



Valmet tickers
 Bloomberg: VALMT FH
 Reuters: VALMT.HE

IR Contacts: firstname.lastname@valmet.com
 Calle Loikkanen, Director, Investor Relations, Tel: +358 10 672 0020
 Tuuli Oja, Manager, Investor Relations, Tel. +358 10 672 0352
 Heli Jämsä, Investor Relations Coordinator, Tel: +358 10 672 0973
www.valmet.com/investors

Valmet in brief

Key facts (2016)

Orders received: EUR 3,139 million
 Net sales: EUR 2,926 million
 Comparable EBITA: EUR 196 million
 EBITA: EUR 183 million
 Comparable EBITDA: EUR 247 million
 Cash flow¹: EUR 246 million
 Employees (Q4/2016): 12,012

Balance sheet (December 31, 2016)

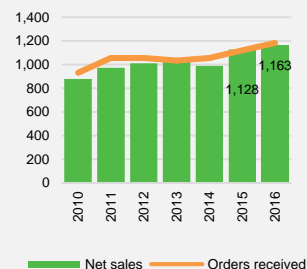
Balance sheet total: EUR 2,958 m
 Interest-bearing debt: EUR 310 m
 Gearing: 6%
 Net debt: EUR 52 m
 Equity: EUR 886 m
 Equity ratio: 37%

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

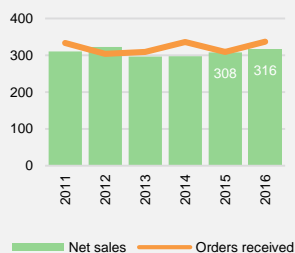
Services²



Orders received (2016): EUR 1,182 m
 Net sales (2016): EUR 1,163 m
 Employees (Q4/2016): 5,339

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

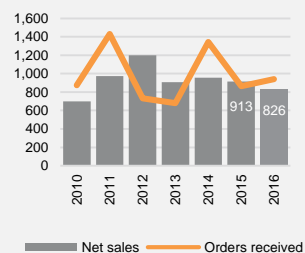
Automation^{2,3}



Orders received (2016): EUR 337 m
 Net sales (2016): EUR 316 m
 Employees (Q4/2016): 1,636

Supplies and develops automation and information management systems, applications and services

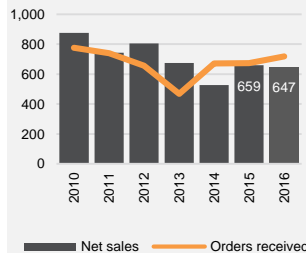
Pulp and Energy²



Orders received (2016): EUR 939 m
 Net sales (2016): EUR 826 m
 Employees (Q4/2016): 1,689

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

Paper²

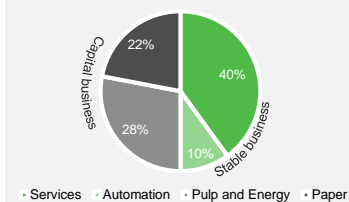


Orders received (2016): EUR 718 m
 Net sales (2016): EUR 647 m
 Employees (Q4/2016): 2,774

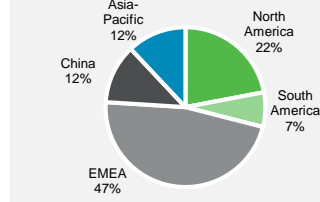
Solutions and technologies for board, tissue and paper production

Key figures

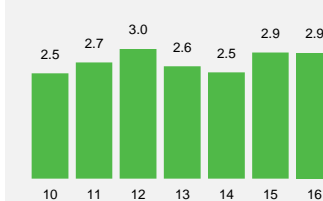
Net sales split (2016)



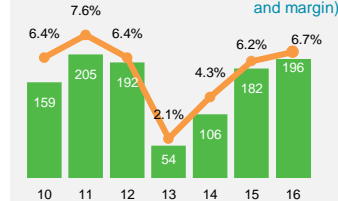
Net sales by area (2016)



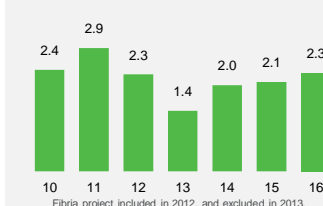
Net sales¹ (EUR billion)



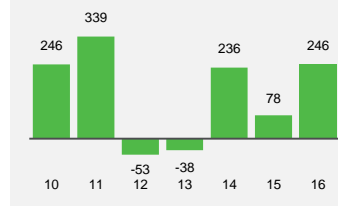
Comparable EBITA¹ (EUR million and margin)



Order backlog¹ (EUR billion)



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.

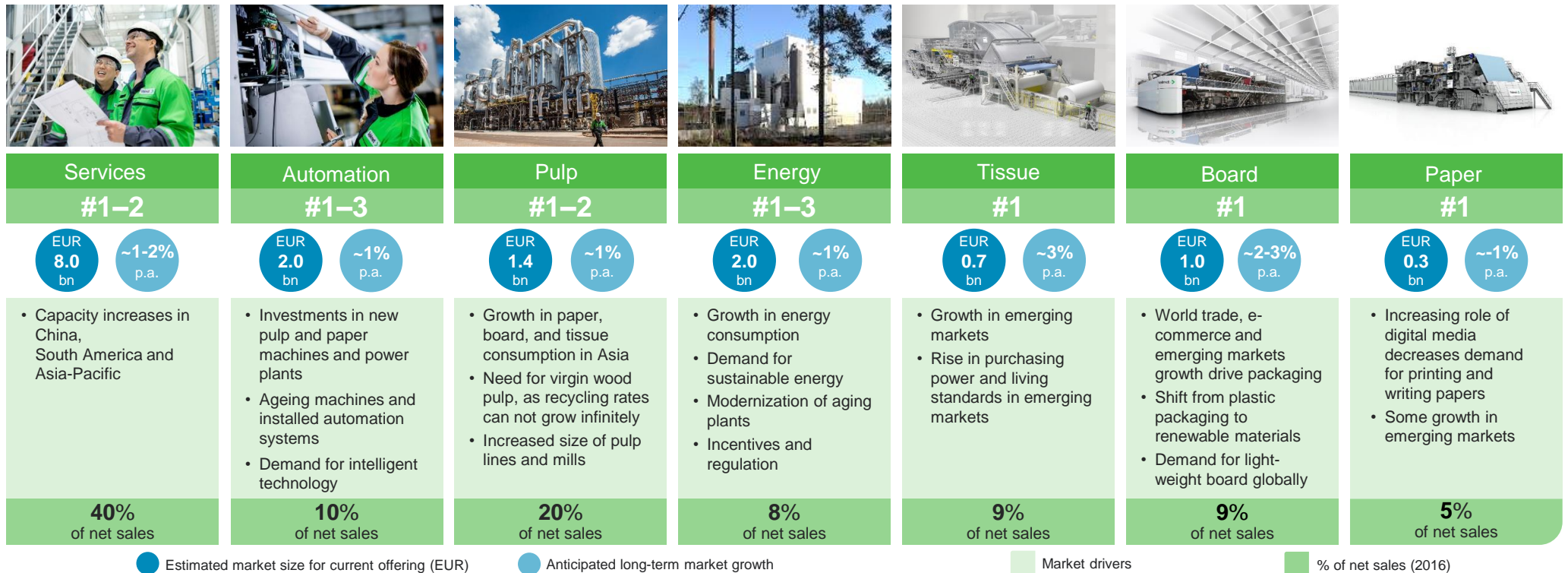
1) Cash flow provided by operating activities

2) 2010–2013 financials on a carve-out basis. Financials for 2014 and onwards are actual figures.

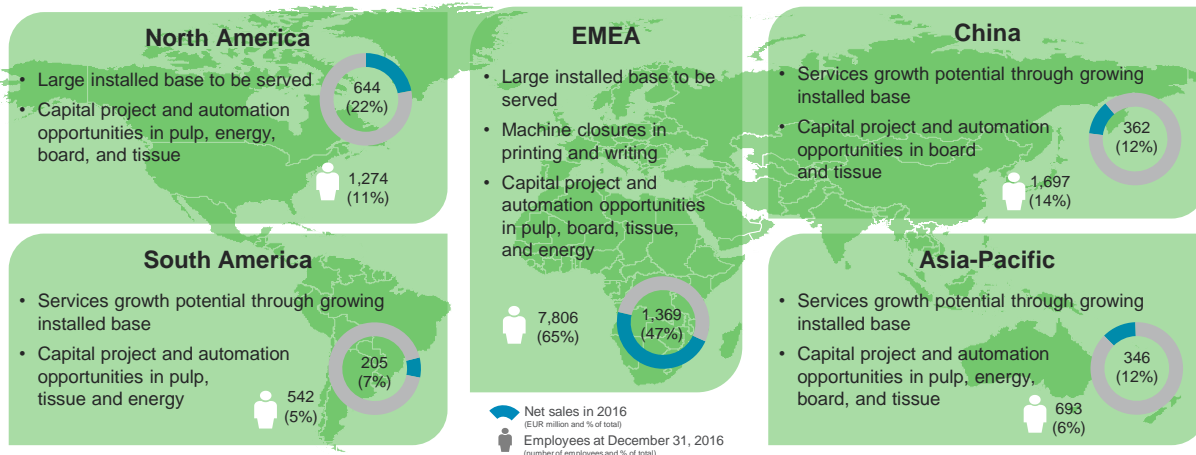
3) Automation 2011–2014 and Q1/2015 figures are stand-alone figures based on Metso's reported figures and pro forma figures excluding Process Automation Systems and are therefore indicative only. Figures for Q2/2015 and onwards are Automation business line figures (2015 and 2016 figures include internal net sales and orders received).

Fibra project included in 2012, and excluded in 2013.

Market statistics, positions and drivers



Strong global presence – good platform for growth



Financial targets

- 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