# Ahlstrom Group Q2 2007 financial results 

Jukka Moisio, CEO<br>Jari Mäntylä, CFO

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Net sales, EUR million
Operating profit, EUR million
Operating profit excl. non-recurring items, EUR million
Profit before taxes, EUR million
Profit before taxes excl. non-recurring items, EUR million
Profit for the period, EUR million
Return on capital employed (ROCE), \%
ROCE excl. non-recurring items,\%
Earnings per share (EPS), EUR
Cash earnings per share (CEPS), EUR
Average number of shares, 1000s
Q2 2007 $\mathbf{Q 1} \mathbf{2 0 0 7}$ Q2 $2006 \quad$ 2006

- Net sales (adjusted for currency effects) grew by $8.7 \%$
- Operating profit improved by $7 \%$ from Q1/07 due to increased sales volumes
- Integration of three acquisitions was started
- The rebuild of the release base paper machine in France was completed, impact on operating profit EUR 3.5 million


## Highlights H1 2007

|  | Q1-Q2/ | $\mathbf{2 0 0 7}$ | Q1-Q2/ | 2006 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | 853.3 | 824.2 | $1,599.1$ |  |
| Operating profit, EUR million | 44.4 | 58.5 | 96.1 |  |
| Operating profit excl. non-recurring items, EUR million | 40.6 | 52.3 | 87.3 |  |
| Profit before taxes, EUR million | 36.7 | 50.3 | 81.2 |  |
| Profit before taxes excl. non-recurring items, EUR million | 32.9 | 44.1 | 72.5 |  |
| Profit for the period, EUR million | 25.3 | 32.4 | 57.6 |  |
| Return on capital employed (ROCE),\% | 8.5 | 12.4 | 10.4 |  |
| ROCE excl. non recurring items,\% | 7.8 | 11.2 | 9.5 |  |
| Earnings per share (EPS), EUR | 0.55 | 0.77 | 1.31 |  |
| Cash earnings per share (CEPS), EUR | -0.06 | 0.89 | 2.72 |  |
| Average number of shares, 1000s | 46,279 | 41,977 | 43,802 |  |

- Comparable net sales grew by $4.4 \%$
- Operating profit impacted by high raw material costs, investment standstills and integration costs of acquisitions
- Cumulative tax rate for the period was $31 \%$


## Integration of the three acquisitions in the FiberComposites segment well underway

- Fiberweb's consumer wipes business, annual net sales of approx. EUR 110 million, closed on May 25, 2007
- Orlandi's spunlace nonwoven business, annual net sales of approx. EUR 65 million, closed on April 30, 2007
- Fabriano Filter Media SpA, manufacturer of micro glass filter media, annual net sales approx. EUR 7 million, closed on May 31, 2007
$=>$ The net sales generated from the three acquisitions in Q2 was EUR 22.3 million


## Organic growth decisions and ramp-ups in Q2 2007

## New investment decisions

- Dust filtration line, Darlington, USA, EUR 8 million, start-up in June 2008
- 5 hectares land area in Mundra Special Economic Zone, India


## I nvestments ramping up

- The release base paper capacity expansion at the La Gère, France plant completed in June, EUR 30 million
- Specialty glassfiber reinforcement plant, USA, EUR 10 million
- Wiping fabrics line, USA, EUR 25 million
- Orlandi wiping fabrics line, Italy, EUR 2.5 million


## Good demand continued but raw material prices remained high

- Overall, good demand continued in Europe, Asia and Latin America
- North American market was stable but demand for air filtration products suffered from slow down of the housing sector
- Prices for pulp, Ahlstrom's main raw material, continued to increase
- The average USD market price for NBSK increased by 4\% from Q1, BHKP by $1 \%$
- Prices for synthetic fibers and chemicals were stable but remained at high level
- Energy costs remained high but decreased slightly in Europe


## Organic sales growth of 5\% + 5\% growth from acquisitions in Q2 2007



## Gross margin under pressure but improved from Q1



[^0]
## High fiber prices continued to put pressure on margin in Q2/2007

EUR million


* Includes La Gère investment standstill and new units

Small fibers. Big difference.

## Operating profit continued to improve



## Profit for the period, EUR million



## Return on capital employed (ROCE) remains below target



- Excl. non-recurring items

Target: Minimum 13\%

## Gearing ratio 51\% due to completed acquisitions



Target: 50\%-80\%

## FiberComposites segment - Highlights Q2 2007

|  | Q2 2007 | Q2 2006 | 2006 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | 235.5 | 204.9 | 808.2 |
| Operating profit excl. non-recurring items, EUR million | 17.3 | 13.9 | 54.1 |
| Operating profit excl. non-recurring items, \% | 7.3 | 6.8 | 6.7 |
| Return on Net Assets excl. non-recurring items (RONA), \% | 9.5 | 9.0 | 8.9 |

- The integration of the three acquisitions started
- 6\% organic volume growth and 7\% net sales growth, driven by good demand in wiping fabrics, industrial nonwovens and glass nonwovens applications
- The ramp-up of the Glass Nonwovens line and the wiping fabrics lines in the US and in Italy (Orlandi) continued
- EUR 8 million investment announced in air filtration line, USA
- The closure of the Bellingham filtration site in H1 2008 was announced


## Specialty Papers segment - Highlights Q2 2007

|  | Q2 2007 | Q2 2006 | 2006 |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, EUR million | 202.7 | 205.2 | 794.0 |
| Operating profit excl. non-recurring items, EUR million | 5.4 | 10.3 | 36.4 |
| Operating profit excl. non-recurring items, \% | 2.7 | 5.0 | 4.6 |
| Return on Net Assets excl. non-recurring items (RONA), \% | 6.4 | 13.1 | 11.8 |

- Volume growth of $10 \%$ continued in Technical Papers driven by strong demand in posters, crepe papers, vegetable parchment and decor papers
- Sales volumes of the Label and Packaging Paper business area decreased mainly due to the La Gère investment standstill
- Operating profit was impacted by the investment standstill (EUR 3.5 million) and price pressure in release base papers
- The specialty paper joint venture with Brazilian Votorantim Celulose e Papel expected to be closed in Q3


## Volume and price development by business area

| Business area | Volumes <br> $($ Q2/07 vs. <br> Q2/06 $)$ | Prices <br> $($ Q2/07 vs. <br> Q1/07) |
| :--- | :--- | :--- | | Outlook H2 |
| :--- |
| Nonwovens |
| Filtration |

## Implementation of growth actions continues

- The integration of the three acquisitions in the FiberComposites segment continues
- Integration costs estimated to be EUR 1 million per quarter
- The Brazilian specialty paper joint venture with Votorantim Celulose Papel (VCP) is expected to be closed during Q3
- The glassfiber tissue plant in Tver, Russia is proceeding according to schedule and is expected to be completed in Q4
$=>$ Full year capex excl. acquisitions estimated to be in the range of EUR 130140 million


## Outlook H2 2007

- Demand in Europe, South America and Asia expected to remain good
- Demand anticipated to be stable in USA, however low visibility
- High oil prices keep energy costs high and increase pressure on synthetic fibers and chemicals prices
- Price increases and fixed cost control critical for profitability improvement

This presentation contains certain forward-looking statements that reflect the present views of the company's management. Due to the nature of these statements, they contain uncertainties and risks and are subject to changes in the general economic situation and in the company's business.

## Appendix



Net sales, EUR million

## Profit before taxes, EUR million



## Investments, EUR million




Small fibers. Big difference.


[^0]:    * The new acquired units will be included from Q4 2007 onwards when they are included in Ahlstrom's figures for full quarters

