



ANDRITZ GROUP

RESULTS Q1 2022

APRIL 29, 2022

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | Q1 2022 AT A GLANCE

2 | PERFORMANCE Q1 2022

3 | UPDATE OF BUSINESS AREAS

4 | OUTLOOK

PrimeLine™
SPECIALTY

VERY FAVORABLE BUSINESS DEVELOPMENT IN Q1 2022



ANDRITZ GROUP key figures at a glance

VERY HIGH GROUP ORDER INTAKE AT 2.6 BN EUROS

Very favorable development across
all four business areas

Pulp & Paper significantly up, receipt
of large pulp mill order in China

Metals and **Separation** up q/q

Hydro sharply up, booking of
large part of Mexican modernization
order

Record order backlog
at 9.4 bn euros

GROUP REVENUE AT 1.5 BILLION EUROS SLIGHTLY INCREASED

Revenue in **Pulp & Paper** basically
flat compared to Q1 2021

Metals and **Separation** increased q/q,
compensating the decline of revenue in **Hydro**

EBITA AT 122 MEUR AND MARGIN AT 8.0%

All four business areas achieved
increases in earnings and profitability

Continued very favorable profitability in
Pulp & Paper and **Separation**

Earnings and **margin** in **Metals** improved,
still at a low level, however continuing upward trend

Hydro margin up q/q

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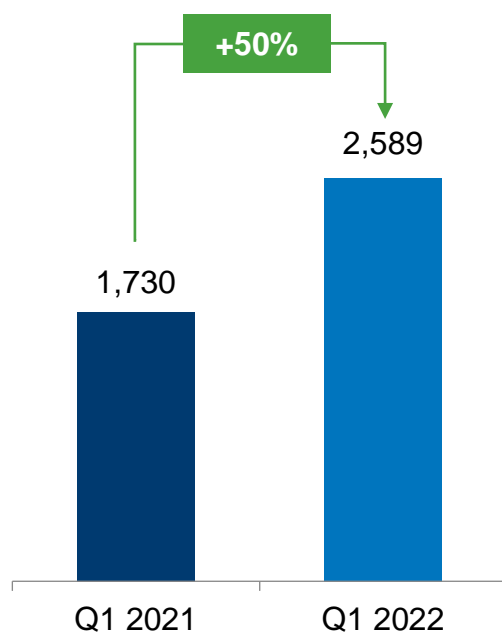
4 | OUTLOOK

VERY HIGH GROUP ORDER INTAKE



All four business areas increased order intake significantly

ORDER INTAKE*



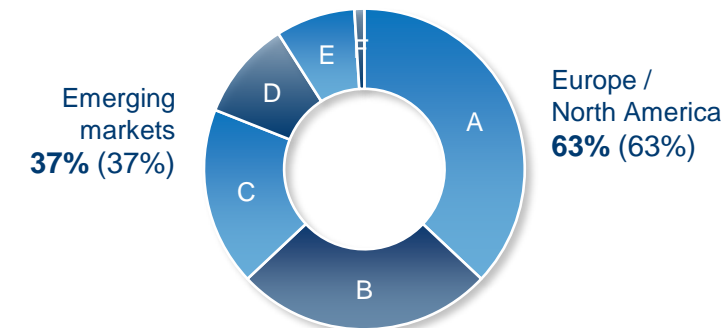
ORDER INTAKE BY BUSINESS AREA*

	Q1 2022	Q1 2021	+/-
Pulp & Paper	1,106	846	+31%
Metals	501	429	+17%
Hydro	756	284	+166%
Separation	225	171	+32%

*IN MEUR

ORDER INTAKE BY REGION

Q1 2022 VS. Q1 2021 (%)



A	North America	37 (23)	D	Asia (without China)	10 (13)
B	Europe	26 (39)	E	South America	8 (8)
C	China	18 (14)	F	Africa, Australia	1 (3)

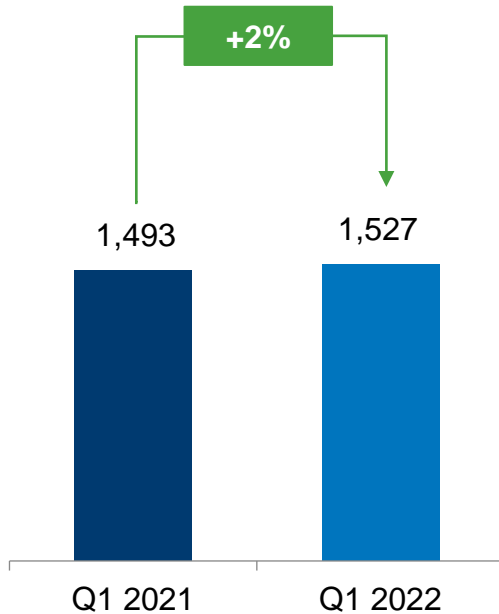
- **Pulp & Paper:** Both the Capital business (receipt of a greenfield pulp mill in China) and the Service business increased their order intake q/q
- **Hydro** significantly up q/q due to the receipt of a large modernization contract in Mexico
- **Metals** and **Separation** well above previous year's reference period

SLIGHT INCREASE OF REVENUE



Increase in Metals and Separation offsets decline in Hydro, Pulp & Paper stable

REVENUE*



REVENUE BY BUSINESS AREA*

	Q1 2022	Q1 2021	+/-
Pulp & Paper	713	711	0%
Metals	357	316	+13%
Hydro	292	316	-8%
Separation	166	150	+10%

REVENUE SPLIT: CAPITAL / SERVICE
Q1 2022 VS. Q1 2021 (%)



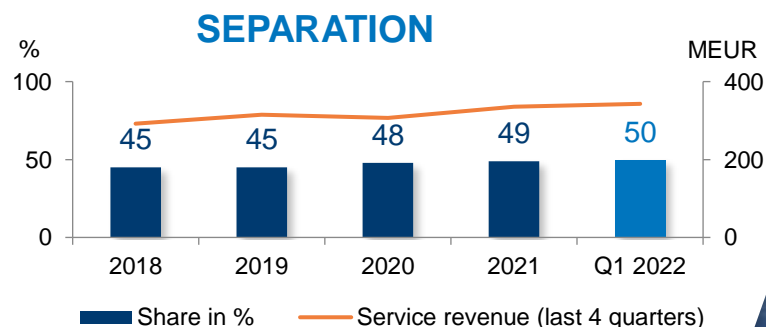
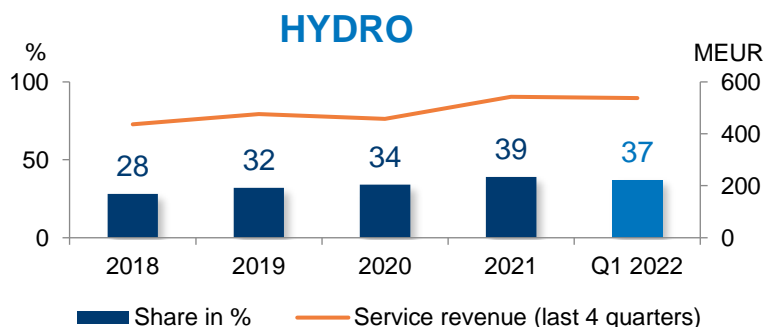
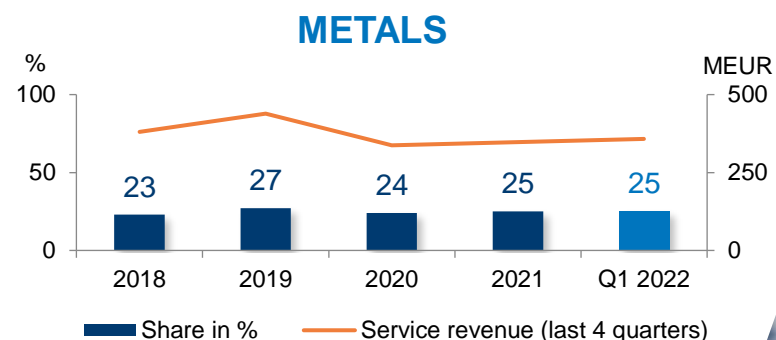
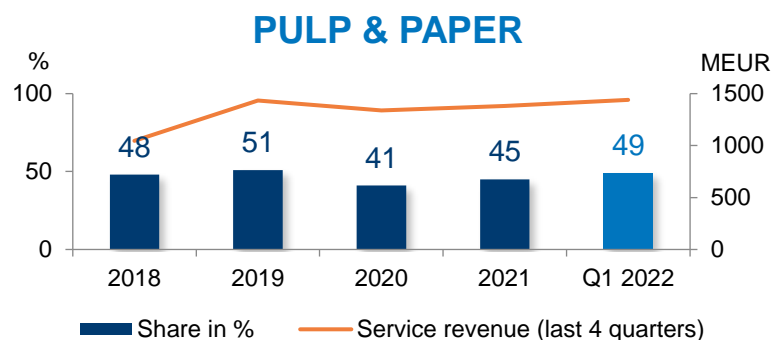
- **Pulp & Paper** practically unchanged q/q
- **Metals** and **Separation** up q/q
- **Hydro** down q/q in line with scheduled processing of major orders

*IN MEUR

SERVICE BUSINESS BY BUSINESS AREA



% of total business area revenue



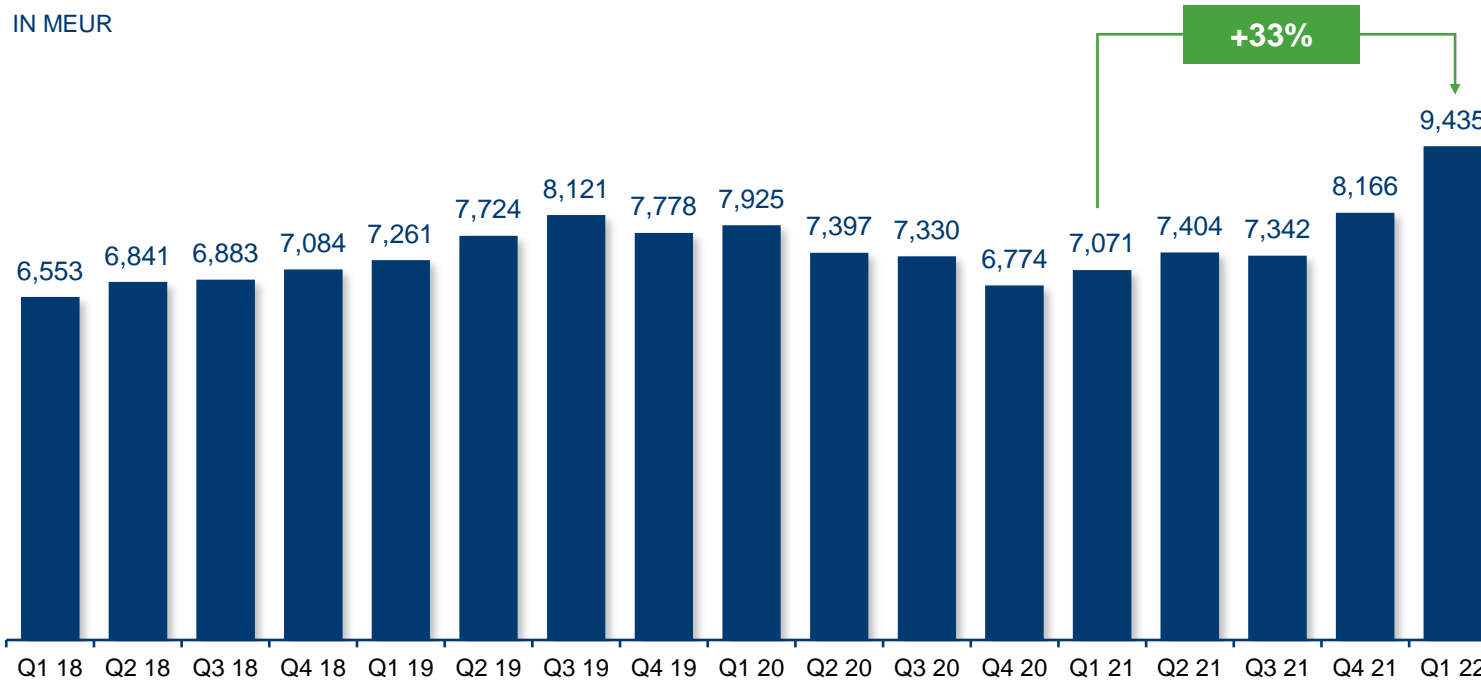
ORDER BACKLOG REACHES RECORD HIGH



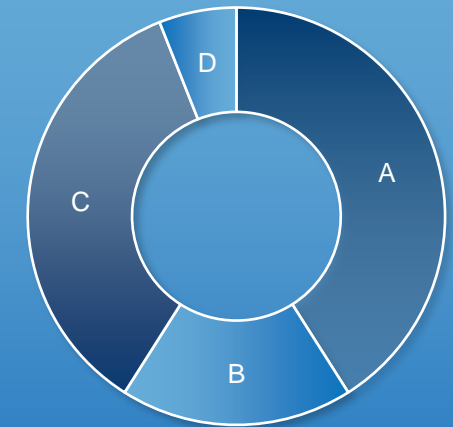
Solid workload for 2022

Pulp & Paper and Hydro account for 76% of total order backlog

IN MEUR



ORDER BACKLOG BY BUSINESS AREA
Q1 2022 VS. Q1 2021



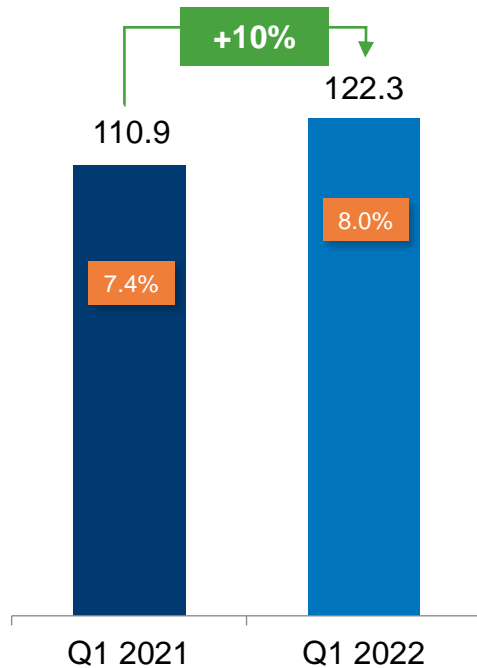
A	Pulp & Paper	41% (39%)	C	Hydro	35% (37%)
B	Metals	18% (18%)	D	Separation	6% (6%)



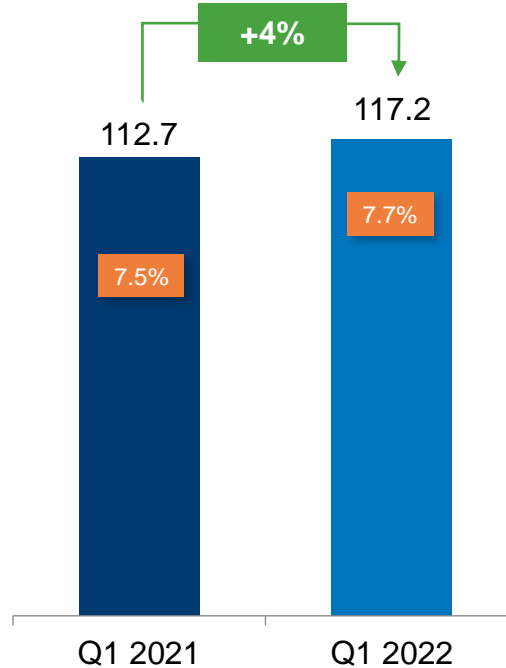
EARNINGS AND PROFITABILITY INCREASED SIGNIFICANTLY VS. Q1 2021

Profitability increases in all four business areas

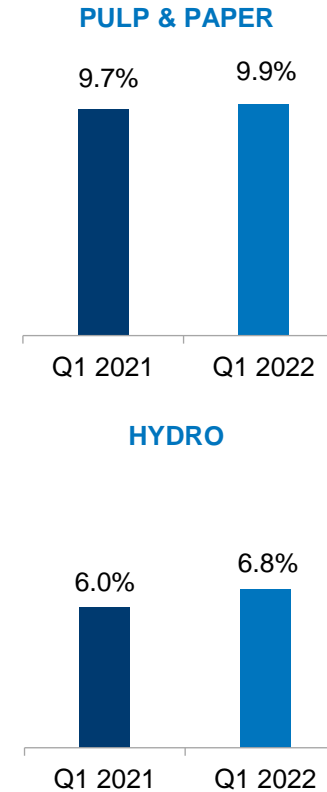
EBITA* AND EBITA MARGIN REPORTED



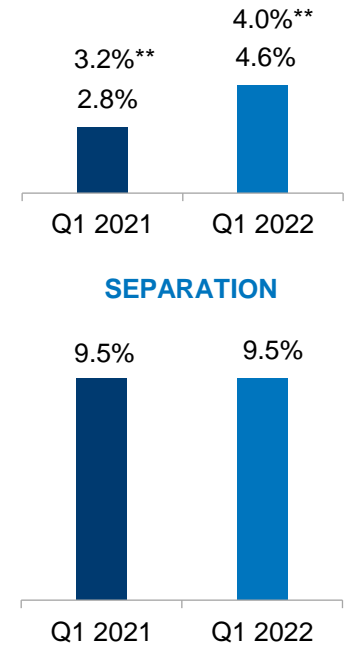
EBITA* AND EBITA MARGIN ADJUSTED



EBITA MARGIN



METALS



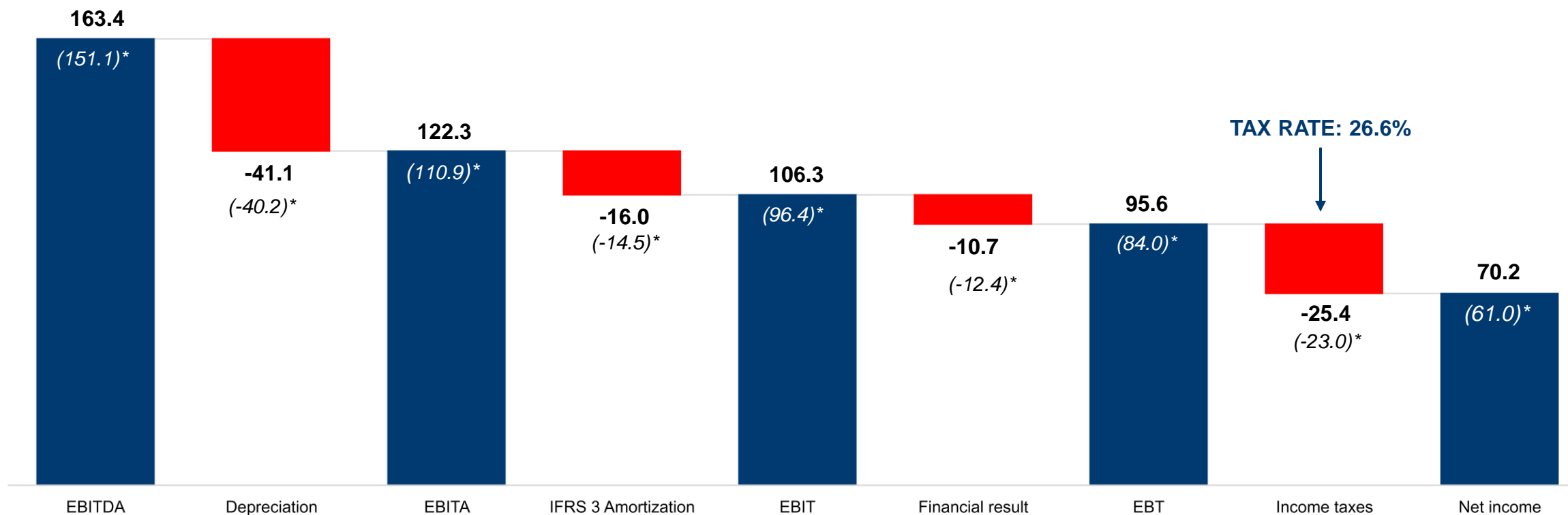
* EBITA (IN MEUR)

** EBITA MARGIN ADJUSTED

EBITDA – NET INCOME BRIDGE



IN MEUR

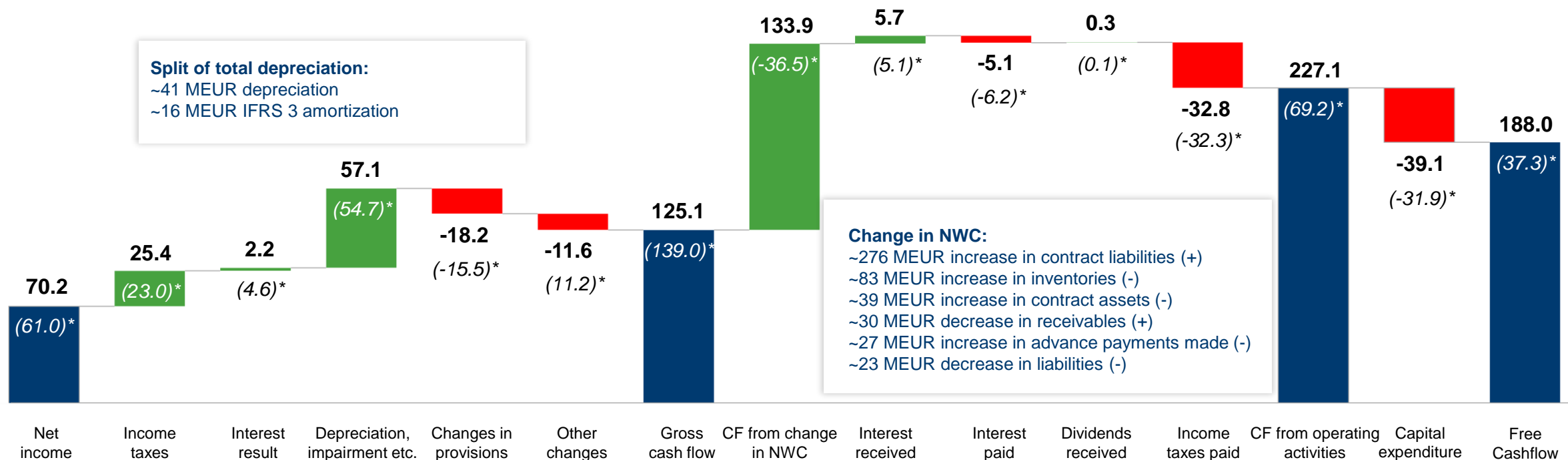


* (Q1 2021)

CASH FLOW FROM OPERATING ACTIVITIES AND FREE CASH FLOW



IN MEUR

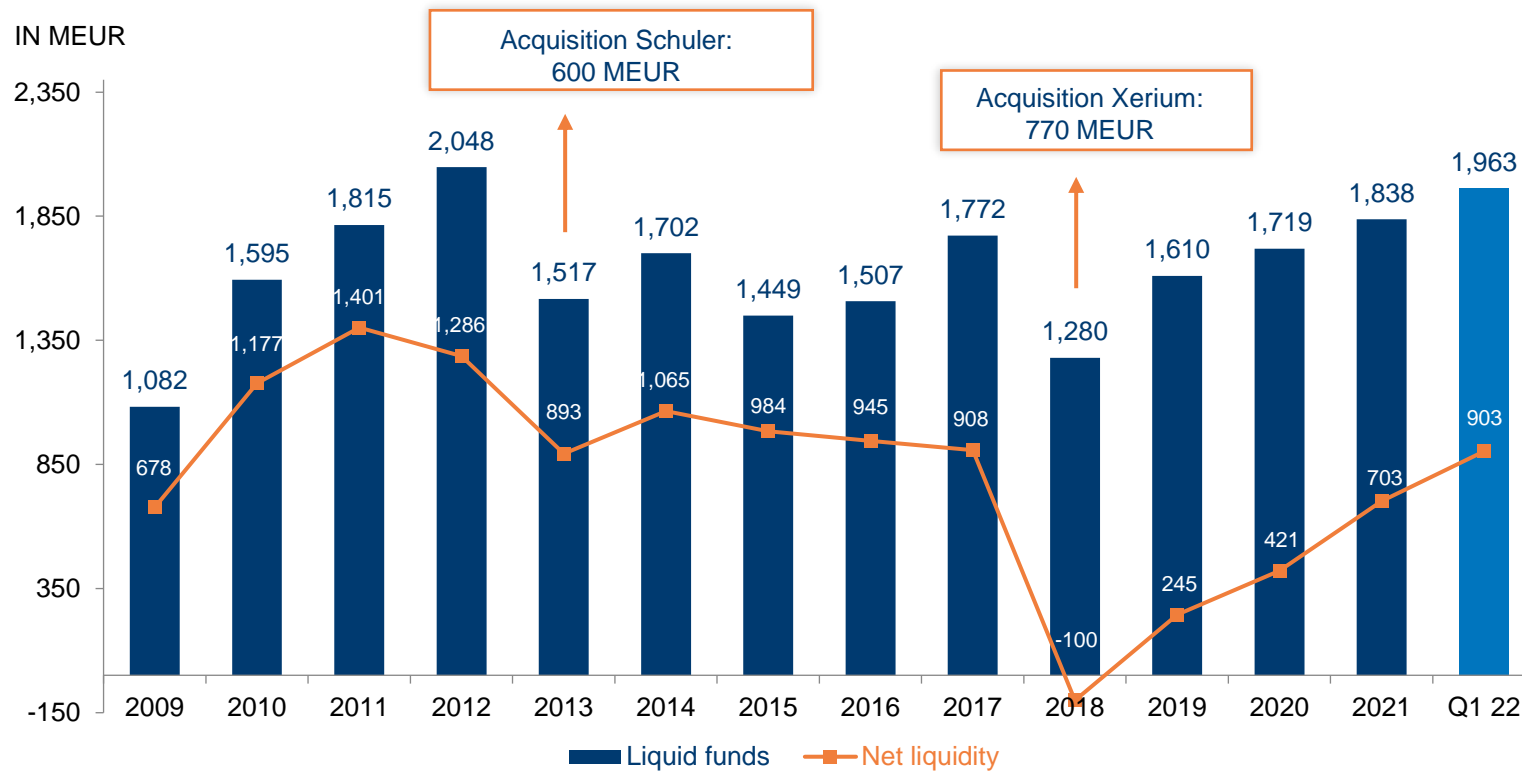


SOLID FINANCIAL POSITION



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

In addition to the high amount of disposable cash, ANDRITZ has surety lines of 6.1 bn and credit lines of 0.3 bn

Early redemption of one variable *Schuldscheindarlehen* tranche in Q1 2022 (volume: ~58 MEUR) to optimize financial result

KEY FIGURES Q1 2022 AT A GLANCE



	UNIT	Q1 2022	Q1 2021	+/-	2021
Order intake	MEUR	2,588.6	1,729.5	+49.7%	7,879.7
Order backlog (as of end of period)	MEUR	9,435.1	7,071.3	+33.4%	8,165.8
Revenue	MEUR	1,526.9	1,493.2	+2.3%	6,463.0
EBITA	MEUR	122.3	110.9	+10.3%	546.5
Net income (including non-controlling interests)	MEUR	70.2	61.0	+15.1%	321.7
Cash flow from operating activities	MEUR	227.1	69.2	+228.2%	529.6
Capital expenditure	MEUR	39.1	31.9	+22.6%	160.1
Liquid funds	MEUR	1,962.9	1,652.3	+18.8%	1,837.9
Net liquidity	MEUR	902.9	365.9	+146.8%	703.3
Net working capital	MEUR	-252.0	-56.8	n.a.	-150.1

Increase in cash flow mainly due to change in net working capital



Strong decrease in net working capital mainly due to receipt of advance payments for large new projects (PP, HY)

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PULP & PAPER: EARNINGS AND PROFITABILITY AT UNCHANGED FAVORABLE LEVELS



Significant increase in order intake due to receipt of large pulp mill order in China

	UNIT	Q1 2022	Q1 2021	+/-	2021
Order intake	MEUR	1,105.8	845.5	+30.8%	3,774.7
Order backlog (as of end of period)	MEUR	3,880.9	2,729.7	+42.2%	3,377.2
Revenue	MEUR	712.9	710.9	+0.3%	3,070.6
EBITDA	MEUR	90.5	87.3	+3.7%	423.4
EBITDA margin	%	12.7	12.3	-	13.8
EBITA	MEUR	70.4	68.8	+2.3%	346.0
EBITA margin	%	9.9	9.7	-	11.3
Employees (as of end of period; without apprentices)	-	11,955	11,304	+5.8%	11,668

- **Order intake** significantly up q/q: Receipt of a large order to supply highly resource-saving and advanced technologies for a new pulp mill in China. Favorable development of order intake in the Service business
- **Revenue** basically unchanged compared to Q1 2021
- **Earnings and profitability** at unchanged high level, with capital and service business showing favorable development

ORDER INTAKE BY REGION

Q1 2022 VS. Q1 2021 (%)



REVENUE BY REGION

Q1 2022 VS. Q1 2021 (%)



METALS: EARNINGS AND PROFITABILITY UP



Increase in order intake and revenue

	UNIT	Q1 2022	Q1 2021	+/-	2021
Order intake	MEUR	501.4	429.1	+16.8%	1,778.8
Order backlog (as of end of period)	MEUR	1,704.8	1,307.1	+30.4%	1,541.7
Revenue	MEUR	356.5	316.1	+12.8%	1,366.1
EBITDA	MEUR	24.9	18.6	+33.9%	81.7
EBITDA margin	%	7.0	5.9	-	6.0
EBITA	MEUR	16.3	8.9	+83.1%	38.4
EBITA margin	%	4.6	2.8	-	2.8
Employees (as of end of period; without apprentices)	-	6,019	6,295	-4.4%	5,930

- **Order intake** reached a favorable level; **Metals Processing** increased its order intake significantly due to the continued favorable market environment. **Metals Forming** slightly down q/q; impacted by modest capex of the automotive industry as a consequence of unchanged supply chain disruptions
- Significant increase in **revenue** due favorable development of order intake since 2021
- **Earnings and profitability** up, with improvements in both Metals Forming and Metals Processing

ORDER INTAKE BY REGION

Q1 2022 VS. Q1 2021 (%)



REVENUE BY REGION

Q1 2022 VS. Q1 2021 (%)



HYDRO: GOOD BUSINESS DEVELOPMENT



Strong increase in order intake, solid margin

	UNIT	Q1 2022	Q1 2021	+/-	2021
Order intake	MEUR	756.3	284.3	+166.0%	1,565.2
Order backlog (as of end of period)	MEUR	3,279.5	2,595.2	+26.4%	2,747.8
Revenue	MEUR	291.6	316.0	-7.7%	1,345.1
EBITDA	MEUR	28.9	27.7	+4.3%	133.0
EBITDA margin	%	9.9	8.8	-	9.9
EBITA	MEUR	19.9	19.0	+4.7%	95.4
EBITA margin	%	6.8	6.0	-	7.1
Employees (as of end of period; without apprentices)	-	6,494	6,771	-4.1%	6,628

- **Order intake** significantly up due to booking of large part of Mexican modernization order
- **Revenue** down q/q in line with scheduled processing of some larger orders
- **Earnings and profitability** improved q/q

ORDER INTAKE BY REGION

Q1 2022 VS. Q1 2021 (%)



REVENUE BY REGION

Q1 2022 VS. Q1 2021 (%)





SEPARATION: VERY FAVORABLE BUSINESS DEVELOPMENT

Increase in order intake, revenue, and earnings q/q

	UNIT	Q1 2022	Q1 2021	+/-	2021
Order intake	MEUR	225.1	170.6	+31.9%	761.0
Order backlog (as of end of period)	MEUR	569.9	439.3	+29.7%	499.1
Revenue	MEUR	165.9	150.2	+10.5%	681.2
EBITDA	MEUR	19.1	17.5	+9.1%	80.2
EBITDA margin	%	11.5	11.7	-	11.8
EBITA	MEUR	15.7	14.2	+10.6%	66.7
EBITA margin	%	9.5	9.5	-	9.8
Employees (as of end of period; without apprentices)	-	2,640	2,582	+2.2%	2,578

- **Order intake** well above the previous year's reference figure, with very good development in both solid/liquid separation and the feed & biofuel sector
- **Revenue** up q/q
- **Earnings and profitability** remained at a very favorable level

ORDER INTAKE BY REGION

Q1 2022 VS. Q1 2021 (%)



REVENUE BY REGION

Q1 2022 VS. Q1 2021 (%)



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MARKET OUTLOOK AND FINANCIAL GUIDANCE



Financial guidance 2022 confirmed

OUTLOOK

- War in Ukraine as regional incident taken into account
- Possible impact from Chinese Covid policy cannot be estimated and may have negative influence on ANDRITZ's financial development

FINANCIAL GUIDANCE for 2022 confirmed

- Increase in Group revenue compared to 2021 (6,463 MEUR)
- Increase in reported EBITA (2021: 547 MEUR)
- Increase in net income (2021: 322 MEUR)



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