



ANTTI MATULA

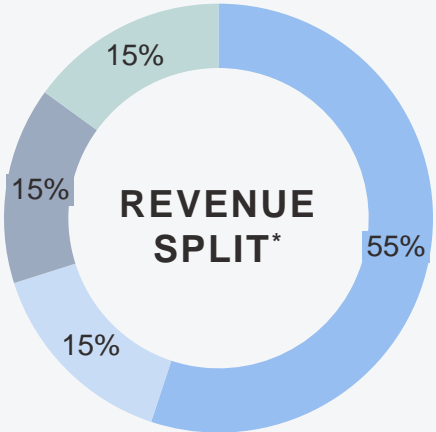
SVP, GLOBAL PRODUCT LINES AND BUSINESS DEVELOPMENT, PULP & PAPER
EVP, FIBER ESSENTIALS AS OF 01/2025

Fiber Essentials: Cash Generator with Selected Growth Opportunities

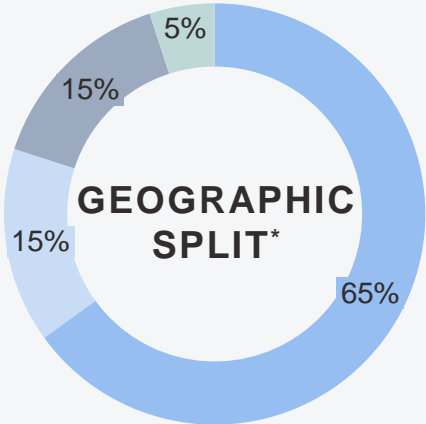
CAPITAL MARKETS DAY
SEPTEMBER 26, 2024

kemira

Fiber Essentials focuses on critical pulp chemicals, particularly in mature markets



- Sodium Chlorate
- Caustic
- Hydrogen Peroxide
- Other



- EMEA
- North America
- South America
- APAC

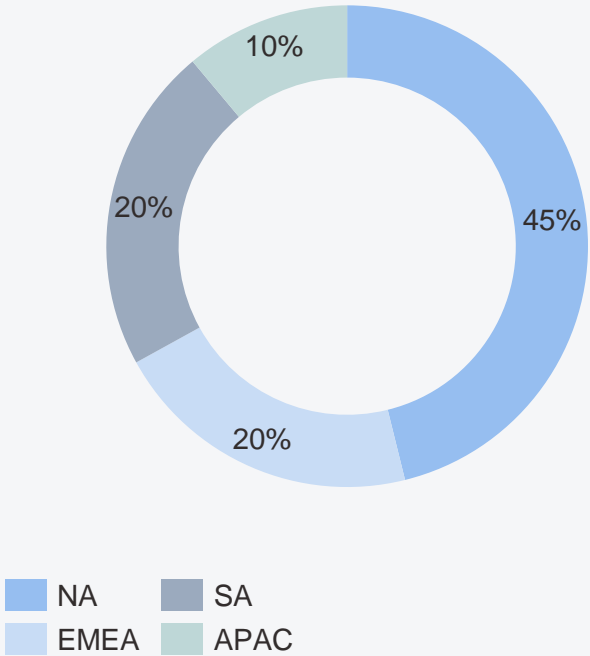
KEY STRENGTHS OF NEW BUSINESS UNIT

- Strong customer loyalty and high retention
- Long customer contracts with pricing largely based on formulas
- Strong commitment to quality and reliability; delivery reliability of utmost importance to customers
- Backward integration in electricity in Finland provides a notable competitive edge
- Proprietary Sodium Chlorate technology
- Efficient and well-managed global manufacturing network, including on-site chemical islands

* Preliminary figures and rounded to nearest 5%. More detailed financial information to be published at a later stage.

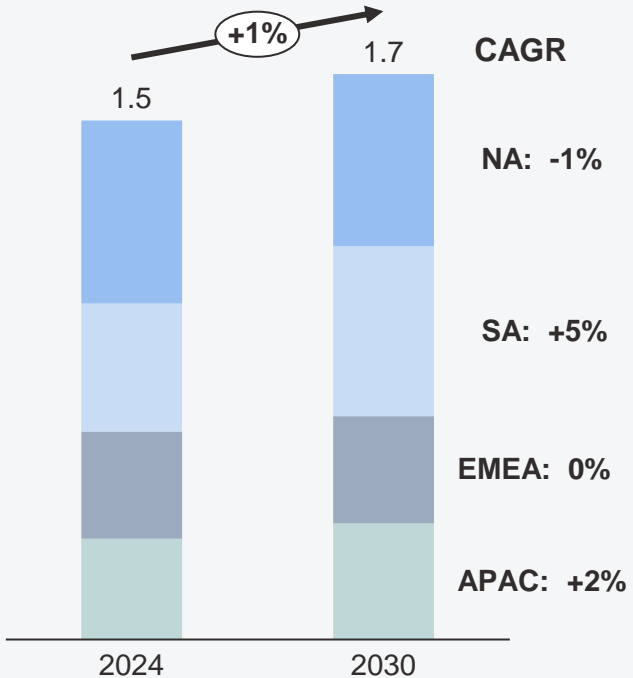
Sodium Chlorate is our largest business; market growing particularly in South America

REGIONAL MARKET CAPACITIES*



Rounded to the nearest 5%

MARKET GROWING SLIGHTLY
EUR billion



KEMIRA HAS A GOOD POSITION

20% of the global capacity*

- #1 Market leader in EMEA
- #2 In the growing South American market and globally
- #1 Supplier in Southern US, strategically well positioned to support expanding fluff pulp market

*Market Chlorate – excluding the Chlorate plants owned and operated by the pulp mill

Fiber Essentials focuses on capital efficiency and cash flow

CONTRIBUTION FOR NEW GROUP FINANCIAL TARGETS

Average annual organic growth > 4%



Operative EBITDA 18-21%



Operative ROCE > 16%



CAPITAL AND OPERATIONAL EFFICIENCY

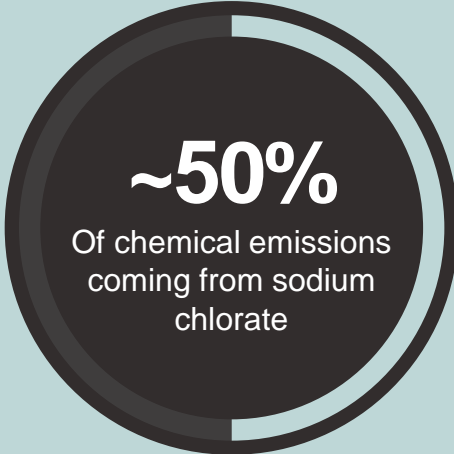
- Continue optimizing operational efficiencies during times of volatility
- Investing in capacity debottlenecking or into selective new capacity mainly in South America

CASH FLOW

- Maintain attractive contract structure with largely formula-based pricing
- Ensure high capacity utilization
- Preserve strong customer loyalty
- Grow in APAC with selective imports

We benefit from our customers' sustainability transition

CHEMICALS ARE A SIGNIFICANT CONTRIBUTOR TO OUR CUSTOMERS' SCOPE 3 EMISSIONS



*Variation by region, example for Europe. Source EcoInvent

WE ARE WORKING TO EXPAND OUR RENEWABLE PRODUCT PORTFOLIO

Introducing sustainable and carbon free electrochemical as one of the pioneering suppliers

Increasing customer interest for sustainable and carbon free bleaching products

Chlorate and chloralkali renewable ISCC certified product offering in Europe

Electricity for chlorate and chloralkali production in Europe will be fully CO₂ emission free by 2025

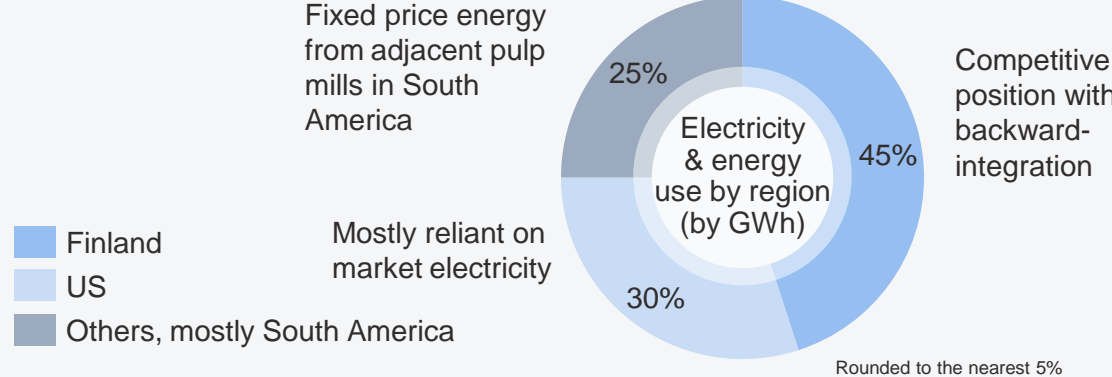
Working with our customers, e.g. with Metsä Group, to introduce renewable raw materials

We have a competitive electricity positioning

COMPETITIVE POSITIONING PARTICULARLY IN FINLAND

Kemira is entitled to electricity at production cost based on its ownership share in partner energy producers in Finland, Teollisuuden Voima (TVO) and Pohjolan Voima (PVO). Kemira entitled to fully carbon dioxide emission free electricity from hydro and nuclear power.

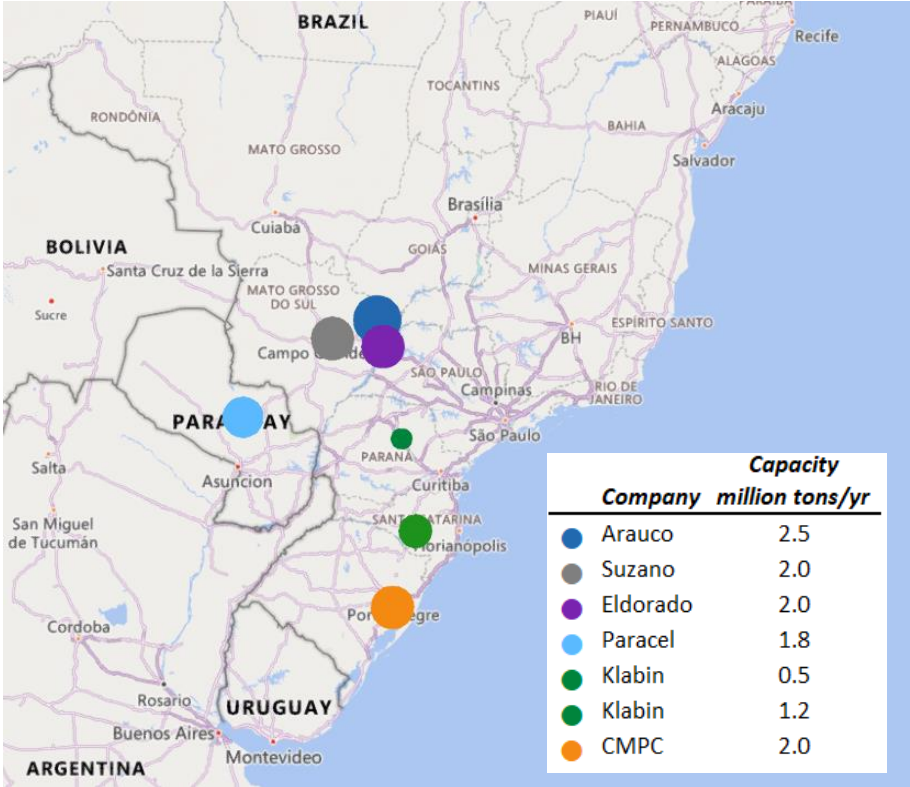
KEMIRA'S ANNUAL ELECTRICITY PURCHASES AROUND EUR 130 MILLION IN 2023



<p>~85 %</p> <p>Share of electricity backward-integration (incl. wind power PPAs) in Finland</p>	<p>100 %</p> <p>CO₂ emission-free electricity in Finland as of 2025. 25% of electricity mix supplied with long-term wind power PPAs and guarantees of origin.</p>	<p>~4 %</p> <p>Kemira's ownership in key power producer (Pohjolan Voima, PVO)</p>	<p>~3,400 MW</p> <p>Combined maximum nuclear electricity generation capacity of TVO and PVO</p>
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We see opportunities to grow in South America

PLANNED PULP PROJECTS IN SOUTH AMERICA



South America is the preferred region for new pulp investments

Pulp producers in South America enjoy the lowest production costs due to fast growth rates of eucalyptus, availability of land, unit size and pulp mills' vertical integration into wood production

South American pulp mills typically outsource the on-site production of bleaching chemicals* to suppliers through long-term supply agreements

No known competitive substitutes for sodium chlorate and hydrogen peroxide

We have been steadily growing in the region and are actively seeking further opportunities; a clear focus on achieving attractive payback periods and sustaining strong cash flow

* Sodium Chlorate and Hydrogen Peroxide.

Chemical islands are attractive investments



BENEFITS OF THE CHEMICAL ISLAND CONCEPT

- Close proximity to a pulp mill: full integration or location adjacent to a pulp mill
- Main products: sodium chlorate + hydrogen peroxide
- Strong and attractive business model
 - Electricity supply from the pulp mill at a pre-agreed rate enabling a fossil-free and carbon neutral manufacturing process
 - Long customer relationships with volume commitment providing predictability and visibility
- Capital-intensive investments; compensated by long-term contracts providing predictability

KEMIRA FRAY BENTOS

Recent expansion of existing chemical island; completed in 2023

Supporting UPM Kymmene's new world-class 2.1 million ton pulp mill in Paso de los Toros in Uruguay

Long-term agreement providing predictability

Products:
sodium chlorate
+ hydrogen peroxide



Cash generator with selected growth opportunities

Key contributor for Kemira's operative EBITDA margin target

Focus on capital efficiency and maximizing cash flow

Strong cash generation supporting selective growth investments in new bleaching capacity and also investments in other business units

kemira

Chemistry with a purpose.
Better every day.