



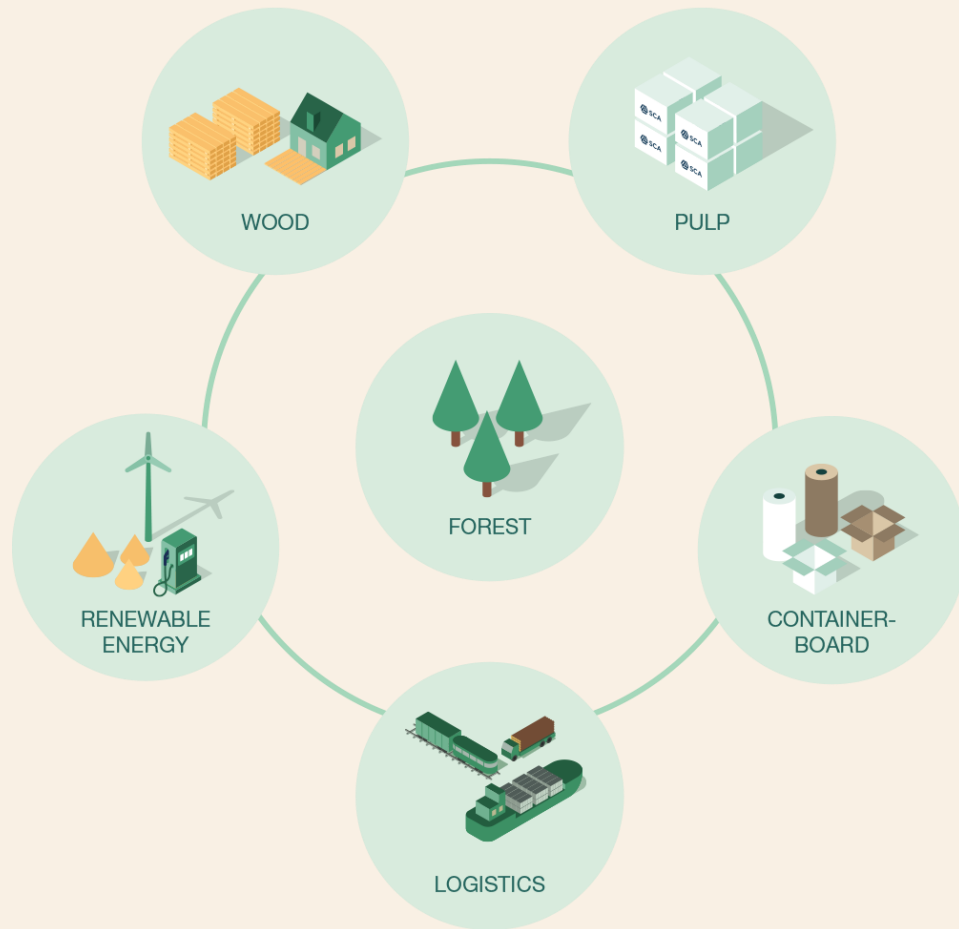
# Investor Presentation

Investor Relations  
October, 2023





# A strong and integrated value chain



Sales (SEKbn)

**20.8**

EBITDA (SEKbn)

**10.2**

EBITDA margin

**49%**

Industrial ROCE <sup>1</sup>

**40%**

Climate benefit

**10.1** *m t CO<sub>2</sub>*

Net growth in forest

**3.8** *m m<sup>3</sup>fo*

Note: Logistics are reported as a part of relevant segments.  
1. ROCE for the industrial segments; Wood, Pulp and Paper.

# Europe's largest private forest owner

Forestland

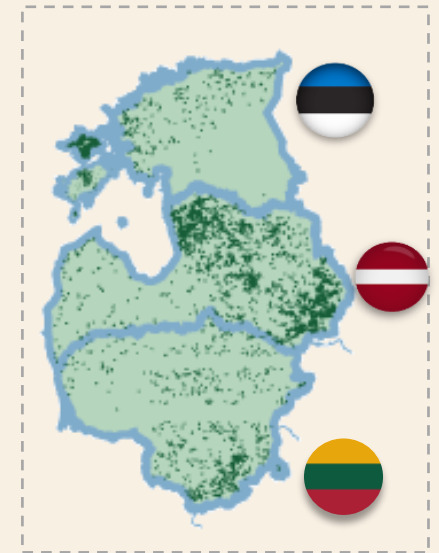
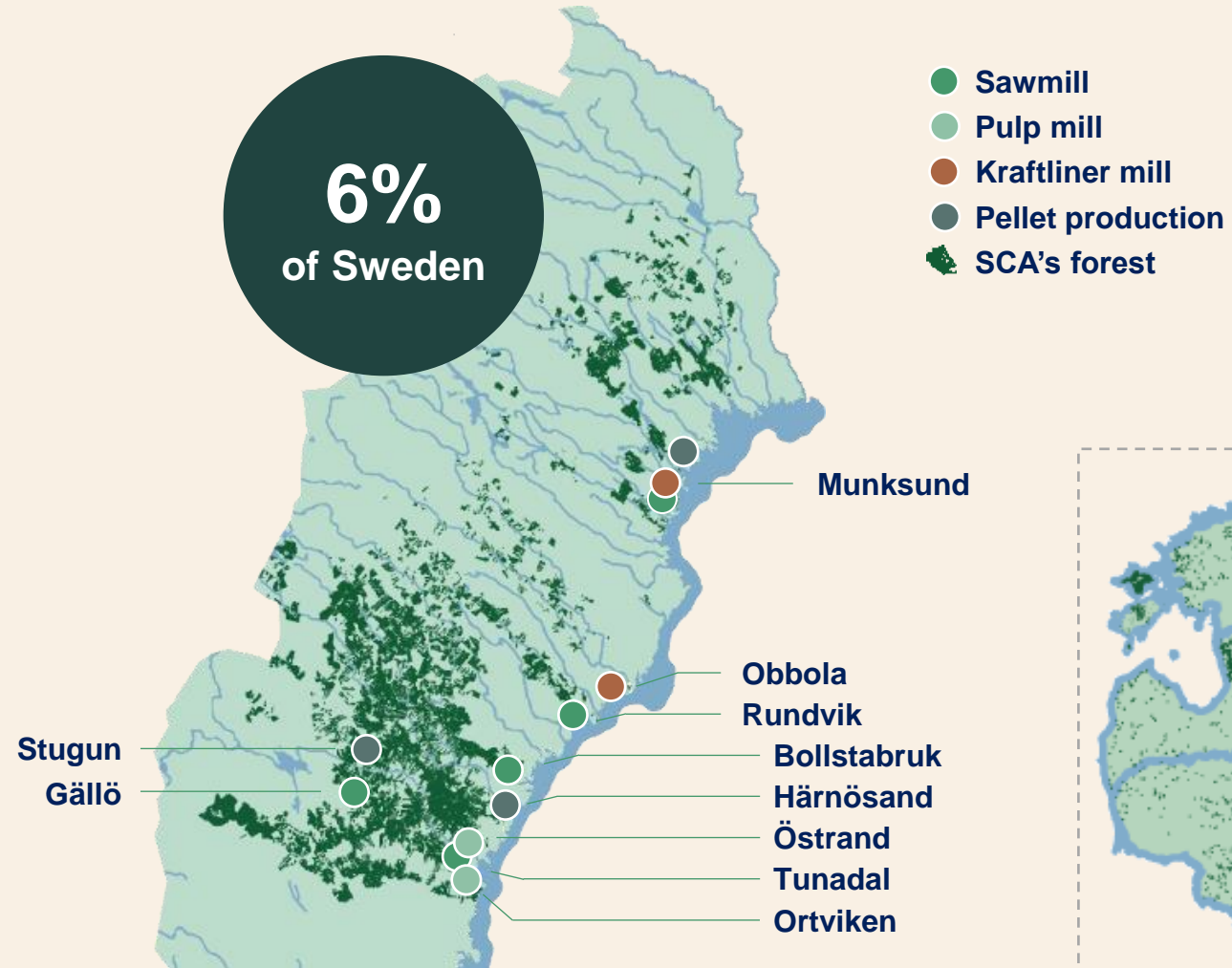
**2.7** *m ha*

Productive forestland

**2.1** *m ha*

Standing volume <sup>1</sup>

**267** *m m<sup>3</sup>fo*



1. Including forest holdings in the Baltics.

# Strategy communicated in 2017



**Increased  
value from  
each tree**

**Growing  
renewable  
forest asset**



## **Invest in integrated value chain:**

- Grow Pulp
- Grow Kraftliner
- Develop Renewable energy
- Reduce exposure to Publication Paper

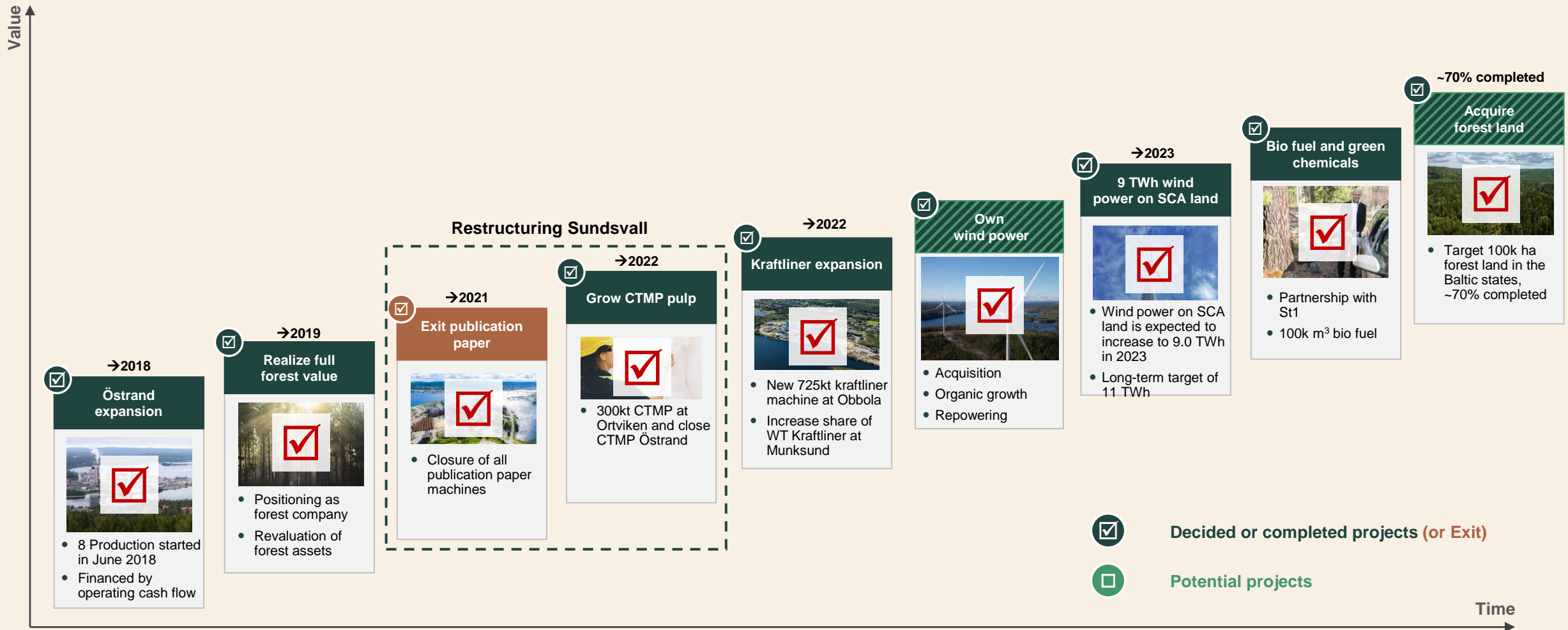


## **Increase forest holdings:**

- Increase growth and harvesting level
- Acquire forest land

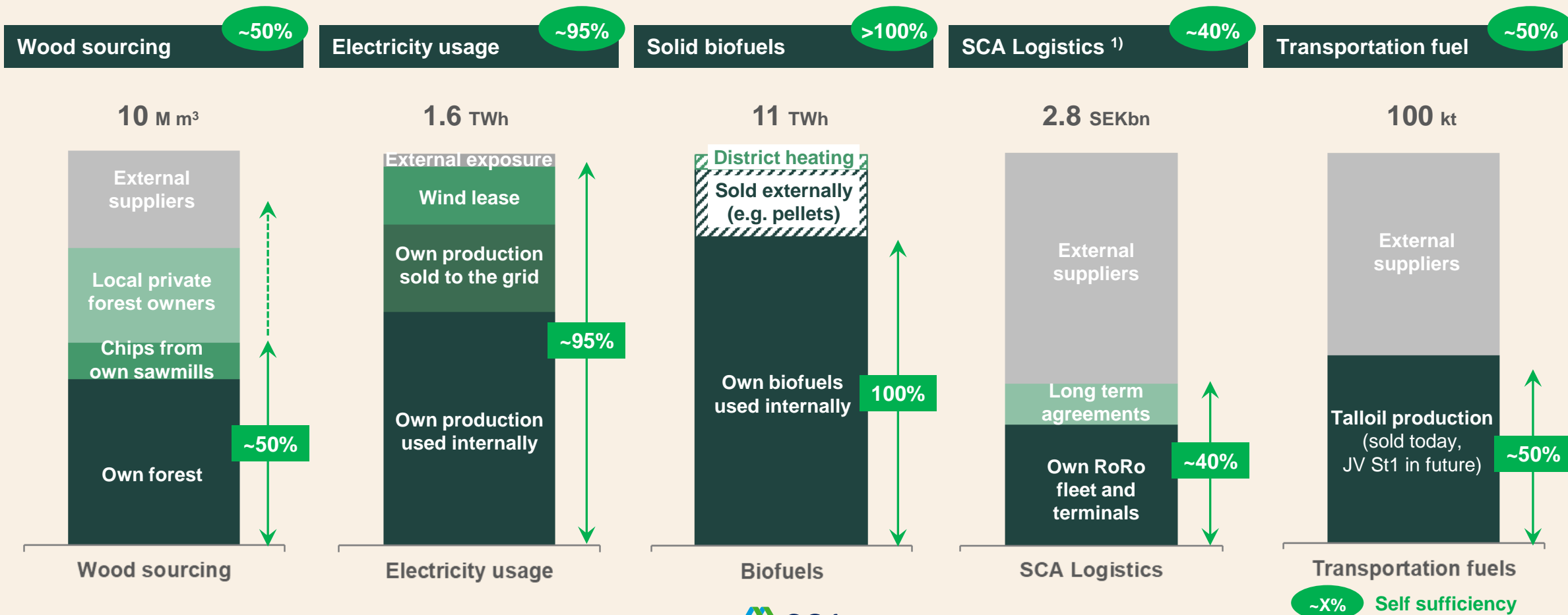


# Project portfolio delivered





# SCA has an integrated value chain with high degree of self sufficiency



1. SCA Logistics sales excluding purchase of OCC and chemicals.



# SCA contributes to a fossil free society

Binds net  
**5.4**  
Mt CO<sub>2</sub>

CO<sub>2</sub>

1

Growing forests bind CO<sub>2</sub> – active forest management increases growth

Fertilization

Contorta pine

Active silviculture

Improved seedlings

Operations

3

Investments and innovation reduce carbon emissions

Low Emissions  
**0.7**  
Mt CO<sub>2</sub>

2

Higher growth enables more substitution – renewable alternatives replace fossil based products

SCA's renewable products

Non-renewable products

Bioenergy

Fossil fuels

Paper

Plastic

Solid-wood products


Concrete

In 2022 SCA's climate benefit was 10.1 million tonnes of CO<sub>2</sub>, which corresponds to more than the emissions from Sweden's passenger cars.





# SCAs strategy for profitable growth



Increased value  
from each tree

Growing  
renewable forest  
asset



## Invest in integrated value chain:

- Grow pulp, containerboard and wood
- Realize business opportunities within renewable energy



## Increase forest holding:

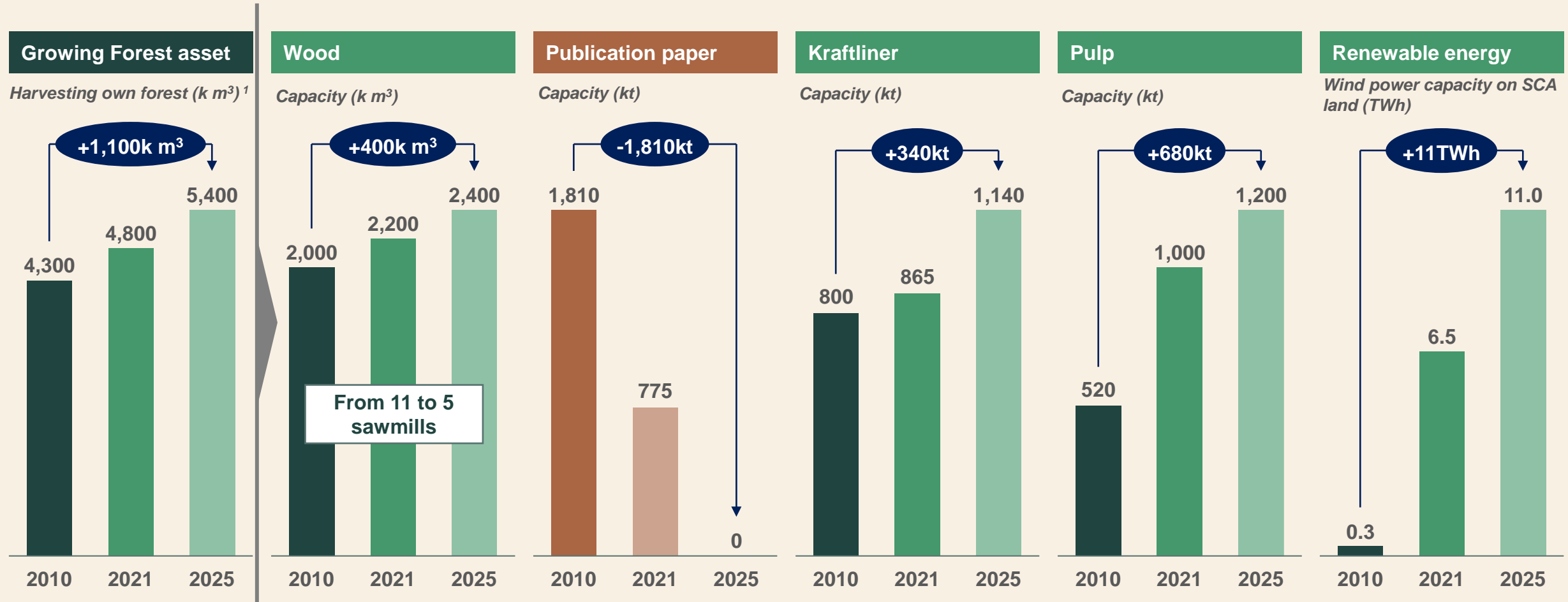
- Increased growth and harvesting level
- Continued acquisitions of forest land in Nordics and Baltics



# Project portfolio – prioritized opportunities



# Shifting the portfolio to growing product areas



1. Harvesting plan.



# Forest

# Europe's largest private forest owner

Sales (SEKm)

6,686

EBITDA (SEKm)

2,696

EBITDA margin

40%

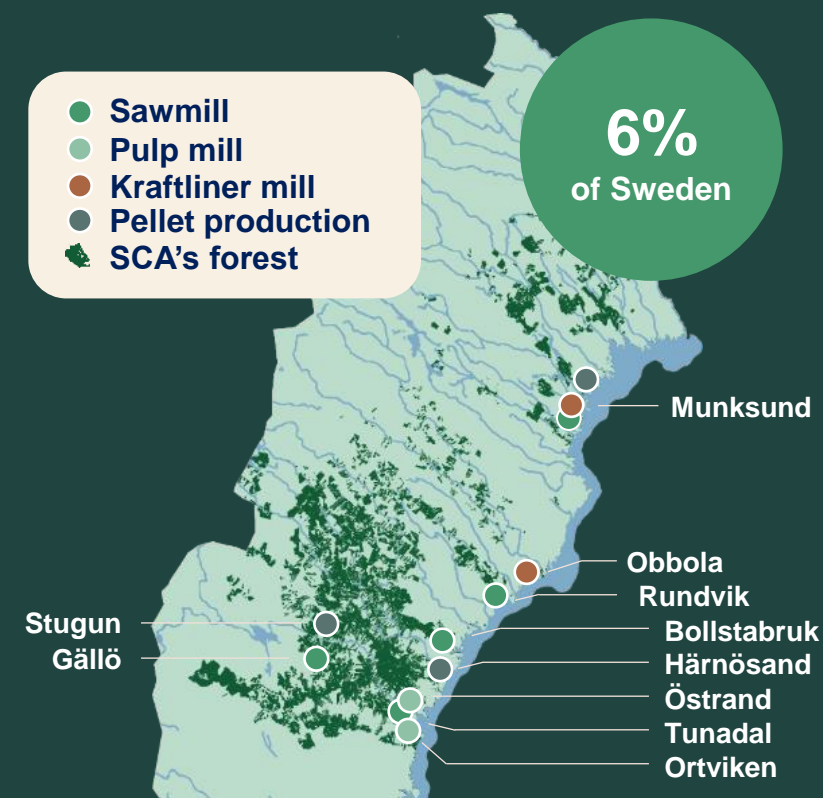
## Forest holdings located close to SCA's industry

- 2.7m ha forestland
- 2.1m ha productive forestland
- 267 m m<sup>3</sup>fo standing volume <sup>1</sup>

~50% of wood raw material needs are provided for by wood from SCA's own forest

## Young forest yields high growth

- 10.5m m<sup>3</sup>fo gross growth
- 5.3m m<sup>3</sup>fo harvesting 2022 (4.4m m<sup>3</sup>sub)





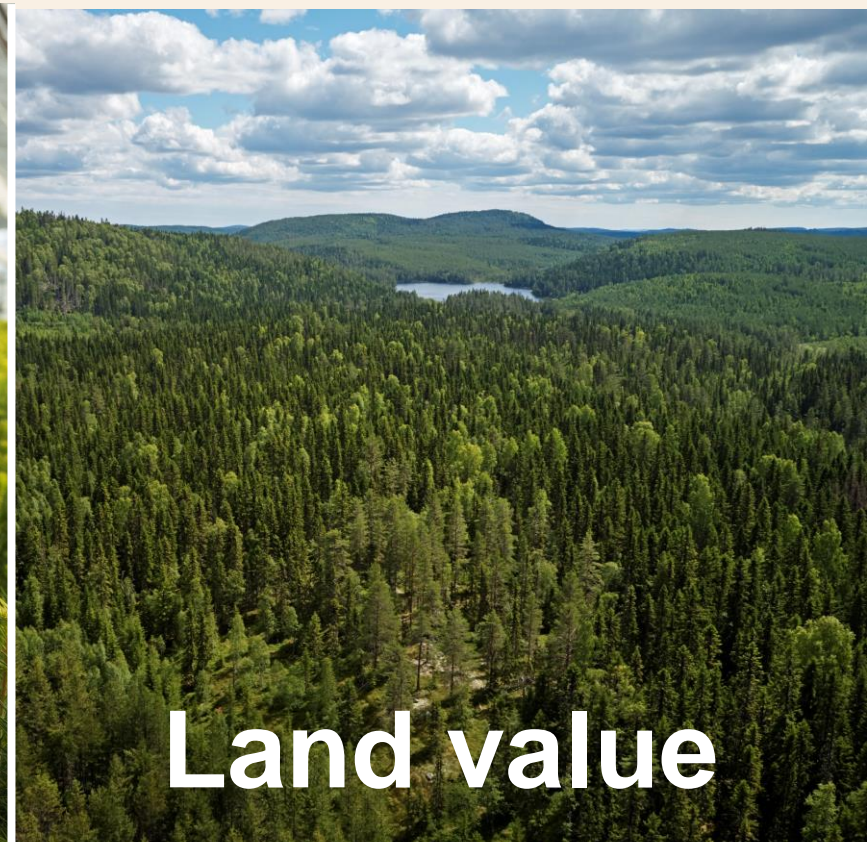
# Forest assets create value in several ways



**Harvesting**



**Net growth**

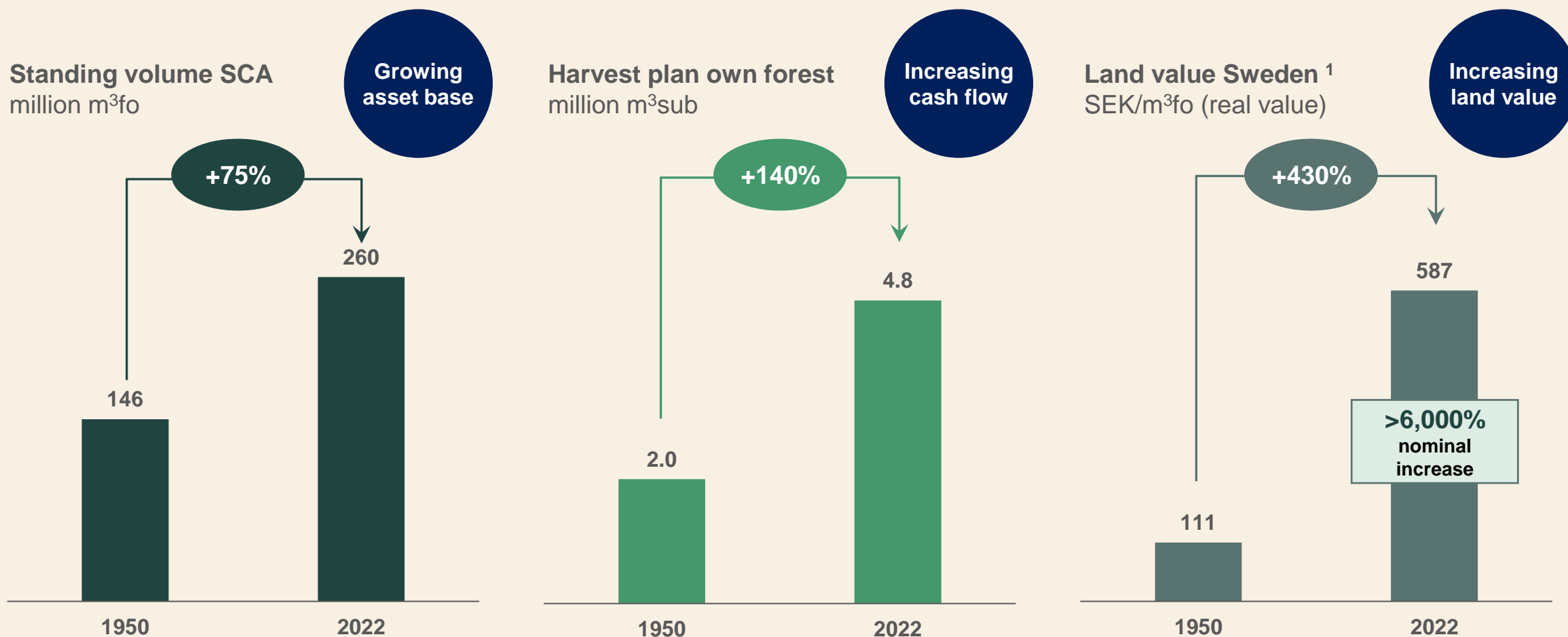


**Land value**

**Positive climate effect**



# Profitable growth since 1950



1. Average price Sweden, real price (2022 price level). Source Ludvig & Co. Excludes forest holdings in the Baltics.

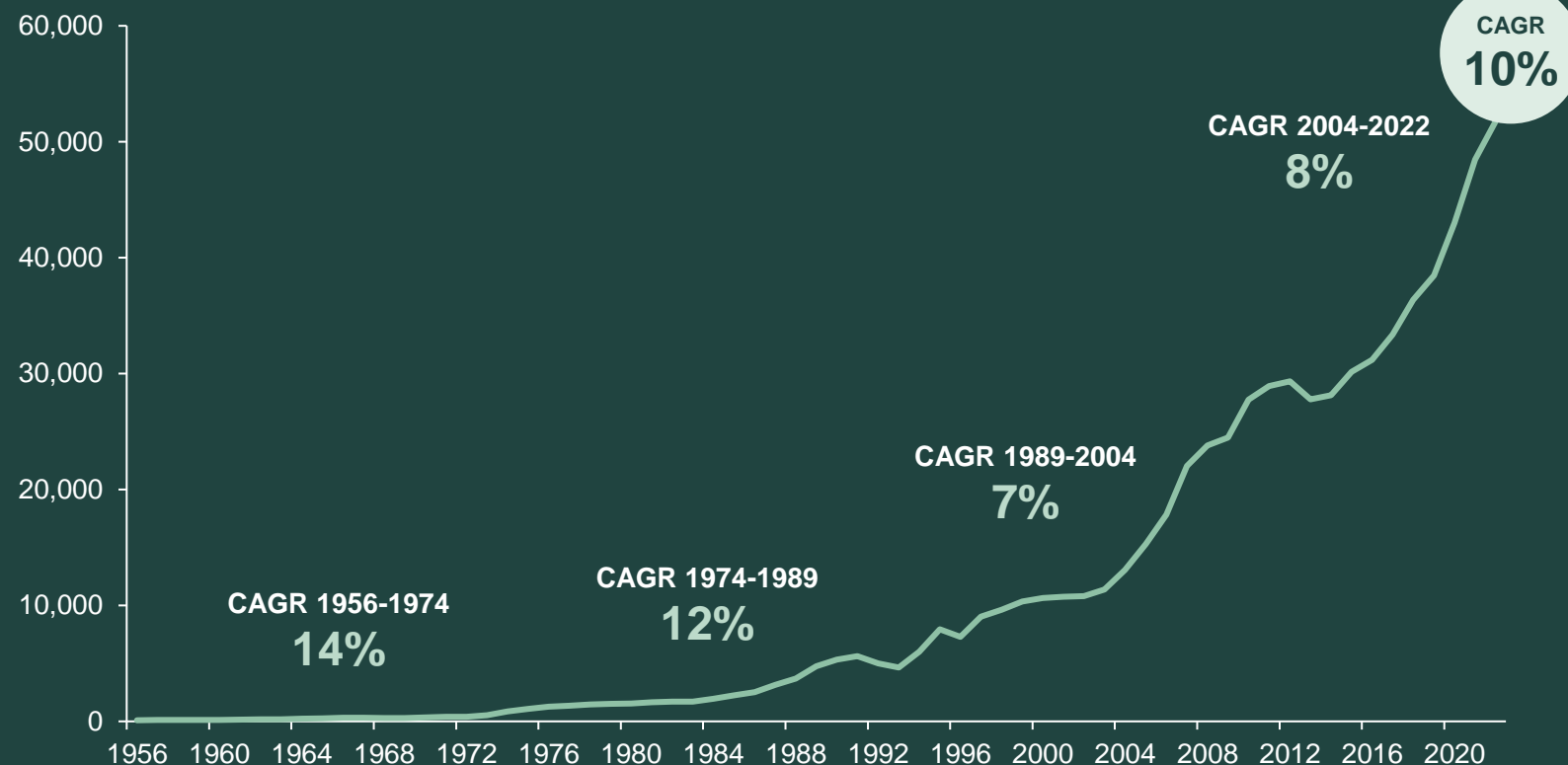


# Forest Total Return

## CAGR of 10% since 1956

- 1 Increasing cash flow**
  - Harvesting provides raw materials to the industries and generates cash flow
    - Cash flow: **~3% CAGR**
- 2 Growing asset base**
  - Forest growth exceeds harvesting
  - Larger standing volume allows for a higher level of harvesting going forward
    - Standing volume: **~1% CAGR**
- 3 Increasing forest land value**
  - Both the volume forest (m<sup>3</sup>) and land value (SEK/m<sup>3</sup>) has increased
    - Land value (SEK/m<sup>3</sup>): **~6% CAGR**
- 4 Positive climate effect**

Forest Total Return index Sweden (1956-2022)



Source: Riksskogstaxeringen, Skogsstyrelsen, Ludvig & Co (LRF Konsult), Lantmäteriet, Svefa, FutureVistas.

Note: Cash flow reinvested in forest.

# Significant real growth

Forest growth metrics (m m<sup>3</sup>fo)

Gross growth of standing forest	10.5
Natural losses and pre-commercial thinning	-1.4
Available growth of standing forest	9.1
Annual harvesting	-5.3 <sup>1</sup>
Annual net increase of standing forest	3.8

## Current cash flow

New harvesting plan every 8-10 years  
Harvesting increase to >7m m<sup>3</sup>fo in 2114

## Future cash flow

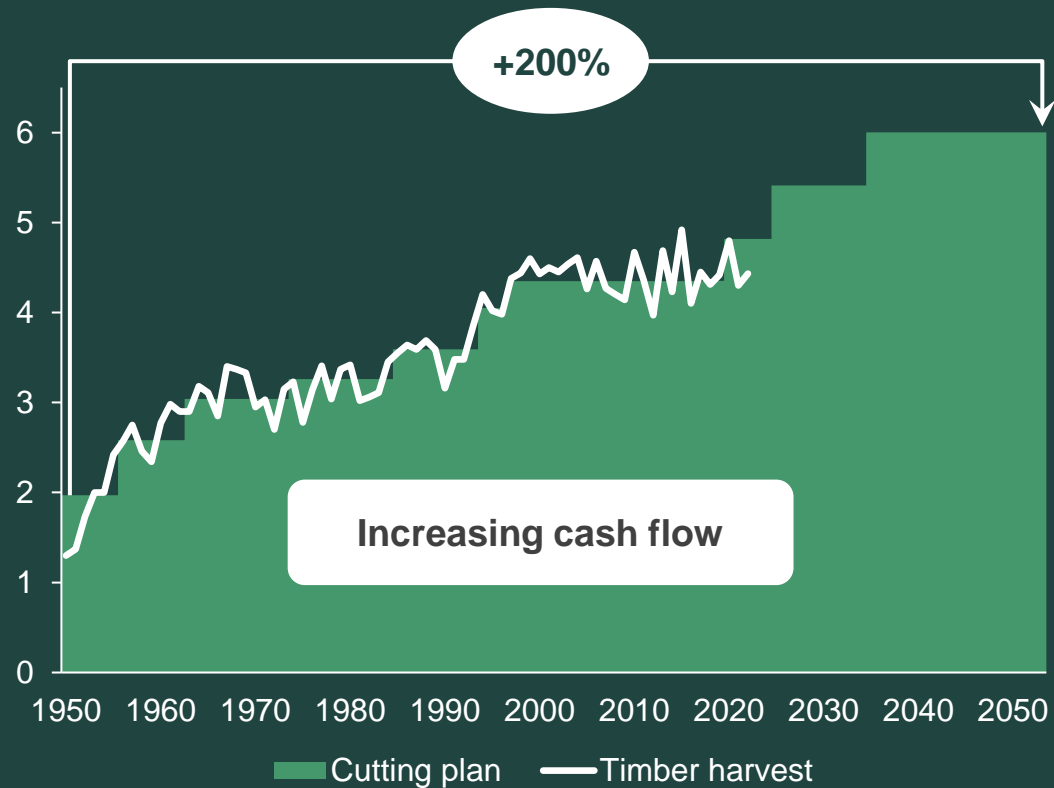
1. Corresponding to approximately 4.4m m<sup>3</sup>sub.



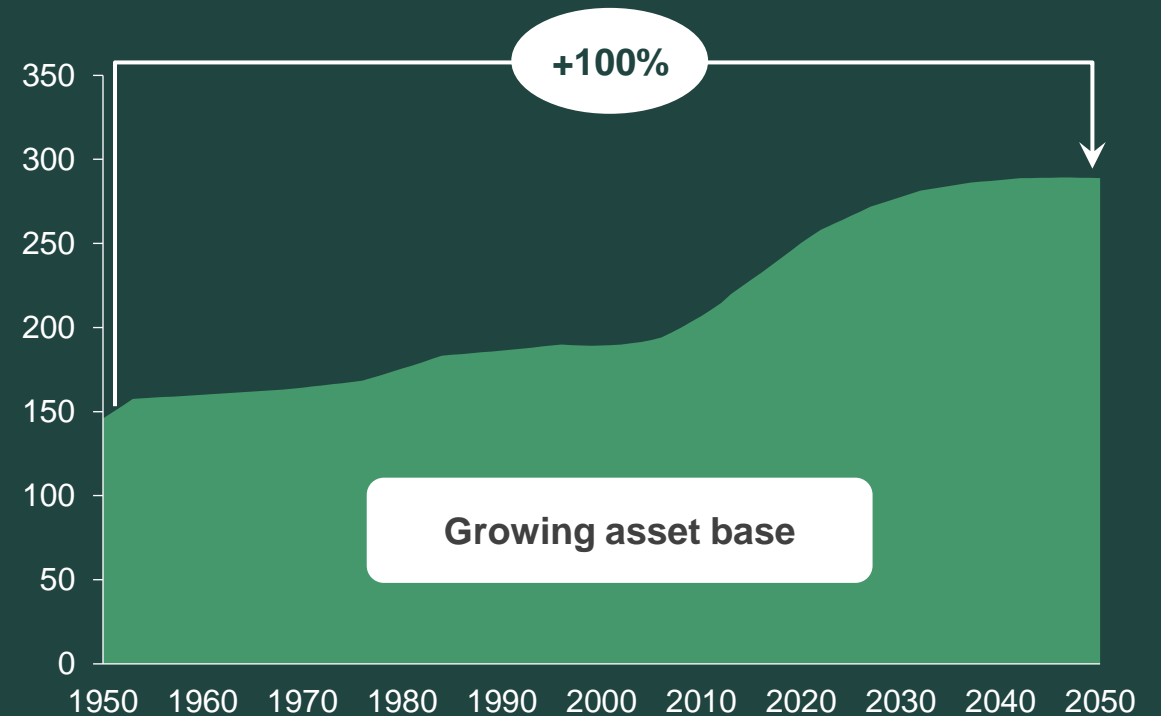
# Increase in both standing volume and harvesting level

Based on  
current  
technology

## Harvesting from own forest (m m<sup>3</sup>sub)



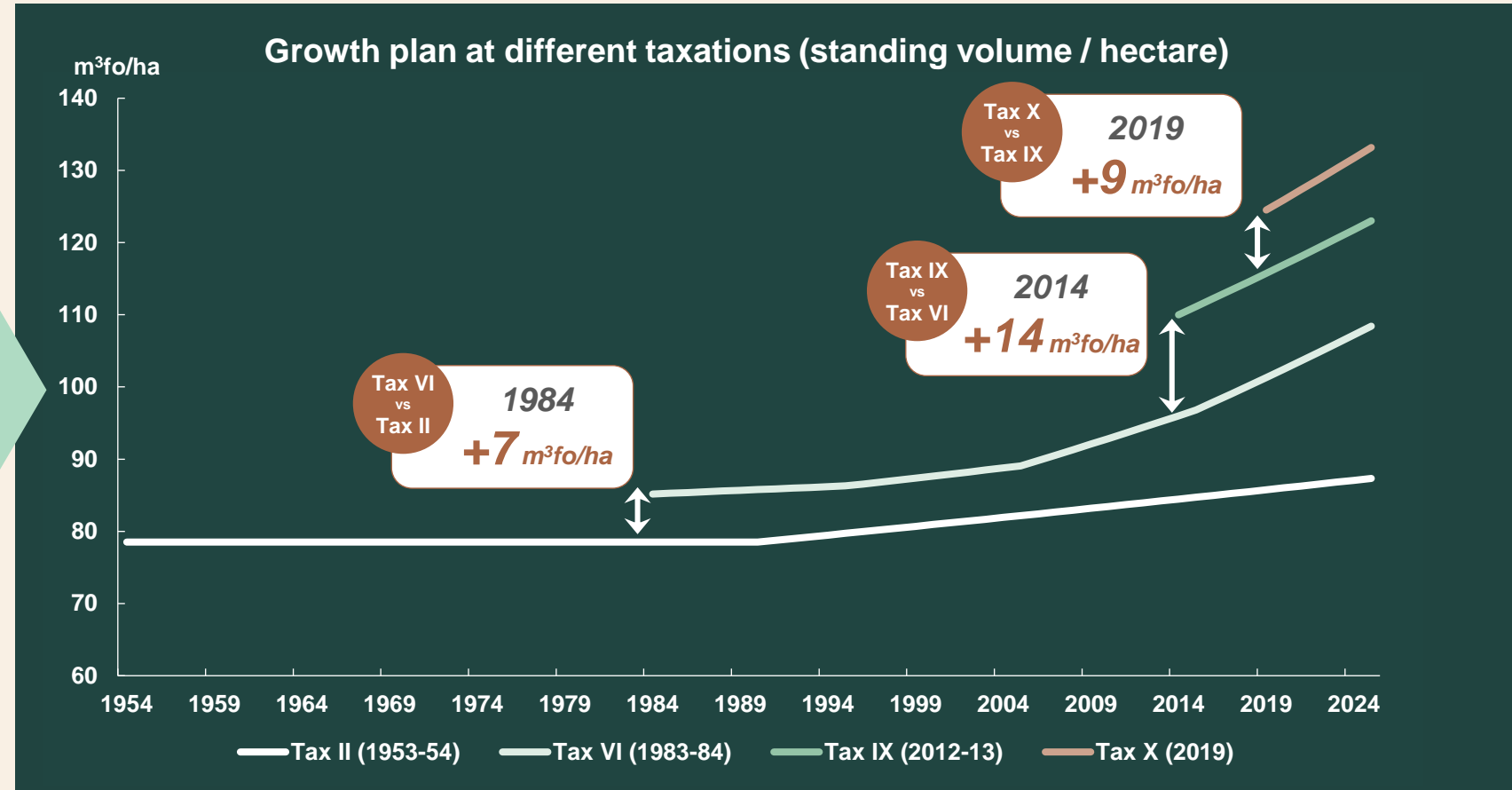
## Standing timber volume (m m<sup>3</sup>fo)



Note: Historic growth based on Tax I-IX. Current growth and forecast based on Tax X (2019) and current practices.

# Improved practices and technology increase growth

- 1 Silviculture
- 2 Improved seedlings
- 3 Introduction of Contorta pine
- 4 Fertilization

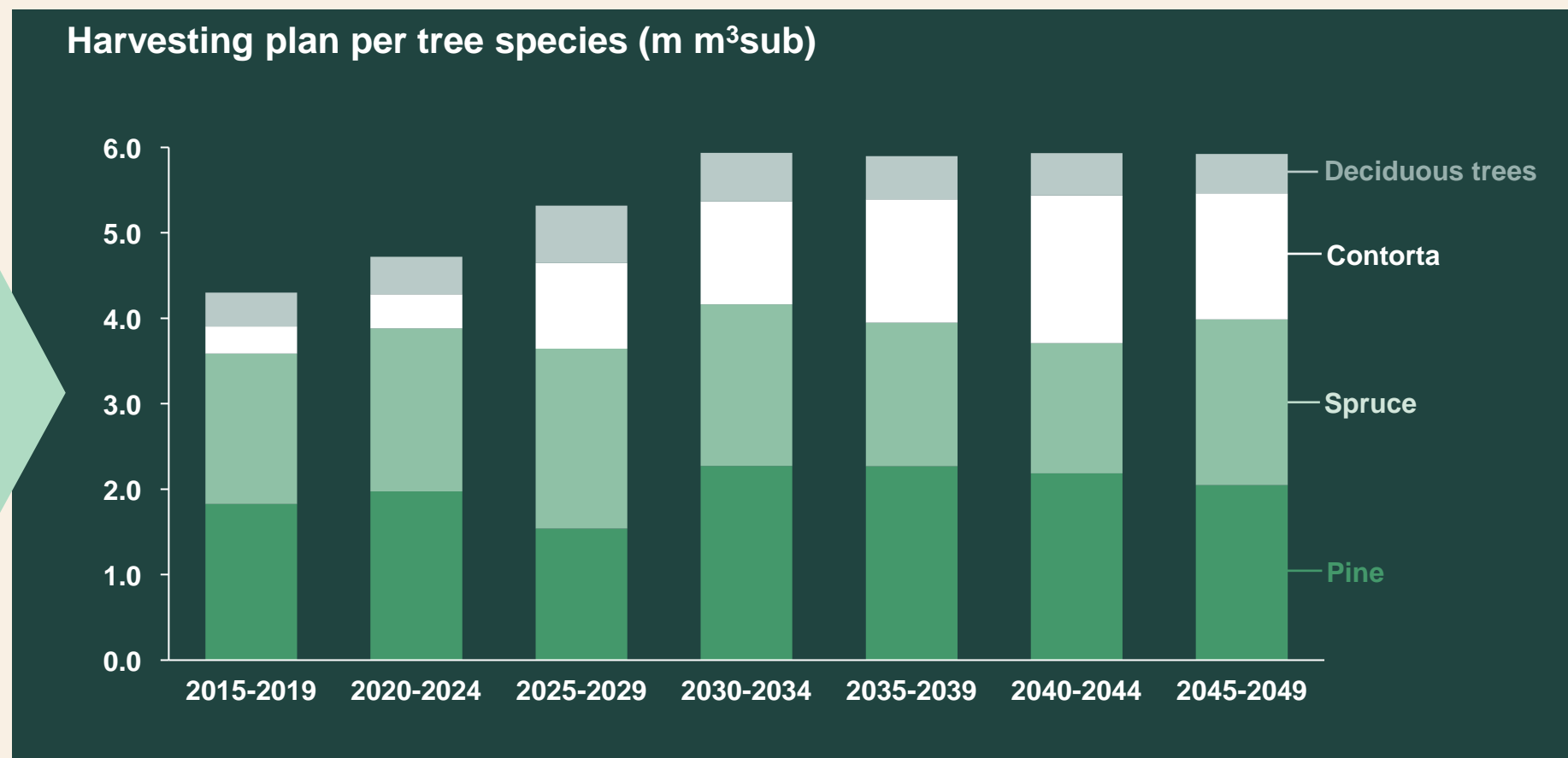




# Harvesting plan

## Optimizes value and supply

- 1 Secure supply
- 2 Meet restrictions
- 3 Optimize value

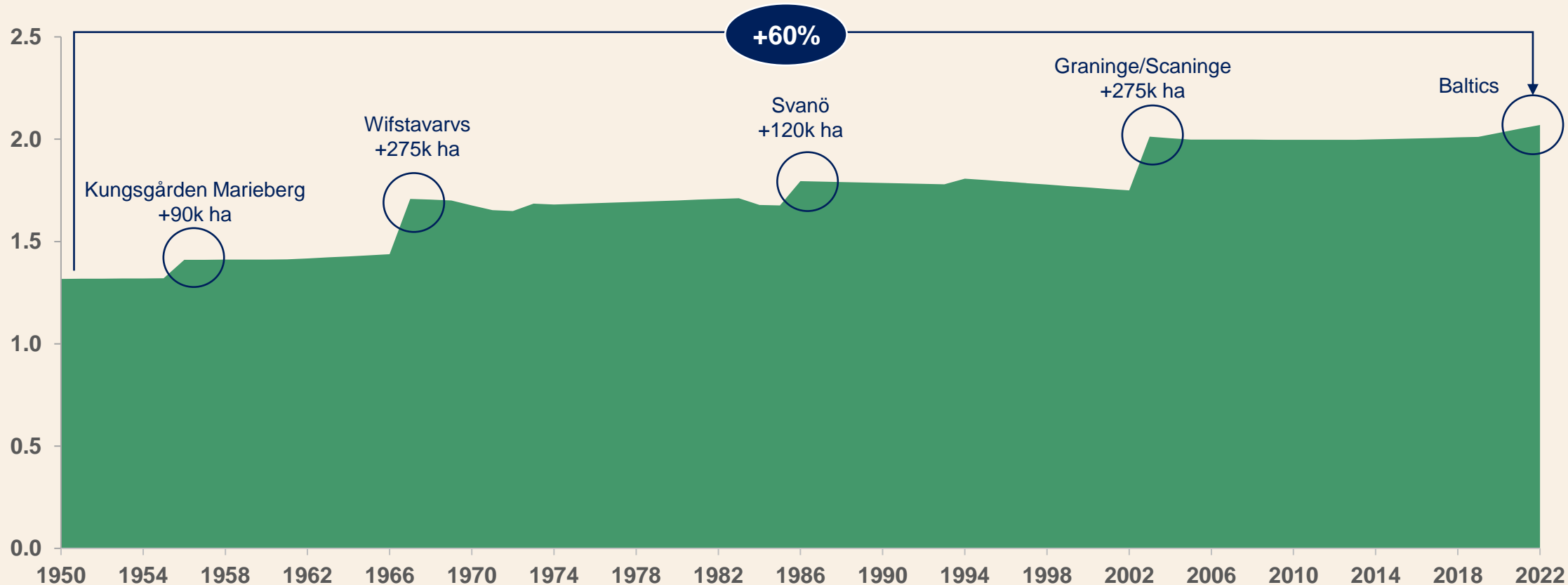


Note: Based on Tax X (2019) and current technology and practices.

# Forest acquisitions part of SCA's DNA

## Continued acquisitions of forest land in Nordics and Baltics

Productive forest land has increased 60% since 1950, million hectares productive land



# Forest land acquisitions in the Baltics

## – strengthen the fiber base for future projects

1

### Strengthen our integrated value chain

- Strengthen the raw material supply and maintain self-sufficiency level
- Competitive costs for raw material

2

### High growth

- High growth – 2.5x northern Sweden
- Stable increasing cash flow

3

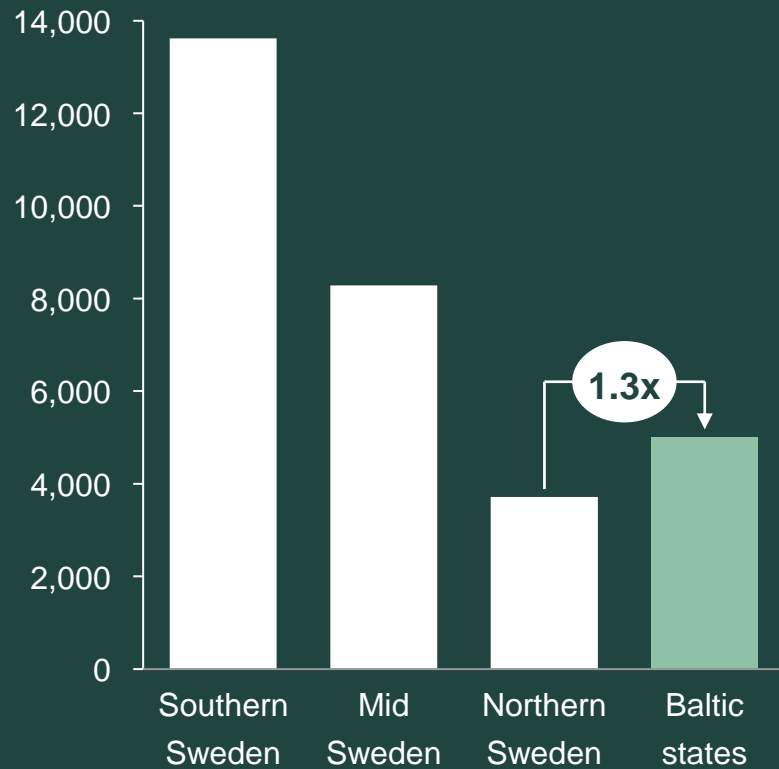
### SCA's competence and resources

- Harvesting volume and standing volume increase over time
- Competence and resources for cost efficient forestry

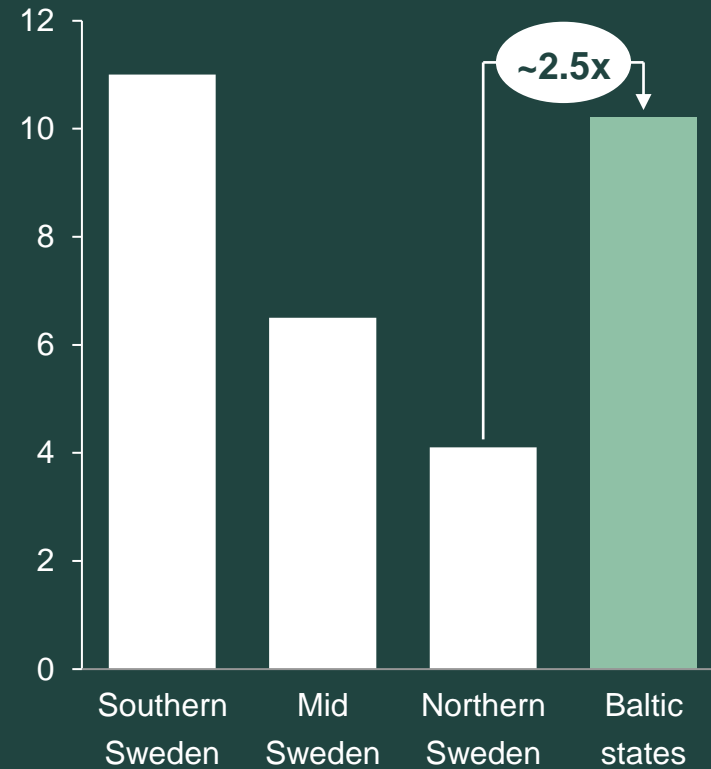


# The Baltics offer high forest growth potential

Price (EUR/ha forest land)

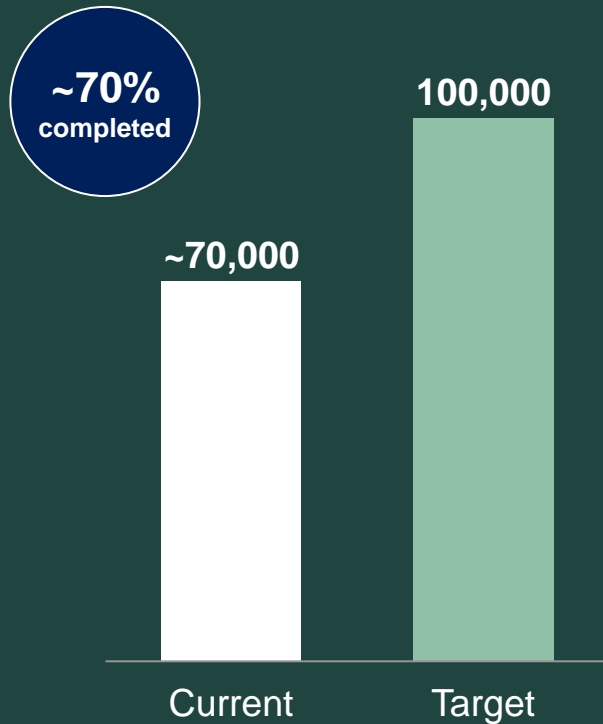


Growth potential (m<sup>3</sup>fo/ha/year)

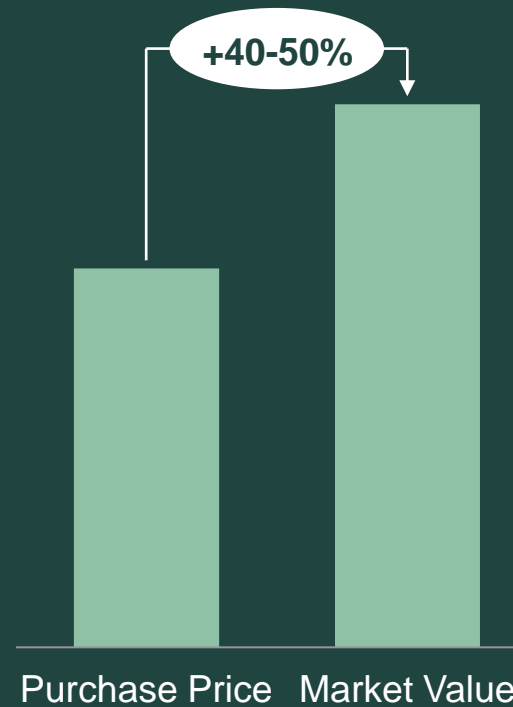


# SCA's forest holdings in the Baltics

Land in the Baltics  
(ha)



Value of forest land <sup>1</sup>  
(mEUR)



Location

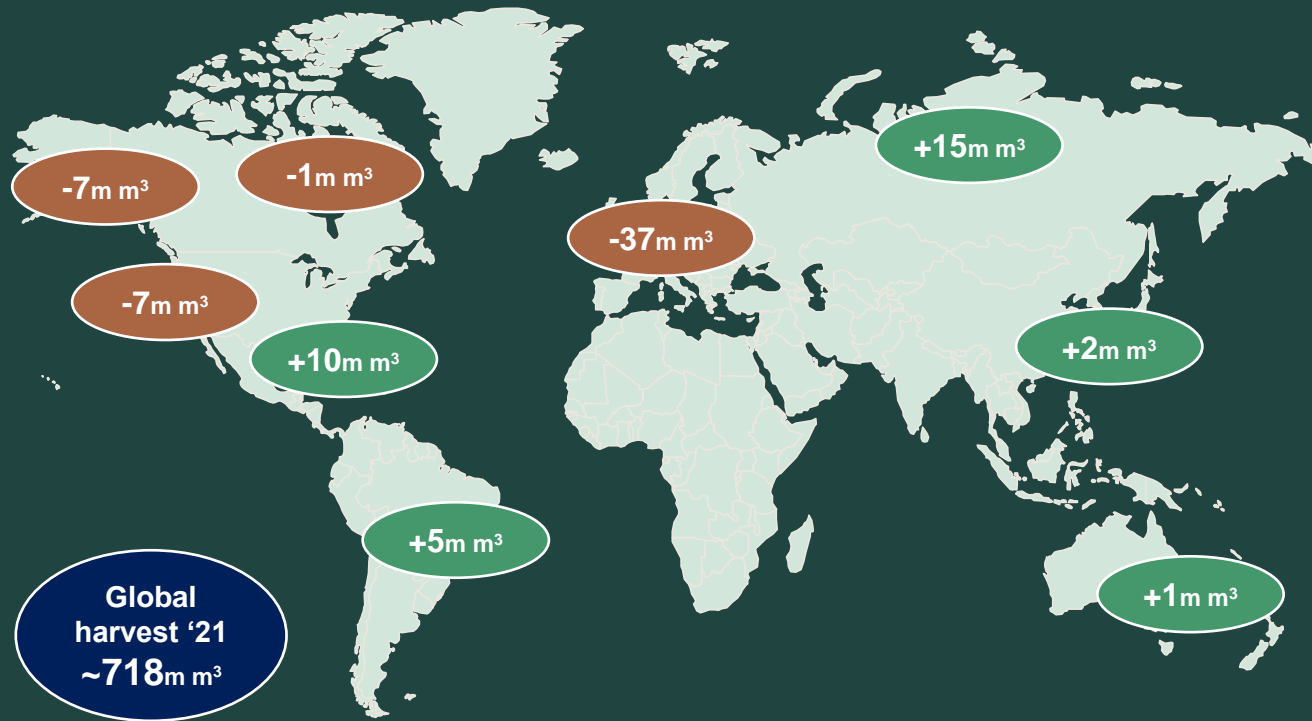


<sup>1</sup> Estimated market value 2021-12-31 based on transactions in the Baltic countries.

# Long term demand larger than supply

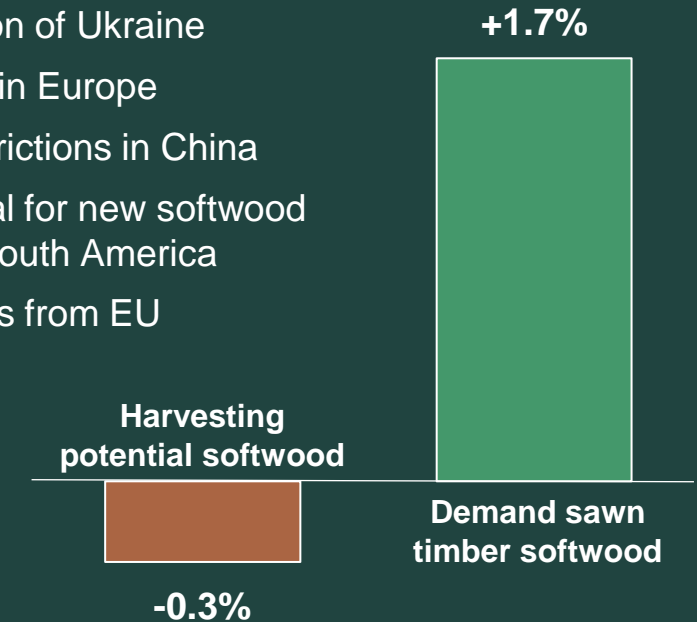
## – Forest a strategic resource for the future

Estimated change in harvesting potential 2021-2030e (softwood sawlogs)



Demand of wood products limited by supply  
CAGR 2021-2030e

- Russian invasion of Ukraine
- Insect damage in Europe
- Harvesting restrictions in China
- Limited potential for new softwood plantations in South America
- Policy proposals from EU





# Forest – strategic direction

- 1 Increase growth and harvesting while maintaining high environmental ambitions
- 2 Acquire forest that supports SCA industries
- 3 Increase the precision and quality in biodiversity conservation measures
- 4 Increase digitalization of planning, logging, forest management and timber purchasing



# Wood

# Leading European wood producer

Sales (SEKm)

6,753

EBITDA (SEKm)

2,079

EBITDA margin

31%

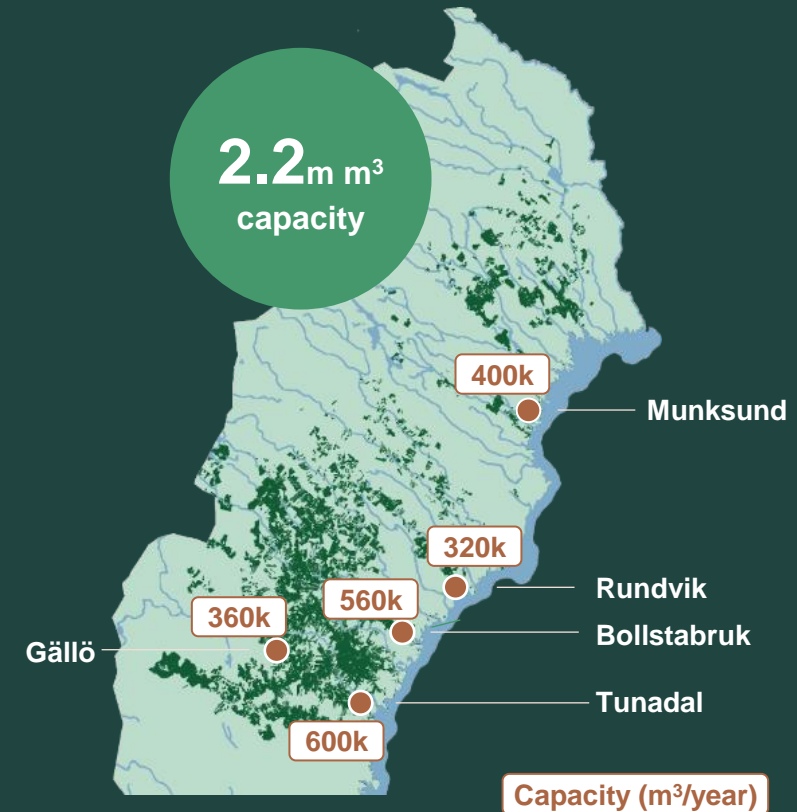
5 modern and well invested sawmills

2 painting and 5 planing facilities

Own distribution network

Focus on value added products

- Adapted wood to the further processing industry
- Distribution of finished building products to builders' merchants
- Building components to industrialized builders






# Long-term structural drivers sustain softwood demand growth


## Underlying economic drivers

 **Economic growth:** Continued increased living standard in several fast growing markets drives consumption of softwood

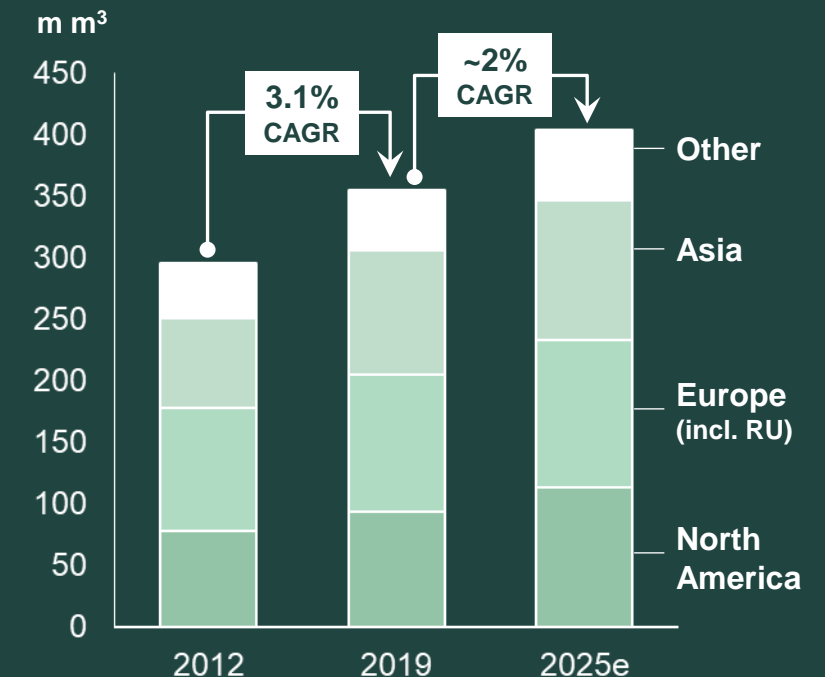
 **Building activities:** Recovery for both new build and RMI

## Softwood-specific structural drivers

 **Industrialized Building:** Increased usage of industrialized building technologies using wood solutions underpins demand for sawn timber

 **Sustainability:** Sustainability and environmental concerns supports increased wood consumption

## Strong global softwood demand



# Wood based products creates strong legitimacy for active forestry

1

## Substitution effect

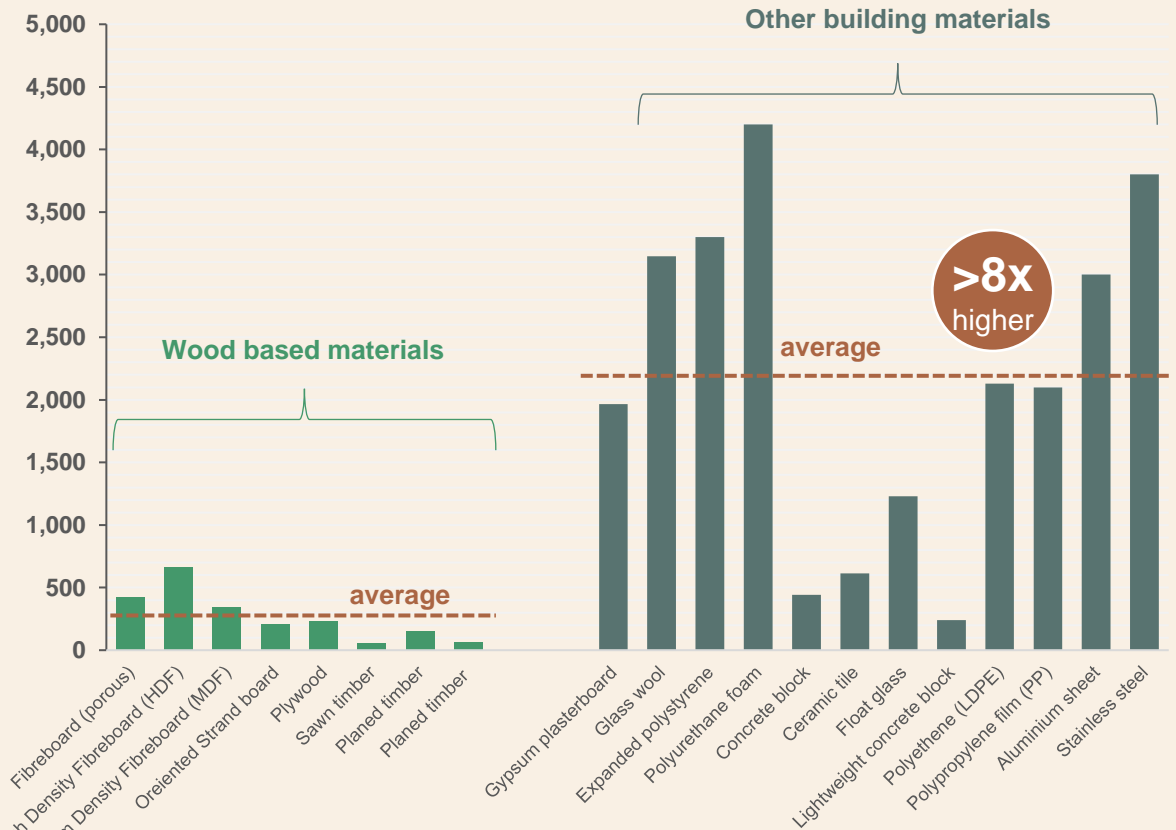
Wood is the building material that has the lowest carbon footprint thus climate effect

2

## Carbon storage

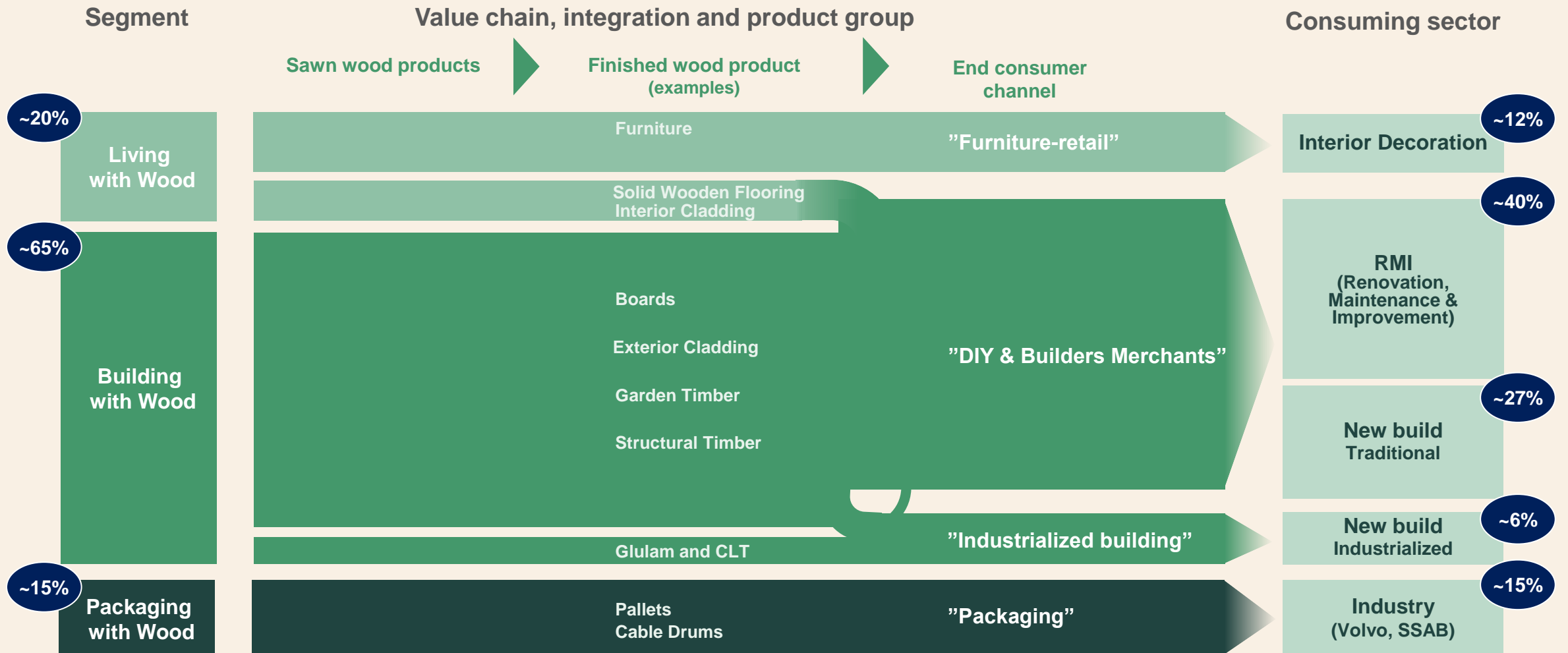
Wood based products has the longest lifecycle of all forest based products thereby looking in CO<sub>2</sub> a long time in buildings

Carbon footprint building materials (g CO<sub>2</sub>eq/kg)



Source: VTT Finland

# The Global Wood value chain

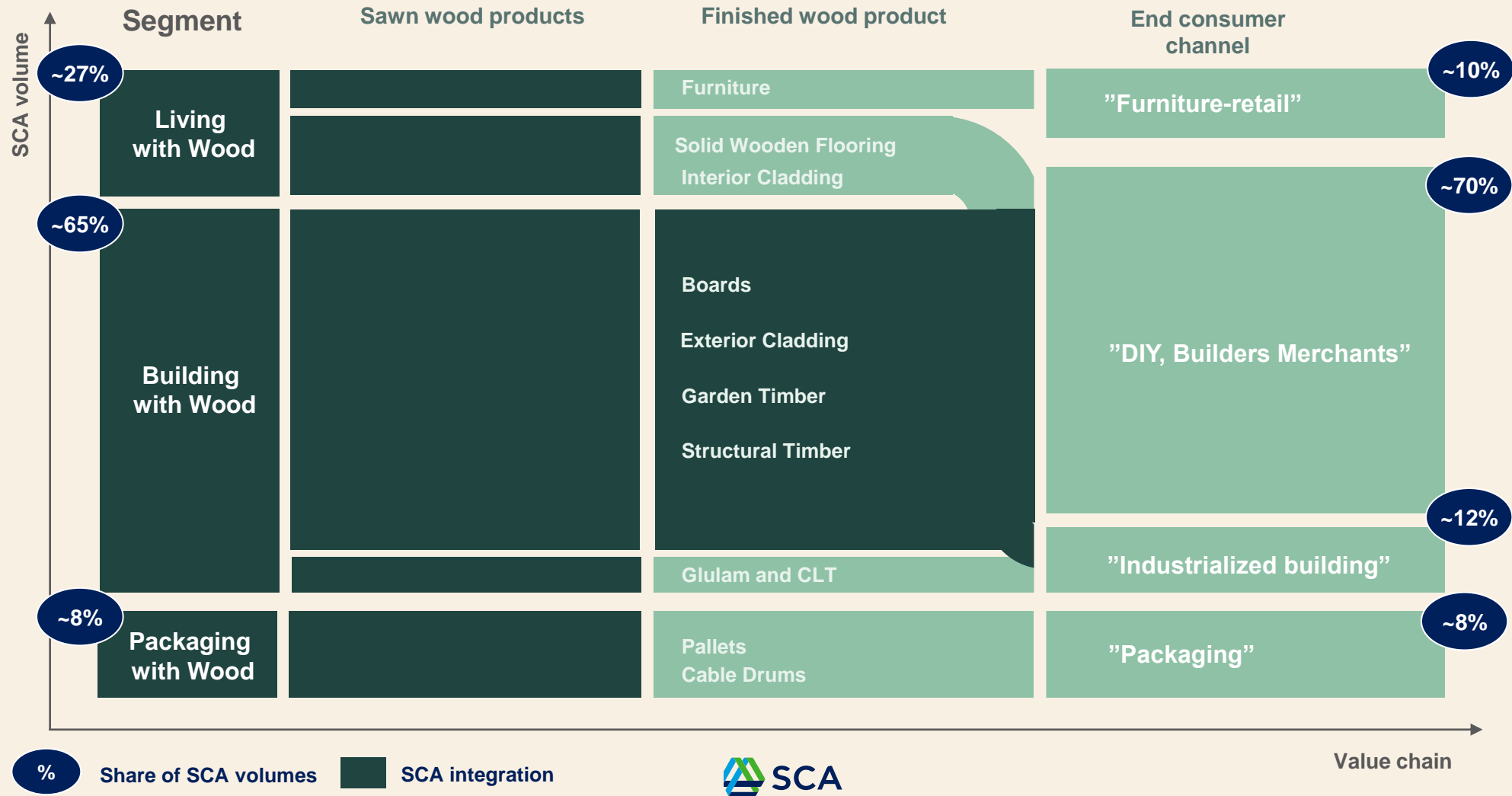


% Share of global market



# SCA's position in the global wood value chain

## Optimizing value and integration level



# Building with wood

– RMI <sup>1</sup> has the largest wood consumption and is stable

1

~75% of all softwood is used for RMI and new build

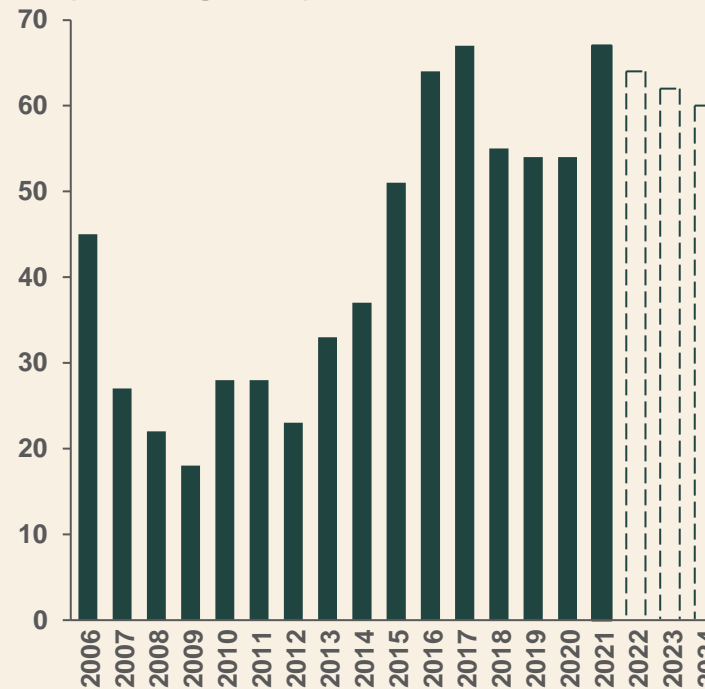
2

RMI more stable over time than new build and single largest consumer of wood

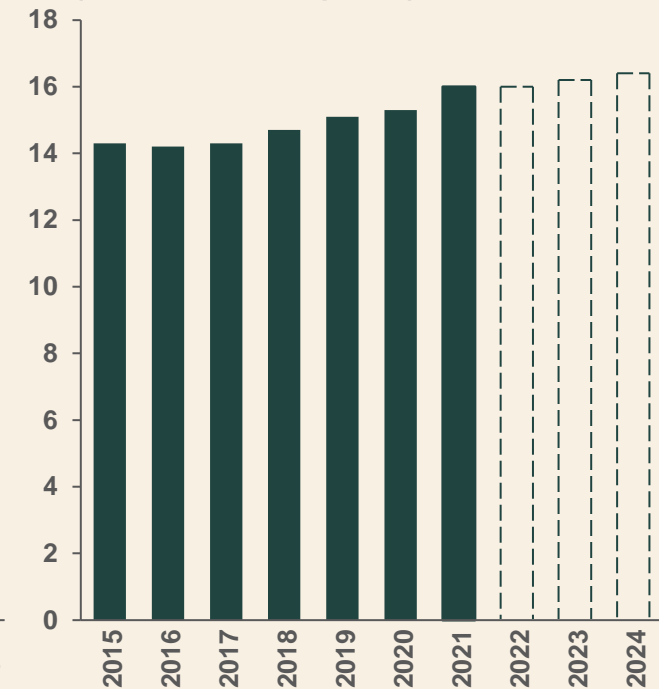


SCA focuses on delivering to the RMI sector

New builds in Sweden  
(k housing starts)



RMI in Sweden  
(k m euro at 2020 prices)



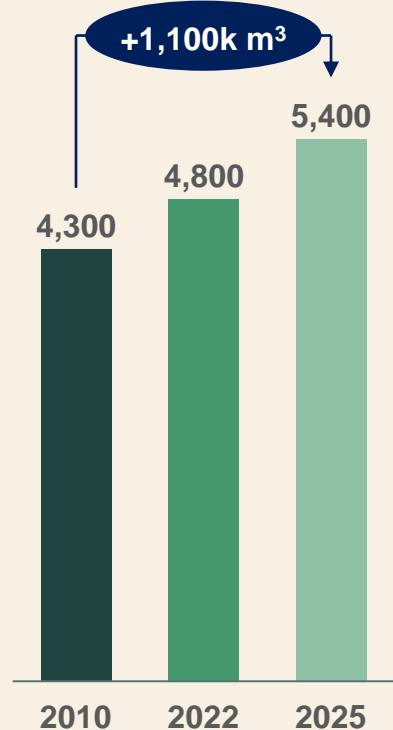
1. RMI= Renovation, Maintenance and Improvements.  
Source: Euroconstruct.

# One of the largest and most efficient sawmill operations in Europe

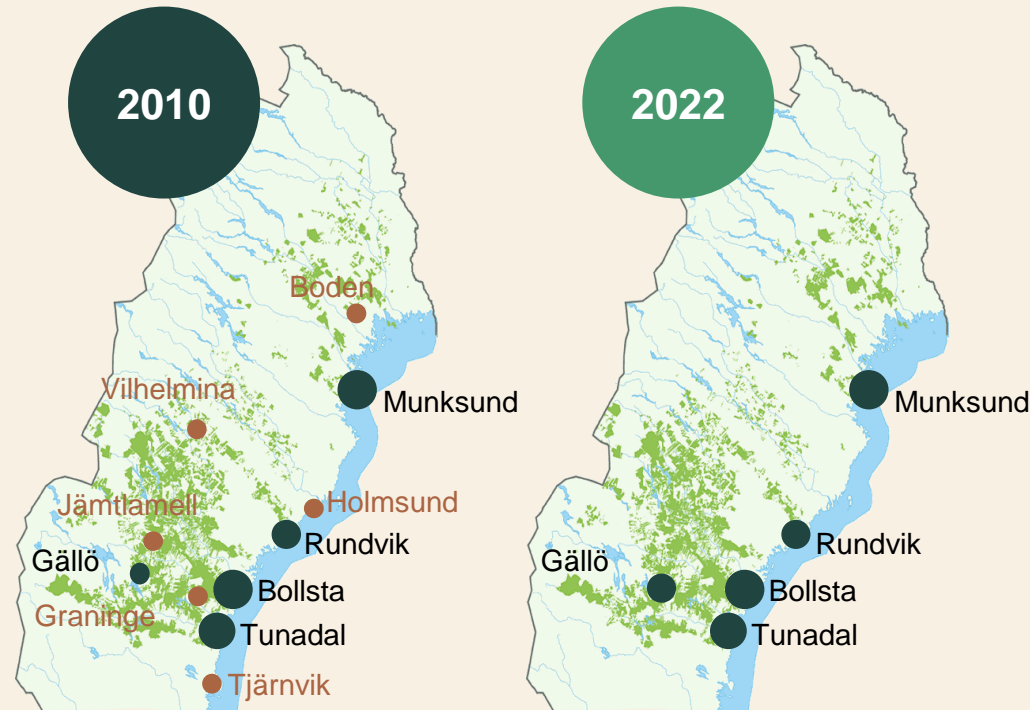
## Growing forest asset

Europe's largest private forest owner

Harvesting own forest (k m<sup>3</sup>)

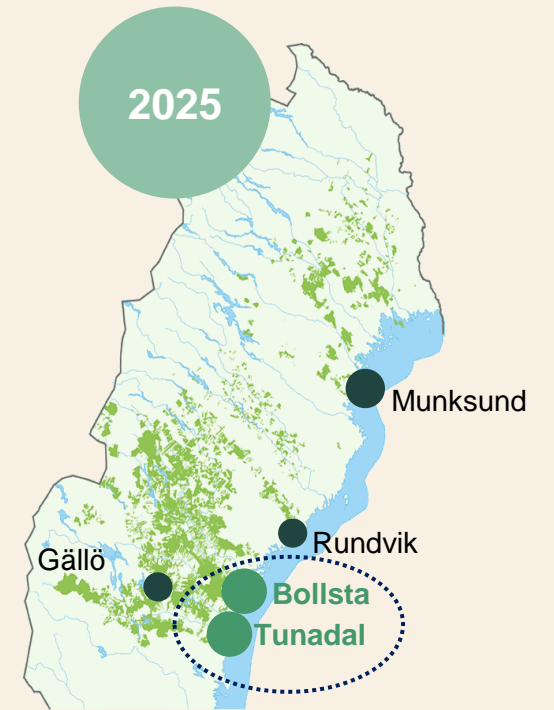


## Structural change and increased productivity



- 11 to 5 mills
- Increased productivity and cost efficiency

## State of art technology



- Mega mills
- Automation and optimization
- Value creation



# Investment in increased efficiency in Bollsta Sawmill



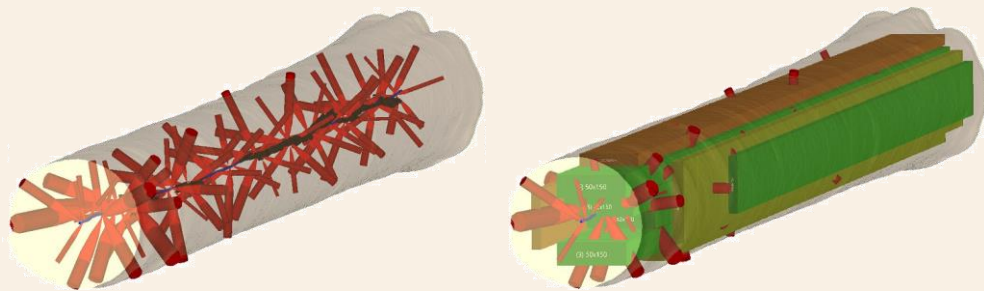
## Increased revenue from each log

- Increased raw material yield
- Optimize product value from each saw log

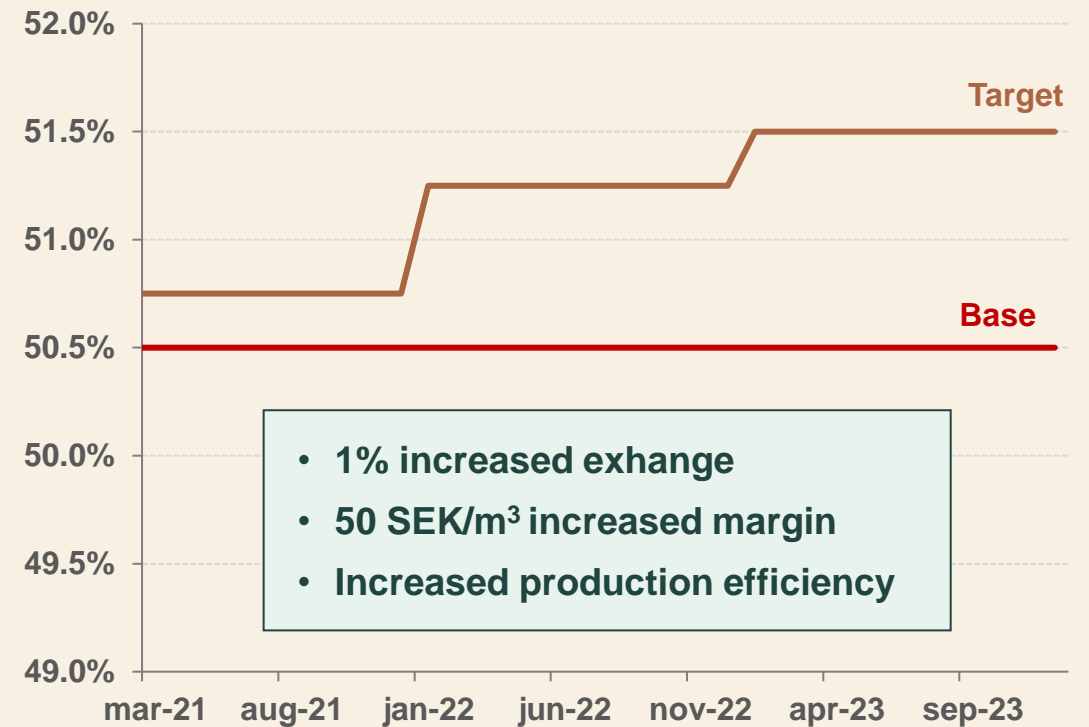


## Best available technology enables further growth

- The world's most efficient grading mill
- Potential to increase production in Bollsta to 700k m<sup>3</sup>



## Increased yield



# Wood – strategic direction

1

**Strengthen SCA's integrated value chain – sawlogs give the largest revenue from a tree**

2

**Continued profitable growth in balance with access to raw materials through:**

- Value-added and customized products
- Developing the business offering to the building-materials trade

3

**Well-invested plants with world-class efficiency and competitiveness**

# Pulp



# High quality pulp producer

Sales (SEKm)

7,209

EBITDA (SEKm)

2,961

EBITDA margin

41%

## High quality bleached softwood kraft pulp (NBSK)

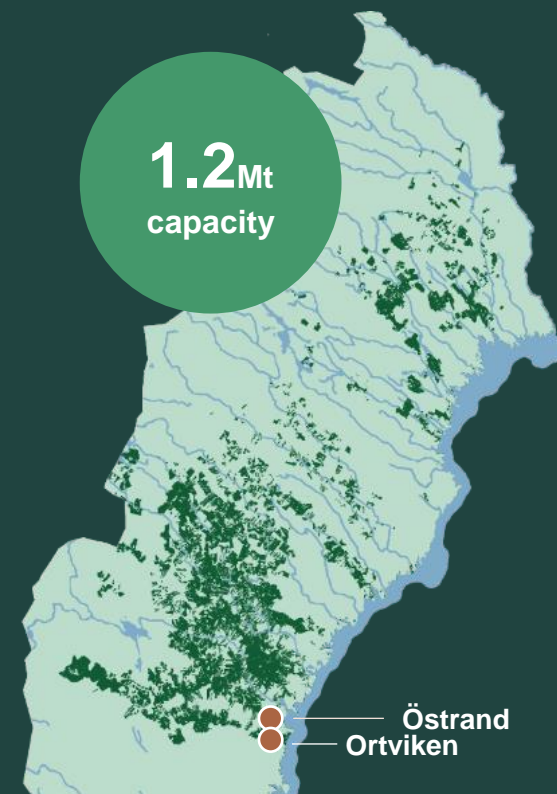
- Focus on high strength properties
- **Capacity:** 900 kt/year
- The pulp is used in tissue, packaging, publication paper and filters

## Chemical thermomechanical pulp (CTMP)

- **Capacity:** 300 kt/year (year 2025)
- New facility at Ortviken started up in Q4 2022
- The pulp is used in packaging and hygiene products

## Net producer of green electricity

- 1.2 TWh/year at full production





# SCA pulp portfolio



## NBSK

Produced by cooking wood chips in white liquor  
 Gives pulp with long, strong fibers  
 Provides high strength and brightness  
 Higher consumption of wood per tonne of pulp  
 Creates an energy surplus

## CTMP

Produced by grinding wood chips in a refiner  
 Gives shorter, stiffer fibers that provide absorption capacity, bulk and stiffness  
 Lower consumption of wood per tonne of pulp  
 No energy surplus

### Raw material

Pine and spruce (softwood)

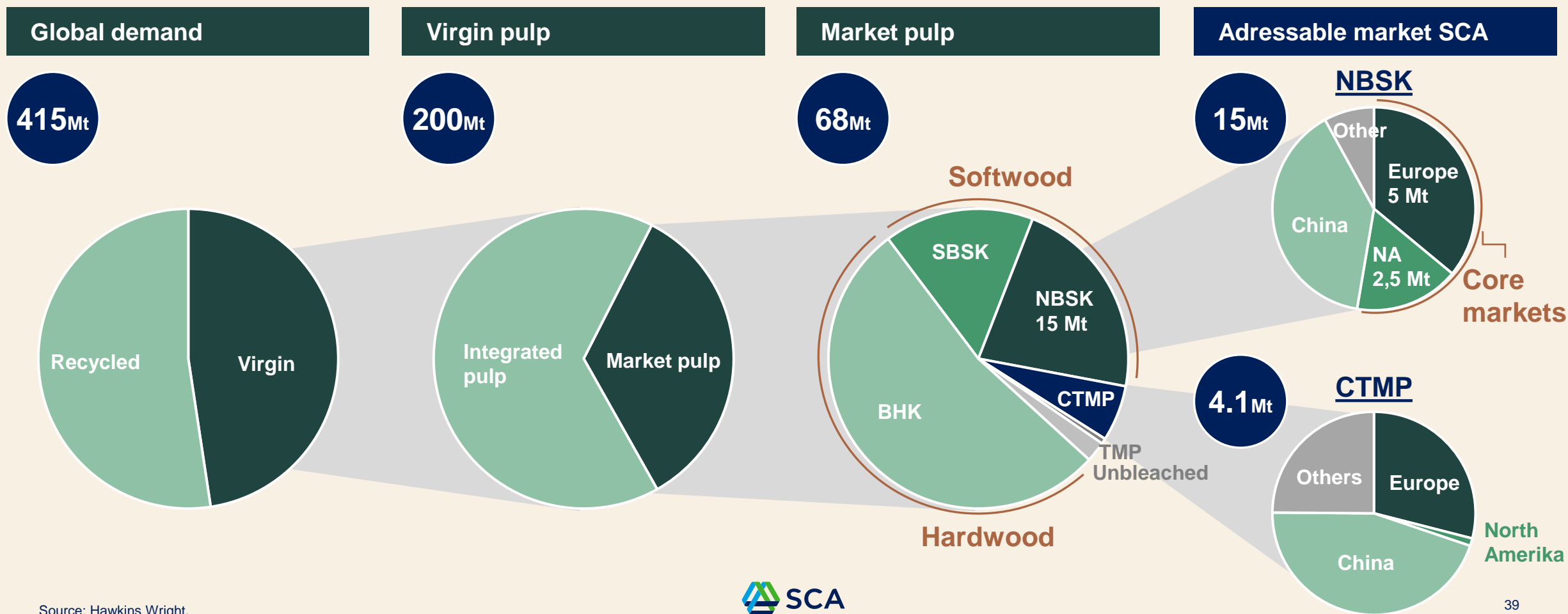
Both softwood and hardwood

### SCA capacity

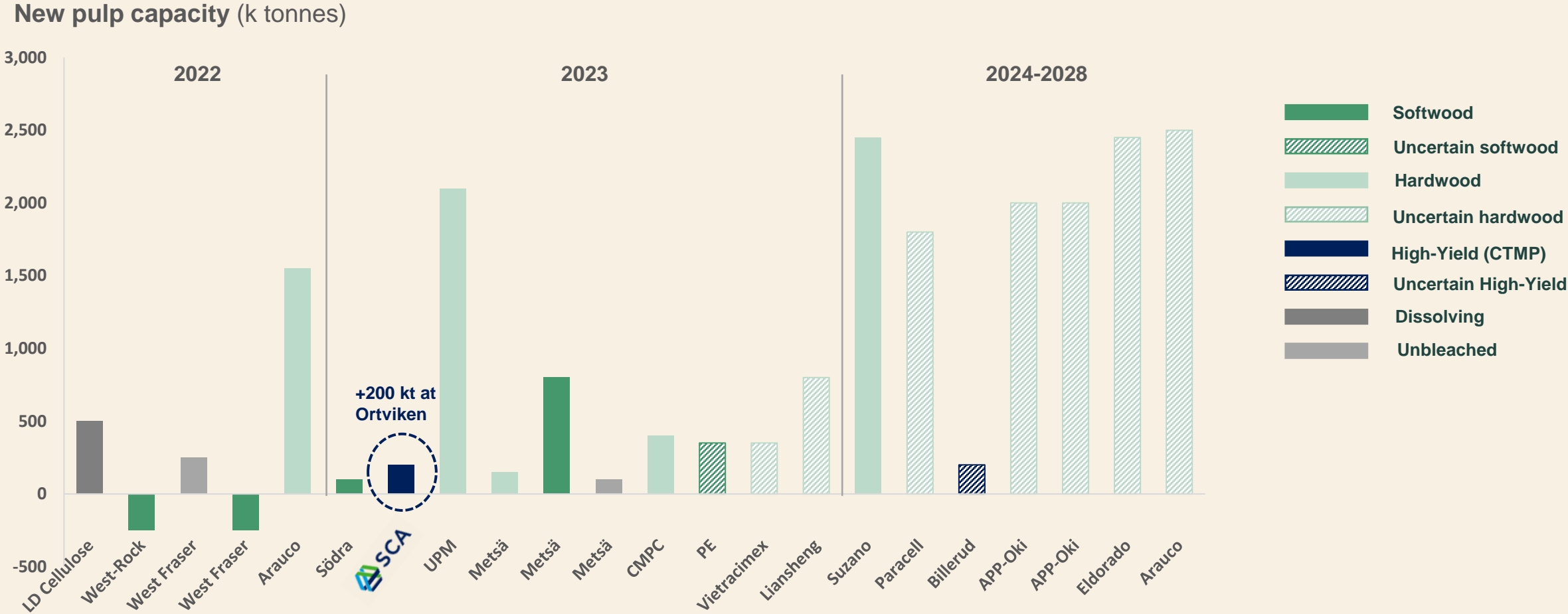
900k tonnes at Östrand

100k tonnes at Östrand (to be closed)  
 300k tonnes at Ortviken (year 2025)

# Global pulp market 70 Mt of which 20 Mt adressable for SCA



# Softwood grows with 1.0-2.0% per year, limited new capacity



Source: Brian McClay & Associates (BMA).

# World's largest NBSK pulp line

## Production began in June 2018

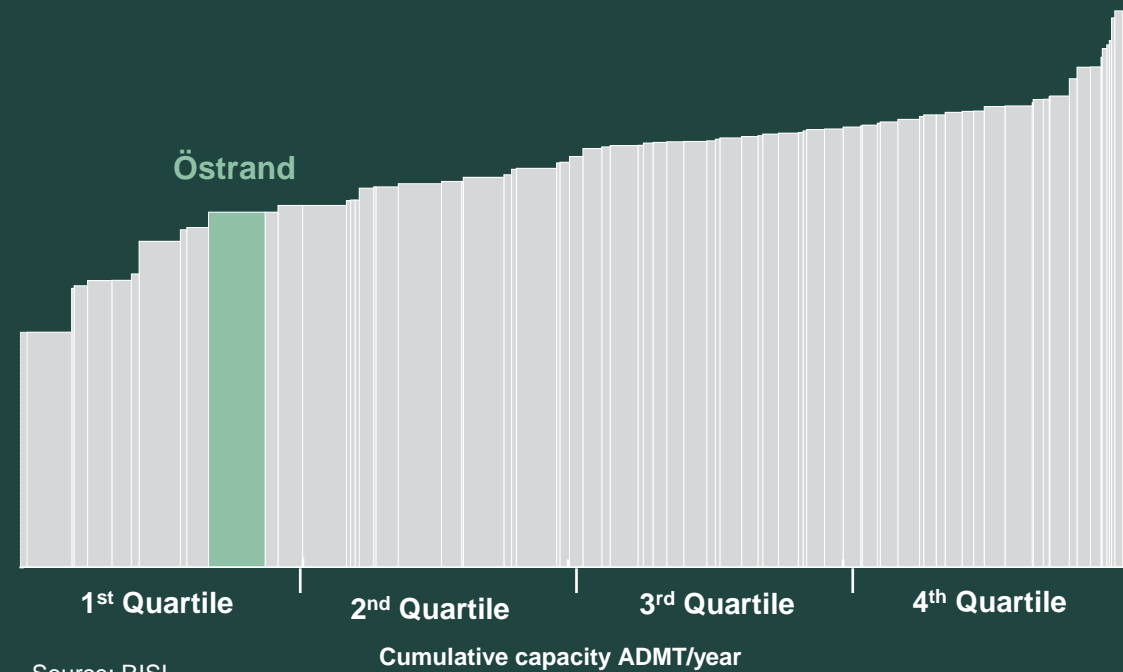
- On budget and on time

## Meets long-term demand growth

## Competitive cost position

- Doubled NBSK capacity
- Fixed cost reduction
- Improved energy balance
- Wood supply secured

Cash cost global BSK producers





# Northern Swedish fiber for premium pulp products

1

Premium strength

2

Wet strength

3

Filter application

4

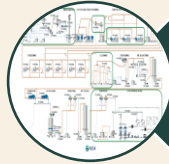
Custom-made grades



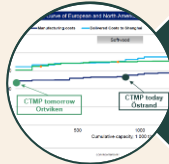
# Investment in increased CTMP production



Expanding a profitable CTMP business



Low investment per tonne



CTMP plant with global competitiveness



Improves customer product properties at lower cost



High share of growth with existing customers



# CTMP improves customer product properties at lower cost

	Product properties	Cost-cutting for customer Replaces more expensive pulp
1 Board	High bulk and bending rigidity Good smell and taste properties	Lower weight at a given strength provides a lower production cost
2 Tissue	High absorption and wet-strength	Increased absorption per kg product
3 Special products	High bulk, strength and porosity in e.g. filter products	Increased bulk. Creates strong and porous networks in the web
4 Graphic papers	High bulk and opacity	Increased paper caliper





# CTMP expansion drives profitable growth



## Scale up profitable business

- ~15% lower cash cost per tonne
- Top quartile in cost position



## Low investment per tonne

- Utilize existing modern TMP asset

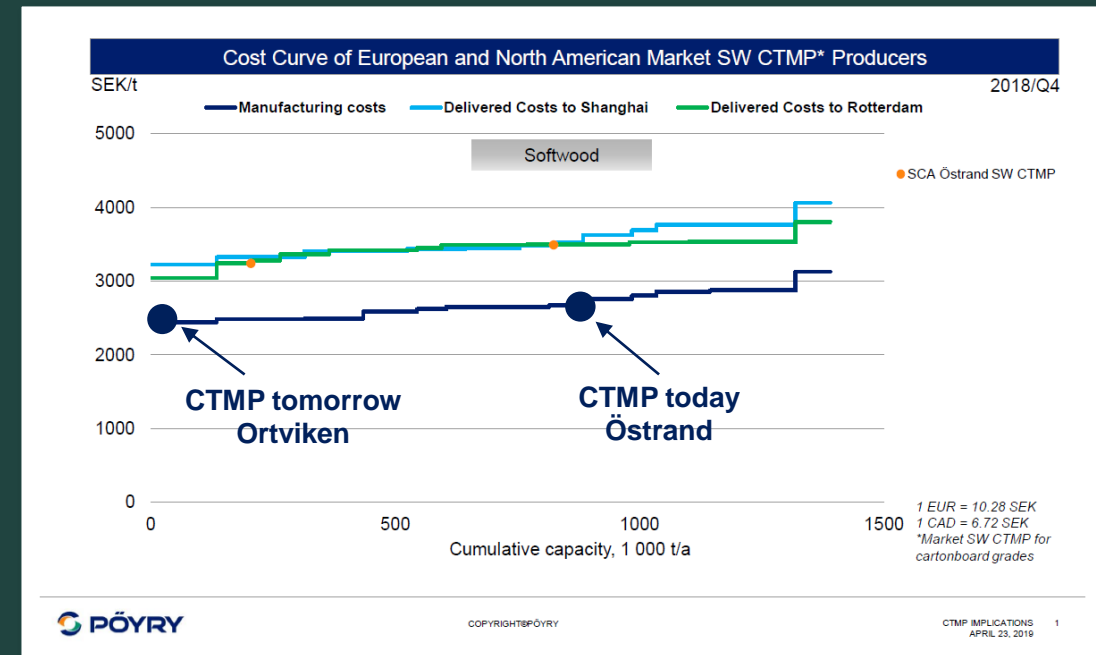


## CTMP improves customer product properties at lower cost

- Cost-cutting for customer, replaces more expensive pulp
- High share of growth with existing customers

SEK 1.45bn of capex

## Cost curve SW CTMP producers



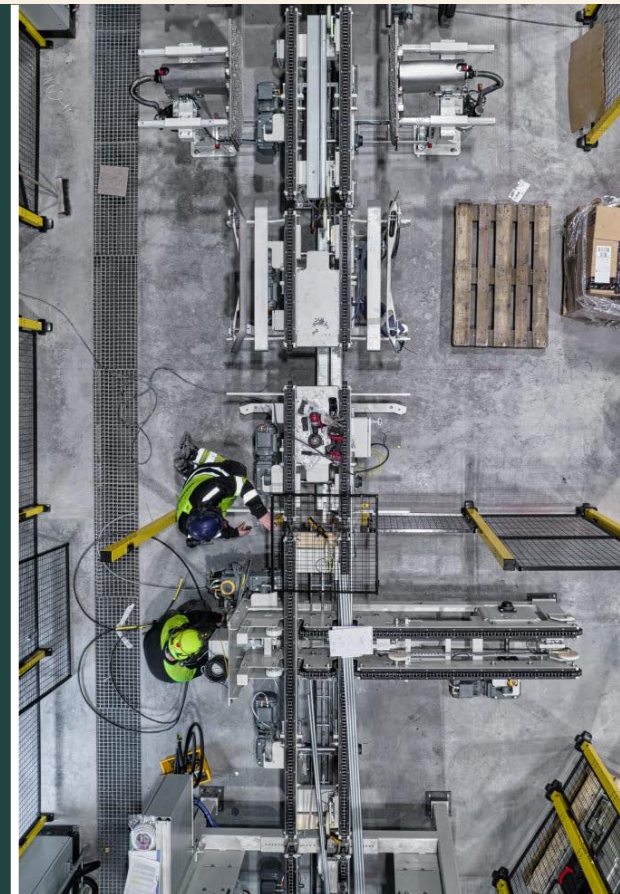
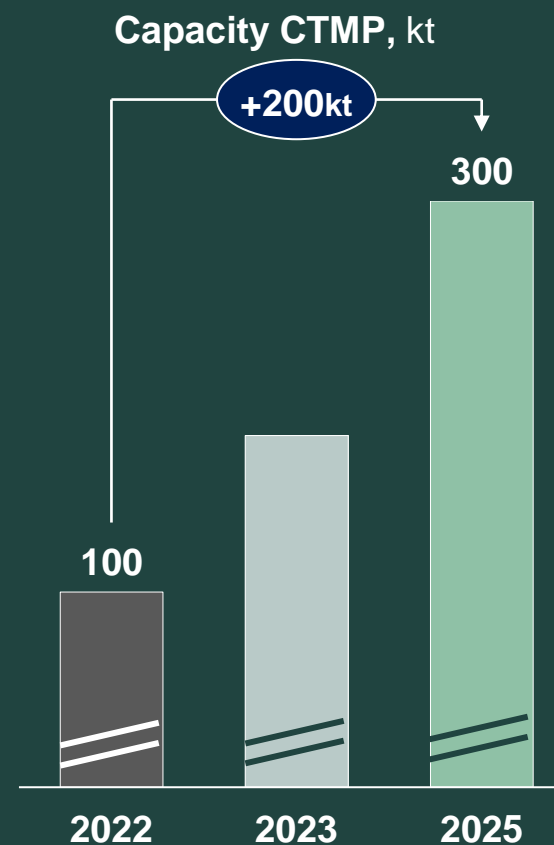
# Project status and ramp up

## Prior to time plan

- Started up end of 2022

## Robust market plan

- Mainly existing customers
- Main market Europe
- Product development in collaboration with customers



# Pulp – strategic direction

- 1 Develop the position as premium supplier – for quality and service – for tissue manufacturers
- 2 Develop a position as leading supplier of CTMP from the Ortviken site
- 3 Plan for continued expansion of the softwood kraft pulp capacity
- 4 Maximize the value of by-products such as bark, district heating, electricity, crude tall oil, lignin, methanol, turpentine, ash and sludge

# Containerboard



# Leading Kraftliner supplier

Sales (SEKm)

6,823

EBITDA (SEKm)

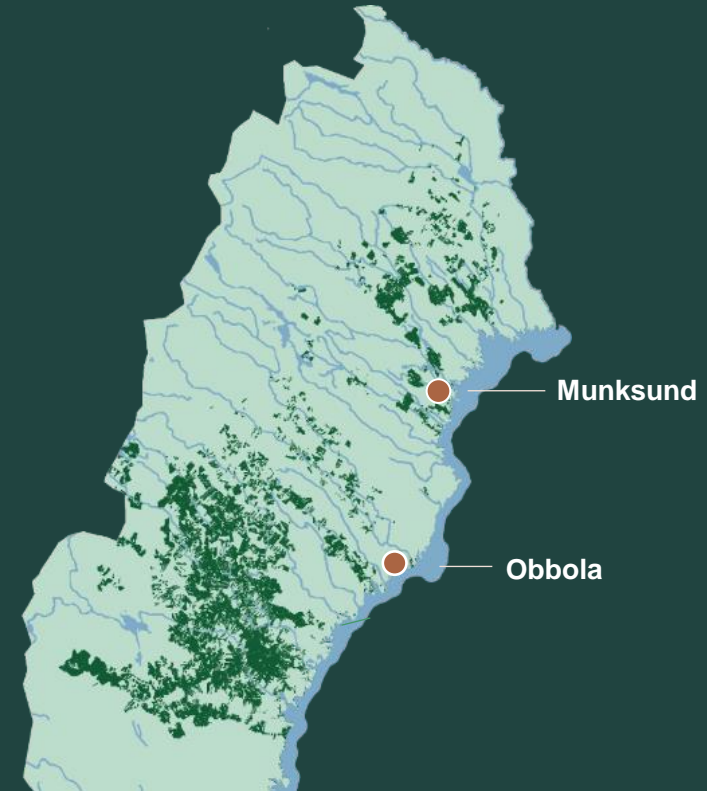
2,852

EBITDA margin

42%

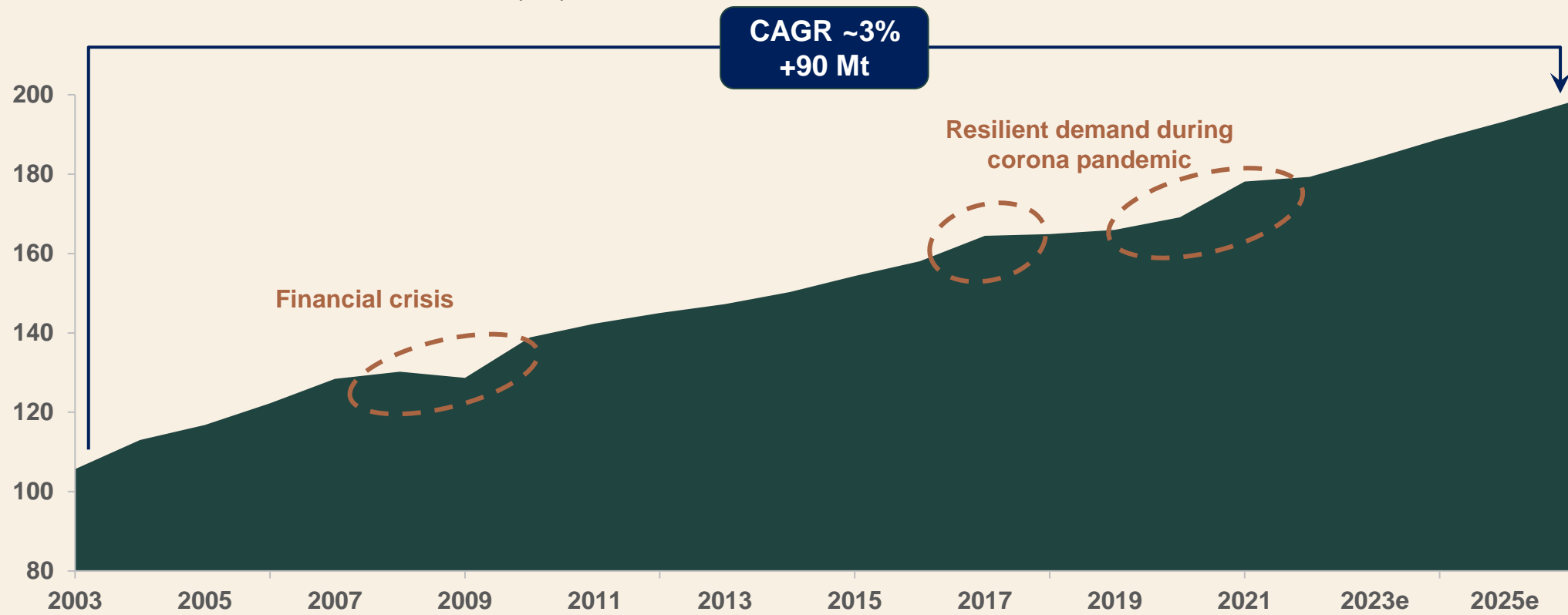
## No.1 independent producer of Kraftliner in Europe

- Strong Nordic fresh fiber for high quality packaging
- **Capacity:** 1,140 kt/year (year 2026)
- **Products:** brown and white-top kraftliner for consumer and transport packaging, including specialized heavy-duty and wet-strength grades
- New kraftliner paper machine in Obbola site with additional capacity of 275 kt/year started up end of 2022



# Discontinuities in economy effects containerboard demand short-term but long-term trend resilient

Global containerboard demand (Mt)



# Long-term structural trends drive growth

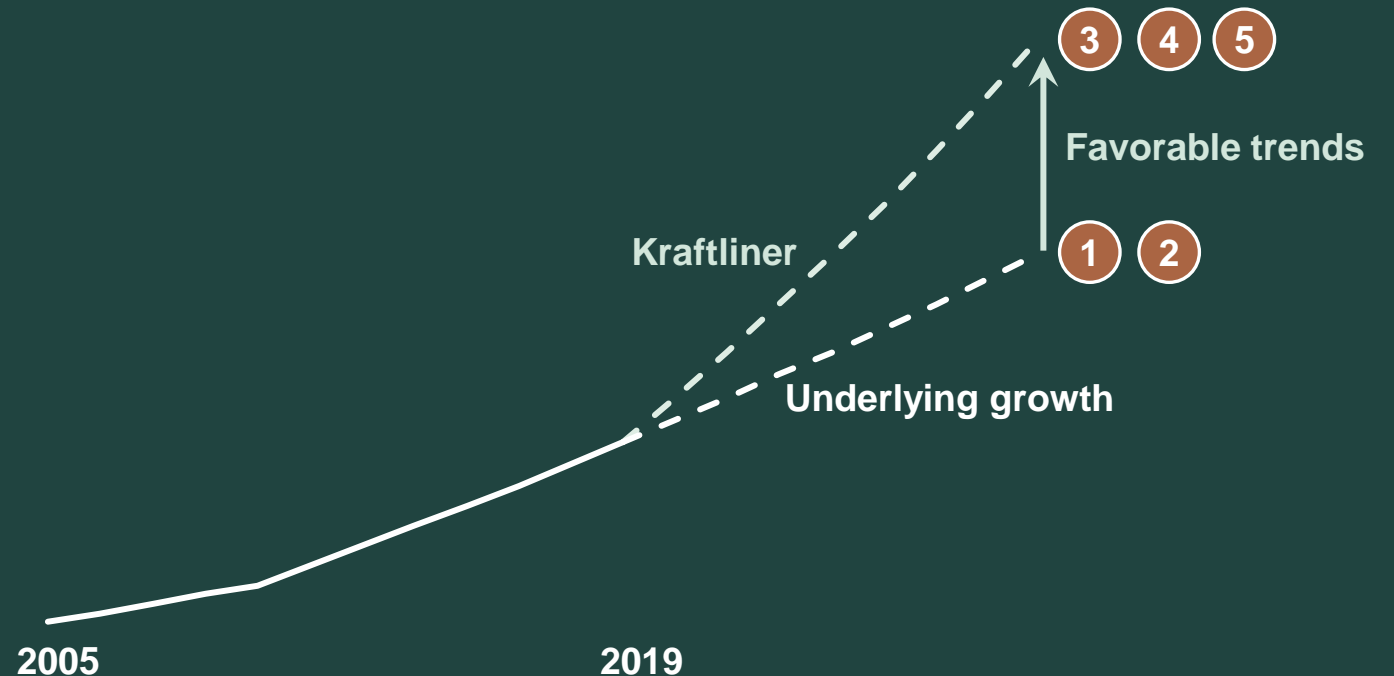
## Economic drivers

- 1 Industrial production
- 2 Consumer spending

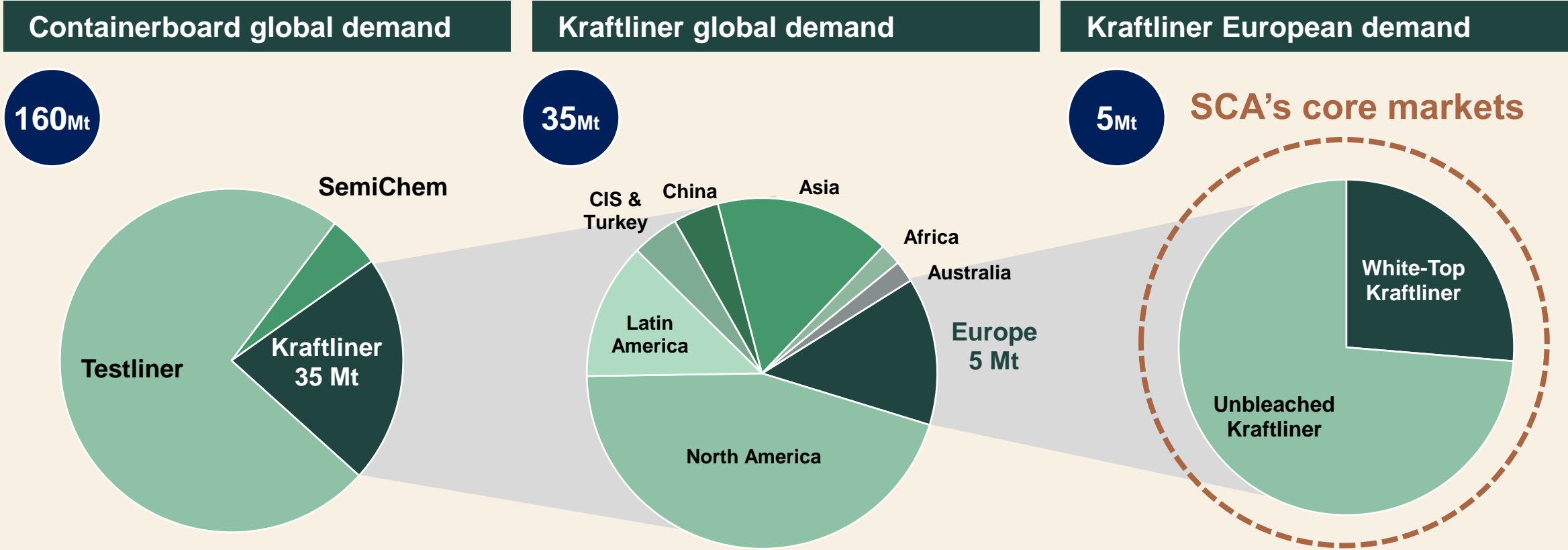
## Structural growth

- 3 E-commerce
- 4 Changes in retail
- 5 Sustainable packaging

## Kraftliner demand growth



# SCA focuses on the European kraftliner market



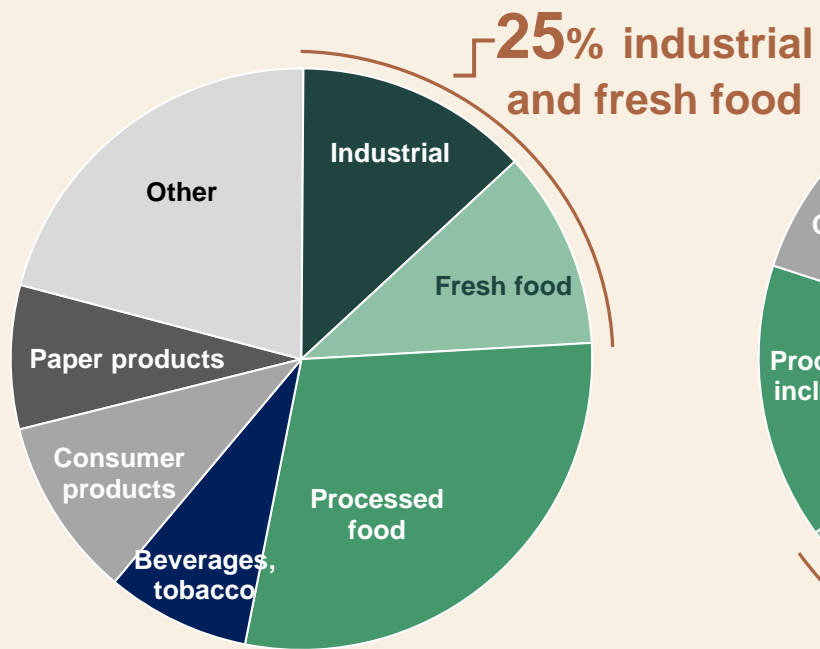
Source: Numera.  
Deliveries.



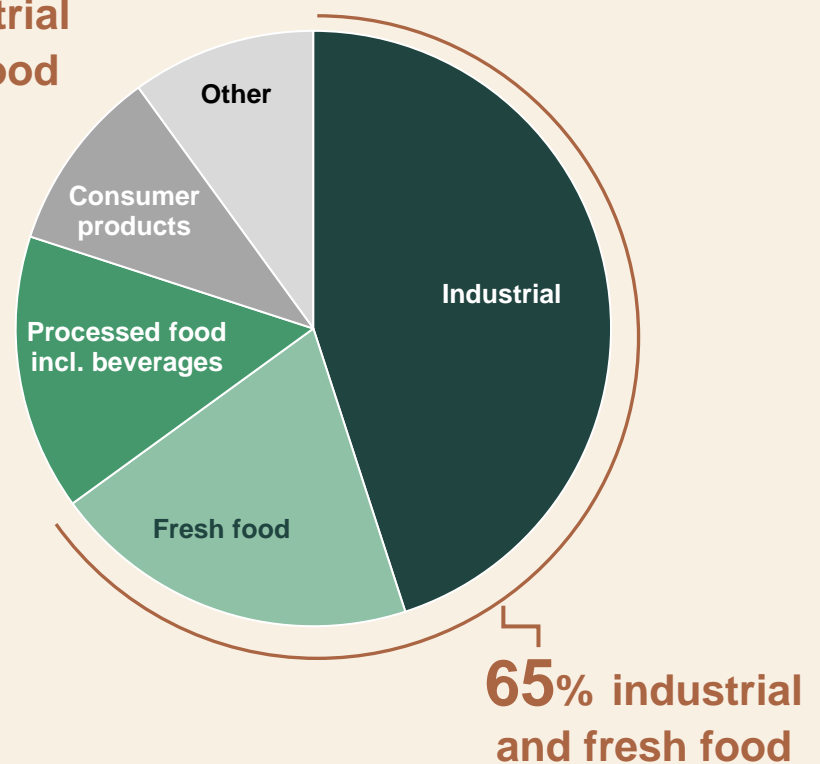
# Kraftliner for packaging that requires strength

## SCA's strong fiber suitable for kraftliner applications

Applications Containerboard

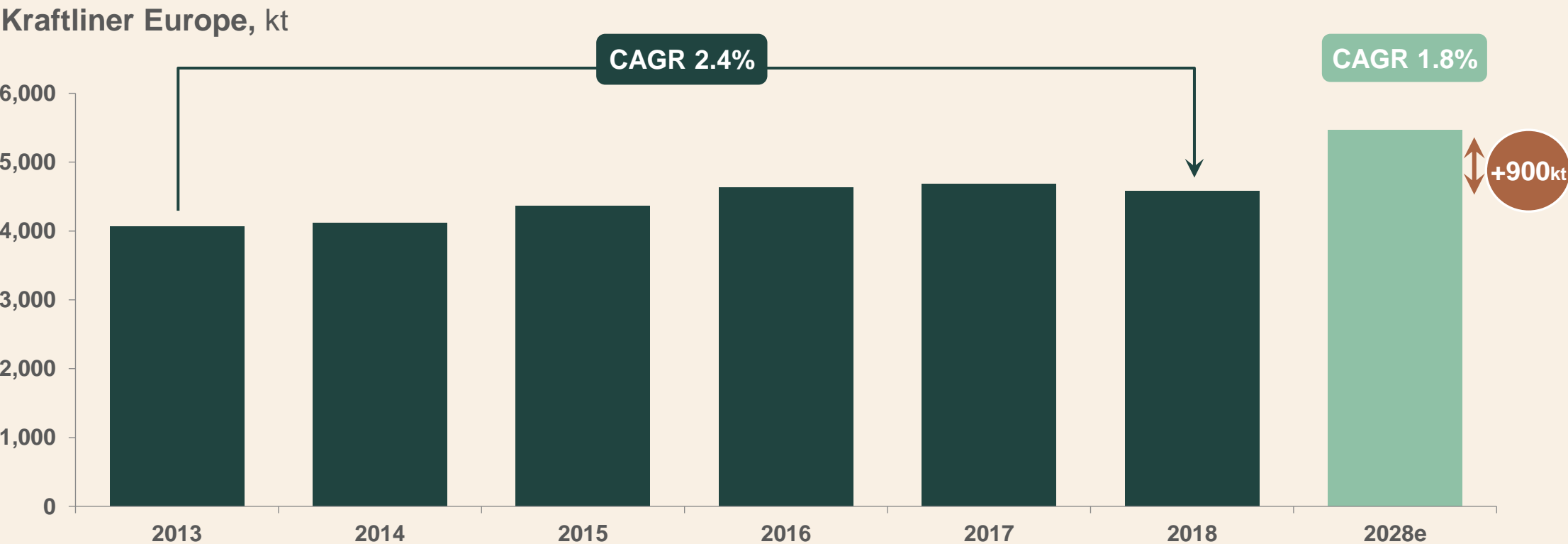


Applications Kraftliner



- 1 Climate variations in supply chain
- 2 Long distance transport
- 3 Material reduction
- 4 Food safety
- 5 Product safety

# There is a need for additional 900,000 tonnes supply in Europe from investment-decision until 2028



Source: SCA & Numera.

# Asset renewal secures long-term competitiveness



## Strengthened market leading position

- Europe's largest independent producer of kraftliner
- Increased market share



## Improved cost position

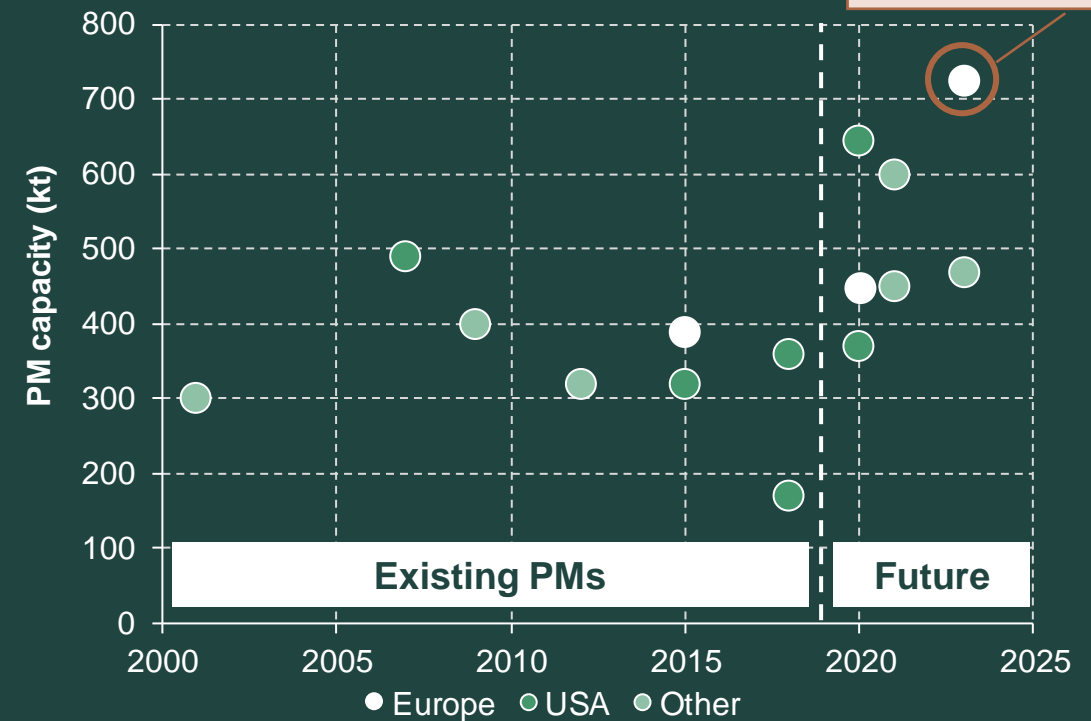
- Significantly lower indirect cost per tonne



## Best available technology with future development potential + 60 years of experience

- World's most advanced and productive kraftliner machine
  - Improved productivity for customers
  - Best in class printing surface
  - Lowest carbon footprint – fossil-free kraftliner production

New Kraftliner PM's since 2000



# Parallel start-up ensures EBITDA enhancement from start

## ✓ Parallel construction of the new paper machine ensures full production during the construction period

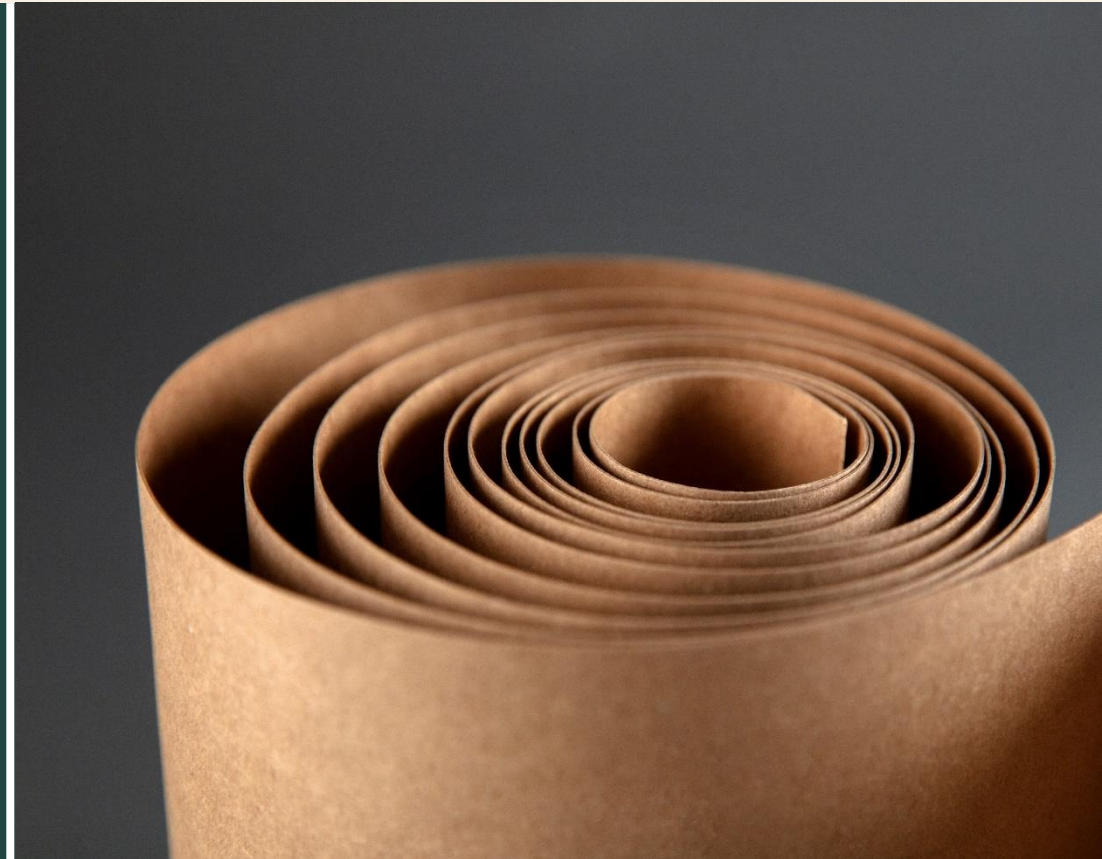
- Fiber line switched to new machine post construction
- Only a minor investment stop required

## ✓ Sequential start-up of pulp line minimizes risk

- Proven concept from the Östrand investment

## ✓ Proven project approach with an extensive pre-project

- Extensive planning and preparations
- Know-how and experience from the Östrand investment





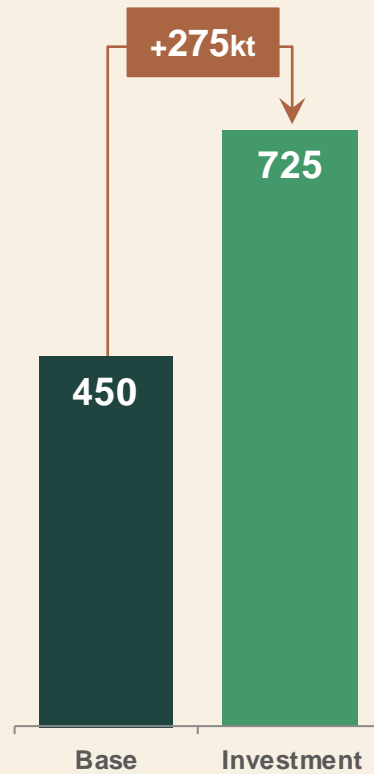
# Kraftliner expansion drives profitable growth

## We invest to secure the first 450kt and to add 275kt

Obbola investment '19-'23



Obbola production (kt)



EBITDA (SEKbn)



Profitable growth

### Most value creative alternative

#### Capex of ~7.5 SEKbn

- Life extension: ~2.5bn non-optional
- Capacity expansion: ~5.0bn optional

#### Profitable growth

- Secure current operations
- +0.8-1.0 SEKbn EBITDA assuming trend-price of 600 EUR/t

Note: Assuming kraftliner trend price of 600 EUR/t and current currency.

# Project status and ramp up

## Ahead of time plan

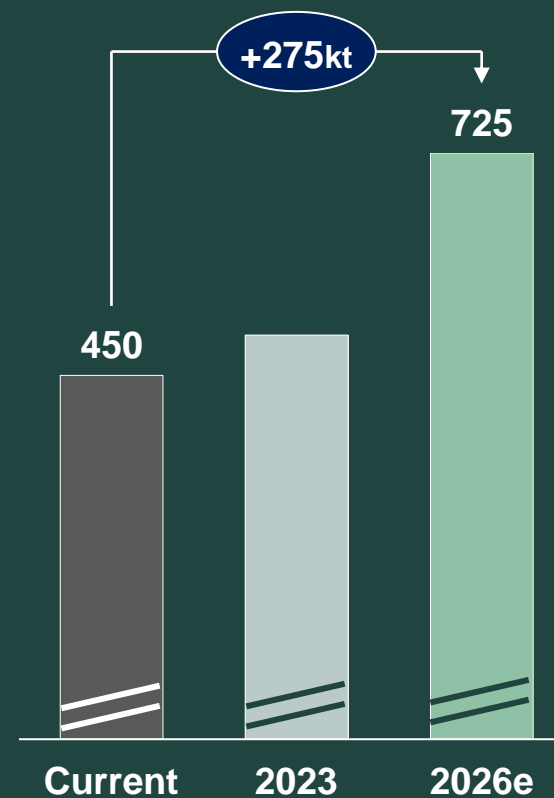
- Ramp up of paper machine, started up year-end 2022

## Ramp-up period of ~3 years

- 2026 first full year with full capacity

## Profitable during the first year of operation

Production kraftliner in Obbola, kt



# Paper – strategic direction

- 1 Ramp up kraftliner production at the new machine in Obbola paper mill
- 2 Continue the initiative to offer the market's best service and product range as an independent supplier
- 3 Continue investments in specialty products, such as white-top and wet-strength kraftliner
- 4 Develop the application of digitalization and AI for quality, competitiveness, and profitability

# Renewable energy

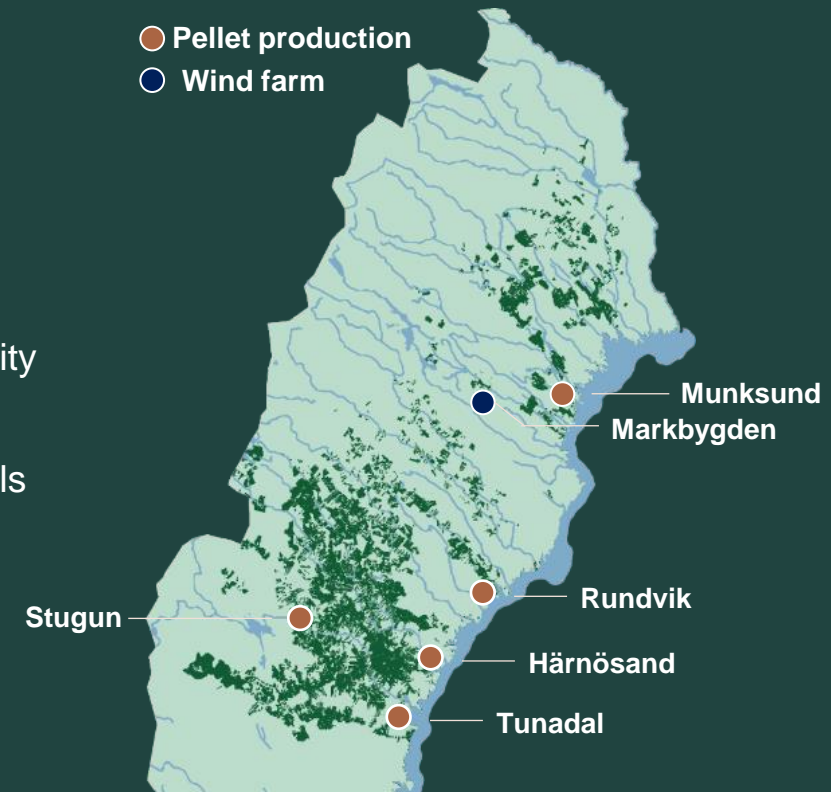


# Leading producer of renewable energy

## SCA is a leading producer of renewable energy

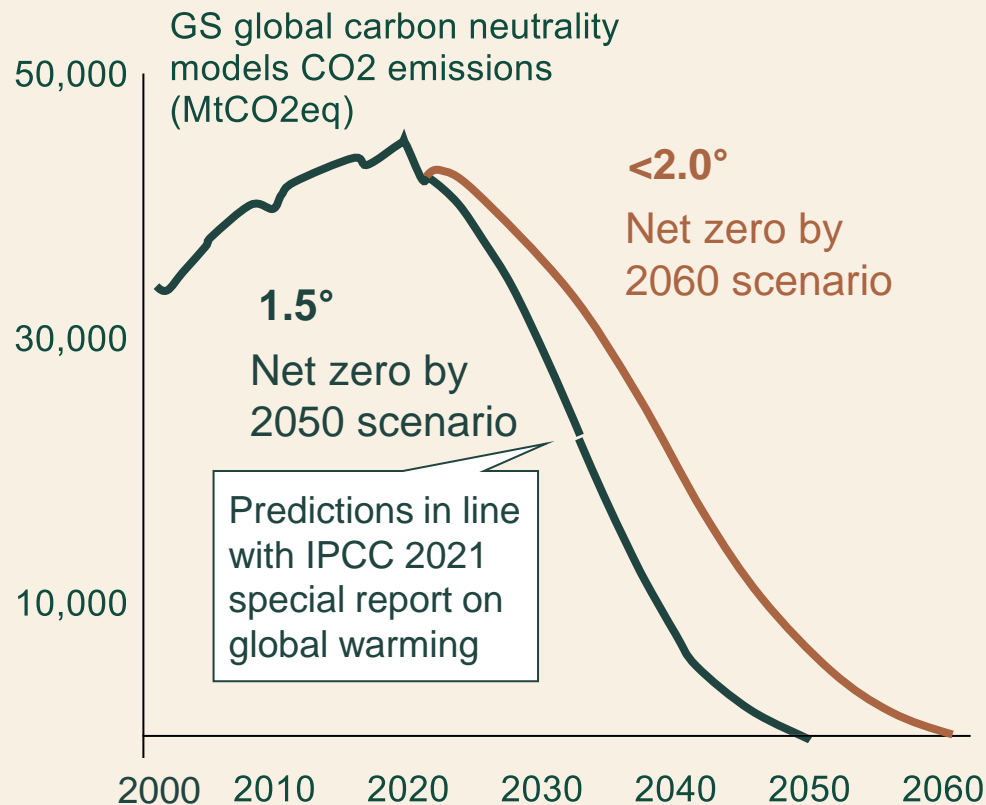
- 20% of Sweden's wind power capacity installed at SCA's land
- Leading European producer of bioenergy – annual production of 12 TWh
  - of which 9 TWh used internally
- Produces ~1% of Sweden's total electricity consumption in 2022 – 1.4 TWh green electricity
  - of which 300 GWh from own wind power
- **Products:** solid biofuels, wind power (leasing out land and own wind power), liquid biofuels (biorefinery in Gothenburg expected to start up year end 2023)

New segment from 1<sup>st</sup> of January 2023



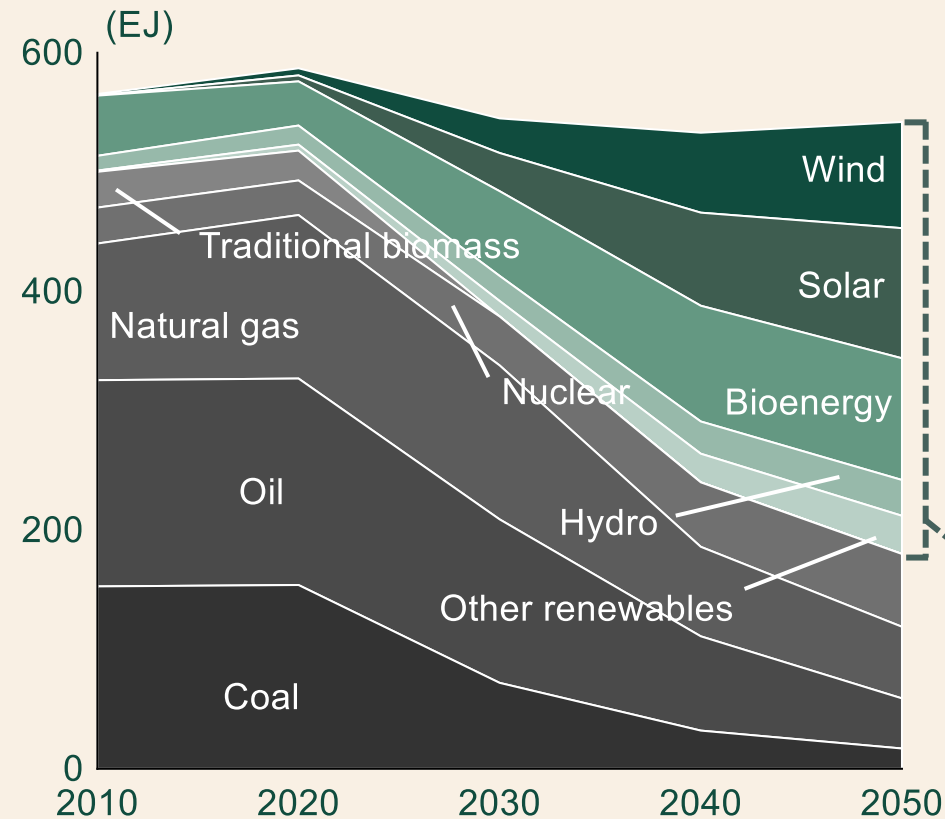
# Net Zero policy will shape demand for renewables

Global CO<sub>2</sub> emissions pathways to Net Zero



Source: Goldman Sachs, IPCC 2021, IEA 2021.

Global energy supply towards Net Zero



SCA has competitive advantages in...

➔ **1 Wind**

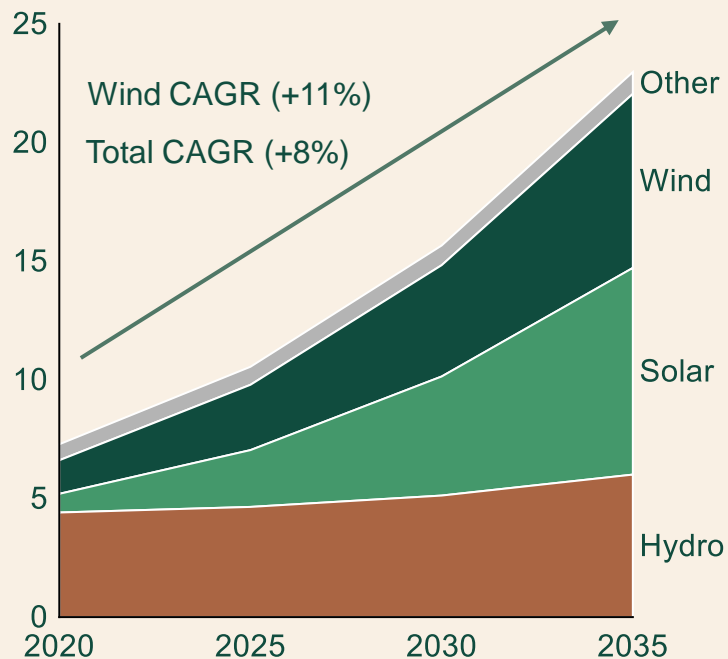
➔ **2 Biofuels**

➔ **3 Hydrogen & E-fuels**

More renewable energy enables PtX

# Renewable demand is growing significantly

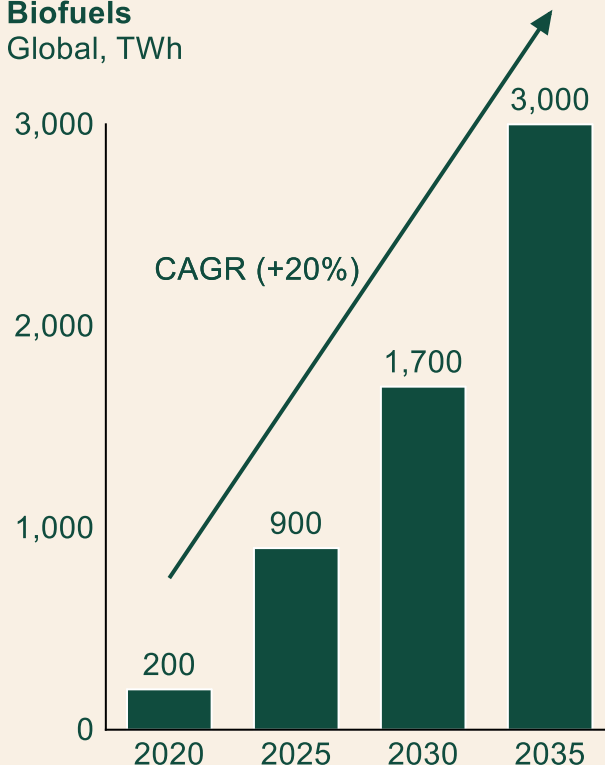
**1 Renewable electricity generation,**  
Globally by source, PWh



Drivers of growth

LV transportation,  
industry processes & heating

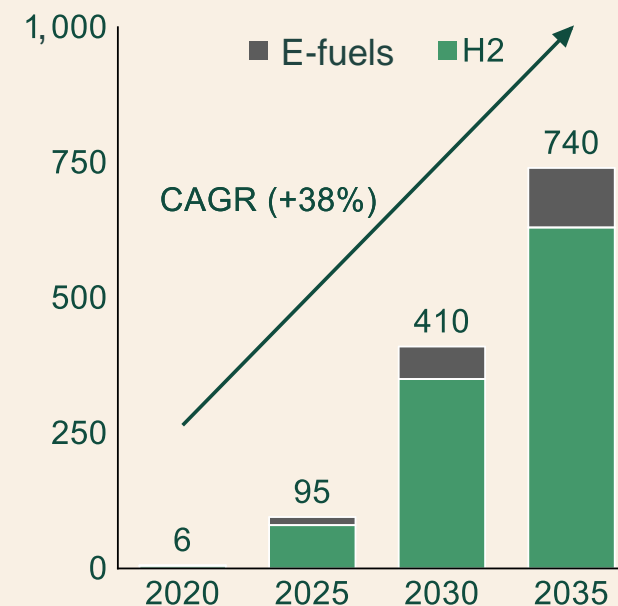
**2 Biofuels**  
Global, TWh



Drivers of growth

Aviation, maritime &  
HD transportation

**3 Renewable hydrogen and E-fuels**  
Global consumption, Mt



Drivers of growth

Industrial feedstock, maritime,  
aviation & HD transportation



# SCA uniquely positioned to capitalize on transformation towards renewables



## Wind power

**Ownership of land** with good wind conditions

Current **land lease agreements**

**Experience** from co-developing ~10 projects



**20% of Swedish wind power** on SCA land



## Biofuels

Access to sustainable **biomass feedstock**

Existing **infrastructure**

**Relation** to key technology suppliers and partners



Entering 100kt liquid bio **JV with St1**



## E-fuels

Access to **low-cost renewable energy**

Access to **biogenic CO<sub>2</sub>**

**Competences** from running large scale processing plants



Future project opportunities **at all of our mills**



# SCAs wind strategy for profitable growth

Working with three different business models to create maximum value

	Wind electricity producer	Project development	Land lease
Value creation	<ul style="list-style-type: none"><li>• High degree of self sufficiency in electricity</li></ul>	<ul style="list-style-type: none"><li>• Own project development on SCA land<ul style="list-style-type: none"><li>– For sale or own investment</li></ul></li></ul>	<ul style="list-style-type: none"><li>• SCA leases out land areas well-suited for electricity production</li></ul>
Position today	<ul style="list-style-type: none"><li>• 0.2 TWh today, 0.5 TWh including Fasikan (2026)<ul style="list-style-type: none"><li>– 100% self sufficiency</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Own pipeline</li><li>• Partnership with established project developers</li></ul>	<ul style="list-style-type: none"><li>• 20% of Sweden's wind power on SCA land</li></ul>

# SCA grows in wind power

Invests in wind power project and secures high degree of self sufficiency

**Wind power investment of SEK 1.7 bn**

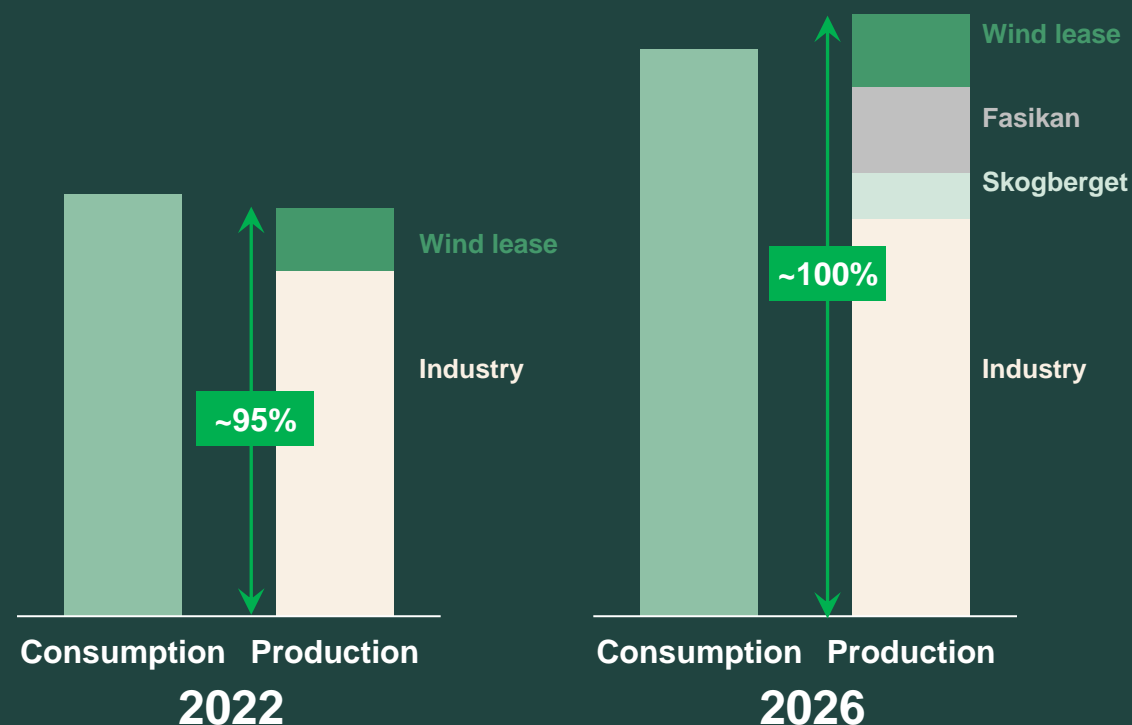
**100% degree of self sufficiency in electricity**

- Production capacity of 0,33 TWh/year fully located on SCA land

**Expected start up beginning of 2026**

- 15 turbines with installed effect of 105 MW

**Good wind conditions and 240 meters tip heights gives very low production cost**



# SCA is a leading producer of solid biofuels

**Yearly pellets production of 350 k tonnes**

- ~20% market share in Sweden

**2,0 TWh external deliveries of wood pellets and unrefined residual products**

- Customers mainly in Northern Sweden and Europe

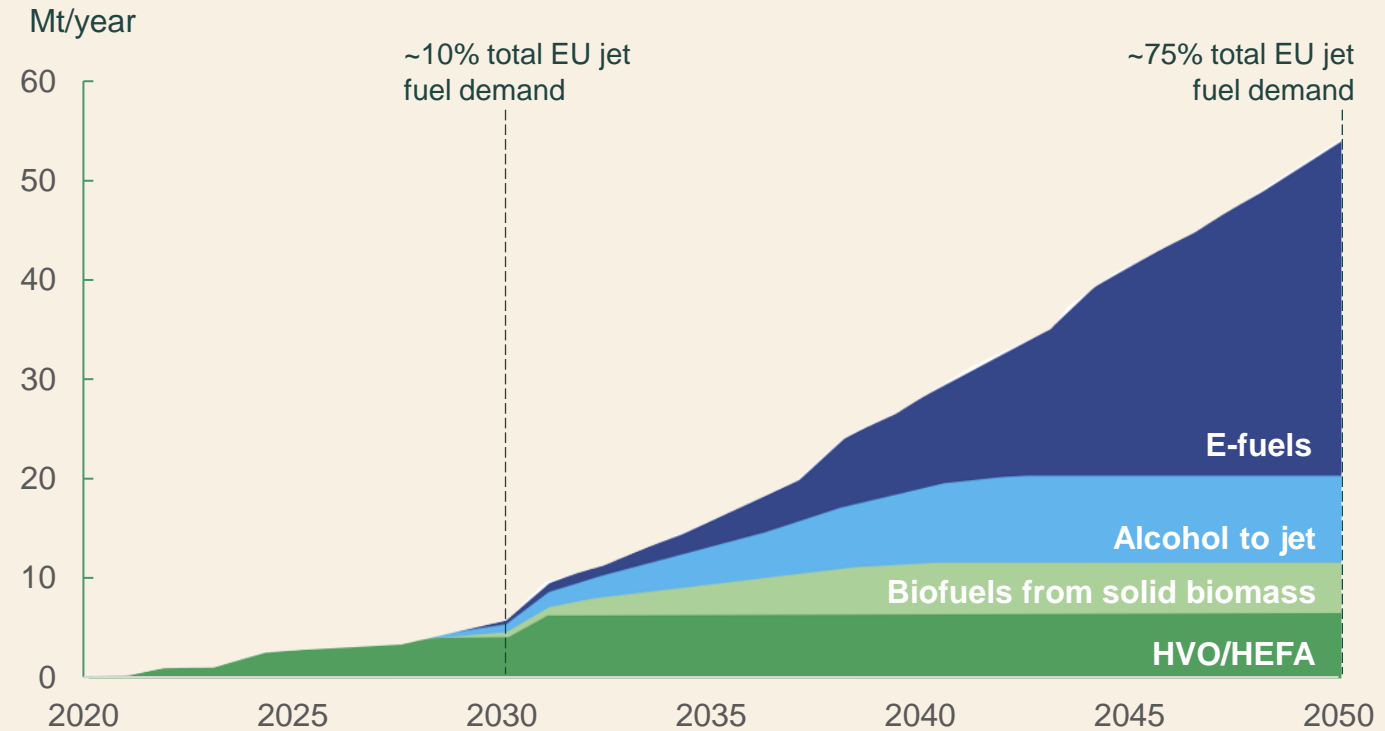
**Maintained leading position in Northern Sweden enables future transition towards liquid biofuels**



# The market for renewable liquid fuels is expected to grow

- 1 Greenhouse gas reduction quotas will increase as Europe redirects
- 2 Available biomass will not be sufficient
- 3 Access to renewable carbon dioxide and renewable electricity crucial

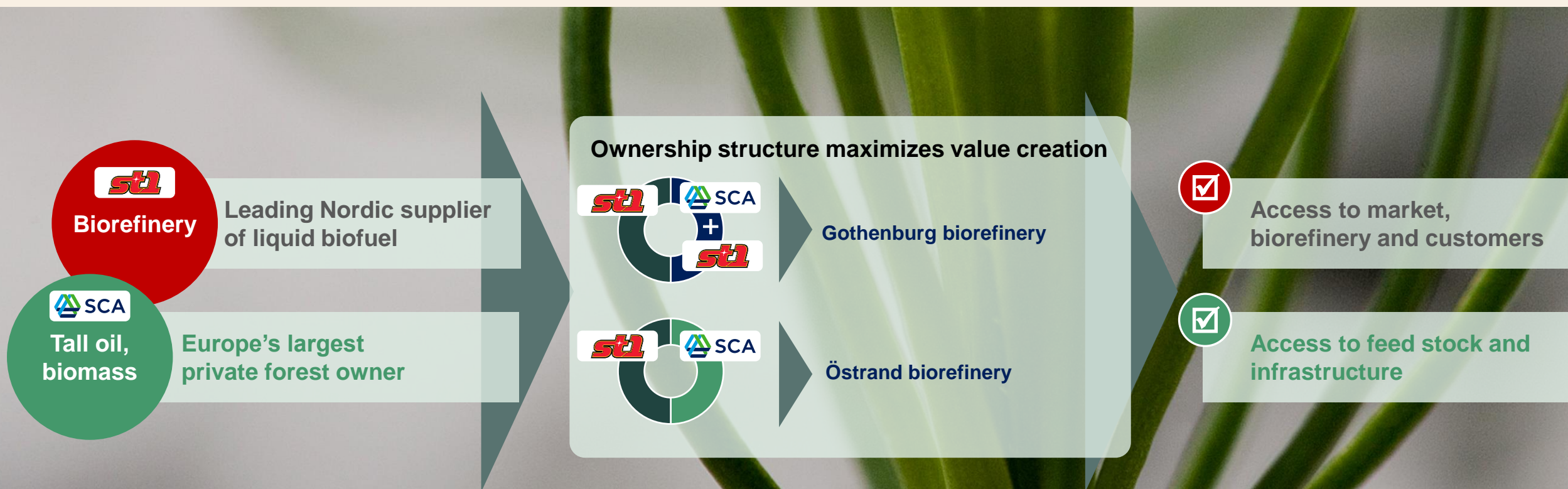
EU potential ramp-up of sustainable aviation fuel 2020-2050





# SCA and St1 creating two companies

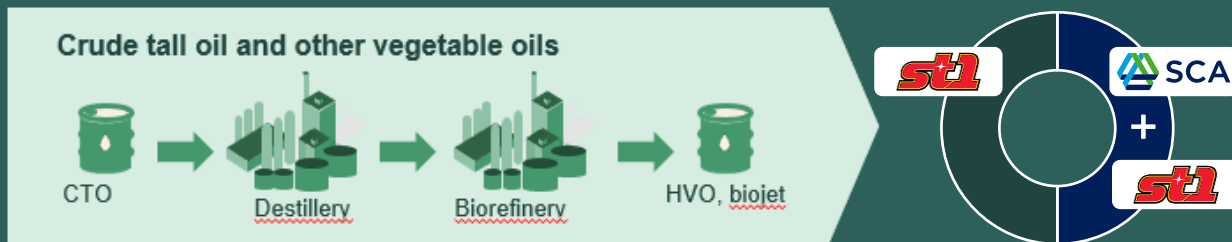
## – from forest to fuel station



# Göteborg Biorefinery

St1 is constructing a biorefinery in Göteborg

- Expected start up in Q4 2023
- Yearly capacity of 200 kt (SCA share 50 kt)
- Flexible design allowing the use of a wide range of feedstocks
- Capable of meeting current and future specifications of renewable fuels
  - Includes HVO diesel, jet fuel, and naphtha

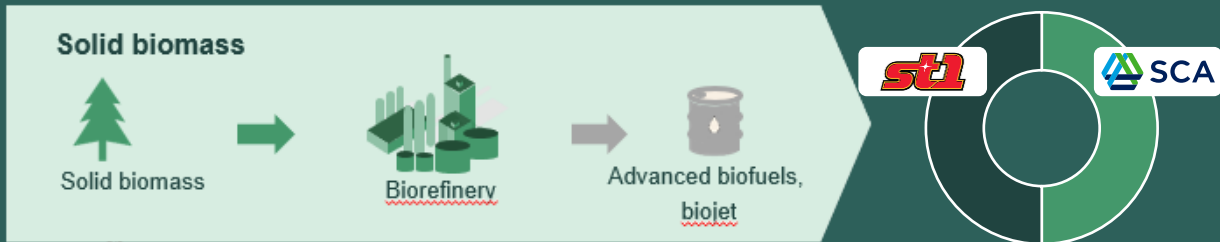




# Östrand Biorefinery

## Development company

- Next to Östrand pulp mill
- Land reclamation started
- Sustainable feed stocks and energy available
- Environmental permit received to build a biorefinery at the Östrand pulp mill
- 300 kt tonnes capacity
- Finalizing design phase



# Renewable energy – strategic direction

- 1 Develop wind power business on SCA's land through project development, land lease and renewable power production
- 2 Profitable growth in solid biofuels – securing feedstock to future biorefineries
- 3 Develop new position as a supplier of biofuels and green chemicals

# Financials

## Q3 2023



# SCA's performance Q3 2023

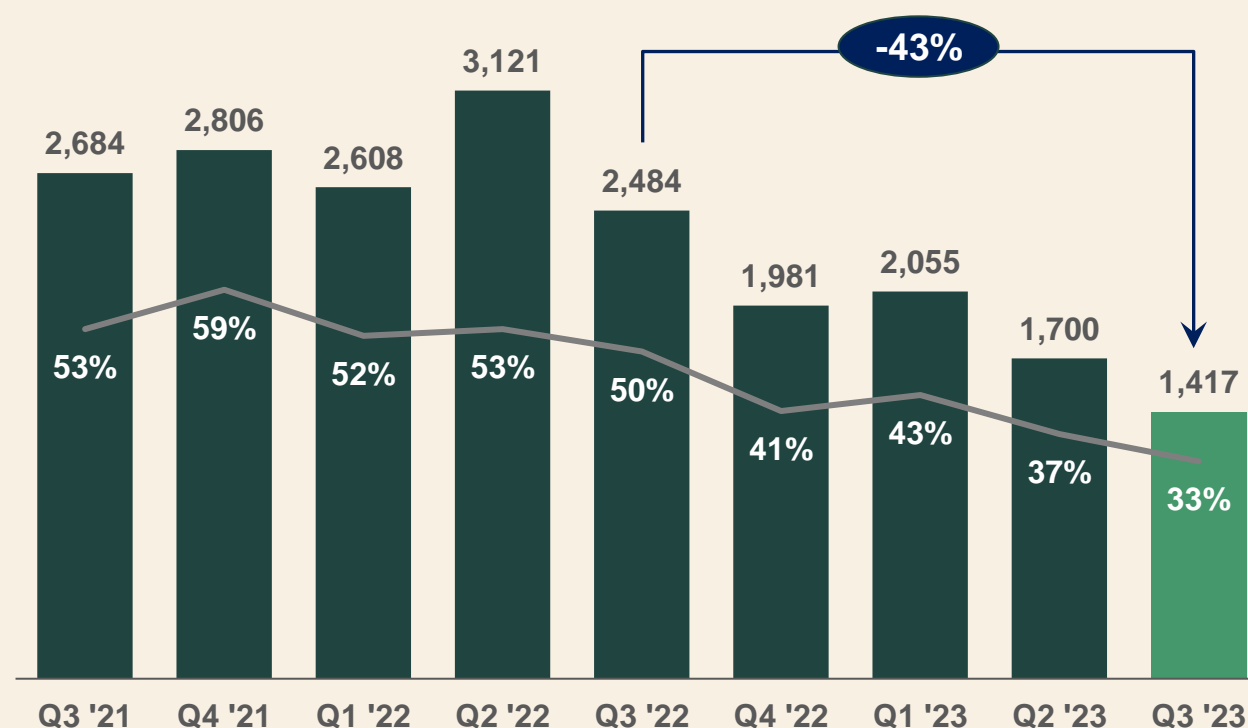
EBITDA (SEKm)

**1,417**

Industrial ROCE <sup>1</sup>

**12%**

*EBITDA (SEKm) and EBITDA margin*



EBITDA margin

**32.9%**

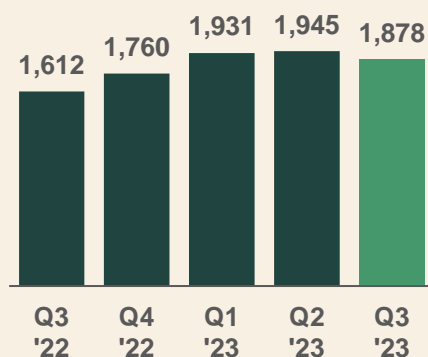
Net debt/EBITDA

**1.4x**

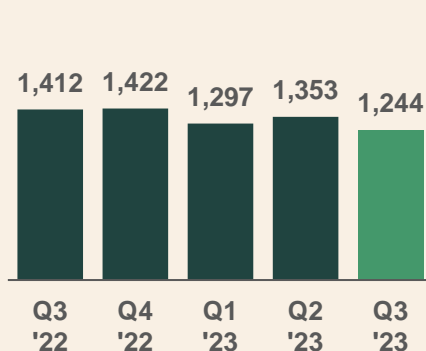
# Development per segment and quarter

## Forest

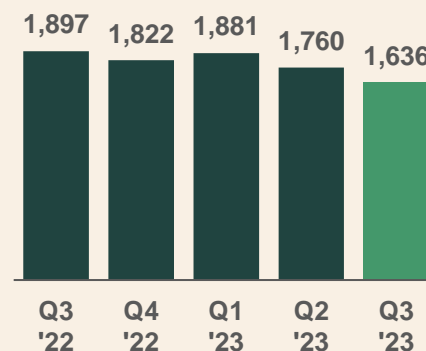
Net Sales (SEKm)



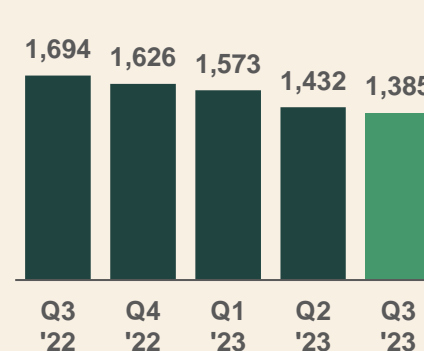
## Wood



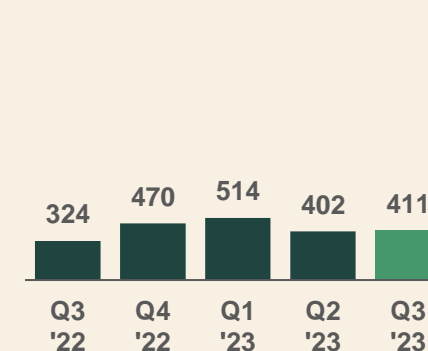
## Pulp



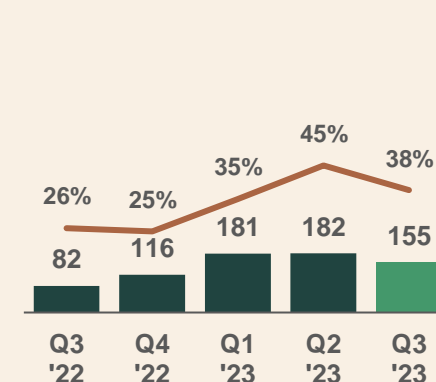
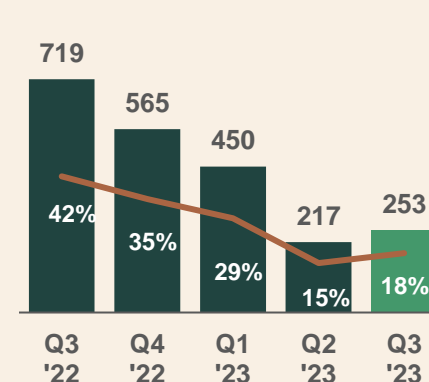
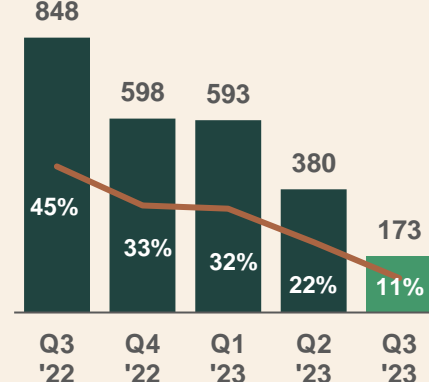
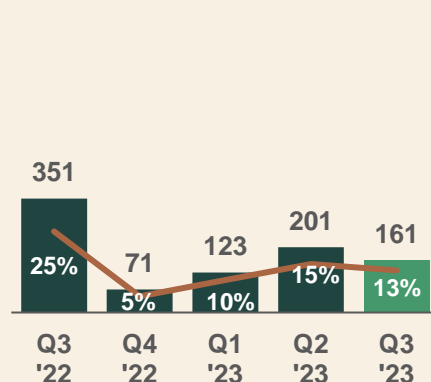
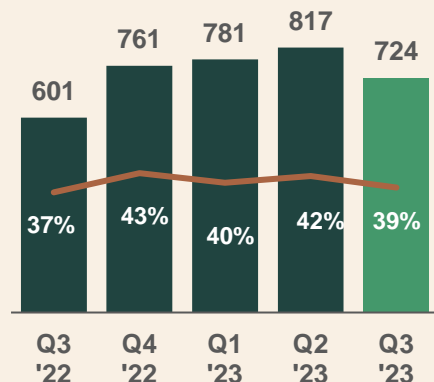
## Containerboard



## Renewable Energy



EBITDA (SEKm) and EBITDA margin

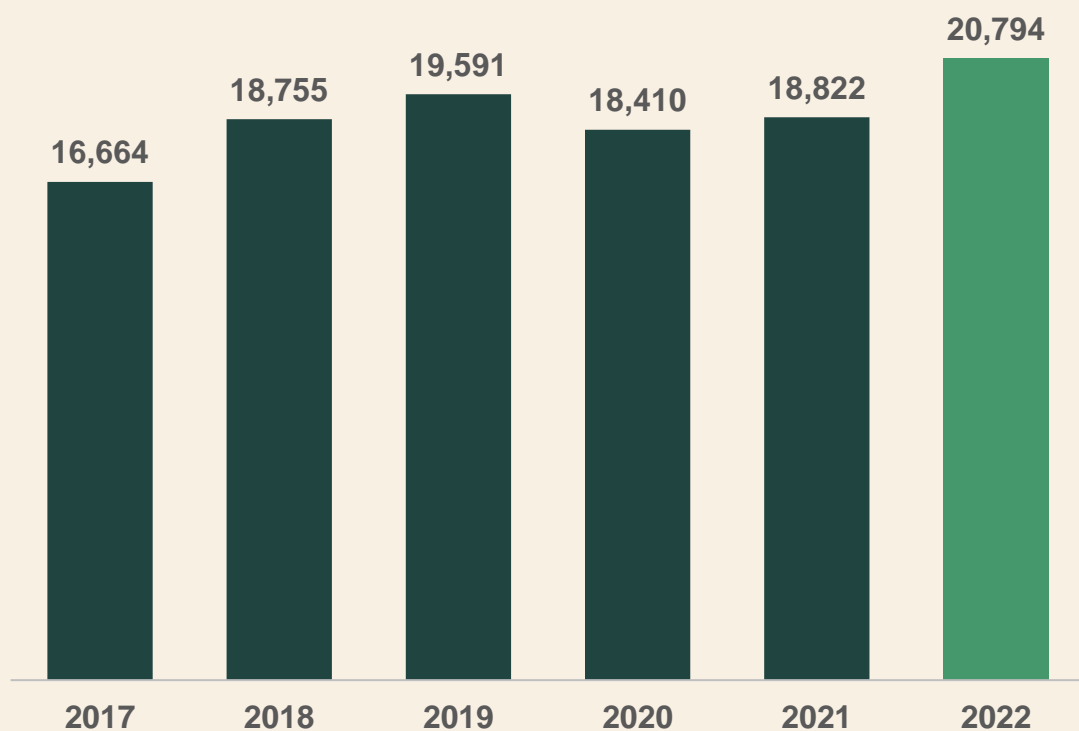


# Balance sheet

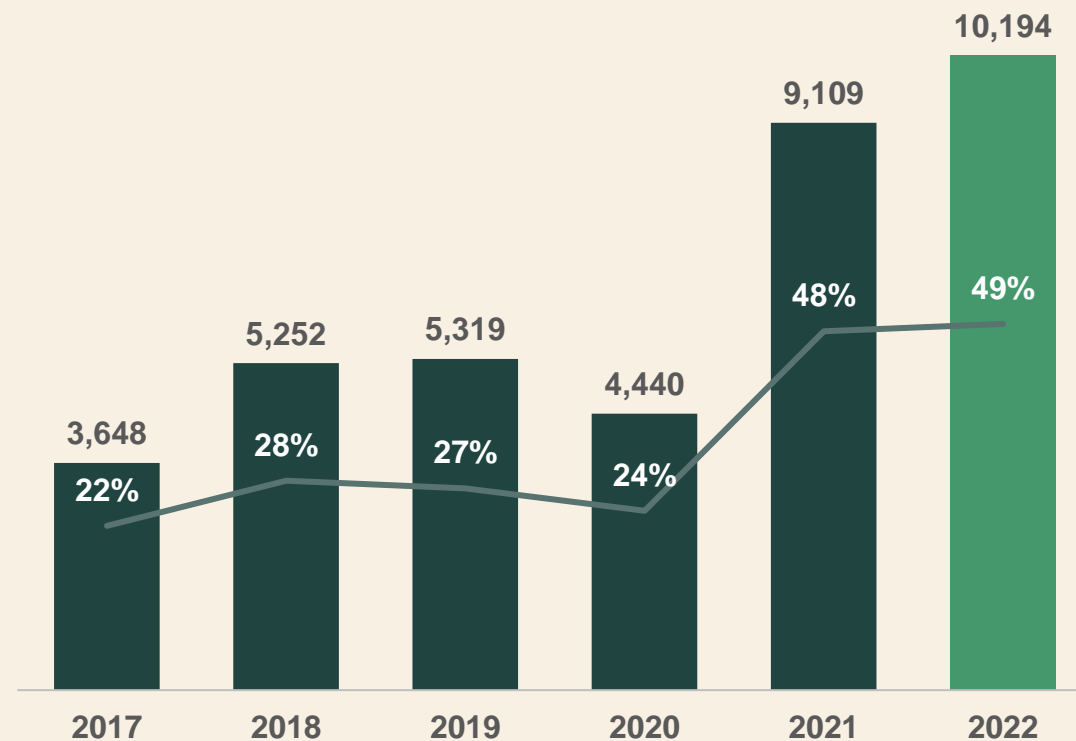
SEKm	Sep 30, 2023	Dec 31, 2022
Forest assets	99,208	97,882
Working capital	3,587	4,138
Deferred tax relating to forest assets	-19,630	-19,468
Other capital employed	24,171	23,795
<b>Total capital employed</b>	<b>107,336</b>	<b>106,347</b>
<b>Net debt</b>	<b>10,119</b>	<b>9,989</b>
<i>Net debt/EBITDA</i>	<i>1.4x</i>	<i>1.0x</i>
<b>Equity</b>	<b>97,217</b>	<b>96,358</b>
<i>Net debt/Equity</i>	<i>10%</i>	<i>10%</i>

# Strong financial development

Sales (SEKm)



EBITDA<sup>1</sup> (SEKm) and EBITDA margin



1. Excluding effect of one-off items related to discontinuation of publication paper in 2020 and effects from changed accounting method for valuation of forest assets in 2019.

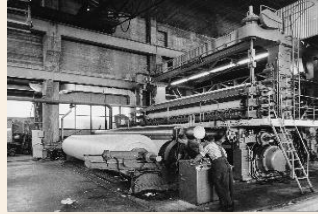


# Share information

# Constantly changing world – but the forest always creates value



SCA invested in new kraft pulp production with the construction of the Östrand pulp mill



A newsprint mill was built in Örtviken comprising two machines with a total capacity of 160,000 tonnes



SCA took the first step towards becoming a consumer goods company with the acquisition of the Swedish personal care company Mölnlycke



SCA discontinues publication paper, expands pulp and kraftliner, and enters renewable biofuel, creating value in and from the forest

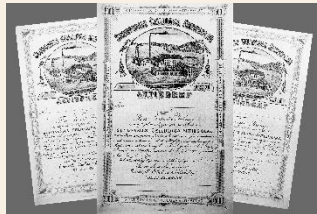
1929

The SCA Group was founded  
November 27, 1929

1932

1950

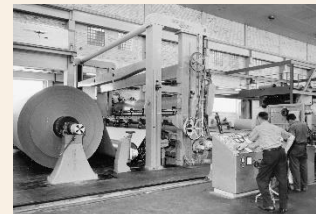
SCA was listed on the Stockholm  
Stock Exchange in 1950



1958

1961

SCA started its first kraftliner machine in  
Munksund marking the starting point for  
SCA's packaging business



1975

2017

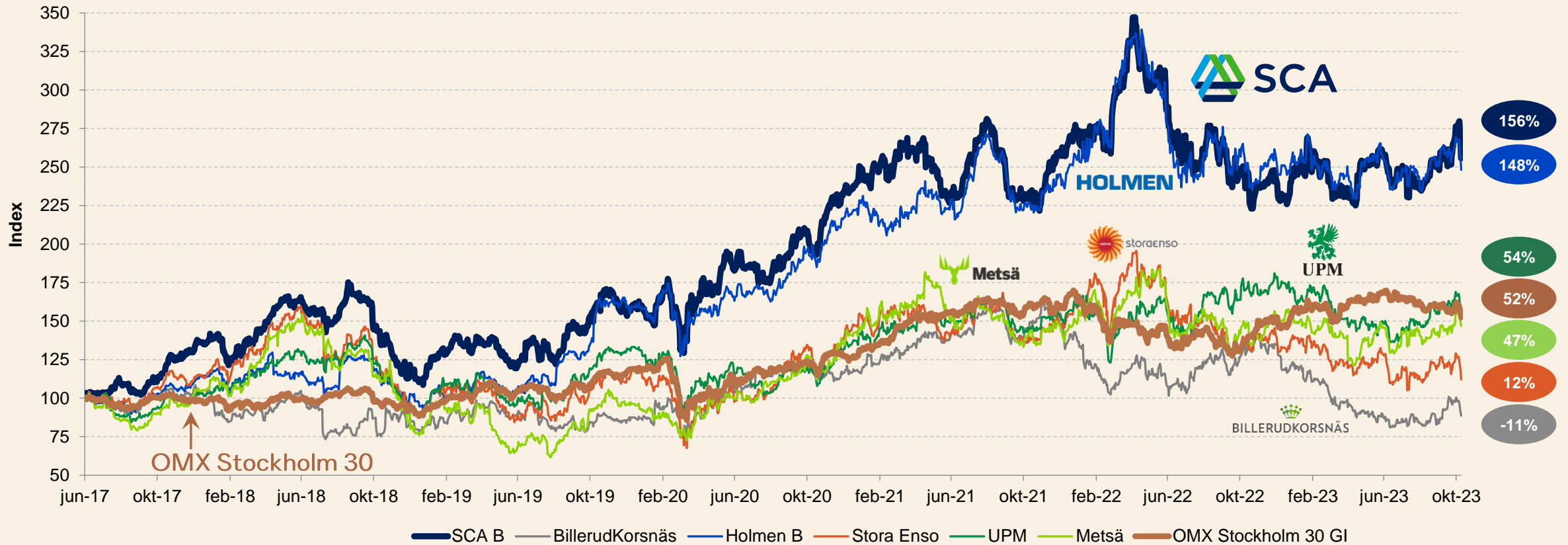
SCA was divided into two listed  
companies; the forest products  
company SCA and the hygiene  
and health company Essity



2021

# SCA's total shareholder return

SCA's total shareholder return (TSR) since the distribution of Essity



# Shareholder structure

## SCA's largest shareholders as of September 30, 2023

#	Shareholder	Capital	Votes
1	Industrivärden	10.48%	29.42%
2	Norges Bank	7.19%	9.59%
3	AMF Pension & Fonder	8.83%	6.59%
4	Handelsbanken Pensionsstiftelse	1.38%	3.44%
5	Alecta Tjänstepension	4.77%	2.61%
6	BlackRock	3.82%	2.09%
7	Vanguard	3.13%	1.87%
8	T. Rowe Price	3.11%	1.70%
9	Pensionskassan SHB Försäkringsförening	0.69%	1.29%
10	Swedbank Robur Fonder	2.34%	1.28%
<b>Top 10</b>		<b>45.7%</b>	<b>59.7%</b>
Others		54.3%	40.1%
<b>Total</b>		<b>100.0%</b>	<b>100.0%</b>

Number of shareholders

**~110,000**

Swedish ownership

**~56%**

Number of shares

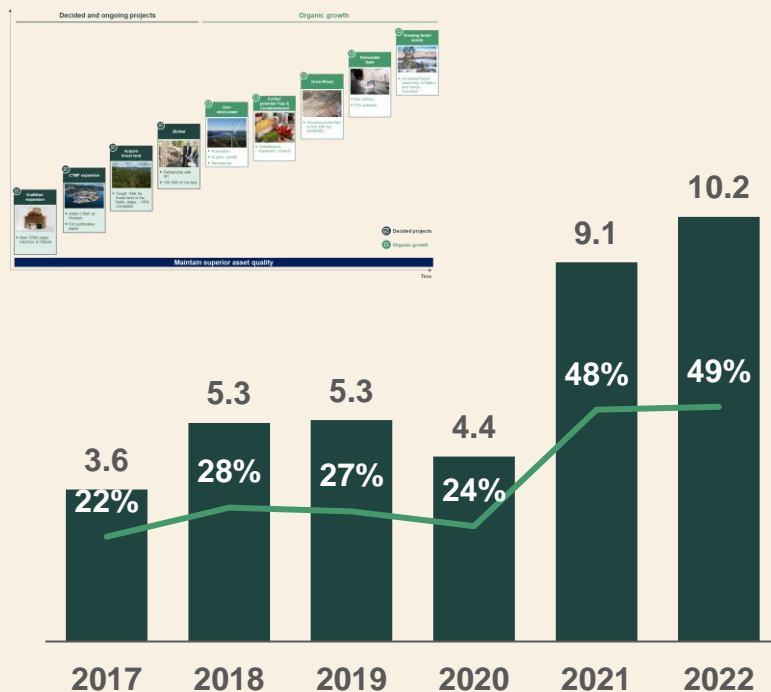
**702m**

# Capital allocation to secure long term profitable growth

1

## Profitable growth strategy

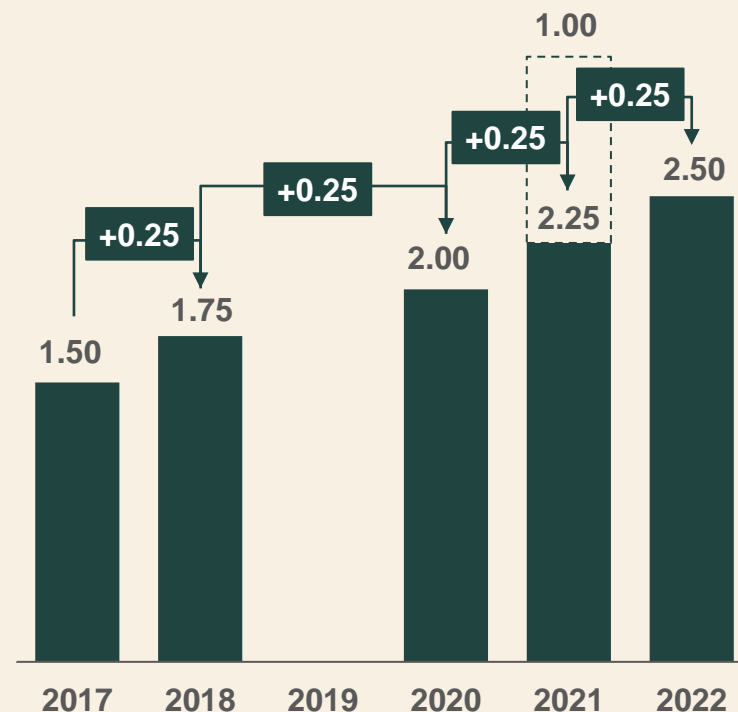
EBITDA (SEKbn) and EBITDA margin



2

## Stable and increasing dividend

Dividend (SEK/share)



3

## Investment grade credit rating

Net debt (SEKbn) and leverage (ND/EBITDA)





# Appendix

# Forest Total Return

## Swedish forest assets



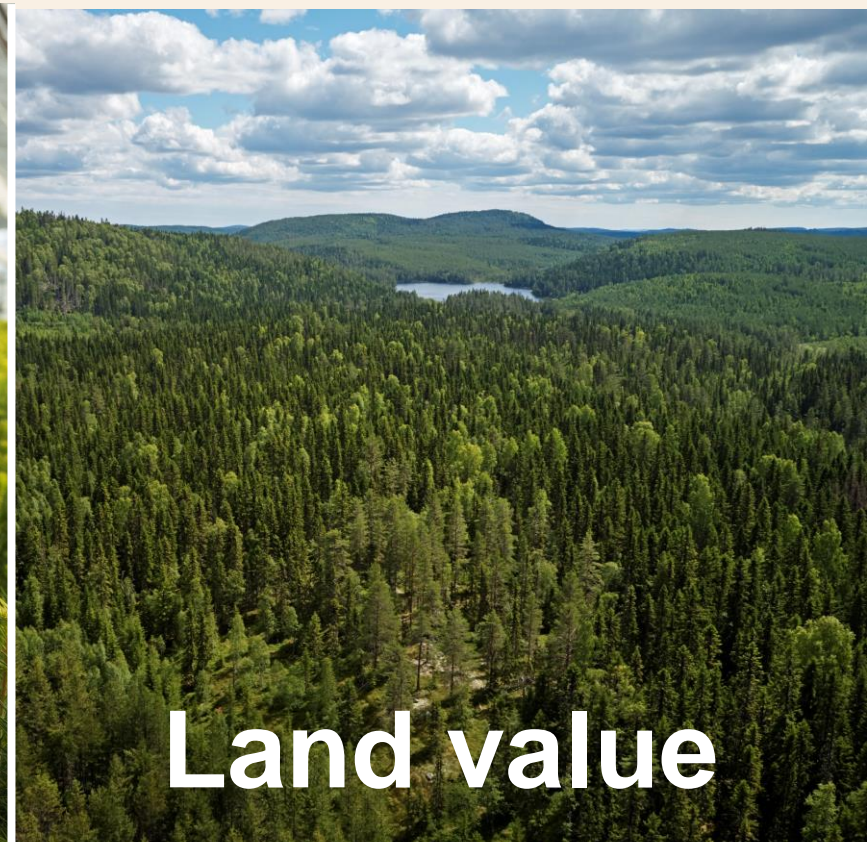
# Forest assets create value in several ways



**Harvesting**



**Net growth**

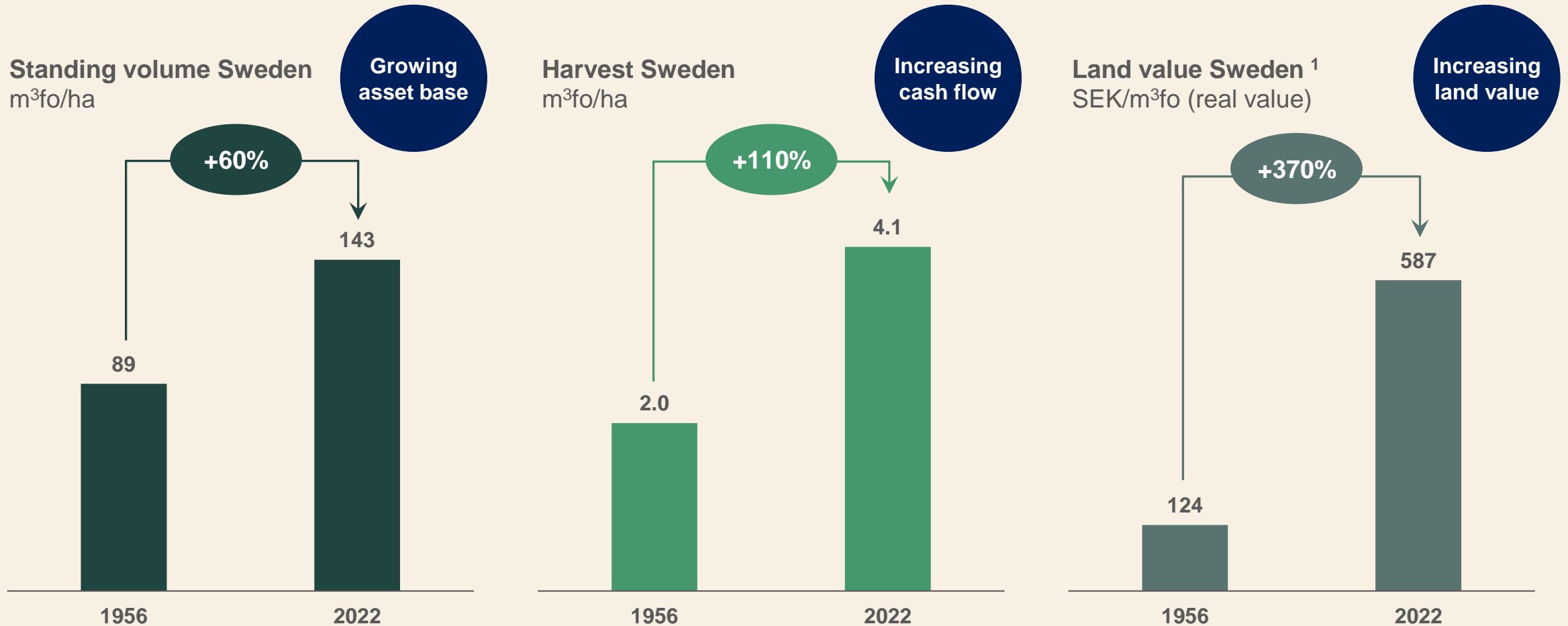


**Land value**

**Positive climate effect**



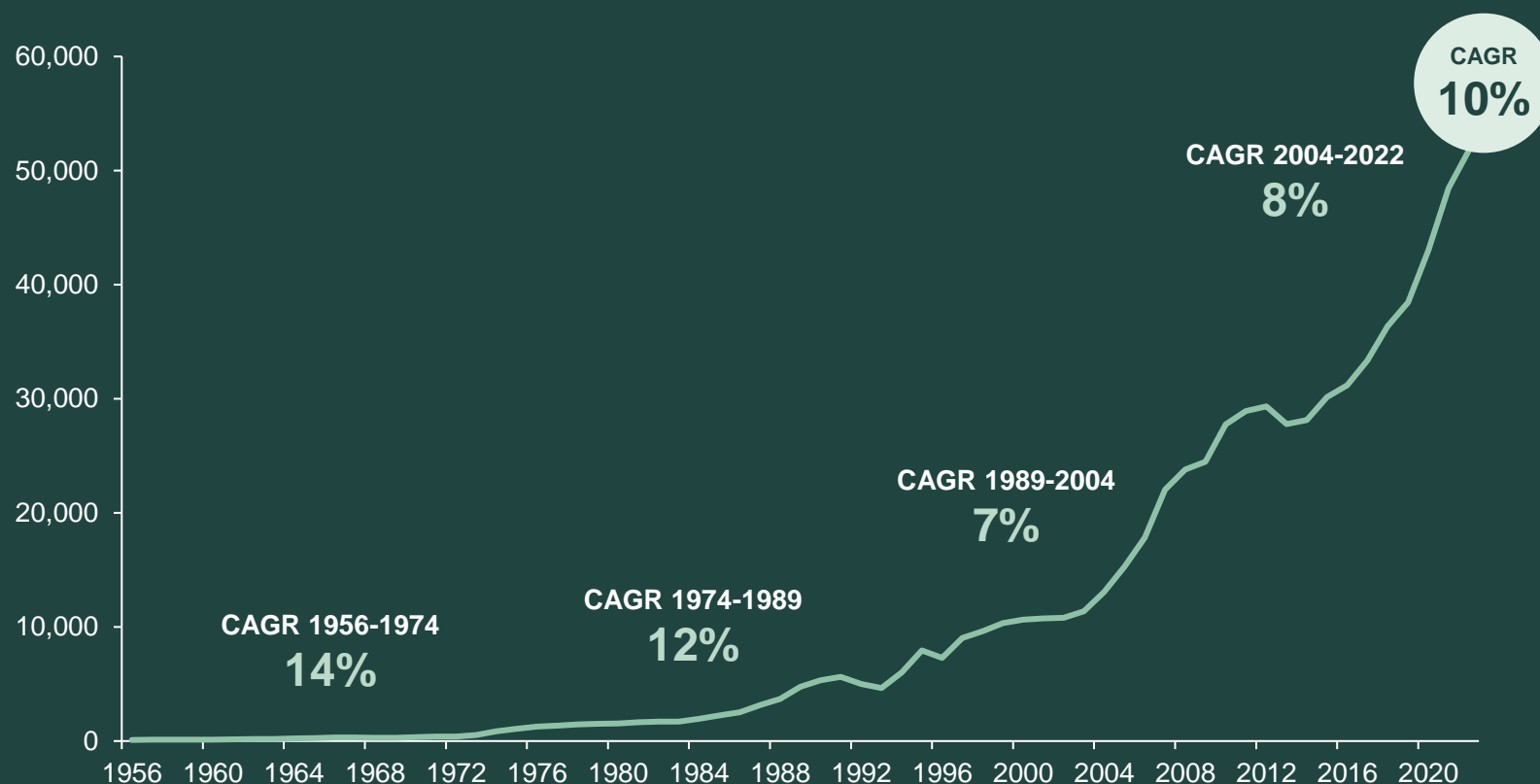
# We have never had as much forest in Sweden as we have today



# Forest Total Return

## CAGR of 10% since 1956

- 1 Increasing cash flow**
  - Harvesting provides raw materials to the industries and generates cash flow
    - Cash flow: **~3% CAGR**
- 2 Growing asset base**
  - Forest growth exceeds harvesting
  - Larger standing volume allows for a higher level of harvesting going forward
    - Standing volume: **~1% CAGR**
- 3 Increasing forest land value**
  - Both the volume forest (m<sup>3</sup>) and land value (SEK/m<sup>3</sup>) has increased
    - Land value (SEK/m<sup>3</sup>): **~6% CAGR**
- 4 Positive climate effect**



Source: Riksskogstaxeringen, Skogsstyrelsen, Ludvig & Co (LRF Konsult), Lantmäteriet, Svefa, FutureVistas.

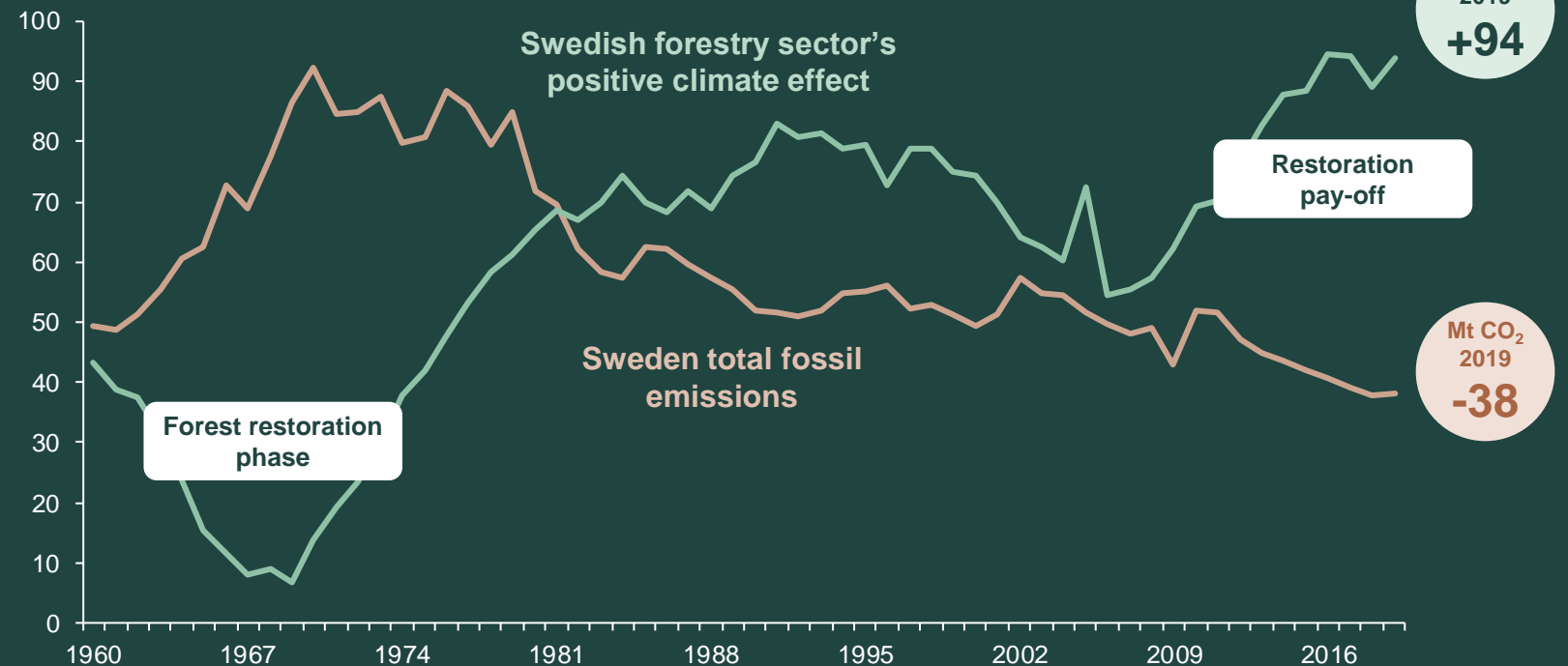
Note: Cash flow reinvested in forest.



# The climate benefit from Sweden's forest industry has more than doubled

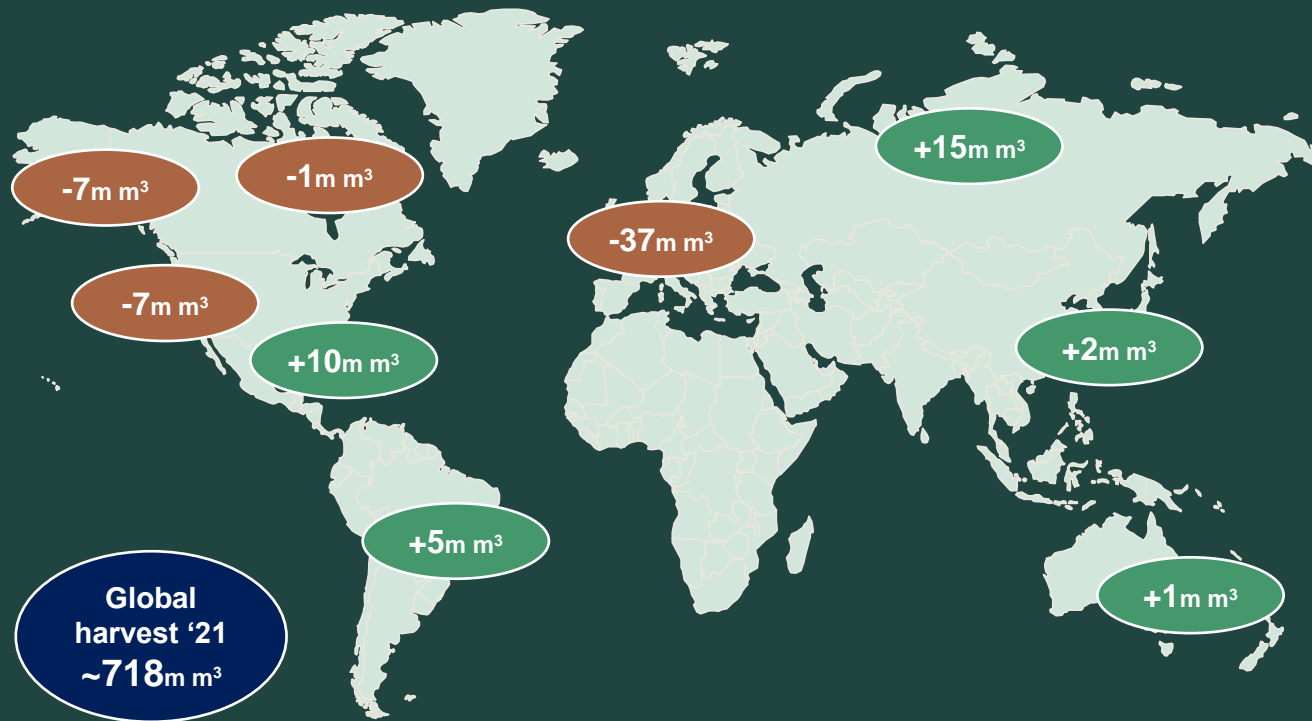
- 1 Growing forests bind CO<sub>2</sub>**
  - Growing forests capture and bind CO<sub>2</sub> – active forest management increases growth
- 2 Substitution replaces CO<sub>2</sub>**
  - Higher growth enables more substitution – renewable alternatives replace fossil based products
- 3 Investments reduce carbon emissions**
  - Investments and innovation reduce carbon emissions and increase profitability

Positive climate effect of Swedish forestry industry vs. Sweden's total fossil emissions  
(million tonnes CO<sub>2</sub> equivalents per year)



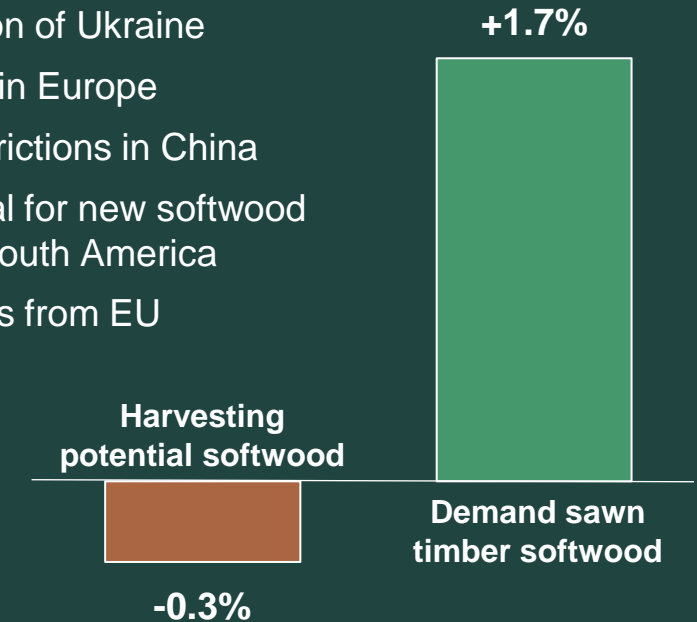
# Forest a strategic resource for the future

Estimated change in harvesting potential 2021-2030e (softwood sawlogs)



Demand of wood products limited by supply  
CAGR 2021-2030e

- Russian invasion of Ukraine
- Insect damage in Europe
- Harvesting restrictions in China
- Limited potential for new softwood plantations in South America
- Policy proposals from EU



# Growing forest asset

# Swedish forest transformation

Exploitative selective logging of the 1920's <sup>1</sup>



The forest landscape of today



1. Source: SLU, Skogsbilder.



# Improved seedlings

The world's largest forest tree nursery with capacity to produce 100 million seedlings per year

Selective breeding bring seed with higher quality, survival rate and growth

On site R&D to improve growth and protection

Innovative seedling systems





# Global climate change

## Increased growth in northern Sweden



Significant longer growth period – earlier in spring, later in autumn



25-30% increased growth by the end of the century

## Global warming will have a significant impact on the climate in northern Sweden

3-4°C increase in temperature by 2100

## Increased risk



Increased risk for storms, fire, infestation and snow damage



Damage to soils and water due to shorter period of ground frost

# Efficient wood sourcing organization

Europe's largest private forest owner

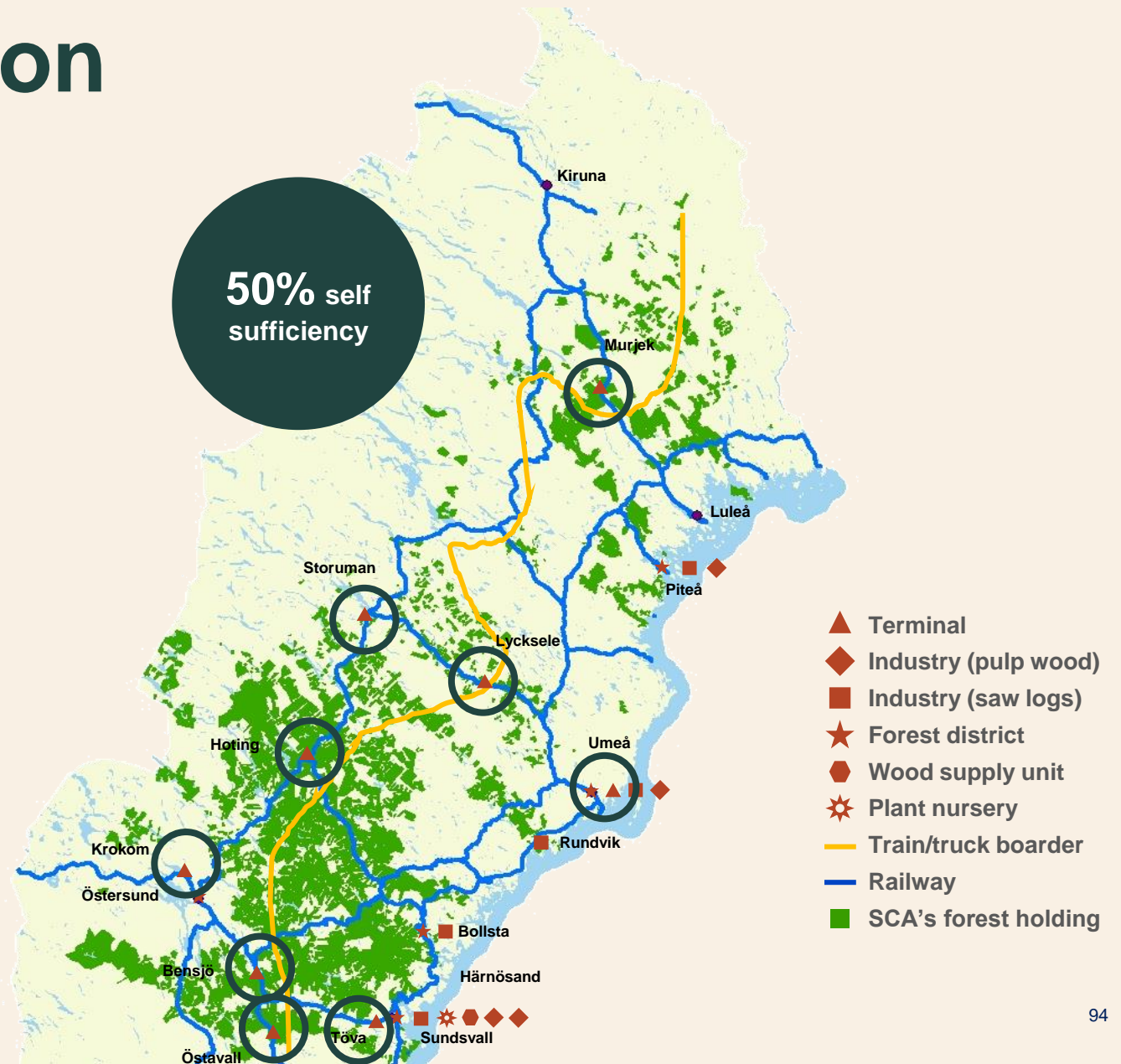
**2.7** *m ha*

Wood sourcing to industries

**12** *m m<sup>3</sup>sub*

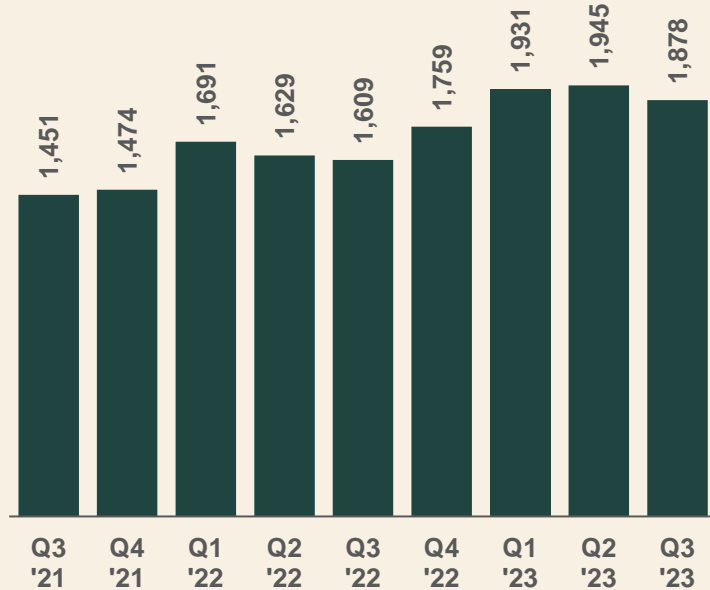
Control of infrastructure

**9** *terminals*

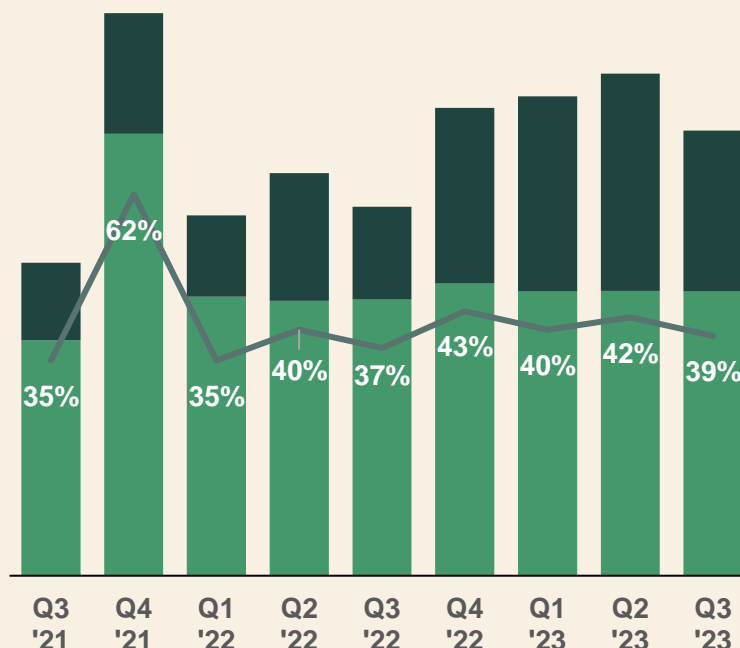


# Forest seasonality

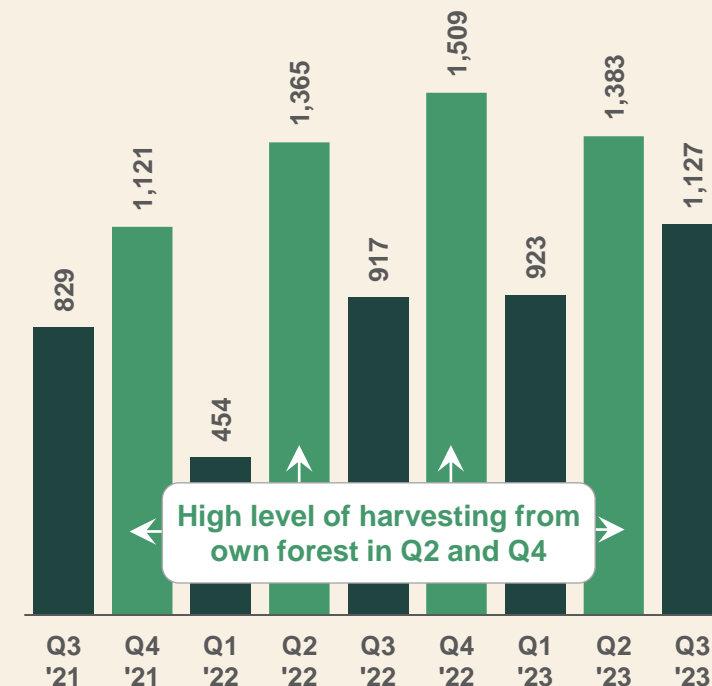
Net sales (SEKm)



EBITDA (SEKm)



Harvesting of own forest (k m<sup>3</sup>sub)

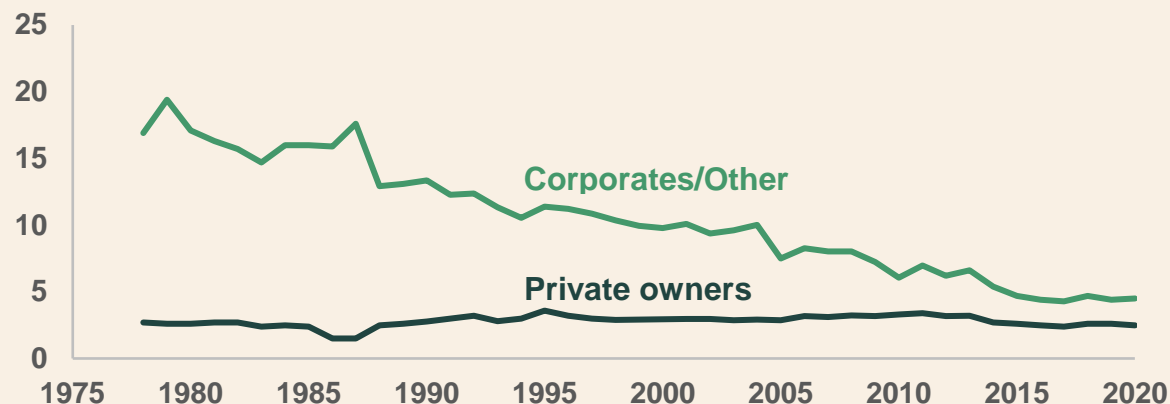


# Biodiversity

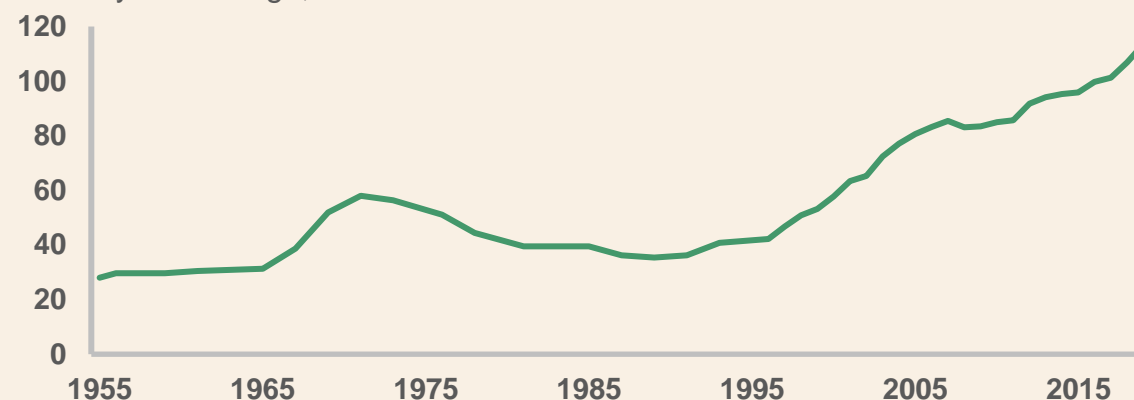


# Monitoring pre-conditions for biodiversity

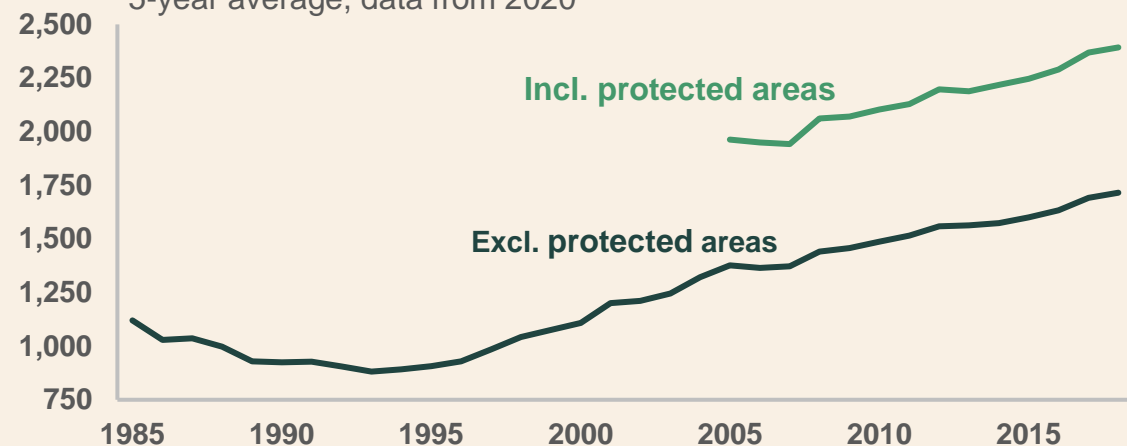
Average size cutting area, ha



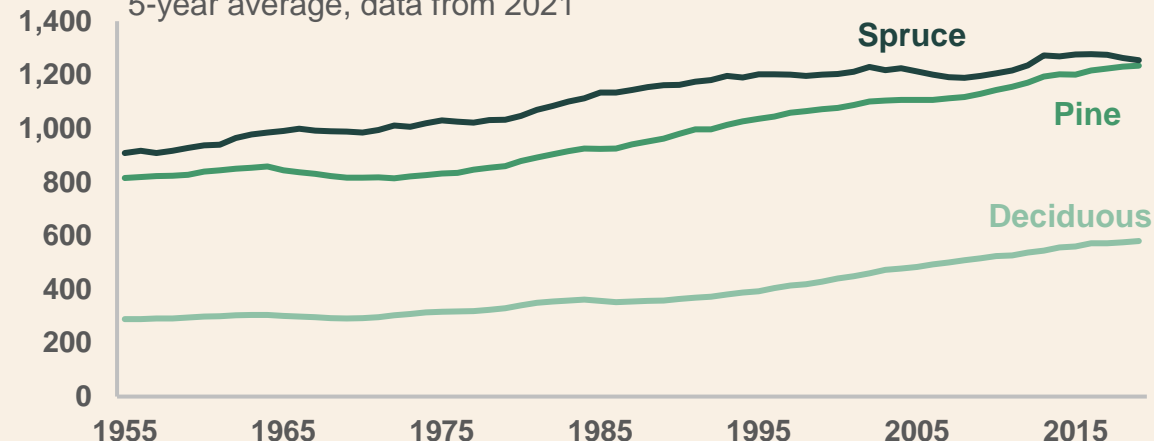
Volume hard dead wood, Mm<sup>3</sup>  
5-year average, data from 2021



Old forest<sup>1</sup> on productive forest land, k ha  
5-year average, data from 2020



Standing volume, Mm<sup>3</sup>  
5-year average, data from 2021



# Why is a biodiversity a concern and how do we address it?

**Nature conservation strategy since 1987**

**SCA introduced a new approach in 2019**

- To increase precision and quality in nature conservation measures

**Measuring biodiversity using the IUCN Red List :**

- IUCN: International Union for Conservation of Nature
- The Red list represents the best data available - but has limitations
- Monitoring species in decline, categorizing them by degree of threat
- Swedish list covers all of Sweden - all species not relevant to N Sweden

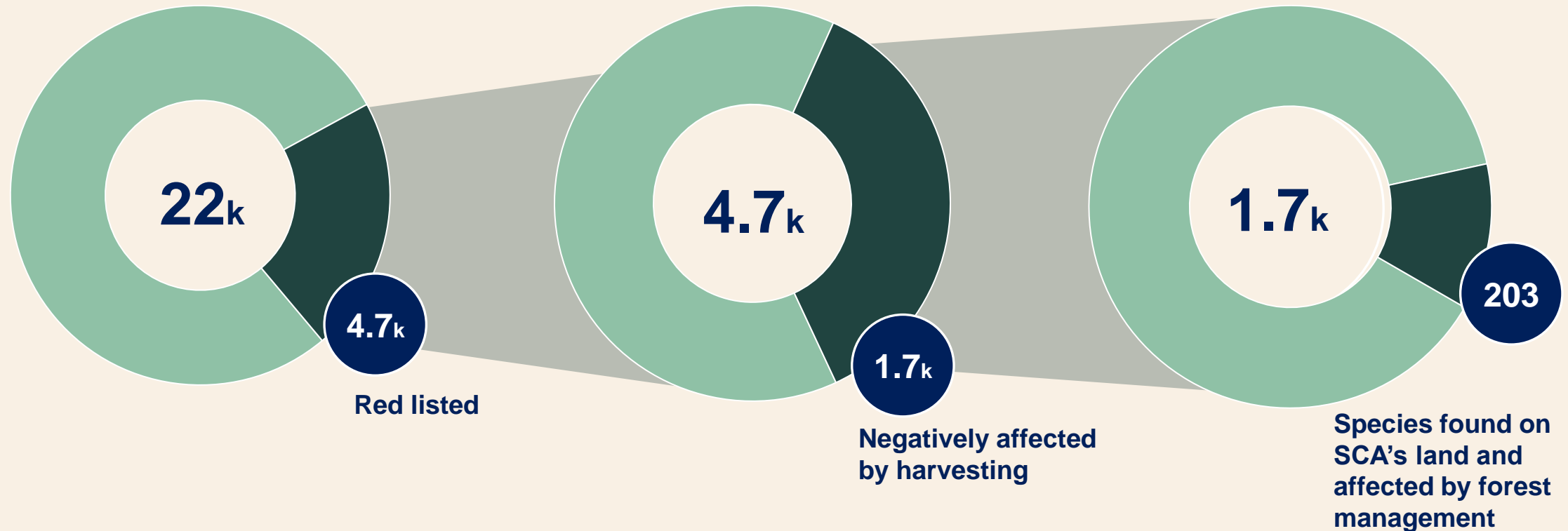


# Our species commitment

Species reviewed in red list

Redlisted species

Species negative affected by harvesting



# Biodiversity in the forest landscape – managed locally

**Connecting activities on the ground to large-scale processes  
- at the landscape level**

**Creating habitat linked to species commitment**

**The forest is dynamic – disturbance is natural**

**Fire is essential in boreal forests**

**Actively managing for important habitat types**

- burned pine forests
- deciduous forests
- open, sunlit pine forests





# Responsible forestry in SCA

Voluntary set-asides

7%



Adapted retention

3%



Combined targets

3%



Basic retention

87%



SCA's forests should be at least as rich in biodiversity, nature experiences and raw material in the future as today

x%

Share of productive forest land



# SCA Logistics



# SCA Logistics

Turnover

**~3.5**<sub>SEKbn</sub>

Terminal volume

**3,200**<sub>kt</sub>

RoRo vessels

**3**<sub>st</sub>

Share of SCA's cost

**~20%**

Sea freight volume

**2,550**<sub>kt</sub>



# SCA Logistics network

## RoRo, Container och Railroad

### Terminals



Umeå



Sundsvall



Kiel



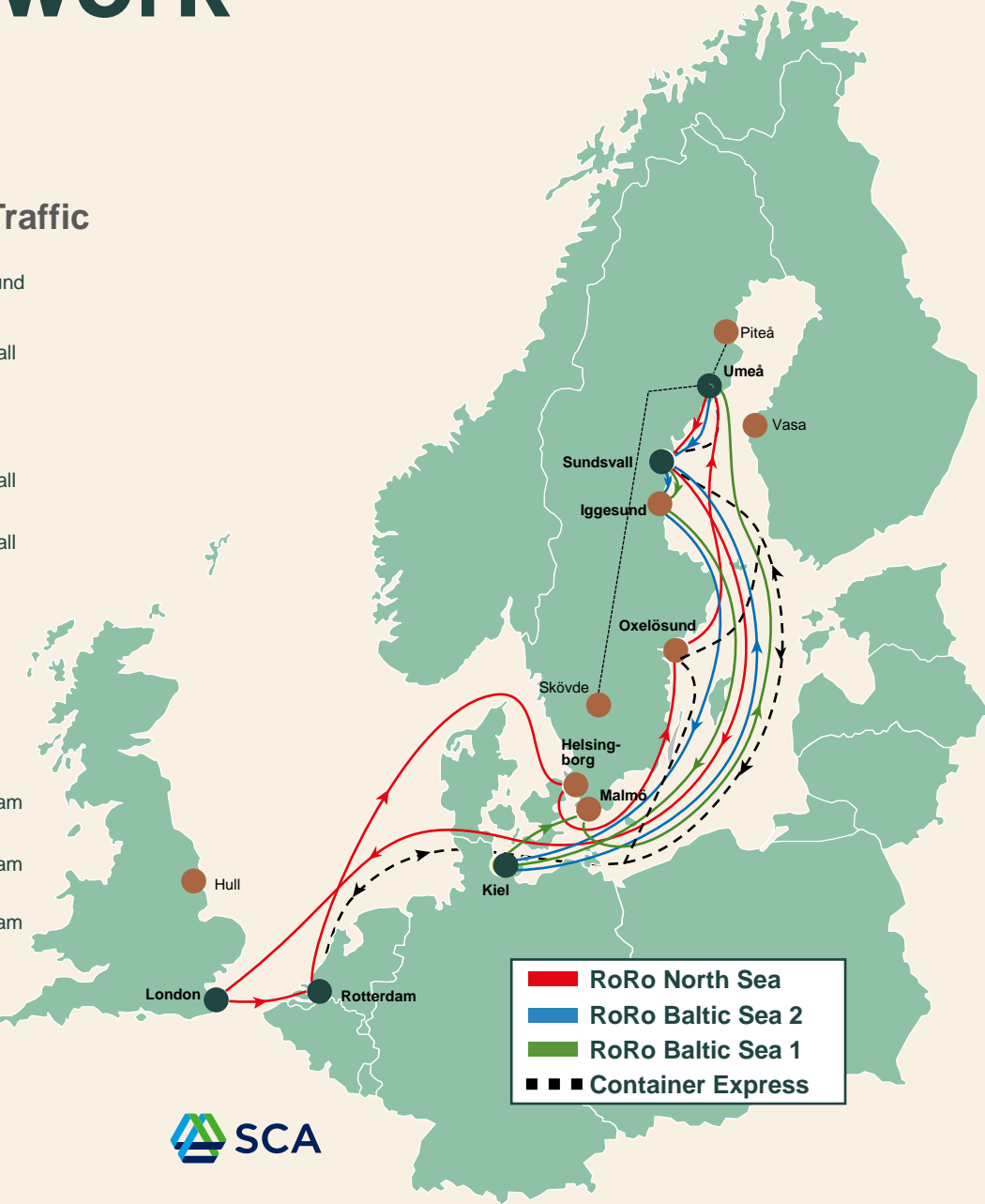
Rotterdam



London

### Container Traffic

MO	Oxelösund
TU	Sundsvall
WE	Umeå
TH	Sundsvall
FR	Sundsvall
SA	
SU	
MO	Rotterdam
TU	Rotterdam
WE	Rotterdam
TH	Rotterdam
FR	
SA	
SU	



### Roll-On-Roll-Off Traffic

TUE	UMEÅ, SUNDSVALL
WED	SUNDSVALL
THU	
FRI	
SAT	LONDON
SUN	ROTTERDAM
MON	
TUE	HELSINGBORG
WED	
THU	OXELÖSUND
FRI	UMEÅ
SAT	SUNDSVALL, IGGESUND
SUN	
MON	KIEL
TUE	
WED	SUNDSVALL
THU	IGGESUND
FRI	
SAT	KIEL
SUN	MALMÖ
MON	

The terminals in Umeå and Sundsvall are SCA owed. The Kiel terminal is part of SCA Logistics' organisation.





# SCA ships

A large white SCA ship is sailing on a blue sea under a clear blue sky. The ship has a blue superstructure with the SCA logo and name. The ship is moving from left to right, leaving a white wake.

1

## m/s SCA Obbola

- RoRo Cassette / Paper Carrier
- Owner: SCA
- Built: 1996

2

## m/s SCA Östrand

- RoRo Cassette / Paper Carrier
- Owner: SCA
- Build: 1996

3

## m/s SCA Ortviken

- RoRo Cassette / Paper Carrier
- Owner: SCA
- Built: 1996





This presentation may contain forward-looking statements. Such statements are based on our current expectations and are subject to certain risks and uncertainties that could negatively affect our business. Please read SCA's most recent annual report for a better understanding of these risks and uncertainties.