

Competence in Aluminium

## Presentation Q1-Q3/2012

**November 6, 2012** 













#### **Disclaimer**

#### Cautionary statements

- The forecasts, plans and forward-looking assessments and statements contained in this presentation are based on the information currently available to us. Should the assumptions on which the forecasts have been based fail to occur, the targets not be met or risks materialize, then the actual results may deviate from the results currently anticipated. We undertake no obligation to update publicly any such forecasts in light of new information or future events.
- We have exercised the utmost diligence in preparing this presentation and have checked the data contained therein. However, rounding, transmission and printing errors cannot be ruled out. This presentation is also available in German. In case of doubt, the German version prevails.





## **Earnings development**

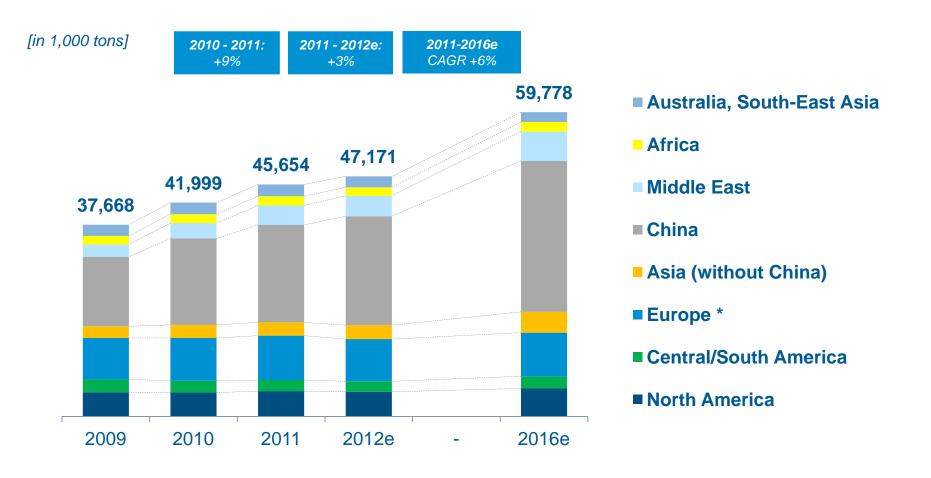
### **Highlights**

- 1 Very favorable earnings development despite high volatility
  - Reporting period marked by high capacity utilization and sound order situation
  - Compared to prior year, average aluminium price down 487 USD/t in Q3
  - EBITDA at 110 mEUR above high level of 2010 but below record year of 2011
  - EBITDA in the Rolling Division above the record level of 2011
  - Net income after taxes 58 mEUR; earnings per share 1.64 EUR
- 2 Large-scale investment on schedule
  - Orders covering about two thirds of project volume already placed
- 3 Outlook
  - Expectations for 2012: EBITDA between 128 mEUR and 133 mEUR
  - Challenging market environment for 2013



## **Production of primary aluminium**

#### **CRU** analysis of October 2012 confirms medium-term growth



Source: CRU Aluminium Market Outlook, October 2012

\*) Western and Eastern Europe, Russia, Ukraine



## Solid growth for rolled products

#### CRU analysis of August 2012 confirms rise in consumption

[in 1,000 tons] 2010 - 2011: 2011 - 2012e: 2011 - 2016e: **CAGR** +6% +7% +4% 25,161 19,863 19,171 ■ North America 17,955 15,532 ■ China Asia (without China) **■ Western Europe** ■ Others \* 2009 2010 2011 2012e 2016e







## Rise in consumption for cast products

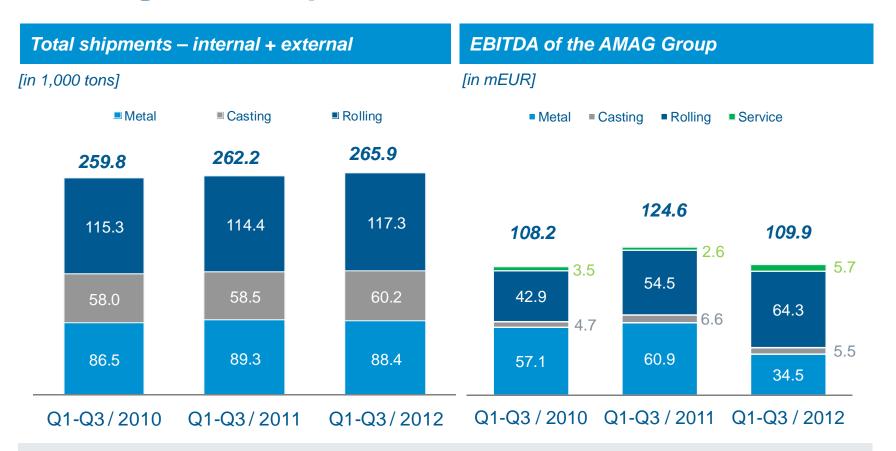
MBR analysis of Sept. 2012 for consumption by region



Source: Metall Bulletin Research, September 2012

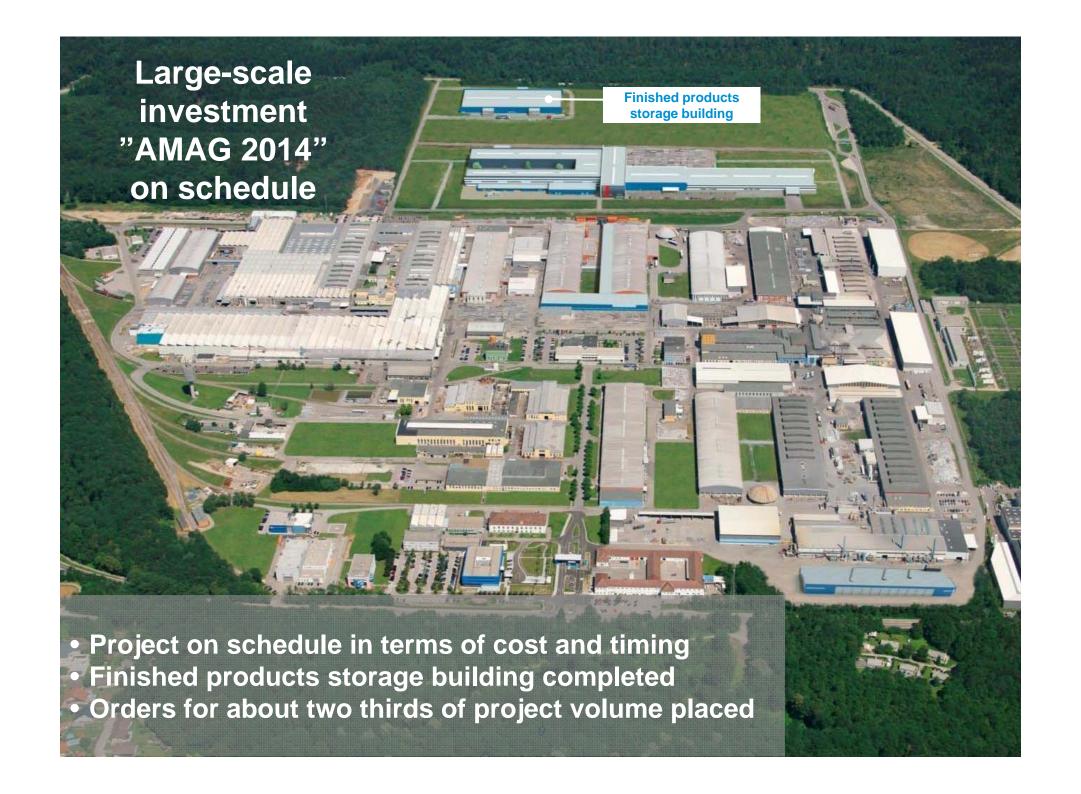


## Earnings development Q1 to Q3 2012



- Profitability at Ranshofen location up yet again
- Low aluminium price affects Metal Division





### "Organic Growth" is on the home stretch

#### **Goal: Increasing capacity and product quality**



1 Renewal of cut-to-length lines for greater cutting width and for improved cutting quality regarding flatness and shape tolerances



2 Expansion of casthouse capacity by 30,000 t to keep rolling mill supplied with rolling slabs while maintaining high scrap rate



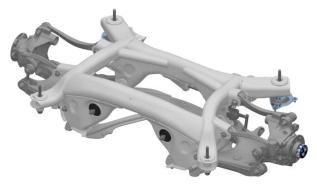
3 Expansion of Recycling Center Ranshofen for scrap pre-treatment and increased use of contaminated scrap



### Innovative product application in automotive sector

#### BMW rear axle with weld-on parts made of AMAG material



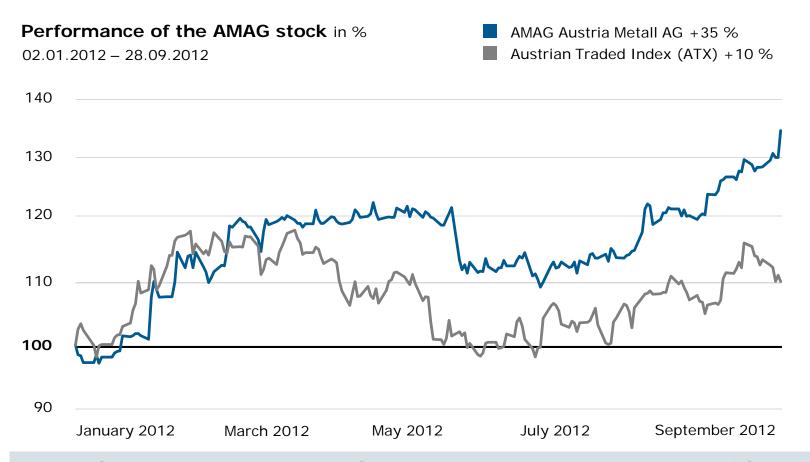


#### AMAG aluminium sheet in the BMW M5

- First application of heat-treatable aluminium sheets in the BMW M5 chassis (front and rear axle)
- Complete production chain at the Ranshofen location ensures top-level product quality
- Good formability and strength increase through heat treatment



## **Inclusion of AMAG stock in leading index ATX**



- AMAG share included in Vienna Stock Exchange leading index ATX as of Sep. 24
- Analyst coverage broadened to 6 brokers
- 2 brokers (JP Morgan und BNP Paribas) list AMAG as top pick in aluminium sector





## **Financials**

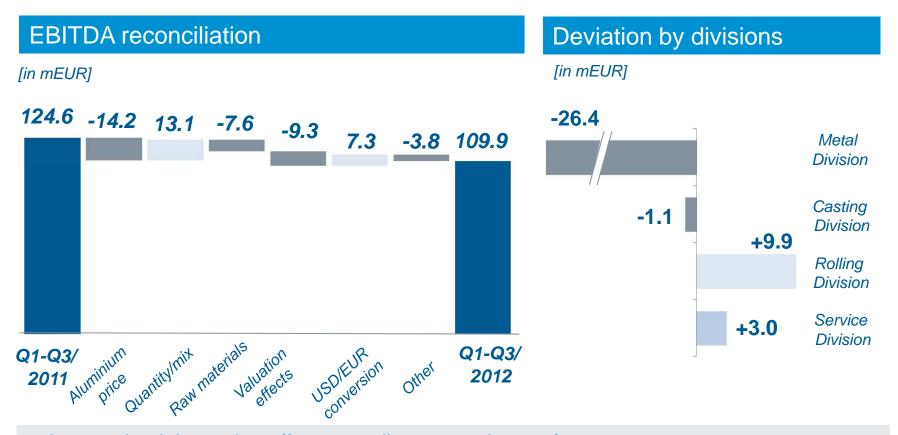
## **AMAG Group - Key figures (1/2)**

	Q3 2012	Q3 2011	+/-	Q1-Q3 2012	Q1-Q3 2011	+/-
External shipment volumes [in 1,000 tons]	81.9	81.8	0%	255.2	246.6	3%
Sales [in mEUR]	204.7	198.4	3%	634.6	627.6	1%
EBITDA [in mEUR]	37.8	42.7	-11%	109.9	124.6	-12%
EBIT [in mEUR]	24.9	31.2	-20%	72.3	90.7	-20%
Net income after taxes [in mEUR]	18.4	27.9	-34%	57.8	75.9	-24%
Earnings per share [in EUR]	0.52	0.79	-34%	1.64	2.15	-24%

- Quarterly comparison marked by stable shipment volumes
- Production at full capacity utilization due to sound order situation
- Sales slightly above the prior year's level
- EBIT decline partly due to higher depreciation/amortization levels owing to investment step-up
- Change in profitability mostly due to lower av. aluminium price



## Earnings reconciliation for nine-month-periods



- Lower aluminium price affects excellent operating performance
- Valuation effects result mainly from changes in the fair value of options due to volatile aluminium price
- Other income includes non-recurring effects in the amount of 5.7 mEUR



## AMAG Group - Key figures (2/2)

	Q3 2012	Q3 2011	+/-	Q1-Q3 2012	Q1-Q3 2011	+/-
Cash flow from operating activities [in mEUR]	45.3	21.5	111%	112.3	77.3	45%
Cash flow from investing activities [in mEUR]	-18.9	-12.9	47%	-57.8	-29.6	95%
Employees <sup>2)</sup>	1,517	1,441	5%	1,486	1,428	4%

	Sep. 30, 2012	Dec. 31, 2011	+/-
Liquid funds [in mEUR]	108.1	60.6	+78%
Net financial debt <sup>1)</sup> [in mEUR]	12.8	13.0	-2%
Gearing ratio [in %]	2.4%	2.4%	-
Equity ratio [in %]	60%	62%	-

- Investment growth primarily aimed at improved quality and increased capacity at the Ranshofen location
- Higher liquidity at lower net financial debt
- High equity ratio of 60%

<sup>&</sup>lt;sup>2)</sup> Full time equivalent (FTE) including leasing personnel, without apprentices. This number includes the percentage employee figure out of the 20% participation in smelter Alouette (average).



Strong increase in cash flow from operating activities resulting in particular from change in working capital

<sup>1)</sup> Balance of financial liabilities less liquid funds plus financial receivables

# Decline in aluminium price reduces profit contribution

	Q3 2012	Q3 2011	+/-	Q1-Q3 / 2012	Q1-Q3 / 2011	+/-
Shipment volumes [in tons]	27,214	32,409	-16%	88,380	89,251	-1%
Sales [in mEUR]	136.9	145.2	-6%	439.6	446.4	-2%
EBITDA [in mEUR]	12.3	26.4	-53%	34.5	60.9	-43%
EBITDA margin [in %]	9.0%	18.2%	-	7.8%	13.6%	-
Employees 1)	205	204	0%	205	204	0%

<sup>&</sup>lt;sup>1)</sup> Full time equivalent (FTE) including leasing personnel, without apprentices. This number includes the percentage employee figure out of the 20% participation in smelter Alouette (average).

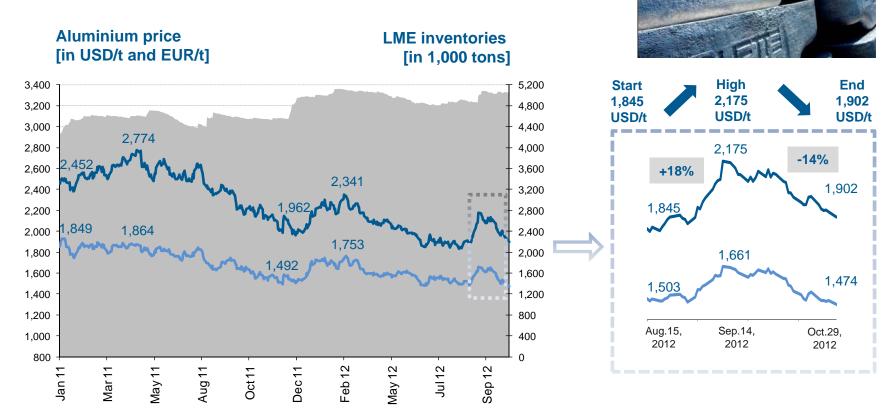




- Shipment volumes in Q3 2012 down 16% yoy mainly due to reduction in delivered quantity on account of reporting date
- Sales slightly below prior year's level due to shipment volumes and lower av. aluminium price
- Contribution to EBITDA going down mainly due to av. aluminium price falling 20%



#### Volatile price environment on the LME

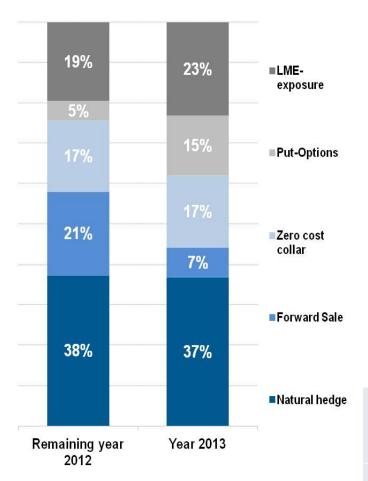


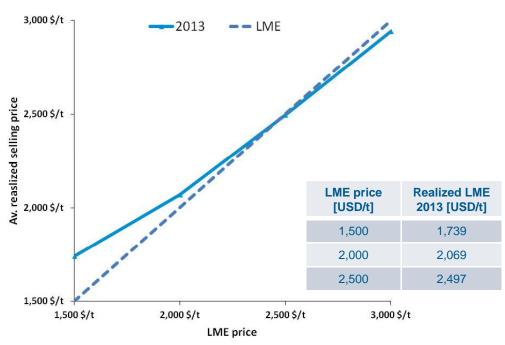
- High short-term fluctuations in aluminium price in Q3 2012 and in first few weeks of Q4 2012
- Comparatively low aluminium price in 2nd half of 2012



AMAG hedging structure for 2012 and 2013 to be rated positive against backdrop of high volatility





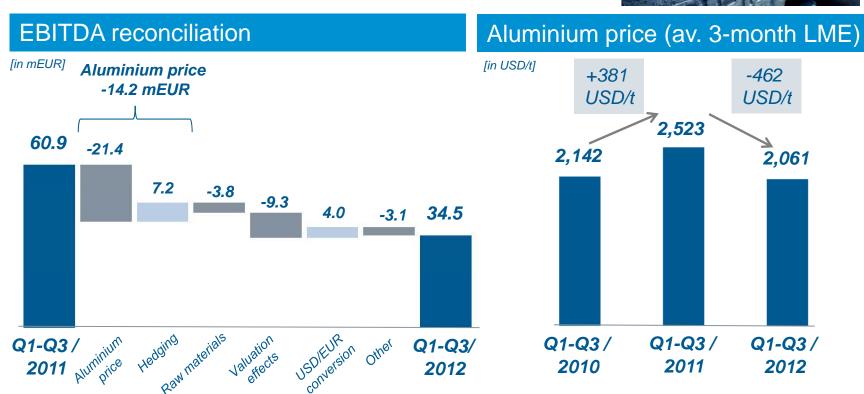


- Hedging strategy largely unchanged
- AMAG benefits in case of rising aluminium prices with simultaneous downside protection



#### **Earnings reconciliation for nine-month-periods**





- Lower av. aluminium price marks EBITDA development
- Other income includes non-recurring effect in the amount of 3.6 mEUR



## **Casting Division**

#### **Earnings on satisfactory level**

	Q3 2012	Q3 2011	+/-	Q1-Q3 2012	Q1-Q3 2011	+/-
Shipment volumes [in tons]	19,719	19,651	0%	60,245	58,542	3%
Sales [in mEUR]	29.8	32.0	-7%	94.5	100.4	-6%
EBITDA [in mEUR]	1.3	1.9	-32%	5.5	6.6	-17%
EBITDA margin [in %]	4.3%	5.9%	-	5.8%	6.6%	-
Employees 1)	123	116	6%	120	115	4%

#### **EBITDA** [in mEUR]



- Shipment volumes increased despite difficult market environment
- Sales influenced by lower aluminium price, higher shipment volumes not able to fully offset that development
- Capacity utilization rates remain satisfactory in spite of slowed-down demand;
   margin pressure caused by competitors from Southern Europe partly absorbed



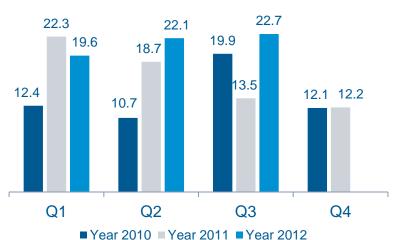
<sup>&</sup>lt;sup>1)</sup> Full time equivalent (FTE) including leasing personnel, without apprentices. (Average)

## **Rolling Division**

#### Earnings surpass prior year's record level

	Q3 2012	Q3 2011	+/-	Q1-Q3 2012	Q1-Q3 2011	+/-
Shipment volumes [in tons]	38,999	34,622	13%	117,251	114,409	2%
Sales [in mEUR]	143.4	129.0	11%	436.1	426.4	2%
EBITDA [in mEUR]	22.7	13.5	68%	64.3	54.5	18%
EBITDA margin [in %]	15.8%	10.4%	-	14.8%	12.8%	-
Employees 1)	1,069	1,009	6%	1,045	996	5%





- 1) Full time equivalent (FTE) including leasing personnel, without apprentices. (Average)
- High demand mainly from the aircraft, automotive and packaging sectors leads to 13% increase in shipment volumes in Q3 2012
- Sales up from prior year's level due to higher shipment volumes
- Rolling Division's EBITDA up 18%, to 64.3 mEUR
- Increase in staff numbers for "AMAG 2014" initiated





## **Outlook**

## Outlook 2012 (1/2)

#### Developments on the global market

#### Macroeconomic environment

- Uncertainty due to sovereign debt crisis increases
- GDP forecasts lowered

#### **Primary aluminium**<sup>1)</sup>

- Global production 2012e: 47.2 million tons (3% increase over 2011)
- Global consumption 2012e: **46.7 million tons** (4% increase over 2011)

#### Downstream area<sup>2)</sup>

- Global rolled products consumption 2012e: **19.9 million tons** (3% increase over 2011 and/or CAGR 2011-2016 of 5.4%)
- Rolled products consumption (CAGR 2011-2016) in a break-down by industrial sectors:

Transport + 8%
 Electrical industry + 7%
 Consumer goods + 6%

<sup>2)</sup> Source: CRU Aluminium Flat Rolled Products Quarterly, August 2012



<sup>1)</sup> Source: CRU Aluminium Market Outlook, October 2012

## Outlook 2012 (2/2)

#### **AMAG Austria Metall AG**

- On the basis of the sound order situation in the Metal, Casting and Rolling Divisions we expect the utilization rate of the production plants to continue on a high level in the remaining three months of the fiscal year 2012.
- The price of aluminium being lower in comparison to the prior year puts a burden on the Metal Division, causing its profit contribution to go down markedly despite full capacity utilization.
- The Management Board expects EBITDA ranging between 128 mEUR and 133 mEUR for fiscal year 2012.
- 2013 is anticipated to be a challenging year on account of the uncertain market environment.

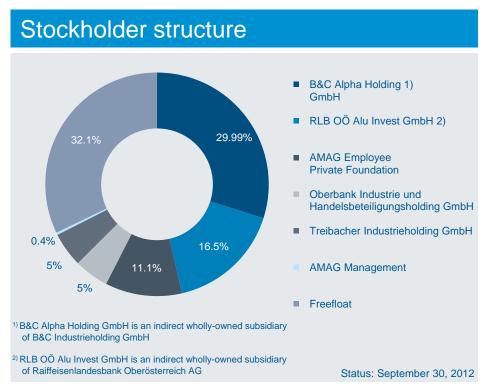




## **Other**

### Financial calendar and stockholder structure

#### Date and event Thursday Full year results 2012 February 28, 2013 Friday Press conference on the full year March 1, 2013 results Tuesday Annual General Meeting (AGM) April 16, 2013 Wednesday Ex-dividend and payment date April 24, 2013 Tuesday Report on Q1 May 7, 2013 Friday Report on H1 August 2, 2013 Tuesday Report on Q1 to Q3 November 5, 2013



Broker	BNP	Erste Group	Raiffeisen Centrobank	Berenberg Bank	Baader Bank	JP Morgan
Price target [in EUR]	25.0	24.4	23.0	22.5	23.0	26.0
Recommendation	Outperform	Accumulate	Buy	Buy	Buy	Overweight



**Competence in Aluminium**