



## INVESTMENT BANKING

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With leading edge industry expertise

PÖYRY CAPITAL LIMITED



## LEADING EDGE INDUSTRY EXPERTISE

Pöyry Capital Limited provides investment banking advisory and execution services on a global basis, with the focus on acquisitions, divestitures and restructurings within the forest products, packaging and related industries.

Pöyry Capital is the investment banking arm of the Pöyry group. Pöyry is a client- and technology oriented globally operating consulting and engineering firm with offices in 45 countries. The group has three core areas of expertise: Forest Industry, which is the main focus of Pöyry Capital, Energy and Infrastructure & Environment.

### Investment Banking with Leading Edge Industry Expertise

Pöyry Capital combines best practice in investment banking with leading edge industry expertise and unrivalled access to global decision makers in our focus sectors; the contact

base and background of Pöyry Capital's staff members ensure we reach this objective. This combination enables us to provide tailor-made advice focused on industry-specific issues.

Our objectives are to provide the best possible financial and industrial analysis, experience based transactional strategic advice, and comprehensive execution services to corporate clients, governments, private equity firms and other investment banks.

Our services include execution and advice on divestitures, acquisitions, mergers & partner searches, joint ventures & assets swaps, valuations & fairness opinions, private equity transactions & MBOs as well

In the past few years, we successfully completed transactions for the following clients (among others):

- Dynea / Industri Kapital
- M-real
- Mondi
- Stora Enso
- UPM



as recapitalisations, project finance structuring and privatisations.

Our clients can be found mainly in Europe but increasingly also in Asia, Africa, Latin America and North America where Pöyry has a long and well established presence in the forest industry sector.

## Industry Sectors

**Forestry and Mechanical Wood** - Pöyry Capital understands the dynamics of renewable softwood and hardwood forest holdings from an industrial strategic fibre resource and long-term financial investment point of view. Our experience covers downstream value added products from timber and saw mills through to panels.

**Pulp, Energy and Chemicals** - Pöyry Capital is intensively involved in all sectors of the pulp industry from the chemical kraft paper pulps to specialties such as sulphite and dissolving grades. Our analysis places special importance on the availability and quality of secondary fibre and the importance of energy and emission trading in

the industry. In addition, Pöyry Capital also has execution experience in paper chemicals and forest machinery.

**Paper and Consumer Goods** - We are continuously involved in all segments of paper production which forms the basis of our unique ability to analyse each production asset from a financial, technical and market point of view. We also advise clients in consumer goods industries such as tissue, hygiene products and nonwovens.

**Fibre and Non-Fibre Packaging** - Pöyry Capital serves the downstream part of the forest products industry sector including corrugated board, folding cartons, flexible packaging and other converting sectors and has extensive experience with companies in these sectors. We are also familiar with the dynamics of the non-fibre based packaging and converting industries, from modified atmosphere packaging to aluminium aerosol containers.

**Services** - The service orientated industries to the forest products and packaging industries, such as the paper merchants, logistics providers and printers are part of our client base. Our transaction and industry knowledge is also appreciated among private equity houses, other investment banks and consulting firms.



“Many clients appreciate the unique service we provide as an effective “hybrid” between an investment bank and consulting company. With our detailed industry knowledge and contacts, we are often more efficient in executing M&A transactions within our focus sectors for both industrial and financial sponsor clients than any other investment bank.”

**Bengt Hammar**  
President & CEO

## WHY CLIENTS CHOOSE PÖYRY CAPITAL AS THEIR INVESTMENT BANK

- Senior team with significant combined transaction experience within the forest products, packaging and related industries
- Europe's largest dedicated forest products and packaging investment banking team
- Outstanding industry knowledge
- Global reach
- Unique contact base with decision makers within the industry
- Long term industry commitment
- Committed to relationship continuity
- Confidential and efficient strategy implementation
- Integrated M&A execution services
- Access to the world's largest databases covering paper, board mills and packaging assets
- Analysis based on integrated use of external databases and market research units, as well as Pöyry Capital's own proprietary M&A and listed company databases and models
- Sophisticated DCF models based on detailed market and operational information with thorough technical evaluations

Pöyry is a global expert in consulting and engineering. We offer our clients in-depth industry expertise, innovative solutions and lifecycle engagement. Our knowledge extends across hydropower, oil and gas, power and heat, renewable energy, pulp and paper industry, chemical process industry, transportation, water and environment, and construction services. We employ 8000 experts in 49 countries.

Pöyry Capital is a category D regulated financial services company supervised by the FSA, passported to all EU countries under ISD-rules.



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Competence. Service. Solutions.