



RESULTS FOR Q1 2021

ANDRITZ GROUP

APRIL 29, 2021

ANDRITZ

ENGINEERED SUCCESS

CHAPTER OVERVIEW



01 Q1 2021 AT A GLANCE

02 PERFORMANCE Q1 2021

03 UPDATE OF BUSINESS AREAS

04 OUTLOOK

Q1 2021 AT A GLANCE



Very solid development of financial figures

- **Group order intake, at 1.7 billion euros**, reaches favorable level – with all business areas showing solid developments; **strong recovery** in the **service business vs. preceding quarters**
- **Revenue at satisfactory level of 1.5 billion euros; service revenue still somewhat subdued**
- **Order Backlog** at satisfactory level of **7.1 billion euros**
- **EBITA significantly up; Pulp & Paper, Hydro and Separation** continue favorable earnings and profitability performance, **turnaround of Metals Forming to be stabilized**
- **Profitability (EBITA margin) significantly up to 7.4%** (Q1 2020: 4.6%)



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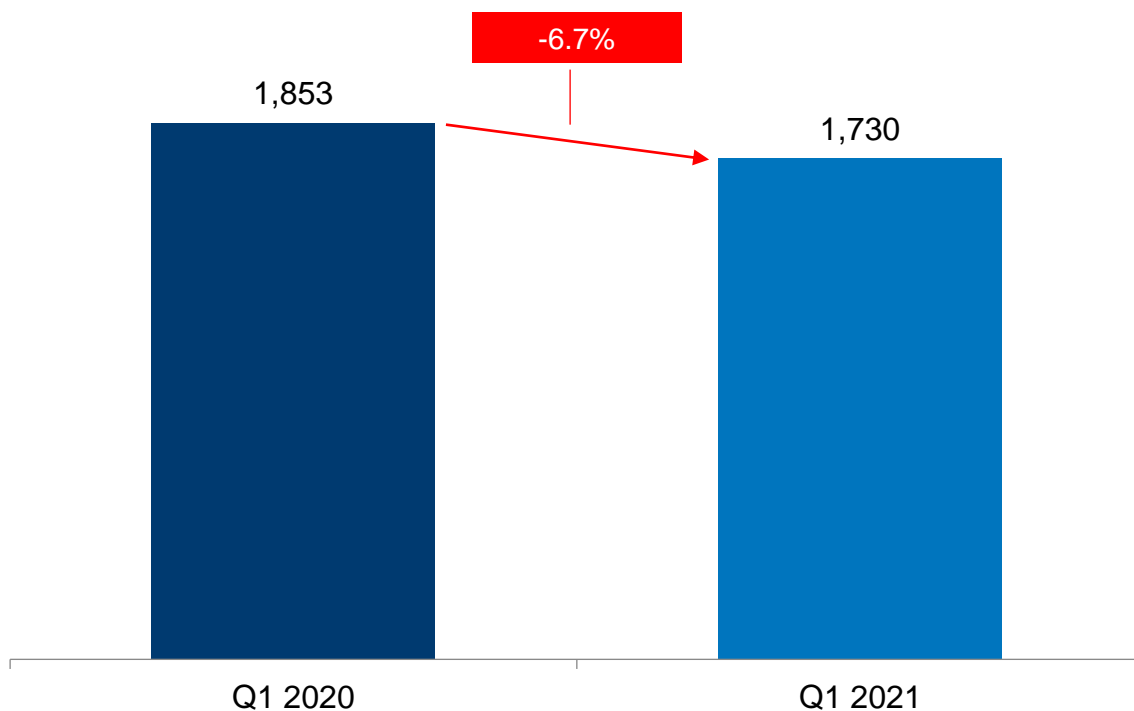
04 OUTLOOK

ORDER INTAKE REACHES FAVORABLE LEVEL



Down q/q due to large pulp order in Q1 2020, however positive development across all business areas

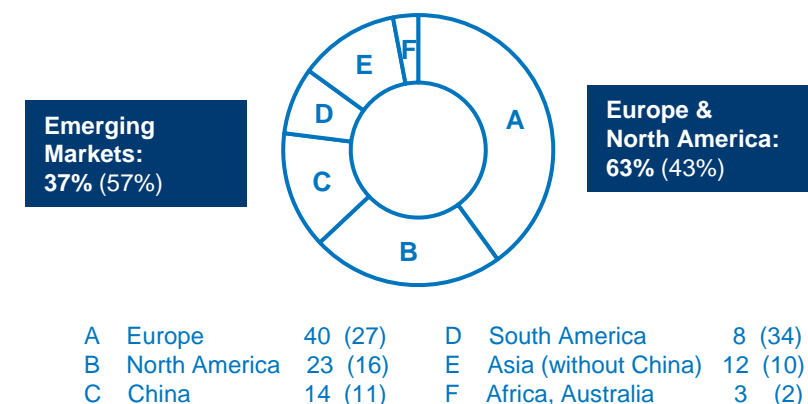
ORDER INTAKE (IN MEUR)



ORDER INTAKE BY BUSINESS AREA (IN MEUR)

	Q1 2021	Q1 2020	+/-
Pulp & Paper	846	1,078	-22%
Metals	429	362	+19%
Hydro	284	246	+16%
Separation	171	168	+2%

ORDER INTAKE BY REGION Q1 2021 (Q1 2020) IN %

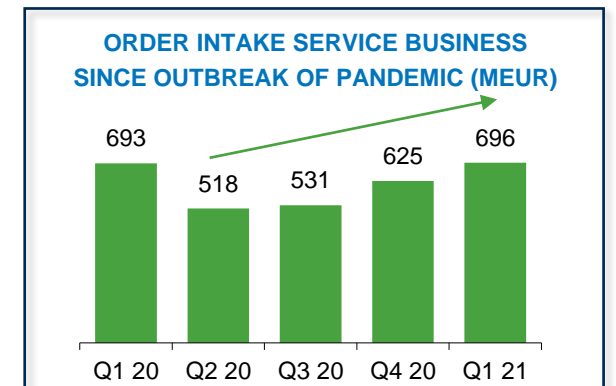
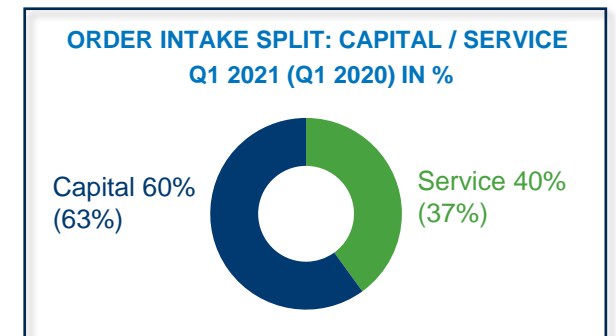
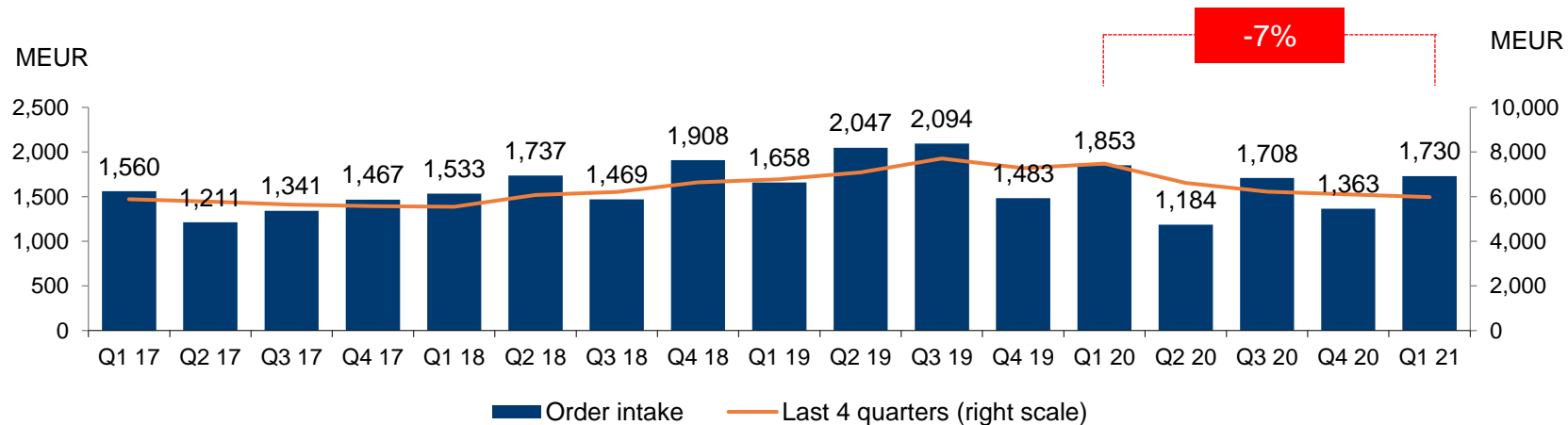


QUARTERLY DEVELOPMENT OF ORDER INTAKE



Order intake of last 4 quarters amounted to ~6.0 billion euros

- **Decline in capital** compared to high level in Q1 2020, which included a large-scale pulp mill order
- **Service business** has shown **strong recovery** during last quarters

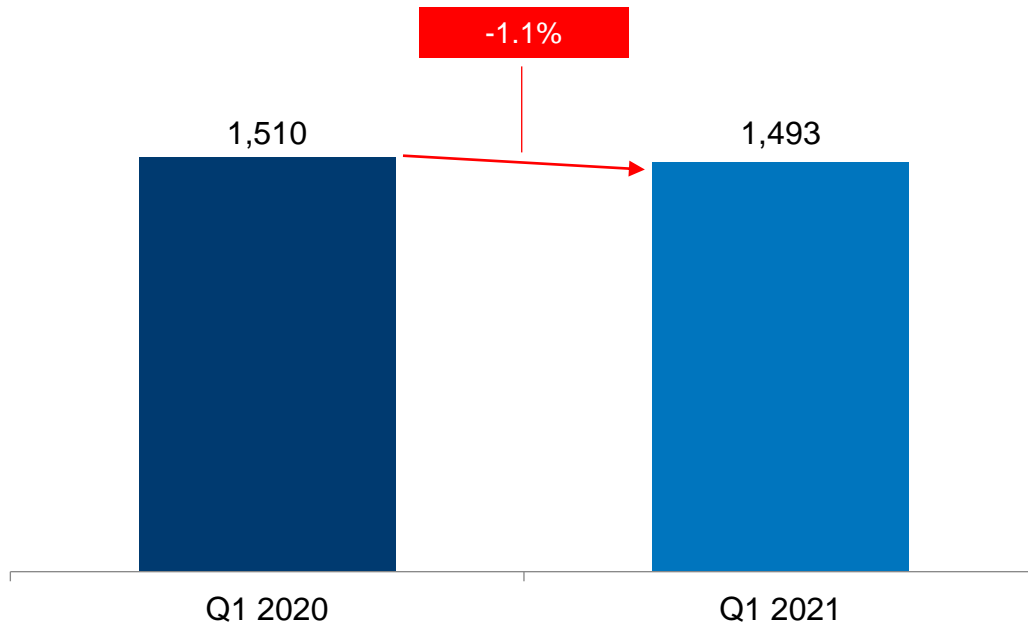


GROUP REVENUE PRACTICALLY STABLE Q/Q



Pulp & Paper stable, Hydro, and Separation up, Metals down

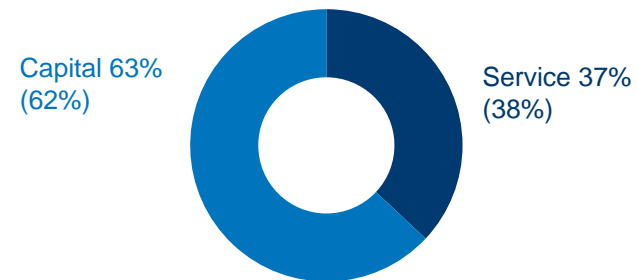
REVENUE (IN MEUR)



REVENUE BY BUSINESS AREA (IN MEUR)

	Q1 2021	Q1 2020	+/-
Pulp & Paper	711	713	0%
Metals	316	355	-11%
Hydro	316	298	+6%
Separation	150	144	+5%

REVENUE SPLIT CAPITAL / SERVICE Q1 2021 (Q1 2020) IN %

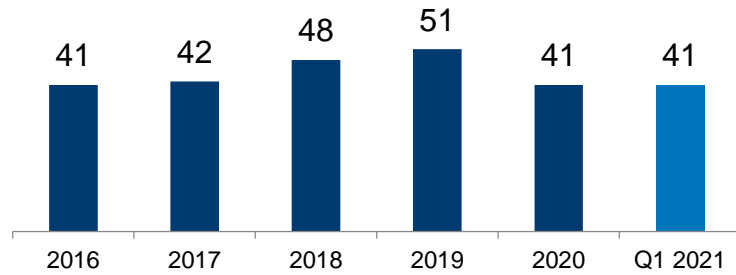


SERVICE BUSINESS BY BUSINESS AREA

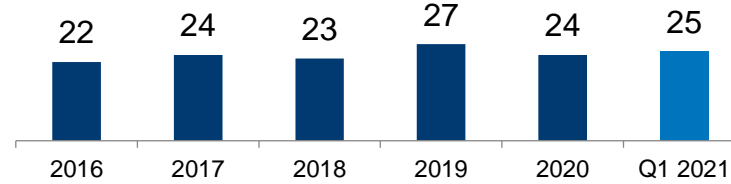


% of total business area revenue

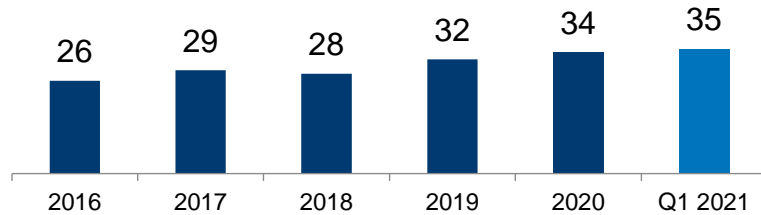
PULP & PAPER



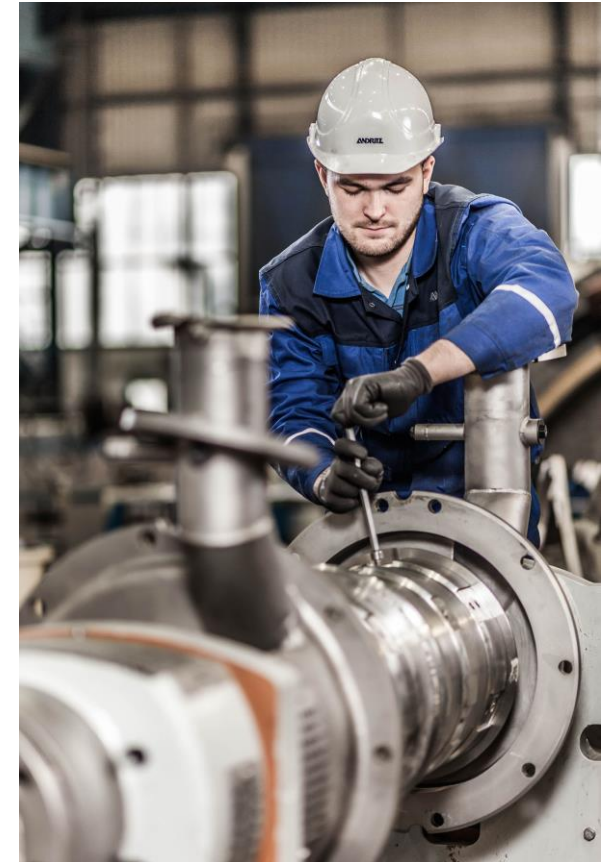
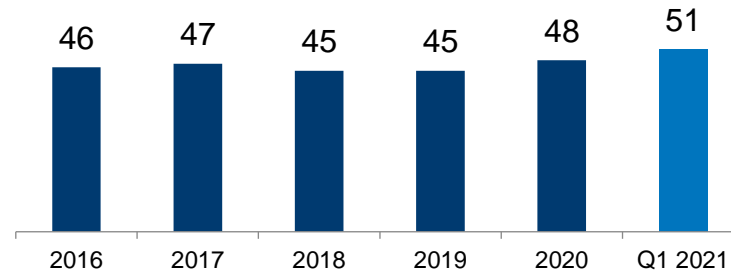
METALS



HYDRO



SEPARATION

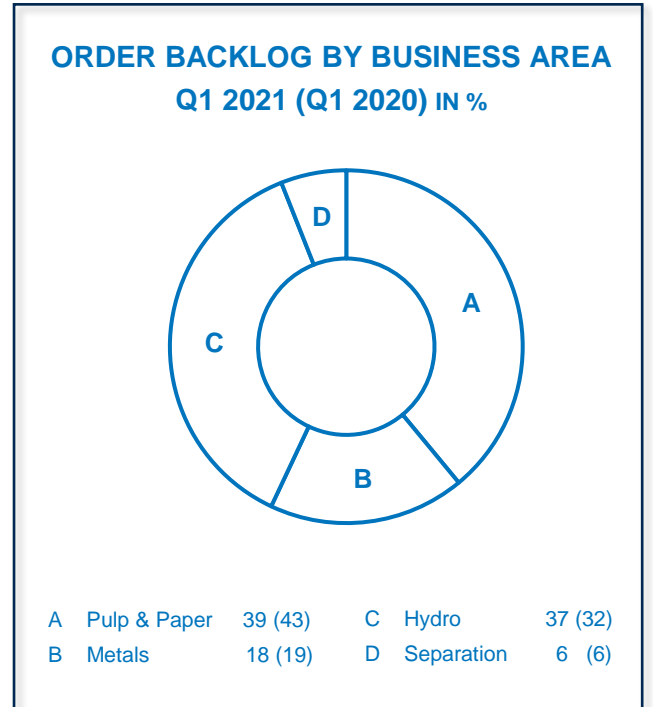
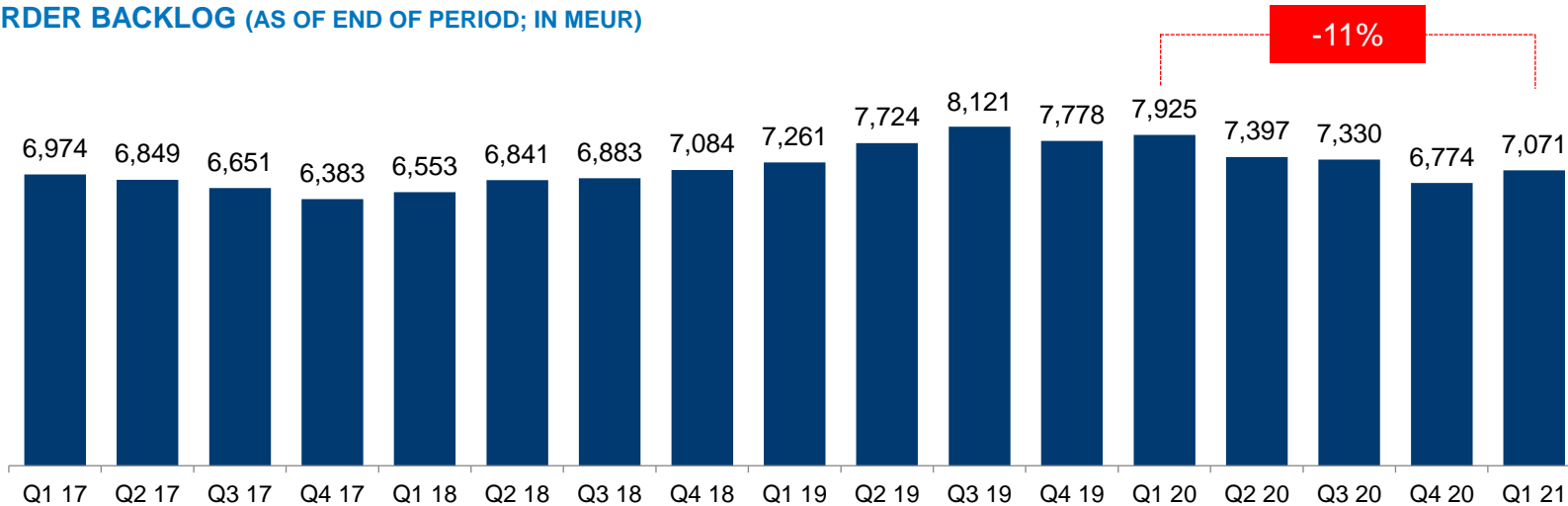


ORDER BACKLOG



Order backlog at 7.1 billion euros as of end of Q1 2021

ORDER BACKLOG (AS OF END OF PERIOD; IN MEUR)



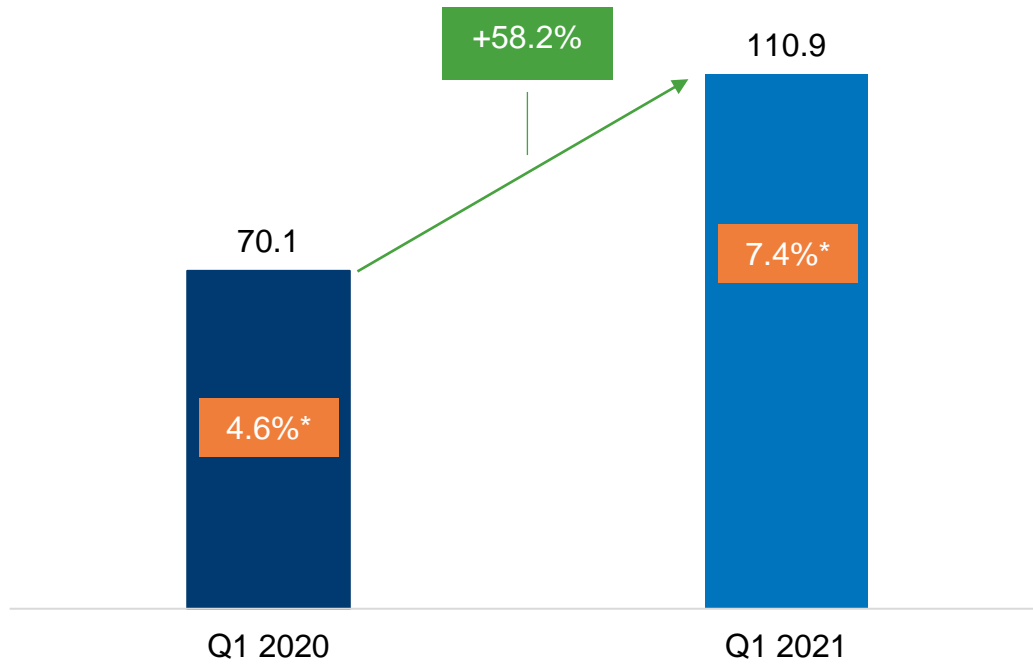
- Pulp & Paper and Hydro **account for 76% of total order backlog**

EBITA AND PROFITABILITY SIGNIFICANTLY UP



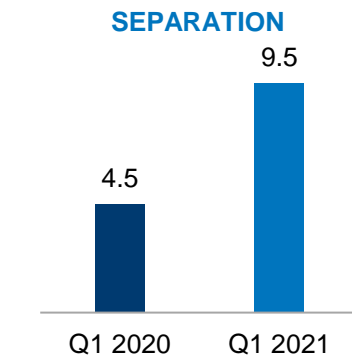
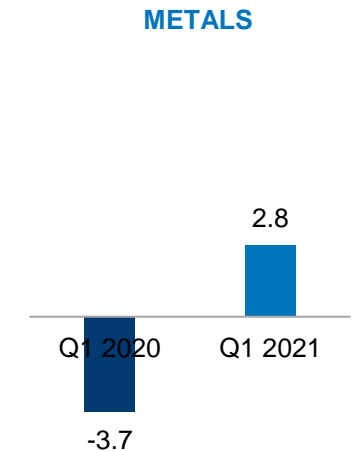
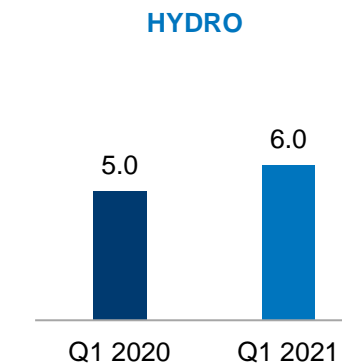
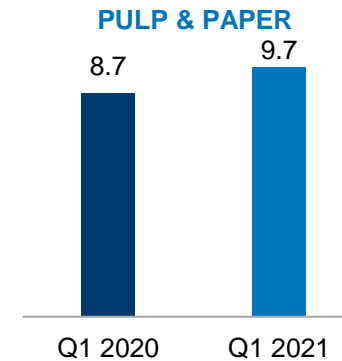
Improvement in all business areas, turnaround in Metals

EBITA (IN MEUR) AND EBITA MARGIN (IN %)



* EBITA and EBITA margin reported

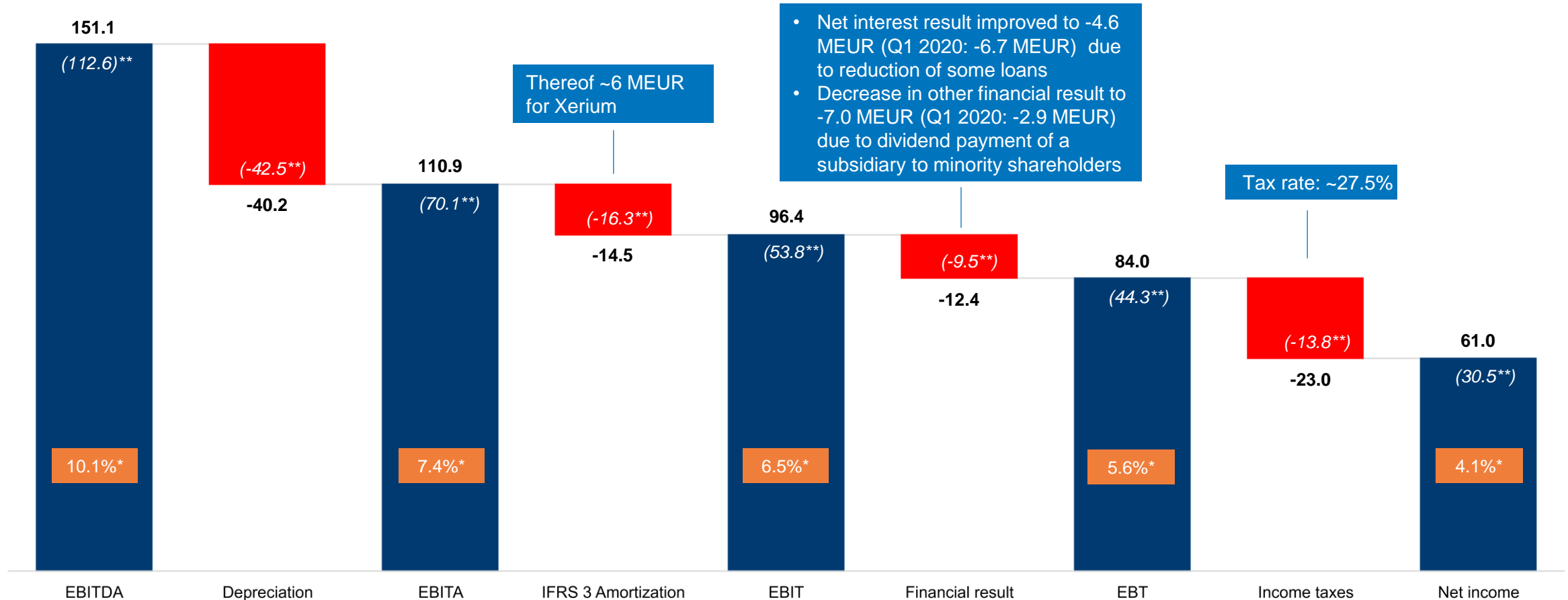
EBITA MARGIN (IN %)



EBITDA – NET INCOME BRIDGE



Net income doubled y/y due to strong operational performance



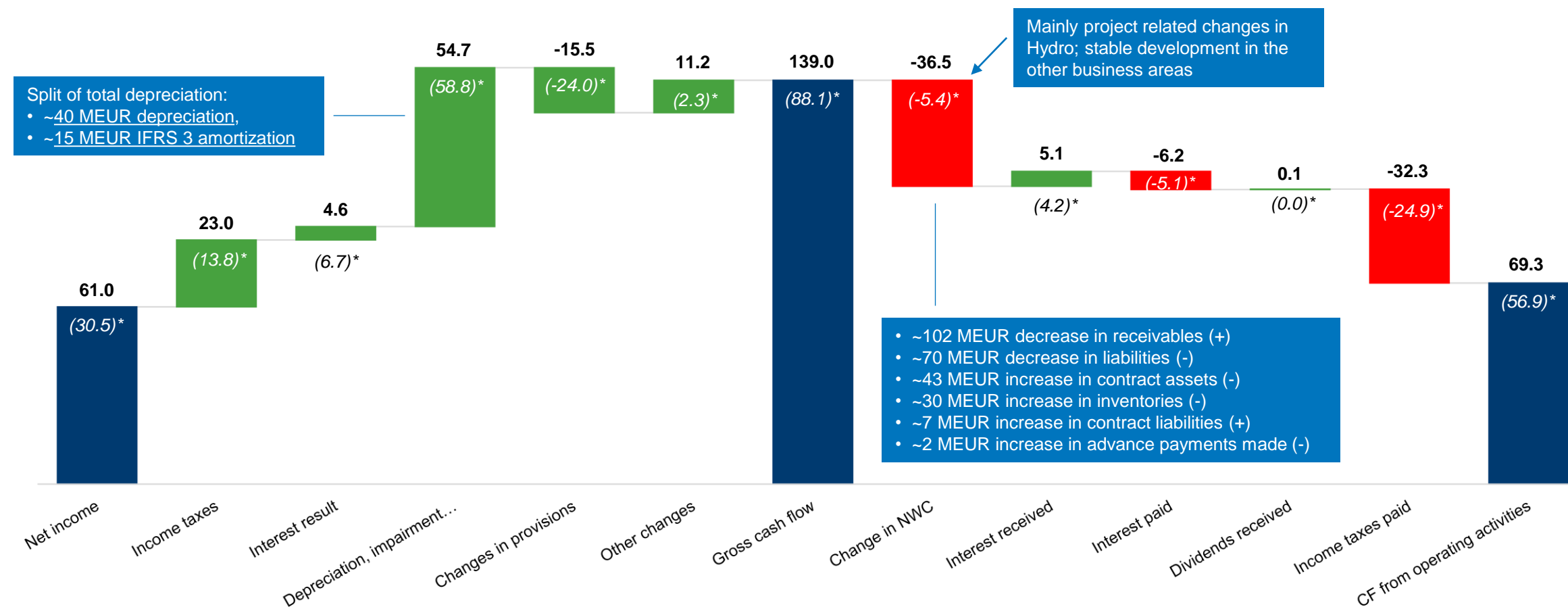
IN MEUR; *: % OF TOTAL REVENUE

** (Q1 2020)

CASH FLOW FROM OPERATING ACTIVITIES SLIGHTLY IMPROVED



Increase in gross cash flow



* (Q1 2020)

KEY FIGURES Q1 2021 AT A GLANCE



Slight improvement of cash flow, solid financial position

	UNIT	Q1 2021	Q1 2020	+/-	2020
Order intake	MEUR	1,729.5	1,852.9	-6.7%	6,108.0
Order backlog (as of end of period)	MEUR	7,071.3	7,924.6	-10.8%	6,774.0
Revenue	MEUR	1,493.2	1,510.2	-1.1%	6,699.6
EBITA	MEUR	110.9	70.1	+58.2%	391.7
Net income (including non-controlling interests)	MEUR	61.0	30.5	+100.0%	203.7
Cash flow from operating activities	MEUR	69.2	56.9	+21.6%	461.5
Capital expenditure	MEUR	31.9	29.9	+6.7%	131.8
Liquid funds	MEUR	1,652.3	1,543.1	+7.1%	1,719.3
Net liquidity	MEUR	365.9	208.4	+75.6%	420.9
Net working capital	MEUR	-56.8	-122.9	+53.8%	-48.8

- Solid financial position with slightly higher cash flow
- Net liquidity down compared to end of 2020 due to dividend payment (79 MEUR) and acquisition of Laroche
- Net working capital slightly improved compared to end of 2020

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PULP & PAPER: EARNINGS AND PROFITABILITY AT UNCHANGED HIGH LEVEL



Favorable development of order intake, although below high level of Q1 2020

Order intake below level of Q1 2020 which included a large pulp mill order from South America; continued **strong development of Nonwoven**

Stable development of **revenue** due to good progress on major pulp projects

Earnings and profitability at unchanged high level. Both capital and service business saw very favorable development

	UNIT	Q1 2021	Q1 2020	+/-	2020
Order intake	MEUR	845.5	1,078.2	-21.6%	2,961.1
Order backlog (as of end of period)	MEUR	2,729.7	3,406.3	-19.9%	2,591.0
Revenue	MEUR	710.9	713.3	-0.3%	3,339.0
EBITDA	MEUR	87.3	81.2	+7.5%	399.6
EBITDA margin	%	12.3	11.4	-	12.0
EBITA	MEUR	68.8	61.8	+11.3%	322.7
EBITA margin	%	9.7	8.7	-	9.7
Employees (as of end of period; without apprentices)	-	11,304	11,274	+0.3%	11,127

ORDER INTAKE BY REGION Q1 2021 VS. Q1 2020 (%)



REVENUE BY REGION Q1 2021 VS. Q1 2020 (%)



METALS: EARNINGS AND PROFITABILITY IMPROVED



Positive impact of cost adjustment measures in Metals Forming

Order intake up due to Metals Processing as a consequence of high investment activity by international steel producers; stabilization in Metals Forming

Decrease in **revenue** due to decline in order intake in the past few quarters and years

Earnings and profitability improved, due to the positive impact of cost adjustment measures implemented in Metals Forming in the previous year

	UNIT	Q1 2021	Q1 2020	+/-	2020
Order intake	MEUR	429.1	361.5	+18.7%	1,143.6
Order backlog (as of end of period)	MEUR	1,307.1	1,531.3	-14.6%	1,181.6
Revenue	MEUR	316.1	355.2	-11.0%	1,420.5
EBITDA	MEUR	18.6	-2.4	+875.0%	5.5
EBITDA margin	%	5.9	-0.7	-	0.4
EBITA	MEUR	8.9	-13.0	+168.5%	-46.7
EBITA margin	%	2.8	-3.7	-	-3.3
Employees (as of end of period; without apprentices)	-	6,295	7,134	-11.8%	6,513

ORDER INTAKE BY REGION Q1 2021 VS. Q1 2020 (%)



REVENUE BY REGION Q1 2021 VS. Q1 2020 (%)



HYDRO: SOLID BUSINESS DEVELOPMENT



Increase in order intake, no large order included

Order intake up q/q, favorable development of service business

Revenue, earnings and profitability improved q/q

	UNIT	Q1 2021	Q1 2020	+/-	2020
Order intake	MEUR	284.3	245.5	+15.8%	1,335.4
Order backlog (as of end of period)	MEUR	2,595.2	2,551.4	+1.7%	2,587.9
Revenue	MEUR	316.0	298.2	+6.0%	1,296.0
EBITDA	MEUR	27.7	23.8	+16.4%	98.5
EBITDA margin	%	8.8	8.0	-	7.6
EBITA	MEUR	19.0	14.8	+28.4%	62.0
EBITA margin	%	6.0	5.0	-	4.8
Employees (as of end of period; without apprentices)	-	6,771	7,217	-6.2%	6,941

ORDER INTAKE BY REGION Q1 2021 VS. Q1 2020 (%)



REVENUE BY REGION Q1 2021 VS. Q1 2020 (%)





SEPARATION: FURTHER IMPROVEMENT OF EARNINGS AND PROFITABILITY

Stable development of order intake

	UNIT	Q1 2021	Q1 2020	+/-	2020
Order intake stable	Order intake	MEUR 170.6	167.7	+1.7%	667.9
	Order backlog (as of end of period)	MEUR 439.3	435.6	+0.8%	413.5
Revenue increased q/q	Revenue	MEUR 150.2	143.5	+4.7%	644.1
	EBITDA	MEUR 17.5	10.0	+75.0%	67.5
	EBITDA margin	% 11.7	7.0	-	10.5
Favorable development of earnings and profitability	EBITA	MEUR 14.2	6.5	+118.5%	53.7
	EBITA margin	% 9.5	4.5	-	8.3
	Employees (as of end of period; without apprentices)	- 2,582	2,786	-7.3%	2,651

ORDER INTAKE BY REGION Q1 2021 VS. Q1 2020 (%)



REVENUE BY REGION Q1 2021 VS. Q1 2020 (%)



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UPDATE MARKET EXPECTATIONS 2021



Continued solid outlook for basically all industries served by ANDRITZ

Market outlook:

- **Pulp and Paper:** solid project activity for both modernizations and new installations to continue, supported by high pulp prices and high demand for tissue, nonwoven and container board; pent-up demand in service to increasingly materialize during coming months
- **Metals Forming:** market stabilization underway, some improvement during H2 2021 possible
- **Metals Processing:** good market environment to remain, driven by high steel prices and overall economic recovery in most parts of the world
- **Hydro:** market is troughing out, some midsize/larger order may be placed in coming months
- **Separation:** satisfactory market growth to continue



GUIDANCE 2021 CONFIRMED



Financial guidance for 2021:

- Due to decline of order intake in 2020, **Group revenue** expected to be slightly lower vs. 2020 (2020: 6.700 MEUR)
- **Increase in reported EBITA compared to 2020 (2020: 392 MEUR)**
- Depending on revenue development, **adjusted EBITA approximately stable y/y** (adjusted EBITA 2020: 471 MEUR)
- Currently, no significant capacity adjustment measures planned, however depending on development of global economy



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