



Glen Pearce
Chief Financial Officer

Sappi is a **global company** delivering dissolving wood pulp, paper pulp, paper-based and biorefinery solutions to our direct and indirect customer base across more than **150 countries**.



Steve Binnie
Chief Executive Officer

FY2016 group sales US\$ **5,141** million



64%
graphic/
printing papers



16%
packaging and
speciality papers



19%
dissolving
wood pulp and
paper pulp



1% Other sales

Through intentional evolution we will continue to grow **Sappi** into a profitable and cash-generative diversified woodfibre group — focused on dissolving wood pulp, paper and products in adjacent fields.

Achieve
cost advantages

- Continuously improve **cost position**
- Continue to maximise global **procurement benefits**
- Best-in-class **production efficiencies**

Rationalise
declining businesses

- Maximise production** at low-cost mills
- Continue to convert low contributing graphic capacity to higher profitable speciality packaging grades

Grow
through moderate investments

- Expand** speciality paper and packaging grades up to 20% of group EBITDA
- Grow** dissolving wood pulp capacity by up to 100,000 tons over the next two years

Generate
cash to strengthen balance sheet

- Maintain** net debt/ EBITDA below 2x
- Continuously** improve working capital
- Use liquidity sources** to repay the maturing 2017 US\$400 million bond

Accelerate
growth in adjacent businesses from a strong base

- Commercialise** biotech opportunities
- Assess new business opportunities** for commercial application

*For the financial year ended September 2016.

Graphic/printing paper

Printed communications remain effective, cost-efficient and powerful in delivering messages to and eliciting actions from target audiences.

Speciality and packaging paper

Speciality paper and paper packaging are seen as playing an increasingly important role in an environmentally conscious world. Speciality grades include: silicone-base papers, food-grade packaging paper, premium quality packaging papers, paper suitable for thermal printing, tissue products and casting release papers used by suppliers to the fashion, textiles, automobile and household industries.

Dissolving wood pulp

Many people believe woodfibre is only used to make paper. What they do not realise is that many products use cellulose, or dissolving wood pulp, as a key component. Sappi is the world's leading producer of dissolving wood pulp, used mainly to create viscose staple fibre for clothing and textiles, but also used in foodstuffs, household products and pharmaceuticals.

Nanocellulose

Using wood pulp, we are pioneering low-cost Cellulose NanoFibrils (CNF) production with a unique patented process in line with our intent of seeking new growth opportunities in adjacent and new markets.

Biorefinery products and energy

We're further diversifying our business to derive additional value from our raw material, wood, by extracting biorefinery products and producing energy from renewable resources.

Investors

Sappi is listed on the Johannesburg Stock Exchange (JSE) (SAP). Sappi's shares are also traded in the USA through a level 1 OTC (over-the-counter) ADR programme. Market Cap is US\$2,796 million at September 2016.

At 2016 year-end 75.42% of stock was held by 20 asset managers of which: 60% are South African and 40% international institutions.

Sappi Europe



- 6** Paper mills
- 1** Speciality paper mill
- 18** Sales offices

Berry Wiersum
Chief Executive Officer



Sappi North America



- 1** Paper mill
- 1** Speciality paper mill
- 1** Paper and specialised cellulose mill
- 6** Sales offices

Mark Gardner
President and Chief Executive Officer



Sappi Southern Africa



- 2** Paper mills
- 1** Paper and specialised cellulose mill
- 1** Specialised cellulose mill
- 1** Sawmill
- 6** Sales offices
- 492,000ha** Forests

Alex Thiel
Chief Executive Officer



Sappi Trading

Products from all three regions are sold to customers in over 150 countries.

Wayne Rau
Chief Executive Officer



We are active in one of the world's truly sustainable industries. Our sustainability philosophy, at the heart of everything we do, involves **Prosperity, People, and the Planet.**

Sappi Limited is a constituent of the FTSE/JSE **Responsible Investment Index** and the The FTSE/JSE **Responsible Investment Top 30 Index**

We manufacture on **three continents:** million tons per annum:

Paper **5.4** Paper Pulp **2.3** Dissolving Wood Pulp **1.3**

Our **products** are sold in **more than 150 countries**

We **employ** more than **12,000 people** in more than **20 countries**

US\$ **4.4m** invested in corporate **social responsibility**

Globally, **73%** of the **fibre** we use is **certified.** The balance is procured from known and controlled sources

Globally, **52.9%** of our **energy** use is derived from **renewable resources**

Over five years, we have reduced our global absolute emissions intensity (Scope 1 and Scope 2) by **8.8%**

Globally, **90%** of our **process water** is **returned to the environment**

30% of our own land in South Africa managed for **biodiversity** conservation