

Responsibility & Performance

Stora Enso is an integrated forest products company producing magazine papers, newsprint, fine papers, packaging boards and wood products, areas in which the Group is a global market leader.

Stora Enso sales totalled EUR 12.8 billion in 2002. The Group has some 42 500 employees in more than 40 countries in five continents and about 15 million tonnes of paper and board annual production capacity. Stora Enso's shares are listed in Helsinki, Stockholm and New York.

Stora Enso serves its mainly business-to-business customers through its own global sales and marketing network. A global presence provides local customer service. Customers are large and small publishers, printing houses and merchants, as well as the packaging, joinery and construction industries worldwide. The main markets are Europe, North America and Asia.

The Group has production facilities in Europe, North America and Asia. Its modern production capacity and the good integration between raw material, energy and efficient processes ensure production continuity.

Stora Enso is committed to developing its business towards ecological, social and economic sustainability. This commitment is demonstrated through its values and its environmental and social responsibility policy, and has been recognised by selection for the Dow Jones DJSI World and DJSI STOXX sustainability indexes since they were launched in 1999. In 2002 Stora Enso had the highest score in this sustainability ranking among forest products companies in 2002. Stora Enso is also included in the FTSE4Good index. ■



MAGAZINE PAPER ▶ 10

PRODUCTS

Uncoated super-calendered (SC), uncoated machine-finished (MF) papers, light-weight coated (LWC), medium-weight coated (MWC), heavy-weight coated (HWC), machine-finished coated (MFC) papers and wallpaper.

Used for magazines, printed advertising material, catalogues and direct marketing.

MARKET POSITION

- world's second-largest producer of magazine paper, largest producer in North America, second-largest in Europe
- market share 21% in Europe and 17% globally
- main markets Europe (54% of sales) and North America (42% of sales)
- annual production capacity 4.5 million tonnes

CAPACITY

- North America. 33%
- Germany 30%
- Finland 19%
- France 11%
- Belgium 4%
- Sweden 3%



SHARE OF GROUP SALES

- Magazine Paper 22%



NEWSPRINT ▶ 12

PRODUCTS

Standard newsprint and newsprint specialities such as improved newsprint, directory papers and book papers.

Used for newspapers, newspaper supplements, advertising leaflets, telephone directories, hardback and pocket books.

MARKET POSITION

- world's fourth-largest producer of newsprint and newsprint specialities, largest producer in Europe
- market share 24% in Europe and 7% globally
- main markets Europe (87% of sales) and North America (7% of sales)
- annual production capacity 3.4 million tonnes

CAPACITY

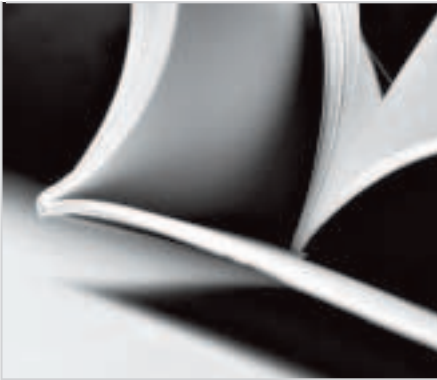
- Sweden 44%
- Finland 30%
- Germany 16%
- North America. . 5%
- Belgium 5%



SHARE OF GROUP SALES

- Newsprint 12%





FINE PAPER ▶

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PRODUCTS

Graphic papers (coated fine paper) and office papers (uncoated fine paper). Used for document printing, commercial printing and high-quality books.

MARKET POSITION

- world's third-largest producer of graphic papers, third-largest producer also in Europe
- world's sixth-largest producer of office papers, second-largest in Europe
- graphic paper market share 14% in Europe and 9% globally
- office paper market share 13% in Europe and 4% globally
- main markets Europe (59% of sales) and North America (24% of sales)
- annual production capacity 3.7 million tonnes

CAPACITY

- Finland 49%
- Sweden 19%
- North America . 18%
- Germany 5%
- Netherlands . . . 5%
- China 4%



SHARE OF GROUP SALES

- Fine Paper 23%



PACKAGING BOARDS ▶

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PRODUCTS

Liquid packaging boards, cupstock, cartonboards, containerboards (corrugated raw materials), corrugated packaging, coreboards, cores, laminating papers, technical papers, flexible packaging and label papers.

MARKET POSITION

- one of the world's leading producers of consumer packaging boards and speciality papers
- main markets Europe (72% of sales), Asia (14% of sales) and North America (10% of sales)
- annual production capacity 3.7 million tonnes of packaging boards and papers, 650 million m² of corrugated packaging and 197 000 tonnes of cores

CAPACITY

- Finland 52%
- Sweden 26%
- Germany 7%
- Other Europe . . 8%
- North America . 7%



FURTHER PROCESSING

- cores are produced in Canada, China, Finland, Germany, the Netherlands, Spain, Sweden, the UK and the USA
- corrugated packaging is produced in Estonia, Finland, Hungary, Latvia, Lithuania, Russia and Sweden

SHARE OF GROUP SALES

- Packaging Boards 22%



TIMBER PRODUCTS ▶

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PRODUCTS

Sawn timber and further-processed products.

Used by the construction, joinery and furniture industries.

MARKET POSITION

- world's third-largest producer of sawn softwood, largest producer in Europe
- main markets Europe (58% of sales), Asia (22% of sales), North Africa and Middle East (14% of sales) and North America (6% of sales)
- sawn timber annual production capacity 6.0 million m³, further-processing capacity 2.4 million m³

CAPACITY

- Finland 38%
- Austria 26%
- Sweden 17%
- Czech Republic 13%
- Estonia 6%



FURTHER PROCESSING

- further-processing factories in Austria, the Czech Republic, Estonia, Germany, Finland, the Netherlands and Sweden

SHARE OF GROUP SALES

- Timber 9%

