

# Clear improvement in operating margin

## Highlights of the first quarter 2016

- Net sales were EUR 288.0 (280.2) million.
- EBITDA was EUR 31.0 (26.5) million and the EBITDA margin was 10.8% (9.5%). There were no non-recurring items in the reporting period or in the corresponding period last year.
- Operating result was EUR 16.3 (13.2) million and net result EUR 6.3 (9.7) million.
- Earnings per share (EPS) was EUR 0.12 (0.19).
- Operating cash flow was EUR 3.6 (-4.6) million.

KEY FIGURES (MEUR)	Jar	Jan-Dec		
, , ,	2016	2015	Change, %	2015
Net sales	288.0	280.2	+3%	1,130.7
EBITDA (adj.*)	31.0	26.5	+17%	93.6
EBITDA margin, % (adj.*)	10.8	9.5		8.3
EBITDA	31.0	26.5	+17%	86.3
EBITDA margin, %	10.8	9.5		7.6
Operating result (adj.*)	16.3	13.2	+23%	40.0
Operating margin, % (adj.*)	5.7	4.7		3.5
Operating result	16.3	13.2	+23%	32.7
Operating margin, %	5.7	4.7		2.9
Net result	6.3	9.7	-35%	22.8
Earnings per share (EPS), EUR	0.12	0.19	-36%	0.44
Interest-bearing net debt	234.4	241.1	-3%	227.4

<sup>\*</sup> Adjusted for non-recurring items

Unless otherwise indicated, the figures in parentheses refer to the figures for the equivalent period in 2015. This financial report is unaudited. It is published in Swedish, Finnish and English. In case of any discrepancies between the three versions, the Swedish text shall prevail.

#### Comment from Munksjö's President and CEO, Jan Åström

"We had a good start to the year, as the implemented price increases had an expected full effect from the first quarter onwards and we have now closed the gap caused by increased pulp prices during 2015.

The market demand remained on a stable level during the first quarter of 2016. The increased volumes during the first quarter were mainly related to higher specialty pulp deliveries, as we last year during the first quarter built up specialty pulp inventories in order to secure the service level during the maintenance stop in the second quarter.

The improved profitability is a result of both our own actions related to the plan to improve our profitability and more favourable input cost conditions.

Our EBITDA was the highest quarterly result in our history and provides a good foundation for the continued work with the efforts and actions to achieve our profitability target, an EBITDA margin of 12 per cent at the end of the year.

We continue to focus on value added solutions for our customers and have been able to strengthen our leading positions in our niched specialty paper segments."

#### Outlook

The demand outlook in 2016 for Munksjö's specialty paper products is expected to remain stable and reflect the seasonal pattern.

The EBITDA margin in 2016 is expected to improve compared with 2015 driven by the on-going profitability improvement plan including increased operational efficiency, profitable growth, product and service quality leadership and utilising the position as a market and innovation leader.

The annual maintenance and vacation shutdowns in the second and third quarter, as well as the shutdowns at the end of 2016, are expected to follow the seasonal pattern and to be carried out to about the same extent as in 2015. The next maintenance shut down at the pulp production facility in Aspa in Sweden will be carried out in September 2016 and will therefore affect the financial result of the third quarter.

The cash flow effect of capital expenditure for fixed assets for 2016 is expected to be EUR 35-40 million.

### Profitability target to be achieved at the end of 2016

Munksjö's profitability target is to reach an EBITDA margin of 12 per cent at the end of 2016. The drivers for the profitability improvement include continued operational efficiency, profitable growth, product and service quality leadership and utilising the position as a market and innovation leader. Within operational efficiency, the majority of the planned actions include measures to adjust our cost structure.

The EBITDA targets per business area are; 15-16 per cent for Decor, 12-13 per cent for Release Liners, 15-16 per cent for Industrial Applications and 9-10 per cent for Graphics and Packaging.

### Events after the end of the reporting period

• Decisions taken by the Annual General Meeting 2016, including a return of equity of EUR 0.30 per share, and the organisation meeting of the Board of Directors.

#### Webcast and conference call

A combined news conference, conference call and live webcast will be arranged on the publishing day 27 April 2016 at 10:00 a.m. CEST (11:00 a.m. EEST, 8:00 a.m. GMT) at restaurant Savoy (Eteläesplanadi 14, 7th floor, Helsinki). The report will be presented by President and CEO Jan Åström. The event will be held in English.

The conference call and live webcast can be followed on the Internet and an on-demand version of the webcast will be available on the same webpage later the same day. To join the conference call, participants are requested to dial one of the numbers below 5-10 minutes prior to the start of the event.

#### Webcast and conference call information

Finnish callers: +358(0)9 6937 9590 Swedish callers: +46(0)8 5065 3936

US callers: +1646 254 3362 UK callers: +44(0)20 3427 1910

Conference ID: 4697677

Link to the webcast: http://qsb.webcast.fi/m/munksjo/munksjo\_2016\_0427\_q1

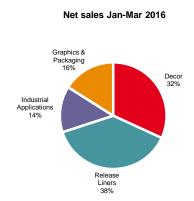
# The Munksjö Group

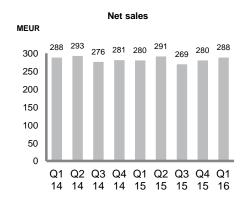
Munksjö is a world-leading manufacturer of advanced paper products developed with intelligent paper technology. Munksjö offers and develops customer-specific innovative design and functionality in areas ranging from flooring, kitchens and furnishings to release papers, consumer-friendly packaging and energy transmission. The transition to a sustainable society is a natural driving force for Munksjö's growth as the products can replace non-renewable materials. Given Munksjö's global presence and way of integrating with the customers, the company forms a worldwide service organisation with approximately 2,900 employees and 15 facilities located in France, Sweden, Germany, Italy, Spain, Brazil and China.

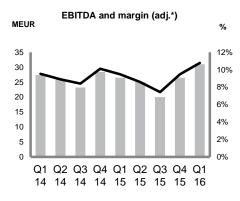
	Jai	Jan-Mar					
MEUR	2016	2015	Change, %	2015			
Net sales	288.0	280.2	+3%	1,130.7			
EBITDA (adj.*)	31.0	26.5	+17%	93.6			
EBITDA margin, % (adj.*)	10.8	9.5		8.3			
EBITDA	31.0	26.5	+17%	86.3			
EBITDA margin, %	10.8	9.5		7.6			
Operating result (adj.*)	16.3	13.2	+23%	40.0			
Operating margin, % (adj.*)	5.7	4.7		3.5			
Operating result	16.3	13.2	+23%	32.7			
Operating margin, %	5.7	4.7		2.9			
Net result	6.3	9.7	-35%	22.8			
Capital expenditure	9.9	8.9	11%	39.8			
Employees, FTE	2,732	2,755	-1%	2,774			

<sup>\*</sup> Adjusted for non-recurring items

- Overall group delivery volumes increased mainly as a result of higher pulp deliveries. In the corresponding period last year, the production facility for specialty pulp built up inventories in order to secure the service level during the maintenance stop.
- Net sales increased to EUR 288.0 (280.2) million, as higher volumes compensated for the lower average price, driven by the lower sales price for long fibre specialty pulp.
- EBITDA increased to EUR 31.0 (26.5) million and the EBITDA margin was 10.8% (9.5%). There were no non-recurring items in the reporting period or in the corresponding period last year. The profitability improvement was mainly driven by lower variable costs, driven by the lower energy price, lower raw material prices and actions related to the plan to reach the profitability target. Currency hedge losses of EUR 0.1 (2.4) million were recorded in segment *Other* in the quarter.
- The operating result was EUR 16.3 (13.2) million and net result EUR 6.3 (9.7) million.
- In the reporting period, the currency hedging result impacting operating profit amounted to EUR -0.1 (-2.4) million. Exchange losses on financial assets and liabilities were EUR 2.6 (profit of 5.5) million and are reported in financial items.







<sup>\*</sup> Adjusted for non-recurring items

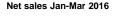
#### **Business Area Decor**

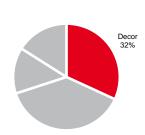
As one of the leading manufacturers in the market for paper-based surfacing for wood-based materials, such as laminate flooring, furniture and interiors, Decor develops high-tech and innovative papers for high and low pressure laminates, print base paper and pre-impregnated paper. Customers include laminators, impregnators as well as printers. The base for Munksjö's strong market position lays in its excellent reputation for long-term proven quality and services. The product offering also includes thin, light-weight leaflet papers, used by the pharmaceutical and cosmetics industries.

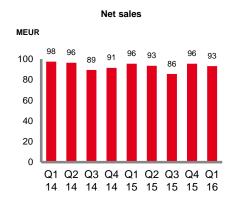
	Jan-	Jan-Dec		
MEUR	2016	2015	Change, %	2015
Net sales	93.2	95.5	-2%	372.6
EBITDA (adj.*)	13.7	11.8	+16%	42.6
EBITDA margin, % (adj.*)	14.7	12.4		11.4
EBITDA	13.7	11.8	+16%	42.6
EBITDA margin, %	14.7	12.4		11.4
Operating result (adj.*)	11.7	9.9	+18%	34.6
Operating margin. % (adj.*)	12.6	10.4		9.3
Operating result	11.7	9.9	+18%	34.6
Operating margin. %	12.6	10.4		9.3
Capital expenditure	3.3	2.6	+27%	10.2
Delivery volumes, tonnes	46,000	46,800	-2%	183,400
Production volumes, tonnes	48,200	46,700	3%	181,700
Employees, FTE	834	850	-2%	855

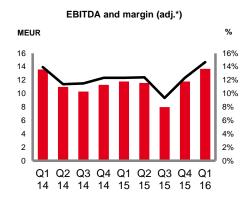
<sup>\*</sup> Adjusted for non-recurring items

- Total delivery volumes were lower but volumes in the main markets in Europe remained stable. Volumes in Asia
  continued to grow according to plan, but did not fully compensate for the negative volume development in countries
  impacted by increased macroeconomic uncertainty.
- Net sales decreased to EUR 93.2 (95.5) million. The average price decreased due to a less favourable product and geographical mix.
- EBITDA was EUR 13.7 (11.8) million and the EBITDA margin was 14.7% (12.4%). There were no non-recurring items in the reporting period or in the corresponding period last year. The lower variable costs and profitability improvement actions had a positive result effect and compensated for the negative result effect of the lower delivery volumes and the lower average price.
- Operating result was EUR 11.7 (9.9) million and the operating margin 12.6% (10.4%).









<sup>\*</sup> Adjusted for non-recurring items

#### **Business Area Release Liners**

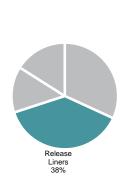
Products offered by Release Liners include release papers, both super calendered and coated, coated specialties in South America and specialty pulp. Products are developed to offer consistent quality, high performance and sustainability. Customers include manufacturers of laminates for self-adhesive labelling, industrial siliconisers as well as – for coated specialities – packaging converters. Munksjö has long term customer relationships, built on the company's reputation of quality, reliability and service. Release papers are used as a carrier of different pressure sensitive adhesives labels and materials.

	Jan	Jan-Mar					
MEUR	2016	2015	Change, %	2015			
Net sales	111.6	106.8	+4%	437.6			
EBITDA (adj.*)	10.9	9.7	+12%	39.5			
EBITDA margin, % (adj.*)	9.8	9.1		9.0			
EBITDA	10.9	9.7	+12%	36.1			
EBITDA margin, %	9.8	9.1		8.2			
Operating result (adj.*)	3.9	2.5	+56%	11.4			
Operating margin, % (adj.*)	3.5	2.3		2.6			
Operating result	3.9	2.5	+56%	8.0			
Operating margin, %	3.5	2.3		1.8			
Capital expenditure	2.7	3.1	-13%	14.9			
Delivery volumes, tonnes	131,300	118,200	+11%	498,700			
Production volumes, tonnes	123,000	118,000	+4%	475,900			
Employees, FTE	850	877	-3%	859			

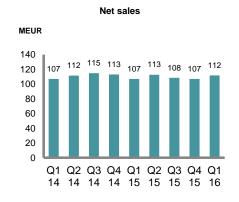
 <sup>\*</sup> Adjusted for non-recurring items

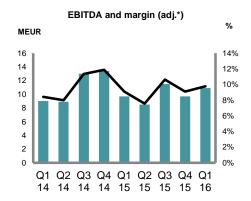
# First quarter 2016

- Total delivery volumes increased, mainly as a result of higher deliveries of specialty pulp. Delivery volumes were higher for the Brazilian paper business, as the increased export volumes more than compensated for the economic slowdown in Brazil. The volumes for the European paper business were stable.
- Net sales were higher and reached EUR 111.6 (106.8) million. The average price was higher for the European paper business as the implemented price increases had an expected positive effect. Net sales and average price measured in local currency increased for the Brazilian paper business. The average price for the business area was however negatively affected by the decrease of the sales price in the pulp business, driven by the lower long fibre pulp (NBSK) price.
- EBITDA increased to EUR 10.9 (9.7) million and the EBITDA margin was 9.8% (9.1%). There were no non-recurring items in the reporting period or in the corresponding period last year. The positive result effect from the higher volumes compensated for the lower average price. The variable cost base for the business area was lower, driven by the lower energy prices. The result of the Brazilian paper business was stabilised as a result of the positive development of the plan to increase export volumes.
- Operating result was EUR 3.9 (2.5) million and the operating margin 3.5% (2.3%).



Net sales Jan-Mar 2016





<sup>\*</sup> Adjusted for non-recurring items

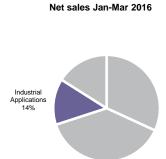
# **Business Area Industrial Applications**

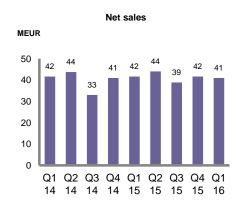
Industrial Applications' leading position in the market for high quality specialty paper is based on its high-tech product portfolio combined with its deep knowledge of technically advanced production processes. The product offering includes abrasive backings, electrotechnical paper,  $Spantex^{TM}$ , thin paper and fine art paper. The products are used within several industrial sectors such as automotive, furniture, wood, metal and building, construction industries, energy transmission, stainless steel, aluminium and glass industries.

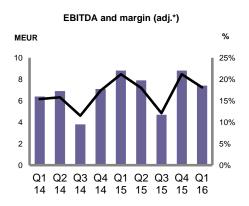
	Ja	Jan-Dec		
MEUR	2016	2015	Change, %	2015
Net sales	40.9	41.6	-2%	166.6
EBITDA (adj.*)	7.4	8.8	-16%	27.5
EBITDA margin, % (adj.*)	18.1	21.2		16.5
EBITDA	7.4	8.8	-16%	27.5
EBITDA margin, %	18.1	21.2		16.5
Operating result (adj.*)	5.3	6.9	-23%	19.6
Operating margin, % (adj.*)	13.0	16.6		11.8
Operating result	5.3	6.9	-23%	19.6
Operating margin, %	13.0	16.6		11.8
Capital expenditure	1.2	2.0	-40%	9.2
Delivery volumes, tonnes	21,200	21,200	+0%	85,100
Production volumes, tonnes	22,800	22,900	+0%	84,900
Employees, FTE	573	550	+4%	574

Adjusted for non-recurring items.

- Delivery volumes remained on the same level.
- Net sales decreased to EUR 40.9 (41.6) million due to a lower average price. The average price was lower as a result of a less favourable product mix.
- EBITDA decreased to EUR 7.4 (8.8) million and the EBITDA margin was 18.1% (21.2%). There were no non-recurring items in the reporting period or in the corresponding period last year. The negative profitability development was mainly a result of the lower average price and less favourable currency development.
- Operating result was EUR 5.3 (6.9) million and the operating margin 13.0% (16.6%).







<sup>\*</sup> Adjusted for non-recurring items

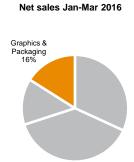
# **Business Area Graphics and Packaging**

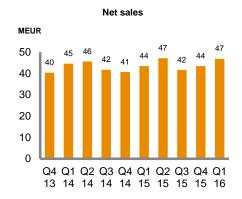
Graphics and Packaging offers differentiated paper products developed for a broad range of customers globally. The products include coated one-side and calendered papers, which are used for flexible packaging, wet-glue and pressure sensitive labelling, graphics and industrial applications. Flexible packaging paper is mainly used in the food industry for baking or manufacturing of packaging, wet-glue base papers and pressure sensitive facestock papers are mainly used for premium beverage and identification labels. Graphics and industrial papers refer mainly to uncoated papers for repositionable notes, interleaving paper, envelope windows and other process papers.

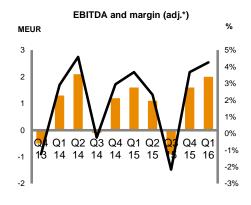
	Jan	Jan-Dec		
MEUR	2016	2015	Change, %	2015
Net sales	46.9	43.5	+8%	175.7
EBITDA (adj.*)	2.0	1.6	+25%	0.3
EBITDA margin, % (adj.*)	4.3	3.7		0.2
EBITDA	2.0	1.6	+25%	-0.2
EBITDA margin, %	4.3	3.7		-0.1
Operating result (adj.*)	-0.9	-0.3	-	-7.9
Operating margin, % (adj.*)	-1.9	-0.7		-4.5
Operating result	-0.9	-0.3	-	-8.4
Operating margin, %	-1.9	-0.7		-4.8
Capital expenditure	1.6	0.2	-	3.0
Delivery volumes, tonnes	34,700	31,400	+11%	127,200
Production volumes, tonnes	35,200	35,300	+0%	128,500
Employees, FTE	413	419	-1%	428

<sup>\*</sup> Adjusted for non-recurring items

- Total delivery volumes increased, while the challenging competitive situation in certain product segments, mainly coated papers, continues.
- Net sales increased and reached EUR 46.9 (43.5) million as an effect of higher volumes. The average price decreased mainly as a result of a less favourable product mix.
- EBITDA increased and was EUR 2.0 (1.6) million and the EBITDA margin was 4.3% (3.7%). There were no non-recurring items in the reporting period or in the corresponding period last year. The positive result effect of the higher volumes compensated for the negative effect of the lower average price. Variable costs were lower, mainly as a result of a lower energy price but also due to profitability improvement actions.
- Operating result was EUR -0.9 (-0.3) million and the operating margin -1.9% (-0.7%).
- The programme aiming at a substantial improvement in the financial result launched in the third quarter of 2013 is progressing according to plan, with the exception of the coated paper business, where the measures intended to strengthen the business area's competitiveness by adjusting the product mix are delayed due to the above described increased competition. The aim with the programme going forward is, as previously communicated, to achieve the business area's EBITDA target of 9-10 per cent at the end of 2016.







<sup>\*</sup> Adjusted for non-recurring items

#### Cash flow

The cash flow from operating activities in January-March 2016 amounted to EUR 3.6 (-4.6) million. The improved operating result and working capital had a positive effect on cash flow from operating activities. The operating cash flow in 2016 was negatively affected by EUR 2.9 (2.2) million relating to the settlement of provisions recorded in previous periods and payments of EUR 2.0 (1.7) million of income taxes.

# Capital expenditure

The cash flow related to capital expenditure for January-March 2016 amounted to EUR -9.9 (-8.9) million. Munksjö's capital expenditure in the first quarter of 2016 was of operative nature and includes maintenance, cost improvement and efficiency improvement investments. The largest capital expenditure in 2016 will be related to the maintenance shut down at the pulp production facility in Aspa, Sweden, planned to be carried out in the third quarter of 2016.

## Financial position

### **Financing**

Munksjö has a EUR 345 million term loan and revolving credit facilities agreement, with a maturity of five years since September 2014, and a SEK 570 million term loan signed and implemented in December 2015, with a maturity of five years. The interest payable under both agreements depends on the ratio of consolidated net debt to consolidated EBITDA. At the end of the first quarter of 2016, the weighted average interest rate on bank debt was approximately 2.8 per cent (end of the fourth quarter 2015: 2.7 per cent; end of the first quarter 2015: 2.4 per cent).

Interest-bearing net debt amounted to EUR 234.4 million at 31 March 2016 (31 December 2015: 227.4; 31 March 2015: 241.1) resulting in a net debt/equity ratio of 57.1% (31 December 2015: 56.7%; 31 March 2015: 58.5%).

Shareholders' equity at 31 March 2016 amounted to EUR 410.6 million (31 December 2015: 401.3; 31 March 2015: 412.2) and total assets decreased to EUR 1,162.0 million (31 December 2015: 1,173.4; 31 March 2015: 1,172.2).

#### Net financial items

Net financial items for January-March 2016 amounted in total to EUR -6.4 (2.0) million, of which EUR 2.8 (2.4) million is interest rate expenses, EUR 0.8 (0.9) million is other finance costs and the rest is mainly items not affecting the cash flow, including EUR 0.2 (0.2) million of amortisation of capitalised bank fees and foreign exchange gains and losses on financial assets and liabilities of EUR -2.6 (5.5) million. The net financial items for the period include realised interest rate swaps of EUR -0.3 (-0.1) million. At the end of the reporting period, the fair value of unrealised interest rate swaps amounted to EUR -1.9 (-1.5) million.

#### Hedging

At the end of the reporting period the fair value of unrealised hedges excluding interest rate swaps amounted to EUR -0.6 (-3.1) million. The operating result for January-March 2016 includes realised hedges of EUR -0.2 (-2.4) million, mainly as a result of currency-related hedge losses. Munksjö has no outstanding pulp hedging contracts from 1 January 2015 onwards. Hedging activities are managed centrally and mainly reported in segment 'Other'.

#### Taxes

The income tax charge for the reporting period was EUR -3.6 (-5.5) million representing an effective rate of 36.7% (36.2%). The effective tax rate is the statutory corporate tax rate as adjusted for non-deductible expenses, income not subject to income tax, valuation or revaluation of losses and prior year adjustments. The effective tax rate in the first quarter of 2016 excluding tax losses in the period not valued would have been approximately 29%.

Total cash taxes paid for the reporting period amounted to EUR 2.0 (1.7) million. The net current tax asset at 31 March 2016 amounted to EUR 0.8 (-8.4) million.

# **Employees**

The average number of employees (FTE's) in the first quarter of 2016 was 2,732 (2,755). At the end of March 2016, Munksjö had 2,912 (2,909) employees. Of Munksjö's total number of employees at the end of March 38% (37%) were employed in France, 22% (21%) in Sweden, 16% (16%) in Germany, 9% (9%) in Italy, 8% (9%) in Brazil, 6% (6%) in Spain and 1% (2%) in other countries.

The strategic focus areas for 2016 are to further establish a common culture, including a health and safety approach in everything we do, to strengthen Munksjö's leadership and to attract, develop and retain employees. To follow up on these areas, KPIs will be developed and the results will be reported on a full year basis. More information about Munksjö's employees is published in the Annual report.

# Share-based incentive programmes

In May 2014, the Board of Directors approved a long-term share-based incentive programme for Munksjö's senior executives and other key personnel have enrolled to the programme. The total cost for the programme will be recognised over the vesting period which commenced in July 2014 and ends

on 31 December 2016. The personnel expense related to the incentive programme in January-March 2016 was EUR 0.5 (0.6) million.

# Munksjö reorganised its sales organisation

On 10 December 2014 Munksjö announced a plan to simplify its sales organisation by reorganising certain sales functions. The reorganisation was subject to consultation and approval processes in accordance with local legislation in the countries affected. The overall model is one customer service hub per Business Area in Europe, and Group sales offices in Brazil, China, the US and Russia. By moving customer service closer to supply and planning, pooling resources and avoiding sales office costs, Munksjö improves profitability and made the supply chain process more efficient.

The consultation and approval processes have now been completed and the reorganisation and its implementation is continuing according to plan. The annual savings will amount to the expected EUR 1-1.5 million, of which a majority were realised during 2015. The remaining cost savings will be achieved gradually during 2016.

## Munksjö further adjusts the cost structure

In September 2015 Munksjö announced a plan to further adjust its cost structure. The plan includes restructuring actions that required personnel negotiations at the production facility located in Mathi, close to Turin in Italy. With the restructuring, Munksjö aims to further adjust the cost structure and improve the operational efficiency of Business Area Release Liners. The production facility in Mathi is a shared site with Ahlstrom Corporation.

The restructuring was subject to consultation and approval processes in accordance with local legislation. This process has now been concluded and the headcount reduction related to the restructuring project will be 37 employees. The expected annual cost savings of the restructuring amount to approximately EUR 2.0-2.5 million and Munksjö expects to attain the full profitability effect of the planned cost savings gradually during 2016.

# **Product development**

Munksjö's four business areas are responsible for their respective product development. Most of this work is carried out in the development centre in Apprieu in France, with full focus on meeting customer requirements for functionality and quality. The development projects are initiated and implemented in collaboration with clients, but also in the context of Munksjö's own product development. At the end of 2015, Munksjö introduced a target for the share of new products of net sales. The share should be at least 15 per cent and the target is calculated as an average over the last three years.

# Risks and uncertainty factors

Munksjö is exposed to changing market conditions and uncertainty caused by both macroeconomic and industry related events and is exposed to risks that may arise from its operations, changes in the business environment, developments in the global economy or potential changes in the legislative framework. The materialisation of such risks could have an adverse effect on Munksjö's operations, earnings and financial position.

Munksjö's significant risks and uncertainty factors mainly consist of developments in demand and prices of sold products, the cost and availability of significant raw materials, financial risks, as well as other business factors including developments on the financial markets. The significant cost items for raw materials are wood, pulp, titanium dioxide and energy. Munksjö's key financial risks include interest rate and currency risks, liquidity risk and credit risk. The Group has exposure to tax risks due to potential changes in tax laws or regulations or their application, or as a result of on-going and future tax audits.

More information about risks and uncertainty factors related to Munksjö's business and the company's risk management is published in the Annual report and on www.munksjo.com.

#### Shares and shareholders

The Munksjö Oyj share is traded on Nasdaq Helsinki, Finland under the trading symbol MUNK1 and as of 8 December 2014 also on Nasdaq Stockholm under the trading symbol MUNK1S. The share capital amounts to EUR 15,000,000 and the total number of shares as of 2 December 2013 amounts to 51,061,581. All shares carry one vote each and have equal rights.

On 31 March 2016, Munksjö held 300,000 own shares, corresponding to about 0.6 per cent of the total number of shares and votes. The own shares were repurchased during 2015 and will primarily be used for implementing share-based incentive programmes of the company, or for other purposes defined in the authorization of the Annual General Meeting.

#### Share development and shareholders

The reporting period January-March 2016 consisted of 61 (62) trading days.

The trading volume on Nasdaq Helsinki during the reporting period was 2,256,208 (5,404,725) shares, equivalent to a turnover of EUR 19,098,996 (51,586,292). The daily average trading volume during the reporting period was 36,987 (87,173) shares and the volume-weighted average share price was EUR 8,51 (9,60). The highest share price in the reporting period was EUR 9.75 (11.88) and the lowest EUR 7.67 (9.00). On the last trading day of the reported trading period, 31 March 2016, the share price was EUR 9.75 (31 March 2015: 11.84) and the corresponding market capitalisation was EUR 494.9 million (31 March 2015: 601.9). The market capitalisation figures have been adjusted with the shares held by the company at the end of the reporting period.

The trading volume on Nasdaq Stockholm during the reporting period was 664,635 (1,487,758) shares, equivalent to a turnover of SEK 53,349,761 (134,179,201). The daily average trading volume in the reported period was 10,896 (23,996) shares and the volume-weighted average share price was SEK 80.27 (90.12). The highest share price in the reporting period was SEK 90.75 (110.25) and the lowest SEK 71.75 (85.00). On the last trading day of the reported trading period, 31 March 2016, the share price was SEK 90.75 (31 March 2015: 108.00).

At the end of March 2016, Munksjö had 10,331 (10,979) shareholders in the register maintained by Euroclear Finland Ltd. The share turnover during the reporting period for both exchanges was 5.8 (13.6) per cent of the total amount of shares. Munksjö's share is also traded on alternative exchanges, such as BATS Chi-X. During the reporting period the shares traded on Nasdaq represented 75.2 per cent and the shares traded on the alternative exchanges 24.8 per cent on of the total turnover (Source: Fidessa Fragmentation Index, http://fragmentation.fidessa.com).

#### Flagging notifications

During the reporting period, Munksjö received one announcement about major changes with regards to the holdings of the largest shareholders.

Change in the holding of Ahlström Capital

On 18 February 2016, Munksjö received an announcement from AC Invest Five B.V., according to which the holding of AC Invest Five B.V. holding in Munksjö had increased and as a consequence, the indirect holding of Ahlström Capital Oy had exceeded the threshold of 15 per cent. The direct holding of AC Invest Five B.V. and the indirect holding of Ahlström Capital Oy had increased to 7,897,619 shares, corresponding to a holding of 15.47 per cent of Munksjö's shares and voting rights. AC Invest Five B.V. is a wholly owned subsidiary of Ahlström Capital B.V. and Ahlström Capital B.V. is a wholly owned subsidiary of Ahlström Capital Oy.

Information about the largest shareholders in Munksjö is available on the investor website at www.munksjo.com. The information is updated on a regular basis.

## **Annual General Meeting 2016**

The company's latest Annual General Meeting was held on 6 April 2016 in Helsinki, Finland. Additional information can be found under "Events after the end of the reporting period".

#### Other issues

Munksjö operates in several countries and from time-to-time disputes arise in the course of day-to-day operations. Munksjö is involved in a number of legal actions, claims and other proceedings. The final outcome of these matters cannot be predicted and taking into account all available information to date the outcome is not expected to have a significant impact on the financial position of the company. **Strategy and financial targets** 

Munksjö's vision is to be the leading manufacturer of advanced paper products developed with intelligent paper technology enabling a customer-specific, innovative and environmentally friendly product design. Munksjö's strategy is based on four strategic objectives and is enabled through sustainable development by an efficient organisation and employees;

- Profitable growth in specialty paper
- A leading supplier in all our markets
- Highest quality in products and services
- Operational efficiency

Munksjö has three financial goals;

- an EBITDA margin of 12 per cent over a business cycle
- a debt/equity ratio under 80 per cent
- dividends at least 1/3 of the operative cash flow after investments

Munksjö's ambition is to further grow the business over the coming years both organically and strategically. The focused strategy enables strong market positions and Munksjö strengthens these positions through sustainable value added solutions.

# Events after the end of the reporting period

### Decisions taken by the Annual General Meeting 2016 and the organisation meeting of the Board of Directors

Munksjö Oyj's Annual General Meeting (AGM) was held in Helsinki on 6 April 2016. The Annual General Meeting adopted the Financial Statements for 2015 and discharged the members of the Board of Directors and the President and CEO from liability for the financial year 2015.

The AGM resolved in accordance with the proposal of the Board of Directors that no dividend will be paid for the fiscal year 2015.

The AGM resolved in accordance with the proposal of the Board of Directors to pay funds from the reserve for invested unrestricted equity as return of equity based on the balance sheet of 31 December 2015, adopted by the AGM, the amount of return being EUR 0.30 per share.

The return of equity was paid to a shareholder who on the record date of the payment 8 April 2016 was registered in the shareholders' register of the company held by Euroclear Finland Oy or in the separate register of shareholders maintained by Euroclear Sweden AB for Euroclear Sweden AB registered shares. The return of equity payable for Euroclear Sweden AB registered shares was forwarded by Euroclear Sweden AB. The return of equity was paid to the shareholders on 19 April 2016

The AGM resolved in accordance with the proposal of the Board that the annual remuneration of the Board of Directors, Board Committees and Nomination Board remains unchanged with the exception of the Vice Chairman's annual remuneration, which shall increase.

The Chairman will receive EUR 80,000 a year, the Vice Chairman EUR 50,000 (previously 40,000) and the ordinary members EUR 40,000 each. The Chairman of the Audit Committee will annually receive EUR 12,000 and the ordinary members EUR 6,000 each. The Chairman of the Remuneration Committee will annually receive EUR 6,000 and the ordinary members EUR 3,000 each. The Chairman of the Nomination Board will annually receive EUR 6,000 and the ordinary members EUR 3,000 each. Travel expenses will be reimbursed in accordance with the company's travel policy.

The AGM resolved in accordance with the proposal of the Nomination Board that the number of Board members increases to seven. The AGM resolved in accordance with the proposal of the Nomination Board that Sebastian Bondestam, Alexander Ehrnrooth, Hannele Jakosuo-Jansson, Elisabet Salander Björklund and Peter Seligson were re-elected and that Anna Ohlsson-Leijon and Mats Lindstrand were elected as new members of the Board. The Board members were elected for the period ending at the close of the next Annual General Meeting. The CVs of the Board members are available at www.munksjo.com.

The AGM resolved in accordance with the proposal of the Shareholders' Nomination Board to amend the Charter of the Nomination Board mainly as a consequence of the entry into force of the new Finnish Corporate Governance Code on 1 January 2016. The Charter of the Nomination Board was amended by adding (i) a right for holders of nominee registered shares to be considered when the Nomination Board is appointed, (ii) a new duty of the Nomination Board to include a recommendation in its proposal of board members on who of the persons nominated shall be elected as Chairman of the Board of Directors, (iii) a new duty of the Nomination Board to establish its principles of diversity, (iv) a right for the Nomination Board to decide what knowledge and competencies are required by the board members in each case by removing the list of knowledge and competencies to be possessed by the board members from the Nomination Board Charter and (v) a right for the Nomination Board to receive information on factors affecting the evaluation of independence of the members of the Board of Directors. In conjunction with these amendments, some additional amendments of a mainly technical nature were made.

The AGM resolved in accordance with the proposal of the Board to re-elect KPMG Oy Ab as the company's auditor. KPMG Oy Ab has designated Authorised Public Accountant Sixten Nyman as the Responsible Auditor.

The AGM resolved in accordance with the proposal of the Board that the auditor's remuneration be paid according to invoicing accepted by the company.

The AGM authorised the Board of Directors to resolve to repurchase and to distribute the company's own shares as well as to accept them as pledge in one or more instalments on the following conditions:

The number of shares to be repurchased or accepted as pledge by virtue of the authorisation shall not exceed 4,000,000 shares in the company, yet always taking into account the limitations set forth in the Companies' Act as regards the maximum number of shares owned by or pledged to the company or its subsidiaries. The shares may be repurchased only through public trading at the prevailing market price on the date of repurchase by using unrestricted shareholders' equity.

The authorisation includes the right for the Board of Directors to decide upon all other terms and conditions for the repurchase of the company's own shares, or their acceptance as pledge, including the right to decide on the repurchase of the company's own shares otherwise than in proportion to the shareholders' holdings in the company.

By virtue of the authorisation, the Board of Directors has the right to resolve to distribute a maximum of 4,000,000 own shares held by the company. The Board of Directors will be authorised to decide to whom and in which order the own shares will be distributed. The Board of Directors may decide on the distribution of the company's own shares otherwise than in proportion to the existing pre-emptive right of shareholders to purchase the company's own shares. The shares may be used e.g. as consideration in acquisitions and in other arrangements as well as to implement the company's share-based incentive plans in the manner and to the extent decided by the Board of Directors. The Board of Directors also has the right to decide on the distribution of the shares in public trading for the purpose of financing possible acquisitions. The authorisation also includes the right for the Board of Directors to resolve on the sale of the shares accepted as a pledge. The authorisation includes the right for the Board of Directors to resolve upon all other terms and conditions for the distribution of the shares held by the company.

The authorisations for the Board of Directors to repurchase the company's own shares, to distribute them as well as to accept them as pledge are valid for 18 months from the close of the Annual General Meeting but will, however, expire at the close of the next Annual General Meeting, at the latest.

The minutes of the meeting are available on www.munksjo.com/agm.

### Decisions taken by the Board of Directors after the AGM

The organisation meeting of the Board of Directors, which was held immediately after the General Meeting, elected Peter Seligson as Chairman and Elisabet Salander Björklund as Vice Chairman of the Board. The Board of Directors appointed two permanent committees, the Audit Committee and the Remuneration Committee. The members of the Audit Committee are Elisabet Salander Björklund (Chair), Sebastian Bondestam and Anna Ohlsson-Leijon. The members of the Remuneration Committee are Peter Seligson (Chairman), Alexander Ehrnrooth and Hannele Jakosuo-Jansson.

Helsinki, 27 April 2016

**Board of Directors** 

## For further information, please contact

Jan Åström, President and CEO, tel. +46 10 250 1001 Pia Aaltonen-Forsell, CFO, tel. +46 10 250 1029

# **Future financial reports**

The complete IR calendar is available on www.munksjo.com/investors. Munksjö's next financial report is the interim report for January-June 2016, which is published on **Wednesday**, **27 July 2016**.

All financial reports are published in English, Finnish and Swedish and they are also available at www.munksjo.com after the publication. Munksjö observes a 21 day silent period preceding the announcement of financial results.

The Annual Report 2015 was published on 9 March 2016 and includes the Financial Statements for the year 2015, the Board of Director's report and the Auditors' report as well as the Corporate Governance Statement. The Annual report, the Corporate Governance Statement and a Remuneration Statement are available as separate documents on www.munksjo.com.

## Made by Munksjö - Intelligent paper technology

Munksjö is a world-leading manufacturer of advanced paper products developed with intelligent paper technology. Munksjö offers customer-specific innovative design and functionality in areas ranging from flooring, kitchens and furnishings to release papers, consumer-friendly packaging and energy transmission. The transition to a sustainable society is a natural driving force for Munksjö's growth as the products can replace non-renewable materials. This is what "Made by Munksjö" stands for. Given Munksjö's global presence and way of integrating with the customers, the company forms a worldwide service organisation with approximately 2,900 employees and 15 facilities located in France, Sweden, Germany, Italy, Spain, Brazil and China. Munksjö's share is listed on Nasdaq in Helsinki and Stockholm. Read more at www.munksjo.com.

# Interim financial statements (unaudited)

CONDENSED STATEMENT OF COMPREHENSIVE INCOME	Jan-	Jan-Dec	
MEUR	2016	2015	2015
Net sales	288.0	280.2	1,130.7
Other operating income	2.0	3.4	11.6
Total operating income	290.0	283.6	1,142.3
Operating costs			
Changes in inventories	1.9	10.3	1.0
Materials and supplies	-141.5	-147.5	-573.9
Other external costs	-65.8	-69.4	-283.6
Personnel costs	-53.6	-50.5	-199.5
Depreciation and amortisation	-14.7	-13.3	-53.6
Total operating costs	-273.7	-270.4	-1,109.6
Share of profit in equity accounted investments	0.0	0.0	0.0
Operating result	16.3	13.2	32.7
Net financial items	-6.4	2.0	-4.7
Profit before tax	9.9	15.2	28.0
Taxes	-3.6	-5.5	-5.2
Net profit	6.3	9.7	22.8
Other comprehensive income			
Items that may be reclassified to profit or loss			
Exchange differences on translation of foreign operations for the period	4.1	-8.3	-22.3
Change in cash flow hedge reserve	-1.7	-2.9	-3.2
Cash flow hedge transferred to this year's result	0.5	2.5	6.2
Items that will not be reclassified to profit or loss			
Actuarial gains and losses on defined benefit plans	-	-	1.0
Tax attributable to other comprehensive income	0.3	0.1	-1.0
Comprehensive income	9.5	1.1	3.5
Net result attributable to:			
Parent company's shareholders	6.1	9.5	22.4
Non-controlling interests	0.2	0.2	0.4
Comprehensive income attributable to:			
Parent company's shareholders	9.3	0.9	3.1
Non-controlling interests	0.2	0.2	0.4
Average number of outstanding shares*	50,761,581	50,963,981	50,818,260
Basic earnings per share, EUR	0.12	0.19	0.44
Diluted earnings per share, EUR	0.12	0.19	0.44

<sup>\*</sup> As adjusted for treasury shares

CONDENSED STATEMENT OF FINANCIAL POSITION			
	31 N	lar	31 Dec
MEUR	2016	2015	2015
ASSETS			
Non-current assets			
Tangible assets	424.4	438.7	430.0
Goodwill	224.6	225.9	223.9
Other intangible assets	44.5	52.6	46.6
Equity accounted investments	2.3	2.2	2.3
Other non-current assets	3.1	3.6	3.6
Deferred tax assets	51.1	57.2	51.8
Total non-current assets	750.0	780.2	758.2
Current assets			
Inventory	157.8	164.1	155.4
Accounts receivable	122.7	130.2	111.1
Other current assets	37.9	34.6	38.3
Current tax assets	4.0	2.9	5.3
Cash and cash equivalents	89.6	60.2	105.1
Total current assets	412.0	392.0	415.2
TOTAL ASSETS	1,162.0	1,172.2	1,173.4
EQUITY AND LIABILITIES			
Equity	410.6	412.2	401.3
Non-current liabilities			
Non-current borrowings	304.9	263.2	313.5
Other non-current liabilities	2.2	1.6	1.7
Pension obligations	51.9	51.4	52.4
Deferred tax liabilities	73.2	82.1	74.1
Provisions	20.9	21.8	23.9
Total non-current liabilities	453.1	420.1	465.6
Current liabilities			
Current borrowings	23.1	41.4	22.5
Accounts payable	148.2	163.8	165.9
Liabilities to equity accounted investments	7.7	8.3	8.0
Accrued expenses and deferred income	106.3	102.9	94.5
Current tax liabilities	3.2	11.3	2.7
Other current liabilities and provisions	9.8	12.2	12.9
Total current liabilities	298.3	339.9	306.5
Total liabilities	751.4	760.0	772.1
TOTAL EQUITY AND LIABILITIES	1,162.0	1,172.2	1,173.4

CONDENSED STATEMENT OF C	CHANGES I	N EQUITY							
MEUR	Share capital	Reserve for invested unrestricted equity	Other reserves	Treasury shares	Cumulative translation adjustment	Retained earnings	Total	Non- controlling interests	Total equity
Balance at 1 Jan 2015	15.0	282.0	385.1	0.0	1.4	-273.9	409.6	4.0	413.6
Result for the period	_	_	_	_	_	9.5	9.5	0.2	9.7
Other comprehensive income	-	-	-0.3	-	-8.3	-	-8.6	-	-8.6
Total comprehensive income	0.0	0.0	-0.3	0.0	-8.3	9.5	0.9	0.2	1.1
Purchase of Munksjö Oyj shares	-	-	-	-2.3	-	-	-2.3	-	-2.3
Return of capital and dividends	-	-	-	-	-	-	0.0	-0.3	-0.3
Employee share incentive plan	-	-	-	-	-	0.1	0.1	-	0.1
Balance at 31 March 2015	15.0	282.0	384.8	-2.3	-6.9	-264.3	408.3	3.9	412.2
Result for the period			_	_	_	12.9	12.9	0.2	13.1
Other comprehensive income	-	_	2.7	_	-14.0	0.6	-10.7	0.2	-10.7
Total comprehensive income	0.0	0.0	2.7	0.0	-14.0	13.5	2.2	0.2	2.4
Purchase of Munksjö Oyj shares	-	-	-	-0.8	_	-	-0.8	-	-0.8
Return of capital and dividends	-	-12.7	-	-	-	-	-12.7	-	-12.7
Employee share incentive plan	-	-	-	-	-	0.2	0.2	-	0.2
Balance at 31 December 2015	15.0	269.3	387.5	-3.1	-20.9	-250.6	397.2	4.1	401.3
Result for the period	-	-	-	-	-	6.1	6.1	0.2	6.3
Other comprehensive income	-	-	-0.9	-	4.1	-	3.2	-	3.2
Total comprehensive income	0.0	0.0	-0.9	0.0	4.1	6.1	9.3	0.2	9.5
Return of capital and dividends	-	-	-	-	-	-	0.0	-0.3	-0.3
Employee share incentive plan	-	-	-	-	-	0.1	0.1	-	0.1
Balance at 31 March 2016	15.0	269.3	386.6	-3.1	-16.8	-244.4	406.6	4.0	410.6

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS			Jan-Dec
	Jan-N	Jan-Mar	
MEUR	2016	2015	2015
Operating profit	16.3	13.2	32.7
Depreciation	14.7	13.3	53.6
Income taxes paid	-2.0	-1.7	-13.4
Interest paid and received	-2.8	-3.0	-11.6
Cash flow from operating activities before change in working capital	26.2	21.8	61.3
Change in inventories	-2.4	-11.9	-3.2
Change in operating liabilities	-9.5	3.6	0.1
Change in operating receivables	-10.7	-18.1	-2.7
Cash generated from operating activities	3.6	-4.6	55.5
Purchase of intangible assets	0.0	-0.2	-0.5
Purchase of tangible assets	-9.9	-8.7	-39.3
Cash flow used in investing activities	-9.9	-8.9	-39.8
Return of equity and dividends	-0.3	-0.3	-13.0
Purchase of own shares	0.0	-2.3	-3.1
Proceeds from borrowings, net of costs	0.0	0.0	61.1
Repayment of borrowings	-8.5	-8.5	-39.0
Cash flow from financing activities	-8.8	-11.1	6.0
CASH FLOW FOR THE PERIOD	-15.1	-24.6	21.7
Cash and cash equivalents at the beginning of the period	105.1	84.1	84.1
Currency effects on cash and cash equivalents	-0.4	0.7	-0.7
Cash and cash equivalents at the end of the period	89.6	60.2	105.1

# Notes to the interim financial statements

# **Accounting principles**

This unaudited consolidated quarterly interim report has been prepared in accordance with "IAS 34 Interim Financial Reporting", as adopted by the EU. All figures in the accounts have been rounded and consequently the sum of individual figures can deviate from the presented sum figure. Furthermore, all percentages are subject to possible rounding differences. The accounting principles applied remain unchanged compared with the Annual report 2015 of Munksjö Oyj.

SEGMENT INFORMATION 2016						
Jan-Mar 2016				Graphics	Others	
MEUR	Decor	Release Liners	Industrial Applications	and Packaging	and eliminations	Total
			••	0 0		
Net sales, external	91.7	109.6	40.5	46.3	-0.1	288.0
Net sales, internal	1.5	2.0	0.4	0.6	-4.5	0.0
Net sales	93.2	111.6	40.9	46.9	-4.6	288.0
Operating result	11.7	3.9	5.3	-0.9	-3.7	16.3
Operating margin, %	12.6%	3.5%	13.0%	-1.9%	• • • • • • • • • • • • • • • • • • • •	5.7%
operating margin, 70	12.070	0.070	10.070	1.070		0.770
Net financial items						-6.4
Taxes						-3.6
Net result						6.3
Other information						
Capital expenditure	3.3	2.7	1.2	1.6	1.1	9.9
Return on operating capital, % (adjusted)	21.9%	5.8%	27.5%	-21.3%		6.4%
Depreciation	2.0	7.0	2.1	2.9	0.7	14.7
Employees, FTE	834	850	573	413	62	2,732

SEGMENT INFORMATION 2015						
Jan-Mar 2015		Release	Industrial	Graphics and	Others and	
MEUR	Decor	Liners	Applications	Packaging	eliminations	Total
Net sales, external	94.5	103.7	41.3	43.0	-2.3	280.2
Net sales, internal	1.0	3.1	0.3	0.5	-4.9	0.0
Net sales	95.5	106.8	41.6	43.5	-7.2	280.2
Operating result	9.9	2.5	6.9	-0.3	-5.8	13.2
Operating margin, %	10.4%	2.3%	16.6%	-0.7%		4.7%
Net financial items						2.0
Taxes						-5.5
Net result						9.7
Other information						
Capital Expenditure	2.6	3.1	2.0	0.2	1.0	8.9
Return on operating capital, % (adjusted)	16.4%	5.2%	24.9%	-4.0%		7.3%
Depreciation	1.9	7.2	1.9	1.9	0.4	13.3
Employees, FTE	850	877	550	419	59	2,755

	Jan-Mar	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar	Oct-Dec	Jul-Sep	Apr-Jun	Jan-Mar
	2016	2015	2015	2015	2015	2014	2014	2014	2014
Net sales, MEUR									
Decor	93.2	98.2	85.5	93.4	95.5	91.4	89.4	96.4	97
Release Liners	111.6	109.9	108.3	112.6	106.8	112.9	114.7	111.5	106
ndustrial Applications	40.9	42.2	38.8	44.0	41.6	40.9	33.0	43.7	41
Graphics and Packaging	46.9	43.3	41.7	47.2	43.5	40.7	41.8	45.7	44
Other and eliminations	-4.6	-3.6	-5.0	-6.0	-7.2	-4.9	-3.0	-4.8	-2
Group	288.0	290.0	269.3	291.2	280.2	281.0	275.9	292.5	287
EBITDA (adj.*), MEUR									
Decor	13.7	11.2	8.0	11.6	11.8	11.3	10.3	11.0	13
Release Liners	10.9	9.8	11.5	8.5	9.7	13.4	13.0	8.9	9
ndustrial Applications	7.4	6.1	4.7	7.9	8.8	7.1	3.8	6.9	6
Graphics and Packaging	2.0	-1.5	-0.9	1.1	1.6	1.2	-0.1	2.1	1
Other and eliminations	-3.0	-3.5	-3.3	-4.1	-5.4	-4.6	-3.8	-2.9	-2
Group	31.0	22.1	20.0	25.0	26.5	28.4	23.2	26.0	27
BITDA, MEUR									
Decor	13.7	11.2	8.0	11.6	11.8	10.0	10.3	11.0	13
Release Liners	10.9	9.8	8.1	8.5	9.7	12.6	13.0	8.9	9
ndustrial Applications	7.4	6.1	4.7	7.9	8.8	6.7	3.8	6.9	6
Graphics and Packaging	2.0	-1.5	-1.4	1.1	1.6	1.2	-0.1	2.1	1
Other and eliminations	-3.0	-3.5	-4.3	-6.5	-5.4	-5.8	-4.1	-3.5	-3
Group	31.0	22.1	15.1	22.6	26.5	24.7	22.9	25.4	26
Operating result (adj.*), MEUF	2								
Decor	11.7	9.0	6.0	9.7	9.9	9.0	8.1	9.2	10
Release Liners	3.9	2.9	4.7	1.3	2.5	6.7	5.8	1.8	1
ndustrial Applications	5.3	4.1	2.7	5.9	6.9	5.3	1.8	5.1	4
Graphics and Packaging	-0.9	-3.6	-3.0	-1.0	-0.3	-0.5	-1.7	0.4	-C
Other and eliminations	-3.7	-3.9	-3.6	-4.4	-5.8	-6.1	-4.5	-3.1	-3
Group	16.3	8.5	6.8	11.5	13.2	14.4	9.5	13.4	13
Omerating records MELID									
Operating result, MEUR	44.7	0.0	0.0	0.7	0.0	7.7	0.4	0.0	4.0
Decor	11.7	9.0	6.0	9.7	9.9	7.7	8.1	9.2	10
Release Liners	3.9	2.9	1.3	1.3	2.5	5.9	5.8	1.8	1
ndustrial Applications	5.3	4.1	2.7	5.9	6.9	4.9	1.8	5.1	4
Graphics and Packaging	-0.9	-3.6	-3.5	-1.0	-0.3	-0.5	-1.7	0.4	-0
Other and eliminations  Group	-3.7 <b>16.3</b>	-3.9 <b>8.5</b>	-4.6 <b>1.9</b>	-6.8 <b>9.1</b>	-5.8 <b>13.2</b>	-7.3 <b>10.7</b>	-4.8 <b>9.2</b>	-3.7 <b>12.8</b>	-4
л <b>оц</b> р	10.0	0.0		•			<b></b> _		
Delivered volumes, metric tor									
Decor	46,000	48,300	42,100	46,200	46,800	44,300	43,300	46,100	46,6
Release Liners	131,300	127,100	125,900	127,500	118,200	128,700	131,500	127,500	124,5
ndustrial Applications	21,200	21,700	19,500	22,700	21,200	20,700	18,900	21,600	22,8
Graphics and Packaging	34,700	31,500	30,300	34,000	31,400	31,200	32,600	36,600	35,7
Other and eliminations	-3,700	-2,900	-3,300	-3,900	-4,600	-3,300	-2,500	-3,400	-4,0
Group	229,500	225,700	214,500	226,500	213,000	221,600	223,800	228,400	225,6
Production volumes, metric to	onnes								
ecor	48,200	44,500	42,400	48,100	46,700	42,300	42,900	47,500	51,0
Release Liners	123,000	120,600	121,600	115,700	118,000	122,000	122,800	118,700	118,7
ndustrial Applications	22,800	20,300	18,500	23,200	22,900	20,200	17,400	23,300	22,3
Graphics and Packaging	35,200	27,000	31,300	34,900	35,300	33,300	27,900	39,600	37,8
Other and eliminations	-2,800	-2,500	-2,900	-3,200	-4,100	-3,800	-4,200	-4,400	-5,2
	=,0	-,	-,	-,	.,	-,	-,	-,	-,-

<sup>\*</sup> Adjusted for non-recurring items

CONSOLIDATED KEY RATIOS			
	Jan-Mar		Jan-Dec
	2016	2015	2015
Margins (adjusted)			
EBITDA margin, %	10.8%	9.5%	8.3%
Operating margin, %	5.7%	4.7%	3.5%
Return (Rolling 12 months)			
Return on operating capital, % (adjusted)	6.4%	7.3%	5.9%
Return on shareholders' equity, %	1.6%	3.1%	5.7%
Capital structure at period's end			
Operating capital, MEUR	670.3	689.9	651.9
Shareholders' equity, MEUR	410.6	412.2	401.3
Interest-bearing net debt, MEUR	234.4	241.1	227.4
Debt/equity ratio, %	57.1%	58.5%	56.7%
Equity/assets ratio, %	35.3%	35.2%	34.2%
Per share (before and after dilution)			
Earnings per share, EUR	0.12	0.19	0.44
Shareholders' equity per share, EUR	8.0	8.1	7.9
Average number of shares	50,761,581	50,963,981	50,818,260
Capital expenditure, MEUR	9.9	8.9	39.8
Employees, FTE	2,732	2,755	2,774

CURRENCY RATES	Closing rate			Average rate			
	31 Mar	31 Mar	31 Dec	Jan-Mar	Jan-Mar	Jan-Dec	
	2016	2015	2015	2016	2015	2015	
SEK	0.22	0.20	0.10	0.22	0.38	0.25	
					-		
SEK USD BRL	9.23 1.14 4.12	9.29 1.08 3.50	9.19 1.09 4.31	9.33 1.10 4.31	9.38 1.13 3.22	9.35 1.11 3.69	

# Calculation of key figures

#### **EBITDA**

Operating result before depreciation and amortisation.

### **EBITDA** margin

EBITDA as a percentage of net sales.

# Operating margin

Operating result after depreciation and amortisation as a percentage of net sales.

### Return on shareholders' equity

Result or the year as a percentage of average shareholders' equity.

#### Operating capital

Balance sheet total less interest-bearing assets, tax assets and non interest-bearing operating liabilities, including pension provisions.

#### Return on operating capital

Operating result as a percentage of operating capital, based on most recent 12 month period.

### Net Interest-bearing liability

Interest-bearing assets (including cash and equivalents) less interest-bearing liabilities.

### Debt/equity ratio

Interest-bearing net debt divided by shareholders' equity including non-controlling interests.

#### Equity/assets ratio

Shareholders' equity including non-controlling interests as a percentage of total assets.

# Earnings per share

Result for the period divided by the average number of shares outstanding.

# **Equity per share (EPS)**

Shareholders' equity divided by the number of shares outstanding at the end of the period.

#### FTE

Number of hours worked divided by normal annual working hours.

## Interest bearing liabilities and assets

Liabilities and assets which have a contractual obligation/right to pay/receive interest to/from a financial institution.

# Non-recurring items

Income or expense arising from activities or events outside of normal activities and of a non-recurring nature.