

# AMG Advanced Metallurgical Group N.V.

Investor Presentation 1st Quarter 2009

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#### AMG at a Glance

- Preeminent global specialty materials and materials technology company serving growing end-markets
- Advanced Materials Division: Niche and complex specialty materials
- **Engineering Systems Division**: Advanced vacuum furnace systems for high-purity metals
- Timminco (50.7%-owned) (1): Solar grade silicon and silicon metal
- Graphit Kropfmühl (79.5%-owned): Integrated miner of natural graphite and producer of silicon metal
- **2008 FY Results:** Revenue up 31% to \$1,518 million and EBITDA up 55% to \$185 million

# Business Highlights

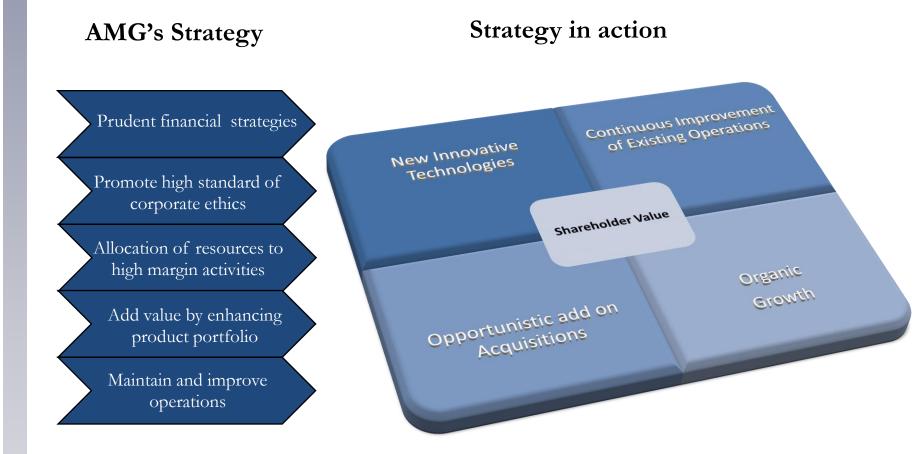
- Global economic downturn significantly affected demand during the 4<sup>th</sup> quarter
- Market conditions are unpredictable and will be challenging in 2009
- The Advanced Material Division is implementing a 15% reduction in staffing <sup>(1)</sup>
- All non-essential capital spending programs have been postponed
- Timminco produced 554 mt and shipped 424 mt of Upgraded Metallurgical (UMGSi) solar silicon during the 4<sup>th</sup> quarter 2008
  - Total production for 2008: 1,214 mt
  - Total shipments for 2008: 1,045 mt
- 4<sup>th</sup> quarter 2008 UMGSi average selling price: C\$65/kg
- 4<sup>th</sup> quarter 2008 UMGSi average cost: less than C\$30/kg
- Timminco is adjusting expansion and operating plans to market demand

# Financial Highlights

- Full Year 2008 Revenues up 31% to 1,518 million
- Full Year 2008 EBITDA up 55% to \$185 million
  - Adjusted EPS up 17% to \$2.00
- 4<sup>th</sup> quarter 2008 revenue up 8% over 4<sup>th</sup> quarter 2008 to \$341 million
- 4<sup>th</sup> quarter EBITDA decreased 73% to \$8 million
- Cash of \$143 million and debt at \$232 million at year end 2008
  - Net debt of \$89 million at year end 2008



# Strategic Overview



AMG's strategy is to increase shareholder value through focusing on global CO<sub>2</sub> reduction technologies and industries – Solar, Fuel Efficiency, Recycling and Nuclear

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

#### Solar

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

#### **Fuel Efficiency**

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

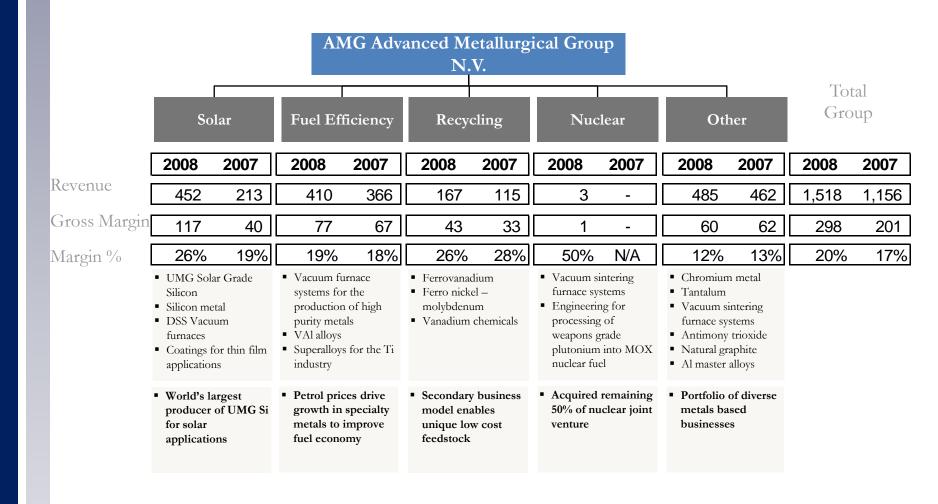
#### Recycling

- Spent refinery catalyst and power plant residue recovery for production of ferrovanadium and ferronickel-molybdenum and vanadium alloys
- Long-term contract for spent catalysts supports long term capacity expansion plans

#### Nuclear

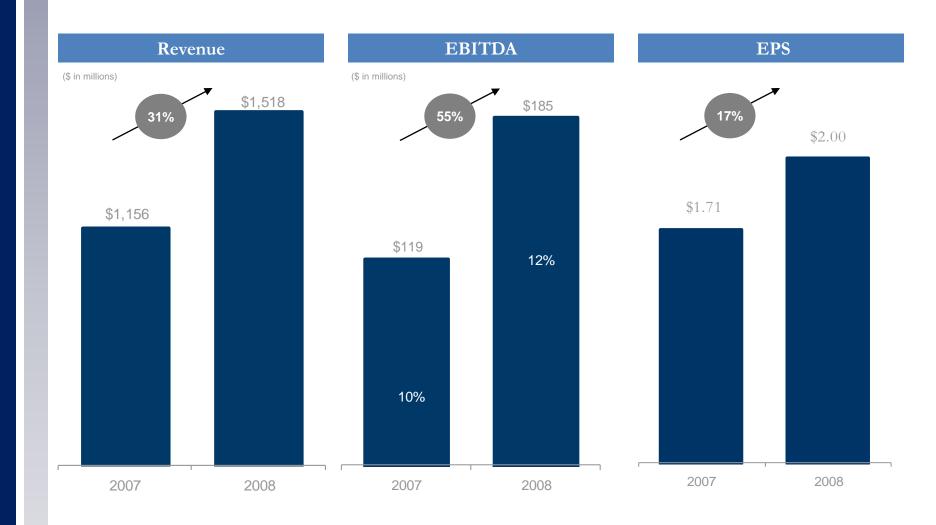
- Sintering furnaces for nuclear fuel and related furnaces for the nuclear fuel cycle
- Furnaces and process technology for pebble bed reactors
- Graphite production from GK acquisition is a critical input for nuclear components

#### **End Markets**

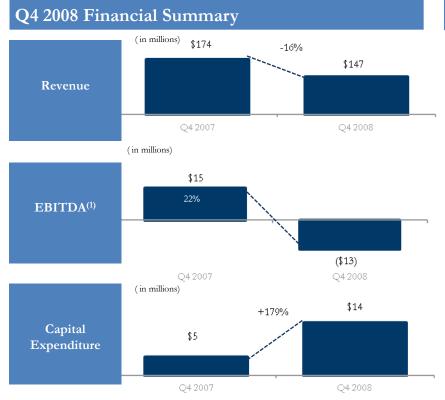


A focus on global CO<sub>2</sub> reduction technologies and industries

# Record Results for 2008



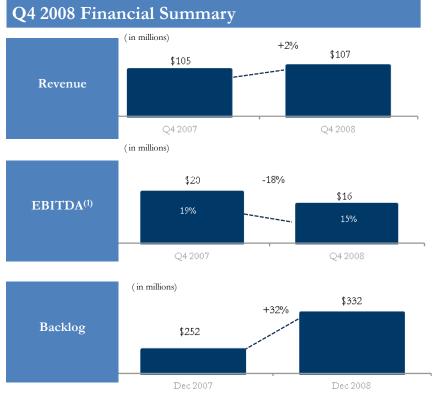
#### **Advanced Materials**



- Achieved record revenue and EBITDA during 2008
  - \$756.7 million in revenue, a 10% increase
  - \$62.1 million EBITDA, a 13% increase
- Ferrovanadium
  - Reference prices decreased 35% during Q4
  - March 2009 reference price is \$10.25/lb
- Grew sales of rotatable zinc oxide targets for solar thin films increased by 322% in 2008 over 2007
- Current environment
  - Market conditions are extremely challenging
  - Reducing headcount by 15% from 30 September 2008 levels
  - Reducing all non-essential capital investment



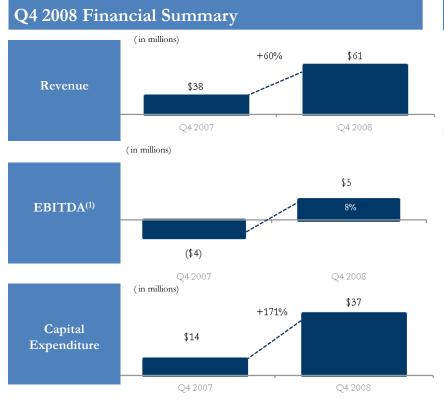
# **Engineering Systems**



- Achieved record revenue and EBITDA during 2008
  - \$435.5 million in revenue, a 40% increase
  - \$95.6 million EBITDA, a 38% increase
- Backlog
  - \$332 million at December 2008, from \$393 million at September 2008
- Completed the expansion of the Berlin production facility
- Product mix: 80% of Q4 revenues were from DSS furnace systems
- Current environment
  - Reasonable visibility for 2009 revenues despite challenging environment



#### Timminco



Percentages in bars represent EBITDA margins.

- Achieved strong revenue and EBITDA during 2008
  - \$237.8 million in revenue, a 53% increase
  - \$20.0 million EBITDA
- UMGSi Expansion
  - 7 production lines installed as of Q1 2009
  - Shipped 1,045 mt in 2008; 424 mt in Q4
  - Q4 average price C\$65/kg
- Re-evaluating further expansion in light of current poor market conditions
- Magnesium spin off expected to be completed during Q2 2009

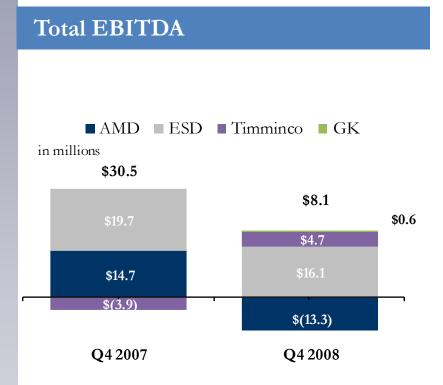


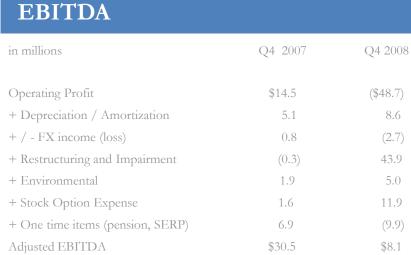
# Graphit Kropfmühl

- Strong revenue and EBITDA in (eight months) 2008
  - \$87.9 million in revenue for 8 months ended December 2008
  - \$7.6 million EBITDA for the 8 months ended December 2008
- Capital expenditure of \$7.6 million primarily for the expansion of silicon metal capacity
- AMG acquired 79.5% of GK in Q2 2008 for \$66.9 million
- Silicon Metal
  - 30,000 mt of Si metal capacity
  - Secures large Si metal supply to Western Europe polysilicon producers
- Natural Graphite
  - Natural graphite used in the fuel efficiency and transportation industries



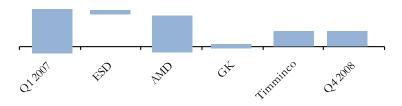
## **EBITDA Overview**





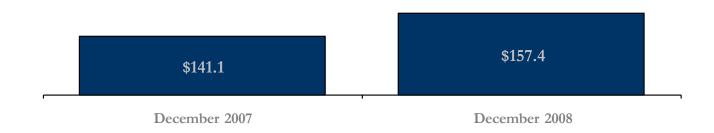
#### EBITDA BRIDGE

Q4 2007 versus Q4 2008



# Working Capital

\$ in millions



	METRIC	December 2007	December 2008
Trade and other receivables	days of sales	53	44
Inventories	days of COGS	68	100
Trade and other payables	days of COGS	58	64
Advance Payments	days of sales	21	34
Net Working Capital	days of sales	42	46
Net Working Capital	% of sales	12.2%	10.4%

# Capital Investment

#### 2008 Q4 Capital Expenditures

# \$ in millions \$63.0 Q4 2007 Q4 2008

- Maintenance capital is typically \$15 20 million per annum and was \$24.3 million in 2008.
- Timminco's solar silicon plant and expansion expenditures were \$76.9 million in 2008.

#### **Growth Capex Programmes**

Q4 2008 Major Capital Projects

<u>Project</u>	Q4 2008	2008
Timminco – Solar Silicon Plant & Expansion	\$30.5	\$76.9
Engineering Systems— Mexico heat treatment facility	\$2.8	\$12.1
Advanced Materials – Tantalum mine & hydropower expansion	\$6.1	\$11.6
Engineering Systems – Berlin modification	\$4.5	\$7.2
Advanced Materials - Ferrovanadium expansion	\$2.8	\$3.1

# **Strong Capital Base**



- Cash of \$143.4 million at 31 December 2008
- Total debt increased to \$232.0 million at 30 September 2008
  - GK acquisition used \$62.9 million of cash and included \$27.3 million of assumed debt
  - Timminco debt increased by \$40.6 million to fund expansion
- AMG had a net debt position of \$88.6 million at 31 December 2008
  - Net Debt to EBITDA of less than 1.0x

#### 2009 Outlook

#### Advanced Materials

- Global demand is significantly affected by current market slowdown
- Ferrovanadium prices and demand have decreased due to slowing demand for North American structural steel
- Chromium metal, tantalum, aluminum master alloys volumes are affected by global slowdown
- Working capital should decrease due to price and volume decreases of raw materials

# Engineering Systems

- Global demand expected to decrease due to economic uncertainty
- \$332 million backlog as of 31 December
- Berlin production facility being adapted to produce multiple furnace types
- Pricing remains steady
  - 2009 margin levels are expected to be consistent with 2008

#### Timminco

- Upgraded Metallurgical Silicon capacity expansion on hold; orders significantly below contracted levels
  - Seven lines have been installed as of February 2009
- UMGSi production levels being adjusted to meet current market demand
- Ingot process is proceeding; goal of reducing UMGSi processing costs
- Silicon metal production is being temporarily shutdown in Q2 2009 due to decrease in market demand

Appendix

# Consolidated Balance Sheet

\$ in thousands	December 31, 2007	December 31, 2008
T. 1.A	455 540	242.450
Fixed Assets	155,763	313,470
Goodwill and Intangibles	50,291	47,060
Other non-current assets	76,613	74,514
Inventories	186,410	318,793
Receivables	187,243	173,422
Other current assets	67,669	59,292
Cash	<u>172,558</u>	143,473
TOTAL ASSETS	<u>896,547</u>	<u>1,130,024</u>
TOTAL EQUITY	309,797	311,811
Long-term Debt	115,726	138,990
Pension Liabilities	102,809	103,176
Other long-term liabilities	61,872	81,920
Current Debt	25,056	93,043
Accounts Payable	126,827	156,697
Advance Payments	74,731	94,049
Unearned Revenue	0	35,624
Accruals	42,356	53,882
Other current liabilities	37,373	60,832
TOTAL LIABILITIES	<u>586,750</u>	818,213
TOTAL LIABILITIES AND EQUITY	<u>896,547</u>	1,130,024

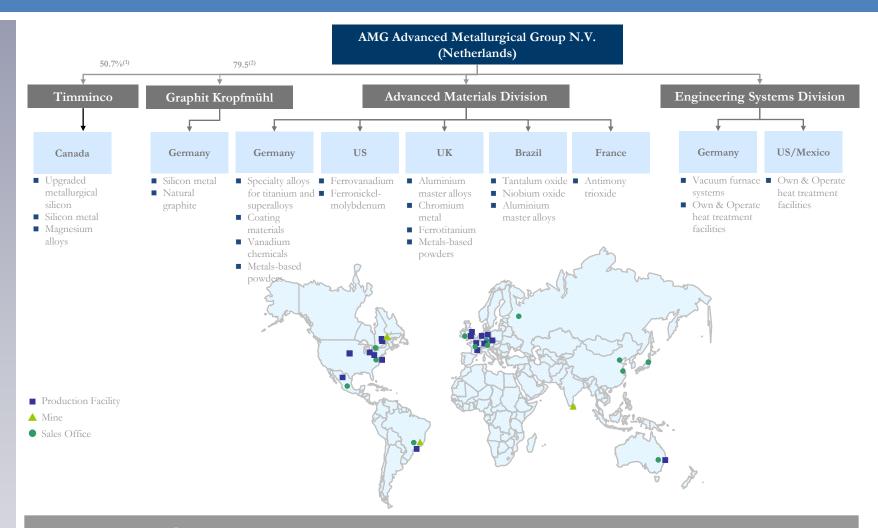
# Consolidated Income Statement

Total Revenue         316,925         341,230           Cost of Goods Sold         263,261         296,764           Gross Margin         53,664         44,466           Selling, General and Admin.         38,107         50,084           Asset impairment and restructuring         (292)         29,391           Environmental         1,863         5,036           Other Expense (Income)         (557)         (1,260)           Operating Profit         14,543         (38,785)           Net Finance Costs         878         5,603           Equity Accounted Investee Profit         (1,250)         (9,534)           Profit before Income taxes         12,415         (53,922)           Tax Provision         (2,147)         5,172           Profit for the Quarter         14,562         (59,094)           Attributable to:         Shareholders of the Company         18,177         (54,096)           Minority Interest         (3,615)         (4,998)	\$ in thousands	Q4 2007	Q4 2008
Gross Margin         53,664         44,466           Selling, General and Admin.         38,107         50,084           Asset impairment and restructuring         (292)         29,391           Environmental         1,863         5,036           Other Expense (Income)         (557)         (1,260)           Operating Profit         14,543         (38,785)           Net Finance Costs         878         5,603           Equity Accounted Investee Profit         (1,250)         (9,534)           Profit before Income taxes         12,415         (53,922)           Tax Provision         (2,147)         5,172           Profit for the Quarter         14,562         (59,094)           Attributable to:         Shareholders of the Company         18,177         (54,096)	Total Revenue	316,925	341,230
Selling, General and Admin.       38,107       50,084         Asset impairment and restructuring       (292)       29,391         Environmental       1,863       5,036         Other Expense (Income)       (557)       (1,260)         Operating Profit       14,543       (38,785)         Net Finance Costs       878       5,603         Equity Accounted Investee Profit       (1,250)       (9,534)         Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to:       Shareholders of the Company       18,177       (54,096)	Cost of Goods Sold	263,261	296,764
Asset impairment and restructuring       (292)       29,391         Environmental       1,863       5,036         Other Expense (Income)       (557)       (1,260)         Operating Profit       14,543       (38,785)         Net Finance Costs       878       5,603         Equity Accounted Investee Profit       (1,250)       (9,534)         Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to:       Shareholders of the Company       18,177       (54,096)	Gross Margin	53,664	44,466
Environmental       1,863       5,036         Other Expense (Income)       (557)       (1,260)         Operating Profit       14,543       (38,785)         Net Finance Costs       878       5,603         Equity Accounted Investee Profit       (1,250)       (9,534)         Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to:       Shareholders of the Company       18,177       (54,096)	Selling, General and Admin.	38,107	50,084
Other Expense (Income)         (557)         (1,260)           Operating Profit         14,543         (38,785)           Net Finance Costs         878         5,603           Equity Accounted Investee Profit         (1,250)         (9,534)           Profit before Income taxes         12,415         (53,922)           Tax Provision         (2,147)         5,172           Profit for the Quarter         14,562         (59,094)           Attributable to:         Shareholders of the Company         18,177         (54,096)	Asset impairment and restructuring	(292)	29,391
Operating Profit       14,543       (38,785)         Net Finance Costs       878       5,603         Equity Accounted Investee Profit       (1,250)       (9,534)         Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to: Shareholders of the Company       18,177       (54,096)	Environmental	1,863	5,036
Net Finance Costs       878       5,603         Equity Accounted Investee Profit       (1,250)       (9,534)         Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to: Shareholders of the Company       18,177       (54,096)	Other Expense (Income)	(557)	(1,260)
Equity Accounted Investee Profit  (1,250) (9,534)  Profit before Income taxes  12,415 (53,922)  Tax Provision (2,147) 5,172  Profit for the Quarter  14,562 (59,094)  Attributable to: Shareholders of the Company 18,177 (54,096)	Operating Profit	14,543	(38,785)
Profit before Income taxes       12,415       (53,922)         Tax Provision       (2,147)       5,172         Profit for the Quarter       14,562       (59,094)         Attributable to:       5,172         Shareholders of the Company       18,177       (54,096)	Net Finance Costs	878	5,603
Tax Provision (2,147) 5,172  Profit for the Quarter 14,562 (59,094)  Attributable to: Shareholders of the Company 18,177 (54,096)	Equity Accounted Investee Profit	(1,250)	(9,534)
Profit for the Quarter 14,562 (59,094)  Attributable to: Shareholders of the Company 18,177 (54,096)	Profit before Income taxes	12,415	(53,922)
Attributable to: Shareholders of the Company 18,177 (54,096)	Tax Provision	(2,147)	5,172
Shareholders of the Company 18,177 (54,096)	Profit for the Quarter	14,562	(59,094)
	Attributable to:		
	Shareholders of the Company	18,177	(54,096)
		(3,615)	(4,998)

# **Consolidated Cash Flows**

\$ in thousands	Full Year December 31, 2007	Full Year December 31, 2008
Cash Flows from Operations	74,500	123,353
Capital Expenditures	(58,259)	(158,290)
Other Investing Activities	(34,600)	(62,400)
Cash Flows from Investing Activities	(92,859)	(220,690)
Cash Flows from Financing Activities	123,425	79,574
Net increase (decrease) in cash	105,066	(17,763)
Beginning Cash	54,610	172,558
Effects of exchange rates on cash	12,882	(11,322)
Ending Cash	172,558	143,473
Approximate availability under AMG lines of credit		103,108
Total Liquidity		246,581

## **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).
- (2) Graphit Kropfmühl AG ("GK") is listed on the Frankfurt stock exchange (GKRG.DE / GKR GR).