



The ANDRITZ GROUP

Company presentation May 2017

The ANDRITZ GROUP

Overview

ANDRITZ is a globally leading supplier of plants, equipment, and services for hydropower stations, the pulp and paper industry, the metal-working and steel industries, and solid/liquid separation in the municipal and industrial sectors.

Headquarters: Graz, Austria

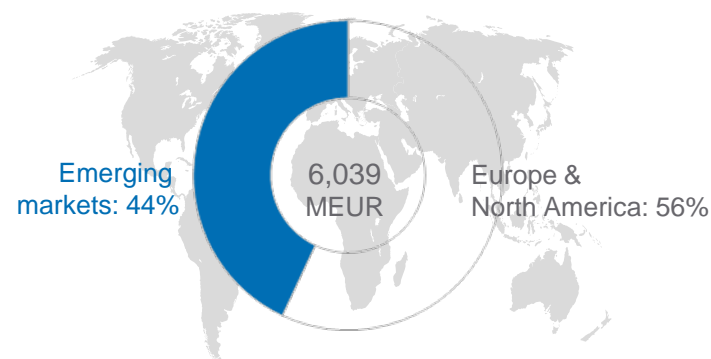
Global presence: over 250 production sites and service/sales companies worldwide

KEY FINANCIAL FIGURES Q1 2017 AND 2016

	Unit*	Q1 2017	2016
Order intake	MEUR	1,560.0	5,568.8
Order backlog (as of end of period)	MEUR	6,974.2	6,789.2
Sales	MEUR	1,386.2	6,039.0
EBITA	MEUR	97.4	442.1
Net income (including non-controlling interests)	MEUR	63.1	274.8
Employees (as of end of period; without apprentices)	-	25,247	25,162

* MEUR = million euros

Sales by region 2016 (%)



	Q1 2017	2016	2015
Europe	37	35	38
North America	21	21	19
China	14	12	12
Aisa (without China)	12	12	13
South America	12	15	14
Africa, Australia	4	5	4

Company profile (I)

Worldwide leading position in four business areas



ANDRITZ
Hydro



Product offerings:
electromechanical
equipment for
hydropower plants
(turbines, generators);
pumps; turbo generators

ANDRITZ
Pulp & Paper



Product offerings:
equipment for
production of all types of
pulp, paper, tissue, and
board;
energy boilers

ANDRITZ
Metals



Product offerings:
presses for metal
forming (Schuler);
systems for production
of stainless steel,
carbon steel, and non-
ferrous metal strip;
industrial furnace plants

ANDRITZ
Separation



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

Company profile (II)

Key financial figures per business area

ANDRITZ Hydro

	Unit	2016
Order intake	MEUR	1,500.3
Sales	MEUR	1,752.4
EBITA	MEUR	127.6
EBITA margin	%	7.3
Employees ¹⁾	-	7,260

ANDRITZ Metals

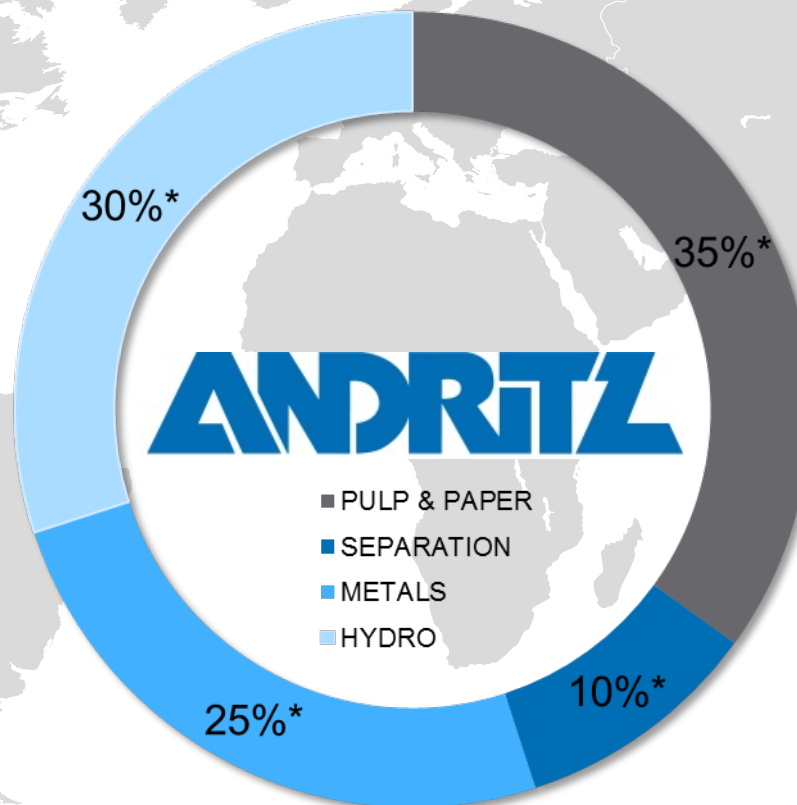
	Unit	2016
Order intake	MEUR	1,551.5
Sales	MEUR	1,598.4
EBITA	MEUR	115.2
EBITA margin	%	7.2
Employees ¹⁾	-	7,608

ANDRITZ Pulp & Paper

	Unit	2016
Order intake	MEUR	1,919.5
Sales	MEUR	2,094.4
EBITA	MEUR	182.2
EBITA margin	%	8.7
Employees ¹⁾	-	7,522

ANDRITZ Separation

	Unit	2016
Order intake	MEUR	597.5
Sales	MEUR	593.8
EBITA	MEUR	17.1
EBITA margin	%	2.9
Employees ¹⁾	-	2,772



¹⁾ As of end of period; without apprentices

* Average share of ANDRITZ GROUP's total order intake

Strengthening of market position

Growth through organic expansion and acquisitions

Acquisitions by business area since 1990

HYDRO

2006 VA TECH HYDRO
2007 Tigép
2008 GE Hydro business
2008 GEHI (JV)
2010 Precision Machine
2010 Hammerfest Strøm (59%)
2010 Ritz
2011 Hemicycle Controls

PULP & PAPER

1990 Sprout-Bauer
1992 Durametal
1994 Kone Wood
1998 Kvaerner Hymac
1999 Winberg
2000 Ahlstrom Machinery
2000 Lamb Baling Line
2000 Voith Andritz Tissue LLC (JV)
2002 ABB Drying
2003 IDEAS Simulation
2003 Acutest Oy
2003 Fiedler
2004 EMS (JV)
2005 Cybermetrics
2005 Universal Dynamics Group
2006 Küsters
2006 Carbona
2006 Pilão
2007 Bachofen + Meier
2007 Sindus
2008 Kufferath
2009 Rollteck
2010 Rieter Perfojet
2010 DMT/Biax
2011 AE&E Austria
2011 Iggesund Tools
2011 Tristar Industries
2011 Asselin-Thibeau

2012 AES

2013 MeWa

2015 Euroslot

2016 SHW Casting Technologies

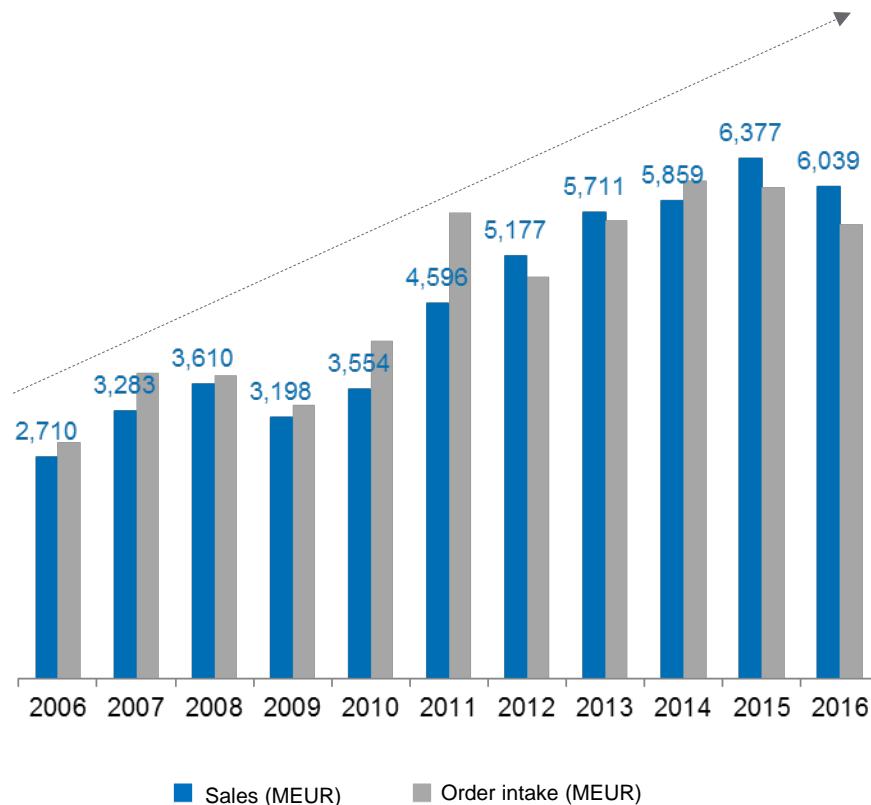
METALS

1997 Sundwig
1998 Thermtec
2000 Kohler
2002 SELAS SAS Furnace Div.
2004 Kaiser
2005 Lynson
2008 Maerz
2012 Bricmont
2012 Soutec
2013 Schuler (> 95%)
2013 FBB Engineering
2014 Herr-Voss Stamco
2016 Yadon (51%)
2016 AWEBA

SEPARATION

1992 TCW Engineering
1995 Jesma-Matador
1996 Guinard
2000 UMT
2002 3SYS
2004 Bird Machine
2004 NETZSCH Filtration
2004 Fluid Bed Systems
2005 Lenser Filtration
2006 CONTEC Decanter
2009 Delkor Capital Equipment
2009 Frautech
2010 KMPT
2012 Gouda
2013 Shende Machinery
2016 ANBO

Compound Annual Growth Rate (CAGR) of Group sales 2006-2016: +8% p. a. (thereof approximately half organic growth)



Key figures Q1 2017 at a glance

Increase in order intake due to PULP & PAPER and METALS

	Unit	Q1 2017	Q1 2016	+/-	2016
Order intake	MEUR	1,560.0	1,247.4	+25.1%	5,568.8
Order backlog (as of end of period)	MEUR	6,974.2	7,147.6	-2.4%	6,789.2
Sales	MEUR	1,386.2	1,285.6	+7.8%	6,039.0
EBITDA	MEUR	120.7	106.7	+13.1%	542.4
EBITA	MEUR	97.4	83.9	+16.1%	442.1
EBIT	MEUR	86.9	74.2	+17.1%	385.8
EBT	MEUR	90.3	74.9	+20.6%	398.4
Financial result	MEUR	3.4	0.7	+385.7%	12.6
Net income (including non-controlling interests)	MEUR	63.1	52.6	+20.0%	274.8
Cash flow from operating activities	MEUR	147.7	167.5	-11.8%	366.6
Capital expenditure	MEUR	29.0	16.5	+75.8%	119.5
Equity ratio	%	20.1	19.2	-	21.7
Liquid funds	MEUR	1,613.0	1,574.7	+2.4%	1,507.1
Net liquidity	MEUR	1,061.0	1,107.0	-4.2%	945.3
Net working capital	MEUR	-254.1	-401.2	+36.7%	-215.8
EBITDA margin	%	8.7	8.3	-	9.0
EBITA margin	%	7.0	6.5	-	7.3
EBIT margin	%	6.3	5.8	-	6.4
Employees (as of end of period; without apprentices)	-	25,247	24,195	+4.3%	25,162

Unchanged solid financial basis with high cash position

Increase due to Yadon (1,017) and AWEBA (595)

ANDRITZ share

Performance since IPO

(June 2001):

- ANDRITZ: +1,683%
- ATX: +129%

Performance

Q1 2017:

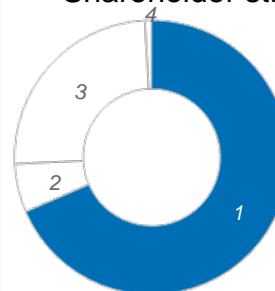
- ANDRITZ: -1.7%
- ATX: +8.0%

Market capitalization

(as of March 31, 2017):

4.9 billion euros

Shareholder structure (as of March 31, 2017)



1: Free float (~68.5%), thereof
Fidelity Management & Research (5.01%)
The Capital Group Companies (3.96%)
BlackRock, Inc. (3.90%)

2: Certus (5.72%)

3: Custos (25% + 1 share)

4: Cerberus (0.77%)

CEO
Wolfgang Leitner

Relative price performance of the ANDRITZ share compared to the ATX since IPO (source: Vienna Stock Exchange)

