



GROUP

Feb 15, 2012

## Huhtamaki 2011 Results

*Foundation for quality  
growth established*

CEO Jukka Moisio  
CFO Timo Salonen



# Solid net sales growth throughout the year

- Group net sales growth accelerated towards the end of the year supported by acquisitions
  - Emerging markets net sales +14% yoy\*
  - Group net sales +6% yoy\*
- Positive net sales development led by Flexible Packaging
  - Europe +12% yoy\*
  - Asia +17% yoy\*



# Continued implementation of the quality growth strategy: three acquisitions in 2011

- Ample Industries and Paris Packaging – specialty folding carton converters in the U.S.
  - Net sales in 2011 MEUR 90
  - EV MEUR 45
- Prisma Pack – a market leader in hygienic films in Brazil
  - Net sales in 2011 MEUR 35
  - EV MEUR 17
- MEUR 62 invested in acquisitions in 2011
- MEUR 29 growth in Group net sales from acquisitions in 2011



# Group highlights

## *Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	<b>521.8</b>	481.8	2,043.6	1,951.8
EBIT*	<b>27.6</b>	27.7	127.6	134.3
EBIT margin* %	<b>5.3</b>	5.7	6.2	6.9
EPS*, EUR	<b>0.18</b>	0.22	0.87	0.92
ROI %			9.8	12.0
ROE %			11.0	14.5
Free cash flow	<b>63.8</b>	36.7	64.9	112.9

- Successful price management and favorable product mix supported earnings
- Improved working capital management supported a strong cash flow generation



# Business review by segment



# Flexible Packaging

## *Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	<b>142.2</b>	134.1	578.3	524.6
EBIT*	<b>9.7</b>	9.6	38.3	34.3
EBIT margin* %	<b>6.8</b>	7.2	6.6	6.5
RONA %			9.3	10.7
Operating cash flow	<b>23.2</b>	22.3	39.7	34.6

- Robust growth continued in Europe
- Growth in Asia was dampened by the flooding in Thailand
- Strong earnings development in constant currencies, reported earnings flat due to adverse currency movements



# Films

*Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	<b>42.5</b>	36.4	177.0	163.7
EBIT	<b>-0.3</b>	1.5	8.4	10.8
EBIT margin %	<b>-0.7</b>	4.1	4.7	6.6
RONA %			6.2	9.1
Operating cash flow	<b>2.1</b>	5.5	-4.3	5.7

- Net sales growth attributable to the hygiene films unit acquired in Brazil and positive development in North America
- Earnings decline due to lower volumes and market softness in Europe, integration costs in Brazil and ramp-up delay in Thailand



# North America

*Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	<b>148.8</b>	127.8	532.3	535.6
EBIT	<b>10.2</b>	8.0	43.5	45.4
EBIT margin %	<b>6.9</b>	6.3	8.2	8.5
RONA %			11.2	11.9
Operating cash flow	<b>31.3</b>	19.0	43.5	59.0

- The acquisition of Ample Industries continued to strengthen the segment's position in the foodservice market
- Positive constant currency net sales development continued, thanks to the acquired units and good progress in the retail business
- The acquired units had a positive contribution on earnings





# Ample Industries: Further expansion of our product offering and foodservice market presence

- Continued to strengthen the North America segment's position in foodservice markets together with Paris Packaging acquired in Q3 2011
  - Complementary product offering of boxes, clamshells and trays for the foodservice and frozen dessert markets
- Improved the ability to serve a larger group of customers from one point of contact
- Synergies in paperboard purchasing, use of waste (cuttings/ Chinnet®), sales, customer service and logistics



# Molded Fiber

## *Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	<b>60.9</b>	61.0	238.2	232.9
EBIT	<b>5.8</b>	6.2	20.9	21.9
EBIT margin %	<b>9.5</b>	10.2	8.8	9.4
RONA %			12.0	12.7
Operating cash flow	<b>5.9</b>	7.5	18.2	23.1

- Positive net sales development in constant currencies continued
- Negative earnings development due to adverse currency movements



# Foodservice Europe-Asia-Oceania

## *Q4 2011*

EUR million	Q4 2011	Q4 2010	2011	2010
Net sales	117.2	115.0	482.4	467.6
EBIT*	3.8	4.1	21.2	24.5
EBIT margin* %	3.2	3.6	4.4	5.2
RONA %			8.9	10.6
Operating cash flow	15.4	5.4	12.7	21.8

- Positive net sales development in Eastern Europe and Asia
- Earnings declined due to low profitability of the Central European plastics and the Nordic businesses as well as rationalization measures within the European operations



# Financial review



# Income statement

## *Q4 2011, continuing operations*

EUR million	Q4 2011	Q4 2010	2011	2010
<b>Net sales</b>	<b>521.8</b>	481.8	2,043.6	1,951.8
EBITDA	<b>43.3</b>	48.3	196.9	213.6
EBITDA margin %	<b>8.3</b>	10.0	9.6	10.9
<b>EBIT</b>	<b>28.4</b>	27.7	120.6	134.3
EBIT margin %	<b>5.4</b>	5.7	5.9	6.9
NRI	<b>0.8</b>	-	-7.0	-
<b>EBIT excluding NRI</b>	<b>27.6</b>	27.7	127.6	134.3
EBIT margin % excluding NRI	<b>5.3</b>	5.7	6.2	6.9
Net financial items	<b>-4.5</b>	-2.6	-16.1	-14.2
<b>Result before taxes</b>	<b>24.1</b>	25.2	105.2	120.7
Taxes	<b>-3.0</b>	0.1	-13.5	-16.2
<b>Result for the period</b>	<b>21.1</b>	25.3	91.7	104.5
<b>EPS</b>	<b>0.19</b>	0.22	0.80	0.92
<b>EPS excluding NRI</b>	<b>0.18</b>	0.22	0.87	0.92



Q4 2011

- FY 2011 impact of adverse currency movements in consolidation:
  - Net sales MEUR -36
  - EBIT MEUR -3
- Costs from strategic projects MEUR 5.0 in 2011

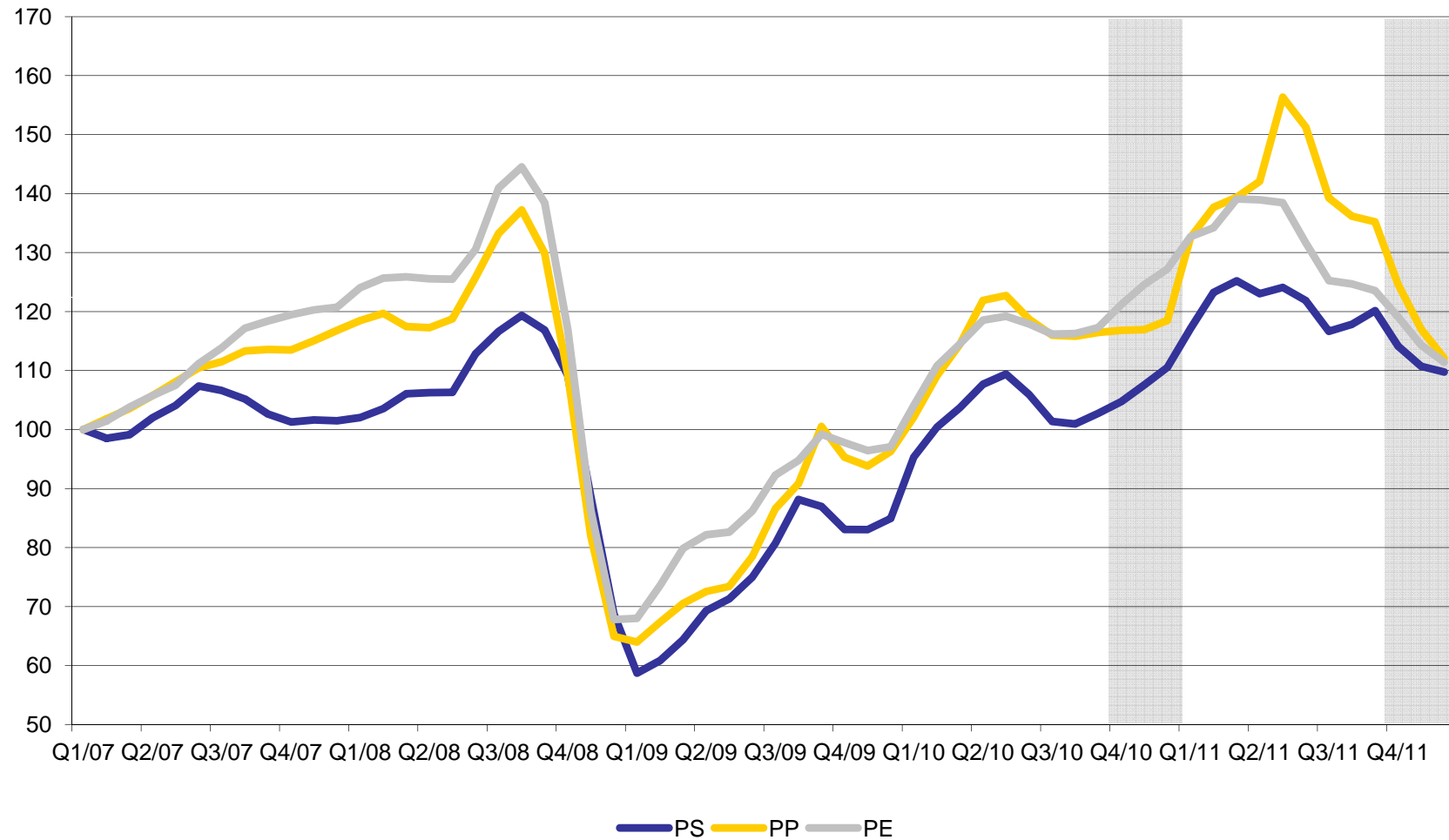
# Volume development

## *Q4 2011*

	Q4 2011	2011
<i>Volume growth</i>		
Flexible Packaging	3%	4%
Films	-2%	5%
North America	-5%	-4%
Molded Fiber	3%	3%
Foodservice EAO	0%	0%
<i>Volume growth Group total</i>	-1%	1%
<i>Price &amp; mix change</i>	5%	4%
Comparable growth	4%	5%



# Polymer based raw material prices



# Group statement of financial position

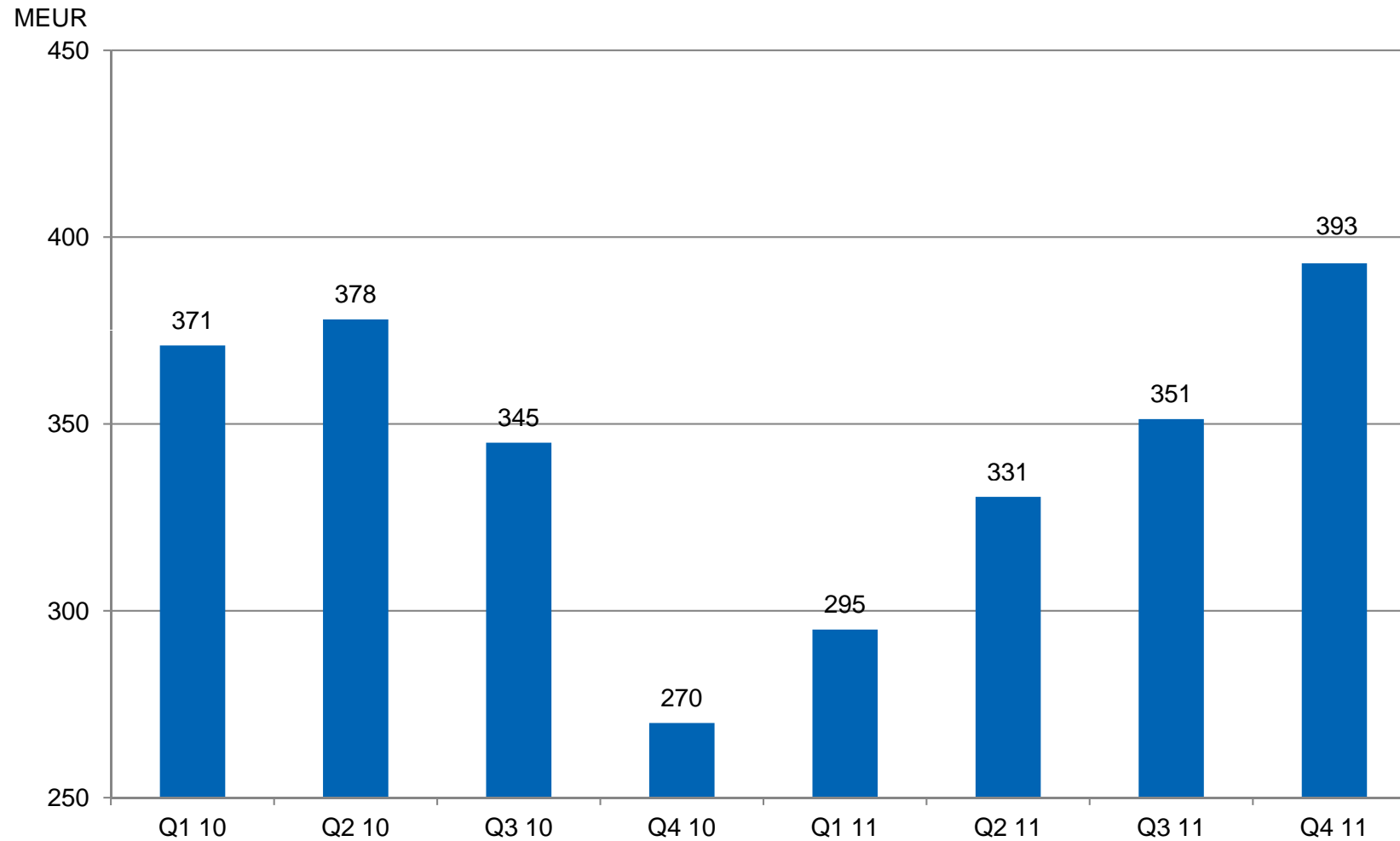
## *Q4 2011*

EUR million	Dec 2011	Dec 2010
Total assets	<b>1,909.1</b>	1,865.1
Operating working capital	<b>337.2</b>	308.1
Net debt	<b>393.5</b>	269.9
Equity & non-controlling interest	<b>805.0</b>	848.7
Gearing	<b>0.49</b>	0.32
ROI %	<b>9.8</b>	12.0
ROE %	<b>11.0</b>	14.5



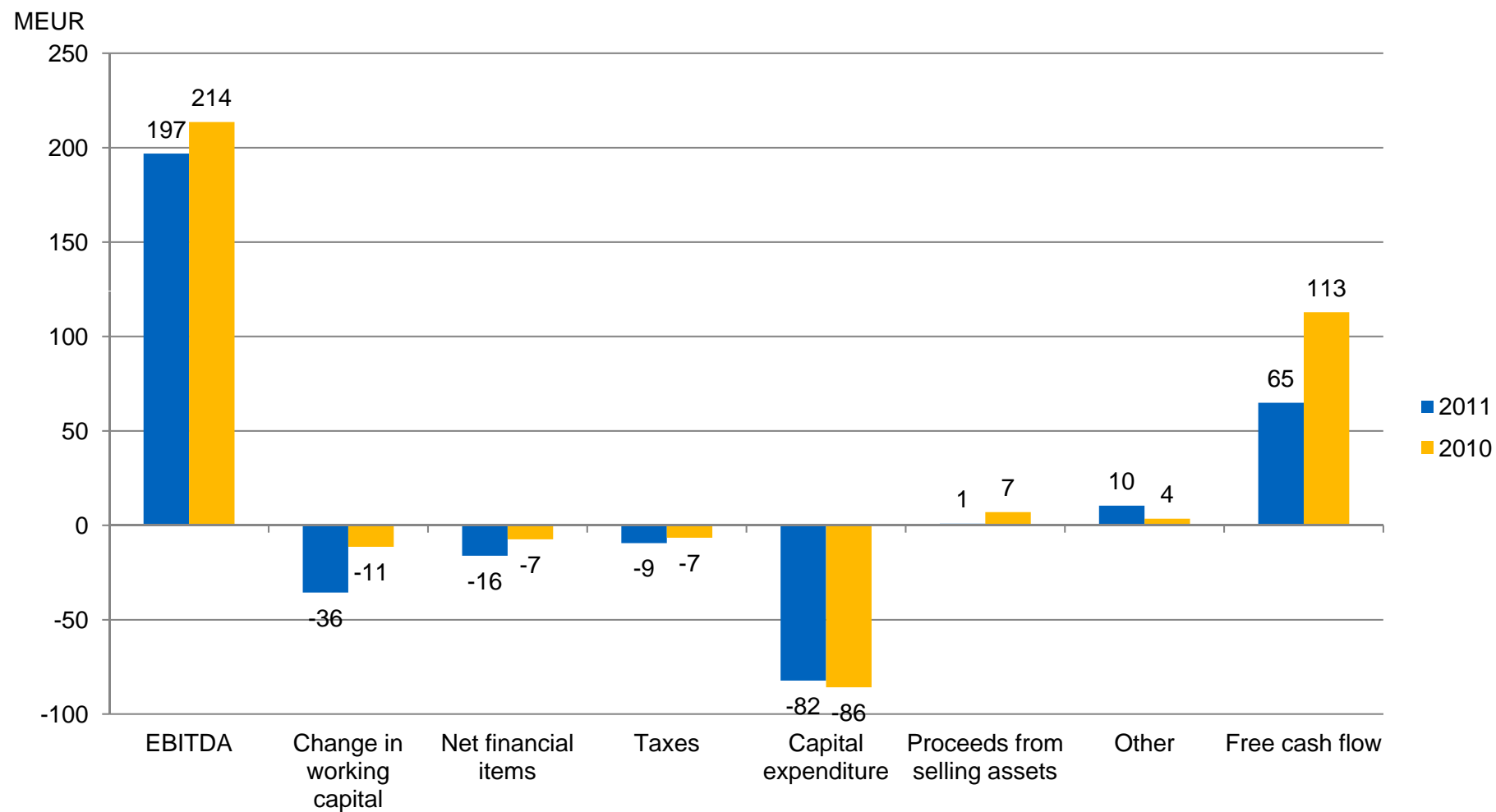


# Net debt development



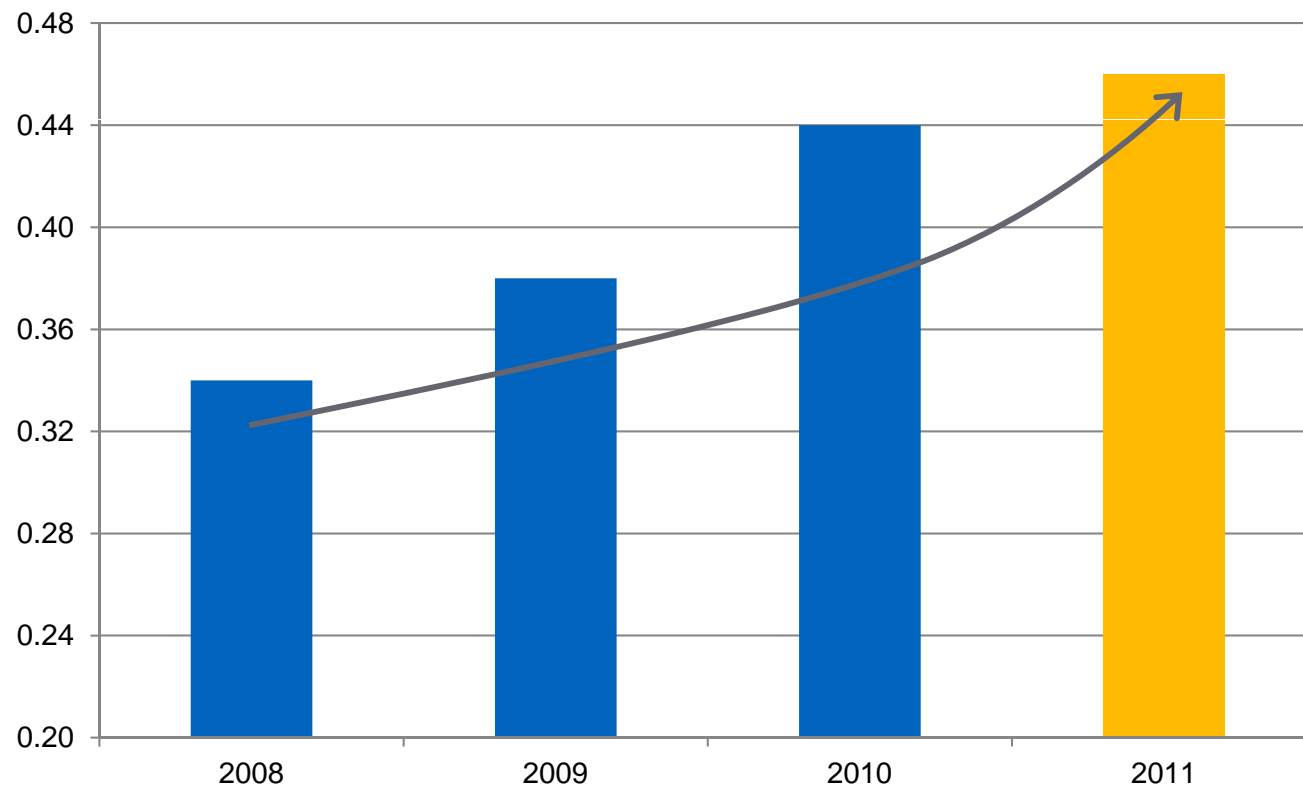
# Cash flow

## 2011 vs. 2010



# Board proposes all-time high dividend

- Dividend proposal **EUR 0.46** per share (payout ratio 53%)
- Dividend growth 35% in 2008-2012



# Looking forward



# Outlook 2012

- The Group's trading conditions are expected to remain relatively stable during 2012.
- Good financial position and ability to generate a positive cash flow will enable the Group to further address profitable growth opportunities.
- Growth in net sales is expected to continue.
- Earnings per share (EPS) are expected to increase compared to the EUR 0.87 (excluding NRI) achieved in 2011.
- Capital expenditure is expected to be below EUR 100 million.

## **Short-term risks and uncertainties:**

- Volatile raw material and energy prices as well as movements in currency rates are considered to be relevant short-term business risks and uncertainties in the Group's operations.
- General economic and financial market conditions can also have an adverse effect on the implementation of the Group's strategy and on its business performance and earnings.



# Scheduled events in 2012

- Annual Accounts Week 9
- Interim Report Q1 2012 April 24
- Annual General Meeting April 24
- Interim Report Q2 2012 July 20
- Interim Report Q3 2012 October 19





**For further information, please contact us:**

[www.huhtamaki.com](http://www.huhtamaki.com) » Investors  
[ir@huhtamaki.com](mailto:ir@huhtamaki.com)

IR Manager  
Kaisa Marttinen  
Tel. +358 10 686 7815  
[kaisa.marttinen@fi.huhtamaki.com](mailto:kaisa.marttinen@fi.huhtamaki.com)

# Appendices





# Huhtamaki in 2012

**EUR 2.0**  
billion in  
net sales

**12,700**  
people  
employed

**59**  
manufacturing  
units

**31**  
operating  
countries

## Globally Organized

### Flexibles



### Films



### Molded Fiber



## Geographically Organized

### Disposables



Businesses

Reporting  
segments

Share of  
net sales\*

**Flexible  
Packaging**

**Films**

**Molded  
Fiber**

**North  
America**

**Foodservice  
E-A-O**

**28%**

**9%**

**12%**

**26%**

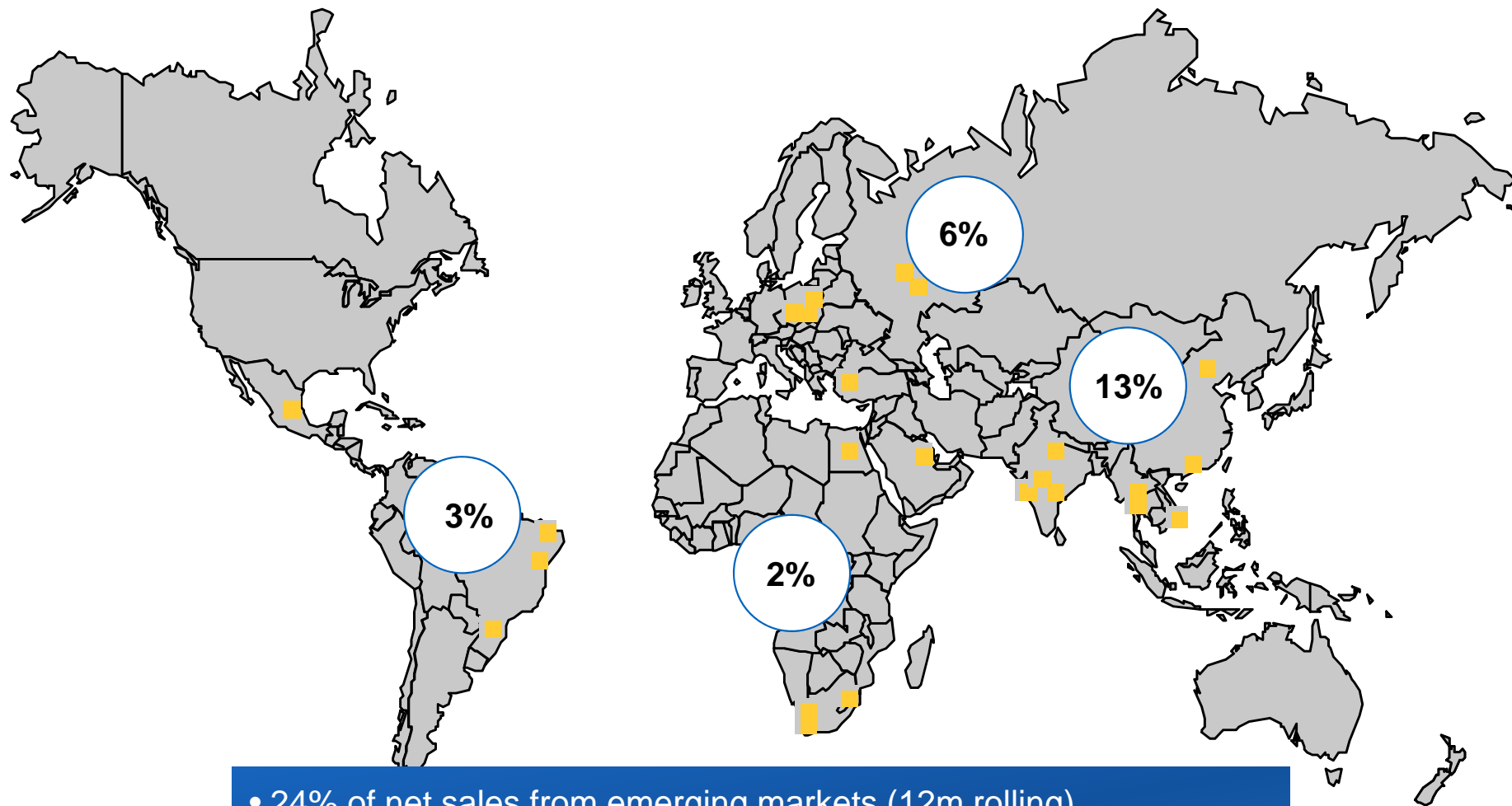
**23%**



Q4 2011

\* Other activities 2%.

# Emerging markets' share of net sales continues to increase



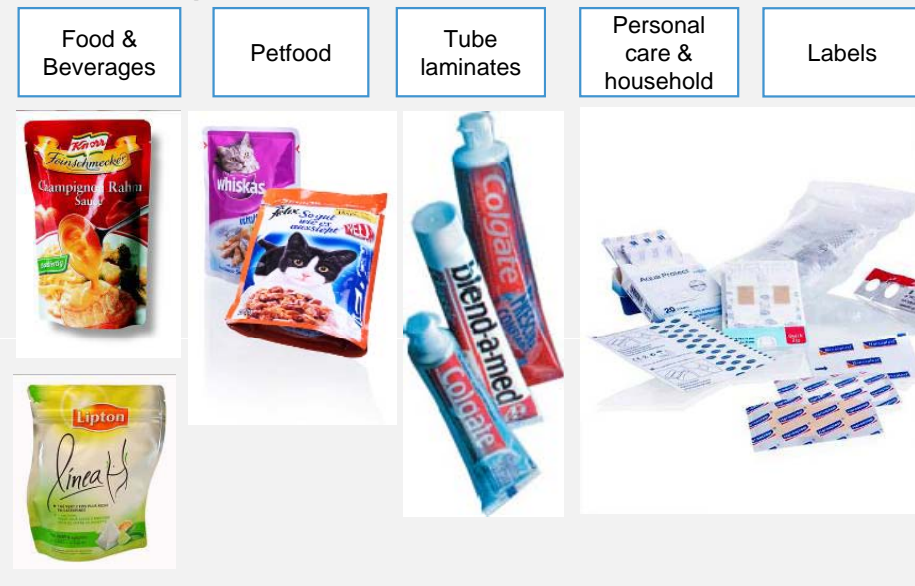
- 24% of net sales from emerging markets (12m rolling)
- 4,700 out of 12,700 employees in emerging markets
- 24 out of 59 manufacturing units in emerging markets



# Flexible Packaging:

*A leader in technology and innovation*

## Markets and products



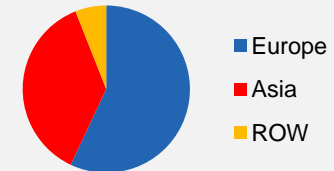
## Major customers



## Major players



## Sales by geography



MEUR	Q4 2011	Q4 2010	2011	2010
Net sales	142.2	134.1	578.3	524.6
EBIT*	9.7	9.6	38.3	34.3
EBIT margin* %	6.8	7.2	6.6	6.5
RONA %			9.3	10.7

## Strong market position in

- Biscuits and confectionary in India
- Coffee in Thailand and Vietnam
- Chocolate in Europe
- Tube laminates and pet food worldwide

## Competitive advantages

- Excellent technical knowhow
- Leading in South and Southeast Asia
- Strong anchor in Europe
- High focus on innovation, NPD

## Growth potential

- 6-8% p.a. - mainly driven by Asia and selected market segments in Europe



Q4 2011

\* Excluding NRI MEUR -7.8 in 2011.

# North America:

*A leading position based on molded fiber and shaped paperboard*

## Markets and products

### Consumer Goods



### Retail



### Foodservice



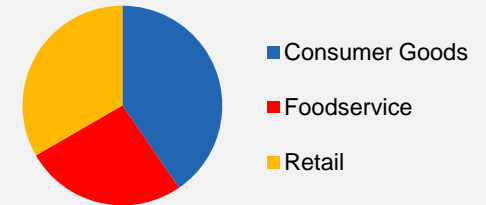
## Major customers



## Major players



## Sales by market channel



MEUR	Q4 2011	Q4 2010	2011	2010
Net sales	148.8	127.8	532.3	535.6
EBIT	10.2	8.0	43.5	45.4
EBIT margin %	6.9	6.3	8.2	8.5
RONA %			11.2	11.9

## Strong market positions

- Leading position in shaped containers for frozen desserts
- Leading position in premium branded tableware market (Chinet® products)

## Competitive advantage

- Chinet® brand – Consumer reputation
- Paper forming expertise and systems capability
- Operation and supply chain excellence
- Molded fiber technology and cost position



## Growth potential

- 3-4% p.a. - driven by Retail and Foodservice



Q4 2011

# Foodservice E-A-O:

*Global footprint brings competitive advantage*

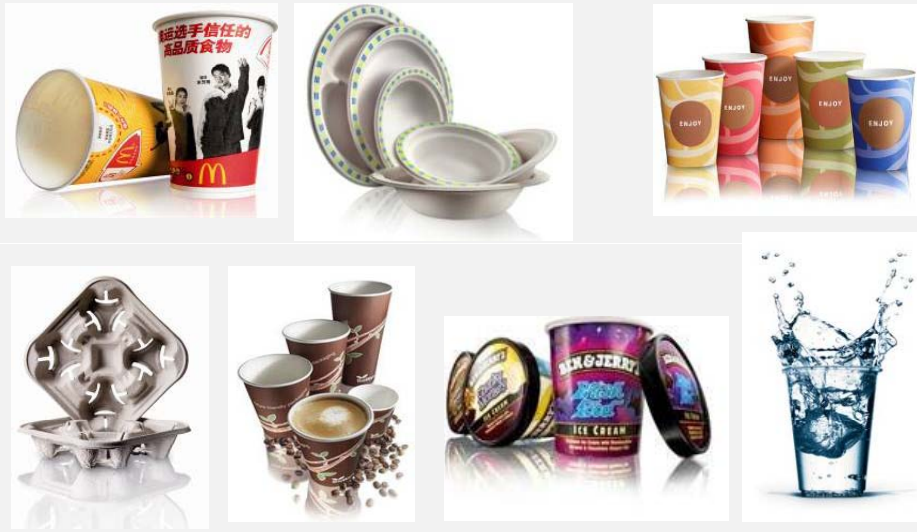
## Markets and products

QSR

Catering

Industry

Vending



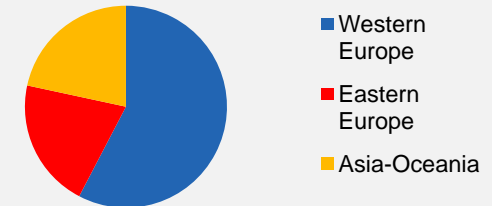
## Customers



## Major players



## Sales by geography



MEUR	Q4 2011	Q4 2010	2011	2010
Net sales	117.2	115.0	482.4	467.6
EBIT*	3.8	4.1	21.2	24.5
EBIT margin* %	3.2	3.6	4.4	5.2
RONA %			8.9	10.6

## Strong market positions

- Europe: #1
- Asia-Oceania: #1

## Competitive advantage

- Long term presence in emerging markets, global network and footprint
- Leading in sustainable solutions - BioWare
- Paper forming expertise
- High quality standards



## Growth potential

- ~5% p.a. – driven by Eastern Europe and Asia



Q4 2011

\* Excluding NRI of EUR 0.8 million in Q4 2011 and 2011.



# Molded Fiber:

*Global presence and strong technological knowhow*

## Markets and products

### Egg packaging



### Fruit trays



## Major customers

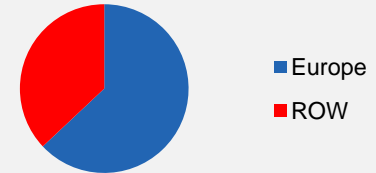
- Retailers
- Packers



## Major players



## Sales by geography



MEUR	Q4 2011	Q2 2010	2011	2010
Net sales	60.9	61.0	238.2	232.9
EBIT	5.8	6.2	20.9	21.9
EBIT margin %	9.5	10.2	8.8	9.4
RONA %			12.0	12.7

## Market position

- Global #1

## Competitive advantage

- Local presence
- In-house proprietary technology
- Experienced team
- In-house recycled paper sourcing

## Growth potential

- 3-4% p.a. – driven by emerging markets



Q4 2011

# Films:

## *Leading competencies and technical knowhow*

### Markets and products

Building and  
construction

Pressure  
sensitive

Hygiene and  
healthcare

Technical markets  
and speciality  
packing



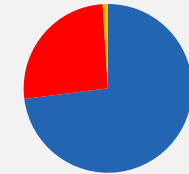
### Major customers



### Major players



### Sales by geography



■ Europe  
■ NA  
■ Asia

MEUR	Q4 2011	Q4 2010	2011	2010
Net sales	42.5	36.4	177.0	163.7
EBIT	-0.3	1.5	8.4	10.8
EBIT margin %	-0.7	4.1	4.7	6.6
RONA %			6.2	9.1

### Market position

- Global leader in release films

### Competitive advantage

- Strong technical knowhow, especially in silicone coating
- Global manufacturing capability
- High focus on innovations
- Competence in release film applications and bio films

### Growth potential

- 5-10% p.a.



Q4 2011

# Solid domestic shareholding

- 26,604 registered shareholders at the end of December 2011
- 24% of shares controlled by non-profit organizations
  - Finnish Cultural Foundation a major owner since 1943, current ownership 17.2%
- 74% of shares in domestic ownership

Shareholder distribution by sector  
December 31, 2011

