



## **The ANDRITZ GROUP**

Company presentation May 2014

# The ANDRITZ-GROUP

## Overview

### Company

- ANDRITZ AG, Graz, Austria (Group headquarters)
- More than 250 production and service sites worldwide
- Employees: approx. 23,800 worldwide as of March 31, 2014

### 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

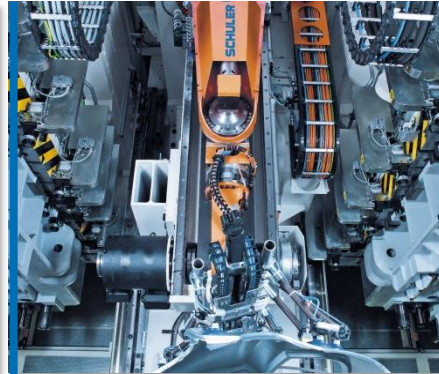
35-40%\*



## 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

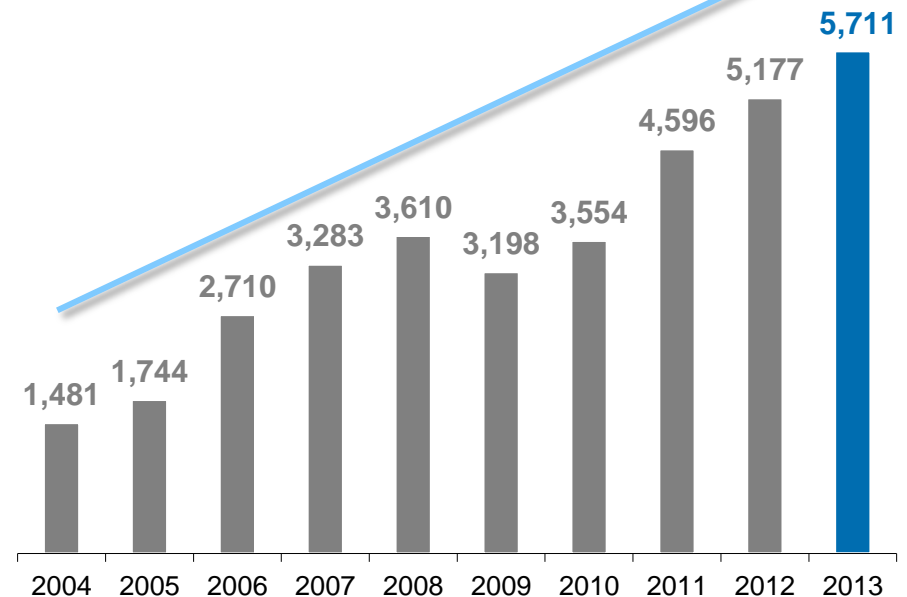
### METALS

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

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



Sales of the ANDRITZ-Group (MEUR)

# Key figures Q1 2014 at a glance

	Unit	Q1 2014	Q1 2013*	+/-	2013
Order intake	MEUR	1,742.2	1,288.3	+35.2%	5,611.0
Order backlog (as of end of period)	MEUR	7,734.7	7,844.3	-1.4%	7,388.5
Sales	MEUR	1,219.5	1,163.8	+4.8%	5,710.8
EBITDA	MEUR	69.5	32.0	+117.2%	255.2
EBITA	MEUR	48.6	14.2	+242.3%	164.1
EBIT	MEUR	29.0	3.1	+835.5%	89.8
EBT	MEUR	27.5	2.0	+1,275.0%	80.3
Financial result	MEUR	-1.5	-1.1	+36.4%	-9.5
Net income (including non-controlling interests)	MEUR	19.3	1.8	+972.2%	53.2
Cash flow from operating activities	MEUR	61.0	-79.7	-176.5%	93.7
Capital expenditure	MEUR	17.2	21.4	-19.6%	111.4
Net liquidity	MEUR	891.1	884.9	+0.7%	893.1
EBITDA margin	%	5.7	2.7	-	4.5
EBITA margin	%	4.0	1.2	-	2.9
EBIT margin	%	2.4	0.3	-	1.6
Employees (as of end of period; without apprentices)	-	23,790	23,660	+0.5%	23,713

\* The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013

# ANDRITZ share

## Performance since IPO (June 2001):

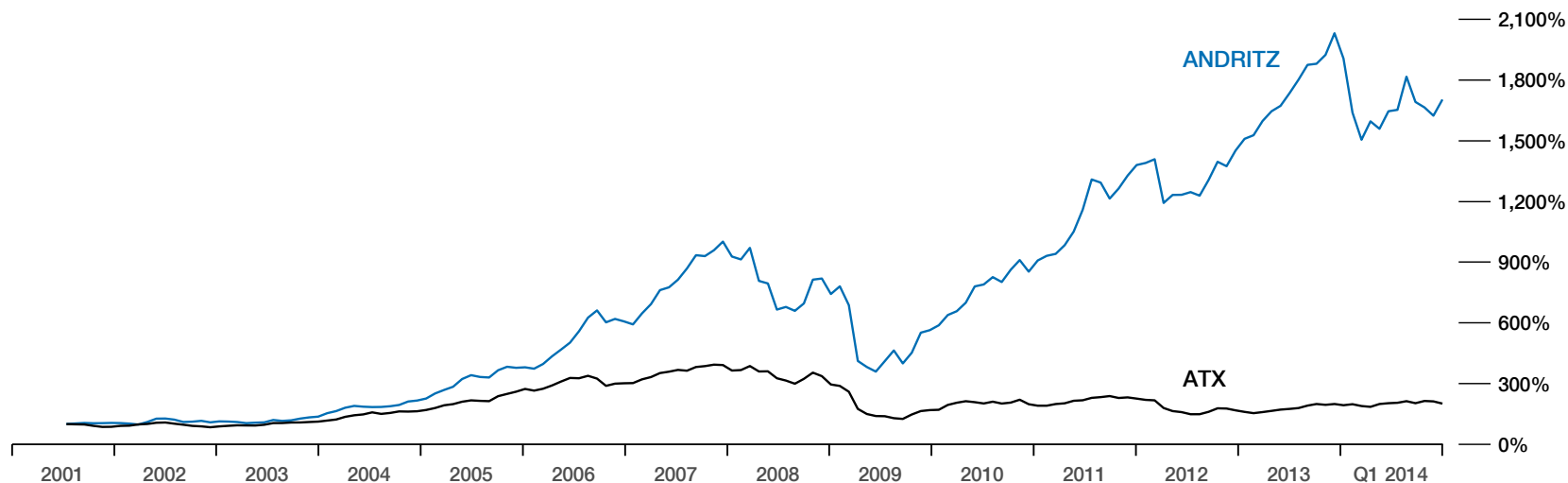
- ANDRITZ: +1,606%
- ATX: +104%

## Performance Q1 2014:

- ANDRITZ: -1.8%
- ATX: -0.4%

Market capitalization  
(as of March 31, 2014):  
4.7 billion euros

## Relative price performance of the ANDRITZ share compared to the ATX since IPO



Source: Vienna Stock Exchange