



ANDRITZ GROUP

RESULTS FULL YEAR 2021

MARCH 8, 2022

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | FY 2021 AT A GLANCE

2 | PERFORMANCE 2021

3 | UPDATE OF BUSINESS AREAS

4 | OUTLOOK

PrimeLine™
SPECIALTY

FULL YEAR 2021 AT A GLANCE



Order intake, order backlog, net income, and profitability reach record highs

GROUP REVENUE AT 6.5 BILLION EUROS SLIGHTLY BELOW RECORD FIGURE 2020

Decline of revenue in **Pulp & Paper Capital** as some larger pulp mill orders which had strong revenue contribution in 2020 have been finished or neared completion in 2021

Revenue in **Metals** down due to lower order intake in 2020; **Hydro** and **Separation** slightly up y/y

RECORD GROUP ORDER INTAKE AT ALMOST 7.9 BN EUROS

Very favorable development across all four business areas

Pulp & Paper reaches record high

Metals significantly up from low level in 2020

Hydro up y/y, troughing out from low levels of the previous years

Record order backlog

EBITA AT 547 MEUR AND MARGIN AT 8.5% REACH RECORD HIGHS

Solid development across all four business areas

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

Metals confirming turnaround path

Solid margin in **Hydro**

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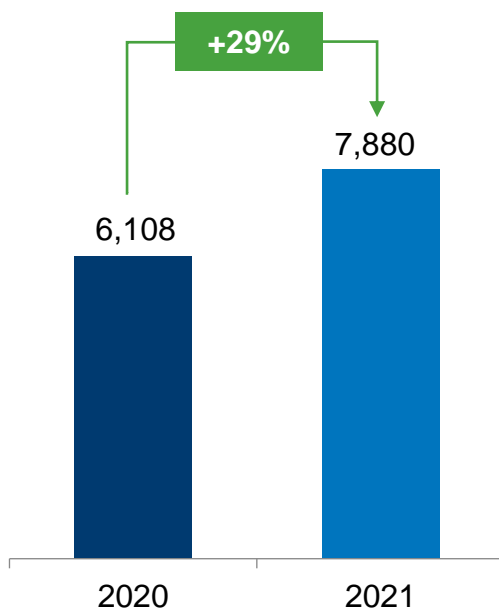
PrimeLine™
SPECIALTY

RECORD ORDER INTAKE



All four business areas achieve increases

ORDER INTAKE*

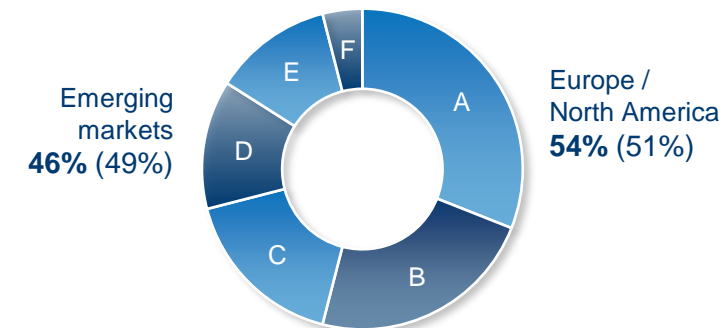


ORDER INTAKE BY BUSINESS AREA*

	2021	2020	+/-
Pulp & Paper	3,775	2,961	+27%
Metals	1,779	1,144	+56%
Hydro	1,565	1,335	+17%
Separation	761	668	+14%

ORDER INTAKE BY REGION

2021 VS. 2020 (%)



A	Europe	31 (29)	D	China	13 (16)
B	North America	23 (22)	E	Asia (without China)	12 (15)
C	South America	17 (15)	F	Africa, Australia	4 (3)

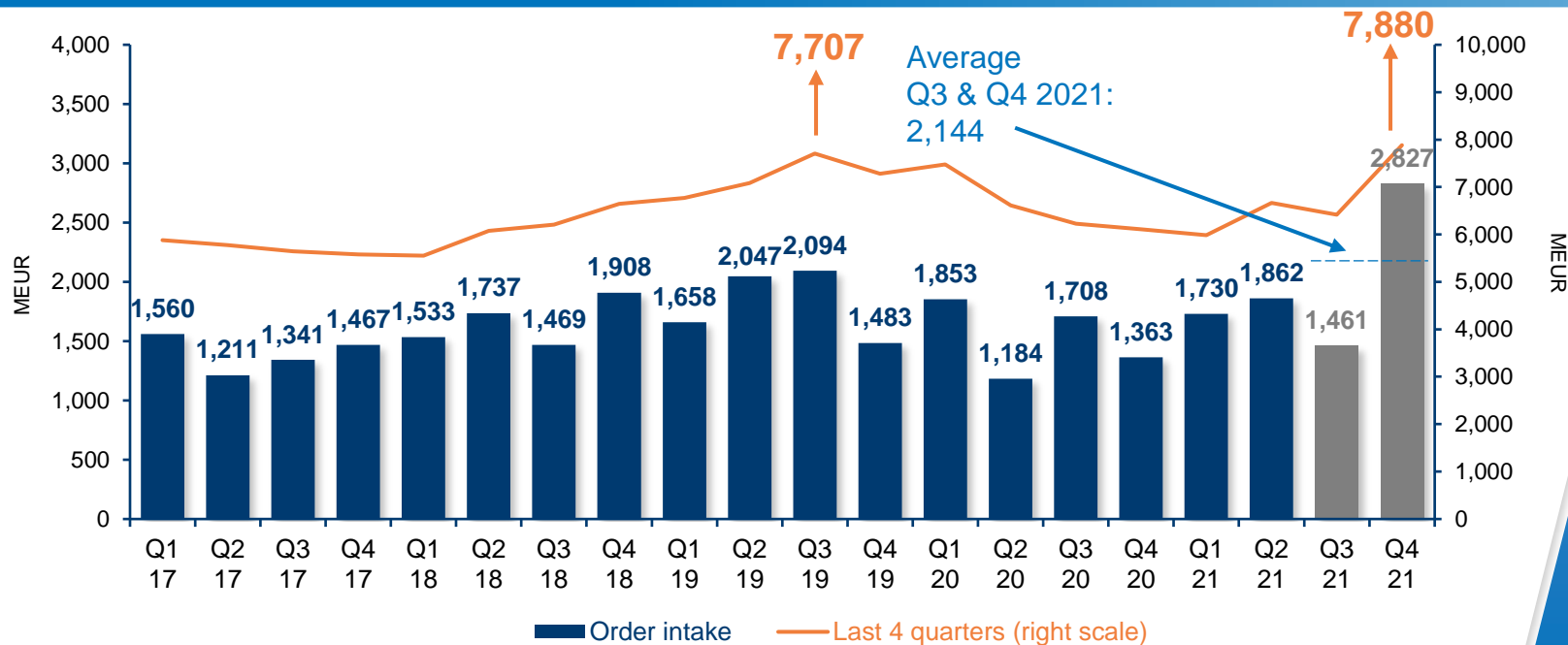
*IN MEUR

- **Pulp & Paper reaches record high:** receipt of some important reference orders (e.g. complete greenfield pulp mill for Suzano), favorable development of biomass boilers and nonwoven
- **Both Metals Forming (Schuler) and Metals Processing** sharply rising from very low levels in 2020
- **Hydro and Separation up y/y**

QUARTERLY DEVELOPMENT OF ORDER INTAKE



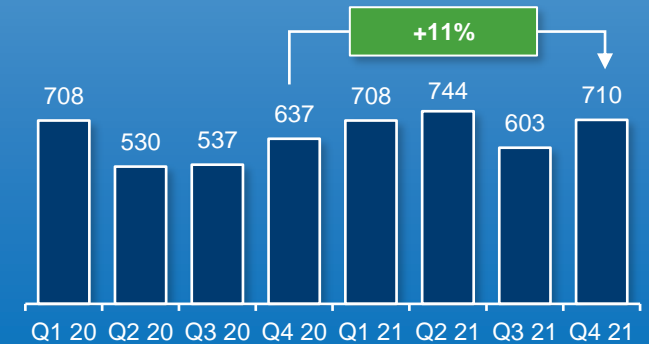
Service accounts for roughly 35% of total order intake



ORDER INTAKE SPLIT: CAPITAL / SERVICE
2021 VS. 2020 (%)



ORDER INTAKE SERVICE BUSINESS (MEUR)

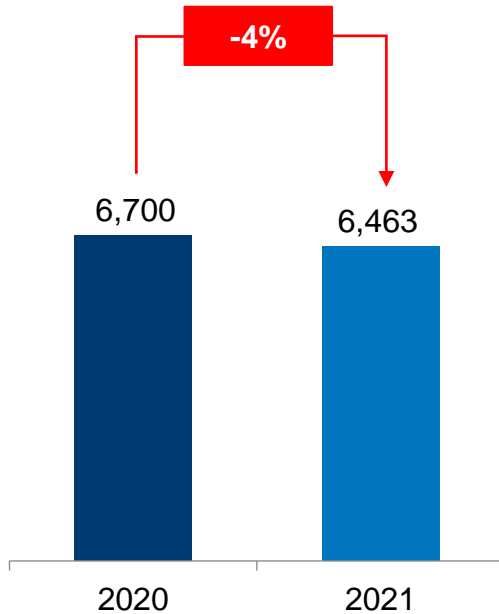




REVENUE ONLY SLIGHTLY DOWN COMPARED TO RECORD FIGURE 2020

Hydro and Separation almost compensating decline in Pulp & Paper and Metals

REVENUE*



REVENUE BY BUSINESS AREA*

	2021	2020	+/-
Pulp & Paper	3,071	3,339	-8%
Metals	1,366	1,421	-4%
Hydro	1,345	1,296	+4%
Separation	681	644	+6%

REVENUE SPLIT: CAPITAL / SERVICE
2021 VS. 2020 (%)



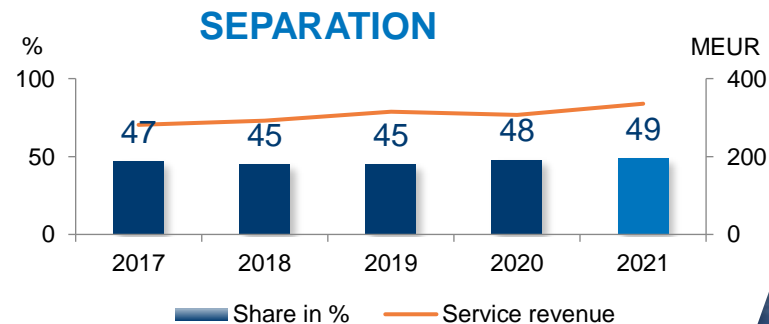
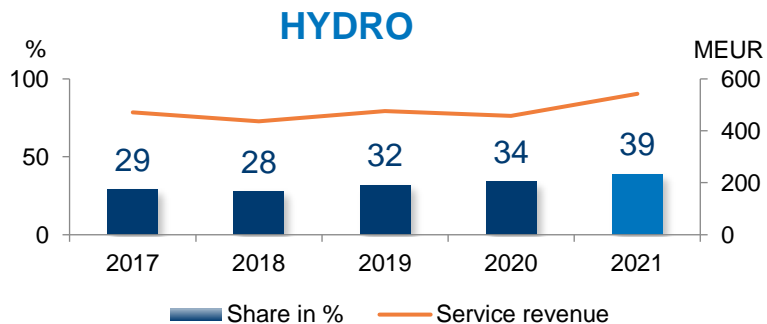
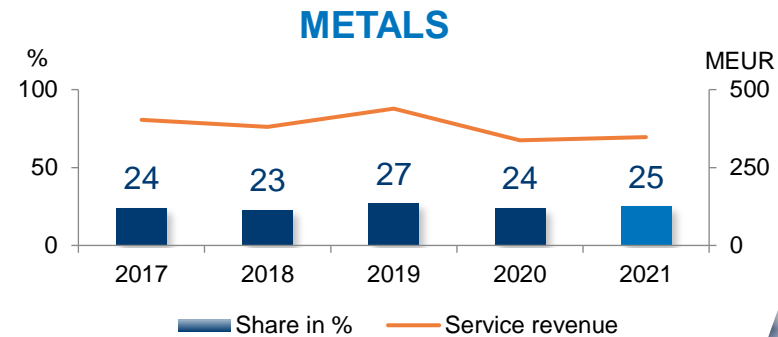
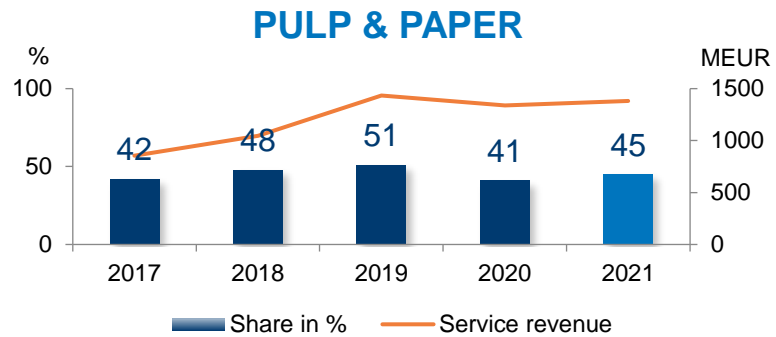
- **Pulp & Paper down y/y** (revenue 2020 included several larger pulp mill orders with strong revenue contribution)
- **Metals down y/y** due to decline in order intake in 2020
- **Hydro and Separation up y/y**
- **Russia roughly 3% of revenue**

*IN MEUR

SERVICE BUSINESS BY BUSINESS AREA



% of total business area revenue



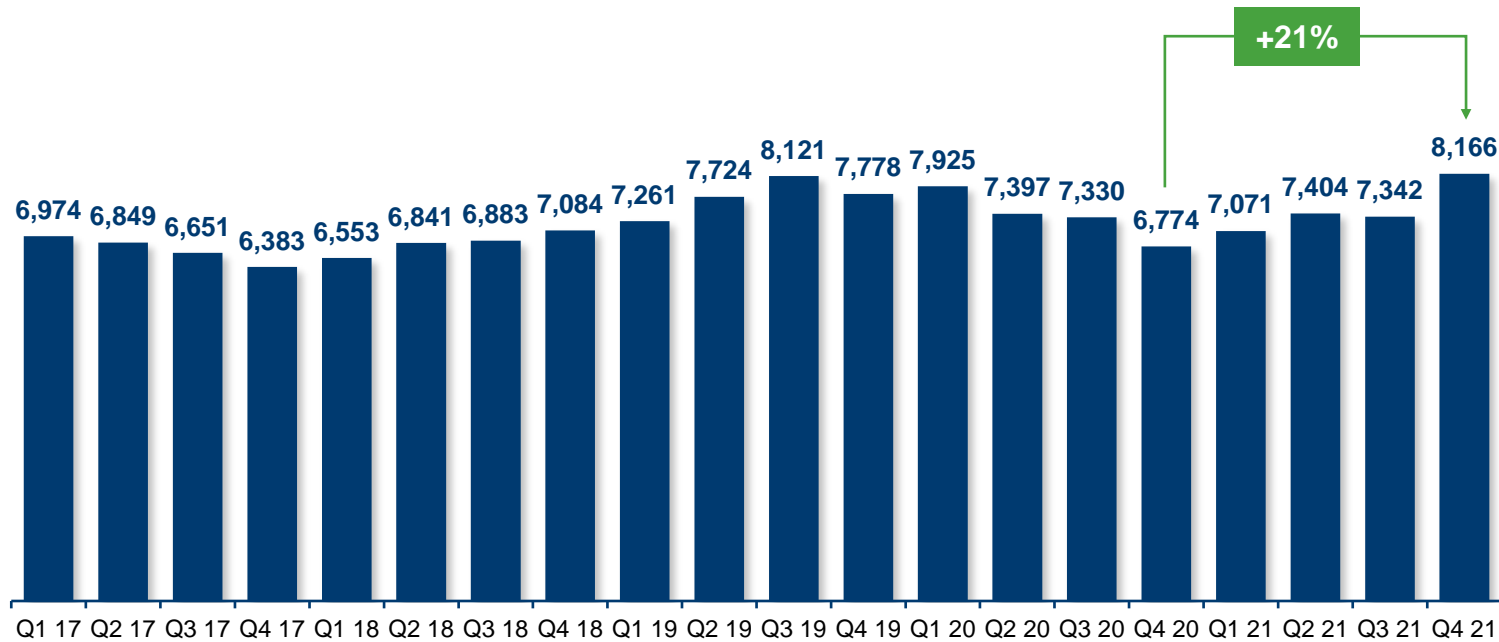
ORDER BACKLOG REACHES RECORD HIGH



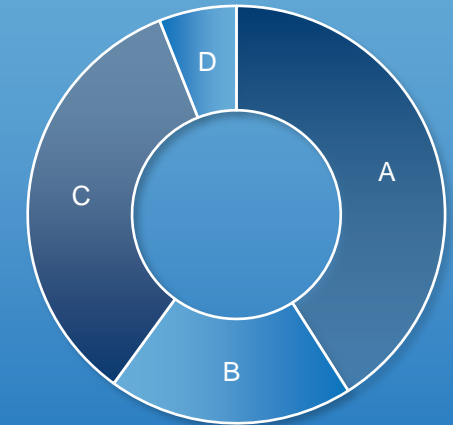
Solid workload for 2022

Pulp & Paper and Hydro account for 75% of total order backlog

IN MEUR



ORDER BACKLOG BY BUSINESS AREA
AS OF END OF DECEMBER 2021
(DECEMBER 2020)



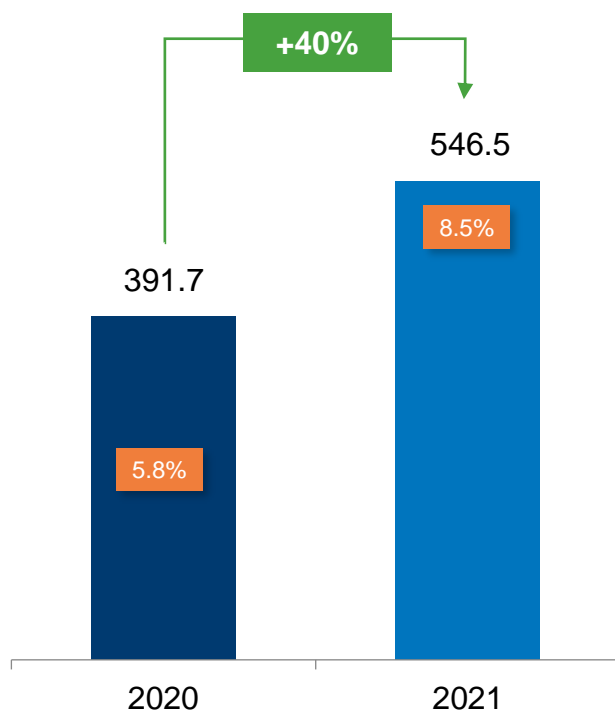
A	Pulp & Paper	41% (38%)	C	Hydro	34% (38%)
B	Metals	19% (18%)	D	Separation	6% (6%)

RECORD EARNINGS AND PROFITABILITY

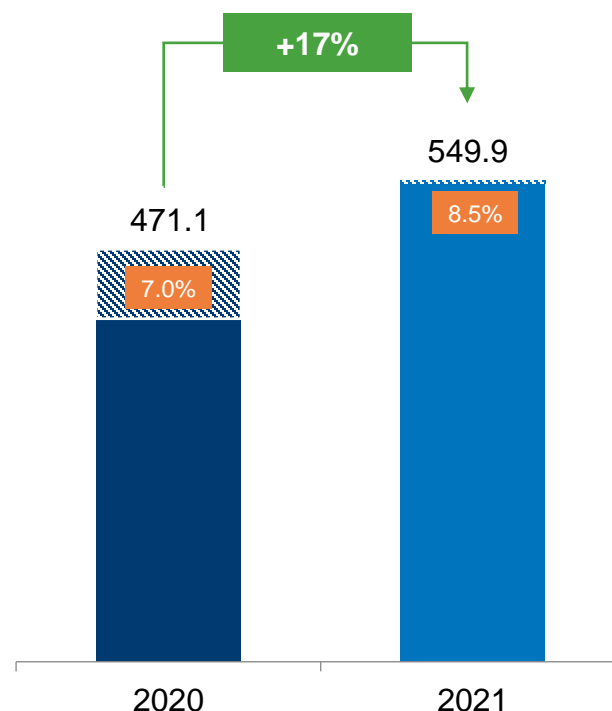


All four business areas achieve increases in EBITA and EBITA margin

EBITA AND EBITA MARGIN* (REPORTED)



EBITA AND EBITA MARGIN* (ADJUSTED)



Despite decline in revenue, **EBITA and margin** in 2021 significantly up y/y

Profitability reaches a new record high, driven by Pulp & Paper and Separation

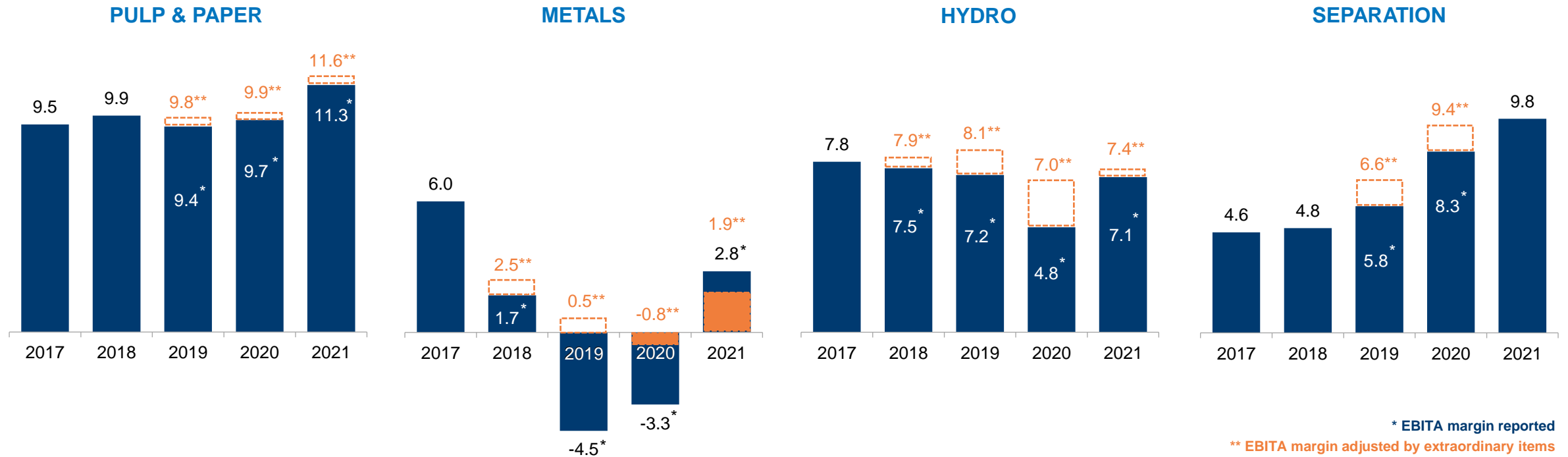
In total, net extraordinary items of ~3 MEUR in 2021 (expenses for capacity adjustments in Pulp & Paper to a large extent offset by extraordinary income in Metals (property sale) (2020: extraordinary items of 79 MEUR for capacity adjustments mainly in Metals and Hydro)

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

PROFITABILITY BY BUSINESS AREA



EBITA margin (in %)

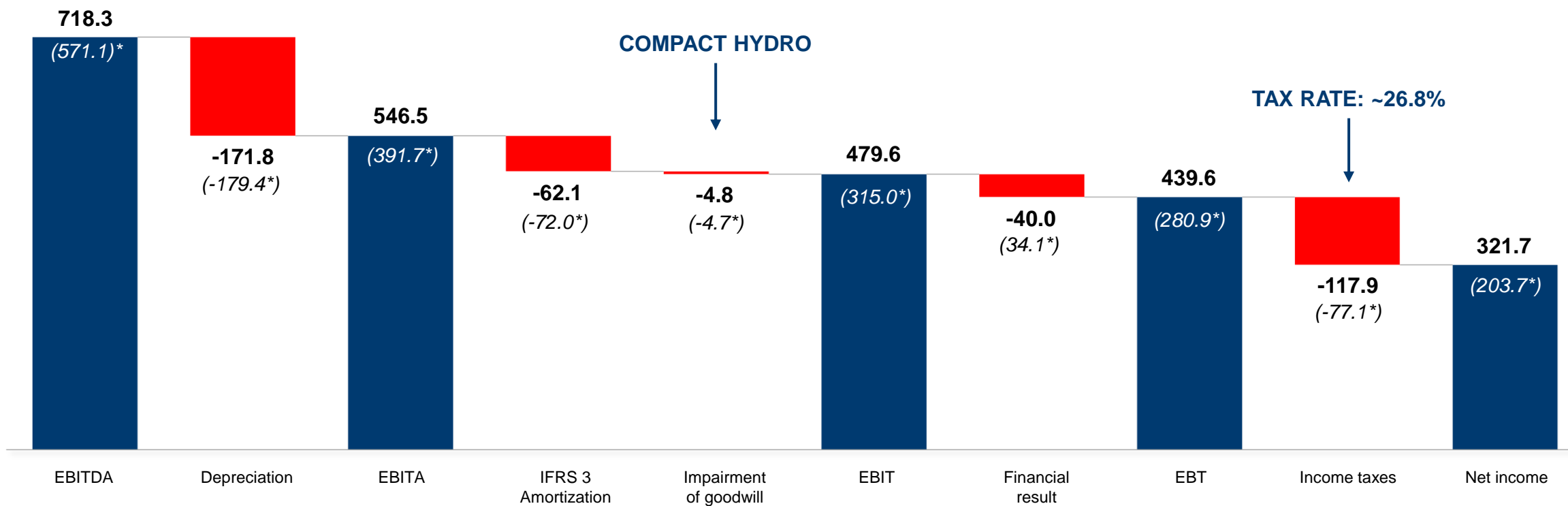


- Pulp & Paper and Separation reach record highs
- Metals in good progress for sustained turnaround
- Hydro profitability at unchanged solid level

EBITDA – NET INCOME BRIDGE



IN MEUR

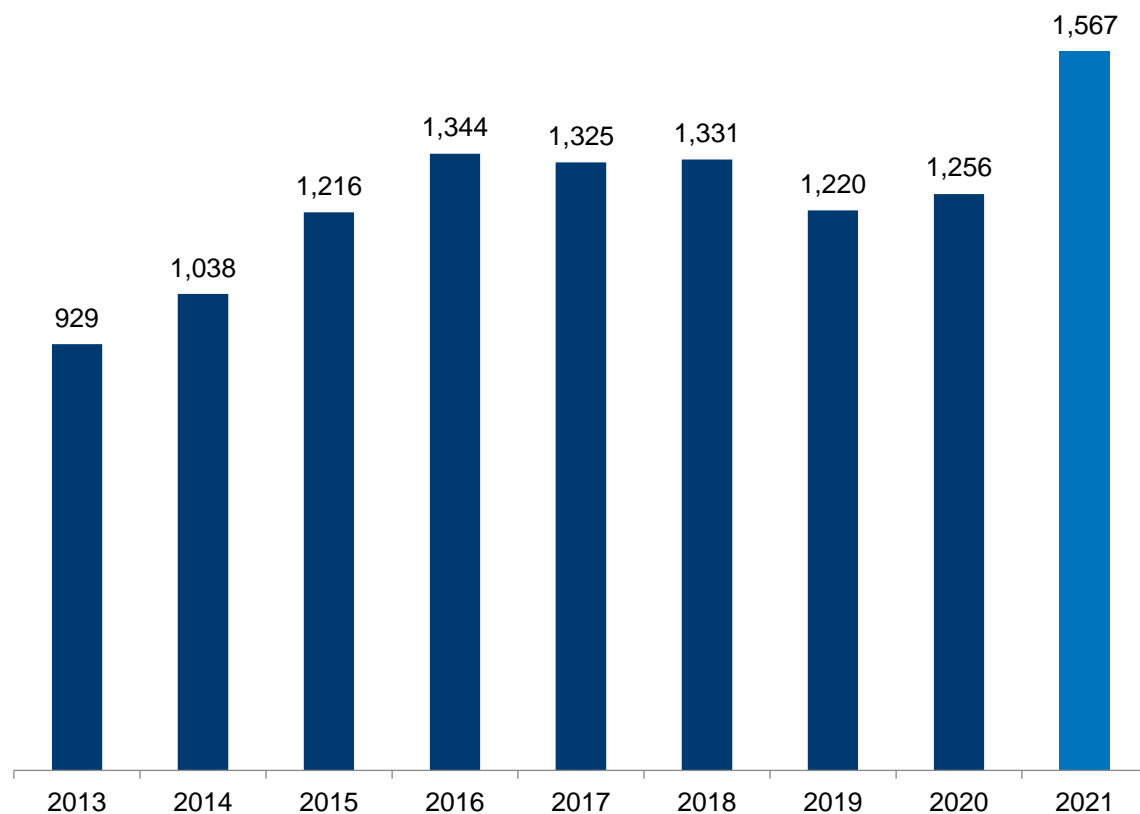


* () 2020

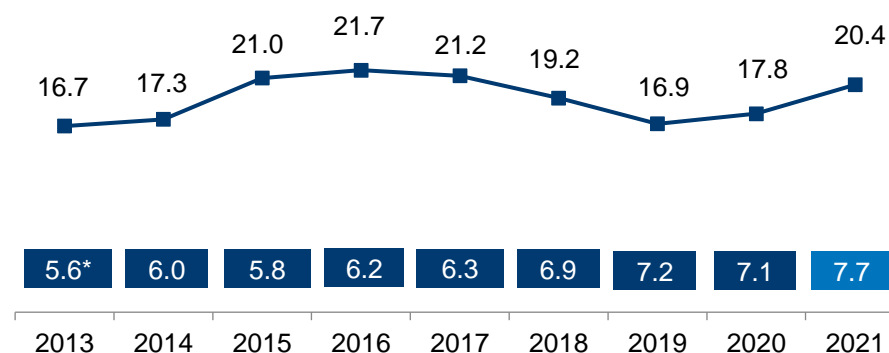
SOLID EQUITY RATIO ABOVE 20% REACHED



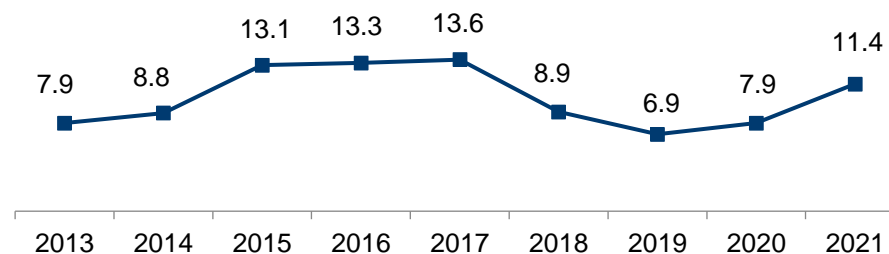
TOTAL SHAREHOLDERS' EQUITY (IN MEUR)



EQUITY RATIO (IN %)



GOODWILL ADJUSTED EQUITY RATIO** (IN %)



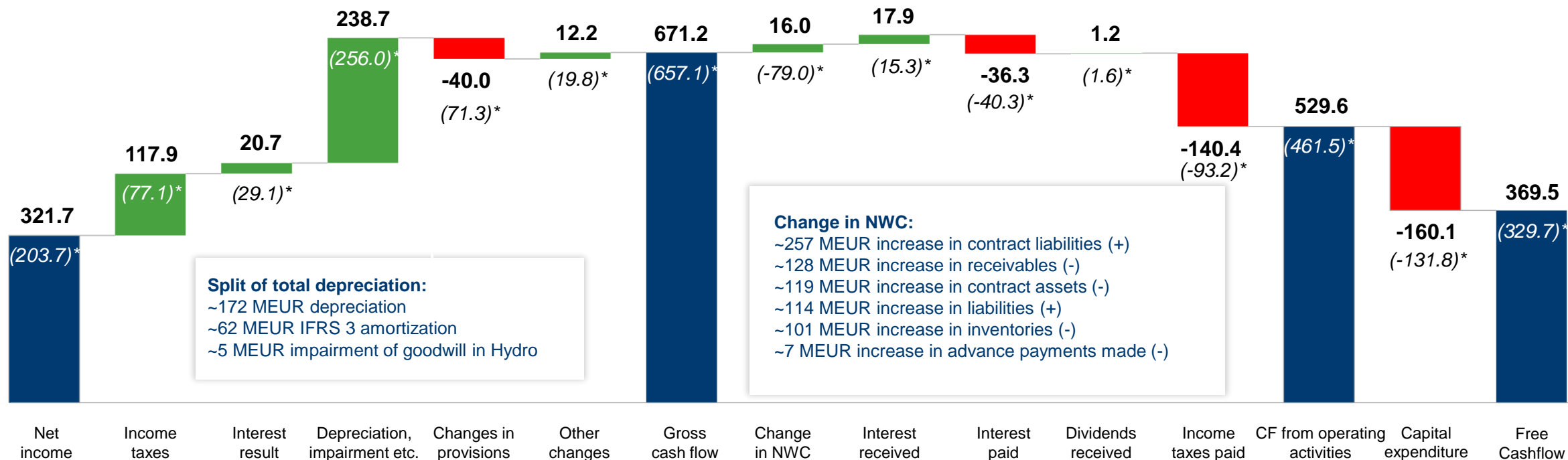
* Total assets in bn. EUR

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

CASH FLOW FROM OPERATING ACTIVITIES AND FREE CASH FLOW



IN MEUR



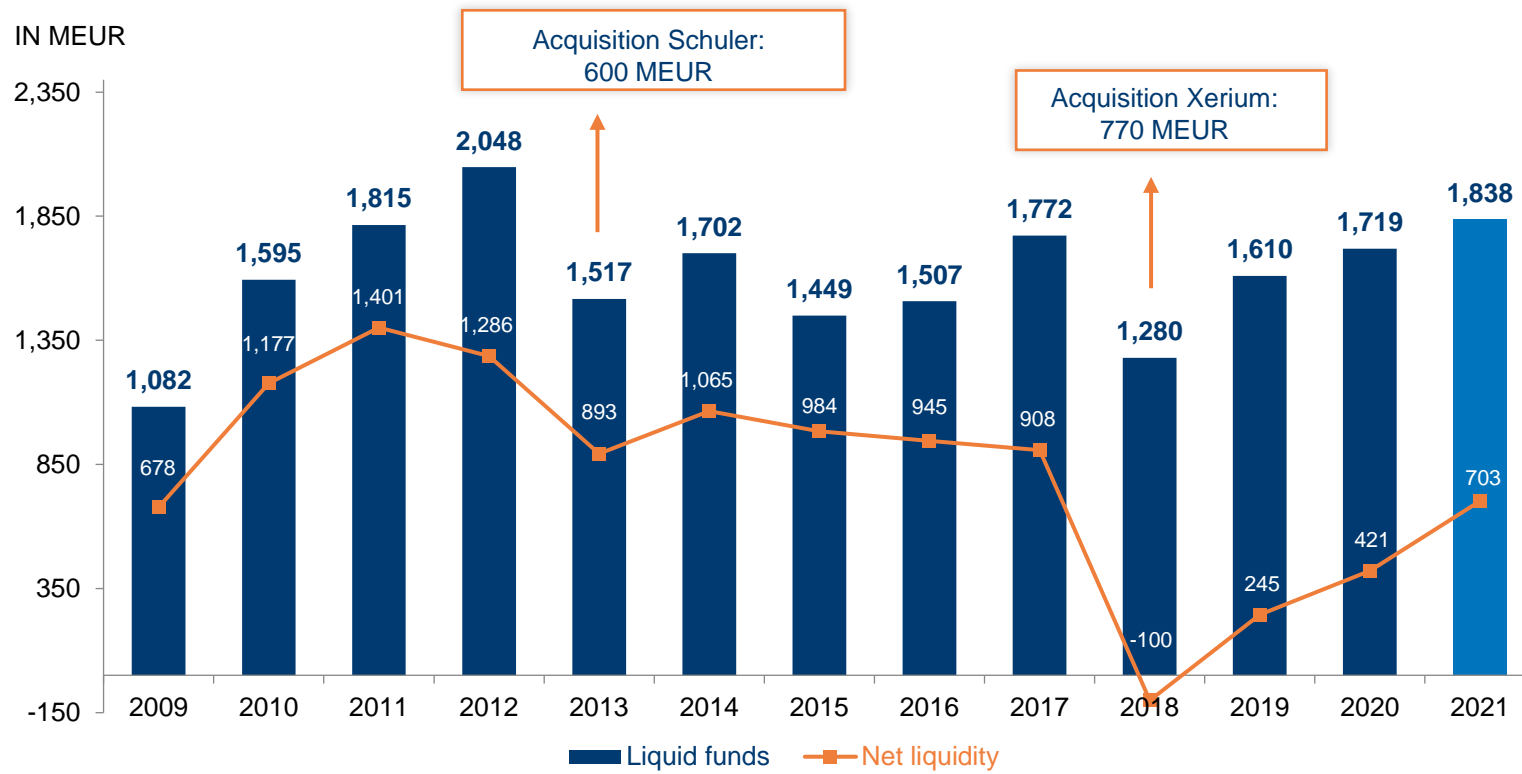
* ()2020

SOLID FINANCIAL POSITION



Gross liquidity of ~1.8 billion euros, net liquidity at ~700 million euros

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



Strong rise of net liquidity of 800 MEUR since 2018

Aggregated dividend payments 2018-2021: 462 MEUR

Aggregated capex 2018-2021: 586 MEUR

Early redemption of two variable Schuldscheindarlehen tranches in 2021 (volume: ~123 MEUR) to optimize financial result

KEY FIGURES FY 2021 AT A GLANCE



	UNIT	2021	2020	+/-
Order intake	MEUR	7,879.7	6,108.0	+29.0%
Order backlog (as of end of period)	MEUR	8,165.8	6,774.0	+20.5%
Revenue	MEUR	6,463.0	6,699.6	-3.5%
EBITA	MEUR	546.5	391.7	+39.5%
EBITA (adj. by extraordinary items)	MEUR	549.9	471.1	+16.7%
Net income (including non-controlling interests)	MEUR	321.7	203.7	+57.9%
Cash flow from operating activities	MEUR	529.6	461.5	+14.8%
Capital expenditure	MEUR	160.1	131.8	+21.5%
Liquid funds	MEUR	1,837.9	1,719.3	+6.9%
Net liquidity	MEUR	703.3	420.9	+67.1%
Net working capital	MEUR	-150.1	-48.8	-207.6%

Increase in cash flow mainly due to **improved Gross cash flow** and change in **net working capital** (receipt of advance payments from orders received)

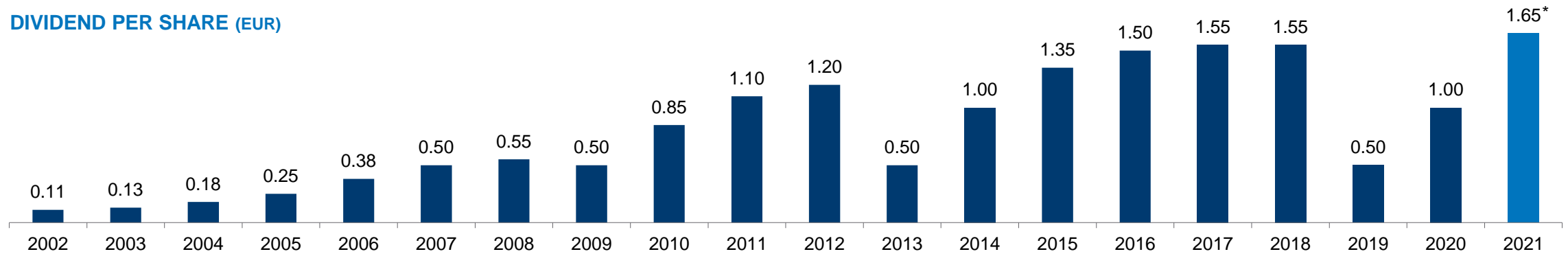
Strong decrease in net working capital mainly due to receipt of advance payments for large new projects (PP, HY)

PROPOSED DIVIDEND OF 1.65 EUR/SHARE



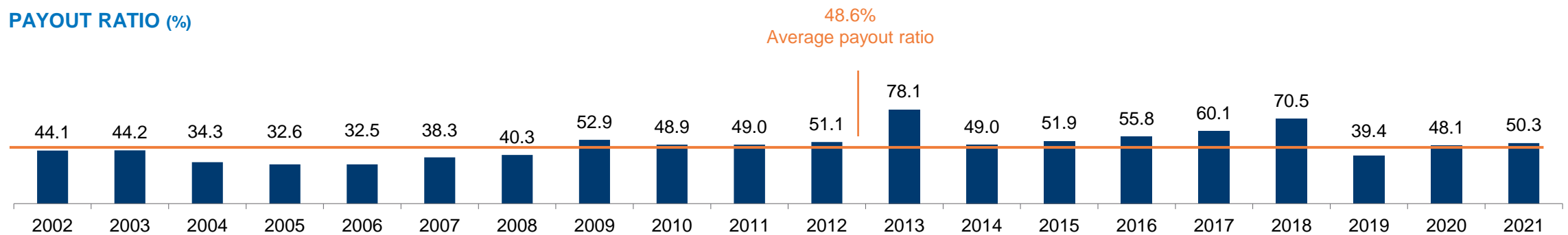
2021 payout ratio: ~50% - in line with dividend policy

DIVIDEND PER SHARE (EUR)



* Proposal to the Annual General Meeting

PAYOUT RATIO (%)



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PrimeLine™

PULP & PAPER: EARNINGS AND PROFITABILITY UP DESPITE DECLINE IN REVENUE



Order intake reached new record high

	UNIT	2021	2020	+/-
Order intake	MEUR	3,774.7	2,961.1	+27.5%
Order backlog (as of end of period)	MEUR	3,377.2	2,591.0	+30.3%
Revenue	MEUR	3,070.6	3,339.0	-8.0%
EBITDA	MEUR	423.4	399.6	+6.0%
EBITDA margin	%	13.8	12.0	-
EBITA	MEUR	346.0	322.7	+7.2%
EBITA margin	%	11.3	9.7	-
Employees (as of end of period; without apprentices)	-	11,668	11,127	+4.9%

- **Order intake** significantly up y/y: Receipt of a large order to supply a complete pulp mill to Suzano in Brazil. Favorable development of the boiler business as well as Nonwoven
- Decline in **revenue** compared to last year which included several larger orders with a strong revenue contribution
- **Earnings and profitability** reached record levels, with both the capital and service business showing solid development

ORDER INTAKE BY REGION

2021 VS. 2020 (%)



REVENUE BY REGION

2021 VS. 2020 (%)



METALS: GOOD PROGRESS IN REACHING SUSTAINED TURNAROUND



Strong increase in order intake

	UNIT	2021	2020	+/-
Order intake	MEUR	1,778.8	1,143.6	+55.5%
Order backlog (as of end of period)	MEUR	1,541.7	1,181.6	+30.5%
Revenue	MEUR	1,366.1	1,420.5	-3.8%
EBITDA	MEUR	81.7	5.5	+1385.5%
EBITDA margin	%	6.0	0.4	-
EBITA	MEUR	38.4	-46.7	n.a.
EBITA margin	%	2.8	-3.3	-
Employees (as of end of period; without apprentices)	-	5,930	6,513	-9.0%

- **Order intake** strongly up vs very low level in 2020; Metals reaches second highest order intake in history. Metals Forming also up y/y, E-Mobility account for ca. 25% of orders
- Decrease in **revenue** due to decline in order intake in 2020
- **Earnings and profitability** improved, however at low levels

ORDER INTAKE BY REGION

2021 VS. 2020 (%)



REVENUE BY REGION

2021 VS. 2020 (%)



HYDRO: GOOD BUSINESS DEVELOPMENT



Receipt of important orders in Mexico and Australia

	UNIT	2021	2020	+/-
Order intake	MEUR	1,565.2	1,335.4	+17.2%
Order backlog (as of end of period)	MEUR	2,747.8	2,587.9	+6.2%
Revenue	MEUR	1,345.1	1,296.0	+3.8%
EBITDA	MEUR	133.0	98.5	+35.0%
EBITDA margin	%	9.9	7.6	-
EBITA	MEUR	95.4	62.0	+53.9%
EBITA margin	%	7.1	4.8	-
Employees (as of end of period; without apprentices)	-	6,628	6,941	-4.5%

- **Order intake** significantly up; several medium-sized and larger orders to supply electromechanical equipment for new hydropower plants and modernization of existing hydropower plants
- **Revenue** slightly up y/y
- **Earnings and profitability** improved significantly compared to the low level of last year which was negatively impacted by capacity adjustment measures

ORDER INTAKE BY REGION

2021 VS. 2020 (%)



REVENUE BY REGION

2021 VS. 2020 (%)





SEPARATION: VERY FAVORABLE BUSINESS DEVELOPMENT

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

	UNIT	2021	2020	+/-
Order intake	MEUR	761.0	667.9	+13.9%
Order backlog (as of end of period)	MEUR	499.1	413.5	+20.7%
Revenue	MEUR	681.2	644.1	+5.8%
EBITDA	MEUR	80.2	67.5	+18.8%
EBITDA margin	%	11.8	10.5	-
EBITA	MEUR	66.7	53.7	+24.2%
EBITA margin	%	9.8	8.3	-
Employees (as of end of period; without apprentices)	-	2,578	2,651	-2.8%

- **Order intake** increased y/y, with very positive development in both solid/liquid separation and the feed & biofuel sector
- **Revenue** up y/y
- **Earnings and profitability** again reached a very favorable level

ORDER INTAKE BY REGION

2021 VS. 2020 (%)



REVENUE BY REGION

2021 VS. 2020 (%)



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MARKET OUTLOOK AND FINANCIAL GUIDANCE



Continued good market expectations for all four business areas

MARKET OUTLOOK

- **Project and investment activity** in all business areas is expected to continue at good levels
- **Potential impact from further escalation of trade barriers difficult to assess**

FINANCIAL GUIDANCE for 2022

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

