

## UPM Interim Report, 1 January - 30 September 2007

- Earnings per share, excluding special items, for the third quarter were $€ 0.23$ (€ 0.25 for the third quarter of 2006).
- EBITDA was € 366 million, $14.8 \%$ of sales (€ 427 million, $17.1 \%$ ).
- Operating profit excluding special items was € 195 million (€ 209 million).
- The increase in costs, particularly wood costs, and the strengthened euro decreased profitability.


## Key figures

|  | Q3/2007 | Q3/2006 | Q1-Q3/2007 | Q1-Q3/2006 | Q1-Q4/2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 2,467 | 2,495 | 7,523 | 7,439 | 10,022 |
| EBITDA, €m ${ }^{1 /}$ | 366 | 427 | 1,195 | 1,211 | 1,678 |
| \% of sales | 14.8 | 17.1 | 15.9 | 16.3 | 16.7 |
| Operating profit, €m | 195 | 173 | 341 | 289 | 536 |
| excluding special items, €m | 195 | 209 | 641 | 473 | 725 |
| Profit before tax, €m | 144 | 129 | 200 | 164 | 367 |
| excluding special items, €m | 144 | 165 | 500 | 348 | 550 |
| Net profit for the period, $€ \mathrm{~m}$ | 119 | 147 | 52 | 143 | 338 |
| Earnings per share, € | 0.23 | 0.29 | 0.10 | 0.28 | 0.65 |
| excluding special items, € | 0.23 | 0.25 | 0.76 | 0.50 | 0.80 |
| Diluted earnings per share, € | 0.23 | 0.28 | 0.10 | 0.27 | 0.65 |
| Return on equity, \% | 6.9 | 8.3 | 1.0 | 2.6 | 4.6 |
| excluding special items, \% | 6.9 | 7.2 | 7.5 | 4.8 | 5.7 |
| Return on capital employed, \% | 6.8 | 5.9 | 4.1 | 3.4 | 4.7 |
| excluding special items, \% | 6.8 | 7.1 | 7.6 | 5.4 | 6.2 |
| Gearing ratio at end of period, \% | 60 | 62 | 60 | 62 | 56 |
| Shareholders' equity per share at end of period, € | 13.24 | 13.58 | 13.24 | 13.58 | 13.90 |
| Net interest-bearing liabilities at end of period, €m | 4,120 | 4,388 | 4,120 | 4,388 | 4,048 |
| Capital employed at end of period, $€ \mathrm{~m}$ | 11,173 | 11,787 | 11,173 | 11,787 | 11,634 |
| Capital expenditure, €m | 182 | 171 | 535 | 502 | 699 |
| Personnel at end of period | 27,550 | 29,939 | 27,550 | 29,939 | 28,704 |

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

## Results

## Q3 of 2007 compared with Q3 of 2006

Sales for the third quarter of 2007 were $€ 2,467$ million ( $€ 2,495$ million). Paper deliveries increased $4 \%$.

Operating profit was $€ 195$ million, $7.9 \%$ of sales ( $€ 173$ million, $6.9 \%$ of sales). There were no special items for the third quarter of 2007. In the third quarter of last year, operating profit, excluding special items, was $€ 209$ million, $8.4 \%$ of sales.

Operating profit decreased due to lower paper prices and higher costs. Especially wood and recycled paper costs were markedly higher. The average price for all paper deliveries translated into euros was approximately $2 \%$ lower than a year ago. The euro and the Canadian dollar both have strengthened approximately $11 \%$ against the US dollar during the past twelve months. Change in the fair value of biological assets net of wood har-
vested was $€ 21$ million (negative $€ 15$ million). The share of results of associated companies and joint ventures was $€ 14$ million ( $€ 18$ million).

Profit before tax was $€ 144$ million ( $€ 129$ million). Excluding special items, profit before tax was $€ 144$ million ( $€ 165$ million). Interest and other finance costs, net, were $€ 42$ million ( $€ 41$ million). Exchange rate and fair-value gains and losses resulted in a loss of $€ 9$ million (loss of $€ 3$ million).

Income taxes were $€ 25$ million (positive $€ 18$ million), which include as a positive item an income tax rate change in Germany and the UK.

Profit for the third quarter was $€ 119$ million ( $€ 147$ million). Earnings per share were $€ 0.23$ ( $€ 0.29$ ), and excluding special items $€ 0.23(€ 0.25)$.

## First nine months of 2007 compared with first nine months of 2006

Sales for January-September were $€ 7,523$ million, slightly higher than the $€ 7,439$ million in the same period in 2006. Paper deliveries increased by $5 \%$.

Operating profit came to $€ 341$ million, $4.5 \%$ of sales ( $€ 289$ million, $3.9 \%$ of sales). Operating profit excluding special items was $€ 641$ million, $8.5 \%$ of sales ( $€ 473$ million, $6.4 \%$ of sales).

Cost increase was over $2 \%$ from last year. Wood and recycled paper saw the highest price increases. Price increases in Finland were triggered by low winter wood storage levels due to the mild winter and the increase in export duties on Russian wood. In Central Europe, alternate uses of wood competed with fibre usage for paper making. Energy costs, on the other hand, were lower than a year ago. Fixed costs decreased as overall operational efficiency improved partly because of closures of the production facilities. Delivery volumes of paper and self-adhesive label materials were higher than last year. The average price for newsprint and uncoated fine paper when translated into euros increased, while the average price for magazine and coated fine papers declined from the corresponding period of last year. Profitability of exports suffered from the strengthening of the euro and the Canadian dollar. The increase in the fair value of biological assets, net of wood harvested, was $€ 32$ million (decrease of $€ 121$ million). The share of results of associated companies and joint ventures was $€ 41$ million ( $€ 52$ million).

Profit before tax was $€ 200$ million ( $€ 164$ million) and excluding special items $€ 500$ million ( $€ 348$ million). Interest and other finance costs, net, were $€ 145$ million ( $€ 139$ million). Exchange rate and fair-value gains and losses resulted in a gain of $€ 2$ million (gain of $€ 14$ million).

Income taxes were $€ 148$ million ( $€ 21$ million), and the effective tax rate, excluding the impact of special items was $24 \%(26 \%)$.

Profit for the period was $€ 52$ million ( $€ 143$ million). Earnings per share were $€ 0.10$ ( $€ 0.28$ ) and excluding special items, $€ 0.76$ ( $€ 0.50$ ). Operating cash flow per share was $€ 1.09$ ( $€ 1.53$ ).

## Paper deliveries

Paper deliveries for the first nine months were $8,472,000$ $(8,096,000)$ tonnes. Magazine paper deliveries were 3,610,000 $(3,473,000)$ tonnes, newsprint $1,980,000(1,980,000)$ tonnes, and fine and speciality papers $2,882,000(2,643,000)$ tonnes.

## Financing

Cash flow from operating activities, before capital expenditure and financing, was $€ 573$ million ( $€ 800$ million). The increase in net working capital amounted to € 271 million ( $€ 71$ million).

The gearing ratio as of 30 September 2007 was $60 \%$ ( $62 \%$ on 30 September 2006). Equity to assets ratio on 30 September was $49.1 \%$ (48.8\%). Net interest-bearing liabilities at the end of the period were $€ 4,120$ million ( $€ 4,388$ million).

## Personnel

In January-September, UPM had an average of 28,830 employees (31,643 employees for Q1-Q3/2006). The number of employees at the end of September was $27,550(29,939)$. Walki Wisa, which was sold in June 2007, employed approximately 950 people in 2006.

## Capital expenditure and restructuring

For the first nine months, gross capital expenditure was $€ 535 \mathrm{mil}-$ lion, $7.1 \%$ of sales ( $€ 502$ million, $6.7 \%$ of sales).

At the Tervasaari mill, the new bleaching line for pulp started up in September, allowing increased use of integrated pulp. As part of the profitability programme, brown sack paper machine PM6 and the special chemical pulp line were closed in August.

The largest ongoing investment, a $€ 325$ million rebuild of the recovery plant at the Kymi pulp mill, is proceeding according to plan.

The start up of UPM associated company Botnia's pulp mill in Uruguay will commence as soon as the permit procedure is finalised and the Uruguayan authorities give their permission.

## Shares

In total, UPM shares worth $€ 12,812$ million were traded on the Helsinki Stock Exchange ( $€ 12,307$ million) in January-September. The highest quotation was $€ 20.59$ in February and the lowest $€ 14.87$ in August. On the New York Stock Exchange, the company's shares were traded to a total value of USD 213 million ( 244 million).

The Annual General Meeting held on 27 March 2007 approved a proposal by the Board of Directors to buy back not more than $52,000,000$ own shares. The authorisation is valid for 18 months. The meeting authorised the board to decide on the disposal of shares so acquired as well as 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.

On 20 August 2007, the UPM Board of Directors decided to buy back up to $16,400,000$ own shares. The share buy-backs were initiated on 29 August. At the end of the period, UPM had bought back $11,840,000$ of its own shares for $€ 196.7$ million, for an average price of $€ 16.61$.

Additionally, the Annual General Meeting authorised the Board of Directors to decide to issue shares and special rights entitling 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 amount, 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. The authorisation is valid for no more than three years from the date of the decision. To date, this authorisation has not been used.

The meeting also decided on granting share options in connection with the company's share-based incentive plans. In option programmes $2007 \mathrm{~A}, 2007 \mathrm{~B}$, and 2007 C , the total number of share options is no more than $15,000,000$, and they will entitle to subscribe for, in total, no more than $15,000,000$ new shares of the company. To date, this authorisation has not been used.

The meeting decided to decrease the share premium reserve by the amount of $€ 776,122,940.18$, and the legal reserve by the amount of $€ 187,227,209.68$ as shown in the balance sheet of the
parent company as per 31 December 2006. The changes were executed on 1 August. The reserves were transferred to the invested non-restricted equity fund.

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

On 17 September 2007, UPM applied for listing of 2005G stock options on the OMX Nordic Exchange Helsinki. The total number of stock options is $3,000,000$, each entitling for a subscription of one share.

In the third quarter of 2007, no shares were subscribed for through exercising of outstanding share options.

The number of shares entered in the Trade Register on 30 September 2007 was $528,969,320$. Through the issuance authorisation and share options, the number of shares may increase to a maximum of $810,558,420$.

On 13 September 2007, the Capital Group Companies, Inc. informed that the Finnish Financial Supervision Authority had granted exemption to the Capital Group Companies, Inc. to report its holdings and those of Capital Group International, Inc. separately from those of Capital Research and Management Company. Pursuant to this exemption, the aggregate holdings of Capital Group Companies, Inc.; Capital Group International, Inc.; and its subsidiaries had fallen below $5 \%$ of the shares and voting rights of UPM-Kymmene Corporation. The aggregate holdings on 12 September 2007 were $11,388,908$ shares, representing $2.15 \%$ of the shares and voting rights. The Capital Research and Management Company held, on 12 September 2007, a total of $16,035,800$ UPMKymmene Corporation shares, representing $3.03 \%$ of the shares and voting rights.

## 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 now 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. The remaining litigation matters may last several years. No provisions have been made in relation to these investigations or litigations.

## Events after the balance sheet date

On 11 October 2007, UPM sold port operators Rauma Stevedoring and Botnia Shipping to Babcock \& Brown Infrastructure (BBI) for approximately $€ 90$ million. These companies had 665 employees as of 30 September 2007.

On 17 October 2007, UPM decided to close the Keuruu Veneer mill. The operations will cease in spring 2008.

On 30 October 2007, UPM decided to terminate listing of its American Depositary Shares (ADS) from the New York Stock Exchange (NYSE) and seek deregistration and termination of its reporting obligations under the Securities Exchange Act of 1934.

Apart from the above, the Group's management is not aware of any significant events occurring after 30 September that would have an impact on the financial statements.

## Outlook for the fourth quarter

In Europe, demand for printing papers is forecast to grow slightly from the corresponding quarter of last year, while in North America it is expected to decrease. Strong growth in demand is expected to continue in emerging markets. UPM estimates its paper deliveries to be about the same as last year and the average price for all paper deliveries to be about the same as it was in the third quarter of 2007.

Demand for self-adhesive label materials will be seasonally high in all main markets, and prices are expected to remain at current level.

In wood products, good demand for plywood continues.
Sawn-timber demand will be softer than earlier in the year. Availability of birch logs may limit production of birch plywood in the course of the period.

The company's overall cost inflation for 2007 is estimated to be approximately $2.5 \%$ including the expected cost savings from the ongoing profitability programme.

## Divisional reviews

## Magazine Papers

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4 / 06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 847 | 798 | 793 | 905 | 861 | 817 | 771 | 2,438 | 2,449 | 3,354 |
| EBITDA, € ${ }^{11}$ | 116 | 114 | 113 | 157 | 155 | 145 | 113 | 343 | 413 | 570 |
| \% of sales | 13.7 | 14.3 | 14.2 | 17.3 | 18.0 | 17.7 | 14.7 | 14.1 | 16.9 | 17.0 |
| Depreciation, amortisation and impairment charges, €m | -82 | -443 | -86 | -88 | -209 | -210 | -97 | -611 | -516 | -604 |
| Operating profit, €m | 34 | -339 | 27 | 75 | -62 | -85 | 16 | -278 | -131 | -56 |
| \% of sales | 4.0 | -42.5 | 3.4 | 8.3 | -7.2 | -10.4 | 2.1 | -11.4 | -5.3 | -1.7 |
| Special items, €m ${ }^{21}$ | - | -371 | - | 6 | -126 | -133 | - | -371 | -259 | -253 |
| Operating profit excl. special items, €m | 34 | 32 | 27 | 69 | 64 | 48 | 16 | 93 | 128 | 197 |
| \% of sales | 4.0 | 4.0 | 3.4 | 7.6 | 7.4 | 5.9 | 2.1 | 3.8 | 5.2 | 5.9 |
| Deliveries, 1,000 t | 1,266 | 1,189 | 1,155 | 1,288 | 1,227 | 1,148 | 1,098 | 3,610 | 3,473 | 4,761 |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
2) Special items in 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. Special items in the second quarter of 2006 include personnel charges of $€ 20$ million related to the profitability programme, and impairment charges of $€ 113$ million related to the closure of the Voikkaa paper mill. In the third quarter, special items include personnel charges of $€ 8$ million and impairment charges of $€ 3$ million at Voikkaa, and impairment charges of $€ 115$ million for Miramichi. In the fourth quarter, special items relate primarily to the capital gain on the sale of the Rauma power plant.

## Q3 of 2007 compared with Q3 of 2006

The operating profit, excluding special items, for Magazine Papers was $€ 34$ million, $€ 30$ million lower than a year ago ( $€ 64$ million). Sales were $€ 847$ million ( $€ 861$ million). Paper deliveries increased by $3 \%$ to $1,266,000(1,227,000)$ tonnes.

Profitability weakened compared with the same period last year. The main reasons for the decline were lower paper prices and markedly increased fibre costs. The euro and the Canadian dollar strengthened, reducing profitability of exports. In Europe average prices decreased from last year and the average price for all magazine paper deliveries when translated into euros was over $6 \%$ lower than a year ago.

The Miramichi magazine paper mill in Canada, with a capacity of $450,000 \mathrm{t} / \mathrm{a}$, was shut down for $9-12$ months at the end of August.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

The operating profit, excluding special items, for Magazine Papers was $€ 93$ million, $€ 35$ million lower than in Q1-Q3 of the previous year ( $€ 128$ million). Sales amounted to $€ 2,438$ million, slightly below last year's level ( $€ 2,449$ million). Paper deliveries increased by $4 \%$ to $3,610,000(3,473,000)$ tonnes.

Profitability decreased from the same period in 2006. Efficiency improved with the closures of uncompetitive capacity, and fixed costs were lower. The positive impact of cost savings was, however, offset by lower paper prices and higher fibre costs. The euro and the Canadian dollar strengthened, reducing profitability of exports. When translated into euros, the average price for all magazine paper deliveries was approximately $5 \%$ lower than a year ago.

## Market review

During January-September, magazine paper demand in Europe continued to be good, driven by a strong increase in demand in Eastern Europe. Demand for both coated and uncoated magazine paper increased by about $4 \%$ from that seen in the same period in 2006. Export of magazine paper from Europe decreased from the previous year. The average market price for magazine papers in Europe was 3\% down from last year's figure.

In North America, demand for coated magazine paper increased by about $5 \%$ and the figure for uncoated magazine paper increased by about $6 \%$. In North America, USD prices decreased by about $8 \%$.

## Newsprint

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 365 | 379 | 348 | 380 | 360 | 351 | 345 | 1,092 | 1,056 | 1,436 |
| EBITDA, €m ${ }^{1 /}$ | 91 | 100 | 92 | 89 | 98 | 86 | 72 | 283 | 256 | 345 |
| \% of sales | 24.9 | 26.4 | 26.4 | 23.4 | 27.2 | 24.5 | 20.9 | 25.9 | 24.2 | 24.0 |
| Depreciation, amortisation and impairment charges, €m | -47 | -47 | -48 | -48 | -48 | -47 | -47 | -142 | -142 | -190 |
| Operating profit, €m | 44 | 53 | 44 | 39 | 50 | 34 | 25 | 141 | 109 | 148 |
| \% of sales | 12.1 | 14.0 | 12.6 | 10.3 | 13.9 | 9.7 | 7.2 | 12.9 | 10.3 | 10.3 |
| Special items, €m ${ }^{2 \prime}$ | - | - | - | -2 | - | -5 | - | - | -5 | -7 |
| Operating profit excl. special items, €m | 44 | 53 | 44 | 41 | 50 | 39 | 25 | 141 | 114 | 155 |
| \% of sales | 12.1 | 14.0 | 12.6 | 10.8 | 13.9 | 11.1 | 7.2 | 12.9 | 10.8 | 10.8 |
| Deliveries, 1,000 † | 667 | 683 | 630 | 697 | 666 | 660 | 654 | 1,980 | 1,980 | 2,677 |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
${ }^{2)}$ The special items booked for 2006 relate mainly to the profitability programme.

## Q3 of 2007 compared with Q3 of 2006

For Newsprint, operating profit, excluding special items, decreased to $€ 44$ million ( $€ 50$ million). Sales were $€ 365$ million ( $€ 360$ million). Paper deliveries amounted to 667,000 tonnes $(666,000$ tonnes).

Paper prices were higher but an increase in recycled fibre and wood costs weakened profitability. Lower energy costs mitigated the negative impact of higher fibre costs. The average price for all newsprint deliveries, when translated into euros, was up about $1 \%$ on the figure for the corresponding quarter in 2006. The price development was affected by the change in sales mix.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

Operating profit, excluding special items, for Newsprint came to $€ 141$ million, $€ 27$ million higher than a year ago ( $€ 114$ million). Sales were $€ 1,092$ million ( $€ 1,056$ million). Paper deliveries were the same as a year ago, at $1,980,000$ tonnes.

The main contributor to the improved profitability was the higher price of newsprint. The average price for all newsprint deliveries when translated into euros was $3 \%$ higher than a year ago, despite a decline of overseas market prices. Costs savings from energy investments mitigated the impact of increased recycled fibre and wood costs.

## Market review

The first nine months of the year saw demand for standard and improved newsprint decrease by about $2 \%$ in Europe when compared with the figure for the same period last year. Imports to Europe increased from the previous year. In Europe, the average market price for standard newsprint was about $5 \%$ higher than a year ago.

In the other markets, with the exception of North America, demand increased but prices were lower than in the same period in 2006.

## Fine and Speciality Papers

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 694 | 686 | 699 | 667 | 626 | 627 | 640 | 2,079 | 1,893 | 2,560 |
| EBITDA, €m ${ }^{\prime \prime}$ | 82 | 92 | 85 | 104 | 106 | 76 | 82 | 259 | 264 | 368 |
| $\%$ of sales <br> Depreciation, amortisation and impairment | 11.8 | 13.4 | 12.2 | 15.6 | 16.9 | 12.1 | 12.8 | 12.5 | 13.9 | 14.4 |
| charges, €m | -53 | -53 | -53 | -56 | -55 | -71 | -55 | -159 | -181 | -237 |
| Operating profit, €m | 29 | 39 | 32 | 44 | 50 | -13 | 27 | 100 | 64 | 108 |
| \% of sales | 4.2 | 5.7 | 4.6 | 6.6 | 8.0 | -2.1 | 4.2 | 4.8 | 3.4 | 4.2 |
| Special items, $€$ m ${ }^{21}$ | - | - | - | -3 | -2 | -36 | - | - | -38 | -41 |
| Operating profit excl. special items, €m | 29 | 39 | 32 | 47 | 52 | 23 | 27 | 100 | 102 | 149 |
| $\%$ of sales | 4.2 | 5.7 | 4.6 | 7.0 | 8.3 | 3.7 | 4.2 | 4.8 | 5.4 | 5.8 |
| Deliveries, 1,000 $\dagger$ | 954 | 960 | 968 | 907 | 878 | 884 | 881 | 2,882 | 2,643 | 3,550 |

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## Q3 of 2007 compared with Q3 of 2006

The operating profit, excluding special items, for Fine and Speciality Papers came to $€ 29$ million which is $€ 23$ million less than last year ( $€ 52$ million). Sales increased from $€ 626$ million to $€ 694$ million. Paper deliveries increased by $9 \%$ to 954,000 $(878,000)$ tonnes.

The average price for all fine and speciality paper deliveries when translated into euros was about $2 \%$ higher than a year ago. Increase in fibre costs, however, more than offset the positive impact of higher average prices and increased delivery volumes. Strengthening of the euro against the US dollar weakened the profitability of exports.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

The operating profit, excluding special items, for Fine and Speciality Papers was $€ 100$ million, almost the same as last year ( $€ 102$ million). Sales increased from $€ 1,893$ million to $€ 2,079$ million. Paper deliveries amounted to $2,882,000$ tonnes, $9 \%$ higher than a year ago ( $2,643,000$ tonnes). More efficient utilisation of
capacity and investments at the Changshu mill last year were the main contributors to the higher delivery volumes.

The profitability of the division was almost the same as last year. When translated into euros, the average price for all fine and speciality paper deliveries was about $1 \%$ higher than a year ago. Increased efficiency and higher average paper prices mitigated the impact of increased fibre costs. Strengthening of the euro against the US dollar weakened profitability of exports.

## Market review

In Europe, demand for coated fine paper increased by about 2\% while that for uncoated fine paper remained the same when compared with the corresponding period last year. In Europe, the average market price for coated fine paper was about $1 \%$ higher and that for uncoated fine paper about $7 \%$ higher than in the same period last year. The good demand for packaging papers continued. Growth in demand for label papers slowed down from the previous year.

In Asia, demand and prices for fine paper increased from last year.

## Label Materials

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales, €m | 252 | 260 | 261 | 251 | 240 | 245 | 251 | 773 | 736 | 987 |
| EBITDA, €m ${ }^{11}$ | 18 | 21 | 26 | 25 | 20 | 24 | 24 | 65 | 68 | 93 |
| $\%$ of sales <br> Depreciation, amortisation and impairment | 7.1 | 8.1 | 10.0 | 10.0 | 8.3 | 9.8 | 9.6 | 8.4 | 9.2 | 9.4 |
| charges, $€ \mathrm{~m}$ | -8 | -8 | -8 | -8 | -9 | -8 | -7 | -24 | -24 | -32 |
| Operating profit, €m | 10 | 13 | 18 | 17 | 11 | 16 | 17 | 41 | 44 | 61 |
| \% of sales | 4.0 | 5.0 | 6.9 | 6.8 | 4.6 | 6.5 | 6.8 | 5.3 | 6.0 | 6.2 |
| Special items, €m | - | - | - | - | - | - | - | - | - | - |
| Operating profit excl. special items, €m | 10 | 13 | 18 | 17 | 11 | 16 | 17 | 41 | 44 | 61 |
| \% of sales | 4.0 | 5.0 | 6.9 | 6.8 | 4.6 | 6.5 | 6.8 | 5.3 | 6.0 | 6.2 |

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

## Q3 of 2007 compared with Q3 of 2006

The operating profit, excluding special items, for Label Materials was $€ 10$ million ( $€ 11$ million). Sales increased to $€ 252$ million ( $€ 240$ million).

The division's profitability was slightly lower than last year. Delivery volumes of self-adhesive label materials grew in the European and North American markets. In Asia, volumes increased due to the start-up of the new factory in China at the end of 2006 and opening of new distribution terminals in the region. For RFID, third-quarter development of volumes was strong.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

Label Materials' operating profit, excluding special items, was $€ 41$ million ( $€ 44$ million). Sales increased to $€ 773$ million ( $€ 736$ million).

The profitability of the division continued to be good despite a strong expansion of operations. Sales growth was affected by the
stronger euro and changes in the product mix. In local currencies, the average price of self-adhesive label materials declined in most markets due to the highly competitive market situation. There were no marked changes in raw material prices. In RFID business, strong growth in volume continued.

## Market review

In Europe, the good demand continued in the first half of the year, but there were some signs of it slowing down during the third quarter. In North America, demand for self-adhesive label materials improved somewhat in the third quarter, after the flat first half of the year. In the Asia-Pacific region, demand continued to grow at a healthy rate, which helped to maintain stable prices.

For RFID, the retail and logistics markets were the strongest in Europe, while the media management, especially library sector, showed the strongest growth in the USA.

## Wood Products

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |  |

${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
${ }^{2)}$ Special items in the first quarter of 2006 include a loss of $€ 10$ million from the sale of the Loulay plywood mill, and in the third quarter, a capital gain of $€ 93$ million on the sale of Puukeskus.

## Q3 of 2007 compared with Q3 of 2006

The operating profit, excluding special items, for Wood Products declined from $€ 11$ million, to a $€ 2$ million loss. Sales came to $€ 262$ million ( $€ 310$ million, including Puukeskus). Plywood deliveries were $204,000(205,000)$ cubic metres in volume and sawn timber deliveries $480,000(517,000)$ cubic metres.

The profitability of Wood Products suffered as a result of sharply rising wood costs. The profitability of plywood remained slightly behind the previous year's level. Availability of birch logs was tight, causing less optimal use of production capacity. Sawmilling's profitability clearly decreased due to higher $\log$ prices and a soft market situation.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

The operating profit, excluding special items, for the Wood Products was $€ 71$ million, $€ 24$ million higher than last year ( $€ 47$ million). Sales came to $€ 902$ million ( $€ 1,034$ million). Excluding Puukeskus Oy, which was sold in August 2006, sales increased from last year.

Plywood deliveries were $706,000(688,000)$ cubic metres and sawn timber deliveries $1,704,000(1,719,000)$ cubic metres.

Despite the unsatisfactory third-quarter results, the profitability of the division was better than it was last year. Plywood profitability continued to be good, and sawmilling performed clearly better than last year.

## Market review

In the first nine months of the year, birch plywood demand continued to be strong and prices increased. Demand for spruce plywood and veneers remained solid and prices remained stable.

In the first half of the year, redwood and whitewood sawn timber demand was strong and prices increased. Following the summer, the markets have slowed down and inventories have increased.

In the beginning of the year the supply of logs was tight but the situation has normalised for all species except the birch. Prices of logs were considerably higher than in the corresponding period a year ago.

## Other Operations

| €m | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales ${ }^{11}$ | 173 | 214 | 234 | 224 | 206 | 189 | 204 | 621 | 599 | 823 |
|  | 51 | 32 | 60 | 69 | 27 | 33 | 70 | 143 | 130 | 199 |
| Depreciation, amortisation and impairment charges | -6 | -5 | -10 | -9 | -9 | -9 | -6 | -21 | -24 | -32 |
| Operating profit |  |  |  |  |  |  |  |  |  |  |
| Forestry ${ }^{31}$ | 43 | 34 | 28 | 23 | 20 | -82 | 20 | 105 | -42 | -19 |
| Energy Department, Finland | 23 | 19 | 28 | 36 | - | 18 | 40 | 70 | 58 | 94 |
| Other and eliminations ${ }^{41}$ | - | 59 | -9 | -10 | -18 | 28 | -5 | 50 | 5 | -5 |
| Operating profit, total | 66 | 112 | 47 | 49 | 2 | -36 | 55 | 225 | 21 | 70 |
| Special items ${ }^{41}$ | - | 71 | - | -6 | -1 | 41 | -5 | 71 | 35 | 29 |
| Operating profit excl. special items | 66 | 41 | 47 | 55 | 3 | -77 | 60 | 154 | -14 | 41 |

${ }^{1)}$ 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.
${ }^{3)}$ The second quarter of 2006 includes a change of $€ 102$ million of the decrease in the fair value of biological assets and wood harvested.
${ }^{4)}$ Special items in 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. Special items in 2006 include in the first quarter the donation of $€ 5$ million to UPM-Kymmene Cultural Foundation, and in the second quarter the capital gain of $€ 41$ million for the sale of the Group head office real estate.

## Q3 of 2007 compared with Q3 of 2006

Excluding special items, the operating profit for Other Operations was $€ 66$ million ( $€ 3$ million). Sales amounted to $€ 173$ million ( $€ 206$ million).

The operating profit of Forestry was $€ 43$ million ( $€ 20$ million). The increase in the fair value of biological assets (growing trees) was $€ 49$ million ( $€ 19$ million), and the cost of wood raw material harvested from the Group's forests was $€ 28$ million ( $€ 34$ million).

For the Energy Department in Finland, operating profit was $€ 23$ million ( $€ 0$ million). Availability of hydropower was good. The Nord Pool price of electricity increased in the period under review but still remained lower than last year.

## Q1-Q3 of 2007 compared with Q1-Q3 of 2006

Excluding special items, the operating profit of Other Operations was $€ 154$ million (loss of $€ 14$ million). Sales were $€ 621$ million (€ 599 million).
The increase in the fair value of biological assets (growing trees) was $€ 121$ million (decrease of $€ 41$ million). The cost of wood raw material harvested from the Group's forests was $€ 89$ million ( $€ 80$ million).

## Associated companies and joint ventures

| €m | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share of result after tax |  |  |  |  |  |  |  |  |  |  |
| Oy Metsä-Botnia Ab | 19 | 12 | 21 | 18 | 24 | 13 | 14 | 52 | 51 | 69 |
| Pohjolan Voima Oy | -5 | -5 | - | -9 | -7 | -5 | 7 | -10 | -5 | -14 |
| Other | - | -1 | - | - | 1 | - | 5 | -1 | 6 | 6 |
| Total | 14 | 6 | 21 | 9 | 18 | 8 | 26 | 41 | 52 | 61 |

## Deliveries

|  | Q3/07 | Q2/07 | Q1/07 | Q4/06 | Q3/06 | Q2/06 | Q1/06 | Q1-Q3/07 | Q1-Q3/06 | Q1-Q4/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Paper deliveries |  |  |  |  |  |  |  |  |  |  |
| Magazine papers, 1,000 $\dagger$ | 1,266 | 1,189 | 1,155 | 1,288 | 1,227 | 1,148 | 1,098 | 3,610 | 3,473 | 4,761 |
| Newsprint, 1,000 t | 667 | 683 | 630 | 697 | 666 | 660 | 654 | 1,980 | 1,980 | 2,677 |
| Fine and speciality papers, 1,000 t | 954 | 960 | 968 | 907 | 878 | 884 | 881 | 2,882 | 2,643 | 3,550 |
| Paper deliveries total | 2,887 | 2,832 | 2,753 | 2,892 | 2,771 | 2,692 | 2,633 | 8,472 | 8,096 | 10,988 |
| Wood products deliveries |  |  |  |  |  |  |  |  |  |  |
| Plywood 1,000 m ${ }^{3}$ | 204 | 247 | 255 | 243 | 205 | 232 | 251 | 706 | 688 | 931 |
| Sawn timber 1,000 m ${ }^{3}$ | 505 | 666 | 617 | 621 | 557 | 663 | 616 | 1,788 | 1,836 | 2,457 |

Helsinki, 30 October 2007
UPM-Kymmene Corporation
Board of Directors

## Financial information

## Condensed consolidated income statement

| €m | Q3/2007 | Q3/2006 | Q1-Q3/2007 | Q1-Q3/2006 | Q1-Q4/2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 2,467 | 2,495 | 7,523 | 7,439 | 10,022 |
| Other operating income | 15 | 103 | 113 | 211 | 231 |
| Costs and expenses | -2,116 | -2,088 | -6,380 | -6,373 | -8,514 |
| Change in fair value of biological assets and wood harvested | 21 | -15 | 32 | -121 | -126 |
| Share of results of associated companies and joint ventures | 14 | 18 | 41 | 52 | 61 |
| Depreciation, amortisation and impairment charges | -206 | -340 | -988 | -919 | -1,138 |
| Operating profit | 195 | 173 | 341 | 289 | 536 |
| Gains/losses on available-for-sale investments, net | - | - | 2 | - | -2 |
| Exchange rate and fair value gains and losses | -9 | -3 | 2 | 14 | 18 |
| Interest and other finance costs | -42 | -41 | -145 | -139 | -185 |
| Profit before tax | 144 | 129 | 200 | 164 | 367 |
| Income taxes | -25 | 18 | -148 | -21 | -29 |
| Profit for the period | 119 | 147 | 52 | 143 | 338 |
| Attributable to: |  |  |  |  |  |
| Equity holders of the parent company | 120 | 148 | 53 | 144 | 340 |
| Minority interest | -1 | -1 | -1 | -1 | -2 |
|  | 119 | 147 | 52 | 143 | 338 |
| Basic earnings per share, € | 0.23 | 0.29 | 0.10 | 0.28 | 0.65 |
| Diluted earnings per share, € | 0.23 | 0.28 | 0.10 | 0.27 | 0.65 |

## Condensed consolidated balance sheet

| €m | 30.09.2007 | 30.09.2006 | 31.12.2006 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Non-current assets |  |  |  |
| Goodwill | 1,163 | 1,514 | 1,514 |
| Other intangible assets | 408 | 486 | 461 |
| Property, plant and equipment | 6,276 | 6,595 | 6,500 |
| Biological assets | 1,051 | 1,044 | 1,037 |
| Investments in associated companies and joint ventures | 1,188 | 1,165 | 1,177 |
| Deferred tax assets | 316 | 363 | 362 |
| Other non-current assets | 290 | 306 | 304 |
|  | 10,692 | 11,473 | 11,355 |
| Current assets |  |  |  |
| Inventories | 1,325 | 1,264 | 1,255 |
| Trade and other receivables | 1,824 | 1,730 | 1,660 |
| Cash and cash equivalents | 121 | 147 | 199 |
|  | 3,270 | 3,141 | 3,114 |
| Assets held for sale | 41 | - | - |
| Total assets | 14,003 | 14,614 | 14,469 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity attributable to the equity holders of the parent company |  |  |  |
| Share capital | 890 | 890 | 890 |
| Share premium reserve | - | 826 | 826 |
| Fair value and other reserves | 947 | 219 | 189 |
| Retained earnings | 5,010 | 5,168 | 5,366 |
|  | 6,847 | 7,103 | 7,271 |
| Minority interest | 16 | 19 | 18 |
| Total equity | 6,863 | 7,122 | 7,289 |
| Non-current liabilities |  |  |  |
| Deferred tax liabilities | 753 | 820 | 790 |
| Non-current interest-bearing liabilities | 3,115 | 3,904 | 3,353 |
| Other non-current liabilities | 584 | 652 | 627 |
|  | 4,452 | 5,376 | 4,770 |
| Current liabilities |  |  |  |
| Current interest-bearing liabilities | 1,195 | 761 | 992 |
| Trade and other payables | 1,483 | 1,355 | 1,418 |
|  | 2,678 | 2,116 | 2,410 |
| Liabilities related to assets held for sale | 10 | - | - |
| Total liabilities | 7,140 | 7,492 | 7,180 |
| Total equity and liabilities | 14,003 | 14,614 | 14,469 |

## Condensed consolidated statement of changes in equity

| Attributable to equity holders of the parent |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| €m | Share capital | Treasury shares | Translation differences | Share premium reserve | Fair <br> value and other reserves | Reserve for invested non-restricted equity | Retained earnings | Total | Minority interest | Equity total |
| Balance at 1 January 2006 | 890 | -3 | -34 | 826 | 233 | - | 5,415 | 7,327 | 21 | 7,348 |
| Transactions with equity holders |  |  |  |  |  |  |  |  |  |  |
| Share options exercised | - | - | - | - | - | - | - | - | - | - |
| Reissuance of treasury shares | - | 3 | - | - | - | - | 1 | 4 | - | 4 |
| Share-based compensation | - | - | - | - | 7 | - | - | 7 | - | 7 |
| Dividend paid | - | - | - | - | - | - | -392 | -392 | - | -392 |
| Business combination | - | - | - | - | - | - | - | - | -1 | -1 |


| Income and expenses recognised directly in equity |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Translation differences | - | - | -30 | - | - | - | - | -30 | - | -30 |
| Other items | - | - | - | - | -2 | - | - | -2 | - | -2 |
| Net investment hedge, net of tax | - | - | 8 | - | - | - | - | 8 | - | 8 |
| Cash flow hedges |  |  |  |  |  |  |  |  |  |  |
| recorded in equity, net of tax | - | - | - | - | 34 | - | - | 34 | - | 34 |
| transferred to income statement, net of tax | - | - | - | - | 3 | - | - | 3 | - | 3 |
| Available-for-sale investments |  |  |  |  |  |  |  |  |  |  |
| transferred to income statement, net of tax | - | - | - | - | - | - | - | - | - | - |
| Profit for the period | - | - | - | - | - | - | 144 | 144 | -1 | 143 |
| Balance at 30 September 2006 | 890 | - | -56 | 826 | 275 | - | 5,168 | 7,103 | 19 | 7,122 |
| Balance at 1 January 2007 | 890 | - | -89 | 826 | 278 | - | 5,366 | 7,271 | 18 | 7,289 |
| Transactions with equity holders |  |  |  |  |  |  |  |  |  |  |
| Share options exercised | - | - | - | - | - | 104 | - | 104 | - | 104 |
| Acquisitions of treasury shares | - | -197 | - | - | - | - | - | -197 | - | -197 |
| Share-based compensation, net of tax | - | - | - | - | 12 | - | - | 12 | - | 12 |
| Dividend paid | - | - | - | - | - | - | -392 | -392 | - | -392 |
| Transfers and other | - | - | - | -826 | -122 | 963 | -16 | -1 | -1 | -2 |


| Income and expenses recognised <br> directly in equity <br> Translation differences <br> Other items <br> Cash flow hedges <br> recorded in equity, <br> net of tax <br> transferred to income statement, <br> net of tax <br> Available-for-sale investments <br> $\quad$transferred to income statement, <br> net of tax <br> Profit for the period <br> Balance at 30 September 2007 |
| :--- |

## Condensed consolidated cash flow statement

| €m | Q1-Q3/2007 | Q1-Q3/2006 | Q1-Q4/2006 |
| :---: | :---: | :---: | :---: |
| Cash flow from operating activities |  |  |  |
| Profit for the period | 52 | 143 | 338 |
| Adjustments, total | 1,096 | 935 | 1,195 |
| Change in working capital | -271 | -71 | 21 |
| Cash generated from operations | 877 | 1,007 | 1,554 |
| Finance costs, net | -162 | -120 | -180 |
| Income taxes paid | -142 | -87 | -159 |
| Net cash from operating activities | 573 | 800 | 1,215 |
| Cash flow from investing activities |  |  |  |
| Acquisitions and share purchases | -13 | -50 | -68 |
| Purchases of intangible and tangible assets | -520 | -470 | -635 |
| Asset sales and other investing cash flow | 186 | 329 | 389 |
| Net cash used in investing activities | -347 | -191 | -314 |
| Cash flow from financing activities |  |  |  |
| Change in loans and other financial items | 154 | -320 | -559 |
| Share options exercised | 104 | - | - |
| Dividends paid | -392 | -392 | -392 |
| Purchases of own shares | -169 | - | - |
| Net cash used in financing activities | -303 | -712 | -951 |
| Change in cash and cash equivalents | -77 | -103 | -50 |
| Cash and cash equivalents at beginning of period | 199 | 251 | 251 |
| Foreign exchange effect on cash | -1 | -1 | -2 |
| Change in cash and cash equivalents | -77 | -103 | -50 |
| Cash and cash equivalents at end of period | 121 | 147 | 199 |
| Operating cash flow per share, € | 1.09 | 1.53 | 2.32 |

## Quarterly information



| Sales by segment |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Magazine Papers | 847 | 798 | 793 | 905 | 861 | 817 | 771 | 2,438 | 2,449 | 3,354 |
| Newsprint | 365 | 379 | 348 | 380 | 360 | 351 | 345 | 1,092 | 1,056 | 1,436 |
| Fine and Speciality Papers | 694 | 686 | 699 | 667 | 626 | 627 | 640 | 2,079 | 1,893 | 2,560 |
| Label Materials | 252 | 260 | 261 | 251 | 240 | 245 | 251 | 773 | 736 | 987 |
| Wood Products | 262 | 326 | 314 | 287 | 310 | 378 | 346 | 902 | 1,034 | 1,321 |
| Other Operations | 173 | 214 | 234 | 224 | 206 | 189 | 204 | 621 | 599 | 823 |
| Internal sales | -126 | -126 | -130 | -131 | -108 | -123 | -97 | -382 | -328 | -459 |
| Sales, total | 2,467 | 2,537 | 2,519 | 2,583 | 2,495 | 2,484 | 2,460 | 7,523 | 7,439 | 10,022 |


| Operating profit by segment |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Magazine Papers | 34 | -339 | 27 | 75 | -62 | -85 | 16 | -278 | -131 | -56 |
| Newsprint | 44 | 53 | 44 | 39 | 50 | 34 | 25 | 141 | 109 | 148 |
| Fine and Speciality Papers | 29 | 39 | 32 | 44 | 50 | -13 | 27 | 100 | 64 | 108 |
| Label Materials | 10 | 13 | 18 | 17 | 11 | 16 | 17 | 41 | 44 | 61 |
| Wood Products | -2 | 41 | 32 | 14 | 104 | 22 | 4 | 71 | 130 | 144 |
| Other Operations | 66 | 112 | 47 | 49 | 2 | -36 | 55 | 225 | 21 | 70 |
| Share of results of associated companies and joint ventures | 14 | 6 | 21 | 9 | 18 | 8 | 26 | 41 | 52 | 61 |
| Operating profit (loss), total | 195 | -75 | 221 | 247 | 173 | -54 | 170 | 341 | 289 | 536 |
| \% of sales | 7.9 | -3.0 | 8.8 | 9.6 | 6.9 | -2.2 | 6.9 | 4.5 | 3.9 | 5.3 |
| Gains on available-for-sale investments, net | - | - | 2 | -2 | - | - | - | 2 | - | -2 |
| Exchange rate and fair value gains and losses | -9 | 8 | 3 | 4 | -3 | 5 | 12 | 2 | 14 | 18 |
| Interest and other finance costs, net | -42 | -54 | -49 | -46 | -41 | -52 | -46 | -145 | -139 | -185 |
| Profit (loss) before tax | 144 | -121 | 177 | 203 | 129 | -101 | 136 | 200 | 164 | 367 |
| Income taxes | -25 | -77 | -46 | -8 | 18 | -2 | -37 | -148 | -21 | -29 |
| Profit (loss) for the period | 119 | -198 | 131 | 195 | 147 | -103 | 99 | 52 | 143 | 338 |
| Basic earnings per share, € | 0.23 | -0.38 | 0.25 | 0.37 | 0.29 | -0.20 | 0.19 | 0.10 | 0.28 | 0.65 |
| Diluted earnings per share, $€$ | 0.23 | -0.38 | 0.25 | 0.38 | 0.28 | -0.20 | 0.19 | 0.10 | 0.27 | 0.65 |
| Average number of shares basic ( 1,000 ) | 527,012 | 527,111 | 523,261 | 523,258 | 523,256 | 523,256 | 523,108 | 525,794 | 523,207 | 523,220 |
| Average number of shares diluted ( 1,000 ) | 529,530 | 530,980 | 527,086 | 526,416 | 525,938 | 525,874 | 525,936 | 529,198 | 525,916 | 526,041 |

## Special items in operating profit

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

| Magazine Papers | - | -371 | - | 6 | -126 | -133 | - | -371 | -259 | -253 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newsprint | - | - | - | -2 | - | -5 | - | - | -5 | -7 |
| Fine and Speciality Papers | - | - | - | -3 | -2 | -36 | - | - | -38 | -41 |
| Label Materials | - | - | - | - | - | - | - | - | - | - |
| Wood Products | - | - | - | - | 93 | - | -10 | - | 83 | 83 |
| Other Operations | - | 71 | - | -6 | -1 | 41 | -5 | 71 | 35 | 29 |
| Share of results of associated companies and joint ventures | - | - | - | - | - | - | - | - | - | - |
| Special items in operating profit, total | - | -300 | - | -5 | -36 | -133 | -15 | -300 | -184 | -189 |
| Special items after operating profit | - | - | - | 6 | - | - | - | - | - | 6 |
| Special items reported in taxes (see page 3) | - | -32 | - | 35 | 20 | -29 | - | -32 | -9 | 26 |
| Special items, total | - | -332 | - | 36 | -16 | -162 | -15 | -332 | -193 | -157 |
| Operating profit, excluding special items | 195 | 225 | 221 | 252 | 209 | 79 | 185 | 641 | 473 | 725 |
| \% of sales | 7.9 | 8.9 | 8.8 | 9.8 | 8.4 | 3.2 | 7.5 | 8.5 | 6.4 | 7.2 |
| Profit before tax, excluding special items | 144 | 179 | 177 | 202 | 165 | 32 | 151 | 500 | 348 | 550 |
| \% of sales | 5.8 | 7.1 | 7.0 | 7.8 | 6.6 | 1.3 | 6.1 | 6.6 | 4.7 | 5.5 |
| Earnings per share, excluding special items, € | 0.23 | 0.28 | 0.25 | 0.30 | 0.25 | 0.04 | 0.21 | 0.76 | 0.50 | 0.80 |
| Return on equity excl. special items, \% | 6.9 | 8.5 | 7.3 | 8.7 | 7.2 | 1.1 | 6.1 | 7.5 | 4.8 | 5.7 |
| Return of capital empl. excl. special items, \% | 6.8 | 8.3 | 7.9 | 8.7 | 7.1 | 2.7 | 6.4 | 7.6 | 5.4 | 6.2 |

## Changes in property, plant and equipment

| €m | Q1-Q3/2007 | Q1-Q3/2006 |
| :--- | ---: | ---: |
| Book value at beginning of period | $\mathbf{Q 1 - Q 4 / 2 0 0 6 ~}$ |  |
| Capital expenditure | 6,500 | 7,316 |
| Decreases | 503 | 442 |
| Depreciation | -84 | 616 |
| Impairment charges | -567 | -254 |
| Impairment reversal | -22 | -617 |
| Translation difference and other changes | 11 | -243 |
| Book value at end of period | -625 | -804 |

## Commitments and contingencies

| €m | 30.09.2007 | 30.09.2006 | 31.12.2006 |
| :---: | :---: | :---: | :---: |
| Own commitments |  |  |  |
| Mortgages | 91 | 91 | 92 |
| On behalf of associated companies and joint ventures |  |  |  |
| Guarantees for loans | 10 | 12 | 12 |
| On behalf of others |  |  |  |
| Guarantees for loans | - | 2 | 1 |
| Other guarantees | 3 | 6 | 5 |
| Other own commitments |  |  |  |
| Leasing commitments for the next 12 months | 18 | 19 | 23 |
| Leasing commitments for subsequent periods | 89 | 109 | 94 |
| Other commitments | 74 | 70 | 69 |

Capital commitments

| €m | Completion | Total cost | $\begin{array}{r} \text { By } \\ 31.12 .2006 \end{array}$ | Q1-Q3/2007 | $\begin{array}{r} \text { After } \\ \text { 30.09.2007 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pulp mill rebuild, Kymi | June 2008 | 325 | 25 | 169 | 131 |
| New bioboiler, Caledonian | September 2009 | 84 | - | 7 | 77 |
| New Poland mill, UPM Raflatac | November 2008 | 90 | - | 10 | 80 |
| PM5 quality upgrade, Jämsänkoski | June 2008 | 38 | - | 6 | 32 |
| New USA mill, UPM Raflatac, Dixon | March 2008 | 75 | 8 | 39 | 28 |

Notional amounts of derivative financial instruments

| €m | 30.09.2007 | 30.09.2006 | 31.12.2006 |
| :---: | :---: | :---: | :---: |
| Currency derivatives |  |  |  |
| Forward contracts | 4,006 | 4,388 | 4,293 |
| Options, bought | 42 | 30 | 20 |
| Options, written | 47 | 35 | 10 |
| Swaps | 548 | 576 | 570 |
| Interest rate derivatives |  |  |  |
| Forward contracts | 4,523 | 3,066 | 2,500 |
| Swaps | 2,504 | 2,643 | 2,566 |
| Other derivatives |  |  |  |
| Forward contracts | 13 | 33 | 13 |
| Swaps | 4 | 20 | 16 |

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

| €m | Q1-Q3/2007 | Q1-Q3/2006 | Q1-Q4/2006 |
| :--- | ---: | ---: | ---: |
| Sales to associated companies | 91 | 41 | 61 |
| Purchases from associated companies | 356 | 334 | 448 |
| Non-current receivables at end of period | - | 4 | - |
| Trade and other receivables at end of period | 16 | 16 | 20 |
| Trade and other payables at end of period | 27 | 35 | 23 |

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

|  | $\mathbf{3 0 . 9 . 2 0 0 7}$ | $\mathbf{3 0 . 6 . 2 0 0 7}$ | $\mathbf{3 1 . 3 . 2 0 0 7}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 0 . 9 . 2 0 0 6}$ | $\mathbf{3 0 . 6 . 2 0 0 6}$ | $\mathbf{3 1 . 3 . 2 0 0 6}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |  |  |
| USD | 1.4179 | 1.3505 | 1.3318 | 1.3170 | 1.2660 | 1.2713 | 1.2104 |
| CAD | 1.4122 | 1.4245 | 1.5366 | 1.5281 | 1.4136 | 1.4132 | 1.4084 |
| JPY | 163.55 | 166.63 | 157.32 | 156.93 | 149.34 | 145.75 | 142.42 |
| GBP | 0.6968 | 0.6740 | 0.6798 | 0.6715 | 0.6777 | 0.6921 | 0.6964 |
| SEK | 9.2147 | 9.2525 | 9.3462 | 9.0404 | 9.2797 | 9.2385 | 9.4315 |

## Basis of preparation

This unaudited financial report has been prepared in accordance with the accounting policies set out in International Accounting Standard 34 on Interim Financial Reporting and in the Group's Consolidated Financial Statements for 2006. Income tax expense is recognised based on the best estimate of the weighted average annual income tax rate expected for the full financial year.

The Group has adopted the following standard:
IFRS 7 Financial Instruments: Disclosures, and a complementary amendment to IAS 1 Presentation of Financial Statements - Capital Disclosures, effective for annual periods beginning on or after 1 January 2007. IFRS 7 introduces new disclosures to improve the information about financial instruments. The amendment to IAS 1 introduces disclosures about how an entity manages its capital. Adoption of IFRS 7 and the amendment to IAS 1 will expand disclosures presented in the annual financial statements.

## Calculation of key indicators

Return on equity, \%: Return on capital employed, \%:
Profit before tax -income taxes $\times 100$
Shareholders' equity (average)

Profit before tax + interest expenses and other financial expenses $\times 100$
Balance sheet total - non-interest-bearing liabilities (average)

## Earnings per share:

Profit for the period attributable to equity 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 15-17 of the company's annual report 2006.

UPM-Kymmene Corporation, Eteläesplanadi 2, P.O. Box 380, FI-00101 Helsinki, tel. +358 20415 111, fax +35820415110 , info@upm-kymmene.com, ir@upm-kymmene.com


[^0]:    ${ }^{1)}$ EBITDA is operating profit before depreciation, amortisation and impairment charges and excluding special items.
    ${ }^{2)}$ In 2006, special items include personnel and impairment charges related to the profitability programme.

