

# Everybody home safe, every day



# “My path from LUT to industry”



**1987 – 2008**

Born & raised in Dhaka  
2007-2008 BBS in Finance & Banking



**2009 - 2013**

Higher Education (BBA),  
Kouvola, Finland



**2014 - 2016**

MSc in Supply Management  
& Sustainability

(Graduated with Distinction)

2015 Erasmus in ESCE, Paris



**2016 - 2017**

Chemicals Logistics &  
Supply Chain, **Kemira**  
Gdansk, Poland



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**2017 - Present**

Chemicals Sourcing

Negotiations Decision Science & RM

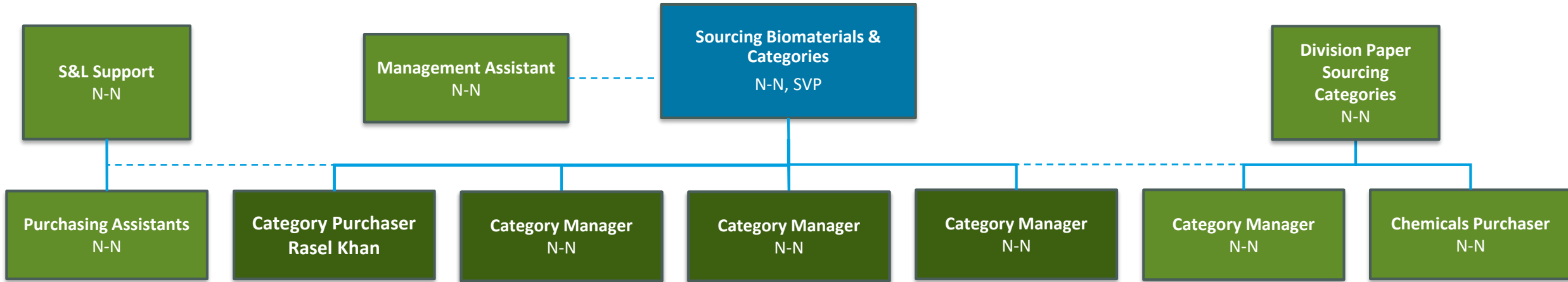


LUT Entrepreneurship  
Start-up & training



Others- training job specific &  
Learning with R&I continue....

# Sourcing Chemicals (globally)



- Water treatment chemicals
- Sulphur Chemicals
- Magnesium sulphate
- Methanol
- Sodium hypochlorite
- Enzymes
- Process gases
- Projects: R&D (confidential)

# Stora Enso



 Made from  
a tree

# The world needs a new approach to materials



**It all starts  
in the forest**



**Everything  
that's made  
from fossil-based  
materials today  
can be made from  
a tree tomorrow.**



# Stora Enso's simple business idea



Renewable



Bio-based



Recyclable



Fossil-free



Biodegradable

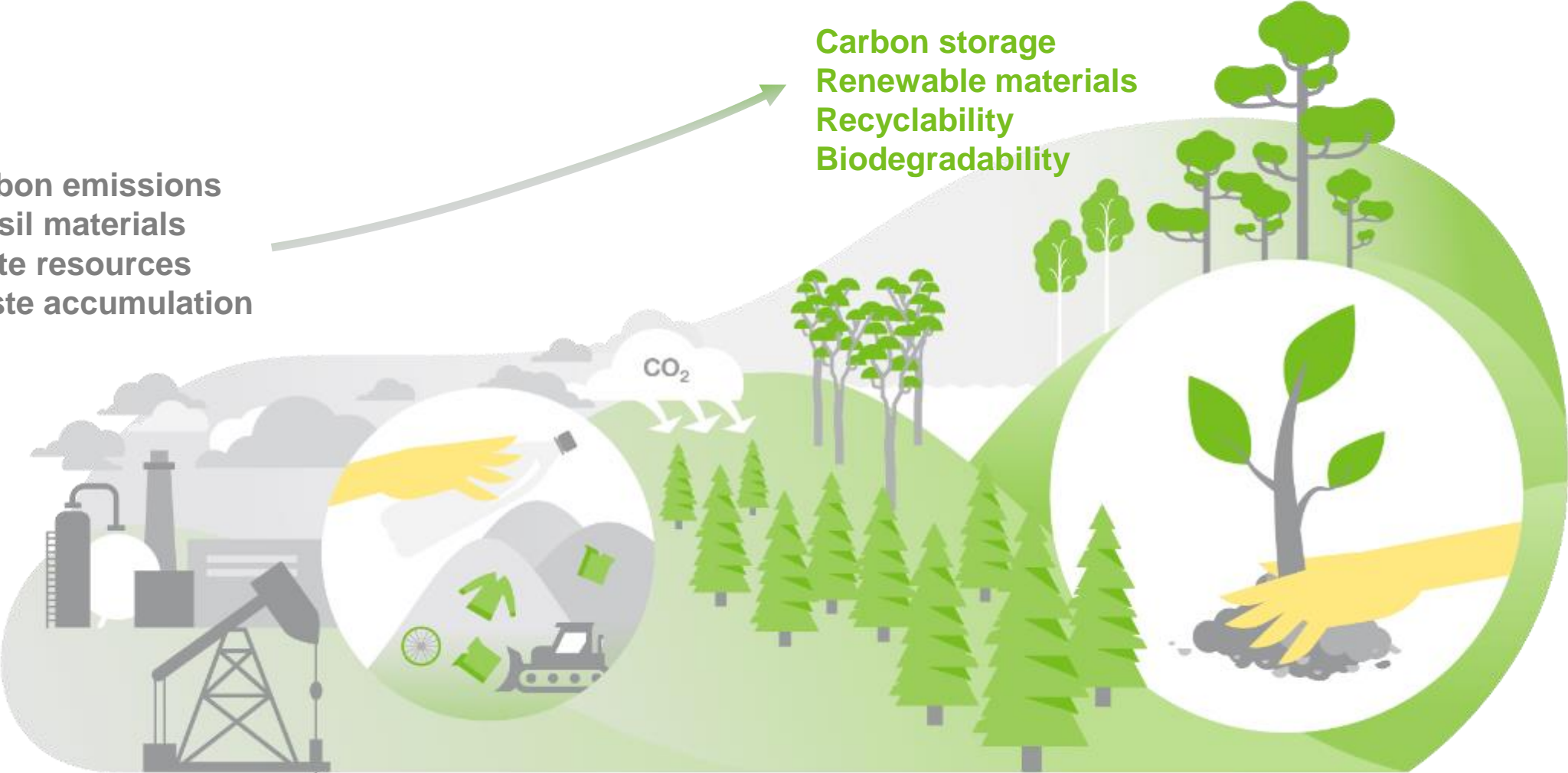


# From a fossil world to a renewable future



Carbon emissions  
Fossil materials  
Finite resources  
Waste accumulation

Carbon storage  
Renewable materials  
Recyclability  
Biodegradability



# Wood-based materials offer a better alternative to fossil-based and other non-renewable materials



# Substituting materials from finite resources is our key competitive advantage



Our products substitute fossil-based products, saving **20 Mt CO<sub>2</sub>**

Our total climate benefit:

**12**  
**Mt CO<sub>2</sub>**

Resource efficient value chain, emissions: **11 Mt CO<sub>2</sub>**

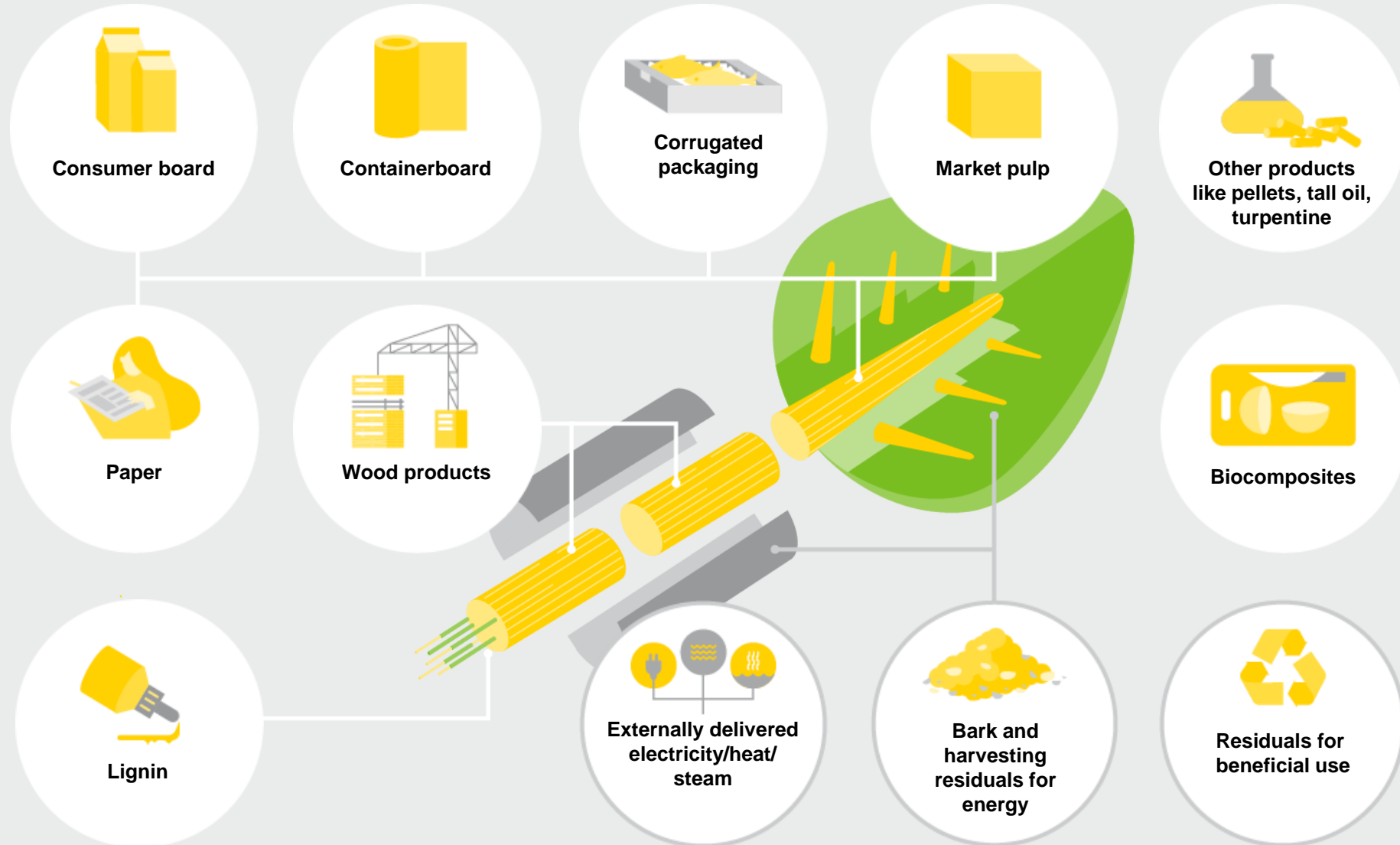


Our forests are carbon neutral and absorb **3 Mt CO<sub>2</sub>**

# We are perfectly positioned to benefit from the megatrends



# We use our raw material efficiently



# Our renewable products are circular by nature



\*Paper for Recycling utilisation rate

# Stora Enso in brief



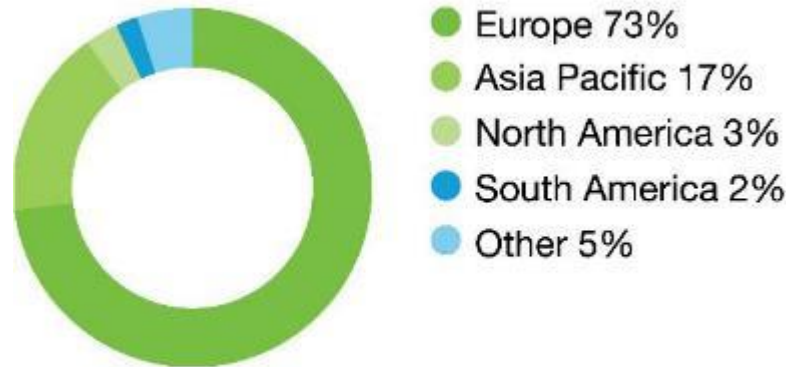
**Sales in 2019**  
**EUR 10.1 billion**

**Countries**  
**30**

## Personnel by country<sup>1</sup>



## Sales by destination



**Employees**  
**25 000**

**Shares listed**  
**on Nasdaq**  
**in Helsinki and**  
**Stockholm**

<sup>1</sup> Including 50% of the employees at Veracel in Brazil and Montes del Plata in Uruguay.

# Accelerating renewable growth with new products and services

R&D expenditure in 2019

**EUR 141 million**

In 2019

**7%**

of our sales came from new products and services

Long-term target

**15%**

of our sales is expected to come from new products and services







# Forest



storaenso

THE RENEWABLE MATERIALS COMPANY

# Value creation through supply, innovation and sustainable forest management



**Competitive  
wood supply**



**Innovation**



**Sustainable  
forest management**

# Thank you!

## Q&A

