



Q1-Q2/2011 Interim report

Pertti Korhonen
President and CEO

July 29, 2011

Outotec

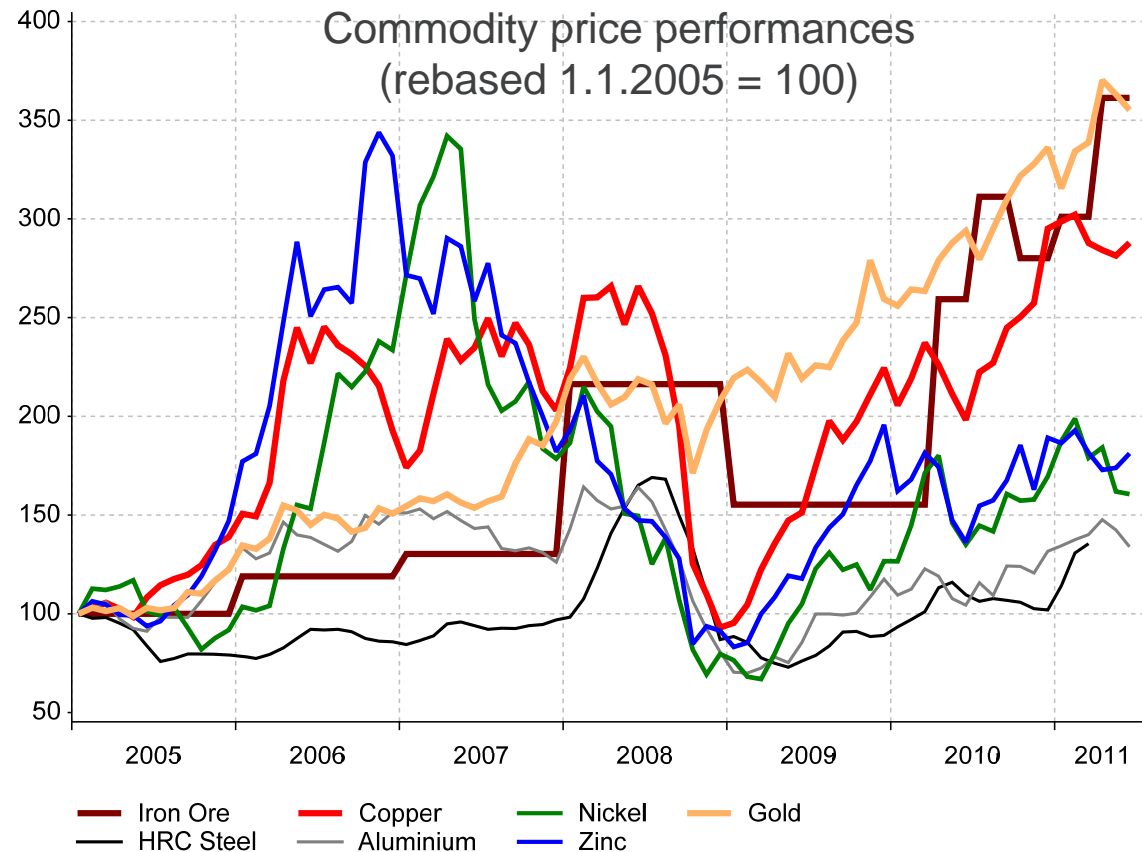


Q1-Q2/2011 Financial information

Outotec

Overall market activity remained high 1/2

- Investments were supported by the positive long-term outlook for metals demand and historically high metals prices
- Production capacity utilization rates continued to be good increasing the demand for spare parts and services
- The financial market has remained functional and financial institutions have been willing to provide funding in emerging and developing markets
- Turbulence in financial markets and the potential escalation of sovereign debt may have a severe negative impact on global economy and mining companies' project financing

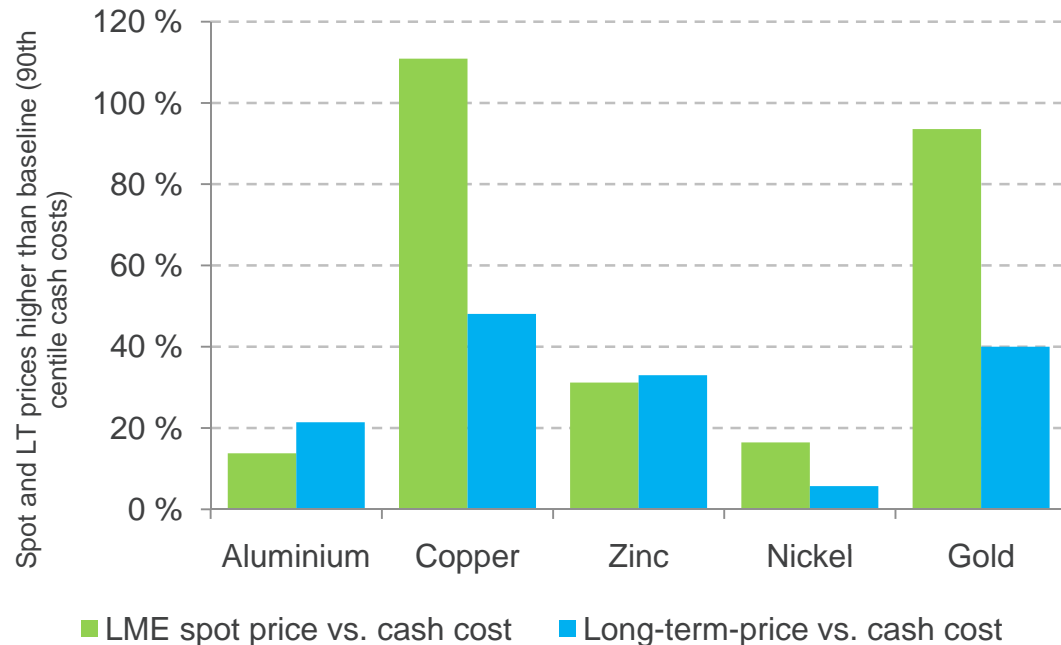


Source: Reuters EcoWin

Overall market activity remained high 2/2

- The strongest activity was seen in copper, gold and iron projects; however, zinc and aluminum projects also advanced
- Markets in South America, Australia and India were particularly strong, but activity also picked up in Russia and the Middle East
- Appr. 2/3 of Outotec's sales comes from emerging markets
- Delivery times in some areas of the subcontractor network started to lengthen but are not causing issues currently
- Interest in sustainable solutions continues to gain momentum increasing the demand for advanced process technology

Commodity LME spot and long-term prices are higher than industry cash costs of 90th centile*)



*) indicating that if prices would drop down to baseline 90th centile cash cost level (the 0% mark level), even then only 10% of producers would make loss, implying that both spot and LT prices still incentivize well new capacity investments.

Source: LME, Macquarie, Raw Materials Data, Outotec analysis

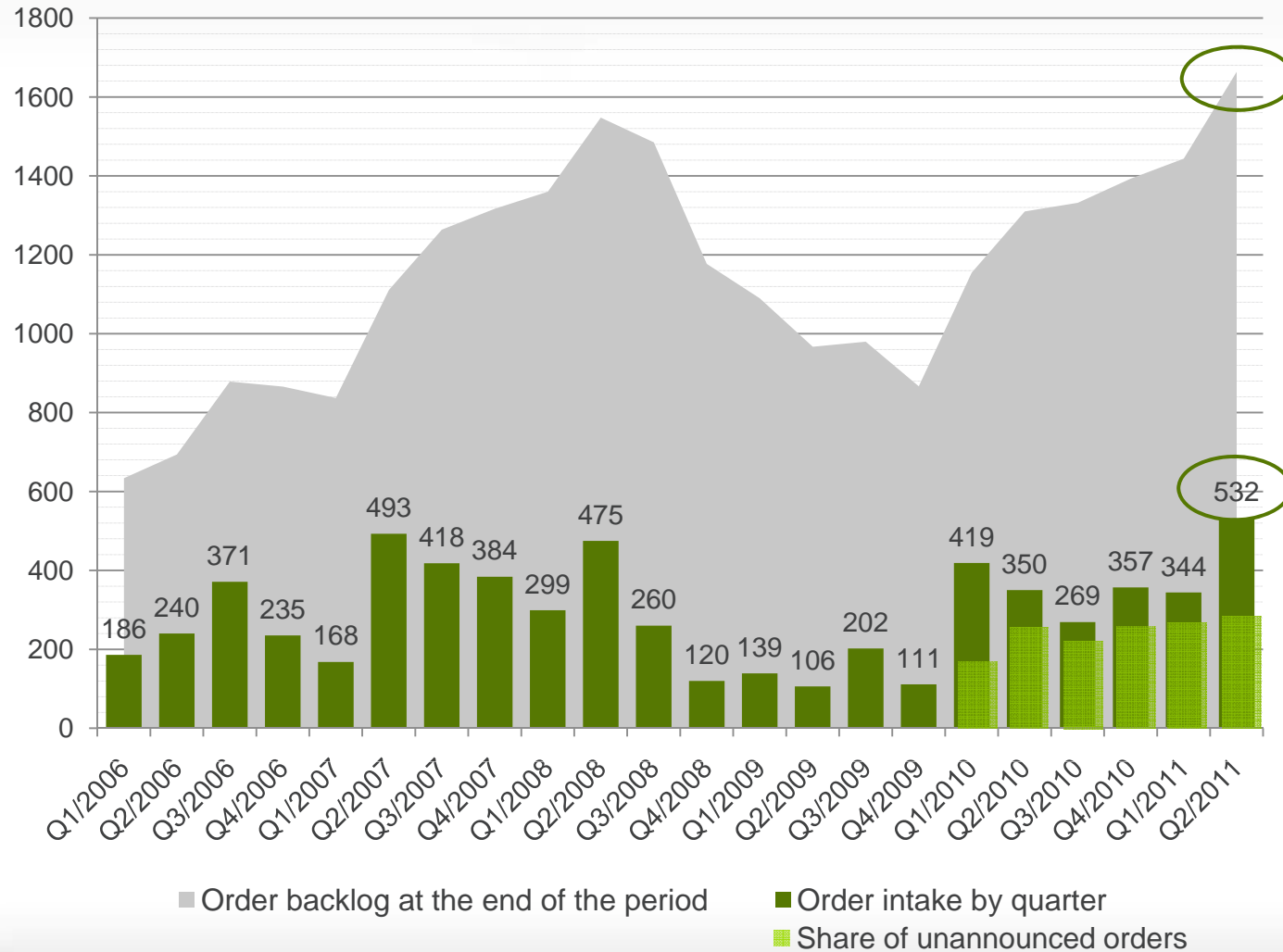
Large scope orders received in Q1-Q2

- Order intake in Q1-Q2/2011 EUR **875.7** million (Q1-Q2/2010: EUR 769.1 million), +14%
- Order intake in Q2 EUR 532.1 million (Q2/2010: EUR 349.7 million), +52%
- Orders from EMEA (including CIS) represented 40%, Americas 40% and Asia Pacific 20%



Record-high order intake in Q2 and all-time high order backlog at the end of June

EUR million



- Order backlog at the end of Q2/2011 was EUR **1,664.1** (1,310.1) million, 27% higher than at the end of Q2/2010
- 26 projects with value in excess of EUR 10 million, accounting for 64% of the backlog
- Roughly 42% (or approx. EUR 700 million) of the backlog is estimated to be delivered in 2011 and the rest in 2012 and beyond

Strong sales growth, quarterly fluctuations in operating profit due to mix, license fees, profit recognition patterns and FX

EUR million	Q1-Q2 2011	Q1-Q2 2010	Change %	Last 12 months	2010	Q2 2011	Q2 2010
Sales	536.0	410.8	+30	1,094.7	969.6	288.4	223.8
Gross margin, %	23.5	25.0		25.3	26.2	20.9	25.5
Operating profit from business operations	32.3	14.9	+117	92.1	74.7	12.1	11.3
- one-time restructuring cost	-	-16.1		-10.4	-26.5	-	-3.7
- PPA amortization	-2.4	-5.6		-6.3	-9.4	-1.2	-2.2
+ revaluation of Ausmelt shares	-	+2.2		-	+2.2	-	-
+ Other	-	-		+0.6	+0.6	-	-
Reported operating profit	29.8	-4.6		76.1	41.6	10.9	5.5
FX impact (unrealized, realized)	+4.8	-1.4		+8.1	+1.9	+0.9	-1.8
Operating profit margin, %	5.6	-1.1		6.9	4.3	3.8	2.4
- from business operations	6.0	3.6		8.4	7.7	4.2	5.1

Non-ferrous Solutions – strong growth and delivery execution



Q1-Q2 highlights

- Strong starting order backlog and continued strong order intake
- Strong growth of services, equipment and process solution sales
- Good progress in deliveries
- Favorable project mix in Q1, including license fees

EUR million	Q1-Q2 2011	Q1-Q2 2010	Change %	2010	Q2 2011	Q2 2010
Sales	353.4	254.8	+39	623.3	191.4	141.3
Operating profit from business operations *)	32.8	5.9		50.6	13.7	10.0
Operating profit *)	30.7	-10.6		26.1	12.6	4.8
Operating profit margin from business operations, %	9.3	2.3		8.1	7.2	7.1
Operating profit margin, %	8.7	-4.2		4.2	6.6	3.4

*) unrealized and realized foreign exchange gains in Q1-Q2/2011 EUR 4.2 million

Ferrous Solutions – strong growth, profitability lagging behind



Q1-Q2 highlights

- Back on growth track
- Good execution of long-term projects from the order backlog
- Operating profit impacted by timing of project completions and high sales and marketing costs due to very high proposal activity

EUR million

	Q1-Q2 2011	Q1-Q2 2010	Change %	Q1-Q2 2010	Q2 2011	Q2 2010
Sales	86.3	52.9	+63	131.5	42.6	32.9
Operating profit from business operations	1.3	0.1		12.6	-1.9	2.4
Operating profit	1.3	-1.1		11.3	-1.9	1.4
Operating profit margin from business operations, %	1.5	0.2		9.5	-4.5	7.2
Operating profit margin, %	1.5	-2.1		8.6	-4.5	4.3

Energy, Light Metals and Environmental Solutions – timing of long-term projects impacted sales



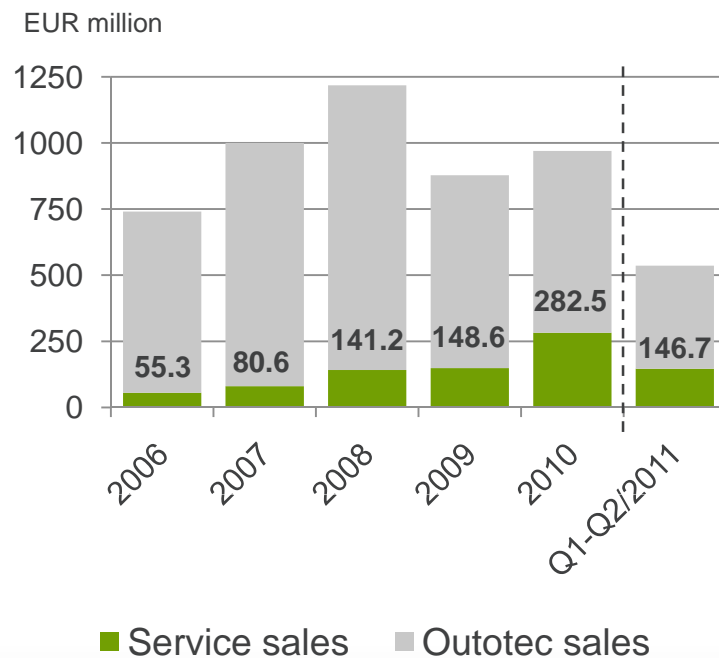
Q1-Q2 highlights

- Decline in sales was mainly due to the timing of revenue recognition of long-term projects
- Comparison period's operating profit included provision releases due to successful project completions

EUR million	Q1-Q2 2011	Q1-Q2 2010	Change %	Q1-Q2 2010	Q2 2011	Q2 2010
Sales	103.8	107.2	-3	222.8	57.7	52.6
Operating profit from business operations*)	8.9	13.0		28.9	5.4	2.7
Operating profit *)	8.6	11.9		26.8	5.2	1.9
Operating profit margin from business operations, %	8.5	12.1		13.0	9.3	5.1
Operating profit margin, %	8.3	11.1		12.0	9.1	3.5

*) unrealized and realized foreign exchange gains in Q1-Q2/2011 EUR 0.7 million

Services – very strong organic growth



- Sales of the Service business in Q1-Q2 were EUR 146.7 million (Q1-Q2/2010: 112.5 million), up 30%
- In the reporting period, Service business represents 27% of sales (Q1-Q2/2010: 27%)
- Sales of the Service business in Q2/2011 were EUR 75.6 million, representing 26% of sales (Q2/2010: 62.0 million, 28% of sales)
- Service business sales target: EUR 500 million by the end of 2015

Good cash flow and solid financial position

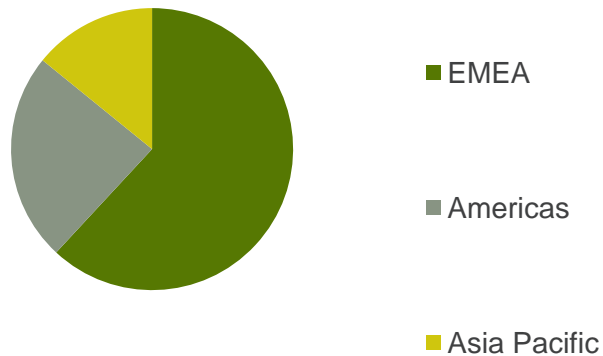
EUR million	Q1-Q2 2011	Q1-Q2 2010	Last 12 months	2010	Q2 2011	Q2 2010
Net cash from operating activities	105.7	42.0	151.2	87.5	45.9	34.6
Net interest-bearing debt ^{*)}	-250.6	-166.8	-250.6	-200.9	-250.6	-166.8
Equity ^{*)}	336.1	322.2	336.1	357.7	336.1	322.2
Equity-to assets ratio, % ^{*)}	37.1	42.9	37.1	41.2	37.1	42.9
Gearing, % ^{*)}	-74.6	-51.8	-74.6	-56.2	-74.6	-51.8
Working capital ^{*)}	-196.5	-107.8	-196.5	-113.5	-196.5	-107.8
ROI, %	16.6	-2.9	20.6	9.2	12.0	5.6
ROE, %	11.8	-2.0	15.3	7.6	9.4	5.1
Earnings per share, EUR	0.45	-0.07	1.11	0.59	0.17	0.09

^{*)} At the end of the period

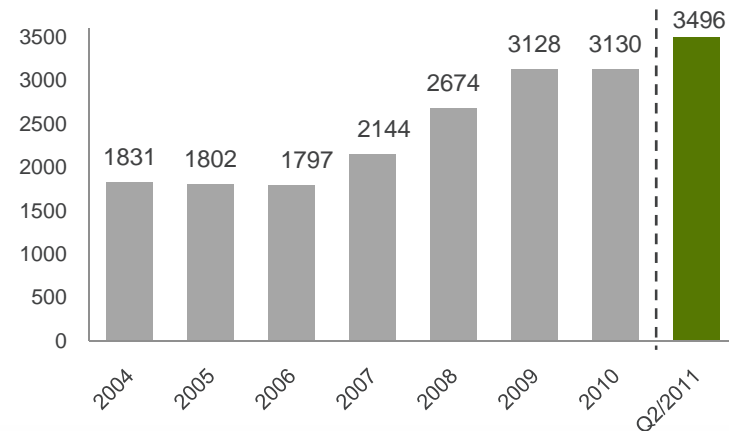
Personnel increased to support business growth

- At the end of Q2, Outotec had 3,496 employees (June 30, 2010: 3,199)
- Temporary personnel accounted for 10% (2010: 8%) of the total number of employees
- Additionally some 430 FTE contracted people in projects (June 30, 2010: 250)

Personnel by region at the end of the period



Personnel at the end of the period



Good order momentum continuing in Q3

In July Outotec has announced the following orders:

- Concentrator technology for the Petropavlovsk Group in Malomyr gold mine, Russia
 - EUR 25 million
- Two calciners to the joint venture's integrated aluminum complex at Ras Al Khair, Saudi Arabia
 - joint venture between Saudi Arabian Mining Company (Ma'aden) and Alcoa in Saudi Arabia
 - value of EUR 62 million, out of which roughly EUR 50 million will be booked in Outotec's order intake in the third quarter
- Copper concentrator for ZAO Miheevsky GOK, a subsidiary of Russian Copper Company for the Miheevsky porphyry-copper project in Chelyabinsk, Russia.
 - EUR 60 million
- Gas cleaning and sulfuric acid plant for OJSC Almalyk Mining & Metallurgical Company (AMMC) to AMMC's existing copper production facilities in Almalyk, Uzbekistan
 - approximately EUR 30 million

















Priorities in 2011 - June-end update

Outotec

Q2 progress of 2011 priorities

Objective	Actions	Progress in Q2	Status
All businesses on growth track	<ul style="list-style-type: none"> • Strong starting order backlog • Win new business and execute well 	<ul style="list-style-type: none"> • Strong order intake in all business areas • Solid execution in all business areas • ELE sales not yet growing 	  
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 	<ul style="list-style-type: none"> • Good progress in developing and launching new service products • Good progress in offering and winning larger solution scopes 	 
New operational model enabling scalability, global processes and systems in place	<ul style="list-style-type: none"> • Develop global supply and engineering functions • Develop and implement common processes and tools • Strengthen the resourcing 	<ul style="list-style-type: none"> • Good progress in establishing global supply management • Good progress in building global platforms • Capacity to deliver in place, some manageable bottlenecks 	  
Acquisitions to strengthen service, energy and water businesses and to augment technology portfolio	<ul style="list-style-type: none"> • Execute the acquisition needs identified as part of new strategy 	Technology acquisitions: <ul style="list-style-type: none"> • ASH DEC • Vertical Pressure Filter 	
Grow the Services business to EUR 500 million by 2015	<ul style="list-style-type: none"> • Strengthen the resources in Services • Develop and launch new service products • Execute acquisitions 	<ul style="list-style-type: none"> • Active recruitment • Good progress in developing and launching new service products • Service acquisitions in pipeline 	  



Market outlook and reiterated financial guidance for 2011

Outotec

Market outlook (excerpts from Q1-Q2 interim report)

- The strong market activity is expected to continue based on the long-term metals demand projections, high metals prices, declining ore grades and tightening environmental regulations
- The order pipeline is strong since several mining and metals companies are still in the process of re-activating projects that were put on hold during the downturn
- Project financing availability has improved. However, the more complex structures of the financing packages continue to take time
- Tightening efficiency and environmental requirements, declining ore grades, geographical relocation of production and capacity increases are the key investment drivers
- Rising energy prices are driving the industry to improve processes in order to achieve lower unit costs
- Turbulence in financial markets and the potential escalation of sovereign debt may have a severe negative impact on global economy and mining companies' project financing

Financial guidance for 2011

Outotec reiterates the previous guidance for the year 2011. Based on a strong opening order backlog and active market, in 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.



Q&A

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