

## Valmet IR Newsletter Q4/2017



The last quarter of 2017 is now behind us, and it is time to wrap up the year before the publication of the Financial Statements Review 2017 on February 6. Please note that the silent period will begin on January 16. If you wish to book a call before that, please contact [Heli](#).

### IR activities in 2017

Last year, Valmet interacted with approximately **340 investors** in **215 events** and was on **roadshow for 30 days** in **13 different countries**. Our aim is to continue with the same level of activity in 2018.

Valmet organized site visits for institutional investors and analysts to **Fabrics business unit** in Tampere, Finland and **Tissue business unit** in Karlstad, Sweden, as well as hosted a dinner and presentation in **China**. Videos of the site visits and the presentation material are available on [our website](#). The next site visit will take place in **Jyväskylä, Finland on March 13, 2018**. Hosted by Jari Vähäpesola, Business Line President, Paper, the visit will focus on Valmet's board and paper business.

During the year, Valmet received recognition for investor communication. In April, Valmet's investor website won the '[Best investor website](#)' contest by the Finnish Foundation for Share Promotion and the Finnish Society of Financial Analysts, in the category of Large cap companies. In June, IR Magazine awarded Valmet with '[Best use of multimedia for IR](#)' at the IR Magazine Awards Europe. Furthermore, Valmet's IR team received an award for '[Best overall communication of company investment proposition](#)' at the IR Society Best Practice Awards 2017 in November.

### Announcements during Q4/2017

**On December 11, Valmet announced** that the Board of Directors decided on a new share-based incentive plan for key employees. The plan includes three discretionary periods (calendar years 2018, 2019 and 2020), in the beginning of which Board of Directors will decide on the performance criteria and targets. The plan is directed to a total of approximately 120 participants, of which 80 are key employees in management positions (including Executive Team members), and 40 are management talents, which is a new target group in Valmet's share based incentive plan. In addition, the members of Valmet's Executive Team are recommended to own and hold an amount of Company shares equaling to their gross annual base salary (100 percent ownership recommendation).

On October 24, Valmet published its Interim Review January 1 – September 30, 2017.

### Flagging notifications during Q4/2017

Transaction date	Shareholder	Threshold	Direct holding, %	Indirect holding, %	Total holding, %
November 14, 2017	BlackRock, Inc	Below 5%	-	-	-
December 8, 2017	BlackRock, Inc	Above 5%	4.36%	0.63%	5.00%
December 11, 2017	BlackRock, Inc	Below 5%	-	-	-
December 13, 2017	BlackRock, Inc	Above 5%	4.42%	0.63%	5.05%
December 14, 2017	BlackRock, Inc	Below 5%	-	-	-
December 15, 2017	BlackRock, Inc	Above 5%	4.38%	0.63%	5.01%
December 18, 2017	BlackRock, Inc	Below 5%	-	-	-
December 19, 2017	BlackRock, Inc	Above 5%	4.35%	0.67%	5.03%

View the complete list of [flagging notifications](#).

### Upcoming events

**January 16 – February 6, 2018:** Silent period. Valmet is not in contact with capital market representatives during a period of three weeks prior to the publication of its interim financial results.

**February 6, 2018:** Publication of Financial Statements Review for 2017

**February 7, 2018:** Q4 presentation for institutional investors in Helsinki, hosted by OP Pohjola bank

**February 13, 2018:** Roadshow in Oslo by DnB

**February 14, 2018:** Roadshow in London by Nordea

**February 20, 2018:** Roadshow in Tokyo by UBS

See the full list of events at [Valmet financial calendar](#).

### Orders received booked for Q4/2017

Date	Description	Business line	Country	Value
Dec 21	<a href="#">Extensive automation and data</a>	Automation	Finland and Sweden	Not disclosed.

	collection solution to biogas plants			
Dec 20	Turnkey automation and eletrification to a hydro power plant	Automation	Finland	Not disclosed.
Dec 19	Three moisturizer systems for paper machines	Automation	Thailand	Not disclosed
Dec 18	Key technology and machine control systems to three new containerboard machines	Paper	China	Not disclosed. Typically, a project of this type and scope is valued at EUR 30-40 million.
Dec 14	Eight dry solids measurement units	Automation	China	Not disclosed.
Dec 11	OptiConcept M containerboard making line	Paper	China	Not disclosed. The total value of order of this type is typically EUR 40-50 million.

View [the list of published orders received](#).

Thank you for your interest in Valmet. I wish you a successful year 2018!

Best regards,

Calle Loikkanen

Director, Investor Relations