



## **The ANDRITZ GROUP**

Company presentation March 2016

# 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 2015

|  | Unit* | 2015    |
|--|-------|---------|
| Order intake   | MEUR  | 6,017.7 |
| Order backlog (as of end of period)                  | MEUR  | 7,324.2 |
| Sales  | MEUR  | 6,377.2 |
| EBITA  | MEUR  | 429.0   |
| Net income (including non-controlling interests)     | MEUR  | 270.4   |
| Employees (as of end of period; without apprentices) | -     | 24,508  |

\* MEUR = million euro



# Company profile

Worldwide leading position in four business areas

**ANDRITZ**  
Hydro

30%\*



Product offerings:  
electromechanical  
equipment for hydro-  
power plants (turbines,  
generators); pumps;  
turbo generators

Order  
intake:  
**1,719**  
MEUR

Sales:  
**1,835**  
MEUR

**ANDRITZ**  
Pulp & Paper

35%\*



Product offerings:  
equipment for  
production of all types of  
pulp, paper, tissue, and  
board; energy boilers

Order  
intake:  
**2,264**  
MEUR

Sales:  
**2,196**  
MEUR

**ANDRITZ**  
Metals

25%\*



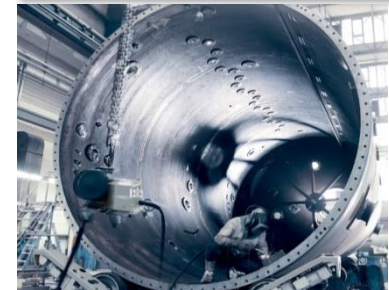
Product offerings:  
presses for  
metalforming (Schuler);  
systems for production  
of stainless steel,  
carbon steel, and non-  
ferrous metal strip;  
industrial furnace plants

Order  
intake:  
**1,439**  
MEUR

Sales:  
**1,718**  
MEUR

**ANDRITZ**  
Separation

10%\*



Product offerings:  
equipment for  
solid/liquid separation  
for municipalities and  
various industries;  
equipment for pro-  
duction of animal feed  
and biomass pellets

Order  
intake:  
**597**  
MEUR

Sales:  
**628**  
MEUR

Note: figures above relate to the FY 2015

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

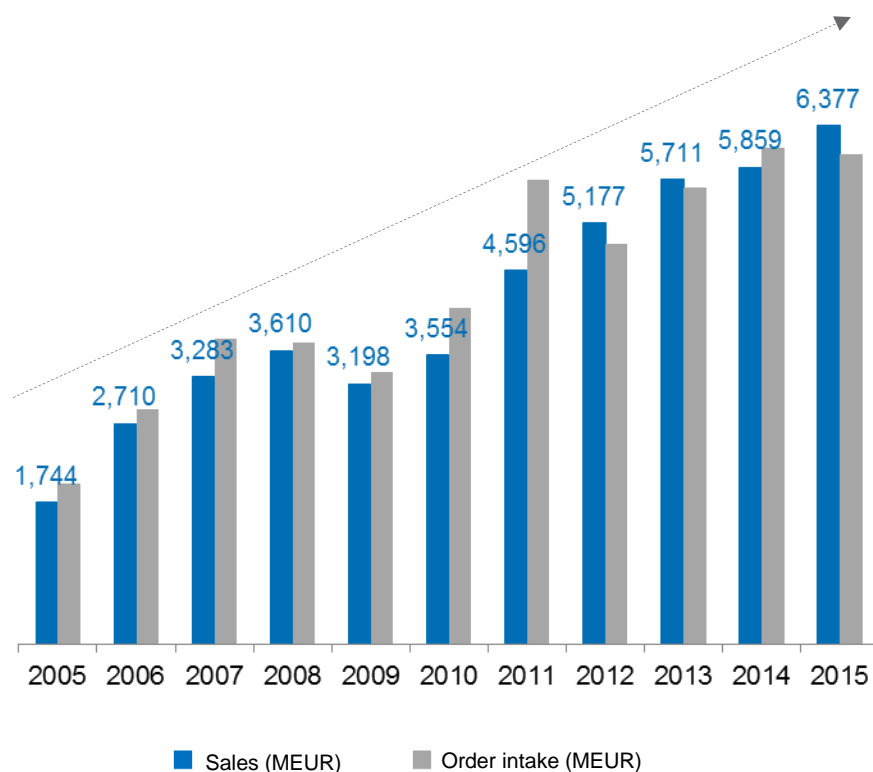
# Strengthening of market position

## 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%)*                  |
| 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                |
| 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              |

### Compound Annual Growth Rate (CAGR) of Group sales 2005-2015: +14% p. a. (thereof approximately half organic growth)



\* Closing expected at the end of Q1 2016

# Key figures at a glance

|  | Unit | 2015    | 2014*   | +/-    |
|--|------|---------|---------|--------|
| Order intake   | MEUR | 6,017.7 | 6,101.0 | -1.4%  |
| Order backlog (as of end of period)                  | MEUR | 7,324.2 | 7,510.6 | -2.5%  |
| Sales  | MEUR | 6,377.2 | 5,859.3 | +8.8%  |
| EBITDA   | MEUR | 534.7   | 472.0   | +13.3% |
| EBITA  | MEUR | 429.0   | 379.5   | +13.0% |
| EBIT   | MEUR | 369.1   | 295.7   | +24.8% |
| EBT  | MEUR | 376.4   | 299.4   | +25.7% |
| Financial result                                     | MEUR | 7.3     | 3.7     | +97.3% |
| Net income (including non-controlling interests)     | MEUR | 270.4   | 210.0   | +28.8% |
| Cash flow from operating activities                  | MEUR | 179.4   | 342.1   | -47.6% |
| Capital expenditure                                  | MEUR | 101.4   | 106.5   | -4.8%  |
| Equity ratio   | %    | 21.0    | 17.3    | -      |
| Liquid funds   | MEUR | 1,449.4 | 1,701.6 | -14.8% |
| Net liquidity  | MEUR | 984.0   | 1,065.1 | -7.6%  |
| Net working capital                                  | MEUR | -182.1  | -570.9  | +68.1% |
| EBITDA margin  | %    | 8.4     | 8.1     | -      |
| EBITA margin   | %    | 6.7     | 6.5     | -      |
| EBIT margin  | %    | 5.8     | 5.0     | -      |
| Employees (as of end of period; without apprentices) | -    | 24,508  | 24,853  | -1.4%  |

Total equity and equity ratio significantly up

Good financial position of ~1 bn. euros

\* Restated

# ANDRITZ share

## Performance since IPO

(June 2001):

- ANDRITZ: +1,613%
- ATX: +94%

## Performance

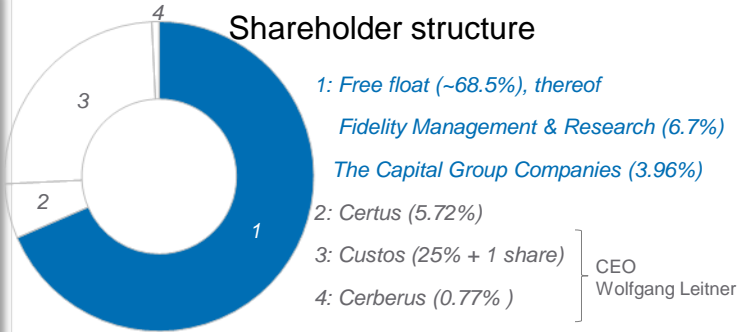
2015:

- ANDRITZ: -2.1%
- ATX: +9.4%

## Market capitalization

(as of December 31, 2015):

4.7 billion euros



Relative price performance of the ANDRITZ share compared to the ATX since IPO (source: Vienna Stock Exchange)

