

For Immediate Release

November 7, 2013

## **CANFOR PULP AND UPM ENTER INTO PULP SALES COOPERATION**

Vancouver, BC, Canada – Canfor Pulp Products Inc. (TSX: CFX) and UPM-Kymmene Corporation (NASDAQ: OMX) have today agreed on a strategic sales and marketing cooperation. Beginning January 1, 2014, Canfor Pulp’s sales network will represent and co-market UPM Pulp products in North America and Japan whereas UPM’s Pulp sales network will represent and co-market Canfor Pulp products in Europe and China. In the initial phase, the cooperation agreement will consist of six grades of market pulp and approximately one million tonnes of pulp sales from eight mills on three continents.

Both parties consider the agreement as a significant strategic step. The customers will benefit from a broader product portfolio consisting of Premium Reinforcing Northern Bleached Softwood Kraft (PRP NBSK), Northern Bleached Softwood Kraft (NBSK), Northern Bleached Birch Kraft (NBBK), Bleached Eucalyptus Kraft (BEK), Unbleached Electrical Kraft Pulp (UBE), and Bleached Chemi-Thermomechanical Pulps (BCTMP).

“We are very excited to be entering into this direct-to-market sales cooperation with UPM Pulp. This agreement will bring two significant and reputable market pulp producers together to offer our customers a broader technical approach and an enhanced product offering for a total fibre solution,” said Sean Curran, Vice President, Sales and Marketing, Canfor Pulp Products Inc.

“We are pleased to start this sales and marketing cooperation with Canfor Pulp which is a renowned market leader in the pulp business. The cooperation will provide our customers the most versatile range of Northern Softwood, Birch and Eucalyptus pulps available in the market combined with world-class technical service,” says Tomas Wiklund, Vice President, Sales and Marketing, UPM Pulp.

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### **Forward Looking Statements**

Certain statements in this press release constitute “forward-looking statements” which involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. Words such as “expects”, “anticipates”, “projects”, “intends”, “plans”, “will”, “believes”, “seeks”, “estimates”, “should”, “may”, “could”, and variations of such words and similar expressions are intended to identify such forward-looking statements. These statements are based on management’s current expectations and beliefs and actual events or results may differ materially. There are many factors that could cause such actual events or results expressed or implied by such forward-looking statements to differ materially from any future results expressed or implied by such statements. Forward-looking statements are based on current expectations and Canfor Pulp and the Purchaser assume no obligation to update such information to reflect later events or developments, except as required by law.

**Canfor Pulp Products Inc. is a leading global supplier of pulp and paper products with operations in the central interior of British Columbia employing approximately 1,200 people throughout the organization. Canfor Pulp owns and operates three mills in Prince George, BC with a total capacity of 1.1 million tonnes of Premium Reinforcing Northern Bleached Softwood Kraft Pulp. Canfor Pulp is the largest North American and one of the largest global producers of market NBSK Pulp. Canfor Pulp also markets 210,000 tonnes of Bleached Chemi-Thermomechanical Pulp from the Canfor Taylor BCTMP Mill. [www.canforpulp.com](http://www.canforpulp.com)**

#### **UPM Pulp**

**UPM is one of the world's leading producers and suppliers of Northern Softwood, Birch and Eucalyptus pulp. UPM's Pulp Business operates four modern pulp mills - three in Finland and one in Uruguay - and eucalyptus plantations in Uruguay. UPM Pulp's sales and technical customer service cooperate closely with the Group's global R&D network. UPM Pulp employs approx. 1,500 people and in 2012 the sales amounted to EUR 1.62 billion. UPM's total annual pulp production capacity is 3.3 million tonnes. Pulp Business is part of the UPM Biorefining Business Area. Read more at [www.upm.com/pulp](http://www.upm.com/pulp)**

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