

# Half Year Results 2013





Roland Junck
Chief Executive Officer

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### **Nyrstar Management Committee**

# **Corporate Functions**



Heinz Eigner Chief Financial Officer



Michael Morley
Chief Corporate and
Development Officer



Russell Murphy
Chief Human Resources,
Safety and Environment
Officer



Roland Junck Chief Executive Officer





**Graham Buttenshaw Senior Vice President, Mining** 



Bob Katsiouleris
Senior Vice President,
Marketing, Sourcing
and Sales

Michael Morley Acting Senior Vice President, Metals Processing

### **HY 2013 Highlights**

# Challenging trading environment with downward movements in base and precious metal prices; strategic price hedges put in place for H2 2013

 Average silver and gold prices declined by 15% and 10% respectively, impacting mining C1 cash costs and to a lesser extent Metals Processing by-product gross profit

### Own production impacted by planned maintenance shuts and operational events

- Zinc metal production at smelters in line with guidance given planned maintenance shuts; FY guidance maintained
- Zinc in concentrate production impacted by temporary suspension at Campo Morado in Q1 2013 and gold volumes lower with El Toqui deferring production to H2 2013; FY production guidance maintained for all metals other than gold

# Group underlying EBITDA and PAT adversely impacted by lower production & macro-economic conditions

- Group underlying EBITDA of EUR 87m, down 20%; Mining result significantly impacted by lower precious metal prices and operational events, Metals Processing benefited from commodity grade metal off-take termination fee recognition

### Solid financial position; high quality portfolio of long-term debt with limited covenants

- Cash inflow of EUR 94 million from operations; net debt of EUR 756 million
- Payment of capital distribution of EUR 0.16 per share in August; reflects continued confidence in strategy

### New organisation more aligned with Company's growing metals and mining business



**Bob Katsiouleris**Senior Vice President,
Marketing, Sourcing and Sales

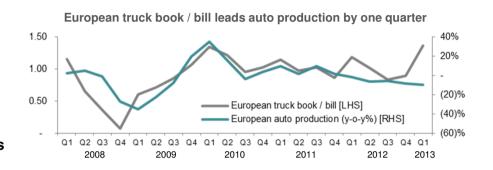
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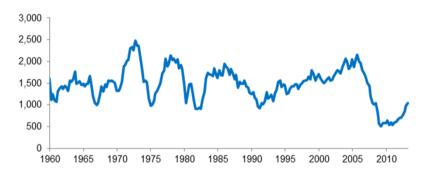
# Zinc transitioning from super-cycle dynamics to stand alone fundamentals, with different regional opportunities

#### **Europe: Green shoots emerge**

- Demand weak in H1 2013; although premiums strong
- Growth concerns as exporters face currency devaluations
- Passenger and commercial vehicle sales down 22% y-o-y
- H2 2013 improvement expected in Germany and Nordics







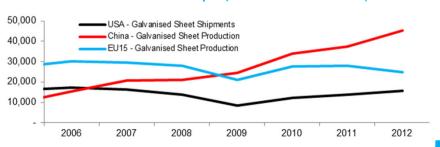
### **US: Momentum gathering**

- US decoupling itself from external shocks
- Weak galvanised demand from construction; H2 recovery likely
- Automotive sector getting stronger in H1 2013
- Housing sector recovering, significant upside potential
- Further upside from construction and automotive in H2 2013

#### China: Rebalancing creates opportunities & challenges

- Strong growth in autos and housing starts in H1; urbanisation will continue for years to come
- Alloy market slower due to margin squeeze at plants

#### **Galvansied sheet output (thousand metric tonnes)**



# Key events in H1 2013: 2013 zinc treatment charges and European zinc metal

### **Settlement of 2013 zinc and lead treatment charges (TCs)**

- Zinc smelting sector achieved 10% improvement from 2012 benchmark TC terms
- Nyrstar negotiated higher base TC and improved de-escalator terms for significant concentrate volumes
- Overall decline in lead TC terms in 2013 reflect relatively tight lead market; increasing divergence between clean and complex concentrates
- Likelihood that in 2014 zinc benchmark TC terms will move higher

### Nyrstar's European zinc metal

- In April reached negotiated settlement with Glencore on commodity grade off-take agreement for zinc metal produced within EU
- Under the settlement by end of 2013 Nyrstar will cease selling commodity grade zinc metal produced at its 3 European smelters; sales from non-European smelters will continue as before
- Structured process to determine most suitable channel(s) to market and sell European volumes;
   will provide update on outcome in due course

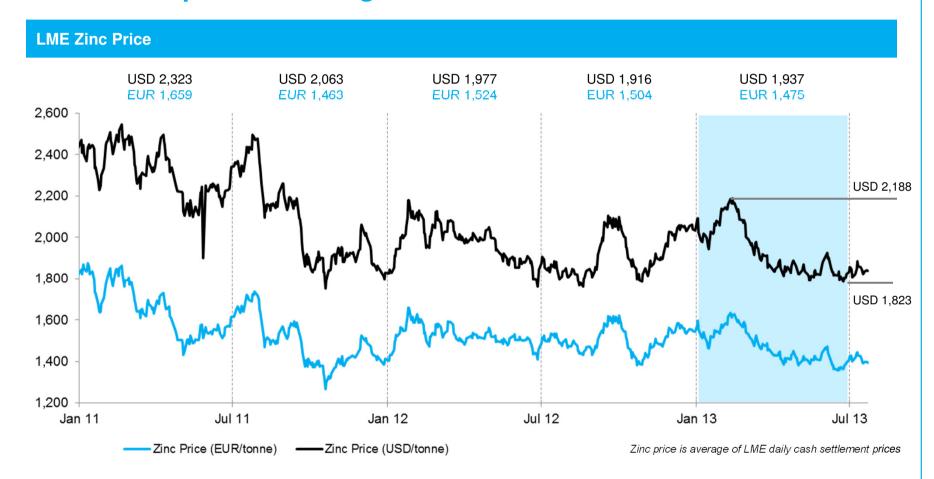


**Heinz Eigner Chief Financial Officer** 

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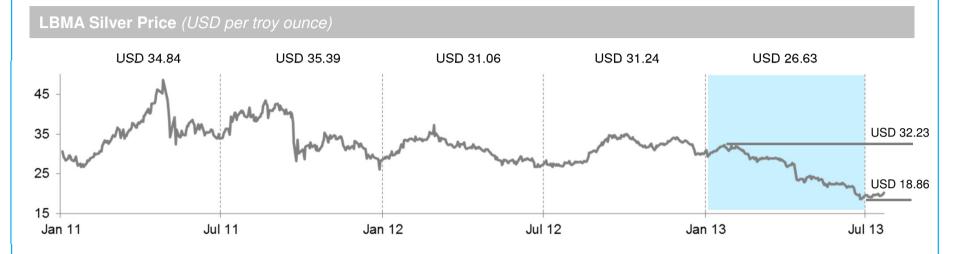
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# Following strong start to 2013, the zinc price declined sharply and remained depressed during Q2



Based on sensitivity analysis: USD 100/t downward movement in zinc price will have a EUR 34m impact on FY underlying EBITDA<sup>1</sup>

### Silver and gold prices fell significantly during H1 2013



### LBMA Gold Price (USD per troy ounce)

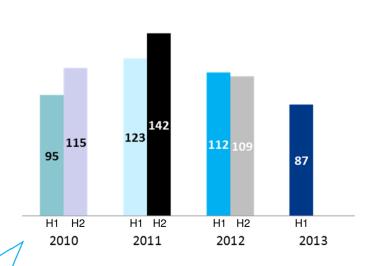


Based on sensitivity analysis: USD1/oz downward movement in silver price = EUR3m impact and USD100/oz in gold price = EUR8m impact on FY underlying EBITDA1

# Group underlying EBITDA and PAT adversely impacted by lower production volumes and metal price environment

- Group underlying EBITDA of EUR 87m, down 20 % on H2 2012 (EUR 109m)
  - Mining EUR 33m, down 55%, due to lower metal prices (particularly silver and gold) and lower production
  - Metals Processing EUR 74m, up 32%; termination fee from commodity grade metal off-take agreement, increased TCs, premiums and by-product volumes, more than offset impact of lower metal prices and planned maintenance shuts
- EPS of EUR(0.58) additionally impacted by restructuring expenses and impairment of equity investments

### Underlying EBITDA (EURm)



EURm	H2 2012	H1 2013	Variation
Revenue	1,581	1,430	(10)%
Gross Profit	673	622	(8)%
Gross Margin	43%	43%	-
<b>Underlying Operating Costs</b>	566	535	(5)%
Underlying EBITDA	109	87	(20)%
Profit After Tax	(63)	(92)	(46)%
Basic EPS	(0.39)	(0.58)	(49)%

# Continued to deliver cost savings through Project Lean; now identified EUR 75m (up from EUR 50m) of incremental annualised sustainable savings to be realised by end of 2014

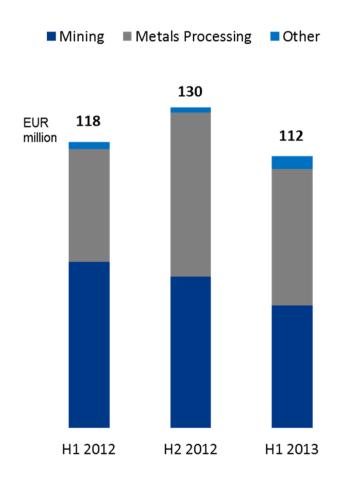
### **Expected project outcome**

- Detailed and comprehensive group wide programme to sustainably reduce operating costs
- During H1 2013 extended scope to Metals Processing segment and further reviewed Mining segment and corporate; identified additional EUR 25m of incremental savings to be realised by end of 2014

#### **Actions undertaken in H1 2013**

- Mining: further employee and contractor headcount reductions (total to date >1,500)
- Metals Processing: re-allocation of activities in electrolysis & leaching at Auby and reduced material handling costs at Port Pirie
- Corporate: removed and consolidated middle management positions
- Recognised additional EUR 11m of restructuring expenses mainly in relation to Project Lean (also organisational restructure)

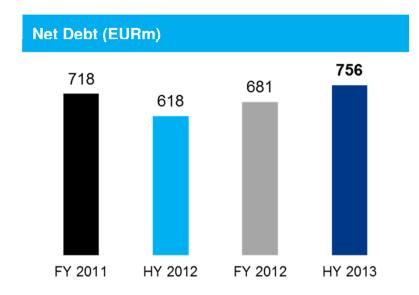
### Reduced capital expenditure and on track to meet full year guidance

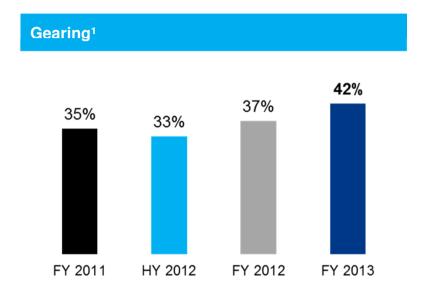


Capital Expenditure decreased by 14% on H2 2012

- EUR 50m for mining, down 19%, included:
  - EUR 24m for sustaining & compliance and EUR 25m for exploration & development
  - EUR 1m for growth projects, including doré plant construction at El Toqui
- EUR 56m for smelters, down 16%, included:
  - EUR 46m for sustaining & compliance and shutdowns (of which there were several in H1 2013)
  - EUR 10m for growth projects, including final investment case for Port Pirie transformation and debottlenecking cellhouse at Auby
- EUR 5m invested at other operations and corporate offices
- On track to meet full year 2013 guidance of EUR 200-230m; continue to critically assess capital spend

# Solid financial position; high quality portfolio of long-term debt with limited covenants





### **Quality of debt**

Туре	Due	Financial Covenants
EUR 120m Convertible Bonds	2014	None
EUR 225m Fixed Rate Bonds	2015	None
EUR 525m Fixed Rate Bonds	2016	None
EUR 400m Structured Commodity Trade Finance Facility	No P&L related financial covenants; entirely undrawn as of 30 June 2013	

- Cash inflow from operating activities due to working capital initiatives
- Conservative debt financing well suited for a cyclical business
- Significant committed funding headroom available

### **Strategic price hedging**

#### **Zinc**

- Hedges for Q3 and Q4 2013 guarantee a zinc price between USD 2,100 2,200/t for 120kt metal; exposure to upside if price exceeds USD 2,400/t
- No intention to enter into medium to long term structural hedges, thereby reducing exposure to changes in zinc price; remain confident in medium to long term fundamentals of zinc market

#### Gold and silver

- Subsequently, in June, entered into silver and gold price strategic hedges
- Q3 2013 production: ≈1.0m oz silver and ≈19k oz gold at guaranteed price of USD
   22.41/oz and USD 1,383/oz
- Q4 2013 production: ≈0.6m oz silver and ≈17k oz gold at same guaranteed price;
   exposure to upside if silver and gold price exceed USD 25/toz and USD 1,500/toz



**Graham Buttenshaw** Senior Vice President, Mining

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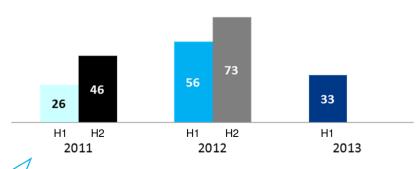
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# Decline in underlying EBITDA; gross profit impacted by operational events, lower precious metal prices & higher treatment charges

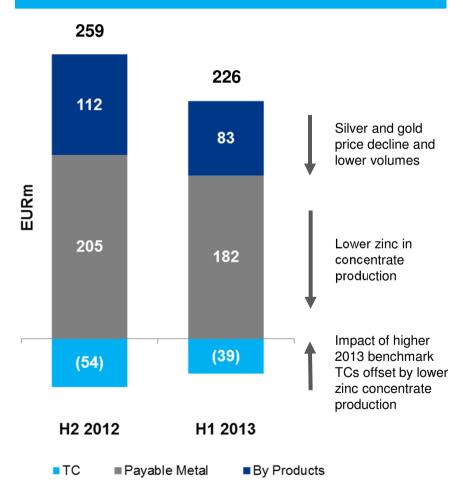
#### Mining segment: key figures

EURm	H2 2012	H1 2013	Variation
Gross Profit	259	226	(13)%
Underlying Operating Costs	186	193	4%
EBITDA <sup>1</sup>	73	33	(55)%
EBITDA / tonne <sup>1</sup>	456	228	(50)%
Capital expenditure	62	50	(19)%

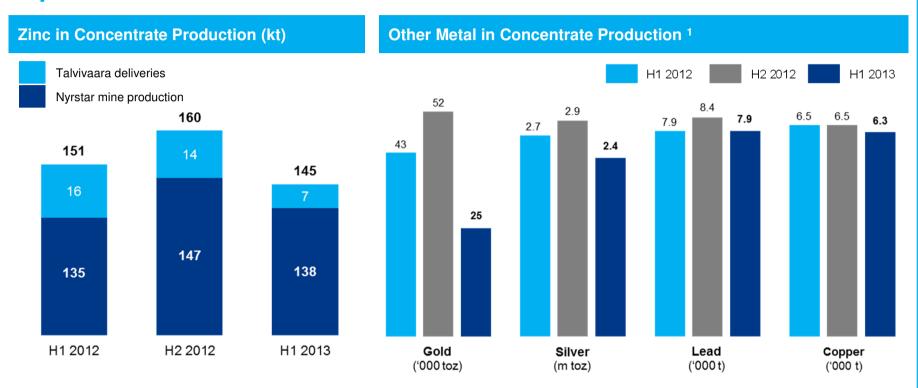
#### **EBITDA**<sup>1</sup> progression



### Underlying gross profit<sup>2</sup> decreased 13%



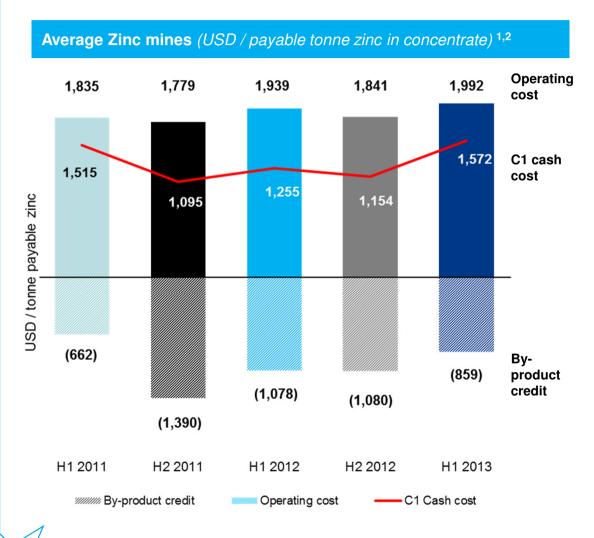
# Production volumes lower due to planned and unplanned operational events



- Own mine zinc in concentrate production down 6% on H2 2012, with total production down 9%
  - Suspension at Campo Morado in February / March and fewer deliveries from Talvivaara
  - Record half year production at Tennessee Mines of 63kt, up 5%
- Lead and copper in line; silver impacted by suspension and gold by deferral of El Toqui production to H2

Full year guidance maintained for all metals other than gold (reduced to 65-75k toz)

# Average C1 cash cost impacted by decline in precious metal prices, lower production volumes, higher TCs and production mix



- Average zinc C1 cash cost up 36%
- Operating cost/t impacted by incurring fixed costs with no production during Campo Morado suspension
- Lower by-product credits due to decline in metal prices and lower volumes (e.g. gold production deferral at El Toqui)
- Higher zinc TCs had negative impact
- Production mix weighted towards higher C1 cash cost assets
- Expected improvement in controllable elements of C1 cash cost in H2 2013:
  - Higher production at several mines, e.g. higher gold volumes at El Toqui and six full months of production at Campo Morado
  - Cost improvements through Project Lean
- Focus on commercial synergies with Marketing, Sourcing & Sales segment

<sup>1</sup> C1 cash costs as defined by Brook Hunt (see page 35 for full details)

<sup>2</sup> Including deliveries from Talvivaara under the zinc streaming agreement



Michel Morley
Chief Corporate and
Development Officer
(acting Senior Vice President,
Metals Processing)

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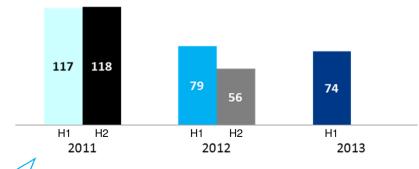
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# Increase in underlying EBITDA; gross profit impacted by planned maintenance shutdowns, lower metal prices and improved TC terms

#### **Metals Processing segment: key figures**

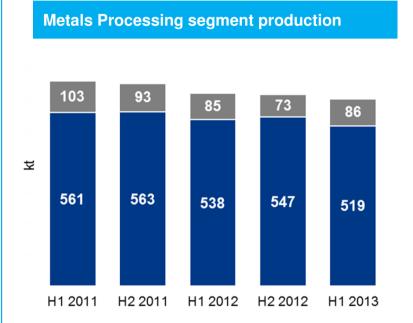
EURm	H2 2012	H1 2013	Variation
Gross Profit	419	398	(5)%
Underlying Operating Costs	363	323	(11)%
EBITDA <sup>1</sup>	56	74	32%
EBITDA / tonne <sup>1</sup>	104	143	38%
Capital expenditure	67	56	(16)%

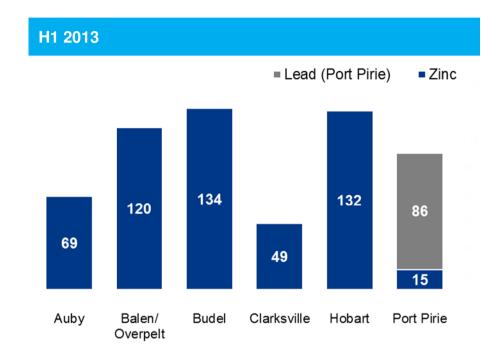
#### **EBITDA**<sup>1</sup> progression



#### **Underlying gross profit decreased 5%** 419 398 Higher volumes & unlocking untapped 114 value initiatives 108 offset fall in prices Higher premiums 58 61 offset lower zinc metal production EURm Lower zinc metal 120 116 production Increased zinc benchmark TC 162 164 terms but lower production Higher freight rates (35)(51)and alloying costs; write-downs of bad debts H2 2012 H1 2013 ■TC ■ Free Metal ■ Premiums ■ By Products ■ Other

# Zinc metal production in-line given planned maintenance shuts; on track to meet full year 2013 guidance

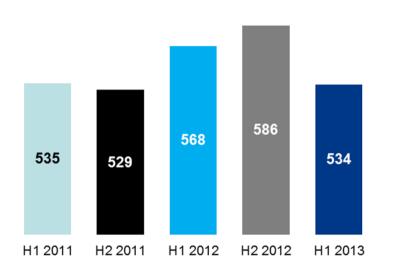




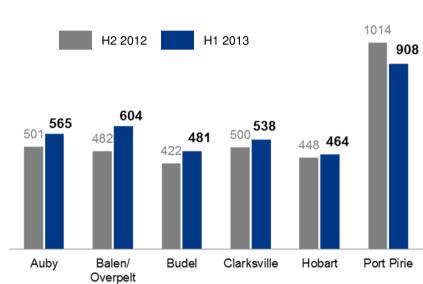
- Zinc metal production in line with management expectations given (previously announced) planned maintenance shuts; on track to deliver full year guidance of 1.0 - 1.1m tonnes
- Port Pirie lead production up on H2 2012, which was impacted by an unplanned blast furnace shut

# Operating cost per tonne improved due to recognition of commodity grade metal off-take termination fee





# By site (EUR/tonne)



- Without termination fee, in absolute terms costs remained relatively stable in H1 2013; introduction of carbon tax on Australian electricity costs increased energy expenses
- Approximately 40% of costs denominated in Australian dollars, weakened in Q2 2013 and began to have some positive impact on cost performance in Euro terms
- Focus on improving cost base through Project Lean; over the medium term, working closely with the Marketing, Sourcing & Sales segment, the Metals Processing Strategic Review is aimed at sustainably improving profitability

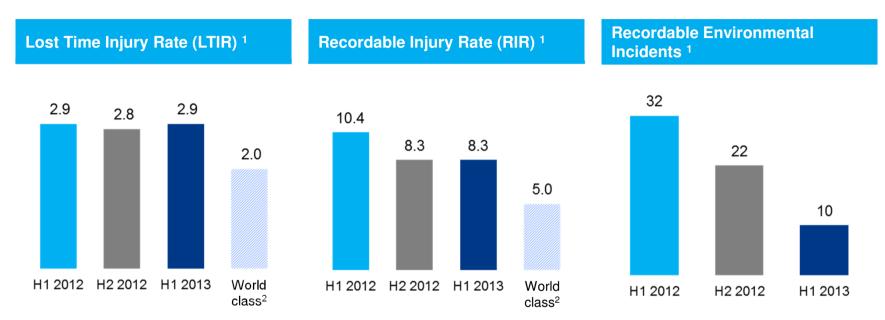


Russell Murphy
Chief Human Resources, Safety
and Environment Officer

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### Safety, Health and Environment



#### Safety

- Tragically, despite a strong focus on safety, an employee was fatally injured at Campo Morado mine in March
- RIR remained steady at 8.3 (same in H2 2012) and LTIR also remained relatively flat in H1 2013
- Number of mines and smelters achieved Lost Time Injury free records and Myra Falls won the Ryan Award,
   which recognises their safety performance in 2012 across the state of British Columbia (Canada)

#### **Environment**

 10 minor recordable incidents, 55% reduction on H2 2012, due to strengthened compliance processes and effectiveness of improvement actions implemented in response to events in 2012



Roland Junck
Chief Executive Officer

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### **Outlook for H2 2013**

### **Executing our strategy**

- Remain focused on delivering a number of commitments to drive profitability and free cash performance:
  - Achieve full year production guidance for all metals
  - Improve cost base through implementation of Project Lean
  - Achieve capital expenditure guidance, while executing organic growth initiatives
- Supported by new organisation structure
- Finalise Port Pirie transformation final investment case and Metals Processing strategic review
- Determine future marketing and sales arrangement of European commodity grade zinc metal
- Continue to explore value accretive M&A opportunities
- Ensure balance sheet continues to support growth strategy

#### **Markets**

- Strongly believe in medium and long term fundamentals of zinc and related commodity markets
- In near term if commodity prices remain depressed and volatile, earnings will continue to be adversely impacted

# Questions



# **Appendix**

### **Executing on our Strategy**

During H1 2013 Nyrstar continued to execute on its strategy, Nyrstar2020, supported by Strategy into Action, a disciplined approach to take the strategy into every part of the business, and engaging the entire workforce to achieve Nyrstar's vision of being the leading integrated mining and metals business

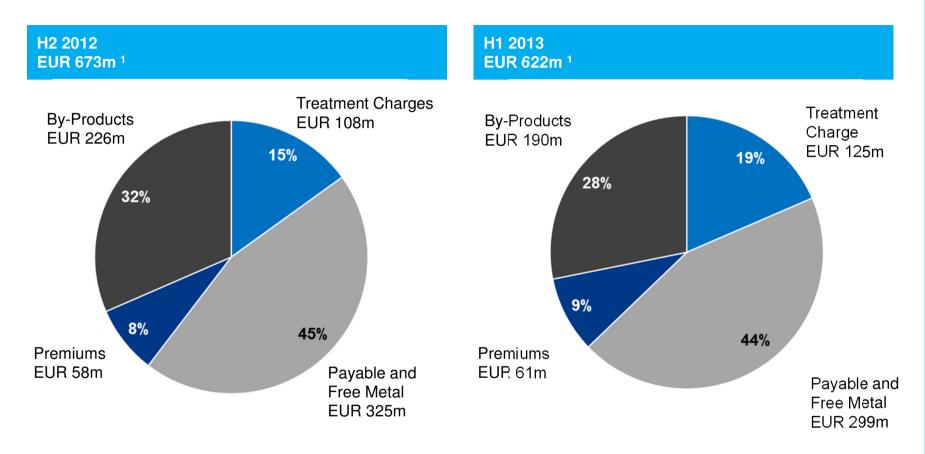
- Clarksville smelter increased production of germanium leach by processing germanium contained in Middle Tennessee Mine zinc concentrate
- Increased indium metal production at the Auby smelter



- Continued to deliver on and develop its pipeline of organic growth projects
- Construction of doré plant at El Toqui mine to enable production of high margin gold doré
- Auby smelter increased its raw material flexibility by debottlenecking electrolysis process; increases zinc throughput

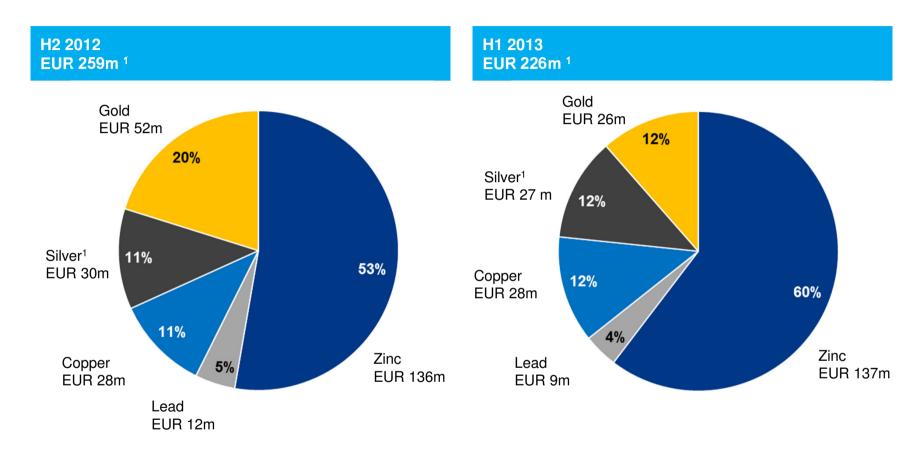
- **Delivered cost savings through Project Lean** (group-wide cost reduction programme) in H1 2013
- Identified EUR 75 million (up from EUR 50 million) of incremental annualised sustainable savings to be realised by end of 2014

### **Group gross profit**



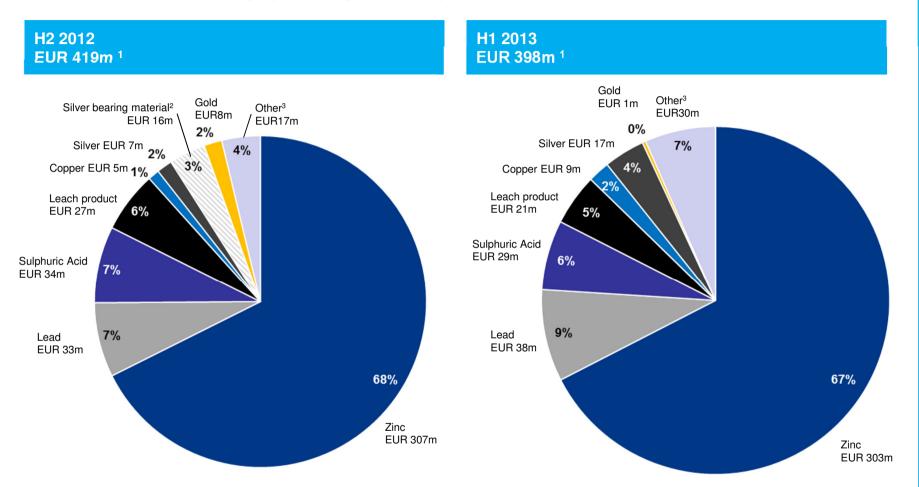
 Gross profit decreased 8% in H1 2013 due to lower commodity prices (impacting both payable / free metal and by-product profit in the mining and Metals Processing segments) and lower production volumes (impacting all elements of gross profit)

### Mining gross profit by metal



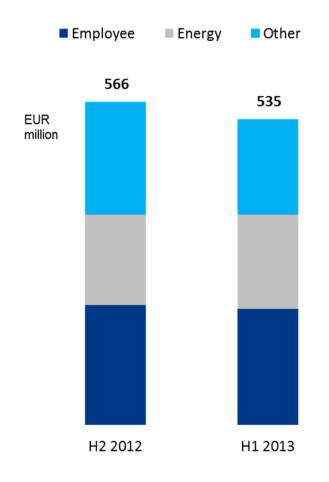
- Gross profit declined 13% in H1 2013 due to lower production and fall in silver, gold and copper prices
- Nyrstar's poly-metallic mines are highly sensitive to changes in silver, gold and copper prices

### **Metals Processing gross profit by metal**



 Metals Processing gross profit decreased by 5% due to lower zinc metal production (as a result of previously announced, planned maintenance shuts) and lower by-product prices

### **Operating expenses**



Underlying operating costs down 5% in H1 2013

### **Employee Expenses**

 3% decrease with improvements made through Project Lean and organisational restructuring

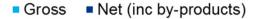
### **Energy Expenses**

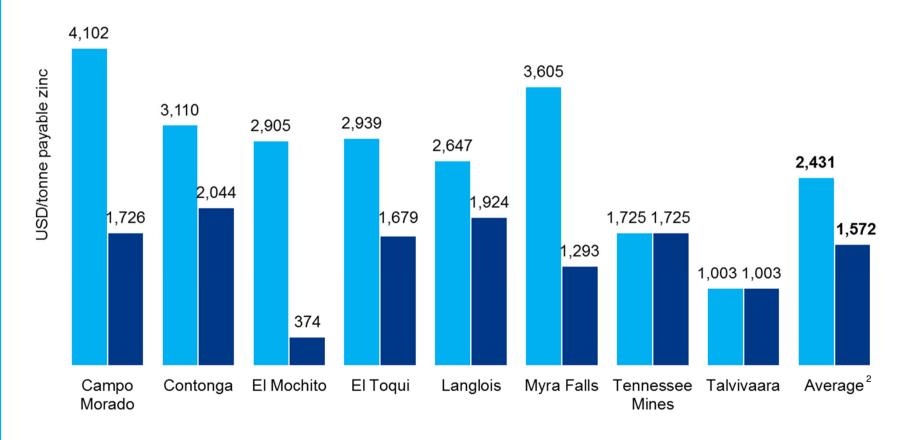
 Increased slightly, 4%, due to introduction of carbon tax on Australian electricity prices

### **Other Expenses**

 Decreased 15% primarily due to recognition of commodity grade metal off-take termination fee

### H1 2013 mining C1 cash costs <sup>1</sup>





### **EBITDA** and **EPS** reconciliation

EURm	H2 2012	H1 2013
EBITDA	91	66
Add back Underlying adjustments:		
Restructuring expenses	15	11
M&A related transaction expenses	2	1
Net loss / (gain) on disposal of subsidiaries	-	-
Net loss / (gain) on Hobart Smelter embedded derivatives	1	10
Underlying EBITDA	109	87

EUR per share	H2 2012	H1 2013
Basic EPS	(0.39)	(0.58)
Add back Underlying adjustments:		
Restructuring expenses	0.09	0.07
M&A related transaction expenses	0.01	0.00
Net loss / (gain) on disposal of subsidiaries	-	-
Net loss / (gain) on Hobart Smelter embedded derivatives	0.01	0.06
Underlying EPS	(0.28)	(0.44)

### **EBITDA Sensitivities**

Parameter	Variable	Estimated annualised EBITDA impact (EURm)	Estimated annual EBITDA impact (EURm)
		H1 2013	FY 2012
Zinc price	+/- USD100/t	+29 / -28	+35 / -34
Lead price	+/- USD100/t	+1 / -1	+2 / -2
Copper price	+/- USD500/t	+6 / -6	+6 / -6
Silver Price	+/- USD1/troy ounce	+3 / -3	+4 / -4
Gold Price	+/- USD100/troy ounce	+4 / -4	+8 / -8
USD / EUR	+/- EUR0.01	+17 / -17	+18 / -18
AUD / EUR	-/+ EUR0.01	-3 / +3	-3 / +3
Zinc TC	+/- USD25/dmt1	+26 / -26	+25 / -25
Lead TC	+/- USD25/dmt1	+5 / -5	+4 / -4

- Calculated by modeling Nyrstar's H1 2013 underlying operating performance. Each parameter is based on an average value observed during that period and is varied in isolation to determine the annual EBITDA impact
- Particular care needs to be taken when applying the sensitivities. For details refer to Nyrstar's H1 2013 results announcement

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