

# AMG Advanced Metallurgical Group N.V.



**Investor Presentation** April 2008





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### **AMG Presentation Team**





### AMG at a Glance

Preeminent global specialty materials and materials technology company serving high growth end-markets

Advanced Materials Division: Niche and complex specialty materials

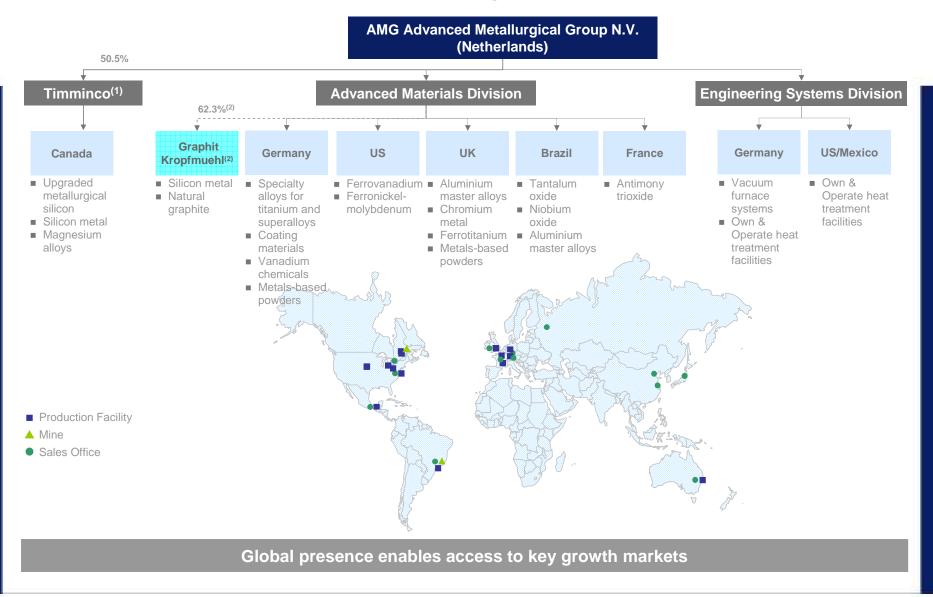
Engineering Systems Division: Advanced vacuum furnace systems for high-purity metals

Timminco (50.5%-owned): Solar grade silicon and lightweight metals

Market and technological leadership across segments

Strong 2007 results: revenue up 24% to \$1,156 million and EBITDA up 65% to \$119 million

### **Global Operations**



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).
- (2) Graphit Kropfmuehl AG ("GK") is listed on the Frankfurt stock exchange (GKRG.DE / GKR GR). The acquisition of 62.3% of outstanding shares, along with AMG's intention to launch a public tender offer for the remaining shares, was announced 18 March 2008 and is subject to regulatory approval. AMG announced the acquisition of a further 10.8% of GK's shares on 28 March 2008.

### **Advanced Materials Division**

#### **Market Leadership** ■ #1 producer in North America ■ #1 global producer from secondary sources (i.e., spent refinery catalysts **Ferrovanadium** and power plant residues) ■ Key customers include Nucor and Steel **Dvnamics** ■ Largest global supplier of specialty alloys for the titanium industry **Specialty Alloys** One of a few certified aerospace alloy for Titanium producers globally ■ Key customers include Allegheny Technologies and Titanium Metals ■ Antimony trioxide – #1 in Europe ■ Aluminium master alloys – #1 globally Selected ■ High-purity chromium metal – #1 Other Materials globally

#### **Recent Highlights**

- Completion of first phase of Cambridge (U.S.) vanadium expansion project, increasing throughput capacity from 4.0 million lbs to 4.5 million lbs
- Secured highly attractive long-term contract for supply of spent refinery catalysts for ferrovanadium production
- 118% ferrovanadium price increase since year-end driven by South African supply disruptions
- Acquired remaining 75% of FNE, a leading producer of rotatable targets for large area coatings with a focus on thin film solar applications
- Commenced expansion programme to double tantalum mining production in Brazil
  - Hydroelectric power plant in Brazil
- Signed agreements to acquire 73.1% of Graphit Kropfmuehl
  - Intention to launch a public tender offer for the remaining shares

## **Engineering Systems Division**

#### **Market Leadership** ■ #1 producer globally Strong multi-industry demand for titanium alloys (e.g., aerospace engine Vacuum Remelting and industrial gas turbine markets) **Systems** ■ Key customers include ThyssenKrupp, Baosteel and Allegheny Technologies ■ Leading global manufacturer of solar silicon melting and crystallisation Solar Silicon furnace systems **Melting and** Crystallisation Significant and growing demand for **Furnace** solar-grade silicon **Systems** Key customers include REC and Elkem ■ Leading provider of vacuum heat treatment services for OEMs in the transportation, aerospace and tooling industries **Own & Operate** ■ Key customers include General Motors, BMW and VDO Automotive

#### **Recent Highlights**

- Strong demand for solar silicon melting and crystallisation furnace systems accounted for approximately 50% of the year-over-year growth in 2007
- Record year-end backlog of \$252 million at 31 December 2007 with current backlog exceeding that level
- New facilities brought on-line to meet demand
  - Germany: acquired Berlin facility for production of solar silicon and other furnace systems; ramp-up in progress
  - Mexico: completed Own & Operate facility on-time and on-budget
- Joint venture partnership strengthens position in pebble bed nuclear reactor process technology
- Ongoing R&D initiatives driving new technologies and product enhancements

### Timminco

#### **Market Leadership** ■ Leading producer for the rapidly growing solar photovoltaic energy industry ■ Low-cost solar silicon producer with **Upgraded** proprietary production technology Metallurgical Silicon ■ 99.999% purity achieved ■ #2 independent producer in North America and #1 in Canada ■ Supplier to leading manufacturers in Silicon Metal the chemicals, aluminium and polysilicon industries including Alcoa, Rio Tinto Alcan and Wacker Chemie ■ #1 producer of magnesium anodes to the North American water heater. industry Magnesium Leading producer of specialty magnesium products for the consumer products, chemicals and pharmaceutical industries

#### **Recent Highlights**

- Rapidly growing demand for silicon metal and solar silicon
  - Rising energy prices globally
  - Solar silicon supply shortages
- Multiple long-term contract wins
  - Major contract with Q-Cells recently signed
  - Current capacity sold-out at attractive prices
- Completed construction of first solar silicon facility in Bécancour, Canada
  - First of three lines commenced operation in December 2007
  - Additional two lines started up in February 2008
  - Production expected to reach capacity level of 300 tonnes/month in Q3 2008
  - Announced the quadrupling of solar silicon capacity to 14,400 tonnes
- Raised net proceeds of \$108 million from equity financings in 2007

## Investment Highlights

Unique metallurgical expertise Leadership in specialty metals and vacuum furnace systems Focus on high growth metals and end-markets Favourable pricing environment continued with upside potential **Pro-active management of market volatility** Experienced, growth-oriented management team

## Focus on CO<sub>2</sub> Technologies and Markets

#### Solar

- Furnace technology leadership for the production of high-purity solar wafers
- Low-cost producer of solar silicon based on proprietary technology
- New Timminco solar silicon facility is producing and shipping
- Significant producer of silicon metal sold to polysilicon producers

#### **Fuel Economy**

- Proprietary alloys and superalloys for aerospace applications
- Furnace technology for production of titanium and other weight-advantaged metals

#### **Nuclear**

- Sintering furnaces for nuclear fuel
- Furnaces and process technology for pebble bed reactors
- Graphite production from GK acquisition is a critical input for nuclear components
- JV in France for the production of nuclear fuel sintering and related furnaces

#### Recycling

- Spent refinery catalyst and power plant residue recovery for production of ferrovanadium and ferronickel-molybdenum
  - Capacity expansion in progress
- New long-term contract for spent catalysts supports capacity expansion plans

## Graphit Kropfmuehl Acquisition Highlights

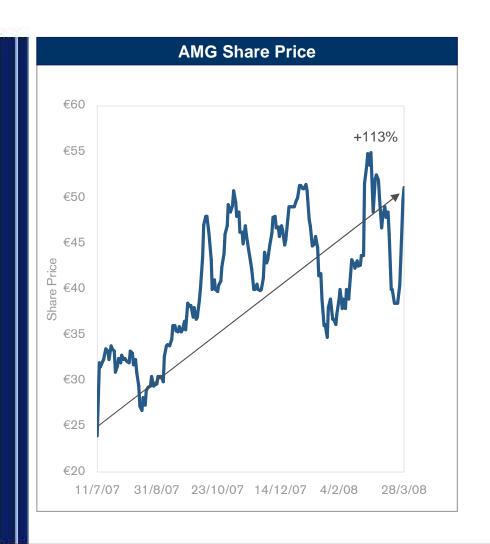
#### Overview

- Agreement to acquire 62.3% of Graphit Kropfmuehl AG ("GK") from majority shareholders for consideration of €32.7 million
  - Additional purchase of 10.8% of shares
  - Intention to launch public tender offer for remaining shares once regulatory approvals obtained
- GK is a leading producer of high-grade natural graphite (36% of sales) and the only German producer of silicon metal (64% of sales)
- Production sites in Germany, UK and the Czech Republic; mines in China and Sri Lanka
- Listed on Frankfurt stock exchange ("GKRG.DE / GKR GR")
- 2007 revenue and EBITDA of €83.1 million and €7.9 million, respectively

#### Rationale and Benefits

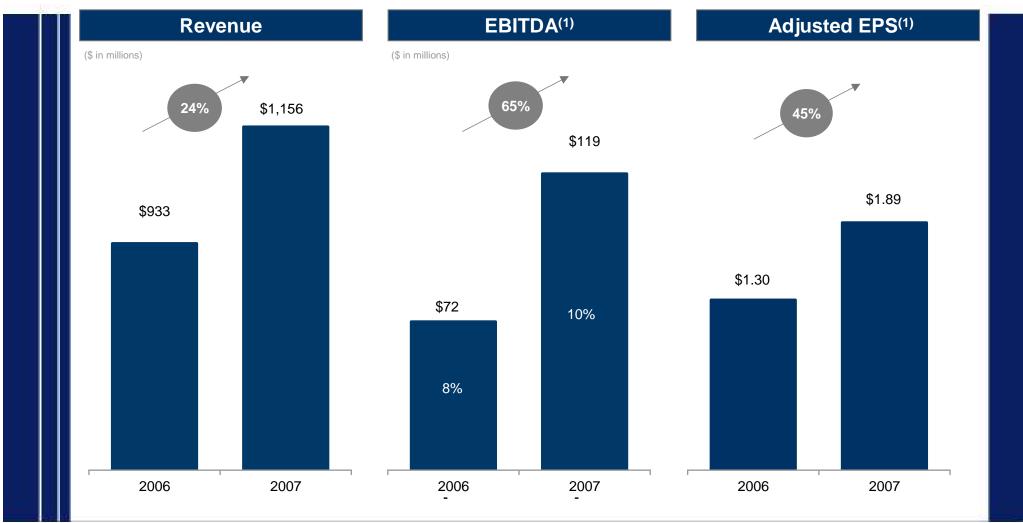
- Silicon metal business supports growth in solar applications and improves access to the largest solar market in Europe
- Natural graphite adds to specialty metals capabilities with significant market opportunities in nuclear applications
- Builds on existing product and technology portfolio for nuclear industry
- Accretive to earnings in 2008 with substantial accretion post-integration

## Share Price Development



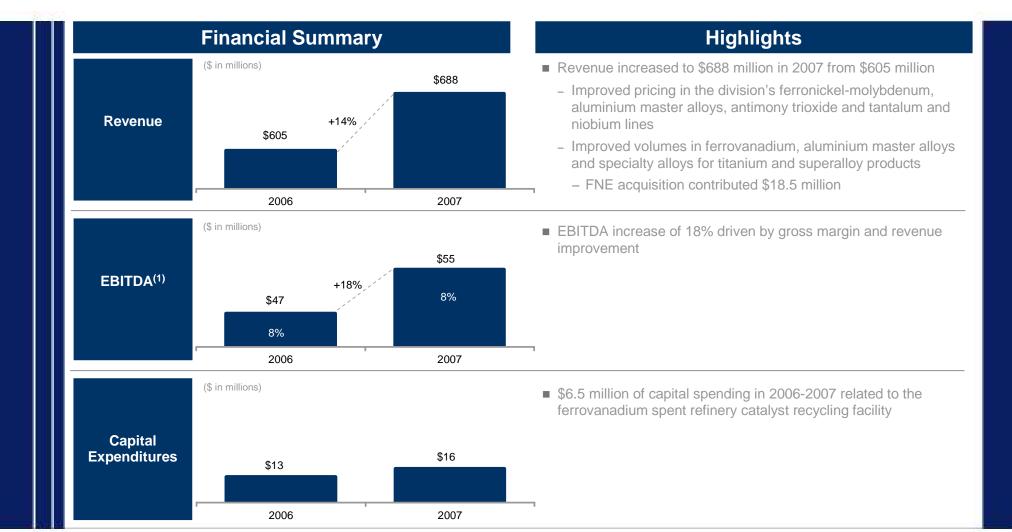


### Record Results in 2007



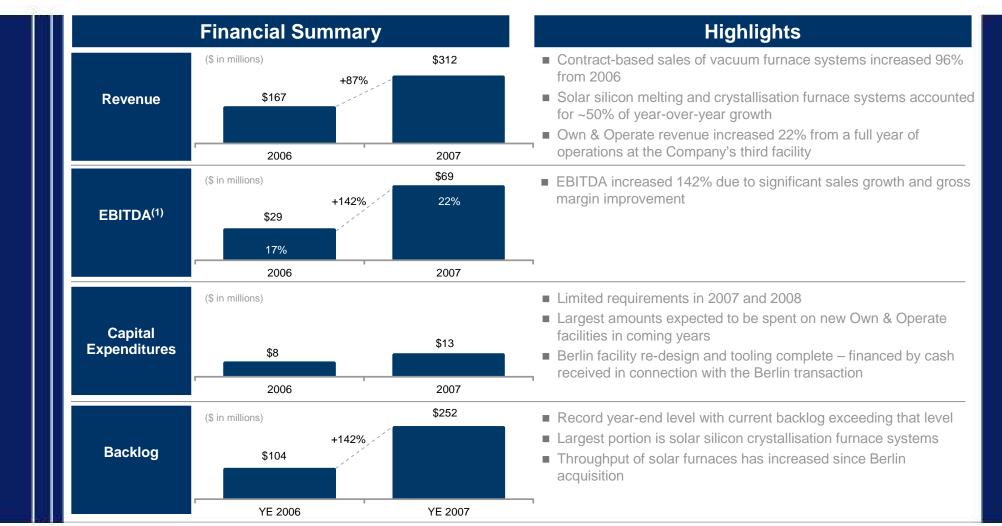
<sup>(1)</sup> Excludes restructuring expenses, asset impairment expenses, non-recurring environmental expenses and non-recurring pension curtailment gains, as well as debt extinguishment expense. Percentages represent EBITDA margins.

### **Advanced Materials Division**



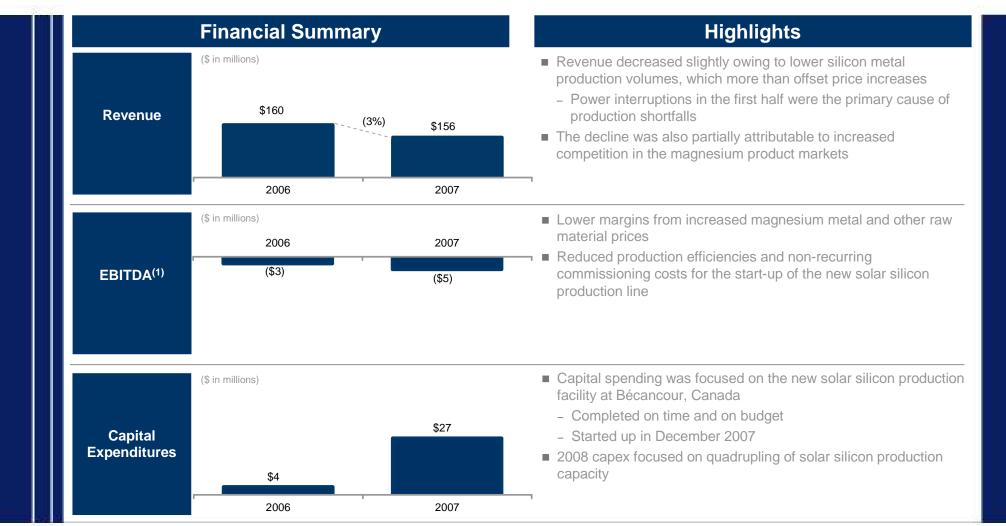
(1) Percentages in bars represent EBITDA margins.

## **Engineering Systems Division**



(1) Percentages in bars represent EBITDA margins.

### Timminco



(1) EBITDA margins are not material.

## Capital Programmes and Recent Acquisitions Support Strategic Growth Initiatives

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Product	Amount	Purpose	Timing	
Ferrovanadium	\$30m	Second phase of expansion to enable doubling of spent catalyst processing capabilities	2008–2009	
Silicon (1)	\$65m	Further expansion of Timminco's high-purity solar silicon metal facility to 14,400 tonnes	2008	
Specialty Alloys for Titanium and Superalloys	\$5m	New furnace for production expansion	2008	
Tantalum	\$7m	Expansion of tantalite mine and hydro-electric powerplant in Brazil	2008	
Plasma Coatings	\$6m	Expansion into new coating products	2008	
Maintenance Capex	\$8–\$10m	Maintenance of facilities and equipment	Annual basis	

Pending Acquisitions			
Company / Product Area	Amount	Purpose	Timing
Graphit Kropfmuehl (2)	\$82m	Supports growth in solar and nuclear applications and improves access to European markets	2008
Coatings	\$8m	Expansion in coatings products which augment current product offering	2008

In addition to the pending acquisitions, the Company is in the evaluation / discussion phase with third parties on major solar projects and investments

<sup>(1)</sup> Funded by capital raise at Timminco.

<sup>(2)</sup> GK is listed on the Frankfurt stock exchange (GKRG.DE / GKR GR). The acquisition of 62.3% was announced 18 March 2008 and is subject to regulatory approval. The acquisition of a further 10.8% of shares was announced on 28 March 2008. The Company intends to launch a tender offer for the remaining 26.9% of shares outstanding. \$82 million reflects the estimated purchase price of 100% of shares outstanding.

## Capital Structure and Financial Flexibility

#### **Capital Structure**

	Pro forma 31 December 2007		
	(\$m)	EBITDA x <sup>(1)</sup>	%
Cash and equivalents	\$173		
Less: Acquisition of 62.3% of GK <sup>(2)</sup>	(52)		
Less: Cash for tender of remaining GK shares (3)	(30)		
Available cash and equivalents	\$91		
Term loan	\$100	0.8x	21.1%
Other debt	33	0.3x	7.0%
Timminco debt	8	0.1x	1.7%
GK debt <sup>(4)</sup>	24	0.2x	5.0%
Total debt	\$165	1.4x	34.7%
Net debt	\$73	0.6x	
Minority interest	64		13.5%
Total shareholders' equity	246		51.8%
Total capitalisation	\$475		100.0%
Liquidity available on revolver (5)	\$84		
Available cash and equivalents	91		
Total liquidity	\$175		

- (1) Based on 2007 EBITDA of \$119.4 million.
- (2) Pro forma for 62.3% acquisition of GK for €32.7 million at an exchange rate of \$1.579 / €1.00
- (3) The Company intends to launch a tender offer for the 37.7% of remaining shares outstanding (10.8% already agreed).
- (4) GK debt as of the latest public filings on 30 September 2007 converted at a spot exchange rate of \$1.422 / €1.00.
- 5) Availability of \$83.6 million represents undrawn committed borrowing facilities.

#### **Financial Highlights**

- Available cash of \$91 million pro forma for the acquisition of GK
  - Includes \$20 million of Timminco cash
- Available liquidity of \$175 million
  - Revolver of \$175 million but \$91 million used to provide guarantees for the Engineering Systems Division
- Ability to raise unsecured debt under the amended credit agreement
- Conservative financial strategy
  - Maintain conservative capitalisation in line with or better than peers
  - Retain ample liquidity through cash balance and revolver
    - Ensure liquidity for operations
    - React quickly to opportunities
  - Use equity as required to fund strategic initiatives
  - Reinvest earnings no dividend planned

### Robust Outlook

### Advanced Materials

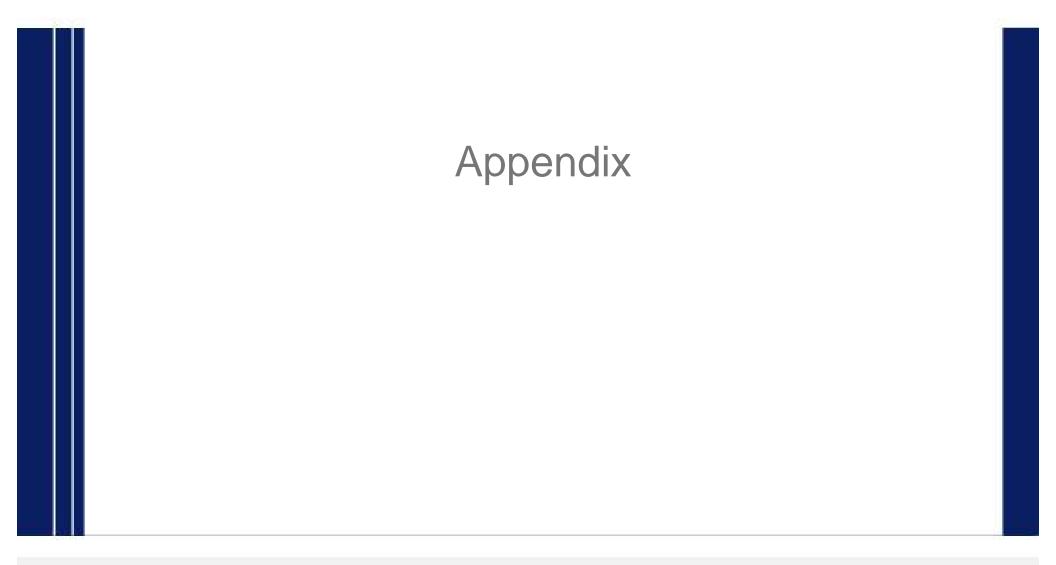
- Ferrovanadium prices have moved up sharply in 2008 year-to-date, owing primarily to South African disruptions
- Ferrovanadium and ferronickel-molybdenum production expected to increase 15% in 2008 due to the recently completed phase of expansion
- Tantalum pricing increasingly attractive production is expected to increase as well
- GK acquisition will contribute solidly and will benefit from synergies with existing businesses

#### Engineering Systems

- Backlog at record year-end level with current backlog exceeding that level
- Berlin facility acquisition has shortened furnace delivery times
- Evaluating projects to become more involved in the solar value chain
- Pricing has remained strong due to robust demand and AMG's technological leadership
- Own & Operate business growing steadily
  - Full year of Mexico production
  - Considering other locations, including China

#### Timminco

- Solar silicon expansion continuing
  - Quadrupling of capacity has commenced fully funded and expected to be operational in the second half of 2009
  - Multiple contract negotiations are underway
- Silicon metal prices up significantly for 2008



## Safeguard – Overview and Update

- Safeguard International Fund, L.P. is the largest shareholder of AMG
  - 7.1 million shares representing 26.6% as of 31/12/07
  - Safeguard was founded as a private equity fund in 1997
  - Original life was to be 8 years
  - Recently received third one-year extension to 31/3/09 Safeguard is expected to wind down prior to that date by liquidating its investments or distributing them to its limited partners
- Dr. Heinz Schimmelbusch and Arthur Spector are managing directors of Safeguard
- Safeguard's investments other than AMG are:
  - Timminco Limited (deeply in-the-money convertible notes representing ~17.4 million new Timminco shares)
  - Puralube, Inc. (27.5%)
  - PFW Aerospace AG (100%)

### **Timminco Limited**

**Company** Timminco Limited

Market capitalisation<sup>(1)</sup> C\$2,847 million (\$2,796 million)

**Diluted shares** 118 million

Share price<sup>(1)</sup> C\$24.16

**52-week high / low**<sup>(1)</sup> C\$27.49 (27/3/08) / C\$0.65 (2/4/07)

**Avg. 3-month daily volume** 2,778,890 shares

**Listing location** Toronto stock exchange

Symbol Bloomberg: TIM CN

Reuters: TIM.TO

<sup>(1)</sup> As of 28/3/08.

## Graphit Kropfmuehl AG

Company Graphit Kropfmuehl AG

Market capitalisation<sup>(1)</sup> €52 million (\$82 million)

**Diluted shares** 3 million

Share price<sup>(1)</sup>  $\in$  18.09

**52-week high / low**<sup>(1)</sup>  $\leq 18.25 (27/3/08) / \leq 11.04 (17/3/08)$ 

**Avg. 3-month daily volume** 4,247 shares

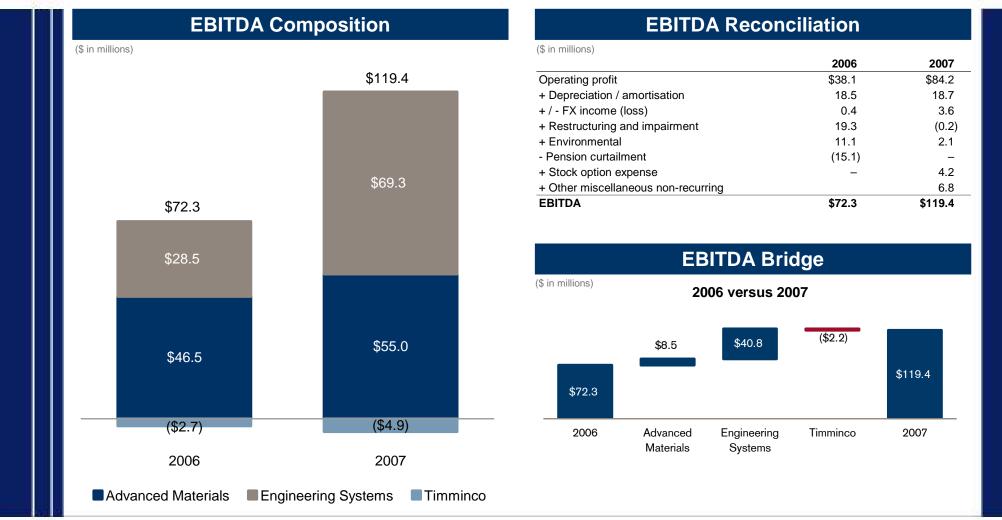
**Listing location** Frankfurt stock exchange

Symbol Bloomberg: GKR GR

Reuters: GKRG.DE

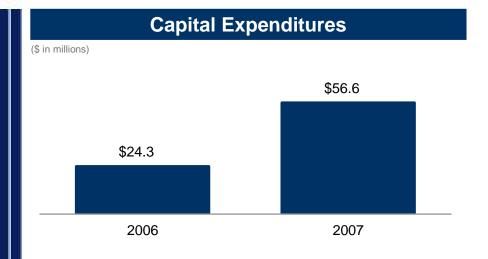
<sup>(1)</sup> As of 28/3/08.

### **EBITDA Overview**



Note: Timminco amounts include minority interest of 49.4%.

## Capital Expenditure Overview



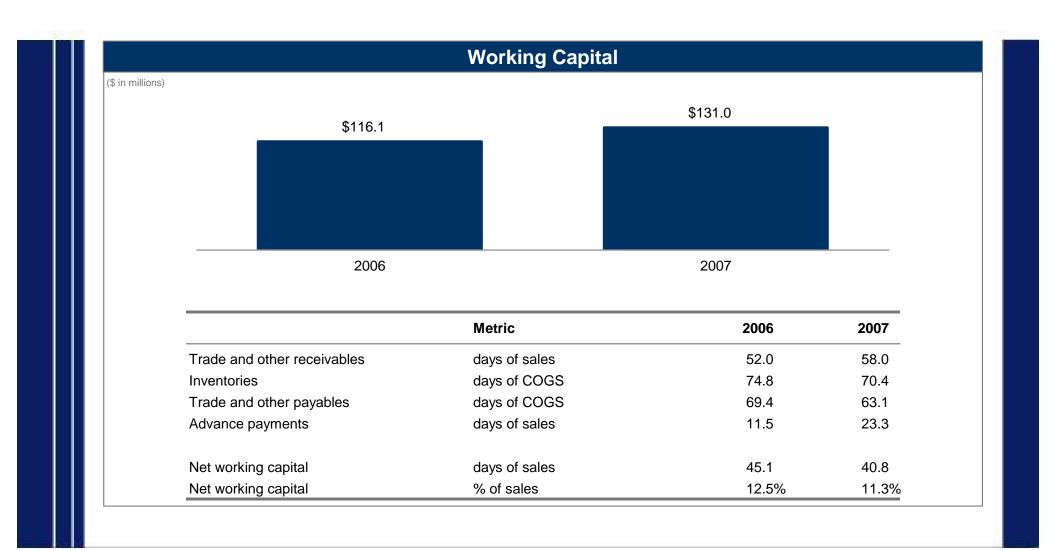
- Maintenance capital is typically \$8–\$10 million per annum and was \$10 million in 2007
- Timminco's solar silicon plant and expansion expenditures are expected to be \$65 million in 2008 and have been pre-financed by \$108 million of net equity capital raised
- Berlin expansion has been financed by the cash received by Engineering Systems in connection with the Berlin facility acquisition

Major Capital	Projects – 2006 and 2007
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(\$ in millions)

Project	2006	2007
Solar silicon plant and expansion	\$1.3	\$22.6
Ferrovanadium spent catalyst recycling facility	1.6	2.9
Ferrovanandium furnace overhaul	_	2.0
Mexico Own & Operate	_	5.5
Berlin facility expansion	_	1.7
Hydro-electric powerplant expansion in Brazil	-	1.8
Tantalum mine expansion	-	0.8

## Working Capital Overview



### Consolidated Income Statement

(\$ in thousands)	YEAR	ENDED 31 DECEMBE	र
	2005	2006	2007
Continuing operations			
Revenue	\$906,711	\$932,727	\$1,155,659
Cost of sales	728,834	782,122	954,229
Gross profit	\$177,877	\$150,605	\$201,430
Selling, general and administrative expenses	100,095	97,236	123,413
Restructuring and asset impairment expense	20,961	19,341	(241)
Environmental Expenses	199	11,044	2,107
Other expenses	2,988	1,324	1,855
Pension Curtailment Gain	_	(15,159)	_
Other income	(6,413)	(1,264)	(9,873)
Operating profit	\$60,047	\$38,083	\$84,169
Loss on extinguishment of debt	10,234	-	34,668
Interest expense	33,207	36,559	28,023
Interest Income	(3,968)	(3,102)	(6,954)
Foreign exchange gain	_	(442)	(3,591)
Net finance costs	\$39,473	\$33,015	\$52,146
Share of profit of associates	447	(2,372)	(3,213)
Profit before income tax	\$21,021	\$2,696	\$28,810
Goodwill adjustment relating to deferred tax asset	-	_	1,386
Income tax expense	16,332	8,383	19,322
Profit for the year	\$4,689	(\$5,687)	\$8,102
Attributable to:			
Shareholders of the Company	16,874	4,507	11,704
Minority interests	(12,185)	(10,194)	(3,602)
Earnings per share			
Basic earnings per share	_	\$0.17	\$0.44
Diluted earnings per share	_	\$0.17	\$0.43

### Consolidated Balance Sheet

(\$ in thousands)	YEAR ENDED 31 DECEMBER			
	2005	2006	2007	
Assets				
Property, plant and equipment	\$105,792	\$101,256	\$155,763	
ntangible assets	42,367	44,898	50,291	
nvestments in associates	11,734	13,303	15,145	
Derivative financial instruments	_	=	194	
Deferred tax assets	16,639	21,731	34,537	
Other assets	4,596	4,981	12,155	
otal non-current assets	\$181,128	\$186,169	\$268,085	
nventories	153,332	159,651	186,410	
rade and other receivables	128,010	140,976	187,243	
Derivative financial instruments	1,896	2,448	3,582	
Prepayments	31,221	26,784	48,754	
Short term investments	_	_	15,333	
Restricted cash	_	_	14,582	
Cash and cash equivalents	50,317	54,610	172,558	
otal current assets	\$364,776	\$384,469	\$628,462	
otal assets	\$545,904	\$570,638	\$896,547	
Equity				
ssued capital	_	59	722	
Share premium	129,131	129,986	392,304	
Other reserves	(3,593)	(15,313)	(9,923)	
Retained earnings	(153,347)	(148,840)	(137,439)	
Equity attributable to shareholders of the Company	(\$27,809)	(\$34,108)	\$245,664	
Minority interests	\$18,984	\$10,367	\$64,133	
Total equity	(\$8,825)	(\$23,741)	\$309,797	
iabilities				
oans and borrowings	199,280	185,386	115,726	
Related party debt	3,881	721	_	
Employee benefits	105,485	94,245	102,809	
Provisions	14,491	9,988	12,011	
Sovernment grants	-	_	8,585	
Other liabilities	8,031	5,426	9,087	
Derivative financial instruments			77	
Deferred tax liabilities	10,562	12,989	32,112	
otal non-current liabilities	\$341,730	\$308,755	\$280,407	
pans and borrowings	7.779	22.659	1.102	
hort-term bank debt	41,749	53,180	16,202	
Related party debt	5,457	14,815	7,752	
Sovernment grants	-	-	7,927	
Other liabilities	40,095	42,753	42,356	
rade and other payables	78,414	93,841	126,827	
Perivative financial instruments	1,950	1,303	4,994	
dvance payments	18,952	29,739	74,731	
Current taxes payable	7,716	13,126	11,496	
Provisions	10,887	14,208	12,956	
otal current liabilities	\$212,999	\$285,624	\$306,343	
			7	
otal liabilities	\$554,729	\$594,379	\$586,750	

### Consolidated Cash Flow Statement

(\$ in thousands)	YEAR	ENDED 31 DECEMBER	
·	2005	2006	2007
Cash flows from operating activities			
Profit for the period	\$4,689	(\$5,687)	\$8,102
Adjustments for:			
Depreciation and amortization	18,272	18,529	18,663
Pension curtailment gain	· –	(15,159)	-
Restructuring expense and impairment losses	20,961	19,341	(241)
Environmental expense	151	11,844	2,107
Net finance costs	29,239	33,015	52,146
Share of loss (profit) of associates	(447)	2,372	3,213
Loss on sale or disposal of property, plant and equipment	`692 <sup>´</sup>	2,617	93
Equity-settled share-based payment transactions	282	386	4,207
Income tax expense	16,332	8,383	20,708
Change in working capital	1,418	(16,195)	10,201
Other	(4,276)	(1,644)	(12,952)
Interest paid	(22,012)	(28,650)	(26,792)
Interest received	(22,012)	(20,000)	13,300
Income tax paid	(6,692)	(5.799)	(18,255)
Net cash flows from operating activities	\$58,609	\$23,353	\$74,500
Cash flows used in investing activities	***,***	<del>+</del>	<b>4</b> : 1,000
Proceeds from sale of property, plant and equipment	191	420	768
Cash received for note receivable	1,353	420	700
Acquisition of associates	(382)	(4,003)	(9,162)
Acquisition of associates Acquisition of property, plant and equipment	(13,659)	( , ,	. , ,
Related party loans	(14,312)	(24,292) (11,046)	(58,259) (4,475)
Receipts from related party	(14,312)	(11,040)	4,475)
Receipts from related party  Purchase of short term investments	_	_	(15,333)
	_	_	
Change in restricted cash Other	-	_	(14,054) 3,200
Net cash flows used in investing activities	(\$26,809)	(\$38,921)	(\$92,859)
Cash flows (used in) from financing activities	(+==,===)	(+00)0=1)	(+,)
Proceeds from issuance of debt	209,893	26,619	105,316
Payment of transaction costs	(13,487)	(207)	(8,830)
Prepayment penalties related to Refinancing	(10,407)	(201)	(23,186)
Repayment of borrowings	(219,883)	(11,878)	(284,018)
ssuance of Shares	(213,003)	(11,676)	342,607
Payment of transaction costs related to issuance of shares	_	-	(8,526)
Other	(4)	(121)	62
Net cash flows (used in) from financing activities	(\$23,481)	\$14,472	\$123,425
Net decrease in cash and cash equivalents	\$8,319	(\$1,096)	\$105,066
Cash and cash equivalents at 1 January	45,827	50,317	54,610
Effect of exchange rate fluctuations on cash held	(3,829)	5,389	12,882
Cash and cash equivalents at 31 December	\$50,317	\$54,610	\$172,558