



INNOVATIVE TECHNOLOGIES FOR THE PLANET

A GLOBAL PARTNER FOR INDUSTRIES THAT SHAPE THE WORLD

GERMAN CORPORATE CONFERENCE, FRANKFURT/MAIN - JANUARY 16, 2023
DR. JOACHIM SCHÖNBECK – PRESIDENT & CEO

ANDRITZ

ENGINEERED SUCCESS

THE ANDRITZ GROUP



GLOBAL PRESENCE

Headquarter
**GRAZ,
AUSTRIA**

Production sites and service/
sales companies worldwide:
OVER 280



REVENUE BY REGION Q1-Q3 2022 (2021)



KEY FINANCIAL FIGURES

	UNIT	Q1-Q3 2022	2021
Order intake	MEUR	7,451.0	7,879.7
Order backlog (as of end of period)	MEUR	10,822.2	8,165.8
Revenue	MEUR	5,207.8	6,463.0
Net income (including non-controlling interests)	MEUR	262.3	321.7
Employees (as of end of period; without apprentices)	-	27,925	26,804

A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



PULP & PAPER



48%*

Pulp: #1
Paper: #3

METALS



21%*

Forming: #1
Processing: #1-2

HYDRO



21%*

#1-2

SEPARATION



10%*

#1-3 in sludge dewatering
& drying

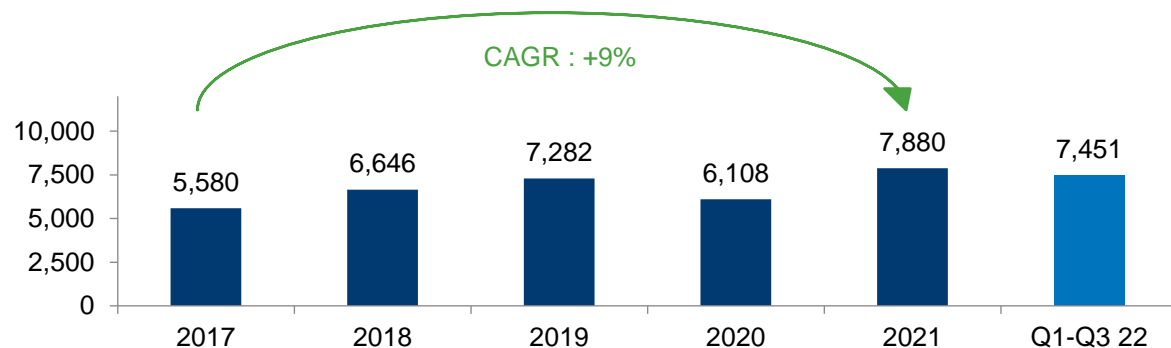
* Share of total Group revenue 2021

Global market position, estimated by ANDRITZ

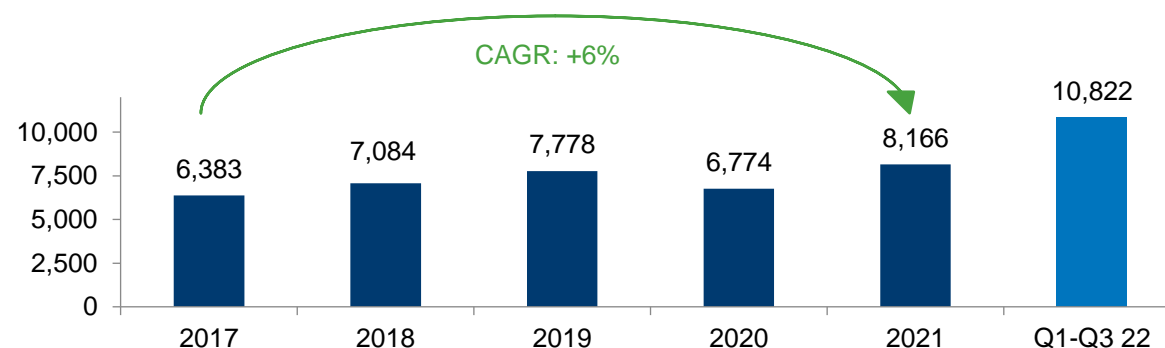
STRONG GROWTH IN ALL FINANCIALS AND VERY GOOD PICKUP FROM THE RECENT CRISES



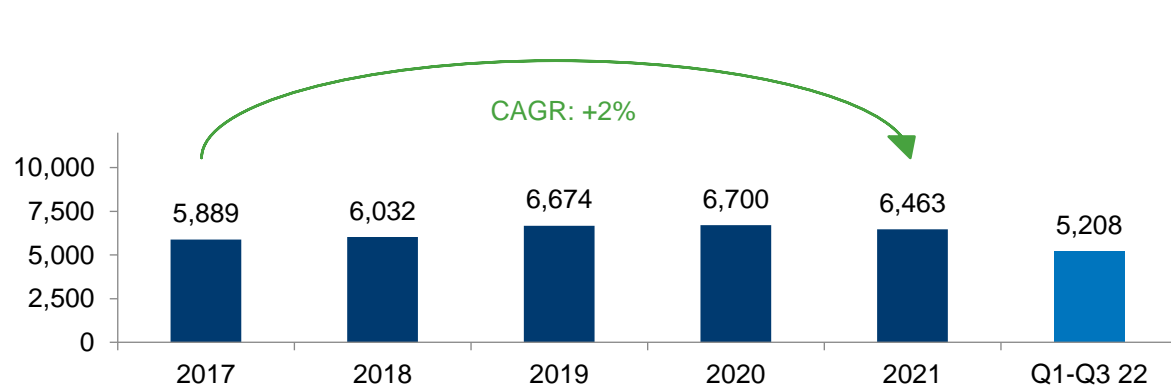
ORDER INTAKE (MEUR)



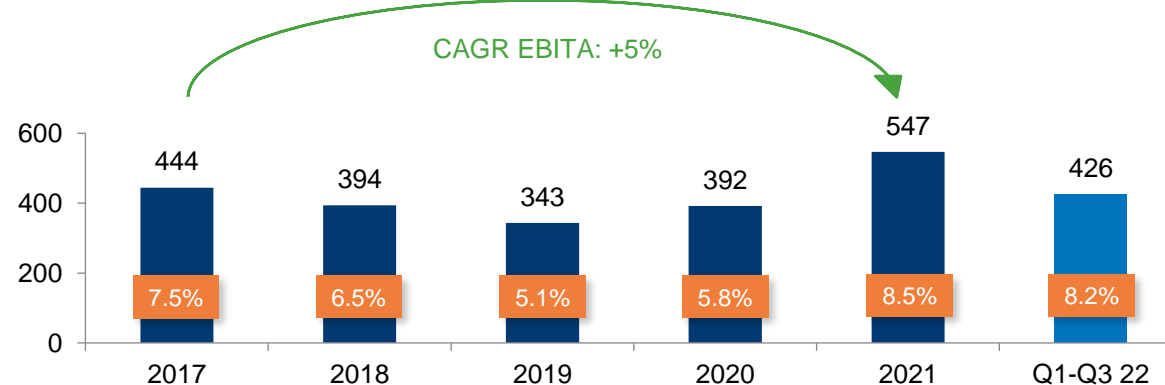
ORDER BACKLOG AS OF END OF PERIOD (MEUR)



REVENUE (MEUR)



EBITA (MEUR) AND EBITA MARGIN (%)

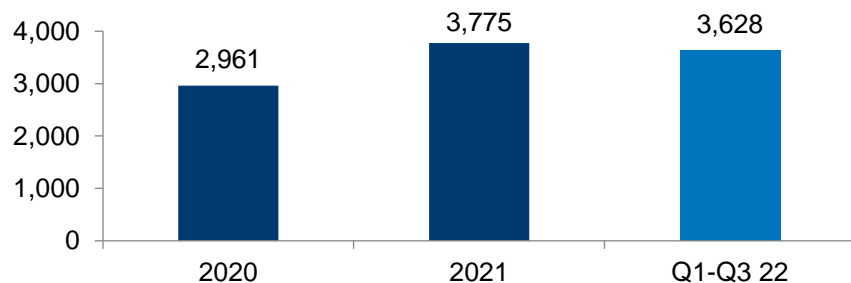


FAVORABLE DEVELOPMENT OF ORDER INTAKE IN ALL BUSINESS AREAS SINCE 2020

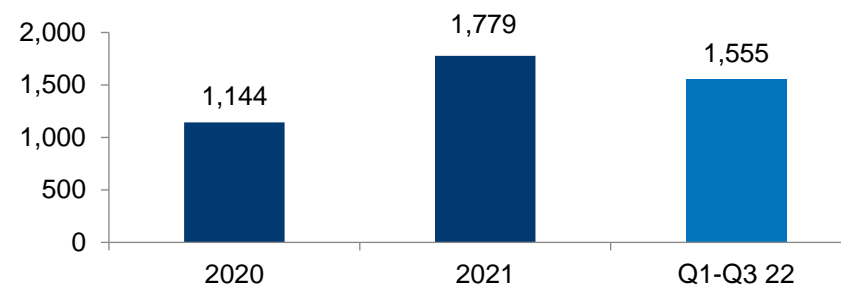


Excellent basis for revenue growth in the next years

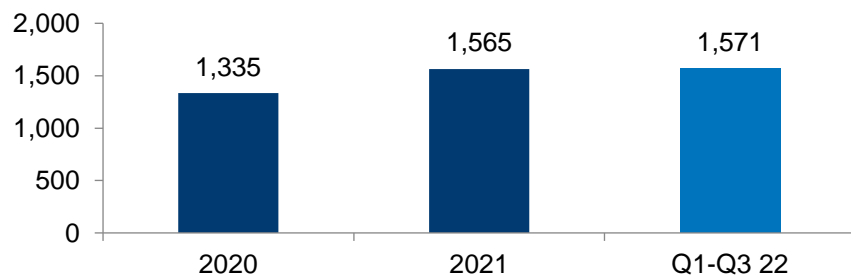
PULP & PAPER (MEUR)



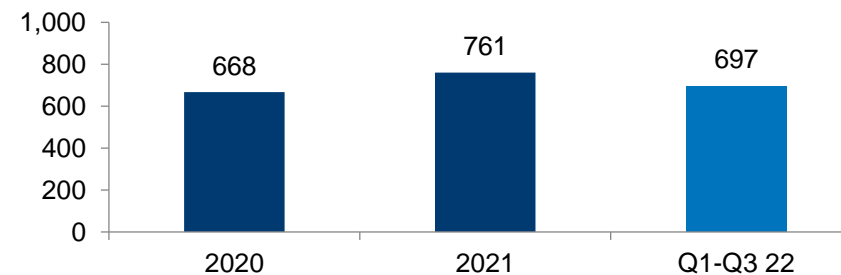
METALS (MEUR)



HYDRO (MEUR)



SEPARATION (MEUR)



TURNAROUND IN METALS ACHIEVED

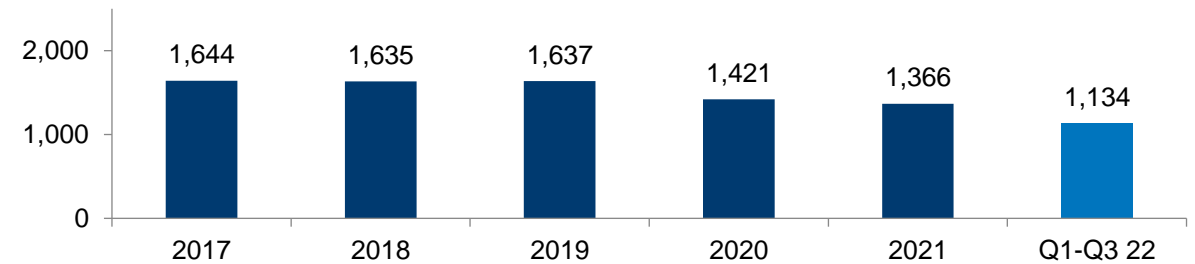


Target to grow business volume and improve profitability in the next few years

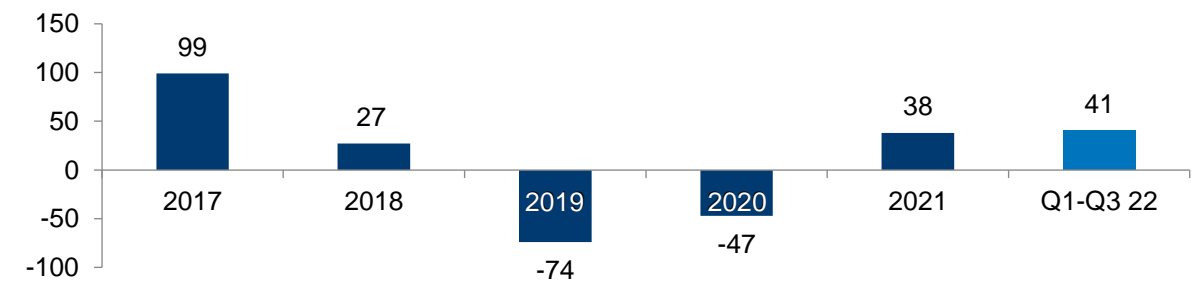
METALS ROADMAP 2022-2024

- Target to achieve **6-7% EBITA margin**
- Keep **competitive cost base**
- Build up **battery line business**
- Build up of **green hydrogen** electrolyzers business
- Increase **share of service**

REVENUE (MEUR)



EBITA (MEUR)



IMPORTANT ACQUISITIONS IN 2022



ĐURO ĐAKOVIĆ - supplier of grate boiler and manufacturing of pressure parts



- **Headquarters:** Slavonski Brod, Croatia
- **Employees:** approx. 870
- **Revenue:** ~56 MEUR

Strengthens ANDRITZ position for renewable energy through a cost competitive manufacturing of high quality pressure parts

SOVEMA GROUP - supplier of equipment for the production of top-quality battery cells



- **Headquarters:** Villafranca di Verona, Italy
- **Employees:** approx. 170
- **Revenue:** ~50 MEUR

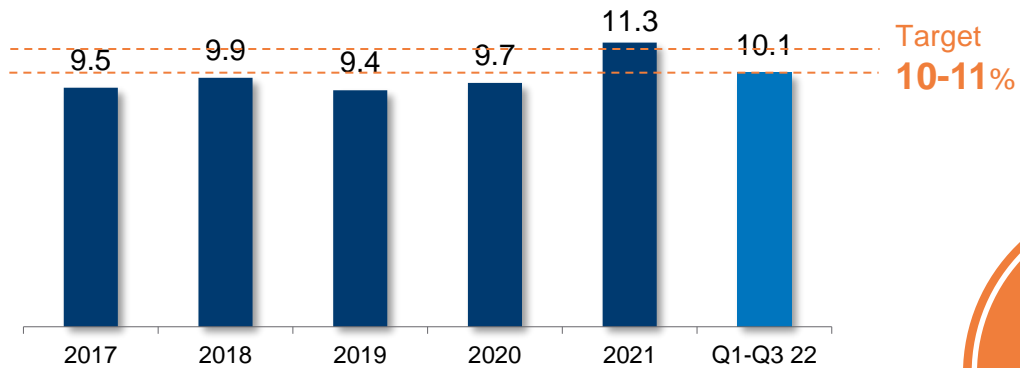
Together with Sovema, ANDRITZ is able to equip gigafactories for the mass production of lithium-ion batteries

EBITA MARGIN TARGET: GROUP AT SOLID 8%

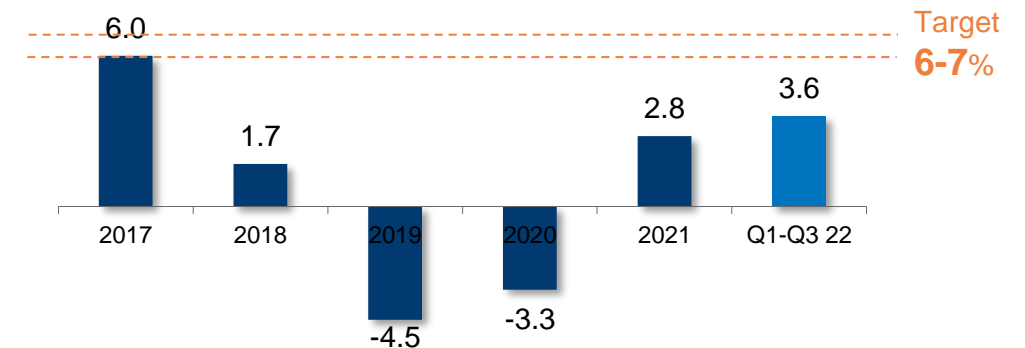


EBITA margin by business area (in %)

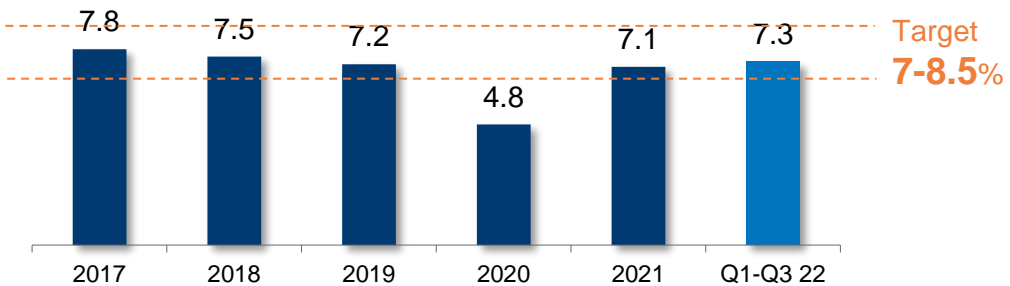
PULP & PAPER



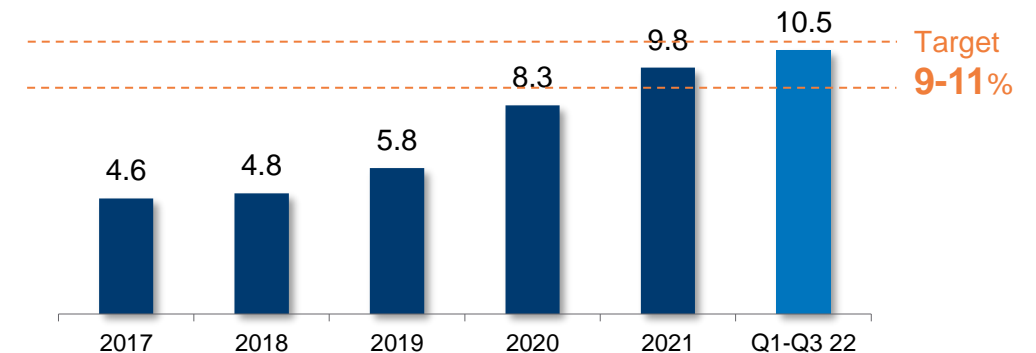
METALS



HYDRO



SEPARATION



**GROUP
Target:
>8%**

ANDRITZ WE CARE SUSTAINABILITY PROGRAM

OUR ESG GOALS AT A GLANCE



Goals until end of 2025

ENVIRONMENTAL

- Reduce green house gas emissions by **50%**
- Reduce waste volume by **10%**
- Reduce water consumption by **10%**
- Increase revenue from sustainable solutions and products to over **50%**



SOCIAL

- Reduce annual accident frequency rate (>1 day's absence) by **30%** compared to the preceding year
- Increase the proportion of women in the workforce to **20%**
- Reduce fluctuation rate due to voluntary departures to **4.5%**



GOVERNANCE

- Audited suppliers **85%** of procurement volume
- Implement and continuously monitor **highest corporate compliance standards**
Goal: no infringements
- Detect company risks at an early stage
Goal: no event-driven profit warnings



GROUP ROADMAP 2022-2024



- **Group business volume** well above 7 billion EUR, including M&A towards 8 billion EUR
- **EBITA margin** at solid 8%
- **Net income** to increase to >5%
- Continue **M&A strategy** within existing business areas
- Reach **ESG targets**



LEGAL DISCLAIMER



© ANDRITZ AG 2023

This presentation contains valuable, proprietary property belonging to ANDRITZ AG or its affiliates (“the ANDRITZ GROUP”), and no licenses or other intellectual property rights are granted herein, nor shall the contents of this presentation form part of any sales contracts which may be concluded between the ANDRITZ GROUP companies and purchasers of any equipment and/or systems referenced herein. Please be aware that the ANDRITZ GROUP actively and aggressively enforces its intellectual property rights to the fullest extent of applicable law. Any information contained herein (other than publically available information) shall not be disclosed or reproduced, in whole or in part, electronically or in hard copy, to third parties. No information contained herein shall be used in any way either commercially or for any purpose other than internal viewing, reading, or evaluation of its contents by recipient and the ANDRITZ GROUP disclaims all liability arising from recipient’s use or reliance upon such information. Title in and to all intellectual property rights embodied in this presentation, and all information contained therein, is and shall remain with the ANDRITZ GROUP. None of the information contained herein shall be construed as legal, tax, or investment advice, and private counsel, accountants, or other professional advisers should be consulted and relied upon for any such advice.

All copyrightable text and graphics, the selection, arrangement, and presentation of all materials, and the overall design of this presentation are © ANDRITZ GROUP 2023. All rights reserved. No part of this information or materials may be reproduced, retransmitted, displayed, distributed, or modified without the prior written approval of Owner. All trademarks and other names, logos, and icons identifying Owner’s goods and services are proprietary marks belonging to the ANDRITZ GROUP. If recipient is in doubt whether permission is needed for any type of use of the contents of this presentation, please contact the ANDRITZ GROUP at welcome@andritz.com.