

## Interim Report January - September 2023

## QUARTERLY RESULTS JULY - SEPTEMBER

- Net sales amounted to SEK $1,077(1,037) m$, an increase of $4 \%$ compared with the same quarter the previous year. Excluding currency effects, net sales decreased by $2 \%$.
- EBITDA amounted to SEK 108 (77) m corresponding to an EBITDA margin of 10.0\% (7.4\%).
- Operating profit amounted to SEK 69 (40) m, corresponding to an operating margin of $6.4 \%$ (3.9\%).
- Profit for the period amounted to SEK 34 (38) m and earnings per share amounted to SEK 0.50 (0.57).
- Cash flow from operating activities was SEK 301 (257) m.
- Return on operating capital, 12 months, was $34.0 \%$ (27.3\%).
- The net debt/EBITDA ratio, 12 months, was 0.9 (1.6).
- The sales volume amounted to 67.6 (61.9) ktonnes.
- During the quarter, a decision was made to invest approximately SEK 850 m in a new wood room and a new electrofilter at the Bäckhammar mill. The investments will be carried out in the years 20232025. They are expected to add around SEK 100 m annually to EBITDA with full effect in 2026, while significantly decreasing emissions of dust to air.


## KEY FIGURES

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \end{array}$ | $\Delta$, \% | $\begin{array}{r} 2023 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Jan-Sep } \end{array}$ | $\Delta$, \% | R12 | $2022$ <br> Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,077 | 1,037 | 4 | 3,501 | 3,234 | 8 | 4,708 | 4,440 |
| EBITDA | 108 | 77 | 40 | 606 | 561 | 8 | 865 | 821 |
| EBITDA margin, \% | 10.0 | 7.4 |  | 17.3 | 17.4 |  | 18.4 | 18.5 |
| Operating profit | 69 | 40 | 73 | 491 | 453 | 8 | 714 | 676 |
| Operating margin, \% | 6.4 | 3,9 |  | 14.0 | 14.0 |  | 15.2 | 15.2 |
| Net profit for the period ${ }^{1}$ | 34 | 38 | -12 | 352 | 363 | -3 | 554 | 566 |
| Earnings per share, SEK ${ }^{1,2}$ | 0.50 | 0.57 |  | 5.26 | 5.43 |  | 8.28 | 8.46 |
| Cash flow from operating activities | 301 | 257 | 17 | 567 | 428 | 32 | 699 | 560 |
| Return on operating capital, 12 m , \% | 34.0 | 27.3 |  | 34.0 | 27.3 |  | 34.0 | 32.5 |
| Net debt/EBITDA, 12 m , ratio | 0.9 | 1.6 |  | 0.9 | 1.6 |  | 0.9 | 1.2 |
| Sales volume, ktonnes | 67.6 | 61.9 | 9 | 210.5 | 216.3 | -3 | 278.7 | 284.5 |

[^0]

## ANOTHER STRONG QUARTER FROM NORDIC PAPER

The third quarter was strong and shows once again the strength of Nordic Paper's business. Even in soft market conditions we are delivering good results!
Net sales for the quarter amounted to SEK 1,077 million, an increase of 4\% compared with the same period the previous year. Excluding positive currency effects, net sales decreased by $2 \%$. We are satisfied with the EBITDA margin of $10.0 \%$ for the quarter which is good for a quarter in which there were maintenance stops in all of our plants.
We are again seeing how our structure consisting of two segments with different business dynamics has a stabilising effect on the company's earnings. In the Natural Greaseproof segment the EBITDA margin for the third quarter increased to $11.4 \%$ compared with a negative EBITDA margin in the third quarter last year. The improvement comes from somewhat higher selling prices while costs for inputs were lower. In the Kraft Paper segment, the EBITDA margin decreased to $11.8 \%$, mainly driven by lower selling prices. On a rolling 12 -month basis Nordic Paper's EBITDA amounted to SEK 865 million.
Cash flow from operating activities reached the high level of SEK 301 million and the balance sheet continued to strengthen. The net debt/EBITDA ratio amounted to 0.9 at the end of the quarter compared to 1.6 one year ago. The financial target for this ratio is to be below 2.5. Return on operating capital increased to $34.0 \%$.

## VERY STRONG SALES VOLUMES DESPITE A REMAINING SOFT MARKET

The market has remained unchanged soft compared to the second quarter and inventory reductions are still taking place further ahead in the value chain. Similar to in the second quarter, this was most evident within MG paper in the Kraft Paper segment and within baking cup paper in the Natural Greaseproof segment. Incoming orders from customers usually increase at the beginning of autumn when the European customers return from their summer holidays. This year this effect was less apparent than normal. The continuing soft demand resulted in a decrease in the selling price for the company's products by close to $6 \%$ in local currency compared with the previous quarter. The decrease was slightly higher in the Kraft Paper segment and slightly lower in Natural Greaseproof.

We succeeded in increasing our sales volumes by a full $9 \%$ compared to the third quarter last year. Our production level was good despite that we chose to continue to adjust our production levels somewhat in the soft market conditions. Planned annual maintenance stops were carried out at all of the company's plants during the quarter with costs according to plan.

## POSITIVE EFFECTS FROM DECREASING PRICES FOR PURCHASED GOODS AND SERVICES

The price of several of Nordic Paper's inputs, such as paper pulp, electricity, fuel, chemicals and freight, continued to decrease during the quarter, which had a positive impact primarily on Natural Greaseproof. Despite weaker economic activity in industry, pulpwood prices continued to increase from already historically high levels, having a negative impact on earnings for the Kraft Paper segment.

## STRATEGIC INVESTMENT DECISION FOR BÄCKHAMMAR

Nordic Paper's Board of Directors decided during the quarter to invest around SEK 850 million in the Bäckhammar mill. The investments, which will be carried out during the years 2023-2025, will further improve sustainability performance and further strengthen the competitiveness of the plant. An important part of the investments is a new wood room which will provide the plant with strategic flexibility in its raw material supply and lead to production efficiency gains. Emissions of dust to air will be significantly reduced with the installation of a new electrofilter. The investments will add around SEK 100 million annually to Nordic Paper's EBITDA with full effect in 2026. They will also lay the foundation for development of the plant and future growth in production output.
The investment decision is important to create an even stronger Nordic Paper. The work we do through continuous improvements in our daily business is also an important component in building strength for the future. We are glad to see that our active efforts during the last couple of years within work environment continue to show result in the form of decreasing number of lost time incident frequency rate. With sustainability as a driver, we continue to deliver value to our customers, employees and shareholders.
Anita Sjölander, CEO


## JULY - SEPTEMBER

## MARKET AND SALES

The market for Nordic Paper's products remained soft in the third quarter of the year within both the Kraft Paper and Natural Greaseproof segments. This was mainly due to continued inventory reduction among Nordic Paper's customers. The company's average selling prices have fallen in the soft market situation and to avoid further pressure on selling prices, the company chose to reduce sales volumes to some extent. The quarter's sales volumes in tonnes were still $9 \%$ higher than in the third quarter of 2022. During the third quarter, the company had a good production level and also sold paper from inventory.

Net sales for the third quarter amounted to SEK $1,077(1,037)$ million, which is $4 \%$ higher than the same period in 2022, above all affected by positive currency effects and by the higher sales volumes. Selling prices in local currency were $5 \%$ lower than in the third quarter last year.

Compared with the third quarter 2022, net sales in Europe - the company's largest market - were stable, while sales increased in North and South America, where most of the sales is in USD, and also in the Middle East and Africa.

CHANGE IN NET SALES

| Q3 2022, SEK m | 1,037 |
| :--- | ---: |
| Sales volume | $5 \%$ |
| Product mix | $-2 \%$ |
| Selling price | $-5 \%$ |
| Currency | $6 \%$ |
| Q3 2023, SEK m | 1,077 |

## RESULTS

EBITDA amounted to SEK 108 (77) million for the third quarter, which is an increase of $40 \%$ compared with the same period last year. The quarter's EBITDA includes electricity support received from the Swedish government of SEK 20 million.

Input prices have moved in different directions with an overall positive impact on EBITDA. Pulpwood prices have increased significantly compared with 2022, while the prices of energy, pulp and freight have decreased. Currency effects had a positive impact on EBITDA of SEK 22 million compared with the same quarter the previous year.

The EBITDA margin was $10.0 \%$ (7.4\%). The margin was negatively impacted by product mix, as for example there were external sales of market pulp at lower profitability than paper within the segment Kraft Paper.

Operating profit amounted to SEK 69 (40) million, corresponding to an operating margin of $6.4 \%$ (3.9\%). Net financial items for the third quarter amounted to SEK -21 (11) million of which net interest made up SEK -16 (-10) million, and otherwise explained by exchange rate differences on cash and cash equivalents. Tax expense for the third quarter was SEK 15 (13) million.

Net profit for the period was SEK 34 (38) million.

## JANUARY - SEPTEMBER

MARKET AND SALES
Net sales for the first nine months of the year increased by $8 \%$ to SEK $3,501(3,234)$ million. Higher selling prices were the main factor explaining the increase.

CHANGE IN NET SALES

| Jan-Sep 2022, SEK m | 3,234 |
| :--- | ---: |
| Sales volume | $-4 \%$ |
| Product mix | $-1 \%$ |
| Selling price | $7 \%$ |
| Currency | $6 \%$ |
| Jan-Sep 2023, SEK m | 3,501 |

## RESULTS

EBITDA for January-September increased to SEK 606 (561) million, corresponding to an EBITDA margin of 17.3\% (17.4\%). The higher selling prices had a positive effect on EBITDA, while lower sales volumes had a negative impact compared with the same period the previous year.

Operating profit amounted to SEK 491 (453) million, corresponding to an operating margin of $14.0 \%$ (14.0\%).

Net financial items for the period were SEK -44 (7) million of which net interest was SEK -47 (-31) million.

Tax costs for the period amounted to SEK 95 (96) million, corresponding to a tax rate of $21.3 \%$ (20.9\%).

Net profit for the period was SEK 352 (363) million.

## CASH FLOW AND FINANCIAL POSITION



CASH FLOW FROM OPERATING
ACTIVITES, SEKm



## WORKING CAPITAL AND CASH FLOW

Working capital as of 30 September 2023 was SEK 386 (414) million and $11.3 \%(11.5 \%)$ as a percentage of net sales for the last 12 -month period. Cash flow from operating activities amounted to SEK 301 (257) million for the third quarter of the year. The higher cash flow is mainly explained by a reduction of finished goods inventory.
Cash conversion amounted to $88,7 \%(54,8)$.

## INVESTMENTS AND OPERATING CAPITAL

Investments during the quarter amounted to SEK 42 (43) million. Operating capital as of 30 September was SEK $1,951(2,037)$ million of which SEK 751 (770) million consisted of property, plant and equipment. Intangible assets amounted to SEK $1,025(1,037)$ million and consisted mainly of goodwill of SEK 758 (762) million and customer relations of SEK 206 (232) million. Return on operating capital for the past 12 -month period was $34.0 \%$ (27.3\%).

FINANCING
As of 30 September the Group's net debt had decreased to SEK 792 $(1,110)$ million. Interest-bearing liabilities amounted to SEK $1,285(1,515)$ million, of which SEK 25 (35) million was attributable to lease liabilities according to IFRS 16. Cash and cash equivalents were SEK 494 (405) million. The company also has access to undrawn credit facilities of SEK 800 (600) million, including an overdraft facility of SEK 200 (200) million. The equity/assets ratio was $30.0 \%$ (23.4\%) and the net debt/EBITDA ratio, 12 months, was 0.9 (1.6).

## CURRENCY HEDGING

The Group hedges future net flows in foreign currencies where the exposure is material. Typically, 50-75\% of the net flows are hedged for the coming sixmonth period and $25-50 \%$ for the subsequent $7-12$ months. EBITDA for the third quarter includes an earnings effect from realised currency hedges of SEK -34 (-12) million. For the coming 12-month period the hedges are as follows:

| Currency | Average rate for currency hedges | FX rate, 30 Sep | Total FX, m | Total, SEK m | Fair value, net, SEK m | Currency hedge as \% of estimated net exposure, 1-6 months | Currency hedge as \% of estimated net exposure, 7-12 months |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EUR | 11.42 | 11.49 | 86 | 982 | -10 | 64\% | 46\% |
| USD | 10.54 | 10.84 | 11 | 114 | -3 | 63\% | 40\% |
| GBP | 12.91 | 13.27 | 12 | 155 | -4 | 72\% | 48\% |

## KRAFT PAPER SEGMENT

The Kraft Paper segment produces unbleached sack paper, MG paper and various kinds of high-quality speciality paper for industrial use. Examples of applications for MG and sack paper are bags and sacks for food and construction materials, and masking and protection paper for various applications.
The speciality papers are used in the manufacture of products such as laminates, in stainless steel production and in electrical transformers. The paper mills in Bäckhammar and Åmotfors belong to this segment. The segment also sells a certain amount of pulp.

|  | 2023 | 2022 |  | 2023 | 2022 |  | 2022 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK m | Q3 | Q3 | $\Delta, \%$ | Jan-Sep | Jan-Sep | $\Delta, \%$ | R 12 m | Full year |
| Net sales | 546 | 557 | -2 | 1,855 | 1,757 | 6 | 2,486 | 2,388 |
| EBITDA | 64 | 109 | -41 | 512 | 557 | -8 | 723 | 768 |
| EBITDA margin, \% | 11.8 | 19.5 | - | 27.6 | 31.7 | - | 29.1 | 32.2 |
| Operating profit | 49 | 94 | -48 | 467 | 515 | -9 | 665 | 712 |
| Operating margin, \% | 9.0 | 16.9 | - | 25.2 | 29.3 | - | 26.7 | 29.8 |
| Sales volume $^{1}$, ktonnes | 49.8 | 46.1 | 8 | 157.4 | 162.9 | -3 | 207.8 | 213.3 |

For reconciliation of the result for the segment to the group result, see Quarterly data per segment p 24.
${ }^{1}$ Includes intra-group deliveries
NET SALES, SEKm


## SHARE OF GROUP'S NET SALES

 Q3 2023 $50 \%$
## JULY - SEPTEMBER

## MARKET AND SALES

The kraft paper market remained soft in the third quarter of the year as a consequence of ongoing inventory reduction among Nordic Paper's customers or further ahead in the value chain. MG paper was the segment within Kraft Paper where this was the most evident during the quarter. Selling prices continued to fall in the soft market. Selling prices in local currency decreased by $11 \%$ compared with the third quarter of 2022. To ease further pressure on selling prices the company decided during the quarter to limit sales volumes to some extent. Despite this, sales volumes increased by $8 \%$ in the quarter compared with the same quarter last year mainly explained by good production.
Net sales were down 2\% compared with the same quarter last year, decreasing to SEK 546 (557) million, mainly driven by the lower selling prices although the product mix also had a negative impact. Sales volumes had a $7 \%$ positive effect on net sales compared with the third quarter of 2022. Currency effects had a positive impact on net sales of $6 \%$.

There were only marginal differences in net sales per geographical market in absolute terms compared with the same period in 2022. Net sales increased in North and South America but decreased in Europe. The decrease in Europe is mainly explained by the lower selling prices as volumes were essentially the same.

## CHANGE IN NET SALES

| Q3 2022, SEK m | 557 |
| :--- | ---: |
| Sales volume | $7 \%$ |
| Product mix | $-4 \%$ |
| Selling price | $-11 \%$ |
| Currency | $6 \%$ |
| Q3 2023, SEK m | 546 |



## RESULTS

EBITDA decreased by $41 \%$ to SEK 64 (109) million, mainly driven by the lower selling prices. Lower average prices for input goods had a positive effect on EBITDA. The price of energy, chemicals and freight have decreased, while pulpwood has increased significantly in price compared with the same quarter the previous year. The segment's EBITDA for the quarter includes electricity support of SEK 12 million received from the Swedish government.

The EBITDA margin decreased to $11.8 \%$ (19.5\%).

Operating profit decreased to SEK 49 (94) million and the operating margin was 9.0\% (16.9\%).

## JANUARY - SEPTEMBER

Net sales for January - September increased by $6 \%$ to SEK 1,855 $(1,757)$ million compared to the same period last year. The increase is mainly explained by currency effects and selling price increases. Excluding currency effects, the net sales remain unchanged. Lower sales volumes and the impact of the product mix negatively impacted net sales by $5 \%$. EBITDA decreased to SEK 512 (557) million and the EBITDA margin decreased to 27.6\% (31.7\%). Operating profit amounted to SEK 467 (515) million and the operating margin was $25.2 \%$ (29.3\%).

## NATURAL GREASEPROOF SEGMENT

The Natural Greaseproof segment produces premium natural greaseproof paper for the food industry. Greaseproof paper is used in the preparation, production, packaging and storage of food, for instance in baking cups, baking papers, food containers for ready meals, and barrier papers for wrapping meat, butter and other fatty foods. The paper mills in Greåker, Säffle and Québec belong to this segment.

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \\ \hline \end{array}$ | $\Delta, \%$ | 2023 | 2022 |  | R 12 m | 2022Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Jan-Sep | Jan-Sep | $\Delta, \%$ |  |  |
| Net sales | 536 | 497 | 8 | 1,681 | 1,530 | 10 | 2,275 | 2,124 |
| EBITDA | 61 | -23 |  | 187 | 49 | 278 | 263 | 126 |
| EBITDA margin, \% | 11.4 | -4.7 |  | 11.1 | 3.2 |  | 11.6 | 5.9 |
| Operating profit | 41 | -42 |  | 127 | -6 |  | 185 | 52 |
| Operating margin, \% | 7.7 | -8.5 |  | 7.6 | -0.4 |  | 8.1 | 2.5 |
| Sales volume, ktonnes | 18.9 | 18.7 | 1 | 59.3 | 63.0 | -6 | 80.2 | 84.0 |

For reconciliation of the result for the segment to the group result, see Quarterly data per segment $p$ 24.


## JULY - SEPTEMBER

MARKET AND SALES
The greaseproof paper market remained soft in the third quarter of the year as a consequence of ongoing inventory reduction among Nordic Paper's customers. Similar to the second quarter, this was most evident in the baking cup paper market, while the market for the segment's largest product, baking paper, was significantly healthier. In the soft market the company's selling prices continued to decrease slightly from the levels that existed in the previous quarters of 2023.

To ease pressure on selling prices the company decided during the quarter to limit production and sales volumes. However, the volumes still increased by $1 \%$ compared with the third quarter of 2022, explained by good production in the quarter.

Net sales in the third quarter increased by $8 \%$ to SEK 536 (497) million. Prices in local currency were $1 \%$ higher than in the same quarter last year and currency effects impacted net sales positively by $6 \%$. Sales volumes and production mix had a positive impact of $1 \%$ on net sales compared with the same quarter the previous year.

Net sales increased slightly for the European market, while sales for other markets were stable and, in absolute terms, the differences were marginal.

| CHANGE IN NET SALES |  |
| :--- | ---: |
| Q2 2022, SEK m | 497 |
| Sales volume | $2 \%$ |
| Product mix | $-1 \%$ |
| Selling price | $1 \%$ |
| Currency | $6 \%$ |
| Q2 2023, SEK m | 536 |



## RESULTS

EBITDA for the third quarter increased to SEK 61 (-23) million, corresponding to an EBITDA margin of $11.4 \%$ ( $-4.7 \%$ ). The increase was driven by lower market prices for inputs in combination with slightly higher selling prices compared with the same period the previous year. Among inputs, the market prices have mainly decreased for energy but also for freight.

Compared with the third quarter of 2022, EBITDA was also positively impacted by currency effects, while sales volumes and the product mix had a negative effect. The segment's EBITDA for the quarter includes electricity support of SEK 8 million received from the Swedish government.

Operating profit amounted to SEK 41 (-42) million, corresponding to an operating margin of $7.7 \%(-8.5 \%)$.

## JANUARY - SEPTEMBER

Net sales for January - September increased by $10 \%$ to SEK 1,681 $(1,530)$ million compared with the same period last year. Implemented price increases contributed positively to the increase in net sales, as did positive currency effects. Excluding currency effects, net sales increased by 3\%. EBITDA increased to SEK 187 (49) million, corresponding to an EBITDA margin of $11.1 \%$ (3.2\%). Operating profit amounted to SEK 127 (-6) million and the operating margin was $7.6 \%(-0.4 \%)$.

## SUSTAINABILITY

Nordic Paper strives to integrate sustainability as a natural part of its daily work. Based on a materiality analysis performed, the company has selected three focus areas for its efforts:

- Sustainable work environment
- Reduce climate impact
- Products supporting sustainability


## SUSTAINABLE WORK ENVIRONMENT

The overall goal is to ensure that a healthy and safe workplace is provided for the company's employees as well as for contractors, temporary personnel and visitors. The vision is to have zero injuries within Nordic Paper's operations. An interim target has been set to reduce the lost time injury frequency rate (LTIFR*) to below nine per million hours worked.
During the third quarter there were no incidents resulting in absence and LTIFR* therefore fell to 8.4 for the last 12-month period.


During the quarter the company worked on its initiative "Safety
TIFR LTIFR, R12 m Journey" to reinforce the discussion about maintaining a culture and behaviours that promote a safe working environment. All employees at the company's Scandinavian units are going through a structured process that incorporates reflection and discussion on what constitutes a safe working environment and which everyday behaviours promote that.
*Lost time injury frequency rate (LTIFR): accidents resulting in sick leave per 1 million hours worked. Calculated as the number of accidents involving sick leave divided by actual hours worked by the company's own employees.

## REDUCE CLIMATE IMPACT

The emissions of fossil greenhouse gases including indirect emissions from purchased goods and services in the third quarter amounted to about 39,000 tonnes $\mathrm{CO}_{2}$ eq. This is an increase by $6.0 \%$ compared to the same quarter last year. The increase is to a large part explained by an increased production volume compared to in the same quarter last year. As the increase in production volume was larger than the increase in climate impact, the impact per ton produced product decreased. Of the total emission, $19.8 \%$ were direct emissions from Nordic Paper's operations (scope 1), $45.9 \%$ were indirect emissions from the purchase of energy (scope 2 ), and the remaining $34.3 \%$ were other indirect emissions from purchased goods and services (scope 3).

## PRODUCTS SUPPORTING SUSTAINABILITY

Packaging solutions made from fossil based plastic are large competitors to packaging solutions made from Nordic Paper products. This is particularly valid within the Kraft Paper product range but also within Natural Greaseproof where Nordic Paper products are used in trays for example used in portion packed food. To be able to phase out fossil based materials, many brand owners are looking for packaging solutions made from renewable materials. For Nordic Paper, the number of inquiries regarding the climate performance of products of the company is increasing during 2023. The inquiries are to a large extent coming from the food sector. Nordic Paper assesses that the interest for sustainability performance from customers will continue to increase not the least due to that the implementation of the sustainability reporting regulations of the EU, CSRD, applies to many of the customers of Nordic Paper.

## OTHER

## SEASONAL EFFECTS

Nordic Paper is to a certain extent impacted by seasonal variations during the financial year, primarily due to planned production shutdowns. The company's plants in Åmotfors and Greåker both have summer holiday shutdowns lasting three to four weeks which fall in the third quarter. Much of the annual maintenance work at the plants is also carried out during these shutdowns. The production plant in Säffle also operated this way until 2021, but in 2022 the Säffle plant switched to continuing production during the summer weeks and having a shorter maintenance shutdown lasting less than two weeks in the third quarter. The production plants in Bäckhammar operate all year round and therefore have an annual maintenance shutdown which generally falls in the third quarter. The Bäckhammar maintenance shutdown is typically less than two weeks. The business in Québec also operates all year round, with an annual maintenance shutdown in the third quarter of about a week.

During shutdowns, whether for maintenance or for summer holidays, production comes to a standstill and operating profit is negatively impacted by direct maintenance costs as well as lower contribution margins and somewhat lower sales volumes. At the plants that shut down production for the summer holidays the third quarter is also impacted by lower personnel costs.

| SEK m $m$ | Direct maintenance costs during planned maintenance shutdowns in Q3 |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Actual 2023 |  | Actual 2022 | Actual 2021 |
| Kraft Paper | 81 | 75 | 70 |  |
| Natural Greaseproof | 26 | 21 | 27 |  |
| Total | 107 | 96 | 97 |  |

Net sales in December can be somewhat negatively affected by low transport availability in connection with the Christmas and New Year holidays. This can result in increased inventory levels at year-end and net sales being postponed to the first quarter of the following year. Nordic Paper works actively to develop its way of working to minimise these effects through planning and preparatory work together with suppliers of transportation services. As a result, this seasonal variation did not arise in the fourth quarter of 2022.

## RISKS AND RISK MANAGEMENT

Nordic Paper sells its products to more than 80 countries around the world and is thereby impacted by geopolitical risks. Most of Nordic Paper purchasing is carried out locally around the production units but it can also be impacted the geopolitical development. Russia's war against the Ukraine is one example of a development with impact on Nordic Paper. Prior to the invasion Nordic Paper's commercial relations with both Russia and Ukraine were limited, and consequently the war's direct impact on the company has not been financially significant. Indirectly Nordic Paper is impacted by increased competition for wood in the Baltic region as Russian pulpwood exports to Finland have been stopped. Nordic Paper could be impacted by further indirect effects of the geopolitical situation following Russia's invasion of Ukraine and other ongoing conflicts in the world.

The cost for input goods and services used by Nordic Paper in its production varies over time and could impact negatively on the company. In 2022 electricity prices on the spot market increased substantially, which had a negative impact on the company's earnings. The spot market prices subsequently fell to lower levels in 2023. Nordic Paper generates about a quarter of its electricity requirement from a turbine in Bäckhammar, and the share of electricity purchased externally is largely procured under fixed-price contracts. According to the company's hedging strategy around $70 \%$ of the electricity requirement is purchased under contracts where the price is fully or partly predetermined, with the percentage subsequently falling gradually to zero over a period of five years. The company also has the option of adding temporary energy surcharges to selling prices to compensate for energyrelated cost increases.

Nordic Paper is also exposed to other strategic, operational, financial, legal and regulatory risks that could significantly affect the company. Risk management is a normal part of business operations and is regularly reviewed by Group management and reported to the Board.

A more comprehensive description of the risks is provided in Nordic Paper's Annual Report 2022, which is available at www.nordic-paper.com

## TRANSACTIONS WITH RELATED PARTIES

There were no transactions with related parties during the quarter.
For the period January-September 2023, there were transactions with related parties to a value of SEK 0.2 million related to the long term incentive programme that was decided by the Annual General Meeting on 24 May 2023. Further information on the long term incentive programme is found in Note 4.

## SHAREHOLDERS

Nordic Paper had 12,420 shareholders as of 30 September 2023.

| Shareholders on 30 September 2023 | Votes and <br> capital(\%) |
| :--- | ---: |
| Sutriv Holding AB | $48.2 \%$ |
| Swedbank Robur Fonder | $6.7 \%$ |
| AMF - Försäkring och Fonder | $5.8 \%$ |
| Norges Bank | $2.9 \%$ |
| Försäkringsaktiebolaget Avanza Pension | $2.5 \%$ |
| Handelsbanken fonder | $2.2 \%$ |
| SEB Life International Assurance | $2.1 \%$ |
| Nordnet Pensionsförsäkring | $1.5 \%$ |
| Nordea Norwegian Stars Fund | $1.2 \%$ |
| Eric Sturdza Investment | $1.1 \%$ |
| Other | $25.8 \%$ |
| Total | $100.0 \%$ |

31 October 2023

Nordic Paper Holding AB (publ)

Anita Sjölander
CEO

The English report is only for trans/ation purposes. The Swedish report is the valid report.

This is information that Nordic Paper Holding AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication through the agency of the contact person set out in the press release for this report, at 7.30 am CET on 31 October 2023.

## AUDITOR'S REPORT

## Nordic Paper Holding AB (publ.)

Corp. id. 556914-1913

## INTRODUCTION

We have reviewed the condensed interim financial information (interim report) of Nordic Paper Holding AB (publ) as of 30 September 2023 and the nine-month period then ended. The Board of Directors and the Managing Director are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

## SCOPE OF REVIEW

We conducted our review in accordance with International Standard on Review Engagements ISRE 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and other generally accepted auditing practices and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, for the Group in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company in accordance with the Annual Accounts Act.

Karlstad 31 October 2023

KPMG AB

## Mattias Eriksson

Authorized Public Accountant

## Group

CONDENSED INCOME STATEMENT

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2023 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Full year } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales ${ }^{1}$ | 1,077 | 1,037 | 3,501 | 3,234 | 4,440 |
| Other operating income | 13 | 4 | 32 | 15 | 41 |
| Raw materials, energy, and consumables | -446 | -505 | -1,617 | -1,505 | -2,139 |
| Change in inventories of work-in-progress and finished goods | -58 | -22 | -38 | 10 | 87 |
| Other external costs | -296 | -287 | -740 | -710 | -954 |
| Personnel costs | -148 | -134 | -452 | -433 | -588 |
| Other operating expenses | -33 | -15 | -80 | -50 | -66 |
| EBITDA | 108 | 77 | 606 | 561 | 821 |
| Depreciation and amortisation | -39 | -37 | -115 | -108 | -145 |
| Operating profit | 69 | 40 | 491 | 453 | 676 |
| Divestment of associated companies | - | - | - | - | 42 |
| Financial income | 4 | 24 | 11 | 43 | 41 |
| Financial expense | -24 | -13 | -55 | -36 | -50 |
|  | -21 | 11 | -44 | 7 | 33 |
| Profit before tax | 48 | 51 | 447 | 460 | 709 |
| Tax | -15 | -13 | -95 | -96 | -143 |
| Net profit for the period | 34 | 38 | 352 | 363 | 566 |
| Profit attributable to: |  |  |  |  |  |
| Parent company shareholders | 34 | 38 | 352 | 363 | 566 |
| Non-controlling interests | - | - | - | - | - |
| Net profit for the period | 34 | 38 | 352 | 363 | 566 |
| Earnings per share, SEK ${ }^{2}$ | 0.50 | 0.57 | 5.26 | 5.43 | 8.46 |

${ }^{1}$ Net sales consist entirely of sales of goods
${ }^{2}$ Before and after dilution

CONDENSED STATEMENT OF COMPREHENSIVE INCOME

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2023 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Full year } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit for the period | 34 | 38 | 352 | 363 | 566 |
| Items that have been or may be reclassified to profit or loss |  |  |  |  |  |
| Changes in the fair value of cash flow hedges | 51 | 2 | 23 | -24 | -26 |
| Exchange differences on translation of foreign operations | -5 | 11 | 14 | 45 | 34 |
| Tax attributable to items that have been or may be reclassified to profit or loss | -10 | -1 | -5 | 5 | 6 |
| Items that will not be reclassified to profit or loss |  |  |  |  |  |
| Change in provisions for defined benefit pension plans | - | - | - | - | 15 |
| Tax attributable to items that will not be reclassified to profit or loss | - | - | - | - | -6 |
| Other comprehensive income for the period | 35 | 13 | 32 | 25 | 24 |
| Comprehensive income for the period | 69 | 51 | 384 | 389 | 590 |
| Comprehensive income for the period attributable to: |  |  |  |  |  |
| Parent company shareholders | 69 | 51 | 384 | 389 | 590 |

CONDENSED BALANCE SHEET

|  | 2023 | 2022 | 2022 |
| :---: | :---: | :---: | :---: |
| SEK m | 30 Sep | 30 Sep | 31 Dec |
| Trademark | 35 | 36 | 34 |
| Customer relations | 206 | 232 | 214 |
| Goodwill | 758 | 762 | 740 |
| Other intangible assets | 25 | 7 | 7 |
| Buildings and land | 32 | 42 | 40 |
| Machinery and plant | 530 | 458 | 544 |
| Equipment, tools and installations | 6 | 7 | 7 |
| Construction in progress | 158 | 226 | 151 |
| Right-of-use assets | 25 | 36 | 32 |
| Deferred tax assets | 13 | 25 | 18 |
| Long term receivables | 10 | - | 10 |
| Total non-current assets | 1,799 | 1,832 | 1,796 |
| Inventories | 623 | 543 | 625 |
| Accounts receivable | 581 | 664 | 769 |
| Income tax receivables | - | 6 |  |
| Other receivables | 144 | 115 | 85 |
| Derivatives | 11 | 3 | 2 |
| Prepaid expenses and accrued revenue | 17 | 20 | 24 |
| Cash and cash equivalents | 494 | 405 | 325 |
| Total current assets | 1,869 | 1,755 | 1,830 |
| Total assets | 3,668 | 3,587 | 3,626 |
| Share capital | 19 | 19 | 19 |
| Reserves | 5 | -5 | -23 |
| Retained earnings including profit for the year | 1,090 | 826 | 1,045 |
| Total equity | 1,114 | 840 | 1,041 |
| Liabilities to credit institutions | 950 | 1,150 | 950 |
| Lease liabilities | 15 | 24 | 20 |
| Provisions for defined benefit pension plans | 17 | 37 | 16 |
| Deferred tax liabilities | 224 | 209 | 228 |
| Derivatives | 38 | 45 | 25 |
| Other liabilities and provisions | 119 | 100 | 101 |
| Total non-current liabilities | 1,363 | 1,565 | 1,341 |
| Factoring credit line | 294 | 292 | 284 |
| Accounts payables | 442 | 447 | 419 |
| Liabilities to associated companies | - | 16 | - |
| Income tax liability | 19 | 36 | 43 |
| Lease liabilities | 10 | 11 | 11 |
| Derivatives | 28 | 44 | 45 |
| Other liabilities | 13 | 13 | 17 |
| Accrued expenses and deferred income | 385 | 322 | 426 |
| Total current liabilities | 1,191 | 1,182 | 1,245 |
| Total equity and liabilities | 3,668 | 3,587 | 3,626 |

## CONDENSED STATEMENT OF CHANGES IN EQUITY

|  | 2023 <br> Jan-Sep | 2022 <br> Jan-Sep | 2022 <br> Jan-Dec |
| :--- | ---: | ---: | ---: |
| Equity, opening balance | 1,041 | 584 |  |
| Net profit for the period | 352 | 363 | 566 |
| Other comprehensive income for the period | 32 | 25 | 24 |
| Transactions with owners of the parent: | 1 | 1 | 1 |
| Issue of warrants  <br> Dividend -311 | -134 | 1,041 |  |
| Equity, closing balance | 1,114 | 840 |  |
| Equity attributable to: | 1,114 | 840 | 1,041 |

CONDENSED CASH FLOW STATEMENT

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2023 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2022 \\ \text { Jan-Sep } \end{array}$ | 2022 Full year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating activities |  |  |  |  |  |
| Operating profit | 69 | 40 | 491 | 453 | 676 |
| Interest received | 4 | 0 | 8 | 1 | 0 |
| Interest paid | -20 | -10 | -53 | -27 | -40 |
| Adjustments, cash flow | 34 | 38 | 141 | 182 | 188 |
| Paid income tax | -16 | 6 | -122 | -72 | -73 |
| Cash flow from operating activities before changes in working capital | 71 | 75 | 465 | 537 | 750 |
| Cash flow from changes in working capital |  |  |  |  |  |
| Change in inventories | 80 | 6 | -2 | -66 | -148 |
| Change in accounts receivable | 105 | 78 | 190 | -113 | -220 |
| Change in current receivables | -8 | -11 | -52 | 7 | 32 |
| Change in accounts payable | 89 | 97 | 28 | 61 | 32 |
| Change in current liabilities | -36 | 12 | -62 | 2 | 113 |
| Cash flow from operating activities | 301 | 257 | 567 | 428 | 560 |
| Investing activities |  |  |  |  |  |
| Acquisition of tangible assets | -42 | -43 | -93 | -112 | -145 |
| Acquisition of subsidiaries | - | - | - | 21 | 21 |
| Divestment of associated companies | - | - | - | - | 42 |
| Change in financial assets | - |  | - | - | -10 |
| Cash flow from investing activities | -42 | -43 | -93 | -91 | -92 |
| Financing activities |  |  |  |  |  |
| Change in non-current liabilities to credit institutions | - | - | - | -200 | -400 |
| Repayment of lease liabilities | -3 | -3 | -8 | -9 | -11 |
| Net change in factoring credit line | 5 | -2 | 10 | 20 | 11 |
| Dividend paid | - | - | -311 | -134 | -134 |
| Cash flow from financing activities | 2 | -6 | -309 | -323 | -534 |
| Cash flow for the period | 261 | 209 | 164 | 14 | -66 |
| Cash and cash equivalents at beginning of period | 235 | 170 | 325 | 360 | 360 |
| Exchange rate difference in cash and cash equivalents | -3 | 26 | 4 | 30 | 30 |
| Cash and cash equivalents at end of period | 494 | 405 | 494 | 405 | 325 |

Adjustments for non-cash items

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Depreciation and amortisation | 39 | 37 | 115 | 108 |
| Changes in exchange rates | 2 | -29 | 2 | -23 |
| Change in fair value of derivatives | -20 | 7 | -28 |  |
| Other | 14 | 6 | 53 | 35 |
| Total | $\mathbf{3 4}$ | $\mathbf{3 4}$ | $\mathbf{6 4}$ | 19 |

## Accounting policies and other information

## NOTE 1 ACCOUNTING POLICIES

The Group's interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and with applicable parts of the Swedish Annual Accounts Act. The parent company has prepared its interim report in accordance with the Swedish Annual Accounts Act (1995:1554) and the Swedish Financial Reporting Board's recommendation RFR 2, Accounting for Legal Entities. The accounting policies applied when preparing the interim report are the same for all periods and accord with the accounting policies presented in Note 2 in the Annual Report 2022.

All amounts are stated in SEK million (SEKm) unless otherwise stated. Rounding differences of SEK $+/-1 \mathrm{~m}$ may occur in the totals of amounts. In cases where an underlying amount is SEK Om after rounding, the amount is stated as 0 . Amounts in parentheses refer to the corresponding period in the previous year.

Information according to IAS 34.16A is also presented in other parts of the interim report, as well as in the financial statements and related notes.

At the Annual General Meetings 2022 and 2023, long term incentive programs in the form of the issue of warrants for senior executives were approved. The incentive programmes are reported in accordance with IFRS 2.

## NOTE 2 FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

The Group has derivatives that are measured at fair value according to level 2 of the fair value hierarchy. The fair value of long term loan is assessed to correspond to the carrying amount as the interest rate is variable and on market terms. Other financial instruments have short maturities and for these, fair value is equivalent to the carrying amount. For further information please see note 23 in the Annual Report 2022.

## NOTE 3 OTHER PROVISIONS

Other provisions of SEK 119 million relate to assessed future remediation costs for buildings and land. The provision breakdown includes SEK 94 million for future demolition of buildings and remediation of land related to the discontinuation of pulp production in Säffle, while the remaining amount is associated with remediation of a landfill site in Bäckhammar.

## NOTE 4 LONG-TERM INCENTIVE PROGRAMME

In accordance with a proposal from the Board of Directors, the Annual General Meeting on 24 May 2023 approved the issue of a maximum of 329,000 warrants as part of a long-term incentive programme for senior executives of the Nordic Paper Group. The rationale for the incentive programme is to create opportunities to motivate and retain senior executives within the Nordic Paper Group. During the quarter, the incentive programme has been implemented according to the decision of the Annual General Meeting. After the implementation, the number of outstanding warrants from this programme amounts to 292,000.

The warrants were offered at market price. Each warrant entitles the holder to subscribe for one new share in the company at an exercise price of SEK 38.98 per share. The final price of the warrants was SEK 0.77 . The value of the warrants has been calculated according to the Black-Scholes model.

The company is partly subsidising the participants' acquisitions of warrants. The subsidy is paid out at the end of the programme. The subsidy to the participants is equal to $50 \%$ of the participants' investment net after tax. The total cost of the subsidy, based on a warrant value of SEK 0.77 and an estimated marginal tax rate of $55 \%$, amounts to SEK 0.3 m including social security contributions. With some exceptions, in order to be eligible for the subsidy the participant must be employed by the company at the time of payment of the subsidy, must remain employed until the warrants can be exercised and must not have transferred their warrants prior to this.

Based on the number of shares in Nordic Paper as at the date of the annual general meeting, the maximum dilution effect of the warrant programme will be approximately $0.50 \%$. The company has a previous incentive programme as well outstanding, decided at the Annual General Meeting 2022 in which 510,000 warrants were issued at an exercise price of SEK 45.77 per share. The total maximum dilution from the two programmes amounts to about 1.39\%

## NOTE 5 NET SALES PER SEGMENT

The two segments are presented according to the Group's internal processes for monitoring and reporting to the CEO.

|  | Net sales incl. internal sales | Eliminations | Net sales |
| :--- | :---: | :---: | :---: |
| SEK m |  | Jan-Sep 2023 |  |
| Kraft Paper | 1,855 | -35 | 1,820 |
| Natural Greaseproof | 1,681 |  | 1,681 |
| Parent company and |  |  |  |
| undistributed items | 47 | -47 | 0 |
| Group | 3,583 | -82 | 3,501 |

Net sales by segment, geographic market

|  | Natural Greaseproof | Kraft Paper |
| :--- | :---: | ---: |
| Sweden | Jan-Sep 2023 |  |
| Italy | 39 | 361 |
| Germany | 186 | 209 |
| Other Europe | 99 | 241 |
| USA | 575 | 567 |
| Other world | 484 | 1 |
|  | 298 | 441 |

Nordic Paper's ten largest customers account for around 20\% of the company's net sales. No individual customer account for more than $10 \%$ of net sales. Where Nordic Paper invoices for deliveries to Swedish trading houses for export, these sales are also recognised as exports above. The table above shows actual end-customers.

## Key figures

| SEK m | $\begin{array}{r} 2023 \\ \text { Q3 } \\ \hline \end{array}$ | $\begin{array}{r} 2022 \\ \text { Q3 } \\ \hline \end{array}$ | $\begin{array}{r} 2023 \\ \text { Jan-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2022 \\ \text { Jan-Sep } \\ \hline \end{array}$ | 2022 Full year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales growth, \% | 4 | 46 | 8 | 42 | 44 |
| EBITDA margin, \% | 10.0 | 7.4 | 17.3 | 17.4 | 18.5 |
| Operating margin, \% | 6.4 | 3,9 | 14.0 | 14.0 | 15.2 |
| Cash flow from operating activities | 301 | 257 | 567 | 428 | 560 |
| Cash conversion, \% | 88.7 | 54.8 |  |  | 70.5 |
| Return on operating capital, 12 m , \% | 34.0 | 27.3 |  |  | 32.5 |
| Return on equity, 12 m , \% | 51.8 | 57.1 |  |  | 69.5 |
| Working capital | 386 | 414 |  |  | 497 |
| Operating capital | 1,951 | 2,037 |  |  | 2,065 |
| Interest-bearing liabilities | 1,285 | 1,515 |  |  | 1,281 |
| Net debt/equity ratio, \% | 71.0 | 132.1 |  |  | 91.8 |
| Net debt/EBITDA, 12 m , multiple | 0.9 | 1.6 |  |  | 1.2 |
| Equity/assets ratio, \% | 30.4 | 23.4 |  |  | 28.7 |
| Working capital, \% of net sales, 12 m | 11.3 | 11.5 |  |  | 11.2 |
| Investments | 42 | 43 | 93 | 112 | 145 |
| Sales volume, ktonnes | 67.6 | 61.9 | 210.5 | 216.3 | 284.5 |
| Number of employees at end of period | 677 | 684 |  |  | 672 |
| Number of shares, end of period | 66,908,800 | 66,908,800 | 66,908,800 | 66,908,800 | 66,908,800 |
| Earnings per share, SEK ${ }^{1}$ | 0.50 | 0.57 | 5.26 | 5.43 | 8.46 |

[^1]
## ALTERNATIVE PERFORMANCE MEASURES

Reference is made in the financial report to a number of financial performance measures that are not defined according to IFRS or the Swedish Annual Accounts Act. These performance measures provide supplementary information and are used to help investors as well as group management to analyse the company's operations. Since not all companies calculate financial performance measures in the same way, these are not always comparable with measures used by other companies.

| EBITDA | 2023 | 2022 | 2023 | 2022 | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SEK m | Q3 | Q3 | Jan-Sep | Jan-Sep | Full year |
| Operating profit | 69 | 40 | 491 | 453 | 676 |
| Depreciation/amortisation | 39 | 37 | 115 | 108 | 145 |
| EBITDA, SEKm | 108 | 77 | 606 | 561 | 821 |
| EBITDA MARGIN | 2023 | 2022 | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Jan-Sep | Jan-Sep | Full year |
| EBITDA | 108 | 77 | 606 | 561 | 821 |
| Net sales | 1,077 | 1,037 | 3,501 | 3,234 | 4,440 |
| EBITDA margin, \% | 10.0 | 7.4 | 17.3 | 17.4 | 18.5 |
| OPERATING MARGIN | 2023 | 2022 | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Jan-Sep | Jan-Sep | Full year |
| Operating profit | 69 | 40 | 491 | 453 | 676 |
| Net sales | 1,077 | 1,037 | 3,501 | 3,234 | 4,440 |
| Operating margin, \% | 6.4 | 3.9 | 14.0 | 14.0 | 15.2 |
| CASH CONVERSION | 2023 | 2022 | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Jan-Sep | Jan-Sep | Full year |
| EBITDA, 12 m | 865 | 686 |  |  | 821 |
| Change in working capital | 28 | -111 |  |  | -97 |
| Investments, 12 m | -126 | -199 |  |  | -145 |
| Total | 767 | 376 |  |  | 579 |
| EBITDA, 12 m | 865 | 686 |  |  | 821 |
| Cash conversion \%, 12 m | 88.7 | 54.8 |  |  | 70.5 |
| WORKING CAPITAL | 2023 | 2022 | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Jan-Sep | Jan-Sep | Full year |
| Inventories | 623 | 543 |  |  | 625 |
| Accounts receivable | 581 | 664 |  |  | 769 |
| Other operating receivables excl. derivatives | 161 | 141 |  |  | 109 |
| Accounts payable | -442 | -447 |  |  | -419 |
| Other operating liabilities excl. derivatives | -537 | -487 |  |  | -587 |
| Working capital | 386 | 414 |  |  | 497 |
| Working capital, 12 m | 532 | 465 |  |  | 496 |
| Net sales, 12 m | 4,708 | 4,043 |  |  | 4,440 |
| Working capital, \% of net sales, 12 m | 11.3 | 11.5 |  |  | 11.2 |


| OPERATING CAPITAL | 2023 | 2022 | 2022 |
| :---: | :---: | :---: | :---: |
| SEK m | Q3 | Q3 | Full year |
| Working capital | 386 | 414 | 497 |
| Intangible assets | 1,025 | 1,037 | 995 |
| Property, plant and equipment | 751 | 770 | 773 |
| Deferred tax assets/liabilities | -211 | -184 | -211 |
| Operating capital | 1,951 | 2,037 | 2,055 |
| Operating profit, 12 m | 714 | 513 | 676 |
| Operating capital, 12 m | 2,100 | 1,879 | 2,074 |
| Return on operating capital, \%, 12 m | 34.0 | 27.3 | 32.5 |
| NET DEBT | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Full year |
| Non-current liabilities to credit institutions | 950 | 1,150 | 950 |
| Lease liabilities, non-current | 15 | 24 | 20 |
| Provisions for employee benefits | 17 | 37 | 16 |
| Factoring credit line | 294 | 292 | 284 |
| Lease liabilities, current | 10 | 11 | 11 |
| Interest-bearing liabilities | 1,285 | 1,515 | 1,281 |
| Cash and cash equivalents | 494 | 405 | 325 |
| Net debt/net cash (+/-) | 792 | 1,110 | 956 |
| EBITDA, 12 m | 865 | 686 | 821 |
| Net debt/EBITDA, 12 m , multiple | 0.9 | 1.6 | 1.2 |
| NET DEBT/EQUITY RATIO | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Full year |
| Net debt/net cash (+/-) | 792 | 1,110 | 956 |
| Equity | 1,114 | 840 | 1,041 |
| Net debt/equity ratio, \% | 71.0 | 132.1 | 91.8 |
| EQUITY/ASSETS RATIO | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Full year |
| Equity | 1,114 | 840 | 1,041 |
| Total assets | 3,668 | 3,587 | 3,626 |
| Equity/assets ratio, \% | 30.4 | 23.4 | 28.7 |
| RETURN ON EQUITY | 2023 | 2022 | 2022 |
| SEK m | Q3 | Q3 | Full year |
| Net profit for the period, 12 m | 554 | 408 | 566 |
| Equity | 1,114 | 840 | 1,041 |
| Equity, 12 m | 1,071 | 715 | 814 |
| Return on equity, 12 m , \% | 51.8 | 57.1 | 69.5 |


| Non-IFRS performance measures | Description | Reasons for use |
| :---: | :---: | :---: |
| Sales volume | Sales of paper and pulp by the segment and the Group respectively, expressed in ktonnes. | Shows if the busi |
| EBITDA | EBITDA (earnings before interest, taxes, depreciation and amortisation) consists of operating profit plus depreciation, amortisation and impairment losses. | A measure that eliminates costs that do not affect cash flow and indicates the ability of a business to generate cash flow. |
| Significant items affecting comparability | Significant items affecting comparability may include effects of substantial restructuring of production plants, impairment losses, revaluation, specific effects of disputes or strategic decisions of a non-recurring nature. | Provides a better understanding of the development of operating activities over time. |
| Adjusted EBITDA | EBITDA adjusted for significant items affecting comparability. | Increases comparability of EBITDA between different periods and provides a better understanding of the development of operating activities over time. |
| EBITDA margin | EBITDA as a percentage of net sales. | Shows how much cash the business can generate in relation to revenue. |
| Adjusted EBITDA margin | Adjusted EBITDA as a percentage of net sales. | Increases comparability of the EBITDA margin between different periods. |
| Operating profit | Profit before financial income, financial expense and tax. | Shows the result of the company's operating activities. |
| Adjusted operating profit | Operating profit adjusted for significant items affecting comparability. | Increases comparability of operating profit between different periods and provides a better understanding of the development of operating activities over time. |
| Operating margin | Operating profit as a percentage of net sales. | Shows operating profit in relation to net sales and is a measure of the profitability of the company's operating activities. |
| Adjusted operating margin | Adjusted operating profit as a percentage of net sales. | Increases comparability of the operating margin between different periods. |
| Cash flow from operating activities | Cash flow before acquisitions of intangible noncurrent assets and property, plant and equipment and financial non-current assets, and before loan repayments, Group contributions and dividends to shareholders. | Indicates how much liquidity an entity generates through its operating activities. |
| Cash conversion* | Total EBITDA minus change in working capital minus investments, divided by EBITDA, expressed as a percentage. | Cash conversion shows how effective an entity is at generating cash flow in relation to EBITDA. |
| Investments | The effect of acquisitions of property, plant and equipment and intangible non-current assets on cash flow. | Shows the amount of property, plant and equipment and intangible assets acquired to maintain and develop operations. |
| Working capital | Total inventories, accounts receivable, other operating assets and operating liabilities, excluding derivatives, and other provisions (non-interestbearing). | Shows the net of current assets and current liabilities used in operating activities. |
| Change in working capital | Working capital for the current period minus working capital for the previous period. | Shows development of the company's working capital. |
| Working capital as a percentage of net sales* | Working capital divided by net sales. | Indicates how effectively the company is using working capital. |
| Operating capital | Working capital plus intangible non-current assets and property, plant and equipment, deferred tax assets and tax liabilities. | Shows the total capital used in operating activities. |
| Return on operating capital* | Operating profit as a percentage of operating capital. | Shows the company's performance in generating profit from the capital used in operating activities. |
| Return on equity* | Profit for the period as a percentage of equity. | Shows the return generated on equity invested in the business. |
| Interest-bearing liabilities | Interest-bearing liabilities, current and non-current, plus interest-bearing provisions. | Shows the extent of the company's financing in the form of interest-bearing liabilities. |
| Net debt | Interest-bearing liabilities less cash and cash equivalents. | A measure of the company's financial position. Shows how much liquidity would remain if all liabilities were to be settled. |
| Net debt/EBITDA ratio* | Net debt in relation to EBITDA, expressed as a multiple. | A measure of financial risk and an indication of repayment capacity. |
| Net debt/equity ratio | Net debt divided by equity, expressed as a percentage. | Shows the relationship between externally financed capital and equity. |
| Equity/assets ratio | Equity divided by total assets, expressed as a percentage. | Shows what proportion of the assets are financed through equity. |

[^2]
## Quarterly data by segment

| NET SALES |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2021 | 2022 |  |  |  |  |  |
| SEK m | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Kraft Paper segment | 469 | 575 | 624 | 557 | 631 | 695 | 614 |
| Natural Greaseproof segment | 369 | 494 | 539 | 497 | 594 | 626 | 519 |
| Eliminations | -28 | -17 | -19 | -17 | -19 | -15 | -13 |
| Total Group | 810 | 1,052 | 1,144 | 1,037 | 1,206 | 1,305 | 1,120 |

EBITDA

|  | 2021 | 2022 |  |  | 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK m | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Kraft Paper segment | 136 | 225 | 223 | 109 | 212 | 261 | 186 |
| Natural Greaseproof segment | -2 | 36 | 37 | -23 | 76 | 63 | 63 |
| Parent company and undistributed items | -23 | -29 | -40 | -11 | -31 | -42 | -65 |
| Eliminations etc. | 13 | 6 | 27 | 3 | 3 | 1 | 31 |
| EBITDA Group | 124 | 237 | 247 | 77 | 260 | 282 | 215 |
| Depreciation and amortisation | -64 | -35 | -36 | -37 | -37 | -38 | -38 |
| Operating profit | 61 | 202 | 211 | 40 | 223 | 244 | 178 |
| Divestment associated companies | - | - | - | - | 42 | - | -39 |
| Financial income | 0 | 11 | 8 | 24 | 0 | 69 |  |
| Financial expense | -8 | -11 | -13 | -13 | -16 | -26 | -19 |
| Profit before tax | 52 | 203 | 206 | 51 | 249 | 220 | $\mathbf{1 7 8}$ |

EBITDA MARGIN

|  | 2021 | 2022 |  |  | 2023 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| \% | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| Kraft Paper segment | 29.0 | 39.1 | 35.8 | 19.5 | 33.5 | 37.6 | 30.4 | 11.8 |
| Natural Greaseproof segment | -0.4 | 7.3 | 6.8 | -4.7 | 12.8 | 10.0 | 12.0 | 11.4 |
| Group | 15.4 | 22.6 | 21.6 | 7.4 | 21.5 | 21.6 | 19.2 | 10.0 |

OPERATING PROFIT

|  | 2021 | 2022 |  |  | 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK m | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Kraft Paper segment | 120 | 212 | 209 | 94 | 197 | 246 | 172 |
| Natural Greaseproof segment | -45 | 18 | 18 | -42 | 58 | 43 | 43 |
| Parent company and undistributed items | -23 | -29 | -40 | -11 | -31 | -42 | -65 |
| Eliminations etc. | 9 | 2 | 23 | -1 | -1 | -3 | 28 |
| Total Group | 61 | 202 | 211 | 40 | 223 | 244 | $\mathbf{1 7 8}$ |

OPERATING MARGIN

|  | 2021 | 2022 |  |  | 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| \% | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Kraft Paper segment | 25.6 | 36.8 | 33.5 | 16.9 | 31.3 | 35.4 | 28.0 |
| Natural Greaseproof segment | -12.2 | 3.7 | 3.4 | -8.5 | 9.7 | 6.9 | 8.3 |
| Group | 7.5 | 19.2 | 18.4 | 3.9 | 18.5 | 18.7 | 15.9 |

SALES VOLUMES

|  | 2021 | 2022 |  |  | 2023 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Ktonnes | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Kraft Paper segment | 54.1 | 58.3 | 58.5 | 46.1 | 50.4 | 54.6 | 53.0 |
| Natural Greaseproof segment | 18.7 | 21.9 | 22.4 | 18.7 | 21.0 | 21.6 | 18.8 |
| Eliminations | -3.6 | -3.3 | -3.4 | -2.9 | -3.3 | -2.7 | -2.4 |
| Total Group | 69.3 | 76.9 | 77.6 | 61.9 | 68.2 | 73.5 | 69.4 |

## Parent company

## CONDENSED INCOME STATEMENT

$\left.\begin{array}{lrrrrr}\hline & 2023 & 2022 & 2023 & 2022 \\ \text { SEK m Fall year }\end{array}\right]$

CONDENSED BALANCE SHEET

|  | 2023 | 2022 | 2022 |
| :---: | :---: | :---: | :---: |
| SEK m | 30 Sep | 30 Sep | 31 Dec |
| Shares in Group companies | 1,165 | 1,165 | 1,165 |
| Receivables from Group companies | 306 | 389 | 345 |
| Deferred tax assets | 6 | 9 | 10 |
| Total non-current assets | 1,477 | 1,562 | 1,519 |
| Receivables from Group companies | 7 | 3 | 720 |
| Current tax assets | 77 | 52 |  |
| Other receivables | 1 | - | - |
| Prepaid expenses and accrued income | 2 | 0 | 11 |
| Cash and bank balances | 323 | 362 | 109 |
| Total current assets | 411 | 417 | 840 |
| Total assets | 1,888 | 1,979 | 2,360 |
| Share capital | 19 | 19 | 19 |
| Retained earnings | 446 | 361 | 361 |
| Net profit for the period | -111 | -45 | 396 |
| Total equity | 354 | 335 | 776 |
| Untaxed reserves | 508 | 398 | 508 |
| Non-current liabilities to credit institutions | 950 | 1150 | 950 |
| Derivatives | 38 | 45 | 25 |
| Total non-current liabilities | 988 | 1195 | 975 |
| Liabilities to Group companies | 1 | 1 | 1 |
| Accounts payable | 1 | 1 | 2 |
| Derivatives | 28 | 44 | 45 |
| Other liabilities | 2 | 2 | 1 |
| Income tax liability | - | - | 48 |
| Accrued expenses and deferred income | 7 | 3 | 5 |
| Total current liabilities | 38 | 50 | 101 |
| Total equity and liabilities | 1,888 | 1,979 | 2,360 |

## CONFERENCE CALL

On the publication of the interim report a telephone conference will be held on Tuesday 31 October at 9.00 CET. CEO Anita Sjölander and CFO Niclas Eriksson will present and comment on the report. The presentation will be in English. The press and analyst conference will be webcasted. It is also possible to participate in the conference by telephone.

- Link to watch webcast: https://fronto.vancastvideo.com/event/myuGdua6/8838/?lang=8164
- Link to register to participate by telephone: https://services.choruscall.it/DiamondPassRegistration/register?confirmationNumber=5437357\&linkSecuri tyString=abe91085b


## FINANCIAL CALENDAR

Year-End Report 2023 - 30 January 2024
Interim Report Q1 2024 - 25 April 2024
Interim Report Q2 2024-19 July 2024
Interim Report Q3 2024 - 30 October 2024

## Annual General Meeting

Annual General Meeting will be held in Karlstad on 23 May 2024.

For further information, please contact:
Niclas Eriksson, CFO
Tel: +46 705654257
E-mail: niclas.eriksson@nordic-paper.com
Henrik Essén, Head of Sustainability and Communication
Tel: +46 730573801
E-mail: henrik.essen@nordic-paper.com

## NORDIC PAPER IN BRIEF

Nordic Paper is a leading speciality paper producer based in Scandinavia. We have been manufacturing top-quality kraft papers and natural greaseproof papers since the 19th century. Our products are based on renewable raw material from local forests. From our five paper mills, four in Scandinavia and one in Canada, we supply customers in about 80 countries. In 2022 Nordic Paper had revenue of approximately SEK 4,400m and around 670 employees. The company is listed on Nasdaq Stockholm. www.nordic-paper.com


[^0]:    ${ }^{1}$ Net profit R12 and for full-year 2022 includes a capital gain in net financial items of SEK 42 million from the sale in Q4 2022 of the minority shareholding in Åmotfors Energi AB
    ${ }^{2}$ Before and after dilution

[^1]:    ${ }^{1}$ Before and after dilution

[^2]:    *Calculated on the basis of the last 12-month period, as an average of 12 months. The 12-month figure enables comparisons that reflect both current and seasonal variations, which improves the ability to make comparisons over time.

