



## **The ANDRITZ GROUP**

Company presentation February 2014

# The ANDRITZ-GROUP

## Overview

### Company

- ANDRITZ AG, Graz, Austria (Group headquarters)
- More than 220 production and service sites worldwide
- Employees: approx. 23,700 worldwide as of year-end 2013

### Key financial figures 2013

Order intake: 5,611 MEUR\*

Net income: 53 MEUR

Sales: 5,711 MEUR

Equity ratio (as of year-end 2013): approx. 17%

\* MEUR = million euro

### Products and services

Plants and services for hydropower stations, the pulp and paper industry, the metalworking and steel industries, and the solid/liquid separation in the municipal and industrial sectors

# Company profile

A world market leader in most business areas



## HYDRO

Electromechanical equipment for hydro-power plants (turbines and generators); pumps (e.g. for water transport and irrigation); turbo-generators for thermal power stations

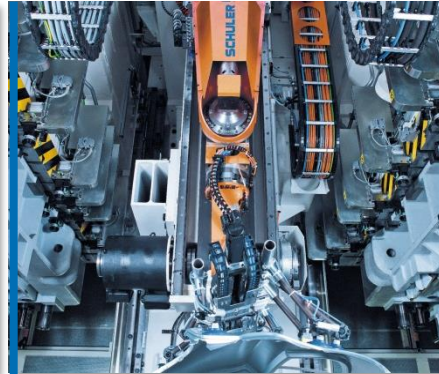
35-40%\*



## PULP & PAPER

Systems and equipment for production of pulp, paper, tissue, and board; energy boilers; production equipment for bio-fuel (2<sup>nd</sup> generation), nonwovens, and plastic films

25-30%\*



## METALS

Presses for metal-forming; systems for production and processing of stainless steel, carbon steel, and non-ferrous metal strip; industrial furnace plants

25%\*



## SEPARATION

Equipment for solid/liquid separation for municipalities and various industries; systems and equipment for production of animal feed and biomass pellets

10%\*

\* Average share of ANDRITZ GROUP's total order intake

# Strengthening of the market position

Growth through organic expansion and acquisitions

## Recent acquisitions by business area

### 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

### 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  
2011 Tristar Industries  
2011 Asselin-Thibeau  
2012 AES  
2013 MeWa

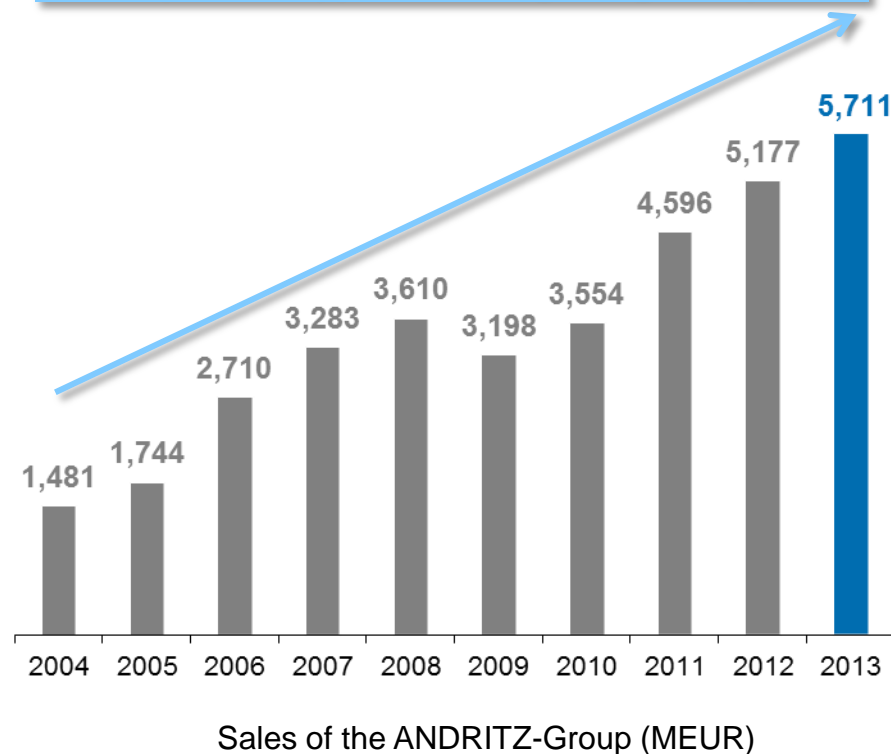
### METALS

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

### 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 (80%)

Compound Annual Growth Rate (CAGR) of  
Group sales 2004-2013: +16% p. a.  
(thereof approx. half organic growth)



# Key figures 2013 at a glance

	Unit	2013	2012*	+/-
Order intake	MEUR	5,611.0	4,924.4	+13.9%
Order backlog (as of end of period)	MEUR	7,388.5	6,614.8	+11.7%
Sales	MEUR	5,710.8	5,176.9	+10.3%
EBITDA	MEUR	255.2	418.6	-39.0%
EBITA	MEUR	164.1	357.8	-54.1%
EBIT	MEUR	89.8	334.5	-73.2%
EBT	MEUR	80.3	330.4	-75.7%
Financial result	MEUR	-9.5	-4.1	-131.7%
Net income (including non-controlling interests)	MEUR	53.2	241.3	-78.0%
Cash flow from operating activities	MEUR	93.7	346.5	-73.0%
Capital expenditure	MEUR	111.4	109.1	+2.1%
Net liquidity	MEUR	893.1	1,285.7	-30.5%
EBITDA margin	%	4.5	8.1	-
EBITA margin	%	2.9	6.9	-
EBIT margin	%	1.6	6.5	-
Employees (as of end of period; without apprentices)	-	23,713	17,865	+32.7%

\* Adjusted. The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013; no pro forma figures are available for the reference period of last year.

# ANDRITZ share

## Performance since IPO (June 2001):

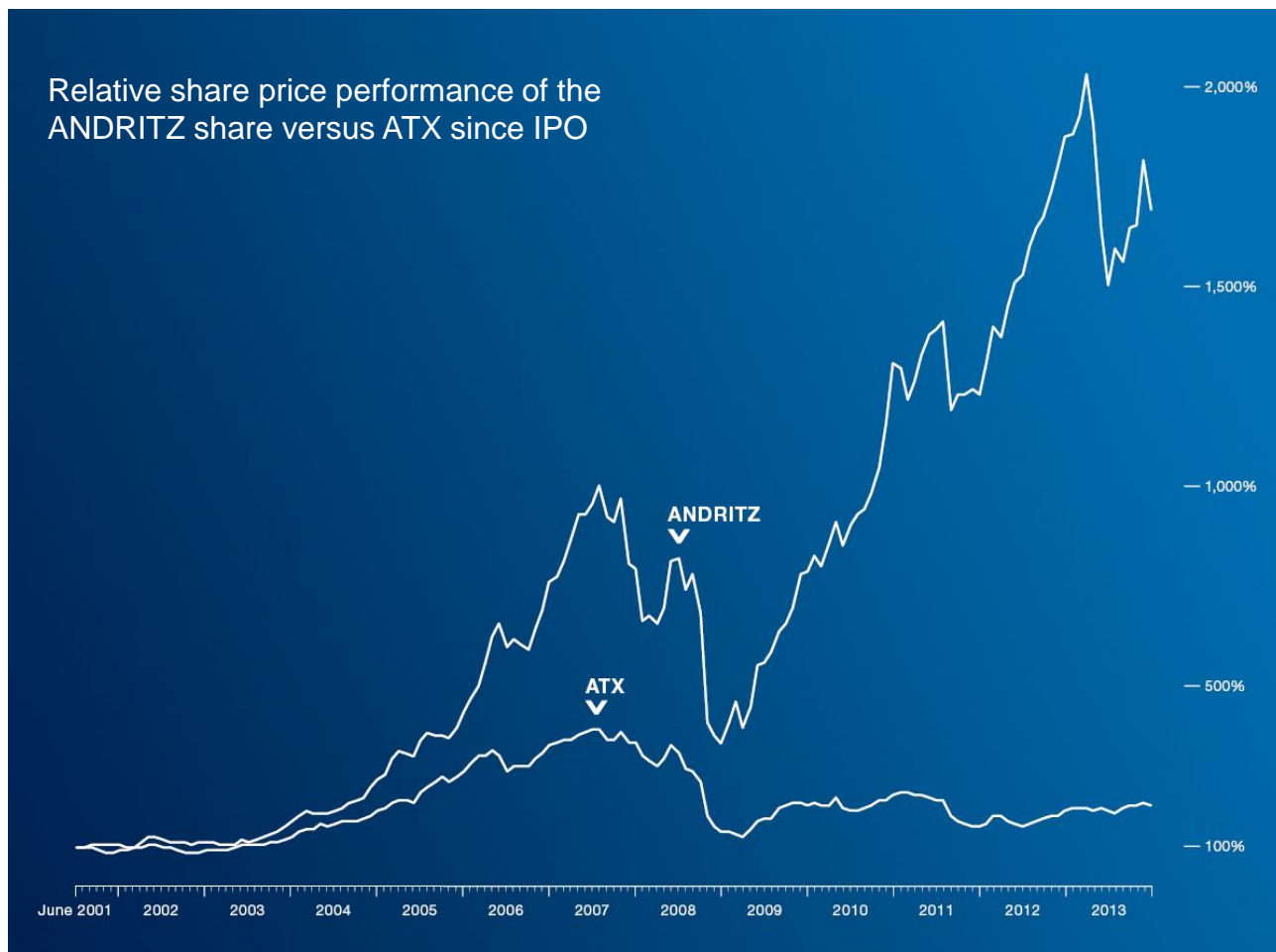
- ANDRITZ: +1,634%
- ATX: +106%

## Performance 2013:

- ANDRITZ: -9.4%
- ATX: +2.8%

## Market capitalization (as of year-end 2013):

4.7 billion euros



Source: Vienna Stock Exchange