



GROUP

April 25, 2013



Q1 2013 Interim Report

Net sales and EBIT increased

CEO Jukka Moisio

CFO Timo Salonen

Group highlights

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	568.4	546.8	2,321.2
EBIT	37.2	34.3	163.5
EBIT margin, %	6.5	6.3	7.0
EPS, EUR	0.24	0.24	1.19
ROI, %	12.9	10.5	12.6
ROE, %	15.4	11.8	15.8
Free cash flow	-21.4	-10.9	102.6

- Net sales growth of 4% led by foodservice acquisition in Asia
- Continued strong earnings improvement in Foodservice E-A-O
- Solid net sales growth and earnings development in Molded Fiber
- Unfavorable product mix and soft demand for films and flexible packaging products in Europe



Business review by segment



North America

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	164.6	156.7	704.3
EBIT	7.8	9.5	53.0
EBIT margin, %	4.7	6.1	7.5
RONA, %	11.0	11.5	11.7
Operating cash flow	-15.1	-16.4	26.2

- Growth strongest in retail business due to successful promotions of the Chinet® branded products and good progress of private label items
- Growth also in foodservice, partially offset by soft demand for ice cream
- Earnings declined as net sales growth and favorable product mix not sufficient to offset unusually high energy costs



Foodservice Europe-Asia-Oceania

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	149.6	134.3	626.8
EBIT	8.4	5.0	38.1
EBIT margin, %	5.6	3.7	6.1
RONA, %	12.1	8.8	11.6
Operating cash flow	6.8	4.4	42.8

- Net sales growth mainly due to acquired business in Asia and continued positive momentum in Russia and in the UK
- Good progress of premium paper cups for hot drinks
- Positive earnings development due to good cost containment and favorable product mix in Europe as well as acquired units in Asia



Flexible Packaging

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	149.1	149.7	573.3
EBIT	11.2	12.0	44.6
EBIT margin, %	7.5	8.0	7.8
RONA, %	13.3	9.9	13.8
Operating cash flow	-2.9	4.9	42.2

- Healthy organic growth and contribution from newly acquired label business in India offset by effect of New Zealand site closure
- Market softness in Europe
- Earnings declined due to negative development in Europe and slightly higher costs due to starting up new investments



Molded Fiber

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	60.6	59.5	237.3
EBIT	7.1	6.8	26.4
EBIT margin, %	11.7	11.4	11.1
RONA, %	16.4	12.5	16.1
Operating cash flow	3.2	4.1	25.5

- Net sales grew especially in Europe, South Africa and New Zealand
- Solid earnings development from healthy volume growth and stable operations
- Reported net sales and earnings negatively affected by adverse currency movements



Films

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	48.6	49.8	191.5
EBIT	1.8	2.9	9.2
EBIT margin, %	3.7	5.8	4.8
RONA, %	5.3	5.7	6.0
Operating cash flow	-2.5	-0.4	12.2

- In North America sales negatively affected by delayed start of the roofing season due to cold weather and in Europe sales suffered from customer cautiousness
- In Asia and South America net sales developed positively
- Earnings decline due to unfavorable product mix in Europe and low sales in North America



Financial review



Q1 2013

Income statement

Q1 2013

EUR million	Q1 2013	Q1 2012	FY 2012
Net sales	568.4	546.8	2,321.2
EBITDA	59.7	56.0	253.5
EBITDA margin, %	10.5	10.2	10.9
EBIT	37.2	34.3	163.5
EBIT margin, %	6.5	6.3	7.0
Net financial items	-6.8	-6.2	-26.1
Profit before taxes	30.4	28.1	137.4
Income tax expense	-4.9	-2.8	-13.3
Profit for the period	25.5	25.3	124.1
EPS	0.24	0.24	1.19



Growth by business segment

Q1 2013

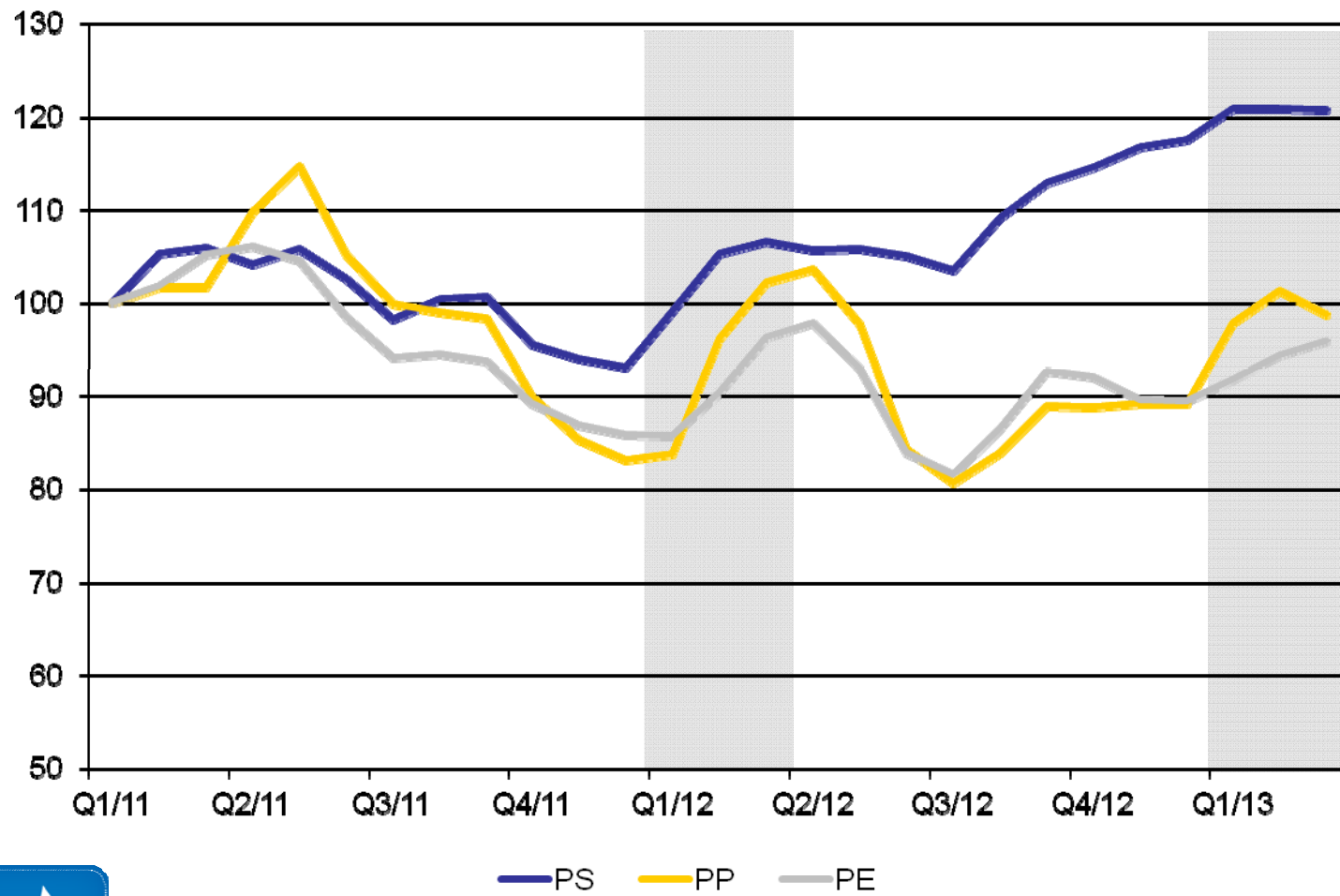
*Comparable growth**

	Q1 2013	FY 2012
North America	3%	6%
Foodservice E-A-O	-1%	1%
Flexible Packaging	-1%	1%
Molded Fiber	4%	8%
Films	-1%	1%
Group total	1%	3%



* In constant currencies, excluding acquisitions.

Polymer based raw material prices

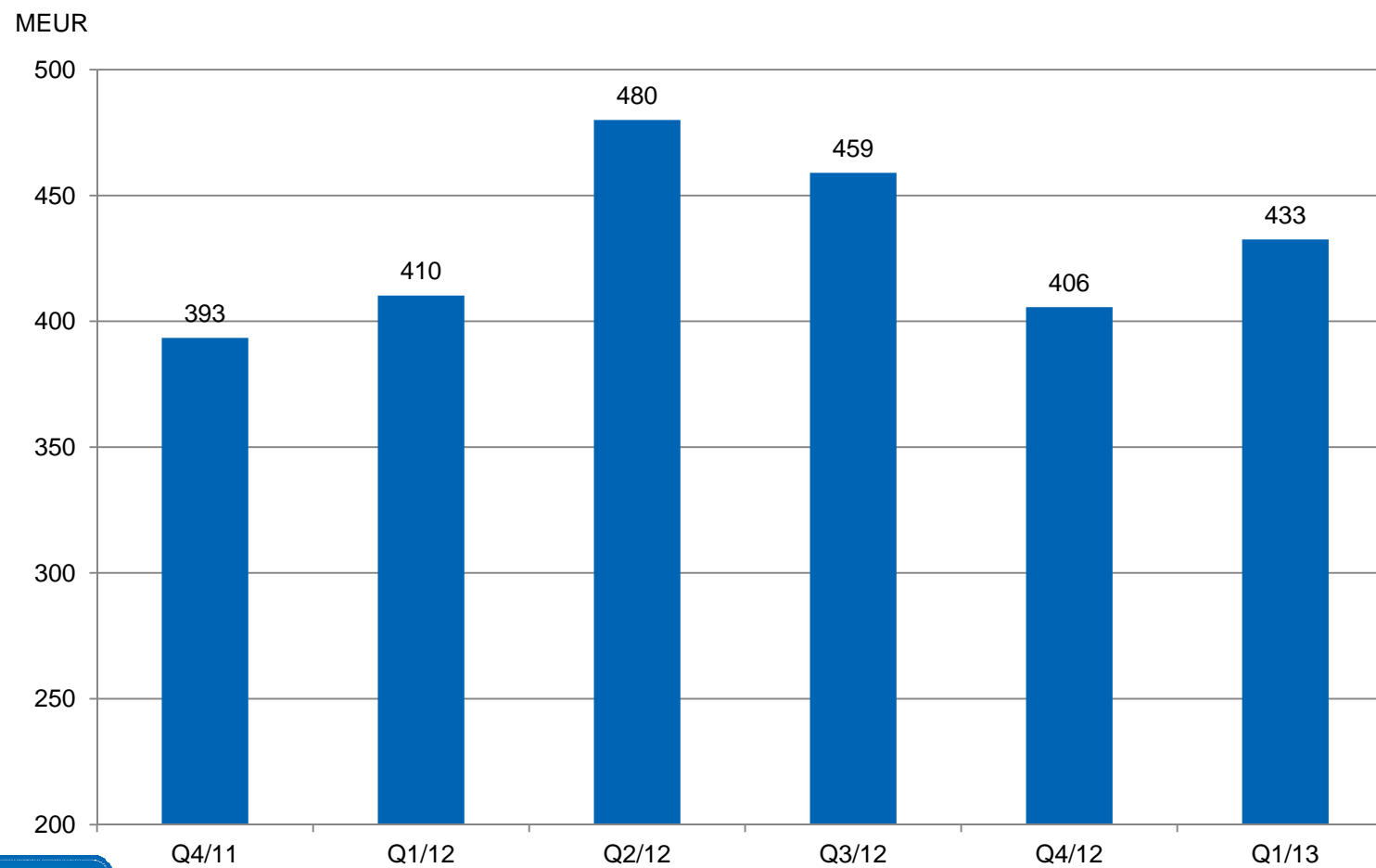


Group statement of financial position

Q1 2013

EUR million	Mar 2013	Dec 2012	Mar 2012
Total assets	2,086.0	2,014.9	1,941.3
Operating working capital	424.6	376.4	380.0
Net debt	432.5	405.9	410.2
Equity & non-controlling interest	849.4	805.5	778.0
Gearing	0.51	0.50	0.53
ROI, %	12.9	12.6	10.5
ROE, %	15.4	15.8	11.8

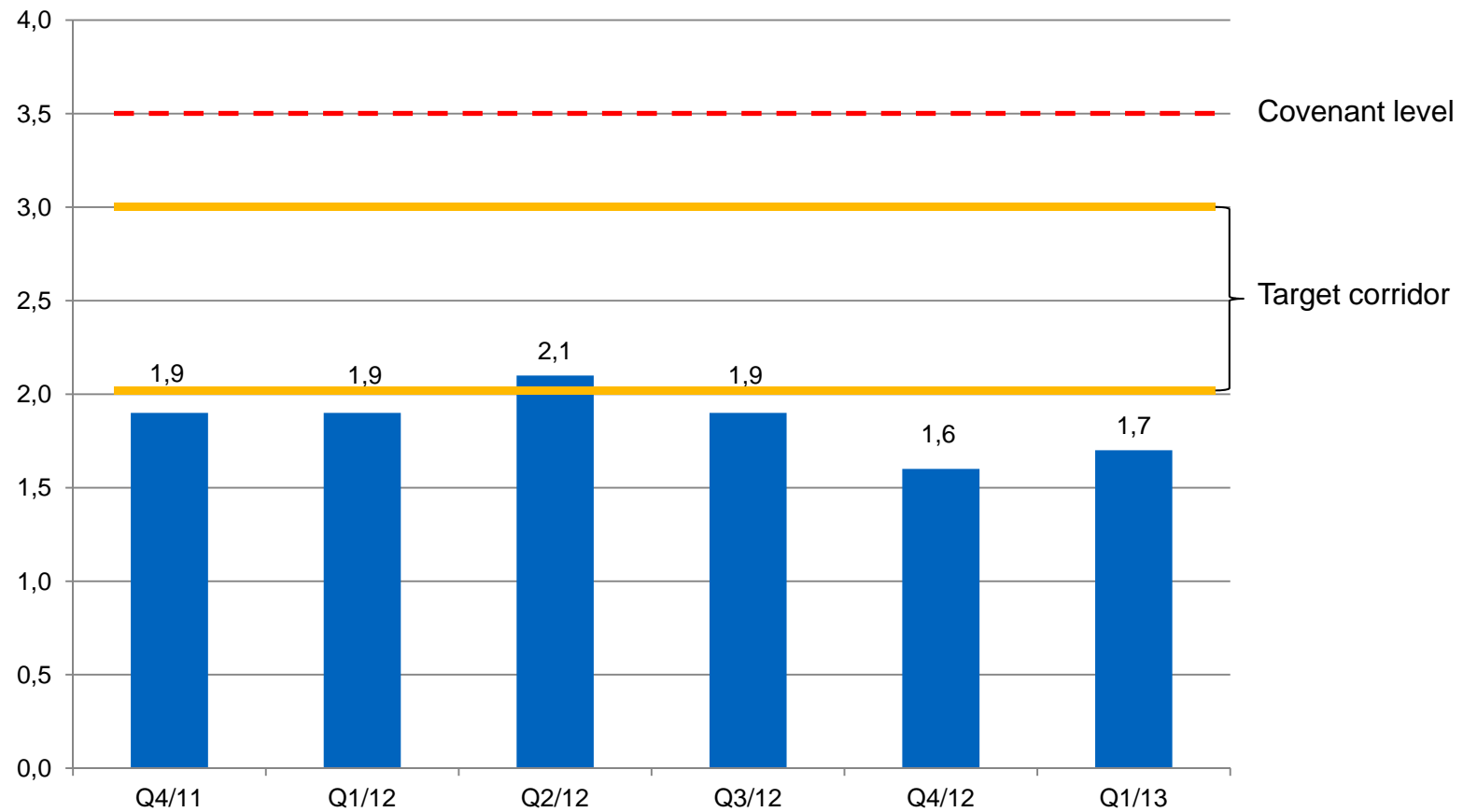
Net debt development



Q1 2013

Strong financial position

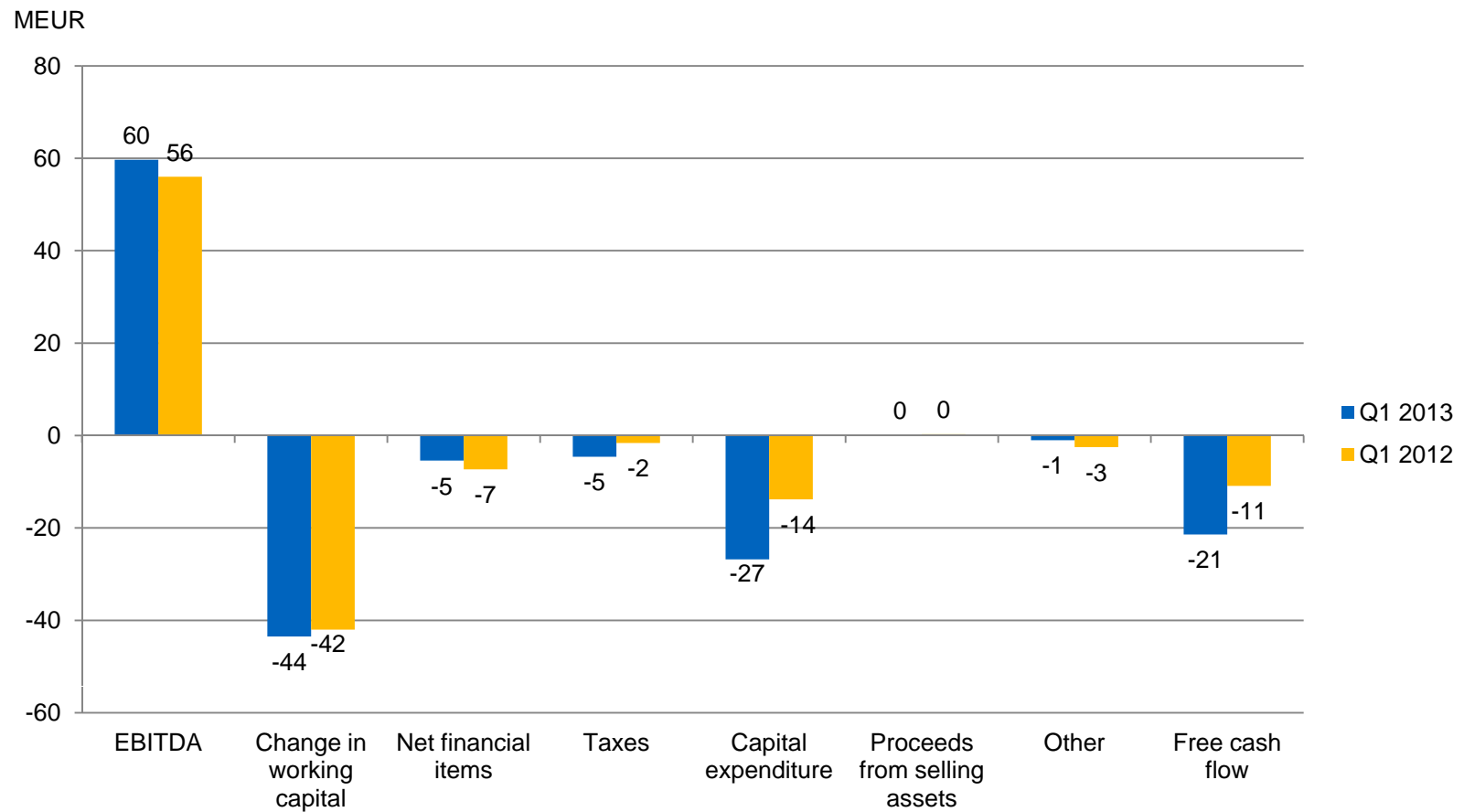
Net debt / EBITDA*



* Excluding NRI in FY 2011.

Cash flow

Q1 2013 vs. Q1 2012



Looking forward



Outlook 2013

- The Group's trading conditions are expected to remain relatively stable during 2013.
- The good financial position and ability to generate a positive cash flow will enable the Group to further address profitable growth opportunities.
- Capital expenditure is expected to be above EUR 100 million. A significant part of the investments is due to the increases in foodservice disposables capabilities within the North America segment.

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 will exercise its rights of defense in the process, which is expected to take several months. The final outcome of the process is uncertain. More information on the matter is available in the Results 2012 report published on February 13, 2013.



Scheduled events in 2013

- Annual General Meeting April 25, 2013
- Interim Report Q2 2013 July 19, 2013
- Interim Report Q3 2013 October 25, 2013





Thank you!

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Appendices



Q1 2013

Huhtamaki businesses in brief

Businesses	Share of net sales**			
	Foodservice disposables*	Flexible packaging	Molded fiber packaging	Films
				
	57%	24%	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 • Oceania • 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	14,400 people employed	31 operating countries	64 manufacturing units



Q1 2013

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

** LTM Q1/2013 numbers.

Reporting segment North America:

Leveraging global foodservice expertise to accelerate growth

Markets and products

QSR



Catering & Distribution



Consumer Goods



Retail



Major customers



Major players



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Sales by market channel



■ QSR, Catering & Distribution
■ Consumer Goods
■ Retail

MEUR	LTM Q1/2013	FY 2012	FY 2011	FY 2010
Net sales	712.2	704.3	532.3	535.6
EBIT	51.3	53.0	43.5	45.4
EBIT margin, %	7.2	7.5	8.2	8.5
RONA, %	11.0	11.7	11.2	11.9

Market position

- Leading position in shaped containers for frozen desserts
- Leading position in premium branded tableware market (Chinet® products)
- Leveraging current positions with expanded disposable product offering for foodservice and retail private label markets

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



Reporting segment Foodservice E-A-O:

Global footprint brings competitive advantage

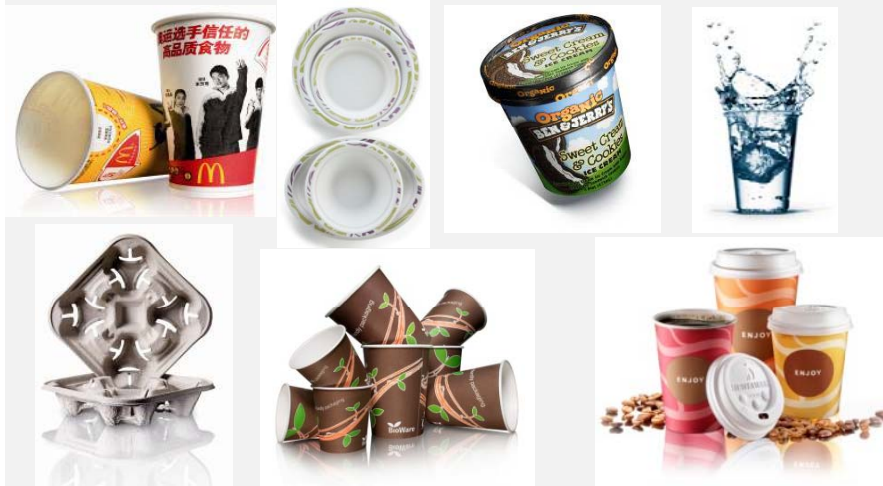
Markets and products

QSR

Catering & Distribution

Consumer Goods

Vending



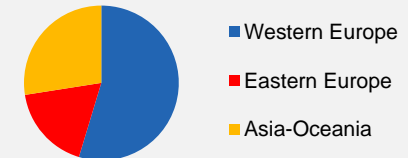
Customers



Major players



Sales by geography



MEUR	LTM Q1/2013	FY 2012	FY 2011	FY 2010
Net sales	642.1	626.8	524.1	467.6
EBIT*	41.5	38.1	20.0	24.5
EBIT margin*, %	6.5	6.1	3.8	5.2
RONA, %	12.1	11.6	7.8	10.6

Market position

- 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



* Excluding MEUR 0.8 (net amount) NRI in FY 2011.

Reporting segment Flexible Packaging:

A leader in technology and innovation

Markets and products

Food & Beverages



Petfood



Tube laminates



Personal care & household



Labels



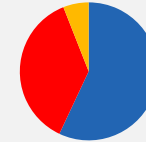
Major customers



Major players



Sales by geography



■ Europe
■ Asia
■ RoW

MEUR	LTM Q1/2013	FY 2012	FY 2011	FY 2010
Net sales	572.7	573.3	578.3	524.6
EBIT	43.8	44.6	38.3	34.3
EBIT margin, %	7.6	7.8	6.6	6.5
RONA, %	13.3	13.8	9.3	10.7

Strong market position in

- Biscuits, confectionary and labels in India
- Coffee in Thailand and Vietnam
- Chocolate in Europe
- Tube laminates and petfood worldwide

Competitive advantage

- 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



* Excluding MEUR 7.8 NRI in FY 2011.

Reporting segment Molded Fiber:

Global network and strong technological knowhow

Markets and products

Egg packaging



Fruit & vegetable trays



Major customers

- Packers
- Retailers



Major players



Sales by geography



MEUR	LTM Q1/2013	FY 2012	FY 2011	FY 2010
Net sales	238.4	237.3	244.0	232.9
EBIT	26.7	26.4	20.9	21.9
EBIT margin, %	11.2	11.1	8.6	9.4
RONA, %	16.4	16.1	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

Reporting segment Films:

Leading competencies and technical knowhow

Markets and products

Consumer

Industrial

Pressure sensitive



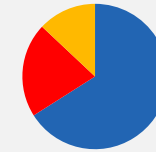
Major customers



Major players



Sales by geography



■ Europe
■ NA
■ RoW

MEUR	LTM Q1/2013	FY 2012	FY 2011	FY 2010
Net sales	190.3	191.5	177.0	163.7
EBIT	8.1	9.2	8.4	10.8
EBIT margin, %	4.3	4.8	4.7	6.6
RONA, %	5.3	6.0	6.2	9.1

Market position

- Global leader in release films

Competitive advantage

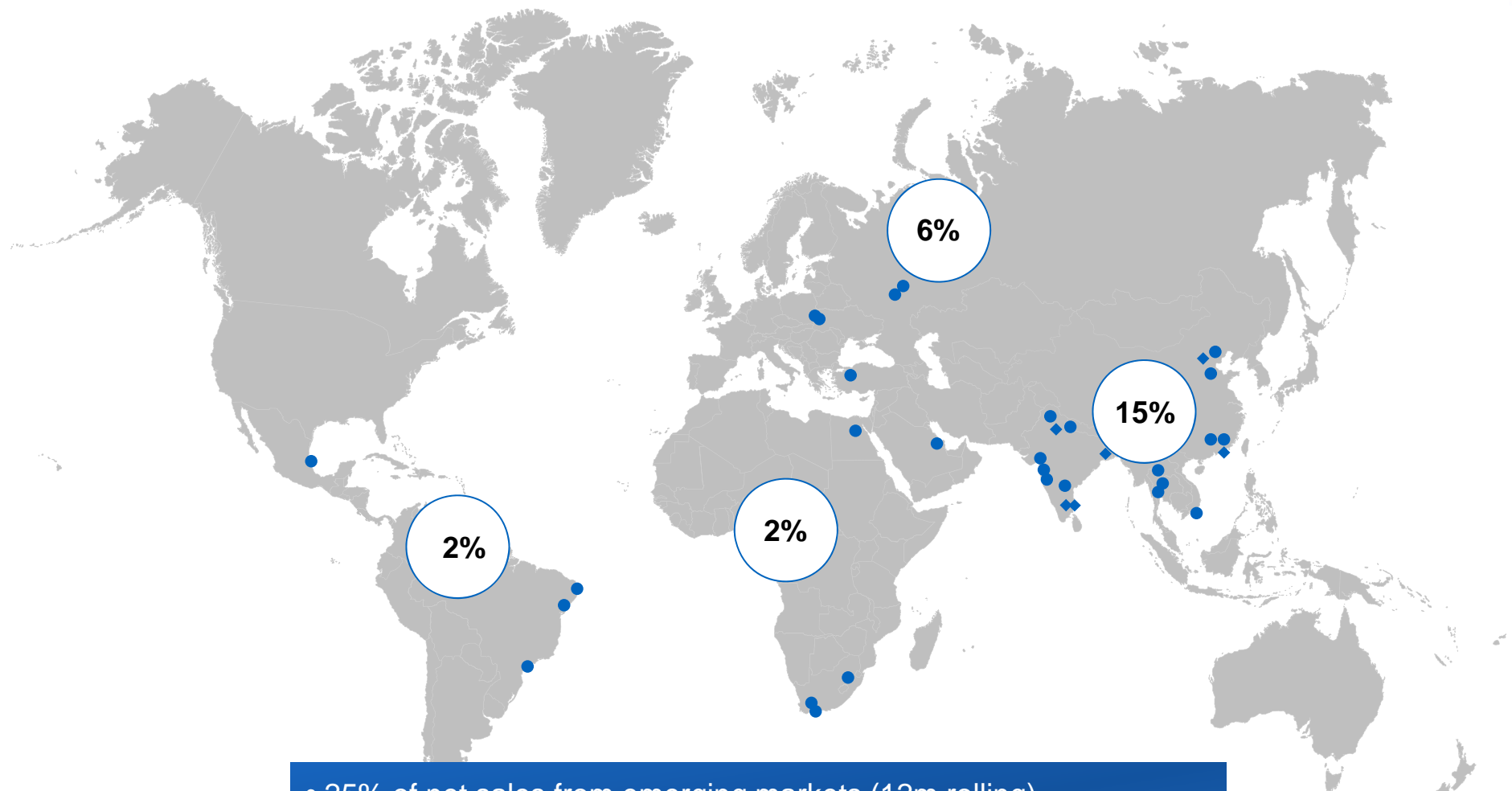
- Strong technical knowhow, especially in silicone coating
- Global manufacturing capability
- High focus on innovations
- Competence in release film applications and bio films

Growth potential

- 5-10% p.a.



Emerging markets' share of net sales



- 25% of net sales from emerging markets (12m rolling)
- 6,600 out of 14,400 employees in emerging markets
- 28 out of 64 manufacturing units in emerging markets



Q1 2013

Successful implementation of the quality growth strategy

- Six 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)
- In total MEUR 230 of annual net sales acquired for MEUR 150*



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

Financial targets

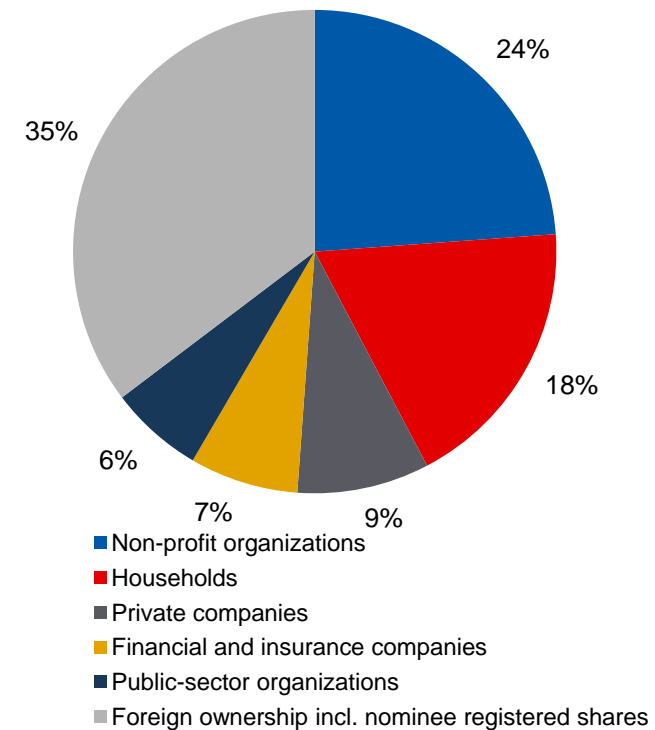
- ROI 15%
- Net debt/EBITDA target corridor at 2-3
- Free cash flow around MEUR 100 annually
- Dividend policy: 40-50% of result



Ownership

- 24,932 registered shareholders at the end of March 2013
- 65% of shares in domestic ownership
- 24% of shares controlled by non-profit organizations
 - Finnish Cultural Foundation a major owner since 1943, current ownership 14.4%*

Shareholder distribution by sector
March 31, 2013



* The holding of Finnish Cultural Foundation decreased from 18,286,377 shares to 15,500,000 shares on April 4, 2013. The holding corresponds to approximately 14.4% of the shares and voting rights in Huhtamäki Oyj.



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