

Key financials Orders received Net sales Order backlog 2,458 2017 3,272 3,058 M€ Comparable EBITA Comparable EBITA **Employees** Operating cash flow 12,268 218 7.1% M€ of net sales M€ Asia-Pacific North Paper 10% America 26% China Services 13% 39% Net sales Net sales 2017 2017 Pulp and Energy **EMEA** Automation 26% 49% 10% ROCE Gearing Equity ratio Balance sheet figures 14% -11% 42% As at Dec 31, 2017

# Orders received (EUR million)

20%

South

America

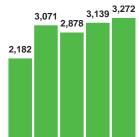
8%



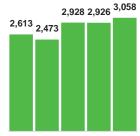
Stable business

Automation

Services





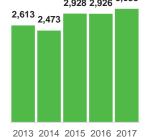


Net sales

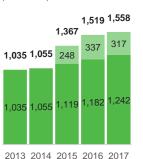
(EUR million)

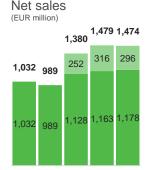
2013 2014 2015 2016 2017

54



Orders received (EUR million)





Comparable EBITA

182

218

196

(EUR million and %)

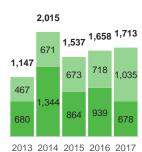
106

2013 2014 2015 2016 2017

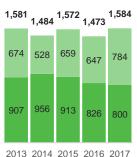


Capital business

Orders received (EUR million)



Net sales (EUR million)



Interest-bearing

liabilities

M€

Automation has been consolidated into Valmet's financials since April 1, 2015, when the acquisition was completed. ation 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 (including internal net sales and orders received)

Net interest-bearing

liabilities

M€

Balance sheet

total

2,908

Total equity

918

M€

Investor Relations

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#### Strong market position in markets that grow



of net sales

Anticipated long-term market growth



of net sales

Estimated market size for current offering (EUR)

#### **Financial targets**

Net sales for stable business to grow over two times the market growth

of net sales

of net sales

% of net sales (2017)

Net sales for capital business to exceed market growth

Market drivers

Comparable EBITA: 8–10%

Comparable return on capital employed (pre-tax), ROCE: 15–20%

Dividend payout at least 50% of net profit