ANDRITZ GROUP: results for H1 2016
August 5, 2016

## Group sales down with decline in all four business areas



SALES by business area (MEUR)

|  | H1 2016 | H1 2015 | $+/-$ | Q2 2016 | Q2 2015 | $+/-$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| HYDRO | 807 | 866 | $-7 \%$ | 439 | 458 | $-4 \%$ |
| PULP \& PAPER | 980 | 1,044 | $-6 \%$ | 523 | 563 | $-7 \%$ |
| METALS | 704 | 796 | $-12 \%$ | 371 | 419 | $-12 \%$ |
| SEPARATION | 270 | 299 | $-10 \%$ | 143 | 161 | $-11 \%$ |

SALES by region (\%)

|  | H1 2016 | H1 2015 | Well-balanced geographical exposure |
| :---: | :---: | :---: | :---: |
| Europe | 38\% | 37\% |  |
| North America | 21\% | 19\% |  |
| South America | 14\% | 15\% |  |
| China | 11\% | 13\% | Europe/North |
| Asia (without China) | 11\% | 12\% | MEUR America: 59\% |
| Others* | 5\% | 4\% |  |

[^0]
## Increase of Group order intake in Q2 2016, attributable to METALS - Schuler

ORDER INTAKE (MEUR)


ORDER INTAKE by business area (MEUR)

|  | H1 2016 | H1 2015 | + +- | Q2 2016 | Q2 2015 | + +- |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| HYDRO | 591 | 795 | $-26 \%$ | 339 | 348 | $-2 \%$ |
| PULP \& PAPER | 916 | 909 | $+1 \%$ | 370 | 447 | $-17 \%$ |
| METALS | 769 | 595 | $+29 \%$ | 469 | 211 | $+123 \%$ |
| SEPARATION | 290 | 281 | $+3 \%$ | 140 | 145 | $-3 \%$ |

ORDER INTAKE by region (\%)

|  | H1 2016 | H1 2015 |
| :--- | ---: | ---: |
| Europe | $42 \%$ | $44 \%$ |
| China | $19 \%$ | $11 \%$ |
| North America | $19 \%$ | $21 \%$ |
| Asia (without China) | $10 \%$ | $12 \%$ |
| South America | $7 \%$ | $10 \%$ |
| Others* | $3 \%$ | $2 \%$ |



## Group order backlog remains at good level

Order backlog (as of end of period in MEUR)


Order backlog by business area (as of end of period in MEUR)


## Earnings and profitability <br> Satisfactory development in H1 2016



Q2 2016:

- EBITA amounted to 99.1 MEUR (-11.1\% vs. Q2 2015: 111.5 MEUR); EBITA margin, at 6.7\%, below level of last year (Q2 2015: 7.0\%).

H1 2016:

- Despite decline in sales, EBITA, at 183.0 MEUR practically reached level of H1 2015 (-1.0\%; 184.9 MEUR). Thus, profitability for H1 2016 increased to 6.6\%.



## Key figures Q2/H1 2016 at a glance



|  | Unit | H1 2016 | H1 2015* | +/- | Q2 2016 | Q2 2015* | +/- | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake | MEUR | 2,566.4 | 2,580.0 | -0.5\% | 1,319.0 | 1,149.4 | +14.8\% | 6,017.7 |
| Order backlog (as of end of period) | MEUR | 7,076.3 | 7,349.0 | -3.7\% | 7,076.3 | 7,349.0 | -3.7\% | 7,324.2 |
| Sales | MEUR | 2,761.2 | 3,005.6 | -8.1\% | 1,475.6 | 1,601.3 | -7.8\% | 6,377.2 |
| EBITDA | MEUR | 229.6 | 230.9 | -0.6\% | 122.9 | 134.8 | -8.8\% | 534.7 |
| EBITA | MEUR | 183.0 | 184.9 | -1.0\% | 99.1 | 111.5 | -11.1\% | 429.0 |
| EBIT | MEUR | 163.0 | 159.6 | +2.1\% | 88.8 | 98.1 | -9.5\% | 369.1 |
| EBT | MEUR | 171.8 | 166.4 | +3.2\% | 96.9 | 103.8 | -6.6\% | 376.4 |
| Financial result | MEUR | 8.9 | 6.7 | +32.8\% | 8.1 | 5.6 | +44.6\% | 7.3 |
| Net income <br> (including non-controlling interests) | MEUR | 120.3 | 115.9 | +3.8\% | 67.7 | 72.1 | -6.1\% | 270.4 |
| - Cash flow from operating activities | MEUR | 200.6 | -7.8 | +2,671.8\% | 33.1 | -45.0 | +173.6\% | 179.4 |
| Capital expenditure | MEUR | 44.8 | 36.3 | +23.4\% | 28.3 | 15.5 | +82.6\% | 101.4 |
| Equity ratio | \% | 19.8 | 18.9 | - | 19.8 | 18.9 | - | 21.0 |
| Liquid funds | MEUR | 1,358.2 | 1,363.5 | -0.4\% | 1,358.2 | 1,363.5 | -0.4\% | 1,449.4 |
| Net liquidity | MEUR | 863.0 | 901.3 | -4.2\% | 863.0 | 901.3 | -4.2\% | 984.0 |
| - Net working capital | MEUR | -232.2 | -436.4 | +46.8\% | -232.2 | -436.4 | +46.8\% | -182.1 |
| EBITDA margin | \% | 8.3 | 7.7 | - | 8.3 | 8.4 | - | 8.4 |
| EBITA margin | \% | 6.6 | 6.2 | - | 6.7 | 7.0 | - | 6.7 |
| EBIT margin | \% | 5.9 | 5.3 | - | 6.0 | 6.1 | - | 5.8 |
| Employees |  | 25,737 | 24,992 | +3.0\% | 25,737 | 24,992 | +3.0\% | 24,508 |

(as of end of period; without apprentices)

* Restated


## HYDRO (1): Project and investment activity subdued,

## however selective larger projects awarded


© Hydropower as renewable energy source - the Limmernboden reservoir in Switzerland

MODERNIZATIONS/
REHABILITATIONS
Projects postponed until further notice due to unchanged low electricity and energy prices

NEW HYDROPOWER PLANTS Some new projects in advanced planning phase

SMALL-SCALE HYDROPOWER AND PUMPS
Good project activity

## COMPETITION

Challenging market conditions
for some selective projects

## HYDRO (2)

## Market conditions impact order intake in H1 2016



Satisfactory development of earnings and margin despite decline in sales

| ANPRTL Hydro | Unit | H1 2016 | H1 2015 | +/- | Q2 2016 | Q2 2015 | +/- | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Order intake | MEUR | 591.4 | 794.7 | -25.6\% | 339.4 | 347.7 | -2.4\% | 1,718.7 |
| Order backlog (as of end of period) | MEUR | 3,324.8 | 3,750.1 | -11.3\% | 3,324.8 | 3,750.1 | -11.3\% | 3,640.9 |
| - Sales | MEUR | 807.3 | 866.3 | -6.8\% | 439.4 | 458.4 | -4.1\% | 1,834.8 |
| EBITDA | MEUR | 71.8 | 73.8 | -2.7\% | 40.3 | 45.8 | -12.0\% | 183.6 |
| EBITDA margin | \% | 8.9 | 8.5 | - | 9.2 | 10.0 | - | 10.0 |
| EBITA | MEUR | 56.0 | 58.0 | -3.4\% | 32.3 | 38.1 | -15.2\% | 145.3 |
| EBITA margin | \% | 6.9 | 6.7 | - | 7.4 | 8.3 | - | 7.9 |
| Employees (as of end of period; without apprentices) |  | 7,683 | 8,588 | -10.5\% | 7,683 | 8,588 | -10.5\% | 8,230 |

## PULP \& PAPER (1)

## Solid project and investment activity

MODERNIZATION AND GREENFIELD
Solid project and investment activity for modernization/refurbishment projects; no contracts were awarded for greenfield pulp mills in Q2 2016

BIOMASS/POWER BOILERS
Unchanged subdued investment activity, especially for power boilers


- Eldorado pulp mill, Brazil.


## PULP \& PAPER (2)

## Solid business development



Satisfactory development of earnings and margin in H1 2016; solid development in Q2 2016

| ANPRIL Pulp \& Paper | Unit | H1 2016 | H1 2015 | +/- | Q2 2016 | Q2 2015 | +/- | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Order intake | MEUR | 916.0 | 908.9 | +0.8\% | 370.4 | 446.5 | -17.0\% | 2,263.9 |
| Order backlog (as of end of period) | MEUR | 1,898.4 | 1,809.0 | +4.9\% | 1,898.4 | 1,809.0 | +4.9\% | 1,998.6 |
| - Sales | MEUR | 980.4 | 1,043.9 | -6.1\% | 522.8 | 563.4 | -7.2\% | 2,196.3 |
| EBITDA | MEUR | 90.4 | 81.7 | +10.6\% | 44.0 | 48.1 | -8.5\% | 214.8 |
| EBITDA margin | \% | 9.2 | 7.8 | - | 8.4 | 8.5 | - | 9.8 |
| EBITA | MEUR | 78.2 | 69.9 | +11.9\% | 38.0 | 42.1 | -9.7\% | 190.9 |
| EBITA margin | \% | 8.0 | 6.7 | - | 7.3 | 7.5 | - | 8.7 |
| Employees (as of end of period; without apprentices) |  | 7,638 | 7,277 | +5.0\% | 7,638 | 7,277 | +5.0\% | 7,324 |

## METALS (1): Continued moderate market, however increasing project activity in metalforming



- The new Performer S produces laminations for electric motors and generators with diameters of 80 to 1,800 millimeters.


## METALFORMING

Slow market continued, however some selective order awards from automotive OEMs in Q2 2016

## STAINLESS STEEL

Unchanged low project activity, only selective investments in emerging markets

## ALUMINUM

Project and investment activity below the favorable level of the previous year

COMPETITION
Stable competition at challenging level

## METALS (2)

## Order intake significantly up, sales, earnings and margin down



Earnings and profitability down mainly due to lower sales generation

Increase mainly due to acquisition of Yadon (991) and AWEBA (580)

ANPRIZ Metals

| Order intake | MEUR | 768.7 | 595.4 | +29.1\% | 469.4 | 210.5 | +123.0\% | 1,438.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order backlog (as of end of period) | MEUR | 1,487.5 | 1,417.4 | +4.9\% | 1,487.5 | 1,417.4 | +4.9\% | 1,332.5 |
| Sales | MEUR | 703.6 | 796.1 | -11.6\% | 370.6 | 419.0 | -11.6\% | 1,718.1 |
| EBITDA | MEUR | 53.1 | 60.4 | -12.1\% | 29.2 | 32.2 | -9.3\% | 104.8 |
| EBITDA margin | \% | 7.5 | 7.6 | - | 7.9 | 7.7 | - | 6.1 |
| EBITA | MEUR | 38.8 | 47.2 | -17.8\% | 21.5 | 25.4 | -15.4\% | 70.5 |
| EBITA margin | \% | 5.5 | 5.9 | - | 5.8 | 6.1 | - | 4.1 |
| Employees (as of end of period; without apprentices) | - | 7,647 | 6,317 | +21.1\% | 7,647 | 6,317 | +21.1\% | 6,160 |

## SEPARATION (1)

Mixed market development continued

## ENVIRONMENT AND CHEMICALS

Satisfactory investment activity

MINING AND MINERALS
Satisfactory project activity

FOOD
Low project activity

## FEED AND BIOMASS PELLETING

Solid project activity

COMPETITION
Very fragmented market with global and regional competitors


- The new ANDRITZ SEPARATION service center in Krefeld serves solid/liquid separation customers in the German and neighboring markets.


## SEPARATION (2)

## Some profitability improvement in Q2 2016



Sales significantly down

ANDRTZ Separation

| Order intake | MEUR | 290.3 | 281.0 | +3.3\% | 139.8 | 144.7 | -3.4\% | 596.5 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order backlog (as of end of period) | MEUR | 365.6 | 372.5 | -1.9\% | 365.6 | 372.5 | -1.9\% | 352.2 |
| Sales | MEUR | 269.9 | 299.3 | -9.8\% | 142.8 | 160.5 | -11.0\% | 628.0 |
| EBITDA | MEUR | 14.3 | 15.0 | -4.7\% | 9.4 | 8.7 | +8.0\% | 31.5 |
| EBITDA margin | \% | 5.3 | 5.0 | - | 6.6 | 5.4 | - | 5.0 |
| EBITA | MEUR | 10.0 | 9.8 | +2.0\% | 7.3 | 5.9 | +23.7\% | 22.3 |
| EBITA margin | \% | 3.7 | 3.3 | - | 5.1 | 3.7 | - | 3.6 |
| Employees (as of end of period; without apprentices) | - | 2,769 | 2,810 | -1.5\% | 2,769 | 2,810 | -1.5\% | 2,794 |

## Outlook for remainder of 2016

Stable market conditions

Project activity for modernizations and new hydropower stations to continue at subdued level; some mediumsized projects are expected to be awarded in the near future; satisfactory market activity for pumps to continue

## ANPRIZ <br> Pulp \& Paper

Good project activity for modernizations and capacity increases to continue, however, below the extraordinary high level of 2015

## ANPRIZ Metals

## Unchanged slow

market, however
normalization of project
activity in metalforming expected

## ANPRTL Separation

Low project activity in mining to remain; solid project activity in environment, food, chemicals, and feed/biomass pelleting

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ANDRITZ GROUP 2016E vs. 2015:
    Decrease of Group sales
    Solid development of profitability
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[^0]:    * Africa and Australia

