UPM Biofore – Beyond fossils

Oct 24, 2019
• **Our purpose**

We create value by seizing the limitless potential of bioeconomy.

• **Our vision**

• We lead the forest-based bioindustry into a sustainable, innovation-driven and exciting future beyond fossils.

• The competence, integrity and drive of our people make us unique.
Global businesses – local presence

UPM’s sales by market

EUR 10,483 million

- 12% North America
- 62% Europe
- 20% Asia
- 6% Rest of the world

- 54 production plants in 12 countries
- 19,000 employees in 46 countries
- 12,600 customers in 110 countries
- 99,600 shareholders in 32 countries
- 24,000 b-to-b-suppliers in 75 countries
UPM BUSINESSES

UPM BIOREFINING
Pulp
Plantations
Biofuels
Sawmills
Wood Sourcing and Forestry

UPM ENERGY
Hydro-, nuclear- and condensing power (incl. shares in energy companies)
Electricity production and trading
Optimisation services

UPM RAFLATAC
Label materials for product and information labelling

UPM SPECIALITY PAPERS
Fine and specialty papers in China and APAC
Labelling material globally
Packaging papers mainly in Europe

UPM COMMUNICATION PAPERS
Extensive product range of graphic papers for advertising and publishing as well as home and office uses

UPM PLYWOOD
WISA® Plywood and veneer products
UPM Grada® wood material

UPM BIOCOMPOSITES
UPM ProFi®
UPM Formi®
UPM Formi 3D®

UPM BIOCHEMICALS
Wood-based biochemicals for variety of industrial uses

UPM BIOMEDICALS
GrowDex®
UPM ENSURES SUSTAINABLE FOREST CYCLE

Carbon sinks

Renewable raw material 100% from sustainable sources

HEALTHY FOREST GROWTH

Planting new trees for every cut one

Sustainable solutions, alternatives to fossil based materials

100% traceability covered by a third-party verified Chain of Custody
Sustainable and safe products for everyday use

- **TIMBER** for construction
- **LABEL MATERIALS** for food packaging, drink bottles and for communicating information
- **SPECIALTY PAPERS** for food packaging
- **WOOD MATERIALS** for construction and design features
- **PULP AND BIOFUEL BASED MATERIALS** for packaging, transport, storage and hygiene products
- **ELECTRICITY** everywhere
- **PUBLICATION PAPERS** for reading and advertising
- **LABELS** for food products
- **OFFICE PAPERS** for printing
- **WOOD MATERIALS** for furniture and the home
- **UPM BIOFORE – BEYOND FOSSILS**
UPM in China today

Over 2 billion USD investment in 20 years

- 2 production mills
- 3 paper machines
- 4 coating machines
- Sales offices, warehouses and terminals
- R&D center

1,800 employees

Paper
Labelstock
Pulp
Timber
Plywood
UPM has a long term commitment to China

Largest Finnish single investment in China: USD 2 billion, including USD 80 million environmental investment

Strong market position in China: Leader in labeling materials; 20% market share of copy paper

Recognized industry leader in sustainability
UPM hosted Xi Jinping, then the vice president of China, to see a forest harvest demonstration during his Finnish trip in 2010.

President Xi Jinping meeting UPM CEO Jussi Pesonen in 2017 in Finland.
Contribution to Sino-Finland relationship

- Main government officers from Finland and China attended UPM 20\textsuperscript{th} anniversary ceremony shows high recognition of UPM efforts in China
- UPM Biofore car in CIIE is a window of Finnish spirit of sustainability and innovation
- 10\% of Chinese population (120 million) were covered by Chinese top tier media reports on UPM in Finnish booth during CIIE
PRODUCTS & END-USES

• Labelling
• Self-adhesive label stock
• Tapes
• Process liners

• Flexible packaging
• Food packaging
• Industrial end-use

• Office papers for printing and copying
• Graphic papers for magazines, catalogues and advertising
Labelling a smarter future

UPM RAFLATAc

PRODUCTS
• Innovative labelling materials for branding and promotional labels, information labels and labels with functionality.

END-USES
• Home and personal care
• Food and beverages
• E-Commerce and retail
• Transport and logistics
• Pharmaceutical
• Wine and spirits
Fibres for numerous end-uses

UPM PULP PRODUCTS & END-USES

• Recyclable packaging materials: board, wrapping and labels
• Receipt, printing and writing papers
• Textiles
• Hygiene products: diapers, wet wipes
• Household, toilet and medical papers
• Binders for cosmetics, pharmaceuticals, food, etc.
UPM TIMBER PRODUCTS & END-USES

- More than 1,500 standard and special timber products and over 300 different sawing sets
- Furniture
- Construction
- Planing
- Joinery
- Packaging
UPM PLYWOOD

Sustainable plywood – with professional services

PRODUCTS & INNOVATIONS

- Coated, uncoated and surface treated WISA® birch and spruce plywood
- WISA® Parquet veneer
- UPM Grada® thermoformable wood material
- WISA® BioBond bonding solution
Open positions

- Senior Business Control Specialist (Shanghai)
- Senior Sales Executive (Shanghai & Guangzhou)
- Technical Sales (Guangzhou)
- Energy Market Data Expert (Changshu)
- Energy Market Analyst (Changshu)
- HR Intern (Shanghai & Changshu)
- Accounting Intern (Changshu)
- Communication Intern (Shanghai)

More at:

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