## ROTTNEROS

## INTERIM REPORT JANUARY - MARCH 2015

| The quarter in figures |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan-Mar <br> 2015 | Oct-Dec 2014 | change | Jan-Mar 2014 | change | Rolling 12 months | Jan-Dec 2014 |
| Net turnover, SEK m | 454 | 370 | 84 | 380 | 74 | 1,622 | 1,547 |
| Operating Income, SEK m | 104 | 13 | 91 | 21 | 83 | 201 | 118 |
| Income after net financial items, SEK m | 103 | 13 | 90 | 20 | 83 | 197 | 114 |
| Income after tax, SEK m | 80 | 55 | 25 | 16 | 64 | 198 | 133 |
| Earnings per share after tax, SEK | 0.52 | 0.36 | 0.16 | 0.10 | 0.42 | 1.29 | 0.87 |
| Cash flow before investments, SEK m | 64 | 6 | 58 | 9 | 55 | 159 | 104 |

- Income after net financial items amounted to SEK 103 (20) million for the first quarter of 2015, our best quarterly performance in the current structure.
- Net turnover for the first quarter is SEK 454 (380) million, a $19 \%$ increase.
- Production volumes increased by $10 \%$ compared with the first quarter of 2014.
- The PIX price in USD declined during the first quarter and amounted to an average of USD 907. In Swedish kronor the price rose nine per cent compared with the fourth quarter in 2014 due to the favourable trend for the USD. Compared with the first quarter of 2014, the price increase in SEK is about $28 \%$.
- Cash flow from operating activities amounted to SEK 64 (9) million for the first quarter of 2015 and SEK 159 million on a rolling 12-month basis, compared with SEK 104 million for the full year 2014. Interestbearing receivables as of 31 March were SEK 116 (-25) million.
- Net turnover SEK m —Earnings after net financial items, SEK m



## COMMENTS BY THE PRESIDENT

The first quarter was strong for the Rottneros Group due to a number of positive factors. Profit after net financial items was SEK 103 million, an improvement of SEK 83 million compared with the same quarter in 2014. Currencies and the pulp market were the main drivers of the favourable earnings trend compared with the first quarter last year, but our internal improvement programme continued to deliver results to produce a substantial boost to earnings. A large portion of the improvement in earnings is attributable to increased sales and production in particular. We are also extremely pleased to see that both plants are delivering good profitability and substantial improvements in earnings.

Customer demand for our grades of pulp is stable. However, we have seen some pressure on prices during the quarter, mainly driven by an increased supply. Translated into SEK, prices continue to be high thanks to the appreciation of the USD.

Several planned measures to improve availability were carried out during the autumn maintenance shutdown at our mills, resulting in higher production volumes during the first quarter. Production increased by 10 per cent for the Group, compared with the corresponding quarter last year. Rottneros Mill was the strongest performer here, with an impressive 19 per cent increase in volume.

I am glad that the Board of Directors of Rottneros has decided to approve the first investments of approximately SEK 180 million to launch Agenda 500 , which is a long-term industrial plan to increase the capacity of the Group through gradual investments. We are investing in renewing production equipment and the organisation to increase capacity and building out to ease the bottlenecks in the two mills. The total plan is about SEK 800 million for Agenda 500 in full, divided into about SEK 400 million in the medium term and SEK 400 million in the longer term. The pace of the investments will be determined by Rottneros' ability to allocate the increased volumes in the market.

We have a strong starting position for the rest of 2015. A weakly negative price trend has been offset by the continued strong USD. Our dedicated employees are working hard to run and develop the business in order to gradually increase volumes and achieve more efficient production. I look forward to the coming year and the strategically important development steps that we have now begun to implement.

Per Lundeen

## THE PULP MARKET

## MARKETS AND PRODUCTS

PULP MARKET INTERNATIONALLY

Underlying demand for pulp is robust in the emerging markets, but stagnating or only weakly growing within the OECD area. A structural decline in graphic paper in the mature markets has been offset by increased fiber consumption in packaging and tissue paper, globally.

The market for market pulp during the first quarter of 2015 was characterised by high outbound deliveries, substantial inventory transfers between sellers and buyers, as well as rapidly shrinking price differences between long-fibre and short-fibre pulp.

Deliveries of chemical market pulp worldwide (World-20) during the first quarter totalled 11.4 million tonnes, up 6 per cent from 2014. Capacity utilisation was 92 per cent. Producer stock levels varied sharply during the quarter, but were on a level corresponding to 36 days of consumption at the end of March. The trend for the different types of pulp demonstrated substantial differences.

The market for long-fibre sulphate during the period was weak with marginally declining delivery volumes, falling prices and somewhat increasing inventories. Demand for short-fibre pulp during the period was substantially stronger, mainly due to a huge increase in deliveries from Latin America to Asia and expectations of higher prices.

The price of NBSK has dropped about USD 75, or 8 per cent, since the beginning of the year, to a level of about USD 860 in mid-April. The upswing in the price of short fibre that began last autumn has continued and since the turn of the year the price has risen by about USD 25 to almost USD 770.

Deliveries of BCTMP from European mills during the first quarter were somewhat below the level for last year. Inventories at the end of March corresponded to 47 days of consumption, the same level as at the beginning of the year. The price trend for BCTMP is essentially in line with that of short-fibre pulp.

NBSK trend the past five years


## PRODUCTION AND DELIVERIES

An increase in volume has occurred from both the Vallvik and Rottneros mills. Production for the first quarter of 2015 totalled 93,700 tonnes, which is a ten-per cent increase compared with the previous year's production figure of 85,000 tonnes.

Deliveries during the first quarter of 2015 amounted to 90,900 $(87,200)$ tonnes, an increase in volume of 4 per cent.


## DELIVERIES

(TONNES)

|  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Oct- <br> Jan-Mar <br> Dec <br> 2014 | Jan- <br> Mar <br> $\mathbf{2 0 1 4}$ | Rolling <br> months | Jan-Dec <br> 2014 |  |
| Sulphate pulp | 56,000 | 43,900 | 55,600 | 211,700 | 211,300 |
| Groundwood <br> pulp | 16,100 | 15,100 | 11,600 | 58,000 | 53,500 |
| CTMP | 18,800 | 19,300 | 20,000 | 78,200 | 79,400 |
| TOTAL | 90,900 | $\mathbf{7 8 , 3 0 0}$ | $\mathbf{8 7 , 2 0 0}$ | $\mathbf{3 4 7 , 9 0 0}$ | $\mathbf{3 4 4 , 2 0 0}$ |

## Maintenance shutdowns and seasonal variations

A maintenance shutdown is planned for the mill in Rottneros during the third quarter of 2015. Last year this was done in July and also combined with a maintenance initiative in October.

At Vallvik Mill, the annual maintenance shutdown is planned for the fourth quarter of 2015, just like last year.

Costs relating to maintenance shutdowns are recognised in the period during which the shutdown takes place. Otherwise, the Rottneros Group is not affected by seasonal variations to any appreciable extent.

## INVOICING AND RESULTS

January to March 2015 compared with January to March 2014

## Deviation analysis

|  | Jan-Mar |  |
| :--- | ---: | ---: |
|  | 2015 | Jan-Mar 2014 |
| NBSK PIX | 907 | 916 |
| SEKIUSD | 8.34 | 6.46 |
| NBSK SEK | 7,560 | 5,919 |
| OPERATING INCOME | $\mathbf{1 0 4}$ | $\mathbf{2 1}$ |


| Price \& Mix | -5 |
| :--- | ---: |
| Currency | 66 |
| Volume | 8 |
| Variable costs | 6 |
|  |  |
| Hedging activities realised | 4 |
| Other | 4 |
| TOTAL DIFFERENCE | $\mathbf{8 3}$ |

The average price of long-fibre sulphate pulp (NBSK) in USD decreased by 1 per cent compared with the same period the previous year. The increase in SEK was 28 per cent. Group net turnover amounted to SEK 454 (380) million for January to March 2015, an increase of 19 per cent.

The greater increases in production and volume contributed SEK 8 million.
A continued stable price trend on the commodities side together with initiatives to change working methods in the mills have produced positive results through lower direct costs.

The average price of electricity on the Nord Pool electricity exchange amounted to SEK 0.27 ( 0.29 ) per kWh for the period January to March 2015 and had a positive impact on variable costs.

- The Group's operating profit for the quarter amounted to SEK 104 (21) million. The outcome of hedging activities realised amounted to SEK -1 (-5) million.
- Group income after net financial items amounted to SEK 103 (20) million and includes net financial items of SEK -1 (-1) million.
- Income after tax amounted to SEK 80 (16) million.
- Earnings per share after tax amounted to SEK 0.52 (0.10).
- Cash flow per share amounted to SEK 0.38 (-0.07).


## INVESTMENTS AND FINANCIAL POSITION

- Group investments in fixed assets during the period in 2015 amounted to SEK 5 (10) million.
- The Group had cash and cash equivalents amounting to SEK 116 million at the end of March 2015, compared with SEK 89 million at the end of December 2014
- The Group had total interest-bearing liabilities of SEK 0 (50) million on 31 March 2015. Interest-bearing net receivables amounted to SEK 116 (-25) million.
- Total granted and unused credit facilities amounted to SEK 175 million.
- The equity/assets ratio amounted to 79 (73) per cent as of 31 March 2015.
- Equity per share amounted to SEK 6.87 (SEK 5.49 as at 31 March 2014).
- During the first quarter the company repaid SEK 32 million in loans.


## CASH FLOW

- Cash flow from operating activities before investments for the first quarter of 2015 amounted to SEK 64 (9) million. The increase in working capital had an adverse impact on cash flow of SEK 47 million during the year, mainly attributable to higher accounts receivable and lower accounts payable at the end of 2014
- Cash flow after investing activities for January-March 2015 was SEK 59 (-1) million.
- Cash flow for the year was SEK 27 (-10) and was impacted by net repayments of debt of SEK $-32(-9)$ million.


## AVERAGE NUMBER OF EMPLOYEES

The average number of employees was 262 (252) for January to March 2015.

## TAXES

Taxes for the period are related in their entirety to the utilisation of previously capitalised tax loss carryforwards. Deferred tax assets for tax loss carryforwards at the end of March amounted to SEK 44 million (31 December 2014 to SEK 69 million). The amount was affected during the year by the use of previously capitalised unused tax losses of SEK 25 million.

Deferred tax assets at the end of the period corresponded to SEK 199 million in unused tax loss carryforwards. There was also an unused tax loss of SEK 98 million, for which deferred tax assets have not been recorded.

## PARENT COMPANY

Profit after net financial items for the parent company amounted to SEK 1 (-12) million for January to March. The result after net financial items includes hedging activities realised of SEK -1 (-5) million.

Largest shareholders 31 March 2015

| Shareholders | Number of <br> shares <br> (=votes) | Percentage <br> of capital |
| :--- | ---: | ---: |
| Arctic Paper SA | $78,230,883$ | 51 |
| PROAD | $7,105,235$ | 5 |
| Försäkringsbolaget Avanza Pension | $5,985,063$ | 4 |
| Nordnet Pensionsföräkring AB | $3,618,893$ | 2 |
| Schiller, Marcus | $1,600,000$ | 1 |
| Försäkrings AB Skandia | $1,545,914$ | 1 |
| Larsson, Bo | $1,489,104$ | 1 |
| NTC Various Fiduciary Capacit | $1,175,589$ | 1 |
| Deutche Bank AG, London Branch, W-8BEN | $1,053,194$ | 1 |
| Bolinder, Staffan Allan | $1,042,500$ | 1 |
| Total holdings of 10 largest shareholders | $102,846,375$ | 67 |
| Other shareholders | $49,725,550$ | 32 |
| Rottneros AB (treasury stock from buy-back) | 821,965 | 1 |
| TOTAL | $\mathbf{1 5 3 , 3 9 3 , 8 9 0}$ | 100 |

## Treasury shares

The number of shares in Rottneros amounts to 153,393,890.
Rottneros' holding of treasury shares amounts to 821,965 shares. No change in treasury shares occurred during the year.

## Share price trend during the year

During the year the share price increased in value in the quarter from SEK 3.74 to SEK 6.75.

## Transactions with related parties

Rottneros sold pulp to the related party Arctic Paper S.A. Group in the amount of SEK 32 (25) million. Outstanding receivables from Arctic Paper amounted to SEK 20 million on 31 March. Transactions were conducted on normal market conditions but with a lower level of credit insurance, primarily owing to the group relationship between Arctic Paper and Rottneros.

## RISK MANAGEMENT

The company's operational work involves a number of measures and strategies - for example, focusing on niches and various specific customer segments - aimed at reducing the Group's dependence on market pulp list prices and moderating fluctuations in profitability over a business cycle. The factors that have the greatest impact on the Group's results are linked to exchange rates and the price of pulp, timber and electricity.

The scope and nature of financial assets and liabilities are in all essential respects the same as at 31 December 2014. The carrying amounts are the same as actual values, which was also the case at the end of 2014.

## SHARE INFORMATION

| Number of shares |  |
| :--- | ---: |
|  | As at 31 March 2015 |
| Registered number of shares | $153,393,890$ |
| - of which treasury shares | 821,965 |


| Income after financial items |  | 2014 |  |  |  | 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  |  |  |  |  |  |  |
| Group | I | IV | III | II | 1 | IV | III | II |
| Income after financial items | 103 | 13 | 52 | 31 | 20 | -43 | -91 | -20 |
| Whereof: |  |  |  |  |  |  |  |  |
| Currency hedges | 2 | -2 | -1 | - | - | 3 | -1 | -2 |
| Pulp price hedges | - | -8 | -4 | -2 | - | - | - | - |
| Electricity hedges | -3 | -4 | -3 | -5 | -5 | -3 | -3 | -2 |
| Total hedges | -1 | -14 | -8 | -7 | -5 | - | -4 | -4 |
| Green electricity | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |

## Currency exposure, USD and EUR

Although Rottneros issues invoices in different currencies, the main underlying currency for the pulp price is predominantly USD. The underlying exposure to USD is thus very high, and the direct inflow of USD (the real flow) corresponds to approximately $60 \%$ and approximately $20 \%$ in EUR. However, the impact of exchange rate fluctuations on indirect exposure is delayed, as the normal duration of a pulp contract is between one and three months.

The average USD exchange rate was about 29\% higher in January March 2015 compared with the previous year and amounted to SEK/USD 8.34 compared with SEK/USD 6.46 for the corresponding period in 2014. The higher average exchange rate of the USD against the SEK compared with the fourth quarter of 2014 had a positive impact on revenue of SEK 50 million.

In addition, currencies were hedged in the form of forward contracts for EUR 4.2 million, at an average rate of SEK/EUR 9.06 for electricity purchases for the period 2015 to 2016.

## Pulp price

The price of pulp (NBSK) is set in USD, while production costs are largely incurred in SEK. As of 31 March there are no hedging contracts signed for 2015.

## Electricity

All physical electricity for the Swedish mills is purchased directly via the Nord Pool electricity exchange. Electricity prices are listed in EUR. The amount of electricity hedged at the end of March 2015 corresponded to the proportion of forecast consumption shown in the table. The table shows the hedged proportion of estimated total consumption, and the average price in SEK/kWh.

## Electricity hedging 31 March 2015

| Year | Proportion hedged | SEK/kWh |
| ---: | ---: | ---: |
| 2015 | $60 \%$ | 0.329 |
| 2016 | $55 \%$ | 0.287 |
| 2017 | $16 \%$ | 0.260 |

The average price level for electricity on Nord Pool amounted to SEK 0.26 (0.27) per kWh for January to March 2015.

See pages 29 to 33 of the Annual Report for 2014 for further information on risks.


## Market value (SEK million) March 2014

| Hedging | Hedged volume | Hedgin | level | Market value | Reference value, Spot rate 31 Mar 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Currency EUR, forward sell | EUR 1 m | 8.84 | SEKJEUR | 0 | 9.02 SEK/EUR |
| Currency EUR, forward buy | EUR 9 m | 9.16 | SEK/EUR | -2 | 8.99 SEK/EUR |
| Pulp price | $\begin{aligned} & 18,000 \\ & \text { tonnes } \end{aligned}$ | 5,720 | SEK (PIX) | -5 | SEK 5,981 (PIX) |
| Electricity | $\begin{aligned} & 339,449 \\ & \text { MWh } \end{aligned}$ | 39 | SEK/kWh | -27 | 0.272 SEK/kWh |
| Total market value |  |  |  |  |  |

The table above shows the market values of all hedging. The value refers to the liquidation value; i.e. a valuation is made in accordance with forward contracts on 31 March 2015. The reference value refers to the spot rate on 31 March and is provided as supplementary information. As a result of the application of IFRS/IAS, these market values are reflected in the balance sheet.

## ACCOUNTING POLICIES

This interim report has been prepared in accordance with IAS 34 'Interim Financial Reporting', which complies with Swedish law through the application of the Swedish Financial Reporting Board's Recommendation RFR 1 'Supplementary Accounting Rules for Groups' together with RFR 2 'Accounting for Legal Entities', in respect of the parent company.

The accounting policies, definitions of key ratios and calculation methods are the same as those used in the last annual report.

KEY EVENTS AFTER THE REPORTING DATE
No significant events occurred after the balance sheet date that affected the Group's financial position and results of operations.

## FORTHCOMING FINANCIAL INFORMATION

28 August 2015
13 November
12 February 2016

Interim report April-June
Interim report July-September
Year-end report January-December

For more information, please visit Rottneros' website:
www.rottneros.com.

This report has not been reviewed by the company's auditors.

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Vallvik 13 May 2015

Per Lundeen
President and CEO

Rottneros discloses the information provided herein pursuant to the Securities Markets Act and/or the Financial Instruments Trading Act. This information was submitted for publication on 13 May 2015 at 8:00 a.m. A Swedish and an English version of this report have been drawn up. The Swedish version shall prevail in the event of differences between the two reports.

## DEFINITIONS OF KEY RATIOS

## Equity/assets ratio

Shareholders' equity as a percentage of the balance sheet total.

## Interest-bearing net assets/liabilities

Liquid assets minus interest-bearing liabilities.

## Debt/equity ratio

Interest-bearing net assets/liabilities divided by shareholders' equity.

## Operating margin

Operating profit after depreciation as a percentage of net turnover for the period.

## Profit margin

Profit after net financial items as a percentage of net turnover for the period.

Net income
Net income is the profit/loss after tax.

## Earnings per share

Net profit/loss divided by the average number of shares.

## Return on capital employed

Profit after net financial items plus interest expense for the relevant period divided by the average capital employed for the period in question.

## Capital employed

Balance sheet total less non-interest-bearing operating liabilities including deferred tax liabilities.

## Return on equity

Net income for the relevant period as a percentage of average shareholders' equity for the period in question.

## Interest coverage ratio

Profit/loss after net financial items plus interest expense, divided by interest expense.

## P/E ratio

Share price at the end of the period in relation to earnings per share after tax.

## Direct yield

Dividend as a percentage of the share price at the end of the period.

## Operating cash flow/share

Cash flow from operating activities and normal investments divided by the number of shares.

## Cash flow before investments/share

Cash flow from operating activities divided by the number of shares.

## GLOSSARY

| Glossary | Bleached Eucalyptus Kraft, bleached eucalyptus pulp | NBSK | Northern Bleached Softwood Kraft: bleached long-fibre sulphate <br> pulp. The leading indicator of world market prices. |
| :--- | :--- | :--- | :--- |
| BEK | Chemi Thermo Mechanical Pulp. Development of TMP, where <br> the raw material is impregnated with chemicals. Stronger than <br> TMP. | Groundwood pulp <br> (SGP) | Mechanical pulp based on roundwood as a raw material. |
| CTMP | Elementary Chlorine Free. Sulphate pulp bleached using <br> chlorine dioxide only. | TMP | Thermo Mechanical Pulp: Mechanical pulp produced using a <br> technique in which the chips are preheated with steam. |
| ECF | Paper pulp produced by boiling raw timber with chemicals. Has <br> higher brightness and strength than mechanical pulp. | UKP | Unbleached Kraft Pulp, unbleached sulphate pulp |
| Chemical pulp | Pulp produced using a mechanical process for fibre separation <br> and processing. Has a higher level of bulk, stiffness and opacity <br> than chemical pulp. |  |  |
| Mechanical pulp |  |  |  |

## INCOME STATEMENTS GROUP

CONSOLIDATED INCOME STATEMENT (SEK MILLION)

|  | Jan-Mar 2015 | Jan-Mar 2014 | Rolling 12 months | Full-year 2014 |
| :---: | :---: | :---: | :---: | :---: |
| Net turnover | 454 | 380 | 1,622 | 1,547 |
| Change in inventories, finished goods | 5 | -15 | 15 | -4 |
| Other operating income | 27 | 11 | 61 | 45 |
| TOTAL INCOME | 486 | 376 | 1,698 | 1,588 |
| Raw materials and consumables | -232 | -214 | -864 | -847 |
| Other external costs | -84 | -81 | -377 | -374 |
| Personnel costs | -52 | -46 | -197 | -190 |
| Depreciation/amortisation \& impairment | -14 | -14 | -59 | -59 |
| TOTAL COSTS | -382 | -355 | -1,497 | -1,470 |
| OPERATING INCOME | 104 | 21 | 201 | 118 |
| Financial income | 0 | 0 | 1 | 0 |
| Financial expenses | -1 | -1 | -5 | -4 |
| Total financial items | -1 | -1 | -4 | -4 |
| INCOME AFTER FINANCIAL ITEMS | 103 | 20 | 197 | 114 |
| Tax on income for the period | -23 | -4 | 1 | 20 |
| NET INCOME AFTER TAX | 80 | 16 | 198 | 133 |
| Earnings after tax/share, SEK ${ }^{1}$ | 0.52 | 0.10 | 1.29 | 0.87 |

' Profit after tax per share is the same before and after dilution.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (SEK MILLION)


| NET INCOME AFTER TAX | 80 | 16 | 198 | 133 |
| :--- | :--- | :--- | :--- | :--- |


| Other comprehensive income |  |  |  |
| :--- | :--- | :--- | :--- |
| Cash-flow hedging, profitloss before tax | -1 | -3 | 31 |
| Cash-flow hedging, tax effect | 0 | 0 | -7 |
| Exchange rate differences | 0 | 0 | 1 |
| TOTAL OTHER COMPREHENSIVE INCOME | -1 | -3 | 21 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 79 | $\mathbf{- 1}$ | $\mathbf{2 5}$ |


| FACTORS AFFECTING TURNOVER |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Pulp price, NBSK list price, USD ${ }^{1}$ | 907 | 916 | 923 |  |
| SEK/USD $^{2}$ | 8.34 | 6.46 | 6.32 |  |
| Pulp price NBSK, SEK | 7,560 | 5,919 | 6,761 |  |
| Rottneros' deliveries, tonnes | 90,900 | 87,200 | 347,900 | 6,345 |

[^0]
## CONSOLIDATED BALANCE SHEET

CONSOLIDATED BALANCE SHEET (SEK MILLION)

|  | Mar 2015 | Mar 2014 | Dec 2014 |
| :---: | :---: | :---: | :---: |
| Intangible fixed assets | 5 | 5 | 5 |
| Property, plant and equipment | 605 | 642 | 615 |
| Deferred tax assets | 46 | 49 | 69 |
| Other financial fixed assets | 3 | 1 | 2 |
| Total fixed assets | 659 | 697 | 691 |
| Inventories | 259 | 217 | 255 |
| Current receivables | 287 | 212 | 226 |
| Cash and cash equivalents | 116 | 25 | 89 |
| Total current assets | 662 | 454 | 570 |
| TOTAL ASSETS | 1,321 | 1,151 | 1,261 |
| Shareholders' equity | 1,054 | 838 | 975 |
| Long-term liabilities |  |  |  |
| Interest-bearing | 0 | 0 | 30 |
| Non interest-bearing | 4 | 15 | 9 |
| Total non-current liabilities | 4 | 15 | 39 |
| Current liabilities |  |  |  |
| Interest-bearing | 0 | 50 | 0 |
| Non interest-bearing | 263 | 248 | 247 |
| Total current liabilities | 263 | 298 | 247 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 1,321 | 1,151 | 1,261 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS

CONSOLIDATED STATEMENTS OF CASH FLOWS (SEK MILLION)

|  | Jan-Mar 2015 | Jan-Mar 2014 | Rolling 12 | Full-year 2014 |
| :---: | :---: | :---: | :---: | :---: |
| Operating income | 104 | 21 | 201 | 118 |
| Adjustment for non cash-flow items |  |  |  |  |
| Depreciation/amortisation/impairment losses | 14 | 14 | 59 | 59 |
| Other items not affecting cash flow | -6 | 0 | -6 | 0 |
|  | 112 | 35 | 254 | 177 |
| Received/paid financial items | -1 | -1 | -2 | -2 |
| Received/paid taxes | 0 | -1 | 1 | 0 |
| Cash flow from operating activities before working capital changes | 111 | 33 | 253 | 175 |
| Change in working capital | -47 | -24 | -94 | -71 |
| Cash flow from operating activities | 64 | 9 | 159 | 104 |
| Investments in fixed assets | -5 | -10 | -54 | -59 |
| Sale of fixed assets | 0 | 0 | 39 | 39 |
| Cash-flow from investing activities | -5 | -10 | -15 | -20 |
| Borrowings | 0 | 0 | 30 | 30 |
| Repayment of loans | -32 | -9 | -83 | -60 |
| Dividend paid | 0 | 0 | 0 | 0 |
| Cash flow from financing activities | -32 | -9 | -53 | -30 |
| Cash flow for the year | 27 | -10 | 91 | 54 |
| Cash and cash equivalents at the beginning of the year | 89 | 35 | 25 | 35 |
| Cash flow for the year | 27 | -10 | 91 | 54 |
| Cash and cash equivalents at end of year | 116 | 25 | 116 | 89 |

QUARTERLY DATA FOR THE GROUP (SEK M)

|  | 2015 | 2014 |  |  |  | 2013 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | IV | III | II | 1 | IV | III | II | 1 |
| Net turnover | 454 | 370 | 404 | 394 | 380 | 317 | 349 | 369 | 354 |
| Operating income before depreciation/amortisation | 118 | 28 | 67 | 45 | 35 | -27 | 7 | -1 | 10 |
| Depreciation/amortisation and impairment losses | -14 | -15 | -14 | -14 | -14 | -15 | -96 | -15 | -16 |
| Operating income | 104 | 12 | 53 | 31 | 21 | -42 | -89 | -16 | -6 |
| Net financial items | -1 | 1 | -1 | 0 | -1 | -1 | -2 | -4 | 2 |
| Income after financial items | 103 | 13 | 52 | 31 | 20 | -43 | -91 | -20 | -4 |
| Taxes | -23 | 41 | -11 | -7 | -4 | 0 | 0 | 0 | 0 |
| Net income after tax | 80 | 55 | 41 | 24 | 16 | -43 | -91 | -20 | -4 |
|  |  |  |  |  |  |  |  |  |  |
| Pulp production, 1,000 tonnes | 94 | 83 | 89 | 88 | 85 | 79 | 78 | 88 | 88 |
| Pulp deliveries, 1,000 tonnes | 91 | 78 | 89 | 90 | 87 | 76 | 83 | 88 | 86 |
|  |  |  |  |  |  |  |  |  |  |
| Operating margin, \% | 22.8 | 3.4 | 13.1 | 8.0 | 5.7 | Neg. | Neg. | Neg. | Neg. |
| Return on equity, \% | 7.6 | 6.1 | 4.7 | 2.9 | 1.8 | Neg. | Neg. | Neg. | Neg. |
| Return on capital employed, \% | 9.8 | 1.4 | 5.6 | 3.6 | 1.8 | Neg. | Neg. | Neg. | 1.0 |
| Equity/assets ratio, \% | 78.5 | 77.3 | 74.2 | 71.9 | 72.8 | 71.1 | 74.9 | 72.0 | 74.2 |
|  |  |  |  |  |  |  |  |  |  |
| Equity/share, SEK | 6.87 | 6.39 | 6.00 | 5.69 | 5.49 | 5.41 | 5.76 | 6.29 | 6.46 |
| Earnings after tax/share, SEK | 0.52 | 0.36 | 0.26 | 0.16 | 0.10 | -0.28 | -0.59 | -0.13 | -0.03 |
| Cash flow before investments/share, SEK | 0.42 | 0.04 | 0.60 | 0.04 | -0.01 | 0.02 | 0.31 | -0.06 | 0.14 |
| Operating cash flow/share, SEK | 0.38 | 0.10 | 0.26 | -0.07 | -0.07 | -0.03 | -0.04 | 0.04 | 0.09 |

## INCOME STATEMENT - PARENT COMPANY

| INCOME STATEMENT - PARENT COMPANY (SEK MILLION) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Jan-Mar 2015 | Jan-Mar 2014 | Full-year 2014 |
| Net turnover | 2 | 2 | 6 |
| Other operating income | 4 | 1 | -1 |
| TOTAL INCOME | 6 | 3 | 5 |
| Other external costs | -1 | -10 | -36 |
| Personnel costs | -5 | -4 | -23 |
| TOTAL COSTS | -6 | -14 | -58 |
| OPERATING INCOME | 0 | -11 | -54 |
| Profit from participations in group companies |  |  | 98 |
| Financial income, other | 1 | 0 | -5 |
| Financial expenses, other | 0 | -1 | -3 |
| Total financial items | 1 | -1 | 89 |
| INCOME AFTER FINANCIAL ITEMS | 1 | -12 | 36 |
| Tax on income for the period | 0 | 0 | 21 |
| NET INCOME AFTER TAX | 1 | -12 | 57 |

PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME (SEK MILLION)

|  | Jan-Mar 2014 | Jan-Mar 2013 | Full-year 2014 |
| :--- | ---: | ---: | ---: |
| NET INCOME AFTER TAX | 1 | -12 | 57 |
| Other Comprehensive income |  |  |  |
| TOTAL OTHER COMPREHENSIVE INCOME | - | - | - |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 1 | -12 | 57 |

## PARENT COMPANY BALANCE SHEET

PARENT COMPANY BALANCE SHEET (SEK MILLION)

|  | Mar 2015 | Mar 2014 | Dec 2014 |
| :---: | :---: | :---: | :---: |
| Intangible fixed assets | 5 | 4 | 5 |
| Property, plant and equipment | 1 | 1 | 1 |
| Financial fixed assets | 272 | 251 | 272 |
| Total fixed assets | 278 | 256 | 278 |
| Current receivables ${ }^{1}$ | 623 | 691 | 701 |
| Cash and cash equivalents | 96 | 1 | 1 |
| Total current assets | 720 | 692 | 702 |
| TOTAL ASSETS | 998 | 948 | 980 |
| Shareholders' equity | 917 | 847 | 916 |
| Long-term liabilities |  |  |  |
| Non interest-bearing | 2 | - | 1 |
| Total non-current liabilities | 2 | - | 1 |
| Current liabilities |  |  |  |
| Interest-bearing | - | 49 | - |
| Non interest-bearing | 79 | 52 | 63 |
| Total current liabilities | 79 | 102 | 63 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 998 | 948 | 980 |

[^1]
## GROUP PERFORMANCE IN SUMMARY

GROUP PERFORMANCE IN SUMMARY

|  | Jan-Mar 2015 | $\begin{array}{r} \text { Jan-Mar } \\ 2014 \end{array}$ | Rolling 12 months | 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FACTORS AFFECTING TURNOVER |  |  |  |  |  |  |  |  |
| Pulp price NBSK, USD ${ }^{1}$ | 907 | 916 | 923 | 925 | 857 | 814 | 960 | 930 |
| SEK/USD ${ }^{2}$ | 8.34 | 6.46 | 7.32 | 6.86 | 6.51 | 6.78 | 6.50 | 7.21 |
| Pulp price NBSK, SEK | 7,560 | 5,919 | 6,761 | 6,345 | 5,582 | 5,519 | 6,229 | 6,705 |
| Rottneros' deliveries, tonnes | 90,900 | 87,200 | 347,900 | 344,200 | 332,100 | 331,400 | 311,400 | 330,300 |

Turnover and income, SEK million

| Net turnover | 454 | 380 | 1,622 | 1,547 | 1,389 | 1,437 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Income before depreciation/amortisation and impairment losses | 118 | 35 | 260 | 176 | -11 | 61 |
| Depreciation/amortisation and impairment losses | -14 | -14 | -59 | -59 | -142 | -55 |
| Operating income after depreciation/amortisation and impairment losses | 104 | -120 | -86 |  |  |  |
| Net financial items | -1 | 201 | 118 | -154 | 6 | -117 |
| Income after net financial items | -1 | -4 | -4 | -4 | 0 | -3 |
| Net income after tax | 103 | 20 | 197 | 114 | -158 | 6 |

Balance sheet items (SEK m)

| Fixed assets | 659 | 697 | 659 | 691 | 706 | 809 | 841 | 867 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inventories | 259 | 217 | 259 | 255 | 246 | 240 | 276 | 213 |
| Current receivables | 287 | 212 | 287 | 226 | 175 | 219 | 209 | 259 |
| Cash and cash equivalents | 116 | 25 | 116 | 89 | 35 | 26 | 21 | 155 |
| Shareholders' equity | 1,054 | 838 | 1,054 | 975 | 825 | 993 | 1,014 | 1,228 |
| Long-term interest-bearing liabilities | 0 | 0 | 0 | 30 | 0 | 0 | 7 | 10 |
| Long-term non interest-bearing liabilities | 4 | 15 | 4 | 9 | 13 | 15 | 11 | 0 |
| Current interest-bearing liabilities | 0 | 50 | 0 | 0 | 60 | 78 | 42 | 29 |
| Current non interest-bearing liabilities | 263 | 248 | 263 | 247 | 264 | 208 | 275 | 227 |
| Balance sheet total | 1,321 | 1,151 | 1,321 | 1,261 | 1,161 | 1,294 | 1,347 | 1,494 |


| Key ratios |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Operating margin, \% | 23 | 6 | 12 | 8 | neg. | 0 |
| Profit margin, \% | 23 | 5 | 12 | 7 | neg. | 0 |
| Return on capital employed, \% | 10 | 2 | 19 | 12 | Neg. | 0 |
| Return on equity after tax, \% | 8 | 2 | 19 | 14 | Neg. | Neg. |
| Nequity/assets ratio, \% | 79 | 73 | 79 | 77 | 71 | 77 |
| Debt/equity ratio, times | -0.1 | 0.1 | 0.0 | 0.1 | 0.1 | 0.1 |
| Interest cover, times | 104 | 20 | 50 | 29.0 | Neg. | 2.2 |
| Other |  |  |  |  | Neg. | 26 |
| Capital expenditure, SEK $m$ | 5 | 10 | 15 | 26.2 |  |  |
| Average no. of employees | 262 | 252 | 254 | 251 | 256 | 275 |

${ }^{1}$ PIX price is the source for the NBSK list price.
${ }^{2}$ Source: The Riksbank's yearly average.

## ROTTNEROS IN SUMMARY

Rottneros produces customised pulp for the market pulp market.

## ROTTNEROS

Rottneros had just over 250 employees and a turnover of approximately SEK 1.5 billion in 2014. The Group produced 345,000 tonnes of pulp in total.

## ROTTNEROS IN FIGURES

|  | SEK m | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 0}$ |  |  |  |  |  |
| Net turnover | $\mathbf{1 , 5 4 7}$ | 1,389 | $\mathbf{1 , 4 3 7}$ | $\mathbf{1 , 5 1 3}$ | $\mathbf{1 , 6 8 4}$ |
| Profit/loss after net financial items | 114 | -158 | 6 | -120 | 138 |
| Investments in fixed assets | 59 | 35 | 51 | 157 | 125 |
| Average number of employees | 251 | 256 | 275 | 298 | 308 |
| Production per employee (Ktonnes) | 1.4 | 1.3 | 1.2 | 1.1 | 1.0 |

ratios

| Equity/assets ratio | 77.4 | 71 | 77 | 75 | 82 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on capital employed | 12.4 | Neg | Neg | Neg | 11.6 |
| Return on equity | 13.6 | Neg | Neg | Neg | 10.8 |
| Operating margin | 7.6 | -11.1 | 0.4 | -7.8 | 8.2 |

SEK/SHARE

| Share price 31 Dec | 3.74 | 1.99 | 2.00 | 2.11 | 4.37 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Equity per share $^{1}$ | 6.38 | 5.41 | 6.51 | 6.65 | 8.05 |
| Profit/loss after tax per share $^{1}$ | 0.87 | -1.04 | -0.09 | -0.95 | 0.82 |
| Operating cash flow per share $^{1,2}$ | 0.35 | 0.06 | 0.03 | -0.74 | 0.51 |
| Dividend $^{1,3}$ | 0.40 | 0.0 | 0.0 | 0.0 | 0.20 |

${ }^{11}$ There was a reverse share split in April 2010 where ten existing shares were combined as one share.
The comparison periods have been adjusted for this reverse split.
${ }^{2}{ }^{2]}$ Cash flow after normal investments but excl. strategic investments
${ }^{3}$ P Proposed dividend for 2014.

THE GROUP'S PRODUCTS, DELIVERY VOLUME DISTRIBUTION

$38 \%$ Bleached sulphate pulp
$23 \%$ Unbleached sulphate pulp
23\% CTMP
16\% Groundwood pulp

GEOGRAPHICAL
DISTRIBUTION OF TURNOVER


20\% Germany
12\% USA
12\% Sweden
9\% Italy
6\% Other Nordic countries
25\% Rest of Europe
$16 \%$ Rest of world

## THE WAY

In order to achieve sustainable profitability Rottneros will offer products and services of the highest quality. Production at the mills is another key parameter in generating profitability. In February 2015, the Board decided on a strategic action plan, Agenda 500 , to strengthen and develop Rottneros. The focus on selected niches will continue under the plan. A planned capacity expansion will eliminate bottenecks at the mills over the next few years.

## OBJECTIVE

THE GROUP WILL ACHIEVE SUSTAINABLE PROFITABILITY OVER A BUSINESS cycle.
This will be accomplished through a FOCUS ON SELECTED NICHES where Rottneros has the capacity to achieve competitive advantages and become the market leader. Sales will be concentrated to those market segments where the Group is able to offer customers clear added value through high-quality and customised products.

## $\rightarrow$ INCREASED PRODUCTIVITY

Productivity is vital for sustainable profitability. The objective is to increase long-term productivity by continually developing our processes and carrying out well-planned and effective preventive maintenance work.

## $\rightarrow$ INCREASED PRODUCTION VOLUME

The company will increase pulp production volume by improving accessibility and expanding capacity.

## $\rightarrow$ IMPROVED SAFETY

Good order will prevail at Rottneros.
Our objective is to have no sick days on account of work-related incidents.

## $\rightarrow$ SKILLS DEVELOPMENT

We will develop our skills and competence with the objective of having a workforce that is committed and safetyconscious.

## $\rightarrow$ THE LEADER IN SERVICE

Customers should perceive Rottneros as the leader in service. We will provide know-how on how the Group's products can be used to improve customers' end products within our chosen segments.


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[^0]:    ${ }^{1}$ Source: PIX/Market Pulse.
    ${ }^{2}$ Source: The Riksbank's yearly average

[^1]:    ${ }^{1}$ Including receivable on subsidiaries SEK 622 (681) million.

