

# Interim Review

January 1 – June 30, 2014

Q2  
2014

Matti Kähkönen, President and CEO  
Harri Nikunen, CFO

July 31, 2014

# Forward looking statements

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 customer industry profitability and investment willingness, expectations for company growth, development and profitability and the realization of synergy benefits and cost savings, and statements preceded by "expects", "estimates", "forecasts" or similar expressions, are forward-looking statements. These statements are based on current decisions and plans and currently known factors. They involve risks and uncertainties which may cause the actual results to materially differ from the results currently expected by the company.

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 and thereby the orders received by the company and their margins
- 2) the competitive situation, especially significant technological solutions developed by competitors
- 3) the company's own operating conditions, such as the success of production, product development and project management and their continuous development and improvement
- 4) the success of pending and future acquisitions and restructuring.

# Solid performance with improved profitability

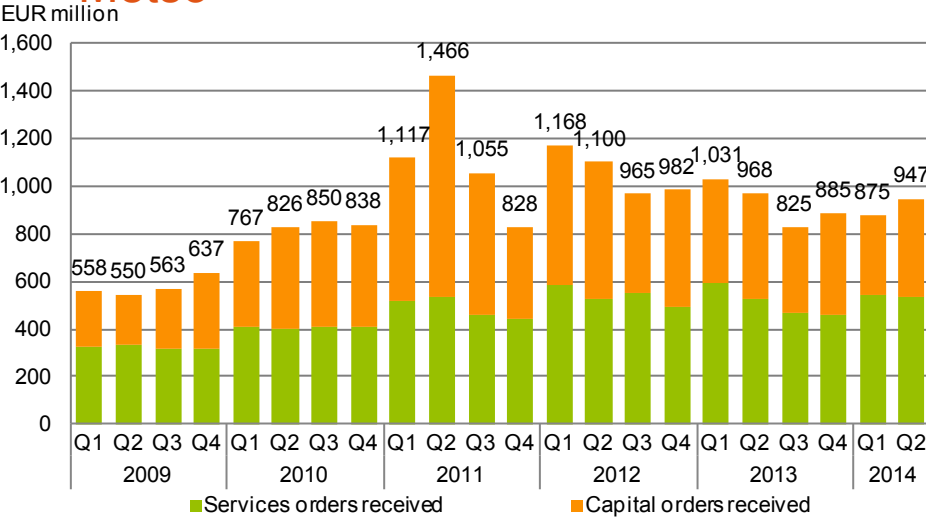
## Quarterly highlights

- Good performance continued in unchanged market conditions
- Total orders increased 5% and services orders 10% with constant currencies
- Total net sales increased 4% and services net sales 8% with constant currencies
- EBITA before non-recurring items was EUR 131 million or 13.6% of net sales (EUR 118 million, 11.9%)
- Guidance remains unchanged

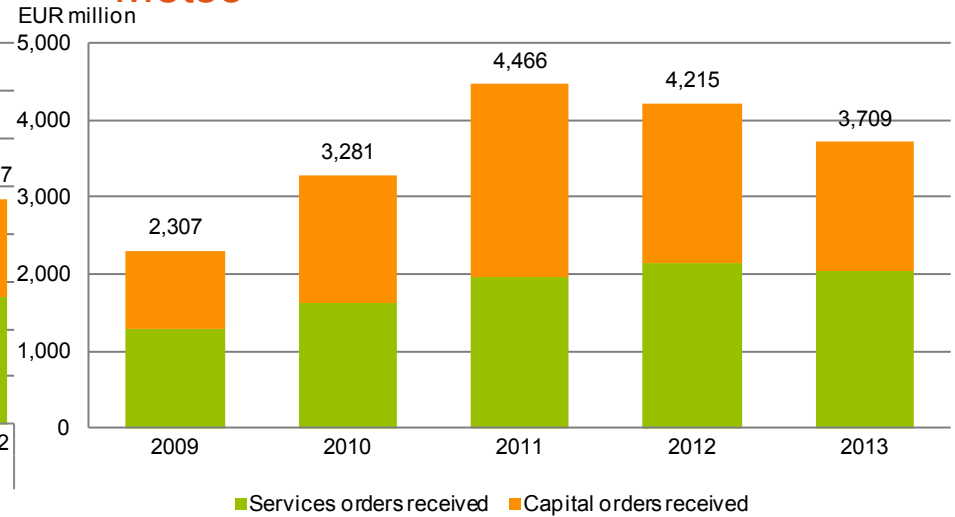


# Record-high orders in Automation; stability seen in Mining and Construction

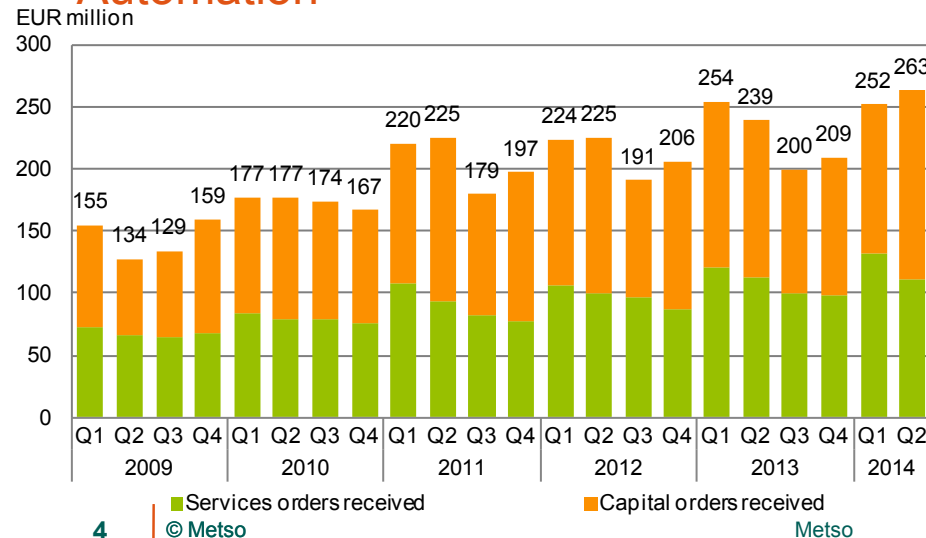
## Metso



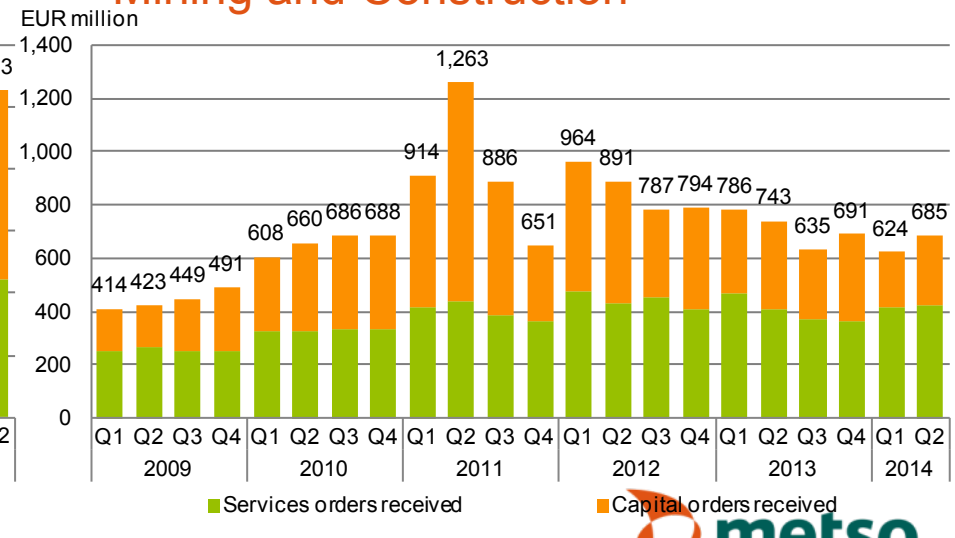
## Metso



## Automation

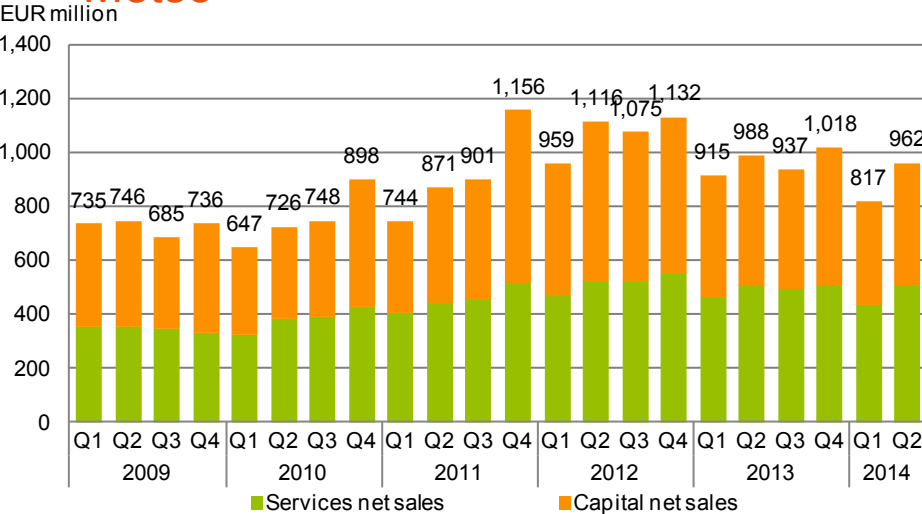


## Mining and Construction

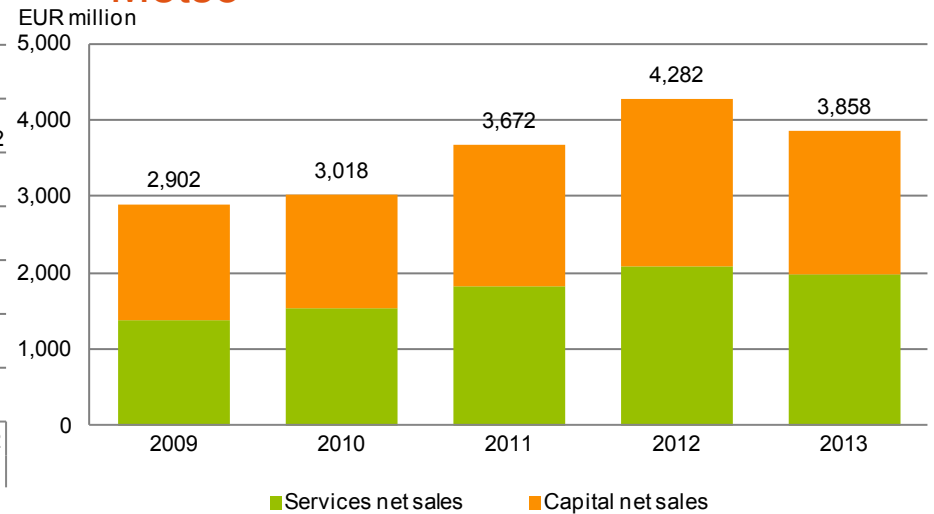


# Services sales are growing again

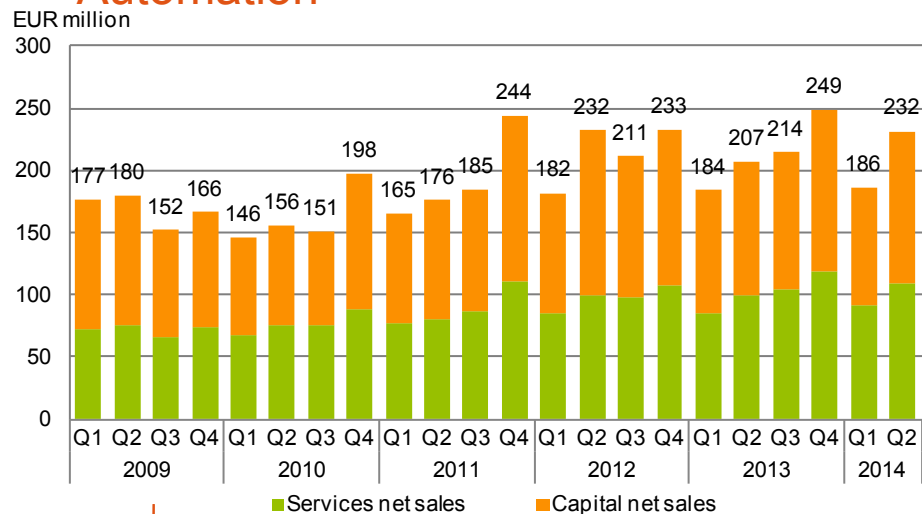
## Metso



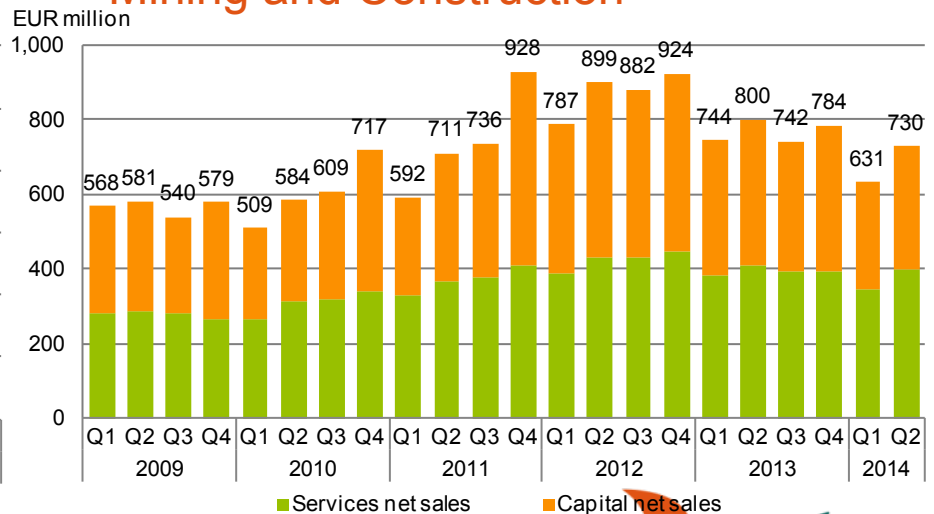
## Metso



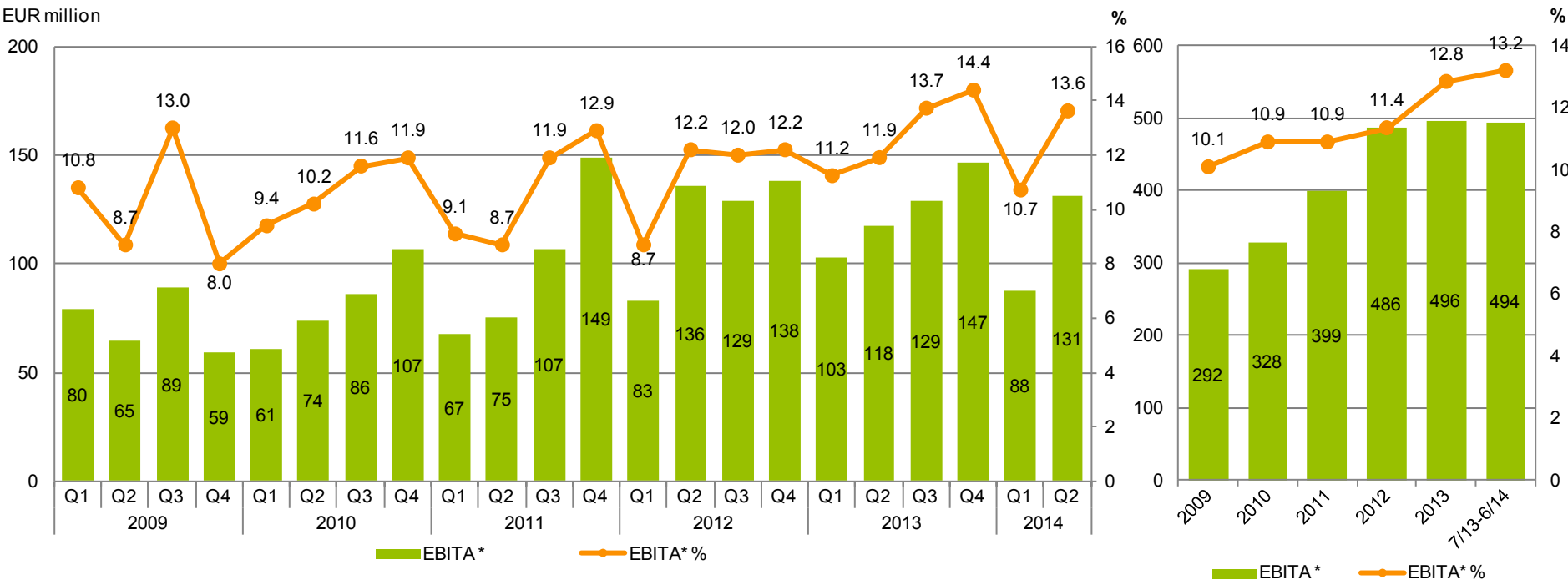
## Automation



## Mining and Construction



# Improved profitability shows resilience to lower volumes



## EBITA\* %

Q2/2014    Q2/2013

Mining and Construction

**13.5**

12.1

Stable gross margins, lower costs

Automation

**16.4**

13.8

Higher volume, healthy margins, lower costs

Metso total

**13.6**

11.9



# Financial performance

Harri Nikunen, CFO

# Services and lower costs drive profitability

## Group key figures

| EUR million              | Q2/2014 | Q2/2013 | Change% | Q1-Q2/2014 | Q1-Q2/2013 | Change% | 2013  |
|--------------------------|---------|---------|---------|------------|------------|---------|-------|
| Orders received          | 947     | 968     | -2      | 1,822      | 1,999      | -9      | 3,709 |
| without currency impact  |         |         | 5       |            |            | -2      |       |
| Services orders received | 534     | 522     | 2       | 1,079      | 1,111      | -3      | 2,038 |
| without currency impact  |         |         | 10      |            |            | 6       |       |
| Net sales                | 962     | 988     | -3      | 1,779      | 1,903      | -7      | 3,858 |
| without currency impact  |         |         | 4       |            |            | 1       |       |
| Services net sales       | 507     | 507     | 0       | 945        | 973        | -3      | 1,976 |
| % of net sales           | 53      | 51      |         | 53         | 51         |         | 51    |
| EBITA *                  | 131.2   | 117.7   | 11      | 218.7      | 220.5      | -1      | 496   |
| % of net sales           | 13.6    | 11.9    |         | 12.3       | 11.6       |         | 12.8  |
| EBIT **                  | 101.9   | 92.4    | 10      | 178.2      | 190.5      | -6      | 423   |
| Earnings per share, EUR  | 0.35    | 0.35    |         | 0.63       | 0.72       |         | 1.59  |

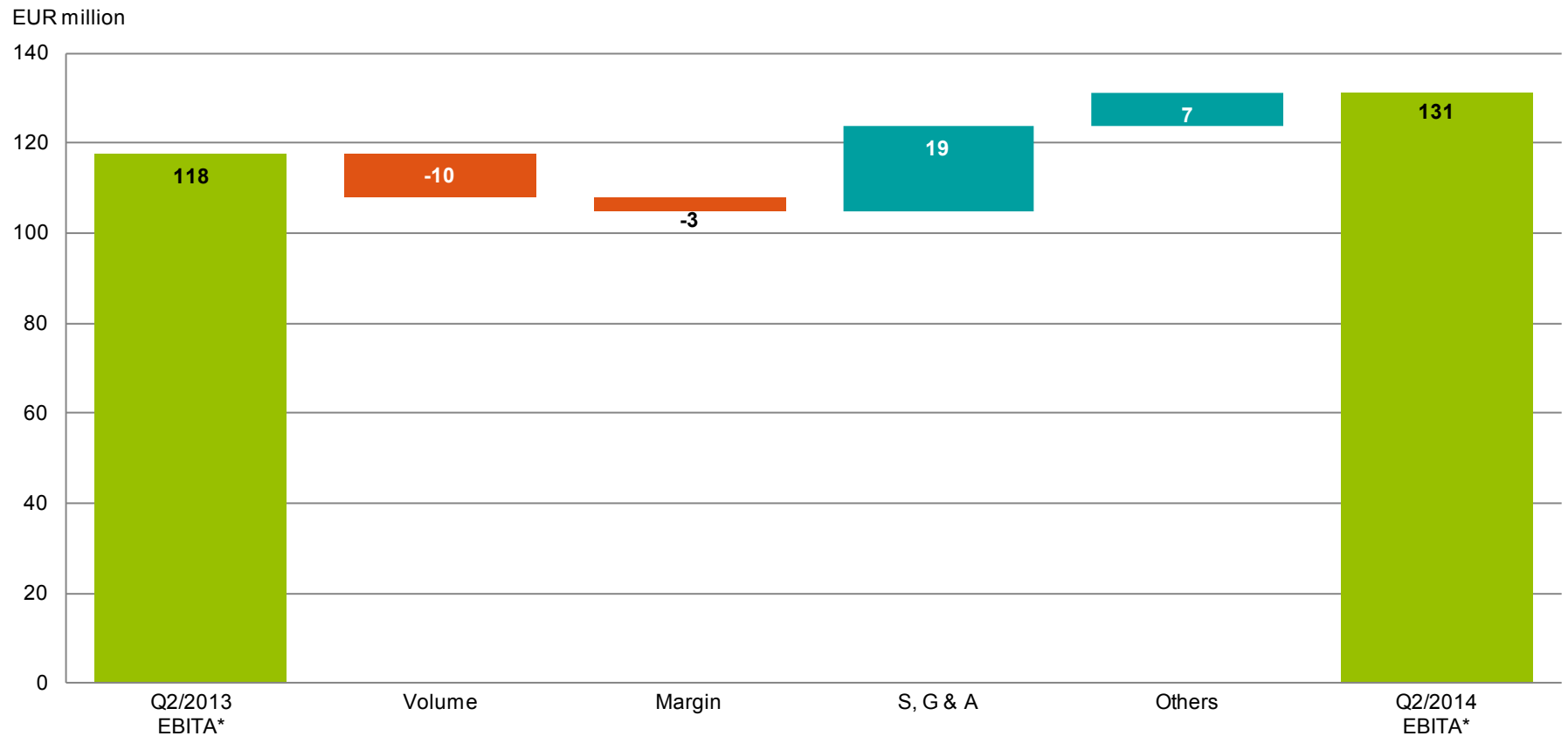
- Cost savings had an impact; S,G&A has decreased by 10% year-on-year
- Services made strong contribution
- Currency impact still significant

\* Before non-recurring items

\*\* Non-recurring expenses totaled 25 million in Q2/2014 (Q2/2013: 21 million) and 31 million in Q1-Q2/2014 (Q1-Q2/2013: 21 million)



# Cost savings continue to make an impact



# Our balance sheet remains strong

|   | Q1-Q2/2014 | Q1-Q2/2013 |  | 2013 |
|---|------------|------------|--|------|
| Return on equity (ROE), %                         | 16,4       | 17,5       |  | 19,0 |
| Return on capital employed (ROCE) before taxes, % | 16,6       | 16,7       |  | 18,6 |
| Gearing at the end of the period, %               | 53,4       | 46,7       |  | 41,6 |
| Cash conversion, %                                | 100        | 75         |  | 105  |
| Debt to capital, %                                | 45,6       | 38,4       |  | 47,0 |
| Net debt / EBITDA                                 | 1,4        | 1,2        |  | 1,0  |
| Interest cover (EBITDA)                           | 5,8        | 7,3        |  | 9,2  |

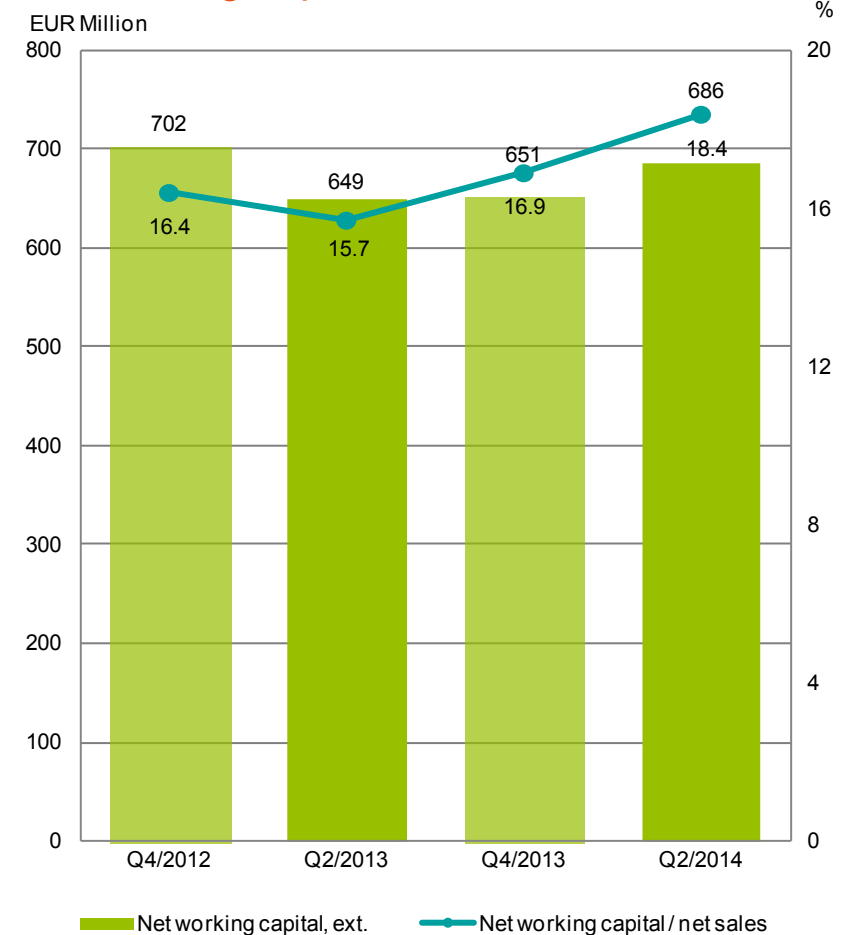
- ROCE \*\* was negatively impacted by one time costs
- Our Capital Efficiency Program (CEP) is entering implementation phase
  - Key areas of improvement are net working capital, cash management policies and procedures, and an evaluation of our fixed asset base
- We are targeting an improved turnover of capital employed from 1.8 to 2.0 and related capital release

# Dividend payment has temporarily increased gearing

## Net debt and gearing



## Net working capital



# Good result, despite lower volumes

## Mining and construction key figures

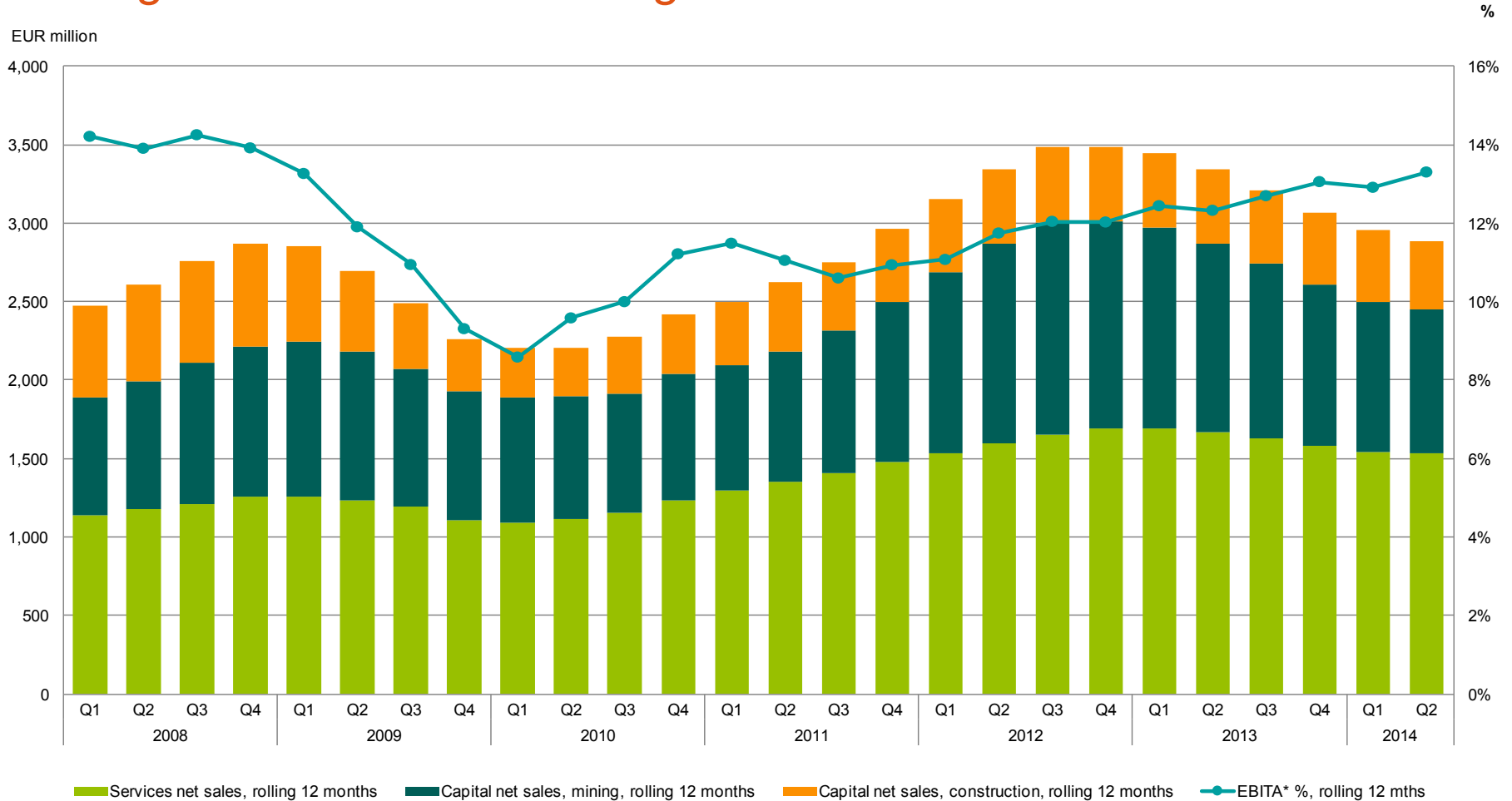
| EUR million                                | Q2/2014 | Q2/2013 | Change% | Q1-Q2/2014 | Q1-Q2/2013 | Change% | 2013  |
|--|---------|---------|---------|------------|------------|---------|-------|
| Orders received                            | 685     | 743     | -8      | 1,309      | 1,529      | -14     | 2855  |
| without currency impact                    |         |         | 0       |            |            | -6      |       |
| Services orders received                   | 423     | 412     | 3       | 836        | 883        | -5      | 1616  |
| Net sales                                  | 730     | 800     | -9      | 1,361      | 1,544      | -12     | 3070  |
| without currency impact                    |         |         | -1      |            |            | -4      |       |
| Services net sales                         | 398     | 410     | -3      | 745        | 793        | -6      | 1579  |
| % of net sales                             | 55      | 51      |         | 55         | 51         |         | 51    |
| EBITA *                                    | 98.6    | 96.5    | 2       | 170.8      | 187.7      | -9      | 400.8 |
| % of net sales                             | 13.5    | 12.1    |         | 12.6       | 12.2       |         | 13.1  |
| Return on operative capital employed **, % |         |         |         | 20.5       | 23.0       |         | 25.1  |

### Q2/2014 vs. Q2/2013

- Services orders grew 12% and net sales 6% with constant currencies
- Gross margins held up well
- Significant cost savings were achieved
- ROCE\*\* was impacted by one time costs

# Strong EBITA\* margin in demanding environment

Mining and construction rolling 12-month net sales and EBITA%\*



\* Before non recurring items

# Record high orders and strong performance

## Automation key figures

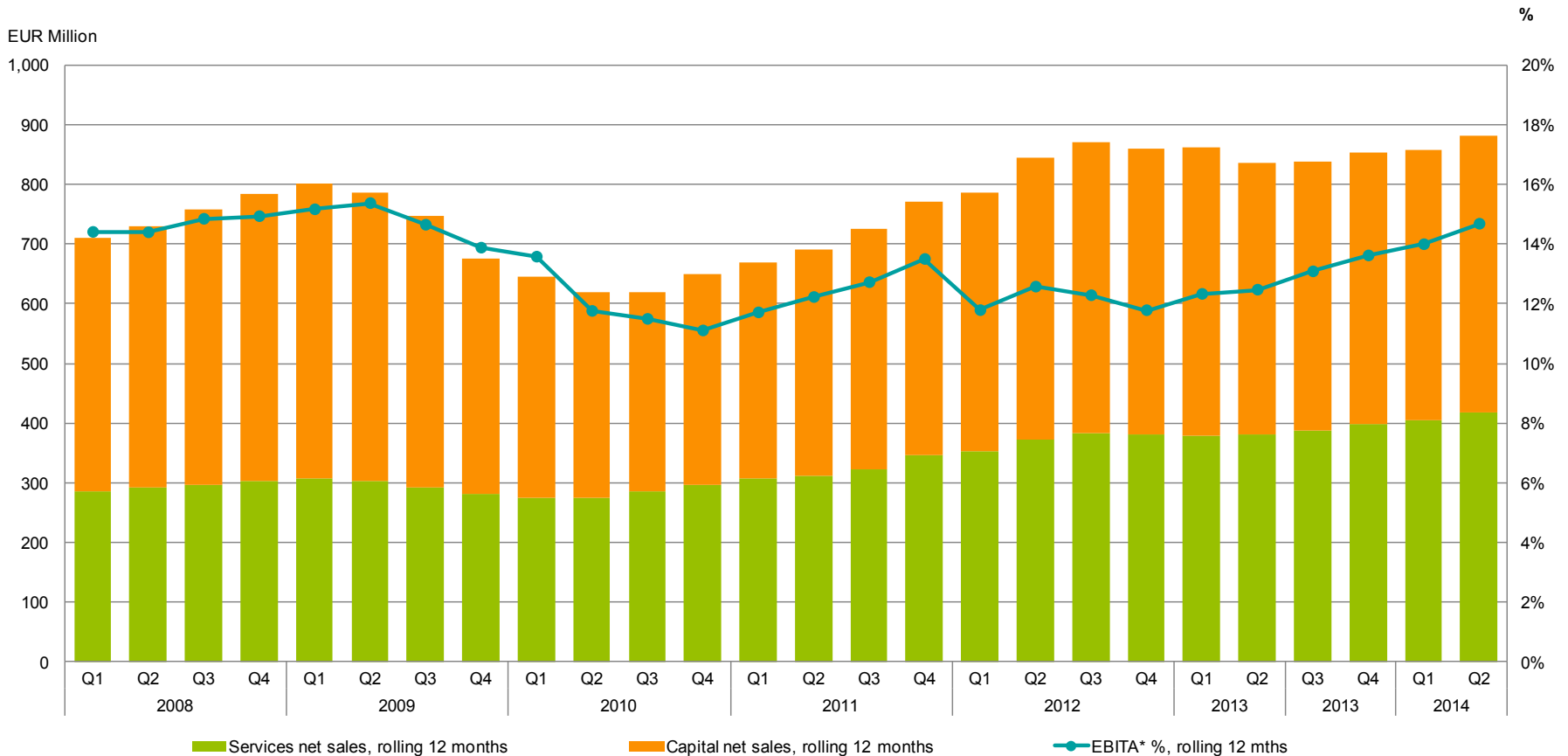
| EUR million                                | Q2/2014     | Q2/2013 | Change% | Q1-Q2/2014  | Q1-Q2/2013 | Change% | 2013         |
|--|-------------|---------|---------|-------------|------------|---------|--------------|
| Orders received                            | <b>263</b>  | 239     | 10      | <b>515</b>  | 493        | 4       | <b>902</b>   |
| without currency impact                    |             |         | 14      |             |            | 9       |              |
| Services orders received                   | <b>111</b>  | 110     | 1       | <b>243</b>  | 228        | 7       | <b>422</b>   |
| Net sales                                  | <b>232</b>  | 207     | 12      | <b>418</b>  | 391        | 7       | <b>854</b>   |
| without currency impact                    |             |         | 17      |             |            | 12      |              |
| Services net sales                         | <b>109</b>  | 97      | 12      | <b>200</b>  | 180        | 11      | <b>398</b>   |
| % of net sales                             | <b>47</b>   | 47      |         | <b>48</b>   | 46         |         | <b>47</b>    |
| EBITA *                                    | <b>38.0</b> | 28.5    | 33      | <b>57.7</b> | 44.6       | 29      | <b>116.2</b> |
| % of net sales                             | <b>16.4</b> | 13.8    |         | <b>13.8</b> | 11.4       |         | <b>13.6</b>  |
| Return on operative capital employed **, % |             |         |         | <b>38.5</b> | 28.8       |         | <b>38.5</b>  |

### Q2/2014 vs. Q2/2013

- Net sales grew 17% with constant currencies
- Good gross margins and cost control had an impact

# Strong volumes and healthy margins

Automation rolling 12-month net sales and EBITA%\*



# Profit improvement program proceeding according to plan

- The current scope encompasses gross headcount reduction of 1,300-1,400
- Targeted gross savings are EUR 120-130 million
- Completion rate is 70%, targeting full completion by the end of 2014
- Net personnel cost savings in H1/2014 vs. H1/2013 about EUR 40 million (down by 9%), which is in line with targets
- S,G&A costs down by 10% in H1/2014 vs. H1/2013
- The total year-to-date savings are EUR 50–55 million including procurement
- 100% savings runrate to be achieved in H1/2015







# Outlook and guidance

Matti Kähkönen  
President and CEO

# Market outlook remains roughly unchanged

## Mining



**55% of net sales  
of which 55% services**

**Current demand:**

- Weak for the equipment and project business
- Services good

## Construction



**20% of net sales  
of which 40% services**

**Current demand:**

- Satisfactory for the equipment and services

## Automation



**22% of net sales  
of which 45% services**

**Current demand:**

- Good in oil and gas; satisfactory in pulp and paper
- Services good

### 3-6 months market outlook



Equipment



Services



Equipment



Services

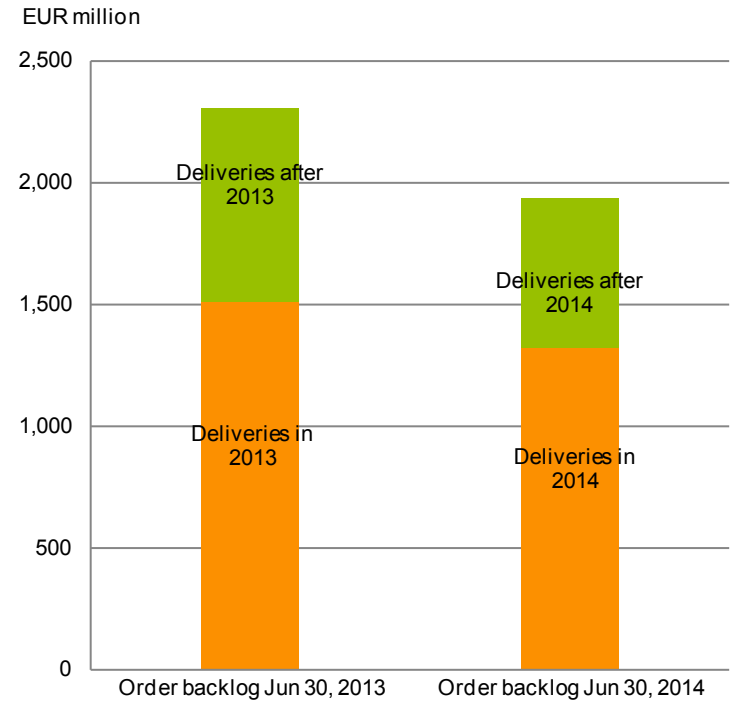
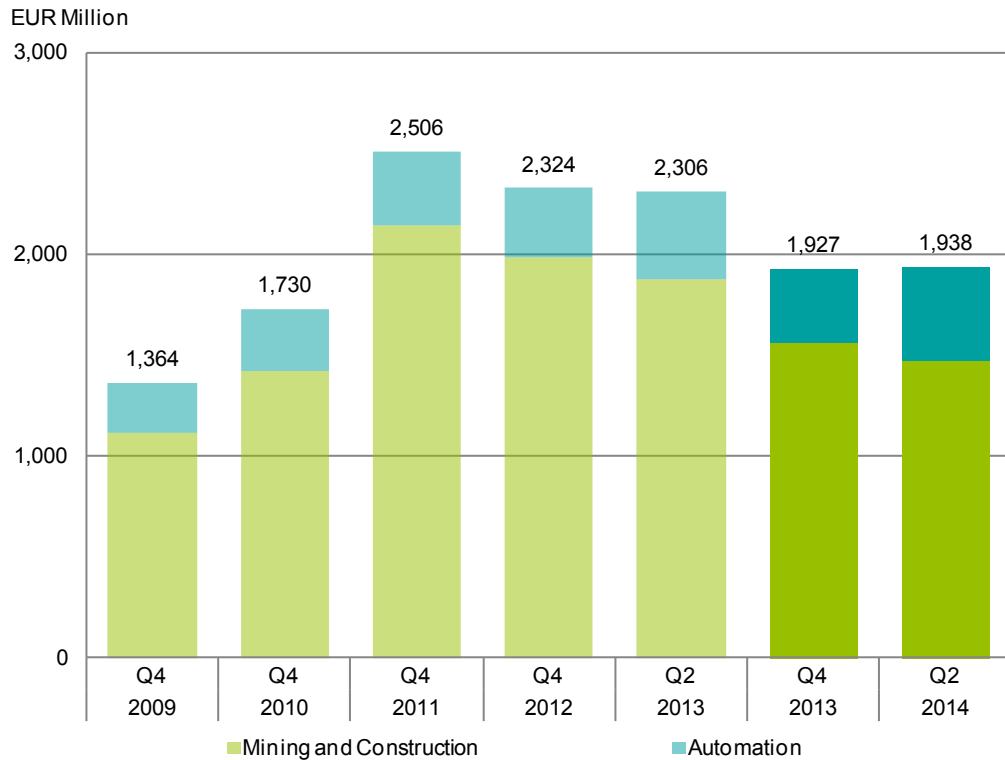


Equipment



Services

# Automation backlog supports continuing growth



- Around 70 percent of our backlog is expected to be recognized as net sales in 2014
- Backlog for the rest of the year is about EUR 200 million lower than a year ago
- Around 47 percent of the backlog for 2014 is services; this is in excess of EUR 620 million
- Quality remains good, there has been no major postponements or cancellations

# Guidance for 2014

## Guidance remains unchanged

Based on our market outlook, backlog for 2014, current exchange rates and ongoing cost-efficiency actions, we estimate that

- our net sales in 2014 will be somewhat below 2013 and
- EBITA margin before non recurring items for 2014 will be around 12%





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