



Accelerating profitable growth

Jari Suominen
EVP, Wood Products division

Skyscraper in the making





20 min

to grow equal
amount of trees in
the Finnish forest
on a summer day

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

**Light House
Joensuu, Finland**



The wood used
removed 1 500
tonnes of CO₂ from
the atmosphere

..and it equals annual
emissions of over 500
passenger cars.

**International House
Sydney, Australia**



Strong and light
without losing
flexibility in design

Millimetre precision
using latest
technology

Head above Water
London, England

The leading provider of innovative wood based solutions



2012–2014 Building a foundation



- Saved 50 MEUR
- Created a lean base

✓ **IMPLEMENTED**

2015–2017 Selected growth



- Increased the annual growth of added value products with 15%
- Started Business Process Development program (BPD) based on digitalisation

✓ **IMPLEMENTED**

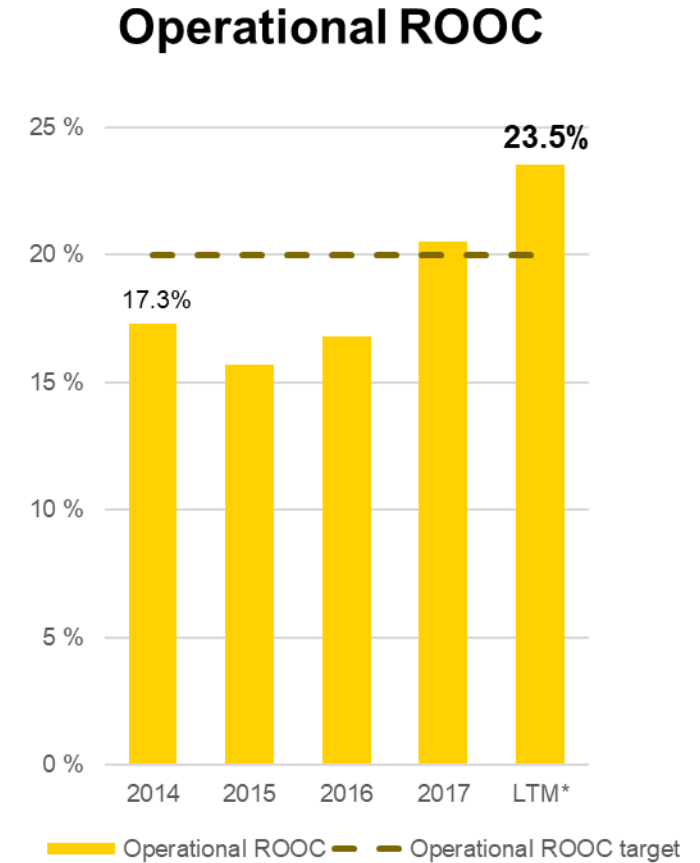
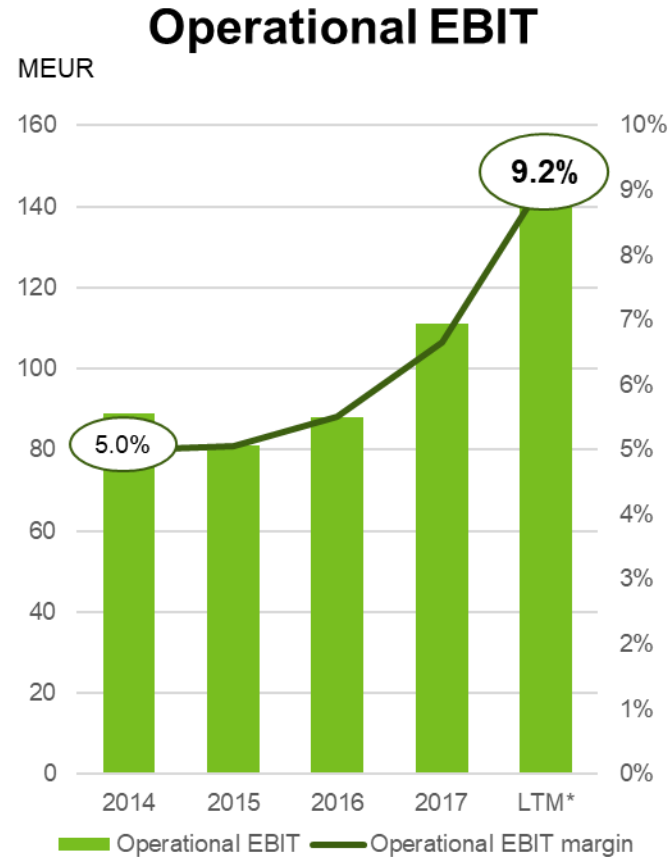
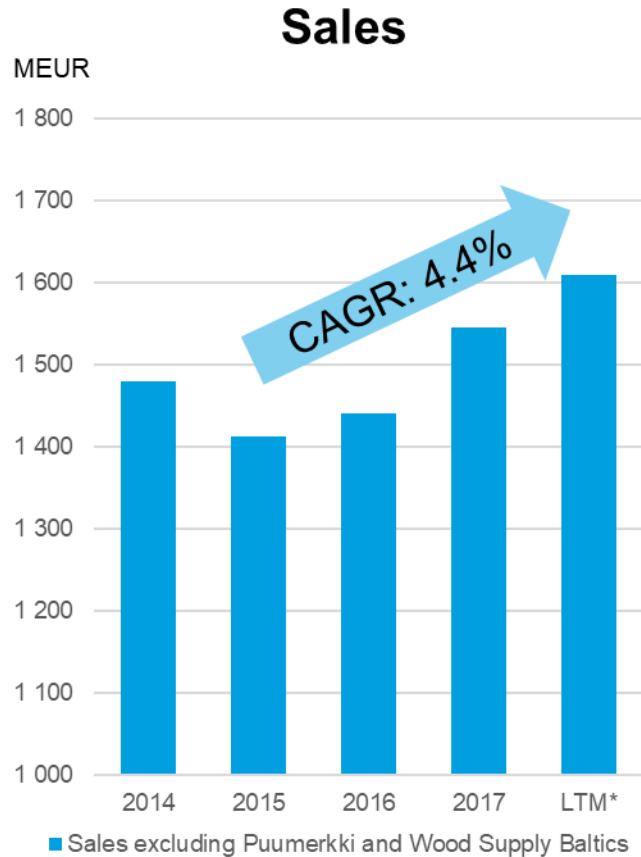
2017– Profitable growth for total division



- ROOC > 20%
- Target 10% annual growth in sales
- Continue focus on BPD and digitalisation
- Launch new products and services

➤ **ONGOING**

We deliver on our targets



A strong position based on superior offering



Products



Cross Laminated Timber - CLT



Laminated Veneer Lumber - LVL



Construction beams



Classic sawn



Classic Planed



Industrial components



Biocomposites



Pellets

Services



**Panel systems
Building Systems**



Modular systems



**Walls, floor, roofs etc.
Building Components**



Distribution concept

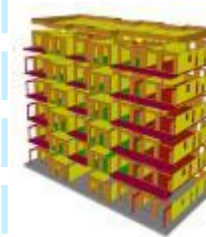
Digital tools



**MySupply
E-business**



Pellet webshop



**BIM
Digital tools**



CLT360



Calculatis

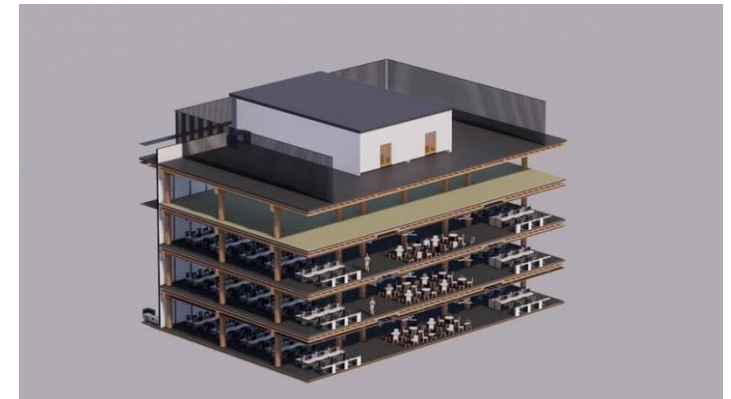
We have grown through innovation and investments



Commercial office concept to be launched 2019



Architects: Baumschlager-eberle architects et Scape

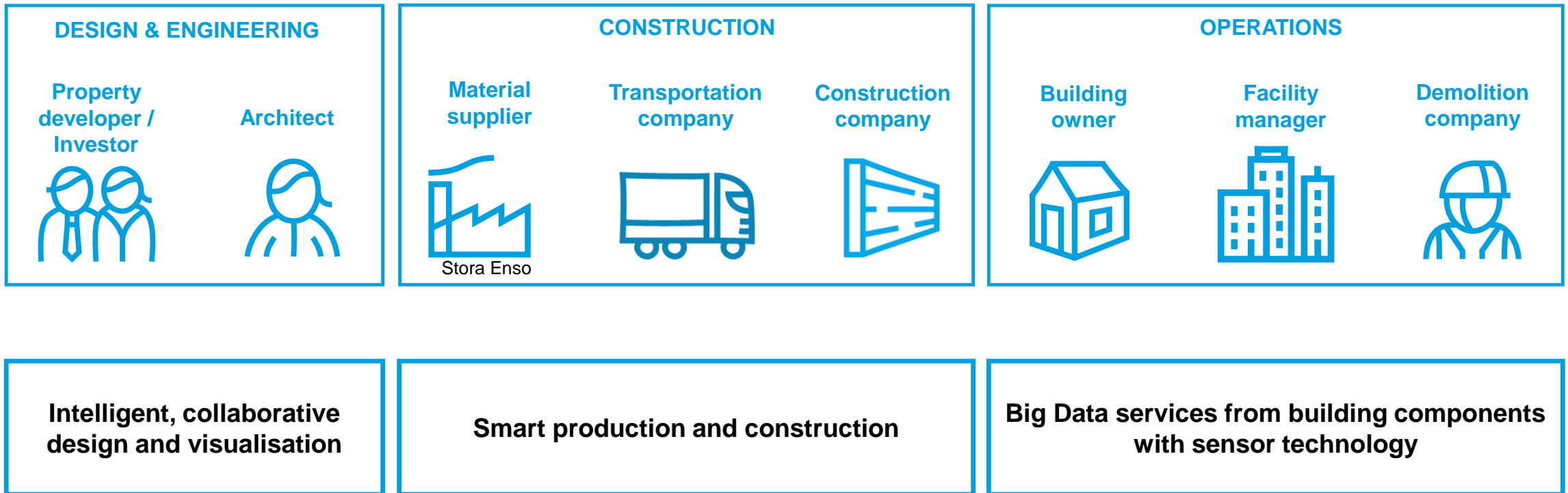


Google chooses renewable materials



Google
London, England

A digital platform connecting innovative services for wooden buildings



Biocomposites will generate further growth

First time a truly cost-competitive material compared to general purpose plastics



- Revenue creation from totally new production stream
- Development in 2018
 - Production line in Hylte inaugurated
 - Next investments ongoing
 - Competence Centre under progress
- Market introduction ongoing
 - DuraSense™ by Stora Enso brand launched
 - First commercial deliveries with brand owners: ie Orthex and H&M
 - Cooperation with NorDan to develop biocomposite materials for 3D printing ongoing



We are delivering accelerated profitable growth



Building Components and Solutions



+300–400 MEUR

Competitive Classic Planed



+100–150 MEUR

Biocomposites



+up to 200 MEUR

Skyscraper in the making

The renewable materials company.



Disclaimer



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THE RENEWABLE MATERIALS COMPANY



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