



Suominen Corporation

Financial Statements
1 January – 31 December 2010

Presentation 11 February 2011

Suominen's year in brief

A difficult year behind us

EUR, million	Q4/2010	Q4/2009	2010	2009
Net sales	45.3	44.9	173.4	179.4
Operating profit	-8.7	0.6	-10.8	6.7
Net result	-10.3	-0.3	-14.4	0.9
EPS, EUR	-0.22	-0.01	-0.34	0.02
Cash flow from operations/share, EUR	-0.05	0.05	-0.06	0.74

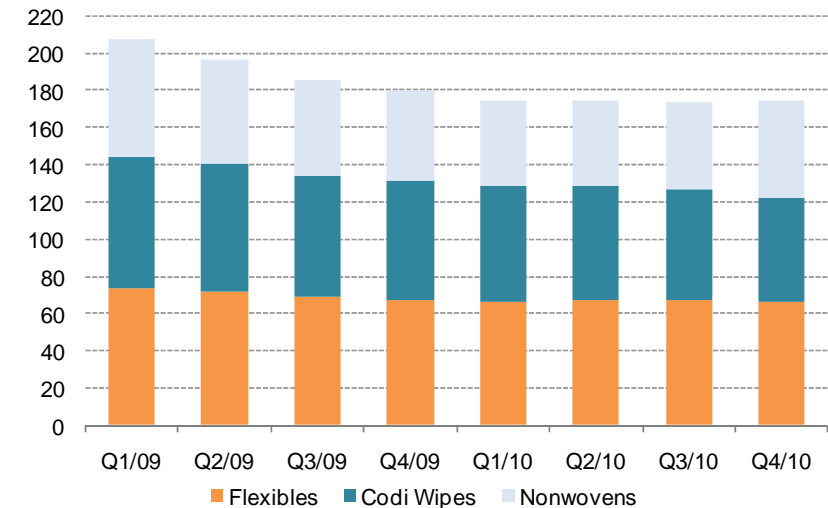
- Net sales down by 3 %. Price effect ½, volume impact ½.
- Raw material costs increased by 10 %, because of plastic and viscose prices soared.
- Tough competition hindered effective transfer of costs into sales prices.
- Savings in operating costs and Stairs to Top programme contributed to EUR 3 million.
- Impairment and reorganisation non-recurring costs totalled EUR 7.1 million.
- Share issue of EUR 10 million in the summer and refinancing of EUR 44 million in December.

Suominen performance

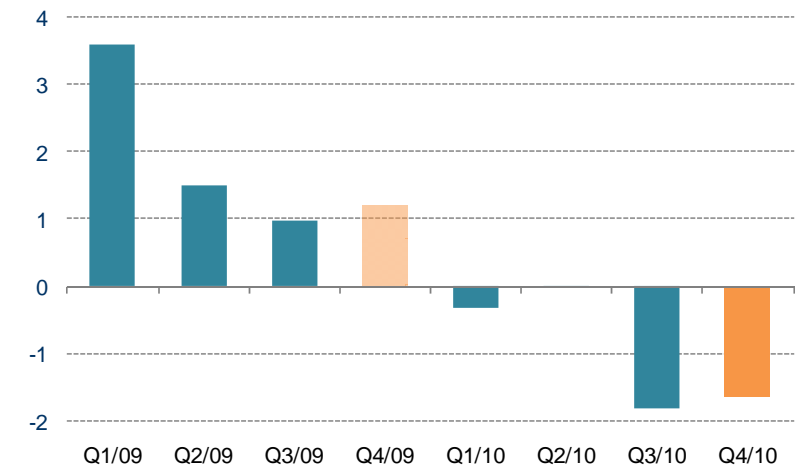
H2 clearly on red

- Net sales in Q4 slightly advanced thanks to increased sales of nonwovens to US market.
- Sales margins remained suppressed in Q4.
- Production lower than sales in Q4 affecting also negatively to results.

Net sales by business area (rolling 12 months), €M



Operating profit before non-recurring costs and impairment losses, €M

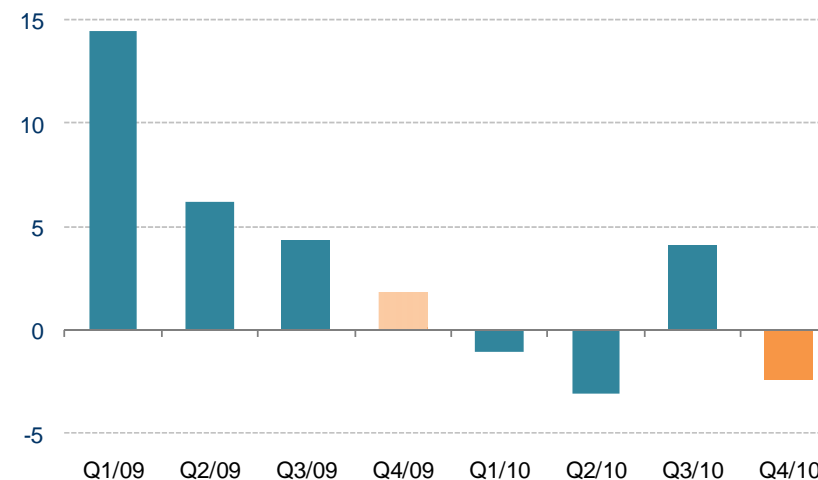


Suominen financials

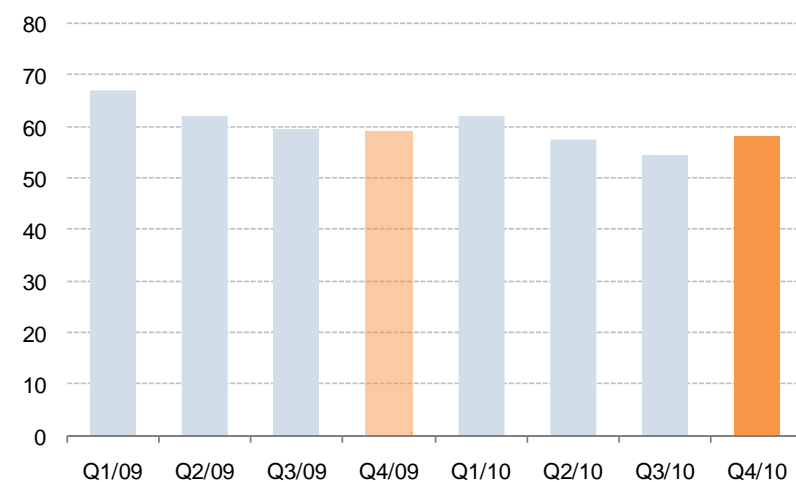
Share issue and roll-over facility launched

- Cash flow from operations was EUR -2.5 million (26.8).
- Working capital value up by EUR 1.0 million in spite of drastic unit price increases.
- Investments were EUR 6.2 million of which EUR 3.8 million in Flexibles including a new printing press to Poland.
- Net debt roughly at the previous year's level. Financial costs EUR 4.8 million down from EUR 5.7 million, which included impairment charges.
- Equity ratio 33 % (36).
- Share rights issue oversubscribed, refinancing agreed with several covenants.

Cash flow from operations, €M



Net debt, €M



Business area: Flexibles

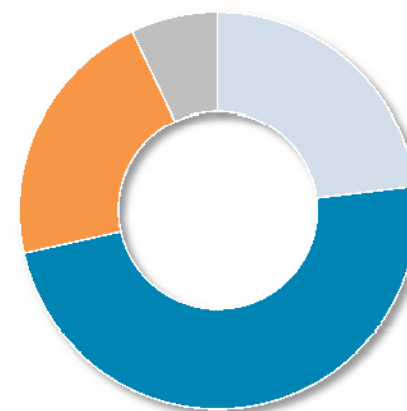
Levelled sales

- Sales on the previous year's level at EUR 66 million.
- Retail packaging sales volume declined due to the discontinued production of fruit and vegetable bags on the roll.
- Sales for hygiene and food sectors remained unchanged.
- Tissue and bakery packaging as well as labels sales increased.
- Sales of security and system packaging continued at the same level as in 2009.
- Russian sales developed positively.

Q4 net sales: 16.5 €M (-4.9 %)

Q1-Q4 net sales: 66.1 €M (-1.1 %)

Sales split



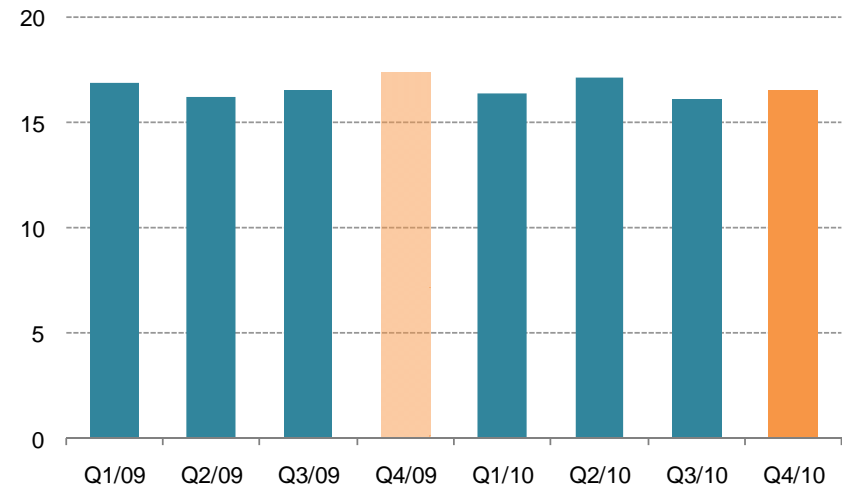
■ Hygiene ■ Food ■ Retail ■ S&S

Business area: Flexibles

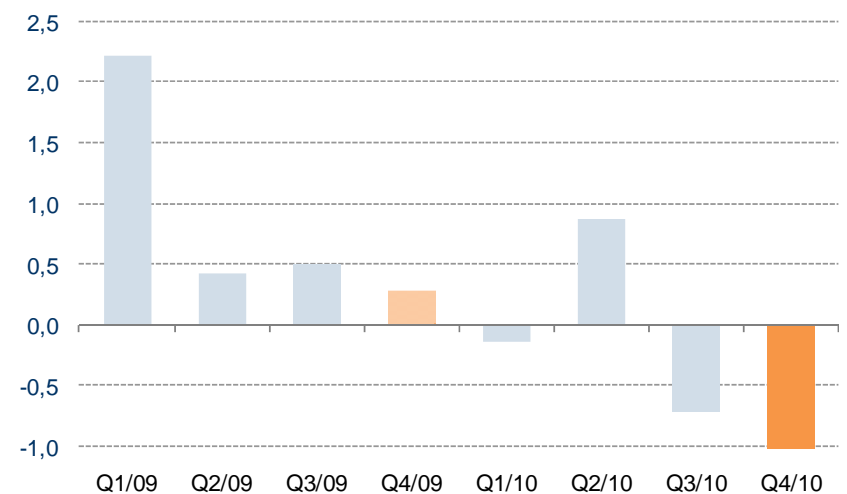
Financials turned red

- Operating profit EUR -2.1 million (+2.8) including restructuring costs of EUR 1.2 million.
- Prices of plastics skyrocketed. Tight competition hindered price increases and margins suffered.
- Costs were down from the previous year mainly due to the closure of Swedish plant in the beginning of 2010.
- The Nastola plant was decided to be closed down as the next step of rationalisation measures. Production will be stopped and machines will be transferred to other units during 2011. Personnel down by 60 persons net.

Net sales, €M



Operating profit before non-recurring costs, €M

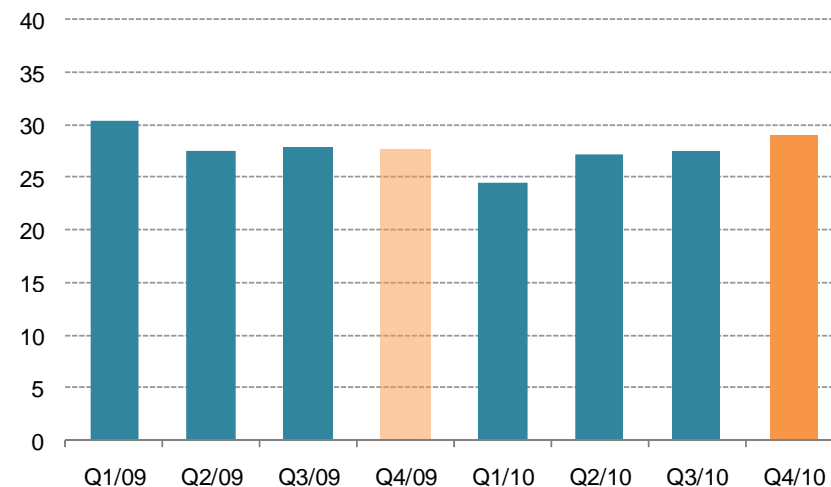


Business area: Wiping

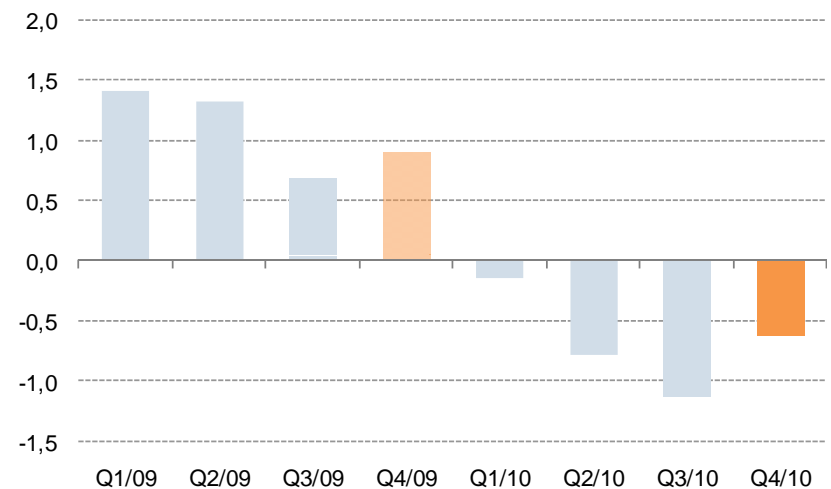
Sales recovered, margins didn't

- Net sales EUR 108.2 million, down by 4.7 % from the previous year.
- Operating profit before one-offs EUR -2.7 million and after EUR -8.6 million.
- Sales volumes recovered, but low sales margins caused operations to continue loss making.

Net sales, €M



Operating profit before non-recurring costs and impairment losses, €M



Business area: Wiping

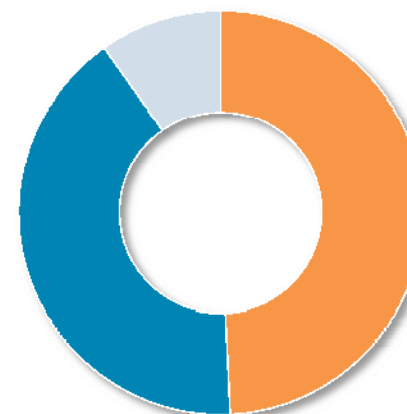
Codi Wipes

- Net sales reduced by 13 %.
- Sales prices declined in the beginning of the year after which they levelled off. Number of wiping packs produced also dropped from 2009.
- Sales of personal care wipes improved.
- Sales of baby wipes and most toilet wipes declined.
- New product launches for key brand customers in the autumn.
- Reorganisation of operations in the end of the year. Cost provision of EUR 1 million in 2010, cost savings will be realised in 2011.

Q4 net sales: 13.4 €M (-20 %)

Q1-Q4 net sales: 56.4 €M (-13 %)

Sales split



■ Baby ■ Personal care ■ Other

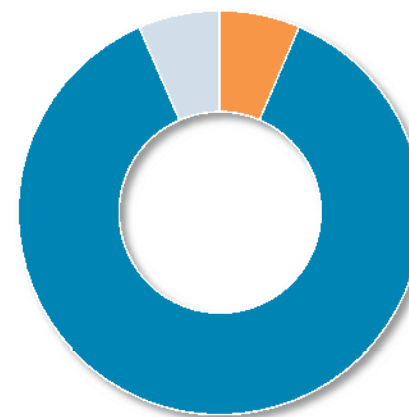
Business area: Wiping Nonwovens

- Net sales up by 4 %.
- Deliveries of hydroentangled nonwoven for wiping applications grew thanks to increased sales in the USA and Russia.
- Sales of health care materials up.
- Thermobonded hygiene material sales clearly down.
- Prices of raw materials soared and caused margins to decline on unsatisfactory level.
- Operating costs increased slightly, e.g. energy, electricity and freight costs were more expensive.

Q4 net sales: 18.2 €M (+45.3 %)

Q1-Q4 net sales: 59.1 €M (+3.8 %)

Sales split



■ Hygiene ■ Wiping ■ Health care

Outlook

- The demand for Suominen's products is evaluated on the basis of customer contracts and use forecasts provided by customers. It is estimated that the demand for Suominen's products will remain stable in 2011, and no major change is anticipated in the net sales for 2011 over the 2010 level.
- Suominen has initiated measures to raise product prices with the aim of improving sales margins. On the other hand, the prices of raw materials are still rising. Sales volumes and margins early in the year are not expected to change substantially from the level in autumn 2010.
- It is estimated that the result after taxes for the total year of 2011 will improve over 2010 but remain negative.

Management focus on profitability turnaround

- Sales margins up by price increases.
- Successful implementation of rationalisation measures at Flexibles and Codi Wipes.
- Working capital and cash flow management.

