

Global Local. Responsible

Results

January – March 2002

It should be noted that certain statements herein which are not historical facts, including, without limitation those regarding expectations for market growth and developments; expectations for growth and profitability; and statements preceded by “believes”, “expects”, “anticipates”, “foresees”, or similar expressions, are forward-looking statements within the meaning of the United States Private Securities Litigation Reform Act of 1995. Since these statements are based on current plans, estimates and projections, they involve risks and uncertainties which may cause actual results to materially differ from those expressed in such forward-looking statements. Such factors include, but are not limited to: (1) operating factors such as continued success of manufacturing activities and the achievement of efficiencies therein, continued success of product development, acceptance of new products or services by the Group’s targeted customers, success of the existing and future collaboration arrangements, changes in business strategy or development plans or targets, changes in the degree of protection created by the Group’s patents and other intellectual property rights, the availability of capital on acceptable terms; (2) industry conditions, such as strength of product demand, intensity of competition, prevailing and future global market prices for the Group’s products and the pricing pressures thereto, price fluctuations in raw materials, financial condition of the customers and the competitors of the Group, the potential introduction of competing products and technologies by competitors; and (3) general economic conditions, such as rates of economic growth in the Group’s principal geographic markets or fluctuations in exchange and interest rates.

Highlights



- Operating profit maintained in a challenging environment:

	I/2002		IV/2001
Operating profit	EUR 274.0 million	vs.	EUR 286.8 million
EPS	EUR 0.18	vs.	EUR 0.22
Cash EPS	EUR 0.55	vs.	EUR 0.58

- Mixed price and volume picture across key grades:
 - Advertising-driven papers: remaining weak
 - GDP-driven grades: signs of improvement
- North America underperforming Europe, especially in graphic papers
- Continuous improvement plan proving effective
- Production discipline showing results

Summary financials

(excluding non-recurring items)

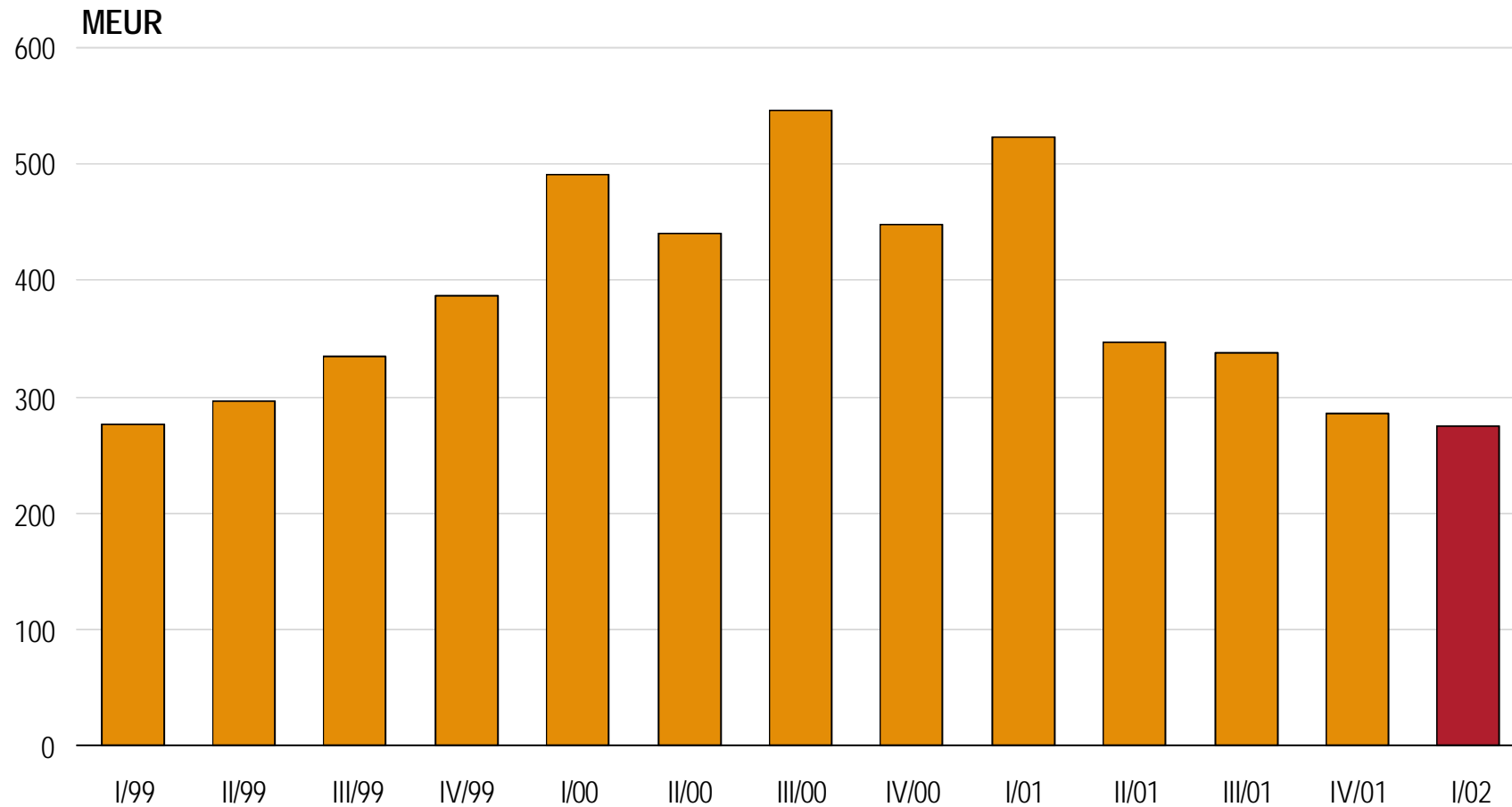


EUR million

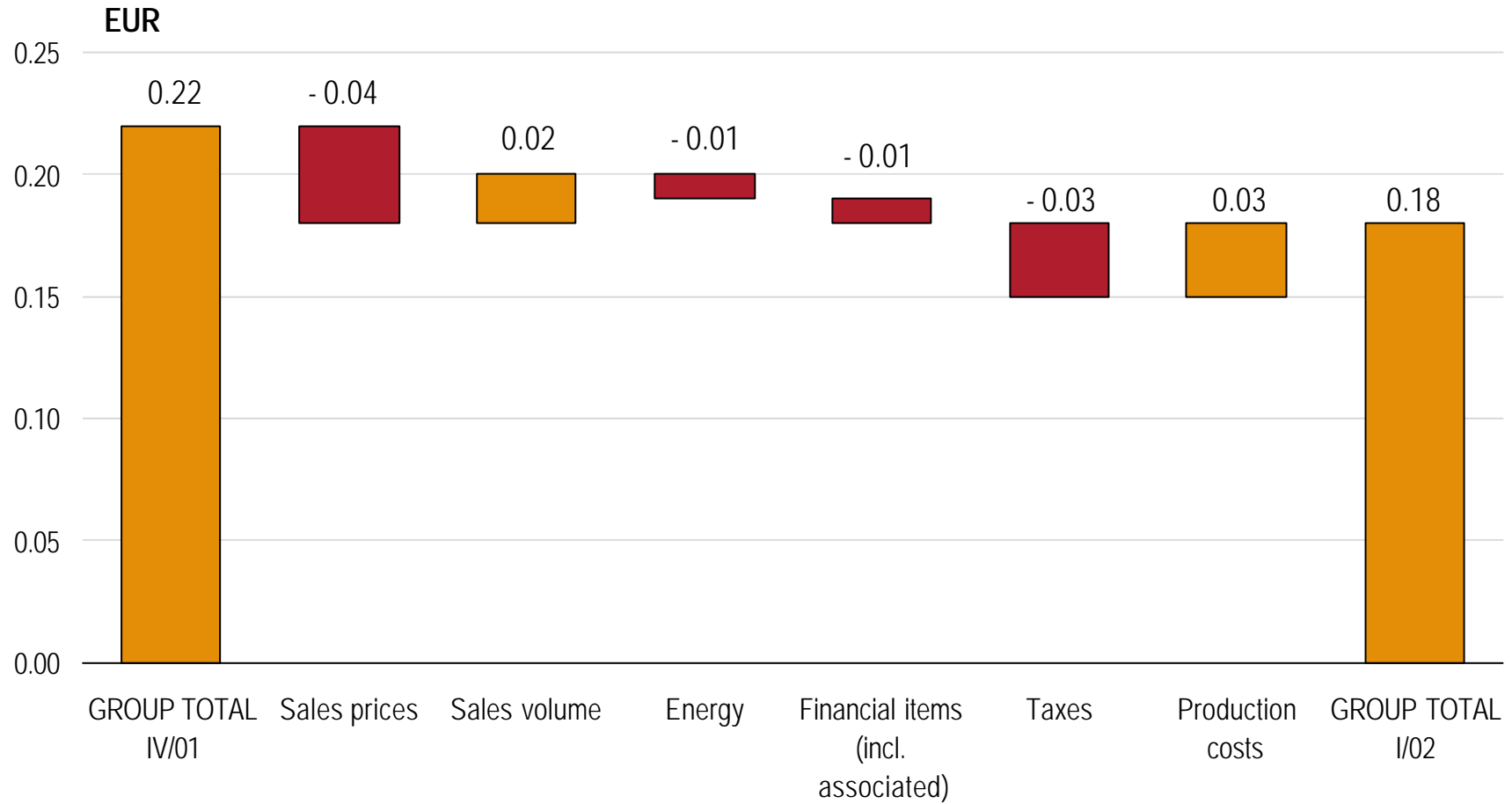
	2001	I/01	IV/01	I/02
Sales	13,509	3,637	3,283	3,229
EBITDA	2,763	826	609	603
Operating profit	1,495	523	287	274
Profit before tax ¹⁾	1223	430	249	241
Net profit ¹⁾	926	283	275	161
EPS, EUR	0.94	0.31	0.22	0.18
CEPS, EUR	2.34	0.65	0.58	0.55
ROCE, %	10.8	15.2	8.4	7.8

1) including non-recurring items

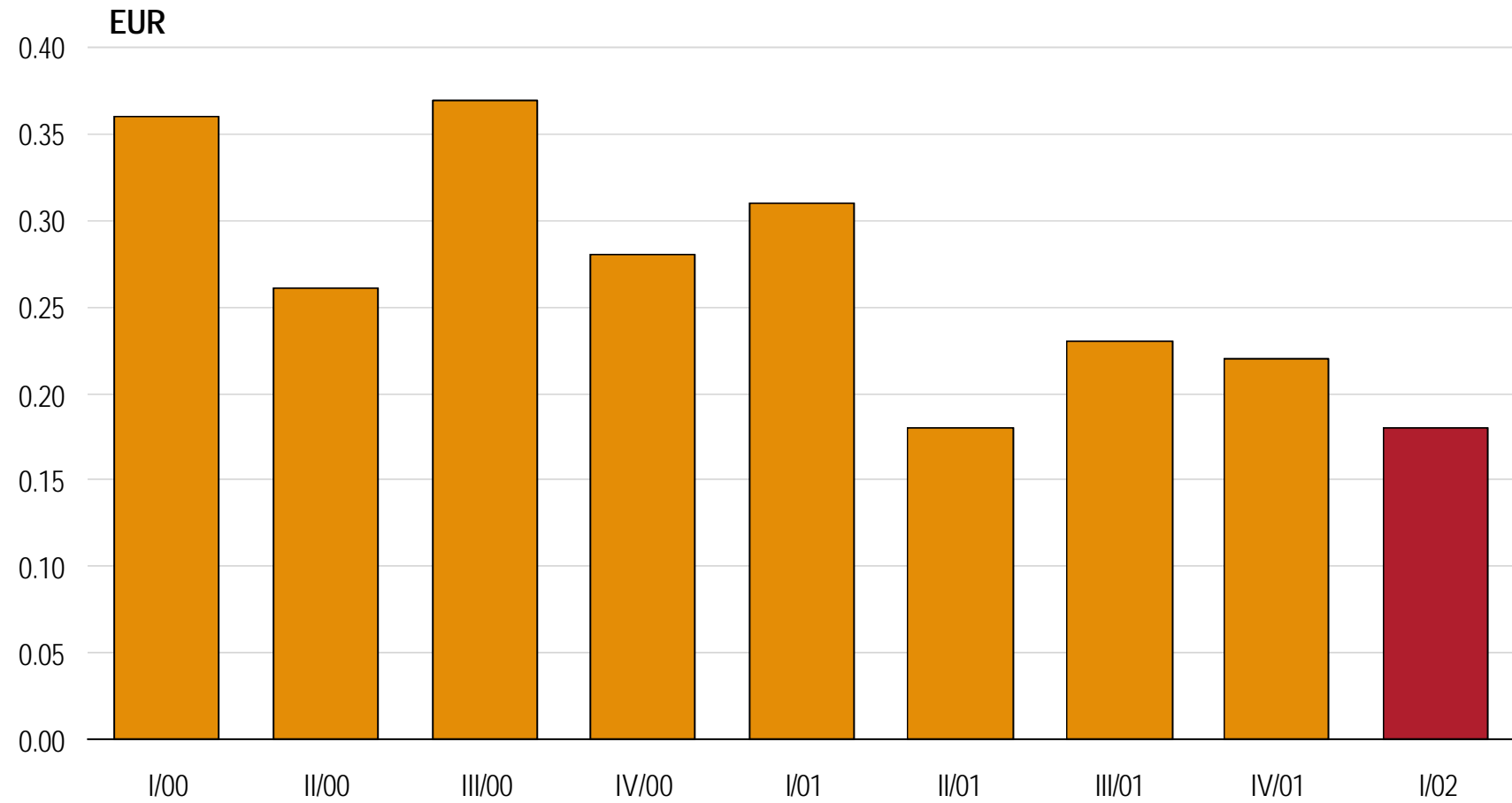
Operating profit by quarter



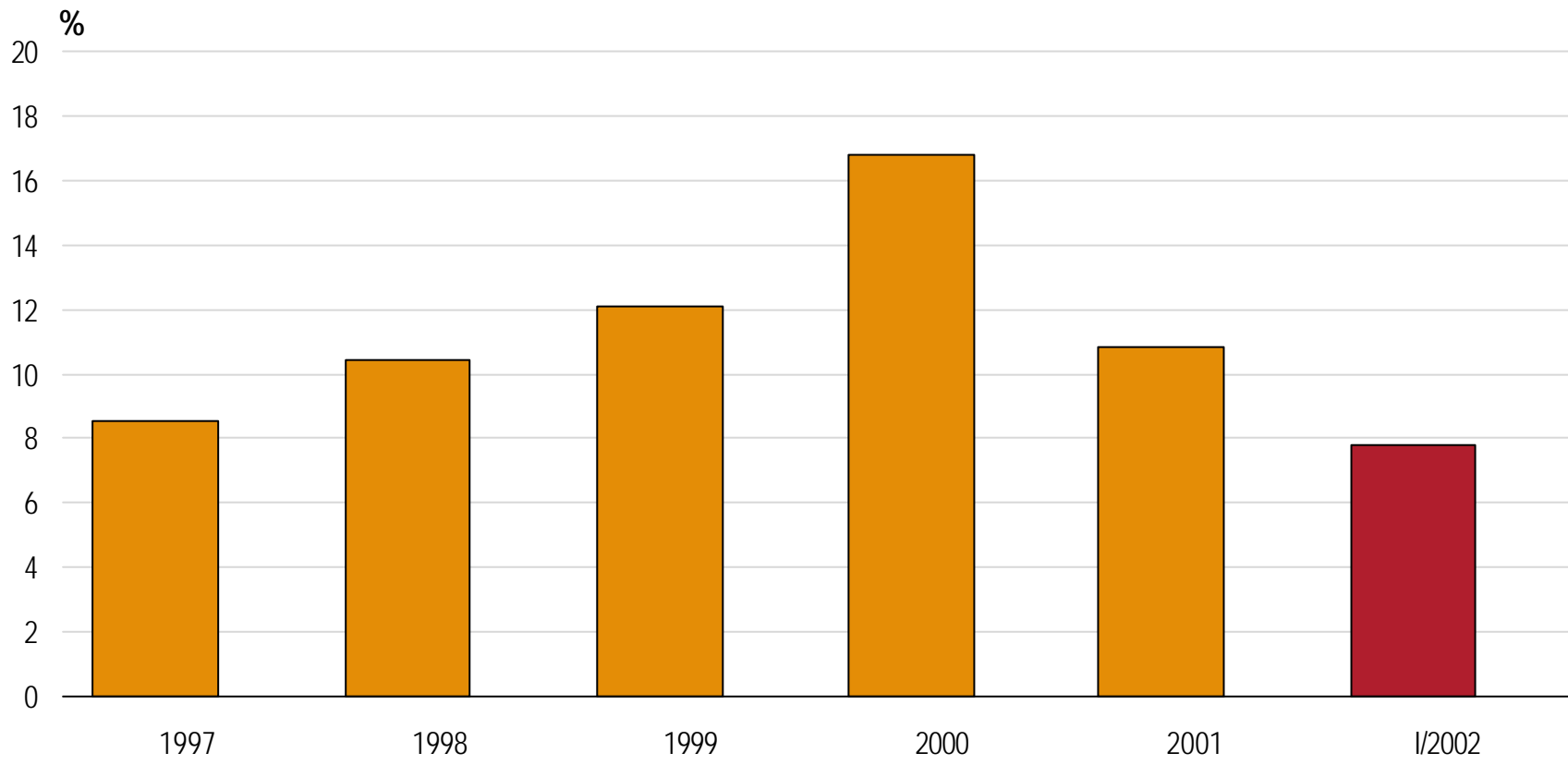
Change in EPS IV/2001 vs I/2002



EPS by quarter

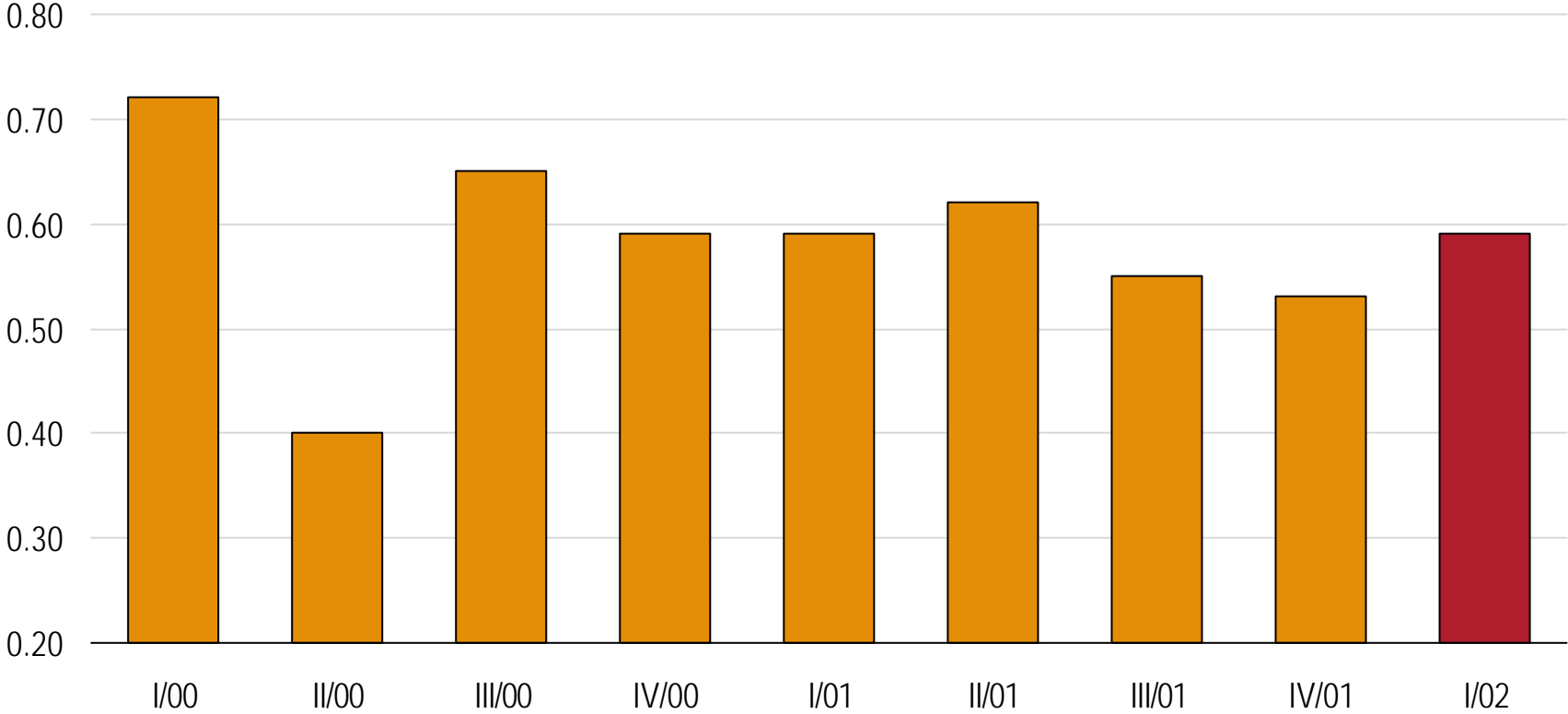


ROCE



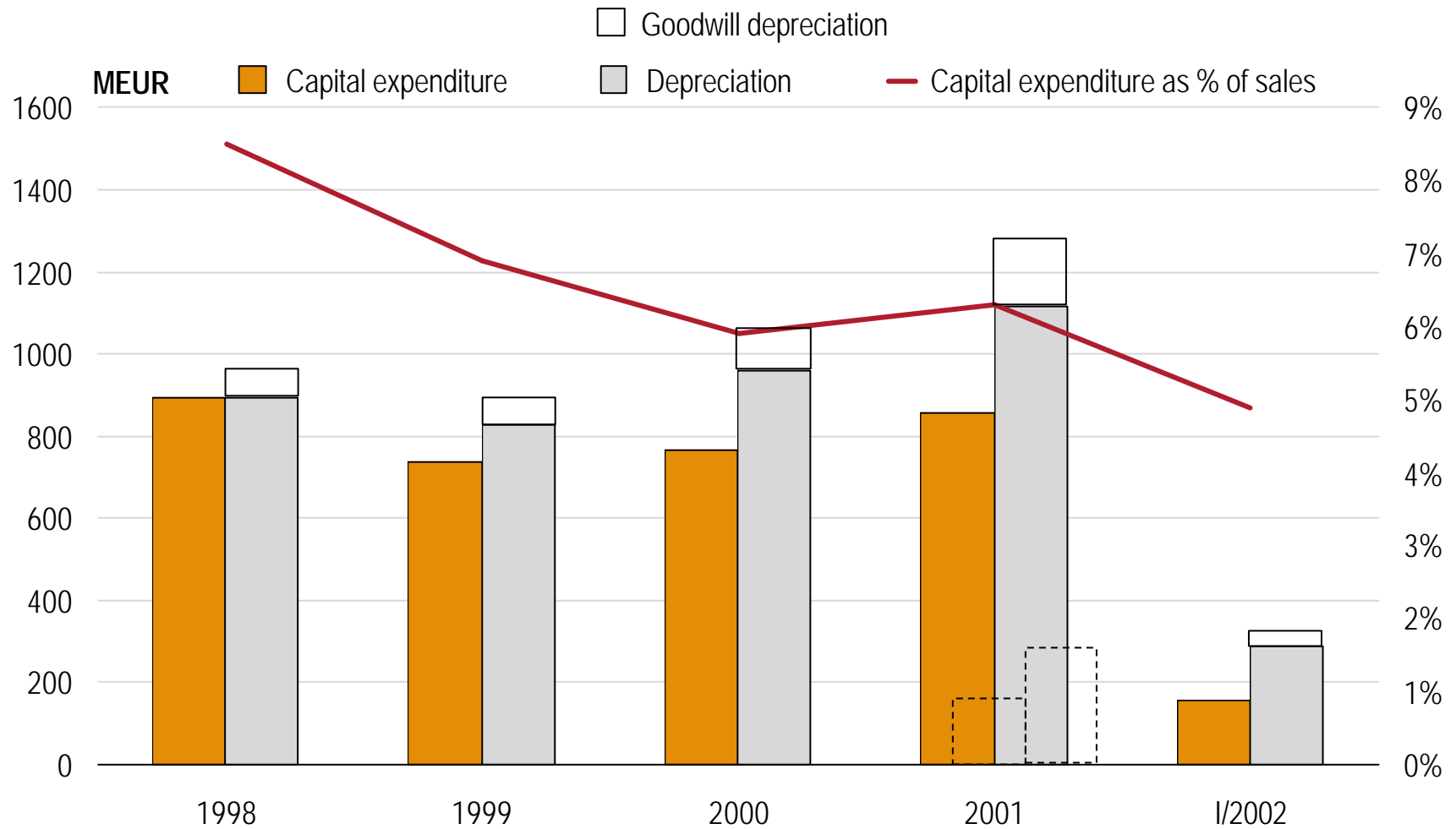
Target \geq 13% over the cycle

Debt/equity



Target ≤ 0.8

Capital expenditure and depreciation



Share buy-back programmes



- AGM in March 2002 approved cancellation of repurchased:
 - 813 200 A shares
 - 7 319 800 R shares
- New buy-back programme in place for up to:
 - 9 100 000 A shares
 - 35 500 000 R shares
 - no repurchases effected thus far under the new authorisation

Market-related production curtailments



(tonnes)	I/2002	IV/2001	2001
Magazine papers			
• Europe	110 000	146 000	331 000
• North America	62 000	68 000	229 000
Newsprint	77 000	88 000	130 000
Fine papers			
• Europe	20 000	88 000	504 000
• North America	24 000	42 000	166 000
Packaging boards	42 000	54 000	180 000
Total	335 000	486 000	1 540 000

Market outlook

- Western economies are generally expected to pick up activity over the course of 2002
- Printed advertisement volumes remain weak and there are no signs of a near-term improvement in the market for graphic papers
- Situation is more challenging in the USA than in Europe
- The market balance for office papers and packaging boards is fairly good
- The sawn timber market is improving slightly
- More clear upturn is needed before the financial result of the Group will be improved

Summary

- A solid financial performance in mixed market conditions
- Operating profit on a par with IV/2001
- Continuing focus on improving asset quality and cost efficiency
- Unutilised capacity provides leverage for cash and earnings generation when markets improve

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Appendix to Results

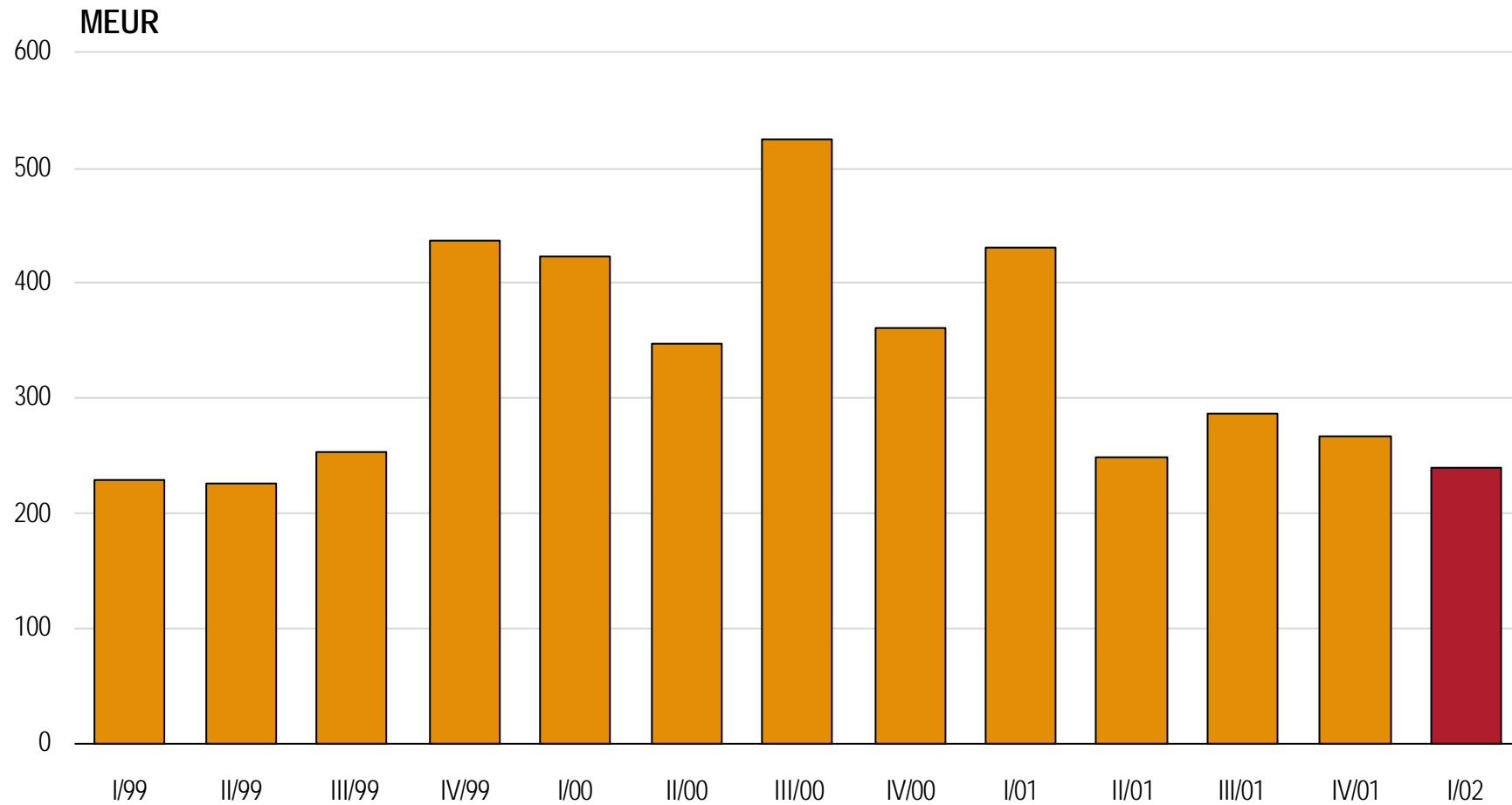
January – March 2002

Operating profit of main product areas

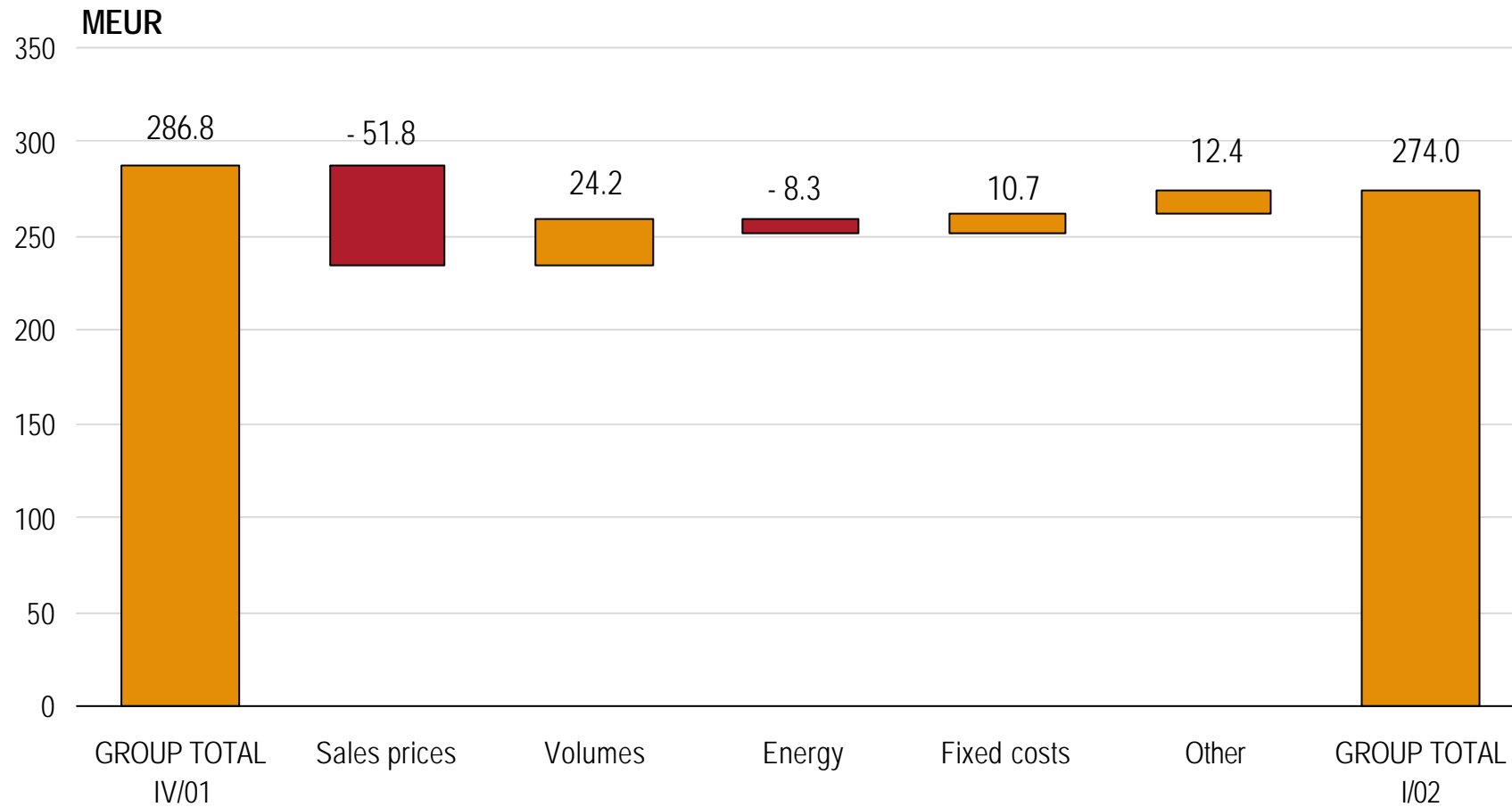


EUR million	I/00	II/00	III/00	IV/00	I/01	II/01	III/01	IV/01	I/02
Magazine paper	92	91	139	78	114	72	84	77	32
Operating profit % sales	16	16	19	8	13	9	10	9	4
Newsprint	63	43	81	82	134	126	129	120	73
Operating profit % sales	15	10	18	17	27	26	27	26	18
Fine paper	151	147	194	198	168	82	71	74	93
Operating profit % sales	20	19	22	19	16	9	8	9	11
Packaging boards	116	91	131	104	115	90	98	43	101
Operating profit % sales	16	12	17	14	16	13	15	7	13
Timber	24	22	17	11	6	8	3	-3	11
Operating profit % sales	8	7	6	4	2	3	1	-1	4

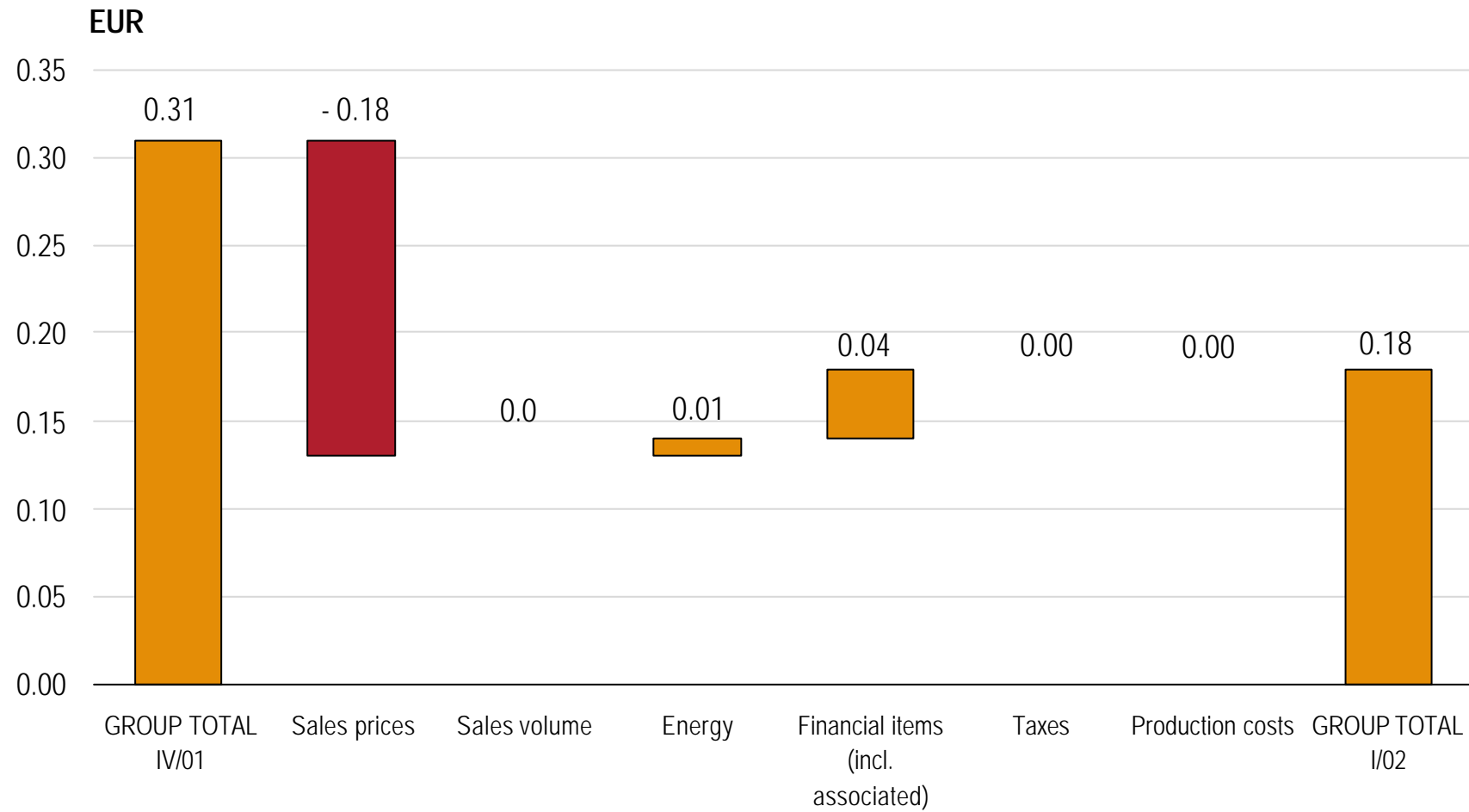
Profit before tax and minority interests by quarter



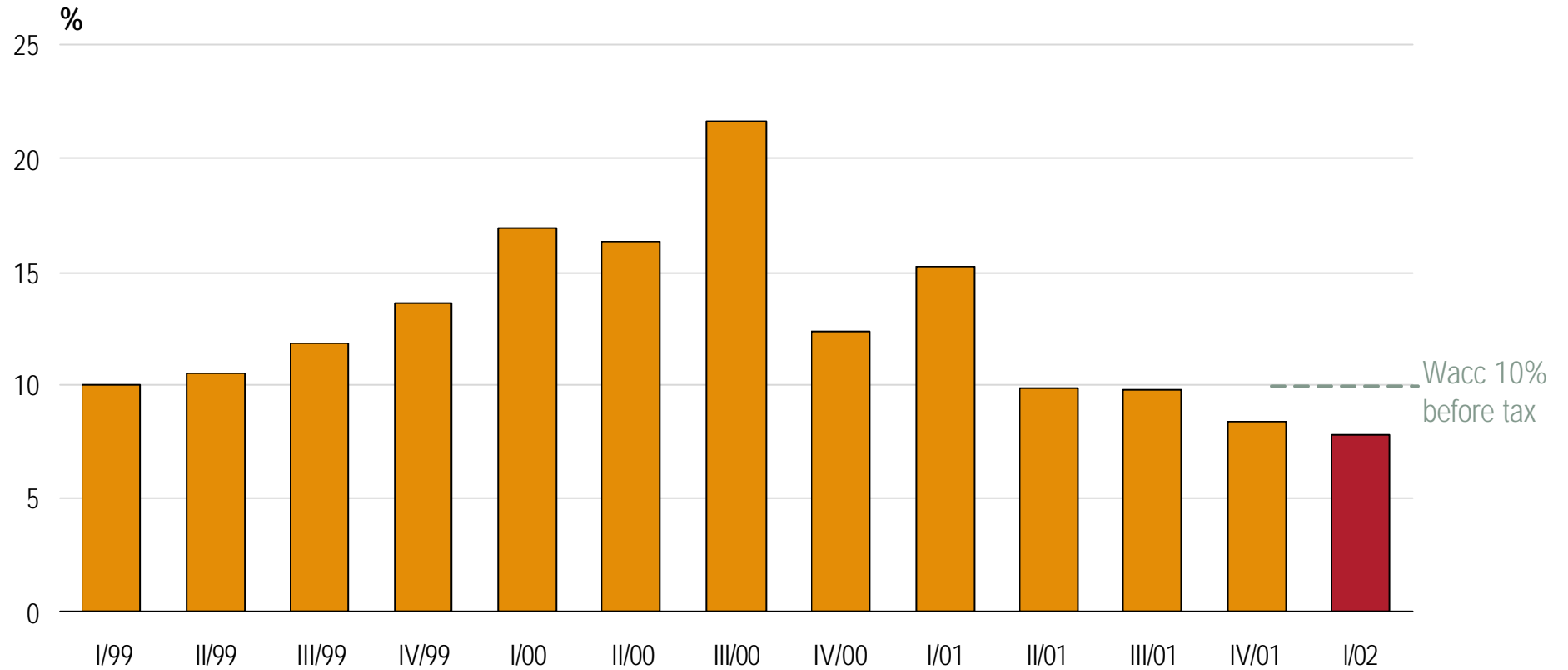
Change in group operating profit from IV/01 to I/02



Change in EPS I/2002 vs I/2001



ROCE by quarter



Target \geq 13% over the cycle