CHAPTER OVERVIEW

01 Q2 2019 AT A GLANCE

02 PERFORMANCE Q2 2019 AND MARKET UPDATE

03 UPDATE OF BUSINESS AREAS

04 OUTLOOK
Q2 2019 AT A GLANCE

Overall solid business development, however mixed by business area

- **Group order intake**, at over **2 billion euros**, reached the second highest quarterly order intake in the company’s history
  - **Very high order intake in Pulp & Paper** with strong development across all divisions
    - Hydro, Metals, and Separation slightly down y/y
- **Sales increased to almost 1.6 billion euros**
  - Strong increase in Pulp & Paper; Hydro and Metals down y/y
- **EBITA**, at **95 million euros**, practically unchanged; EBITA margin amounted to **6.0%**
  - Favorable margin development in Pulp & Paper
  - Unsatisfactory development in both Metals sectors
  - Hydro and Separation increased
SIGNIFICANT INCREASE OF ORDER INTAKE IN Q2 2019

Mainly driven by strong increase in Pulp & Paper; Hydro, Metals, Separation down y/y

ORDER INTAKE Q2 2019 (IN MEUR)

ORDER INTAKE BY BUSINESS AREA (IN MEUR)

<table>
<thead>
<tr>
<th>Business Area</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydro</td>
<td>288</td>
<td>318</td>
<td>-10%</td>
</tr>
<tr>
<td>Pulp &amp; Paper</td>
<td>1,119</td>
<td>724</td>
<td>+55%</td>
</tr>
<tr>
<td>Metals</td>
<td>462</td>
<td>479</td>
<td>-4%</td>
</tr>
<tr>
<td>Separation</td>
<td>179</td>
<td>216</td>
<td>-17%</td>
</tr>
</tbody>
</table>

ORDER INTAKE H1 2019 (IN MEUR)

<table>
<thead>
<tr>
<th>Business Area</th>
<th>H1 2019</th>
<th>H1 2018</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydro</td>
<td>602</td>
<td>753</td>
<td>-20%</td>
</tr>
<tr>
<td>Pulp &amp; Paper</td>
<td>1,926</td>
<td>1,181</td>
<td>+63%</td>
</tr>
<tr>
<td>Metals</td>
<td>810</td>
<td>947</td>
<td>-14%</td>
</tr>
<tr>
<td>Separation</td>
<td>368</td>
<td>389</td>
<td>-5%</td>
</tr>
</tbody>
</table>

Notably, newly acquired companies contributed: ~161 MEUR, thereof ~111 MEUR Xerium.

Newly acquired companies: ~318 MEUR, thereof ~236 MEUR Xerium.
Aggregated order intake of the last four quarters amounts to ~7.1 bn. EUR

- Xerium Technologies, Inc. contributed ~111 MEUR in Q2 2019
- Well balanced geographical exposure
  - Europe and North America: 54%
  - Emerging Markets: 46%
INCREASE OF GROUP SALES Driven BY PULP & PAPER

Very favorable development in Pulp & Paper; Hydro and Metals down on q/q

**SALES Q2 2019 (IN MEUR)**

- 1,472 (Q2 2018)
- 1,573 (Q2 2019)

+7% organic

-3% organic

**SALES BY BUSINESS AREA (IN MEUR)**

<table>
<thead>
<tr>
<th>Business Area</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydro</td>
<td>337</td>
<td>375</td>
<td>-10%</td>
</tr>
<tr>
<td>Pulp &amp; Paper</td>
<td>708</td>
<td>551</td>
<td>+29%</td>
</tr>
<tr>
<td>Metals</td>
<td>371</td>
<td>395</td>
<td>-6%</td>
</tr>
<tr>
<td>Separation</td>
<td>158</td>
<td>152</td>
<td>+4%</td>
</tr>
</tbody>
</table>

**SALES H1 2019 (IN MEUR)**

- 2,763 (H1 2018)
- 3,062 (H1 2019)

+11% organic

0% organic

-3% organic

**Newly acquired companies:** ~147 MEUR, thereof ~113 MEUR Xerium

**Newly acquired companies:** ~287 MEUR, thereof ~222 MEUR Xerium
FURTHER INCREASE OF SERVICE BUSINESS

Quarterly development of service sales (in MEUR)

Service business increased in absolute and relative terms:

- **CAGR: +7%**

  IN MEUR

  Year | Service sales
  ---- | ---------------
  2014 | 1,670
  2015 | 1,892
  2016 | 1,930
  2017 | 2,010
  2018 | 2,155
  **Last 4 quarters** | 2,450

  **% OF TOTAL SALES**

  Year | Service sales
  ---- | ---------------
  2014 | 29
  2015 | 30
  2016 | 32
  2017 | 34
  2018 | 36
  Q2 2019 | 41
  H1 2019 | 40

* Thereof ~113 MEUR from Xerium

[Graph showing quarterly service sales with labels and annotations]
SERVICE BUSINESS BY BUSINESS AREA

% of total business area sales

**HYDRO**

26, 25, 26, 29, 28, 28


**PULP & PAPER**

35, 37, 41, 42, 48, 54


**METALS**

18, 20, 22, 24, 23, 26


**SEPARATION**

43, 44, 46, 47, 45, 47


ANDRITZ Fabrics and Rolls provides machine clothings and roll covers for paper, tissue, and board machines.
Order backlog at the end Q2 2019 was approx. 640 MEUR higher than at the end of 2018, mainly driven by Pulp & Paper.

- Hydro and Pulp & Paper account for 73% of total order backlog.
Unsatisfactory performance of Metals

EBITA (IN MEUR) AND EBITA MARGIN Q2 2019 (IN %)

Q2 2019:
• Despite increase in sales, EBITA remained practically unchanged at 94.7 MEUR (Q2 2018: 94.6 MEUR). Profitability amounted to 6.0% (Q2 2018: 6.4%)
• Unchanged favorable profitability of the Pulp & Paper business area
• Metals still impacted by execution of lower-margin orders, underutilization in Metals Forming (Schuler) as well as cost overruns on some projects in Metals Processing
• Improved profitability in Hydro and Separation
## PROFITABILITY BY BUSINESS AREA

### EBITA margin (%)

<table>
<thead>
<tr>
<th>HYDRO</th>
<th>PULP &amp; PAPER</th>
<th>METALS</th>
<th>SEPARATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2018</td>
<td>Q2 2018</td>
<td>Q2 2019</td>
<td>H1 2018</td>
</tr>
<tr>
<td>7.5</td>
<td>5.9</td>
<td>6.9</td>
<td>6.0</td>
</tr>
<tr>
<td>FY 2018</td>
<td>Q2 2018</td>
<td>Q2 2019</td>
<td>H1 2018</td>
</tr>
<tr>
<td>9.9</td>
<td>10.6</td>
<td>10.0</td>
<td>9.2</td>
</tr>
<tr>
<td>FY 2018</td>
<td>Q2 2018</td>
<td>Q2 2019</td>
<td>H1 2018</td>
</tr>
<tr>
<td>4.8</td>
<td>4.0</td>
<td>5.4</td>
<td>4.3</td>
</tr>
</tbody>
</table>

12 / ANDRITZ / RESULTS OF THE ANDRITZ GROUP FOR H1 2019 / AUGUST 2, 2019 / © ANDRITZ GROUP
IMPROVEMENT OF NET WORKING CAPITAL IN Q2 2019

Mainly driven by Pulp & Paper

- Increase of contract liabilities due to increase of advance/progress payments for projects
- Reduction of trade accounts receivable
SIGNIFICANT INCREASE IN CASH FLOW FROM OPERATING ACTIVITIES

From -101 MEUR in H1 2018 to +272 MEUR in H1 2019

IN MEUR

Split of total depreciation:
- ~85 MEUR depreciation, thereof
  - ~72 MEUR from newly acquired companies and
  - ~23 MEUR from IFRS 16 Leasing
- ~44 MEUR IFRS 3 Amortization, thereof
  - ~30 MEUR from newly acquired companies, mainly Xerium
- 4.5 MEUR impairment of goodwill in Metals

- ~138 MEUR increase in contract liabilities (+)
- ~75 MEUR increase in inventories (-)
- ~52 MEUR decrease in trade receivables (+)
- ~45 MEUR increase in advance payments made (-)
- ~35 MEUR decrease in contract assets (+)
- ~7 MEUR decrease in liabilities (-)
EBITDA – NET INCOME BRIDGE H1 2019 VS. H1 2018

- Leasing IFRS 16 (~23 MEUR)
- newly acquired companies (~12 MEUR)

Thereof ~30 MEUR for newly acquired companies (mainly Xerium)

Increase in interest expenses due to increase in financial liabilities → issuance of Schuldscheindarlehen

Tax rate 29.9%

Metals

IN MEUR; *: % OF TOTAL SALES
Decline of net income mainly due to
• increased depreciation and amortization of intangible assets (including goodwill impairment)
• lower financial result as a consequence of lower average net liquidity and the issuance of a SSD in Q3 2018

Newly acquired companies contributed ~7 MEUR to capex in H1 2019

<table>
<thead>
<tr>
<th>UNIT</th>
<th>H1 2019</th>
<th>H1 2018</th>
<th>+/-</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>MEUR</td>
<td>3,705.2</td>
<td>3,269.3</td>
<td>+13.3%</td>
<td>2,047.1</td>
<td>1,736.5</td>
<td>+17.9%</td>
</tr>
<tr>
<td>Order backlog (as of end of period)</td>
<td>MEUR</td>
<td>7,724.2</td>
<td>6,841.1</td>
<td>+12.9%</td>
<td>7,724.2</td>
<td>6,841.1</td>
<td>+12.9%</td>
</tr>
<tr>
<td>Sales</td>
<td>MEUR</td>
<td>3,062.4</td>
<td>2,763.1</td>
<td>+10.8%</td>
<td>1,573.2</td>
<td>1,472.1</td>
<td>+6.9%</td>
</tr>
<tr>
<td>EBITA</td>
<td>MEUR</td>
<td>177.5</td>
<td>166.3</td>
<td>+6.7%</td>
<td>94.7</td>
<td>94.6</td>
<td>+0.1%</td>
</tr>
<tr>
<td>Net income (including non-controlling interests)</td>
<td>MEUR</td>
<td>75.8</td>
<td>99.9</td>
<td>-24.1%</td>
<td>43.2</td>
<td>55.9</td>
<td>-22.7%</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>MEUR</td>
<td>271.9</td>
<td>-101.2</td>
<td>+368.7%</td>
<td>215.9</td>
<td>-77.8</td>
<td>+377.5%</td>
</tr>
<tr>
<td>Capital expenditure</td>
<td>MEUR</td>
<td>62.0</td>
<td>47.2</td>
<td>+31.4%</td>
<td>36.6</td>
<td>24.7</td>
<td>+48.2%</td>
</tr>
<tr>
<td>Liquid funds</td>
<td>MEUR</td>
<td>1,614.4</td>
<td>1,450.5</td>
<td>+11.3%</td>
<td>1,614.4</td>
<td>1,450.5</td>
<td>+11.3%</td>
</tr>
<tr>
<td>Net liquidity</td>
<td>MEUR</td>
<td>-97.6</td>
<td>585.9</td>
<td>-116.7%</td>
<td>-97.6</td>
<td>585.9</td>
<td>-116.7%</td>
</tr>
<tr>
<td>Net working capital</td>
<td>MEUR</td>
<td>84.2</td>
<td>90.3</td>
<td>-6.8%</td>
<td>84.2</td>
<td>90.3</td>
<td>-6.8%</td>
</tr>
</tbody>
</table>
CHAPTER OVERVIEW

01 Q2 2019 AT A GLANCE

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04 OUTLOOK
HYDRO (1): UNCHANGED MODERATE MARKET ENVIRONMENT

Selective award of individual projects, particularly in the growing Asian market

- New hydropower plants
  Some new, larger projects are currently in the planning phase, especially in Southeast Asia and Africa; selective award of individual projects is likely

- Pumps
  Good project activity

- Modernizations/rehabilitations
  As a result of the continuing low investment activity by utilities driven by low electricity prices, many modernization projects are still postponed, particularly in Europe

- Competition
  Stable competition at challenging level

ANDRITZ will supply four double-stage vertical pumps to the Shanxi Xiaolangdi Yellow River Diversion project. Each of these pumps has a flow rate of 5 m³/s.
HYDRO (2): DESPITE DECLINE IN SALES, IMPROVED EARNINGS AND MARGIN DEVELOPMENT

Order intake at unchanged low level

<table>
<thead>
<tr>
<th>Unit</th>
<th>H1 2019</th>
<th>H1 2018</th>
<th>+/-</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>MEUR</td>
<td>601.8</td>
<td>753.1</td>
<td>-20.1%</td>
<td>287.9</td>
<td>318.2</td>
<td>-9.5%</td>
</tr>
<tr>
<td>Order backlog (as of end of period)</td>
<td>MEUR</td>
<td>2,563.3</td>
<td>2,789.1</td>
<td>-8.1%</td>
<td>2,563.3</td>
<td>2,789.1</td>
<td>-8.1%</td>
</tr>
<tr>
<td>Sales</td>
<td>MEUR</td>
<td>675.6</td>
<td>724.3</td>
<td>-6.7%</td>
<td>337.2</td>
<td>374.5</td>
<td>-10.0%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>MEUR</td>
<td>60.2</td>
<td>57.1</td>
<td>+5.4%</td>
<td>30.0</td>
<td>29.3</td>
<td>+2.4%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>%</td>
<td>8.9</td>
<td>7.9</td>
<td>-</td>
<td>8.9</td>
<td>7.8</td>
<td>-</td>
</tr>
<tr>
<td>EBITA</td>
<td>MEUR</td>
<td>44.0</td>
<td>43.4</td>
<td>+1.4%</td>
<td>23.4</td>
<td>22.2</td>
<td>+5.4%</td>
</tr>
<tr>
<td>EBITA margin</td>
<td>%</td>
<td>6.5</td>
<td>6.0</td>
<td>-</td>
<td>6.9</td>
<td>5.9</td>
<td>-</td>
</tr>
<tr>
<td>Employees (as of end of period; without apprentices)</td>
<td>-</td>
<td>7,332</td>
<td>7,233</td>
<td>+1.4%</td>
<td>7,332</td>
<td>7,233</td>
<td>+1.4%</td>
</tr>
</tbody>
</table>

ORDER INTAKE BY REGION H1 2019 VS. H1 2018 (%)

- Emerging markets: 48% (62%)
- Europe/ North America: 52% (38%)

SALES BY REGION H1 2019 VS. H1 2018 (%)

- Emerging markets: 44% (50%)
- Europe/ North America: 56% (50%)
PULP & PAPER (1): VERY GOOD MARKET ENVIRONMENT

• Pulp
  Very good project activity for both modernization of existing pulp mills and greenfield pulp mills (particularly in South America)

• Paper
  Satisfactory market development for tissue and packaging equipment continued

• Power generating boilers
  Very good project and investment activity, especially in Asia (Japan)

• Competition
  Stable competitive environment
The white liquor plant delivered by ANDRITZ in 2016 for Klabin's pulp mill in Ortigueira, Paraná, Brazil, has one of the world’s largest recausticizing plants, with 16,000 m³ white liquor production daily.

MAJOR PULP ORDERS RECEIVED

- Long-term maintenance and service contract for Arauco’s MAPA project in Chile. The service agreement for the entire mill will start in September 2019 and run for more than nine years through to February 2029. It is the largest maintenance and service contract ANDRITZ has ever been awarded → order intake will be booked annually.

- Supply of major pulp production technologies and key process equipment (on EPC basis) for Klabin’s pulp mill in Brazil → order booked in Q2 2019.

- Significant pulp mill order (on EPC basis) from an international pulp and paper producer to supply energy-efficient and environmentally friendly pulp production technologies and key process equipment → order expected to be booked in Q3 2019.
PULP & PAPER (2): VERY FAVORABLE BUSINESS DEVELOPMENT

Strong increase in order intake; earnings and profitability at favorable levels

| Order intake significantly up, both for the capital and service business |
|-----------------------------|-----------------------------|
| Strong increase in sales; mainly driven by the service business with Xerium adding ~113 MEUR to sales in Q2 2019 |
| Earnings and profitability at unchanged favorable levels |
| Increase of employees vs. H1 2018 mainly due to acquisition of Xerium, Diatec and Novimpianti |

### ORDER INTAKE BY REGION H1 2019 VS. H1 2018 (%)

- **Emerging markets:** 51% (40%)
- **Europe/ North America:** 49% (60%)

### SALES BY REGION H1 2019 VS. H1 2018 (%)

- **Emerging markets:** 43% (39%)
- **Europe/ North America:** 57% (61%)

### Key Figures

- **Order intake** MEUR 1,925.7 (+63.1%) 2019 vs. 1,180.9 (+54.6%) 2018
- **Order backlog (as of end of period)** MEUR 3,054.0 (+45.5%) 2019 vs. 2,098.9 (+45.5%) 2018
- **Sales** MEUR 1,310.3 (+29.8%) 2019 vs. 1,009.5 (+28.5%) 2018
- **EBITDA** MEUR 163.0 (+53.6%) 2019 vs. 106.1 (+39.7%) 2018
- **EBITDA margin** % 12.4 (+4.1) 2019 vs. 10.5 (+3.3) 2018
- **EBITA** MEUR 123.6 (+33.0%) 2019 vs. 92.9 (+21.7%) 2018
- **EBITA margin** % 9.4 (+3.4) 2019 vs. 9.2 (+3.4) 2018
- **Employees (as of end of period; without apprentices)** - 11,772 (+42.8%) 2019 vs. 8,242 (+42.8%) 2018

Emerging markets: 51% (40%)
Europe/ North America: 49% (60%)
• **Metals Forming**
  Unchanged moderate project and investment activity due to the continuing weak international automotive market as well as due to the economic slowdown in China

• **Metals Processing**
  Reduced project activity. Orders placed focused mainly on technologies and plants for the production of advanced high-strength steel grades as well as for the production of aluminum for the automotive industry

• **Competition**
  Unchanged challenging competition
RESTRUCTURING OF SCHULER

Necessary cost and capacity cuts to reduce underabsorption

• Worldwide very low investment activity by automobile producers and their suppliers
• Cost base of Schuler in Germany not competitive
• Restructuring necessary to ensure long-term profitability and competitiveness of Schuler:
  • Reduction of manufacturing capacities in Germany → partial shift to China and Brazil
  • Reduce number of personnel by 500 people, mainly in manufacturing
  • Total one-off provisions of around 85 MEUR + impairment of goodwill of 25 MEUR
  • First savings from restructuring expected by H2/2020
  • Together with the restructuring program 2018, total cost savings of 60 MEUR expected as from 2022
Despite acquisitions order intake practically flat over the last five years

ORDER INTAKE AND SALES (IN MEUR)

- Purchased in 2013 (purchase price: ~600 MEUR) → business plan assumed lower sales going forward
- Acquisition multiple: 4.1 EV/EBITDA Actual six year average: 5 / 4.6 (excl. extraordinary items)
- Two restructuring programs in 2013 and 2015 with a total of 60 MEUR implemented
- Acquisition of Yadon in 2016 to expand business in the Chinese growth market
- Some shift of production capacities to China
- Weakness of the global automotive market in 2018 leads to under-absorption especially in Germany

AGGREGATED EBITDA 2013- H1 2019 (IN MEUR)

SALES CHINA (IN MEUR)

* First-time consolidation of the Schuler Group as of March 2013; pro forma
** First-time consolidation of Yadon and Aweba as of July 2016
METALS (2): UNSATISFACTORY BUSINESS DEVELOPMENT

Earnings and profitability down in Metals Processing and Metals Forming

<table>
<thead>
<tr>
<th>UNIT</th>
<th>H1 2019</th>
<th>H1 2018</th>
<th>+/-</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>MEUR</td>
<td>809.8</td>
<td>946.7</td>
<td>-14.5%</td>
<td>461.7</td>
<td>478.9</td>
<td>-3.6%</td>
</tr>
<tr>
<td>Order backlog (as of end of period)</td>
<td>MEUR</td>
<td>1,654.2</td>
<td>1,493.9</td>
<td>+10.7%</td>
<td>1,654.2</td>
<td>1,493.9</td>
<td>+10.7%</td>
</tr>
<tr>
<td>Sales</td>
<td>MEUR</td>
<td>758.7</td>
<td>742.4</td>
<td>+2.2%</td>
<td>370.9</td>
<td>394.9</td>
<td>-6.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>MEUR</td>
<td>15.8</td>
<td>32.1</td>
<td>-50.8%</td>
<td>3.0</td>
<td>15.3</td>
<td>-80.4%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>%</td>
<td>2.1</td>
<td>4.3</td>
<td>-</td>
<td>0.8</td>
<td>3.9</td>
<td>-</td>
</tr>
<tr>
<td>EBITA</td>
<td>MEUR</td>
<td>-6.9</td>
<td>17.7</td>
<td>-139.0%</td>
<td>-8.4</td>
<td>7.9</td>
<td>-206.3%</td>
</tr>
<tr>
<td>EBITA margin</td>
<td>%</td>
<td>-0.9</td>
<td>2.4</td>
<td>-</td>
<td>-2.3</td>
<td>2.0</td>
<td>-</td>
</tr>
<tr>
<td>Employees (as of end of period; without apprentices)</td>
<td>-</td>
<td>7,680</td>
<td>7,690</td>
<td>-0.1%</td>
<td>7,680</td>
<td>7,690</td>
<td>-0.1%</td>
</tr>
</tbody>
</table>

Order intake in Q2 2019 only slightly down y/y
Decrease in sales in Q2 2019, mainly due to Metals Forming
Earnings and profitability significantly down due to
- execution of lower-margin orders and
- under-utilization in Metals Forming (Schuler).
- Cost overruns in Metals Processing

ORDER INTAKE BY REGION H1 2019 VS. H1 2018 (%)

- Emerging markets: 30% (48%)
- Europe/North America: 70% (52%)

SALES BY REGION H1 2019 VS. H1 2018 (%)

- Emerging markets: 39% (31%)
- Europe/North America: 61% (69%)
SEPARATION (1): GOOD PROJECT AND INVESTMENT ACTIVITY CONTINUED

Particularly for solid/liquid separation equipment

- Municipal
  Investment activity at unchanged good levels (sewage sludge dewatering and drying)

- Industrial
  Good project activity in chemicals, mining, and minerals; investment activity in food improved from low levels

- Feed and biomass pelleting
  Solid project activity

- Competition
  Unchanged market environment with some global and many regional competitors

ANDRITZ Aqua-Screen T
Order intake below the very high level of last year, which included a larger order in China.

Earnings and profitability up as a result of higher sales.

Increase in sales due to the positive development of order intake in solid/liquid separation in the past few quarters.

### Order Intake

<table>
<thead>
<tr>
<th>UNIT</th>
<th>H1 2019</th>
<th>H1 2018</th>
<th>+/-</th>
<th>Q2 2019</th>
<th>Q2 2018</th>
<th>+/-</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>MEUR</td>
<td>367.9</td>
<td>388.6</td>
<td>-5.3%</td>
<td>178.7</td>
<td>215.9</td>
<td>-17.2%</td>
</tr>
<tr>
<td>Order backlog (as of end of period)</td>
<td>MEUR</td>
<td>452.7</td>
<td>459.2</td>
<td>-1.4%</td>
<td>452.7</td>
<td>459.2</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Sales</td>
<td>MEUR</td>
<td>317.8</td>
<td>286.9</td>
<td>+10.8%</td>
<td>157.6</td>
<td>152.1</td>
<td>+3.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>MEUR</td>
<td>23.7</td>
<td>16.4</td>
<td>+44.5%</td>
<td>12.0</td>
<td>8.1</td>
<td>+48.1%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>%</td>
<td>7.5</td>
<td>5.7</td>
<td>-</td>
<td>7.6</td>
<td>5.3</td>
<td>-</td>
</tr>
<tr>
<td>EBITA</td>
<td>MEUR</td>
<td>16.8</td>
<td>12.3</td>
<td>+36.6%</td>
<td>8.5</td>
<td>6.1</td>
<td>+39.3%</td>
</tr>
<tr>
<td>EBITA margin</td>
<td>%</td>
<td>5.3</td>
<td>4.3</td>
<td>-</td>
<td>5.4</td>
<td>4.0</td>
<td>-</td>
</tr>
<tr>
<td>Employees (as of end of period; without apprentices)</td>
<td>-</td>
<td>2,832</td>
<td>2,858</td>
<td>-0.9%</td>
<td>2,832</td>
<td>2,858</td>
<td>-0.9%</td>
</tr>
</tbody>
</table>

### Sales by Region

**ORDER INTAKE BY REGION H1 2019 VS. H1 2018 (%)**

- **Emerging markets:** 45% (50%)
- **Europe/ North America:** 55% (50%)

**SALES BY REGION H1 2019 VS. H1 2018 (%)**

- **Emerging markets:** 39% (34%)
- **Europe/ North America:** 61% (66%)
CHAPTER OVERVIEW

01 Q2 2019 AT A GLANCE

02 PERFORMANCE Q2 2019 AND MARKET UPDATE

03 UPDATE OF BUSINESS AREAS

04 OUTLOOK
Largely unchanged prospects for markets served

- For 2019, ANDRITZ continues to expect a significant increase in sales compared to 2018 due to high order backlog and sales contributions by the companies acquired in 2018.

- Profitability (EBITA margin) expected to reach the level of 2018 excluding extraordinary effects (EBITA margin: 6.9%).

### Market outlook

<table>
<thead>
<tr>
<th>Hydro</th>
<th>Pulp &amp; Paper</th>
<th>Metals</th>
<th>Separation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Satisfactory</td>
<td>Very Good</td>
<td>Satisfactory</td>
<td>Very good</td>
</tr>
</tbody>
</table>
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