

### GENERAL SHAREHOLDERS' MEETING

**BUSINESS YEAR 2016** 

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### CHAIRMAN'S REPORT



# Evolution of the world economy



Brisbane (Australia)

#### CHAIRMAN'S REPORT



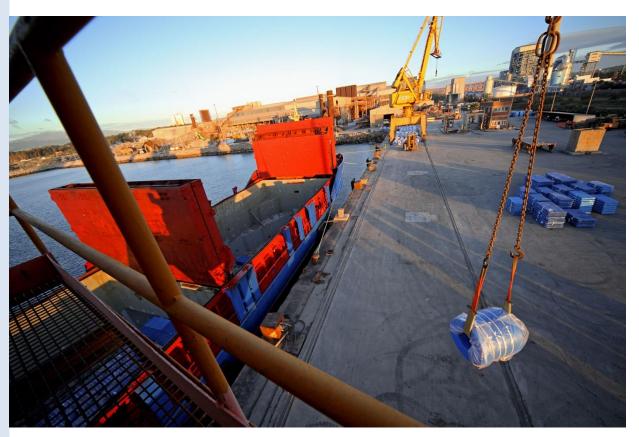
# World economy perspectives



Truck, North American Stainless



# The Spanish economy



Port of Acerinox Europa Factory



## **Business Year results**



Presentation of Results Business Year 2016

#### CHAIRMAN'S REPORT



# First Quarter 2017



Presentation of Third Quarter Results 2016



# Responsibility and sustainability

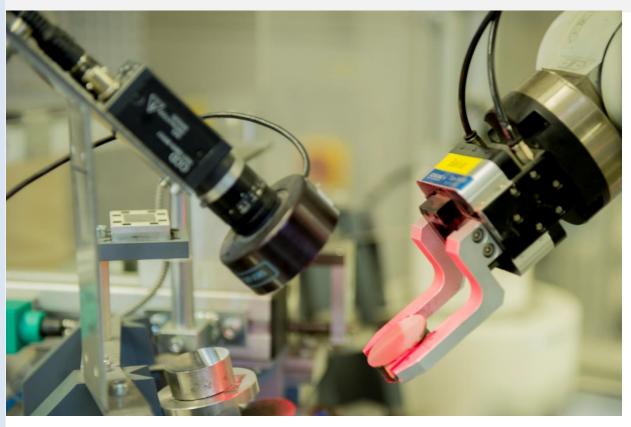


Environmental reconditioning prize for the Bahru Factory

#### CHAIRMAN'S REPORT



# Research & Development



Laboratory Sample



# Corporate governance



Pinto Service Center

#### CHAIRMAN'S REPORT



## Acerinox share



#### CHAIRMAN'S REPORT



# Agreements



General Shareholders' Meeting 2015



## The future of Acerinox



New cold-rolling mill at the NAS factory



### CEO'S REPORT

#### RAW MATERIAL CRISIS



Daily percentage data(US\$/Mt, cash)
OFFICIAL RAW MATERIAL PRICES IN THE L.M.E.

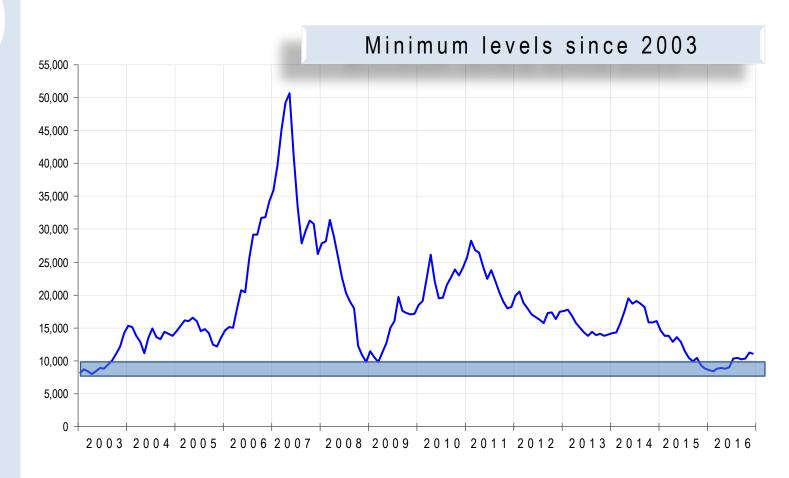




#### NICKEL PRICE IN THE LME

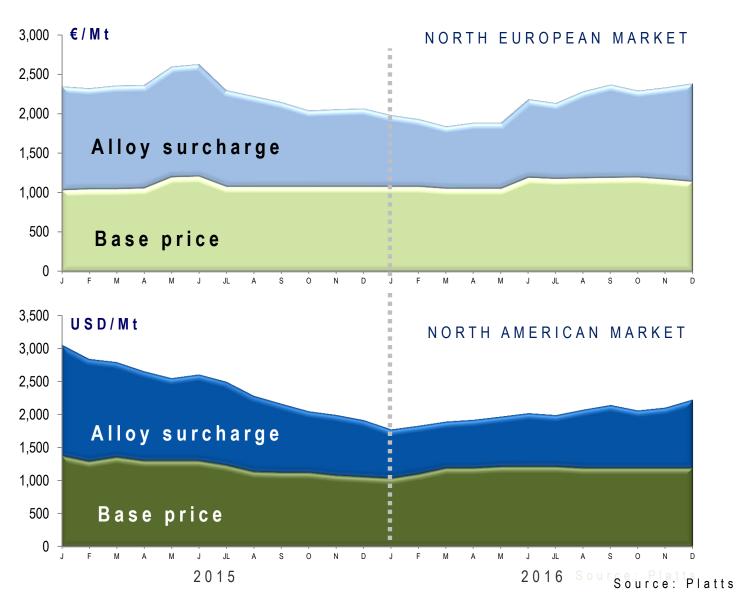


Average price: cash / three months (USD/Mt. Ni)



## STAINLESS STEEL COLD ROLLED COIL PRICES AISI 304 2.0 mm

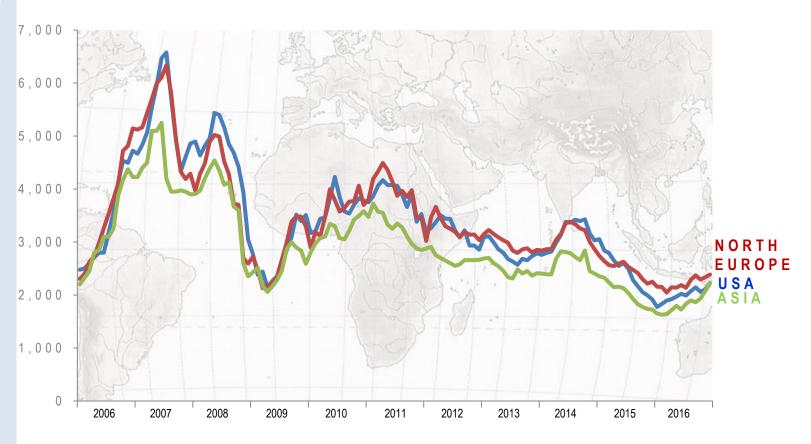




#### STAINLESS STEEL COLD ROLLED PRICES AISI 304 2.0 mm



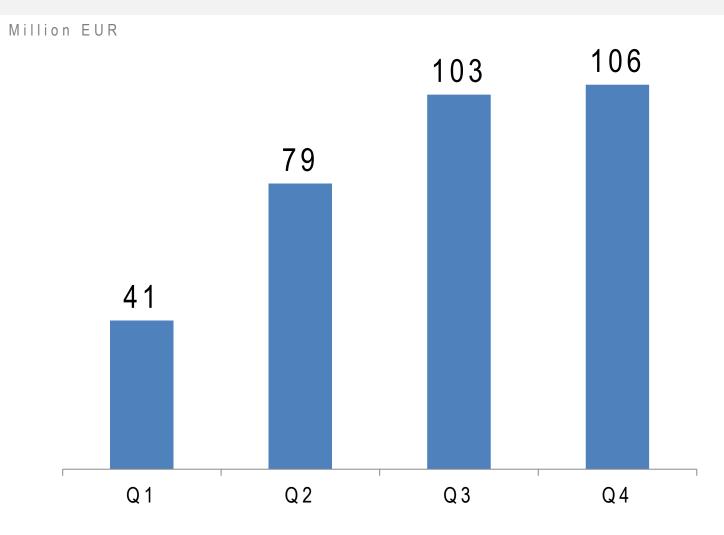
USD/Mt, final price, including alloy surcharge



Source: Platts and Metal Bulletin

#### **QUARTERLY EBITDA 2016**







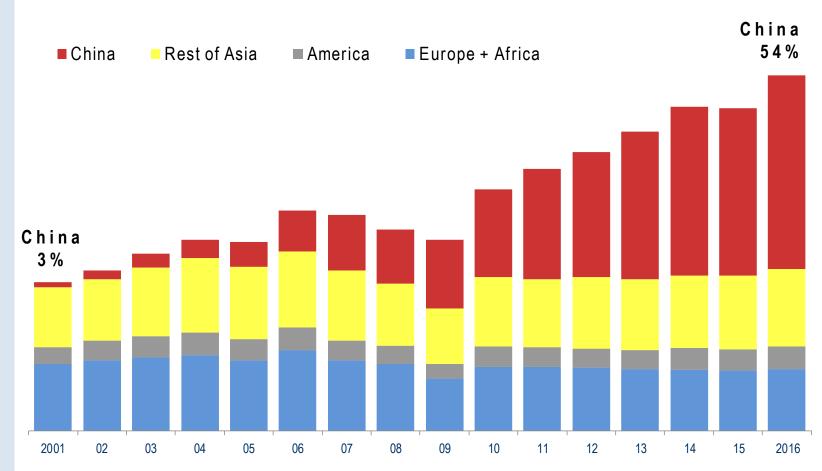
Dome in the Louvre Museum in Abu Dhabi



#### STAINLESS STEEL WORLD PRODUCTION



Thousand metric tons





Acerinox Europa Factory



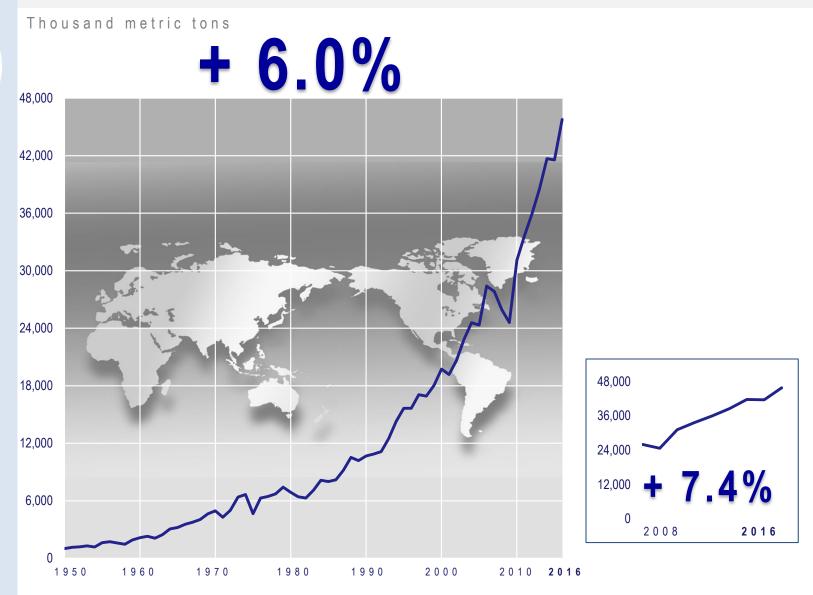


North American Stainless Factory



#### **WORLD PRODUCTION**

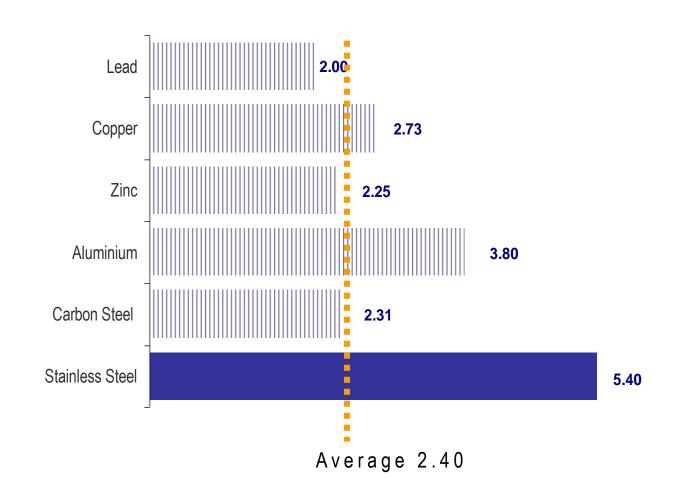




#### STAINLESS STEEL AND ALTERNATIVE METALIC MATERIALS



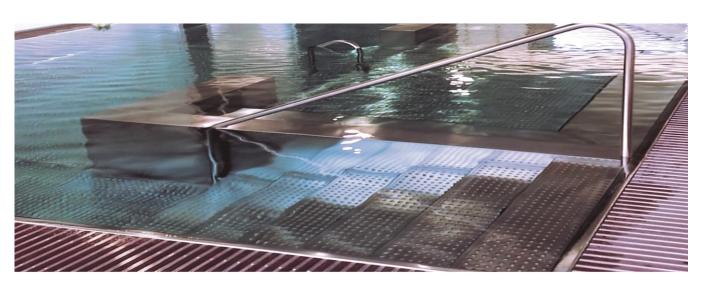
Compound annual growth in % (year 1980-2016)







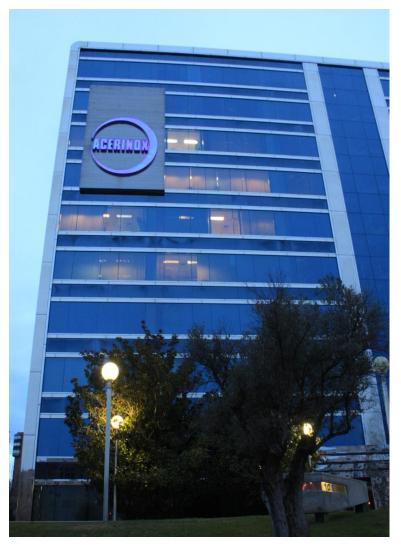
Lorry with trailer made of stainless steel



Swimming pool interior and ornaments made of stainless steel



#### Acerinox Headquarters



#### **ACERINOX PRODUCTION**

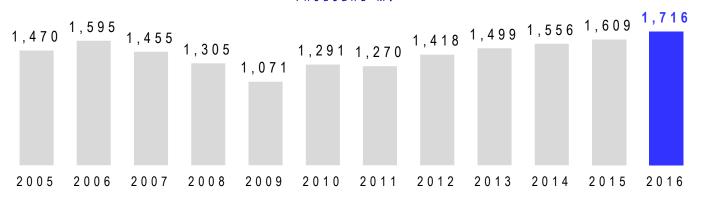


				2015	Variation			
		Q1	Q2	Q3	Q4	Accumulated	Jan-Dec	(%)
Melting shop	Mt	575	652	637	637	2,475	2,320	6.7%
Hot rolling shop	l pu	526	563	572	572	2,209	2,039	8.3%
Cold rolling shop	onsa	418	428	429	429	1,716	1,609	6.6%
Long product (Hot rolling)	T	54	64	54	54	224	216	3.9%

#### New cold rolling production record Second best year in melting and hot rolling

#### Cold rolling production

Thousand Mt





Cutting Line, Bahru Stainless





Bahru Stainless Factory



#### **EXCELLENCE PLAN**



	TARGET ACHIEVED					
Excellence Plan I	73% 97 Million EUR					
Excellence Plan II	59% 52 Million EUR					
Excellence Plan III	88% 53 Million EUR					
Excellence Plan IV	74% 50 Million EUR					



#### **EXCELLENCE PLAN V: 2017-2018**

5 blocks: excellence in operations, working capital management, supply chain optimization and commercial and personnel management

Recurrent savings 50 million EUR

#### MAIN FINANCIAL FIGURES



	2016	2015	Variation
NET SALES	3,968	4,221	-6.0%
EBITDA	329	286	15.0%
RESULT AFTER TAXES & MINORITIES	80	43	87.3%
Cash flow from operating activities	269	17	1442.7%



Debt reduction: 91 million EUR

Payments for investments on fixed assests: 156 million EUR

Dividends paid to shareholders: 27 million EUR

Source: Platts

#### REFINANCING, MAY 2016



Amount: 717 million euros

12 Bilateral contracts

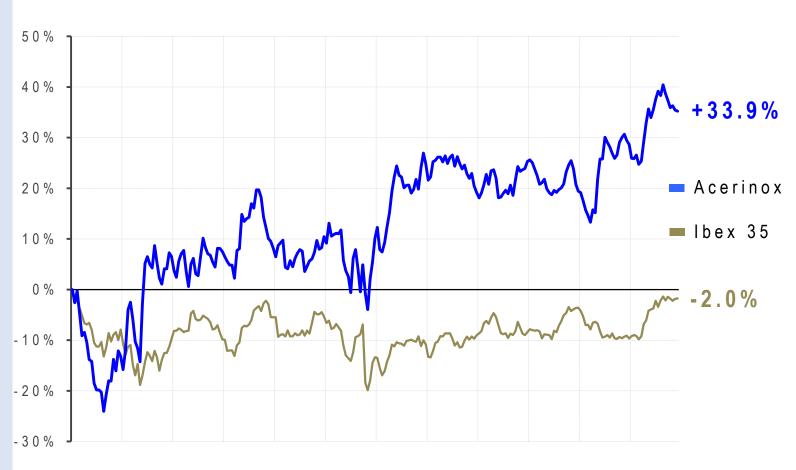
Cost reduction

Average maturity: 3.6 years

No covenants

## EVOLUTION OF THE STOCK EXCHANGE MARKET: ACERINOX & IBEX 35





#### NORTH AMERICAN STAINLESS INVESTMENTS



#### Bright Anneal and ZM lines investments

- 116 million euros
- Payback: <5 years</li>
- Goals:
  - To enter BA market in the United States
  - Increase NAS capacity utilization
- Main applications: home appliances, cutlery, tank trucks, chimneys, etc.



Construction ZM, NAS



First NAS ZM coil: January 2017

Start-up BA line: second quarter 2017

Sendzimir (ZM), NAS

### ACERINOX EUROPA INVESTMENTS



#### AP and ZM lines

140 million euros

Payback: <5 years</li>

• Start up: ending of 2017

#### Goals:

- higher value-added products
- increase sales to direct client
- improve capacity utilization
- cost savings and reduction of emissions



o 5 construction, Acerinox Europa



Acerinox Europa Factory



# R & D + i

ACERINOX

R & D+i laboratory in the Acerinox Europa Factory



# R & D + i

ACERINOX

Automated laboratory at the Columbus factory



## **ACERINOX AND THE UNIVERSITY**







Signing of the agreement with the Pontificia de Comillas University

I Acerinox Award

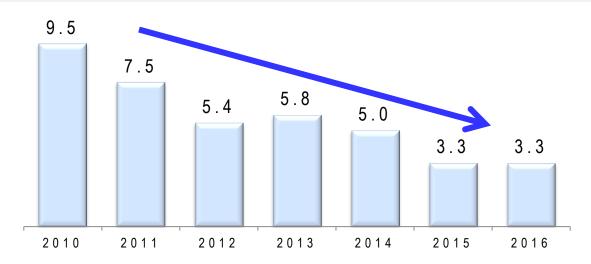


Bahru Factory in Malaysia



### **ACCIDENT RATE: TARGET ZERO ACCIDENTS**





Accident rate = total no. injuries and illnesses \* 200,000 / no. worked hours



### CORPORATE GOVERNANCE AND SUSTAINABILITY





Global Reporting Inciative G-4



Carbon Disclosure Project





Roldán Factory





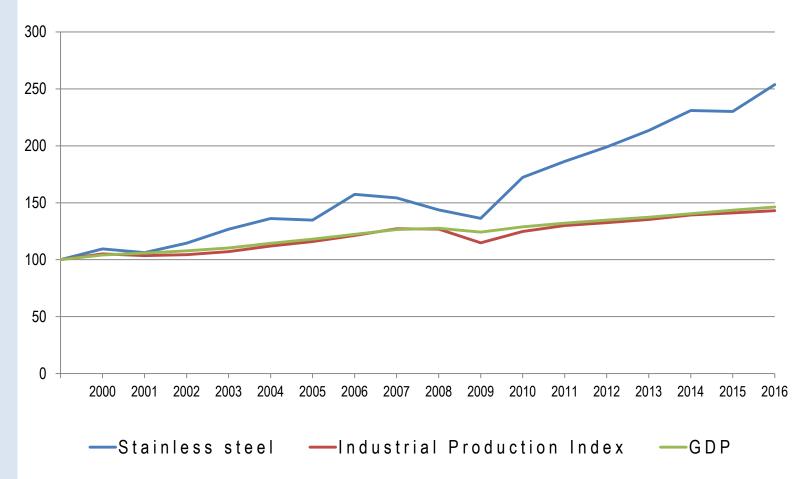
Pipes in mining installation



## GROWTH OF STAINLESS STEEL VS IPI AND GDP

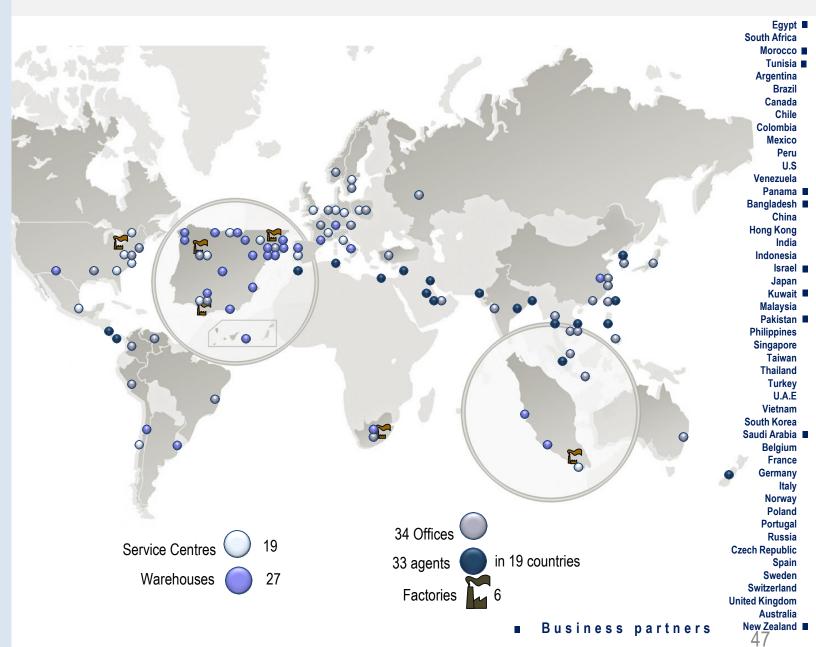


Base 100: year 1999



## **GLOBAL PRESENCE**







Columbus Stainless Factory



## Q1 2017 MAIN FINANCIAL FIGURES



	2017	2016	Variation
Net sales	1,252	953	31.4%
EBITDA	191	41	366.6%
Result after taxes and minorities	98	-8	

EBITDA MARGIN 15.3%
NOT ACHIEVED SINCE 2006

# **HUMAN CAPITAL**





## **GENERAL SHAREHOLDERS' MEETING 2016**



