



ANDRITZ GROUP

INNOVATIVE TECHNOLOGIES FOR THE PLANET

A GLOBAL PARTNER FOR KEY INDUSTRIES THAT SHAPE THE WORLD

NOVEMBER 2022

ANDRITZ

ENGINEERED SUCCESS

THE ANDRITZ GROUP



ANDRITZ is a globally leading supplier of plants, equipment, systems, and services for the pulp and paper industry, the metalworking and steel industries, hydropower stations, pumps, solid/liquid separation in the municipal and industrial sectors as well as for animal feed and biomass pelleting

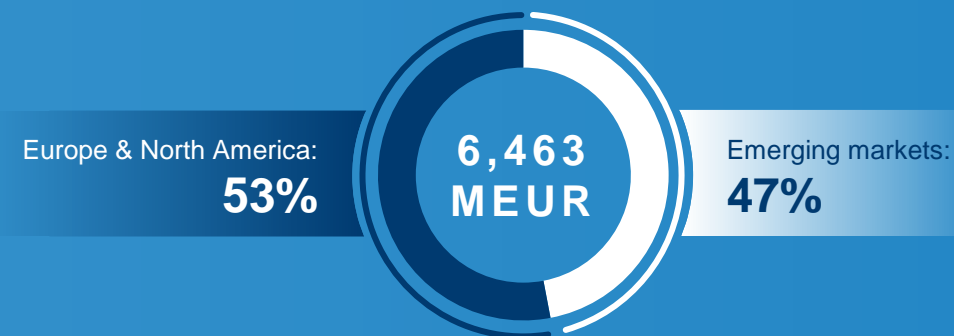


GLOBAL PRESENCE

Headquarter
**GRAZ,
AUSTRIA**

Production sites and service/
sales companies worldwide:
OVER 280

REVENUE BY REGION 2021



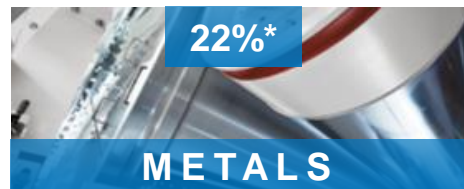
KEY FINANCIAL FIGURES

	UNIT	Q1-Q3 2022	2021
Order intake	MEUR	7,451.0	7,879.7
Order backlog (as of end of period)	MEUR	10,822.2	8,165.8
Revenue	MEUR	5,207.8	6,463.0
Net income (including non-controlling interests)	MEUR	262.3	321.7
Employees (as of end of period; without apprentices)	-	27,925	26,804

A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



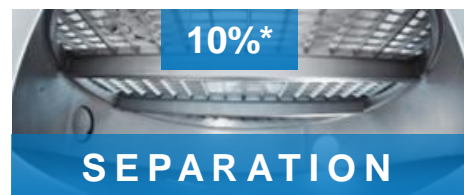
- Equipment for production of all types of pulp, paper, tissue, and board
- Boilers for power generation
- Flue gas cleaning systems
- Plants for the production of nonwovens and panelboard
- Recycling and shredding solutions



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



- Electromechanical equipment for hydropower plants (turbines, generators)
- Pumps
- Turbo generators



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

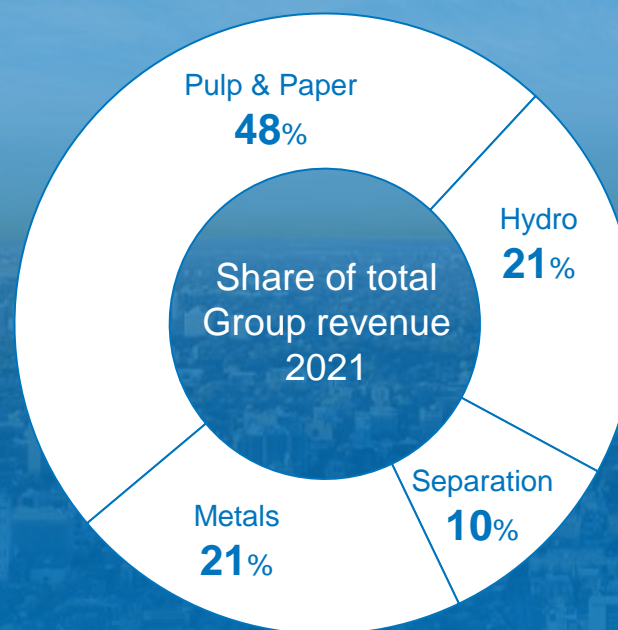
COMPANY PROFILE



Key financial figures per business area

PULP & PAPER	UNIT	Q1-Q3 2022
Order intake	MEUR	3,628.4
Revenue	MEUR	2,470.1
EBITA	MEUR	250.3
EBITA margin	%	10.1
Employees ¹⁾	-	12,462

METALS	UNIT	Q1-Q3 2022
Order intake	MEUR	1,554.8
Revenue	MEUR	1,133.8
EBITA	MEUR	40.9
EBITA margin	%	3.6
Employees ¹⁾	-	5,934

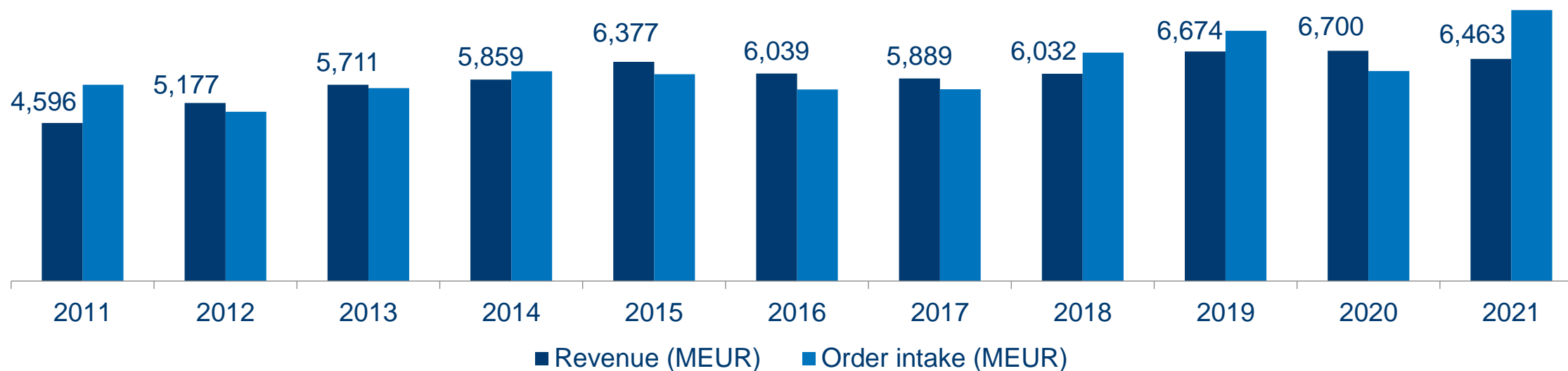


HYDRO	UNIT	Q1-Q3 2022
Order intake	MEUR	1,571.0
Revenue	MEUR	1,044.8
EBITA	MEUR	76.1
EBITA margin	%	7.3
Employees ¹⁾	-	6,817

SEPARATION	UNIT	Q1-Q3 2022
Order intake	MEUR	696.8
Revenue	MEUR	559.1
EBITA	MEUR	58.5
EBITA margin	%	10.5
Employees ¹⁾	-	2,712

1) As of end of period; without apprentices

LONG-TERM GROWTH BASED ON ACQUISITIONS AND ORGANIC EXPANSION



Compound Annual Growth Rate (CAGR) of Group revenue 2011-2021:
+3.5% 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	2011	AE&E Austria	2000	Kohler	2006	VA TECH HYDRO	2000	UMT
2000	Lamb Baling Line	2011	Iggesund Tools	2002	SELAS SAS Furnace Div.	2007	Tigép	2002	3SYS
2000	Voith Andritz Tissue	2011	Tristar Industries	2004	Kaiser	2008	GE Hydro business	2004	Bird Machine
2002	ABB Drying	2011	Asselin-Thibeau	2005	Lynson	2010	GEHI (JV)	2004	NETZSCH Filtration
2003	IDEAS Simulation	2012	AES	2008	Maerz	2010	Precision Machine	2004	Fluid Bed Systems
2003	Acutest Oy	2013	MeWa	2012	Bricmont	2010	Hammerfest Strøm	2005	Lenser Filtration
2003	Fiedler	2015	Euroslot	2012	Soutec	2010	Ritz	2006	CONTEC Decanter
2004	EMS (JV)	2016	SHW Casting Technologies	2013	Schuler	2011	Hemicycle Controls	2009	Delkor Capital Equipment
2005	Cybermetrics	2017	Paperchine	2013	FBB Engineering	2018	HMI	2009	Frautech
2005	Universal Dynamics Group	2018	Novimpianti	2014	Herr-Voss Stamco			2010	KMPT
2006	Küstners	2018	Diatec	2016	Yadon			2012	Gouda
2006	Carbona	2018	Xerium	2016	AWEBA			2013	Shende Machinery
2006	Pilão	2019	Kempulp	2018	Farina Presse			2016	ANBO
2007	Bachofen + Meier	2020	Enviroburners	2018	ASKO				
2007	Sindus	2021	Laroche	2022	Sovema Group				
2008	Kufferath	2021	GE Steam Power						
2009	Rollteck	2022	Bonetti Group						
2010	Rieter Perfojet	2022	J. Parpala						
2010	DMT/Biax	2022	ĐURO ĐAKOVIĆ						

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

AROUND 27,900 EMPLOYEES WORLDWIDE

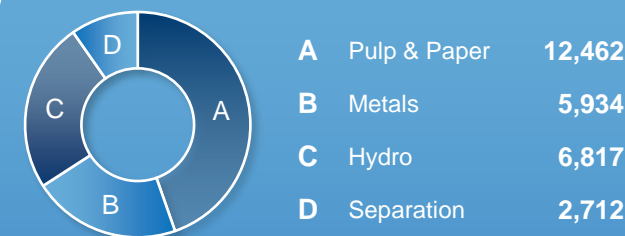


Approximately 3,400 employees at seven locations in **Austria**
(Graz, Vienna, Linz, Weiz, Raaba-Grambach, Gloggnitz, and St. Pölten)

	Q1-Q3 2022	2021	+/-
Europe	14,130	13,971	+1%
North America	3,941	3,643	+8%
South America	3,980	3,615	+10%
China	3,683	3,461	+6%
Asia (without China), Africa, Australia	2,191	2,114	+4%
Total	27,925	26,804	+4%

EMPLOYEES BY BUSINESS AREA

SEPTEMBER 30, 2022



EMPLOYEES BY REGION

SEPTEMBER 30, 2022



KEY FIGURES Q3 / Q1-Q3 2022 AT A GLANCE



	UNIT	Q3 2022	Q3 2021	+/-	Q1-Q3 2022	Q1-Q3 2021	+/-	2021
Order intake	MEUR	2,683.4	1,461.0	+83.7%	7,451.0	5,052.8	+47.5%	7,879.7
Order backlog (as of end of period)	MEUR	10,822.2	7,341.9	+47.4%	10,822.2	7,341.9	+47.4%	8,165.8
Revenue	MEUR	1,890.8	1,521.5	+24.3%	5,207.8	4,548.5	+14.5%	6,463.0
EBITA	MEUR	152.6	127.3	+19.9%	425.8	365.0	+16.7%	546.5
Net income (including non-controlling interests)	MEUR	98.4	75.3	+30.7%	262.3	210.1	+24.8%	321.7
Cash flow from operating activities	MEUR	29.4	30.7	-4.2%	442.6	183.7	+140.9%	529.6
Capital expenditure	MEUR	39.4	29.0	+35.9%	119.9	89.1	+34.6%	160.1
Liquid funds	MEUR	1,941.3	1,515.6	+28.1%	1,941.3	1,515.6	+28.1%	1,837.9
Net liquidity	MEUR	881.9	377.4	+133.7%	881.9	377.4	+133.7%	703.3
Net working capital	MEUR	-321.9	95.5	n.a.	-321.9	95.5	n.a.	-150.1

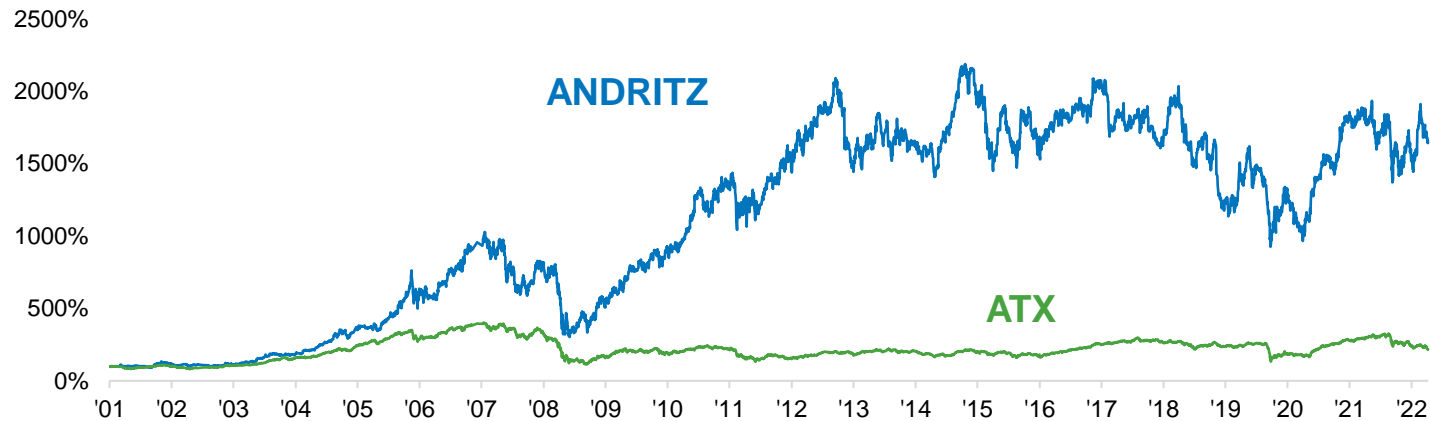
Strong decrease in net working capital mainly due to receipt of advance payments for new large orders in Pulp & Paper and Hydro

ANDRITZ SHARE

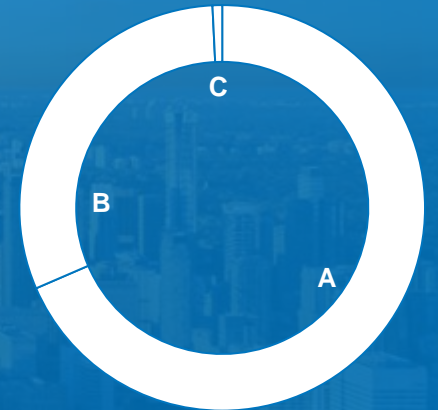


PERFORMANCE Q1-Q3 2022: -3.8% (ATX: -30.3%)
 PERFORMANCE SINCE IPO (JUNE '01): +1,559% (ATX: +118%)

MARKET CAPITALIZATION (AS OF SEPTEMBER 30, 2022)
4.5 BILLION EUR



SHAREHOLDER
 STRUCTURE
 AS OF
 SEPTEMBER 30, 2022



A	Free float	68.51%	} Wolfgang Leitner (Member Supervisory Board ANDRITZ AG)
B	Custos Vermögensverwaltungs GmbH	30.72%	
C	Cerberus Vermögensverwaltung GmbH	0.77%	

BROAD PRODUCT OFFERINGS IN DIGITALIZATION



With the **technology brand Metris**, ANDRITZ offers a broad portfolio of intelligent, digital solutions and products

- FULLY TAILORED** ▶ for individual customer needs
▶ to optimize industrial procedures and processes



RESULTS FOR THE CUSTOMERS

- Improving safety
- 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



„WE CARE“ - THE ANDRITZ ESG PROGRAM



Sustainability has always been an integral part of ANDRITZ's corporate policy

It is a decisive factor in order to be successful in the long-term and is an important element of the company's corporate policy and strategy

OUR ESG VISION

We are amongst the best in class regarding sustainability in the markets we serve and we create maximum value added for all our stakeholders.

As a leader in sustainability, we focus on responsible corporate governance and on ensuring a safe and viable future for society, our employees, and all other stakeholders as well as on creating sustainable and durable products that contribute towards conserving natural resources and protecting the environment and climate.





WHAT WE WANT TO ACHIEVE: OUR ESG GOALS AT A GLANCE

ENVIRONMENTAL

- Reduce green house gas emissions by **50%** until end of 2025
- Reduce waste volume by **10%** until end of 2025
- Reduce water consumption by **10%** until end of 2025
- Increase revenue from sustainable solutions and products to over **50%** until end of 2025



SOCIAL

- Reduce annual accident frequency rate (>1 day's absence) by **30%** compared to the preceding year
- Increase the proportion of women in the workforce
- Reduce fluctuation rate due to voluntary departures to **5%** by the end of 2022



GOVERNANCE

- Audited suppliers by 2025* **85%** of procurement volume
- Implement and continuously monitor **highest corporate compliance standards**
Goal: no infringements
- Detect company risks at an early stage
Goal: no event-driven profit warnings



* Accumulated external purchasing volume from suppliers with an annual purchasing volume of over 250,000 EUR and who are audited using the standardized, online Supplier Relationship Management tool

SAFETY AT ANDRITZ



We strive for **ZERO ACCIDENTS**

OVER THE PAST YEARS

AFR* reduced
BY APPROX. 30%
(every year)

TARGET 2022

Reduce the AFR*
BY FURTHER 30%
(AFR 2021: 3.1)

**TAKE GOOD
CARE OF
YOURSELF!**

We are **constantly improving** and **monitoring** our safety performance



MEDIUM-TERM GOAL

- have all employees working under ISO 45001 certification
- get them comprehensive safety training

OUR MISSION, VISION, AND VALUES



„We love what we do and we do everything to make sure that our customers succeed“



ENGINEERED SUCCESS

OUR MISSION

We drive the success of our customers through **innovative and quality engineering and services**, and we form strong and sustainable relationships – with a positive impact for key industries and for the planet. The world keeps changing, our passion stays the same.

OUR VISION

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.

OUR VALUES

We at ANDRITZ all share the same core values that define how we act and what we stand for.



Passion



Partnership



Perspectives



Versatility

ANDRITZ, a global leader in passionate and innovative engineering



METALS

ENGINEERED SUCCESS FOR FLAT PRODUCT PROCESSING

NOVEMBER 2022

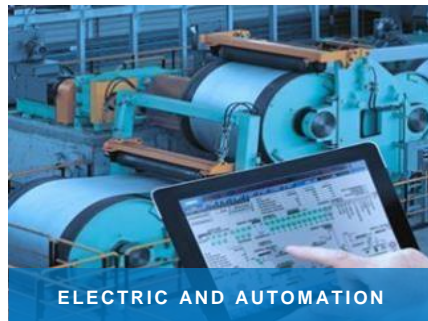
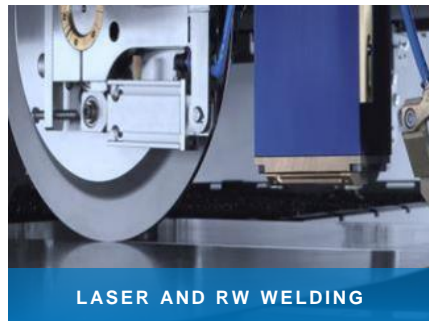
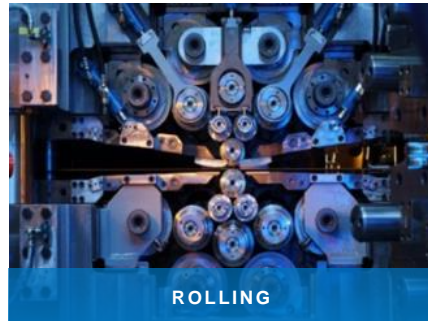
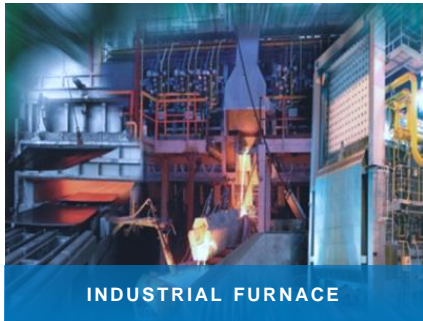
ANDRITZ

ENGINEERED SUCCESS

ANDRITZ METALS



Carbon and stainless steel, aluminum and copper



FUNDAMENTALS OF OUR EXCELLENCE



ANDRITZ

Schuler AG
Soutec AG
Thermtec
Selas France SA
FBB GmbH
Lynson
United Utilities
ASKO
Sundwiger Eisenhütte Maschinenfabrik
Herr-Voss Stamco
MAERZ-Gautschi Industrieofenanlagen GmbH
Davy-Swindell
Otto Kaiser GmbH
HiTEQ
Ruthner AG
Bricmont Inc.
Nisterhammer

ANDRITZ METALS CAPABILITIES



FINDING SOLUTIONS TO ANY CHALLENGE!

A reliable partner for the production and processing of stainless steel, carbon steel and non-ferrous metals with strong focus on

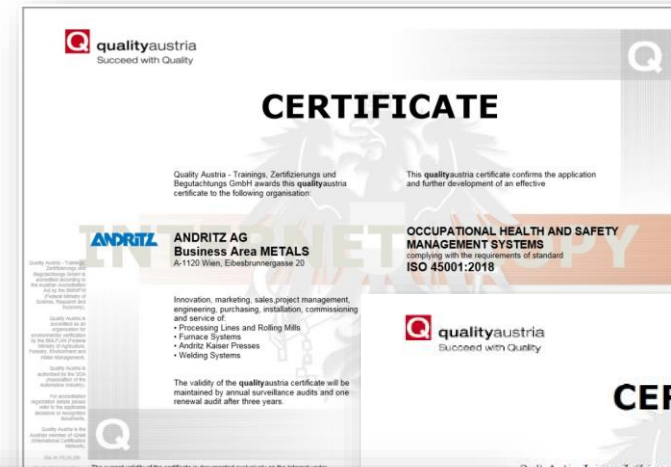
- Health, Safety and Environment
- Sustainability
- Research and development
- Project and site management
- Manufacturing and engineering
- Automation and digitalization
- Life-cycle full service



ANDRITZ METALS HEALTH, SAFETY AND ENVIRONMENT



- All locations of ANDRITZ Metals are already part of matrix certification, for the integrated QHSE Management System acc. to ISO 9001 and ISO 45001.
- Several locations are additional certified according to ISO 14001:2015



ANDRITZ METALS

HEALTH, SAFETY AND ENVIRONMENT



- When it comes to workplace safety, our goal is simple – **we do not want injuries or accidents at any time**
- **Safety begins with each individual employee.** We never take risks that could endanger ourselves or others during our jobs
- **We strive to eliminate accidents in all of our facilities** by ensuring a safe and healthy work environment and by looking for ways to continuously improve
- We comply with all safety laws and believe that **safety comes before anything else**



ANDRITZ METALS “SAFETY FIRST” PROGRAM



ANDRITZ "Safety First" program implemented at site

- Strong cooperation between all contractors at site
- High management commitment
- Strict control of site works to increase installation quality, safety and health of on-site staff
- Permanent high management compliance workgroup
- Extremely good safety numbers during the projects





Sustainability and customer focused service and technology leader for flat product processing

Sustainability is the main driver for innovation.

Strategic Focus:

- Green Hydrogen
- CO₂ emission reduction
- NO_x reduction
- Digitalization



ANDRITZ METALS RESEARCH AND DEVELOPMENT



Our innovation portfolio is based on the following focus areas:

- Environmentally sustainable production, circular economy: solutions for recycling waste acid and waste water, reducing CO2 and NOx emission and contributing to a toxic free environment
- Lightweight material for the automotive industry: new process technologies to produce also future generations of AHSS, TWBs and aluminum grades
- Digitalization: We combine domain know-how with automation and digitalization expertise! The four main pillars are increase asset value, increase product quality, improve production performance and secure sustainable production.



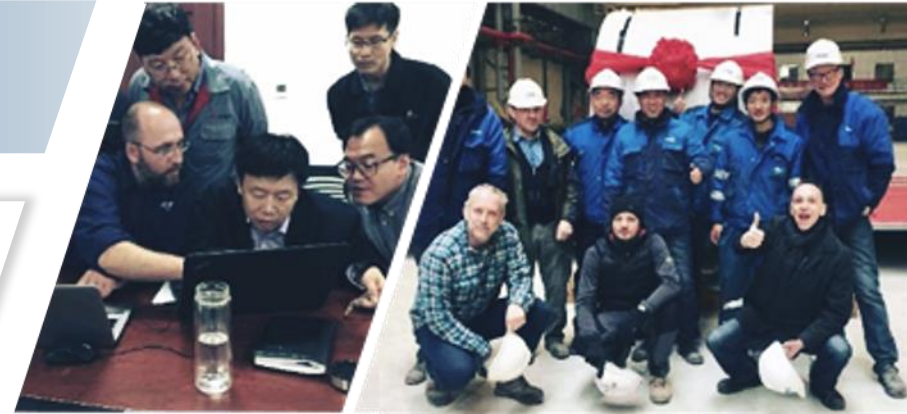
7 R&D centers in Europe and USA

ANDRITZ METALS PROJECT AND SITE MANAGEMENT



PROJECT MANAGEMENT

- Project set up with interdisciplinary international teams led by experienced project managers
- Coordination of design engineering and interfaces with customer and suppliers
- Effective communication with all involved parties and project stakeholders
- Professional document management
- Time scheduling and progress reporting for on-time delivery
- Efficient installation, commissioning and start-up



ANDRITZ METALS PROJECT AND SITE MANAGEMENT



SITE MANAGEMENT

- Wide range of site jobs ranging from very small field service orders to large scale full installation contracts
- Most capital contracts include:
 - Only supervision service
 - Installation in customer scope
- Couple of full installation / EPC contracts
- Typical large capital project:
 - Approx. 5000 SV man-days
 - Approx. MEUR 10-20 installation costs
- 100 specialized site supervisors globally



ANDRITZ METALS MANUFACTURING AND ENGINEERING



BENEFIT FROM OUR MANUFACTURING CAPABILITIES!

- Consistent technological development
- Consistent improvement of reliability
- Quality
- Service (upgrades, rebuilds, spare & wear parts)

STRATEGY

- Production of key components
- High- and consistent quality due to ANDRITZ manufacturing standard
- Excellent in engineering, design and planning



ANDRITZ METALS AUTOMATION



THE RIGHT CLICK FOR YOUR PLANT!

Functional, reliable and safety Electric and Automation systems from in-house automation know-how combined with expertise in process and mechanical design.

- Complete automation solutions from one source
- State of the art and consistent
- Short start-up times
- Smooth operations of ANDRITZ plants and technologies
- Supported by simulation models, digital twins, advanced process control technologies, and special sensors.
- Comprehensive lifetime services
- Global services network
- **Industry 4.0 READY**



ANDRITZ METALS AUTOMATION



LEVEL 3 (ERP)



LEVEL 2
(MES/AFC)



LEVEL 1
(PLC/OCS)



LEVEL 0
(Field)



ENGINEERED SUCCESS FOR FLAT PRODUCT PROCESSING

ANDRITZ combines domain know-how with automation and digitalization expertise!

Domain know-how

150+ years experience with more than 1030 processing lines, 330 rolling mills, 330 furnaces in the carbon steel, stainless steel, aluminum, welding and stamping industry.



Automation

Integrated technology solutions for our domain products with more than 35 years of experience in using automation software independent of the automation hardware supplier, e.g. Siemens, ABB, Rockwell, Yokogawa, and many more.



Digitalization

Metis UX platform with more than 50 apps for optimizing the quality and performance of our customers production with more than 50 reference



INTELLIGENT FLAT PRODUCT PROCESSING

For a world-class, flat steel producer who delivers the product exactly as requested, on time and with consistent quality

Increase asset value



- Risk-based maintenance
- Condition monitoring
- Anomaly detection
- Process change tracking
- Logbook
- Digital twin

Increase asset availability by up to 25%

> 50 references, thereof
> 15 in Metals

Increase product quality



- Intelligent CGL
- Coil quality mgmt.
- Data analytics
- Advanced furnace control
- Process model (picking, annealing)
- Intelligent rolling mill optimization
- Control performance assessment (CPA)

Minimize yield losses by up to 5%

> 60 references, thereof
> 45 in Metals

Improve production performance



- Manufacturing execution system (MES)
- Overall equipment efficiency (OEE)
- Cost/resource management
- Statistical process control (SPC)
- Plant floor management
- Alarm management
- Control performance assessment (CPA)
- Production information (PID)

Increase production output by up to 15%

> 40 references, thereof
> 20 in Metals

Secure sustainable production



- Utility and energy consumption
- Emission reduction (CO₂, NO_x)
- Intelligent acid management
- Cyber security

CO₂ reduction by up to 25%

> 30 references, thereof
> 15 in Metals

ANDRITZ METALS LIFE CYCLE FULL SERVICE

SERVICE ABILITY

- Outstanding service product portfolio - from spare parts to mill-wide maintenance outsourcing agreements
- Close cooperation with the mill's and service center operation and maintenance personnel
- Contribute to improved reliability, availability, and production while reducing overall operating costs

Service products and solutions

- Automation & control
- Engineered wear products
- Mill improvement
- Studies & field services
- Mill maintenance
- Remote Assistance
- Spare & replacement parts
- Upgrades & modernizations
- Rebuild & Retrofits
- Tooling



ANDRITZ METALS WORLDWIDE



1,260
EMPLOYEES

150+
YEARS
EXPERIENCE

7
INNOVATION
CENTERS

500+
EMPLOYEES
IN SERVICE



ANDRITZ METALS NEWS



2022/10/05

ANDRITZ to supply galvanizing furnace to Tatmetal (Tatçelik brand), Türkiye

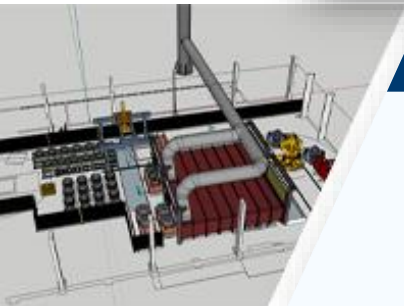
International technology group ANDRITZ has received an order from Tatmetal (Tatçelik brand), Türkiye, to supply a galvanizing furnace for a new coating line that will produce hot-rolled and cold-rolled material. [Read more](#)



2022/08/23

ANDRITZ acquires Sovema Group

Schuler, member of international technology Group ANDRITZ, has acquired the Italian Sovema Group to become a leading systems supplier of battery cell manufacturing solutions for the automotive industry and other sectors. [Read more](#)



2022/05/05

ANDRITZ to deliver wheel heat treatment line to CAF MiiRA

International technology group ANDRITZ has received an order from CAF MiiRA, Spain, to supply a wheel heat treatment line for the customer's location in Beasain, Spain. [Read more](#)



2022/03/28

ANDRITZ successfully starts up galvanizing line at Nucor Arkansas, USA

ANDRITZ Metals Germany (AMG), part of International technology group ANDRITZ has successfully started up the new galvanizing line supplied to Nucor Steel Arkansas in Hickman, Arkansas, USA. [Read more](#)



2022/02/22

ANDRITZ to supply new pickling and galvanizing line to Jiuquan Iron and steel (Group) Co., Ltd., China ANDRITZ has received an order from Jiuquan Iron and Steel (Group) Co., Ltd., China, to supply a new, high-capacity pickling and galvanizing line for hot-rolled carbon steel strip. [Read more](#)



2022/02/03

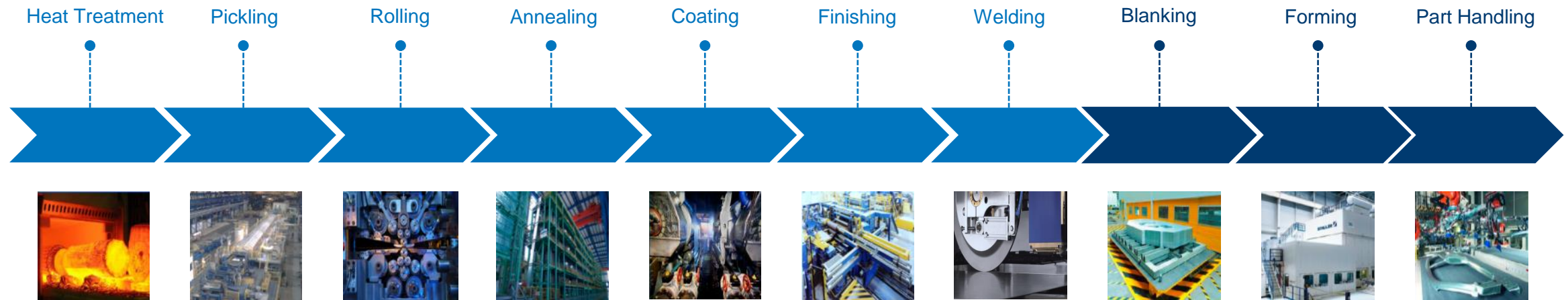
ANDRITZ and BFI develop new generation of shapemeter roll

ANDRITZ Metals Germany (AMG), part of international technology group ANDRITZ, and the VDEh-Betriebsforschungsinstitut (BFI) have entered into a collaboration to develop the latest generation of shapemeter roll. [Read more](#)

ANDRITZ METALS – SCHULER



Entire process chain from hot rolled strip to finished parts



ANDRITZ METALS core competences

Processing lines steel and aluminum strips, industrial furnace systems, and welding systems

Schuler core competences

Press shop equipment

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