



**ANDRITZ GROUP**

# **Q1-Q3 2024 FINANCIAL RESULTS**

**OCTOBER 31, 2024**

**ANDRITZ**

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# AGENDA



**01** CEO Key Messages &  
Q3 / Q1-Q3 Highlights

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**02** Financial Performance  
Q3 / Q1-Q3 2024

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**03** Update on Business Areas

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**04** Outlook 2024 & Targets 2026

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**01**

**CEO KEY MESSAGES &  
Q3 / Q1-Q3 2024 HIGHLIGHTS**

# SOLID Q3 DEVELOPMENT DESPITE CHALLENGING ENVIRONMENT



## Increasing order intake in Q3

- Continuously difficult market conditions
- High interest in innovative solutions for the green transition (Environment & Energy)
- Solid Service business in Q3, growth in order intake YTD

## Slight decrease in revenue yoy

## Stable reported EBITA and margin

- Solid project execution, improved mix and price increases
- EBITA margin remained stable
- Additional provisions for capacity adjustments

## Net income slightly lower, stable net income margin



# REVENUE GUIDANCE 2024 SLIGHTLY ADJUSTED



## Market development

- Project activity is picking up but no quick recovery in markets expected
- Growing demand for green technologies
- Growth in Service business
- Large existing order backlog

## Revenue guidance 2024 slightly adjusted

- Slightly decreasing revenue (stable previously)
- Stable profitability / EBITA margin (stable previously)



# SOLID DEVELOPMENT DESPITE THE CONTINUED DIFFICULT ECONOMIC ENVIRONMENT



Major financial KPIs Q3

ORDER INTAKE  
**1.9 billion EUR**

(Q3 2023: 1.8 billion EUR | +6%)

REVENUE  
**2.0 billion EUR**

(Q3 2023: 2.1 billion EUR | -3%)

ORDER BACKLOG  
**9.4 billion EUR**

(Q3 2023: 10.4 billion EUR / -9%)

EBITA (reported)  
**174 MEUR**

(Q3 2023: 176 MEUR | -1%)

EBITA Margin (reported)  
**8.5%**

(Q3 2023: 8.4% | +10bp)

NET INCOME  
(incl. non-controlling interests)  
**118 MEUR | 5.8%\***

(Q3 2023: 125 MEUR | -5% / 5.9%\*)

\*Net Income Margin



# SOLID DEVELOPMENT DESPITE THE CONTINUED DIFFICULT ECONOMIC ENVIRONMENT



Major financial KPIs Q1-Q3

**ORDER INTAKE**  
**5.7 billion EUR**

(Q1-Q3 2023: 6.5 billion EUR | -12%)

**REVENUE**  
**6.0 billion EUR**

(Q1-Q3 2023: 6.2 billion EUR | -3%)

**ORDER BACKLOG**  
**9.4 billion EUR**

(Q1-Q3 2023: 10.4 billion EUR | -9%)

**EBITA (reported)**  
**507 MEUR**

(Q1-Q3 2023: 509 MEUR | 0%)

**EBITA Margin (reported)**  
**8.4%**

(Q1-Q3 2023: 8.2% | +20bp)

**NET INCOME**  
(incl. non-controlling interests)  
**342 MEUR | 5.7%\***

(Q1-Q3 2023: 346 MEUR | -1% / 5.6%\*)

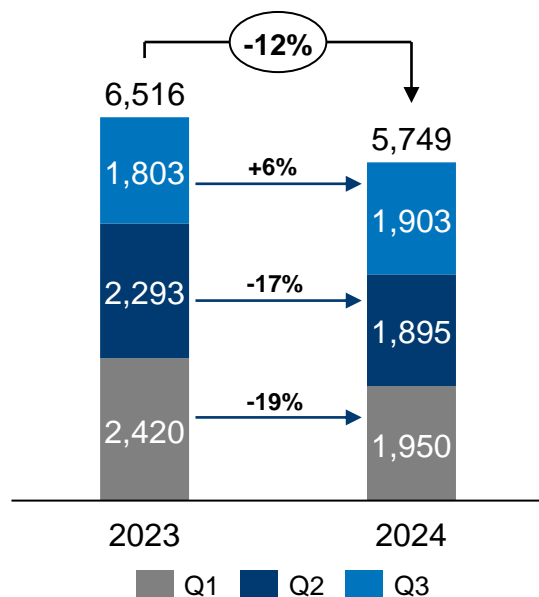
\*Net Income Margin



# ORDER INTAKE INCREASING IN Q3



ORDER INTAKE (in MEUR)



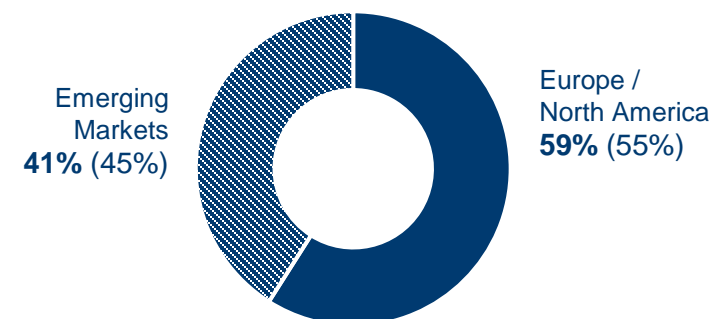
ORDER INTAKE (in MEUR)

|                      | Q3 2024        | Q3 2023        | +/-        |
|----------------------|----------------|----------------|------------|
| Pulp & Paper         | 482.9          | 598.4          | -19%       |
| Metals               | 634.1          | 441.3          | +44%       |
| Hydropower           | 447.2          | 323.8          | +38%       |
| Environment & Energy | 338.9          | 440.0          | -23%       |
| <b>ANDRITZ GROUP</b> | <b>1,903.1</b> | <b>1,803.5</b> | <b>+6%</b> |

|                      | Q1-Q3 2024     | Q1-Q3 2023     | +/-         |
|----------------------|----------------|----------------|-------------|
| Pulp & Paper         | 1,968.2        | 2,387.4        | -18%        |
| Metals               | 1,304.2        | 1,618.3        | -19%        |
| Hydropower           | 1,228.9        | 1,410.4        | -13%        |
| Environment & Energy | 1,247.2        | 1,099.9        | +13%        |
| <b>ANDRITZ GROUP</b> | <b>5,748.5</b> | <b>6,516.0</b> | <b>-12%</b> |

ORDER INTAKE BY REGION  
Q1-Q3 2024 VS. Q1-Q3 2023 (%)

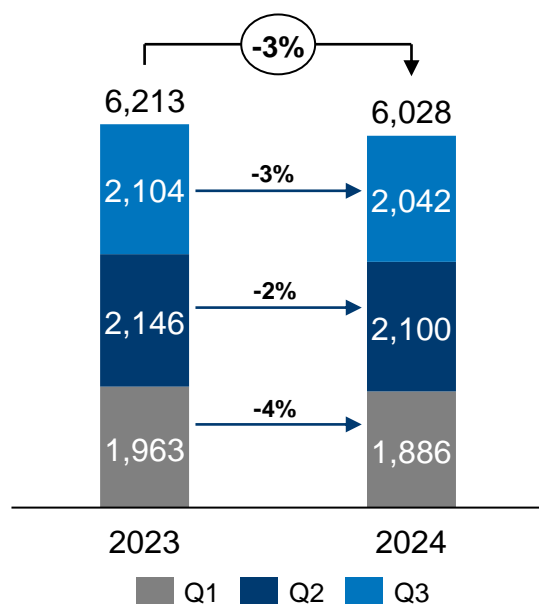


- **Pulp & Paper:** Decrease in OI due to absence of large capital orders
- **Metals:** OI significantly up driven by mid-sized order in Metals Processing
- **Hydropower:** Favorable development of OI driven by mid-sized orders
- **Environment & Energy:** Decrease in OI due to major green hydrogen order booking in Q3 2023 (Salzgitter)

# SLIGHT DECLINE IN REVENUE



REVENUE (in MEUR)



REVENUE (in MEUR)

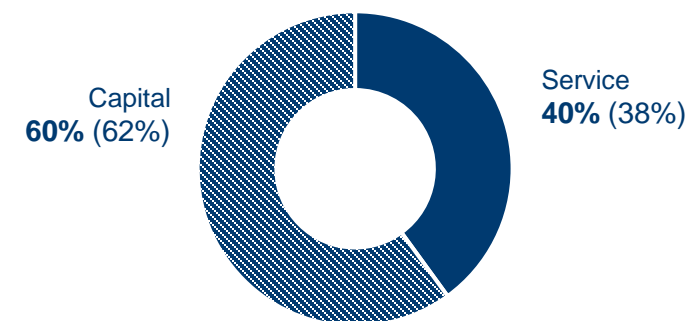
|                      | Q3 2024        | Q3 2023        | +/-        |
|----------------------|----------------|----------------|------------|
| Pulp & Paper         | 867.3          | 966.2          | -10%       |
| Metals               | 456.2          | 456.0          | 0%         |
| Hydropower           | 368.8          | 362.9          | +2%        |
| Environment & Energy | 349.2          | 319.0          | +9%        |
| <b>ANDRITZ GROUP</b> | <b>2,041.5</b> | <b>2,104.1</b> | <b>-3%</b> |

|                      | Q1-Q3 2024     | Q1-Q3 2023     | +/-        |
|----------------------|----------------|----------------|------------|
| Pulp & Paper         | 2,605.3        | 2,875.4        | -9%        |
| Metals               | 1,350.2        | 1,348.2        | 0%         |
| Hydropower           | 1,032.5        | 1,073.4        | -4%        |
| Environment & Energy | 1,040.1        | 916.1          | +14%       |
| <b>ANDRITZ GROUP</b> | <b>6,028.1</b> | <b>6,213.1</b> | <b>-3%</b> |

REVENUE SPLIT: CAPITAL / SERVICE

Q1-Q3 2024 VS. Q1-Q3 2023 (%)

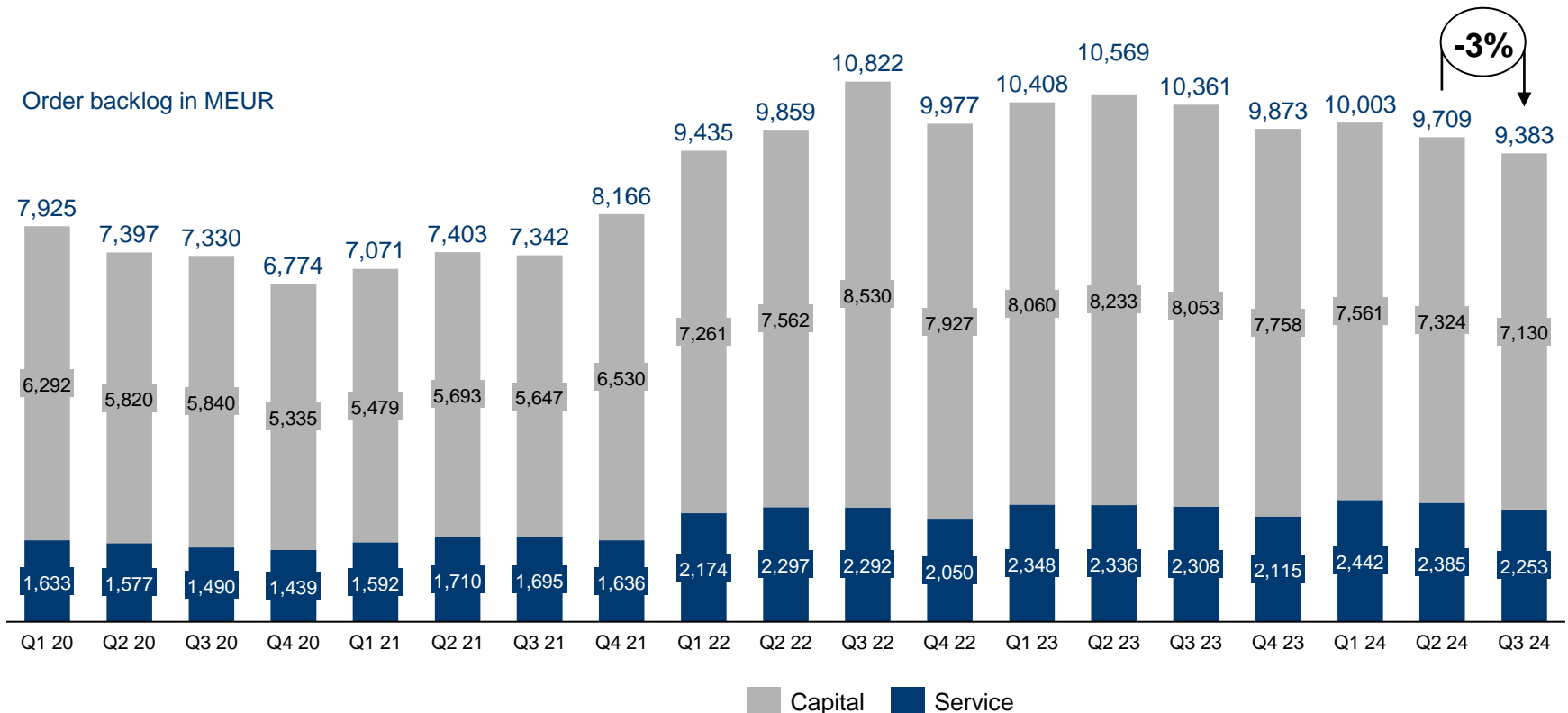


- **Pulp & Paper:** Revenue declined due to reduction in order backlog accumulated
- **Metals:** Stable revenue generation based on existing backlog
- **Hydropower:** Revenue declined mainly due to lower project-related revenue generation
- **Environment & Energy:** Revenue increase driven by strong project execution

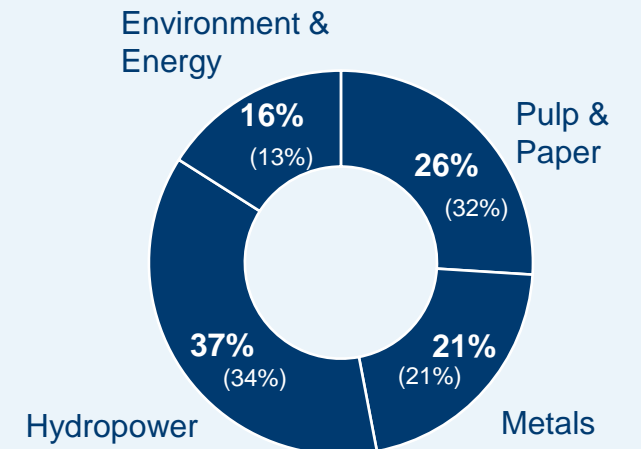
# SLIGHT DECLINE IN ORDER BACKLOG



Pulp & Paper and Hydropower account for 63% of total order backlog



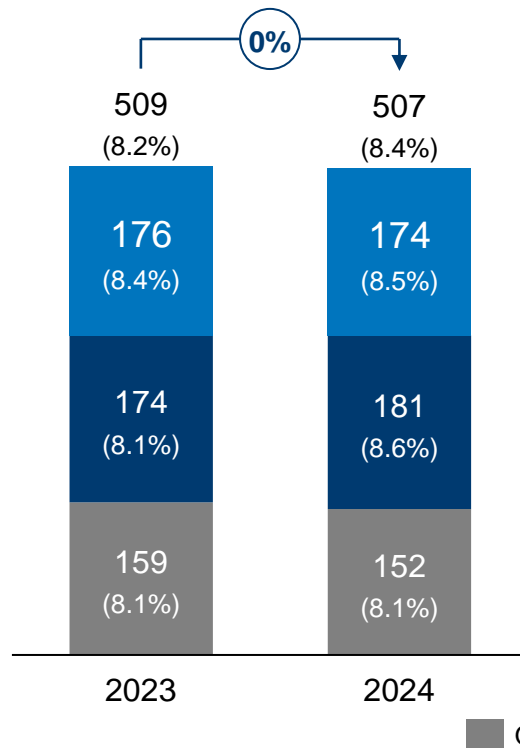
ORDER BACKLOG BY BUSINESS AREA  
Q1-Q3 2024 VS. FY 2023 (%)



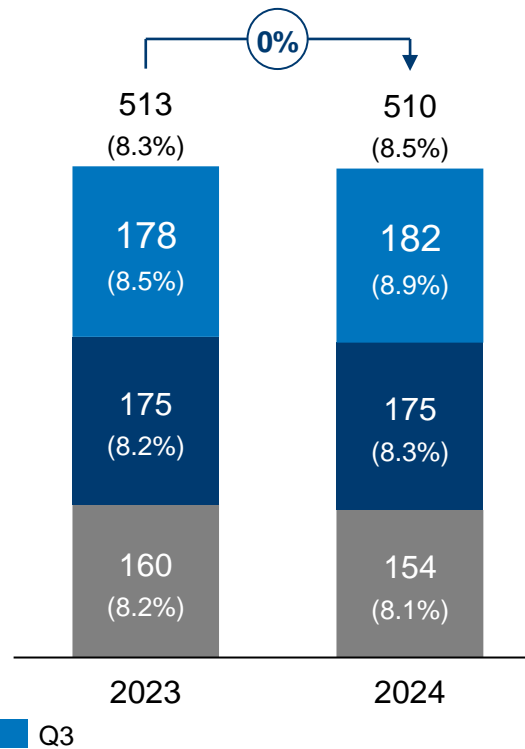
# STABLE EARNINGS DEVELOPMENT



**EBITA AND EBITA MARGIN\*  
(REPORTED)**



**EBITA AND EBITA MARGIN\*  
(COMPARABLE)**

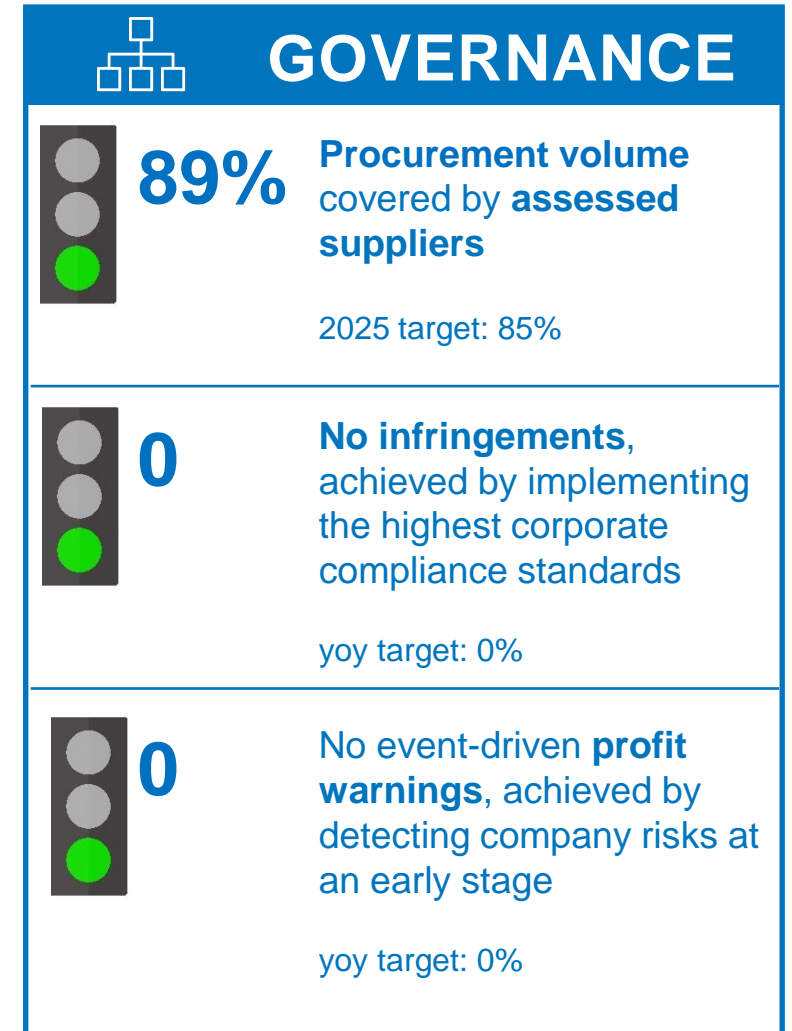
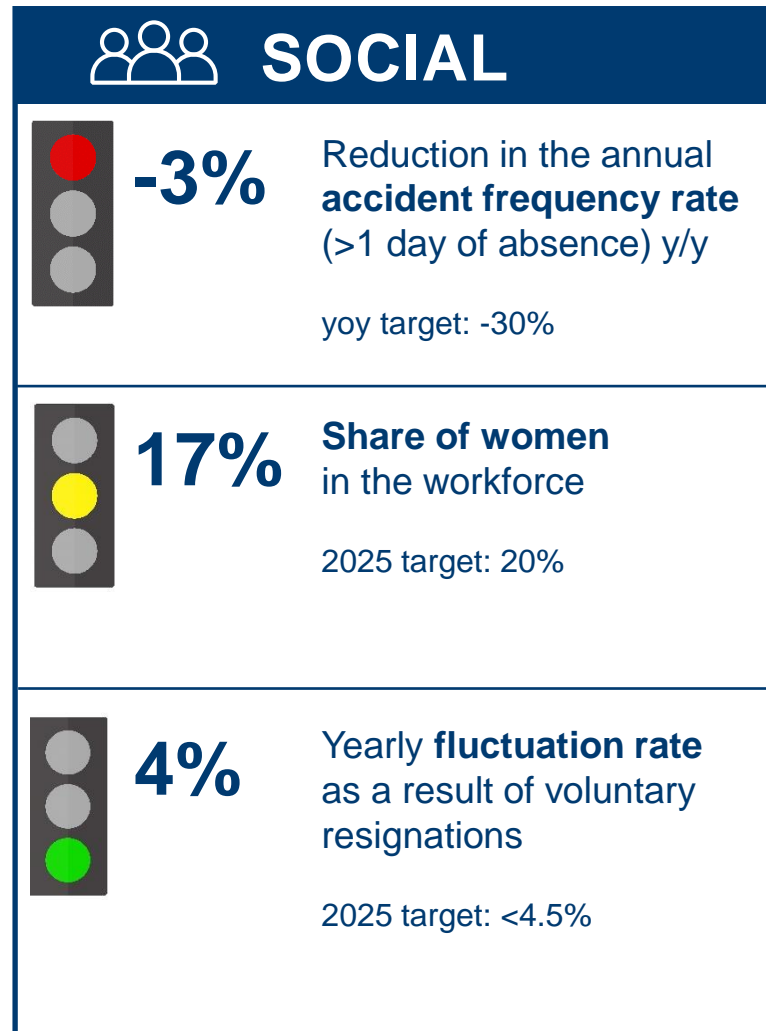
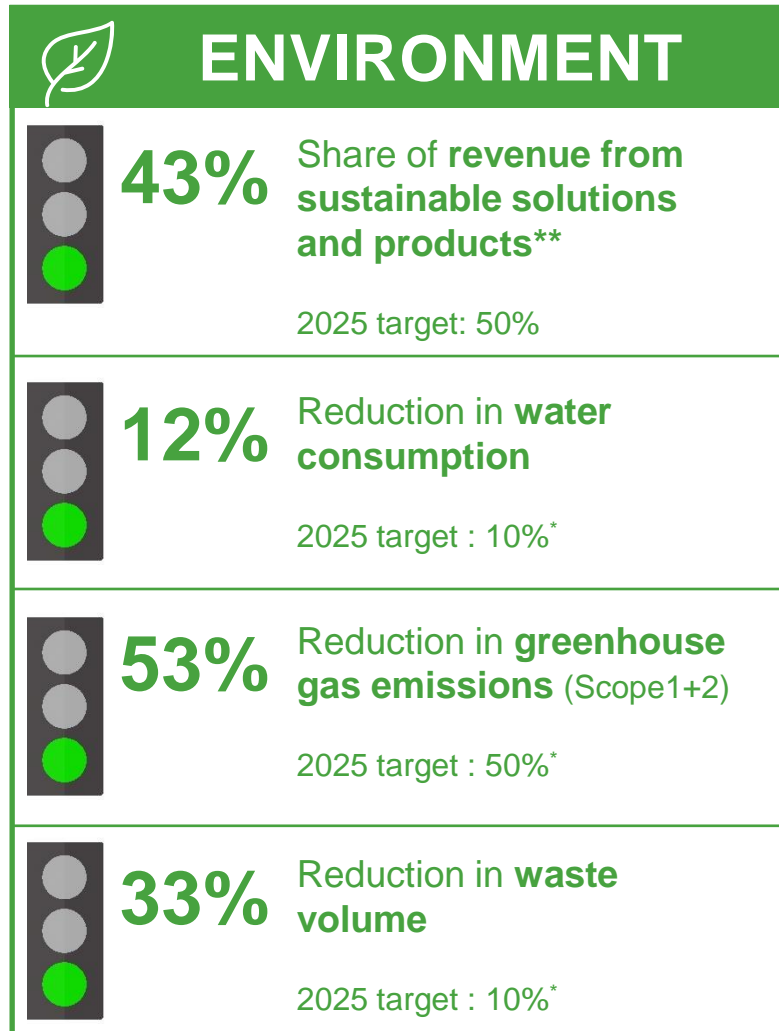


\* EBITA (IN MEUR) / EBITA MARGIN (IN %)

- Stable reported and comparable EBITA development in Q1-Q3 2024
- Stable EBITA margins
- Increase in comparable EBITA margin in Q3

# WELL ON TRACK TO REACH OUR ESG GOALS

## STATUS Q1-Q3 2024





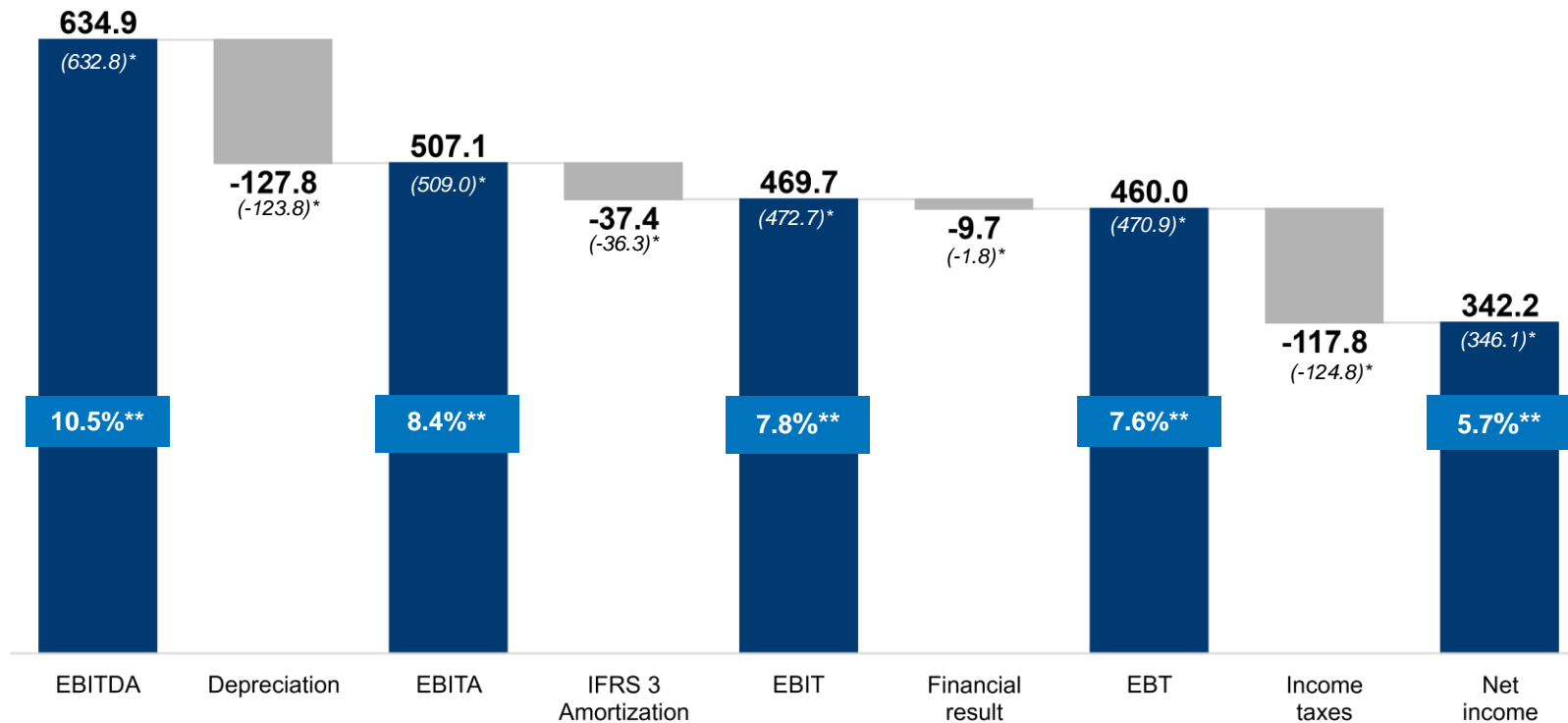
**02**

**FINANCIAL PERFORMANCE  
Q1-Q3 2024**

# EBITDA – NET INCOME BRIDGE Q1-Q3 2024



in MEUR



\* ( ) Q1-Q3 2023  
 \*\* % of total revenue

## Financial result

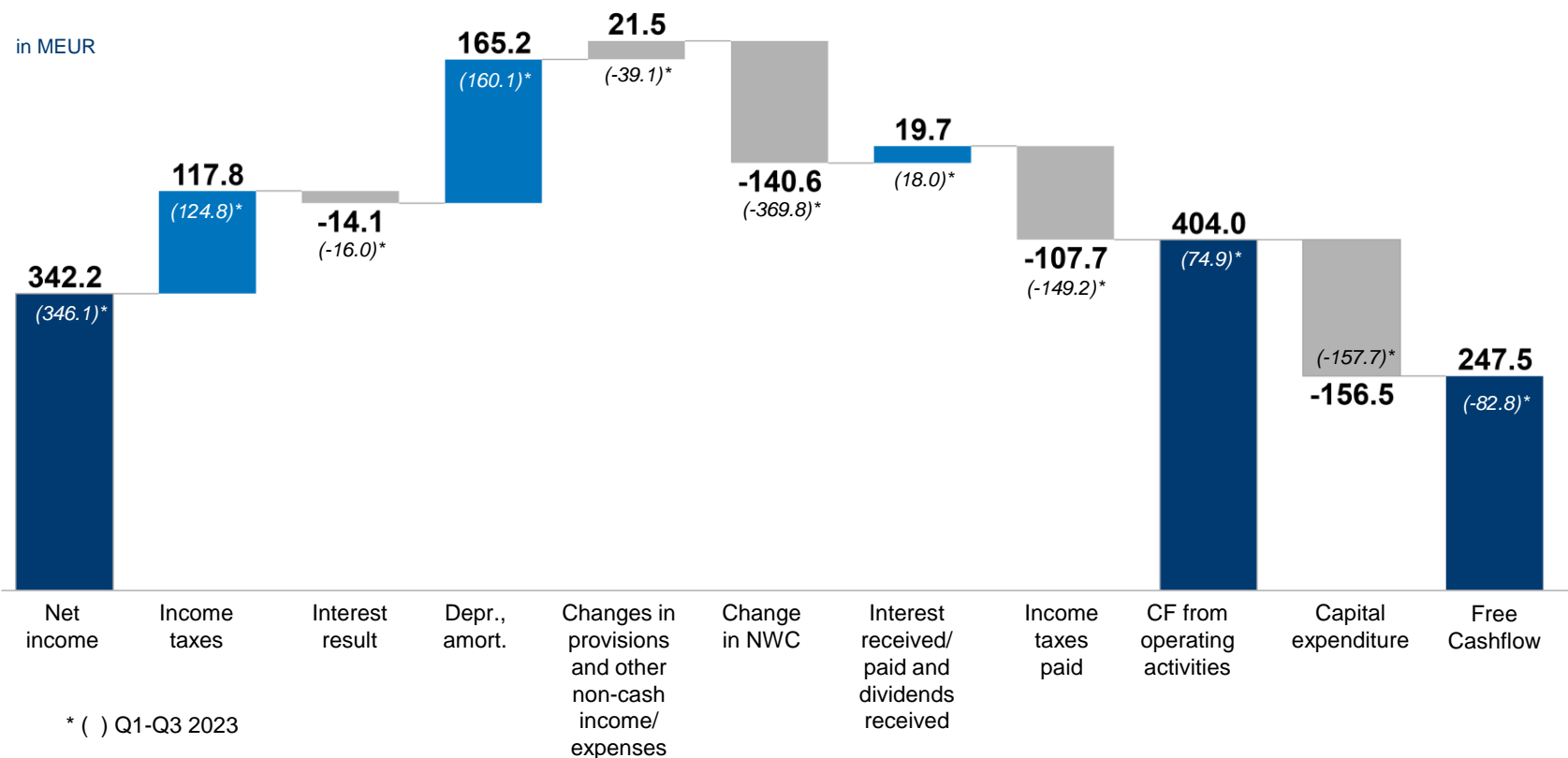
Impacted by valuation effects from the change of the consolidation method for the cyber security JV "Otorio"

## Tax-Rate

Reduced to 25.6% from 26.5% in Q1-Q3 2023 due to one-time effects in previous period



# NET INCOME – CASH FLOW BRIDGE Q1-Q3 2024



## Split of total depreciation

- +127.8 MEUR depreciation
- +37.4 MEUR IFRS 3 amortization

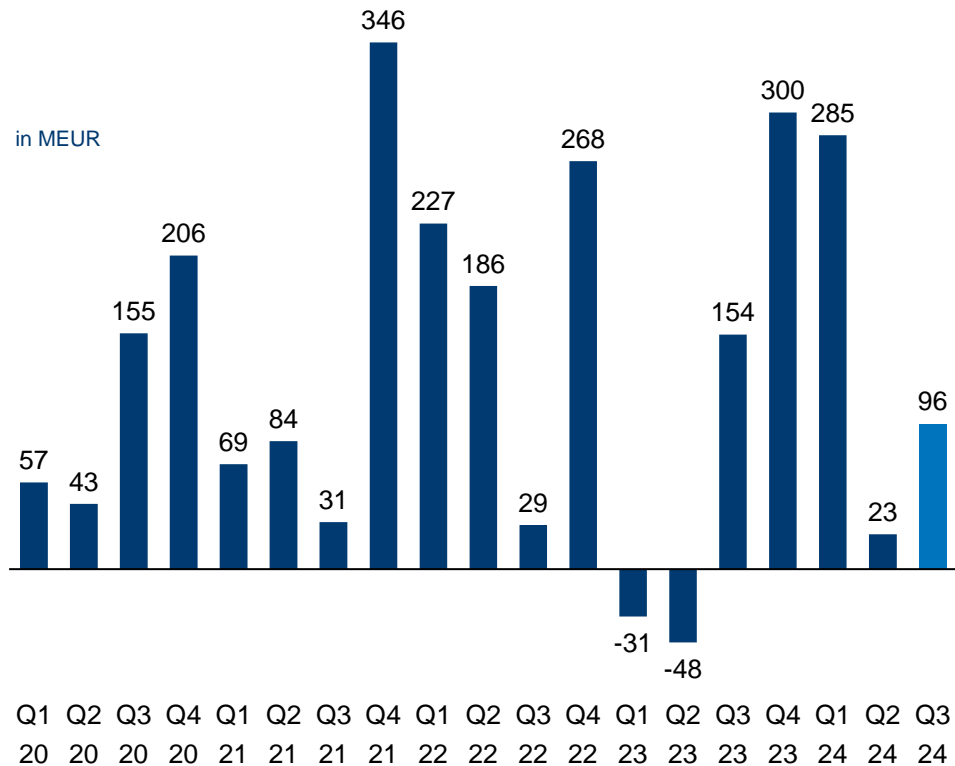
## CF from changes in NWC

- -95.9 Δ inventories
- -22.5 Δ adv. payments made
- -13.0 Δ trade receivables
- +151.4 Δ contract assets
- -35.0 Δ contract liabilities
- -125.6 Δ trade payables

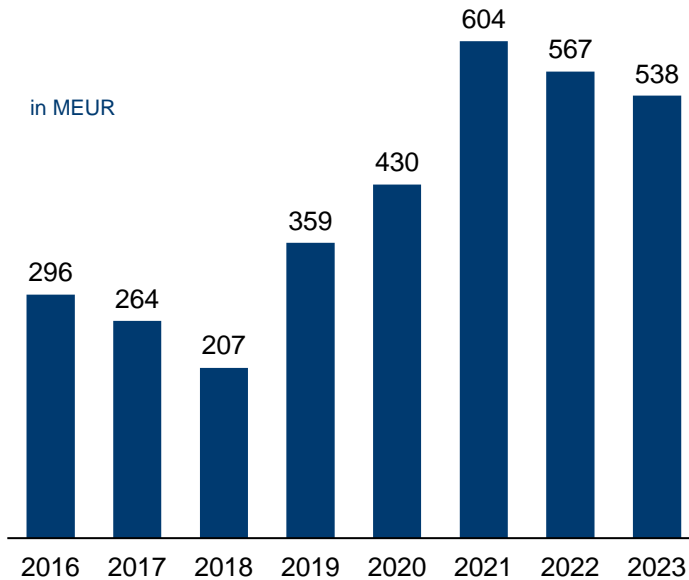
# CASH FLOW DEVELOPMENT



## OPERATING CASH FLOW



## 3-YEARS ROLLING AVERAGE OPERATING CASH FLOW

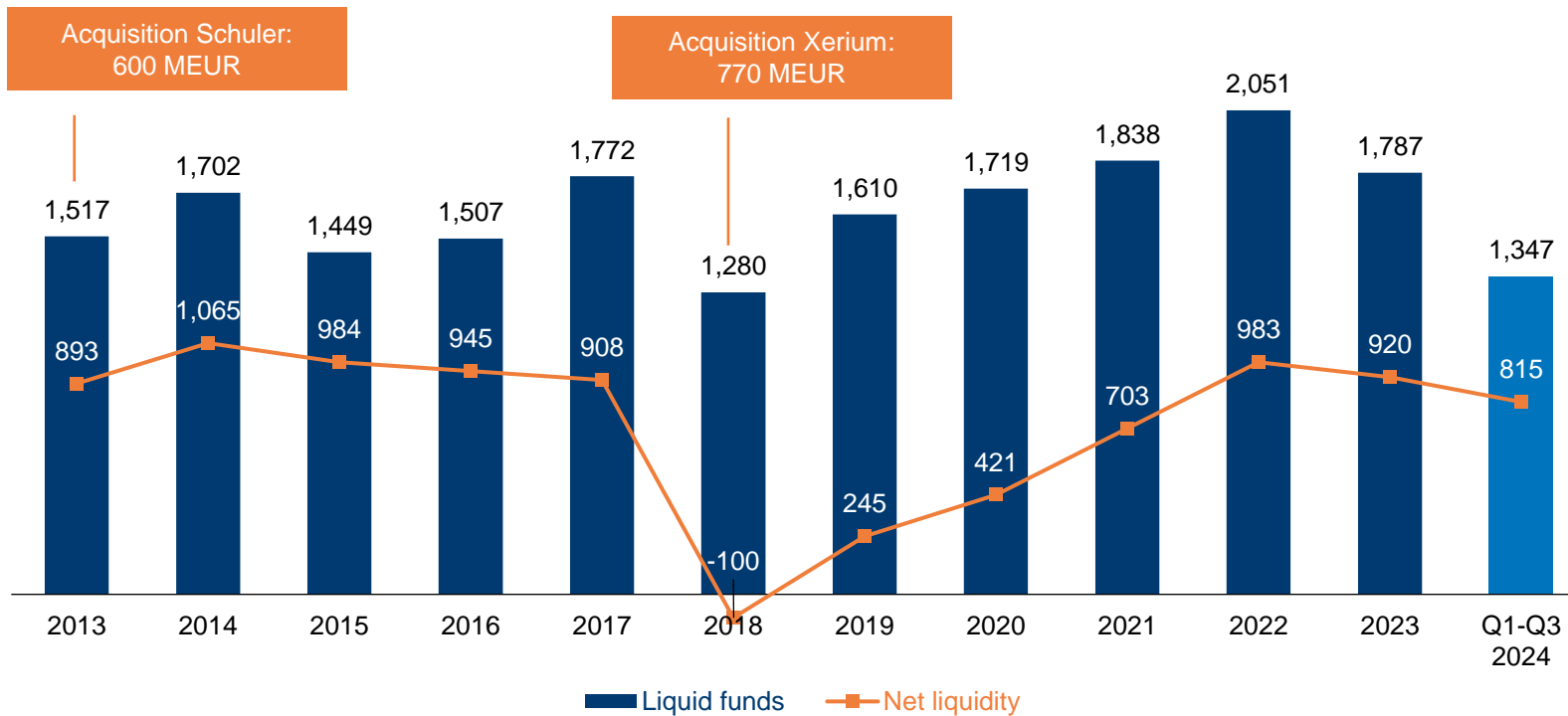


- Typical working capital fluctuations driven by capital business
- Stable cash flow generation reflected in mid-term average

# FINANCIAL POSITION REMAINS SOLID



Liquid funds and Net liquidity in MEUR



## Effects on net liquidity

- **Operating cash flow**  
+404 MEUR
- **Dividend payment**  
-248 MEUR
- **Capex, investments and other**  
-261 MEUR

## Additional effect on gross liquidity

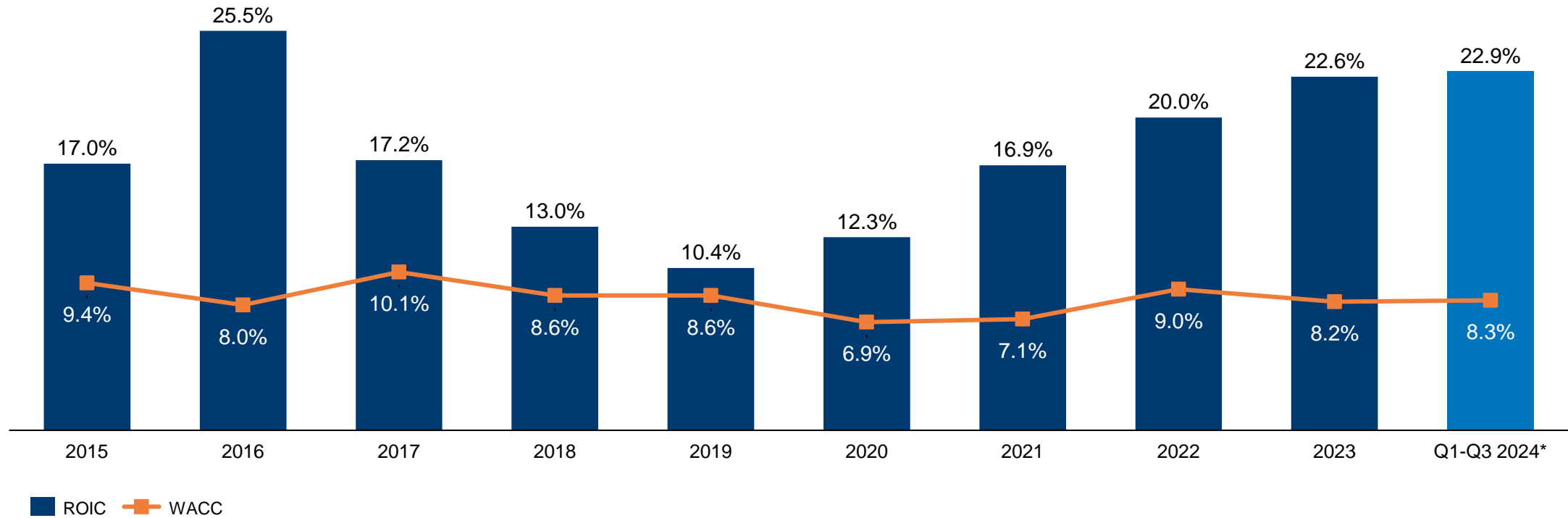
- **Repayment of loans**  
-335 MEUR

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

# ROIC SIGNIFICANTLY ABOVE WACC



### Development ROIC vs WACC



Note: Calculation changed from ROCE to ROIC; ROIC as per definition Mauboussin/MS incl. 5% operating cash, based on EBITA reported  
\*Rolling last four quarters

# KEY FIGURES Q3 / Q1-Q3 2024



|   | UNIT | Q3<br>2024     | Q3<br>2023 | +/-   | Q1-Q3<br>2024  | Q1-Q3<br>2023 | +/-   | 2023    |
|---|------|----------------|------------|-------|----------------|---------------|-------|---------|
| Order intake  | MEUR | <b>1,903.1</b> | 1,803.5    | +6%   | <b>5,748.5</b> | 6,516.0       | -12%  | 8,551.9 |
| Order backlog (as of end of period)                     | MEUR | <b>9,382.5</b> | 10,361.2   | -9%   | <b>9,382.5</b> | 10,361.2      | -9%   | 9,872.6 |
| Revenue   | MEUR | <b>2,041.5</b> | 2,104.1    | -3%   | <b>6,028.1</b> | 6,213.1       | -3%   | 8,660.0 |
| EBITDA  | MEUR | <b>211.5</b>   | 217.5      | -3%   | <b>634.9</b>   | 632.8         | 0%    | 910.2   |
| EBITDA margin   | %    | <b>10.4</b>    | 10.3       | -     | <b>10.5</b>    | 10.2          | -     | 10.5    |
| EBITA   | MEUR | <b>174.1</b>   | 176.4      | -1%   | <b>507.1</b>   | 509.0         | 0%    | 741.9   |
| EBITA margin  | %    | <b>8.5</b>     | 8.4        | -     | <b>8.4</b>     | 8.2           | -     | 8.6     |
| Comparable EBITA  | MEUR | <b>181.5</b>   | 177.9      | +2%   | <b>510.1</b>   | 513.2         | -1%   | 757.1   |
| Comparable EBITA margin                                 | %    | <b>8.9</b>     | 8.5        | -     | <b>8.5</b>     | 8.3           | -     | 8.7     |
| Net income<br>(incl. non-controlling interest)          | MEUR | <b>118.4</b>   | 124.6      | -5%   | <b>342.2</b>   | 346.1         | -1%   | 504.3   |
| Net income margin                                       | %    | <b>5.8</b>     | 5.9        | -     | <b>5.7</b>     | 5.6           | -     | 5.8     |
| Earnings per share                                      | EUR  | <b>1.20</b>    | 1.26       | -     | <b>3.45</b>    | 3.55          | -     | 5.15    |
| Cash flow from operating activities                     | MEUR | <b>95.5</b>    | 154.2      | -     | <b>404.0</b>   | 74.9          | -     | 375.0   |
| Capital expenditure                                     | MEUR | <b>49.5</b>    | 64.4       | -23%  | <b>156.5</b>   | 157.7         | -1%   | 226.2   |
| Liquid funds  | MEUR | <b>1,347.3</b> | 1,613.5    | -16%  | <b>1,347.3</b> | 1,613.5       | -16%  | 1,787.2 |
| Net liquidity   | MEUR | <b>815.1</b>   | 740.8      | +10%  | <b>815.1</b>   | 740.8         | +10%  | 920.5   |
| Net working capital                                     | MEUR | <b>143.2</b>   | 65.1       | >100% | <b>143.2</b>   | 65.1          | >100% | 43.5    |
| Employees (as of end of period;<br>without apprentices) | -    | <b>30,171</b>  | 29,819     | +1%   | <b>30,171</b>  | 29,819        | +1%   | 29,717  |

- **Order intake** increase in Q3 is driven by several mid-sized orders in Hydropower & Metals
- **Order intake** for **Service and Environment & Energy** continues to grow YTD
- Slight revenue decline
- **EBITA remained stable, slight increase in profitability**
- **Stable net income**



**03**

**UPDATE ON  
BUSINESS AREAS**

# PULP & PAPER

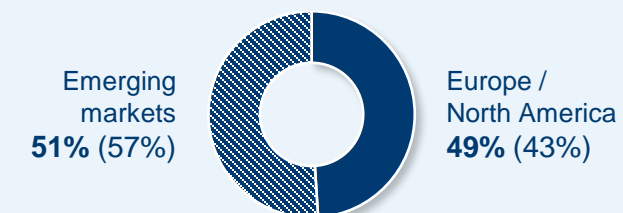


|   | UNIT | Q3<br>2024 | Q3<br>2023 | +/-  | Q1-Q3<br>2024 | Q1-Q3<br>2023 | +/-  | 2023    |
|---|------|------------|------------|------|---------------|---------------|------|---------|
| Order intake  | MEUR | 482.9      | 598.4      | -19% | 1,968.2       | 2,387.4       | -18% | 3,036.0 |
| Order backlog (as of end of period)                     | MEUR | 2,480.4    | 3,623.9    | -32% | 2,480.4       | 3,623.9       | -32% | 3,135.8 |
| Revenue   | MEUR | 867.3      | 966.2      | -10% | 2,605.3       | 2,875.4       | -9%  | 3,987.4 |
| EBITDA  | MEUR | 108.8      | 119.0      | -9%  | 329.8         | 346.7         | -5%  | 494.7   |
| EBITDA margin   | %    | 12.5       | 12.3       | -    | 12.7          | 12.1          | -    | 12.4    |
| EBITA   | MEUR | 91.9       | 99.1       | -7%  | 268.8         | 287.3         | -6%  | 412.5   |
| EBITA margin  | %    | 10.6       | 10.3       | -    | 10.3          | 10.0          | -    | 10.3    |
| Comparable EBITA  | MEUR | 94.3       | 100.8      | -6%  | 268.0         | 290.4         | -8%  | 418.7   |
| Comparable EBITA margin                                 | %    | 10.9       | 10.4       | -    | 10.3          | 10.1          | -    | 10.5    |
| Employees (as of end of period;<br>without apprentices) | -    | 13,325     | 13,381     | 0%   | 13,325        | 13,381        | 0%   | 13,310  |

- **Order intake:** Capital OI (Paper & Textile and Pulp & Power) significantly decreased due to the absence of large orders; Service OI continued to grow
- **Revenue:** Decrease in revenue resulting from the decline in order intake in the past few quarters
- **EBITA & profitability:** Slightly improved profitability mainly driven by enhanced share of Service business

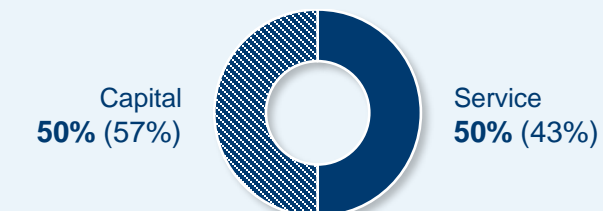
## REVENUE BY REGION

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



## REVENUE SPLIT: CAPITAL / SERVICE

Q1-Q3 2024 VS. Q1-Q3 2023 (%)





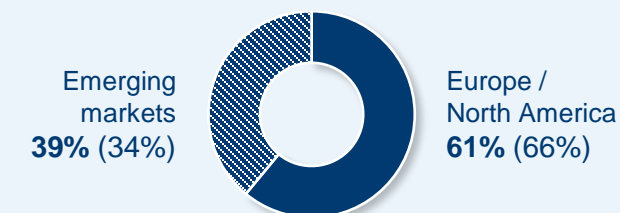


|   | UNIT | Q3<br>2024 | Q3<br>2023 | +/-  | Q1-Q3<br>2024 | Q1-Q3<br>2023 | +/-  | 2023    |
|---|------|------------|------------|------|---------------|---------------|------|---------|
| Order intake  | MEUR | 634.1      | 441.3      | 44%  | 1,304.2       | 1,618.3       | -19% | 1,997.7 |
| Order backlog (as of end of period)                     | MEUR | 1,973.7    | 2,201.1    | -10% | 1,973.7       | 2,201.1       | -10% | 2,057.1 |
| Revenue   | MEUR | 456.2      | 456.0      | 0%   | 1,350.2       | 1,348.2       | 0%   | 1,839.6 |
| EBITDA  | MEUR | 32.4       | 29.4       | 10%  | 94.0          | 89.8          | 5%   | 127.4   |
| EBITDA margin   | %    | 7.1        | 6.4        | -    | 7.0           | 6.7           | -    | 6.9     |
| EBITA   | MEUR | 25.9       | 20.7       | 25%  | 66.0          | 63.1          | 5%   | 91.4    |
| EBITA margin  | %    | 5.7        | 4.5        | -    | 4.9           | 4.7           | -    | 5.0     |
| Comparable EBITA  | MEUR | 29.9       | 20.4       | 47%  | 77.0          | 63.7          | 21%  | 93.3    |
| Comparable EBITA margin                                 | %    | 6.6        | 4.5        | -    | 5.7           | 4.7           | -    | 5.1     |
| Employees (as of end of period;<br>without apprentices) | -    | 6,064      | 6,208      | -2%  | 6,064         | 6,208         | -2%  | 6,199   |

- **Order intake:** Favorable Q3 development of Capital OI mainly driven by mid-sized orders in Asia and Europe in Metals Processing, while Metals Forming slightly decreased; decrease in OI YTD due to the continued absence of large capital orders, while Service OI remained stable
- **Revenue:** Stable revenue generation q/q and YTD
- **EBITA & profitability:** Improved operating performance in both Metals Processing and Metals Forming (Schuler); reported EBITA margin YTD stable despite restructuring costs

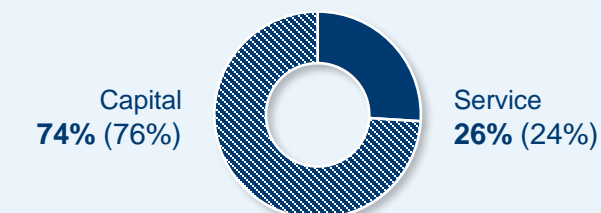
## REVENUE BY REGION

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



## REVENUE SPLIT: CAPITAL / SERVICE

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



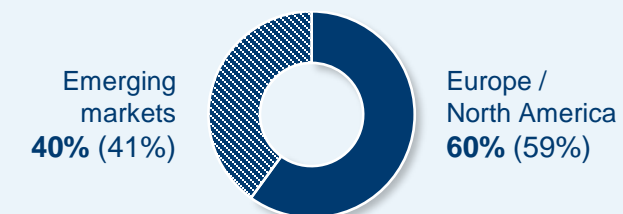


|   | UNIT | Q3<br>2024 | Q3<br>2023 | +/- | Q1-Q3<br>2024 | Q1-Q3<br>2023 | +/-  | 2023    |
|---|------|------------|------------|-----|---------------|---------------|------|---------|
| Order intake  | MEUR | 447.2      | 323.8      | 38% | 1,228.9       | 1,410.4       | -13% | 2,020.9 |
| Order backlog (as of end of period)                     | MEUR | 3,466.8    | 3,288.5    | 5%  | 3,466.8       | 3,288.5       | 5%   | 3,398.8 |
| Revenue   | MEUR | 368.8      | 362.9      | 2%  | 1,032.5       | 1,073.4       | -4%  | 1,521.7 |
| EBITDA  | MEUR | 24.8       | 24.3       | 2%  | 77.0          | 73.0          | 5%   | 113.9   |
| EBITDA margin   | %    | 6.7        | 6.7        | -   | 7.5           | 6.8           | -    | 7.5     |
| EBITA   | MEUR | 18.3       | 17.9       | 2%  | 58.1          | 53.2          | 9%   | 88.1    |
| EBITA margin  | %    | 5.0        | 4.9        | -   | 5.6           | 5.0           | -    | 5.8     |
| Comparable EBITA  | MEUR | 19.1       | 18.1       | 6%  | 54.7          | 53.7          | 2%   | 95.1    |
| Comparable EBITA margin                                 | %    | 5.2        | 5.0        | -   | 5.3           | 5.0           | -    | 6.2     |
| Employees (as of end of period;<br>without apprentices) | -    | 6,038      | 5,930      | 2%  | 6,038         | 5,930         | 2%   | 5,782   |

- **Order intake:** Capital OI significantly up in Q3 due to several mid-sized orders to supply electromechanical equipment; Service OI continued to grow YTD
- **Revenue:** Decrease in revenue mainly due to a temporarily lower project-related revenue generation
- **EBITA & profitability:** Slightly improved profitability due to the continuous phase out of legacy projects from backlog

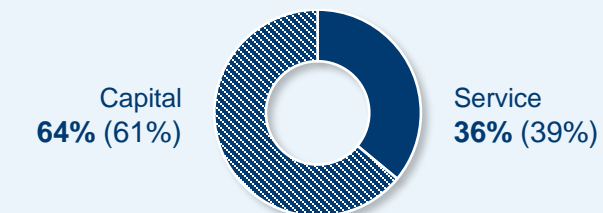
## REVENUE BY REGION

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



## REVENUE SPLIT: CAPITAL / SERVICE

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



# ENVIRONMENT & ENERGY

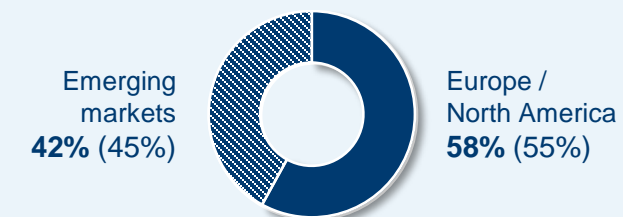


|   | UNIT | Q3<br>2024 | Q3<br>2023 | +/-  | Q1-Q3<br>2024 | Q1-Q3<br>2023 | +/- | 2023    |
|---|------|------------|------------|------|---------------|---------------|-----|---------|
| Order intake  | MEUR | 338.9      | 440.0      | -23% | 1,247.2       | 1,099.9       | 13% | 1,497.3 |
| Order backlog (as of end of period)                     | MEUR | 1,461.6    | 1,247.7    | 17%  | 1,461.6       | 1,247.7       | 17% | 1,280.9 |
| Revenue   | MEUR | 349.2      | 319.0      | 9%   | 1,040.1       | 916.1         | 14% | 1,311.3 |
| EBITDA  | MEUR | 45.5       | 44.8       | 2%   | 134.1         | 123.3         | 9%  | 174.2   |
| EBITDA margin   | %    | 13.0       | 14.0       | -    | 12.9          | 13.5          | -   | 13.3    |
| EBITA   | MEUR | 38.0       | 38.7       | -2%  | 114.2         | 105.4         | 8%  | 149.9   |
| EBITA margin  | %    | 10.9       | 12.1       | -    | 11.0          | 11.5          | -   | 11.4    |
| Comparable EBITA  | MEUR | 38.2       | 38.6       | -1%  | 110.4         | 105.4         | 5%  | 150.0   |
| Comparable EBITA margin                                 | %    | 10.9       | 12.1       | -    | 10.6          | 11.5          | -   | 11.4    |
| Employees (as of end of period;<br>without apprentices) | -    | 4,744      | 4,300      | 10%  | 4,744         | 4,300         | 10% | 4,426   |

- **Order intake:** Capital OI decreased in Q3 2024 due to winning a major green hydrogen order in Q3 2023 (Salzgitter); strong YTD growth in all applications
- **Revenue:** Revenue significantly increased driven by the scheduled execution of the high order backlog accumulated over the previous reporting periods
- **EBITA & profitability:** Profitability maintained at high levels, cost for build up of new businesses led to a slight decrease of margins

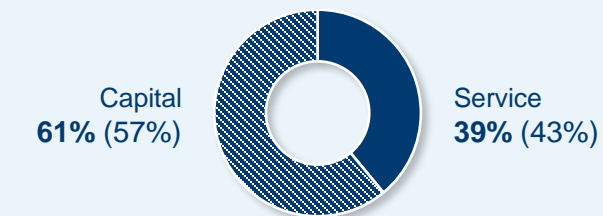
## REVENUE BY REGION

Q1-Q3 2024 VS. Q1-Q3 2023 (%)



## REVENUE SPLIT: CAPITAL / SERVICE

Q1-Q3 2024 VS. Q1-Q3 2023 (%)





# 04

## OUTLOOK 2024 & GROUP TARGETS 2024-2026

# OUTLOOK 2024



## Revenue guidance slightly adjusted

### Market development

Project activity is picking up but no quick recovery in markets expected

Growing demand for green technologies

Growth in Service business

Large existing order backlog

### Revenue guidance 2024 slightly adjusted

Slightly decreasing revenue (stable previously)

Stable profitability / EBITA margin (stable previously)



# GROUP TARGETS 2024-2026



- Revenue growth to >10bn revenues
- EBITA margin >9%
- Net income margin >6%
- Continue successful M&A strategy with focus on Service and digitalization
- Overachieve ESG targets

