

**Second quarter 2013**

July 31, 2013

အပြေရာသီ

## Disclaimer



### **Forward-Looking Statements**

This document may contain forward-looking information and statements about Aperam and its subsidiaries. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements may be identified by the words “believe,” “expect,” “anticipate,” “target” or similar expressions. Although Aperam’s management believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Aperam’s securities are cautioned that forward-looking information and statements are subject to numerous risks and uncertainties, many of which are difficult to predict and generally beyond the control of Aperam, that could cause actual results and developments to differ materially and adversely from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in Aperam’s filings with the Luxembourg Stock Market Authority for the Financial Markets (Commission de Surveillance du Secteur Financier). For more information about these risks and uncertainties, the reader is encouraged to refer to page 35 and pages 142 to 146 of Aperam’s annual report for the year ended December 31, 2012 filed on March 7, 2013. Aperam undertakes no obligation to publicly update its forward-looking statements or information, whether as a result of new information, future events, or otherwise.

## Introduction & overview



### Highlights:

- Health and Safety frequency rate of 1.4x in Q2 2013 compared to 1.1 x in Q1 2013
- Shipments of 450 thousand tonnes in Q2 2013, a 12% increase compared to shipments of 401 thousand tonnes in Q1 2013
- EBITDA of USD 81 million in Q2 2013, compared to EBITDA of USD 65 million in Q1 2013
- Basic loss per share of USD 0.15 in Q2 2013
- Cash flow from operations amounted to USD 34 million in Q2 2013
- Net debt of USD 841 million on June 30, 2013, representing a gearing of 29%

### Prospects:

- EBITDA in Q3 2013 is expected to be lower compared to EBITDA in Q2 2013 due to the traditional seasonal slowdown and current market weakness
- Net debt to temporarily increase in Q3 2013.

**“Over the quarter, we are pleased to have increased our profitability in the context of a steep nickel price drop and the market’s deterioration. “**

Second quarter 2013

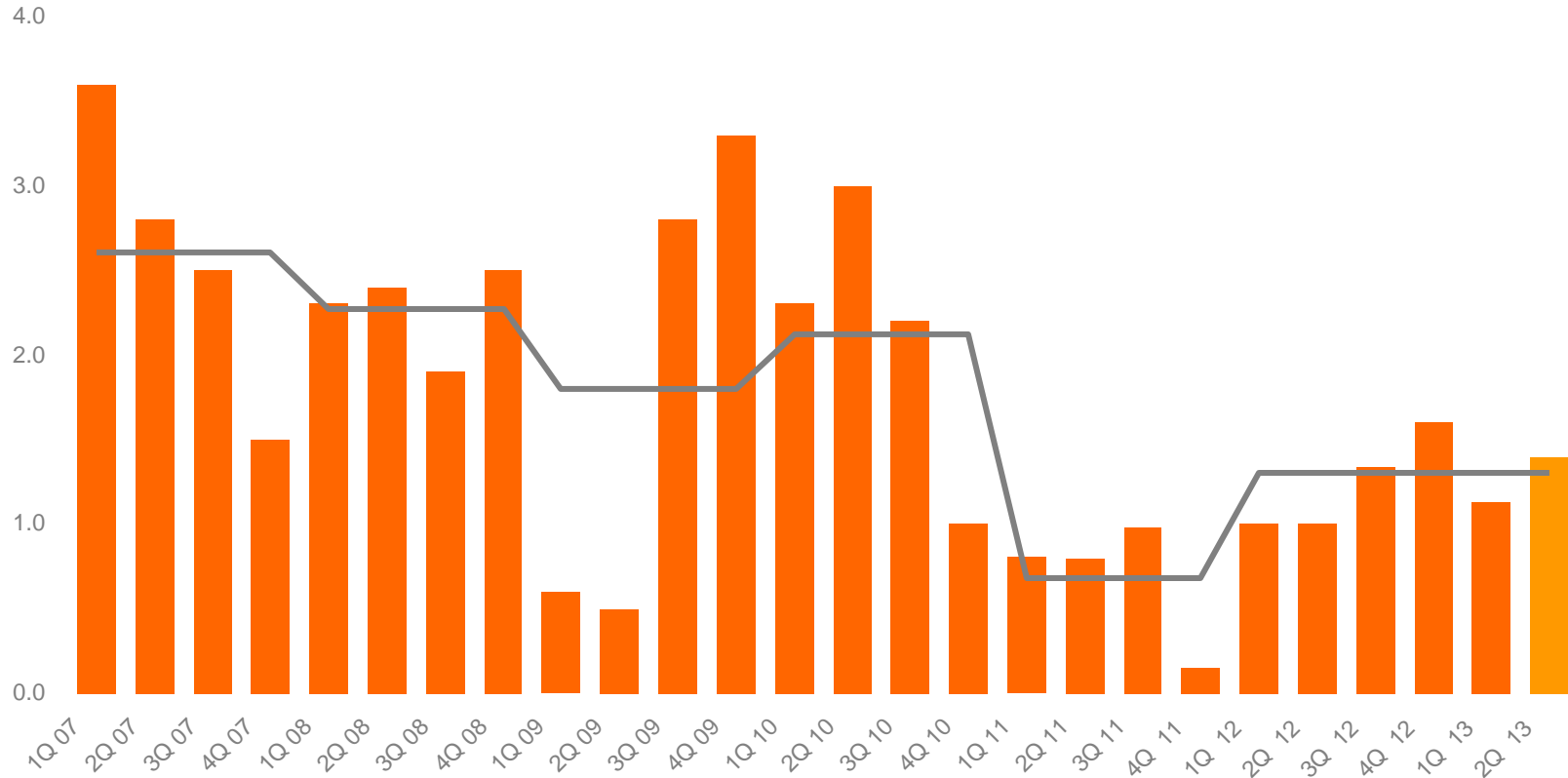


# Health & Safety

# Health & Safety Performance



## Frequency rate\*



**Health & Safety frequency rate of 1.4x in Q2 2013**

\* IISI-standard: Fr = lost time Injuries per 1.000.000 worked hours; based on own personnel and contractors

Second quarter 2013



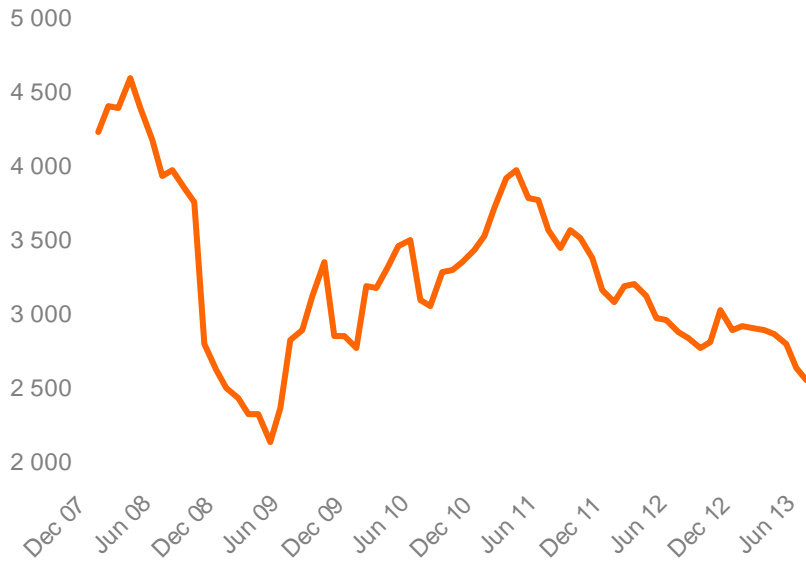
# Environment and markets

# Environment and markets

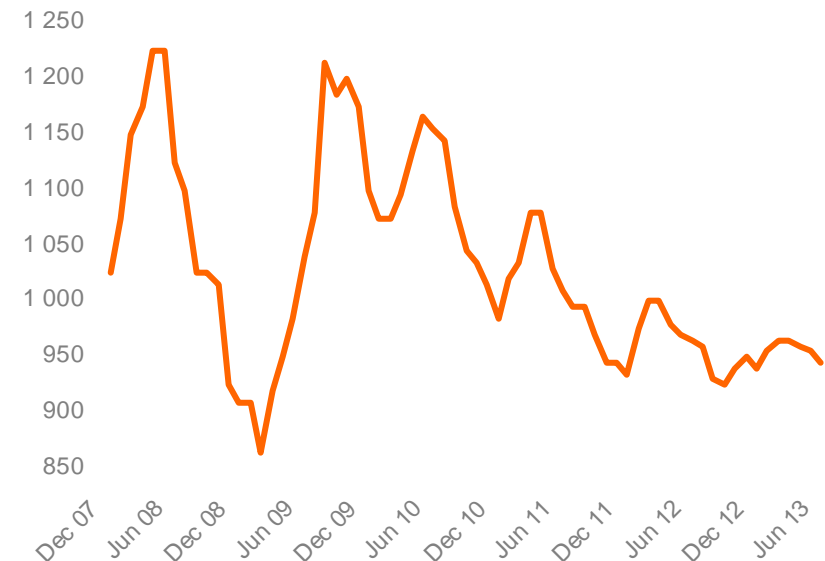
## Stainless steel prices



China - CR 304 2B 2mm coil transaction price (USD/t)\*



Southern Europe - CR 304 2B 2mm coil base price (€/t)\*



Pressure on stainless steel market following nickel price drop

\*Source: SBB/Platts

Second quarter 2013



# Performance and prospects

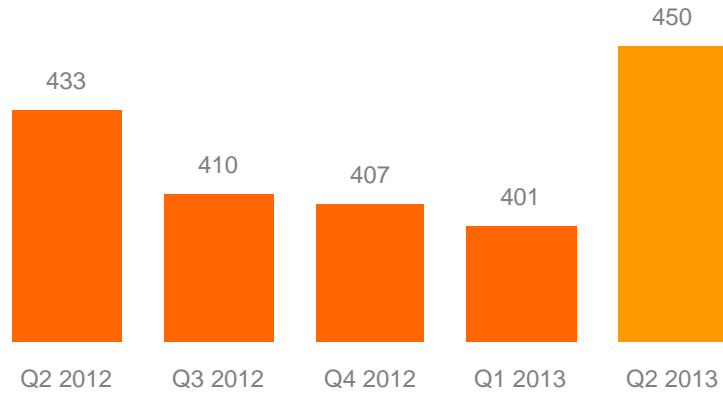


# Performance and prospects

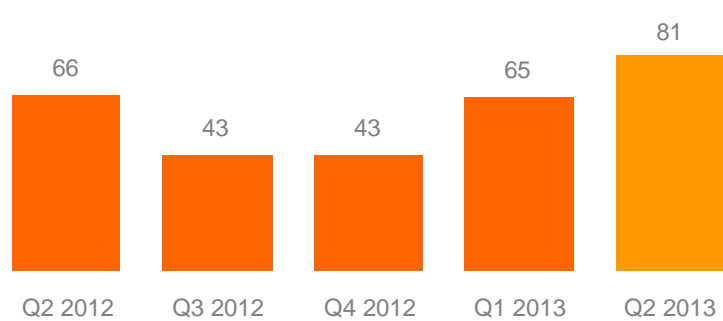
## Second quarter operating performance



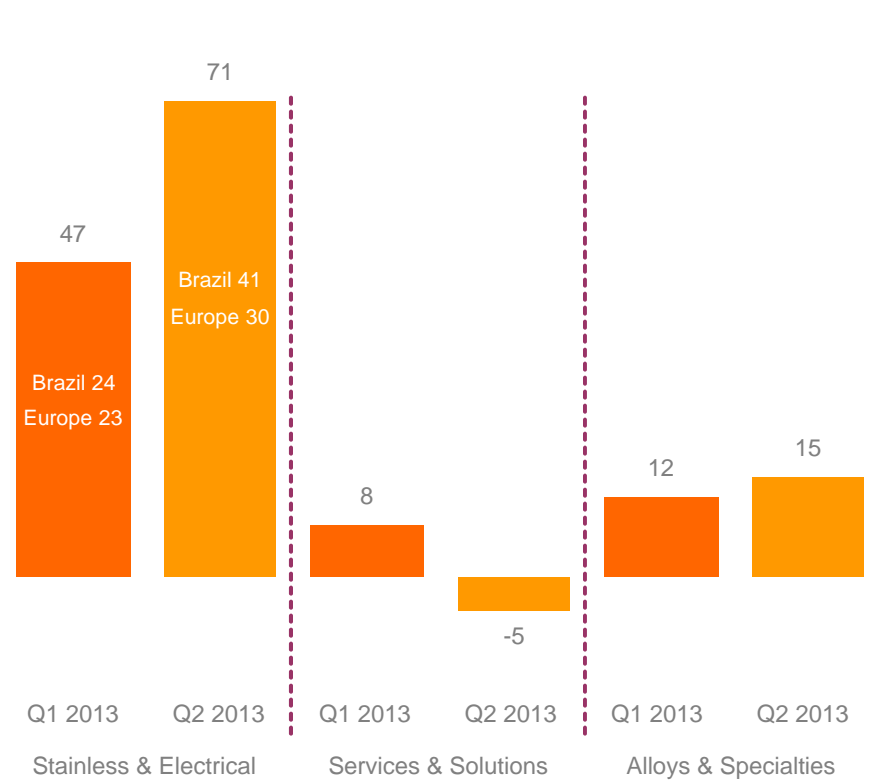
Shipments ('000t)



EBITDA (USD million) <sup>[1]</sup>



Q2 2013 EBITDA per division (USD million) <sup>[1]</sup>



**EBITDA of 180 USD/t in Q2 2013 compared to 162 USD/t in Q1 2013**

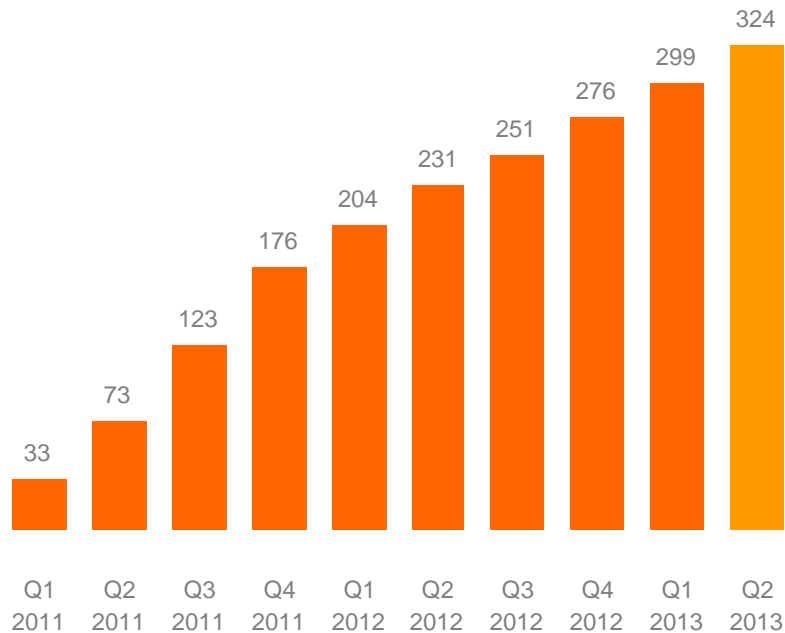
<sup>[1]</sup> Figures for 2012 have been restated due to change in accounting principle of defined benefit plans and other long-term employee benefits, and adoption of revised IAS 19 standard.

# Performance and prospects

## Leadership Journey®



### Cumulated gains (USD million)



### Key projects completed since beginning of 2011

- In Brazil, VSS\*, switch from LPG to natural gas and conversion of blast furnace number 2 from coke to biomass. Service center expansion in Campinas.
- In Europe, suspension of traditional cold roll mill in Isbergues (France) and investment

### Key projects progressing

- New induction furnace, Electro Slag Remelting furnace and new VAR furnace at Imphy (France – Alloys & Speciality)
- Industrial optimization and rationalization in Europe (from 20 tools to 17 tools)
- Yield and Quality improvement, Sourcing initiative, SG&A reduction through organisation simplification
- The new hot annealing and pickling line in Gueugnon was restarted in June 2013
- Announcement of the upcoming closure of Firminy (Precision)

**The Leadership Journey is still in progress with the restart of the new hot annealing and pickling line in Gueugnon and the reorganisation of the precision activity**

\*VSS – Voluntary Separation Scheme

Second quarter 2013



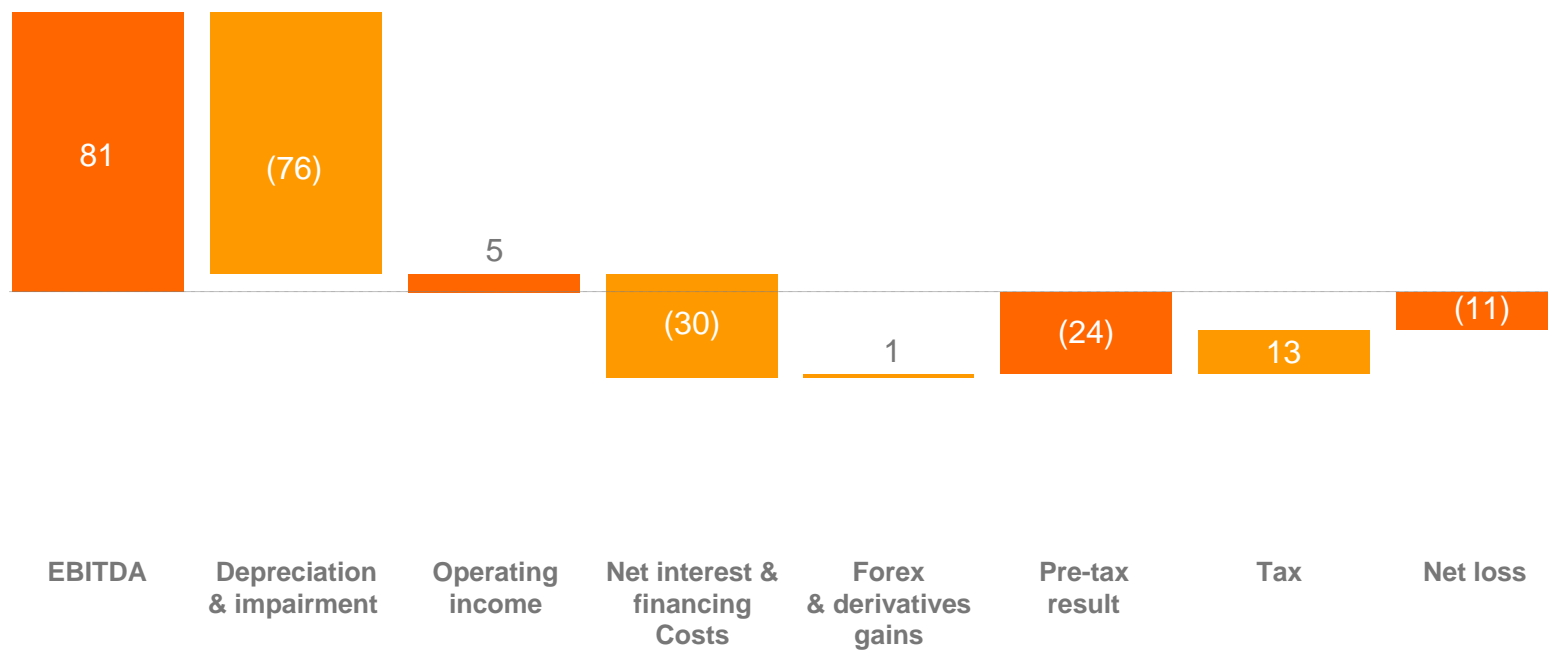
# Financial results

## Financial results

### Second quarter P&L highlights



#### EBITDA to net income (USD million)



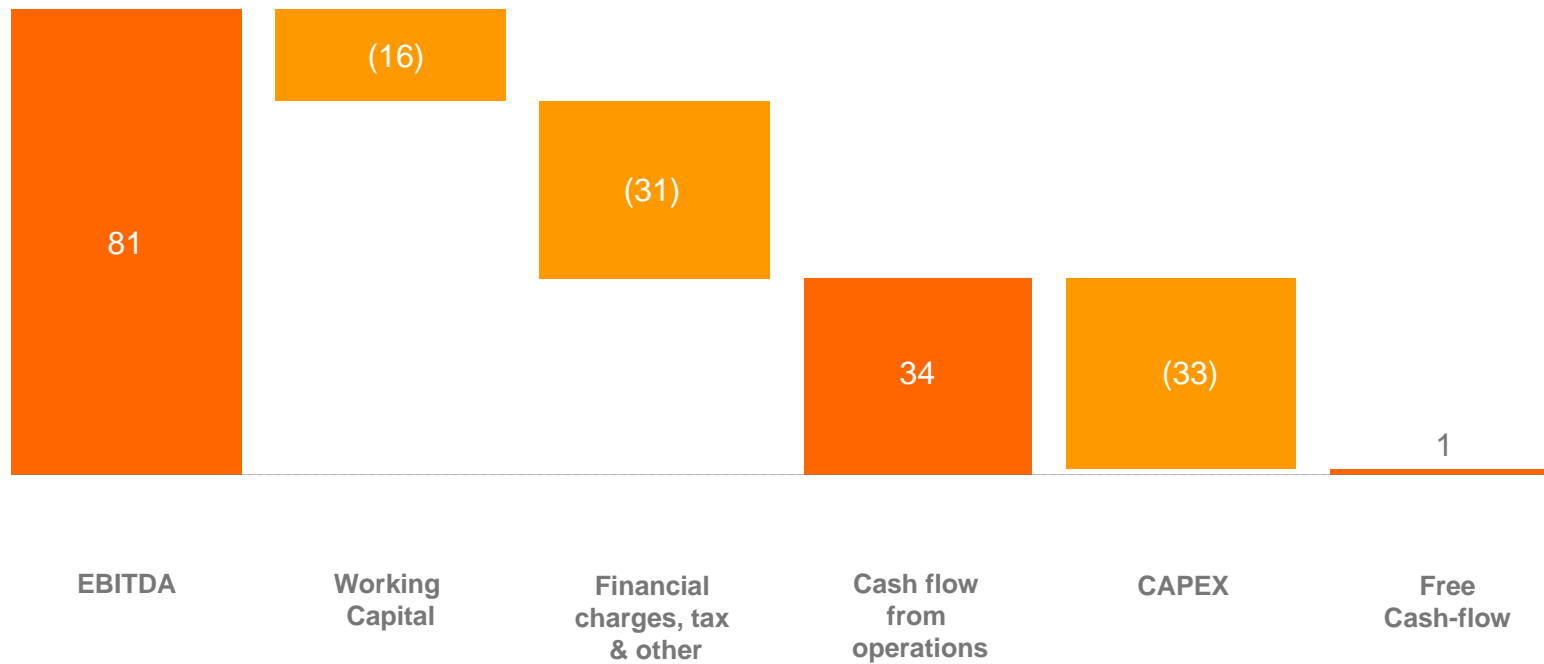
Loss per share of USD 0.15 in the second quarter of 2013

## Financial results

### Second quarter cash flow highlights



Free cash flow (USD million)



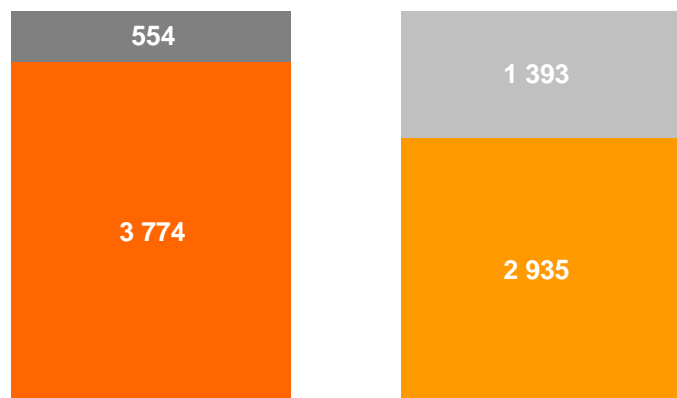
USD 34 million of cash from operations in Q2 2013

# Financial results

## Second quarter balance sheet highlights

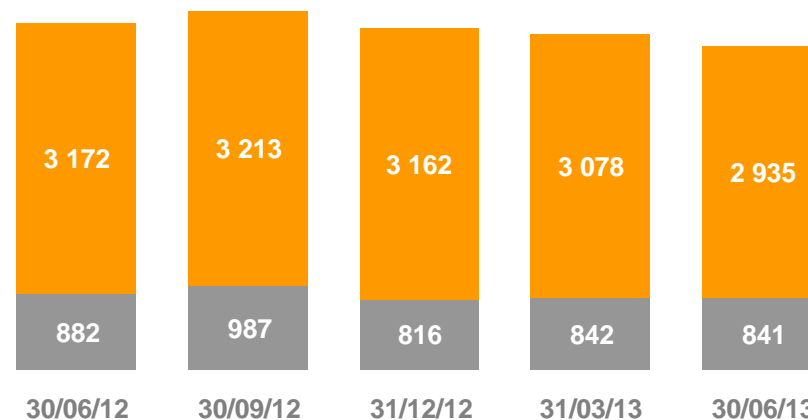


Assets & liabilities (USD million)



- Non-current assets
- Working capital
- Shareholders' equity
- Other net liabilities

Equity & net debt (USD million) <sup>[1]</sup>



- Net Debt
- Equity

**Net debt of USD 841 million, representing a gearing of 29%**

<sup>[1]</sup> Figures for 2012 have been restated due to change in accounting principle of defined benefit plans and other long-term employee benefits, and adoption of revised IAS 19 standard.

Second quarter 2013



# Q&A