



INVESTOR PRESENTATION

ANDRITZ GROUP: A GLOBAL TECHNOLOGY LEADER

NOVEMBER 2022

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | ANDRITZ AT A GLANCE

2 | INVESTMENT HIGHLIGHTS

3 | FINANCIALS

4 | APPENDIX

PrimeLine™
SPECIALTY

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

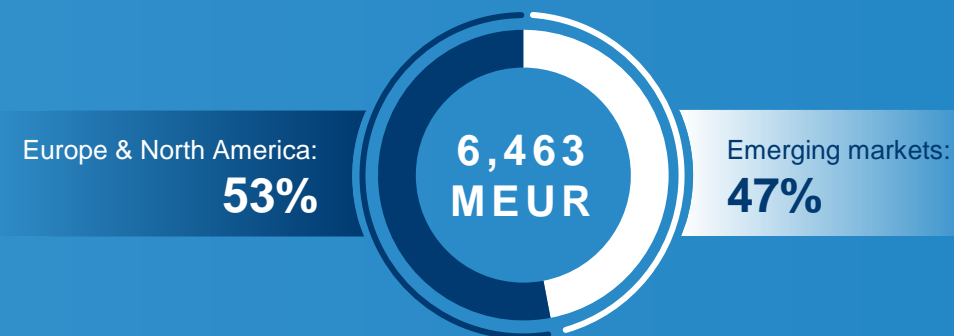


GLOBAL PRESENCE

Headquarter
**GRAZ,
AUSTRIA**

Production sites and service/
sales companies worldwide:
OVER 280

REVENUE BY REGION 2021



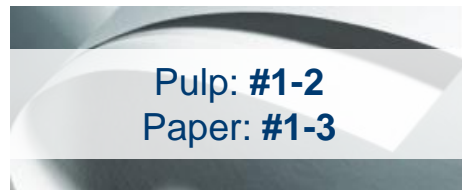
KEY FINANCIAL FIGURES

	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



PULP & PAPER



48%*

- 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

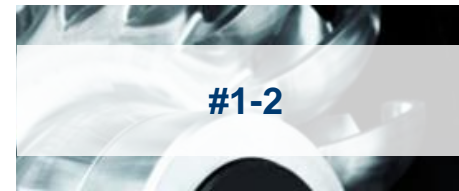
METALS



22%*

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

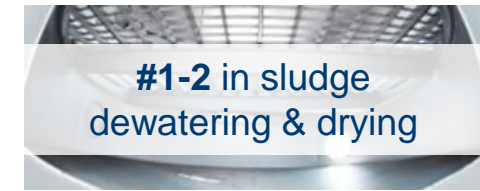
HYDRO



20%*

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

SEPARATION



10%*

- 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 2021

Global market position, estimated by ANDRITZ

STRENGTHENING OF MARKET POSITION BY ACQUISITIONS



Acquisitions by business area since 2000

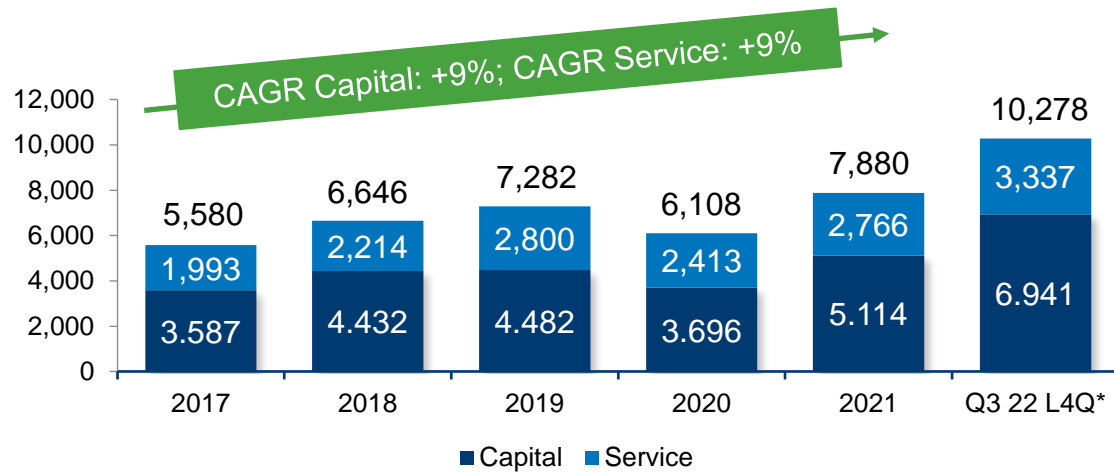
PULP & PAPER			METALS		HYDRO		SEPARATION		
2000	Ahlstrom Machinery	2011	AE&E Austria	2000	Kohler	2006	VA TECH HYDRO	2000	UMT
2000	Lamb Baling Line	2011	Iggesund Tools	2002	SELAS SAS Furnace Div.	2007	Tigép	2002	3SYS
2000	Voith Andritz Tissue	2011	Tristar Industries	2004	Kaiser	2008	GE Hydro business	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	2017	Powerlase (80%)			2016	ANBO
2007	Bachofen + Meier	2020	Enviroburners	2018	Farina Presse				
2007	Sindus	2021	Laroche	2018	ASKO				
2008	Kufferath	2021	GE Steam Power	2022	Sovema Group				
2009	Rollteck	2022	Bonetti Group						
2010	Rieter Perfojet	2022	J. Parpala						
2010	DMT/Biax	2022	ĐURO ĐAKOVIĆ TEP						

ANDRITZ'S DEVELOPMENT SINCE 2017 (I)

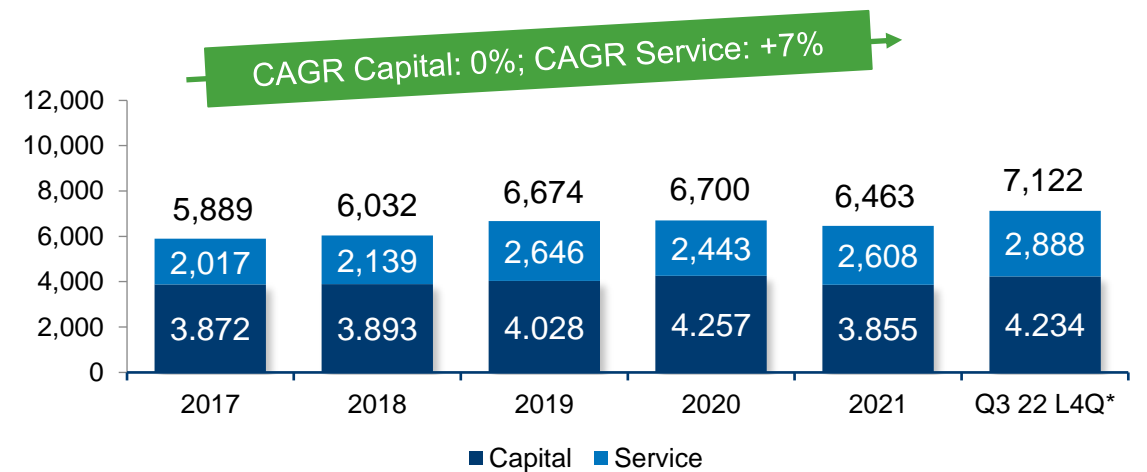


in MEUR

GROUP ORDER INTAKE



GROUP REVENUE

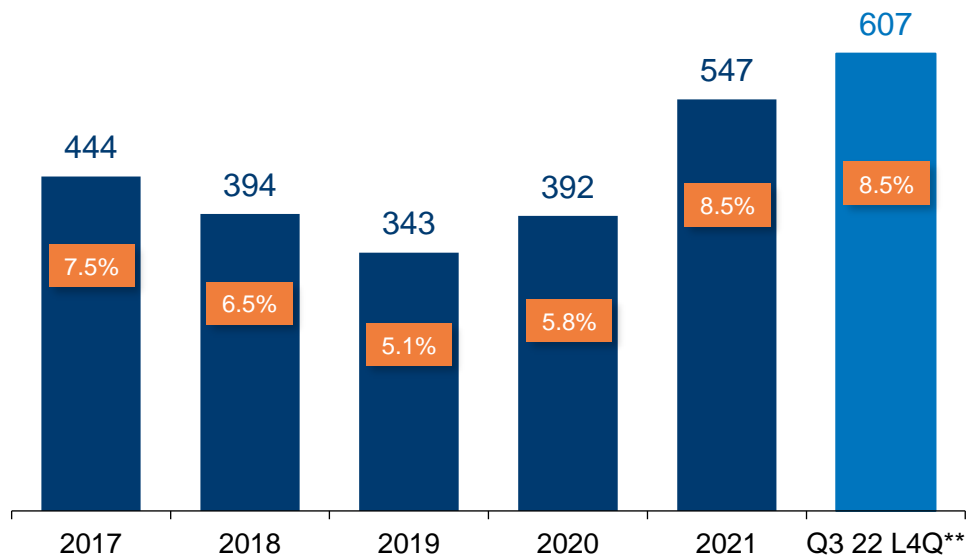


* LAST FOUR QUARTERS

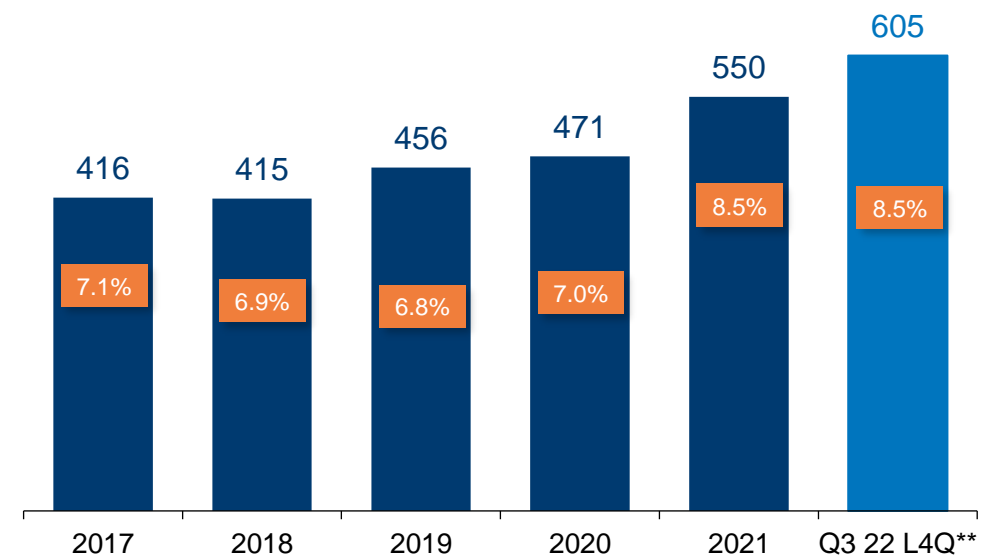
ANDRITZ'S DEVELOPMENT SINCE 2017 (II)



EBITA AND EBITA MARGIN* (REPORTED)



EBITA AND EBITA MARGIN* (ADJUSTED)



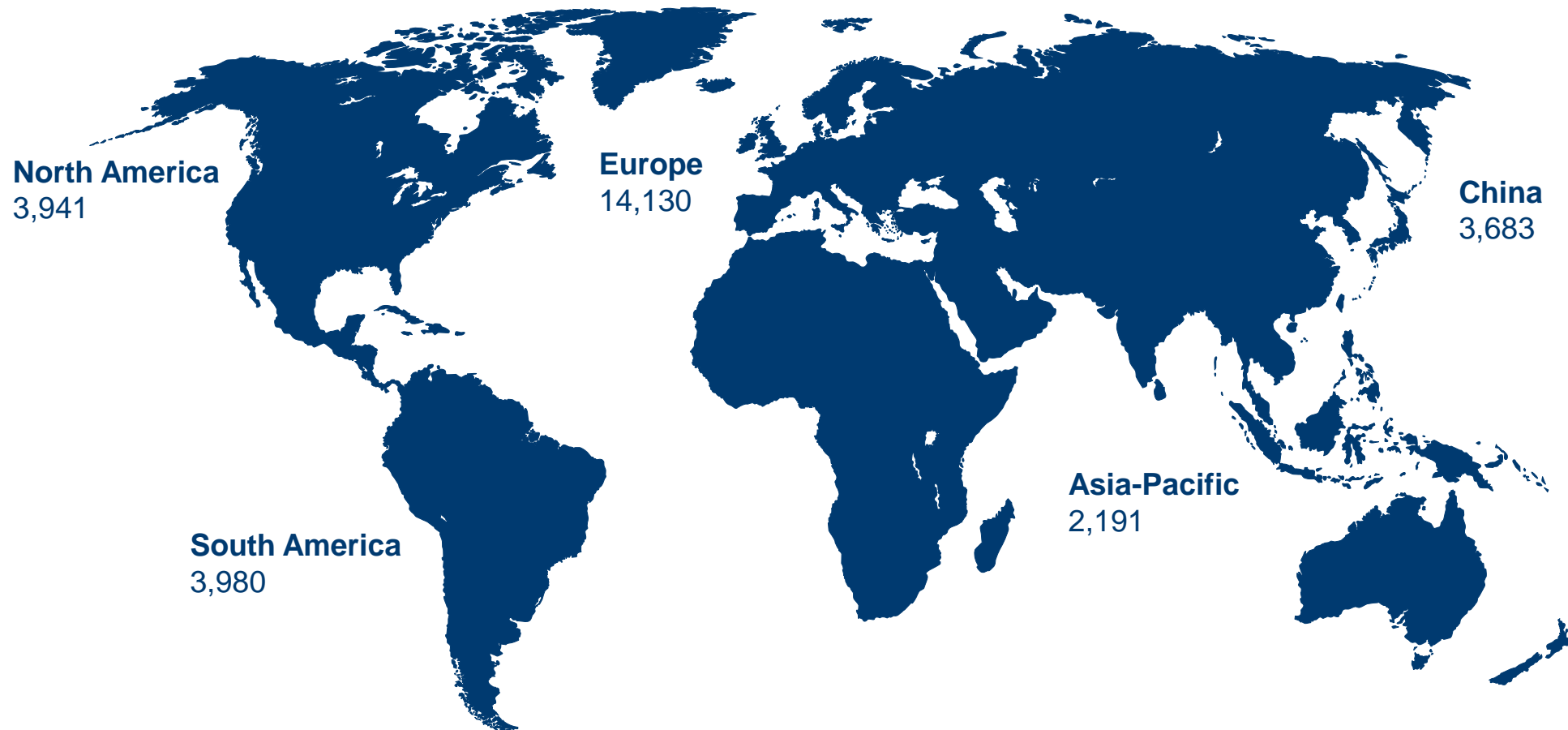
* EBITA (IN MEUR) / EBITA MARGIN (IN %)

** LAST FOUR QUARTERS

GLOBAL PRESENCE



Around 27,900 employees and 280 production sites and service/sales companies worldwide

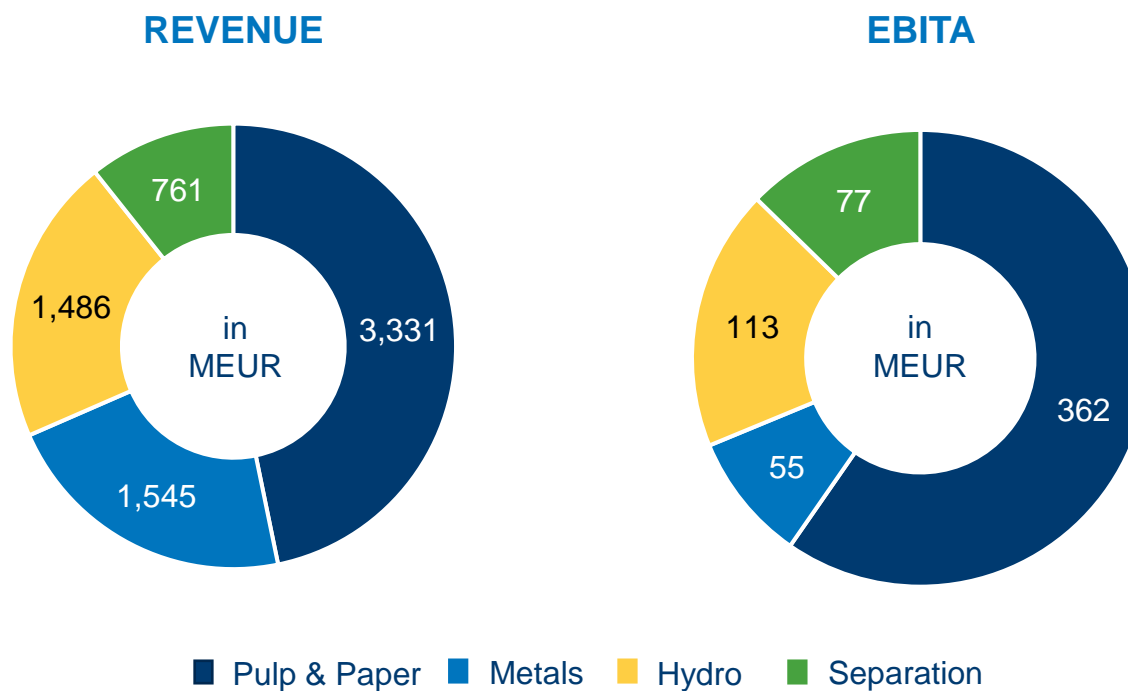


FINANCIAL KEY FIGURES



Last four quarters Q3 2022

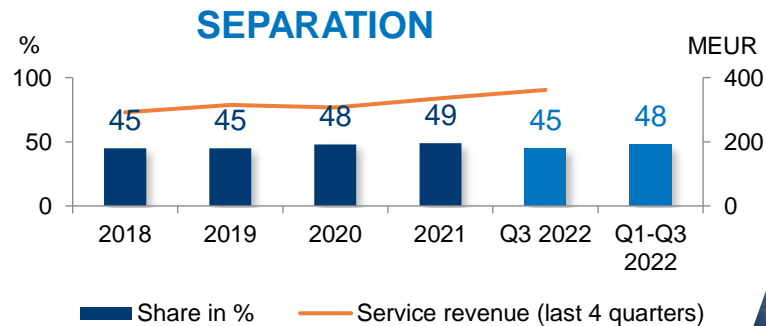
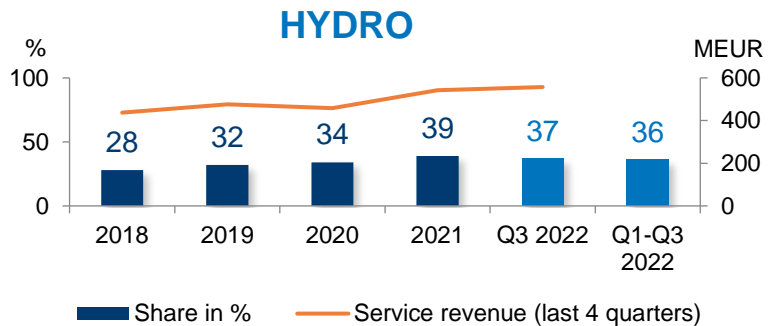
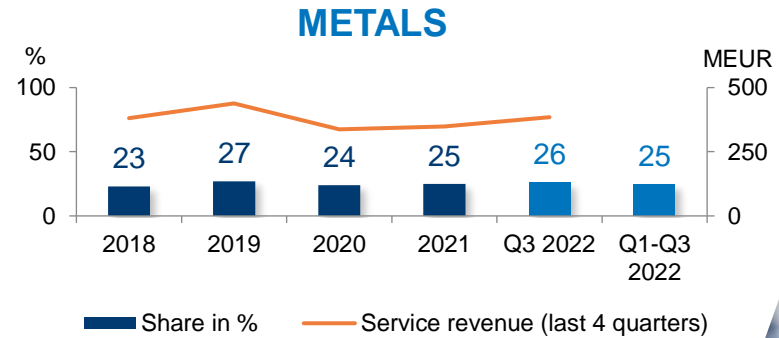
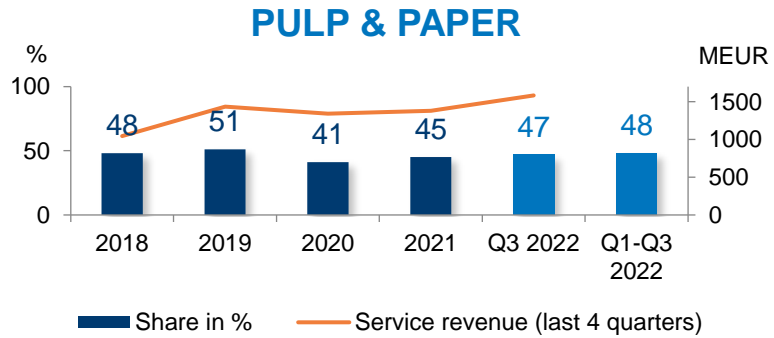
- **Order intake**
10,278 MEUR
- **Revenue**
7,122 MEUR
- **Order backlog** (as of 30.09.2022)
10,822 MEUR
- **EBITA**
607 MEUR
- **EBITA margin**
8.5%



SERVICE BUSINESS BY BUSINESS AREA



% of total business area revenue



GROUP STRATEGY AND LONG-TERM GOALS



SAFETY, TECHNOLOGICAL & COST LEADERSHIP

- Become preferred supplier
- Development of innovative and sustainable technologies
- Focus on digitalization to support our customers in reaching their individual goals
- Offer best ROI for our customers

GLOBAL AND LOCAL PRESENCE

- Expand worldwide presence
- Offer best service close to our customers
- Further relocate manufacturing capacities to emerging markets



EXTEND MARKET POSITION

- Serving markets with long-term growth potential
- Extending existing position in Europe and North America
- Making use of the growth opportunities in the emerging markets

LONG-TERM PROFITABLE GROWTH

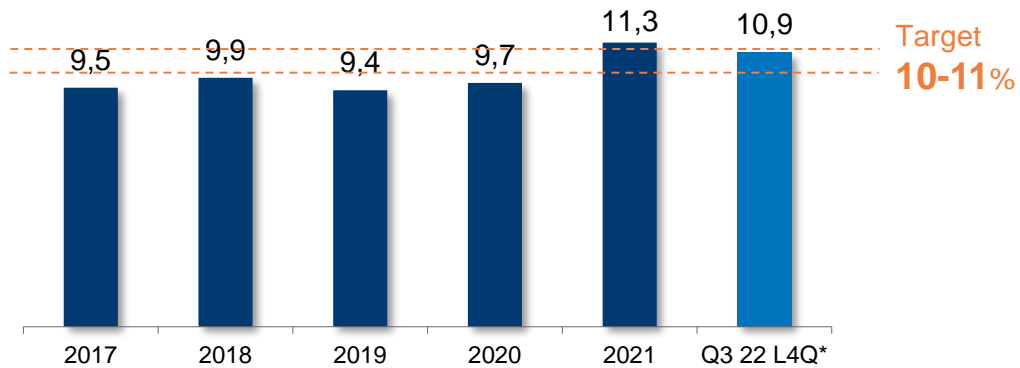
- Focus on markets with high growth
- Expansion of product portfolio
- Achieve annual revenue growth averaging 5-8%

EBITA MARGIN GOALS FOR BUSINESS AREAS

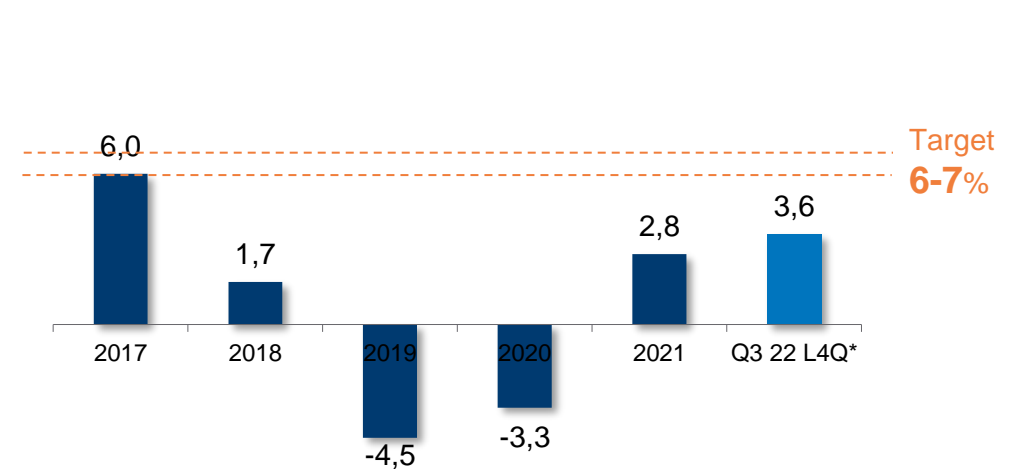


EBITA margin by business area (in %)

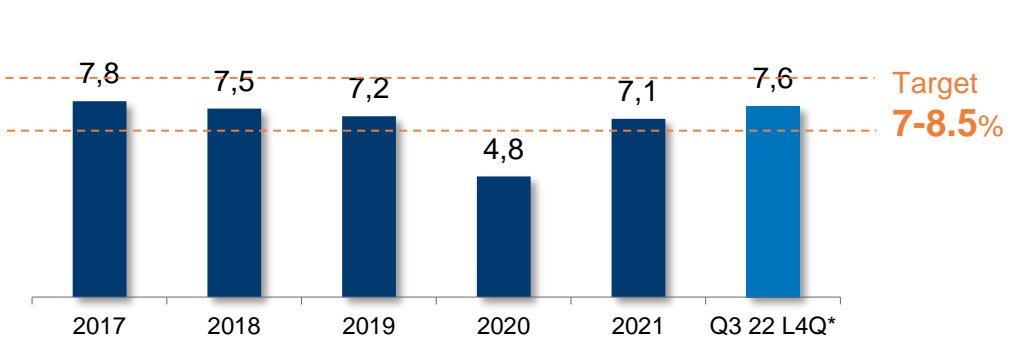
PULP & PAPER



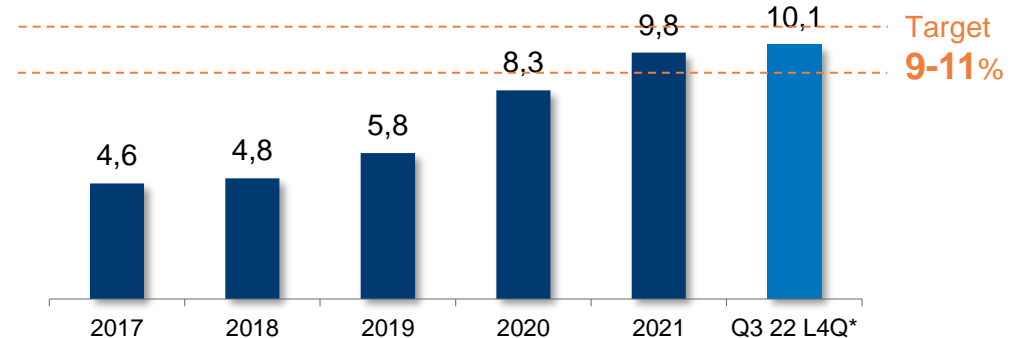
METALS



HYDRO



SEPARATION

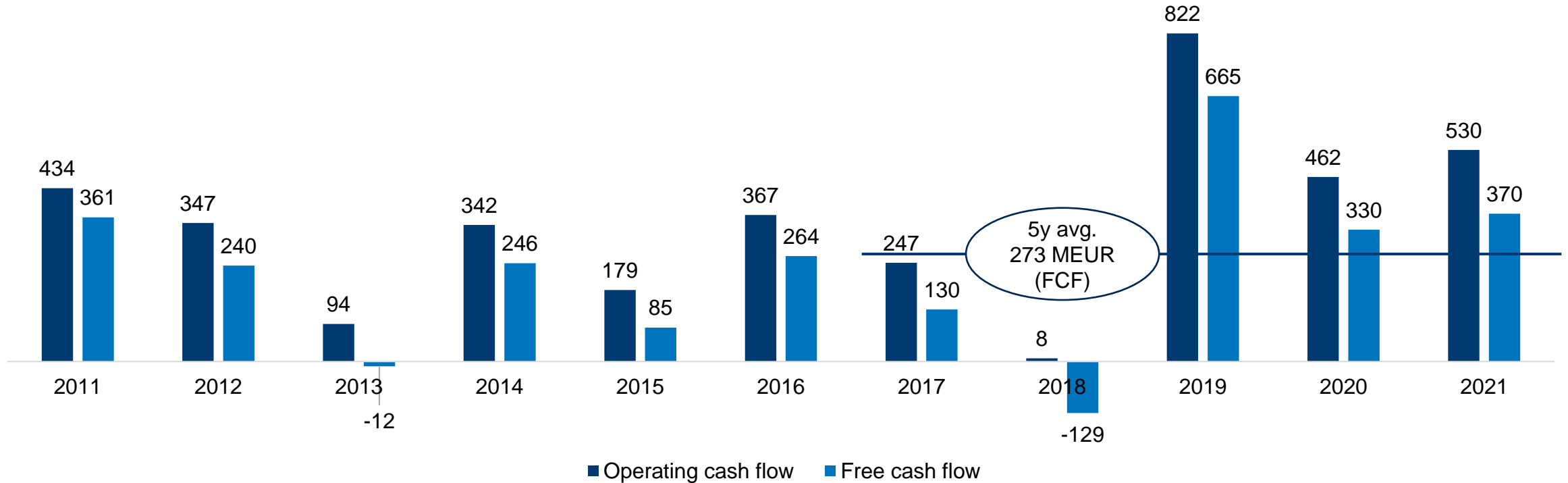


CASH FLOW DEVELOPMENT



Intensive Working Capital Management and reasonable capex in fixed assets support cash conversion rate above 85% and FCF > 300 MEUR

OPERATING AND FREE CASHFLOW OF THE ANDRITZ GROUP (IN MEUR)

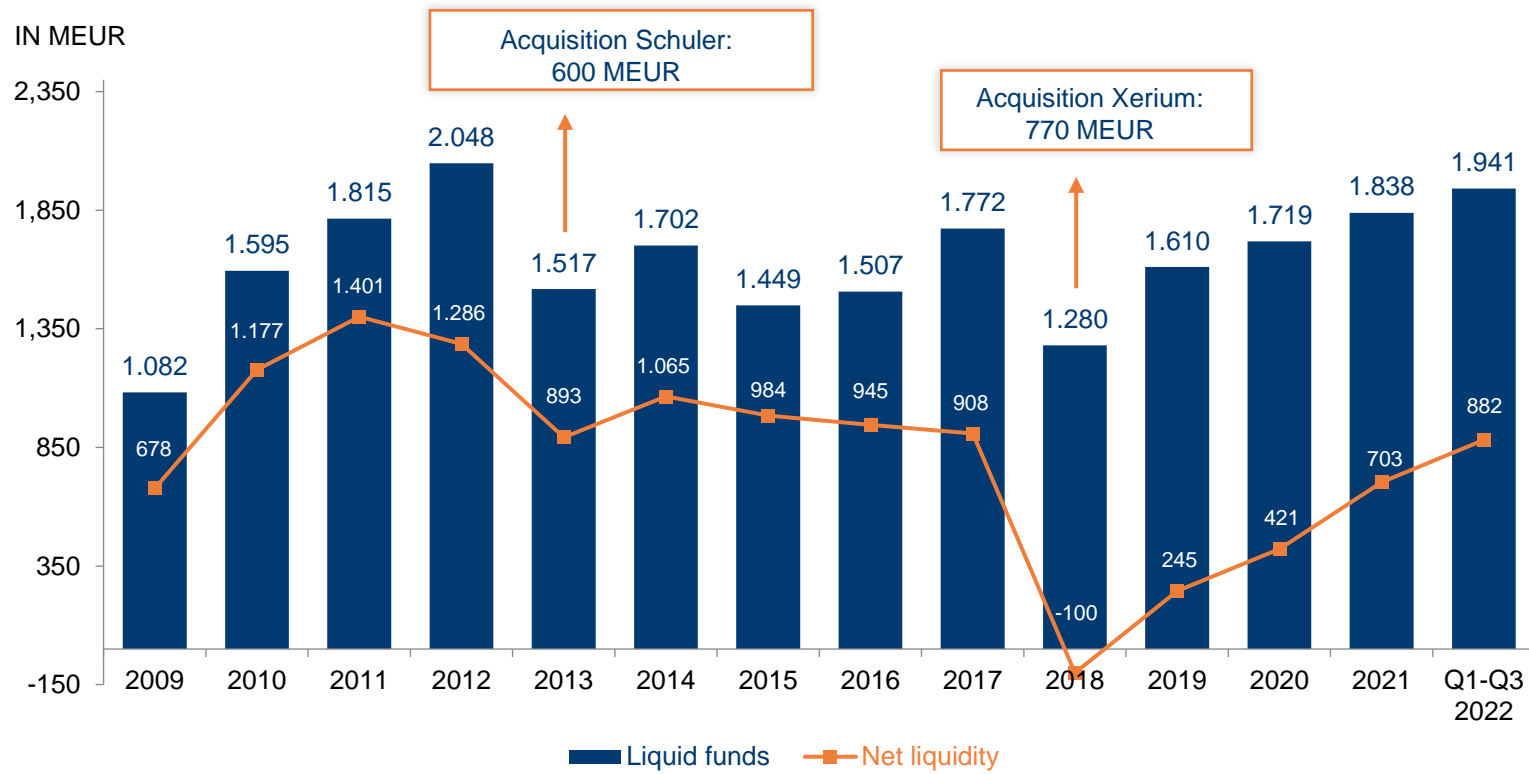


CONTINUED SOLID FINANCIAL POSITION



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



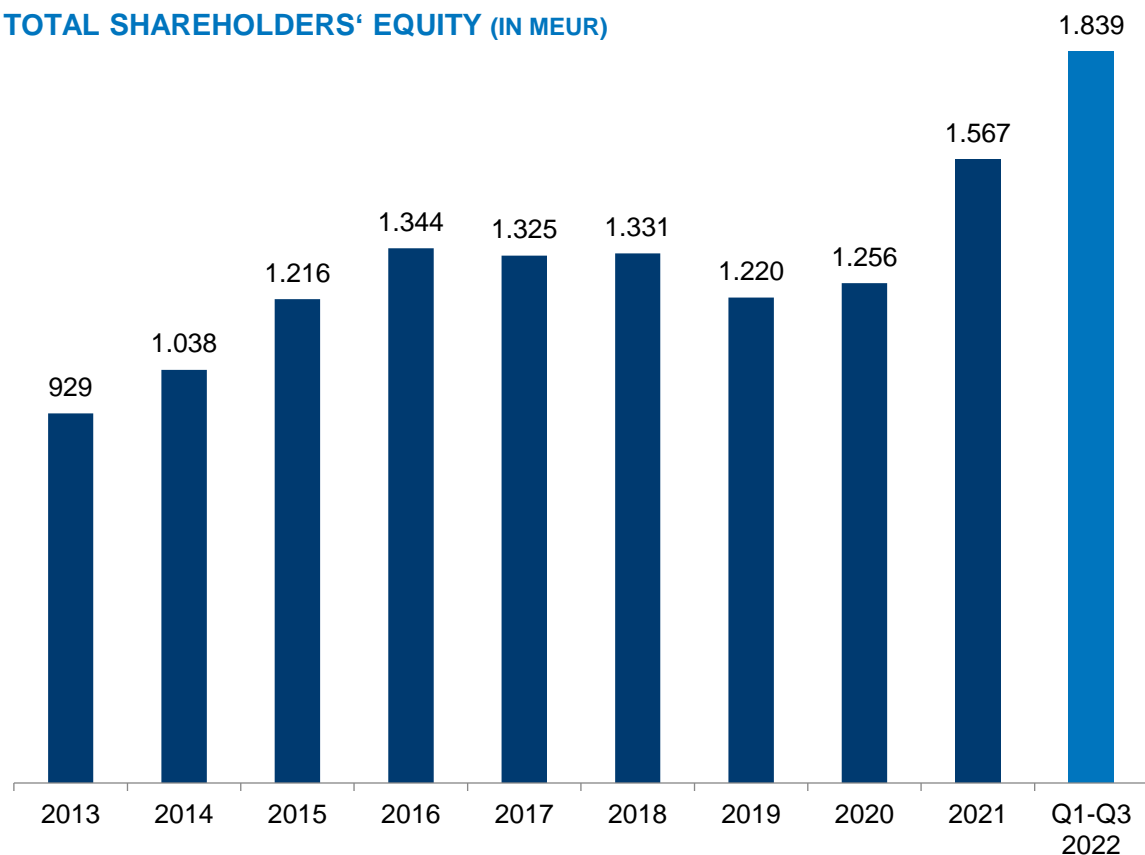
Strong increase in net liquidity of ~1 bn EUR since 2018

In addition to the high amount of disposable cash, ANDRITZ has surety lines of 6.6 bn EUR and credit lines of 0.3 bn EUR.

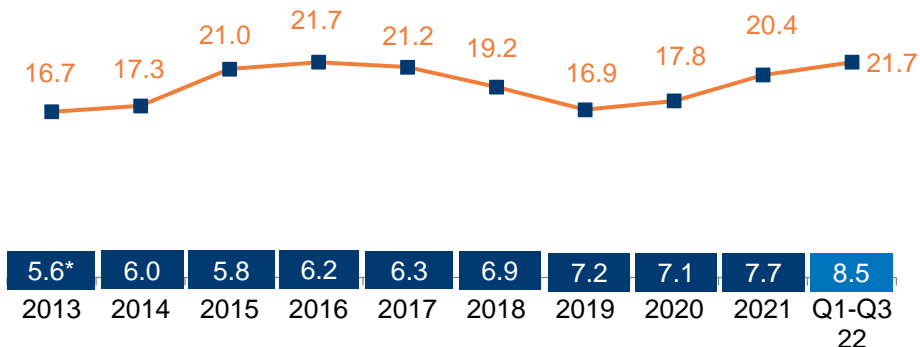
SOLID EQUITY RATIO ABOVE 20% REACHED



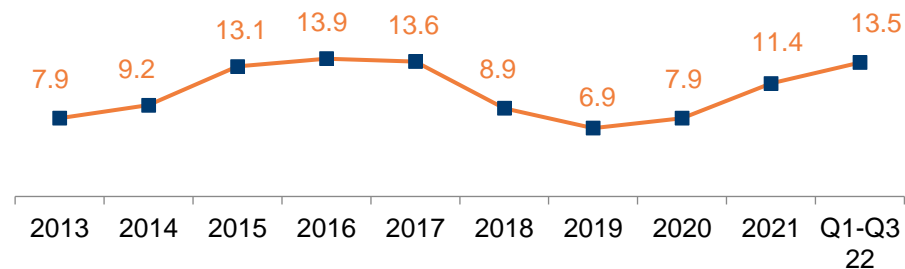
TOTAL SHAREHOLDERS' EQUITY (IN MEUR)



EQUITY RATIO (IN %)



GOODWILL ADJUSTED EQUITY RATIO** (IN %)



* Total assets in bn. EUR

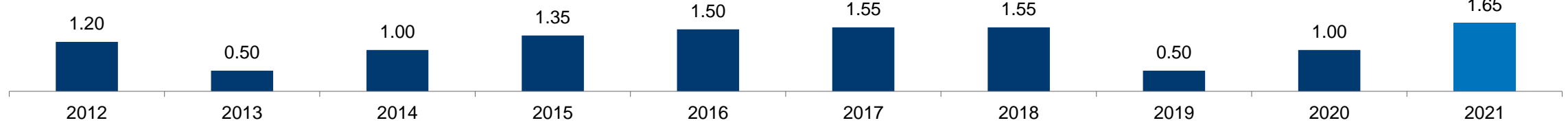
** Total shareholders' equity minus goodwill divided by total assets minus goodwill

ANDRITZ PURSUES A DIVIDEND POLICY TOWARDS CONTINUITY

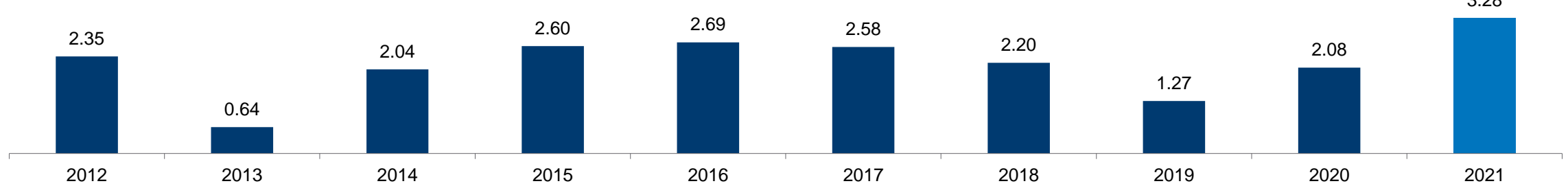


Goal is to distribute an average of 50%-60% of EPS

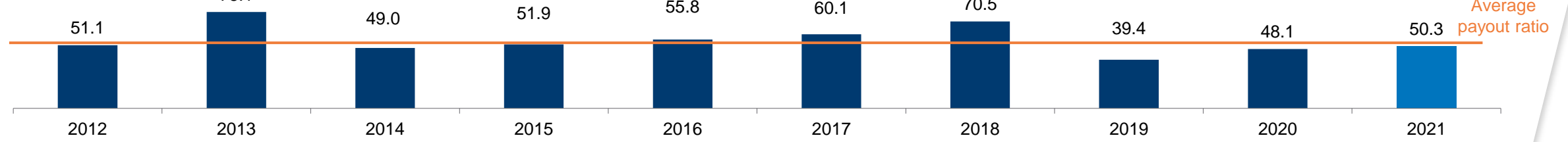
DIVIDEND PER SHARE (EUR)



EARNINGS PER SHARE (EUR)



PAYOUT RATIO (%)



R&D FOCUSES ON GLOBAL MEGATRENDS



R&D focus areas

- Green products
- Decarbonization
- Digitalization

107 MEUR
spent in 2021 for R&D



329
New patent
applications in 2021



6,250
Patent protection
rights



„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

BIOMETHANOL PROCESSING PLANT FOR METSÄ FIBRE, FINLAND

ANDRITZ technology contributes to CO₂ reduction



- **Delivery of the world's largest biomethanol processing plant** for Metsä Fibre's bioproducts plant in Finland
- **Production of 17.5 million liters of biomethanol per year**, from a waste stream of the pulp production
- Biomethanol is an attractive, climate-neutral alternative for energy-intensive mobility (aviation and shipping)
- The biomethanol purification process is part of the **ANDRITZ CircleToZero initiative**, which focuses on **using all by-products and waste streams from the pulp production**



Biomethanol processing plant
Södra Cellin in Mönsterås, Sweden

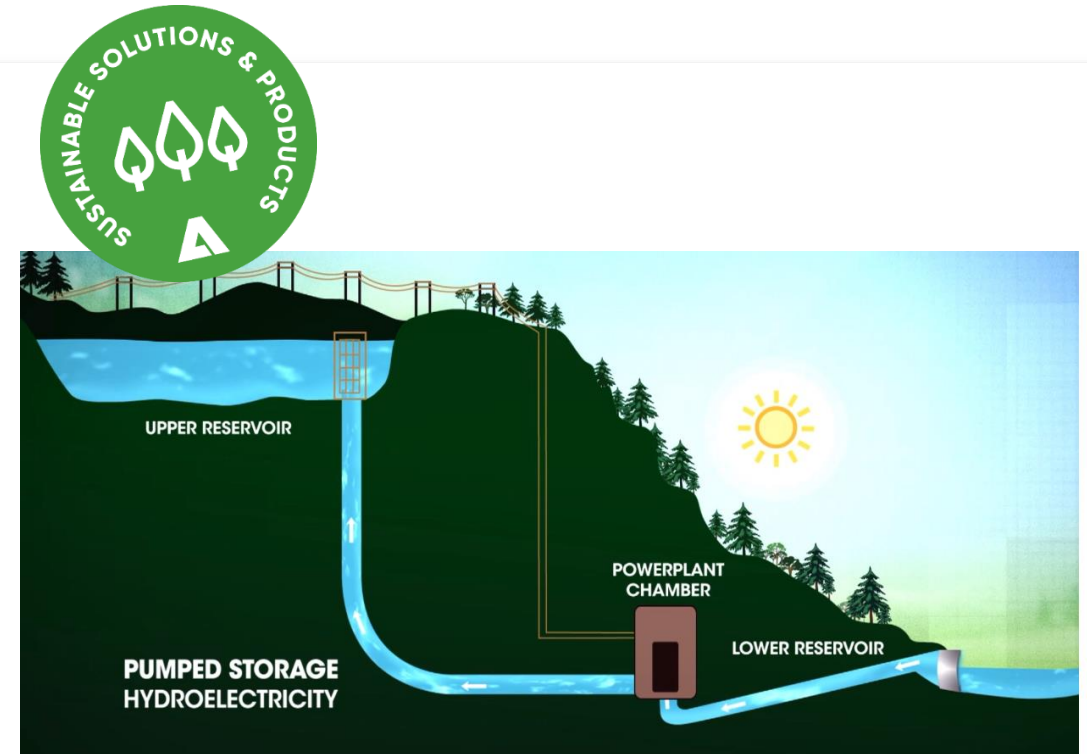


EQUIPMENT FOR LARGE PUMPED-STORAGE POWER PLANT IN INDIA



Integrated solution from solar power and hydropower

- Delivery of the electromechanical equipment for the new **1,680 MW Gandhi Sagar pumped storage power plant in India, Madhya Pradesh**
- Customer is the private company **Greenko** → **largest Indian producer of electricity from exclusively renewable energy sources**
- **Greenko has a total capacity of 7.5 GW of power generation and supplies over 6 million households in India**
- This is a **follow-up order** from the same customer who ordered equipment for the **Pinnapuram pumped storage power plant, India**; Commissioning mid-2023



Gandhi Sagar pumped storage power plant: electricity from solar power is used to pump water up into the upper basin; at peak times, the water is released again to generate electricity from hydropower

GROUP ROADMAP 2022-2024



- **Group business volume** well above 7 billion EUR, including M&A towards 8 billion EUR
- **EBITA margin** at solid 8%
- **Net income** to increase to >5%
- Continue **M&A strategy** within existing business areas
- Reach **ESG targets**



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

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STRONG COMPETITIVE POSITION IN LONGTERM GROWING MARKETS



- **PULP & PAPER:** market growth driven by **demand for cellulosic fibers for packaging, hygiene and also textiles**; sustainability goals of the pulp & paper industry urge **investments in green solutions**
- **METALS:** trends towards **carbon-neutral production** of steel, light-weight vehicles and e-mobility, **green hydrogen**
- **HYDRO:** hydropower as the largest renewable energy source gains increasing relevance for **providing grid stability** and **storing large amounts of energy**
- **SEPARATION:** **e-mobility, waste valorization, biofuel and healthy nutrition** (e.g. non-animal proteins) as long-term drivers



MAJOR DEVELOPMENTS AND ACHIEVEMENTS DURING THE LAST YEARS



Pulp & Paper

- Several greenfield pulp mill orders received confirm strong competitive position
- Market leader in high-capacity fiberlines
- Market leader in viscose pulp
- High order intake for biomass power boilers
- Strong growth of Nonwoven business
- Profitability further improved
- Strong growth of service business



THE ROAD AHEAD:

- Continue to **grow business volume and profitability**
- Increase **share of sustainable products** to support customers in their sustainability initiatives
- Expand **textile recycling business**
- Focus on expanding technologies and offerings in **autonomous pulping and service**

MAJOR DEVELOPMENTS AND ACHIEVEMENTS DURING THE LAST YEARS



Metals

Forming

- Full restructuring and capacity reductions: cost base adjusted to lower market volume → Turnaround achieved
- Successful development of “B-segment”
- Receipt of several reference orders in E-mobility

Processing

- Market leadership in Advanced high-strength steel (AHSS) and tailor welded blanks
- Further development of sustainable products



THE ROAD AHEAD:

- Keep competitive cost base
- Expansion of **E-mobility business**
- Expansion of **non-automotive business**
- Increase **share of service**
- Green hydrogen, green steel

MAJOR DEVELOPMENTS AND ACHIEVEMENTS DURING THE LAST YEARS



Hydro

- Resized corporate structure and capacities to market volume
- Satisfactory profitability despite decline in revenue
- Receipt of several reference orders
- Expansion of O&M business



THE ROAD AHEAD:

- **Maintain/improve profitability**
- Further expand business in **renewable integrated plants** (combine pumped storage with other renewable energy sources)
- **Green hydrogen**
- Increase **service share**

MAJOR DEVELOPMENTS AND ACHIEVEMENTS DURING THE LAST YEARS



Separation

- Establishment as major global player in growing markets (starch, lithium, sludge separation/drying)
- Strong expansion of digital product portfolio and offerings (IIOT solutions) → e.g. Metris RheoScan, Metris addiQ
- Strongly improved profitability



THE ROAD AHEAD:

- Enter new **fast growing markets**, e.g. non-animal protein
- Continue transformation from pure machine supplier to **process solution provider**
- Organic expansion through **new products**
- Further develop **service presence**
- **M&A**

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SPECIALTY

VERY FAVORABLE BUSINESS DEVELOPMENT IN Q3 2022



ANDRITZ GROUP key figures at a glance

VERY HIGH ORDER INTAKE AT 2.7 BN EUROS

Four quarters in a row with order intake of above two billion euros

Pulp & Paper more than doubling order intake q/q

Metals strongly up, driven by Schuler: booking of some major press line orders

Hydro and Separation, both with solid development, up q/q

RECORD ORDER BACKLOG

Record order backlog of almost 11 bn euros, up by more than 30% compared to end of 2021

REVENUE INCREASED TO 1.9 BILLION EUROS

Group revenue strongly up q/q (+24%)

All four business areas with significant increases q/q

EBITA AT 153 MEUR AND MARGIN AT 8.1%

All four business areas achieved increases in earnings

Profitability in Pulp & Paper below high level of previous years reference period due to change in project mix (higher share of large projects)

Hydro margin at solid level q/q

Metals Forming (Schuler) continues positive margin trend. Profitability in Metals Processing impacted by execution of some lower-margin orders

Continued favorable profitability in Separation

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

PULP & PAPER: CONTINUED FAVORABLE BUSINESS DEVELOPMENT



Strong increase in order intake; revenue and earnings up q/q

	UNIT	Q3 2022	Q3 2021	+/-	Q1-Q3 2022	Q1-Q3 2021	+/-	2021
Order intake	MEUR	1,547.6	602.3	+156.9%	3,628.4	2,314.6	+56.8%	3,774.7
Order backlog (as of end of period)	MEUR	4,640.1	2,751.3	+68.7%	4,640.1	2,751.3	+68.7%	3,377.2
Revenue	MEUR	889.7	744.8	+19.5%	2,470.1	2,209.4	+11.8%	3,070.6
EBITDA	MEUR	113.8	100.2	+13.6%	318.3	289.4	+10.0%	423.4
EBITDA margin	%	12.8	13.5	-	12.9	13.1	-	13.8
EBITA	MEUR	92.7	82.0	+13.0%	250.3	234.0	+7.0%	346.0
EBITA margin	%	10.4	11.0	-	10.1	10.6	-	11.3
Employees (as of end of period; without apprentices)	-	12,462	11,539	+8.0%	12,462	11,539	+8.0%	11,668

- **Order intake** significantly up q/q, mainly driven by PP capital business
- **Revenue** significantly up
- **Earnings** at unchanged favorable level; **profitability** slightly down in Q3 2022 due to the project mix

ORDER INTAKE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



REVENUE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



METALS: STRONG INCREASE IN ORDER INTAKE AND REVENUE



Earnings up, however margin down due Metals Processing

	UNIT	Q3 2022	Q3 2021	+/-	Q1-Q3 2022	Q1-Q3 2021	+/-	2021
Order intake	MEUR	564.1	362.3	+55.7%	1,554.8	1,205.9	+28.9%	1,778.8
Order backlog (as of end of period)	MEUR	2,052.6	1,375.7	+49.2%	2,052.6	1,375.7	+49.2%	1,541.7
Revenue	MEUR	399.8	317.2	+26.0%	1,133.8	955.3	+18.7%	1,366.1
EBITDA	MEUR	18.6	18.9	-1.6%	68.6	53.8	+27.5%	81.7
EBITDA margin	%	4.7	6.0	-	6.1	5.6	-	6.0
EBITA	MEUR	9.3	8.8	+5.7%	40.9	24.0	+70.4%	38.4
EBITA margin	%	2.3	2.8	-	3.6	2.5	-	2.8
Employees (as of end of period; without apprentices)	-	5,934	6,006	-1.2%	5,934	6,006	-1.2%	5,930

- **Order intake** continued on a very favorable level; **Metals Forming** booked some larger press line orders in Q3 2022
- Significant increase in **revenue** due to favorable development of order intake in preceding quarters
- **Earnings** up in Q3 2022, however **profitability** slightly down, mainly due to execution of lower-margin orders in Metals Processing; Metals Forming continued positive margin development of last quarters

ORDER INTAKE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



REVENUE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



HYDRO: FAVORABLE BUSINESS DEVELOPMENT



Increase in order intake and revenue; earnings and profitability up q/q

	UNIT	Q3 2022	Q3 2021	+/-	Q1-Q3 2022	Q1-Q3 2021	+/-	2021
Order intake	MEUR	356.9	320.8	+11.3%	1,571.0	975.3	+61.1%	1,565.2
Order backlog (as of end of period)	MEUR	3,461.0	2,720.6	+27.2%	3,461.0	2,720.6	+27.2%	2,747.8
Revenue	MEUR	394.6	294.6	+33.9%	1,044.8	904.1	+15.6%	1,345.1
EBITDA	MEUR	37.2	27.0	+37.8%	101.4	84.2	+20.4%	133.0
EBITDA margin	%	9.4	9.2	-	9.7	9.3	-	9.9
EBITA	MEUR	28.7	19.0	+51.1%	76.1	59.0	+29.0%	95.4
EBITA margin	%	7.3	6.4	-	7.3	6.5	-	7.1
Employees (as of end of period; without apprentices)	-	6,817	6,687	+1.9%	6,817	6,687	+1.9%	6,628

- **Order intake** up q/q, favorable development in all divisions
- **Revenue** significantly up q/q due to high order intake in previous quarters
- **Earnings and profitability** up q/q

ORDER INTAKE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



REVENUE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)





SEPARATION: VERY FAVORABLE BUSINESS DEVELOPMENT CONTINUES

Strong increase in order intake, revenue, and earnings q/q

	UNIT	Q3 2022	Q3 2021	+/-	Q1-Q3 2022	Q1-Q3 2021	+/-	2021
Order intake	MEUR	214.8	175.6	+22.3%	696.8	557.0	+25.1%	761.0
Order backlog (as of end of period)	MEUR	668.5	494.3	+35.2%	668.5	494.3	+35.2%	499.1
Revenue	MEUR	206.7	164.9	+25.3%	559.1	479.7	+16.6%	681.2
EBITDA	MEUR	25.3	20.8	+21.6%	68.8	58.1	+18.4%	80.2
EBITDA margin	%	12.2	12.6	-	12.3	12.1	-	11.8
EBITA	MEUR	21.9	17.5	+25.1%	58.5	48.0	+21.9%	66.7
EBITA margin	%	10.6	10.6	-	10.5	10.0	-	9.8
Employees (as of end of period; without apprentices)	-	2,712	2,557	+6.1%	2,712	2,557	+6.1%	2,578

- **Order intake** significantly up; both the solid/liquid separation and the feed & biofuel sectors with very favorable development
- **Revenue** up q/q as a result of very good order intake development of the last quarters
- **Earnings and profitability** continued at a very high level

ORDER INTAKE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



REVENUE BY REGION

Q1-Q3 2022 VS. Q1-Q3 2021 (%)



MARKET OUTLOOK AND FINANCIAL GUIDANCE



Financial guidance 2022 confirmed

OUTLOOK

- Project and investment activity in the industries served by ANDRITZ expected to remain solid during next months
- Geo-economical challenges (Russian sanctions, supply chain disruptions, inflation) are closely monitored.

FINANCIAL GUIDANCE for 2022 confirmed

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



AGENDA



1 | ANDRITZ AT A GLANCE

2 | HIGHLIGHTS

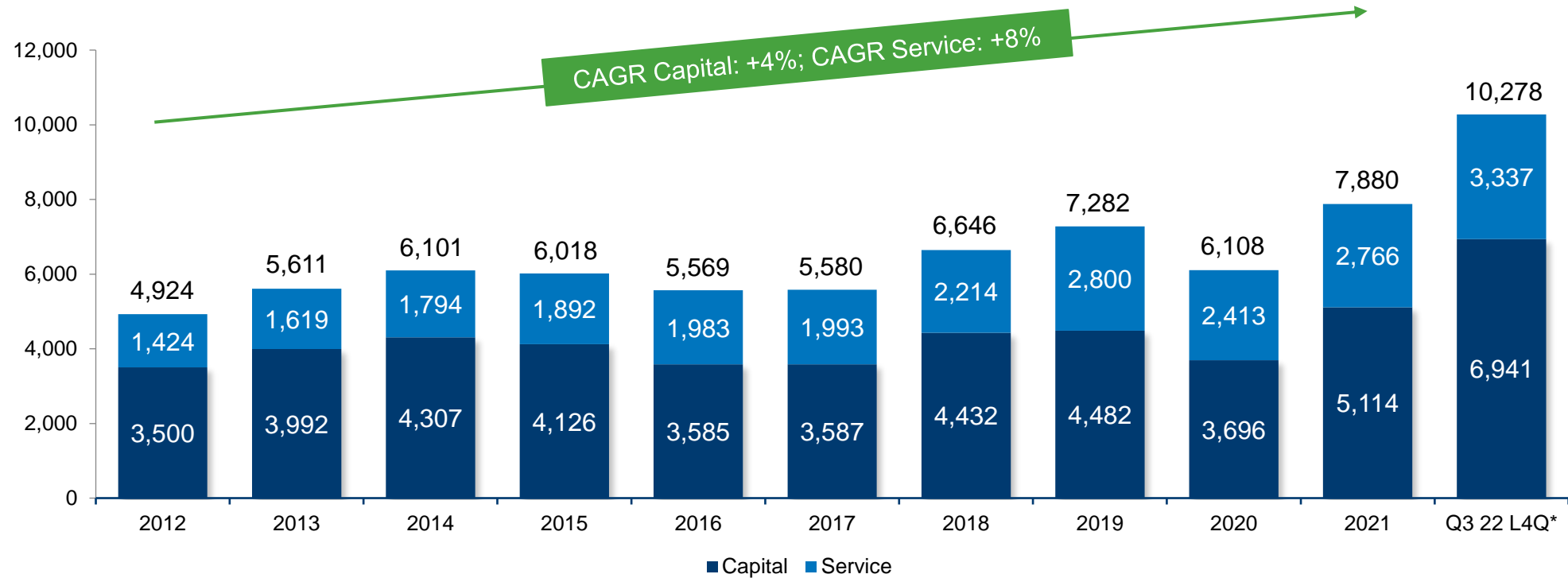
3 | FINANCIALS

4 | APPENDIX

GROUP ORDER INTAKE DEVELOPMENT SINCE 2012



Capital vs. Service

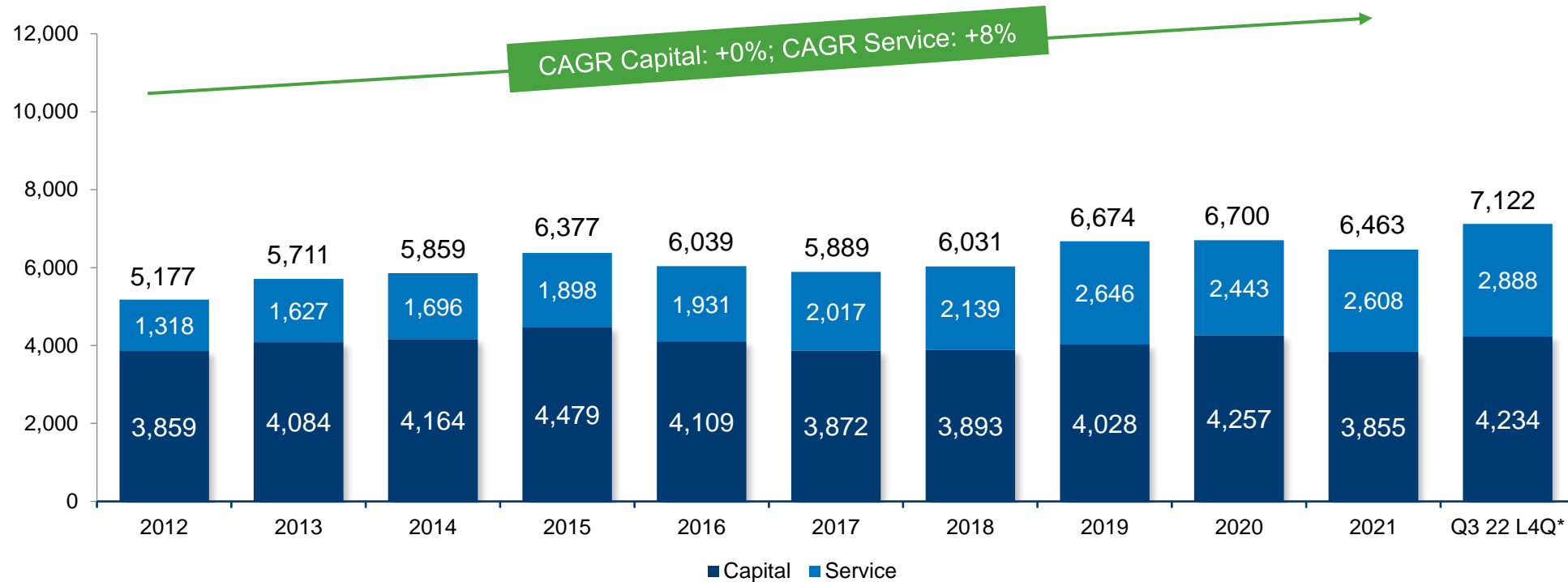


* LAST FOUR QUARTERS

GROUP REVENUE DEVELOPMENT SINCE 2012



Capital vs. Service

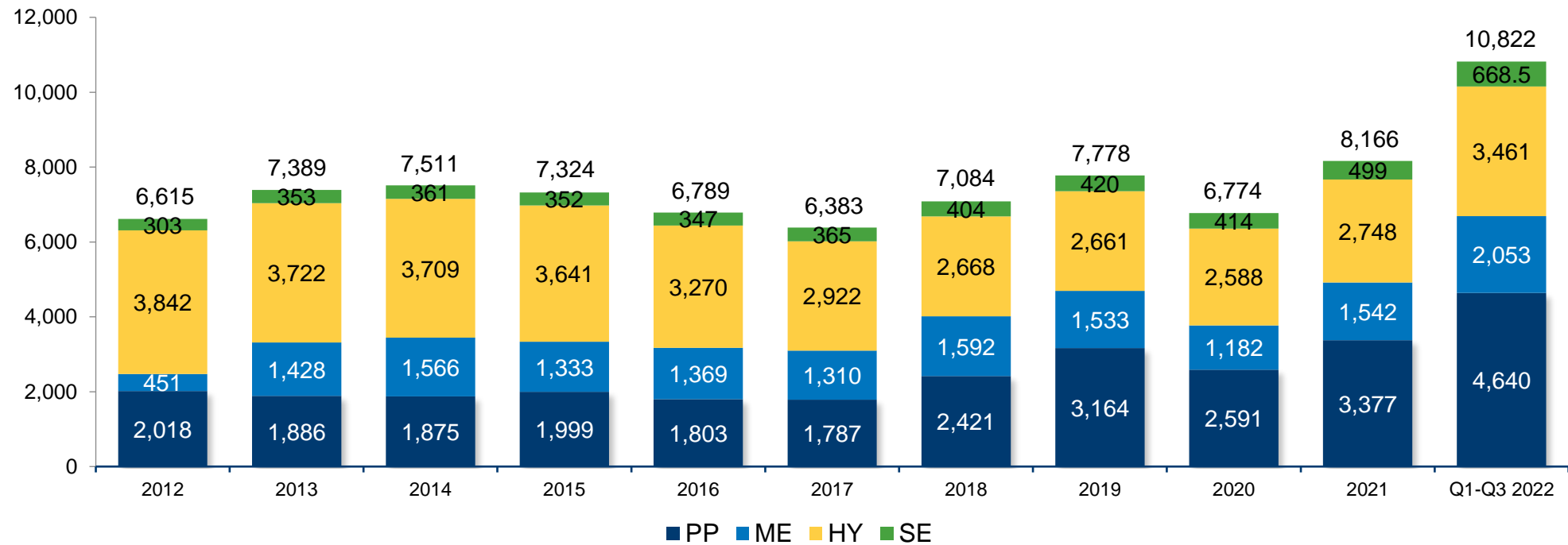


* LAST FOUR QUARTERS

GROUP ORDER BACKLOG DEVELOPMENT SINCE 2012



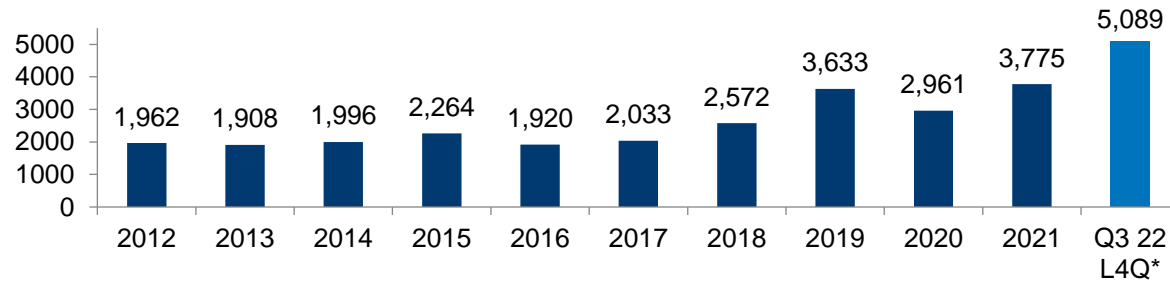
By business area



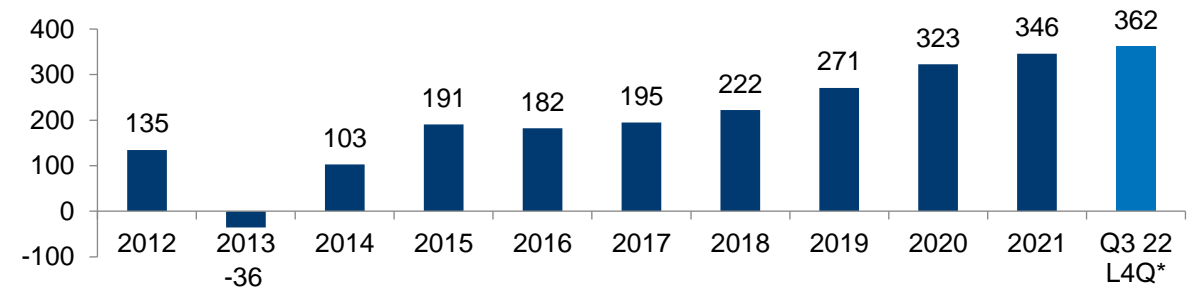
PULP & PAPER: KEY FINANCIALS SINCE 2012



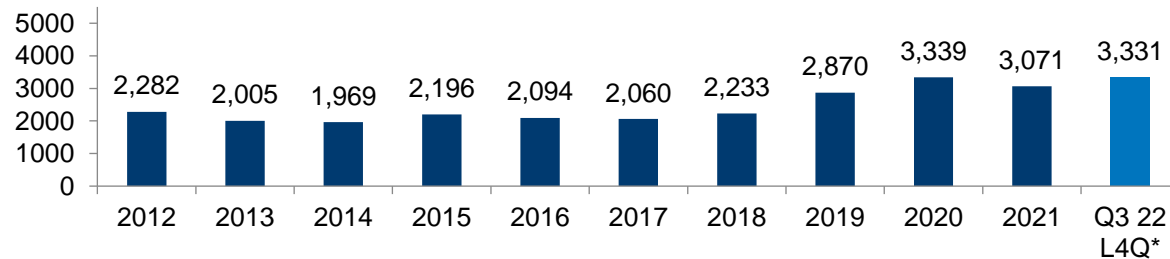
ORDER INTAKE (MEUR)



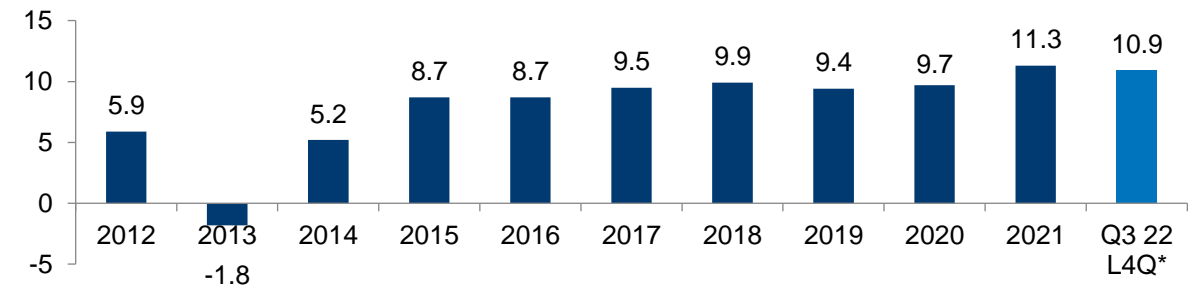
EBITA (MEUR)



REVENUE (MEUR)



EBITA MARGIN (%)

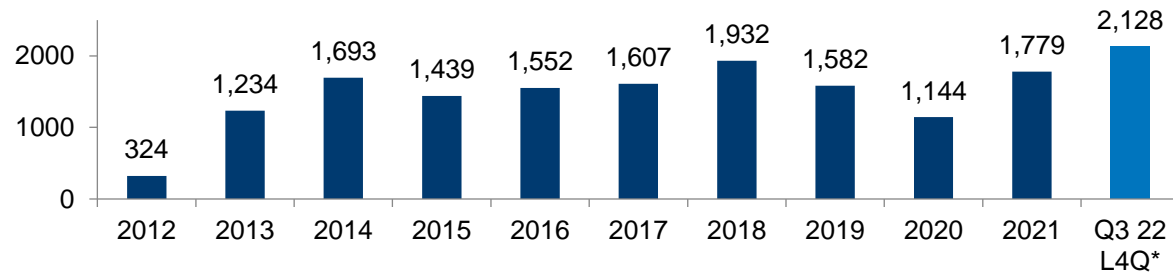


* LAST FOUR QUARTERS

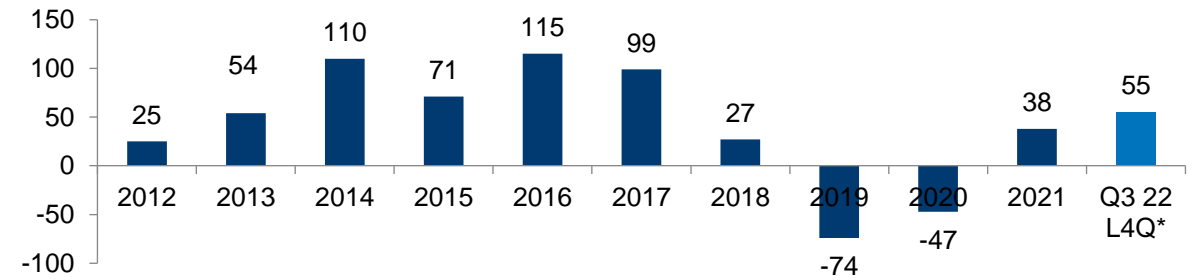
METALS: KEY FINANCIALS SINCE 2012



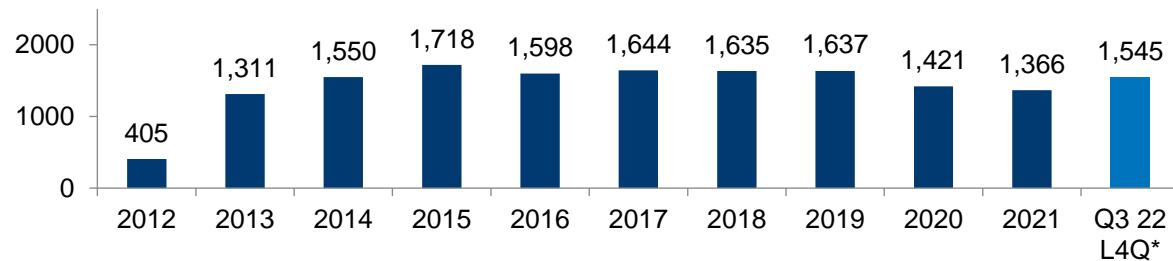
ORDER INTAKE (MEUR)



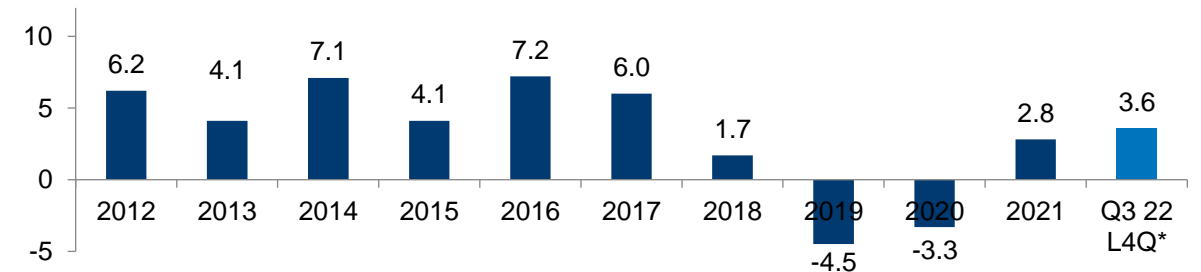
EBITA (MEUR)



REVENUE (MEUR)



EBITA MARGIN (%)

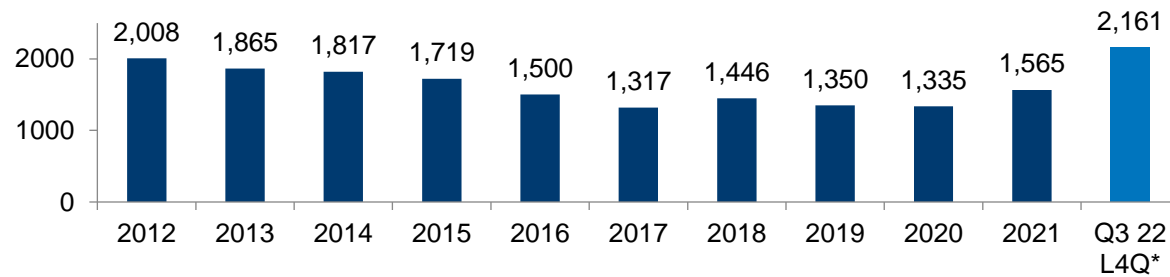


* LAST FOUR QUARTERS

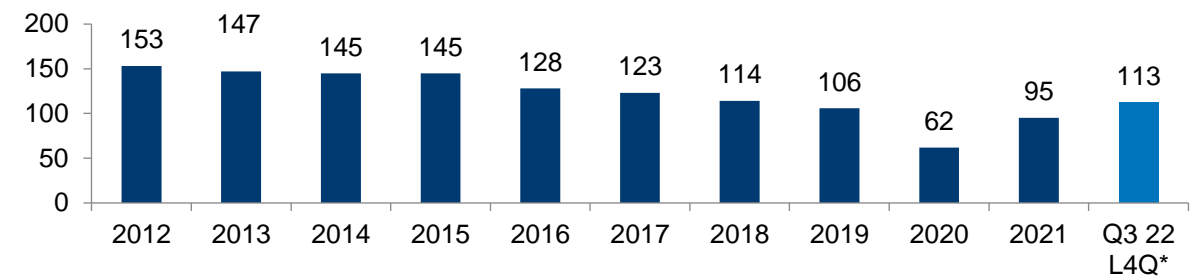
HYDRO: KEY FINANCIALS SINCE 2012



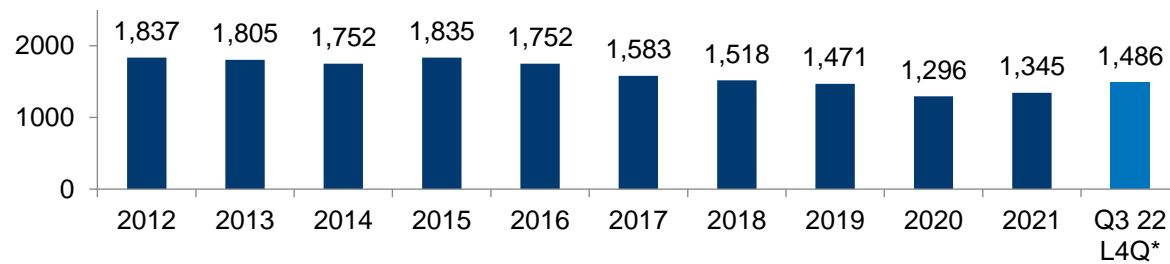
ORDER INTAKE (MEUR)



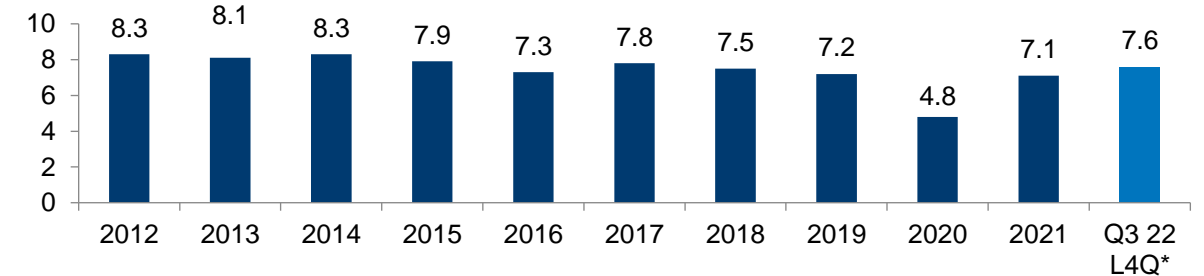
EBITA (MEUR)



REVENUE (MEUR)



EBITA MARGIN (%)

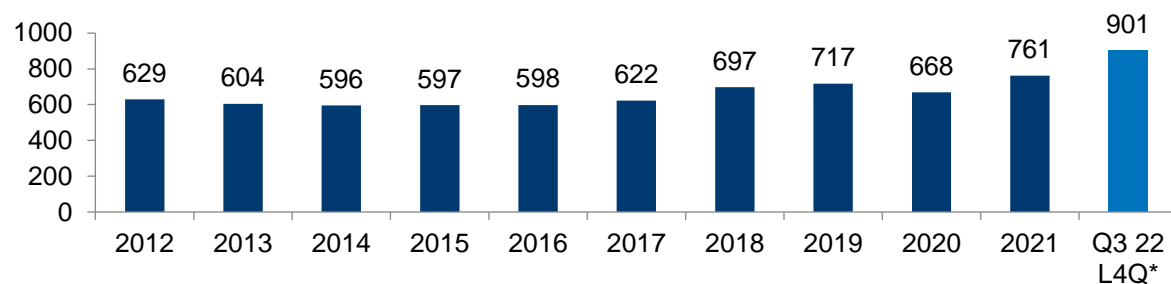


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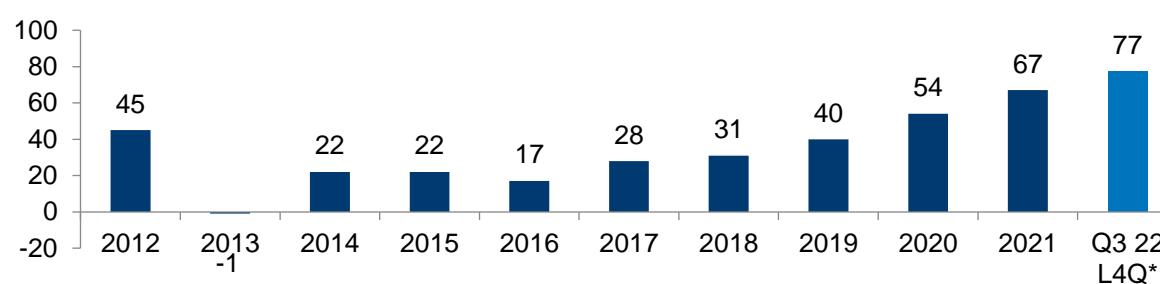
SEPARATION: KEY FINANCIALS SINCE 2012



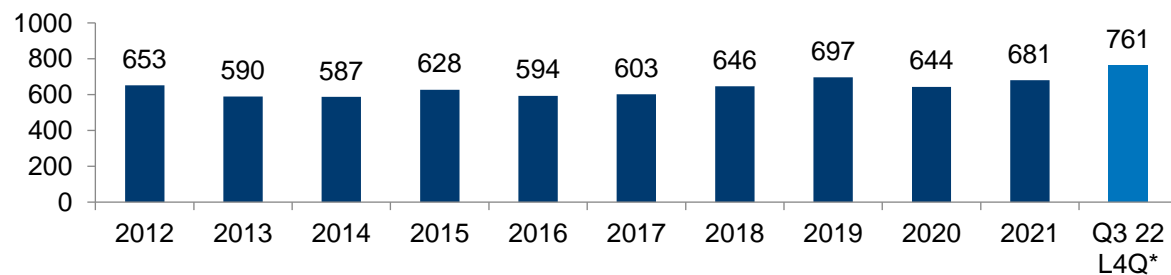
ORDER INTAKE (MEUR)



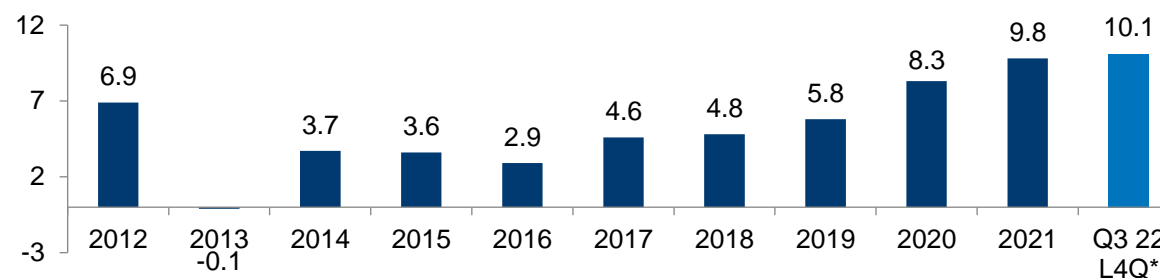
EBITA (MEUR)



REVENUE (MEUR)



EBITA MARGIN (%)



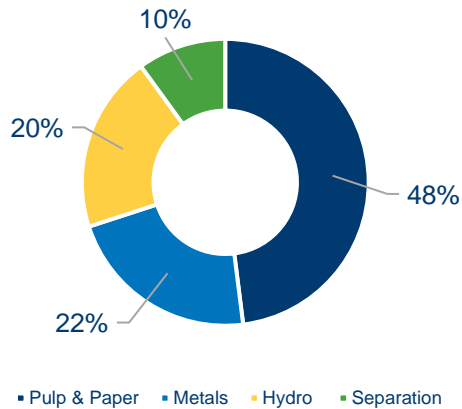
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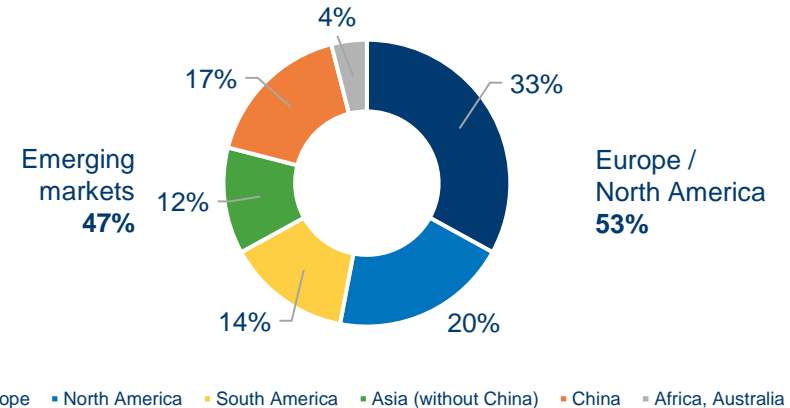
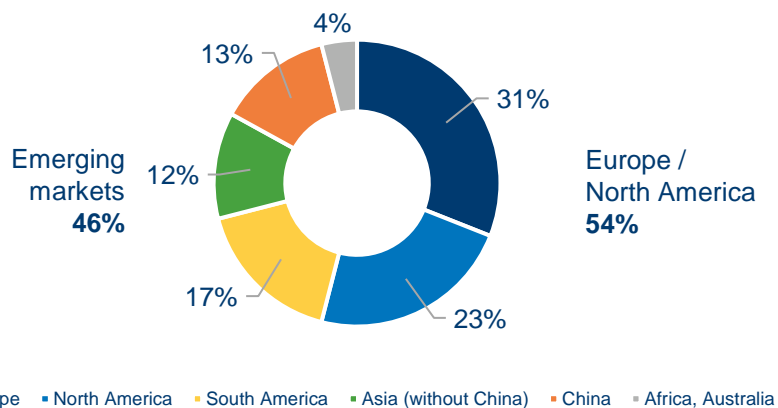
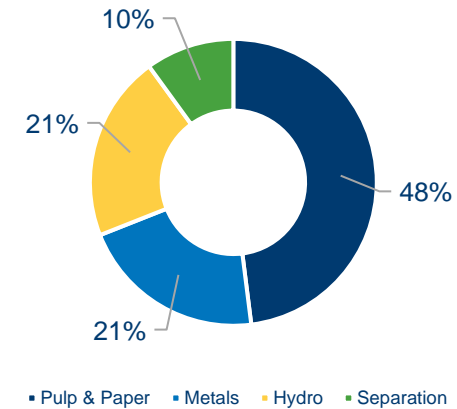
GROUP ORDER INTAKE AND GROUP REVENUE SPLIT IN 2021

Business areas vs. regions

ORDER INTAKE SPLIT



REVENUE SPLIT



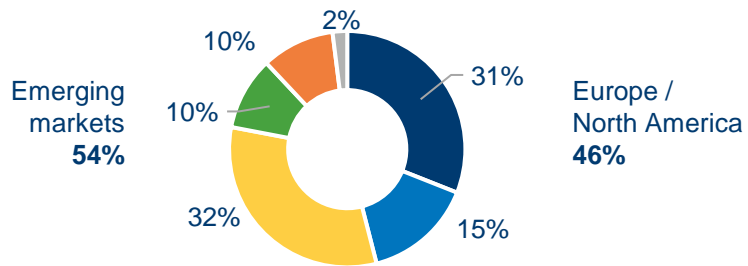
ORDER INTAKE AND REVENUE BY BUSINESS AREA AND REGION



2021

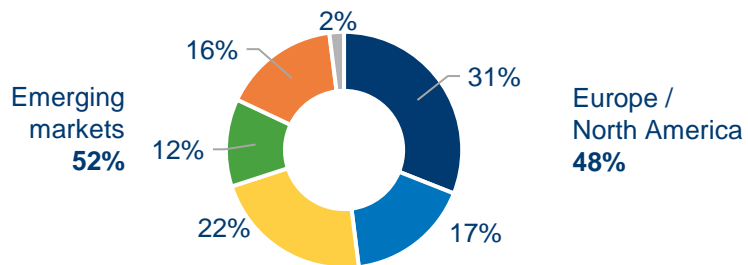
PULP & PAPER

Order intake by region



■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

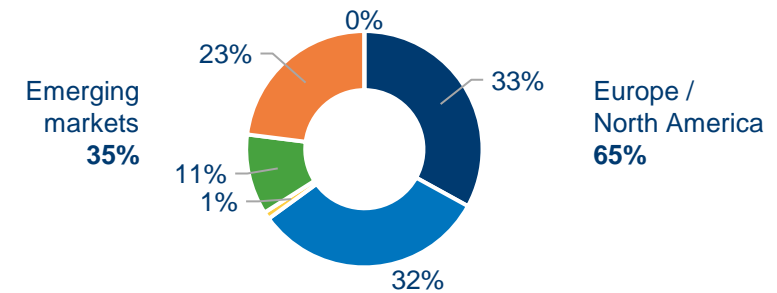
Revenue by region



■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

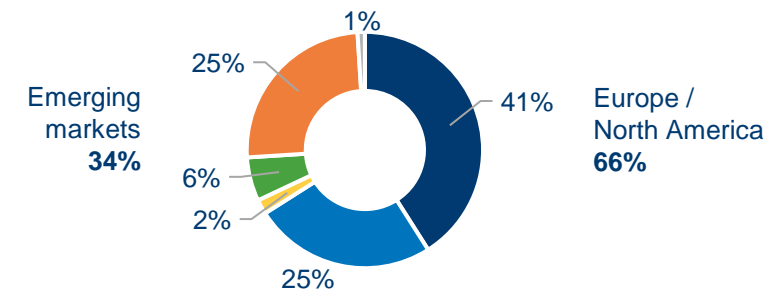
METALS

Order intake by region



■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

Revenue by region



■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

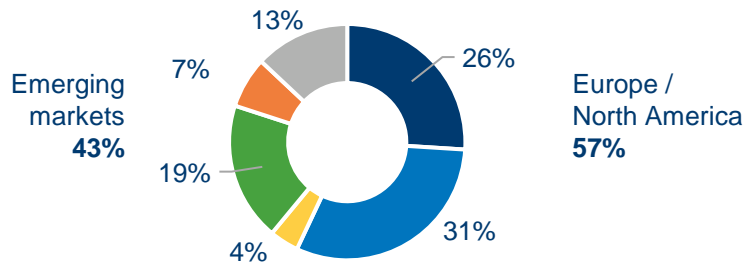
ORDER INTAKE AND REVENUE BY BUSINESS AREA AND REGION



2021

HYDRO

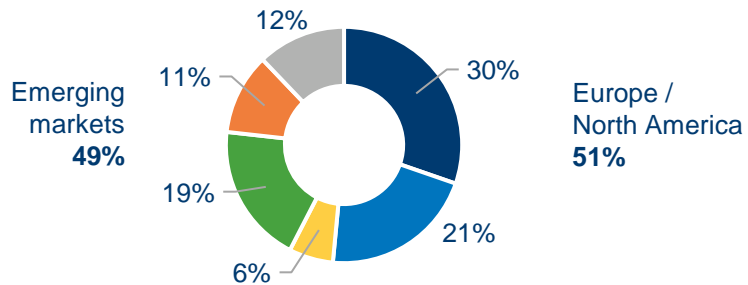
Order intake by region



Europe / North America
57%

■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

Revenue by region

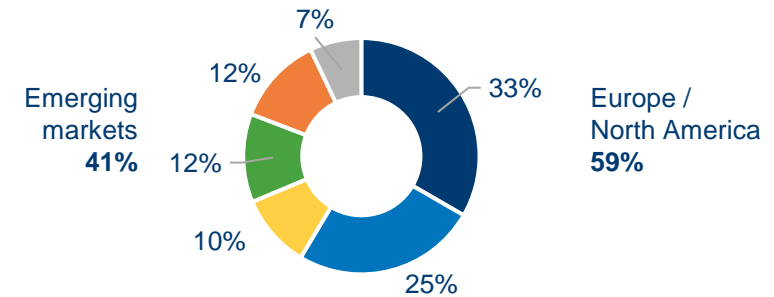


Europe / North America
51%

■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

SEPARATION

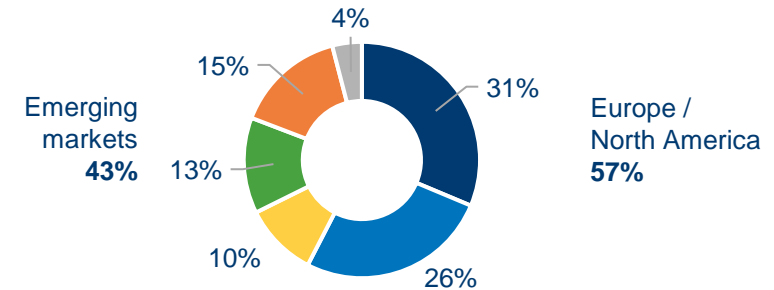
Order intake by region



Europe / North America
59%

■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

Revenue by region



Europe / North America
57%

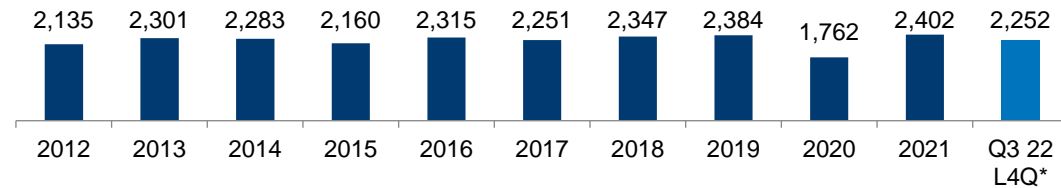
■ Europe ■ North America ■ South America ■ Asia (without China) ■ China ■ Africa, Australia

GROUP ORDER INTAKE DEVELOPMENT SINCE 2012

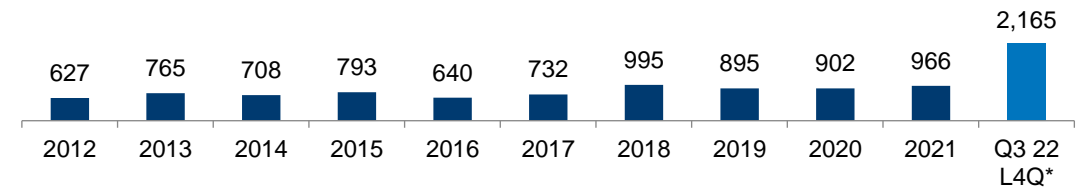


Per region (MEUR)

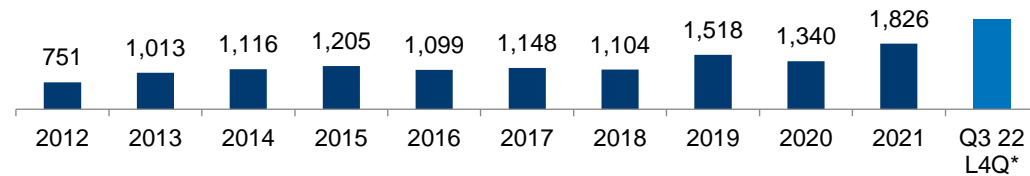
EUROPE



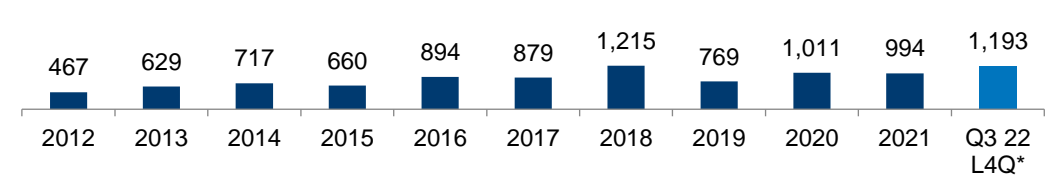
ASIA (WITHOUT CHINA)



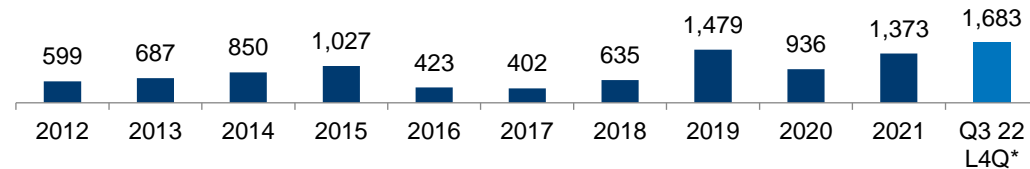
NORTH AMERICA



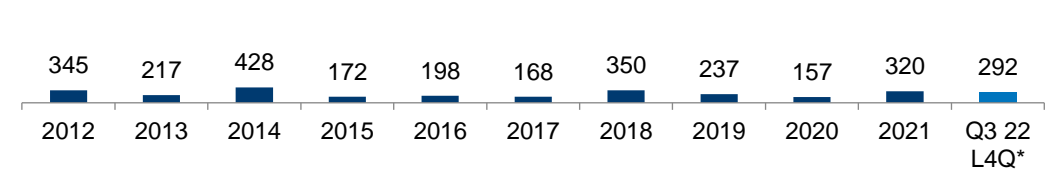
CHINA



SOUTH AMERICA



AFRICA, AUSTRALIA



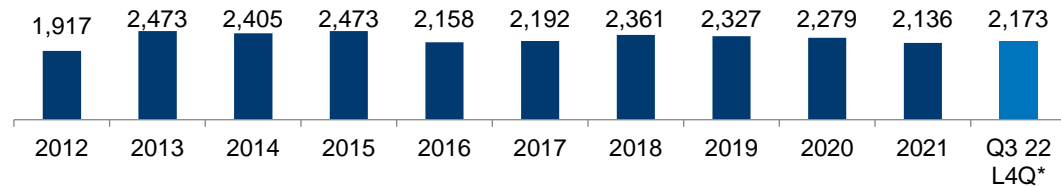
* LAST FOUR QUARTERS

GROUP REVENUE DEVELOPMENT SINCE 2012

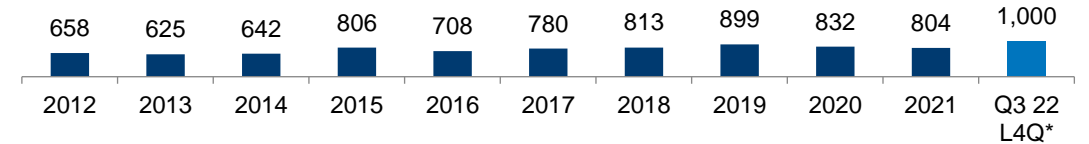


Per region (MEUR)

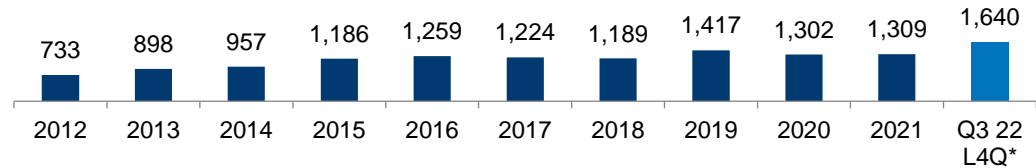
EUROPE



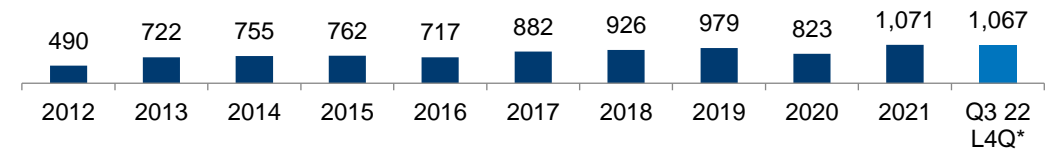
ASIA (WITHOUT CHINA)



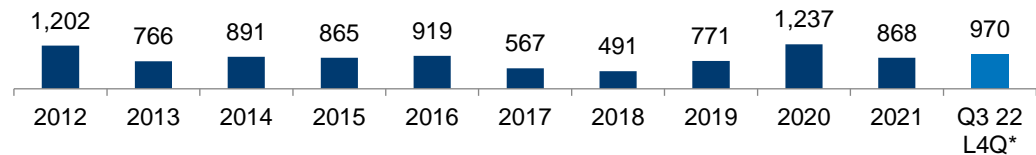
NORTH AMERICA



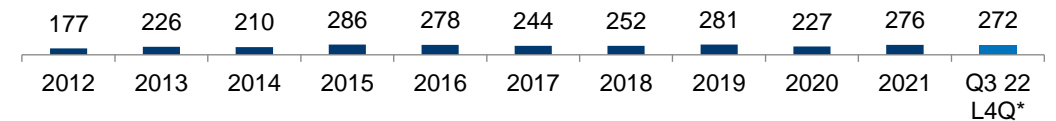
CHINA



SOUTH AMERICA



AFRICA, AUSTRALIA



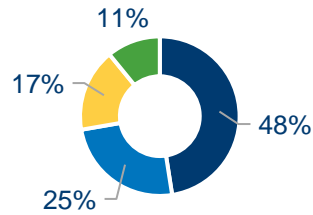
* LAST FOUR QUARTERS

ORDER INTAKE SPLIT BY BUSINESS AREA IN 2021



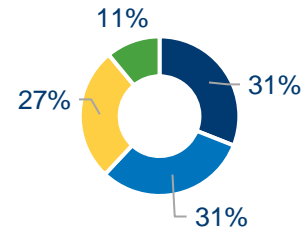
Per region (in %)

EUROPE



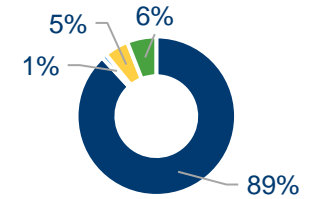
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

NORTH AMERICA



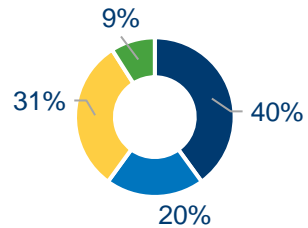
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

SOUTH AMERICA



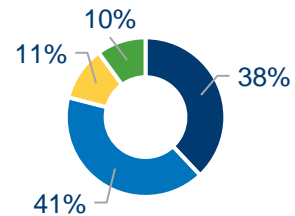
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

ASIA (WITHOUT CHINA)



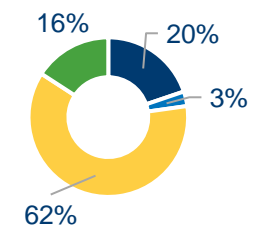
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

CHINA



■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

AFRICA, AUSTRALIA



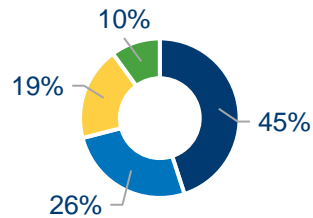
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

REVENUE SPLIT BY BUSINESS AREA IN 2021



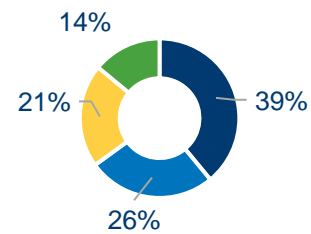
Per region (in %)

EUROPE



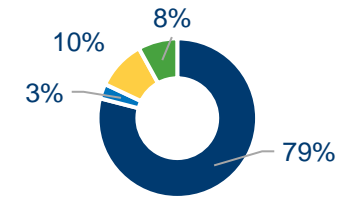
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

NORTH AMERICA



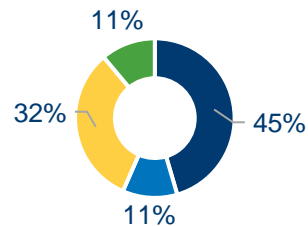
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

SOUTH AMERICA



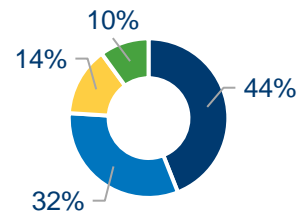
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

ASIA (WITHOUT CHINA)



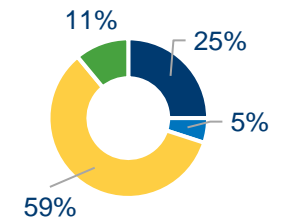
■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

CHINA



■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

AFRICA, AUSTRALIA



■ Pulp & Paper ■ Metals ■ Hydro ■ Separation

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