

# Creating a global leader

Svein Richard Brandtzæg Barcelona, May 2013

### **Cautionary note**

Certain statements included within this announcement contain forward-looking information, including, without limitation, those relating to (a) forecasts, projections and estimates, (b) statements of management's plans, objectives and strategies for Hydro, such as planned expansions, investments or other projects, (c) targeted production volumes and costs, capacities or rates, start-up costs, cost reductions and profit objectives, (d) various expectations about future developments in Hydro's markets, particularly prices, supply and demand and competition, (e) results of operations, (f) margins, (g) growth rates, (h) risk management, as well as (i) statements preceded by "expected", "scheduled", "targeted", "planned", "proposed", "intended" or similar statements.

Although we believe that the expectations reflected in such forward-looking statements are reasonable, these forward-looking statements are based on a number of assumptions and forecasts that, by their nature, involve risk and uncertainty. Various factors could cause our actual results to differ materially from those projected in a forward-looking statement or affect the extent to which a particular projection is realized. Factors that could cause these differences include, but are not limited to: our continued ability to reposition and restructure our upstream and downstream aluminium business; changes in availability and cost of energy and raw materials; global supply and demand for aluminium and aluminium products; world economic growth, including rates of inflation and industrial production; changes in the relative value of currencies and the value of commodity contracts; trends in Hydro's key markets and competition; and legislative, regulatory and political factors.

No assurance can be given that such expectations will prove to have been correct. Hydro disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.





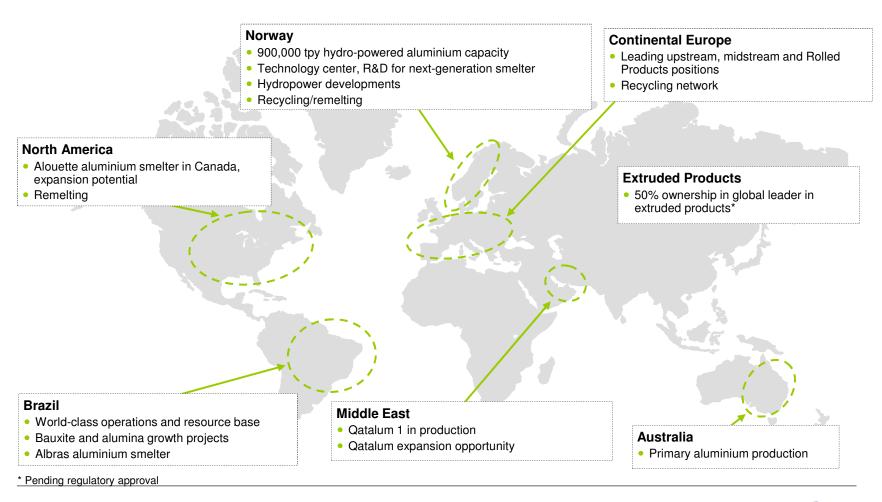


### We are strengthening our asset base





### Attractively positioned, global reach





### Strong foundation in our resource and asset base

**Bauxite & Alumina** 



**Energy** 



**Primary Metal** 



Rolled



Strong resource base

Improving production capabilities across

Commercial focus, customer proximity across







#### **Aluminium - Metal of the future**







- Lightweight
  - 1/3 density of steel
- Recyclability
  - 5% of original energy consumption
  - 75% of all aluminium produced still in use

- Corrosion resistant
  - Oxide layer
- Formability
  - Extrusion, rolling, casting
  - Low melting point vs. steel

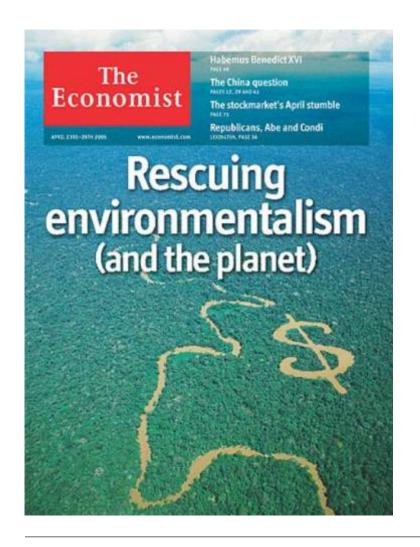
- Excellent conductivity
  - Thermal electrical
- Alloying technology
  - Gives wide range of physical properties

Properties lead to increased market share

- Aluminium intensive urbanization and infrastructure
- Climate challenge aluminium as part of the solution
- Recyclability more important with high energy prices



### **Climate Change – the Biggest Challenge**







### Transforming the way we use energy

Energy efficient, low-emission electrolysis



Reduce energy consumption, improve cell efficiency, CO2 capture ready cells Lighter vehicles



Reduce fossil fuel consumption and GHG emissions from cars by making them lighter with use of aluminium

Zero emission/ Energy surplus buildings



Reduce energy consumption and GHG emissions from buildings Enhance solar energy growth



Reduce emissions from fossil fuels by contributing to make solar energy solutions lighter, simpler and cheaper with use of aluminium Packaging that reduces food waste



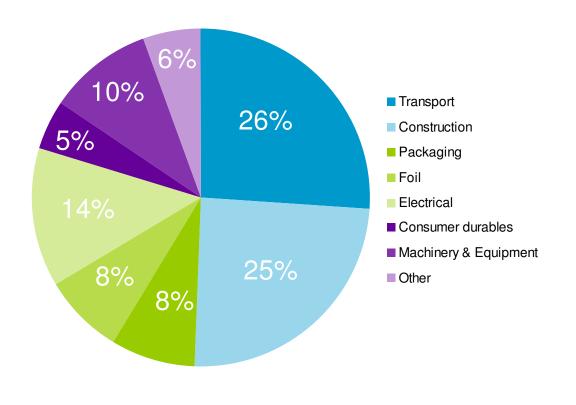
Reduce GHG emissions related to food production by conserving and protecting food better in storing and transport, thus reducing food waste Recycling and reusing aluminium



Reduce waste in a world of limited resources by recycling aluminium endlessly



### Highly versatile metal, broad range of applications





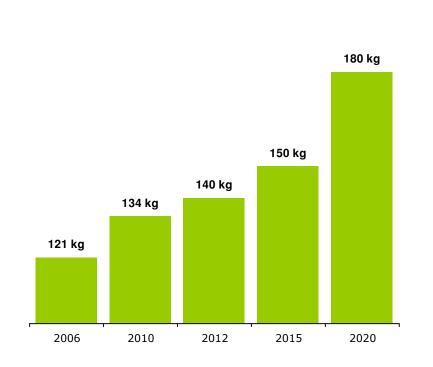
Source: CRU. Global demand per segment demand, 2012.



### **Aluminium Demand in Future**

Increasing demand from light-weighting of cars

#### Al-content per car (EU27)





Source: Ducker 2012



### Increasing use of aluminium in automotive

Hydro's body-in-white applications

Applications		Why aluminium
Hoods		Weight reduction in front, pedestrian safety & driving dynamics
Doors	-6-	Weight reduction, easy handling
Roofs		Weight reduction in top, lower centre of gravity, easy car handling
Wings		Weight reduction and pedestrian safety
Trunk lids		Weight reduction and pedestrian safety



### Reducing weight through copper substitution

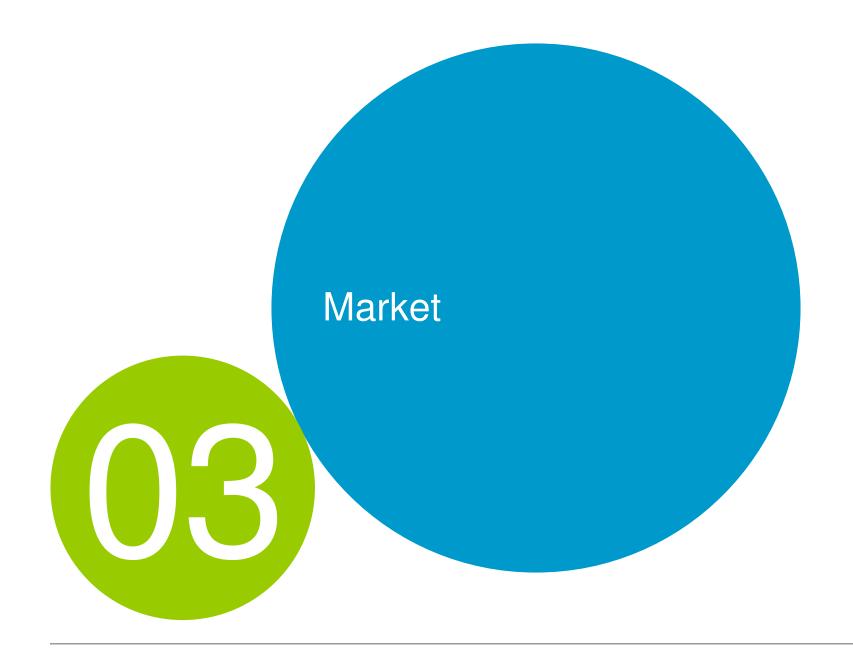
Substitution to aluminium in cars: 12.5 kg/car

- Weight reduction: about 50% vs. copper
- Worldwide potential: about 875 000 mt annually



Aluminium has almost replaced copper in automotive precision tubing over last 30 years

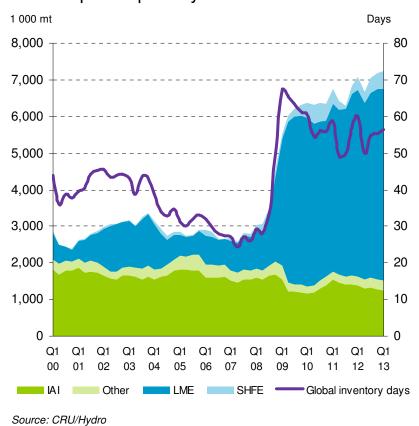




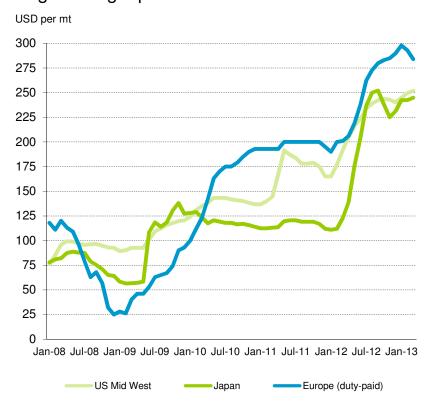


### Ingot premiums stable at high levels

#### World reported primary aluminium inventories



#### Regional ingot premiums



Source: Metal Bulletin, MW/MJP: Platts



### Alumina price retracting, holding up relative to LME

#### Platts index\* USD per mt Percent 430 20 19 18 370 17 16 15 310 14 13 12 250 des. apr. apr. aug. des. apr. 12 Alumina Price ——% of LME % of LME + premium

- Average Platts alumina index rose to USD 340 per mt in Q1 2013 from USD 327 per mt in Q4 2012
- Alumina price dropped towards end of quarter, on the back of macro uncertainty and easing supply concern
- Alumina index price as percentage of LME around 17%



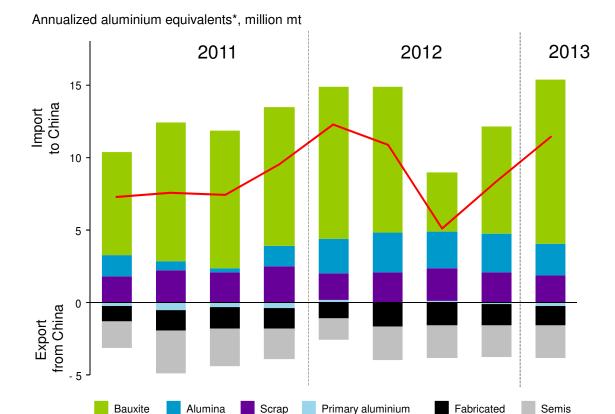
### Alumina price retracting, holding up relative to LME

#### Platts index\* USD per mt Percent 430 20 19 18 370 17 16 15 310 13 250 12 des. apr. aug. apr. 12 Alumina Price ——% of LME ——% of LME + premium

- Average Platts alumina index rose to USD 340 per mt in Q1 2013 from USD 327 per mt in Q4 2012
- Alumina price dropped towards end of quarter, on the back of macro uncertainty and easing supply concern
- Alumina index price as percentage of LME around 17% (as percentage of LME + premium 15%)



### Increased bauxite imports into China



#### Bauxite and alumina

- Significant increased imports of bauxite after removal of temporary export restrictions from Indonesia
- Slight drop in alumina imports

#### Primary aluminium

No significant import or export expected in 2013

#### Semis and fabricated

Stable export of semis and fabricated products

Source: CRU/Antaike/Hydro



<sup>\*</sup> Bauxite/alumina to aluminium conversion factor: 5.0/1.925





# Ambitious improvement efforts throughout the value chain





### **Operational focus in Bauxite & Alumina**

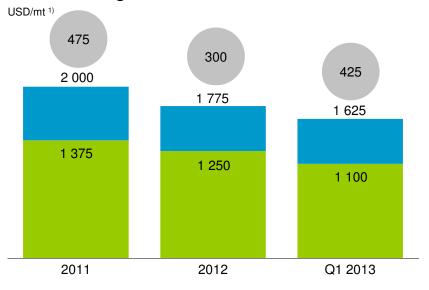
- Stable production volume in Paragominas at 9 million tonnes yearly run rate
- Weak Alunorte production
  - Continued production effects from power outage end 2012
  - Operational issues with coal boilers
- «From B to A» program target to reach NOK 1 billion improvements by end-2015 compared to 2011





### USD 300 program to reach target by end-2013

### Estimated primary aluminium cash cost and margin



- Improvement program progressing according to plan
- Downward trend in cash cost
  - Improved casthouse margins
  - Increased contribution from Qatalum

Estimated LME-linked alumina cost 2)

Estimated EBITDA margin

Estimated cash cost excluding LME-linked alumina cost 2)

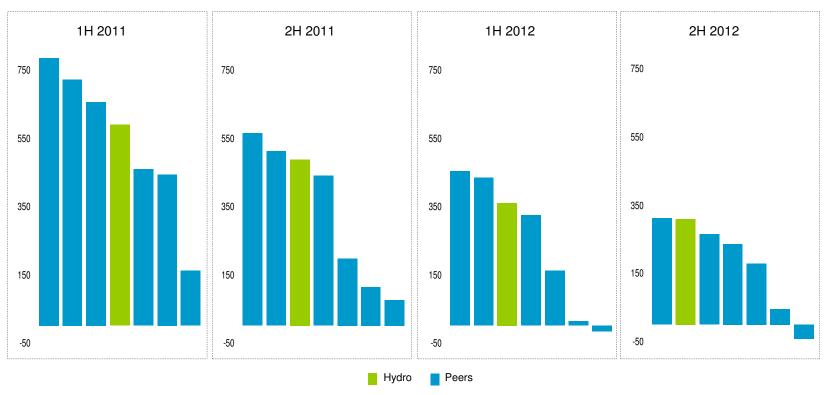


Realized aluminium price minus EBITDA margin per mt primary aluminium. Includes net earnings from primary casthouses, Qatalum included from 2012.

<sup>2) ~13.5%</sup> of LME 3 month price with 2.5 months delay

# **Ambitious Primary Metal improvement programs delivering results**

Underlying EBITDA per mt in USD for respective primary metal divisions



All figures based on public accounting data, not verified by Hydro. Data not adjusted for different accounting principles and non-specified underlying items. Hydro makes no representation as to the accuracy or completeness of such information. The analyses are based on assumptions subject to uncertainty and therefore intended only for general comparisons across companies and should not be used to support any individual investment decision. All results are provided for informational purposes only.



### Creating the world leader in aluminium solutions

Demonstrating our capability to shape the industry through transactions

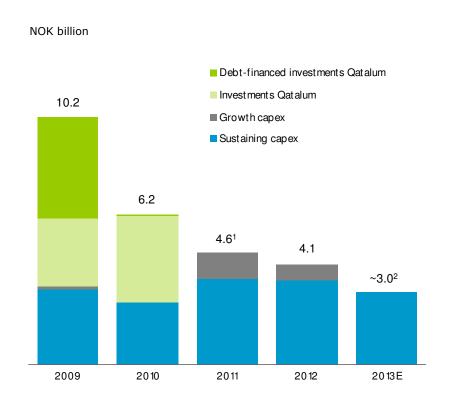


\* Illustrative figures for the new company 2011, unaudited

- 50/50 Joint Venture with two strong owners new company to be named Sapa
  - Pending regulatory approvals
- No. 1 position in North America and Europe, solid foothold in emerging markets
- Strong leadership and organization
- Significant synergies
  - NOK 1 bn annually
- Key figures\*
  - Sales NOK ~47 bn
  - EBITDA NOK ~2 bn
  - Employees ~25,000



### Capital allocation mainly upstream



- Sustaining capex NOK 3 billion annually
- No major growth projects planned for 2013
- ~85% of capital to be allocated upstream in 2013
- Depreciation significantly higher than sustaining capex

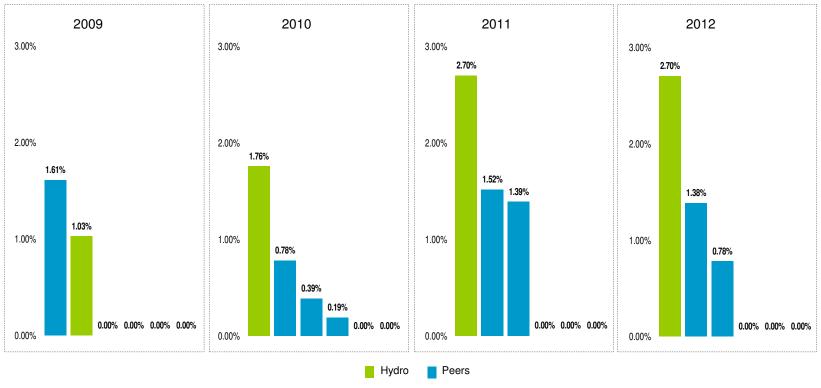
- 1) Excluding Vale assets acquisition
- 2) Excluding Extruded Products



### Competitive yield through tough times

### Hydro compared to its aluminium peers

Dividend yield in percentage, based on year-end share-prices



All figures based on public accounting data, not verified by Hydro. Data not adjusted for different accounting principles and non-specified underlying items. Hydro makes no representation as to the accuracy or completeness of such information. The analyses are based on assumptions subject to uncertainty and therefore intended only for general comparisons across companies and should not be used to support any individual investment decision. All results are provided for informational purposes only.

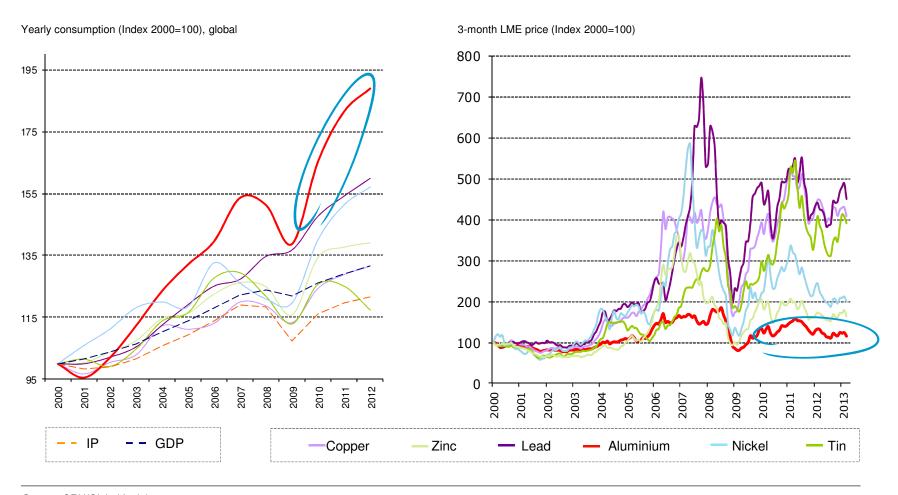






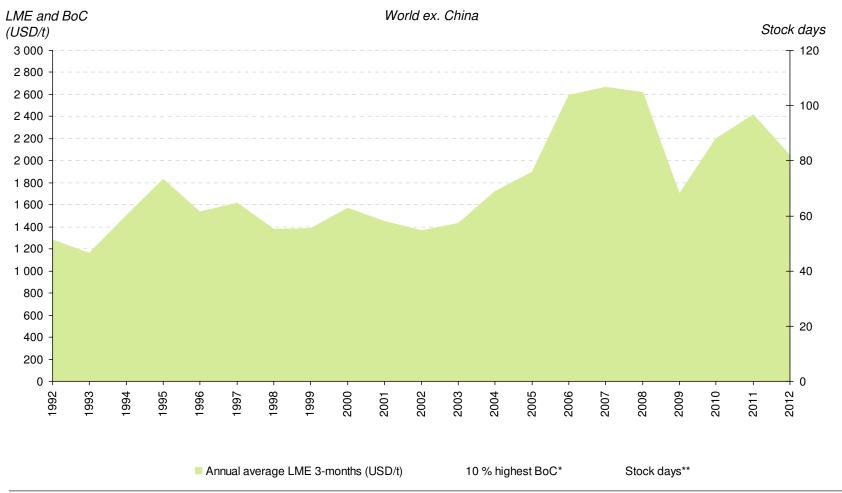
### The big dilemma of our industry

A demand-side winner, yet a looser in the market place



Source: CRU/Global Insight.





Source: CRU.



<sup>\*</sup>BoC=Business Operating Costs

<sup>\*\*</sup>Calculated on the basis of total stocks (registered and unregistered). Unregistered stocks included from 1999



Source: CRU.



<sup>\*</sup>BoC=Business Operating Costs

<sup>\*\*</sup>Calculated on the basis of total stocks (registered and unregistered). Unregistered stocks included from 1999

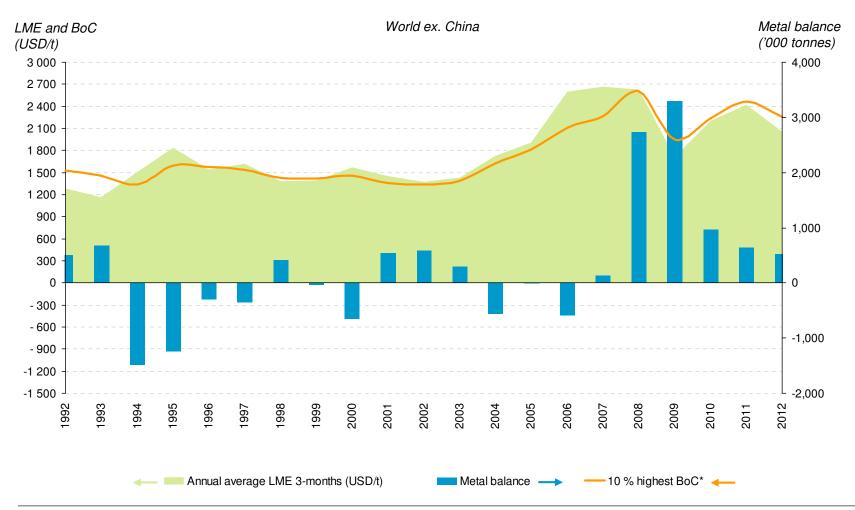


Source: CRU.



<sup>\*</sup>BoC=Business Operating Costs

<sup>\*\*</sup>Calculated on the basis of total stocks (registered and unregistered). Unregistered stocks included from 1999



Source: CRU.

\*BoC=Business Operating Costs







## Strategy for further value creation from strong resource and asset base

**Bauxite & Alumina** 



- Improvement efforts and cost reduction
- Commercialize
- Attractive growth projects

**Energy** 



- Increase value of energy business
- Develop current base
- Global approach to power sourcing

#### **Primary Metal**



Rolled



- Reposition
- Keep solid cash flow in current assets
- Expand in first quartile assets
- Adjust capacity and cost base to market
- Continue proven high-end product strategy





