



GROUP

February 6, 2014



Results 2013

Continued improving performance

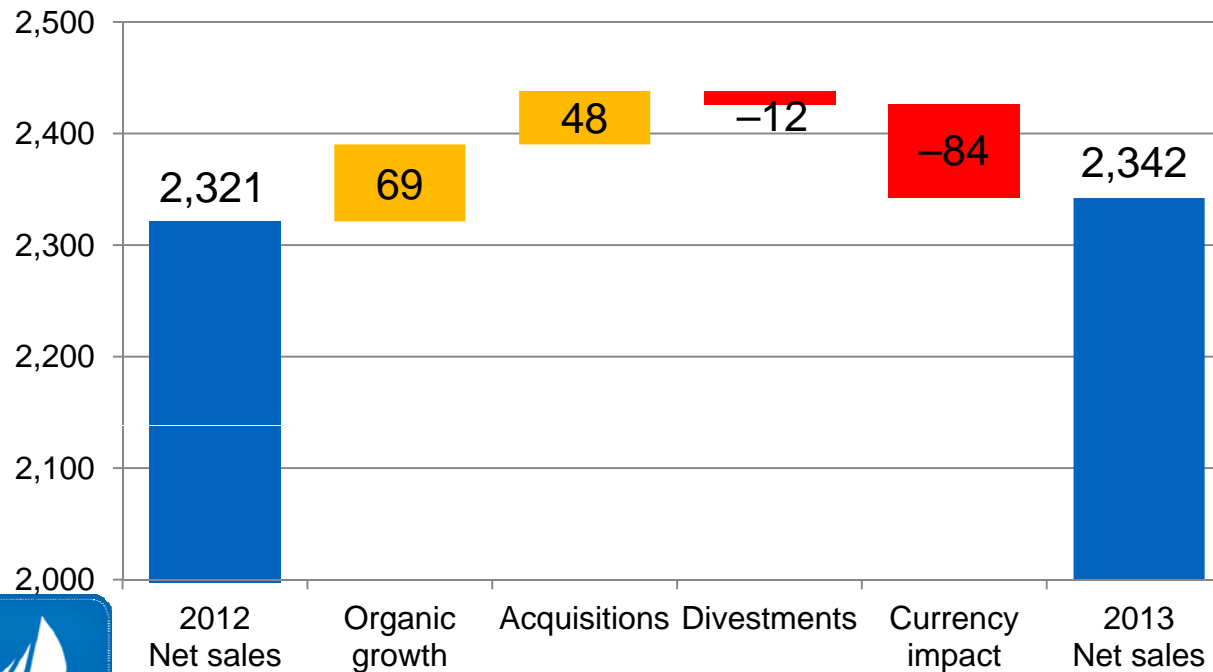
CEO Jukka Moisio

Director, Finance Thomas Geust

3% organic net sales growth in 2013

- Strong growth in emerging markets (+8%), Molded Fiber (+6%) and North America (+5%) in constant currencies
- After a slow start, growth momentum improved in H2 2013
- Negative currency impact of MEUR 84 on net sales

MEUR



Q4 2013

Note: Acquisitions includes the effect of entities acquired during the current and previous year.

2013 in brief

Implementation of quality growth strategy continued

- New unit and product portfolio extension in North America
- Foodservice product range expansion organically and with a targeted acquisition
- Growth in Russia supported by expansion of production premises inaugurated as part of 20th anniversary celebrations

Efficiency improvement measures

- Review of loss-making foodservice business in Italy concluded with divestment
- Selected restructuring measures to improve competitiveness
- Small improvements across the board



Group highlights

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	568.4	575.6	2,342.2	2,321.2
EBIT*	38.0	35.9	166.7	163.5
EBIT margin*, %	6.7	6.2	7.1	7.0
EPS*, EUR	0.32	0.26	1.21	1.19
ROI*, %			12.1	12.6
ROE*, %			15.8	15.8
Free cash flow	18.3	45.7	56.0	102.6

- 6% like-for-like sales growth, 14% in emerging markets during Q4
- Continued improvement in Molded Fiber and Foodservice E-A-O
- Growth in North America but earnings burdened by ongoing investments
- Board proposes a dividend of EUR 0.57 per share (+2%)



* Excluding NRI of MEUR -18.1 in Q4 2013 and MEUR -30.6 in FY 2013.

Progressing with our quality growth strategy

Group medium-term ambitions

- Organic net sales growth 5+%
- EBITDA margin 12+% & EBIT margin 8+%
- ROI 15% & ROE 15+%
- Normalized capex/EBITDA ratio at 40%
- Net debt/EBITDA target corridor at 2-3
- Free cash flow around MEUR 100 annually
- Dividend payout 40-50% of result

FY 2013 milestones*

3%

10.9% & 7.1%

12.1% & 15.8%

50%

1.6

MEUR 56

47% (Board's proposal)



* Excluding NRI.

Business review by segment



Q4 2013

North America

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	181.0	180.1	725.3	704.3
EBIT	5.0	10.4	38.4	53.0
EBIT margin, %	2.8	5.8	5.3	7.5
RONA, %			8.0	11.7
Operating cash flow	-16.8	26.6	-15.0	26.2

- 6% net sales growth in constant currencies
- Strongest growth within retail tableware business, led by private label items and successful product line extensions to the Chinet® brand
- Earnings affected by costs related to Batavia start-up; also increased energy costs and manufacturing downtime due to weather conditions



Foodservice Europe-Asia-Oceania

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	152.1	162.2	629.1	626.8
EBIT*	12.2	10.9	46.9	38.1
EBIT margin*, %	8.0	6.7	7.5	6.1
RONA*, %			13.9	11.6
Operating cash flow	15.7	11.7	55.9	42.8

- Net sales reflects divestment of foodservice business in Italy
- 3% organic growth in constant currencies; strong growth in Eastern Europe, particularly Russia, and in the UK
- Positive earnings development due to volume growth, favorable product mix, continued operations efficiency and good cost containment; also ongoing restructuring processes contributed positively



Q4 2013

* Excluding NRI of MEUR -18.1 in Q4 2013 and MEUR -28.1 in FY 2013.

Flexible Packaging

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	138.6	134.1	585.8	573.3
EBIT	10.1	10.0	44.0	44.6
EBIT margin, %	7.3	7.5	7.5	7.8
RONA, %			13.3	13.8
Operating cash flow	21.2	20.5	34.8	42.2

- Net sales growth in constant currencies accelerated to 9%, led by Asia with double digit growth in all units
- Growth remained healthy in Europe
- Strong earnings development in constant currencies due to volume growth and cost containment bearing fruit in Europe



Molded Fiber

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	60.3	59.5	236.3	237.3
EBIT	8.9	6.4	29.6	26.4
EBIT margin, %	14.8	10.8	12.5	11.1
RONA, %			18.2	16.1
Operating cash flow	7.8	1.5	21.0	25.5

- Net sales growth in constant currencies accelerated to 10%, driven by emerging markets and Western Europe
- Positive earnings development from healthy volume growth and favorable product mix; also excellent operational performance
- Market penetration of new high-end egg cartons continued



Films

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	42.9	42.6	186.5	191.5
EBIT*	0.5	0.8	6.7	9.2
EBIT margin*, %	1.2	1.9	3.6	4.8
RONA*, %			4.6	6.0
Operating cash flow	6.2	6.8	13.5	12.2

- Net sales in constant currencies grew
- Volume growth in films for the building and construction industry and for specialty packaging and graphics applications
- Flat earnings development as a result of successful cost containment and product mix management, as well as improving net sales



* Excluding NRI of MEUR -2.5 in FY 2013.

Financial review



Q4 2013

Income statement

Q4 2013

EUR million	Q4 2013	Q4 2012	FY 2013	FY 2012
Net sales	568.4	575.6	2,342.2	2,321.2
EBITDA	43.5	59.2	232.6	253.5
- EBITDA margin, %	7.7	10.3	9.9	10.9
EBIT	19.9	35.9	136.1	163.5
- EBIT margin, %	3.5	6.2	5.8	7.0
EBIT excl. NRI	38.0	35.9	166.7	163.5
- EBIT margin excl. NRI, %	6.7	6.2	7.1	7.0
Net financial items	-4.4	-6.8	-25.5	-26.1
Profit before taxes	15.5	29.1	110.6	137.4
Income tax expense	0.4	-1.8	-12.9	-13.3
Profit for the period	15.9	27.3	97.7	124.1
EPS, EUR	0.14	0.26	0.91	1.19
EPS excl. NRI, EUR	0.32	0.26	1.21	1.19



Foreign currency translation has been a cause of volatility in 2013

- Significant currency translation impact in euro-based consolidation of financial information accelerated towards year-end
- In 2013 foreign currency translation impact on net sales MEUR -84 and EBIT MEUR -6 compared to 2012 exchange rates; in Q4 2013 impact on net sales MEUR -33 and on EBIT MEUR -2

- Average exchange rates:

	FY 2013	FY 2012	Change
USD	1.33	1.29	-3%
INR	77.85	68.59	-14%
GBP	0.85	0.81	-5%
CNY	8.17	8.11	-1%
AUD	1.38	1.24	-11%
THB	40.82	39.94	-2%
RUB	42.32	39.92	-6%
BRL	2.87	2.51	-14%
NZD	1.62	1.59	-2%
ZAR	12.83	10.55	-22%



Organic growth by business segment*

Q4 2013

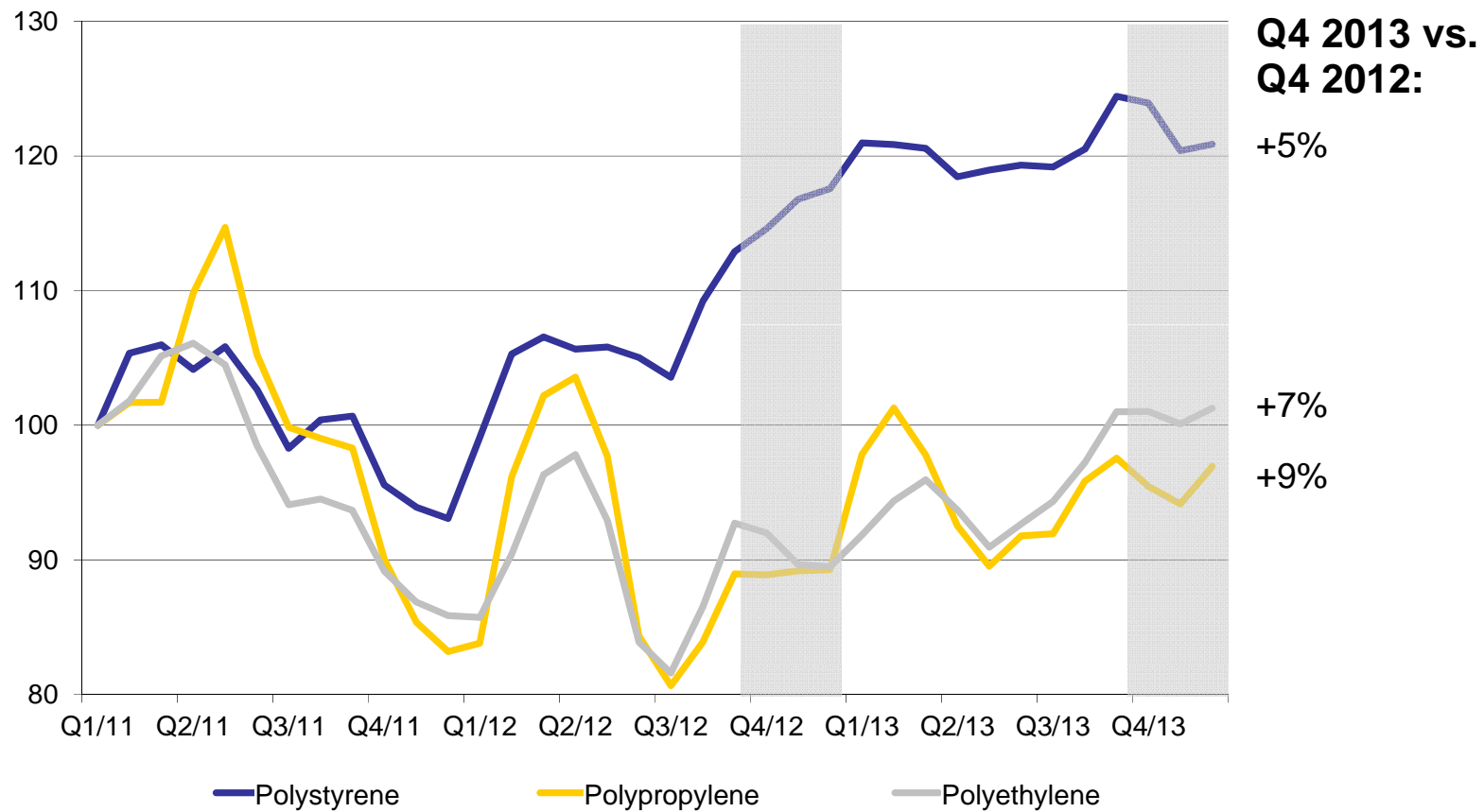
	Q4 2013	Q3 2013	Q2 2013	Q1 2013	FY 2013	FY 2012
North America	6%	7%	3%	3%	5%	6%
Foodservice E-A-O	3%	3%	1%	-1%	2%	1%
Flexible Packaging	9%	6%	3%	-1%	4%	1%
Molded Fiber	10%	6%	5%	4%	6%	8%
Films	2%	3%	-7%	-1%	-1%	1%
Group total	6%	5%	2%	1%	3%	3%

- Growth in constant currencies accelerated towards year-end
- Emerging markets organic growth: 14% in Q4 2013 and 8% in FY 2013



* In constant currencies, excluding acquisitions and divestments.

Polymer based raw material prices



Group statement of financial position

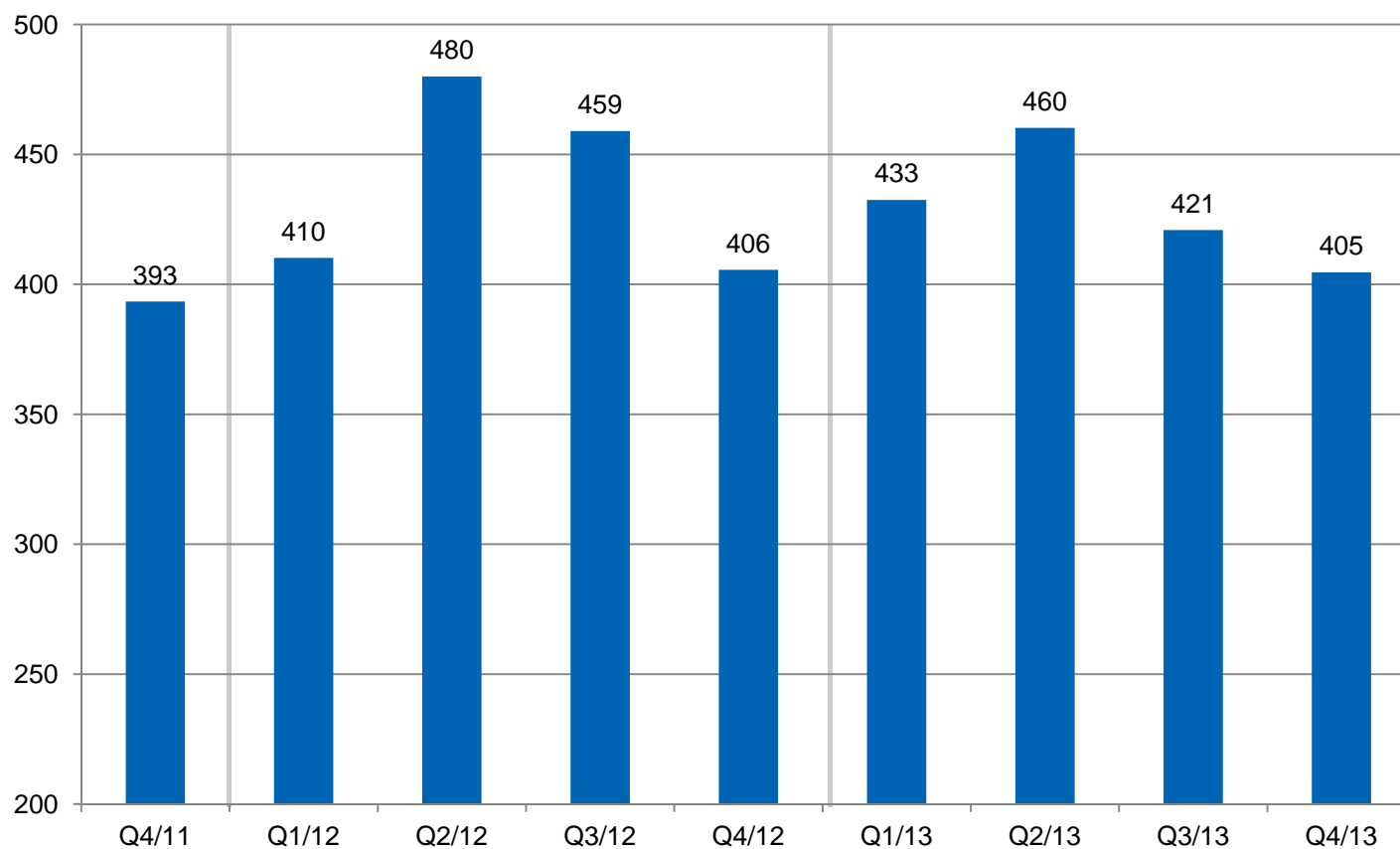
Q4 2013

EUR million	Dec 2013	Dec 2012
Total assets	2,142.1	2,014.9
Operating working capital	363.5	376.4
Net debt	404.6	405.9
Equity & non-controlling interest	804.8	805.5
Gearing	0.50	0.50
ROI excl. NRI, %	12.1	12.6
ROE excl. NRI, %	15.8	15.8



Net debt development

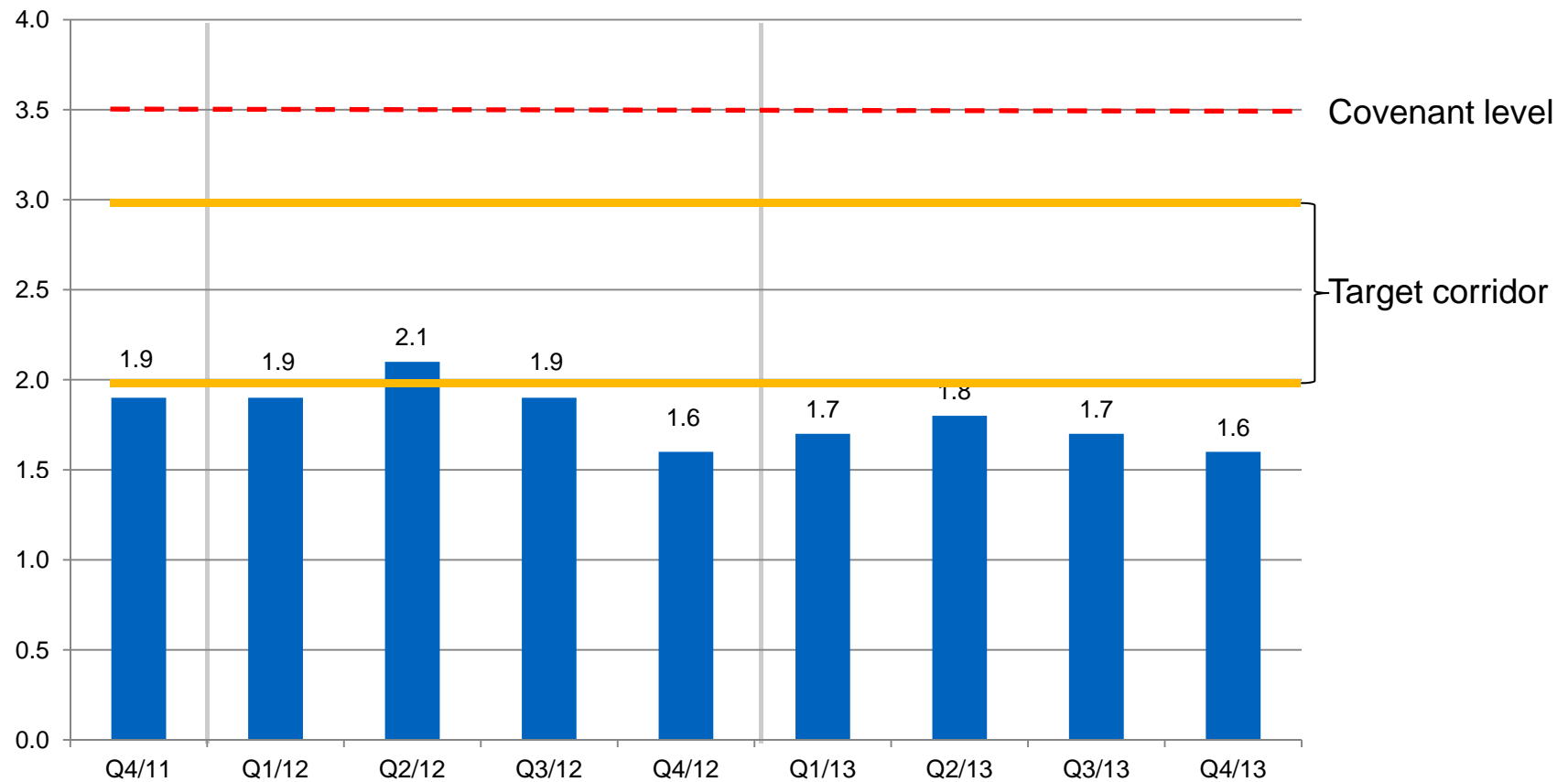
MEUR



Q4 2013

Strong financial position

Net debt / EBITDA excl. NRI

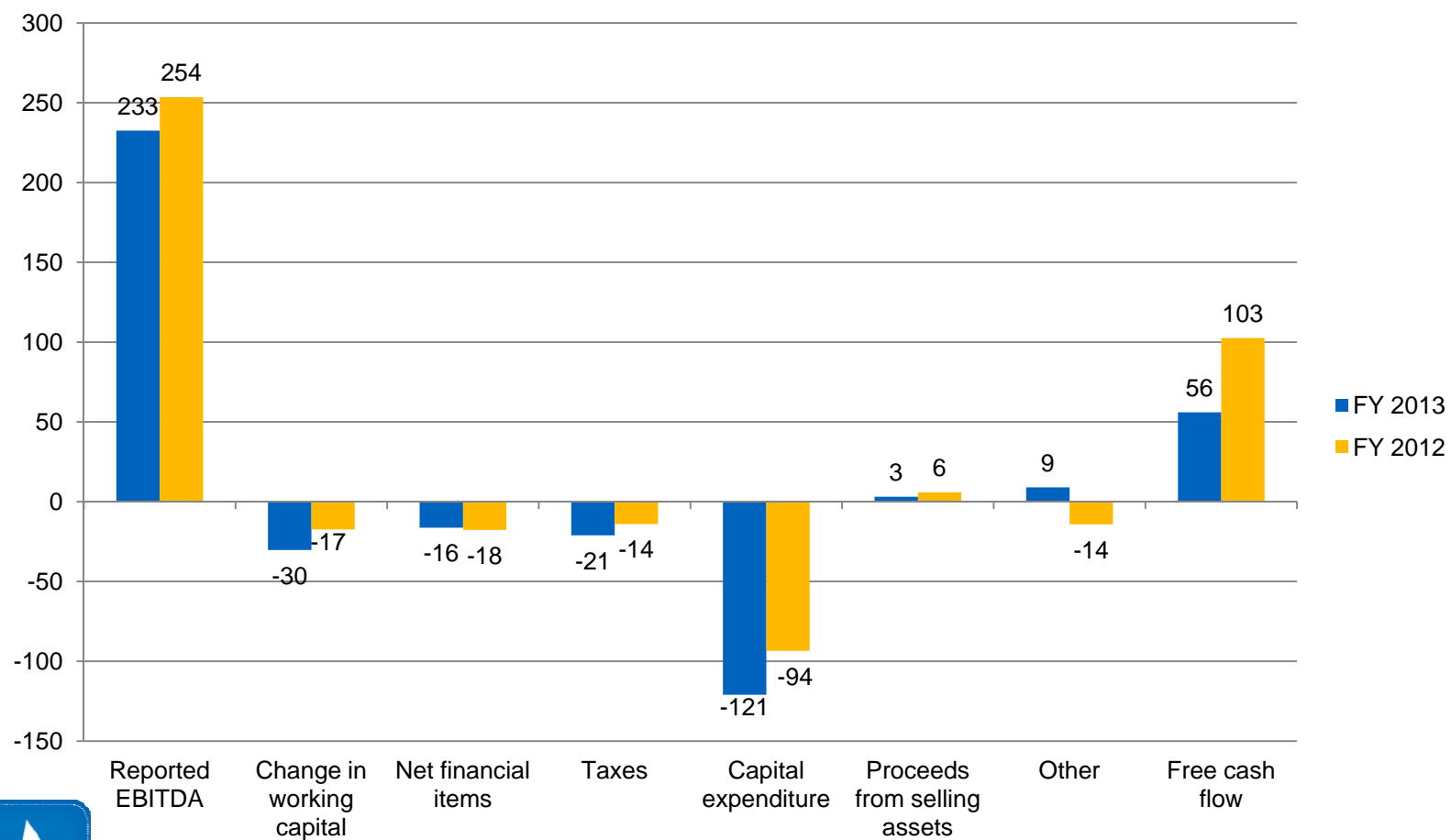


Q4 2013

Cash flow

FY 2013 vs. FY 2012

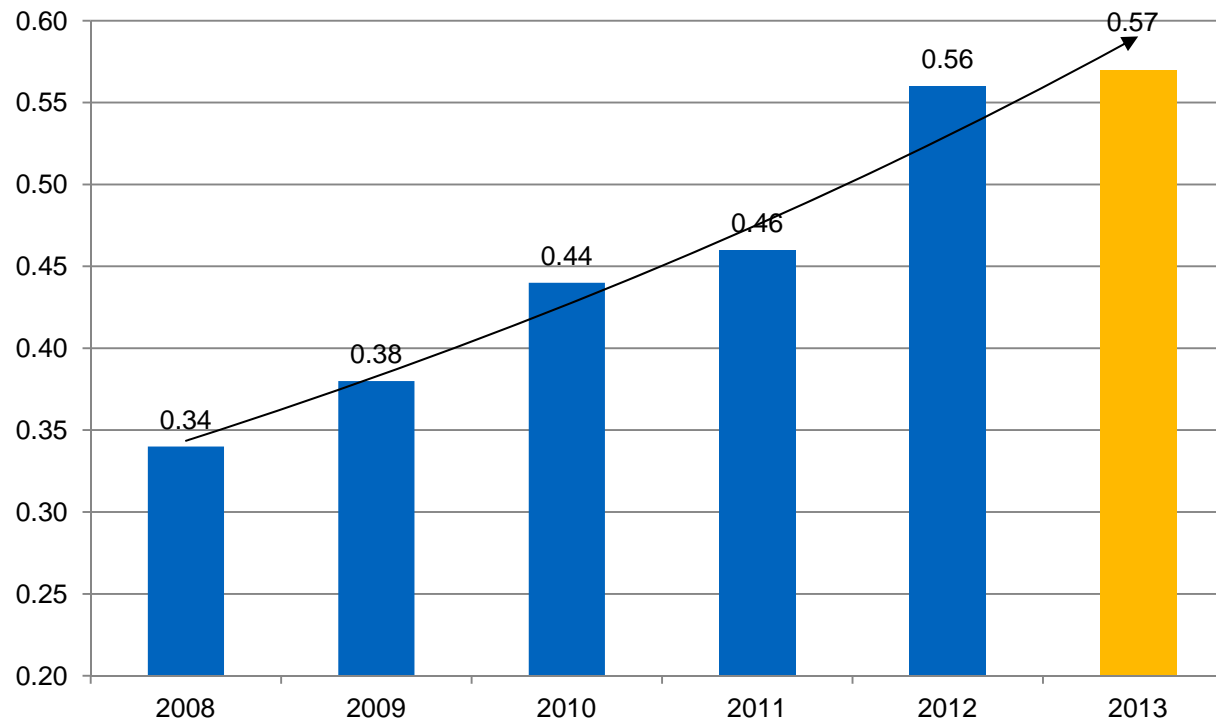
MEUR



Q4 2013

Board proposes 2% dividend increase

- Dividend proposal EUR 0.57 per share → payout ratio 47% and yield 3%*
- Dividend growth 68% in 2008-2013



* Calculated with 2013 closing share price of EUR 18.65.

Looking forward



Q4 2013

Outlook 2014

- The Group's trading conditions are expected to remain relatively stable during 2014.
- The good financial position and ability to generate a positive cash flow will enable the Group to continue to address profitable growth opportunities.
- Capital expenditure is expected to be at the same level as in 2013. A significant part of the investments are expected to be directed to enhance growth in the emerging markets.

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.
- In September 2012 Huhtamäki Oyj received the European Commission's statement of objections concerning alleged anticompetitive behavior during years 2000-2008. Huhtamäki Oyj has responded to the statement of objections and is exercising its rights of defense in the process, which is expected to take several months. The final outcome of the process is uncertain.



Scheduled events

- Annual Accounts
 - Interim Report Q1 2014
 - Annual General Meeting
 - Interim Report Q2 2014
 - Interim Report Q3 2014
- Week 8
- April 24, 2014
- April 24, 2014
- July 18, 2014
- October 23, 2014

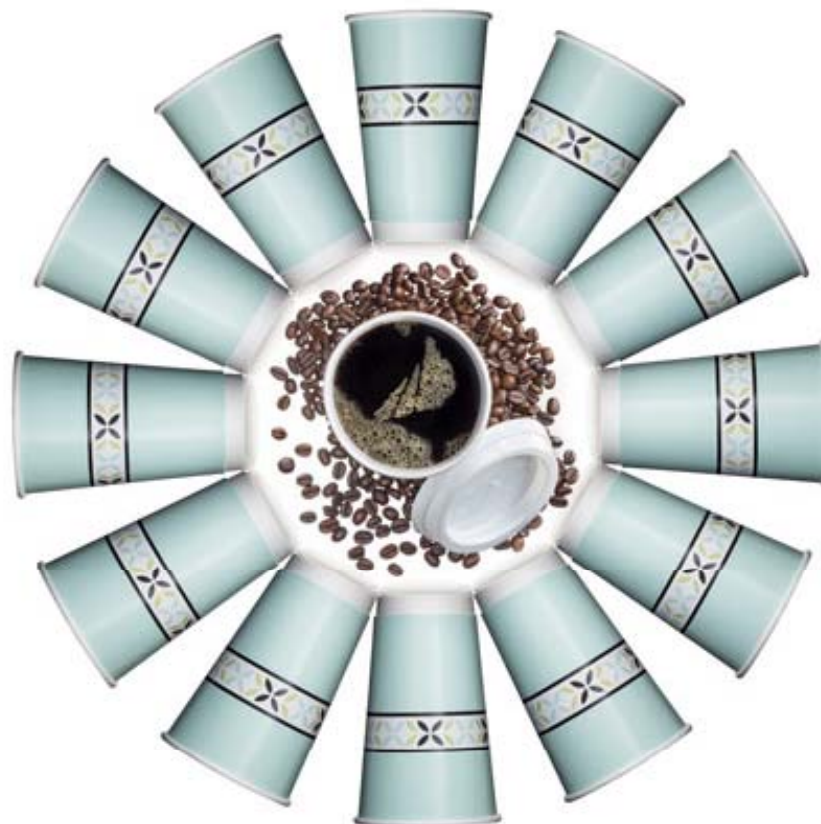








Thank you!

www.huhtamaki.com

Appendices



Huhtamaki businesses in brief

Businesses	Share of net sales**			
	Foodservice disposables*	Flexible packaging	Molded fiber packaging	Films
				
	57%	25%	10%	8%
Operations in	In total			
	<ul style="list-style-type: none"> • North America • Europe • Asia • Oceania • Middle East • Africa 	<ul style="list-style-type: none"> • Europe • Asia • South America 	<ul style="list-style-type: none"> • Europe • Oceania • South America • Africa 	<ul style="list-style-type: none"> • Europe • North America • South America • Asia
	EUR 2.3 billion in net sales**	14,362 people employed**	30 operating countries	61 manufacturing units



Q4 2013

* Includes reporting segments North America and Foodservice E-A-O.

** FY 2013 figures.

Reporting segment North America:

Leveraging global foodservice expertise to accelerate growth

Markets and products



Key customers



Key competitors

International Paper, Dart/Solo, Reynolds/Pactiv, Gen Pak, AJM, Koch/Georgia Pacific, Aspen, Rock Tenn

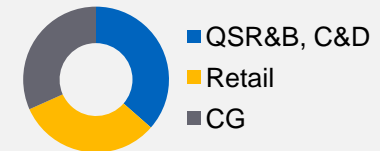


Q4 2013

Key facts

- 31% of Group sales
- 3,521 employees
- 17 manufacturing units

Sales by market channel



MEUR	FY 2013	FY 2012	FY 2011	FY 2010
Net sales	725.3	704.3	532.3	535.6
EBIT	38.4	53.0	43.5	45.4
EBIT margin, %	5.3	7.5	8.2	8.5
RONA, %	8.0	11.7	11.2	11.9

Competitive advantages

- Chinet® brand
- Molded fiber
- Paperboard scale, technology and footprint
- Low weight plastic cup design
- Uniquely global
- Offering and expertise to build store brand



Focus areas

- Portfolio transformation brings substantially increased opportunity for growth in foodservice & retail
- Reduced capex after completion of Batavia
- EBIT and RONA margins returning to more normalized levels

Medium-term targets

- Organic net sales growth: 4-6% (annual growth rate)
- EBIT margin: 7-8%
- RONA: ~12%

Note: QSR&B = Quick Service Restaurants & Beverages..

Reporting segment Foodservice E-A-O:

Global footprint brings competitive advantage

Markets and products



Key customers



Key competitors

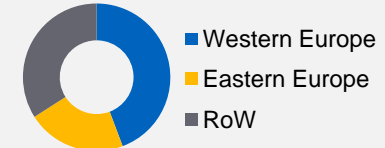
Seda, HK Cups, International Paper, local players



Key facts

- 26% of Group sales
- 4,220 employees
- 17 manufacturing units

Sales by geography



MEUR	FY 2013	FY 2012	FY 2011	FY 2010
Net sales	629.1	626.8	524.1	467.6
EBIT*	46.9	38.1	20.0	24.5
EBIT margin*, %	7.5	6.1	3.8	5.2
RONA*, %	13.9	11.6	7.8	10.6

Competitive advantages

- Global business and network – local presence
- Frontrunner in innovative and sustainable solutions
- Ability to meet needs of global key accounts
- Expertise in paper and fiber conversion
- People



Focus areas

- Upside potential from product portfolio, customer and capacity expansion
- Investments in new products and plants especially at emerging markets

Medium-term targets

- Organic net sales growth: 4-6% (annual growth rate)
- EBIT margin: 8-9%
- RONA: ~15+%

* Excluding NRI of MEUR 0.8 (net amount) in FY 2011 and MEUR -28.1 in FY 2013.

Reporting segment Flexible Packaging:

A leader in technology and innovation

Markets and products

Food & Beverages	Petfood	Tube laminates	Personal care & household	Labels	Pharma/ medical
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Key customers



Key competitors

Amcor, Constantia, Bemis, Dai Nippon, regional and local players



Key facts

- 25% of Group sales
- 4,106 employees
- 12 manufacturing units

Sales by geography



MEUR	FY 2013	FY 2012	FY 2011	FY 2010
Net sales	585.8	573.3	578.3	524.6
EBIT*	44.0	44.6	38.3	34.3
EBIT margin*, %	7.5	7.8	6.6	6.5
RONA, %	13.3	13.8	9.3	10.7

Competitive advantages

- Strong technical knowhow
- Product portfolio – depth and width
- High focus on NPD and continuous innovation
- Global presence

Focus areas

- Significant growth opportunities in emerging markets and select categories
- Focus on profitable growth supported by investments in additional capacity

Medium-term targets

- Organic net sales growth: 6-8% (annual growth rate)
- EBIT margin: 8-9%
- RONA: ~15+%

* Excluding NRI of MEUR -7.8 in FY 2011.

Reporting segment Molded Fiber:

Global network and strong technological knowhow

Markets and products

Egg
packaging



Fruit &
vegetable



Other (cup carriers,
bottle dividers)



Key customers

Packers



Retailers



Key competitors

Hartmann, Pactiv, local players, plastics manufacturers

Key facts

- 10% of Group sales
- 1,537 employees
- 11 manufacturing units

Sales by geography



MEUR	FY 2013	FY 2012	FY 2011	FY 2010
Net sales	236.3	237.3	244.0	232.9
EBIT	29.6	26.4	20.9	21.9
EBIT margin, %	12.5	11.1	8.6	9.4
RONA, %	18.2	16.1	12.0	12.7

Competitive advantages

- In-house proprietary technology
- In-house recycled paper sourcing
- Local presence – global support
- Motivated and capable team

Focus areas

- Growth driven by emerging markets and mix improvements
- High overall equipment efficiency targeted

Medium-term targets

- Organic net sales growth: ~5% (annual growth rate)
- EBIT margin: 12-14%
- RONA: ~18%



Q4 2013

Reporting segment Films:

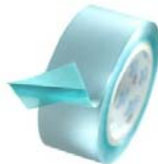
Leading competencies and technical knowhow

Markets and products

Hygiene & healthcare



Pressure sensitive



Building & construction



Key customers

Johnson & Johnson

Kimberly-Clark

SCA
Care of Life

3M
AVERY
DENNISON

CertainTeed

Key competitors

Mondi, Swanson, Siliconature, regional players



Q4 2013

Key facts

- 8% of Group sales
- 924 employees
- 4 manufacturing units

Sales by geography



MEUR	FY 2013	FY 2012	FY 2011	FY 2010
Net sales	186.5	191.5	177.0	163.7
EBIT*	6.7	9.2	8.4	10.8
EBIT margin*, %	3.6	4.8	4.7	6.6
RONA*, %	4.6	6.0	6.2	9.1

Competitive advantages

- Unique global footprint
- Strong technology knowhow in release films
- Broad product portfolio – individualized solutions
- High focus on innovations

Focus areas

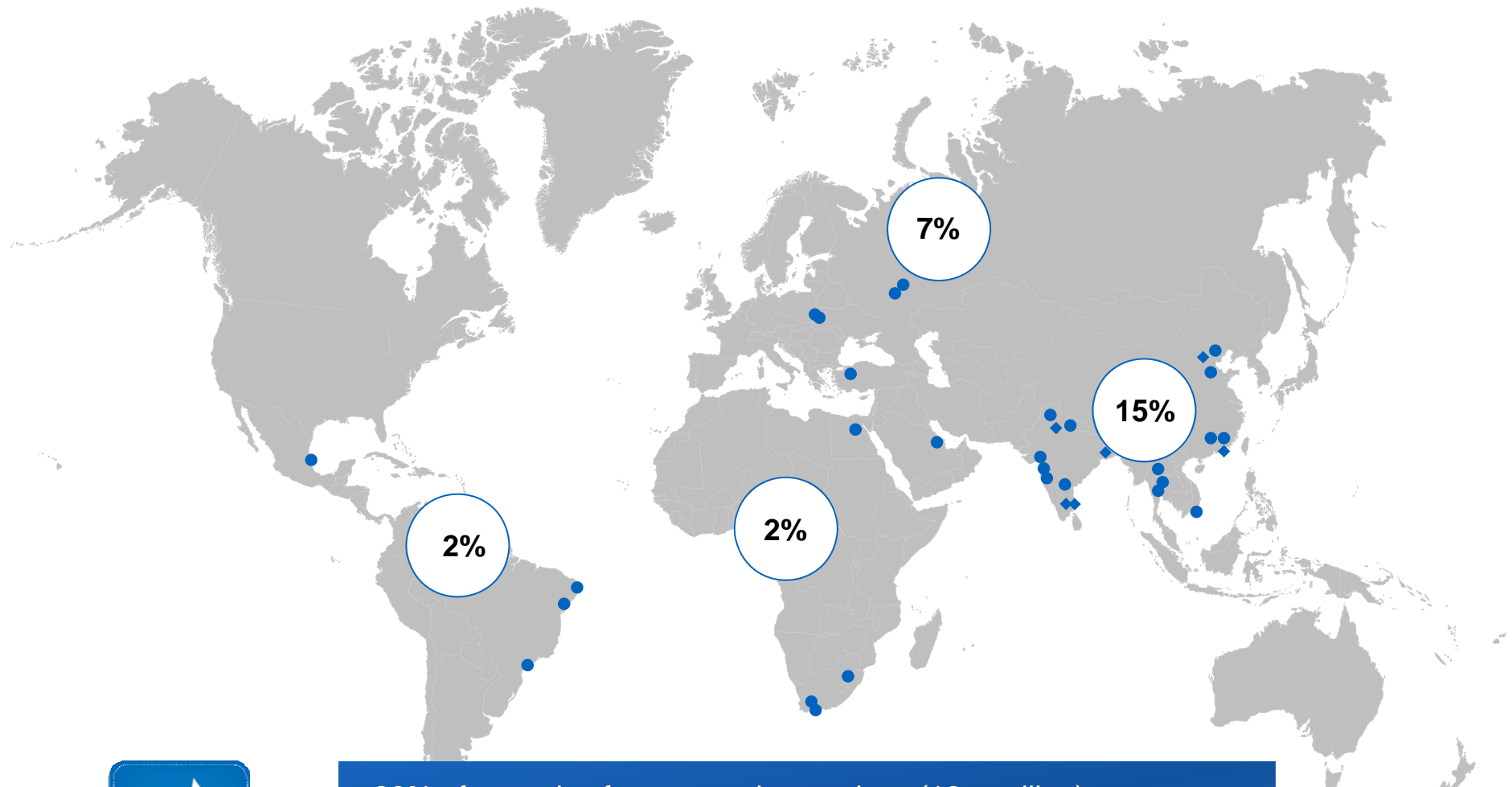
- Growth opportunities especially in emerging markets and hygiene & healthcare
- Focus on profitability and RONA improvement

Medium-term targets

- Organic net sales: ~5% (annual growth rate)
- EBIT margin: 7-9%
- RONA: ~13%

* Excluding NRI of MEUR -2.5 in FY 2013.

Emerging markets' share of net sales



Q4 2013

- 26% of net sales from emerging markets (12m rolling)
- 46% of employees in emerging markets
- 44% of manufacturing units in emerging markets

Successful implementation of the quality growth strategy

- Seven acquisitions completed to date:
 - Prisma Pack, September 2011 (Films)
 - Paris Packaging, Inc., September 2011 (North America)
 - Ample Industries, Inc., November 2011 (North America)
 - Josco (Holdings) Limited, April 2012 (Foodservice E-A-O)
 - Winterfield, LLC, August 2012 (North America)
 - Webtech Labels Private Limited, November 2012 (Flexible Packaging)
 - BCP Fluted Packaging Ltd., November 2013 (Foodservice E-A-O)
- In total MEUR 250 of annual net sales acquired for MEUR 170*

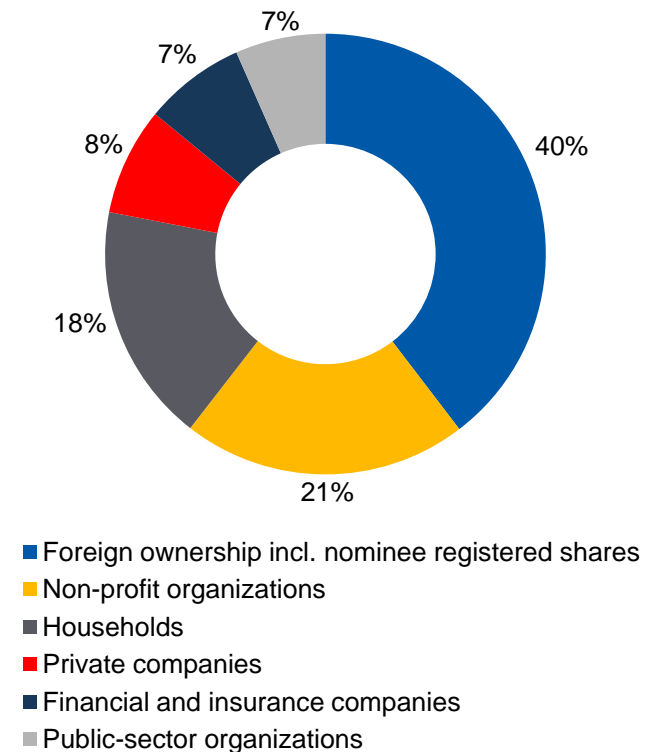


* As announced at the time of the acquisitions and including assumed debt.

Ownership

- 24,895 registered shareholders at the end of December 2013
- 60% of shares in domestic ownership
- 21% of shares controlled by non-profit organizations
 - Finnish Cultural Foundation a major owner since 1943, current ownership 14%
- Number of outstanding shares 107,608,751 including 4,227,589 of the Company's own shares

Shareholder distribution by sector
December 31, 2013





**For further information,
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