

Focus on the future

着眼未来

Plantations in China
中国的人工林

Stora Enso's Experiences
斯道拉恩索的经验

Matti Naakka 6.6.2005, Beijing

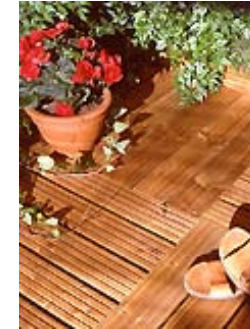
Stora Enso in Brief 斯道拉恩索简介



Paper
纸张



Packaging Boards
包装纸板



Forest Products
林产品

- Production capacities
 - 16.4 million tonnes of paper and board
 - 7.7 million m³ of sawn and processed wood products
- Three core product areas
 - Paper, Packaging Boards and Forest Products
- Sales: EUR 12.4 billion
- Approximately 45 000 employees in more than 40 countries
- Market capitalisation: EUR 9.5 billion
- Shares listed on Helsinki, Stockholm and New York stock exchanges

产能

- 1640万吨纸及纸板
- 770万立方米锯木和木加工品

三大核心产品

- 纸、包装纸板和林产品

销售额：124亿欧元

约有雇员45000人遍布40多个国家

市场融资：95亿欧元

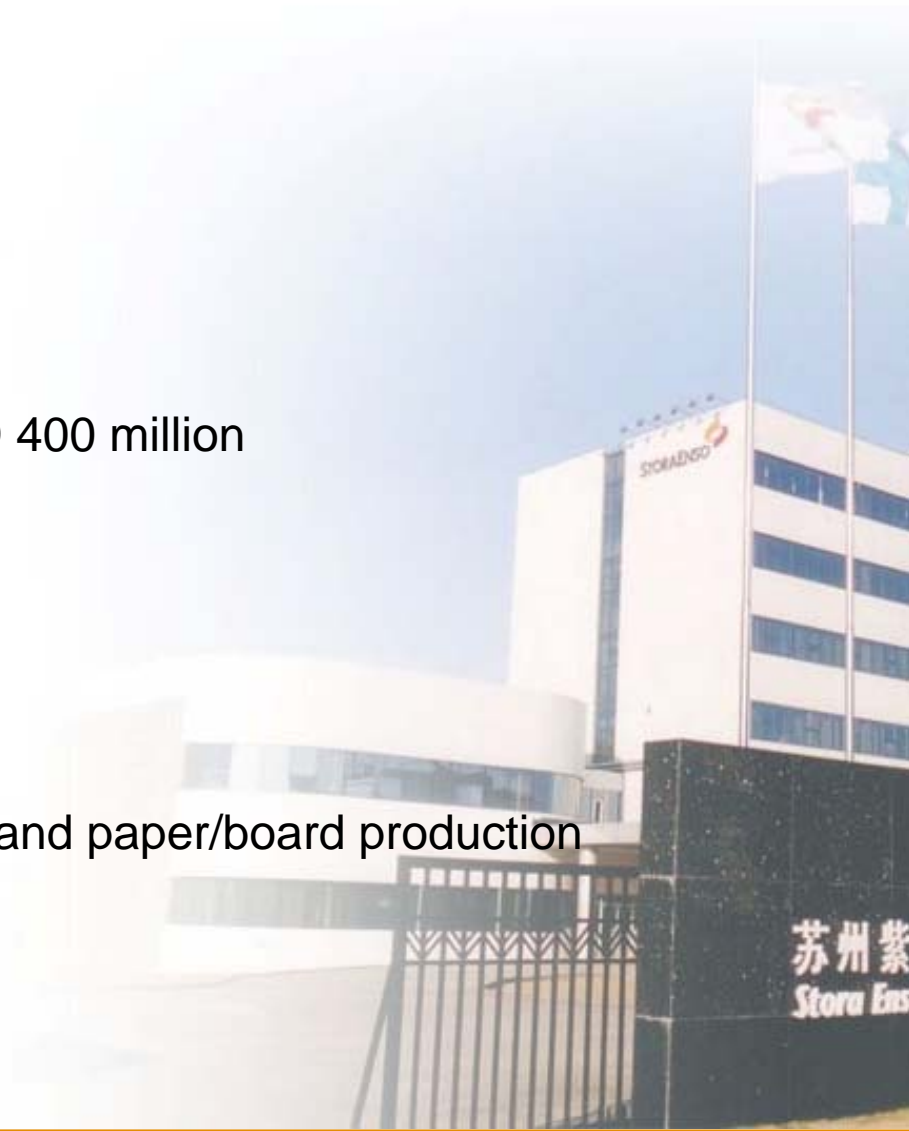
股票分别在赫尔辛基，斯德哥尔摩和纽约上市

Stora Enso in China

斯道拉恩索在中国



- Paper production and converting
造纸和纸加工
- Country wide sales network
销售网络覆盖整个中国
- Sales of 600.000 tonnes with value of USD 400 million
销售量60万吨，销售额4亿美元
- Asia Pacific Head Office in Shanghai
亚太总部位于上海
- Plantation project in Guangxi
造林项目位于广西
 - Target to establish an integrated pulp and paper/board production
以林浆纸一体化为目标



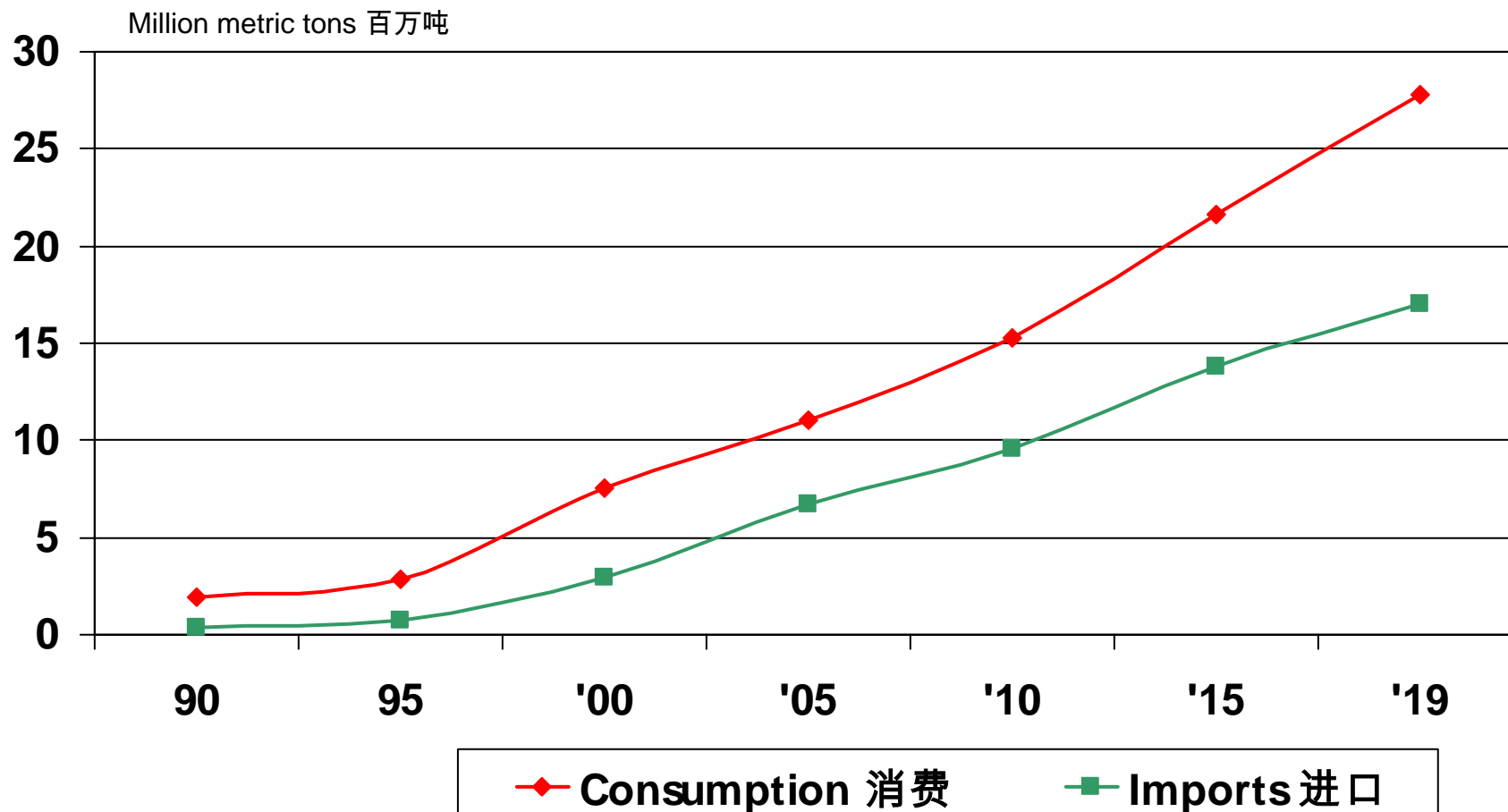
China's fibre needs

- future outlook 中国纤维需求的展望

- Further increasing virgin fibre demand 初生纤维的需求增加
- Several investments in mechanical pulping capacity 有若干个机械浆方面的投资
- Smaller number of larger scale chemical pulp mills, challenges: 少量大型化学浆厂方面的投资，面临的挑战有：
 - Land availability 土地可获性
 - Larger investment cost vs. mechanical pulping 与机械浆厂相比投资金额
 - Competition for fibre (e.g MDF industry) 原料方面的竞争 (如中密度板厂)
 - Fibre cost at the mill 原料到厂成本
 - Competing investment opportunities outside China 中国境外的投资机会
- Long term view: Chemical pulp investments will decrease import needs, but pulp imports are still required
远景：新投资的化学浆厂会减少浆的进口量，但进口浆仍是需要的

China's virgin fibre consumption and imports 中国初生纤维的消费和进口1990-e2019

source: RISI October, 2004 资料来源：RISI 2004年10月



Stora Enso's experiences in Guangxi

斯道拉恩索在广西的经验



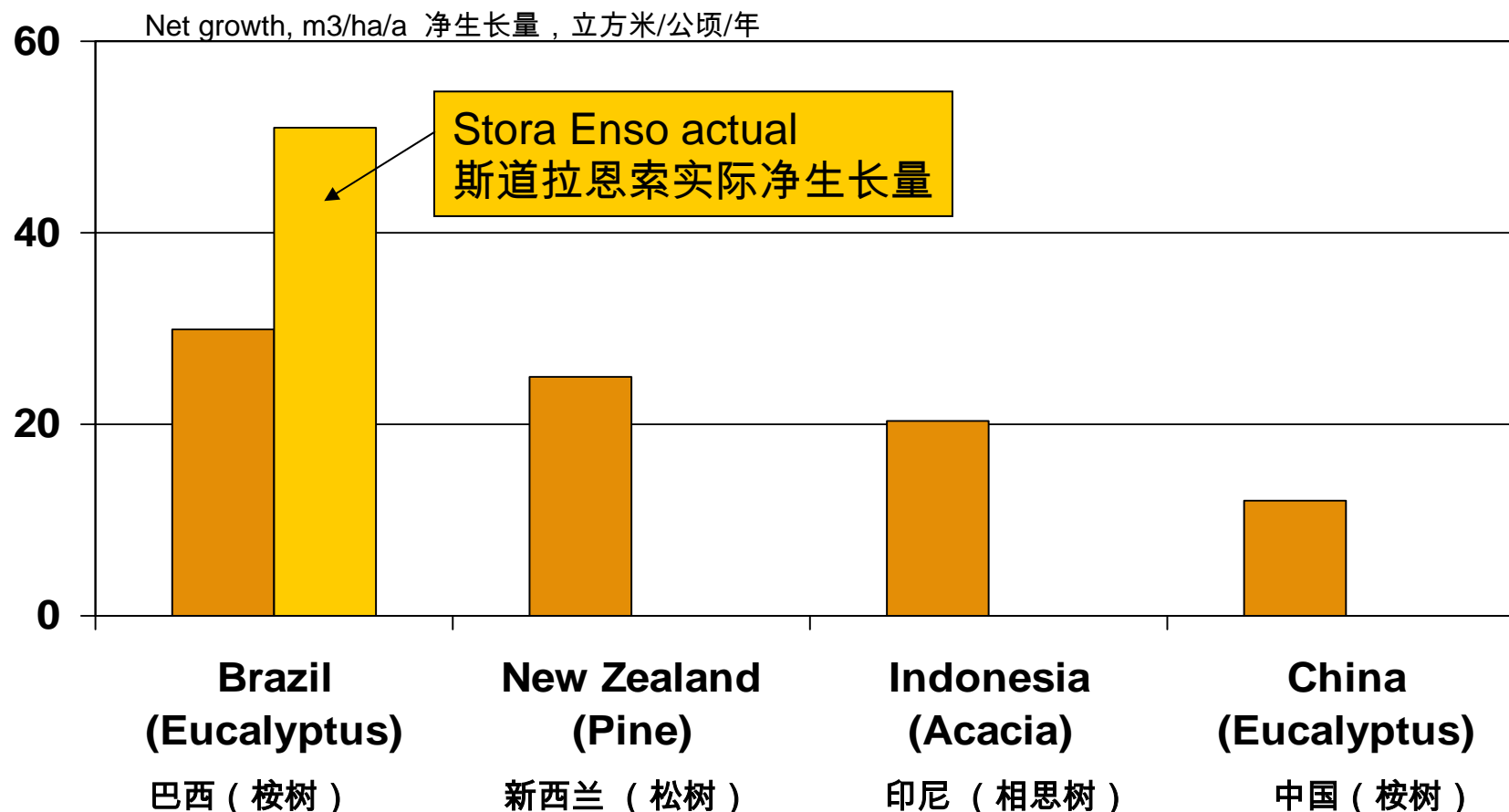
- Land available for industrial-scale operations
有大规模生产经营所需的足够的土地
 - Suitable soil and terrain
适宜的土地和地形
 - Relatively flat land mass
相对平坦
- Good infrastructure
良好的基础设施
- Good co-operation with local Government and Forest Bureaus
与当地政府和林业局保持着友好合作
- Opportunities to increase growth rates
有机会提高生长量

Actual Net Growth of Plantations

人工林的实际净生长量

Actual net growth of forests falls behind their potential growth in all parts of the world.

世界各地森林的实际净生长量低于它们潜在的生长量



Source: Jaakko Poyry, Stora Enso 资料来源: 雅哥贝利, 斯道拉恩索

Challenges in Plantation Management

林业管理中的挑战

Land availability

土地的可获性

- Collectives are reluctant to rent out land use rights
集体土地所有者不愿租让土地使用权
 - Sense of security having own land rather than receiving rental income
拥有自己的土地比收租金感觉更安全
 - Day to day living is more important than long term benefits
日常生活比长期利益更重要
 - Worried not to receive rental income as promised
担心不能如约收取租金
- Land ownership and usage rights are not clear in all the cases
土地所有权和使用权尚未明朗
- Certain plots of land are not viable for higher yield plantations
一些土地不能用作速丰林

Challenges in Plantation Management

林业管理中的挑战



Different expectations regarding speed of the process

对进程有着不同的期望

- Sustainable and fast-yielding plantation management needs time
对可持续发展的速生林的管理需要时间
 - Well implemented preparations and practices enable higher growth rates and require less land
充分的准备能提高生长量从而减少需要土地的数量
 - Solid fibre base is a crucial condition for a successful pulp and paper making
坚固的纤维基地是制浆与造纸取得成功的关键条件
- Patience from local Governments needed to achieve long term success
需要政府的耐心支持才能取得最终成功

How to proceed 如何进行

- Discussions with farmers and collectives in order to set common goals
与农户和集体所有者交流并设定共同目标
- Establish new models in order to anchor the company into local community
建立新的模式使企业融入当地社会
 - Provide funds for promoting well-being of local people in the area of infrastructure, education level, health and sanitation etc.
提供基金以提高人们的生活质量，如在基础设施、教育、卫生与健康等方面
- Cooperation with international independent organizations in analysing environmental and social impacts of integrated forest-pulp-paper project in Guangxi
与独立的国际组织合作，共同研究广西的林纸一体化项目对环境和社会的影响
- Continuous co-operation with local Governments to jointly develop sustainable and viable approach for both plantations and industry
与当地政府继续保持合作，共同探索造林和造纸业的有效、可持续性发展的方法



谢谢! Thank You!