Q2 2008 Presentation

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2008 Q2 Highlights

- Net sales increased with 4.2% to SEK 1012 m
- Operating profit amounted to SEK 90 m (73)
- Operating margin amounted to 8.9% (8.5%)

- Solid growth in Professional and improved margins
  - Good development in Central Europe
  - Strong growth in Duni FoodSolutions

- Continued improvement of Retail's profit margin

- Sales in Tissue of airlaid material phased towards first quarter, year-to-date growth is stable

- Price increases rolled-out in all markets

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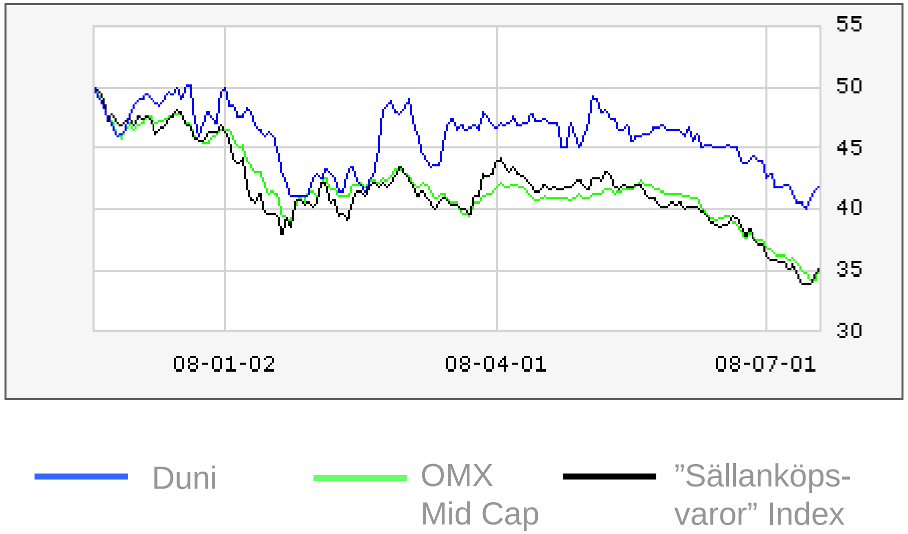
Share Price Development

Share price per 30/06/08



Ownership structure per 30/06/08

Name	# of Shares	%
Mellby Gård Investerings AB	14 094 500	29,99%
Duni Holding AB, EQT Partners AB	7 858 644	16,72%
PolarisCapital Fund Ltd	4 222 200	8,98%
SEB Investment Management	3 100 987	6,60%
Cominvest	2 431 200	5,17%
JP Morgan Chase Bank	1 594 400	3,39%
Livförsäkringsaktiebolaget (Skandia Liv)	1 407 800	3,00%
SSB CL Omnibus AC	1 378 573	2,93%
SEB Copenhagen, DK	1 257 760	2,68%
Svenskt Näringsliv	766 900	1,63%
	38 112 964	**81,09%**

Duni – the European Market Leader for Table Top Solutions

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Table Top

Professional
66%

Retail
20%

Tissue
14%

Manufactured

Napkins | Plates | Table coverings

Traded

Candles | Eating & Drinking (glasses, cups, plates, cutlery) | Meal service

Key financials

Full year 2007

- Sales: SEK 4.0 billion (+5.9%)
- EBIT: SEK 394 million (277)
- EBIT margin: 9.9% (8.7%) [1]

Q2 2008

- Sales: SEK 1.0 billion (+4.2%)
- EBIT: SEK 90 million (73)
- EBIT margin: 8.9% (7.5%)

[1] Excluding non-recurring items

2008 Market Outlook

HORECA market growing in line or slightly above GDP
- Positive eating out trend
- Continued strong growth in take-away sector

Retail growth in line with GDP
- Private label stagnating

Higher uncertainty
- GDP forecasts revised downward since Q1

Raw material prices and costs of certain traded goods continue to increase
- Energy
- Transport
- Pulp (stabilizing)

Changing eating habits

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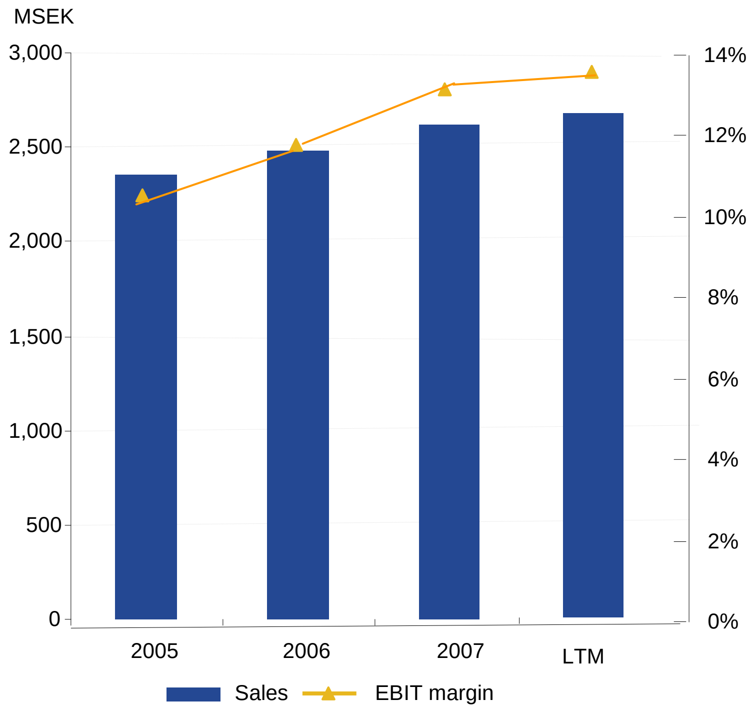
Business Areas

Professional – Stable Development

Sales and EBIT [1]



Geographical split – sales Q2 2008

Net Sales - Professional	**Q2 2008**	**Q2 2007**	**Growth**
Nordic region	176	168	4,8%
Central Europe	402	378	6,3%
Southern & Eastern Europe	124	114	8,8%
Rest of the World	4	5	-20,0%
Total	*706*	*665*	6,2%

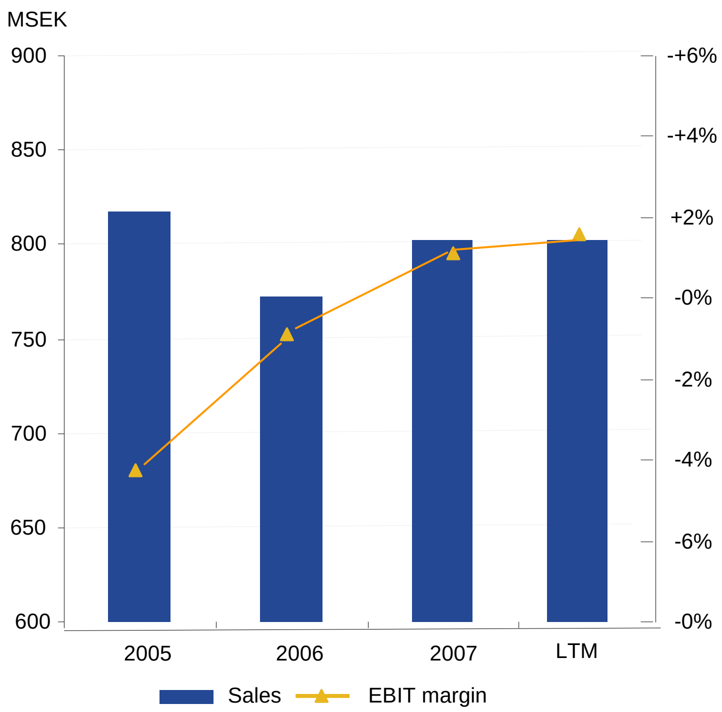
Continued stable sales growth

Solid EBIT margin, further improving

1) Excluding non-recurring costs

Retail – Turnaround

Sales and EBIT [1]



1) Excluding non-recurring costs

Geographical split – sales Q2 2008

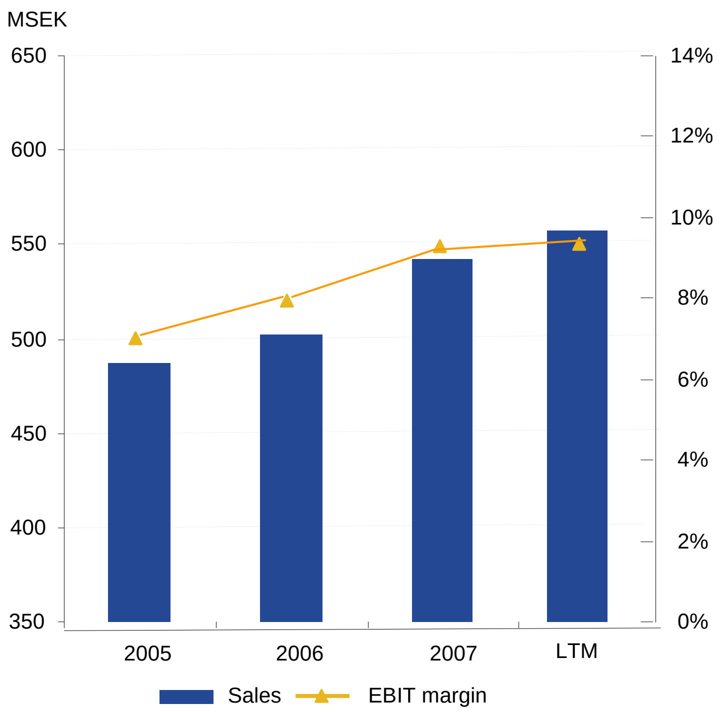
Net Sales - Retail	**Q2 2008**	**Q2 2007**	**Growth**
Nordic region	40	36	11,1%
Central Europe	122	126	-3,2%
Southern & Eastern Europe	2	1	100,0%
Rest of the World	0	0	0,0%
Total	*164*	*163*	0,6%

Improved profitability prioritized over sales growth

Duni brand & premium gaining momentum

Tissue

Sales and EBIT [1]



1) Excluding non-recurring costs

Sales mix Q2 2008

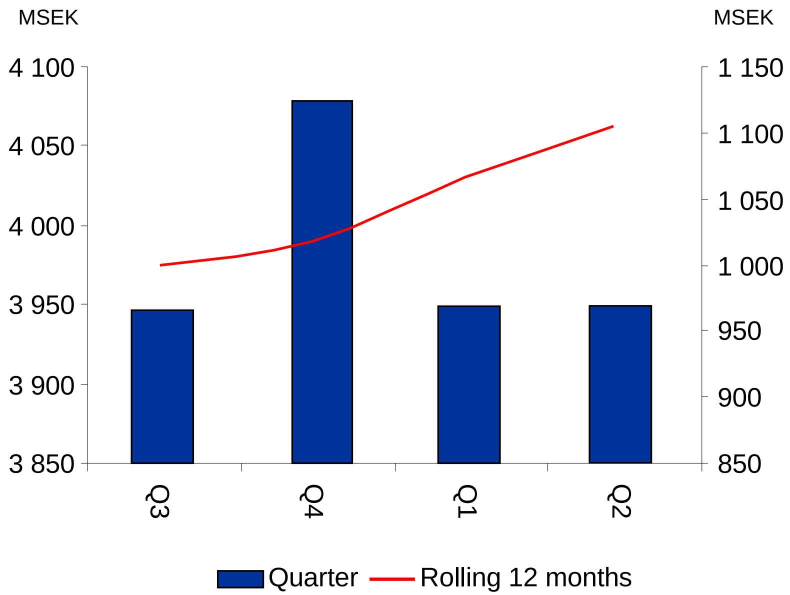
Tissue in-house provides competitive advantage

Healthy underlying growth in hygiene sector

Financials

Momentum in Top-Line Growth

LTM Sales



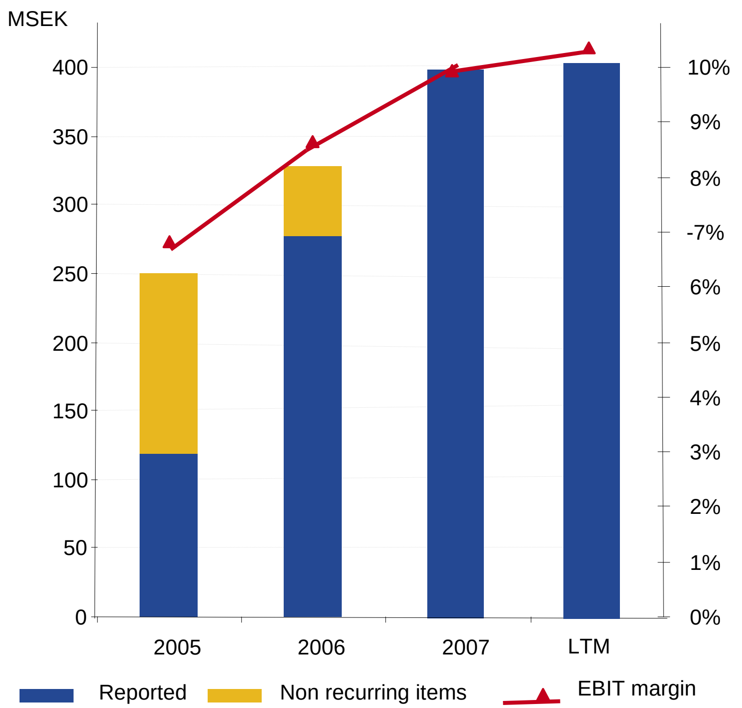
Sales growth

	2006	2007	Q2 2007	Q2 2008
Professional	5.7%	6.3%	5.6%	6.2%
Retail	-6.2%	4.2%	1.2%	0.6%
Tissue	4.5%	6.9%	13.5%	0.0%
Total	2.9%	5.9%	5.9%	4.2%

- **Professional demonstrating solid growth**
- **Sales in Retail impacted by stepping out of unprofitable private label contracts**
- **Tissues sales phased heavily towards first quarter (+13%), year-to-date growth is stable**

Margin Expansion

Operating profit (MSEK)



Operating margin

	2006	2007	Q2 2007	Q2 2008
Professional	11.7%	12.9%	11.6%	12.7%
Retail	-0.9%	0.6%	-8.0%	-5.0%
Tissue	8.5%	8.9%	6.3%	6.2%
Non-recurring items (effect)	-1.3%	0.0%	0.0%	0.0%
Total	8.7%[1]	9.9%	7.5%	8.9%

- Increased profit in all business areas
- Typically lower margins in Q2 given business seasonality

[1] Excluding non-recurring items

Income Statement

	2005	2006	2007	LTM
Net sales	3,656	3,762	3,985	4,072
Cost of goods sold	-2,829	-2,812	-2,948	-2,982
Gross profit	827	950	1,037	1,090
Gross margin	*22.6%*	*25.3%*	*26.0%*	*26.8%*
Selling expenses	-510	-459	-446	-462
Adminstrative expenses	-185	-219	-208	-211
Research and development expenses	0	-6	-13	-18
Other operating income	20	44	57	65
Other operating expenses	-33	-33	-33	-46
Reported operating profit	**119**	**277**	**394**	**418**
Operating margin	*3.3%*	*7.4%*	*9.9%*	*10.3%*
Non-recurring items	131	50	0	0
Operating profit (excl. non recurring items)	**250**	**327**	**394**	**418**
Operating margin (excl. non recurring items)	*6.8%*	*8.7%*	9.9%	10.3%

Balance Sheet

(SEK in millions)	30/06/2008		30/06/2008
Intangible assets	1,228	Shareholders' equity	1,414
Tangible assets	452	Interest bearing debt	1,094
Financial fixed assets	372	Pension liabilities	201
Inventory	556	Other long term liabilities	22
Accounts receivable	548	Accounts payable	304
Other current receivables	196	Other current liabilities	445
Cash & cash equivalents	128		
Total assets	**3,480**	**Total equity and liabilities**	**3,480**

ROCE	*19%*	*Net debt*	*1,155*
ROCE (w/o goodwill)	*41%*	*Net debt / equity*	*82%*
		Net debt / EBITDA	*2.2x*

Simplified Cash Flow Profile

(SEK million)	**2006**	**2007**	**H1 2007**	**H2 2008**
Operating profit	277	393	151	176
Depreciation	82	89	43	50
Change in operating working capital[1)]	***-32***	***20***	***-127***	***-58***
Inventory	26	-24	-35	-55
Accounts receivable	8	14	-76	-2
Accounts payable	-66	30	-16	-1
Other operating working capital	-74	-48	-16	8
Capex	-130	-132	-49	-65
Operating cash flow	***123***	***322***	***-2***	***111***

1) Continuing businesses excluding disposals.

Financial Targets

		LTM
Sales growth > 5%	• Organic growth of 5% over a business cycle	4.7%
	• Consider acquisitions to reach new markets or to strengthen current market positions	-
EBIT margin > 10%	• Top-line growth • Improvements in manufacturing and sourcing	10.3%
Dividend payout ratio 40+%	• Board target at least 40% of net profit	1,80 kr/share