

# Q1-Q3 2016 results

November 3, 2016

# Disclaimer

## Note

- AMAG compiled the forecasts, budgets and forward-looking assessments and statements contained in this presentation on the basis of information available to the Group at the time the report was prepared. In the event that the assumptions underlying these forecasts prove to be incorrect, targets are missed, or risks materialise, actual results may depart from those currently anticipated. We are not obliged to revise these forecasts in light of new information or future events.
- This presentation was prepared and the data contained in it verified with the greatest possible care. Nevertheless, misprints and rounding and transmission errors cannot be entirely ruled out. This presentation is also available in German. In cases of doubt, the German-language version shall be authoritative.



# Highlights, market, operating trends

# Highlights Q1-Q3/2016

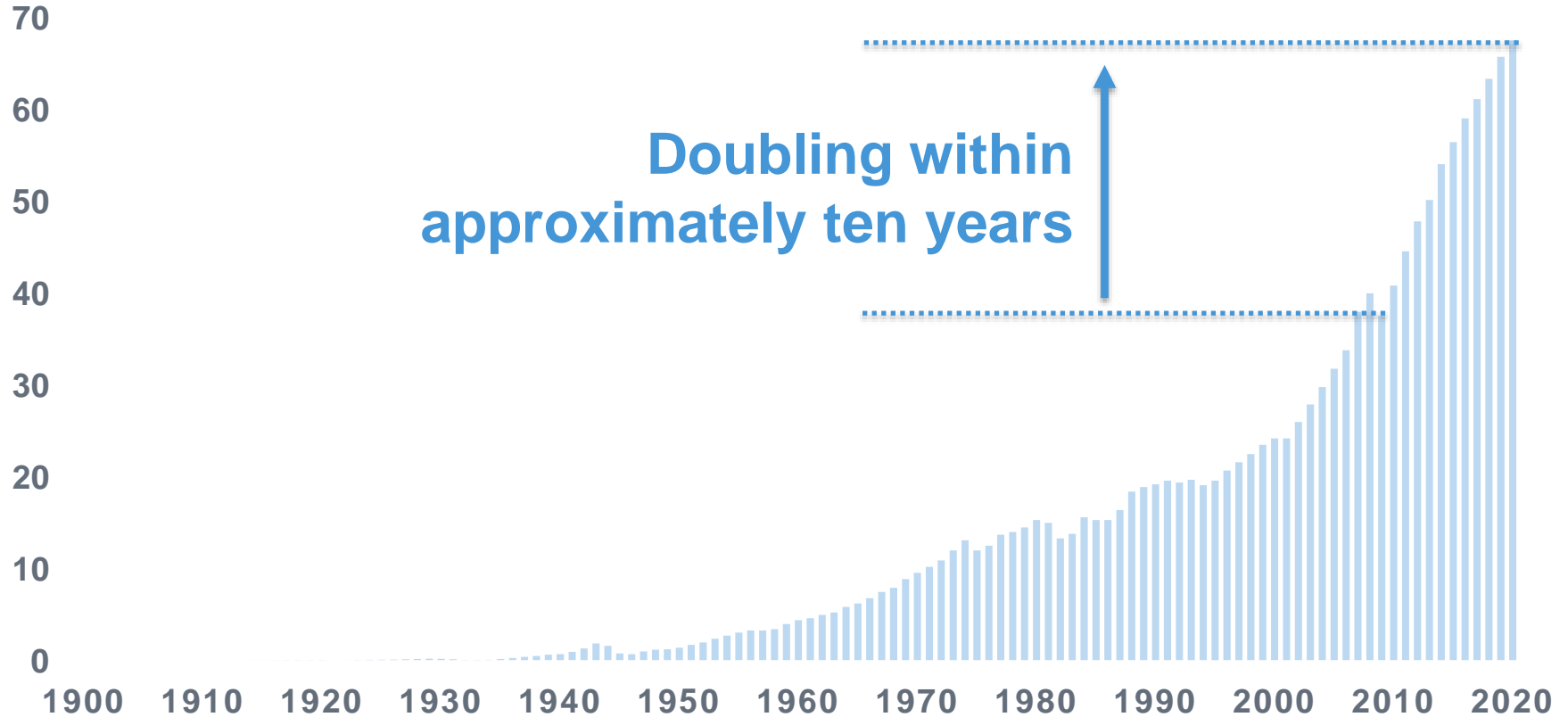
- **Significant growth in shipment volumes** supported by strategic growth course
- Alouette benefits from productivity enhancement and cost optimisation
- **Improvement in key results figures** compared with previous year
- **Further upgrade to 2016 earnings forecast**

## Key figures Q1-Q3/2016 (in comparison with Q1-Q3/2015\*)

<b>Shipments</b> (tonnes)	<b>309,000</b>	
<b>Revenue</b> (in EUR millions)	<b>687.1</b>	
<b>EBITDA</b> (in EUR millions)	<b>109.7</b>	
<b>Net income after taxes</b> (in EUR millions)	<b>38.5</b>	
<b>Employees</b>	<b>1,752</b>	

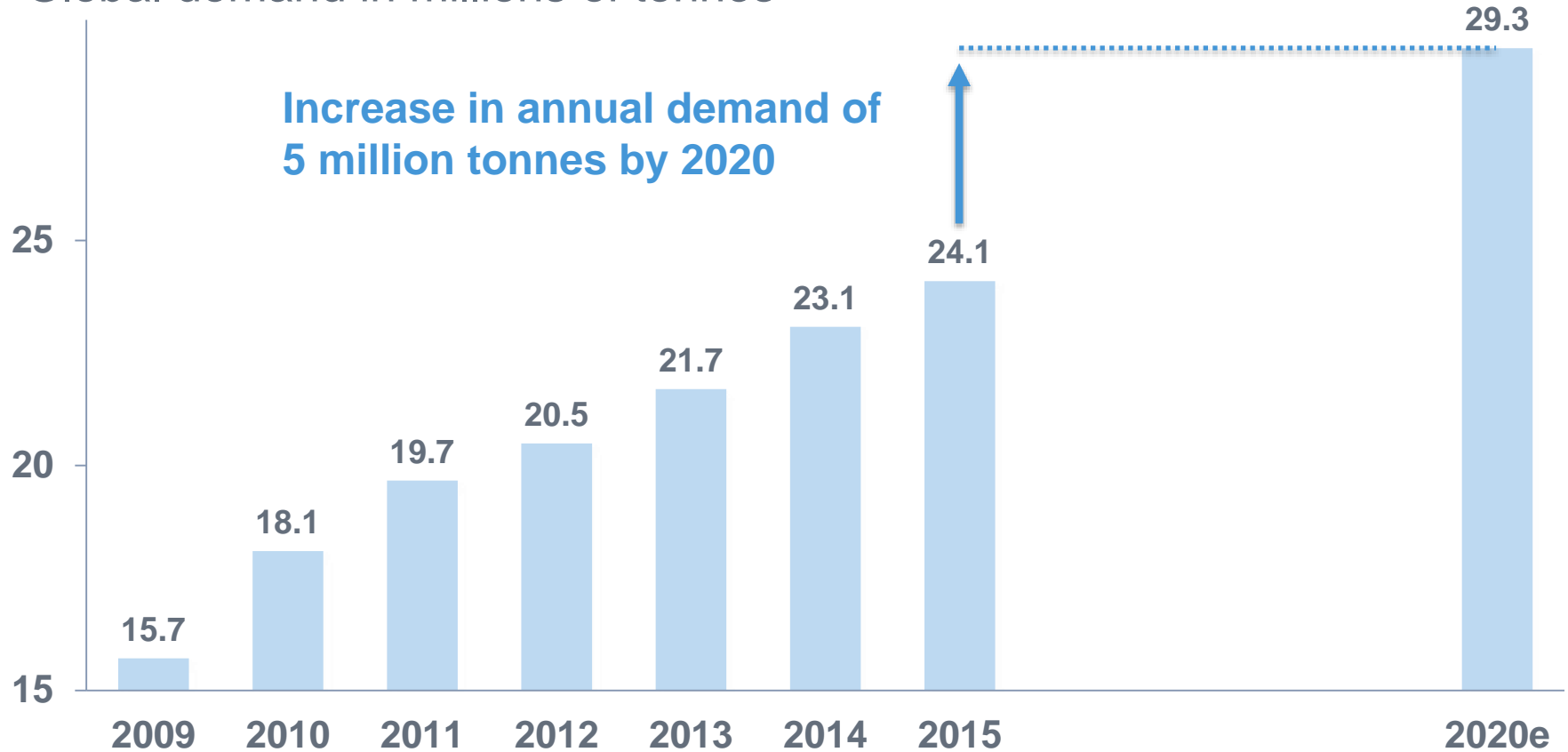
# Primary aluminium reports higher demand

Global demand in millions of tonnes



# Growth in aluminium rolled products

Global demand in millions of tonnes



# Rolled products: Rise in annual demand by 2020



Construction  
**+0.3 mt**  
(2020 vs. 2015)

Machinery  
**+0.3 mt**  
(2020 vs. 2015)



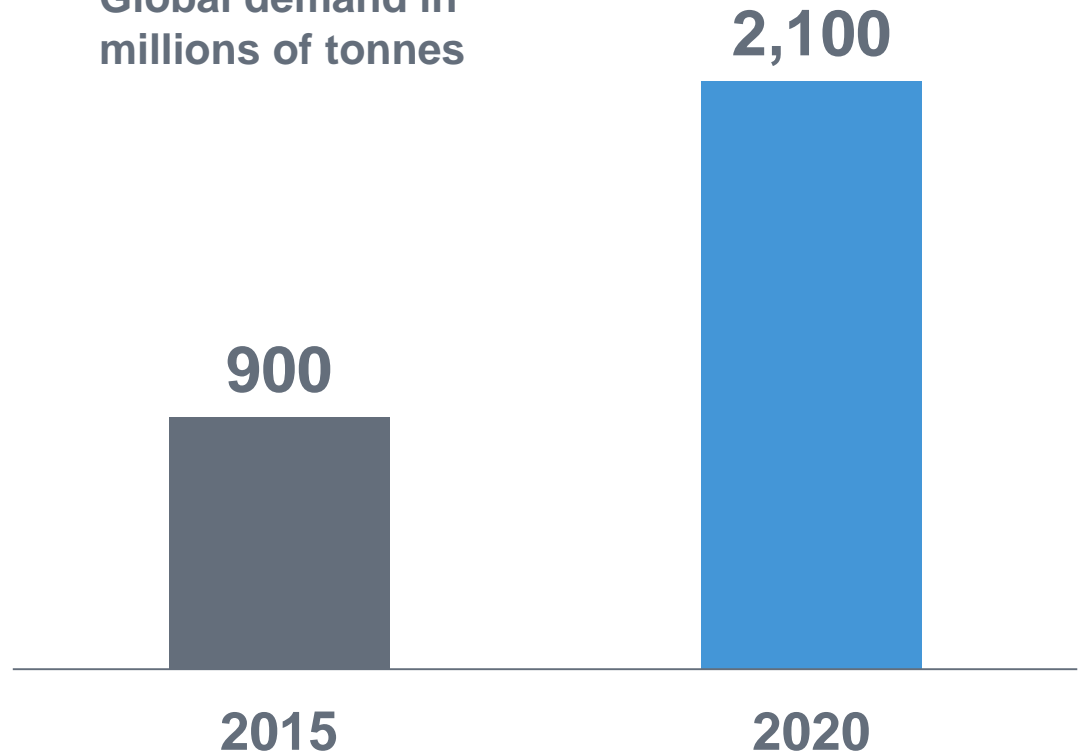
Transport  
**+1.7 mt**  
(2020 vs. 2015)



# High growth in auto body sheets



Global demand in  
millions of tonnes





# Site expansion in Ranshofen

Existing plant

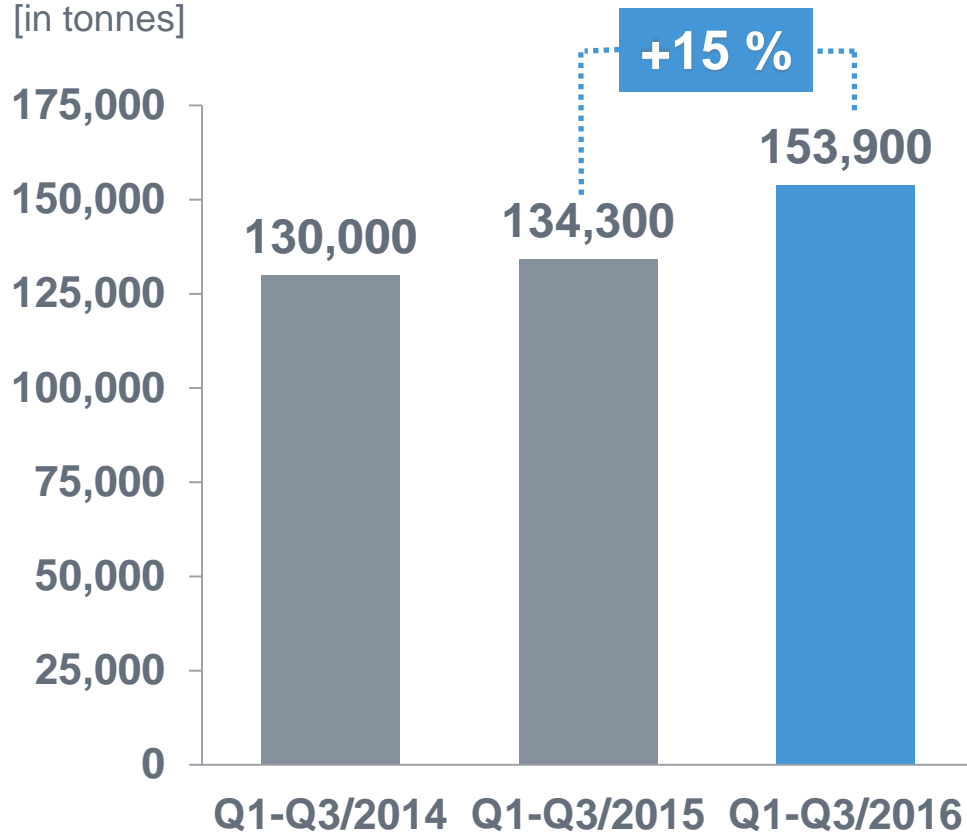
AMAG 2014 project

AMAG 2020 project

AMAG 2020 site expansion project on budget and on schedule

# New shipment record in Rolling Division

Significant volume growth enabled by plant expansion





# Alouette: Solid results despite low aluminium price



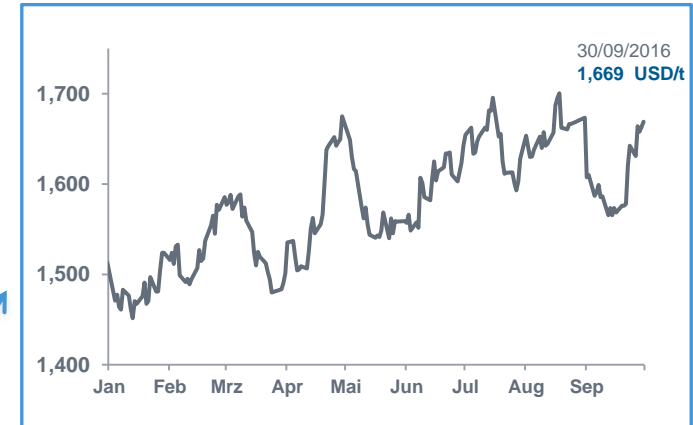
- Consistent **cost optimisation**
- Continuous increase in **productivity**
- Lower **raw materials costs** than in previous years
- New **electricity contract** from start of 2017

# Financials

# Aluminium price trends

## Aluminium price at low level on multi-year comparison

3-month LME in USD/t

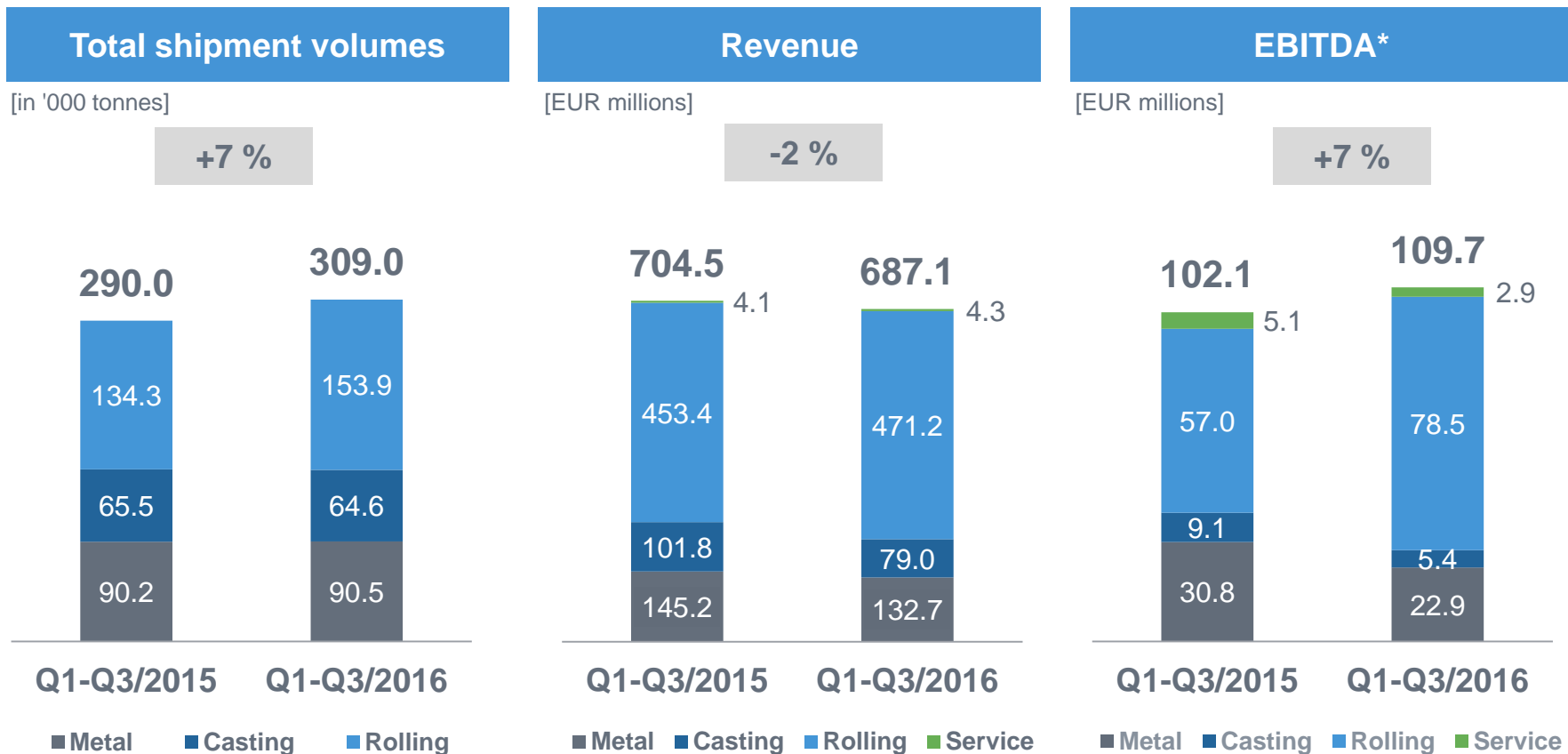


### Average aluminium price

Q1-Q3/2016	1,578 USD/t
Q1-Q3/2015	1,738 USD/t
Deviation	-9 %

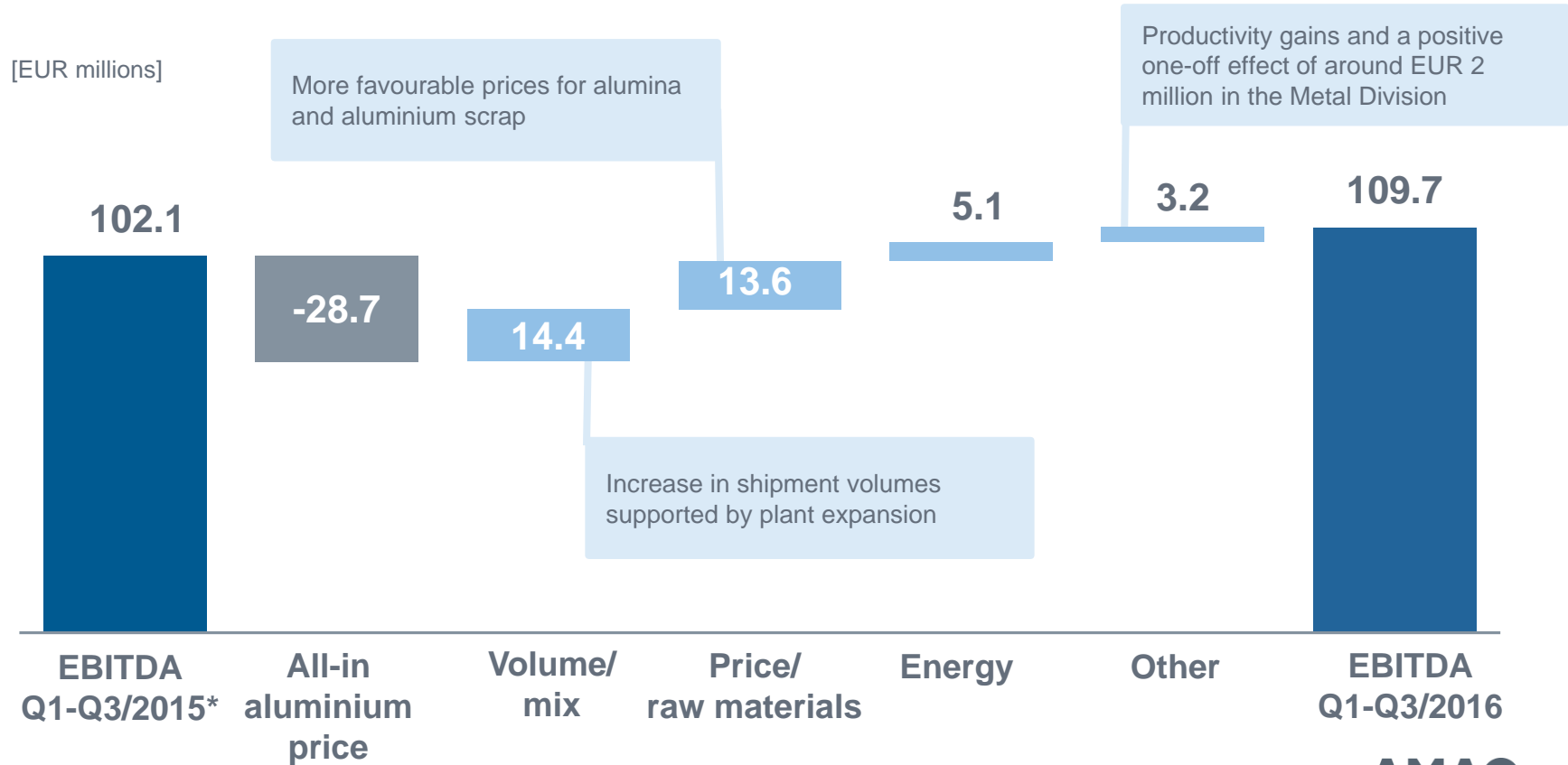
- Slight aluminium price recovery since start of year

# Growth in shipments and EBITDA



# EBITDA reconciliation: Q1-Q3/2016

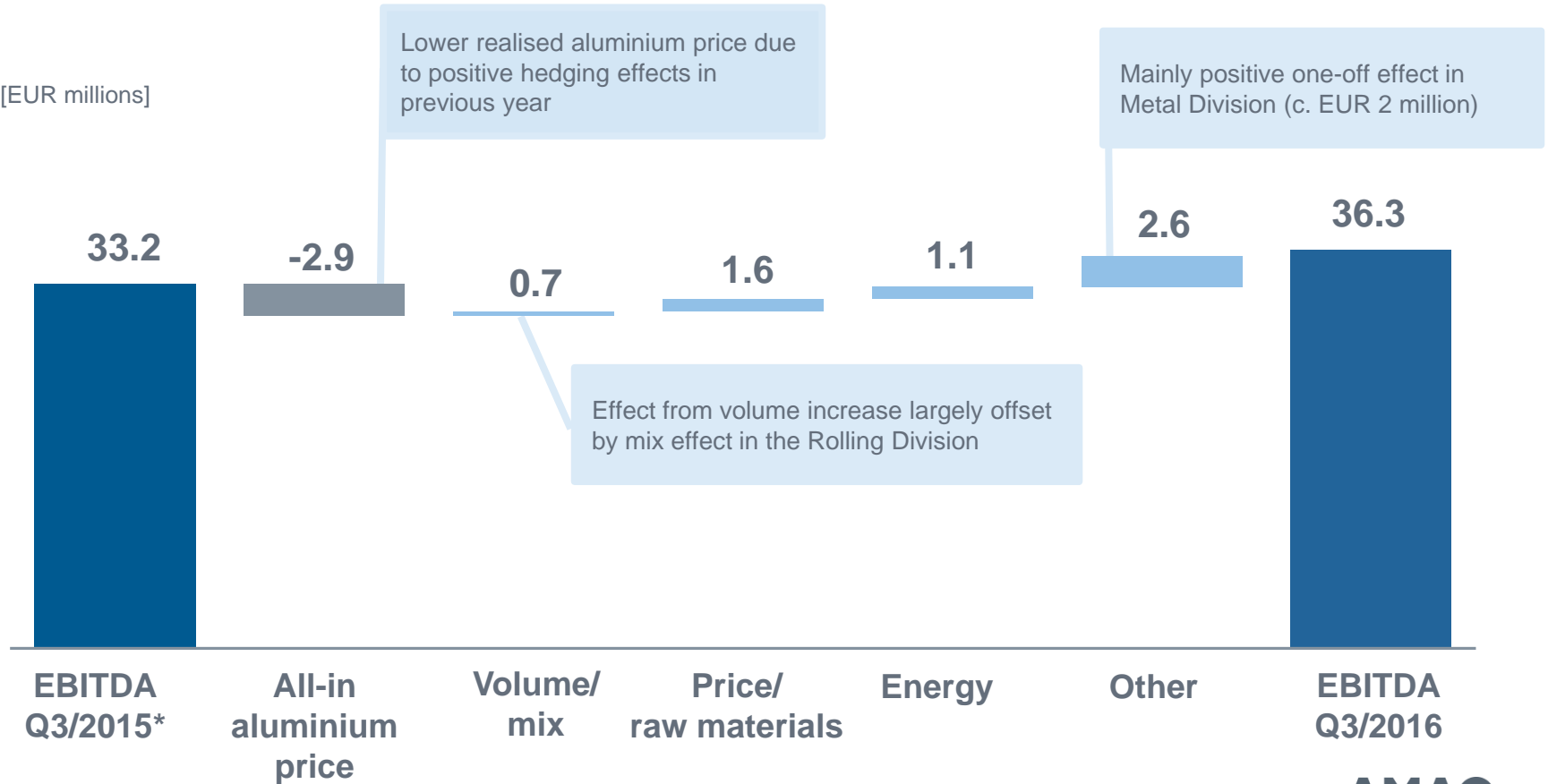
Earnings growth mainly due to plant expansion



# EBITDA reconciliation: Q3 2016

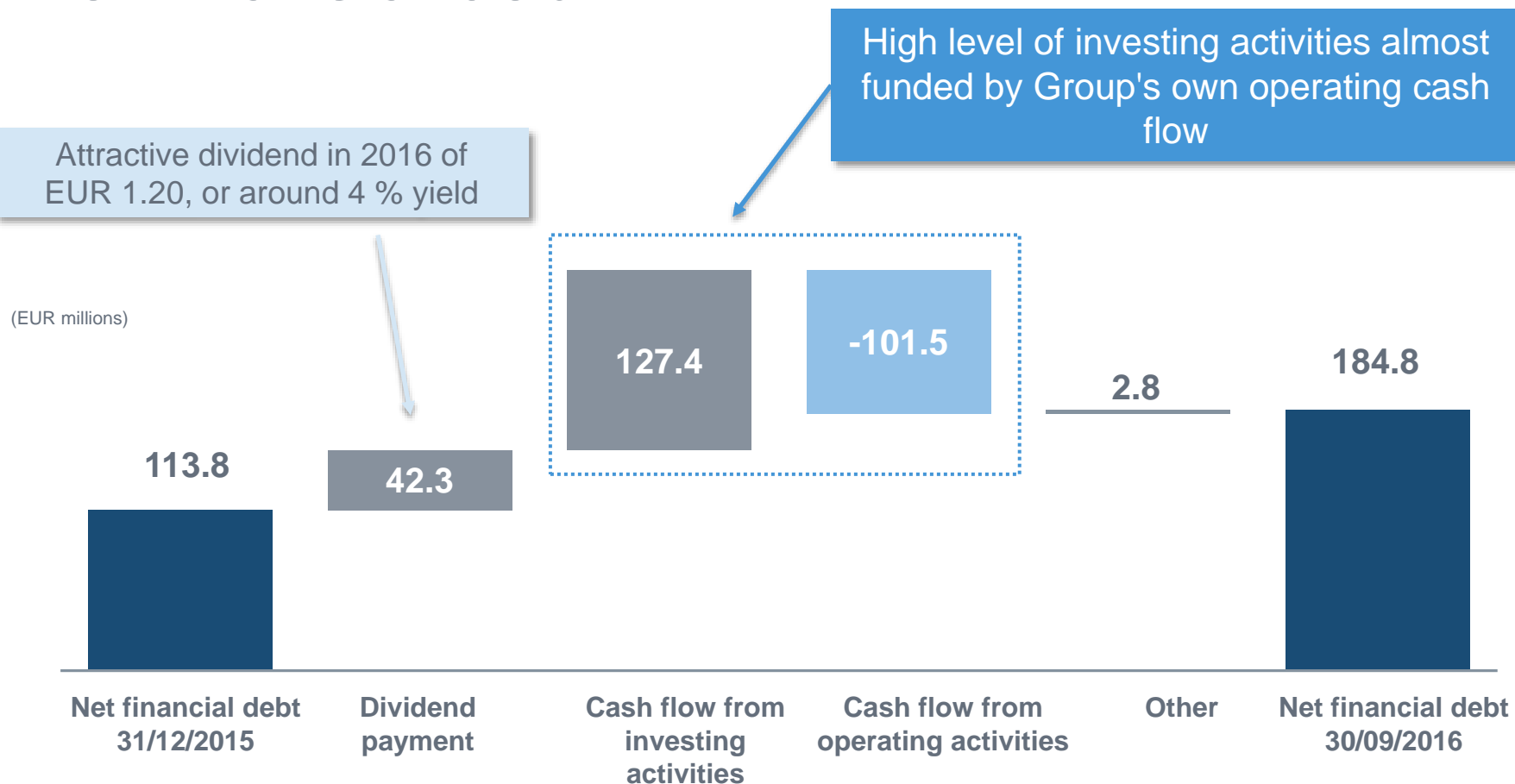
## EBITDA reports 9% growth

[EUR millions]





# Net financial debt



# AMAG Group – key figures (1/2)

	Q3 2016	Q3 2015*	+/- (%)	Q1-Q3 2016	Q1-Q3 2015*	+/- (%)
<b>Shipments, total</b> [in tonnes]	102,700	97,600	+5	309,000	290,000	+7
<b>Revenue</b> [EUR millions]	225.7	232.9	-3	687.1	704.5	-2
<b>Gross profit</b> [EUR millions]	36.2	31.1	+17	115.8	100.9	+15
<b>EBITDA</b> [EUR millions]	36.3	33.2	+9	109.7	102.1	+7
<b>EBITDA margin</b> [in %]	16.1 %	14.2 %	-	16.0 %	14.5 %	-
<b>EBIT</b> [EUR millions]	19.4	15.9	+21	58.6	50.3	+17
<b>EBIT margin</b> [in %]	8.6 %	6.8 %	-	8.5 %	7.1 %	-
<b>Net income after taxes</b> [EUR millions]	12.7	12.0	+6	38.5	33.5	+15
<b>Earnings per share</b> [EUR]	0.36	0.34	+6	1.09	0.95	+15

# AMAG Group – key figures (2/2)

	Q3 2016	Q3 2015	+/- (%)	Q1-Q3 2016	Q1-Q3 2015	+/- (%)
<b>Cash flow from operating activities</b> [EUR millions]	31.9	51.0	-38	101.5	77.6	+31
<b>Cash flow from investing activities</b> [EUR millions]	-33.5	-27.3	-23	-127.4	-55.5	-129
<b>Employees</b> <sup>1</sup>	1,808	1,752	+3	1,752	1,702	+3
	30/09/2016		31/12/2015*		+/- (%)	
<b>Net financial debt</b> <sup>2</sup> [EUR millions]	184.8		113.8		+62	
<b>Gearing</b> [in %]	30.0 %		17.8 %		-	
<b>Equity ratio</b> [in %]	51.1 %		57.8 %		-	

1) Average number of employees (full-time equivalents) including temporary help workers, excluding apprentices; includes 20 % share of number of employees at interest held in Alouette smelter

2) Net balance of liquid assets and financial receivables, less financial liabilities

# Metal Division

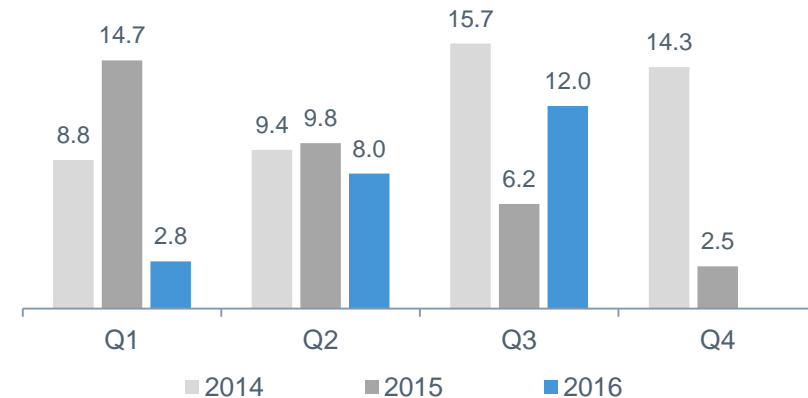
## EBITDA almost doubles in Q3/2016



	Q3 2016	Q3 2015	+/- (%)	Q1-Q3 2016	Q1-Q3 2015	+/- (%)
<b>Shipments, total</b> [in tonnes]	30,500	32,100	-5	90,500	90,200	+0
<b>Revenue</b> [EUR millions]	159.3	155.9	+2	465.2	500.5	-7
<b>EBITDA</b> [EUR millions]	12.0	6.2	+93	22.9	30.8	-26
<b>EBITDA margin</b>	7.6 %	4.0 %	-	4.9 %	6.1 %	-
<b>Employees <sup>1</sup></b>	195	203	-4	196	204	-4

### EBITDA

(in EUR millions)

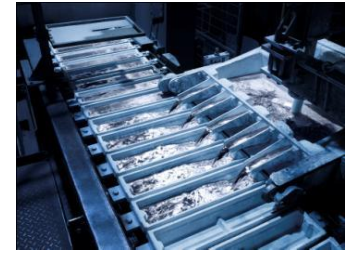


<sup>1)</sup> Average number of employees (full-time equivalents), including temporary help workers and excluding apprentices. This includes a 20% share of the number of employees at interest held in Alouette smelter.

- Shipment volumes in Q3/2016 down year-on-year due to effects relating to the reporting date
- Market price for aluminium (LME) in Q3/2016 at previous year's level, but lower result from aluminium price hedging and lower premium level
- Significant results improvement in Q3/2016 compared with previous year due to consistent cost optimisation, lower raw material costs and an one-off effect of around EUR 2 million

# Casting Division

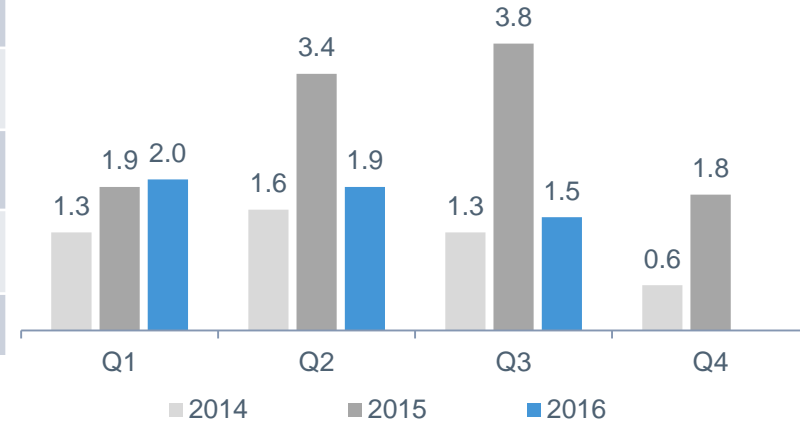
EBITDA below previous year's level



	Q3 2016	Q3 2015	+/- (%)	Q1-Q3 2016	Q1-Q3 2015	+/- (%)
<b>Shipments, total</b> [in tonnes]	22,000	22,100	-1	64,600	65,500	-1
<b>Revenue</b> [EUR millions]	28.8	37.9	-24	85.6	107.6	-20
<b>EBITDA</b> [EUR millions]	1.5	3.8	-61	5.4	9.1	-41
<b>EBITDA margin</b>	5.1 %	9.9 %	-	6.3 %	8.5 %	-
<b>Employees <sup>1</sup></b>	127	124	+2	125	122	+2

<sup>1)</sup> Average number of employees (full-time equivalents) including temporary help workers and excluding apprentices

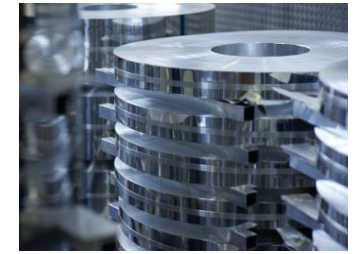
**EBITDA**  
(in EUR millions)



- Shipment volumes remain at high level
- Margin level for recycling foundry alloys down year-on-year
- Casting Division reports solid earnings trend on multi-year comparison

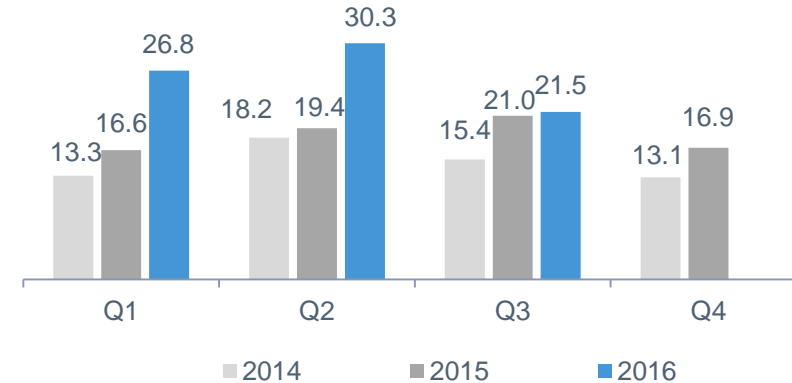
# Rolling Division

## Rolling Division benefits from plant expansion



	Q3 2016	Q3 2015*	+/- (%)	Q1-Q3 2016	Q1-Q3 2015*	+/- (%)
<b>Shipments, total</b> [in tonnes]	50,200	43,400	+16	153,900	134,300	+15
<b>Revenue</b> [EUR millions]	172.9	174.2	-1	546.7	537.3	+2
<b>EBITDA</b> [EUR millions]	21.5	21.0	+2	78.5	57.0	+38
<b>EBITDA margin</b>	12.4 %	12.1 %	-	14.4 %	10.6 %	-
<b>Employees <sup>1</sup></b>	1,349	1,287	+5	1,299	1,241	+5

**EBITDA**  
(in EUR millions)



<sup>1)</sup> Average number of employees (full-time equivalents) including temporary help workers and excluding apprentices

- Significant increase in shipment volumes that more than offsets temporary negative mix effect in results in Q3/2016
- Increasingly higher start-up costs due to hiring for "AMAG 2020" project
- Margin level on current new order intake below H1 2016 level

# Outlook

# FY 2016

## Earnings forecast upgraded again compared with H1/2016

- **Growth rate of around 4 %** in global consumption of primary aluminium<sup>1</sup> and rolled products<sup>2</sup> expected for 2016
- **Metal Division** benefits from consistent cost optimisation and productivity enhancement, and from favourable raw materials costs
- **Casting Division:** Margins below the previous year`s level
- in **Increase in shipment and results in the Rolling Division** due to positive start-up of the new hot rolling
- **AMAG Group in 2016:** EBITDA forecast upgraded to around EUR 135 million



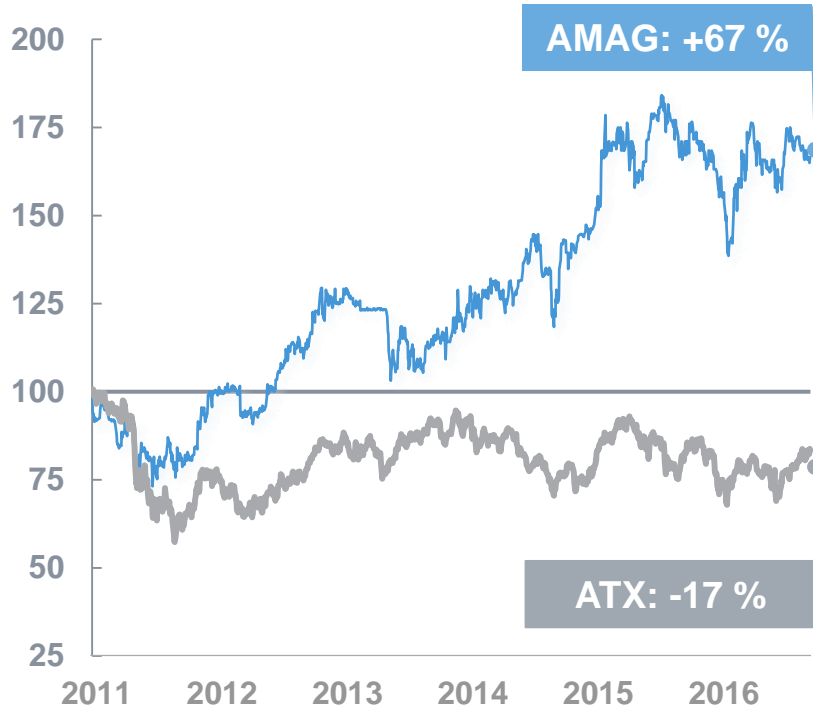


# Shareholder structure and share price

# AMAG share

## Significant outperformance since IPO

[Performance by September 30, 2016 in %]



## Shareholder structure

B&C Industrieholding GmbH <sup>1), 3)</sup>

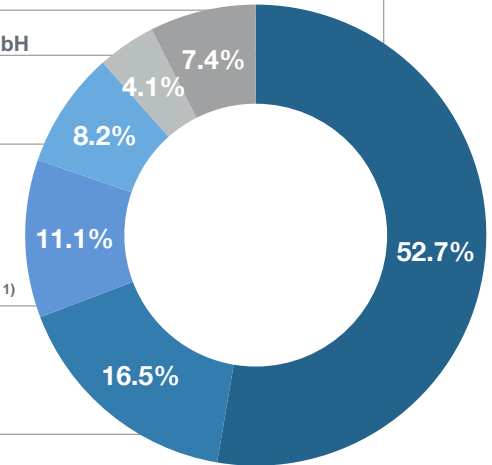
Free float

Esola Beteiligungsverwaltungs GmbH

Treibbacher Industrieholding GmbH

AMAG Arbeitnehmer Privatstiftung <sup>1)</sup>

RLB OÖ Alu Invest GmbH <sup>2), 3)</sup>



1) B&C Industrieholding GmbH and AMAG Arbeitnehmer Privatstiftung concluded a shareholder agreement on March 1, 2013

2) RLB OÖ Alu Invest GmbH is a wholly-owned subsidiary of Raiffeisenlandesbank Oberösterreich AG

3) B&C Industrieholding GmbH and Raiffeisenlandesbank Oberösterreich concluded an investment agreement on April 1, 2015

# IR information

## Information about the AMAG share

ISIN	AT00000AMAG3
Ticker symbol: Vienna Stock Exchange	AMAG:
Indices	ATX Prime, ATX BI, ATX GP, VÖNIX, WBI
Reuters	AMAG.VI
Bloomberg	AMAG AV
Number of shares in issue	35,264,000
Share price <sup>1)</sup>	EUR 32.67

## 2017 financial calendar

February 28, 2017	2016 annual financial statements
April 19, 2017	Annual General Meeting
April 28, 2017	Dividend payment date
May 3, 2017	Q1 2017 report
August 2, 2017	H1 2017 report
October 31, 2017	Q1-Q3 2017 report

## IR contact

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# Competence in Aluminium



**AMAG**  
AUSTRIA METALL