

"Full of People Passionate About our Industry"

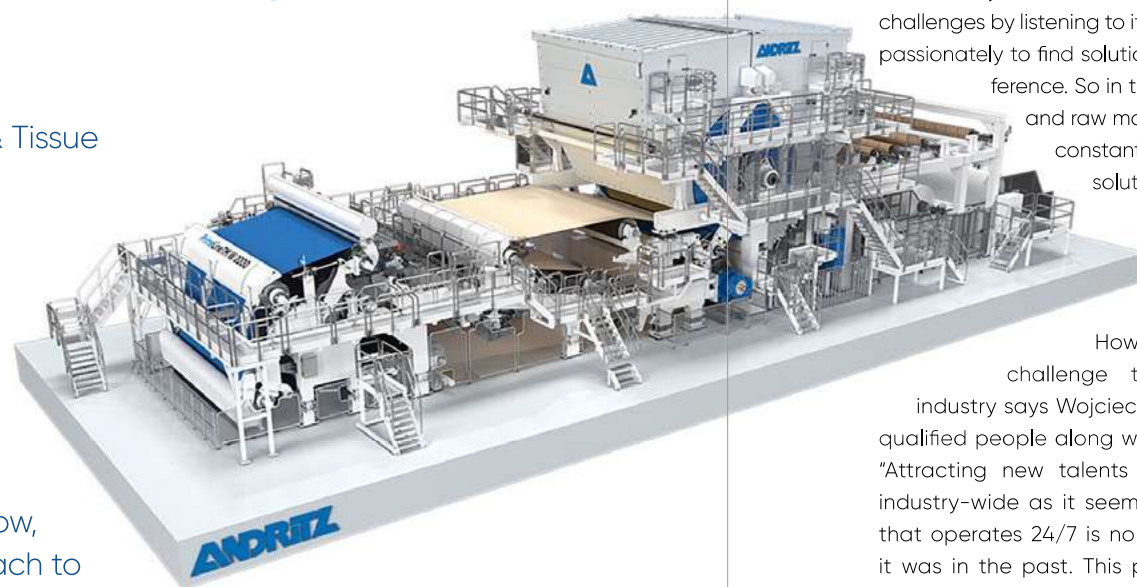
ANDRITZ has boosted its Paper & Tissue division with the appointment of Wojciech Niemczyk, a seasoned industry professional with over 27 years' experience in the pulp and paper industry. Joining the company to lead the sales and application areas, Wojciech is already deeply impressed with ANDRITZ know-how, technology, and futuristic approach to the paper, board, and tissue industries.

Starting his career in 1996, Niemczyk first joined the Beloit Corporation, one of the global leaders in the pulp and paper industry at the time. After gaining five years of valuable experience, he joined the start-up of Polish-American company PMP, which was developed to a global mid-size group and became well known for its paper and tissue solutions, eventually employing some 650 people worldwide. Wojciech spent 20 years at the company mainly in the role of technology and sales and joined ANDRITZ earlier this year.

So, how is he enjoying the new role at ANDRITZ? Wojciech says, "Obviously I already knew ANDRITZ as it was part of my previous job to keep a close eye on what our competitors were doing, and it was common knowledge that the company

is the leader in mechanical and chemical pulp technology. However, in the six months of being here, I am totally amazed at how advanced ANDRITZ is in the paper, board, and tissue areas; it is undoubtedly a front runner in the paper production technology area as well, which I am very happy about as it makes my job easier!"

Wojciech is also impressed with the working culture ANDRITZ has created, "The passion for our industry among the people working here is clearly evident. Everyone I have met has been enthusiastic and cooperative, and the company has cultivated a smooth and effective culture of communication between different divisions, which is essential when working on projects across the industry."



CHALLENGES AND SOLUTIONS

The industry currently is undergoing a series of challenges when it comes to energy and fiber costs, areas ANDRITZ works on constantly in order to provide solutions for its customers. Considering Wojciech's experience in the paper, board, and tissue areas, what is his opinion on these challenges? "Due to operating in highly competitive market areas, as well as energy and raw material costs and volatility, most producers of paper, board, and tissue are struggling with the same set of challenges.

"Fortunately, ANDRITZ is already answering those challenges by listening to its customers and working passionately to find solutions that make a real difference. So in the case of energy, water, and raw materials savings, there are constant ongoing and evolving solutions being offered and, of course, in the area of production optimization."

However, there is another challenge that is affecting the industry says Wojciech, the increasing lack of qualified people along with an aging work force. "Attracting new talents is a growing problem industry-wide as it seems that working in a mill that operates 24/7 is no longer as attractive as it was in the past. This poses a big problem to paper producers, as making paper demands intense skills and lots of experience. The only way we are going to deal with this hurdle is to automate the production processes further and bring in more and more digitalization.

"This is another area where I am deeply impressed with ANDRITZ; the company's advancement in the digitalization of the pulp and paper industries is by far and away ahead of any competition in the industry and customers are already seeing a lot of examples of progress being made in this area. And crucially, this fast advancement will go a long way to solving the shortage of skills in the future."

THE FUTURE IS BRIGHT

Clearly Wojciech is delighted in his latest career move, and is looking forward to contributing to ANDRITZ's continued success into the future; he says, "From its expertise in innovations such as



the PrimeLine XT Evo shoe press, to its successful rebuilds and conversions of paper machines, and on to its massive EPCC projects such as Bracell's new tissue mill in Brazil, the Paper & Tissue division is and will be an exciting place to work well into the future. Also, with its extensive digitalization packages and innovative solutions for optimizing process performance, paper, board and tissue producers can look forward to constantly improving their operational performance.

"With the organizational structure, passion of its employees, and top technology offerings, ANDRITZ is sure to continuously achieve worldwide success at the same time as ensuring the growth and success of its customers."

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