## StoraEnso



## Stora Enso in brief

Stora Enso is an integrated paper, packaging and forest products company, producing publication and fine paper, packaging board and wood products - all areas in which the Group is a global market leader. Stora Enso's sales totalled EUR 14.6 billion in 2006. The Group has some 44000 employees in more than 40 countries on five continents. Stora Enso has an annual production capacity of 16.5 million tonnes of paper and board and 7.4 million cubic metres of sawn wood products, including 3.2 million cubic metres of value-added products. Stora Enso's shares are listed in Helsinki, Stockholm and New York.


## Stora Enso Interim Review January-September 2007

Earnings negatively impacted by higher wood costs and weak US dollar; restructuring measures announced

## Summary of Third Quarter Results (compared with Q3/2006) Continuing Operations:

- Sales were EUR 3234.5 (EUR 3 212.2) million.
- Operating profit excluding non-recurring items (NRI), non-operational items and valuation gain in Tornator forest asset was EUR 207.1 (EUR 216.7) million.
- Operating profit was EUR 252.0 (EUR 246.2) million excluding NRI and EUR -297.4 (EUR 83.2) million including NRI, both including EUR -3.1 (EUR 29.5) million net impact of non-operational items.
- Profit before tax was EUR 225.1 (EUR 221.5) million excluding NRI and EUR -324.3 (EUR 58.5) million including NRI.
- Net profit was EUR 178.6 (EUR 162.8) million excluding NRI and EUR -264.1 (EUR 93.1) million including NRI.
- Earnings per share were EUR 0.23 (EUR 0.21) excluding NRI and EUR -0.33 (EUR 0.12) including NRI. Cash earnings per share were EUR 0.48 (EUR 0.49) excluding NRI.
- ROCE excluding NRI was $9.4 \%$ (10.0\%).
- Stora Enso North America is included in the accounts as a discontinued operation.


## Message from CEO Jouko Karvinen:

"Stora Enso's results for the third quarter of 2007 were negatively impacted by the same factors that affected our second quarter performance - higher wood costs and the weakening US dollar. Our reported operating profit before non-recurring items was higher than a year ago, but we were unable to maintain the trend of year-on-year improvement after adjusting for non-operational items, which is one of our key performance metrics. The financial performance of Magazine Paper was poor due to low sales prices and higher manufacturing costs. Conditions for Wood Products started to deteriorated rapidly after the first half, but its third quarter performance was still clearly ahead of the year before. Fine Paper continued to perform well and the Newsprint and Industrial Packaging results remained good. Consumer Board in particular suffered from escalating wood costs and wood shortage in Finland and Russia.
"We are responding to the reality of the situation we are in, both in terms of the production side of our business as well as addressing key raw material costs, so that we can swiftly return to our long-term earnings improvement path. Simultaneously with this Interim Review, we are therefore announcing a plan of action to improve our marginal costs and reduce wood consumption - particularly in Finland but also in Sweden - by closing production capacity. At the same time, we will cut administrative costs across the Group. These actions, and my comments on them, are detailed in a separate press release we are issuing today.
"We also need to be clear that this is the response to the current situation before implementation of higher Russian wood export duties from 1 January 2009. If the issue of these duties cannot be resolved or wood cost increases do not reverse, we will need to take further action, including additional permanent mill closures.
"During the remainder of 2007, we will continue to suffer from high wood and recovered paper costs. In addition to the planned permanent capacity closures, we will therefore curtail production in the fourth quarter in both Newsprint and Wood Products. Sunila Pulp Mill will cut production through a maintenance stoppage and Kemijärvi Pulp Mill will slowdown the production during the fourth quarter. In addition, our Finnish sawmills will reduce spruce volumes this quarter, and there will be a curtailment in newsprint manufacturing. All these actions will be taken during the fourth quarter of 2007. Although these actions will negatively impact the fourth quarter results they will accelerate marginal cost improvements in the coming quarters and years."

## Near-term market outlook

In Europe economic activity is expected to remain stable, although uncertainty is growing. The market outlook continues to be challenging and the sharp depreciation of the US dollar is further increasing competition in the marketplace. Moderate demand for the Group's products is anticipated, with a slight seasonal improvement in some of the business areas.

Demand for newsprint is forecast to be flat and prices unchanged, according to annual agreements. Magazine paper is benefiting from seasonally improved demand, which is expected to stay firm. However, market conditions in Europe will remain difficult and affected by US dollar weakness. Prices have stabilised, and some increases for non-contractual business in coated magazine paper are predicted, but no change in uncoated magazine paper prices is foreseen. Forecasts for fine paper demand and price increases are moderating. Flat demand for consumer board is anticipated, with price rises partly offset by US dollar weakness. Demand for industrial packaging should remain good, supporting some further price increases.

Following the very strong first half of 2007, markets for wood products are now oversupplied, rapidly depressing the outlook for deliveries and prices. The outlook for the next two quarters is also impaired by a temporary slowdown in demand in Japan. Raw material costs in Finland, Russia and the Baltic States are at record highs.

In Latin America coated magazine paper demand and prices are expected to improve slightly. In China demand for coated fine paper remains moderate, although some prices are rising.

Stora Enso maintains its cost inflation forecast of about 3.5\% for the full year 2007.

## Markets

## Compared with Q3/2006

In Europe market demand was stronger for magazine paper, fine paper and industrial packaging, but slightly weaker for newsprint and wood products.

Prices were higher for newsprint, uncoated fine paper, wood products and most consumer board and industrial packaging grades. Prices were virtually unchanged for coated fine paper but lower for all magazine paper grades.

Producer inventories were lower than a year ago in coated magazine paper and coated fine paper, similar in uncoated magazine paper and higher in newsprint, uncoated fine paper and wood products.

In Latin America market demand for coated magazine paper was stronger, but prices were lower than a year earlier.

In China market demand for coated fine paper continued to grow and prices were higher than a year ago.

## Compared with Q2/2007

In Europe market demand was seasonally stronger for magazine paper and coated fine paper, but slightly weaker for newsprint, uncoated fine paper, consumer board and wood products. Market demand for industrial packaging was virtually unchanged.

Uncoated fine paper prices continued to rise, and most consumer board and industrial packaging prices also increased. Newsprint and magazine paper prices remained largely unchanged, but prices for coated fine paper and wood products declined slightly.

Producer inventories decreased in magazine paper and coated fine paper, but increased in newsprint, uncoated fine paper and wood products.

In Latin America market demand was stronger, but prices declined.

In China market demand for coated fine paper continued to grow and prices increased slightly.

Stora Enso Deliveries and Production from Continuing Operations

| Changes |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Changes |  |  |  |
| Q3/07- |  |  |  |

## Q3/2007 Results (compared with Q3/2006)

Sales from continuing operations at EUR 3234.5 million were approximately the same as a year earlier. Higher average prices for wood products and increased deliveries in Merchants and industrial packaging were largely offset by lower consumer board deliveries and sales prices.

Operating profit from continuing operations excluding nonrecurring items increased by EUR 5.8 million to EUR 252.0 million, which is $7.8 \%$ of sales. Operating profit was higher in Wood Products, Fine Paper and Magazine Paper, approximately the same in Industrial Packaging and Merchants, but clearly lower in Consumer Board, mainly due to higher wood
costs and standstills at Enocell Pulp Mill, and also lower in Newsprint, mainly due to higher raw material costs, especially for wood and recycled paper.

Changes in exchange rates, mainly depreciation of the US dollar, decreased operating profit from continuing operations by some EUR 20 million compared with the third quarter of 2006.

Deliveries of wood to the Group's mills totalled 11.3 million cubic metres, up $5 \%$ on the third quarter of 2006 . Wood costs were considerably higher in the third quarter of 2007 than a year earlier.

Key figures


1) Includes capital gains of EUR 130.0 million (sale of Sampo shares) in Q1/2006, EUR 33.0 million (sale of Finnlines shares) in Q4/2006 totalling to EUR 163.0 million in 2006.

NRI = Non-recurring items
CEPS $=$ (Net profit for the period + depreciation and amortisation)/average number of shares
Non-recurring items are exceptional transactions that are not related to normal business operations. The most common non-recurring items are capital gains, additional write-downs, restructuring provisions and penalties. Non-recurring items are normally specified individually if they exceed one cent per share.

## Roconciliation of Operating Profit, Continuing Operations

| EUR million | Q1-Q3/06 | Q1-Q3/07 | $\begin{aligned} & \text { Change \% } \\ & \text { Q1-Q3/07- } \\ & \text { Q1-Q3/06 } \end{aligned}$ | Q3/06 | Q2/07 | Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit from operations, excl. NRI | 586.0 | 688.1 |  | 203.6 | 211.1 | 189.6 |  |  |
| Associated companies* | 62.0 | 109.6 |  | 13.1 | 20.0 | 65.5 |  |  |
| Profit from Operations Total, excl. NRI | 648.0 | 797.7 | 23.1 | 216.7 | 231.1 | 255.1 | 17.7 | 10.4 |
| Non-operative Items** | 18.6 | 33.9 |  | 29.5 | 21.3 | -3.1 |  |  |
| Operating Profit, excl NRI | 666.6 | 831.6 | 24.8 | 246.2 | 252.4 | 252.0 | 2.4 | -0.2 |
| NRI | - 179.5 | - 537.0 |  | - 163.0 | 24.4 | - 549.4 |  |  |
| Operating Profit, as reported | 487.1 | 294.6 | -39.5 | 83.2 | 276.8 | - 297.4 | n/m | n/m |

[^0]The share of associated company results, which are included in continuing operations, amounted to EUR 65.5 (EUR 13.1) million. Most of the increase, EUR 48.0 million, comes from the IAS 41 fair valuation of Tornator Oy forest asset holdings due to higher wood prices. The results of associated companies are being reported as part of operating profit from the third quarter of 2007 onwards and divided between the relevant segments, as these companies are directly connected to the value chain. Previous quarters have been adjusted accordingly.

Operating profit includes a negative net effect of EUR 3.1 million (positive EUR 29.5 million) from the accounting of share-based compensation, Total Return Swaps (TRS) and $\mathrm{CO}_{2}$ emission rights. These non-operational items are reported in the segment Other.

Non-recurring items from continuing operations had a net impact of EUR -549.4 million (EUR - 163.0 million) on operating profit. Fixed asset and goodwill impairment charges totalled EUR - 559.4 million. The impairment charges arise from a number of factors including the reorganisation into seven separate business areas, the rising trend in wood costs, the poor outlook for magazine paper, rising interest rates and adverse currency movements. The capital gain of EUR 10.0 million on the sale of the site real estate of Reisholz Mill, which is to be closed down by the end of 2007, is recorded as a non-recurring item.

Net financial items from continuing operations were EUR -26.9 (EUR -24.7) million. Net interest expenses decreased to EUR 38.9 (EUR 40.0) million and net foreign exchange losses on borrowings, currency derivatives and bank accounts were EUR 0.4 (positive EUR 4.0) million. Other financial items totalled EUR 12.4 (EUR 11.3) million, mainly arising from the fair valuation of financial items.

Profit before tax and minority interests from continuing operations excluding non-recurring items increased by EUR 3.6 million to EUR 225.1 million and profit before tax amounted to EUR -324.3 (EUR 58.5) million including non-recurring items.

Net taxes from continuing operations including non-recurring items totalled EUR 60.2 (EUR 34.6) million, leaving a net lodd for the quarter of EUR 264.1 (positive EUR 93.1) million.

Earnings per share from continuing operations excluding non-recurring items increased by EUR 0.02 to EUR 0.23 . Earnings per share from continuing operations including non-recurring items were EUR -0.33 (EUR 0.12). Cash earnings per share from continuing operations were EUR 0.48 (EUR 0.49) excluding non-recurring items.

The return on capital employed from continuing operations was $9.4 \%$ (10.0\%) excluding non-recurring items. Capital employed was EUR 10696.2 million on 30 September 2007, a net decrease of EUR 1037.1 million, mainly due to restructuring of the Group.

January-September 2007 Results (compared with the same period in 2006)
Sales from continuing operations at EUR 10000.9 million were $3.8 \%$ higher than in the first nine months of 2006, mainly due to higher prices for wood products and increased deliveries in all segments except Fine Paper, where deliveries were lower mainly due to the permanent shutdown of Berghuizer PM 7 in April 2007 and the divestment of Celbi Pulp Mill in July 2006, and Consumer Board, where deliveries were lower mainly due to several standstills at Enocell Pulp Mill during the period. Newsprint and Magazine Paper deliveries were higher, largely due to the acquisition of Arapoti Mill in September 2006. Industrial Packaging sales were higher, mainly due to higher sales prices and stronger market demand.

Operating profit from continuing operations excluding nonrecurring items increased by EUR 165.0 million to EUR 831.6 million and was clearly higher in Wood Products due to higher sales prices, which more than offset wood cost increases. Operating profit was lower in Consumer Board, mainly due to higher wood costs and maintenance costs, and production curtailments at Enocell Pulp Mill. Operating profit was lower in Newsprint despite higher newsprint prices, because wood and recycled paper costs rose. Operating profit was lower in Magazine Paper due to the same reasons and lower sales prices. Operating profit was higher in Fine Paper because higher office paper prices more than offset higher maintenance costs and the divested Celbi Pulp Mill's EUR 29.1 million operating profit in 2006. Operating profit was higher in Industrial Packaging mainly due to higher prices.

Changes in exchange rates, mainly depreciation of the US dollar, decreased operating profit from continuing operations by some EUR - 40 million compared with the first nine months of 2006.

The share of associated company results, which are included in continuing operations, amounted to EUR 109.6 (EUR 62.0) million; the main contributions were from Bergvik Skog and Tornator, with EUR 48.0 million coming from the IAS 41 fair valuation of Finnish forest asset holdings.

Net financial items from continuing operations items were EUR -121.7 (EUR -10.7) million. The difference is mainly due to a non-recurring capital gain of EUR 130.0 million from the sale of shares in Sampo Oyj in the first quarter of 2006 and from the fair valuations of financial instruments.

Profit before tax and minority interest from continuing operations excluding non-recurring items increased by EUR 184.0 million to EUR 709.9 million.

Net taxes totalled EUR 50.6 (EUR 78.3) million.

Earnings per share from continuing operations excluding non-recurring items increased by EUR 0.19 to EUR 0.69. Earnings per share from continuing operations including non-recurring items were EUR 0.15 (EUR 0.50).

## Discontinued Operations

Stora Enso North America has been classified as a discontinued operation according to IFRS, so its net result is reported in a single line after the net profit of continuing operations. The discontinued result includes the expected loss on disposal but excludes cumulative exchange rate differences and equity hedges.

The final result on disposal is subject to exchange rate and fair value changes and the financial results of the operations of Stora Enso North America before the actual divestment date, so the final outcome of the transaction is subject to change. Assets and liabilities of discontinued operations are presented in one line under current assets and in one line under current liabilities.

The operating profit from discontinued operations for the first nine months of 2007 was EUR -15.8 (EUR -10.1) million excluding EUR 32.4 (EUR -14.2) million of NRI. The expected loss on disposal is EUR 20.3 million, net of positive cumulative exchange differences and equity hedges. This expected loss on disposal is based on the exchange rates as at 30 September 2007.

## Q3/2007 Results (compared with Q2/2007)

Sales from continuing operations at EUR 3234.5 million were 3.6\% lower than the previous quarter's EUR 3355.9 million. Deliveries increased in Magazine Paper, decreased in Wood Products, Consumer Board and Industrial Packaging, and were almost unchanged in the other segments.

Operating profit from continuing operations excluding non-recurring items were unchanged at EUR 252.0 million (EUR 252.4) million, which is $7.8 \%$ of sales. Operating profit decreased in Wood Products, mainly due to increased wood costs and lower deliveries partly related to seasonal slowdown in demand, but increased slightly in Magazine Paper and Fine Paper.

Changes in exchange rates, mainly depreciation of the US dollar, decreased operating profit from continuing operations by some EUR 12 million compared with the previous quarter.

Profit before tax from continuing operations amounted to EUR 225.1 (EUR 196.3) million excluding non-recurring items and EUR -324.3 (EUR 220.7) million including nonrecurring items.

Earnings per share from continuing operations were EUR 0.23 (EUR 0.19) excluding non-recurring items and EUR -0.33 (EUR 0.22) including non-recurring items. Cash earnings per share from continuing operations were EUR 0.48 (EUR 0.46) excluding non-recurring items.

The return on capital employed from continuing operations was $9.4 \%$ ( $9.6 \%$ ) excluding non-recurring items. Capital employed was EUR 10696.2 million on 30 September 2007, a net decrease of EUR 1894.6 million mainly due restructuring of the Group and fixed asset and goodwill impairments.

## Capital Structure

| EUR million | 31 Dec 2006 | 30 Sep 2006 | 30 Jun 2007 | $\begin{array}{r} 30 \text { Sep } 2007 \\ \text { incl. SENA } \end{array}$ | $\begin{array}{r} 30 \text { Sep } 2007 \\ \text { excl. SENA } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed assets | 11234.7 | 10956.2 | 11029.5 | 10200.6 | 8478.6 |
| Discontinued operations |  |  |  |  | 265.4 |
| Associated companies | 805.2 | 782.1 | 907.3 | 963.6 | 963.6 |
| Operative working capital | 2183.6 | 2314.4 | 2497.4 | 2527.3 | 2338.3 |
| Non-current interest-free items, net | -1 204.0 | -1 352.3 | -954.3 | -929.4 | -615.7 |
| Operating Capital Total | 13019.5 | 12700.4 | 13479.9 | 11762.1 | 11430.2 |
| Net tax liabilities | -873.4 | -967.1 | -889.1 | -793.3 | -734.0 |
| Capital Employed | 12146.1 | 11733.3 | 12590.8 | 11968.8 | 10696.2 |
| Equity attributable to Company shareholders | 7799.6 | 7162.3 | 8052.9 | 7592.6 | 7023.3 |
| Equity in discontinued operations |  |  |  |  | 569.3 |
| Minority interests | 103.5 | 91.8 | 117.0 | 43.6 | 43.6 |
| Net interest-bearing liabilities | 4243.0 | 4479.2 | 4420.9 | 4332.6 | 3363.9 |
| Discontinued operation |  |  |  |  | -303.9 |
| Financing Total | 12146.1 | 11733.3 | 12590.8 | 11968.8 | 10696.2 |

[^1]
## Financing (compared with Q2/07)

Cash flow from continuing operations was EUR 319.7 (EUR 368.6) million and cash flow after investing activities EUR 122.0 (EUR 191.3) million compared with the second quarter of 2007. Cash flow from continuing operations decreased as profitability declined.

At the end of the period, interest-bearing net liabilities from continuing operations were EUR 3060.0 million, a decrease of EUR 1360.9 million due to restructuring of the Group. Unutilised credit facilities and cash and cash-equivalent reserves totalled EUR 1.6 billion.

Group Shareholders' equity amounted to EUR 7592.6 million or EUR 9.63 (EUR 10.21) per share, compared with the market capitalisation on the Helsinki Stock Exchange on 30 September 2007 of EUR 10.8 billion.

The debt/equity ratio at 30 September 2007 was 0.57 (0.55); excluding Stora Enso North America it was 0.44 . The currency effect on equity was negative EUR 12.2 million net of the hedging of equity translation risks.

## Cash Flow

| EUR million | 2006 | Q1-Q3/06 | Q1-Q3/07 | Q3/06 | Q2/07 | Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \end{array}$ | $\begin{aligned} & \text { Change \% } \\ & \text { Q1-Q3/07- } \\ & \text { Q1-Q3/06 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Continued Operations |  |  |  |  |  |  |  |  |  |
| Operating profit | 741.5 | 487.1 | 294.6 | 83.2 | 276.8 | -297.4 |  |  |  |
| Adjustments* | 780.8 | 564.0 | 1061.8 | 123.6 | 171.4 | 672.2 |  |  |  |
| Change in working capital | 191.4 | 120.9 | -446.4 | 343.1 | -79.6 | -55.1 |  |  |  |
| Cash Flow from Operations | 1713.7 | 1172.0 | 910.0 | 549.9 | 368.6 | 319.7 | -41.9 | -13.3 | -22.4 |
| Capital expenditure | -535.0 | -369.4 | -479.7 | -121.0 | -177.3 | -197.7 |  |  |  |
| Cash Flow after Investing Activities | 1178.7 | 802.6 | 430.3 | 428.9 | 191.3 | 122.0 | -71.6 | -36.2 | -46.4 |
| Discontinued Operations |  |  |  |  |  |  |  |  |  |
| Cash flow from a discontinued operation after investing activities | 152.6 | 91.1 | 36.7 | 44.0 | 8.5 | 23.5 |  |  |  |
| Total Cash Flow after Investing Activities | 1331.3 | 893.7 | 467.0 | 472.9 | 199.8 | 145.5 | -69.2 | -27.2 | -47.7 |

* Adjustments include depreciations, other non-cash income and expenses and capital gains and losses which are included in proceeds from the sale of fixed assets and shares.


## Capital Expenditure for January-September 2007

Capital expenditure for the first nine months of 2007 totalled EUR 507.3 million, which is $66.8 \%$ of scheduled depreciation. The Group's total capital expenditure for 2007 is expected to be in range of EUR 800-850 million.

The main projects during the first nine months were PM6 at Huatai in China (EUR 54.9 million), land acquisitions in South America (EUR 26.3 million), the third corrugated board plant in Russia (EUR 24.6 million), plantations at Guangxi in China (EUR 23.5 million), and woodhandling (EUR 22.7 million) and PM 3 (EUR 20.6 million) at Varkaus Mill in Finland.

## Short-term Risks and Uncertainties

Short-term risks and uncertainties are further increases in wood and recycled fibre costs and weakening of the US dollar.

## Near-term Market Outlook

In Europe economic activity is expected to remain stable, although uncertainty is growing. The market outlook continues to be challenging and the sharp depreciation of the US dollar is further increasing competition in the marketplace. Moderate demand for the Group's products is anticipated, with a slight seasonal improvement in some of the business areas.

Demand for newsprint is forecast to be flat and prices unchanged, according to annual agreements. Magazine paper is benefiting from seasonally improved demand, which is expected to stay firm. However, market conditions in Europe will remain difficult and affected by US dollar weakness. Prices have stabilised, and some increases for non-contractual business in coated magazine paper are predicted, but no change in uncoated magazine paper prices is foreseen. Forecasts for fine paper demand and price increases are moderating. Flat demand for consumer board is anticipated, with price rises partly offset by US dollar weakness. Demand for industrial packaging should remain good, supporting some further price increases.

Following the very strong first half of 2007, markets for wood products are now oversupplied, rapidly depressing the outlook for deliveries and prices. The outlook for the next two quarters is also impaired by a temporary slowdown in demand in Japan. Raw material costs in Finland, Russia and the Baltic States are at record highs.

In Latin America coated magazine paper demand and prices are expected to improve slightly. In China demand for coated fine paper remains moderate, although some prices are rising.

Stora Enso maintains its cost inflation forecast of about 3.5\% for the full year 2007.

## Third Quarter Events

## July

Stora Enso announced a quality-driven investment of EUR 15 million to upgrade board manufacturing at its Imatra mills in Finland. The annual production capacity of board machine 5 will be increased from 240000 to 250000 tonnes of liquid packaging board (LPB) in a project started in July 2007 and to be completed in September 2008.

Stora Enso decided to start a pre-feasibility study for a pulp and paper mill complex in Nizhny Novgorod, Russia, which will be undertaken in close co-operation with the Russian government. The objective is to manufacture paper for Russian consumers from Russian wood - in Russia.

## August

Stora Enso announced that it had acquired $28 \%$ of the shares in Stora Enso Poland (formerly Intercell S.A.) from the State of Poland at a price of EUR 64 million. Following this acquisition, Stora Enso holds $95 \%$ of the shares in the company. The remaining shares, owned by the Polish State, will be distributed to current and retired employees of Stora Enso Poland. Stora Enso intends to purchase these remaining shares as soon as feasible. Ongoing analyses include a study into securing the containerboard supply for Stora Enso's corrugated packaging plants by possibly building a new containerboard machine.

## September

Stora Enso and Arauco concluded their exclusive negotiations and reached agreement for Stora Enso to sell 100\% of the Arapoti sawmill in Brazil, $80 \%$ of the shares of the forest holding company and $20 \%$ of the shares of the coated paper mill company to Arauco. The transactions are expected to be completed by the end of October 2007.

Stora Enso announced that it will divest its Reisholz Mill site real estate to Slough Estates Commercial Properties, a fully owned subsidiary of SEGRO plc, a Real Estate Investment Trust (REIT) based in the United Kingdom. As announced on 4 October 2006, Stora Enso will close down Reisholz Mill by the end of 2007. The mill's two paper machines will cease production by year end and will then be scrapped.

## Inspections by Competition Authorities

On 19 July 2007, following a jury trial in the US Federal District Court in Hartford, Connecticut, Stora Enso was found not guilty of charges relating to the sale of coated magazine paper in the USA in 2002 and 2003.

Coincident with this case, Stora Enso has been named in a number of class action lawsuits filed in the USA.

As a result of an investigation, the Finnish Competition Authority has proposed to the Finnish Market Court that a fine of EUR 30 million be imposed on Stora Enso for violating competition laws in the purchasing of wood in Finland in the period from 1997 to 2004. Stora Enso considers the proposal groundless.

No provision has been made in Stora Enso's accounts for the above-mentioned investigation and lawsuits.

## Changes in Group Composition

On 21 September 2007 Stora Enso signed a definitive agreement to sell its North American subsidiary Stora Enso North America, Inc to NewPage Holding Corporation. The combined company, to be called NewPage, will be among the North American leaders in its field. The transaction is expected to be finalised during the first quarter of 2008, subject to customary regulatory approvals. Stora Enso will hold 19.9\% of the new company shares. They are considered as a financial investments.

## Changes in Group Management and Organisational Structure

Kai Korhonen relinquished the position of Senior Executive Vice President, Packaging Boards and member of the Executive Management Group (EMG) on 31 August 2007. He will continue to undertake special assignments for CEO Jouko Karvinen until the end of 2007.

Jussi Huttunen, Senior Executive Vice President, Market Services left Stora Enso in July 2007.

Following his special assignments period, former CEO Jukka Härmälä retired from Stora Enso at the end of August 2007.

On 5 September 2007 Stora Enso announced the reorganisation of its operations with immediate effect from four divisions into the following seven current business areas: Fine Paper, Merchants, Consumer Board, Industrial Packaging, Magazine Paper, Newsprint and Wood Products, plus North America, which was divested later that month as noted above. Following this reorganisation, Stora Enso has a single management group called the Group Executive Team (GET). In addition to CEO Jouko Karvinen, the other GET members are: Hannu Ryöppönen, Deputy CEO and CFO
Hannu Alalauri, EVP Magazine Paper
Aulis Ansaharju, EVP Fine Paper, Country Manager Finland Mats Nordlander, EVP Consumer Board, Merchants and Market Services

Veli-Jussi Potka, EVP Industrial Packaging
Elisabet Salander Björklund, EVP Wood Products, Wood Supply and Pulp Supply
Juha Vanhainen, EVP Newsprint
Christer Ågren, EVP Corporate Services, Country Manager
Sweden
Bernd Rettig, EVP Technology and R\&D, Operations Improvement, Logistics, Energy and Investments, Country Manager Germany

## Share Capital

During the quarter 3400 A shares were converted into R shares. The conversion was recorded in the Finnish Trade Register on 14 September 2007.

During the quarter the Company allocated 3854 repurchased R shares under the terms of the Stora Enso North America Option Plan.

On 30 September 2007 Stora Enso had 177814410 A shares and 611724089 R shares in issue, of which the Company held no A shares and 934668 R shares with a nominal value of EUR 1.6 million. The holding represents $0.12 \%$ of the Company's share capital and $0.04 \%$ of the voting rights.

This report is unaudited.

Helsinki, 25 October 2007
Stora Enso Oyj
Board of Directors

| Newsprint |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ | Change \% Q1-Q3/07-Q1-Q3/06 |
| Sales | 1704.0 | 427.2 | 429.9 | 430.0 | 1255.3 | 1298.6 | 0.7 | 0.0 | 3.4 |
| Operating profit* | 232.1 | 61.0 | 50.2 | 52.2 | 174.5 | 163.5 | -14.4 | 4.0 | -6.3 |
| \% of sales | 13.6 | 14.3 | 11.7 | 12.1 | 13.9 | 12.6 | -15.4 | 3.4 | -9.4 |
| ROOC, \%** | 16.7 | 17.2 | 14.7 | 15.6 | 16.6 | 16.0 | -9.3 | 6.1 | -3.6 |
| Deliveries, 1000 t | 3091 | 765 | 749 | 753 | 2279 | 2258 | -1.6 | 0.5 | -0.9 |
| Production, 1000 t | 3096 | 791 | 746 | 795 | 2309 | 2326 | 0.5 | 6.6 | 0.7 |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Newsprint sales were EUR 430.0 million, roughly on similar level compared with the third quarter of 2006. Operating profit was EUR 52.2 million, $14 \%$ lower than a year earlier due to price rises for raw materials such as wood and recovered paper, and unfavourable trends in exchange rates.

Newsprint production will be curtailed during the fourth quarter of 2007 to reduce inventory level.

## Markets

Compared with Q3/2006
In Europe demand for newsprint was slightly weaker than a year earlier as advertising and paid newspaper circulations decreased, although circulations of free newspapers increased. Prices, but also producer inventories, were higher than a year ago.

Compared with Q2/2007
In Europe demand weakened as circulations and print advertising declined, but prices remained stable. Imports into Europe, mainly from Canada, have led to a further increase in producer inventories in Europe.

## Magazine Paper

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ | $\begin{gathered} \text { Change \% } \\ \text { Q1-Q3/07- } \\ \text { Q1-Q3/06 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 2220.3 | 570.7 | 552.9 | 587.3 | 1631.0 | 1706.8 | 2.9 | 6.2 | 4.6 |
| Operating profit* | 70.7 | 12.0 | 9.6 | 17.0 | 48.3 | 39.6 | 41.7 | 77.1 | -18.0 |
| \% of sales | 3.2 | 2.1 | 1.7 | 2.9 | 3.0 | 2.3 | 38.1 | 70.6 | -23.3 |
| ROOC, \%** | 3.5 | 2.4 | 1.9 | 3.6 | 3.2 | 2.7 | 50.0 | 89.5 | -15.6 |
| Deliveries, 1000 t | 2765 | 708 | 717 | 774 | 2004 | 2208 | 9.3 | 7.9 | 10.2 |
| Production, 1000 t | 2772 | 673 | 739 | 745 | 2035 | 2221 | 10.7 | 0.8 | 9.1 |

* Excluding non-recurring items ** $\mathrm{ROOC}=100 \% \times$ Operating profit/Operating capital

Magazine paper sales were EUR 587.3 million, up 3\% on the third quarter of 2006 mainly because Arapoti Mill was consolidated from the beginning of September 2006. Operating profit was up on the previous year at EUR 17.0 million, as higher coated magazine paper deliveries and restructuring benefits outweighed lower prices, unfavourable exchange rate trends and price rises for pulp, wood and recovered paper, the main raw materials.

As announced in October 2006, the uncoated magazine paper mill at Reisholz in Germany will permanently cease production in December 2007.

In the fourth quarter of 2007 there will be production curtailmens at the pulp mills at Kemijärvi and Sunila to reduce marginal wood costs through volume reduction.

## Markets

Compared with Q3/2006
In Europe demand for magazine paper was clearly stronger than a year ago, but prices were lower in all grades. Producer inventories were unchanged in uncoated grades, but lower in coated grades.

In Latin America demand for coated magazine paper was much stronger, but prices were lower than a year earlier.

Compared with Q2/2007
In Europe demand for magazine paper seasonally strengthened, especially for uncoated grades, and producer inventories decreased. Prices remained virtually unchanged for all grades, but price rises for non-contractual business have been announced for the fourth quarter.

In Latin America demand improved considerably but prices declined.

Fine Paper

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ | Change \% Q1-Q3/07-Q1-Q3/06 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 2261.8 | 538.1 | 522.8 | 529.7 | 1719.7 | 1629.5 | -1.6 | 1.3 | -5.2 |
| Operating profit* | 152.7 | 29.8 | 34.6 | 38.6 | 124.5 | 133.4 | 29.5 | 11.6 | 7.1 |
| \% of sales | 6.8 | 5.5 | 6.6 | 7.3 | 7.2 | 8.2 | 32.7 | 10.6 | 13.9 |
| ROOC, \%** | 7.1 | 5.5 | 6.5 | 7.3 | 7.8 | 8.7 | 32.7 | 12.3 | 11.5 |
| Deliveries, 1000 t | 3022 | 736 | 689 | 696 | 2292 | 2145 | -5.4 | 1.0 | -6.4 |
| Production, 1000 t | 3032 | 730 | 720 | 705 | 2295 | 2163 | -3.4 | -2.1 | -5.8 |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Fine paper sales were EUR 529.7 million, down $2 \%$ on the third quarter of 2006 due to the permanent shutdown of Berghuizer PM 7 in April 2007. Operating profit was EUR 38.6 million, up $30 \%$ on the third quarter of 2006 due to higher prices, despite increased wood costs and the EUR 2.5 million impact of the divestment of Celbi Pulp Mill.

## Markets

## Compared with Q3/2006

In Europe coated fine paper demand was slightly stronger than a year ago due to economic growth, but coated fine paper prices were unchanged. Industry inventories were lower but Stora Enso inventories were higher than a year ago. Uncoated fine paper demand was also slightly stronger due to economic growth, and uncoated fine paper prices and industry inventories were higher than a year ago.

In China demand for coated fine paper was stronger and prices higher than a year ago.

## Compared with Q2/2007

In Europe coated fine paper demand strengthened marginally for seasonal reasons, but prices decreased slightly. Industry and Stora Enso inventories decreased. Uncoated fine paper demand seasonally weakened slightly, but prices continued to rise. Industry uncoated fine paper inventories increased.

In China coated fine paper demand continued to strengthen and prices rose slightly.

| Merchants |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ | Change \% Q1-Q3/07-Q1-Q3/06 |
| Sales | 1907.2 | 450.1 | 479.4 | 474.4 | 1399.0 | 1486.7 | 5.4 | -1.0 | 6.3 |
| Operating profit* | 32.7 | 7.7 | 8.2 | 7.9 | 20.2 | 32.7 | 2.6 | -3.7 | 61.9 |
| \% of sales | 1.7 | 1.7 | 1.7 | 1.7 | 1.4 | 2.2 | 0.0 | 0.0 | 57.1 |
| ROOC, \%** | 5.5 | 5.8 | 6.2 | 6.1 | 4.5 | 8.2 | 5.2 | -1.6 | 82.2 |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Sales were EUR 474.4 million, up $5 \%$ on the third quarter of 2006 mainly due to higher sales volumes. Sales prices were largely unchanged. Operating profit was EUR 7.9 million, up $3 \%$ on a year earlier due to increased sales volumes with stable margins and costs.

## Consumer Board

|  | Change \% <br> Q3/07- | Change \% <br> Q3/07- | Change \% <br> Q1-Q3/07- |
| ---: | ---: | ---: | ---: |
| Q3/06 | Q2/07 | Q1-Q3/06 |  |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Consumer board sales were EUR 562.1 million, down $7 \%$ on the third quarter of 2006 as volumes decreased slightly due to planned maintenance stoppages at Skoghall and Imatra that were clearly longer than a year ago. Operating profit was EUR 27.0 million, down $58 \%$ on a year earlier due to higher costs, especially the sharp rise in wood costs, and the planned maintenance stoppages and production standstills at Enocell Pulp Mill. Unfavourable exchange rate trends offset some of the improvement in sales prices.

## Markets

## Compared with Q3/2006

Deliveries were somewhat lower and prices slightly higher than a year earlier.

Compared with Q2/2007
Deliveries decreased slightly but prices increased slightly.

Industrial Packaging

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \end{array}$ | $\begin{gathered} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \end{gathered}$ | $\begin{aligned} & \text { Change \% } \\ & \text { Q1-Q3/07- } \\ & \text { Q1-Q3/06 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 970.7 | 245.3 | 274.2 | 267.8 | 712.2 | 808.1 | 9.2 | -2.3 | 13.5 |
| Operating profit* | 85.0 | 26.1 | 29.7 | 24.9 | 62.7 | 83.9 | -4.6 | -16.2 | 33.8 |
| \% of sales | 8.8 | 10.6 | 10.8 | 9.3 | 8.8 | 10.4 | -12.3 | -13.9 | 18.2 |
| ROOC, \%** | 13.6 | 16.8 | 18.3 | 15.1 | 13.4 | 17.3 | -10.1 | -17.5 | 29.1 |
| Deliveries, $1000 \mathrm{~m}^{3}$ | 1006 | 255 | 273 | 257 | 758 | 809 | 0.8 | -5.9 | 6.7 |
| Production, 1000 t | 1014 | 259 | 274 | 253 | 753 | 798 | -2.3 | -7.7 | 6.0 |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Industrial packaging sales were EUR 267.8 million, up 9\% on the third quarter of 2006 due to higher sales prices for containerboards and corrugated packaging, and increased volumes in corrugated packaging and cores, although maintenance and investment stoppages reduced deliveries of paper and board. Operating profit was EUR 24.9 million, down 5\% on the previous year due to the maintenance and investment stoppages and higher recycled fibre costs, despite the substantial rise in containerboard prices as demand strengthened.

## Markets

Compared with Q3/2006
Corrugated packaging and core prices were higher, containerboard prices substantially higher, and coreboard prices slightly higher than a year earlier. Demand was stronger than a year ago.

## Compared with Q2/2007

Containerboard prices rose, and corrugated packaging and coreboard prices also rose slightly. Demand remained good, with corrugated packaging and core deliveries unchanged, but paper and board deliveries were decreased by the maintenance and investment stoppages.

## Wood Products

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \\ \hline \end{array}$ | $\begin{aligned} & \text { Change \% } \\ & \text { Q1-Q3/07- } \\ & \text { Q1-Q3/06 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 1673.0 | 417.8 | 525.7 | 461.4 | 1232.7 | 1459.4 | 10.4 | -12.2 | 18.4 |
| Operating profit* | 63.4 | 22.0 | 59.3 | 37.1 | 41.1 | 151.2 | 68.6 | -37.4 | $\mathrm{n} / \mathrm{m}$ |
| \% of sales | 3.8 | 5.3 | 11.3 | 8.0 | 3.3 | 10.4 | 50.9 | -29.2 | $\mathrm{n} / \mathrm{m}$ |
| ROOC, \%** | 8.0 | 10.9 | 28.6 | 18.9 | 6.9 | 26.5 | 73.4 | -33.9 | $\mathrm{n} / \mathrm{m}$ |
| Deliveries, $1000 \mathrm{~m}^{3}$ | 6551 | 1589 | 1763 | 1545 | 4898 | 4927 | -2.8 | -12.4 | 0.6 |

* Excluding non-recurring items ** ROOC $=100 \% \times$ Operating profit/Operating capital

Wood product sales were EUR 461.4 million, up $10 \%$ on the third quarter of 2006 mainly due to higher sales prices. Operating profit was EUR 37.1 million, up $69 \%$ on a year earlier as higher sales prices more than compensated for significant increases in raw material prices.

Stora Enso Wood Products will be curtailing whitewood production in Finland during the fourth quarter of 2007 due to excess inventories and high wood costs.

## Markets

## Compared with Q3/2006

A year age demand was good in all main markets in Europe, Japan, the Middle-East and North Africa, stock levels were very low and there were shortages of raw material. Prices
were higher in the third quarter of 2007 than a year earlier. Demand has stayed firm in most markets, but oversupply increased inventories.

## Compared with Q2/2007

Markets were very strong in the first half of 2007, boosting profitability throughout the industry. However, a temporary demand slowdown in Japan, combined with the continued heavy oversupply in Central Europe due to winter storm Kyrill and a seasonal slowdown in markets rapidly led to excess stocks in all the main market areas. Raw material costs in Finland, Russia and the Baltic States have reached record highs. The oversupply and excess inventories in combination with record high raw material costs are putting industry profit margins under rapidly increasing pressure.

Key Ratios

|  | 2005 | 2006 Q1-Q3/06 Q1-Q3/07 |  |  | Q3/06 | Q2/07 | Q3/07 | Change \% Change \% Change \% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $\begin{aligned} & \text { Q3/07- } \\ & \text { Q3/06 } \end{aligned}$ |  |  | $\begin{gathered} \text { Q3/07-1 } \\ \text { Q2/07 } \end{gathered}$ | $\begin{aligned} & \text { Q3/07- } \\ & \text { Q3/06 } \end{aligned}$ |
| Continuing Operations |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (basic), EUR | 0.09 | 0.88 | 0.50 | 0.15 |  | 0.12 | 0.22 | -0.33 | $\mathrm{n} / \mathrm{a}$ | n/a | -70.0 |
| Earnings per share excluding NRI EUR | 0.33 | 0.69 | 0.50 | 0.69 | 0.21 | 0.19 | 0.23 | 9.5 | 21.1 | 38.0 |
| Cash earnings per share (CEPS), EUR | 1.34 | 2.24 | 1.52 | 1.65 | 0.58 | 0.49 | 0.61 | 5.2 | 24.5 | 8.6 |
| CEPS excluding NRI, EUR | 1.46 | 1.84 | 1.34 | 1.48 | 0.49 | 0.46 | 0.48 | -2.0 | 4.3 | 10.4 |
| Return on capital employed (ROCE), \% | 2.3 | 7.3 | 6.6 | 3.8 | 3.4 | 10.5 | -11.1 | n/a | n/a | -42.4 |
| ROCE excluding NRI, \% | 4.7 | 8.7 | 9.0 | 10.6 | 10.0 | 9.6 | 9.4 | -6.0 | -2.1 | 17.8 |
| Return on equity (ROE), \%* | -1.4 | 7.7 | 5.9 | -1.4 | 3.2 | 7.2 | -22.3 | n/a | n/a | n/a |
| Debt/equity ratio* | 0.70 | 0.54 | 0.63 | 0.57 | 0.63 | 0.55 | 0.57 | -9.5 | 3.6 | -9.5 |
| Equity per share, EUR* | 9.16 | 9.89 | 9.08 | 9.63 | 9.08 | 10.21 | 9.63 | 6.1 | -5.7 | 6.1 |
| Equity ratio, \%* | 41.0 | 45.3 | 42.3 | 45.5 | 42.3 | 46.7 | 45.5 | 7.6 | -2.6 | 7.6 |
| Operating profit, \% of sales | 1.9 | 5.7 | 5.1 | 2.9 | 2.6 | 8.2 | -9.2 | n/a | n/a | -43.1 |
| Operating profit excluding NRI, \% of sales | 3.9 | 6.8 | 6.9 | 8.3 | 7.7 | 7.5 | 7.8 | 1.3 | 4.0 | 20.3 |
| Capital expenditure, EUR million* | 1145.3 | 583.4 | 403.7 | 507.3 | 128.7 | 187.1 | 211.3 | 64.2 | 12.9 | 25.7 |
| Capital employed, EUR million | 10049 | 10221 | 9664 | 10696 | 9664 | 10692 | 10696 | 10.7 | 0.0 | 10.7 |
| Interest-bearing net liabilities, EUR million* | 5084 | 4243 | 4479 | 4333 | 4479 | 4421 | 4333 | -3.3 | -2.0 | -3.3 |
| Average number of employees | 41390 | 41036 | 42540 | 39848 | 42540 | 39605 | 39848 | -6.3 | 0.6 | -6.3 |
| Average number of shares (million) |  |  |  |  |  |  |  |  |  |  |
| periodic | 798.7 | 788.6 | 788.6 | 788.6 | 788.6 | 788.6 | 788.6 |  |  |  |
| cumulative | 798.7 | 788.6 | 788.6 | 788.6 | 788.6 | 788.6 | 788.6 |  |  |  |
| cumulative, diluted | 799.2 | 788.9 | 789.1 | 788.9 | 789.1 | 788.9 | 788.9 |  |  |  |

* Total operations


## Key Exchange Rates for the Euro

| One Euro is | Closing Rate |  | Average Rate |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 Dec 06 | 30 Sep 07 | 31 Dec 06 | 30 Sep 07 |
| SEK | 9.0404 | 9.2147 | 9.2517 | 9.2365 |
| USD | 1.3170 | 1.4179 | 1.2563 | 1.3449 |
| GBP | 0.6715 | 0.6968 | 0.6819 | 0.6766 |
| CAD | 1.5281 | 1.4122 | 1.4247 | 1.4849 |

Transaction Risk and Hedges in Main Currencies as at 30 September 2007

| EUR Million | USD | GBP | SEK | JPY |
| :--- | ---: | ---: | ---: | ---: |
| Estimated annual net operating cash flow exposure | 1000 | 600 | -1000 | 210 |
| Transaction hedges as at 30 Sep. | 289 | 177 | -572 | 76 |
| Hedging percentage as at 30 Sep. for the next 12 months | $29 \%$ | $29 \%$ | $57 \%$ | $36 \%$ |

Condensed Consolidated Income Statement

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q3/06 } \end{array}$ | $\begin{array}{r} \text { Change \% } \\ \text { Q3/07- } \\ \text { Q2/07 } \end{array}$ | $\begin{gathered} \text { Change \% } \\ \text { Q1-Q3/07- } \\ \text { Q1-Q3/06 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Continuing Operations |  |  |  |  |  |  |  |  |  |
| Sales | 12957.2 | 3212.2 | 3355.9 | 3234.5 | 9637.3 | 10000.9 | 0.7 | -3.6 | 3.8 |
| Other operating income | 372.3 | 233.6 | 40.2 | 27.2 | 331.8 | 85.7 | -88.4 | -32.3 | -74.2 |
| Materials and services | -7 149.7 | -1820.6 | -1891.0 | -2 148.2 | -5 310.7 | -5 928.4 | -18.0 | -13.6 | -11.6 |
| Freight and sales commissions | -1 634.0 | -402.4 | -399.4 | -124.7 | -1 218.9 | -920.4 | 69.0 | 68.8 | 24.5 |
| Personnel expenses | -1 890.5 | -434.5 | -480.3 | -451.6 | -1 433.1 | -1 390.8 | -3.9 | 6.0 | 3.0 |
| Other operating expenses | -933.8 | -357.6 | -155.8 | -154.6 | -779.7 | -476.9 | 56.8 | 0.8 | 38.8 |
| Share of results of associated companies | 88.0 | 13.1 | 20.0 | 65.5 | 62.0 | 109.6 | $\mathrm{n} / \mathrm{m}$ | $\mathrm{n} / \mathrm{m}$ | 76.8 |
| Depreciation and impairment | -1 068.0 | -360.6 | -212.8 | -745.5 | -801.6 | -1 185.1 | -106.7 | -250.3 | -47.8 |
| Operating Profit / (Loss) | 741.5 | 83.2 | 276.8 | -297.4 | 487.1 | 294.6 | n/m | n/m | -39.5 |
| Net financial items | -30.3 | -24.7 | -56.1 | -26.9 | -10.7 | -121.7 | -8.9 | 52.0 | n/m |
| Profit / (Loss) before Tax | 711.2 | 58.5 | 220.7 | -324.3 | 476.4 | 172.9 | n/a | n/a | -63.7 |
| Income tax | -10.8 | 34.6 | -41.5 | 60.2 | -78.3 | -50.6 | 74.0 | n/a | 35.4 |
| Net Profit / (Loss) for the Period from Continuing Operations | 700.4 | 93.1 | 179.2 | -264.1 | 398.1 | 122.3 | n/a | n/a | -69.3 |
| Discontinued Operation |  |  |  |  |  |  |  |  |  |
| Loss after tax for the period from a discontinued operation | -111.2 | -36.0 | -35.3 | -177.0 | -73.7 | -197.0 | $\mathrm{n} / \mathrm{m}$ | $\mathrm{n} / \mathrm{m}$ | $\mathrm{n} / \mathrm{m}$ |
| Net Profit / (Loss) for the Period | 589.2 | 57.1 | 143.9 | -441.1 | 324.4 | -74.7 | n/a | n/a | n/a |
| Attributable to: |  |  |  |  |  |  |  |  |  |
| Equity holders of the Parent Company | 585.0 | 58.9 | 141.3 | -439.9 | 322.0 | -79.4 | n/a | $\mathrm{n} / \mathrm{a}$ | n/a |
| Minority interests | 4.2 | -1.8 | 2.6 | -1.2 | 2.4 | 4.7 | $\mathrm{n} / \mathrm{m}$ | $\mathrm{n} / \mathrm{m}$ | $\mathrm{n} / \mathrm{m}$ |
|  | 589.2 | 57.1 | 143.9 | -441.1 | 324.4 | -74.7 | n/a | n/a | n/a |
| Earnings per Share |  |  |  |  |  |  |  |  |  |
| Basic earnings per share, EUR | 0.74 | 0.07 | 0.18 | -0.56 | 0.41 | -0.10 | n/a | n/a | n/a |
| Diluted earnings per share, EUR | 0.74 | 0.07 | 0.18 | -0.56 | 0.41 | -0.10 | n/a | n/a | n/a |
| Earnings per Share from Continuing Operations |  |  |  |  |  |  |  |  |  |
| Basic earnings per share, EUR | 0.88 | 0.12 | 0.22 | -0.33 | 0.50 | 0.15 | n/a | n/a | -70.0 |
| Diluted earnings per share, EUR | 0.88 | 0.12 | 0.22 | -0.33 | 0.50 | 0.15 | n/a | n/a | -70.0 |

Consolidated Statement of Recognised Income \& Expense

| EUR million | 2006 | Q3/06 | Q2/07 | Q3/07 | Q1-Q3/06 | Q1-Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Operations |  |  |  |  |  |  |
| Defined benefit plan actuarial gains / (losses) | 135.1 | - | 2.6 | -2.1 | - | 0.5 |
| Tax on actuarial movements | -46.6 | - | -0.7 | 0.6 | - | -0.1 |
| Aggregate fair value movements in Available-for-Sale assets | 251.6 | 6.2 | 169.7 | -7.3 | -103.1 | 213.5 |
| Currency and commodity hedges | -45.3 | 3.8 | 53.8 | 17.6 | 90.1 | 33.9 |
| Associate hedges | 11.1 | 0.1 | 3.4 | 1.7 | 7.2 | 5.0 |
| Tax on Other Comprehensive Income Movements (OCI) | 50.2 | -4.3 | -17.2 | -4.0 |  | -11.0 |
| Currency translation movements on equity net investments (CTA) | -86.4 | -6.6 | 66.4 | -29.5 | -77.2 | -32.1 |
| Equity net investment hedges | 118.0 | 0.1 | -9.1 | 11.9 | 75.9 | 34.9 |
| Tax on equity hedges | -30.7 | 0 | 2.3 | -3.1 | -19.7 | -9.1 |
| Net Income \& Expense Recognised directly in Equity | 357.0 | -0.7 | 271.2 | -14.2 | -26.8 | 235.5 |
| Net profit / (loss) for the period | 589.2 | 57.1 | 143.9 | -441.1 | 324.4 | -74.7 |
| Total Recognised Income \& Expense for the Period | 946.2 | 56.4 | 415.1 | -455.3 | 297.6 | 160.8 |
| Attributable to: |  |  |  |  |  |  |
| Equity holders of the Parent Company | 942.0 | 58.2 | 412.5 | -454.1 | 295.2 | 156.1 |
| Minority interests | 4.2 | -1.8 | 2.6 | -1.2 | 2.4 | 4.7 |
| Total Recognised Income \& Expense for the Period | 946.2 | 56.4 | 415.1 | -455.3 | 297.6 | 160.8 |

Condensed Consolidated Cash Flow Statement

EUR million
Q1-Q3/2006 Q1-Q3/2007
Cash Flow from Operating Activities
Operating profit from continuing operations

| 462.8 | 294.6 |
| ---: | ---: |
|  | -145.5 |
| 706.6 | 1359.2 |
| 135.1 | -534.0 |
| -10.8 | 3.2 |
| $\mathbf{1 2 9 3 . 7}$ | $\mathbf{9 7 7 . 5}$ |
| -188.2 | -110.3 |
| -131.6 | -114.6 |
| $\mathbf{9 7 3 . 9}$ | $\mathbf{7 5 2 . 6}$ |

Cash Flow from Investing Activities
Acquisitions of subsidiaries
Acquisitions of associated companies
Proceeds from sale of fixed assets and shares
Capital expenditure
Proceeds from (payment of) the non-current receivables, net
Net Cash Used in Investing Activities

| -335.4 | -71.2 |
| ---: | ---: |
| -19.4 | -81.3 |
| 650.6 | 79.1 |
| -403.7 | -507.3 |
| -17.5 | 18.1 |
| -125.4 | -562.6 |

Cash Flow from Financing Activities


| Acquisitions of Subsidiary Companies |  |  |
| :---: | :---: | :---: |
| Cash and cash equivalents | 1.6 |  |
| Working capital | 92.9 |  |
| Operating fixed assets | 241.9 |  |
| Interest-bearing assets | -3.1 |  |
| Tax liabilities | 2.5 |  |
| Interest-bearing liabilities | -1.2 |  |
| Non-cash share exchange | 0.0 |  |
| Minority interests | 0.8 | 71.2 |
| Fair Value of Net Assets | 335.4 | 71.2 |
| Goodwill | - | - |
| Total Purchase Consideration | 335.4 | 71.2 |
| Disposal of Subsidiary Companies |  |  |
| Cash and cash equivalents | 19.4 |  |
| Working capital | 59.9 | 1.0 |
| Operating fixed assets | 256.4 | 1.1 |
| Interest-bearing assets | 1.0 |  |
| Tax liabilities | -25.7 |  |
| Interest-bearing liabilities | -11.8 | -0.1 |
| Minority interests | - | -0.5 |
| Net Assets in Divested Companies | 299.2 | 1.5 |
| Income Statement capital gain (goodwill realised) | 166.1 | 0.5 |
| Total Disposal Consideration | 465.3 | 2.0 |

Property, Plant and Equipment, Intangible Assets and Goodwill

| EUR million | 2006 | Q1-Q3/2006 | Q1-Q3/2007 |
| :---: | :---: | :---: | :---: |
| Carrying value at 1 January | 11213.2 | 11213.2 | 10440.4 |
| Acquisition of subsidiary companies | 283.1 | 241.9 |  |
| Additions | 559.1 | 381.5 | 475.2 |
| Additions in biological assets | 24.3 | 22.2 | 32.1 |
| Change in emission rights | 54.4 | 61.7 | -90.6 |
| Disposals | -237.3 | -256.5 | -46.5 |
| Discontinued operation |  |  | -1 722.2 |
| Depreciation, amortisation and impairment, Cont. Oper. | -1 068.0 | -801.6 | -1 185.1 |
| Depreciation, amortisation and impairment, Disc. Oper. | -189.7 | -142.6 | -295.6 |
| Translation difference and other | -198.7 | -166.9 | -129.3 |
| Balance Sheet Total | 10440.4 | 10552.9 | 7478.4 |

Borrowings

| EUR million | 31 Dec 2006 | 30 Sep 2006 | 30 Sep 2007 |
| :---: | :---: | :---: | :---: |
| Non-current borrowings | 4081.0 | 4200.8 | 2646.7 |
| Current borrowings | 1146.9 | 1085.0 | 1246.3 |
|  | 5227.9 | 5285.8 | 3893.0 |
|  | 2006 | Q1-Q3/06 | Q1-Q3/07 |
| Carrying value at 1 January | 6055.6 | 6055.6 | 5227.9 |
| Debt acquired with new subsidiaries | 4.4 | 1.2 |  |
| Debt disposed with sold subsidiaries | -12.0 | -11.8 |  |
| Proceeds from / payments of borrowings (net) | -683.7 | -460.8 | -101.0 |
| Discontinued operation |  |  | -1 149.0 |
| Translation difference and other | -136.4 | -298.4 | -84.9 |
| Total Borrowings | 5227.9 | 5285.8 | 3893.0 |

## Discontinued Operations

| EUR Million | Q1-Q3/07 |
| :---: | :---: |
| Sales | 1457.5 |
| Operating costs | -1440.9 |
| Operating profit before remeasurement to fair value | 16.6 |
| (Loss) recognised on the remeasurement to fair value* | -162.1 |
| Operating (loss) | -145.5 |
| Net financial items | -47.6 |
| (Loss) before tax | -193.1 |
| Tax related to operations** | -3.9 |
| (Loss) after tax from a discontinued operation | -197.0 |
| Net cash provided by operating activities | 22.1 |
| Net cash used in investing activities | -28.6 |
| Net cash provided by financing activities | 33.3 |
| Net increase (decrease) in cash and cash equivalents | 26.8 |

[^2]Condensed Consolidated Balance Sheet

EUR million

## Assets

Fixed Assets and Other Non-current Investments
Fixed assets
Biological assets
Emission rights
Investment in associated companies
Available-for-Sale: Listed securities
Available-for-Sale: Unlisted shares
Non-current loan receivables
Deferred tax assets
Other non-current assets

## Current Assets

## Inventories

Tax receivables
Operative receivables
Interest-bearing receivables
Cash and cash equivalents

Assets of disposal group classified as held for sale

## Total Assets

| 0 | 10230.8 | 10299.4 | 7332.8 |
| :---: | :---: | :---: | :---: |
| 0 | 111.5 | 148.1 | 138.1 |
| 0 | 98.1 | 105.4 | 7.5 |
| 0 | 805.2 | 782.1 | 963.6 |
| 1 | 41.2 | 81.4 | 48.0 |
| 0 | 794.3 | 403.3 | 1000.2 |
| 1 | 149.2 | 143.0 | 129.2 |
| T | 53.5 | 60.7 | 82.7 |
| O | 61.1 | 28.0 | 19.6 |
|  | 12344.9 | 12051.4 | 9721.7 |
| O | 2019.5 | 2053.7 | 2073.0 |
| T | 124.8 | 156.5 | 175.6 |
| O | 2156.6 | 2289.7 | 2138.7 |
| 1 | 185.5 | 280.8 | 171.8 |
| I | 609.0 | 301.4 | 180.1 |
|  | 5095.4 | 5082.1 | 4739.2 |
|  | - |  | 2332.9 |
|  | 5095.4 | 5082.1 | 7072.1 |
|  | 17440.3 | 17133.5 | 16793.8 |

## Equity and Liabilities

Equity attributable to Company shareholders
Minority interests

## Total Equity

| 7799.6 | 7162.3 | 7592.6 |
| ---: | ---: | ---: |
| 103.5 | 91.8 | 43.6 |
| $\mathbf{7 9 0 3 . 1}$ | $\mathbf{7 2 5 4 . 1}$ | $\mathbf{7 6 3 6 . 2}$ |

Non-current Liabilities
Post-employmennt benefit provisions
Other provisions
Deferred tax liabilities
Non-current debt
Other non-current operative liabilities

## Current Liabilities

Current portion of non-current debt
Interest-bearing liabilities
Operative liabilities
Tax liabilities

Liabilities directly associated with the assets classified as held for sale

## Total Liabilities

Total Equity and Liabilities

| O | 763.1 | 898.8 | 347.8 |
| ---: | ---: | ---: | ---: |
| O | 308.3 | 246.7 | 96.3 |
| T | 793.0 | 848.3 | 735.7 |
| I | 4081.0 | 4200.8 | 2646.7 |
| O | 193.7 | 234.8 | 191.2 |
|  | $\mathbf{6 1 3 9 . 1}$ | $\mathbf{6 4 2 9 . 4}$ | $\mathbf{4 0 1 7 . 7}$ |
| I |  |  |  |
| I | 630.2 | 625.7 | 408.3 |
| O | 516.7 | 459.3 | 838.0 |
| T | 1992.5 | 2029.0 | 1873.4 |
|  | 258.7 | 336.0 | 256.6 |
|  | $\mathbf{3 3 9 8 . 1}$ | $\mathbf{3 4 5 0 . 0}$ | $\mathbf{3 3 7 6 . 3}$ |
|  | - | $\mathbf{1 7 6 3 . 6}$ |  |
|  | $\mathbf{3 3 9 8 . 1}$ | $\mathbf{3 4 5 0 . 0}$ | $\mathbf{5 1 3 9 . 9}$ |


| 9537.2 | 9879.4 | 9157.6 |
| :--- | :--- | :--- |

$17440.3 \quad 17133.5$ 16793.8

Items designated with "O" comprise Operating Capital
Items designated with " 1 " comprise Interest-bearing Net Liabilities
Items designated with " T " comprise Net Tax Liabilities
Items designated with " A " comprise Associate Companies

Changes in Group Shareholders' Equity

| EUR million | Share Capital | Capital Reserves | Treasury Shares | OCI | CTA | Retained Earnings | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at 31 December 2004 | 1423.3 | 1009.2 | -180.8 | 67.6 | -218.9 | 5525.0 | 7625.4 |
| Repurchase of Stora Enso Oyj shares | - | - | -344.7 | - | - | - | -344.7 |
| Cancellation of Stora Enso Oyj shares | -41.2 | -224.4 | 265.6 | - | - | - | 0.0 |
| Dividend (EUR 0.45 per share) | - | - | - | - |  | -365.3 | -365.3 |
| Buy-out of minority interests | - | - | - | - |  | -43.2 | -43.2 |
| Net loss for the period | - | - | - | - | 0.2 | -111.1 | -110.9 |
| Net income recognised directly to equity | - | - | - | 400.4 | 91.6 | -33.2 | 458.8 |
| Balance at 31 December 2005 | 1382.1 | 784.8 | -259.9 | 468.0 | -127.1 | 4972.2 | 7220.1 |
| Cancellation of Stora Enso Oyj shares | -39.9 | -15.9 | 249.1 |  |  | -193.3 | 0.0 |
| Dividend (EUR 0.45 per share) | - | - | - |  |  | -354.9 | -354.9 |
| Options exercised | - | -1.7 | 0.2 |  |  | - | -1.5 |
| Net profit for the period | - | - | - | - | 3.4 | 322.0 | 325.4 |
| Net expense recognised directly to equity | - | - | - | -5.8 | -21.0 |  | -26.8 |
| Balance at 30 September 2006 | 1342.2 | 767.2 | -10.6 | 462.2 | -144.7 | 4746.0 | 7162.3 |
| Options exercised | - | -0.3 | 0.1 |  |  | - | -0.2 |
| Buy-out of minority interests | - | - | - | - | - | -0.1 | -0.1 |
| Net profit for the period | - | - | - | - | -9.2 | 263.0 | 253.8 |
| Net income recognised directly to equity | - | - | - | 273.4 | 21.9 | 88.5 | 383.8 |
| Balance at 31 December 2006 | 1342.2 | 766.9 | -10.5 | 735.6 | -132.0 | 5097.4 | 7799.6 |
| Dividend (EUR 0.45 per share) |  |  |  |  |  | -354.9 | -354.9 |
| Options exercised |  | -1.2 | 0.2 |  | 8.5 | -8.5 | -1.0 |
| Buy-out of minority interests |  |  |  |  |  | 0.9 | 0.9 |
| Net loss for the period |  |  |  |  | -16.6 | -79.4 | -96.0 |
| Net income recognised directly to equity |  |  |  | 241.4 | 2.2 | 0.4 | 244.0 |
| Balance at 30 September 2007 | 1342.2 | 765.7 | -10.3 | 977.0 | -137.9 | 4655.9 | 7592.6 |

CTA = Cumulative Translation Adjustment
$\mathrm{OCl}=$ Other Comprehensive Income

Commitments and Contingencies

| EUR million | 31 Dec 06 | 30 Sep 06 | 30 Sep 07 |
| :---: | :---: | :---: | :---: |
| On Own Behalf |  |  |  |
| Pledges given | 1.0 | 1.1 | 0.8 |
| Mortgages | 146.8 | 186.9 | 129.6 |
| On Behalf of Associated Companies |  |  |  |
| Mortgages | 0.8 | 0.9 | 0.0 |
| Guarantees | 343.0 | 348.7 | 261.5 |
| On Behalf of Others |  |  |  |
| Guarantees | 9.5 | 11.4 | 9.9 |
| Other Commitments, Own |  |  |  |
| Leasing commitments, in next 12 months | 38.4 | 34.1 | 31.1 |
| Leasing commitments, after next 12 months | 130.3 | 131.8 | 117.7 |
| Pension liabilities | 0.2 | 0.4 | 0.2 |
| Other commitments | 17.1 | 87.2 | 17.0 |
| Total | 687.1 | 802.5 | 567.8 |
| Pledges given | 1.0 | 1.1 | 0.8 |
| Mortgages | 147.6 | 187.8 | 129.6 |
| Guarantees | 352.5 | 360.1 | 271.4 |
| Leasing commitments | 168.7 | 165.9 | 148.8 |
| Pension liabilities | 0.2 | 0.4 | 0.2 |
| Other commitments | 17.1 | 87.2 | 17.0 |
| Total | 687.1 | 802.5 | 567.8 |

## Purchase Agreement Commitments

| Eur million | Scheduled Contract Payments |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Type of Supply | Contract Total | 2007 | 2008-9 | 2010-11 | 2012+ |
| Fibre | 2322 | 132 | 458 | 413 | 1319 |
| Energy | 843 | 94 | 492 | 241 | 16 |
| Logistics | 628 | 56 | 173 | 105 | 294 |
| Other Production costs | 175 | 43 | 16 | 7 | 109 |
|  | 3968 | 325 | 1139 | 766 | 1738 |
| Capital Expenditure | 265 | 177 | 88 | 0 | 0 |
| Total Contractual Commitments | 4233 | 502 | 1227 | 766 | 1738 |

Net Fair Values of Derivative Financial Instruments

| EUR million | 31 Dec 06 | 30 Sep 06 | 30 Sep 07 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Fair Values | Net Fair Values | Positive Fair Values | Negative Fair Values | Net Fair Values |
| Interest rate swaps | 48.1 | 69.7 | 75.8 | -46.5 | 29.3 |
| Interest rate options | -1.8 | -2.1 | 0.1 | -1.9 | -1.8 |
| Cross-currency swaps | -1.2 | -3.0 | 0.0 | 0.0 | 0.0 |
| Forward contracts | 28.2 | -4.9 | 10.2 | -25.4 | -15.2 |
| FX options | 5.9 | 1.8 | 16.9 | -1.1 | 15.8 |
| Commodity contracts | 63.2 | 208.6 | 95.1 | -1.9 | 93.2 |
| Equity swaps | 7.0 | 14.1 | 34.4 | -9.3 | 25.1 |
| Equity options |  |  | 0.2 | 0.0 | 0.2 |
| Total | 149.4 | 284.2 | 232.7 | -86.1 | 146.6 |

## Nominal Values of Derivative Financial Instruments

| EUR million | 31 Dec 06 | 30 Sep 06 | 30 Sep 07 |
| :---: | :---: | :---: | :---: |
| Interest Rate Derivatives |  |  |  |
| Interest rate swaps |  |  |  |
| Maturity under 1 year | 177.4 | 100.0 | 0.0 |
| Maturity 2-5 years | 2152.1 | 2260.4 | 2285.2 |
| Maturity 6-10 years | 2490.5 | 2291.8 | 2612.6 |
|  | 4820.0 | 4652.2 | 4897.8 |
| Interest rate options | 318.0 | 308.9 | 595.2 |
| Total | 5138.0 | 4961.1 | 5493.0 |
|  |  |  |  |
| Foreign Exchange Derivatives |  |  |  |
| Cross-currency swap agreements | 6.9 | 43.6 | 0.0 |
| Forward contracts | 1778.4 | 1706.5 | 1903.1 |
| FX Options | 662.8 | 985.3 | 2082.6 |
| Total | 2448.1 | 2735.4 | 3985.7 |
|  |  |  |  |
| Commodity Derivatives |  |  |  |
| Commodity contracts | 635.8 | 592.3 | 502.5 |
| Total | 635.8 | 592.3 | 502.5 |
|  |  |  |  |
| Equity swaps |  |  |  |
| Equity swaps | 328.6 | 370.8 | 220.4 |
| Equity options |  |  | 4.3 |
| Total | 328.6 | 370.8 | 224.7 |

Sales by Segment

| EUR million | Q1/06 | Q2/06 | Q3/06 | Q4/06 | 2006 | Q1/07 | Q2/07 | Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newsprint | 406.6 | 421.5 | 427.2 | 448.7 | 1704.0 | 438.7 | 429.9 | 430.0 |
| Magazine Paper | 533.6 | 526.7 | 570.7 | 589.3 | 2220.3 | 566.6 | 552.9 | 587.3 |
| Fine Paper | 609.3 | 572.3 | 538.1 | 542.1 | 2261.8 | 577.0 | 522.8 | 529.7 |
| Merchants | 496.3 | 452.6 | 450.1 | 508.2 | 1907.2 | 532.9 | 479.4 | 474.4 |
| Consumer Board | 584.5 | 583.8 | 603.4 | 560.2 | 2331.9 | 589.6 | 570.1 | 562.1 |
| Industrial Packaging | 225.8 | 241.1 | 245.3 | 258.5 | 970.7 | 266.1 | 274.2 | 267.8 |
| Wood Products | 389.1 | 425.8 | 417.8 | 440.3 | 1673.0 | 472.3 | 525.7 | 461.4 |
| Other and elimination | -53.3 | 9.4 | -40.4 | -27.4 | - 111.7 | -32.7 | 0.9 | -78.2 |
| Continuing Operations | 3191.9 | 3233.2 | 3212.2 | 3319.9 | 12957.2 | 3410.5 | 3355.9 | 3234.5 |
| Discontinued Operation | 475.4 | 442.8 | 486.2 | 462.4 | 1866.8 | 487.9 | 484.3 | 485.3 |
| Elimination | - 59.6 | - 59.7 | -60.3 | - 50.5 | - 230.1 | -43.0 | - 35.0 | - 34.9 |
| Total | 3607.7 | 3616.3 | 3638.1 | 3731.8 | 14593.9 | 3855.4 | 3805.2 | 3684.9 |

## Operating Profit by Segment excluding NRI

| EUR million | Q1/06 | Q2/06 | Q3/06 | Q4/06 | 2006 | Q1/07 | Q2/07 | Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Continuing Operations |  |  |  |  |  |  |  |  |
| Newsprint | 55.9 | 57.6 | 61.0 | 57.6 | 232.1 | 61.1 | 50.2 | 52.2 |
| Magazine Paper | 24.0 | 12.3 | 12.0 | 22.4 | 70.7 | 13.0 | 9.6 | 17.0 |
| Fine Paper | 44.4 | 50.3 | 29.8 | 28.2 | 152.7 | 60.2 | 34.6 | 38.6 |
| Merchants | 9.6 | 2.9 | 7.7 | 12.5 | 32.7 | 16.6 | 8.2 | 7.9 |
| Consumer Board | 81.3 | 55.9 | 64.3 | 39.4 | 240.9 | 72.4 | 29.0 | 27.0 |
| Industrial Packaging | 18.5 | 18.1 | 26.1 | 22.3 | 85.0 | 29.3 | 29.7 | 24.9 |
| Wood Products | 4.1 | 15.0 | 22.0 | 22.3 | 63.4 | 54.8 | 59.3 | 37.1 |
| Other | 37.5 | -67.0 | 23.3 | 13.1 | 6.9 | 19.8 | 31.8 | 47.3 |
| Operating Profit excl. NRI | 275.3 | 145.1 | 246.2 | 217.8 | 884.4 | 327.2 | 252.4 | 252.0 |
| NRI | -23.2 | 6.7 | -163.0 | 36.6 | -142.9 | -12.0 | 24.4 | -549.4 |
| Operating Profit (IFRS) | 252.1 | 151.8 | 83.2 | 254.4 | 741.5 | 315.2 | 276.8 | -297.4 |
| Net financial items | 81.3 | -67.3 | -24.7 | -19.6 | -30.3 | -38.7 | -56.1 | -26.9 |
| Profit before tax and Minority Interests | 333.4 | 84.5 | 58.5 | 234.8 | 711.2 | 276.5 | 220.7 | -324.3 |
| Income tax expense | -91.3 | -21.6 | 34.6 | 67.5 | -10.8 | -69.3 | -41.5 | 60.2 |
| Net Profit from Continuing Operations | 242.1 | 62.9 | 93.1 | 302.3 | 700.4 | 207.2 | 179.2 | -264.1 |
| Discontinued Operation |  |  |  |  |  |  |  |  |
| Loss after tax for the period from a discontinued operation | -15.7 | -22.0 | -36.0 | -37.5 | -111.2 | 15.3 | -35.3 | -177.0 |
| Net Profit | 226.4 | 40.9 | 57.1 | 264.8 | 589.2 | 222.5 | 143.9 | -441.1 |

NRI by Segment

| EUR million | Q1/06 | Q2/06 | Q3/06 | Q4/06 | 2006 | Q1/07 | Q2/07 | Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newsprint | - | 1.3 | - | - | 1.3 | - | - |  |
| Magazine Paper | -2.9 | 1.2 | -164.0 | 2.1 | -163.6 | - | - | -218.0 |
| Fine Paper | -16.9 | 2.4 | 72.0 | 1.0 | 58.5 | - | - | -32.6 |
| Merchants | - | - | - | 0.4 | 0.4 | - | 24.4 |  |
| Consumer Board | - | -7.2 | - | 2.3 | -4.9 | - | - | -186.8 |
| Industrial Packaging | - | 1.7 | - | - | 1.7 | - | - | -5.9 |
| Wood Products | 1.7 | 1.2 | -24.0 | 0.4 | -20.7 | -12.0 | - | -106.1 |
| Other | -5.1 | 6.1 | -47.0 | 30.4 | -15.6 | - | - |  |
| Continuing Operations | -23.2 | 6.7 | -163.0 | 36.6 | -142.9 | -12.0 | 24.4 | -549.4 |
| Discontinued Operation | - | - | -14.2 | 23.4 | 9.2 | 44.0 | -11.6 |  |
| Total | -23.2 | 6.7 | -177.2 | 60.0 | -133.7 | 32.0 | 12.8 | -549.4 |

Operating Profit by Segment

| EUR million | Q1/06 | Q2/06 | Q3/06 | Q4/06 | 2006 | Q1/07 | Q2/07 | Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Continuing Operations |  |  |  |  |  |  |  |  |
| Newsprint | 55.9 | 58.9 | 61.0 | 57.6 | 233.4 | 61.1 | 50.2 | 52.2 |
| Magazine Paper | 21.1 | 13.5 | -152.0 | 24.5 | -92.9 | 13.0 | 9.6 | -201.0 |
| Fine Paper | 27.5 | 52.7 | 101.8 | 29.2 | 211.2 | 60.2 | 34.6 | 6.0 |
| Merchants | 9.6 | 2.9 | 7.7 | 12.9 | 33.1 | 16.6 | 32.6 | 7.9 |
| Consumer Board | 81.3 | 48.7 | 64.3 | 41.7 | 236.0 | 72.4 | 29.0 | -159.8 |
| Industrial Packaging | 18.5 | 19.8 | 26.1 | 22.3 | 86.7 | 29.3 | 29.7 | 19.0 |
| Wood Products | 5.8 | 16.2 | -2.0 | 22.7 | 42.7 | 42.8 | 59.3 | -69.0 |
| Other | 32.4 | -60.9 | -23.7 | 43.5 | -8.7 | 19.8 | 31.8 | 47.3 |
| Operating Profit | 252.1 | 151.8 | 83.2 | 254.4 | 741.5 | 315.2 | 276.8 | -297.4 |
| Net financial items | 81.3 | -67.3 | -24.7 | -19.6 | -30.3 | -38.7 | -56.1 | -26.9 |
| Profit before Tax and Minority Interests | 333.4 | 84.5 | 58.5 | 234.8 | 711.2 | 276.5 | 220.7 | -324.3 |
| Income tax expense | -91.3 | -21.6 | 34.6 | 67.5 | -10.8 | -69.3 | -41.5 | 60.2 |
| Net Profit from Continuing Operations | 242.1 | 62.9 | 93.1 | 302.3 | 700.4 | 207.2 | 179.2 | -264.1 |
| Discontinued Operation |  |  |  |  |  |  |  |  |
| Loss after tax for the period from a discontiinued operation | -15.7 | -22.0 | -36.0 | -37.5 | -111.2 | 15.3 | -35.3 | -177.0 |
| Net Profit | 226.4 | 40.9 | 57.1 | 264.8 | 589.2 | 222.5 | 143.9 | -441.1 |

Associated Companies by Segment

| EUR Million | Q1/06 | Q2/06 | Q3/06 | Q4/06 | 2006 | Q1/07 | Q2/07 | Q3/07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Newsprint | - | - | - |  | - | - | - |  |
| Magazine Paper | 2.3 | 0.8 | 3.2 | 3.8 | 10.1 | 3.6 | 1.2 | -0.5 |
| Fine Paper | 7.6 | -1.6 | 5.0 | 1.5 | 12.5 | 5.1 | -3.9 | 4.2 |
| Merchants | - | - | - | - | - | - | - | 0.1 |
| Consumer Board | - | - | - | - | - | - | - |  |
| Industrial Packaging | 0.1 | 0.4 | -0.2 | 0.1 | 0.4 | 0.1 | 0.1 | 0.2 |
| Wood Products | 0.4 | 0.0 | 0.0 | 0.2 | 0.6 | - | - |  |
| Other | 20.3 | 18.6 | 5.1 | 20.4 | 64.4 | 15.3 | 22.6 | 61.5 |
| Continuing Operations Total | 30.7 | 18.2 | 13.1 | 26.0 | 88.0 | 24.1 | 20.0 | 65.5 |
| Discontinued Operation | 0.9 | 2.0 | -2.9 | -0.6 | -0.6 | 0.1 | -0.2 | -0.7 |
| Total | 31.6 | 20.2 | 10.2 | 25.4 | 87.4 | 24.2 | 19.8 | 64.8 |

Stora Enso Shares

| Closing Price | Helsinki, EUR |  | Stockholm, SEK |  | New York, USD |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | A share | R share | A share | R share | ADRs |
| July | 12.64 | 12.65 | 116.75 | 116.50 | 17.13 |
| August | 12.98 | 13.08 | 121.50 | 122.25 | 17.94 |
| September | 13.58 | 13.66 | 124.50 | 125.00 | 19.34 |
| Trading Volume | Helsinki |  | Stockholm |  | New York |
|  | A share | R share | A share | R share | ADRs |
| July | 114287 | 92755290 | 680622 | 12308447 | 2696300 |
| August | 201412 | 118849563 | 212652 | 10717528 | 3749300 |
| September | 156283 | 118522739 | 142724 | 8357752 | 4487400 |
| Total | 471982 | 330127592 | 1035998 | 31383727 | 10933000 |

## Basis of Preparation

This unaudited interim 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 Annual Report for 2006.

The Group has adopted IFRS 7, Financial Instruments: Disclosures, and the complementary Amendment to IAS 1 Presentation of Financial Statements - Capital Disclosures which is mandatory for the Group's accounting periods beginning on or after 1 January 2007. The adoption of this standard and amendment will result in additional disclosures relating to financial instruments and how an entity manages its capital in the Group's Annual Report.

The planned sale of Stora Enso North America Inc has been accounted for as a discontinued operation and classified as 'Held for Sale'. A discontinued operation represents a separate major line of business or geographical area for which the assets less liabilities and net financial results may be distinguished physically, operationally and for financial reporting purposes. Assets are classified as 'Held for Sale' when it is highly probable that the carrying amount of the assets will be recovered through a sale transaction rather than continuing use. These assets have been measured at fair value less costs to sell. The closing sales consideration is subject to fair value changes and therefore the final outcome of the transaction is subject to change.

Change in Accounting Policy and Reclassification in 2006
Operating profit for 2006 has been reclassified. Total Return Swaps (TRS) which are partially hedging cash settled synthetic option programmes for Management, previously reported in other financial items, are now reported in operating profit under personnel expenses, with an effect on operating profit of EUR 34.1 million, EUR 23.0 million and EUR 24.6 million in Q3/2006, Q1-Q3/2006 and Q1-Q4/2006, respectively. TRS instruments do not qualify for hedge accounting and therefore all periodic changes to their fair value are recorded in the Income Statement.

The share of associated company results previously reported with financial items is now reported in operating profit. The associated companies supply Stora Enso with wood, pulp and logistic services, so this change in accounting policy has been implemented to reflect the operational nature of these investments. The change has increased operating profit by EUR 13.1 million, EUR 62.0 million and EUR 88.0 million in Q3/2006, Q1-Q3/2006 and Q1-Q4/2006, respectively.

The changes in accounting policy have no effect on profit before tax. Comparative amounts disclosed for each prior period presented have been restated.

## Calculation of Key Figures

Return on capital employed, ROCE (\%)

Return on operating capital, ROOC (\%)

Return on equity, ROE (\%)

Equity ratio (\%)

Interest-bearing net liabilities
Debt/Equity ratio

[^3]${ }^{2}$ ) Average for the financial period

| 100 x | Operating profit |
| :---: | :---: |
|  | Capital employed ${ }^{1)^{2)}}$ |
| 100 x | Operating profit |
|  | Operating capital ${ }^{11)}{ }^{2)}$ |
| 100 x | Profit before tax and minority items - taxes |
|  | Total Equity ${ }^{2)}$ |
| 100 x | Total Equity |
|  | Total assets |
|  | Interest-bearing liabilities - interest-bearing assets |
|  | Interest-bearing net liabilities |
|  | Equity |

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PUBLICATION DATES FOR FINANCIAL INFORMATION
13 February 2008 Results for 2007

24 April 2008 Interim review for January - March 2008
24 July $2008 \quad$ Interim review for January - June 2008
23 October 2008 Interim review for January - September 2008

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 within the meaning of the United States Private Securities Litigation Reform Act of 1995. 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, 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, price fluctuations in raw materials, 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.
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Graphic design: Incognito
Photo: Stora Enso image archive
Printing: Speedmaster Oy
Cover stock: Chromocard $200 \mathrm{~g} / \mathrm{m}^{2}$
Text stock: TerraPrint Silk $100 \mathrm{~g} / \mathrm{m}^{2}$


[^0]:    *) Q1-Q3/07 and Q3/07 include EUR 48.0 million from the non-cash fair valuation of biological assets (forest) of Tornator Oy. Corresponding Profit from Operations Total, excl. NR figures for Q1/07 and Q2/07 excluding fair value change are EUR 749.8 million and EUR 207.1 million respectively
    ${ }^{* *}$ ) Non-Operative Items include fair valuation of Total Return Swaps, synthetic options and $\mathrm{CO}_{2}$ emission rights

[^1]:    SENA = Stora Enso North America

[^2]:    * Excludes CTA \& Equity Hedge gain of EUR 141.8 million
    ** Excludes non-cash tax on CTA \& Equity Hedge of (EUR 185.9) million

[^3]:    1) Capital employed = Operating capital - Net tax liabilities
