### ANDRITZ CAPITAL MARKET DAY 2019

# ANDRITZ GROUP

### WOLFGANG LEITNER

**SEPTEMBER 17, 2019** 

ANDRITZ

ENGINEERED SUCCESS

### **CHAPTER OVERVIEW**



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# ANDRITZ'S AUTOMOTIVE EXPOSURE WEIGHS ON SHARE PRICE

Auto-related companies have been under pressure during the last 12 months

Performance comparison	Last 12 months*
ANDRITZ	-37.4%
Valmet	-12.5%
Duerr	-39.7%
voestalpine	-45.4%
Daimler	-22.3%
BMW	-26.6%
Leoni	-69.2%
Continental	-29.9%

Comparison of Multiples	EV/EBITA 2019E**
ANDRITZ GROUP	7.8
Valmet	12.4

#### 03/09/2018 - 30/08/2019



\* September 1, 2018 – August 31, 2019

\*\* Consensus estimate excl. one-offs

# DURING THE LAST 10 YEARS, ANDRITZ ACHIEVED GROWTH OF ~8% P.A. ON AVERAGE

Growth evenly split between organic expansion and acquisitions



- Strong organic growth between 2009 and 2013
- Roughly two thirds of this growth came from acquisitions
- Share of large orders of over 100 MEUR accounts for 10-15% of total order intake per year
- Basically flat order intake from 2014, even when excluding large orders
- Substantial also organic growth in 2018.

# EBITA MARGIN: GOOD STABILITY, HOWEVER NO CLEAR TREND

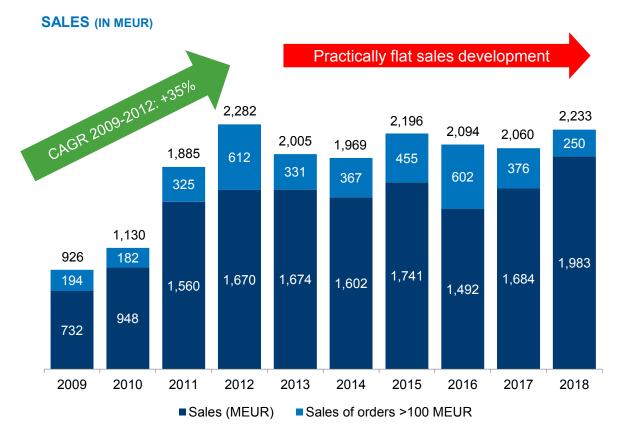
2009-2018 (in %)

Average EBITA margin adjusted 2009-2018: 6.8% Average EBITA margin reported 2009-2018: 6.4%



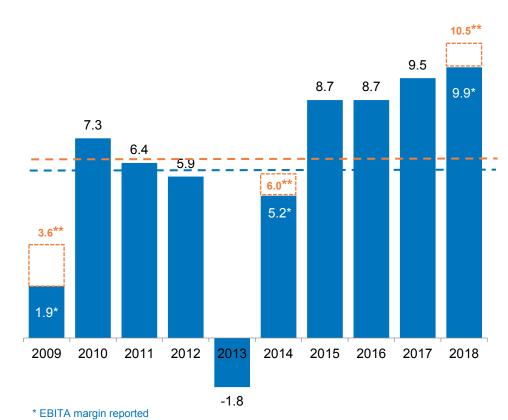
\* EBITA margin reported

### PULP & PAPER: SALES AND EARNINGS DEVELOPMENT 2009-2018



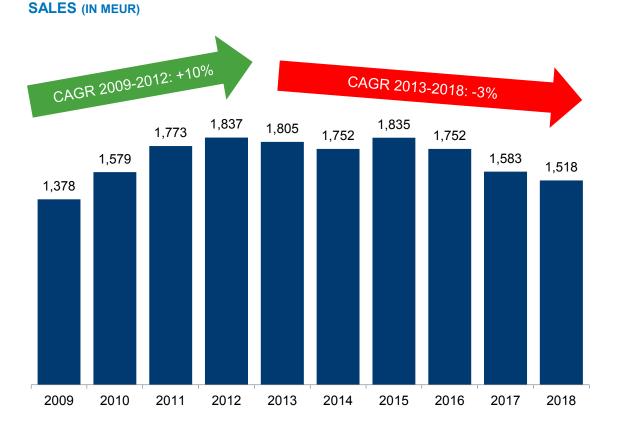
EBITA MARGIN (IN %)

Average EBITA margin adjusted 2009-2018: 6.5% Average EBITA margin reported 2009-2018: 6.2%

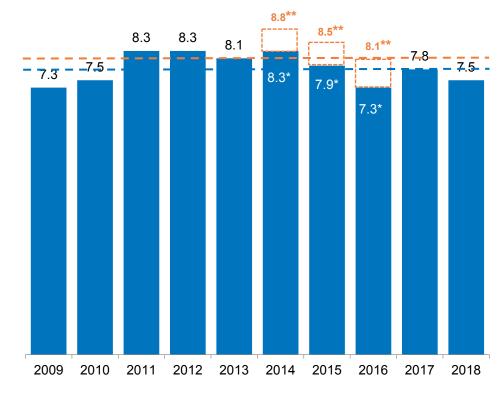




### HYDRO: SALES AND EARNINGS DEVELOPMENT 2009-2018

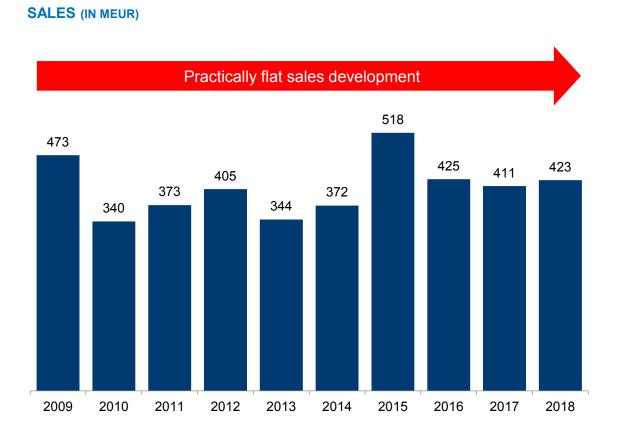


### EBITA MARGIN (IN %)Average EBITA margin adjusted 2009-2018: 8.1%<br/>Average EBITA margin reported 2009-2018: 7.8%



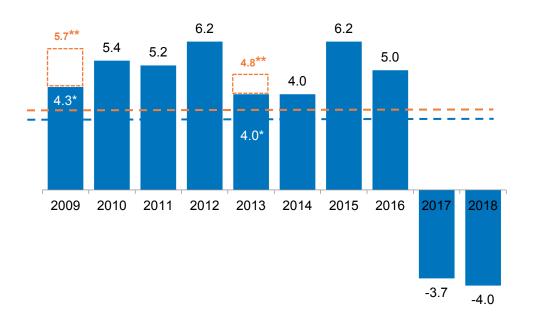
\* EBITA margin reported

### METALS PROCESSING: SALES AND EARNINGS DEVELOPMENT 2009-2018



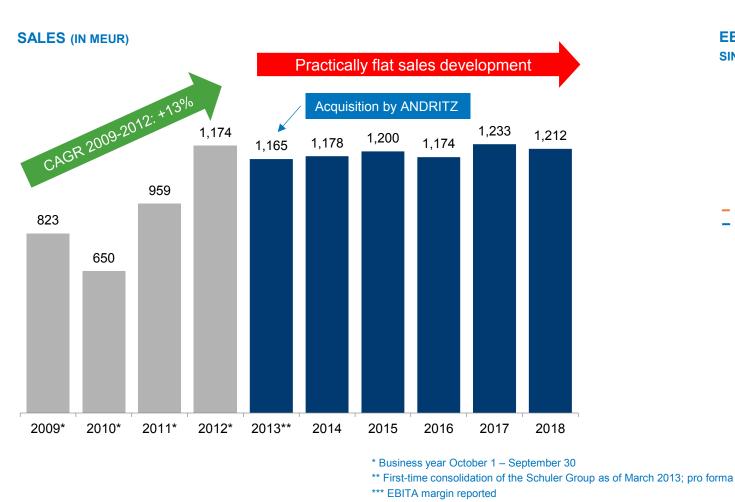
#### EBITA MARGIN (IN %)

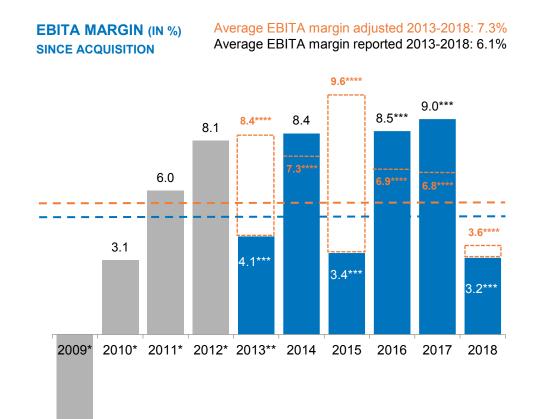
Average EBITA margin adjusted 2009-2018: 3.5% Average EBITA margin reported 2009-2018: 3.3%



\* EBITA margin reported

### METALS FORMING - SCHULER: SALES AND EARNINGS DEVELOPMENT 2009-2018





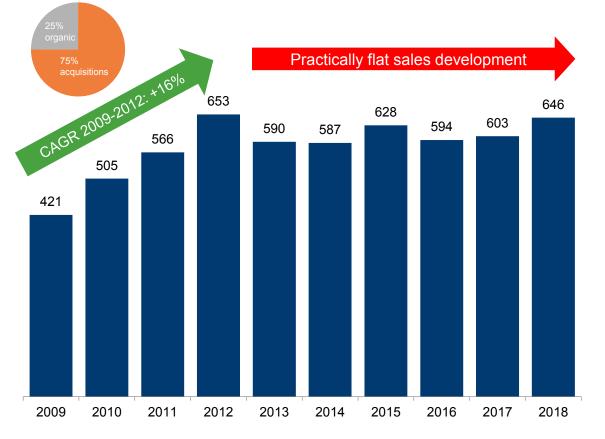
-4.9

9 / ANDRITZ CMD 2019 - ANDRITZ GROUP, SEPTEMBER 17, 2019 \*\*\*\* EBITA margin adjusted by extraordinary items

### SEPARATION: SALES AND EARNINGS DEVELOPMENT 2009-2018

#### SALES (IN MEUR)

#### Growth 2009-2012



#### EBITA MARGIN (IN %)

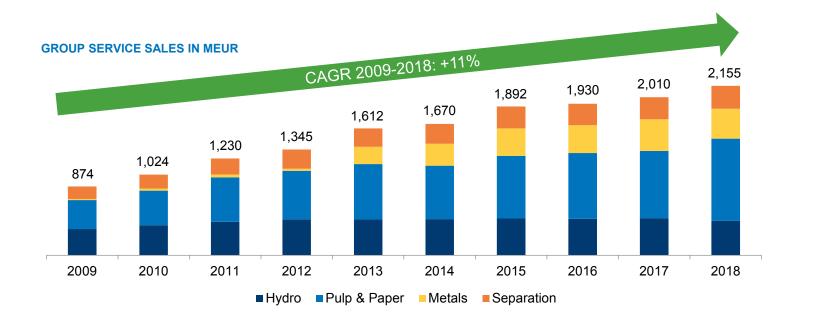
Average EBITA margin adjusted 2009-2018: 5.5% Average EBITA margin reported 2009-2018: 4.8%

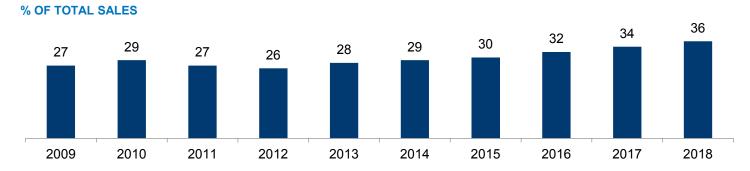




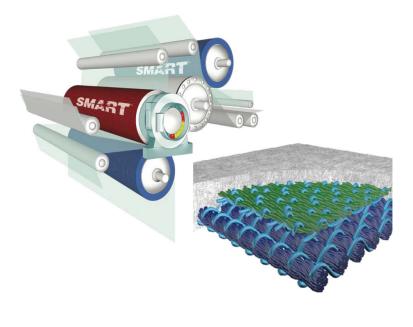
### **INCREASE OF SERVICE BUSINESS**





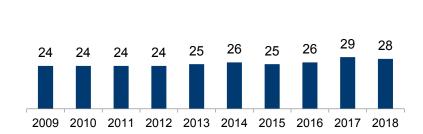


ANDRITZ Fabrics and Rolls provides machine clothings and roll covers for paper, tissue, and board machines.



# **SERVICE SALES BY BUSINESS AREA**

### % of total business area sales

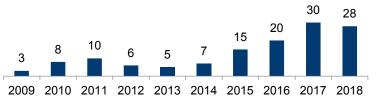


**HYDRO** 

**PULP & PAPER** 

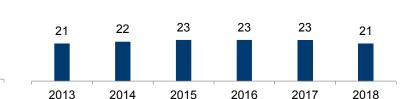
# 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018



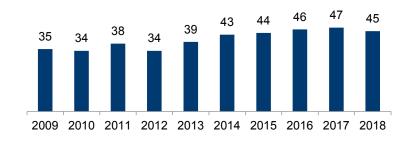


**METALS Processing** 





**SEPARATION** 

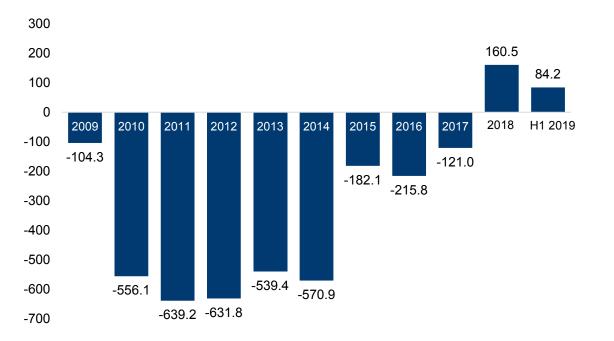




# **DEVELOPMENT OF NET WORKING CAPITAL**

- **Reclassification of late costs** from other liabilities to project provisions in 2015
- Deterioration in all four business areas since 2014:
  - Reduction of contract liabilities / increase of contract assets and receivables as larger orders of previous years have matured (Hydro, PP, Metals)
  - Increase of inventories due to increasing share of service (Asko, Xerium, etc.)
- Improvement in H1 2019 due to increase of advance payments, mainly in PP

#### NET WORKING CAPITAL OF THE ANDRITZ GROUP (IN MEUR)





## **DEVELOPMENT OF CASH POSITION**

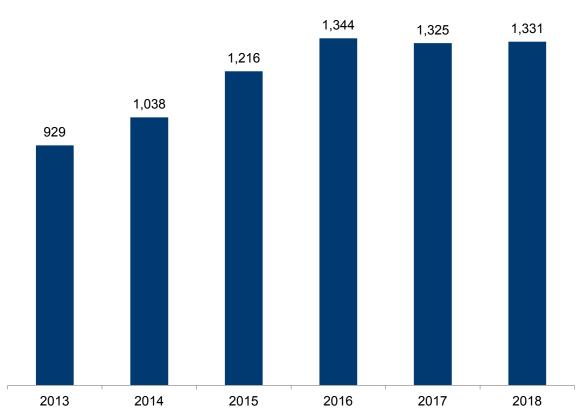




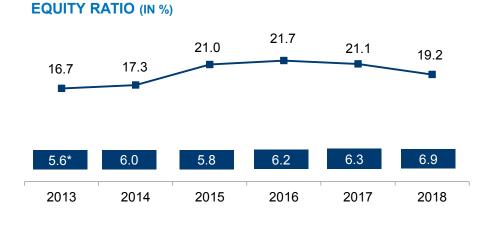
\*Since January 1, 2019, lease liabilities are excluded from the calculation of net liqudity.

# **TARGET EQUITY RATIO BETWEEN 20-25%**

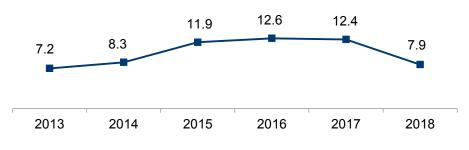




#### TOTAL SHAREHOLDERS' EQUITY (IN MEUR)



#### TANGIBLE EQUITY RATIO\*\* (IN %)



\* Total assets in bn. EUR

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

# **GROUP ROADMAP 2020-2022 (1)**



Main challenges/goals for the coming years

### **Promote growth**

Organic:

- Continue to develop intelligent mill services (Metris OPP, sensors, etc.)
- Further expand O&M business

### External:

- Continue with complementary M&A
- Continued focus on existing four business areas
- High potential in service



# **GROUP ROADMAP 2020-2022 (2)**



Main challenges/goals for the coming years

### Improve Group profitability

- Turnaround Metals Processing and Forming
- Keep high profitability in Pulp & Paper
- Retain solid profitability in Hydro despite stagnant market
- Further increase profitability in Separation

### Reduce negative project cost deviations

### Full integration and exploitation of sales and cost synergies

• Streamline organization, focus on underperforming affiliates



## **UNCHANGED LONG-TERM FINANCIAL TARGETS**

### Achieve long-term profitable growth

### FINANCIAL TARGETS

- Sales
- GROUP Profitability
- Dividend

CAGR of 5-8% based on organic and external growth

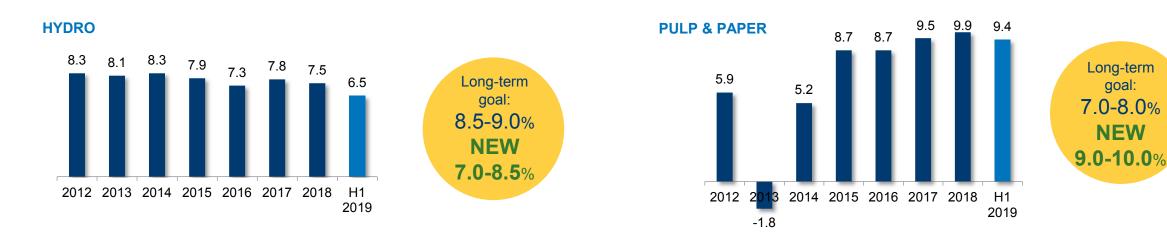
Achieve average EBITA margin of 8% over the next 3-5 years

Payout of 50-60% of earnings on average, however depending on business development and large-scale acquisitions

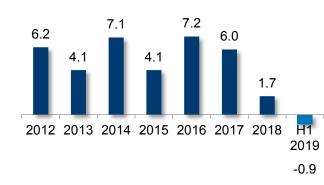




## LONG-TERM EBITA MARGIN GOALS BY BUSINESS AREA

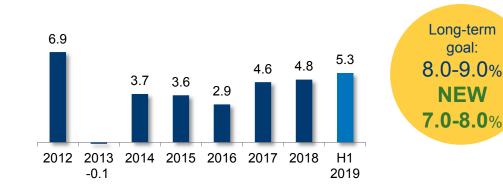


**METALS** 





**SEPARATION** 



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### HYDRO: UNCHANGED MODERATE MARKET ENVIRONMENT

Selective award of individual projects, particularly in the growing Asian market

### • New hydropower plants

Some new, larger projects are currently in the planning phase, especially in Southeast Asia and Africa; selective award of individual projects is likely

Pumps

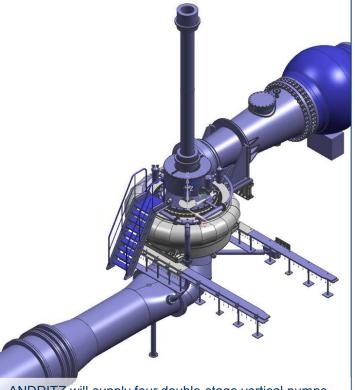
Good project activity

Modernizations/rehabilitations

The continuously growing and ageing fleet as well as reasonable wholesale electricity prices have led to a more active rehabilitation and modernization market with some growth opportunities

Competition

Stable competition at challenging level

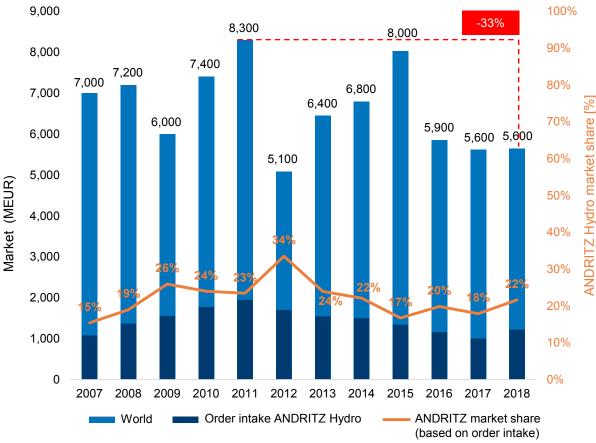


ANDRITZ will supply four double-stage vertical pumps to the Shanxi Xiaolangdi Yellow River Diversion project. Each of these pumps has a flow rate of 5 m<sup>3</sup>/s.



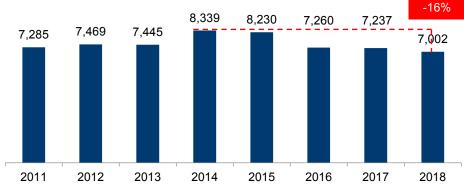
### **GLOBAL HYDROPOWER MARKET DECLINED BY ONE THIRD SINCE PEAK IN 2011** ANDRITZ Hydro 2018 vs. 2011:

### Cost structures adjusted to market decline

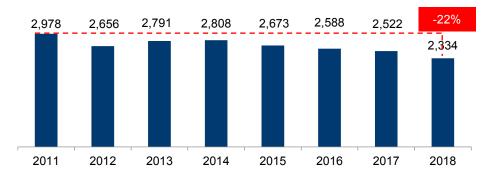


- Order intake : -31.0%
  - Sales : -14.4%





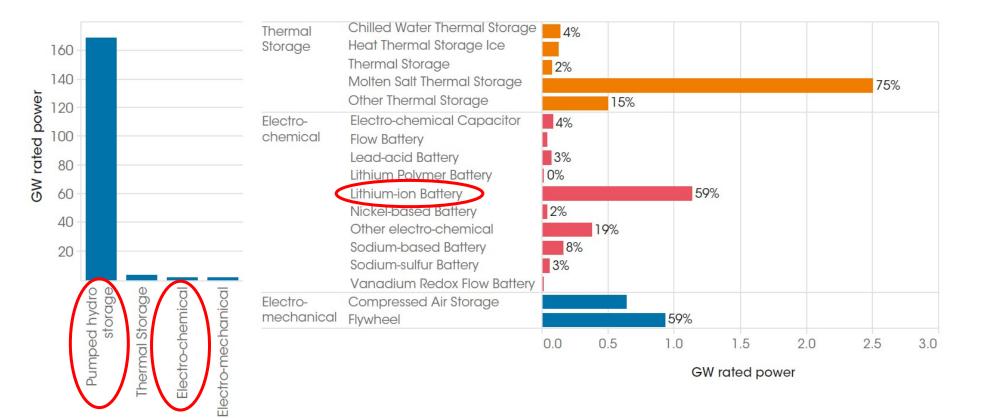
#### **HYDRO DIRECT LABOR HOURS**



Source: ANDRITZ

# **PUMPED STORAGE IS THE BULK STORAGE TECHNOLOGY # 1**





Electro-chemical storage is one of the most rapidly growing market segments,

although operational installed battery storage power capacity is only approximately 1.9 GW.

Source: IRENA, Electricity Storage Cost, 2017



# GOOD PIPELINE FOR LARGE-SCALE HYDRO PROJECTS



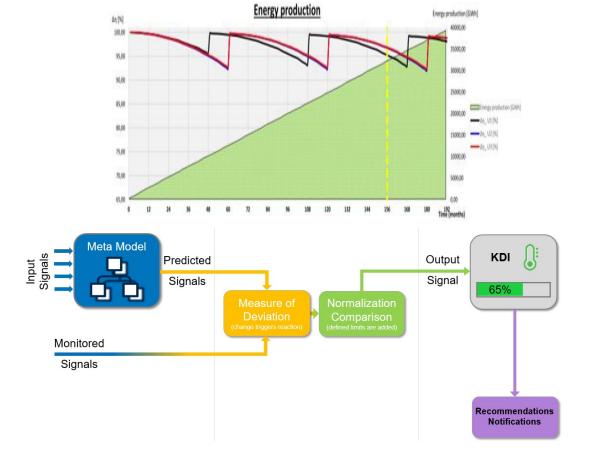
### Average investment cost for hydropower equipment: ~250-500 MEUR\* / GW

Planned projects	Country	GW total plant	Decision time frame
Caculo Cabaca	Angola	2.1	2019
Koysha (Gibe IV)	Ethiopia	کر 2.3	2019
Carillon Rehab	Canada	0.6	Next 1-2 years
Dasu	Pakistan	2.2	Next 1-2 years
Rogun	Tajikistan	2.4	Next 1-2 years
Nurek Rehabilitation – Phase 2	Tajikistan	2.2	2021
Itaipu - Automation	Brazil		Next 1-3 years
Upper Cisokan	Indonesia	1.0	Next 1-3 years
Pfaffenboden	Austria	0.3	Next 1-3 years
Grand Coulee Units G19-G21 Turbine upgrade/rehabilitation	United States	1.8-2.3	Next 2-3 years
Koralm	Austria	0.9	Next 3-5 years
Demwe Lower	India	1.9	Next 3-5 years
Grand Coulee Units G1-G18 Rewinds	United States	1.8-2.3	Medium to long term
Inga 3	Congo	4.8	Medium to long term

\* Amount per GW depends on scope of supply

### **O&M: NEW PROMISING BUSINESS FIELD**

- Started in 2017
- Remote operations from Italy
- Accumulative order intake roughly 100 MEUR
- 2018/19 first contracts (large O&M) in Latam achieved
- Goal to further expand this business





# HYDRO ROADMAP 2020-2022

- Continue with structural adjustments in Hydro: Global market volume for hydropower equipment is expected to remain stable for the next few years
- Continuing capacity adjustments
- Secure earnings and profitability by correct sizing and reducing negative project deviations
- Focus on O&M and digitalization





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# PULP & PAPER: VERY GOOD MARKET ENVIRONMENT

### Pulp

Very good project activity for both modernization of existing pulp mills and greenfield pulp mills (particularly in South America)

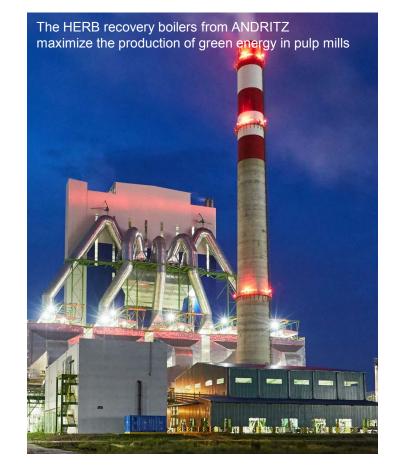
#### • Paper

Satisfactory market development for tissue and packaging equipment continued

Power generating boilers

Very good project and investment activity, especially in Asia (Japan)

Competition Stable competitive environment



# MAJOR PULP ORDERS RECEIVED UNDERLINE ANDRITZ'S STRONG POSITION IN PULP

- Long-term maintenance and service contract for Arauco's MAPA project in Chile. Start in September 2019 and run for more than nine years through to February 2029. It is the largest maintenance and service contract ANDRITZ has ever been awarded
- Supply of major pulp production technologies and key process equipment (on EPC basis) for Klabin's pulp mill in Brazil
- Significant pulp mill order (on EPC basis) from an international pulp and paper producer to supply energy-efficient and environmentally friendly pulp production technologies and key process equipment

The white liquor plant delivered by ANDRITZ in 2016 for Klabin's pulp mill in Ortigueira, Paraná, Brazil, has one of the world's largest recausticizing plants, with 16,000 m<sup>3</sup> white liquor production daily



# STRONG POSITION IN LARGE FIBERLINES IN SOUTH AMERICA

Continued technological improvement

ANDRITZ has delivered 7 out of 9 fiberlines in South America since Fray Bentos 1,950,000 77 suzano Horizonte 2 1,500,000 1,500,000 1,500,000 1,500,000 C Eldorado 1,300,000 1.300.000 Suzano arauco 1,250,000 Imperatriz Montes : 🕖 suzano Klabin CMPC del Plata 1,000,000 Horizonte Guaiba 900,000 750,000 VERACEL UPM ARACRUZ 2000 2002 2005 2010 2013 2013 2015 2007 2012 2013 2018 Note: figures indicate capacity in tons per year

**ANDRITZ** 

Other

### NEW PULP MILLS AND LINES IN PLANNING ≥0.5MT FINLAND:

### USA:

Owner – project	Capacit	y/a*	Planned	start-u	p
SUN BIO Arkansas	1.4		2023		
	and the second second				
BRAZIL:		2		-	E.
Owner – project		Сарас	ity/a*	Planne	d start-u
Eldorado – Três Lago	as	2.3		2022	
Suzano		2.0		2022	
Euca Energy - Alto Ar	aguaia	2.0		2023	~
CRPE Holding S.A – Ribas do Rio Pardo		2.2		2024	
Jari Cellulose		0.8		2024 🏅	
Suzano – Três Lagoa	s	1.9		2025-	-
Suzano – Aracruz		1.7		2025-	
Veracel – Eunápolis		1.8		2025-	-Ch
Braxel – Peixes		2.0		2025-	2
Suzano – Imperatriz		1.3		2025-	5
CMPC Brazil – Pelota	IS	1.8		2025-	
Aditya Birla & Eco Br Florestas	azil	1.0		2025-	

Owner – project	Capacity/a*	Planned start-up
Kemijärvi	0.5	2021
- Finnpulp – Kuopio	1.2	2022
MF Kemi	1.5	2023
ESTONIA:		
Owner – project	Capacity	/a* Planned start-up
Est-For Oü	0.7	2025-
- A		
PARAGU	AY:	
Owner	Sand Capa	acity/a* Planned start-up
Paraguay pulp	project 1.5	2025-
	and for	
URUGUAY	:	
Owner	Capacity/	a* Planned start-up

#### **ARGENTINA:**

UPM

Owner – project	Capacity/a*	Planned start-up
Agroforestal Oberá	0.6	2021

2.1

2022

\*Annual capacity in million tons (subject to change over time); source: Pöyry. Capacity/year refers to added gross capacity (i.e. relevant as accessible market) without taking into account possible shut-downs of existing capacities

#### RUSSIA:

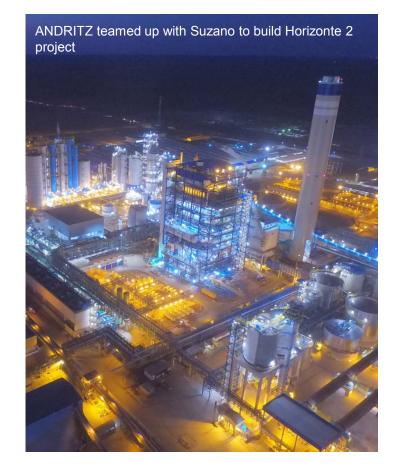
	Owner – project	Capacity/a*	Planned start-up
	Ust-Ilimsk	0.6	2021
	Segezha/CAMCE	1.0	2024
	Siberwood	0.9	2025-
	Krasleinvest	0.8	2025-
	China Metallurg. Group	0.5	2025-
1	JSC Arkhangelsk	0.5	2025-
	Boguchanskiy	0.8	2025-

#### MOZAMBIQUE:

Owner	Capacity/a	a* Planned start-up
Portucel	1.5	2025-
CHINA:		
Owner	Capacity/a*	Planned start-up
Sun Paper - Beihai	0.8	2022
OTHER:	and the second	,
Owner – project	t Capacity/a	* Planned start-up
Acacia Cellulose Malaysia	0.9	2022
Double A Thailar	nd 0.6	2025-

### PULP & PAPER ROADMAP 2020-2022

- Target to make it a 3 billion+ EUR business
- Further good growth potential seen in the power market
- Goal is to maintain high profitability in future → This should be supported by the strong technical market position in pulp and the further expansion of the service business
- Improve earnings in Paper Technology





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# METALS PROCESSING: TOUGH PRICE COMPETITION

### Good project activity in 2018, however tough competition

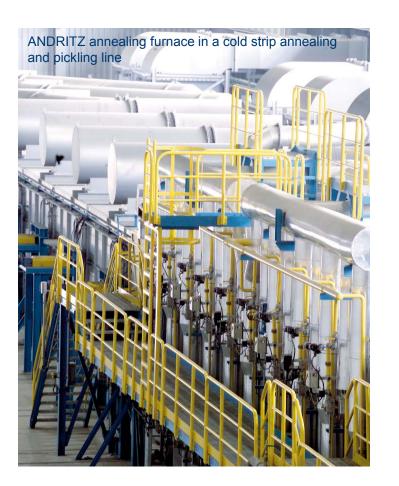
- Overall good market conditions in 2018 with capacity utilizations in the carbon and steel industries of above 80%, however tough price competition
- Strong development of order intake in 2018 due to many orders for the production of advanced high-strength steel grades as well as for the production of aluminum for the automotive industry
- ANDRITZ has reached market leadership in processing lines and strip furnaces
- Weak earnings development due to cost overruns on selective projects and high price pressure due to strong competition



Continuous annealing and processing line for automotive sheets

## **METALS PROCESSING ROADMAP 2020-2022**

- Focus on light-weight materials for automotive applications:
  - AHSS (Advanced High-Strength Steel): Galvanizing lines
  - Aluminum: Continuous annealing and processing lines
  - Tailor welded blanks: laser welding and ablation
- High strength and special materials for aerospace, etc.: heat treatment furnaces
- Use synergies with Schuler (e.g. railway wheels)
- Focus on reducing cost overruns and negative project deviations
- Push share of service
- In the longer-term a sales volume of around 700 MEUR and EBITA margin of 6-7% are targeted





#### 36 / ANDRITZ CMD 2019 - ANDRITZ GROUP, SEPTEMBER 17, 2019

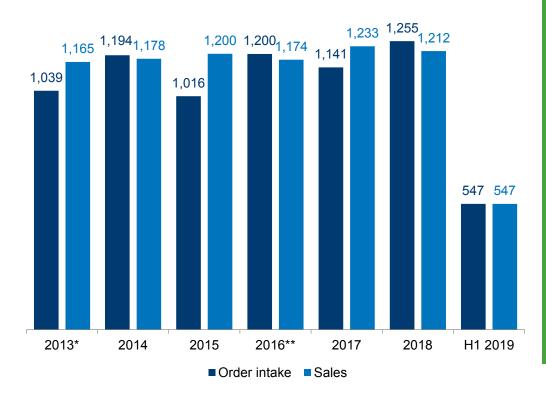
\*\* First-time consolidation of Yadon and Aweba as of July 2016

\* First-time consolidation of the Schuler Group as of March 2013; pro forma

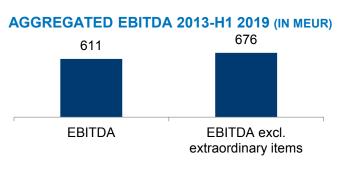
**METALS FORMING - SCHULER** 

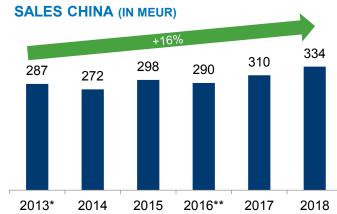
### Despite acquisitions order intake practically flat over the last five years

#### **ORDER INTAKE AND SALES (IN MEUR)**



- Purchased in 2013 (purchase price: ~600 MEUR) → business plan assumed lower sales going forward
- Acquisition multiple: 4.1 EV/EBITDA Actual six year average: 5 / 4.6 (excl. extraordinary items)
- Two restructuring programs in 2013 and 2015 with a total of 60 MEUR implemented
- Acquisition of Yadon in 2016 to expand business in the Chinese growth market
- Some shift of production capacities to China
- Weakness of the global automotive market in 2018 leads to underabsorption especially in Germany







# METALS FORMING: CHALLENGING MARKET CONDITIONS

- Weakness of the global automotive market
- **Declining demand** for **press lines** and **forging presses** in Europe, especially in **Germany**
- **High price pressure** due to market weakness
- **Rising costs** in Germany
- Change of product and geographical order mix leads to reduced need for in-house capacities and capacity shift to Emerging countries (China, Brazil)





# **NECESSARY CAPACITY ADJUSTMENTS**

# A

### Excluding acquisitions, total number of employees reduced by ~24% since acquisition in 2013

SALES (IN MEUR) EMPLOYEES BY REGION (AS OF END OF PERIOD) +4% 1,212 1,165 +7% 5,607\*\* 208 • Restructuring programs in 2013, 5.219 2015 and 2018 with net -14% North America: 355 North America: 377 provisions of around ~65 MEUR South America: 462 South America: 461 China: 323 China: 1.336. thereof Yadon 996 in total • Further restructuring program **AWEBA: 656** announced at the end of July  $\rightarrow$ 1.004 -34% reduction of 500 people, mainly Germany: 3,997 in manufacturing Germany (excl. AWEBA): 2,630\*\* • Since acquisition in 2013, headcount in Germany reduced by 34% (excluding acquisition of 2013\* 2018 31.12.2013 30.06.2019 AWEBA) AWEBA and Yadon Schuler Germany MAWEBA Rest of World

\* First-time consolidation of the Schuler Group as of March 2013; pro forma

\*\* Figure includes reduction of ~500 employees from restructuring program at the end of July

### **METALS FORMING ROADMAP 2020-2022**

- Restructuring based on 1.2 billion annual sales
- Target is to get to 1.5 billion EUR sales and 6-7% EBITA margin mid-term
- Growth to be absorbed by localization (Asia) and outsourcing
- Automotive:
  - Entry in "middle segment" achieved → however more references needed
- **Industry segment:** Target to improve profitability and achieve growth
- Focus on growth in service





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# SEPARATION: GOOD PROJECT AND INVESTMENT ACTIVITY TO CONTINUE

Particularly for solid/liquid separation equipment

#### Municipal & Industrial

Rapid urbanization and industrialization, especially in emerging markets, lead to increasing focus on waste water treatment → market expected to grow by 3.6% globally during the next 5 years

#### Mining & Minerals

**Global market expected to grow by 5.5% p.a**. during the next 5 years, however high volatility possible depending on commodity prices and macro economic environment

- Chemicals, Food & Beverage
  5% p.a. market growth expected during the next 5 years
- Unchanged market environment with some global and many regional competitors



# EQUIPMENT FOR THE WORLD'S LARGEST PLANT FOR GENERATING POWER FROM SEWAGE SLUDGE

Bailonggang effluent treatment plant, Shanghai

- ANDRITZ will supply **nine fluidized bed dryers** and **six EcoFluid fluidized bed boilers** for one of the world's largest effluent treatment plants
- Order value of just under 120 million euros (60% for Pulp & Paper, 40% for Separation)
- Start-up at the end of 2019
- Important references for sludge drying and incineration plants in Asia:
  - Supply of four EcoFluid boilers to **Hong Kong** for power generation from sludge
  - Delivery of five drum drying plants to **Singapore** for water evaporation





effluent treatment plant

### **SEPARATION ROADMAP 2020-2022**

- ANDRITZ well positioned in growing industries (starch, lithium, PVC, etc.) → further establish ANDRITZ as premium brand in the market
- Organic growth due to development from equipment supplier to solution provider
- Offer customers **attractive IIoT solutions** (Metris)
- Further **improve** profitability
- Evaluate probability to grow to one billion EUR sales in the long-term → M&A



ANDRITZ belt press SMX-Q – low-profile dewatering belt press for the environmental industry



### **CHAPTER OVERVIEW**



01 FINANCIAL DEVELOPMENT AND GOALS	06 ANDRITZ AUTOMATION
02 HYDRO	07 SUMMARY
<b>03</b> PULP & PAPER	
04 METALS	
05 SEPARATION	

### ANDRITZ AUTOMATION GLOBAL PRESENCE AND COMPETENCE

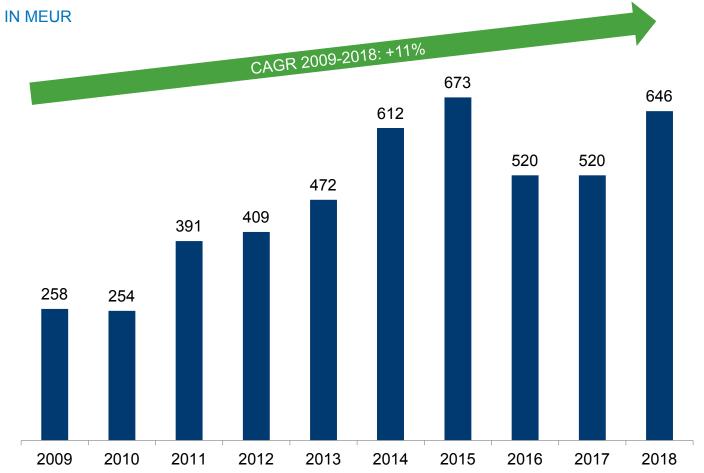


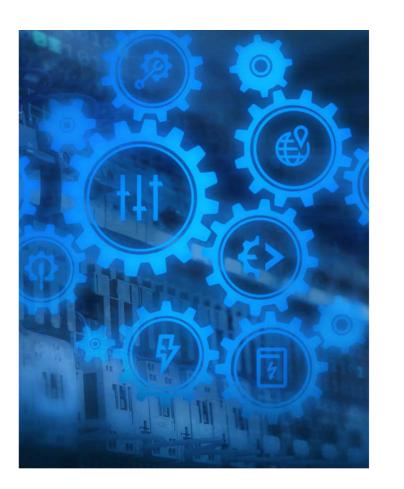


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### 2009-2018







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## **COMPLETE PRODUCT PORTFOLIO**

### Complete automation solutions

#### Simulation of plants, machines and systems

- Full Automation Electrification Instrumentation (AEI) portfolio
- Detect savings potentials with regard to quality, sustainability and costs

#### **Optimization of Process Performance (OPP)**

Improve mill performance with advanced analytical software and signal processing

#### Electrical engineering and automation as turnkey solution

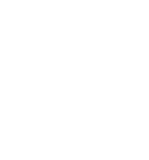
- Low and medium voltage power supply and distribution
- Distributed control systems (DCS)

#### **Platform independence**

- Focus on customer requirements and infrastructure
- Seamless process integration

#### Complete life cycle service and trainings

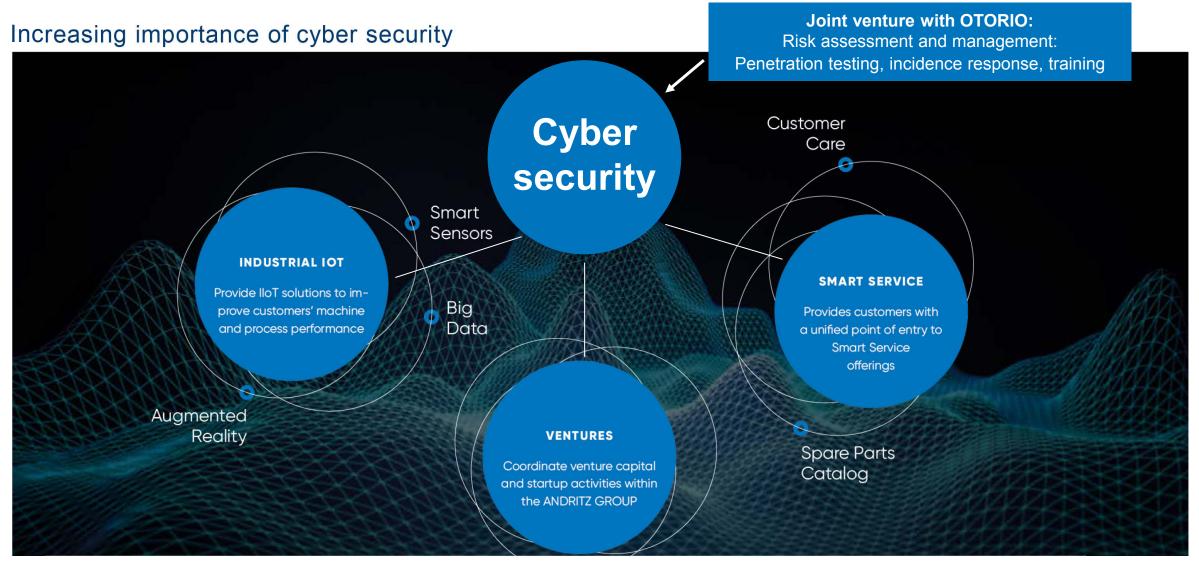
- Maintenance and upgrade of plant and production, processes and systems
- · Trainings of engineers and operators





# **STRATEGIC PILLARS OF METRIS**





# **ANDRITZ DIGITAL SOLUTIONS**



### **METRIS UX**

Metris digitalization platform

### **METRIS X – Distributed control system**

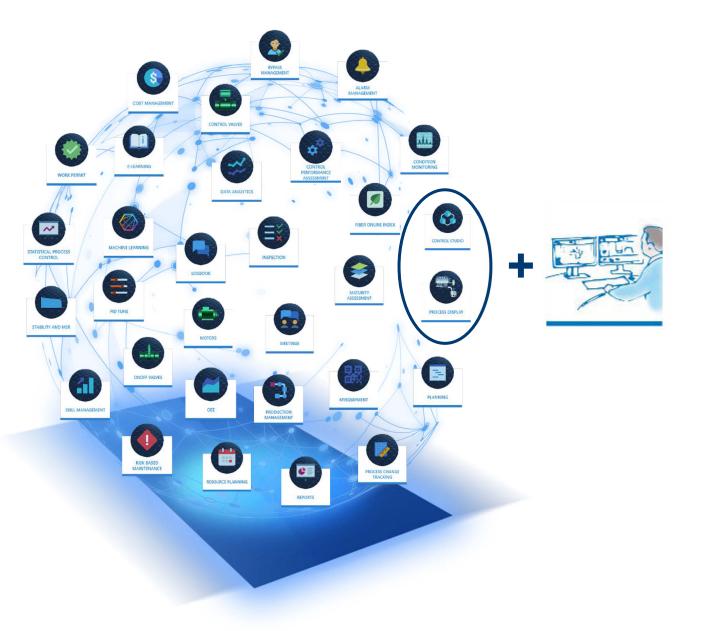
Metris UX digitalization platform

- Process display

as an integrated part of the platform

### **METRIS OPP CONTRACT**

Metris UX digitalization platform



# THE AUTONOMOUS PULP MILL WITH METRIS OPP



Analysis of 5,000 to 125,000 real-time process variables collected by sensors, maximum data safety guaranteed

Metris OPP enhances plant efficiency and performance:

- Increase process stability
- Reduce energy or chemical cost
- Debottleneck production, increasing total production
- Increase mill availability
- Support plant operations with ANDRITZ engineers on site: diagnostics, start-up, mill-balance, knowledge exchange

- More than 22,000,000 adt/y pulp production
- Certain contracts running for more than 10 years
- 40 contracts worldwide



# **SMART WOODYARD**



Prerequisite for an autonomous woodyard - Instrumentation, advanced process controls, decision support to ensure availability, performance rate and quality



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### **SUMMARY**

### Main challenges/goals for the coming years

### Focus on growth:

- Continue to push/launch internal innovations in digitalization and service
- Complementary acquisitions in all four business areas, especially in service

### Focus on profitability:

- Turnaround Metals, keep high profitability in Pulp & Paper, retain solid profitability in Hydro, improve Separation:
  - Reduce negative project deviations
  - Expand high-margin service business
  - Streamline company and organizational structures





### ANDRITZ CAPITAL MARKET DAY 2019

# MANY THANKS!

**SEPTEMBER 17, 2019** 

ANDRITZ

ENGINEERED SUCCESS