

# H1 Results 2014: Moving ahead with the execution of our stated strategy



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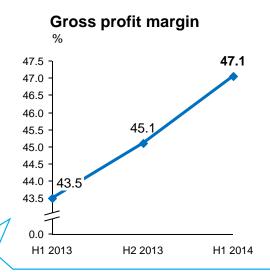


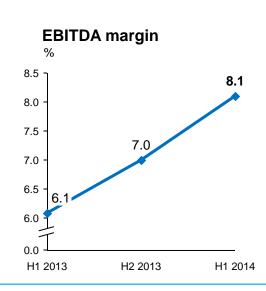
Roland Junck
Chief Executive Officer

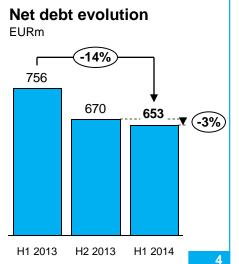
# Highlights Group financial results Marketing, Sourcing & Sales Metals Processing Mining Outlook

# Solid financial performance...

- Gross profit of EUR 637 million, up 1% on H2 2013, up 2% on H1 2013
- Group underlying of EBITDA of 110 million, up 12% h/h, 26% y/y
- Project Lean incremental savings of EUR 22 million; on track to deliver target EUR 75 million of sustainable cost savings by end of 2014
- Net debt of EUR 653 million, improved 3% h/h and 14% on y/y; LTM H1 2014 Net debt to EBITDA, 3.1x
- Committed undrawn liquidity headroom and cash on hand of EUR 768 million at the end of H1 2014
- Port Pirie redevelopment approved; innovative funding framework limits impact on balance sheet
- Moving ahead with SSR project portfolio







# ...backed by solid operational performance across segments.

## **Mining**

- Zinc in concentrate production (own mines) of 140,000 tonnes; up 4% h/h and 1% y/y
- Average unit costs of USD 66 DOC/t<sup>1</sup> improved by 1% h/h and 3% y/y
- New mine plans & operational efficiencies in place
- 17,000 tonnes delivered under streaming agreement with Talvivaara

## **Metals Processing**

- Zinc market metal of 552,000 tonnes, down 3% on H2 2013 and up 6% on H1 2013
- Average unit costs of EUR 477 DOC/t<sup>2</sup> metal down 3% on H2 2013 and 18% on H1 2013
- Lead production (Port Pirie)
   of 93,000 tones flat on H2
   2013 and up 8% on H1 2013

# Marketing Sourcing & Sales

- Nyrstar & Noble marketing agreement in operation, meeting and exceeding expectations
- Nyrstar completes contract negotiations with major steelmakers; successfully built up in-house expertise to market directly to existing and new customers
- Improved zinc premium & treatment charges; premium uplift of 12% on H1 2013 and 23% on H2 2013 for Metals
   Processing segment

Implementation of more stringent safety practices

<sup>1</sup> Mining unit cost is USD direct operating costs per tonne of ore milled. Direct operating costs include people costs, energy costs, stores, external services and other operating costs.

<sup>2</sup> Metals Processing unit cost is EUR direct operating costs per tonne of zinc and lead metal production. Direct operating costs include people costs, energy costs, stores, external services and other operating costs.



Heinz Eigner
Chief Financial Officer

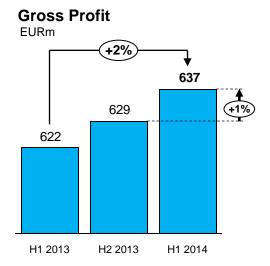
Highlights

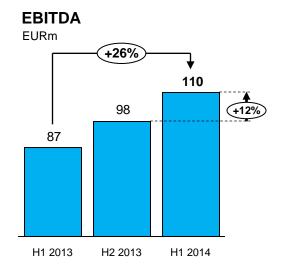
Group financial results
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# Improving financial performance...

EURm	H1	H2	H1
	2013	2013	2014
Revenue	1,430	1,394	1,354
Gross profit	622	629	637
Gross profit margin	44%	45%	47%
Direct operating costs	(571)	(542)	(527)
EBITDA 1	87	98	110
EBITDA margin	6%	7%	8%
Profit/(loss) for the period	(92)	(104)	(66)
Basic EPS	(0.58)	(0.68)	(0.42)

- Group underlying EBITDA of EUR 110 million, up 12% on H2 2013
  - Metals Processing EBITDA of EUR 108 million, up 44% on H2 2013 due to higher realised premiums, operating cost control as well as higher zinc price
  - Mining EBITDA of EUR 26 million, down 43% on H2 2013 particularly driven by lower strategic hedge gains in H1 2014
- Further incremental savings of EUR 22 million under Project Lean initiative, on track to deliver EUR 75 million at year-end





<sup>1</sup> All references to EBITDA in the presentation refers to Underlying EBITDA which excludes exceptional items related to restructuring measures, M&A related transaction expenses, impairment of assets, material income or expenses arising from embedded derivatives recognised under IAS 39 and other items arising from events or transactions clearly distinct from the ordinary activities of Nyrstar.

# ...through continued focus on cost control...

#### **Direct operating costs EURm**

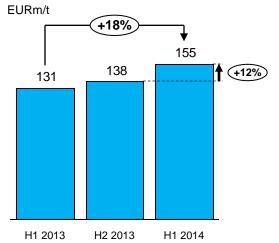
-8% 571 542 .527<sub>----</sub>▼ (-3%) 203

189 200 165 156 142 203 198 185

H1 2013 H<sub>2</sub> 2013 H1 2014

Employee Energy Other

EBITDA/t1



Project Lean: incremental, sustainable cost reduction over a 2-year period

Stable year-on-year despite global labor cost inflation

Decrease in line with lower volumes in Metals Processing coupled with improved energy rates

Decreased through a number of Project Lean initiatives e.g. lowering maintenance spend

FY 2013: **EUR 43 million** H1 2014: **EUR 22 million** 

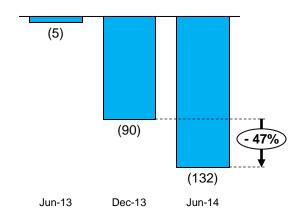
### **Project Lean:**

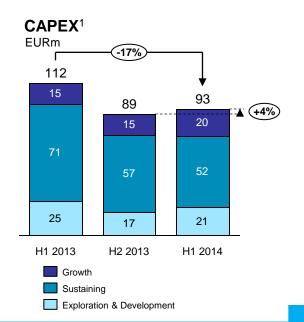
On track to deliver EUR 75 million of sustainable cost reductions by the end of 2014

# ...and sustainable working capital management...

- Further reduction in change in net working capital<sup>2</sup> by EUR 55 million
  - Despite 6% increase in period-end zinc price
  - Direct marketing of commodity grade metal and alloys in Europe and Rest of World, combined with Noble agreement
- Inventory levels maintained at the H2 2013 levels
- Higher receivables more than off-set by increase in trade payables
- Non-growth CAPEX continued to be tightly managed

## Net working capital<sup>1</sup> EURm





<sup>1</sup> Net working capital is calculated as inventory, accounts receivable balances less accounts payable and deferred revenue. 2 Change in Net Working Capital does not include changes in other assets and liabilities and provisions and employee benefits.

# ...result in a solid financial position and ample liquidity.

#### Solid financial position

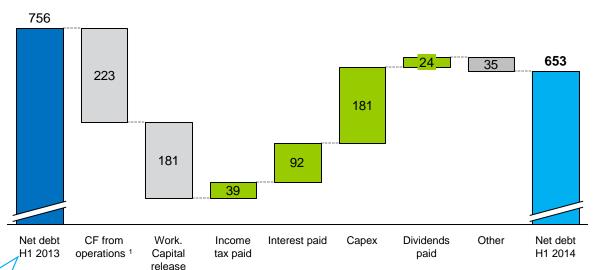
- Committed undrawn liquidity headroom and cash of EUR 768 million at the end of H1 2014
- EUR 400 million borrowing base facility with EUR 350 million increase option (on a pre-approved, but uncommitted basis) designed to address working capital requirements in a higher price environment
- All bank facilities are free of P&L or cash flow related covenants – all outstanding bonds are without financial covenants

#### **Future funding options**

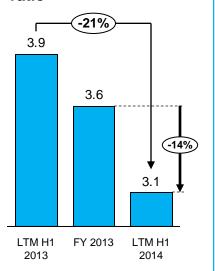
- Diversified sources of current funding backed by broad banking syndicate
- High quality credit counterparties
- Actively evaluating funding options for SSR capital expenditure
- Actively evaluating capital structure and management of upcoming maturities – Nyrstar intends to address the refinancing of its EUR 225 million bond ahead of its scheduled 2015 maturity

#### Net debt evolution

EURm



# Net Debt / EBITDA ratio



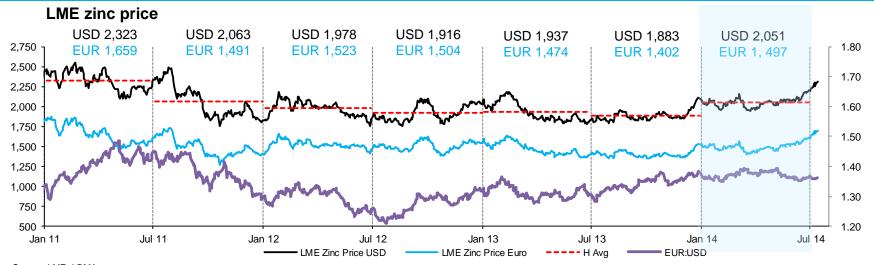


**Bob Katsiouleris**Senior Vice President,
Marketing, Sourcing and Sales

Highlights
Group financial results

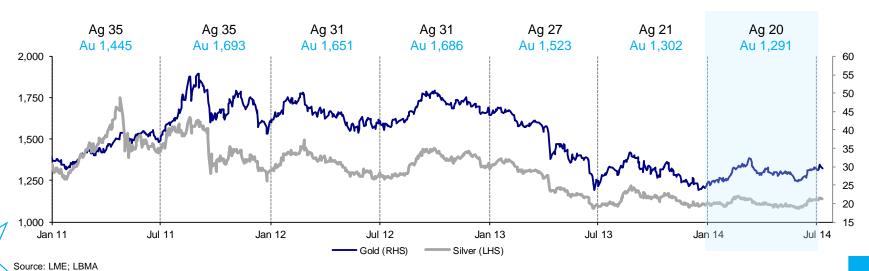
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# Gradually improving metal price conditions during H1 2014…



Source: LME; LBMA

#### LBMA silver & gold prices USD / OZ

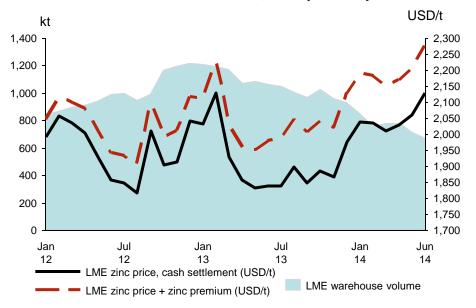


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# ...underlying demand remain strong...

- LME stocks down 46% since January last year, underpinned in part by increased structural demand
- Increase in structural demand of ca. 4-5% driven principally by growth in construction and automotive sectors in Europe and the US respectively; and growth in the automotive and consumer goods sectors in China
- Decreasing inventory levels driven by increase in structural demand has resulted in premium and price increases;
   3-month zinc price up ca. 5% since January; premiums up in Europe and in the US of ca. 4% and 3% respectively
- Nyrstar research indicates structural supply-side deficit in the near to medium term

#### LME zinc: warehouse volume, zinc price & premiums



#### New passenger car registrations in the EU (last 12 months)

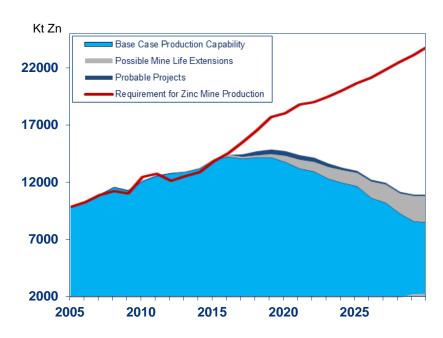


# ...along with underlying supply metrics...

# **Wood Mackenzie Sources of Future Zinc Production**

#### 

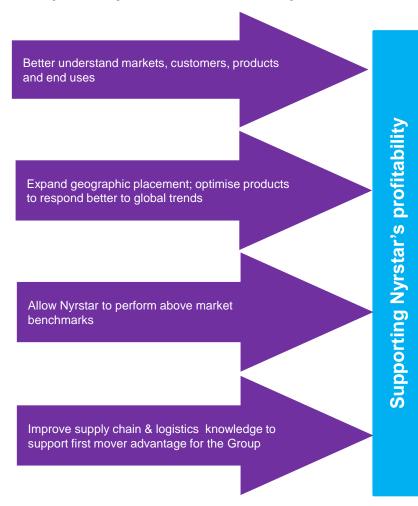
# Nyrstar Evaluation Source of Future Zinc Production<sup>1</sup>



- Wood Mackenzie identify a number of probable zinc projects that are undergoing feasibility studies, permitting or awaiting financing, which could be developed to meet the supply shortfall
- Based on proprietary commercial, technical and strategic evaluation, Nyrstar expects that only a small percentage of probable projects will be viable and achieve commercial production

# ...we are better equipped to take advantage of market dynamics to support Group-wide profitability.

Established dedicated Marketing Sourcing & Sales team to implement Nyrstar's commercial strategy to realise sustainable product premiums for the Group



#### H1 2014 highlights

- Nyrstar's strategic marketing agreement with Noble in operation; delivering commodity grade zinc to global markets previously uneconomical for Nyrstar to reach
- Improved direct marketing efforts; contract negotiations with major steelmakers completed
- Direct placement of products to new geographies include South Africa, China, Middle East, Eastern Africa and Southeast Asia
- Expansion of portfolio of alloys to better meet changes in end uses e.g. automotive sector
- Leading position in die-cast alloys in Europe & Asia;
   improved ability to respond to customers globally
- Greater understanding of benchmark TCs, spot TCs, escalators, paid and unpaid metal to increase the net value of the feed book
- 12% uplift in premia for Metals Processing segment

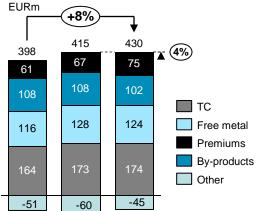


Michel Morley
Senior Vice President, Metals
Processing and Chief
Development Officer

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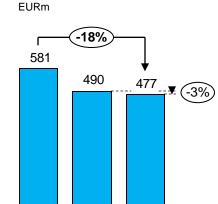
# Continued strong performance in our smelting business...

#### **Gross Profit EURm** +8% 415



H1 2013 H2 2013 H1 2014

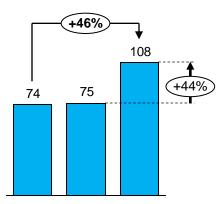
#### Unit cost per tonne<sup>1</sup>



H1 2013 H2 2013 H1 2014

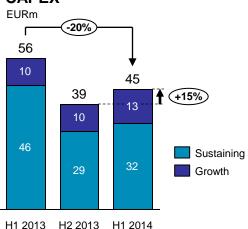
#### **EBITDA**

**EURm** 

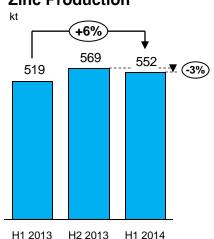


H1 2013 H2 2013 H1 2014

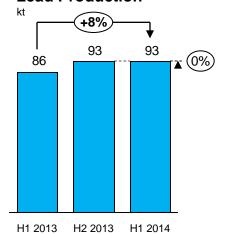
#### **CAPEX**



#### **Zinc Production**



#### **Lead Production**



# ...as we move forward with our present strategic priorities...

Leveraging the integrated business model through a platform approach allows Nyrstar to unlock incremental margin potential from the existing production base

- Viewing raw material flows through a different lens allows us to leverage our industrial footprint to unlock significant value from existing feed material
- Strategically acquired mines provide complex, high quality concentrates to Metals Processing segment

Redevelopment of Port Pirie metal recovery and refining facility to maximise high margin and internal concentrates and residues not currently fully valorised

- Internal residues and concentrates secure 50% of feed material source for redeveloped Port Pirie
- Longstanding industrial footprint, infrastructure and workforce in place, coupled with stringent feasibility work minimise development risk

Upgrading our zinc smelter network to allow the processing of more high value feeds (SSR Projects)<sup>1</sup>

- Debottlenecking smelters
- Building fumer capacity to allow efficient processing of some smelter residues and minor metal capture
- Minor metal extraction increased minor metals breadth and depth

Gross CAPEX (EURm)

ca. EUR
338m³ by
2016 (EUR
68m Nyrstar
direct
contribution)

ca.
EUR 265m
(EUR 250m
by end of
2016)

IRR(%)<sup>2</sup>

ca. 25-30%

ca. 25-30%

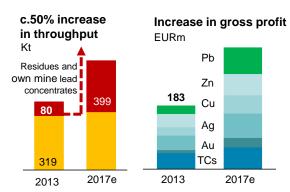
<sup>1</sup> No single investment exceeding EUR 50 million.

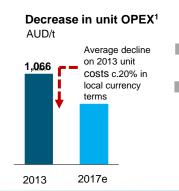
<sup>2</sup> Post tax levered IRR. Illustrative potential future IRRs based on Nyrstar assumptions and is not a profit forecast.

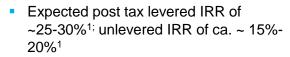
<sup>3</sup> Average exchange rate of AUD/EUR1.52 (2 January to 30 April 2014) in line with the press release dated 16 May 2014.

# ...with the Port Pirie redevelopment, a major catalyst for the implementation of the strategy approved.

#### Compelling business case







EBITDA and FCF driven by significant increase in gross profit

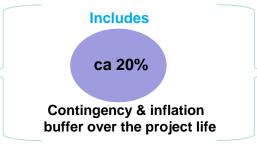
#### Innovative funding package<sup>2</sup>

Direct contribution

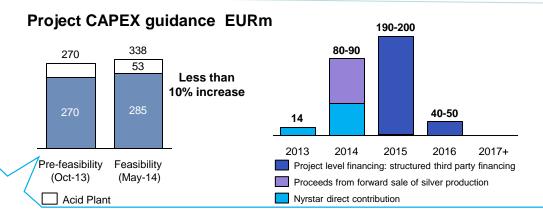
EUR 68m Project level financing

EUR 191m Forward sale of silver production

EUR 79m



1 Average exchange rate of AUD/EUR1.52 (2 January to 30 April 2014) in line with the press release dated 16 May 2014.



#### Post redevelopment production

- Refined lead: c.250,000 tonnes
- Zinc in fume: c.40,000 tonnes
- Copper in matte: c.7,000 tonnes
- Silver ore: c.25.0 million troy ounces (inc. c.100,000 troy ounces of gold)

<sup>1</sup> Based on internal economic and flat metal price assumptions for the duration of the project; and includes the zinc plant closure.

<sup>2</sup> Unit cost calculation for the 2013 based on combined lead and zinc volumes, and lead and zinc in fume for 2017.

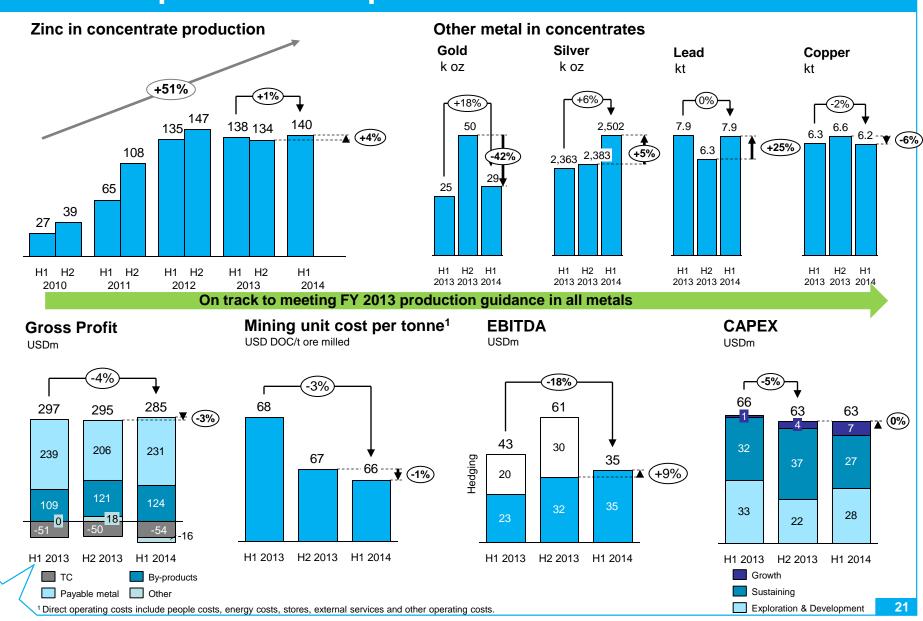


Bob Katsiouleris
Senior Vice President,
Marketing, Sourcing and Sales
And Acting-Senior Vice
President Mining

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# Gradual improvement in performance...



# ...but we need to do more to improve performance and returns for the Group...

The markets in which we operate

Our response

Market to Mine

Mine to Market

Structural deficit of zinc concentrate

Post century mine closure<sup>1</sup>

Existing & new market channels (China, RoW, trades) for zinc and lead concentrates

Prioritise
optimisation
of mine
production and
improved costs

Supported by supply chain optimisation

Optimise logistics & availability

Optimise grades, recovery, tonnes

Optimise portfolio of zinc & lead concentrates to Nyrstar's smelters with a focus on high value precious & other metals

Phase 1: Turnaround Phase

Optimise portfolio for improved value to Nyrstar smelters

Mine to Smelter

1 Century mine forecast to close in mid-2015.

# ...and remain committed to delivering core objectives.

#### Mining Strategic Review: an optimisation programme

- Core aims: improve EBITDA and maximise Free Cash Flow
- Optimise production from Nyrstar's mines and improve overall direct operationg costs per tonne
- Undertaken in two phases:
  - Phase 1: Turnaround Phase to implement near-term measures; continues for 2014
  - Phase 2: A more comprehensive phase to be linked to the Metals Processing segment and the outcome of the SSR programme, combined with MSS
- Operational in nature/not envisaged to be capital intensive

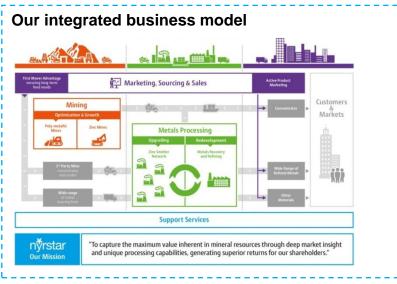


Roland Junck
Chief Executive Officer

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# We continue to take advantage of our integrated business model...



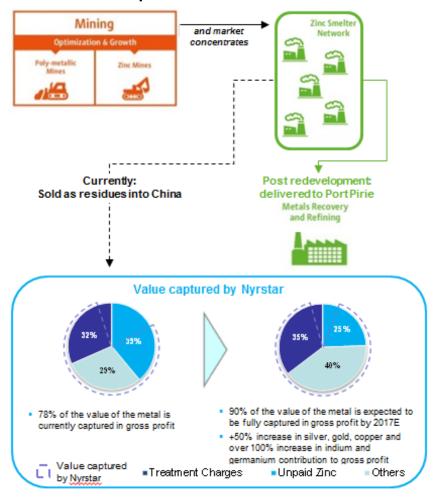
#### **Marketing Sourcing & Sales**

- Expanding market reach in terms of geographies, product mix and customer mix
- Increasing MSS footprint with new sales office in Hong Kong
- Improved uplift in premia for Metals Processing

#### **Mining**

 Increasing trend in the percentage of total zinc concentrates from our own mines used internally by the Group's smelter network: H1 2014: ca 52%
 compared to 41% in H1 2013

# Metals Processing: Transforming Port Pirie into a core asset of the Group



## ...and remain confident on the outlook for the business.

- Deliver 2014 guidance
- Continue stringent cost control and deliver Project Lean
- Stringent capital allocation process to ensure we invest in the best opportunities for the Group
- Further integration of the Group's commercial strategy: greater focus on the right product mix to better meet market demands
- Deliver on time and to budget key milestones for Port Pirie redevelopment and SSR projects
- Focus on delivering further results from the Mining Strategic Review
- Evaluate access to capital markets to address incremental capital expenditure needs and refinancing

Remain on track to take full advantage of our unique integrated business model and improve on our leading position

## 2014 Guidance

## Production

Mining

Metal in concentrate	Range
Zinc (own mines) 1	280,000 – 310,000 tonnes
Lead	15,000 – 18,000 tonnes
Copper	12 ,000– 14,000 tonnes
Silver <sup>2</sup>	4,750,000 - 5,250, 000 troy ounces
Gold	65,000 - 70,000 troy ounces

#### **Metals processing**

Metal	Range
Zinc	1.0–1.1 million tonnes

#### **Smelter planned maintenance shuts**

Smelter & production step impacted	Timing and duration	Estimated impact
Clarksville - roaster and acid plant	Q3: 2 – 3 weeks	nil – 1,000t zinc metal
Auby – roaster	Q4: 2 weeks	nil
Port Pirie – lead plant	Q4: 3 weeks	nil-500t

#### **CAPEX**

	EURm
Mining	105 – 115
Sustaining	40 – 45
Exploration and Development and Growth	65 – 70
Metals Processing	175 – 200
Sustaining	75 – 80
Growth	20 - 30
Port Pirie Redevelopment	80-90
Group	280-315

- Disciplined CAPEX approach
- Non-growth CAPEX in 2014 expected to be flat or lower year on year
- Production guidance based on maximising EBITDA and free cash flow by targeting optimal balance between production and Sustaining CAPEX
- Estimated impact of maintenance shuts on 2014 production, have been taken into account when determining zinc metal guidance for 2014

<sup>&</sup>lt;sup>1</sup> Excluding zinc deliveries under the Talvivaara Streaming Agreement.

<sup>&</sup>lt;sup>2</sup> 75% of the silver produced by Campo Morado is subject to a streaming agreement with Silver Wheaton Corporation whereby only USD 3.90/oz is payable.

#### 24 JULY 2014



#### FOR FURTHER INFORMATION

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# **Appendix**



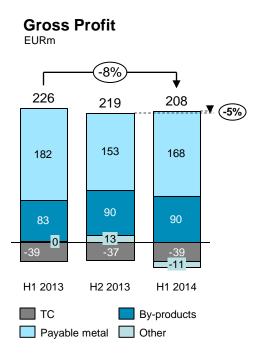
# **EBITDA** sensitivity

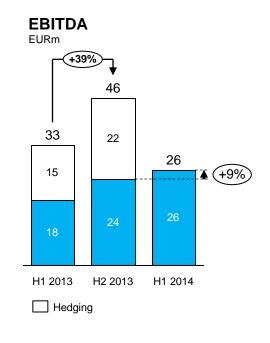
		Estimated annualised EBITDA impact	Estimated annual EBITDA impact	
		EURm	EURm	
		H1 2014	FY 2013	
Zinc price	+/- USD100/t	+30 / -29	+28 / -28	
Lead price	+/- USD100/t	+2 / -2	+2 / -2	
Copper price	+/- USD500/t	+6 / -6	+6 / -6	
Silver Price	+/- USD1/troy ounce	+4 / -4	+4 / -4	
Gold Price	+/- USD100/troy ounce	+5 / -5	+6 / -6	
USD / EUR	+/- EUR0.01	+18 / -18	+18 / -18	
AUD / EUR	-/+ EUR0.01	-3 / +3	-3 / +3	
Zinc TC	+/- USD25/dmt1	+29 / -29	+28 / -28	
Lead TC	+/- USD25/dmt <sup>1</sup>	+5 / -5	+5 / -5	

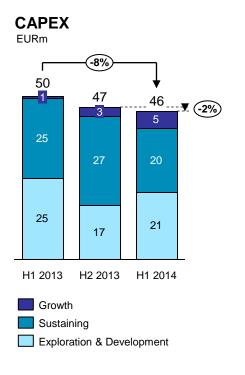
- Calculated by modeling Nyrstar's H1 2014 underlying operating performance. Each parameter is based on an average value observed during that period and is varied in isolation to determine the annual EBITDA impact
- Particular care needs to be taken when applying the sensitivities.

1 dmt = dry metric tonne.

# Mining: performance (EURm)



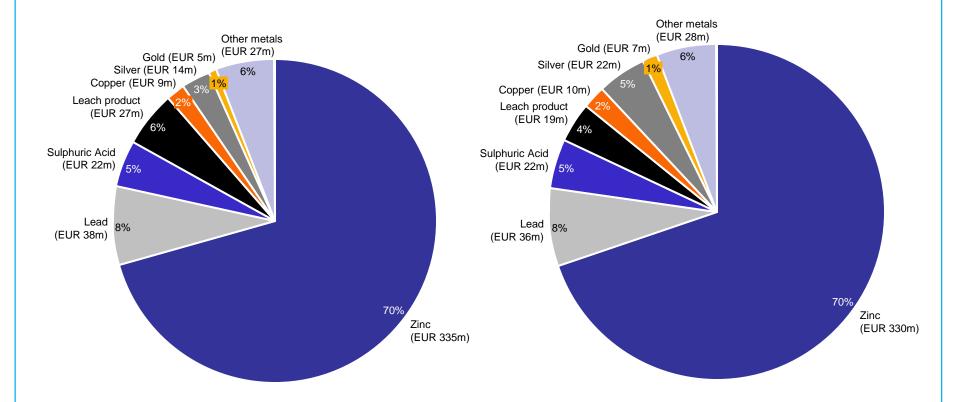




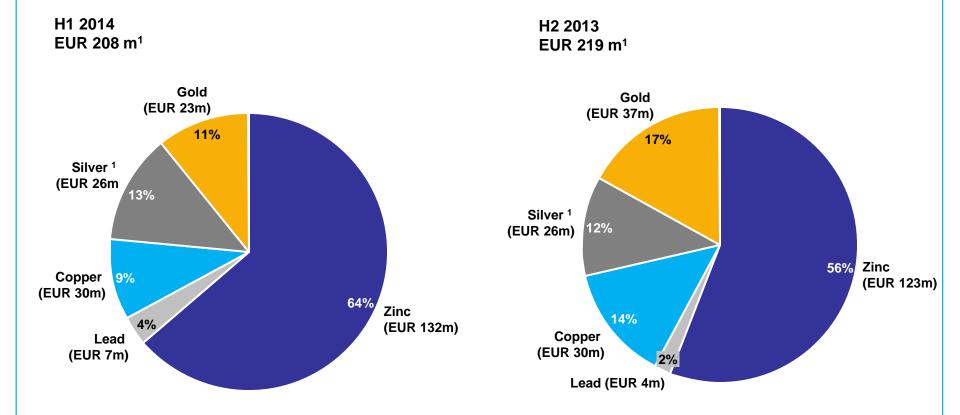
# Metal processing: Gross profit by metal



H2 2013 EUR 415 m<sup>1</sup>

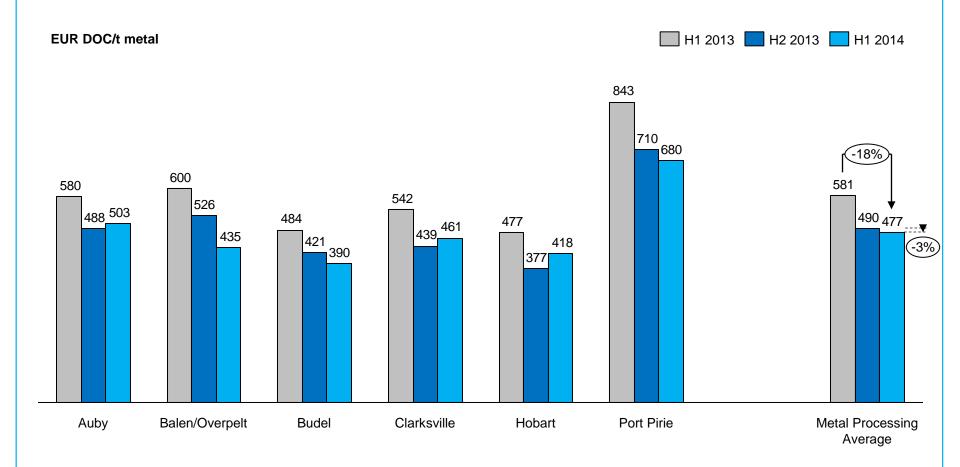


# Mining: Gross profit by metal

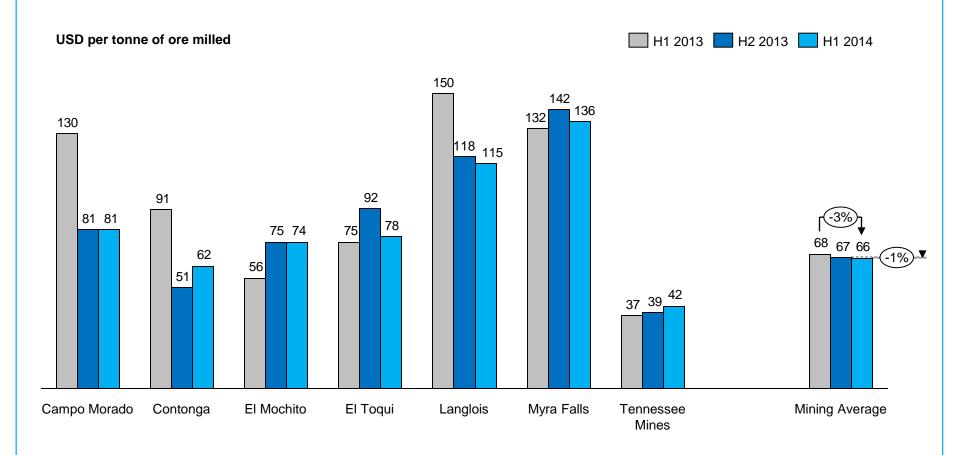


<sup>&</sup>lt;sup>1</sup> 75% of the silver produced by Campo Morado is subject to a streaming agreement with Silver Wheaton Corporation whereby only USD3.98/oz is payable. In H1 2014, Campo Morado produced approximately 478,000 troy ounces of silver.

# Metal Processing: unit costs



# Mining: direct operating costs per mine



# **EBITDA and EPS reconciliation**

EURm	H1 2014	H2 2013	H1 2013
EBITDA	107	89	66
Add back Underlying adjustments:			
Restructuring expenses	3	8	10
M&A related transaction expenses	0	1	1
Net loss / (gain) on disposal of subsidiaries	(1)	0	-
Net loss / (gain) on Hobart Smelter embedded derivatives	0	(1)	10
Underlying EBITDA	110	98	87

EUR per share	H1 2014	H2 2013	H1 2013
Basic EPS	(0.42)	(0.68)	(0.58)
Add back Underlying adjustments:			
Restructuring expenses	0.02	0.04	0.07
M&A related transaction expenses	-	0.01	-
Net loss / (gain) on disposal of subsidiaries	(0.01)	-	-
Net loss / (gain) on Hobart Smelter embedded derivatives	-	(0.01)	0.06
Net After Tax Impairments	-	0.26	-
Underlying EPS	(0.41)	(0.39)	(0.44)

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#### FOR FURTHER INFORMATION

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