



Sappi is a **global company** focused on dissolving wood pulp, paper pulp, paper-based and biorefinery solutions to our direct and indirect customer base across more than **160 countries**.



FY2015 group sales US\$ **5,390** million



graphic/printing papers **64%**



packaging and speciality papers **17%**



paper pulp and dissolving wood pulp **18%**

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

Improve operational and machine **efficiencies**

Maximise global **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

**Grow**  
through  
moderate  
investments

**Expand** paper packaging grades

**Enhance** specialised cellulose product portfolio

**Extract** value from our biorefinery stream

**Generate**  
cash to  
strengthen  
balance sheet

**Optimise** working capital

**Sell** non-core assets

**Restructure** debt

**Accelerate**  
growth in adjacent  
businesses from  
a strong base

New business **opportunities** including:

- Nanocellulose
- Biorefinery
- Energy

### 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\$1,539 million at September 2015.

At 2015 year-end 84% of stock was held by 20 asset managers of which: 70% are South African and 30% international institutions.

### Sappi Europe



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

**Berry Wiersum**  
Chief Executive Officer



### Sappi North America



- 1** Paper mill
- 1** Speciality paper mill
- 1** Paper and specialised cellulose mill
- 4** 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
- 4** Sales offices
- 492,000ha** Forests

**Alex Thiel**  
Chief Executive Officer



### Sappi Trading

Products from all three regions are sold to customers in over 160 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 **2.5** Dissolving Wood Pulp **1.3**

Our **products** are sold in **more than 160 countries**

We **employ** over **12,500 people** in more than **20 countries**

US\$ **3m** invested in corporate **social responsibility**

Globally, **79%** of the **fibre** we use is **certified**. The balance is procured from known and controlled sources

Globally, **52%** of our **energy** use is derived from **renewable resources**

Specific greenhouse gas **emissions** **reduced 16.9%** over the past five years

Globally, **93%** of our **process water** is **returned to the environment**

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