



## **The ANDRITZ GROUP**

Company presentation November 2015

# The ANDRITZ GROUP

## Overview

ANDRITZ is a 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

	Unit	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%



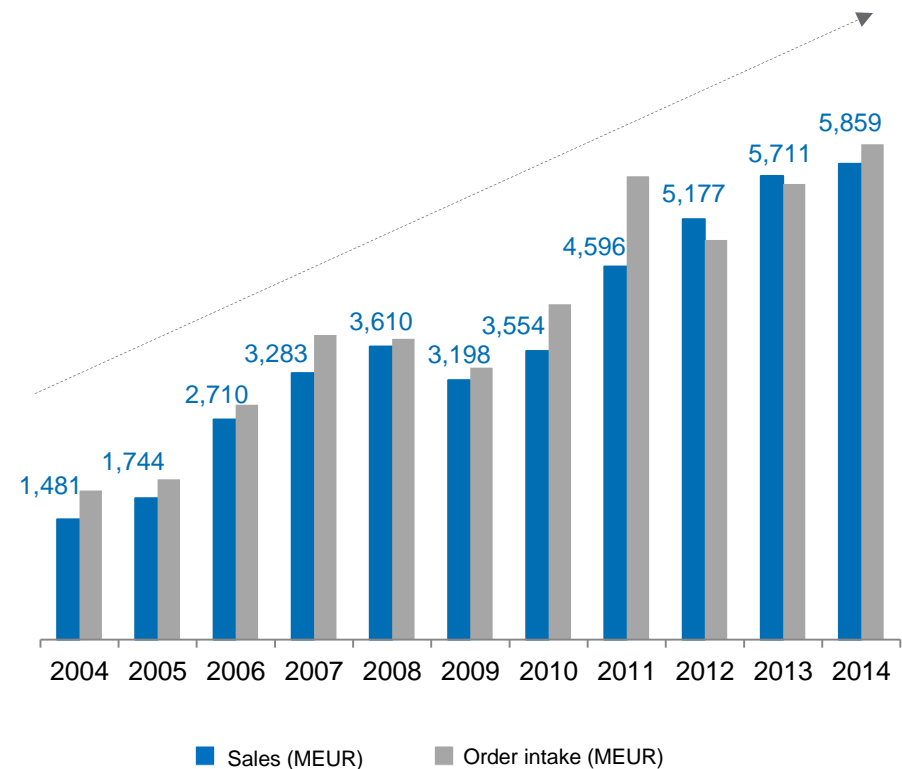
# Strengthening of market position

## 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
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	Deikor Capital Equipment
2009	Frautech
2010	KMPT
2012	Gouda
2013	Shende Machinery
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

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



\* Closing expected for end of 2015/early 2016

# Key figures at a glance

	Unit	Q1-Q3 2015	Q1-Q3 2014	+/-	Q3 2015	Q3 2014	+/-	2014
Order intake	MEUR	3,767.6	4,571.6	-17.6%	1,187.6	1,591.5	-25.4%	6,101.0
Order backlog (as of end of period)	MEUR	6,891.8	7,702.2	-10.5%	6,891.8	7,702.2	-10.5%	7,510.6
Sales	MEUR	4,589.1	4,122.9	+11.3%	1,583.5	1,463.5	+8.2%	5,859.3
EBITDA	MEUR	364.1	298.9	+21.8%	133.2	123.2	+8.1%	472.0
EBITA	MEUR	295.0	234.4	+25.9%	110.1	101.0	+9.0%	379.5
EBIT	MEUR	259.1	176.0	+47.2%	99.5	81.6	+21.9%	295.7
EBT	MEUR	263.1	174.3	+50.9%	96.7	81.6	+18.5%	299.4
Financial result	MEUR	4.0	-1.7	+335.3%	-2.8	0.0	n. a.	3.7
Net income (including non-controlling interests)	MEUR	183.5	122.0	+50.4%	67.6	57.1	+18.4%	210.0
Cash flow from operating activities	MEUR	132.8	225.6	-41.1%	140.6	176.6	-20.4%	342.1
Capital expenditure	MEUR	59.7	61.9	-3.6%	23.4	27.4	-14.6%	106.5
Equity ratio	%	19.0	16.9	-	19.0	16.9	-	17.0
Liquid funds	MEUR	1,367.1	1,666.6	-18.0%	1,367.1	1,666.6	-18.0%	1,701.6
Net liquidity	MEUR	930.3	1,013.8	-8.2%	930.3	1,013.8	-8.2%	1,065.1
Net working capital	MEUR	-354.1	-607.0	+41.7%	-354.1	-607.0	+41.7%	-570.9
EBITDA margin	%	7.9	7.2	-	8.4	8.4	-	8.1
EBITA margin	%	6.4	5.7	-	7.0	6.9	-	6.5
EBIT margin	%	5.6	4.3	-	6.3	5.6	-	5.0
Employees (as of end of period; without apprentices)	-	24,769	24,468	+1.2%	24,769	24,468	+1.2%	24,853

Solid balance sheet structure and high cash position

# ANDRITZ share

## Performance since IPO

(June 2001):

- ANDRITZ: +1,430%
- ATX: +80%

## Performance

Q1-Q3 2015:

- ANDRITZ: -12.5%
- ATX: +1.8%

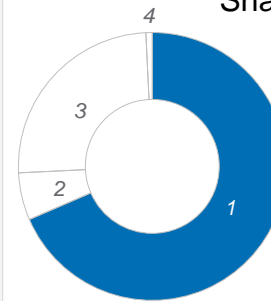
## Market capitalization

(as of September 30,

2015):

4.2 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)

