Results for the first three quarters of 2014
November 6, 2014

## Group sales: Q1-Q3 2014 slightly below level of last year;

 project related sales decline in most business areas in Q3 2014

The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013

## Group order intake: Q1-Q3 2014 strongly up due to P\&P and <br> METALS; Q3 2014 slightly above good level of last year



The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013

## Order intake and sales by region <br> Well-balanced geographical exposure



[^0]
## Order backlog

## Solid workload in all business areas



[^1] dated financial statements of the ANDRITZ GROUP as of March 1, 2013

## Satisfactory development of EBITA margin SEPARATION slightly improved



The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013

GROUP EBITA MARGIN


Q3 2014
>> EBITA, at 101.0 MEUR, increased by 44\% compared to Q3 2013 (70.1 MEUR) due to PULP \& PAPER and SEPARATION recovering strongly from last year's very low levels
>> EBITA margin, at 6.9\%, (Q3 2013: 4.6\%): satisfactory levels at METALS and HYDRO; PULP \& PAPER still impacted by some lower margin orders;
SEPARATION improvement underway
Q1-Q3 2014
EBITA and margin considerably higher compared to low level of last year's reference period, which was negatively impacted by cost overruns in PULP \& PAPER and unsatisfactory earnings in SEPARATION

## Key figures Q3/Q1-Q3 2014 at a glance

## Strong cash flow generation and low net working capital

|  | Unit | $\begin{array}{r} \text { Q1-Q3 } \\ 2014 \end{array}$ | $\begin{array}{r} \text { Q1-Q3 } \\ 2013 \end{array}$ | +/- | Q3 2014 | Q3 2013 | +/- | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake | MEUR | 4,571.6 | 4,051.3 | +12.8\% | 1,591.5 | 1,525.3 | +4.3\% | 5,611.0 |
| Order backlog (as of end of period) | MEUR | 7,702.2 | 7,464.5 | +3.2\% | 7,702.2 | 7,464.5 | +3.2\% | 7,388.5 |
| Sales | MEUR | 4,122.9 | 4,144.6 | -0.5\% | 1,463.5 | 1,534.5 | -4.6\% | 5,710.8 |
| EBITDA | MEUR | 298.9 | 229.3 | +30.4\% | 123.2 | 93.3 | +32.0\% | 255.2 |
| EBITA | MEUR | 234.4 | 167.0 | +40.4\% | 101.0 | 70.1 | +44.1\% | 164.1 |
| EBIT | MEUR | 176.0 | 116.2 | +51.5\% | 81.6 | 50.3 | +62.2\% | 89.8 |
| EBT | MEUR | 174.3 | 110.8 | +57.3\% | 81.6 | 48.0 | +70.0\% | 80.3 |
| Financial result | MEUR | -1.7 | -5.4 | +68.5\% | 0.0 | -2.3 | +100.0\% | -9.5 |
| Net income (including non-controlling interests) | MEUR | 122.0 | 77.6 | +57.2\% | 57.1 | 32.8 | +74.1\% | 53.2 |
| Cash flow from operating activities | MEUR | 225.6 | -81.1 | +378.2\% | 176.6 | 5.4 | +3,170.4\% | 93.7 |
| Capital expenditure | MEUR | 61.9 | 65.5 | -5.5\% | 27.4 | 21.1 | +29.9\% | 111.4 |
| Equity ratio | \% | 16.9 | 18.0 | - | 16.9 | 18.0 | - | 16.7 |
| Liquidity | MEUR | 1,666.6 | 1,410.9 | +18.1\% | 1,666.6 | 1,410.9 | +18.1\% | 1,517.0 |
| Net liquidity (after deduction of all financial liabilities) | MEUR | 1,013.8 | 782.3 | +29.6\% | 1,013.8 | 782.3 | +29.6\% | 893.1 |
| Net working capital | MEUR | -607.0 | -435.6 | -39.3\% | -607.0 | -435.6 | -39.3\% | -539.4 |
| EBITDA margin | \% | 7.2 | 5.5 |  | 8.4 | 6.1 | - | 4.5 |
| EBITA margin | \% | 5.7 | 4.0 | - | 6.9 | 4.6 | - | 2.9 |
| EBIT margin | \% | 4.3 | 2.8 | - | 5.6 | 3.3 | - | 1.6 |
| Employees (as of end of period; without apprentices) |  | 24,468 | 23,939 | +2.2\% | 24,468 | 23,939 | +2.2\% | 23,713 |

The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013

## HYDRO

## Reasonable project activity...



ANDRITZ HYDRO Hammerfest has received an order from MeyGen Ltd. to supply three 1.5-megawatt tidal current turbines. This is the first order worldwide for the commercial use of such turbines.

MODERNIZATIONS/REHABILITATIONS
Reasonable - although clearly below peak years - project activity in Europe and North America

## NEW HYDROPOWER PLANTS

Some projects in emerging markets in implementation or planning phase (particularly in South America and Africa)

## PUMPS

Solid project and investment activity

## COMPETITION

No major changes experienced during reporting period

## ... and stable business development

| HYDRO | Unit | $\begin{array}{r} \text { Q1-Q3 } \\ 2014 \end{array}$ | $\begin{array}{r} \text { Q1-Q3 } \\ 2013 \end{array}$ | +/- | Q3 2014 | Q3 2013 | +/- | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake 1 | MEUR | 1,166.0 | 1,221.6 | -4.6\% | 351.4 | 367.3 | -4.3\% | 1,865.4 |
| Order backlog (as of end of period) | MEUR | 3,575.5 | 3,637.4 | -1.7\% | 3,575.5 | 3,637.4 | -1.7\% | 3,722.4 |
| Sales 2 | MEUR | 1,232.2 | 1,301.5 | -5.3\% | 426.8 | 450.9 | -5.3\% | 1,804.8 |
| EBITDA | MEUR | 114.5 | 121.2 | -5.5\% | 42.8 | 44.9 | -4.7\% | 176.8 |
| EBITDA margin | \% | 9.3 | 9.3 | - | 10.0 | 10.0 | - | 9.8 |
| EBITA | MEUR | 91.7 | 99.3 | -7.7\% | 34.9 | 38.0 | -8.2\% | 146.9 |
| EBITA margin | \% | 7.4 | 7.6 | - | 8.2 | 8.4 | - | 8.1 |
| Employees (as of end of period; without apprentices) | - | 8,080 | 7,712 | +4.8\% | 8,080 | 7,712 | +4.8\% | 7,445 |

1
ORDER INTAKE in Q3 2014 slightly below the level of Q3 2013

EARNINGS and MARGINS at unchanged solid levels

## PULP \& PAPER

## Good project and investment activity ...

## MODERNIZATIONS/GREENFIELD

Good project and investment activity for modernizations and refurbishments; next green-/brownfield pulp mills in South America and Europe expected during H1 2015

TISSUE
Solid demand, especially in China


Pulp mill Montes del Plata, Uruguay

BIOMASS/RECOVERY BOILERS
Good investment activity

COMPETITION
Unchanged challenging price competition

## ... and earnings recovery from low levels

| PULP \& PAPER | Unit | $\begin{array}{r} \text { Q1-Q3 } \\ 2014 \end{array}$ | $\begin{array}{r} \text { Q1-Q3 } \\ 2013 \end{array}$ | +/- | Q3 2014 | Q3 2013 | +/- | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake 1 | MEUR | 1,629.6 | 1,417.3 | +15.0\% | 572.4 | 602.3 | -5.0\% | 1,907.7 |
| Order backlog (as of end of period) | MEUR | 2,101.7 | 1,956.0 | +7.4\% | 2,101.7 | 1,956.0 | +7.4\% | 1,885.6 |
| Sales (2) | MEUR | 1,369.9 | 1,456.7 | -6.0\% | 500.6 | 524.5 | -4.6\% | 2,005.3 |
| EBITDA | MEUR | 85.5 | 8.2 | +942.7\% | 35.7 | -1.8 | +2,083.3\% | -11.5 |
| EBITDA margin | \% | 6.2 | 0.6 | - | 7.1 | -0.3 | - | -0.6 |
| EBITA | MEUR | 66.9 | -9.2 | +827.2\% | 29.1 | -7.7 | +477.9\% | -35.7 |
| EBITA margin | \% | 4.9 | -0.6 | - | 5.8 | -1.5 | - | -1.8 |
| Employees (as of end of period; without apprentices) |  | 7,340 | 7,075 | +3.7\% | 7,340 | 7,075 | +3.7\% | 7,136 |

1
ORDER INTAKE in Q3 2014 almost reached very high level of Q3 2013


Decline in SALES due to strong sales contribution of a pulp mill project in Q3 2013


Recovery of EARNINGS and MARGIN in Q3 2014 compared to very low level of last year; good development of profitability in service, capital still impacted by execution of some lower margin orders

## METALS

## Overall good project activity ...

METALFORMING
Good project activity, especially in China; satisfactory level in Europe

STAINLESS STEEL
Unchanged low project activity, however some selective investments in emerging markets


## ALUMINUM

Very good project activity

## COMPETITION

No major changes experienced during reporting period

## and solid business development

| METALS | Unit | $\begin{array}{r} \text { Q1-Q3 } \\ 2014 \end{array}$ | $\begin{array}{r} \text { Q1-Q3 } \\ 2013 \end{array}$ | +/- | Q3 2014 | Q3 2013 | +/- | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake 1 | MEUR | 1,328.1 | 958.3 | +38.6\% | 530.2 | 423.8 | +25.1\% | 1,233.8 |
| Order backlog (as of end of period) | MEUR | 1,631.4 | 1,500.3 | +8.7\% | 1,631.4 | 1,500.3 | +8.7\% | 1,427.6 |
| Sales 2 | MEUR | 1,111.8 | 962.9 | +15.5\% | 389.5 | 413.7 | -5.8\% | 1,311.0 |
| EBITDA | MEUR | 87.0 | 90.2 | -3.5\% | 36.8 | 45.1 | -18.4\% | 76.6 |
| EBITDA margin | \% | 7.8 | 9.4 | - | 9.4 | 10.9 |  | 5.8 |
| EBITA | MEUR | 69.8 | 74.7 | -6.6\% | 31.1 | 37.4 | -16.8\% | 53.5 |
| EBITA margin | \% | 6.3 | 7.8 | - | 8.0 | 9.0 | - | 4.1 |
| Employees (as of end of period; without apprentices) |  | 6,202 | 6,309 | -1.7\% | 6,202 | 6,309 | -1.7\% | 6,300 |

The Schuler Group was consolidated into the consolidated financial statements of the ANDRITZ GROUP as of March 1, 2013 and is allocated to the METALS business area

ORDER INTAKE in Q3 2014 favorably up (+25\% vs. Q3 2013); ex Schuler, substantial increase by $74 \%$ mainly due to the receipt of some selective larger orders for aluminum strip processing equipment

Decline in SALES in Q3 2014

Good MARGIN, although below very high reference level of last year which was impacted by positive one-offs

## SEPARATION

## Mixed development of project and investment activity ...



New low-profile belt press: significant reduction in investment costs combined with further decrease in operating costs

## ENVIRONMENT

Solid investment activity by municipalities

FOOD
Satisfactory project activity

MINING AND MINERALS
Unchanged low project activity

CHEMICALS
Slight decrease in project activity compared to the previous quarter

FEED AND BIOMASS PELLETING
Good project activity

## ... and earnings and margin recovery

| SEPARATION | Unit | $\begin{array}{r} \text { Q1-Q3 } \\ 2014 \end{array}$ | $\begin{array}{r} \text { Q1-Q3 } \\ 2013 \end{array}$ | +/- | Q3 2014 | Q3 2013 | +/- | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Order intake 1 | MEUR | 447.9 | 454.1 | -1.4\% | 137.5 | 131.9 | +4.2\% | 604.1 |
| Order backlog (as of end of period) | MEUR | 393.6 | 370.8 | +6.1\% | 393.6 | 370.8 | +6.1\% | 352.9 |
| Sales (2) | MEUR | 409.0 | 423.5 | -3.4\% | 146.6 | 145.4 | +0.8\% | 589.7 |
| EBITDA | MEUR | 11.9 | 9.7 | +22.7\% | 7.9 | 5.0 | +58.0\% | 13.3 |
| EBITDA margin | \% | 2.9 | 2.3 | - | 5.4 | 3.4 | - | 2.3 |
| EBITA 3 | MEUR | 6.0 | 2.2 | +172.7\% | 5.9 | 2.4 | +145.8\% | -0.6 |
| EBITA margin | \% | 1.5 | 0.5 | - | 4.0 | 1.7 | - | -0.1 |
| Employees (as of end of period; without apprentices) | - | 2,846 | 2,843 | +0.1\% | 2,846 | 2,843 | +0.1\% | 2,832 |

1
ORDER INTAKE in Q3 2014 slightly up compared to Q3 2013

SALES in Q3 2014 at level of last year's reference period

Jump in EARNINGS and MARGIN in Q3 2014 compared to the very low level of Q3 2013

## Outlook for remainder of 2014 <br> Investment activity to remain at current levels



## HYDRO

Good project activity for modernizations and new hydropower stations to continue; good market activity for pumps to continue


## METALS

Global metalforming market to stay at good level; steel at unchanged subdued level; good market activity in aluminum to continue


## PULP \& PAPER

Solid project activity for modernizations/ capacity increases and power/biomass boilers; good pipeline for green-/brownfield pulp mill projects
$\rightarrow$ order awards expected during H1 2015

## SEPARATION

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

## ANDRITZ GROUP

>> Slight increase in sales due to Schuler consolidation effect (contribution of additional two months in 2014)
>> Significant improvement of net income targeted


[^0]:    * Africa and Australia

[^1]:    * As of end of period. The Schuler Group was consolidated into the consoli-

