



ANDRITZ GROUP

COMPANY PRESENTATION

APRIL 2023

ANDRITZ

ENGINEERED SUCCESS

THE ANDRITZ GROUP



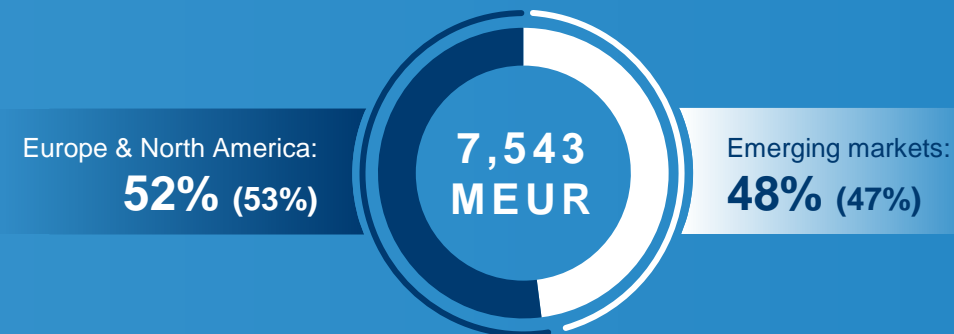
GLOBAL PRESENCE

Headquarter
**GRAZ,
AUSTRIA**

Production sites and service/
sales companies worldwide:
OVER 280



REVENUE BY REGION 2022 (2021)



KEY FINANCIAL FIGURES

	UNIT	2022	2021
Order intake	MEUR	9,263.4	7,879.7
Order backlog (as of end of period)	MEUR	9,976.5	8,165.8
Revenue	MEUR	7,542.9	6,463.0
Net income (including non-controlling interests)	MEUR	402.6	321.7
Employees (as of end of period; without apprentices)	-	29,094	26,804

A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



PULP & PAPER



48%*

Pulp: #1
Paper: #3

METALS



22%*

Forming: #1
Processing: #1-2

HYDRO



20%*

#1-2

SEPARATION



10%*

#1-3 in sludge dewatering
& drying

* Share of total Group revenue 2022

Global market position, estimated by ANDRITZ

STRONG COMPETITIVE POSITION IN LONGTERM GROWING MARKETS



- **PULP & PAPER:** market growth driven by **demand for cellulosic fibers for packaging, hygiene and also textiles**; sustainability goals of the pulp & paper industry urge **investments in green solutions**
- **METALS:** trends towards **carbon-neutral production** of steel, light-weight vehicles and e-mobility, **green hydrogen**
- **HYDRO:** hydropower as the largest renewable energy source gains increasing relevance for **providing grid stability** and **storing large amounts of energy**
- **SEPARATION:** **e-mobility, waste valorization, biofuel and healthy nutrition** (e.g. non-animal proteins) as long-term drivers



GROUP STRATEGY AND LONG-TERM GOALS



SAFETY, TECHNOLOGICAL & COST LEADERSHIP

- Become preferred supplier by virtue of safety, technology, quality, and references
- Development of innovative and sustainable technologies through intensive R&D
- Focus on digitalization to support our customers in reaching their goals with regard to safety, productivity, operating costs, energy efficiency, and environmental protection
- Offer best ROI for our customers

GLOBAL AND LOCAL PRESENCE

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



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 revenue opportunities in the emerging markets of South America and Asia

LONG-TERM PROFITABLE GROWTH

- Focus on markets with high growth rates
- Expansion of product portfolio through organic growth (R&D) and acquisitions
- Achieve annual revenue growth averaging 5-8% depending on market growth and acquisitions

RECORD RESULTS IN 2022



Financial highlights

ORDER INTAKE
9.3 billion EUR

(2021: 7.9 billion EUR / +18%)

REVENUE
7.5 billion EUR

(2021: 6.5 billion EUR / +17%)

NET INCOME
403 MEUR

(2021: 322 MEUR / +25%)

ORDER BACKLOG
10 billion EUR

(2021: 8 billion EUR / +22%)

NET LIQUIDITY
1 billion EUR

(2021: 700 MEUR / +40%)

EBITA / EBITA MARGIN
649 MEUR / 8.6%

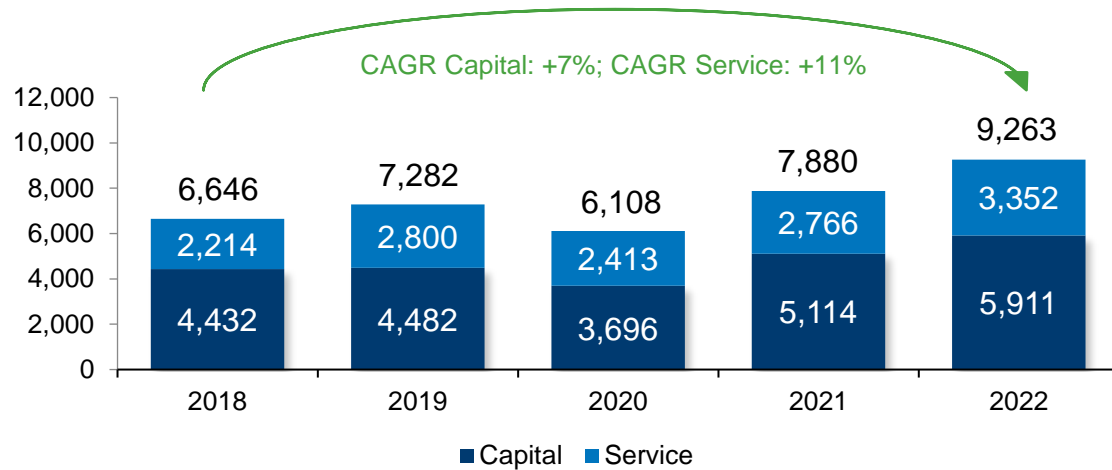
(2021: 547 MEUR / 8.5%)

ANDRITZ'S DEVELOPMENT SINCE 2018 (I)

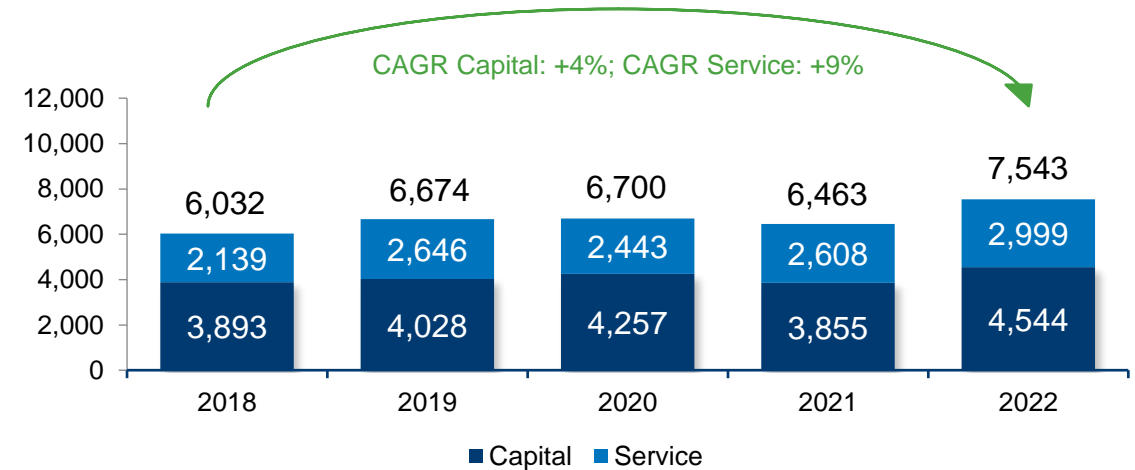


in MEUR

GROUP ORDER INTAKE



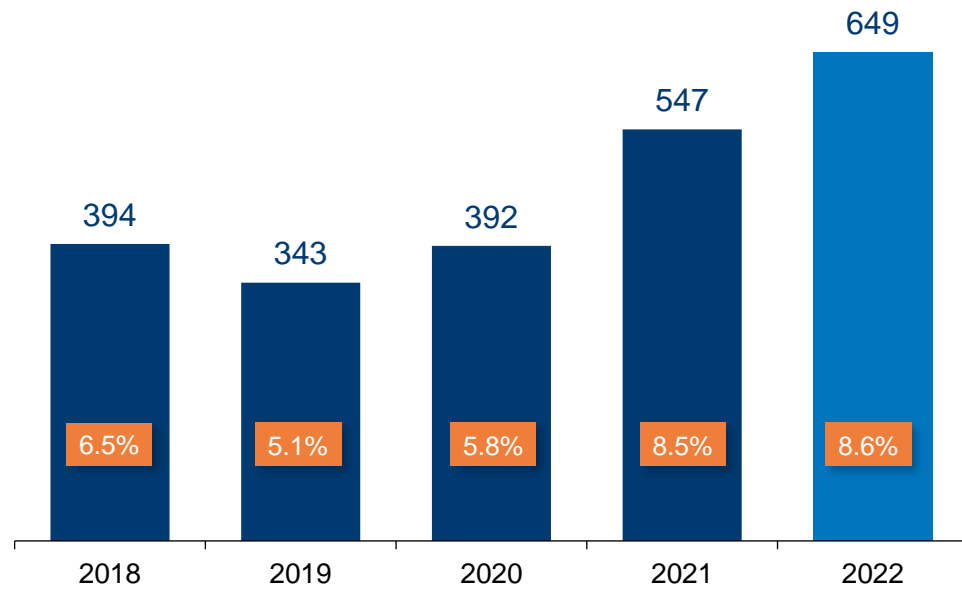
GROUP REVENUE



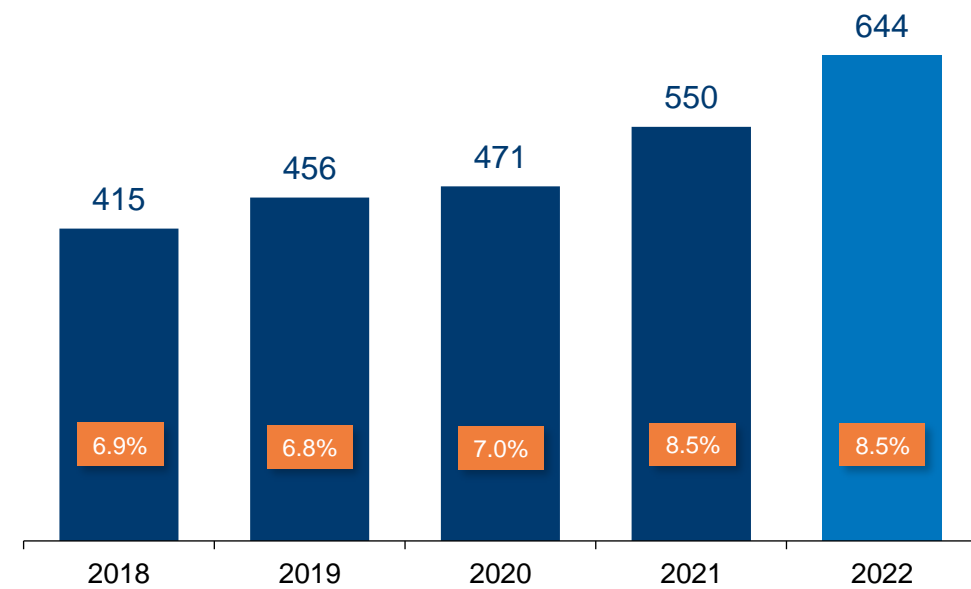
ANDRITZ'S DEVELOPMENT SINCE 2018 (II)



EBITA AND EBITA MARGIN* (REPORTED)



EBITA AND EBITA MARGIN* (ADJUSTED)



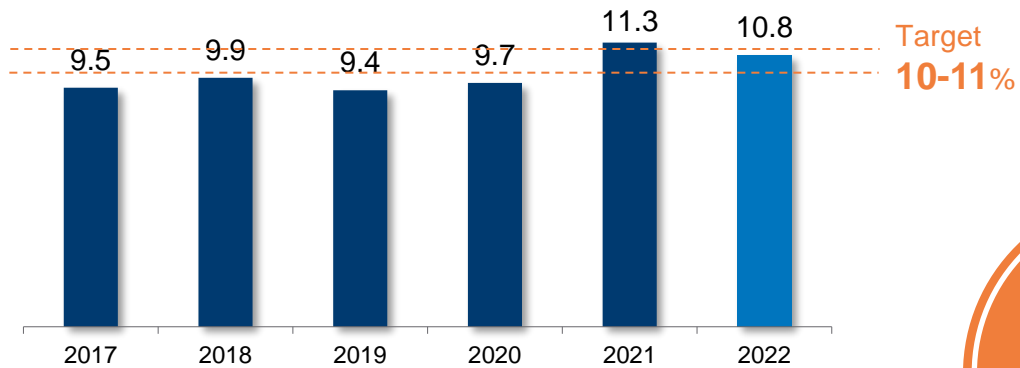
* EBITA (IN MEUR) / EBITA MARGIN (IN %)

EBITA MARGIN TARGET: GROUP AT SOLID 8%

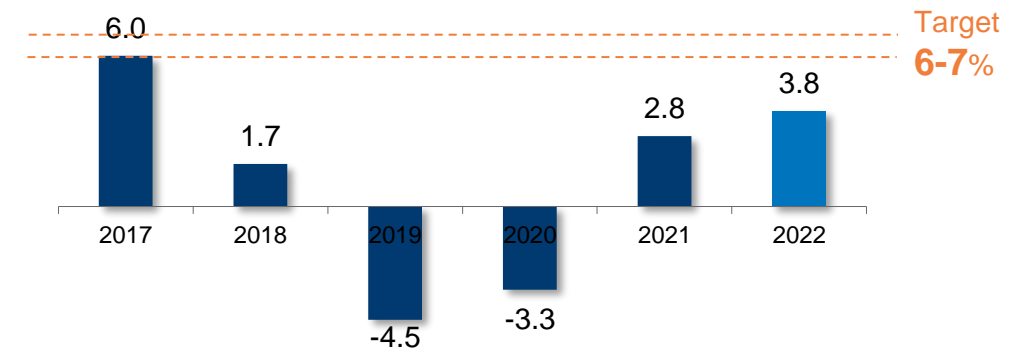


EBITA margin by business area (in %)

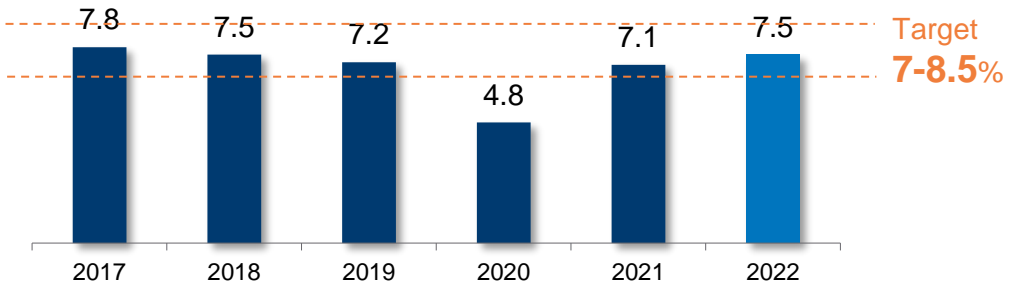
PULP & PAPER



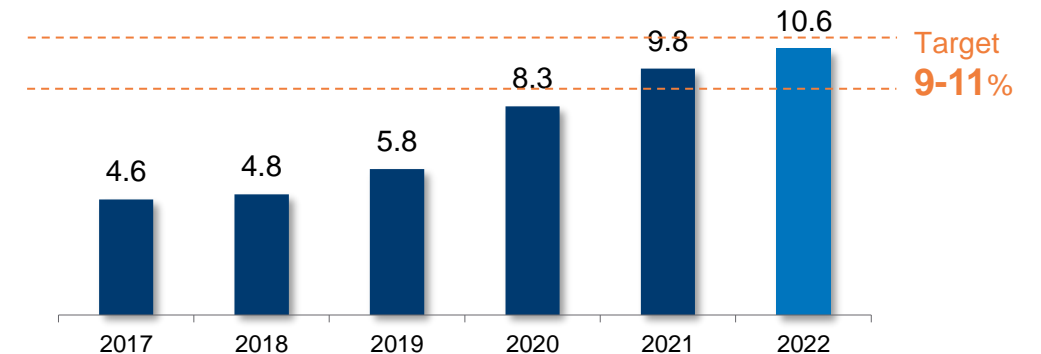
METALS



HYDRO



SEPARATION



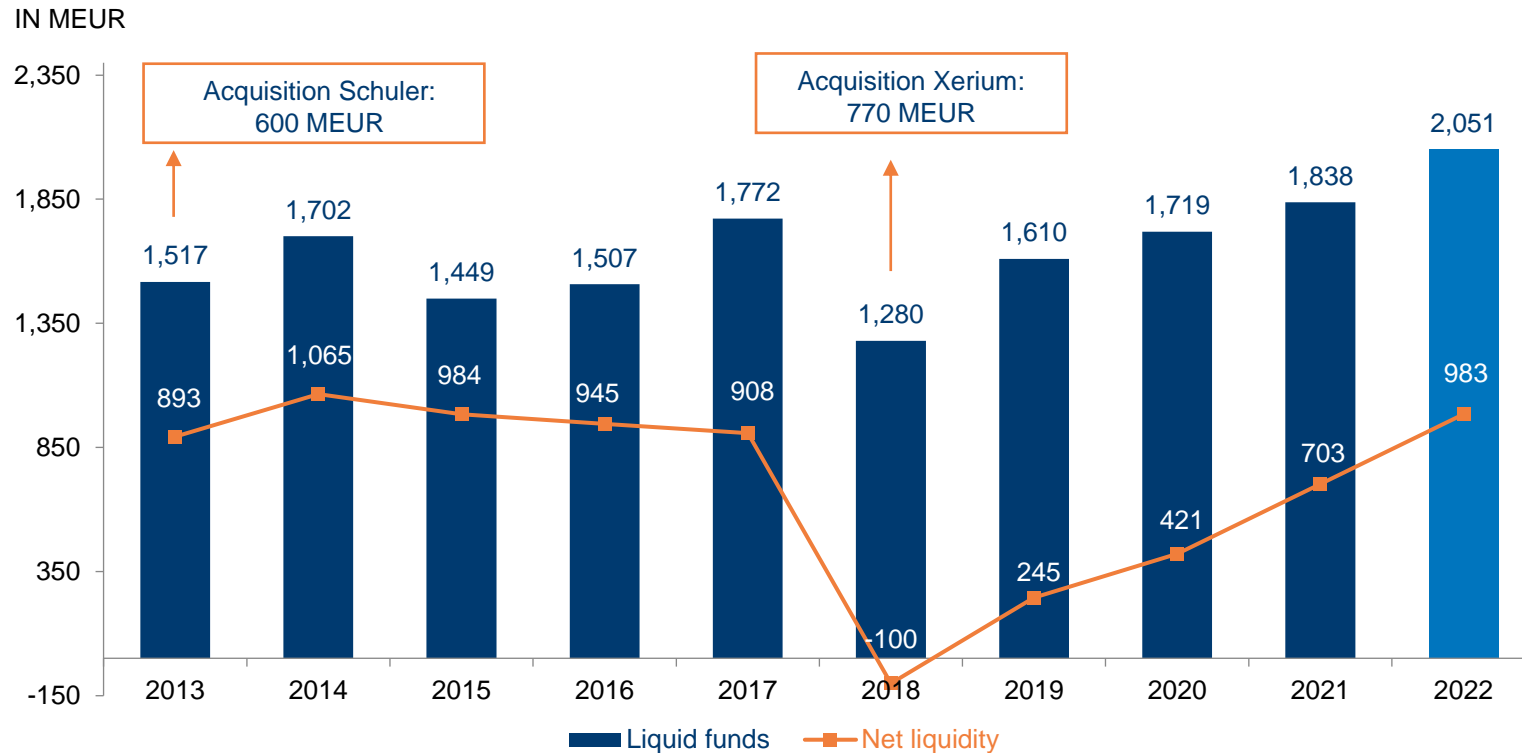
**GROUP
Target:
>8%**

FAVORABLE FINANCIAL POSITION



Gross liquidity of ~2.1 billion euros, net liquidity at ~1 billion euros

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



Strong increase in net liquidity of ~300 MEUR since 2021

Aggregated dividend payments 2018-2022: ~628 MEUR

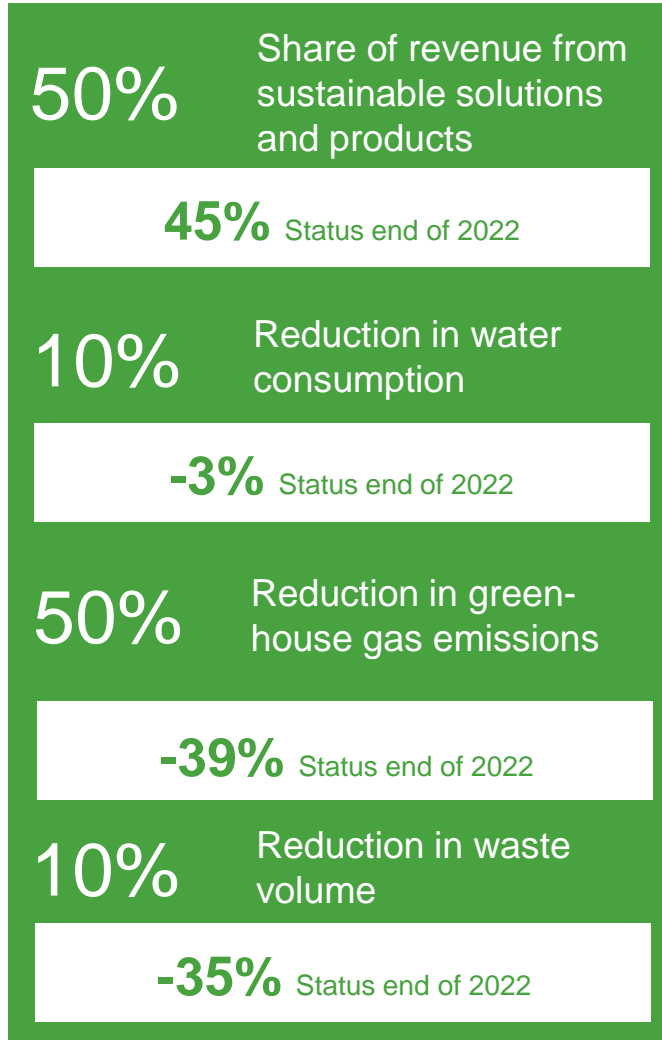
Aggregated capex 2018-2022: ~771 MEUR

Early redemption of one variable Schuldscheindarlehen tranche in 2022 (volume: 58 MEUR) to optimize financial result

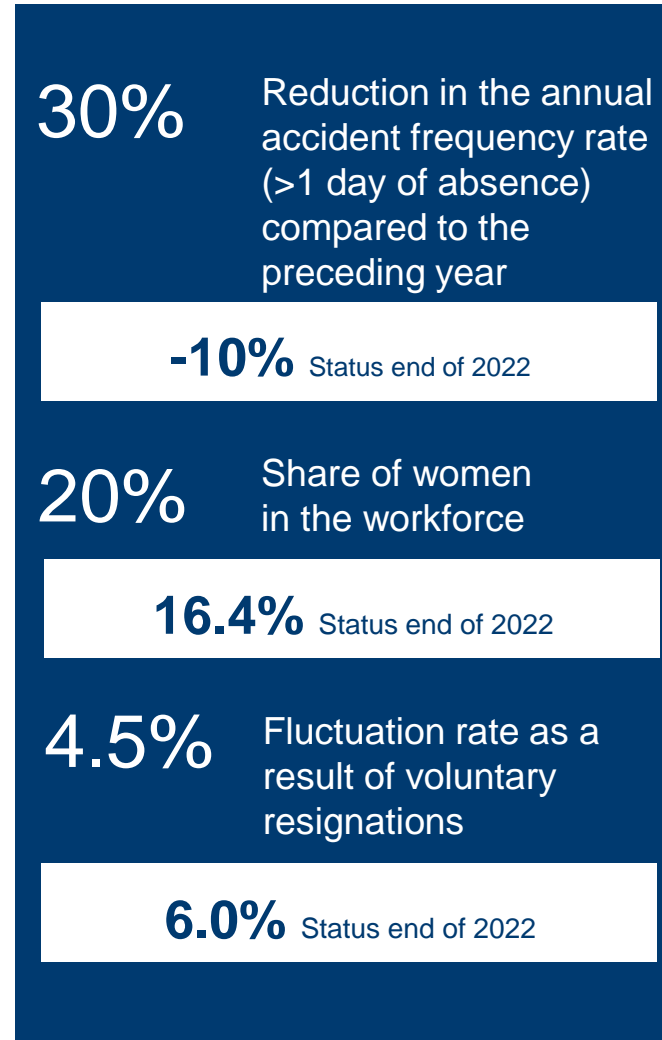
ESG: WELL ON TRACK TO REACH GOALS



ENVIRONMENT



SOCIAL



GOVERNANCE



Note: ESG goals relate to base year 2019

GROUP ROADMAP 2022-2024 WELL ON TRACK



Group targets 2022-2024	Status 2022
Group business volume well above 7 billion EUR, including M&A towards 8 billion EUR	7.5 billion EUR ✓
EBITA margin at solid 8%	8.6% ✓
Net income to increase to >5%	5.3% ✓
Continue M&A strategy within existing business areas	Ongoing ✓
Reach ESG targets	Ongoing →



MARKET OUTLOOK AND FINANCIAL GUIDANCE



Continued good market expectations for all four business areas



MARKET OUTLOOK

Project and investment activity in all business areas is expected to continue at good levels

Economic challenges (Russian sanctions, inflation) are closely monitored

FINANCIAL GUIDANCE FOR 2023

ANDRITZ expects to **continue on its profitable growth in 2023** and anticipates an **increase in both revenue and earnings** compared to 2022