

Presentation: Q3/2019

October 30, 2019

Disclaimer

Note

- The forecasts, budgets and forward-looking assessments and statements contained in this presentation were compiled on the basis of all information available to AMAG as of the present time. In the event that the assumptions underlying these forecasts prove to be incorrect, targets be missed, or risks materialise, actual results may depart from those currently anticipated. We are not obligated to revise these forecasts in the 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 ruled out entirely. In particular, AMAG and its representatives do not assume any responsibility for the completeness and correctness of information included in this presentation. This presentation is also available in German. In cases of doubt, the German-language version shall be authoritative.
- This presentation does not comprise either a recommendation or a solicitation to either purchase or sell securities of AMAG.





Highlights, Market

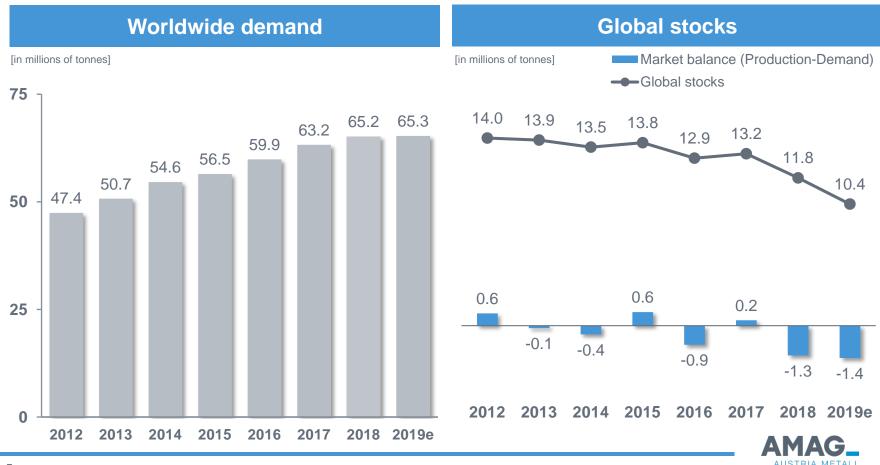
Highlights of Q3 2019

- Positive growth prospects for global demand for primary aluminium and rolled products
- Current demand and price trends influenced by economic slowdown and trade conflicts
- Q3/2019 EBITDA up 10 % to EUR 37.2 million (Q3/2018: EUR 33.9 million)
- Q1-Q3/2019 EBITDA of EUR 109.2 million, compared with EUR 120.1 million in the previous year's equivalent period
- Operating cash flow quadruples year-on-year to EUR 108.3 million (Q1-Q3/2018: EUR 26.5 million)
- Outlook for 2019: EBITDA range between EUR 125 million and EUR 140 million



Primary aluminium: global demand

Stable demand trend year-on-year



Aluminium price

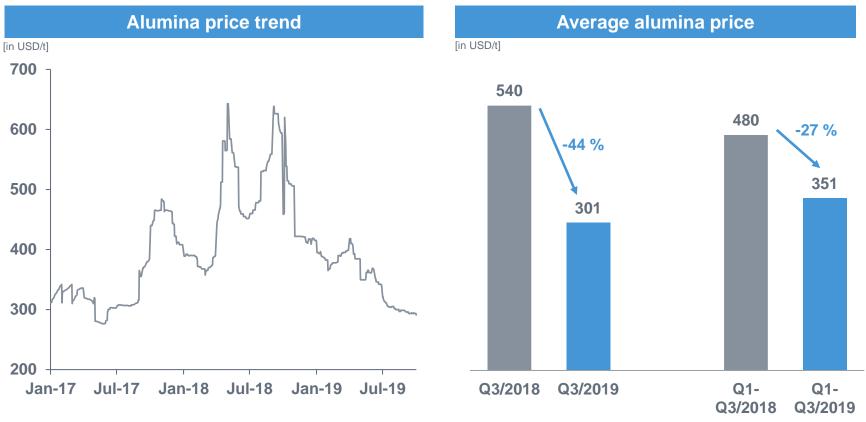
Price decline compared to previous year





Alumina price

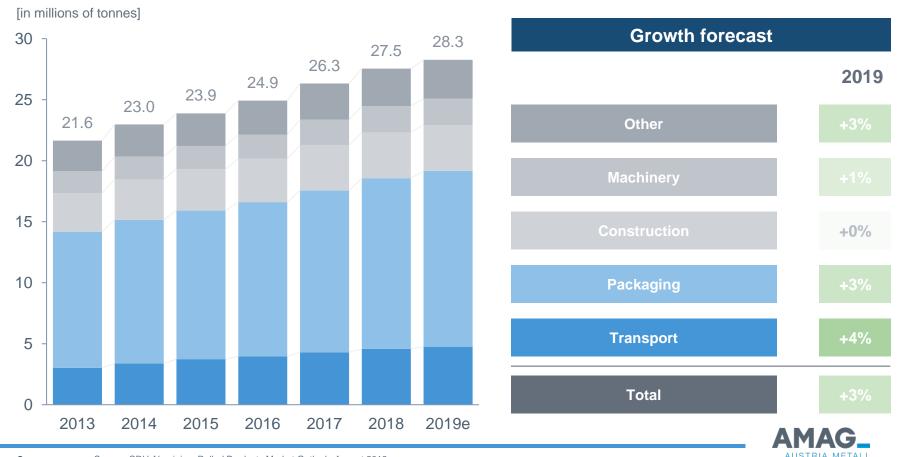
Normalisation after high price fluctuations in the previous year





Growth in rolled products

Global consumption to expand by 3 % in 2019



Economic sentiment indicators worsening

Purchasing manager indices for manufacturing industry

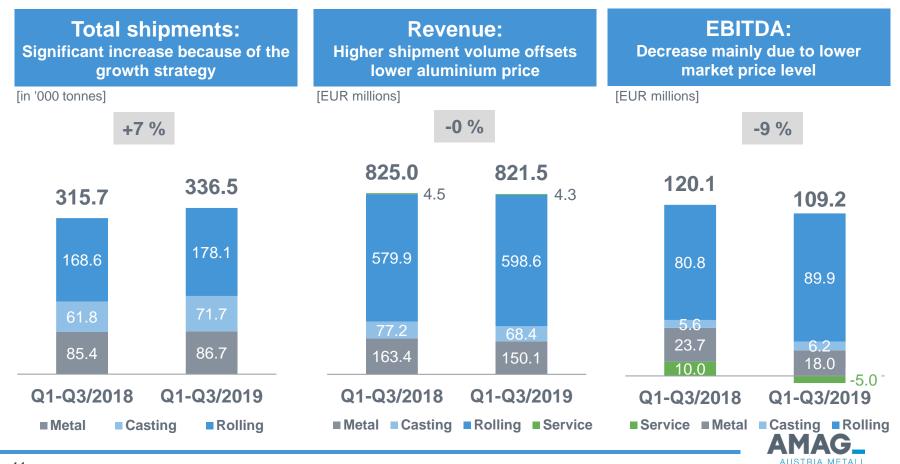
						20	17			·								20	18			·							2019	·			
Region/Country	Jan	Feb	Mar	Apr	Мау	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Jul	Sep
World	53	53	53	53	53	53	53	53	53	53	54	54	54	54	53	53	53	53	53	53	52	52	52	51	51	51	51	50	50	49	49	50	50
Euro Zone	55	55	56	57	57	57	57	57	58	59	60	61	60	59	57	56	56	55	55	55	53	52	52	51	51	49	48	48	48	48	47	47	46
Austria	57	57	57	58	58	61	60	61	59	59	62	64	61	59	58	58	57	57	57	56	55	54	55	54	53	52	50	49	48	48	47	48	45
Germany	56	57	58	58	60	60	58	59	61	61	63	63	61	61	58	58	57	56	57	56	54	52	52	52	50	48	44	44	44	45	43	44	42
France	54	52	53	55	54	55	55	56	56	56	58	59	58	56	54	54	54	53	53	54	53	51	51	50	51	52	50	50	51	52	50	51	50
Italy	53	55	56	56	55	55	55	56	56	58	58	57	59	57	55	54	53	53	52	50	50	49	49	49	48	48	47	49	50	48	49	49	48
Spain	56	55	54	55	55	55	54	52	54	56	56	56	55	56	55	54	53	53	53	53	51	52	53	51	52	50	51	52	50	48	48	49	48
UK	55	55	54	58	57	54	56	57	56	57	58	56	55	55	55	54	54	54	54	53	54	51	53	54	53	52	55	53	49	48	48	47	48
USA	55	54	53	53	53	52	53	53	53	55	54	55	56	55	56	57	56	55	55	55	56	56	55	54	55	53	52	53	51	51	50	50	51
Canada	54	55	56	56	55	55	56	55	55	54	54	55	56	56	56	56	56	57	57	57	55	54	55	54	53	53	51	50	49	49	50	49	51
China	51	52	51	50	50	50	51	52	51	51	51	52	52	52	51	51	51	51	51	51	50	50	50	50	48	50	51	50	50	49	50	50	51
Japan	53	53	52	53	53	52	52	52	53	53	54	54	55	54	53	54	53	53	52	53	53	53	52	53	50	49	49	50	50	49	49	49	49





Q1-Q3/2019 results

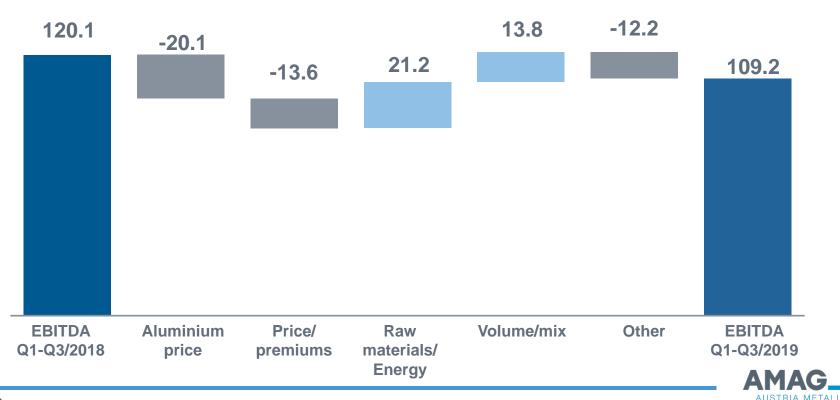
Comparison of key figures Q1-Q3/2019



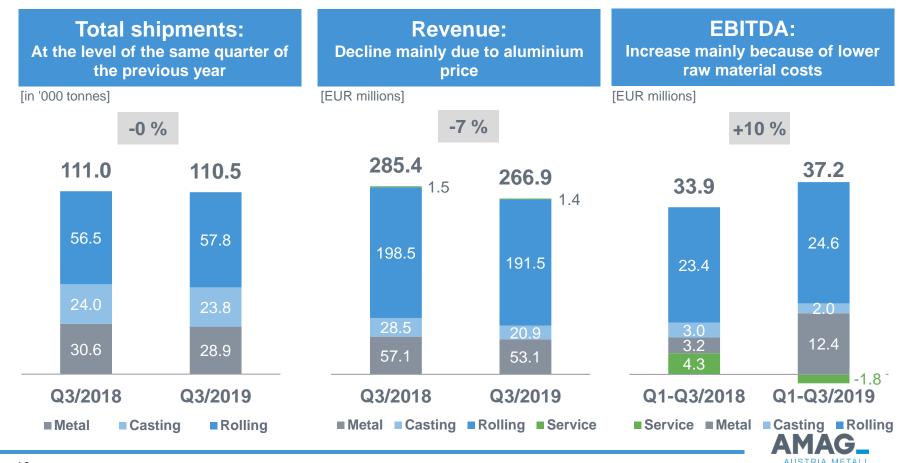
Q1-Q3/2019 EBITDA reconciliation

Earnings down mainly due to lower price level

[EUR millions]



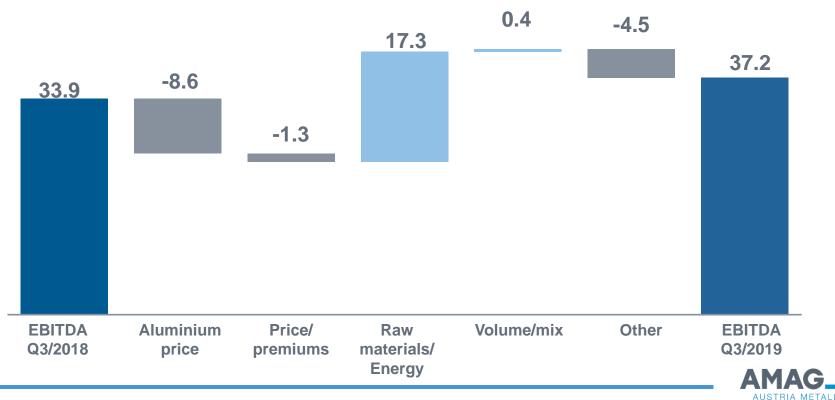
Comparison of key figures Q3/2019



Q3/2019 EBITDA reconciliation

Significant EBITDA growth because of lower raw material costs and lifting of US import tariffs for Canada

[EUR millions]



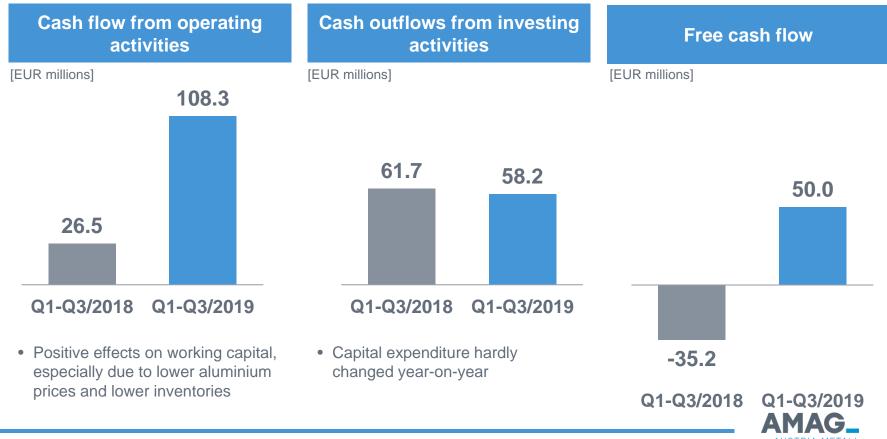
AMAG Group – key figures

	Q3 2019	Q3 2018	+/- (%)	Q1-Q3 2019	Q1-Q3 2018	+/- (%)
Shipments, total [in tonnes]	110,500	111,000	-0	336,500	315,700	7
Revenue [EUR millions]	266.9	285.4	-7	821.5	825.0	-0
EBITDA [EUR millions]	37.2	33.9	10	109.2	120.1	-9
EBITDA margin [in %]	13.9 %	11.9 %	-	13.3 %	14.6 %	-
EBIT [EUR millions]	16.7	14.0	19	47.9	60.0	-20
EBIT margin [in %]	6.2 %	4.9 %	-	5.8 %	7.3 %	-
Net income after taxes [EUR millions]	11.1	10.3	7	30.0	43.4	-31
Earnings per share [EUR]	0.31	0.29	7	0.85	1.23	-31



Statement of cash flows

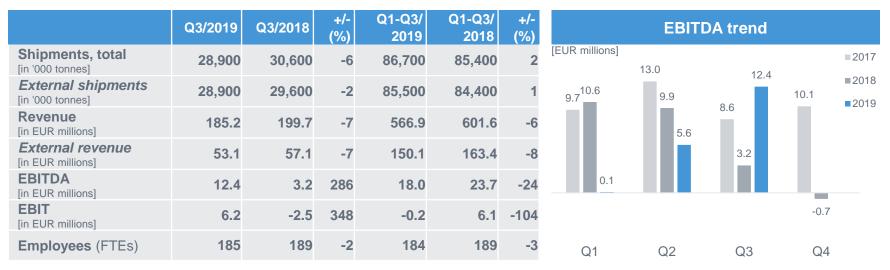
Cash flow from operating activities quadrupled



Metal Division

LOUENE HILL

Significant earnings growth in Q3/2019



- Positive earnings effects in Q3/2019 from lower raw material prices and lifting of US import tariffs on aluminium from Canada
- US Midwest premium remains at high level
- Growth in production after completion of increased relining activities
- Q3/2019 shipment volume down year-on-year due to effects related to the reporting date_



Casting Division

Solid earnings development



	Q3/2019	Q3/2018	+/- (%)	Q1-Q3/ 2019	Q1-Q3/ 2018	+/- (%)		EBIT	DA trend	
Shipments, total [in '000 tonnes]	23,800	24,000	-1	71,700	61,800	16	[in EUR millions]		2.0	2017
External shipments [in '000 tonnes]	15,700	16,100	-2	47,000	44,000	7			3.0	■2018 ■2019
Revenue [in EUR millions]	23.7	31.1	-24	77.3	83.2	-7	1.9	2.2	2.0	2.2
External revenue [in EUR millions]	20.9	28.5	-27	68.4	77.2	-11	1.3	1.7 1.5	1.7	
EBITDA [in EUR millions]	2.0	3.0	-33	6.2	5.6	10	1.1	ш.		1.0
EBIT [in EUR millions]	1.4	2.6	-45	4.3	4.4	-1		ш.		
Employees (FTEs)	123	125	-2	124	125	-0	Q1	Q2	Q3	Q4

- Q3/2019 shipments at the level of the same quarter of the previous year
- Lower margin level than in the previous year due to the economic situation in particular in the automotive industry
- Positive IFRS16 effect of EUR 0.4 million in Q3/2019 and of EUR 1.3 million in Q1-Q3/2019



Ramp-up exerts positive effect on results



	Q3/2019	Q3/2018	+/- (%)	Q1-Q3/ 2019	Q1-Q3/ 2018	+/- (%)	EBITDA trend
Shipments, total [in '000 tonnes]	57,800	56,500	2	178,100	168,600	6	32.1 32.300.100.2
External shipments [in '000 tonnes]	57,800	56,500	2	178,100	168,600	6	30.1 2 018 24.3 23.7 24.6 2 019
Revenue [in EUR millions]	219.9	225.2	-2	689.0	673.1	2	23.4
External revenue [in EUR millions]	191.5	198.5	-4	598.6	579.9	3	14.8
EBITDA [in EUR millions]	24.6	23.4	5	89.9	80.8	11	
EBIT [in EUR millions]	12.0	12.8	-6	52.5	49.1	7	
Employees (FTEs)	1,559	1,535	2	1,532	1,500	2	Q1 Q2 Q3 Q4

- Shipment volume growth of 2 % in Q3/2019, especially in the automotive and aircraft sectors
- Market environment currently characterised by low visibility; decreasing new order intake and prices in some market segments in Q3/2019
- Positive effects from additional volumes and IFRS16 (EUR 3.6 million in Q3/2019 and of EUR 10.7 million in Q1-Q3/2019); lower price level exerting a negative effect on results





Outlook

FY 2019 outlook

AMAG Austria Metall AG

- Attractive growth rates in global demand for primary aluminum and rolled products with an average of 2 to 3% p.a. expected for the coming years; flat demand for primary aluminum in 2019¹⁾
- Low visibility at present; new order intake and price levels in Q3 2019 in some market segments influenced by general economic trend and trade conflicts
- Positive effects from lower raw material costs and lifting of US import tariffs for Canada expected in Q4 2019
- EBITDA forecast for 2019: range between EUR 125 million and EUR 140 million







Balance sheet

in EUR million	September 30, 2019	December 31, 2018	+/- (%)
Intangible assets	8.9	9.1	-2
Property, plant and equipment	748.1	748.1	0
Investments in associates	1.7	1.8	-4
Other non-current assets and financial assets	40.5	38.1	6
Deferred tax assets	14.1	6.7	109
Non-current assets	813.3	803.8	1
Inventories	255.3	256.6	0
Trade receivables	143.2	126.1	14
Current tax assets	0.1	6.5	-99
Other current assets	69.8	72.4	-3
Cash and cash equivalents	281.2	295.9	-5
Current assets	749.7	757.4	-1
TOTAL ASSETS	1,563.1	1,561.2	0
Equity	600.7	620.9	-3
Non-current liabilities	753.4	713.4	6
Current liabilities	208.9	227.0	-8
TOTAL EQUITY AND LIABILITIES	1,563.1	1,561.2	0



Statement of profit or loss

According to the cost of sales method

in EUR million	Q3/2019	Q3/2018	+/- (%)	Q1-Q3/2019	Q1-Q3/2018	+/- (%)
Revenue	266.9	285.4	-7	821.5	825.0	0
Cost of sales	-226.0	-245.4	8	-696.9	-697.4	0
Gross profit	40.9	40.0	2	124.6	127.5	-2
Other income	3.4	1.5	120	9.9	8.9	10
Selling and distribution expenses	-15.3	-16.1	5	-48.7	-41.1	-19
Administrative expenses	-6.7	-5.6	-21	-20.6	-19.1	-8
Research and development expenses	-4.0	-4.3	7	-11.6	-11.2	-4
Other expenses	-1.7	-1.7	-3	-5.7	-5.2	-9
Share of profit of equity-accounted investments	0.1	0.1	-26	0.2	0.2	-10
Earnings before interest and taxes (EBIT)	16.7	14.0	19	47.9	60.0	-20
Net interest result	-2.1	-2.1	3	-6.6	-5.7	-15
Other financial result	0.0	-0.7	99	-0.7	. 1.2	-162
Net financial income (expenses)	-2.1	-2.8	27	-7.3	-4.6	-61
Earnings before taxes (EBT)	14.6	11.2	31	40.6	55.5	-27
Current taxes	-3.6	9.1	-139	-12.6	-8.0	-57
Deferred taxes	0.1	-9.9	101	2.0	-4.1	149
Income taxes	-3.5	-0.8	-323	-10.6	-12.1	12
Net income after taxes	11.1	10.3	7	30.0	43.4	-31



Statement of cash flows

in EUR million	Q3/2019	Q3/2018	Q1-Q3/2019	Q1-Q3/2018
Earnings before taxes (EBT)	14.6	11.2	40.6	55.5
Interest income (expenses)	2.1	2.1	6.6	5.7
Share of profit of associates	-0.1	-0.1	-0.2	-0.2
Depreciation, amortisation and impairment losses/reversal of impairment losses on non-current assets	20.5	19.9	61.2	60.1
Losses/gains from the disposal of non-current assets	0.1	0.1	0.1	0.4
Proceeds from dividends	0.0	0.0	0.3	0.0
Other non-cash expenses/income	-0.2	0.2	0.5	-0.5
Changes in inventories	3.2	10.9	2.8	-64.2
Changes in trade receivables	-0.2	-6.0	-17.1	-33.8
Changes in trade payables	-1.0	6.2	7.6	44.4
Changes in provisions	1.9	0.2	-1.4	-0.5
Changes in derivatives	4.3	-15.8	14.2	-7.1
Changes in other receivables and liabilities	-2.6	-13.7	-6.6	-14.4
Taxpayments	2.8	-6.8	2.9	-15.3
Interest received	0.3	0.1	0.8	0.6
Interest paid	-1.1	-1.3	-4.0	-4.1
Cashflow from operating activities	44.5	7.3	108.3	26.5
Proceeds from disposals of non-current assets	0.1	0.1	0.6	0.6
Payments for investments in property, plant and equipment and intangible assets	-19.3	-24.4	-59.9	-62.4
Proceeds from grants for investments	0.0	0.0	1.2	0.1
Cash flow from investing activities	-19.2	-24.4	-58.2	-61.7
Repayments of borrowings	-1.4	-2.5	-28.2	-9.0
Proceeds from borrowings	0.1	4.1	2.5	54.2
Dividends paid	0.0	0.0	-42.3	-42.3
Cash flow from financing activities	-1.3	1.6	-68.1	2.9
Change in cash and cash equivalents	24.0	-15.4	-18.0	-32.3
Cash and cash equivalents at the beginning of the period	254.3	153.9	295.9	169.8
Effect of exchange rate changes on cash and cash equivalents	2.9	-0.3	3.4	0.7
Cash and cash equivalents at the end of the period	281.2	138.2	281.2	138.2



Statement of comprehensive income

in EUR thousand	Q3/2019	Q3/2018	Q1-Q3/2019	Q1-Q3/2018	2018
Net income after taxes	11.1	10.3	30.0	43.4	44.5
Items that are or may be reclassified to profit or loss:					
Currency translation differences	7.1	1.0	8.2	5.7	7.3
Changes in the hedging reserve					
Recognized (expenses) and income during the financial year	-8.0	-0.5	-2.8	-4.2	-6.0
Reclassifications of amounts that have been recognized in the statement of profit or loss	1.3	3.5	6.0	7.4	12.1
Deferred taxes relating thereto	1.5	-0.8	-0.7	-0.9	-2.3
Currency translation differences	-0.5	-0.2	-0.8	-1.0	-1.3
Changes in fair value reserve	-0.2	0.9	-0.2	3.9	4.7
Deferred taxes relating thereto	0.0	-0.2	0.1	-1.0	-1.2
Items that will never be reclassified to profit or loss:					
Changes in revaluation reserve	0.0	0.0	0.0	0.1	0.1
Deferred taxes relating thereto	0.0	0.0	0.0	0.0	0.0
Remeasurement of defined benefit plans	-8.2	0.8	-22.8	6.4	-0.2
Deferred taxes relating thereto	2.1	-0.3	5.8	-1.7	0.0
Currency translation differences	-0.7	0.0	-0.7	-0.3	-0.4
Share of other comprehensive income of associates	0.0	0.0	0.0	0.0	0.0
Deferred taxes relating thereto	0.0	0.0	0.0	0.0	0.0
Other comprehensive income for the year net of tax	-5.4	4.2	-7.8	14.4	12.7
Total comprehensive income for the year	5.6	14.5	22.2	57.8	57.3



Statement of changes in equity

in EUR million	Share capital	Capital reserves	Hedging reserve	Fair value reserve	Reval-uation reserve	Reval-uation of defined benefit plans	Share of compre- hensive income of asso-ciates	Exchange diff- erences	Retained earnings	Equity
Balance as of December 31, 2017 Balance as of January 1, 2018 IFRS 15-	35.3	379.3	-28.1	-3.4	0.6	-27.2	0.0	36.6	214.8	607.9
Adjustment Balance as of January 1, 2018 after adjustment Net income after taxes	35.3	379.3	-28.1	-3.4	0.6	-27.2	0.0	36.6	-0.3 214.6 43.4	-0.3 607.6 43.4
Other comprehensive income for the year net of tax			1.3	2.9	0.0	4.5		5.7		14.4
Total comprehensive income for the year			1.3	2.9	0.0	4.5	0.0	5.7	43.4	57.8
Dividend distributions									-42.3	-42.3
Balance as of September 30, 2018	35.3	379.3	-26.8	-0.5	0.6	-22.8	0.0	42.3	215.6	623.1
Balance as of December 31, 2018	35.3	377.7	-25.5	0.1	0.6	-27.9	0.0	43.9	216.8	620.9
Net income after taxes									30.0	30.0
Other comprehensive income for the year net of tax			1.8	-0.2	0.0	-17.7		8.2		-7.8
Total comprehensive income for the year			1.8	-0.2	0.0	-17.7	0.0	8.2	30.0	22.2
Dividend distributions									-42.3	-42.3
Balance as of September 30, 2019	35.3	377.7	-23.7	-0.1	0.7	-45.6	0.0	52.1	204.5	600.7



Service Division

IFRS 16 affects result

	Q3/2019	Q3/2018	+/- (%)	Q1-Q3/ 2019	Q1-Q3/ 2018	+/- (%)		EBITI	DA trend		
Revenue [in EUR millions]	15.1	19.7	-23	49.4	60.6		[in EUR millions]		4.3	4.6 4.6	■2017 ■2018
External revenue [in EUR millions]	1.4	1.5	-4	4.3	4.5	-3	3.0 2.3	2.8 2.0	2.6	н.	2019
EBITDA [in EUR millions]	-1.8	4.3	-143	-5.0	10.0	-150	н.	н.	н.	н.	
EBIT [in EUR millions]	-3.1	1.1	-386	-8.8	0.5	-2033	-1.1	-2.1	-1.8		
Employees (FTEs)	171	154	11	161	147	10	Q1	Q2	Q3	Q4	

- EBITDA below previous year's level mainly reflecting shifts due to IFRS16
 - Q3/2019: EUR -4.0 million
 - Q1-Q3/2019: EUR -12.0 million





IR information

Information about the AMAG share									
ISIN	AT00000AMAG3								
Ticker symbol: Vienna Stock Exchange	AMAG								
Indices	ATX-Prime, ATX BI, ATX GP, ATX TD, VÖNIX, WBI								
Reuters	AMAG.VI								
Bloomberg	AMAG AV								
Number of shares in issue	35,264,000								

2019/20 financial calendar							
October 30, 2019	Report on Q3/2019						
February 27, 2020	2019 annual financial statements						
April 15, 2020	Annual General Meeting						
April 22, 2020	Dividend payment date						
April 30, 2020	Information on Q1/2020						
July 30, 2020	H1 2020 report						
October 29, 2020	Information on Q3/2020						
IR contact							

Felix Demmelhuber Head of Investor Relations

T +43 7722 801 2203 M +43 664 810 5117 Felix.Demmelhuber@amag.at



Competence in Aluminium

ITTE

