

Ranshofen, November 6, 2012

**Q1-Q3 2012:**

## **AMAG continues on successful course**

### **Highlights**

#### **Very favorable earnings development despite high volatility**

- High capacity utilization and sound order situation in a volatile environment.
- Sales up slightly to EUR 635 million from same nine-month-period of prior year.
- EBITDA for the AMAG Group at EUR 109.9 million in the first three quarters of 2012 (comparable period of 2011: EUR 124.6 million).
- Profit contribution from Rolling Division increased yet again from record level of 2011.
- Lower profit contribution from Metal Division compared to prior year mainly due to low aluminium prices.
- Cash flow from operating activities at EUR 112.3 million clearly surpassed the corresponding figure of the prior year (comparable period of 2011: EUR 77.3 million).
- Large-scale investment project “AMAG 2014“ at Ranshofen location on schedule.
- Liquid funds rose to EUR 108.1 million (+78%).
- Net financial debt at EUR 12.8 million as of the end of September 2012 on the level of 2011.
- Expected EBITDA ranging between EUR 128 million and EUR 133 million for fiscal year 2012.

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## AMAG Group - Key Figures

Amounts in mEUR	Q3/2012	Q3/2011	Change in %	Q1-Q3/2012	Q1-Q3/2011	Change in %
External shipments in 1,000 tons	81.9	81.8	0 %	255.2	246.6	3 %
Sales	204.7	198.4	3 %	634.6	627.6	1 %
EBITDA	37.8	42.7	(11 %)	109.9	124.6	(12 %)
EBITDA margin	18%	22%		17%	20%	
Depreciation and amortization	(12.9)	(11.5)	13 %	(37.7)	(33.9)	11 %
EBIT	24.9	31.2	(20 %)	72.3	90.7	(20 %)
EBIT margin	12%	16%		11%	14%	
Net income after taxes	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 %)
Cash flow from operating activities	45.3	21.5	111 %	112.3	77.3	45 %
Cash flow from investing activities	(18.9)	(12.9)	47 %	(57.8)	(29.6)	95 %
Employees <sup>1)</sup>	1,517	1,441	5 %	1,486	1,428	4 %

Amounts in mEUR	Sept. 30, 2012	Dec. 31, 2011	Change in %
Equity	539.8	542.6	(1 %)
Equity ratio	60%	62%	
Capital Employed <sup>2)</sup>	554.1	524.6	6 %
Liquid funds	108.1	60.6	78 %
Net financial debt <sup>3)</sup>	12.8	13.0	(1 %)
Gearing ratio	2.4%	2.4%	

1) Average full time equivalent (FTE) including leasing personnel, without apprentices. This number includes the percentage employee figure out of the 20% participation in the Alouette smelter

2) Annual average of equity, interest-bearing financial liabilities less cash and cash equivalents

3) Financial liabilities less liquid funds and financial receivables

## Sound order situation and very favorable earnings development compared to same nine months of prior year

The operative development of the AMAG Group in the first three quarters of 2012 proved very positive, considering high volatility and the slowed-down growth of important national economies. For instance, the Rolling Division recorded an excellent development in the first three quarters of 2012, with its profit contribution surpassing the record level of 2011. Major reasons for this increase are the high share of specialties and a high level of diversification. A comparison with peer companies from the aluminium industry again confirmed the successful business model of AMAG.

The Casting Division holds up well given the general setting but is not entirely immune especially to the slowing down of demand from the automotive industry. Shifts in the product mix towards higher-value products enabled the Division to partly absorb the margin pressure caused by the difficult market environment in Southern Europe.

In the reporting period of 2012, the lower average price of aluminium led to a markedly lower profit contribution from the Metal Division. The use of hedging instruments and positive effects from USD conversion made up for part of the decline in the aluminium price.

## **The engine of success: Positioning, product quality, reliability**

Gerhard Falch, Chief Executive Officer of AMAG Austria Metall AG, “In spite of the metal price going down on average, the current quarter was yet again a very successful one for AMAG as compared with other companies in the industry, thanks mainly to the excellent operative performance in the area of rolled products. Our clear strategic positioning, top product quality and reliability as well as sustainable customer relations are the engine behind our success.”

## **AMAG Q1 to Q3 - Facts and Figures**

**Sales** of the AMAG Group at EUR 634.6 million were slightly above the prior year's level in the first three quarters of 2012 (comparable period of 2011: EUR 627.6 million). The lower aluminium price was offset by the increase in shipment volumes. In the first nine months of 2012, **external shipment volumes** amounted to 255,200 t; this 3.5% increase over the first nine months of 2011 is mainly due to the Metal Division and the Rolling Division.

The **earnings before interest, taxes, depreciation and amortization (EBITDA)** for the Group in the first three quarters of 2012 were EUR 109.9 million after EUR 124.6 million in the first three quarters of 2011. This development was marked, in particular, by the lower profit contribution from the Metal Division due to the lower aluminium prices. Higher shipment volumes and changes in the product mix helped increase the profit contribution from the Rolling Division.

In the first three quarters of 2012, the **EBITDA margin** amounted to 17.3% (comparable period of 2011: 19.9%). The Metal Division contributed EUR 34.5 million (31.4%), the Casting Division EUR 5.5 million (5.0%), the Rolling Division EUR 64.3 million (58.5%) and the Service Division EUR 5.7 million (5.2%) to the EBITDA.

The step-up in investment activities of the previous years led to an 11% increase in depreciation in the first three quarters of 2012, to EUR 37.7 million (comparable period of 2011: EUR 33.9 million).

The **operating result (EBIT)** for the AMAG Group was EUR 72.3 million after EUR 90.7 million in the first three quarters of 2011.

In line with the operating performance, **consolidated net income after taxes** went from EUR 75.9 million in the same nine-month-period of the prior year to EUR 57.8 million.

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At 60%, the **equity ratio** as at September 30, 2012 continued on a high level almost unchanged.

As at the end of September 2012, **net financial debt** amounted to EUR 12.8 million (December 31, 2011: EUR 13.0 million). This results in a gearing ratio of just 2.4%. AMAG's liquidity rose 78%, to EUR 108.1 million.

**Operative cash flow** at EUR 112.3 million surpassed the comparable amount of EUR 77.3 million reported for the first three quarters of 2011 by approximately 45%. Investment measures taken in order to enlarge capacity and improve quality generated cash flow from investing activities in the amount of EUR -57.8 million, which represents a 95% increase compared to the first three quarters of the prior year.

Details concerning the results of the four divisions are shown in the financial report for the 3rd quarter of 2012 on our website at [www.amag.at - Investor Relations – Financial reports](http://www.amag.at - Investor Relations – Financial reports).

## Outlook for 2012

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. Based on these assumptions, earnings will also continue on a high level despite high volatility. 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 although operating at full capacity.

“Despite signs of a slowdown in economic activity, the market environment for our special rolled and cast products continues to be good due to our broad sector approach. We expect EBITDA ranging between EUR 128 million and EUR 133 million for the fiscal year 2012,” affirms Gerhard Falch.

In April 2012, AMAG started the "AMAG 2014" investment project comprising the construction of a new hot rolling mill, the expansion of the plate production center and of recycling capacities. As Gerhard Falch explains: “The main goals of this investment are expanding production capacities, increasing product quality as well as extending our product portfolio and the accessible market.”

On account of the uncertainty prevailing in the market environment, 2013 is anticipated to be a challenging year.

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## About AMAG Group

AMAG is a leading Austrian premium supplier of high-quality aluminium cast and flat rolled products for various different industries such as the aircraft, automotive, sports equipment, lighting, mechanical engineering, construction and packaging industries. The Canadian smelter Alouette, in which AMAG holds a 20% interest, produces high-quality primary aluminium while safeguarding an exemplary eco-balance. With 1,422 employees (including 196 working in Canada), the company achieved sales of EUR 813 million and EBITDA of EUR 150 million in the fiscal year 2011.

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