



storaenso

# Learnings to CIOs and those interested in IT management from the transforming bio-forestry industry

Teemu Salmi, CIO and Head of IT & Digitalisation

# Teemu Salmi, CIO and Head of IT & Digitalisation in Stora Enso



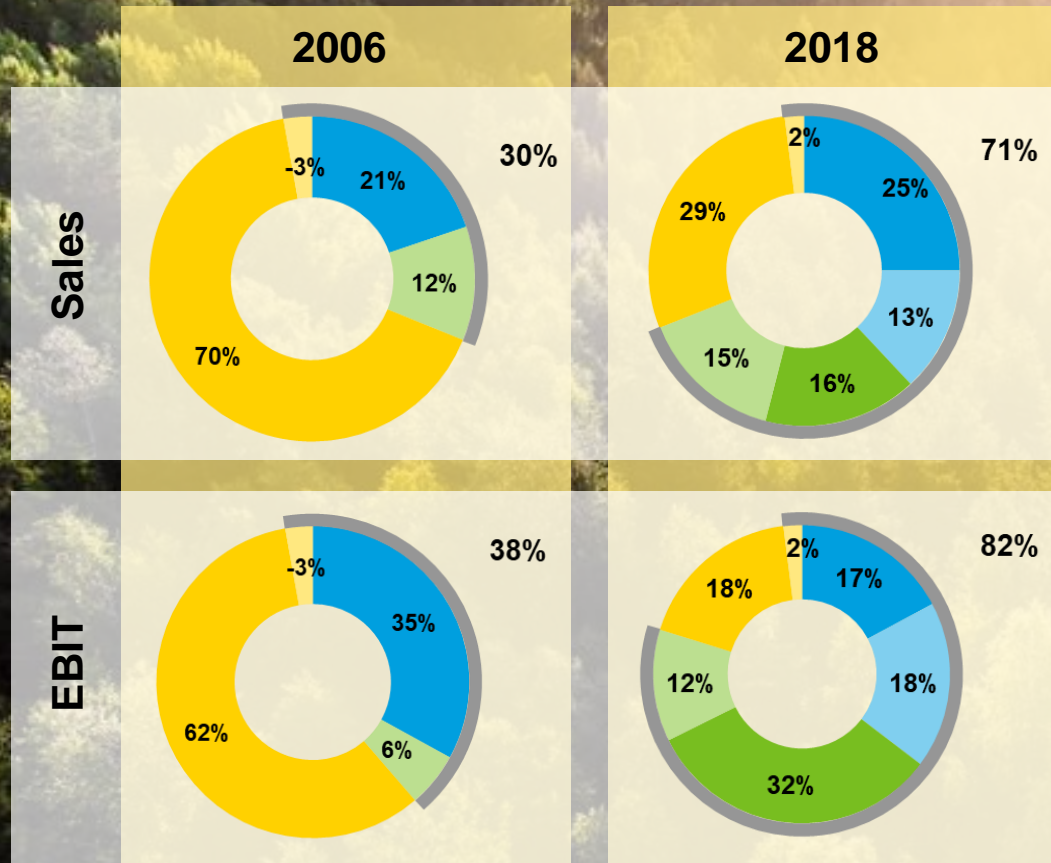
Everything  
that's made  
with fossil-based  
materials today  
can be made from a  
tree tomorrow.



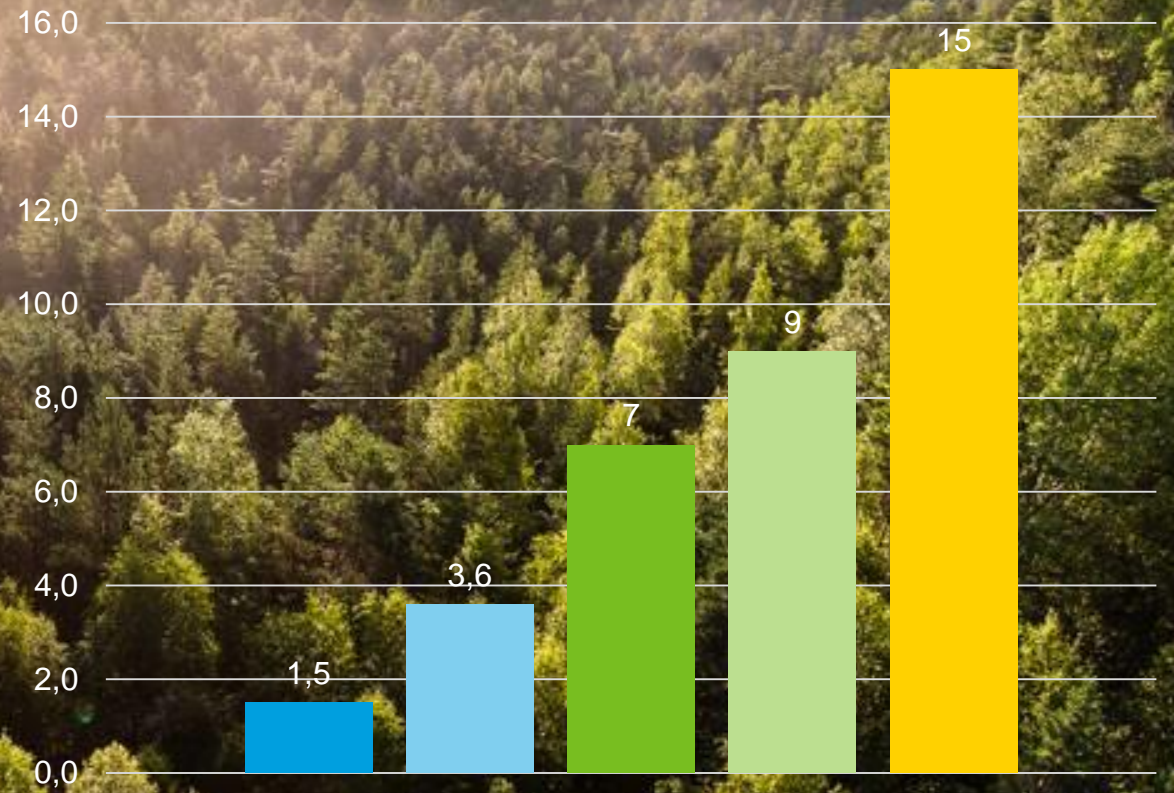
# Stora Enso is transforming

From a traditional paper and board company...

...to accelerating renewable growth with new products & services



% of sales from new products and services



- Consumer Board
- Biomaterials
- Paper
- Packaging Solutions\*
- Wood Products
- Other & eliminations

- 2015
- 2016
- 2017
- 2018
- Long-term target

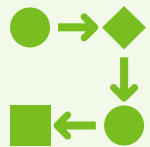
# The CIO role in Stora Enso comprises two areas



## Core IT to operate efficiently



Develop and improve as a professional service organisation and trusted business partner



Ensure structured IT processes



Cooperate with business and partners to consolidate core IT services

## Digitalisation to enable the future



Enable the company transformation by maximising value of new digital innovation



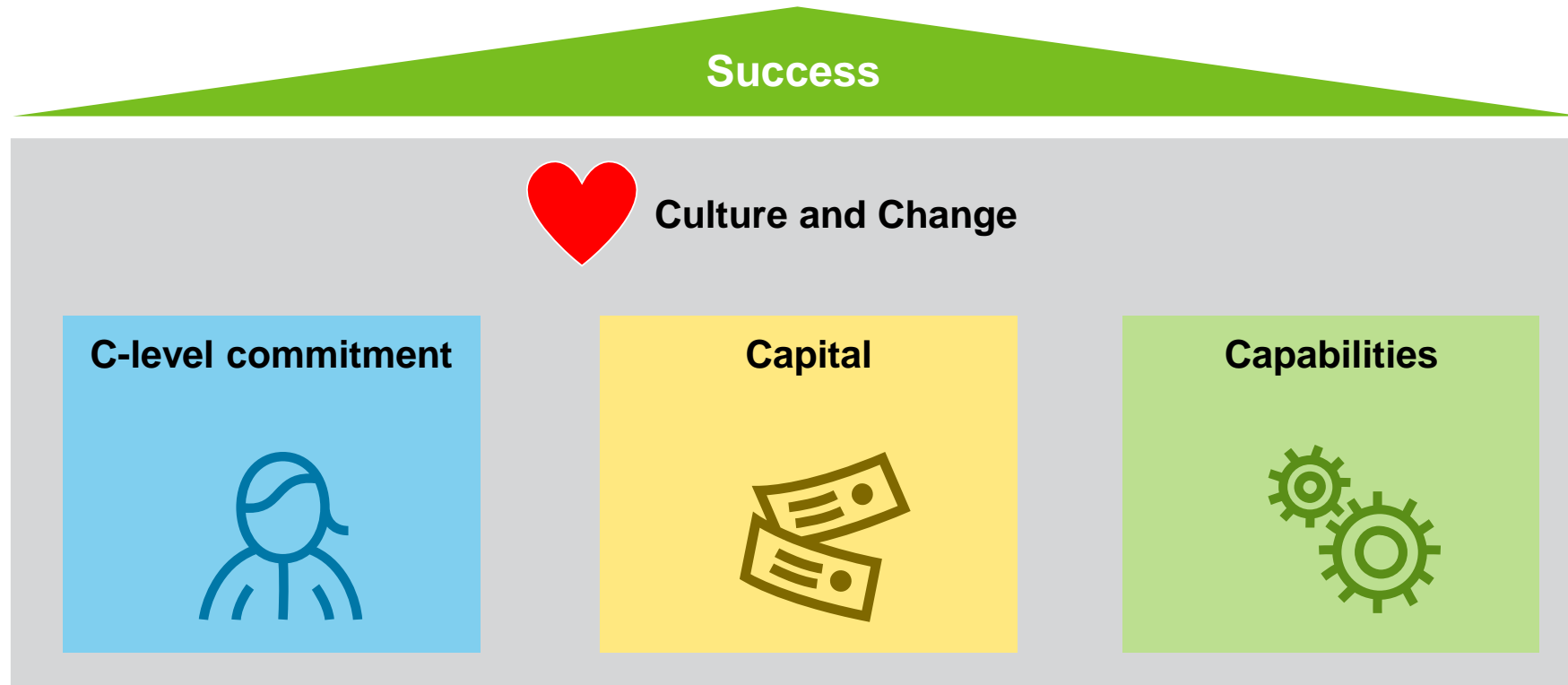
Internal operational efficiency



Business development and new business models

# Creating value with digitalisation

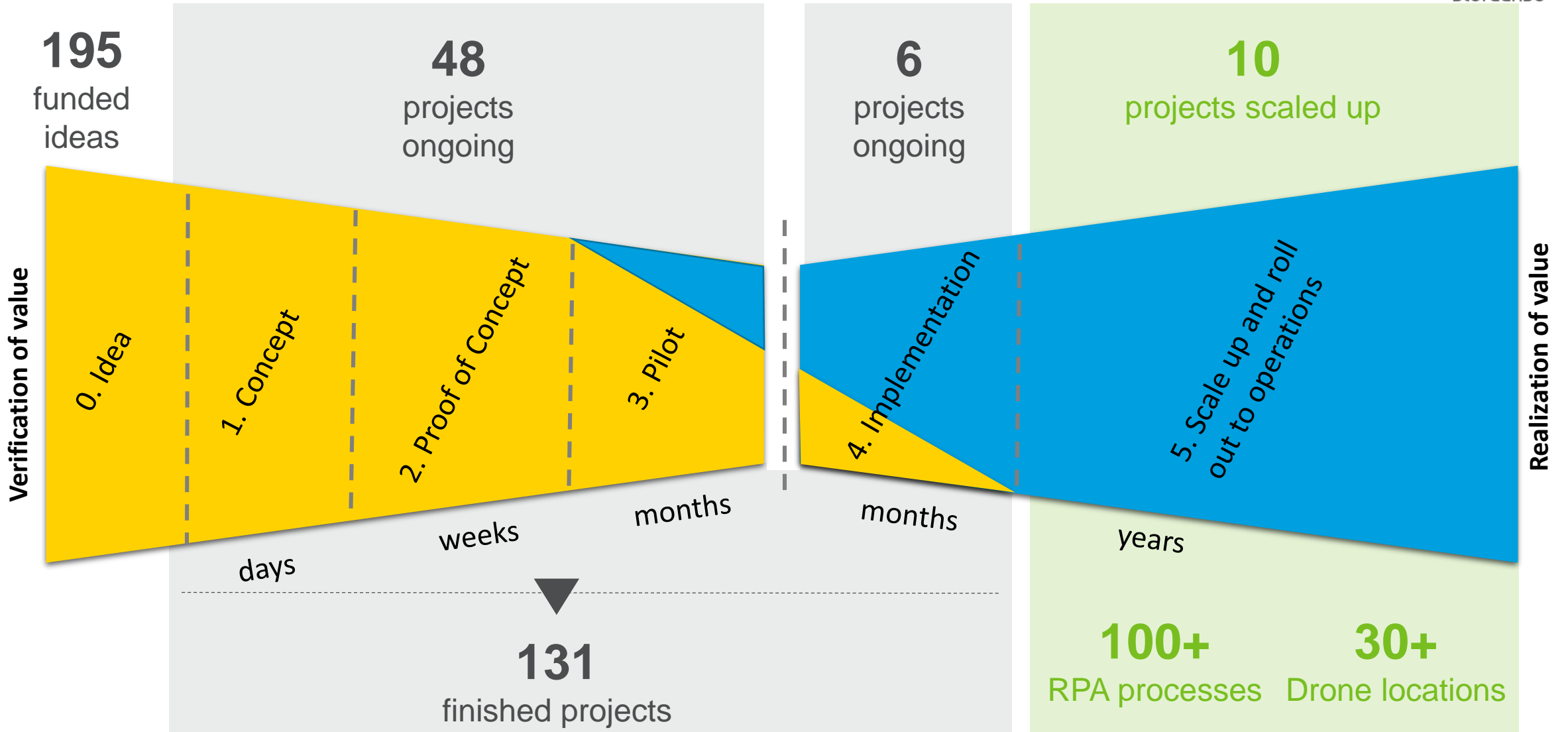
Stora Enso's long term target is for 15% of the revenue to come from new products and services.



# Sustained transformation demands **c-level** commitment and learning



# Capital through Digi Fund – with scale out focus in 2021





# One way of building **capabilities** is through start-up collaborations



Screened **>1200 startups** from **39 countries**



Established deeper collaboration with **30 startups**



**Two programs:**

1. Stora Enso Accelerator
2. Combient Foundry (with Husqvarna, Kone, Scania)



 Awarded **“the most startup friendly corporation in Finland in 2018”**

**Venture client**  
Buying products not companies



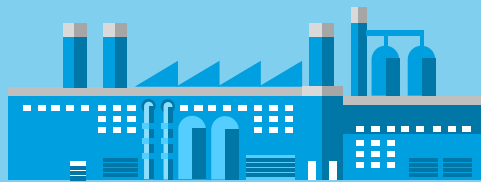
# Our digitalisation efforts contribute to building the digital solutions portfolio



## Digitalisation stream

## Selected examples

### Smart Operations



AI to predict pulp viscosity

AI for waste water treatment

Sensors for warehouse anti collision

### Transparent supply chain



Drones for forest and wood yard inventory

Intelligent packaging ECO RFID

Real-time visibility into outbound truck transportation

### Digital customer excellence



Wiiste – IoT in wooden construction industry

Snap Support - virtual tech. support

Box Inc - platform for packaging sales

# 2021

**Scale out focus**

# Thank you!



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