



Quarterly Report  
First 9 Months 2017/18

*Analyst Conference Call  
on August 9, 2018*

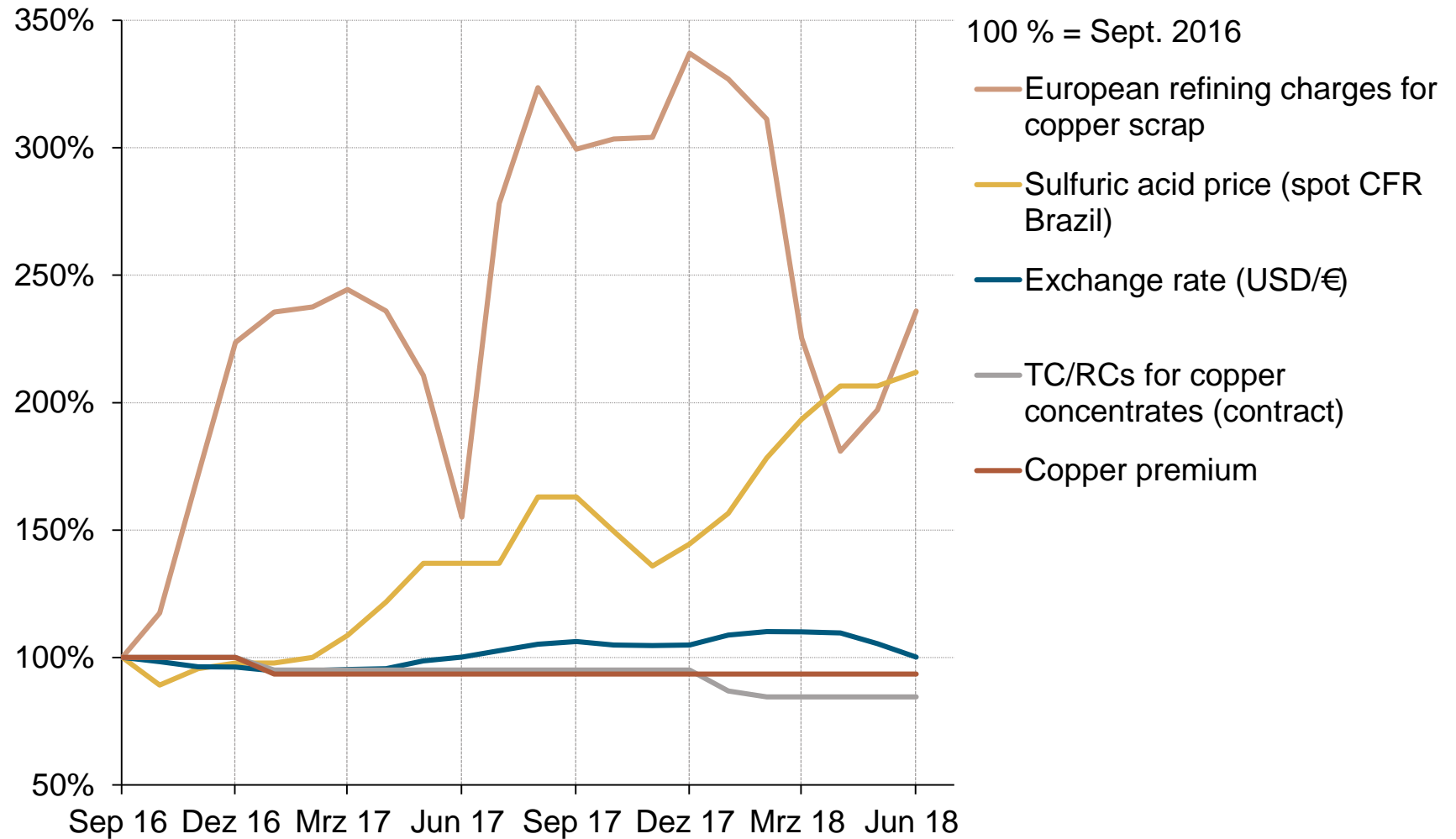
## Operating earnings before taxes up 25 % on previous year



	9M 2017/18	9M 2016/17
Operating EBT (€ million)	264	211
Net cash flow (€ million)	-100	193
Operating ROCE (%) (operating EBIT last 4 quarters)	14.6	13.0

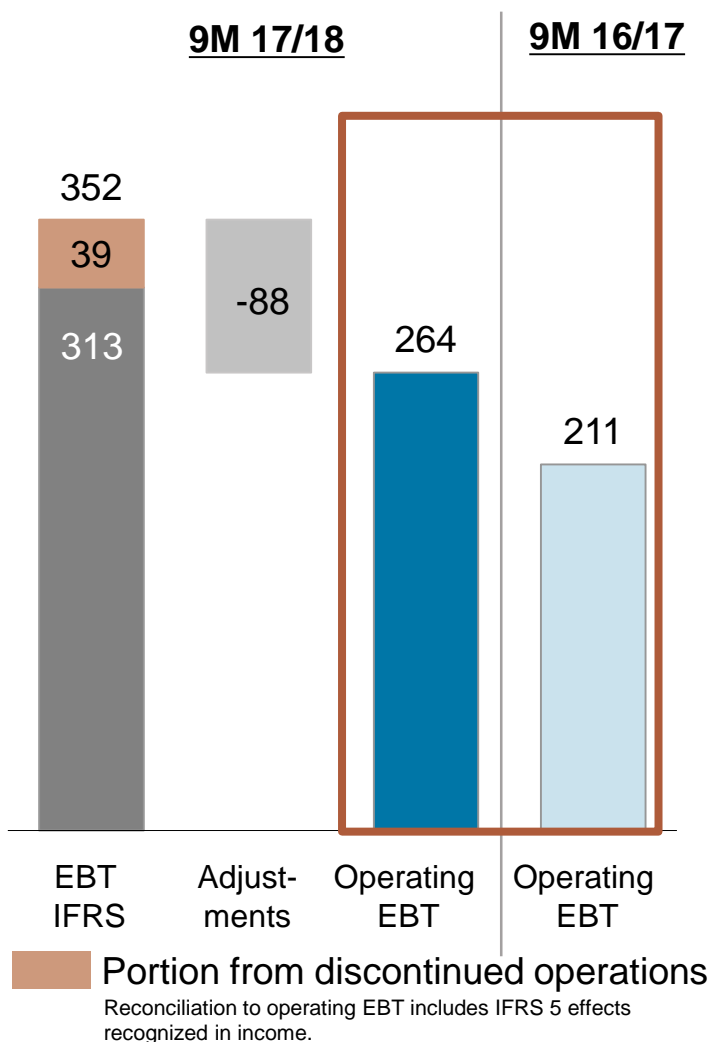


## Trend in significant market prices and refining charges



# Good recycling and sulfuric acid markets lead to substantially higher result

EBT in the first 9 months 2017/18 (in € million, rounded)



Positive influencing factors:

- » A higher concentrate throughput due to good performance at the Hamburg and Pirdop sites. The previous year was negatively impacted by a scheduled maintenance shutdown in Hamburg in Q1 2016/17
- » Substantially higher refining charges for copper scrap with good availability
- » Higher sulfuric acid revenues due to price and volume factors
- » A higher metal yield with increased copper prices
- » Significantly higher sales volumes for rod products
- » Higher sales volumes for flat rolled products
- » Positive contributions from our efficiency improvement program

A counteracting effect was caused by:

- » The weaker US\$

## Main steering figures above previous year

(operating IFRS)		9M	9M	Change	
		2017/18	2016/17	Absolute	Relative
Revenues	€m	8,747	8,189	558	7 %
Gross profit	€m	929	867	62	7 %
EBITDA	€m	367	316	51	16 %
EBIT	€m	269	220	49	22 %
EBT	€m	264	211	53	25 %
Consolidated net income	€m	201	161	40	25 %
Net cash flow	€m	-100	193	-293	<-100 %
Capital expenditure (including finance leases)	€m	116	140	-24	-17 %
Return on capital employed (ROCE)	%	14.6	13.0	-	-

(operating IFRS)	6/30/2018 operating	6/30/2017 operating	Target
<b>Profitability</b>			
ROCE*	14.6 %	13.0 %	15 %
<b>Capital structure</b>			
- Equity ratio (equity / total liabilities)	51.2 %	50.9 %	> 40 %
<b>Debt and interest coverage</b>			
- Net financial liabilities / EBITDA**	0.1	0.1	< 3

\* Rolling EBIT last 4 quarters

\*\* Rolling EBITDA last 4 quarters

# Segment MRP: Good operating performance and good market environment

Operating results for Segment Metal Refining & Processing (MRP) (first 9 months FY 2017/18)



Segment MRP	9M 17/18	9M 16/17
EBIT (in €m)	294	255
EBT (in €m)	289	247
ROCE* (%)	19.2	18.5

(Quantities in 1,000 t)

Concentrates	1,913	1,804
Copper scrap / blister copper	314	314
Cathodes	876	863
Sulfuric acid	1,826	1,757
Rod	595	541
Shapes	151	146

» Higher revenues of €7,775 million (previous year: €7,317 million) due to higher copper prices

Operating EBT positively influenced by:

- » Higher concentrate throughput due to the Hamburg and Pirdop sites' good performance
- » Substantially increased refining charges for copper scrap with good availability
- » Higher sulfuric acid revenues due to price and volume factors
- » A higher metal yield with increased copper prices
- » Considerably higher rod sales volumes
- » Positive contributions from our efficiency improvement program
- » The weaker US dollar had a negative impact

\* Rolling EBIT last 4 quarters  
August 2018

# Segment FRP: Operating EBT significantly higher than previous year

Operating results for Segment Flat Rolled Products (FRP) (first 9 months 2017/18)



Segment FRP	9M 17/18	9M 16/17
EBIT (in €m)	7	-2
EBT (in €m)	7	-3
ROCE* (%)	3.0	0.0
(Quantities in 1,000 t)		
Flat rolled products and specialty wire	178	172

- » Higher revenues of € 1,106 million (previous year: € 1,002 million) due to higher copper prices
- » Weaker US dollar strains revenues
- » Operating EBT significantly up on previous year due to positive effects from the ongoing efficiency improvement program
- » Good sales development for FRP continues as a result of demand

\* Rolling EBIT last 4 quarters



- » Copper price: average copper price in 2018 at US\$ 6,887/t (Reuters poll in July 2018)
- » Copper concentrates: good supply is expected to lead to corresponding TC/RCs, despite the lower benchmark
- » High plant availability at our primary copper smelters is expected
- » Sulfuric acid revenues: high demand and stable prices at a high level anticipated for the rest of the fiscal year as well
- » Copper scrap: satisfactory supply volume and refining charges at a good level
- » Copper premium: at prior-year level
- » Rod: stable demand substantially exceeding the previous year
- » Shapes: stable demand
- » Strip products: slightly above the previous year
- » Efficiency improvement targets for 2017/18 are expected to be reached
- » US\$ effects significantly weaker than 2016/17

For FY 2017/18, we expect a **moderately higher** operating EBT for the Aurubis Group and an operating **ROCE at the prior-year level** compared to the 2016/17 reporting year.

**Aurubis definition for a qualified comparative forecast**

Change in operating EBT	
± 0 to 5 %	At prior-year level
± 5.1 to 15 %	Moderate
> ±15 %	Significant

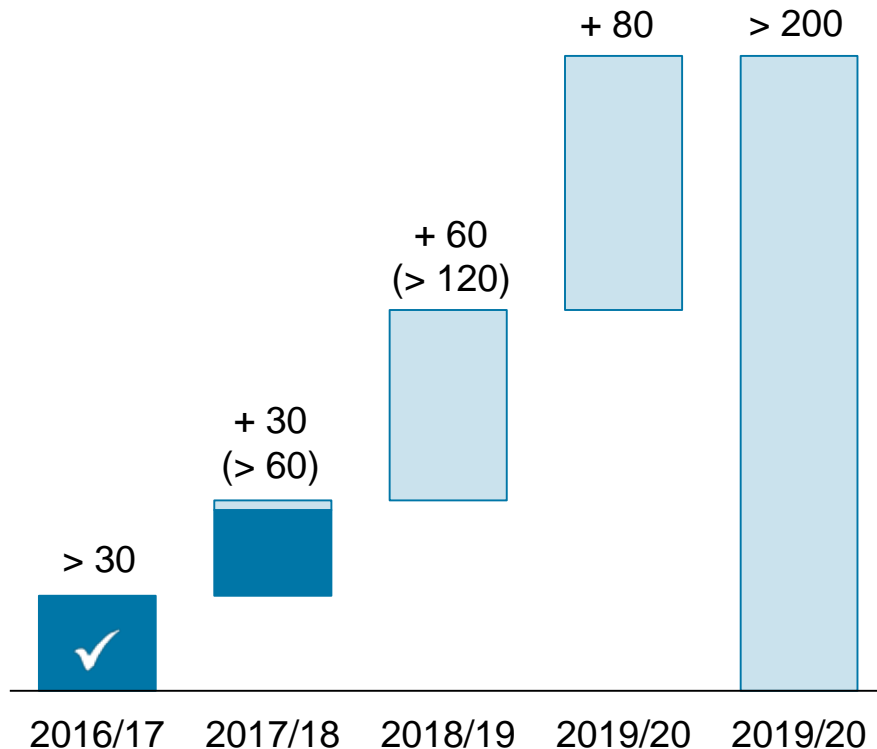
Operating ROCE delta as a percentage	
± 0 to 1	At prior-year level
± 1.1 to 4	Slight
> ± 4	Significant



# Efficiency: Project target of €30 million will be achieved for FY 2017/18

**Target: Project success > €200 million (base year: 2014/15)**

(in € million)



- » Measures for 2017/18 have been identified and are being implemented
- » We are currently fully on schedule
- » All of the company's divisions are contributing to project success, including both production and the corporate functions.



**New facilities in Hamburg and Olen /  
> 180 jobs:**  
Cell furnace, leaching, and electro-winning plant  
Engineering & construction phase approx. 4 years  
**Production start: FY 2020/21**  
**Capex:** around € 320 million  
**Additional use of raw materials:**  
270,000 t of concentrates, recycling raw materials,  
and smelter intermediates  
**EBITDA improvement:**  
€ 80 million annually starting FY 2022/23

- » Expands processing of complex raw materials
- » Establishes new and optimizes existing processes
- » Realizes synergies
- » Shortens throughput times for precious metals
- » Recovers numerous metals
- » Reduces intermediate product sales





- » On January 19, 2018, Aurubis AG and Codelco Kupferhandel GmbH signed a purchase agreement for Aurubis' acquisition of all shares of Deutsche Giessdraht GmbH in Emmerich am Rhein.
- » Until recently, Aurubis held 60 % and Codelco held 40 % of the joint venture, which has approximately 110 employees.
- » On July 13, 2018, the transaction was approved by the federal antitrust authorities (closing: July 31, 2018).
- » Deutsche Giessdraht produces approximately 240,000 t of copper rod from high-quality Grade A cathodes annually.
- » Beginning in 2019, Aurubis will assume sole marketing of the Rhein-Rod brand.

# Growth: Current status of FRP sale and balance sheet effects pursuant to IFRS 5



- » Term sheet: 2/12/2018, purchase agreement: 3/29/2018
- » Currently: Review by the antitrust authorities has been in phase 2 since 8/1/2018



## Rationale for the sale

- » Emphasis of Aurubis' new strategy is on the strengthening of the standard copper business and the development of the multi-metal business
- » Wieland is an ideal strategic and industrial investor



## Scope

- » Locations
  - » Locations in the USA, the Netherlands, Finland, and Germany
  - » Slitting centers in Slovakia, Italy, and the UK, and a global sales network
  - » 50 % stake in Schwermetall Halbzeugwerk GmbH & Co KG (Schwermetall)



## Impact pursuant to IFRS 5

- » Segment FRP is classified as discontinued operations
- » However, FRP will continue to be managed according to the operating EBT
- » Classification of FRP as discontinued operations will not take place in the operating reports

- » **Energy-efficient heat** for Hafencity East in Hamburg
- » **Heat extraction line 1 (first stage):** ca. 160 million kWh per year (20 MW), 90°C, equivalent to the heat requirements of about 8,000 four-person households
- » **Investment from Aurubis:** ca. €21.7 million in the facilities and pipeline, production rate: 30-40 % through the German Reconstruction Loan Corporation (Federal Ministry for Economic Affairs) and the European Regional Development Fund (Hamburg Environmental Authority)
- » **Investments of partner, enercity:** ca. €21 million in the pipeline and replacement heating plant
- » **Start:** Heat feed-in to be commissioned in fall 2018
- » **CO<sub>2</sub> reduction of over 20,000 t annually**
- » Contribution to the local heat transition in Hamburg and **flagship project** of the German Energy Agency (dena)



# Additional investments at the Pirdop site in the course of a legally mandated planned shutdown in May/June 2019



## Financial impact:

- » Capex: approx. € 19 million (FY 17/18: approx. € 11 million, FY 18/19: approx. € 8 million)
- » EBT effect: approx. € 11-12 million
- » Concentrate throughput effect: approx. 76,000 t

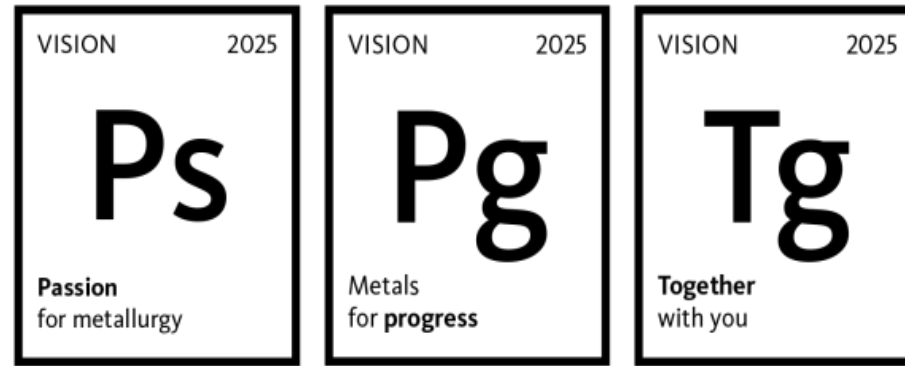
## Key data for the measure

- » Description: Boiler repair/replacement of the catalyst mass in the contact plant boiler
- » Time period: May/June 2019; ca. 18 days
- » Supply reliability: Scheduling takes place group-wide in close cooperation, in order to guarantee optimal anode supply within the Group
- » Additional benefit: Measure is associated with forward-looking investments at the site: e.g., backup rectifier in the tankhouse and regulatory inspections



# Capital Market Day in Pirdop/Bulgaria on September 4-5, 2018





**Thank you for your attention**

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## Financial calendar



- » Annual Report 2017/18 12/11/2018
- » Quarterly Report First 3 Months 2018/19 2/13/2019
- » Annual General Meeting 2/28/2019
- » Interim Report First 6 Months 2018/19 5/15/2019
- » Quarterly Report First 9 Months 2018/19 8/8/2019
- » Annual Report 2018/19 12/11/2019

## Forward-looking statements

This document contains forward-looking statements that involve risks and uncertainties, including statements about Aurubis' plans, objectives, expectations, and intentions.

Readers are cautioned that forward-looking statements include known and unknown risks and are subject to significant business, economic, and competitive uncertainties and contingencies, many of which are beyond the control of Aurubis.

Should one or more of these risks, uncertainties, or contingencies materialize, or should any underlying assumptions prove incorrect, actual results could vary materially from those anticipated, expected, estimated, or projected.