

SCA Interim Report



1 January – 30 September 2013



Market Update



■ Tissue

- Some growth in Europe and North America
- Good growth in emerging markets

■ Personal Care

- Good demand for incontinence products in Europe
- Stable demand for feminine care in Western Europe
- Good growth in emerging markets

■ Forest Products

- Decreased demand for publication paper
- Improved market balance and higher prices for solid-wood products in Europe
- Higher prices for kraftliner in Europe

Efficiency programs



- Hygiene business cost and productivity program

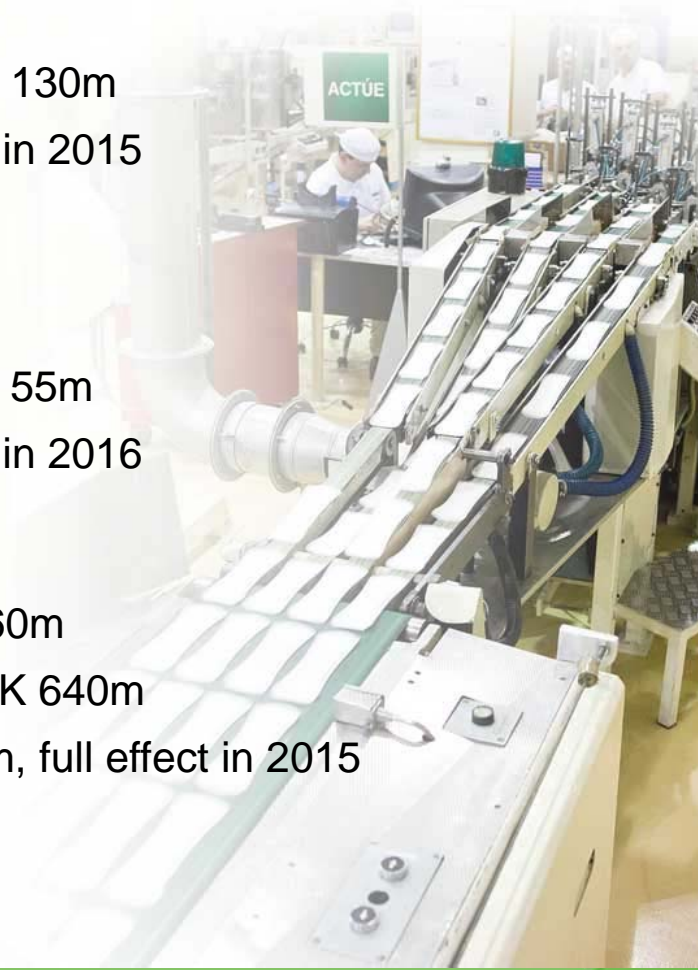
- Achieved cost savings Q3 2013: SEK 270m
- Annualized cost savings in Q3 2013: approx. EUR 130m
- Total annual cost savings of EUR 300m, full effect in 2015

- Georgia-Pacific synergies

- Achieved cost savings Q3 2013: SEK 120m
- Annualized cost savings in Q3 2013: approx. EUR 55m
- Total annual cost savings of EUR 125m, full effect in 2016

- Forest Products efficiency program

- Achieved earnings improvement Q3 2013: SEK 160m
- Annualized earnings improvement in Q3 2013: SEK 640m
- Total annual earnings improvement of SEK 1,300m, full effect in 2015



Summary

Q3 2013 vs. Q3 2012



- Sales growth 6%*
 - Hygiene business, 7%*
 - Higher prices
 - Higher volumes
 - Good growth in Emerging markets
 - Forest Products, 6%**
 - Higher volumes
 - Higher prices
- EBIT increased 12%***
 - Higher volumes
 - Higher prices
 - Cost savings
- Operating cash flow decreased 21%



* Excluding exchange rate effects and divestments

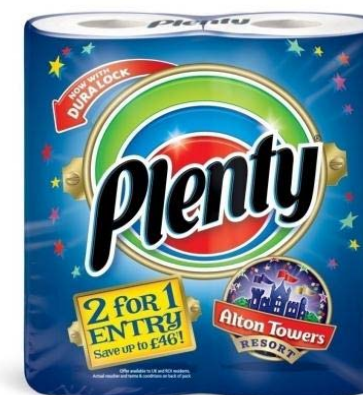
** Excluding divestments

*** Excluding items affecting comparability and exchange rate effects

Q3 2013 results



SEK millions unless otherwise stated	Q3 2013	Q3 2012	Change, %	Change, %
Net sales	22,046	22,200	-1	6**
EBIT*	2,524	2,285	10	12***
EBIT margin* (%)	11.4	10.3		
Profit before tax*	2,256	1,961	15	18***
Earnings per share (SEK)	2.06	0.51		
Operating cash flow	2,402	3,029	-21	
Debt/Equity ratio	0.52	0.59		



* Excluding items affecting comparability

** Excluding exchange rate effects and divestments

*** Excluding items affecting comparability and exchange rate effects

Q3 2013 vs. Q2 2013

Summary



- Group
 - Sales flat
 - EBIT increased 17%*

- Business areas
 - Personal Care, EBIT flat*
 - Higher prices
 - Lower raw material costs
 - Lower volumes

 - Tissue, EBIT increased 16%*
 - Higher prices
 - Cost savings

 - Forest Products, EBIT increased 68%*
 - Lower raw material costs
 - Higher prices
 - Cost savings

* Excluding items affecting comparability



Summary

9M 2013 vs. 9M 2012



- Sales growth 14%*
 - Hygiene business, 16%*
 - Acquisitions
 - Higher volumes
 - Good growth in Emerging markets
 - Forest Products, -2%**
 - Higher volumes
 - Lower prices
- EBIT increased 15%***
 - Acquisition
 - Cost savings
 - Higher volumes
 - Lower raw material costs
- Operating cash flow decreased 20%

* Excluding exchange rate effects and divestments

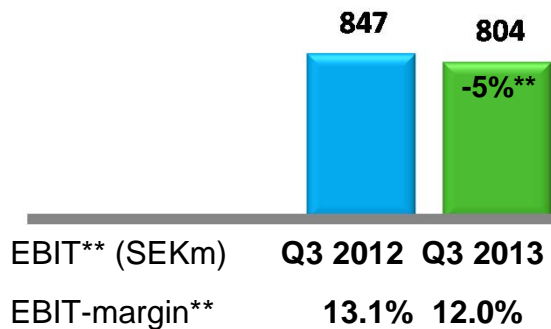
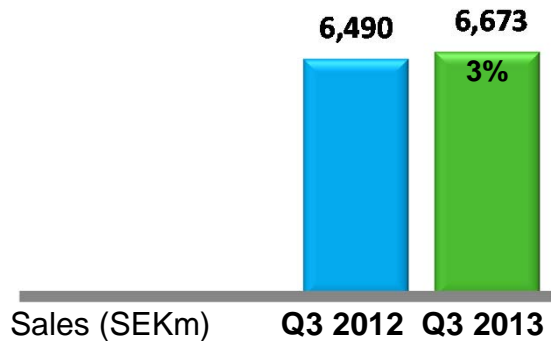
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Personal Care

Q3 2013 vs. Q3 2012



■ Sales growth 3% (5%*)

- ◆ Incontinence products increased 5%*
- ◆ Baby diapers decreased 3%*
- ◆ Feminine care increased 10%*
- ◆ Emerging markets increased 6%*

■ EBIT decreased 5%** (3%***)

- ◆ Higher volumes
- ◆ Cost savings
- ◆ Increased marketing activities
- ◆ Higher raw material costs
- ◆ Negative currency impact



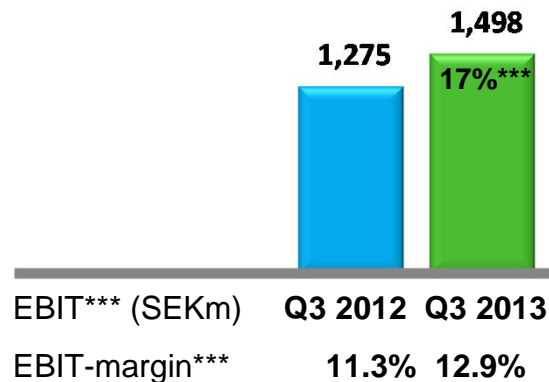
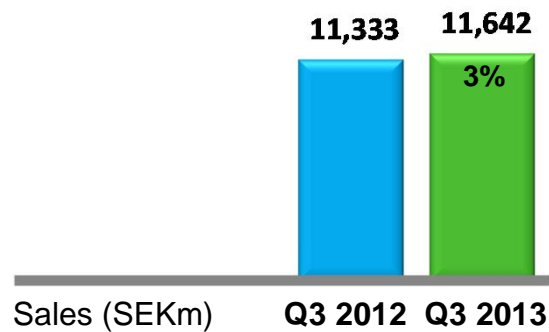
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Tissue

Q3 2013 vs. Q3 2012



■ Sales growth 3% (8%*)

- ◆ Consumer tissue increased 6%*
- ◆ AFH tissue increased 12%**
- ◆ Emerging markets increased 13%**

■ EBIT increased by 17%*** (22%****)

- ◆ Higher volumes
- ◆ Higher prices
- ◆ Cost savings
- ◆ Higher energy and raw material costs
- ◆ Negative currency impact



* Excluding exchange rate effects and divestments

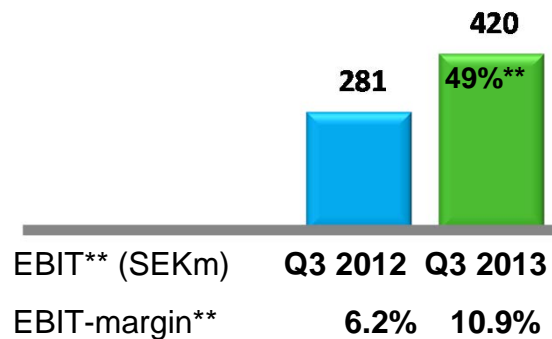
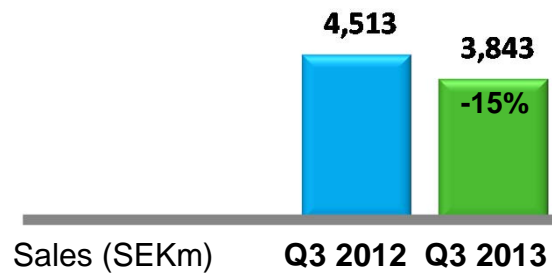
** Excluding exchange rate effects

*** Excluding items affecting comparability

**** Excluding items affecting comparability, exchange rate effects and divestments

Forest Products

Q3 2013 vs. Q3 2012



■ Sales decreased 15% (+6%*)

- ◆ Publication papers, decreased sales
 - Lower prices
 - Divestments
- ◆ Kraftliner, increased sales
 - Higher prices
- Solid-wood products, increased sales
 - Higher prices and volumes
- ◆ Pulp, increased sales
 - Higher prices and volumes

■ EBIT increased 49%**

- ◆ Cost savings
- ◆ Higher prices
- ◆ Lower raw material costs
- ◆ Higher energy costs



* Excluding divestment

** Excluding items affecting comparability

Summary



- Higher sales and profit in Tissue and Forest Products
- Higher sales and slightly lower profit in Personal Care
- Efficiency programs delivering according to plan
- Strengthening emerging markets presence
 - ◆ Offer for Vinda
 - ◆ Investment in India
- Several product launches
- Inauguration of first wind park; SCA and Statkraft JV
- Inclusion in key sustainability indices
 - ◆ Dow Jones Sustainability Index
 - ◆ Climate Disclosure Leadership Index





Q&A



SCA
Care of Life

