

ANDRITZ CAPITAL MARKET DAY 2021

ANDRITZ GROUP FINANCIALS

NORBERT NETTESHEIM

• SEPTEMBER 15, 2021

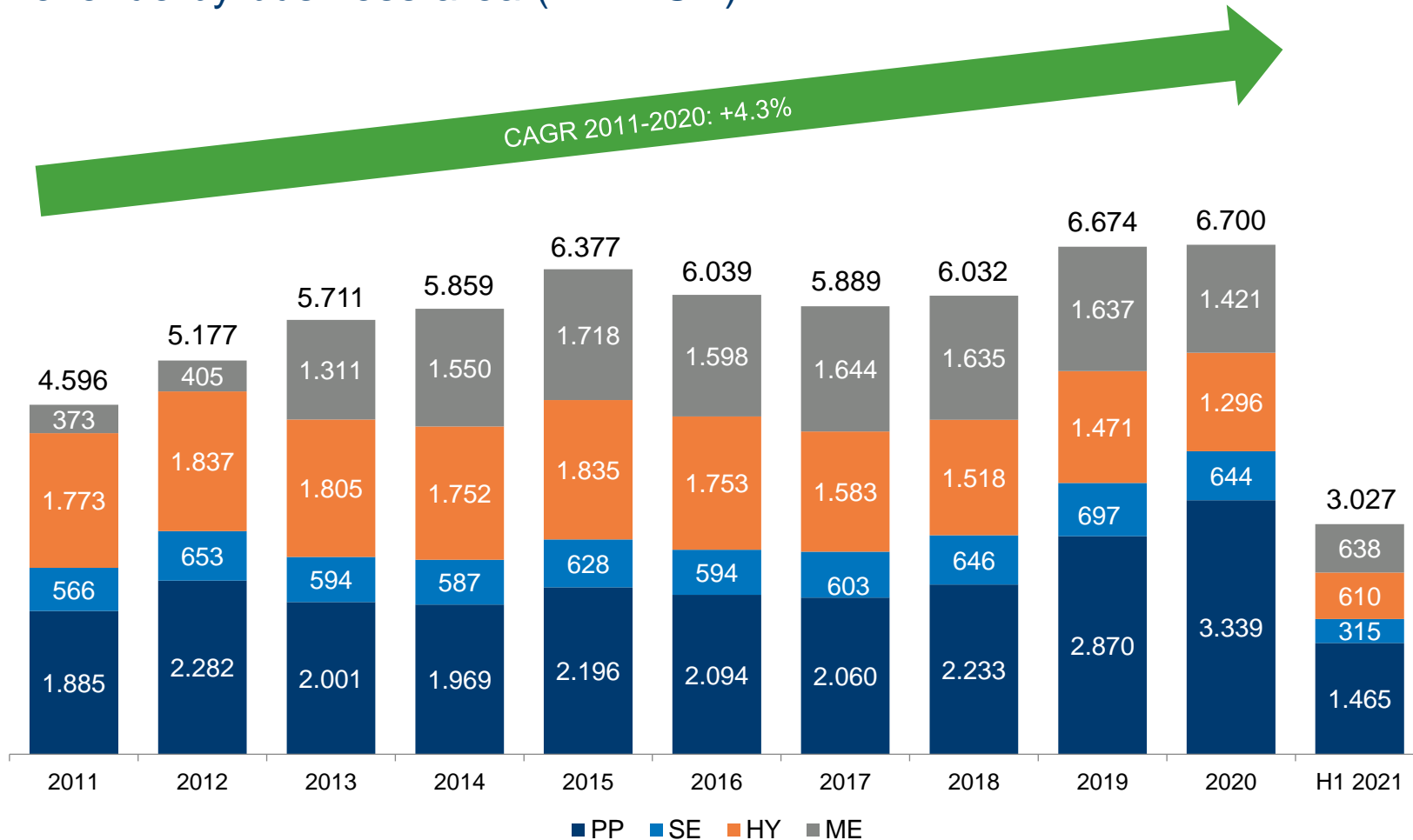
ANDRITZ

ENGINEERED SUCCESS

GOAL: REVENUE TO GROW BY 5-8%



Revenue by business area (in MEUR)



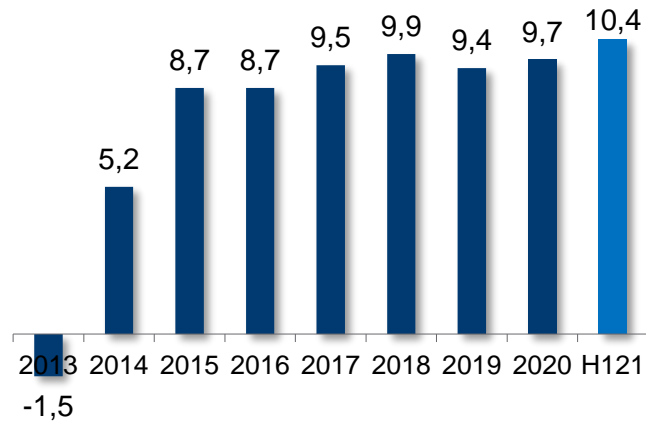
Group revenue target of 5-8% remains unchanged -> about 50% from organic growth and 50% from acquisitions in current business segments

EBITA MARGIN GOALS FOR BUSINESS AREAS



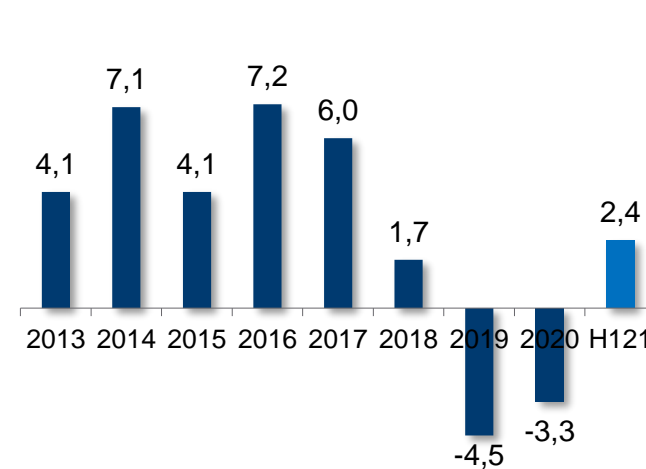
EBITA margin by business area (in %)

PULP & PAPER



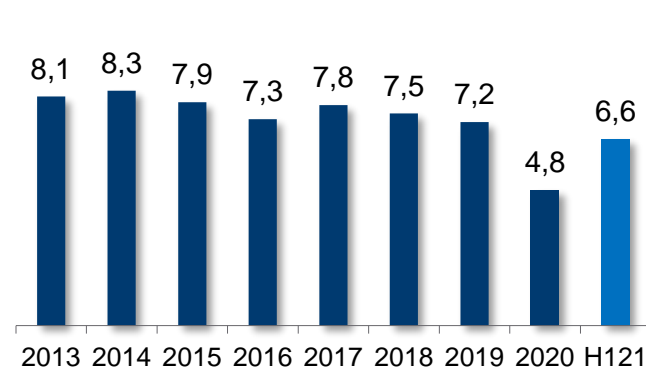
Long-term goal:
10.0-11.0%
CONFIRMED
✓

METALS



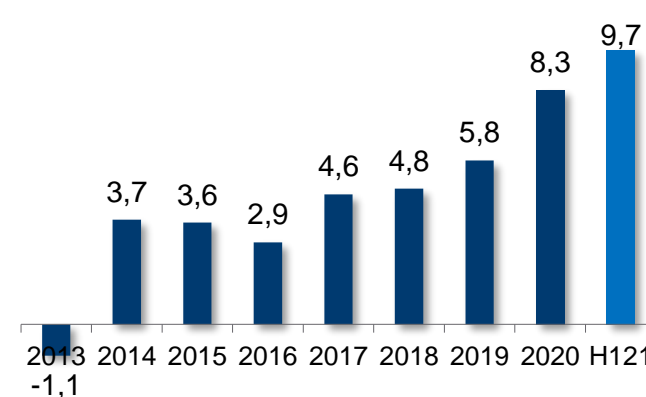
Long-term goal:
6.0-7.0%
CONFIRMED
✓

HYDRO



Long-term goal:
7.0-8.5%
CONFIRMED
✓

SEPARATION



Long-term goal:
8.0-9.0%
NEW
9.0-11.0%

EBITA MARGIN GOALS FOR BUSINESS AREAS LEAD TO GROUP TARGET OF 8-9%

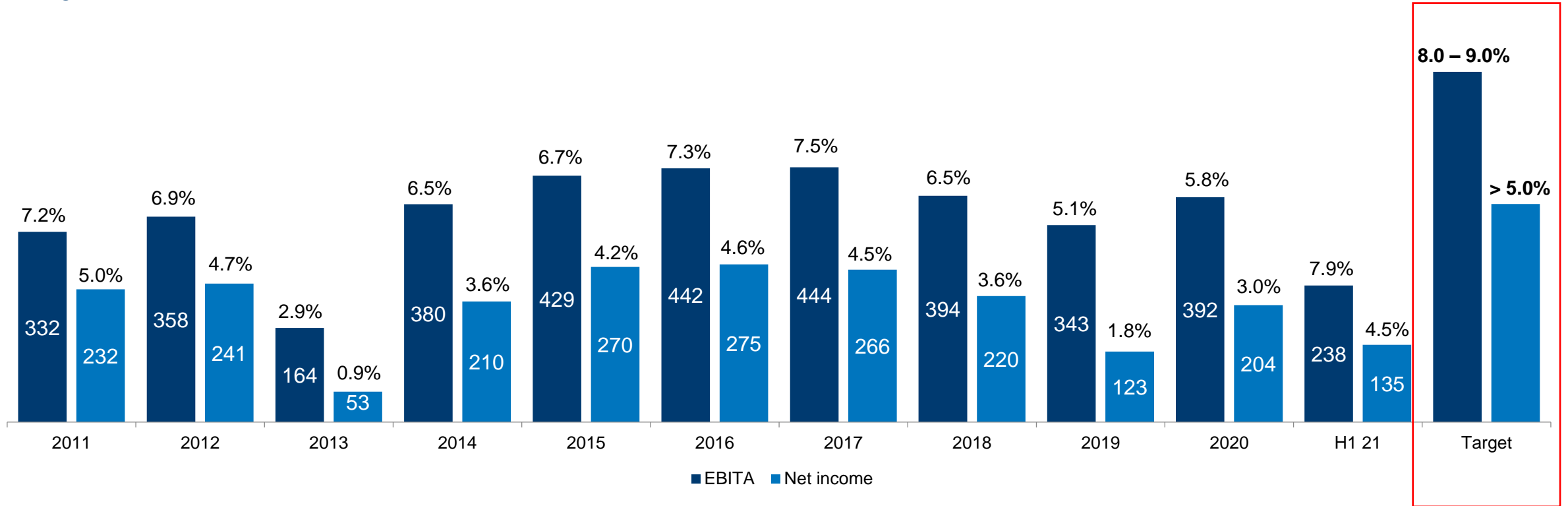


		Target margin (%)	Lower target level **		Upper target level **	
			MEUR	%	MEUR	%
TOTAL *	Revenue	8-9	7,500	8.0	7,500	9.0
	EBITA		600		675	
PULP & PAPER	Revenue	10-11	3,500	10.0	3,500	11.0
	EBITA		350		385	
METALS	Revenue	6-7	1,500	6.0	1,500	7.0
	EBITA		90		105	
HYDRO	Revenue	7-8.5	1,500	7.0	1,500	8.5
	EBITA		105		128	
SEPARATION	Revenue	9-11	1,000	9.0	1,000	11.0
	EBITA		90		110	



BASED ON EBITA-MARGIN OF 8-9% NET INCOME >5% SUSTAINABLY ACHIEVABLE

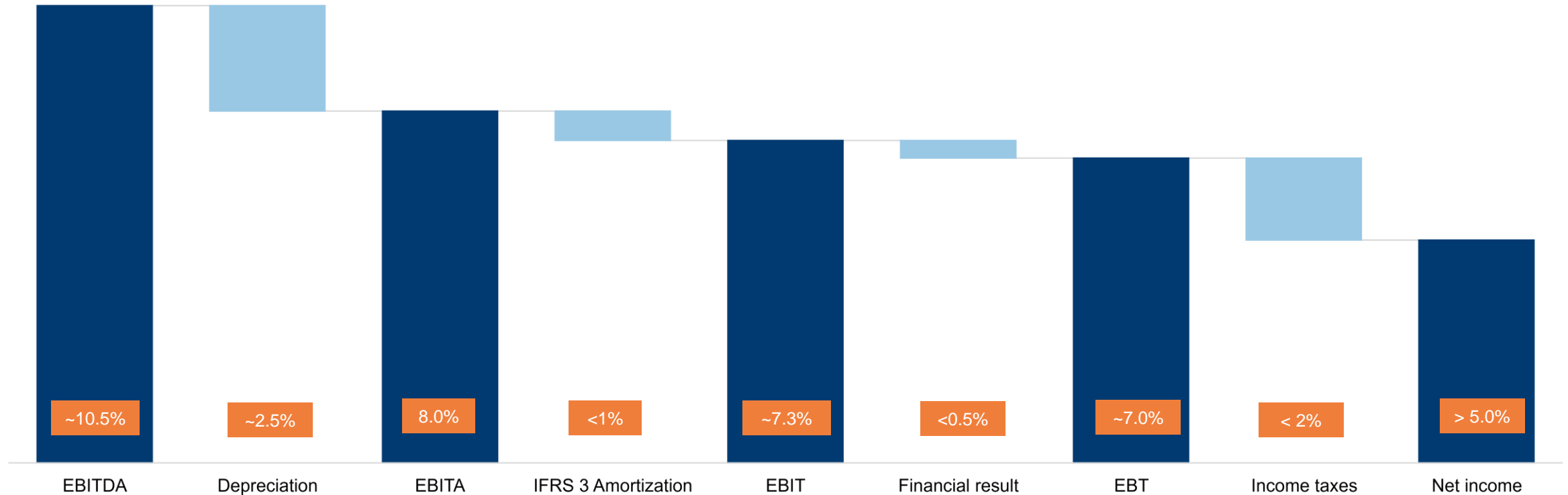
in MEUR



NET INCOME IN A RANGE OF 5% TO BE EXPECTED



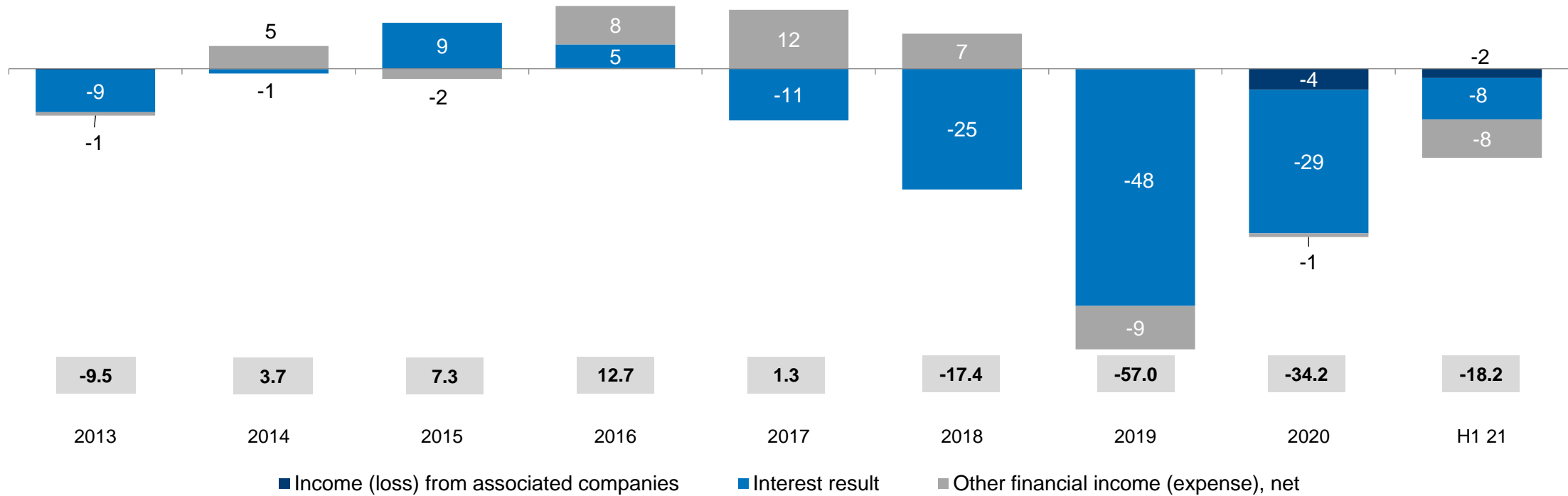
Financial result and tax rate under special attention to support Net income



FINANCIAL RESULTS



Reduction of cost of carry (interest result) supports improvement of financial results
in MEUR

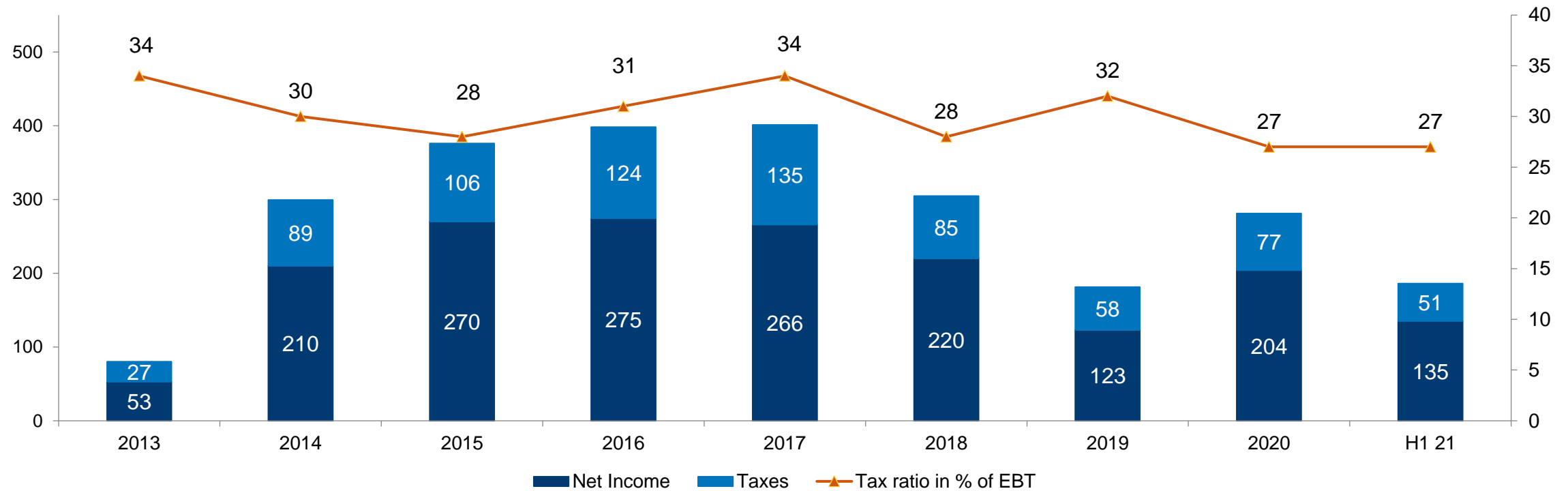


TAXES AND TAX RATES



Improvement of tax structures supports sustainable reduction of tax rate

in MEUR

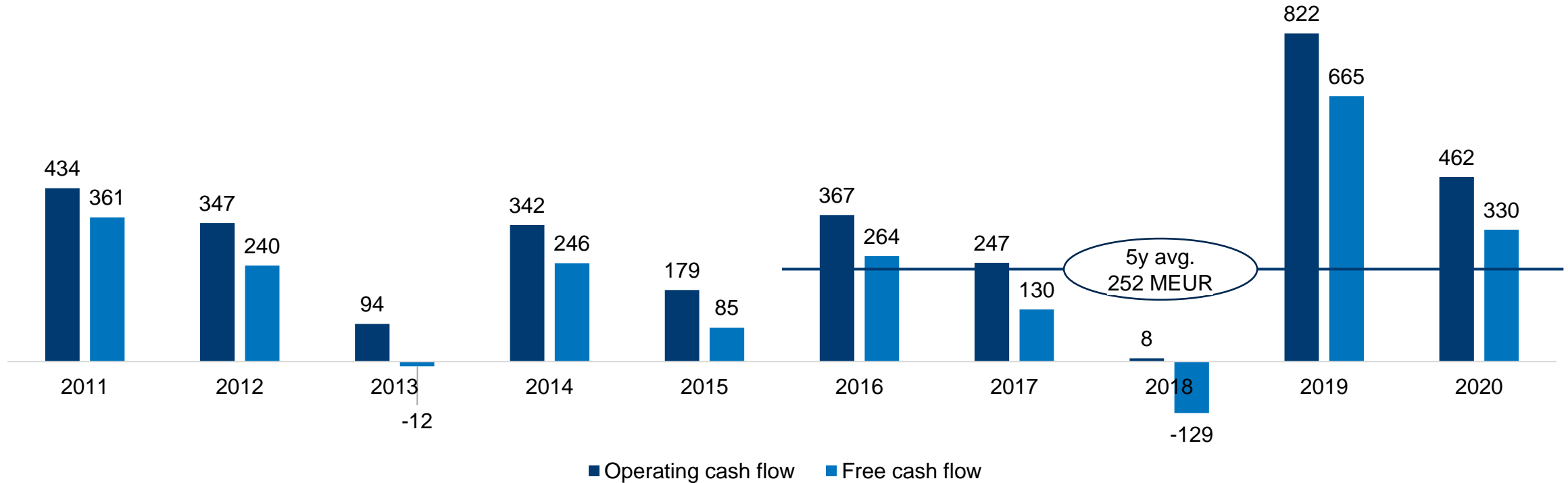


CASH FLOW DEVELOPMENT



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

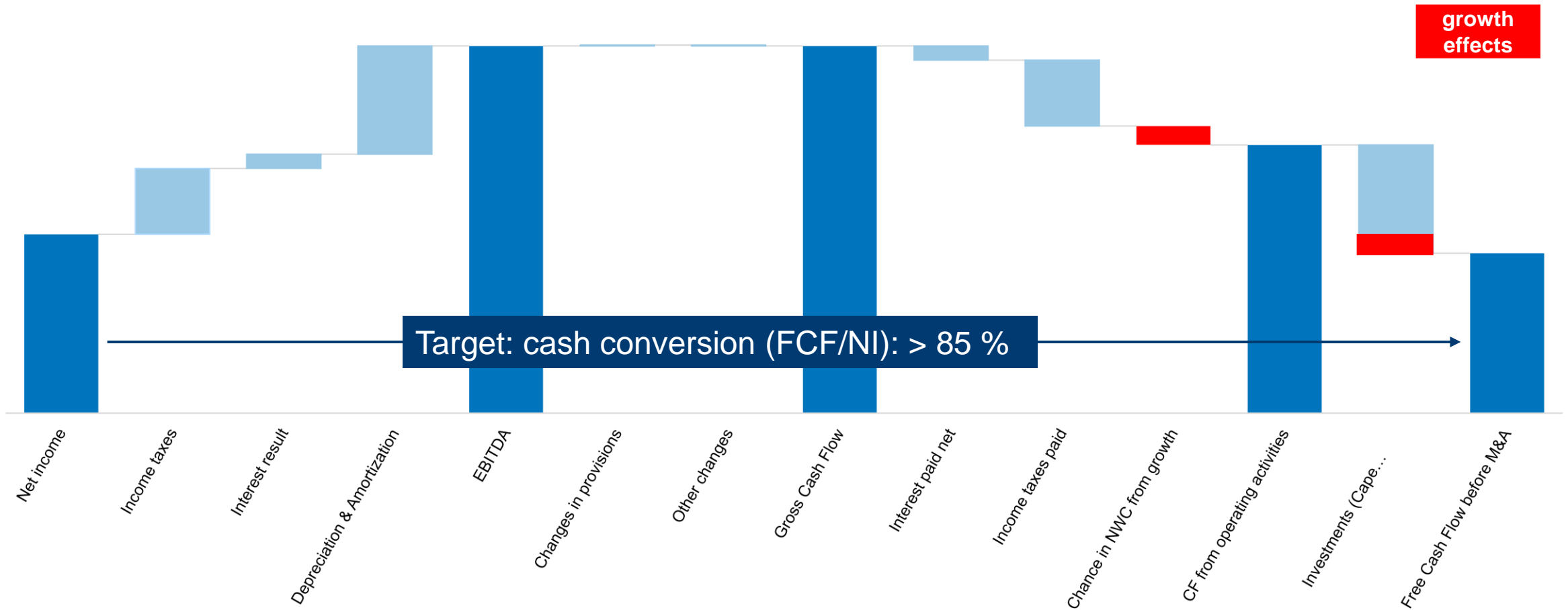
OPERATING AND FREE CASHFLOW OF THE ANDRITZ GROUP (IN MEUR)



CASH CONVERSION RATE



NWC increase and investments for growth determine cash conversion rate

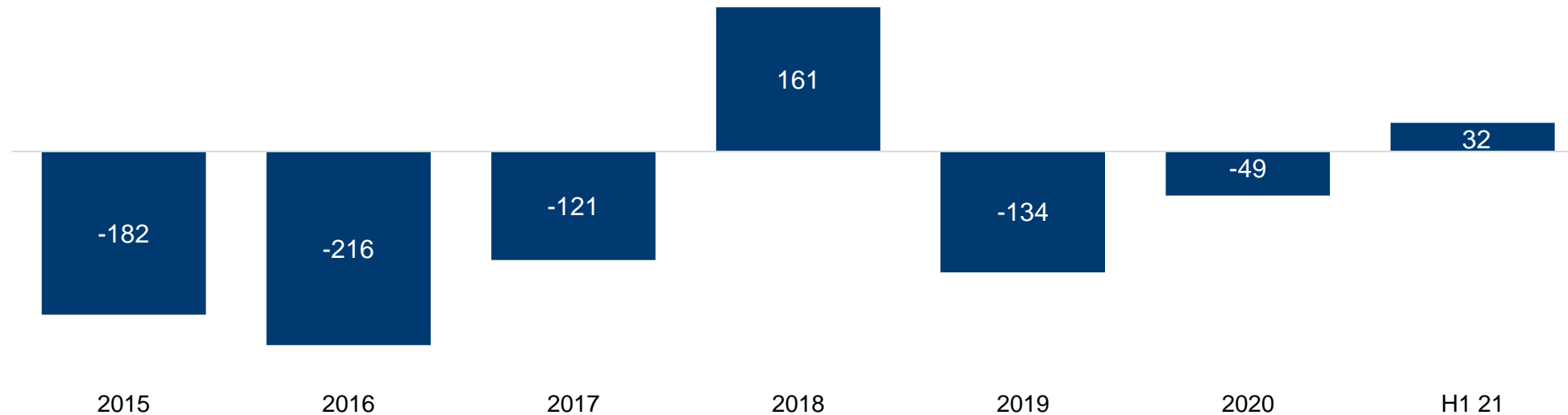


NET WORKING CAPITAL



Target: usual changes in NWC from timing-effects in order intake and order execution balanced over time, plus moderate increase of NWC from growth

NET WORKING CAPITAL OF THE ANDRITZ GROUP (IN MEUR)

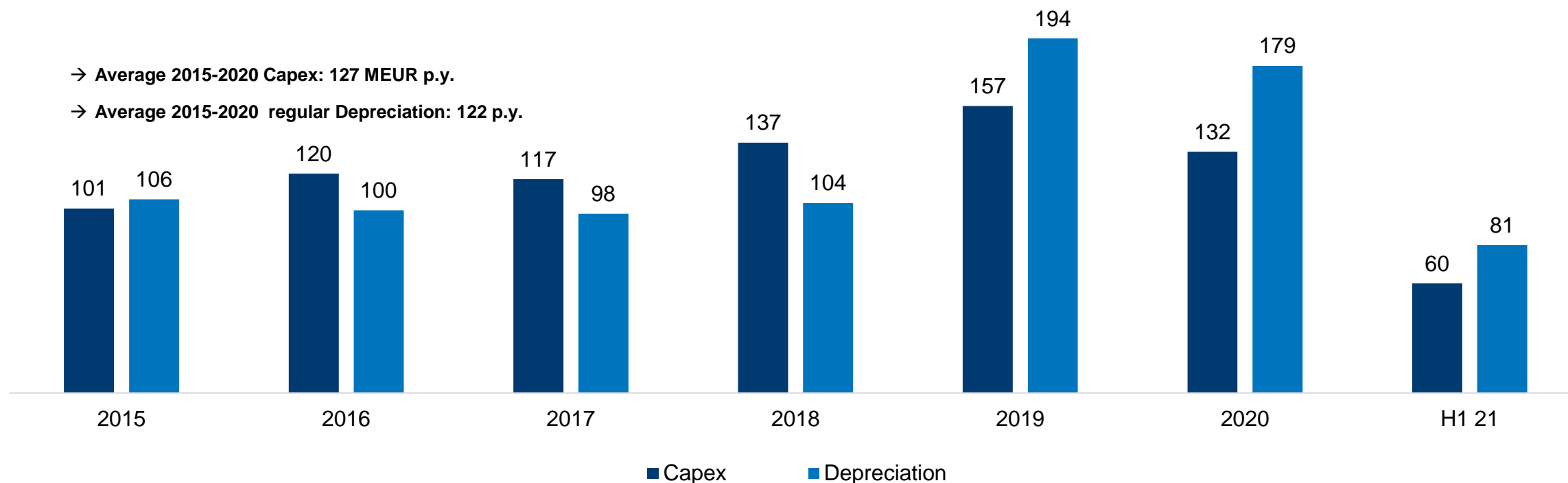


CAPEX AND DEPRECIATION



Target: Capex on average in the range of depreciation plus moderate growth investments

CAPEX AND DEPRECIATION OF THE ANDRITZ GROUP (IN MEUR)



→ Increase due to IFRS 16 (Depreciation / Leasing) 2019: 46 MEUR / 47 MEUR 2020: 44 MEUR / 44 MEUR

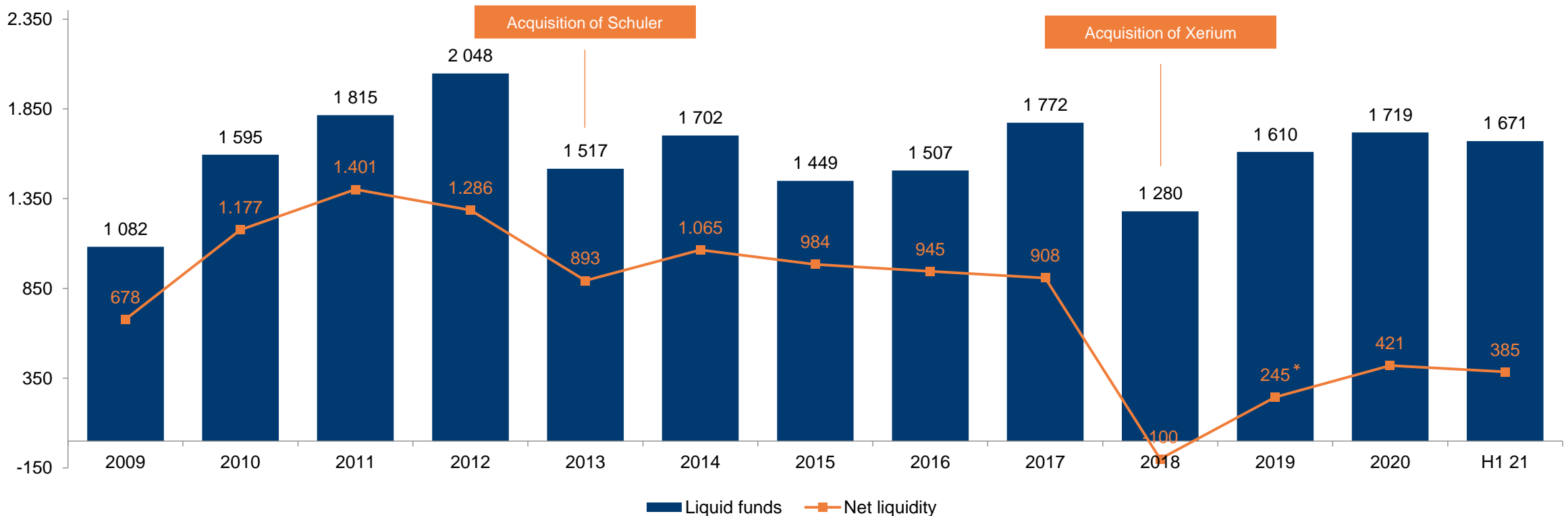
→ Increase since 2019 due to Xerium acquisition

SOLID FINANCIAL POSITION



Liquid funds of > 1.5 billion euros constantly to be maintained,
net liquidity increase target of > 100 MEUR p.a. after dividend and before major acquisitions

IN MEUR

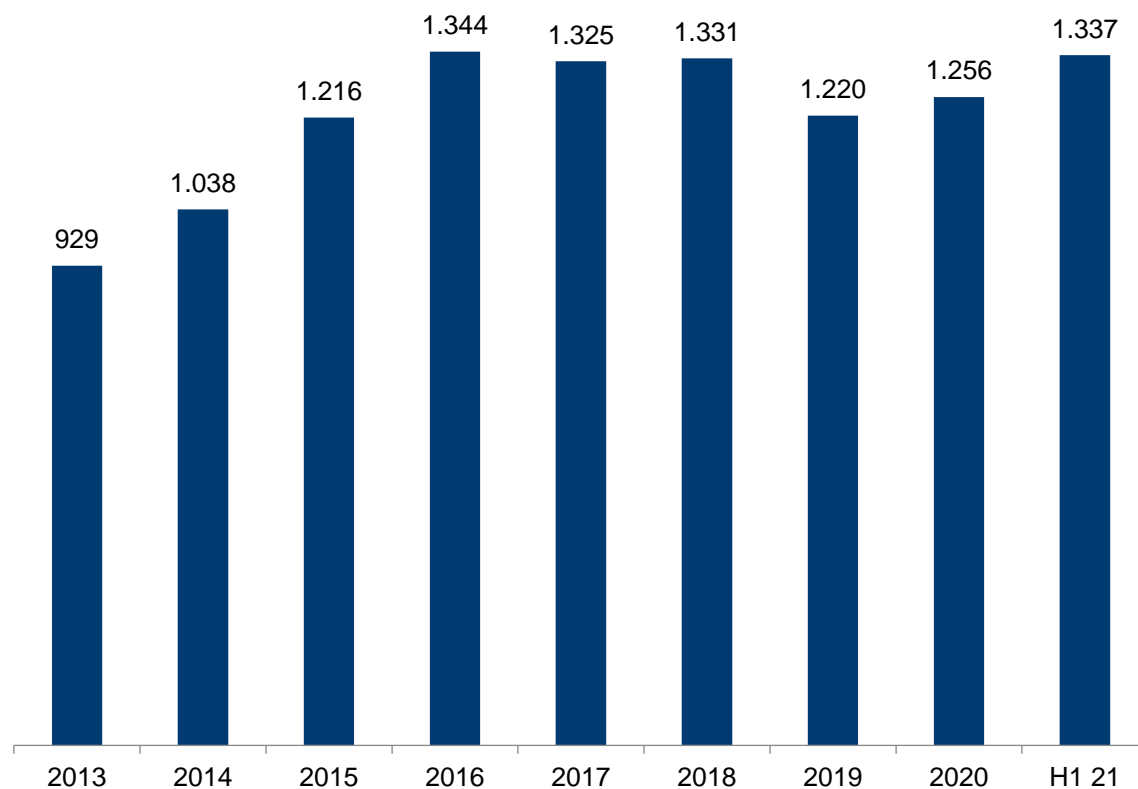


*Since January 1, 2019, lease liabilities are excluded from the calculation of net liquidity

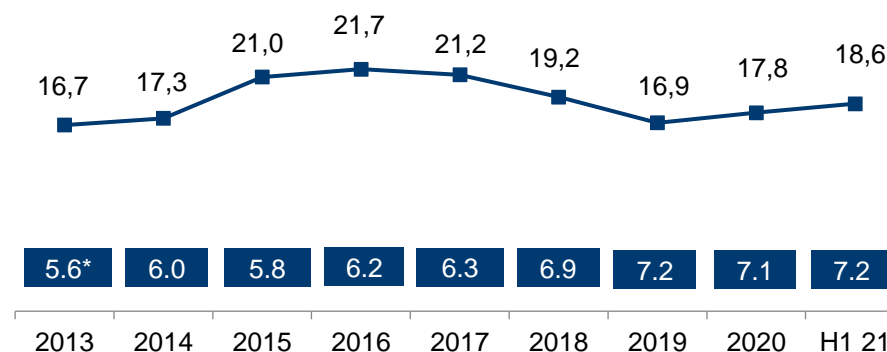
GOAL: SOLID EQUITY RATIO ABOVE 20%



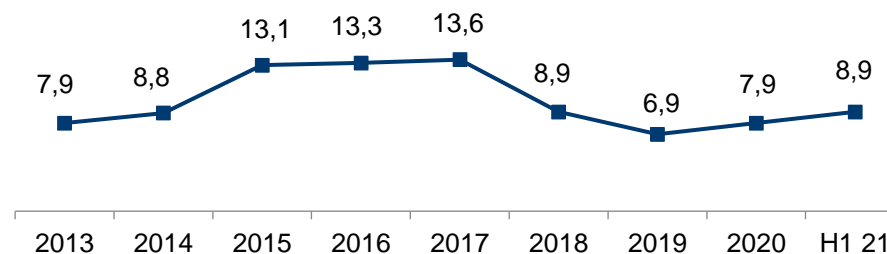
TOTAL SHAREHOLDERS' EQUITY (IN MEUR)



EQUITY RATIO (IN %)



GOODWILL ADJUSTED EQUITY RATIO** (IN %)



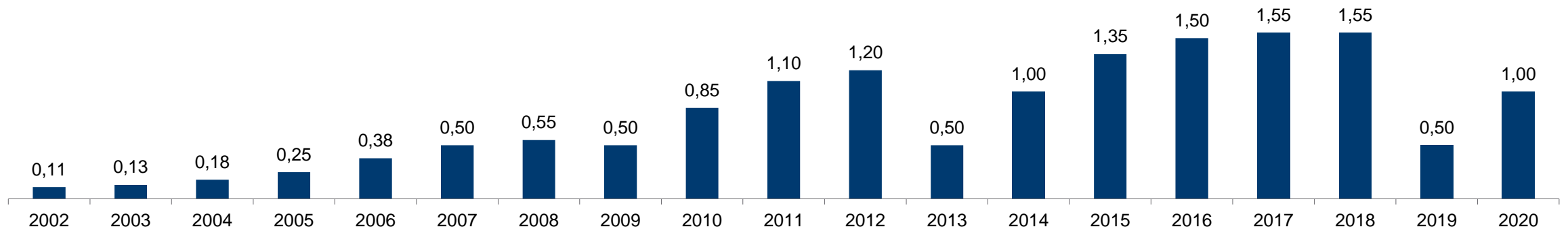
* Total assets in bn. EUR

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

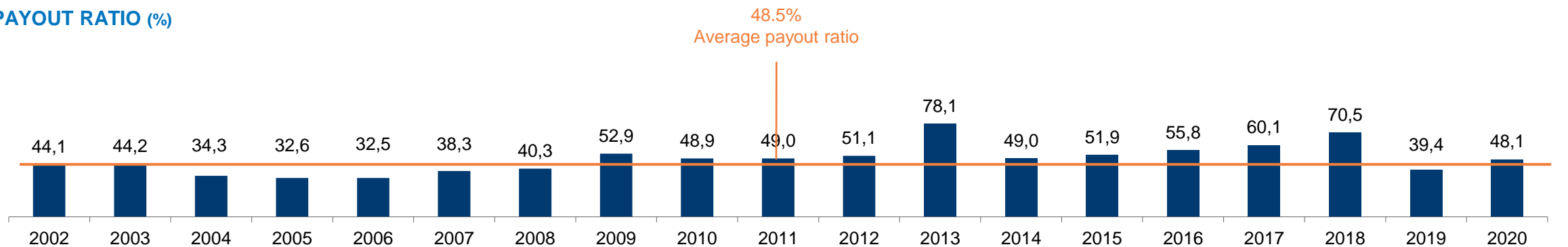
GOAL: CONTINUE TO PAYOUT 50-60% OF EPS



DIVIDEND PER SHARE (EUR)



PAYOUT RATIO (%)



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MANY THANKS!

SEPTEMBER 15, 2021

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