



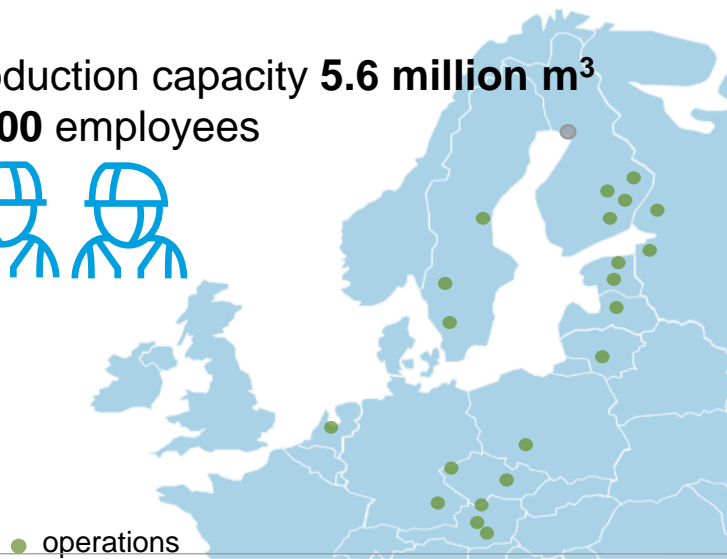
Leading the change in construction

Jari Suominen
EVP, Wood Products

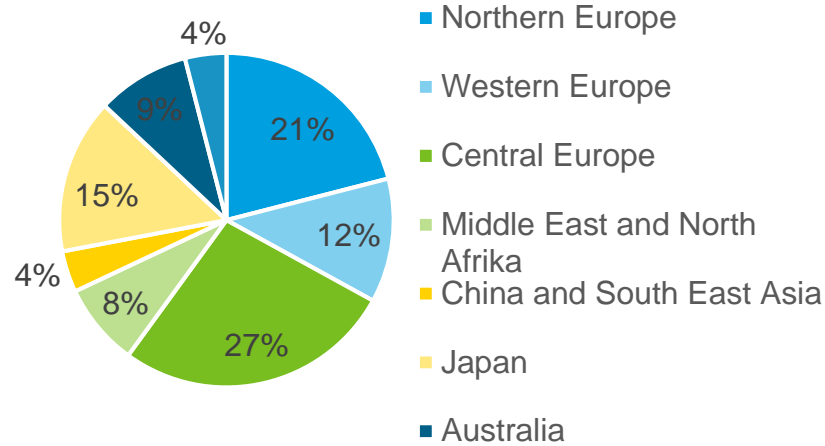
Stora Enso Wood Products: The leading provider of sustainable building solutions



Production capacity **5.6 million m³**
4 000 employees



Global customer base



100%

of wood is traceable and from sustainable sources

1.6 BEUR
sales 2018

+5%*
2018 YoY

* Comparable sales excl. Puumerkki

21 European units:

- 20 saw mills
- 3 CLT mill
- 1 LVL mill
- 8 pellet mills
- 1 biocomposite mill



2 800 customers

+21% points
improvement in
customer satisfaction
since 2015 (NPS)



+49% Operational EBIT 2018 YoY

ROOC 28.1% in 2018 (target > 20%)

The leading provider of innovative wood- based solutions

THE RENEWABLE MATERIALS COMPANY





The leading provider
of innovative wood-
based solutions

Sustainable

Disruptive

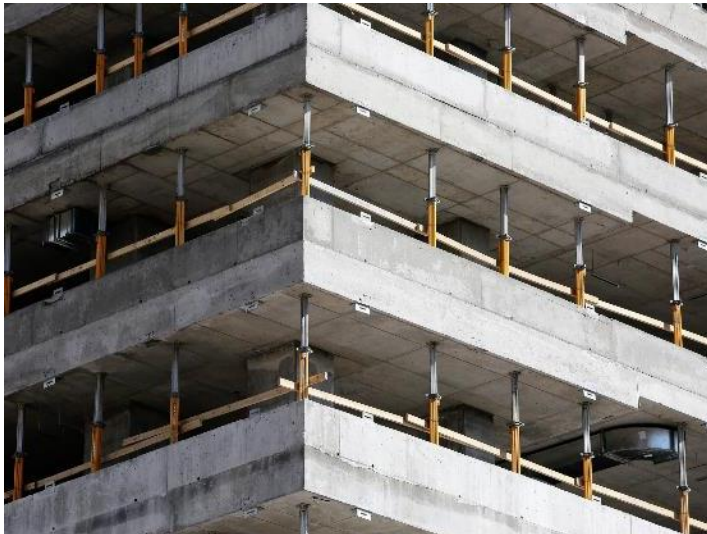
Agile

THE RENEWABLE MATERIALS COMPANY

There is a pressure on the construction market to change...



Construction is one of the most resource-intensive sectors in Europe:



Construction is among the least digitalised sectors in the world



Labor-productivity growth in construction is lagging behind:



World economy	2.8% p.a.
Manufacturing	3.6% p.a.
Construction	1% p.a.



Buildings of the future will be cheaper and more sustainable



Our solutions offer:

- Up to **70% faster construction time**
- Up to **80% fewer truck** deliveries on site
- Carbon emissions **cut by up to 75%** using wood
- **Faster, safer and quieter** construction
- **Healthier** indoor climate
- Good **thermal resistance** and insulating properties





This building
grows back in

17

minutes

We can cut
construction
emissions by up
to 75% using
renewable
materials

Geologen Trummen Strand
Växjö, Sweden

Picture: FOJAB architects



The wood used removed 5 700 tonnes of CO₂ from the atmosphere

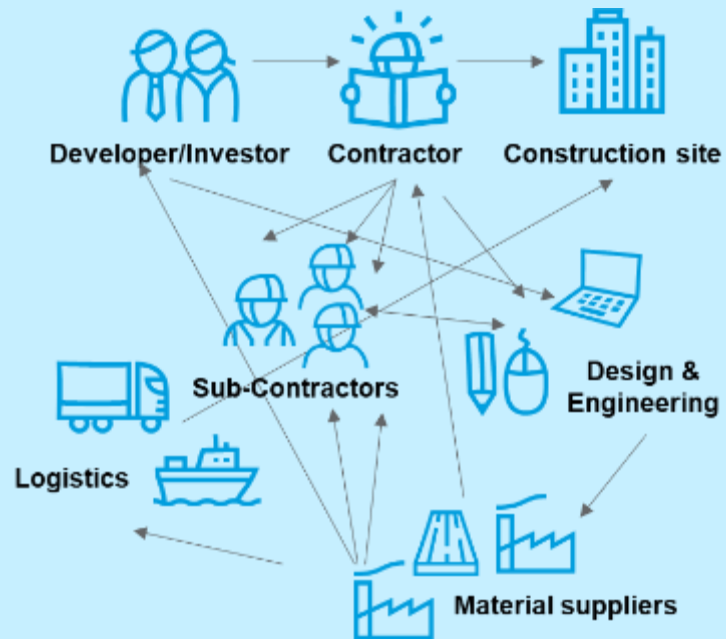
..and it equals 40 million car kilometres

Üstra-Siedlung
Hannover, Germany

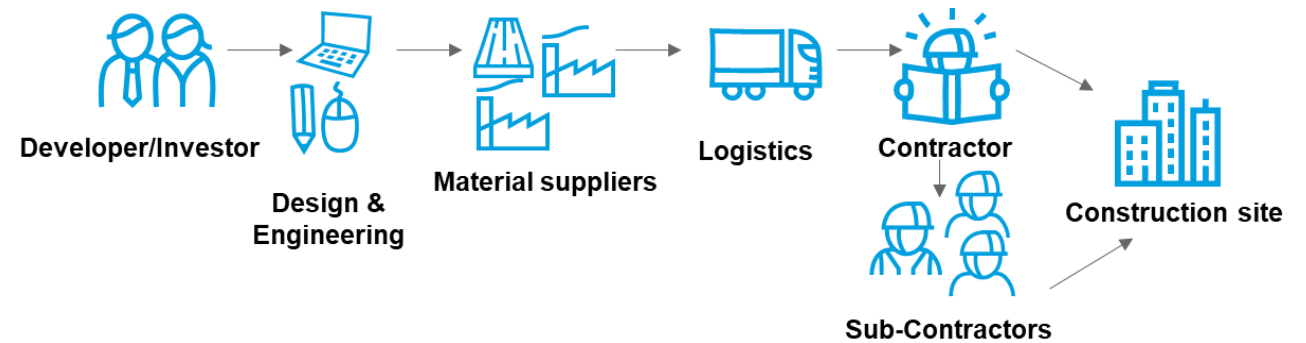
We are growing by disrupting the value chain...



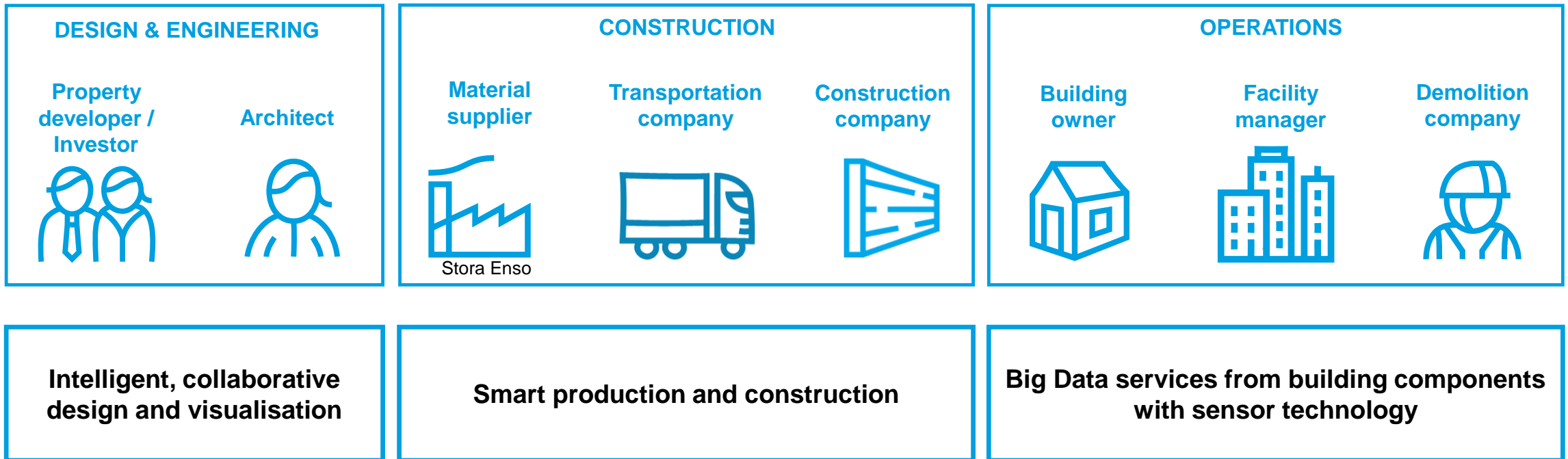
Traditional construction value chain



End to end construction value chain



...providing a digital platform connecting innovative services for wood-based construction



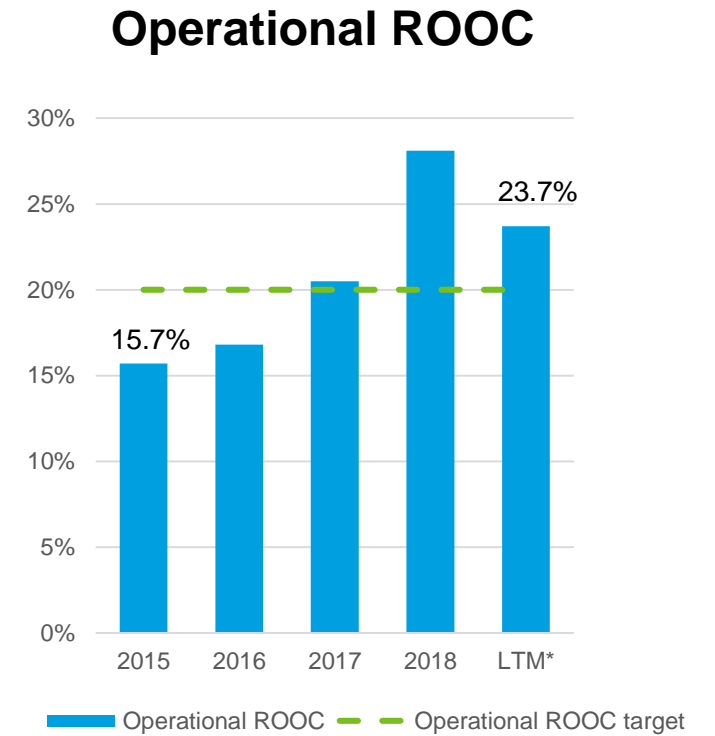
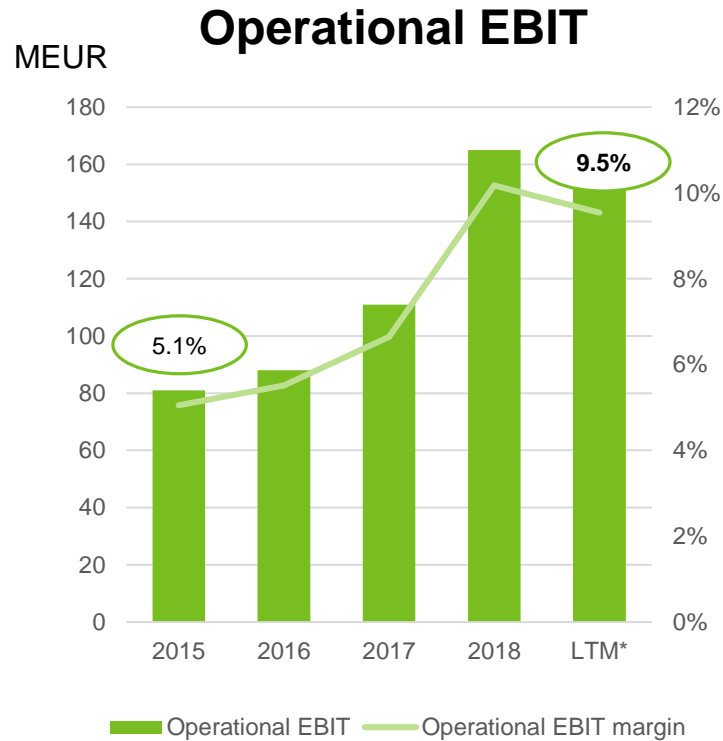
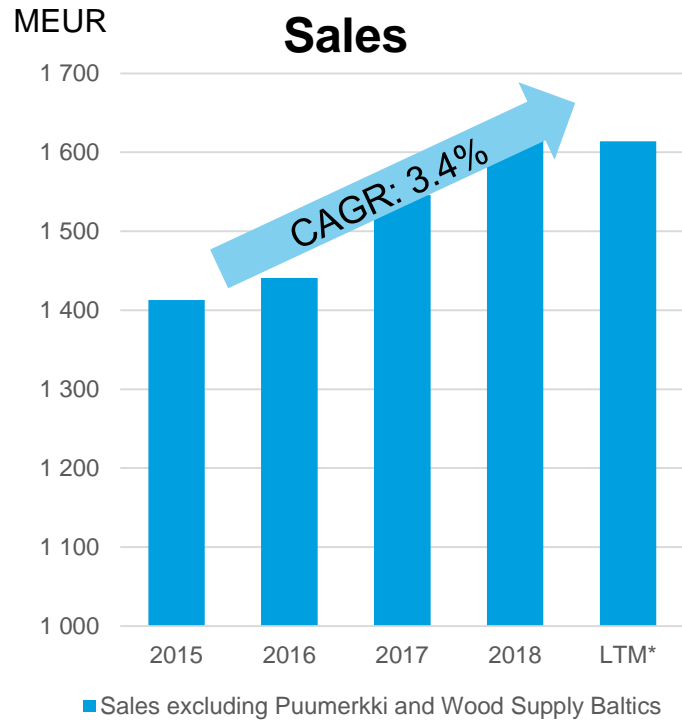
Our agility will be a gamechanger



- **Speed** to move the innovation pipeline and act on early trends
- **Harmonisation** to allow **automatisation**
- **Digitalisation** to connect end-to-end processes
- New **capabilities** for successful business transformation
- **Multimills** to ensure a strong flexible operational platform



We are delivering profitable growth...



**...with the target to grow profitable 6–8% p.a.
through innovative wood-based solutions**



Building Components and Solutions



+300–400 MEUR

Competitive Classic Planed



+100–150 MEUR

Biocomposites



+up to 200 MEUR

We target to increase the new products and services from 4% to 15% of sales by 2024



The leading provider of innovative wood- based solutions

Sustainable

Replace non-renewable
materials

Disruptive

Reshape the eco system to
increase wood in construction

Agile

Adapt fast to continuous
change

THE RENEWABLE MATERIALS COMPANY

19 September

Disclaimer



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