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Q1 2013 at a glance

• Group net sales EUR 122.0 million, + 10%.
• Group operating profit EUR 4.9 million, +81%
  - No non-recurring items were reported in the first quarter.
• Profit for the period positive, EUR 1.1 million
• Wiping:
  - Uncertain outlook of the European economic situation continued to impact on consumer demand, even though some signals on improvement seen.
  - Net sales grew in Nonwovens business unit but declined in Codi Wipes.
  - The financial result of the segment improved.
• Flexibles:
  - A business recovery program launched at the end of the year 2012, turnaround in profitability achieved already.
Financial review
Q1 2013
Net sales for January-March grew by 10 %

Net sales, M€

- Net sales in Q1 2013 amounted to M€ 122.0 (M€ 111.1), +10%.
- Demand in Europe improved somewhat, but continued stronger in the US market than in Europe.
- Due to overcapacity, sales prices were still under pressure in Europe.
Operating profit improved significantly

Operating profit excl. non-recurring items, M€ and %

- In January-March, operating profit was M€ 4.9 (M€ 2.7), +81%.
- No non-recurring items were reported in the first quarter.
- Streamlined cost structure, thanks to the Summit program, had a positive impact on profitability.
Growth in net sales impacted cash flow

Cash flow from operations, M€

- In January-March of 2013, cash flow from operations was M€ -2.1 (-6.4)
- M€ 8.4 (12.9) of working capital has been tied up in the reporting period.
Stable financial position

- Leverage was 2.9 in the end of the reporting period.
Wiping: Strong performance continued

Net sales, M€

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1/12</th>
<th>Q2/12</th>
<th>Q3/12</th>
<th>Q4/12</th>
<th>Q1/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>97.5</td>
<td>100.5</td>
<td>109.4</td>
<td>95.9</td>
<td>107.8</td>
</tr>
<tr>
<td>1-3/2013: M€</td>
<td>107.8</td>
<td></td>
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<td></td>
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</tbody>
</table>

Operating profit, M€ and %, excl. non-recurring items

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1/12</th>
<th>Q2/12</th>
<th>Q3/12</th>
<th>Q4/12</th>
<th>Q1/13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit</td>
<td>3.8</td>
<td>3.9</td>
<td>8.1</td>
<td>3.0</td>
<td>4.3</td>
</tr>
<tr>
<td>1-3/2013: M€</td>
<td>4.3</td>
<td></td>
<td></td>
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</tbody>
</table>

Suominen Corporation
Nonwovens: the share of baby wipes declined

Q1/2013: M€ 97.2 (85.7)

- Baby wipes: 43%
- Household wipes: 22%
- Industrial wipes: 17%
- Personal care: 12%
- Other: 6%

- Share of baby wipes declined, while the shares of personal care and industrial wipes grew.
- Demand continued to be stronger in the US, even though some signals on improvement were seen in Europe.
- Cost structure improved from the comparison period.
Codi Wipes: share of personal care increasing in the portfolio

Q1/2013: M€ 11.6 (13.1)

- Baby 37%
- Moist toilet issue 10%
- Personal care 52%
- Household 1%

- Net sales down from previous year by 12%.
- Intensifying competition impacted on the business unit’s financial performance.
- Relatively positive development in the sales of personal care wipes.
Flexibles: turnaround in profitability achieved

Net sales, M€

<table>
<thead>
<tr>
<th>Quarter</th>
<th>M€</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1/12</td>
<td>13.9</td>
</tr>
<tr>
<td>Q2/12</td>
<td>12.8</td>
</tr>
<tr>
<td>Q3/12</td>
<td>12.7</td>
</tr>
<tr>
<td>Q4/12</td>
<td>13.4</td>
</tr>
<tr>
<td>Q1/13</td>
<td>14.4</td>
</tr>
</tbody>
</table>

1-3/2013: M€ 14.4

Operating profit, M€ and %, excl. non-recurring items

<table>
<thead>
<tr>
<th>Quarter</th>
<th>M€</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1/12</td>
<td>-0.6</td>
<td>0.0</td>
</tr>
<tr>
<td>Q2/12</td>
<td>-0.8</td>
<td>0.0</td>
</tr>
<tr>
<td>Q3/12</td>
<td>-0.8</td>
<td>0.0</td>
</tr>
<tr>
<td>Q4/12</td>
<td>-0.8</td>
<td>0.0</td>
</tr>
<tr>
<td>Q1/13</td>
<td>0.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

1-3/2013: M€ 0.0
Flexibles: first results of the recovery program visible

Q1/2013: M€ 14.4 (13.9)

- The negative trend in net sales turned around, growth of 4% from the comparison period.
- Flexibles obtained significant new customers.
- Growth in hygiene and food packaging as well as in security and system packaging.
Suominen: Outlook for 2013

• The company estimates that its net sales for the full year 2013 will remain at the level of 2012

• Operating profit excluding non-recurring items is expected to improve from year 2012.

• In 2012, Suominen’s net sales were EUR 454.9 million and operating profit excluding non-recurring items EUR 13.7 million.
Strategy implementation in Q1 2013
The three cornerstones of the strategy

- **Suominen Way**: How we work
- **Step Change in Profitability**: How we operate
- **In the Lead**: How we win
Understanding the end user is in the heart of our strategy
We aim at increasing the share of products with higher added value
We are building common ways of working

- **Common culture:** Empowerment, Accountability, Passion

- **Creation of common management systems**
  - Ensuring the tight linkage between the strategy and compensation.
  - The Suominen Way to be part of performance review process.

- **Sustainability to be a systematic part of the culture**
  - Initiation of Sustainability reporting (part of the Annual report 2012).
We have taken significant actions to improve our profitability

- **Suominen Summit program** was completed in March 2013
  - The program even slightly exceeded its target, structural cost savings amounted to appr. 10 M€.

- **Continuous improvement of efficiency and productivity.**

- **A strategic program** initiated to streamline and standardize Suominen’s supply chain processes.
In Q1, we focused on longer term initiatives

- Strategic targets: to accelerate our customers’ business and to increase the share of products with higher added value.

- Strategic program launched to ensure our ability to renew, for instance to further enhancing the R&D process.
Financial targets

Suominen aims to:

• Clearly improve its relative profitability. The target level of the company’s return on investment (ROI) is to be above 10% (1.2% in Q1 2013).

• Have a solid capital structure with a gearing ratio principally between 40% and 80% (102.0% in Q1 2013).

• Increase its net sales at a rate that exceeds the average growth rate of the industry.
Suominen in Q1 2013: Summary

Right direction

Significant improvement in profitability on Q1

In the Lead

Systematic programs under way for the implementation of the renewed strategy

Growth

Clear growth in net sales, +10%

€

The negative trend in the financial performance of Flexibles turned around
Thank you!