

**AMAG.**  
AUSTRIA METALL

# Company Presentation

March/April 2019

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# Aluminium: one of the most important industrial metals

## Outstanding properties

- ✓ Low specific weight
- ✓ Strength
- ✓ Recyclability
- ✓ Conductivity
- ✓ Visual attractiveness



## Examples of application areas

Lightweight solutions for automotive industry



Main material in the aircraft industry



Recyclable products for packaging industry

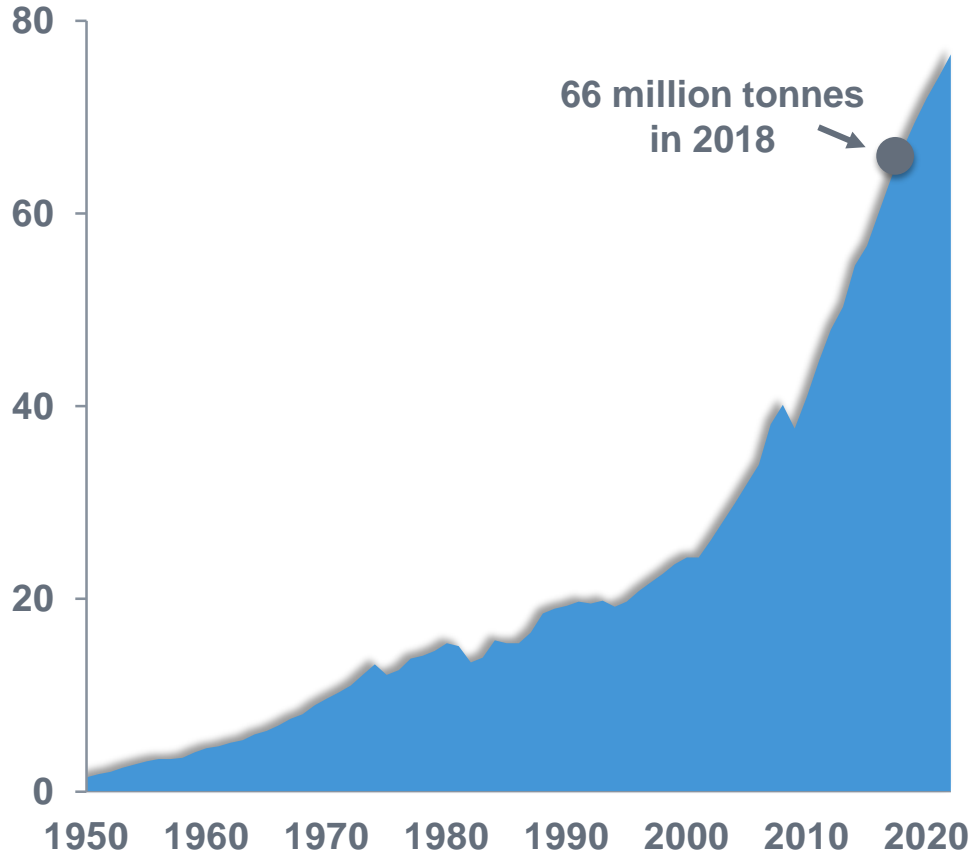


Architectural applications



# Primary aluminium: good demand growth

Demand for primary aluminium in millions of tonnes



**+ 4 %  
in 2018**

**+ 3 % p.a.  
expected until  
2023**

# Aluminium rolled products

High growth momentum in global demand



**+4%**  
**Growth**  
compared to 2017

Global demand growth by sector in 2018

Transportation industry

+7%

Packaging

+4%

Construction

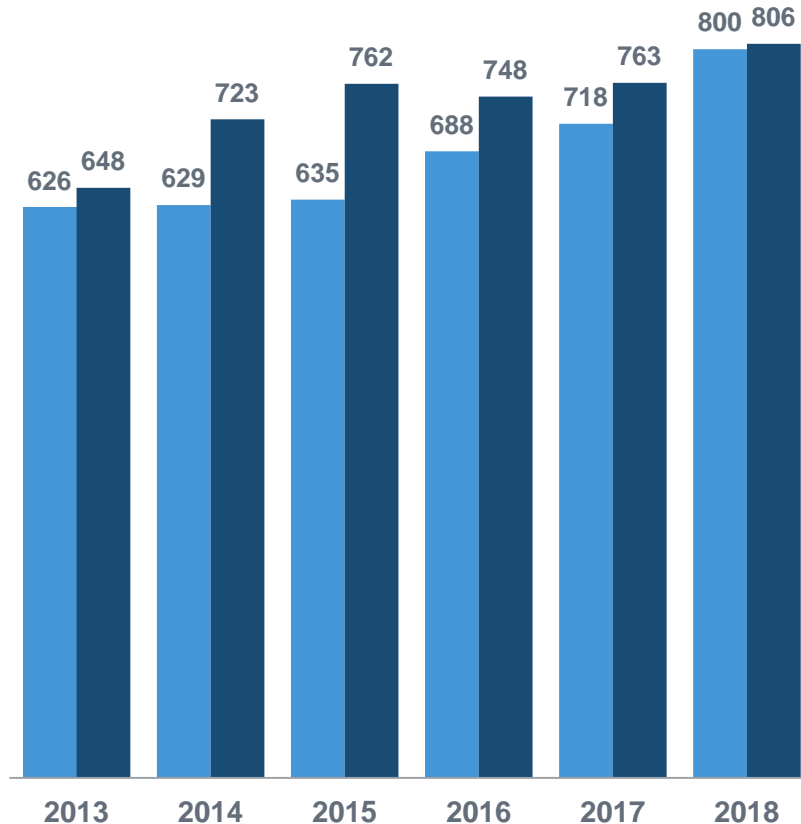
+3%



**Forecast up to 2023: +4 % p.a.**

# Aircraft manufacturers report record sales

Boeing and Airbus with around 800 deliveries each



Airbus

**+11 %**

compared to 2017

Boeing

**+6 %**

compared to 2017

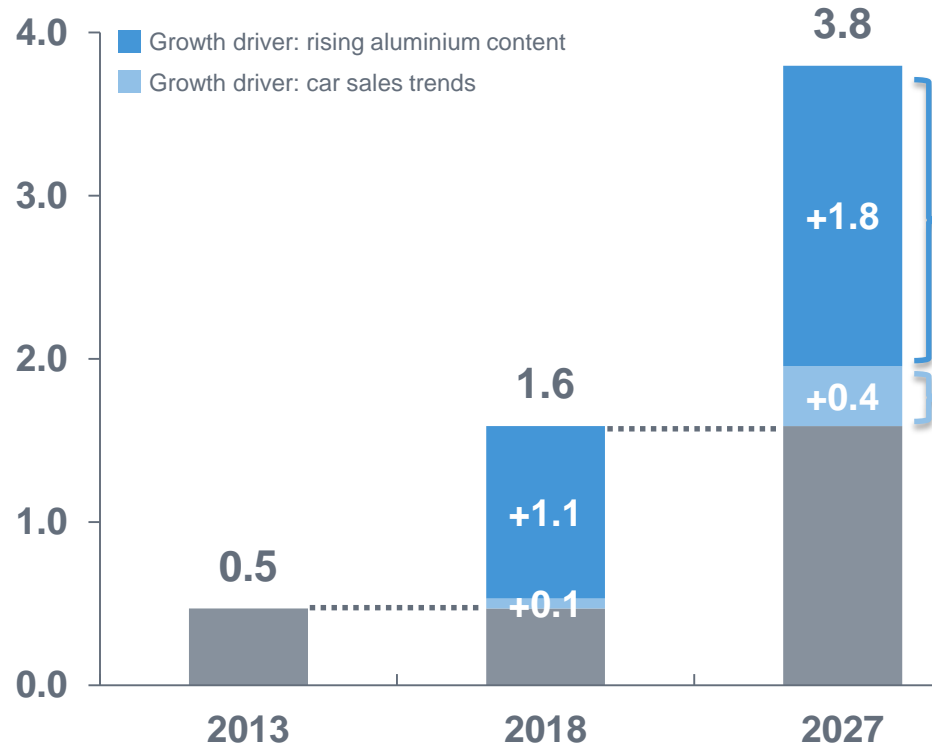


# Aluminium outer skin applications for cars

High growth in demand due to substitution by aluminium

## Worldwide demand for auto body sheets

[in millions of tonnes]



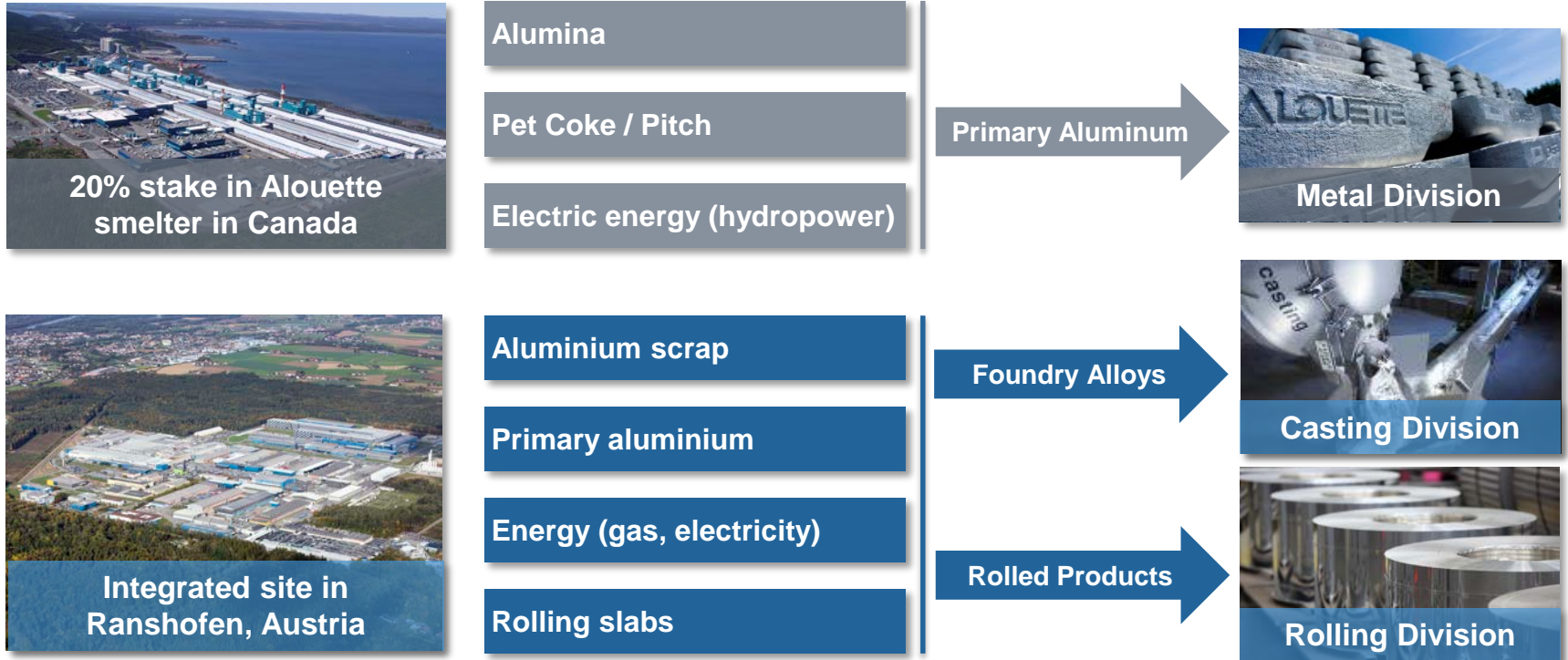
thanks to rising aluminium content in cars

thanks to expected growth in car sales





# AMAG's value chain





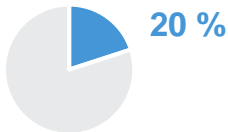
# Quality supplier of primary aluminium, foundry alloys and special rolled products of aluminium

## Metal Division



- **Primary aluminium** for the external market and to secure the supply of raw materials for the Ranshofen site
- Aluminium price risk management

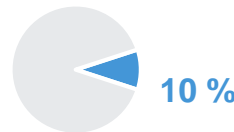
Revenue split by division (2018):



## Casting Division



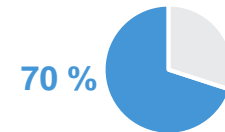
- **Recycling foundry alloys** in the form of ingots, sows and liquid aluminium
- **Expertise in aluminium recycling**



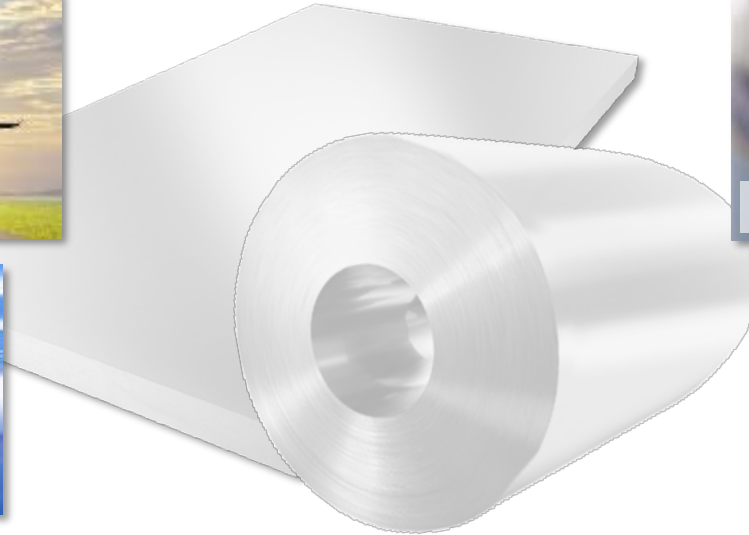
## Rolling Division



- **High-quality rolled products** in form of sheets, strips and plates
- Uniquely high proportion of special products
- Highest flexibility



# Rolling division: Wide range of application areas

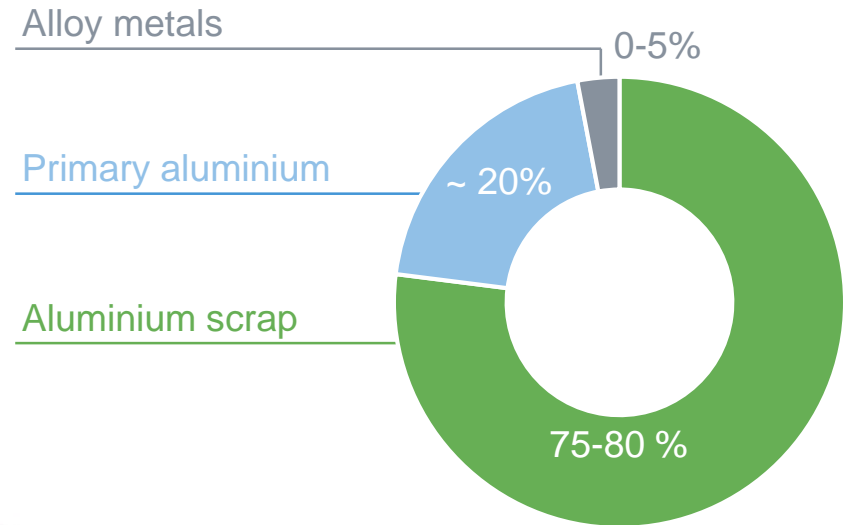


# Sustainable raw material supply

AMAG is one of Europe's largest aluminium scrap recyclers

- Recycling requires **up to 95 % less energy** than primary metal production
- **Cost advantages** through processing a wide range of different scrap types

## Raw material mix in Ranshofen<sup>1</sup>



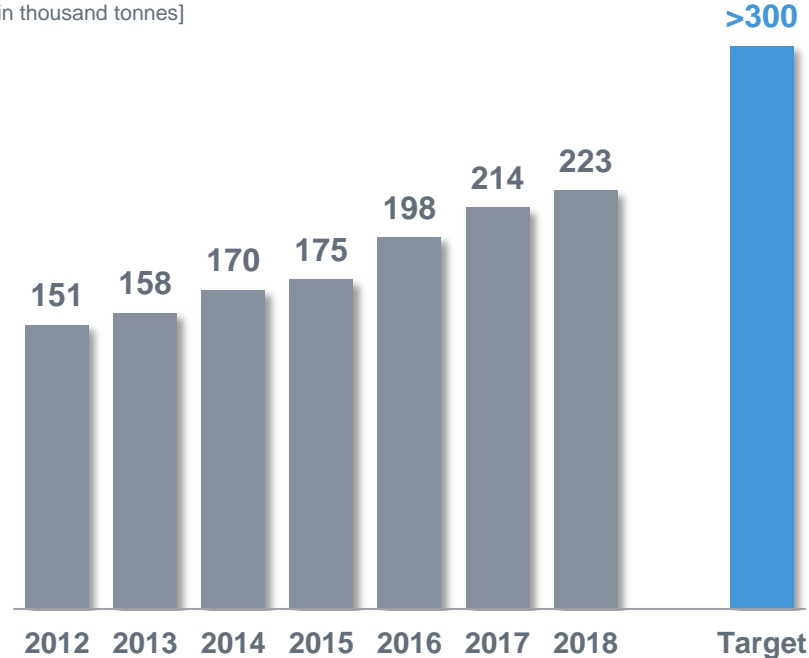
## Strategy of profitable growth

# Organic growth in rolled products

Ramp-up to increase annual shipments to more than 300,000 tonnes

## Rolling Division shipments

[in thousand tonnes]



Site expansion projects implemented on budget and schedule (EUR >500 million)





# Site expansion in Ranshofen

Europe's most state-of-the-art aluminium cold rolling mill



Cold rolling mill



Continuous heat-treatment furnace / passivation plant



Operating cabin



Annealing furnaces



Slitting line

# Highlights 2018

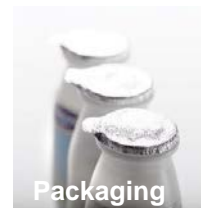
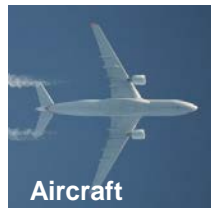


# "AMAG 2020" expansion project

## Positive progress in ramp-up of new plants

- Optimisation of process parameters for new plants and products
- Demanding qualifications across the entire value chain
- Scheduled production of first series products

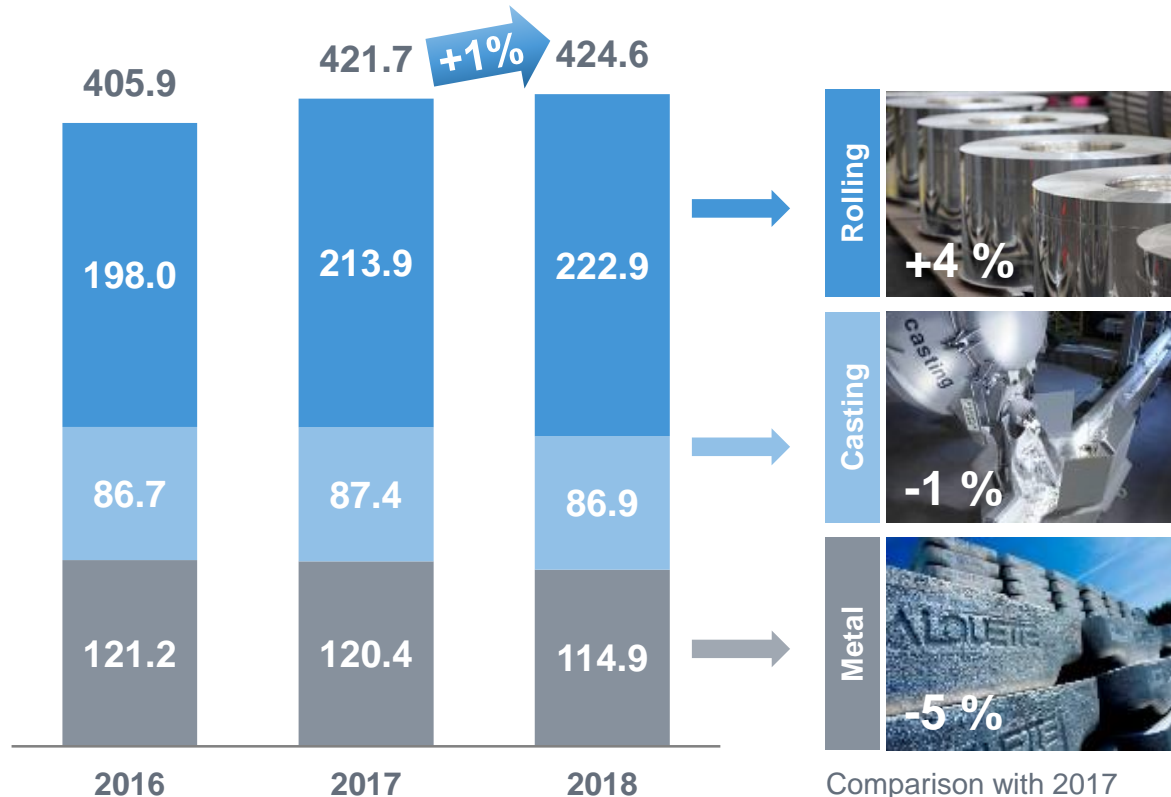
**Successful completion of qualifications for further growth in 2019**



# Total shipments

Growth in the Rolling Division leads to new AMAG shipments record

[in '000 tonnes]



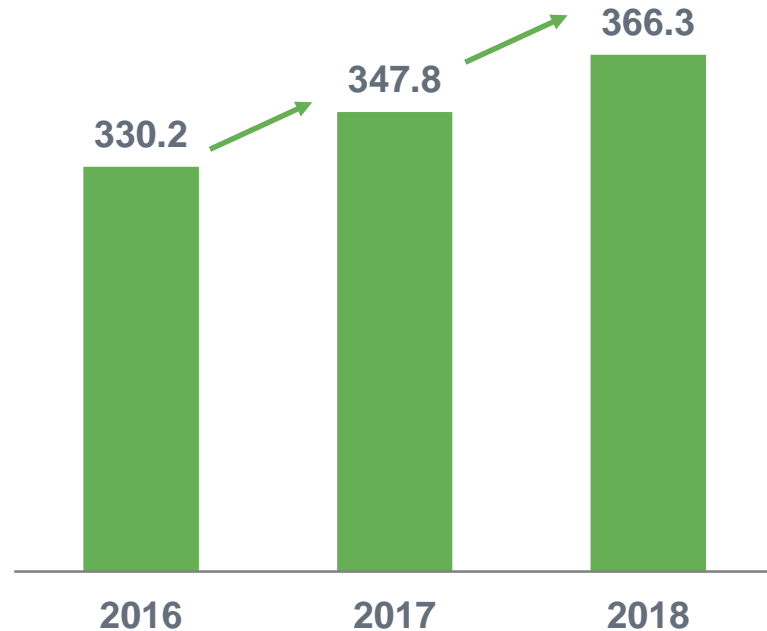
- Continuation of strategic growth program
- Shipments reach previous year's level despite H1 modernisation activities
- Decline mainly due to relining of smelter pots

# New aluminium recycling record

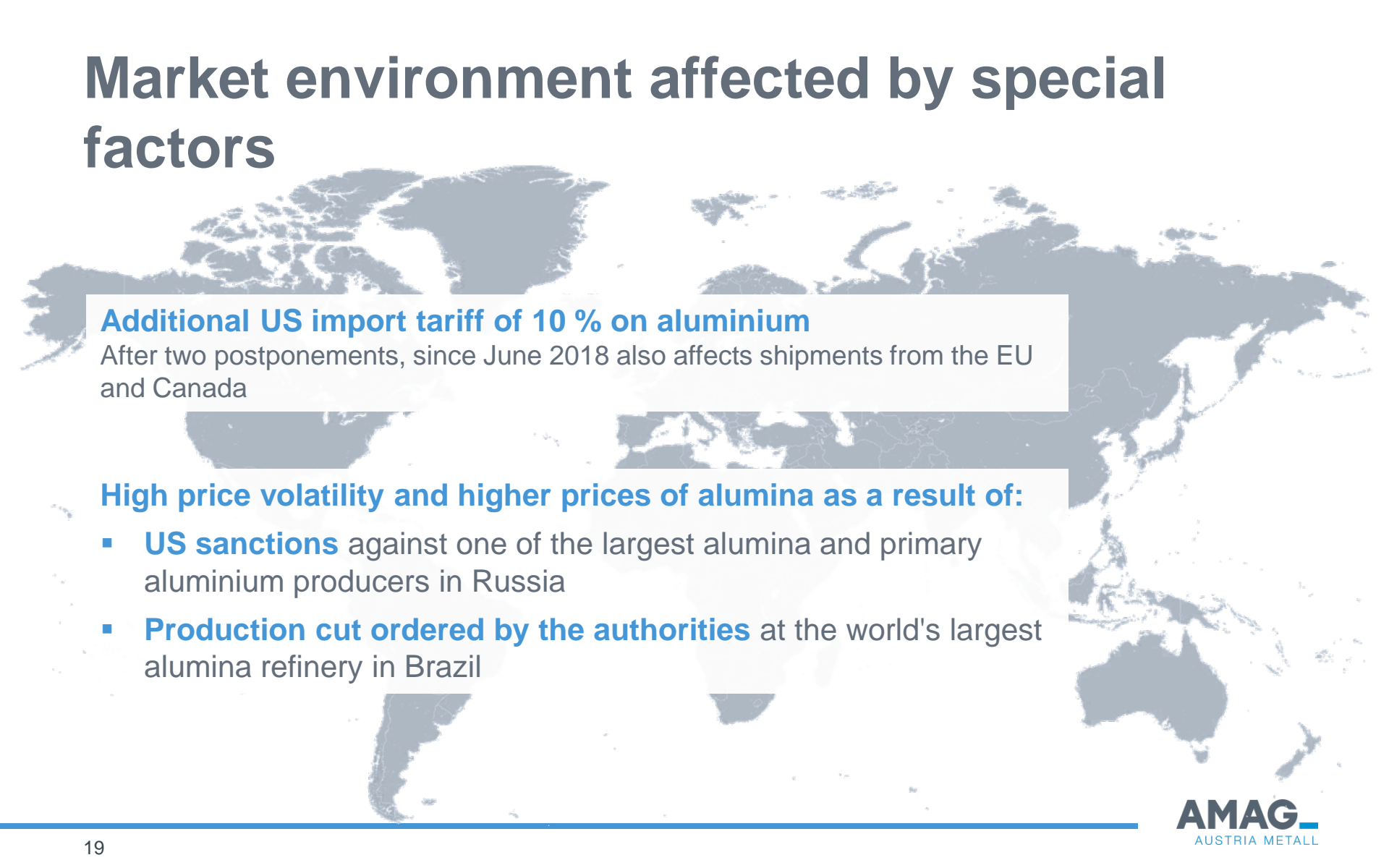
Recycling requires up to 95% less energy than primary metal production

## Scrap input in Ranshofen

[in '000 tonnes]



# Market environment affected by special factors



## **Additional US import tariff of 10 % on aluminium**

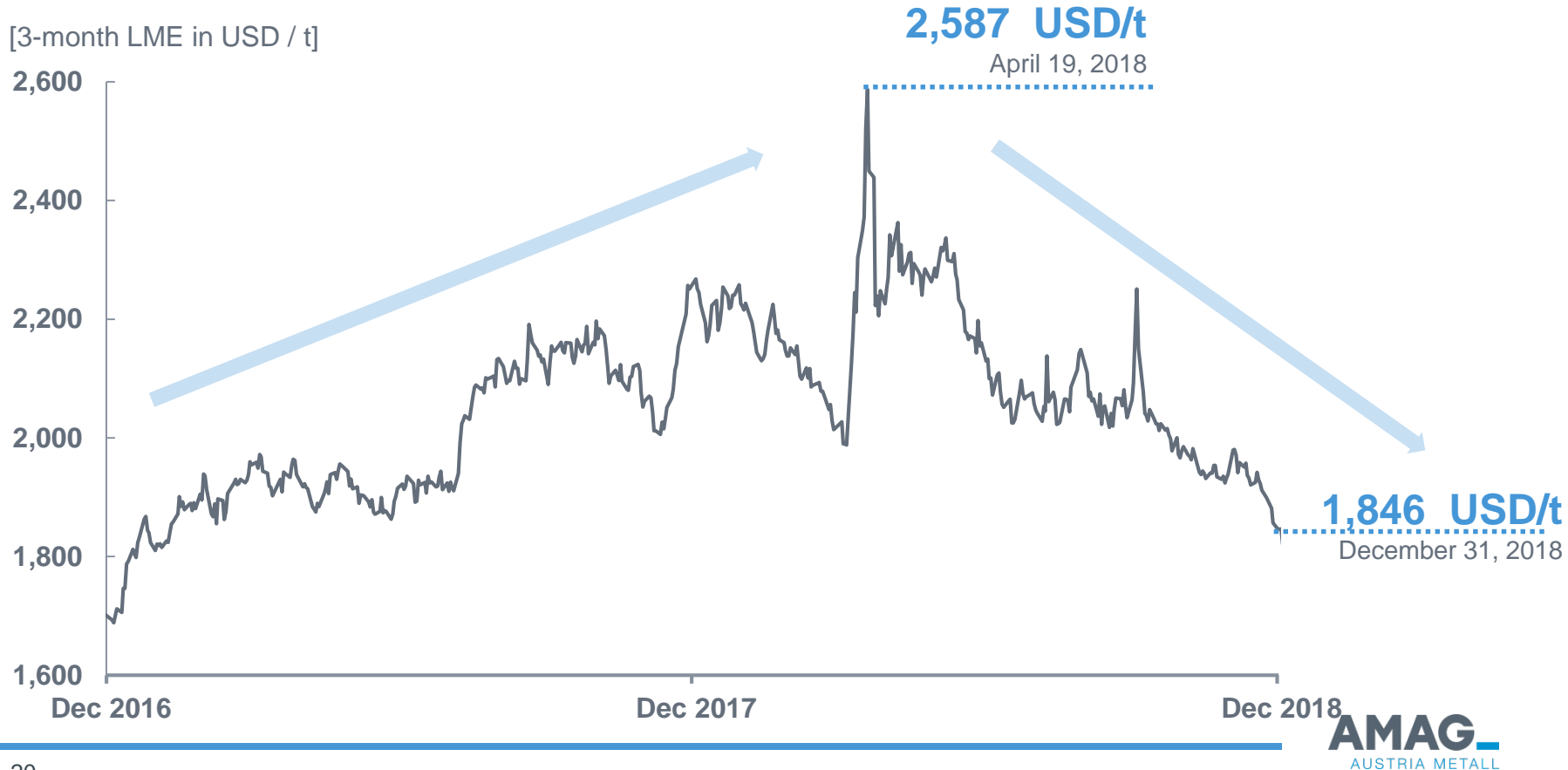
After two postponements, since June 2018 also affects shipments from the EU and Canada

## **High price volatility and higher prices of alumina as a result of:**

- **US sanctions** against one of the largest alumina and primary aluminium producers in Russia
- **Production cut ordered by the authorities** at the world's largest alumina refinery in Brazil

# Aluminium price trends

Volatile price trend, down during H2/2018

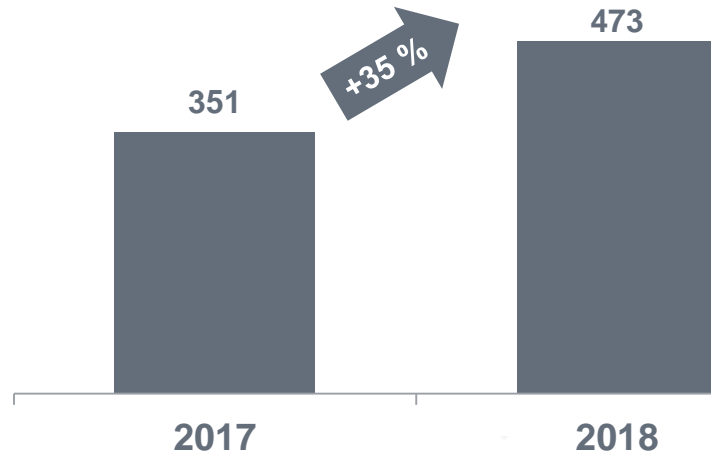


# Alumina and aluminium price trends

Considerable increase in alumina price compared to aluminium

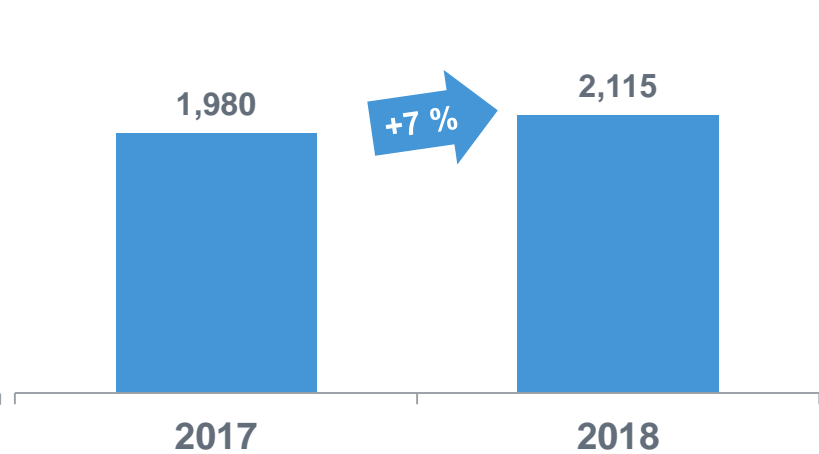
## Alumina price

[Year-average in USD/t]



## Aluminium price

[3-month LME annual average in USD/t]

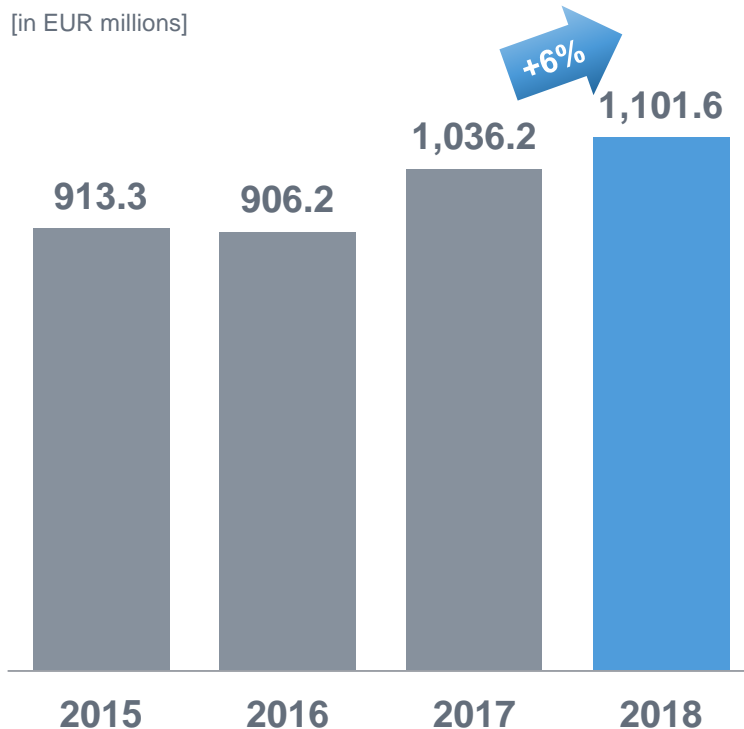


# Revenue record

Revenue growth mainly due to the positive trend in the Rolling Division

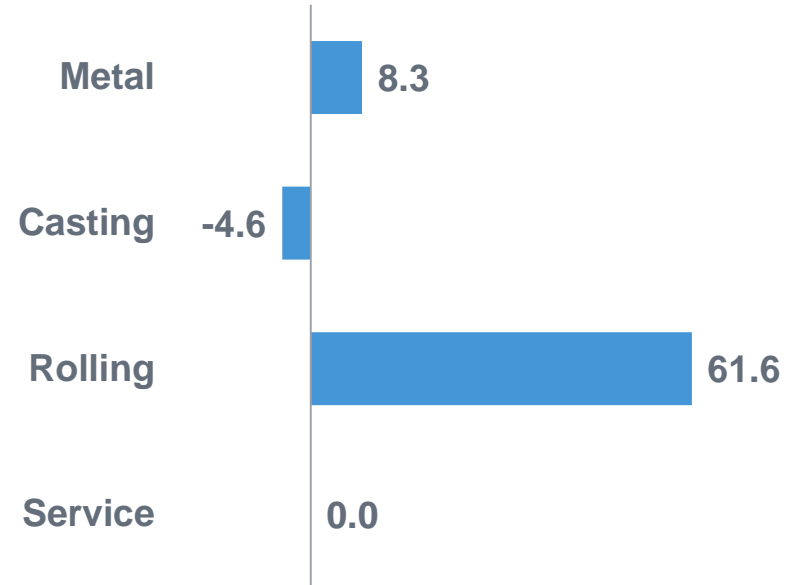
## Revenue

[in EUR millions]



## Change in revenue by division

[difference in EUR millions compared with 2017]



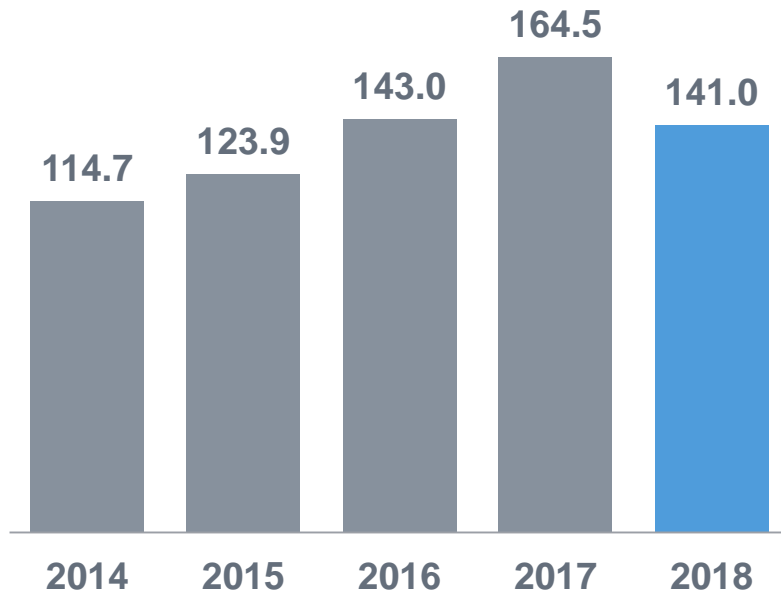


# EBITDA particularly affected by higher raw material costs in the Metal Division

## EBITDA

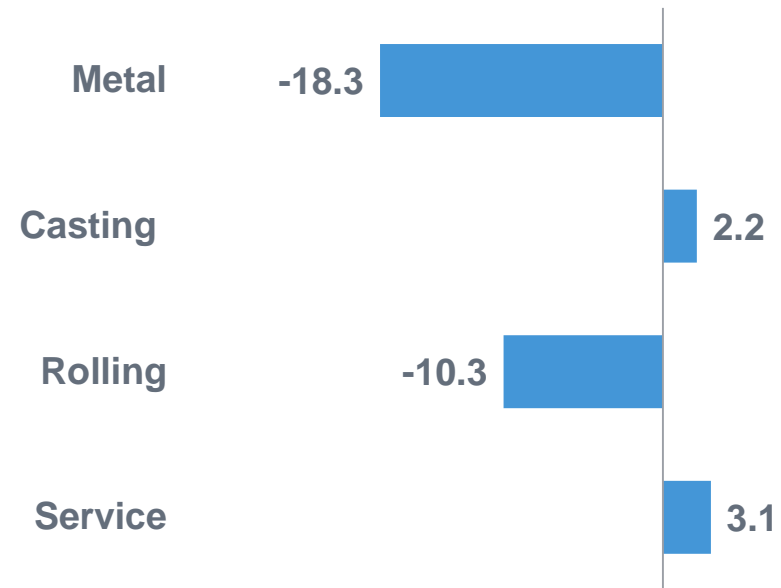
(Earnings before interest, tax, depreciation and amortisation)

[in EUR millions]



## Change in EBITDA by division

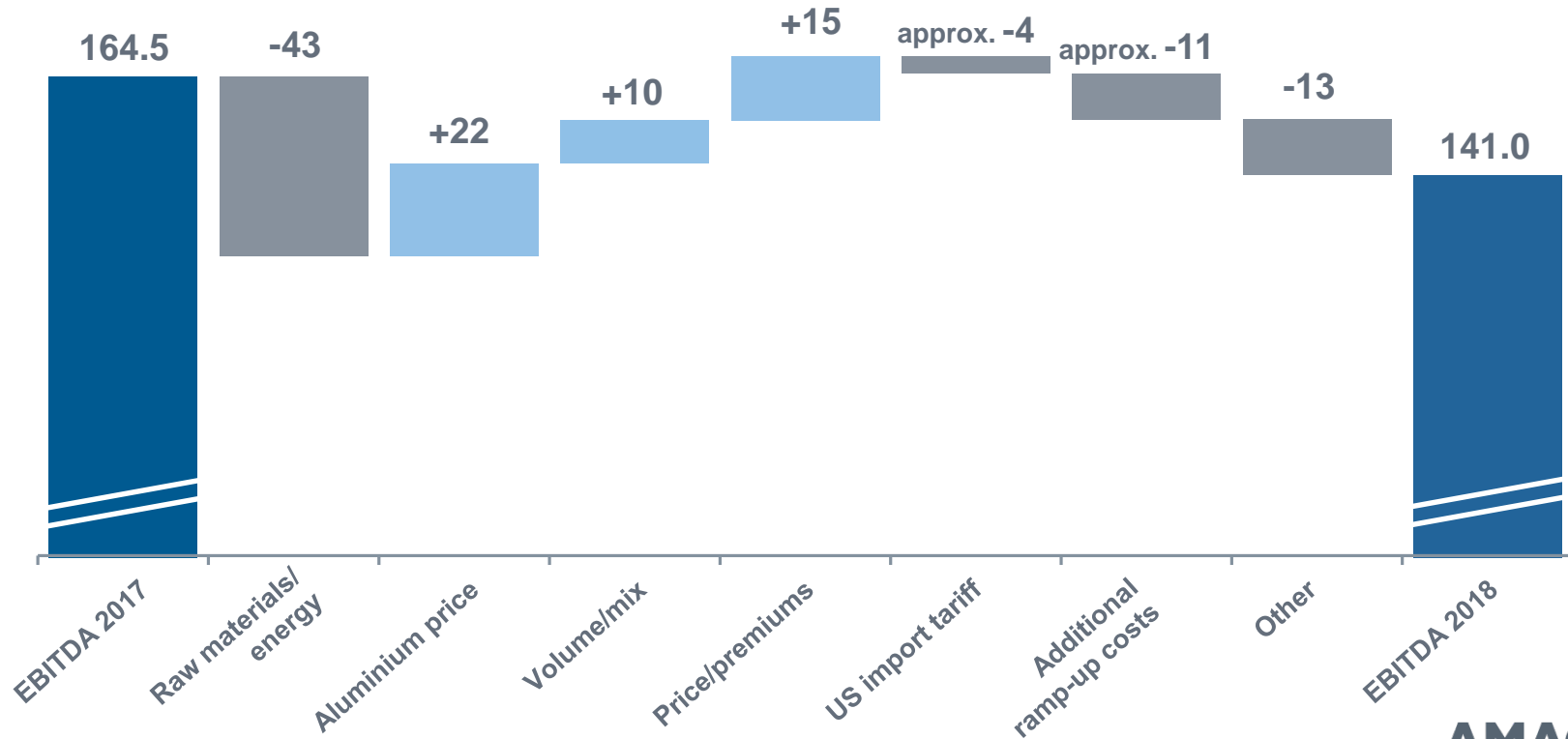
[difference in EUR millions compared with 2017]



# FY 2018 EBITDA reconciliation

Reduction in results mainly reflects higher raw materials costs and ramp-up costs for site expansion

[in EUR millions]



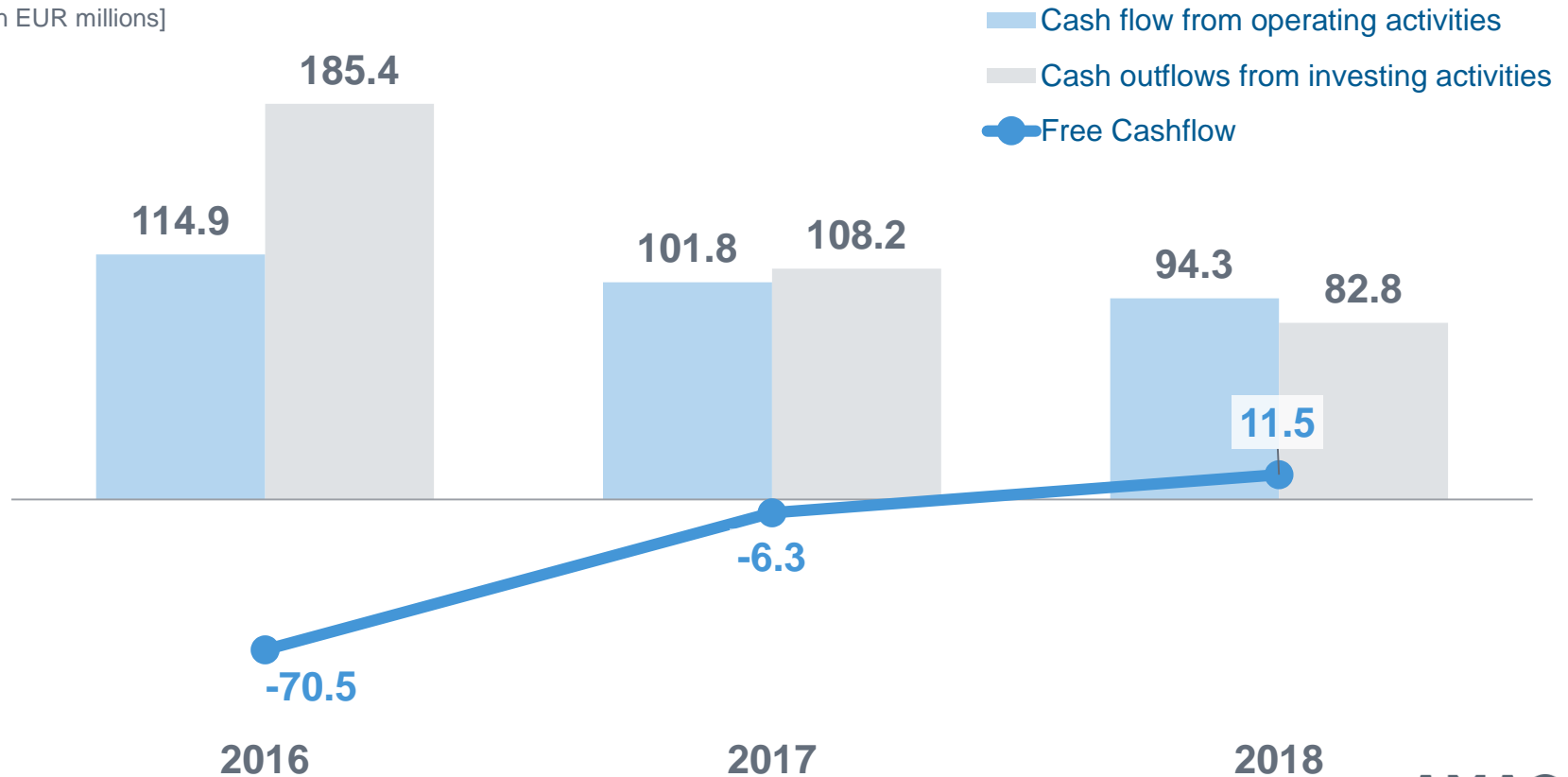
# AMAG Group – key figures

|  | Q4<br>2018 | Q4<br>2017 | +/-<br>(%) | 2018    | 2017    | +/-<br>(%) |
|--|------------|------------|------------|---------|---------|------------|
| <b>Shipments, total</b><br>[in tonnes]             | 108,900    | 102,800    | 6          | 424,600 | 421,700 | 1          |
| <b>Revenue</b><br>[in EUR millions]                | 276.6      | 246.0      | 12         | 1,101.6 | 1,036.2 | 6          |
| <b>EBITDA</b><br>[in EUR millions]                 | 20.9       | 35.5       | -41        | 141.0   | 164.5   | -14        |
| <b>EBITDA margin</b><br>[in %]                     | 7.5 %      | 14.4 %     | -          | 12.8 %  | 15.9 %  | -          |
| <b>EBIT</b><br>[in EUR millions]                   | 0.6        | 14.8       | -96        | 60.6    | 86.8    | -30        |
| <b>EBIT margin</b><br>[in %]                       | 0.2 %      | 6.0 %      | -          | 5.5 %   | 8.4 %   | -          |
| <b>Net income after taxes</b><br>[in EUR millions] | 1.2        | 14.5       | -92        | 44.5    | 63.2    | -29        |
| <b>Earnings per share</b><br>[in EUR]              | 0.03       | 0.41       | -92        | 1.26    | 1.79    | -29        |

# Cash flow trends

## Positive free cash flow in FY 2018

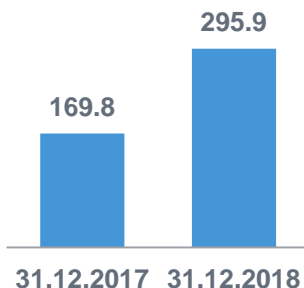
[in EUR millions]



# Solid key balance sheet figures

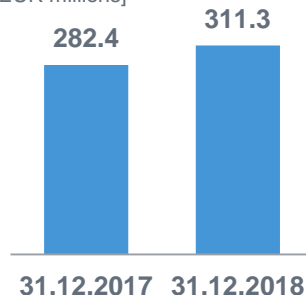
## Cash and cash equivalents

[in EUR millions]



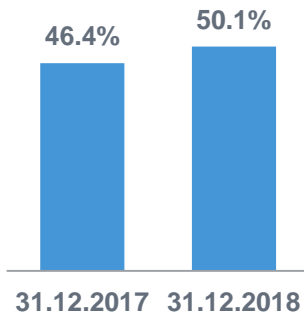
## Net financial debt

[in EUR millions]



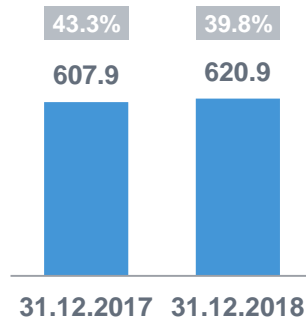
## Gearing ratio

[in %]



## Equity and equity ratio

[in EUR millions or %]



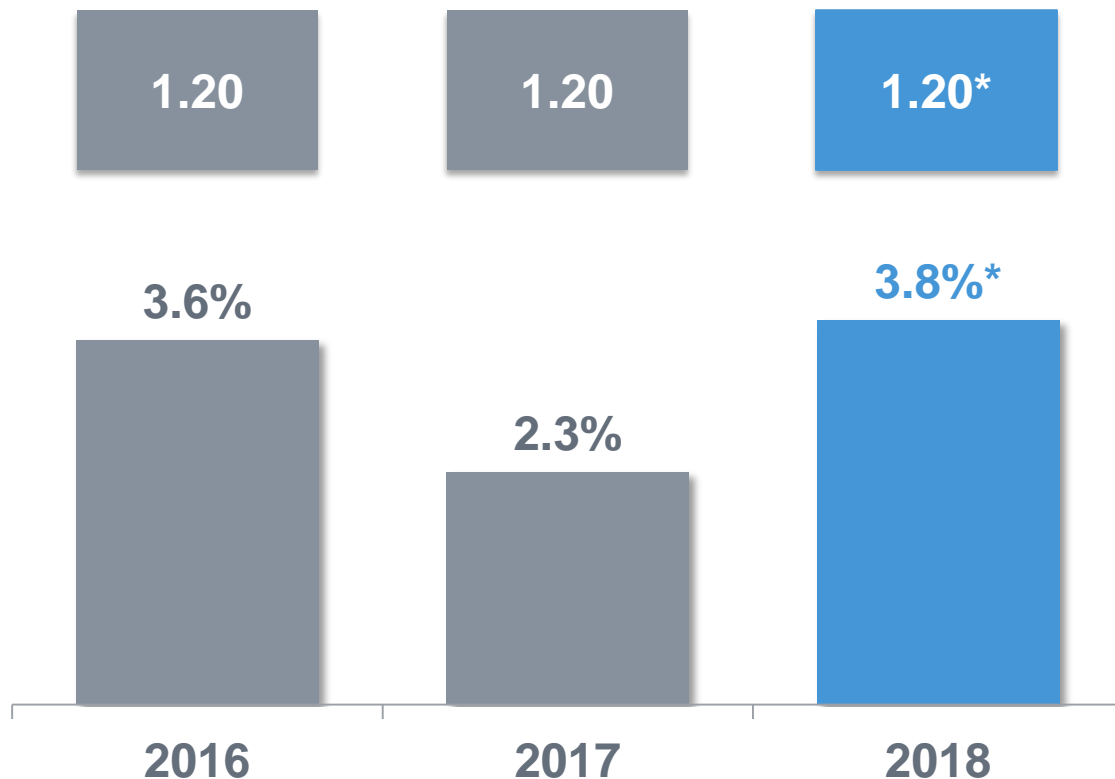
- Successful placement of **of a promissory note loan** in the amount of EUR 200 million
- **Increase in equity** due to earnings and positive effects in currency translation
- **Increase in total assets** leads to a mathematical decline in the **equity ratio**
- **Solid gearing ratio** almost unchanged compared to the previous year

# Stable dividend as proposal to AGM

Dividend yield rises to around 4 %

**Dividend in EUR  
per share**  
(for the respective financial year)

**Dividend yield**  
(based on year-end closing price  
of the AMAG share)



# FY 2019 outlook

Published on February 28, 2019

- **Attractive market growth** with expected increase of around 3 and 4 % respectively in global consumption of primary aluminium and rolled products<sup>1)</sup>
- 2019 business trends mainly influenced by future **market price trends for aluminium, raw materials and the currency situation**; increasing economic uncertainties, e.g. in connection with the exit of the UK from the EU and the car sales market
- New accounting standard IFRS 16 "Leases": no material impact on AMAG EBITDA, but shifts in individual segments anticipated
- **AMAG will continue to benefit from its growth path in 2019; however, it is still too early to issue an earnings forecast**



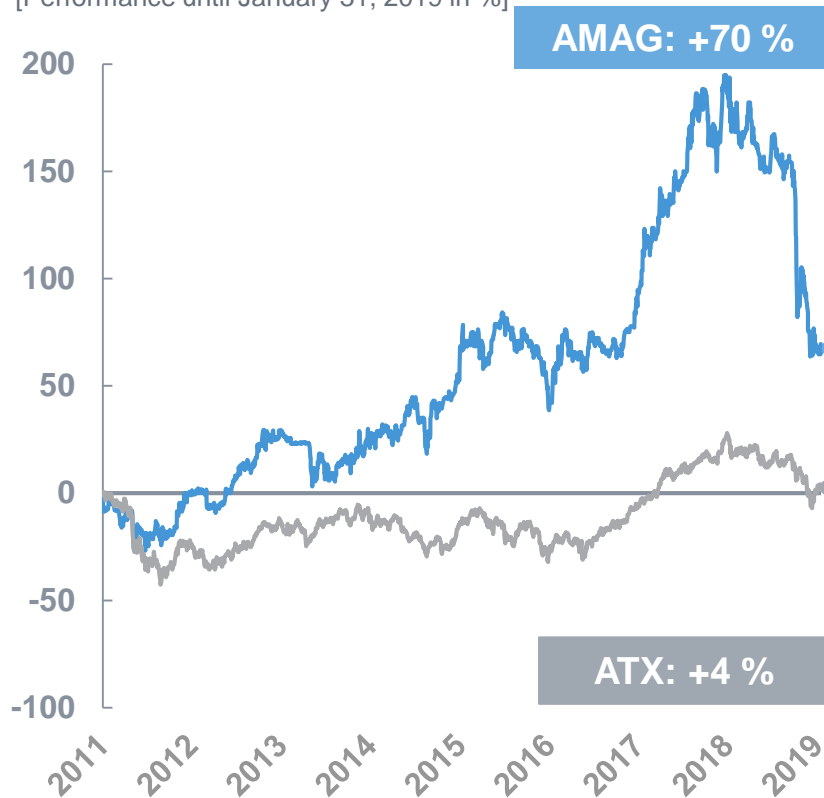


**AMAG share**

# AMAG share

## Significant outperformance since IPO

[Performance until January 31, 2019 in %]



## Shareholder structure

B&C Industrieholding GmbH <sup>2) 3)</sup>

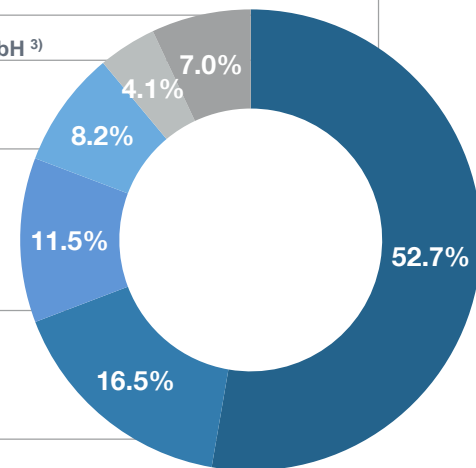
Free float

Esola Beteiligungsverwaltungs GmbH <sup>3)</sup>

Treibacher Industrieholding GmbH

AMAG Arbeitnehmer Privatstiftung

RLB OÖ Alu Invest GmbH <sup>1), 2)</sup>



- 1) RLB OÖ Alu Invest GmbH is a wholly-owned subsidiary of Raiffeisenlandesbank Oberösterreich AG
- 2) B&C Industrieholding GmbH and Raiffeisenlandesbank Oberösterreich concluded an participation agreement on April 1, 2015
- 3) B&C Industrieholding GmbH and Esola Beteiligungsverwaltungs GmbH concluded a participation agreement on February 14, 2019

# 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 financial calendar

|                   |                                  |
|-------------------|----------------------------------|
| February 28, 2019 | 2018 annual financial statements |
| April 10, 2019    | Annual General Meeting           |
| April 17, 2019    | Dividend payment date            |
| April 30, 2019    | Q1/2019 report                   |
| August 1, 2019    | H1/2019 report                   |
| October 30, 2019  | Q3/2019 report                   |

## IR contact

**Felix Demmelhuber**

Head of Investor Relations

T +43 7722 801 2203

M +43 664 810 5117

[Felix.Demmelhuber@amag.at](mailto:Felix.Demmelhuber@amag.at)