ANDRITZ is a globally leading supplier of plants, equipment, systems and services for hydropower stations, the pulp and paper industry, the metalworking and steel industries, and solid/liquid separation in the municipal and industrial sectors as well as for animal feed and biomass pelleting.

**Global presence**
Headquarters in Graz, Austria; over 280 production sites and service/sales companies worldwide

<table>
<thead>
<tr>
<th>KEY FINANCIAL FIGURES:</th>
<th>UNIT</th>
<th>Q1-Q3 2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>MEUR</td>
<td>4,738.0</td>
<td>5,579.5</td>
</tr>
<tr>
<td>Order backlog (as of end of period)</td>
<td>MEUR</td>
<td>6,882.8</td>
<td>6,383.0</td>
</tr>
<tr>
<td>Sales</td>
<td>MEUR</td>
<td>4,200.8</td>
<td>5,889.1</td>
</tr>
<tr>
<td>Net income (including non-controlling interests)</td>
<td>MEUR</td>
<td>156.2</td>
<td>265.6</td>
</tr>
<tr>
<td>Employees (as of end of period; without apprentices)</td>
<td>-</td>
<td>26,397</td>
<td>25,566</td>
</tr>
</tbody>
</table>

SALES BY REGION 2017 (%)
- Europe & North America: 58%, 5,889 MEUR
- Emerging markets: 42%
A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS

HYDRO

PRODUCT OFFERINGS
Electromechanical equipment for hydropower plants (turbines, generators); pumps; turbo generators.

% order intake* 24

PULP & PAPER

PRODUCT OFFERINGS
Equipment for production of all types of pulp, paper, tissue, and board; energy boilers.

% order intake* 36

METALS

PRODUCT OFFERINGS
Presses/press lines for metal forming (Schuler); systems for production of stainless steel, carbon steel, and non-ferrous metal strip; industrial furnace plants.

% order intake* 29

SEPARATION

PRODUCT OFFERINGS
Equipment for solid/liquid separation for municipalities and various industries; equipment for production of animal feed and biomass pellets.

% order intake* 11

* Share of total Group order intake 2017.
 Compound Annual Growth Rate (CAGR) of Group sales 2007-2017:
+6% p.a. (thereof approximately half from organic growth)
## STRENGTHENING OF MARKET POSITION BY ACQUISITIONS

Acquisitions by business area since 2000

<table>
<thead>
<tr>
<th>HYDRO</th>
<th>PULP &amp; PAPER</th>
<th>METALS</th>
<th>SEPARATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>Ritz</td>
<td>2003 Fiedler</td>
<td>2012 AES</td>
</tr>
<tr>
<td>2011</td>
<td>Hemicycle Controls</td>
<td>2004 EMS (JV)</td>
<td>2013 MeWa</td>
</tr>
<tr>
<td>2005</td>
<td>Cybermetrics</td>
<td>2015 Euroslof</td>
<td>2013 FBB Engineering</td>
</tr>
<tr>
<td>2006</td>
<td>Küsters</td>
<td>2017 Paperchine</td>
<td>2016 Yadon (52,9%)</td>
</tr>
<tr>
<td>2006</td>
<td>Carbona</td>
<td>2018 Novimpianti</td>
<td>2016 AWEBA</td>
</tr>
<tr>
<td>2006</td>
<td>Pilão</td>
<td>2018 Diatec (70%)</td>
<td>2017 Powerlase (51%)</td>
</tr>
<tr>
<td>2007</td>
<td>Bachofen + Meier</td>
<td>2018 Xerium</td>
<td>2018 Farina Press</td>
</tr>
<tr>
<td>2007</td>
<td>Sindus</td>
<td>2018</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>Kufferath</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>Rolteck</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
GROUP STRATEGY AND LONG-TERM GOALS

LONG-TERM PROFITABLE GROWTH
- Focus on markets with high growth rates
- Expansion of product portfolio through organic growth (R&D) and acquisitions
- Achieve annual sales growth averaging 5-8% depending on market growth and acquisitions

TECHNOLOGICAL AND COST LEADERSHIP
- Become preferred supplier by virtue of technology, quality and references
- Development of innovative and sustainable technologies through intensive R&D
- Focus on digitalization to support customers in reaching their goals with regard to productivity, operating costs, energy efficiency and environmental protection
- Offer best ROI for customers

EXTEND MARKET POSITIONS
- Serving markets with long-term and sustained growth potential
- Extending existing position in Europe and North America
- Making use of the growth and sales opportunities in the emerging markets of South America and Asia

GLOBAL AND LOCAL PRESENCE
- Continue expanding worldwide presence
- Offer best possible service close to the customer
- Further relocate manufacturing capacities to emerging markets
Performance since IPO (June 2001): +1,811% (ATX: +170%)

Market capitalization (as of September 30, 2018): 5.2 billion EUR

SHAREHOLDER STRUCTURE AS OF SEPTEMBER 30, 2018

1. Free float ~68.5%
2. Certus 5.72%
3. Custos 25% + 1 share
4. Cerberus 0.77%
Under the technology brand Metris, ANDRITZ offers a broad portfolio of intelligent, digital solutions and products.

Metris technologies are fully tailored to individual customer needs and optimize industrial procedures and processes.

The results for the customers:

- Enhancing plant efficiency and profitability
- Optimizing the use of resources
- Constant and highest product quality
- Avoiding production downtime
- Maximum user-friendliness, e.g. easy control via smartphone/tablet PC/smartglasses
In our chosen markets, we are global leaders with a passion for innovative engineering solutions.

As technology and quality leader, we create sustainable value for our customers and shareholders, thus ensuring the continuation of our long-term profitable growth.