



RESULTS FULL YEAR 2022

MARCH 8, 2023

ANDRITZ

ENGINEERED SUCCESS

AGENDA



1 | FY 2022 AT A GLANCE

2 | PERFORMANCE 2022

3 | UPDATE OF BUSINESS AREAS

4 | OUTLOOK

RECORD RESULTS IN 2022



Financial highlights

GROUP ORDER INTAKE
9.3 billion EUR

(2021: 7.9 billion EUR / +18%)

GROUP REVENUE
7.5 billion EUR

(2021: 6.5 billion EUR / +17%)

EBITA
649 MEUR

(2021: 547 MEUR / +19%)

NET INCOME
403 MEUR

(2021: 322 MEUR / +25%)

NET LIQUIDITY
1 billion EUR

(2021: 700 MEUR / +40%)

DIVIDEND PER SHARE*
2.10 EUR

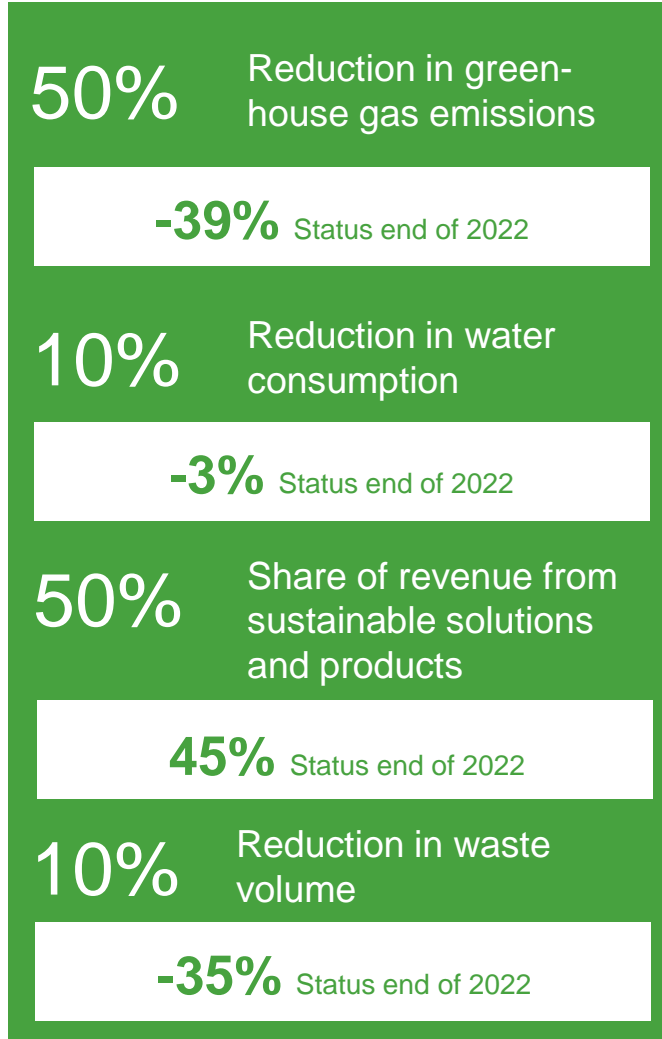
(2021: 1.65 MEUR / +27%)

* Proposal to the Annual General Meeting

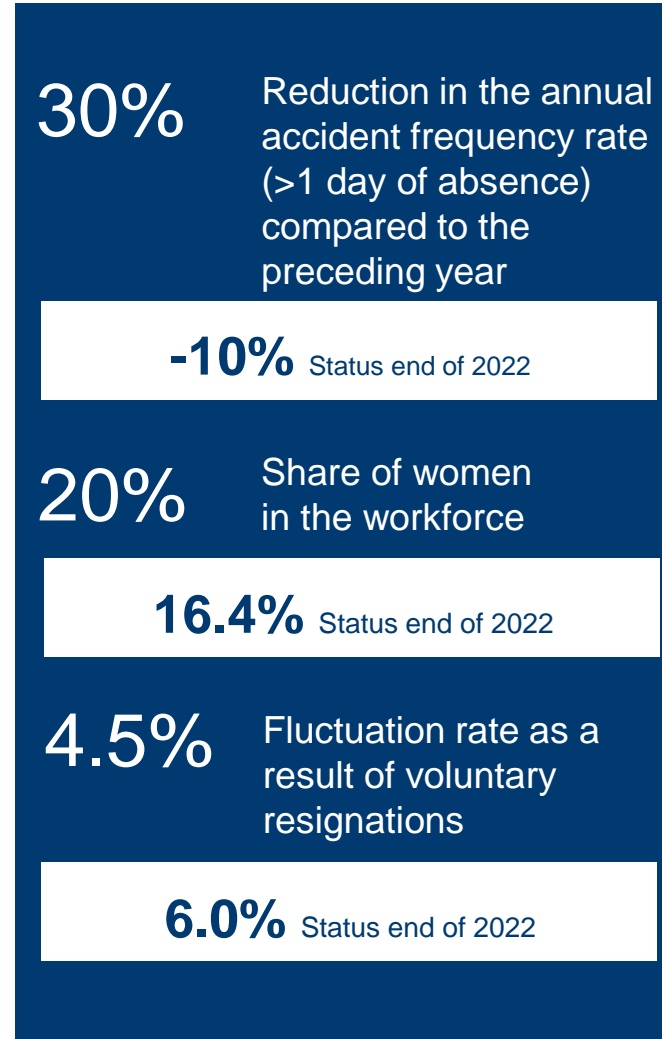
ESG: WELL ON TRACK TO REACH GOALS



ENVIRONMENT



SOCIAL



GOVERNANCE



Note: ESG goals relate to base year 2019

IMPORTANT ACQUISITIONS IN 2022



ĐURO ĐAKOVIĆ - supplier of grate boilers and high quality pressure parts



- **Headquarters:** Slavonski Brod, Croatia
- **Employees:** approx. 870
- **Revenue:** ~60 MEUR

- Strengthens ANDRITZ position for renewable energy
- Cost competitive manufacturing of high quality pressure parts

SOVEMA GROUP - supplier of equipment for the production of top-quality battery cells



- **Headquarters:** Villafranca di Verona, Italy
- **Employees:** approx. 170
- **Revenue:** ~50 MEUR

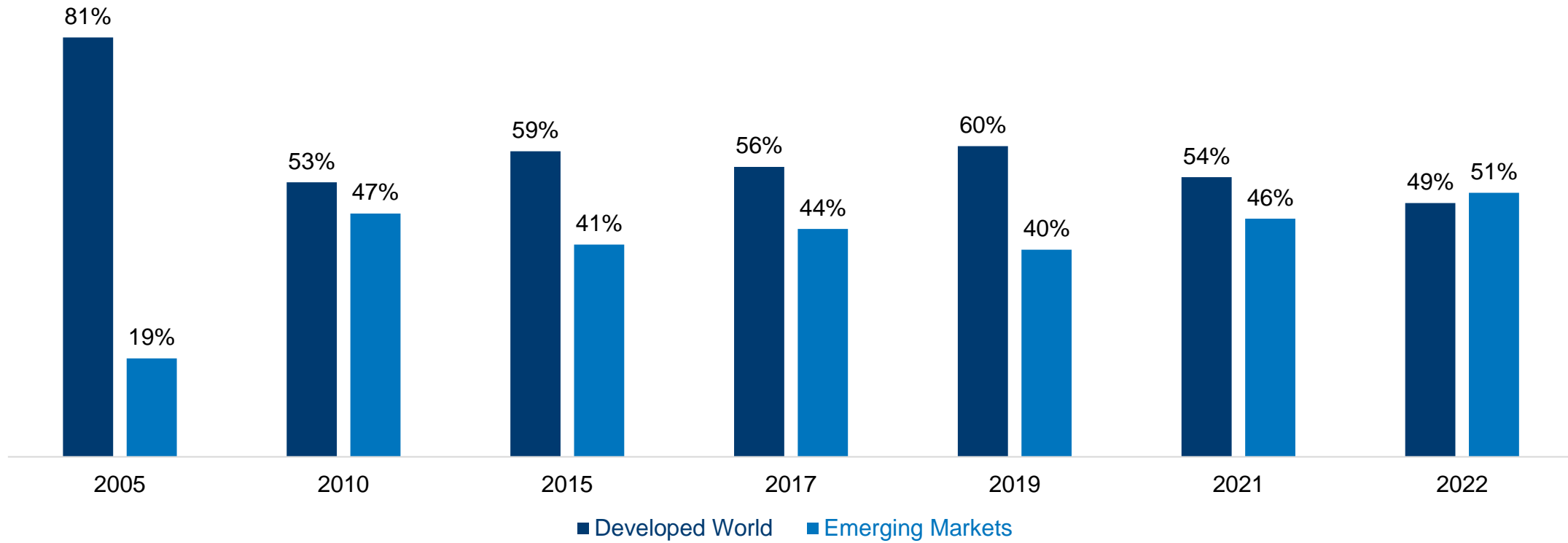
Together with Sovema, ANDRITZ is able to equip gigafactories for the mass production of lithium-ion batteries



MANUFACTURING FOOTPRINT SHIFTS TOWARDS EMERGING MARKETS

Over 50% of direct labour hours in emerging markets

SPLIT OF DIRECT LABOUR HOURS BY REGION



AGENDA



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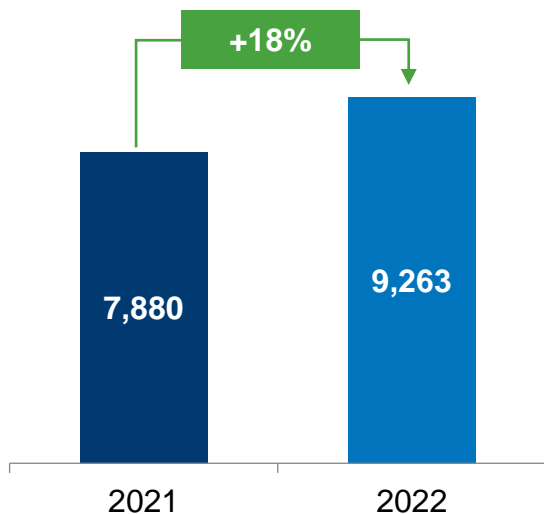
4 | OUTLOOK

RECORD ORDER INTAKE



All four business areas achieved significant increases

ORDER INTAKE*



ORDER INTAKE BY BUSINESS AREA*

	2022	2021	+/-
Pulp & Paper	4,379	3,775	+16%
Metals	2,009	1,779	+13%
Hydro	1,956	1,565	+25%
Separation	919	761	+21%

ORDER INTAKE BY REGION

2022 VS. 2021 (%)



- **Pulp & Paper, Metals, and Separation** achieved **new record levels, confirming their strong market positions**
- **Hydro** significantly **up y/y**: award of several larger orders to supply electromechanical equipment for new hydropower plants and to modernize existing hydropower plants

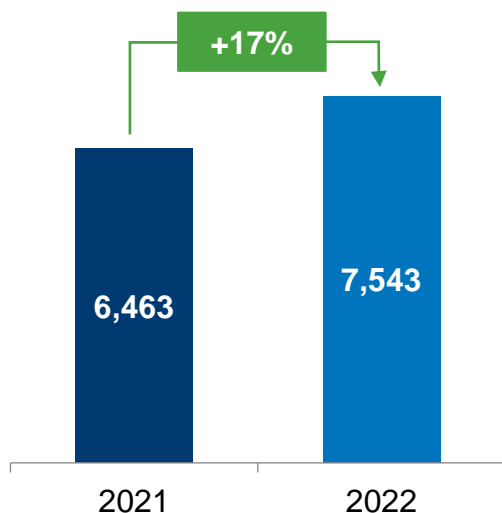
*IN MEUR

REVENUE REACHED NEW RECORD HIGH



Significant increase in all four business areas

REVENUE*

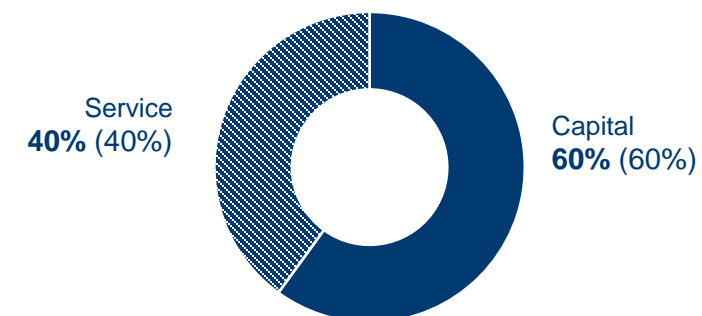


REVENUE BY BUSINESS AREA*

	2022	2021	+/-
Pulp & Paper	3,591	3,071	+17%
Metals	1,621	1,366	+19%
Hydro	1,539	1,345	+14%
Separation	792	681	+16%

REVENUE SPLIT: CAPITAL / SERVICE

2022 VS. 2021 (%)

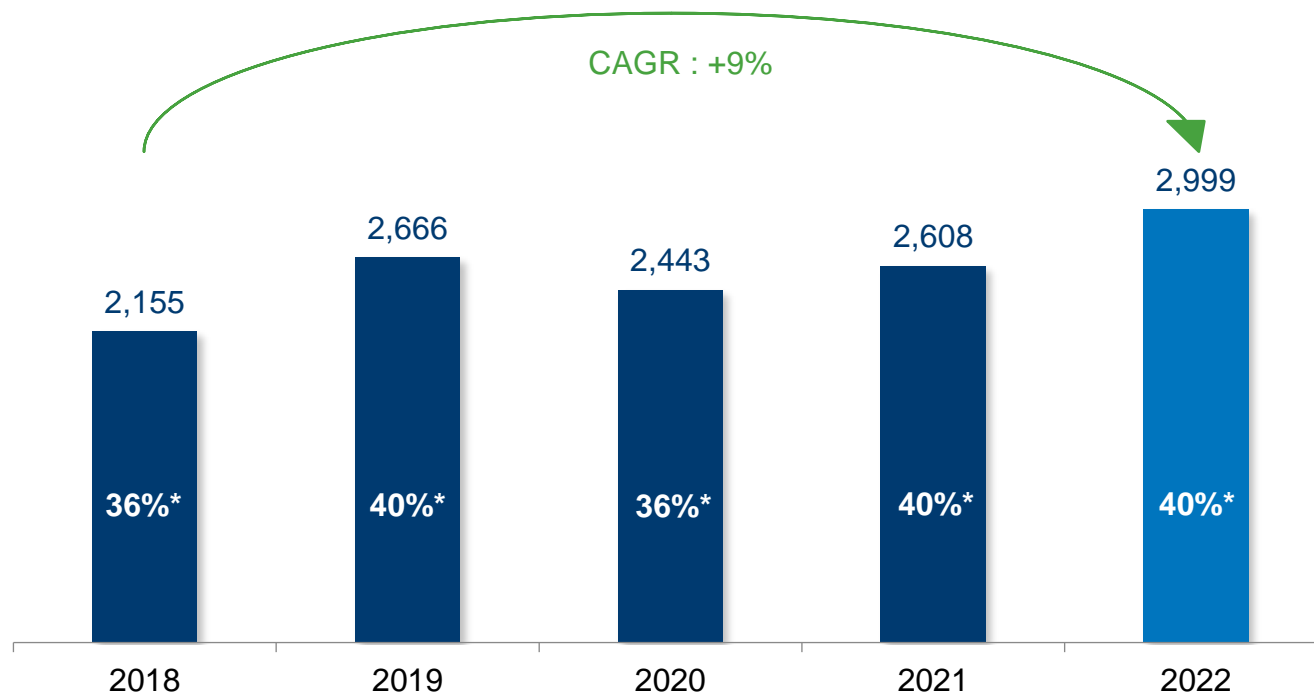


*IN MEUR

GROWTH OF SERVICE BUSINESS SUPPORTED PROFITABILITY DEVELOPMENT



SERVICE REVENUE (MEUR)



*Service revenue in % of Group revenue



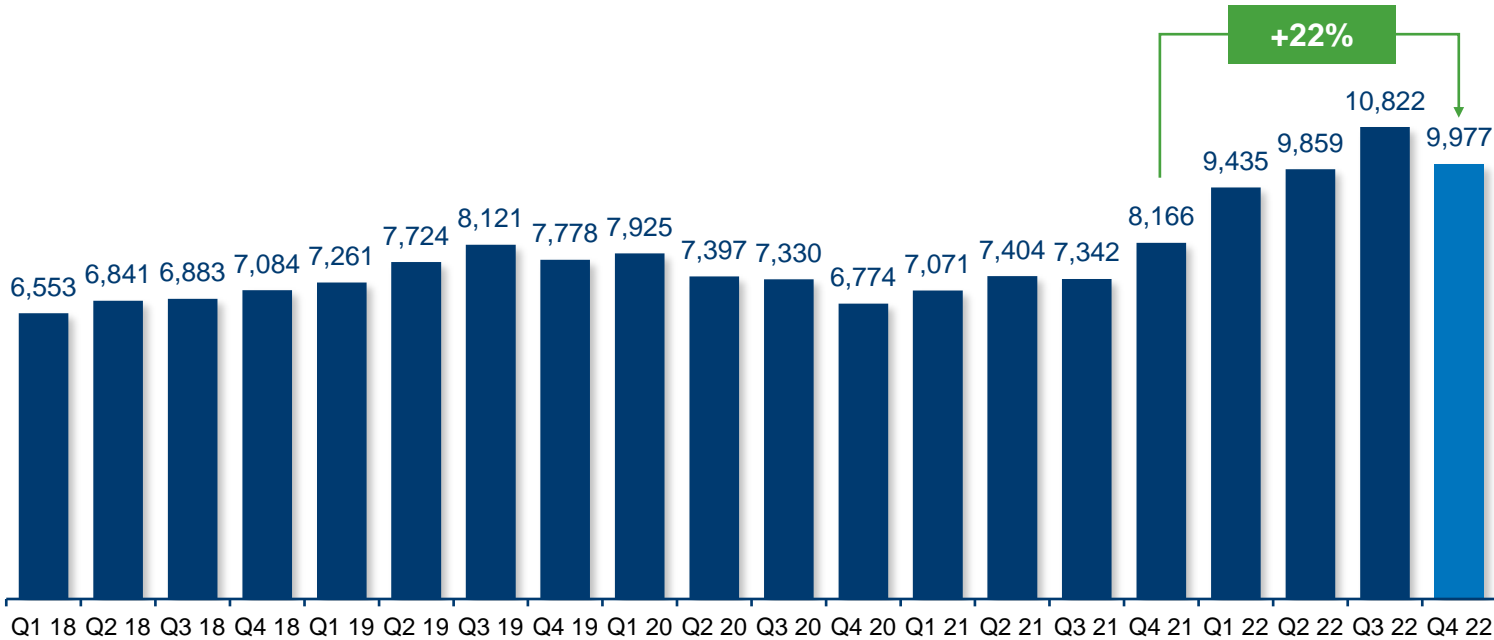
ORDER BACKLOG AT FAVORABLE 10 BILLION EUROS



Excellent workload for 2023

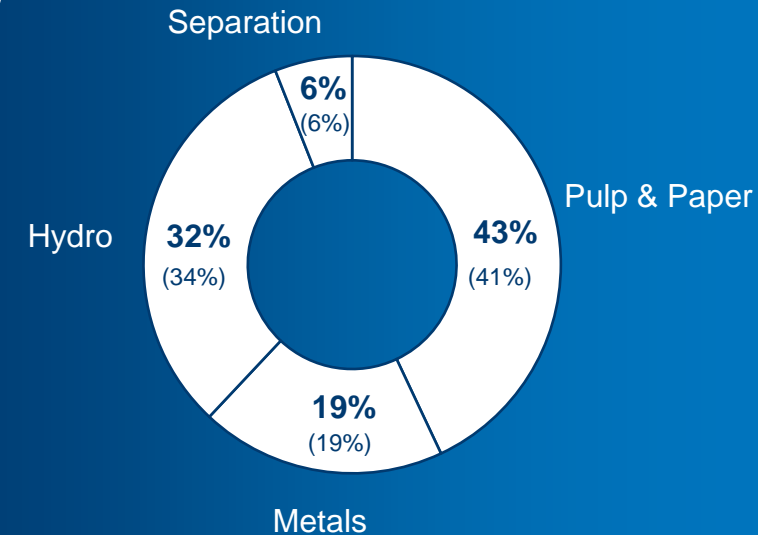
Pulp & Paper and Hydro account for 75% of total order backlog

IN MEUR



ORDER BACKLOG BY BUSINESS AREA

AS OF END OF DECEMBER 2022
(DECEMBER 2021)

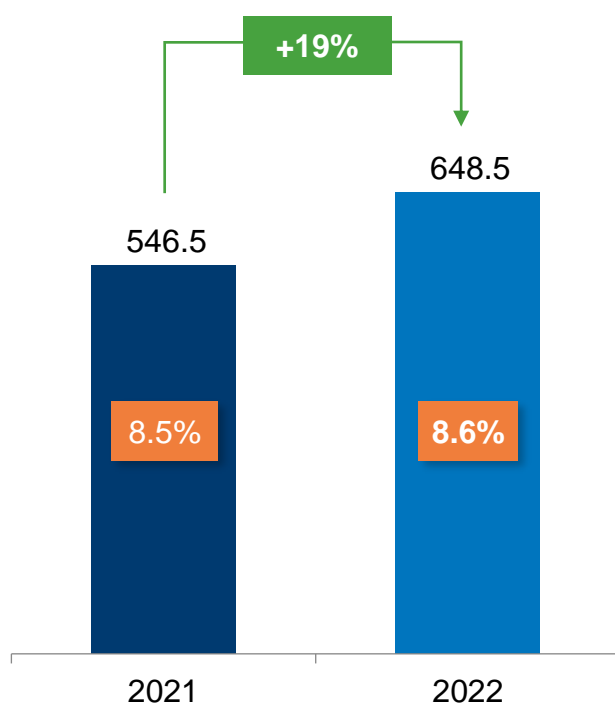


RECORD EARNINGS

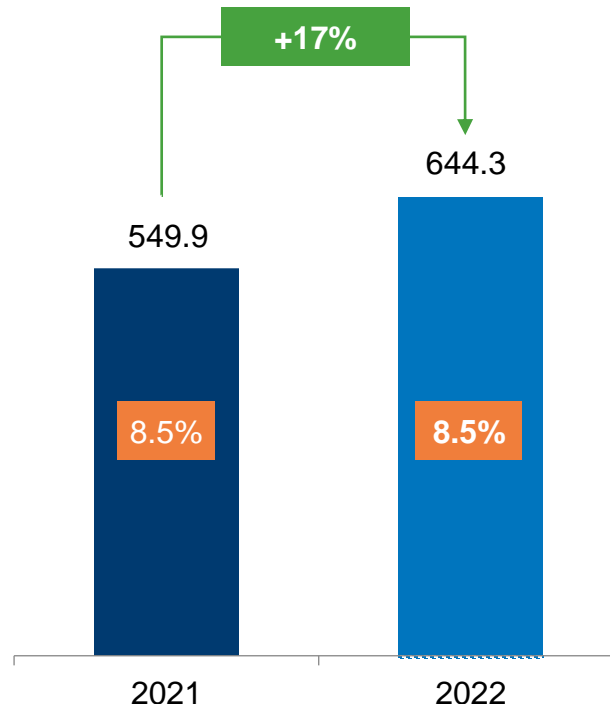


All four business areas recorded a significant increase in EBITA

EBITA AND EBITA MARGIN*
(REPORTED)



EBITA AND EBITA MARGIN*
(ADJUSTED)



EBITA (reported) increased slightly more than revenue and reached a new record level. Thus, profitability (reported) increased to 8.6%.

EBITA margin (adjusted) unchanged at 8.5% due to unexpected cost increases and supply chain disruptions.

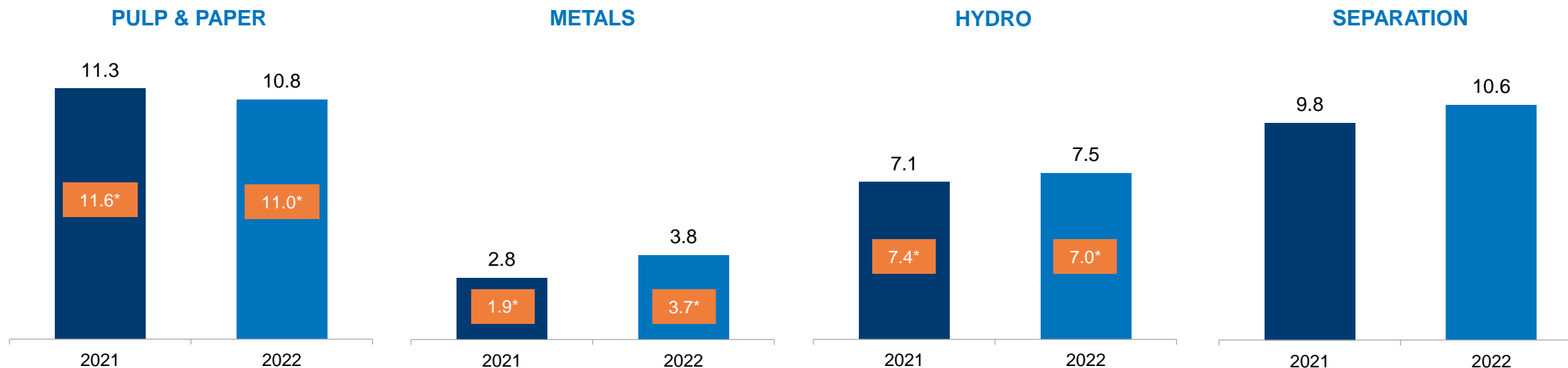
In total, net extraordinary items of ~4 MEUR in 2022 (extraordinary income (property sale) in Metals and Hydro partly offset by restructuring measures in Pulp & Paper).

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

PROFITABILITY BY BUSINESS AREA



EBITA margin (reported, in %)



* EBITA margin adjusted by extraordinary items

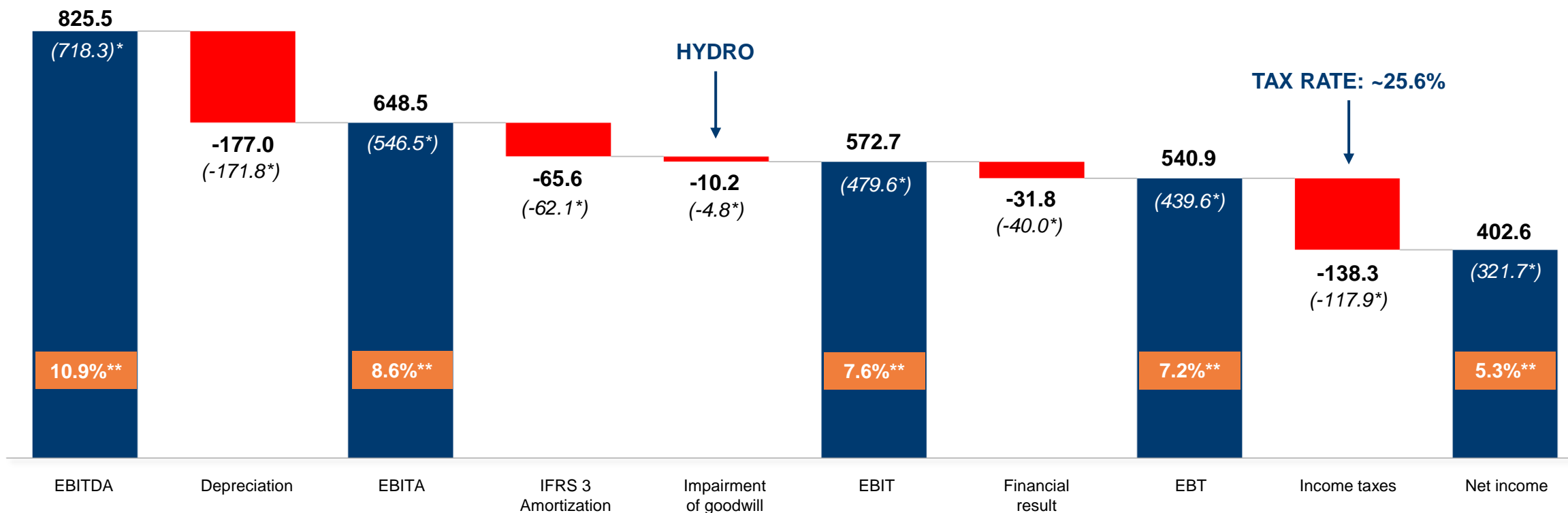
- **Pulp & Paper** slightly down y/y due to unexpected cost increases and supply chain disruptions
- **Metals** continued its upward trend
- **Hydro** profitability remained at **solid** level
- **Separation** reached **new record high**

EBITDA – NET INCOME BRIDGE



Net income achieved Group Target >5.0%

IN MEUR



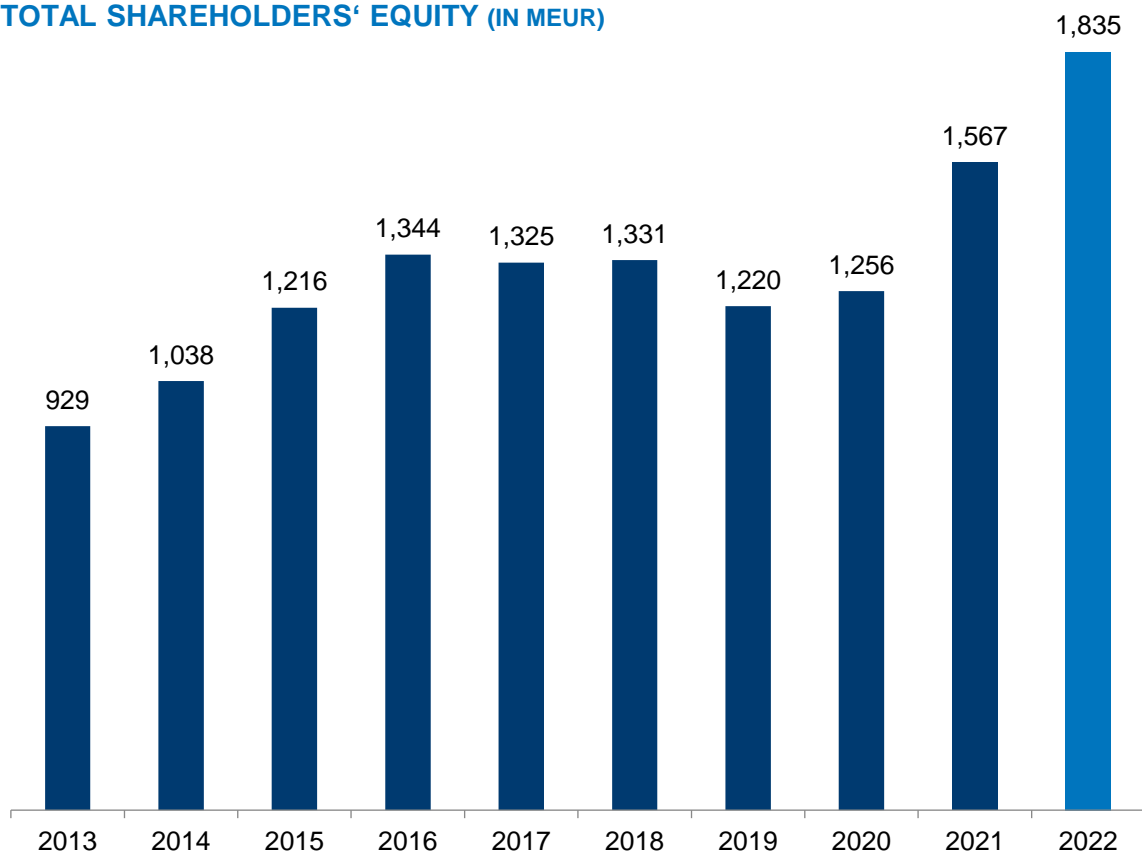
* () 2021

** % OF TOTAL REVENUE

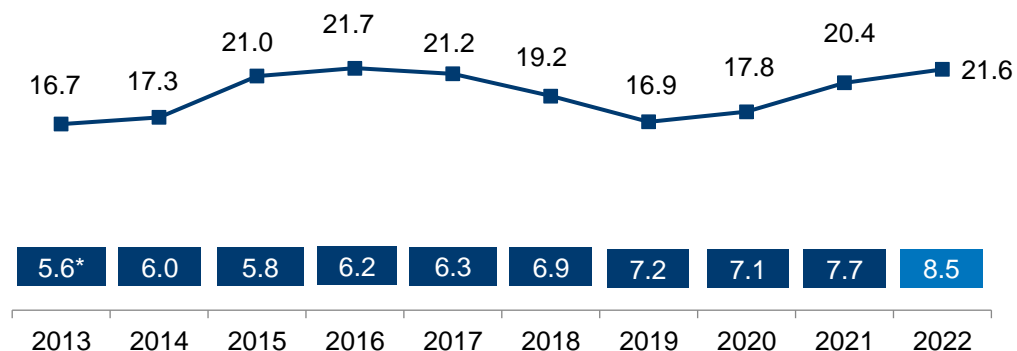
EQUITY RATIO FURTHER IMPROVED



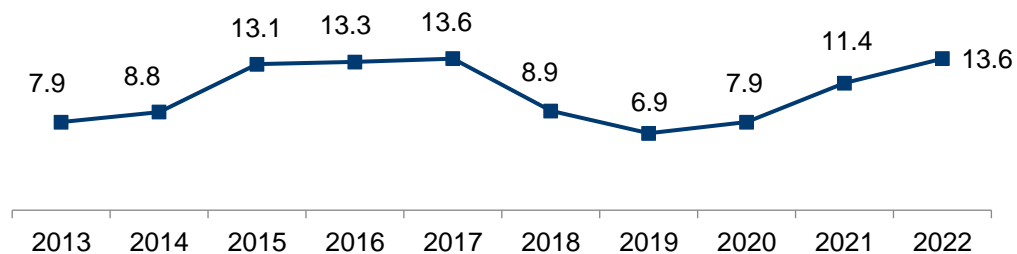
TOTAL SHAREHOLDERS' EQUITY (IN MEUR)



EQUITY RATIO (IN %)



GOODWILL ADJUSTED EQUITY RATIO** (IN %)



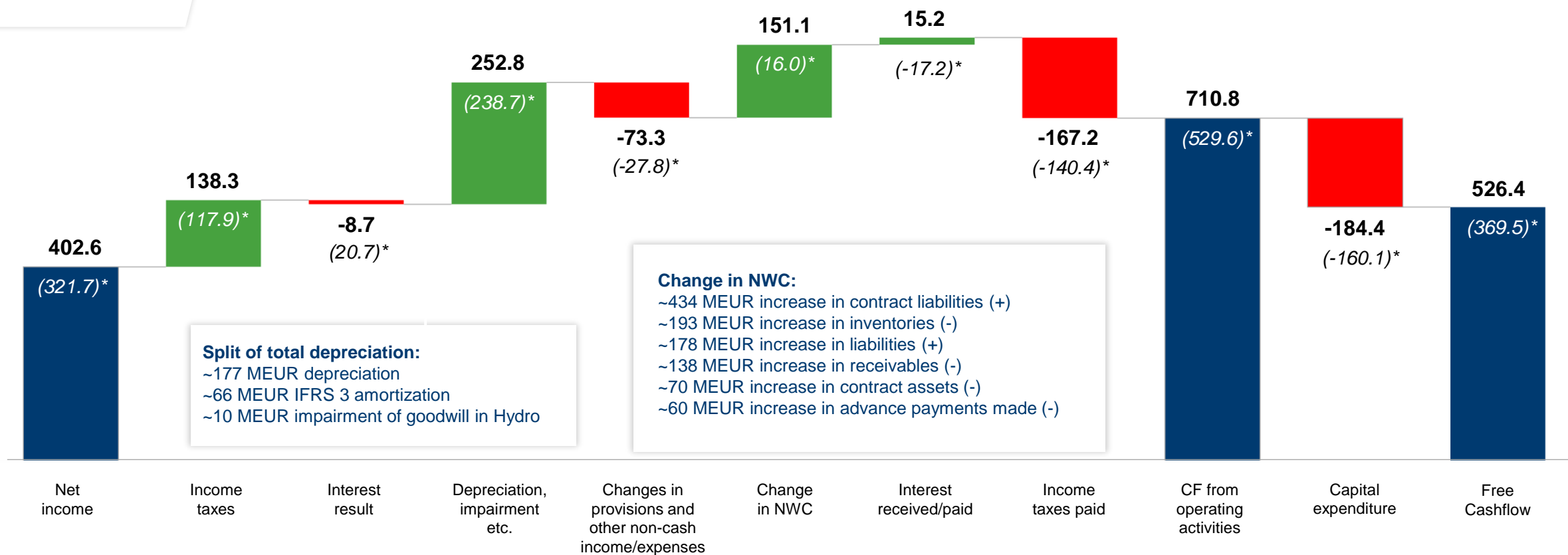
* Total assets in bn. EUR

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

CASH FLOW FROM OPERATING ACTIVITIES AND FREE CASH FLOW



IN MEUR



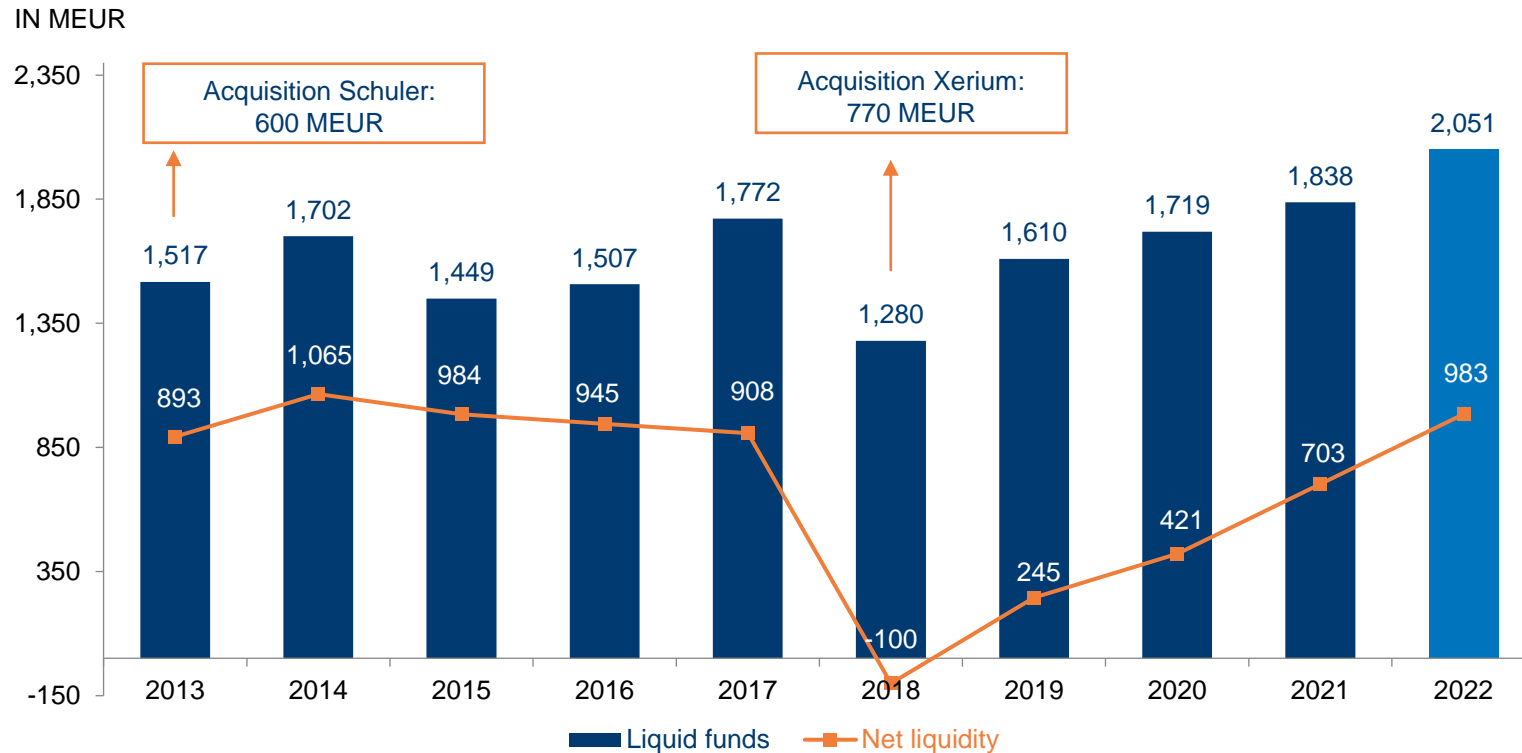
* () 2021

FAVORABLE FINANCIAL POSITION



Gross liquidity of ~2.1 billion euros, net liquidity at ~1 billion euros

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



Strong increase in net liquidity of ~300 MEUR since 2021

Aggregated dividend payments 2018-2022: ~628 MEUR

Aggregated capex 2018-2022: ~771 MEUR

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

KEY FIGURES FY 2022 AT A GLANCE



	UNIT	2022	2021	+/-
Order intake	MEUR	9,263.4	7,879.7	+17.6%
Order backlog (as of end of period)	MEUR	9,976.5	8,165.8	+22.2%
Revenue	MEUR	7,542.9	6,463.0	+16.7%
EBITA	MEUR	648.5	546.5	+18.7%
EBITA (adj. by extraordinary items)	MEUR	644.3	549.9	+17.2%
Net income (including non-controlling interests)	MEUR	402.6	321.7	+25.1%
Cash flow from operating activities	MEUR	710.8	529.6	+34.2%
Capital expenditure	MEUR	184.4	160.1	+15.2%
Liquid funds	MEUR	2,051.1	1,837.9	+11.6%
Net liquidity	MEUR	983.0	703.3	+39.8%
Net working capital	MEUR	-324.4	-150.1	-116.1%

Increase in cash flow mainly due **change in net working capital** (receipt of advance payments from orders)

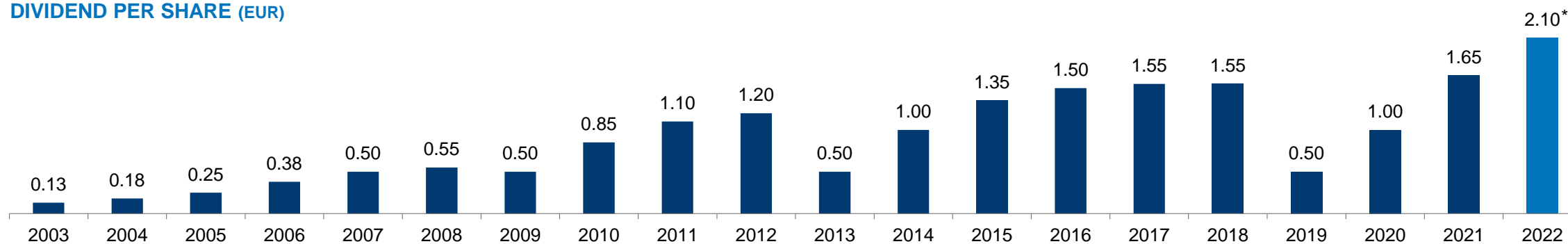
Strong decrease in net working capital mainly due to receipt of advance payments for large new projects (PP, HY)

PROPOSED DIVIDEND OF 2.10 EUR/SHARE



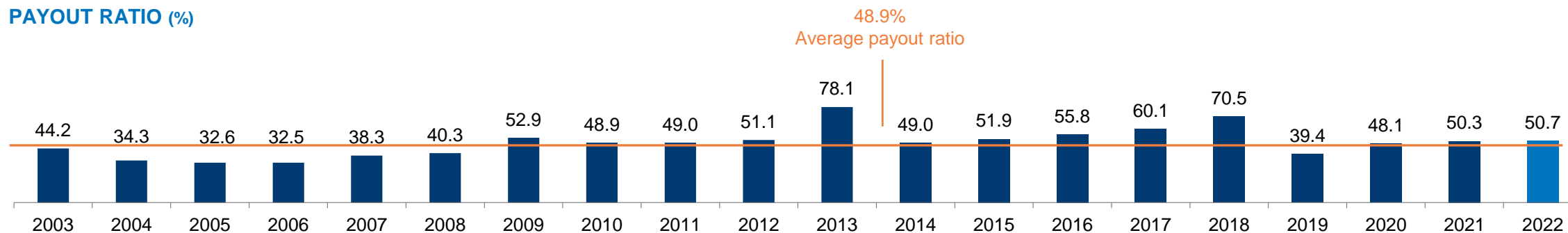
2022 payout ratio: ~51% - in line with dividend policy

DIVIDEND PER SHARE (EUR)



* Proposal to the Annual General Meeting

PAYOUT RATIO (%)



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PULP & PAPER: VERY FAVORABLE BUSINESS DEVELOPMENT



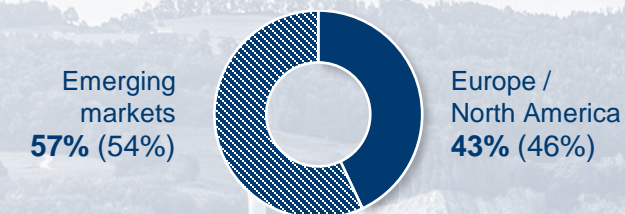
Order intake, revenue, and EBITA reached new record highs

	UNIT	2022	2021	+/-
Order intake	MEUR	4,378.7	3,774.7	+16.0%
Order backlog (as of end of period)	MEUR	4,248.4	3,377.2	+25.8%
Revenue	MEUR	3,591.1	3,070.6	+17.0%
EBITDA	MEUR	471.0	423.4	+11.2%
EBITDA margin	%	13.1	13.8	-
EBITA	MEUR	387.8	346.0	+12.1%
EBITA margin	%	10.8	11.3	-
Employees (as of end of period; without apprentices)	-	13,525	11,668	+15.9%

- **Order intake** reached a **new record level** – both the capital business and the service business increased their order intake significantly
- **Revenue significantly up y/y** due to the very good order intake development in the last quarters and years
- **Record earnings**; however, **profitability slightly down y/y** mainly due to unexpected cost increases and supply chain disruptions

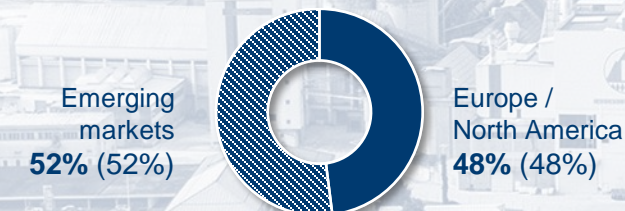
ORDER INTAKE BY REGION

2022 VS. 2021 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



METALS: EARNINGS AND PROFITABILITY CONTINUED UPWARD TREND



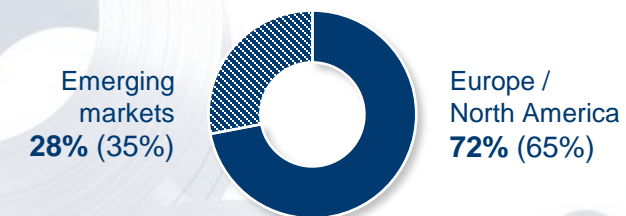
Highest order intake in company history

	UNIT	2022	2021	+/-
Order intake	MEUR	2,008.6	1,778.8	+12.9%
Order backlog (as of end of period)	MEUR	1,938.1	1,541.7	+25.7%
Revenue	MEUR	1,621.2	1,366.1	+18.7%
EBITDA	MEUR	100.9	81.7	+23.5%
EBITDA margin	%	6.2	6.0	-
EBITA	MEUR	62.3	38.4	+62.2%
EBITA margin	%	3.8	2.8	-
Employees (as of end of period; without apprentices)	-	6,085	5,930	+2.6%

- **Order intake** strongly up y/y, mainly due to the Metals Forming sector (Schuler), which succeeded in booking some larger press line orders, among others, in the e-mobility sector
- **Significant increase in revenue y/y**
- **Earnings and profitability** continued its positive development

ORDER INTAKE BY REGION

2022 VS. 2021 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



HYDRO: STRONG INCREASE IN ORDER INTAKE AND REVENUE



Earnings and profitability up y/y

	UNIT	2022	2021	+/-
Order intake	MEUR	1,956.6	1,565.2	+25.0%
Order backlog (as of end of period)	MEUR	3,165.5	2,747.8	+15.2%
Revenue	MEUR	1,539.0	1,345.1	+14.4%
EBITDA	MEUR	156.0	133.0	+17.3%
EBITDA margin	%	10.1	9.9	-
EBITA	MEUR	114.7	95.4	+20.2%
EBITA margin	%	7.5	7.1	-
Employees (as of end of period; without apprentices)	-	6,751	6,628	+1.9%

- **Order intake** significantly up – award of several larger orders to supply electro-mechanical equipment for new hydropower plants and to modernize existing hydropower plants
- **Revenue up y/y** due to **high order intake in previous year**
- **Earnings and profitability up y/y**

ORDER INTAKE BY REGION

2022 VS. 2021 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



SEPARATION: EXCELLENT BUSINESS DEVELOPMENT



Record business year

	UNIT	2022	2021	+/-
Order intake	MEUR	919.5	761.0	+20.8%
Order backlog (as of end of period)	MEUR	624.5	499.1	+25.1%
Revenue	MEUR	791.6	681.2	+16.2%
EBITDA	MEUR	97.6	80.2	+21.7%
EBITDA margin	%	12.3	11.8	-
EBITA	MEUR	83.7	66.7	+25.5%
EBITA margin	%	10.6	9.8	-
Employees (as of end of period; without apprentices)	-	2,733	2,578	+6.0%

- **Order intake reached its highest level ever.** Good development supported across all industries and sectors
- **Revenue significantly up y/y**
- **Earnings and profitability reached new record highs**

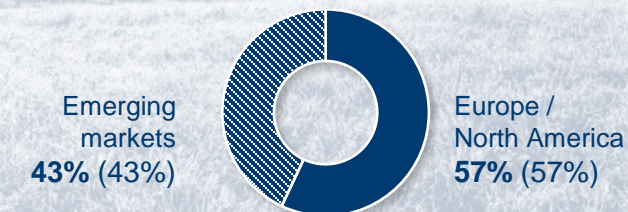
ORDER INTAKE BY REGION

2022 VS. 2021 (%)



REVENUE BY REGION

2022 VS. 2021 (%)



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GROUP ROADMAP 2022-2024 WELL ON TRACK



Group targets 2022-2024	Status 2022
Group business volume well above 7 billion EUR, including M&A towards 8 billion EUR	7.5 billion EUR ✓
EBITA margin at solid 8%	8.6% ✓
Net income to increase to >5%	5.3% ✓
Continue M&A strategy within existing business areas	Ongoing ✓
Reach ESG targets	Ongoing →



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

Economic challenges (Russian sanctions, inflation) are closely monitored

FINANCIAL GUIDANCE FOR 2023

ANDRITZ expects to **continue on its profitable growth in 2023** and anticipates an **increase in both revenue and earnings** compared to 2022



RESULTS FULL YEAR 2022

MARCH 8, 2023

ANDRITZ

ENGINEERED SUCCESS