

## **AGENDA**



ANDRITZ AT A GLANCE

**GROWTH STRATEGY** 

13 FINANCIAL PERFORMANCE

**GUIDANCE 2025 & TARGETS 2027** 

Q3 / Q1-3 2025 FINANCIAL RESULTS



# 01 ANDRITZ AT A GLANCE



# DIVERSIFIED END MARKETS, HIGH EXPOSURE TO SERVICE AND FUTURE TECHNOLOGIES



#### **ANDRITZ GROUP 2024**

Green transition

Order Intake € 8,277 mn

Backlog € 9,750 mn

Automation / Digitalization

(Urban) population growth

Revenue € 8,314 mn

Increasing Service demand

EBITA comparable € **743 mn** 

Stricter environmental / emission regulations

18%\*

Service business share 41%

**PULP & PAPER** 

**METALS** 

GDP arowth

**HYDROPOWER** 

**ENVIRONMENT & ENERGY** 

- · Increasing demand for sustainable / renewable packaging
- Demand for hygiene products
- Sustainable production (usage of water and side streams)
- Scale and cost competitiveness

E-mobility roll-out

- Growth in China (both in Metals Processing & Forming)
- Improved Service penetration
- Electrical steel and lightweighting

 Increasing demand for electricity and renewable energy

Decarbonization

- Increasing need for energy storage and grid stability
- · Rehabilitation and modernizations
- CO<sub>2</sub> abatement in industrial processes
- Renewable energy demand
- **Environmental protection**
- Reliable water supply

Circular economy / Recycling

42%\*



Pulp: #1 Paper: #3



22%\*

Forming: #1 Processing: #1-2



#1-2



18%\*

#### ANDRITZ AT A GLANCE

## **KEY ATTRIBUTES**



Our core DNA – strong market positions, resilient business model, high Service share

### Resilient business model and strong positioning

Leading market positions in attractive markets

Well diversified with four business areas

Pulp: **#1** 

Paper: #3

Forming: #1

Processing: #1-2

Hydropower:

#1-2

Environment &

Energy: **#1-3** 

Global market presence, high entry barriers

Long-lasting customer relationships (numerous references)

~30,000

Employees

>80
Countries

>280

Locations

Attractive and growing Service business

High visibility through order backlog >10bn

Growing mid-sized orders

5

Stable cash flow generation

41%

Service revenue share

>40%

Revenue share of mid-sized orders

> € 10 bn

Order backlog

**€ 637 mn** Operating cash flow



Attractive dividend policy



Our core DNA – strong market positions, resilient business model, high Service share

Strong financials and attractive shareholder return							
Conservative balance sheet	€ 984 mn	0.36	~17x				
Strong net cash position	Net liquidity	Debt to equity ratio	Interest coverage				
Steadily improving margin & low margin volatility	+520bp	8.2%	>24%				
Industry-leading ROIC	Margin expansion in 2013-2024	Comparable EBITA margin 2024	ROIC				
High revenue share of sustainable products	4.40/	<b>&gt; 00</b> -	<b>50.00</b> 0/				
20+ years track record of value-creating M&A	<b>44%</b> Revenue share of sustainable products	<b>&gt;20y</b> Successful M&A track record	<b>50-60%</b> Progressive dividend payout				



# A TRULY GLOBAL PLAYER, SERVICING CUSTOMERS WORLDWIDE

#### **DISTRIBUTION OF EMPLOYEES**



>32% working in engineering, technology or project management

~30,000

EMPLOYEES

WORLDWIDE

>280 LOCATIONS >80
COUNTRIES

#### **REVENUE BY REGION**

2024



#### MANUFACTURING FOOTPRINT

2024





# GROWTH STRATEGY



## LONG-TERM PROFITABLE GROWTH









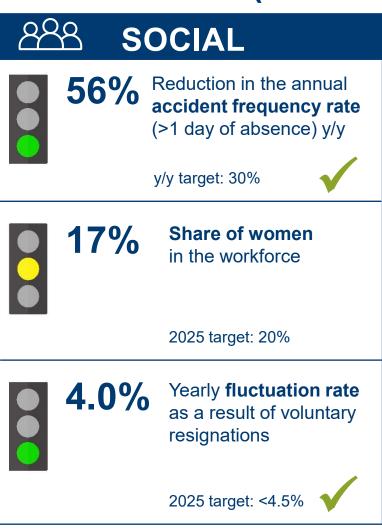
# LONG-TERM PROFITABLE GROWTH

- Growth in Revenue
- Growth in **Profitability**
- Growth in Service Share



# ON TRACK TO MEET 2025 ESG TARGETS – MAJORITY ALREADY ACHIEVED (STATUS H1 2025)

EN'	VIRONMENT
44%	Share of revenue from sustainable solutions and products** 2025 target: >50%
53%	Reduction in <b>greenhouse</b> gas emissions (Scope1+2)  2025 target: 50%*
10%	Reduction in water consumption  2025 target: 10% Revised 2025 target: 18%***
36%	Reduction in waste volume  2025 target: 10% Revised 2025 target: 40%***





#### **ESG AT ANDRITZ**



# OUR ESG COMMITMENT 2030 - SHAPING A MORE SUSTAINABLE FUTURE



**Enabling the green transition** 

Supporting people to grow

Governing with integrity

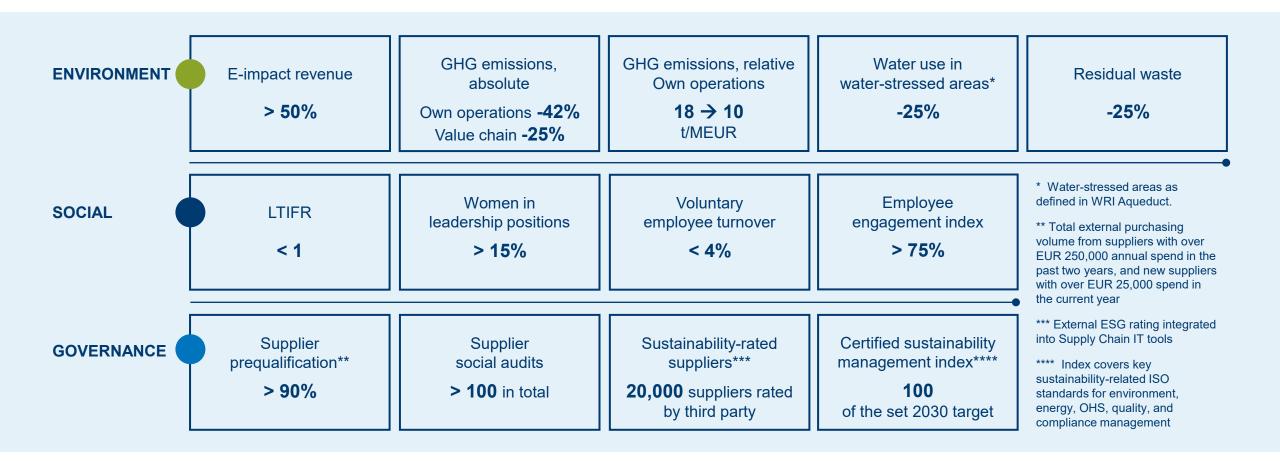
We provide INNOVATIVE, RESOURCE-EFFICIENT solutions for our customers and reduce the environmental footprint of our own operations.

We create a SAFE AND FAIR work environment that promotes equal opportunities and personal development.

We uphold HIGH ETHICAL STANDARDS and responsible business practices across our operations and value chain.

# **NEW 2030 ESG TARGETS**





Note: Base year 2023



## **ESG PERFORMANCE IS EXTERNALLY RECOGNIZED**

Gold in EcoVadis and Prime in ISS ESG, climate targets now validated by the SBTi





ANDRITZ commits to reduce absolute scope 1 and 2 GHG emissions 42% by 2030 from a 2023 base year. ANDRITZ also commits to reduce absolute scope 3 GHG emissions 25% within the same timeframe.



## **GROWTH POCKETS DRIVEN BY GREEN TRANSITION**

	Business Area	Quotation	Construction	Operation	Service
(M <sub>2</sub> ) Green Hydrogen	EE		•		
Co. Carbon Capture	EE		•	•	
Textile recycling	PP	•	•	•	•
Battery	ME	•	•	•	•
Bio-Methanol	EE	•	•	•	•
Side streams	PP	•	•	•	•
Synchronous Condensers	HY	•	•	•	•
Cellulosic textile fibers	PP	•			

#### **Key enabler of green transition**

- Developing economically feasible key technologies for the green transition
- Providing full life cycle services from project development to operation and maintenance
- Offering key solutions for:
  - Carbon capture
  - Green hydrogen production
  - Battery production for e-mobility
  - Textile recycling
  - Renewable fuels production

# COMPREHENSIVE PORTFOLIO OF SUSTAINABLE SOLUTIONS, STRONG MARKET SHARES IN NICHES

#### **SEPARATION**



Mechanical & thermal, liquid & solid separation equipment for the environment, chemicals, mining & minerals and food & beverage industries

#### **FEED & BIOFUEL**



Plant solutions, equipment and services for animal feed, wood pelleting and waste processing industries

#### **PUMPS**



Pumping technology for water management incl. wastewater and desalination, pulp & paper, energy and special applications, like bioethanol, mining & marine

#### **CLEAN AIR TECHNOLOGIES**



Emissions reduction equipment incl. carbon capture for major industries (pulp & paper, waste-to-energy, iron & steel, cement, mining, etc.) and energy generation industries

#### **GREEN HYDROGEN**



Complete P2X plants incl. green hydrogen for chemicals, e-fuels, refineries, fertilizers, steel and energy storage industries

#### Cutting-edge Automation and Digitalization + comprehensive and reliable Services worldwide.

- Population growth, urbanization
- Water (re-use & scarcity)
- Decarbonization (e-mobility, carbon capture)
- Sustainability & environmental protection

54%\*

**#1-3** in mechanical/thermal separation (dewatering & drying)

- Population growth
- Raw materials supply chain volatility
- Transition to green energy
- Sustainability, environmental protection

19%\*

**#1-3** in animal feed and biomass

- Population growth, urbanization
- Increasing energy demand
- Mitigating climate change (water scarcity & floodings)
- Drinking water safety, industrial process decarbonization

#2-3 in pulp & paper

and desalination

- Stricter emissions regulations
- Decarbonization of operations and fuel switch
- Sustainability & environmental protection
- Increasing energy demand
- Transition to green energy
- Regulation
- Climate change
- Sustainability & environmental protection



n.a. (emerging market)



# REDEFINING THE FUTURE: UNLEASHING OUR INNOVATION ENGINE

#### **R&D at ANDRITZ**

- Global R&D footprint
   Multiple dedicated research centers across Europe, Asia and North America
- R&D team strength
   >1,200 employees in R&D, technology & product management
- Strategic focus area
   R&D efforts are channeled into sustainable technologies, energy and resource efficiency, life-cycle extension of plants / machinery, and digital solutions (e.g., automation, IIoT, digital twins)
- Strong cooperations
   Multiple partnerships with leading universities and research institutes in Europe and North America
- Customer & industry co-innovation
   Active collaboration with customers to co-develop solutions such as carbon-capture systems, lignin recovery, circular-economy fiber production, autonomous plant operation
- Subsidies

  € 25mn received in subsidies in 2024, supporting strategic R&D projects

#### Among top 500 most research-intensive companies globally<sup>1)</sup>



**6,230** patent protection rights

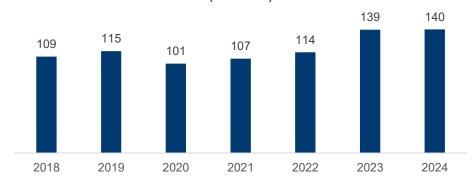


400 new patent applications in 2024



total R&D spent in 2024

# R&D spending on top of customer project developments (in € MN)





# SUPPORTING CUSTOMERS THROUGHOUT PLANT LIFE CYCLE



Maximize plant process performance



Maximize the value of data – from raw data to plant insights



Maximize productivity, efficiency and availability for all assets



Proactively manage digital security risks



Boost customer expertise and reduce risk to people, plant and investment



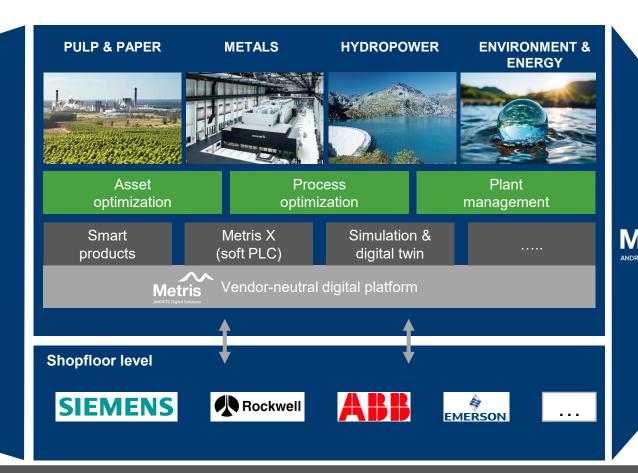
# METRIS - THE OPEN AND SCALABLE DIGITAL PLATFORM

Autonomous operation

Cyber Security built in

Latest Gen.Al models leveraged

Best in-class
3rd party technology
integration



- Human enabled
- Tailored to customer's vision
- Continuously improving

200+ customer references

## **BROAD SERVICE PORTFOLIO**



#### **Broad Service offering across four business areas**



#### Spare parts

Wear parts, consumables, fast-turn items, critical components, generally high margin products



#### **Maintenance & field services**

On-site repair, inspections, emergency support, shutdown assistance



#### **Upgrades & modernizations**

Retrofits, capacity expansion, lifecycle extension, compliance updates & performance enhancements



**Equipment & Plant Optimization**Process improvement, efficiency boosts, automation enhancements



#### Digital solutions و إ

Predictive maintenance, remote monitoring, IIoT, Metris platform, remote diagnostics



#### **Service contracts**

Lifecycle agreements, performance-based contracts, full O&M service



#### **Training & consulting**

Technical consulting, skills transfer, on/off-site operator training

#### SERVICE BUSINESS

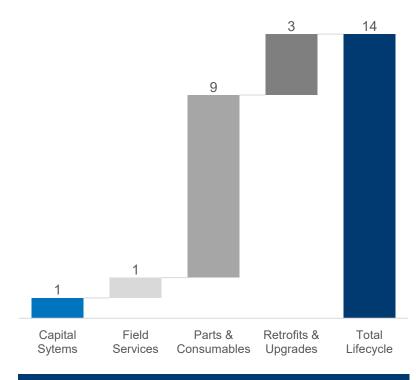


# GROWTH IN SERVICE BUSINESS IS MANAGEMENT PRIORITY

#### Significant potential for further growth in Service business

- Significant Service market size
   Service market estimated 5-8x larger than Capital market
   Significant room to grow by expanding into additional verticals, regions, applications
- Service growth through M&A and organic capex
   Acquisition of companies with high Service share
   Targeted capex spending on setting up own Service centers
- Service growth by increasing fleet penetration
  Expanding market share in existing fleet, replacing captive and third-party Service
- Service growth through improved sales processes
   Interlinking of Capital and Service sales with focus on customer lifecycle and total cost of ownership
- Growing the Service business defined as key priority by top management





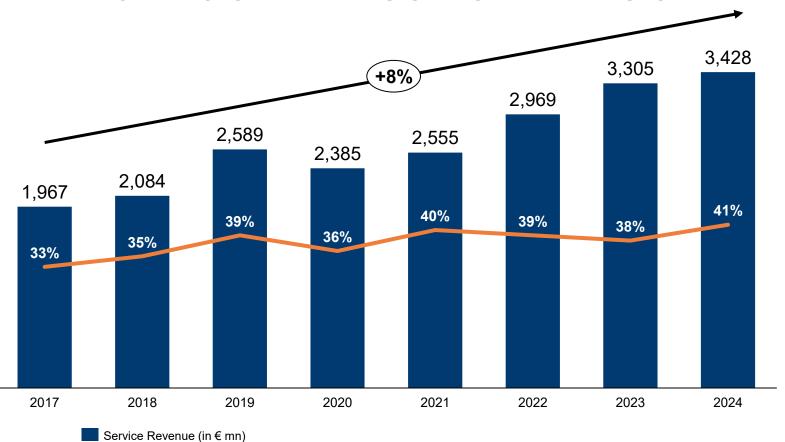
Systematic capture of lifecycle value equals 14x of new capital systems

#### SERVICE BUSINESS



## **HIGH SERVICE GROWTH**

#### DEVELOPMENT OF SERVICE REVENUES AND SERVICE REVENUE SHARE



- Service business: strong growth and attractive margins
  - Service business as backbone of resilient and profitable growth
- Significantly higher growth rates and margins compared to capital business
- 8% historic revenue CAGR for Service, outpacing 5% total revenue CAGR
- Provides revenue stability due to its recurring nature
- Enhances customer loyalty and creates cross-selling opportunities
- Operated across all four business areas with tailored service portfolios

Service Revenue Share



## ANDRITZ - A M&A SUCCESS STORY

#### M&A - Strong track record of selection and value creation

- M&A focus areas:
   High service share, digitalization & automation offering, te
  - High service share, digitalization & automation offering, technology additions to complement current value chains, adjacent businesses in our core markets; No distressed assets, no takeover of competitors
- Track record reflects a disciplined and value-oriented approach focused on long-term profitable growth rather than scale only
- Careful bottom-up target selection across business units to complement the existing portfolio, strengthen the technological capabilities, improve the geographical footprint and add to long-term profitable growth strategy
- Cumulative investments in M&A of € 1.2 bn since 2018 have contributed to revenue growth, and substantial margin and ROIC improvements

#31
Acquisitions
since 2018 alone

#88
Acquisitions since 2002

€ 1.2 bn
spent on M&A

**since 2018** 

Ø 5-8x

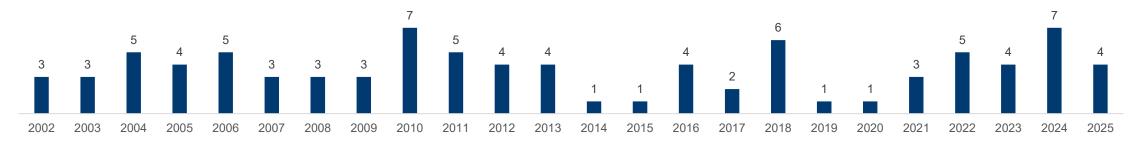
EV/EBITDA since 2018

Group comparable EBITA Margin +200bps

**since 2018** 

Froup ROIC +11pp

#### Number of acquisitions per year – reflective of a disciplined, opportunistic and value-oriented approach





# PORTFOLIO EXPANSION IN ALL BUSINESS AREAS

PULP & PAPER		METALS		HYDROPOWER		ENVIRONMENT & ENERGY			
2002	ABB Drying	2016	SHW CastingTech	2002	SELAS SAS Furnace Div.	2006	VA TECH HYDRO	2002	3SYS
2003	IDEAS Simulation	2017	Paperchine	2004	Kaiser	2007	Tigép	2003	Fiedler
2003	Acutest Oy	2018	Novimpianti	2005	Lynson	2008	GE Hydro business	2004	Bird Machine
2004	EMS (JV)	2018	Diatec	2008	Maerz	2010	GEHI (JV)	2004	NETZSCH Filtration
2005	Cybermetrics	2018	Xerium	2012	Bricmont	2010	Precision Machine	2004	Fluid Bed Systems
2005	Universal Dynamics Group	2019	Kempulp	2012	Soutec	2010	Hammerfest Strøm	2005	Lenser Filtration
2006	Küsters	2020	Enviroburners	2013	Schuler	2011	Hemicycle Controls	2006	CONTEC Decanter
2006	Carbona	2021	Laroche	2013	FBB Engineering	2018	НМІ	2009	Delkor Capital Equipment
2006	Pilão	2021	GE Steam Power	2014	Herr-Voss Stamco			2009	Frautech
2007	Bachofen + Meier	2022	Bonetti Group	2016	Yadon			2010	KMPT
2007	Sindus	2022	J. Parpala	2016	AWEBA			2010	Ritz
2008	Kufferath	2022	ĐURO ĐAKOVIĆ TEP	2017	Powerlase (80%)			2012	Gouda
2009	Rollteck	2023	Dan-Web	2018	Farina Presse			2013	Shende Machinery
2010	Rieter Perfojet	2023	SciTech Service	2018	ASKO			2015	Euroslot
2010	DMT/Biax	2023	Imagine That Inc.	2022	Sovema Group			2016	ANBO
2011	AE&E Austria	2024	NAF	2024	Wuhan Arrows Creation			2021	GE Steam Power
2011	Iggesund Tools	2024	Procemex	2024	INTEA			2022	J. Parpala
2011	Tristar Industries	2024	PulpEye	2025	Salico Group			2023	Dedert
2011	Asselin-Thibeau	2024	ATN Engineering					2024	HydrogenPro (19.31%)
2012	AES	2025	A.Celli Group					2025	LDX Solutions
2013	MeWa	2025	Diamond Power Int.						



# CONTINUATION OF ACQUIRING COMPLEMENTARY BUSINESSES – MAJOR ACQUISITION IN 2025



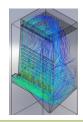


**LDX** (USA) Environment & Energy

Q1 2025

- Acquisition of leading provider of emission reduction technologies
- Expanding service offering in Clean Air Technologies in North America
- Annual revenue: approx. \$ 100mn







A. Celli Paper (Italy)
Pulp & Paper

Q2 2025

- Acquisition of A.Celli Paper a global supplier of machinery, key components, and services for the production of tissue, paper and board grades
- Strengthening role as full-line supplier and service specialist
- · Locations in Italy and China
- Annual revenue: approx. € 70mn







**Diamond Power** (USA) C Pulp & Paper 202

 Diamond Power has >120 years of experience in designing & manufacturing advanced boiler

 Acquisition significantly strengthens our Service business for the recovery & power boilers

cleaning systems

Annual revenue: approx. € 100mn







#### Salico Group (Italy) Metals

Q2 2025

- Acquisition of Salico Group equipment for strip and plate finishing
- Closes gap between Metals Processing and Metals Forming
- Annual revenue: approx. € 100mn



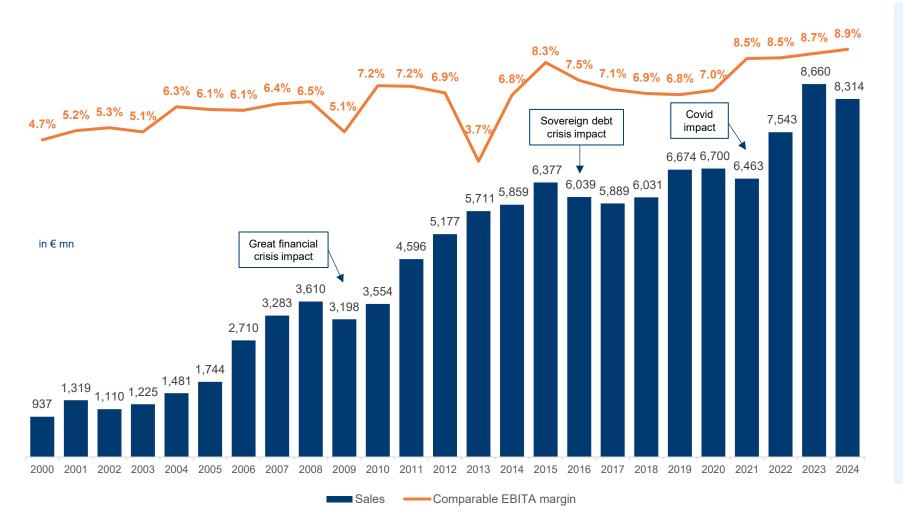




03
FINANCIAL PERFORMANCE

# ACROSS-THE-CYCLE GROWTH AND GRADUAL EBITA MARGIN IMPROVEMENTS





#### Across-the-cycle growth

- Exposed to various sectors with somewhat phased cycles
- Increasing Service share
- Bolt-on M&A on top of organic growth
- Asset-light business model & outsourcing

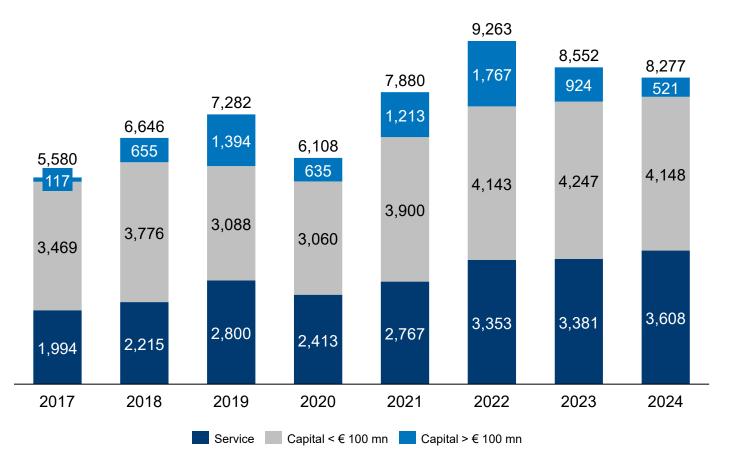
# Low margin variability and gradual improvements

- Flexibility & synergies across business areas
- Cost consciousness & flexible cost base
- Improved project execution and project deviation management
- Increasing Service share
- Strong growth in high-margin Pulp & Paper and Environment & Energy businesses
- Global sourcing, improved pricing





#### **DEVELOPMENT OF ORDER INTAKE** (in € mn)



Mid-size capital order intake steadily growing

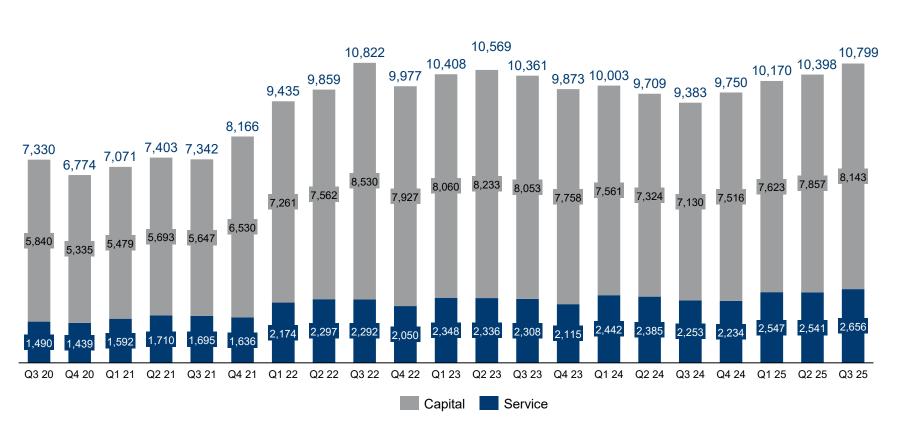
Stronger growth in Service order intake, gradual increase in Service share

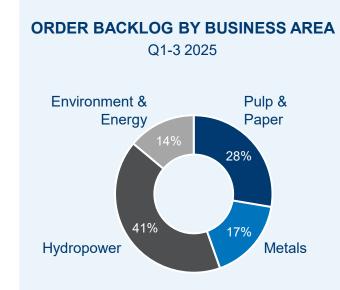
Projects with > € 100 mn order volume depend on market cycles but have a limited share in the total order intake

# SEQUENTIAL RECOVERY IN BACKLOG TO HISTORICALLY HIGH LEVEL



#### **DEVELOPMENT OF ORDER BACKLOG** (in € mn)





#### **Backlog revenue conversion rate**

- ~2/3 within 12 months
- ~1/3 after 12 months

## **CASH FLOW DEVELOPMENT**

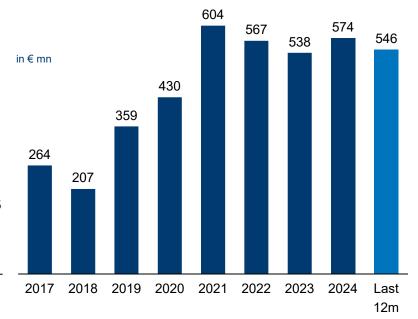


#### **OPERATING CASH FLOW**

# in € mn 346 227 186 154 29 145 96 73 96

20 20 20 20 21 21 21 21 22 22 22 22 23 23 23 23 24 24 24 24 25 25 25

# ROLLING AVERAGE OPERATING CASH FLOW \*



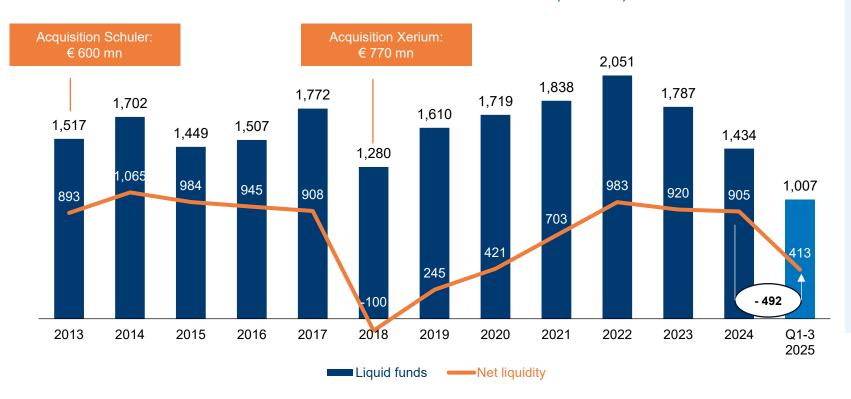
- Operating Cash
  Flow influenced by
  Working Capital
  fluctuations driven
  by project execution
  cycle
- higher operating
  Cash Flow levels
  compared to the past

## STRONG FINANCIAL POSITION



#### Enhanced capital allocation while still maintaining a strong financial position

#### **LIQUID FUNDS and NET LIQUIDITY** (in € mn)



#### Main changes in Net liquidity

Q1-3 2025 vs. FY 2024 (in € mn)

+314 Operating cash flow

-170 Capex spend

305 M&A capex spend

-254 Dividends

-51 FX

-26 Others

#### **Total changes in Net Liquidity**

• ∆ € -492 mn

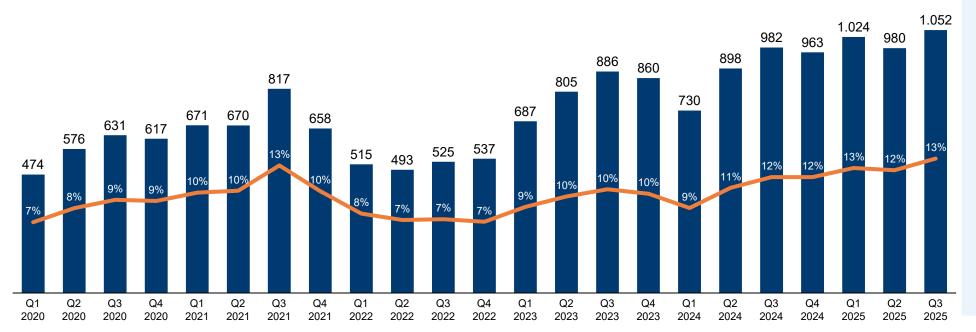
Liquid funds = cash & cash equivalents + term deposits + other short-term securities Net liquidity = Liquid funds - loans

Note: Since January 1, 2019, lease liabilities are excluded from the calculation of net liquidity; 2018 adjusted

# OPERATING NET WORKING CAPITAL DEVELOPMENT



Increase in Operating Net Working Capital in Q3



#### **Calculation methodology**

- + Inventories
- + Trade accounts receivable
- Trade accounts payable
- = Trade Working Capital
- + Contract assets
- + Advance payments made
- Contract liabilities
- Operating Net Working Capital

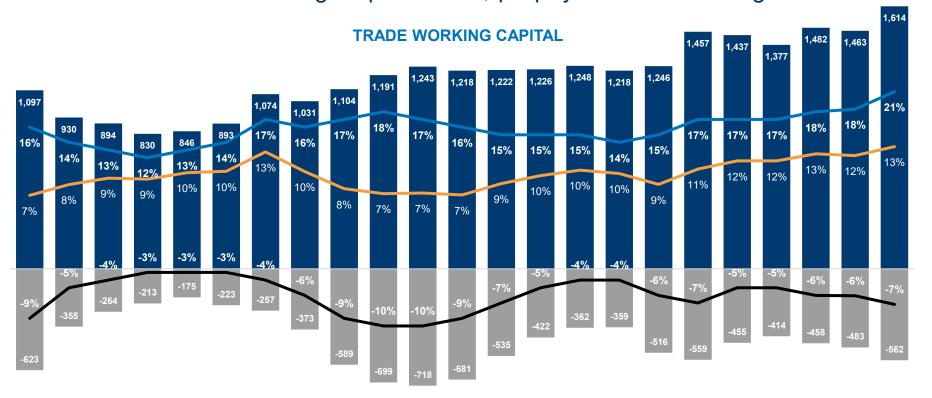
Operating Net Working Capital / 12M Revenue (%)

Operating Net Working Capital (in € mn)

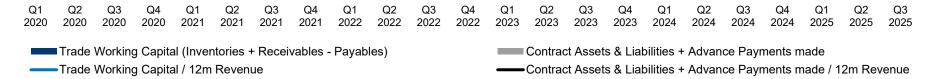
## OPERATING NET WORKING CAPITAL DEVELOPMENT



Increase in Trade Working Capital in Q3, prepayments increasing



#### **CONTRACT ASSETS & LIABILITIES AND ADVANCED PAYMENTS MADE**



#### **Trade Working Capital**

- Inventories + Receivables Payables
- Relatively stable at c.16% of revenues on longer-term average
- Increase in Q3 driven recent acquisitions (revenues only included on pro-rata basis)

# Contract Assets & Liabilities and Advance Payments made

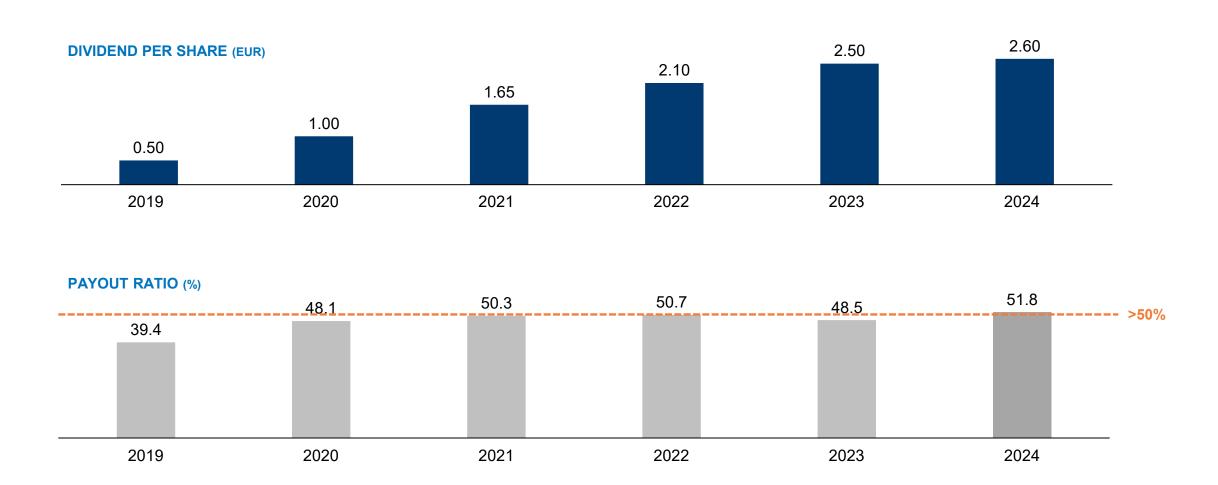
- Typically, somewhat higher fluctuation of 3-10% of revenue
- Driven by prepayments and progress on project execution
- Increase in prepayments over last three quarters driven by strong OI

Operating Net Working Capital / 12m Revenue

## **DIVIDEND OF 2.60 EUR/SHARE PAID IN APRIL**



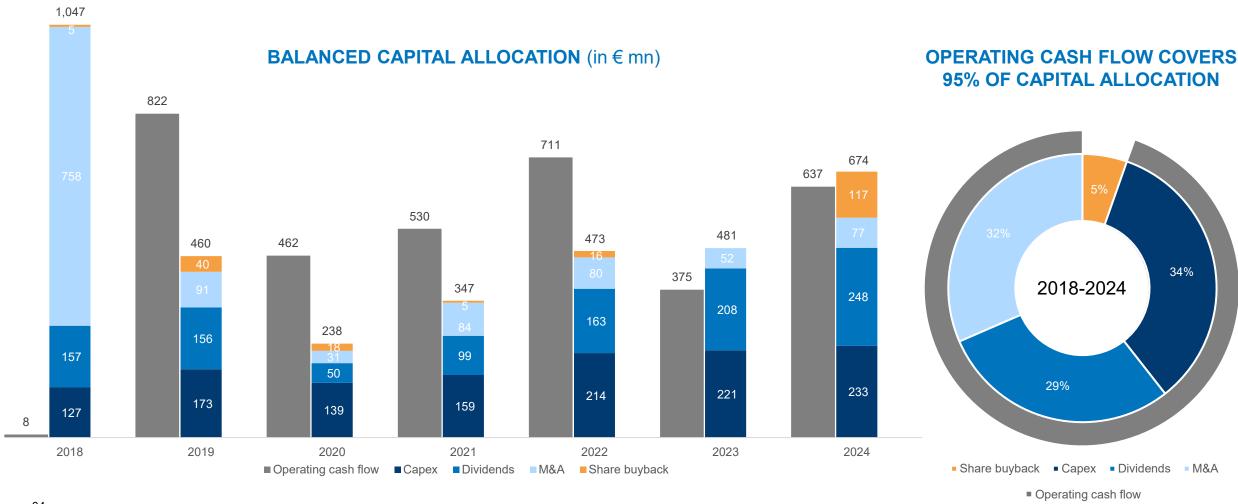
Gradually increasing dividend payments, >50% target payout



# **ENHANCED AND BALANCED CAPITAL ALLOCATION**



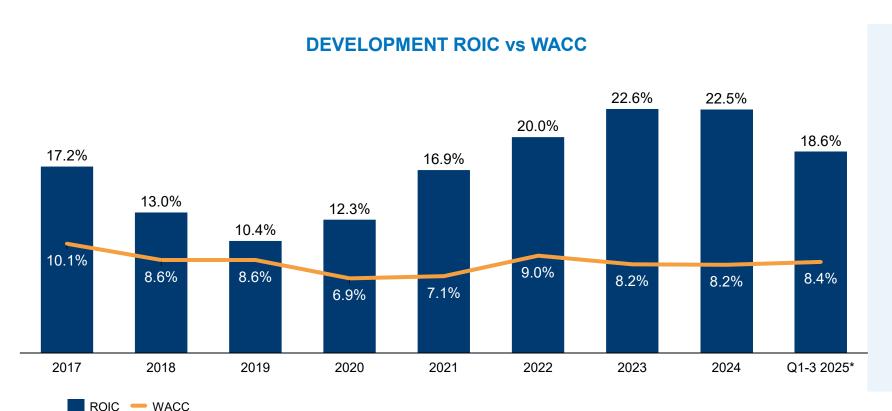
Increased spending on capex, M&A & dividends - capital allocation remains balanced and funded internally



## ROIC SIGNIFICANTLY ABOVE WACC



Decline in 2025 driven by recent acquisitions



#### **ROIC** decline in Q1-3 2025 driven by:

- Underlying EBITA decline
- Significantly enhanced M&A activities (typical IFRS3 effects, EBITA only included on pro-rata basis)

**WACC** on relatively stable level

ROIC still significantly above WACC implies material value generation

Note: ROIC as per definition Mauboussin/MS incl. 5% operating cash, based on EBITA reported \*Rolling last four quarters



GUIDANCE 2025 & TARGETS 2027

# **IMPACT OF US TARIFFS & FX RATES**



# No adverse impact from increasing trade barriers yet (no change vs H1)

#### **ANDRITZ** is a truly global supplier (>280 locations)

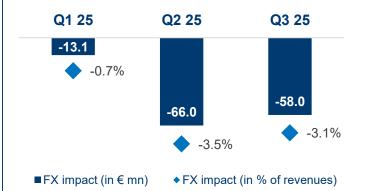
- The US is among its most important markets
- Contributing c.17% of revenue (in 2024)
- US-based purchasing accounts for the majority of US revenue, with an increasing trend

#### Considerable US opportunities in the mid-term

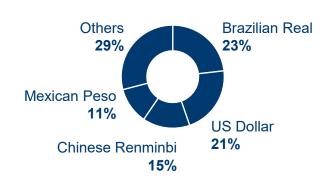
- Potential re- and on-shoring activities (manufacturing)
- Realization of two US acquisitions, important order wins
- Potential realization of additional M&A opportunities

# Negative FX translation impact on revenues of € -137mn in Q1-Q3 2025

# FX REVENUE TRANSLATION IMPACT PER QUARTER



# FX REVENUE TRANSLATION IMPACT BY CURRENCY IN Q1-3 2025



- Continued negative FX impact on revenues in Q1-3 2025 (-2.5%)
- Weakening of major operating currencies against the Euro since mid-March
- Significant negative translation impact of low triple-digit Euro million possible in 2025
- No major transaction impact

# **GUIDANCE 2025 CONFIRMED**



ANDRITZ expects to arrive at the **low end of its FY 2025 guidance ranges** for revenue and comparable EBITA margin.

#### Market outlook 2025

- Project activity has picked up across markets
- Improving order backlog
- Growing demand for green technologies
- Growth and strong margins in Service business
- Continuation of successful bolt-on M&A model
- Capacity adjustment initiatives ongoing
- Potential negative FX translation effect in H2 2025 based on recent strengthening of the Euro against ANDRITZ's major operating currencies



#### **GUIDANCE 2025**

Revenue

€ 8.0 - 8.3 bn

Comparable EBITA margin

8.6% - 9.0%

# **MID-TERM TARGETS 2027 CONFIRMED**



## Mid-term assumptions

- Growth in Capital sales, expansion of Service share
- Increasing demand for green technologies
- Increasing digitalization, continuation of (bolt-on) M&A
- Mix improvements, selective capacity adjustments, phase-out of legacy projects



## **MID-TERM TARGETS 2027**

Revenue

€ 9 - 10 bn

Comparable EBITA margin >9%

# **REVENUE TARGET 2027**





Revenue growth
CAGR 4.5%
(to mid-point)

€ 9-10 bn

€ 8.3 bn

## **Base growth**

- Growth in Capital sales, expansion of Service share
- Demand for Green Products
- Digitalization, bolt-on M&A

### **Incremental growth**

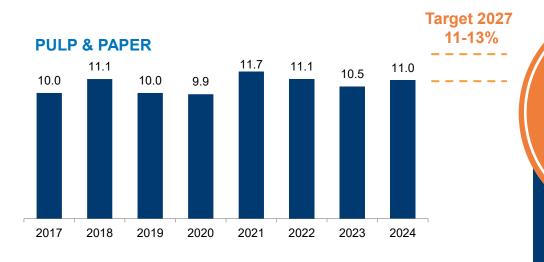
- Accelerated growth in Service business
- Accelerated demand for Green Products
  - Large-scale orders
  - Large-scale M&A

2024 2027

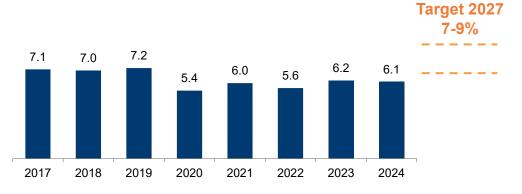
# **COMPARABLE EBITA MARGIN TARGETS 2027**



Comparable EBITA margin target range in % (changed from reported EBITA margin previously)



#### **HYDROPOWER**



Margin target 2027 >9%

- Capacity adjustments in P&P and ME
- Phase-out of lowmargin legacy orders in HY
  - Mix improvements (growing Service revenue share)





05 Q3 / Q1-3 2025 FINANCIAL RESULTS

# SUMMARY - KEY FIGURES Q3 / Q1-3 2025



	UNIT	Q3 2025	Q3 2024	+/-	Q1-3 2025	Q1-3 2024	+/-	FY 2024
Order intake	€mn	2,180.0	1,903.1	15%	6,906.6	5,748.5	20%	8,276.9
Order backlog (end of period)	€ mn	10,799.3	9,382.5	15%	10,799.3	9,382.5	15%	9,749.9
Revenue	€ mn	1,886.9	2,041.5	-8%	5,538.4	6,028.1	-8%	8,313.7
EBITDA	€mn	203.5	211.5	-4%	<b>577.</b> 8	634.9	-9%	887.9
EBITDA margin	%	10.8	10.4	-	10.4	10.5	-	10.7
Comparable EBITA (excl. NOI)	€mn	167.6	181.5	-8%	470.8	510.1	-8%	742.8
Comparable EBITA margin (excl. NOI)	%	8.9	8.9	-	8.5	8.5	-	8.9
NOI	€ mn	-7.7	-7.4	-4%	-22.2	-3.0	NM	-29.8
EBITA	€ mn	159.9	174.1	-8%	448.6	507.1	-12%	713.0
EBITA margin	%	8.5	8.5	-	8.1	8.4	-	8.6
Net income (including non-controlling interests)	€mn	111.3	118.4	-6%	302.9	342.2	-11%	496.5
Net income margin	%	5.9	5.8	-	5.5	5.7	-	6.0
Earnings per share	€	1.14	1.20	-	3.10	3.45	-	5.02
Cash flow from operating activities	€mn	144.8	95.5	-	313.5	404.0	-	636.5
Capital expenditure	€ mn	65.6	49.5	33%	164.0	156.5	5%	237.5
Liquid funds	€ mn	1,006.6	1,347.3	-25%	1,006.6	1,347.3	-25%	1,434.4
Net liquidity	€ mn	412.8	815.1	-49%	412.8	815.1	-49%	904.9
Net working capital	€ mn	275.8	143.2	93%	275.8	143.2	93%	51.6
Operating net working capital	€ mn	1,051.8	982.1	7%	1,051.8	982.1	7%	962.9
Employees (end of period; without apprentices)		30,504	30,171	1%	30,504	30,171	1%	30,003

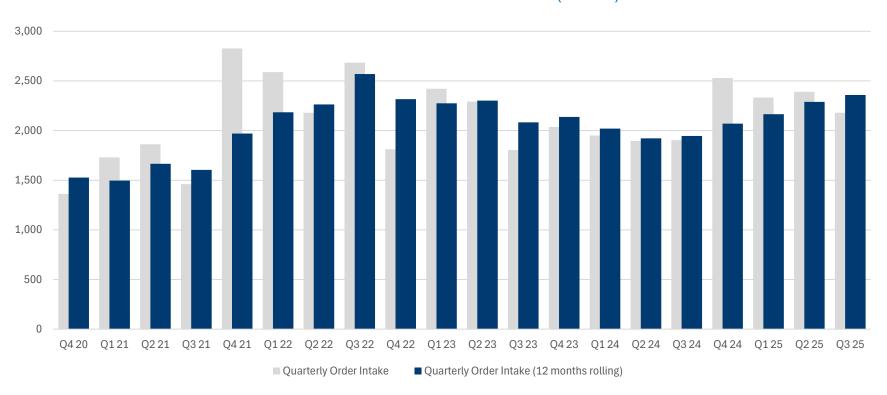
- Continued increase in order intake in Q3 driven by Pulp & Paper, Hydropower and Environment & Energy
- Decline in revenue and net income, net income margin stable
- Comparable EBITA margin stable
- Increase in Op. Net Working Capital in Q3
- Enhanced capital allocation and significantly increased M&A spend reducing Net Liquidity
- Number of employees steady on Group level, despite significant reduction in Pulp & Paper and Metals

# PROJECT ACTIVITY INCREASING



### Reflected in improving order intake momentum

#### **DEVELOPMENT OF ORDER INTAKE** (in € mn)



# Continuously strong order intake momentum

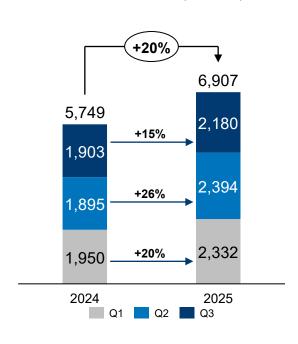
- Order intake significantly above € 2 bn last four quarters
- Contributions from all Business Areas
- Book-to-bill above 1 for fourth consecutive quarter

# **ORDER INTAKE**



#### Significant increase in order intake

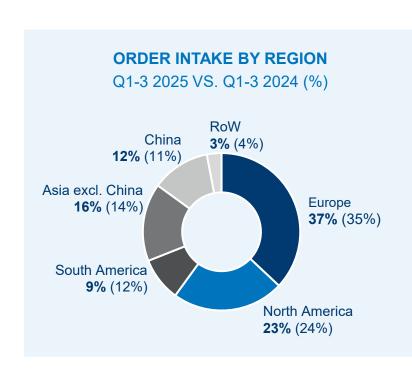
#### **ORDER INTAKE** (in € mn)



#### **ORDER INTAKE** (in € mn)

02 2024

	Q3 2025	Q3 2024	+/-
Pulp & Paper	935.7	482.9	94%
Metals	295.8	634.1	-53%
Hydropower	524.5	447.2	17%
<b>Environment &amp; Energy</b>	424.0	338.9	25%
<b>ANDRITZ Group</b>	2,180.0	1,903.1	15%
	Q1-3	Q1-3	+/-
	2025	2024	- 1
Pulp & Paper	<b>2025</b> 2,669.0	<b>2024</b> 1,968.2	36%
Pulp & Paper Metals			
· · · · · · · · · · · · · · · · · · ·	2,669.0	1,968.2	36%
Metals	2,669.0 1,168.1	1,968.2 1,304.2	36% -10%



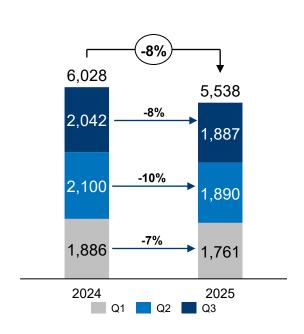
- Pulp & Paper: Strong growth driven by broad-based project momentum in Europe, US and Asia
- Metals: Investment decisions delayed worldwide due to economic uncertainty; several larger order wins in US and India last year
- Hydropower: Strong demand for renewable energy, grid stability, energy storage and turbo generators continues
- Environment & Energy: Growth in Q3, strongly driven by flue gas treatment in Europe and the US

## **REVENUE**



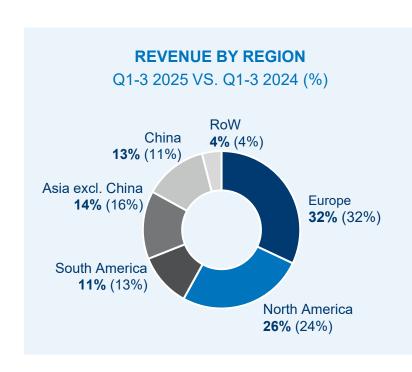
#### Decrease in total revenue incl. continued negative FX translation impact

#### **REVENUE** (in € mn)



#### **REVENUE** (in € mn)

	Q3 2025	Q3 2024	+/-
Pulp & Paper	705.3	867.3	-19%
Metals	424.0	456.2	-7%
Hydropower	399.7	368.8	8%
<b>Environment &amp; Energy</b>	357.9	349.2	2%
ANDRITZ Group	1,886.9	2,041.5	-8%
	Q1-3 2025	Q1-3 2024	+/-
Pulp & Paper		•	<b>+/-</b> -20%
Pulp & Paper Metals	2025	2024	
	<b>2025</b> 2,084.0	<b>2024</b> 2,605.3	-20%
Metals	2025 2,084.0 1,217.8	2024 2,605.3 1,350.2	-20% -10%



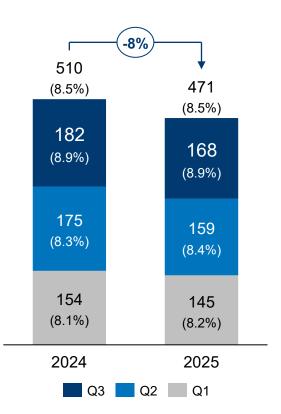
- Pulp & Paper: Revenue decline typical in early-stage project cycle, significant increase in order intake and backlog in LTM perspective
- Metals: Delayed investment decisions globally due economic uncertainty and structural challenges in automotive and metals industries
- Hydropower: Strong increase driven by mentioned mega trends renewables and grid stability, further Service revenue growth
- Environment & Energy: Slight growth and revenue generation at all-time high; solid growth in Service revenue
- FX revenue translation impact: € 58.0mn in Q3 2025 and € 137.1mn in Q1-3 2025

## EBITA DEVELOPMENT

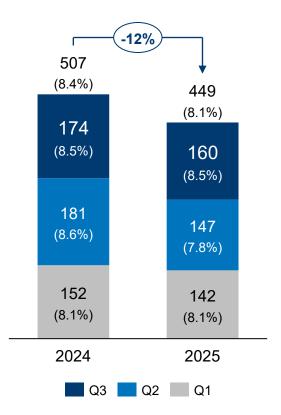


#### Stable comparable EBITA margin despite decline in revenue

# EBITA AND EBITA MARGIN\* (COMPARABLE)



# EBITA AND EBITA MARGIN\* (REPORTED)



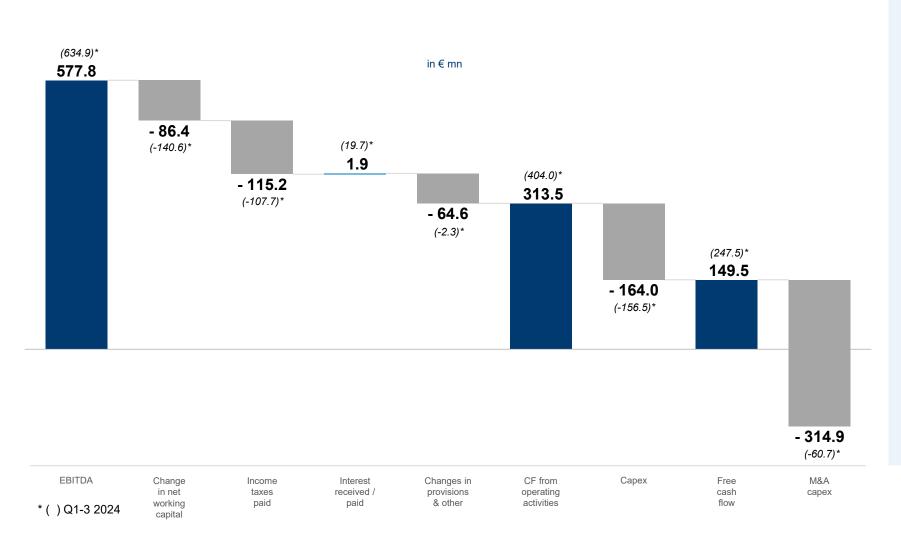
#### Stable comparable EBITA margin

- Comparable EBITA margin stability in all quarters in 2025
  - Improved project execution
  - Low-margin legacy-projects phasing out
  - Ongoing restructuring bearing fruit
- Lower reported EBITA margin driven by NOI
  - · NOI resulting from capacity reductions
  - Right-sizing in Pulp & Paper ongoing
  - Restructuring under way in Metals

# **EBITDA TO FREE CASH FLOW BRIDGE Q1-Q3 2025**



Generated Free Cash Flow basically used for M&A capex spend



- CF from changes in NWC (€ mn)
- -128.5 Δ Inventories
  -16.0 Δ Trade receivables
  -87.4 Δ Trade payables
  -64.2 Δ Adv. payments made
  -22.8 Δ Contract assets
  +232.5 Δ Contract liabilities
- Reduced Free Cash Flow based on decreasing EBITDA and higher capex & cash taxes
- Significantly increased M&A spending YTD

€ 314.9 mn in Q1-3 2025 vs. € 60.7 mn in Q1-3 2024

## **PULP & PAPER**

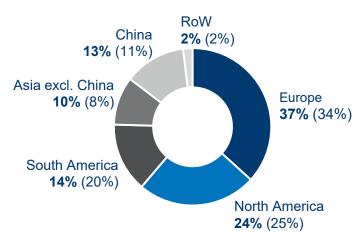


	UNIT	Q3 2025	Q3 2024	+/-	Q1-3 2025	Q1-3 2024	+/-	FY 2024
Order intake	€ mn	935.7	482.9	94%	2,669.0	1,968.2	36%	2,779.8
Order backlog (as of end of period)	€mn	2,986.5	2,480.4	20%	2,986.5	2,480.4	20%	2,459.1
Revenue	€ mn	705.3	867.3	-19%	2,084.0	2,605.3	-20%	3,461.1
EBITDA	€ mn	93.2	108.8	-14%	268.0	329.8	-19%	457.8
EBITDA margin	%	13.2	12.5	-	12.9	12.7	-	13.2
Comparable EBITA (excl. NOI)	€mn	75.9	94.3	-20%	216.5	268.0	-19%	382.0
Comparable EBITA margin (excl. NOI)	%	10.8	10.9	-	10.4	10.3	-	11.0
EBITA	€ mn	72.6	91.9	-21%	207.8	268.8	-23%	373.7
EBITA margin	%	10.3	10.6	-	10.0	10.3	-	10.8
Employees (as of end of period; without apprentices)		12,987	13,325	-3%	12,987	13,325	-3%	13,150

- **Order intake:** Significant growth driven by strong momentum in power generation and backward integration trend in Chinese paper industry
- **Revenue:** Typical revenue decline in early-stage project cycle, but significant increase in order intake and backlog in LTM perspective; strong increase in Service share
- Comparable EBITA & profitability: Profitability remains at high level despite revenue decline due to improved project management and higher Service share; right-sizing ongoing

#### **ORDER INTAKE BY REGION**

Q1-3 2025 VS. Q1-3 2024 (%)



#### **REVENUE SPLIT: CAPITAL / SERVICE**



## **METALS**

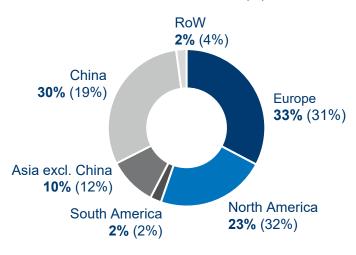


	UNIT	Q3 2025	Q3 2024	+/-	Q1-3 2025	Q1-3 2024	+/-	FY 2024
Order intake	€ mn	295.8	634.1	-53%	1,168.1	1,304.2	-10%	1,707.2
Order backlog (as of end of period)	€mn	1,828.5	1,973.7	-7%	1,828.5	1,973.7	-7%	1,965.3
Revenue	€ mn	424.0	456.2	-7%	1,217.8	1,350.2	-10%	1,811.2
EBITDA	€ mn	33.4	32.4	3%	84.6	94.0	-10%	110.0
EBITDA margin	%	7.9	7.1	-	6.9	7.0	-	6.1
Comparable EBITA (excl. NOI)	€mn	27.0	29.9	-10%	69.0	77.0	-10%	99.4
Comparable EBITA margin (excl. NOI)	%	6.4	6.6	-	5.7	5.7	-	5.5
EBITA	€ mn	24.6	25.9	-5%	57.9	66.0	-12%	73.0
EBITA margin	%	5.8	5.7	-	4.8	4.9	-	4.0
Employees (as of end of period; without apprentices)		5,852	6,064	-3%	5,852	6,064	-3%	6,109

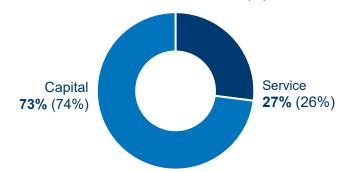
- Order intake: Investment decisions delayed globally due to economic uncertainty; several larger order wins in the US & India in Q3 last year
- Revenue: Structural challenges in automotive and metals industries, similar run-rates since Q4-24
- Comparable EBITA & profitability: Ongoing restructuring measures to compensate for volume declines, operational profitability maintained at stable level

#### ORDER INTAKE BY REGION

Q1-3 2025 VS. Q1-3 2024 (%)



#### **REVENUE SPLIT: CAPITAL / SERVICE**



## **HYDROPOWER**

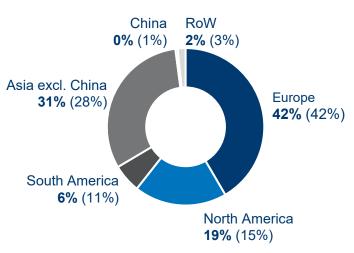


	UNIT	Q3 2025	Q3 2024	+/-	Q1-3 2025	Q1-3 2024	+/-	FY 2024
Order intake	€ mn	524.5	447.2	17%	1,869.9	1,228.9	52%	2,170.5
Order backlog (as of end of period)	€mn	4,478.7	3,466.8	29%	4,478.7	3,466.8	29%	3,933.7
Revenue	€ mn	399.7	368.8	8%	1,175.2	1,032.5	14%	1,537.9
EBITDA	€ mn	32.7	24.8	32%	92.4	77.0	20%	121.9
EBITDA margin	%	8.2	6.7	-	7.9	7.5	-	7.9
Comparable EBITA (excl. NOI)	€mn	27.9	19.1	46%	75.4	54.7	38%	94.1
Comparable EBITA margin (excl. NOI)	%	7.0	5.2	-	6.4	5.3	-	6.1
EBITA	€ mn	27.1	18.3	48%	74.3	58.1	28%	96.3
EBITA margin	%	6.8	5.0	-	6.3	5.6	-	6.3
Employees (as of end of period; without apprentices)		6,419	6,038	6%	6,419	6,038	6%	6,004

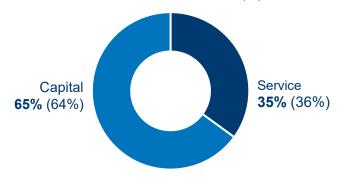
- Order intake: Ongoing shift to renewable energy and increasing demand for rehabilitations/modernizations continues; strong demand for grid stability, energy storage as well as turbo generators
- Revenue: Continued strong increase driven by execution of record order backlog, solid Service growth
- Comparable EBITA & profitability: Significant EBITA and margin expansion driven by continued phase-out of legacy projects and improved project execution

#### **ORDER INTAKE BY REGION**

Q1-3 2025 VS. Q1-3 2024 (%)



#### **REVENUE SPLIT: CAPITAL / SERVICE**



# **ENVIRONMENT & ENERGY**

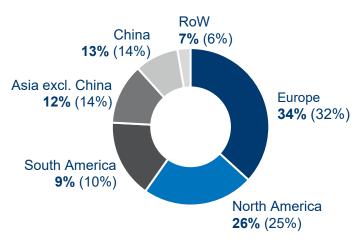


	UNIT	Q3 2025	Q3 2024	+/-	Q1-3 2025	Q1-3 2024	+/-	FY 2024
Order intake	€ mn	424.0	338.9	25%	1,199.6	1,247.2	-4%	1,619.4
Order backlog (as of end of period)	€mn	1,505.6	1,461.6	3%	1,505.6	1,461.6	3%	1,391.8
Revenue	€ mn	357.9	349.2	2%	1,061.4	1,040.1	2%	1,503.5
EBITDA	€ mn	44.2	45.5	-3%	132.8	134.1	-1%	198.2
EBITDA margin	%	12.3	13.0	-	12.5	12.9	-	13.2
Comparable EBITA (excl. NOI)	€mn	36.8	38.2	-4%	109.9	110.4	0%	167.3
Comparable EBITA margin (excl. NOI)	%	10.3	10.9	-	10.4	10.6	-	11.1
EBITA	€ mn	35.6	38.0	-6%	108.6	114.2	-5%	170.0
EBITA margin	%	9.9	10.9	-	10.2	11.0	-	11.3
Employees (as of end of period; without apprentices)		5,246	4,744	11%	5,246	4,744	11%	4,740

- Order intake: Significant growth in Q3 strongly driven by several mid-sized orders for flue-gas treatment plants in Europe and the US
- Revenue: Slight growth and revenue generation at all-time high; solid growth in Service revenue
- Comparable EBITA & profitability: Stable on high level

#### **ORDER INTAKE BY REGION**

Q1-3 2025 VS. Q1-3 2024 (%)



#### **REVENUE SPLIT: CAPITAL / SERVICE**



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