STABLE RESULTS

- Financial targets fulfilled
- Strong demand offset by production disruptions
- Record high production levels
- Increased focus on operational excellence

<table>
<thead>
<tr>
<th>Area</th>
<th>Target</th>
<th>Outcome 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>3-4%</td>
<td>3%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>&gt;17%</td>
<td>17%</td>
</tr>
<tr>
<td>ROCE</td>
<td>&gt;13%</td>
<td>13%</td>
</tr>
<tr>
<td>Net debt/EBITDA</td>
<td>&lt;2.5</td>
<td>1,53</td>
</tr>
<tr>
<td>Dividend policy</td>
<td>50%</td>
<td>54%</td>
</tr>
</tbody>
</table>

1. Adjusted for items affecting comparability

✔ indicates targets met.
RECORD HIGH PRODUCTION LEVELS

TOTAL INCREASE 2013-2017: 230 000 TONNES
ANNUAL PRODUCTION RECORDS 2017 IN GÄVLE, FRÖVI & SKÄRBLACKA

Excluding Tervasaari

CAGR 2%
INCREASED FOCUS ON OPERATIONAL EXCELLENCE

Production Stability
Increase stability in pulp- & paper/board production with support of Company Specialists

Product Quality
A systematic, customer centric product quality improvement process under implementation

Occupational Health & Safety
Implementation of behaviour safety systems is ongoing, being the foundation for stability
Q4 2017 RESULTS AT A GLANCE

NET SALES
5 565
SEK million

GROWTH
2%

EBITDA
923
SEK million

MARGIN
17%

SHARE OF SALES
39%
35%
18%
8%

PACKAGING PAPER
Kraft paper
Sack paper
Market pulp

CORRUGATED SOLUTIONS
Fluting
Liner
Managed Packaging

CONSUMER BOARD
Liquid packaging board
Cartonboard

OTHER

17%
Q4 2017 KEY HIGHLIGHTS

- Continued high demand across all business areas
- Negative effect on sales volumes from production disruptions
- Higher EBITDA driven by increased prices and lower costs
- Adjusted EBIT margin 11%
- Favourable outlook on both short and long term
FINANCIAL DEVELOPMENT
EBITDA

SEK MILLION

Adjusted +6%
OPERATING CASH FLOW

SEK MILLION

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Q4</td>
<td>360</td>
<td>696</td>
<td>-761</td>
</tr>
<tr>
<td>Q1</td>
<td>155</td>
<td>-294</td>
<td>-202</td>
</tr>
<tr>
<td>Q2</td>
<td>631</td>
<td>619</td>
<td>314</td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q4: 2016
Q1: 2017
RETURN ON CAPITAL EMPLOYED

ADJUSTED, ROLLING 12 MONTHS (%)

Target: >13%
LEVERAGE

NET DEBT/EBITDA (X)

Target: <2.5x
BUSINESS AREAS
PACKAGING PAPER BUSINESS AREA
KRAFT AND SACK PAPER FOR CUSTOMERS WITH TOUGH DEMANDS

KRAFT PAPER
#1 GLOBALLY

SACK PAPER
#2 GLOBALLY

- Packaging for flour, sugar, carrier bags, medical packaging, building materials, chemicals and more
- Growth driven by population growth in emerging markets, ageing population, increasing environmental awareness and more

SELECTIVE GROWTH

- Asset transformation for increased profitability
- Development of new business models
- Expansion to growing markets
Net sales + 4 % vs Q4-16
  - Increased prices in local currency somewhat offset by effects from production disruptions

EBITDA -5 % vs Q4-16
  - Lower production volumes and negative currency effects
  - Prices on pulp and paper continues to increase

Record results – EBIT SEK 1 035 million for FY 2017

Kraft- and sack paper markets expected to remain solid with potential to increase prices in local currency
CONSUMER BOARD BUSINESS AREA
LIQUID PACKAGING BOARD AND CARTONBOARD WITH UNIQUE PROPERTIES

Packaging for milk, juice, preserved foods, beauty and healthcare products, confectionary and more

Growth driven by high urbanization rate, change in consumer behavior and more

VOLUME GROWTH

Attractive market providing growth opportunities

Investments for volume growth

Innovation with customers and brand owners
CONSUMER BOARD BUSINESS AREA
Q4 DEVELOPMENT

- Net sales -2% vs Q4-16
  - Difficulties with production availability

- EBITDA +8% vs Q4-16
  - High costs in Q4-16 – rebuild and startup of Rockhammar

- Volume growth in line with overall financial targets YoY
  - Record high sales volumes of cartonboard

- Strong order situation expected to continue with normal season variations
CORRUGATED SOLUTIONS BUSINESS AREA
FLUTING AND LINER ADD VALUE

- Packaging for fruit and vegetables, white goods and electronics, exclusive drinks and more
- Supply chain solutions and packaging optimisations for brand owners
- Growth driven by increasing e-commerce and fresh food consumption, package differentiation and changing supply chains

VALUE GROWTH

- Strong product portfolio setting market standard
- Integrating new business model
- Increasing sales to brand owners

2-4% CAGR
CORRUGATED SOLUTIONS BUSINESS AREA

Q4 DEVELOPMENT

- Net sales +2% vs Q4-16
  - Improved prices in local currency and increased sales volumes within Managed Packaging

- EBITDA -12% vs Q4-16
  - Production disruptions and establishment costs related to expansion within Managed Packaging

- Strong order books and increased prices in Europe

- Managed Packaging ~50% sales growth

- Expected continued strong demand for fluting and liner
  - Expansion to new regions
PROGRESS IN INVESTMENT
SKÄRBLACKA AND GRUVÖN PROGRESSING
IMPROVING EFFICIENCY AND SECURING GROWTH

1. Investing in MG integrated to pulp production in Skärblacka, Sweden; SEK 1.3 billion investment.

2. New board machine in Gruvön, Sweden with capacity of approx. 550 000 t/a; SEK ~7 billion investment.
OUTLOOK
SHORT-TERM OUTLOOK

- Demand and order situation are expected to be strong with normal seasonal variances for all business areas.
- The negative impact from weather related challenges on raw material flows is expected to be SEK 80-100 million in the first quarter.
2018 OUTLOOK

- Demand of wood will increase
- Overall capacity will remain on 2017 level
  - Increased volume for Consumer Board
  - Reduced volumes for Corrugated Solutions and Packaging Paper due to impact from Gruvön investment
- Net exposure to pulp market ~150 ktonnes in 2018
- One-off costs impact from investment project will be SEK ~210 million
  - SEK 75 million due to longer stop in Gruvön
  - SEK 75 million due to education, extra personnel etc.
  - Increased depreciation SEK 60 million