Suominen in a nutshell

- We serve consumer goods industry and retail trade chains in wiping and packaging applications.
- Our customers are leading international producers and marketers of hygiene and health care products and food.
- Wiping products include baby, personal care and household wet wipes and nonwoven substrate for wipes.
- We provide flexible packaging for hygiene, food and security applications, and carrier bags.

Net sales 1-3/2010: EUR 40.6 million

- Codi Wipes 34 %
- Wiping 24.5 €M
- Nonwovens 26 %
- Flexibles 16.4 €M 40 %
Locations

Head office
• Tampere, Finland

Codi Wipes
• Veenendaal, the Netherlands

Nonwovens
• Nakkila, Finland

Flexibles
• Tampere, Finland
• Nastola, Finland
• Ikaalinen, Finland
• Grodzisk Mazowiecki, Poland
• Norrköping, Sweden (sales office)
• St. Petersburg, Russia (sales office)

Largest shareholders at 30 April 2010

<table>
<thead>
<tr>
<th>Shareholder</th>
<th>Number of shares</th>
<th>% of shares and voting power</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oy Etra Invest Ab</td>
<td>4 911 660</td>
<td>19.0</td>
</tr>
<tr>
<td>Evald and Hilda Nissi Foundation</td>
<td>2 138 450</td>
<td>9.0</td>
</tr>
<tr>
<td>Ilmarinen Mutual Pension Insurance Company</td>
<td>1 911 552</td>
<td>8.1</td>
</tr>
<tr>
<td>Heikki Bergholm</td>
<td>1 738 286</td>
<td>7.3</td>
</tr>
<tr>
<td>Tapiola Mutual Pension Insurance Company</td>
<td>1 283 850</td>
<td>5.4</td>
</tr>
<tr>
<td>Mikko Majala</td>
<td>1 075 839</td>
<td>4.6</td>
</tr>
<tr>
<td>Johani Majala</td>
<td>1 041 380</td>
<td>4.4</td>
</tr>
<tr>
<td>Eeva Majala</td>
<td>725 627</td>
<td>3.1</td>
</tr>
<tr>
<td>Vehko-Laine Oy</td>
<td>535 200</td>
<td>2.3</td>
</tr>
<tr>
<td>Arvo Finland Value Mutual Fund</td>
<td>478 240</td>
<td>2.0</td>
</tr>
<tr>
<td>Argonex Oy</td>
<td>355 050</td>
<td>1.5</td>
</tr>
<tr>
<td>Samfundet Folkhälsan i Svenska Finland rf</td>
<td>300 000</td>
<td>1.3</td>
</tr>
<tr>
<td>Harald Ranstadi</td>
<td>300 000</td>
<td>1.3</td>
</tr>
<tr>
<td>Jorma Takanen</td>
<td>267 900</td>
<td>1.1</td>
</tr>
<tr>
<td>Oy Fincorp Ab</td>
<td>200 000</td>
<td>0.8</td>
</tr>
<tr>
<td>Jarkko Takanen</td>
<td>190 540</td>
<td>0.8</td>
</tr>
<tr>
<td>Matti Kavekus</td>
<td>164 984</td>
<td>0.7</td>
</tr>
<tr>
<td>Liikeseutuveroehdintaidon kannatusyhdistys ry</td>
<td>134 610</td>
<td>0.6</td>
</tr>
<tr>
<td>Raatikall Oy</td>
<td>120 000</td>
<td>0.5</td>
</tr>
<tr>
<td>Lassi Antila</td>
<td>117 810</td>
<td>0.5</td>
</tr>
</tbody>
</table>
Management

Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
<th>Since</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mikko Maijala</td>
<td>Chairman</td>
<td>2006 (2005)</td>
</tr>
<tr>
<td>Heikki Mairinoja</td>
<td>Deputy Chairman</td>
<td>2009 (2001)</td>
</tr>
<tr>
<td>Heikki Bergholm</td>
<td>Member of the Board</td>
<td>2001</td>
</tr>
<tr>
<td>Kai Hannus</td>
<td>Member of the Board</td>
<td>2006</td>
</tr>
<tr>
<td>Suvi Hintsanen</td>
<td>Member of the Board</td>
<td>2010</td>
</tr>
<tr>
<td>Juhani Lassila</td>
<td>Member of the Board</td>
<td>2005</td>
</tr>
</tbody>
</table>

Corporate Executive Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
<th>Since</th>
</tr>
</thead>
<tbody>
<tr>
<td>Petri Rolig</td>
<td>President and CEO</td>
<td>2008 (2006)</td>
</tr>
<tr>
<td>Arto Kiiskinen</td>
<td>Vice President, CFO</td>
<td>2001</td>
</tr>
<tr>
<td>Paul-Erik Toivo</td>
<td>Vice President and General Manager, Wiping</td>
<td>2008</td>
</tr>
<tr>
<td>Mikko Pellinen</td>
<td>Vice President and General Manager, Flexibles</td>
<td>2008</td>
</tr>
</tbody>
</table>

Suominen highlights

Q1 – red figures

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>40.6</td>
<td>46.9</td>
<td>179.4</td>
</tr>
<tr>
<td>Operating profit</td>
<td>-0.3</td>
<td>3.6</td>
<td>6.7</td>
</tr>
<tr>
<td>Net result</td>
<td>-1.1</td>
<td>1.5</td>
<td>0.9</td>
</tr>
<tr>
<td>EPS, EUR</td>
<td>-0.05</td>
<td>0.06</td>
<td>0.04</td>
</tr>
<tr>
<td>Cash flow from operations/share, EUR</td>
<td>-0.04</td>
<td>0.61</td>
<td>1.13</td>
</tr>
</tbody>
</table>

- Net sales down by 14% on the previous year.
- Drop in sales attributable to decline in prices of wet wipes and low volumes of nonwovens.
- Raw material and electricity costs increased. Q1/2009 raw material prices were on a low level. Sales price escalators work with 3 to 6-month delay.
- Production was higher than sales as deliveries are expected to increase later in the spring.
- Cost savings and efficiency enhancement measures contributed to EUR 0.7 million.
**Suominen performance**

**Difficult market**

- Net sales EUR 40.6 million (46.9) in difficult market condition.
  - Weak demand at Wiping.
  - Hectic pursuit to run idle capacity presses market prices down.
  - Consumer prices do not show elasticity although costs are increasing.
- Operating profit EUR -0.3 million (3.6).
  - Equation of falling sales prices, lower volumes and higher raw material and energy costs had an adverse effect on result.

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**Suominen financials**

**Production took cash flow**

- Cash flow from operations EUR -1.1 million (14.4).
- Stock of ready made products increased.
  Other working capital stable. Net change EUR -1.5 million (9.6).
- Investments were EUR 2.0 million (0.6), slightly less than depreciation.
- Net debt slightly up from 1 January.
- Equity ratio 32.1% (31.2) and net gearing 134.4% (136.4) when capital loans are included in equity.
- Amendments agreed to loan covenants for Q1 and Q2.
Business drivers and strategic considerations

Market trends

Consumers:
- Economic recession affects consumers’ price consciousness.
- Retail brands and private labels have strengthened their positions.

Customers:
- Price drives purchasing.
- Value-added products are brought very cautiously into market.
- Retailers are exploiting free capacity from lower production volumes to brand houses. Brand houses try to compete by lowering costs.

Competitors:
- Overcapacity especially in wiping.
- Outstanding price competition.
### Consumer trends provide us opportunities

- Health, beauty and wellness
- Convenience & pleasure
- Premium & value for money
- Single packs & mega sizes
- Sustainability

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Tailored innovations and cost engineering appreciated to fulfill consumer needs and help our customers differentiate and win in the market.

### Suominen’s market position

#### Wiping market
- Size in Europe and NA: €6.0 billion
- Growth in volume: +4 - 6%

Suominen Wiping
- Suominen Nonwovens: Among 3 – 4 top players producing nonwovens for wipes in Europe.
- Suominen Codí Wipes: Europe’s third largest producer of wet wipes.
- Strong market position in selected brands and private labels.

#### Flexible packaging market
- Size in Europe: €11.7 billion
- Growth in Western Europe: +1 - 2%
- Growth in CEE and Russia: +3 - 6%

Suominen Flexibles
- Suominen has a strong market position in its key segments.
  - One of the leading players in the Nordic market.
  - Good foothold from Poland into Europe.
We have a very attractive customer base

Suominen strategy

Core purpose
- We provide products and solutions that bring greater convenience to people’s everyday life.

Vision
- We want to be our customers’ preferred partner, providing innovative, value added products and solutions.

Strategic intention
- Have a significant market position in selected wiping and packaging segments.
- Act as a development partner creating value for our key customers.
- Focus on geographically limited markets fitting for Suominen.
Suominen segment strategies and core markets

Focus on growth
- Labels and beverage packaging
- Security packaging
- Frozen food packaging
- Personal care wet wipes
- Russian market

Focus on continuous improvement and supply chain cost efficiency
- Baby wet wipes
- Nonwovens for wipes
- Tissue, fem care and bakery packaging
- Carrier bags

Our operations are based on strategic Stairs to Top programme

Focus on growing segments
- Amer product family
- Nonwoven products
- Codi Connect

Guiding principles: partnership - trust - expertise
- NPD operations
- Production management
- Sales management

Continuous improvement
- Efficiency programmes
- Yield improvement
- Investments on efficiency

Cost savings
- Closure of the Kauhava plant
- Procurement
- Personnel reductions
- Rationalisation of Codi
- Production in Sweden

2006 2007 2008 2009 2010
Management focus in short term future

- Price management
  - Transfer increasing costs more effectively to sales prices
- Cost control and structural optimization
  - Identification and quick implementation of new cost saving initiatives
  - Continuous cost efficiency improvement through the Stairs to Top programme
- Turn top line development upwards
  - Filling up free capacity
  - Increasing sales of existing and new products
  - Winning new customers on target markets
- Working capital management and cash flow
  - Strict investment discipline
  - Careful inventory management

Current financial targets

The Board of Directors has established a set of medium term financial targets:

| The Board of Directors has established a set of medium term financial targets: |
|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| To gradually increase operating profit to 7%. | To achieve an average annual growth in net sales of more than 5%. | To gradually reduce gearing to 120%. | To raise the size of the dividend, provided that the sound growth of the Company is secured. |
Thank you!