

**Aurubis AG**  
**Metals for Progress**

*Angela Seidler*  
*Vice President*  
*Investor Relations & Corporate Communications*

*Family Office Day*  
*September 29, 2020*

## Employees

- » Group-wide task force meets daily
- » Strict hygiene measures have been implemented group-wide
- » Process for determining contacts in cases of infection or suspicion of infection – very effective
- » International business trips prohibited
- » Work-from-home arrangements



## Production

- » Production is being maintained at all sites
- » Safeguarding supply chains
- » Isolated concentrate delivery bottlenecks from South America have been balanced out by our diversified supplier structure and other countermeasures
- » Recycling materials stocked in a timely manner
- » Maintenance work moved ahead of schedule in the rod plant due to reduced demand

## Product demand

- » Copper cathode market in Q3 with significant recovery in China; significantly weaker demand for copper products
- » Global sulphuric acid markets still characterised by oversupply

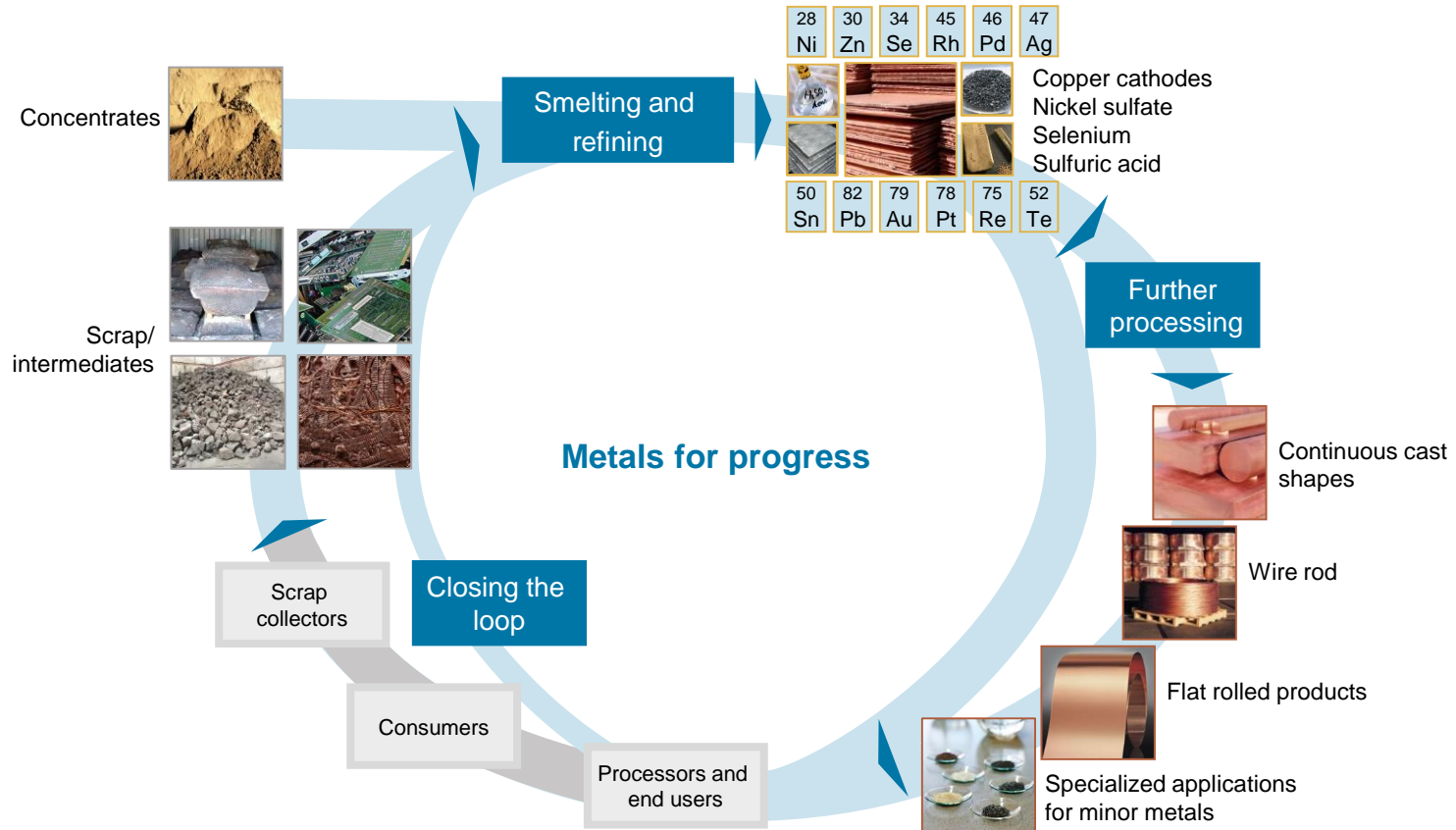
**Our metals for an innovative world:  
our copper will enable the trends of the future**

















**Continuous growth  
in metal demand  
expected**



# Aurubis' strengths include productivity, efficiency, environmental protection, and processing expertise

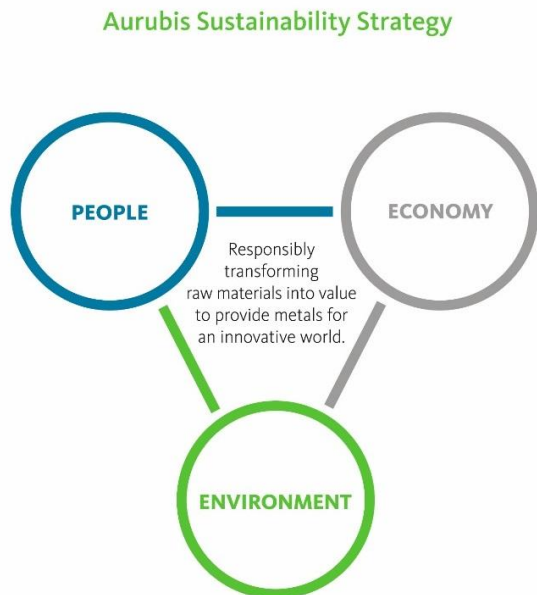


	FY 2018/19	Position
 Concentrate processing*	2,225,000 t	No. 4 worldwide
 Copper scrap input	291,000 t	No. 1 worldwide
 Cathode output*	1,075,000 t	No. 5 worldwide
 Continuous cast wire rod output	804,000 t	No. 3 worldwide
 Copper shapes output	174,000 t	No. 1 in Europe
 Flat rolled products + specialty wire output	210,000 t	No. 1 worldwide
 Sulfuric acid output	2,101,000 t	

	FY 2018/19
 Gold	51 t
 Silver	861 t
 Lead	19,038 t
 Nickel	3,067 t
 Tin	1,631 t
 Minor metals	943 t
 Platinum group metals (PGMs)	9,771 kg

\* Custom smelter production

## Aurubis Sustainability Strategy 2018-2023, main sustainability ratings & initiatives



68 of 100 (2018)  
74 of 100 (2019)



2020: Gold  
Gold = the best 5% of rated companies



Best Newcomer (2015)  
MDAX Leader (2016)  
Score B (2017, 2018, and 2019)



## Executive summary of Q3 2019/20: Aurubis is still only marginally affected by COVID-19 impacts

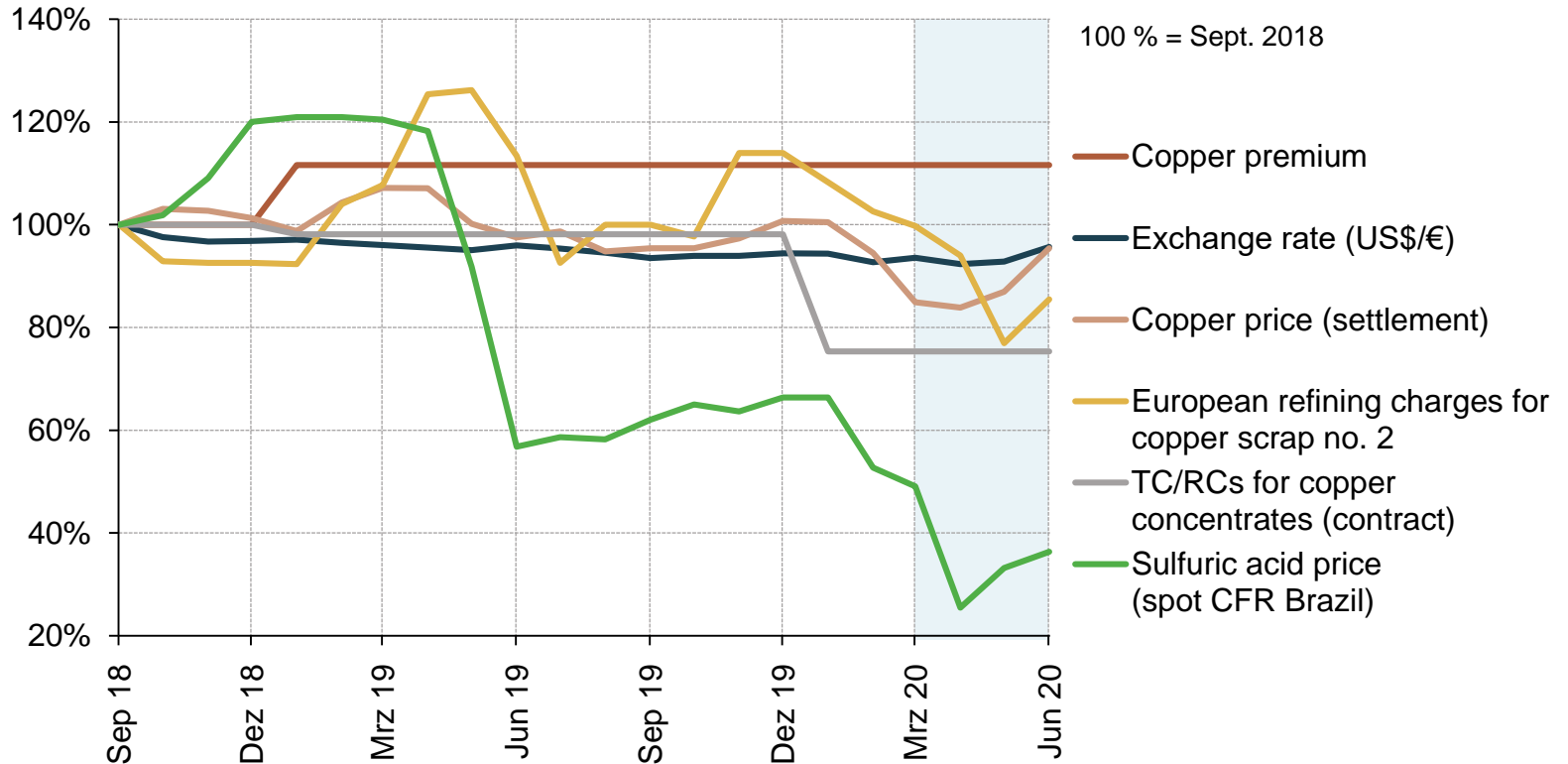


- » 9-month result once again reflects a solid profit and stable balance sheet
  - » Operating EBT of € 133 million (PY: € 125 million)
  - » ROCE of 8.5 % (PY: 7.3 %), burdened by the impairments in Q4 2018/19 in Segment FRP
  - » Net cash flow at € 166 million (PY: € -240 million)
  - » We confirm our forecast for FY 2019/20: operating EBT between € 185 million and € 250 million
- » Metallo acquisition included in the consolidated financial statements for the first time, for one month
- » ESG-linked Schuldschein loan of € 400 million successfully placed for the first time
- » Dividends of € 56 million paid out in March
- » Share buyback program amounting to € 200 million started in mid-March, first tranche started in March concluded in June, 1.6 % bought back; second tranche started in September until November 2020
- » Measures from the efficiency improvement program with a focus on cost reduction are currently being discussed with the Works Council

# Market conditions in first nine month 2019/20: A mixed and volatile picture



Trend in significant market prices and refining charges

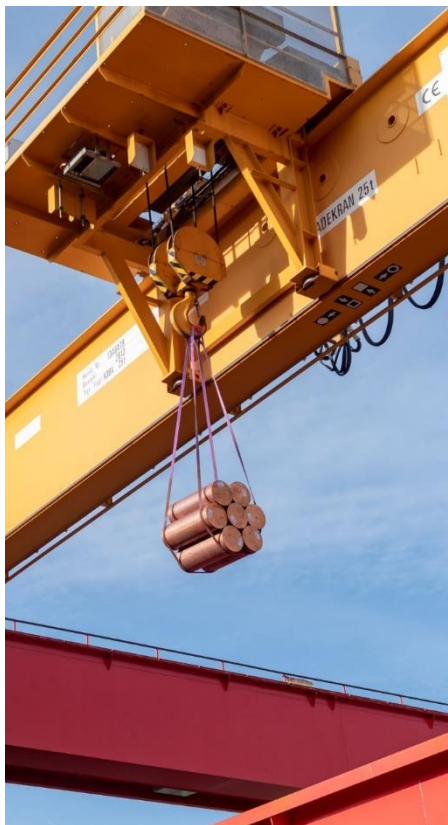






(operating IFRS)		9M 2019/20	9M 2018/19	Change vs. prior year
Revenues	€m	8,896	8,681	2 %
Gross profit	€m	848	835	2 %
EBITDA	€m	254	234	9 %
EBIT	€m	139	132	5 %
EBT	€m	133	125	6 %
Consolidated net income	€m	103	95	8 %

# Still very robust key figures provide room for future growth



		9M 2019/20	9M 2018/19	Target
ROCE*	%	8.5	7.3	15.0
Equity ratio (equity / total liabilities)	%	48.5	52.7	> 40.0
Debt coverage**		0.7	0.9	< 3.0

Additional KPIs		9M 2019/20	9M 2018/19
Capital expenditure (including finance leases)	€m	163	143
Capital employed (balance sheet date)	€m	2,857	2,794
Net cash flow	€m	166	-240

\* Rolling EBIT last 4 quarters

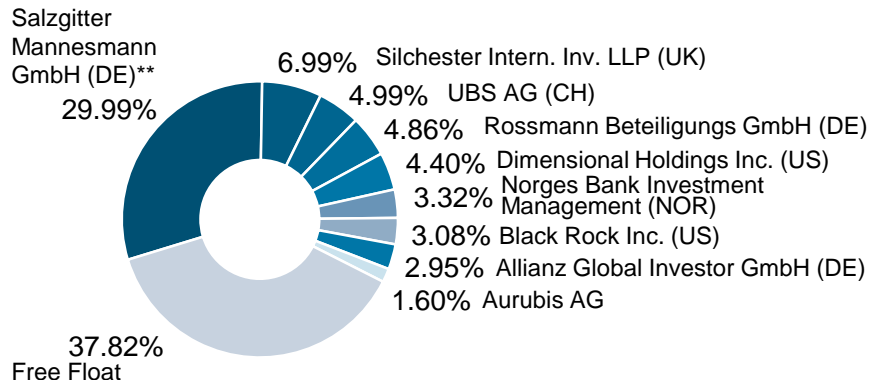
\*\* Net financial liabilities / rolling EBITDA last 4 quarters

Listed in the following indices:

- » MDAX index
- » Global Challenges Index (GCX)

## Shareholder structure

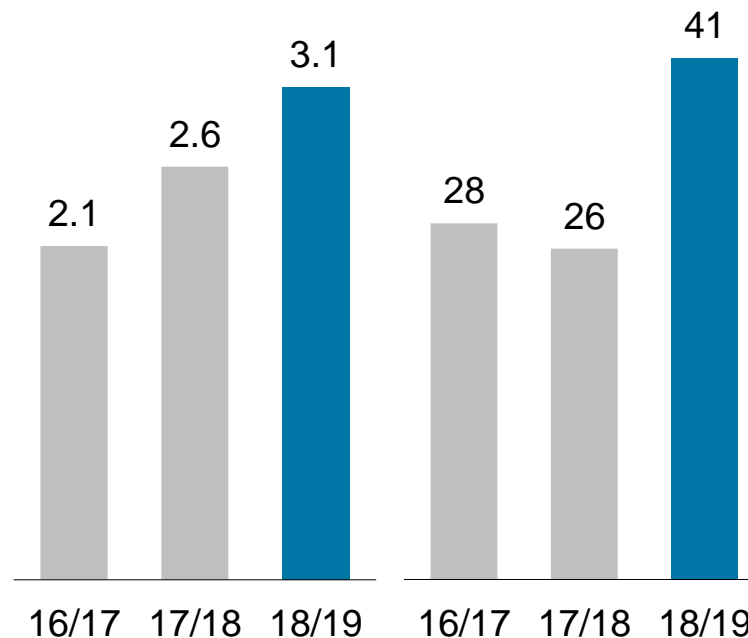
July 29, 2020\*



\* Voting rights attached to shares and instruments in accordance with Sec. 33, 34, and 38 WpHG  
 \*\* According to Salzgitter announcement in its analyst conference on the first half of 2020

Dividend yield  
(in %)

Payout ratio  
(in %, calculated based on operating IFRS consolidated net income)



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- » Aurubis acquires a technology leader and strengthens its footprint in the processing of non-ferrous recycling materials
- » Further diversifies Aurubis' business model towards multi-metal recovery and strengthens Aurubis' metal portfolio, especially nickel, tin, zinc, and lead
- » Metallo's zero waste business model will boost Aurubis' sustainability contribution
- » Complementary business models create potential to unlock significant synergies
- » € 400 million ESG-linked Schuldschein loan successfully redeemed bridge loan to finance acquisition
- » Integration process is progressing, material milestones to be concluded by the end of the calendar year
- » Synergies due to optimization of input mix, smelter network, and leveraging of efficiencies



# The acquisition strengthens Aurubis' multi-metal portfolio of key metals especially, like copper, nickel, tin, zinc, and lead

## Aurubis and Metallo

➔ increase in metal production compared to current output

<p><b>Copper</b></p> <p>➔</p> 	<p><b>Gold</b></p> <p>➔</p> 	<p><b>Silver</b></p> <p>➔</p> 	<p><b>Lead</b></p> <p>⬆</p> 
<p><b>Nickel</b></p> <p>⬆</p> 	<p><b>PGMs</b></p> <p>Platinum Osmium Iridium Ruthenium Rhodium Palladium</p> 	<p><b>Tin</b></p> <p>⬆</p> 	<p><b>Minor Metals</b></p> <p>Selenium Tellurium Rhenium Antimony Bismuth</p> 
<p><b>Zinc</b></p> <p>⬆</p> <p><b>New</b></p> 			

## Strong investor appetite

High oversubscription enabled increase in volume from € 200 to € 400 million

## Expanded funding base

~ 90 investors – incl. savings banks, private banks, credit unions, non-German banks

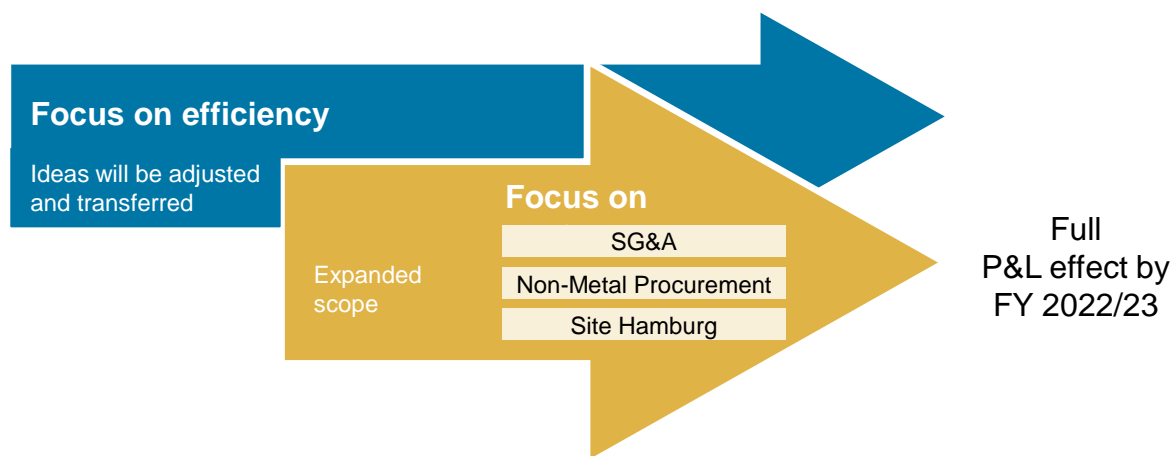
## Diversified maturity profile

Tranches with terms of 3, 5, and 7 years

- » Forerunner within the sector: Aurubis is the first European company in the basic materials industry with an ESG-linked SSD
- » It will be used for general company financing as well as for the Metallo acquisition
- » SSD with variable interest rates that are based on the rating Aurubis receives from the recognized, independent sustainability agency EcoVadis
- » Aurubis' responsibility for supply chains, the environment, and people is therefore directly linked to its financing costs
- » High level of investor interest as clear proof of Aurubis' robust financial KPIs, sustainably positioned business model, and responsible business activities
- » SSD launch date: May 7, 2020 | Settlement: June 23, 2020
- » Placement mandate: Commerzbank, DZ Bank, and Helaba

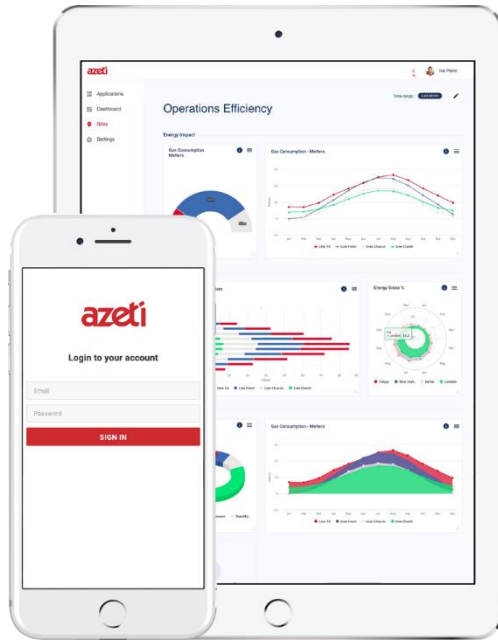
**We have a clear objective:**

**We want to become the most efficient and sustainable integrated smelter network worldwide.**



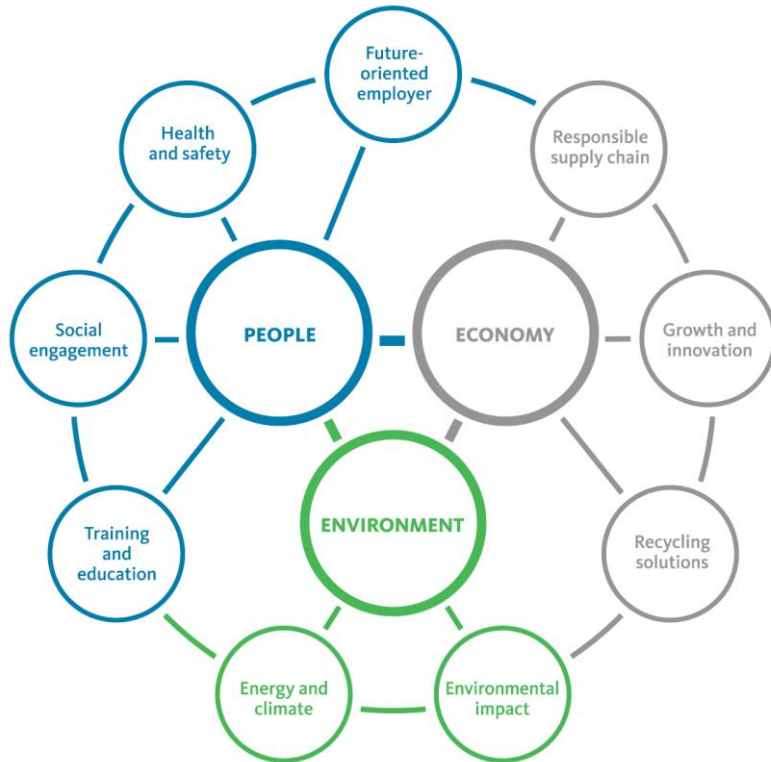
- » Measures are being implemented
- » Talks with employee representative bodies are at an advanced stage





- » azeti ensures resources, software, and knowledge in the long term
- » Aurubis secures the expertise of 20 employees and thus lays the foundation for setting up a digital organization in the company
- » **IoT platform** (internet of things) allows optimization potential to be identified in production and will be developed continuously
- » This platform will enable us to make operations more flexible, to optimize shutdown planning, to reduce maintenance efforts, and to process raw materials even more efficiently

## Aurubis Sustainability Strategy



- » Running from 2018 to 2023
- » Released September 2018
- » Balance of economy, environment, people
- » 9 action areas
- » 9 targets
- » 27 measures
- » All targets and measures at [www.aurubis.com/sustainabilitystrategy](http://www.aurubis.com/sustainabilitystrategy)



## ENVIRONMENT

	Year	Target	Status as at 9/30/2019
Introduction of environmental management in accordance with ISO 14001	CY 2022	Group-wide	12/16 sites <sup>1</sup>
Introduction of energy management in accordance with ISO 50001	FY 2021/22	Group-wide	8/16 sites <sup>1</sup>
Reduction in CO <sub>2</sub> emissions	FY 2022/23	100,000 t <sup>2</sup>	74 %
More flexibility in electricity use	FY 2022/23	10 %	Aurubis Hamburg: 10 %
Specific metal emissions to water <sup>3</sup>	CY 2022	-40 %	-52 %
Specific dust emissions to air <sup>3</sup>	CY 2022	-15 %	-13.4 %

## PEOPLE

	Year	Target	Status as at 9/30/2019
Hours of training per employee	FY 2022/23	18	15.2
LTIFR	FY 2021/22	≤ 1.0	5.8

## ECONOMY

	Year	Target	Status as at 9/30/2019
Contracts with primary raw material suppliers that include a human rights and environmental protection clause	FY 2022/23	100 %	> 80 %
Introducing the Aurubis Business Partner Code of Conduct	FY 2018/19	Group-wide	Implementation ongoing

<sup>1</sup> Production sites incl. Schwermetall Halbzeugwerk GmbH & Co. KG, Stolberg

<sup>2</sup> Through energy efficiency projects and internal electricity projects, base year FY 2012/13

<sup>3</sup> Figures relate to the copper production sites Hamburg, Lünen, Olen, Pirdop, base year 2012, status as at 12/31/2018



- » Launched for **copper producers** in March 2020
- » Basis: UN SDGs & Risk Readiness Assessment
- » Independent assessment every **3 years**
- » Regular review of criteria (evolving system)
- » **Chain of custody** later
- » Focus on steady improvement of the sector
- » **Partners** are listed on the website

The copper value chain demonstrates responsibility to mutually improve and develop.



In total, we expect an operating EBT between € 185 and 250 million and an operating ROCE between 8 and 11 % for fiscal year 2019/20.

### Interval forecast

	Operating EBT in € million	Operating ROCE in %
Group	185-250	8-11
Segment MRP	230-310	11-16
Segment FRP	-3 - -8	< 0



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## Company highlights

- » Based in Hamburg, Aurubis AG is the largest integrated copper producer in Europe and the global market leader in copper recycling with the best available technology
- » The company's main expertise is in optimally processing concentrates and recycling raw materials with complex qualities
- » Metallurgical know-how, state-of-the-art plant facilities, and extraordinarily high environmental standards for the sector make Aurubis an attractive partner for raw material suppliers
- » The company, which was founded in 1866 as Norddeutsche Affinerie AG, is listed in the MDAX and produces more than 1 million t of copper cathodes and various copper products from them with about 7,400 employees worldwide
- » The Group is active in more than 20 countries and has production sites concentrated in Europe and North America
- » Aurubis is one of the world's leading producers of cathodes, rod, and flat rolled copper products





### Forward-looking statements

This document contains forward-looking statements that involve risks and uncertainties, including statements about Aurubis' plans, objectives, expectations, and intentions. Readers are cautioned that forward-looking statements include known and unknown risks and are subject to significant business, economic, and competitive uncertainties and contingencies, many of which are beyond the control of Aurubis. Should one or more of these risks, uncertainties, or contingencies materialize, or should any underlying assumptions prove incorrect, actual results could vary materially from those anticipated, expected, estimated, or projected.