

# AMG Advanced Metallurgical Group N.V.

**RBS** Investor Conference

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## Contents



- Highlights and Operational Review
- Financial Review
- Market Overview and Outlook



# AMG Advanced Metallurgical Group



## ...Global specialty metals and materials technology company

### Fuel Efficiency

 Proprietary alloys, superalloys and vacuum furnaces for aerospace applications

#### Recycling

 Recycling of spent refinery catalysts and power plant residues used to produce ferrovanadium and ferronickel-moly and vanadium alloys

#### Solar

■ Crystallisation vacuum furnace technology for the creation of solar ingots and silicon metal producer

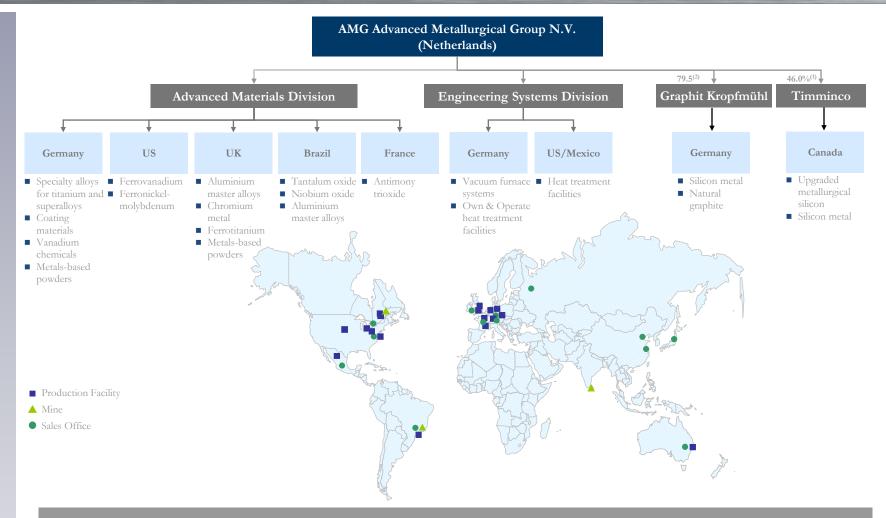
#### Nuclear

 Vacuum furnace technology for nuclear fuels and storage technology for nuclear waste



# Global Operations





## Global presence enables access to key growth markets

Note: This chart is a simplified depiction of AMG's organisational structure.

- (1) Timminco Limited is listed on the Toronto stock exchange (TIM CN / TIM.TO). Ownership as of 18 November 2009.
- (2) Graphit Kropfmühl AG ("GK") is listed on the Frankfurt stock exchange (GKRG.DE / GKR GR).

# Financial Highlights - Third Quarter 2009



- Revenue: \$205.4 million
- EBITDA: \$18.6 million, 9.0 % EBITDA margin
  - Reduced sales prices
  - Low capacity utilizations
  - Advanced Materials profitability improved
  - Engineering Systems order intake remained low
- Capital investment reduced to \$3.6 million in Q3 2009
- Cash: \$124.4 million and debt of \$202.3 million
  - Net debt of \$77.9 million
- AMG owns 46.0% of Timminco and no longer consolidates Timminco's financial information
  - Treated as equity method accounting under IFRS



## **Market Overview**

## **End Markets**

Revenue

Gross

Margin

Margin %



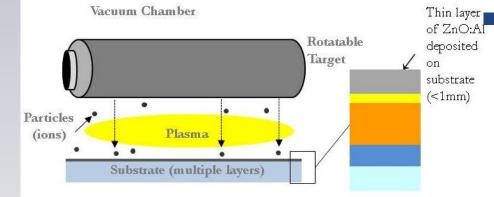
#### AMG Advanced Metallurgical Group N.V. (1) Total Group Solar **Fuel Efficiency** Recycling Nuclear Other OTD Q3 08 Q3 08 Q3 09 Q3 08 Q3 09 Q3 08 Q3 09 Q3 08 Q3 09 Q3 09 Q3 09 Q3 08 53 103 58 112 12 46 2 80 110 205 371 31 24 18 (1)12 10 17 5 40 83 30% 31% 12% 21% 43% 39% -29% N/A 15% 10% 19% 22% Silicon metal Vacuum furnace Ferrovanadium Vacuum sintering Chromium metal DSS Vacuum systems for the Ferro nickel - Tantalum furnace systems Vacuum sintering furnaces and other production of high Engineering for molybdenum solar furnaces processing of purity metals furnace systems Coatings for thin film VAl alloys weapons grade Antimony trioxide applications Superalloys for the Ti plutonium into MOX Natural graphite Al master alloys industry Portfolio of diverse Producer of leading Petrol prices drive Secondary raw Expanding nuclear growth in specialty material source technologies metals based solar furnaces for business model portfolio and the production of metals to improve businesses enables unique low expertise solar silicon ingots fuel economy cost feedstock

A focus on global clean energy technologies and industries





Thin film solar sputtering process



Market continues to struggle

- Oversupply still evident in the value chain
- Production moving to Asia
- Order intake for solar ingot furnaces remains subdued
- Long term prospects for solar remain positive
- Thin film market bottoming, 2010 should improve

## Operations

- Formed AMG Conversion Limited
- Retooling Berlin facility to produce non-solar furnaces

# Fuel Efficiency





Typical aero	space jet engi	ne			
e.g.	Ti-64	Ti-6246	Ti-834	Ni-based Superalloys	Titaniur Aluminid
Operating temperature	500	700	1,050	1,000-1,500	800
[ C]					

## Market demand moderating

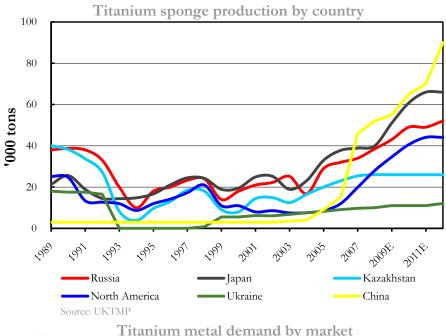
- Market adversely impacted by Boeing 787 and 747-8 delays
- Significant inventory overhang in value chain
- Prices have rebounded slightly from Q2 lows; demand still lagging

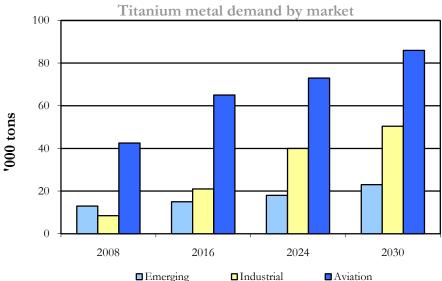
## Operations

- Reducing headcount at titanium master alloy production facility to match demand
- Working capital reductions ongoing to improve cash flow

## Fuel Efficiency – Market Trends







Source: UKTMP

#### Titanium Sponge Production by Country

- China production has surpassed other countries and will continue to lead in sponge
- Russia, Ukraine, Kazakhstan have become major producers of titanium sponge

#### Titanium Metal Demand by Segment

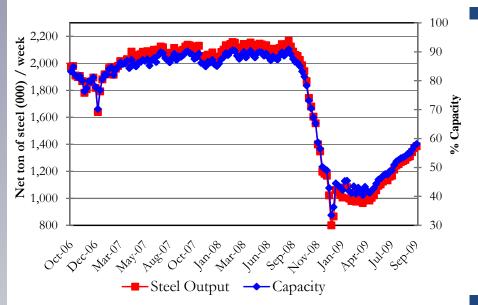
- Despite recent market turmoil, titanium metal will continue to grow substantially for the next 20 years
- Aviation will be the key market going forward



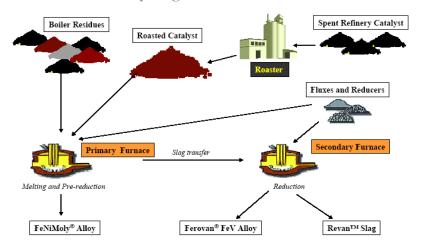
## Recycling







#### Recycling flow chart



### Market demand moderating

- AMG shut down operations during Q3 2009 6 weeks
- North American steel capacity utilization approaching 60% in Q3 '09
- FeV pricing reached \$13/lb; currently at \$11.25/lb

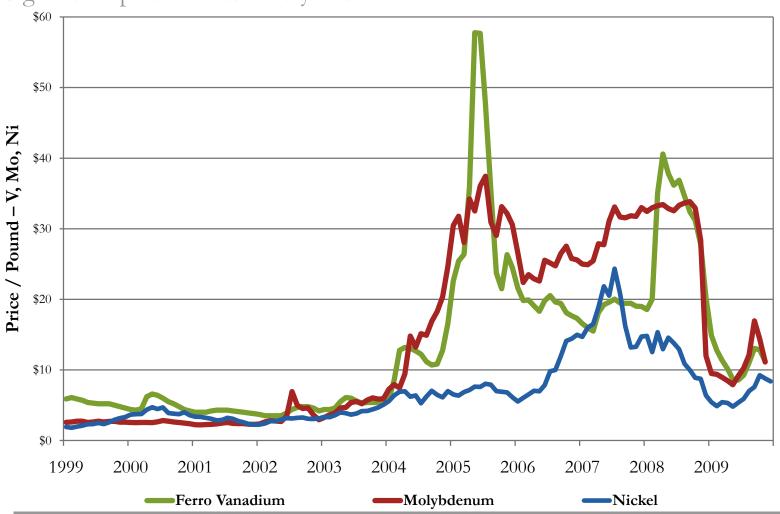
## Long term trends still positive

 Infrastructure growth from emerging markets will drive demand

# Recycling - Pricing



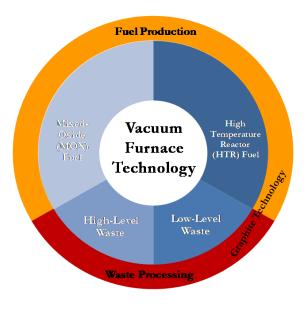


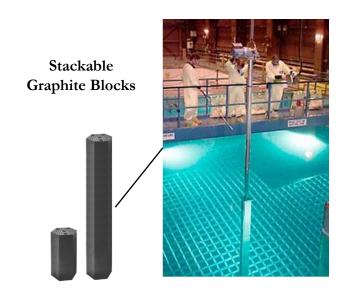


Prices are still below pre-crisis levels

## Nuclear







- Market development ongoing
  - U.S. DOE engineering project on schedule
  - Impermeable graphite glass matrix (IGM) achieved development milestone
  - Business development projects are long term
  - New business opportunities in Russia and U.S.
- Operations
  - Engineering team has expanded to 20 engineers
  - AMG working with partners to expand product offering



# Financial Review

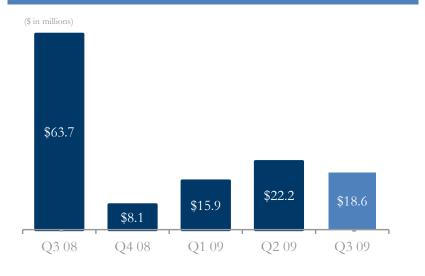
## Financial Highlights



#### Revenue



#### **EBITDA**



#### Highlights

- Q3 Revenue: \$205.4 million
  - YTD 2009 revenue: \$636.1 million
- Q3 EBITDA: \$18.6 million
  - YTD 2009 EBITDA: \$56.7 million
- Balance Sheet highlights at September 30, 2009
  - Cash: \$124.4 million
  - Debt: \$202.3 million
  - Net debt: \$77.9 million
  - Total liquidity: \$222.4 million

# Advanced Materials - Market, Products and Customers



#### **Fuel Efficiency**

#### Recycling - FeV

#### Other

#### **Products**

- Specialty alloys for titanium
- Coatings for wear resistance

- Ferro-vanadium
- Ferro-nickel molybdenum
- Chromium Metals
- Tantalum
- Antimony
- Aluminium master alloys

#### **Competitors**

- Reading Alloys Inc.
- Strategic Minerals Corporation

- Highveld Steel & Vanadium
- Gulf Chemical & Metallurgical Corporation
- Strategic Minerals Corporation
- Xstrata plc
- Chengde Vanadium & Titanium Stock Co. Ltd.

- KBM Affilips B.V.
- KB Alloys, Inc.
- Delachaux S.A.
- Campine S.A.
- Chemtura Corporation

#### **Sample Customers**



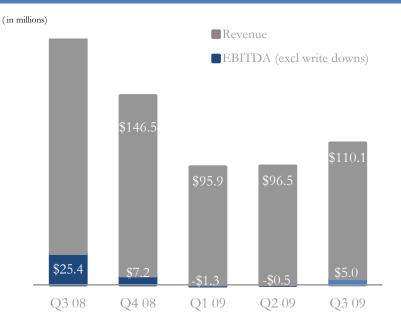




## **Advanced Materials**



#### **Financial Summary**





#### Highlights

- Recycling ferrovanadium
  - Reference prices declined 62% v. Q3 '08
  - Volumes declined 43% v. Q3 '08
  - Demand remained soft due to lower structural steel production levels
- Fuel Efficiency master alloys volumes declined 77% compared to Q3 2008
- SG&A expense reduction of 21% from September 30, 2008
- CAPEX limited to maintenance activities



# Engineering Systems - Market, Products and Customers



#### Solar

 Solar silicon melting and crystallisation systems (DSS furnaces)

#### **Notable Successes**

**Products** 

- 2001 Secured furnace exclusivity with REC
- 2005 Introduced single crucible furnaces
- 2008 >\$200mm in revenue, 2<sup>nd</sup> largest market participant

#### Sample Customers

















#### **Fuel Efficiency**

- Vacuum Melting and Remelting Systems
- Precision Casting and Coating Systems
- Heat Treatment with high pressure gas quenching
- 2008 Market Share leader in Ti remelting in China, the fastest growing Ti market
- 2008 80% market share in turbine blade coating

#### Nuclear

 Vacuum Sintering Systems

- July 2008 Secured first nuclear engineering contract with DOE, through Shaw-Areva
- Portfolio of problem solving technologies under development















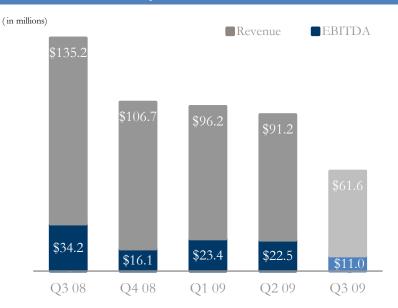




# **Engineering Systems**



#### **Financial Summary**





#### Highlights

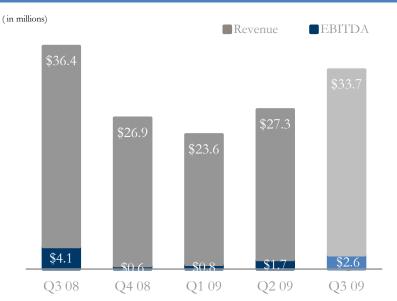
- Revenue: \$61.6 million, 54% decrease YoY
  - Solar silicon DSS furnace revenues decreased 66% in Q3 '09 v. Q3 '08
- EBITDA: \$11 million
- Backlog declined from \$332 million at December 31 2008 to \$204 million at September 30, 2009
  - Order backlog is now primarily comprised of furnaces for fuel efficiency end market
- 2010 EBITDA is expected to be lower than
  2009 due to the decline in backlog



# Graphit Kropfmühl









#### Highlights

- Revenue: \$33.7 million; 8% decrease YoY
  - 30% reduction in natural graphite in revenue; stable silicon metal revenue
- EBITDA: \$2.6 million
  - Improved from Q2 '09 due to cost containment measures and increased revenue
- CAPEX only for maintenance activities
- Silicon metal prices have rebounded slightly from Q2 '09. Market demand is improving

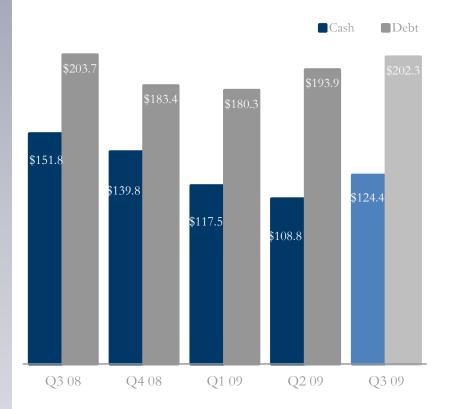


## Capital Base



#### Cash and Debt

(in millions)



Note: Cash includes short term investments

#### Highlights - September 30 2009

- Cash: \$124.4 million
- Total debt: \$202.3 million
- Net debt: \$77.9 million
- Revolver availability: \$98 million
- Total liquidity \$222.4 million

## Outlook



- Advanced Materials
  - Prices have rebounded slightly from historic lows; remain well below normal market levels
  - Return to historical levels will take some time
- Engineering Systems
  - Order intake continues to be sluggish
  - Lower order backlog entering Q4 2009 will result in lower 2010 revenues and **EBITDA**
- Graphit Kropfmühl
  - H2 2009 silicon metal and graphite demand improving over H1 2009
- Timminco
  - AMG owns 46.0% of Timminco; Timminco remains a strategic asset of AMG





# **Appendix**

## Consolidated Balance Sheet



\$ in thousands	December 31, 2008	September 30, 2009			
Fixed Assets	206,596	220,308			
Goodwill and Intangibles	28,557	27,877			
Other non-current assets	103,564	106,403			
Inventories	240,426	197,886			
Receivables	145,534	149,277			
Other current assets	56,527	41,114			
Cash	<u>139,786</u>	<u>124,391</u>			
TOTAL ASSETS	920,990	<u>867,256</u>			
TOTAL EQUITY	269,488	259,158			
Long-term Debt	138,830	165,367			
Pension Liabilities	84,931	91,004			
Other long-term liabilities	69,919	73,522			
Current Debt	44,522	36,965			
Accounts Payable	113,742	80,556			
Advance Payments	94,049	47,945			
Accruals	48,369	45,492			
Other current liabilities	57,140	67,247			
TOTAL LIABILITIES	<u>651,502</u>	608,098			
	920,990	<u>867,256</u>			
TOTAL LIABILITIES AND EQUITY					

NOTE: Balance sheet at 12/31/2008 has been restated for comparative purposes. To reflect the IFRS equity accounting treatment for AMG's investment in Timminco

# Consolidated Income Statement



\$ in thousands	Q3 2008	Q3 2009	
Total Revenue	370,982	205,406	
Cost of Goods Sold	288,177	165,457	
Gross Margin	82,805	39,949	
Selling, General and Admin.	39,069	31,876	
Asset impairment and restructuring	-	5,302	
Environmental	10	4,075	
Other Expense (Income)	(1,883)	(1,194)	
Operating Profit	45,609	(110)	
Net Finance Costs	5,432	5,465	
Equity Accounted Investee Profit	24	(1,285)	
Profit before Income taxes	40,201	(6,860)	
Tax Provision	11,921	5,694	
Profit for the Quarter from continuing operations	28,280	(12,554)	
Discontinued Operations	(12,956)	(14,240)	
Profit for the Quarter	15,324	(26,794)	
Attributable to:			
Shareholders of the Company	20,769	(20,302)	
Minority Interest	(5,445)	(6,492)	
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# Consolidated Cash Flows



\$ in thousands	Q3 2008	Q3 2009
Cash Flows from Operations	76,038	(6,033)
Capital Expenditures	(42,060)	(20,755)
Other Investing Activities	(116,695)	(31,964)
Cash Flows from Investing Activities	(158,755)	(52,719)
Cash Flows from Financing Activities	73,123	35,415
Net increase (decrease) in cash	(9,594)	(23,337)
Beginning Cash	172,558	143,473
Effects of exchange rates on cash	(8,803)	4,255
Ending Cash	154,162	124,391
Approximate availability under AMG lines of credit		97,708
Total Liquidity		222,099



# AMG Advanced Metallurgical Group N.V.