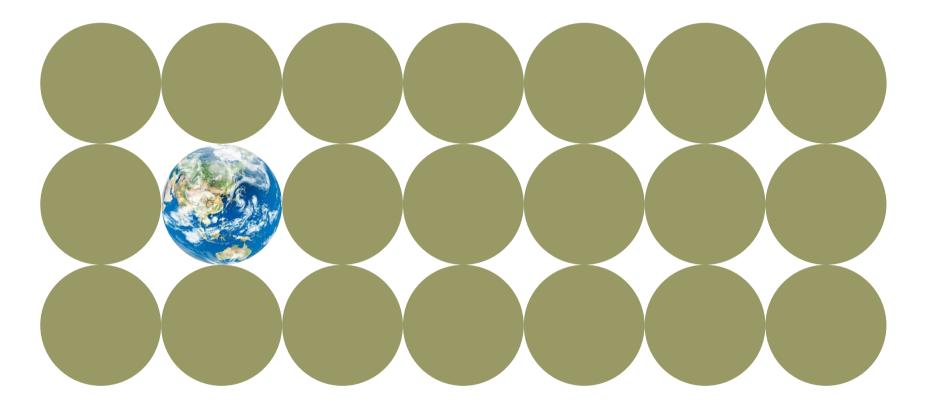
#### **Norsk Hydro Presentation 2012**



June 11, 2012



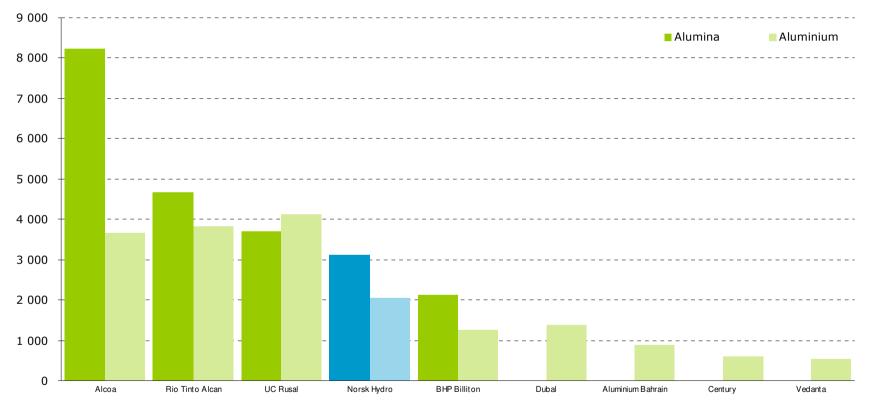
(1) 2012-06-11

### Contents

- Company overview
- Market outlook
- Business overview
- Financials and financial policies



#### Hydro - a first tier aluminium company

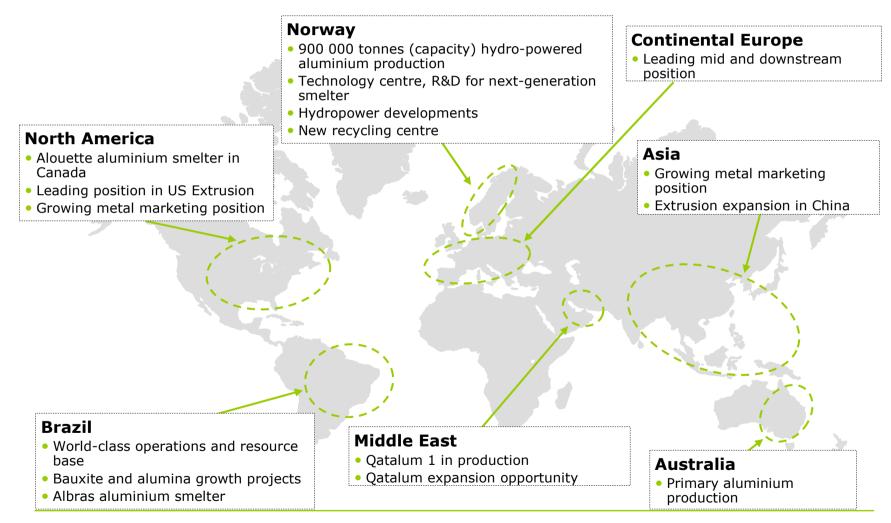


Production in 2011 in aluminium equivalents excl. China, thousand mt

Source: CRU, Hydro



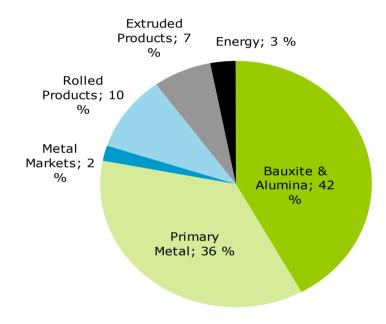
#### Attractively positioned, global reach





#### **Capital employed – upstream focus**

NOK million	Mar 31, 2012
Bauxite & Alumina	37 469
Primary Metal	32 633
Metal Markets	2 147
Rolled Products	8 664
Extruded Products	5 885
Energy	2 909
Other and eliminations	(7 903)
Total	81 803



Graph excludes NOK 7.9 billion in negative capital employed in Other and eliminations



### Highlights

- Delivery of main 2011 priorities
  - Brazil integration
  - ✓ Qatalum in full production
  - Primary Metal cost cutting programme on schedule
- Hydro has improved its competitive positions
- Significant improvement programmes ongoing
- Proactive attitude towards market downturn
- Continuous focus on financial strength and capital discipline
- Excellent strategic positions in an industry with strong growth expectations



#### Aluminium is the metal of the future





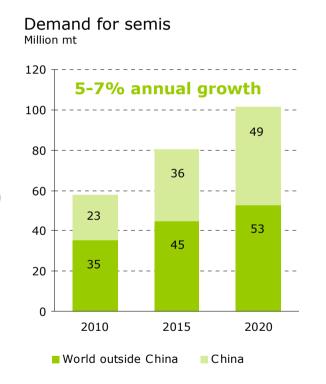
### Aluminium is part of the solution

#### **Global trends**

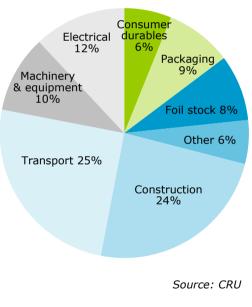


Capabilities





Share of semis consumption 2011 - 62 million mt





### Seasonally higher Q1 primary demand



- Seasonal increase in demand, while production declined from curtailments
- Improved supply-demand balance expected in 2012
  - ~1 million mtpy announced curtailments



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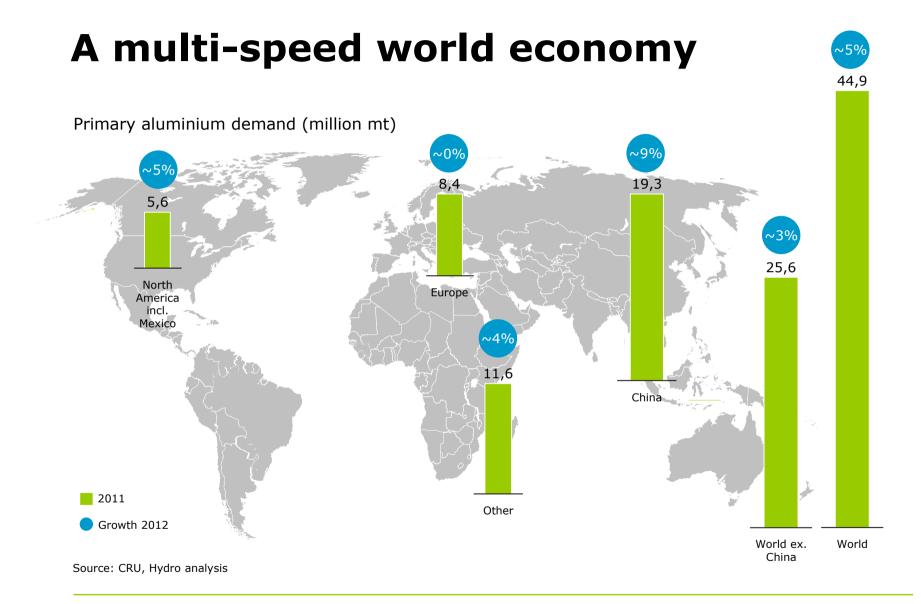
(9)

### **Aluminium prices**



Source: Reuters Ecowin

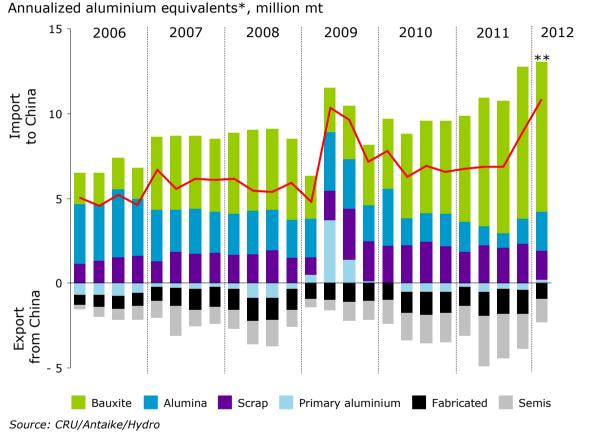
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### **China increased net imports**

In terms of aluminium equivalents across the total value chain



\* Bauxite/alumina to aluminium conversion factor: 5.4/1.925 \*\* Annualized January and February

- Bauxite and alumina
  - Stable bauxite imports at high levels
  - Increased alumina imports in early 2012
- Primary aluminium
  - Expected to remain broadly balanced in 2012
- Fabricated and semis
  - Lower export in start of 2012

**W** HYDRO

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(12)

#### Strategy for further value creation



- Excellence in operations
- Commercialize
- Expand capacity

- Reposition
- Keep solid cash flow in current assets
- Expand in first quartile assets
- Increase value of energy business

Energy

- Develop current base
- Global approach to power sourcing

Mid- and downstream

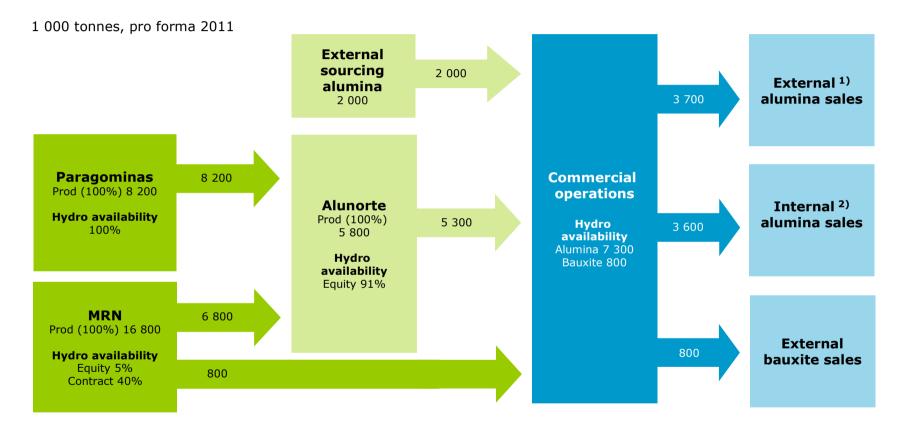


- Adjust capacity and cost base to market
- Continue proven highend product strategy
- Expand selectively in emerging markets



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#### Business model – volume flows Bauxite & alumina



1) Third party customers and non-equity share in joint ventures

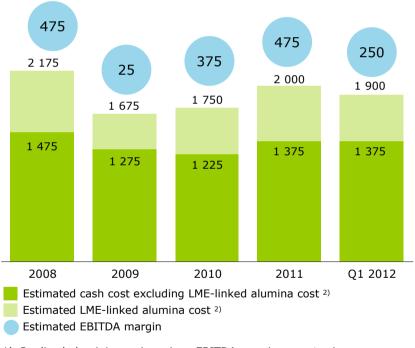
2) Equity share of primary aluminium production



# Primary Metal improvement program on track

USD 235 per mt by end-2012 Estimated primary aluminium cash cost and margin

USD/mt 1)



- Realized aluminium price minus EBITDA margin per mt primary aluminium. Excludes Qatalum earnings and volumes, but includes net earnings from primary casthouses.
- 2)  $\,{\sim}13\%$  of LME 3 month price with 2.5 months delay

 Additional USD 35 per mt expected realized

in 2012, remaining USD 65 in 2013

- Progressing according to plan
- Cash cost down ~USD 100 per mt from

2011 on lower alumina cost

• Effects from improvement program offset by increased raw material costs

#### One of the highest cost ambitions in the market

Program assumptions: Higher energy and petroleum coke costs may offset some improvements. Improvements may be influenced by fluctuations in raw material prices and currencies. Applies to fully owned capacity,  $\sim$ 1 million mt annual capacity.



#### **Solid production in Qatalum**

- Qatalum production stable above nameplate capacity
  - 600 000 mt on annual basis
- 1<sup>st</sup> quartile cost position established
  - Cash cost around USD 1400-1500 per mt at 2010 market conditions
  - Focus on optimizing operations
- Fire in seawater cooling tower on March 17

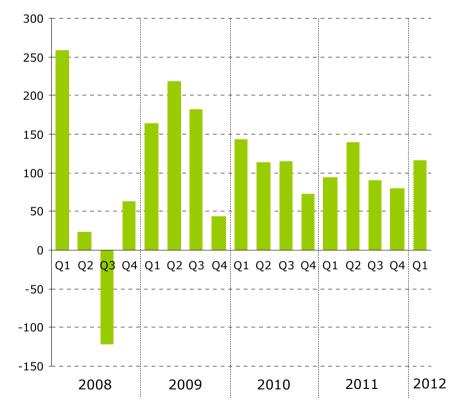




#### Metal Markets earnings drivers

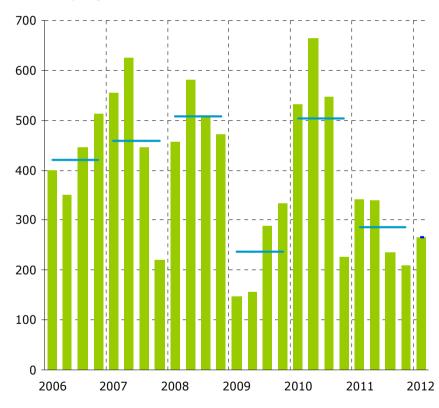
- Remelters
  - Revenue impact volume and product premiums above LME
  - Cost impact
    - Scrap and standard ingot premiums above LME
    - Raw material mix
    - Freight cost proximity to market
    - Gas and electricity consumption and prices
- Other main businesses
  - Physical and LME trading
  - Third-party products
  - High purity aluminium
- Results influenced by currency fluctuations

Underlying EBIT excluding currency effects and ingot stock valuation effect, NOK million





#### **Rolled Products earnings drivers**



#### Underlying EBITDA, NOK million

Contract structure

- Margin business based on conversion price
  - LME element passed on to customers
- Medium-term contracts
  - Range from spot contracts to multi-year contracts
- High share of fixed costs volume sensitive
- Preferred supplier market position in high-end products
- Hydro's market position key advantage in cost and volume driven industry
- Rolled products segment showed best relative performance improvement in aluminium industry post crisis

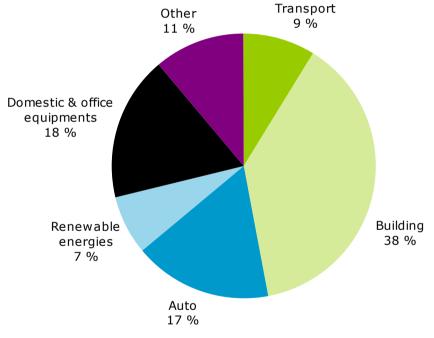
Quarterly avg. CAPEX (NOK million): 2008: 150 - 2009: 79 - 2010: 74 - 2011: 109 - 2012 Q1: 63

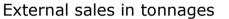


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## European extrusion leader with global presence

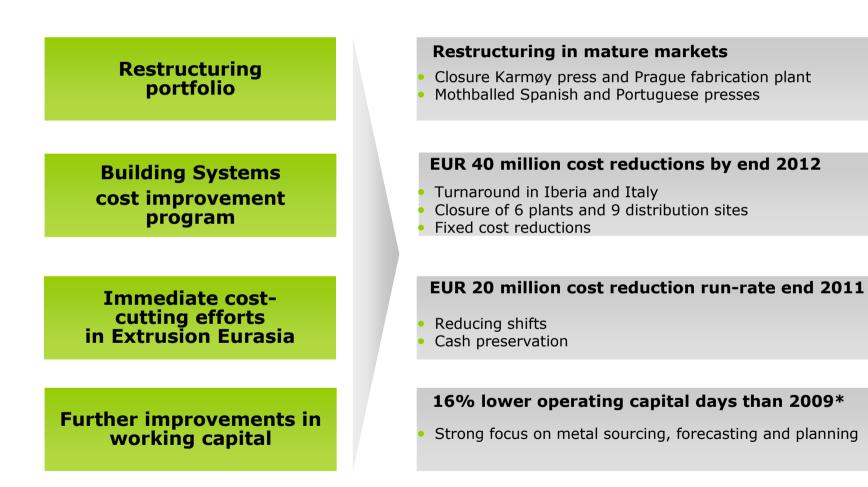
- Leading position in Europe
  - 17% market share
- Strong position in US and Brazil
- Global leader in precision tubing
- Strategy of solidifying leading positions
  - Reinforce European extrusion base
  - Specialist in energy-neutral building solutions, including solar
  - Emerging markets expansion
- External sales of 536 000 mt in 2011
  - 74% of shipments in Europe
  - 14% of business in North America
  - 12% of business in Asia/rest of the world







#### **Extruded Products turnaround**





\* Q1 2012 vs 2009

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### **Highly attractive power portfolio**

Power production capacity (TWh), per region and reversion year



- Power producing assets and ongoing projects
  - Maintain cost control in operations and projects
  - Holsbru project concluded, production start April 1
  - Vasstøl and Rjukan upgrade during 2012
- New growth projects
  - Mature new equity growth options
  - Growth potential in excess of 0.5 TWh
- Framework conditions
  - Reversion regime secures full value of energy assets
  - El-certificates support investments in new capacity
- Portfolio restructuring through sale of non-strategic SKS share
  - SKS priced at NOK 3.4 billion per TWh

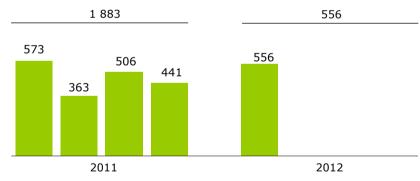


### Energy

Key figures	Q1 2012	2011
Power production, GWh	3 190	9 581
Net spot sales, GWh	1 879	4 624
Southwest Norway spot price (NO2), NOK/MWh	272	330
Underlying EBITDA, NOK million	584	2 019
Underlying EBIT, NOK million	556	1 883

#### Underlying EBIT

NOK million





#### Q1 operating results

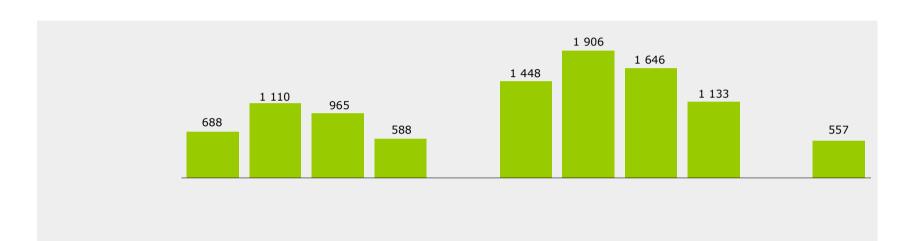
- Volatile prices due to variable weather conditions
- Result up on increased production and higher average prices

#### Outlook

- Lower production, but high for the season
- Prices expected to decline compared to Q1 2012



### **Underlying EBIT**

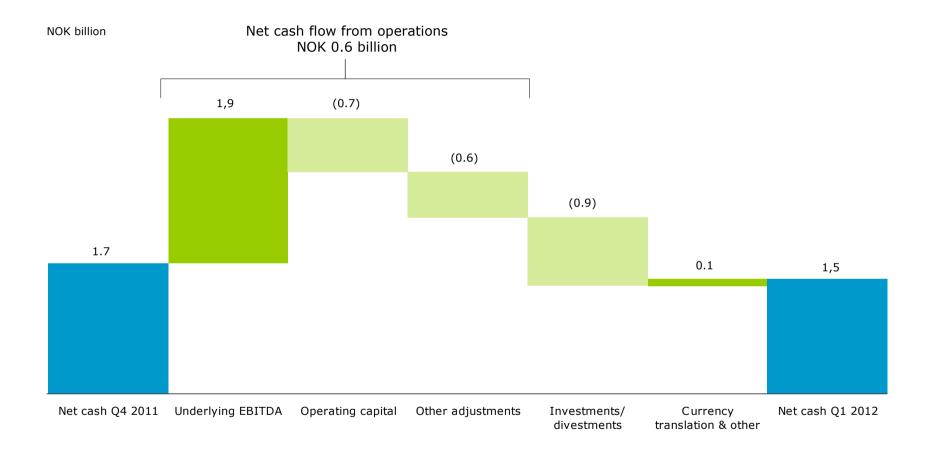


NOK million	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2	011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
Bauxite & Alumina 1)	162	288	71	113		155	272	302	159	(144)
Primary Metal 1)	(169)	382	318	86		583	765	653	484	30
Metal Markets	65	31	163	62		143	244	93	(39)	87
Rolled Products	223	309	227	105		232	232	124	86	151
Extruded Products	117	201	102	24		105	96	40	(90)	14
Energy	588	177	169	482		573	363	506	441	556
Other and eliminations $^{\!$	(297)	(278)	(85)	(284)	(3	344)	(65)	(73)	92	(137)
Total	688	1 110	965	588	1	448	1 906	1 646	1 133	557

1) Bauxite & Alumina, Primary Metal and Other and eliminations are reclassified from 2010.



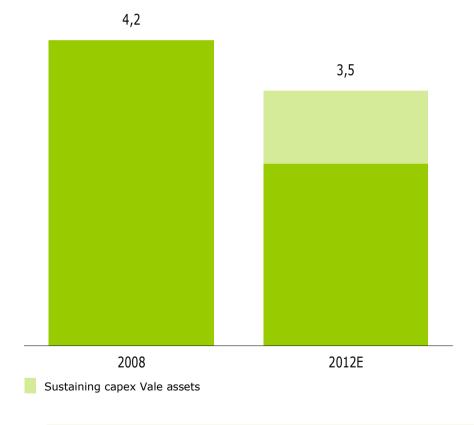
### Net cash/(debt) development Q1 2012





### Sustaining capital expenditure reduction

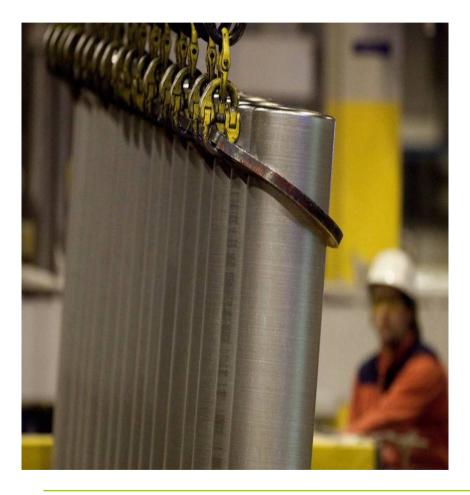
Sustaining capital expenditure NOK billion



- Sustaining capital expenditure significantly down from 2008
- Lower level maintained
- Below 2008 level with significantly larger company



### **Hedging policy**



#### Upstream

- Remain primarily exposed to LME prices
  - Partly off-setting effects through raw material prices and negative currency correlations with LME
- Operational LME hedging
  - Three months forward sales to manage customers' pricing
- Currency exposure, mainly USD and BRL
  - Policy of maintaining long-term debt in USD
  - Partly natural hedge through negative correlation between
    LME and major exposed currencies

#### Mid- and downstream

• Operational LME and currency hedging to secure margin

Volatility mitigated by strong balance sheet



#### **Prepared for a challenging market environment** Summary

- Strong balance sheet to face volatility
- Hydro benefits from its strong competitive position in a market downturn
- Step-up cost improvement programs
- Margin management and remelt flexibility
- Restructuring of non-competitive assets; no restart of idled capacity
- Reduction in sustaining capital expenditure, focus on operating capital
- Re-evaluation growth projects
- Strong strategic portfolio; significant interest from other market players



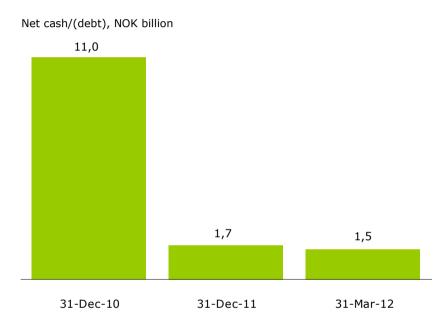
#### **Maintain financial flexibility**



- Robust balance sheet
- Strong focus on liquidity
  - NOK 8.8 billion in cash and cash equivalents end-Q1 2012
  - USD 1.7 billion facility, currently undrawn
- Reduction in sustaining Capex, focus on operating capital
- Current rating
  - BBB/Baa2
- Intention to re-establish Hydro in bond markets
- Ability to pursue strategy also in periods of uncertainty



### **Financial position**



NOK billion	Dec 31, 2010	Dec 31, 2011	Mar 31, 2012
Cash and cash equivalents	10.9	8.4	8.8
Short-term investments	1.3	1.8	1.6
Short-term debt	(0.9)	(4.3)	(5.1)
Long-term debt	(0.3)	(4.2)	(3.7)
Net cash/(debt)	11.0	1.7	1.5
Net intbearing debt in equity accounted invest.	(7.8)	(7.4)	(6.8)
Net pension liability at fair value, net of expected tax benefit	(5.5)	(6.9)	(6.7)
Other adjustments*	(4.0)	(7.3)	(7.2)
Adjusted net debt	(6.4)	(19.9)	(19.2)

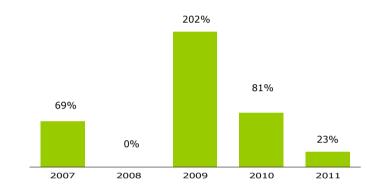
\* Operating lease commitments and other

Per March 2012, Hydro's ownership share of short-term and long-term debt amounted to NOK 4.2 bn and NOK 3.3 bn, respectively



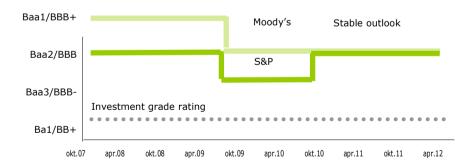
#### **Shareholder and financial policy**

#### **Dividend payout ratio**\*



\*Dividend paid divided by net income attributable to equity holders

#### Hydro rating



- Hydro aims to give its shareholders competitive returns compared to alternative investments in peers
- Maintained dividend policy
  - Ordinary dividend: 30% of net income over the cycle
  - Average ordinary pay-out ratio 2007-2011 is ~70%
    - NOK 0.75 per share for 2011 was approved by the AGM 8th May 2012
  - Share buybacks and extraordinary dividends as supplement in periods with strong financials
- Maintain investment-grade rating
  - Currently: BBB (S&P) & Baa2 (Moody's) stable outlook
- Competitive access to capital and important for Hydro's business model (counterparty risk and partnerships)
- Financial ratios over the business cycle
  - Funds from operations to net adjusted debt > 40%
  - Net adjusted debt to equity < 0.55



#### **Main shareholders**

Investor	Number of shares	% of top 20	% of total	Туре	Country
NÆRINGS- OG HANDELSDEPARTEMENTET	708,865,253	45.39%	34.26%	Comp.	NOR
VALE AUSTRIA HOLDINGS GMBH	447,834,465	28.67%	21.64%	Comp.	AUT
FOLKETRYGDFONDET	87,296,533	5.59%	4.22%	Comp.	NOR
STATE STREET BANK AND TRUST CO.	48,697,940	3.12%	2.35%	Nom.	USA
CLEARSTREAM BANKING S.A.	43,546,057	2.79%	2.10%	Nom.	LUX
THE NORTHERN TRUST CO.	36,205,522	2.32%	1.75%	Nom.	GBR
RASMUSSENGRUPPEN AS	34,700,000	2.22%	1.68%	Comp.	NOR
NORSK HYDRO ASA	31,430,114	2.01%	1.52%	Comp.	NOR
EUROCLEAR BANK S.A./N.V. ('BA')	14,421,915	0.92%	0.70%	Nom.	BEL
BANK OF NEW YORK MELLON	13,769,650	0.88%	0.67%	Nom.	USA
RBC DEXIA INVESTOR SERVICES TRUST	13,247,969	0.85%	0.64%	Nom.	GBR
STATE STREET BANK AND TRUST CO	12,810,434	0.82%	0.62%	Nom.	USA
STATE STREET BANK AND TRUST CO.	11,696,165	0.75%	0.57%	Nom.	USA
IPMORGAN CHASE BANK, NA	9,862,638	0.63%	0.48%	Nom.	USA
SKAGEN GLOBAL	9,761,378	0.63%	0.47%	Comp.	NOR
PARETO AKSJE NORGE	8,320,750	0.53%	0.40%	Comp.	NOR
KLP AKSJE NORGE VPF	8,103,192	0.52%	0.39%	Comp.	NOR
BNYM AS EMEA ASIA 25 OMNIBUS	8,012,790	0.51%	0.39%	Nom.	USA
STATE STREET BANK & TRUST CO.	6,921,265	0.44%	0.33%	Nom.	USA
SKAGEN VEKST	6,302,679	0.40%	0.30%	Comp.	NOR
Fotal number owned by top 20	1,561,806,709	100%	75.49%		
Total number of shares	2,068,998,276		100%		

Last updated 04.06.2012

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