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## Strong capital structure, free of net debt, positioned for growth

## OPTIMIZED CAPITAL STRUCTURE

- Refinanced credit facility in 2016, providing a stable capital base and liquidity for strategic growth
- Deleveraged balance sheet; zero net debt at end of FY15

### RETURN EXCESS CASH TO SHAREHOLDERS

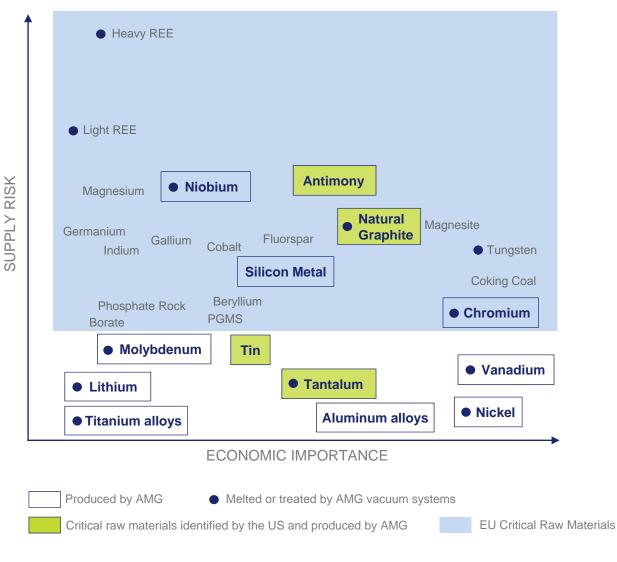
- Initiated first dividend to shareholders in 2015
  - Reflecting AMG commitment to return value to shareholders

# DISCIPLINED ORGANIC GROWTH & ACQUISITIONS

- Rigorous process to review strategic growth opportunities that is both selective and opportunistic
- Organic growth strategy is focused on areas of our portfolio that are marked by strong demand growth or supply limitations
- Financially and operationally capable of quickly assessing opportunities

Driving long-term sustainable growth and shareholder value

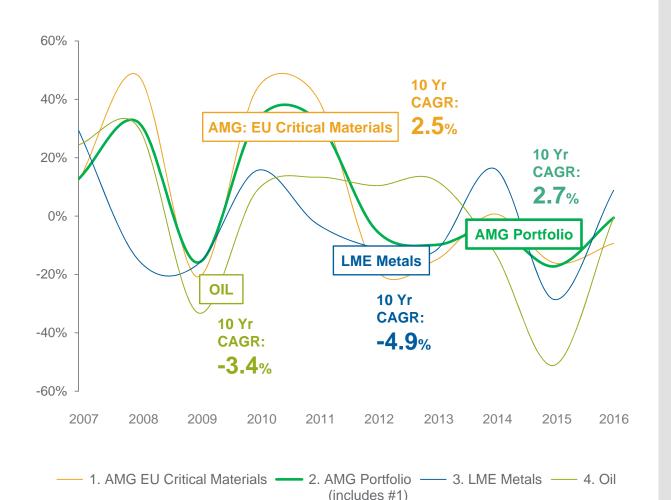
### **Critical Raw Materials**



- The EU identified 20 critical raw materials\* to the European economy in 2014, focusing on two determinants: economic importance and supply risk
- The US identified 30 critical materials\* which are vital to national defense, primarily through assessing supply risk
- AMG has a unique critical materials portfolio comprising:
- -5 EU critical raw materials
- 4 US critical raw materials
- Highly engineered Titanium Alloys for the aerospace industry
- High value added Aluminum Master Alloys
- Vanadium, Nickel and Molybdenum from recycled secondary raw materials



### **Critical Materials Price Trends**

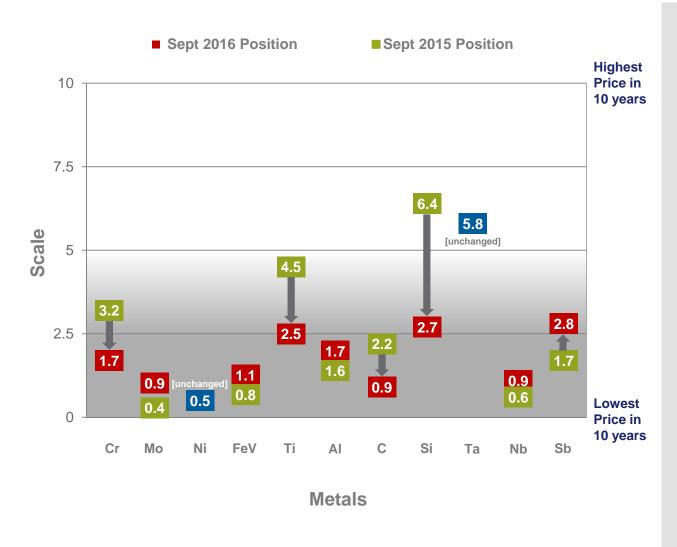


The cumulative average 10 year price appreciation of the AMG Portfolio was 7.6 percentage points higher than London Metal Exchange metals and 6.1 points higher than oil, while the AMG EU Critical Materials outperformed LME Metals and oil by 7.4 and 5.9 percentage points, respectively

CRITICAL MATERIAL PRICES OUTPERFORM THE LME



## Critical Materials Prices: 10 Year Perspective



- Metal prices are measured on a scale of 0 to 10, with 0 and 10 representing the minimum and maximum average quarterly prices occurring during the past 10 years
- The positions demonstrate the current price level of each metal with respect to their various historical price points over the past 10 years

AMG has significant potential upside within certain critical materials based on historical price ranges



## **AMG Business Segments**

### **AMG CRITICAL MATERIALS**

# AMG'S CONVERSION, MINING, AND RECYCLING BUSINESSES

- VANADIUM
- SUPERALLOYS
- TITANIUM ALLOYS & COATINGS
- ALUMINUM ALLOYS
- TANTALUM & NIOBIUM
- ANTIMONY
- GRAPHITE
- SILICON

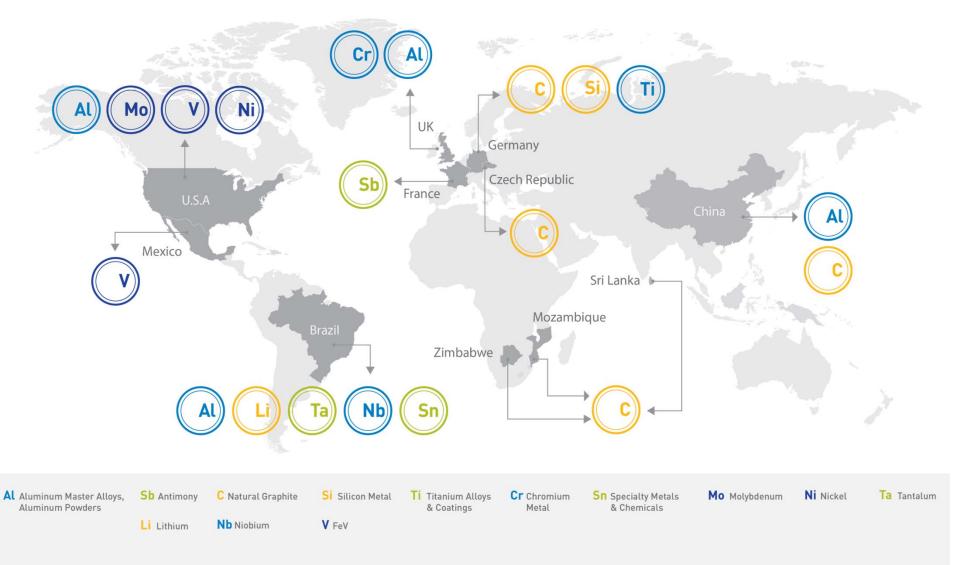
### **AMG ENGINEERING**

# AMG'S VACUUM SYSTEMS AND SERVICES BUSINESS

- ENGINEERING
- HEAT TREATMENT SERVICES



## AMG Global Footprint – Critical Materials



# AMG Global Footprint – Engineering



## Health and Safety Focus

#### LEADING SAFETY INDICATORS

- The number of safety improvement items reported increased by 16% compared to the 12 month period ending September 2015. These are essential in order to avoid potential injuries.
- Incident severity rate over the 12 months ending September 2016 is down 25% from the previous 12 month period.
- Although the incidents are less serious, the number of lost time incidents is marginally up, by 1 incident or 5%.

PERIOD ENDING SEPTEMBER	LOST TIME INCIDENTS IN THE LAST 12 MONTHS	12 MONTH AVERAGE LOST TIME INCIDENT RATE	12 MONTH AVERAGE INCIDENT SEVERITY RATE
2015	32	1.19	0.16
2016	33	1.22	0.12



RIGOROUS COMMITMENT TO SAFETY REFLECTED IN CONTINUALLY IMPROVING SAFETY RECORDS





### Q3 2016 at a Glance

AMOUNTS IN \$M (EXCEPT EARNINGS PER SHARE)	Q3 2016	Q3 2015	% CHANGE
REVENUE	\$247.5	\$241.9	2%
GROSS PROFIT	\$46.5	\$39.7	17%
GROSS MARGIN %	18.8%	16.4%	15%
PROFIT BEFORE INCOME TAXES	\$9.6	\$9.8	(2%)
EBITDA	\$23.4	\$20.4	15%
EBITDA MARGIN %	9.5%	8.4%	13%
NET DEBT	(\$1.9)	\$20.3	(109%)
RETURN ON CAPITAL EMPLOYED (ROCE)	18.0%	14.7%	22%
NET INCOME ATTRIBUTABLE TO SHAREHOLDERS	\$5.2	\$4.9	6%
EARNINGS PER SHARE	0.18	0.18	_

- Q3 '16 EBITDA up 15% versus Q3 '15 due to improved profitability within AMG Engineering
- Annualized ROCE increased to 18.0% versus 14.7% in Q3 2015
- Q3 '16 revenue up by \$5.6 million, or 2%, compared to Q3 '15
- Net cash position of \$1.9 million
  -\$22.2 million reduction of net debt since Q3 2015

NET CASH POSITION OF \$1.9M AT END OF Q3 2016



## Financial Highlights

### REVENUE (IN MILLIONS OF US DOLLARS)



### EBITDA (IN MILLIONS OF US DOLLARS)



### GROSS PROFIT (IN MILLIONS OF US DOLLARS)



### ORDER INTAKE (IN MILLIONS OF US DOLLARS)



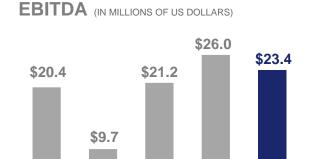


# 2016 Financial Objectives

FINANCIAL OBJECTIVE	DESCRIPTION	PROGRESS UPDATE
MAINTAIN CONSERVATIVE	Optimize capital structure for financial flexibility	<ul> <li>Net debt down by \$22.2 million versus the end of Q3 2015</li> </ul>
BALANCE SHEET		<ul> <li>Completed enlargement and extension of syndicated credit facility - from \$320 million to \$400 million with the maturity extended from May 2018 to July 2021</li> </ul>
PURSUE GROWTH OPPORTUNITIES	<ul> <li>Pursue organic opportunities in high-growth areas within the existing product portfolio</li> <li>Pursue opportunities for horizontal and vertical industry consolidation across</li> </ul>	On July 20 <sup>th</sup> , 2016, AMG's Supervisory Board approved the construction of a lithium concentrate (spodumene) plant at the Mibra mine in Brazil, with an initial annual production of 90,000 tons, expandable to
IMPROVE ROCE	AMG's critical materials portfolio      Increase ROCE through operational improvements and disciplined capital	<ul> <li>140,000 tons</li> <li>Annualized ROCE increased to 18.0% in the third quarter 2016, as compared to 14.7% in</li> </ul>
IMPROVE GROSS	Increase productivity through continuous cost and product mix optimization	the third quarter 2015      AMG gross margin increased to 18.8% in Q3 2016 from 16.4% in Q3 2015
MARGIN		



### Financial Data: ROCE & EBITDA



Q1 '16

Q2 '16

Q3 '16

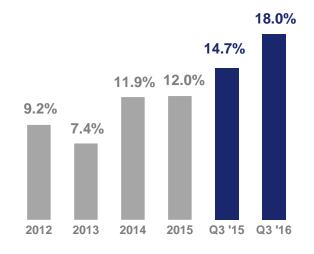


Q3 '16 EBITDA up 15% versus
 Q3 '15 due to improved
 profitability within AMG
 Engineering

#### **ANNUALIZED ROCE**

Q4 '15

Q3 '15



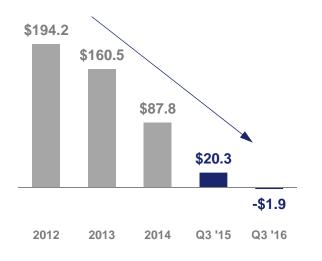


- Q3 2016 annualized ROCE improved to 18.0% from 14.7% in Q3 2015
- ROCE improvements are the result of efficient use of capital and improved profitability



## Financial Data: Net Debt & Operating Cash Flow

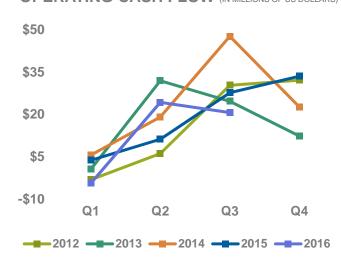
NET DEBT (IN MILLIONS OF US DOLLARS)



\$196M REDUCTION IN NET DEBT SINCE 2012

- Net debt: \$6.2 million
- -\$196.1 million reduction of net debt since December 31, 2012
- Net Debt to LTM EBITDA: -0.02x
- AMG's primary debt facility is a \$400 million multicurrency term loan and revolving credit facility
- 5 year term (until 2021) with an accordion feature that allows the Company, subject to certain conditions, to increase the commitment amount by up to \$100 million
- In compliance with all debt covenants

#### OPERATING CASH FLOW (IN MILLIONS OF US DOLLARS)

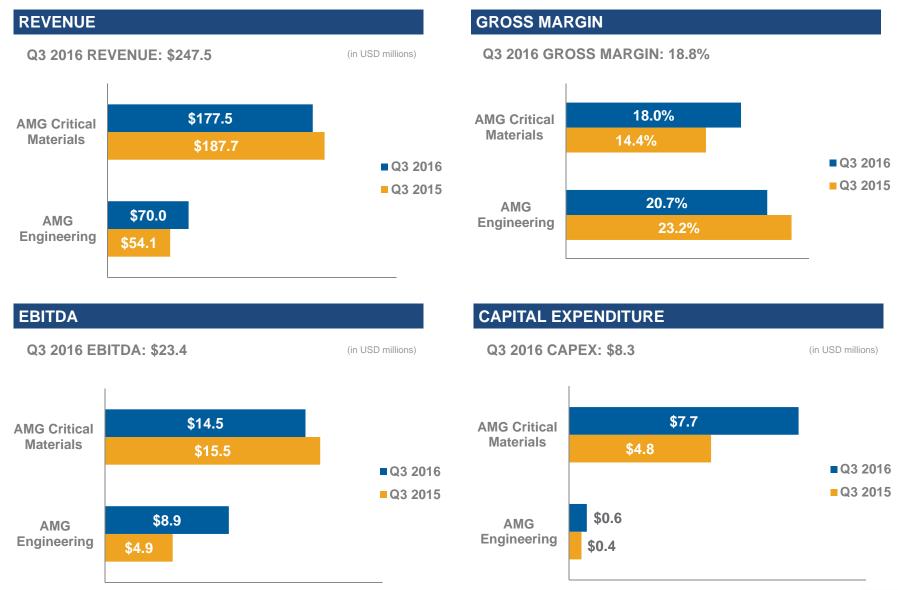


Q3 2016 OPERATING CASH FLOW OF \$20.7M

- Q3 YTD '16 cash flows from operating activities of \$40.7 million
- Strong cash flow generation enabled AMG to be net debt free at the end of Q3, with cash of \$1.9 million



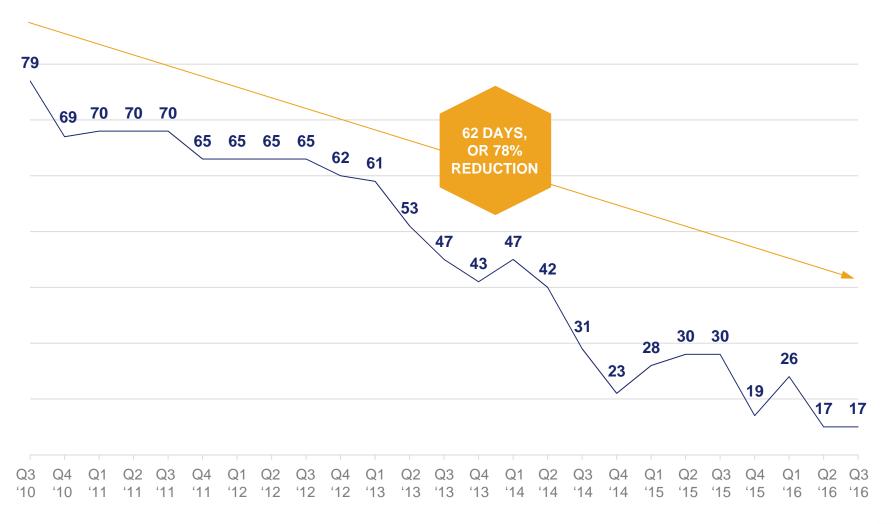
## Divisional Financial Highlights – Q3 2016 v Q3 2015





## **Working Capital Reduction**

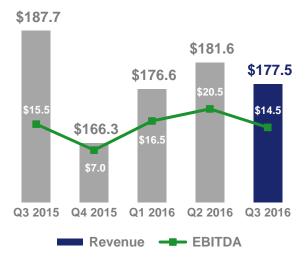
### **WORKING CAPITAL DAYS REDUCED BY 78% SINCE Q3'10**





### **AMG Critical Materials**

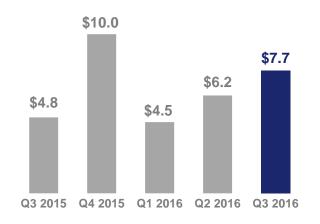
#### REVENUE & EBITDA (IN MILLIONS OF US DOLLARS)



Q3 2016 REVENUE IMPACTED BY WEAK METALS PRICES

- Q3 2016 revenue down \$10.3 million, or 15%, vs. Q3 2015 due to double-digit declines in average quarterly prices of Chrome, Graphite and Silicon
- Q3 '16 EBITDA margin decreased slightly to 8.2% from 8.3% in Q3 '15.

### CAPITAL EXPENDITURES (IN MILLIONS OF US DOLLARS)



INCREASE OF \$2.9M Q3 '16 VS. Q3 '15 DUE TO EXPANSION PROJECTS

- Capital expenditures increased to \$7.7 million in Q3 2016 compared to \$4.8 million in Q3 2015
- The largest capital expansion projects are AMG's Ancuabe graphite mine project and AMG TAC's titanium aluminide expansion



## AMG Critical Materials – Quarterly Revenue Drivers

KEY PRODUCT	Q3 '16 REV (\$M)	Q3 '15 REV (\$M)	VOLUME	PRICE	CURRENCY
FeV & FeNiMo	\$23.5	\$24.9	•	<b>⇔</b>	<b>⇔</b>
Al Master Alloys & Powders	\$42.6	\$43.4	•	•	<b>⇔</b>
Chromium Metal	\$17.4	\$21.1	•	•	<b>⇔</b>
Tantalum & Niobium	\$19.0	\$16.9	1	$\leftrightarrow$	<b>⇔</b>
Titanium Alloys & Coatings	\$23.7	\$22.2	•	<b>\</b>	<b>⇔</b>
Antimony	\$17.4	\$20.7	•	•	<b>⇔</b>
Graphite	\$14.3	\$15.6	<b>⇔</b>	•	<b>⇔</b>
Silicon Metal	\$19.7	\$22.8	•	•	<b>⇔</b>

- Double-digit declines in the average quarterly prices of Chrome, Graphite and Silicon negatively affected revenue in the third quarter of 2016.
- Strong sales volumes of Aluminum Master Alloys & Powders, Tantalum, and Titanium Alloys were partially offset by lower sales of FeV & FeNiMo, Chrome, Silicon and Antimony
- AMG's ferrovanadium sales prices are indexed to the prior month's average market price. As a result, prices were largely unchanged in Q3 versus the prior year.



# Critical Materials – Average Quarterly Prices

MATERIALS	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
FERROVANADIUM (\$/LB)	\$9.76	\$8.90	\$6.79	\$6.59	\$10.03	\$9.99
MOLYBDENUM (\$/LB)	\$7.50	\$5.83	\$4.85	\$5.33	\$7.42	\$7.01
NICKEL (\$/MT)	\$13,005	\$10,557	\$9,434	\$8,496	\$8,819	\$10,262
ALUMINUM (\$/MT)	\$1,765	\$1,591	\$1,495	\$1,515	\$1,571	\$1,620
CHROME (\$/LB)	\$4.50	\$4.41	\$4.09	\$3.92	\$3.76	\$3.67
TANTALUM (\$/LB)	\$80	\$74	\$59	\$60	\$62	\$60
NIOBIUM OXIDE (\$/KG)	\$33	\$28	\$25	\$25	\$27	\$28
TI SPONGE (\$/KG)	\$9.40	\$9.40	\$9.05	\$8.69	\$8.25	\$8.15
ANTIMONY (\$/MT)	\$8,617	\$6,888	\$5,588	\$5,359	\$6,252	\$7,271
GRAPHITE (\$/MT)	\$796	\$750	\$750	\$725	\$585	\$585
SILICON METAL (€/MT)	€2,492	€2,273	€2,054	€1,869	€1,684	€1,648

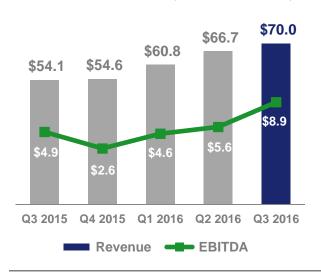
Q3 '16 VS. Q3 '15 % CHANGE
12%
20%
(3%)
2%
(17%)
(19%)
2%
(13%)
6%
(22%)
(28%)

Q3 '16 VS. Q2 '16 % CHANGE
-
(6%)
16%
3%
(2%)
(2%)
5%
(1%)
16%
-
(2%)



## **AMG** Engineering

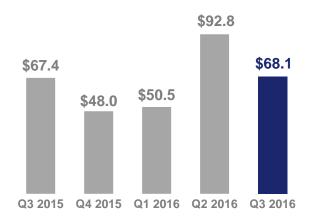
#### REVENUE & EBITDA (IN MILLIONS OF US DOLLARS)



EBITDA
IMPROVEMENT DUE
TO HIGHER SALES
AND LOWER
COSTS

- Q3 2016 revenue up 29% vs.
   Q3 2015 due to strong sales of plasma remelting and induction furnaces for the aerospace market
- EBITDA increased by \$4 million in Q3 2016 versus Q3 2015, the highest quarterly EBITDA in nineteen quarters, due to higher levels of gross profit and the sale of an unused production facility in Berlin.





BOOK TO BILL RATIO OF 0.97X IN Q3 2016

- AMG Engineering Order backlog of \$158.1 million as of September 30, 2016, a slight decrease versus \$158.8 million as of June 30, 2016
- AMG Engineering signed \$68.1 million in new orders during the third quarter of 2016, a 0.97x book to bill ratio





## AMG: Ready for Growth

#### **Cost Reduction**

Cost-reduction and capex discipline in response to global economic slowdown

### **Supply Chain Excellence**

Competitive advantage through manufacturing and supply chain excellence, accelerating cost-reduction efforts

### **Scaling Profitable Growth**

Properly positioned, financially and operationally, to pursue growth targets across portfolio







2012

2013

2014

2015

2016 to 2020





Streamlined operations and improved operating performance by eliminating low-margin product lines



### Targeted W/C & Debt Levels

Further reduction in both working capital and net debt, strengthening the balance sheet



## Strategy

AMG's strategy is to build its critical materials business through industry consolidation, process innovation and product development

PROCESS INNOVATION & PRODUCT DEVELOPMENT	Continue to focus on process innovation and product development to improve the market position of AMG's businesses
INDUSTRY CONSOLIDATION	Pursue opportunities for horizontal and vertical industry consolidation across AMG's critical materials portfolio
EXPANSION OF EXISTING HIGH GROWTH BUSINESSES	Pursue opportunities in high-growth areas within the existing product portfolio

AMG's overriding strategic objective is to achieve industry leadership while being the low cost producer

### Outlook

#### **OUTLOOK**

Without exception, throughout 2016, AMG has delivered quarter over quarter improvements in EBITDA relative to the prior year. We expect to continue this performance in the fourth quarter 2016.

In 2017, AMG expects to continue its strong financial performance.

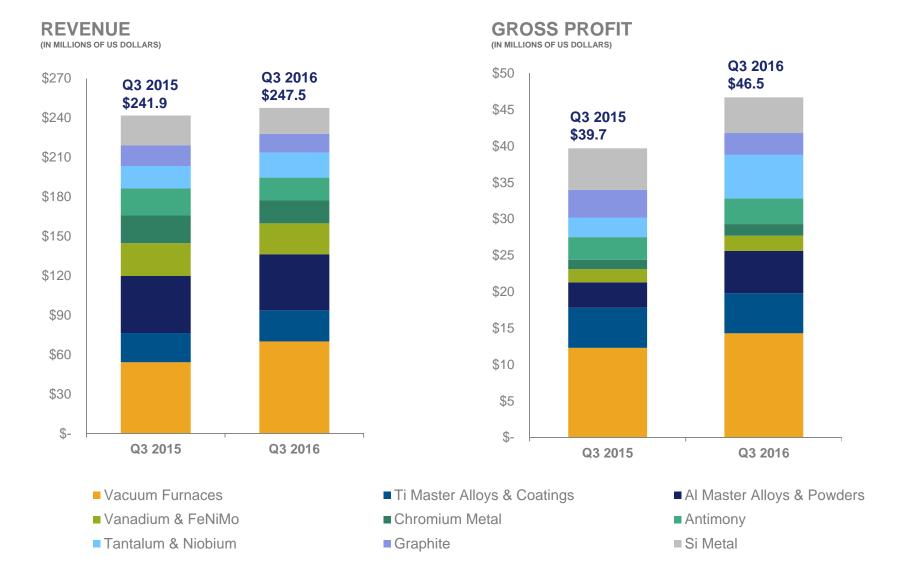
# CHANGE IN DIVIDEND POLICY

The change in AMG's dividend policy reflects a commitment to return value to shareholders and is a result of an improved balance sheet, ample liquidity and confidence in our ability to generate cash.

Management's priority in 2017 is to execute our transformational lithium project

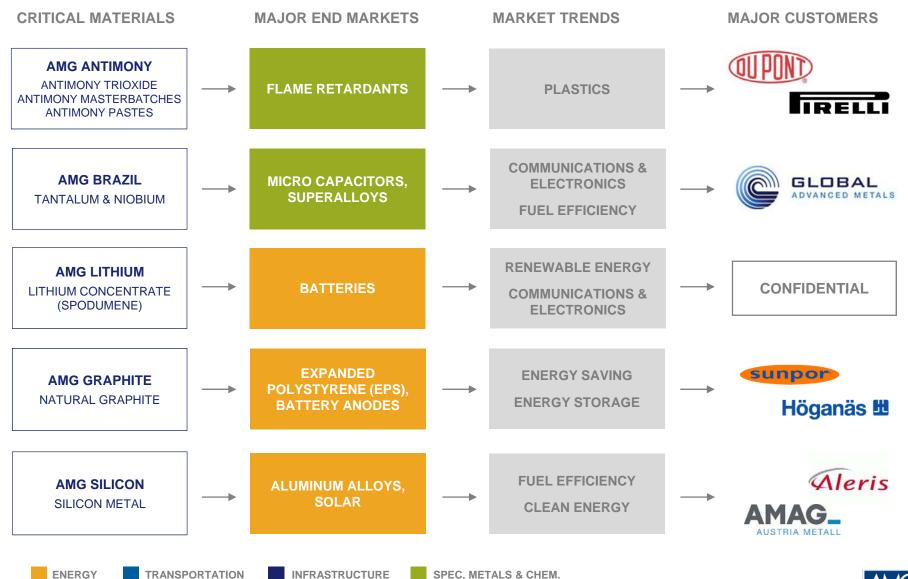


## **Key Products**



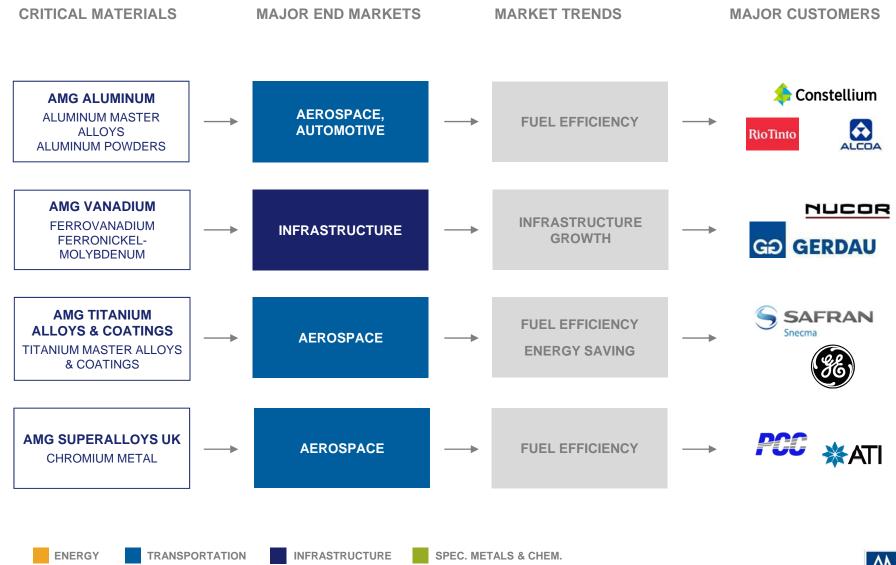


### Critical Materials – Market Trends



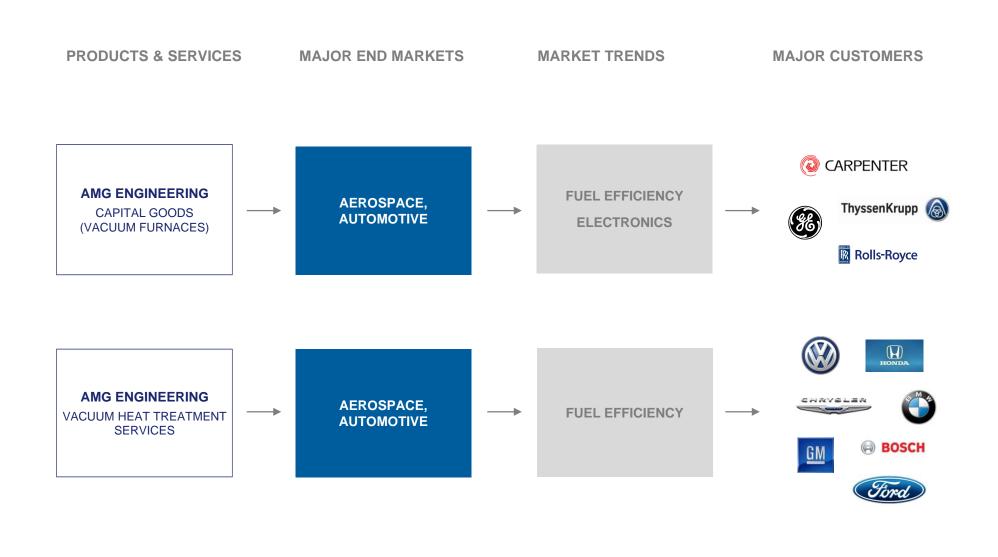


### Critical Materials – Market Trends





## Engineering – Market Trends



SPEC. METALS & CHEM.



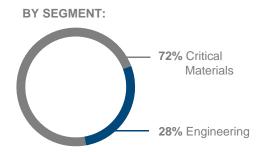
**ENERGY** 

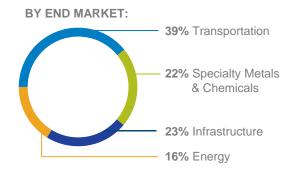
**TRANSPORTATION** 

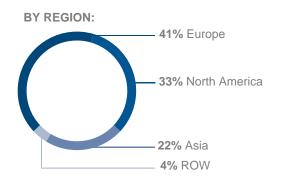
**INFRASTRUCTURE** 

### AMG at a Glance

#### Q3 2016 REVENUE







#### AMG IS A GLOBAL SUPPLIER OF CRITICAL MATERIALS TO:









**ENERGY** 

**TRANSPORTATION** 

**INFRASTRUCTURE** 

SPECIALTY METALS
AND CHEMICALS

## MARKET LEADING PRODUCER OF HIGHLY ENGINEERED SPECIALTY METALS AND VACUUM FURNACE SYSTEMS

**~3,000** Employees

~\$1 billion
Annual Revenues

At the forefront of CO<sub>2</sub> Reduction





## **Consolidated Balance Sheet**

AS AT IN MILLIONS OF US DOLLARS	SEPTEMBER 30, 2016 UNAUDITED	DECEMBER 31, 2015
Fixed assets	213.4	215.8
Goodwill and intangibles	34.0	28.9
Other non-current assets	69.4	70.2
Inventories	144.5	126.4
Receivables	137.1	124.3
Other current assets	34.5	29.3
Cash	174.1	127.8
TOTAL ASSETS	807.0	722.7
TOTAL EQUITY	159.5	153.6
Long term debt	160.5	112.2
Employee benefits	141.0	137.9
Other long term liabilities	68.4	69.8
Current debt	11.7	14.5
Accounts payable	137.8	108.0
Advance payments	40.5	44.2
Accruals	48.4	42.9
Other current liabilities	39.1	39.6
TOTAL LIABILITIES	647.5	569.1
TOTAL EQUITY AND LIABILITIES	807.0	722.7



## **Consolidated Income Statement**

FOR THE NINE MONTHS ENDED IN MILLIONS OF US DOLLARS	SEPTEMBER 30, 2016 UNAUDITED	SEPTEMBER 30, 2015 UNAUDITED
Revenue	733.3	756.3
Cost of sales	588.7	628.7
Gross profit	144.6	127.6
Selling, general & administrative	100.8	91.9
Restructuring & environmental	0.8	3.8
Other income, net	(5.0)	(0.2)
Operating profit	48.0	32.0
Net finance costs	12.0	5.9
Share of profit of associates	1.8	0.3
Profit before income taxes	37.8	26.3
Income tax expense	7.2	14.2
Profit for the period	30.6	12.1
Shareholders of the Company	30.6	11.4
Non-controlling interest	0.0	0.6
ADJUSTED EBITDA	70.6	65.9



## **Consolidated Statement of Cash Flows**

FOR THE NINE MONTHS ENDED IN MILLIONS OF US DOLLARS	SEPTEMBER 30, 2016 UNAUDITED	SEPTEMBER 30, 2015 UNAUDITED
EBITDA	70.6	65.9
Change in working capital and deferred revenue	(2.0)	(2.0)
Finance costs paid, net	(5.0)	(9.9)
Other operating cash flow	(18.1)	(7.6)
Cash flows from operations before taxes	45.5	46.4
Income tax paid	(4.8)	(3.7)
Net cash flows from operations	40.7	42.8
Capital expenditures	(22.7)	(12.3)
Other investing activities	1.1	4.2
Net cash flows used in investing activities	(21.6)	(8.0)
Net cash flows (used in) from financing activities	26.8	(24.1)
Net (decrease) increase in cash and equivalents	45.9	10.7
Cash and equivalents at January 1	127.8	108.0
Effect of exchange rate fluctuations on cash held	0.4	(4.6)
CASH AND EQUIVALENTS AT SEPTEMBER 30	174.1	114.1

