



UPM Specialty Papers – Co-creating sustainable alternatives

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EVP, UPM Specialty Papers

9 September 2020

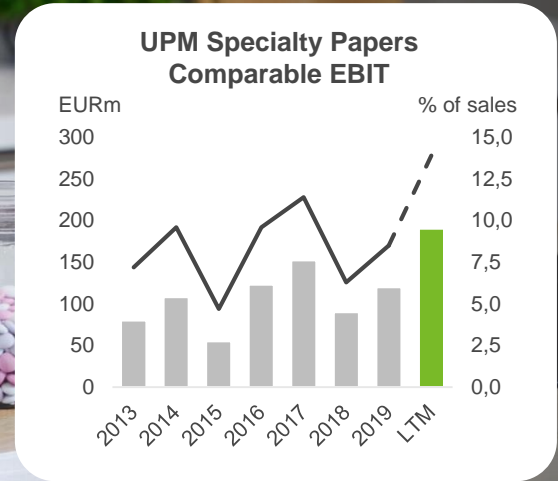
UPM Specialty Papers Products and Performance



LABEL AND RELEASE
For food and beverage packaging, VIP labels, logistics and industrial end-uses

PACKAGING PAPERS
For food packaging, consumer packaging and industrial end-uses

APAC FINE PAPERS
Including office and graphic papers



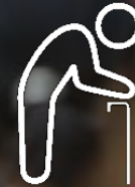
Long term trends supporting our growth



**INCREASING
SUSTAINABILITY
AWARENESS**



**GROWTH IN
E-COMMERCE**



**AGING
POPULATION
AND SINGLE
HOUSEHOLDS**



**ASIAN ECONOMIC
GROWTH**



**URBANISATION
AND GROWING
MIDDLE CLASS**

UPM Specialty Papers is well positioned for growth in the selected markets



LABEL & RELEASE

Leading position in growing global label and release paper markets



PACKAGING PAPERS

Selective approach in consumer packaging area. Well positioned for future growth.

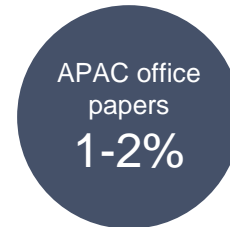
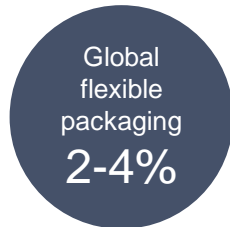
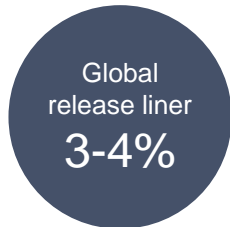


APAC FINE PAPERS

One of the leading players in office papers, focused niche player in graphic papers



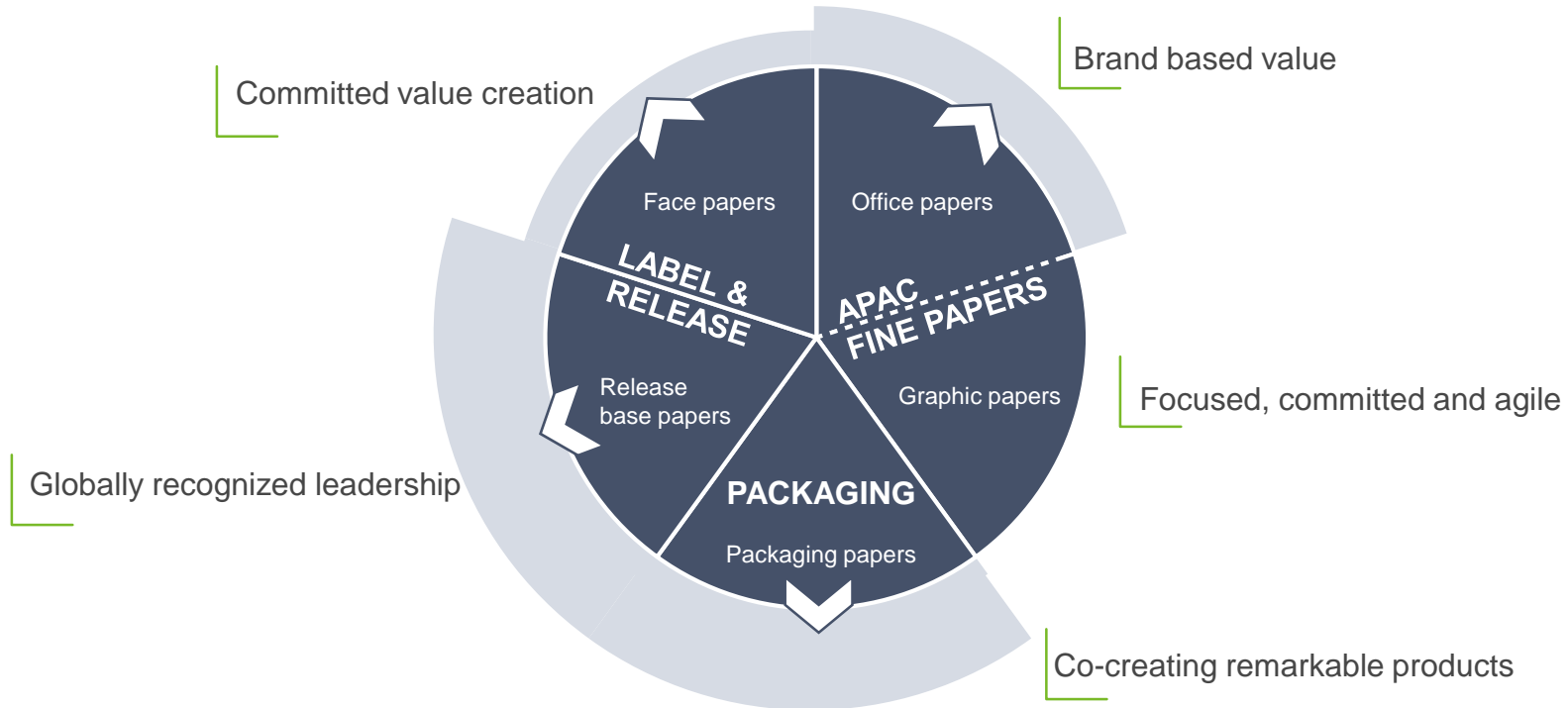
Market growth forecast, CAGR 2020-2025





UPM Specialty Papers **GROWTH STRATEGY**

We co-create a future beyond fossils with renewable, recyclable and remarkable papers



Our competitive advantage

SPECIAL CUSTOMER VALUE



COMPETITIVE EDGE
FROM SUSTAINABILITY



TRUST & COMMITMENT
DRIVING SUCCESS



EASE OF DOING
BUSINESS

UPM SUCCESS FACTORS

- ✓ UPM is recognized industry leader in sustainability
- ✓ Unique sustainable products ie. recycled release liner
- ✓ Fibre from sustainably managed forests –real differentiator in APAC

- ✓ Strong expertise in technically demanding specialty papers
- ✓ Supply security through flexible production platform
- ✓ Co-creation of new products powered by unique know-how
- ✓ Financially solid with ability to grow

- ✓ Recognized by customers for reliable performance
- ✓ Ability to serve customers globally
- ✓ Competent and passionate team

Growth investments strengthen flexible operating platform



2016

**Changshu PM3
inauguration**

2018

**Jämsänkoski
supercalender rebuild**

**Changshu new cutsize
capacity**

2019

**Nordland PM2
conversion**
New glassine capacity 110 kt/y

2020

**Changshu PM3 2nd
supercalender**
Additional glassine
capacity 40 kt/y

Our products play a vital role in society

UPM Specialty Papers plays an important role also during extraordinary times.



Labels and **release base** for **e-commerce** ensure reliable logistics tracking.



Labels for **pharma**.
Fine papers for **medicine booklets**.



Barrier papers offer sustainable alternative for **food-to-go**, helping to ensure food safety and hygiene.

Clear strategic priorities for coming years



Success with recent investments

Implement and commercialize



New business and product development

Expand and commercialize competitive offering for future growth



Efficient and competitive operating model

Boost operational excellence with lean and flexible organization



UPM **BIOFORE**
BEYOND FOSSILS

