## Ahlstrom Corporation

January-June 2008 Financial Results

July 25, 2008
CEO Risto Anttonen

Small fibers. Big difference.
Ahlstrom 8

## Key highlights of Q2 2008

- Net sales amounted to EUR 465.9 million, growing by $6.7 \%$ on Q2/07 and by 12.3\% excluding currency effect
- Comparable net sales adjusted for currency effect, acquisitions and closures grew by $8.1 \%$ on Q2/07 and by approximately $2.0 \%$ on Q1/08
- Comparable volumes adjusted for acquisitions and closures grew by 5.1\%
- Operating profit excluding non-recurring items was EUR 19.5 million
- Growth of 5.6\% on Q1/08
- Decrease of 7.3\% on Q2/07 due to losses of the La Gère plant, low volumes of the wipes business in Europe, and escalating raw material prices



## Challenging operating environment

- Uncertainty in global economy started to reflect as softness of demand in some of Ahlstrom's products towards the end of Q2
- Cost inflation remained strong:
- Rayon price (USD) $+28 \%$ on Q2/07
- Pulp price (USD), BHKP +23\% \& NBSK $+16 \%$ on Q2/07
- Energy prices (USD) > +40\% on Q2/07
- Crude oil (USD) +79\% on Q2/07



## Net sales quarterly development



## Net sales growth \%, compared to previous year


_ Net sales - EUR —_Net sales - local curr. _— Net sales - comparable _- Volumes - comparable

## Net sales by region

MEUR


- Q2/2007 ■ Q2/2008


## Net sales by business area



## Net sales growth by components



## EBIT quarterly development



Excluding non-recurring items

## EBIT* development by components

*excluding non-recurring items


## Profit for the period



## Fiber Composites segment - Highlights Q2 2008

- Net sales grew to EUR 257.0 million (EUR 235.5 million), up $9.1 \%$ on Q2/07
- Nonwovens: +16.4\% (+26.4\% excl. curr. effect)
- Glass Nonwovens: +18.3\% (+19.4\% excl. curr. effect)
- Filtration: -4.9\%
(+4.9\% excl. curr. effect)

MEUR Net sales


MEUR Operating profit excluding non-recurring items


## Specialty Papers segment - Highlights Q2 2008

- Net sales EUR 209.7 million (EUR 202.7 million), up by 3.5\% from Q2/07
- Technical Papers: +3.9\% (+6.2\% excl. curr. effect)
- Release \& Label Papers: +2.3\%
(+3.4\% excl. curr. effect)

- Sales volumes grew by $2.7 \%$
- Operating profit grew to EUR 5.7 million (EUR 5.4 million) excluding non-recurring items


## Return on capital employed (ROCE)



## Interest-bearing net liabilities and gearing ratio



## Focus 2008: leveraging on growth investments



## Outlook

- Due to the continuing overcapacity in release base papers and wipes in Europe, as well as the uncertainty in the global economy reflecting in the demand of some of Ahlstrom's products, Ahlstrom revises its full-year outlook.
- Net sales are estimated to grow from 2007 as a result of the completed acquisitions and the ongoing investment projects especially in BRIC countries, and despite the closing of four production units in Europe and North America.
- As a result of the continuing volume growth and the restructuring actions taken, Ahlstrom still anticipates the full-year operating profit to improve from last year, but is now expecting a milder improvement than earlier stated.
- Operating profit for $\mathrm{H} 2 / 08$ is still expected to be clearly better than in $\mathrm{H} 2 / 07$.



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.

