Metso:Outotec

Investor presentation



December 2021

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.

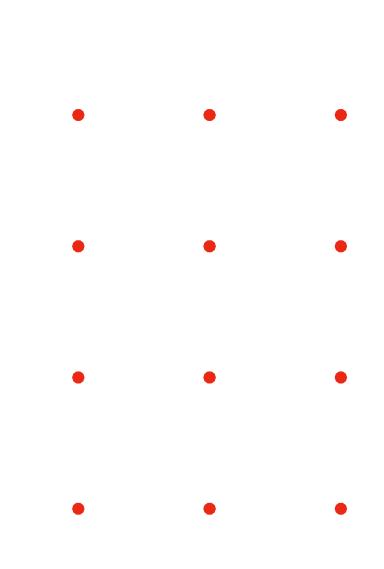
Such factors include, but are not limited to:

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.



Metso Outotec in brief

- Metso Outotec is a frontrunner in sustainable technologies, end-to-end solutions and services for the aggregates, minerals processing, and metals refining industries globally.
- By improving our customers' energy and water efficiency, increasing their productivity and reducing environmental risks with our process and product expertise, we are the partner for positive change.



3.9 billion euro sales



50+ countries with presence





150 years of expertise in mining and metal

Our business areas



Crushing and screening equipment for the production of aggregates

 Minerals

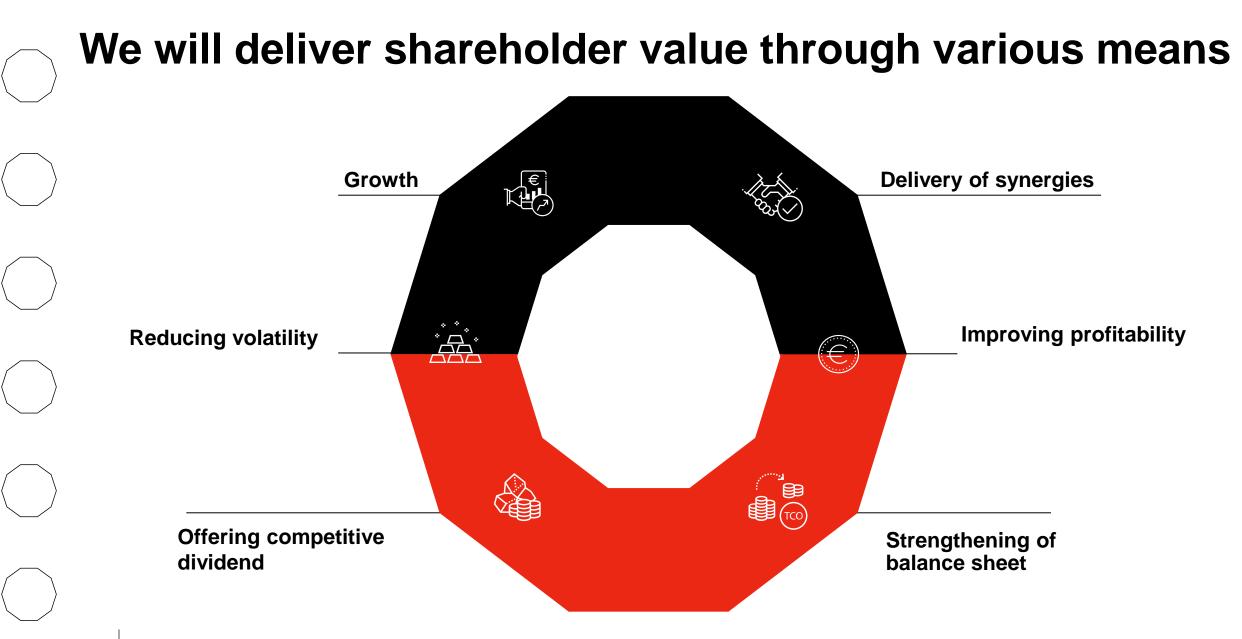
Equipment and full plant solutions for minerals processing Metals

Processing solutions and equipment for metals refining and chemical processing Services

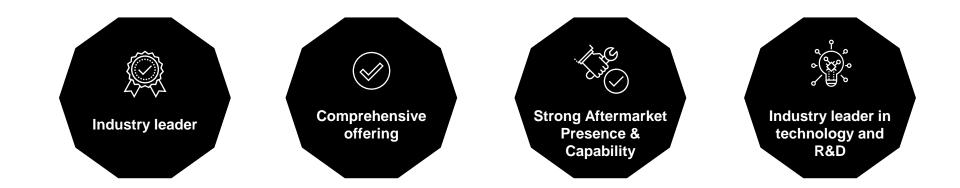
Spare parts, refurbishments and professional services for mining, metals and aggregates customers Consumables



Comprehensive offering of wear parts for mining and aggregates production



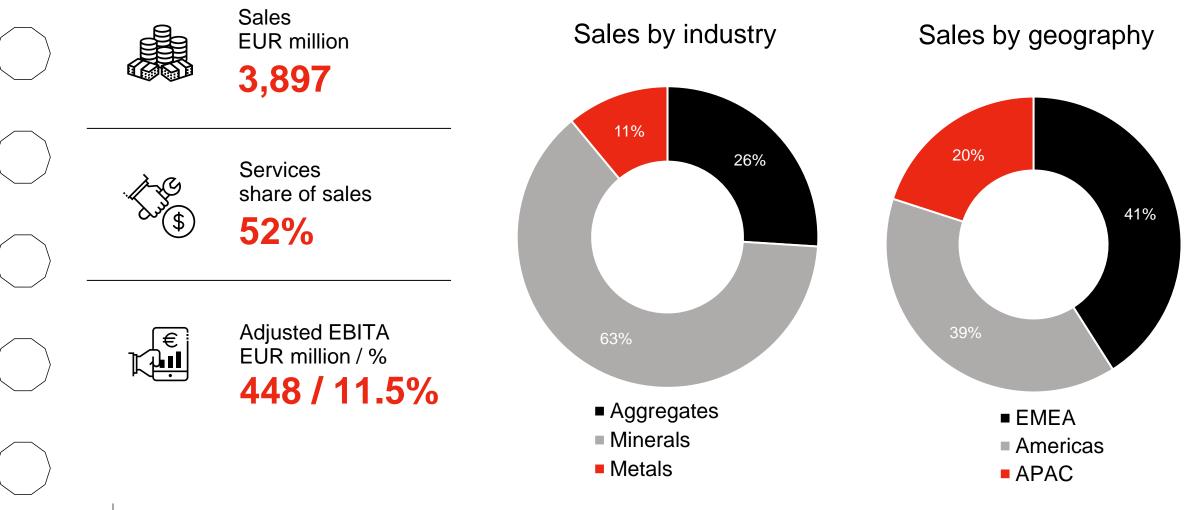
Our investment highlights



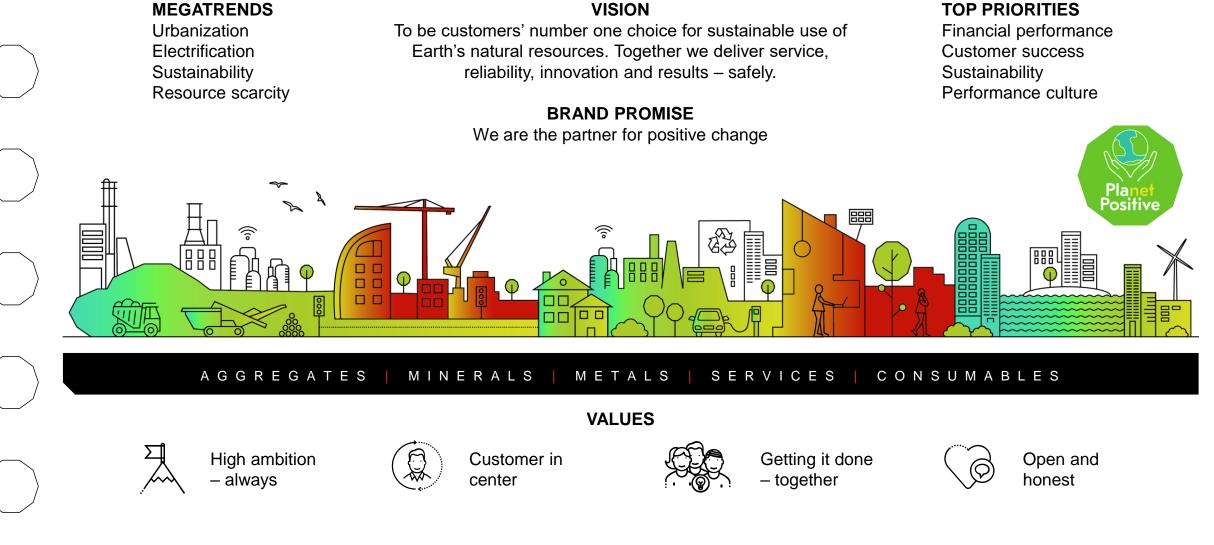
We have created a stronger platform in an industry that is transforming through consolidation, digitalization and an increased focus on sustainability



Key financials in 2020



Our purpose – Enabling sustainable modern life



Strategy implementation continues through four top priorities









Financial performance

Customer success

Sustainability

Performance culture

November 4, 202

Target to be industry leading company with strong financial performance

Adjusted EBITA margin of **>15%** over the cycle Maintaining investment grade credit rating

Dividend payout of at least 50% of earnings per share Progress in sustainability in alignment with the **1.5°C** commitment

Metso:Outotec

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Our key strengths provide a strong base...



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Widest offering and capabilities

Leading services expertise

Customer base and strong brand

Strong technology and R&D power

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Scale & financial position

IF™PI

...which is supported by focused organization with clear roles and responsibilities

Business areas

- P&L responsibility
- Offering
- Go-to-market models
- R&D



Market areas

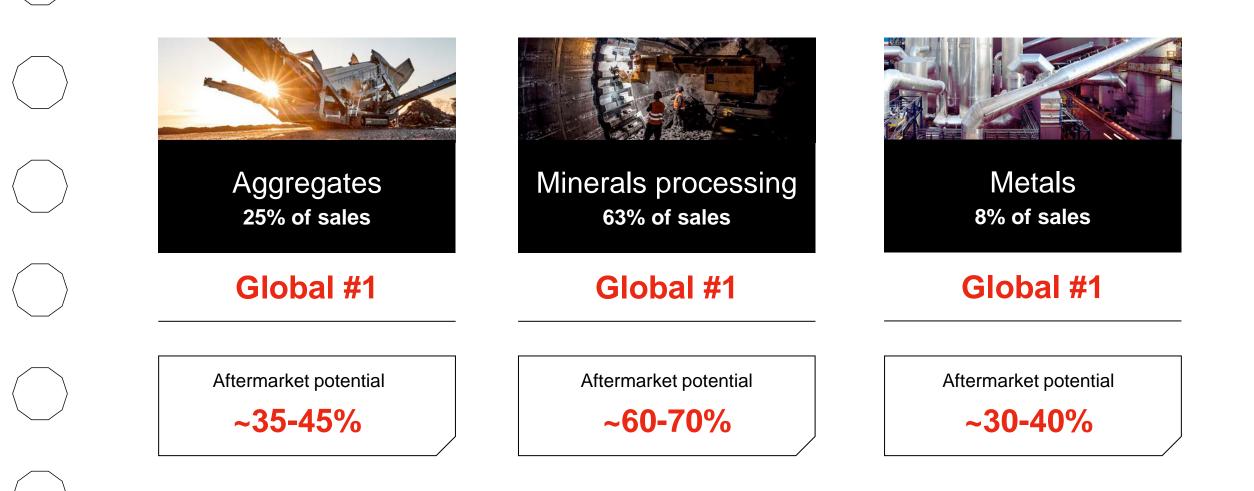
- Customer service
- Sales & account management
- Local operations

8

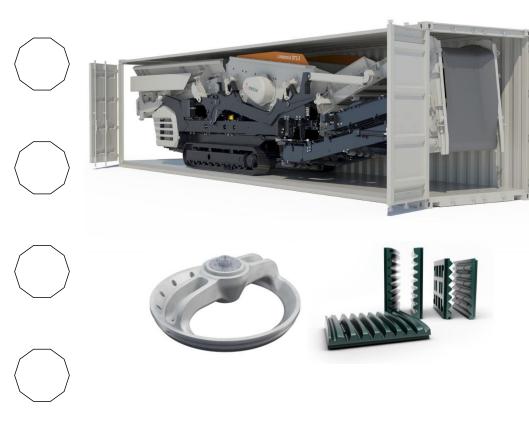
Global functions

- Scale benefits
- Best practices
- Global tools
- Cost efficiency

Our strong portfolio with aftermarket opportunities



Emphasizing services and product development



Metso:Outotec



CONTINUOUSLY GROW SERVICES

 Reinforce presence in service-intensive businesses

• Profitability and stability over cycles

 Grow coverage of own installed base and grow beyond that



FOCUS ON PRODUCT DEVELOPMENT

- Building on our end-toend **process knowledge**
- Standardized and preengineered products
- Securing service business potential via design to service
- Reducing dependency on big projects

Metso Outotec growth areas

Products with high aftermarket intensity Sustainable offering

Automation & digitalization

China & Silk Road

We are on track in delivering the integration synergies

Synergies at announcement of transaction (July 4, 2019):

- EUR 100 million cost synergies
- EUR 150 million revenue synergies
- In three years



Synergies confirmed after merger (August 4, 2020):

- EUR 120 million cost synergies by end of 2021
- EUR 50 million run-rate by end of 2020
- EUR 150 million revenue synergies by end of 2022

Metso:Out

Current update at Q3/2021:

- EUR 116 million annual runrate in cost synergies realized by the end of the quarter
- Run rate of EUR 120 million to be achieved in the end of 2021

Business specific profitability improvement actions continue

Earlier initiated actions continue uninterrupted in Minerals and Aggregates, Metals restructuring and turnaround actions ongoing



Supply footprint

- Ensuring scale and competitiveness
- Focusing on reducing internal logistics and complexity
- Improving lead times to reduce working capital



Customer centricity

- Improving on-time delivery
- Ensuring availability and reliability



R&D

- Ensuring consistent roadmap and gate structure
- Focusing on productization, serviceability and sustainability

Strategy execution will result in measurable financial improvement

Building blocks of adj. EBITA % improvement % **Financial targets** 20 Adjusted EBITA >15% over the cycle 15 11.2 Maintaining an 'investment-10 grade' credit rating Dividend pay-out of at least 50% of 5 earnings per share Progress in sustainability in alignment Adj. EBITA Integration Business Revenue with the 1.5 °C commitment pro forma specific cost synergies 2019* synergies actions * Pro forma as published for continuing operations ** Recycling divestment considered, Metals turnaround tbc (work-in-progress)

Metso:Outotec

Target

Portfolio**

Action taken in Metals & Recycling

- Metals turnaround ongoing
- Business scope and cost structure to be addressed
- 15M annual savings implemented
- Aluminium business divestment completed in April 2021
- Recycling business announced to be divested
- Waste Recycling business divestment completed in December 2021



Our core industries have a solid growth outlook...

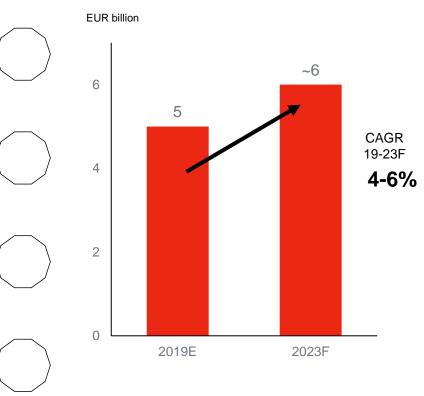


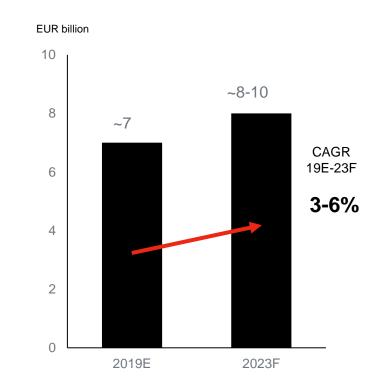
MINERALS PROCESSING

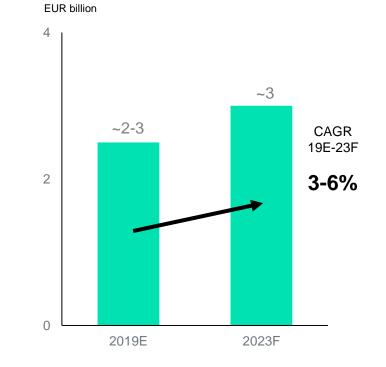
– equipment market growth

METAL REFINING

- equipment market growth

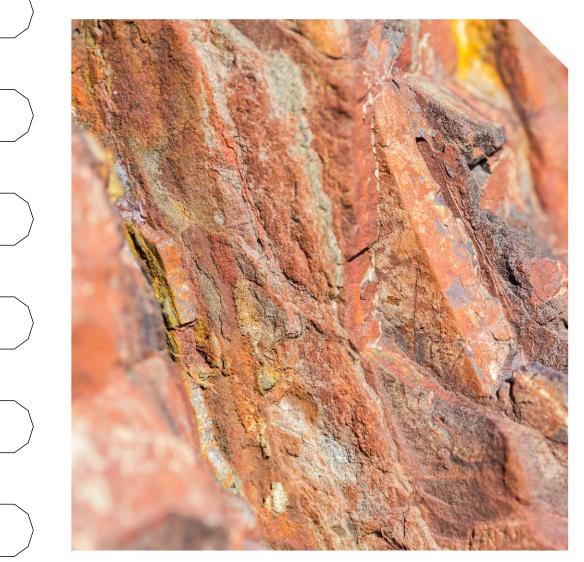




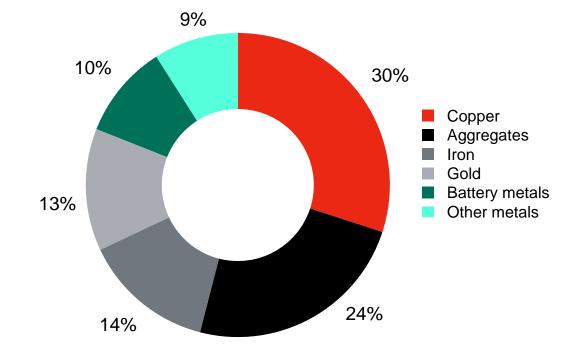


Source: Woodmac; projects data evaluation

...and our exposure is balanced...

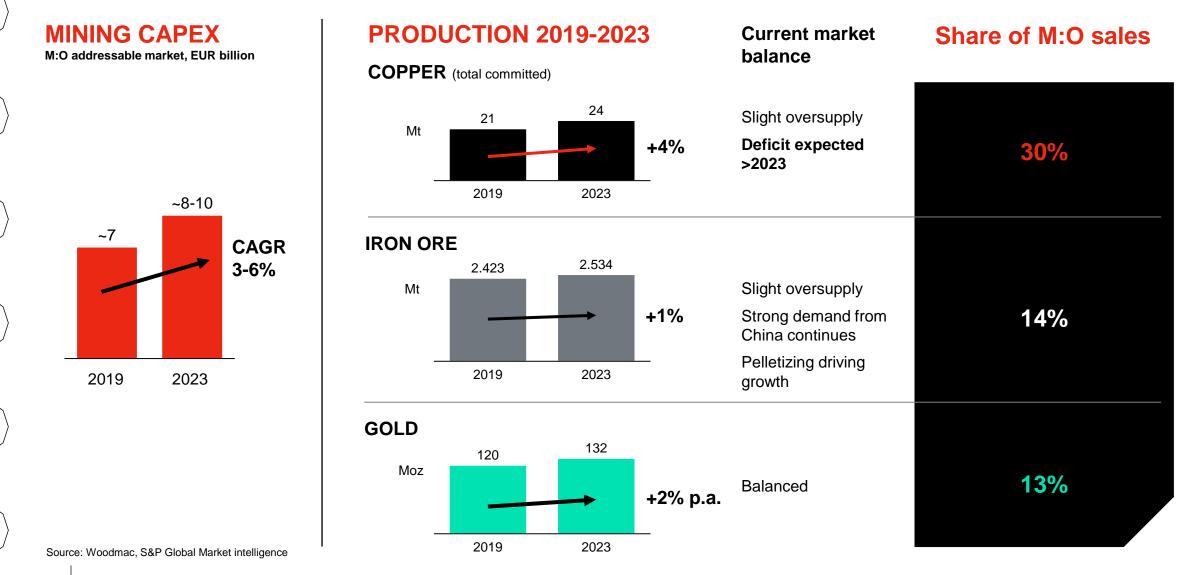


~80% of sales spread across 4 major applications



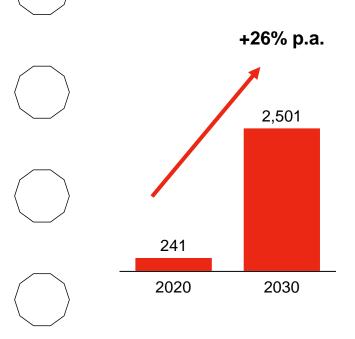
Excluding recycling and other industries

...between three major growing metals...



...and a good position in fast-emerging battery metal processing and recycling markets

GLOBAL LI-ION BATTERY CELL DEMAND GWh



DEMAND 2019-30, Mt Current market Future market balance balance NICKEL (battery-grade / +23% p.a. HPAL route) 1.19 **Shortage** of battery-grade Slight oversupply is expected after 2025 0.12 2019 2030 LITHIUM Oversupply expected to Shortage after 2026 +18% p.a. last until 2026 1.90 0.32 2019 2030 COBALT +7% p.a. Balanced market Shortage 2010-17, no major Magnitude dependent on 0.33 disruptions intensity in batteries is 0.15 expected to decline 2019 2030

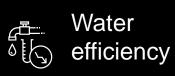
Source: S&P Global Market Inteligence

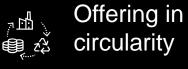
Our commitment to the 1.5 °C journey

Handprint: Sustainable offering and innovations



Energy efficiency and emissions





Safe operations

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Footprint: Responsible and trusted partner



Environmental efficiency in operations





Engaged and diverse experts Health and safety



Planet Positive – our 1.5°C journey

- We are committed to limiting global warming to 1.5°C:
 - Cutting CO₂ emissions by 50% in own production by 2024
 Achieving net-zero by 2030
- Targeting 30% of the supplier spend by the end of 2025 with partners who have set Science-Based Targets
- 100% of R&D with a sustainability target
- Planet Positive products to be available in every part of the customer process



Enabling customers to reach their sustainability targets

Planet Positive product for every part of the value chain



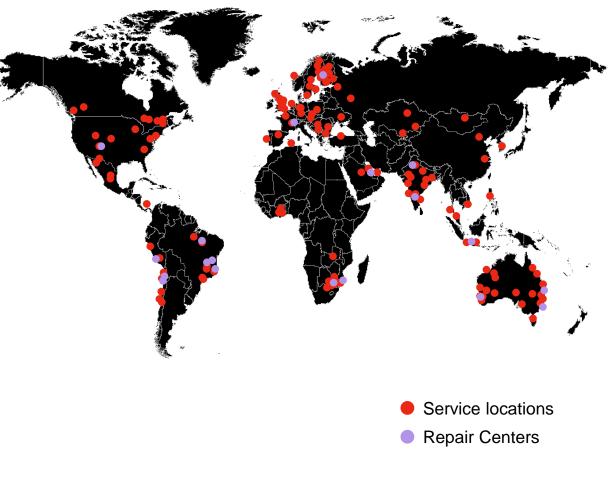
100% of R&D projects with sustainability targets Accelerating Planet Positive sales

Partnering with suppliers to decarbonize the supply chain Own operations CO_2 reduced 50% by 2024 and net zero in 2030

Uncompromised safety

Industry-leading service expertise and global network

- Comprehensive service portfolio from spares and wears to advanced lifecycle services
- World-class team of experts
- Efficient service processes to enable our experts to get it right – fast
- Deep understanding of customer process, product design and technology





~5,000

Service experts



~140 Service locations

Performance Centers

Sustainable technologies to help customers

Examples of technologies with higher energy, water, emissions and resource efficiency



1. Ferrochrome process, copper flash smelting, alumina calcination, ceramic filters, TankCell 300 and coated titanium anodes

Strong innovation and R&D power

New series of innovative products launched each year

100 million euros

15+

Investment in research and development annually

30

R&D centers, co-creating with and customizing solutions to customers

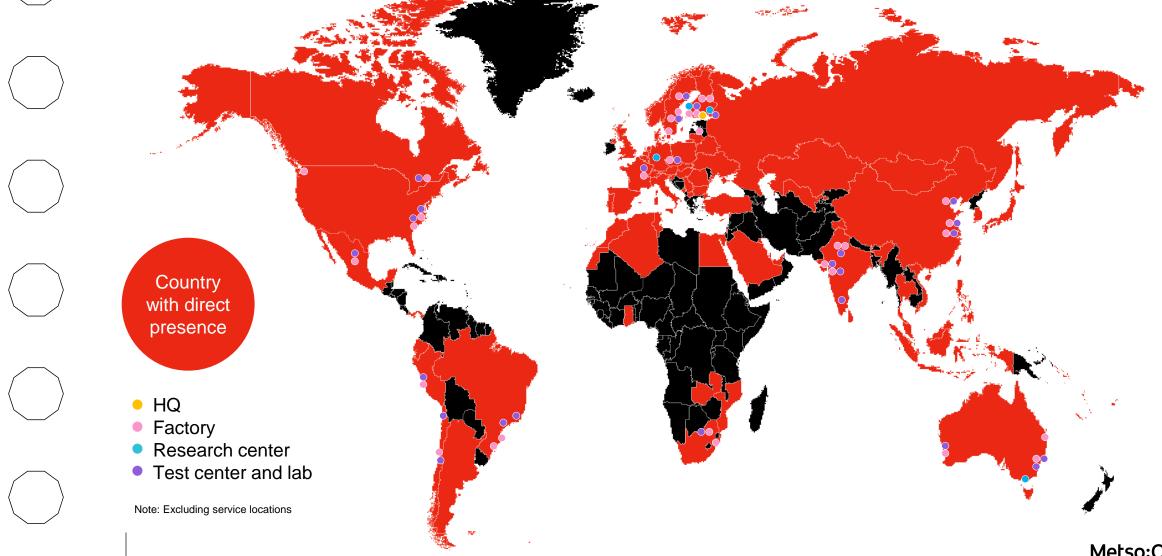
Patents

Metso:Outotec

8,200+



Metso Outotec R&D and operations footprint



Uncompromising safety in offering and operations



Safe products and services

- Products designed for safety
- Safe and professional service teams



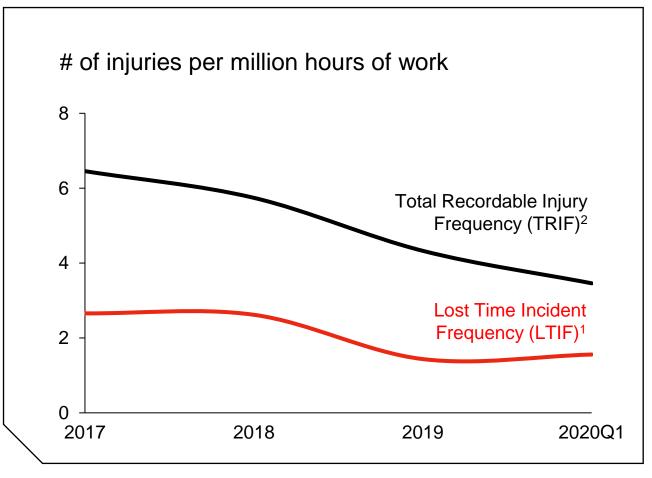
Safe and responsible supply chain

- Rigorous supplier screening
- Supplier code of conduct



Health and safety of people

- Safe and secure workplace
- Proactive attitude towards zero harm

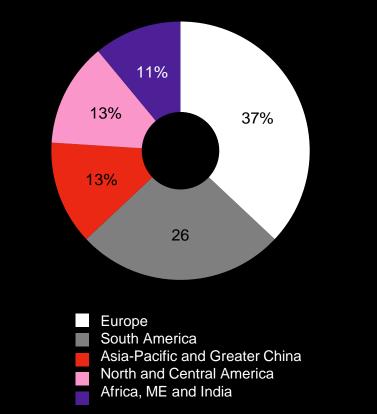


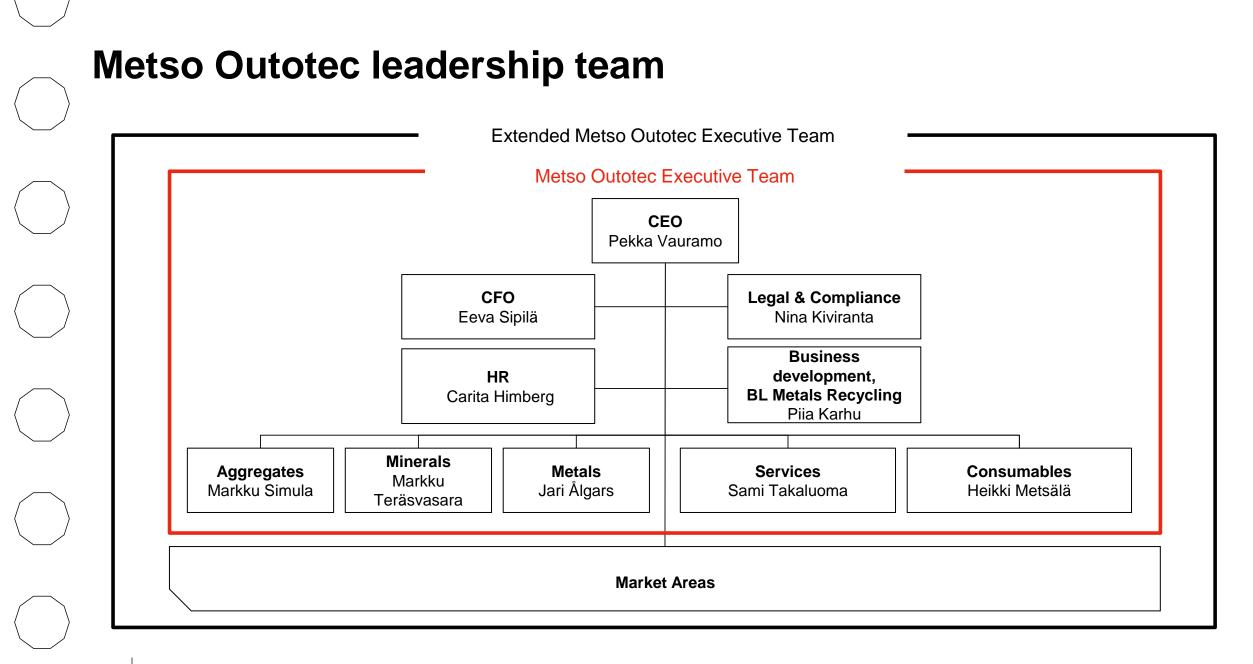
1. Number of injuries resulting in absence of at least one workday per million hours of work (own employees and contractors)

2. Number of injuries per million hours worked (own employees and contractors)

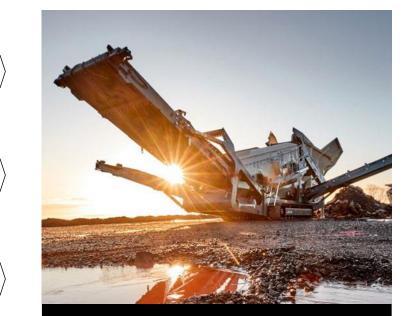
Metso Outotec global team of professionals

Our 15,000+ people by geography





Metso Outotec for the aggregates industry



Our customers

Large international companies as well as numerous smaller and local ones in aggregates industry

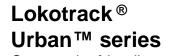
Our offering

- Crushers, screens and feeders
- Mobile and portable machines and plants
- Stationary crushing and screening plant systems
- Spares, upgrades, and wear parts
- Professional services: Installation, inspections, plant audit, maintenance, shutdowns, optimization
- Life cycle services and performance solutions

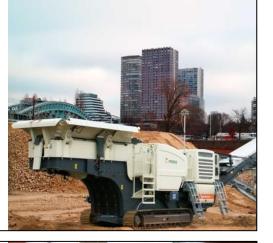
Customer benefits

- Best cost, best availability, easy-tobuy, and easy-to-own solutions
- Range of brands and solutions that cover needs from essential to highperformance: Metso, McCloskey, Jonsson, Shaorui, Liugong Metso
- Environmentally friendly and lownoise, low-dust solutions for urban environments
- Timely and reliable expert service and parts near customers through our own and distributors' networks

Unparalleled offering for crushing and screening



Community-friendly crushing plants with advanced noise and dust protection – incl electric and hybrid



Cone and jaw crushers World-leading offering in crushing



Life Cycle Services and financing services

Service models that make leasing and investing simple and optimize total cost of ownership



my.metso.com E-commerce platform to order original Metso spare and wear parts easily



Simulation tools

Tools that help simulate performance for a wide range of rocks and applications – and find the optimal solutions



Developing sustainable crushing solutions

- Metso Outotec crushers are world leaders in compressive crushing technology and hard rock applications
- They have unique combination of high crushing performance and reliability for the toughest conditions
- In total, we have have delivered more than 50,000 Metso Outotec crushers world-wide
- The offering scales according to customers' needs
- Our R&D focus is in new sustainable crushing and digital solutions

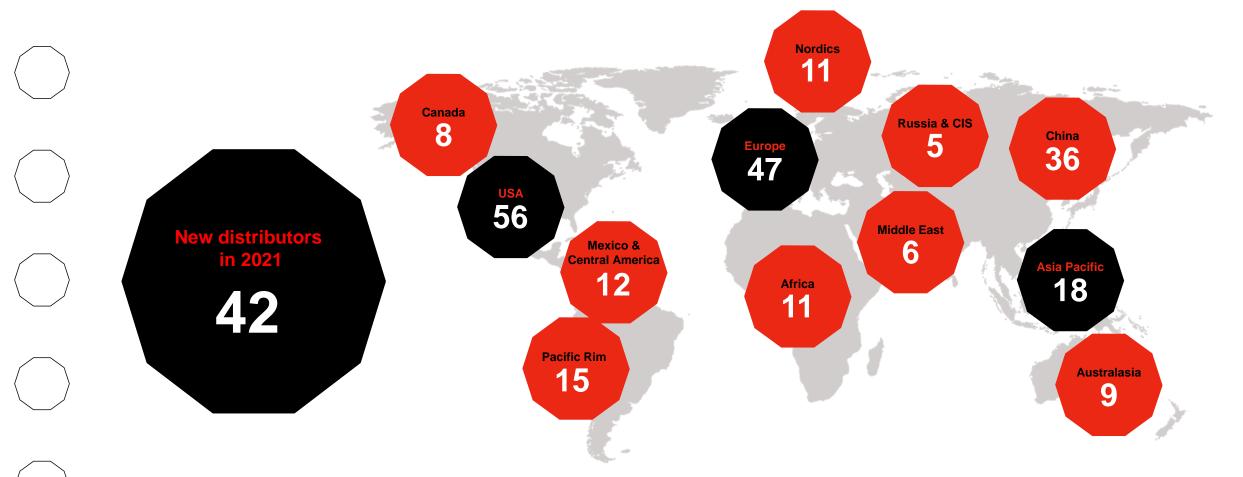


Investing in growth

- Increasing mobile crushing and screening equipment production in Alwar, India
 - Production in the new assembly line is planned to start in early 2023, making Alwar the largest Metso Outotec factory
 - Global engineering and R&D hub
 - Total of 800 employees
- New, modern Lokotrack factory in Tampere, Finland
 - Planning on-going –stay tuned for more news!

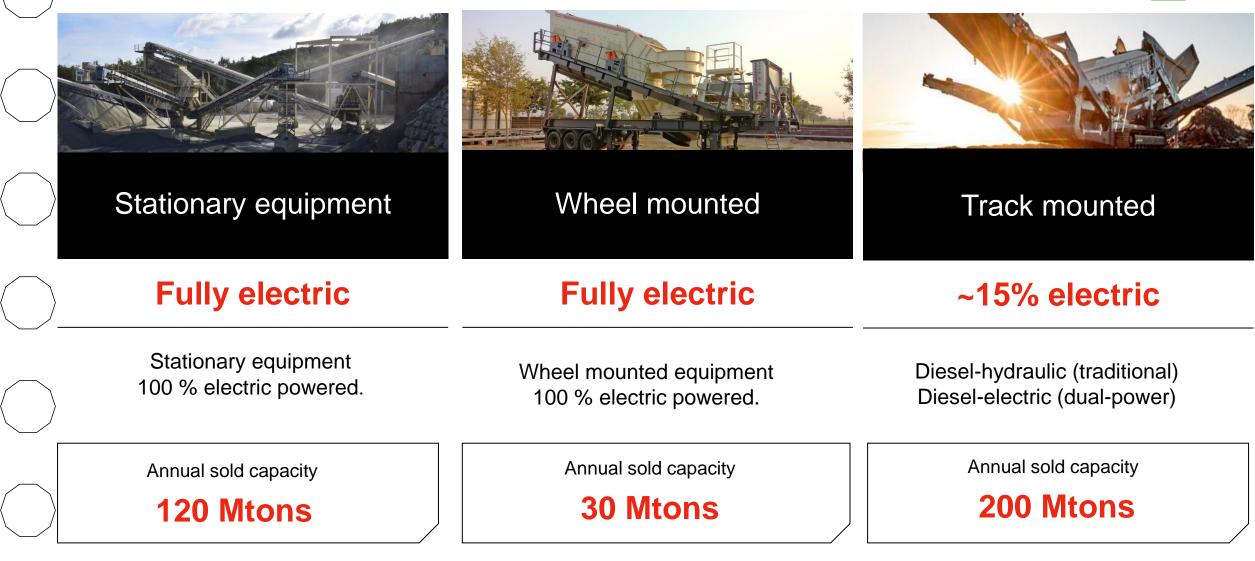


Customers benefit from a global network of over 200 distributors

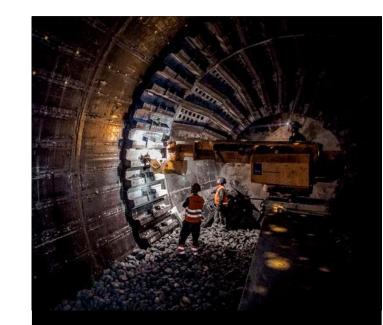


Our product portfolio is ~50% electric today





Metso Outotec for minerals processing



Our customers

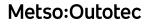
Large global miners, major and midsized regional operators and junior miners

Our offering

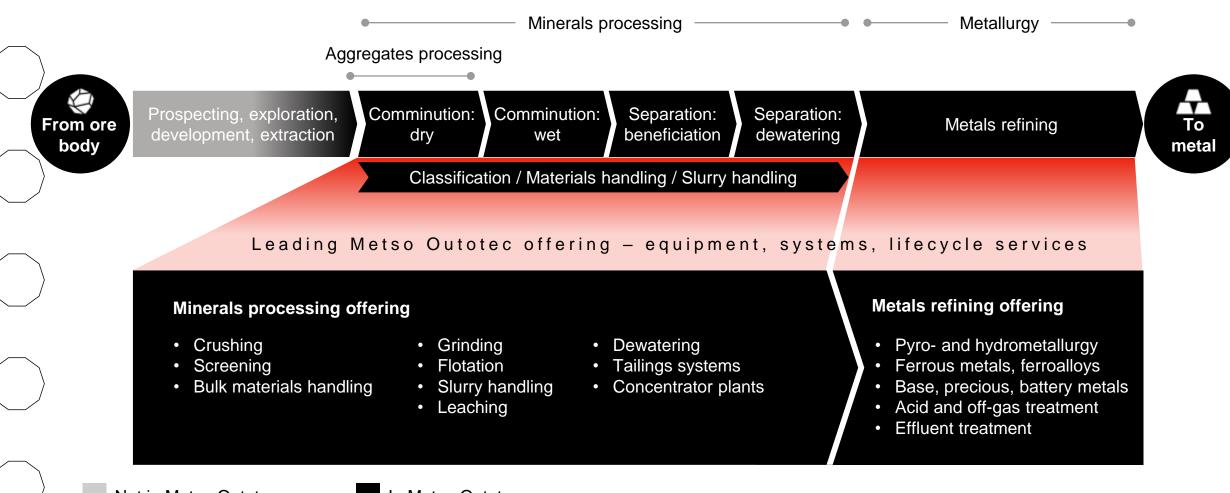
- Equipment for comminution, beneficiation, dewatering, classification, material handling, and slurry handling
- Plant solutions and systems incl inpit crushing systems, concentrator plants, tailings management systems and bulk material handling
- Spares, upgrades and wear parts
- Professional services: Installation, inspections, maintenance, shutdowns and optimization
- Life cycle services and performance solutions

Customer benefits

- Most technologically advanced equipment and solutions with
 - Highest recovery rate and throughput
 - Lowest total cost of ownership
 - Best energy and water efficiency
- Broad portfolio of equipment as a basis to always crafting the optimal solution for any application
- World-class service expertise close to customers
- Secure parts availability with optimal performance



Our full offering from ore to metal

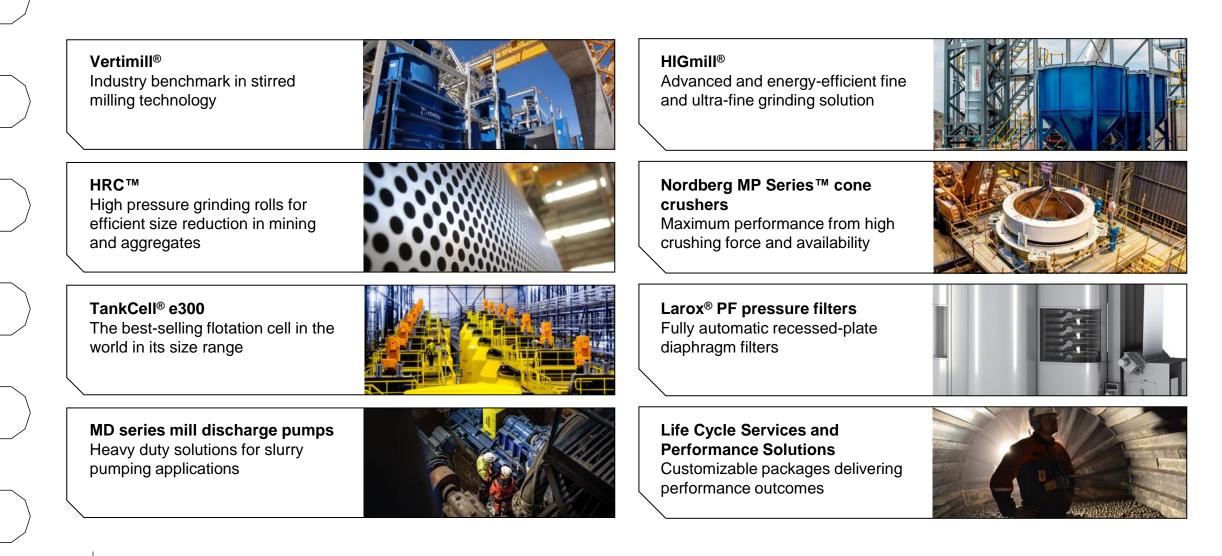


Not in Metso Outotec scope

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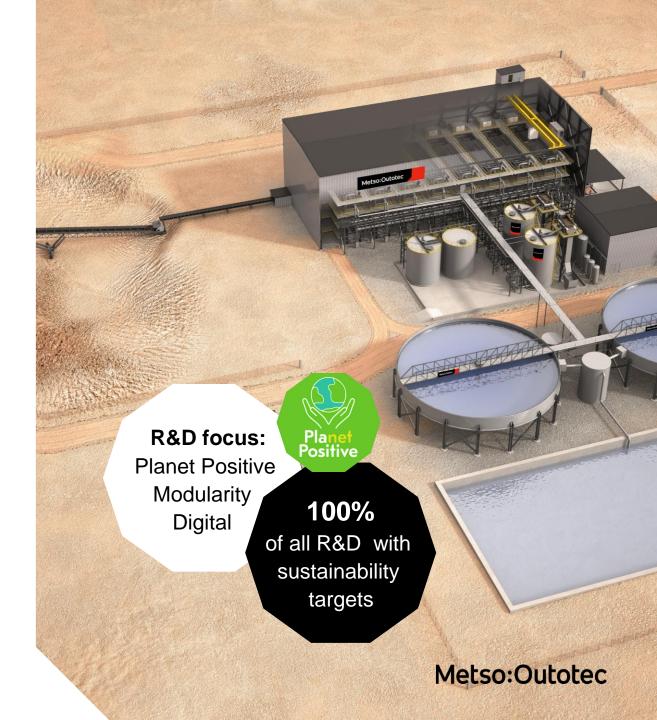
In Metso Outotec scope

Minerals: full offering from ore to concentrate



Industry-leading end-to-end solutions for minerals processing

- Strategy supporting growth and sustainable mining
- Processes, expertise, and portfolio streamlined to meet customer needs
- Over 20 portfolio and product launches have taken place since the merger – and we have a good amount of new ones in the pipeline
- Good order intake and execution of projects



Unique maintenance and optimization capabilities and process expertise

- Services business is over 50% of our sales
- Service solutions improve equipment and process efficiency sustainably.
- R&D focus is in sustainable and digital solutions.

Global manufacturing footprint for both Metallic and Rubber & Poly-Met products

- Targeting zero harm in our own operations and in our customers' use and maintenance.
- In 2020, CO2 emissions in our own operations declined by 60% and in our logistics by 29%.



There is a step change taking place

Customers are focusing on smarter and more sustainable mining:

- Water stewardship
- Energy consumption
- Agility through, for example, modularity
- New levels of reliability

New Planet Positive solutions for minerals processing

Energyefficient modular In-pit crush and convey solutions



Energy efficient Horizontal Mill Plant units for optimized grinding circuit throughput



Concorde Cell[™] for recovering fine and ultra-fine particles with minimized energy and water consumption



Energy-efficient comminution circuits with HRCe[™] HPGRs and modular Stirred milling plants



MD series mill discharge pumps for enhanced sustainability



Larox[®] FFP3716 Filter for sustainable tailings filtration



Planet Positive solutions for aftermarket

ptimized spare and wear parts, upgrades and modernizations

Planet Positive

Truck body Lighter, more payload & less fuel per hauled ton



Optimized wear parts More efficient processes Long lasting wears Lower energy consumption Safer operations



Repairs Extending the lifetime of customer assets for reduced waste



Unique BSE Screen Eliminates water consumption in the screening process



Recycling solutions for worn materials



Upgrades and modernizations e.g., FloatForce upgrade for lower energy consumption and improved wear life



Supporting our customers to reach their full potential with Life Cycle Services

Renewed LCS offering and packages

- Inspections
- Shutdown
- Maintenance
- Plant Solution
- Technology specific LCS packages for Filtration, Crushing 360, Pumps and Analyzers to optimize reliability and production and secure availability

Globally 400+ Life Cycle Services contracts



Metso Outotec for metals refining



Our customers

Large and mid-sized mining companies, as well as local mining and metallurgical companies in emerging markets

Our offering

- Pre-engineered products and solutions for process islands and full plants
- Tailored EP, EPS and EPC plant deliveries
- Delivery, construction, commissioning, training, ramp-up of plant solutions incl financing
- Operate & maintain, access & optimize, guaranteed production
- Remote services, R&D centers, pilot plants
- Spares and upgrades
- Professional services: Installation, inspections, maintenance, shutdowns, optimization

Customer benefits

- Full solutions for processing almost any ore or concentrate to refined metal, incl sulfuric acid production
- In-house test work and world-class R&D provide our customers with the optimum solution
- Technologies with low emissions, high energy efficiency
- Strong technological expertise and close support throughout the project

Advanced solutions from ore or concentrate to metal

Iron Ore Agglomeration

World leader with more than 400 Sinter Plants and more than 100 -incl. the world's biggest-Pellet Plants supplied globally



Acid plant process solutions Over 650 completed acid plant deliveries to date



World-class smelting technologies Operated by world's largest copper, nickel and ferrochrome operations and widely used in various secondary smelters. World leader in anode casting



Light Metals Over 70 delivered Alumina Calcination and Tube Digestion Plants



Fluid Bed Technology More than 300 Fluid Bed Roasting installation incl. largest partial Roasting plant



Hydrometallurgy solutions and equipment for Base Metals, Gold and Battery Metals VSF[®] SX equipment used extensively in copper solvent extraction worldwide



Unique global supplier

- Industry-leading sustainable products and services portfolio for hydrometallurgy, pyrometallurgy, sulphuric acid, and agglomeration & heat transfer
- Leading solutions for decreasing customers' CO2 emissions, e.g.
 - Copper Flash Smelting
 - Alumina calcination
 - FeCr smelting
- Currently strong market demand for metals processing solutions



November 4, 2021

Metals processing equipment orders published since the merger, examples

EUR 100 million Zinc plant



EUR 90 million Nickel smelter modernization











3 Copper processing plants



Metso:Outotec

Precious metals recycling plant





2 Alumina processing plants



6 Iron ore pelletizing plants



November 4, 2021

Sustainable technologies in R&D focus







Modular plants & digital solutions

Carbon-free production	Circular economy	Battery metals	Gold	
Introduction of hydrogen and bio- based reductants in metals processing	New solutions for impurity management and removal, expanding usable raw material base, and compact solutions for treatment of recycled material	Technology capabilities to process battery chemicals from ore to cathode active materials and recycling	Compact, relocatable plants complemented with advanced automation and digital solutions for improved productivity	



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New sustainable technologies in 2021-2028

100%

of new R&D projects have sustainability targets

Metso:Outotec

November 4, 2021

· · · Q3/2021 results

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Q3 in short

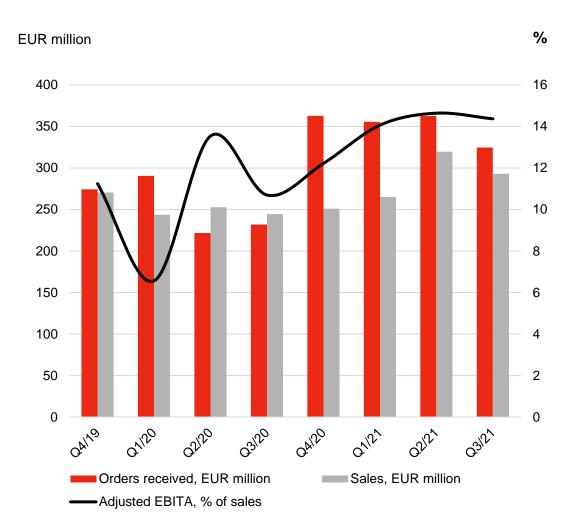
- Strong market activity in all segments
- Record-high order intake
- Strong Planet Positive demand and orders
- Sales growth affected by backlog timing and supply chain
- Profitability improved in all segments
- Net-zero emissions targeted by 2030
- Integration ahead of plan

Group Q3 key figures

- Orders received more than doubled to EUR 1,649 million (EUR 809 million)
- Sales grew by 7 percent to EUR 1,023 million (EUR 957 million)
- Adjusted EBITA improved to EUR 139 million, or 13.6% of sales (EUR 111 million, or 11.6%)
- Operating profit improved to EUR 107 million, or 10.5% of sales (EUR 51 million, or 5.4%)
- EPS, continuing operations, EUR 0.09
- Cash flow from operations EUR 172 million

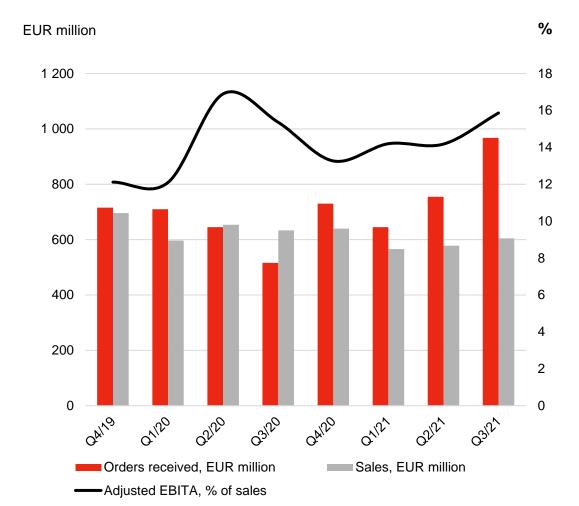
Aggregates segment quarterly highlights

- Orders received EUR 325 million (EUR 232 million)
 - Supported by infrastructure spending
 - Growth driven by the European and North American markets
 - Customers placing orders well before next construction season
- Sales EUR 293 million (EUR 244 million)
 - Strong equipment backlog
 - Good development in services
 - Some impact from supply chain and logistics
- Adjusted EBITA EUR 42 million (EUR 26 million)
 - Margin of 14.4% (10.7%)
 - Volume growth
 - Successful implementation of improvement measures



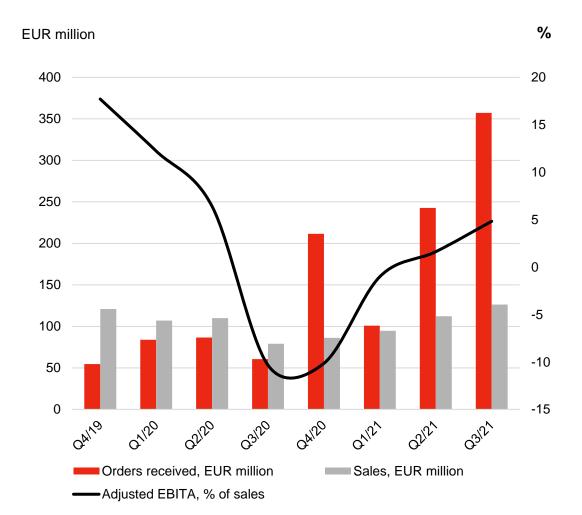
Minerals segment quarterly highlights

- Orders EUR 968 million (EUR 516 million)
 - Strong demand for Planet Positive offering and productivity solutions
 - Two equipment orders > 50 million
 - Services orders +22%
- Sales EUR 604 million (EUR 634 million)
 - Equipment sales growth started at the end of the quarter
 - Supply chain and logistics challenges in services
- Adjusted EBITA EUR 96 million (EUR 97 million)
 - Margin of 15.9% (15.4%)
 - Positive impact from synergies and strengthened equipment profitability
 - Affected by lower volume and higher freight costs



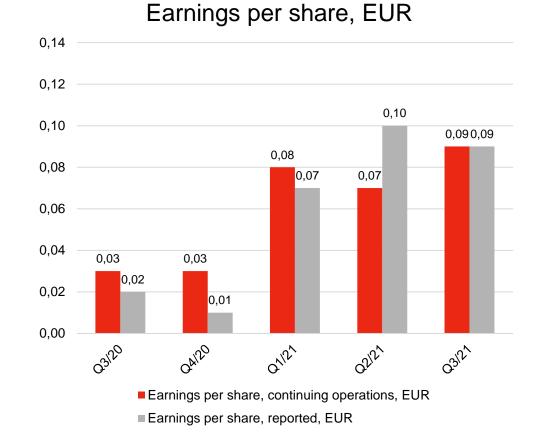
Metals segment quarterly highlights

- Orders received EUR 357 million (EUR 61 million)
 - Demand continued to be good
 - Large copper smelter order
- Sales EUR 126 million (EUR 79 million)
 - Revenue recognition increased
- Adjusted EBITA EUR 6 million (EUR -8 million)
 - Higher volumes
 - Cost savings related to the turnaround program visible



IFRS Income Statement

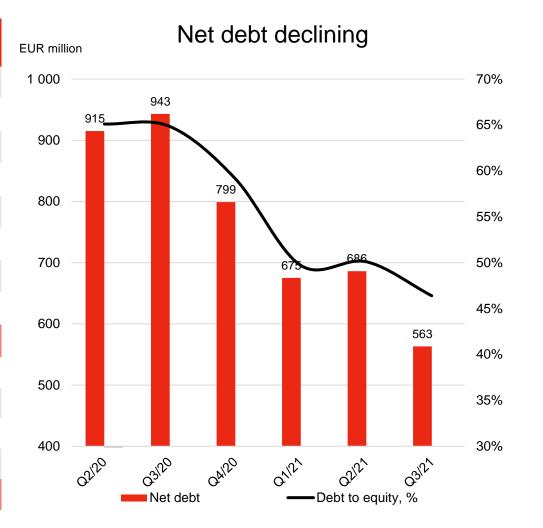
EUR million	Q3/2021	Q3/2020	Q1- Q3/2021	1-12/2020*
Sales	1,023	957	2,958	3,897
Adj. EBITA	139	111	384	448
Adj. EBITA, %	13.6	11.6	13.0	11.5
Operating profit	107	51	295	253
Operating profit, %	10.5	5.4	10.0	6.5
Net financial expenses	-8	-9	-26	-44
Profit before taxes	99	42	269	209
Income taxes	-26	-15	-70	-50
Profit for the period, continuing operations	73	27	200	159
Profit for the period	76	24	222	-
Earnings per share, continuing operations, EUR	^g 0.09	0.03	0.24	-



*(IFRS, except for 1-6/2020 illustrative combined)

IFRS Balance Sheet

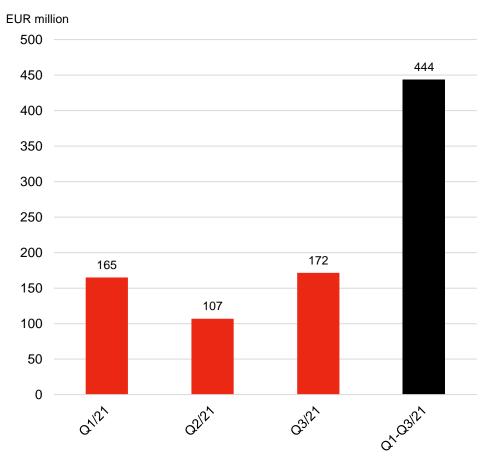
EUR million	September 30, 2021	December 31, 2020
Intangible assets	2,013	2,060
Total property, plant and equipment	366	356
Right-of-use assets	131	132
Other non-current assets	248	215
Inventories	1,236	1,038
Receivables (trade and other)	1,119	1,083
Liquid funds	550	537
Assets held for sale	141	145
TOTAL ASSETS	5,805	5,567
Total equity	2,122	2,040
Interest-bearing liabilities	1,122	1,345
Non-interest-bearing liabilities	2,438	1,984
Liabilities held for sale	123	198
TOTAL EQUITY AND LIABILITIES	5,805	5,567



Cash Flow

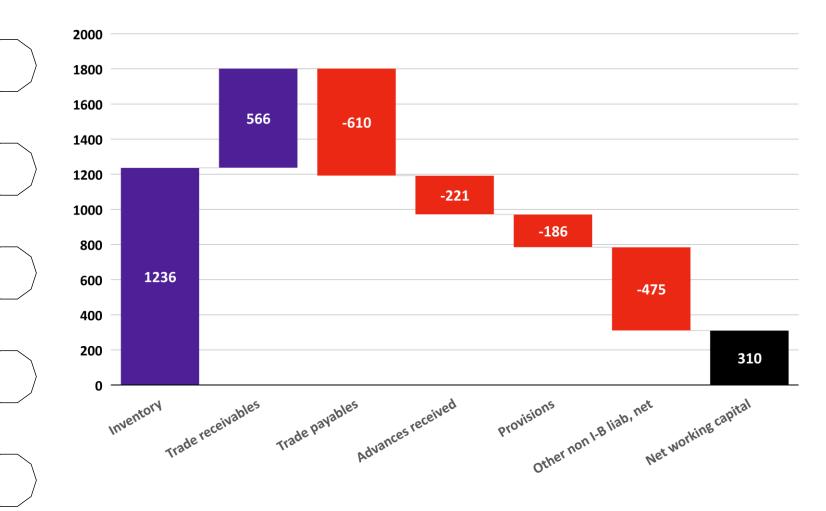
EUR million	Q3/2021	Q1-Q3/2021	1-12/2020
Profit for the period, continuing operations	73	200	149
Profit for the period, discontinued operations	3	22	-11
Adjustments:	89	219	256
Depreciation and amortization	41	124	160
Financial expenses, net	8	26	38
Income taxes	27	70	58
Other items	13	0	0
Change in net working capital	6	2	193
Net cash flow from operating activities before financial items and taxes	172	444	587

Cash flow from operations



Net working capital on September 30, 2021

EUR million



Strengthened financial position

- Sustainability targets included in the EUR 600 million Revolving Credit Facility, maturing in 2026
- EUR 100 million term loan repaid in two EUR 50 million payments in September and October
- Ratings:
 - Moody's (April 2021): 'Baa2' long-term rating with stable outlook
 - S&P (May 2021): 'BBB-' long-term rating with stable outlook

EUR million	September 30, 2021	Dec 31, 2020
Liquid funds	550	537
Net debt	563	799
Gearing, %	26.5	39.2
Equity-to-assets ratio, %	40.6	39.5
Debt to capital, %	31.7	37.2
Equity/share, EUR	2.56	2.46

Integration proceeding ahead of plan

- Annual run-rate of EUR 116 million reached in cost synergies
- 60% of realized synergies come from the restructuring of the organization and the rest from facilities, IT, and procurement
- Realized revenue synergies as sales totaled EUR 68 million and additional EUR 158 million have been booked in the order backlog
- Around EUR 64 million of the estimated one-off, pre-tax costs of approximately EUR 75 million has been booked so far

Strong demand for Planet Positive products Q3 order highlights



Modular copper solvent extraction technology for a greenfield plant that reduces emissions Several energy-efficient stirred mills to a greenfield iron ore processing plant Water efficient



New proprietary Concorde Cell™ flotation technology for concentrator modernization

Raw water treatment plant with cleaned municipal wastewater as the raw water source

Planei Positive

Covid-19 impacts in Q3

- Local and regional restrictions and lockdowns continue limiting access to customer sites
- Slowing down decision-making and overall cooperation with customers
- Our own operations have been running without any significant disruptions

Market outlook

Metso Outotec expects the market activity to remain at the current strong level, subject to the development of the Covid-19 pandemic.

According to its disclosure policy, Metso Outotec's market outlook describes the expected sequential development of market activity during the following six-month period using three categories: improve, remain at the current level, or decline.

Partner for positive change

