

Valmet in brief

Key facts (2015)¹

Orders received: EUR 2,878 million
 Net sales: EUR 2,928 million
 Comparable EBITA: EUR 182 million
 EBITA: EUR 157 million
 Comparable EBITDA: EUR 238 million
 Cash flow²: EUR 78 million
 Employees (Q3/2016): 12,138

Balance sheet (September 30, 2016)

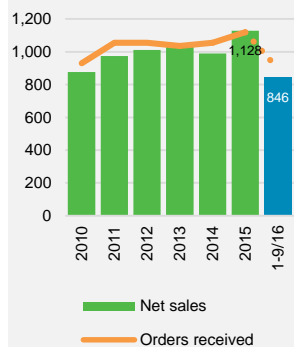
Balance sheet total: EUR 2,836 m
 Interest-bearing debt: EUR 310 m
 Gearing: 15%
 Net debt: EUR 126 m
 Equity: EUR 858 m
 Equity ratio: 38%

Investment highlights

- 1 Strong market position in markets that grow
- 2 Stable business, with EUR 1.5 billion of net sales, offering stability, growth and profitability
- 3 Capital business, with flexible cost structure, offering growth and profitability potential
- 4 Continuous systematic development
- 5 Technology leader with unique offering

Valmet has four business lines serving the same customer base

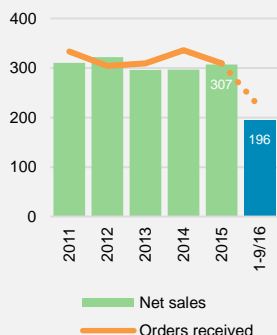
Services¹



Orders received (2015): EUR 1,119 m
 Net sales (2015): EUR 1,128 m
 Employees (Q3/2016): 5,373

Mill and plant improvements, roll and workshop services, parts and fabrics as well as life-cycle services for the pulp, paper and energy industries

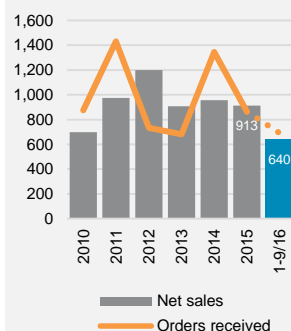
Automation^{1,3}



Orders received (2015): EUR 309 m
 Net sales (2015): EUR 307 m
 Employees (Q3/2016): 1,637

Supplies and develops automation and information systems, applications and services

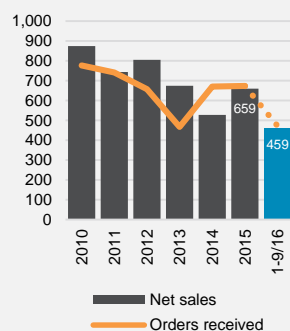
Pulp and Energy¹



Orders received (2015): EUR 864 m
 Net sales (2015): EUR 913 m
 Employees (Q3/2016): 1,687

Solutions and technologies for pulp production, power generation and biomass conversion

Paper¹

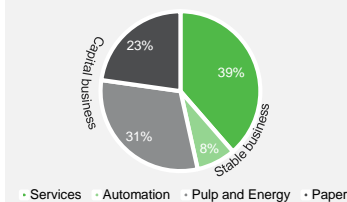


Orders received (2015): EUR 673 m
 Net sales (2015): EUR 659 m
 Employees (Q3/2016): 2,876

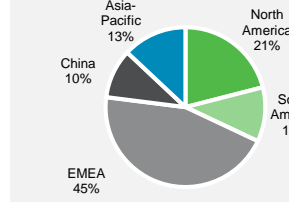
Solutions and technologies for board, tissue and paper production

Key figures

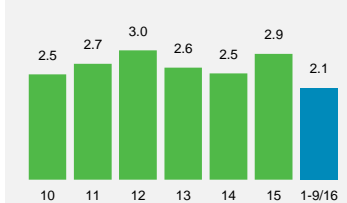
Net sales split (2015)



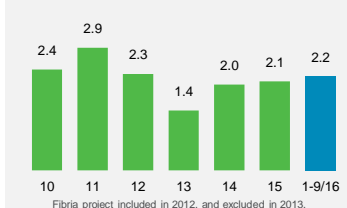
Net sales by area (2015)



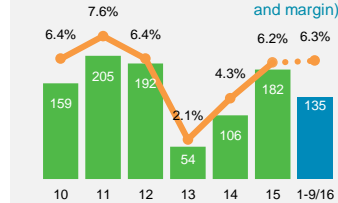
Net sales¹ (EUR billion)



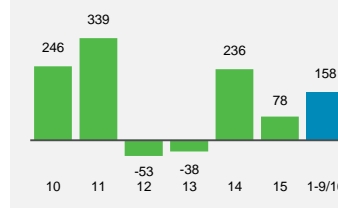
Order backlog¹ (EUR billion)



Comparable EBITA¹ (EUR million and margin)



Cash flow^{1,2} (EUR million)



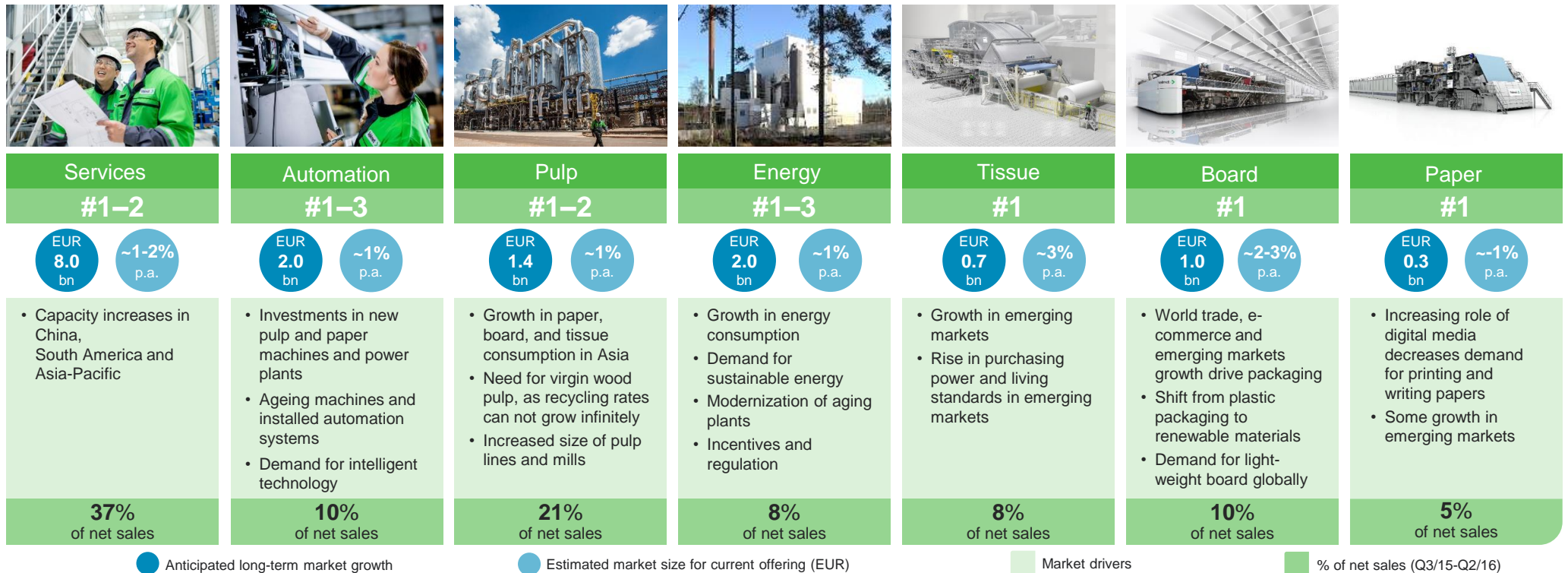
Automation has been consolidated into Valmet's financials since April 1, 2015, when the acquisition of Automation was completed.

1) 2010–2013 financials on a carve-out basis. Financials for 2014 and onwards are actual figures.

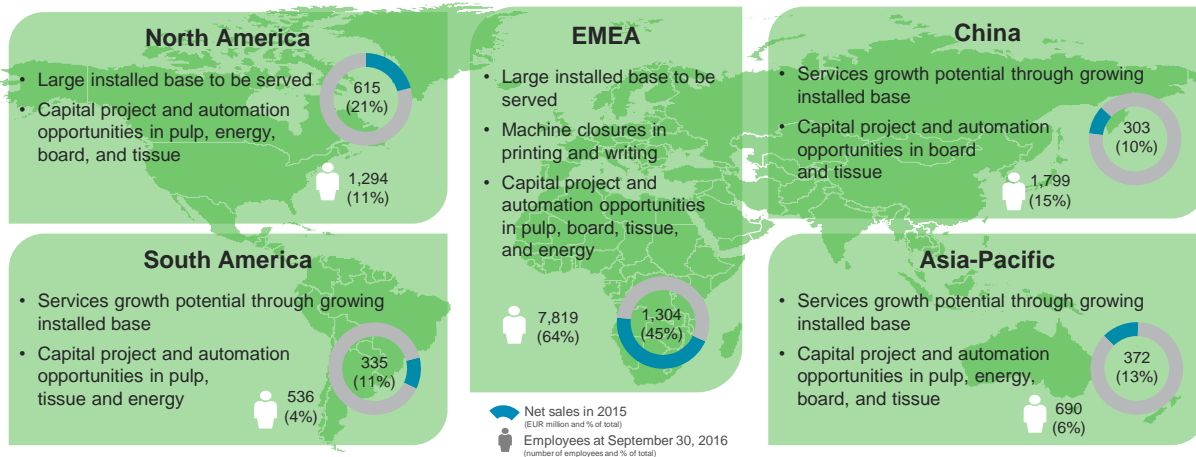
2) Cash flow provided by operating activities.

3) Automation 2011–2014 and Q1/2015 figures are stand-alone figures based on Metso's reported figures and pro forma figures excluding Process Automation Systems and are therefore indicative only. Figures for Q2/2015 and onwards are Automation business line figures (2015 figures include internal net sales and orders received).

Market statistics, positions and drivers



Strong global presence – good platform for growth



Financial targets from 2017 onwards

- Net sales for stable business to grow over two times the market growth
- Net sales for capital business to exceed market growth
- Comparable EBITA: 8–10%
- Comparable return on capital employed (pre-tax), ROCE: 15–20%
- Dividend payout at least 50% of net profit