



The ANDRITZ GROUP

Company presentation November 2012

The ANDRITZ GROUP

Overview

Company

- ANDRITZ AG, Graz, Austria (Group headquarters)
- More than 180 production and service sites worldwide
- Employees: approximately 17,700 worldwide (as of September 30, 2012)

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%*

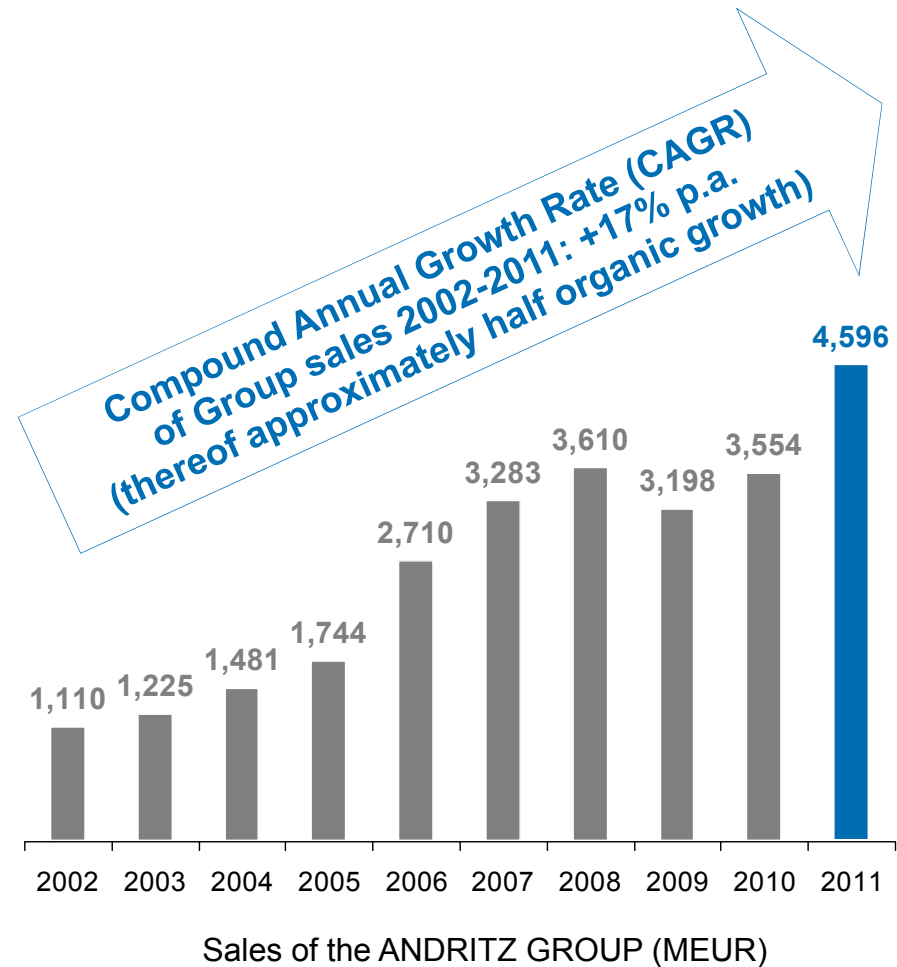
Systems for the production of animal feed pellets (pet and fish food) and biomass pellets (wood, straw)

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

Strengthening of the market position

Growth through organic expansion and acquisitions

HYDRO	PULP & PAPER
2006 VA TECH HYDRO	1990 Sprout-Bauer
2007 Tigép	1992 Durametal
2008 GE Hydro business	1994 Kone Wood
2008 GEHI (JV)	1998 Kvaerner Hymac
2010 Precision Machine	1999 Winberg
2010 Hammerfest Strøm (55.4%)	2000 Ahlstrom Machinery
2010 Ritz	2000 Lamb Baling Line
2011 Hemicycle Controls	2000 Voith Andritz Tissue LLC (JV)
METALS	2002 ABB Drying
1997 Sundwig	2003 IDEAS Simulation
1998 Thermtec	2003 Acutest Oy
2000 Kohler	2003 Fiedler
2002 SELAS SAS Furnace Div.	2004 EMS (JV)
2004 Kaiser	2005 Cybermetrics
2005 Lynson	2005 Universal Dynamics Group
2008 Maerz	2006 Küsters
2012 Bricmont	2006 Carbona
2012 Soutec	2006 Pilão
SEPARATION	2007 Bachofen + Meier
1992 TCW Engineering	2007 Sindus
1996 Guinard	2008 Kufferath
2002 3SYS	2009 Rollteck
2004 Bird Machine	2010 Rietter Perfojet
2004 NETZSCH Filtration	2010 DMT/Biax
2004 Fluid Bed Systems of VA TECH WABAG	2011 AE&E Austria
2005 Lenser Filtration	2011 Iggesund Tools
2006 CONTEC Decanter	2011 Tristar Industries
2009 Delkor Capital Equipment	2011 Asselin-Thibeau
2009 Frautech	2012 AES
2010 KMPT	FEED & BIOFUEL
2012 Gouda	1995 Jesma-Matador
	2000 UMT
	2005 Chemes Strojarnje



Key figures Q3 2012 and Q1-Q3 2012

Solid business development

	Unit	Q1-Q3/12	Q1-Q3/11	+/-	Q3/12	Q3/11	+/-	2011
Order intake	MEUR	3,793.2	4,898.6	-22.6%	1,238.8	1,254.1	-1.2%	5,706.9
Order backlog (as of end of period)	MEUR	6,929.8	7,325.0	-5.4%	6,929.8	7,325.0	-5.4%	6,683.1
Sales	MEUR	3,703.3	3,184.2	+16.3%	1,265.5	1,173.1	+7.9%	4,596.0
EBITDA	MEUR	286.1	261.3	+9.5%	101.4	104.3	-2.8%	386.2
EBITA	MEUR	242.1	221.4	+9.3%	86.5	89.8	-3.7%	331.5
EBIT	MEUR	224.0	207.9	+7.7%	80.9	84.8	-4.6%	312.7
EBT	MEUR	231.0	215.1	+7.4%	81.2	88.0	-7.7%	321.7
Financial result	MEUR	7.0	7.2	-2.8%	0.3	3.2	-90.6%	9.0
Net income (including non-controlling interests)	MEUR	166.2	151.8	+9.5%	58.7	62.1	-5.5%	231.5
Cash flow from operating activities	MEUR	219.2	339.9	-35.5%	99.8	133.1	-25.0%	433.8
Capital expenditure	MEUR	52.3	41.7	+25.4%	17.8	18.2	-2.2%	77.0
EBITDA margin	%	7.7	8.2	-	8.0	8.9	-	8.4
EBITA margin	%	6.5	7.0	-	6.8	7.7	-	7.2
EBIT margin	%	6.0	6.5	-	6.4	7.2	-	6.8
Employees (as of end of period)	-	17,686	16,692	+6.0%	17,686	16,692	+6.0%	16,750

ANDRITZ share

Solid performance, broad research coverage

Performance June 2001 (IPO) until September 30, 2012:

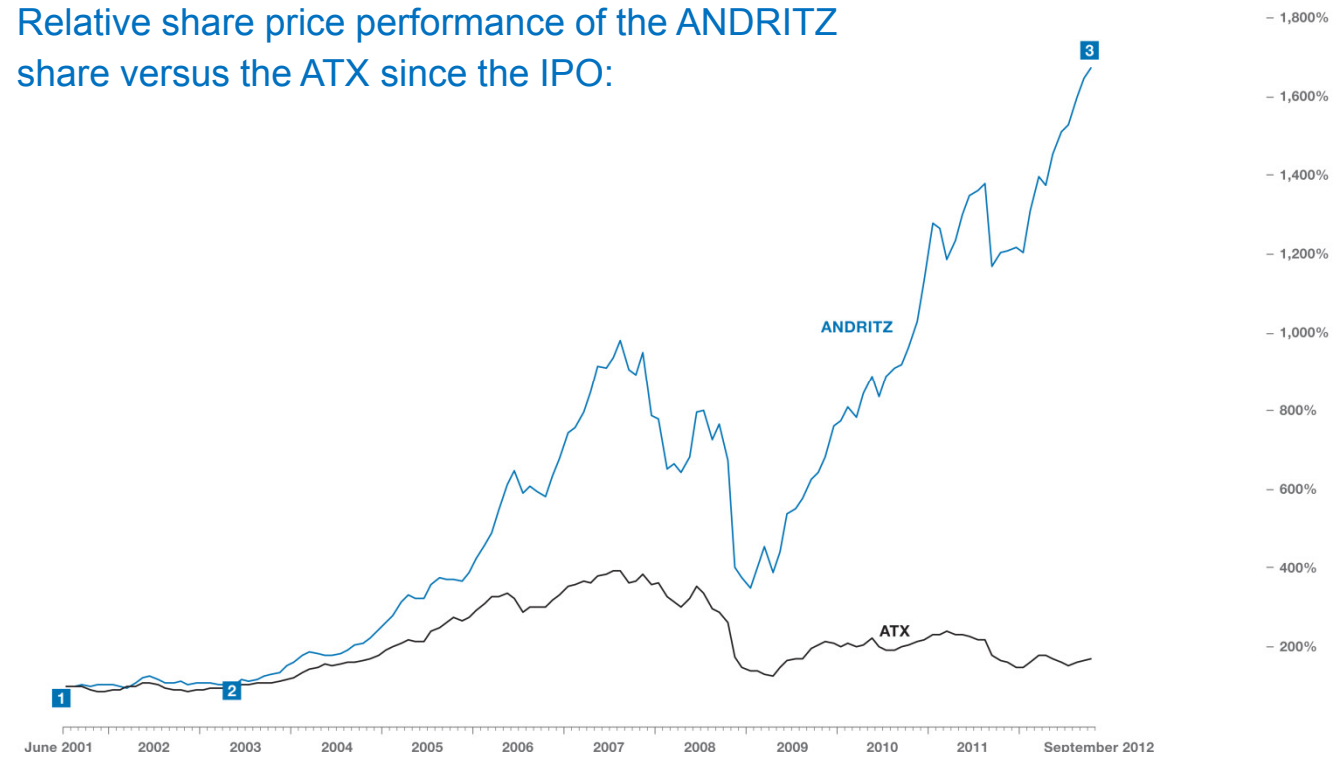
- **ANDRITZ: +1,579%**
- **ATX: +69%**

Performance Q1-Q3 2012:

- **ANDRITZ: +34%**
- **ATX: +8%**

Market capitalization ANDRITZ as of September 30, 2012: 4,583 MEUR

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



Broad research coverage

Baader Bank, Berenberg Bank, Cheuvreux, Citi Research, Commerzbank, Deutsche Bank, Erste Bank, Goldman Sachs, Hauck & Aufhäuser, HSBC, J.P. Morgan, Kepler Capital Markets, RCB, UBS, Warburg

Note: On April 23, 2012, the ANDRITZ share was split in a ratio of 1:2. All share price data and key figures were adjusted accordingly.

1 June 2001: IPO at 2.63 EUR/share 2 June 2003: Secondary Public Offering at 2.85 EUR/share 3 Closing price as of September 30, 2012: 44.07 EUR