ANDRITZ
Feed & Biofuel

ANDRITZ FEED & BIOFUEL

Capital Market Day 2010, Austria

Contents

- **Business profile and historic development of the business area**
- Growth strategy
- Market

▲ World's largest pelleting plant for straw for Drax Energy's power station, UK

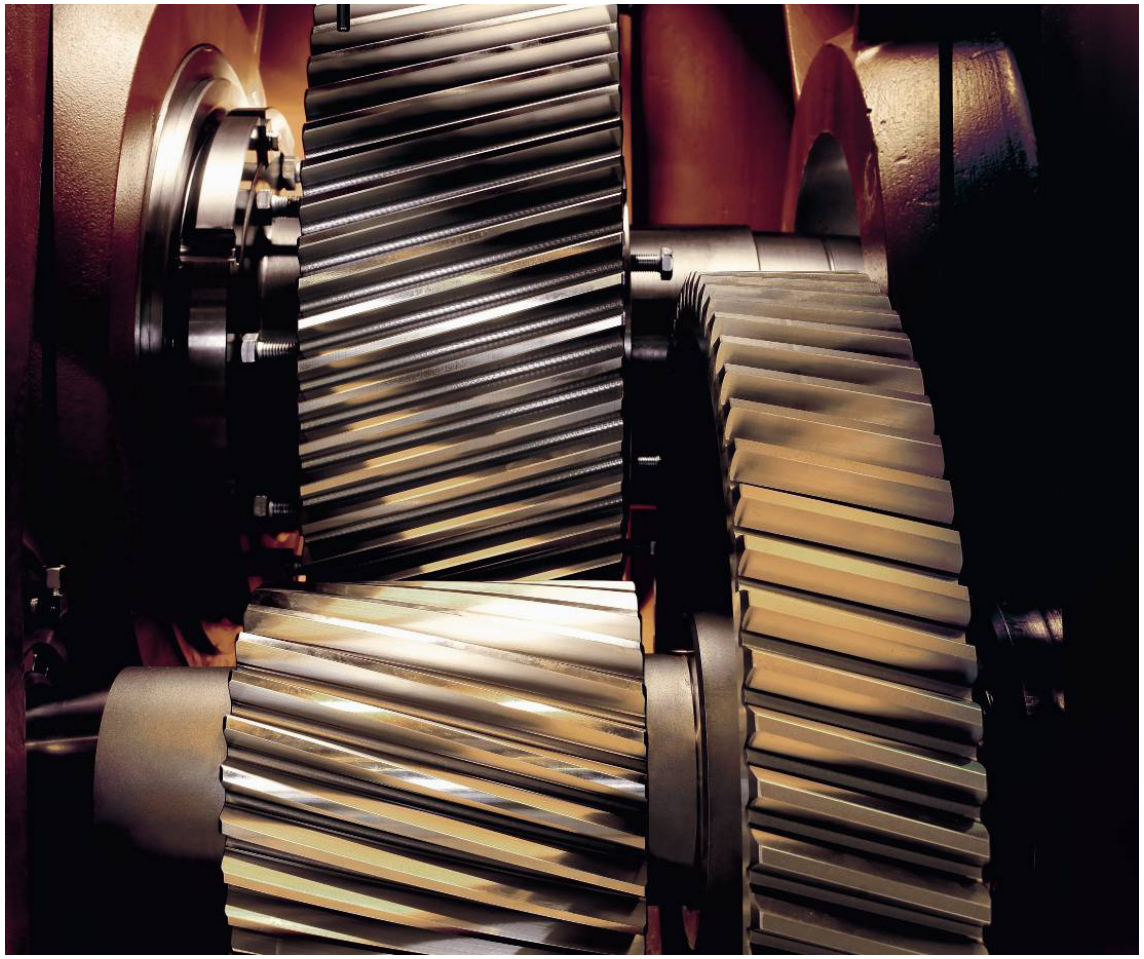
Business profile

Complete systems including overall plant design, automation, erection, and start-up, as well as service including upgrades, spare and wear parts for . . .

Conventional feed:
- Animal feed

Specialized feed:
- Aquatic feed
- Petfood

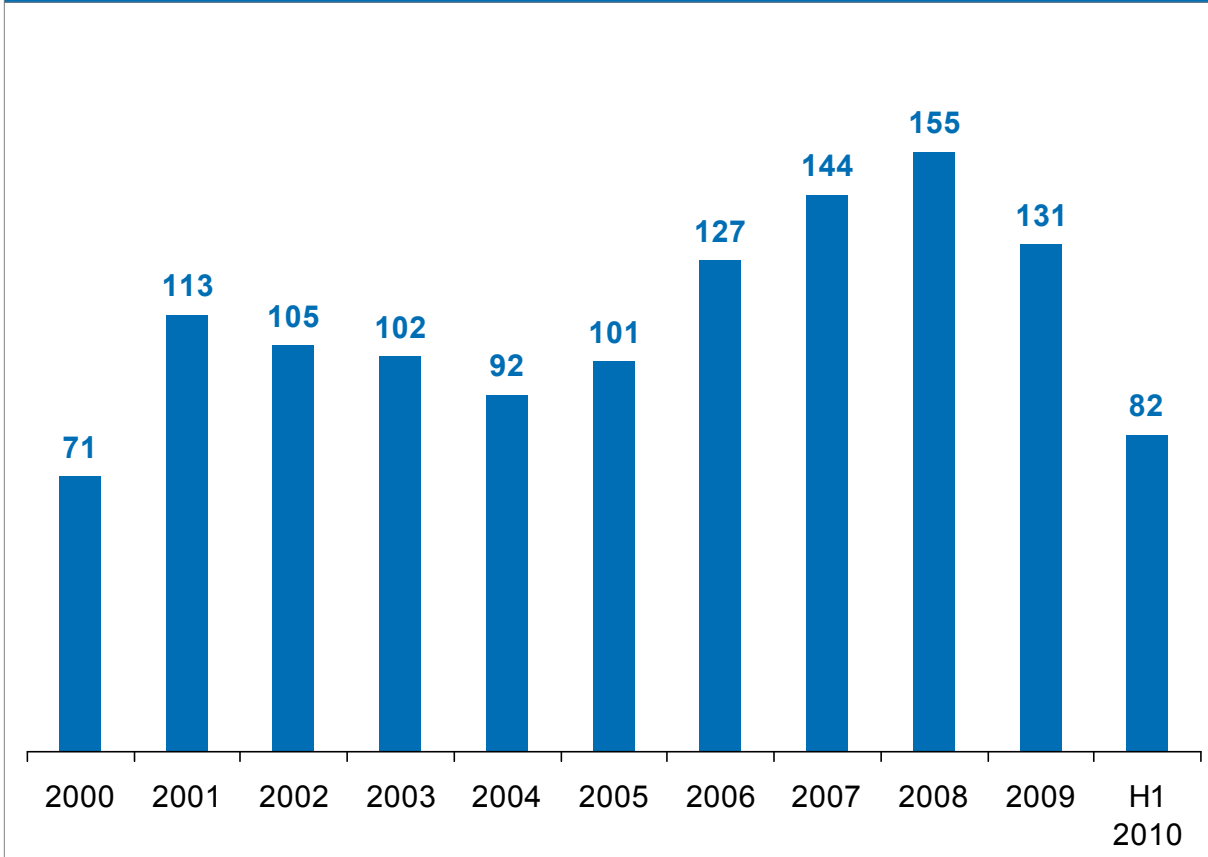
Biomass:
- Wood pelleting
- Agri pelleting
- Waste pelleting
- Ethanol



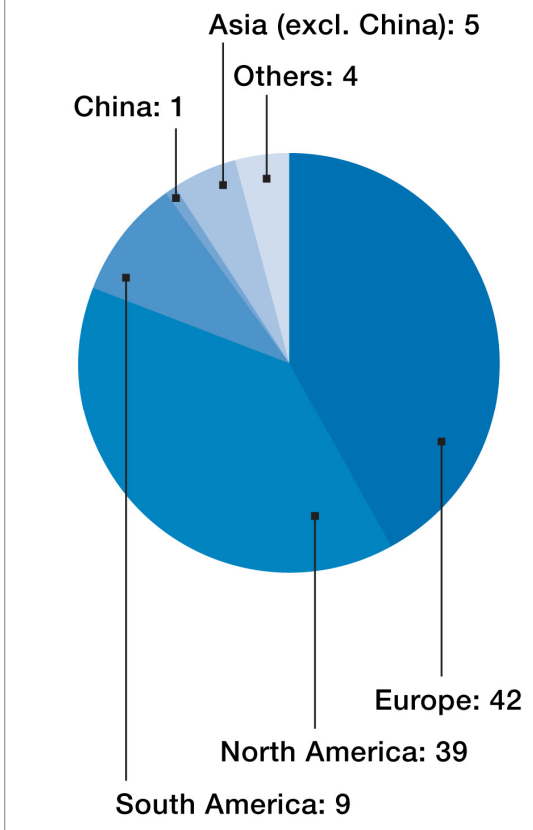
Long-term order intake development

CAGR 2000-2009: +7%

Order intake 2000-H1 2010 (MEUR)



Order intake 2009 by region (%)



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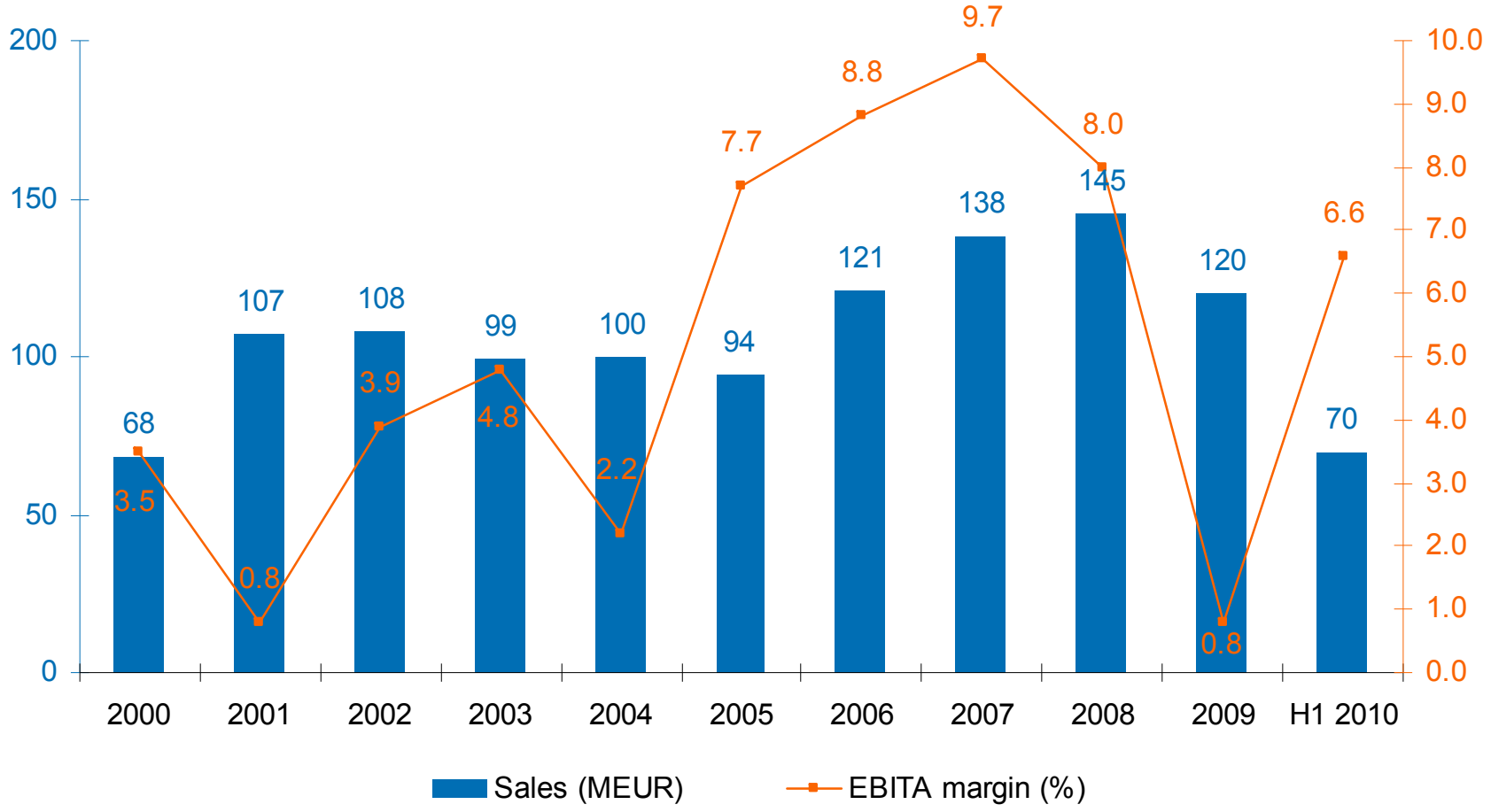
Long-term sales and earnings development

CAGR Sales 2000-2009: 7%



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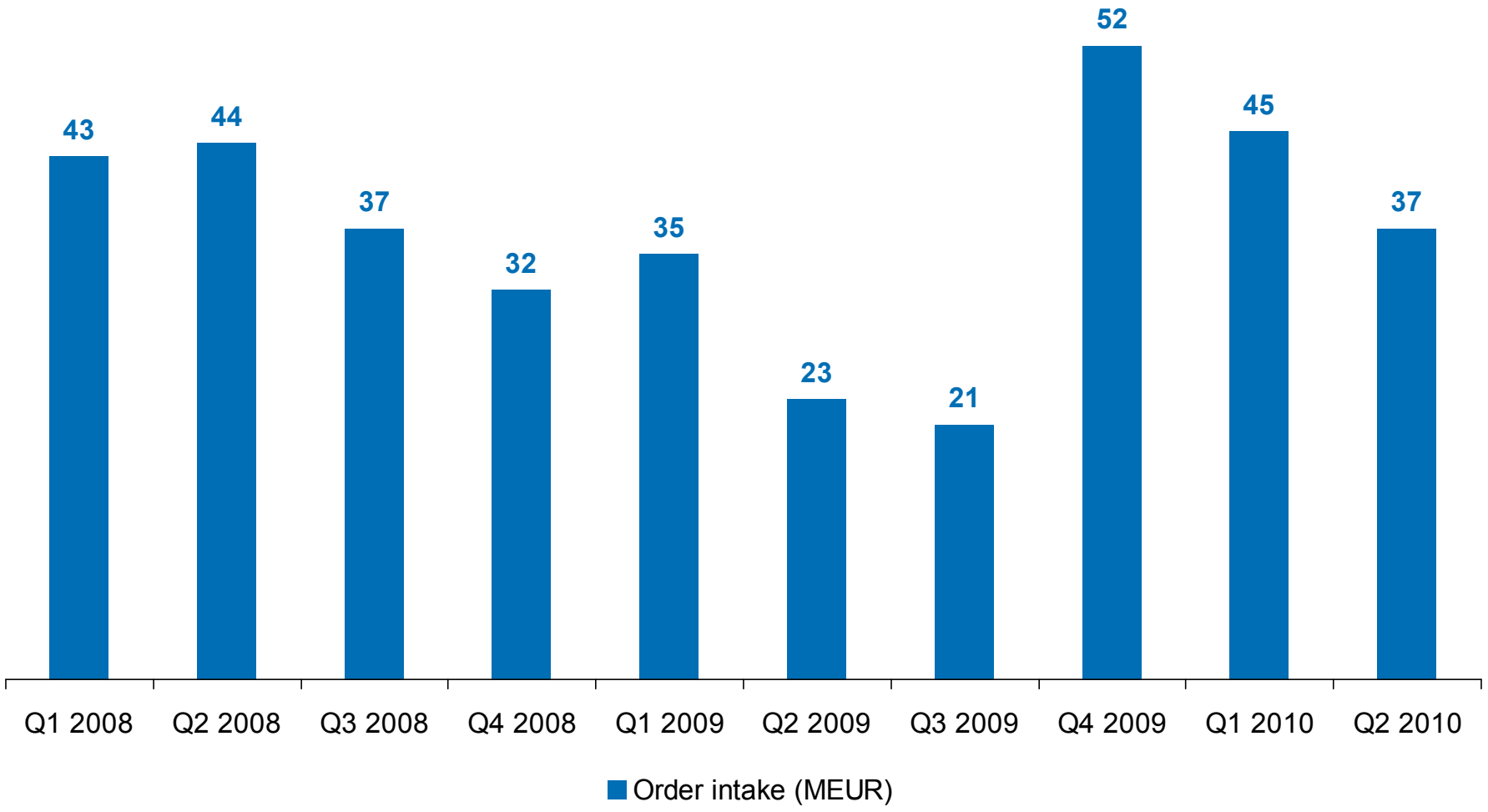
Development in face of the crisis

Solid development in biomass, feed negatively impacted



Major strategic achievements during last three years

- Further strengthening of market leadership position in **biofuel pelleting** with **world market share of more than 60%.**

- Development of a **unique full turnkey biomass pelleting concept** based on proprietary technologies:
  > from full roundwood logs to finished wood fuel pellets;
  > from straw bales to finished straw fuel pellets (erection of the world's largest straw pelleting test plant for Drax Power Ltd., UK).

- Receipt of orders to supply the **world's largest biofuel pelleting plants:**
  > The world's largest wood pelleting plant for Vyborgskaya, Russia (900,000 t/a).
  > The largest wood pelleting plant in North America for RWE Innogy, USA (750,000 t/a).
  > The largest wood pelleting plant in Europe for BioWood, Norway (450,000 t/a).

- Gained market share in the rapidly growing **aquafeed extrusion business segment** in **Asia** based on successful product adaptation and transfer of manufacturing to **China.**

- Leading supplier of **animal feed technology** to the fast growing feed markets of **Latin Americas.**

Important references

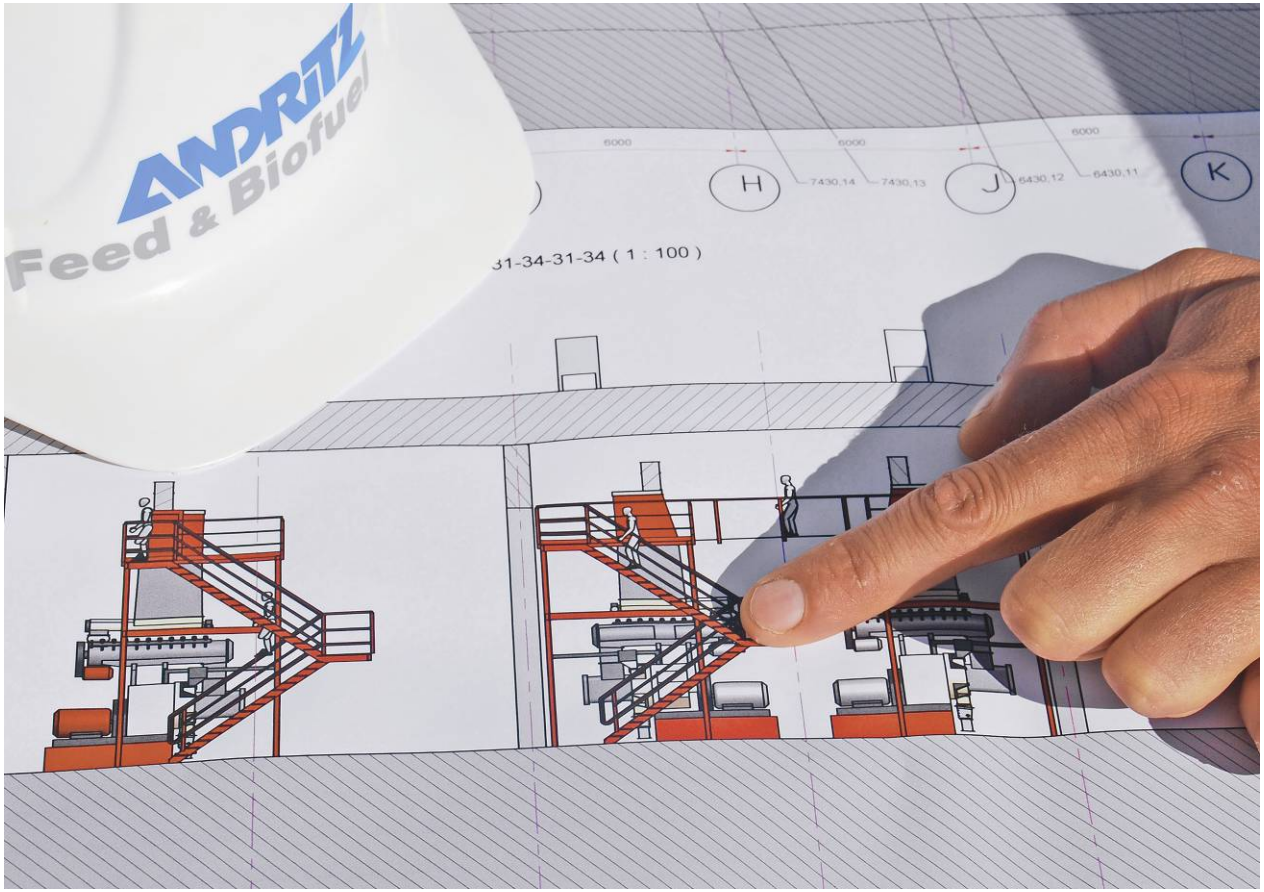
RWE Innogy: North America's largest wood pelleting plant

Customer:
RWE Innogy, the renewable energies subsidiary of the RWE Group.

Project:
Greenfield wood pelleting plant in Waycross, Georgia, USA, with a capacity of 750,000 t/a.

Scope of supply:
Woodyard with debarking and chipping lines, chip handling system with thickness screening and over-thick chips management, hammer and pellet mills.

Start-up:
Q1 2011



▲ Construction plan of a wood pelleting plant

Important references

Vyborgskaya, Russia: world's largest wood pelleting plant

Customer:
Vyborgskaya Cellulose (pulp and paper producer).

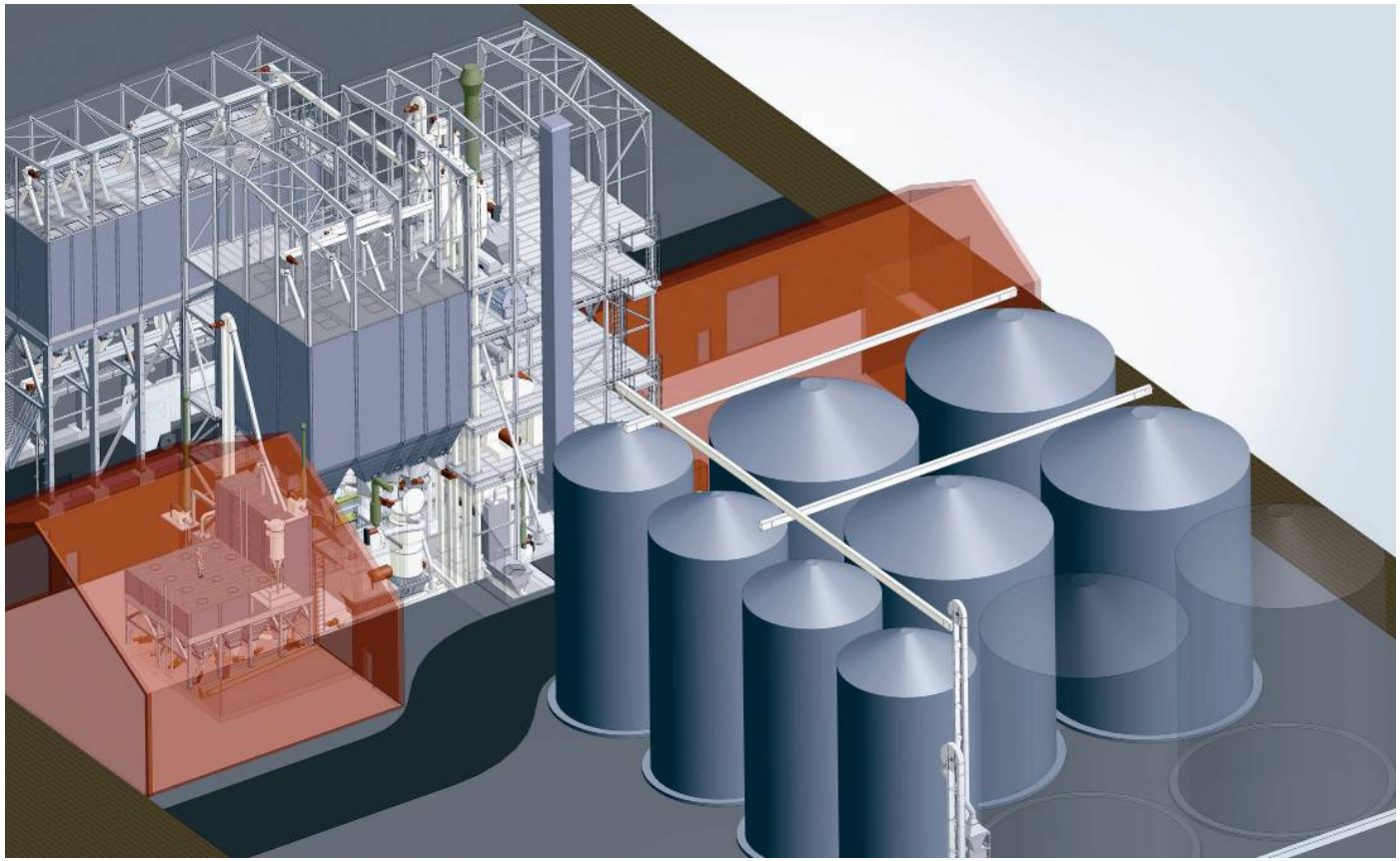
Project:
Greenfield wood pelleting plant in Vyborg, Russia, with a capacity of 900,000 t/a.

Scope of supply:
Debarking and chipping lines, chip handling system with screening, belt dryers, hammer and pellet mills.

Start-up:
H2 2011

Major orders 2009/2010

- Biowood, Norway:
  Wood pelleting plant (largest in Europe).
- Lifland, Iceland:
  Processing line for animal feed.



▲ Processing line for animal feed for Lifland, Iceland

Research & development

New and more efficient biofuels, more capacity

- Bigger plants:
  > Major upscaling of equipment as we go from 100,000 to 1,000,000 t/a capacity plants.
  > Increasing capacity of extruders for the pet food and aquatic feed segments.
- New biofuels: Straw, energy crops, and other biofuels → each bringing new challenges from a process standpoint.
- Process optimization: Demand for better end-quality of products to reach even better burning performance in power boilers.
- More efficient biofuels: Improving competitiveness of biofuels (e.g. torrefaction).
- Cost reduction through value engineering and low cost country sourcing.

▲ Focus on increasing the value of biomass fuels

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- Business profile and historic development of the business area
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▲ Conditioner for animal feed production plant

Growth strategy

Feed

- Enhance **price competitiveness** as well as **project supply chain** by further increasing **low cost engineering and manufacturing.**
- Increase **turn-key competence** for feed mill plants, especially for high-end markets.
- Increase market presence in **Asia, incl. China,** and in **South America.**
- Gain market share by product modifications to better meet **local demand** and by using local supply chain.

Biofuel

- Bigger plants by **upscaling equipment.**
- Increased turnkey competence including **competitive auxiliary equipment.**

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▲ Extruder for cereal feed production

Expectations for next 12 months and main market drivers

Good development for wood/biomass equipment expected

Expectations for next twelve months

- Project activity in the animal feed sector expected to improve further, mainly in South America, Eastern Europe and Asia.
- Increasing demand for biomass pelleting projects. Highest growth for biomass pelletizing in the Americas and Eastern Europe; both wood and straw pelletizing is expected to continue to grow with double-digit numbers.

Main market drivers

- Animal feed:
  > Growing global population.
  > Increased meat consumption due to increased buying power in developing countries.
- Aquatic feed:
  > Increasing fish consumption in emerging regions.
  > Wild catch limitations: ~100 mill. t/a stagnation.
  > Enhanced farm processing and transportation enabling cost efficient global supplies.
- Biomass:
  > Kyoto agreement; growing usage of CO_2 neutral fuels.
  > Increasing prices of oil/gas.
  > Increasing political support for environmental issues.

Disclaimer

Certain statements contained in this presentation constitute 'forward-looking statements.' These statements, which contain the words 'believe', 'intend', 'expect' and words of similar meaning, reflect management's beliefs and expectations and are subject to risks and uncertainties that may cause actual results to differ materially.

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According to IFRS.