



Review by the CEO

Outotec

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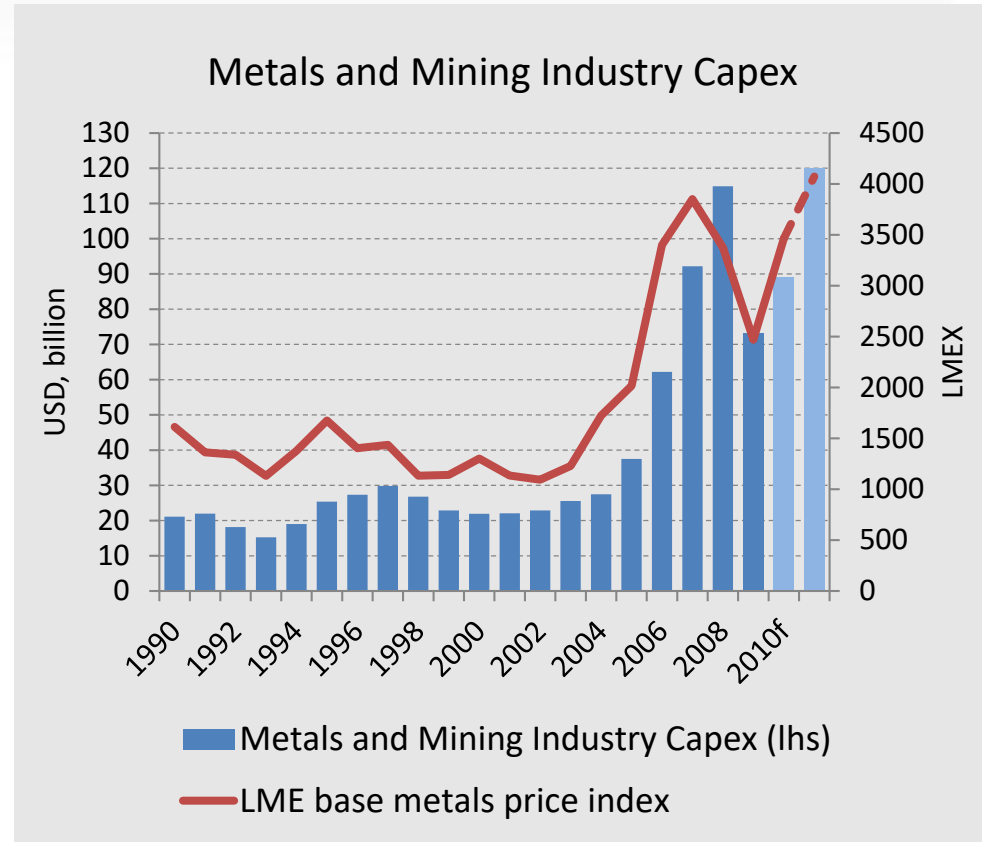
2010 in brief

Good progress in all areas

Objective	Actions and results	Status
Win new orders	<ul style="list-style-type: none"> Order intake grew over 150% from 2009 	
Keep on delivering	<ul style="list-style-type: none"> Good execution of the order backlog resulted to growth in revenue and profitability 	
Implement the new operational model	<ul style="list-style-type: none"> New organization launched in April Started to operate according to the new model Good start in establishing global processes and tools (will continue 2011-2013) 	  
Integrate acquired businesses	<ul style="list-style-type: none"> Integration plans in place Solid implementation of the plans, some good synergies achieved 	 
Achieve EUR 25 million cost savings	<ul style="list-style-type: none"> EUR 26.2 million sustainable annualized savings achieved with full effect in 2011, significant part of which will be reinvestments into R&D and building of global operating platforms to enable growth and profitability improvement 	
Grow the Services business to EUR 250-300 million	<ul style="list-style-type: none"> Target met with Services sales being EUR 282.5 million in 2010 	

Operating environment in 2010

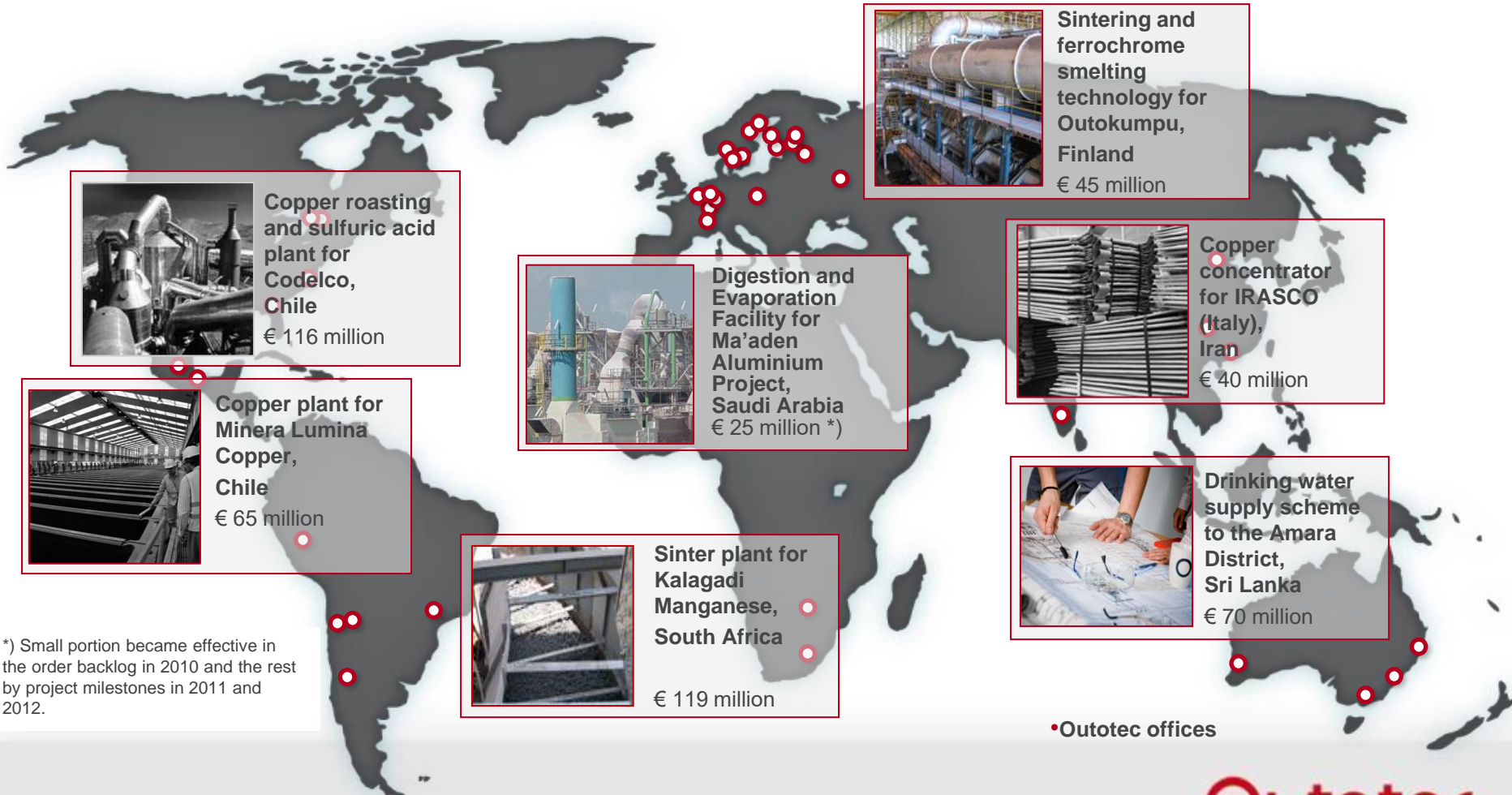
- Market continued to strengthen.
- The mining and metals industry was on the recovery path supported by a positive long term outlook for metals demand in the emerging economies.
- The industry benefitted from strong metals prices.
- Activity was especially strong in copper, gold and iron projects, but also other metals were recovering.
- Decision-making, particularly regarding major projects involving construction of new capacity, took time.
- Drive for sustainable solutions continued strong and the requirements on the technology were getting stricter, which is positive for Outotec.



Sources: CRU (up to 2005 excl. ferrous), UBS, Company reports, LME, Outotec analysis (January 2010)

Largest orders in 2010

- Order intake in 2010 EUR 1,394.7 million (2009: EUR 557.1 million) , **+150%**
- Order intake in Q4/2010 EUR 356.6 million (Q4/2009: EUR 110.5 million) , **+223%**



Sintering and ferrochrome smelting technology for Outokumpu, Finland
€ 45 million



Copper roasting and sulfuric acid plant for Codelco, Chile
€ 116 million



Digestion and Evaporation Facility for Ma'aden Aluminium Project, Saudi Arabia
€ 25 million (*)



Copper concentrator for IRASCO (Italy), Iran
€ 40 million



Copper plant for Minera Lumina Copper, Chile
€ 65 million



Sinter plant for Kalagadi Manganese, South Africa
€ 119 million



Drinking water supply scheme to the Amara District, Sri Lanka
€ 70 million

• Outotec offices

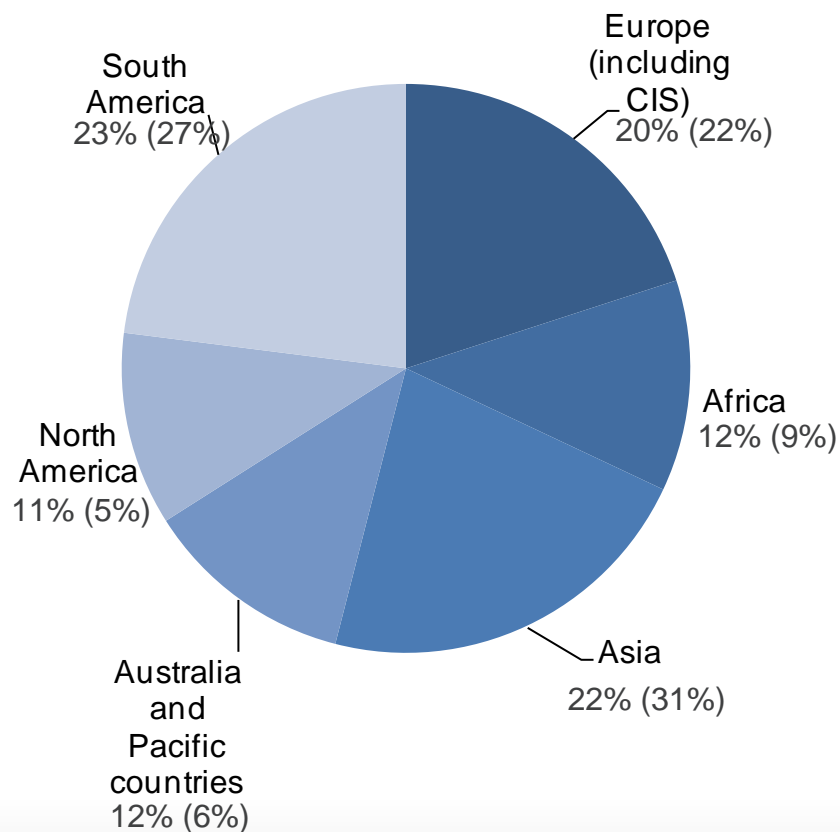


*) Small portion became effective in the order backlog in 2010 and the rest by project milestones in 2011 and 2012.

A strong sales portfolio

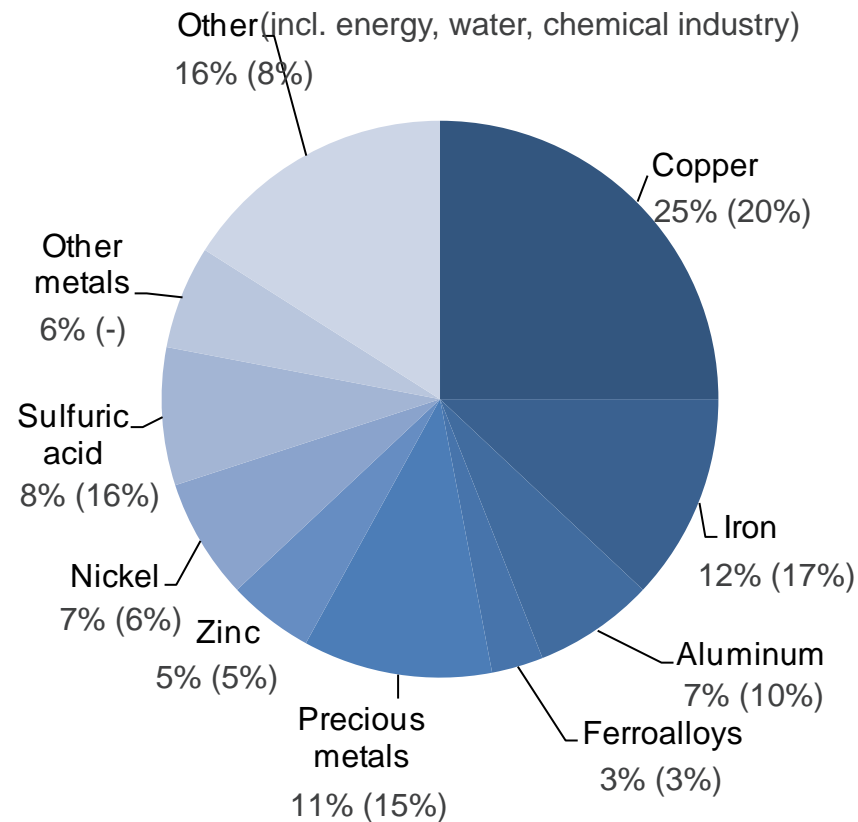
Sales by destination

2010 (2009)

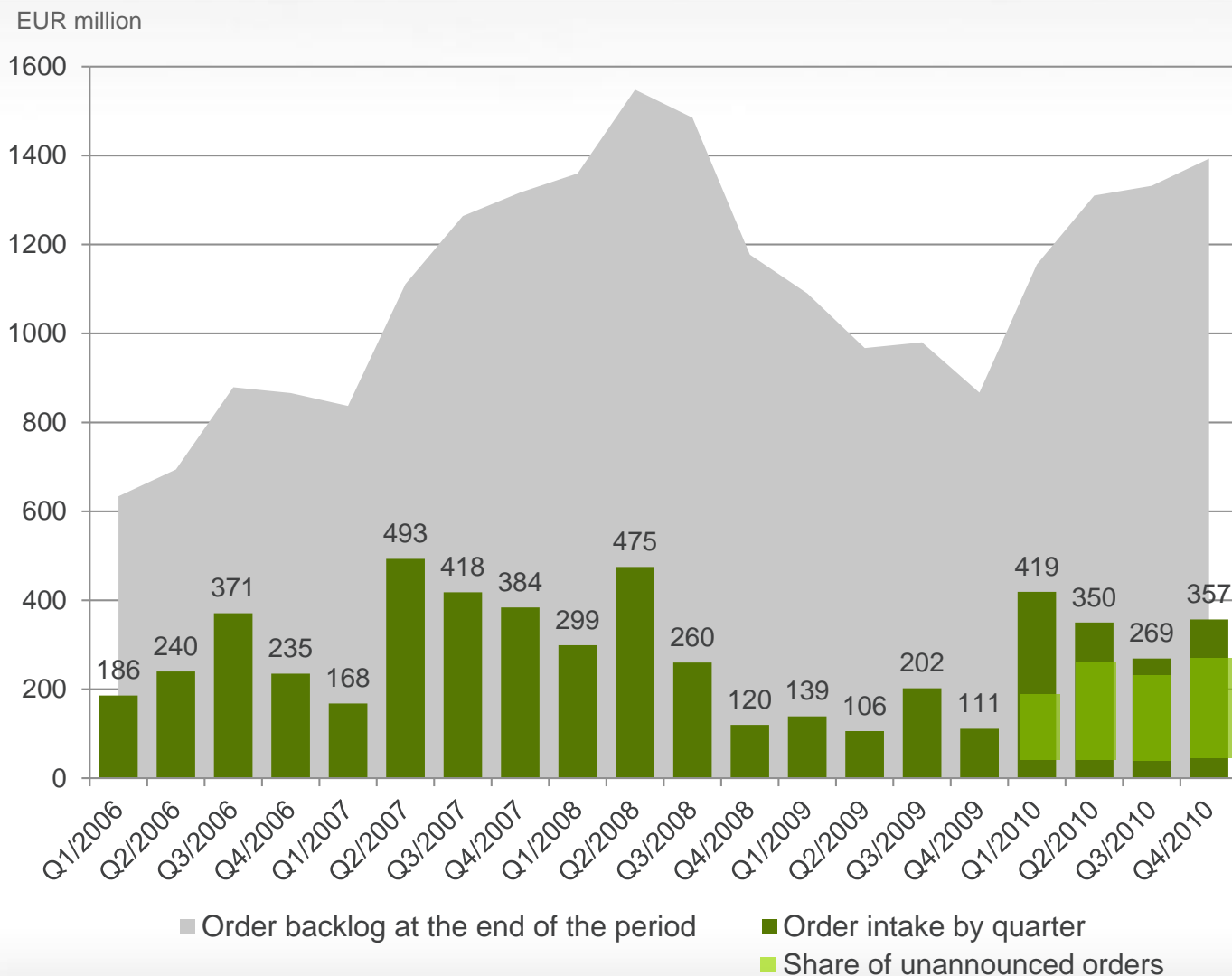


Sales by end product

2010 (2009)

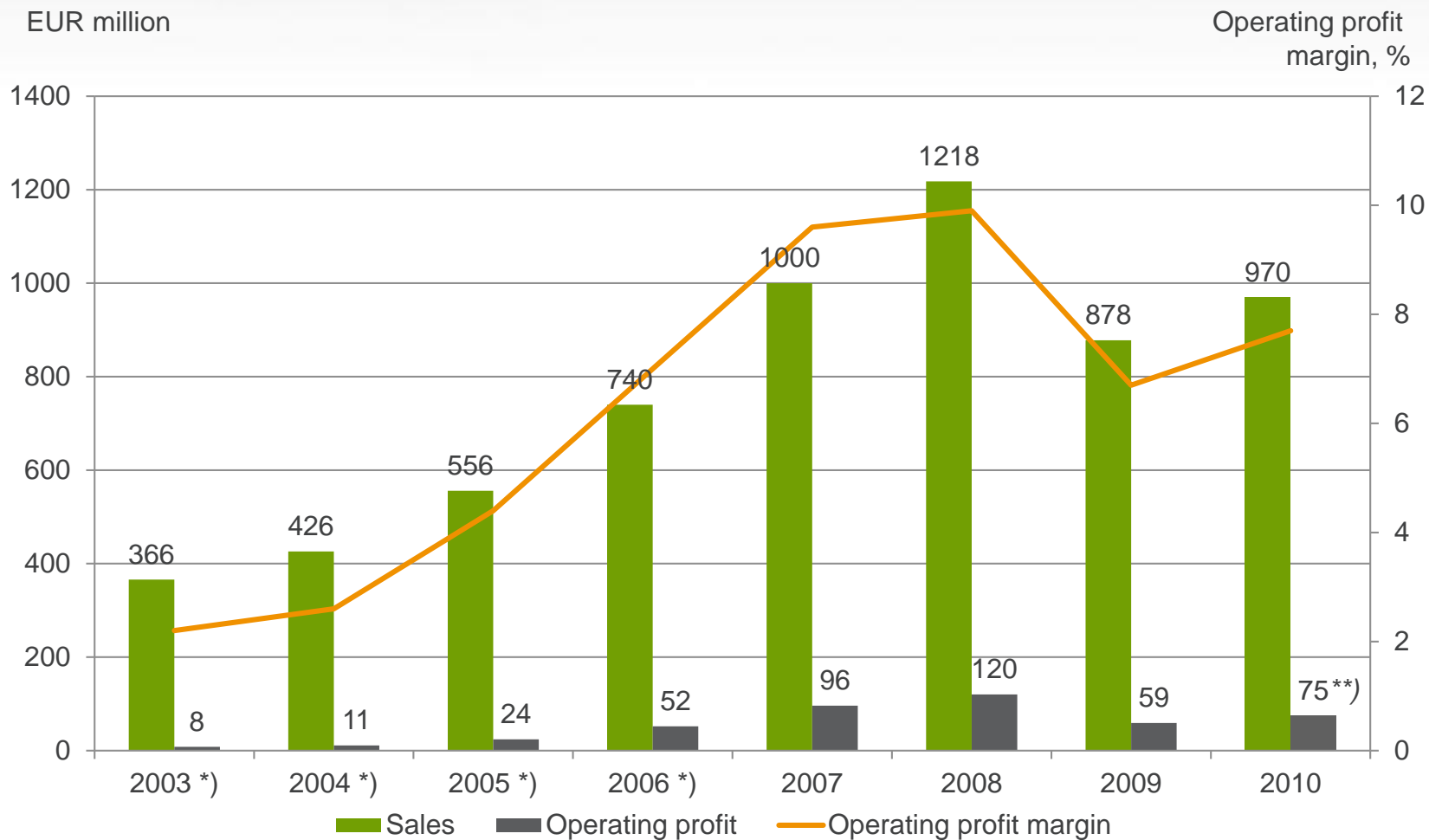


Order intake and backlog strengthened significantly



- Order intake in 2010 was EUR 1,394.7 million and order backlog **61%** higher compared to year-end 2009.
- Roughly 69% (EUR 960 million) of the backlog is estimated to be delivered in 2011 and the rest in 2012 and beyond.

Revenues grew and profitability improved

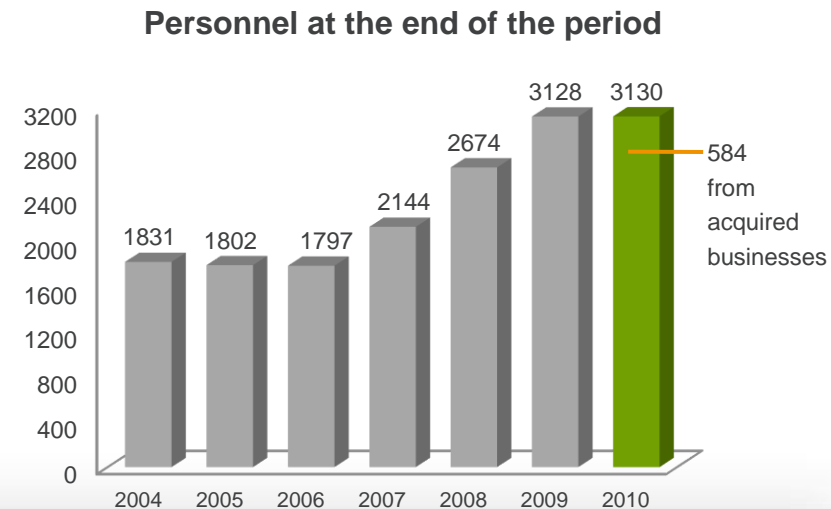
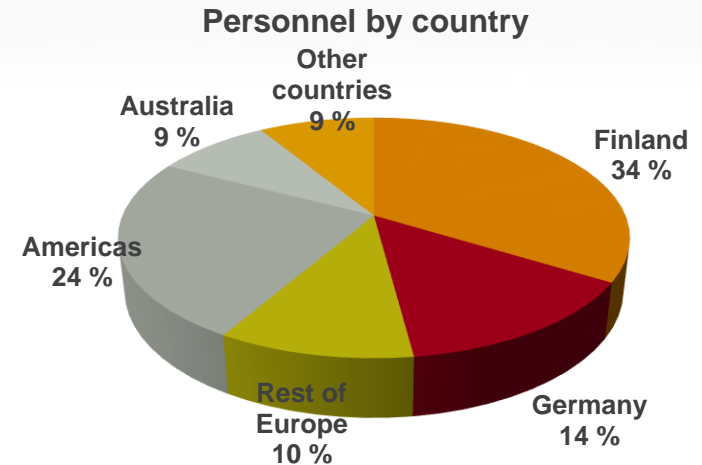


*) Combined basis

**) excl. one-time items and PPAs

Personnel grew mostly due to acquisitions

- 3,130 employees (Dec 31, 2009: 3,128), of which 584 came from acquisitions
- Temporary personnel accounted for 8% of the total number of employees
- Additionally some 328 FTE contracted people in projects (Dec 31, 2009: 250 FTE)
- As part of the EUR 25 million savings program, 161 persons were reduced globally



Outotec share price development

22/03/2010 - 21/03/2011

● Outotec(HEL) Open: 25.50 | High: 47.25 | Low: 22.65 | Close: 42.57



Gross margin and operating profit margin from business operations improved despite of challenging markets

EUR million	Q4 2010	Q4 2009	Change %	2010	2009	Change %
Sales	330.3	219.8	+50.3	969.6	877.7	+10.5
Gross margin, %	26.9	24.1	+11.5	26.2	21.7	+20.9
Operating profit from operations	33.4	13.3	+151.0	74.7	58.6	+27.4
- one-time restructuring cost	-4.2			-26.5		
- PPA amortization	-1.8			-9.4		
+ revaluation of Ausmelt shares	-			+2.2		
+ Other	+0.6			+0.6		
Reported operating profit	28.1	13.3	+111.0	41.6	58.6	-29.1
FX impact (unrealized, realized)				+1.9	-0.1	
Operating profit margin, %						
- excl. one-time items and PPA	10.1	6.1	+67.0	7.7	6.7	+15.3
- reported	8.5	6.1	+40.4	4.3	6.7	-35.8

Non-ferrous Solutions



- Sales increased and profitability improved as a result of
 - healthy market demand
 - strong services business
 - strong performance of Filters (ex-Larox) business
 - structural cost saving actions

EUR million	Q4 2010	Q4 2009	2010	2009	Change %
Sales	223.9	115.9	623.3	482.6	+29.2
Operating profit (excl. one-time items and PPA)	24.0	7.9	50.6	35.1	+44.2
Operating profit	23.2	7.9	26.1	35.1	-25.6
Operating profit margin (excl. one-time items and PPA), %	10.7	6.9	8.1	7.3	
Operating profit margin, %	10.4	6.9	4.2	7.3	

Ferrous Solutions



- Sales reduced due to low order intake in 2009 and thereby fewer projects were in delivery phase in 2010
- Successful project completions improved profitability

EUR million

	Q4 2010	Q4 2009	2010	2009	Change %
Sales	43.2	49.9	131.5	146.7	-10.3
Operating profit (excl. one-time items and PPA)	8.2	5.1	12.6	9.5	+32.8
Operating profit	8.2	5.1	11.3	9.5	+19.7
Operating profit margin (excl. one-time items and PPA), %	19.0	10.2	9.5	6.4	
Operating profit margin, %	18.9	10.2	8.6	6.4	

Energy, Light Metals and Environmental Solutions



- Sales reduced due to low order intake in 2009 and thereby fewer projects were in delivery phase in 2010
- Successful project completions improved profitability

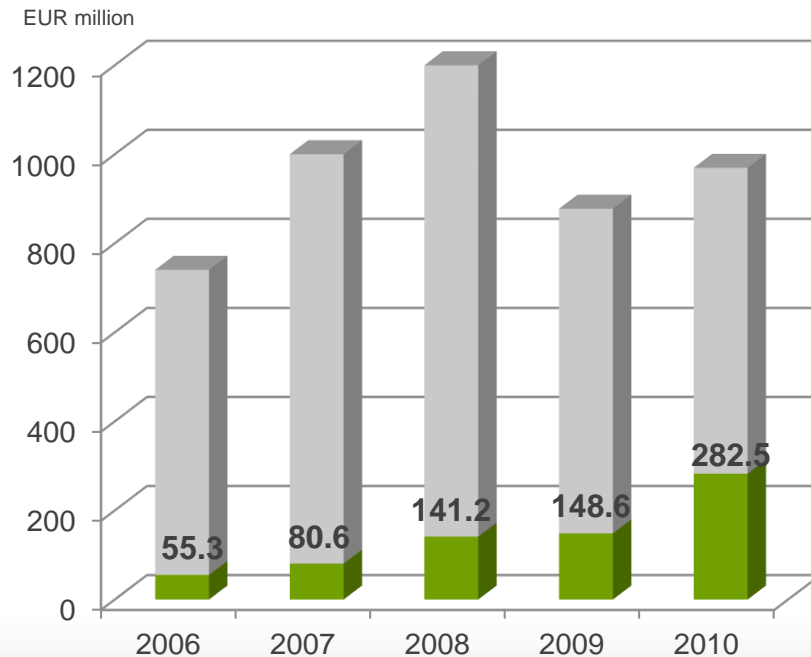
EUR million

	Q4 2010	Q4 2009	2010	2009	Change %
Sales	65.3	56.3	222.8	258.7	-13.9
Operating profit (excl one-time items and PPA)	11.5	6.8	28.9	27.6	+4.7
Operating profit	11.4	6.8	26.8	27.6	-3.0
Operating profit margin (excl one-time items and PPA), %	17.6	12.0	13.0	10.7	
Operating profit margin, %	17.5	12.0	12.0	10.7	

Services



■ Service sales ■ Outotec sales



- The strategic target of growing services to EUR 250-300 million by the end of 2010 was achieved.
- Sales of the Services increased by 90% to EUR 282.5 million (2009: EUR 148.6 million), representing 29% (2009: 17%) of sales.
- Service sales grew both organically and through acquisitions.
- New services sales target was announced aiming to reach EUR 500 million by the end of 2015.

Strong balance sheet enables growth

EUR million	Q4 2010	Q4 2009	2010	2009
Net cash from operating activities	-4.8	-43.9	87.5	-28.8
Net interest-bearing debt ^{*)}	-200.9	-191.0	-200.9	-191.0
Equity ^{*)}	357.7	342.4	357.7	342.4
Equity-to assets ratio, % ^{*)}	41.2	45.1	41.2	45.1
Gearing, % ^{*)}	-56.2	-55.8	-56.2	-55.8
Working capital ^{*)}	-113.5	-62.8	-113.5	-62.8
ROI, %	26.7	18.0	9.2	20.9
ROE, %	21.4	12.4	7.6	14.9
Earnings per share, EUR	0.40	0.21	0.59	1.01

^{*)} At the end of the period

- Asset light balance sheet due to business model
- Negative working capital because of advance and milestone payments
- Fast capital turnover
- Strong net cash position enabling growth (M&A) and dividends

Events in the beginning of 2011

- EUR 60 million contract with SNC-Lavalin to design and deliver a new copper flash smelting furnace and related services to RTB Bor's smelter in Serbia.
- Outotec acquired the technologies, trademarks and patents of ASH DEC Umwelt AG.
- EUR 20 million contract with Eesti Energia to design and deliver a new oil shale preparation plant to be built in Narva, Estonia.
- EUR 18 million contract with Chilean Codelco for the design and delivery of an effluent treatment plant for Codelco's new Mina Ministro Hales project close to Calama, Chile.

Outotec's mission, strategy and financial targets

Demand for sustainable technology increases



Ore grade

← The metal content of ores is diminishing. More ore must be processed with more advanced technology order to produce the same amount of metal.



Energy

← Making metals requires a lot of energy. More energy-efficient processes are needed as the price of energy is increasing.



Emissions

← Mining and metallurgical industries are major emitters of CO₂ and other ecotoxic substances. Cleaner solutions need to be developed to limit the global warming.



Water

← Water quality and quantity are becoming critical issues. Advanced solutions for water saving, recycling and cleaning are needed.



Oil peak

← Oil peak is approaching. With current production rates oil will run out by 2050 and alternative energy sources are needed.



Recycling

← The need for recycling is increasing. New technologies for turning scrap and waste into products are needed.

Our mission:
Sustainable use
of the Earth's
natural resources.



Our strategic intent:

The leading provider of sustainable minerals
and metals processing solutions,

and

an innovative provider
of sustainable energy and
water processing
solutions.



Outotec's strategy

The best return
on a customer's investment

Global integrated operations and local presence

Increasing value through
life cycle solutions

Applying core
technologies in new
attractive growth areas

Improving
productivity and
scalability

Leadership in technology and innovation

Sustainable use of Earth's natural resources

Outotec's long term financial targets

Targeting continuous profitable growth

Sales	CARG 10-20%	Outotec targets to grow faster than the market resulting in compound average annual sales growth target in the range of 10-20%.
Operating profit margin	On average 10%	Annual operating profit margin from business operations is targeted to be on average 10%, excluding one time costs and purchase price allocations of acquired business.
Balance sheet		Maintain strong balance sheet to provide operational flexibility and enable acquisitions.

Dividend policy: Outotec aims to pay at least 40% of the annual net income.

Services business growth target

Sales target for Services

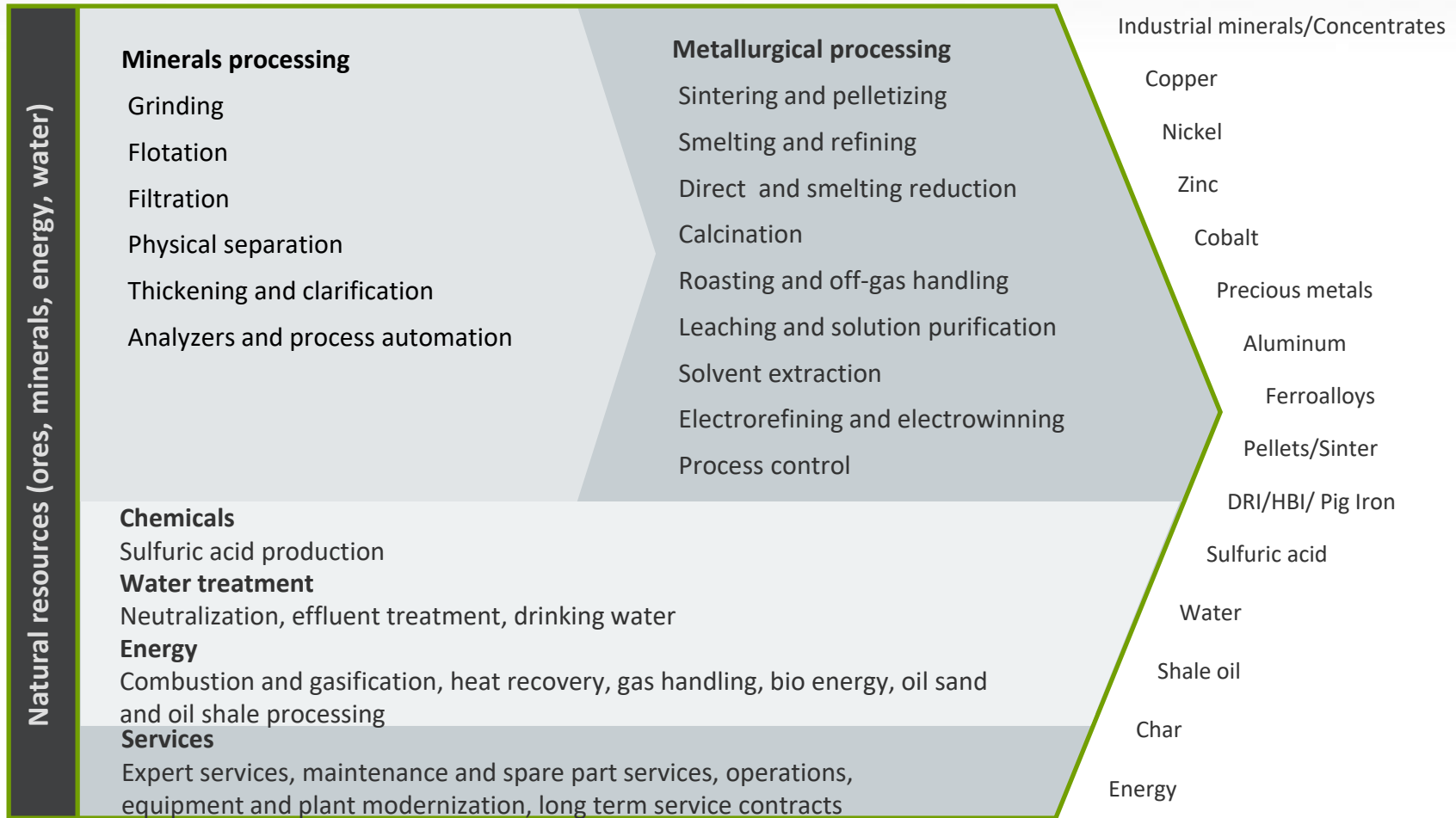
EUR 500 million
by the end of 2015

The growth will be achieved through:

- Organic means
- Bolt-on acquisitions
- New life cycle service offerings

Outotec's technology portfolio and expertise

Outotec offers the world's best technologies for processing of the natural resources



Examples of benchmark technologies

- Half of the world's pyrometallurgical primary copper is produced with Outotec® Flash Smelting
- One-third of the world's hydrometallurgical copper is produced with Outotec® SX-EW
- Over a third of the world's sulfuric acid capacity runs on Outotec technology
- Most of the world's iron ore pellets are produced using Outotec's travelling grate processes



Numerous reference plants in operation

- 140 non-ferrous smelters
- 600 sulfuric acid plants
- 1,000 mills
- 5,000 flotation units
- 1,600 thickeners
- 3,500 filters
- 12 pelletizing and sintering plants for chromites (ferroalloys), one for niobium
- 9 ferroalloy smelters
- 400 iron ore sintering plants since 1920
- 60 iron ore pelletizing plants since 1967
- 260 fluidized bed roasting plants
- 60 SL/RN direct reduction kilns since 1967
- 1 Circored® fine ore reduction plant
- 1 Circoheat® ore preheater for Hlsmelt®

Emission
Optimized Sintering;
Ijmuiden, NL



World's largest
pellet plant
(7.5 million tpy)
Samarco; Brazil



First commercial
hydrogen-based
direct reduction plant



Sulfuric acid plant - Ma'aden, Saudi-Arabia



- **Capacity:**
3 x 5,000 tonnes per day (Sulfuric acid)
- World's largest sulfuric acid plant
- **Contract: 500meur** (EPC)

Fluidized bed – Cajamarquilla, Peru



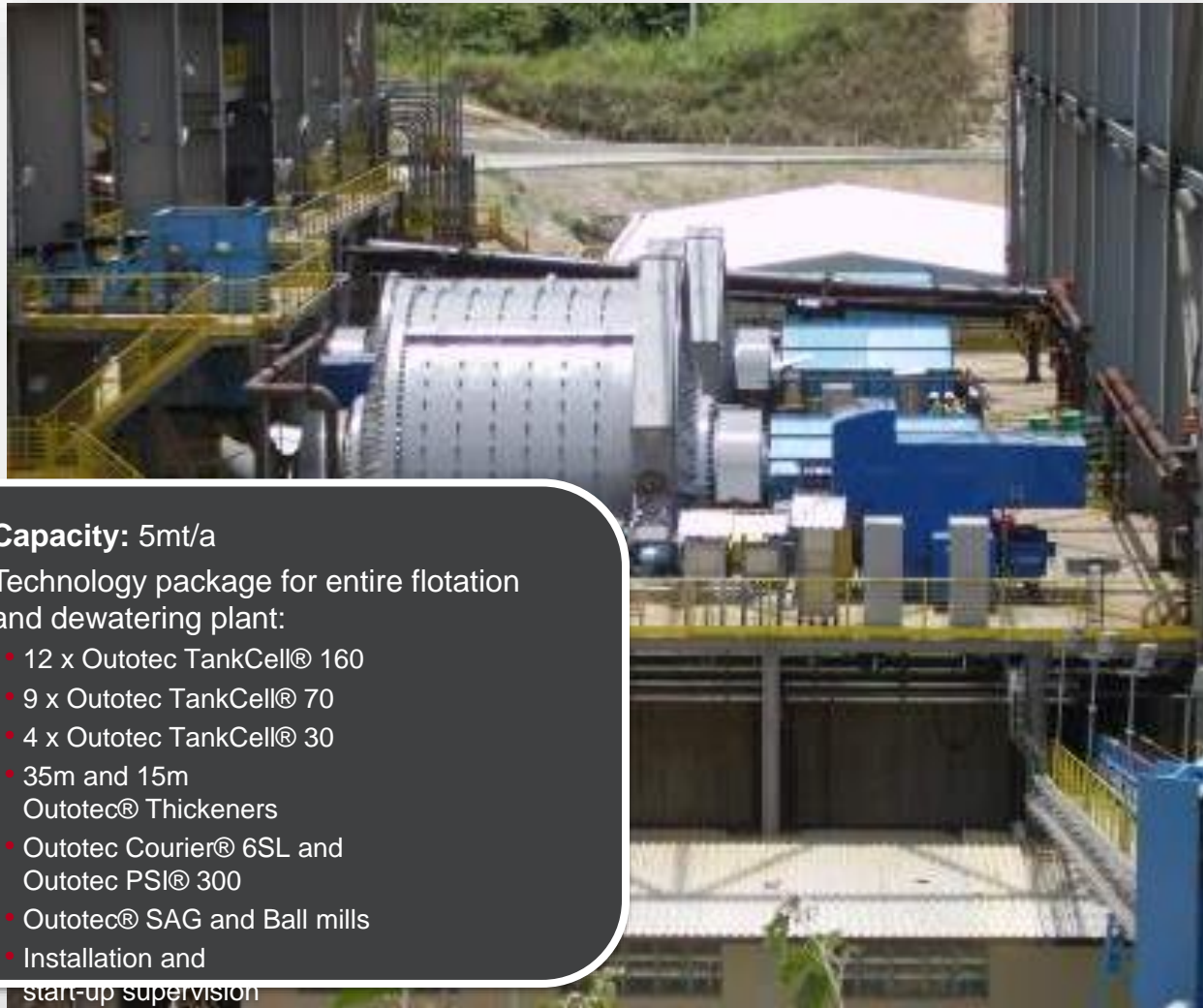
- **Capacity:**
160,000 tonnes (zinc concentrate)
- **Contract: 85meur (LSTK)**
- **Complete solution delivery from roaster to off-gas to acid plant**

Light carbon plants – Emal, United Arab Emirates



- **Capacity:**
2 x 50 tonnes per hour
(primary aluminium)
- **Contract: 105meur** (EPC)
- World benchmark for capacity
Technology benchmark; vertical mill and
RTO for pitch fume treatment

Nickel Plant - Mirabela Nickel, Santa Rita, Brazil



- **Capacity:** 5mt/a
- Technology package for entire flotation and dewatering plant:
 - 12 x Outotec TankCell® 160
 - 9 x Outotec TankCell® 70
 - 4 x Outotec TankCell® 30
 - 35m and 15m Outotec® Thickeners
 - Outotec Courier® 6SL and Outotec PSI® 300
 - Outotec® SAG and Ball mills
 - Installation and start-up supervision

Copper-Gold Plant - Boliden, Aitik, Sweden



- **Capacity:** 36mt/a
- **Technology package:**
 - 26 x Outotec TankCell® 160
 - 14 x Outotec TankCell® 50
 - 12 x Outotec TankCell® 40
 - Flotation Air Blowers to above
 - Regrinding mill 6,5*9m, 3 MW
 - Total engineering
 - Design and management

Copper SX-EW Plant - Inmet, Cobre Las Cruces, Spain



- Capacity: 72 000 t/a



Copper SX Plant – Escondida, Chile

- Capacity: 180 000 t/a



Copper Flash Smelter – Yanggu, China



- Copper smelter and refinery
- Precious metals and sulfuric acid plant

Pelletizing Plant - TATA Steel, Jamshedpur, India

Site, November 2010



- The largest pelletizing plant in India
- Capacity: 6mt/a

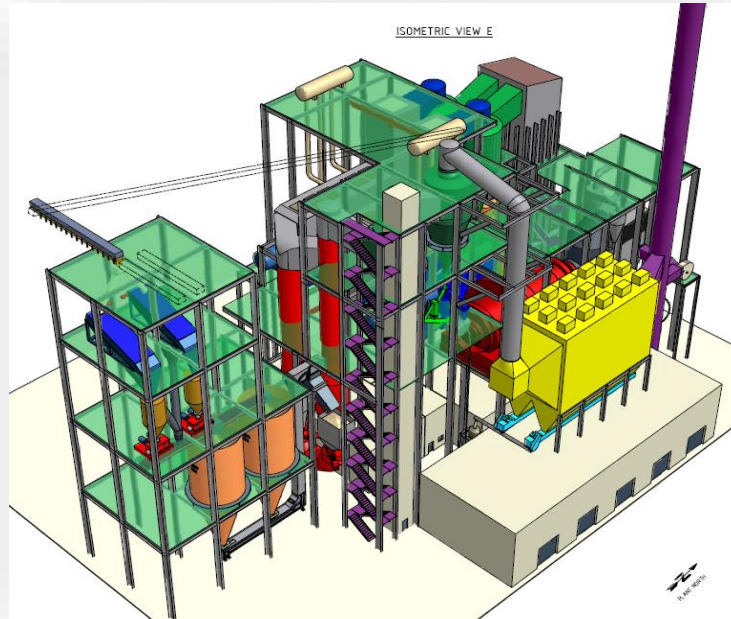


Alumina Calciner - Rio Tinto, Alcan Gove, Australia



- Two CFB calciners
- Capacity: 2 x 3500t/d (alumina)

Oil Shale Processing – Eesti Energia, Narva, Estonia



- Enefit 280 Plant
- Joint venture between Outotec and Eesti Energia - Enefit
- CFB technology

Priorities and financial guidance for 2011

Priorities in 2011

Objective	Actions and progress	Status
All businesses on growth track	<ul style="list-style-type: none"> • Strong starting order backlog • Win new business and execute well 	
Basic life cycle solution offerings and delivery capabilities in place	<ul style="list-style-type: none"> • Launch new service products • New operational model focuses on delivering solutions 	
New operational model enabling scalability, global processes and systems in place	<ul style="list-style-type: none"> • Develop the global supply and engineering functions • Develop and implement common processes and tools • Strengthen the resourcing 	
Acquisitions to strengthen service, energy and water businesses and to augment technology portfolio	<ul style="list-style-type: none"> • Acquisition needs identified as part of new strategy, execution in progress 	
Grow the Services business to EUR 500 million by 2015	<ul style="list-style-type: none"> • Strengthen the resources in Service business • New service products being developed • Acquisitions 	

Market outlook for 2011 (1/3)

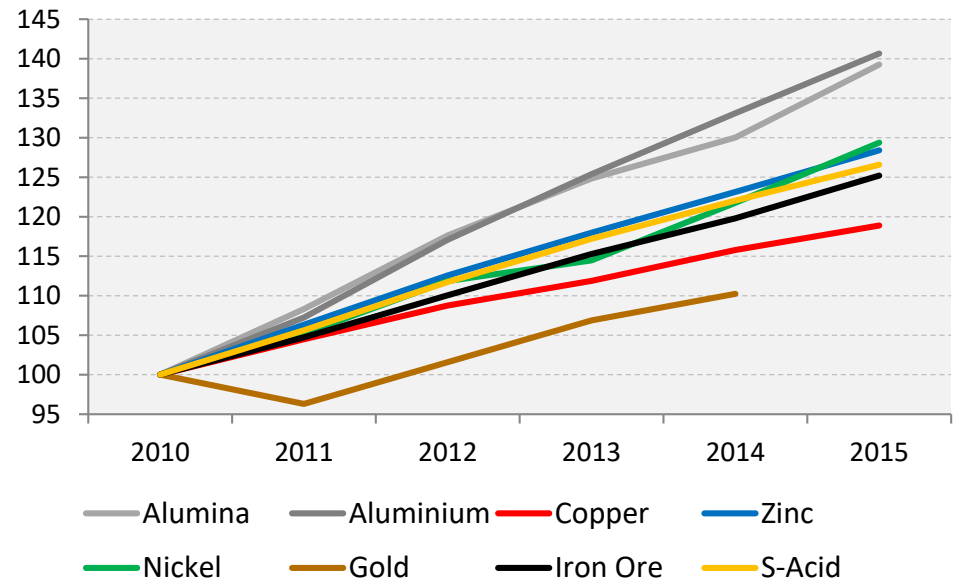
Metals demand expected to grow by 4 to 7% annually:

- 4.4% growth of global economy, 6.5% growth in developing economies
- The purchasing manager index
- Strong metals prices
- Market institute's estimates

Investments in the mining and metal industries will increase:

- Mining companies' CAPEX estimates
- Metals production is not sufficient to satisfy the growing demand
- Drive for sustainable technologies
- Declining ore grades require more processing capacity
- Efficiency requirements, modernization and optimization needs

Demand growth for selected commodities 2010-15 (rebased 2010=100)



Source: Brook Hunt, RBS, CRU

Market outlook for 2011 (2/3)

Non-ferrous Solutions

- The activity continues to strengthen.
- Primarily gold and copper projects are being developed.
- Competition continues to be tight for new projects.
- As ore grades decline, more processing capacity and advanced technology solutions will be needed.

Ferrous Solutions

- Demand for raw materials used in steel making, iron ore and coking coal will continue at record levels.
- The demand for stainless steel raw materials shows strong growth and the activity in ferroalloy projects is continuously strengthening.
- Brazil, India and South Africa continue to rapidly develop their infrastructure and to utilize their large natural resource base.
- Unconventional techniques, such as the direct reduction of iron ore, offer more and more opportunities to use lower grade raw material resources.

Market outlook for 2011 (3/3)

Energy, Light Metals and Environmental Solutions

- Rising oil prices and the depletion of oil reserves increase the demand for alternative energy sources, such as oil shale, oil sands, and biomass.
- The demand for aluminum is growing. Aluminum, bauxite and alumina projects are being revitalized.
- The outlook for the sulfuric acid market remains positive as sulfuric acid is needed in hydrometallurgical processes and is produced as a by-product in pyrometallurgical processes including the minimization of environmental impacts.
- New opportunities in materials recycling and waste management as well as industrial waste water treatment are continuously increasing.

Services business

- Higher capacity utilization levels, modernizations, upgrades and new capital investment projects increase the demand for spare parts, services and modernizations.

Financial guidance for 2011

- Order intake is expected to continue to grow,
- Sales are expected to grow to approximately EUR 1.25 - 1.35 billion, and
- Operating profit is expected to improve from 2010 and operating profit margin from business operations is expected to be approximately 8 - 9%.

Operating profit is dependent on exchange rates, product mix, timing of new orders and project completions.