



ANDRITZ GROUP

INNOVATIVE TECHNOLOGIES FOR THE PLANET

A GLOBAL PARTNER FOR KEY INDUSTRIES THAT SHAPE THE WORLD

MARCH 2020

ANDRITZ

ENGINEERED SUCCESS

THE ANDRITZ GROUP



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, pumps, and solid/liquid separation in the municipal and industrial sectors as well as for animal feed and biomass pelleting

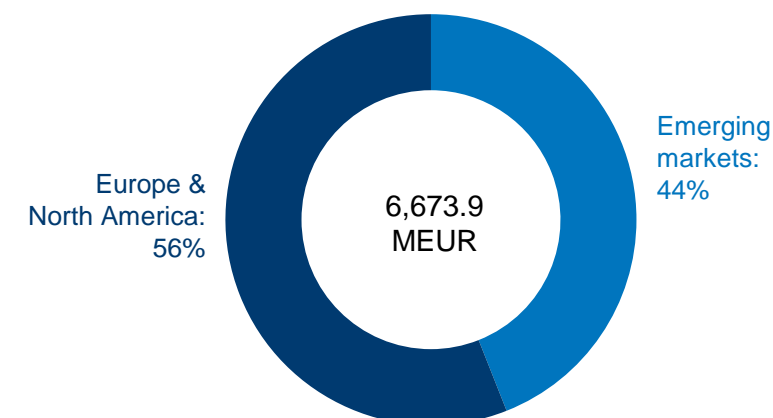
Global presence

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

KEY FINANCIAL FIGURES:

	UNIT	2019	2018
Order intake	MEUR	7,282.0	6,646.2
Order backlog (as of end of period)	MEUR	7,777.6	7,084.3
Sales	MEUR	6,673.9	6,031.5
Net income (including non-controlling interests)	MEUR	122.8	219.7
Employees (as of end of period; without apprentices)	-	29,513	29,096

SALES BY REGION 2019 (%)



A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



ANDRITZ

PULP & PAPER



50

% order intake*

PRODUCT OFFERING

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

* Share of total Group order intake 2019

METALS



22

% order intake*

PRODUCT OFFERING

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

HYDRO



18

% order intake*

PRODUCT OFFERING

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

SEPARATION



10

% order intake*

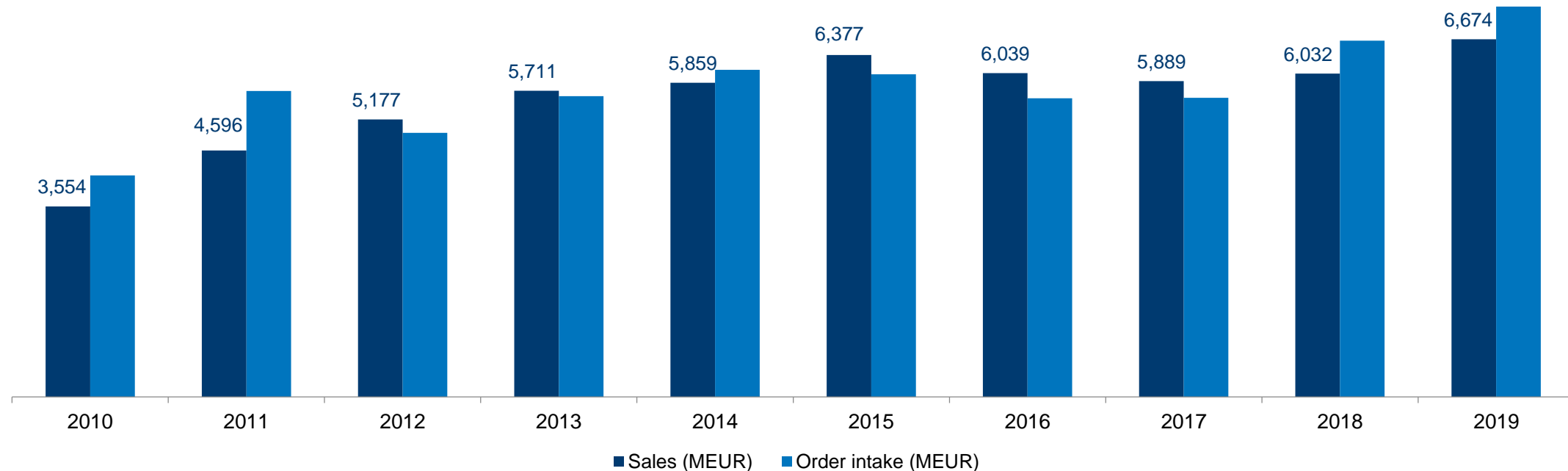
PRODUCT OFFERING

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

LONG-TERM GROWTH BASED ON ACQUISITIONS AND ORGANIC EXPANSION



Compound Annual Growth Rate (CAGR) of Group sales 2010-2019:
+7% p.a. (thereof approximately half from organic growth)



STRENGTHENING OF MARKET POSITION BY ACQUISITIONS



Acquisitions by business area since 2000

PULP & PAPER				METALS		HYDRO		SEPARATION	
2000	Ahlstrom Machinery	2010	Rieter Perfojet	2000	Kohler	2006	VA TECH HYDRO	2000	UMT
2000	Lamb Baling Line	2010	DMT/Biax	2002	SELAS SAS Furnace Div.	2007	Tigép	2002	3SYS
2000	Voith Andritz Tissue	2011	AE&E Austria	2004	Kaiser	2008	GE Hydro business	2004	Bird Machine
2002	ABB Drying	2011	Iggesund Tools	2005	Lynson	2010	GEHI (JV)	2004	NETZSCH Filtration
2003	IDEAS Simulation	2011	Tristar Industries	2008	Maerz	2010	Precision Machine	2004	Fluid Bed Systems
2003	Acutest Oy	2011	Asselin-Thibeau	2012	Bricmont	2010	Hammerfest Strøm	2005	Lenser Filtration
2003	Fiedler	2012	AES	2012	Soutec	2010	Ritz	2006	CONTEC Decanter
2004	EMS (JV)	2013	MeWa	2013	Schuler (> 95%)	2011	Hemicycle Controls	2009	Delkor Capital Equipment
2005	Cybermetrics	2015	Euroslot	2013	FBB Engineering	2018	HMI	2009	Frautech
2005	Universal Dynamics Group	2016	SHW CastingTechnologies	2014	Herr-Voss Stamco			2010	KMPT
2006	Küsters	2017	Paperchine	2016	Yadon			2012	Gouda
2006	Carbona	2018	Novimpianti	2016	AWEBA			2013	Shende Machinery
2006	Pilão	2018	Diatec (70%)	2017	Powerlase (80%)			2016	ANBO
2007	Bachofen + Meier	2018	Xerium	2018	Farina Presse				
2007	Sindus	2019	Kempulp	2018	ASKO				
2008	Kufferath								
2009	Rollteck								

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

EXTEND MARKET POSITION

- 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

**GOAL:
GLOBAL
MARKET
LEADER**

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

GLOBAL AND LOCAL PRESENCE

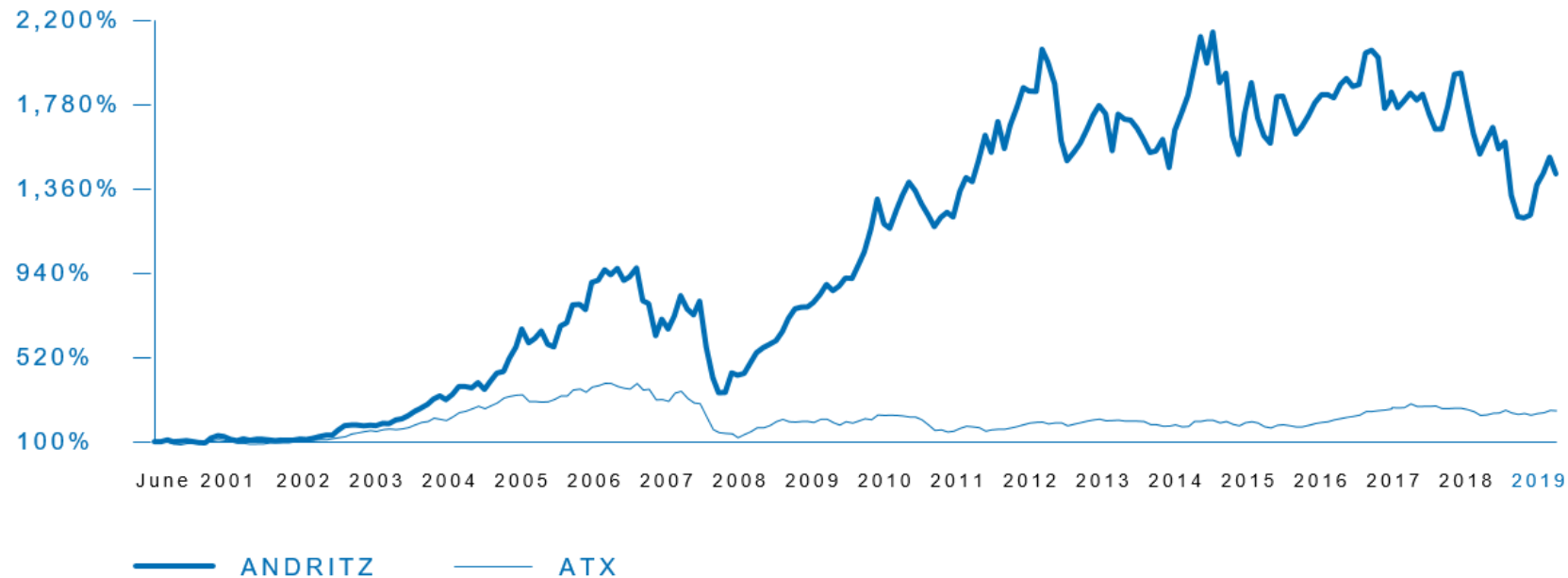
- Continue expanding worldwide presence
- Offer best possible service close to the customer
- Further relocate manufacturing capacities to emerging markets



ANDRITZ SHARE PERFORMANCE 2019: -4.3%

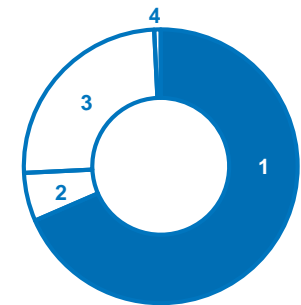
Performance since IPO (June 2001): +1,360% (ATX: +158%)

Market capitalization (as of December 31, 2019): 4.0 billion EUR



SHAREHOLDER STRUCTURE AS OF DECEMBER 31, 2019

1. Free float ~68.5%
 2. Certus 5.72%
 3. Custos 25% + 1 share
 4. Cerberus 0.77%
- } CEO Wolfgang Leitner



BROAD PRODUCT OFFERINGS IN DIGITALIZATION



- With 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

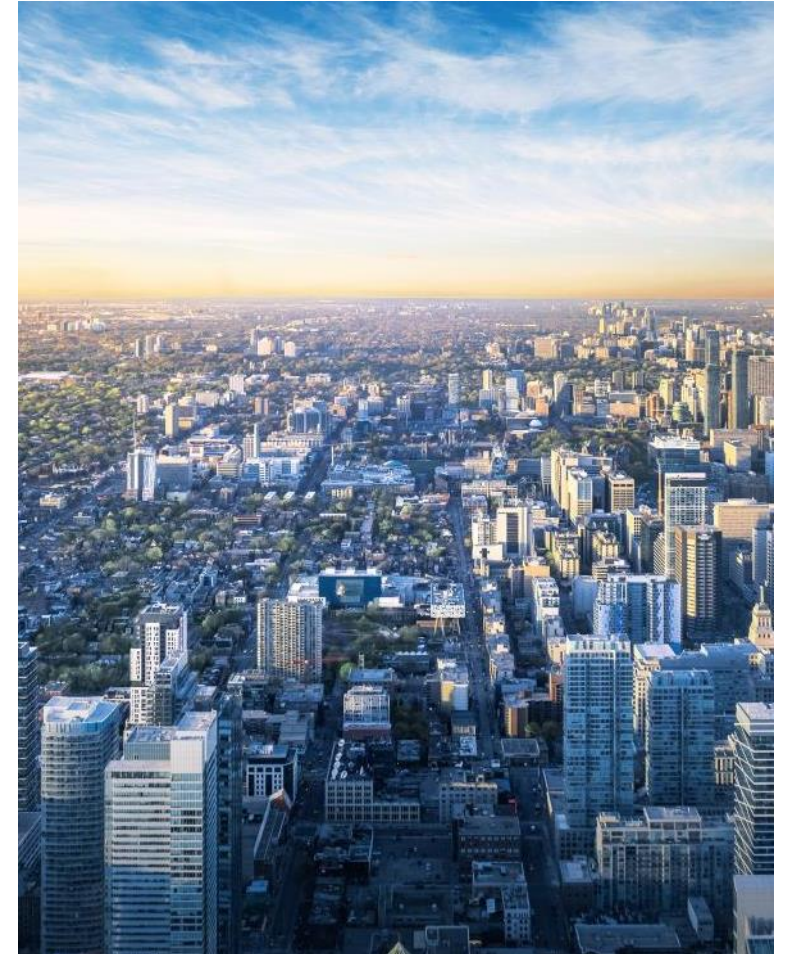


VISION OF THE ANDRITZ GROUP



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



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