

Steve Binnie
Chief Executive Officer, Sappi Limited
11 May 2023

sappi

Q2 FY23 financial results

Forward-looking statements

Certain statements in this presentation that are neither reported financial results nor other historical information, are forward-looking statements, including but not limited to statements that are predictions of or indicate future earnings, savings, synergies, events, trends, plans or objectives. The words “believe”, “anticipate”, “expect”, “intend”, “estimate”, “plan”, “assume”, “positioned”, “will”, “may”, “should”, “risk” and other similar expressions, which are predictions of or indicate future events and future trends and which do not relate to historical matters, identify forward-looking statements. In addition, this document includes forward-looking statements relating to our potential exposure to various types of market risks, such as interest rate risk, foreign exchange rate risk and commodity price risk. You should not rely on forward-looking statements because they involve known and unknown risks, uncertainties and other factors which are in some cases beyond our control and may cause our actual results, performance or achievements to differ materially from anticipated future results, performance or achievements expressed or implied by such forward-looking statements (and from past results, performance or achievements). Certain factors that may cause such differences include but are not limited to:

- The highly cyclical nature of the pulp and paper industry (and the factors that contribute to such cyclicity, such as levels of demand, production capacity, production, input costs including raw material, energy and employee costs, and pricing)
- The impact on our business of adverse changes in global economic conditions
- Unanticipated production disruptions (including as a result of planned or unexpected power outages)
- Changes in environmental, tax and other laws and regulations
- Adverse changes in the markets for our products
- The emergence of new technologies and changes in consumer trends including increased preferences for digital media
- Consequences of our leverage, including as a result of adverse changes in credit markets that affect our ability to raise capital when needed
- Adverse changes in the political situation and economy in the countries in which we operate or the effect of governmental efforts to address present or future economic or social problems
- The impact of restructurings, investments, acquisitions, dispositions and other strategic initiatives (including related financing), any delays, unexpected costs or other problems experienced in connection with dispositions or with integrating acquisitions or implementing restructurings or other strategic initiatives, and achieving expected savings and synergies, and
- Currency fluctuations.

We undertake no obligation to publicly update or revise any of these forward-looking statements, whether to reflect new information or future events or circumstances or otherwise.

Regulation G disclosure

Certain non-GAAP financial information is contained in this presentation that management believe may be useful in comparing the company’s operating results from period to period.

Reconciliation’s of certain of the non-GAAP measures to the corresponding GAAP measures can be found in the quarterly results booklet for the relevant period.

These booklets are available on our website: <https://www.sappi.com/quarterly-reports>

Summary Q2 FY23

Excluding special items*

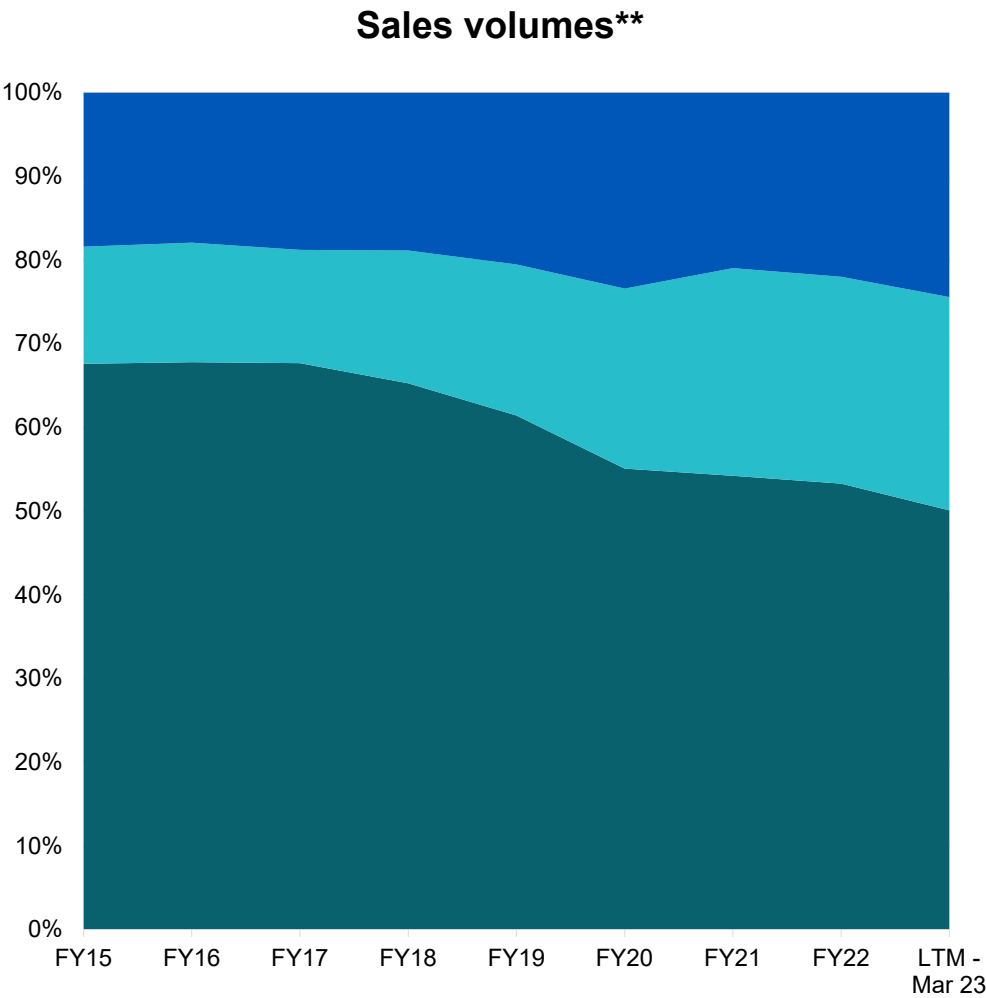
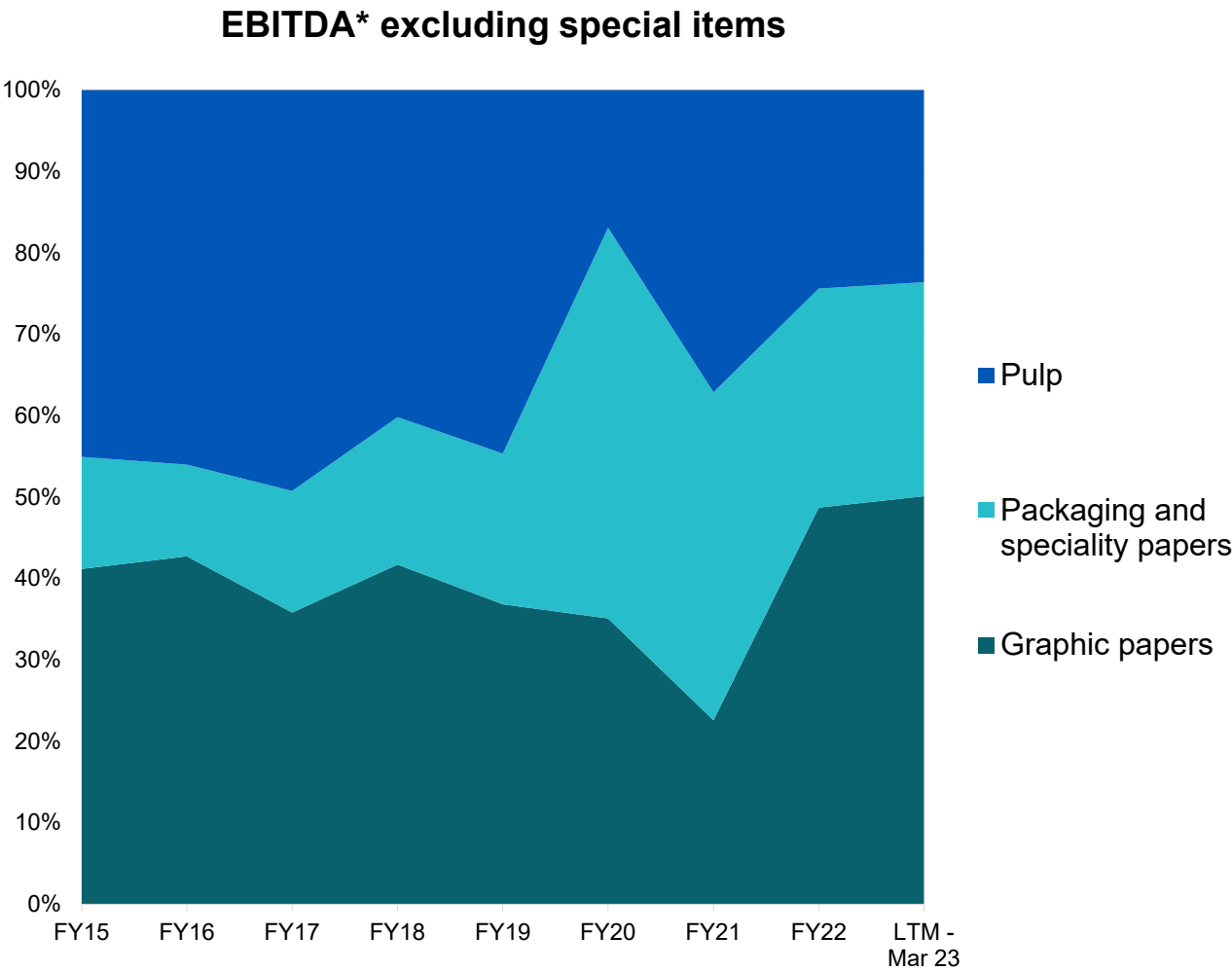


- Challenging global economy and significantly weaker paper markets
- Global pulp markets came under pressure
- Paper selling prices remained relatively stable
- Profitability negatively impacted by:
 - Reduced sales volumes
 - Cost inflation, and
 - Operational inefficiencies associated with commercial downtime
- Net debt decreased by US\$568 million y-o-y**

* Refer to the supplementary information in this presentation for a reconciliation of EBITDA to reported operating profit and page 29 in our Q2 FY23 financial results booklet (available on www.sappi.com) for a definition of special items.

** Q2 FY23 versus Q2 FY22.

Product contribution split

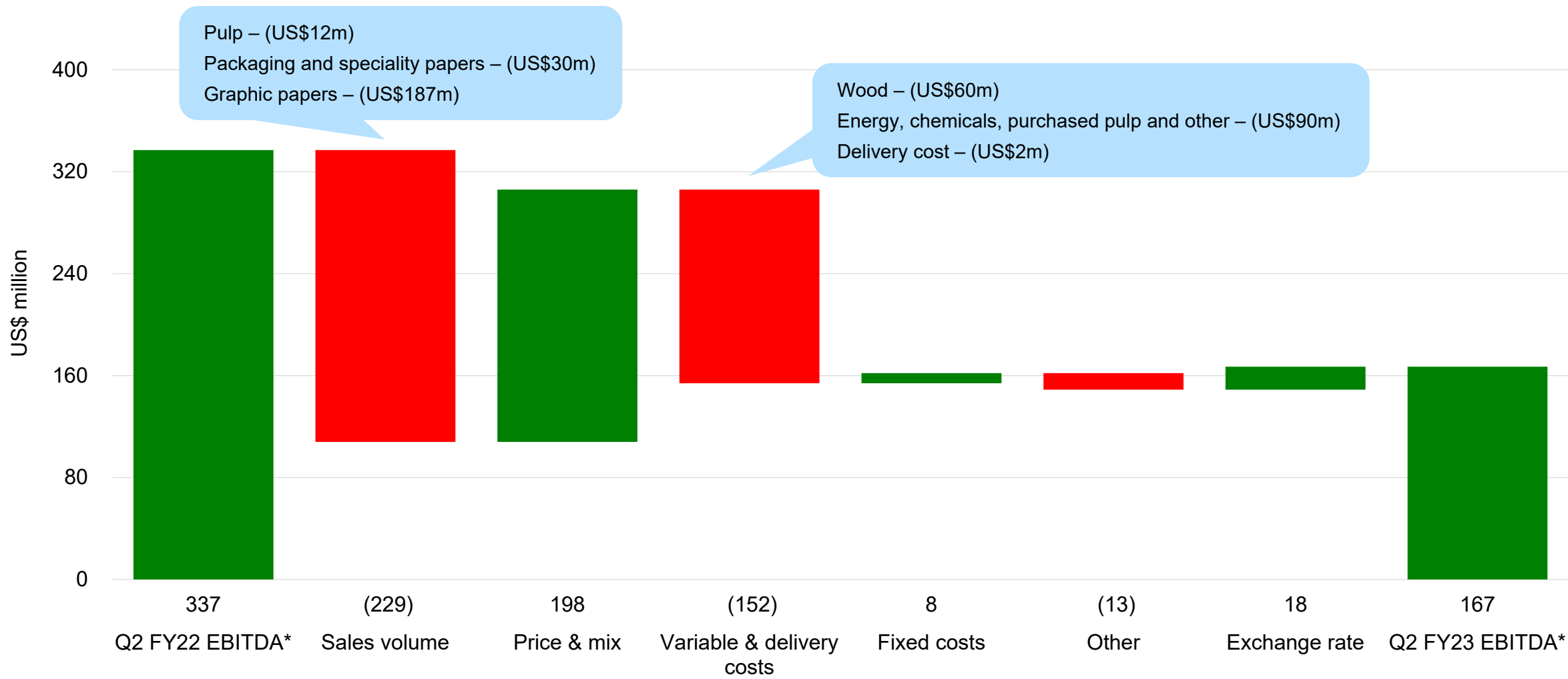


* Refer to the supplementary information in this presentation for a reconciliation of EBITDA to reported operating profit and page 29 in our Q2 FY23 financial results booklet (available on www.sappi.com) for a definition of special items. Data excludes treasury operations and an insurance captive.

** Sales volumes exclude forestry operations.

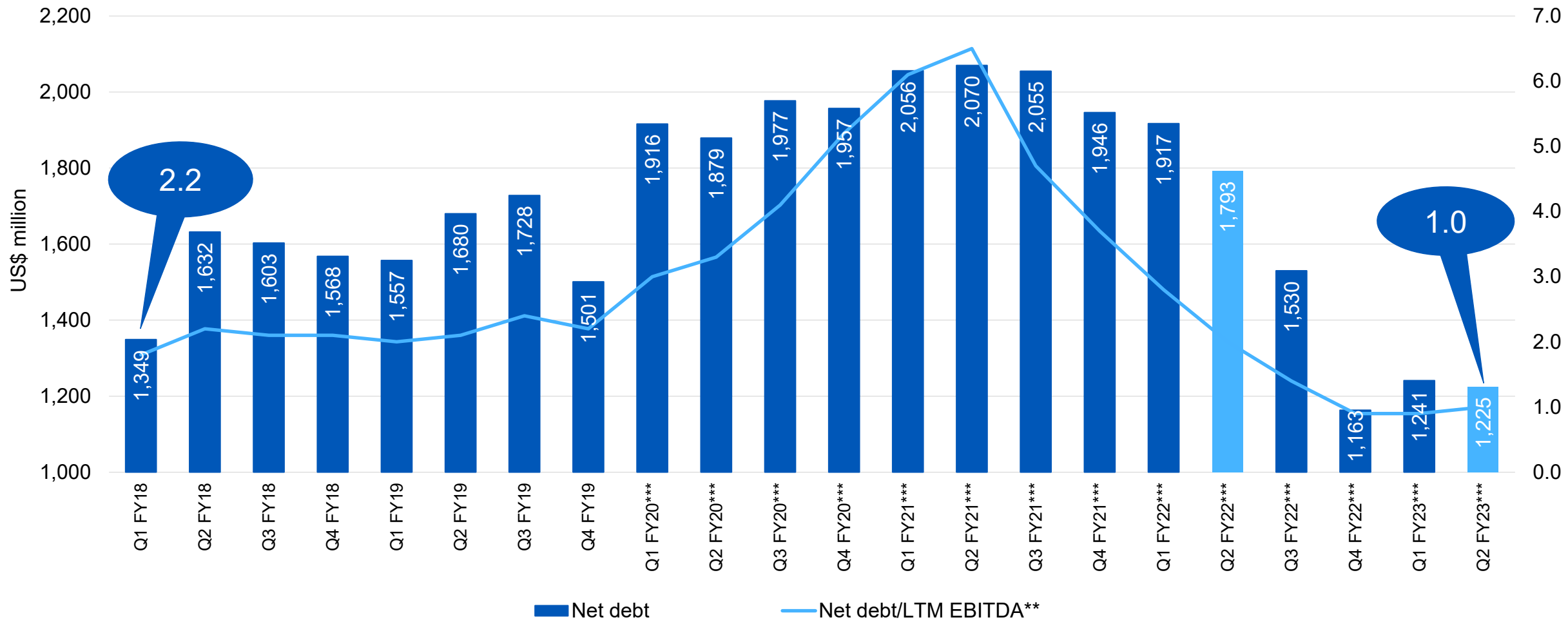
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EBITDA* reconciliation Q2 FY22 to Q2 FY23



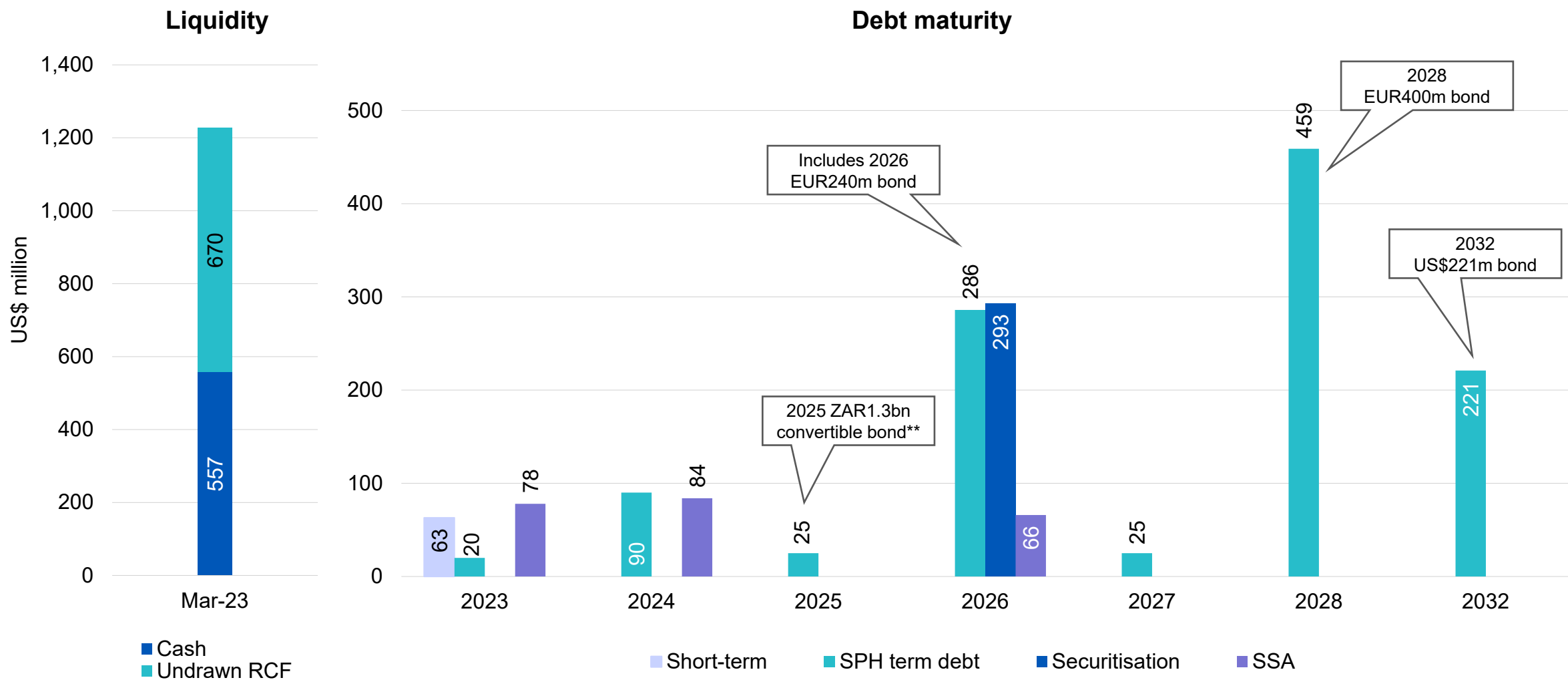
1. All variances were calculated, excluding forestry operations.
2. Currency conversion reflects translation and transactional effect on consolidation.
3. * = Excluding special items.

Net debt/EBITDA* development



* EBITDA excluding special items.
** The covenant Net debt/LTM EBITDA calculation has adjustments and therefore differs from that shown above.
*** Quarters impacted by IFRS 16 leases (Q2 FY23 ~US\$89m) and Matane Mill acquisition (Q1 FY20 US\$158m).

Debt maturity profile* Fiscal years



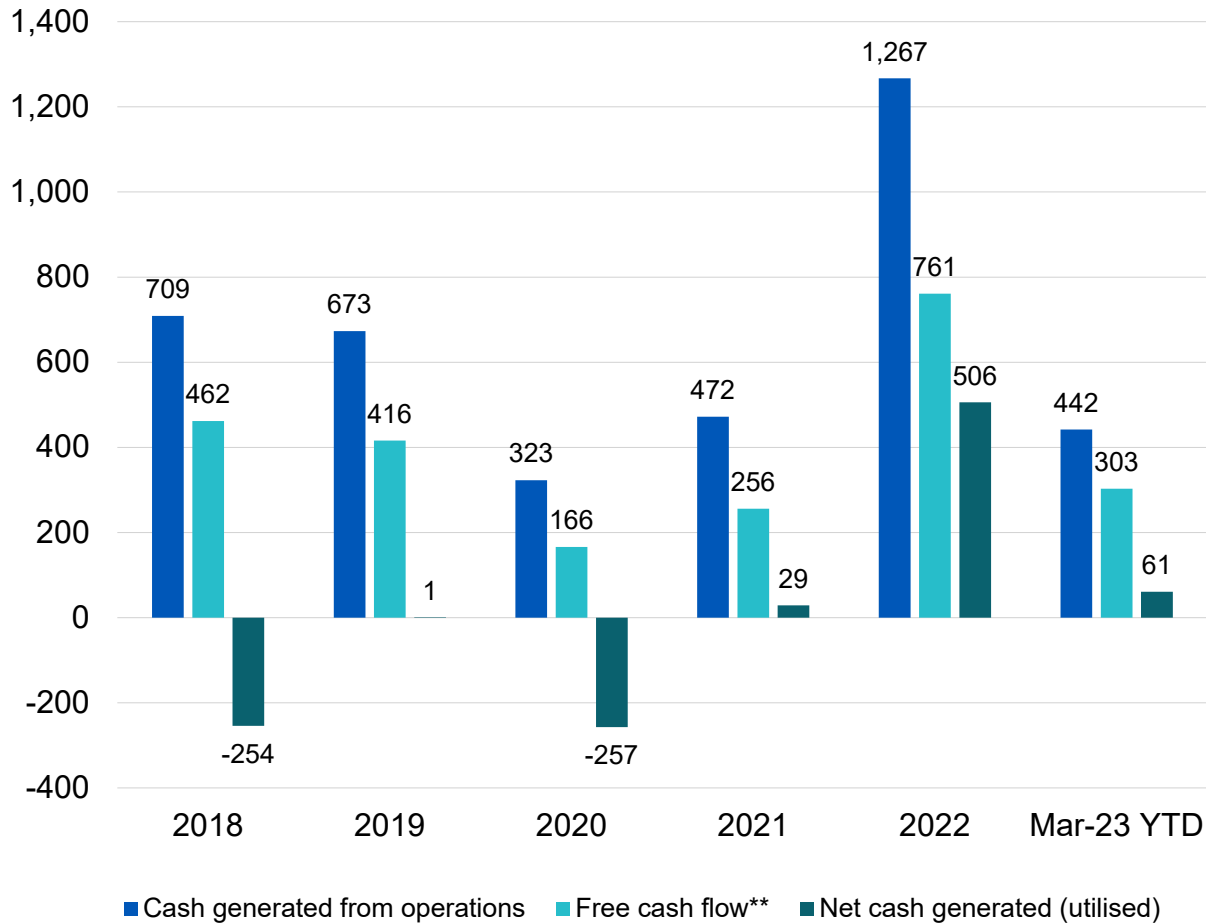
* Excludes US\$85 million in IFRS 16 leases; average time to maturity of approximately four years.

** SSA issued five-year convertible bonds in 2020 with a principal amount of ZAR1.8 billion. The bonds are convertible into ordinary shares of Sappi Limited. The group has received conversion notices for the convertible bond of just over 35% of the initial offering of ZAR1.8 billion.

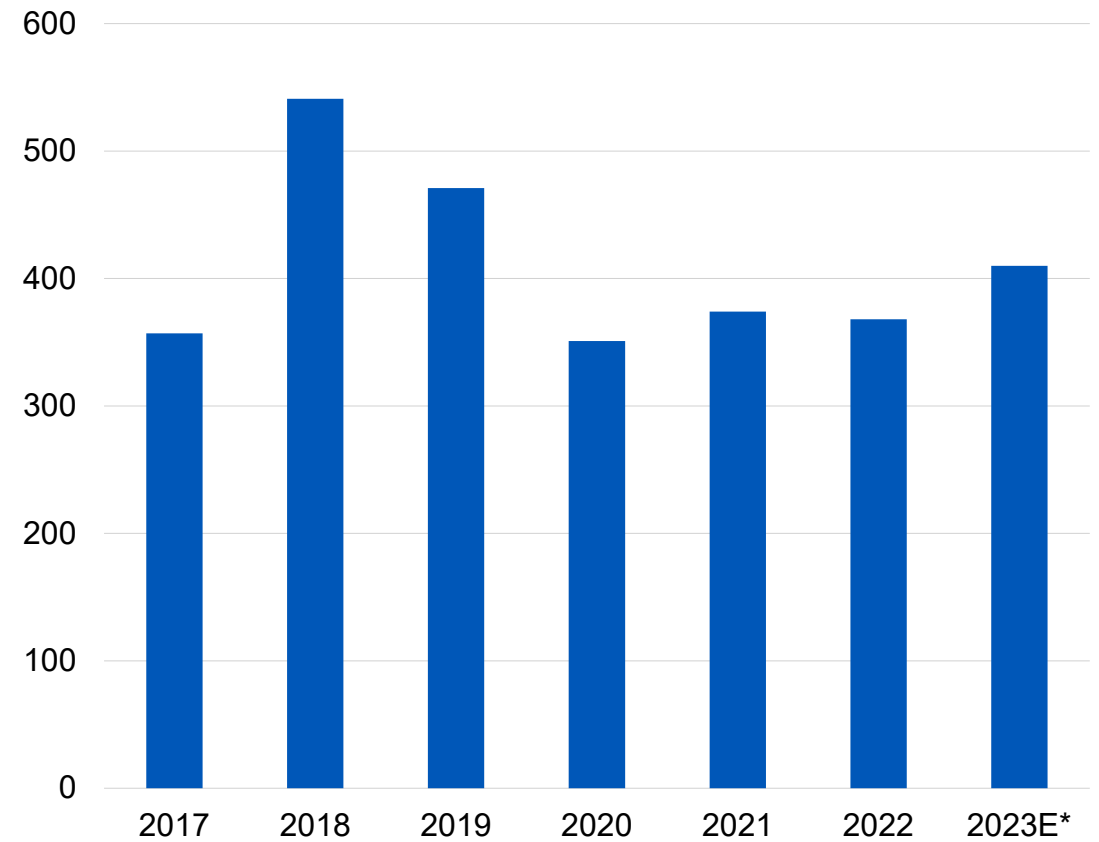
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Cash flow and capex

Cash flow














Capital expenditure



* Estimated capital expenditure guidance for FY23 has reduced from US\$430 million as we reevaluate and prioritise our capex spending in challenging market conditions.

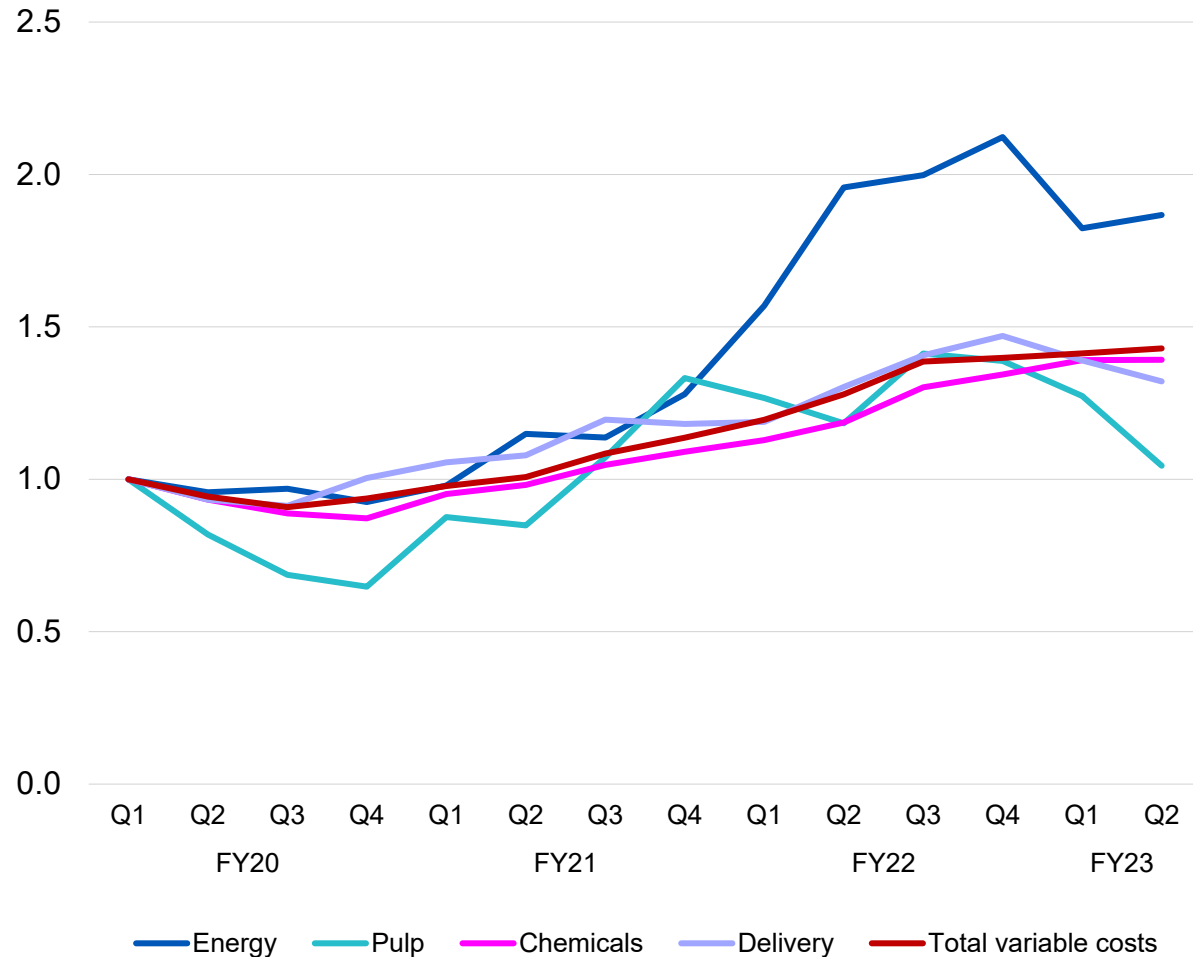
** Free cash flow = Cash generated from operations less working capital, less maintenance and regulatory/environmental capex.

Disciplined capital allocation

Category		Strategic priority		FY23 Targets / Achievements
 Regulatory & environmental	External regulatory & environmental requirements	High	Mandatory license to operate Mandatory to meet ESG goals	 US\$60 million for sustainability
	Balance sheet sustainability		A healthy balance sheet maximises capital allocation flexibility	 Mar-23 YTD free cash flow US\$303 million Good progress towards target net debt of US\$1 billion Mar-23 net debt US\$1,225 million
 Sustaining	Protect against future decline		Reduce exposure to declining graphic paper markets	 Explore alternate options for the sale of European graphic paper assets
	Cost reduction Increase efficiency Mix optimisation		Improve cost position Optimise assets Shift into better-performing product categories	 Alfeld Mill barrier coating project complete Somerset Mill PM1 debottlenecking project complete Gratkorn Mill wet strength label project in progress
 Profit improvement	Shareholder value		Sustainable dividends return value to shareholders Target ROCE 2% above WACC	 Annualised ROCE 17.9% Dividend payment US\$85 million Initiated the share buy-back program (April/May ~9.2 million shares US\$23 million)
	Expansion of existing products		Invest in growth segments	 Conversion & expansion of Somerset Mill PM2 from graphic paper to paperboard initiated (FY23 capex US\$70million)
 Shareholder returns		Low		
 Growth				

Cost inflation developments

Major variable input cost/ton impact on the group since Q1 FY20

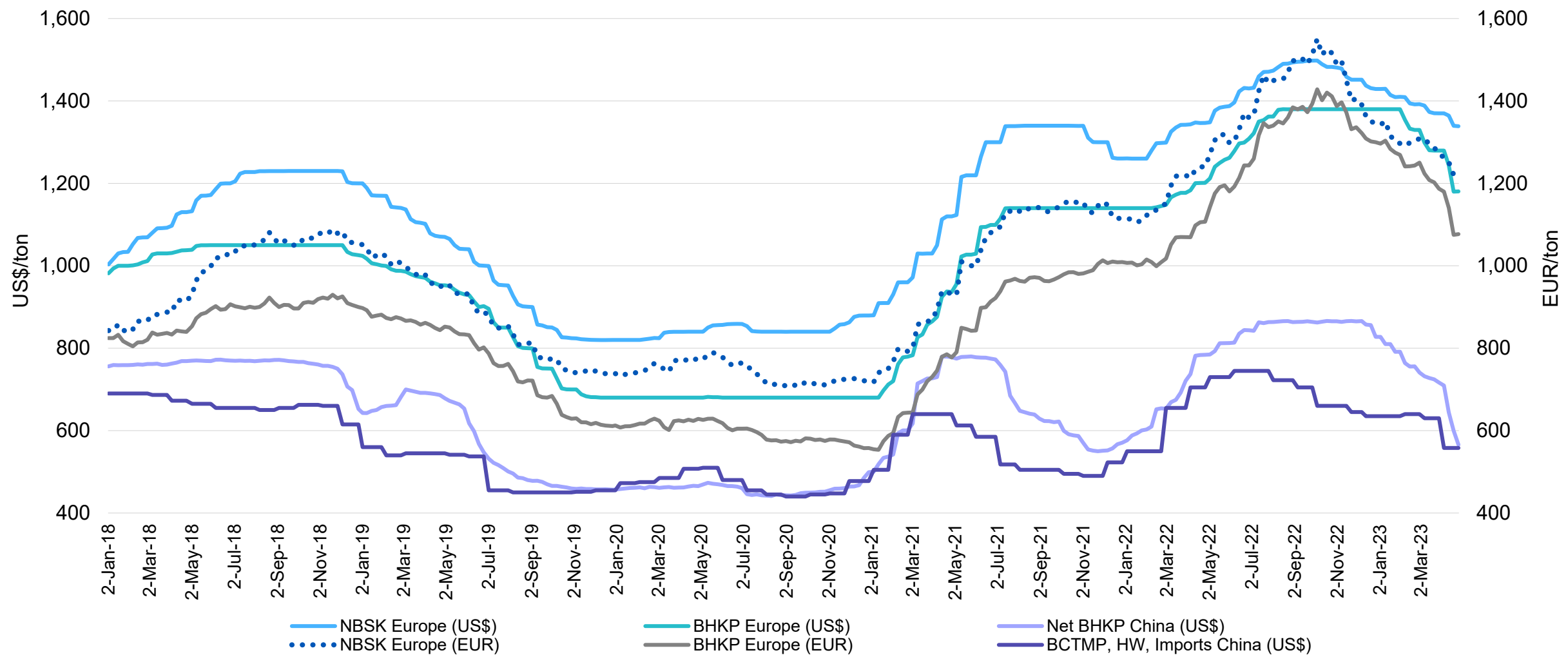


- Curtailment impacted operational efficiencies
- Total variable costs +1% q-o-q*
- Energy costs +2% q-o-q*; winter season and curtailment impact in North America

Indexed to Q1 FY20.

* Q2 FY23 versus Q1 FY23.

Paper pulp Prices



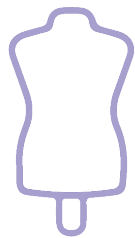
Source: FOEX, CCF group, RISI.



- European gas demand is still well below five-year average
- Sufficient LNG supply as well as pipeline supply from Norway
- Continued high gas storage levels across Europe
- Effective gas replacement by coal, nuclear and biomass
- High renewable power generation, French nuclear starting up again

Segmental overview

Pulp



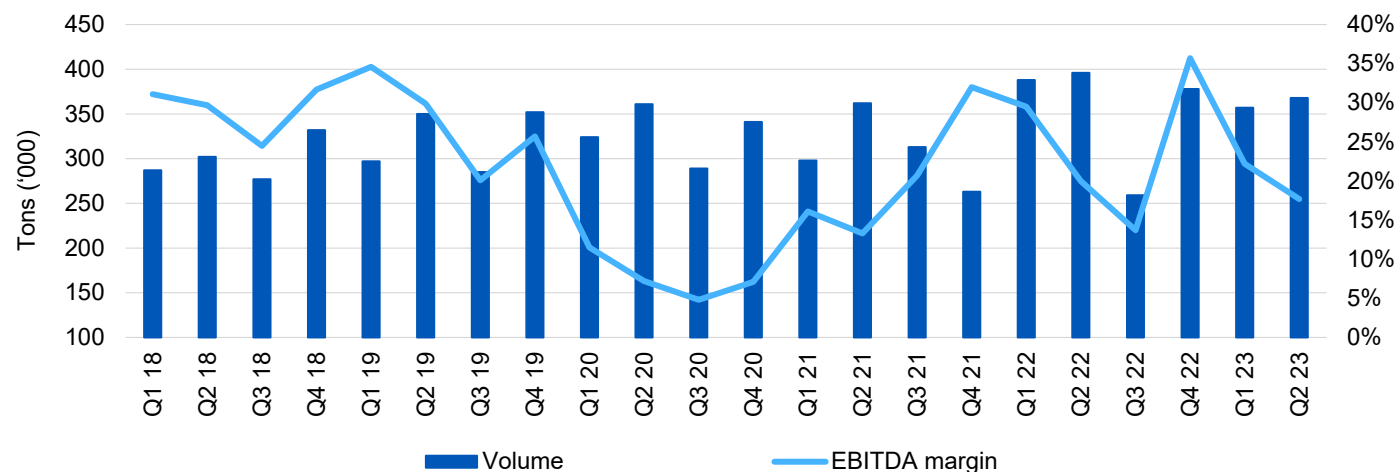
Summary Q2 FY23

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Sales tons -7%
year-on-year**

Price per ton -1%
year-on-year**

EBITDA* margin
17.7%

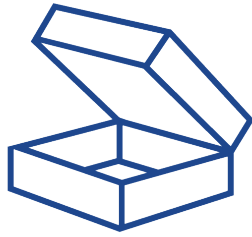


- Market conditions improved during the quarter
- Dissolving pulp (DP) market price increased to US\$920/ton from a low of US\$883/ton in January
- Lower net selling prices and higher input costs y-o-y** depressed margins for the segment

* Refer to the supplementary information in this presentation for a reconciliation of EBITDA to reported operating profit and page 29 in our Q2 FY23 financial results booklet (available on www.sappi.com) for a definition of special items.

** Q2 FY23 vs Q2 FY22.

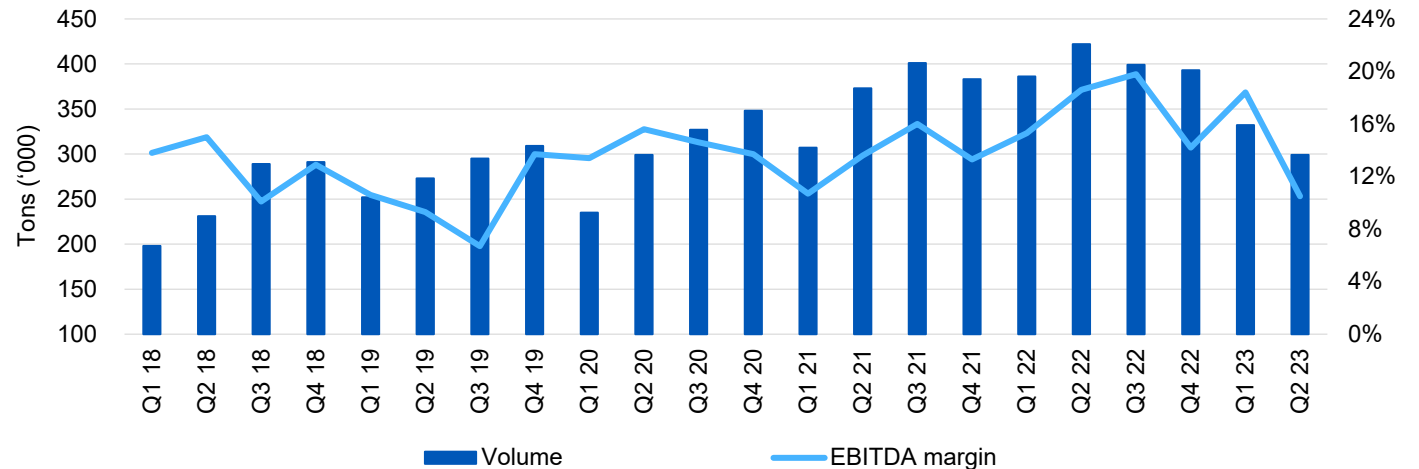
Packaging and speciality papers



Sales tons -29%
year-on-year**

Price per ton +14%
year-on-year**

EBITDA* margin
10.5%



- Significant headwinds from elevated downstream inventories
- Ngodwana Mill in South Africa encountered production difficulties following heavy rains and challenges associated with the recent upgrade of the containerboard machine

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** Q2 FY23 vs Q2 FY22.

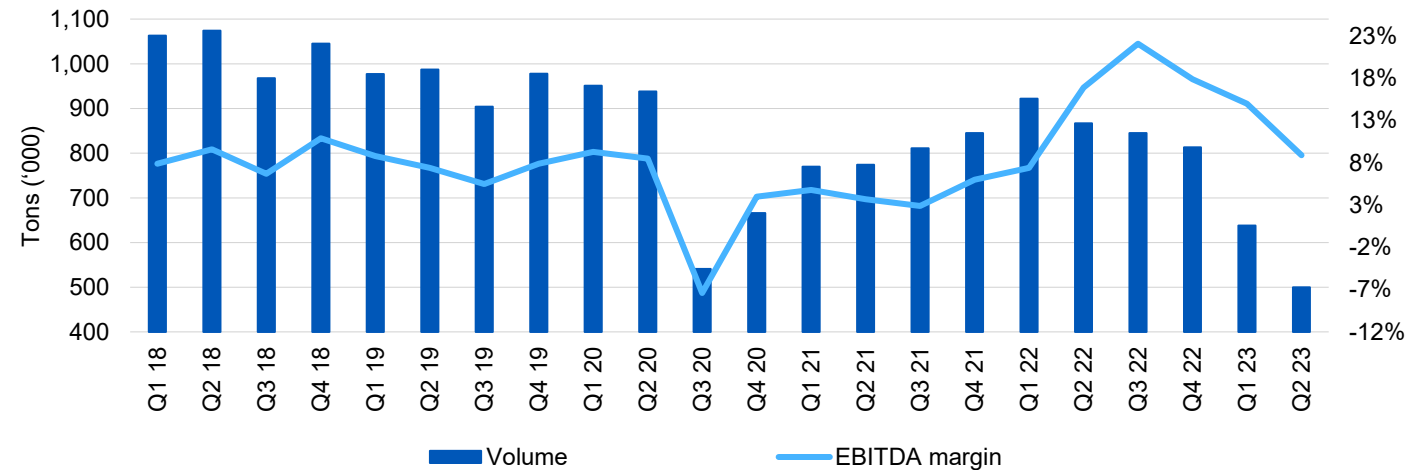
Graphic papers



Sales tons -42%
year-on-year**

Price per ton +24%
year-on-year**

EBITDA* margin
8.9%



- Markets were weak
- Production curtailment in both the European and North American regions

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** Q2 FY23 vs Q2 FY22.

Regional segments

Summary Q2 FY23

Sappi Europe



Sales tons -45%
year-on-year**

Price per ton (EUR)
+29% year-on-year**

EBITDA* margin
3.4%

Sappi North America



Sales tons -26%
year-on-year**

Price per ton (US\$)
+15% year-on-year**

EBITDA* margin
14.4%

Sappi Southern Africa



Sales tons** -9%
year-on-year***

Price per ton (ZAR)**
+17% year-on-year***

EBITDA* margin
20.2%

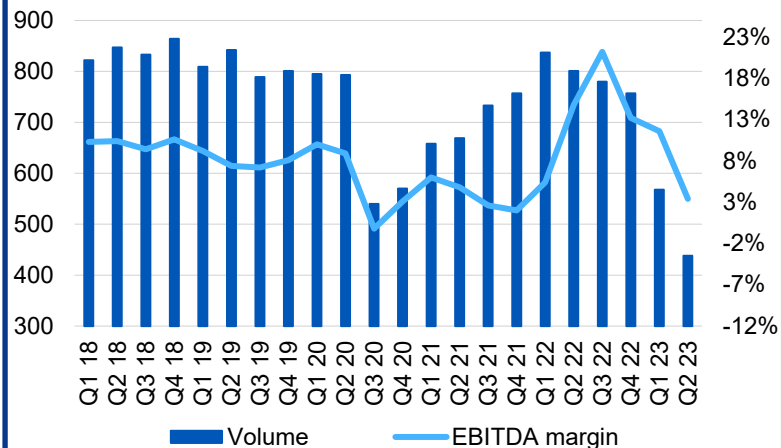
* Refer to the supplementary information in this presentation for a reconciliation of EBITDA to reported operating profit and page 29 in our Q2 FY23 financial results booklet (available on www.sappi.com) for a definition of special items.

** Q2 FY23 vs Q2 FY22.

Regional segments continued

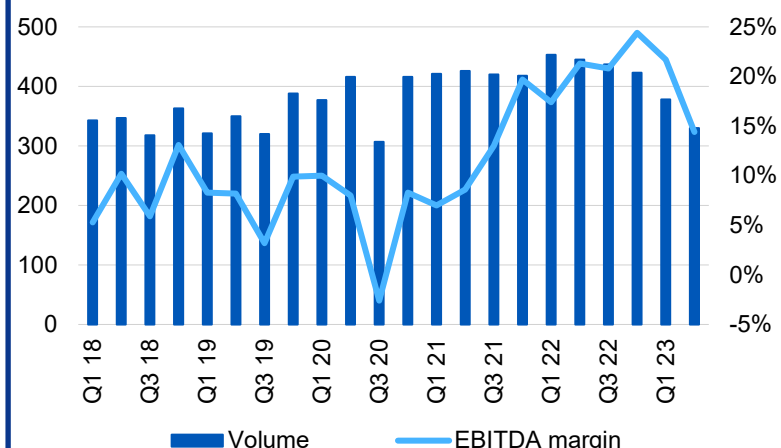
Summary Q2 FY23

Sappi Europe



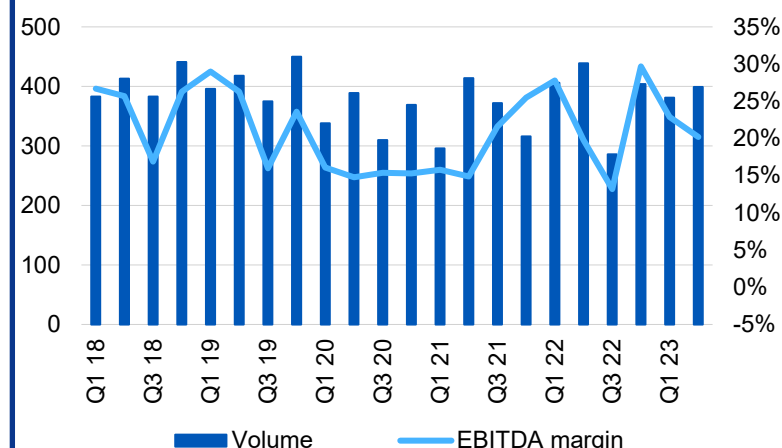
- Higher y-o-y** average selling prices insufficient to offset substantially lower sales volumes

Sappi North America



- Paper sales volumes contracted sharply

Sappi Southern Africa



- Marginal improvement in profitability y-o-y**

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** Q2 FY23 vs Q2 FY22.

18

Our business strategy Thrive25



* Earnings before interest, tax, depreciation and amortisation.

⁽¹⁾ EBITDA = EBITDA excluding special items.

⁽²⁾ TCFD = Task Force on Climate-related Financial Disclosures.

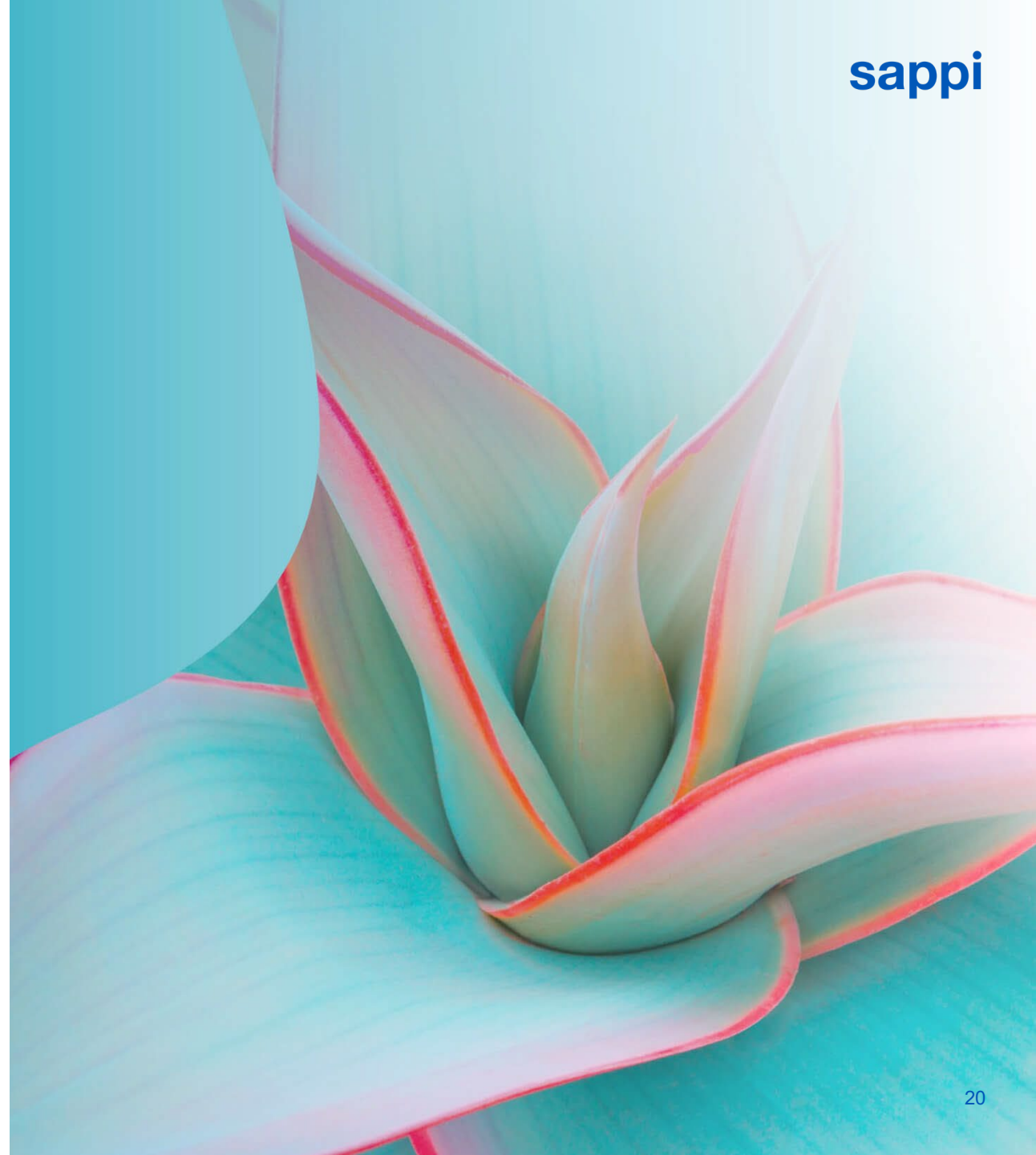
Who we are

Sustainability is at the core of our business.

Every solution we create supports our goal to make everyday products more sustainable.

We know that the long-term sustainability of our business will only be ensured by delivering sustained value for our stakeholders.

We are a sustainable business with an exciting future in woodfibre that provides relevant solutions, delivers enhanced value and is a trusted partner to all our stakeholders.



ESG - Continuously rethinking what we do and how we do it

Our commitment to sustainable growth



PLATINUM Top 1%
2022
ecovadis
Sustainability
Rating

Awarded
Platinum Level
in sustainability
performance by
independent rating
agency **EcoVadis**

Sappi Forests
100% FSC- and
PEFC-certified

SCIENCE
BASED
TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Validated
**Science-Based
GHG reduction**
target



ISS ESG
ethix • climate • oekom

Rated '**Prime**' by
Oekom Research,
an improvement
from C+ to **B-**
(December 2022)

FTSE4Good

**FTSE4Good
Index Series**
(July 2022)

MSCI
ESG RATINGS

A

CCC B BB BBB A AA AAA

MSCI rating
improved to **A**
(May 2022)

Report to the **CDP** (www.cdp.net/en)
under its **climate change** (2022 B),
forest (2022 A-) and **water** (2022 B-) programmes making our responses
publicly available on www.sappi.com

the dti
Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

BBBEE

Sappi Southern
Africa is a **Level 1**
broad-based black
economic
empowerment
contributor (2022)

Outlook



Demand

- The short-term DP supply/demand landscape is expected to remain relatively balanced
- Paper market conditions are anticipated to remain weak until the destocking cycle is complete

Cost inflation

- Some relief may be expected from lower input and delivery costs as many variable cost categories have passed their pricing peak, and we anticipate input cost benefits to be realised in the coming quarters



Strategy

- We remain committed to our strategy to reduce exposure to graphic paper markets while investing for growth in renewable packaging, dissolving pulp and biomaterials

Capital expenditure

- Capital expenditure in FY2023 is estimated to be US\$410 million; which includes US\$70 million for the Somerset Mill PM2 conversion and expansion project

Overall impact on Q3 FY23

- The third quarter is seasonally the weakest in terms of demand for our products
- Given that global macroeconomic uncertainties continue to weigh on consumer sentiment and paper markets have yet to show signs of a sustained recovery in demand, we anticipate that EBITDA for the third quarter of FY23 will be below that of the second quarter

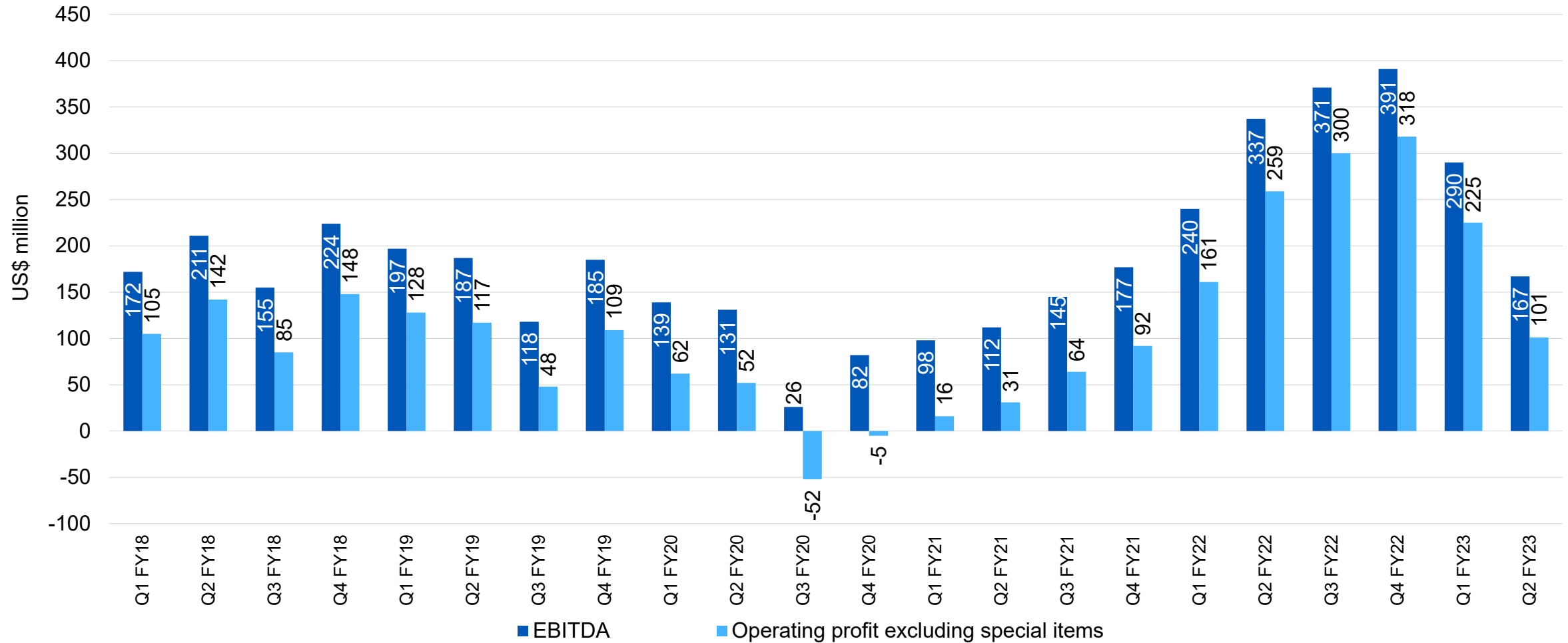
Thank you



Supplementary information

EBITDA and operating profit

Excluding special items*



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Packaging papers



- Paperboard
- Flexible packaging
- Containerboard

Speciality papers

- Label and self-adhesive
- Casting & release
- Dye sublimation
- Tissue



Packaging and speciality papers Production facilities



Alfeld Mill (Germany)

Flexible packaging, label paper, paperboard, silicone base paper, functional paper



Ehingen Mill (Germany)

Containerboard



Rockwell Solutions (Scotland)

Functional papers and flexible packaging, coated barrier film



Carmignano Mill (Italy)

Flexible packaging paper, label paper, inkjet paper, dye sublimation paper



Lanaken Mill (Belgium)

Functional paper



Somerset Mill (United States)

Label paper, paperboard, flexible packaging



Cloquet Mill (United States)

Label paper



Maastricht Mill (Netherlands)

Paperboard



Tugela Mill (South Africa)

Containerboard



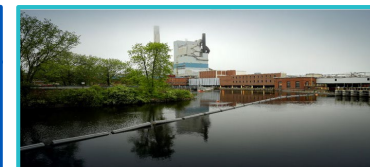
Condino Mill (Italy)

Flexible packaging paper, silicone base paper, inkjet paper, dye sublimation paper



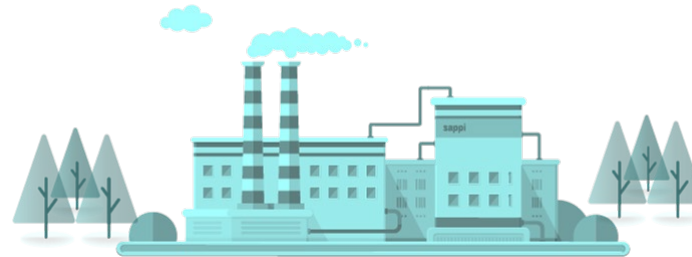
Ngodwana Mill (South Africa)

Containerboard



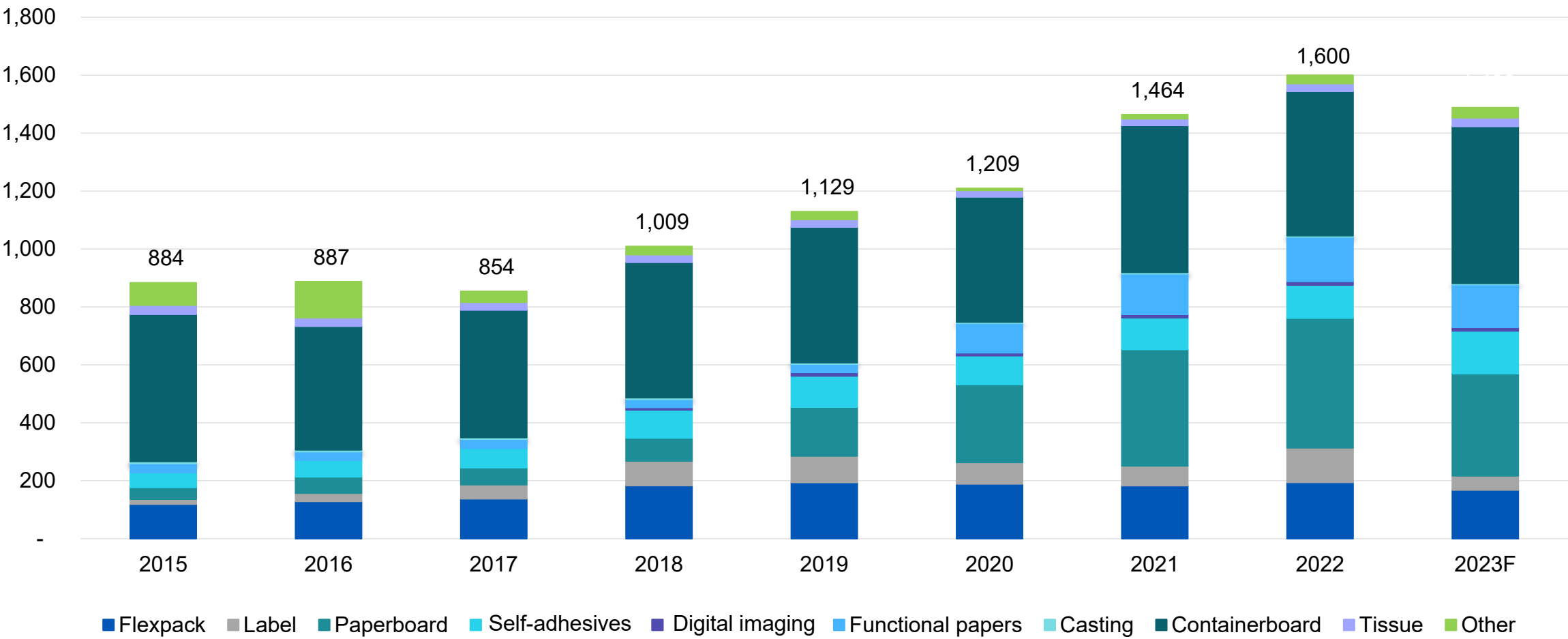
Westbrook Mill (United States)

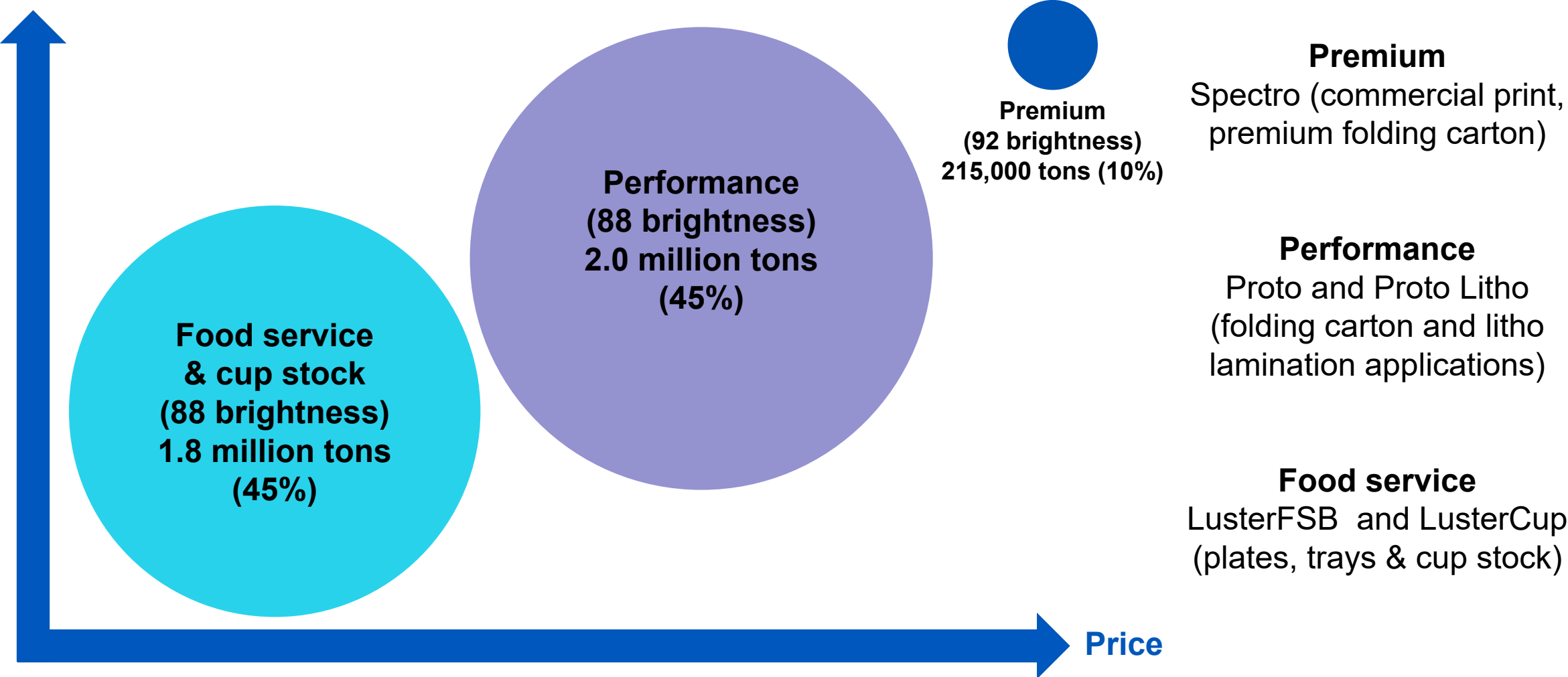
Casting and release paper



Packaging and speciality papers

Volume growth 2015 to 2023





Sources: RISI, Poyry and Chartic; premium volume includes a range of premium folding carton from Sappi estimations.

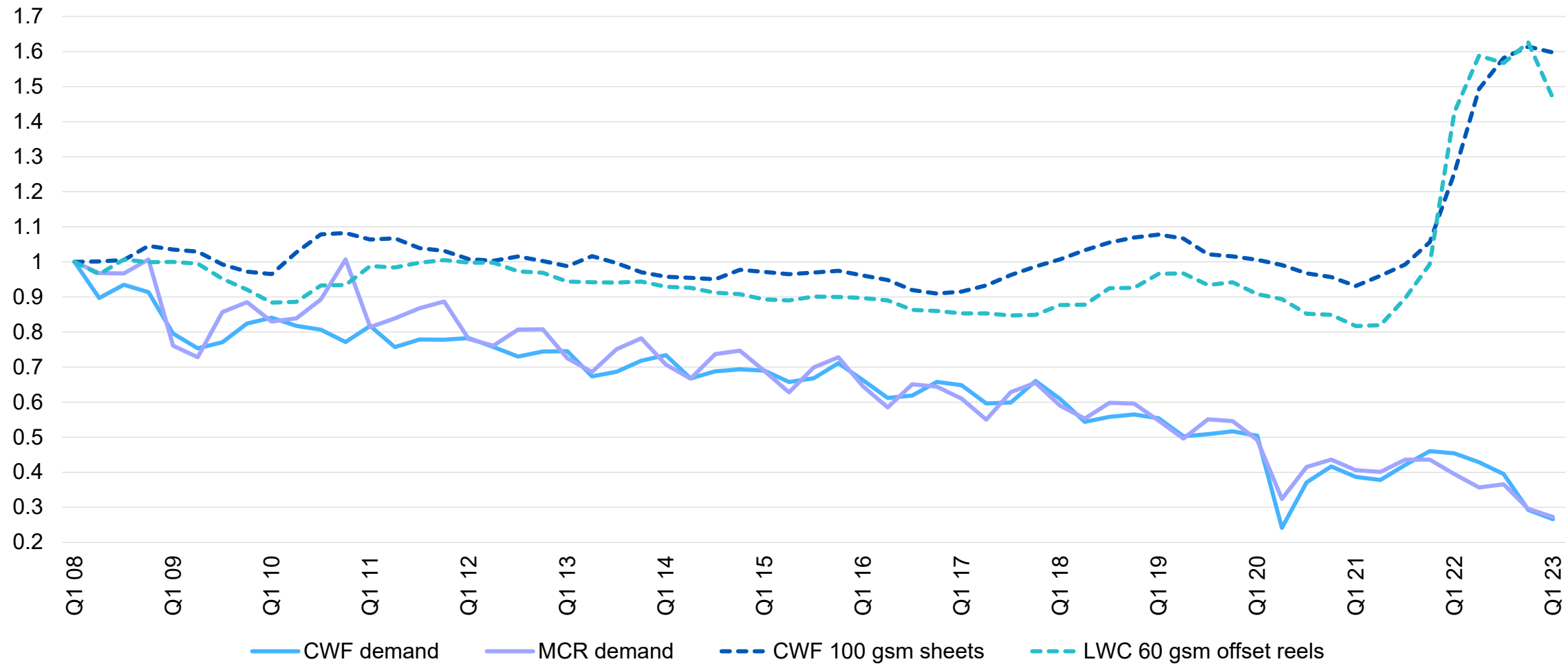
	Q2 FY23	Q1 FY23	Q2 FY22
Tons sold ('000)	438	568	801
- <i>Packaging and speciality papers</i>	110	124	167
- <i>Graphic papers</i>	328	444	634
Sales (EURm)	592	783	839
Price/Ton (EUR)	1,352	1,379	1,047
Cost/Ton* (EUR)	1,352	1,250	925
Operating profit excluding special items** (EURm)	-	73	98
EBITDA excluding special items** (EURm)	20	91	124

* Sales less operating profit excluding special items divided by tons sold.

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Coated paper Deliveries and prices

Western Europe*



* Western Europe shipments, including export.
Source: Cepifine, Cepiprint and RISI indexed to Q1 08.

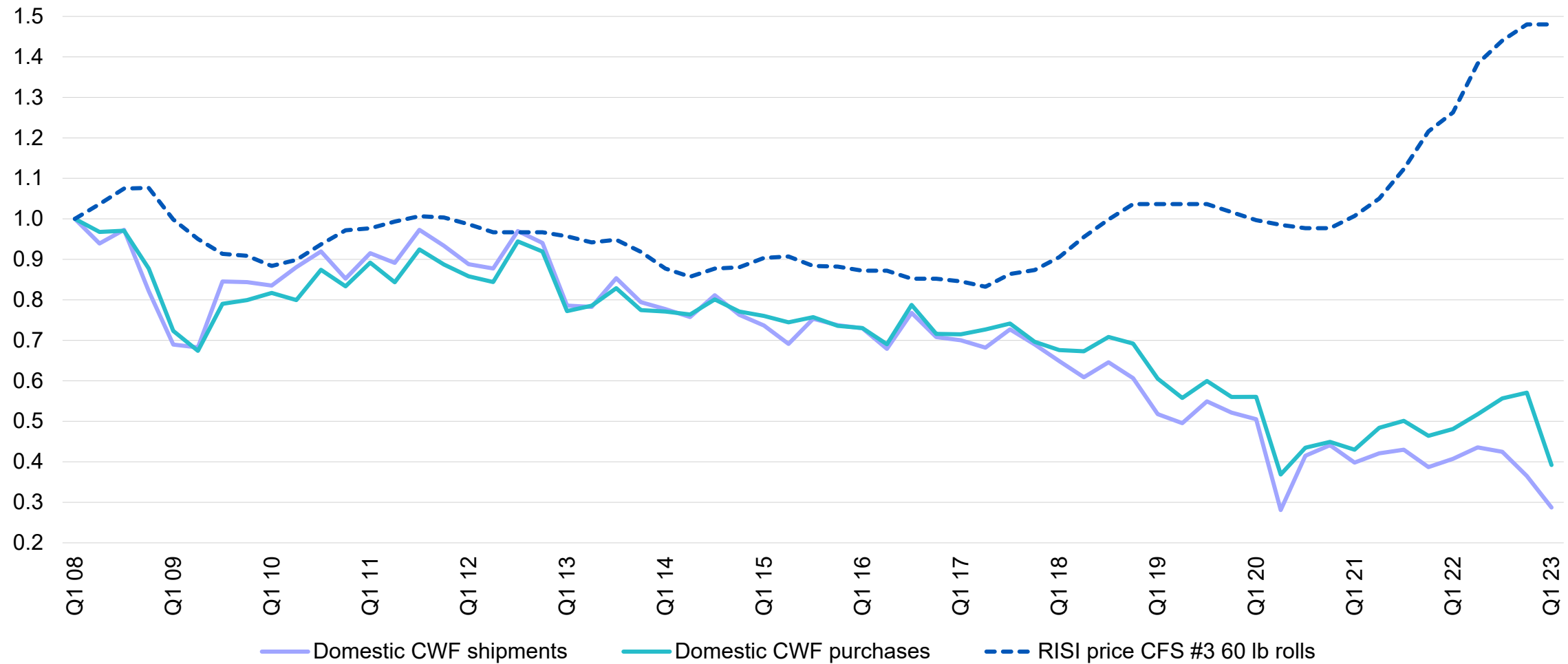
	Q2 FY23	Q1 FY23	Q2 FY22
Tons sold ('000)	330	378	445
- Pulp	108	114	121
- Packaging and speciality papers	91	111	133
- Graphic papers	131	153	191
Sales (US\$m)	458	526	536
Price/Ton (US\$)	1,388	1,392	1,204
Cost/Ton* (US\$)	1,258	1,151	1,007
Operating profit excluding special items** (US\$m)	43	91	88
EBITDA excluding special items** (US\$m)	66	114	114

* Sales less operating profit excluding special items divided by tons sold.

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Coated paper Deliveries and prices

United States*



* US industry purchases are defined as industry shipments plus imports, less exports.

Source: AF&PA and RISI indexed to Q1 08.

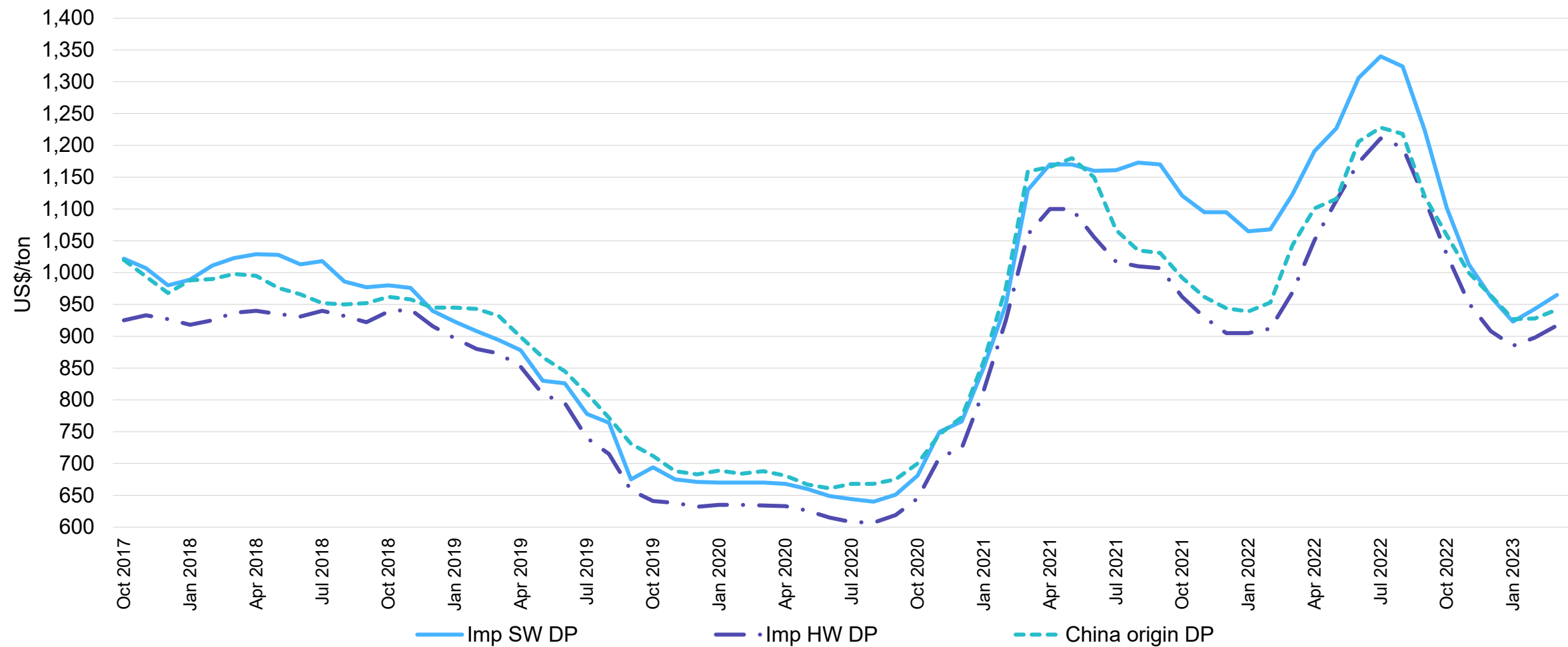
	Q2 FY23	Q1 FY23	Q2 FY22
Tons sold* ('000)	399	381	439
- Pulp	260	243	275
- Packaging and speciality papers	98	97	122
- Graphic papers	41	41	42
Sales* (ZARm)	6,231	6,250	5,879
Price/Ton* (ZAR)	15,617	16,404	13,392
Cost/Ton** (ZAR)	13,213	13,493	11,317
Operating profit excluding special items*** (ZARm)	959	1,109	911
EBITDA excluding special items*** (ZARm)	1,332	1,514	1,231

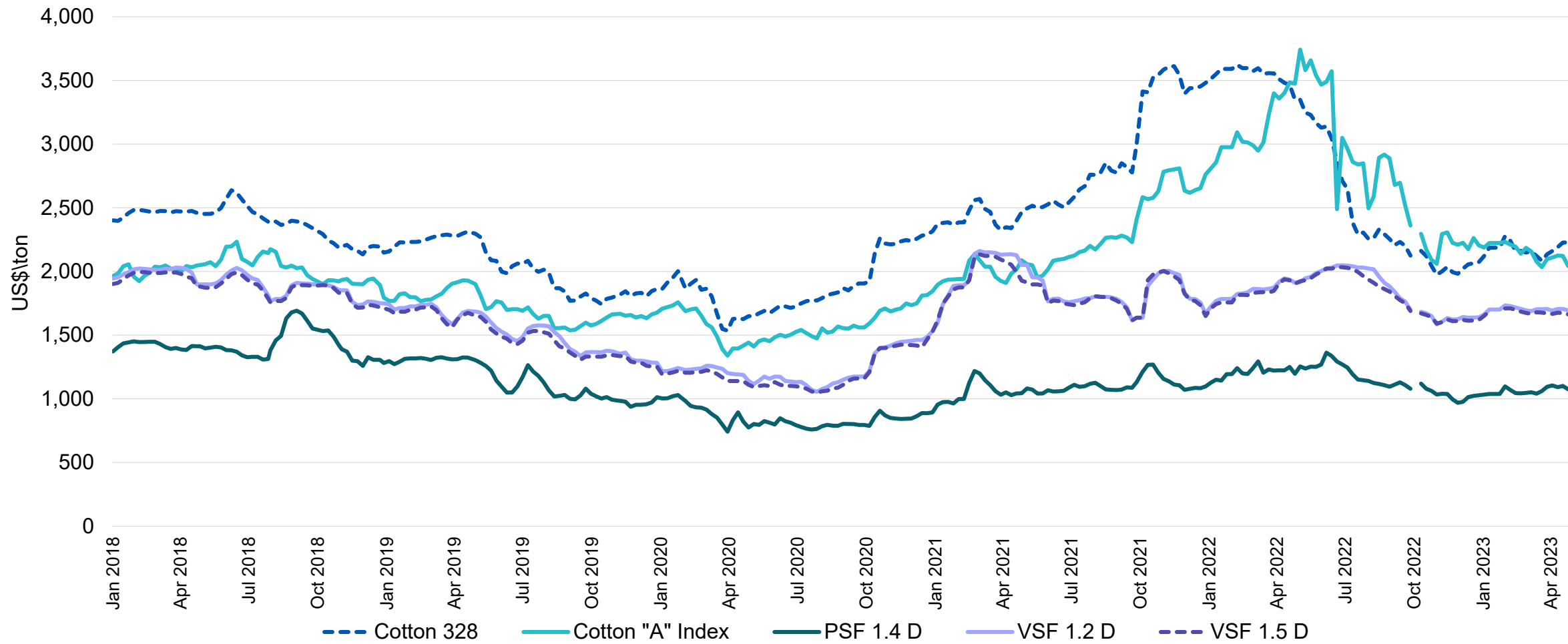
* Tons sold, sales and price per ton exclude forestry operations.

** Sales less operating profit excluding special items divided by tons sold.

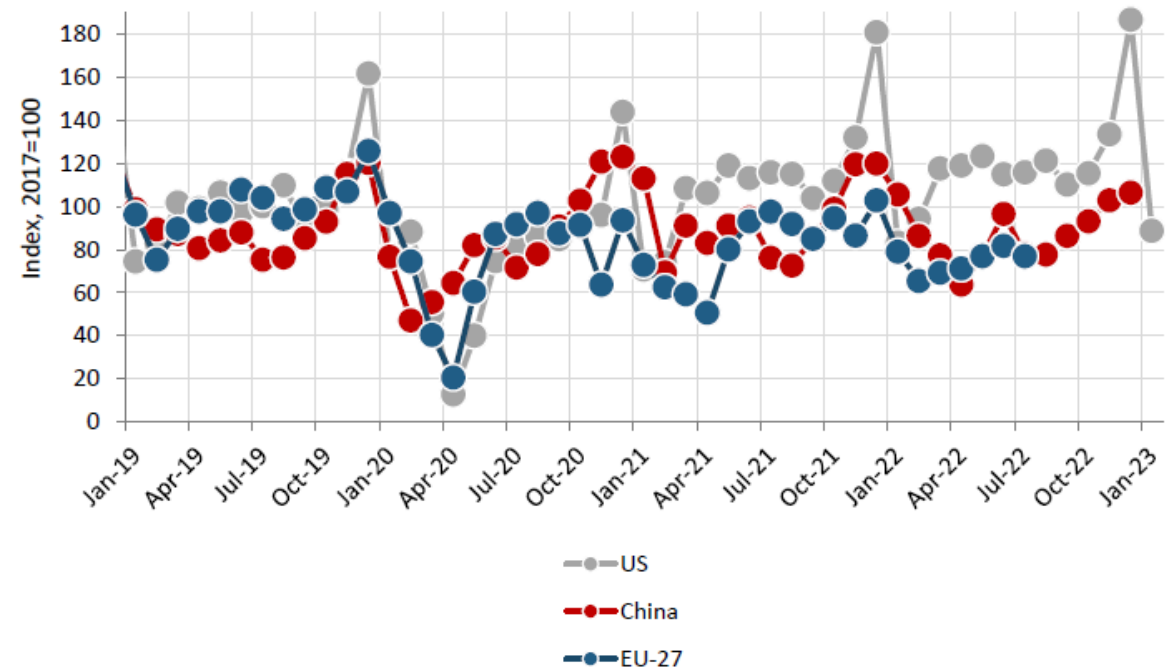
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Dissolving pulp Prices



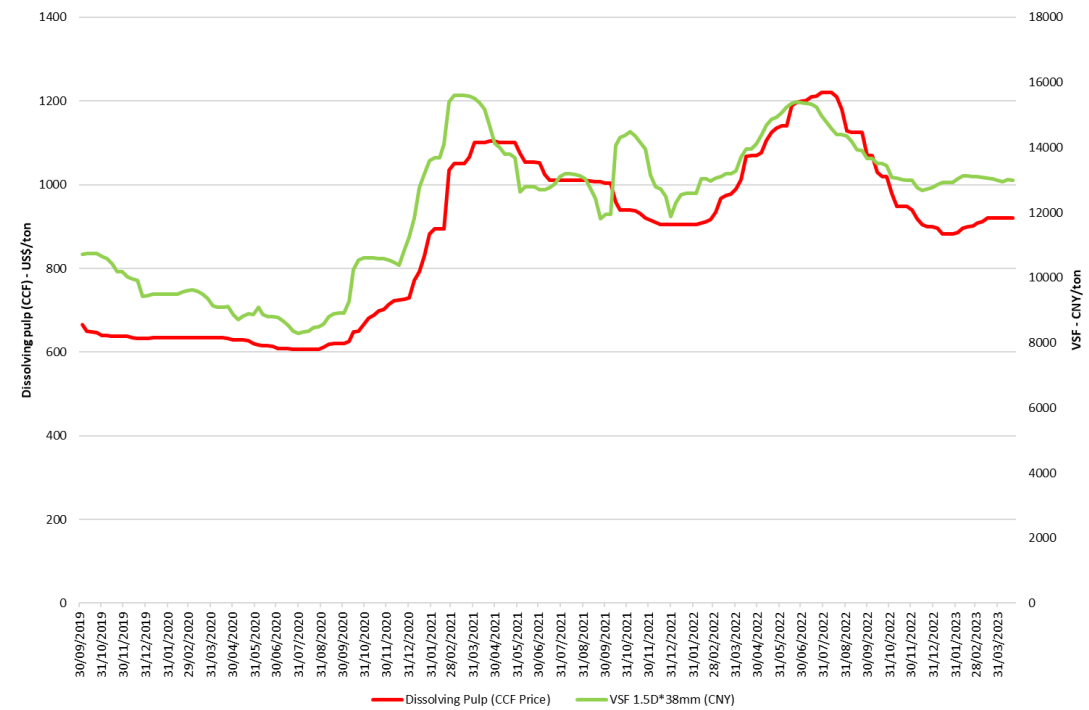


Retail textile and apparel sales by region/country
(Indexed 2017=100)



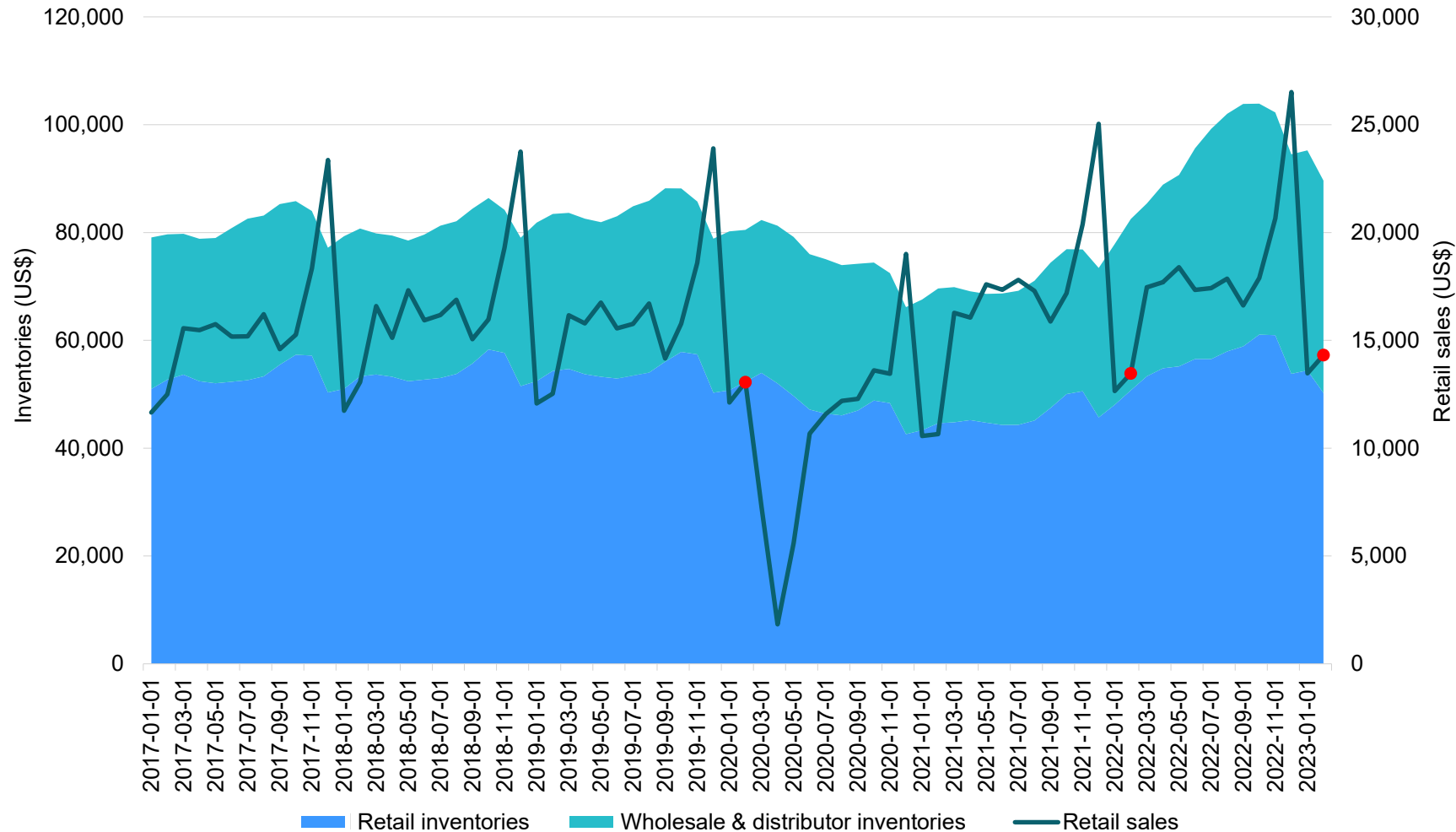
Source: US Census, National Bureau of Statistics, Eurostat. Indexing by Hawkins Wright. Estimates for the US are based on data from the Monthly Retail Trade Survey, Annual Retail Trade Survey, Service Annual Survey and administrative records. Estimates for China are based on retail sales of enterprises above a designated size, garments, footwear, hats, knitwear. Estimates for EU-27 are based upon retail sale of textiles, clothing, footwear and leather goods in specialised stores. Index of turnover.

Dissolving pulp pricing vs Viscose staple fibre (VSF)



Source: CCF Group.

US textile value chain inventory and sales



Significant inventory build through 2022, responding to low inventories in 2021; inventories started reducing in November 2022.

Retail inventories normalised, but wholesale inventories are still elevated but reducing quickly.

February 2023 vs February 2022

- Wholesale inventory +24%
- Retail inventory -1%
- Total inventory + 9%
- Retail clothing sales +6%

February 2023 vs February 2020

- Total inventory +11%
- Retail clothing sales +11%

Source: US Census January 2022 – Wholesale and distributor inventories include clothing and notional items. Notional items include items such as zips, buttons, etc, as well as fabric sold in roll form. Retail inventories include clothing and accessories. Retail sales include clothing.

US\$m	Q2 FY23	Q1 FY23	Q2 FY22
Cash generated from operations	148	294	328
Movement in working capital	99	(174)	(143)
Finance costs paid	(26)	(39)	(10)
Finance income received	8	7	2
Taxation (paid) refund	(11)	(3)	(4)
Dividend paid	(85)	-	-
Cash generated from operating activities	133	85	173
Cash utilised in investing activities	(95)	(62)	(68)
Capital expenditure	(83)	(58)	(69)
Proceeds on disposal of assets	1	-	1
Proceeds on held-for-sale assets	-	10	-
Other non-current asset movements	(13)	(14)	-
Net cash generated (utilised)	38	23	105

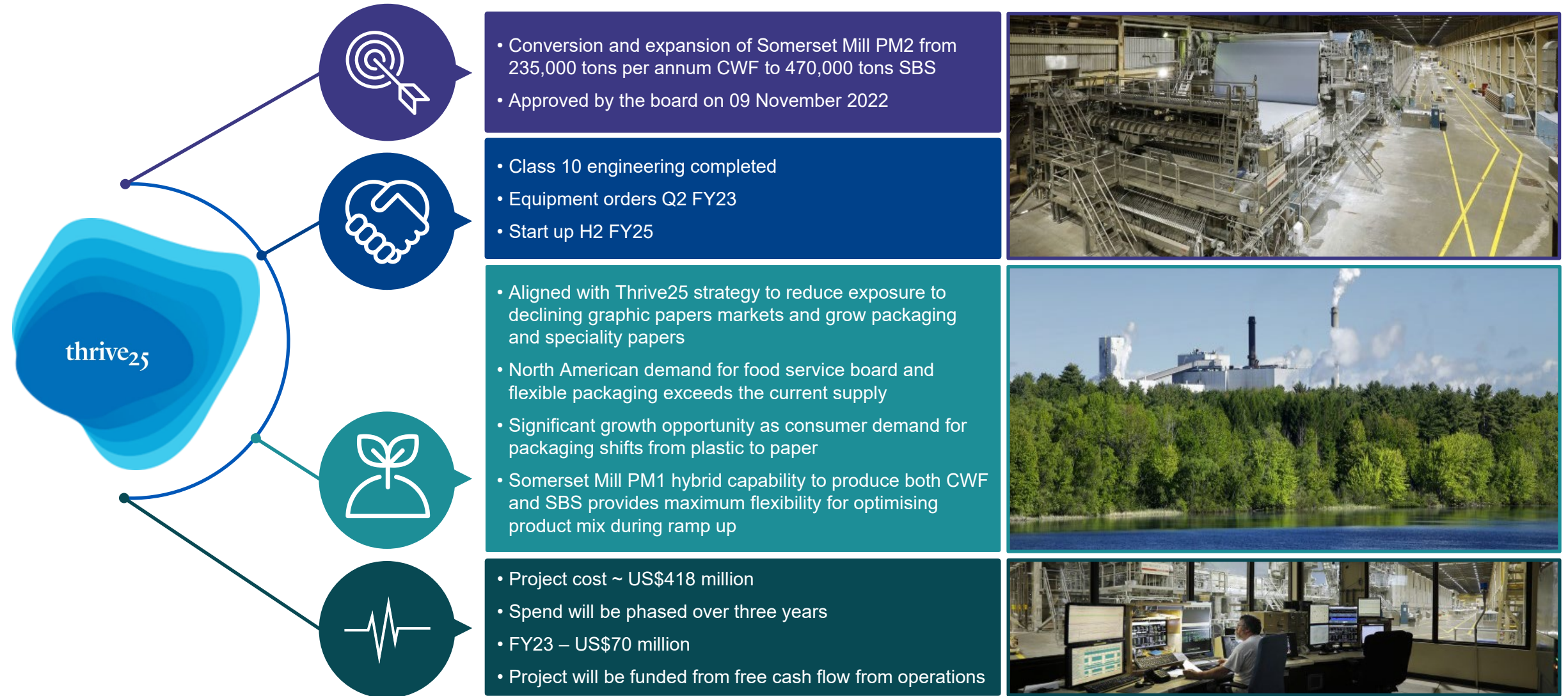
EBITDA and operating profit

Excluding special items* reconciliation to reported operating profit

US\$m	Q2 FY23	Q1 FY23	Q2 FY22
EBITDA excluding special items*	167	290	337
Depreciation and amortisation	(66)	(65)	(78)
Operating profit excluding special items*	101	225	259
Special items* – gains (losses)	7	6	(29)
Plantation price fair value adjustment	12	6	(13)
Net restructuring provisions	-	-	1
Profit (loss) on disposal of held-for-sale assets	-	(1)	-
Profit (loss) on disposal and written off assets	-	-	(20)
Insurance recoveries	(4)	3	-
Fire, flood, storm and other events	(1)	(2)	3
Operating profit	108	231	230







* Refer to page 29 in our Q2 FY23 results booklet (available on www.sappi.com) for a definition of special items.

Conversion and expansion of Somerset Mill PM2



2025 Sustainability targets are aligned with United Nation's Sustainable Development Goals (SDGs)







What we need to achieve in Sappi Europe between 2021–2025*:

7 AFFORDABLE AND CLEAN ENERGY 	11%	Pts increase share of renewable and clean energy	5%	Improvement in specific total energy (GJ/adt)	
8 DECENT WORK AND ECONOMIC GROWTH 	10%	year-on-year improvement Safety: Achieve zero harm in the workplace (LTIFR)	80%	Declared compliance with Sappi Supplier Code of Conduct	5.8% Pts increase in the proportion of women in management roles
8 DECENT WORK AND ECONOMIC GROWTH 	WACC+2%	Return on net operating assets (RONOA)	>85%	Participation in employee engagement survey	>75% Employees engaged with the business
12 RESPONSIBLE CONSUMPTION AND PRODUCTION 	15	Products launched with defined sustainability benefits	5%	Reduction in solid waste to landfill (ton/adt)	
13 CLIMATE ACTION 	25%	Reduction in GHG emissions (ton CO ₂ eq/adt) (Scope 1+2 combined)			
15 LIFE ON LAND 	>78%	Certified fibre input			

* Our baseline year is FY19.

2025 Sustainability targets are aligned with United Nation's Sustainable Development Goals (SDGs)

What we need to achieve in Sappi North America between 2021–2025*:

7 AFFORDABLE AND CLEAN ENERGY 	Within 5% of baseline or higher	Share of renewable and clean energy Baseline = 79.1%	5%	Improvement in specific total energy (GJ/adt)	
8 DECENT WORK AND ECONOMIC GROWTH 	10%	year-on-year improvement Safety: Achieve zero harm in the workplace (LTIFR)	80%	Declared compliance with Sappi Supplier Code of Conduct	4% Pts increase in the proportion of women in management roles
8 DECENT WORK AND ECONOMIC GROWTH 	WACC+2%	Return on net operating assets (RONOA)	>85%	Participation in employee engagement survey	>75% Employees engaged with the business
12 RESPONSIBLE CONSUMPTION AND PRODUCTION 	5	Products launched with defined sustainability benefits	10%	Reduction in solid waste to landfill (ton/adt)	
13 CLIMATE ACTION 	5%	Reduction in GHG emissions (ton CO ₂ eq/adt) (Scope 1+2 combined)			
15 LIFE ON LAND 	>55%	Certified fibre input			

* Our baseline year is FY19.

2025 Sustainability targets are aligned with United Nation's Sustainable Development Goals (SDGs)

What we need to achieve in Sappi Southern Africa between 2021–2025*:

7 AFFORDABLE AND CLEAN ENERGY	7%	Pts increase share of renewable and clean energy	9%	Improvement in specific total energy (GJ/adt)	
8 DECENT WORK AND ECONOMIC GROWTH	10%	year-on-year improvement Safety: Achieve zero harm in the workplace (LTIFR)	80%	Declared compliance with Sappi Supplier Code of Conduct	3.1% Pts increase in the proportion of women in management roles
8 DECENT WORK AND ECONOMIC GROWTH	WACC+2%	Return on net operating assets (RONOA)	>85%	Participation in employee engagement survey	>75% Employees engaged with the business
12 RESPONSIBLE CONSUMPTION AND PRODUCTION	5	Products launched with defined sustainability benefits	24%	Reduction in solid waste to landfill (ton/adt)	
13 CLIMATE ACTION	20%	Reduction in GHG emissions (ton CO ₂ eq/adt) (Scope 1+2 combined)	21%	Reduction in specific purchased fossil energy	
15 LIFE ON LAND	>82%	Certified fibre input	10%	Biodiversity improvement on our own forestry landholdings	>4 Mt Sustainable annual growth in our plantations
6 CLEAN WATER AND SANITATION	23%	Reduction in specific water use	1 NO POVERTY	Level 1	BBBEE contributor status

* Our baseline year is FY19.

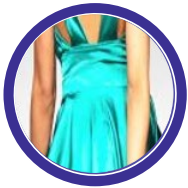
Innovative R&D focus

Unlocking the full potential of each tree

Graphic papers
Packaging and speciality papers
Commercial print and publishing
Product packaging
Technical papers



Dissolving pulp
Textiles
Pharmaceuticals
Foodstuffs



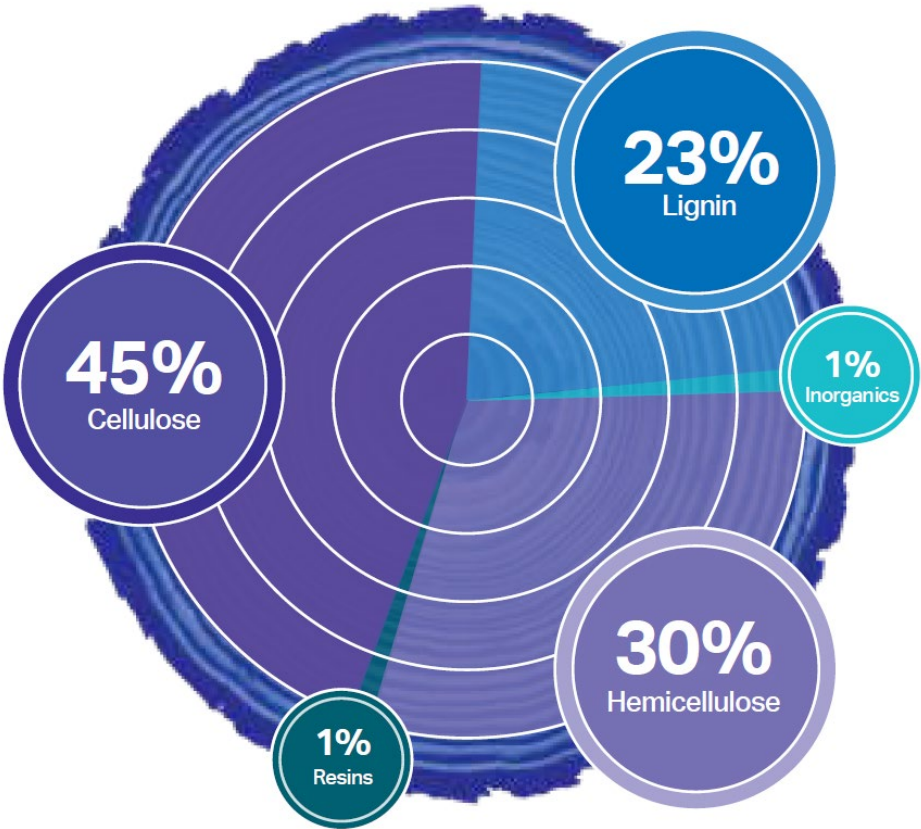
Fibre composites
Automotive parts
Furniture
Audio speakers



Nanocellulose
Reinforcing agent
Control release agent
Viscosity modifier



Casting and release papers
Textures for materials
Functional films
Automotive wraps



Chemicals from lignin
Binding agent
Dispersion agent
Emulsion stabiliser



Extraction and beneficiation of C5 sugars
Xylose
Xylitol
Furfural

Thank you

