

Q1/2017

# Investor Call Presentation

May 12, 2017









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# Segments, Q1 2017

	Speciality Alloys	FerroAlloys
Production, mining (mt)	 <p>Temporary stoppage for repairs at Kavak mine, Turkey</p>	 <p>Increased activity at Stellite; higher yields from shaking tables and commencement of mining at Mecklenburg</p>
Production, mining (mt)	 <p>Increased production due to stronger US market activity</p>	 <p>Closure of P1 furnace for unforeseen repairs</p>
Financial Performance; Revenue, EBITDA, EBIT (EUR million)	 <p>Higher selling prices</p>	 <p>Improved market conditions</p>










# Results Q1 2017

<i>€ million</i>	Q1 2017	Q1 2016	Y-o-Y	Comments
Revenue	56.7	40.8	↑	Higher revenue in both Speciality and FerroAlloys segments
EBITDA	12.7	3.3	↑	Significant increase, due to stronger market conditions, with higher selling prices and strong demand
EBIT	11.1	1.7	↑	
Profit	4.2	0.2	↑	
Material mined ( <i>tonnes</i> )	85,352	45,486	↑	Increased activity at Stellite, higher yields from shaking tables and commencement of mining at Mecklenburg
Material processed ( <i>tonnes</i> )	27,952	27,631	↑	Increased production volumes in Speciality Alloys segment



# Financial indicators & balance sheet

	Q1 2017	Q1 2016	FY 2016	Comments
Return on Equity (ROE), %	9.5	0.0		Significantly improved, due to strong performance in Q1
Return on Capital Employed (ROCE), %	25.7	0.3		
Equity ratio, %	67.1	65.4		Remains at the levels of FY2016
Gearing ratio, %	-6.1	-6.8		Strengthened as a result of increased cash position and debt reduction
Inventories, EUR million	43.7	45.0		Better inventory management
Trade receivables, EUR million	32.3	23.0		Increased due to higher revenues
Cash balance, EUR million	16.2	21.6		Improved working capital management and strong performance



# Global market overview

	Demand – Q1/2017	Prices – Q1/2017	Outlook – Q2/2017	Outlook – Q3/2017
Stainless steel				
Ferrochrome				
Silico Manganese				



As expected, the high price levels for ferrochrome and Chrome Ore seen in quarter one, have not been sustainable over the longer term. We still expect improved performance in Q2 2017 compared to a year earlier, although subdued, when compared to Q1 2017 numbers



Thank you.



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