



Welcome to the
Södra Experience with Ahlstrom-Munksjö



Agenda 2021-06-10



Time	Topic	Speaker
15:00-15:10	Welcome and introduction	Benjamin Brück and Thomas Bichler, Södra
15:10-15:30	Sustainable framework Ahlstrom-Munksjö	Heli Nykänen and Marco Martinez, Ahlstrom-Munksjö
15:30-15:45	Generations of responsible forestry	Thomas Bichler and Ann Nilsson, Södra
15:45-16:30	Digital forest visit to meet a Södra member	Jonas Larsson, Södra
16:30-16:40	Short break	
16:40-17:10	Sustainable forestry	Jonas Larsson, Södra
17:10-17:20	Looking for new solutions – The OnceMore® pulp	Annica Larsson Ahlstedt, Södra
17:20-17:30	Closing remarks	Thomas Bichler, Södra



Meet the speakers from Södra



Benjamin Brück, Head of Sales Paper Pulp Global, Södra Cell

Based in Hamburg, Benjamin oversees the Sales Department for paper pulp. It's his job to ensure that we continue to serve our customers to the best of our ability. He has been with Södra for almost a decade. With a degree in Sales & Marketing and previous positions at trading house and papermaker, Benjamin brings an invaluable broad vision to Södra.



Ann Nilsson, Technical Product Manager, Södra Cell

Responsible primarily for the technical needs of our speciality paper customers, Ann has an MSc in Chemical Engineering and decades of industry experience before joining Södra in 2010. She works with our large innovation department on everything from benchmarking and lab studies to new product development.



Annica Larsson Ahlstedt, Head of Product Quality, Södra Cell

As of 1 May, Annica is our Head of Product Quality, a new role created to highlight and develop quality across all three pulp mills within Södra. She was previously responsible for the pioneering work done on the OnceMore® project, an innovative new solution to help make the fashion industry more sustainable.



Thomas Bichler, Sales director, Södra Cell

Based in Zurich, Thomas is responsible for customers in several key areas including the UK, France, Spain, Portugal and Switzerland. Six years as CEO of a Swiss paper mill before joining Södra have given him valuable insight into the needs of customers.



Jonas Larsson, Customer Supply Manager and Forest Owner, Södra Cell

He may spend a lot of his time in the office, in the vital role of managing the team who supply our pulp customers, but Jonas is a man who carries the forest in his heart. He has an MSc in forestry and is first and foremost a forester. His own forest estate is one of the 53,000 that supplies Södra with its sustainable, renewable raw materials.



Meet the speakers from Ahlstrom-Munksjö



Marco Martinez, Product and Sustainability manager, Release Liners, Ahlstrom-Munksjö.

Covered several sales, marketing and communication roles since 1999. He is responsible for product and sustainability management of release liners, as well as for global release liner sales to Avery Dennison.



Heli Nykänen, Manager for Group Sustainability, Ahlstrom-Munksjö

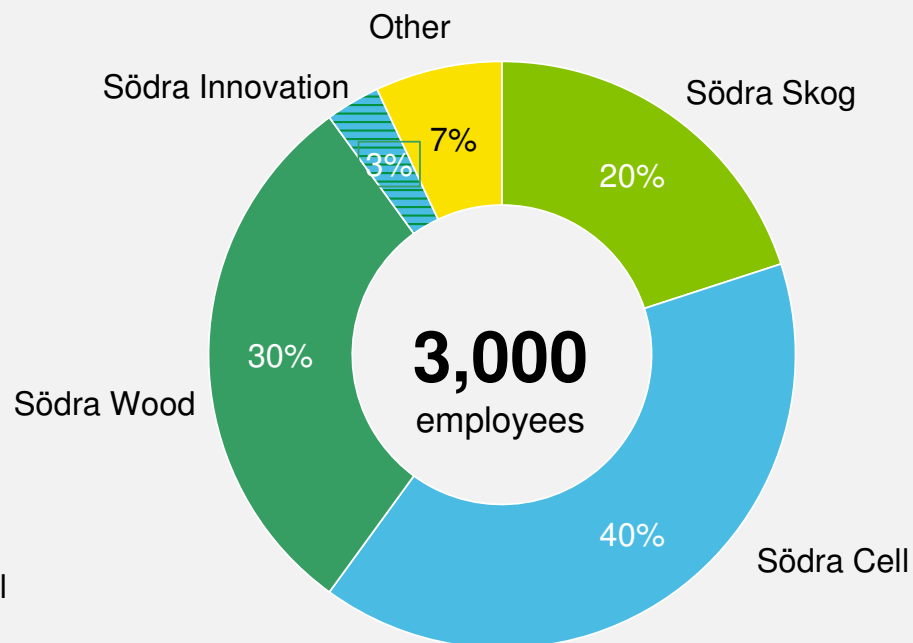
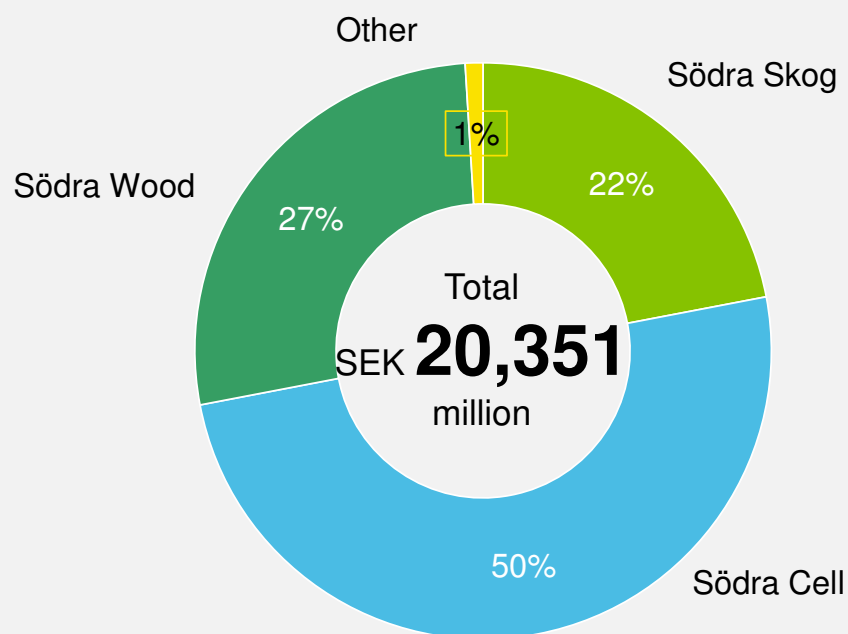
20 years with the company, with various roles in engineering, investments and environmental functions. In 2018 she moved to group sustainability, focusing on environmental and governance topics.



Generations of responsible forestry



Facts and figures



Facts and figures

2,6 million hectares of forest

3 pulp mills

7 sawmills

53,000 Members

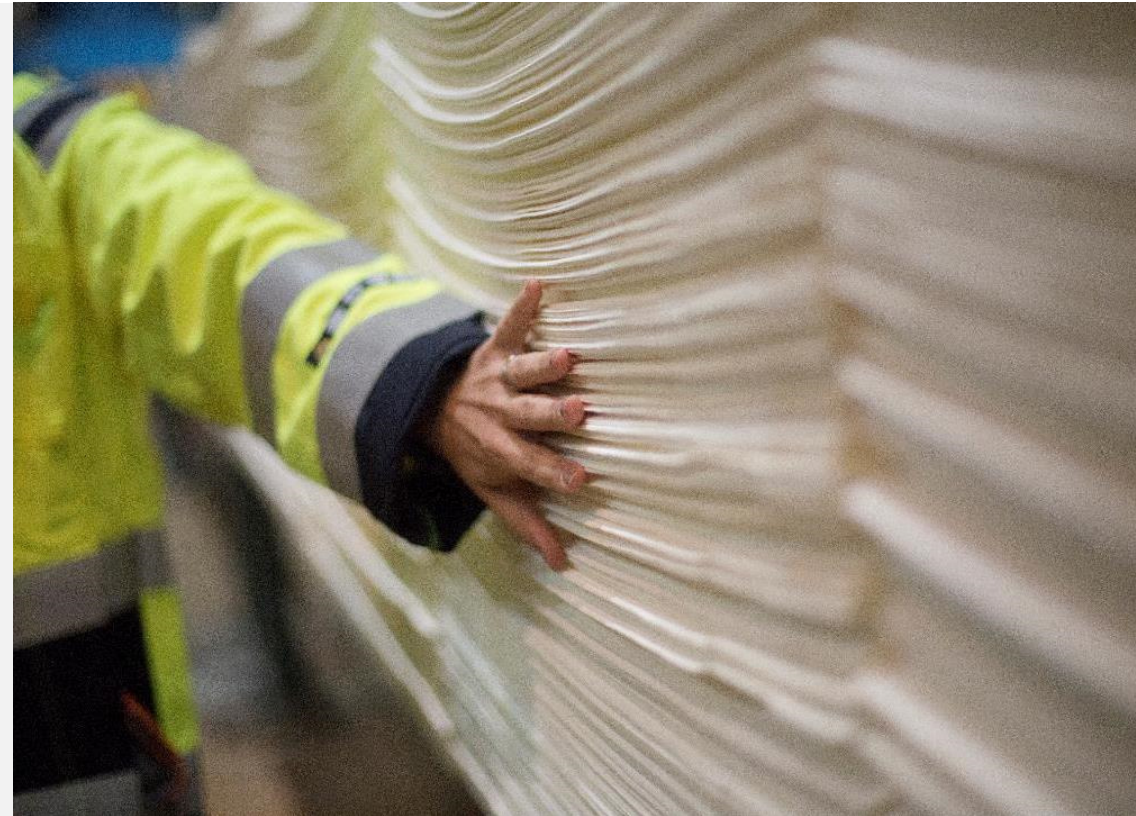
3,150 Employees

17.1 Wood volume
million m³ sub



Södra Cell

- One of the world's largest manufacturers of softwood pulp (#4 ranked)
- Three pulp mills: Värö, Mörrum and Mönsterås
- 90% of production is softwood pulp, the remainder is hardwood pulp
- The pulp is mainly sold to European manufacturers of tissue, speciality paper, packaging and publishing paper.
- Dissolving pulp is made at Mörrum



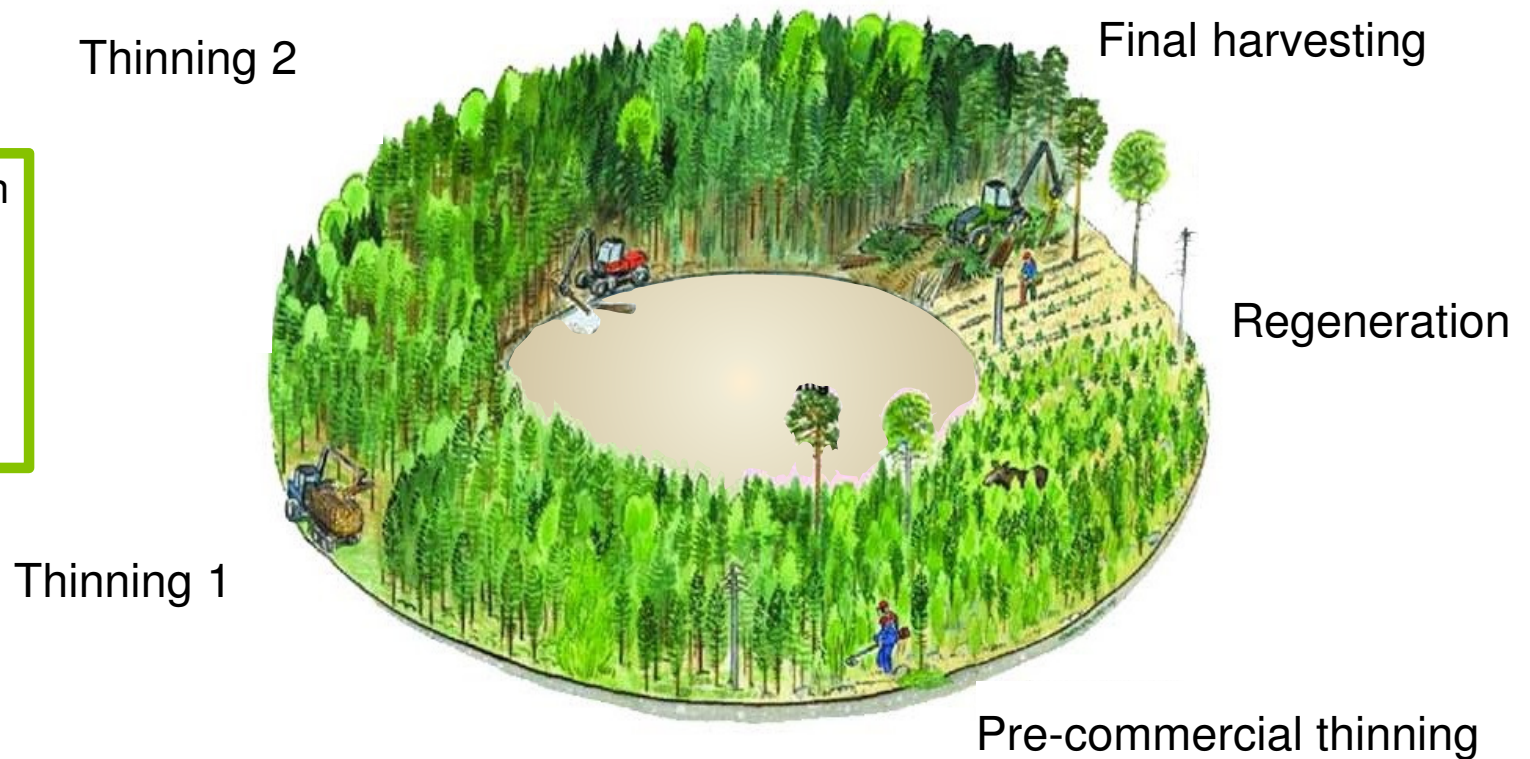
Managing the forest - Forestry rotation

Normal rotation period in southern Sweden:

Spruce **65** years

Pine **75** years

Birch **40** years



Södra shall promote the profitability of its members' forestry

by:

- Offering forestry services such as harvesting and planting
- Trading, developing and refining raw materials from the forest
- Developing and marketing refined forest industry products





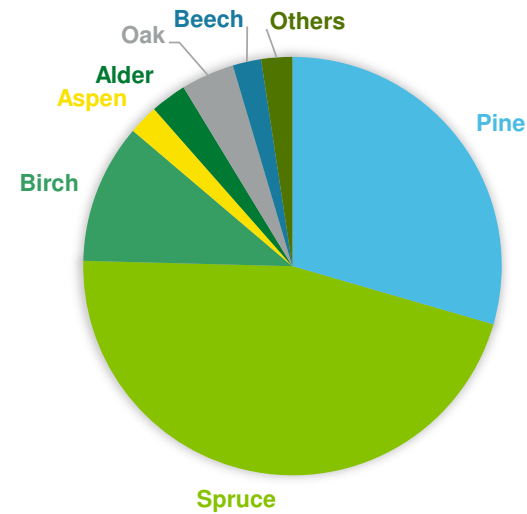
Södra Forestry – digital and sustainable

Parts of presentation on 10 June 2021
Jonas Larsson

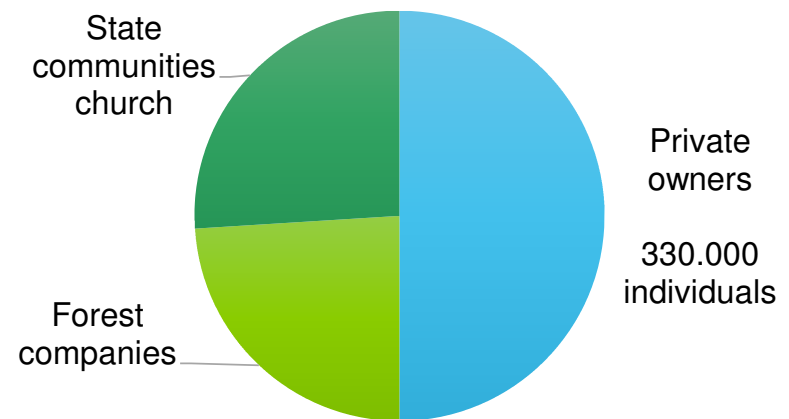
Forest in Sweden

- About 41 million hectares of land in Sweden
- 28 million is defined as forest land
- Almost 70 percent of the land in Sweden is forest

Tree species, southern Sweden

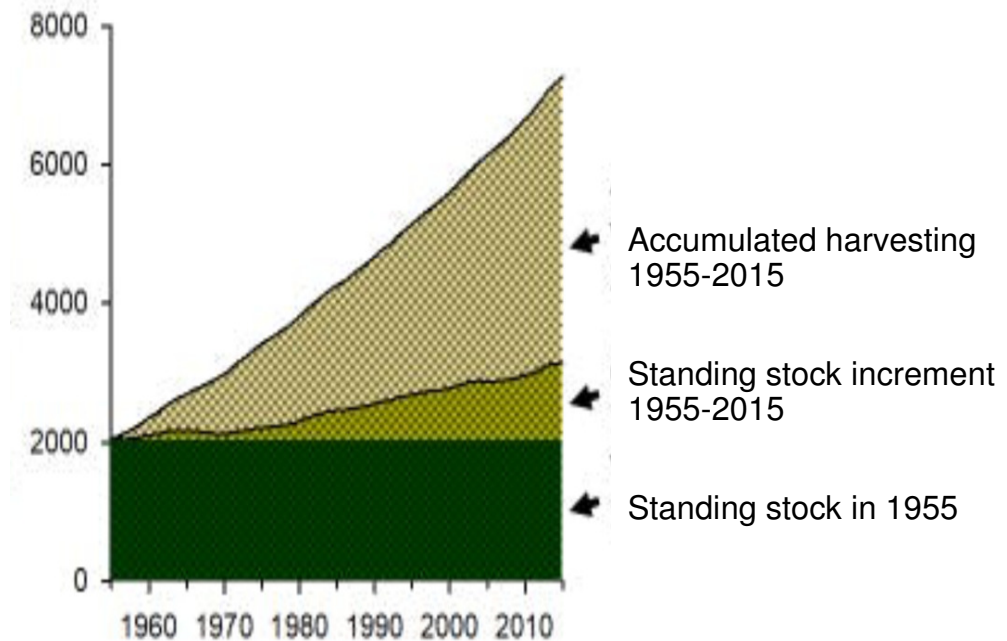
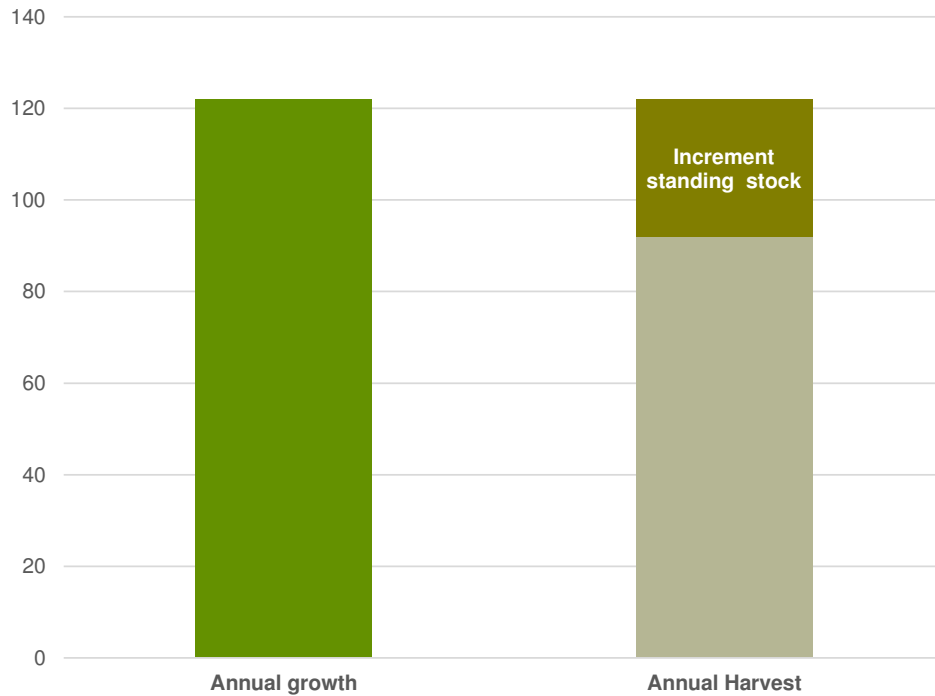


Who owns the forest in Sweden?



Forest in Sweden

The forest is growing
(million scm)



The Södra member

A typical forest estate

- Around 50 hectares forest land
- Annual cutting: 400 scm, out of which 1/3 from thinnings
- Net income from the forest land is approximately 120 €/hectare, year
- The average size of a final harvesting site is 2 hectares = 100 * 200 meters

- **The forest owner makes his/her own decisions and is responsible for how the forest holding is managed**

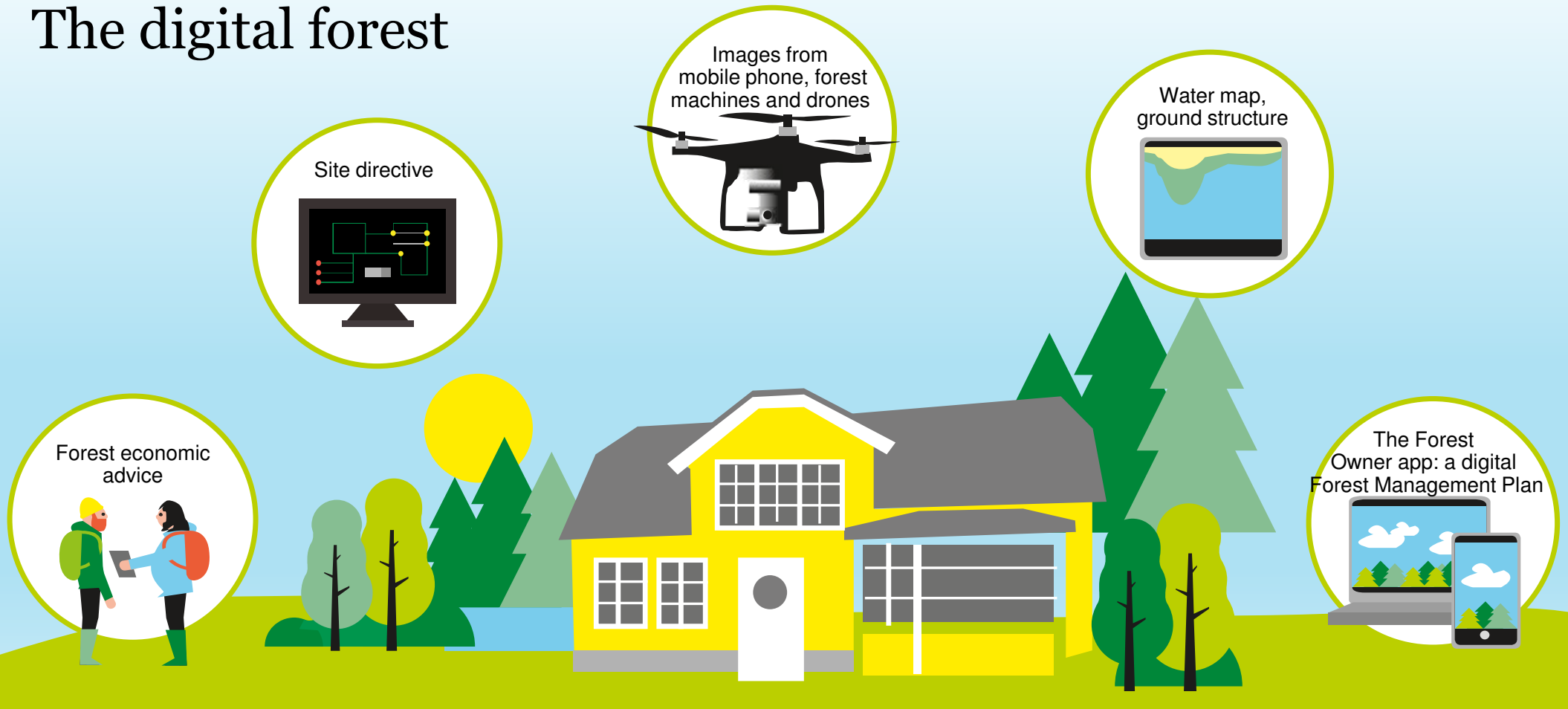


Long term ownership

- The majority of Södra members have owned their forest estate for a long time, 2, 3 or even more generations
 - Economic income
 - History, affection
 - Hunting, fishing
 - Recreation
 - Other values
- Short-term profitability is not the primary objective of forest ownership
- Ambitions are long-term
 - The forest grows for 70 years...
 - Investments for the future

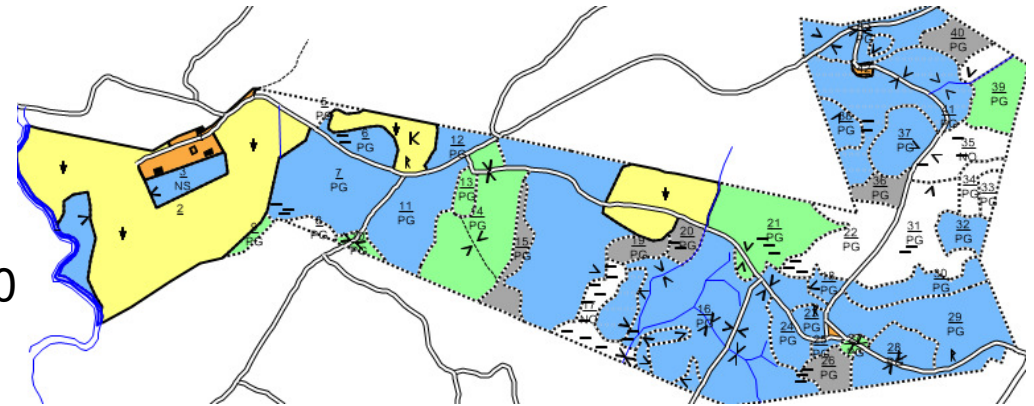


The digital forest



Green Forest Management Plans

- **Objective**
 - Promote well managed forests **and**
 - Preserve high nature values
- Since 1996
- Covering 2 million hectares in more than 24,000 estates
- For individual forest estates
- Detailed description of the forest
 - + Suggestions/advice on measures in each compartment
 - + in line with the objectives of the forest owner
- Voluntary
 - But a requirement in certification schemes (FSC, PEFC)



<u>Legend:</u>	
Yellow	Agricultural land
Blue	Pre-commercial thinning
Green	Thinning
Grey	Final harvesting



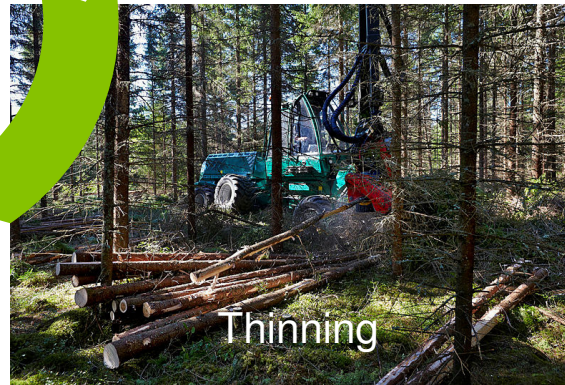
Nature consideration – leaving a tree can have a great spin-off



<p>Larvutvecklingen sker i död ved i stamhåligheter i levande, gamla lövträd, främst asp, lind, lönn, alm och ask (ArtDatabanken 2015).</p> <p>Tinnerö, Brokind</p> <p>Foto: Ogun Turkey</p>	
--	---



The rotation period in the forest



Normal scheme for Spruce:

Year 0: Soil preparation

Year 1: Planting

Year ~10: Pre-commercial thinning

Year ~20: Thinning 1

Year ~30: Thinning 2

Year ~65: Final harvesting



Key players in Södra forestry

Forest owner

- The forest owner is responsible for how the forest holding is managed
- Södra contributes with advice and service

- The green forest management plan is a very important tool

Driver on harvesting and forwarding machines

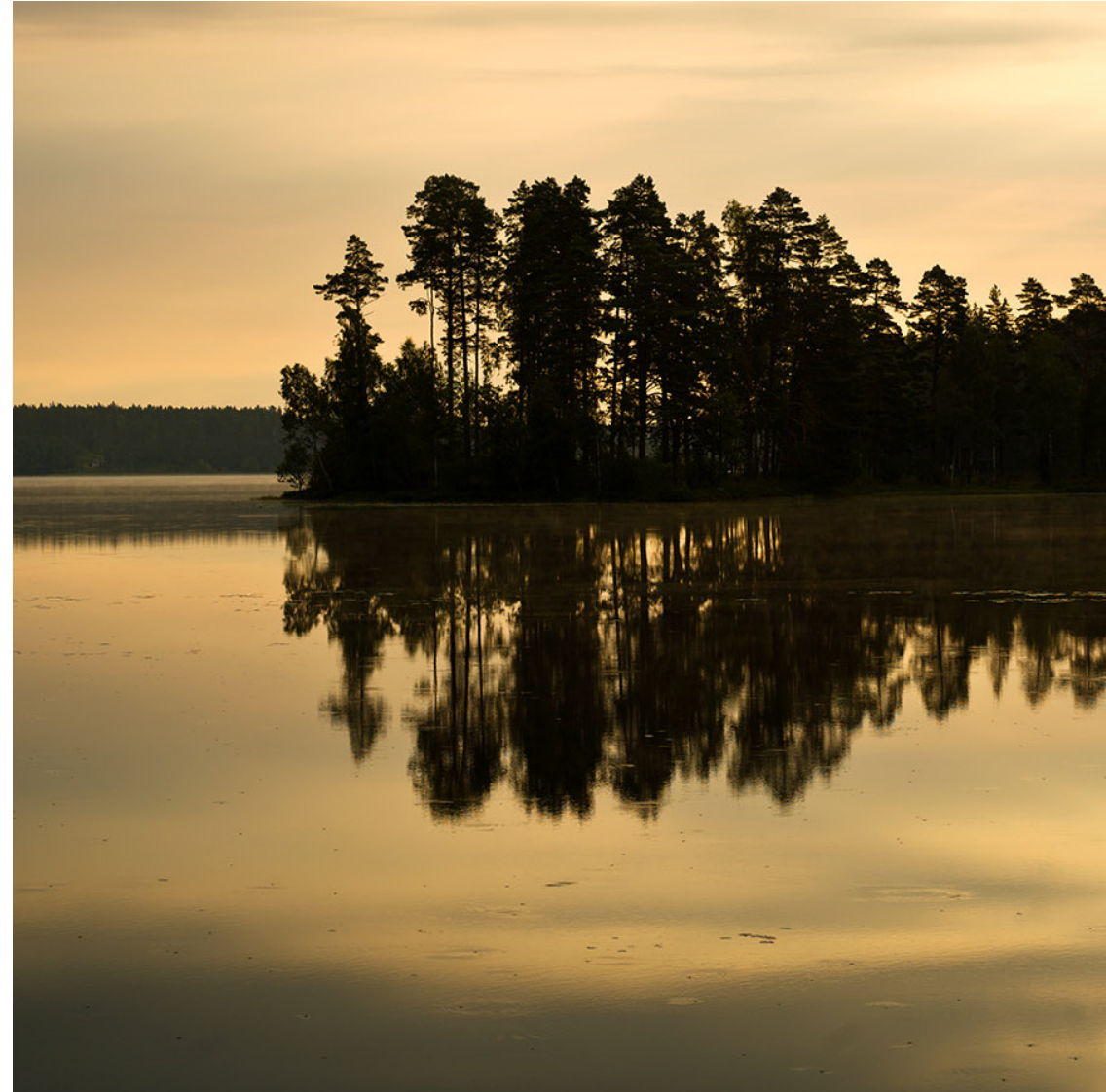
- The forest owner hires Södra for harvesting services
 - Södra hires the forest contractor

- The Green Drivers License is required for every driver => ensuring the quality of the work carried out



Södra Forestry

- Long-term ownership & personal interest
- Private forestry is small in scale and diverse
- Managing the forest resource responsibly
 - Legislation & tradition
- Reliable wood sourcing
- Several dimensions in sustainability
 - Environment
 - Social
 - Economical
- Sustainable forestry



OnceMore[®]

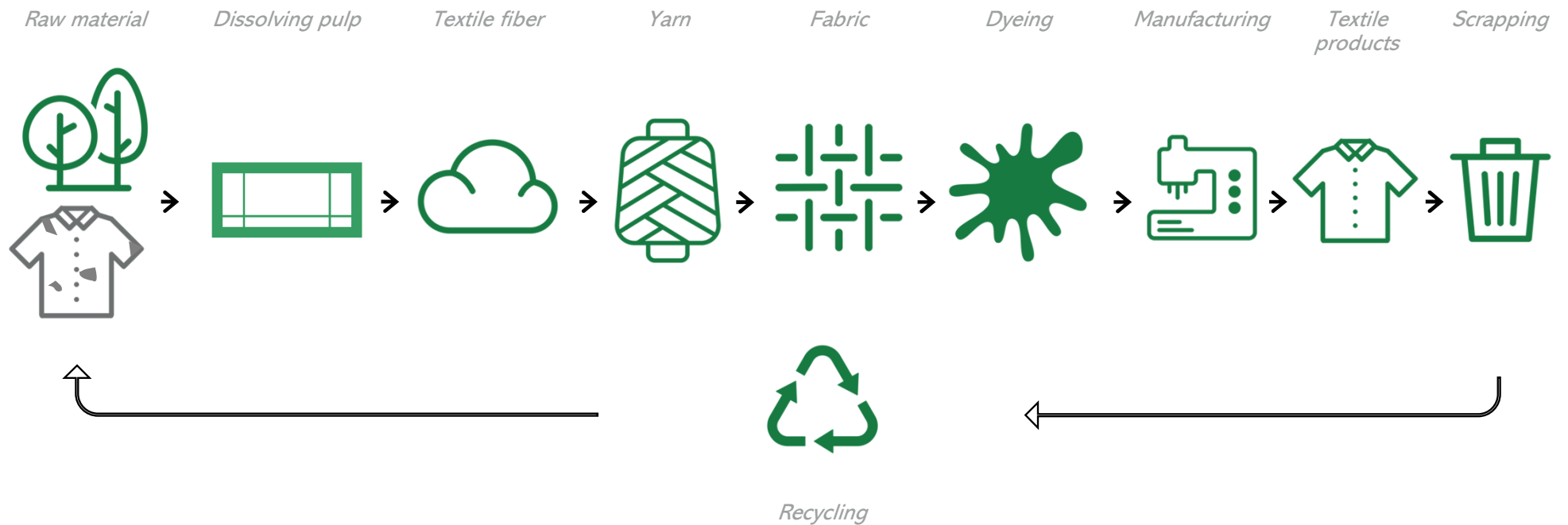
by Södra



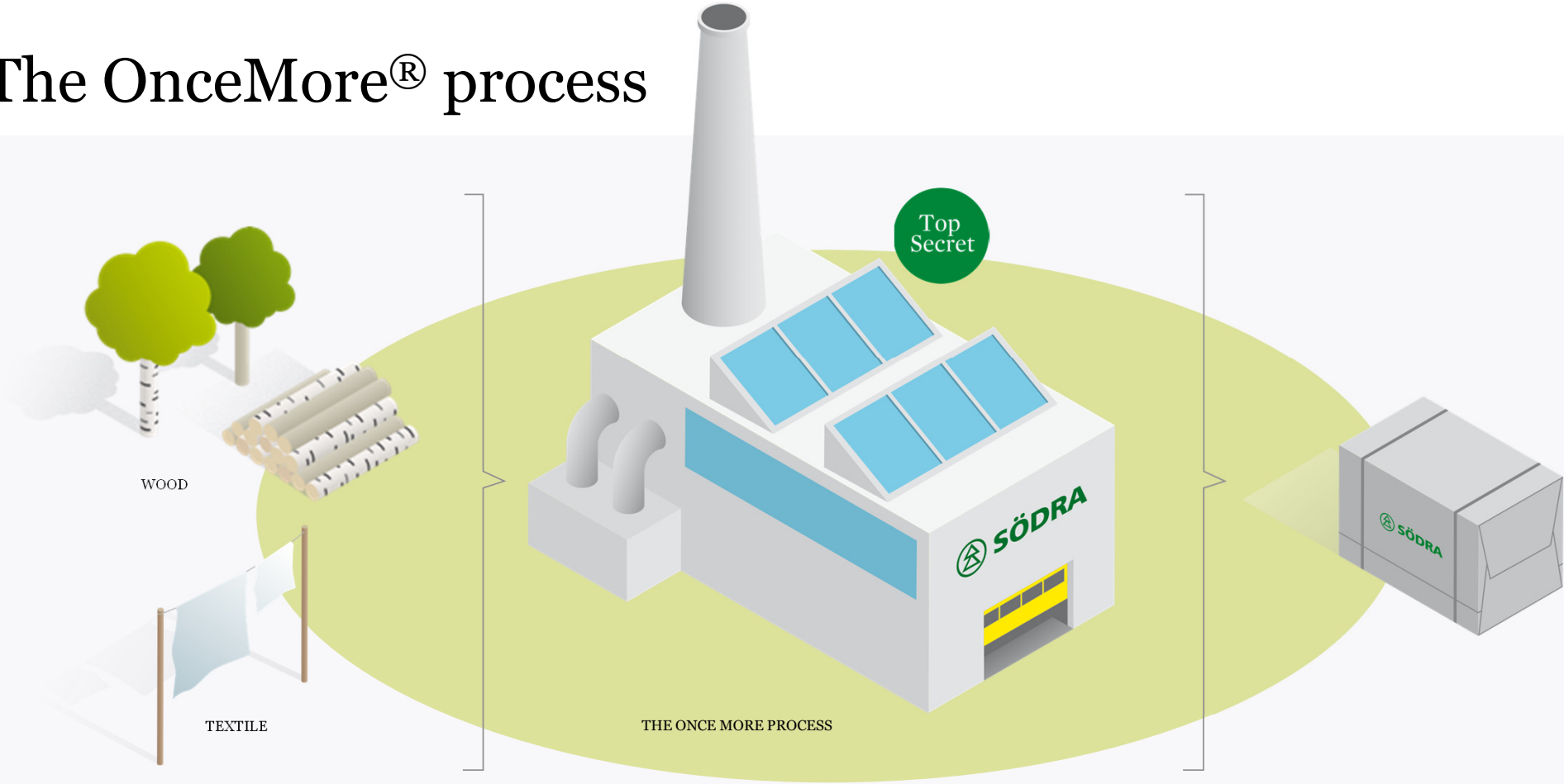
OnceMore[®] by Södra is the world's first process for recycling textile waste on an industrial scale, and it is the forest that makes it possible.



The circular textile value chain by Södra OnceMore®



The OnceMore[®] process



The product – a dissolving pulp of high quality



Certified product

Wood
FSC®/PEFC™

Recycled Textiles
RCS (Recycled Claim Standard)

