CEO’s Wrap up & Q&A

Pertti Korhonen, President and CEO
CMD 2011
London
Top-five global mining companies CAPEX budgets indicate 18% growth in 2012E

Source: Danske Markets Equity Research, Nov 11 2011
Record-high order intake in Q3 resulting in order backlog over EUR 2bn

- Order backlog at the end of Q3/2011 was EUR 2,052.5 million, 54% higher than at the end of Q3/2010.
- Roughly 25% (or approx. EUR 510 million) of the backlog is estimated to be delivered in 2011 and the rest in 2012 and beyond.
- 35 projects with value in excess of EUR 10 million, accounting for 68% of the backlog.
- Roughly 4% of the projects in the backlog from juniors developing their first processing plant.

Strong quarterly fluctuations in order intake.
Outotec’s key competitive advantages in summary

- Unique technology is the key differentiator factor as every raw material has individual characteristics
- Business and process knowhow from ore to metal enables us to optimize the whole process
- Capability to utilize our core technologies to new applications
- Excellence in international project implementation and management
- Long-term customer relationships and strong reference base
- Large installed base offers great opportunities for our Services business
Going forward to 2012 – key priorities

1. Solid execution of the record high order backlog
2. Continue growing faster than the market by winning market share and leveraging high growth market opportunities
3. Strengthen the earnings-logic by growing services and share of life cycle solutions
4. Implement profitability enhancement actions
5. Continue the roll-out of shared processes and systems
6. Being prepared for market turbulences
Our mission:
Sustainable use of Earth's natural resources.