



Alumetal Group
H1 2014 financial results

2nd September 2014

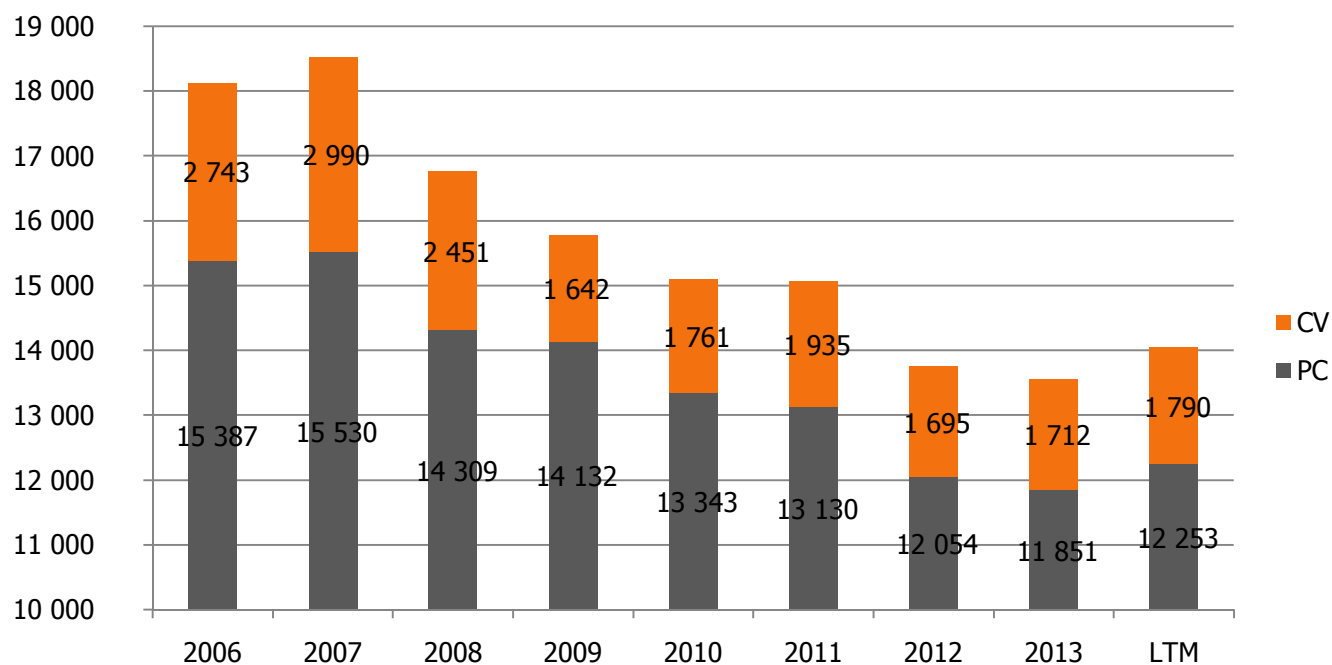
alumetal

H1 2014 and LTM at glance

- ⊕ Volume sales – **80k tons** in H1 2014 and **148k tons** in LTM
- ⊕ Adjusted EBITDA – **PLN 45 mn** in H1 2014 and **PLN 81 mn** in LTM
- ⊕ Adjusted net profit – **PLN 34 mn** in H1 2014 and **PLN 60 mn** in LTM
- ⊕ **Low net debt** due to improved EBITDA, lower working capital level, low capex and low effective CIT rate

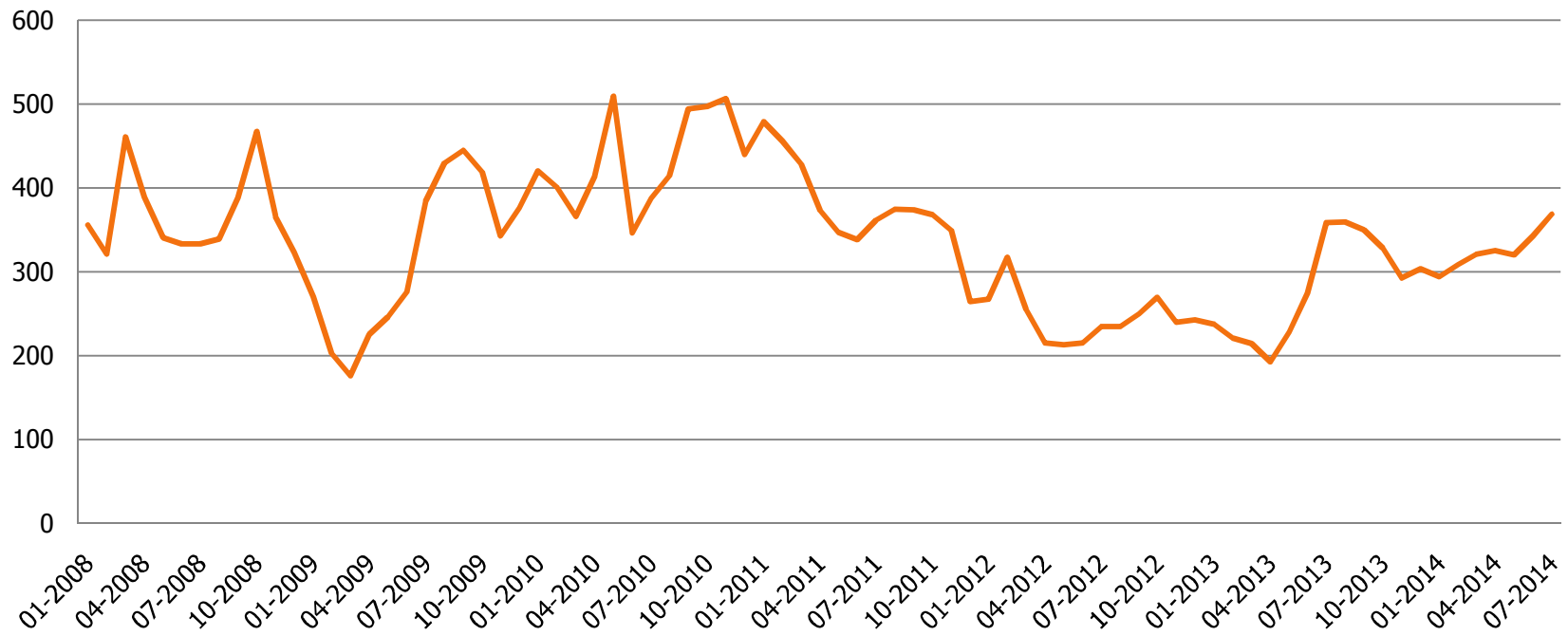


Motor vehicle registrations in the EU in thou. units



- ⊕ In H1 2014 sales of motor vehicles in the EU increased by 6,8% (increase by 6,5% in PC and 9,3% in CV)
- ⊕ In LTM sales of motor vehicles in the EU increased by 3,5% (increase by 3,4% in PC and 4,5% in CV)

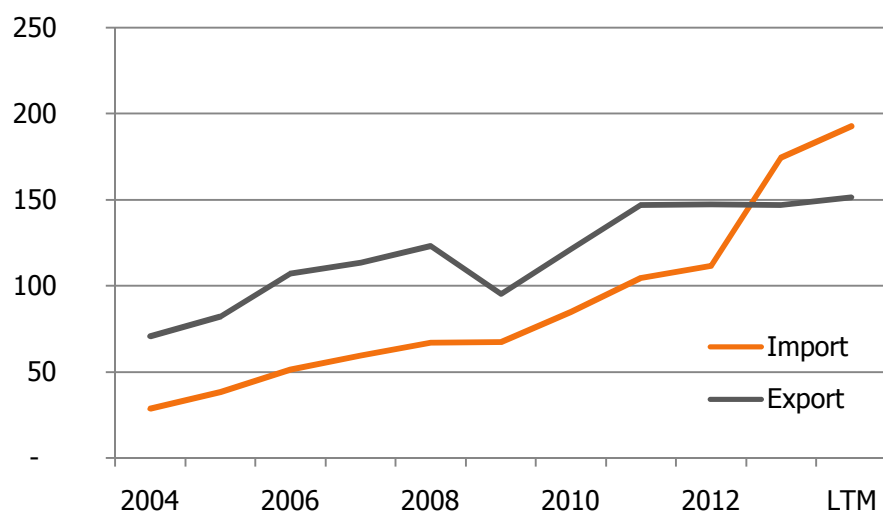
Metal Bulletin 226 alloy spread in EUR



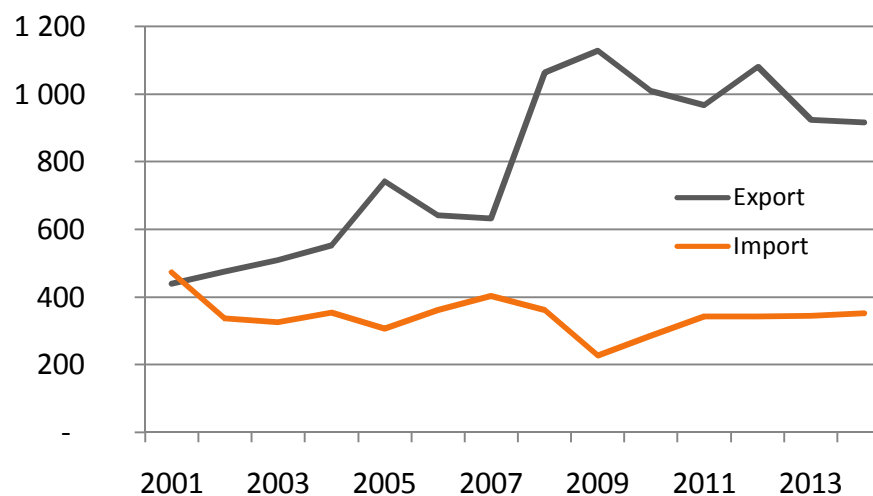
⊕ Good relation between scrap prices and 226 alloy (standard alloy) maintained in 2Q 2014

Import/export of scrap to/from Poland and EU in thou. tons

Import/export to/from Poland

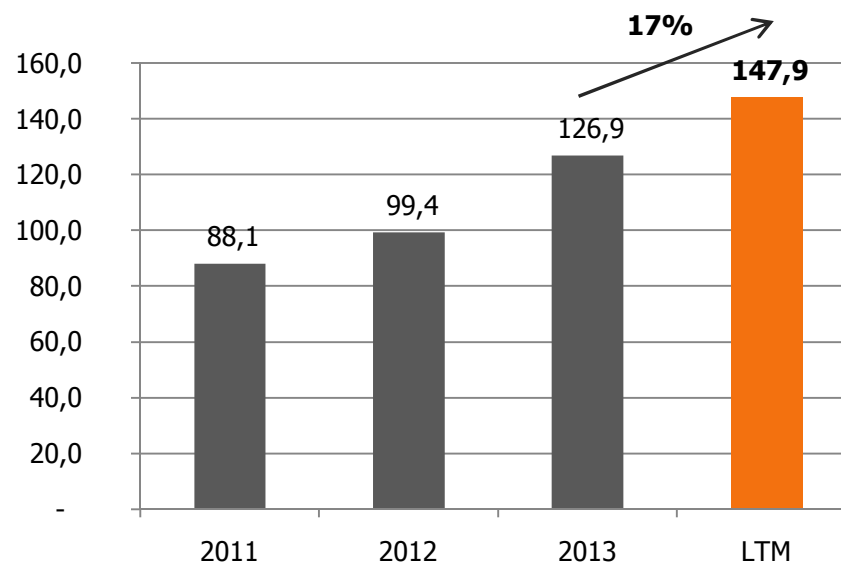
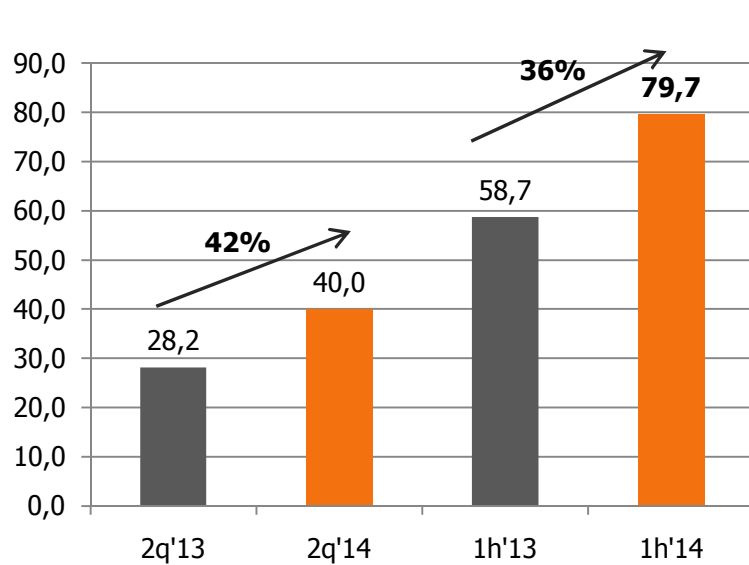


Import/export to/from EU



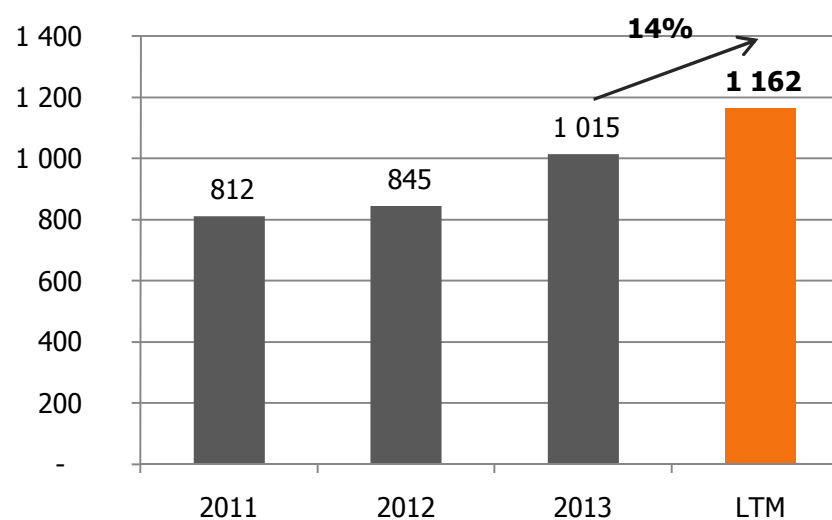
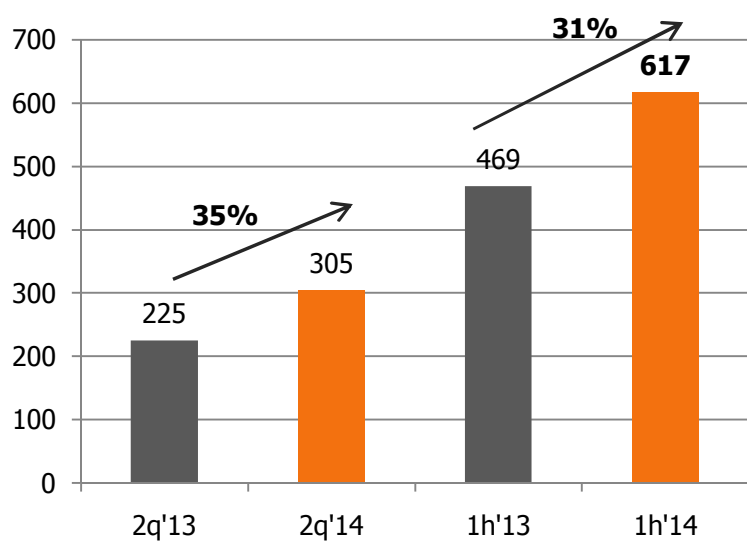
- ✦ In January-May 2014 exports of scrap from Poland increased by 6% to 67k tons and imports to Poland increased by 32% to 79k tons
- ✦ In January-May 2014 exports of scrap from the EU decreased by 2% to 381k tons (63% of exports go to China and India) and imports to the EU increased by 6% to 151k tons

Volume sales in thou. tons



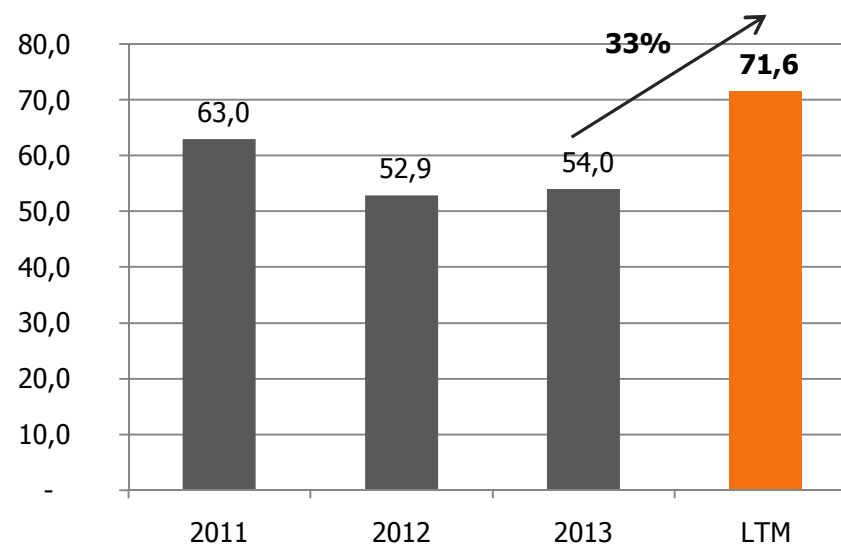
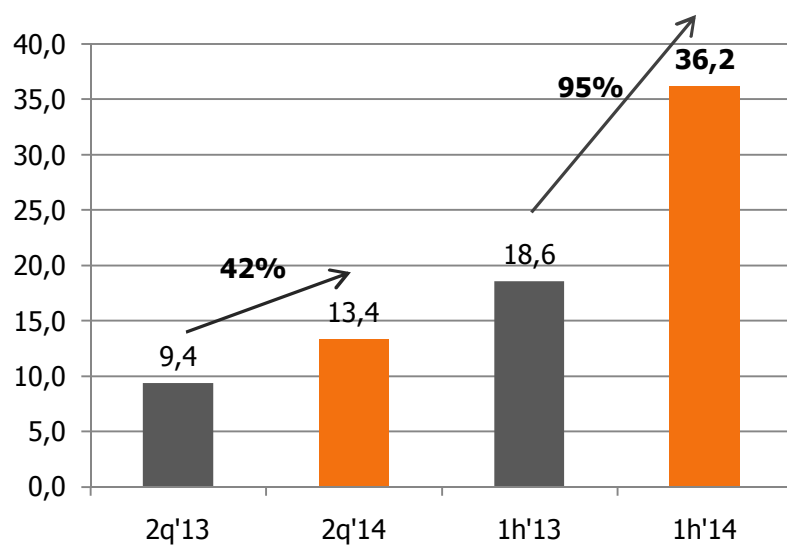
- ⊕ In H1 2014 volume sales increased by 36% to 80k tons
- ⊕ In LTM volume sales increased by 17% to 148k tons

Sales revenue in mn PLN



- ⊕ In H1 2014 sales revenue increased by 31% to PLN 617 mn
- ⊕ In LTM sales revenue increased by 14% to PLN 1.162 mn

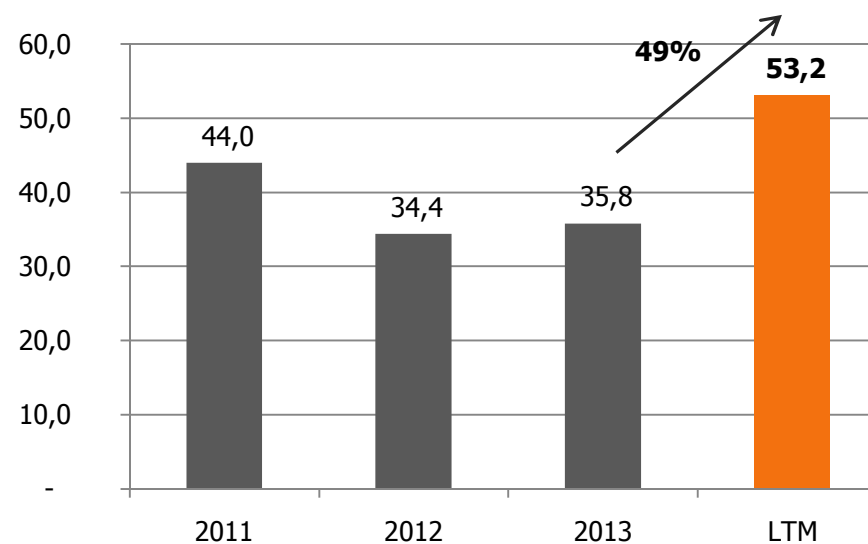
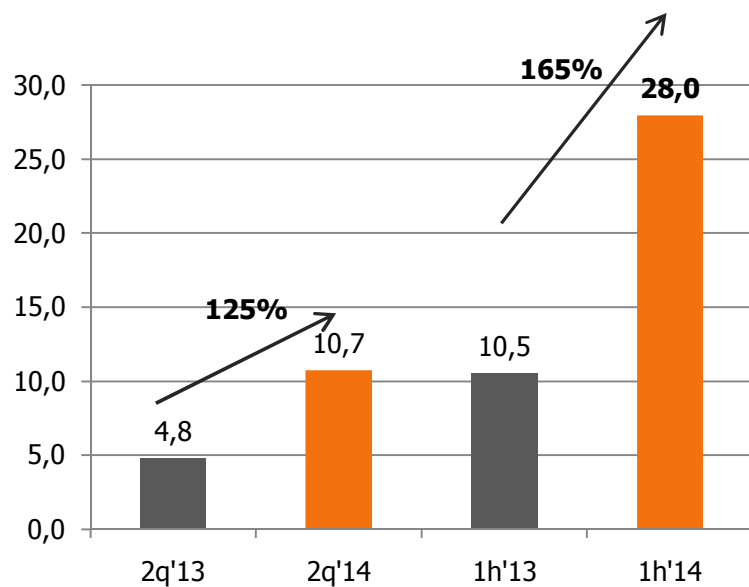
EBITDA in mn PLN



⊕ In H1 2014 EBITDA increased by 95% to PLN 36 mn

⊕ In LTM EBITDA increased by 33% to PLN 72 mn

Net profit in mn PLN



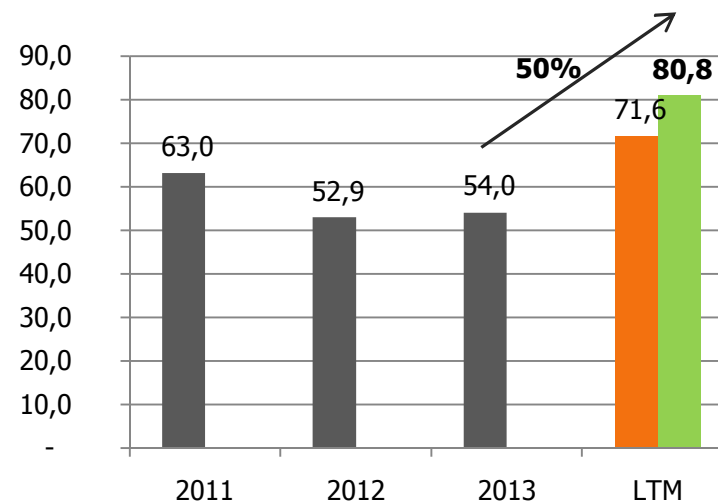
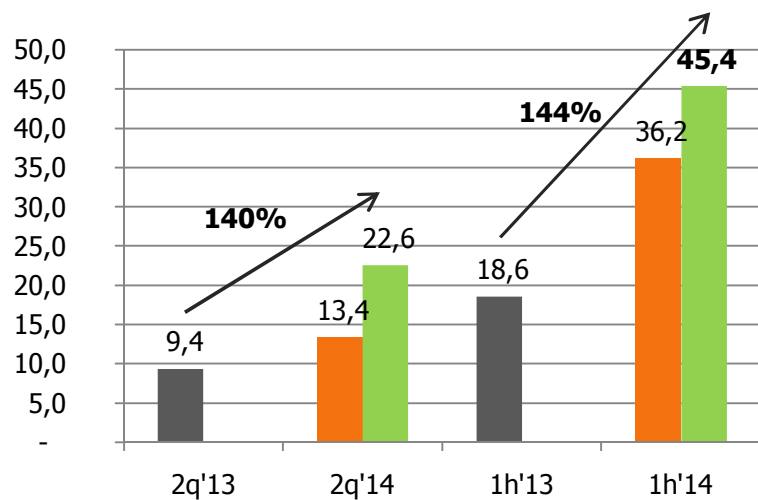
⊕ In H1 2014 net profit increased by 165% to PLN 28 mn

⊕ In LTM net profit increased by 49% to PLN 53 mn

The impact of one-off events for 2Q 2014 results in thou. PLN

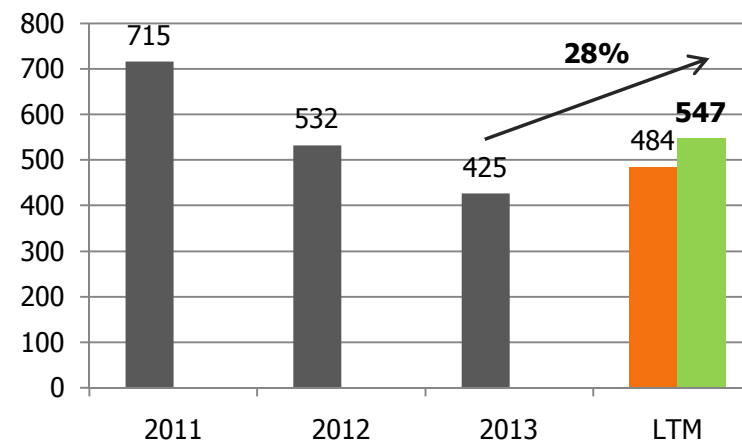
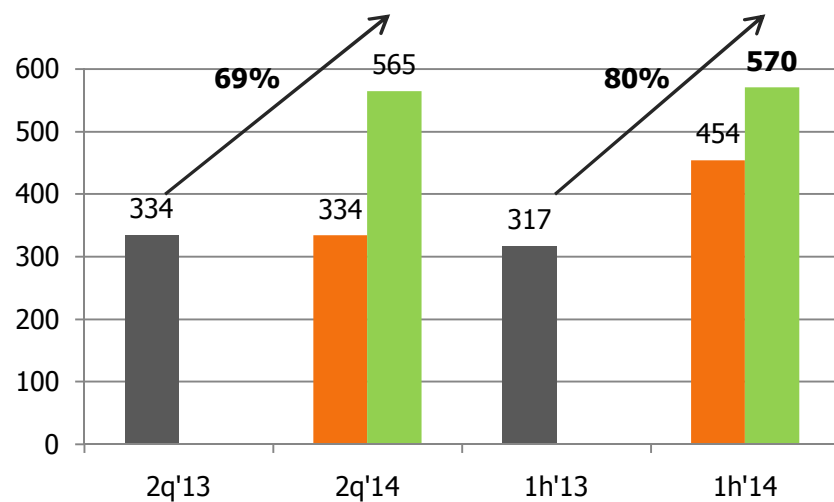
VAT – reversal of provision	1 106
IPO costs	- 597
Cimos – creation of provision	- 9 757
Impact on EBITDA	- 9 249
VAT – reversal of provision + interest	884
Impact on EBT	- 8 365
CIT	1 967
Impact on net profit	- 6 398

Adjusted EBITDA in mn PLN



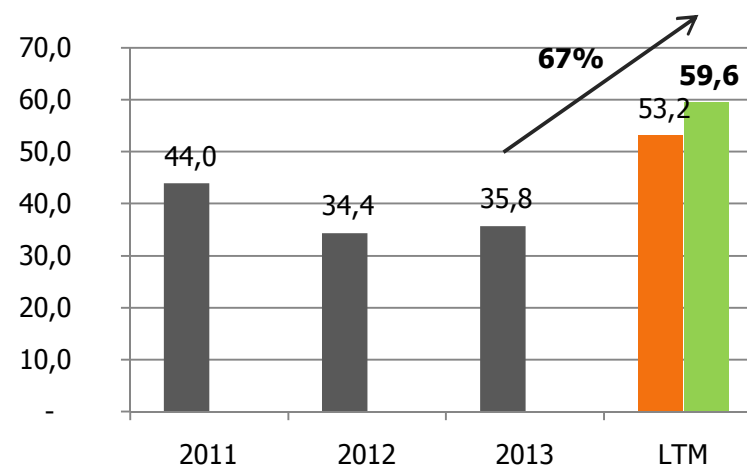
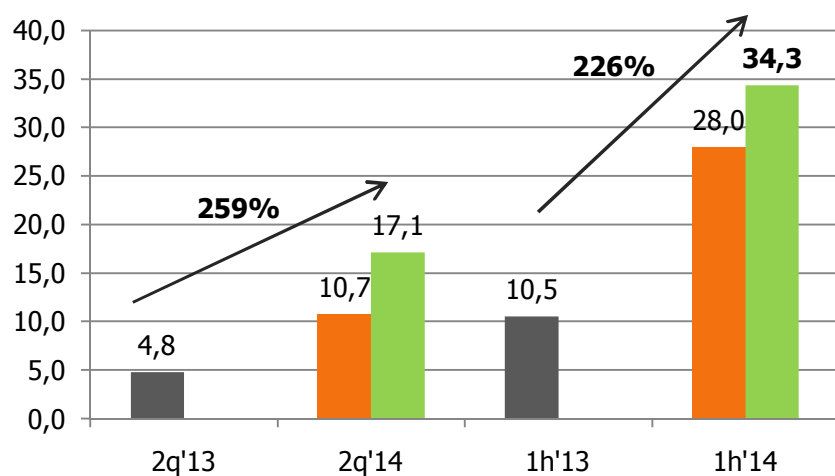
- ⊕ In H1 2014 adjusted EBITDA increased by 144% to PLN 45 mn
- ⊕ In LTM adjusted EBITDA increased by 50% to PLN 81 mn

Adjusted EBITDA per ton in PLN



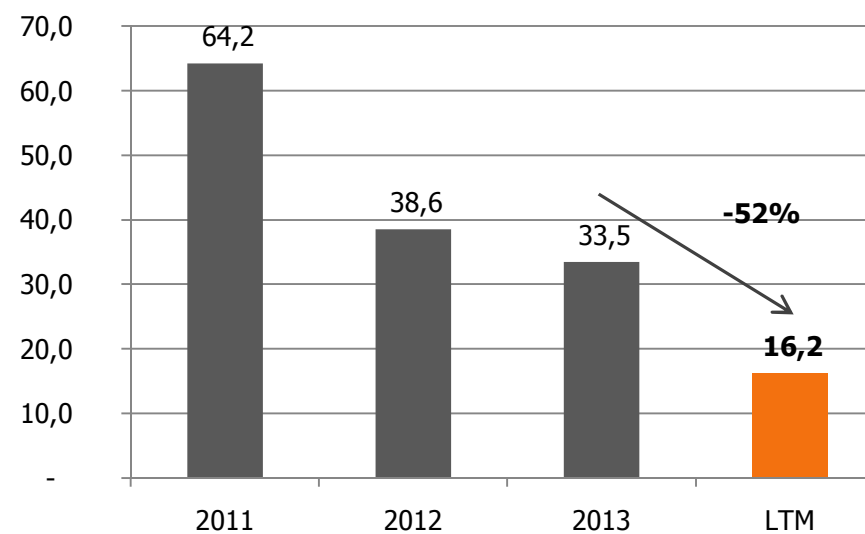
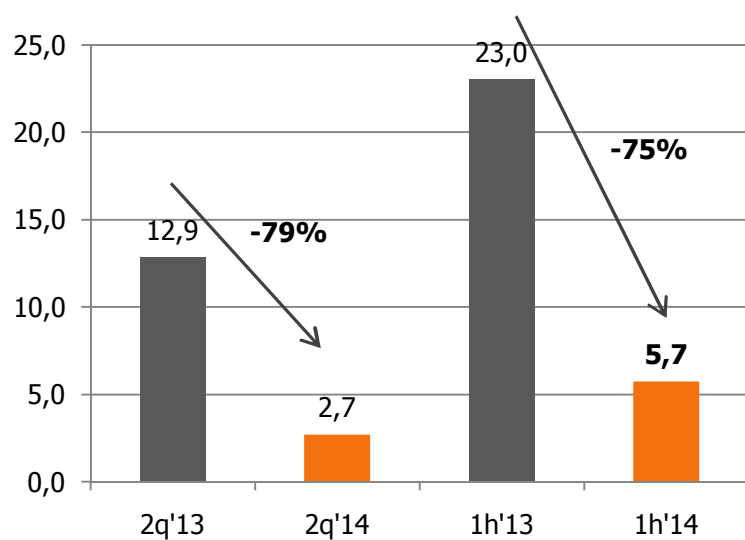
- ⊕ In H1 2014 adjusted EBITDA per ton increased by 80% to PLN 570
- ⊕ In LTM adjusted EBITDA per ton increased by 28% to PLN 547

Adjusted net profit mn PLN



- ⊕ In H1 2014 adjusted net profit increased by 226% to PLN 34 mn
- ⊕ In LTM adjusted net profit increased by 67% to PLN 60 mn

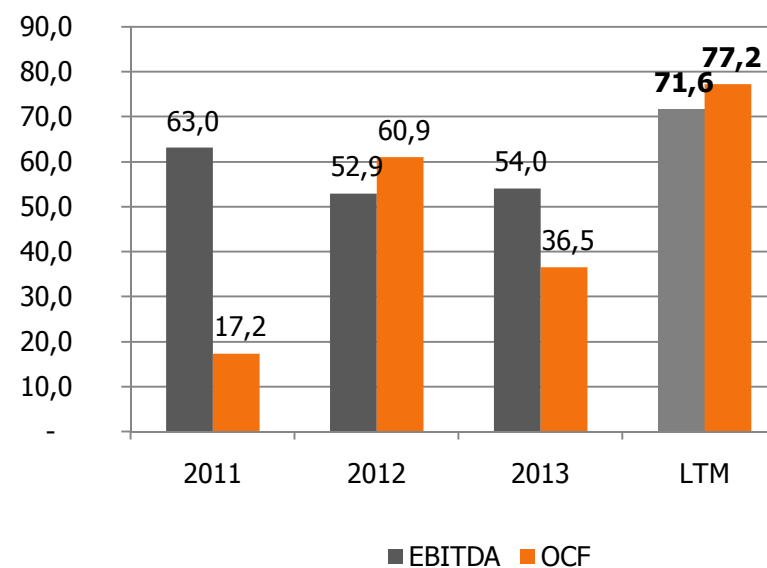
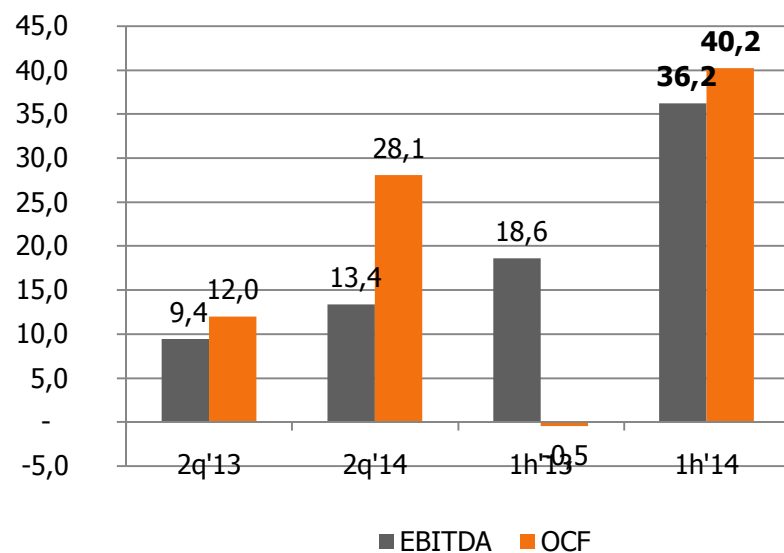
Capex in mn PLN



⊕ In H1 2014 capex decreased by 75% do PLN 6 mn

⊕ In LTM capex decreased by 52% to PLN 16 mn

OCF vs EBITDA in mn PLN

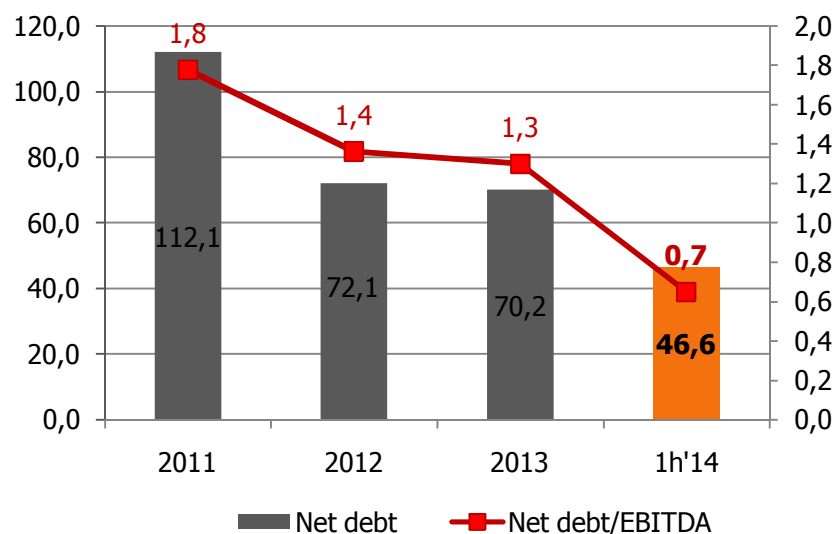


⊕ In H1 2014 OCF amounted to PLN 40 mn vs. EBITDA PLN 36 mn

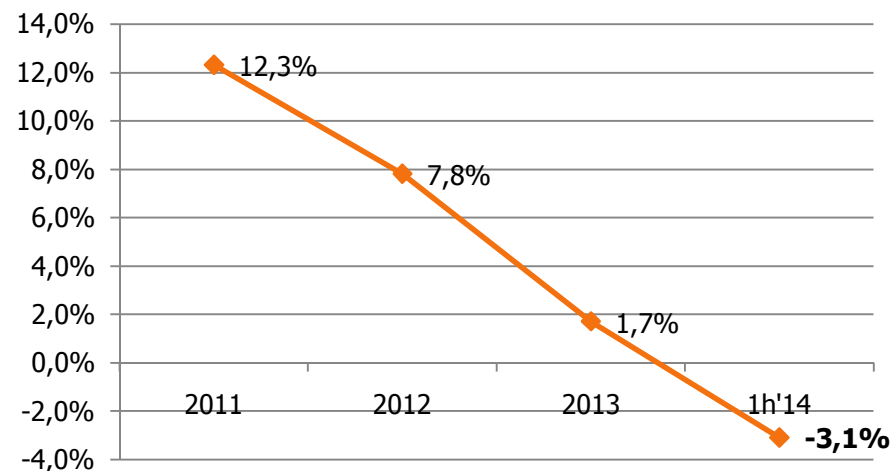
⊕ In LTM OCF amounted to PLN 77 mn vs. EBITDA PLN 72 mn

Net debt and effective CIT rate

Net debt



Effective CIT rate



- ⊕ At the end of June 2014 net debt amounted to PLN 47 mn and Net debt/EBITDA ratio decreased from 1,3x at the end of 2013 to 0,7x in mid-2014
- ⊕ Effective CIT rate in H1 2014 was negative due to the provision for CIMOS receivables

Summary

- ⊕ H1 2014 financial results in accordance with the expectations
- ⊕ Market situation in H2 2014 should be similar to H1 2014 although price volatility significantly higher
- ⊕ Strong balance sheet allows to finance expansion capex and continue the dividend policy (50% payout)