

# Valmet – focus on profitability improvement

Roadshow material  
January 2015

# Agenda

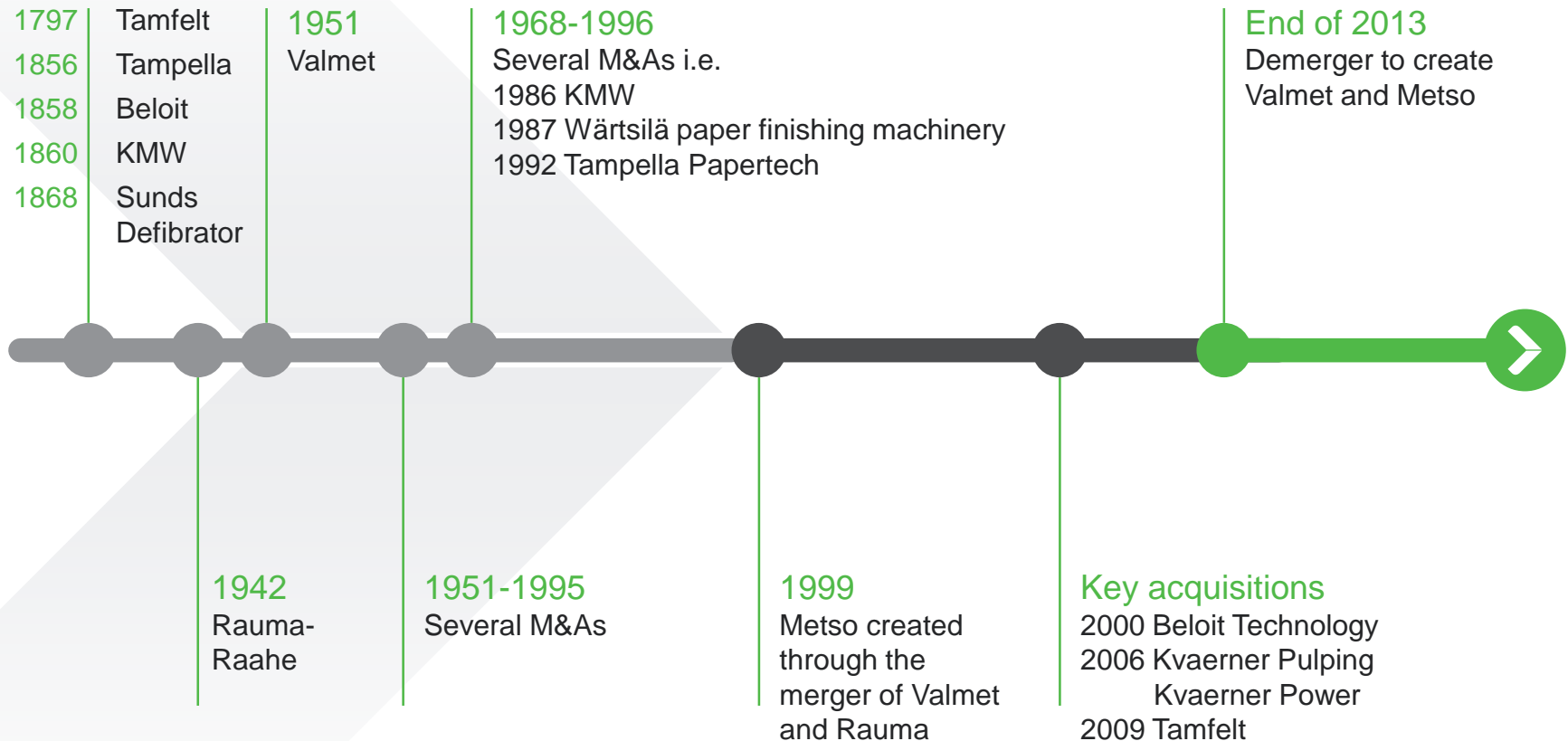
## Valmet Roadshow

- 1 Valmet overview
- 2 Investment highlights
- 3 Financials
- 4 Conclusions
- 5 Appendix



# Valmet overview

# Valmet's road to becoming a global market leader



# Capitalizing on the growing pulp, energy, tissue, and packaging board needs globally

Global market leader with #1-2 market positions in all markets served

Stable, growing and profitable EUR 1 billion services business

High barrier to entry capital business with good long-term growth potential in businesses such as board, tissue, pulp, and biotechnology

## 2013 figures<sup>1</sup>

Net sales EUR 2,613 m

Profit<sup>2</sup> EUR 54 m

Employees 11,765

## Position

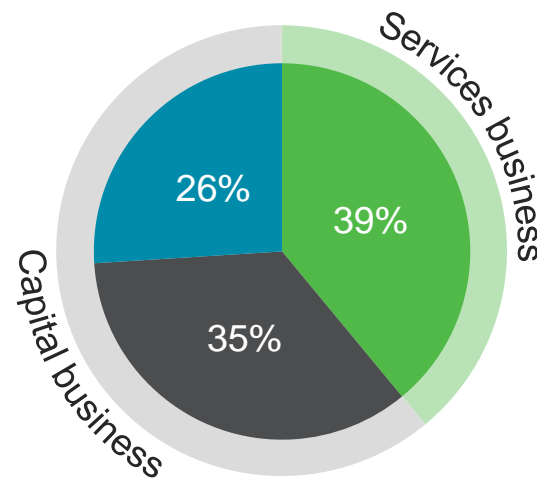
#1-2 Services

#1-2 Pulping

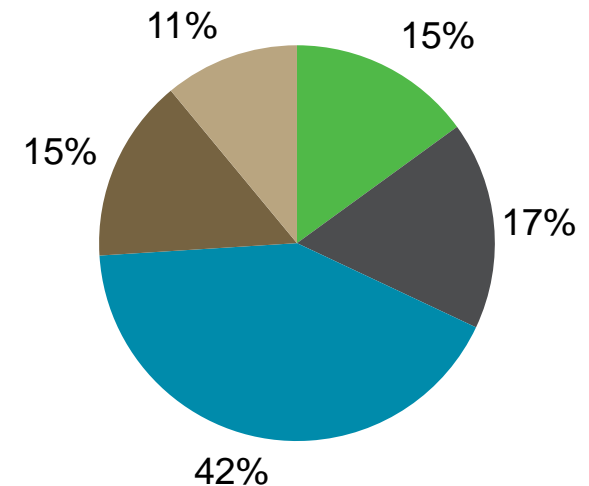
#1-2 Bioenergy generation

#1-2 Paper, board, tissue

## Sales<sup>1</sup>



■ Services  
■ Pulp and Energy  
■ Paper



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

1) Carve-out figures for the year of 2013

2) EBITA before non-recurring items

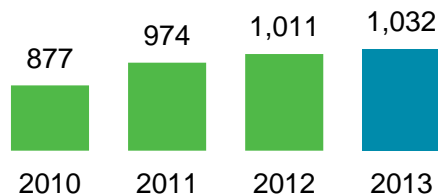
# Our three business lines serve the same customer base



## Services

Net sales<sup>1</sup> 1.0 bn, 39%

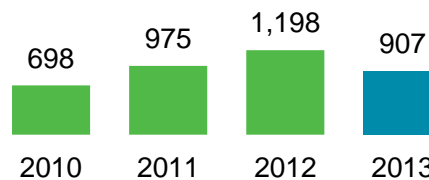
- Mill and plant improvements
- Roll and workshop services
- Parts and fabrics
- Life-cycle services



## Pulp and Energy

Net sales<sup>1</sup> 0.9 bn, 35%

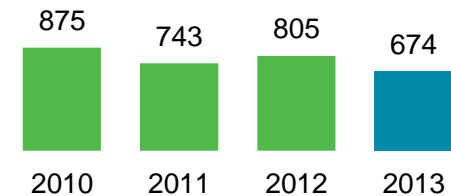
- Technologies and solutions for
- Pulp production
  - Power generation
  - Biomass conversion



## Paper

Net sales<sup>1</sup> 0.7 bn, 26%

- Technologies and solutions for
- Board
  - Tissue
  - Paper




1) Net sales by business line on a carve-out basis for the periods indicated (excl. Intra-Metso net sales)

# Strong global presence – good platform for growth


## North America

- Large installed base to be serviced
- Growth opportunity in increased outsourcing
- Capital project opportunities in tissue and board

1,127 employees




Net sales<sup>1)</sup> EUR 401 m




## EMEA

- Large installed base to be serviced
- Growth opportunity in increased outsourcing
- Machine closures in printing and writing
- Capital project opportunities in pulp, tissue, and bioenergy

6,442 employees



Net sales<sup>1)</sup> EUR 1,096 m



## China

- Capital project opportunities in board and tissue
- Good services market with growth potential

1,942 employees



Net sales<sup>1)</sup> EUR 389 m



## South America

- Capital project opportunities in pulp, tissue and bioenergy
- Good services growth potential

428 employees



Net sales<sup>1)</sup> EUR 442 m



## Asia Pacific

- Capital project opportunities in pulp, tissue, and board
- Good services market with growth potential

585 employees



Net sales<sup>1)</sup> EUR 285 m



1) Net sales breakdown by area on a carve-out basis for 2013. Breakdown of employees by area as at September 30, 2014.

# Serving global customer base



## Key customers



## Key customers



## Key customers



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# Valmet's way forward

## Mission



Converting renewable resources into sustainable results

## Strategy



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

We are committed to moving our customers' performance forward.

## Must-Wins



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

## Vision



To become the global champion in serving our customers



# Investment highlights

# Investment highlight summary

1

**Established market leader** with #1-2 market positions in all markets served

2

Stable, growing, and profitable **services business** with over **EUR 1 billion sales** provides good visibility and resilience

3

**Long-term growth potential in capital business** from increase in pulp, energy, board and tissue consumption and from substitution of fossil fuels

4

**Global diversified footprint** with large exposure to growing emerging markets

5

Strong **focus on profitability** improvement



# Established market leader with #1-2 market positions in all markets served

## Services (>EUR 1 bn)<sup>1</sup>



### Market position

Services #1-2

### Large installed base

- 3,800 pulp and paper mills in the world
- Over 50% purchase services from Valmet

## Capital (~EUR 1.6 bn)<sup>1</sup>



Pulp

Pulping #1-2

- 200 wood-handling systems
- 470 cooking systems
- 300 complete fiber lines
- 400 evaporation systems
- 350 recovery islands
- 200 mechanical pulping lines



Energy

Bioenergy generation #1-2

- 270 fluidized bed boilers
- 120 BioGrate boilers
- 400 environmental protection systems



Paper

### Machines

Board #1-2  
Tissue #1  
Paper #1-2

- 700 board machines
- 180 tissue machines
- 900 paper machines

## Superior technological know-how

**Consistent investments in R&D**  
2013: EUR 65 m (2.2% of sales)

**Extensive IP portfolio**  
~1,800 protected inventions

**>70 new products launched per year**

1) Net sales in 2013 on a carve-out basis

# EUR 1 billion of net sales from stable and growing services

## Strong trends driving services market expansion

- Customers outsource non-core operations
- Capacity increases in China, South America and Asia-Pacific
- Customer cost pressure and efficiency requirements increase demand for process improvements and maintenance services
- Machine closures in EMEA region and North America

## Large target market<sup>1</sup>

➤ EUR 7.0 bn

1) Management estimate based on the size of Valmet's services markets using an average services cost per volume produced, based on Valmet's existing customers and estimates of current and forecasted growth in total production volumes  
2) Annual growth between 2010 and 2013 based on available carve-out financials

## Comprehensive offering



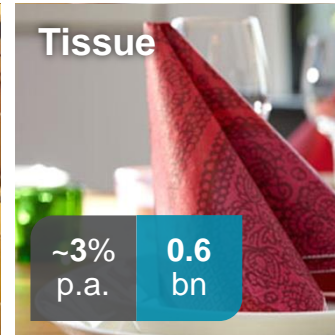
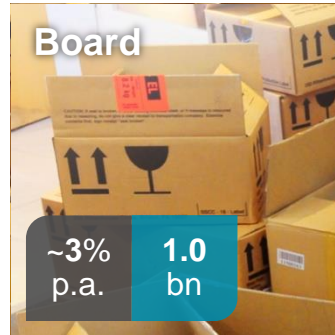
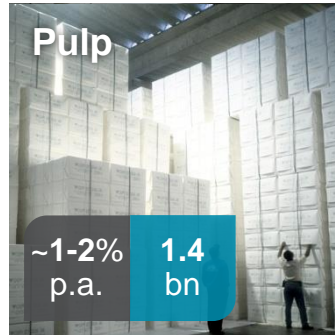
>5.6%  
2010-2013  
p.a.<sup>2</sup>

Valmet services  
business line growth

# Pulp, energy, board, and tissue capital business on long-term growth trajectory

## Pulp and Energy

## Paper



### Demand drivers

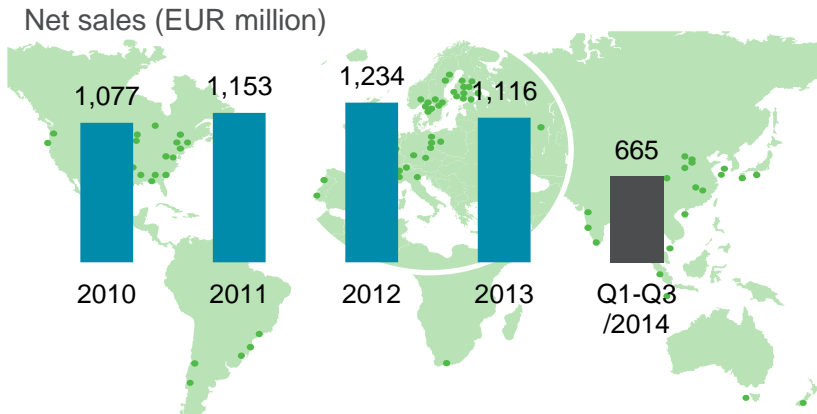
- Growth in energy consumption
- Demand for sustainable energy
- Modernization of aging plants
- Incentives and regulation
- Shale gas in North America and the recession in Europe reducing demand
- Growth in paper, board, and tissue consumption in Asia
- Need for virgin wood pulp, as recycling rates can not grow infinitely
- Increased size of pulp lines and mills
- Growth in pulping in Asia and South America
- World trade, e-commerce and emerging markets growth drive packaging
- Shift from plastic packaging to renewable materials
- Growth in emerging markets
- Rise in purchasing power and living standards in emerging markets
- Increasing role of digital media decreases demand for printing and writing papers
- Some growth in emerging markets

- Anticipated long-term market growth
- Estimated market size for current offering in 2012 (EUR)

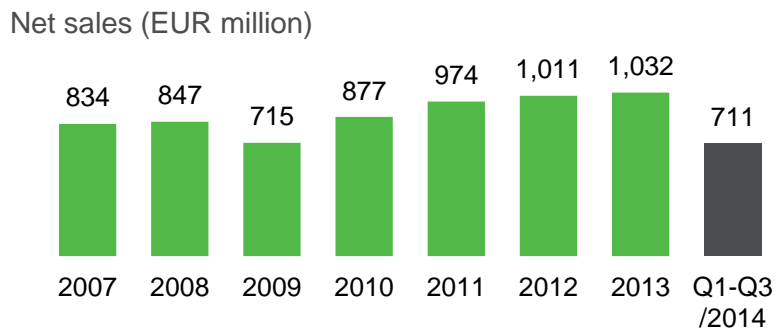
Source: Leading consulting firms, RISI, management estimates

# Global diversified footprint with large exposure to growing emerging markets

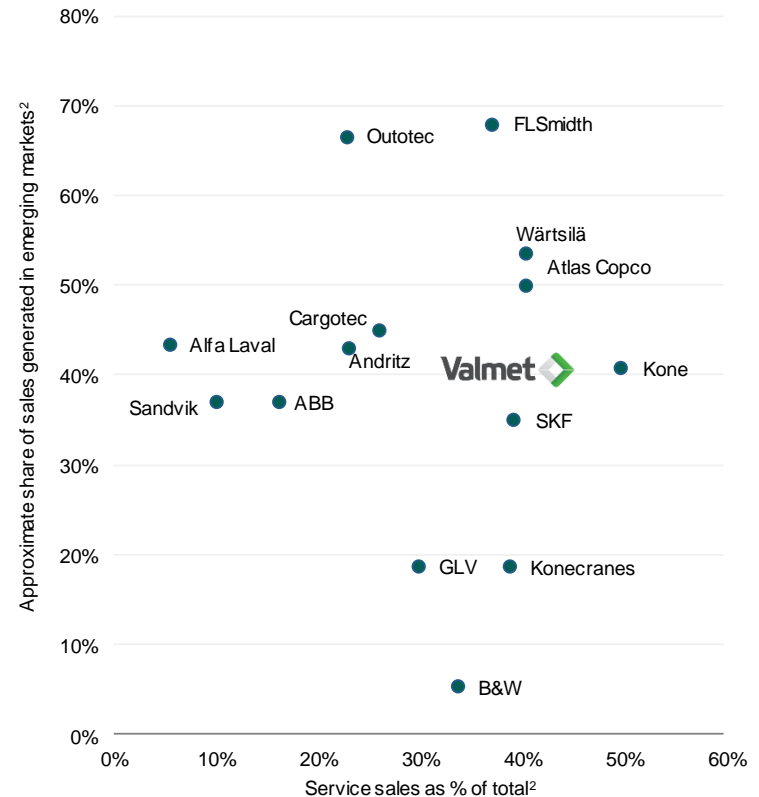
## Emerging markets expansion<sup>1</sup>



## Services expansion<sup>3</sup>



## Exposure to emerging markets<sup>2</sup>



- 1) Illustrative exposure to emerging markets calculated by combining net sales in following areas: Asia Pacific, China and South America. Q1-Q3/2014 figure is actual, while others are on a carve-out basis.  
 2) Estimate based on latest reported annual financials and other investor relations material where geographic split and service sales / service order data is available. Estimated emerging market exposure based on company announcement (e.g. Outotec) or otherwise incl. Africa, Asia, Asia Pacific, Latin America, Middle East, South America, and depending on the reporting structure of the companies parts of 'Rest of the world' or 'Other' (the method applied may lead to potential biases in the estimate, which are thus only indicative)  
 3) Q1-Q3/2014 figure is actual. Carve-out figures for Services business line for 2010-2013; as reported for Metso Pulp, Paper and Power -segment services sales for 2007-2009

# Strong focus on profitability improvement

We are addressing the current decline in the capital business



- Cost-savings program EUR 100 million by the end of 2014

Valmet is re-shaping its operations to become leaner, more flexible, and agile



- Capacity being adjusted to meet the new level of demand
- Current level of SG&A expense base to be lowered
- Additional actions to increase operational efficiency
- Target to reach historical gross margin levels

Short- to mid-term profitability improvement through cost-reduction program with clearly defined steps that take profitability towards the targeted level







# Financials

# Financial targets

## Growth



Net sales growth to exceed market growth

## Profitability



EBITA<sup>1</sup> before non-recurring items: 6-9%

## ROCE

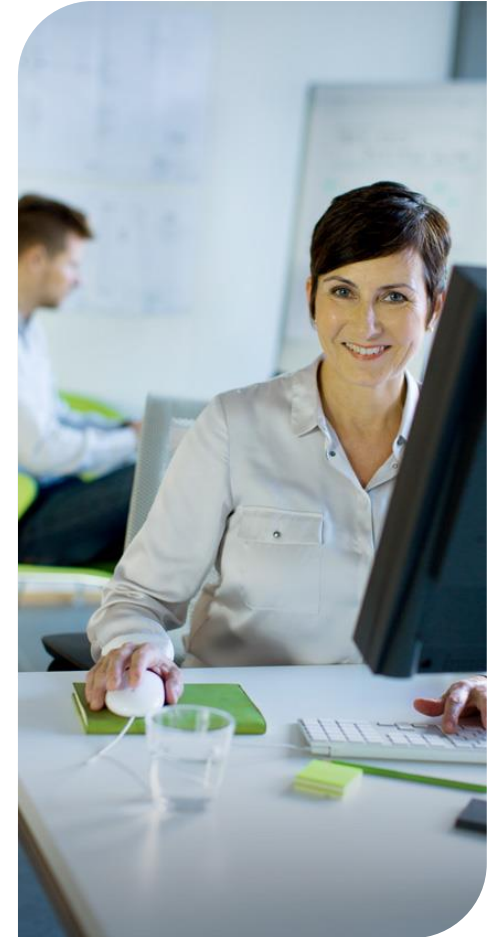


Return on capital employed (pre-tax),  
ROCE<sup>2</sup>: minimum of 15%

## Dividend policy



Dividend payout at least 40% of net profit



- 1) EBITA before non-recurring items = operating profit + amortization + non-recurring items
- 2) ROCE (pre-tax) = ( profit before taxes + interests and other financial expenses ) / ( balance sheet total - non-interest-bearing liabilities )

# Q3/2014 in brief



## **Orders received on a par with Q3/2013 in services**

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- Services orders on a par with Q3/2013
- Net sales decreased compared with Q3/2013



## **Orders received slowed down in capital business from high level in H1/2014**

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- Orders received increased in Paper, and Pulp and Energy compared with Q3/2013
- Net sales increased in Pulp and Energy and decreased in Paper compared with Q3/2013



## **Order backlog at EUR 2.3 billion**

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- Order backlog EUR 914 million higher than at the beginning of the year



## **Profitability continued to improve according to plan**

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- EBITA margin improved compared with Q3/2013 and Q2/2014
- EBITA increased compared with Q2/2014
- SG&A expenses decreased by EUR 17 million compared with Q3/2013
- Gross profit increased by EUR 9 million compared with Q3/2013
- Further profitability improvement potential through savings in procurement and quality, by actions to improve project and service margin, by continuing to improve cost competitiveness, and by improving product cost competitiveness to increase gross profit



## **Strong balance sheet and good cash flow**

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- Net debt EUR -158 million, and gearing -20%
- Cash flow provided by operating activities EUR 117 million

EBITA = Earnings before interest, taxes and amortization and non-recurring items

# Key figures Q3/2014

EUR million	Q3/2014	Q3/2013	Change	Q1-Q3/2014	Q1-Q3/2013	Change
Orders received	466	382	22%	2,590	1,754	48%
Order backlog <sup>1</sup>	2,312	1,658	39%	2,312	1,658	39%
Net sales	590	601	-2%	1,697	1,946	-13%
EBITA <sup>2</sup>	32	31	4%	58	79	-27%
% of net sales	5.5%	5.1%		3.4%	4.1%	
EBIT <sup>3</sup>	26	-17		35	7	>100%
% of net sales	4.4%	-2.8%		2.1%	0.4%	
Earnings per share, EUR	0.11	-0.10 <sup>5</sup>		0.14	-0.01 <sup>5</sup>	
Return on capital employed (ROCE), before taxes <sup>4</sup>				6%	1%	
Cash flow provided by operating activities	117	12	>100%	206	-5	
Gearing <sup>1</sup>				-20%	0%	

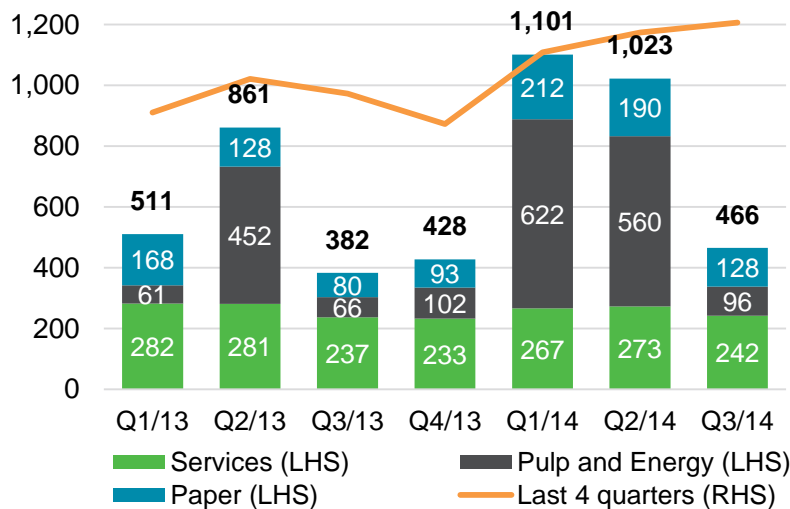
Non-recurring items: EUR -1 million in Q3/2014 (EUR -41 million in Q3/2013), EUR -7 million in Q1-Q3/2014 (EUR -52 million in Q1-Q3/2013)

- 1) At the end of period
- 2) Before non-recurring items
- 3) After non-recurring items
- 4) Annualized
- 5) The earnings per share information was computed as if the shares issued in conjunction with the Demerger had been outstanding for the comparison period.

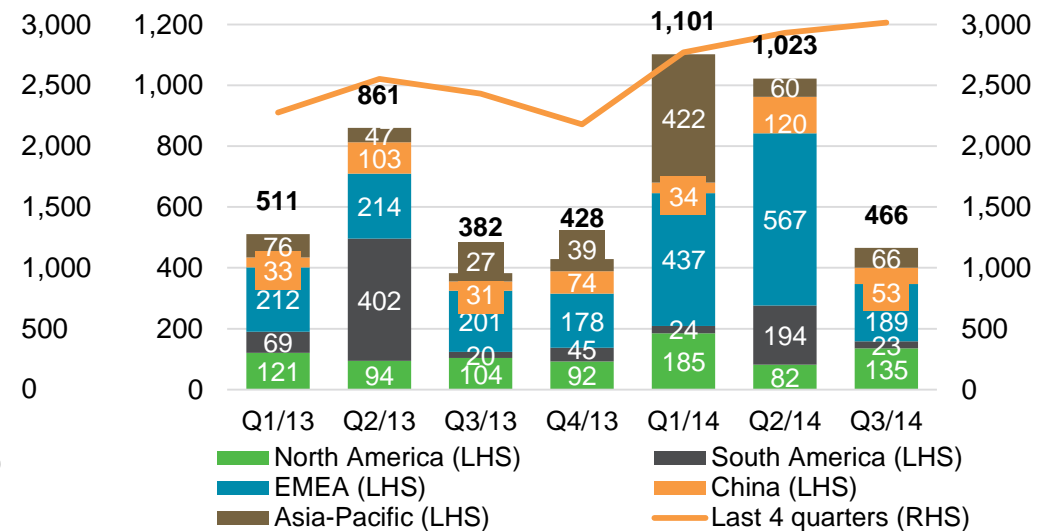
The comparison figures are based on financial carve-out data. The balance sheet and its related key figures as at December 31, 2013 are based on actual figures.

# Orders received EUR 2.6 billion in Q1-Q3/2014

Orders received (EUR million),  
by business line



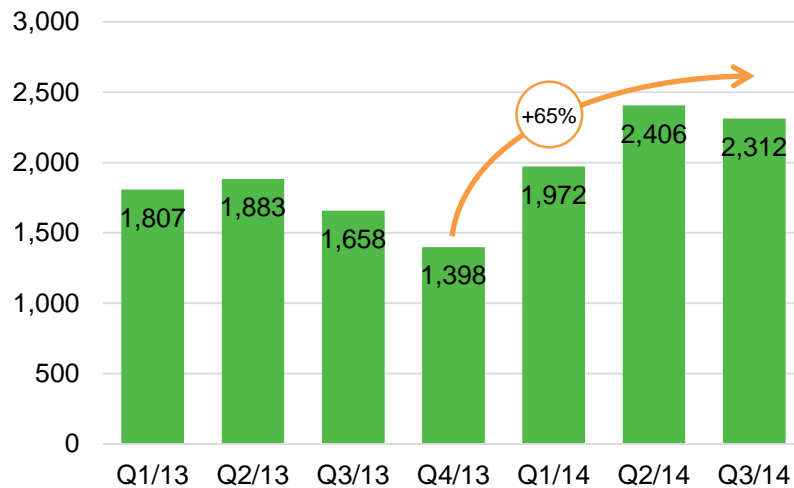
Orders received (EUR million),  
by area



- Orders received at the previous year's level in Services
- Orders received increased in Pulp and Energy
- Orders received increased in Paper
- Orders received increased in North America, Asia-Pacific, and China

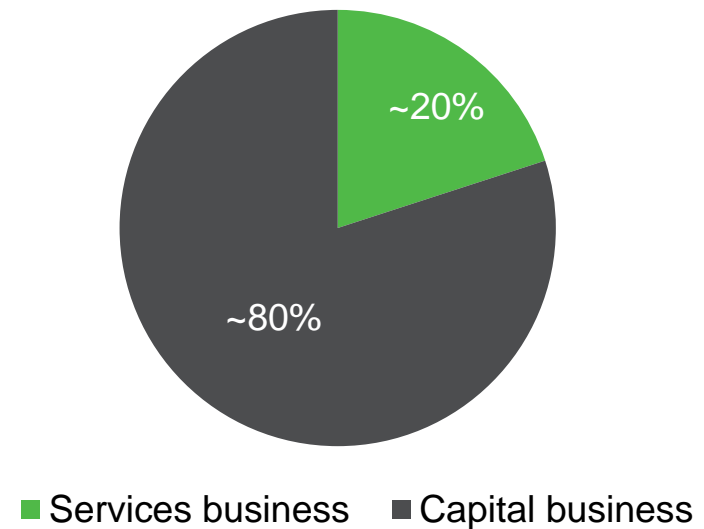
# Order backlog at EUR 2.3 billion

Order backlog (EUR million)



Cancelled Fibria order of EUR 331 million excluded from Q1/2013 figures

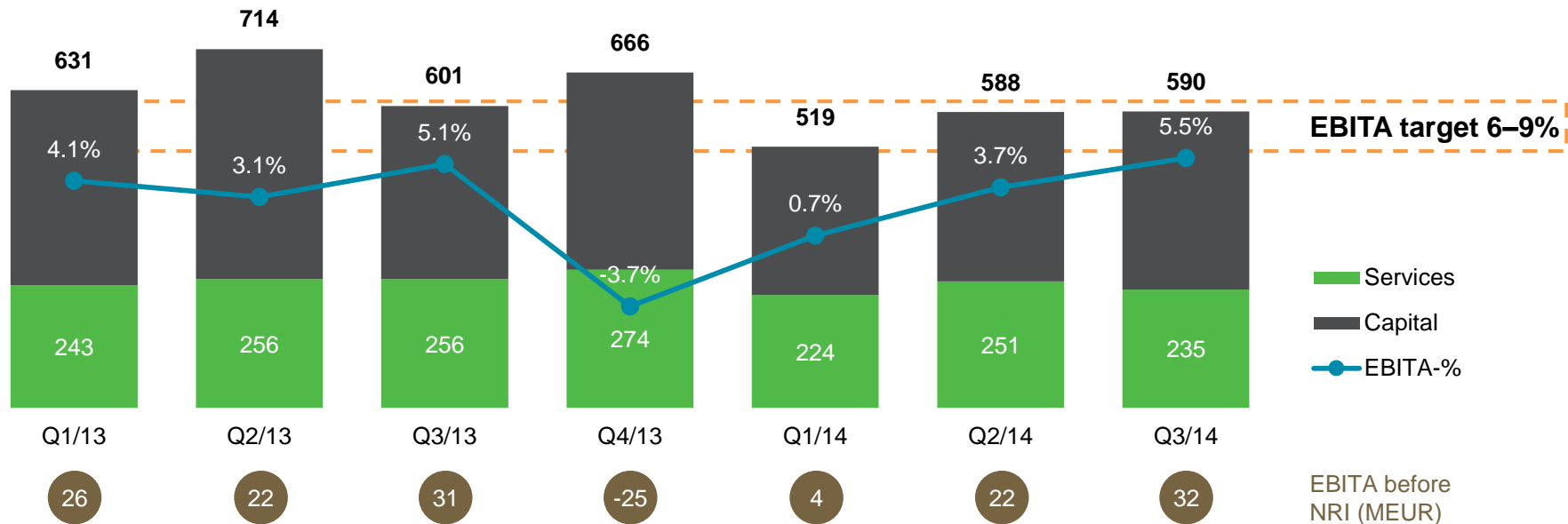
Structure of order backlog



- Order backlog EUR 914 million higher than at the end of 2013
- Approximately 20% of the order backlog relates to the Services business line

# Net sales and profitability development

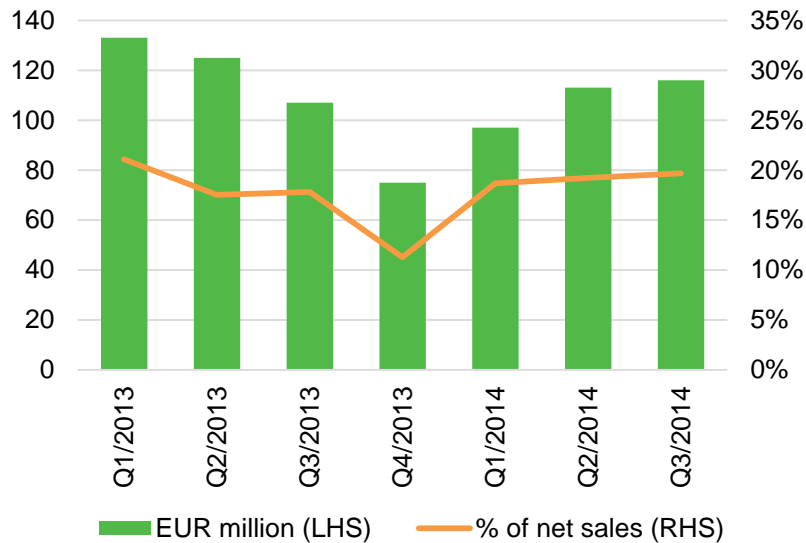
Net sales and EBITA before NRI (EUR million)



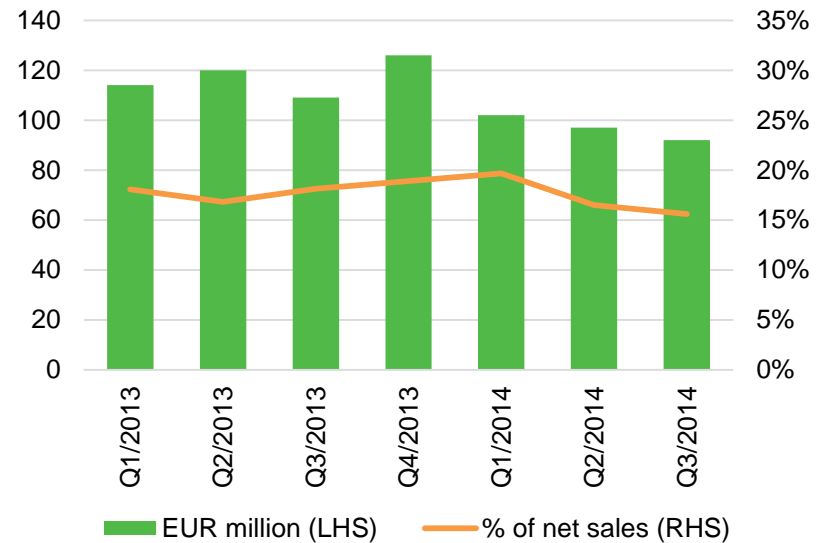
- Net sales stable compared with Q3/2013
- Profitability on an improving trend since Q4/2013

# Good development in gross profit and SG&A expenses

Gross profit (EUR million and % of net sales)



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



- Selling, general and administrative expenses (SG&A) declined further
- Gross profit improved
- Further actions to improve gross profit through Must-Win implementation

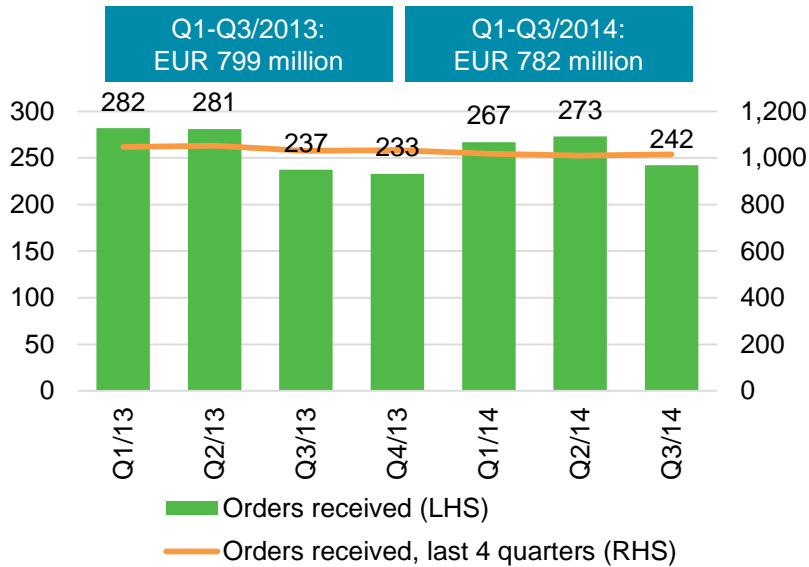


# Key Must-Win objectives to improve profitability to the targeted level of 6–9%

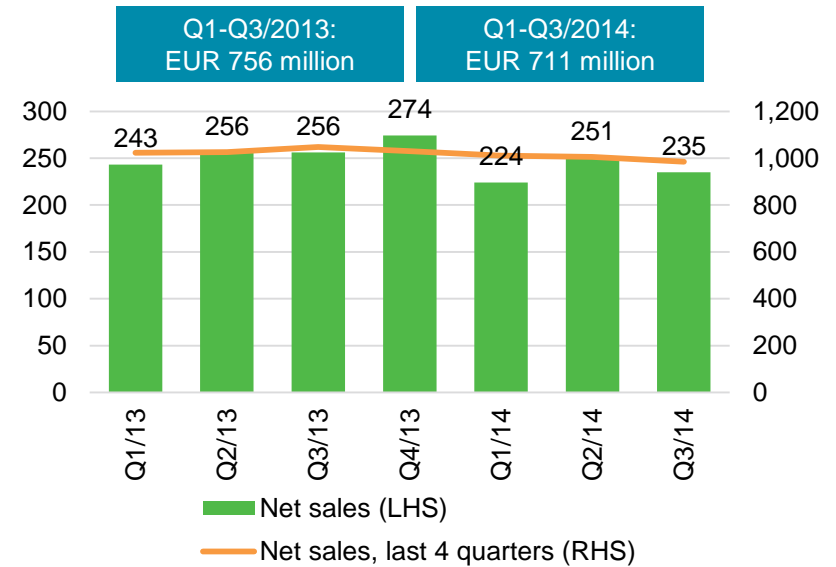
Improve project and service margin	Reduce quality costs and lead times	Savings in procurement	Continue to improve cost competitiveness	Improve product cost competitiveness to increase gross profit
<ul style="list-style-type: none"><li>• Harmonization of processes</li><li>• Localization of competencies</li><li>• Better selection of sales cases</li><li>• Development in project management</li></ul>	<ul style="list-style-type: none"><li>• Common quality development approach</li><li>• Quality tools and processes</li><li>• Highlight the importance of quality initiatives and accountability</li></ul>	<ul style="list-style-type: none"><li>• Increase sourcing from cost competitive countries</li><li>• Increase use of sub-contracting</li><li>• Consolidation of shipment and warehouse network</li></ul>	<ul style="list-style-type: none"><li>• Focus on cost competitiveness also after the EUR 100 million program</li></ul>	<ul style="list-style-type: none"><li>• Focus on cost efficient design</li><li>• Modularity and standardization</li></ul> 

# Stable development in Services

Orders received (EUR million)



Net sales (EUR million)

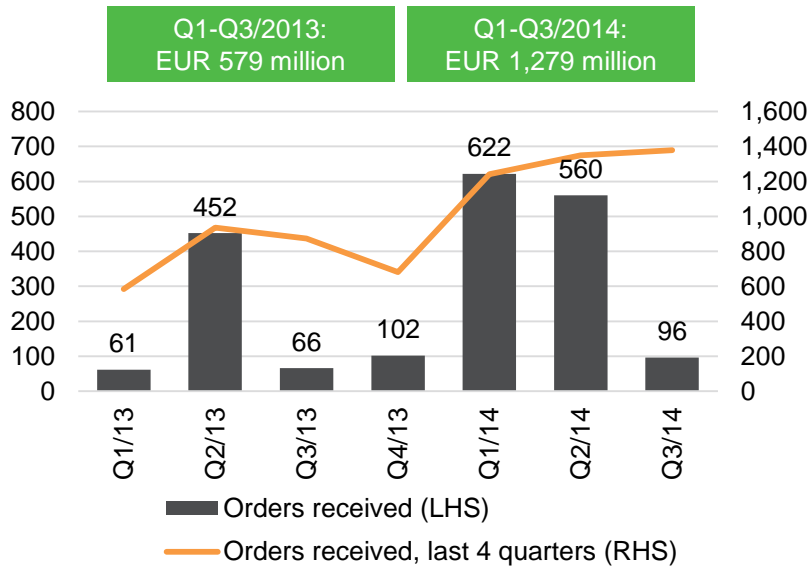


- Services orders received stable compared with Q3/2013
  - Orders received increased in South America, Asia-Pacific and China, and remained stable in other areas
  - Orders received increased in Mill Improvements, and Rolls business units, and declined in Fabrics
- Orders received stable in Q1-Q3/2014 compared with Q1-Q3/2013
- Net sales decreased compared with Q3/2013

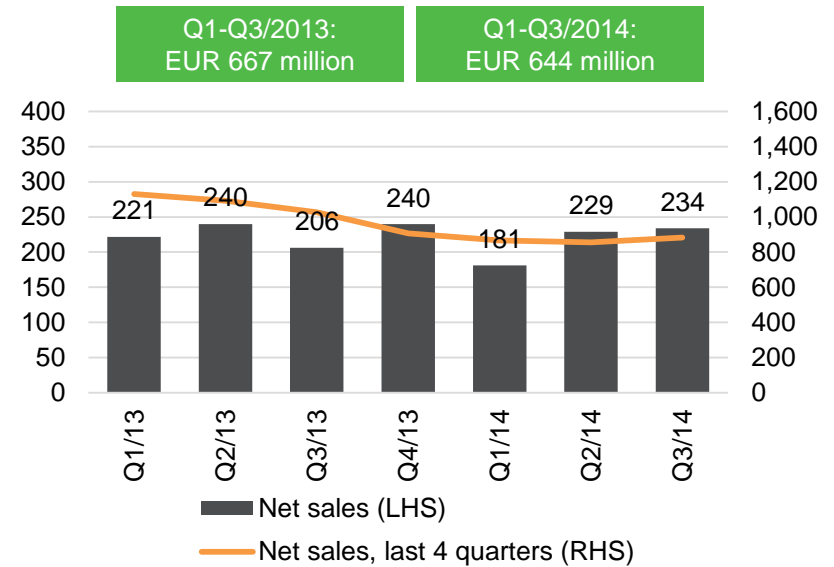


# Orders received about EUR 1.3 bn in Q1-Q3/2014 in Pulp and Energy

Orders received (EUR million)



Net sales (EUR million)

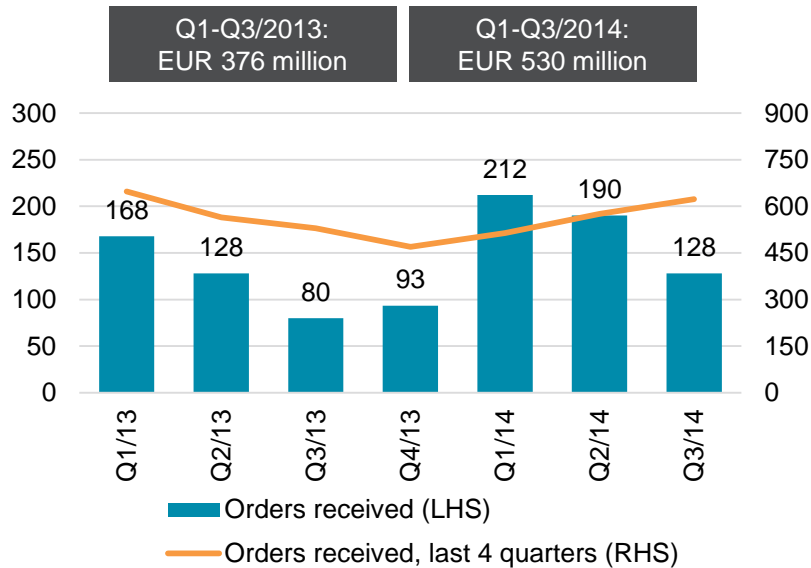


- Orders received increased compared with Q3/2013
  - Orders received increased in EMEA and Asia-Pacific, and declined in North America
  - Orders received increased in Pulp, and remained stable compared with Q3/2013 in Energy
- Orders received more than doubled in Q1-Q3/2014 compared with Q1-Q3/2013
- Net sales increased compared with Q3/2013

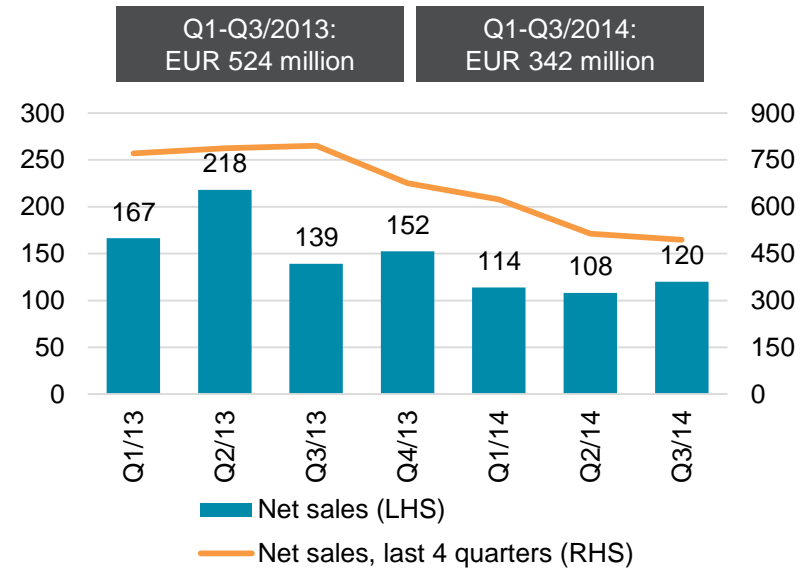


# Orders received exceeded EUR 500 million in Paper

Orders received (EUR million)



Net sales (EUR million)



- Orders received increased compared with Q3/2013
  - Orders received increased in North America, Asia-Pacific, and China, and declined in EMEA
  - Orders received increased in Board and Paper, and declined in Tissue
- Orders received increased in Q1-Q3/2014 compared with Q1-Q3/2013
- Net sales decreased compared with Q3/2013



# Guidance and short-term market outlook

## Guidance for 2014 (as given on February 6, 2014)

Guidance for 2014



Valmet estimates that net sales in 2014 will decline from the 2013 level and EBITA before non-recurring items will increase in comparison with 2013

## Short-term market outlook

		Q4/2013	Q1/2014	Q2/2014	Q3/2014
Services		Satisfactory	Satisfactory	Satisfactory	Satisfactory
Pulp and Energy	Pulp	Satisfactory	Satisfactory	Satisfactory	Satisfactory
	Energy	Satisfactory	Satisfactory	Satisfactory	Satisfactory
Paper	Board and Paper	Satisfactory	Satisfactory	Good	Good
	Tissue	Satisfactory	Satisfactory	Satisfactory	Satisfactory



# Conclusion

# Valmet - unique combination of technology, capital equipment and services globally

Global, diversified customer base

Global organization close to customers

Growing end-markets

Services

- >EUR 1 bn business
- >2,000 customer plants worldwide
- ~70 service centers

Capital

- Established market leader
- Global, diversified footprint

Technology

- ~1,800 protected inventions
- High barrier to entry

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# Appendix

1 Management, ownership and share price development

2 Financials

3 Market statistics



# Appendix

Management, ownership and share  
price development

# Experienced management team

## Corporate



23

23

### Pasi Laine

President and CEO  
Share ownership: 30,046



1

6

### Markku Honkasalo

Chief Financial Officer  
Share ownership: 700



2

2

### Kari Saarinen

SVP, Strategy and  
Operational Development  
Share ownership: -



1

10

### Julia Macharey

SVP, Human Resources  
Share ownership: -



1

19

### Anu Salonsaari-Posti

SVP, Marketing &  
Communications  
Share ownership<sup>1</sup>: 100

## Business lines



24

24

### Jukka Tiitinen

Business Line President,  
Services  
Share ownership<sup>2</sup>: 13,748



17<sup>3</sup>

17

### Bertel Karlstedt<sup>3</sup>

Business Line President, Pulp  
and Energy<sup>3</sup>  
Share ownership: N/A



26

26

### Jari Vähäpesola

Business Line President,  
Paper  
Share ownership: 5,013

■ # years at Valmet /  
its predecessor

■ # years of experience  
in the sector

## Areas

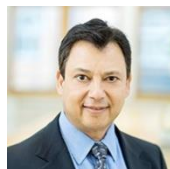


20

37

### William Bohn

Area President, North  
America  
Share ownership: -

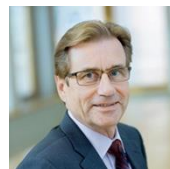


19

27

### Celso Tacla

Area President, South  
America  
Share ownership: 4,740



35

37

### Hannu Mälkiä

Area President, EMEA  
Share ownership: 10,559



19

21

### Aki Niemi

Area President, China  
Share ownership: -



27

30

### Hannu T. Pietilä

Area President, Asia Pacific  
Share ownership: 1,000

1) Includes 100 shares in Valmet owned by Ms. Salonsaari-Posti's family members

2) Includes 100 shares in Valmet owned by Mr. Tiitinen's family members

3) On November 26, 2014, Mr. Bertel Karlstedt was appointed President of Pulp and Energy business line at Valmet as of February 1, 2015. Mr. Karlstedt has worked for Valmet in 1988–2005.

# Board of Directors



**Jukka Viinanen**  
(b. 1948)  
Chairman of the Board  
Finnish citizen

- MSc in Engineering
- Selected experience:
  - CoB of Metso since 2009, board member since 2008
  - CoB of Kemira
- Share ownership: 10,820
- Independent of company: Yes
- Independent of owners: Yes



**Mikael Von Frenckell**  
(b. 1947)  
Vice Chairman of the Board  
Finnish citizen

- MSc in Social Sciences
- Selected experience:
  - Vice CoB of Metso since 2012, board member since 2010
  - Member of the BoD of Antti Ahlströmin Perilliset Oy and Sponsor Capital Oy
- Share ownership: 105,636
- Independent of company: Yes
- Independent of owners: Yes



**Friederike Helfer**  
(b. 1976)  
Board member  
Austrian citizen

- MSc in Real Estate Development, Diplom-Ingenieur in Urban Planning, CFA charterholder
- Selected experience:
  - Partner at Cevian Capital, joined Cevian Capital in 2008
  - Engagement Manager at McKinsey (2004-2008)
- Share ownership<sup>1</sup>: 2,305
- Independent of company: Yes
- Independent of owners: not independent of a significant shareholder



**Erkki Pehu-Lehtonen**  
(b. 1950)  
Board member  
Finnish citizen

- MSc in Mechanical Engineering
- Selected experience:
  - Member of Metso board since 2010
  - CoB of Raute Corporation
  - President and CEO of Pöyry (1999-2008)
- Share ownership: 5,484
- Independent of company: Yes
- Independent of owners: Yes



**Pekka Lundmark**  
(b. 1963)  
Board member  
Finnish Citizen

- MSc in Engineering
- Selected experience:
  - President and CEO of Konecranes
  - CoB of Marimekko and Vice COB of the Federation of Finnish Technology Industries (CoB in 2011 and 2012)
- Share ownership<sup>2</sup>: 2,309
- Independent of company: Yes
- Independent of owners: Yes



**Lone Fønss Schrøder**  
(b. 1960)  
Board member  
Danish citizen

- MSc in Economics, Accounting; LL.M.
- Selected experience:
  - Member of the BoD of Saxobank A/S, Aker Solutions, Volvo PV AB, NKT Holding A/S, Schneider SE, Bilfinger Berger SE
- Share ownership: 2,882
- Independent of company: Yes
- Independent of owners: Yes



**Rogério Ziviani**  
(b. 1956)  
Board member  
Brazilian citizen

- BSc in Business Management, MSc in Business Administration
- Selected experience:
  - Member of the BoD of Contax Participações S.A and HSBC – SRI – FI – Sustainability Fund
  - Member of the Brazilian Institute of Corporate Governance
- Share ownership: 2,305
- Independent of company: Yes
- Independent of owners: Yes

1) Ms. Helfer is employed by Cevian Capital. The total holding of Cevian funds amounted to 20,813,714 shares in Valmet Corporation on March 10, 2013.

2) Includes 4 shares in Valmet owned by Mr. Lundmark's family members

# Largest shareholders on December 31, 2014

Based on the information given by Euroclear Finland Ltd.

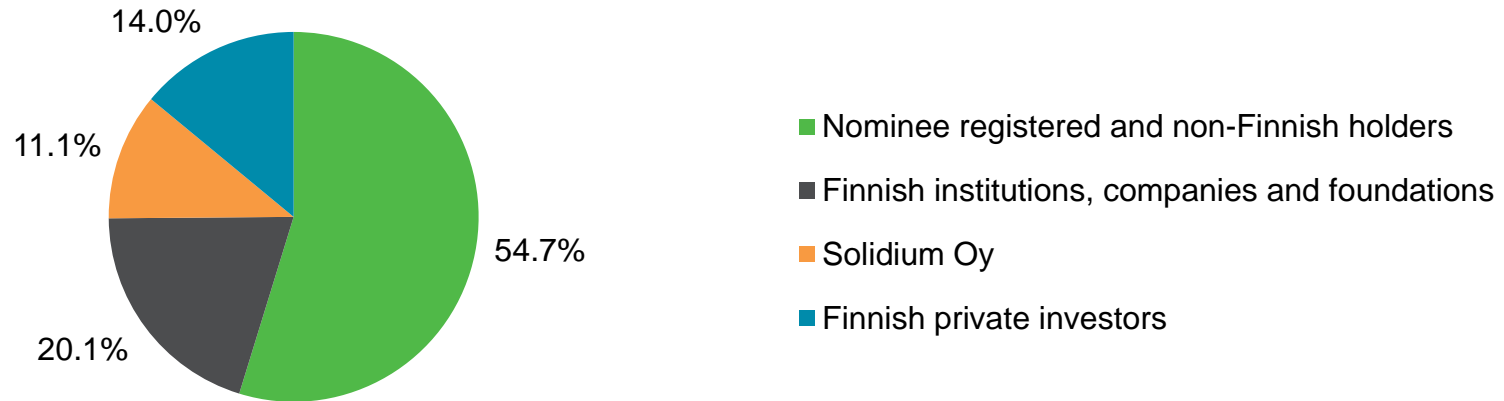
#	Shareholder name	Number of shares	% of shares and votes
1	Solidium Oy <sup>1</sup>	16,695,287	11.14%
2	Nordea Funds	5,479,908	3.66%
3	Skagen Global Verdipapirfond	3,202,627	2.14%
4	Ilmarinen Mutual Pension Insurance Company	3,092,126	2.06%
5	Varma Mutual Pension Insurance Company	2,908,465	1.94%
6	The State Pension Fund	1,720,000	1.15%
7	Keva	1,502,166	1.00%
8	Mandatum Life Insurance Company Limited	1,500,307	1.00%
9	Skagen Global II Verdipapirfond	1,010,035	0.67%
10	OP Funds	726,911	0.49%
	10 largest shareholders, total	37,837,832	25.25%
	Other shareholders	112,026,787	74.75%
	Total	149,864,619	100.00%

## Flagging notifications

Date	Shareholder name	Number of shares	% of shares and votes
November 6, 2014	Nordea Funds Oy	7,240,716	4.83%
October 15, 2014	Franklin Templeton Institutional, LLC	7,517,629	5.02%
March 10, 2014	Cevian Capital Partners Ltd.	20,813,714	13.89%

1) A holding company that is wholly owned by the Finnish State

# Ownership structure on December 31, 2014

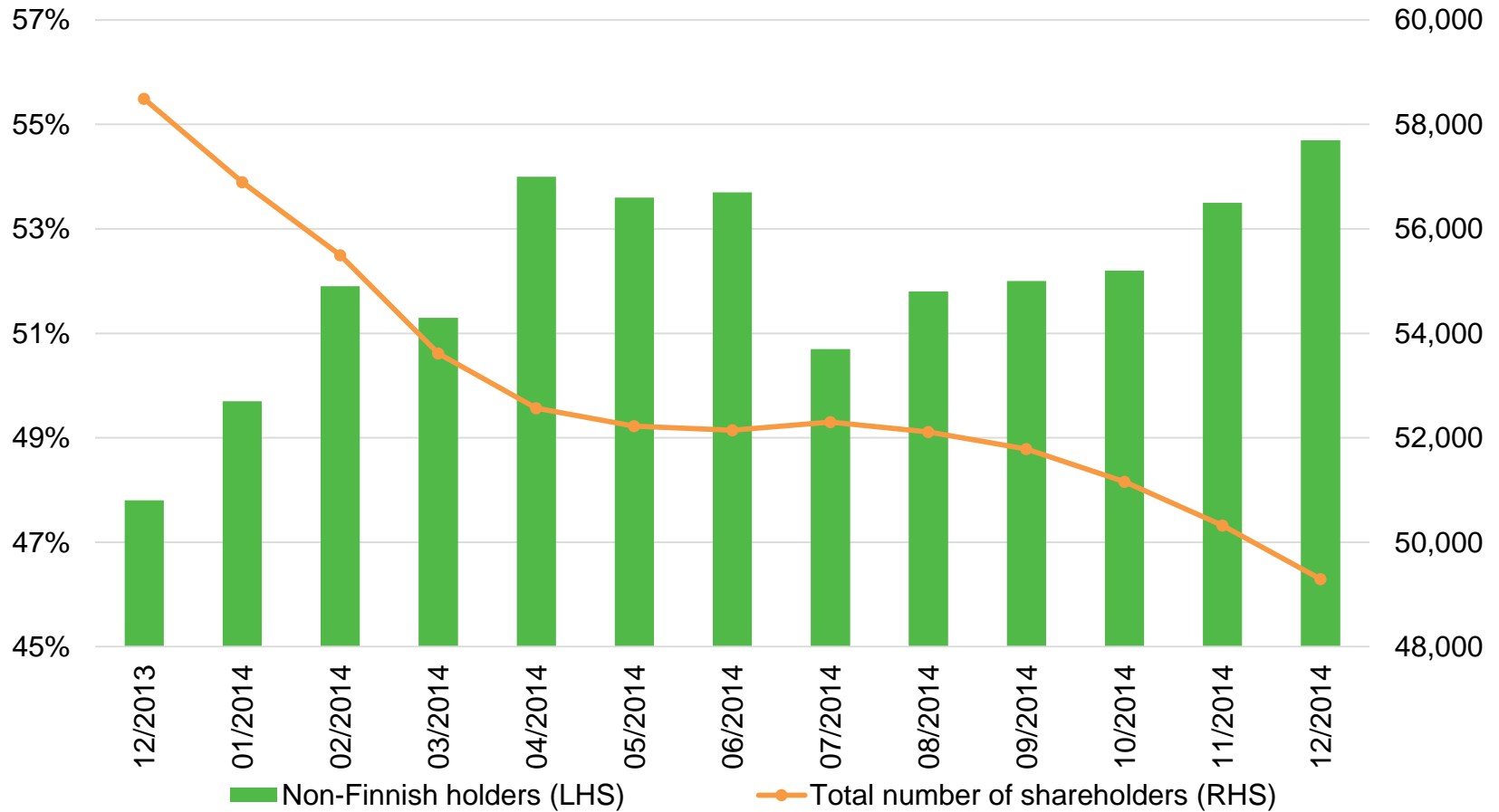


Sector	Number of shareholders	% of total shareholders	Number of shares	% of shares
Nominee registered and non-Finnish holders	309	0.6%	81,994,521	54.7%
Finnish institutions, companies and foundations	2,831	5.7%	30,180,544	20.1%
Solidium Oy <sup>1</sup>	0	0.0%	16,695,287	11.1%
Finnish private investors	46,154	93.6%	20,994,267	14.0%
<b>Total</b>	<b>49,294</b>	<b>100.0%</b>	<b>149,864,619</b>	<b>100.0%</b>

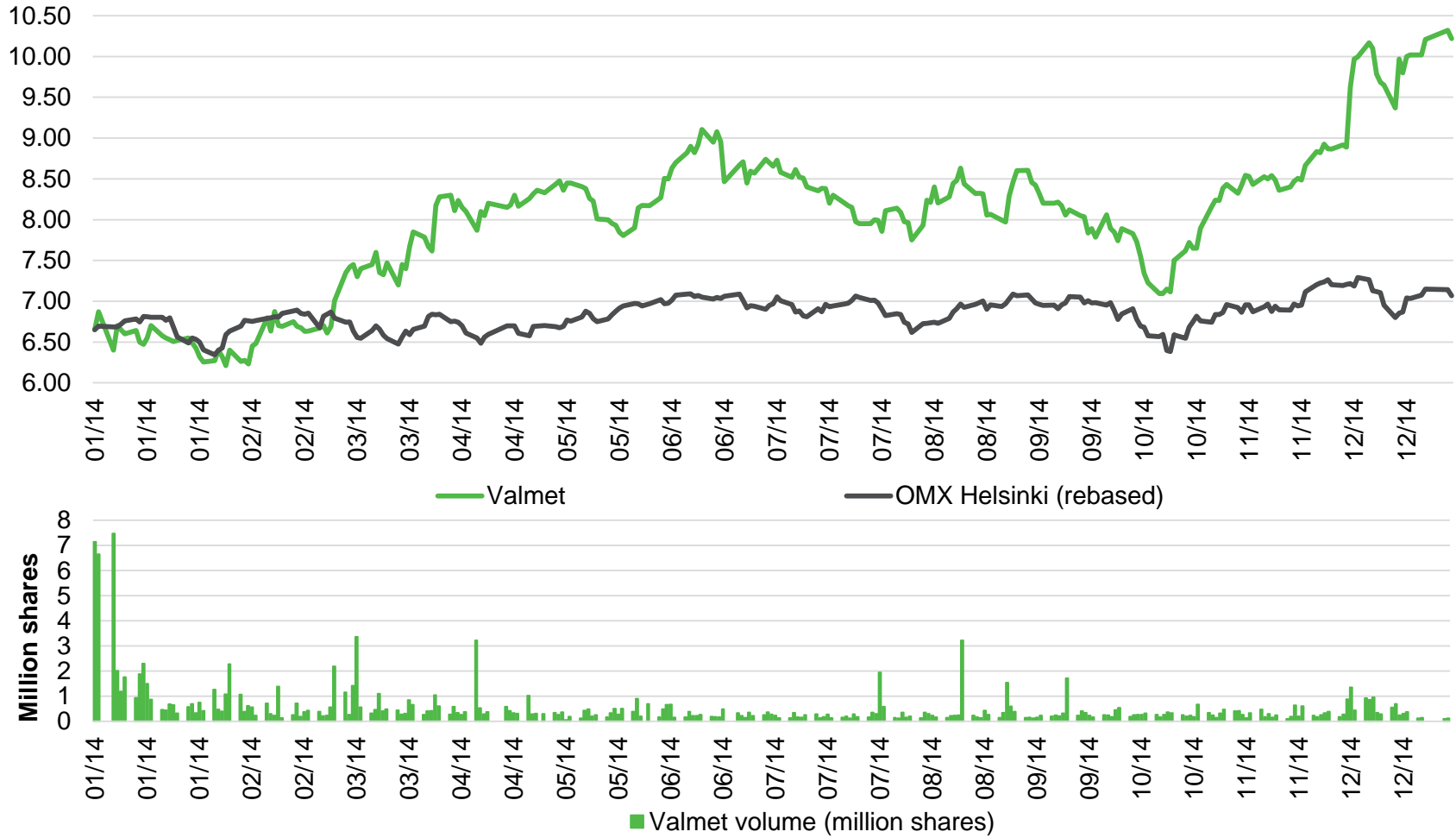
The ownership structure is based on the classification of sectors determined by Statistics Finland.

1) A holding company that is wholly owned by the Finnish State

# Share of non-Finnish holders and number of shareholders



# Share price development and trading volume





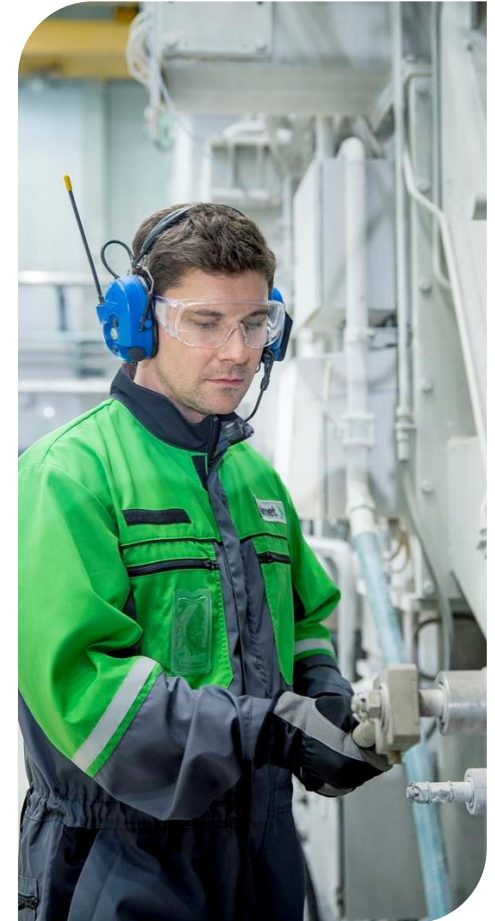


# Appendix

## Financials

# Latest development in sustainability

- Valmet has defined a sustainability agenda as part of the implementation of its business strategy
- Valmet has been selected for the world's leading Dow Jones Sustainability Index among three (3) other Finnish companies
- Valmet scored high points in CDP climate change index and was included in the Nordic Climate Disclosure Leadership Index (CDLI)
- Join the discussion to develop Valmet's sustainability performance further at Valmet's website



# Customer activity has increased in 2014

## Announced orders during H1/2014

Date	Description	Business line	Country	Value
Jan 9	Prehydrolysis system (pilot scale)	Pulp and Energy	Netherlands	Not disclosed
Jan 27	Multi-fuel boiler	Pulp and Energy	Finland	Not disclosed
Jan 31	Upgrade of recovery boiler and power boiler	Pulp and Energy	Sweden and Bulgaria	Not disclosed
Feb 7	Key technology for pulp mill	Pulp and Energy	Indonesia	Approximately EUR 340 million
Feb 10	Paper machine rebuild	Paper	Austria	Not disclosed (typically above EUR 20 million)
Feb 13	Heat recovery steam generator	Pulp and Energy	Sweden	Nearly EUR 10 million
Feb 17	Bleach plant rebuild	Pulp and Energy	Portugal	Not disclosed (typically above EUR 20 million)
Feb 27	Wood-chip-fired heating plant	Pulp and Energy	Finland	Around EUR 27 million
Mar 7	Containerboard line	Paper	Vietnam	Not disclosed
Mar 19	Tissue production line	Paper	Mexico	Not disclosed (typically EUR 20-40 million)
Mar 27	CompactCooking G2 cooking plant	Pulp and Energy	Sweden	About EUR 30 million
Mar 27	Waste to energy boiler	Pulp and Energy	Sweden	Not disclosed
Apr 3	Advantage tissue production line	Paper	Turkey	Not disclosed
Apr 28	Large-scale boiler plant	Pulp and Energy	Finland	Typically one third of the total investment of EUR 260 million.
May 5	Pulp and board production lines	Paper, and Pulp and Energy	China	Around EUR 115 million
May 6	Finalized order agreement for pulp dryers	Pulp and Energy	Brazil	A project of this size and scope is typically valued at EUR 150-200 million.
May 13	Paper machine grade conversion rebuild	Paper	Finland	Around EUR 30 million
May 20	Complete boiler plant	Pulp and Energy	Hungary	About EUR 50 million
May 20	Complete boiler plant	Pulp and Energy	Czech Republic	About EUR 50 million
May 21	Part of a major pulp mill rebuild	Pulp and Energy	Thailand	Around EUR 30 million
May 21	A boiler plant	Pulp and Energy	Finland	Around EUR 30 million
Jun 3	Major rebuild and new equipment for pulp mill	Pulp and Energy	Sweden	Around EUR 200 million
Jun 16	Part of a pulp mill upgrade	Pulp and Energy	Portugal	Not disclosed
Jun 24	New sizing technology	Paper	Germany	Not disclosed
Jun 27	Complete Advantage ThruAir tissue line	Paper	USA	Not disclosed

# Customer activity has increased in 2014

## Announced orders during H2/2014

Date	Description	Business line	Country	Value
Jul 2	Advantage DCT 200 tissue line	Paper	Middle East	Not disclosed
Jul 8	Wood chipping plant	Pulp and Energy	Sweden	Around EUR 20 million
Aug 4	Advantage NTT line	Paper	USA	Not disclosed
Aug 15	Paper machine grade conversion rebuild	Paper	Thailand	Typically valued at around EUR 20 million
Aug 18	OptiConcept M board production line	Paper	USA	Not disclosed
Aug 20	Tissue production line	Paper	Turkey	Not disclosed
Sep 11	Flue-gas cleaning system	Pulp and Energy	Finland	Roughly EUR 10 million
Oct 7	Equipment for evaporator train upgrade	Pulp and Energy	USA	Not disclosed
Oct 13	Biomass based power plant	Pulp and Energy	Sweden	About EUR 30 million
Oct 30	Advantage DCT 200HS tissue line	Paper	China	Not disclosed
Nov 18	Flue gas scrubber	Pulp and Energy	Finland	Not disclosed
Nov 19	Press section rebuild	Paper	Czech Republic	Not disclosed
Nov 20	Advantage DCT 200HS tissue line	Paper	Poland	Not disclosed
Dec 3	A winder and auxiliaries	Paper	Finland	Not disclosed
Dec 8	Flue-gas cleaning and condensation plant	Pulp and Energy	Finland	Around EUR 8 million
Dec 15	New machine for folding boxboard production	Paper	Sweden	Typically valued at around EUR 60-70 million

# Valmet's Must-Win initiatives and objectives

Must-Wins	Primary Must-Win objectives
1. Customer excellence	<ul style="list-style-type: none"><li>• Strengthen our presence close to customers and growth markets</li><li>• Strengthen Key Account Management to enhance growth at the customer</li><li>• Drive service growth through long-term agreements and expanded customer base</li></ul>
2. Leader in technology and innovation	<ul style="list-style-type: none"><li>• Improve product cost competitiveness to increase gross profit</li><li>• Create new revenue from biotechnology solutions and new offering</li></ul>
3. Excellence in processes	<ul style="list-style-type: none"><li>• Reduce quality costs</li><li>• Savings in procurement</li><li>• Reduction in lead times</li><li>• Improve health and safety</li><li>• Improve project and service margin</li><li>• Implement cost competitiveness program to reach EUR 100 million cost savings</li></ul>
4. Winning team	<ul style="list-style-type: none"><li>• Strengthen high-performance culture</li><li>• Continue further globalization of our capabilities to be closer to customers</li></ul>

# Profitability improvement program proceeding according to plan

## Profitability improvement program



- Announced in April 2013, targeting EUR 100 million in savings by the end of 2014
- Impact on all business lines, especially in the Board and Paper, and Energy business units
- ~1/3 of the program targets SG&A and ~2/3 COGS
- In 2013, decided personnel reduction: 1,400

## Restructuring costs



- One-off restructuring costs amounted to EUR 29 million in Q4/2013, EUR 76 million in 2013, EUR 6 million in Q1/2014, EUR 0 million in Q2/2014, and EUR 1 million in Q3/2014

## Additional flexibility



- Additional organizational flexibility through the possibility of temporary lay-offs in Finland

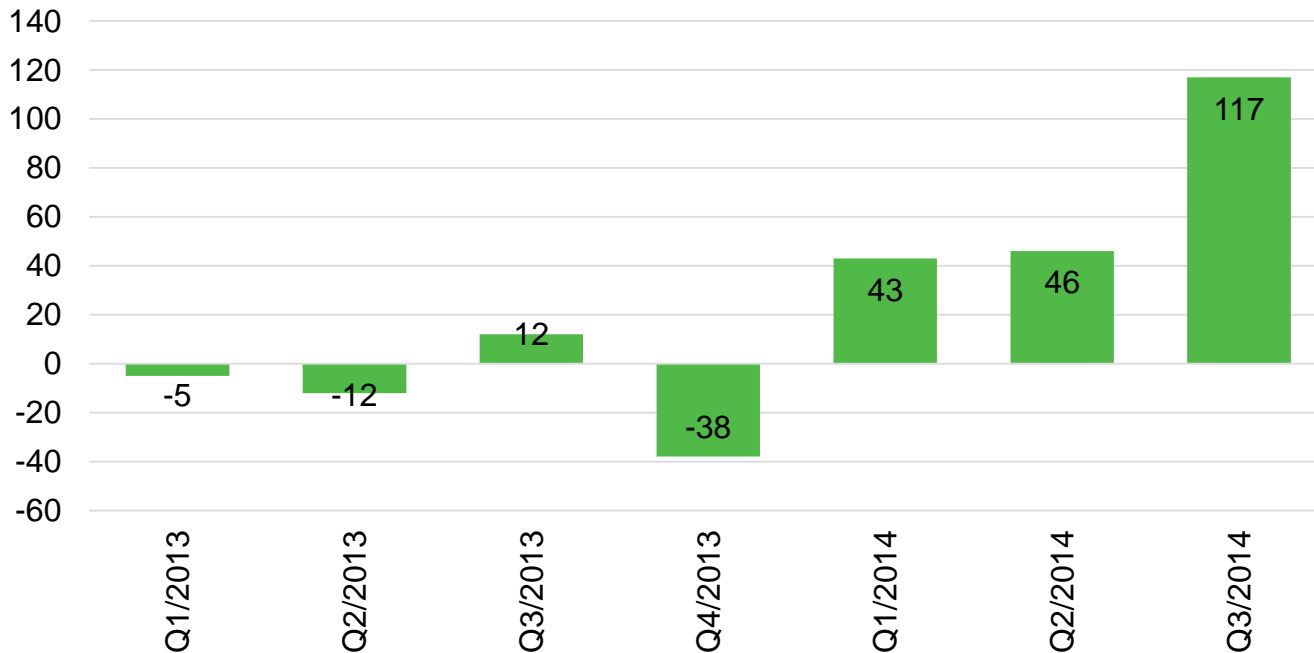
## Process excellence



- Further savings potential in procurement and quality

# Good cash flow

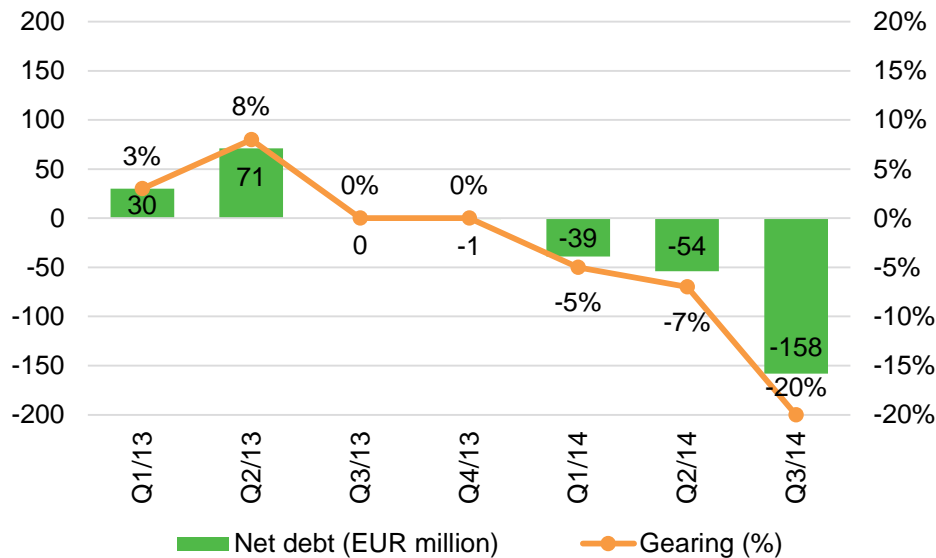
Cash flow provided by operating activities (EUR million)



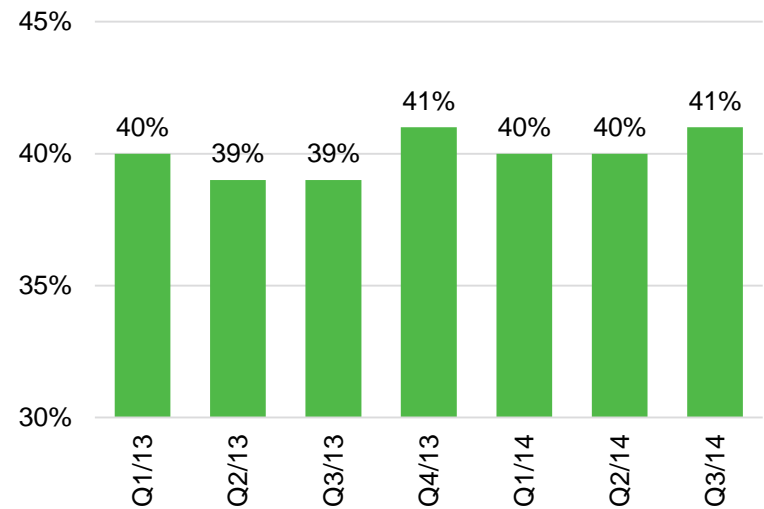
- At the end of September 2014, net working capital was EUR -345 million
- CAPEX less than depreciation

# Net debt, gearing and equity to assets ratio

Net debt (EUR million) and gearing (%)



Equity to assets ratio (%)



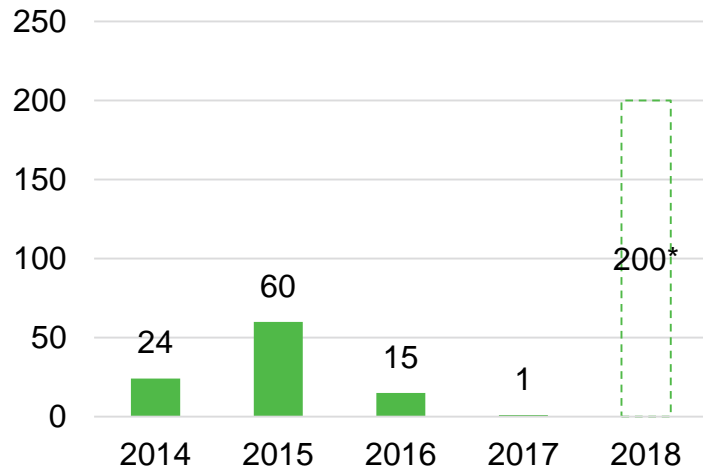
- Negative gearing (-20%) and net debt EUR -158 million



# Structure of loans and borrowings

Amount of outstanding interest-bearing debt: EUR 100 million (Sep 30, 2014)

## Maturity profile of interest-bearing debt (EUR millions)



\*) EUR 200 million syndicated revolving credit facility, of which none is outstanding as of September 30, 2014.

- Average maturity of long-term loans is 2.8 years

## Main financing sources

EUR 82 million EIB loan

- Maturing in: H2/2016

EUR 18 million other financing sources

## Back-up facilities

EUR 200 million domestic commercial paper program

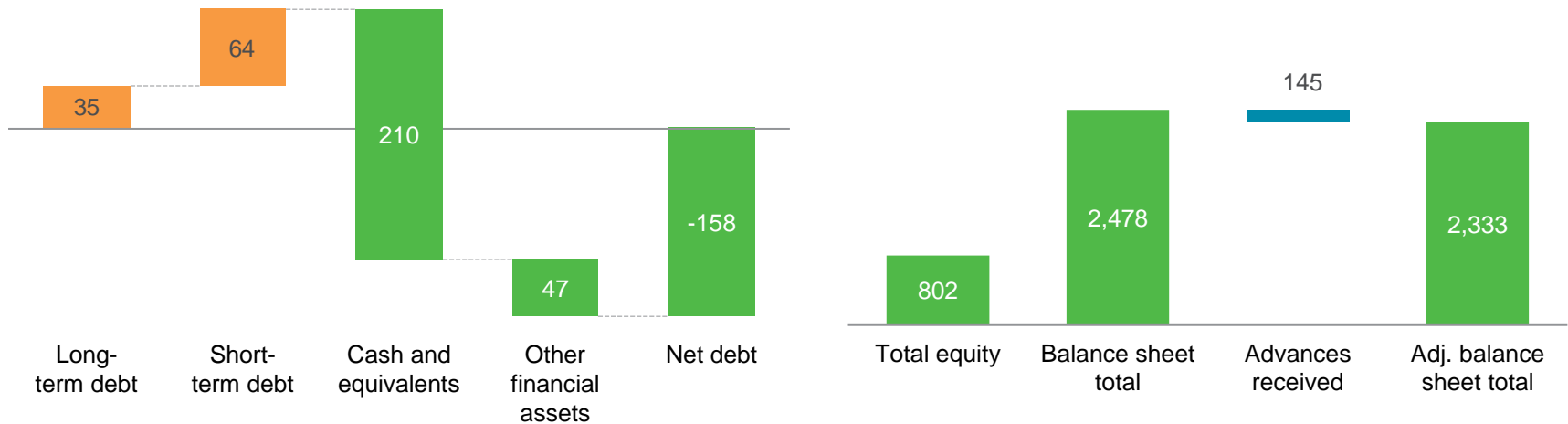
- None outstanding

EUR 200 million syndicated revolving credit facility

- None outstanding
- Maturity: December 2018

# Strong balance sheet to support large orders

Financial position as of September 30, 2014 (EUR million)



Net debt



EUR -158 million

Gearing



-20%

Equity to assets ratio<sup>1</sup>



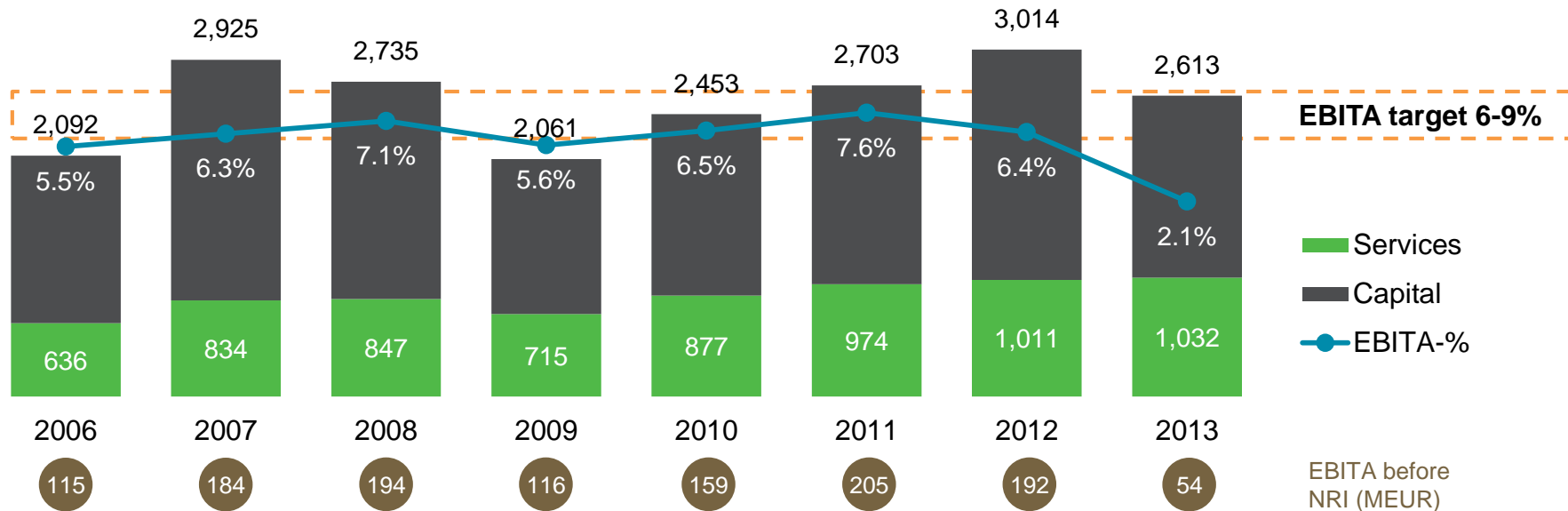
41%

- Valmet has a strong balance sheet that enables it to participate in large projects
- Valmet has long-term liquidity in place

1) Total equity / (Balance sheet total - advances received - billings in excess of cost and earnings of projects under construction)

# Net sales and profitability development, annual

Net sales and EBITA before NRI (EUR million)<sup>1</sup>



- Timing of large projects has had an impact on the level of net sales
- The paper machine market has shifted to smaller and lower-cost machines
- In 2013, the power generation market was affected by low-cost shale gas and political and economical uncertainty in Europe
- Intensified competition has had an impact on profitability

1) Carve-out figures for 2010-2013; as reported for Metso's Pulp, Paper and Power segment for 2006-2009

# Key ratios

	Q1-Q3/ 2014	Q1-Q3/ 2013 Carve-out	Q1-Q4/ 2013 Carve-out
Earnings per share, EUR	0.14	-0.01 <sup>1</sup>	-0.42
Diluted earnings per share, EUR	0.14	-0.01 <sup>1</sup>	-0.42
Equity per share at end of period, EUR	5.32	5.60	5.39
Return on equity (ROE), % (annualized)	3%	0% <sup>2</sup>	-7% <sup>2</sup>
Return on capital employed (ROCE) before taxes, % (annualized)	6%	1%	-4%
Equity to assets ratio at end of period, %	41%	39%	41%
Gearing at end of period, %	-20%	0%	0%
Cash flow provided by operating activities, EUR million	206	-5	-43
Cash flow after investments, EUR million	179	-49	-97
Gross capital expenditure (excl. business acquisitions), EUR million	-30	-41	-54
Business acquisitions, net of cash acquired, EUR million	-	-3	-3
Depreciation and amortization, EUR million	-54	-63	-82
Number of outstanding shares at end of period	149,864,220	149,864,619	149,864,619
Average number of outstanding shares	149,862,926	149,864,619	149,864,619
Average number of diluted shares	149,862,926	149,864,619	149,864,619
Net interest-bearing liabilities at end of period, EUR million	-158	0	-1

1) The earnings per share information was computed as if the shares issued in conjunction with the Demerger had been outstanding for the comparison period.

2) In calculating these key ratios, an adjustment of EUR 468 million has been made from 'Long-term debt, Metso Group' to 'equity' in order to reflect the conversion of Metso Svenska AB's long term debt to Metso Group which took place in January 2013.

# Consolidated statement of income

EUR million	Q3/2014	Q3/2013 Carve-out	Q1-Q3/ 2014	Q1-Q3/ 2013 Carve-out
Net sales	590	601	1,697	1,946
Cost of goods sold	-474	-494	-1,371	-1,580
Gross profit	116	107	325	366
Selling, general and administrative expenses	-92	-109	-292	-343
Other operating income and expenses, net	3	-15	2	-17
Share in profits and losses of associated companies	0	-	0	1
Operating profit	26	-17	35	7
Financial income and expenses, net	-2	-6	-4	-8
Profit before taxes	24	-23	31	-1
Income taxes	-8	7	-10	0
<b>Profit / loss</b>	<b>16</b>	<b>-15</b>	<b>21</b>	<b>-1</b>
<b>Attributable to:</b>				
Owners of the parent	16	-15	21	-2
Non-controlling interests	0	0	0	1
<b>Profit / loss</b>	<b>16</b>	<b>-15</b>	<b>21</b>	<b>-1</b>
<b>Earnings per share attributable to owners of the parent</b>				
Earnings per share, EUR	0.11	-0.10 <sup>1</sup>	0.14	-0.01 <sup>1</sup>
Diluted earnings per share, EUR	0.11	-0.10 <sup>1</sup>	0.14	-0.01 <sup>1</sup>

1) The earnings per share information was computed as if the shares issued in conjunction with the Demerger had been outstanding for the comparison period.

# Balance sheet as at September 30, 2014

Assets	As at September 30, 2014	As at September 30, 2013	As at December 31, 2013
EUR million		Carve-out	
<b>Non-current assets</b>			
<b>Intangible assets</b>			
Goodwill	446	446	443
Other intangible assets	95	118	107
<b>Total intangible assets</b>	541	564	550
<b>Property, plant and equipment</b>			
Land and water areas	22	21	21
Buildings and structures	133	140	137
Machinery and equipment	197	225	210
Assets under construction	31	21	21
<b>Total property, plant and equipment</b>	382	407	389
<b>Financial and other non-current assets</b>			
Investments in associated companies	5	4	5
Available-for-sale equity investments	3	4	3
Available-for-sale financial assets	10	-	-
Loan and other interest-bearing receivables	2	1	1
Derivative financial instruments	1	-	-
Deferred tax asset	93	70	80
Other non-current assets	13	28	8
<b>Total financial and other non-current assets</b>	127	107	97
<b>Total non-current assets</b>	1,050	1,078	1,036
<b>Current assets</b>			
<b>Inventories</b>	508	472	431
<b>Receivables</b>			
Trade and other receivables	438	463	436
Cost and earnings of projects under construction in excess of advance billings	196	187	159
Loan and other interest-bearing receivables	0	109	-
Available-for-sale financial assets	36	1	1
Derivative financial instruments	18	7	18
Income tax receivables	22	34	21
<b>Total receivables</b>	710	801	635
<b>Cash and cash equivalents</b>	210	200	211
<b>Total current assets</b>	1,428	1,473	1,277
<b>Total assets</b>	2,478	2,551	2,313

# Balance sheet as at September 30, 2014

Equity and liabilities	As at September 30, 2014	As at September 30, 2013	As at December 31, 2013
EUR million		Carve-out	
<b>Equity</b>			
Share capital	100	-	100
Reserve for invested unrestricted equity	403	-	402
Cumulative translation adjustments	11	10	2
Fair value and other reserves	-2	1	5
Retained earnings	286	-	299
Invested equity and retained earnings	-	829	-
<b>Equity attributable to owners of the parent</b>	<b>797</b>	<b>840</b>	<b>808</b>
<b>Non-controlling interests</b>	<b>5</b>	<b>5</b>	<b>5</b>
<b>Total equity</b>	<b>802</b>	<b>845</b>	<b>813</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Long-term debt	35	92	140
Post-employment benefits	118	120	103
Provisions	10	31	32
Derivative financial instruments	3	1	2
Deferred tax liability	24	32	29
Other long-term liabilities	1	1	1
<b>Total non-current liabilities</b>	<b>190</b>	<b>277</b>	<b>307</b>
<b>Current liabilities</b>			
Current portion of long-term debt	58	63	63
Short-term debt	8	156	8
Trade and other payables	727	671	673
Provisions	102	102	105
Advances received	145	156	139
Billings in excess of cost and earnings of projects under construction	398	249	176
Derivative financial instruments	27	8	8
Income tax liabilities	21	25	21
<b>Total current liabilities</b>	<b>1,486</b>	<b>1,429</b>	<b>1,193</b>
<b>Total liabilities</b>	<b>1,676</b>	<b>1,706</b>	<b>1,500</b>
<b>Total equity and liabilities</b>	<b>2,478</b>	<b>2,551</b>	<b>2,313</b>



# Appendix

## Market statistics



# Comprehensive life-cycle services offering and large customer base with significant potential

## Comprehensive life-cycle services offering



Comprehensive life-cycle services offering serving global customer base with over 2,000 plants purchasing services from Valmet annually

### Spare and wear parts

- All OEM spare parts and standard parts in Valmet deliveries
- Inventory management services and process parts, such as consumables and auxiliary products

### Fabrics

- Paper machinery clothing
- Filter fabrics used in the pulp and paper, mining and chemical industries and power plants for various filtration purposes as well as in commercial laundries

### Mill and plant improvements

- Plant upgrades
- Modifications and environmental improvements
- Troubleshooting
- Shutdown maintenance
- Maintenance outsourcing for the entire customer plant

### Roll and workshop services

- Maintenance services on rotating equipment: roll covers, spare rolls and roll upgrades
- Rebuilds for all manufacturers' board, tissue, pulp and paper machines
- Workshop services: pressure part manufacturing, boiler component services, parts to protect and enhance boiler performance and fiber equipment refurbishing

### Energy and environmental

- Services for evaporation plants, power and recovery boilers, and environmental equipment

# Services market

## Market trends

### Cost pressure and outsourcing

- ▶ Customer cost pressure and machine closures increase demand for solutions decreasing costs, net working capital, and raw material and energy consumption
- ▶ Increased demand for more competitive processes and decreasing in-house customer competencies expected to provide growth in demand for services

### Packaging growth

- ▶ Growing demand for containerboard expected to increase need for services

### Closure of graphic machines

- ▶ Reduces demand for spare parts and process consumables, but instead
- ▶ Increases demand for expert and outsourcing services
- ▶ Increases demand for process improvements and debottlenecking of the remaining machines

### EMEA and North America

- ▶ Largest market for the Services BL where majority of installed base is located
- ▶ Customer cost pressure and machine closures key drivers

### South and Central America

- ▶ Important growth market, together with China and Asia Pacific

### Asia Pacific

- ▶ Important growth market, together with China and South and Central America

## Total market for Valmet's services offering ~EUR 7bn<sup>1</sup>

- Pulp and paper services = ~EUR 6bn
- Power services market = ~EUR 1bn

### China

- ▶ Largest single country for Valmet
- ▶ The services market expected to grow by ~5% in 2012-2016 in China, South America and Asia Pacific region
- ▶ Growth supported by significant amounts of new capacity being installed in these areas during the last ten years and the installed base is aging

The total market for Valmet's services offering estimated to grow to EUR 7.7 billion by the end of 2016, corresponding to an annual global growth rate of about 2.0%<sup>1</sup>

1) Global market size for current offering in 2012 estimated by using an average services cost per volume produced based on Valmet's existing customers and estimates of current and forecasted growth in total production volumes

# Pulp market

## Market trends

### Virgin wood pulp growth due to limitations of recycled paper growth and growing demand for tissue

- ▶ Growth of pulp produced from recycled paper limited by increasing marginal costs and the decreasing quality of recovered paper<sup>3</sup>
- ▶ Management expects demand for pulp to be driven primarily by tissue production growth

### Increased size of pulp lines and mills

- ▶ Typical greenfield pulp mill size up from avg. capacity of ~0.7-1.0m metric tons of pulp p.a. in 2000-2007 to ~1.3-1.5m metric tons of pulp p.a. in 2007-2013
- ▶ Expected to benefit technology providers, such as Valmet and Andritz with good references of large project deliveries and comprehensive product offering covering complete plant solutions

### EMEA and North America

- ▶ Chemical pulp production growing by ~1% p.a. in 2010-2020 in the EMEA region and decline by ~0.2% p.a. in North America<sup>3</sup>
- ▶ Demand in Europe and North America mainly focused on upgrades and conversions

### South and Central America

- ▶ Chemical wood pulp production growing by ~3.4% p.a. in 2011-2025<sup>3</sup>
- ▶ Main markets for larger pulp plant deliveries are South America and Asia Pacific region
- ▶ Growing virgin fiber demand expected to be met primarily by increase in new hardwood pulp production capacity, especially in South America

### Asia Pacific

- ▶ Chemical pulp production growing by ~3% p.a. in 2010-2020<sup>3</sup>
- ▶ Main markets for larger pulp plant deliveries are South America and Asia Pacific region
- ▶ Especially mid-sized plants market segment growing in Asia
- ▶ Increase in new hardwood pulp production capacity second largest in Asia after South America

### Total market for Valmet's pulp technology ~EUR 1.4bn<sup>1</sup>

- Chemical pulp accounts for ~70% of the total volume of virgin papermaking fiber raw materials<sup>2</sup>

### China

- ▶ Chemical pulp production growing by ~6% p.a. in 2010-2020<sup>3</sup>
- ▶ Chemical wood pulp production growing by ~2.4% p.a. in Asia in 2011-2025<sup>3</sup>
- ▶ Especially mid-sized plants market segment growing in Asia
- ▶ Increase in new hardwood pulp production capacity second largest in Asia after South America
- ▶ Increasing standard of living in Asia driving demand for paper, board and tissue based products, expected to increase the demand for fiber
- ▶ Paper, board and tissue growing fastest in Asia, especially China and India, which do not have sufficient indigenous fiber resources<sup>3</sup>

Total market for Valmet's pulp technology estimated to be around EUR 1.4bn<sup>1</sup> and virgin pulp consumption is estimated to grow 1.0% annually on average between 2010 and 2025<sup>3</sup>

1) Management estimate for total market size for Valmet's pulp production technology offering based on historical and projected pulp capacity increases

2) Virgin papermaking fibre raw materials in 2011, where virgin papermaking fibre raw materials include chemical wood pulp, mechanical and semi-mechanical wood pulp and non-wood pulp (source: Leading consulting firm)

3) Source: Leading consulting firm

# Energy market

## Market trends

### Growth in energy consumption and demand for sustainable energy

- ▶ Global electricity demand to grow 2.2% p.a. from 18,443 TWh in 2010 to 31,859 TWh in 2035<sup>3</sup>
- ▶ Fossil fuels continue to be the predominant fuel in energy production, but the share of fossil fuels in energy production expected to decrease from 68% in 2010 to 58% in 2035<sup>3</sup>
- ▶ Biomass-based electricity generation represented ~1.6% of global electricity generation in 2011, but is forecast to grow 6.9% p.a. between 2011 and 2018<sup>3</sup>

### Incentives and regulation supporting biomass and new biomass conversion technology-based solutions

- ▶ Aim to reduce emissions and mitigate climate change has resulted in targeted reductions of CO2 emissions and use of fossil fuel-based energy production in many countries
- ▶ Policy decisions also impacted by governments' objectives to increase the energy security and decrease dependence on imported energy

### EMEA and North America

- ▶ EMEA region and North America, represent ~50% of the global market<sup>4</sup>
- ▶ Totals ~ EUR 2.3bn in 2013-2015 on average<sup>4</sup>
- ▶ Expected to grow to an average of EUR 2.6bn in next 3 years<sup>4</sup>
- ▶ North American market impacted by low price of natural gas
- ▶ EMEA region impacted by slow economy and political uncertainty around renewable energy support schemes
- ▶ EU target of 20% share of energy from renewable sources in overall EU energy consumption by 2020

### South and Central America

- ▶ Market in Asia-Pacific, China and South America, estimated to EUR 2.1bn between 2013 and 2015<sup>4</sup>
- ▶ Expected to grow to EUR 3.6bn in next 3 year period<sup>4</sup>

### Asia Pacific

- ▶ Market in Asia-Pacific, China and South America, estimated to EUR 2.1bn between 2013 and 2015<sup>4</sup>
- ▶ Expected to grow to EUR 3.6bn in next 3 year period<sup>4</sup>

### Global biomass and waste power plant market ~EUR 4.5bn<sup>1</sup>

- Average estimate for global biomass and waste power plant market between 2013-2015

### Biomass conversion technology market >EUR 1.5bn by 2020<sup>2</sup>

- Management estimate for Valmet's offering

### China

- ▶ Market in Asia-Pacific, China and South America, estimated to EUR 2.1bn between 2013 and 2015<sup>4</sup>
- ▶ Expected to grow to EUR 3.6bn in next 3 year period<sup>4</sup>
- ▶ China's current 5 year plan targets 13,000 MW of biomass power production capacity by 2015, a substantial increase from the 5,500 MW installed biomass-based power capacity in 2010

The global biomass and waste power plant market estimated to be some EUR 4.5 billion on average in 2013-2015 and increase to EUR 6.2 billion on average in 2016-2018

1) Global biomass and waste power plant market estimated by Management to total ~ EUR 4.5bn on average between 2013 and 2015, a decline from an average of EUR 5.0bn between 2010 and 2012. The market is forecast to recuperate and reach an average of EUR 6.2bn between 2016 and 2018

2) Management estimates that the market for its biomass conversion technology solutions will exceed EUR 1.5 billion in 2020

3) Source: IEA, 2012

4) Source: Leading consulting firm

# Paper market

## Market trends

### General: Demand for increased energy, water and raw material efficiency

- ▶ Focus on environmental responsibilities and stricter energy and environmental regulations drive demand for machines that use less energy, water and raw materials, as well as use of renewable energy sources

### Board: Increased demand due to growth in packaging and emerging markets

- ▶ Containerboard demand driven by GDP growth and industrial manufacturing
- ▶ Demand for carton board driven by increased retail sales, consumer packaging and urbanization<sup>3</sup>

### Tissue: Growth driven by increasing standard of living and tissue consumption

- ▶ Use of tissue-based hygiene products generally correlated with economic growth, population growth and standard of living
- ▶ Increased product penetration from improved product quality drive tissue consumption e.g. in China<sup>3</sup>
- ▶ Tissue products not conducive to long-distance transportation due to their bulky nature, thus the size of tissue mills expected to continue to be relatively small while the number of mills is expected to increase

### EMEA and North America

- ▶ Market expected to mainly relate to rebuilds of existing installed capacity
- ▶ Changes in consumer demographics and shopping behavior expected to create additional demand for board in developed countries<sup>2</sup>
- ▶ Tissue consumption growth 1.4% p.a. in North America, 5-9% p.a. in Eastern Europe and 3.5% p.a. in Western Europe in 2010-2021<sup>3</sup>

### South and Central America

- ▶ Tissue consumption growing 5-9% between 2010-2021 in Latin America<sup>3</sup>

### Newsprint and writing and printing papers: Decreased demand due to growth of digital media

- ▶ Ongoing structural change resulting in production overcapacity in EMEA region and North America has weakened demand for writing and printing paper machines and shifted demand to lower-cost solutions, mid-sized machines and machine rebuilds

### Asia Pacific

- ▶ Emerging markets expected to account for largest share of capacity growth for carton board<sup>3</sup>

- ▶ Despite decline in demand in EMEA region and North America the demand is still growing in China and other emerging markets<sup>2</sup>

### China

- ▶ Emerging markets, e.g. China, expected to drive containerboard demand
- ▶ Higher product penetration together with improved product quality drive tissue consumption e.g. in China
- ▶ Tissue consumption growing 5-9% between 2010-2021<sup>3</sup>

### Total market for Valmet's<sup>1</sup>: Board technology ~EUR 1bn

- Containerboard consumption growing by ~2.7% and carton board by ~2.4% p.a. in 2010-2025<sup>5</sup>

### Tissue technology ~EUR 0.6bn

- Global tissue paper consumption growing by ~3% p.a. through 2025<sup>2</sup>

### Newsprint and P&W paper technology ~EUR 0.6bn

- P&W paper demand growing marginally while global consumption of newsprint declines ~1-2% p.a. in 2010-2025<sup>2</sup>

General demand driven by increased need for energy, water and raw material efficiency; board and tissue demand growing with packaging and emerging markets

1) Management estimate based on current machine demand

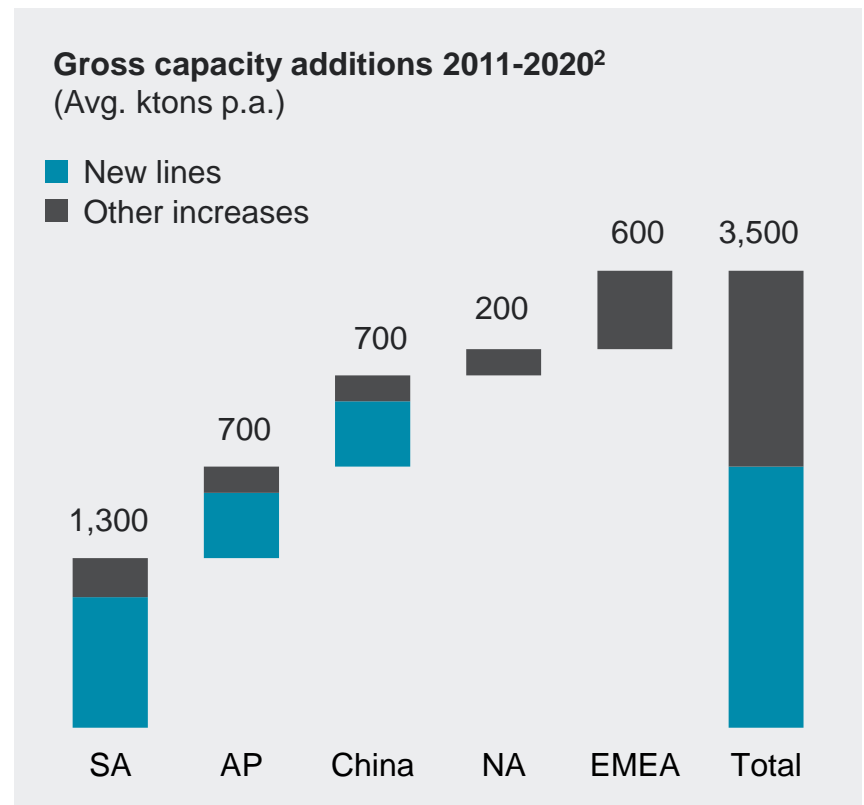
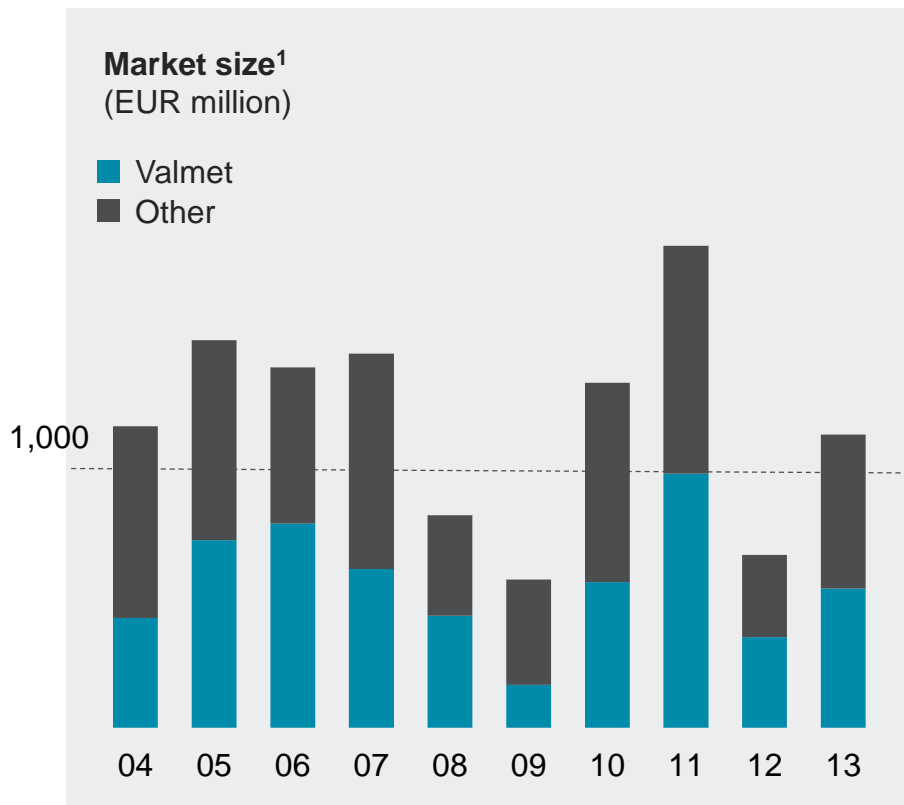
2) Source: Leading consulting firms

3) RISI

# The majority of new pulp lines are being built in South America and Asia

Market fluctuates from year to year

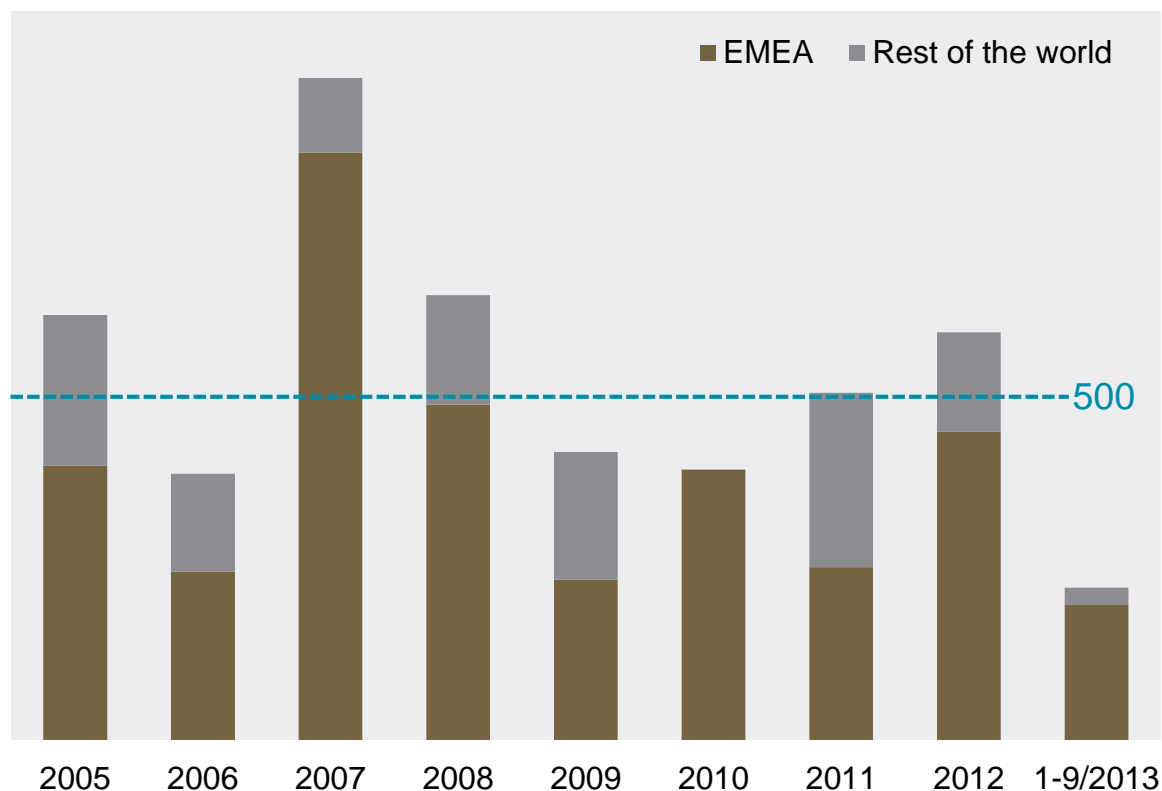
New chemical pulp lines in SA and Asia



1) Market size based on orders received. Includes all pulp business units, recovery boilers, and evaporation plants  
 2) Average capacity additions p.a. 2011-2020. Only positive capacity changes included, not shutdowns  
 Source: Valmet, Pöyry

# Market for larger size (> 50 MWth) biomass boilers has significantly declined in EMEA and North America

New boiler market served by Valmet<sup>1</sup> (EUR million)  
(only projects where Valmet has been involved)



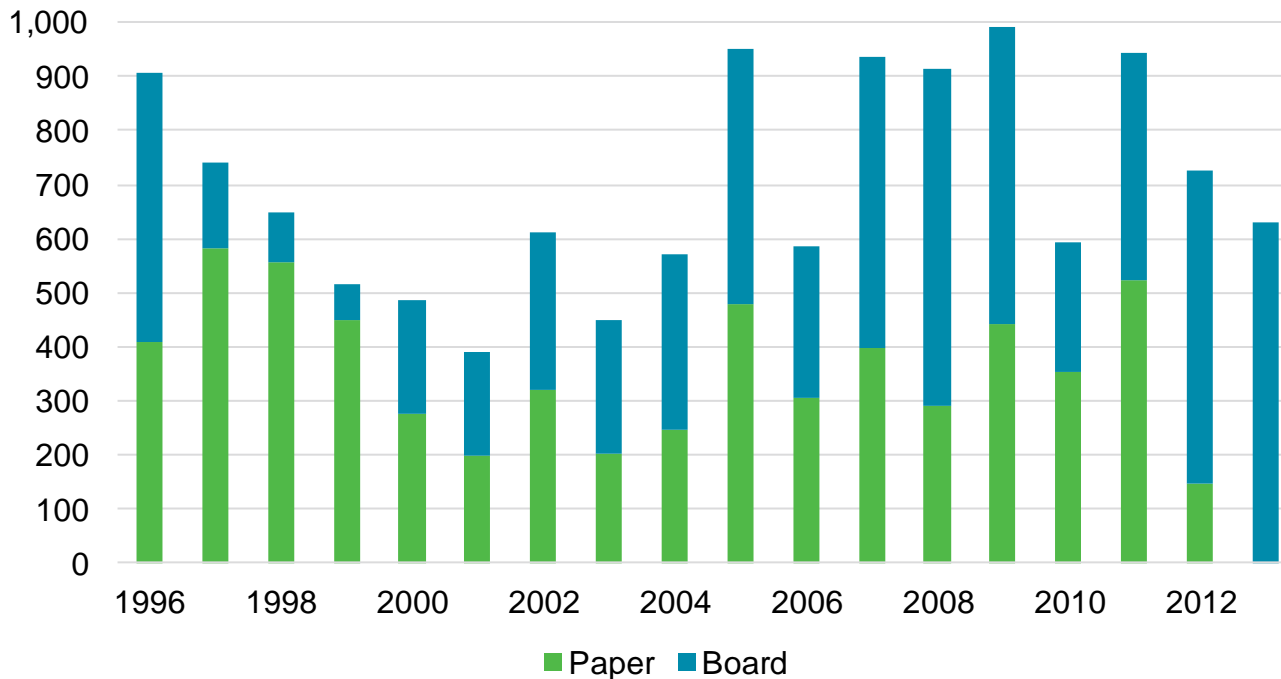
## Key messages and implications

- Strong market decline in 2013 and unclear future market development
- Increased political uncertainty about meeting CO<sub>2</sub> targets and reduced ability to finance support schemes
- Price of coal has reduced, making it more attractive for power generation in Europe and elsewhere
- North American biomass power market has declined significantly
- Price of energy has dropped and previous subsidy schemes supporting biomass have expired

1) Note: Includes the power boiler market served by Valmet excluding small power plants < 50MW (EUR 200-300 million), air pollution control (EUR 50-100 million p.a.), retrofits (EUR 100-200 million), and projects where Valmet has not competed (boilers ~EUR 1 billion p.a.)  
Source: Valmet

# Major changes in the paper and board market

Estimated net sales<sup>1</sup> (EUR millions)



**Board machines:**

Narrow, slow, and lower technology

**Paper machines:**

Wide, fast, and high technology

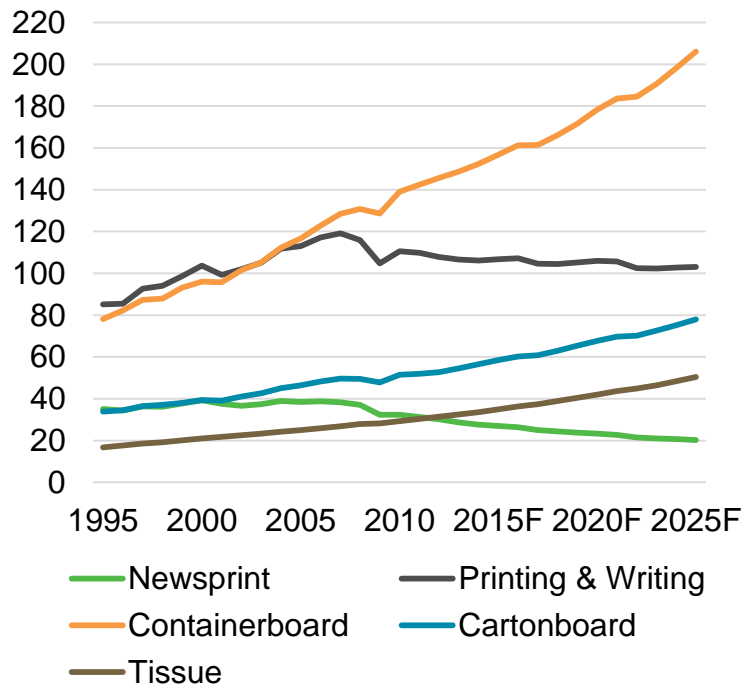
1) Company estimate based on estimated capacity by start-up year and estimated average price per ton (constant value of EUR180/ton used over time)



# Consumption development

Growth in board and tissue consumption is expected to continue while newsprint is declining

Paper consumption<sup>1</sup> (Mton)



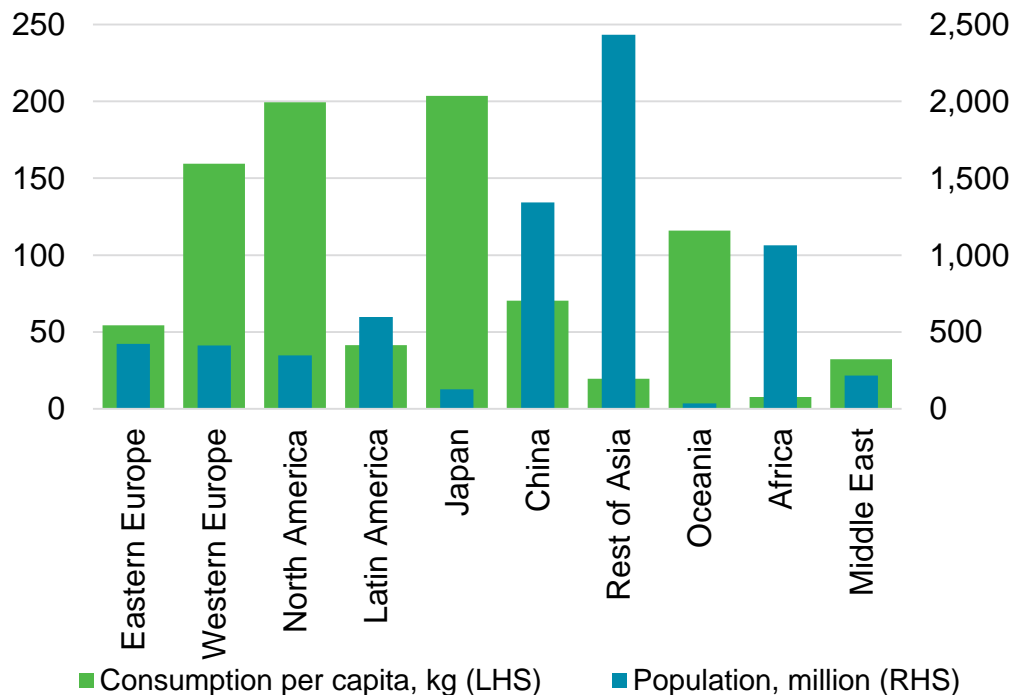
CAGR	2001-2013	2013-2025F
Containerboard	+3.4%	+2.5%
Printing & Writing	+0.5%	-0.3%
Cartonboard	+2.6%	+2.8%
Tissue	+3.1%	+3.5%
Newsprint	-2.1%	-2.6%



1) Source: RISI

# Paper and board consumption growth trends

Paper and board consumption per capita vs. population<sup>1</sup>



Average global consumption: 53 kg per capita

Population growth in emerging markets is larger than in developed markets

Level of consumption per capita in emerging markets clearly below that in developed markets

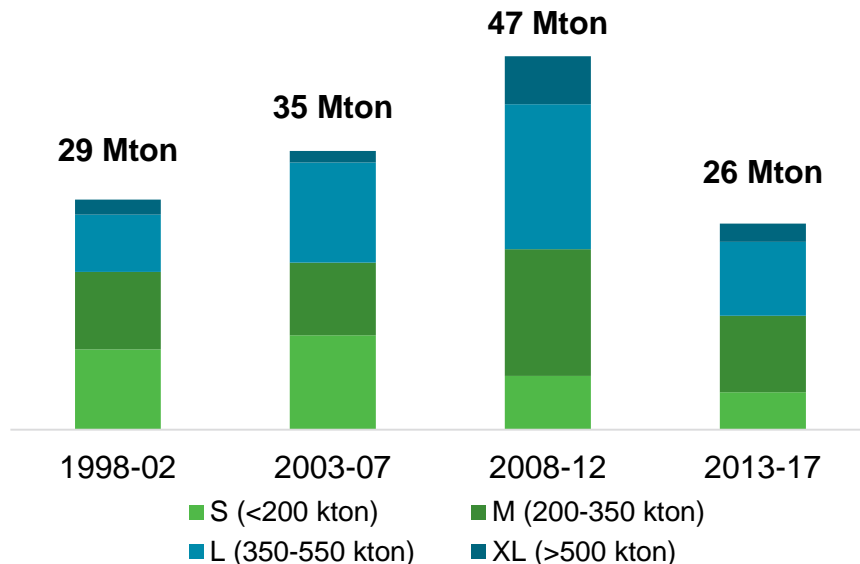
This offers us long-term growth potential

1) Source: PPI Annual Review 2013 (2012 figures)

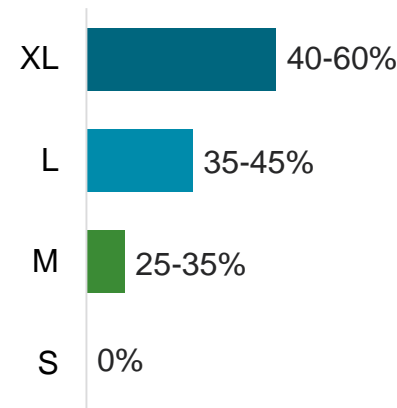
# Demand has shifted more towards smaller paper and board machines

- We are focusing more on modularized and standardized solutions
- Competition is higher in smaller machines

Capacity of start-ups<sup>1</sup>, by machine size



Valmet's market share<sup>1</sup>, by machine size



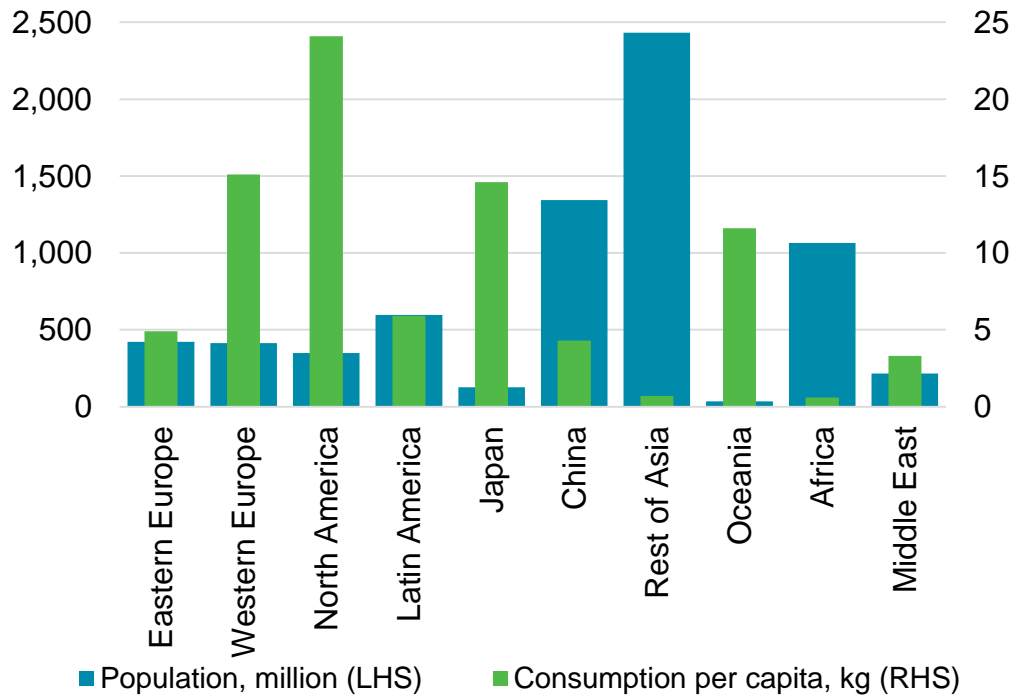
Competition is lower in larger machine sizes.

Higher number of players in smaller machines.

1) Source: Pöyry, Valmet

# Tissue consumption growth trends

Tissue consumption per capita vs. population<sup>1</sup>



Average global consumption: 4.5 kg per capita

New products and consumption models based on tissue are helping increase consumption in developed markets

Consumption in emerging markets is still low, but growing

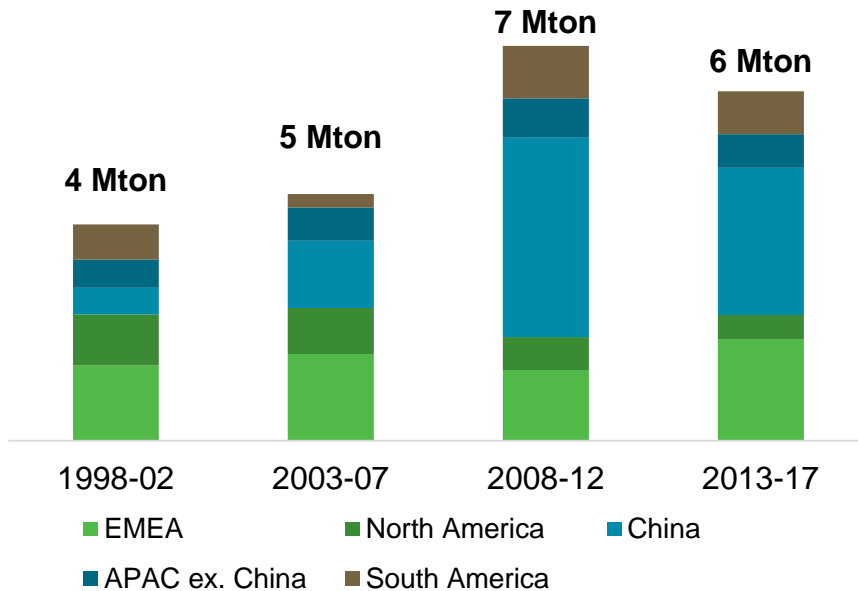
Offers us long-term growth potential in both developed and emerging markets

1) Source: PPI Annual Review 2013 (2012 figures)

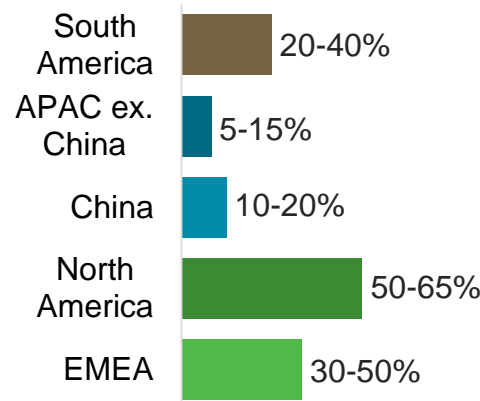
# Tissue market growing long term

- Recent market reduction due to heavy Chinese investments
- Competition is high in all areas, Valmet is strongest in North America

Capacity of start-ups<sup>1</sup>, by area



Valmet's market share<sup>1</sup>, by area



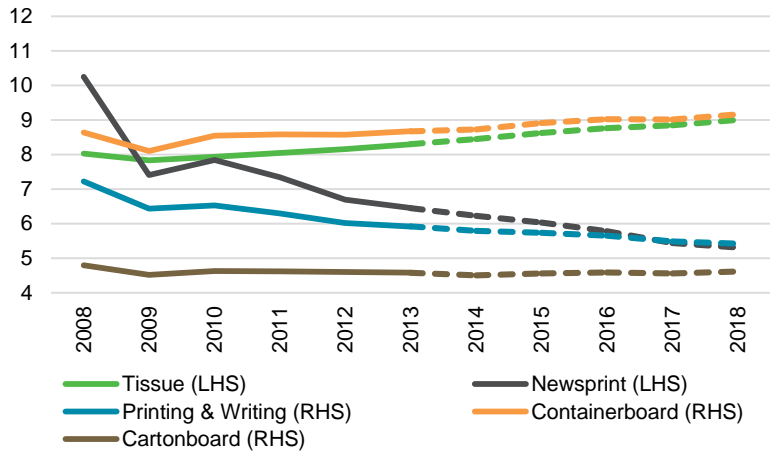
Number of competitors is low in the Americas and EMEA.

Smaller Chinese companies present in China and Asia.

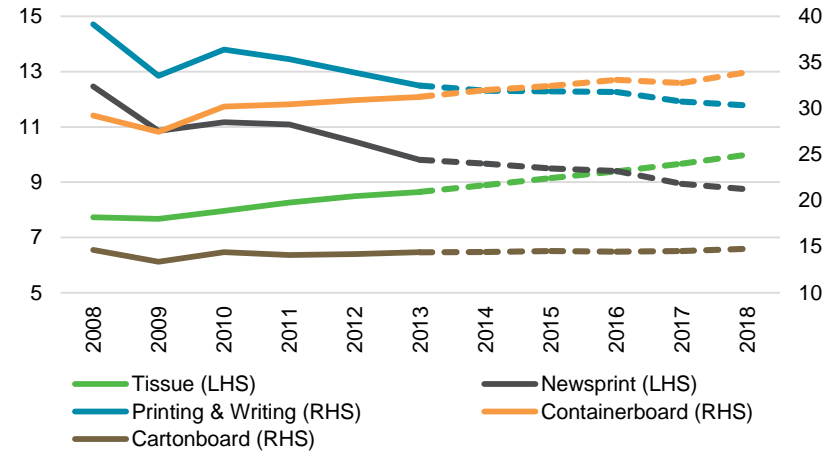
1) Source: Pöyry, Valmet

# Paper, board, and tissue production trends

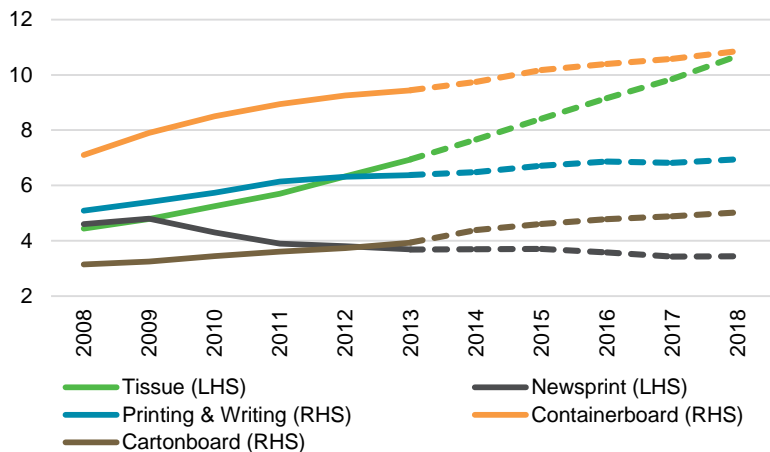
## North America (million tonnes)



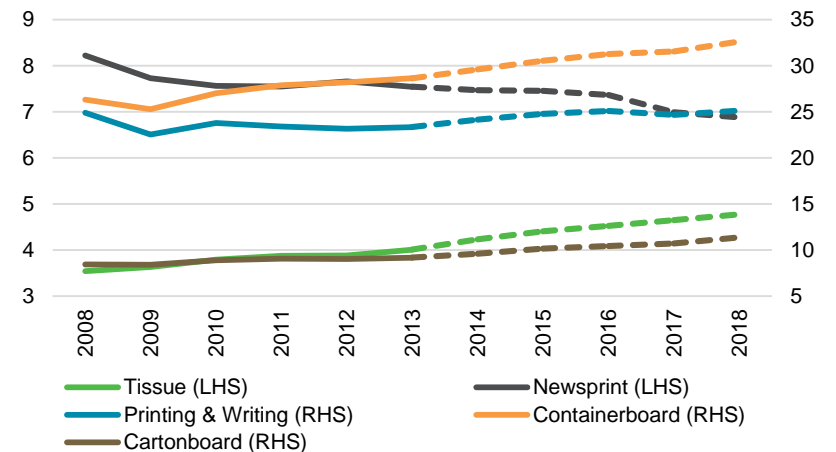
## Europe (million tonnes)



## China (million tonnes)



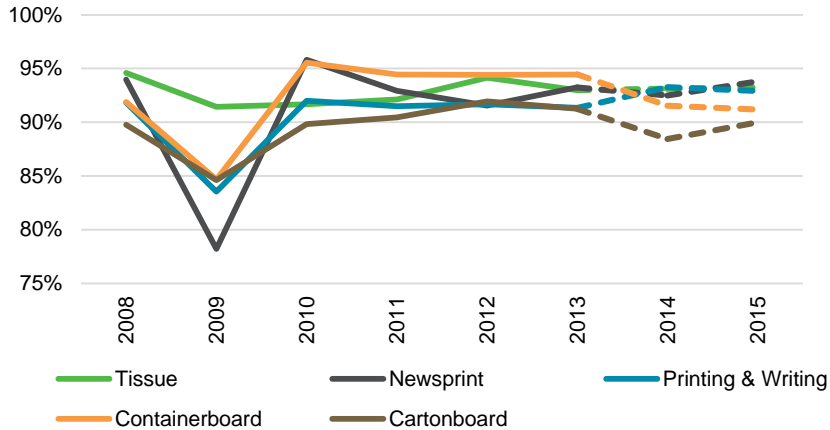
## Asia-Pacific (million tonnes)



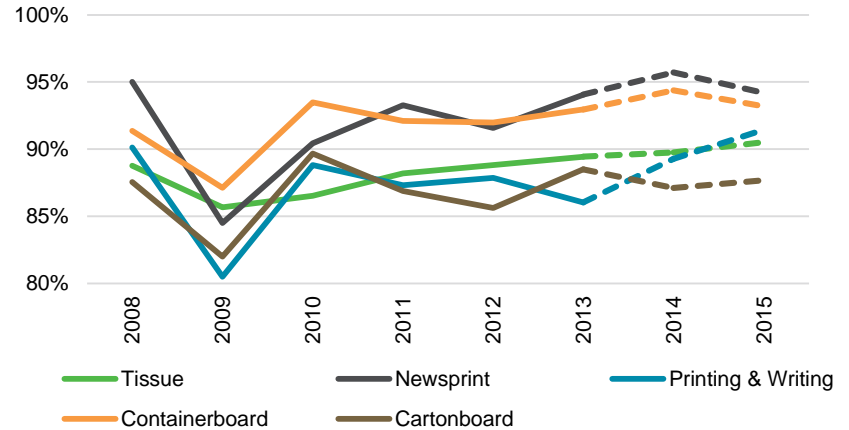
Source: RISI

# Paper, board, and tissue operating rates

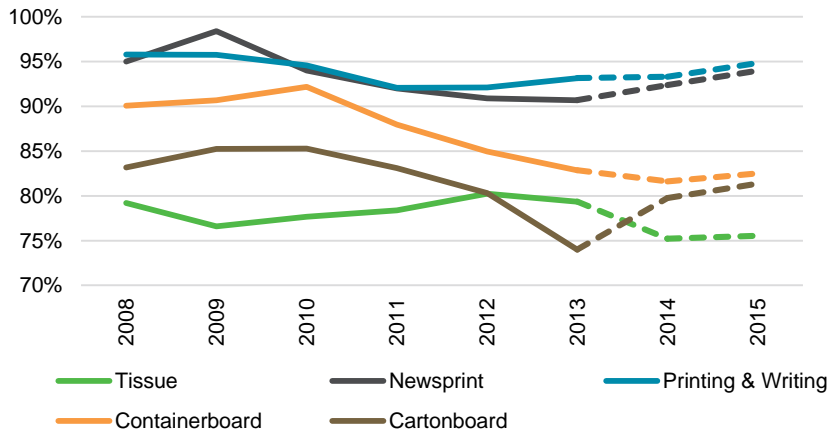
## North America



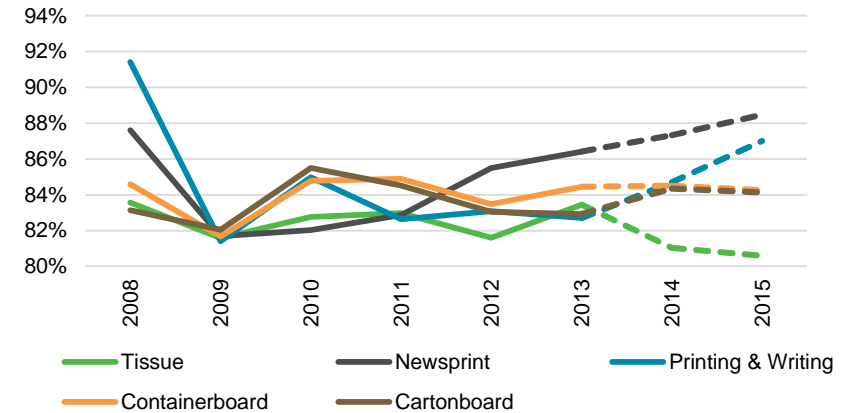
## Europe



## China

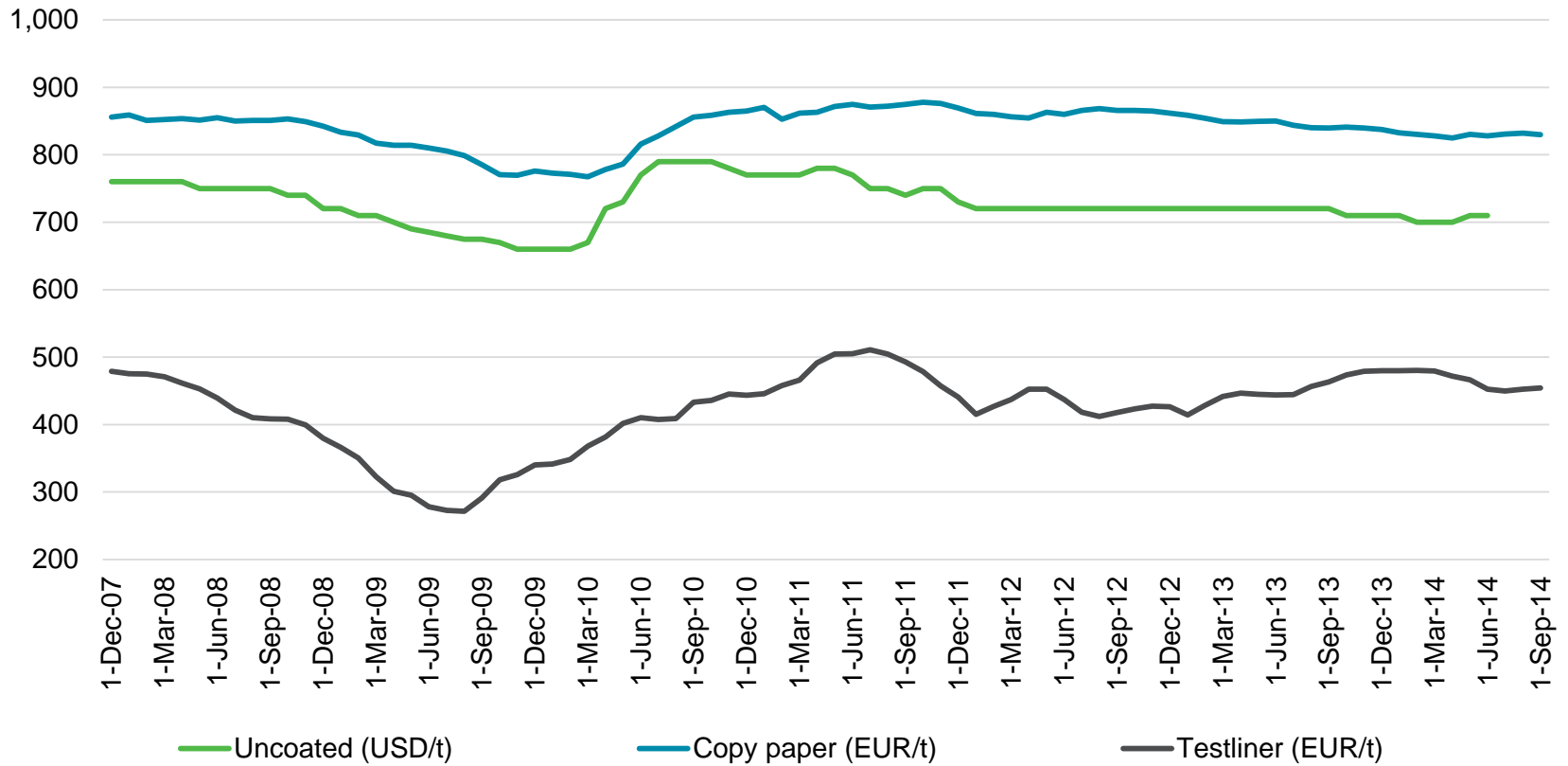


## Asia-Pacific



Source: RISI

# Pulp and paper price trends



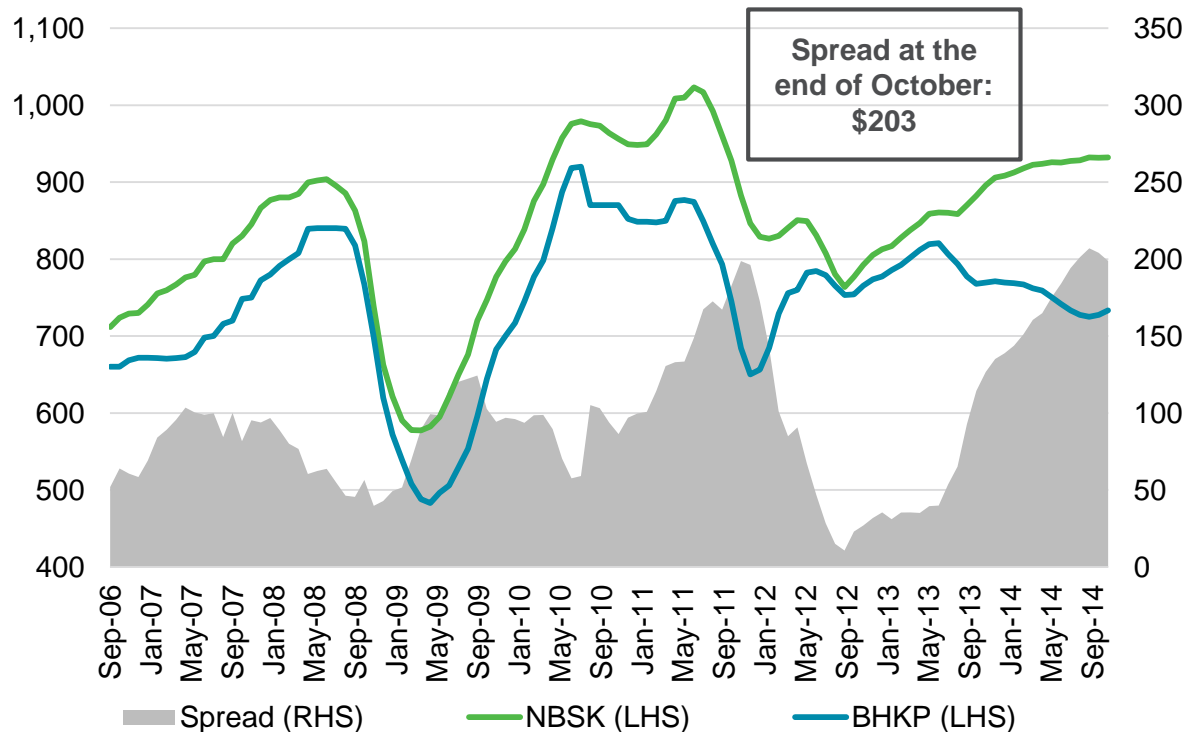
Source: Bloomberg



# Historically large spread in pulp prices

- This autumn, many pulp producers have announced price hikes

Pulp prices, Europe: NBSK and BHKP (USD/ton)



Source: Bloomberg

## NBSK

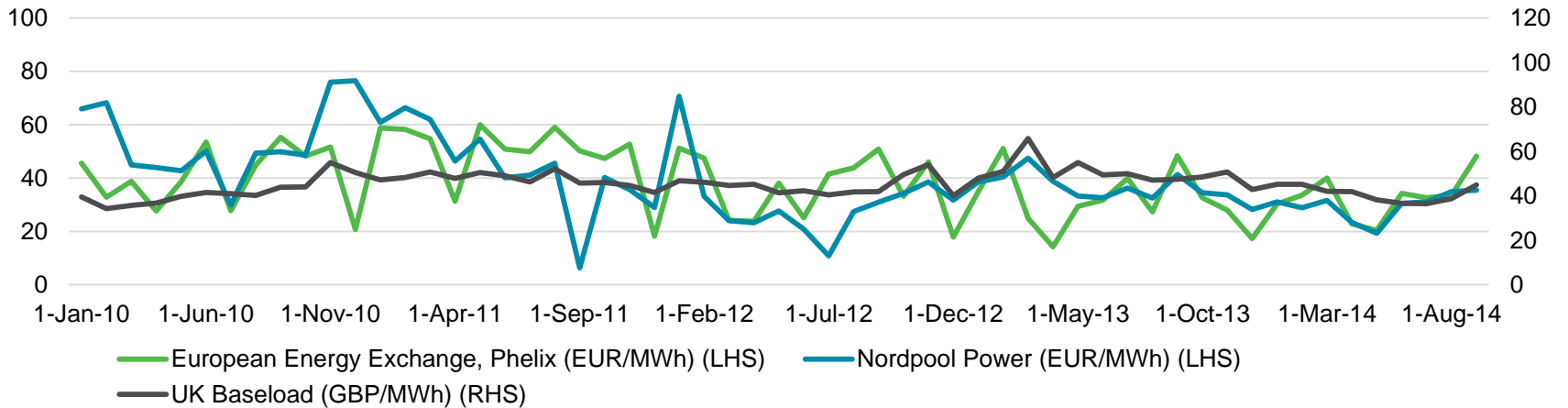
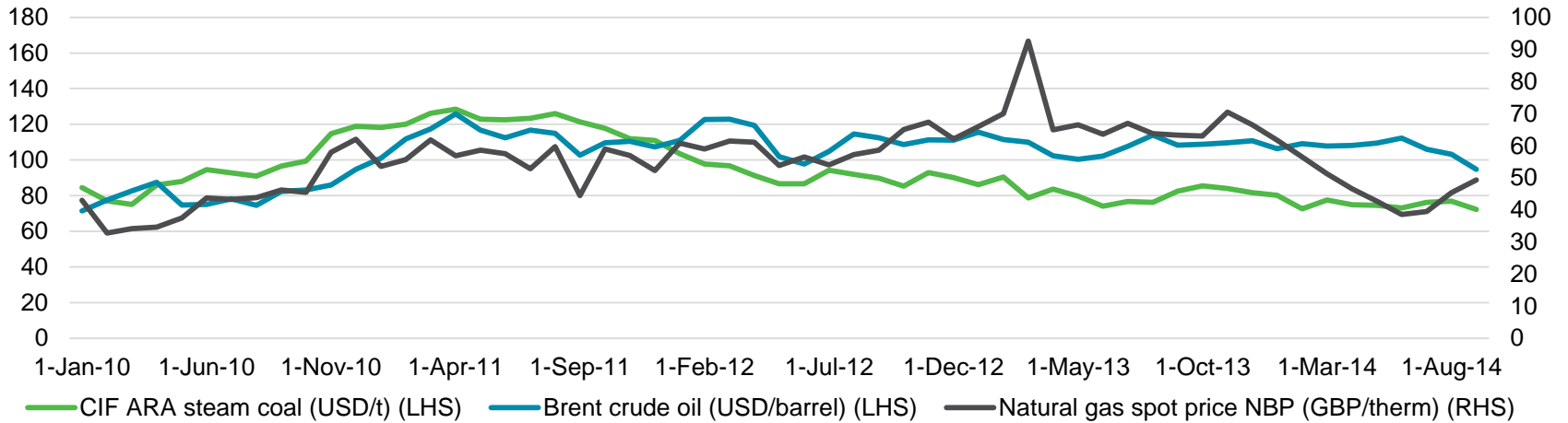
Northern bleached softwood kraft pulp is produced mainly in Canada and the Nordic countries. NBSK is based on long fibre wood species. It adds strength to the final product.

## BHKP

Bleached hardwood kraft pulp, produced e.g. in Brazil and Indonesia, is based on short fibre wood species. It adds softness to the final product.

# Crude oil, steam coal, natural gas and electricity

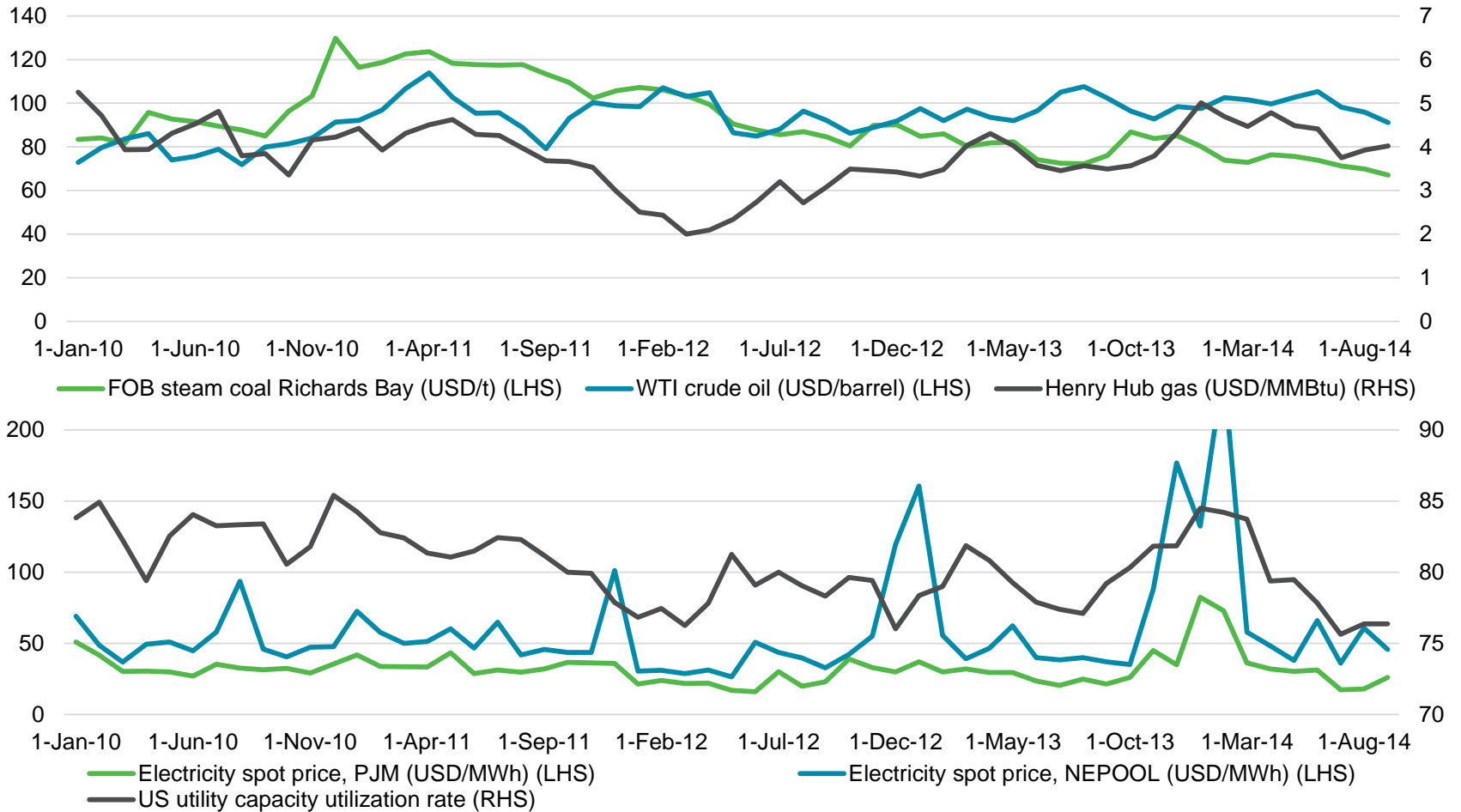
## Europe



Source: Bloomberg

# Crude oil, steam coal, natural gas and electricity

## United States



Source: Bloomberg

# European Carbon Emission Allowance



Source: Bloomberg

