

## UPM Interim Report 1 January - 31 March 2008

- Earnings per share for the first quarter were $€ 0.20(€ 0.25$ for the first quarter of 2007), excluding special items $€ 0.19$ ( 0.25 )
- Operating profit was € 193 million ( 221 million), excluding special items $€ 188$ million ( 221 million)
- Fibre costs and currencies effected UPM's result


## Key figures

|  | Q1/2008 | Q1/2007 | Q1-Q4/2007 |
| :---: | :---: | :---: | :---: |
| Sales, €m | 2,410 | 2,519 | 10,035 |
| EBITDA, €m ${ }^{11}$ | 337 | 418 | 1,546 |
| \% of sales | 14.0 | 16.6 | 15.4 |
| Operating profit, €m | 193 | 221 | 483 |
| excluding special items, €m | 188 | 221 | 835 |
| Profit before tax, $€$ m | 134 | 177 | 292 |
| excluding special items, €m | 129 | 177 | 644 |
| Net profit for the period, $€ \mathrm{~m}$ | 103 | 131 | 81 |
| Earnings per share, $€$ | 0.20 | 0.25 | 0.16 |
| excluding special items, € | 0.19 | 0.25 | 1.00 |
| Diluted earnings per share, $€$ | 0.20 | 0.25 | 0.16 |
| Return on equity, \% | 6.2 | 7.3 | 1.2 |
| excluding special items, \% | 5.9 | 7.3 | 7.4 |
| Return on capital employed, \% | 6.7 | 7.9 | 4.3 |
| excluding special items, \% | 6.5 | 7.9 | 7.4 |
| Gearing ratio at end of period, \% | 64 | 57 | 59 |
| Shareholders' equity per share at end of period, $€$ | 12.48 | 13.38 | 13.21 |
| Net interest-bearing liabilities at end of period, $€ \mathrm{~m}$ | 4,107 | 4,023 | 3,973 |
| Capital employed at end of period, $€ \mathrm{~m}$ | 10,772 | 11,330 | 11,098 |
| Capital expenditure, €m | 137 | 193 | 708 |
| Personnel at end of period | 25,841 | 28,578 | 26,352 |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges, excluding the change in value of biological assets, the share of results of associated companies and joint ventures, and special items.

## Results

## Q1 of 2008 compared with Q1 of 2007

Sales for the first quarter of 2008 were $€ 2,410$ million, $4 \%$ less than the $€ 2,519$ million in the first quarter of 2007. Operating profit was $€ 193$ million ( 221 million), $8.0 \%$ ( $8.8 \%$ ) of sales. Operating profit excluding special items was $€ 188$ million (221 million).

Sales were unchanged when adjusted for the divested businesses. Delivery volumes were about the same as last year. The considerably weaker USD and GBP had an impact on sales and average prices in euros. The operating profit declined mainly due to the increased cost of wood and recycled fibre and the strengthened euro.

Delivery volumes of paper divisions remained about the same, despite reduction in capacity. The average paper price in euros for
all paper deliveries remained about the same as last year. The profitability decreased due to the increased fibre costs.

Prices for magazine grades improved during the quarter, but were on average below the first quarter 2007 level. Standard newsprint prices declined and were $5 \%$ lower than last year. The average price for fine and speciality papers was about the same as last year.

The profitability of the label business for the period was weak. Prices were lower and the fixed costs increased. In North America, weakened economy resulted in contraction of demand.

The profitability of wood products decreased. While good profitability of plywood business was maintained, the sawmilling business weakened significantly as prices decreased and cost of wood raw material increased.

The increase in the fair value of biological assets, net of wood harvested, was $€ 28$ million (decrease of $€ 3$ million). The share of
results of associated companies and joint ventures was $€ 22$ million (21 million).

Profit before tax was $€ 134$ million ( 177 million) and excluding special items $€ 129$ million ( 177 million). Interest and other finance costs net were $€ 49$ million ( 49 million). Exchange rate and fair value gains and losses, and gains on available-for-sale investments, resulted in a loss of $€ 10$ million (a gain of $€ 5$ million).

Income taxes were $€ 31$ million ( 46 million). The effective tax rate was $23 \%$ ( $26 \%$ ).

Profit for the first quarter was $€ 103$ million ( 131 million) and earnings per share were $€ 0.20$ ( 0.25 ). Earnings per share excluding special items were $€ 0.19$ ( 0.25 ). Operating cash flow per share was $€ 0.10$ (0.36).

## Paper deliveries

Paper deliveries for the first three months were 2,753,000 tonnes, the same as in 2007. Magazine paper deliveries were $1,136,000$ tonnes $(1,155,000)$, newsprint 636,000 tonnes $(630,000)$, and fine and speciality papers 981,000 tonnes $(968,000)$.

## Financing

Cash flow from operating activities, before capital expenditure and financing, was $€ 50$ million ( 187 million). The cash flow includes cash contribution in the UK pension plans, and settlement of the restructuring provisions related to the closure of the Miramichi paper mill in 2007. The increase in working capital amounted to $€ 106$ million ( 145 million).

The gearing ratio as of 31 March was $64 \%$ ( $57 \%$ on 31 March 2007). Equity to assets ratio on 31 March was $46.2 \%$ ( $48.4 \%$ ). Net interest-bearing liabilities at the end of the period increased to $€ 4,107$ million ( 4,023 million).

## Personnel

In the first quarter, UPM had an average of 25,971 employees $(28,558)$. At the beginning of the year, the number of employees was 26,352 and at the end of the period 25,841 . Since the first quarter of last year, the number of personnel decreased as a result of the measures related to the profitability programme, closure of the Miramichi paper mill, and divestments of port operators and Walki Wisa.

## Capital expenditure

During the first three months, gross capital expenditure was $€ 137$ million, $5.7 \%$ of sales ( 193 million, $7.7 \%$ of sales).

The new self-adhesive label materials factory in Dixon, Illinois, in the USA, started operations in February. The total investment cost was USD 100 million ( $€ 70$ million).

The largest ongoing investments are the rebuild of the recovery plant at the Kymi pulp mill, which is scheduled to start up during the second quarter of 2008; the new label materials plant in Poland, scheduled for start-up in the fourth quarter of 2008; and a biomass boiler in the Caledonian paper mill, Scotland, that is scheduled to begin operation in 2009.

## Shares

In the first quarter of 2008, UPM shares worth, in total, $€ 2,840$ million were traded on the OMX Nordic Exchange Helsinki (4,267
million). The highest quotation was $€ 13.87$ in January and the lowest $€ 10.52$ in March.

The Annual General Meeting held on 26 March 2008 approved a proposal to authorise the Board of Directors to decide to buy back not more than $51,000,000$ own shares. The authorisation is valid for 18 months from the date of the decision.

On the basis of the decisions of the Annual General Meeting of 27 March, 2007, the Board has the authority to decide on a free issue of shares to the company itself so that the total number of shares to be issued to the company combined with the number of own shares bought back under the buyback authorisation may not exceed $1 / 10$ of the total number of shares of the company. In addition, the Board has the authority to decide to issue shares and special rights entitling the holder to shares of the company. The number of new shares to be issued, including shares to be obtained under special rights, shall be no more than $250,000,000$. Of that, the maximum number that can be issued to the company's shareholders based on their pre-emptive rights is $250,000,000$ shares and the maximum amount that can be issued deviating from the shareholders' pre-emptive rights in a directed share issue is $100,000,000$ shares. The maximum number of new shares to be issued as part of the company's incentive programmes is $5,000,000$ shares. Furthermore, the Board is authorised to decide on the disposal of own shares. These authorisations of the 2007 Annual General Meeting will remain valid for no more than three years from the date of the decision.

In the first quarter of 2008, 23,000 shares were subscribed for through exercising of outstanding share options. The number of shares entered in the Trade Register as of 31 March 2008 was $512,592,320$. Through the issuance authorisation and share options, the number of shares may increase to a maximum of $794,158,420$.

At the end of the period, the company did not hold any of its own shares.

Apart from the above, the Board of Directors has no current authorisation to issue shares, convertible bonds or share options.

## Dividend

The Annual General Meeting of 26 March 2008 approved the Board's proposal to pay a dividend of $€ 0.75$ per share for the 2007 financial year. The dividend of $€ 384$ million that was paid on 10 April 2008 is included in short-term non-interest-bearing liabilities at the end of March.

## Company directors

The Annual General Meeting of 26 March 2008 decided that the Board of Directors is composed of 10 members. Mr Matti Alahuhta, President and CEO of KONE Corporation, and Mr Björn Wahlroos, President and CEO of Sampo plc, were elected to the Board of Directors as new members. In addition, Mr Michael C. Bottenheim, LLM, MBA; Mr Berndt Brunow, Board member of Oy Karl Fazer Ab; Mr Karl Grotenfelt, LLM, Chairman of the Board of Directors of Famigro Oy; Dr Georg Holzhey, former Executive Vice President of UPM and Director of G. Haindl'sche Papierfabriken KGaA; Ms Wendy E. Lane, Chairman of American investment firm Lane Holdings, Inc.; Mr Jussi Pesonen, President and CEO of UPM; Ms Ursula Ranin; LLM, B.Sc. (Econ.); and Mr Veli-Matti Reinikkala, President of ABB Process Automation Division, were re-elected as
members of the Board of Directors. The term of office of the members of the Board of Directors lasts until the end of the next Annual General Meeting.

At the assembly meeting of the Board of Directors, Mr Björn Wahlroos was elected as Chairman, and Mr Berndt Brunow and Mr Georg Holzhey were elected as Vice Chairmen.

In addition, the Board of Directors elected from its members the Audit Committee with Mr Michael C. Bottenheim as Chairman, and Ms Wendy E. Lane and Mr Veli-Matti Reinikkala as members. The Human Resources Committee was elected, with Mr Berndt Brunow as Chairman, and Mr Georg Holzhey and Ms Ursula Ranin as members. Furthermore, the Nominating and Corporate Governance Committee was elected, with Mr Björn Wahlroos as Chairman, and the other members being Mr Matti Alahuhta and Mr Karl Grotenfelt.

## Litigation

Certain competition authorities are continuing investigations into alleged antitrust activities with respect to various products of the company. The US Department of Justice, the EU authorities and the authorities in several EU Member States, Canada and certain other countries have granted UPM conditional full immunity with respect to certain conduct disclosed to them. The US and Canadian investigations are closed, and the European Commission has tentatively closed its investigation of the European fine paper, newsprint, magazine paper, label paper and self-adhesive labelstock markets.

UPM has been named as a defendant in multiple class-action lawsuits against labelstock and magazine paper manufacturers in the United States. UPM has agreed to settle the class-action lawsuits raised by direct purchasers of labelstock and magazine paper. Certain class-action lawsuits filed by indirect purchasers of labelstock and magazine paper continue to be pending.

The remaining litigation matters may last several years. No material provisions have been made in relation to these investigations.

## Events after the balance sheet date

The Group's management is not aware of any significant events occurring after 31 March 2008.

## Risk factors

If implemented, the announced third increase in the export duty on Russian wood from the beginning of 2009 will make imports of round wood uneconomical. There is a high risk that these imports cannot be fully replaced in a financially sound manner. The uncertainty about the final outcome will reduce imports from Russia during the latter part of this year. This could result in reduction of production at some of the Finnish mills during the second half of 2008.

## Outlook for the second quarter of 2008

Global demand for printing papers is forecast to grow somewhat from last year. In Europe, good demand is expected to continue especially in Eastern Europe. In North America, weakening demand trend is expected to continue. The highest growth in demand will be in China.

Current order books in printing papers are good. Due to capacity closures and temporary shut downs, UPM's paper deliveries for the full year 2008 are expected to be somewhat lower than last year. For the second quarter the Group's average paper price in euros is expected to be slightly higher than that of the first quarter 2008.

Demand for self-adhesive labelstock is forecast to grow in Europe and Asia but in North America growth in demand has come to a halt due to weak economy and subdued consumer demand. Selfadhesive labelstock prices in local currencies are expected to increase from the first quarter in all main markets.

In wood products, strong demand for birch plywood and stable demand for spruce plywood is expected to continue. In sawn timber outlook is cautious. Demand for both redwood and whitewood is expected to weaken and prices to be lower than in the beginning of the year.

Wood fibre costs for 2008 are forecast to be higher than in the earlier forecast for the full year. However, the increase in the company's overall costs is still expected to be about $2 \%$. This includes cost savings from the ongoing profitability programme.

## Divisional reviews

## Magazine Papers

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 781 | 811 | 847 | 798 | 793 | 3,249 |
| EBITDA, €m ${ }^{\prime \prime}$ | 120 | 98 | 116 | 114 | 113 | 441 |
| \% of sales | 15.4 | 12.1 | 13.7 | 14.3 | 14.2 | 13.6 |
| Depreciation, amortisation and impairment charges, €m | -76 | -83 | -82 | -443 | -86 | -694 |
| Operating profit, €m | 44 | -62 | 34 | -339 | 27 | -340 |
| \% of sales | 5.6 | -7.6 | 4.0 | -42.5 | 3.4 | -10.5 |
| Special items, $€$ m ${ }^{2 \prime}$ | - | -77 | - | -371 | - | -448 |
| Operating profit excl. special items, €m | 44 | 15 | 34 | 32 | 27 | 108 |
| \% of sales | 5.6 | 1.8 | 4.0 | 4.0 | 3.4 | 3.3 |
| Deliveries, 1,000 $\dagger$ | 1,136 | 1,238 | 1,266 | 1,189 | 1,155 | 4,848 |

${ }^{1}$ ) EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
${ }^{2)}$ Special items for the second quarter of 2007 include a goodwill impairment charge of $€ 350$ million, an impairment charge of $€ 22$ million and personnel costs of $€ 10$ million related to the Miramichi paper mill, and an income of $€ 11$ million related to impairment reversals. For the fourth quarter, special items include personnel expenses of $€ 44$ million and other costs of $€ 36$ million related to the Miramichi paper mill, and an income of $€ 3$ million related to other restructuring measures.

## Q1 of 2008 compared with Q1 of 2007

Operating profit, excluding special items, for Magazine Papers was $€ 44$ million ( 27 million). Sales declined slightly to $€ 781$ million (793 million). Paper deliveries had a volume of $1,136,000$ tonnes $(1,155,000)$.

First-quarter profitability improved, as a result of better efficiency. Fibre costs increased from last year's level but fixed costs were lower. In export markets, the average prices in local currencies were clearly higher. Due to the strengthened euro against the USD and GBP, the average price for all magazine paper deliveries was about the same as a year ago. Deliveries were maintained, despite the closure of the Miramichi paper mill and the transfer of Jämsänkoski PM4 to Fine and Speciality Papers Division.

## Market review

In the first three months of the year, magazine paper demand in Europe continued to be good. Coated magazine paper demand increased by about $2 \%$ and demand for uncoated magazine paper by about $1 \%$ in comparison with the same period in 2007. Export of magazine paper from Europe increased compared with the previous year. In North America, demand for both coated and uncoated magazine paper increased $4 \%$. In Europe, prices increased from the beginning of the year, but the average market price was down from last year. In North America, prices increased from last year by about $15 \%$.

## Newsprint

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 332 | 378 | 365 | 379 | 348 | 1,470 |
| EBITDA, €m ${ }^{\prime \prime}$ | 60 | 79 | 91 | 100 | 92 | 362 |
| \% of sales | 18.1 | 20.9 | 24.9 | 26.4 | 26.4 | 24.6 |
| Depreciation, amortisation and impairment charges, €m | -46 | -48 | -47 | -47 | -48 | -190 |
| Operating profit, €m | 15 | 36 | 44 | 53 | 44 | 177 |
| \% of sales | 4.5 | 9.5 | 12.1 | 14.0 | 12.6 | 12.0 |
| Special items, $€ \mathrm{~m}^{21}$ | 1 | 5 | - | - | - | 5 |
| Operating profit excl. special items, €m | 14 | 31 | 44 | 53 | 44 | 172 |
| \% of sales | 4.2 | 8.2 | 12.1 | 14.0 | 12.6 | 11.7 |
| Deliveries, 1,000 $\dagger$ | 636 | 702 | 667 | 683 | 630 | 2,682 |

[^0]
## Q1 of 2008 compared with Q1 of 2007

Operating profit, excluding special items, for Newsprint decreased from $€ 44$ million to $€ 14$ million. Sales were $€ 332$ million ( 348 million). Paper deliveries were 636,000 tonnes $(630,000)$.

The main reasons for the decreased profitability were lower paper prices, the stronger euro against the GBP and USD, and higher cost of fibres. The average price for all newsprint deliveries when translated into euros was about $5 \%$ lower than in the corresponding period in 2007. Both recovered fibre and wood costs were higher. Operational efficiency improved. In February, the Kajaani PM4 was temporarily closed down for ten months.

## Market review

In Europe, demand for standard and improved newsprint was approximately $2 \%$ lower than in the first quarter of last year. Net exports from Europe increased. In Europe, the average market price for standard newsprint was about $3 \%$ down. In North America, average prices for standard newsprint were flat and demand decreased. In the other markets, prices increased in invoicing currencies.

Fine and Speciality Papers

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 726 | 718 | 694 | 686 | 699 | 2,797 |
| EBITDA, €m ${ }^{11}$ | 84 | 66 | 82 | 92 | 85 | 325 |
| \% of sales | 11.6 | 9.2 | 11.8 | 13.4 | 12.2 | 11.6 |
| Depreciation, amortisation and impairment charges, €m | -53 | -54 | -53 | -53 | -53 | -213 |
| Operating profit, €m | 31 | 12 | 29 | 39 | 32 | 112 |
| \% of sales | 4.3 | 1.7 | 4.2 | 5.7 | 4.6 | 4.0 |
| Special items, €m | - | - | - | - | - | - |
| Operating profit excl. special items, €m | 31 | 12 | 29 | 39 | 32 | 112 |
| \% of sales | 4.3 | 1.7 | 4.2 | 5.7 | 4.6 | 4.0 |
| Deliveries, 1,000 $\dagger$ | 981 | 977 | 954 | 960 | 968 | 3,859 |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.

## Q1 of 2008 compared with Q1 of 2007

Operating profit, excluding special items, for Fine and Speciality Papers was $€ 31$ million ( 32 million). Sales increased from $€ 699$ million to $€ 726$ million. Paper deliveries were 981,000 tonnes $(968,000)$.

The profitability of the division remained about the same. Wood and pulp costs were markedly higher. This cost increase and the effect of the strengthened euro were mainly offset by improved operational efficiency. The average price for all fine and speciality paper deliveries, translated into euros, was about the same. Prices for uncoated fine papers were higher, but those for coated fine papers lower.

## Market review

In Europe, demand for coated fine paper was unchanged when compared with that in the same period last year. Demand for uncoated fine paper decreased by about $3 \%$. Good demand for packaging papers continued, and demand for label papers improved slightly. In Europe, average market prices for coated fine paper were $5 \%$ lower than in the first quarter of 2007. The average market price for uncoated fine papers increased about $3 \%$. In Asia, demand and prices for fine paper increased from last year.

## Label Materials

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 249 | 249 | 252 | 260 | 261 | 1,022 |
| EBITDA, €m ${ }^{11}$ | 9 | 15 | 18 | 21 | 26 | 80 |
| \% of sales | 3.6 | 6.0 | 7.1 | 8.1 | 10.0 | 7.8 |
| Depreciation, amortisation and impairment charges, €m | -9 | -9 | -8 | -8 | -8 | -33 |
| Operating profit, €m | 0 | 10 | 10 | 13 | 18 | 51 |
| \% of sales | 0.0 | 4.0 | 4.0 | 5.0 | 6.9 | 5.0 |
| Special items, $€$ m ${ }^{21}$ | - | 4 | - | - | - | 4 |
| Operating profit excl. special items, €m | 0 | 6 | 10 | 13 | 18 | 47 |
| $\%$ of sales | 0.0 | 2.4 | 4.0 | 5.0 | 6.9 | 4.6 |

[^1]
## Q1 of 2008 compared with Q1 of 2007

The Label Division did not make an operating profit for the period. Last year's operating profit, excluding special items, was $€ 18$ million. Sales decreased to $€ 249$ million ( 261 million).

The decrease in sales was due to lower prices, the strengthened euro and changes in market mix. In addition, the profitability of the division weakened due to increased fixed costs partly related to the ongoing investment programme, and due to higher raw material costs. The Label Division started to implement price increases in various markets. In the first quarter, prices were increased in North America, China and South Africa.

The Dixon, Illinois, factory project was completed in the quarter under review, and the ramp-up of the operation has proceeded smoothly.

## Market review

Due to weak US economy and consumer demand, label material demand is estimated to have contracted during the first quarter in North America. In Europe, from the beginning of this year demand is estimated to have grown slightly slower than last year. In Asia, the strong increase in demand continued.

## Wood Products

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 298 | 297 | 262 | 326 | 314 | 1,199 |
| EBITDA, €m ${ }^{11}$ | 19 | 26 | 8 | 51 | 42 | 127 |
| \% of sales | 6.4 | 8.8 | 3.1 | 15.6 | 13.4 | 10.6 |
| Depreciation, amortisation and impairment charges, €m | -11 | -11 | -10 | -11 | -10 | -42 |
| Operating profit, €m | 8 | 21 | -2 | 41 | 32 | 92 |
| \% of sales | 2.7 | 7.1 | -0.8 | 12.6 | 10.2 | 7.7 |
| Special items, $€$ m ${ }^{2 /}$ | - | 6 | - | - | - | 6 |
| Operating profit excl. special items, €m | 8 | 15 | -2 | 41 | 32 | 86 |
| \% of sales | 2.7 | 5.1 | -0.8 | 12.6 | 10.2 | 7.2 |
| Deliveries, plywood 1,000 m ${ }^{3}$ | 241 | 239 | 204 | 247 | 255 | 945 |
| Deliveries, sawn timber $1,000 \mathrm{~m}^{3}$ | 560 | 520 | 480 | 637 | 587 | 2,224 |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
${ }^{2)}$ Special items in the fourth quarter of 2007 include a gain of $€ 6$ million on sale of estate assets.

## Q1 of 2008 compared with Q1 of 2007

Operating profit, excluding special items, for Wood Products decreased from $€ 32$ million to $€ 8$ million. Sales came to $€ 298$ million ( 314 million). Plywood deliveries were $241,000(255,000)$ cubic metres and sawn timber deliveries $560,000(587,000)$ cubic metres.

The profitability of the division decreased mainly as a result of increased wood costs and weakened timber market. The prices of timber decreased and the profitability of sawmilling weakened further. The good profitability of plywood continued as the demand remained healthy. Birch log availability limited the production.

The closure of the Luumäki timber component and planing mill in Finland was announced in February. Timber production was curtailed due to slowdown of demand.

## Market review

During the first quarter, plywood demand remained strong in all markets. Prices were higher than a year ago. The demand for both redwood and whitewood sawn timber was clearly weaker resulting in a decrease of prices. The supply of logs remained tight.

## Other Operations

| €m | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales ${ }^{11}$ | 168 | 188 | 173 | 214 | 234 | 809 |
| EBITDA ${ }^{2 /}$ | 45 | 67 | 51 | 32 | 60 | 210 |
| Depreciation, amortisation and impairment charges | -4 | -31 | -6 | -5 | -10 | -52 |
| Operating profit |  |  |  |  |  |  |
| Forestry | 37 | 61 | 43 | 34 | 28 | 166 |
| Energy Department, Finland | 38 | 42 | 23 | 19 | 28 | 112 |
| Other and eliminations | -2 | 20 | - | 59 | -9 | 70 |
| Operating profit, total | 73 | 123 | 66 | 112 | 47 | 348 |
| Special items ${ }^{31}$ | 4 | 10 | - | 71 | - | 81 |
| Operating profit, excluding special items | 69 | 113 | 66 | 41 | 47 | 267 |

${ }^{1)}$ Includes sales outside the Group.
${ }^{2)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges, excluding the change in value of biological assets and special items.
${ }^{3)}$ Special items for the first quarter of 2008 include adjustment to sales of disposals in 2007. Special items for the second quarter of 2007 include capital gains of $€ 42$ million related to the sale of UPM-Asunnot and $€ 29$ million related to the sale of Walki Wisa. In the fourth quarter, special items include a capital gain of $€ 58$ million on the sale of port operators Rauma Stevedoring and Botnia Shipping, a compensation charge of $€ 12$ million related to class-action lawsuits in the US, impairment charges of $€ 31$ million related mainly to Miramichi’s forestry and sawmilling operations, and other restructuring costs of $€ 5$ million.

## Q1 of 2008 compared with Q1 of 2007

Excluding special items, operating profit for Other Operations was $€ 69$ million ( 47 million). Sales decreased to $€ 168$ million ( 234 million) due to sold businesses in 2007.

The operating profit of Forestry was $€ 37$ million ( 28 million). The increase in the fair value of biological assets (growing trees) was $€ 41$ million ( 23 million). Fellings from the Group’s own forests decreased from last year and the cost of wood raw material harvested from the Group's forests was $€ 13$ million ( 26 million).

The operating profit of the Energy Department in Finland was $€ 38$ million ( 28 million). Hydropower availability was very good, as the water reservoirs in the Nordic countries were higher than normal, reducing the average cost of energy generation and enabling increased sales outside the company. The Nord Pool price of electricity was significantly higher than in the corresponding period a year ago.

## Associated companies and joint ventures

| €m | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Share of result after tax |  |  |  |  |  |  |
| Oy Metsä-Botnia Ab |  |  |  |  |  |  |
| Pohiolan Voima Oy | 26 | 6 | 19 | 12 | 21 | 58 |
| $\quad$ Other | -5 | -4 | -5 | -5 | - | -14 |
| Total | 1 | - | - | -1 | - | -1 |

Deliveries

|  | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Paper deliveries |  |  |  |  |  |  |
| Magazine papers, 1,000 $\dagger$ | 1,136 | 1,238 | 1,266 | 1,189 | 1,155 | 4,848 |
| Newsprint, 1,000 t | 636 | 702 | 667 | 683 | 630 | 2,682 |
| Fine and speciality papers, 1,000 t | 981 | 977 | 954 | 960 | 968 | 3,859 |
| Paper deliveries total | 2,753 | 2,917 | 2,887 | 2,832 | 2,753 | 11,389 |
| Wood products deliveries |  |  |  |  |  |  |
| Plywood, 1,000 m ${ }^{3}$ | 241 | 239 | 204 | 247 | 255 | 945 |
| Sawn timber, $1,000 \mathrm{~m}^{3}$ | 573 | 537 | 505 | 666 | 617 | 2,325 |

Helsinki, 24 April 2008

UPM-Kymmene Corporation
Board of Directors

## Financial information

## Consolidated income statement

| €m | Q1/2008 | Q1/2007 | Q1-Q4/2007 |  |
| :--- | :--- | ---: | ---: | ---: |
|  |  |  |  |  |
| Sales | 2,410 | 2,035 |  |  |
| Other operating income | 40 | 18 | 200 |  |
| Costs and expenses | $-2,108$ | $-8,650$ |  |  |
| Change in fair value of biological assets and wood harvested | 28 | 79 |  |  |
| Share of results of associated companies and joint ventures | 22,119 | -3 | 43 |  |
| Depreciation, amortisation and impairment charges | -199 | 21 | -215 | $-1,224$ |
| Operating profit | 193 | 221 | 483 |  |


| Gains on available-for-sale investments, net | - | 2 | 2 |
| :--- | ---: | ---: | ---: |
| Exchange rate and fair value gains and losses | -10 | -2 |  |
| Interest and other finance costs, net | -49 | -191 |  |
| Profit before tax | 134 | 292 |  |
| Income taxes |  | -49 | 177 |
| Profit for the period | -31 | -46 | -211 |

Attributable to:

| Equity holders of the parent company | 102 | 131 | 85 |
| :--- | :---: | ---: | :---: |
| Minority interest | 1 | - | -4 |

Earnings per share for profit attributable to the equity
holders of the parent company

| Basic earnings per share, $€$ | 0.20 | 0.25 | 0.16 |
| :--- | :--- | :--- | :--- |
| Diluted earnings per share, $€$ | 0.20 | 0.25 | 0.16 |

## Condensed consolidated balance sheet

## ASSETS

## Non-current assets

| Goodwill | 1,163 | 1,514 | 1,163 |
| :---: | :---: | :---: | :---: |
| Other intangible assets | 411 | 435 | 392 |
| Property, plant and equipment | 6,048 | 6,435 | 6,179 |
| Biological assets | 1,121 | 1,027 | 1,095 |
| Investments in associated companies and joint ventures | 1,178 | 1,175 | 1,193 |
| Deferred tax assets | 252 | 360 | 284 |
| Other non-current assets | 442 | 281 | 333 |
|  | 10,615 | 11,227 | 10,639 |
| Current assets |  |  |  |
| Inventories | 1,420 | 1,273 | 1,342 |
| Trade and other receivables | 1,791 | 1,699 | 1,735 |
| Cash and cash equivalents | 98 | 200 | 237 |
|  | 3,309 | 3,172 | 3,314 |
| Assets held for sale | - | 157 | - |
| Total assets | 13,924 | 14,556 | 13,953 |

## EQUITY AND LIABILITIES

Equity attributable to equity holders of the parent

| Share capital | 890 | 890 | 890 |
| :--- | ---: | ---: | ---: |
| Share premium reserve | - | 826 | - |
| Fair value and other reserves | -53 | 178 | 35 |
| Reserve for invested non-restricted equity | 1,067 | - | 1,067 |
| Retained earnings | 4,492 | 4,778 |  |
| Minority interest | 6,396 | 13 | 7,106 |
| Total equity | 6,409 | 18 | 13 |


| Non-current liabilities |  |  |  |
| :--- | ---: | ---: | ---: |
| Deferred tax liabilities | 748 | 781 |  |
| Non-current interest-bearing liabilities | 3,368 | 3,384 |  |
| Other non-current liabilities | 594 | 6,238 | 4,753 |
|  | 4,710 | 600 |  |
| Current liabilities |  |  |  |
| Current interest-bearing liabilities | 9,619 | 931 |  |
| Trade and other payables | 1,810 | 1,068 | 1,486 |
|  | 2,805 | 1,809 |  |
| Liabilities related to assets held for sale |  | 2,877 |  |
| Total liabilities | 7,515 |  | - |
| Total equity and liabilities | 13,924 | 7,170 |  |

## Consolidated statement of changes in equity



| Condensed consolidated cash flow statement |  |  |
| :--- | ---: | ---: |
| €m | Q1/2008 | Q1/2007 | Q1-Q4/2007

## Quarterly information

| €m | Q1/08 | Q4/07 | Q3/07 | Q2/07 | Q1/07 | Q1-Q4/07 |
| :--- | :--- | :--- | ---: | ---: | ---: | ---: |
| Sales by segment |  |  |  |  |  |  |
| Magazine Papers | 781 | 811 | 847 | 798 | 793 | 3,249 |
| Newsprint | 332 | 378 | 365 | 379 | 348 |  |
| Fine and Speciality Papers | 726 | 718 | 694 | 686 | 699 | 2,470 |
| Label Materials | 249 | 249 | 252 | 260 | 261 | 1,022 |
| Wood Products | 298 | 297 | 262 | 326 | 314 | 1,199 |
| Other Operations | 168 | 188 | 173 | 214 | 234 | 809 |
| Internal sales | -144 | -129 | -126 | -126 | -130 |  |
| Sales, total | 2,410 | 2,512 | 2,467 | 2,537 | 2,519 | 10,035 |


| Operating profit by segment |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Magazine Papers | 44 | -62 | 34 | -339 | 27 | -340 |
| Newsprint | 15 | 36 | 44 | 53 | 44 | 177 |
| Fine and Speciality Papers | 31 | 12 | 29 | 39 | 32 | 112 |
| Label Materials | - | 10 | 10 | 13 | 18 | 51 |
| Wood Products | 8 | 21 | -2 | 41 | 32 | 92 |
| Other Operations <br> Share of results of associated companies | 73 | 123 | 66 | 112 | 47 | 348 |
| and joint ventures | 22 | 2 | 14 | 6 | 21 | 43 |
| Operating profit (loss), total | 193 | 142 | 195 | -75 | 221 | 483 |
| \% of sales | 8.0 | 5.7 | 7.9 | -3.0 | 8.8 | 4.8 |
| Gains on available-for-sale investments, net | - | - | - | - | 2 | 2 |
| Exchange rate and fair value gains and losses | -10 | -4 | -9 | 8 | 3 | -2 |
| Interest and other finance costs, net | -49 | -46 | -42 | -54 | -49 | -191 |
| Profit (loss) before tax | 134 | 92 | 144 | -121 | 177 | 292 |
| Income taxes | -31 | -63 | -25 | -77 | -46 | -211 |
| Profit (loss) for the period | 103 | 29 | 119 | -198 | 131 | 81 |
| Basic earnings per share, € | 0.20 | 0.06 | 0.23 | -0.38 | 0.25 | 0.16 |
| Diluted earnings per share, $€$ | 0.20 | 0.06 | 0.23 | -0.38 | 0.25 | 0.16 |
| Average number of shares, basic (1,000) | 512,581 | 514,085 | 527,012 | 527,111 | 523,261 | 522,867 |
| Average number of shares, diluted (1,000) | 513,412 | 515,322 | 529,530 | 530,980 | 527,086 | 525,729 |

Special items in operating profit
Special items in operating profit are
specified in the divisional reviews on pages 5-8.

| Magazine Papers | - | -77 | - | -371 | - | -448 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newsprint | 1 | 5 | - | - | - | 5 |
| Fine and Speciality Papers | - | - | - | - | - | - |
| Label Materials | - | 4 | - | - | - | 4 |
| Wood Products | - | 6 | - | - | - | 6 |
| Other Operations | 4 | 10 | - | 71 | - | 81 |
| Share of results of associated companies and joint ventures | - | - | - | - | - | - |
| Special items in operating profit, total | 5 | -52 | - | -300 | - | -352 |
| Special items reported after operating profit | - | - | - | - | - | - |
| Special items reported in taxes | - | -39 | - | -32 | - | -71 |
| Special items, total | 5 | -91 | - | -332 | - | -423 |
| Operating profit, excl. special items | 188 | 194 | 195 | 225 | 221 | 835 |
| \% of sales | 7.8 | 7.7 | 7.9 | 8.9 | 8.8 | 8.3 |
| Profit before tax, excl. special items | 129 | 144 | 144 | 179 | 177 | 644 |
| \% of sales | 5.4 | 5.7 | 5.8 | 7.1 | 7.0 | 6.4 |
| Earnings per share, excl. special items, € | 0.19 | 0.24 | 0.23 | 0.28 | 0.25 | 1.00 |
| Return on equity, excl. special items, \% | 5.9 | 7.1 | 6.9 | 8.5 | 7.3 | 7.4 |
| Return on capital employed, excl. special items, \% | 6.5 | 6.9 | 6.8 | 8.3 | 7.9 | 7.4 |

## Changes in property, plant and equipment

| €m | Q1/2008 | Q1/2007 | Q1-Q4/2007 |
| :--- | ---: | ---: | ---: |
| Book value ar beginning of period | 6,179 | 6,500 | 6,500 |
| Capital expenditure | 128 | 181 | 644 |
| Decreases | -2 | -96 |  |
| Depreciation | -183 | -12 | -752 |
| Impairment charges | - | -195 | - |
| Impairment reversal | - | - | 12 |
| Translation difference and other changes | -74 | -39 | -87 |
| Book value at end of period | 6,048 | 6,435 | 6,179 |

## Commitments and contingencies

| €m | 31.03.2008 | 31.03.2007 | 31.12.2007 |
| :---: | :---: | :---: | :---: |
| Own commitments |  |  |  |
| Mortgages | 89 | 94 | 90 |
| On behalf of associated companies and joint ventures |  |  |  |
| Guarantees for loans | 10 | 11 | 10 |
| On behalf of others |  |  |  |
| Guarantees for loans | - | 1 | - |
| Other guarantees | 3 | 5 | 3 |
| Other own commitments |  |  |  |
| Leasing commitments for the next 12 months | 26 | 26 | 21 |
| Leasing commitments for subsequent periods | 86 | 94 | 99 |
| Other commitments | 66 | 80 | 70 |


| Capital commitments |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| By |  |  |  |
| After |  |  |  |

## Notional amounts of derivative financial instruments

| €m | 31.03.2008 | 31.03.2007 | 31.12.2007 |
| :---: | :---: | :---: | :---: |
| Currency derivatives |  |  |  |
| Forward contracts | 5,964 | 3,968 | 4,369 |
| Options, bought | 121 | 3 | 50 |
| Options, written | 174 | 3 | 60 |
| Swaps | 511 | 565 | 529 |
| Interest rate derivatives |  |  |  |
| Forward contracts | 4,639 | 2,851 | 3,642 |
| Swaps | 2,148 | 2,542 | 2,383 |
| Other derivatives |  |  |  |
| Forward contracts | 18 | 12 | 12 |
| Swaps | , | 12 | 3 |

## Related party (associated companies and joint ventures) transactions and balances

| €m | Q1/2008 | Q1/2007 | Q1-Q4/2007 |
| :--- | ---: | ---: | ---: |
| Sales to associated companies | 26 | 15 | 130 |
| Purchases from associated companies | 127 | 103 | 500 |
| Trade and other receivables at end of period | 26 | 14 | 29 |
| Trade and other payables at end of period | 25 | 28 | 42 |

## Key exchange rates for the euro at end of period

|  | 31.03 .2008 | 31.12 .2007 | 30.09 .2007 | 30.06 .2007 | 31.03 .2007 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |
| USD | 1.5812 | 1.4721 | 1.4179 | 1.3505 | 1.3318 |
| CAD | 1.6226 | 1.4449 | 1.4122 | 1.4245 | 1.5366 |
| JPY | 157.37 | 164.93 | 163.55 | 166.63 | 157.32 |
| GBP | 0.7958 | 0.7334 | 0.6968 | 0.6740 | 0.6798 |
| SEK | 9.3970 | 9.4415 | 9.2147 | 9.2525 | 9.3462 |

## Basis of preparation

This unaudited financial report has been prepared in accordance with the accounting policies set forth in International Accounting Standard 34 on Interim Financial Reporting and in the Group's Consolidated Financial Statements for 2007. Income tax expense is recognised based on the best estimate of the weighted average annual income tax rate expected for the full financial year.

## Calculation of key indicators

| Return on equity, \%: | Return on capital employed, \%: <br> Profit before tax + interest expenses and <br> other financial expenses | Earnings per share: |
| :--- | :--- | :--- |
| Profit before tax - income taxes | Profit for the period attributable to equity |  |
| Shareholders' equity (average) | Balance sheet total - non-interest-bearing <br> liabilities (average) | holders of parent company |
| Adjusted average number of shares during |  |  |
| the period excluding own shares |  |  |

It should be noted that certain statements herein, which are not historical facts, including, without limitation, those regarding expectations for market growth and developments; expectations for growth and profitability; and statements preceded by "believes", "expects", "anticipates", "foresees", or similar expressions, are forward-looking statements. Since these statements are based on current plans, estimates and projections, they involve risks and uncertainties which may cause actual results to materially differ from those expressed in such forward-looking statements. Such factors include, but are not limited to: (1) operating factors such as continued success of manufacturing activities and the achievement of efficiencies therein including the availability and cost of production inputs, continued success of product development, acceptance of new products or services by the Group's targeted customers, success of the existing and future collaboration arrangements, changes in business strategy or development plans or targets, changes in the degree of protection created by the Group's patents and other intellectual property rights, the availability of capital on acceptable terms; (2) industry conditions, such as strength of product demand, intensity of competition, prevailing and future global market prices for the Group's products and the pricing pressures thereto, financial condition of the customers and the competitors of the Group, the potential introduction of competing products and technologies by competitors; and (3) general economic conditions, such as rates of economic growth in the Group's principal geographic markets or fluctuations in exchange and interest rates. For more detailed information about risk factors, see pages 68-69 of the company's annual report 2007.

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[^0]:    ${ }^{1}$ ) EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
    ${ }^{2)}$ Special items for the fourth quarter of 2007 include an income of $€ 5$ million related mainly to other restructuring measures.

[^1]:    ${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
    ${ }^{2}$ ) Special items in the fourth quarter of 2007 include an income of $€ 4$ million related to other restructuring measures.

