

# Committed to Clean Water

Harri Kerminen, President & CEO  
February 25, 2009

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## Good Development Continued into Q4

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- Growth in continuing operations 5%
  - Demand for municipal water treatment chemicals remained good
  - Demand for specialty chemicals was strong
  - At the year-end, demand in paints and coatings as well as pulp and paper chemicals weakened
- Operating profit excluding one-time items rose to 11.7 M€ (4.1)
  - Sales price increases, fixed cost savings
- 79.8 M€ one-time items
  - Will bring cost savings in 2009-2010
- Tikkurila listing to be postponed due to market conditions
- Dividend proposal 0.25 EUR (0.50)



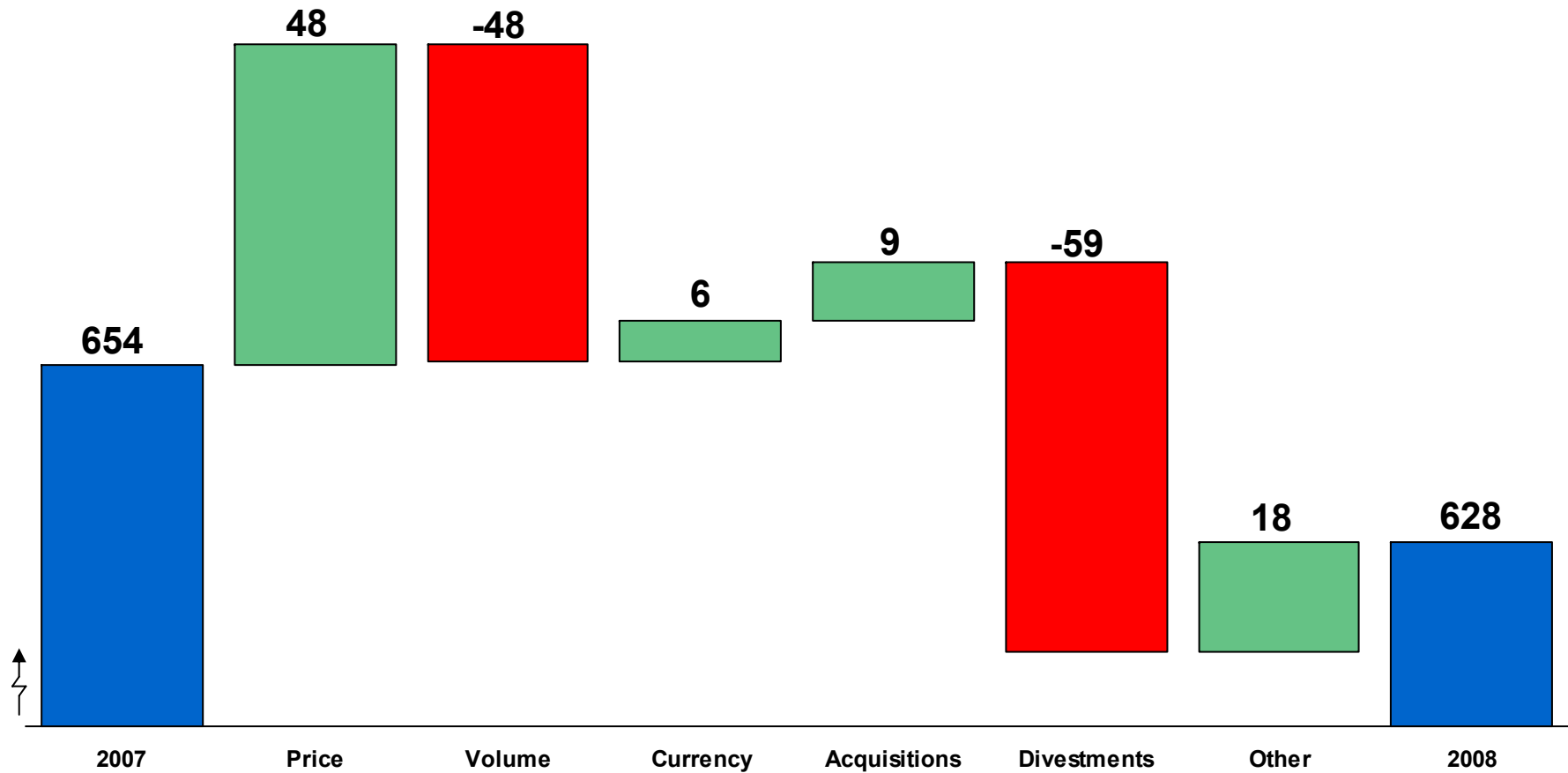
## Key Figures for Q4

(M€)	10-12/08	10-12/07	2008	2007
Revenue	<b>627.6</b>	654.4	<b>2,832.7</b>	2,810.2
Operative EBIT	<b>11.7</b>	4.1	<b>132.6</b>	174.6
Operative EBIT, %	<b>1.9</b>	0.6	<b>4.7</b>	6.2
Operative EPS (EUR)	<b>-0.08</b>	-0.04	<b>0.29</b>	0.75
EPS (EUR)	<b>-0.57</b>	-0.39	<b>-0.02</b>	0.53
Equity ratio			<b>34</b>	39
Gearing			<b>107</b>	92
Free cash flow after investments	<b>-63.0</b>	-25.7	<b>2.7</b>	-149.1

- Net financial items in Q4 rose to 23.7 M€ (15.3): higher interest expenses, currency exchange losses in financial expenses
- Equity declined due to translation differences and one-time costs  
→ affected both equity ratio and gearing

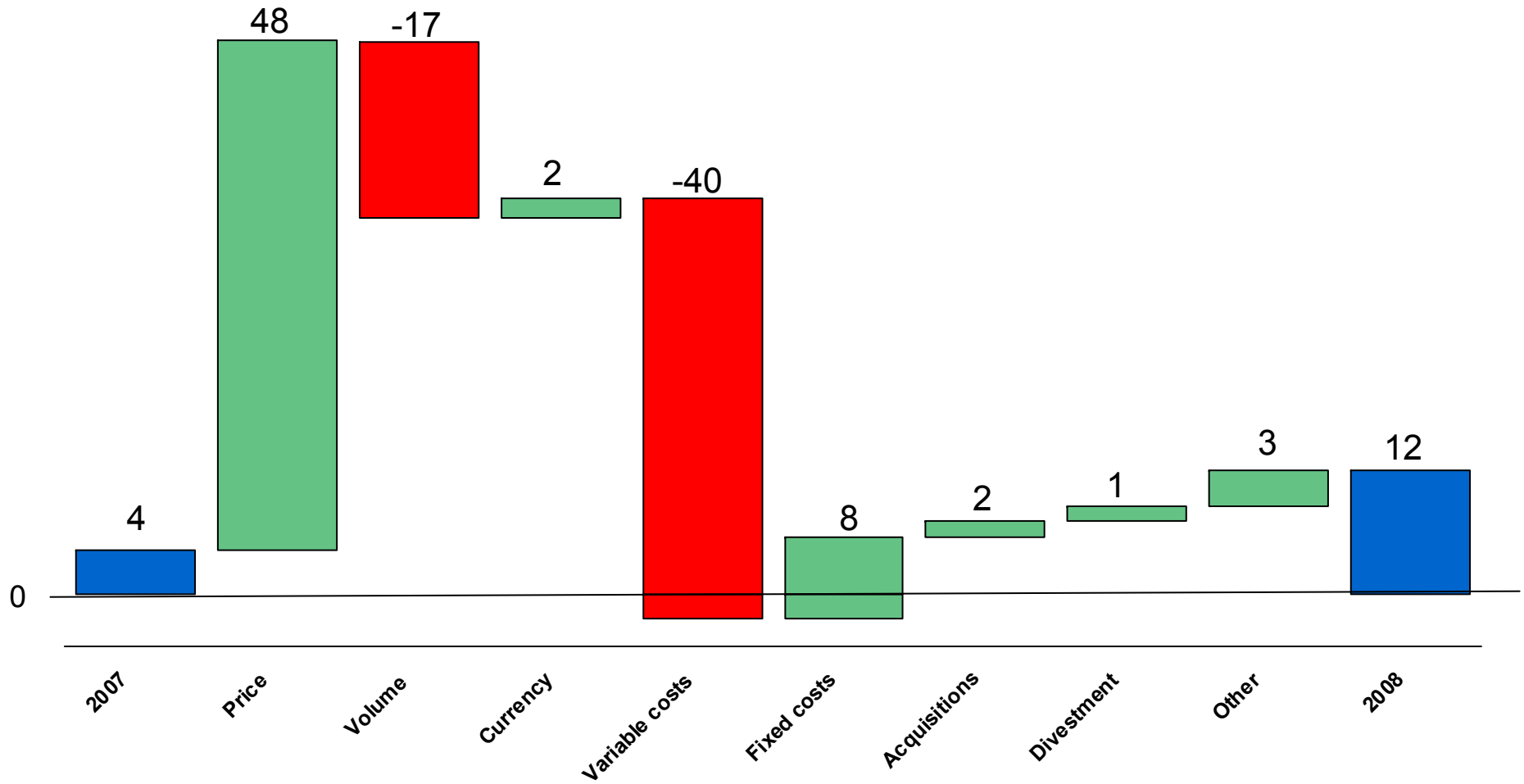
# Group Revenue Q4/2008 vs. Q4/2007

MEUR



# Group Operative EBIT Q4/2008 vs. Q4/2007

MEUR



## Cash Flows

M€	2008	2007
Funds from operations	118.9	211.2
Change in net working capital	-28.7	-39.1
<b>Cash flows from operations</b>	<b>90.2</b>	172.1
CapEx excl. acquisitions	-161.0	-254.4
Acquisitions	-180.8	-66.6
Sale of assets	254.3	-0.2*
<b>Free cash flow</b>	<b>2.7</b>	-149.1

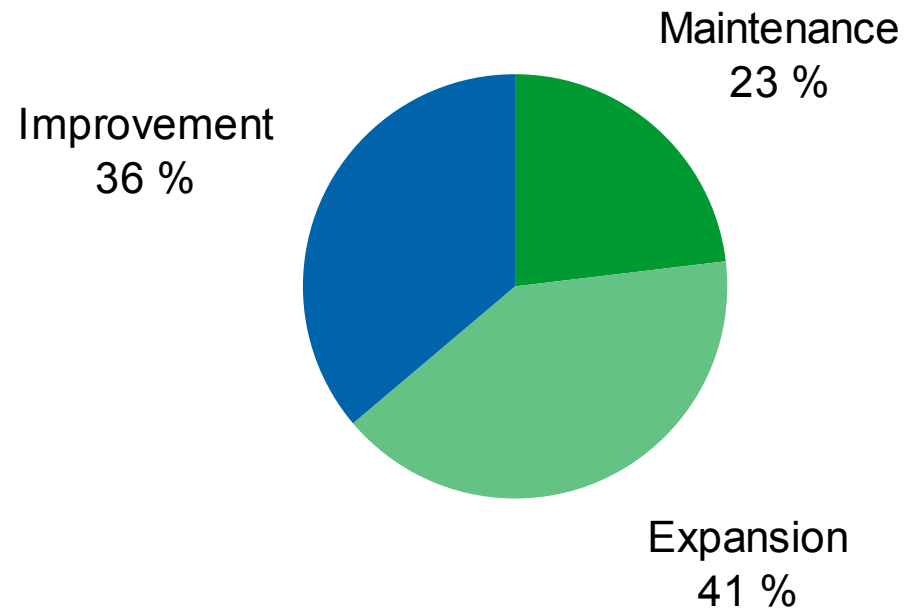
\* incl. Kemapco loan repayment

## CapEx excluding Acquisitions

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CapEx 2008: 161.0 M€ (254.4)

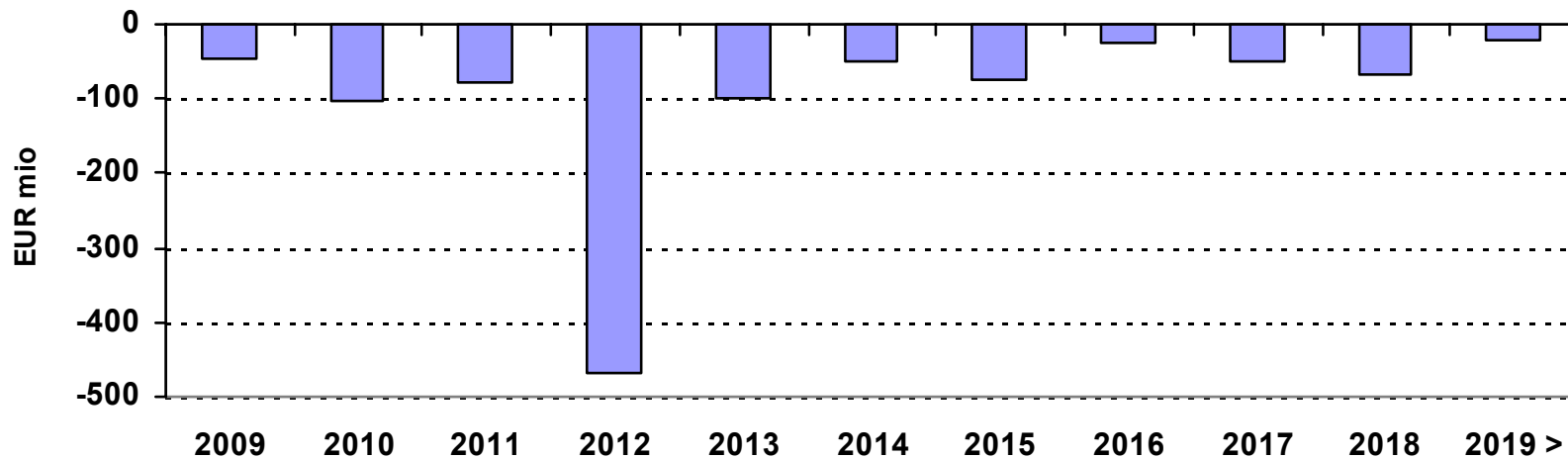
Depreciation 2008: 130.8 M€ (135.9)



## No Refinancing Needs within 2009-2011

- Kemira has diversified loan portfolio from different sources.
- No refinancing needs with the existing group structure during years 2009 and 2010. The unused amount of the RCF is 354 M€.
- The existing RCF 750 M€ will be renegotiated in 2011.

### Maturity of External Loans:



## Businesses – Q4 Highlights

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## Kemira Pulp&Paper in Q4

- Revenue growth 2%
  - Currency exchange impact +6 M€
  - Sales declined towards the year-end as customer demand weakened
  
- Operative EBIT 9.4 M€ (12.3)
  - Sales price increase 13 M€
  - Variable cost increase 15 M€
  - Volume decrease 4 M€
  
- In short term, customer demand is expected to be weak
  
- 6 production plants in NA have been shut down. The 7th will be shut down in 2009.
- The AKD wax production line in Vaasa, Finland will be shut down.

M€	Q4/08	Q4/07	Ch-%	2008	2007
Revenue	258.3	253.6	2	1,057.7	1,043.0
Operative EBIT	9.4	12.3	-24	50.4	79.8
Operative EBIT, %	3.6	4.9		4.8	7.6

## Kemira Water in Q4

- Revenue up by 6%
  - Demand in municipal water treatment remained good
  - Signs of weakening demand in industrial water treatment towards the year-end
  - Acquisitions had a 9 M€ positive impact on revenue
  
- Operative EBIT 7.4 M€ (6.9)
  - Sales price increase 22 M€
  - Variable cost increase 17 M€
  - Volume decrease 7 M€
  - Acquisitions +2 M€
  
- Acquisition of Nheel Química in Brazil → Kemira is #1 in coagulants and flocculants for water treatment in Brazil

M€	Q4/08	Q4/07	Ch-%	2008	2007
Revenue	190.6	180.3	6	760.0	686.4
Operative EBIT	7.4	6.9	7	28.7	46.7
Operative EBIT, %	3.9	3.8		3.8	6.8

## Kemira Specialty in Q4

- Revenue from continuing business operations up by 28%
- EBIT from continuing business increased markedly
  - Demand for formic acid and its price level remained healthy
  - High demand in de-icers for airports
- TiO2 JV with Rockwood Holdings started operations in September
  - Impact on Q4 revenue -53 M€, on operative EBIT +3 M€

M€	Q4/08	Q4/07	2008	2007
Revenue	63.7	102.0	375.3	425.9
Operative EBIT	11.4	-2.0	23.9	24.1
Operative EBIT, %	17.9	-2.0	6.4	5.7

## Kemira Coatings in Q4

- Revenue declined by 13%
  - Decline in new construction, sales of construction materials and in property sales in all key markets
  
- Operative EBIT -12.6 M€ (-3.5)
  - Volume decrease -7 M€
  - Variable cost increase 6 M€
  - Sales price increase 2 M€
  
- Targeted fixed cost savings 25 M€ for 2009-2010: Tikkurila will be in a good position when the market picks up again
- New President & CEO Erkki Järvinen started in January 2009
- Spin-off process postponed due to market conditions

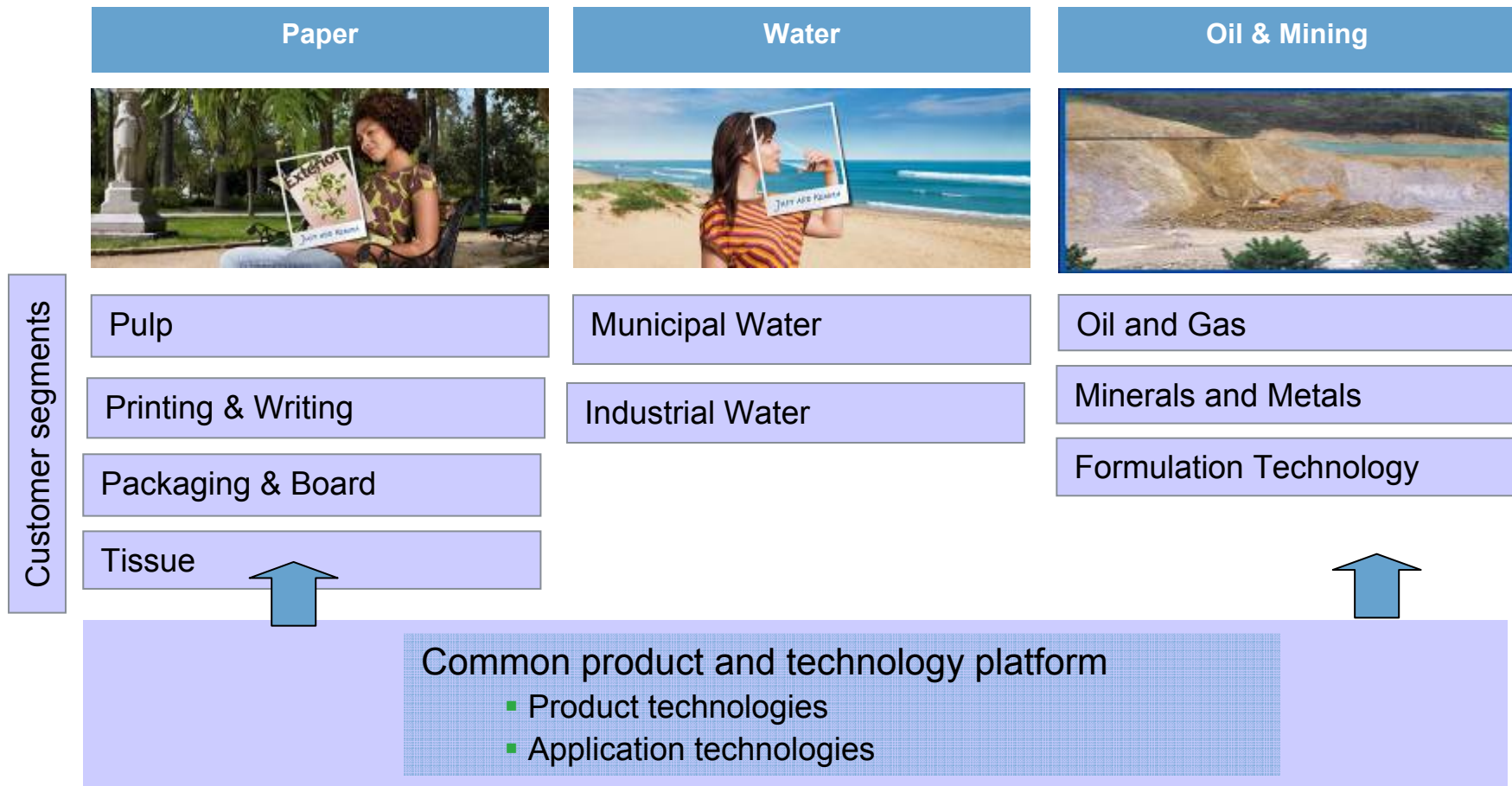
M€	Q4/08	Q4/07	Ch-%	2008	2007
Revenue	103.5	118.4	-13	648.1	625.2
Operative EBIT	-12.6	-3.5		59.2	64.3
Operative EBIT, %	-12.2	-3.0		9.1	10.3

## Kemira Group's Outlook

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- In 2009, Kemira will continue the efficiency-boosting work underway. Its key focus areas in 2009 will be improving profitability and reinforcing its cash flow and balance sheet.
- In many of Kemira's customer industries, the market situation is challenging. General economic trends are generating big uncertainty in customers' and Kemira's business operations.
- During Q1, Kemira's **revenue** is expected to fall due to reduced demand amongst customer industries. **Operating profit** excluding non-recurring items is expected to decrease in Kemira Coatings, but rise in the rest of the Group due to the efficiency-boosting measures.

# Building New Kemira on Water



# Strategy Implementation Moving Ahead

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- Strategy implementation started in 2008 continues:
  - From a fragmented company into one **unified Kemira**
  - **Simplifying** the company structure
  - **Capacity cuts** and **business closures**
- **Fully utilizing the water know-how**
- Global cost savings program proceeding: In Q4, fixed costs were already down by 8 M€



# Building a New Culture

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- Building a new, unified Kemira
- Goal: a **global culture** focused on
  - Profitability
  - Performance
  - Implementation of the strategy
- Integrating businesses, functions and geographical areas



## 2009 Focus

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- Improving cash flow and profitability
  - Fixed cost savings
  - Gross margin improvement
  - Net working capital, capex

→ Strengthening the balance sheet



**Our goal is to make Kemira  
into a leading water chemicals company  
with better profitability.**

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