

What do investors look for when investing in forest-based bio-economy

Metsä Spring

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Metsä Group

Purpose

Advancing bio-economy and circular economy by efficiently processing northern wood into first-class products

Vision

The preferred partner in developing sustainable business



Metsä Group | Sales* **EUR 7.0** billion | Personnel **9,500** | Renewable energy **27.7** TWh

Metsäliitto Cooperative | The Group's parent company | Owned by over 90,000 Finnish forest owners



METSÄ FOREST

Wood supply and forest services

Sales:
EUR 2.1 billion

Personnel:
750



METSÄ WOOD

Wood products

Sales:
EUR 0.7 billion

Personnel:
1,550



METSÄ FIBRE

Pulp and sawn timber

Sales:
EUR 3.1 billion

Personnel:
1,600



METSÄ BOARD**

Paperboard

Sales:
EUR 2.5 billion

Personnel:
2,250



METSÄ TISSUE

Tissue and grease-proof papers

Sales:
EUR 1.2 billion

Personnel:
2,450

METSÄ SPRING | Innovation company



MetsäSpring



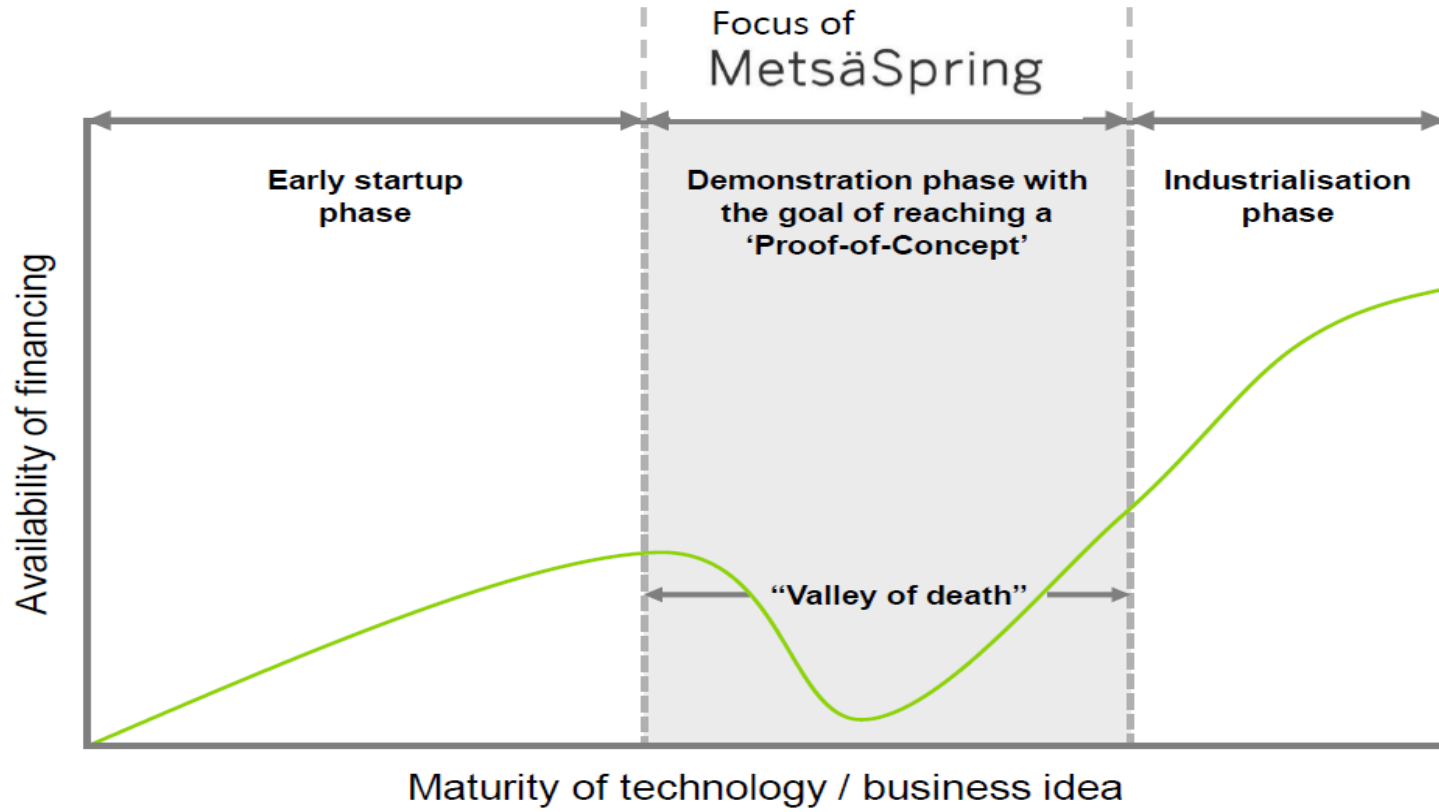
**METSÄ GROUP'S INNOVATION
COMPANY AND VC ARM**

WE HELP YOU TO REACH COMMERCIAL SUCCESS

- **FOCUS:** New materials and chemical products originating from wood/forests.
- **STAGE:** Seed and Series A investments to finance pilot and demo projects.
- **TICKET SIZE:** 0.2 M€ - 5 M€
- **WE CAN ALSO PROVIDE:**
 - Connections to Metsä Group's global network.
 - Advice for scaling up production.
 - Securing raw material supply and potential for co-location at Metsä Group's sites.
 - Practical support and know-how from Metsä Group's over 9 000 experts.

**FINLAND'S MOST
STARTUP FRIENDLY
COMPANY IN
2021 & 2022**





Metsä Spring's portfolio



Textile fibre based on paper-grade pulp

Demo plant in Äänekoski, jointly with ITOCHU Corporation



Wood-based packaging product replacing plastics

Demo plant in Äänekoski, in collaboration with Valmet



Unique, waterproof wood-based composite material and products

Commercial demo plant in Helsinki



Spruce sawdust extracts as stabilising, emulsifying and bioactive ingredients

Pilot plant in Turku



Birch bark constituents as ingredients in cosmetics

Commercial pilot plant in Kakkola



Insulation and packaging materials from woody side streams

Pilot plant under construction in Järvenpää



Things investors look for when investing in pilots / demos within forest based bioeconomy

- Strong team with ability to execute the business plan
- Uniqueness of the technology (IPRs)
- Raw material requirement (tree species)
 - Availability and sustainability
- Technology Readiness Level (TRL)
- High Capex → Sufficient funding plan
- Sustainability of the product and the process
- Production scalability and scale-up plan
- Production cost → Path to profitability
- Location and potential industrial integration
- Initial customer traction (e.g. LOIs)



Selected interests of Metsä Spring regarding investments & technology scouting

- Innovative wood-based materials
- Replacing fossil plastics with wood-based alternatives
- New uses for our current products, especially paper-grade pulp
- Upgrading of forest industry side streams (especially bark and sawdust) to high-value products
- New digital solutions for forest industry (whole value chain)



Surprise us!



Let's talk

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