



ANDRITZ METALS

COMPANY PRESENTATION

NEFTENBACH

ANDRITZ SOUTEC AG, 2020

ANDRITZ

ENGINEERED SUCCESS

A WORLD MARKET LEADER WITH FOUR BUSINESS AREAS



PULP & PAPER



% order intake*

PRODUCT OFFERING

Equipment for production of all types of pulp, paper, tissue, and board; energy boilers

* Share of total Group order intake 2019

METALS



% order intake*

PRODUCT OFFERING

Presses/press lines for metal forming (Schuler); systems for production of stainless steel, carbon steel, and non-ferrous metal strip; industrial furnace plants

HYDRO



% order intake*

PRODUCT OFFERING

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

SEPARATION



% order intake*

PRODUCT OFFERING

Equipment for solid/liquid separation for municipalities and various industries; equipment for production of animal feed and biomass pellets

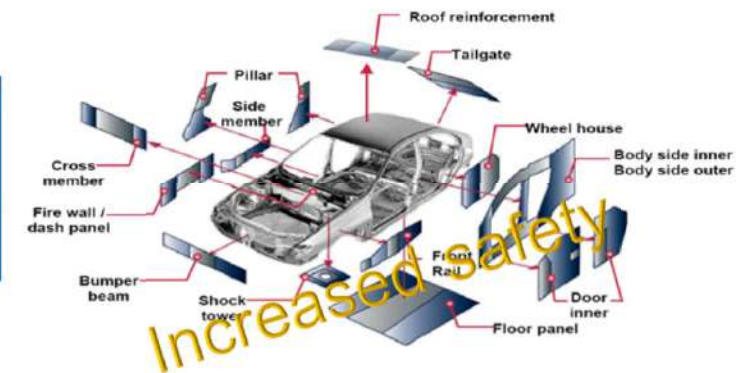
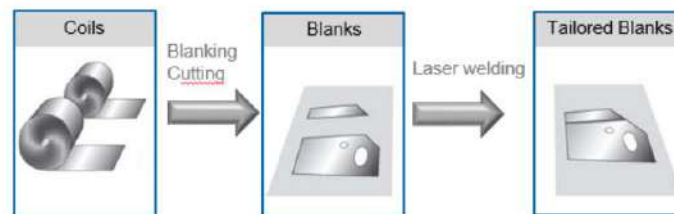
ANDRITZ SOUTEC AG



Company introduction

- Founded in 1953 by Soudronic AG
- Taken over by ANDRITZ GROUP in 2012
- 140 employees in 3 locations (CH, USA, CN)

Soutec is the leading company for ambitious laser welding applications for flat and round products since 25 years!



SOURCING



SUCCESS STORY

- Target to increase volume in BCC by 20% until 2023
- 1st visits to Latvian suppliers in 2019
- We successfully manufactured and installed automation modules in overseas for 7 projects in 2020

OUR EXPERIENCE

- Evaluate potential supplier on site
- Agree on expectations before placing an order
- Support local supplier with your knowledge



SOURCING



COVID19 - CHALLENGES

- Travel restriction introduced by Governments
- Limitation in the evaluation and the establishment of new suppliers
- On-site support for new suppliers
- Factory acceptance of manufactured items



This makes it all the more important to work with reliable suppliers during COVID19!

Thank you for listening

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