



INVESTOR PRESENTATION

ANDRITZ GROUP: A GLOBAL TECHNOLOGY LEADER

JUNE 2023

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | ANDRITZ AT A GLANCE

2 | FINANCIALS

3 | OUTLOOK

NO CHALLENGE IS TOO BIG - A PIONEER IN LARGE-SCALE TECH SOLUTIONS WORLDWIDE



WHAT WE DO:

WHAT WE ACHIEVE:



Large-scale, state-of-the-art engineering and services solutions



Sustainable transformation of energy production



Sustainable transformation of manufacturing



Empower the circular economy and drive the green transition

ANDRITZ IN NUMBERS



OVER

29,700

EMPLOYEES
WORLDWIDE



OVER

280

COMPANIES
WORLDWIDE



OVER

40

COUNTRIES

RECORD RESULTS IN 2022



ORDER INTAKE
9.3 billion EUR

(2021: 7.9 billion EUR / +18%)

REVENUE
7.5 billion EUR

(2021: 6.5 billion EUR / +17%)

NET INCOME
403 MEUR

(2021: 322 MEUR / +25%)

ORDER BACKLOG
10 billion EUR

(2021: 8 billion EUR / +22%)

NET LIQUIDITY
1 billion EUR

(2021: 700 MEUR / +40%)

EBITA / EBITA MARGIN
649 MEUR / 8.6%

(2021: 547 MEUR / 8.5%)

WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



PULP & PAPER



47%*

Pulp: #1
Paper: #3

METALS



22%*

Forming: #1
Processing: #1-2

HYDRO



17%*

#1-2

SEPARATION



14%*

#1-3 in sludge dewatering
& drying

* Share of total Group revenue 2022


Global market position, estimated by ANDRITZ

A JOURNEY OF 170 YEARS FROM A FOUNDRY TO GLOBAL TECHNOLOGY LEADERSHIP



<p>▼</p> <p>1852</p> <p>Established by Josef Körösi as a foundry and machine works</p> 	<p>▼</p> <p>1922</p> <p>Foundation of ANDRITZ apprentice workshop</p> 	<p>▼</p> <p>1948</p> <p>Expanded to big turbines (Escher-Wyss)</p> 	<p>▼</p> <p>1951</p> <p>Start of manufacturing of complete paper machines</p> 	<p>▼</p> <p>1997</p> <p>ANDRITZ China founded</p> 	<p>▼</p> <p>2000</p> <p>Pulp technology (Ahlström Machinery)</p> 	<p>▼</p> <p>2001</p> <p>ANDRITZ Brazil founded</p> 	<p>▼</p> <p>2006</p> <p>Hydropower (VA TECH Hydro)</p> 	<p>▼</p> <p>2013</p> <p>Advanced metals technology (Schuler Group)</p> 	<p>▼</p> <p>2018</p> <p>Fabrics and Rolls (Xerium Technologies)</p> 	<p>▼</p> <p>2022</p> <p>Battery production tech (Sovema)</p> 
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OWNERSHIP

1852	1900	1938-1949	1950	1987	1999	2001	2003
Established by Josef Körösi	Gutmann Group	Expropriation	Creditanstalt-Bankenverein	AGIV AG	Financial investors and the Custos private foundation	IPO – Listing on the Vienna Stock Exchange	 <p>Custos private foundation increased its stake to 30%</p> <p>Wolfgang Leitner former CEO of ANDRITZ</p>

WE STRENGTHEN MARKET POSITIONS



Acquisitions by business area since 2000

PULP/PAPER		METALS		HYDRO		SEPARATION			
2000	Ahlstrom Machinery	2011	AE&E Austria	2000	Kohler	2006	VA TECH HYDRO	2000	UMT
2000	Lamb Baling Line	2011	Iggesund Tools	2002	SELAS SAS Furnace Div.	2007	Tigép	2002	3SYS
2000	Voith Andritz Tissue	2011	Tristar Industries	2004	Kaiser	2008	GE Hydro business	2004	Bird Machine
2002	ABB Drying	2011	Asselin-Thibeau	2005	Lynson	2010	GEHI (JV)	2004	NETZSCH Filtration
2003	IDEAS Simulation	2012	AES	2008	Maerz	2010	Precision Machine	2004	Fluid Bed Systems
2003	Acutest Oy	2013	MeWa	2012	Bricmont	2010	Hammerfest Strøm	2005	Lenser Filtration
2003	Fiedler	2015	Euroslot	2012	Soutec	2010	Ritz	2006	CONTEC Decanter
2004	EMS (JV)	2016	SHW CastingTech	2013	Schuler	2011	Hemicycle Controls	2009	Delkor Capital Equipment
2005	Cybermetrics	2017	Paperchine	2013	FBB Engineering	2018	HMI	2009	Frautech
2005	Universal Dynamics Group	2018	Novimpianti	2014	Herr-Voss Stamco	2023	Imagine That	2010	KMPT
2006	Küsters	2018	Diatec	2016	Yadon			2012	Gouda
2006	Carbona	2018	Xerium	2016	AWEBA			2013	Shende Machinery
2006	Pilão	2019	Kempulp	2017	Powerlase (80%)			2016	ANBO
2007	Bachofen + Meier	2020	Enviroburners	2018	Farina Presse				
2007	Sindus	2021	Laroche	2018	ASKO				
2008	Kufferath	2021	GE Steam Power	2022	Sovema Group				
2009	Rollteck	2022	Bonetti Group						
2010	Rieter Perfojet	2022	J. Parpala						
2010	DMT/Biax	2022	ĐURO ĐAKOVIĆ TEP						

OUR STRATEGY: LONG-TERM PROFITABLE GROWTH



DECARBONIZATION



DIGITALIZATION



CUSTOMER SERVICE



**LONG-TERM
PROFITABLE
GROWTH**



- Increased revenue
- Increased profitability
- Increased service share

„WE CARE“ – OUR ESG PROGRAM



Sustainability is an integrated part of our corporate policy – we are committed to the SBTi to further reduce our greenhouse gas emissions by 2030

OUR FOCUS


- E** – reduce our CO₂ footprint, save resources and develop sustainable technologies
- S** – ensure a safe and viable future for our employees
- G** – pursue fair and ethical business practices




WELL ON TRACK TO REACH OUR ESG GOALS



Status end of 2022

 ENVIRONMENT
50% Share of revenue from sustainable solutions and products 45%*
10% Reduction in water consumption 3%*
50% Reduction in greenhouse gas emissions 39%*
10% Reduction in waste volume 35%*

 SOCIAL
30% Reduction in the annual accident frequency rate (>1 day of absence) compared to the preceding year 10%*
20% Share of women in the workforce 16.4%*
4.5% Fluctuation rate as a result of voluntary resignations 6.0%*

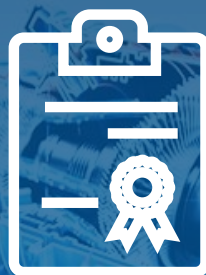
 GOVERNANCE
85% Procurement volume covered by audited suppliers 82%*
0 No infringements, achieved by implementing the highest corporate compliance standards 0*
0 No event-driven profit warnings, achieved by detecting company risks at an early stage 0*

REDEFINING THE FUTURE: UNLEASHING OUR INNOVATION ENGINE



114 MEUR

in 2022 for R&D



392

New patent
applications in 2022



6,742

Patent protection rights

STRONG COMPETITIVE POSITION IN LONGTERM GROWING MARKETS



- **PULP & PAPER:** market growth driven by **demand for cellulosic fibers for packaging, hygiene and also textiles**; sustainability goals of the pulp & paper industry urge **investments in green solutions**
- **METALS:** trends towards **carbon-neutral production** of steel, light-weight vehicles and e-mobility, **green hydrogen**
- **HYDRO:** hydropower as the largest renewable energy source gains increasing relevance for **providing grid stability** and **storing large amounts of energy**
- **SEPARATION:** **e-mobility, waste valorization, biofuel and healthy nutrition** (e.g. non-animal proteins) as long-term drivers



AGENDA



1 | ANDRITZ AT A GLANCE

2 | FINANCIALS

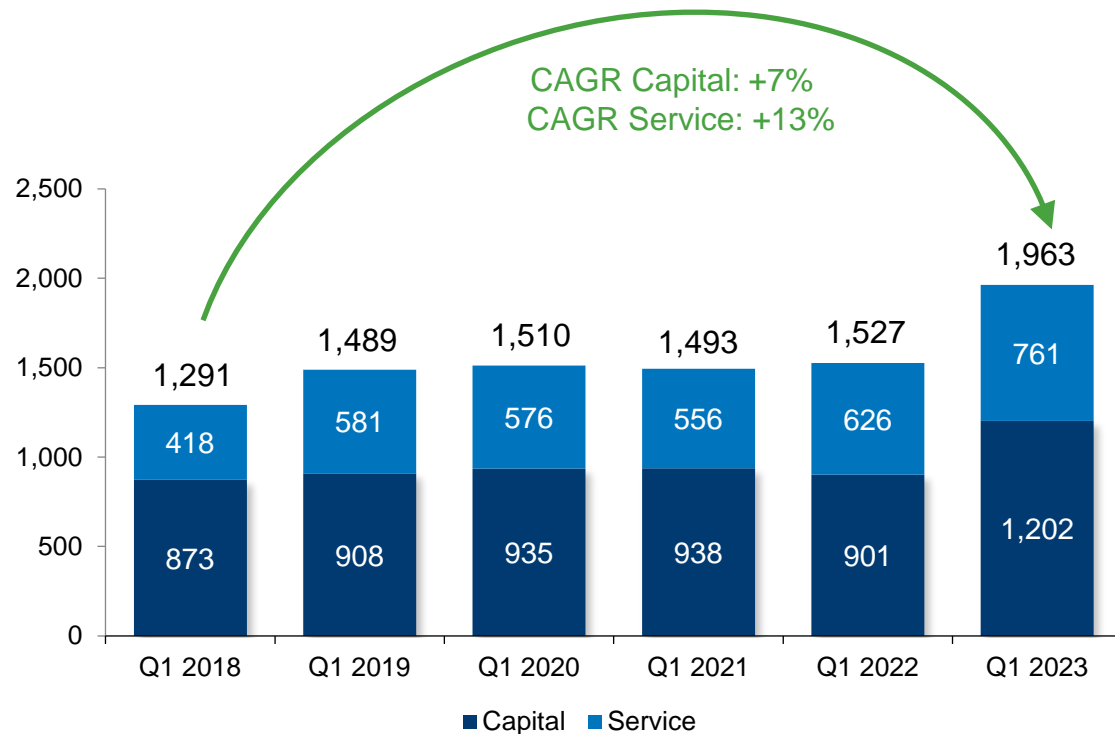
3 | OUTLOOK

SERVICE BUSINESS IS CONTINUOUSLY GROWING STRONGER THAN CAPITAL BUSINESS

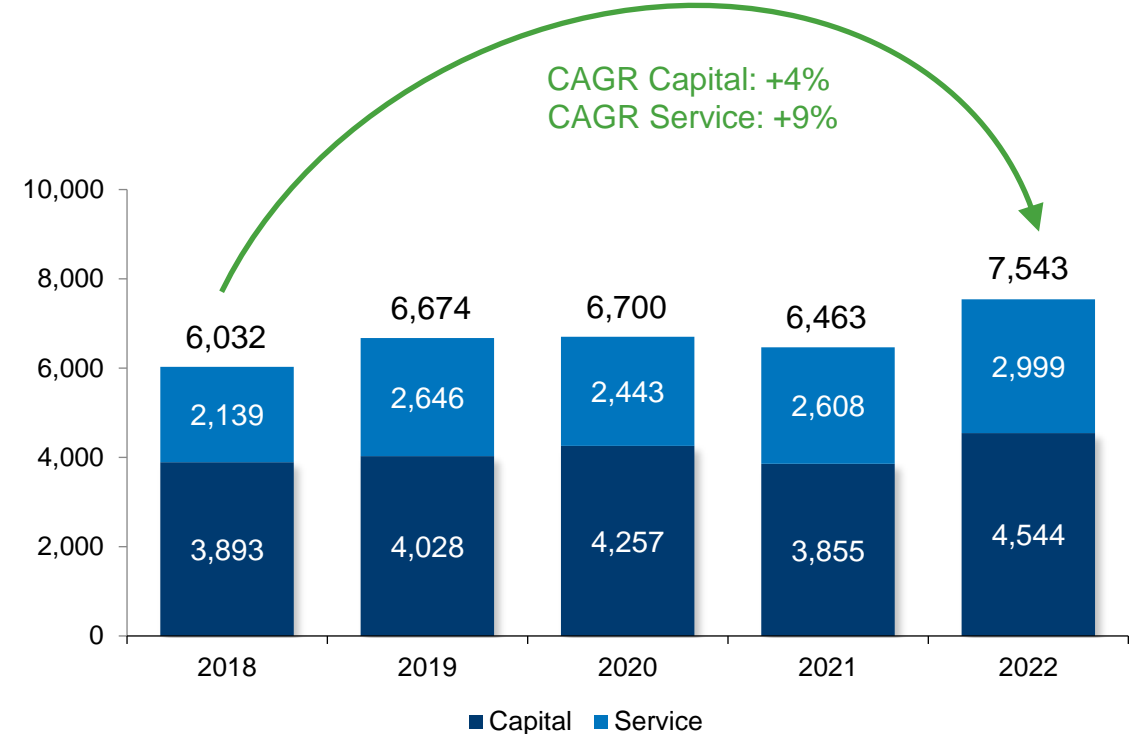


Supports profitability and reduces fluctuation range

GROUP REVENUE Q1 2018 - Q1 2023 (MEUR)



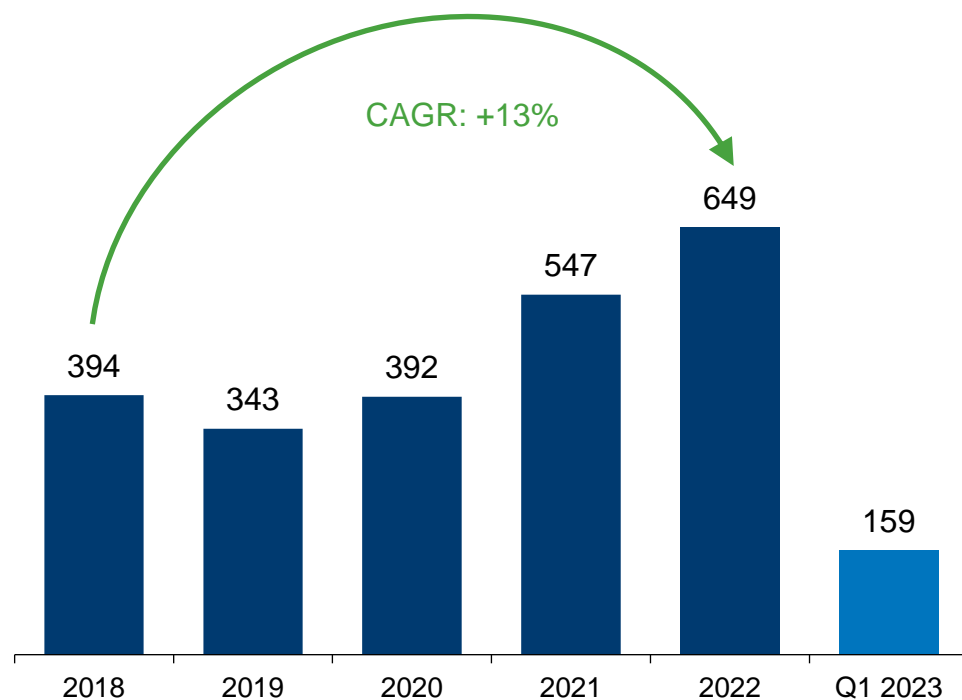
GROUP REVENUE 2018 - 2022 (MEUR)



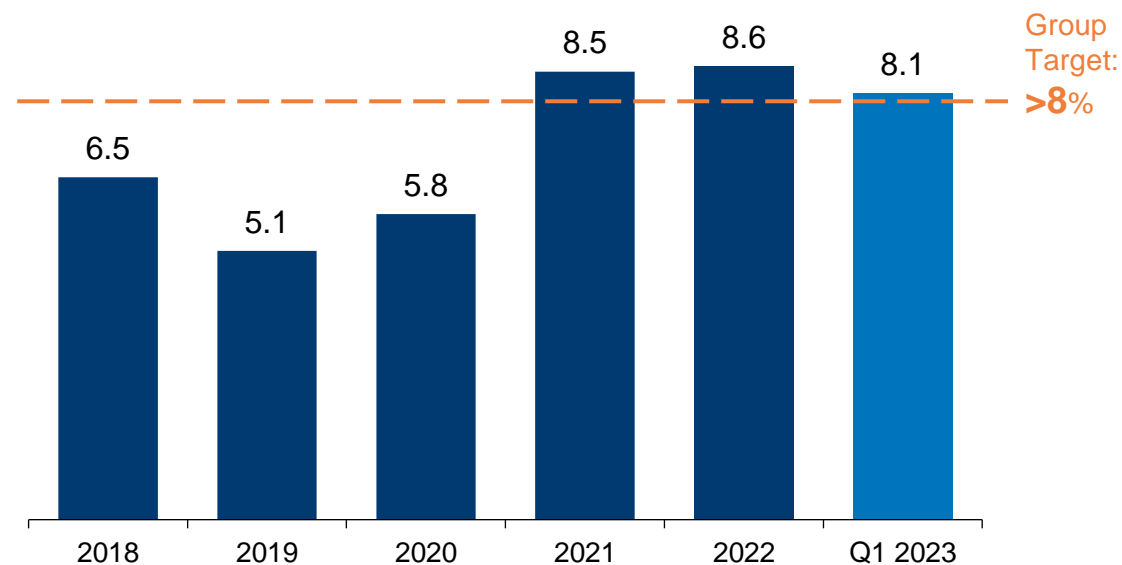
FAVORABLE DEVELOPMENT OF EBITA AND EBITA MARGIN REPORTED



EBITA REPORTED (IN MEUR)



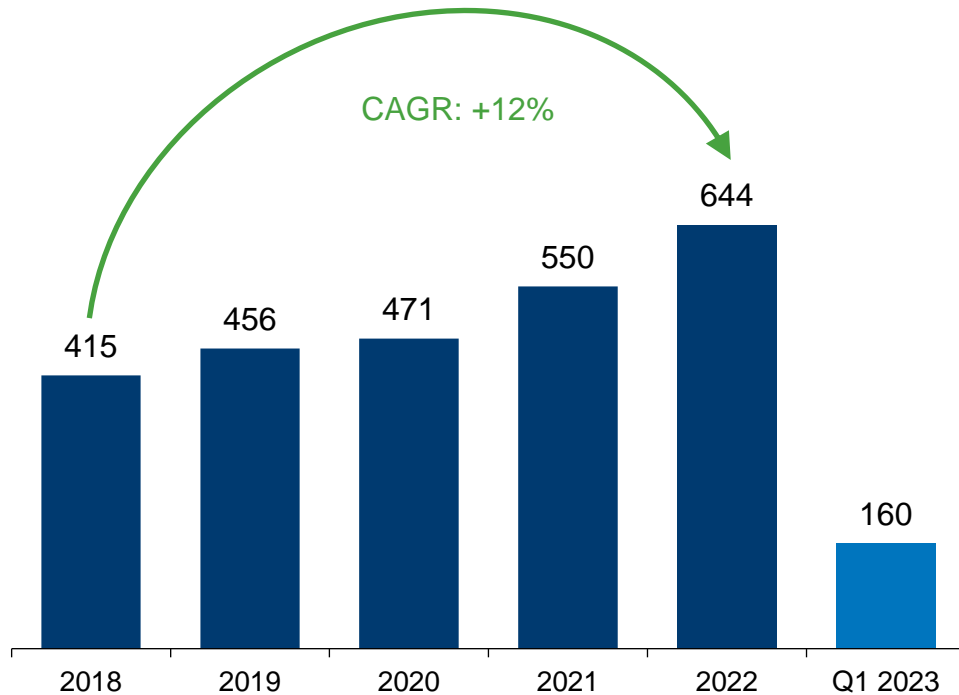
EBITA MARGIN REPORTED (IN %)



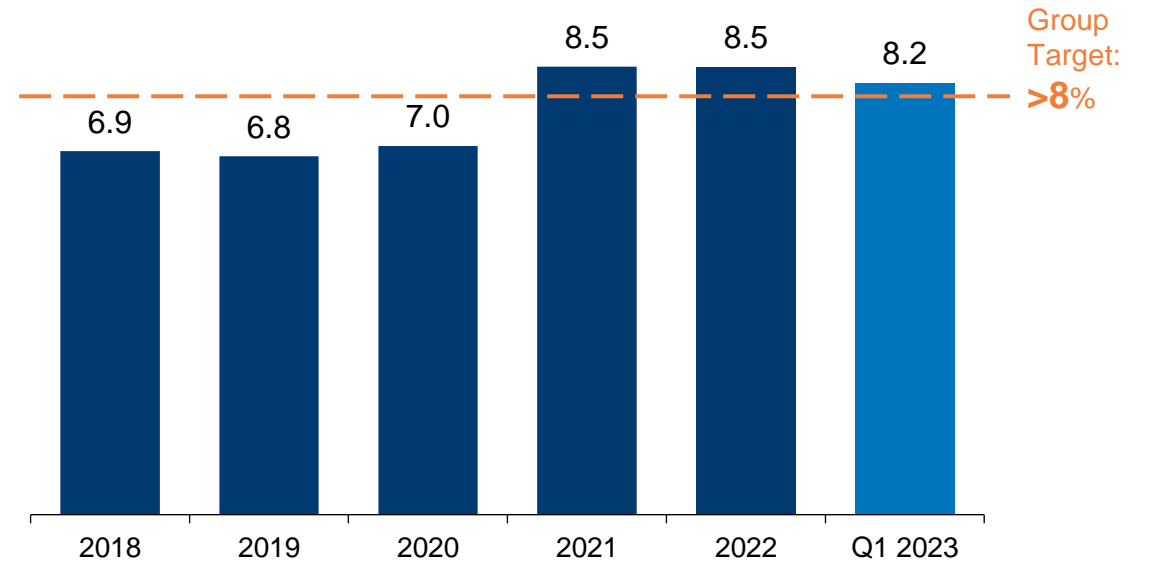
EBITA AND EBITA MARGIN ADJUSTED CONTINUED ITS STRONG UPWARD TREND



EBITA ADJUSTED (IN MEUR)



EBITA MARGIN ADJUSTED (IN %)

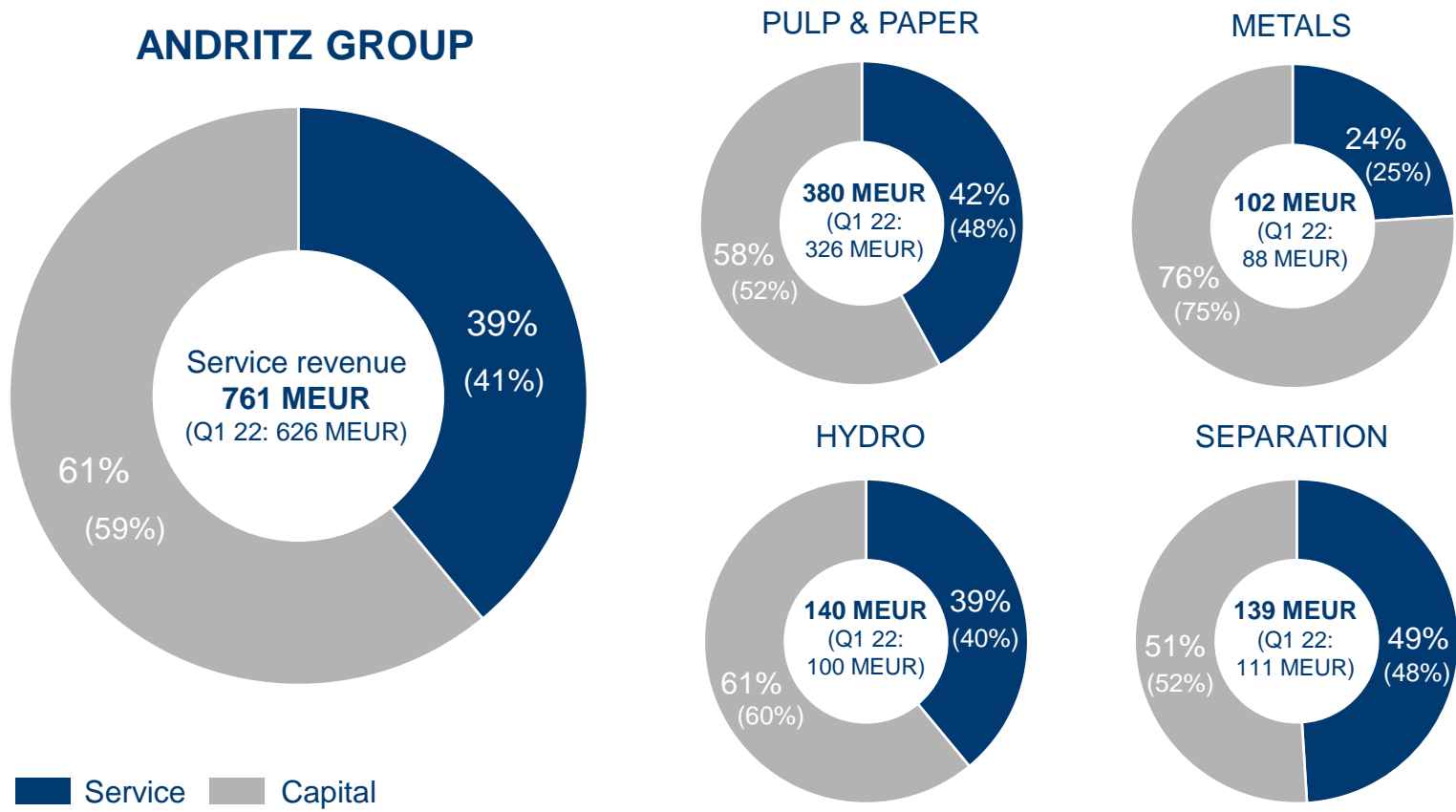


* EBITA (IN MEUR) / EBITA MARGIN (IN %)

STABLE AND RECURRING SERVICE BUSINESS SUPPORTS PROFITABILITY (I)



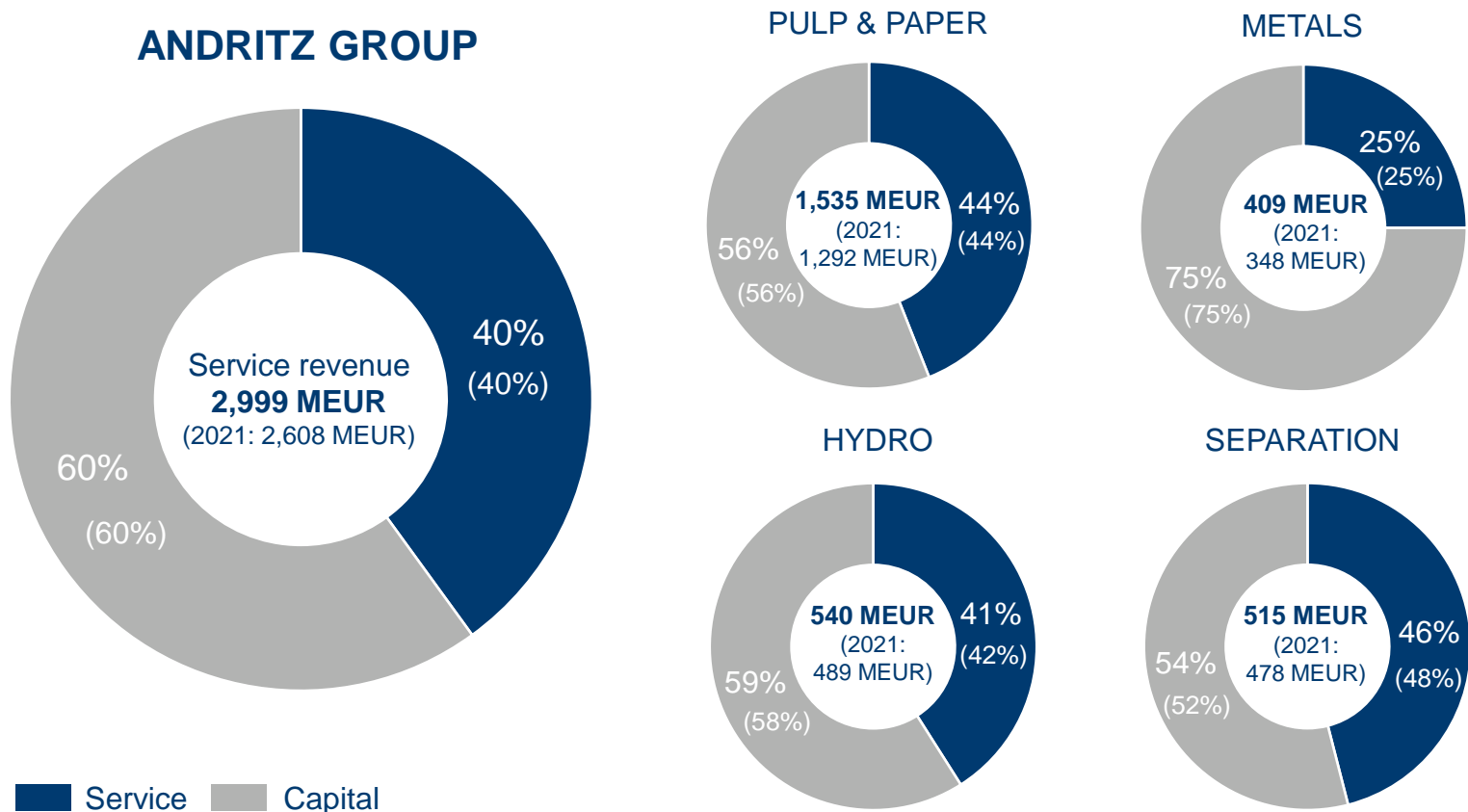
Service revenue in Q1 2023 and share of total revenue



STABLE AND RECURRING SERVICE BUSINESS SUPPORTS PROFITABILITY (II)



Service revenue in 2022 and share of total revenue

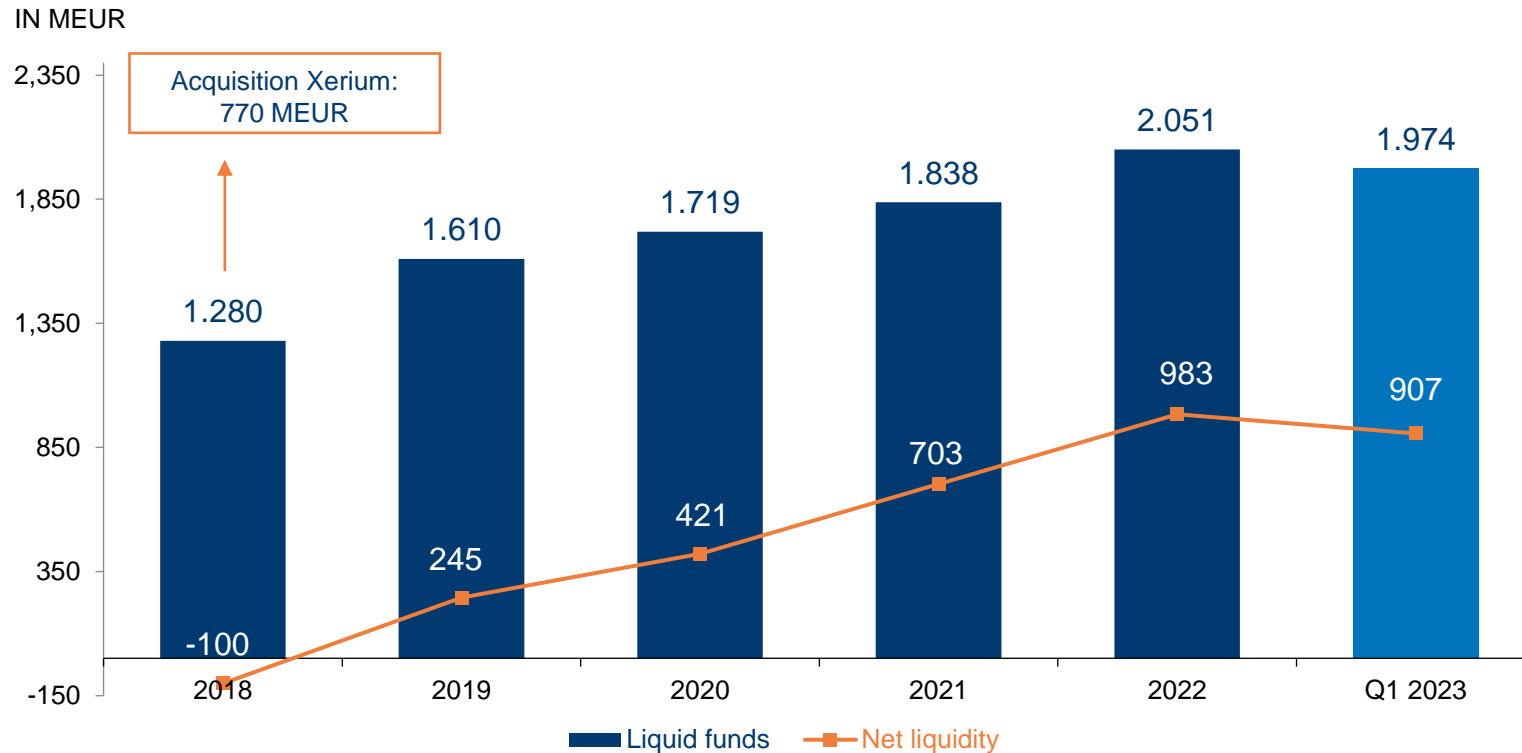


SOLID FINANCIAL POSITION



Gross liquidity of ~2.0 billion euros, net liquidity at ~900 million euros

Note: Since January 1, 2019, lease liabilities are excluded from the calculation of net liquidity; 2018 adjusted



Strong increase in net liquidity of ~1 bn EUR since 2018

Decline in net liquidity since end of 2022, mainly due to change in net working capital, however at a solid level of around 900 MEUR

KEY FIGURES Q1 2023 AT A GLANCE



	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	2,420.2	2,588.6	-6.5%	9,263.4
Order backlog (as of end of period)	MEUR	10,407.8	9,435.1	+10.3%	9,976.5
Revenue	MEUR	1,962.6	1,526.9	+28.5%	7,542.9
EBITDA	MEUR	200.4	163.4	+22.6%	825.5
EBITDA margin	%	10.2	10.7	-	10.9
EBITA	MEUR	158.5	122.3	+29.6%	648.5
EBITA margin	%	8.1	8.0	-	8.6
Earnings Before Interest and Taxes (EBIT)	MEUR	146.0	106.3	+37.3%	572.7
Financial result	MEUR	-8.3	-10.7	+22.4%	-31.8
Earnings Before Taxes (EBT)	MEUR	137.7	95.6	+44.0%	540.9
Net income (including non-controlling interests)	MEUR	102.5	70.2	+46.0%	402.6
Cash flow from operating activities	MEUR	-31.4	227.1	-113.8%	710.8
Capital expenditure	MEUR	48.4	39.1	+23.8%	184.4
Liquid funds	MEUR	1,974.1	1,962.9	+0.6%	2,051.1
Net liquidity	MEUR	906.8	902.9	+0.4%	983.0
Net working capital	MEUR	-136.8	-252.1	+45.7%	-324.4
Employees (as of end of period; without apprentices)	-	29,670	27,108	+9.5%	29,094

Decrease in cash flow
mainly due to **change in
net working capital**



Increase in net working capital
mainly due execution of large projects
(PP, HY) and increase in inventory

Employees +2,562 versus Q1 2022,
thereof around 1,200 out of acquisitions

PULP & PAPER: CONTINUED FAVORABLE BUSINESS DEVELOPMENT



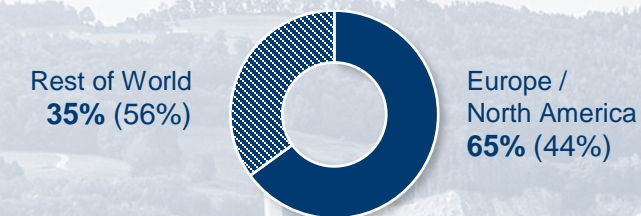
Strong increase in revenue and earnings; profitability slightly down

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	993.3	1,079.3	-8.0%	4,296.4
Order backlog (as of end of period)	MEUR	4,279.5	3,836.0	+11.6%	4,207.8
Revenue	MEUR	907.9	695.1	+30.6%	3,513.8
EBITDA	MEUR	109.7	88.8	+23.5%	462.1
EBITDA margin	%	12.1	12.8	-	13.2
EBITA	MEUR	88.7	68.7	+29.1%	378.9
EBITA margin	%	9.8	9.9	-	10.8
Employees (as of end of period; without apprentices)	-	13,891	11,955	+16.2%	13,525

- **Order intake** below high level of Q1 2022, which included a large pulp mill order from Asia; Service business increased order intake q/q
- **Revenue** significantly up q/q due to the good order intake development in the last quarters and years
- **Earnings** strongly up q/q in line with revenue; **profitability** slightly down

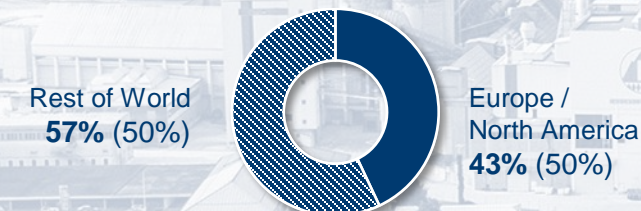
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

Q1 2023 VS. Q1 2022 (%)



METALS: STRONG INCREASE IN ORDER INTAKE AND REVENUE



Earnings significantly up q/q in line with revenue

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	669.4	501.4	+33.5%	2,008.6
Order backlog (as of end of period)	MEUR	2,167.8	1,704.8	+27.2%	1,938.1
Revenue	MEUR	421.8	356.5	+18.3%	1,621.2
EBITDA	MEUR	28.7	24.9	+15.3%	100.9
EBITDA margin	%	6.8	7.0	-	6.2
EBITA	MEUR	19.5	16.3	+19.6%	62.3
EBITA margin	%	4.6	4.6	-	3.8
Employees (as of end of period; without apprentices)	-	6,166	6,019	+2.4%	6,085

- **Order intake** sharply up q/q, mainly due to the Metals Forming sector (Schuler), which received a larger press line order from Asia; Metals Processing well above Q1 2022 level
- Significant increase in **revenue** q/q
- **Earnings** up q/q; **profitability (reported)** remained solid; increase in **EBITA margin adjusted by extraordinary items**

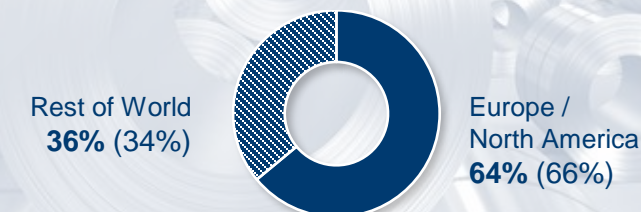
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



HYDRO: GOOD BUSINESS DEVELOPMENT



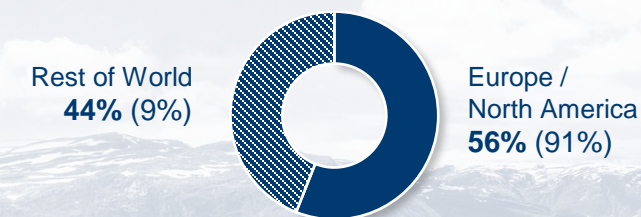
Revenue and earnings favorably up q/q; solid margin

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	429.3	703.5	-39.0%	1,720.5
Order backlog (as of end of period)	MEUR	2,963.6	2,987.4	-0.8%	2,878.4
Revenue	MEUR	355.6	247.7	+43.6%	1,313.0
EBITDA	MEUR	28.1	22.5	+24.9%	107.7
EBITDA margin	%	7.9	9.1	-	8.2
EBITA	MEUR	21.3	14.9	+43.0%	72.3
EBITA margin	%	6.0	6.0	-	5.5
Employees (as of end of period; without apprentices)	-	6,219	5,875	+5.9%	6,102

- **Order intake** significantly below Q1 2022 level, which included a large modernization contract in Mexico
- **Revenue** strongly up q/q due to high order intake in previous year
- **Earnings** increased significantly; **profitability** remained at solid level

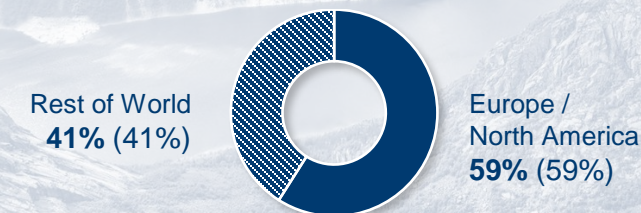
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

Q1 2023 VS. Q1 2022 (%)



SEPARATION: VERY FAVORABLE BUSINESS DEVELOPMENT



Profitability increased q/q

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	328.2	304.4	+7.8%	1,237.9
Order backlog (as of end of period)	MEUR	996.9	906.9	+9.9%	952.2
Revenue	MEUR	277.3	227.6	+21.8%	1,094.9
EBITDA	MEUR	33.9	27.2	+24.6%	154.8
EBITDA margin	%	12.2	12.0	-	14.1
EBITA	MEUR	29.0	22.4	+29.5%	135.0
EBITA margin	%	10.5	9.8	-	12.3
Employees (as of end of period; without apprentices)	-	3,394	3,259	+4.1%	3,382

- **Order intake** up q/q; Both the solid/liquid separation and the pumps sector showed very good development; feed & biofuel sector with stable development
- **Significant increase in revenue** q/q as a result of the very good order intake development of the last quarters
- **Earnings and profitability** at very favorable level

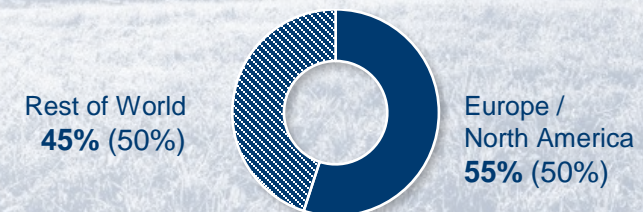
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

Q1 2023 VS. Q1 2022 (%)



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GROUP ROADMAP 2022-2024 WELL ON TRACK



GROUP TARGETS 2022-2024

STATUS 2022

Group business volume well above 7 billion EUR, including M&A towards 8 billion EUR

Order intake: 9.3 billion EUR
Revenue: 7.5 billion EUR



EBITA margin at solid 8%

8.6%



Net income to increase to >5%

5.3%



Continue **M&A strategy** within existing business areas

Ongoing



Reach **ESG targets**

Ongoing

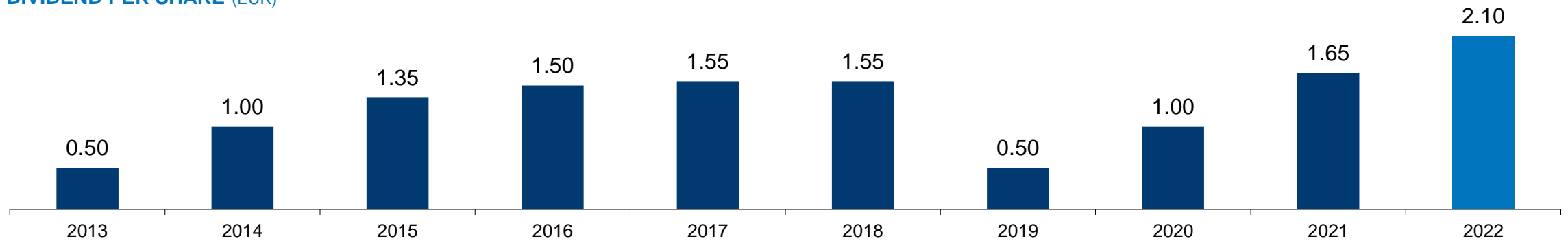


ANDRITZ PURSUES A DIVIDEND POLICY TOWARDS CONTINUITY

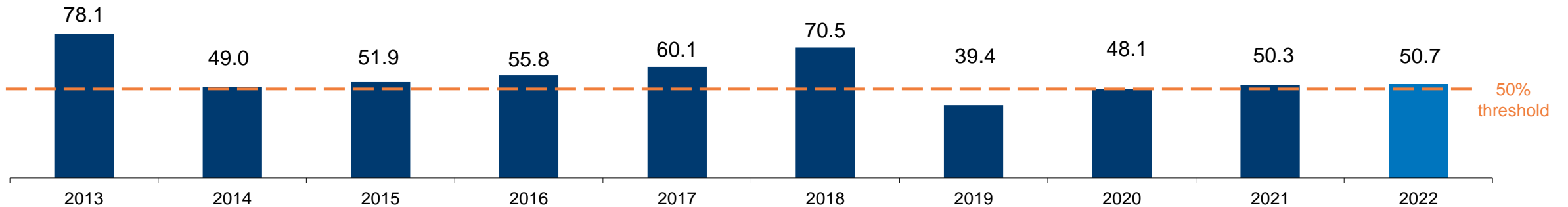


Goal is to distribute an average of 50%-60% of EPS

DIVIDEND PER SHARE (EUR)



PAYOUT RATIO (%)



MARKET OUTLOOK AND FINANCIAL GUIDANCE



Financial guidance 2023 confirmed

MARKET OUTLOOK

- **Project and investment activity** in all business areas is expected to continue at good levels
- Economic and geopolitical challenges are closely monitored

FINANCIAL GUIDANCE FOR 2023 confirmed

- ANDRITZ expects to **continue on its profitable growth in 2023** and anticipates an **increase in both revenue and earnings** compared to 2022



INVESTOR PRESENTATION

ANDRITZ GROUP: A GLOBAL TECHNOLOGY LEADER

JUNE 2023

ANDRITZ

ENGINEERED SUCCESS

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