



Valmet – unique offering with  
process technology, automation  
and services

Roadshow presentation  
February 2022

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# Agenda

## Valmet roadshow presentation

1 Valmet in brief

2 Investment highlights

3 Financials

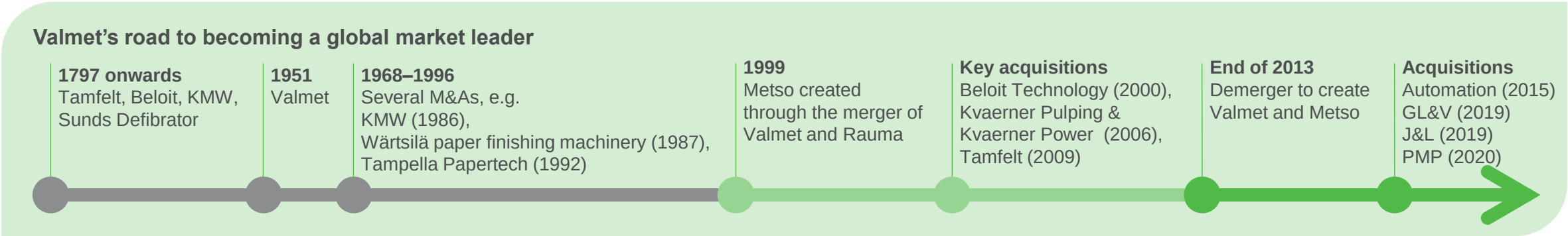
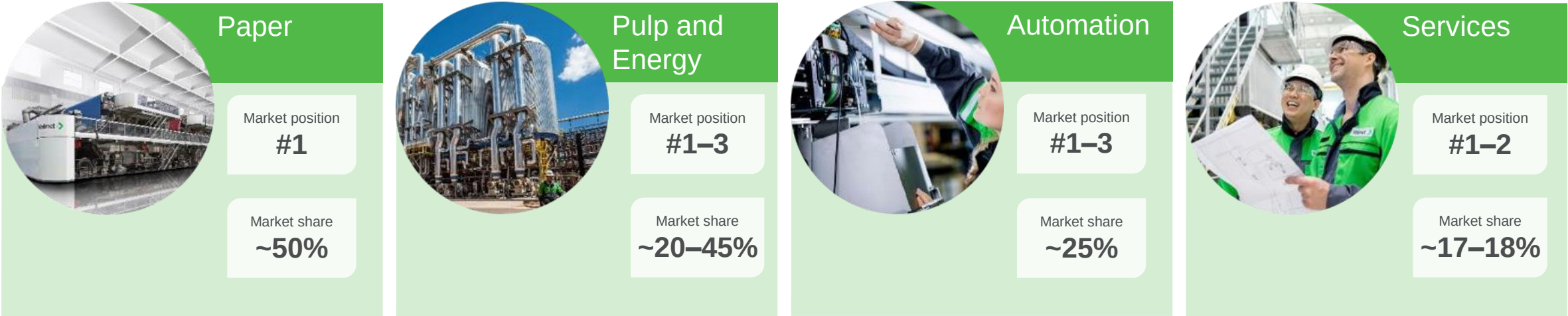
4 Conclusion



# Valmet in brief

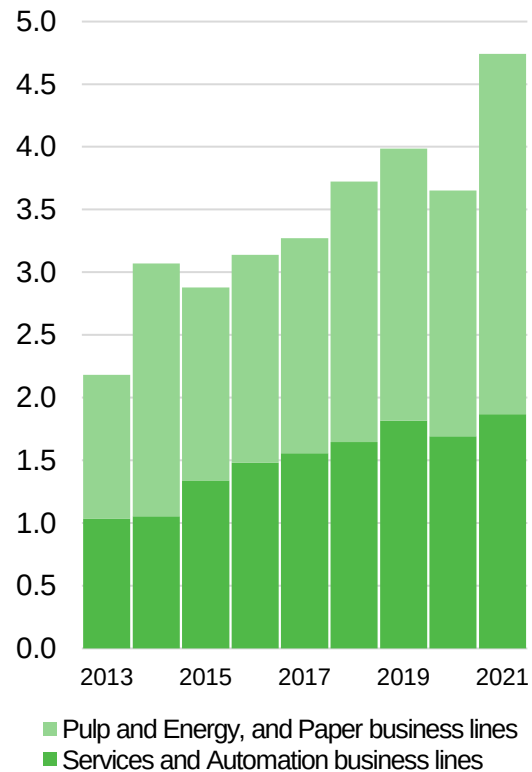


# We have strong market shares, unique offering and over 220 years of history

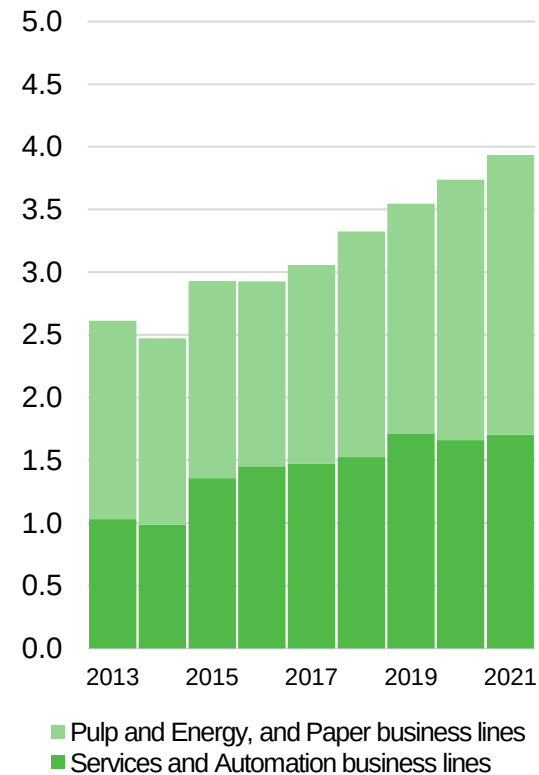


# Valmet's development since 2013

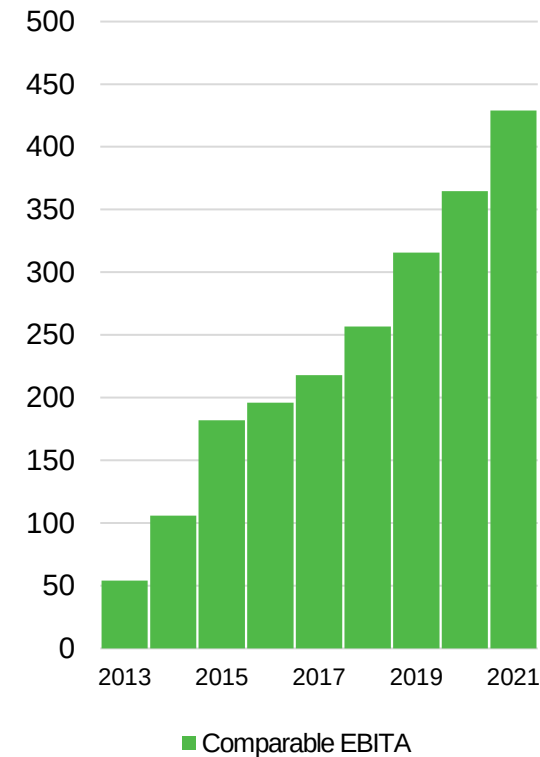
Orders received  
(EUR billion)



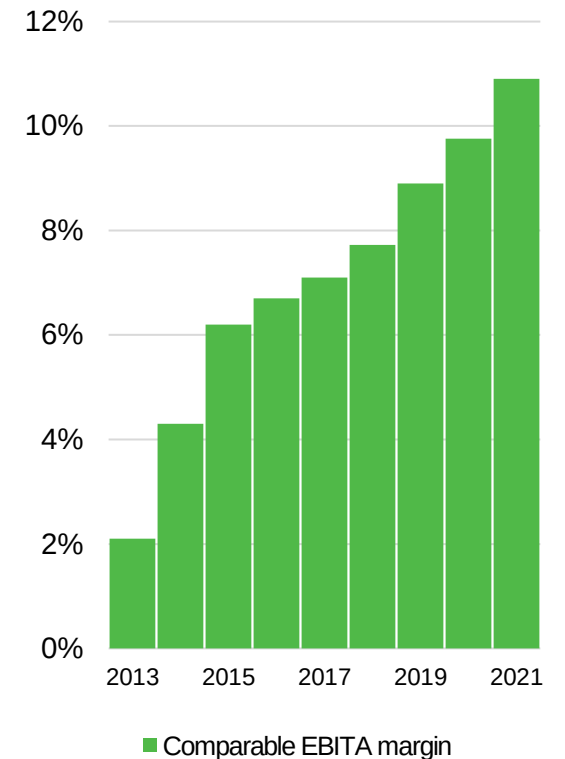
Net sales  
(EUR billion)



Comparable EBITA  
(EUR million)



Comparable EBITA margin  
(%)



2013 figures on carve-out basis

# Key figures in 2021

**Orders received**  
EUR 4,740 million

**Net sales**  
EUR 3,935 million

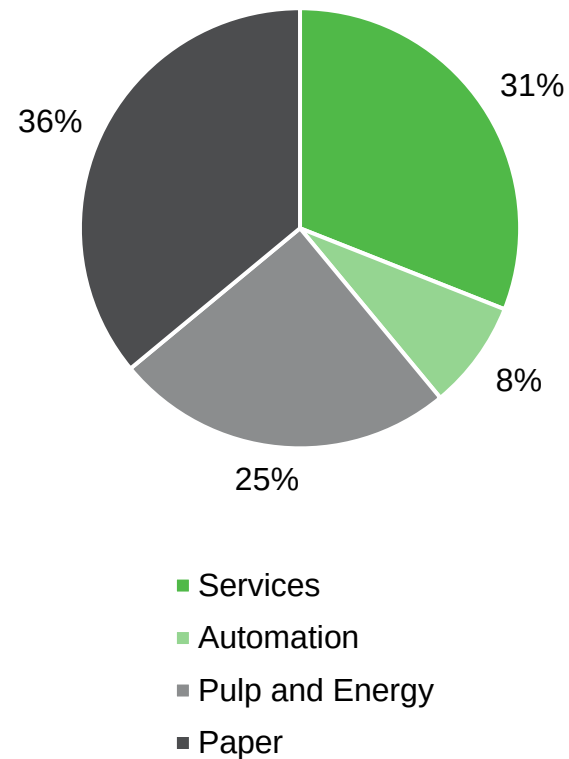
**Comparable EBITA**  
EUR 429 million

**Comparable EBITA margin**  
10.9%

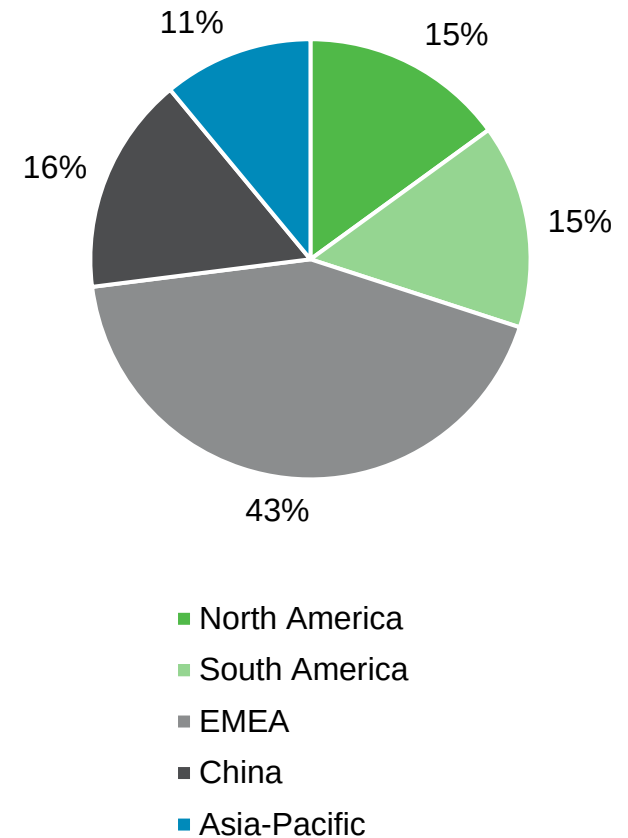
**Order backlog**  
EUR 4,096 million

**Employees**  
14,246

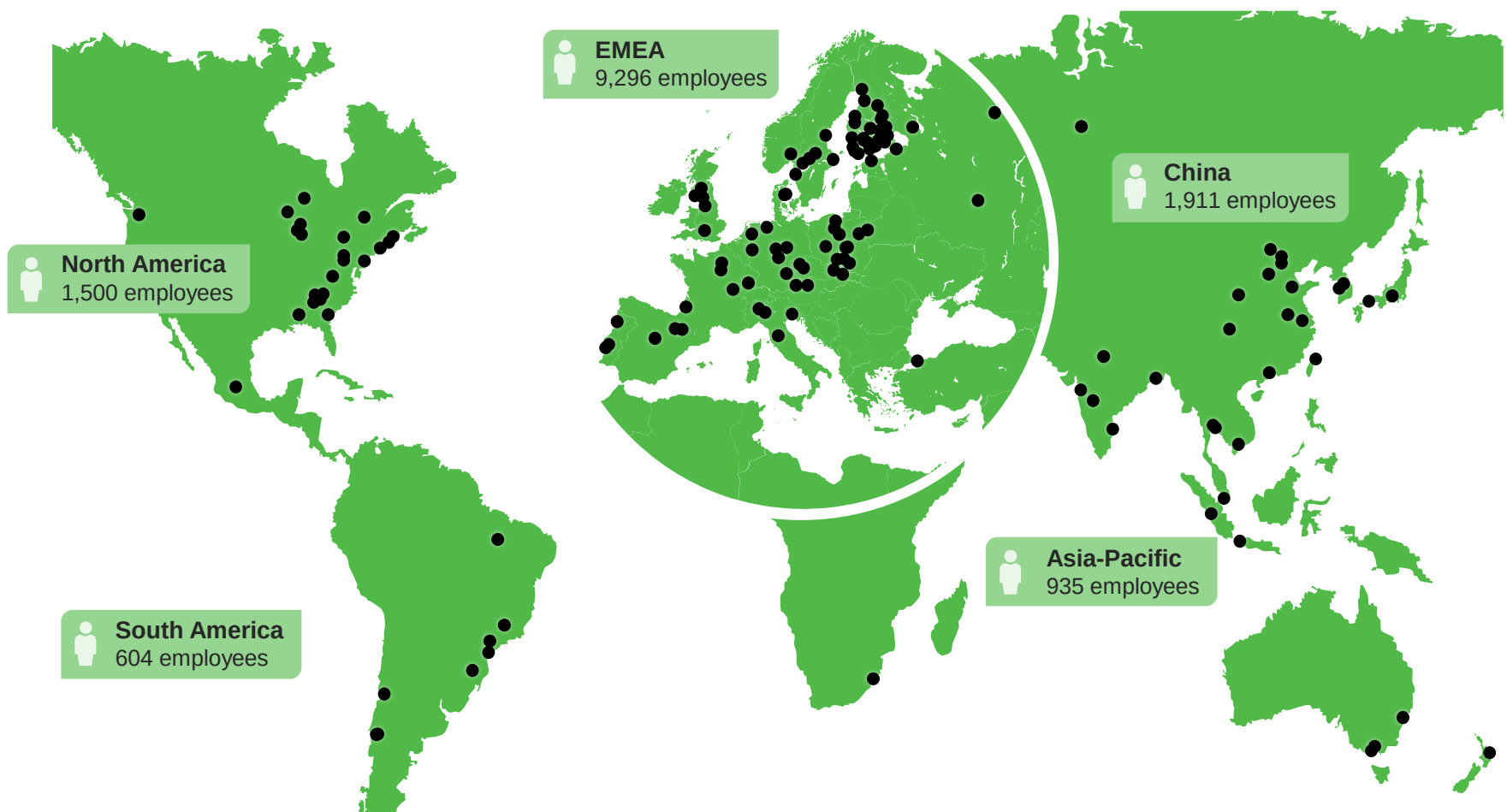
Orders received by business line



Orders received by area



# Strong, global presence is a good platform for growth



~100  
service centers



98  
sales offices



43  
production units



16  
R&D centers



8  
Performance Centers



Personnel as at December 31, 2021



# 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**

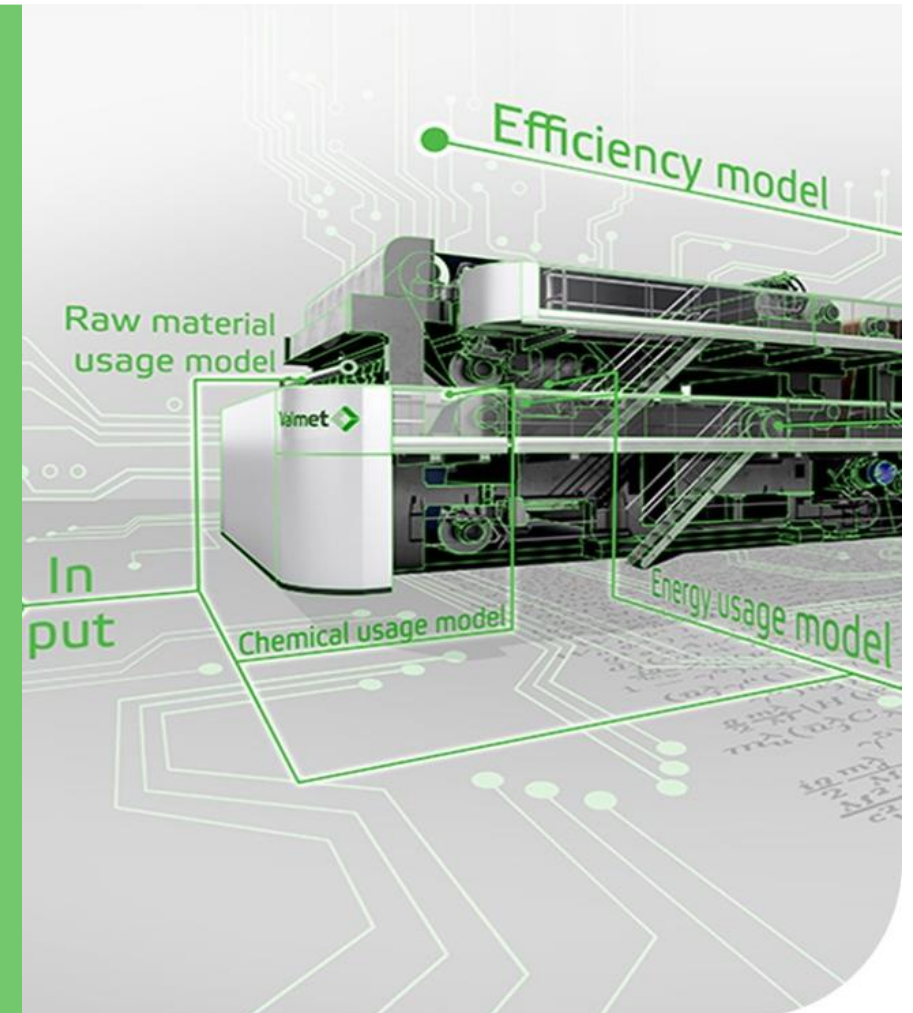
research and  
development  
centers



EUR **82** million  
R&D spending  
in 2021  
(2.1% of net sales)



**~1,300**  
protected  
inventions



# Acknowledged leader in sustainability

360° approach to sustainability across value chain

## Good sustainability ratings

- In Dow Jones Sustainability Index for the eighth consecutive year
- AAA rating in the MSCI ESG Ratings assessment 2021
- Bronze Class 2022 Sustainability Award
- Achieved B rating in CDP's climate program ranking 2021



Member of  
**Dow Jones  
Sustainability Indices**  
Powered by the S&P Global CSA



**Sustainability Award**  
Bronze Class 2022  
**S&P Global**



**MSCI**  
ESG RATINGS  
**AAA**



# Valmet's Climate Program: Forward to a carbon neutral future

## Targets by 2030 for the entire value chain

### SUPPLY CHAIN

**-20%**

CO<sub>2</sub> emission reduction

### OWN OPERATIONS

**-80%**

CO<sub>2</sub> emission reduction

### USE PHASE OF VALMET'S TECHNOLOGIES

**-20%**

Further reduced energy use  
of Valmet's current technologies

**100%**

Carbon neutral production

- Valmet's new Climate Program sets credible targets and concrete actions for 2030 for the entire value chain
- Program is aligned with the Paris Climate Agreement's 1.5-degree pathway and UN Sustainable Development Goals and approved by the Science Based Targets Initiative (SBTi)

## Main actions to reach targets by 2030

- Target CO<sub>2</sub> emission reductions from supply chain
- Reduce energy usage and use renewable fuels and CO<sub>2</sub> free electricity and district heating in own locations
- Improve energy efficiency of our existing process technology offering by 20%
- Develop existing and new technologies to enable carbon neutral production for our customers

# 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 taxes<sup>1</sup>: >20%

## Dividend policy

Dividend payout at least 50% of net profit

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))

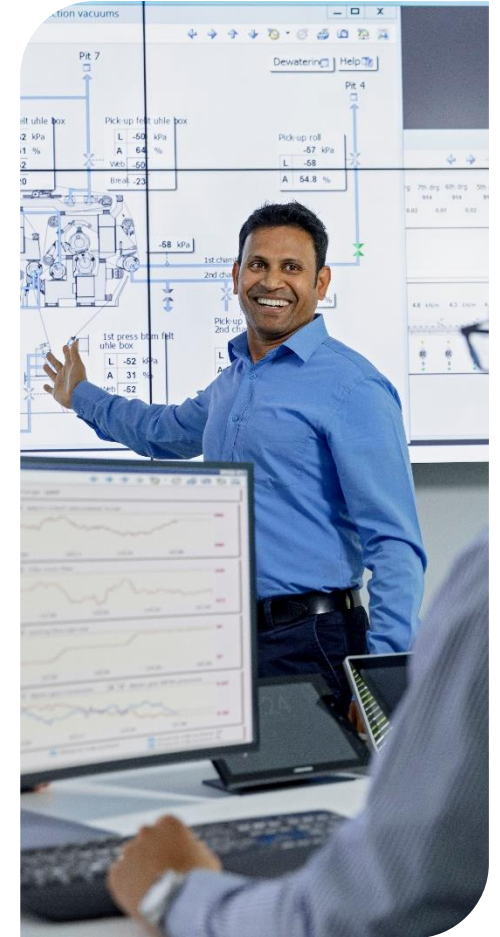


# Investment highlights



# Investment highlights

- 1 Strong position in the growing market of converting renewables
- 2 Widest technology and services offering combined with automation excellence
- 3 Services: The widest offering and strong geographical presence
- 4 Automation: Maximizing efficiency and safety of our customers
- 5 Paper: World-class technology for packaging and hygiene needs
- 6 Pulp and Energy: Strong business with high market share and flexible cost structure
- 7 Systematically building the future



# Strong position in the growing market of converting renewables

1



Paper

**#1** 0.4 ~ -2%  
EUR bn p.a.

Increasing role of digital media decreases demand for print papers

Demand for technology driven efficiency improvements

Need for specialty papers

**5% of net sales**



Board

**#1** 1.0 ~ 2-3%  
EUR bn 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

**16% of net sales**



Tissue

**#1** 0.7 ~ 3-4%  
EUR bn p.a.

Rise in purchasing power and living standards

Urbanization and improved hygiene

Fast economic growth in emerging markets

Demand for higher quality

Consumers' higher hygiene habits

**9% of net sales**



Pulp

**#1-2** 1.5 ~ 1%  
EUR bn p.a.

Growing demand for sustainable packaging, tissue, hygiene products and textiles

Increasing environmental awareness and stricter regulations

Fiber-based plastic replacement

Demand for second generation bioethanol

**19% of net sales**



Energy

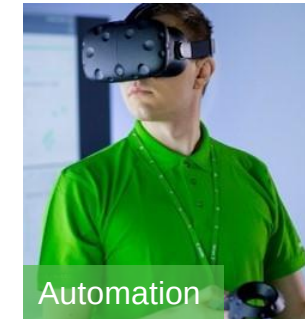
**#1-3** 2.0 ~ 1%  
EUR bn p.a.

Decarbonization in energy production

Biomass and residual waste used in heat and process steam production

Tightening air emissions legislation and stricter directives

**8% of net sales**



Automation

**#1-3** 2.1 ~ 1%  
EUR bn p.a.

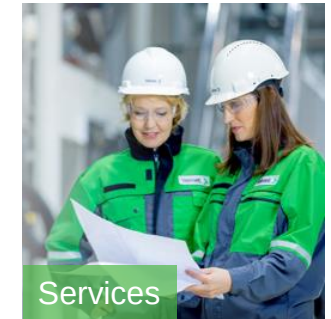
Aging machines and installed automation systems

Investments in new pulp and paper production lines and industrial decarbonization

Demand for raw material savings, process efficiencies and sustainability

Demand for Industrial Internet based solutions driven by customer digitalization

**9% of net sales**



Services

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

Increasing pulp, tissue, board and energy production

Customer demand for resource efficiency, productivity, end-product quality, industrial internet services and reduced environmental impact

Customer focus on core, decreasing own resources and outsourcing of non-core operations

Size and gradual aging of installed base and capacity increases

Closures and conversions of non-competitive production lines

**35% of net sales**

# Market position | Estimated market size for current offering (EUR) | Anticipated long-term market growth

# Widest technology and services offering combined with automation excellence

2

## 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

# Services: The widest offering and strong geographical presence

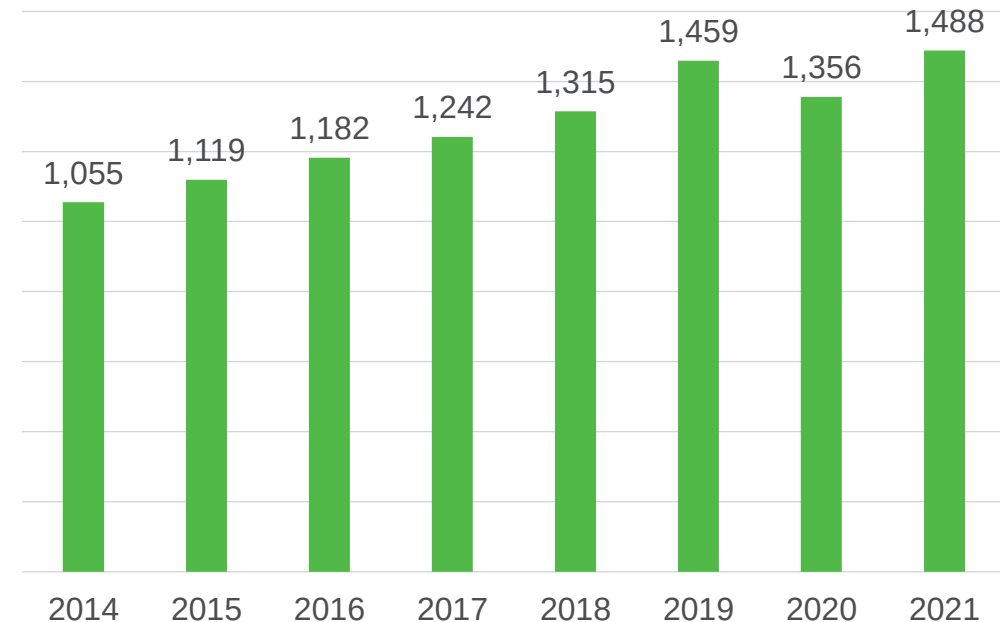
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## Services business line

- Widest offering to support customers' all service needs
- Benefits from growing installed base
- Strong geographical presence close to customers
- Steady increase in market share from 13% in 2014 to 17-18% in 2020
- Targeting to grow with the market and by winning further market share
- Opportunities to win new customers and increase share of wallet with existing customers

## Services business line

Orders received (EUR million)



Organic growth  
~4%  
CAGR in  
2014-2019

# Automation: Maximizing efficiency and safety of our customers

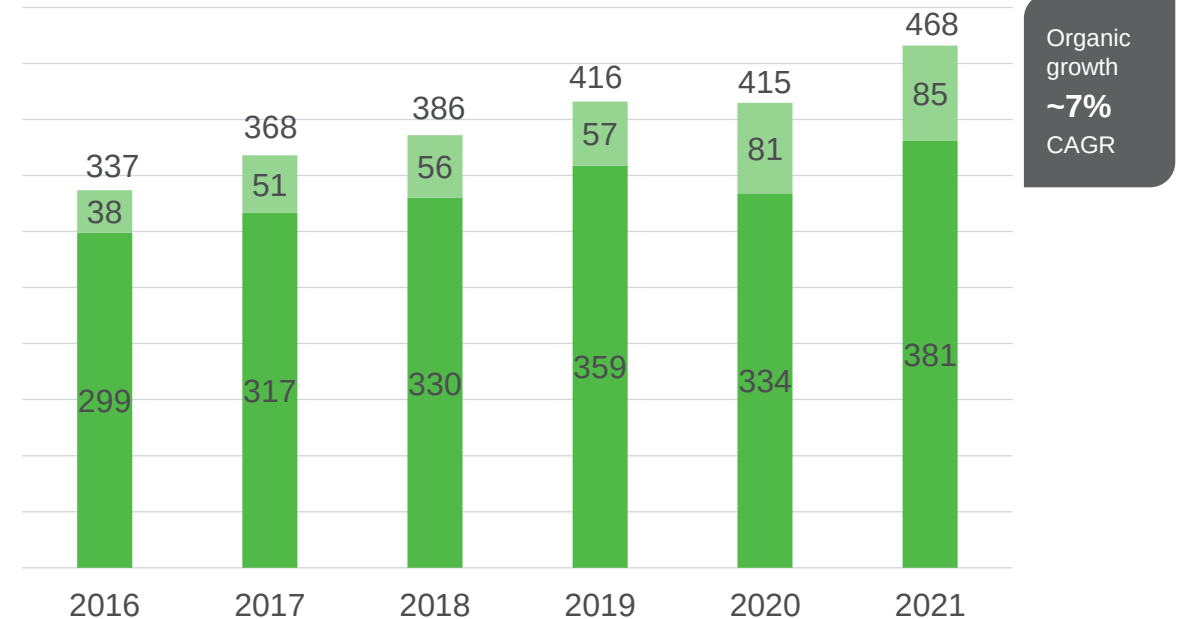
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## Automation business line

- Solutions range from single measurements to plant-wide process automation systems
- Designed to maximize safety, sustainability and efficiency of customers' businesses
- Securing future competitiveness with R&D
- Strong track record since acquired to Valmet in 2015
- Several drivers for future growth
  - Increasing direct sales to customers
  - Package sales with Valmet's capital equipment
  - Replacing competitors' installed base and entering new industries
  - Growing in automation services

## Automation business line

Orders received (EUR million)



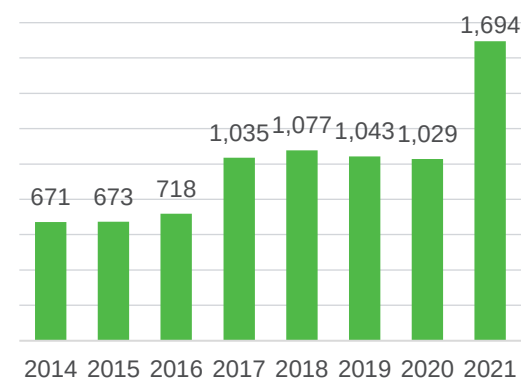
# Paper: World-class technology for packaging and hygiene needs 5

## Paper business line

- Offering includes world-leading technology and products for board, tissue and paper making
- Long-term growth supported by favorable megatrends
  - Growing e-commerce and packaging needs
  - Increasing demand for hygiene products
- High market share
- Technological advantage and excellent references
- R&D targeted to introduce new products and improve the existing offering
- Flexible organization and low capacity cost provides resilience to market fluctuations

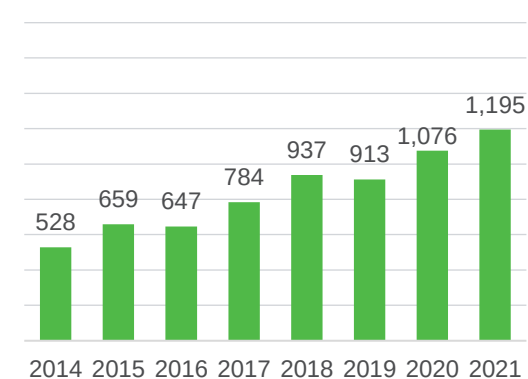
## Paper business line

Orders received (EUR million)



| Capacity costs | 2015 | 2020 |
|----------------|------|------|
| EUR million    | 270  | 301  |
| % of net sales | 41%  | 28%  |

Net sales (EUR million)



|        | Market share | Market position |
|--------|--------------|-----------------|
| Board  | ~50%         | #1              |
| Tissue | ~35%         | #1              |
| Paper  | ~50%         | #1              |



# Pulp and Energy: Strong business with high market share and flexible cost structure

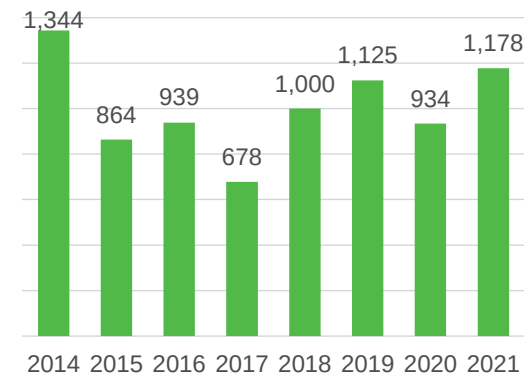
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## Pulp and Energy business line

- Offering includes full pulp mills and energy solutions for biomass and emission control
- Long-term growth supported by favorable megatrends
  - Growing demand for sustainable packaging and hygiene products and textiles
  - Replacing plastic with fiber-based materials
- High market share
- Technological advantage by focusing on R&D
- Flexible organization and low capacity cost provides resilience to market fluctuations
- Yearly variations in orders received are typical due to timing of large orders

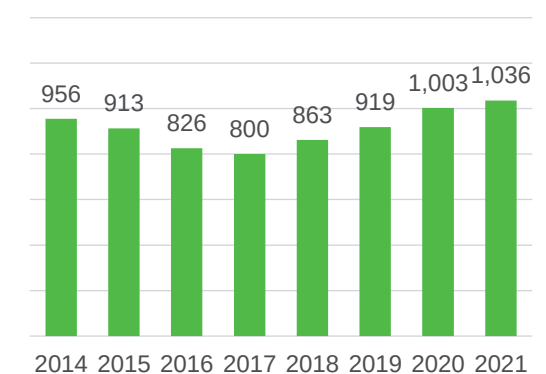
## Pulp and Energy business line

Orders received (EUR million)



| Capacity costs | 2015 | 2020 |
|----------------|------|------|
| EUR million    | 218  | 196  |
| % of net sales | 24%  | 20%  |

Net sales (EUR million)



|        | Market share | Market position |
|--------|--------------|-----------------|
| Pulp   | ~45%         | #1-2            |
| Energy | ~20%         | #1-3            |

# Systematically building the future

7



## Customer

Valmet's way to serve:  
Lifecycle collaboration  
between the customer  
and Valmet

Add value to customers  
through Industrial  
Internet solutions

Ensure strong market  
position in capital  
business

Continue to increase  
market share in the  
stable business



## Technology

Develop new products  
and technologies

Improve product cost  
competitiveness

Increase material and  
energy efficiency and  
further develop solutions  
to reduce carbon  
footprint



## Process

Continue to improve  
project management  
and project execution

Valmet's climate  
program targeting to  
reduce emissions in the  
whole value chain

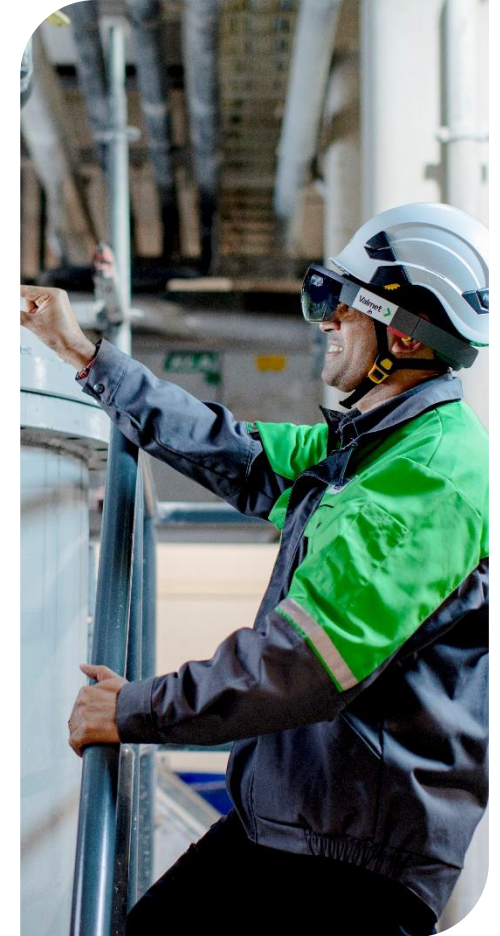


## People

Continuous development  
of employees through  
training programs

Building capabilities  
globally

Continue to improve  
safety and lower LTIF<sup>1</sup>



1) LTIF = Lost time incident frequency.



# Financials

# Key figures

| EUR million                                                 | Q4/2021      | Q4/2020 | Change | 2021         | 2020  | Change |
|-------------------------------------------------------------|--------------|---------|--------|--------------|-------|--------|
| Orders received                                             | <b>1,093</b> | 940     | 16%    | <b>4,740</b> | 3,653 | 30%    |
| Order backlog <sup>1</sup>                                  | <b>4,096</b> | 3,257   | 26%    | <b>4,096</b> | 3,257 | 26%    |
| Net sales                                                   | <b>1,199</b> | 1,167   | 3%     | <b>3,935</b> | 3,740 | 5%     |
| Comparable EBITA                                            | <b>147</b>   | 146     | 0%     | <b>429</b>   | 365   | 18%    |
| % of net sales                                              | <b>12.2%</b> | 12.5%   |        | <b>10.9%</b> | 9.8%  |        |
| EBITA                                                       | <b>155</b>   | 147     | 6%     | <b>448</b>   | 355   | 26%    |
| Operating profit (EBIT)                                     | <b>143</b>   | 135     | 6%     | <b>399</b>   | 319   | 25%    |
| % of net sales                                              | <b>11.9%</b> | 11.6%   |        | <b>10.1%</b> | 8.5%  |        |
| Earnings per share, EUR                                     | <b>0.67</b>  | 0.67    | -1%    | <b>1.98</b>  | 1.54  | 28%    |
| Return on capital employed (ROCE) before taxes <sup>2</sup> |              |         |        | <b>24%</b>   | 22%   |        |
| Cash flow provided by operating activities                  | <b>96</b>    | 114     | -15%   | <b>482</b>   | 532   | -9%    |
| Gearing <sup>1</sup>                                        |              |         |        | <b>-7%</b>   | 13%   |        |

Items affecting comparability: EUR 8 million in Q4/2021 (EUR 0 million in Q4/2020), EUR 19 million in 2021 (EUR -10 million in 2020)

Valmet's investment in Neles had a positive impact on EBITA of EUR 4.3 million in Q4/2021 and EUR 14.2 million in 2021

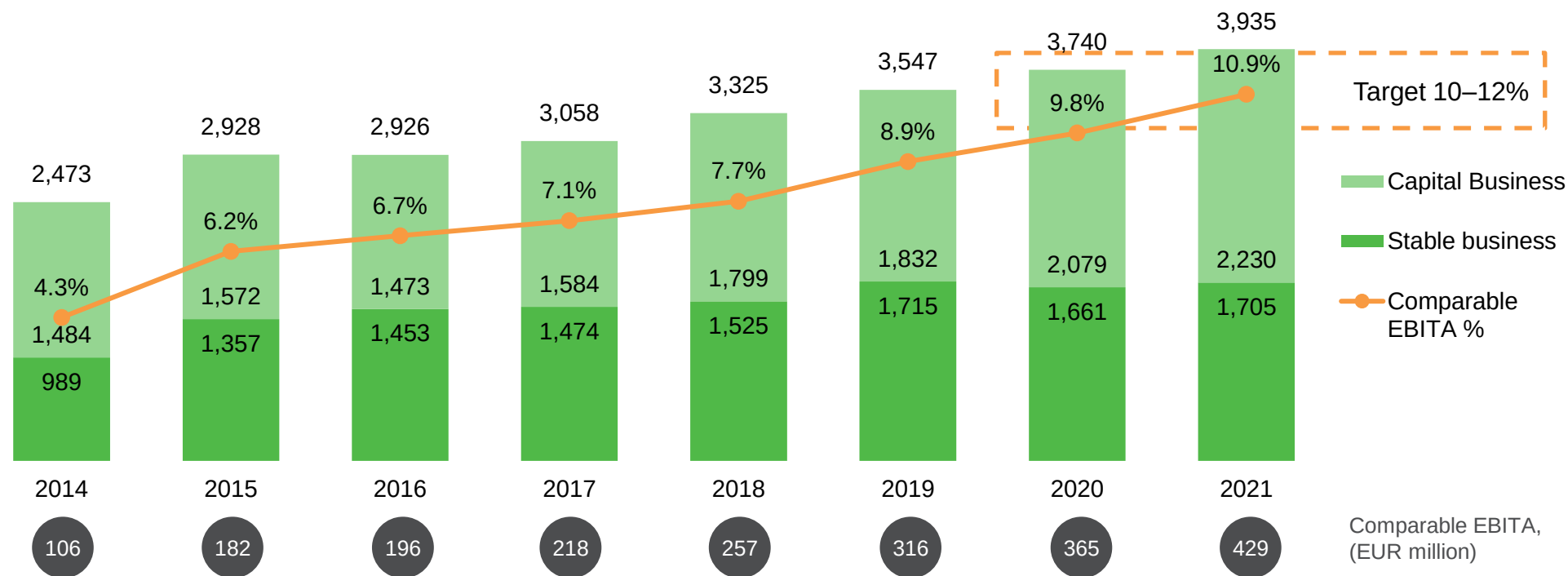
Valmet's investment in Neles had a positive impact on operating profit of EUR 1.8 million in Q4/2021 and EUR 1.1 million in 2021

1) At end of period

2) Annualized

# Comparable EBITA margin<sup>1</sup> at target level

Net sales and Comparable EBITA (EUR million and %)<sup>1</sup>



- In Q4/2021, net sales and Comparable EBITA remained at the previous year's level compared with Q4/2020

1) Valmet implemented IFRS 15 – Revenue from Contracts with Customers as of January 1, 2018 by applying full retrospective method. Thus, figures presented are not fully comparable.

# Guidance and short-term market outlook

## Guidance for 2022

### Guidance



Valmet estimates that net sales in 2022 will increase in comparison with 2021 (EUR 3,935 million) and Comparable EBITA in 2022 will increase in comparison with 2021 (EUR 429 million).

## Short-term market outlook

|                 |                 | Q1/2021      | Q2/2021             | Q3/2021      | Q4/2021      |
|-----------------|-----------------|--------------|---------------------|--------------|--------------|
| Services        |                 | Satisfactory | Good / Satisfactory | Good         | Good         |
| Automation      |                 | Good         | Good                | Good         | Good         |
| Pulp and Energy | Pulp            | Good         | Good                | Good         | Good         |
|                 | Energy          | Weak         | Weak                | Weak         | Satisfactory |
| Paper           | Board and Paper | Good         | Good                | Good         | Good         |
|                 | Tissue          | Good         | Good                | 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'.



# Dividend proposal

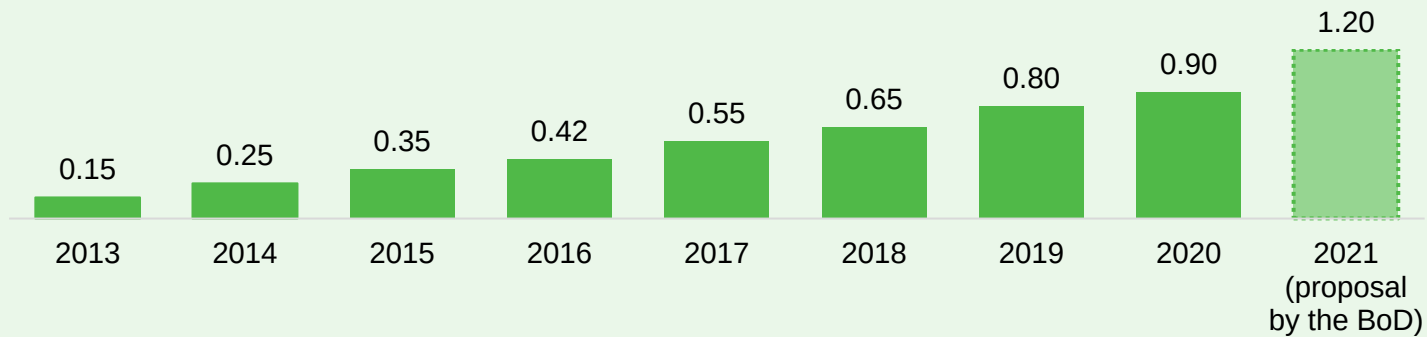
## Dividend policy

- Dividend payout at least 50% of net profit

## Board of Directors' dividend proposal to the Annual General Meeting

- EUR 1.20 dividend per share, which represents 61% payout ratio

## Dividend per share (euro)

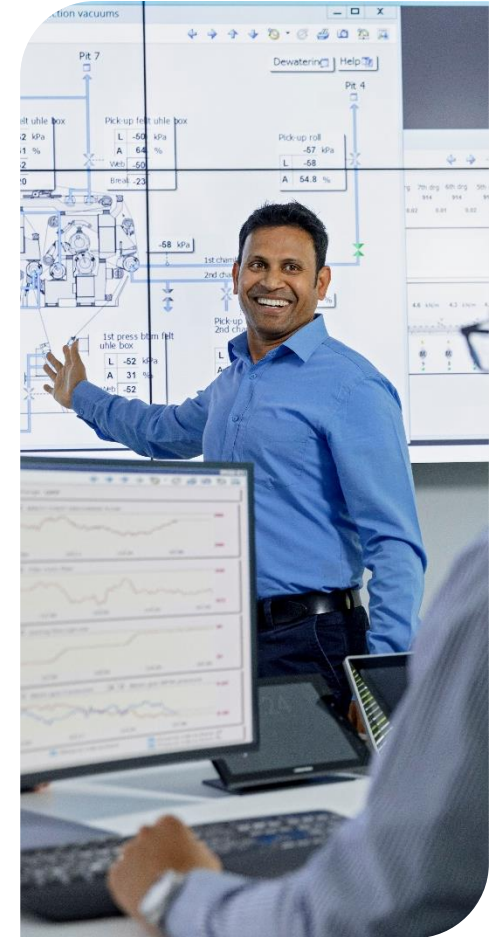




# Conclusion

# Conclusion

- 1 Strong position in the growing market of converting renewables
- 2 Widest technology and services offering combined with automation excellence
- 3 Services: The widest offering and strong geographical presence
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# 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

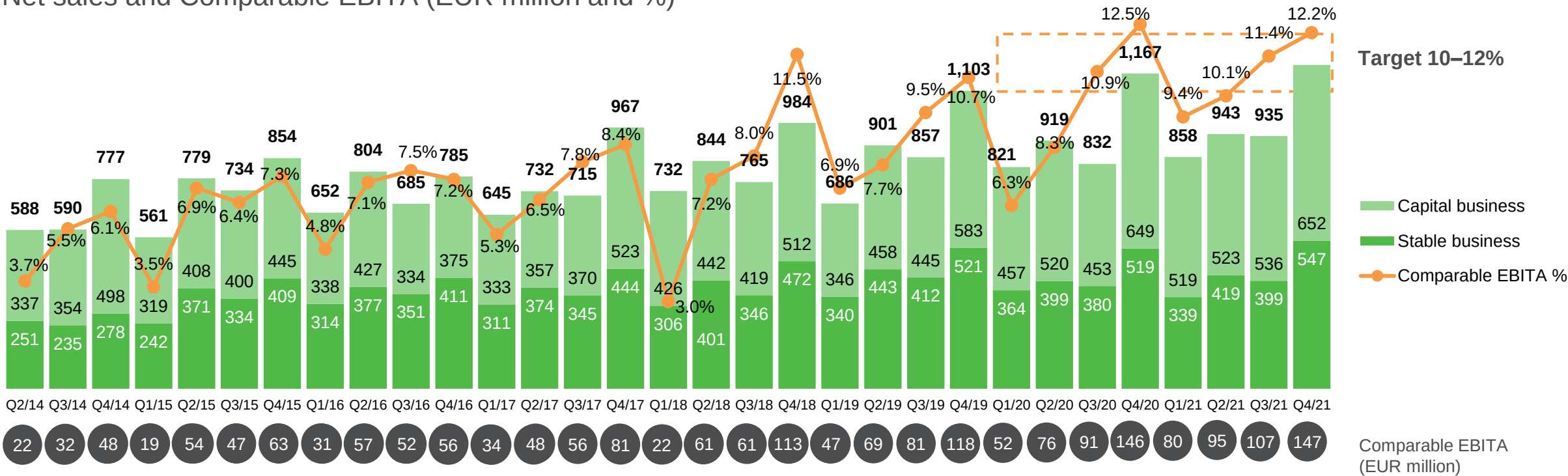
- 1 Financials
- 2 Growth and profitability improvement
- 3 Shareholders and share price development
- 4 Strategy and offering
- 5 Management and remuneration



## Appendix Financials

# Quarterly Comparable EBITA margin development

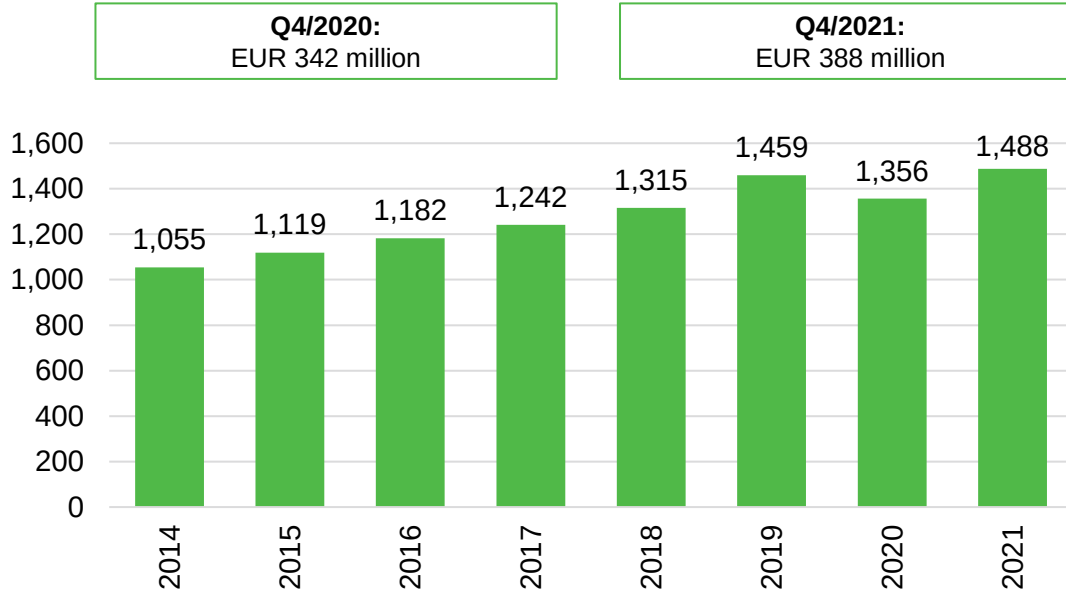
Net sales and Comparable EBITA (EUR million and %)



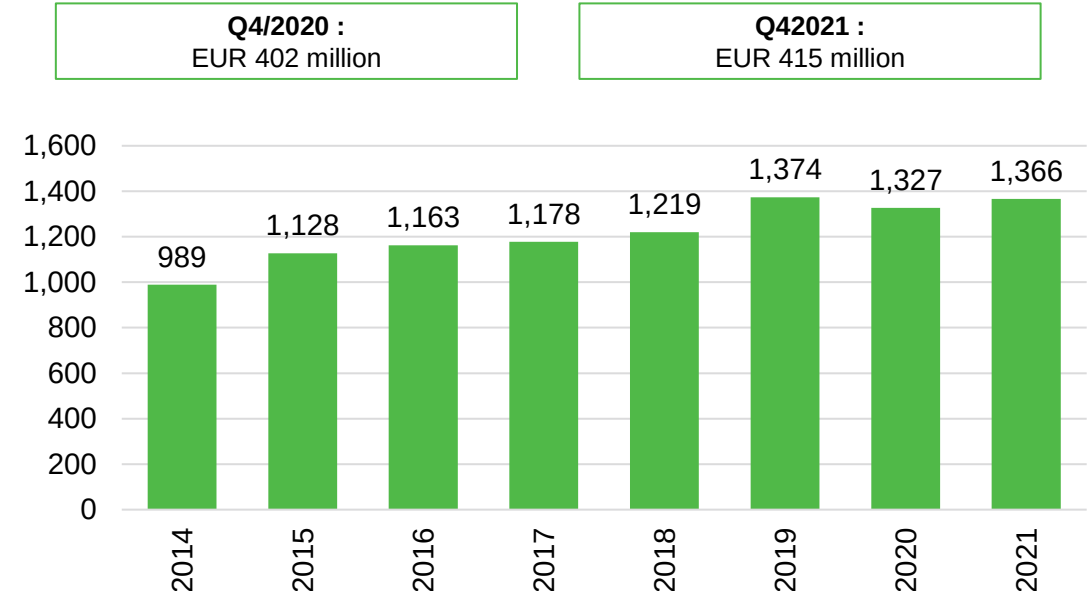


# Services: Orders received increased to EUR 1,488 million in 2021

Orders received (EUR million)



Net sales (EUR million)

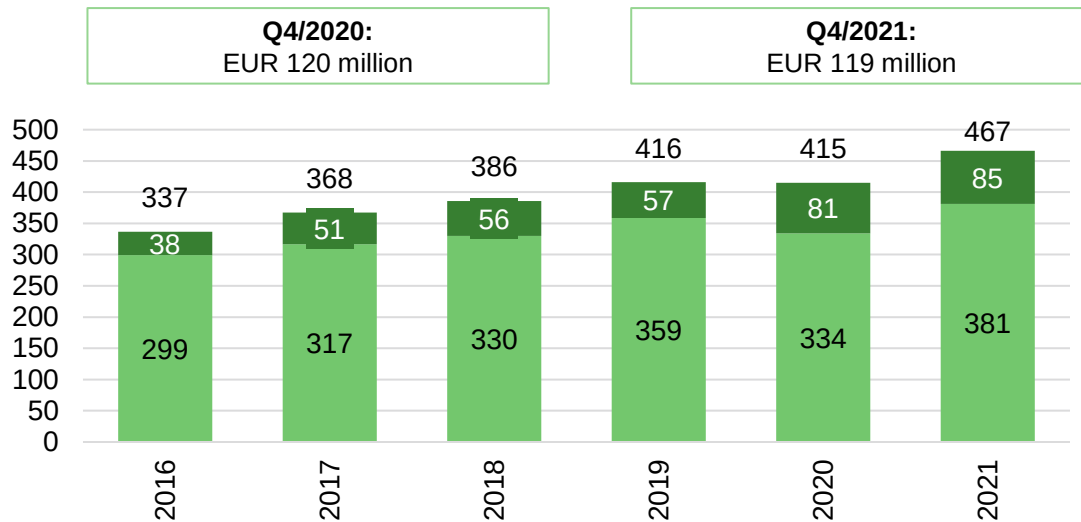


- Orders received increased compared with Q4/2020
  - Orders received increased in all areas except for China, where orders received decreased
  - Orders received increased in Board, Paper and Tissue Solutions, Fabrics and Performance Parts, and remained at the previous year's level in Pulp and Energy Solutions and Rolls
- Net sales remained at the previous year's level compared with Q4/2020
- COVID-19 related travel restrictions impacted Services' business environment in 2021



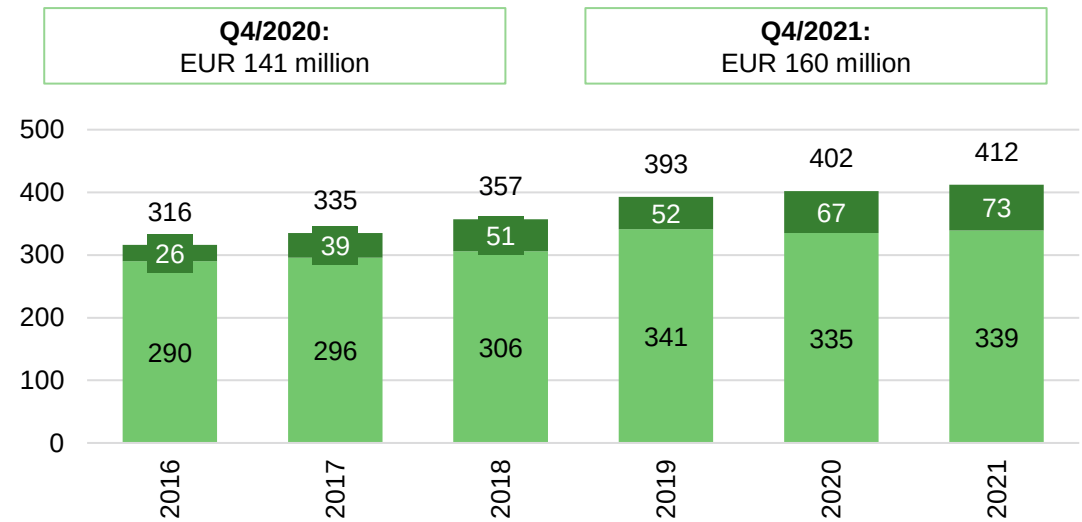
# Automation<sup>1</sup>: Orders received increased to EUR 467 million in 2021

Orders received (EUR million)



■ Orders received, external ■ Orders received, internal (from other business lines)

Net sales (EUR million)



■ Net sales, external ■ Net sales, internal (from other business lines)

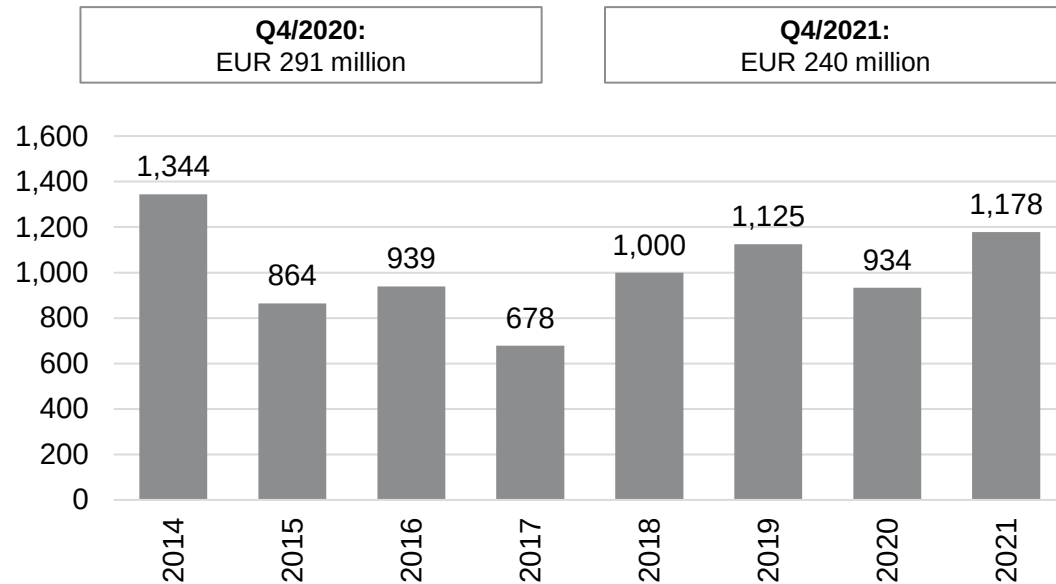
- Orders received remained at the previous year's level compared with Q4/2020
  - Orders received increased in South America and Asia-Pacific, remained at the previous year's level in EMEA and decreased in China and North America
  - Orders received remained at the previous year's level in Pulp and Paper, and decreased in Energy and Process
- Net sales increased compared with Q4/2020
- Component availability was at a reduced level and delivery times of certain components were longer during the fourth quarter



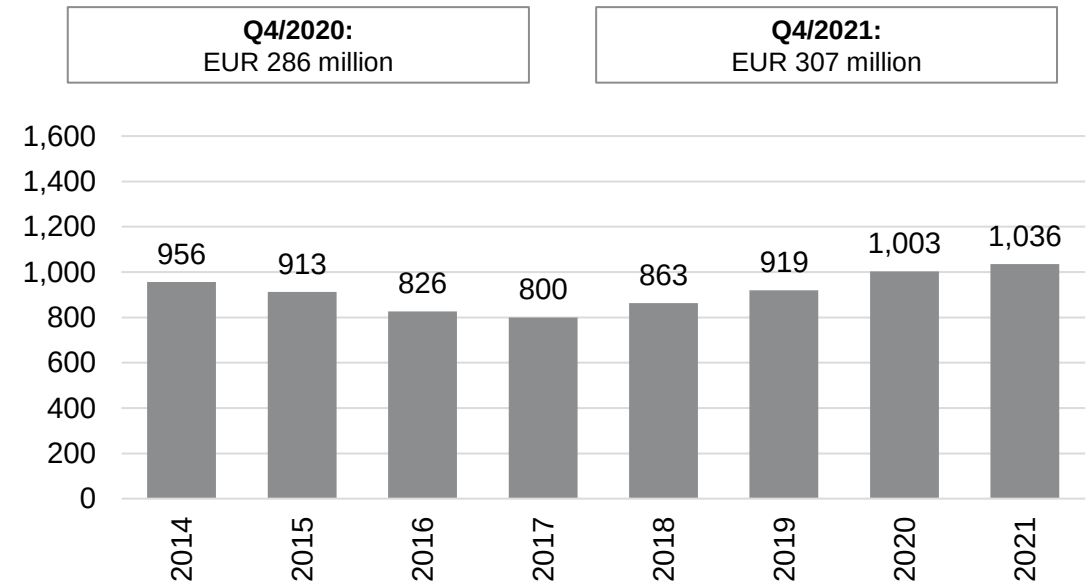
1) Comments refer to orders received and net sales including also internal orders received and internal net sales.

# Pulp and Energy: Orders received increased to EUR 1,178 million in 2021

Orders received (EUR million)



Net sales (EUR million)

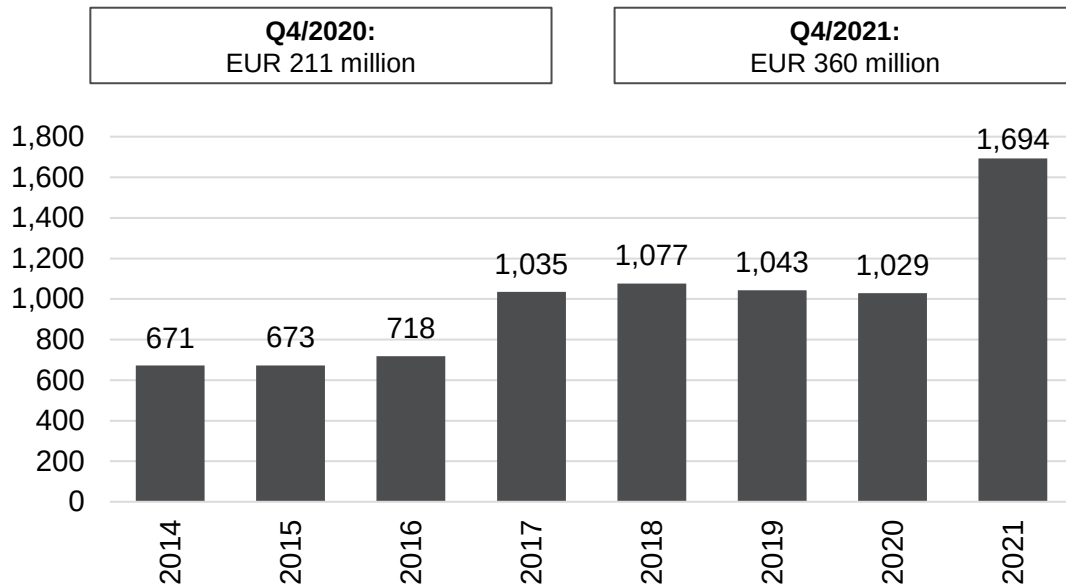


- Orders received decreased compared with Q4/2020
  - Orders received increased in South America, and decreased in all other areas
  - Orders received decreased in both Pulp and Energy
- Net sales increased compared with Q4/2020

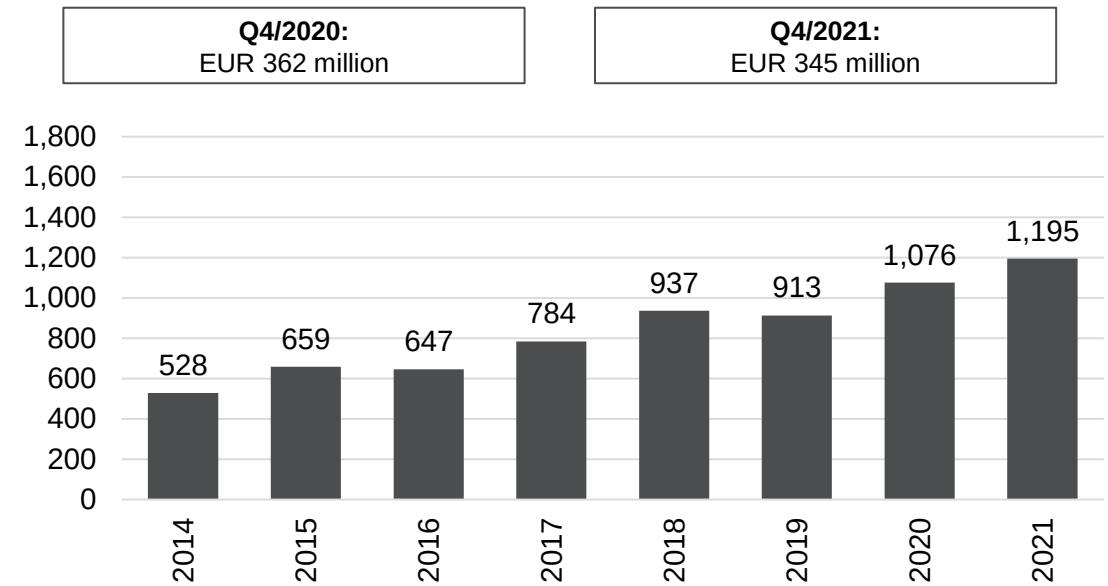


# Paper: Orders received increased to EUR 1,694 million in 2021

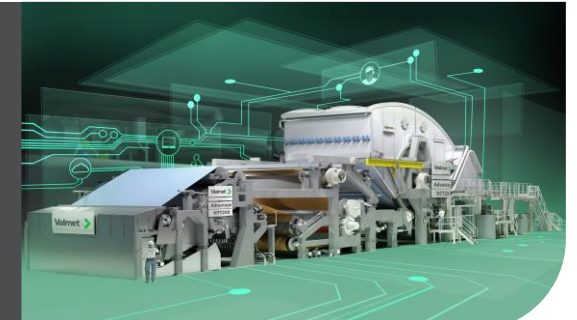
Orders received (EUR million)



Net sales (EUR million)

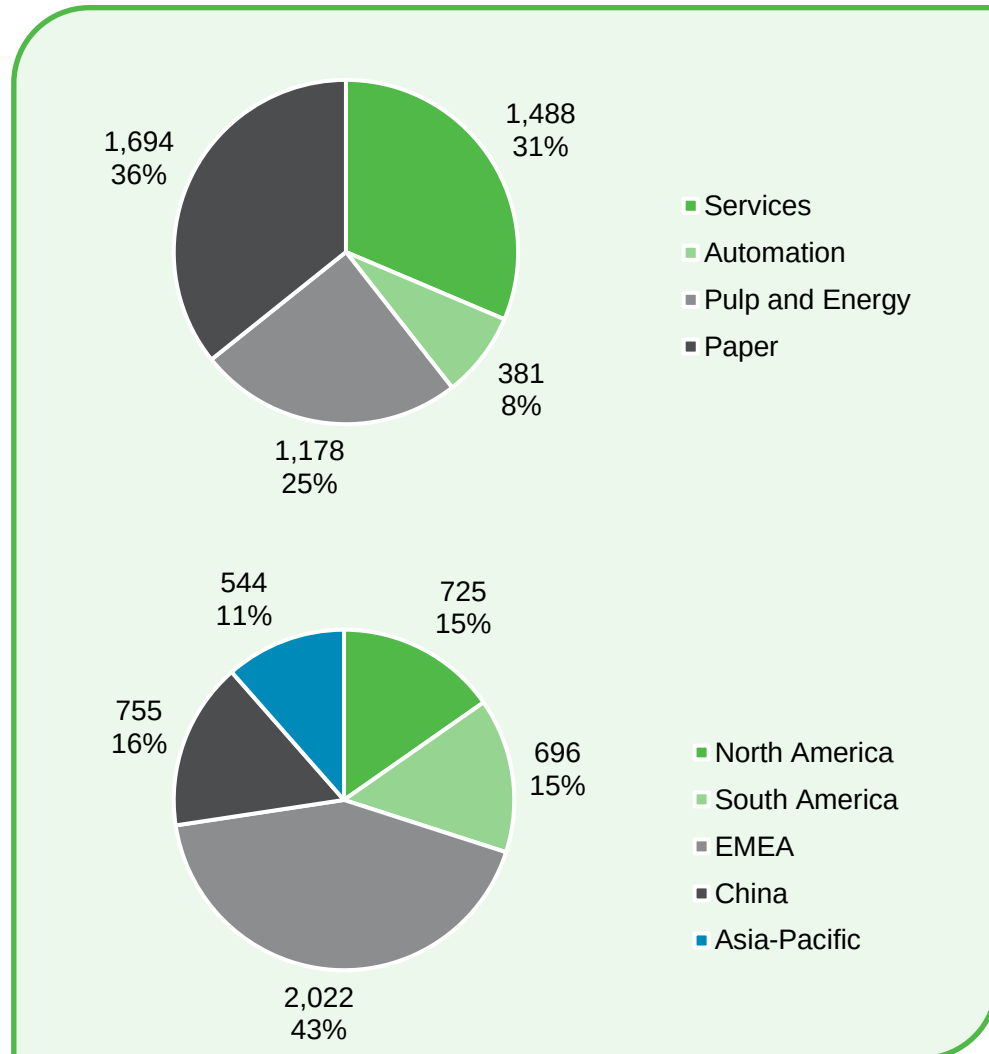


- Orders received increased compared with Q4/2020
  - Orders received increased in EMEA, South America and Asia-Pacific, and decreased in China and North America
  - Orders received increased in Small and Medium size Machines, Stock Preparation and Recycled Fiber, as well as in Board and Paper, and decreased in Tissue
- Net sales remained at the previous year's level compared with Q4/2020

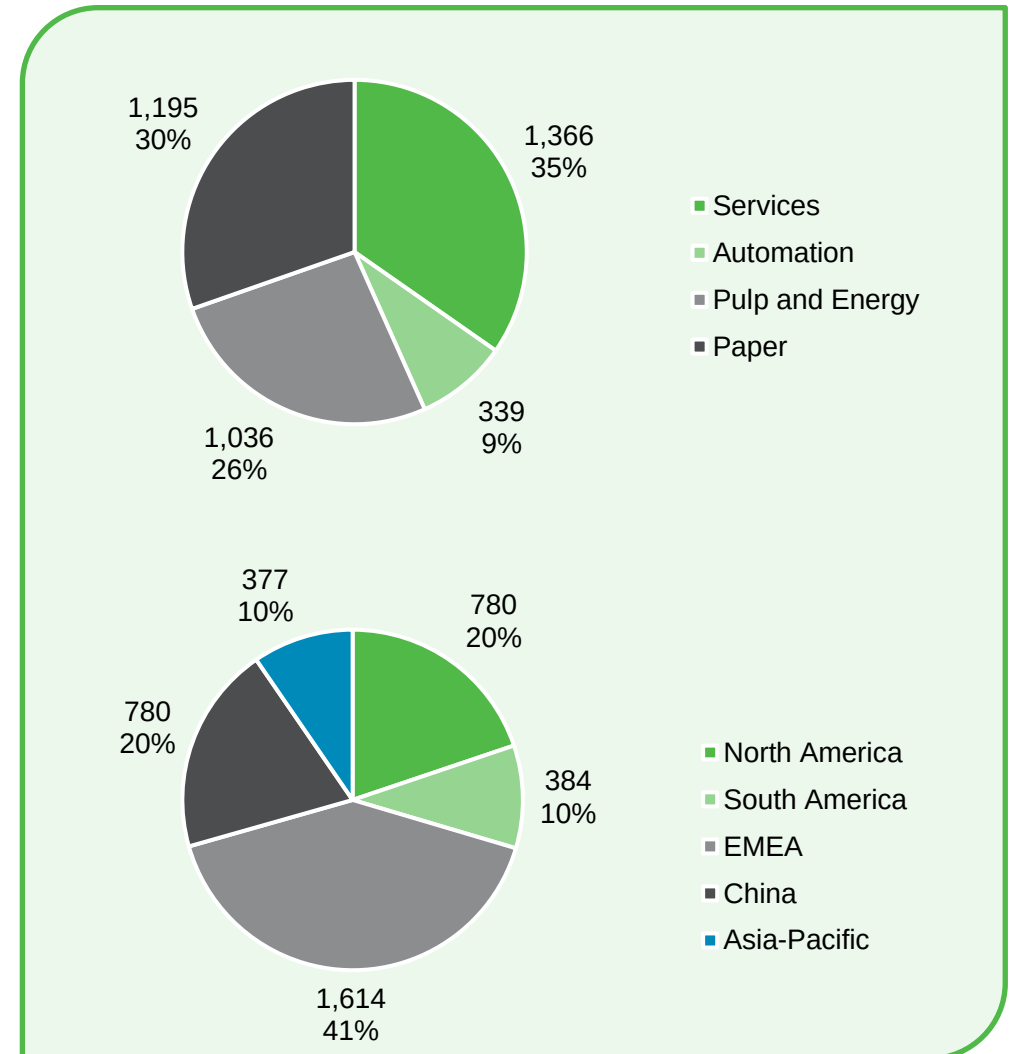


# Orders received and net sales split in 2021

Orders received (EUR million and % of total)

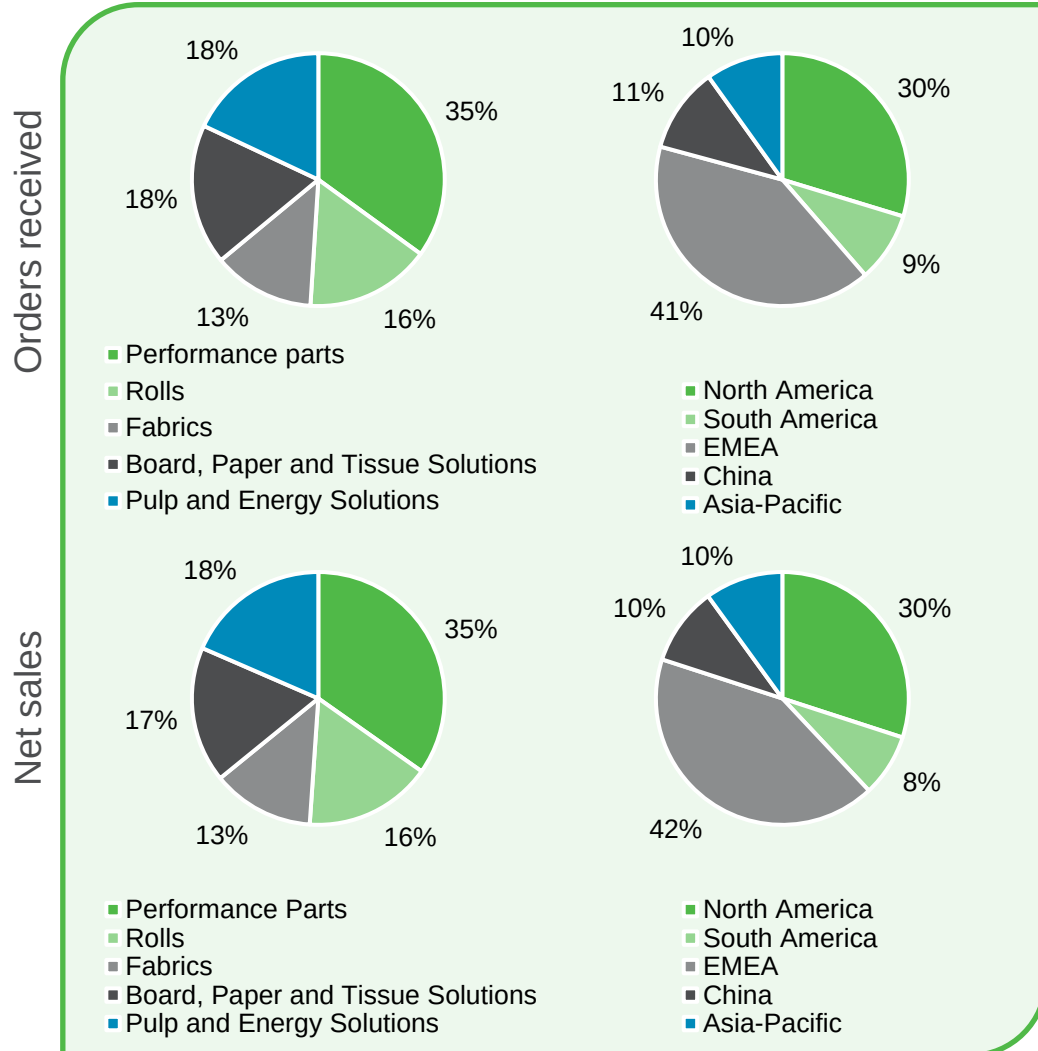


Net sales (EUR million and % of total)

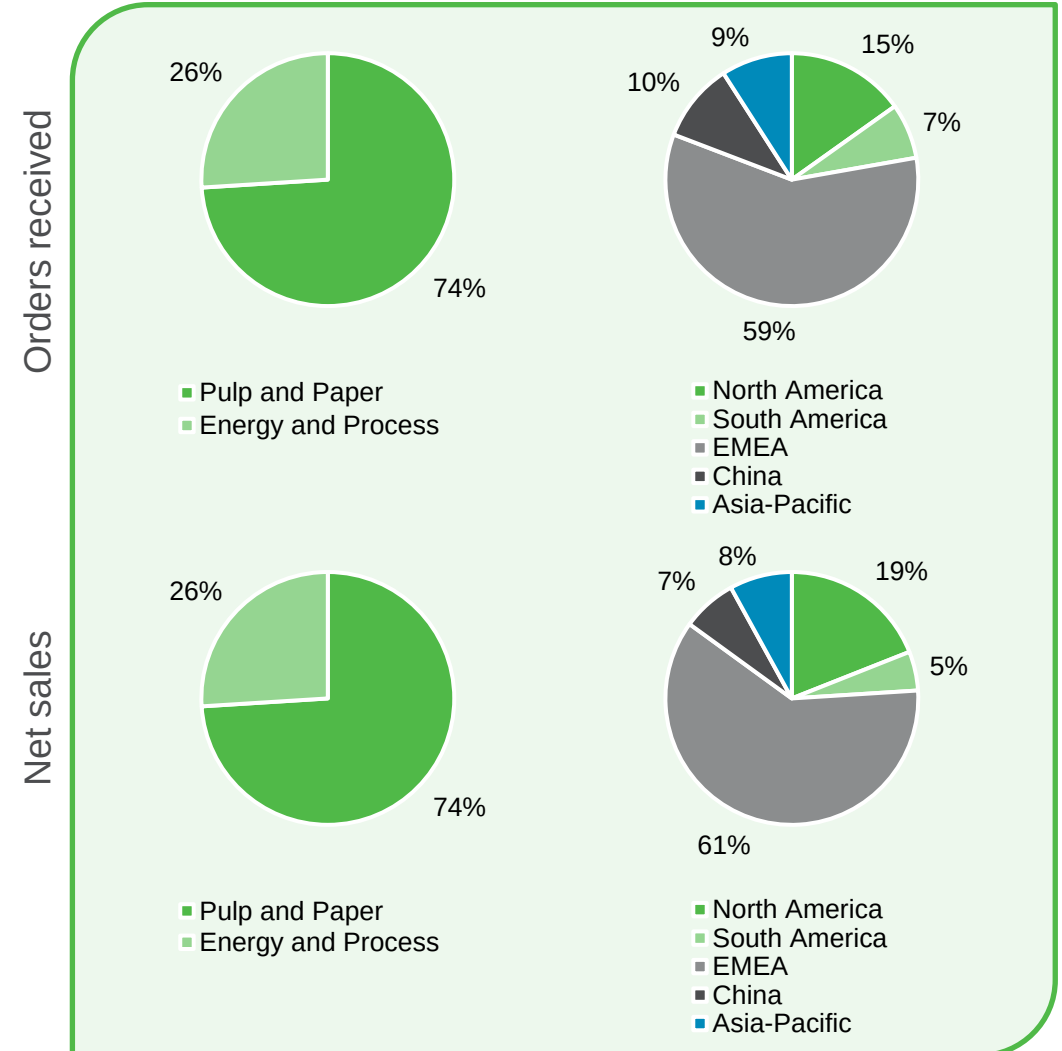


# Business lines in 2021: Stable business

## Services business line



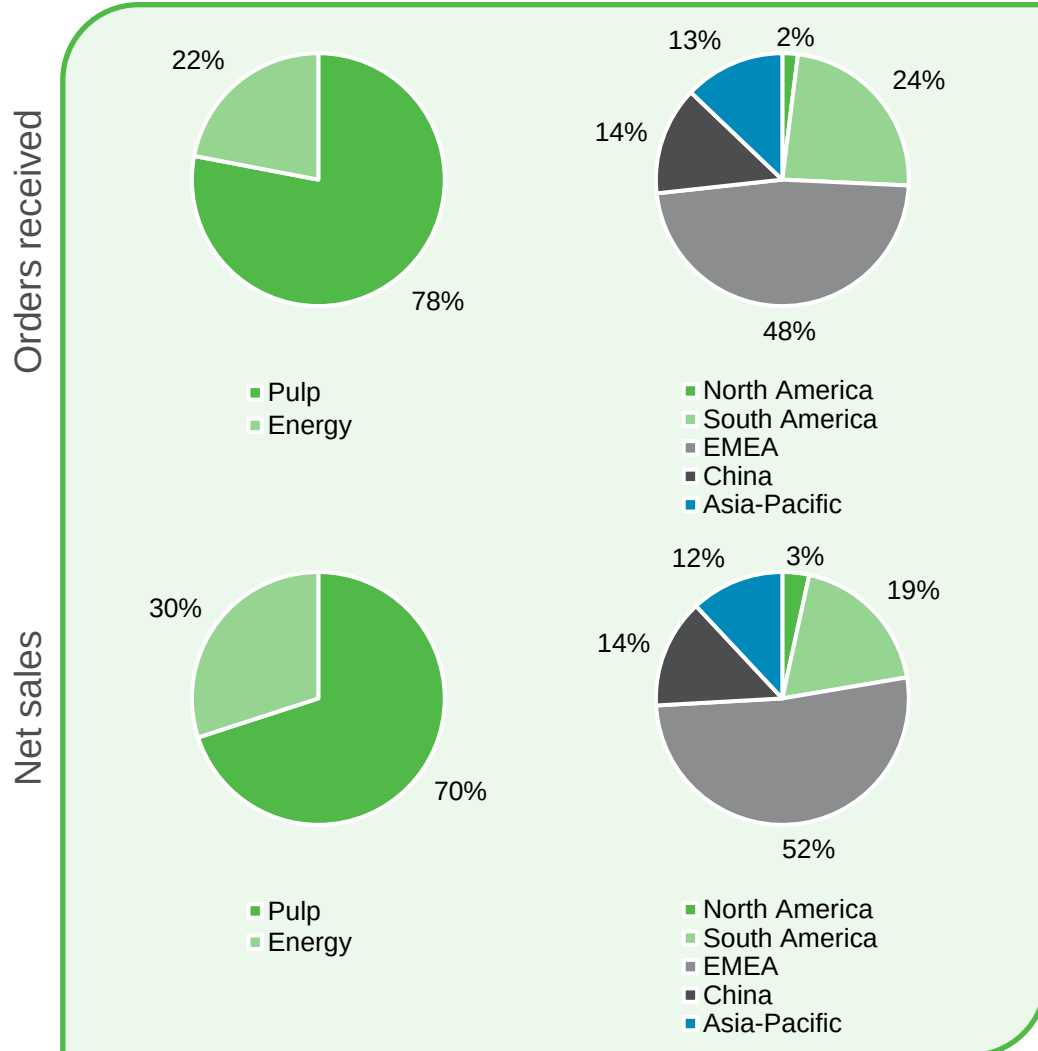
## Automation business line



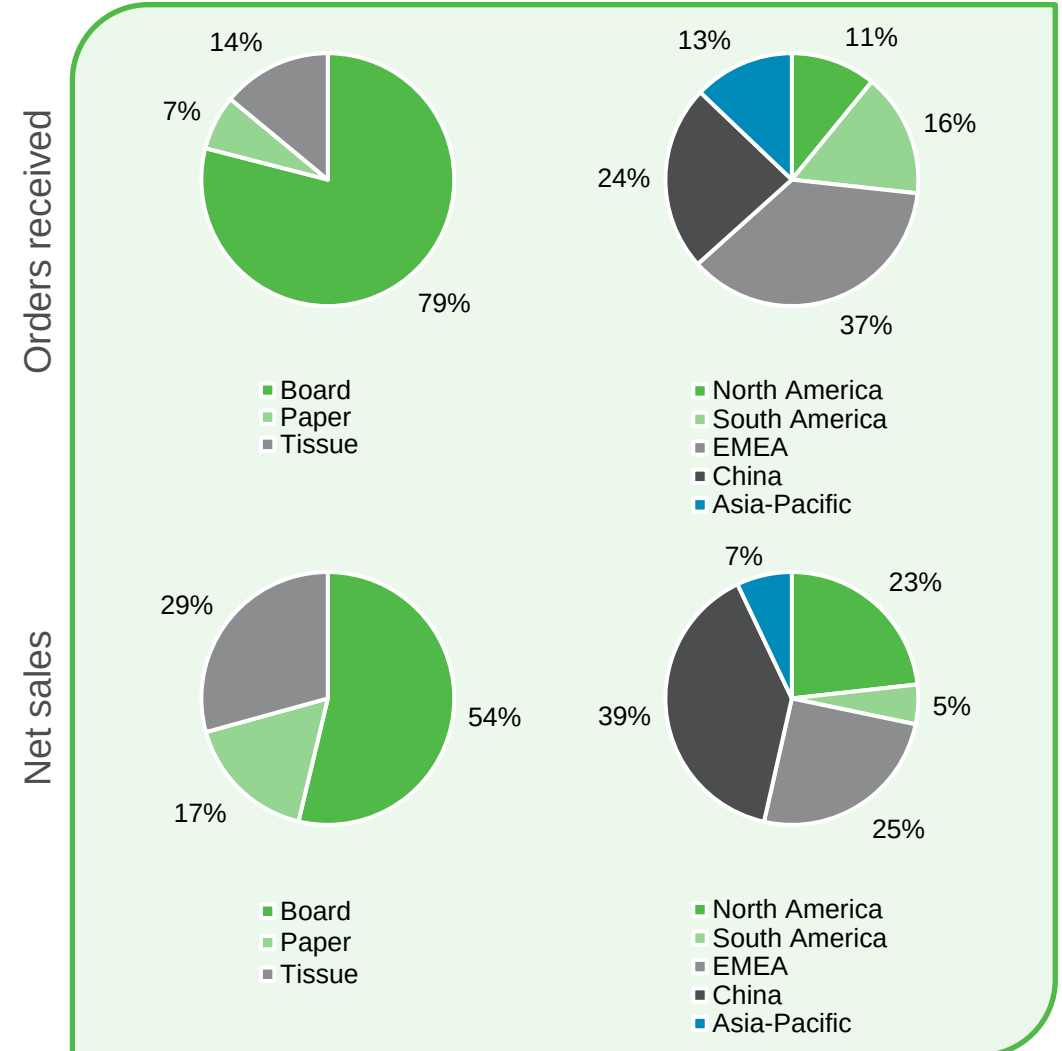
Split to Pulp and Paper / Energy and Process includes internal orders received and net sales.

# Business lines in 2021: Capital business

## Pulp and Energy business line

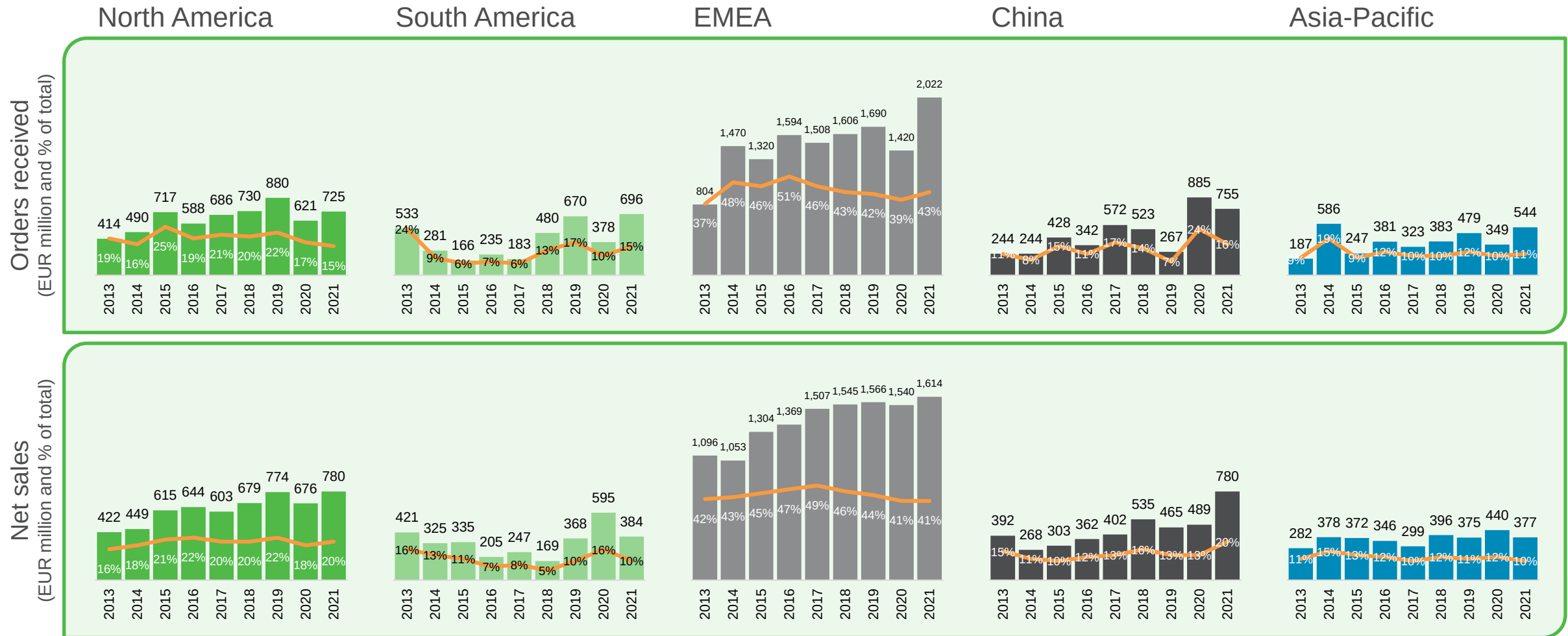


## Paper business line



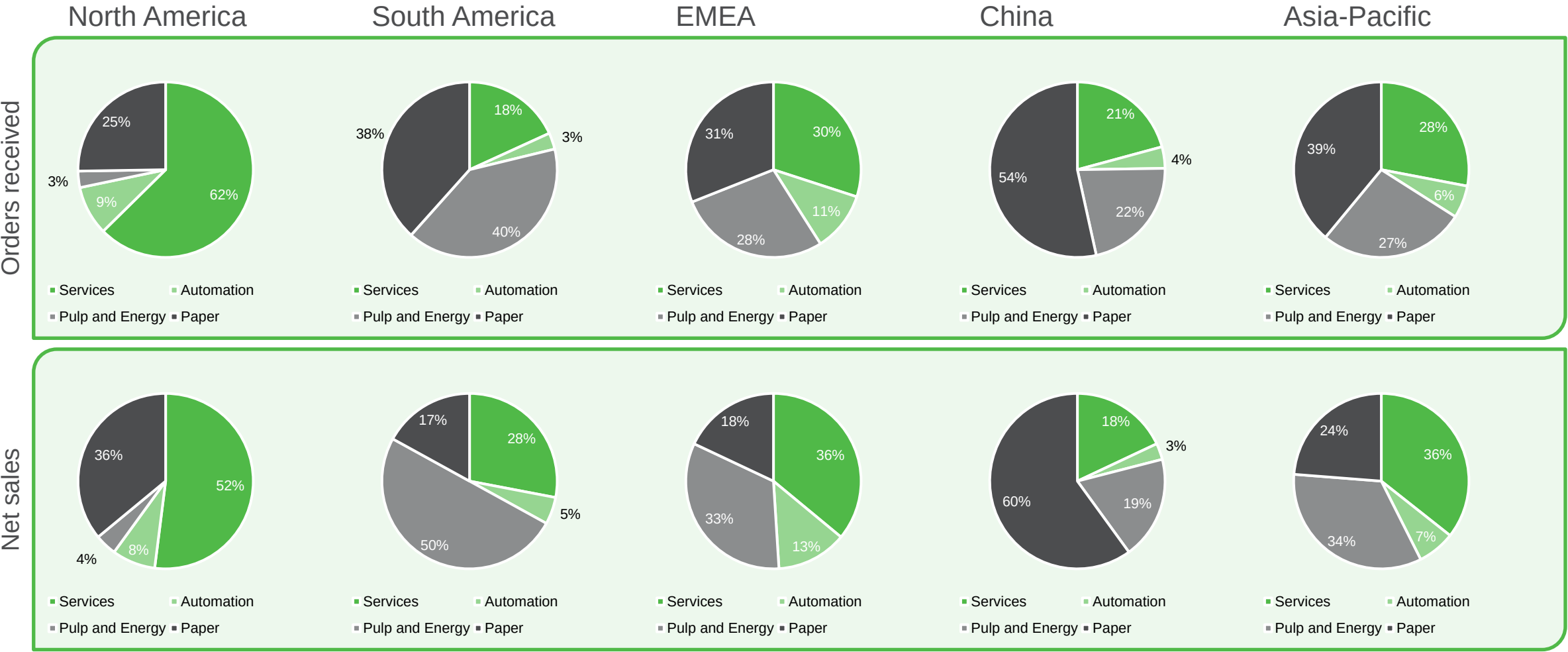


# Areas: Orders received and net sales development



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

# Areas: Business line split in 2021



# Announced orders booked in H1/2022

| Booked quarter | Date  | Description                                                                 | Business line | Country | Value                                                                          |
|----------------|-------|-----------------------------------------------------------------------------|---------------|---------|--------------------------------------------------------------------------------|
| Q1             | Feb 2 | Waste-to-energy boiler to Thang Long Energy Environment Joint Stock Company | Pulp & Energy | Vietnam | Not disclosed. The value of an order of this type is around EUR 20–30 million. |

# Announced orders booked in H2/2021

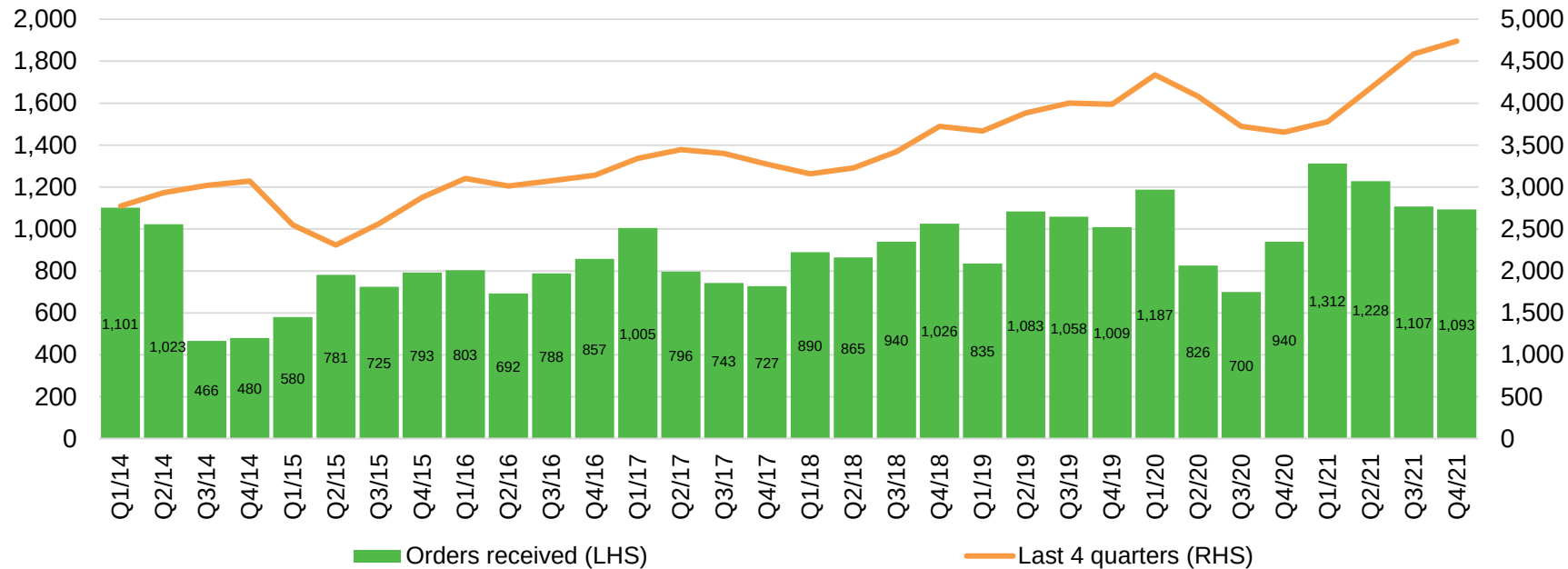
| Booked quarter | Date   | Description                                                                                                                     | Business line   | Country | Value                                                                                                                                              |
|----------------|--------|---------------------------------------------------------------------------------------------------------------------------------|-----------------|---------|----------------------------------------------------------------------------------------------------------------------------------------------------|
| Q3             | Jul 7  | Turnkey biopower plant for the city of Salzburg                                                                                 | Pulp and Energy | Austria | Not disclosed.                                                                                                                                     |
| Q3             | Sep 17 | Container board making line to Kipas Kagit                                                                                      | Paper           | Turkey  | Not disclosed. The total value of an order of this delivery scope is typically around EUR 90-110 million.                                          |
| Q3             | Sep 23 | High-capacity winder to Norske Skog                                                                                             | Paper           | France  | Not disclosed. The value of an order of this type is typically around EUR 10-20 million.                                                           |
| Q3             | Sep 27 | Coated board making line                                                                                                        | Paper           | Asia    | Not disclosed. The total value of an order of this delivery scope including the BCTMP order booked in Q2/2021 is typically around EUR 200 million. |
| Q3             | Oct 4  | Tissue line to Arkhbum Tissue Group                                                                                             | Paper           | Russia  | Not disclosed. However, a project of this size and scope is typically valued at around EUR 20-40 million.                                          |
| Q3             | Oct 6  | Key board machine technology to Zhejiang Forest United Paper                                                                    | Paper           | China   | Not disclosed. However, a project of this size and scope is typically valued at around EUR 10 million.                                             |
| Q3             | Oct 14 | OptiConcept M board production line                                                                                             | Paper           | USA     | Not disclosed. The value of an order of this type is typically around EUR 80-90 million.                                                           |
| Q3             | Dec 22 | Oxygen delignification system to Arkhangelsk Pulp and Paper                                                                     | Pulp and Energy | Russia  | The value of the order will not be disclosed. However, a delivery with this scope of supply is usually valued between EUR 10-15 million.           |
| Q3             | Dec 28 | Biomass power boiler and a flue gas cleaning system to Tahara Biomass Power LLC                                                 | Pulp and Energy | Japan   | The value of the order will not be disclosed. A project of this size and scope is typically valued at around EUR 70 million.                       |
| Q4             | Nov 5  | Major technology and automation delivery for CMPC Guaíba pulp mill's modernization project                                      | Pulp and Energy | Brazil  | Not disclosed.                                                                                                                                     |
| Q4             | Dec 9  | Long-term Performance Agreement and a board machine rebuild to Metsä Board Husum                                                | Paper           | Sweden  | The value of the order will not be disclosed. The total value of an order of this type and delivery scope is typically around EUR 70–80 millions.  |
| Q4             | Dec 15 | Old Corrugated Containers, stock preparation and OptiConcept M container board making lines to Kivanç Tekstil Sanayi Ve Ticaret | Paper           | Turkey  | The value of the order will not be disclosed. A project of this size and scope is typically valued at around EUR 60–70 million.                    |
| Q4             | Dec 16 | Grade conversion rebuild to VPK's Alizay                                                                                        | Paper           | France  | Not disclosed.                                                                                                                                     |
| Q4             | Dec 21 | Extensive recycled fiber line and paper machine grade conversion rebuild to Model Paper Eilenburg                               | Paper           | Germany | The value of the order will not be disclosed. The total value of an order of this type and delivery scope is typically around EUR 90–100 million.  |
| Q4             | Jan 20 | Board machine rebuild to Stora Enso                                                                                             | Paper           | Sweden  | The value of the order will not be disclosed. The total value of an order of this type and delivery scope is typically around EUR 30-40 million.   |

# Announced orders booked in H1/2021

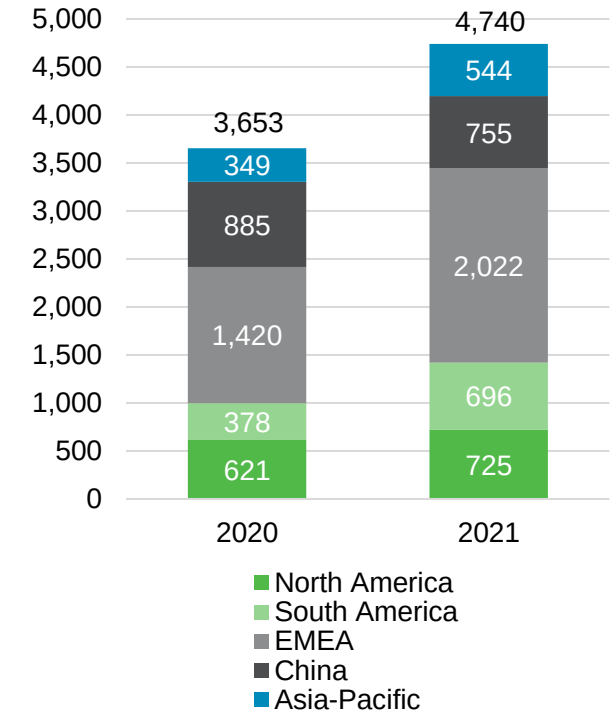
| Booked quarter | Date   | Description                                                                   | Business line          | Country        | Value                                                                                                                                                           |
|----------------|--------|-------------------------------------------------------------------------------|------------------------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Q1             | Jan 15 | Extensive tissue machine rebuild for Metsä Tissue                             | Paper                  | Finland        | Not disclosed                                                                                                                                                   |
| Q1             | Jan 29 | Textile recycling plant's main equipment for Renewcell                        | Pulp and Energy        | Sweden         | Around EUR 25 million                                                                                                                                           |
| Q1             | Feb 19 | All main process islands and automation for a bioproduct mill for Metsä Fibre | Pulp and Energy        | Finland        | About EUR 350-400 million                                                                                                                                       |
| Q1             | Mar 2  | A coated board line and a fine paper making line for Fujian Liansheng         | Paper                  | China          | Not disclosed. An order of this scope typically adds up to around EUR 190–220 million                                                                           |
| Q1             | Mar 25 | Tissue line for Aktül Kagit                                                   | Paper                  | Turkey         | Not disclosed                                                                                                                                                   |
| Q1             | Apr 29 | Multifuel boiler plant for Veolia Energie                                     | Pulp and Energy        | Czech Republic | Typically, the value of this kind of order is EUR 35-40 million.                                                                                                |
| Q1             | May 11 | Two tissue lines for Zhejiang Jingxing                                        | Paper                  | China          | Not disclosed. Typically, the value of this kind of order is around EUR 20-30 million                                                                           |
| Q1             | May 12 | Tissue making line for C&S                                                    | Paper                  | China          | Not disclosed. A project of this size and scope is typically valued at around EUR 5-10 million.                                                                 |
| Q2             | Apr 14 | Evaporation plant for Södra Cell                                              | Pulp and Energy        | Sweden         | Not disclosed. A project of this size and scope is typically valued at around EUR 30 million                                                                    |
| Q2             | May 17 | Drying technology for Spinnova-Suzano joint venture                           | Paper                  | Finland        | Not disclosed.                                                                                                                                                  |
| Q2             | Jun 11 | Major pulp and board technology delivery for Klabin                           | Paper, Pulp and Energy | Brazil         | Not disclosed. The total value of order of this type and delivery scope is typically around EUR 320-360 million.                                                |
| Q2             | Jun 23 | Two container board making lines for Zhejiang Shanying Paper                  | Paper                  | China          | Not disclosed.                                                                                                                                                  |
| Q2             | Jul 8  | Tissue line for Hayat Kimya                                                   | Paper                  | Russia         | Not disclosed.                                                                                                                                                  |
| Q2             | Jul 13 | Conversion from paper machine to fluff pulp drying machine for Daio Paper     | Pulp and Energy        | Japan          | Not disclosed.                                                                                                                                                  |
| Q2             | Jul 14 | Boiler upgrade and a flue gas cleaning system for Stora Enso                  | Pulp and Energy        | Finland        | Typically, the value of this kind of order is EUR 15-20 million.                                                                                                |
| Q2             | Jul 15 | Semi-chemical pulp line for Lee & Man Paper                                   | Pulp and Energy        | China          | Typically, the value of this kind of order is EUR 10-20 million.                                                                                                |
| Q2             | Jul 19 | Tissue production line for Eczacıbaşı Consumer Products                       | Paper                  | Turkey         | Not disclosed.                                                                                                                                                  |
| Q2             | Aug 23 | Key pulp technology to Nine Dragons                                           | Pulp and Energy        | China          | Not disclosed. Typically, the value of this kind of order is EUR 140 million.                                                                                   |
| Q2             | Aug 24 | Multifuel power boiler and auxiliary process equipment to Kipaş Kağıt         | Pulp and Energy        | Turkey         | Not disclosed. Typically, the value of this kind of order is EUR 25-35 million.                                                                                 |
| Q2             | Aug 30 | Paper machine grade conversion rebuild                                        | Paper                  | Indonesia      | Not disclosed. The value of an order of this type is typically around EUR 20-30 million.                                                                        |
| Q2             | Sep 27 | BCTMP production line                                                         | Pulp and Energy        | Asia           | Not disclosed. The total value of an order of this delivery scope including the coated board making line booked in Q3/2021 is typically around EUR 200 million. |

# Orders received increased to EUR 4,740 million in 2021

Orders received (EUR million)



Orders received by area (EUR million)

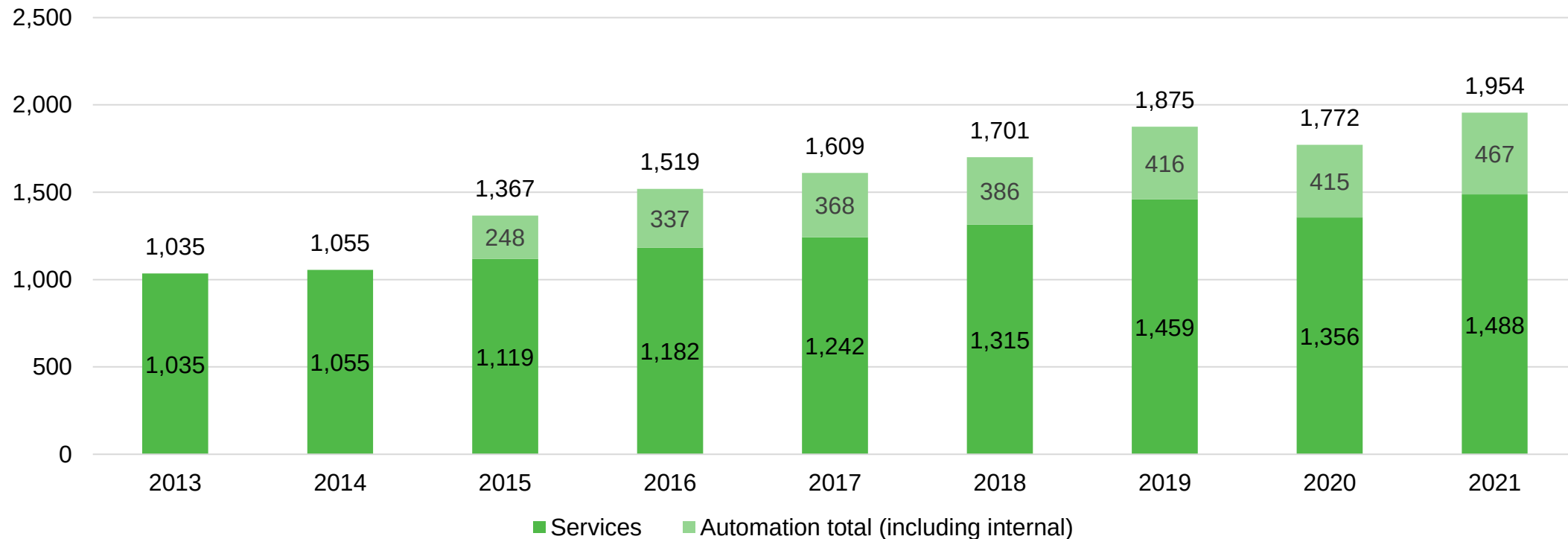


- In stable business<sup>1</sup>, orders received increased to EUR 1,954 million in 2021
- In capital business, orders received increased to EUR 2,872 million in 2021
- Orders received increased both in developed markets and in emerging markets during 2021
  - South America, China and Asia-Pacific together accounted for 42% of orders received

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

# Stable business orders received totaled EUR 1,954 million in 2021

Orders received (EUR million) in stable business<sup>1</sup>



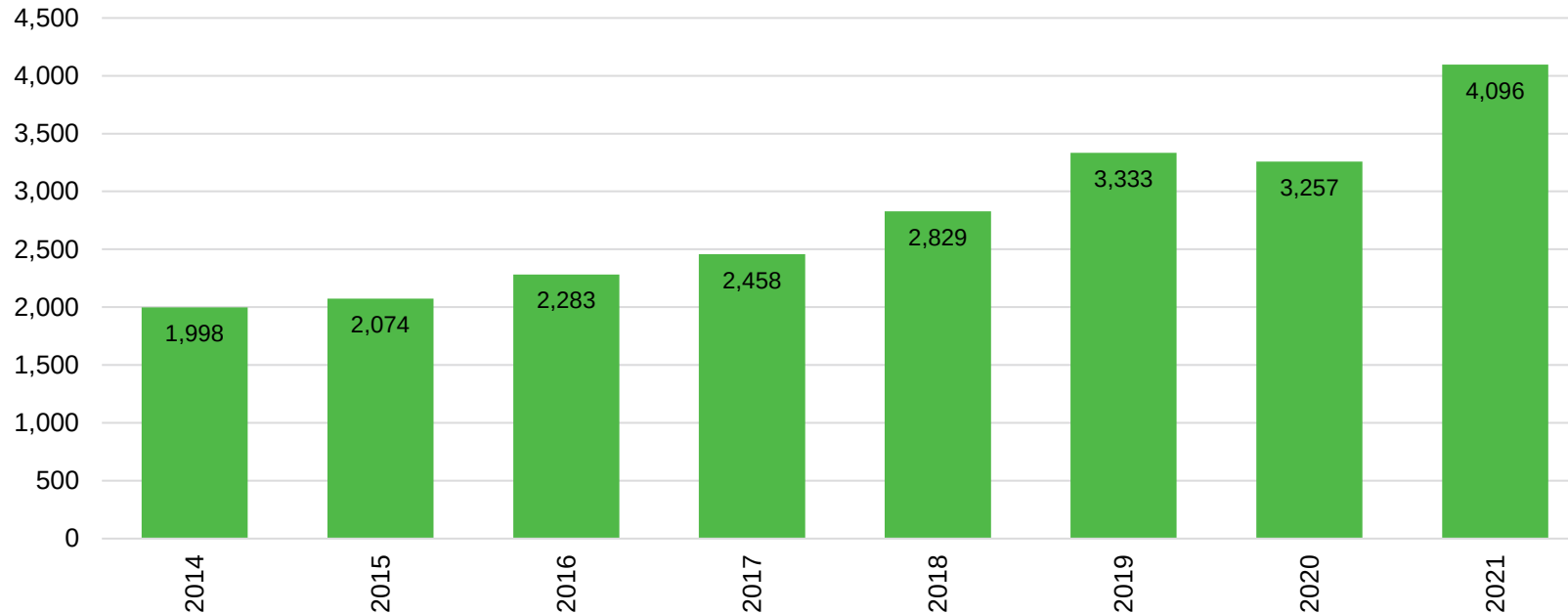
- Total orders received in stable business were EUR 183 million higher in 2021 compared with 2020

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

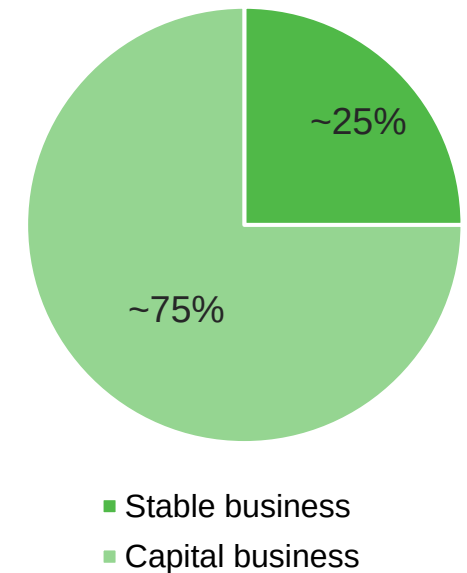
2013 figures on carve-out basis

# Order backlog EUR 4,096 million at the end of 2021

Order backlog (EUR million)



Structure of order backlog

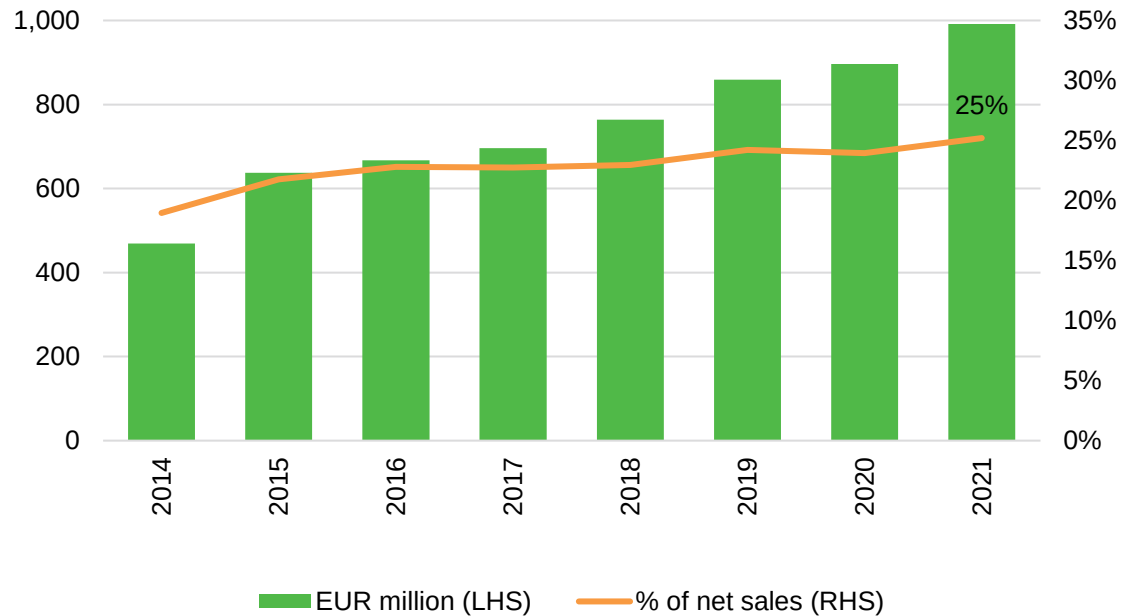


- Order backlog was EUR 103 million lower than at the end of Q3/2021 and EUR 839 million higher than at the end of 2020
- Approximately 70% of the order backlog is currently expected to be realized as net sales during 2022 (at the end of 2020, ~75% during 2021)
- Approximately 25% of the order backlog relates to stable business (~25% at the end of 2020)

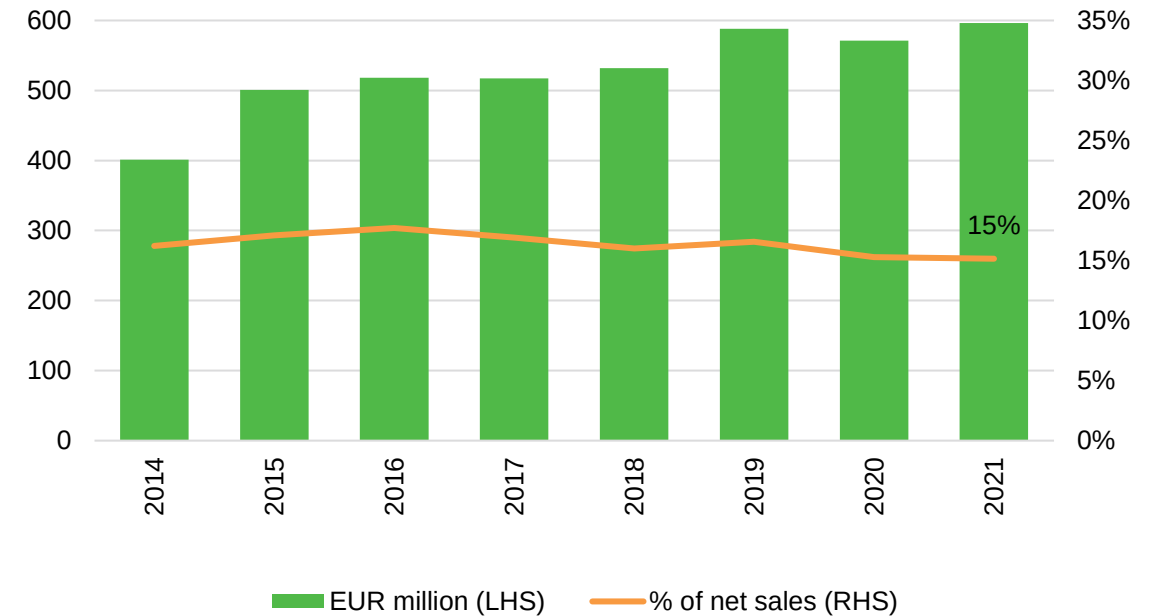


# Gross profit and SG&A development

Gross profit (EUR million and % of net sales)



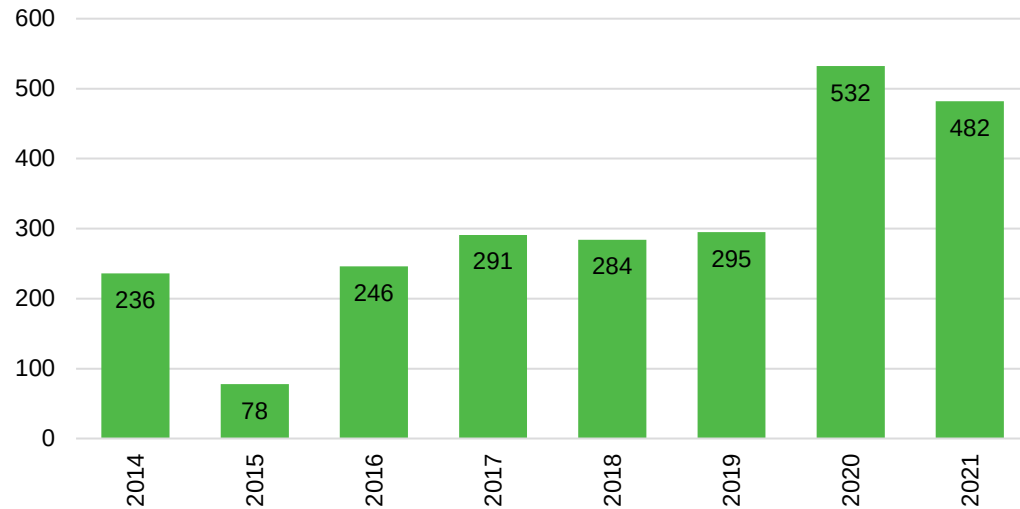
SG&A (EUR million and % of net sales)



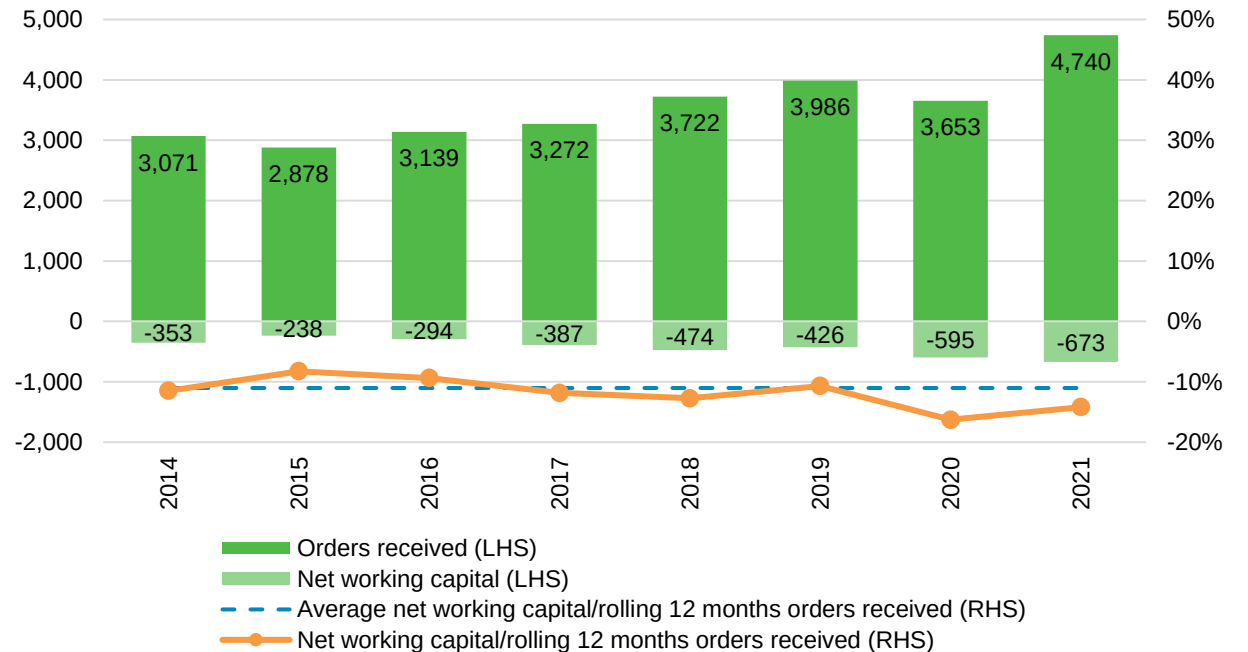
- Gross profit was 25% of net sales in Q4/2021 (23% in Q4/2020)
  - Stable business represented 46% of net sales (44% in Q4/2020)
- Selling, general & administrative (SG&A) expenses increased in Q4/2021 compared with Q4/2020
  - SG&A was 14% of net sales in Q4/2021 (12% in Q4/2020)

# Cash flow provided by operating activities and net working capital

Cash flow provided by operating activities (EUR million)



Net working capital and orders received (EUR million)



- Cash flow provided by operating activities EUR 96 million in Q4/2021
- CAPEX<sup>1</sup> EUR 28 million in Q4/2021
- Net working capital EUR -673 million, which equals -14% of rolling 12 months orders received
- Change in net working capital<sup>2</sup> EUR -51 million in Q4/2021

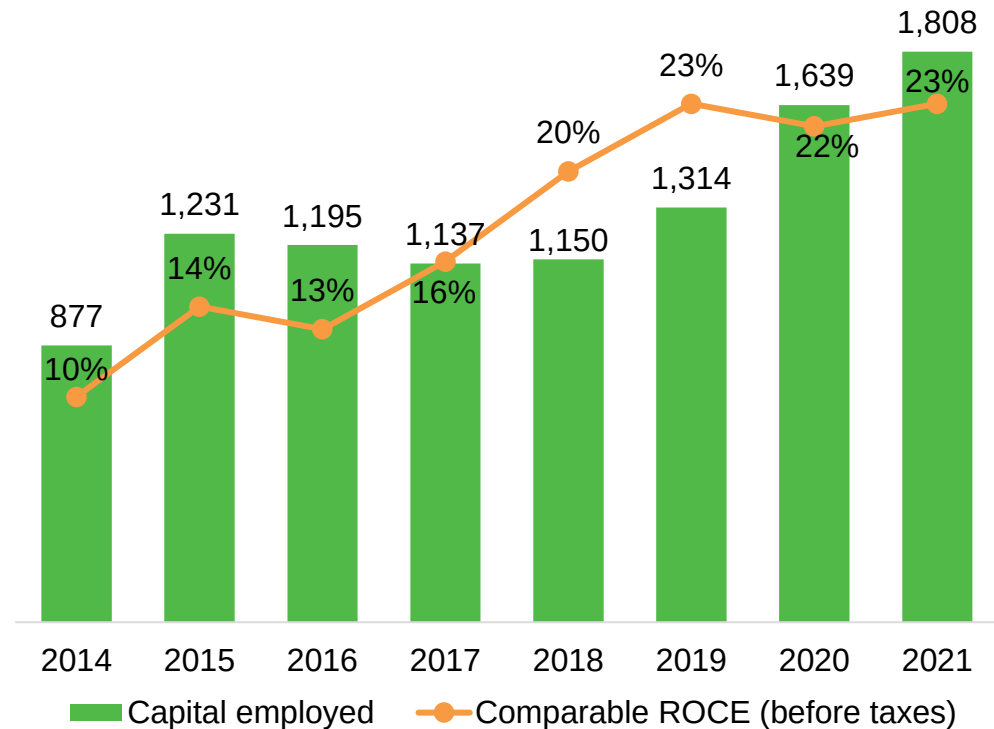
Valmet implemented IFRS 16 – Leases as of January 1, 2019 by applying the simplified transition method and therefore 2018 figures are not restated.

1) Excluding leased assets.

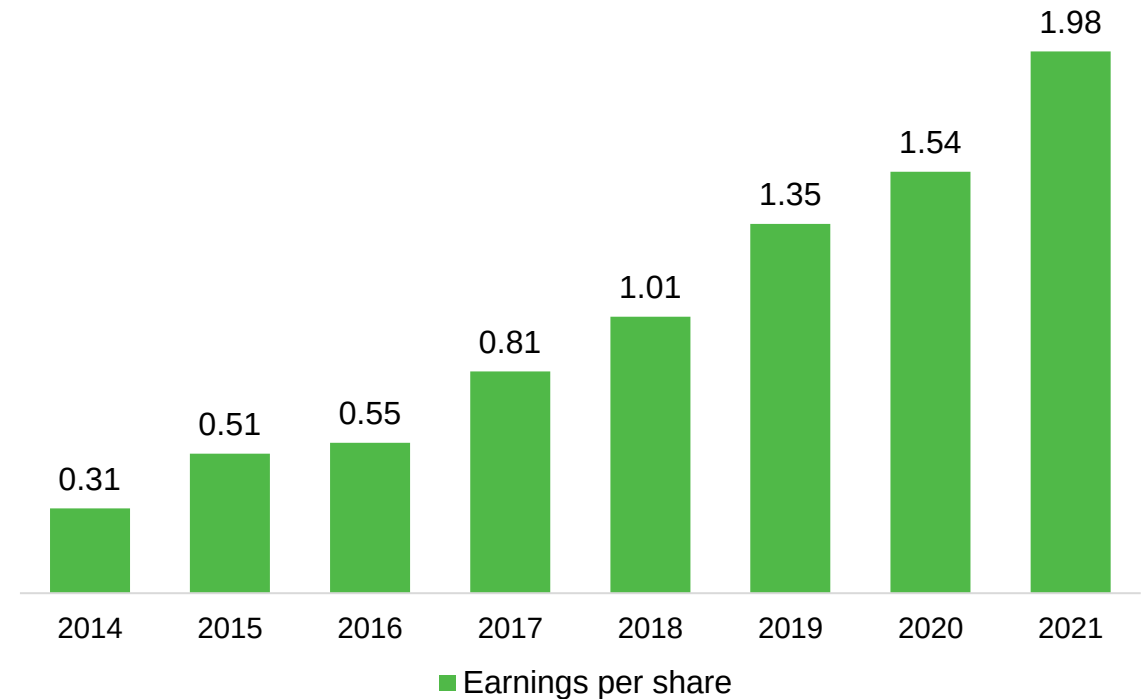
2) Change in net working capital in the consolidated statement of cash flows.

# Capital employed, Comparable ROCE and EPS

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



Earnings per share, EUR



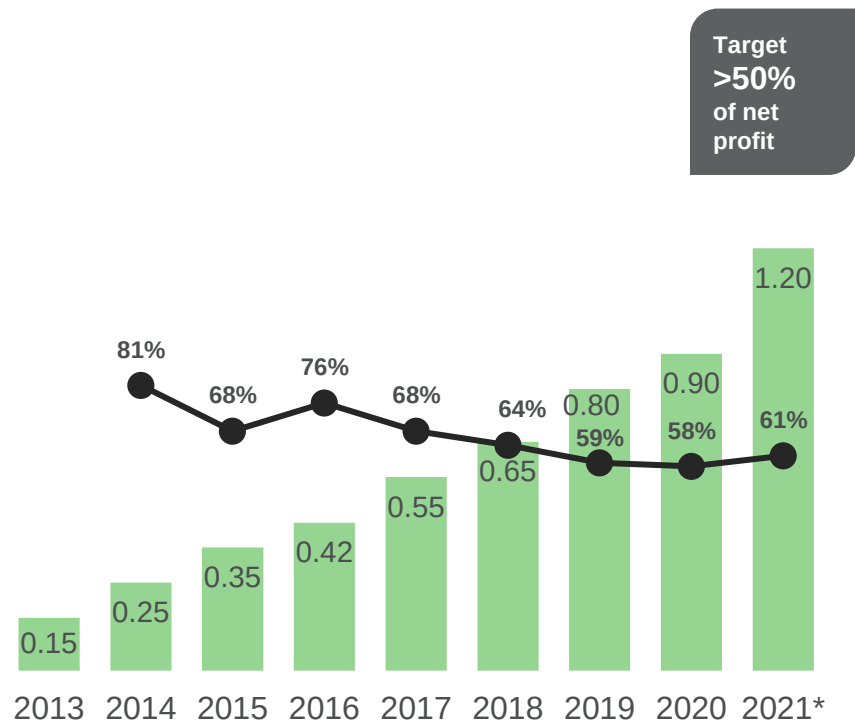
Valmet implemented IFRS 16 – Leases as of January 1, 2019 by applying the simplified transition method, and IFRS 15 – Revenue from Contracts with Customers as of January 1, 2018 by applying full retrospective method. Thus, figures presented are not fully comparable.

# Dividend and balance sheet

Dividend payout at least 50% of net profit

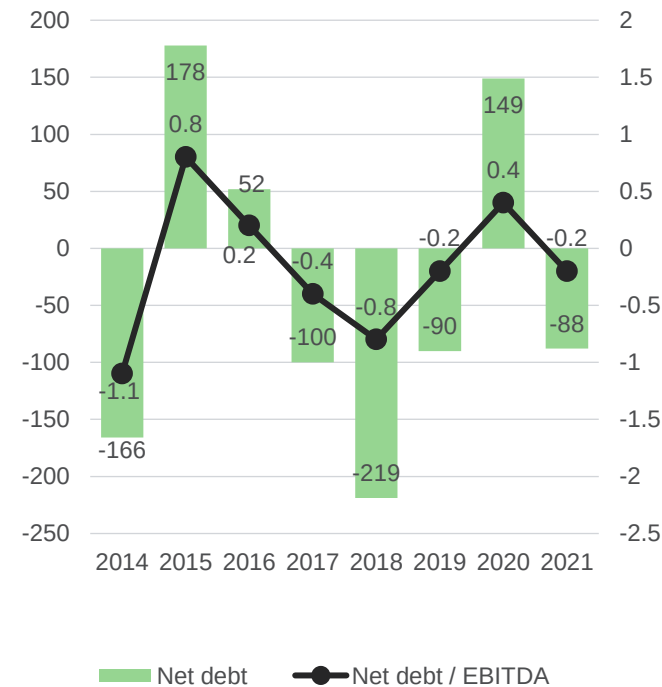
## Track record

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



## Balance sheet and cash flow

Net debt (EUR million)  
Net debt / EBITDA ratio

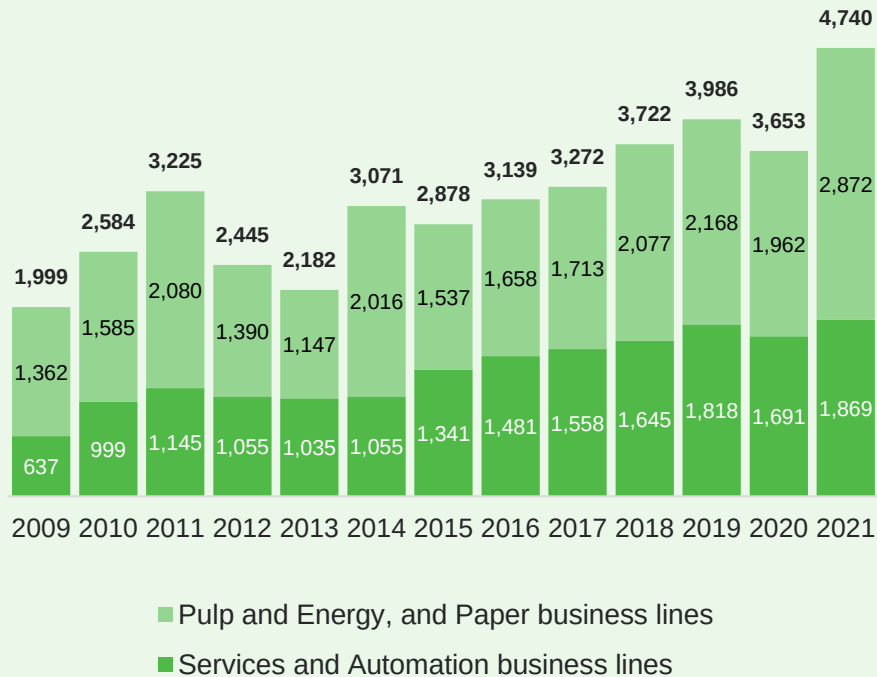


Cash flow provided by operating activities  
Net working capital

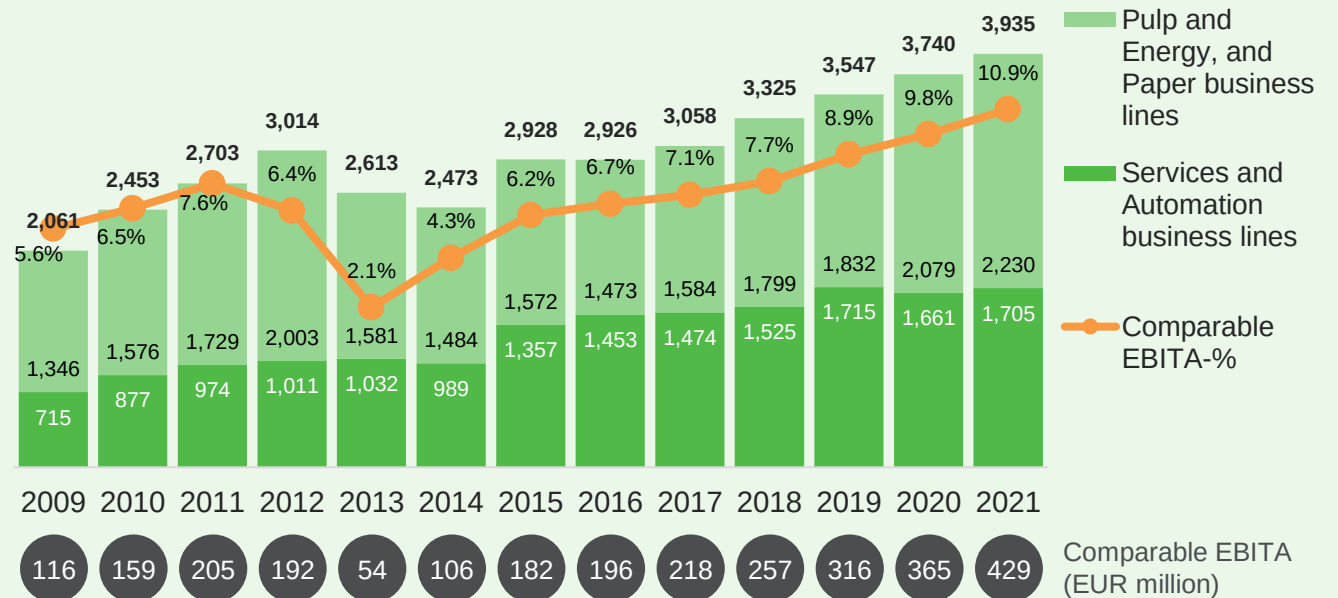


# Orders received and profitability development, annual

Orders received (EUR million)<sup>1</sup>



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



<sup>1)</sup> 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.



Appendix

# Growth and profitability improvement

# Actions to keep growing faster than the market

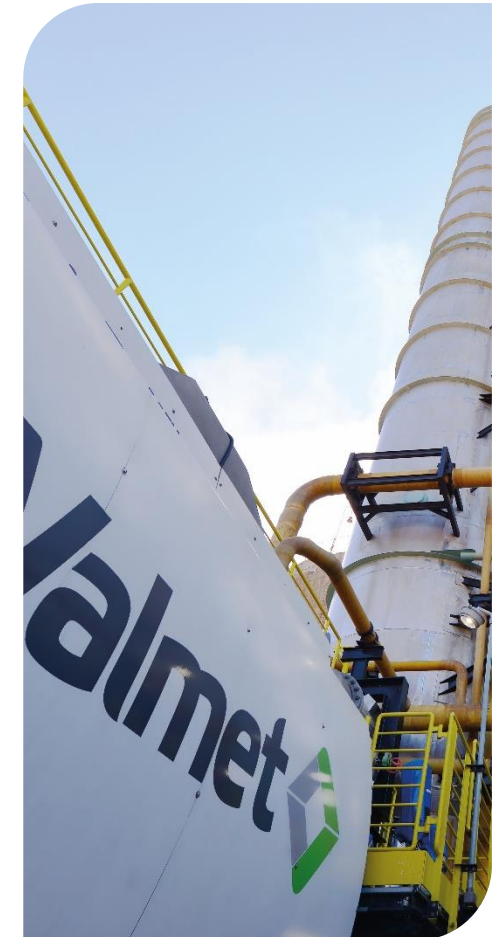
## Net sales growth

### Stable business

- Win new customers and increase share of wallet with existing customers
- Grow service sales and multi-year service agreements with project sales
- Add customer value with on-site and remote services
- Continue to develop Field services as a differentiator
- Competitor replacements in Automation
- Grow through new industries in Automation
- Leverage the new Valmet DNA User Interface to win new business in Automation

### Capital business

- Benefit from strong favorable megatrends in Board, Tissue, Pulp and Energy
- Continue to bring advanced technology to the market
- Leverage strong R&D for new product innovations
- Continued focus on product cost competitiveness
- Create customer value with digitalization and Industrial Internet



# Actions to reach Comparable EBITA target of 10–12%

Comparable EBITA: 10–12%

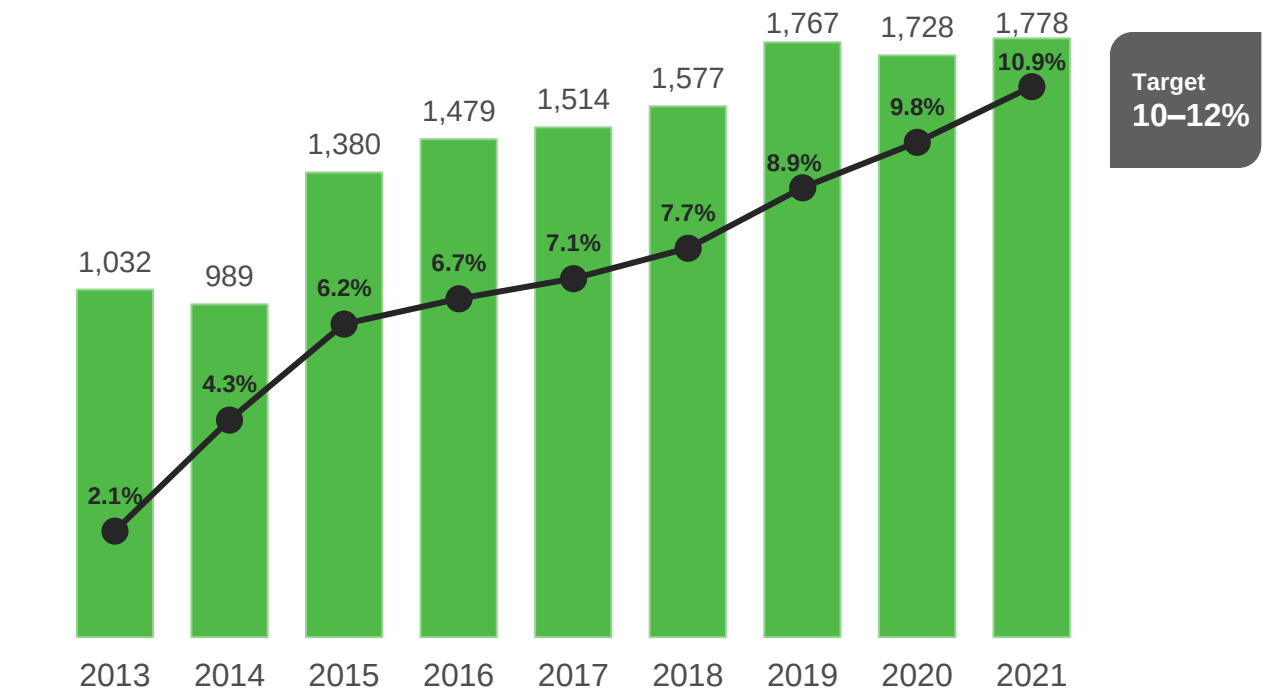
## Actions to reach Comparable EBITA target:

- Grow the stable business
- Focus on improving project management and execution
- Positive margin deviation in capital projects
- Continue to identify savings opportunities in procurement through design-to-cost and supplier relationship management
- Increase flexibility in operations through global footprint development
- R&D and new product launches
- Internal efficiencies through digitalization
- ERP project (from 2023 onwards)

## Track record

Stable business net sales (EUR million)

Comparable EBITA margin (%)





# Actions to maintain ROCE at target level

Comparable return on capital employed (pre-tax): >20%

## Main drivers for ROCE:

- Improvement in Comparable EBITA is the biggest driver for ROCE
- Capital employed has increased due to acquisitions

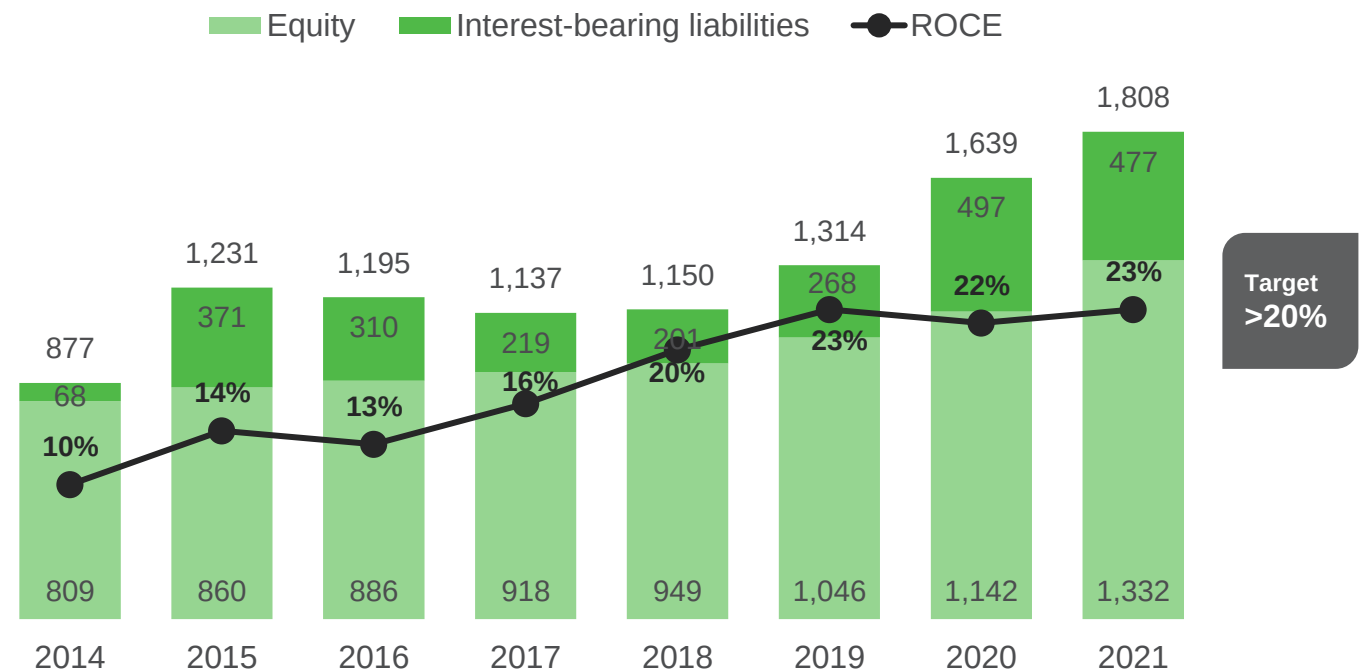
## ROCE at target level in 2020

- Valmet's ROCE of 22% is clearly higher than 2020 peer average of 11%
- Strong balance sheet needed for big projects and swings in market activity

## Track record

Capital employed (EUR million)

Comparable ROCE (% , before taxes)



# Systematically building the future

## Continuous renewal and improvement of operational capability

### ERP renewal

- ERP renewal was started in 2016 and will be completed in 2023
- Project proceeding well
- Benefits are based on digitalization, process efficiency and IT platform simplification
- Enabler for several other platform renewals
- Savings expected from 2023 onwards

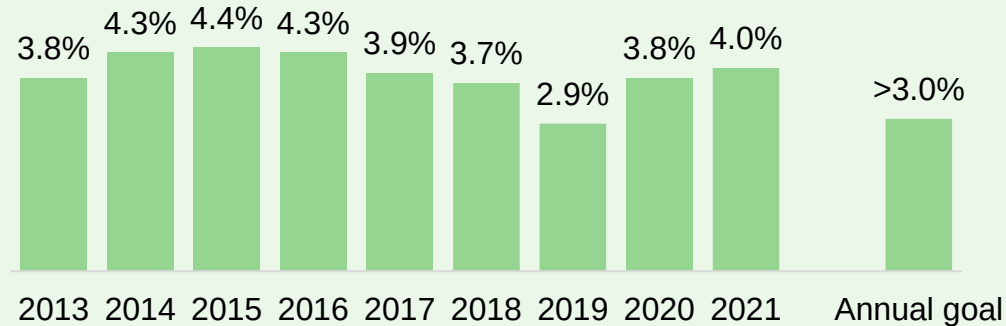
### Operational development

- Procurement transformation towards world-class performance continues
- Adding focus on global processes to decrease quality costs
- IT continues modernizing the core platforms to drive business transformation and to accelerate digitalization
- Continue the work on project management culture and effective processes & practices
- New project portfolio management tool for R&D implemented Valmet wide



# Procurement and quality cost development

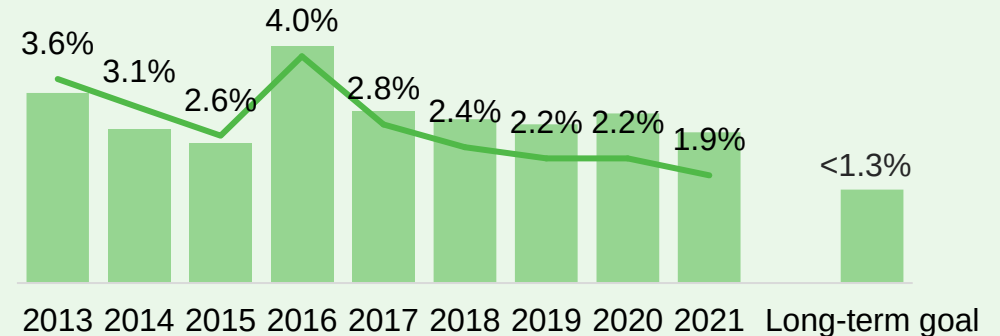
## Implemented procurement savings of annual direct spend



### 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)



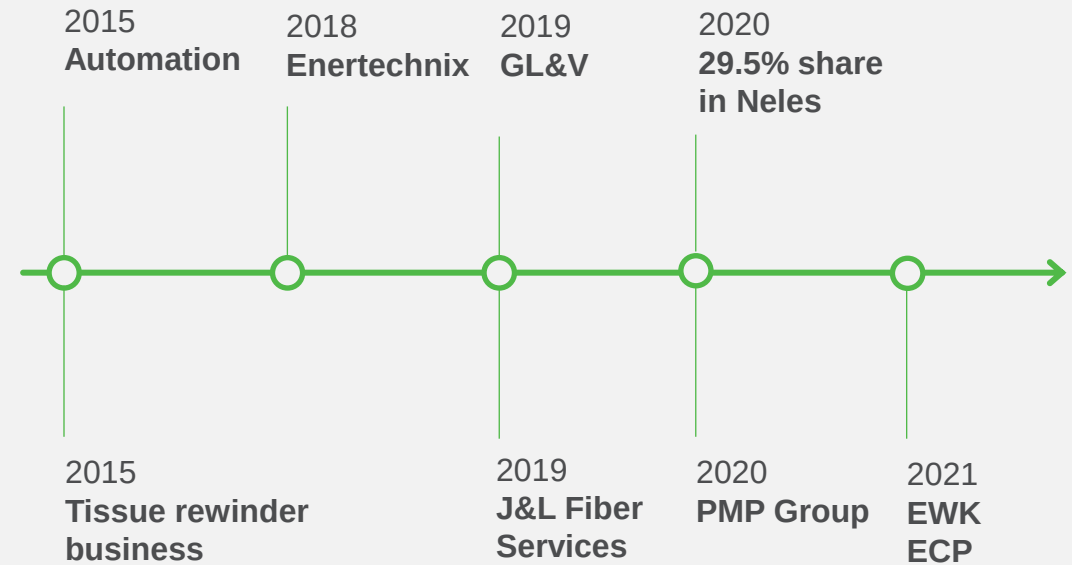
### Long-term quality costs goal <1.3% of net sales

- Adding focus on global processes and Global Management System
- Focused quality development projects related to supplier quality, quality assurance and quality control, continuous improvement, audit and risk management

# Acquisitions

- Valmet's acquisition strategy is to make selective acquisitions with a clear industrial logic to support organic growth
  - Focus on strengthening services and automation and expanding business in the pulp, paper and energy value chain
- Approximately 50 cases evaluated annually
- Seven acquisitions made since becoming independent company in 2014
- Total investment in acquisitions about EUR 1 billion

## Track record of successful acquisitions



# Valmet strengthened its business by acquiring PMP Group

Focus on small and medium-sized tissue machines and board and paper machine rebuilds

- PMP Group supplies process technologies and services for tissue, board and paper machines globally
  - New tissue machines
  - Rebuilds and machine sections for paper and board machines
  - Spare parts and services
- Focus on small and medium-sized tissue machines and board and paper machine rebuilds
- The acquisition complements Valmet's offering and builds further our local presence especially in Central Europe and China
  - Widens Valmet's portfolio to small and medium-sized tissue machines
  - Access to new customer and product segments
- Operations in four countries: Poland, China, USA and Italy
- The acquisition was announced on September 11, 2020 and was completed on October 1, 2020

## Key information about the acquisition

|                      |                              |
|----------------------|------------------------------|
| Net sales in 2019    | EUR ~70 million              |
| Number of employees  | ~650                         |
| Value of acquisition | EUR ~64 million <sup>1</sup> |

1) Plus a conditional and capped earn-out component.

## Operations in Poland, China, USA and Italy



# 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

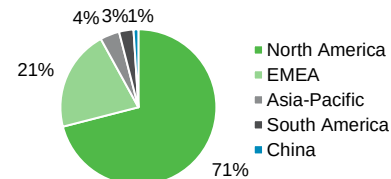
- **J&L Fiber Services** is a manufacturer and provider of refiner segments to the pulp, paper and fiberboard industry
  - Most of the employees are located in Wisconsin, U.S, with global operations through a sales representative and distribution network.
- The acquired business became a part of Valmet's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

## Key information

|                                   |                  |
|-----------------------------------|------------------|
| Net sales in 2018                 | EUR ~160 million |
| EBITA margin in 2018              | ~11%             |
| Number of employees               | ~630             |
| Value of acquisition <sup>1</sup> | EUR ~113 million |

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

## Approximate split of net sales

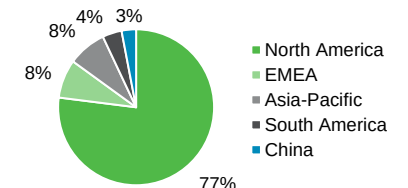


## Key information

|                                   |                 |
|-----------------------------------|-----------------|
| Net sales in 2018                 | EUR ~30 million |
| EBITA margin in 2018              | ~15%            |
| Number of employees               | ~100            |
| Value of acquisition <sup>1</sup> | EUR ~51 million |

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

## Approximate split of net sales





Appendix  
Shareholders and share price  
development

# Largest shareholders on January 31, 2022

Based on indicative data collected by Modular Finance

| #                              | Shareholder name                           | Number of shares   | % of shares and votes |
|--------------------------------|--------------------------------------------|--------------------|-----------------------|
| 1                              | Solidium Oy                                | 16,695,287         | 11.14 %               |
| 2                              | Vanguard                                   | 4,310,537          | 2.88 %                |
| 3                              | Swedbank Robur Funds                       | 4,072,431          | 2.72 %                |
| 4                              | Norges Bank                                | 3,913,666          | 2.61 %                |
| 5                              | Ilmarinen Mutual Pension Insurance Company | 3,905,000          | 2.61 %                |
| 6                              | Handelsbanken Funds                        | 3,728,524          | 2.49 %                |
| 7                              | Oras Invest Oy                             | 3,699,757          | 2.47 %                |
| 8                              | BlackRock                                  | 3,570,378          | 2.38 %                |
| 9                              | ODDO BHF Asset Management                  | 2,504,606          | 1.67 %                |
| 10                             | Elo Mutual Pension Insurance Company       | 2,386,044          | 1.59 %                |
| 10 largest shareholders, total |                                            | 48,786,230         | 32.55%                |
| Other shareholders             |                                            | 101,078,389        | 67.45%                |
| <b>Total</b>                   |                                            | <b>149,864,619</b> | <b>100.0%</b>         |

## 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, 2019        | BlackRock, Inc.               | Below 5%         | Below 5%              |

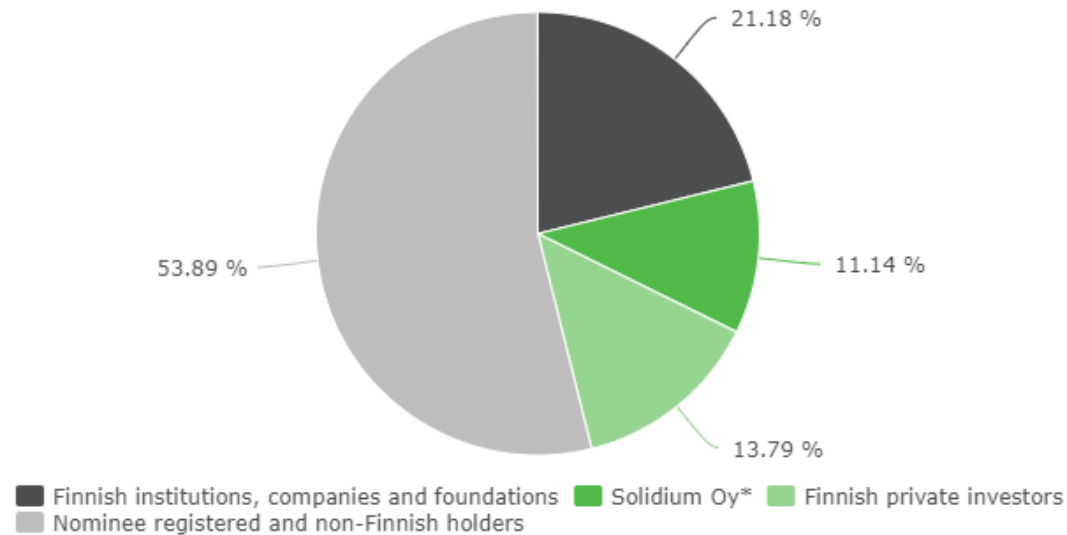


1) Solidium is a holding company that is wholly owned by the Finnish State



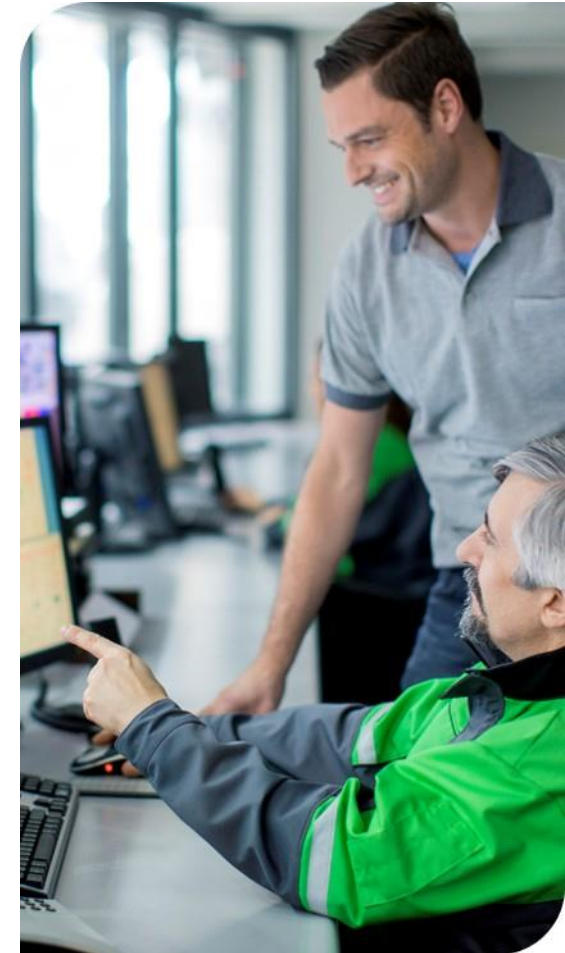
# Shareholder structure on January 31, 2022

Based on Euroclear data. The classification of sectors determined by Statistics Finland.



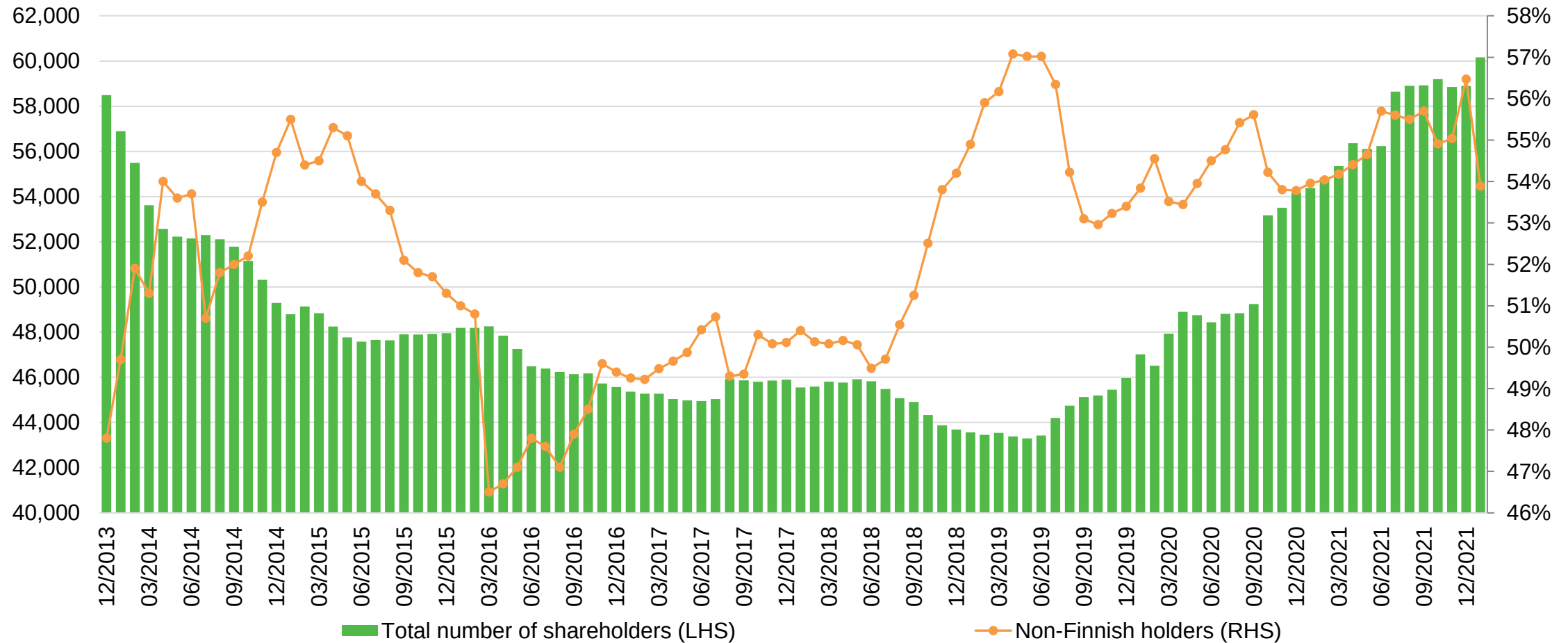
| Sector                                          | Number of shareholders | % of total shareholders | Number of shares   | % of shares   |
|-------------------------------------------------|------------------------|-------------------------|--------------------|---------------|
| Nominee registered and non-Finnish holders      | 393                    | 0.66                    | 80,756,888         | 53.89         |
| Finnish institutions, companies and foundations | 2,494                  | 4.90                    | 31,736,164         | 21.18         |
| Solidium Oy <sup>1</sup>                        | 1                      | 0.00                    | 16,695,287         | 11.14         |
| Finnish private investors                       | 56,820                 | 94.45                   | 20,668,300         | 13.79         |
| On issuer account                               | 0                      | 0.00                    | 7,980              | 0.00          |
| <b>Total</b>                                    | <b>60,162</b>          | <b>100.00</b>           | <b>149,864,619</b> | <b>100.00</b> |

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



# Share of non-Finnish holders and number of shareholders

Valmet has 60,162 shareholders and 53.9% of the shares are held by investors outside Finland



# Valmet share price development

Valmet share price development vs OMXH price index, last 3 years



| Share price                     | Valmet | OMX Helsinki |
|---------------------------------|--------|--------------|
| <b>December 31, 2021</b>        | 37.72  | 12,862       |
| <b>January 31, 2021</b>         | 33.63  | 12,221       |
| <b>High</b>                     | 38.59  | 13,159       |
| <b>Low</b>                      | 32.23  | 11,648       |
| <b>Market cap (EUR million)</b> | 5,040  |              |

|                            | Volume 2021        | % of outstanding |
|----------------------------|--------------------|------------------|
| <b>Total</b>               | 11,100,956         | 7.4%             |
| <b>Median</b>              | 327,047            | 0.2%             |
| <b>Average</b>             | 555,048            | 0.4%             |
| <b>Max</b>                 | 4,062,755          | 2.7%             |
| <b>Min</b>                 | 184,840            | 0.1%             |
| <b>Total no. of shares</b> | <b>149,864,619</b> |                  |



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

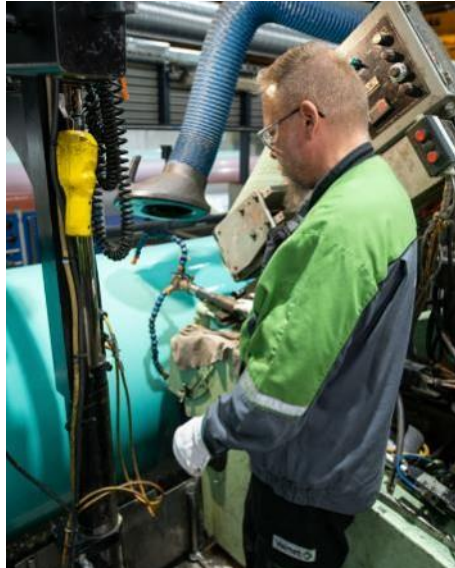
- Resource efficient and clean world
- Digitalization and new technologies
- Urban, responsible and global consumer

# Services business units



## Performance Parts

Spare parts and consumables



## Rolls and Workshop Services

Rolls, roll covers and maintenance, workshop services



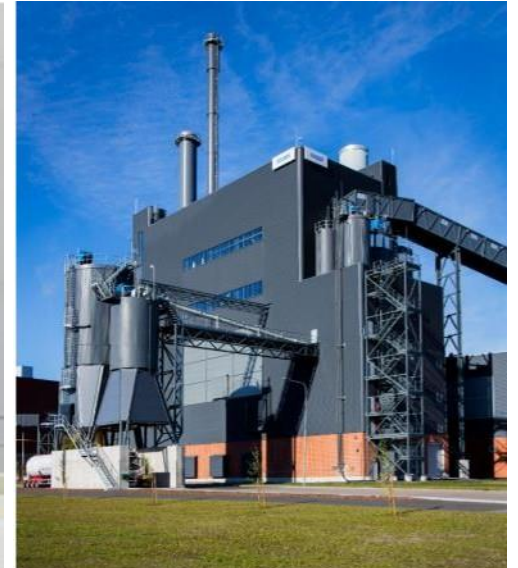
## Fabrics

Paper machine clothing and filter fabrics



## Board, Paper and Tissue Solutions

Improvement Projects, Field Services, Life Cycle Agreements, Outsourcing



## Pulp and Energy Solutions

Improvement Projects, Field Services, Life Cycle Agreements, Outsourcing



# Our way to serve - Right combination of services for every stage in the lifecycle



|                                                               |                                                    |                            |                             |                                       |                                                 |                         |                               |
|---------------------------------------------------------------|----------------------------------------------------|----------------------------|-----------------------------|---------------------------------------|-------------------------------------------------|-------------------------|-------------------------------|
| Our services offering                                         | Spare and process parts                            | Workshop and roll services | Fabrics                     | Maintenance development & outsourcing | Field services                                  | Process upgrades        | Industrial Internet solutions |
| Delivery models                                               | Service products                                   |                            | Service agreements          |                                       | Projects                                        |                         |                               |
| Lifecycle approach                                            | Planning                                           |                            | Start-up                    |                                       | Operation phase                                 |                         |                               |
| Continuous collaboration over the lifecycle for key benefits. | Setting foundation for optimized operational costs |                            | Start-up curve acceleration |                                       | Maximized reliability and optimized performance |                         |                               |
| Core commitments                                              | Safety comes first                                 |                            | Close to you                | People you can trust                  |                                                 | Solutions to your needs |                               |

# Automation business line offering

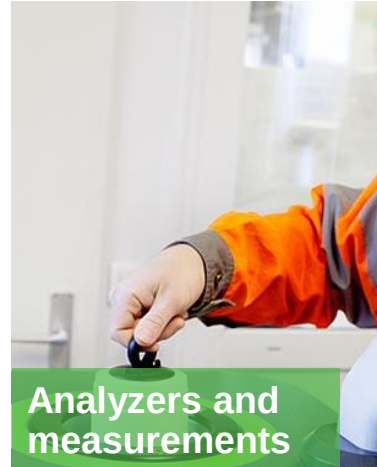
Delivered as products and technology, projects and service agreements



- Highly integrated automation system for process control and condition monitoring.



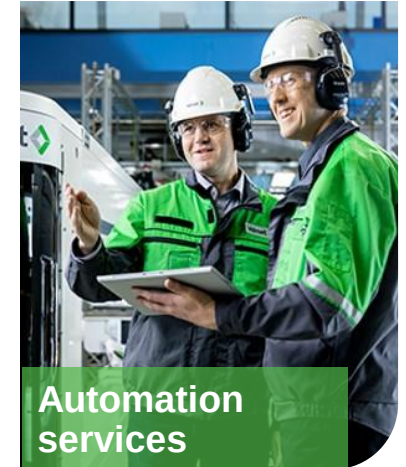
- Quality control system, quality management applications.



- For measuring and optimizing different variables in industrial processes.



- Advanced controls and data-driven applications for assisted decision making and mill-wide optimization.
- Remote expert support from Valmet Performance Center.
- Valmet Customer portal for relevant information and collaboration.



- Services for high availability, intelligent maintenance, process performance and risk control.



# Future-proof automation solutions and services



|                                                                                                          |                                                               |                         |                                                 |                            |                                                           |                         |
|----------------------------------------------------------------------------------------------------------|---------------------------------------------------------------|-------------------------|-------------------------------------------------|----------------------------|-----------------------------------------------------------|-------------------------|
| Our automation offering                                                                                  | Distributed control systems                                   | Industrial applications | Quality management                              | Analyzers and measurements | Industrial Internet solutions                             | Automation services     |
| Delivery models                                                                                          | Automation products and technology                            |                         | Automation projects                             |                            | Service agreements                                        |                         |
| Lifecycle approach<br>Guaranteed automation technology support and upgrade paths for your evolving needs | Planning                                                      |                         | Delivery and Start-up                           |                            | Operation phase                                           |                         |
|                                                                                                          | Value-adding automation solutions to maximize competitiveness |                         | Fast and reliable start-up by dedicated experts |                            | Continuous optimization and care to increase productivity |                         |
| Core commitments                                                                                         | Safety comes first                                            |                         | Close to you                                    | People you can trust       |                                                           | Solutions to your needs |

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



# Pulp and Energy business line offering

Leading global technology supplier



## Pulp

- Chemical pulp mill
  - Woodhandling
  - Cooking and fiberline
  - Pulp drying and baling
  - Chemical recovery
- Mechanical pulping
- Fiberboard defibrator systems
- Industrial Internet and remote support

## Biomass conversion

- Pretreatment for bioethanol production
- Black pellets
- Lignin extraction



## Energy

- Technology for biomass and municipal and industrial residual waste
- Fluidized bed boilers
  - Modular power plants
  - Gasification
  - Pyrolysis process
  - Industrial Internet and remote support

## Emission control

- Power plant flue gas cleaning
- Flue gas heat recovery
- NOx control
- Marine scrubbers



# Paper business line offering



- **Stock preparation lines**

- Recycled fiber lines
- Stock preparation systems
- Approach flow systems
- Broke collection and handling

- **Rebuilds**

- Modernization and upgrades for performance improvements

- **Stand-alone products**

- E.g., refiners, screens, pulpers

- **Board and paper production lines**

- Technologies for all board and paper grades
- Technologies for all size of machinery
- Tailor-made board and paper machines
- Modularized board and paper machines

- **Rebuilds**

- Modernizations and grade conversions

- **Stand-alone products**

- E.g., headboxes, sizers, winders

- **Tissue production lines**

- Technologies for all tissue grades and products
- Technologies for all size of machinery
- Conventional, textured and structured tissue production

- **Rebuilds**

- Upgrades for energy, product quality, safety and efficiency improvements

- **Stand-alone products**

- E.g., headboxes, Yankee cylinders, rewinders

# Full scope offering for the pulp and paper industry

## Technologies

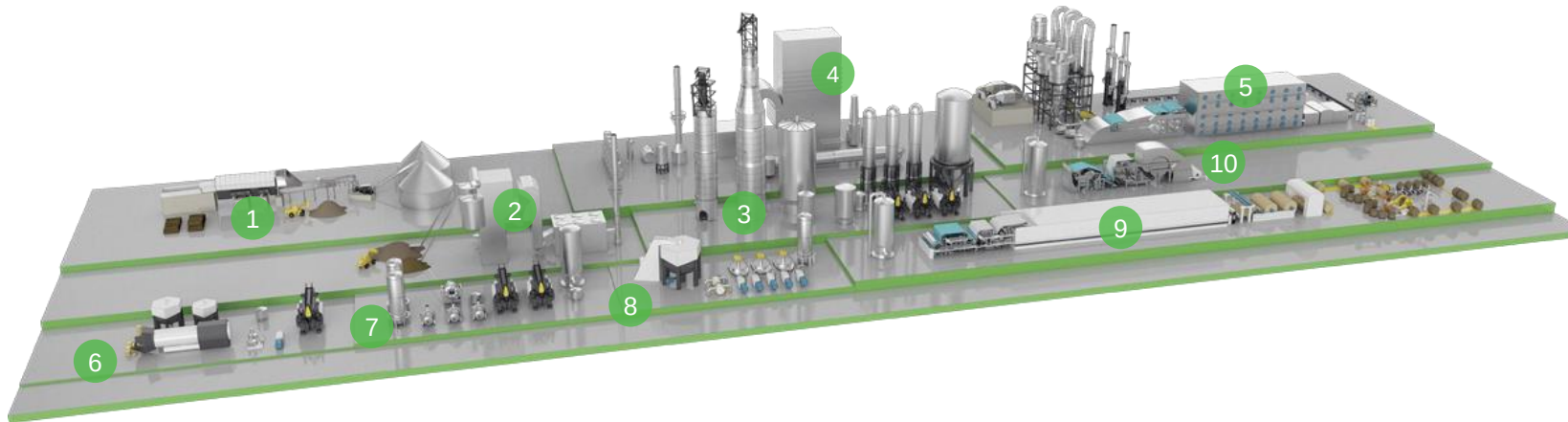
- 1 Wood handling
- 2 Heat and power production
- 3 Chemical pulping
- 4 Chemical recovery
- 5 Pulp drying
- 6 Recycled fiber
- 7 Mechanical fiber
- 8 Stock preparation
- 9 Board and paper making
- 10 Tissue making

## 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

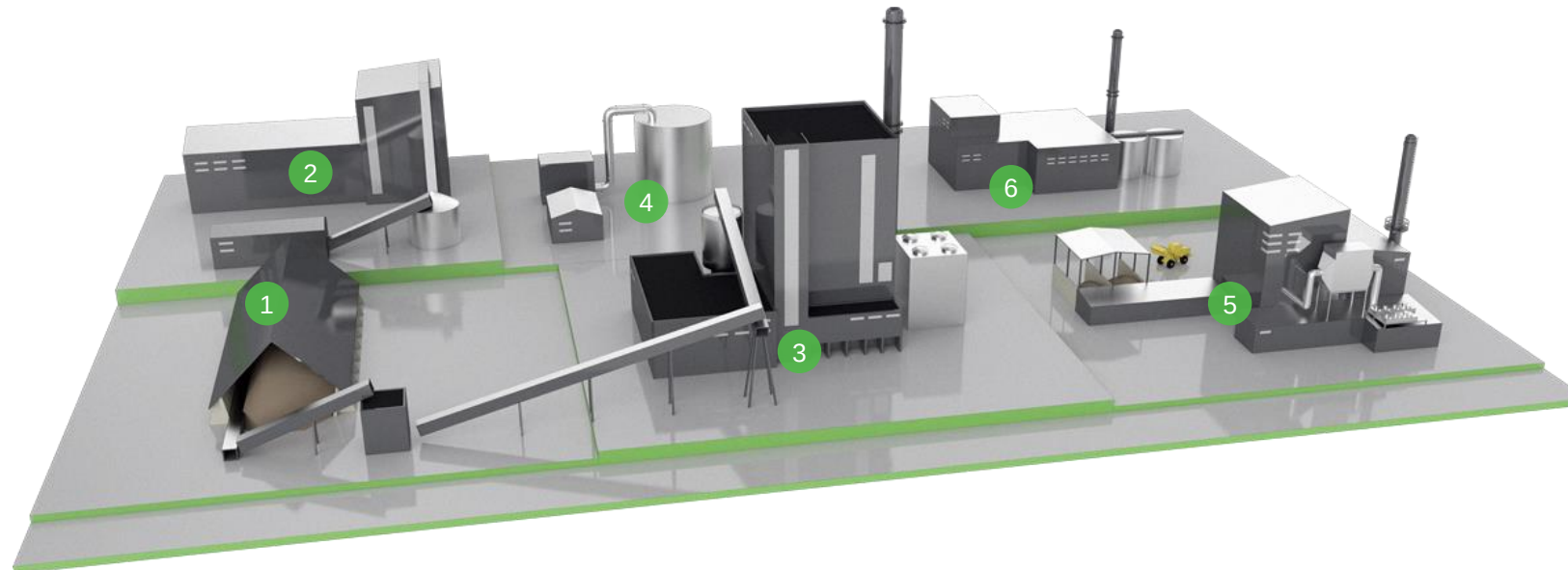
- 1 Fuel handling
- 2 Gasification
- 3 Boiler and flue gas cleaning
- 4 Bio-oil production
- 5 Modularized power plants
- 6 Prehydrolysis  
For biofuels, biomaterials and biochemicals, and bio coal production

## 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



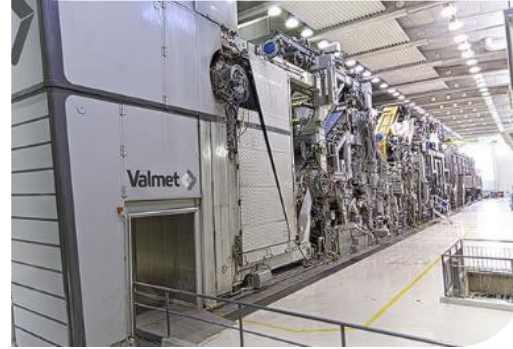
## Customers' needs

- 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 EUR 75 million (2020)
- Around 1,300 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

# Growth accelerator: Valmet Industrial Internet - VII

Dialogue with data to move our customers performance forward

## Recent development

- VII solutions launched for all customer segments
- Development of Mill Wide Optimization application
- Asset Performance Manager for installed base monitoring and fleet management

## Next steps and development actions

- Augment competence of people in control room through VII applications and Valmet DNA user interface
- Move towards more autonomous mills leveraging automation and process technology

## Valmet Performance Center delivering remote support



**1,500**

Remote  
support  
cases solved  
in 2020

**80**

Customers  
connected  
to Valmet  
cloud

**800**

Remote  
connections

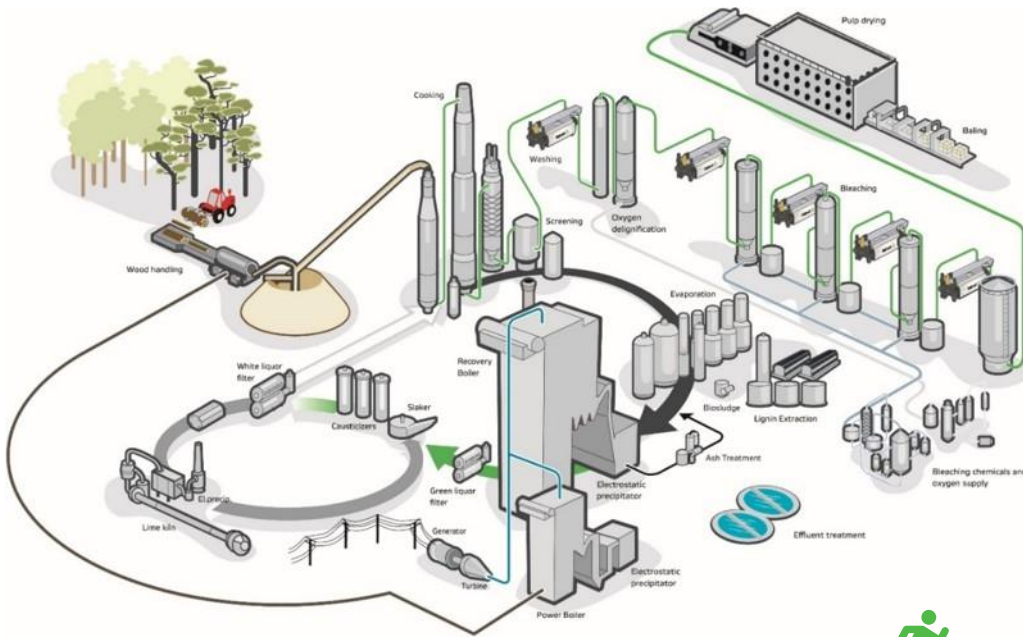
**380**

Advanced  
Process  
Controls



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

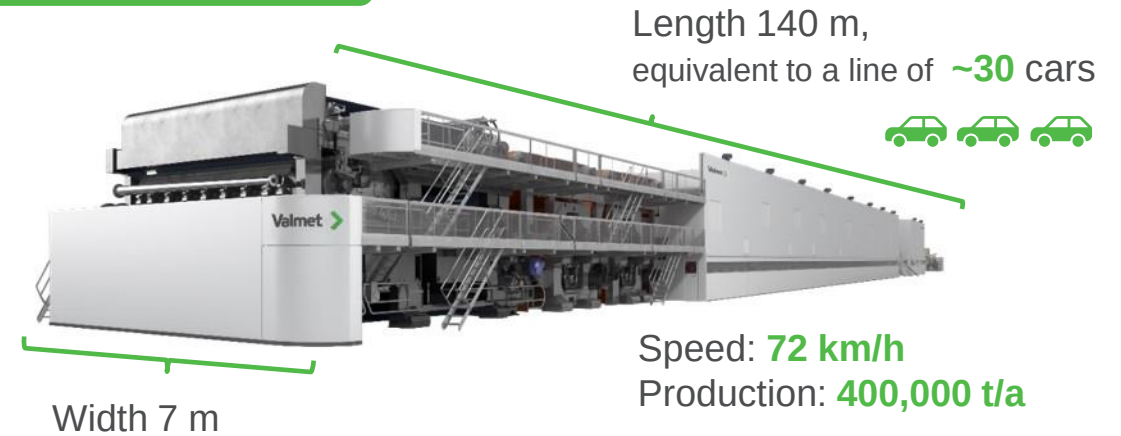
## Pulp mill



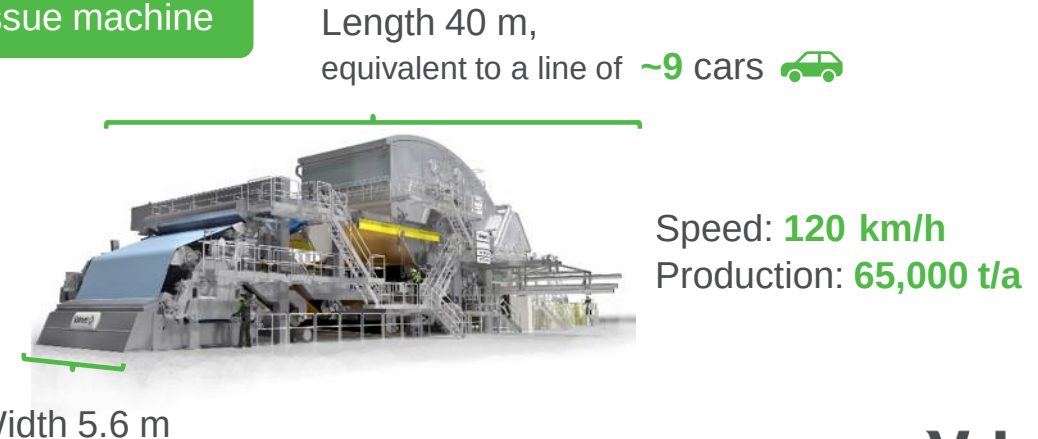
- Mill site area:  
500,000 – 5,000,000 m<sup>2</sup>, equivalent to **~70–700** football fields
- Built area:  
40,000 – 100,000 m<sup>2</sup>, equivalent to **~6–14** football fields



## Paper and board machine



## Tissue machine





Appendix  
Management and remuneration

# Board of Directors



**Mikael Mäkinen**

(b. 1956)

Chairman of the Board  
Finnish citizen

- M.Sc. (Eng.)
- Selected experience:
  - Chairman of the Board of AkerArctic Technology Inc.
- Share ownership: 4,990
- Independent of company: Yes
- Independent of owners: Yes



**Aaro Cantell**

(b. 1964)

Vice-Chairman of the Board  
Finnish citizen

- M.Sc. (Tech.)
- Selected experience:
  - Chairman of the Board of Normet Group Oy
  - Vice-Chairman of the BoD of Solidium Oy
- Share ownership: 7,407
- Independent of company: Yes
- Independent of owners: No



**Pekka Kemppainen**

(b. 1954)

Board member  
Finnish citizen

- Lic.Sc. (Tech.)
- Selected experience:
  - Chairman of the Board of Nestor Cables Oy
- Share ownership: 3,583
- 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:
  - CEO of Radio Frequency Systems
- Share ownership: 3,583
- Independent of company: Yes
- Independent of owners: Yes



**Eriikka Söderström**

(b. 1968)

Board member  
Finnish citizen

- M.Sc. (Econ.)
- Selected experience:
  - Member of the BoD of Bekaert and Kempower Oyj
- Share ownership: 4,713
- Independent of company: Yes
- Independent of owners: Yes



**Tarja Tyni**

(b. 1964)

Board member  
Finnish citizen

- LL.M.
- Selected experience:
  - SVP, Corporates and Private Wealth Management at Mandatum Life
- Share ownership: 6,509
- Independent of company: Yes
- Independent of owners: Yes



**Rogério Ziviani**

(b. 1956)

Board member  
Brazilian citizen

- B.Sc. in Business Management, MBA
- Selected experience:
  - Member of the BoD of Innovatech Negócios Florestais
- Share ownership: 10, 696
- Independent of company: Yes
- Independent of owners: Yes



**Per Lindberg**

(b. 1959)

Board member  
Swedish citizen

- M.Sc. Mechanical Engineering
- PhD, Industrial Management and Economics
- Selected experience:
  - Senior Advisor at Peymar Holding AB
  - Chairman of the BoD of Permascand AB and Nordic Brass Gusum AB
- Share ownership: 639
- Independent of company: Yes
- Independent of owners: Yes

# Executive Team



## Corporate



**Pasi Laine**

President and CEO  
Share ownership: 157,581



**Kari Saarinen**

CFO  
Share ownership: 47,655



**Julia Macharey**

SVP, Human Resources and  
Operational Development  
Share ownership: 32,709



**Anu Salonsaari-Posti**

SVP, Marketing, Communications,  
Sustainability and Corporate Relations  
Share ownership: 27,053



## Business lines



**Aki Niemi**

Business Line President,  
Services  
Share ownership: 57,754



**Sami Riekkola**

Business Line President,  
Automation  
Share ownership: 11,624



**Bertel Karlstedt**

Business Line President,  
Pulp and Energy  
Share ownership: 37,825



**Jari Vähäpesola**

Business Line President,  
Paper  
Share ownership: 55,305



## Business areas



**Jukka Tiitinen**

Area President,  
North America  
Share ownership: 87,704



**Celso Tacla**

Area President,  
South America  
Share ownership: 85,784



**Vesa Simola**

Area President,  
EMEA  
Share ownership: 46,755



**Xiangdong Zhu**

Area President,  
China  
Share ownership: 24,606



**Petri Paukkunen**

Area President,  
Asia Pacific  
Share ownership: 3,431

