The ANDRITZ GROUP

Company presentation March 2012

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Overview

Company

- ANDRITZ AG, Graz, Austria (Group headquarters)
- More than 180 production and service sites worldwide
- Employees: approximately 16,700 worldwide (as of end of 2011)

Key figures 2011

- Order intake: 5,707 MEUR
- Sales: 4,596 MEUR
- Net income (including non-controlling interests): 232 MEUR
- Equity ratio (as of end of 2011): 21%

Products and services

Plants and services for hydropower stations, the pulp and paper industry, solid-liquid separation in the municipal and industrial sectors, the steel industry, and the production of animal feed and biomass pellets

Company profile

A world market leader in most business areas

HYDRO
40-45%*

Electromechanical equipment for hydropower plants (mainly turbines and generators); pumps; turbo generators

PULP & PAPER
30-35%*

Systems for the production of all types of pulp and of certain paper grades (tissue, cartonboard); boilers

SEPARATION
10%*

Equipment for the mechanical and thermal solid/ liquid separation for municipalities and various industries

METALS
10%*

Systems for the production and processing of stainless steel and carbon steel strips; industrial furnaces

FEED & BIOFUEL
5%*

Systems for the production of animal feed pellets (pet and fish food) and biomass pellets (wood, straw)

* Long-term average share of the Group's total order intake

Strengthening of the market position

Growth through organic expansion and acquisitions

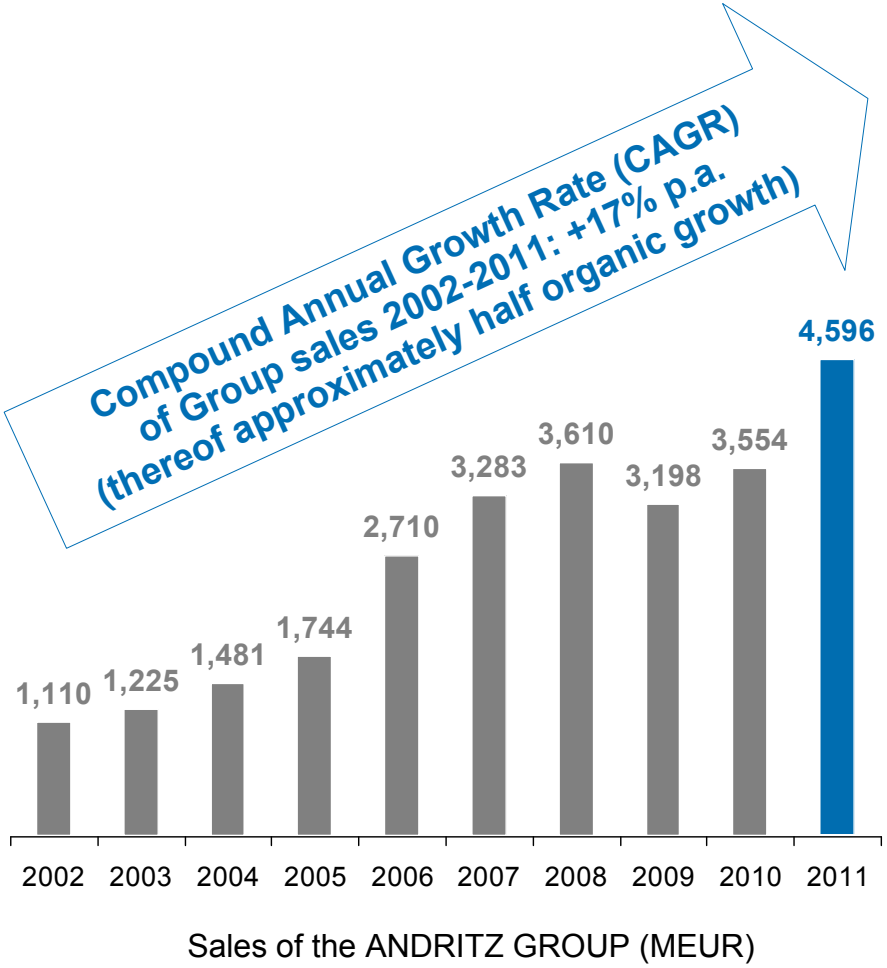
HYDRO	
2006	VA TECH HYDRO
2007	Tigép
2008	GE Hydro business
2008	GEHI (JV)
2010	Precision Machine
2010	Hammerfest Strøm (55.4%)
2010	Ritz
2011	**Hemicycle Controls**

METALS	
1997	Sundwig
1998	Thermtec
2000	Kohler
2002	SELAS SAS Furnace Div.
2004	Kaiser
2005	Lynson
2008	Maerz

SEPARATION	
1992	TCW Engineering
1996	Guinard
2002	3SYS
2004	Bird Machine
2004	NETZSCH Filtration
2004	Fluid Bed Systems of VA TECH WABAG
2005	Lenser Filtration
2006	CONTEC Decanter
2009	Delkor Capital Equipment
2009	Frautech
2010	KMPT

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**

FEED & BIOFUEL	
1995	Jesma-Matador
2000	UMT
2005	Chemes Strojarne



Important key figures 2011 at a glance

Favorable business development

	Unit	2011	2010	+/-
Order intake	MEUR	5,706.9	4,131.9	+38.1%
Order backlog (as of end of period)	MEUR	6,683.1	5,290.9	+26.3%
Sales	MEUR	4,596.0	3,553.8	+29.3%
EBITDA	MEUR	386.2	307.3	+25.7%
EBITA	MEUR	331.5	257.6	+28.7%
EBIT	MEUR	312.7	245.5	+27.4%
EBT	MEUR	321.7	247.9	+29.8%
Financial result	MEUR	9.0	2.4	+275.0%
Net income (including non-controlling interests)	MEUR	231.5	177.0	+30.8%
Cash flow from operating activities	MEUR	433.8	704.5	-38.4%
Capital expenditure	MEUR	77.0	68.8	+11.9%
EBITDA margin	%	8.4	8.6	-
EBITA margin	%	7.2	7.2	-
EBIT margin	%	6.8	6.9	-
Employees (as of end of period)	-	16,750	14,655	+14.3%

ANDRITZ share

Solid performance, broad research coverage

Relative share price performance of the ANDRITZ share versus the ATX since the IPO

Performance since the IPO (June 2001):

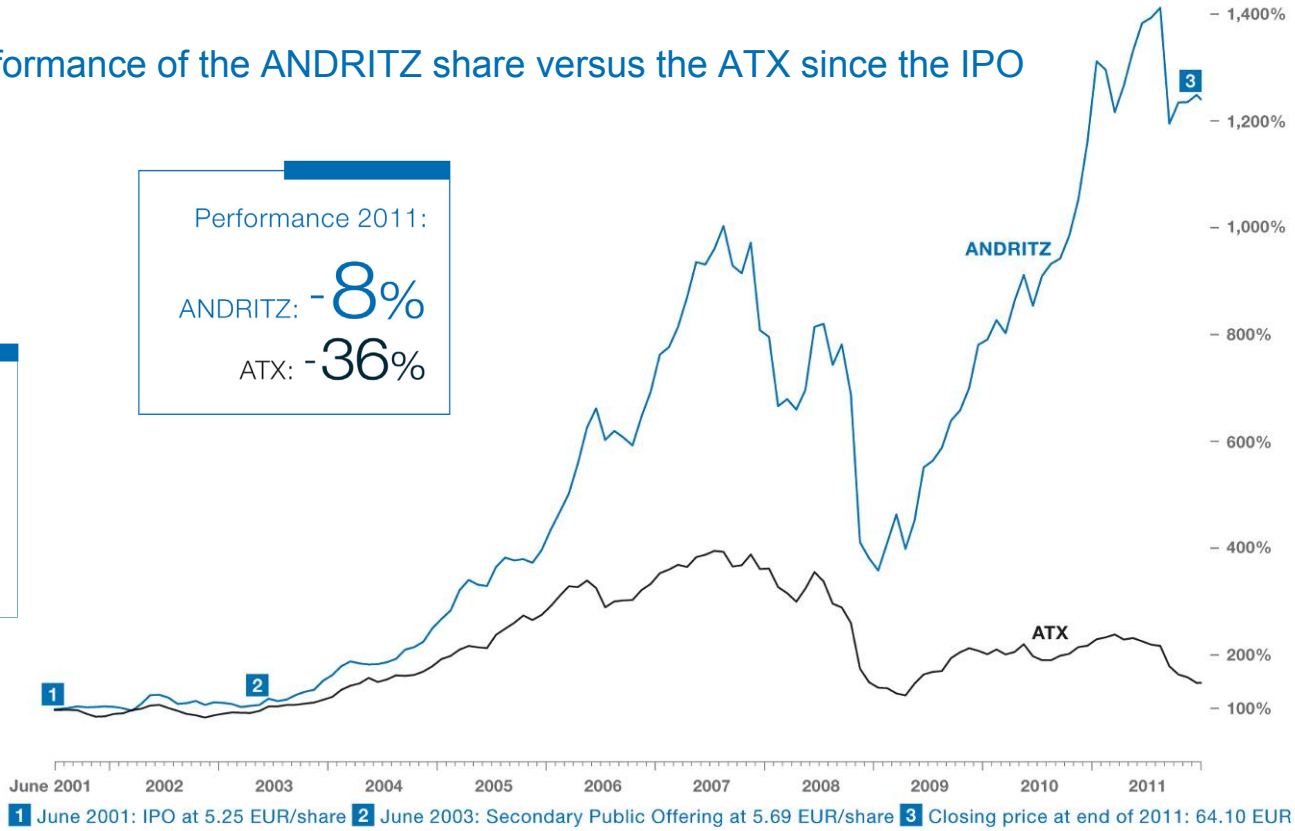
ANDRITZ: +1,121%

ATX: +53%

Performance 2011:

ANDRITZ: -8%

ATX: -36%



Broad research coverage
Baader Bank, Bank of America-Merrill Lynch, Berenberg Bank, Cheuvreux, Commerzbank, Deutsche Bank, Erste Bank, Goldman Sachs, Hauck & Aufhäuser, HSBC, J.P. Morgan, Kepler Capital Markets, RCB, UBS