



The ANDRITZ GROUP

Company presentation March 2012

+ Pulp & Paper and Finland information

The ANDRITZ GROUP

Overview

Company

- ANDRITZ AG, Graz, Austria (Group headquarters)
- More than 180 production and service sites worldwide
- Employees: approximately 16,700 worldwide (as of end of 2011)

Key figures 2011

- Order intake: 5,707 MEUR
- Sales: 4,596 MEUR
- Net income (including non-controlling interests): 232 MEUR
- Equity ratio (as of end of 2011): 21%

Products and services

Plants and services for hydropower stations, the pulp and paper industry, solid-liquid separation in the municipal and industrial sectors, the steel industry, and the production of animal feed and biomass pellets



Company profile

A world market leader in most business areas



HYDRO
40-45%*

Electromechanical equipment for hydropower plants (mainly turbines and generators); pumps; turbo generators



PULP & PAPER
30-35%*

Systems for the production of all types of pulp and of certain paper grades (tissue, cartonboard); boilers



SEPARATION
10%*

Equipment for the mechanical and thermal solid/liquid separation for municipalities and various industries



METALS
10%*

Systems for the production and processing of stainless steel and carbon steel strips; industrial furnaces



FEED & BIOFUEL
5%*

Systems for the production of animal feed pellets (pet and fish food) and biomass pellets (wood, straw)

* Long-term average share of the Group's total order intake

Strengthening of the market position

Growth through organic expansion and acquisitions

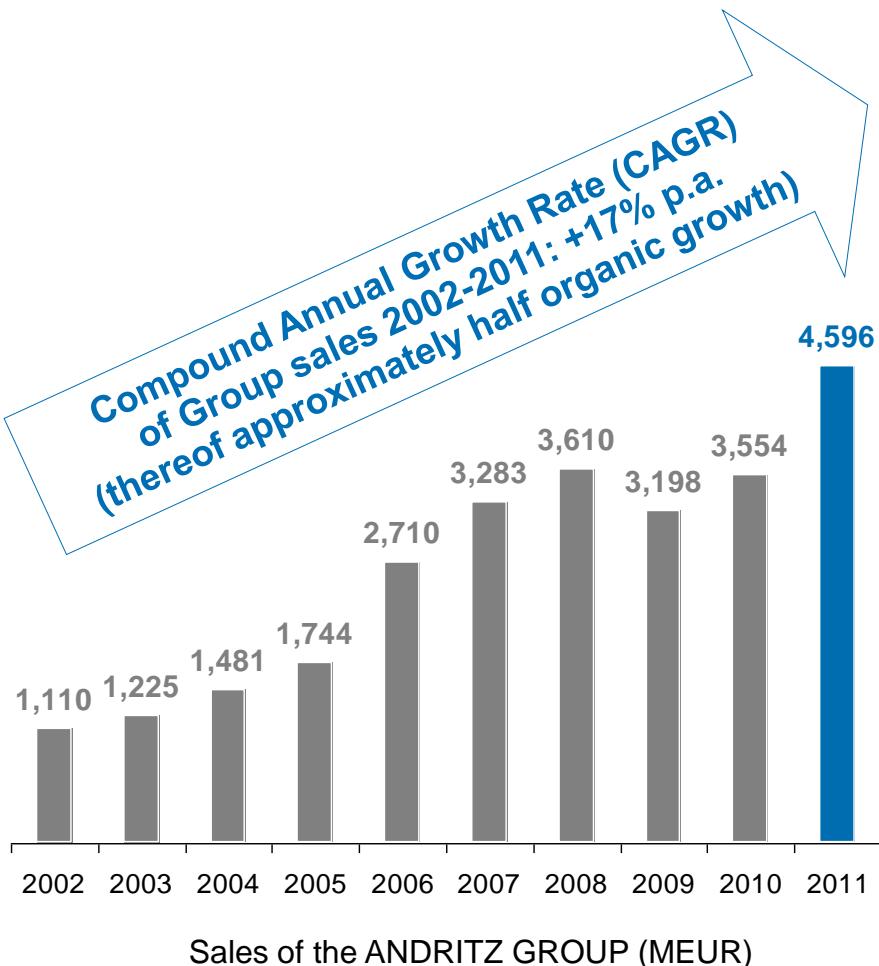
HYDRO
2006 VA TECH HYDRO
2007 Tigép
2008 GE Hydro business
2008 GEHI (JV)
2010 Precision Machine
2010 Hammerfest Strøm (55.4%)
2010 Ritz
2011 Hemicycle Controls

METALS
1997 Sundwig
1998 Thermtec
2000 Kohler
2002 SELAS SAS Furnace Div.
2004 Kaiser
2005 Lyndon
2008 Maerz

SEPARATION
1992 TCW Engineering
1996 Guinard
2002 3SYS
2004 Bird Machine
2004 NETZSCH Filtration
2004 Fluid Bed Systems of VA TECH WABAG
2005 Lenser Filtration
2006 CONTEC Decanter
2009 Delkor Capital Equipment
2009 Frautech
2010 KMPT

PULP & PAPER
1990 Sprout-Bauer
1992 Durametal
1994 Kone Wood
1998 Kvaerner Hymac
1999 Winberg
2000 Ahlstrom Machinery
2000 Lamb Baling Line
2000 Voith Andritz Tissue LLC (JV)
2002 ABB Drying
2003 IDEAS Simulation
2003 Acutest Oy
2003 Fiedler
2004 EMS (JV)
2005 Cybermetrics
2005 Universal Dynamics Group
2006 Küsters
2006 Carbona
2006 Pilão
2007 Bachofen + Meier
2007 Sindus
2008 Kufferath
2009 Rollteck
2010 Rieter Perfojet
2010 DMT/Biax
2011 AE&E Austria
2011 Iggesund Tools
2011 Tristar Industries
2011 Asselin-Thibeau

FEED & BIOFUEL
1995 Jesma-Matador
2000 UMT
2005 Chemes Strojarne



Important key figures 2011 at a glance

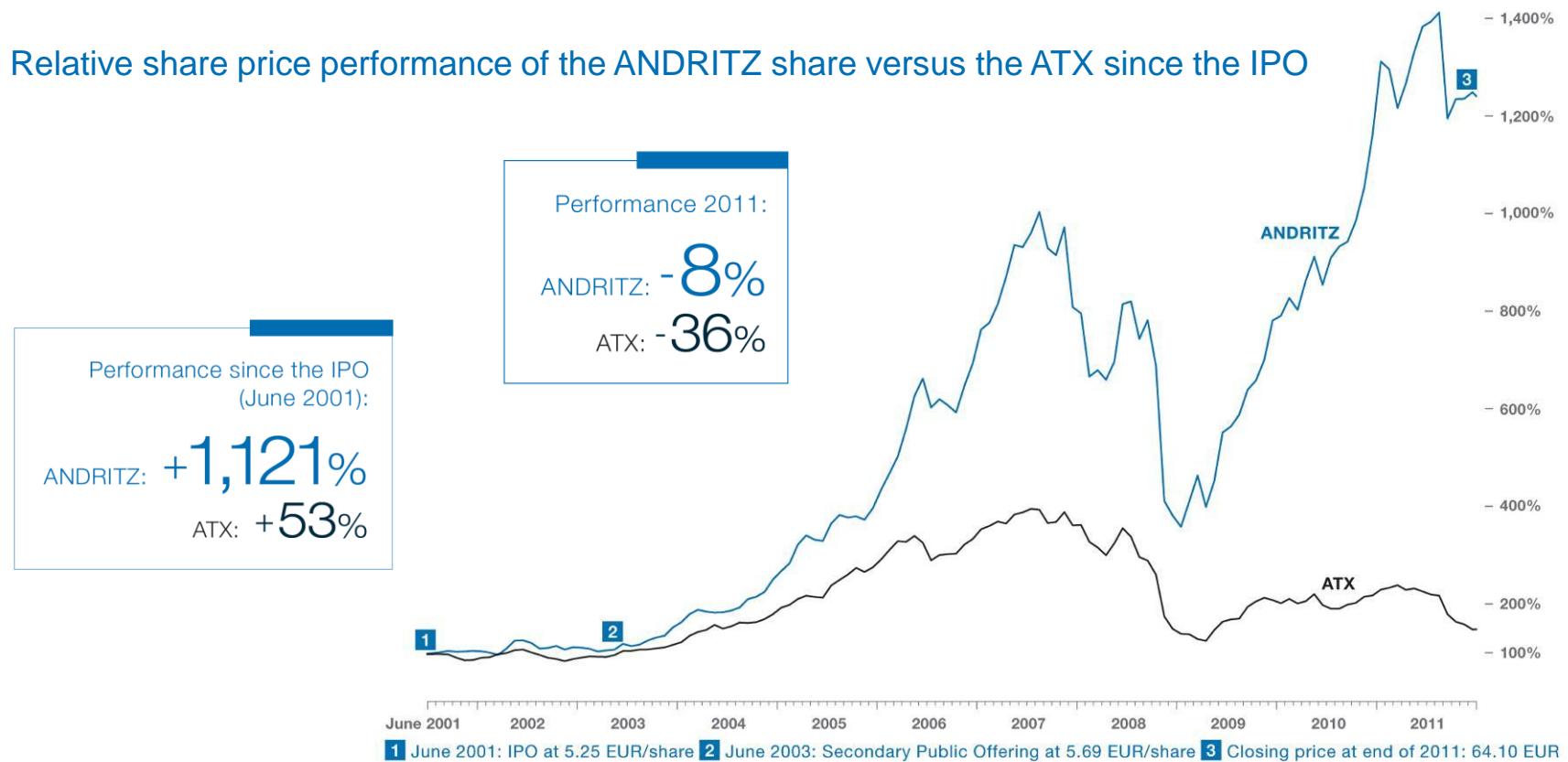
Favorable business development

	Unit	2011	2010	+/-
Order intake	MEUR	5,706.9	4,131.9	+38.1%
Order backlog (as of end of period)	MEUR	6,683.1	5,290.9	+26.3%
Sales	MEUR	4,596.0	3,553.8	+29.3%
EBITDA	MEUR	386.2	307.3	+25.7%
EBITA	MEUR	331.5	257.6	+28.7%
EBIT	MEUR	312.7	245.5	+27.4%
EBT	MEUR	321.7	247.9	+29.8%
Financial result	MEUR	9.0	2.4	+275.0%
Net income (including non-controlling interests)	MEUR	231.5	177.0	+30.8%
Cash flow from operating activities	MEUR	433.8	704.5	-38.4%
Capital expenditure	MEUR	77.0	68.8	+11.9%
EBITDA margin	%	8.4	8.6	-
EBITA margin	%	7.2	7.2	-
EBIT margin	%	6.8	6.9	-
Employees (as of end of period)	-	16,750	14,655	+14.3%

ANDRITZ share

Solid performance, broad research coverage

Relative share price performance of the ANDRITZ share versus the ATX since the IPO



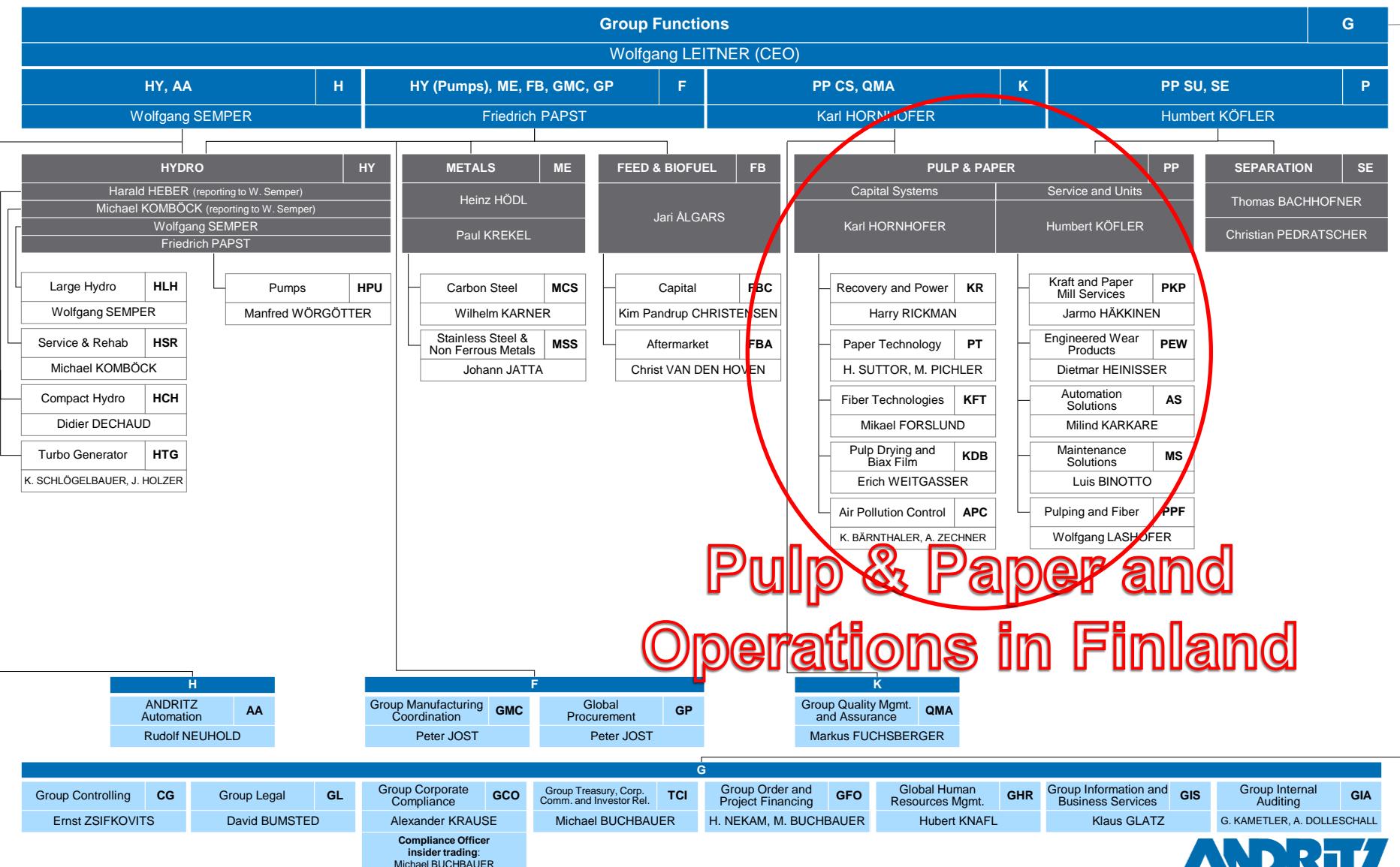
Broad research coverage

Baader Bank, Bank of America-Merrill Lynch, Berenberg Bank, Cheuvreux, Commerzbank, Deutsche Bank, Erste Bank, Goldman Sachs, Hauck & Aufhäuser, HSBC, J.P. Morgan, Kepler Capital Markets, RCB, UBS

ANDRITZ GROUP

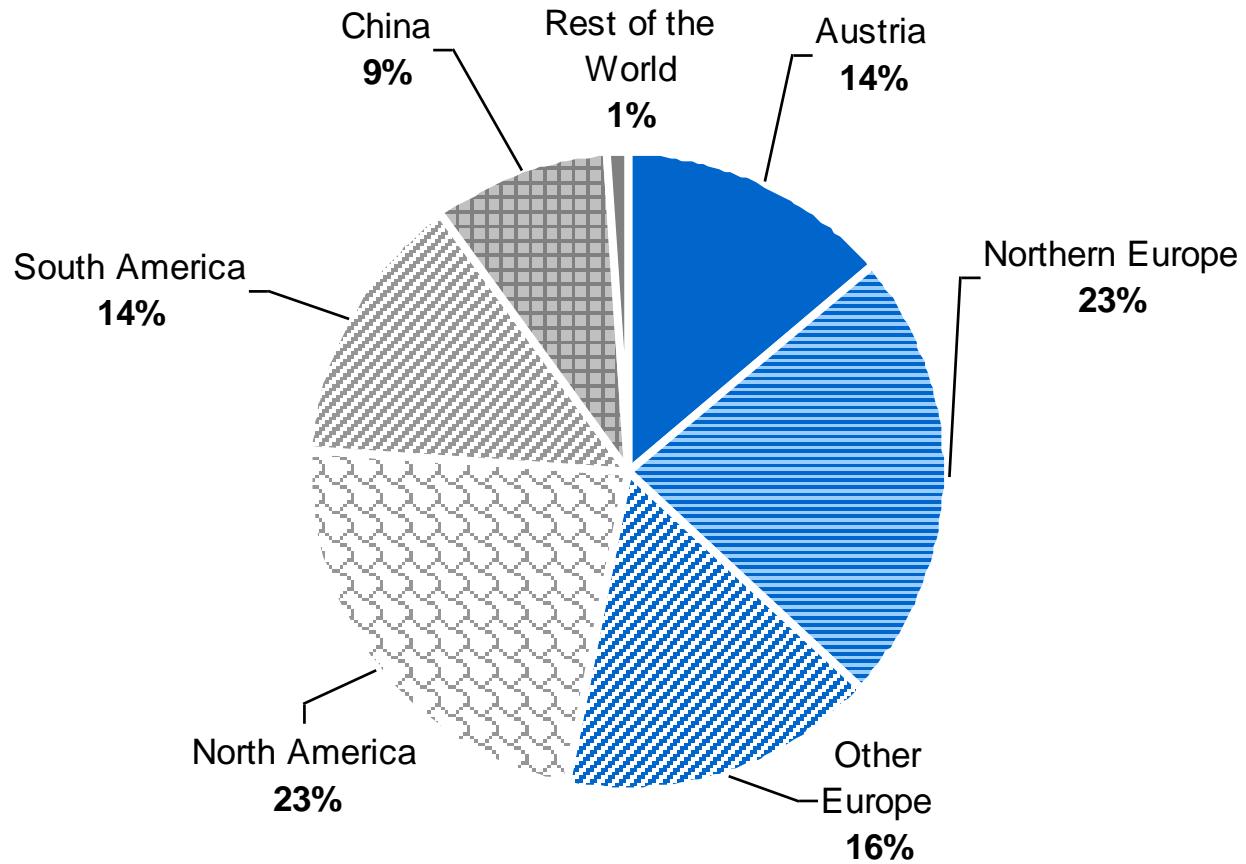
Organizational structure

- Executive board
- Business areas
- Divisions
- Group functions



ANDRITZ Pulp & Paper overview

Employees by region



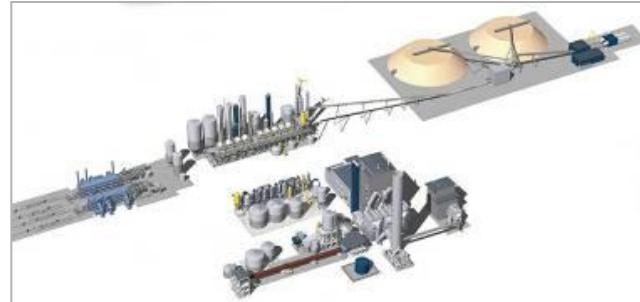
Total approx. 4,239 employees

ANDRITZ Pulp & Paper overview

Full-line technologies and services

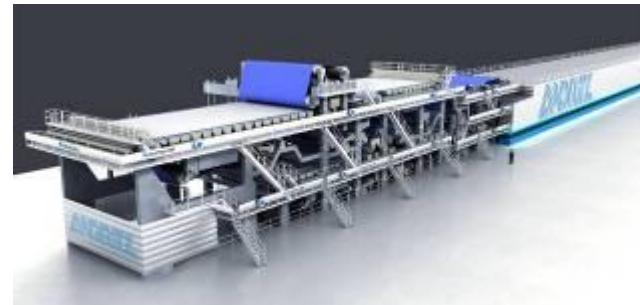
PULP

- Complete lines for chemical, mechanical, and recycled fiber production



PAPER

- Complete lines for tissue and board
- Stock preparation, approach flow and waste paper
- Sludge and reject handling
- Finishing – pulp and paper



POWER

- Biomass boilers based on Bubbling Fluidized Bed (BFB) technology for steam and electricity generation
- Gasification applications for lime kilns, cofiring and liquid transportation fuels production

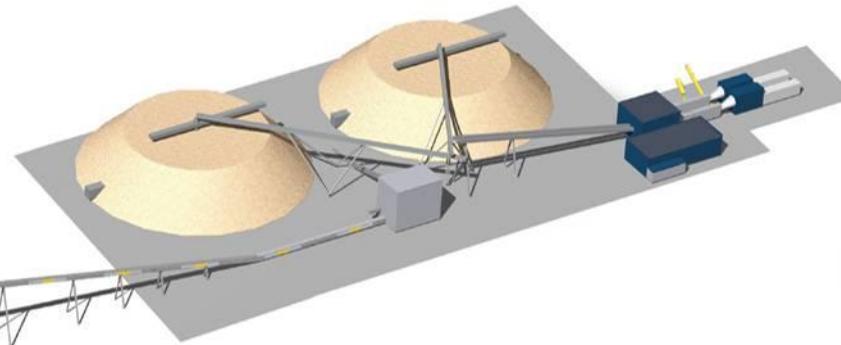


Complete pulp mill from ANDRITZ

KFT (Kotka, Hollola, Roswell)

Global PVO₁₁ 381M€

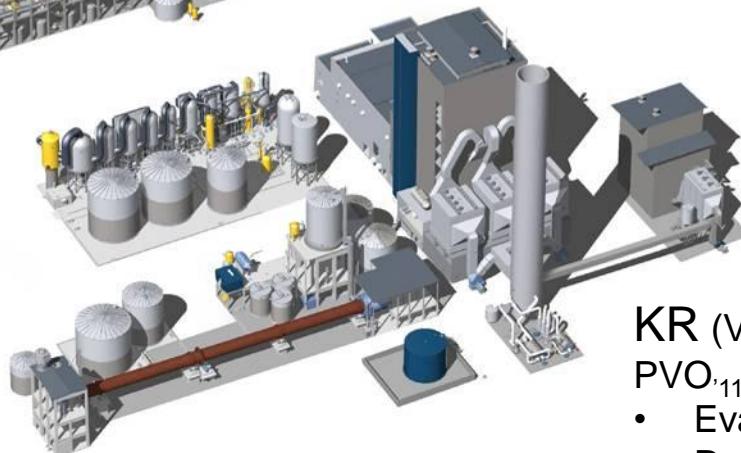
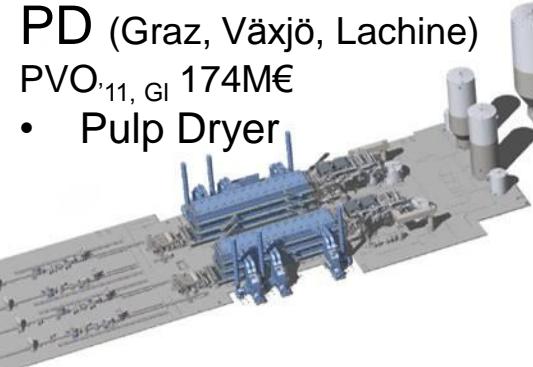
- Woodyard
- White Liquor Plant
- Fibre Line



PD (Graz, Växjö, Lachine)

PVO_{11, GI} 174M€

- Pulp Dryer



KR (Varkaus, Kotka, Roswell, Graz)

PVO_{11, GI} 246M€

- Evaporators
- Recovery Boilers
- Power Boilers
- Gasifiers

+ Service Organization PKP

+ Regional offices

- ATC China

- Chennai, India

- Andritz Ltda, Curitiba

ANDRITZ

Osaamiskeskukset Suomessa



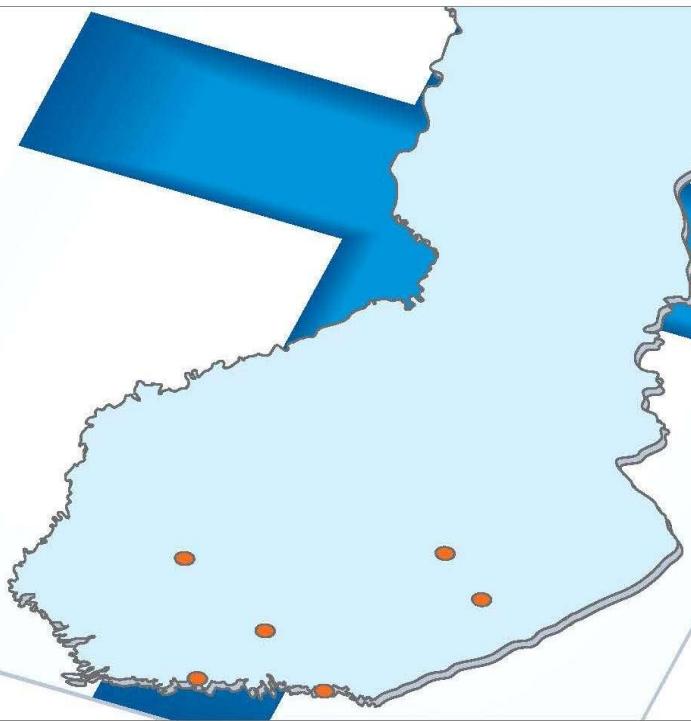
HELSINKI



KOTKA



HOLLOLA



VARKAUS



TAMPERE



SAVONLINNA

Andritz Oy – Main facts

Andritz Oy

- ✓ Established 1996, Owned by Andritz AG
- ✓ Board of Directors
 - ✓ Chairman Wolfgang Leitner
 - ✓ Other members Karl Hornhofer and Humbert Köfler
- ✓ President & CEO Harry Rickman
- ✓ Andritz Oy Group Companies
 - ✓ Savonlinna Works Oy
 - ✓ Andritz Hydro Oy
 - ✓ Carbona Oy
 - ✓ WarkausWorks Oy
 - ✓ Enmas-Andritz Pty Ltd