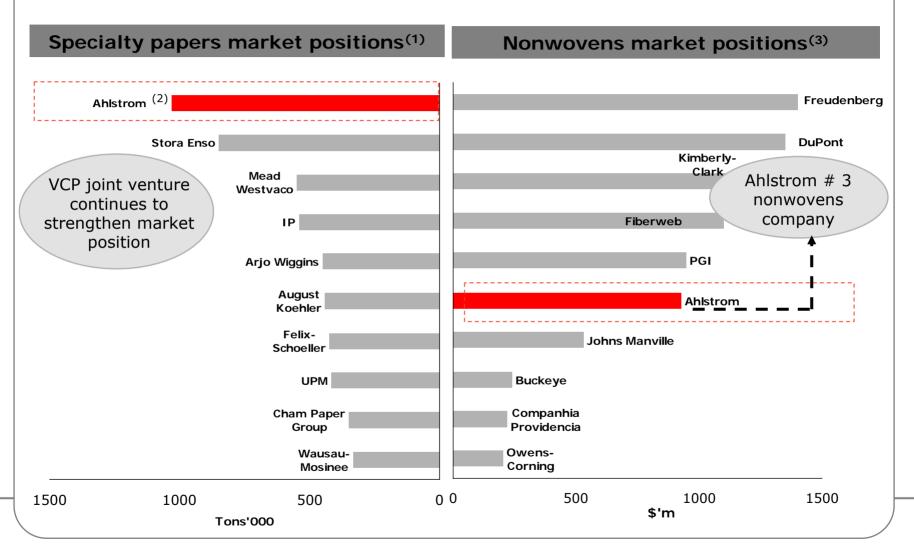








# Leading specialty materials supplier in the world



Notes:

1) Source: Jaakko Pöyry Consulting, Ahlstrom

2) Ahlstrom Specialty Papers volume

3) Source: Nonwovens Industry 2006

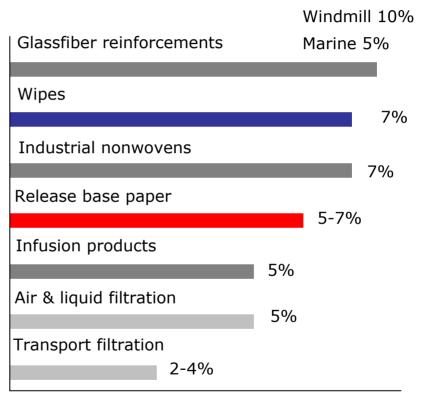


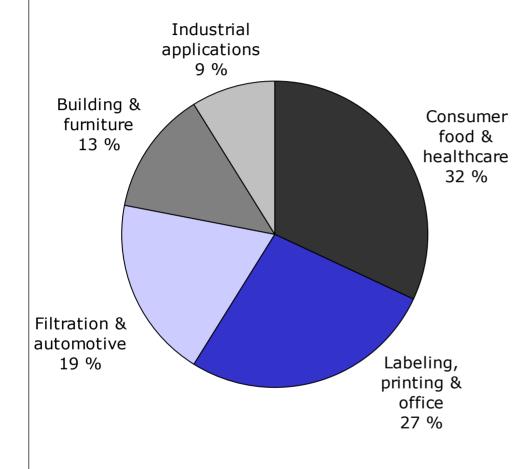
# Global markets growing 4-5% per year (EUR 1-2 billion)

#### **EUR 30 billion market opportunity**

# Fiber Specialty Papers 3-4% growth

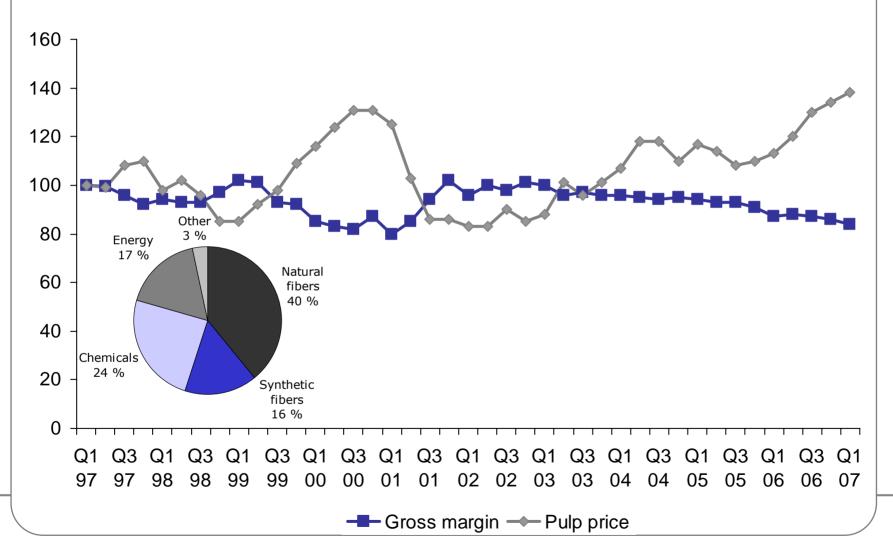
#### High growth areas





- Long customer relationships
- Business-to-business
- Frame agreements for majority of business
- Production against received or anticipated frame orders
- Direct sales 90%, agents 10%
- Serving wide range of end user industries

# ...and countercyclical to raw materials





- Combined raw materials and energy prices seem to have peaked in February 2007
- YTD average USD market price for NBSK pulp approx. 21% higher than during corresponding period in 2006. Short fiber prices (BHKP) has increased by 10% respectively.
- Mixed development in prices for synthetic fibers and chemicals
  - Rayon on high level but methanol and polypropylene declining
- Energy cost decline visible in latter part of Q1

## Ahlstrom vision

The global source for fiberbased materials

# Key strategic objectives

- Profitable growth above market rate
- Global expansion in attractive businesses
- Strengthen our position as # 1 specialty paper company
- Target to be among 3 largest nonwovens companies

# Strategic priorities

- Innovation driven organic investments
- Globalizing Specialty Papers
- Migration to cheaper raw materials
- Improvement of processes at all levels of operation by Kaizen program



# Implementing growth strategy

## Growing with customers by...

- Increasing presence in emerging markets
- Innovating (primarily with a target customer)
  - Investing in new technologies and complementing product offering

## ..through

- Organic investments
- Complementary add-on acquisitions

# Ahlstrom - a truly global supplier

- Footprint on five continents
- Growing with key customers
- Serving customers with local and global products

Ability to supply Ahlstrom fiber-based materials successfully anywhere in the world => aim to achieve our vision



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## Investment parameters

#### How to enter new markets

- Presence through sales offices
- Learning markets and establishing customer relationships
- Establishing own production when applicable

#### Criteria for acquisitions

- Roll good focus
- Shared sourcing benefits
- Strengthens geographical presence and/or complements product and/or technology offering

#### Ahlstrom's investment criteria

Meets ROCE 13% criteria and generates 1.5 x the investment value in net sales in 3-5 years

#### Market dynamics in emerging markets Double digit growth in served markets Industrialized countries Russia Mature. Latin-America replacement market No. of cars Increased continues to rise consumption of Construction and disposable interior decoration Increasing no. of products (wipes, boom cars India hospital textiles Consumption of Construction etc) disposable Healthcare boom household and Mobile Efficient **Africa** baby wipes distribution comms increasing Growing super markets Food middle class Consumption of Clean water Increasing disposable traffic diapers, tea bags increasing Ahlstrom manufacturing

Local

Localizing



Local

Export

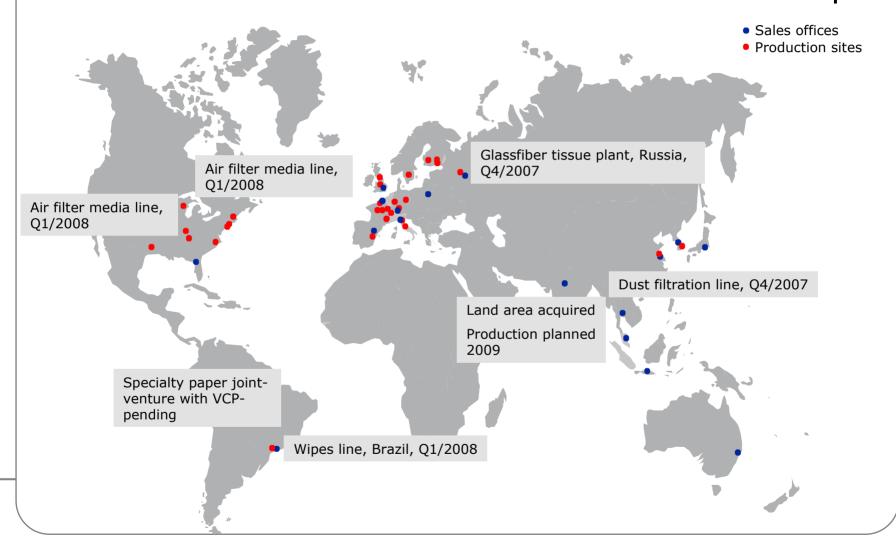
Export/

localizing

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**Ahlstron** 

# EUR 160 million ongoing growth investments outside Europe



- Joint venture with **Votorantim Celulose e Papel** for specialty paper production in Brazil, annual net sales approx. EUR 100 million
- Fiberweb's consumer wipes business, annual net sales of approx.
  EUR 110 million
- Orlandi's wiping fabrics business, annual net sales of approx. EUR 65 million
- Fabriano Filter Media SpA, manufacturer of micro glass filter media, annual net sales approx. EUR 7 million

Expected to meet ROCE 13% criteria generating EBIT of approx. EUR 25 million when integration completed

# Ahlstrom becomes the leading wiping fabrics producer

#### Orlandi and Fiberweb acquisitions

- Technology advantage (pulp-containing wipe assets)
- Cross selling opportunities
- Rationalizing manufacturing base
- Back-office synergies through shared service centers
- Integration costs estimated to be approx. EUR 1 million per quarter in 2007 from Q2 completed by end of 2007





Ahlstro

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# Joint venture, Ahlstrom Jacarei - access to high growth markets and competitive asset base

#### High growth markets

- Serving specialty paper markets in the Americas and Asia, such as self adhesive labeling, wet glue labeling and selected packaging grades
- Market growth >10%

## Competitive cost base

- Short fibers supplied by integrated pulp mill
- Infrastructure services from VCP

Target to increase the use of eucalyptus as raw material at group level

# Actions to improve profitability

- Migration to more competitive raw material cost base
- Continuous performance improvement program "aPlus" (Kaizen)
  - Reducing direct costs and waste
  - Avoiding unnecessary investments
  - Optimizing working capital
- Improving operating leverage by investing at current sites
- Cutting tail
  - -Closing non-competitive plants when cash flow dries out
  - Minimum investment in low growth businesses

# Wrap-up

- Implementation of global growth well under way
  -> + 2 billion euro company
- Future focus on new capabilities in new geographies
- Migrating to more competitive cost structure
- Achieving financial targets