



SCA Interim Report

1 January – 30 September 2012



Q3 2012

Macro update



- **Global economy slowing**
 - ◆ Debt crisis in parts of Western Europe has a negative impact
 - ◆ Emerging markets show relatively good growth
- **Tissue**
 - ◆ Good growth in emerging markets
 - ◆ Some growth in Western Europe and North America
- **Personal Care**
 - ◆ Good growth in emerging markets
 - ◆ Good demand for incontinence products in Europe
 - ◆ Stable demand for baby diapers and feminine care in Western Europe
- **Forest Products**
 - ◆ Lower European demand for publication papers
 - ◆ Continued weak demand for solid-wood products
 - ◆ Improved market balance for kraftliner

Summary

Q3 2012 vs Q3 2011



- Sales increased 16%*
 - Hygiene business
 - ◆ Tissue acquisition
 - ◆ Higher volumes
 - ◆ Higher tissue prices
 - ◆ Strong growth in emerging markets
 - Personal Care, 26%**
 - Tissue, 20%**
 - Forest Products
 - ◆ Lower prices
- EBIT increased 20%***
 - Tissue acquisition
 - Higher volumes
 - Lower raw material and energy costs
 - Cost savings
 - Strong EBIT improvement in Personal Care and Tissue
 - Lower EBIT in Forest Products
- Operating cash flow increased 25%

* Excluding exchange rate movements and divestment

** Excluding exchange rate movements

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



Q3 2012 results

SEK millions	Q3	Q3	Change,	Change,
unless otherwise stated	2012	2011	%	%**
Net sales	22,200	20,756	7%	16%
EBIT*	2,285	2,022	13%	20%
EBIT margin* (%)	10.3%	9.7%		
Profit before tax*	1,961	1,661	18%	
Earnings per share (SEK)	0.51	1.82		
Operating cash flow	3,029	2,428		
Debt/Equity ratio	0.59	0.58		

* Excluding items affecting comparability

** Excluding exchange rate movements, and divestments



Q3 2012 vs. Q2 2012

Summary



■ Group

- ◆ Sales increased 13%*
- ◆ EBIT increased 11%**

■ Business areas

- ◆ Personal Care, EBIT increased 8%**
 - Lower raw material costs
 - Slightly higher volumes
- ◆ Tissue, EBIT increased 28%**
 - Acquisition
 - Lower raw material costs
- ◆ Forest Products, EBIT decreased 35%**
 - Lower prices
 - Higher volumes
 - Lower raw material and energy costs

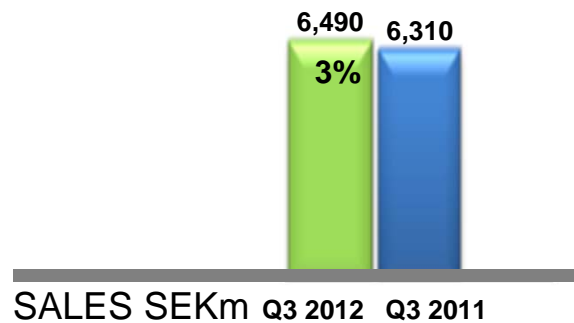


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** Excluding exchange rate movements and items affecting comparability

Personal Care

Q3 2012 vs Q3 2011



EBIT margin*** 13.1% 10.9%

- **Sales increased 3% (13%*)**
 - ◆ Incontinence care increased 9%*
 - ◆ Baby diapers increased 23%*
 - ◆ Feminine care increased 7%*
 - ◆ Emerging markets increased 26%**

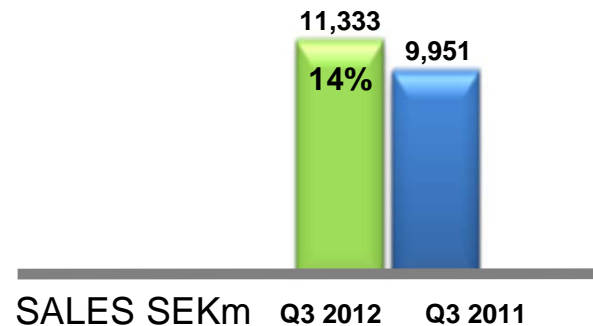
- **EBIT increased 23%*** (33%****)**
 - ◆ Higher volumes
 - ◆ Cost savings
 - ◆ Lower raw material costs



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Tissue

Q3 2012 vs Q3 2011



- **Sales increased 14% (26%*)**
 - ◆ Consumer tissue increased 31%*
 - ◆ AFH tissue increased 22%*
 - ◆ Emerging markets increased 20%**

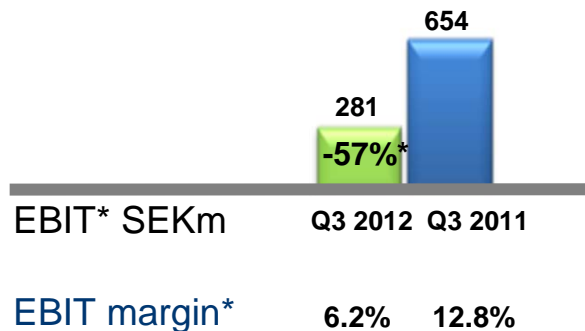
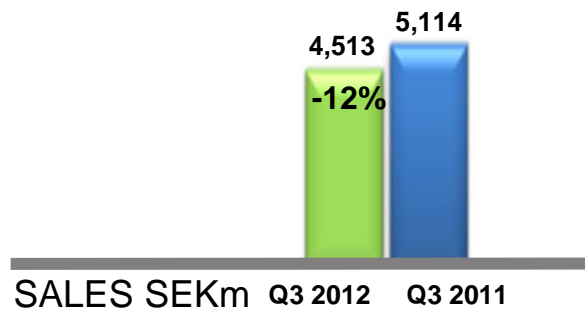
- **EBIT increased by 58%*** (67%****)**
 - ◆ Acquisition
 - ◆ Higher prices
 - ◆ Improved product mix
 - ◆ Lower raw material costs
 - ◆ Cost savings



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 **** Excluding items affecting comparability and exchange rate movements

Forest Products

Q3 2012 vs Q3 2011



■ Sales decreased 12%

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

■ EBIT decreased 57%*

- ◆ Lower prices
- ◆ Negative currency impact
- ◆ Lower raw material and energy costs

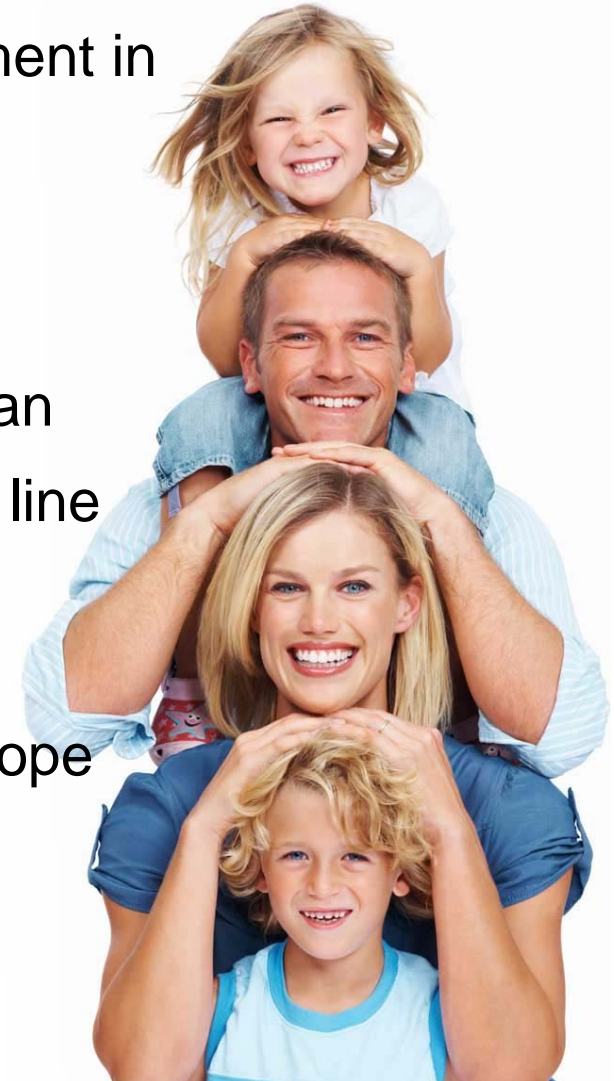


* Excluding items affecting comparability

Summary



- Good sales growth and profitability improvement in the hygiene business
- Challenging times for Forest Products
- Strong cash flow generation
- Efficiency program delivering according to plan
- Georgia-Pacific acquisition has developed in line or slightly above expectations
- Divestment of Aylesford Newsprint
- Included in the Dow Jones Sustainability Europe Index
- Several product launches



Q&A



SCA
c/o Life

