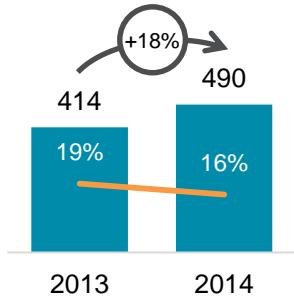




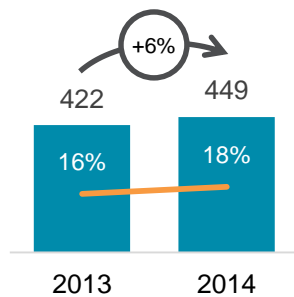
Business areas

North America

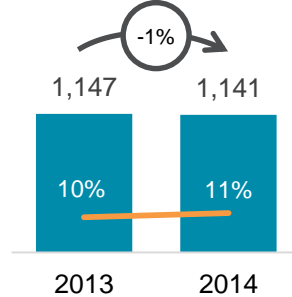
Orders received
(EUR million and % of total)



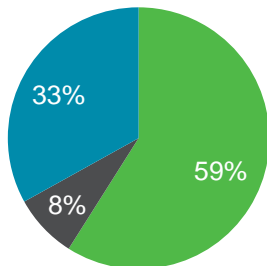
Net sales
(EUR million and % of total)



Employees
(number and % of total)

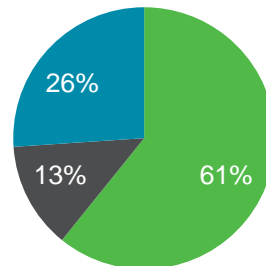


Orders received by
business line (2014)



■ Services ■ Pulp and Energy ■ Paper

Net sales by business line
(2014)



■ Services ■ Pulp and Energy ■ Paper

Recent orders received

Oct 7, 2014
Equipment for
evaporator train
upgrade, USA

Aug 18, 2014
OptiConcept M
board
production line,
USA

Feb 17, 2015
Equipment for
fluff conversion
project

North America

Mature services focused market with recurring opportunities in paper, tissue and biotechnology



Market environment

- Large installed base to be served
 - Opportunities in customer agreement based business
- Growth opportunities in increased outsourcing
- Capital project opportunities in tissue and board
 - Technology project activity at high level currently
 - Bio project activity strongest in Lignoboost and second generation lignoboost

Market position & competition

- Strong position and market share in Valmet's targeted technology businesses.
- Well established services business
- Key competitors Voith, Andritz and US services companies (Albany, Xerium, Kadant, GLV, Asten J.)

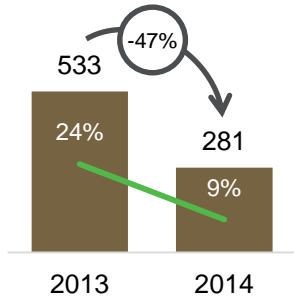
Actions for Valmet

- Continue to develop and grow Valmet's Services business
- Make sure Valmet wins paper and tissue projects
- Strengthen Valmet's position in pulp rebuilds
- Commercialize biotechnology (lignoboost, pre-treatment and bio-coal)

South America

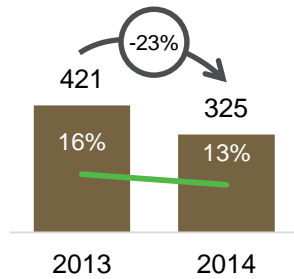
Orders received

(EUR million and % of total)



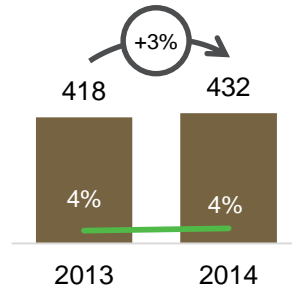
Net sales

(EUR million and % of total)

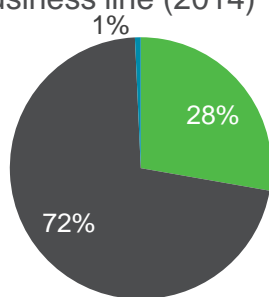


Employees

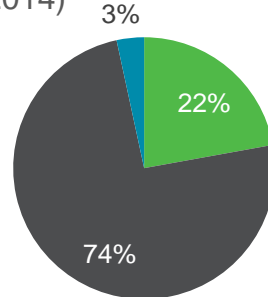
(number and % of total)



Orders received by business line (2014)



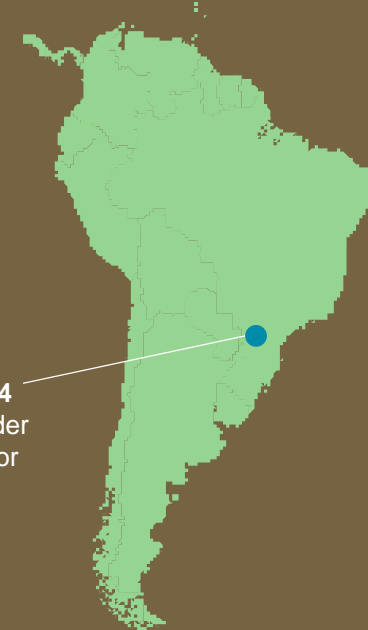
Net sales by business line (2014)



■ Services ■ Pulp and Energy ■ Paper

■ Services ■ Pulp and Energy ■ Paper

Recent orders received



Dec 15, 2014
Finalized order agreement for pulp dryers, Brazil

South America

Cyclical capital business relies on new pulp projects. Services, power and tissue provide growth opportunities



Market environment

- Capital project opportunities in pulp, tissue and bioenergy
 - Continued pulp mega mill projects planned
 - 2nd generation ethanol emerging
- Good services growth potential
 - Installed base and leaner customer operations
- Growing interest and pipeline for optimization projects, e.g. energy, chemicals savings; operations and availability of equipment).

Market position & competition

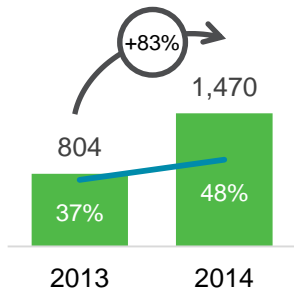
- Fierce competition in new pulp projects
- Strong competition with local and global players in all markets in Services, Paper and Energy
 - Local presence and solutions important

Actions for Valmet

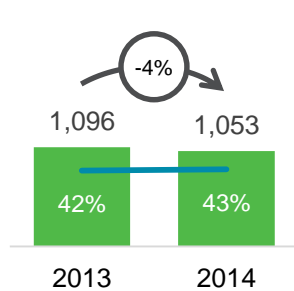
- Keep market share and improve the profitability and risk-return profile of large pulp projects
- Grow the services business by offering new products and service solutions
- Develop solutions and costs to compete in bioenergy plants.
- Further develop Valmet's local capabilities

EMEA

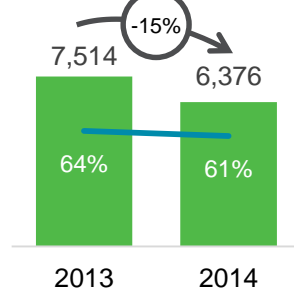
Orders received
(EUR million and % of total)



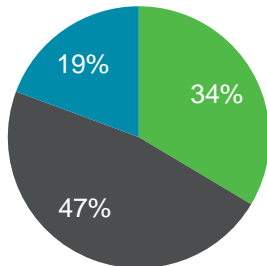
Net sales
(EUR million and % of total)



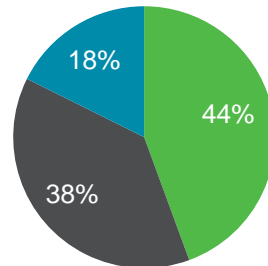
Employees
(number and % of total)



Orders received by
business line (2014)



Net sales by business line
(2014)



■ Services ■ Pulp and Energy ■ Paper

■ Services ■ Pulp and Energy ■ Paper

Recent orders received

Mar 3, 2015
Softwood line
rebuild,
Sweden

Mar 11, 2015
Biomass-based boiler
plant, Finland

Feb 4, 2015
Flue-gas
cleaning and
condensation
plant, Finland

Feb 13, 2015
Key
technology to
bioproduct
mill project
(LOI), Finland

EMEA

Valmet's largest and most important area with significant services and technology markets in all Valmet's businesses



Market environment

- Large installed base to be serviced
 - Growth opportunity in customer agreement based business
- Growth process improvements and service agreements
- Capacity closures in printing and writing
- Capital project opportunities in board, pulp, tissue, and bioenergy
 - Energy market with strong rebound and high market activity.

Market position

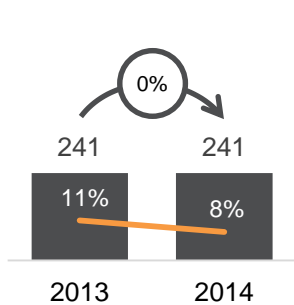
- Valmet has a strong position both in technology business and services
- Consolidation of smaller distressed players and increasing competition in mid-market
- Increased competition in past few years

Actions for Valmet

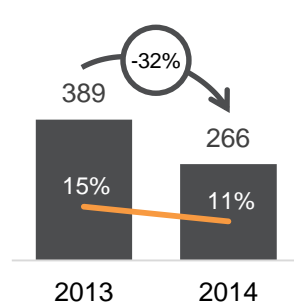
- Grow Services with Key Account Management agreement based business and new products. Strengthen pulp and power services
- Strengthen position in technology business: cost competitiveness and rebuild competences
- Commercialize new biotechnologies and expanding the served power market
- Localize selected capabilities outside Nordics

China

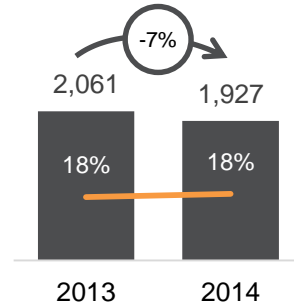
Orders received
(EUR million and % of total)



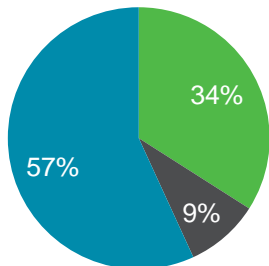
Net sales
(EUR million and % of total)



Employees
(number and % of total)

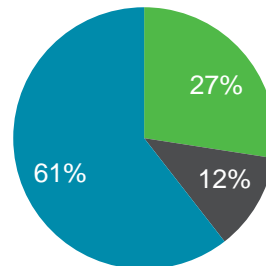


Orders received by
business line (2014)



■ Services ■ Pulp and Energy ■ Paper

Net sales by business line
(2014)



■ Services ■ Pulp and Energy ■ Paper

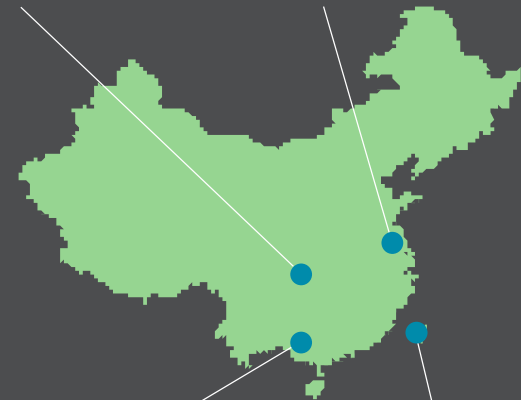
Recent orders received

Jan 23, 2015
Key board
machine
solutions, China

Oct 30, 2014
Advantage DCT
200HS tissue
line, China

May 5, 2014
Chemi-
mechanical pulp
and board
production lines,
China

Mar 2, 2015
OptiConcept M
containerboard
line, Taiwan



China

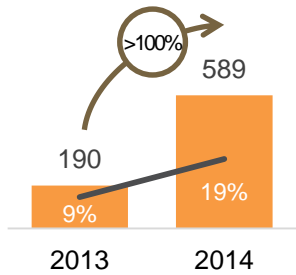
Paper market flat and Services growing, local low cost competition present



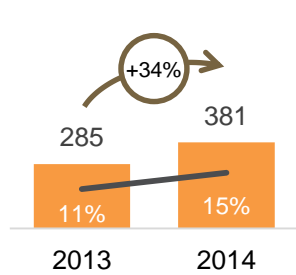
Market environment	Market position	Actions for Valmet
<ul style="list-style-type: none">• Capital project opportunities in board and tissue<ul style="list-style-type: none">- Investments in lower cost small and mid-sized machines.• Good services market with growth potential<ul style="list-style-type: none">- Increased capacity	<ul style="list-style-type: none">• Valmet has a strong position in Paper. Recent successes with modular board machine (OptiConcept M)• Continued competition: new competitors in mid-size segment, local competitors strengthening through partnering with western companies• Large Valmet installed base	<ul style="list-style-type: none">• Continue to develop and grow Services: local low cost sourcing of consumables, agreement business and spear head products• Further market penetration of OptiConcept M, tissue and mid-market fiberline• Competitive, lower cost, local offering and increased local capabilities (application, engineering and project management)

Asia-Pacific

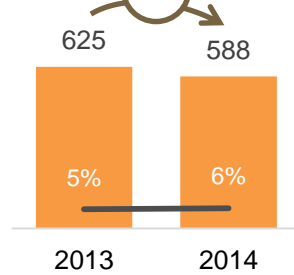
Orders received
(EUR million and % of total)



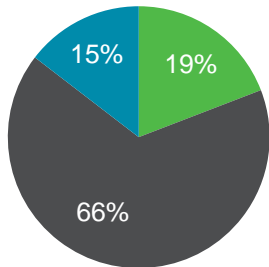
Net sales
(EUR million and % of total)



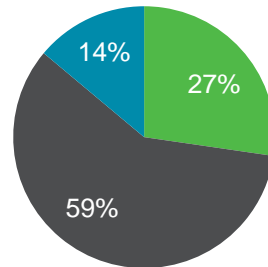
Employees
(number and % of total)



Orders received by
business line (2014)



Net sales by business line
(2014)



■ Services ■ Pulp and Energy ■ Paper

■ Services ■ Pulp and Energy ■ Paper

Recent orders received



Asia-Pacific

A key growth area for Valmet



Market environment

- Capital project opportunities in pulp, tissue, and board
 - Increased investments in multi-fuel and renewable energy development plans in Asia-Pacific countries
 - Opportunities related to customer's portfolio changes or production line upgrades
- Good services market with growth potential
 - Due to capacity increases and installed base

Market position

- Valmet has a strong market position but relatively modest local presence.
- Competitors are growing their local presence

Actions for Valmet

- Localize Services business to be more cost competitive and closer to customers: local offering and agreement business, local capabilities and new service centers
- New services center in Indonesia
- Develop technology business with local competences and improved cost competitiveness.
Board and paper: rebuilds, components and split machines,
Tissue: develop competitive setup in Asia-Pacific
Energy: current focus on coal but potential also in bioenergy.
- Increase local capabilities to support both services and capital business

