# ACERINOX 

## 2016 <br> FIRST QUARTER RESULTS

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## MAIN FINANCIAL FIGURES OF ACERINOX

Million EUR

|  | Q1 2016 | Q1 2015 | Variation |  |
| :---: | :---: | :---: | :---: | :---: |
| NET SALES | 953,35 | 1.144,31 | -16,7\% | Q1 results, in |
| EBITDA | 40,99 | 102,55 | -60,0\% |  |
| EBIT | 0,55 | 61,89 | -99,1\% | expectations, <br> reflect the |
| RESULT BEFORE TAXES | -7,35 | 48,20 | --- | difficult market |
| RESULT AFTER TAXES \& MINORITIES | -8,31 | 31,01 | --- | conditions in late 2015 and |
| Net Financial Debt | 693,41 | 853,47 | -18,8\% |  |
| No. of employees | 6.502 | 6.486 | 0,2\% |  |

## OFFICIAL NICKEL PRICE IN THE L.M.E.

Years 2015 and 2016 , up to April 27


2006-2016 (up to March)


## STAINLESS STEEL COLD ROLLED COIL PRICES AISI 3042.0 mm



North American Stainless announced two price increases for Qi deliveries

## PRODUCTION

Thousand Mt



## HOT ROLLING

## +0.4\% over Q1 2015 <br> +9\% over Q4





## PROFIT AND LOSS ACCOUNT

Million EUR

|  |  | January-March |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2016 | 2015 | Variation |
|  | Net sales | 953.35 | 1,144.31 | -16.7\% |
| After an adjustment of inventories to NRV (-9 million EUR) | EBITDA | 40.99 | 102.55 | -60.0\% |
|  | \% over sales | 4.3\% | 9.0\% |  |
|  | EBIT | 0.55 | 61.89 | -99.1\% |
|  | \% over sales | 0.1\% | 5.4\% |  |
|  | Result before taxes | -7.35 | 48.20 | ---- |
|  | Result after taxes and minorities | -8.31 | 31.01 | ---- |
|  | Depreciation | 40.20 | 40.42 | -0.5\% |
|  | Net cash flow | 31.89 | 71.43 | -55.4\% |

## QUARTERLY EVOLUTION OF OUR EBITDA

Million EUR


## BALANCE SHEET

Million EUR

| ASSETS |  |  |  | LIABILITIES |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar 16 | 2015 | Variation |  | Mar 16 | 2015 | Variation |
| Non-current assets | 2,229.18 | 2,317.53 | -3.8\% | Equity | 1,913.69 | 2,023.30 | -5.4\% |
| Current assets | 1,718.76 | 1,808.14 | -4.9\% | Non-current liabilities | 921.27 | 995.59 | -7.5\% |
| - Inventories | 737.12 | 824.93 | -10.6\% | - Interest-bearing loans and borrowings | 670.84 | 741.16 | -9.5\% |
| - Debtors | 532.42 | 478.85 | 11.2\% | - Other non-current liabilities | 250.43 | 254.43 | -1.6\% |
| Trade debtors | 496.19 | 439.54 | 12.9\% |  |  |  |  |
| Other debtors | 36.23 | 39.31 | -7.9\% | Current liabilities | 1,112.99 | 1,106.77 | 0.6\% |
| - Cash and other current assets | 449.22 | 504.36 | -10.9\% | - Interest-bearing loans and borrowings | 443.44 | 449.54 | -1.4\% |
|  |  |  |  | - Trade creditors | 567.19 | 566.28 | 0.2\% |
|  |  |  |  | - Other current liabilities | 102.35 | 90.96 | 12.5\% |
| TOTAL ASSETS | 3,947.94 | 4,125.67 | -4.3\% | TOTAL EQUITY AND LIABLITIES | 3,947.94 | 4,125.67 | -4.3\% |

## Net Financial Debt: EUR 693 million

Gearing: 36\%

## CASH FLOW STATEMENT

Million EUR


| Result before taxes | -7.4 | 76.9 | 48.2 |
| :---: | :---: | :---: | :---: |
| Adjustments for: | 41.6 | 210.2 | 58.3 |
| Depreciation and amortisation | 40.2 | 163.7 | 40.4 |
| Changes in provisions and impairments | -3.1 | 2.3 | -1.2 |
| Other adjustments in the result | 4.5 | 44.1 | 19.1 |
| Changes in working capital | 14.4 | -129.5 | -260.6 |
| Changes in operating working capital | 32.1 | -244.0 | -378.6 |
| - Inventories | 87.8 | 26.8 | 49.9 |
| - Trade debtors | -56.7 | 4.0 | -236.1 |
| Trade creditors | 0.9 | -274.8 | -92.6 |
| Others | -17.6 | 114.5 | 117.9 |
| Other cash-flow from operating activities | -3.9 | -140.1 | -46.5 |
| Income tax | 3.5 | -94.5 | -35.9 |
| Financial expenses | -7.4 | -45.6 | -10.6 |
| NET CASH-FLOW FROM OPERATING ACTIVITIES | 44.7 | 17.4 | -200.6 |
| Payments for investments on fixed assets | -30.7 | -67.5 | -13.0 |
| Others | -0.4 | -0.1 | -1.9 |
| NET CASH-FLOW FROM INVESTING ACTIVITIES | -31.0 | -67.6 | -14.8 |
| NET CASH-FLOW GENERATED | 13.7 | -50.2 | -215.4 |
| Acquisition of treasury shares | 0.0 | -0.1 | 0.0 |
| Dividends payed to shareholders and minorities | 0.0 | -47.8 | 0.0 |
| Changes in net debt | -61.0 | -177.7 | -26.2 |
| Changes in bank debt/private placement | -76.4 | -163.4 | 15.7 |
| Conversion differences | 15.4 | -14.3 | 41.9 |
| Attributable to minority interests | 0.0 | 0.0 | 0.0 |
| Others | 0.2 | 0.3 | 0.1 |
| NET CASH-FLOW FROM FINANCING ACTIVITIES | -60.8 | -225.3 | -26.1 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | -47.1 | -275.4 | -241.5 |
| Opening cash and cash equivalents | 480.0 | 738.4 | 480.0 |
| Effect of the exchange rate fluctuations on cash held | -12.0 | 17.0 | 19.5 |
| CLOSING CASH AND CASH EQUIVALENTS | 420.9 | 480.0 | 257.9 |

Investments in NAS and Acerinox Europa

# ACERINOX <br> Q\&A 

2016
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