



GROUP

October 25, 2013



Q3 2013 Interim Report

Healthy net sales growth in constant currencies

CEO Jukka Moisio

Director, Finance Thomas Geust

Group highlights

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	586.5	584.3	1,773.8	1,745.6	2,321.2
EBIT*	42.3	43.7	128.7	127.6	163.5
EBIT margin*, %	7.2	7.5	7.3	7.3	7.0
EPS*, EUR	0.31	0.31	0.89	0.93	1.19
ROI*, %			12.1	11.6	12.6
ROE*, %			15.0	14.5	15.8
Free cash flow	31.9	33.1	37.7	56.9	102.6

- 5% like-for-like net sales growth, 10% in emerging markets
- Continued earnings improvement in Foodservice E-A-O
- Earnings negatively affected by ongoing investments in North America
- Negative foreign currency translation impact



* Excluding NRI of MEUR -5.2 in Q3 2013 and MEUR -12.5 in Q1-Q3 2013.

Changes in the Group Executive Team

- Thomas Geust appointed as Director, Finance and member of the Group Executive Team as of October 1, 2013.
- He joins Huhtamaki from ABB Group, where his latest position was Global Controller for the Business Unit Marine & Cranes, located in Switzerland.
- Prior to ABB, Thomas Geust has worked in various financial positions in Schneider Electric, Lexel Group and KPMG.



Business review by segment



Q3 2013

North America

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	182.7	177.8	544.3	524.2	704.3
EBIT	10.6	13.4	33.4	42.6	53.0
EBIT margin, %	5.8	7.5	6.1	8.1	7.5
RONA, %			9.1	11.8	11.7
Operating cash flow	9.9	7.6	1.8	-0.4	26.2

- Net sales grew by 7% in constant currencies
- Strongest growth within retail tableware business led by private label items
- Earnings decline due to continued high costs related to manufacturing optimization and build-up of new capacity



Build-up of new capacity in North America

- The Batavia facility acquired in January 2013 to set up a new state of the art manufacturing and distribution unit
- Competitive operations to provide a platform for nationwide growth in the US
- Ideal location as 50% of the US population resides within 500 miles of central Ohio
- Ramp-up process, including hiring of workforce, ongoing according to plan
- Distribution center to be operational during Q4 2013, eliminating 3 separate leased warehouses
- Manufacturing operations to begin during Q1 2014



Foodservice Europe-Asia-Oceania

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	160.0	161.6	477.0	464.6	626.8
EBIT*	11.5	9.7	34.7	27.2	38.1
EBIT margin*, %	7.2	6.0	7.3	5.9	6.1
RONA*, %			13.3	10.5	11.6
Operating cash flow	22.6	19.4	40.2	31.1	42.8

- Accelerated growth in emerging markets, particularly in Eastern Europe; continued growth in the UK
- Good demand for high-end paper cups for hot drinks in Europe
- Positive earnings development due to volume growth and a favorable product mix as well as continued good cost containment; also positive contribution from ongoing restructuring processes



Q3 2013

* Excluding NRI of MEUR -2.7 in Q3 2013 and MEUR -10.0 in Q1-Q3 2013.

Flexible Packaging

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	145.2	141.8	447.2	439.2	573.3
EBIT	10.7	10.9	33.9	34.6	44.6
EBIT margin, %	7.4	7.7	7.6	7.9	7.8
RONA, %			13.2	13.6	13.8
Operating cash flow	5.2	9.3	13.6	21.7	42.2

- Accelerated net sales growth in constant currencies, strongest growth in Asia with particularly favorable volume development in India
- Positive sales momentum in Europe
- Earnings growth in constant currencies due to positive development in Asia



Molded Fiber

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	56.4	58.6	176.0	177.8	237.3
EBIT	6.3	6.9	20.7	20.0	26.4
EBIT margin, %	11.2	11.8	11.8	11.2	11.1
RONA, %			16.7	15.1	16.1
Operating cash flow	1.0	7.8	13.2	24.0	25.5

- Strong growth in constant currencies in the emerging markets, driven by Eastern Europe
- Earnings at a good level but stable due to start up costs relating to expansion in Russia and 10% negative currency impact
- A new high-end egg carton launched in Western Europe



Expansion and 20th anniversary celebration in Russia



Q3 2013

Films

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	47.9	47.7	143.6	148.9	191.5
EBIT*	2.6	2.5	6.2	8.4	9.2
EBIT margin*, %	5.4	5.2	4.3	5.6	4.8
RONA*, %			4.7	5.3	6.0
Operating cash flow	4.2	1.7	7.3	5.4	12.2

- Improved demand for building and construction films in North America
- Healthy demand for hygiene films in South America
- Weak demand across all product groups in Europe
- Earnings stabilized due to good cost containment in Europe and positive volume development in North America



* Excluding NRI of MEUR -2.5 in Q3 2013 and Q1-Q3 2013.

Summary of efficiency improving measures

- Earlier announced efficiency enhancing measures within Foodservice E-A-O segment continued according to plan:
 - Manufacturing unit in Viul, Norway, closed in Q3 2013, affecting 55 employees
 - Manufacturing unit in Epping, South Africa, closed in Q3 2013, affecting 51 employees
 - Employee cooperation procedures in Hämeenlinna, Finland, resulted in the reduction of 44 employees in total
 - Reorganization of the plastics unit in Alf, Germany, ongoing
- Cost savings program within the Films business segment progressing
- To cover the costs of above mentioned measures, non-recurring charges will be booked during 2013; MEUR 13 booked in Q1-Q3 2013
- Total savings of approximately MEUR 10 expected in 2014 at a cash cost of approximately MEUR 10; majority of the savings will be reported in the Foodservice E-A-O segment
- In addition, strategic review of the loss-making plastics unit in Italy continued

Financial review



Q3 2013

Income statement

Q3 2013

EUR million	Q3 2013	Q3 2012	Q1-Q3 2013	Q1-Q3 2012	FY 2012
Net sales	586.5	584.3	1,773.8	1,745.6	2,321.2
EBITDA	60.7	66.9	189.1	194.3	253.5
EBITDA margin, %	10.3	11.4	10.7	11.1	10.9
EBIT*	42.3	43.7	128.7	127.6	163.5
EBIT margin*, %	7.2	7.5	7.3	7.3	7.0
Net financial items	-7.0	-7.3	-21.1	-19.3	-26.1
Profit before taxes	30.1	36.4	95.1	108.3	137.4
Income tax expense	-2.9	-4.1	-13.3	-11.5	-13.3
Profit for the period	27.2	32.3	81.8	96.8	124.1
EPS*	0.31	0.31	0.89	0.93	1.19



* Excluding NRI of MEUR -5.2 in Q3 2013 and MEUR -12.5 in Q1-Q3 2013.

Organic growth by business segment*

Q3 2013

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

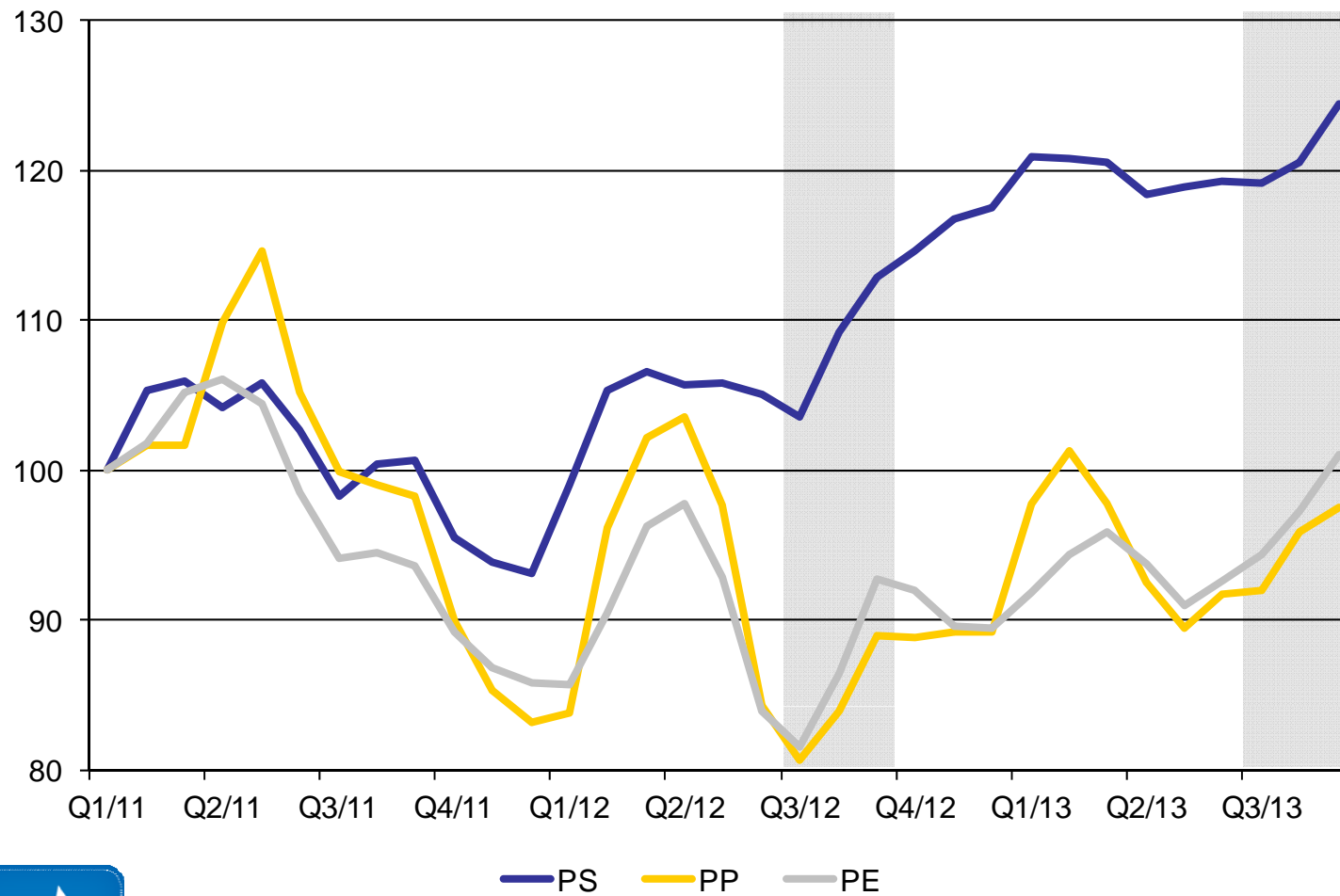
Emerging market growth in constant currencies 10% in Q3 2013 and 6% in Q1-Q3 2013



Q3 2013

* In constant currencies, excluding acquisitions.

Polymer based raw material prices



Group statement of financial position

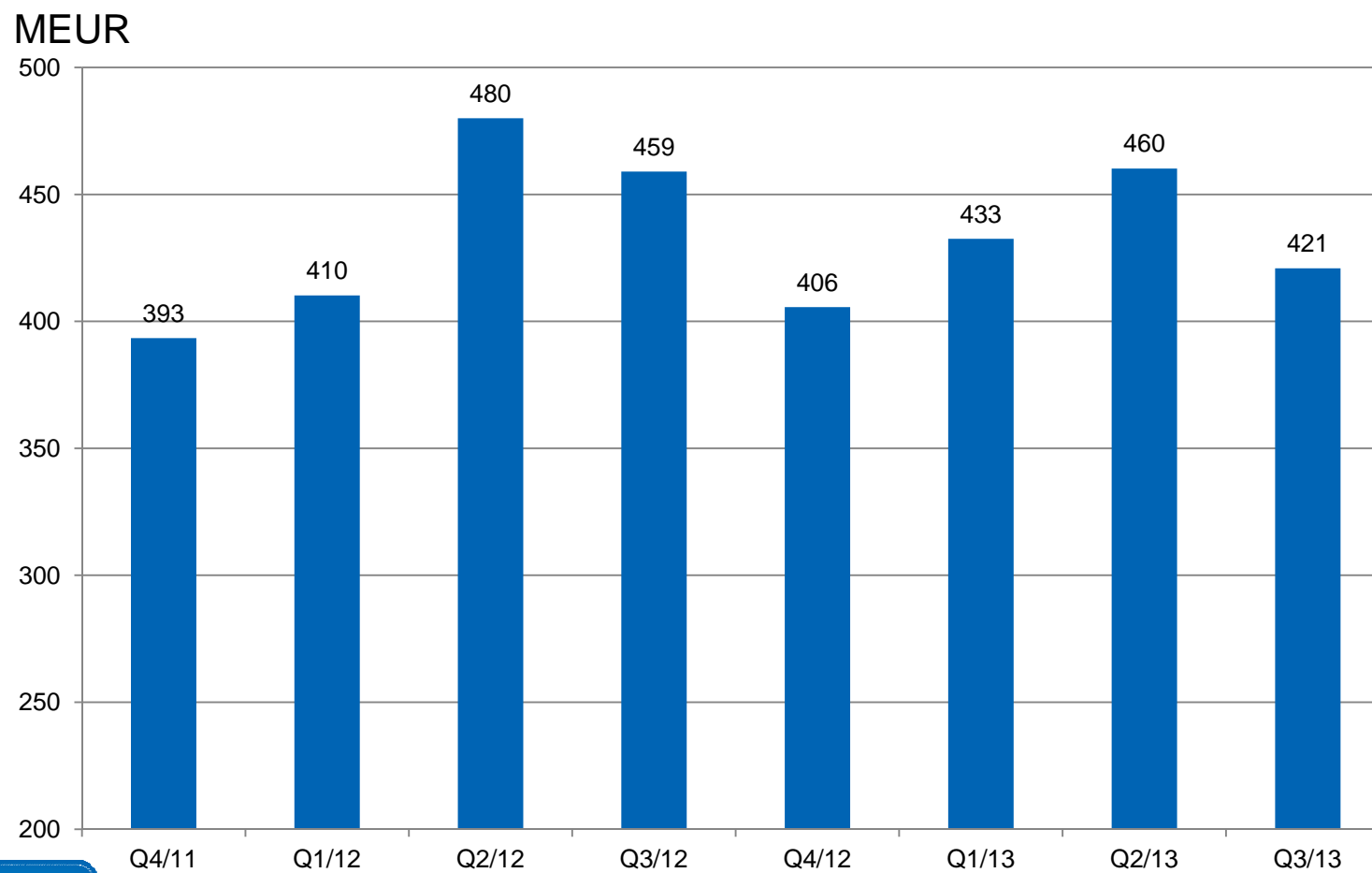
Q3 2013

EUR million	Sep 2013	Dec 2012	Sep 2012
Total assets	2,156.6	2,014.9	2,018.7
Operating working capital	399.3	376.4	426.8
Net debt	420.9	405.9	459.4
Equity & non-controlling interest	801.1	805.5	810.3
Gearing	0.53	0.50	0.57
ROI*, %	12.1	12.6	11.6
ROE*, %	15.0	15.8	14.5



* Excluding NRI of MEUR -5.2 in Q3 2013 and MEUR -12.5 in Q1-Q3 2013.

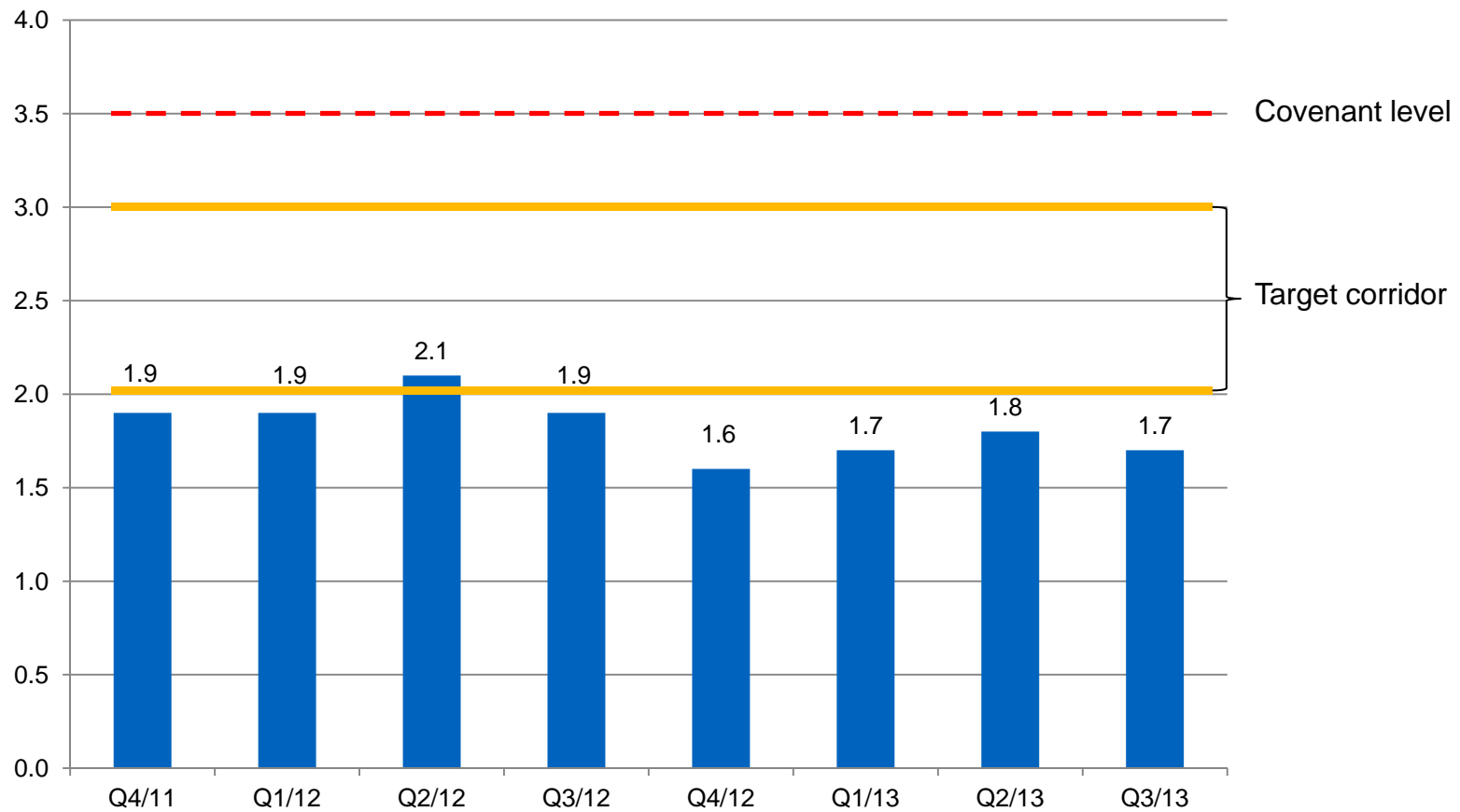
Net debt development



Q3 2013

Strong financial position

Net debt / EBITDA*

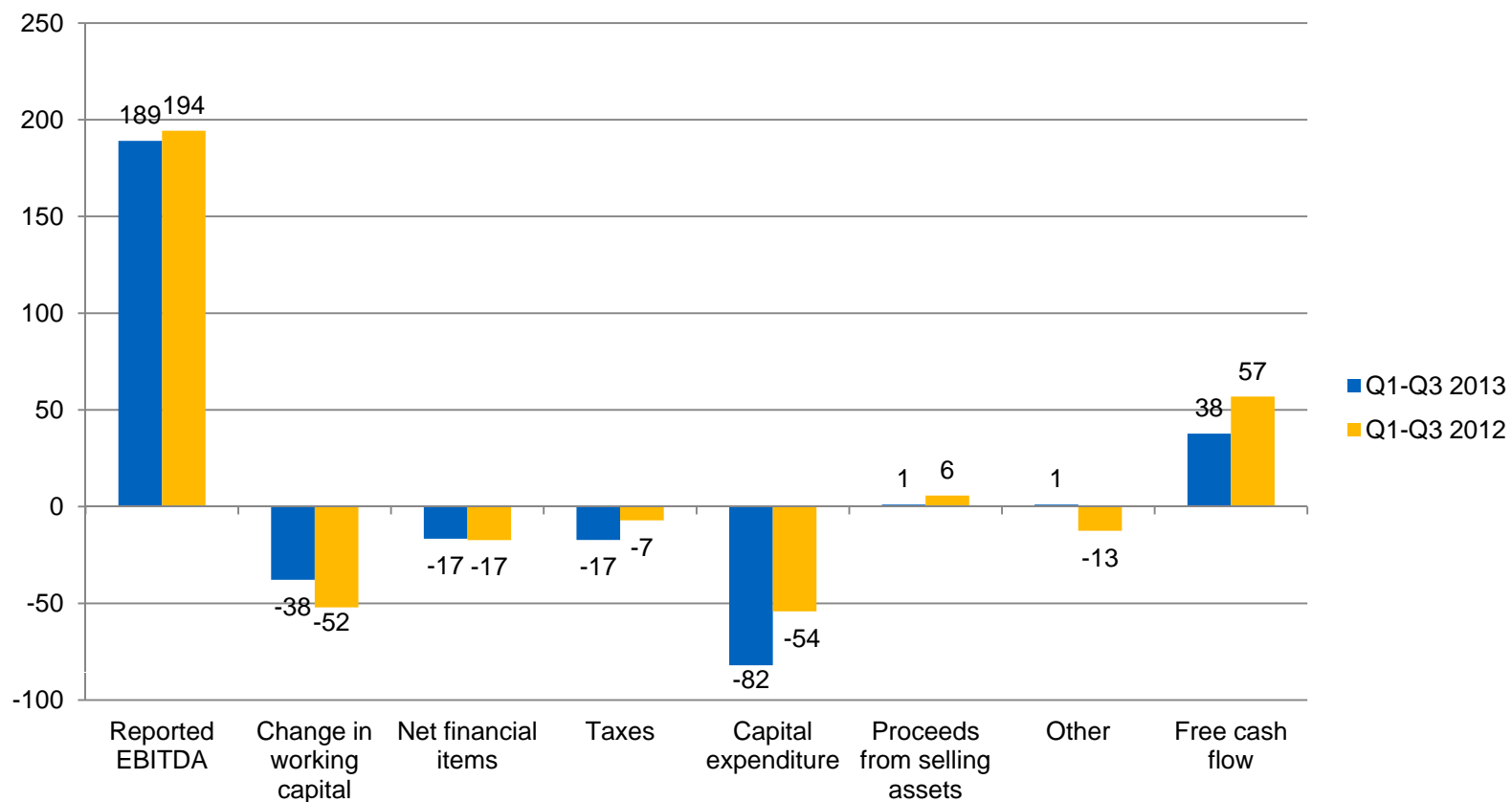


* Excluding NRI.

Cash flow

Q1-Q3 2013 vs. Q1-Q3 2012

MEUR



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

- | | |
|--------------------------|-------------------|
| • Capital Markets Day | December 11, 2013 |
| • Results 2013 | February 6, 2014 |
| • Interim Report Q1 2014 | April 24, 2014 |
| • Annual General Meeting | April 24, 2014 |
| • Interim Report Q2 2014 | July 18, 2014 |
| • Interim Report Q3 2014 | October 23, 2014 |





Thank you!

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Appendices



Q2 2013

Foreign currency translation impact

Q1-Q3 2013

- Year-to-date foreign currency translation impact on net sales MEUR -46 and on EBIT MEUR -4 compared to 2012 exchange rates; in Q3 2013 impact on net sales MEUR -31 and on EBIT MEUR -2
- Average exchange rates:

	Q1-Q3 2013	Q1-Q3 2012	Ch.
USD	1.32	1.28	-3%
INR	75.62	68.03	-11%
GBP	0.85	0.81	-5%
CNY	8.11	8.11	0%
AUD	1.35	1.24	-9%
THB	40.06	39.99	0%
RUB	41.67	39.79	-5%
BRL	2.79	2.46	-14%
NZD	1.61	1.59	-1%
ZAR	12.45	10.31	-21%



Q3 2013

Huhtamaki businesses in brief

Businesses	Foodservice disposables*	Flexible packaging	Molded fiber packaging	Films
Share of net sales**				
Share of net sales**	58%	25%	10%	8%
Operations in	<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
In total**	EUR 2.4 billion in net sales	14,300 people employed	31 operating countries	62 manufacturing units



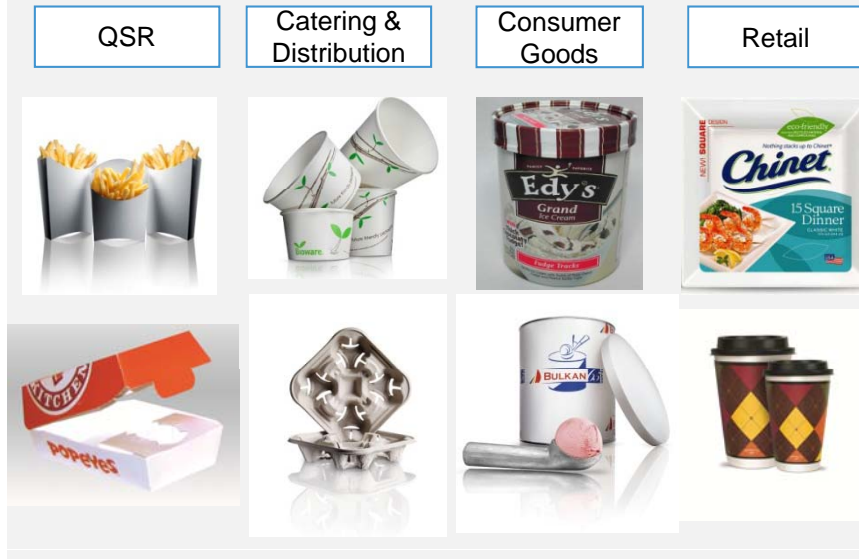
* Includes reporting segments North America and Foodservice E-A-O.

** LTM Q3/2013 figures.

Reporting segment North America:

Leveraging global foodservice expertise to accelerate growth

Markets and products



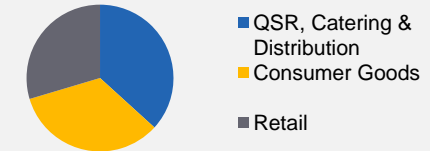
Major customers



Major players



Sales by market channel



MEUR	LTM Q3/2013	FY 2012	FY 2011	FY 2010
Net sales	724.4	704.3	532.3	535.6
EBIT	43.8	53.0	43.5	45.4
EBIT margin, %	6.0	7.5	8.2	8.5
RONA, %	9.1	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

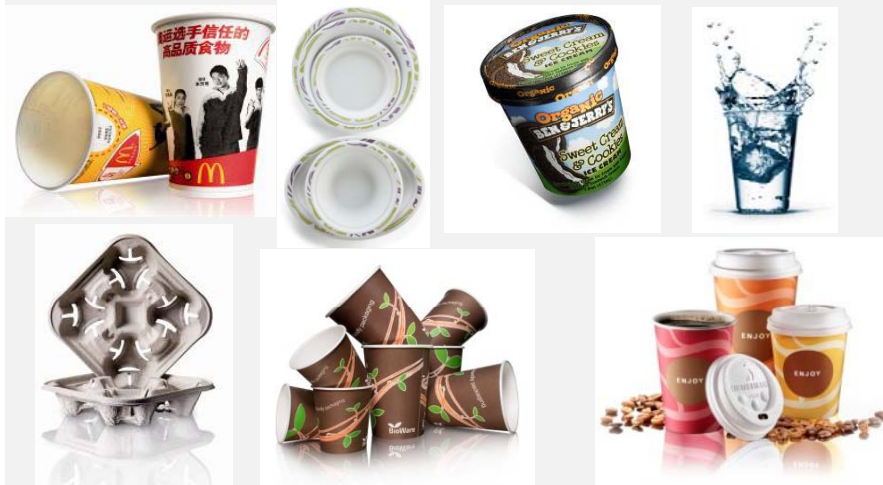
Markets and products

QSR

Catering & Distribution

Consumer Goods

Vending



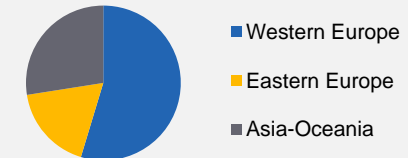
Customers



Major players



Sales by geography



MEUR	LTM Q3/2013	FY 2012	FY 2011	FY 2010
Net sales	639.2	626.8	524.1	467.6
EBIT*	45.6	38.1	20.0	24.5
EBIT margin*, %	7.1	6.1	3.8	5.2
RONA, %	13.3*	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 NRI of MEUR 0.8 (net amount) in FY 2011 and MEUR -10.0 in LTM Q3/2013.

Reporting segment Flexible Packaging:

A leader in technology and innovation

Markets and products

Food & Beverages



Petfood



Tube laminates



Personal care & household



Labels



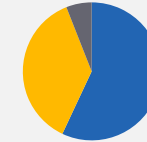
Major customers



Major players



Sales by geography



■ Europe
■ Asia
■ RoW

MEUR	LTM Q3/2013	FY 2012	FY 2011	FY 2010
Net sales	581.3	573.3	578.3	524.6
EBIT*	43.9	44.6	38.3	34.3
EBIT margin*, %	7.6	7.8	6.6	6.5
RONA, %	13.2	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 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 trays



Major customers

- Packers
- Retailers



Major players



Sales by geography



MEUR	LTM Q3/2013	FY 2012	FY 2011	FY 2010
Net sales	235.5	237.3	244.0	232.9
EBIT	27.1	26.4	20.9	21.9
EBIT margin, %	11.5	11.1	8.6	9.4
RONA, %	16.7	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:

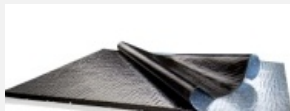
Leading competencies and technical knowhow

Markets and products

Consumer

Industrial

Pressure sensitive



Major customers



Major players



Sales by geography



MEUR	LTM Q3/2013	FY 2012	FY 2011	FY 2010
Net sales	186.2	191.5	177.0	163.7
EBIT*	7.0	9.2	8.4	10.8
EBIT margin*, %	3.8	4.8	4.7	6.6
RONA, %	4.7*	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

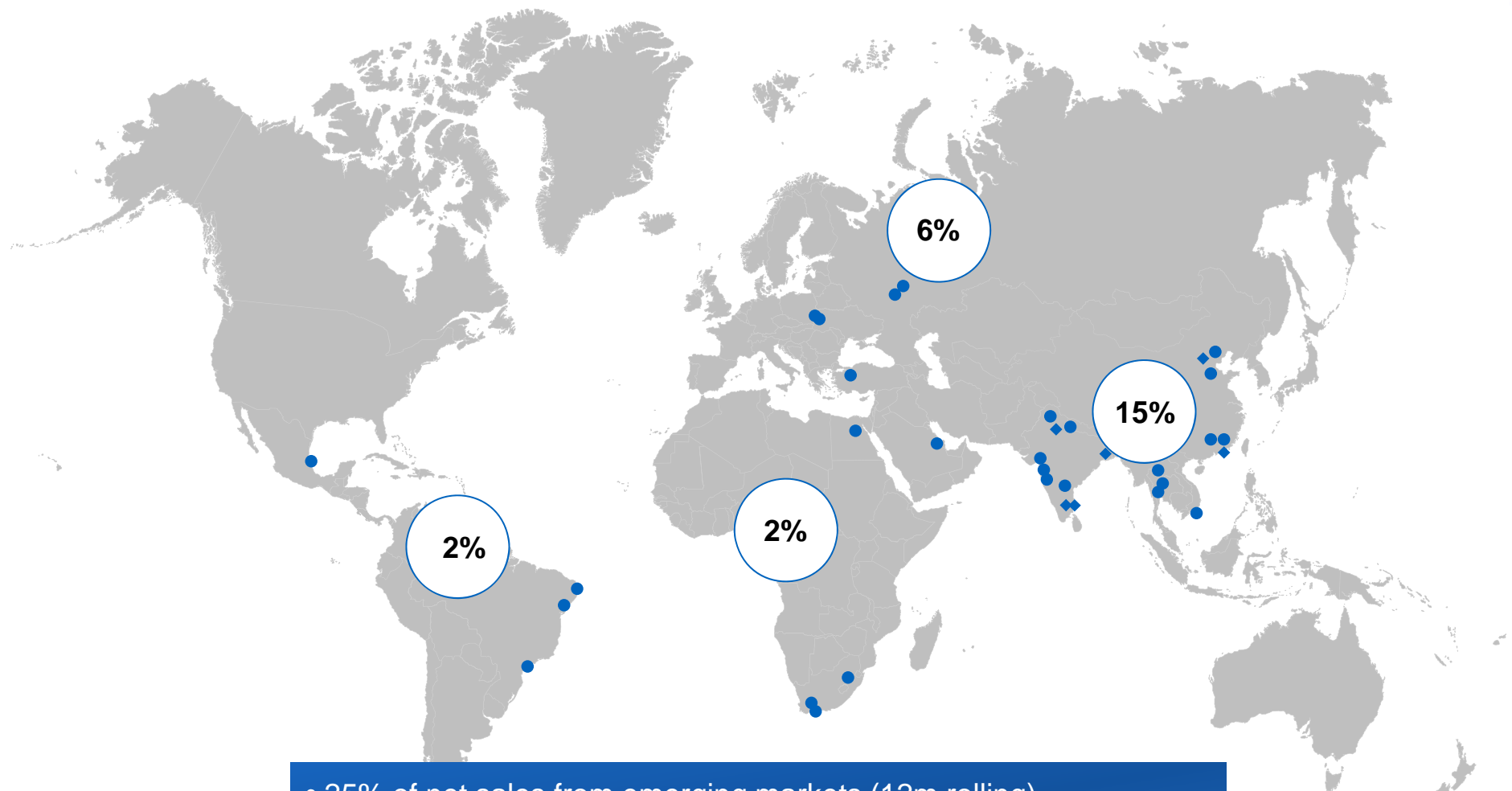
Growth potential

- 5-10% p.a.



* Excluding NRI of MEUR -2.5 in LTM Q3/2013.

Emerging markets' share of net sales



- 25% of net sales from emerging markets (12m rolling)
- 6,600 out of 14,300 employees in emerging markets
- 27 out of 62 manufacturing units in emerging markets



Q3 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

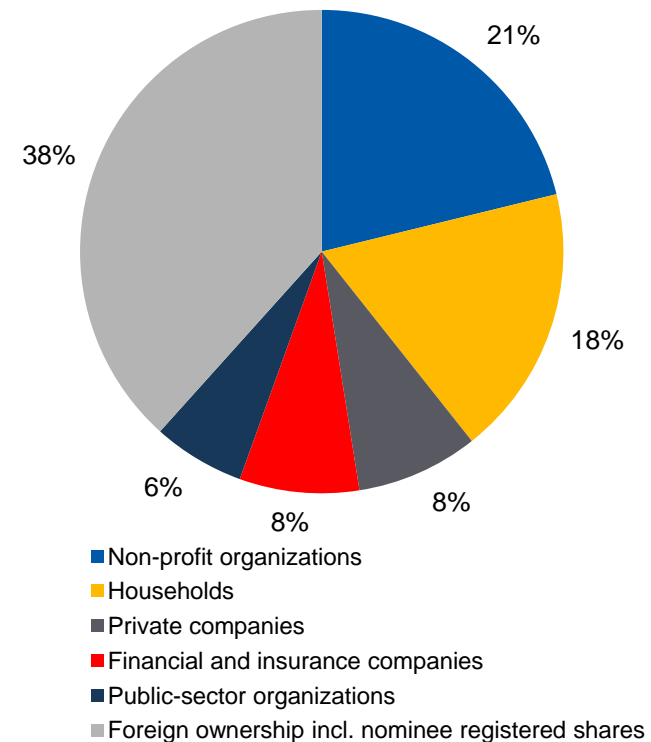
- ROI 15%
- Net debt/EBITDA target corridor at 2-3
- Free cash flow around MEUR 100 annually
- Dividend policy: 40-50% of result



Ownership

- 25,015 registered shareholders at the end of September 2013
- 62% of shares in domestic ownership
- 21% of shares controlled by non-profit organizations
 - Finnish Cultural Foundation a major owner since 1943, current ownership 14%

Shareholder distribution by sector
September 30, 2013





**For further information,
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