



Glen Pearce  
Chief Financial Officer

Sappi is a **global** diversified woodfibre company focused on providing dissolving wood pulp, specialities and packaging papers, printing and writing papers as well as products in adjacent fields including nanocellulose and lignosulphonate to our direct and indirect customer base across more than **150 countries**.



Steve Binnie  
Chief Executive Officer

FY2017 group sales <sup>US\$</sup>**5,296** million



**20%**  
dissolving  
wood pulp



**18%**  
specialities  
and packaging  
papers



**62%**  
printing and  
writing papers



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

- Improve operational and machine **efficiencies**
- Maximise **procurement benefits**
- Optimise **business processes**

**Rationalise**  
declining  
businesses

- Where possible convert paper machines to **higher margin** businesses
- Continuously **balance paper supply and demand** in all regions

**Maintain**  
a healthy  
balance sheet

- Optimise** working capital
- Strong** cash generation
- Smart** financing

**Accelerate**  
growth in higher  
margin growth  
segments

- Extract** value from our biorefinery stream
- Enhance** specialised cellulose portfolio
- Expand** paper packaging grades

Our values are underpinned by an unrelenting focus on and commitment to safety.

### 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.

### Specialities and packaging papers

Specialities and packaging papers are 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.

### Printing and writing papers

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

### Biomaterials

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. These include nanocellulose, lignosulphonate and biochemicals.

### 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\$3,633 million** at September 2017.

At 2017 year-end 70.83% of stock was held by 20 asset managers of which: 60% are South African and 40% international institutions.

### Sappi Europe



- 10** Production facilities
- 18** Sales offices

**Berry Wiersum**  
Chief Executive Officer



### Sappi North America



- 3** Production facilities
- 6** Sales offices

**Mark Gardner**  
President and Chief Executive Officer



### Sappi Southern Africa



- 5** Production facilities
- 6** Sales offices
- 479,000ha** 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 **2.2** Dissolving Wood Pulp **1.4**

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, **73.5%** 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 **5.4%**

Globally, **92%** of our **process water** is **returned to the environment**

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