



ANDRITZ GROUP

# INNOVATIVE TECHNOLOGIES FOR THE PLANET

A GLOBAL PARTNER FOR KEY INDUSTRIES THAT SHAPE THE WORLD

NOVEMBER 2021

**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

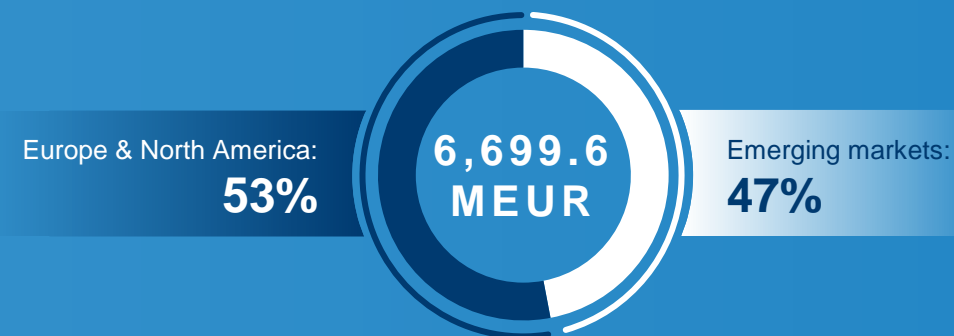


## GLOBAL PRESENCE

Headquarter  
**GRAZ,  
AUSTRIA**

Production sites and service/  
sales companies worldwide:  
**OVER 280**

## REVENUE BY REGION 2020 (%)



## KEY FINANCIAL FIGURES

	UNIT	Q1-Q3 2021	2020
<b>Order intake</b>	MEUR	5,052.8	6,108.0
<b>Order backlog</b> (as of end of period)	MEUR	7,341.9	6,774.0
<b>Revenue</b>	MEUR	4,548.5	6,699.6
<b>Net income</b> (including non-controlling interests)	MEUR	210.1	203.7
<b>Employees</b> (as of end of period; without apprentices)	-	26,789	27,232

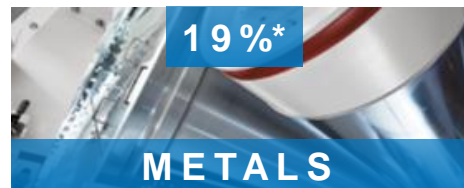
# A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



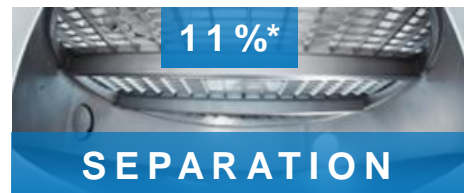
- Equipment for production of all types of pulp, paper, tissue, and board
- Boilers for power generation
- Flue gas cleaning systems
- Recycling and shredding solutions plants for the production of nonwovens and panelboard



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

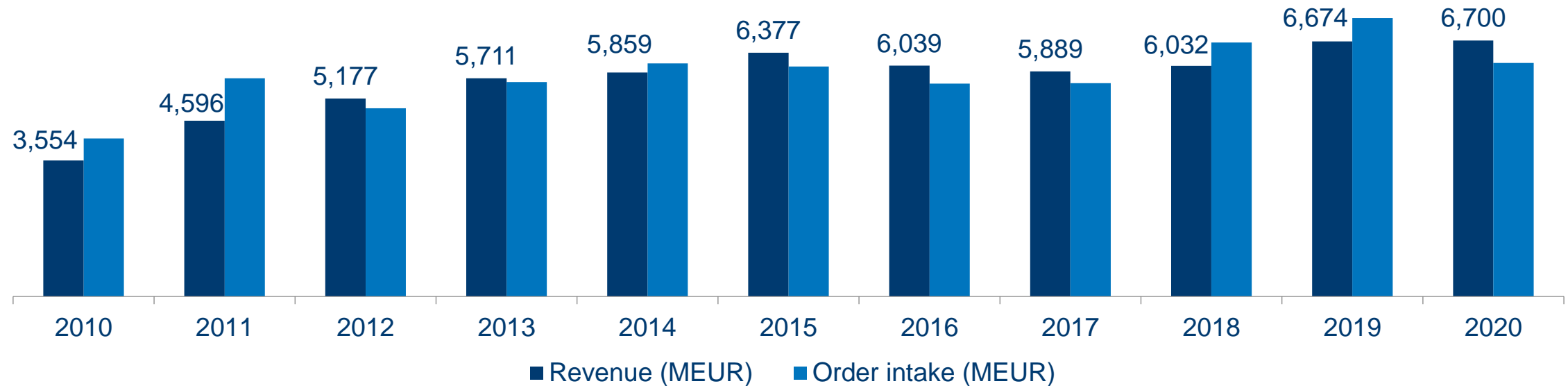


- Presses/press lines for metal forming (Schuler)
- Systems for production of stainless steel, carbon steel, and non-ferrous metal strip
- Industrial furnace plants



- 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 revenue 2010-2020:**  
+6.5% 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	2010	DMT/Biax	2000	Kohler	2006	VA TECH HYDRO	2000	UMT
2000	Lamb Baling Line	2011	AE&E Austria	2002	SELAS SAS Furnace Div.	2007	Tigép	2002	3SYS
2000	Voith Andritz Tissue	2011	Iggesund Tools	2004	Kaiser	2008	GE Hydro business	2004	Bird Machine
2002	ABB Drying	2011	Tristar Industries	2005	Lynson	2010	GEHI (JV)	2004	NETZSCH Filtration
2003	IDEAS Simulation	2011	Asselin-Thibeau	2008	Maerz	2010	Precision Machine	2004	Fluid Bed Systems
2003	Acutest Oy	2012	AES	2012	Bricmont	2010	Hammerfest Strøm	2005	Lenser Filtration
2003	Fiedler	2013	MeWa	2012	Soutec	2010	Ritz	2006	CONTEC Decanter
2004	EMS (JV)	2015	Euroslot	2013	Schuler	2011	Hemicycle Controls	2009	Delkor Capital Equipment
2005	Cybermetrics	2016	SHW CastingTechnologies	2013	FBB Engineering	2018	HMI	2009	Frautech
2005	Universal Dynamics Group	2017	Paperchine	2014	Herr-Voss Stamco			2010	KMPT
2006	Küstners	2018	Novimpianti	2016	Yadon			2012	Gouda
2006	Carbona	2018	Diatec	2016	AWEBA			2013	Shende Machinery
2006	Pilão	2018	Xerium	2017	Powerlase (80%)			2016	ANBO
2007	Bachofen + Meier	2019	Kempulp	2018	Farina Presse				
2007	Sindus	2020	Enviroburners	2018	ASKO				
2008	Kufferath	2021	Laroche						
2009	Rollteck	2021	GE Steam Power						
2010	Rieter Perfojet								

# 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

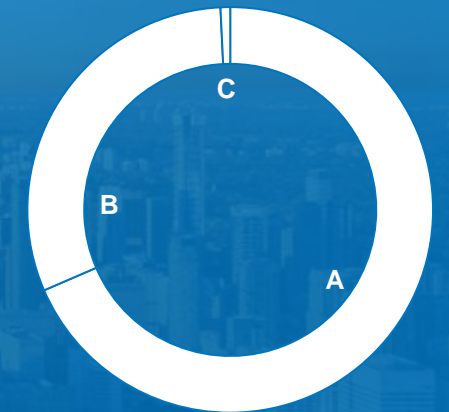
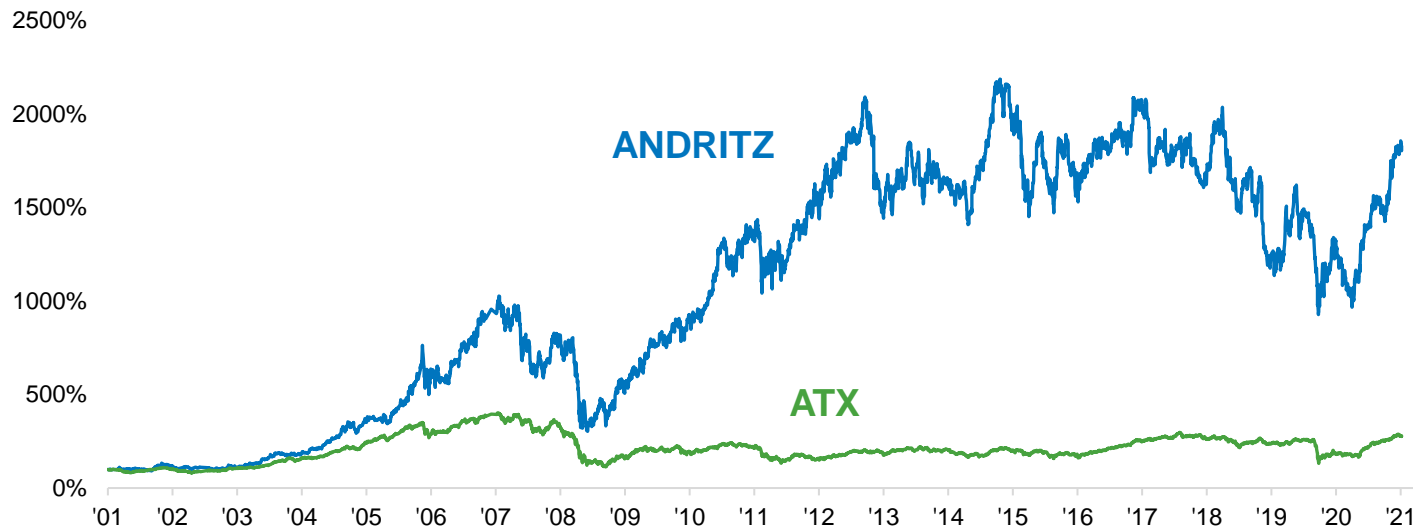
# ANDRITZ SHARE



PERFORMANCE Q1-Q3 2021: +26.1% (ATX: +31.6%)  
 PERFORMANCE SINCE IPO (JUNE '01): +1,698% (ATX: +196%)

## SHAREHOLDER STRUCTURE AS OF SEP. 30, 2021

### MARKET CAPITALIZATION (AS OF SEPTEMBER 30, 2021) 4.9 BILLION EUR



<b>A</b>	Free float	68.51%	} CEO Wolfgang Leitner
<b>B</b>	Custos Vermögensverwaltungs GmbH	30.72% + 1 share	
<b>C</b>	Cerberus Vermögensverwaltungs 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.



# OUR APPROACH TO SUSTAINABILITY



**Multi dimensional,  
comprehensive,  
and practice-  
oriented**

## OUR VISION

We are leader in sustainability  
in our chosen markets

### ENVIRONMENTAL

Sustainable solutions  
Climate protection  
Protection of resources

### SOCIAL

Attractive employer  
Occupational Health  
& Safety

### GOVERNANCE

Fair and ethical  
business practices  
Risk management  
Responsible Supplier relations

**Innovation & Digitalization**

**Stakeholder management**

**Corporate Compliance**

**Focus  
Foundation**

# SUSTAINABLE SOLUTIONS AND PRODUCTS (I)



ANDRITZ ALREADY REALIZES AROUND 45% OF ITS REVENUE FROM SUSTAINABLE SOLUTIONS AND PRODUCTS

**ANDRITZ'S GREEN PRODUCTS** help to protect the environment and contribute towards decarbonization or carbon neutrality



## PULP & PAPER

- Recovery boilers
- Steam generating plants
- Biomass boilers
- Drying and pelleting of biomass
- Recycling technologies
- Energy generation from waste of papermaking processes
- Flue gas cleaning plants
- Exhaust gas cleaning for vessels



## METALS

- Schuler presses / press lines for battery cases and electric vehicles
- Lightweight material for automotive applications to reduce CO<sub>2</sub> emission
- Technologies to recycle rinse water, reduce NO<sub>x</sub> and CO<sub>2</sub> emissions, and avoid toxic substances

# SUSTAINABLE SOLUTIONS AND PRODUCTS (II)



ANDRITZ ALREADY REALIZES AROUND 45% OF ITS REVENUE FROM SUSTAINABLE SOLUTIONS AND PRODUCTS

**ANDRITZ'S GREEN PRODUCTS** help to protect the environment and contribute towards decarbonization or carbon neutrality



## HYDRO

- Electromechanical equipment and services for hydropower plants
- Operation & maintenance



## SEPARATION

- Municipal and industrial wastewater treatment
- Thermal sludge treatment
- Production of biomass pellets



## AUTOMATION

- With Metris - ANDRITZ Digital Solutions customers are able to reduce the consumption of any raw materials and energy, as well as to reduce greenhouse gases

# ESG GOALS AT A GLANCE



## REDUCE GREEN HOUSE GAS EMISSIONS

By 50% until 2025



## SUSTAINABLE SOLUTIONS AND PRODUCTS

50% of the revenue

## AUDITED SUPPLIERS BY 2025\*

85% of supply volume



## REDUCE ACCIDENT FREQUENCY RATE

By 30% every year

## REDUCE WASTE VOLUME

By 10% until 2025



## REDUCE WATER CONSUMPTION

By 10% until 2025

# SAFETY AT ANDRITZ



We strive for **ZERO ACCIDENTS**

## OVER THE PAST YEARS

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

## TARGET 2021

Reduce the AFR\*  
**BY FURTHER 30%**  
(compared to 2020)

**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



## 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

