



ANDRITZ GROUP

RESULTS Q1 2023

APRIL 27, 2023

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | CHANGE IN REPORTING STRUCTURE

2 | Q1 2023 AT A GLANCE

3 | PERFORMANCE Q1 2023

4 | UPDATE OF BUSINESS AREAS

5 | OUTLOOK

CHANGE IN REPORTING STRUCTURE (I)



Adjusting ANDRITZ' product portfolio according to markets and business model

- The **Pumps business** (previously reported in the Hydro business area) and some products of the Pulp & Paper business area that are mainly supplied to customers outside the pulp & paper industry will be reported in the **Separation business area** as of January 1, 2023
- The reference figures of the previous year have been adjusted to match the new reporting structure
- Reporting changes by business area (based on rounded FY 2022 results):

Business area	Order intake FY 2022	Revenue FY 2022	EBITA Margin FY 2022
Pulp & Paper	-80 MEUR	-77 MEUR	-0.0%
Hydro	-236 MEUR	-226 MEUR	-1.9%
Separation	+318 MEUR	+303 MEUR	+1.8%

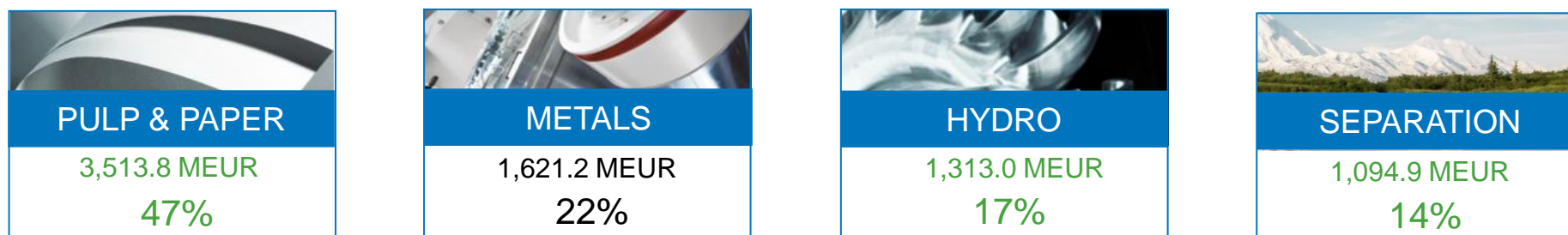
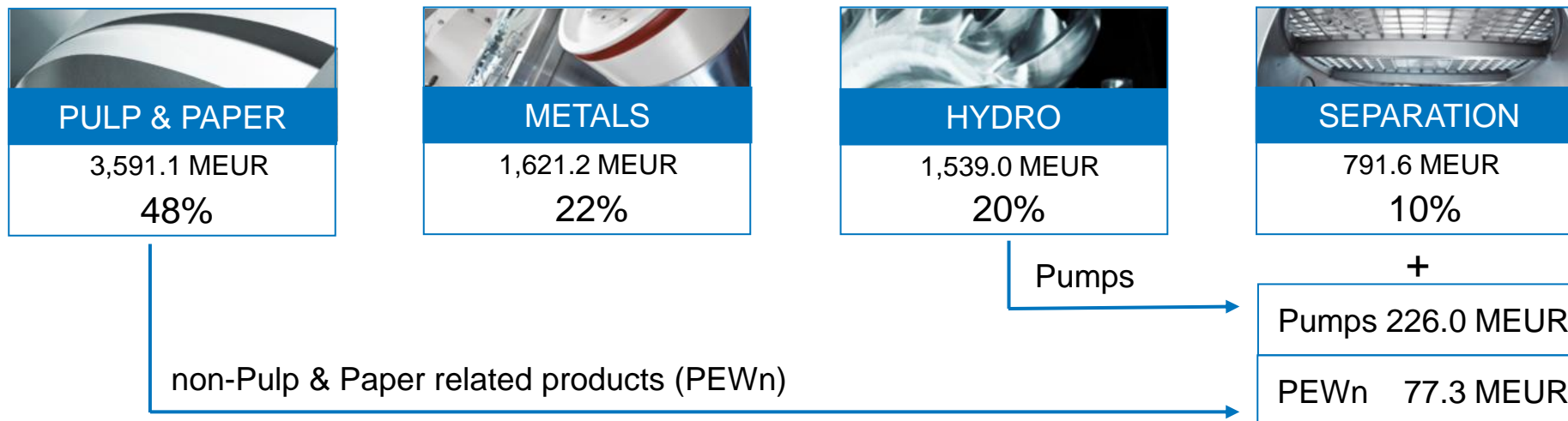


CHANGE IN REPORTING STRUCTURE (II)



Adjusting ANDRITZ' product portfolio according to markets and business model

Based on Revenue FY 2022



SEPARATION MARKETS

- Pulp & Paper
- Energy
- Minerals & Mining
- Chemicals
- Iron and Steel
- Oil & Gas
- Water

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FAVORABLE BUSINESS DEVELOPMENT IN Q1 2023



Financial highlights

GROUP ORDER INTAKE
2.4 billion EUR

(Q1 2022: 2.6 billion EUR / -7%)

GROUP REVENUE
2.0 billion EUR

(Q1 2022: 1.5 billion EUR / +29%)

GROUP
ORDER BACKLOG
10.4 billion EUR

(Q1 2022: 9.4 billion EUR / +10%)

EBITA (reported)
159 MEUR

(Q1 2022: 122 MEUR / +30%)

NET INCOME
103 MEUR

(Q1 2022: 70 MEUR / +46%)

NET LIQUIDITY
907 MEUR

(Q1 2022: 903 MEUR / +0%)

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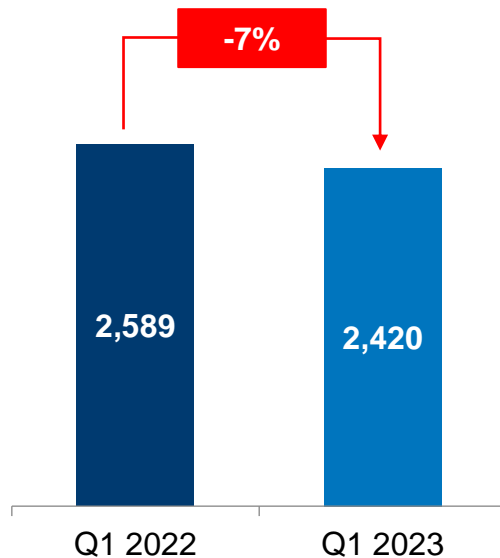
5 | OUTLOOK



GROUP ORDER INTAKE REACHED A FAVORABLE LEVEL

Pulp & Paper and Hydro below Q1 2022, which included larger orders; Metals significantly up

ORDER INTAKE*

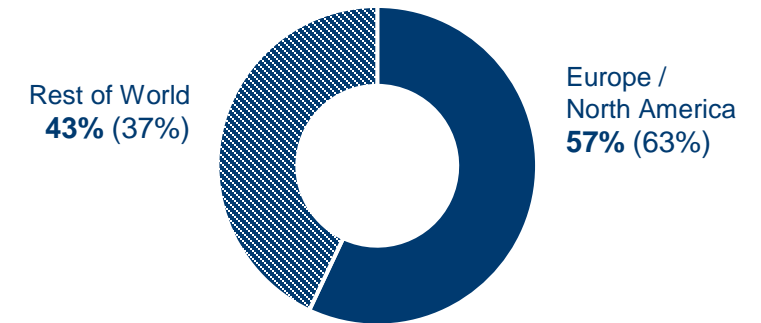


ORDER INTAKE BY BUSINESS AREA*

	Q1 2023	Q1 2022	+/-
Pulp & Paper	993	1,079	-8%
Metals	670	501	+34%
Hydro	429	704	-39%
Separation	328	305	+8%

ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



- **Pulp & Paper:** Capital business down compared to Q1 2022, which included a large pulp mill order from China; Service business increased order intake q/q
- **Metals** strongly up q/q, driven by Metals Forming (receipt of a major order for a press line in Asia); Metals Processing well above previous year's reference period
- **Hydro** significantly below Q1 2022 level, which included a large modernization contract in Mexico

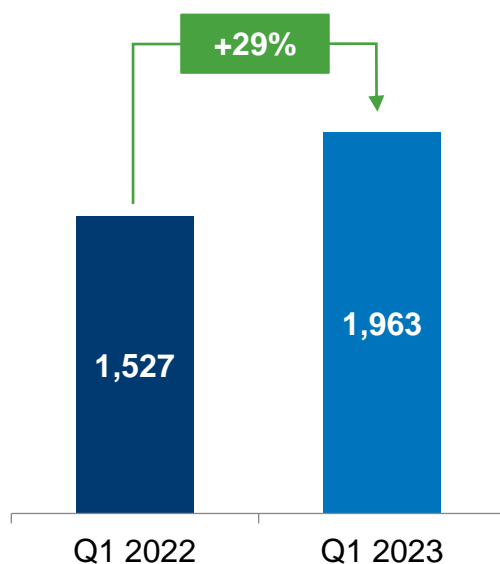
*IN MEUR

SIGNIFICANT INCREASE OF REVENUE



Increase in all four business areas as a result of the very favorable order intake development

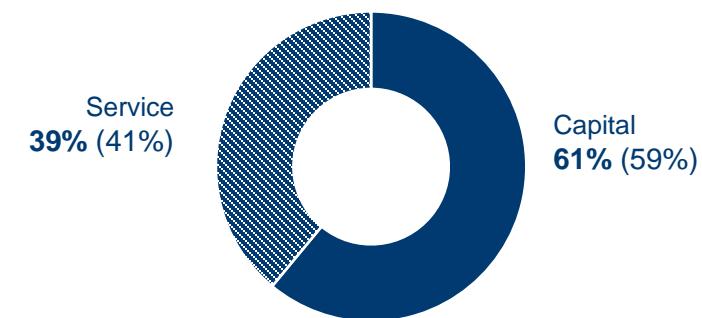
REVENUE*



REVENUE BY BUSINESS AREA*

	Q1 2023	Q1 2022	+/-
Pulp & Paper	908	695	+31%
Metals	422	357	+18%
Hydro	356	248	+44%
Separation	277	227	+22%

REVENUE SPLIT: CAPITAL / SERVICE
Q1 2023 VS. Q1 2022 (%)



- **Pulp & Paper** and **Hydro**: Revenue sharply up q/q as a result of the very good order intake development of the last year
- **Metals** and **Separation**: Significant increase in revenue compared with Q1 2022

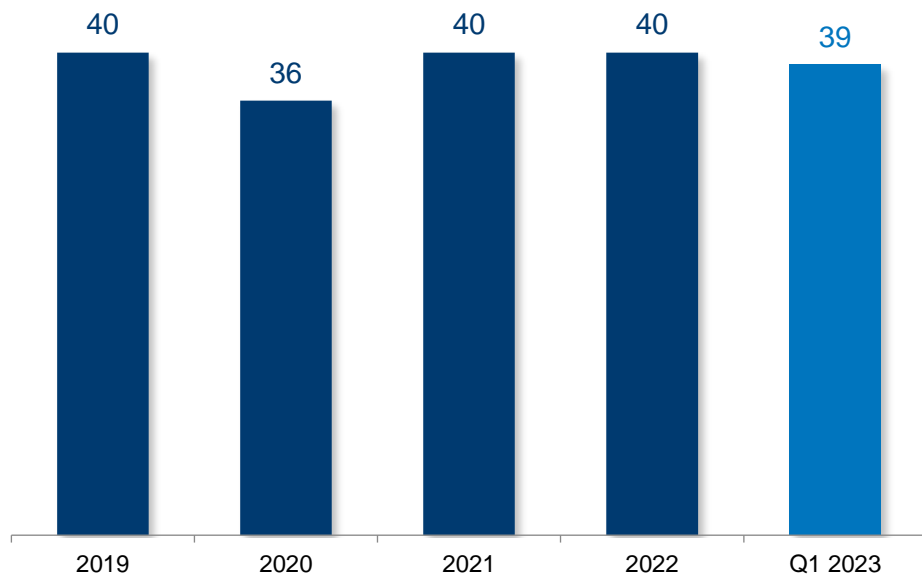
*IN MEUR

STABLE AND RECURRING SERVICE BUSINESS SUPPORTS PROFITABILITY

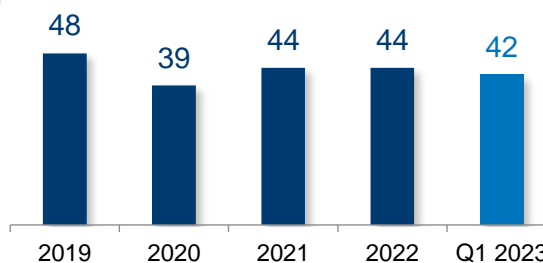


Share of Group and business area revenue in %

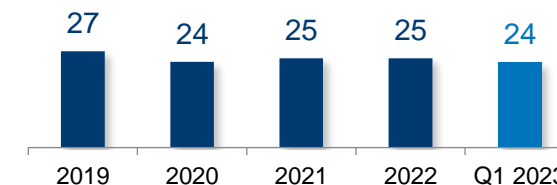
ANDRITZ GROUP



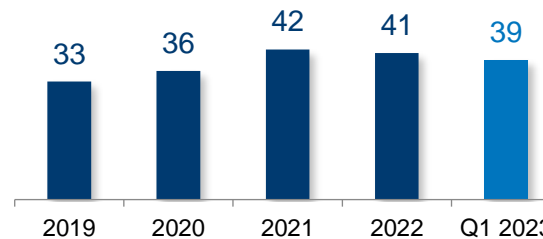
PULP & PAPER



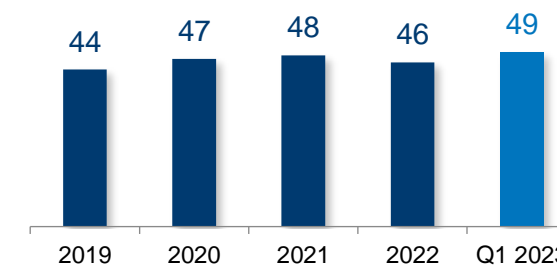
METALS



HYDRO



SEPARATION

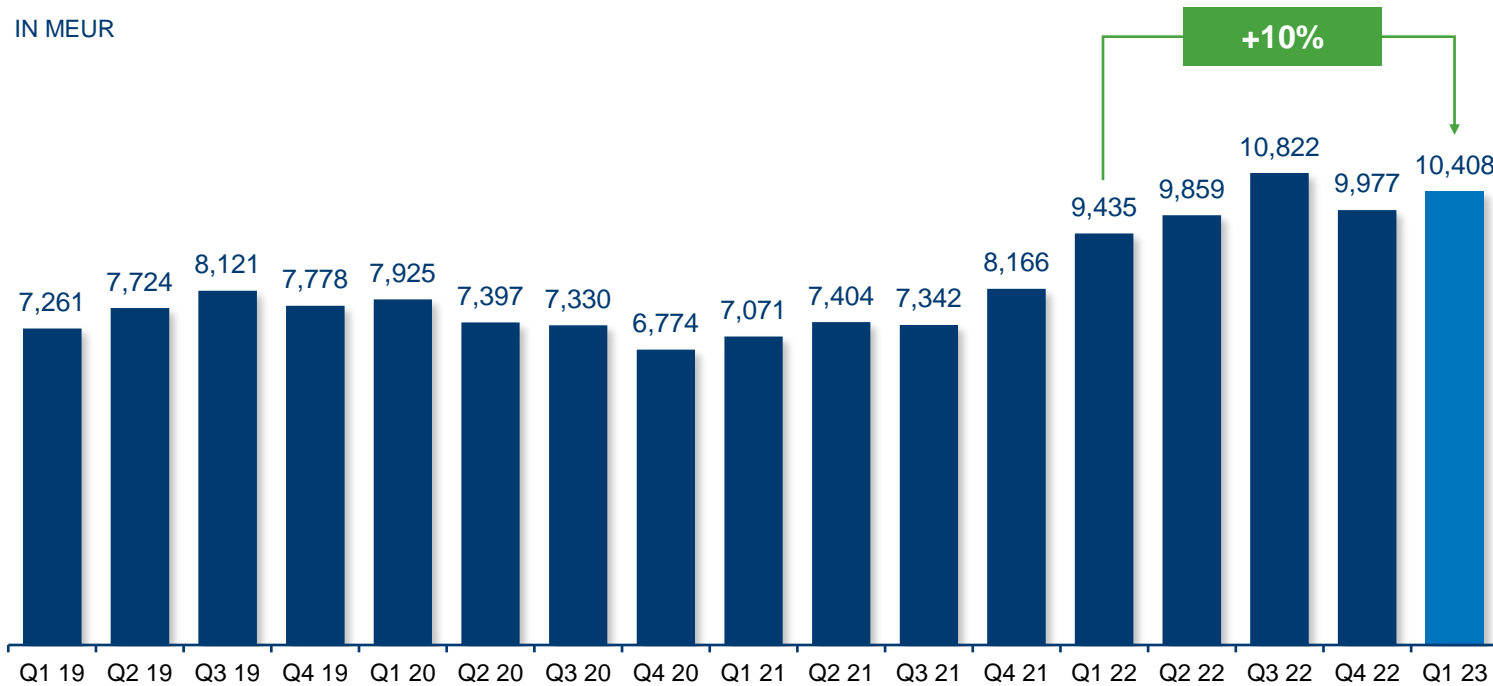


ORDER BACKLOG AT 10.4 BILLION EUROS AS OF END OF Q1 2023



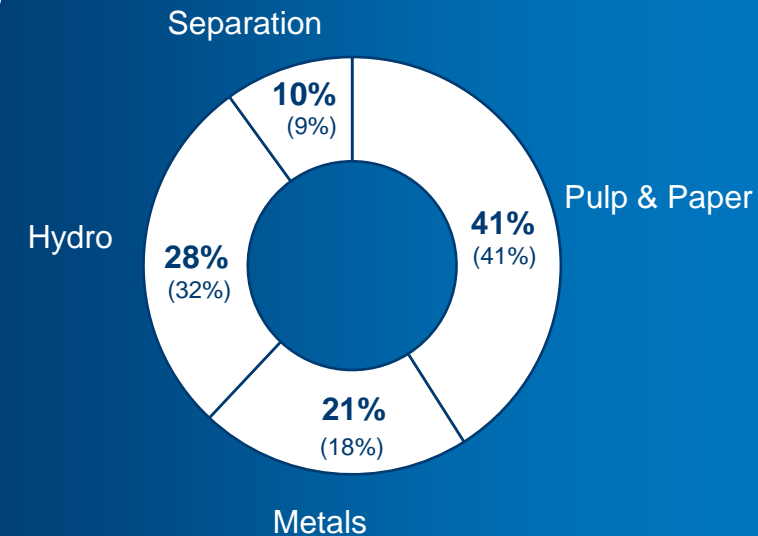
Pulp & Paper and Hydro account for ~70% of total order backlog

IN MEUR



ORDER BACKLOG BY BUSINESS AREA

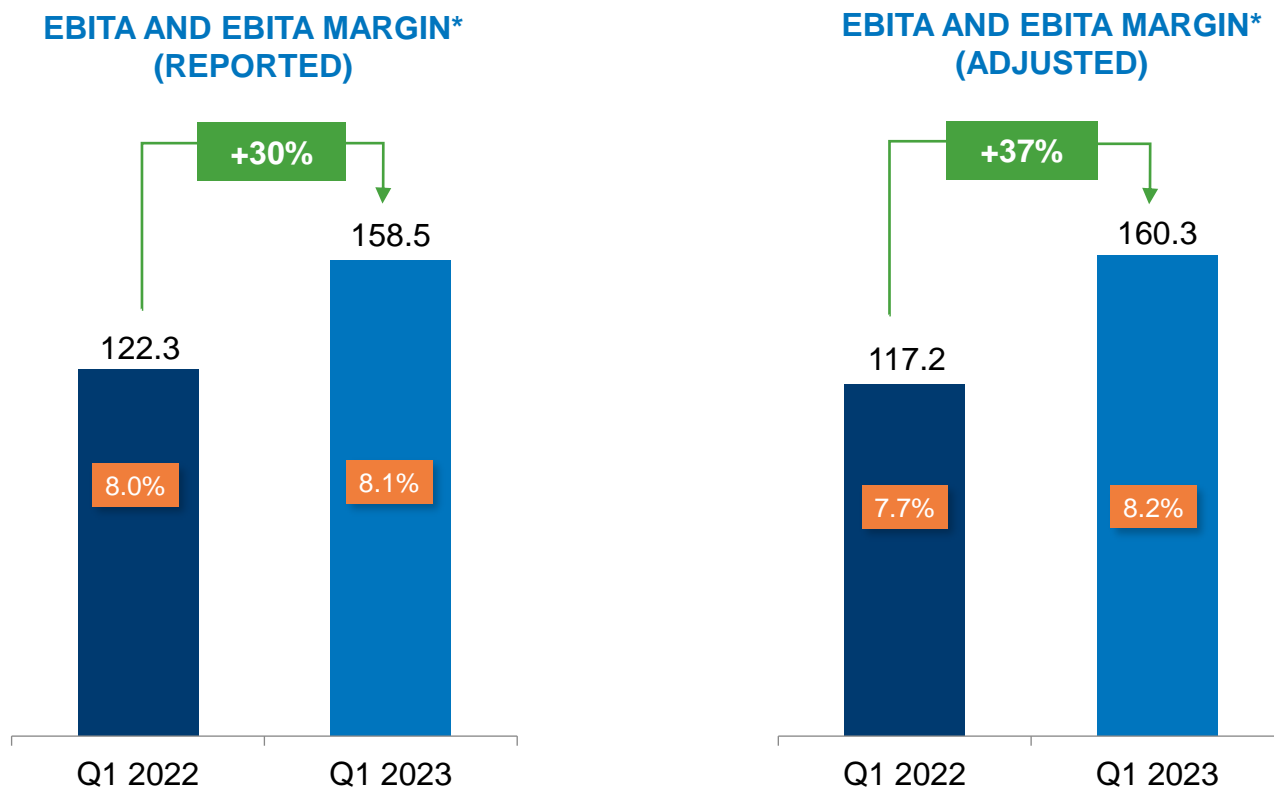
Q1 2023 VS. Q1 2022



EARNINGS SIGNIFICANTLY UP; PROFITABILITY IMPROVED VS. Q1 2022



Profitability increase in Metals and Separation



EBITA (reported) significantly up.
Profitability at 8.1% (Q1: 2022: 8.0%)

EBITA margin (adjusted) increased to 8.2% (Q1 2022: 7.7%). Profitability in Metals continued its upward trend

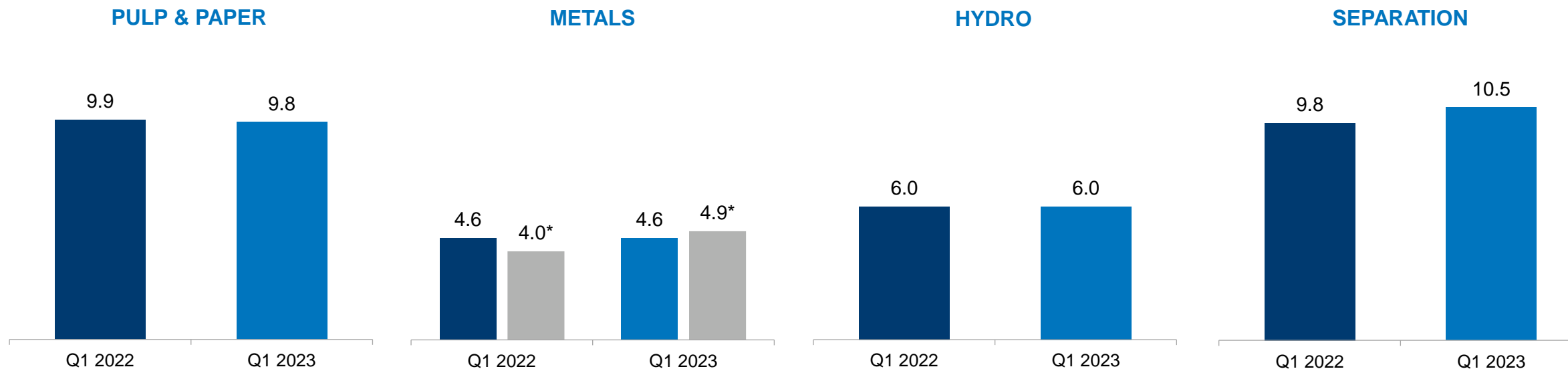
In total, net extraordinary items of around -2 MEUR in Q1 2023 (smaller restructuring measures). Q1 2022 was related to extraordinary income, mainly due to property sale in Metals of around +5 MEUR

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

PROFITABILITY BY BUSINESS AREA



EBITA margin (reported, in %)



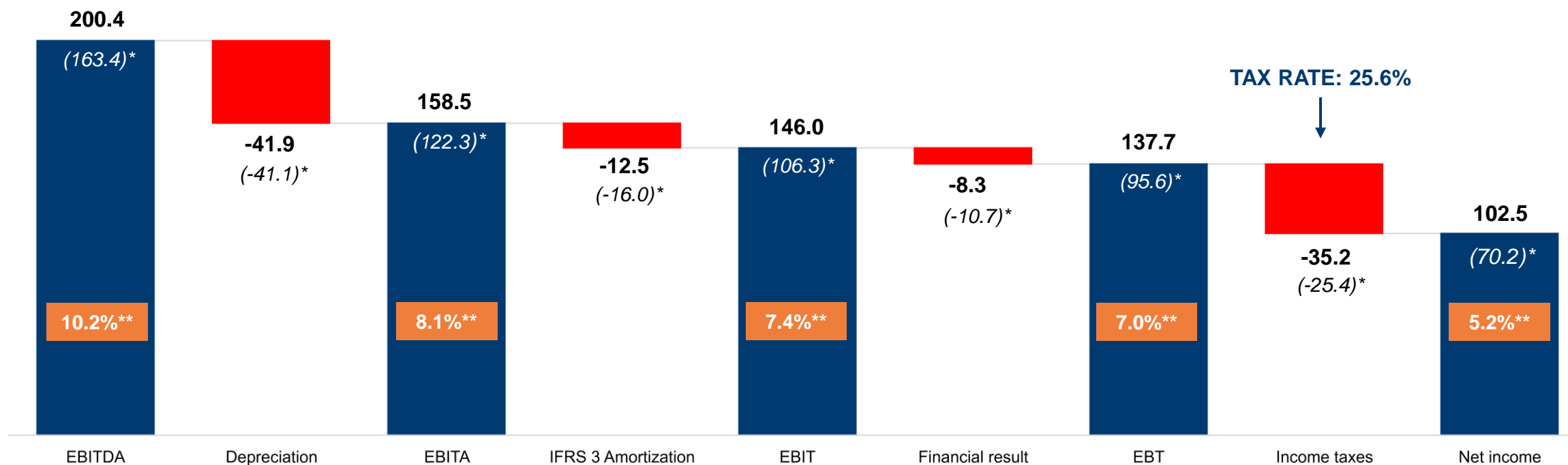
* EBITA margin adjusted by extraordinary items

- **Pulp & Paper** and **Hydro** profitability remained stable
- **Metals** and **Separation** margin increased

EBITDA – NET INCOME BRIDGE



IN MEUR

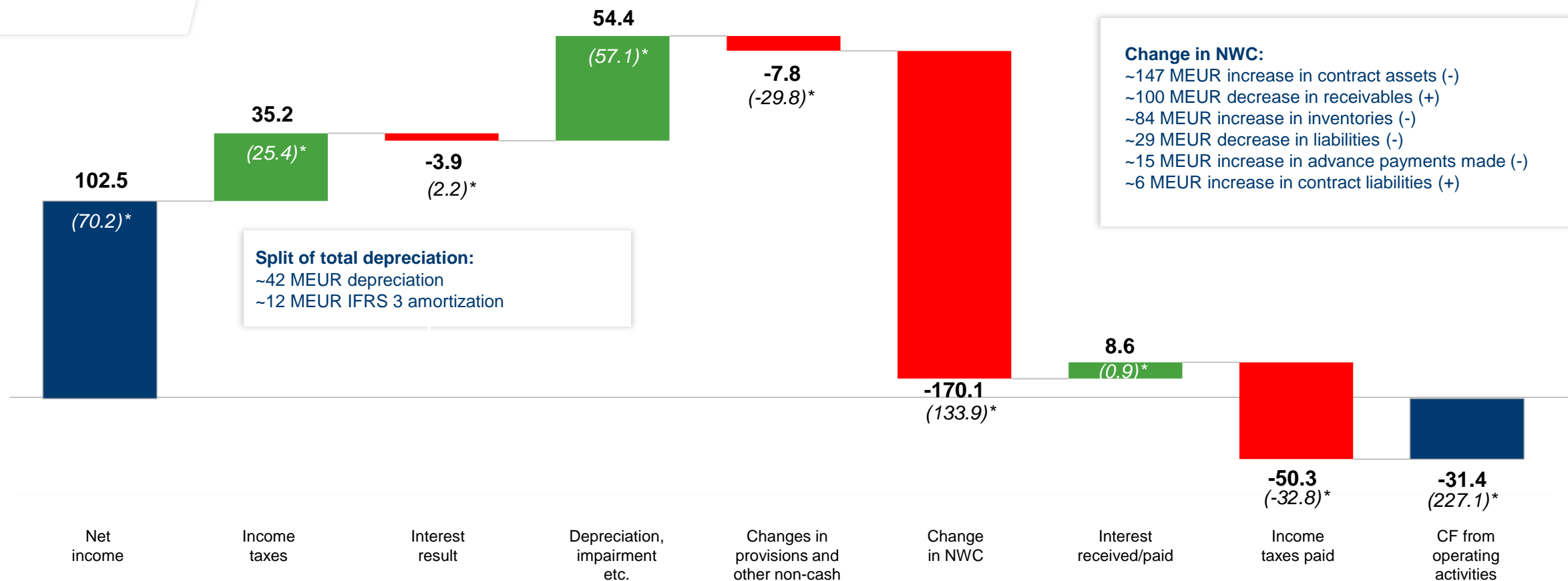


* () Q1 2022
 ** % of total revenue

CASH FLOW FROM OPERATING ACTIVITIES



IN MEUR



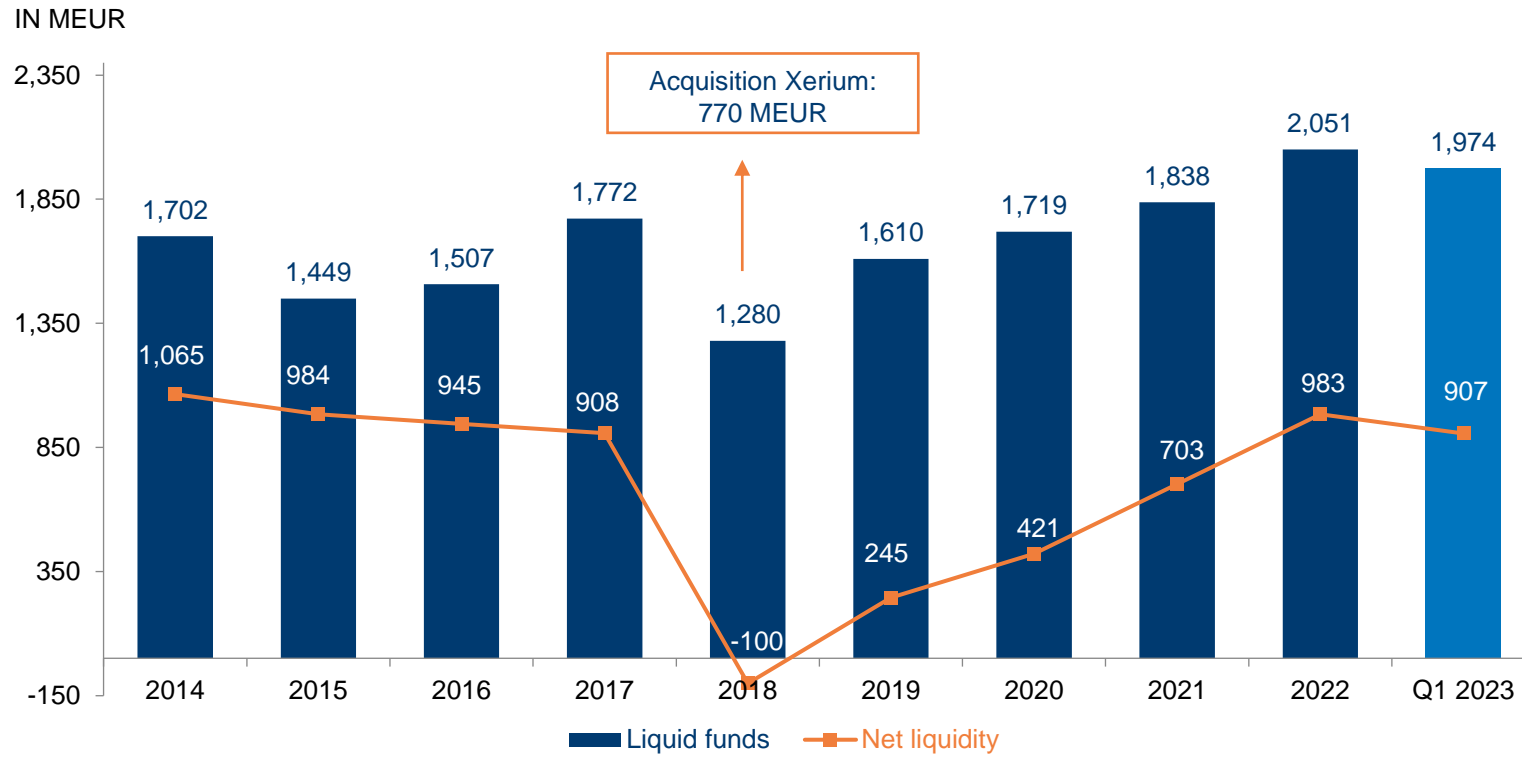
* () Q1 2022

SOLID FINANCIAL POSITION



Gross liquidity of ~2.0 billion euros, net liquidity at ~900 million euros

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



Strong increase in net liquidity of ~1 bn EUR since 2018

Decline in net liquidity since end of 2022, mainly due to **change in net working capital**, however at a solid level of around 900 MEUR

KEY FIGURES Q1 2023 AT A GLANCE



	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	2,420.2	2,588.6	-6.5%	9,263.4
Order backlog (as of end of period)	MEUR	10,407.8	9,435.1	+10.3%	9,976.5
Revenue	MEUR	1,962.6	1,526.9	+28.5%	7,542.9
EBITDA	MEUR	200.4	163.4	+22.6%	825.5
EBITDA margin	%	10.2	10.7	-	10.9
EBITA	MEUR	158.5	122.3	+29.6%	648.5
EBITA margin	%	8.1	8.0	-	8.6
Earnings Before Interest and Taxes (EBIT)	MEUR	146.0	106.3	+37.3%	572.7
Financial result	MEUR	-8.3	-10.7	+22.4%	-31.8
Earnings Before Taxes (EBT)	MEUR	137.7	95.6	+44.0%	540.9
Net income (including non-controlling interests)	MEUR	102.5	70.2	+46.0%	402.6
Cash flow from operating activities	MEUR	-31.4	227.1	-113.8%	710.8
Capital expenditure	MEUR	48.4	39.1	+23.8%	184.4
Liquid funds	MEUR	1,974.1	1,962.9	+0.6%	2,051.1
Net liquidity	MEUR	906.8	902.9	+0.4%	983.0
Net working capital	MEUR	-136.8	-252.1	+45.7%	-324.4
Employees (as of end of period; without apprentices)	-	29,670	27,108	+9.5%	29,094

Decrease in cash flow
mainly due to **change in
net working capital**



Increase in net working capital
mainly due execution of large projects
(PP, HY) and increase in inventory

Employees +2,562 versus Q1 2022,
thereof around 1,200 out of acquisitions

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TWO NEW MEMBERS TO EXECUTIVE BOARD



As of April 1, 2023



Frédéric Sauze

Member of the Executive Board
Hydro business area

- In the energy business over 30 years
- With ANDRITZ since 2013
- French citizen



Dietmar Heinisser

Member of the Executive Board
Separation business area

- With ANDRITZ for 25 years
- Austrian citizen

Wolfgang Semper, member of the Executive Board since 2011, with responsibility for the Hydro business area has retired end of March 2023

Humbert Köfler, member of the Executive Board since 2007, with responsibility for the Pulp & Paper Service and Separation business units, will retire in September 2023

PULP & PAPER: CONTINUED FAVORABLE BUSINESS DEVELOPMENT



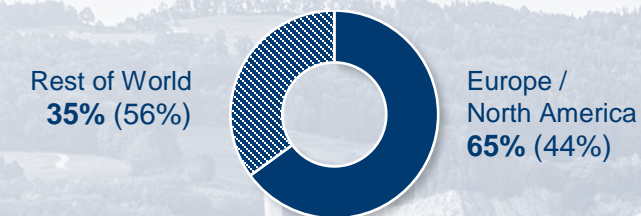
Strong increase in revenue and earnings; profitability slightly down

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	993.3	1,079.3	-8.0%	4,296.4
Order backlog (as of end of period)	MEUR	4,279.5	3,836.0	+11.6%	4,207.8
Revenue	MEUR	907.9	695.1	+30.6%	3,513.8
EBITDA	MEUR	109.7	88.8	+23.5%	462.1
EBITDA margin	%	12.1	12.8	-	13.2
EBITA	MEUR	88.7	68.7	+29.1%	378.9
EBITA margin	%	9.8	9.9	-	10.8
Employees (as of end of period; without apprentices)	-	13,891	11,955	+16.2%	13,525

- **Order intake** below high level of Q1 2022, which included a large pulp mill order from Asia; Service business increased order intake q/q
- **Revenue** significantly up q/q due to the good order intake development in the last quarters and years
- **Earnings** strongly up q/q in line with revenue; **profitability** slightly down

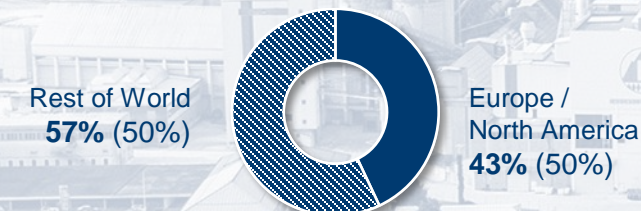
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

Q1 2023 VS. Q1 2022 (%)



METALS: STRONG INCREASE IN ORDER INTAKE AND REVENUE



Earnings significantly up q/q in line with revenue

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	669.4	501.4	+33.5%	2,008.6
Order backlog (as of end of period)	MEUR	2,167.8	1,704.8	+27.2%	1,938.1
Revenue	MEUR	421.8	356.5	+18.3%	1,621.2
EBITDA	MEUR	28.7	24.9	+15.3%	100.9
EBITDA margin	%	6.8	7.0	-	6.2
EBITA	MEUR	19.5	16.3	+19.6%	62.3
EBITA margin	%	4.6	4.6	-	3.8
Employees (as of end of period; without apprentices)	-	6,166	6,019	+2.4%	6,085

- **Order intake** sharply up q/q, mainly due to the Metals Forming sector (Schuler), which received a larger press line order from Asia; Metals Processing well above Q1 2022 level
- Significant increase in **revenue** q/q
- **Earnings** up q/q; **profitability (reported)** remained solid; increase in **EBITA margin adjusted by extraordinary items**

ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



HYDRO: GOOD BUSINESS DEVELOPMENT



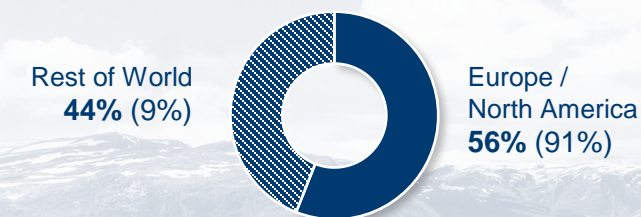
Revenue and earnings favorably up q/q; solid margin

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	429.3	703.5	-39.0%	1,720.5
Order backlog (as of end of period)	MEUR	2,963.6	2,987.4	-0.8%	2,878.4
Revenue	MEUR	355.6	247.7	+43.6%	1,313.0
EBITDA	MEUR	28.1	22.5	+24.9%	107.7
EBITDA margin	%	7.9	9.1	-	8.2
EBITA	MEUR	21.3	14.9	+43.0%	72.3
EBITA margin	%	6.0	6.0	-	5.5
Employees (as of end of period; without apprentices)	-	6,219	5,875	+5.9%	6,102

- **Order intake** significantly below Q1 2022 level, which included a large modernization contract in Mexico
- **Revenue** strongly up q/q due to high order intake in previous year
- **Earnings** increased significantly; **profitability** remained at solid level

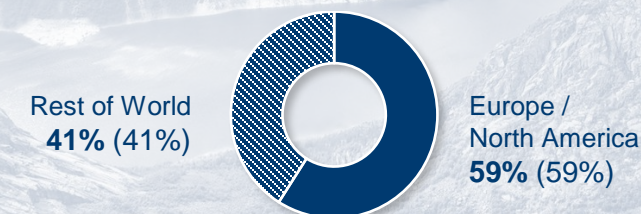
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

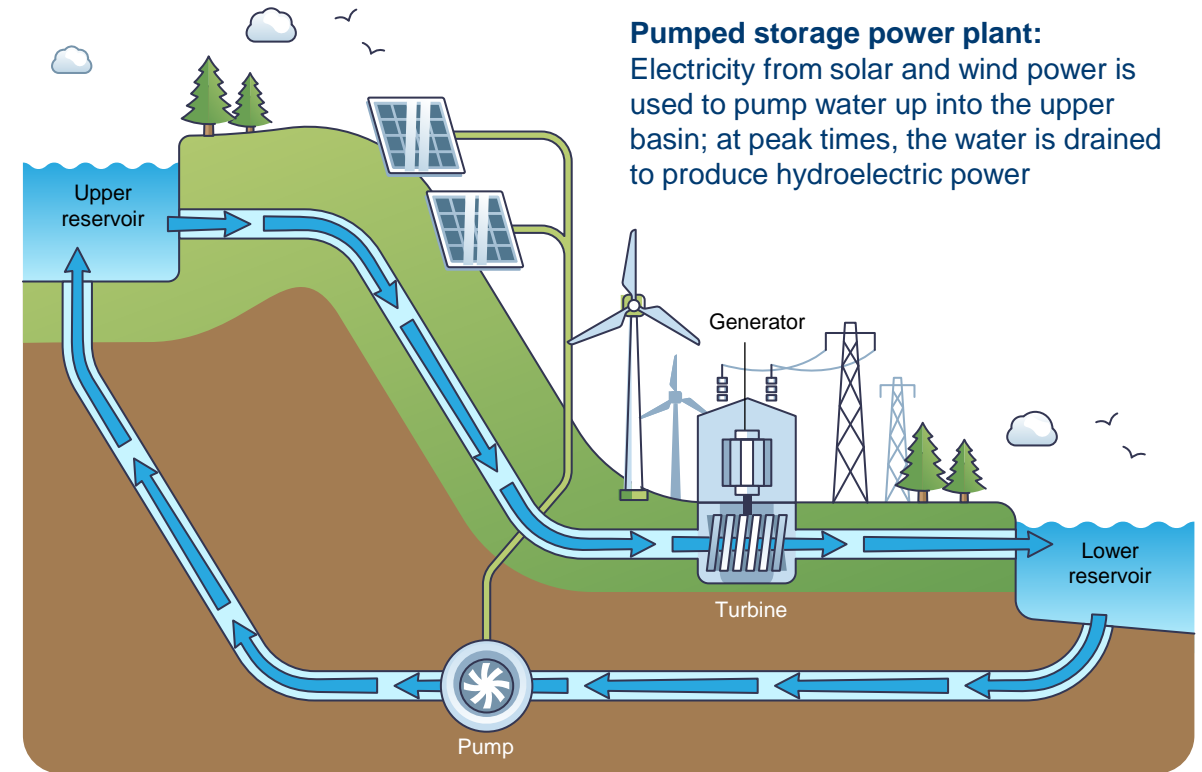
Q1 2023 VS. Q1 2022 (%)



GREENKO PARTNERS WITH ANDRITZ FOR INTELLIGENT 24/7 GREEN ENERGY STORAGE



- Greenko is the largest Indian producer of electricity from exclusively renewable energy sources
 - Currently operates 7.5 GW capacity of renewable energy assets across 15 states in India
- Intermittency in both renewable power generation and customers' power consumption makes it difficult to guarantee supply on demand
- To provide customers with **24/7 carbon free energy**, they are developing a unique platform of energy storage using **off-the-river pumped storage hydro technology**



GREENKO AWARDED ANDRITZ IN 2020 WITH ITS FIRST PUMPED STORAGE PLANT



A repeat order was awarded in 2022



PSP Pinnapuram, India

1,680 MW

Pumped hydroelectric storage plant from ANDRITZ

- Operating in combination with solar plants and wind farms
- Commercial operation starts in 2024



PSP Gandhi Sagar, India

1,440 MW (expandable to 1,680 MW)

Pumped hydroelectric storage plant from ANDRITZ

- Operating in combination with solar plants and wind farms
- Commercial operation starts in 2025

SEPARATION: VERY FAVORABLE BUSINESS DEVELOPMENT



Profitability increased q/q

	UNIT	Q1 2023	Q1 2022	+/-	2022
Order intake	MEUR	328.2	304.4	+7.8%	1,237.9
Order backlog (as of end of period)	MEUR	996.9	906.9	+9.9%	952.2
Revenue	MEUR	277.3	227.6	+21.8%	1,094.9
EBITDA	MEUR	33.9	27.2	+24.6%	154.8
EBITDA margin	%	12.2	12.0	-	14.1
EBITA	MEUR	29.0	22.4	+29.5%	135.0
EBITA margin	%	10.5	9.8	-	12.3
Employees (as of end of period; without apprentices)	-	3,394	3,259	+4.1%	3,382

- **Order intake** up q/q; Both the solid/liquid separation and the pumps sector showed very good development; feed & biofuel sector with stable development
- **Significant increase in revenue** q/q as a result of the very good order intake development of the last quarters
- **Earnings and profitability** at very favorable level

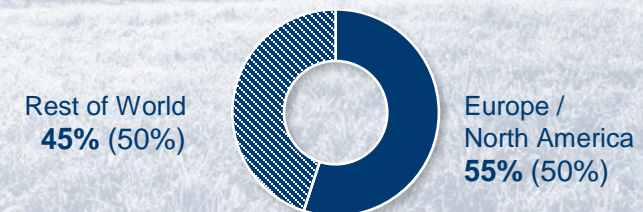
ORDER INTAKE BY REGION

Q1 2023 VS. Q1 2022 (%)



REVENUE BY REGION

Q1 2023 VS. Q1 2022 (%)



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MARKET OUTLOOK AND FINANCIAL GUIDANCE



Financial guidance 2023 confirmed



MARKET OUTLOOK

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

Economic and geopolitical challenges are closely monitored

FINANCIAL GUIDANCE FOR 2023 confirmed

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



ANDRITZ GROUP

RESULTS Q1 2023

APRIL 27, 2023

ANDRITZ

ENGINEERED SUCCESS