

Presentation SCA Group



Improving everyday life

- **Every day, millions of people use our products**
- **We are here to develop and improve everyday lives. People in developing countries are about to experience an enormous improvement in their standard of living. We grow hand-in-hand with this progress**
- **We operate our business with sustainable principles**



SCA in brief

- **SCA is a global consumer goods and paper company**
- **We offer personal care products, tissue, packaging solutions, publication papers and solid-wood products**
- **We create value through knowledge of consumers' and customers' needs, regional presence and efficient production**
- **SCA has about 51,000 employees**



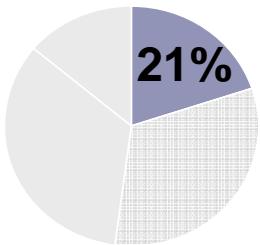
Business areas

Operations and sales split



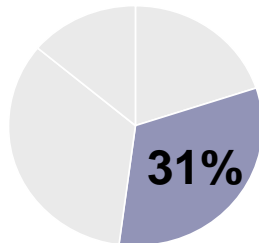
Personal Care

- Incontinence care
- Baby diapers
- Feminine care



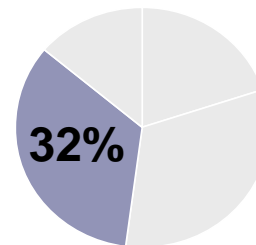
Tissue

- Toilet paper, kitchen rolls, facial tissue and napkins
- Hygiene concepts



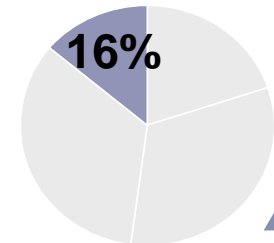
Packaging

- Transport and consumer packaging
- Containerboard

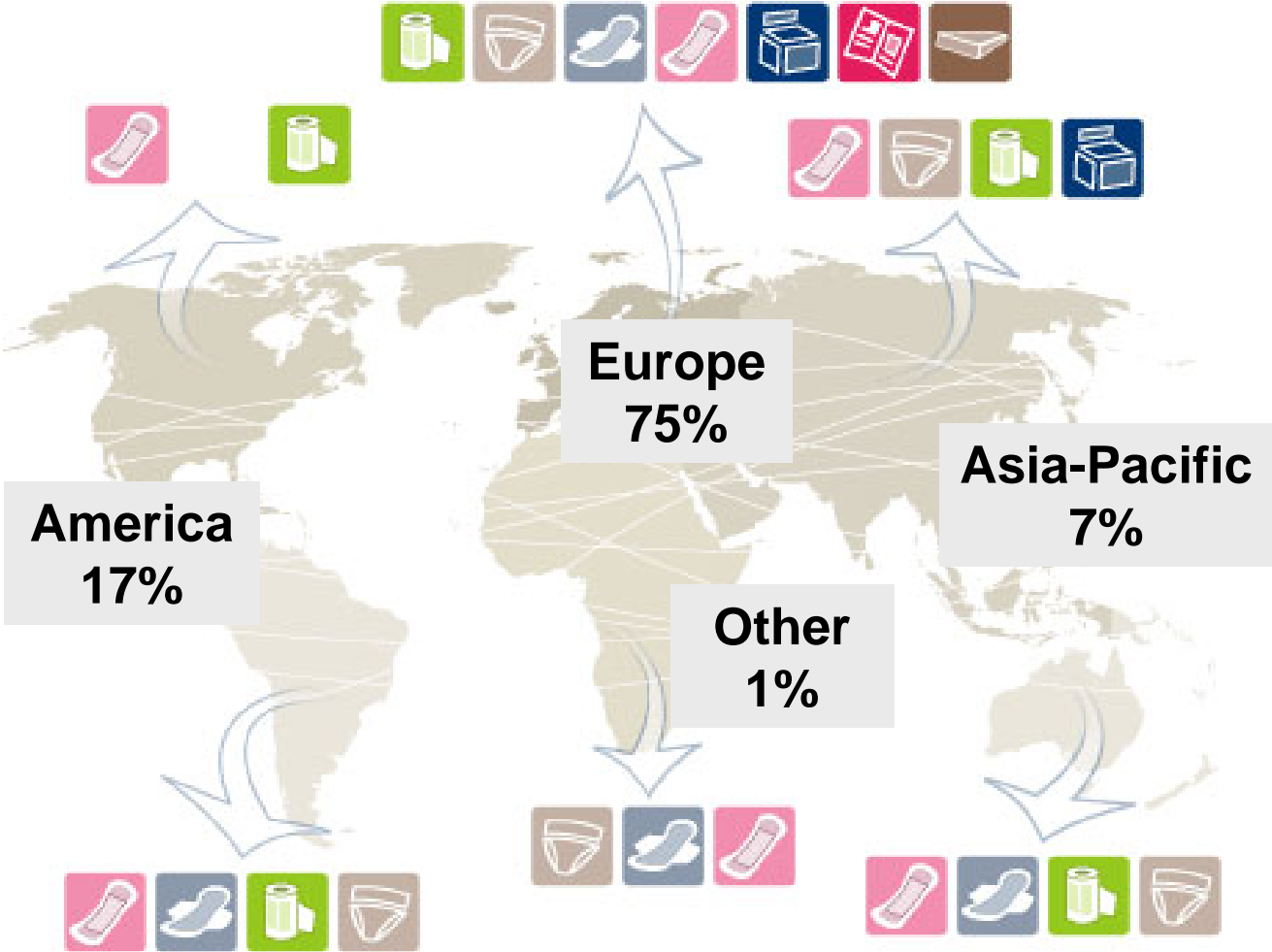


Forest Products

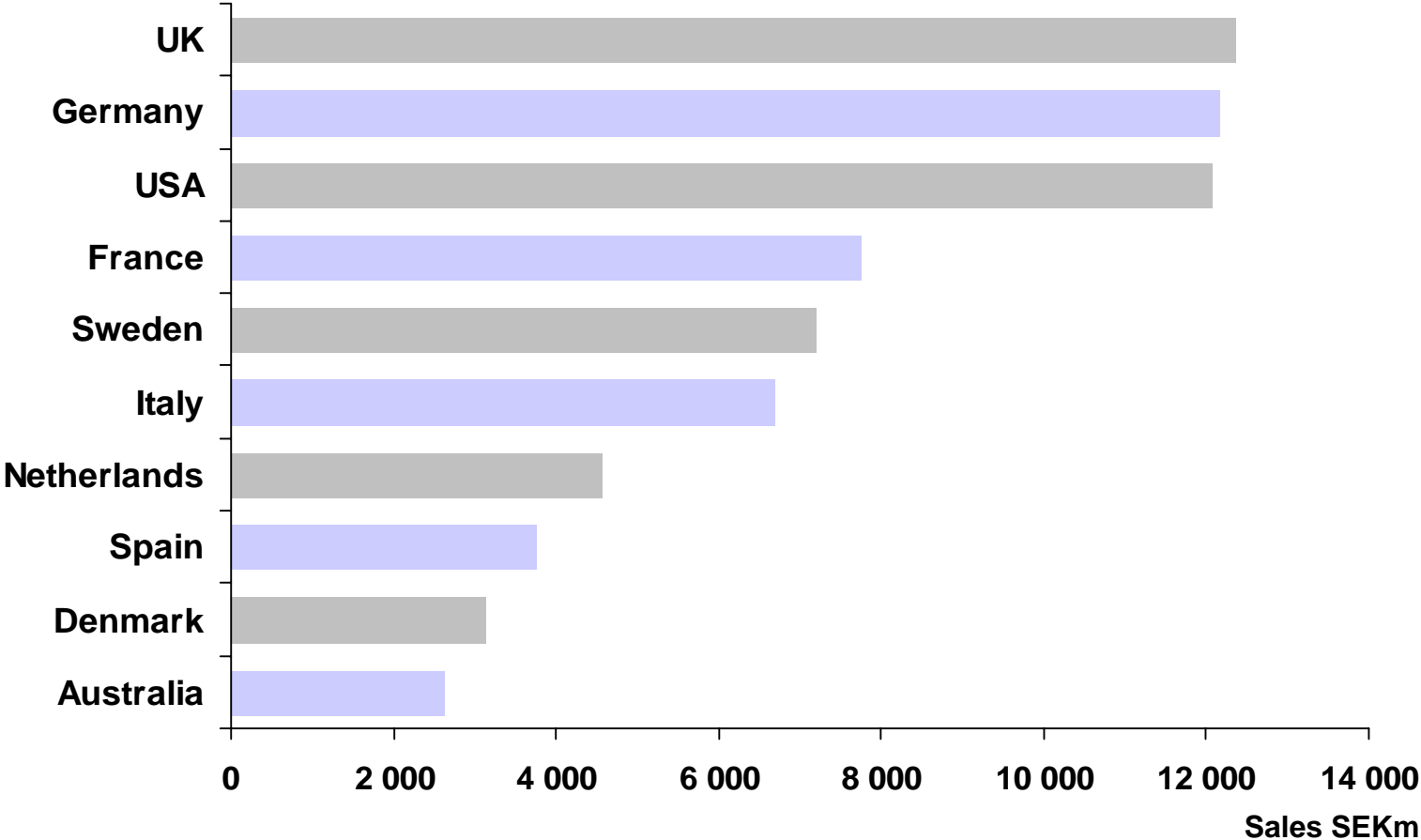
- Publication paper
- Solid-wood products
- Pulp and timber



Sales in more than 90 countries



SCA's 10 largest markets



Strong market positions

Global	
Incontinence care:	1
Baby diapers:	3
AFH tissue:	3

Nordic region	
Baby diapers:	1

North America	
AFH tissue:	3
Incontinence care:	3

Europe	
Incontinence care:	1
Tissue:	1
Corrugated packaging:	2
Baby diapers:	2
Feminine care:	3

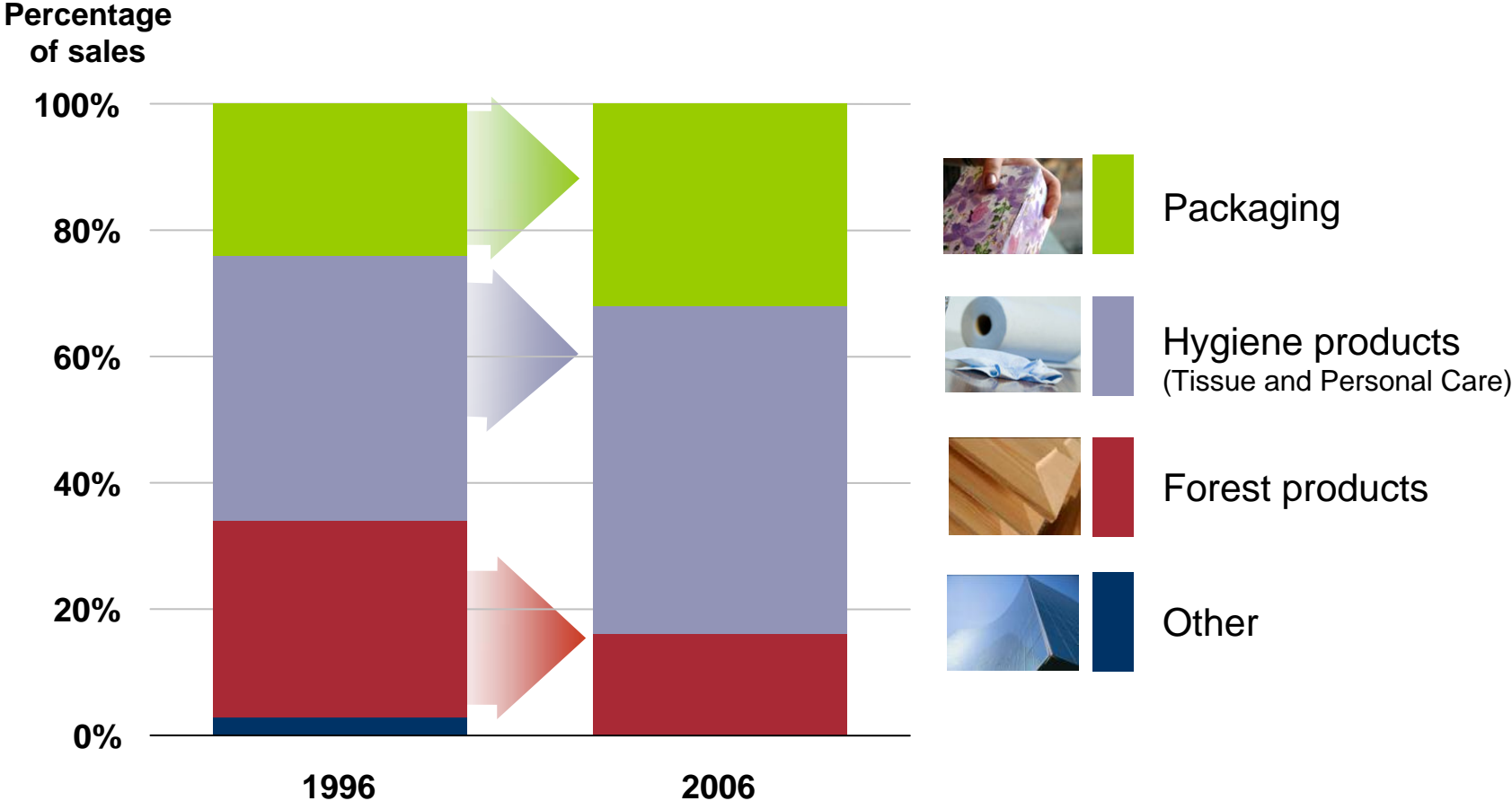
Latin America	
Hygiene products:	2

Australia / New Zealand	
Tissue:	1
Incontinence care:	1



Shift towards consumer products

Sales split SCA Group



Sales almost doubled: EUR 6bn EUR 11bn



Strategic focus on products with higher value content

Products with high value content facilitate profitable growth

Higher value

Regional presence with global capabilities

Effective production and raw material integration

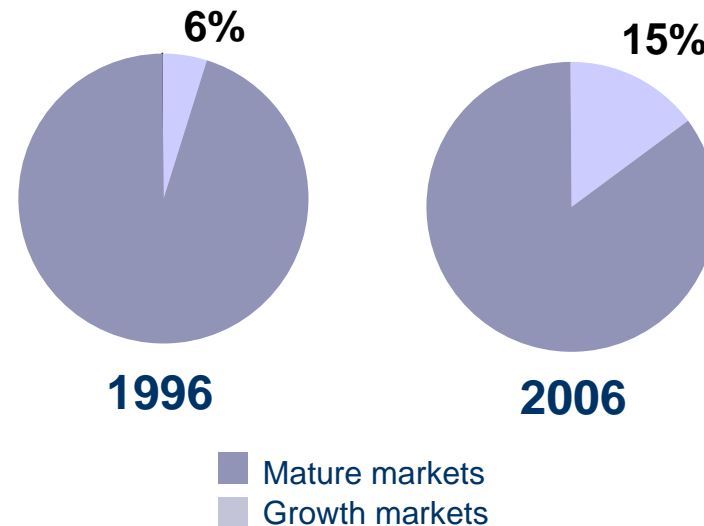
Consumer and customer focus




Strategic focus on growth

- **Expected organic growth 3-4% per year**
- **Investments, acquisitions and divestments**
 - ◆ SCA works constantly on optimizing each individual business area
- **Prioritized growth markets**
 - ◆ Central and Eastern Europe
 - ◆ Latin America
 - ◆ China

Increased sales in growth markets

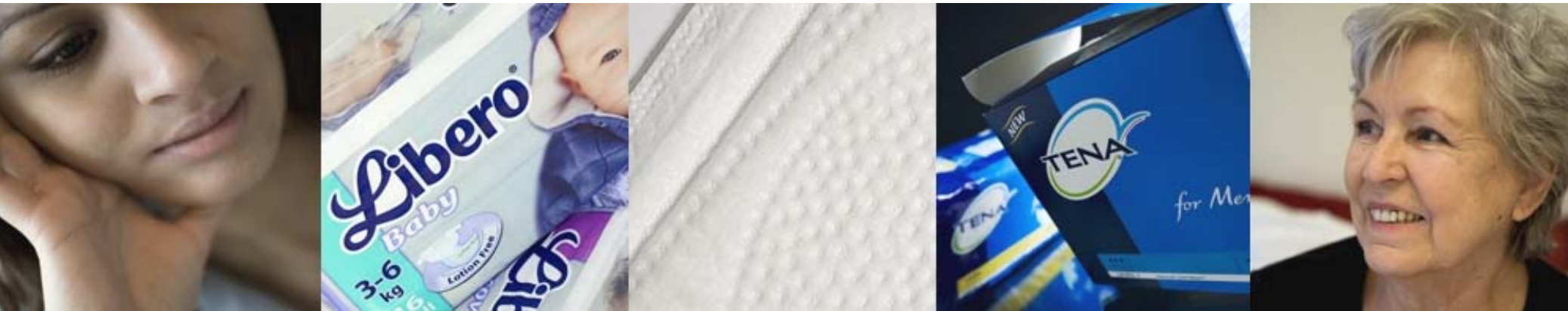


Year 2006 in brief

- 
- **Net sales** amounted to EUR 11bn (+5%)
 - **Net profit** amounted to EUR 591m (+23%)
 - **SCA's efficiency enhancement programs** provided savings of EUR 137m
 - **SCA has strengthened its product offerings** within all segments with new, innovative products.



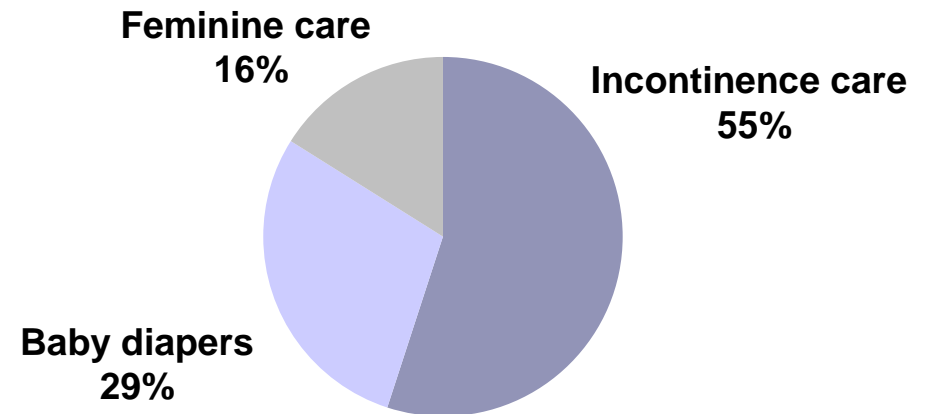
Personal Care



- Incontinence care
- Baby diapers
- Feminine care

Personal Care – portfolio

- **Good personal care is essential to well-being. Our products give people simple and comfortable hygiene solutions.**



Libero

Drypers
Washable Diaper
with Leak Guards

TENA

Libresse

Nana

Libra



Personal Care – markets

SCA is the world leader in incontinence care and holds leading regional positions in baby diapers and feminine care.



- Sales in some 90 countries throughout the world
- Sales in 2006 exceeded SEK 21bn
- Products are sold both under SCA's brands and retailers' brands
- Production is carried out at 18 plants in 16 countries
- Employees: 7,500



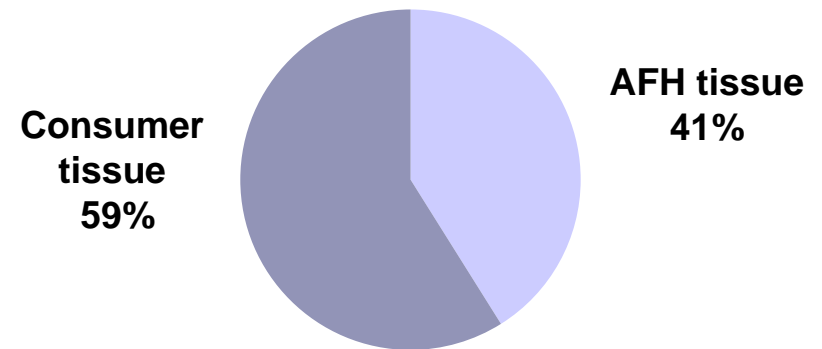
Tissue



- Consumer tissue
- Away-From-Home tissue

Tissue - portfolio

- Product segments within consumer tissue include toilet paper, kitchen rolls, handkerchiefs and napkins
- Within Away-From-Home tissue (AFH), the base in the customer offering is complete hygiene solutions for companies and institutions



Tissue – markets

SCA is the world's third largest and Europe's largest supplier of consumer tissue and Away-From-Home tissue.



- Sales in some 70 countries throughout the world
- Sales in 2006 exceeded SEK 31bn
- Products are sold both under SCA's brands and retailers' brands
- Production is carried out at 36 plants in 19 countries
- 14,500 employees



Packaging

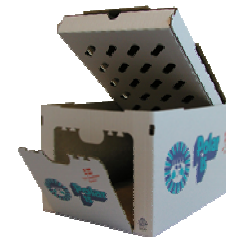
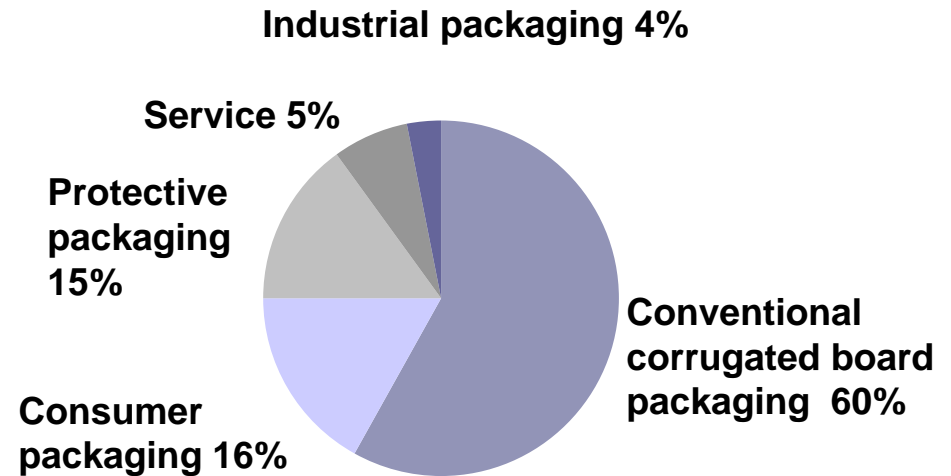


■ Transport and consumer packaging

■ Containerboard

Packaging - portfolio

- **SCA offers both transport and consumer packaging for a broad range of products such as food and industrial goods**
- **The packaging is mainly in corrugated board but also in different types of plastic material**
- **SCA also manufactures containerboard**



Packaging – markets

SCA is one of Europe's leading full-service suppliers of packaging solutions and Europe's second largest producer of containerboard.



- Sales in some 50 countries in Europe and Asia
- Sales in 2006 exceeded SEK 33bn
- Most of the packaging is used for food, consumer durables and industrial products
- Production is carried out at more than 300 plants in about 30 countries
- Employees: 24,500



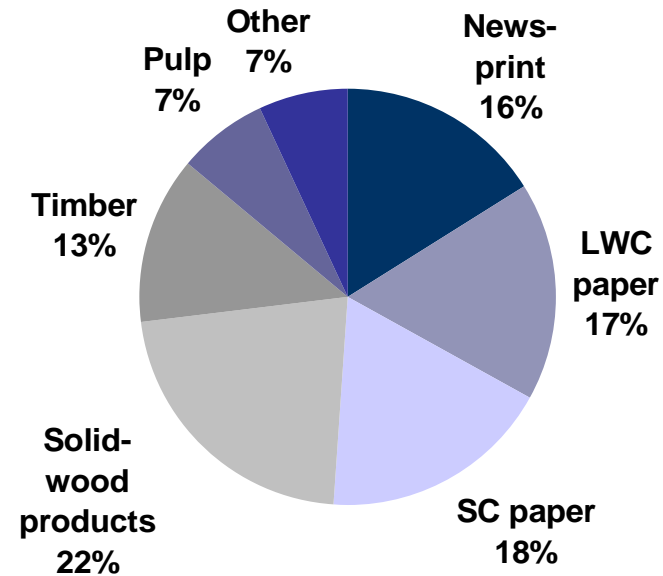
Forest Products



- Publication papers
- Solid-wood products
- Timber
- Pulp

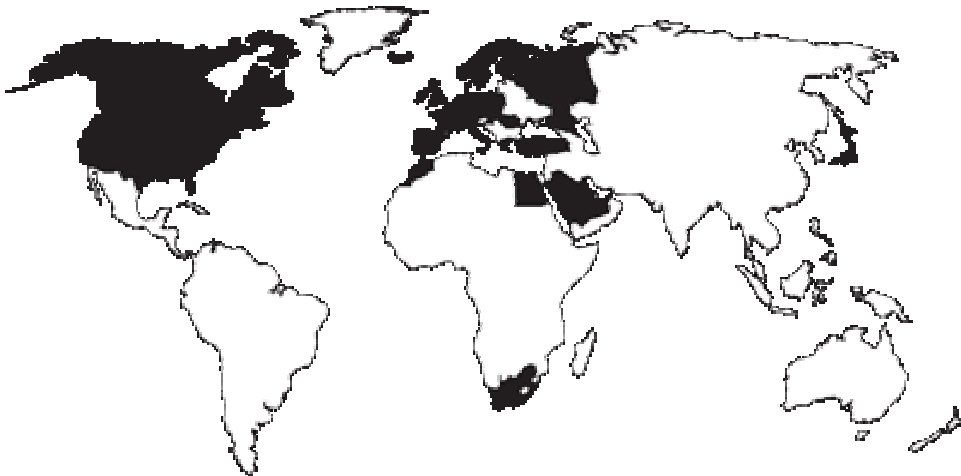
Forest Products - portfolio

- The products are publication papers, pulp and solid-wood products.
- The business area supplies the Group with raw material from SCA's own forests and is responsible for some of the Group's logistics.



Forest Products – markets

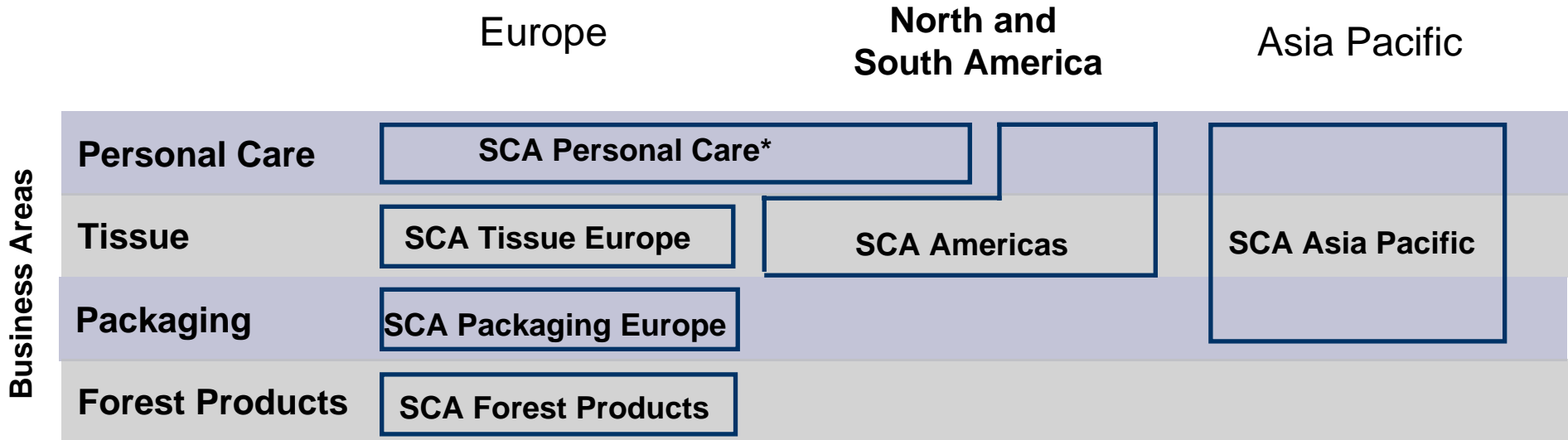
SCA is the sixth largest publication papers manufacturer and the sixth largest manufacturer of solid-wood products in Europe. SCA is Europe's biggest private forest owner with a total of 2.6 million hectares of forest.



- Sales primarily in Europe, but also in North America and Japan
- Sales in 2006 amounted to SEK 17.6bn
- 3 paper mills located in the UK, Sweden and Austria
- 8 saw mills and 1 pulp mill located in Sweden
- Some 4,000 employees

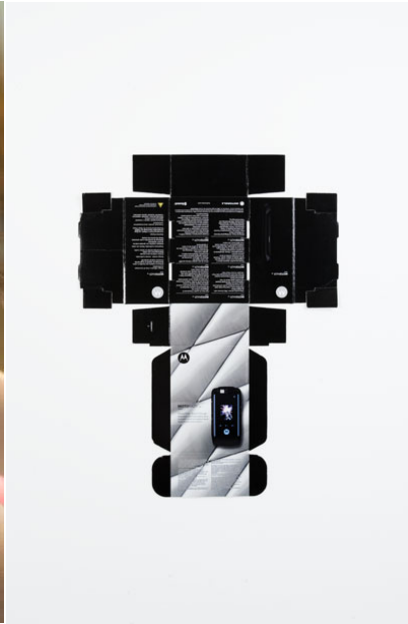


SCA organization



Business Groups – operating units





essentials
for everyday life™

