



Valmet – unique offering with
process technology, automation
and services

Roadshow presentation
February 2020

Agenda

Valmet roadshow presentation

1 Valmet in brief

2 Investment highlights





3 Financials

4 Conclusion

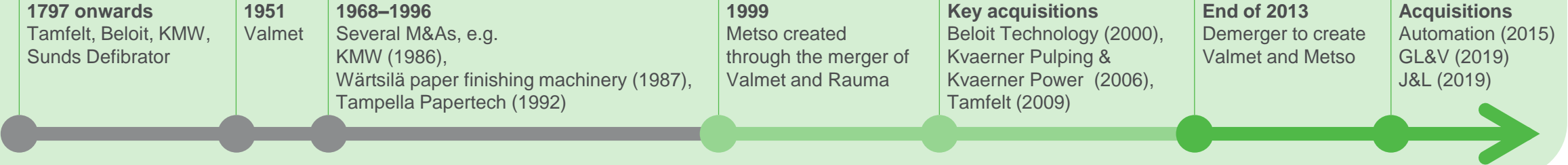


Valmet in brief

We have strong market shares, unique offering and over 220 years of history

 <p>Paper</p> <p>Market position #1</p> <p>Market share ~40%</p>	 <p>Pulp and Energy</p> <p>Market position #1–3</p> <p>Market share 20-40%</p>	 <p>Automation</p> <p>Market position #1–3</p> <p>Market share 10-20%</p>	 <p>Services</p> <p>Market position #1–2</p> <p>Market share ~17%</p>
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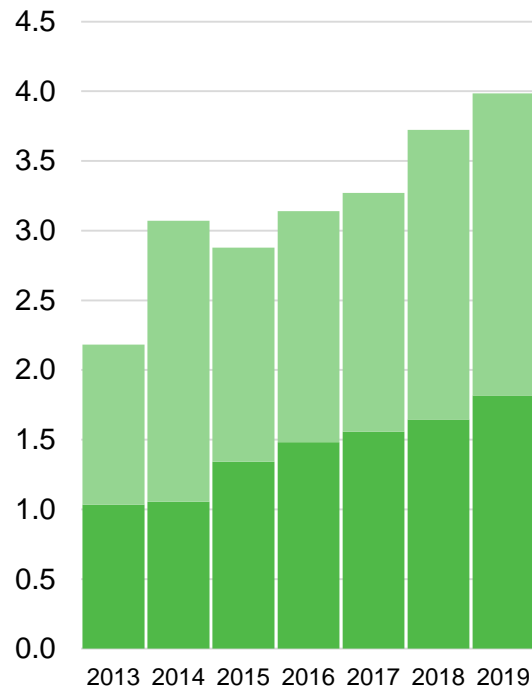
Valmet's road to becoming a global market leader



Valmet's development since 2013

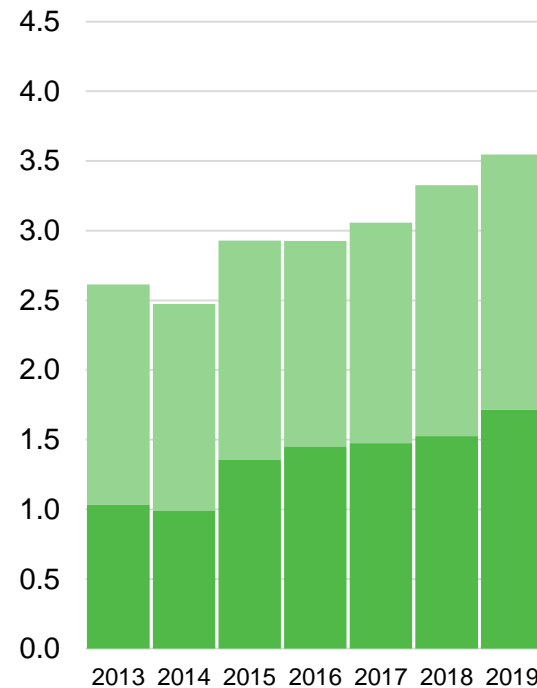
New Comparable EBITA
target 10–12%
from 2020 onwards

Orders received
(EUR billion)



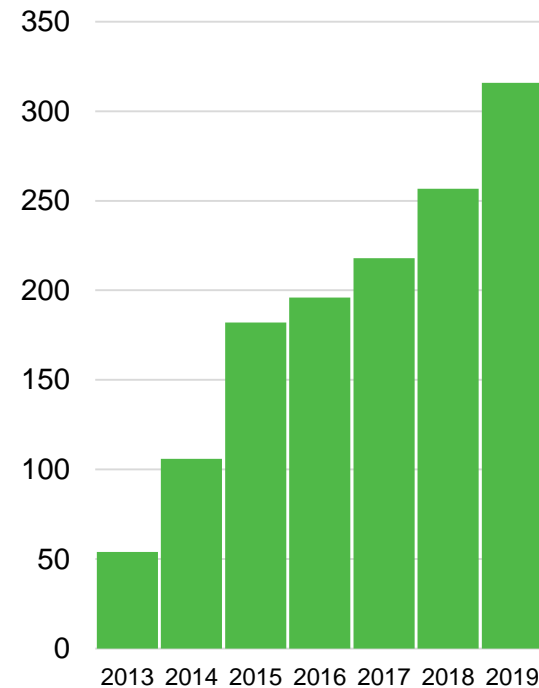
■ Pulp and Energy, and Paper business lines
■ Services and Automation business lines

Net sales
(EUR billion)



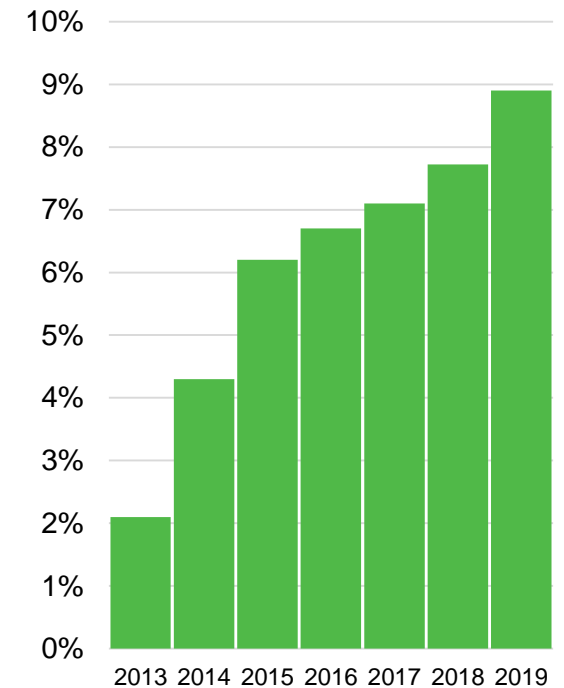
■ Pulp and Energy, and Paper business lines
■ Services and Automation business lines

Comparable EBITA
(EUR million)



■ Comparable EBITA

Comparable EBITA margin
(%)



■ Comparable EBITA margin

2013 figures on carve-out basis

Key figures 2019

Orders received
EUR 3,986 million

Net sales
EUR 3,547 million

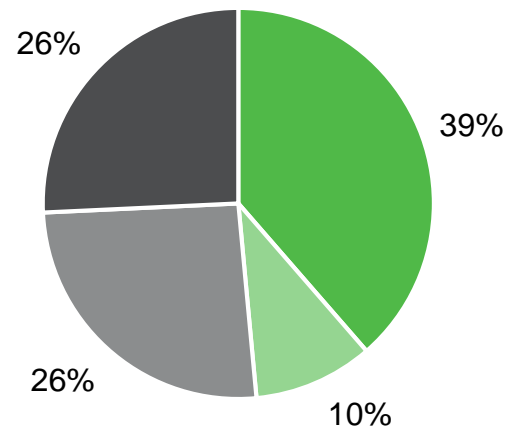
Comparable EBITA
EUR 316 million

Comparable EBITA margin
8.9%

Order backlog
EUR 3,333 million

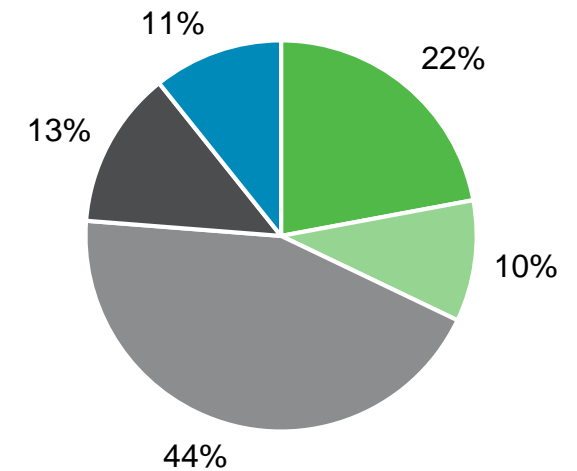
Employees
13,598

Net sales by business line



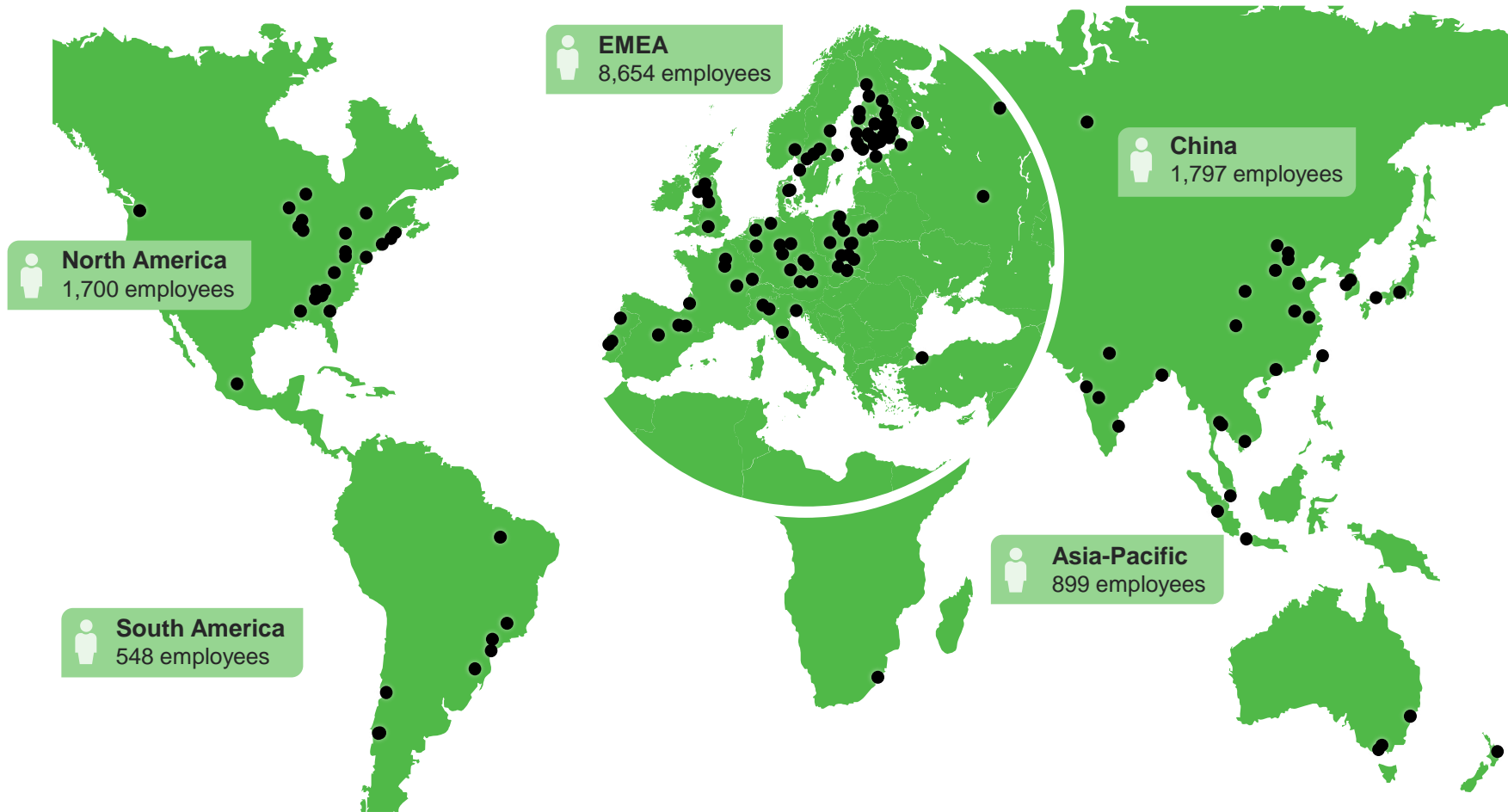
- Services
- Automation
- Pulp and Energy
- Paper

Net sales by area



- North America
- South America
- EMEA
- China
- Asia-Pacific

Strong, global presence is a good platform for growth



~100
service centers



85
sales offices



35
production units



16
R&D centers



7
Performance Centers



Process technology, services and automation

Valmet's unique offering differentiates the company from its competitors



Significant, customer focused research and development work

R&D focus areas

- Advanced and competitive technologies and services
- Raw material, water and energy efficiency
- Promotion of renewable materials

16

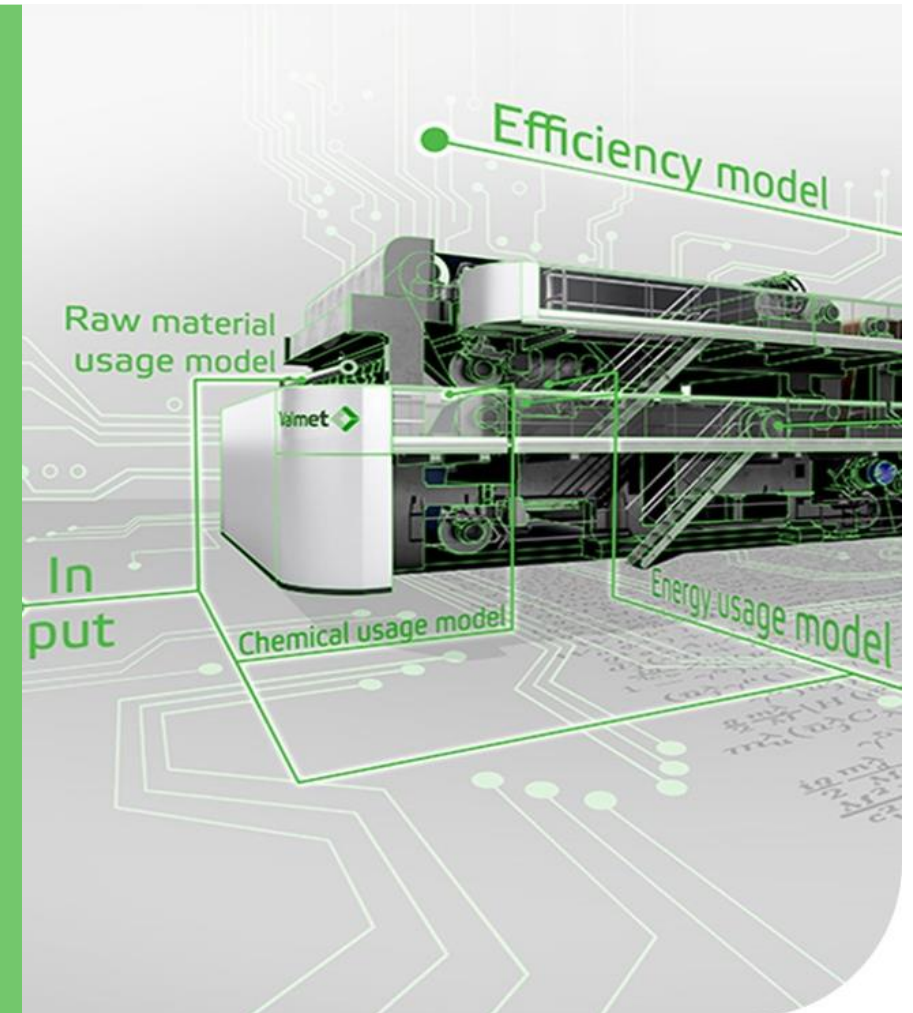
research and
development
centers



EUR **71** million
R&D spending
in 2019



~1,300
protected
inventions



Acknowledged leader in sustainability

Sustainability360° approach

- In Dow Jones Sustainability Index for the sixth consecutive year
- AAA rating in the MSCI ESG Ratings assessment in 2019
- Rating A in CDP's climate program ranking in 2019
- RobecoSAM Bronze Class 2020 Sustainability Award
- In Ethibel Sustainability Index Excellence Europe



Most material UN Sustainable Development Goals for Valmet



Valmet strengthened its stable business through acquisitions

Valmet completed the acquisitions of GL&V and J&L Fiber Services in Q2/2019

- **GL&V** is a supplier of technologies, upgrade and process optimization services, rebuilds and spare parts for the pulp and paper industry globally
 - Focus in chemical pulping, stock preparation, papermaking and finishing
 - Key locations in the US and Canada, operations also in Europe, India and South America
- Majority of the business is reported in the Services business line

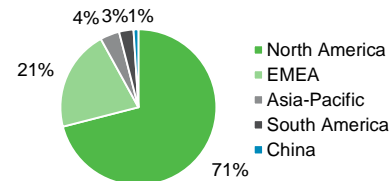
- **J&L Fiber Services** is a manufacturer and provider of refiner segments to the pulp, paper and fiberboard industry
 - Most of the employees are located in Wisconsin, U.S, with global operations through a sales representative and distribution network.
- The acquired business became a part of Valmet's Services business line

Key information

Net sales in 2018	EUR ~160 million
EBITA margin in 2018	~11%
Number of employees	~630
Value of acquisition ¹	EUR ~113 million

¹) Value on a cash and debt free basis subject to ordinary post-closing adjustments

Approximate split of net sales

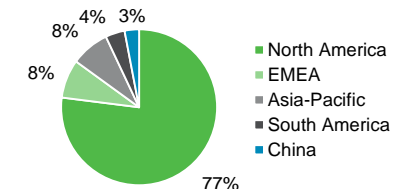


Key information

Net sales in 2018	EUR ~30 million
EBITA margin in 2018	~15%
Number of employees	~100
Value of acquisition ¹	EUR ~51 million

¹) Value on a cash and debt free basis subject to ordinary post-closing adjustments

Approximate split of net sales



New and increased financial targets

Growth



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

Profitability



- Comparable EBITA: **10–12%**

ROCE

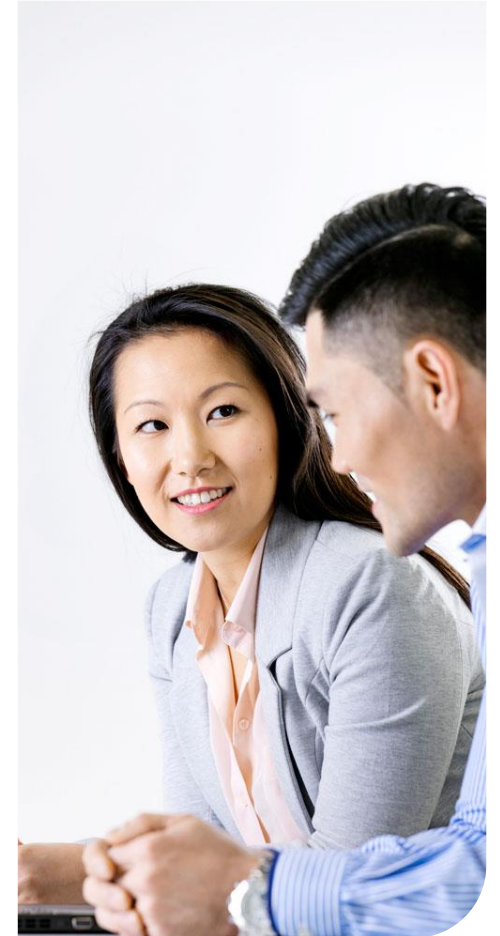


- Comparable return on capital employed (ROCE) before taxes¹: **>20%**

Dividend policy



- Dividend payout at least 50% of net profit



The new financial targets have been announced by stock exchange release on February 5, 2020

1) Comparable ROCE before taxes = (profit before taxes + interests and other financial expenses +/- items affecting comparability) / (balance sheet total - non-interest-bearing liabilities (average for the period))



Investment highlights

Investment highlights

- 1 **Strong position in the growing market of converting renewables**
- 2 **Widest offering combining process technology, services and automation in a unique way**
- 3 **Large stable business offering growth and profitability**
- 4 **Strong capital business with high market share and flexible cost structure**
- 5 **Systematically building the future**



Strong position in the growing market of converting renewables



Paper



Board



Tissue



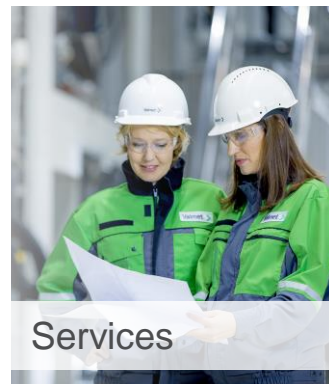
Pulp



Energy



Automation



Services

#1
0.3
EUR bn
~1%
p.a.

- Increasing role of digital media decreases demand for printing and writing papers
- Demand for technology driven efficiency improvements
- Demand for specialty papers

5%
of net sales

#1
1.0
EUR bn
~2-3%
p.a.

- World trade, e-commerce and emerging markets growth drive packaging
- Demand for light weight board
- Shift from plastic packaging to renewable materials
- Conversions from paper to board

13%
of net sales

#1
0.7
EUR bn
~3%
p.a.

- Rise in purchasing power and living standards
- Fast growth in emerging markets
- Demand for higher quality

7%
of net sales

#1-2
1.4
EUR bn
~1%
p.a.

- Growth in board and tissue consumption
- Need for virgin wood pulp. Decreasing availability of recycled paper and limitations to recycling rates
- Increased size of pulp lines and mills
- New applications for bio based products
- Increasing environmental awareness and stricter regulations

12%
of net sales

#1-3
2.0
EUR bn
~1%
p.a.

- Growth in energy consumption
- Demand for sustainable energy and shutdowns of coal capacity
- Modernization of aging plants
- Incentives and regulation driven demand
- Environmental solutions driven by marine Sox regulation and target market expected temporarily to exceed 1BEUR

14%
of net sales

#1-3
2.0
EUR bn
~1%
p.a.

- Aging machines and installed automation systems
- Investments in new pulp and paper machines and power plants
- Demand for raw material savings, process efficiencies and sustainability
- Demand for Industrial Internet based solutions

10%
of net sales

#1-2
8.0
EUR bn
~1-2%
p.a.

- Increasing pulp, paper and energy production
- Demand for more efficient processes, maintenance and outsourcing of non-core operations
- Customers decreasing own resources
- Size and gradually aging installed base, capacity increases in China, South America and Asia-Pacific
- Closures of non-competitive production lines
- Demand for Industrial Internet based solutions

39%
of net sales

■ Market position
 ■ Estimated market size for current offering (EUR)
 ■ Anticipated long-term market growth
 ■ Market drivers
 ■ % of net sales (2018)



Widest offering combining process technology, services and automation in a unique way

Paper

- Board, paper and tissue production lines
- Rebuilds
- Stand-alone products

Pulp

- Wood and pulp handling
- Fiber processing
- Recovery

Energy

- Heat and power generation
- Air emission control
- Biofuels

Services

- Spare parts and components
- Maintenance and shutdown services
- Outsourcing services
- Production consumables
- Process support and optimization

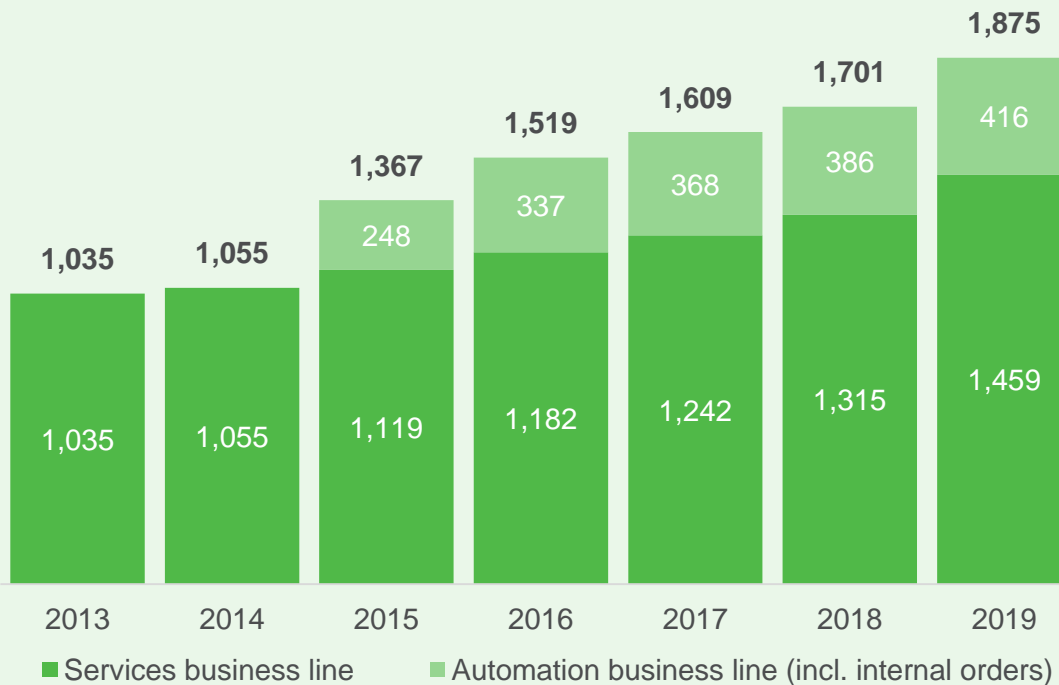
Automation

- Distributed Control Systems (DCS)
- Quality Management Systems (QMS)
- Analyzers and measurements
- Industrial Internet solutions



Large stable business offering growth and profitability

Orders received (EUR million)



Growth
~10%
CAGR

Organic growth
~4%
CAGR

Services

- 17% market share offers room for growth
- Wide offering to support customers' all service needs
- Opportunities to win new customers and increase share of wallet with existing customers

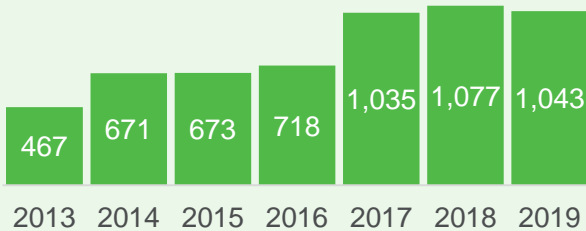
Automation

- Strong as a stand-alone business as well as packaged with Valmet's equipment
- Growth possibilities through replacing competitors' installed base, entering new industries and capturing Valmet synergies
- Lead the market through Industrial Internet offering

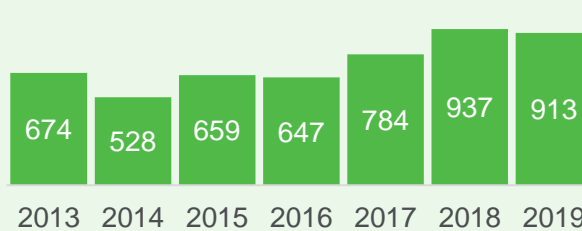
Strong capital business with high market share and flexible cost structure

Paper business line

Orders received (EUR million)

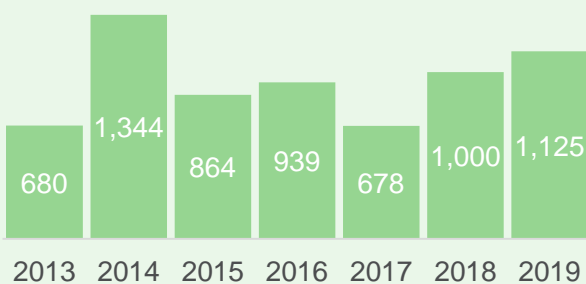


Net sales (EUR million)

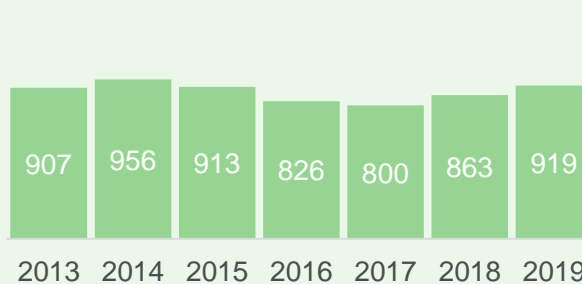


Pulp and Energy business line

Orders received (EUR million)



Net sales (EUR million)



Market share

- High market share in all businesses

Board and paper	Tissue	Pulp	Energy
~40%	~35%	~40%	~20%

Flexibility

- Low capacity cost provides resilience to market fluctuations
- Capacity costs:

	2019:	2015:
Paper	31% of net sales EUR 286 million	41% of net sales EUR 270 million

	2019:	2015:
Pulp and Energy	22% of net sales EUR 206 million	24% of net sales EUR 218 million

Systematically building the future

Customer

- Shared Journey Forward: a unified and unique way to serve
- Add value to customers through Industrial Internet solutions
- Ensure strong market position in capital business

Technology

- Develop new products and technologies
- Improve product cost competitiveness
- Lead the market through Industrial Internet offering

Process

- Investing in new ERP and other new business platforms
- Continue to improve project management and project execution
- Continued focus on sustainability

People

- Continue to improve safety and lower LTIF
- Continuous training of employees, e.g. Sales Journey and Innovation Pathways training programs
- Building capabilities globally





Financials

Key figures

EUR million	Q4/2019	Q4/2018	Change	2019	2018	Change
Orders received	1,009	1,026	-2%	3,986	3,722	7%
Order backlog ¹	3,333	2,829	18%	3,333	2,829	18%
Net sales	1,103	984	12%	3,547	3,325	7%
Comparable EBITA	118	113	4%	316	257	23%
% of net sales	10.7%	11.5%		8.9%	7.7%	
EBITA	119	110	8%	315	241	31%
Operating profit (EBIT)	110	102	7%	281	211	33%
% of net sales	9.9%	10.4%		7.9%	6.4%	
Earnings per share, EUR	0.54	0.49	10%	1.35	1.01	33%
Return on capital employed (ROCE) before taxes ²				23%	19%	
Cash flow provided by operating activities	182	143	28%	295	284	4%
Gearing ¹				-9%	-23%	

Items affecting comparability: EUR 1 million in Q4/2019 (EUR -3 million in Q4/2018), EUR -1 million in 2019 (EUR -16 million in 2018)

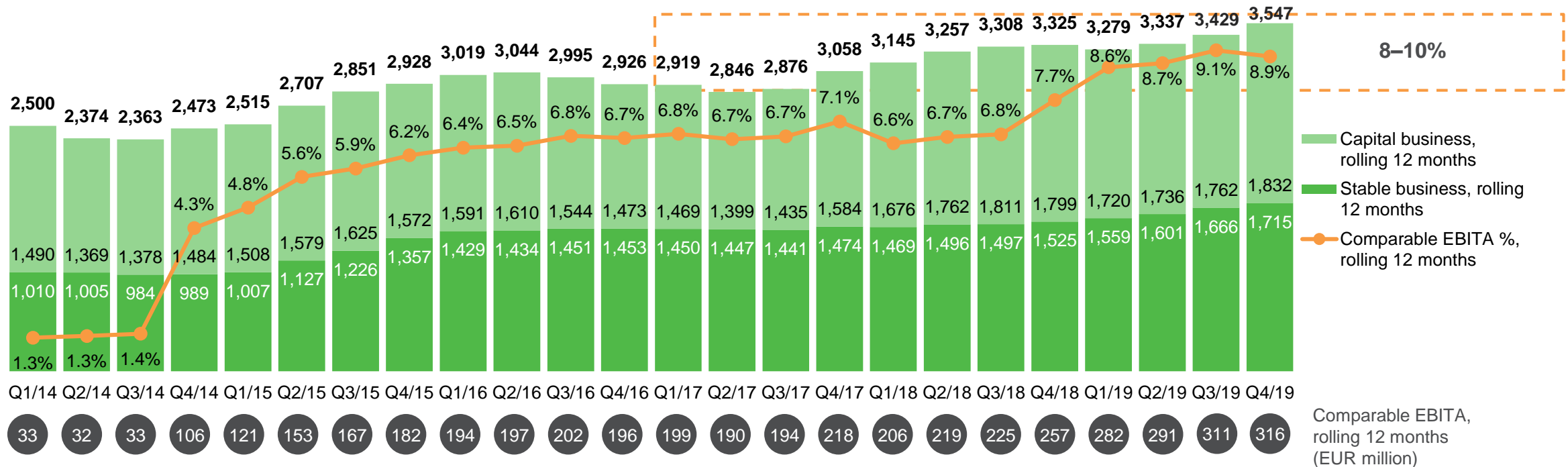
Valmet implemented IFRS 16 – Leases as of January 1, 2019 by applying the simplified transition method and therefore 2018 figures are not restated.

1) At the end of period

2) Annualized

Comparable EBITA margin development

Net sales and Comparable EBITA, rolling 12 months (EUR million and %)¹



- Q4/2019 net sales increased and Comparable EBITA remained at the previous year's level compared with Q4/2018
- Profitability remained at the previous year's level

1) Rolling 12 months. Carve-out figures for 2013 have been used in the calculation of Q1–Q3/2014 figures. In the calculation of 2017 figures, data points from 2016 that have not been restated have been used.

Guidance and short-term market outlook

Guidance for 2020

Guidance	Valmet estimates that net sales in 2020 will increase in comparison with 2019 (EUR 3,547 million) and Comparable EBITA in 2020 will increase in comparison with 2019 (EUR 316 million).
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Short-term market outlook

		Q1/2019	Q2/2019	Q3/2019	Q4/2019
Services		Good	Good	Good	Good
Automation		Good	Good	Good	Good
Pulp and Energy	Pulp	Good	Good	Good	Good
	Energy	Satisfactory	Satisfactory	Satisfactory	Satisfactory
Paper	Board and Paper	Good	Good	Good	Good
	Tissue	Satisfactory	Satisfactory	Satisfactory	Satisfactory

The short-term market outlook is based on customer activity (50%) and Valmet's capacity utilization (50%) and is given for the next six months from the end of the respective quarter. The scale is 'weak-satisfactory-good'.



Conclusion

Conclusion



1

Strong position in the growing market of converting renewables

2

Widest offering combining process technology, services and automation in a unique way

3

Large stable business offering growth and profitability

4

Strong capital business with high market share and flexible cost structure

5

Systematically building the future

Important notice

It should be noted that certain statements herein which are not historical facts, including, without limitation, those regarding expectations for general economic development and the market situation, expectations for growth, profitability and investment willingness, expectations for company development, growth and profitability and the realization of synergy benefits and cost savings, and statements preceded by “anticipates”, “believes”, “estimates”, “expects”, “foresees” or similar expressions, are forward-looking statements. Since these statements are based on current decisions and plans, estimates and projections, they involve risks and uncertainties which may cause the actual results to materially differ from the results currently expressed. Such factors include, but are not limited to:

- 1) general economic conditions, including fluctuations in exchange rates and interest levels which influence the operating environment and profitability of customers of the company or economic growth in the company’s principal geographic markets.
- 2) industry conditions, intensity of competition situation, especially potential introduction of significant technological solutions developed by competitors, financial condition of the customers and the competitors of the company,
- 3) the company’s own operating factors, such as the success of production, product development and project management and the efficiencies therein including continuous development and improvement
- 4) the success of pending and future acquisitions and restructuring.

Appendix

1 Financials

2 Shareholders, share price development and sustainability

3 Strategy and offering

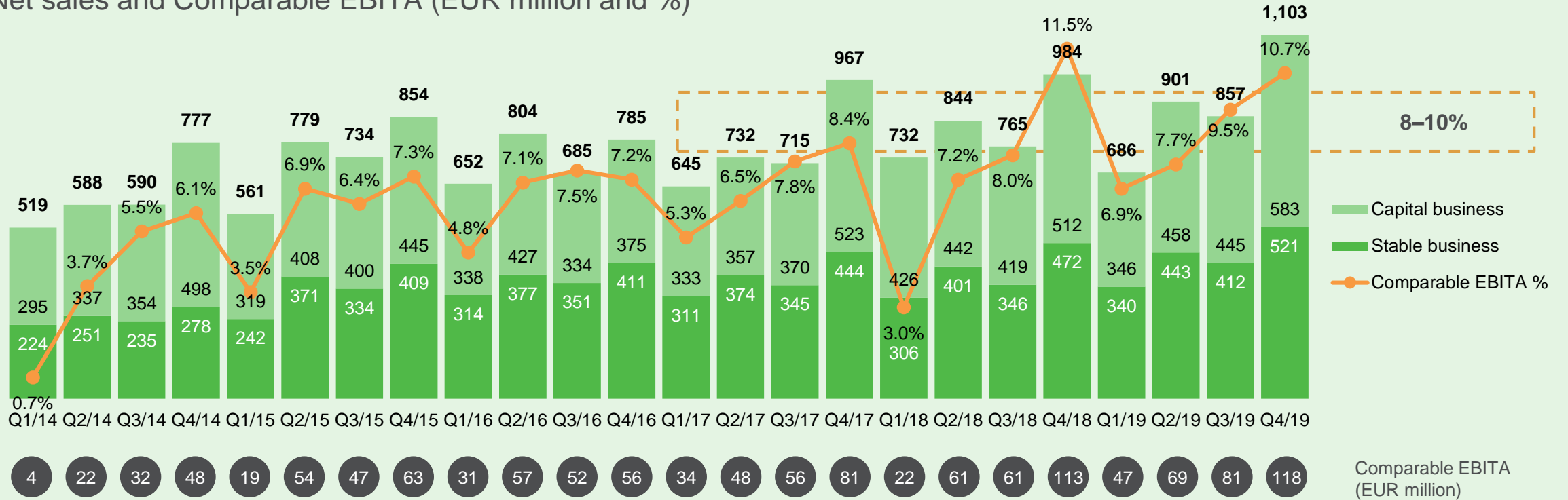
4 Management



Appendix
Financials

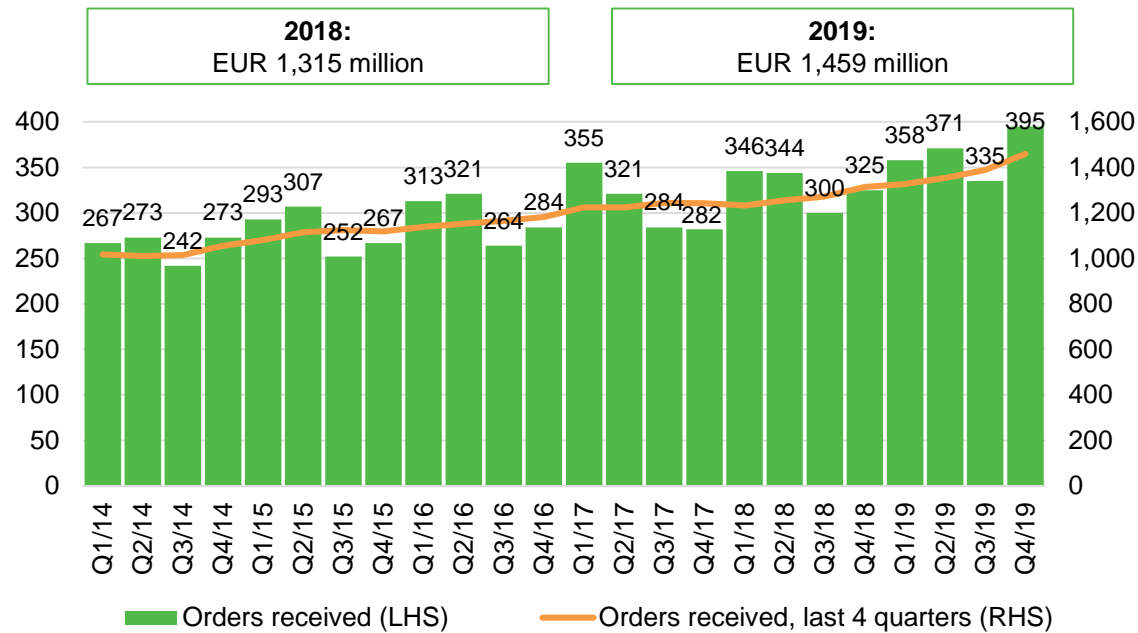
Quarterly Comparable EBITA margin development

Net sales and Comparable EBITA (EUR million and %)

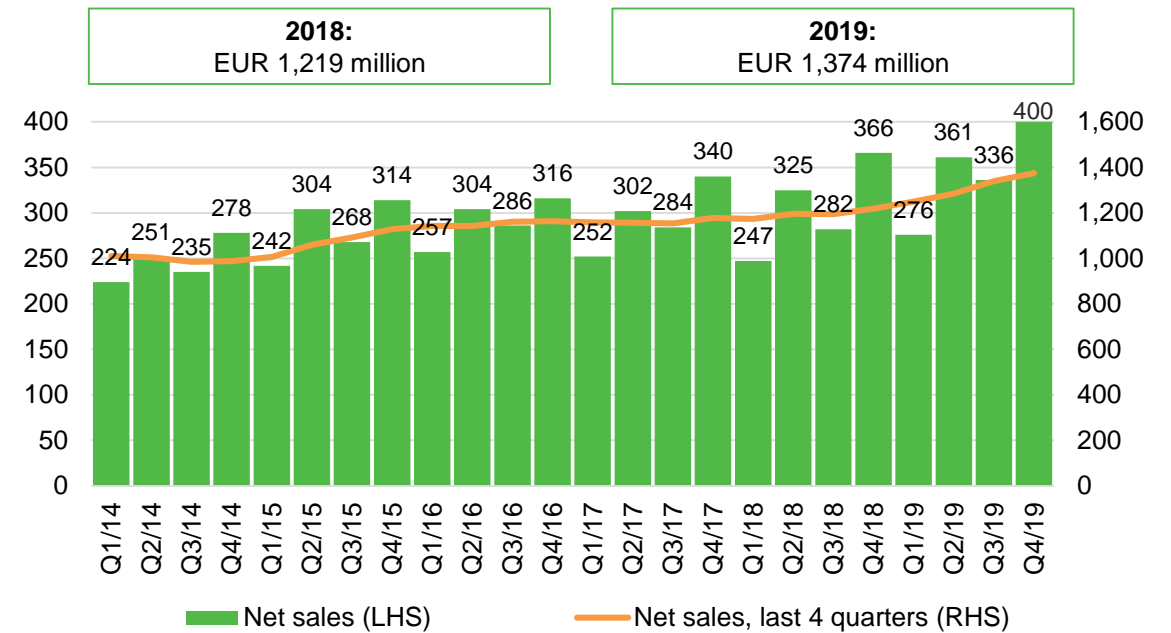


Services: Orders received increased to EUR 1,459 million in 2019

Orders received (EUR million)



Net sales (EUR million)

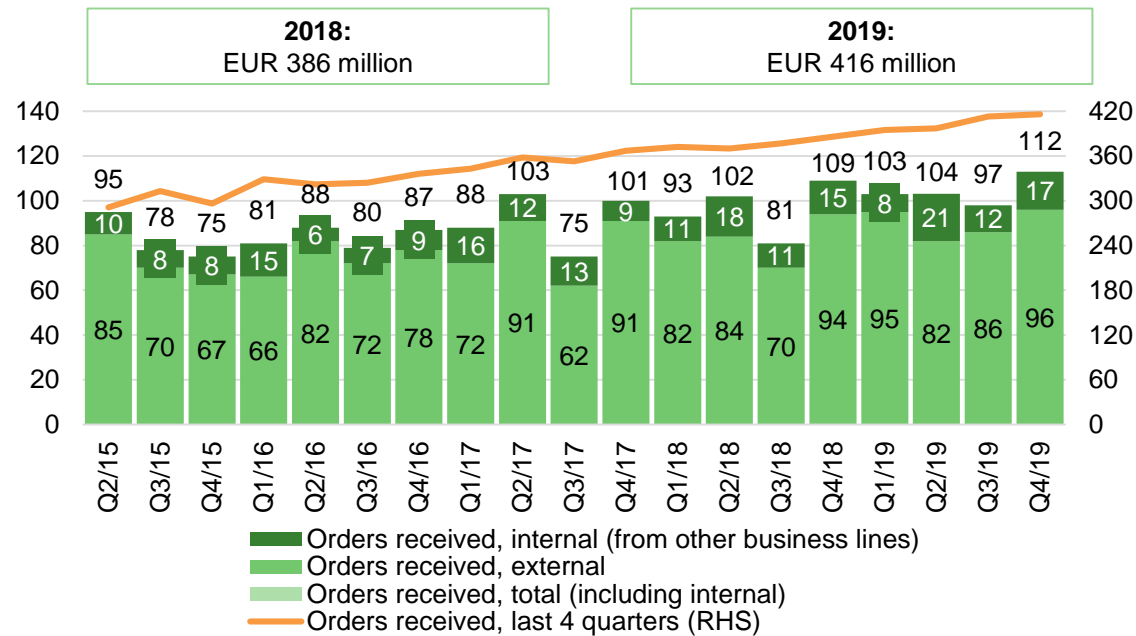


- Orders received increased compared with Q4/2018
 - Orders received of the acquired businesses amounted to EUR 41 million in Q4/2019 and EUR 117 million in Q2-Q4/2019
 - Orders received increased in North America and EMEA, and remained at the previous year's level in China, Asia-Pacific and South America
 - Orders received increased in Energy and Environmental and Performance Parts, remained at the previous year's level in Mill Improvements and Fabrics, and decreased in Rolls.
- Net sales increased compared with Q4/2018
 - Net sales of the acquired businesses amounted to EUR 40 million in Q4/2019 and EUR 115 million in Q2-Q4/2019

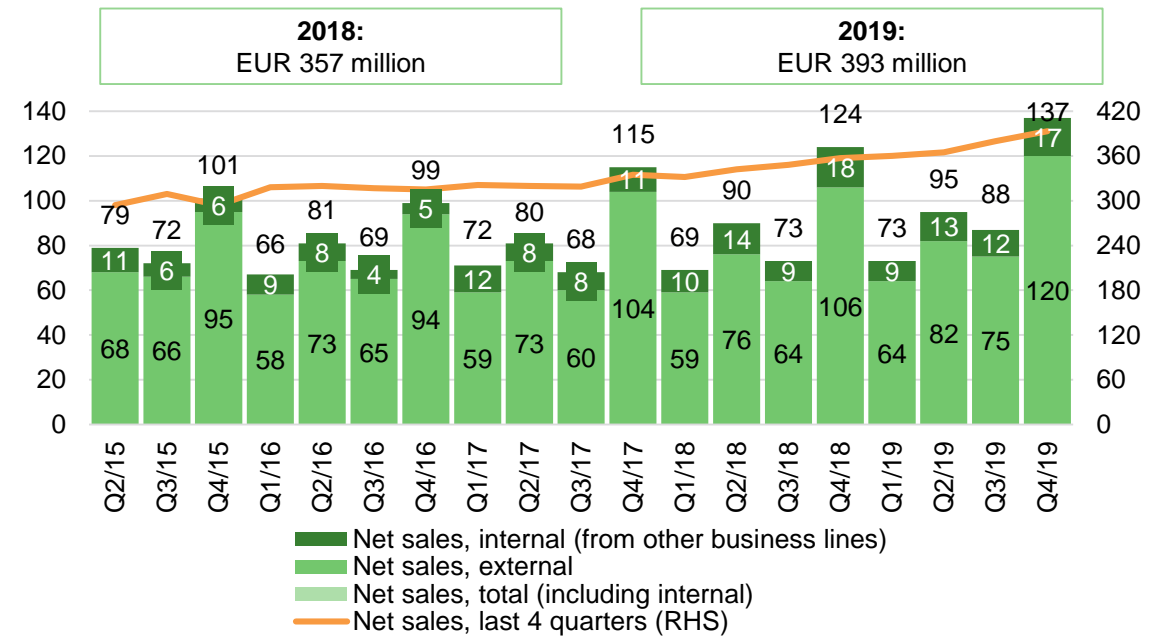


Automation¹: Orders received increased to EUR 416 million in 2019

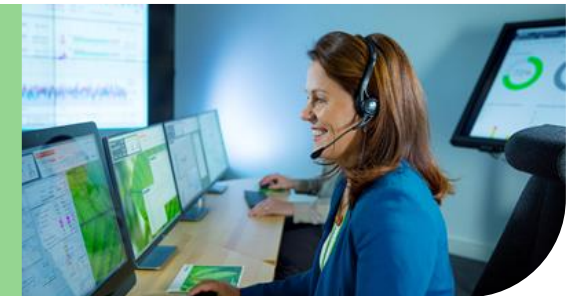
Orders received (EUR million)



Net sales (EUR million)



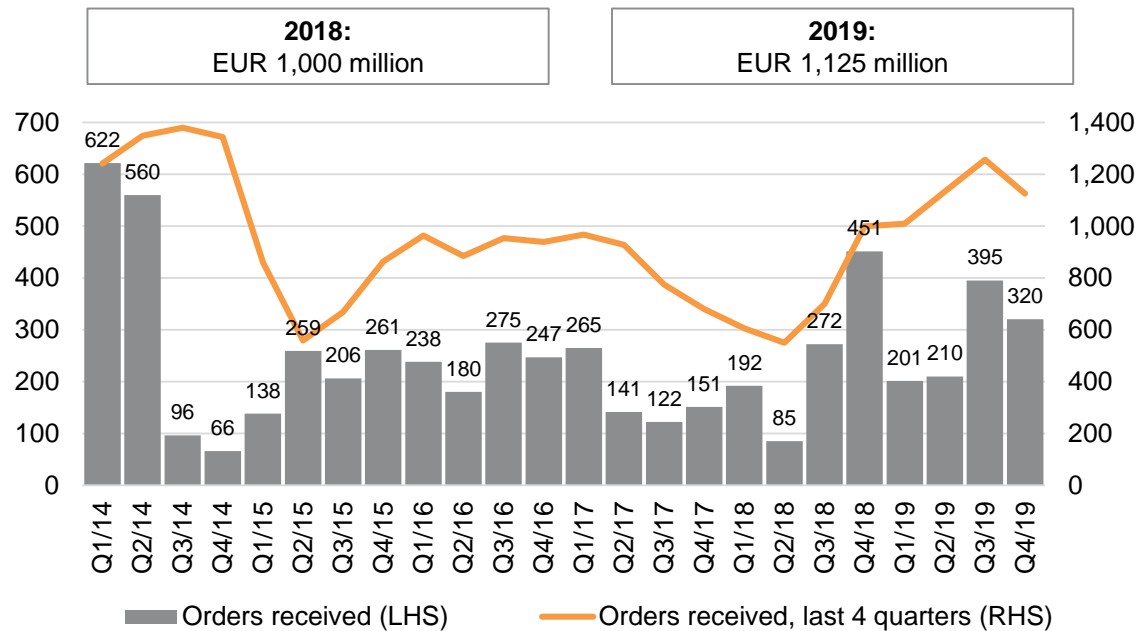
- Orders received remained at the previous year's level compared with Q4/2018
 - Orders received increased in Asia-Pacific and China, remained at the previous year's level in EMEA and North America, and decreased in South America.
 - Orders received increased in Pulp and Paper, and decreased in Energy and Process
- Net sales increased compared with Q4/2018



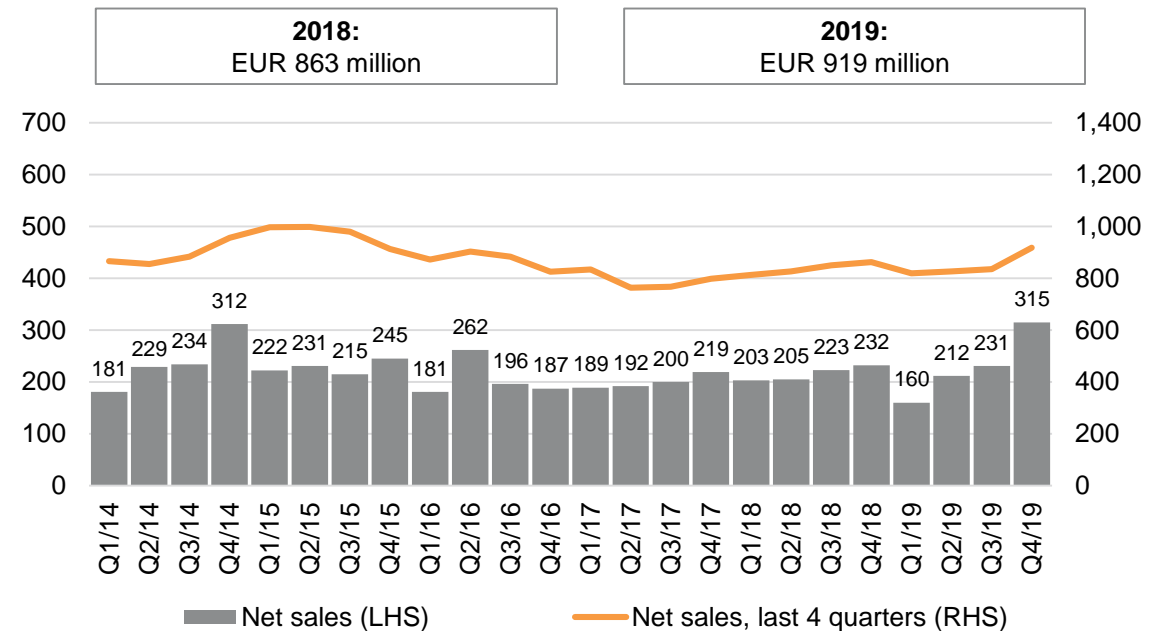
1) Comments refer to orders received and net sales including also internal orders received and internal net sales.

Pulp and Energy: Orders received increased to EUR 1,125 million in 2019

Orders received (EUR million)



Net sales (EUR million)

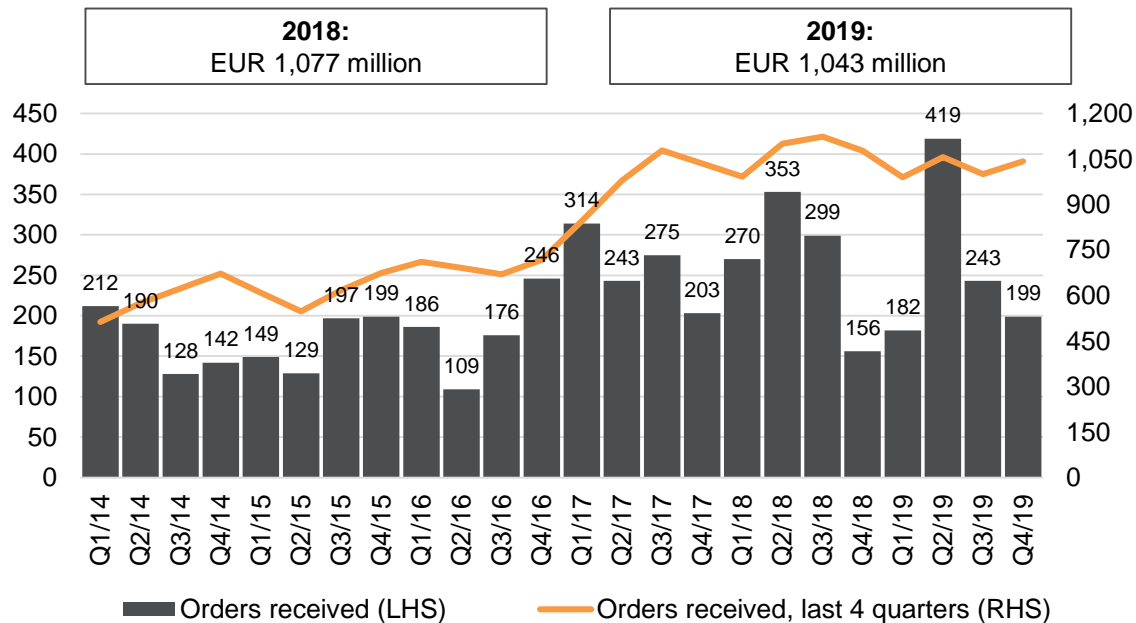


- Orders received decreased compared with Q4/2018
 - Orders received increased in North America and EMEA, and decreased in South America, China and Asia-Pacific
 - Orders received increased in Pulp and decreased in Energy
 - Marine scrubber orders received were EUR 15 million in Q4/2019 and EUR 127 million during 2019
- Net sales increased compared with Q4/2018
 - Net sales increased in South America, North America and China, and decreased in EMEA and Asia-Pacific

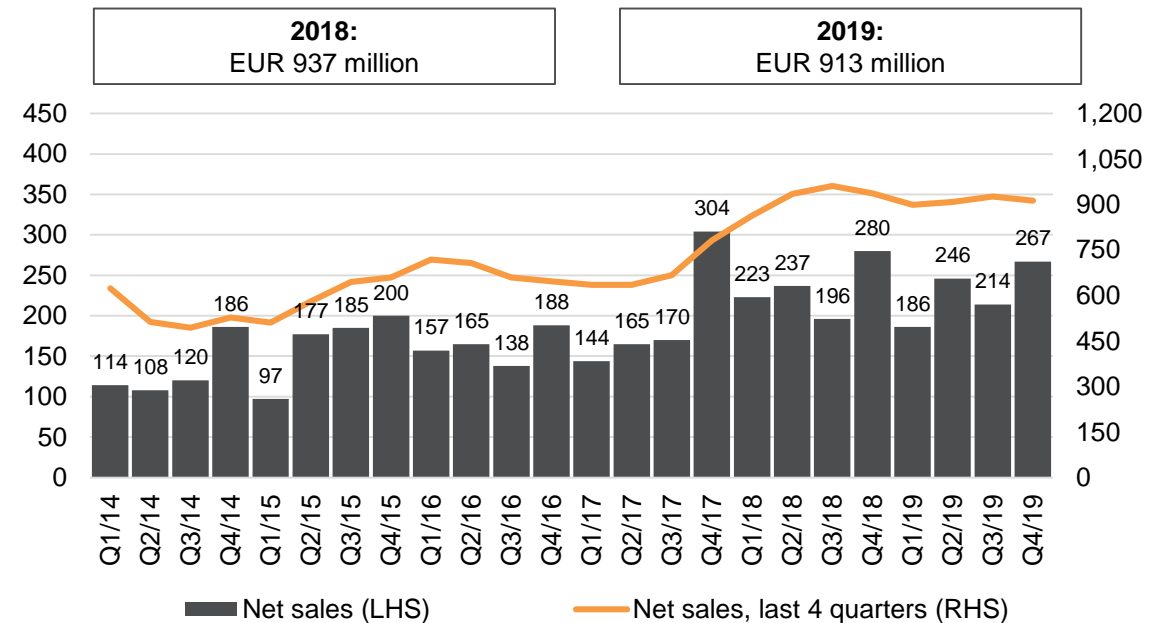


Paper: Orders received remained at the previous year's level at EUR 1,043 million in 2019

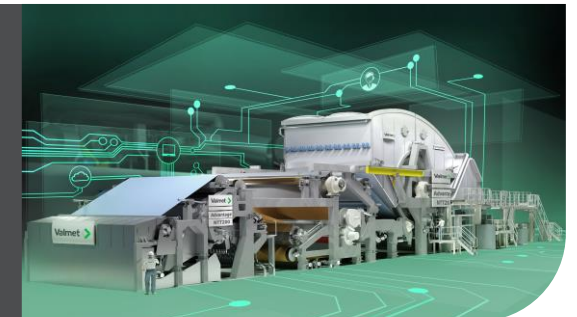
Orders received (EUR million)



Net sales (EUR million)

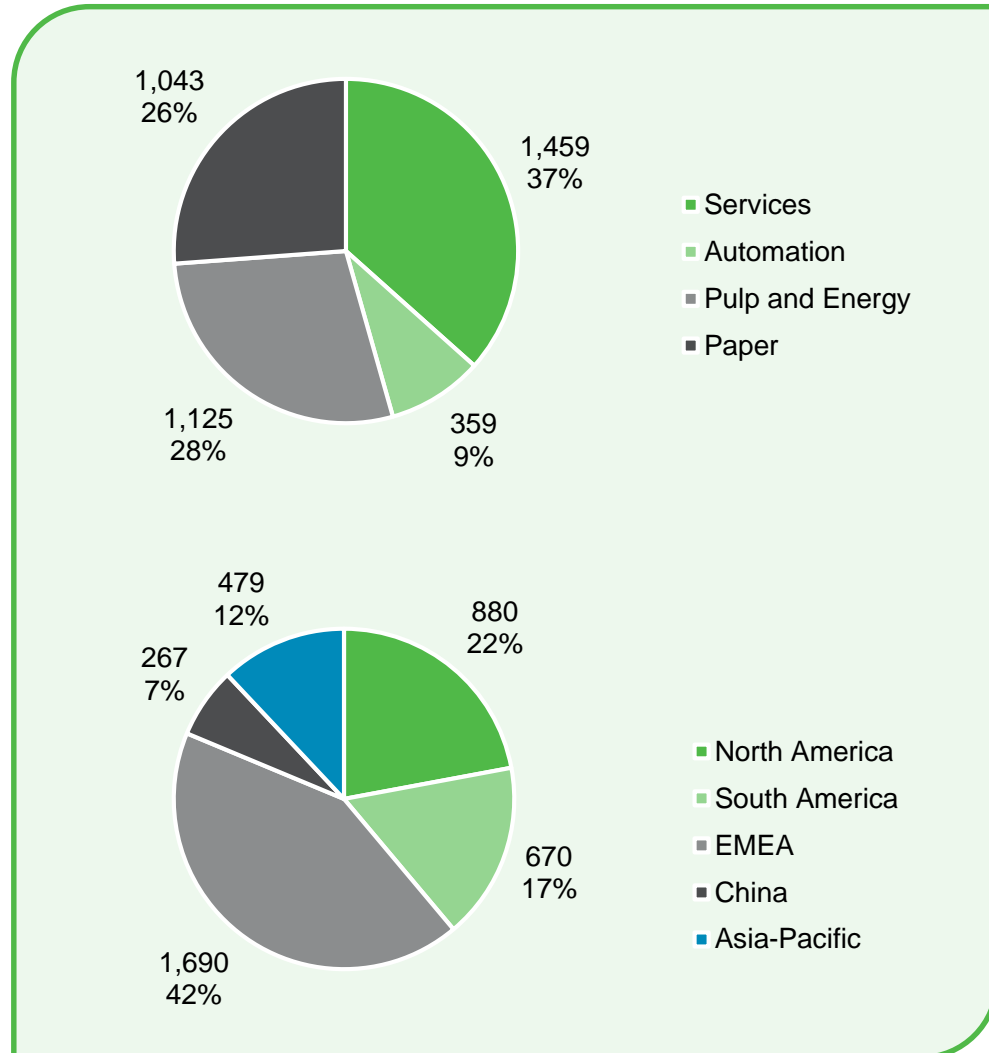


- Orders received increased compared with Q4/2018
 - Orders received increased in South America and North America, and decreased in Asia-Pacific, China and EMEA
 - Orders received increased in Tissue, and decreased in Board and Paper
- Net sales remained at the previous year's level compared with Q4/2018

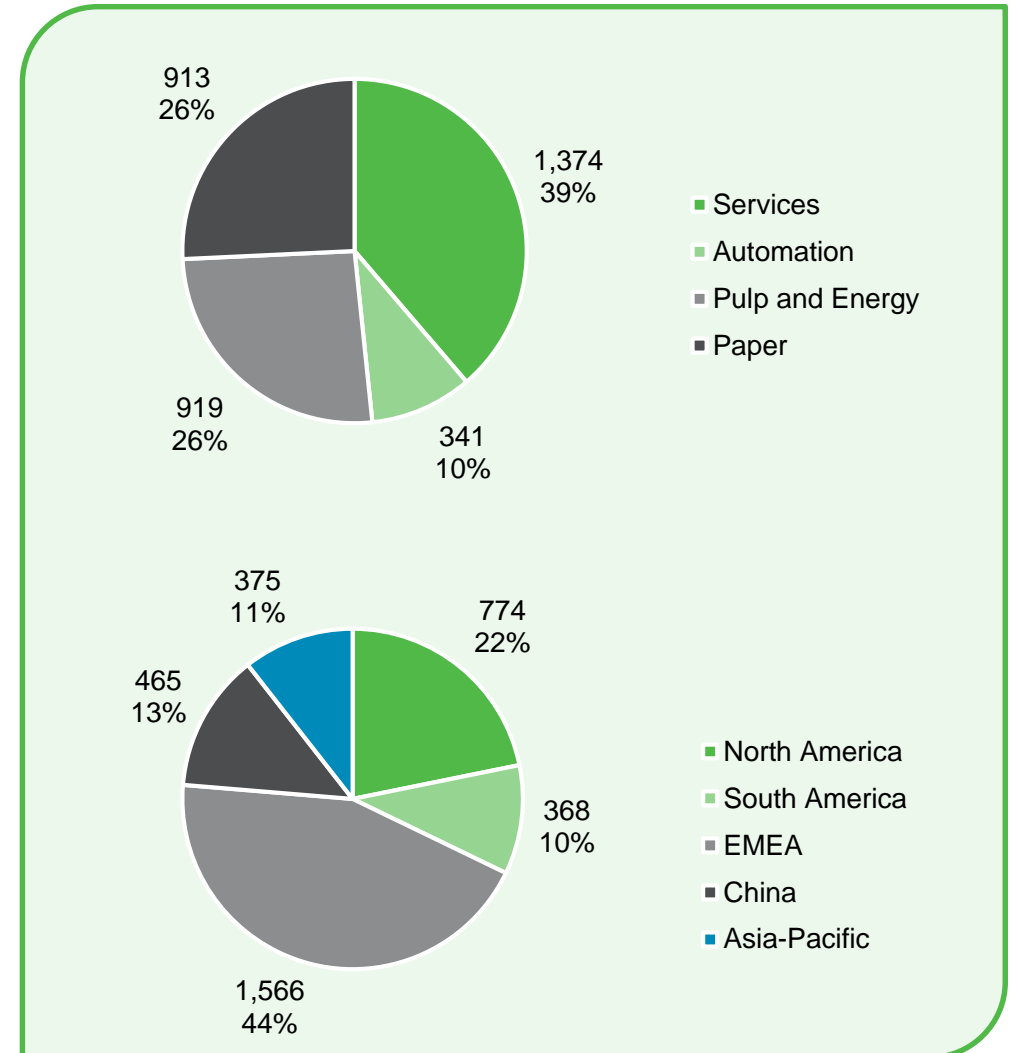


Orders received and net sales split in 2019

Orders received (EUR million and % of total)

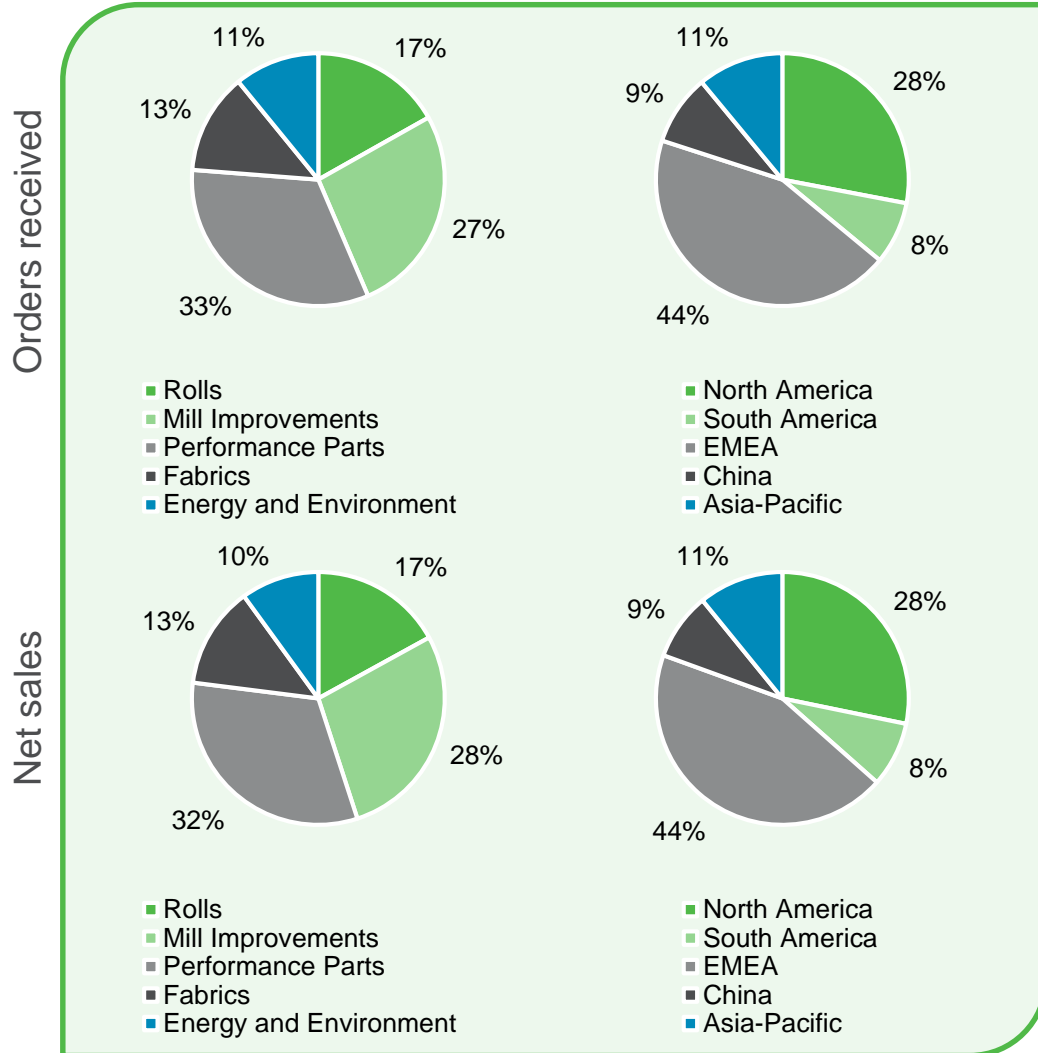


Net sales (EUR million and % of total)

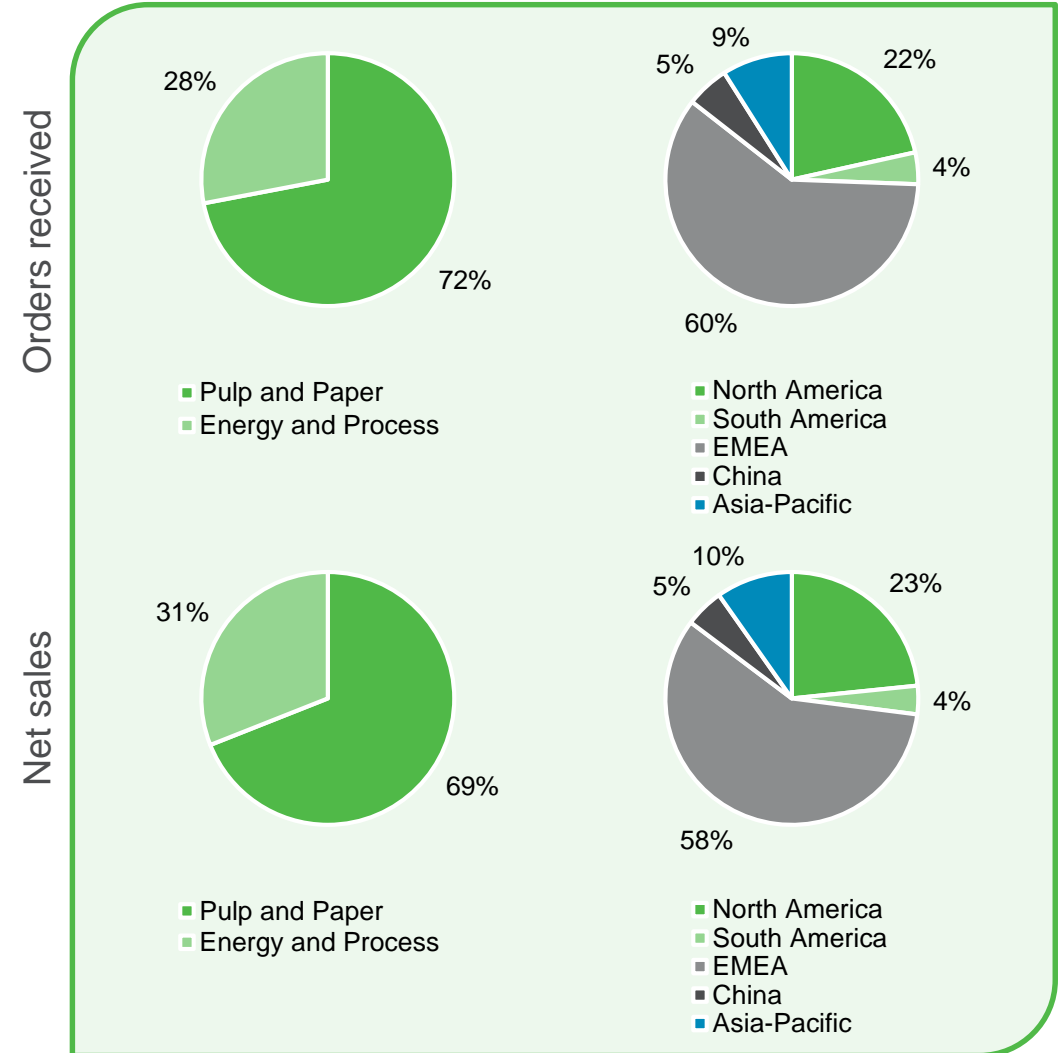


Business lines in 2019: Stable business

Services business line

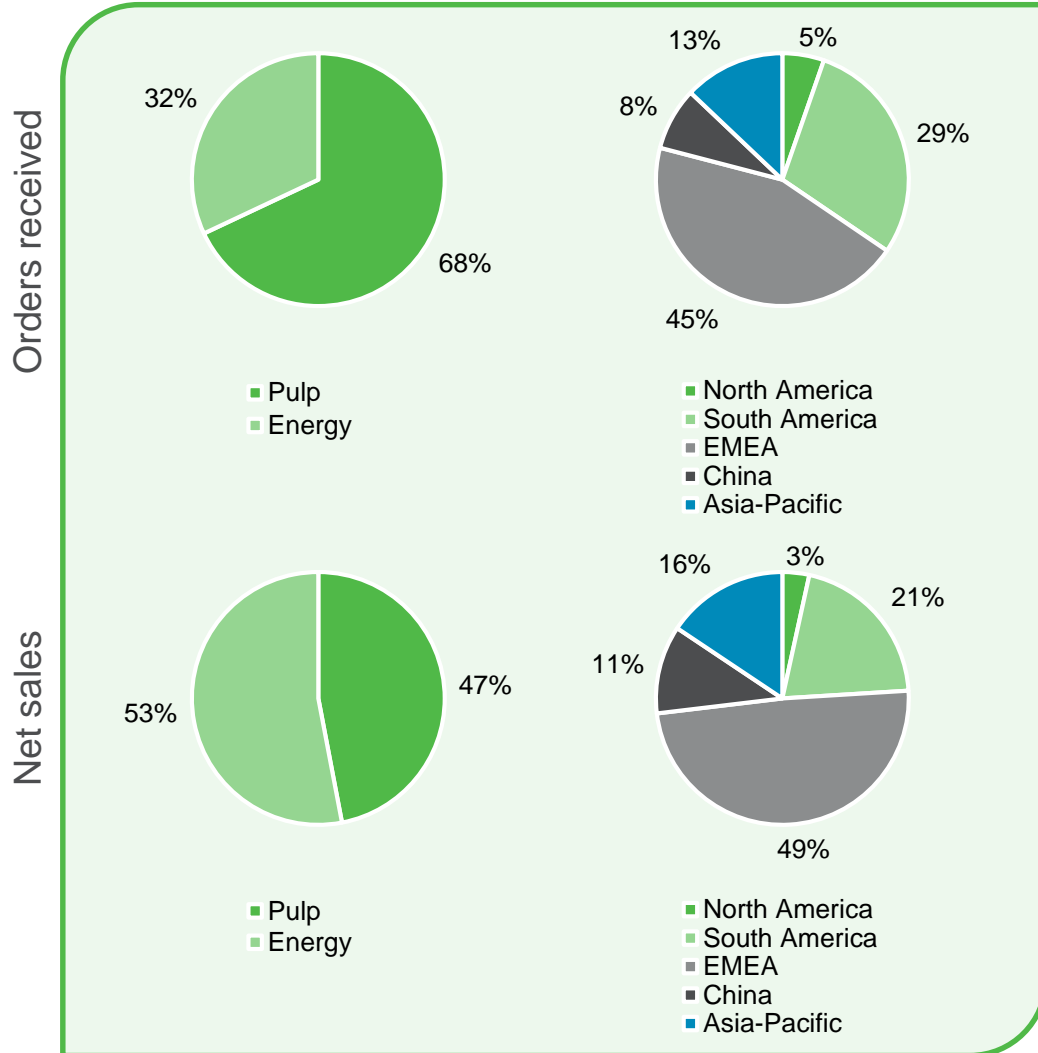


Automation business line

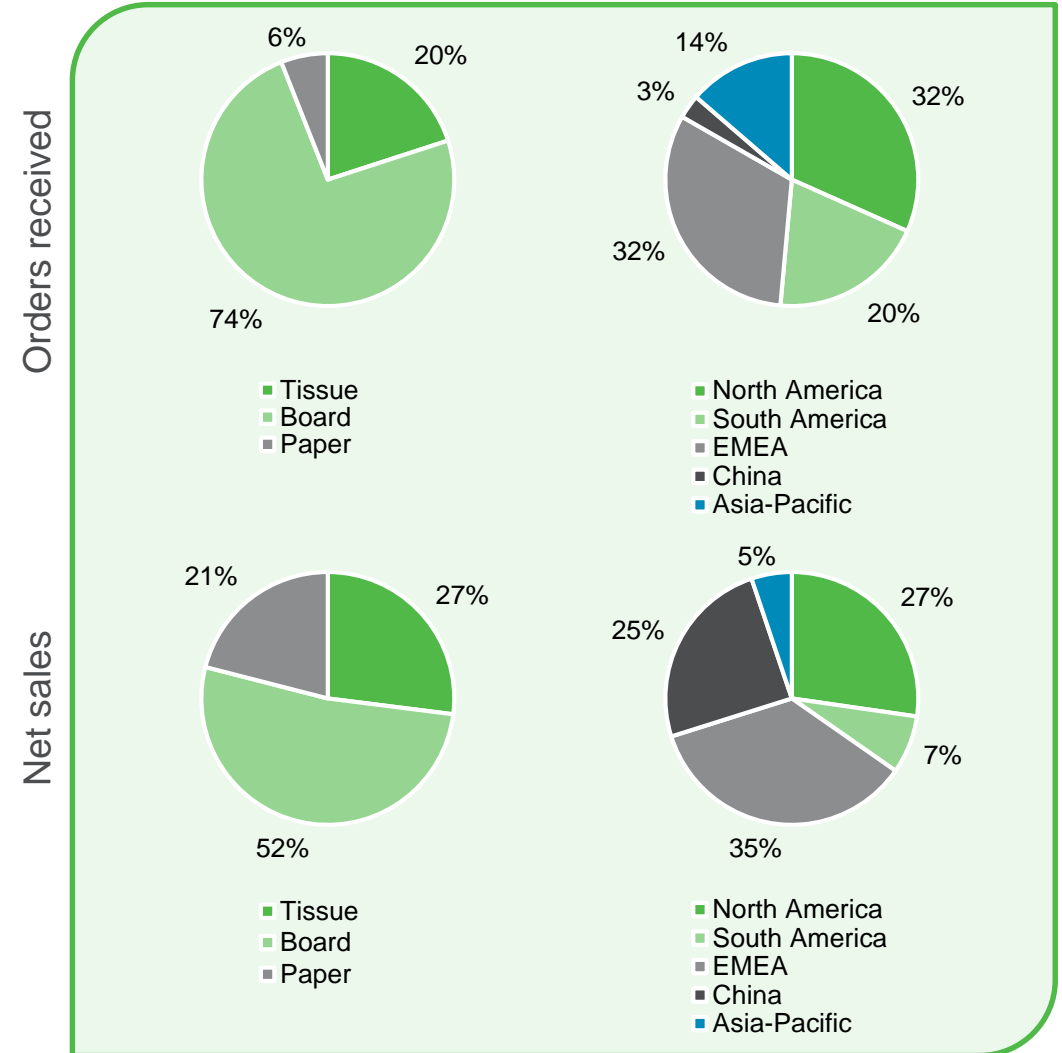


Business lines in 2019: Capital business

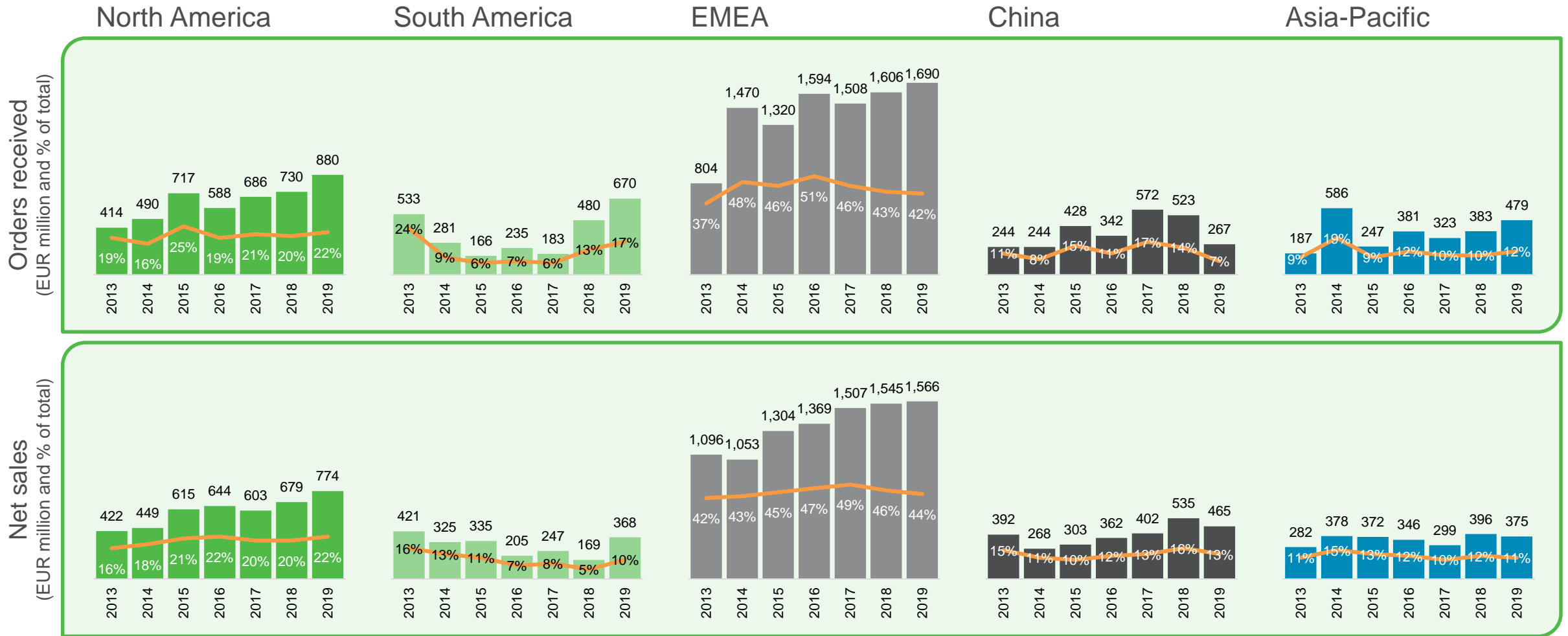
Pulp and Energy business line



Paper business line

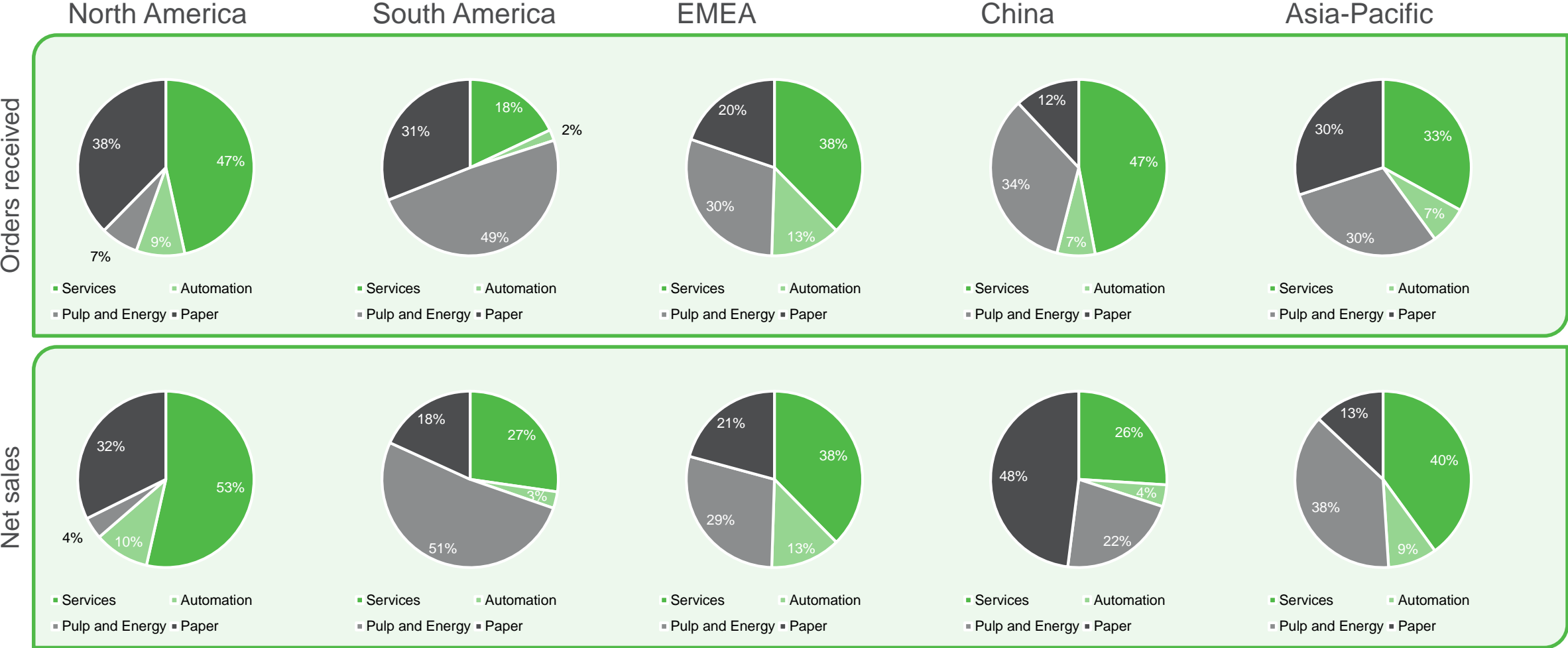


Areas: Orders received and net sales development



2013 figures on a carve-out basis. Automation business line figures included as of Q2/2015.

Areas: Business line split in 2019



Announced orders booked in H1/2020

Booked quarter	Date	Description	Business line	Country	Value
Q1	Jan 23	Key pulp mill technology and automation (Lenzing & Duratex)	Pulp and Energy	Brazil	Not disclosed. The value of a delivery of this size and scope is typically around EUR 200-250 million.

Announced orders booked in H2/2019

Booked quarter	Date	Description	Business line	Country	Value
Q3	Jul 2	Two defibrator systems	Pulp and Energy	China	Not disclosed.
Q3	Aug 21	Boiler diagnostics system	Automation	China	Not disclosed.
	Aug 29	Extended roll service agreement	Services	Southeast Asia	Not disclosed.
Q3	Sep 12	Board machine	Paper	India	Not disclosed.
Q3	Oct 3	Biomass pretreatment system	Pulp and Energy	India	Not disclosed.
Q3, Q2	Oct 9	Boiler diagnostics systems	Pulp and Energy	Finland	Not disclosed.
Q3	Oct 14	Optimization solution	Automation	Finland	Not disclosed.
Q3	Oct 21	Coated board machine	Paper	USA	Not disclosed.
Q3	Nov 14	Defibrator system	Pulp and Energy	China	Not disclosed.
Q3	Nov 25	Energy management solution	Automation	Finland	Not disclosed.
Q3	Nov 28	Evaporation plant and a white liquor plant	Pulp and Energy	Brazil	Not disclosed. A project of this size and scope is typically valued around EUR 200-250 million.
Q4	Nov 19	New lime kiln and a fiberline upgrade	Pulp and Energy	Sweden	Not disclosed. A project of this size and scope is typically valued at around EUR 50 million.
Q4	Nov 26	New recovery boiler and an evaporation upgrade	Pulp and Energy	Sweden	Not disclosed. An order with this scope of supply is usually valued in the range of EUR 100-150 million.
Q4	Dec 17	Advantage ThruAir tissue production line	Paper	USA	Not disclosed.
Q4	Jan 9	Advantage DCT tissue production line	Paper	El Salvador	Not disclosed.
Q4	Jan 27	Board machine rebuild	Paper	Serbia	Not disclosed. The total value of an order of this type is typically around EUR 15-20 million.
Q4	Feb 3	Cooking and fiberline	Pulp and Energy	India	Not disclosed. An order with this scope of supply is usually valued in the range of EUR 20-30 million.

Announced orders booked in H1/2019

Booked quarter	Date	Description	Business line	Country	Value
Q1	Jan 10	Flue gas condensing and asphaltene combustion systems	Pulp and Energy	Finland	Not disclosed. The value of an order of this type is typically around EUR 10-20 million.
Q1	Feb 18	Grade conversion rebuild	Paper	China	Not disclosed. The total value of order of this type is typically around EUR 20-30 million.
Q1	Feb 21	A wood handling line	Pulp and Energy	Finland	Not disclosed. The value of the order is around EUR 10-15 million.
Q1	Feb 25	A ten-year operation and maintenance agreement for the biomass power plant	Services	Croatia	Not disclosed.
Q1	Mar 19	A containerboard line	Paper	Malaysia	Not disclosed. The total value of order of this type is typically around EUR 60-70 million.
Q1	Mar 28	A tissue production line	Paper	Mexico	Not disclosed.
Q1	Apr 23	A biomass boiler	Pulp and Energy	France	Not disclosed. Typically, the value of this kind of order is EUR 20 million.
Q1	Apr 30	21 solids measurement units	Automation	China	Not disclosed.
Q1	May 2	Automation and quality management systems	Automation	China	Not disclosed.
Q1	May 8	Key board machine technologies	Paper	Vietnam	Not disclosed.
Q1	May 9	A tissue production line	Paper	Algeria	Not disclosed.
Q1	May 16	Replace of process and quality controls	Automation	Germany	Not disclosed. Typically, the value of these kinds of automation system is below EUR two million
Q1	May 22	New recovery boiler	Pulp and Energy	India	The value of the order of this scope is typically around EUR 50-60 million.
Q1	May 23	Green liquor clarifier	Pulp and Energy	Sweden	Not disclosed.
Q1	Jun 10	Automation and solids measurements	Automation	Finland	Not disclosed.
Q2	Apr 24	A containerboard making line	Paper	Germany	Not disclosed. The total value of an order of this type and scope is typically around EUR 150-200 million.
Q2	May 14	A flue gas condensation system	Pulp and Energy	Finland	Not disclosed. Typically, the value of these kinds of projects is around EUR 5 million.
Q2	May 17	A major pulp and board technology delivery	Paper, Pulp and Energy	Brazil	The value of the orders is around EUR 260-290 million.
Q2	Jun 18	Forming section rebuild	Paper	Korea	Not disclosed.
Q2	Jun 18	Extensive paper machine grade conversion rebuild	Paper	Finland	Not disclosed.
Q2	Jun 27	Automation system and measurements	Automation	China	Not disclosed.
Q2	Jun 27	Board machine rebuild	Paper	India	Not disclosed. The value of a rebuild of this type and scope is typically around EUR 10-15 million
Q2	Jul 1	Exhaust gas cleaning systems	Pulp and Energy	China	Not disclosed.
Q2, Q4/18	Sep 2	Biomass boiler and flue gas treatment plant	Pulp and Energy	Germany	The total value of the order is around EUR 50 million.
Q2	Sep 4	TwinRoll dewatering press	Pulp and Energy	Finland	Not disclosed. An order with this scope of supply is usually valued in the range of EUR 2.5-3.5 million.

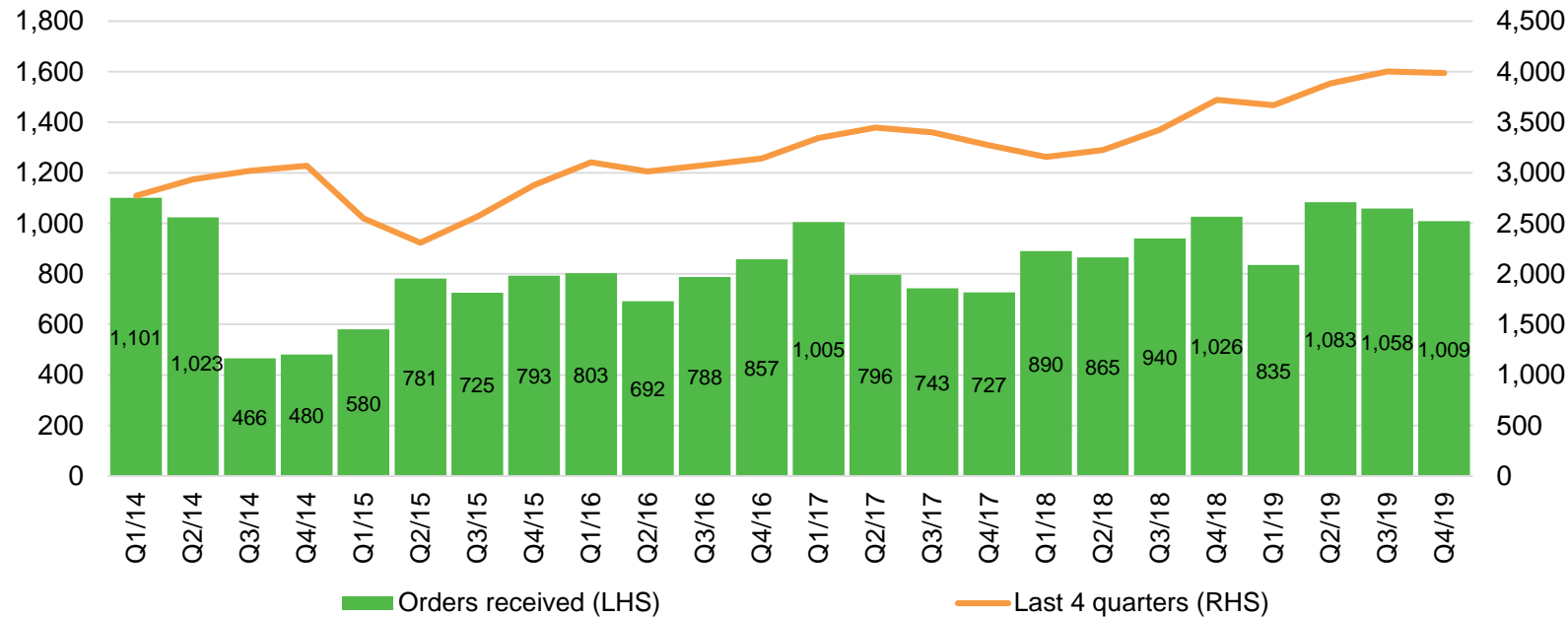
Announced orders booked in H2/2018

Booked quarter	Date	Description	Business line	Country	Value
Q3	Aug 27	Extensive paper machine grade conversion rebuild	Paper	Italy	Not disclosed. The total value an order of this type is typically around EUR 40-60 million.
Q3	Sep 4	Extensive information management system	Automation	Finland	Not disclosed. ¹
Q3	Sep 24	Winding technology	Paper	Germany	Not disclosed. The total value of an order of this type is typically around EUR 5-10 million.
Q3	Oct 1	Automation system for coal washing	Automation	Russia	Not disclosed. ¹
Q3	Oct 3	Biomass boiler	Pulp and Energy	Spain	Not disclosed.
Q3	Oct 22	Biomass pretreatment system	Pulp and Energy	Romania	Not disclosed.
Q3	Nov 29	IQ steam profiler	Automation	China	Not disclosed.
Q3	Dec 5	Nonwovens rewinder	Paper	Spain	Not disclosed.
Q3	Dec 18	New baling line and cutter layboy upgrade	Pulp and Energy	South Africa	Not disclosed. An order with this scope of supply is typically valued around EUR 4 million.
Q3	Dec 20	Brown stock washing and screening line	Pulp and Energy	South Africa	Not disclosed. An order with this scope of supply is usually valued in the range of EUR 5-10 million.
Q3	Jan 15	Two waste-to-energy boilers	Pulp and Energy	China	Not disclosed.
Q3	Jan 30	Modernizing the automation systems, the electrical and instrumentation infrastructure	Automation	UK	Not disclosed. ¹
Q3	Feb 5	An automation service agreement	Automation	USA	Not disclosed.
Q4	Nov 12	Flue gas cleaning and heat recovery plant	Pulp and Energy	Finland	Not disclosed. The total value of an order of this type is typically between EUR 2-10 million.
Q4	Nov 15	Biomass-fired boiler plant	Pulp and Energy	Finland	Not disclosed.
Q4	Dec 4	On-line performance monitoring agreement	Pulp and Energy	Germany	Not disclosed.
Q4	Dec 12	IQ web monitoring system	Automation	Austria	Not disclosed. Typically below EUR one million.
Q4	Dec 13	Tissue line	Paper	India	Not disclosed.
Q4	Dec 17	Automation technology to biomass power plant	Automation	Finland	Not disclosed. Typically from below EUR 1 million to EUR 3 million.
Q4	Dec 19	Key pulp mill technology for a new pulp line	Pulp and Energy	Chile	Not disclosed. A project of this size and scope is typically valued at EUR 250-300 million.
Q4	Jan 14	Automation for liquefied natural gas delivery	Automation	Finland	Not disclosed. The value of an order of this type is typically below EUR 5 million.
Q4	Jan 29	A quality control system	Automation	Spain	Not disclosed. The value of these kinds of deliveries is typically below EUR 1 million.
Q4	Jan 31	Process and quality vision systems	Automation	France	Not disclosed. Typically, the value of these kinds of automation system deliveries is below EUR one million.
Q4	Feb 20	Cooking, fiberline and recausticizing technology, and a new lime kiln (Q1)	Pulp and Energy	India	Not disclosed. Typically, the value of these kinds of projects is around EUR 20-25 million.
Q4	Mar 27	A gas cleaning system	Pulp and Energy	South Korea	Not disclosed.
Q4	Apr 29	A repeat automation order	Automation	South Korea	Not disclosed.
Q4	May 7	A quality management solution	Automation	Mexico	Not disclosed. Typically, the value of these kinds of automation system is below EUR two million.
Q4	May 13	Boiler diagnostics systems	Automation	China	Not disclosed.

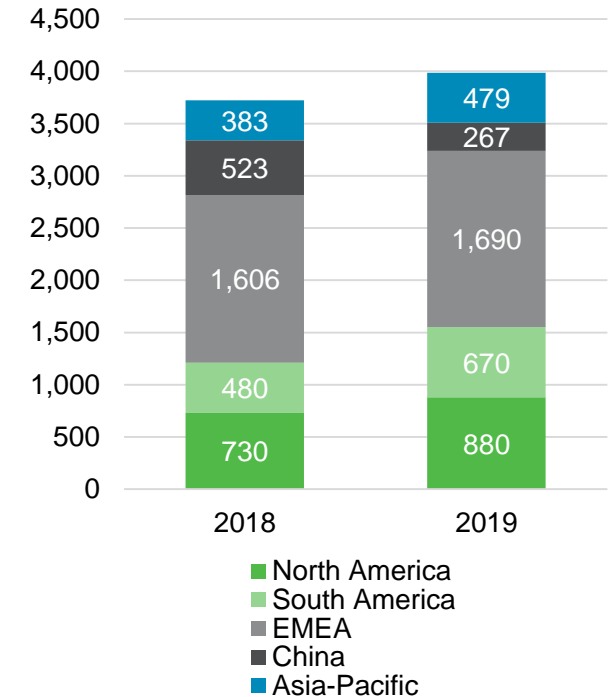
1) Typically the order value of automation system deliveries ranges from below EUR 1 million to EUR 3 million

Orders received increased to EUR 3,986 million in 2019

Orders received (EUR million)



Orders received by area (EUR million)

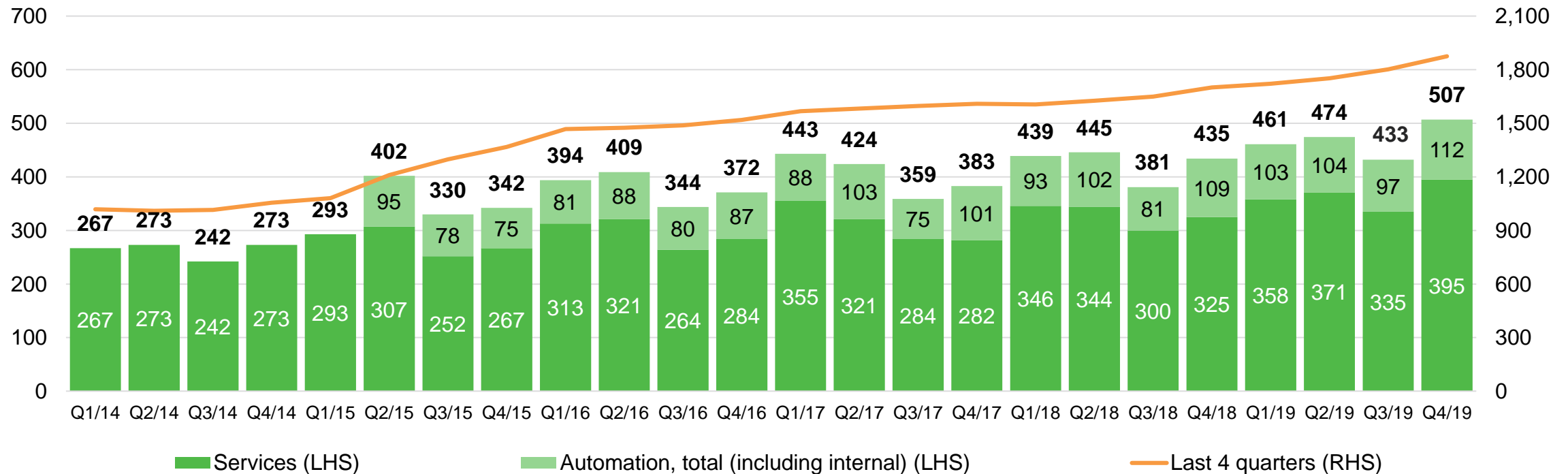


- In stable business, orders received increased to EUR 1,875 million in 2019¹
- In capital business, orders received remained at the previous year's level at EUR 2,168 million in 2019
- Orders received increased in developed markets and remained at the previous year's level in emerging markets in 2019
 - South America, China and Asia-Pacific together accounted for 36% of orders received

1) Including internal orders received for the Automation business line.

Stable business orders received totaled EUR 1,875 million in 2019

Orders received (EUR million) in stable business¹

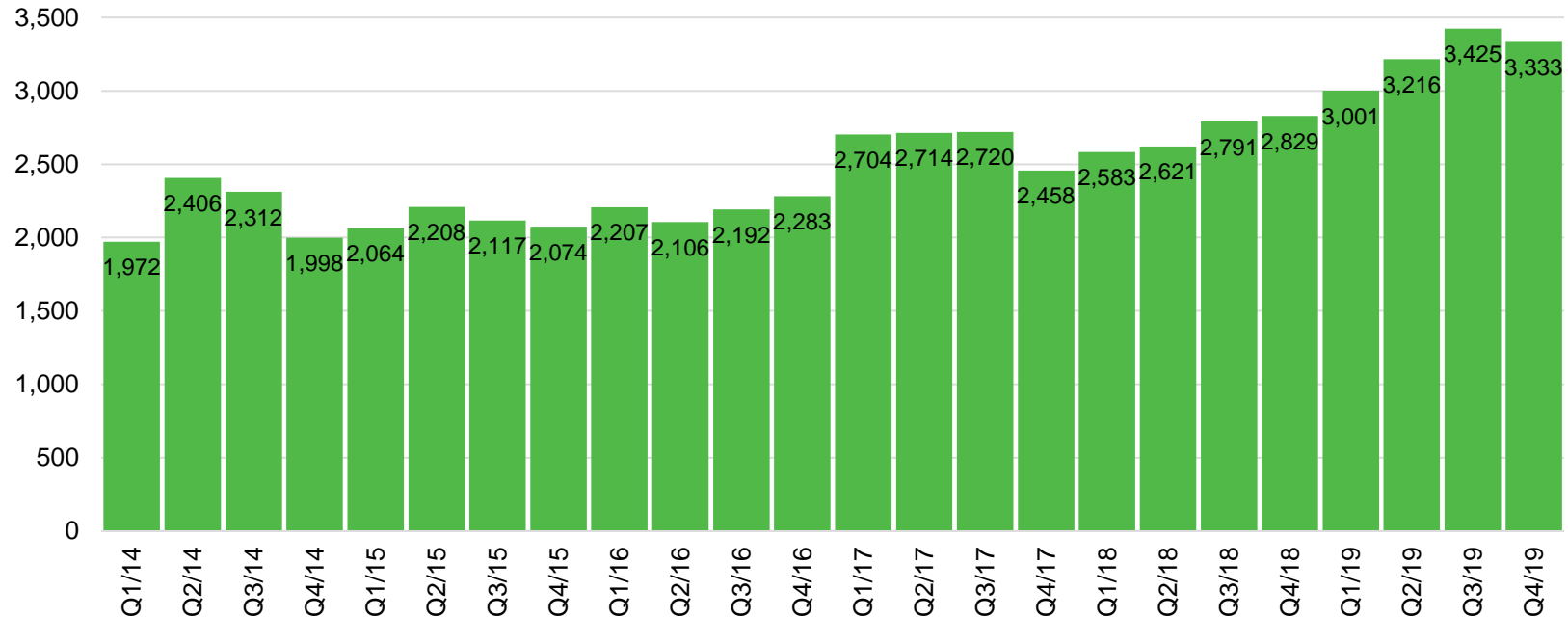


- Total orders received in stable business increased by EUR 174 million in 2019

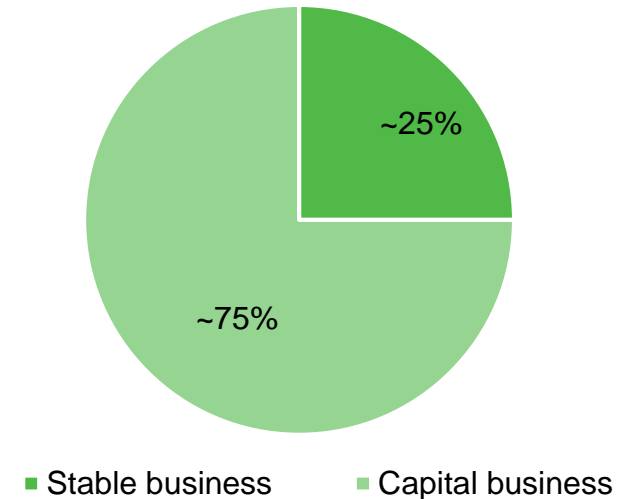
1) Including internal orders received for the Automation business line.

Order backlog at EUR 3,333 million at the end of 2019

Order backlog (EUR million)



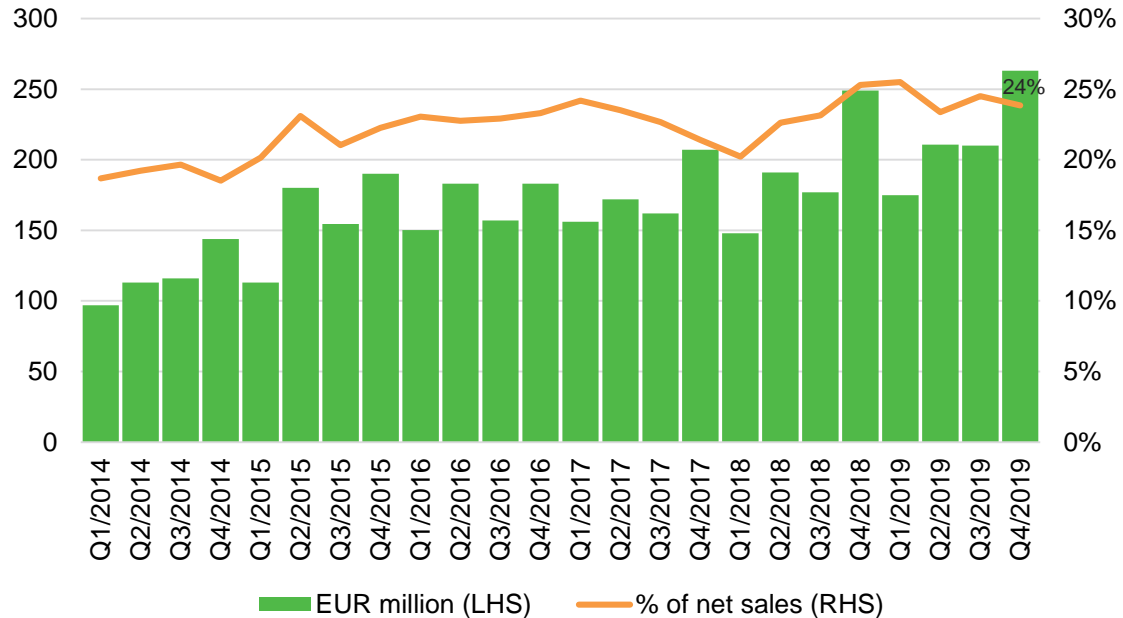
Structure of order backlog



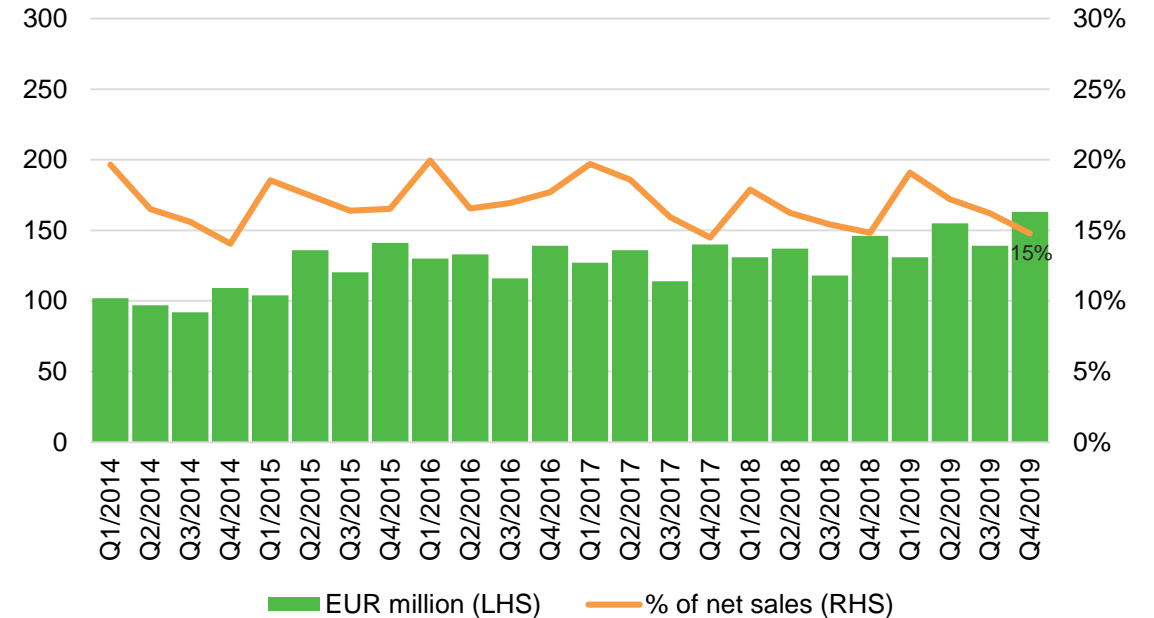
- Order backlog was EUR 92 million lower than at the end of Q3/2019 level and EUR 505 higher than at the end of 2018
- Approximately 70% of the order backlog is currently expected to be realized as net sales during 2020 (at the end of 2018, ~75% during 2019)
- Approximately 25% of the order backlog relates to stable business (~25% at the end of 2018)

Gross profit and SG&A development

Gross profit (EUR million and % of net sales)



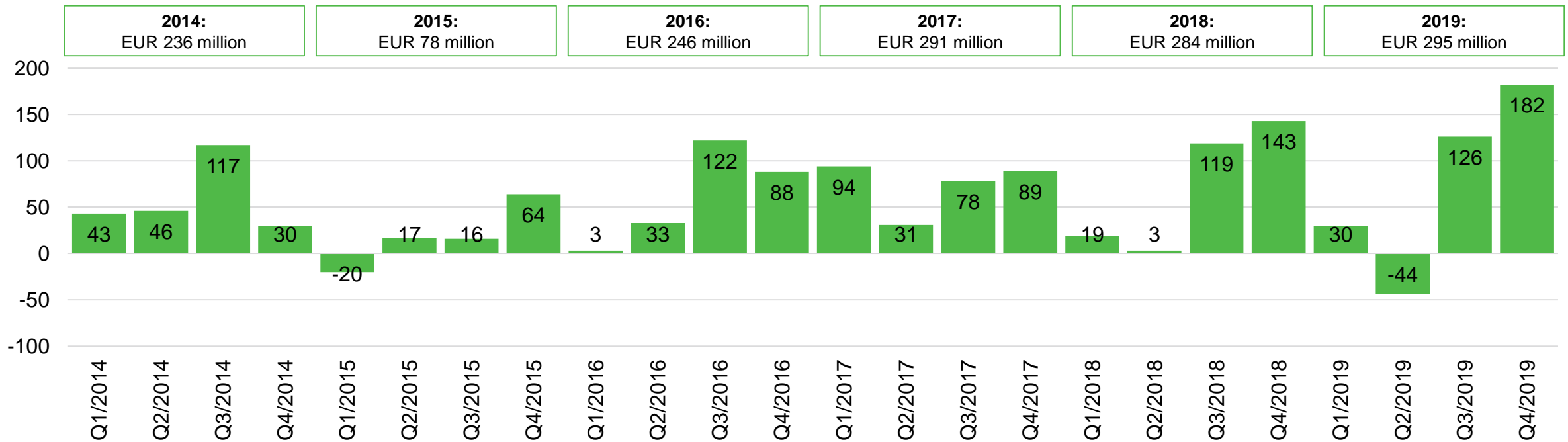
SG&A (EUR million and % of net sales)



- Gross profit was 24% of net sales (25% in Q4/2018)
- Selling, general & administrative (SG&A) expenses increased
 - Over 60% of SG&A increase coming from the acquired businesses
 - SG&A was 15% of net sales (15% in Q4/2018)

Cash flow provided by operating activities

Cash flow provided by operating activities (EUR million)



- Change in net working capital¹ EUR 0 million in Q4/2019
- Cash flow provided by operating activities EUR 182 million in Q4/2019
- CAPEX² EUR 22 million in Q4/2019

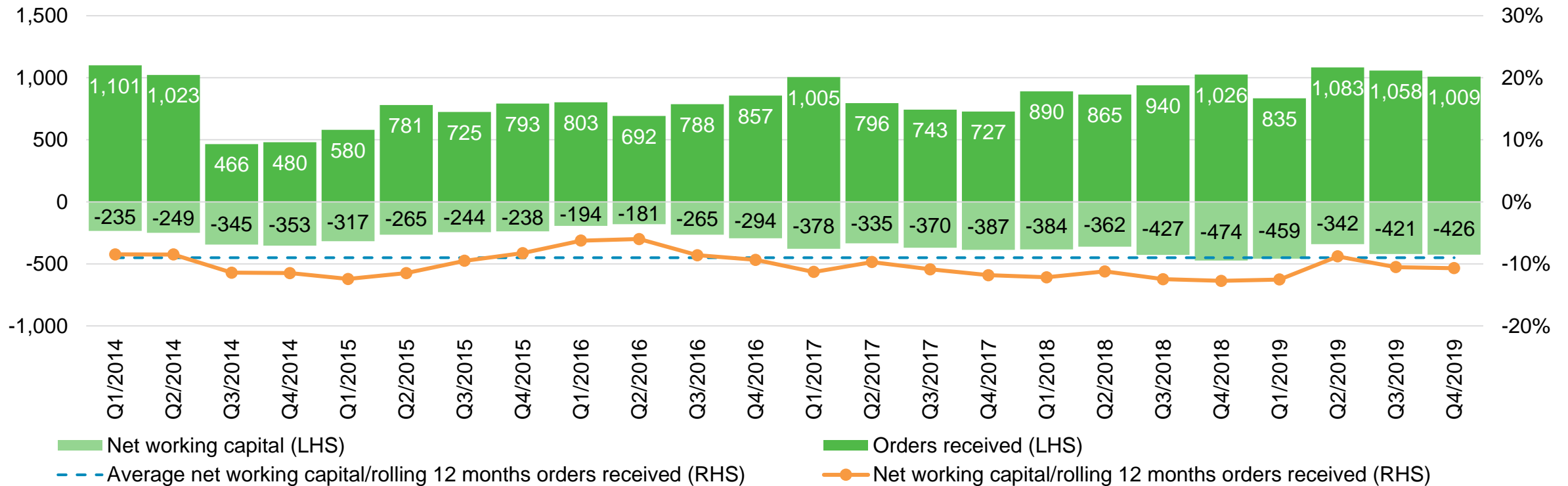
Valmet implemented IFRS 16 – Leases as of January 1, 2019 by applying the simplified transition method and therefore 2018 figures are not restated.

1) Change in net working capital in the consolidated statement of cash flows.

2) Excluding business combinations and leased assets.

Net working capital at -11% of rolling 12 months orders received

Net working capital and orders received (EUR million)

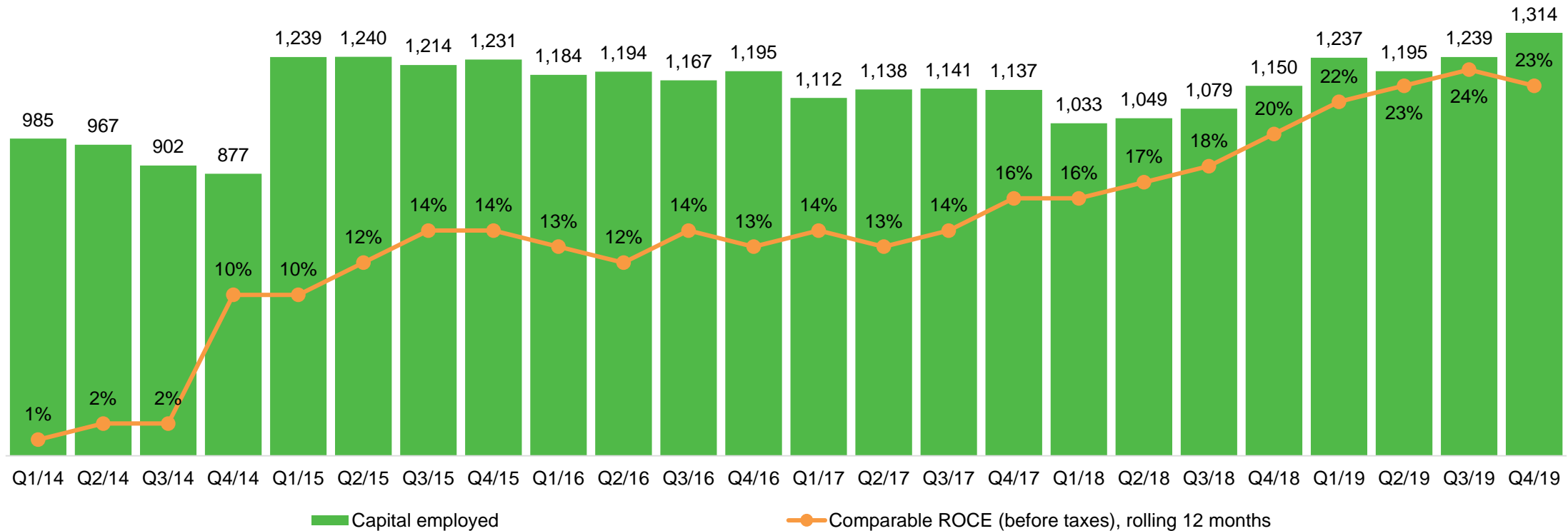


- Net working capital EUR -426 million, which equals -11% of rolling 12 months orders received

Net working capital excluding non-cash net working capital impact from dividend liability.

Capital employed and Comparable ROCE

Capital employed (EUR million) and Comparable return on capital employed (ROCE), before taxes¹ (%)



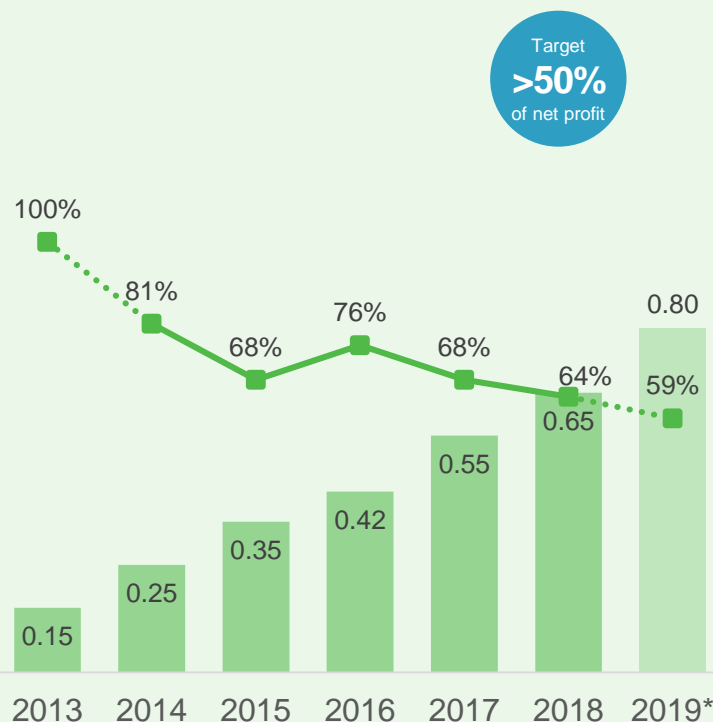
Valmet implemented IFRS 16 – Leases as of January 1, 2019 by applying the simplified transition method and therefore 2018 figures are not restated.

1) Rolling 12 months. Carve-out figures for 2013 have been used in the calculation of Q1–Q3/2014 figures. In the calculation of 2017 figures, data points from 2016 that have not been restated have been used.

Dividend and balance sheet

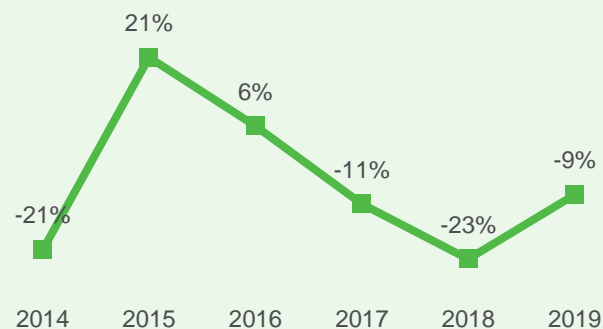
Track record

Dividend per share (EUR) and payout ratio (%)

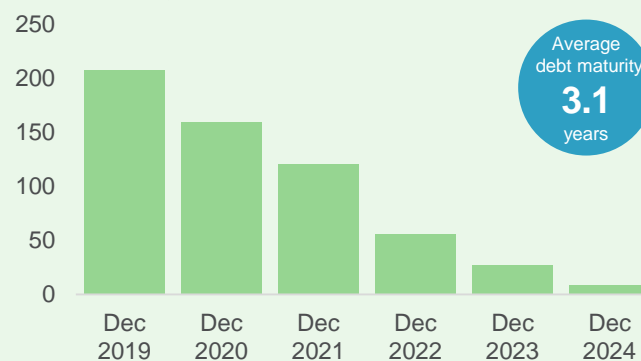


Balance sheet figures

Gearing (%)



Debt maturity structure (EUR million)

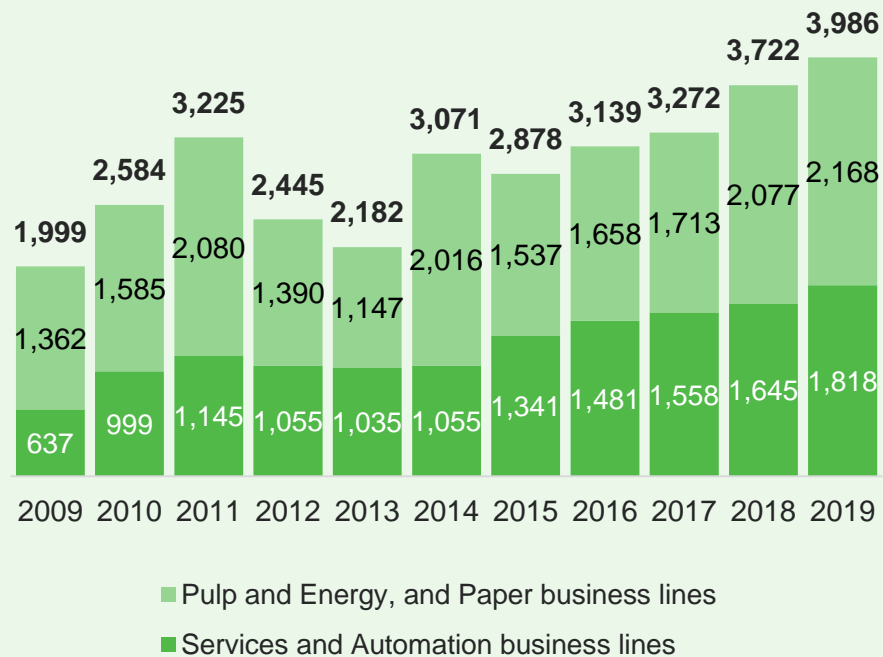


- Net debt was EUR -90 million at the end of 2019
- Back-up credit facilities:
 - EUR 200 million of committed facilities
 - EUR 200 million of uncommitted facilities
- Valmet needs to have a strong balance sheet to be able to participate in large projects and to cope with swings in market activity

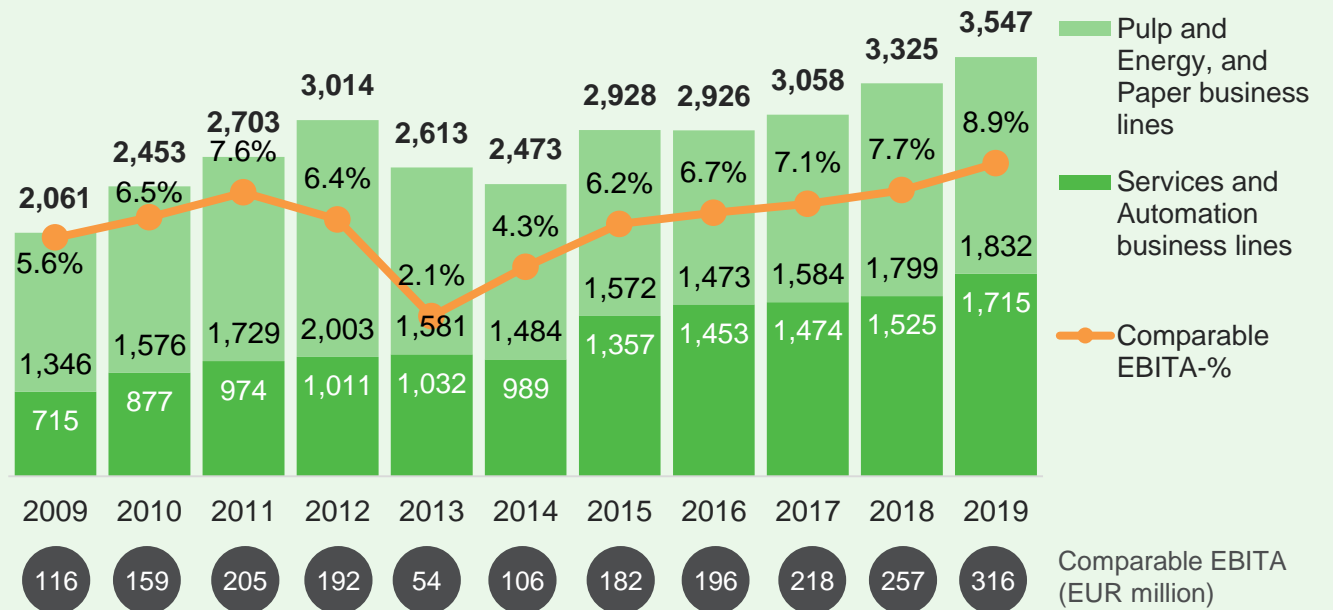
* Board of Directors' proposal.

Orders received and profitability development, annual

Orders received (EUR million)¹



Net sales and Comparable EBITA (EUR million)¹



¹) Carve-out figures for 2010-2013; as reported for Metso's Pulp, Paper and Power segment for 2006-2009. Automation has been consolidated into Valmet's financials since April 1, 2015, when the acquisition of Automation was completed.

Impact of IFRS 16

- IFRS 16, effective as of January 1, 2019, requires to recognize almost all lease contracts as an asset and liability

Impact of IFRS 16 in 2019

EBITA	+ EUR ~2 million
Capital employed	+ EUR ~57 million
Interest-bearing liabilities	+ EUR ~61 million
Net interest-bearing liabilities	+ EUR ~61 million
Gearing	+ 5 ppt
Equity to assets ratio	- 1 ppt



Appendix

Growth and profitability improvement

Recent development at Valmet

Recent development

Customer	<ul style="list-style-type: none"> • Good progress with Shared Journey Forward service concept • All-time high Valmet package sales in Automation 	<ul style="list-style-type: none"> • #1 position in tissue, board and paper • Increased orders received from pulp projects
Technology	<ul style="list-style-type: none"> • Industrial Internet solutions and digitalized services commercialized, e.g. Valmet Performance Centers operational 	<ul style="list-style-type: none"> • New products¹ ~25% of orders received in 2019 • Improvement in product cost competitiveness
Process	<ul style="list-style-type: none"> • ERP renewal proceeding • Valmet in Dow Jones Sustainability Index for the sixth consecutive year 	<ul style="list-style-type: none"> • Positive project margin deviation in Paper and in most Pulp and Energy projects. • Procurement savings continue
People	<ul style="list-style-type: none"> • LTIF² for own employees at 2.1 (Dec 2019) • Sales Journey and Innovation Pathways training programs ongoing 	<ul style="list-style-type: none"> • Developing local competences close to customers • Strengthened service capability in new regions • ~1,400 Valmet employees in new or refurbished offices and facilities



¹ Commercialized within 5 years
² Lost time incident frequency rate

Actions to keep growing faster than the market

Stable business

- Long term co-operation with customers through agreements
- Develop local service capability
- Leverage and develop Field services as differentiator
- Lead the market through Industrial Internet offering
- Competitor replacements in Automation
- Grow through new industries in Automation

Capital business

- Continue to bring advanced technology to the market
- Improve product cost competitiveness
- Create customer value with digitalization and Industrial Internet



Actions to reach Comparable EBITA target of 10–12%

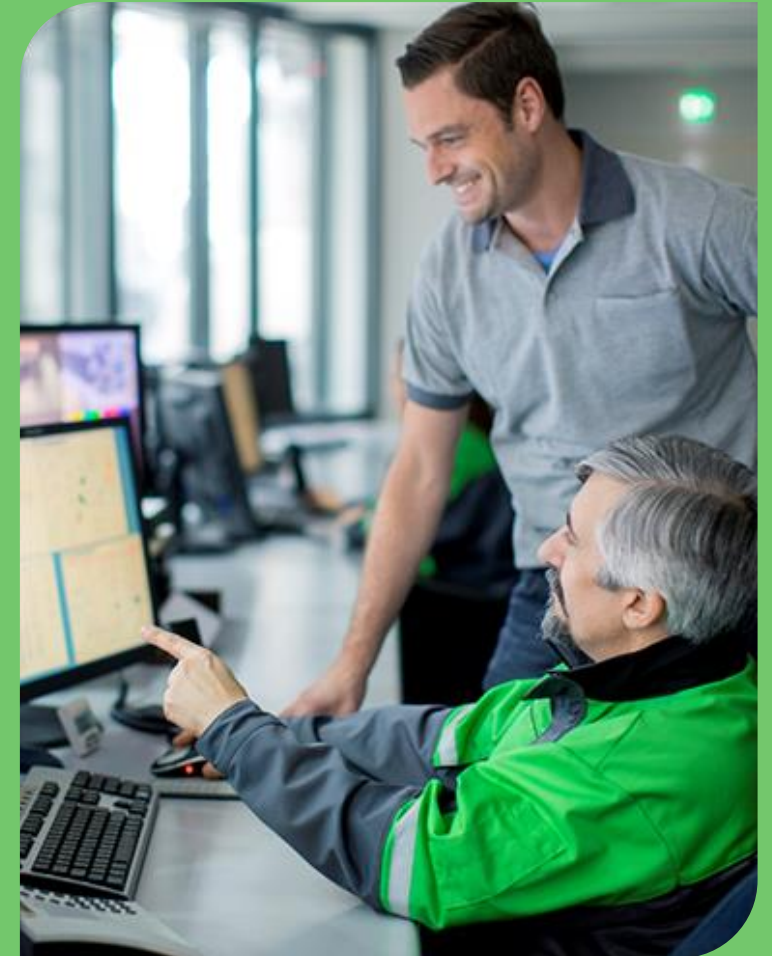
Track record

Comparable EBITA margin (%) and stable business net sales (EUR million)



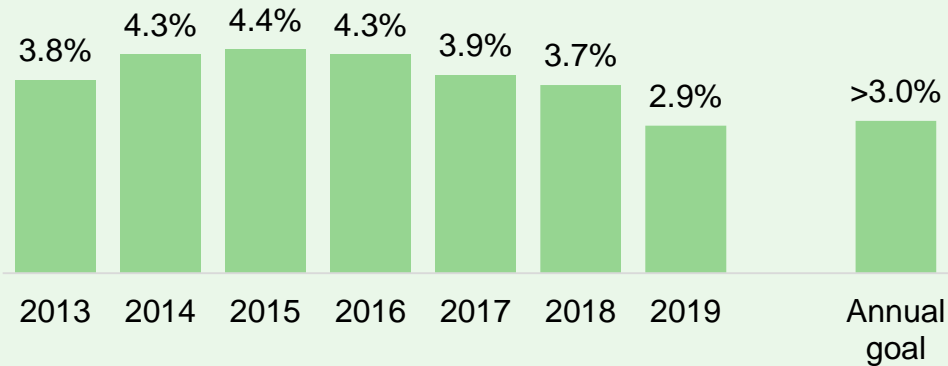
Actions to reach Comparable EBITA target:

- Grow the stable business
- No negative margin deviation in capital projects
- Continued actions to save in procurement
- Increase flexibility in operations through global footprint development
- R&D and new product launches
- Internal efficiencies through digitalization
- ERP project (from 2022 onwards)



Procurement and quality cost development

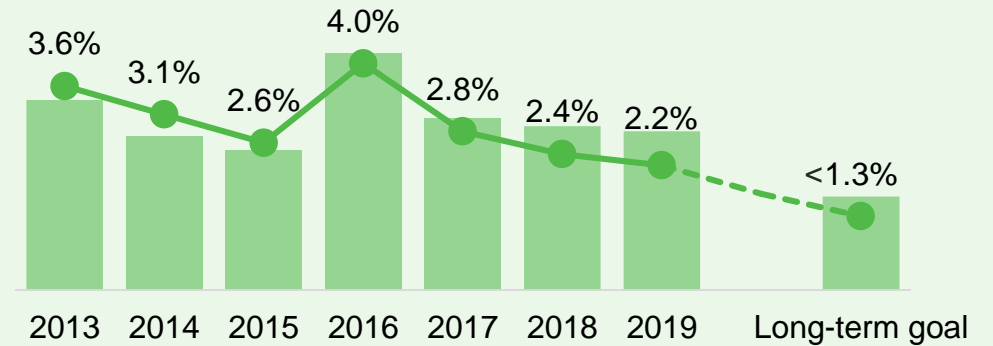
Implemented procurement savings of annual direct spend



Targeting >3% of procurement savings annually

- Increasing design-to-cost (DTC) to create new sources for savings
- More supplier involvement through supplier relationship management
- Continuing sustainable supply chain implementation

Quality costs (% of net sales)



Long-term quality costs goal <1.3% of net sales

- Adding focus in root cause analysis of the quality deviations
- Extensive Lean implementation and training
 - Over 4,000 Valmet employees completed Lean e-learning
 - Lean being deployed in all major locations and businesses

Acquisitions

- Focus on organic growth
- Selective acquisitions can be done to support growth

Acquisition themes

- **Strengthening Services**
 - Complementing existing portfolio
 - Expansion in consumables
- **Strengthening Automation**
 - Stronger Pulp & Paper automation
 - Expansion in Industrial Internet
 - Stronger presence in growth markets
- **Expanding business in pulp, paper and energy value chain**





Appendix

Shareholders, share price development and sustainability

Largest shareholders on January 31, 2020

Based on the information given by Euroclear Finland Ltd

#	Shareholder name	Number of shares	% of shares and votes
1	Solidium Oy	16,695,287	11.14%
2	Ilmarinen Mutual Pension Insurance Company	3,881,000	2.59%
3	OP Funds	3,306,315	2.21%
4	Elo Mutual Pension Insurance Company	3,157,291	2.11%
5	Varma Mutual Pension Insurance Company	2,762,465	1.84%
6	The State Pension Fund	1,545,000	1.03%
7	Keva	1,502,166	1.00%
8	Evli Funds	901,000	0.60%
9	Danske Invest funds	850,906	0.57%
10	Nordea Funds	602,627	0.40%
	10 largest shareholders, total	35,204,057	23.49%
	Other shareholders	114,660,562	76.51%
	Total	149,864,619	100.00%

Five latest flagging notifications

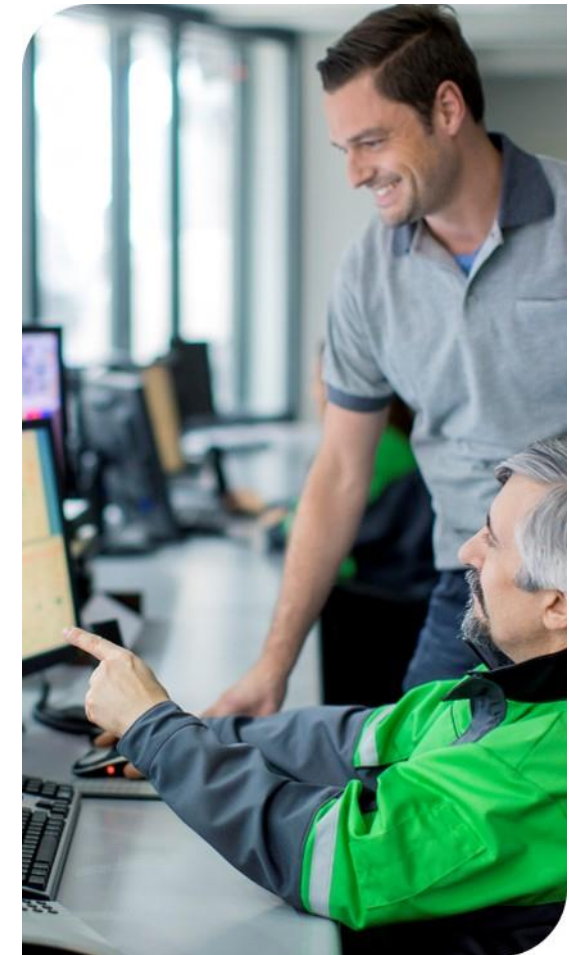
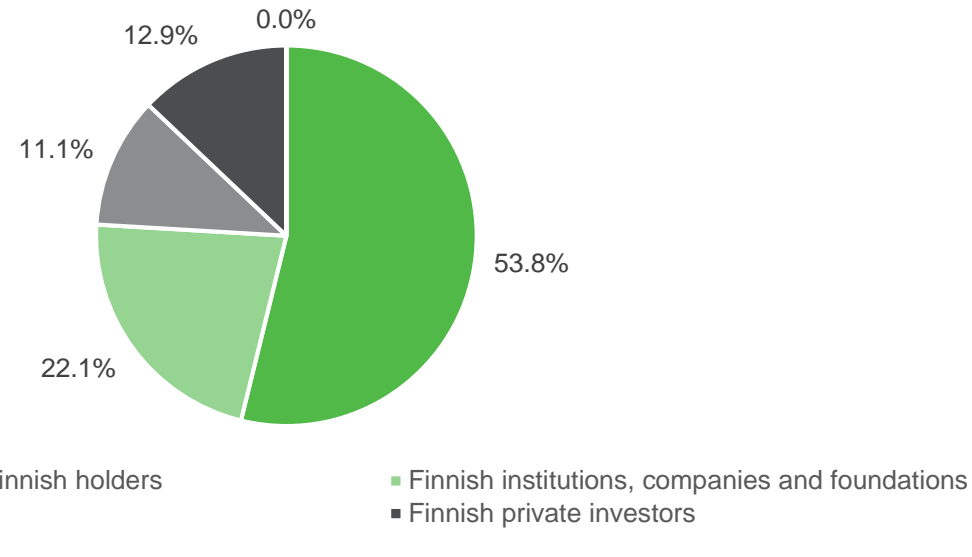
Date of transaction	Shareholder	Number of shares	% of shares and votes
Aug 9, 2019	The Goldman Sachs Group, Inc.	7,523,217	5.02%
Aug 12, 2019	The Goldman Sachs Group, Inc	7,275,810	4.85%
Aug 28, 2019	BlackRock, Inc.	Below 5%	Below 5%
Aug 29, 2019	BlackRock, Inc.	7,740,836	5.16%
Aug 30, 2018	BlackRock, Inc.	Below 5%	Below 5%

Solidium is a holding company that is wholly owned by the Finnish State



Shareholder structure on January 31, 2019

The shareholder structure is based on the classification of sectors determined by Statistics Finland

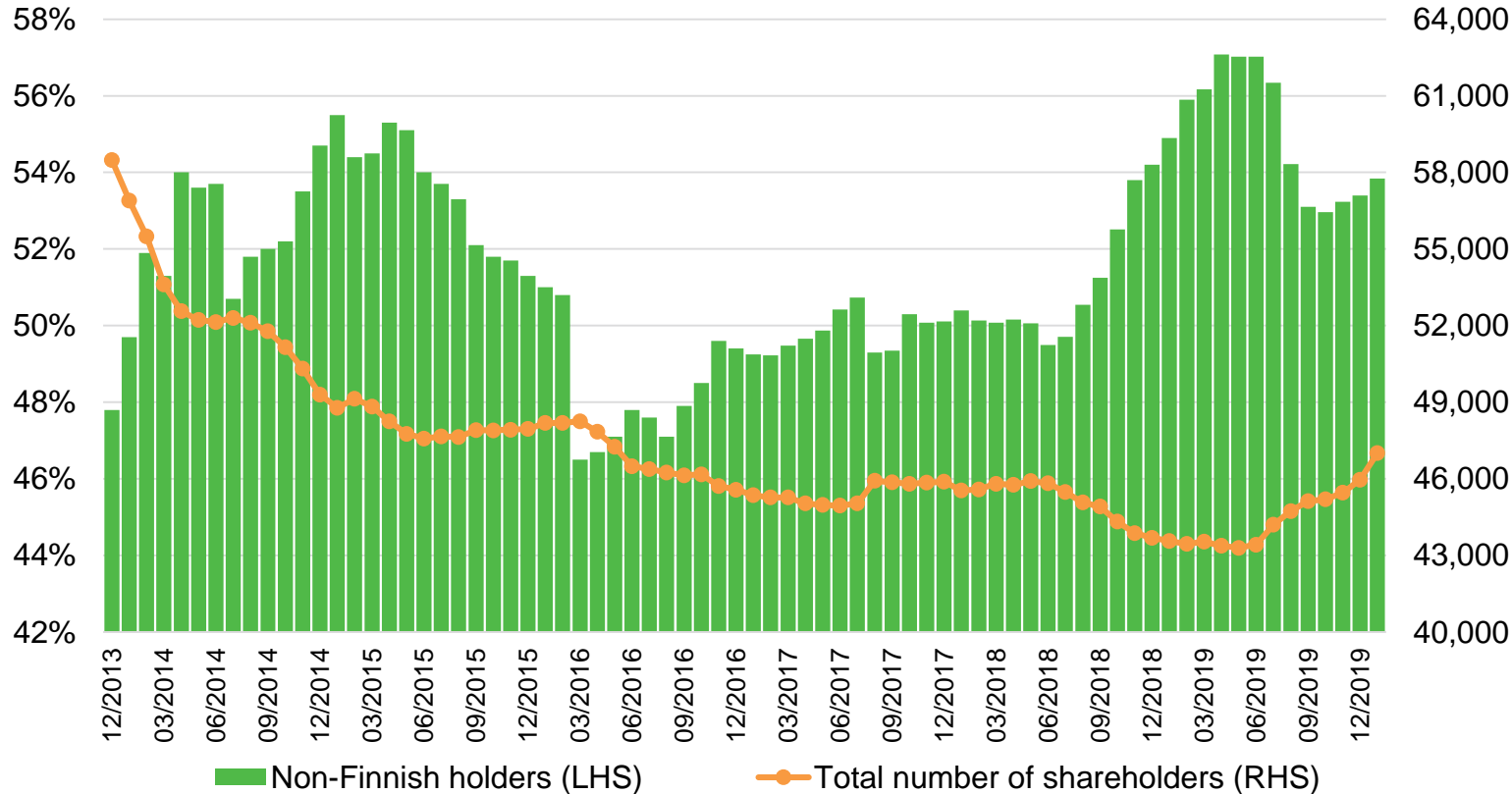


Sector	Number of shareholders	% of total shareholders	Number of shares	% of shares
Nominee registered and non-Finnish holders	328	0.70%	80,688,633	53.84%
Finnish institutions, companies and foundations	2,360	5.02%	33,117,027	22.10%
Solidium Oy*	0	0.00%	16,695,287	11.14%
Finnish private investors	44,326	94.28%	19,355,672	12.92%
On issuer account	0	0.00%	8,000	0.01%
Total	47,014	100.00%	149,864,619	100.00%

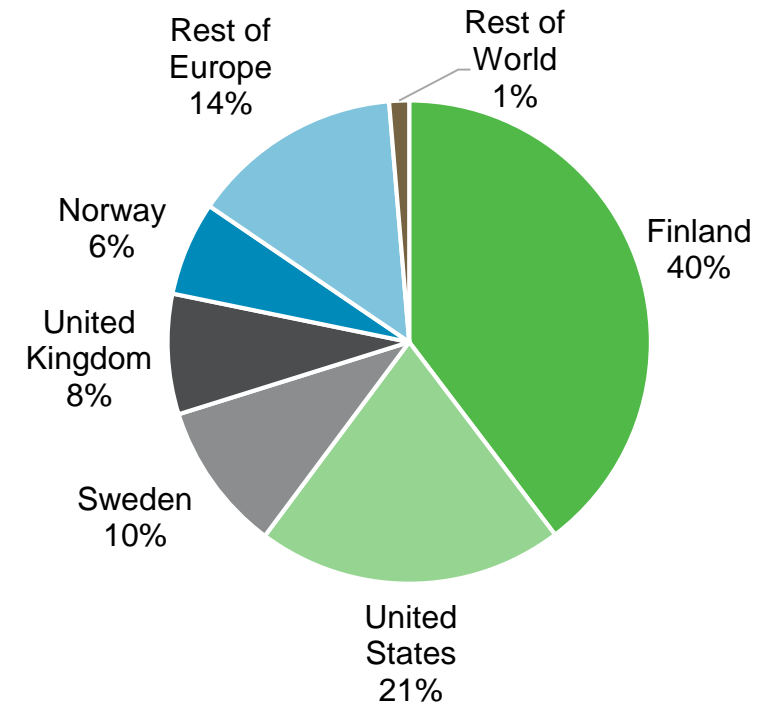
*) Solidium is a holding company that is wholly owned by the Finnish State

Share of non-Finnish holders and area split of shareholders

Share of non-Finnish holders and number of shareholders








Approximate geographical split of institutional shareholders*



*) November 2019. Source: Nasdaq

Progress on Sustainability 360° agenda

	Targets	Key actions for 2019	
Sustainable supply chain	<ul style="list-style-type: none"> Develop sustainable procurement practices globally Support selected key suppliers to meet the level of sustainability expected by Valmet 	<ul style="list-style-type: none"> Continue supplier sustainability audits while ensuring high quality audit follow-up process Continue to increase traceability in supply chain Develop carbon footprint calculation of our supply chain Make guidelines for sustainable purchasing of logistic services Implement sustainability gates and guidance in site works purchasing 	<ul style="list-style-type: none"> Implement sustainability engagement program for key suppliers globally Launch sustainability e-learning for key suppliers to increase awareness of Valmet's Sustainable Supply Chain Policy requirements Set CO2 reduction targets to highest emitting direct suppliers 
Health, safety and environment	<ul style="list-style-type: none"> Investing in safety culture and effective HSE processes and practices Collaborating with customers and partners to improve HSE results 	<ul style="list-style-type: none"> Create roadmap for transition to ISO 45001 and expansion of HSE certificates coverage for all workshop locations Put safety dialogue training concept in place and start implementation Establish local action plans towards 2025 HSE targets for own operations 	<ul style="list-style-type: none"> Implement activities to increase understanding of the environmental impacts of our work Implement preventive safety initiatives 
People and performance	<ul style="list-style-type: none"> Boost employee engagement Develop the best talent Be a responsible employer Promoting diversity 	<ul style="list-style-type: none"> Place more focus on sustainability in OurVoice survey renewal Utilize competence transfer concept Enhance global training portfolio to strengthen strategic skillset Make the current training portfolio available for a larger number of employees Make sustainability more visible to the candidates during the recruitment process 	<ul style="list-style-type: none"> Introduce work-life integration approach Ensure local wellbeing activities cover at least 70% of employees globally Increase internal mobility between businesses and geographies Continue support and partner with organizations that promote diversity in the workplace 
Sustainable solutions	<ul style="list-style-type: none"> Continuously develop the sustainability performance of our technologies Promote the sustainable aspects of Valmet's offering 	<ul style="list-style-type: none"> Investigate whether consumables or spare parts can be manufactured from renewable or recyclable materials Study and utilize opportunities of additive manufacturing to save raw materials and increase the usage of renewable materials in Valmet's products Continue to reduce the environmental footprint in Valmet's operations Develop sales organization's competence as well as sales tools and systems on sustainability Interact with key customers about the sustainability benefits of our offering 	
Corporate citizenship	<ul style="list-style-type: none"> Ensure respect for human rights and compliance with guiding principles across the value chain Promote transparent reporting and active stakeholder collaboration 	<ul style="list-style-type: none"> Continue human rights action plans and implement internal training Conduct location human rights impact assessments in selected high-risk countries Update Code of Conduct, anti-corruption and bribery policy Systematic follow up of Code of Conduct and sustainability e-learning completion rates 	<ul style="list-style-type: none"> Annual sustainability reporting according to the GRI Standards Report to leading sustainability ratings Ensure stakeholder feedback through a specific stakeholder survey Implement new social responsibility program Highlight sustainability in investor relations activities 



Appendix
Strategy and offering

Valmet's way forward

Our Mission

Converting renewable resources into sustainable results

Our Strategy

Valmet develops and supplies competitive process technology, services and automation to the pulp, paper and energy industries.

We are committed to moving our customers' performance forward with our unique offering and way to serve.

Our Must-Wins

- Customer excellence
- Leader in technology and innovation
- Excellence in processes
- Winning team

Growth accelerators

- Field services
- Industrial Internet and digitalization

Our Vision

To become the global champion in serving our customers

Our Values



Customers

We move our customers' performance forward



Renewal

We promote new ideas to create the future



Excellence

We improve every day to deliver results



People

We work together to make a difference

Megatrends

- Resource efficient and clean world
- Digitalization and new technologies
- Urban, responsible and global consumer

Business opportunities

eCommerce



Global sales in 2017 reached
USD 2.3 trillion
Forecasted to grow **141%**
from 2016 to 2021

Replacing plastic



2017 - Total size of packaging
business **EUR 600 billion p.a.**
Fiber based 36%
Plastic 40%
Growing 3-6% p.a.

Emerging markets



Expected to drive the global
tissue growth, accounting for
83% of incremental demand
by 2030

Services business line offering

Shared Journey Forward offering

Reliability

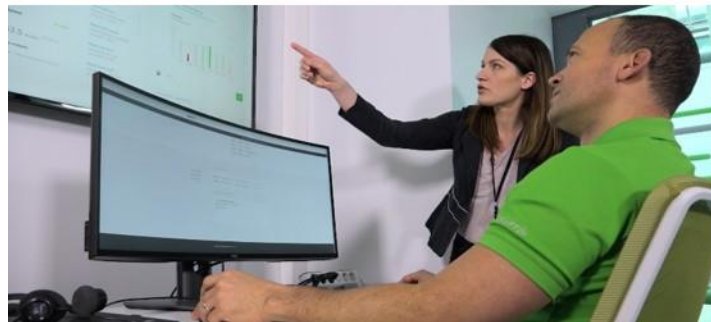
- Spare parts and components
- Maintenance and shutdown services
- Outsourcing services

Performance

- Production consumables
- Process support and optimization

New Technology

- Process and automation upgrades
- Industrial Internet and remote solutions



Services business units

Performance Parts

- Spare parts and consumables

Fabrics

- Paper machine clothing and filter fabrics

Energy and Environmental

- Services for energy and environmental systems

Rolls and Workshop Services

- Rolls, roll covers and maintenance, workshop services

Mill Improvements




- Upgrades, components and expert services

Automation business line offering and market overview

Advanced automation and process monitoring solutions and services:

- Distributed Control System (DCS) – Valmet DNA
- Performance solutions
- Quality Control System (QCS)
- Profilers
- Analyzers and measurements
- Industrial internet solutions
- Automation services
- Process simulators
- Safety systems and solutions

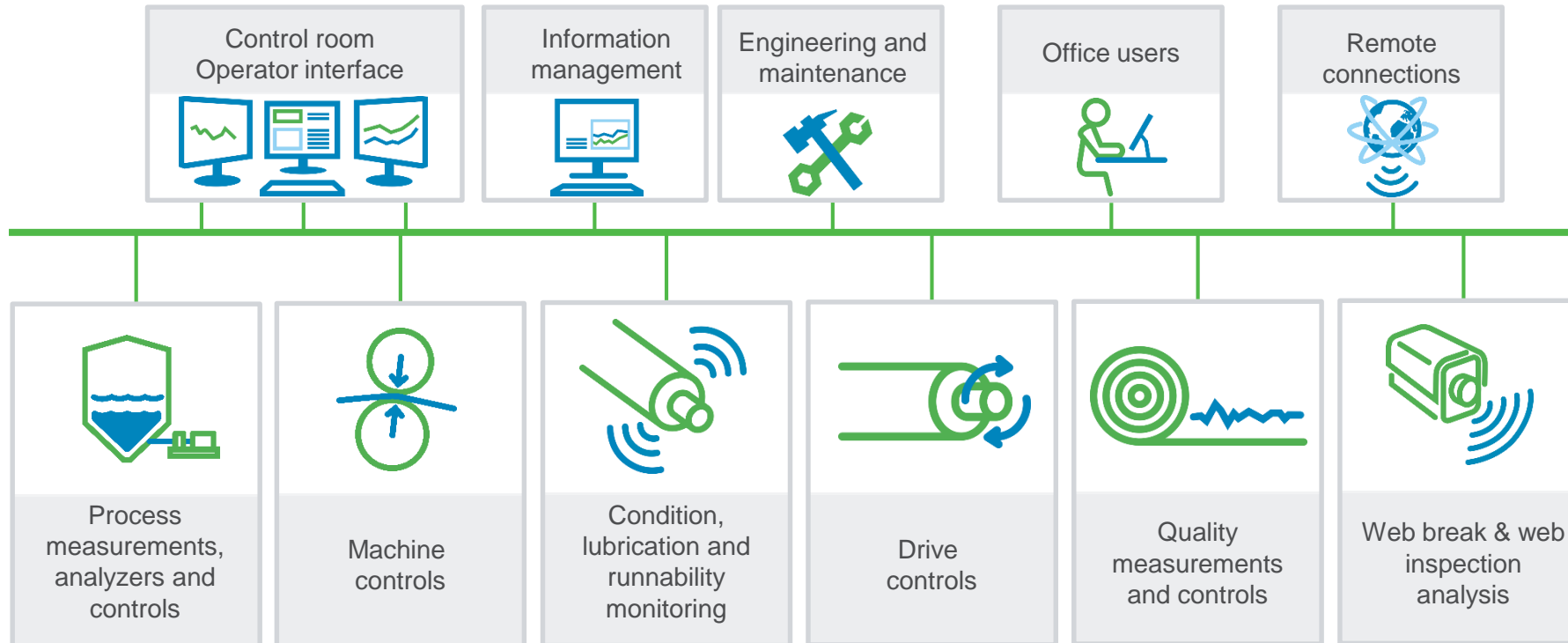
Over 4,500 automation systems and over 40,000 analyzers and measurements delivered

	Scope/product	Market size	Main competitors
Distributed Control System (DCS)  #3	<ul style="list-style-type: none"> • DCS for process and plant controls • Condition monitoring • Information management • APC (advanced process control) • Industrial Internet applications 	Pulp and paper DCS market: <ul style="list-style-type: none"> • EUR 900 million Power DCS market: <ul style="list-style-type: none"> • EUR 700 million 	<ul style="list-style-type: none"> • ABB • Honeywell • Emerson • Siemens • Yokogawa
Quality Management System  #1-2	<ul style="list-style-type: none"> • QCS (Quality Control Systems) • Profilers • Web inspection and web break analysis systems 	Estimated market size: <ul style="list-style-type: none"> • >EUR 200 million 	<ul style="list-style-type: none"> • ABB • Honeywell • Voith • Paperchine • Procemex • Procemex • Cognex • Isra Vision
Analyzers and measurements  #1	<ul style="list-style-type: none"> • Paper analyzers • Pulp analyzers • Pulp consistency measurements • Conductivity measurements • Power analyzers 	Estimated market size: <ul style="list-style-type: none"> • <EUR 200 million 	<ul style="list-style-type: none"> • ABB • BTG



Automation projects and services: Board and Tissue machines

Automation delivery content and service scope



Board machine
3,000-7,000 I/O
Price: EUR 2–6 million

Tissue machine
1,000-3,000 I/O
Price: EUR 1–4 million



- Total control solution
- Industrial Internet embedded
- Single supplier – efficient project management
- Faster start-up of assets



Pulp and Energy business line offering



Pulp

- Wood and pulp handling
 - Wood handling, fuel handling, pulp drying
- Fiber processing
 - Complete fiber lines, cooking systems, recausticizing
 - Mechanical pulping
 - Black pellet and pre-hydrolysis technologies
- Recovery
 - Recovery boilers, evaporation systems, lime kilns
 - Mill wide odorous gas handling, ash treatment
 - Sulfuric acid plants and lignin extraction



Energy

- Heat and power generation
 - Fluidized bed boilers, bio-grate boilers, biomass and waste gasification
 - Boiler islands and small power plants
- Air emission control
 - Flue gas cleaning and heat recovery for boilers
 - Emission control for process industry and marine
- Biofuels
 - Pyrolysis plants with emission control and burners

Paper business line offering



Board and paper

- Board and paper production lines
 - Recycled fiber lines
 - Tailor-made OptiConcept machines
 - OptiConcept M modularized machines
- Rebuilds
 - Modernizations and grade conversions
- Stand-alone products
 - From stock preparation to roll handling
 - e.g. headboxes, sizers, winders



Tissue

- Tissue production lines
 - Advantage DCT
 - Advantage NTT/QRT/eTAD
 - Advantage Thru Air (TAD)
- Rebuilds
- Stand-alone products
 - From stock preparation to roll handling
 - e.g. Yankee cylinders, ViscoNips, Re-Winders

Full scope offering for the pulp and paper industry

Technologies

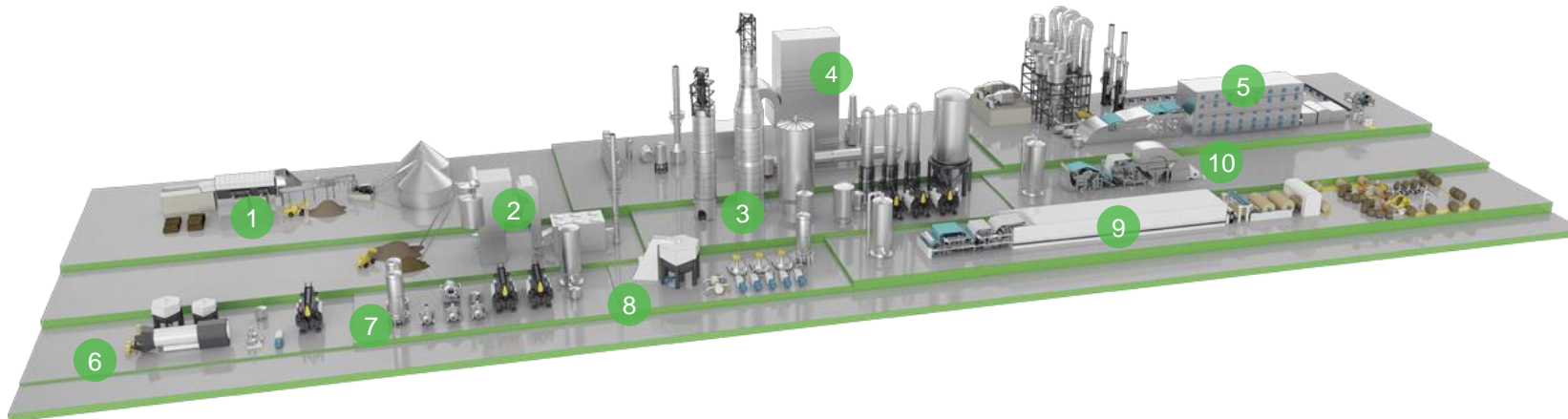
- 1 Wood handling
- 2 Heat and power production
- 3 Chemical pulping
- 4 Chemical recovery
- 5 Pulp drying
- 6 Recycled fiber
- 7 Mechanical fiber
- 8 Stock preparation
- 9 Board and paper making
- 10 Tissue making

Automation

- Distributed Control System (DCS)
- Performance solutions
- Quality Control System (QCS)
- Profilers
- Analyzers and measurements
- Industrial internet solutions
- Automation services
- Process simulators
- Safety systems and solutions

Services

- Mill and plant improvements
- Spare and wear parts
- Paper machine clothing and filter fabrics
- Roll services
- Services for evaporation plants, power and recovery boilers
- Services for environmental equipment



Our offering for energy industry and biotechnologies

Technologies

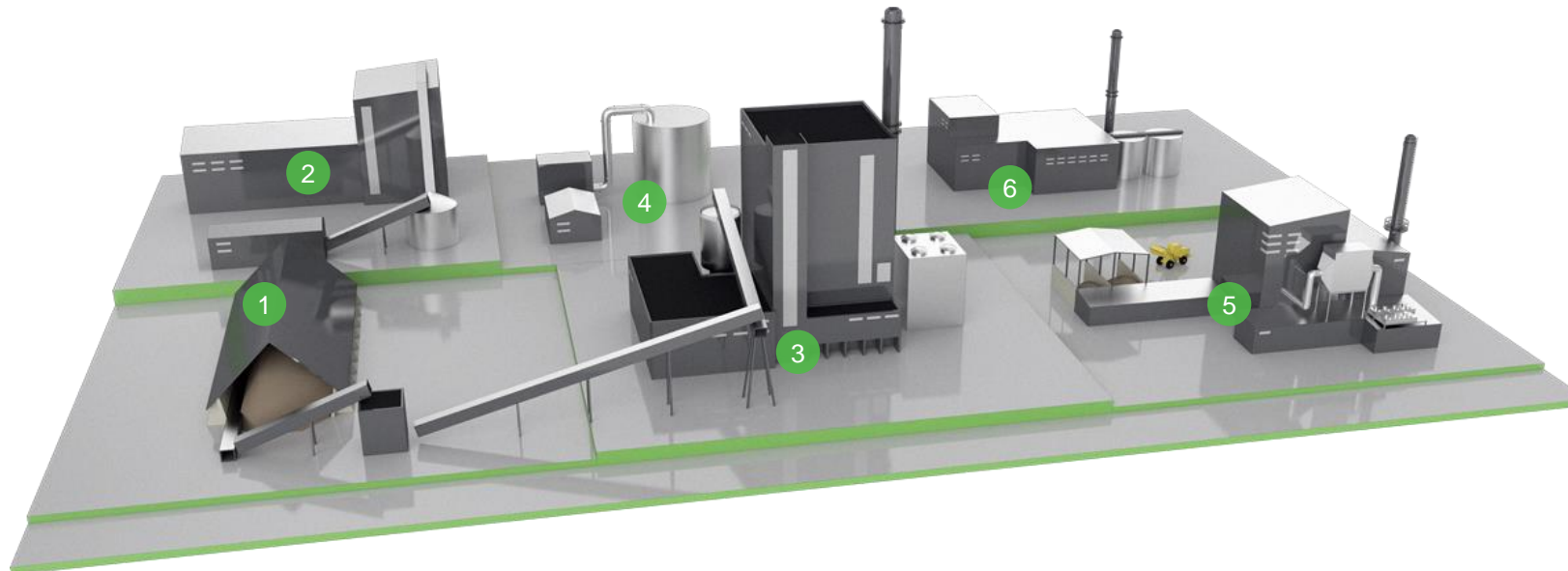
- 1 Fuel handling
- 2 Gasification
- 3 Boiler and flue gas cleaning
- 4 Bio-oil production
- 5 Modularized power plants
- 6 Prehydrolysis
For biofuels, biomaterials and biochemicals, and bio coal production

Automation

- Distributed Control System (DCS)
- Performance solutions
- Analyzers and measurements
- Industrial internet solutions
- Automation services

Services

- Plant improvements
- Rebuilds
- Performance services
- Services for environmental equipment
- Components and spare parts
- Training



Continuous investment in research and development to improve customers' processes



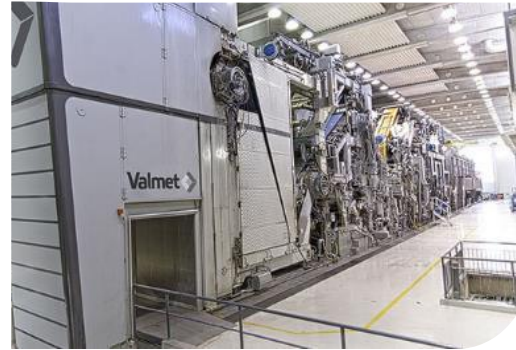
Customers' needs

- Increase production efficiency
- Improve competitiveness
- Maximize value of raw materials
- Widen raw material base
- Provide high-value end products
- Develop new innovations and technologies



Valmet's R&D focus

- Modularized and standardized products
- Energy, water and raw material efficiency
- Automation technology
- Biomass conversion technologies



Valmet's R&D resources

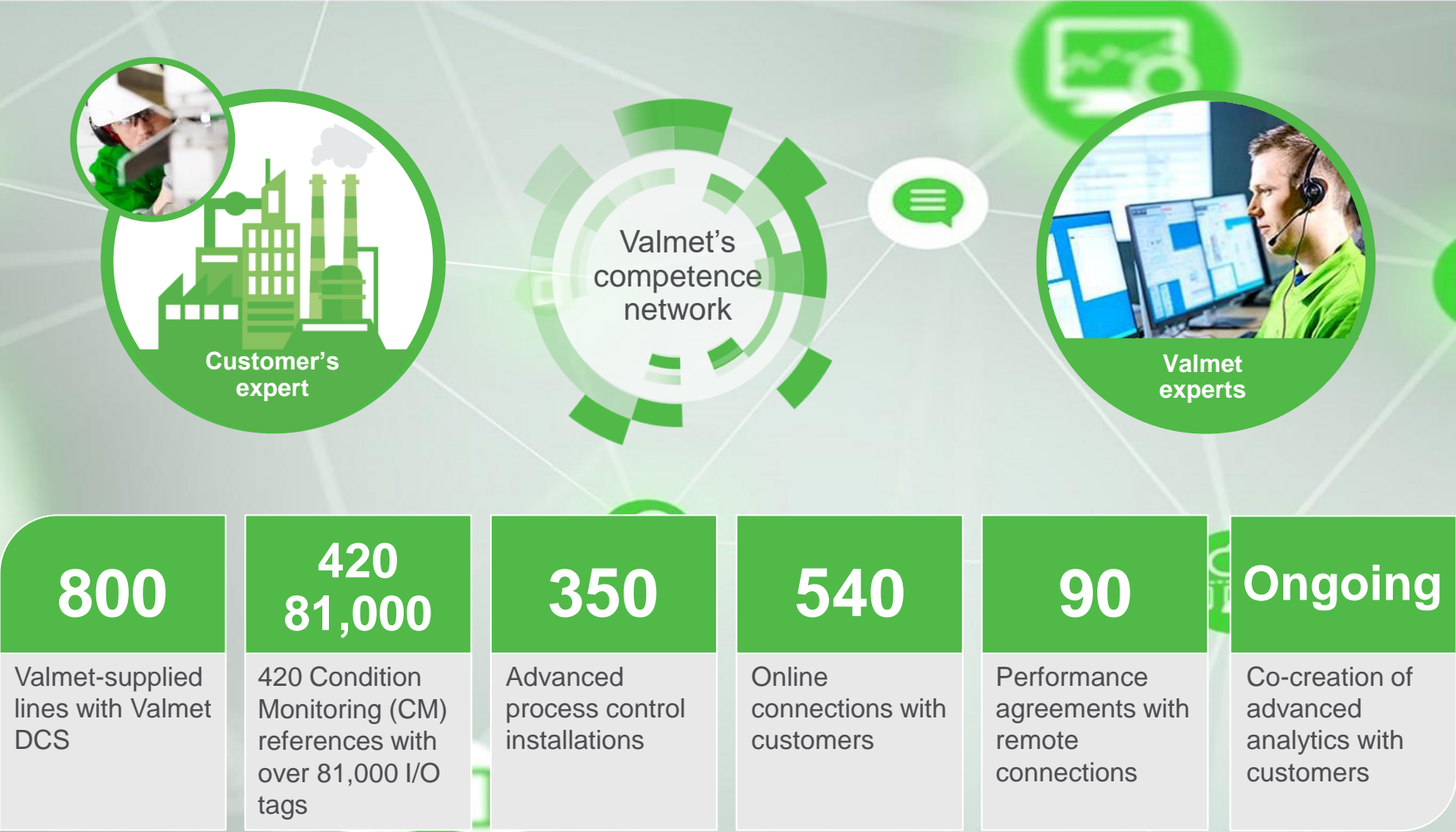
- Own R&D centers and pilot facilities
- Annual R&D spend about EUR 65 million
- Around 1,500 protected inventions
- Cooperation with universities and research institutions



Example of our R&D work – OptiConcept M board and paper machine

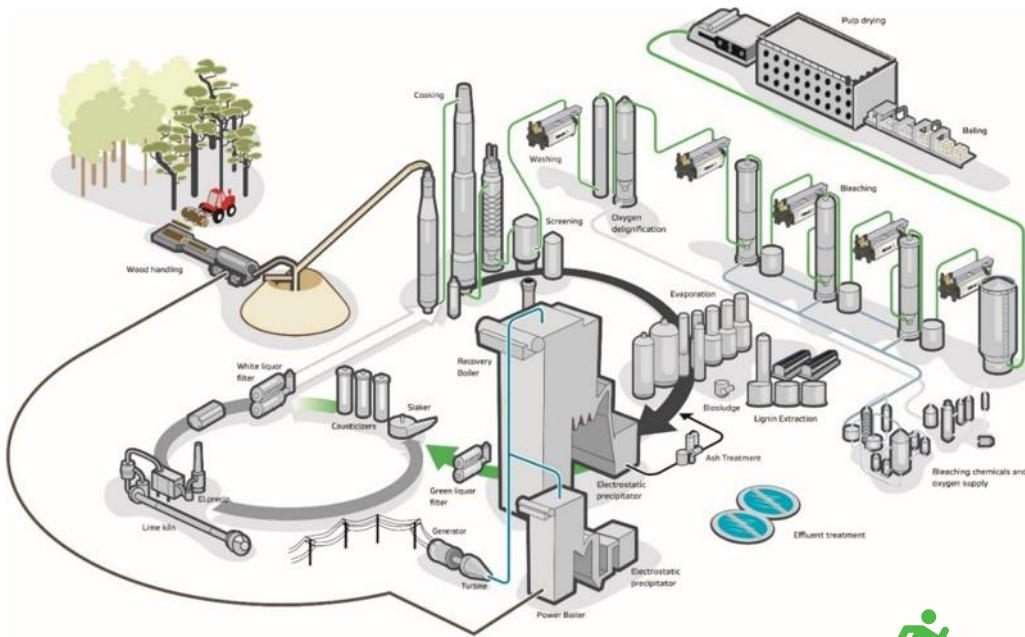
- Cost-efficient, high-quality, safe and flexible board making concept
- Significant savings in energy, water and raw material use
 - Energy efficiency improvement up to 30%
- Modular and compact size
 - Short delivery times, quick start-ups, and less production space
- Functional design brings increased safety and accessibility
 - Design acknowledged in Finnish design competition in 2014

Today, customers are extensively utilizing our Industrial Internet capabilities



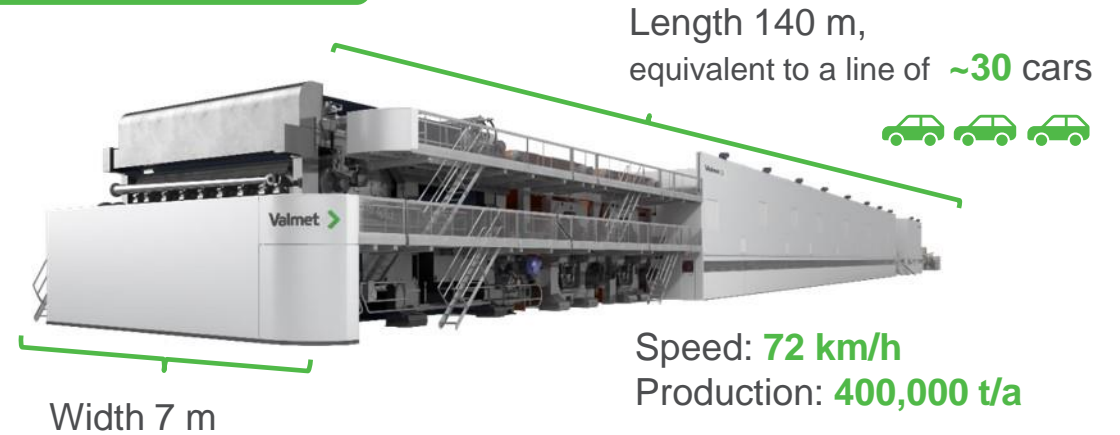
Typical dimensions of pulp mills, and paper, board and tissue machines

Pulp mill

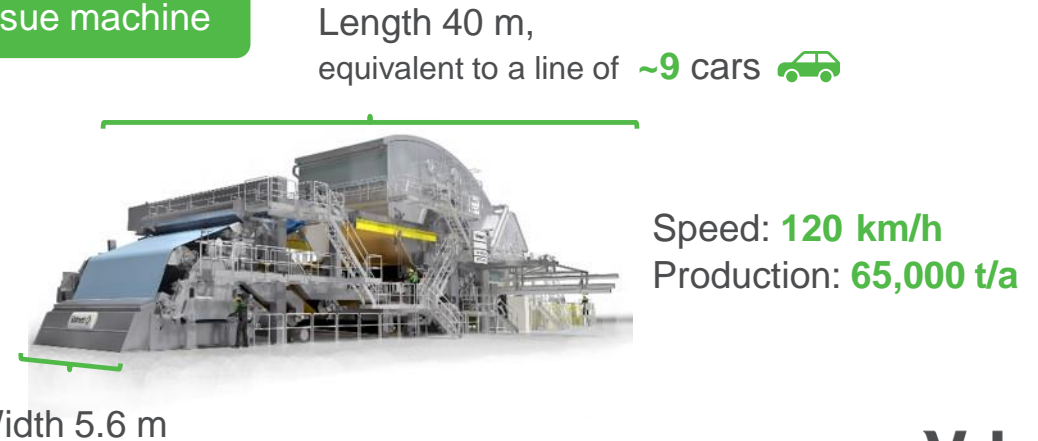


- Mill site area:
500,000 – 5,000,000 m², equivalent to **~70–700** football fields
- Built area:
40,000 – 100,000 m², equivalent to **~6–14** football fields

Paper and board machine



Tissue machine





Appendix
Management

Executive Team

Corporate



Pasi Laine

President and CEO
Share ownership: 136,042



Kari Saarinen

CFO
Share ownership: 39,514



Julia Macharey

SVP, Human Resources and
Operational Development
Share ownership: 26,892



Anu Salonsaari-Posti

SVP, Marketing &
Communications
Share ownership: 21,527

Business lines



Aki Niemi

Business Line President,
Services
Share ownership: 50,730



Sami Riekkola

Business Line President,
Automation
Share ownership: 5,620



Bertel Karlstedt

Business Line President,
Pulp and Energy
Share ownership: 36,157



Jari Vähäpesola

Business Line President,
Paper
Share ownership: 47,585

Business areas



Dave King

Area President,
North America
Share ownership: 24,912



Celso Tacla

Area President,
South America
Share ownership: 74,990



Vesa Simola

Area President,
EMEA
Share ownership: 39,846



Xiangdong Zhu

Area President,
China
Share ownership: 17,451



Jukka Tiitinen

Area President,
Asia Pacific
Share ownership: 78,473

Board of Directors



Mikael Mäkinen
(b. 1956)
Chairman of the Board
Finnish citizen

- MSc. (Eng.)
- Selected experience:
 - Member of the BoD of Finnlines Oyj
 - President, Marine at Rolls-Royce Plc
- Share ownership: 1,764
- Independent of company: Yes
- Independent of owners: Yes



Aaro Cantell
(b. 1964)
Vice-Chairman of the Board
Finnish citizen

- M.Sc. (Tech.)
- Selected experience:
 - CoB of Normet Group Oy
 - Vice-Chairman of the BoD of Solidium Oy
- Share ownership: 5,506
- Independent of company: Yes
- Independent of owners: No



Pekka Kemppainen
(b. 1954)
Board member
Finnish citizen

- Lic.Sc. (Tech.)
- Selected experience:
 - Member of the BoD of Bittium Oyj and Junttan Oy
 - Several positions within KONE
- Share ownership: 2,063
- Independent of company: Yes
- Independent of owners: Yes



Monika Maurer
(b. 1956)
Board member
German citizen

- Diploma in Physics and Chemistry, Diploma in Pedagogy
- Selected experience:
 - Vice Chairman of the BoD of Nokia Shanghai Bell, Co. Ltd.
 - CEO of Radio Frequency Systems
- Share ownership: 2,063
- Independent of company: Yes
- Independent of owners: Yes



Eriikka Söderström
(b. 1968)
Board member
Finnish citizen

- M.Sc. (Econ.)
- Selected experience:
 - CFO of F-Secure Corporation
 - Member of the BoD of Comptel Oyj
- Share ownership: 3,193
- Independent of company: Yes
- Independent of owners: Yes



Tarja Tyni
(b. 1964)
Board member
Finnish citizen

- LL.M.
- Selected experience:
 - CoB of Mandatum Life Investment Services Ltd
 - SVP, Corporates and Private Wealth Management at Mandatum Life
- Share ownership: 4,989
- Independent of company: Yes
- Independent of owners: Yes



Rogério Ziviani
(b. 1956)
Board member
Brazilian citizen

- BSc in Business Management, MBA
- Selected experience:
 - Member of the BoD of Innovatech Negócios Florestais
- Share ownership: 9,176
- Independent of company: Yes
- Independent of owners: Yes

