



### From Zinc to Value

Building a unique system to capture maximum metal value, driven by a strong industrial mind-set



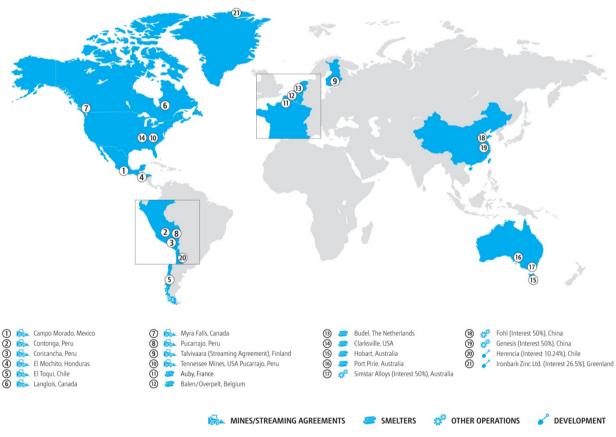
### Nyrstar at a glance

Nyrstar is listed on NYSE Euronext Brussels under the symbol NYR and has its corporate office in Switzerland.

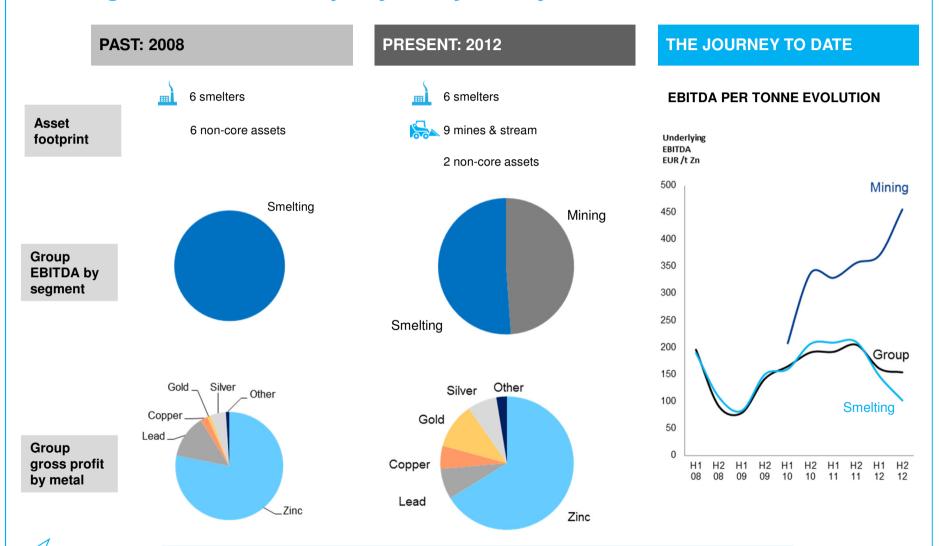
#### One of the world's largest integrated zinc producers

- 1.1 million tpa zinc metal
- 475,000 tpa zinc in concentrate capacity
- Market leading position in lead
- Expanding multi-metals footprint
  - Copper, gold, silver and lead
- Nine mining operations
- Five zinc smelters, one lead smelter
- Employing over 7,000 own employees across five continents

### Geographically diverse multi-asset footprint



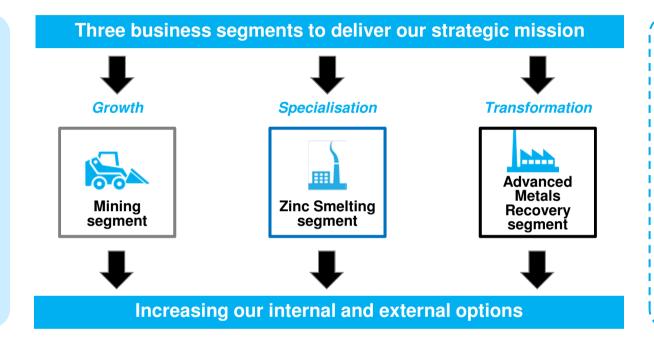
# Strategic repositioning from pure smelting business to integrated mining and metals company; *the journey to date*



### From zinc to value; the continuation of our journey

#### **Our mission**

To capture the maximum value inherent in mineral resources through deep market insight and unique processing capabilities, generating superior returns for our shareholders



#### **Key Success Factors**

- Control feed material at all stages of the process
- Identify, implement and operate proven metal extraction technology
- Identify, acquire and integrate mining acquisitions in zinc and other metals
- Embed industrial mind-set with focus on optimising value extraction within material flows
- Maintain lean cost and capital discipline to ensure value capture system remains competitive

Supported by:

Operating cost

control

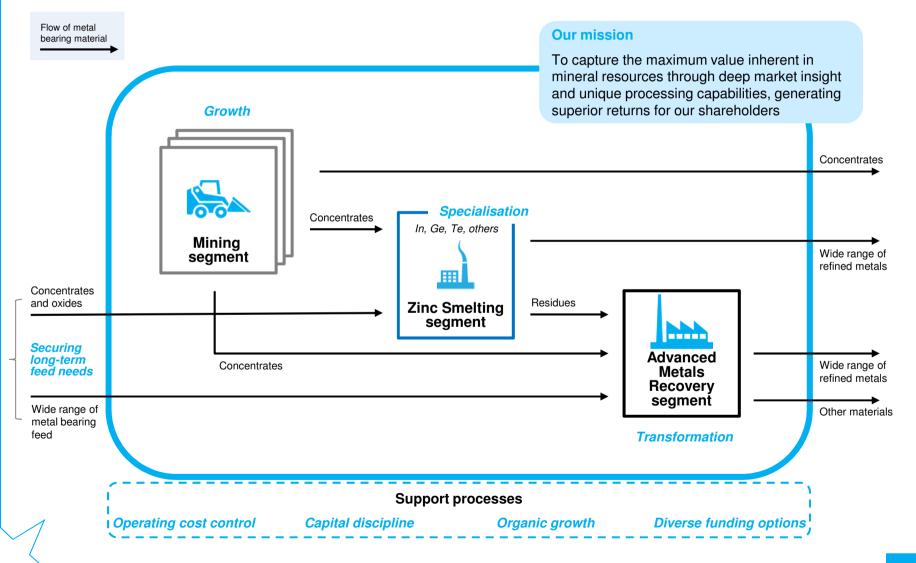
Capital discipline

Organic growth

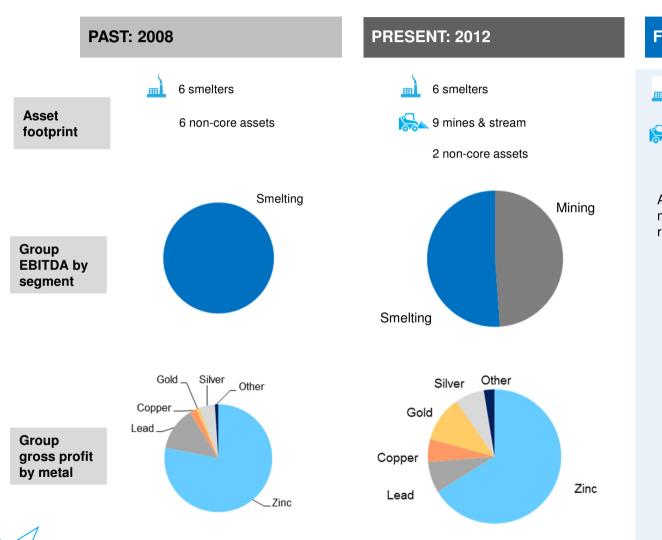
Diverse funding

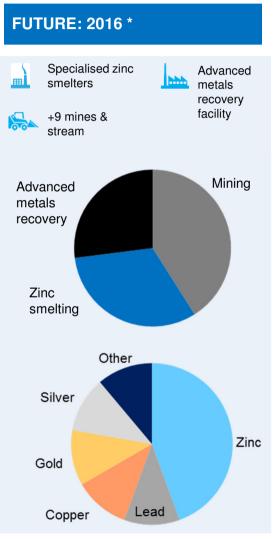
options

# Build an integrated industrial system (operational and commercial) to capture maximum metal value, driven by a strong industrial mind-set



# Our unique system will provide an opportunity to grow and further diversify earnings





### BUSINESS SEGMENTS OF THE SYSTEM TO CAPTURE THE MAXIMUM METAL VALUE

### Mining segment

Growth

### Delivering sustainable growth through mining acquisitions

#### **MINE ACQUISITIONS & STREAMS**



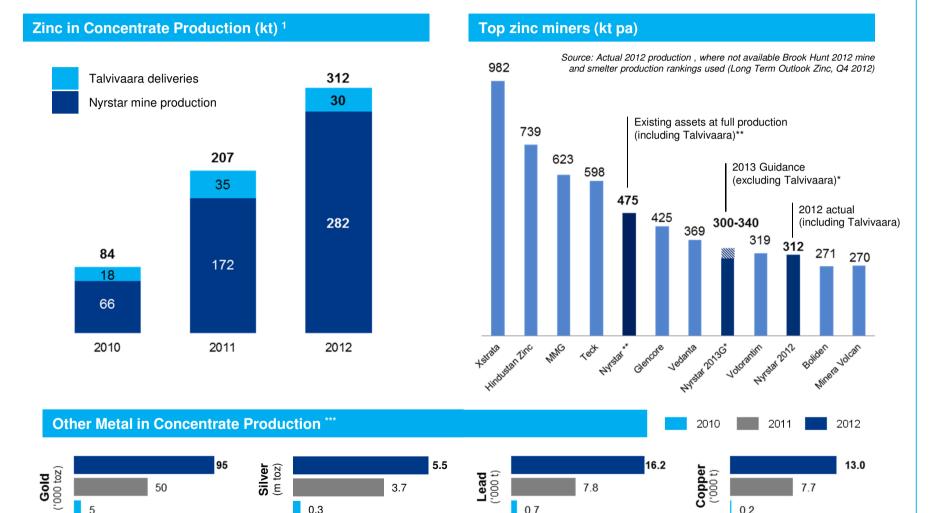
#### Which assets do we look to acquire?

- Zinc multi-metallic mines
  - Providing an opportunity to enhance and reinforce our system to capture the maximum metal value
- Other multi-metallic mines
  - Assets that compliment our growing metals footprint
  - Strong fundamentals, for example copper

#### What is our investment criteria?

- Assets must be operating or capable of operating within a short period
  - Cash generator
  - Production
- Must be value accretive not growth for growth's sake
  - EV/EBITDA multiple
  - Cashflow per share and EPS
- Short payback period
- Low operating costs / capex or scope for improvement

### Considerable annual growth in mining production of all metals



<sup>\* 2013</sup> guidance issued in Nyrstar's FY2012 Results (7 February 2013). Mining guidance is for Nyrstar's own mines, and excludes deliveries under the Talvivaara streaming agreement. Talvivaara have provided zinc in concentrate production guidance of 39kt in 2013 (Talvivaara FY2012 Results, 14 February 2013) \*\* Based on full production of mining assets including the Talvivaara zinc streaming agreement (90kt fully ramped up)

0.7

0.3

0.2

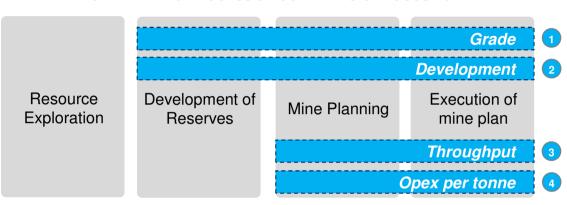
<sup>\*\*\* 75%</sup> of silver produced by Campo Morado is subject to streaming agreement with Silver Wheaton Corporation whereby only USD3.90/oz is payable. In 2012 Campo Morado produced approximately 1,728,000 troy ounces of silver

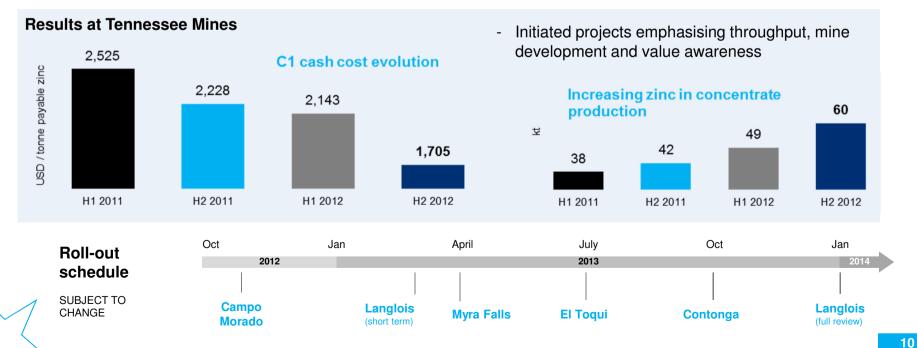
# Asset optimisation through roll-out of Mining For Value (M4V) across mining segment

#### **Programme**

- 6-8 week programme combining internal and external resources
- Back-to-basics, systematic analysis
- Outcome: Nyrstar's optimised operating model for mining assets

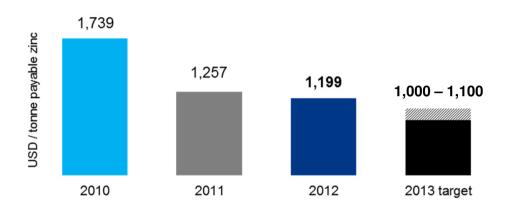
#### END TO END MINING PROCESS & FOUR AREAS OF FOCUS FOR M4V





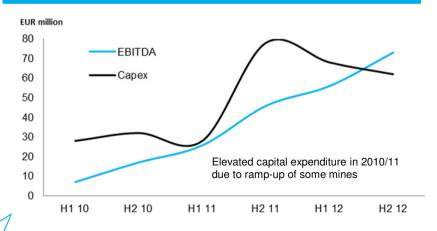
## Growth of mining segment and optimisation of assets is delivering improved financial performance

#### Average zinc mine C1 cash cost 1,2

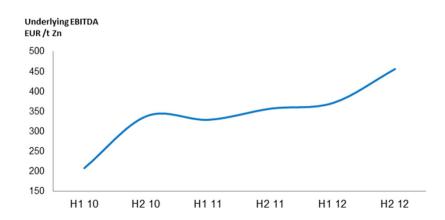


- 5% year-on-year improvement achieved despite lower silver, lead and copper prices, thereby reducing the level of by-product credits
- At current prices, in 2013 targeting USD 1,000 1,100/t<sup>1,2</sup>

#### Mining segment EBITDA and capital expenditure



#### Mining segment underlying EBITDA per tonne



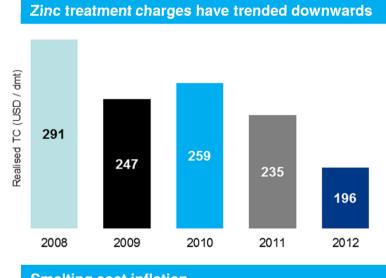
1 C1 cash costs as defined by Brook Hunt (see page [44] for full details)
2 Including deliveries from Talvivaara under the zinc streaming agreement

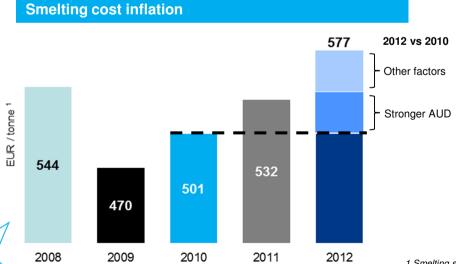
### BUSINESS SEGMENTS OF THE SYSTEM TO CAPTURE THE MAXIMUM METAL VALUE

### Zinc Smelting segment

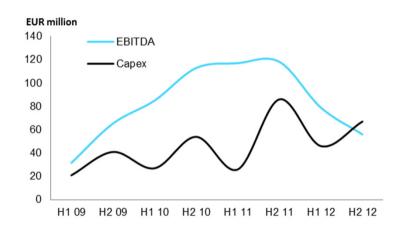
**Specialisation** 

# Smelting segment continues to be under structural pressure due to reduction in zinc value share, cost inflation and increasing sustaining capital

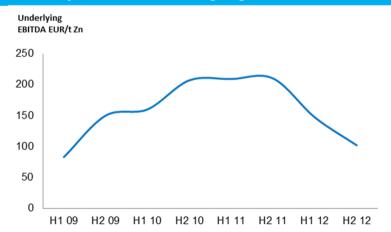




#### **EBITDA** and capital expenditure in Smelting segment



#### **EBITDA** per tonne in Smelting segment



# Commenced Smelting Strategic Review aimed at identifying opportunities to sustainably improve profitability of zinc smelting business

Range of metals extracted

#### **Nyrstar today**

Smelter feed-book optimisation in progress

#### 'New world' smelting strategy

- Focus on increasing value captured from all metals in flow
- Build feed-book around highest value concentrates
- Develop feed-book and technical solutions in parallel
- Globally **optimise the system** to maximise value, even if it involves a reduction in capacity

#### 'Old world' smelting strategy

- Focus on **increasing zinc volume** to reduce costs per tonne
- Build feed-book with only benchmark concentrates
- Provide static feed to sites aligned with technical process

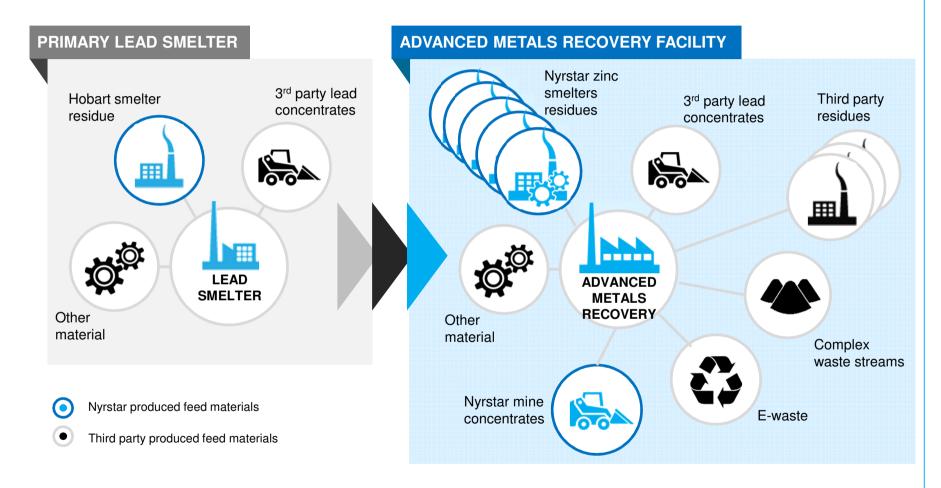
Value

### BUSINESS SEGMENTS OF THE SYSTEM TO CAPTURE THE MAXIMUM METAL VALUE

# Advanced Metals Recovery segment

**Transformation** 

# Fundamentally different business model; capable of processing wider range of high margin metal bearing feed materials

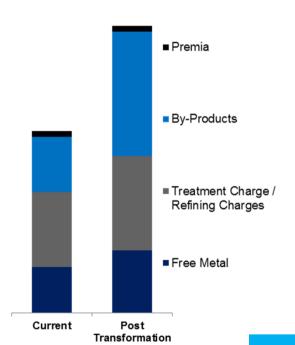


ABILITY TO PROCESS ALL INTERNALLY GENERATED RESIDUES, ALLOWING NYRSTAR TO CONTROL APPROXIMATELY 50% OF FEED MATERIAL REQUIREMENTS, DRIVES FINANCIAL RETURNS AND SIGNIFICANTLY REDUCES SUPPLY RISK

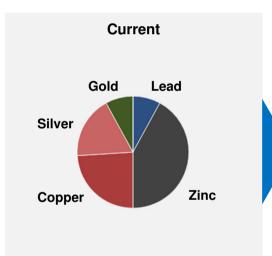
# Generating financial returns expected to meet or exceed Nyrstar's stated investment criteria for mining acquisitions

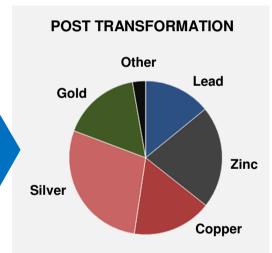
ILLUSTRATIVE IMPACT OF TRANSFORMATION ON PORT PIRIE'S RESULTS (AT CONSTANT METAL PRICES)

#### **PORT PIRIE GROSS PROFIT**



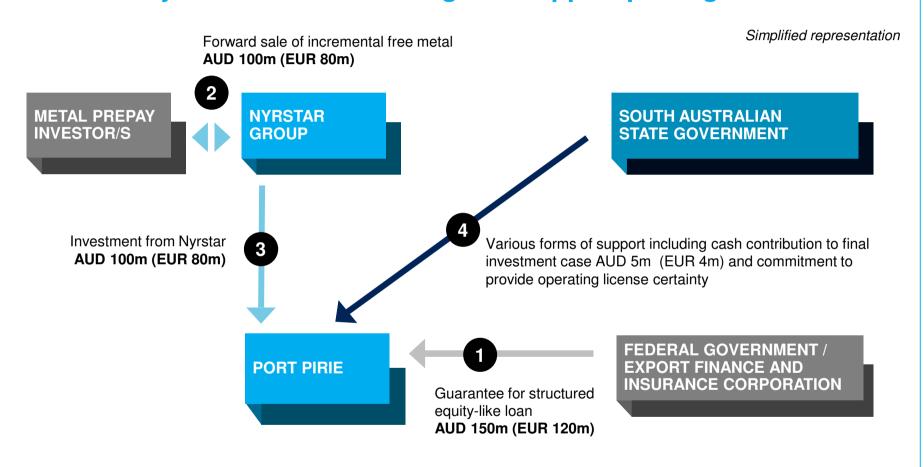
### PORT PIRIE GROSS PROFIT BY METAL (excluding Treatment charge and Refining Charges)





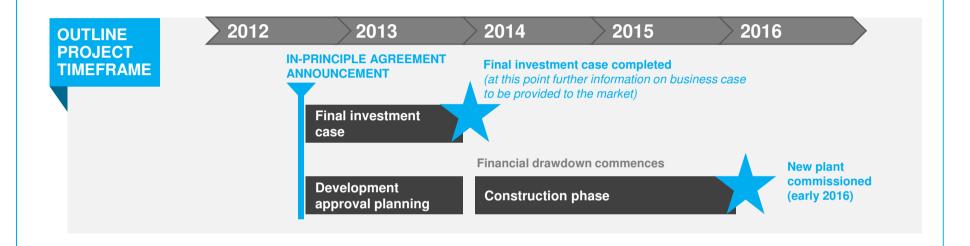
COMPARABLE TO MARGINS GENERATED IN THE ADVANCED MATERIALS PROCESSING SECTOR, ESTIMATED TO BE AT LEAST 30-40%\*

## Capital cost currently estimated at AUD 350m (EUR 280m) to be financed by an innovative funding and support package



LIMITS EXPECTED DIRECT IMPACT ON NYRSTAR'S BALANCE SHEET AND PRESERVES CAPACITY TO EXECUTE MINING INTEGRATION STRATEGY

## Final investment case expected to be completed by end 2013 and commissioning in early 2016

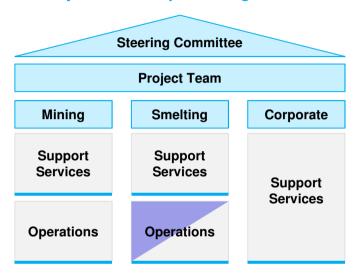




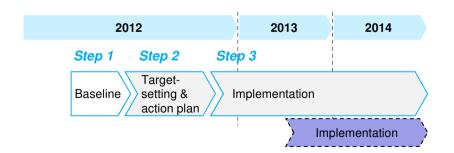


### Improving the Nyrstar cost base through Project Lean

#### **Project Lean scope and organisation**



#### **Project timeline**



#### **Structured and Consistent Methodology**

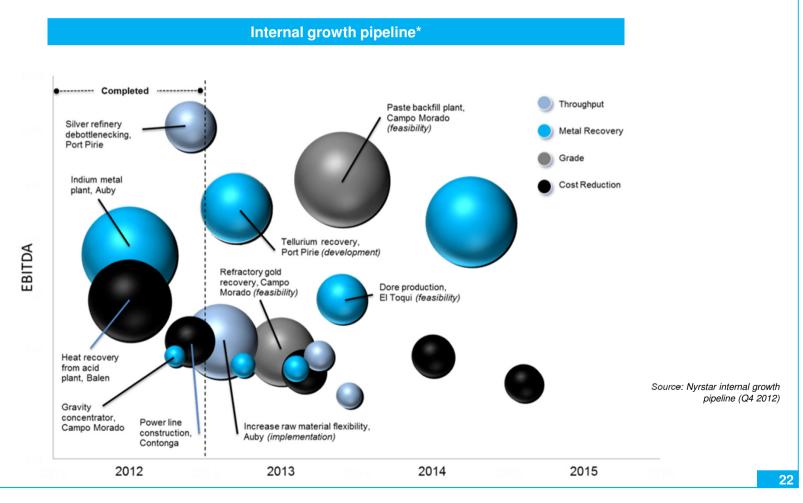
Benchmark / baseline	Implementation	Monitoring
Measures documented and signed-off by site General Manager	Delayering and org structure standardisation	Progress reported to Nyrstar Management
Site workshops identified cost reduction areas	Process automation	Management incentives aligned to achieving savings

#### **Expected Project Outcome**

- Deliver incremental annualised sustainable savings of EUR50m
- Deliver group-wide employee and contractor headcount reduction of approximately 15-20% (+/- 1,600)
- Full benefit expected to be realised by end of 2014
- First phase of implementation achieved in Q4 2012;
   at Coricancha reduced employee and contractor headcount by approximately 1,000

## Maintaining capital discipline whilst delivering sustainable growth through internal opportunities

- **Reduced capital expenditure**: 2013 guidance EUR200-230m, significantly lower than 2012 spend (EUR248m)
- Challenged non-growth related spend: in context of production, underlying EBITDA and free cash flow and managing critical risks



# Accessing diverse funding options will ensure balance sheet continues to support strategic transformation

#### ILLUSTRATIVE FUNDING CHOICES AVAILABLE TO NYRSTAR

Area of investment

Organic Growth

Metals recovery

Zinc smelting

Mining acquisitions

Existing cash / debt facilities

Relatively low investment, quick payback (<2 years)

EUR100m forward metal sale EUR100m existing cash / debt EUR120m guaranteed investment

In-principle agreement to fund EUR280m Port Pirie transformation reached with Australian Federal and State Governments

Existing cash / debt facilities

Seek support from other stakeholders

Other financing options

Size of investment and funding choice(s) to be determined on case-by-case basis following outcome of Smelting Strategic Review

Existing cash / debt facilities
Incremental debt finance
Forward metal sales

Plus

Equity component

Size of investment

### Summary: from zinc to value

- **In line with our mission** to capture the maximum value inherent in mineral resources
  - Objective: increasing optionality in targeting increased diversified and sustainable earnings
- Focusing on **reinforcing each business segment**:
  - **Grow** mining segment
  - **Specialise** zinc smelter segment
  - Transform Port Pirie into an advanced metals recovery centre and create a new business segment

#### And

- Enhancing integrated value extraction system between the three business segments
- Applying Nyrstar's systematic industrial and commercial improvement and optimisation programme throughout the Group
- Using available and innovative funding structures and solutions
- Guided by maximum value extraction at lowest cost and highest returns on invested capital



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