



ANDRITZ GROUP

# INNOVATIVE TECHNOLOGIES FOR THE PLANET

A GLOBAL PARTNER FOR KEY INDUSTRIES THAT SHAPE THE WORLD

NOVEMBER 2018

**ANDRITZ**

ENGINEERED SUCCESS



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

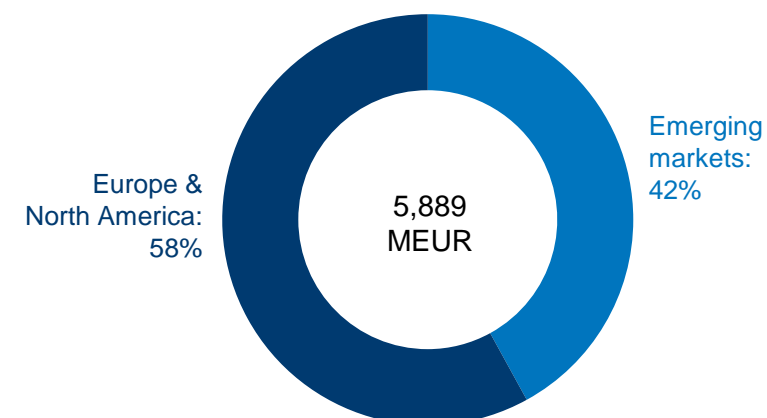
## Global presence

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

### KEY FINANCIAL FIGURES:

	UNIT	Q1-Q3 2018	2017
Order intake	MEUR	4,738.0	5,579.5
Order backlog (as of end of period)	MEUR	6,882.8	6,383.0
Sales	MEUR	4,200.8	5,889.1
Net income (including non-controlling interests)	MEUR	156.2	265.6
Employees (as of end of period; without apprentices)	-	26,397	25,566

SALES BY REGION 2017 (%)



# A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



## ANDRITZ

### HYDRO



24

% order intake\*

#### PRODUCT OFFERINGS

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

### PULP & PAPER



36

% order intake\*

#### PRODUCT OFFERINGS

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

### METALS



29

% order intake\*

#### PRODUCT OFFERINGS

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

### SEPARATION



11

% order intake\*

#### PRODUCT OFFERINGS

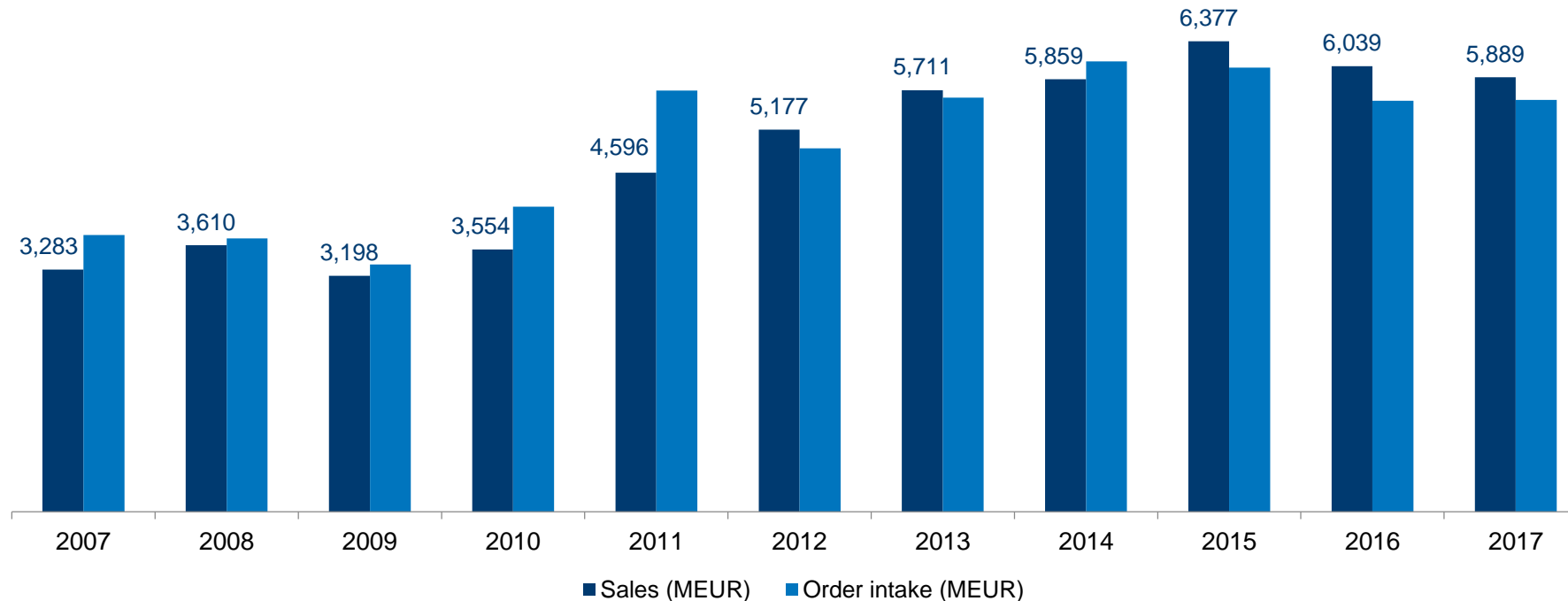
Equipment for solid/liquid separation for municipalities and various industries; equipment for production of animal feed and biomass pellets.

\* Share of total Group order intake 2017.

# LONG-TERM GROWTH BASED ON ACQUISITIONS AND ORGANIC EXPANSION



Compound Annual Growth Rate (CAGR) of Group sales 2007-2017:  
+6% p.a. (thereof approximately half from organic growth)



# STRENGTHENING OF MARKET POSITION BY ACQUISITIONS



Acquisitions by business area since 2000

HYDRO		PULP & PAPER		METALS		SEPARATION			
2006	VA TECH HYDRO	2000	Ahlstrom Machinery	2010	Rieter Perfojet	2000	Kohler	2000	UMT
2007	Tigép	2000	Lamb Baling Line	2010	DMT/Biax	2002	SELAS SAS Furnace Div.	2002	3SYS
2008	GE Hydro business	2000	Voith Andritz Tissue	2011	AE&E Austria	2004	Kaiser	2004	Bird Machine
2010	GEHI (JV)	2002	ABB Drying	2011	Iggesund Tools	2005	Lynson	2004	NETZSCH Filtration
2010	Precision Machine	2003	IDEAS Simulation	2011	Tristar Industries	2008	Maerz	2004	Fluid Bed Systems
2010	Hammerfest Strøm	2003	Acutest Oy	2011	Asselin-Thibeau	2012	Bricmont	2005	Lenser Filtration
2010	Ritz	2003	Fiedler	2012	AES	2012	Soutec	2006	CONTEC Decanter
2011	Hemicycle Controls	2004	EMS (JV)	2013	MeWa	2013	Schuler (> 95%)	2009	Delkor Capital Equipment
		2005	Cybermetrics	2015	Euroslot	2013	FBB Engineering	2009	Frautech
		2005	Universal Dynamics Group	2016	SHW Casting Technologies	2014	Herr-Voss Stamco	2010	KMPT
		2006	Küstern	2017	Paperchine	2016	Yadon (52,9%)	2012	Gouda
		2006	Carbona	2018	Novimpianti	2016	AWEBA	2013	Shende Machinery
		2006	Pilão	2018	Diatec (70%)	2017	Powerlase (51%)	2016	ANBO
		2007	Bachofen + Meier	2018	Xerium	2018	Farina Presse		
		2007	Sindus			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 POSITIONS

- 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

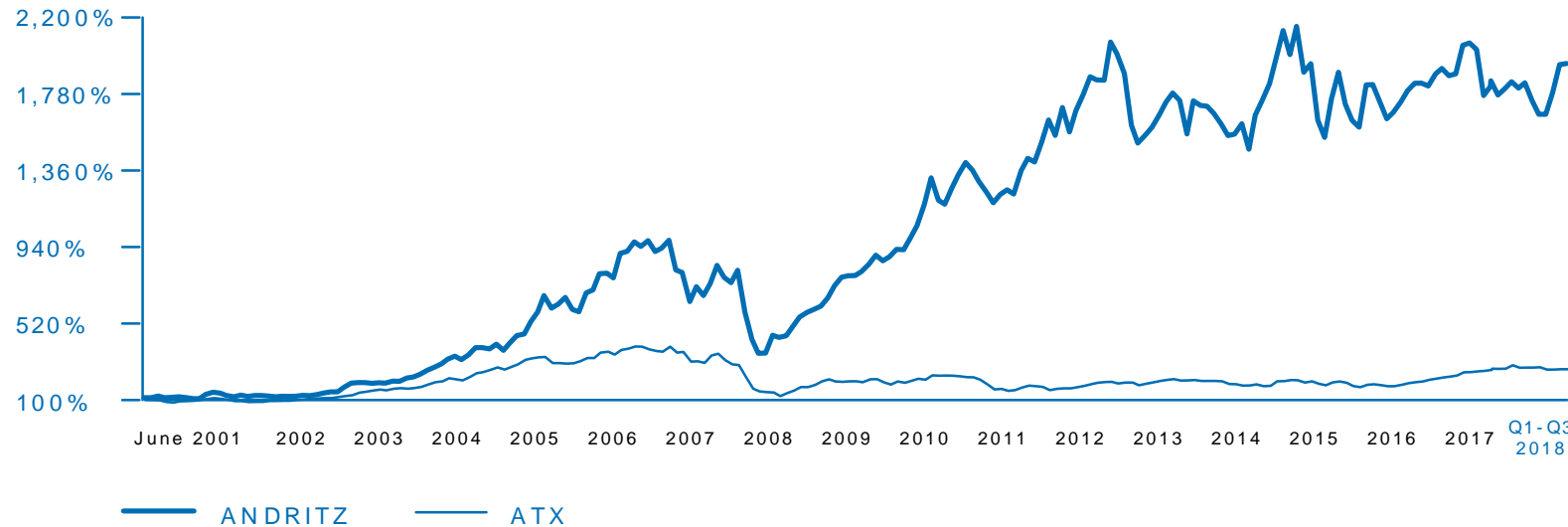
- Continue expanding worldwide presence
- Offer best possible service close to the customer
- Further relocate manufacturing capacities to emerging markets



# ANDRITZ SHARE PERFORMANCE Q1-Q3 2018: +6.7%

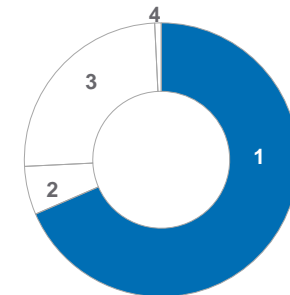
Performance since IPO (June 2001): +1,811% (ATX: +170%)

Market capitalization (as of September 30, 2018): 5.2 billion EUR



## SHAREHOLDER STRUCTURE AS OF SEPTEMBER 30, 2018

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



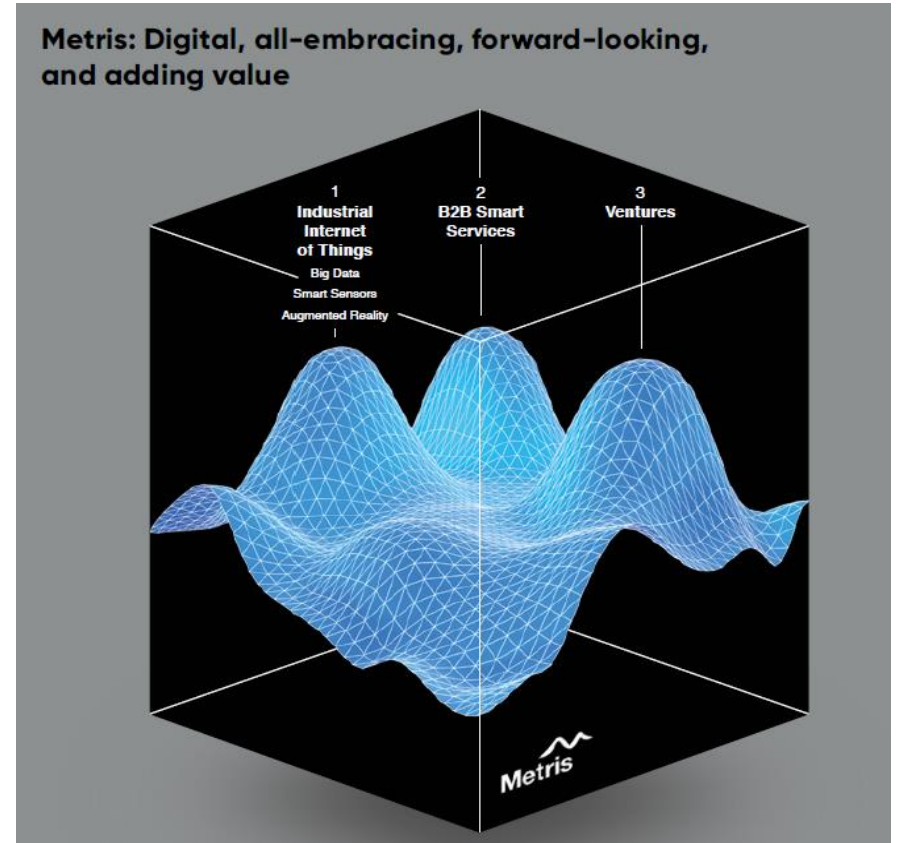
# BROAD PRODUCT OFFERINGS IN DIGITALIZATION



- Under 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**



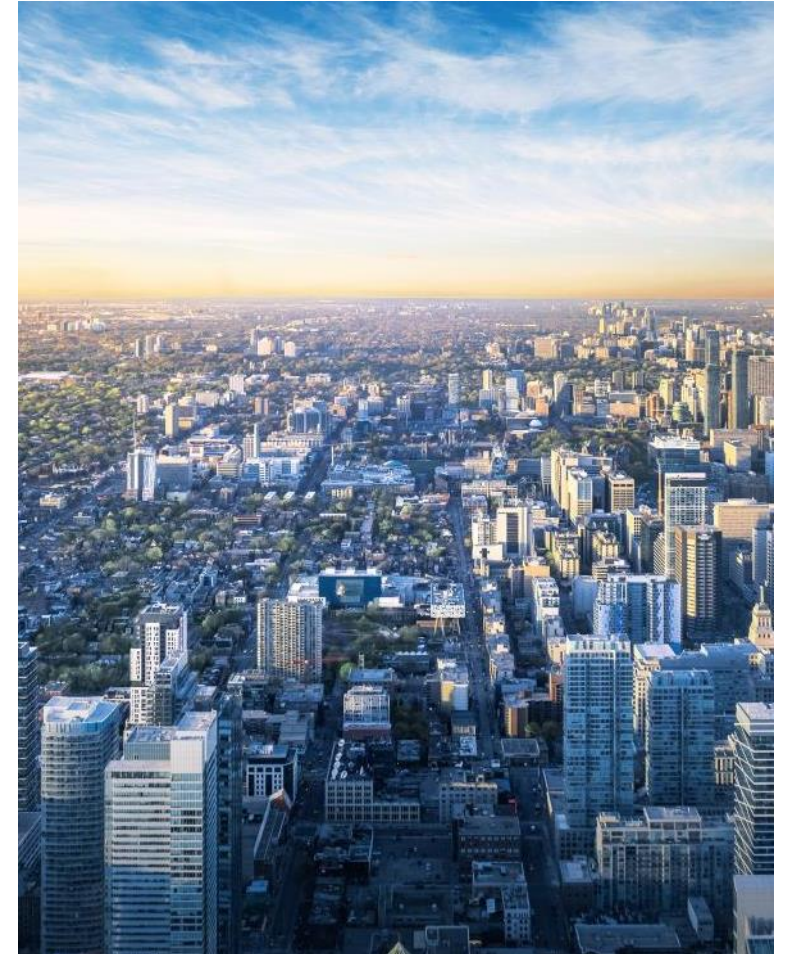


# VISION OF THE ANDRITZ GROUP



**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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