

Encouraging start of the year with stronger profitability and cash generation

| Interim report January-March 2025



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Performance and key highlights

Q1 2025

Excellent earnings and higher volumes in Region North America

Strengthened profitability in Region Europe





Improved cash flow

First sale of US-produced containerboard

SEKm	Q1-25	Change vs Q4-24	Change vs Q1-24
Net sales	11,101	-3%	+7%
Adjusted EBITDA	1,388	-4%	+19%
<i>% of net sales</i>	<i>13%</i>	<i>0 ppt</i>	<i>+2 ppt</i>
Adjusted operating profit – EBIT	638	-11%	+42%
<i>% of net sales</i>	<i>6%</i>	<i>0 ppt</i>	<i>+2 ppt</i>
Operating cash flow before capex	573	-67%	+194%
EPS (SEK)	1.67	-48%	+33%

Mostly normalized conditions during Q1

Expect stable market sentiment throughout Q2

Sales split, % ¹	 Food & Drink	 Printing & Publishing Papers	 Consumer & Luxury	 Industrial
LPB (10.1bn)	100%			
Cartonboard (2.7bn)	25%		75%	
Containerboard (5.5bn)	80%		10%	10%
Kraft & Specialty Paper (5.1bn) ²	50%		30%	10%
Sack Paper (3.2bn)	15%			85%
Graphical Paper (8.4bn)		100%		
Share of Group Net Sales³	~40%	~20%	~10%	~10%
Billerud Market status Q1	Normal	Normal	Weak	Normal
Billerud Market trend outlook Q2	Stable	Stable	Stable	Stable

1) 2024 Net Sales in bn SEK. 2) Excluding medical paper. 3) Total Group Net Sales include Currency hedging and Solutions & Other, not allocated to end-use segments

With regards to tariffs, Billerud is well-positioned

North America:

- Local production in the US with available capacity
- High service level and reliable supply chain
- Imported volumes approx. 25% in North American paper segments
- Limited purchases of imported input goods

Europe:

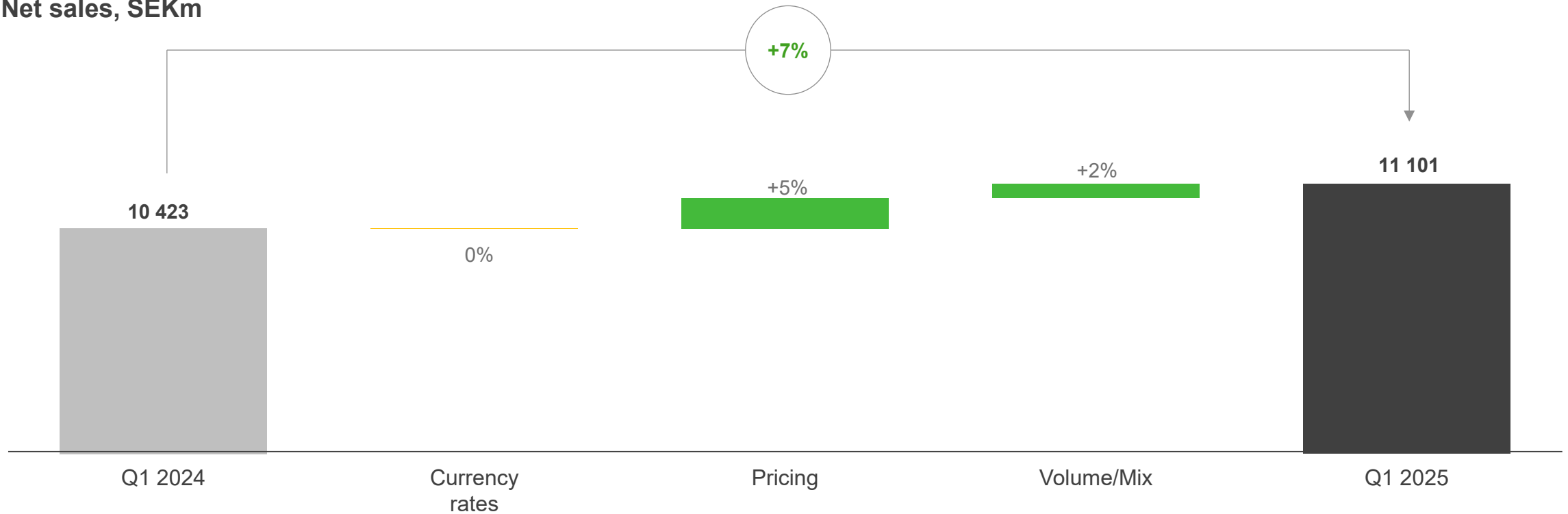
- Marginal export volumes from the EU to the US (2% of total)
- Limited purchases of imported input goods



Q1'25:

Sales growth driven by increased volume in North America and improved pricing in Europe

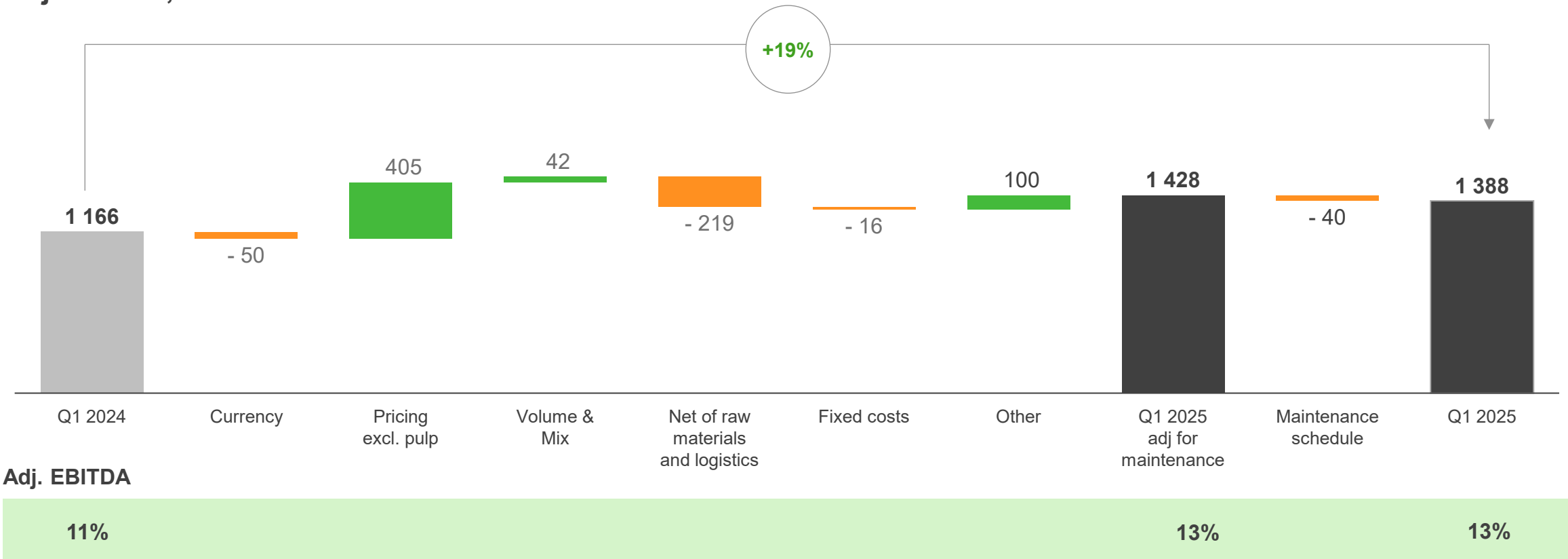
Net sales, SEKm



Q1'25:

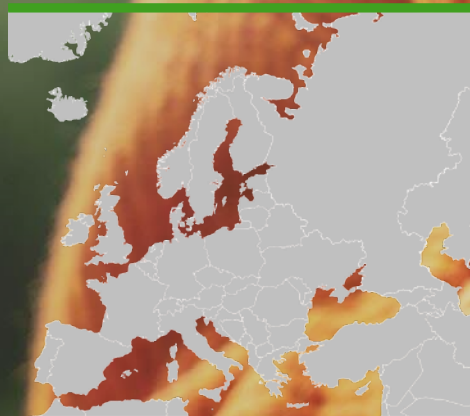
Strengthened profitability with pricing more than offsetting input cost increase

Adj EBITDA, SEKm



REGION

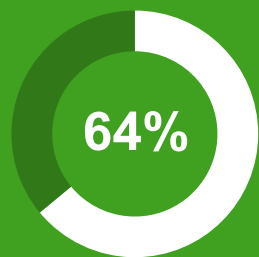
Europe



Region

Europe

- All categories except LPB growing vs year ago
- Significantly improved profitability
- Higher prices offsetting higher input costs
- Higher prices and lower input costs into Q2
- Extensive maintenance schedule in Q2



Share of net sales
Q1 2025

SEKm	Q1-25	Q1-24	Change
Net sales	7,130	6,920	+3%
<i>Liquid packaging board</i>	2,425	2,659	-9%
<i>Containerboard</i>	1,355	1,262	+7%
<i>Kraft and specialty paper</i>	1,010	953	+6%
<i>Sack paper</i>	917	784	+17%
<i>Cartonboard</i>	705	662	+6%
<i>Market pulp</i>	631	518	+22%
Net operating expenses	-6,076	-6,136	-1%
EBITDA	1,054	784	+34%
EBITDA margin	15%	11%	+4 ppt

REGION

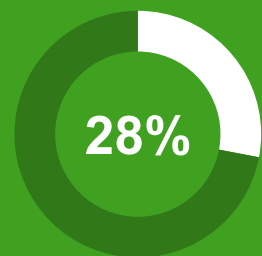
North America



Region

North America

- Highest sales volumes since Q4-22
- Excellent profit delivery driven by higher volumes
- Operating rate at 74%
- Positive Graphic pricing impact into Q2



Share of net sales
Q4 2024

SEKm	Q1-25	Q1-24	Change
Net sales	3,190	2,763	+15%
<i>Graphic paper</i>	2,133	1,962	+9%
<i>Specialty paper</i>	628	456	+38%
<i>Market pulp</i>	428	344	+24%
Net operating expenses	-2,510	-2,316	+8%
EBITDA	680	447	+52%
EBITDA margin	21%	16%	+5 ppt



Significant milestone on our Evolve journey First sale of US-produced containerboard

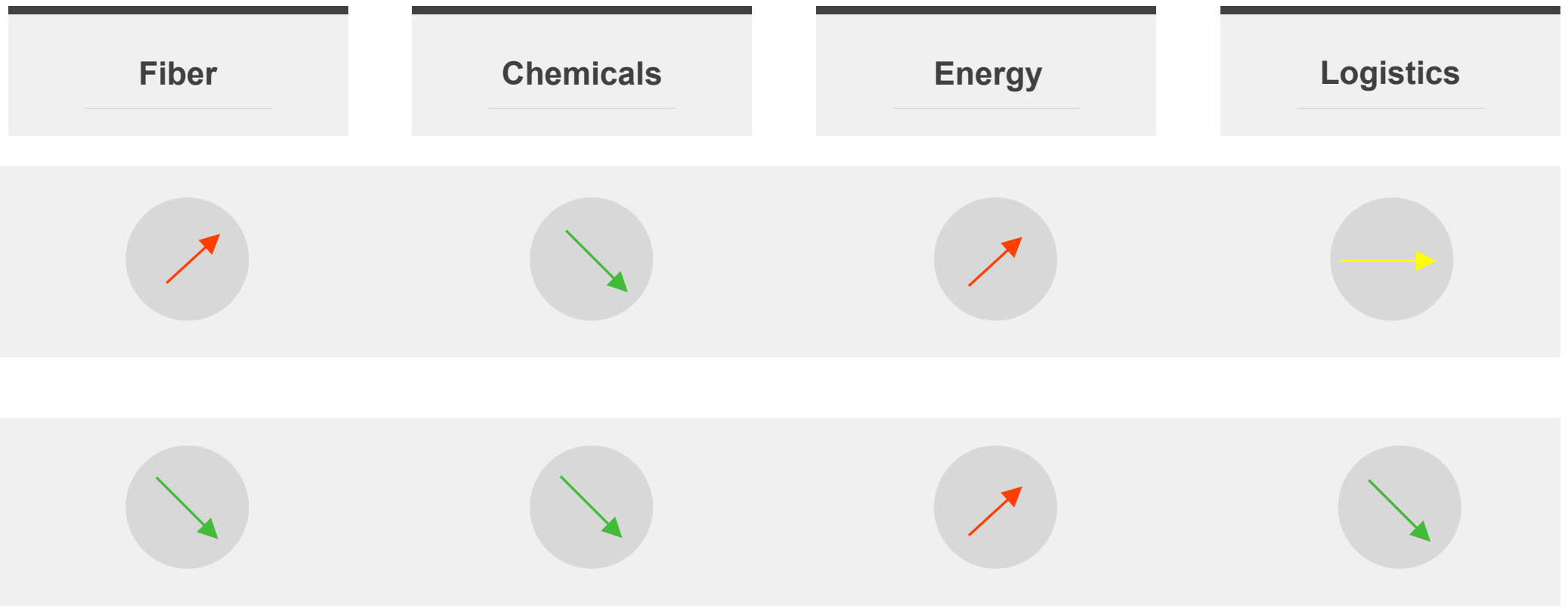
Coated liner, Tribute® produced and delivered to customers

Several ongoing trials with existing and new customers

Evolution investment program progressing as per plan

Overall flat cost development in the quarter

Lower costs into Q2 driven by lower energy prices



Improved cash conversion in the quarter

Significantly improved ROCE vs year ago

Leverage maintained at 1.0x EBITDA

Dividend payout of SEK 870 m in Q2¹

Unchanged capex guidance

CAPEX of SEK 3.5 bn in 2025

Strategic capex: SEK 1.3 bn

Base capex: SEK 2.2 bn

SEKm	Q1-25	Q1-24
Profit before tax	527	386
Adjustments for non-cash items	575	469
Tax paid	-33	-135
Cash flow from changes in working capital	-496	-525
Cash flow from operating activities	573	195
Investments in tangible and intangible assets	-394	-686
Operating cash flow after investments in tangible and intangible assets	179	-491

SEKm	Q1-25	Q1-24
Net debt	5,398	6,202
Net debt / adjusted EBITDA	1.0	1.9
Adjusted ROCE	7%	1%
Cash conversion	41%	17%

1) Subject to AGM's approval on 20th of May

Outlook for Q2 2025



Continued solid market sentiment in North America and well positioned for tariffs



Normal market conditions for most products in Europe



Higher sales prices and lower input costs



Extensive maintenance schedule





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