

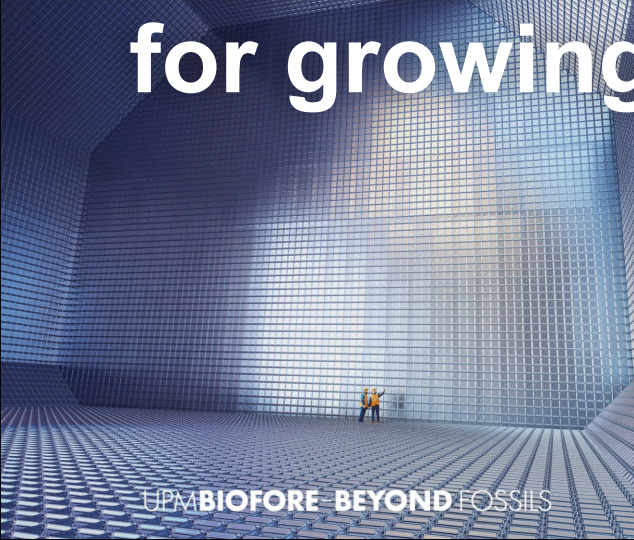
Accelerating growth in Advanced materials

Tim Kirchen
Jaakko Nikkilä
Mika Kekki

EVP, UPM Raflatac
EVP, UPM Specialty Papers
EVP, UPM Plywood



Value-added technical materials for growing end uses



Strong position on fast growing markets

Adhesive materials market growth

- Pressure sensitive labels +3-4%
- Graphics solutions +4-5%
- Specialty tapes +4-5%

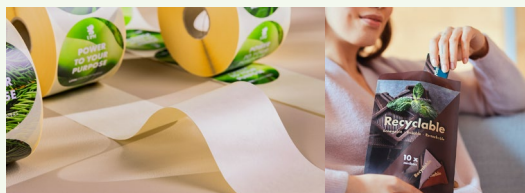


UPM #2 globally in PSL

- Global scale & customer reach, world-class manufacturing and distribution, sustainability leadership, adhesive technology
- 5-year average ROCE 28%

Specialty papers market growth

- Release base papers +3-4%
- Label face papers +2%
- Flexible packaging +2-4%(*)

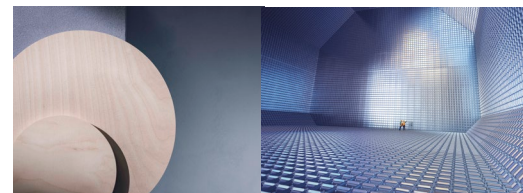


UPM #1 globally in release papers

- Technically demanding papers, world-class operations and global supply, sustainability leadership, competitive and flexible assets
- 5-year average ROCE 16%

Plywood market growth

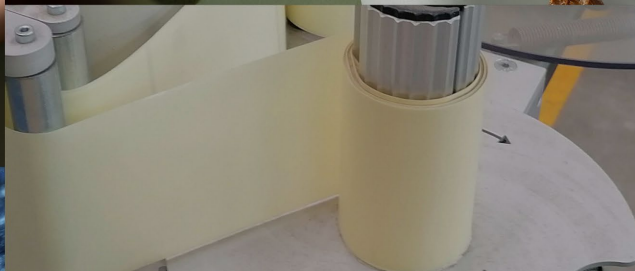
- Plywood construction +2%
- Plywood vehicle floors +3-4%
- Plywood LNG shipping +8-9%(**)



UPM #1 in Europe, LNG globally

- Strong customer partnerships, high quality and service, optimised supply, sustainability leadership, low total cost of ownership
- 5-year average ROCE 22%

Leading innovation & sustainability



Global presence opens opportunities in higher-growth geographies



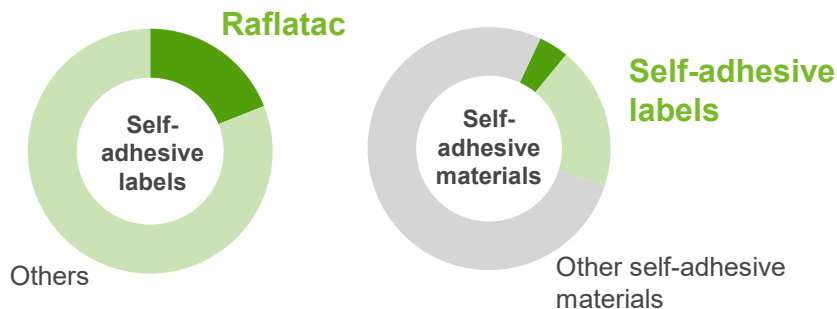
- 
- A light green world map with two vertical grey lines. The first line is positioned between the Americas and Europe, and the second line is positioned between Europe and Asia. The map is used to categorize the following text into three geographical regions.
- Well established globally
 - Global network of distribution terminals
 - Strengthening position in Americas, Asia

- Well established globally
- Clear growth focus in selected regions and segments

- Strong areas Europe, LNG shipping (Asia)
- Wide sales network

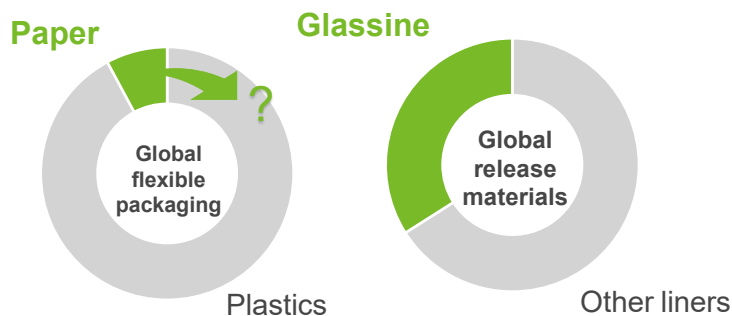
Entering attractive adjacent markets

- Graphics solutions market entry through AMC acquisition
- Expanded product and technology portfolio through Grafityp acquisition
- Further potential in specialty tapes



Entering attractive adjacent markets

- Flexible packaging entered through innovation & co-creation
- Further portfolio expansion in label & release papers



UPM **BIOFORE**
BEYOND FOSSILS

