



The ANDRITZ GROUP

Company presentation August 2015

The ANDRITZ GROUP

Overview

Profile: globally leading supplier of plants, equipment, and services for hydropower stations, the pulp and paper industry, the metal-working and steel industries, and solid/liquid separation in the municipal and industrial sectors

Headquarters: Graz, Austria

Global presence: over 250 production sites and service/sales companies worldwide

KEY FINANCIAL FIGURES 2014

	<i>Unit</i>	2014
Order intake	MEUR*	6,101.0
Order backlog (as of end of period)	MEUR	7,510.6
Sales	MEUR	5,859.3
EBITA	MEUR	379.5
Net income (including non-controlling interests)	MEUR	210.0
Employees (as of end of period; without apprentices)	-	24,853

* MEUR = million euro



Worldwide leading position in four business areas

HYDRO and PULP & PAPER ...

ANDRITZ
Hydro

Product offerings: electromechanical equipment for hydropower plants (turbines, generators); pumps; turbo generators

Order intake 2014: 1,817 MEUR

Sales 2014: 1,752 MEUR

Share of ANDRITZ GROUP's total order intake: 30-35%



ANDRITZ
Pulp & Paper

Product offerings: equipment for production of all types of pulp, paper, tissue, and board; energy boilers

Order intake 2014: 1,996 MEUR

Sales 2014: 1,969 MEUR

Share of ANDRITZ GROUP's total order intake: 30-35%



... METALS and SEPARATION



Product offerings: presses for metalforming (Schuler); systems for production of stainless steel, carbon steel, and non-ferrous metal strip; industrial furnace plants

Order intake 2014: 1,693 MEUR

Sales 2014: 1,550 MEUR

Share of ANDRITZ GROUP's total order intake: 25%



Product offerings: equipment for solid/liquid separation for municipalities and various industries; equipment for production of animal feed and biomass pellets

Order intake 2014: 596 MEUR

Sales 2014: 587 MEUR

Share of ANDRITZ GROUP's total order intake: 10%



Strengthening of market position

Growth through organic expansion and acquisitions

Acquisitions by business area since 1990

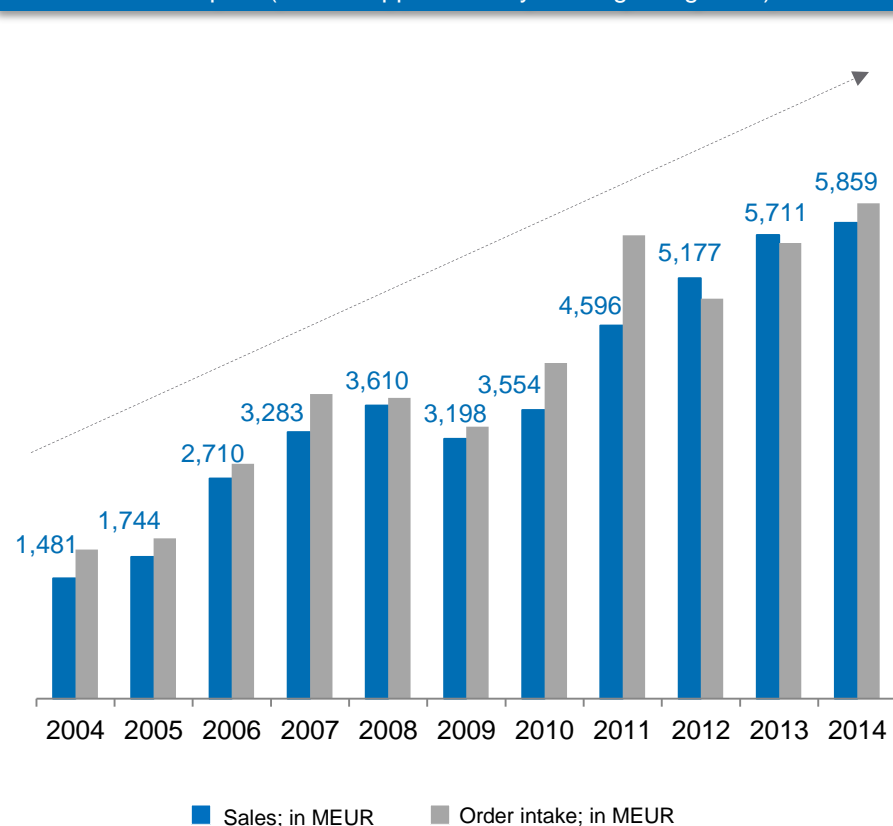
HYDRO	
2006	VA TECH HYDRO
2007	Tigép
2008	GE Hydro business
2008	GEHI (JV)
2010	Precision Machine
2010	Hammerfest Strøm (59%)
2010	Ritz
2011	Hemicycle Controls
2011	Tristar Industries
2011	Asselin-Thibeau
2012	AES
2013	MeWa
2015	Euroslot

PULP & PAPER	
1990	Sprout-Bauer
1992	Durametal
1994	Kone Wood
1998	Kvaerner Hymac
1999	Winberg
2000	Ahlstrom Machinery
2000	Lamb Baling Line
2000	Voith Andritz Tissue LLC (JV)
2002	ABB Drying
2003	IDEAS Simulation
2003	Acutest Oy
2003	Fiedler
2004	EMS (JV)
2005	Cybermetrics
2005	Universal Dynamics Group
2006	Küsters
2006	Carbona
2006	Pilão
2007	Bachofen + Meier
2007	Sindus
2008	Kufferath
2009	Rollteck
2010	Rieter Perfojet
2010	DMT/Biax
2011	AE&E Austria
2011	Iggesund Tools

METALS	
1997	Sundwig
1998	Thermtec
2000	Kohler
2002	SELAS SAS Furnace Div.
2004	Kaiser
2005	Lynson
2008	Maerz
2012	Bricmont
2012	Soutec
2013	Schuler (> 95%)
2013	FBB Engineering
2014	Herr-Voss Stamco
2015	Yadon (51%)*

SEPARATION	
1992	TCW Engineering
1995	Jesma-Matador
1996	Guinard
2000	UMT
2002	3SYS
2004	Bird Machine
2004	NETZSCH Filtration
2004	Fluid Bed Systems
2005	Lenser Filtration
2006	CONTEC Decanter
2009	Delkor Capital Equipment
2009	Frautech
2010	KMPT
2012	Gouda
2013	Shende Machinery

Compound Annual Growth Rate (CAGR) of Group sales 2004-2014: +14% p. a. (thereof approximately half organic growth)



* Closing expected for Q1 2016

Key figures at a glance

	Unit	H1 2015	H1 2014	+/-	Q2 2015	Q2 2014	+/-	2014
Order intake	MEUR	2,580.0	2,980.2	-13.4%	1,149.4	1,238.0	-7.2%	6,101.0
Order backlog (as of end of period)	MEUR	7,349.0	7,555.7	-2.7%	7,349.0	7,555.7	-2.7%	7,510.6
Sales	MEUR	3,005.6	2,659.4	+13.0%	1,601.3	1,439.9	+11.2%	5,859.3
EBITDA	MEUR	230.9	175.7	+31.4%	134.8	106.2	+26.9%	472.0
EBITA	MEUR	184.9	133.4	+38.6%	111.5	84.8	+31.5%	379.5
EBIT	MEUR	159.6	94.4	+69.1%	98.1	65.4	+50.0%	295.7
EBT	MEUR	166.4	92.7	+79.5%	103.8	65.2	+59.2%	299.4
Financial result	MEUR	6.7	-1.7	+494.1%	5.6	-0.3	+1,966.7%	3.7
Net income (including non-controlling interests)	MEUR	115.9	64.9	+78.6%	72.1	45.6	+58.1%	210.0
Cash flow from operating activities	MEUR	-7.8	49.0	-115.9%	-45.0	-12.0	-275.0%	342.1
Capital expenditure	MEUR	36.3	34.4	+5.5%	15.5	17.2	-9.9%	106.5
Equity ratio	%	18.5	16.9	-	18.5	16.9	-	17.0
Liquidity	MEUR	1,363.5	1,497.7	-9.0%	1,363.5	1,497.7	-9.0%	1,701.6
Net liquidity (after deduction of all financial liabilities)	MEUR	901.3	868.8	+3.7%	901.3	868.8	+3.7%	1,065.1
Net working capital	MEUR	-436.4	-511.9	+14.7%	-436.4	-511.9	+14.7%	-570.9
EBITDA margin	%	7.7	6.6	-	8.4	7.4	-	8.1
EBITA margin	%	6.2	5.0	-	7.0	5.9	-	6.5
EBIT margin	%	5.3	3.5	-	6.1	4.5	-	5.0
Employees (as of end of period; without apprentices)	-	24,992	24,126	+3.6%	24,992	24,126	+3.6%	24,853

Solid balance sheet structure and high cash position

ANDRITZ share

Performance since IPO

(June 2001):

- ANDRITZ: +1,787.8%
- ATX: +95.0%

Performance

H1 2015:

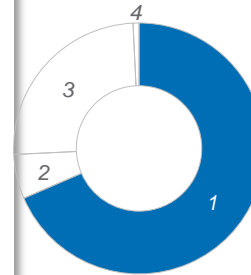
- ANDRITZ: +7.9%
- ATX: +10.1%

Market capitalization

(as of June 30, 2015):

5.2 billion euros

Shareholder structure



- 1: Free float (~68.5%), thereof
Fidelity Management & Research (5.47%)
The Capital Group Companies (4.83%)
- 2: Certus (5.72%)
- 3: Custos (25% + 1 share)
- 4: Cerberus (0.77%)

Relative price performance of the ANDRITZ share compared to the ATX since IPO (source: Vienna Stock Exchange)

