Westbrook Mill History

1854
S.D. Warren purchased

1947
Developed the Release business

1967
S.D. Warren purchased by Scott Paper

1994
S.D. Warren purchased by sappi

1999
Shutdown the Pulp Mill

2001
Restructured from a coated fine paper to Release Paper Mill
Westbrook History

Sappi has a heritage of R&D and innovation. The Westbrook Mill is the home of many industry firsts:

- 1881 First coated two-sided paper
- 1903 First dull-coated paper
- 1970 First on-line gloss finished paper
- 1981 First 100% fidelity embossing process

Sappi has an ongoing commitment to R&D and innovation—both are key to our success and future growth.
“Sappi/Warren Release Papers will be known around the world as the leading source for functional textures.”
What is Release Paper?
Release Paper in Use

- Textile / Non-woven
- Polyurethane / PVC
- Ultracast Coating
- Inorganic Paper Coating
- Cellulose Paper Fibers
Casting

And this is how Imitation Leather is born...
Westbrook Today

The Westbrook Mill operates two businesses:

**Sappi Warren Release Papers**
Dominant manufacturer world wide of release papers for the automotive, fashion and engineered films industries.

**Power Sales**
Annual sales of approximately 335,000 MWhrs of electrical energy-enough to power 30,000 homes!
Energy

Over 82% of the power generated onsite at the Westbrook Mill comes from renewable resources and we sell renewable energy credits.
Global Sales

- Laminates: 46%
- Upholstery: 29%
- Garments: 11%
- Sport Shoes: 14%
- Handbags: 14%
- Commercial Upholstery: 11%
Global Sales Team
Interesting Facts

• We sell in 57 countries.

• Sometime our product goes by commercial airlines!

• Transacting in Euros, a shift in $0.01 in exchange rate translates to $300,000 annually!
Product Promotion

Trends spring/summer 2013

Vintage vogue adds refinement and polish.

New Domestic Business – Vinyl Car Wrap
As part of operating six renewable energy hydropower projects, Sappi has built public access recreation areas along the Presumpscot River, including $100,000 worth of pedestrian bridges for access to prime fishing holes. River activity updates are published on our tumblr blog.
Environmental Initiatives in Westbrook

More Initiatives

Cumberland Mills Fishway

In 2013, Sappi completed a $4.5 million Denil fish ladder to pass anadromous fish above Cumberland Mills for the first time since the mid-19th century.

Sappi has a high-energy Sustainability Team that engages employees and the community in promoting environmental awareness.

Sappi manages for the future based on the three P’s of Sustainability:

- **People**
  - Labor practices,
  - Community impacts,
  - Human rights,
  - Product responsibility

- **Planet**
  - Environmental
    - Air quality,
    - Water quality,
    - Energy usage,
    - Waste produced

- **Prosperity**
  - Economic
    - Sales, profits, ROI,
    - Taxes paid,
    - Monetary flows,
    - Jobs created

Renewable Energy vs. Industry Averages

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<tr>
<th></th>
<th>National Average</th>
<th>Sappi Westbrook</th>
<th>Industry Average</th>
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<tbody>
<tr>
<td>Renewable Energy</td>
<td>8%</td>
<td>84%</td>
<td>65%</td>
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Sappi Westbrook runs on 84.2% renewable energy, adjusted to 73.3% after accounting for sales of RECs (renewable energy credits) – well above the national and industry averages.

(2012 numbers)
Sappi and the Westbrook Mill Today

Our Competitive Advantages at…

**Sappi Fine Paper North America:**

- A long term strategy that is positioned to win in the marketplace
- An ongoing commitment to investing in our people, assets and innovation, including our own R&D facility
- Has an industry leading sustainability performance

**Westbrook Mill:**

- Experienced and creative workforce
- Lean Manufacturing
- Ability to capitalize on emerging markets through collaborative product development with our customers and suppliers
Thank you.

www.warrenreleasepapers.com