

## Aurubis AG Metals for Progress



### **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



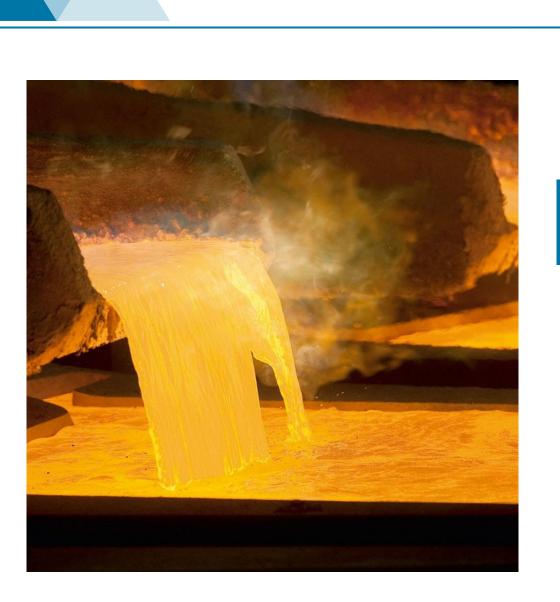
### Production

- » 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





Agenda

## 1. Aurubis' market position

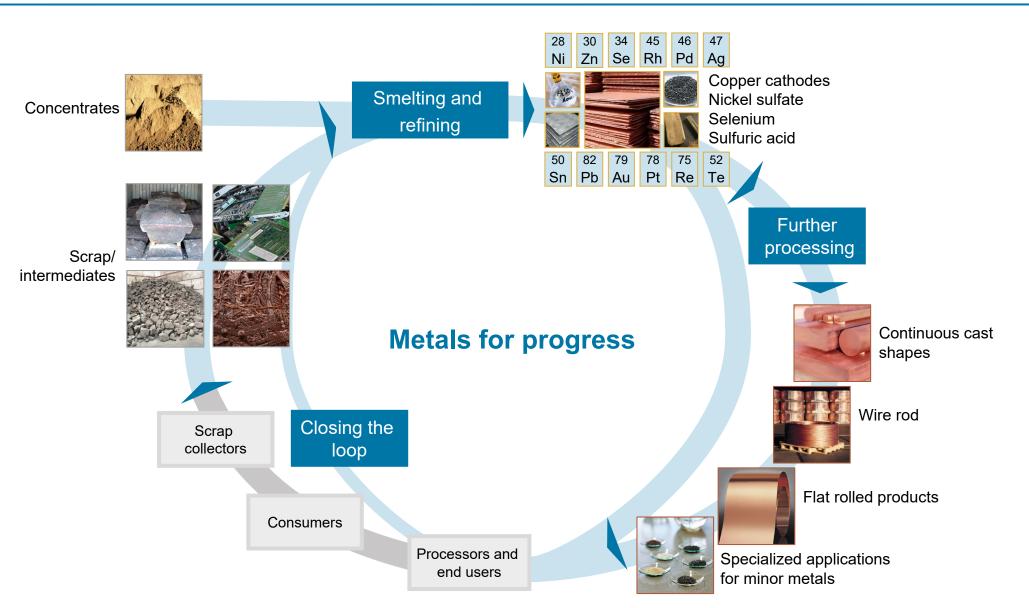
- 2. Copper market
- 3. Financial data
- 4. Strategy and outlook

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





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



Aurubis



	FY 2018/19	Position		FY 2018/19
Concentrate processing*	2,225,000 t	No. 4 worldwide	Gold	51 t
Copper scrap input	291,000 t	No. 1 worldwide	Silver	861 t
Cathode output*	1,075,000 t	No. 5 worldwide	Lead	19,038 t
Continuous cast wire rod output	804,000 t	No. 3 worldwide	Nickel	3,067 t
Copper shapes output	174,000 t	No. 1 in Europe	Tin	1,631 t
Flat rolled products + specialty wire output	210,000 t	No. 1 worldwide	Minor metals	943 t
Sulfuric acid output	2,101,000 t		Platinum group metals (PGMs)	9,771 kg

\* Custom smelter production

### Aurubis Group production sites







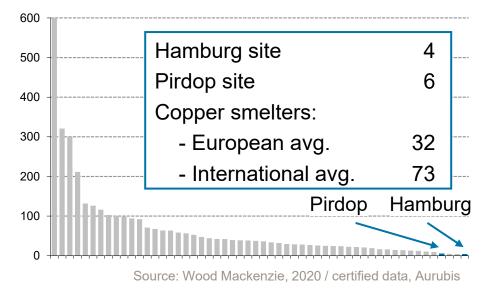
» Avellino	IT	» Mortara	IT
» Berengo	ES	» Olen	BE
» Beerse	BE	» Pirdop	BG
» Buffalo	US	» Pori	FI
» Dolný Kubín	SK	» Röthenbach	DE
» Emmerich	DE	» Smethwick	GB
» Fehrbellin	DE	» Stolberg	DE
» Hamburg	DE	» Zutphen	NL
» Lünen	DE		

» Aurubis has a service and sales network in more than 20 countries (Europe, Asia, and North America) Environmental compliance is one of Aurubis' key strengths and a competitive advantage



### Primary copper

# $SO_2$ emissions of copper smelters (in kg $SO_2$ per t of copper)



- » Outstanding success in environmental and climate protection
- » One of the most environmentally friendly copper producers in the world today



Recycling

- » Largest copper recycler in the world with the best available technology
- » High metal recovery rates while observing stringent environmental standards with its multi-metal recycling process

Sustainability is a fundamental component of the Aurubis strategy

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









## 1. Aurubis' market position

## 2. Copper market

- 3. Financial data
- 4. Strategy and outlook

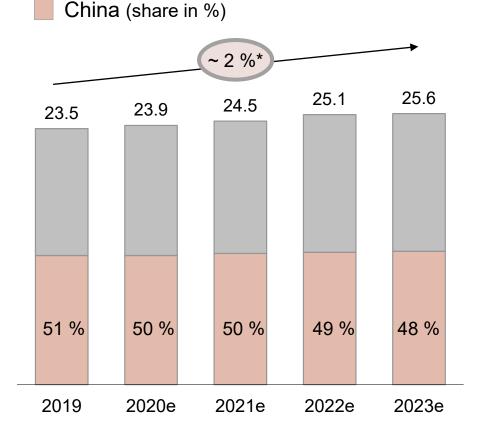
Our market environment: opportunities and challenges for further development



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Global demand for refined copper (in million t)



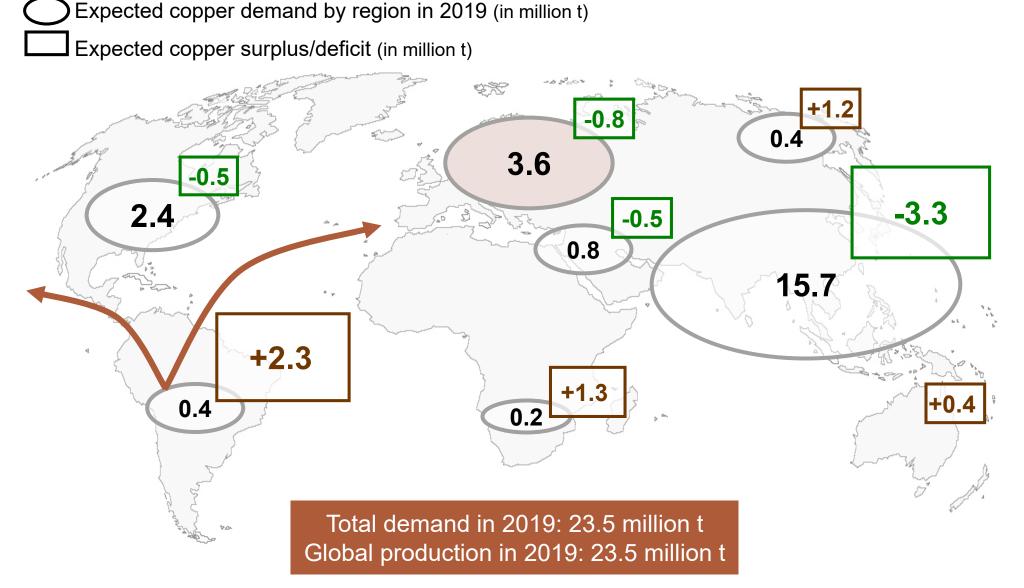
- China continues to be the most important source of global copper demand (approx. 50 % share) and a major net importer
- » Growth potential for copper use is primarily found in infrastructure expansion (electricity and telecommunications/5G), in machinery and plant engineering, as well as in construction and transportation (electric vehicles)
- » Further momentum from the "One Belt, One Road" initiative
- » Development in emerging countries and the use of new technologies increase the long-term need for copper, also outside of China

\*CAGR (Compound Annual Growth Rate) Source: Wood Mackenzie, 12/2019

#### September 2020

# The European copper market traditionally shows a cathode deficit

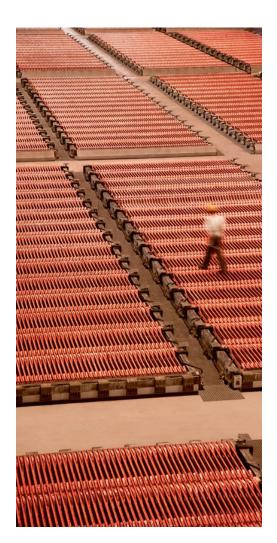


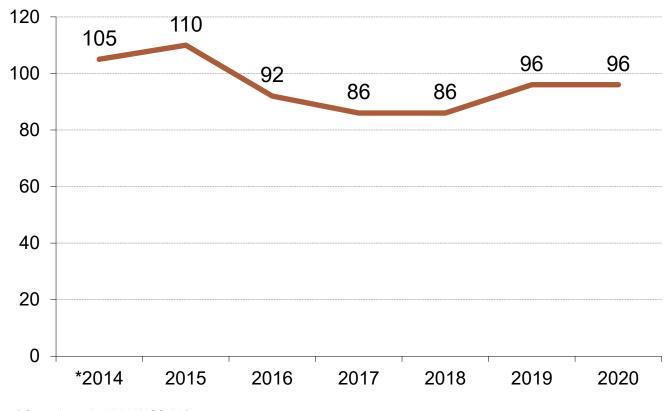


### Aurubis copper premium



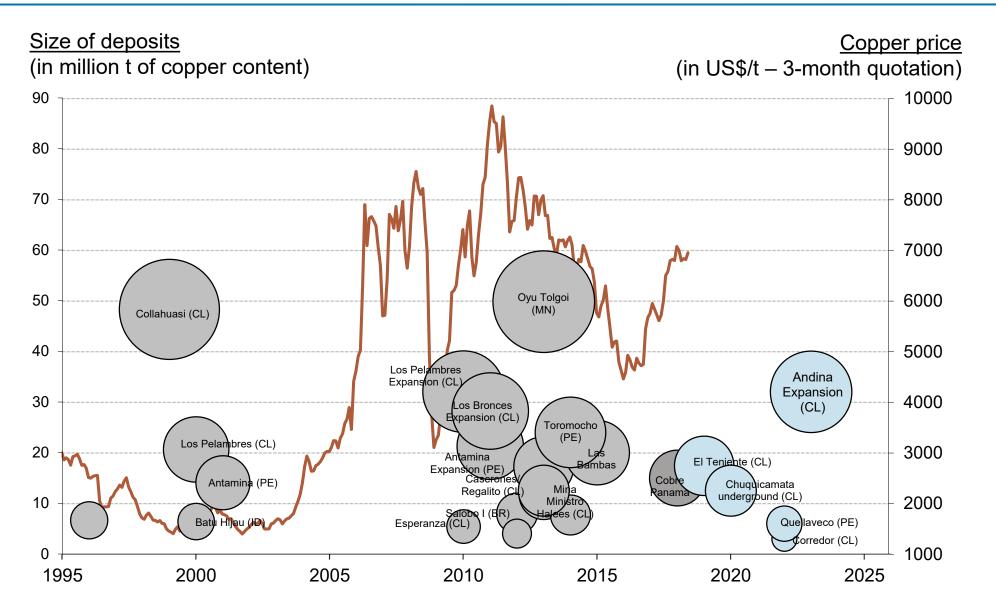
(in US\$/t)







### Expected copper prices will support mining projects

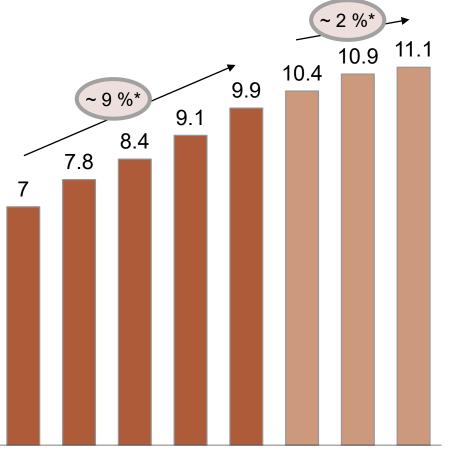


Aurubis

September 2020



Production of refined copper in China (in million t)



2015 2016 2017 2018 2019 2020e 2021e 2022e

\*CAGR (Compound Annual Growth Rate) Quelle: Wood Mackenzie 12/2019

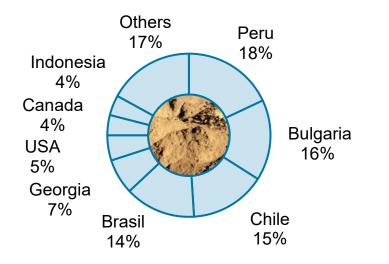
#### September 2020

- » Expected production increases will primarily take place at a number of existing smelters and be moderate for the most part
- » Low TC/RC level in 2020 is leading to capacity reductions in China
- » For Chinese producers, measures related to China's "Blue Sky Three Year Action Plan" could lead to
  - » higher production costs,
  - » stronger industry consolidation, and
  - » politically driven production disruptions

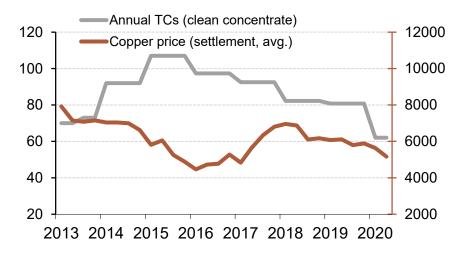
Increasing production continues to lead to a good concentrate supply on the market



### Origin of copper concentrates (in %)



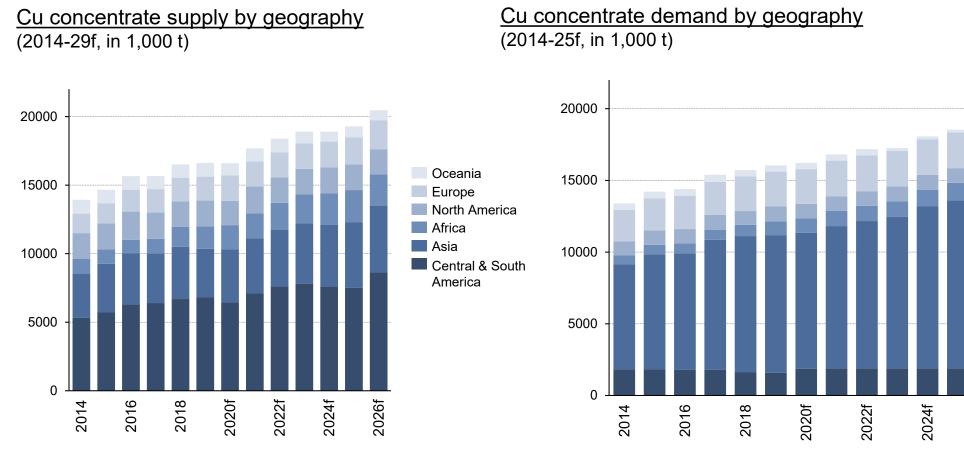
TC trend for copper concentrates (in US\$/t)



- » First 2020 framework contract between Freeport and Jiangxi Copper for standard concentrates with TC/RC of US\$ 62/t and 6.2 cts/lb
- » TC/RC levels vary according to concentrate complexity
- » Continuous high copper price incentivizes mines to maximize output and bring new mine capacities online in order to increase supply of concentrates
- » TC/RC levels are also affected by production disruptions, strikes, and export restrictions, as well as expanded smelting capacities in China

### Copper in concentrate supply and demand forecast





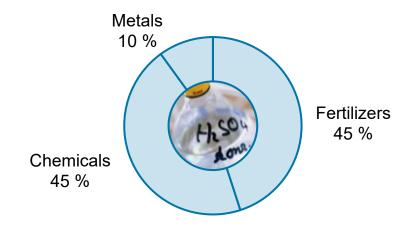
- » Until 2029, Cu in concentrate supply is expected to grow in almost all regions
- » Central & South America lead increase in supply, driven by a healthy mine project pipeline

- » Mount Isa in Australia is expected to shut down in 2023 due to environmental reasons
- » Asia expected to remain largest Cu concentrateconsuming region – the region, with China as the leading growth driver, will increase its concentrate demand by 5.0 % CAGR 20-25

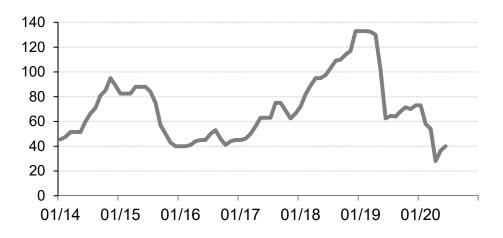
Source: Wood Mackenzie Q2 2020 September 2020



### Aurubis sulfuric acid output by sector/industry FY 2018/19

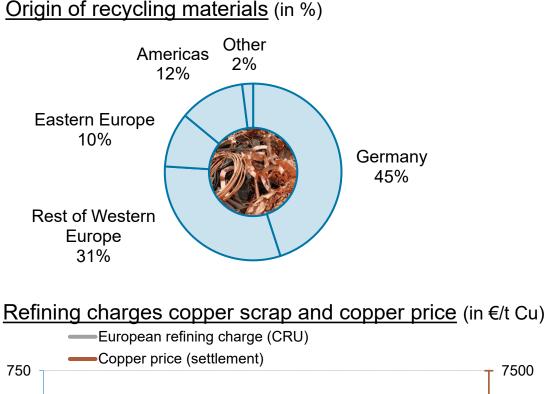


Sulfuric acid price (CFR Brazil spot, in US\$/t)



- » At Aurubis, sulfuric acid is a by-product of concentrate processing that is produced during flue gas desulfurization
- ~1 t of sulfuric acid is produced from
   ~1 t of concentrates
- Global market volume 2019
   ~281 million t
- » Aurubis produces ~2.1 million t of sulfuric acid per year
- » Sulfuric acid demand is sensitive to global economic developments



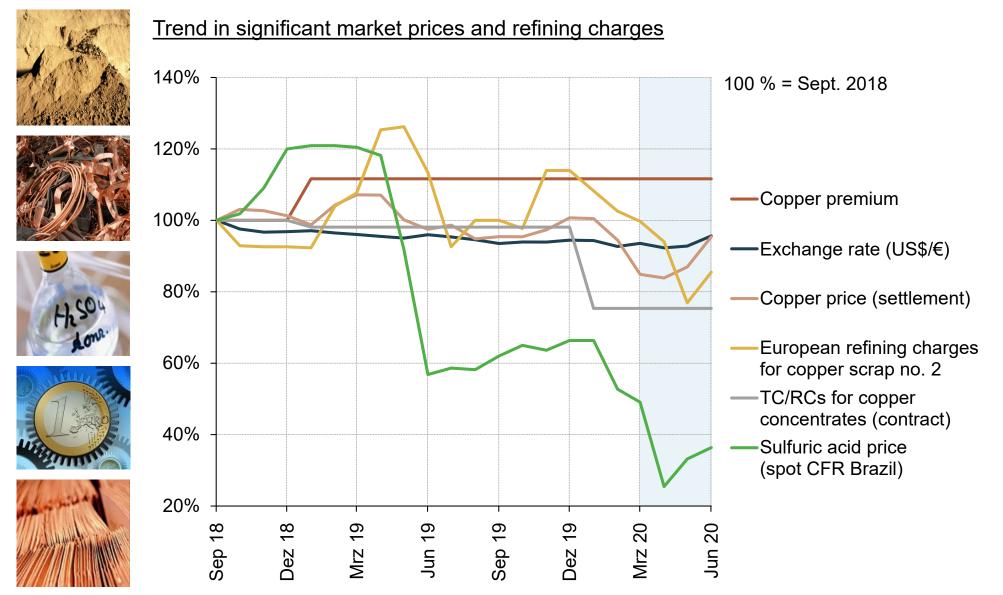


750 7500 6000 600 4500 450 300 3000 150 1500 0 0 2015 2017 2018 2019 2016 2020 2014

- Aurubis processes roughly 700,000 t of recycling materials that contain copper and different kinds of metal; 291,000 t of this quantity is No. 2 copper scrap
- » Metallo is focused on non-organic recycling materials with lower metal content and processes more than 315,000 t
- The supply of recycling materials tends to fluctuate depending on factors such as metal prices
- » Various import restrictions introduced for recycling materials in China are changing international material flows

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

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TC/RC	Treatment and refining charge = Mines' payments to smelters for processing copper concentrates into cathodes. Smelters' central profit driver – primarily influenced by concentrate supply and demand
RC	Refining charge = Fee for processing copper scrap, blister, and recycling materials into cathodes; primarily influenced by the situation on the European scrap markets
Metal prices	Price risks fundamentally eliminated at Aurubis by hedging; strong influence on revenues and working capital, also for our customers
Cathode premium	Surcharge for high-quality cathodes (Grade A) and a premium for cathode delivery, paid by the customer; expresses the scarcity in structurally undersupplied markets
Product surcharge	Processing price for converting cathodes into copper products (wire rod, shapes, flat rolled products, etc.), paid by the customer
Sulfuric acid	Sulfuric acid $(H_2SO_4)$ is a by-product of concentrate processing; 1 t of sulfuric acid is generally produced per t of concentrates treated







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### 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 concluded in June, 1.6 % bought back
- » Measures from the efficiency improvement program with a focus on cost reduction are currently being discussed with the Works Council

Gross profit demonstrates the resilience of the Aurubis business model

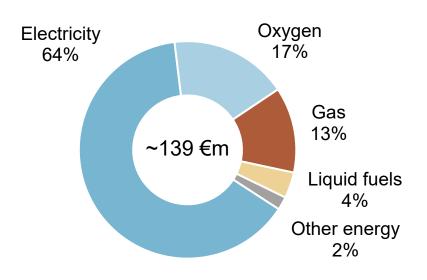




(operating IFRS)		9M 2019/20	9M 2018/19	Change vs. prior year
Revenues	€m	8,896	8,681	2 %
Gross profit	€m	848	835	2 %
EBITDA	€m	254	234	9 %
EBIT	€m	139	132	5 %
EBT	€m	133	125	6 %
Consolidated net income	€m	103	95	8 %



# Breakdown of energy costs in the Aurubis Group (9M 2019/20)

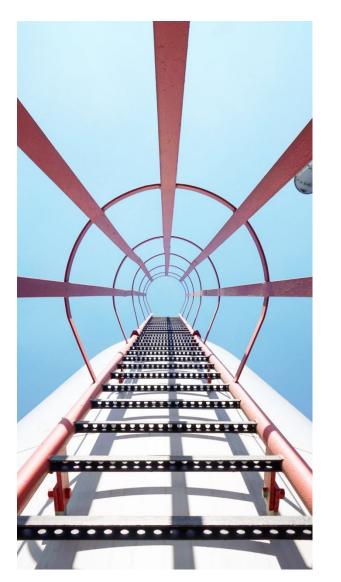


### Electricity consumption and CO<sub>2</sub> scopes

- » Total electricity consumption in the Aurubis Group: approx. 1.7 million MWh (2018)
- > CO<sub>2</sub> emissions of 1.4 million t (2018)
  - 0.5 million t of emissions produced as a direct result of burning fuels in internal facilities (Scope 1)
  - 0.9 million t indirect emissions related to purchased energy (Scope 2)

### Our ideas to tackle CO<sub>2</sub> emissions





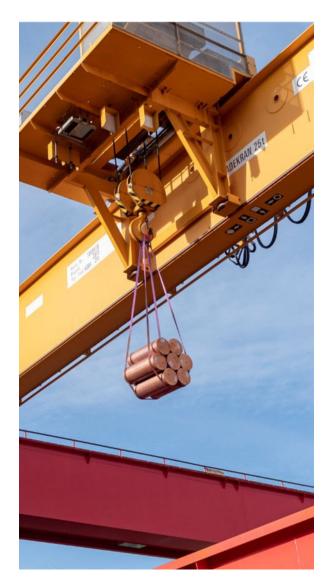
### Main projects implemented to reduce CO<sub>2</sub> emissions

- » District heating part 1 in Hamburg (20,000 t CO<sub>2</sub>)
- » Power2Steam in Hamburg (up to 4,000 t CO<sub>2</sub>)
- Wind turbine in Olen (~5,800 t) / back-pressure turbine Pirdop (~5,600 t)

### Ideas to reduce CO<sub>2</sub> emissions

- District heating part 2 in Hamburg (reduction potential of an additional 120,000 t CO<sub>2</sub>)
- » Further flexibilization of energy supply
- Sounding out how to reduce fossil fuels by using hydrogen, electrification, heat recovery, renewable electricity generation





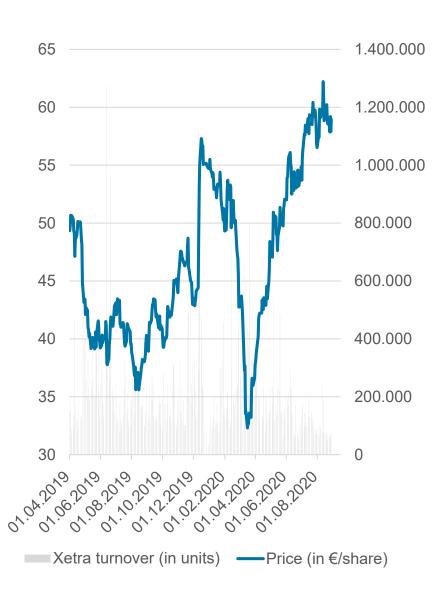
		9M 2019/20	9M 2018/19	Target
ROCE*	%	8.5	7.3	15.0
Equity ratio (equity / total liabilities)	%	48.5	52.7	> 40.0
Debt coverage**		0.7	0.9	< 3.0

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

### Buyback of company's own shares as acquisition currency and for financing purposes





Buyback of up to 10 % of company's own shares

- » Volume: up to € 200 million
- » Period from March 19, 2020 to September 17, 2021

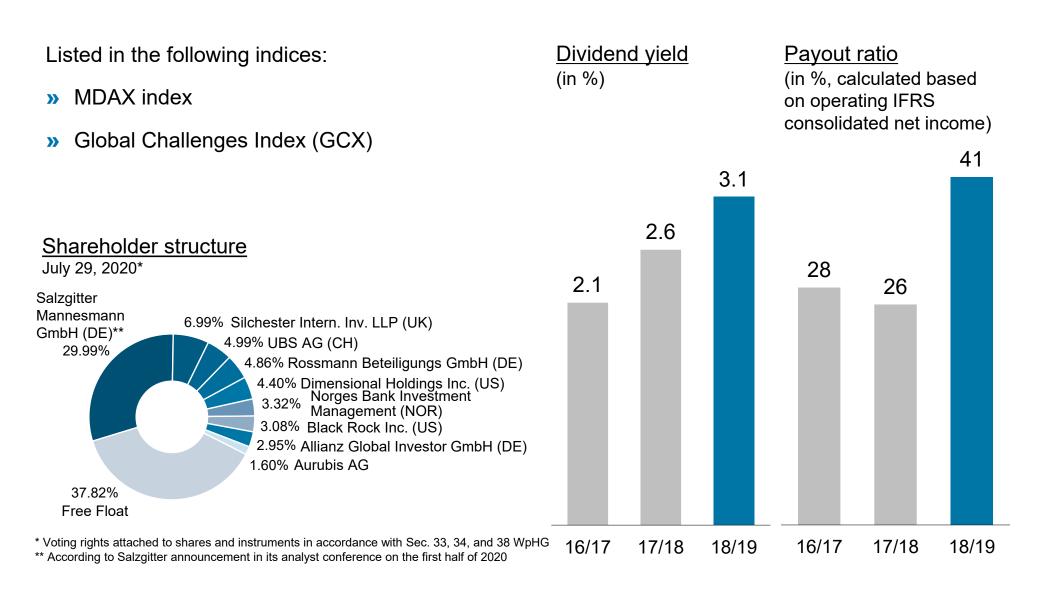
Target: to create treasury stock

- » as acquisition currency
- for financing purposes
   (e.g., convertible bonds)
- » Shares will not be canceled
- » Dividend policy remains unchanged

1st tranche of up to € 60 million concluded on June 18, 2020

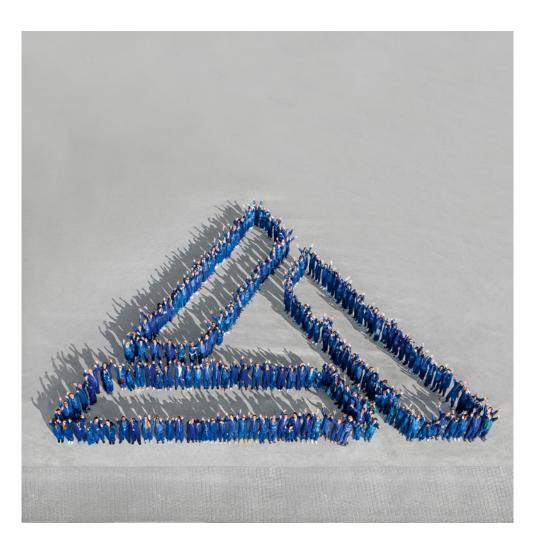
- » Buyback: 713,971 shares (1.59 %) at an avg. of € 35.91/share; total price of about € 25.6 million
  2nd tranche of up to € 40 million until November 2, 2020
- » Buyback of 600,000 shares maximum

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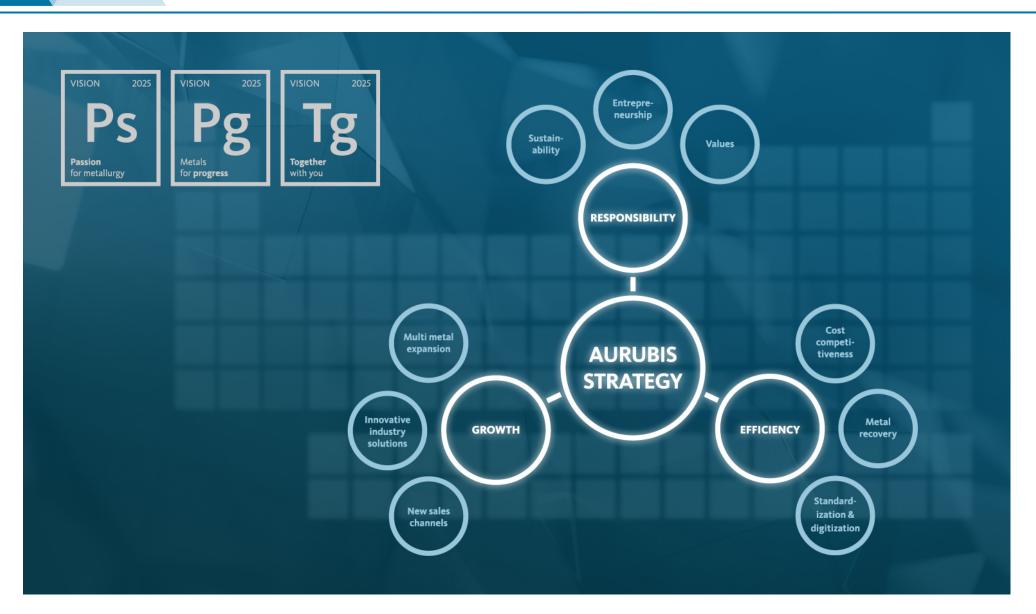


- 1. Aurubis' market position
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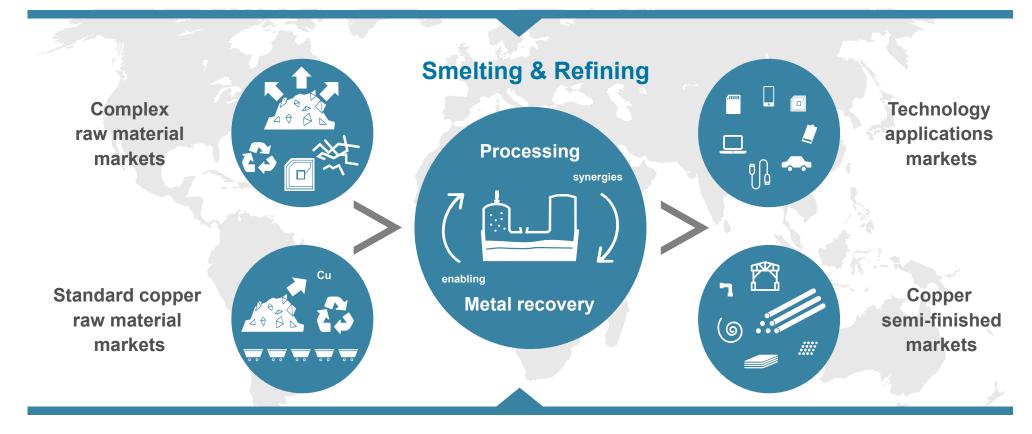
4. Strategy and outlook

Our strategic business triad: realizing our purpose



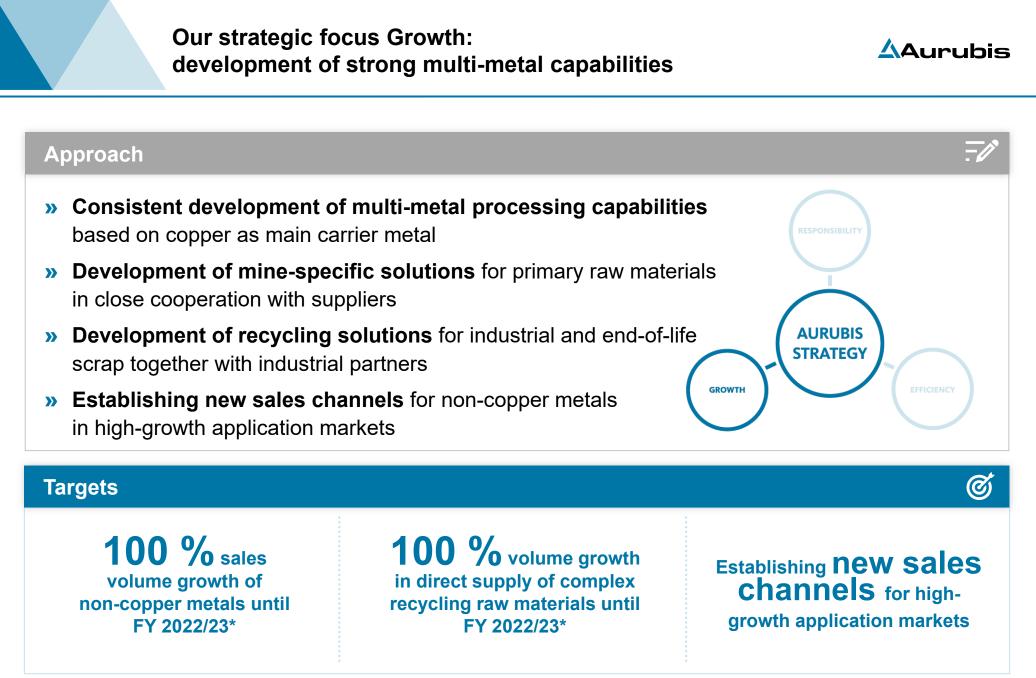


### Expanding multi-metal business: strong capabilities & innovative industry solutions



### Strengthening leading position: cost competitiveness & structural optimization

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Metallo acquisition: Focus after closing is now on integration and leveraging synergies







» 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



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



Production / sales volumes and metal portfolio

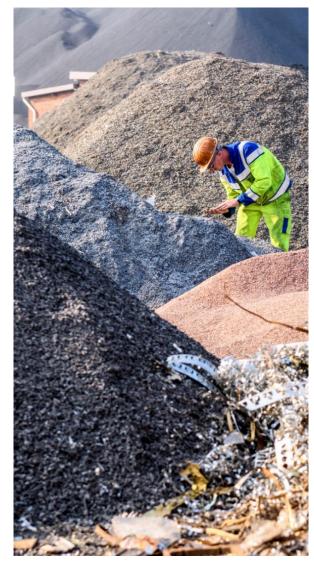


		Aurubis Group	thereof Metallo
		9M 2019/20	Jun 2020
Recycling input	t	234	23
Copper scrap/ blister copper input	t	278	5
Copper cathodes	t	746	2
Gold	t	34	-
Silver	t	708	4
Lead	t	14,266	2,212
Nickel	t	2,276	85
Tin	t	2,166	750
Zinc	t	962	962
Minor metals	t	668	-
Platinum group metals	kg	6,337	-

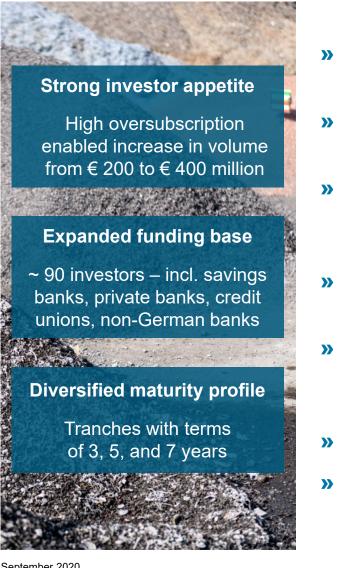
September 2020



# In € million



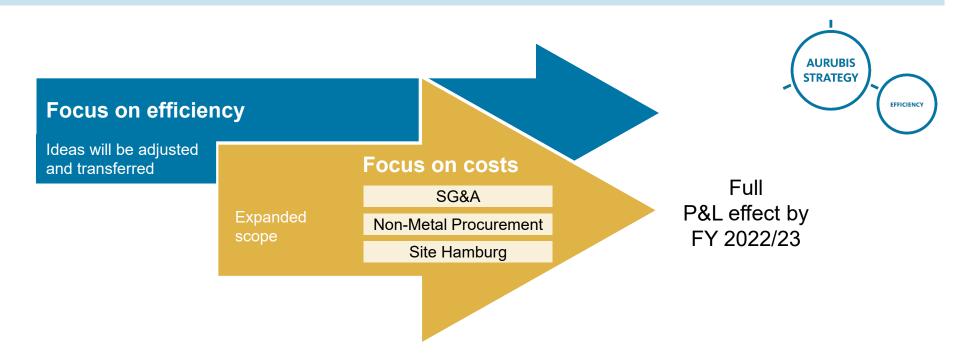
42
48
135
228
63
85
15
50
366
9
375
375
42
333



- » 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.



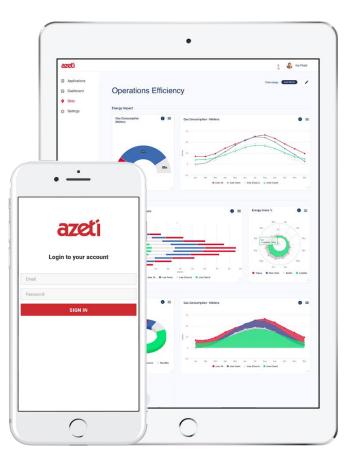
- » Measures are being implemented
- » Talks with employee representative bodies are at an advanced stage

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azeti: Digitalization as a key component of the company strategy

Aurubis



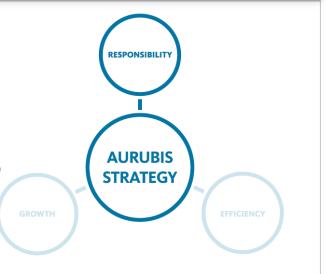


- » azeti ensures resources, software, and knowledge in the long term
- » Aurubis secures the expertise of 20 employees and thus lays the foundation for setting up a digital organization in the company
- » IoT platform (internet of things) allows optimization potential to be identified in production 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



### Approach

- » Sustainability is an integral part of Aurubis' Group Strategy with a focus on economy, environment, and people
- » Our expertise of smelting, refining & recycling, as well as the trusting cooperation with business partners and stakeholders, secure our sustainable business success
- The use of resources, recycling, energy, water, and air is linked to set targets of higher efficiency and lower emissions
- » Leadership and entrepreneurship drive our business responsibly, based on values



## **Targets & Cornerstones**

Aurubis' Sustainability Strategy 2013-2018: 87 % of all targets have been achieved so far Leadership and Employee Development are key areas of activity on our way to reach our vision & strategy

**PRIMA**<sup>\*</sup> – Aurubis' corporate values oblige us all to act responsibly

\* Performance, Responsibility, Integrity, Mutability, Appreciation September 2020 Ø

Sustainability with a focus on economy, environment, and people



## Aurubis Sustainability Strategy



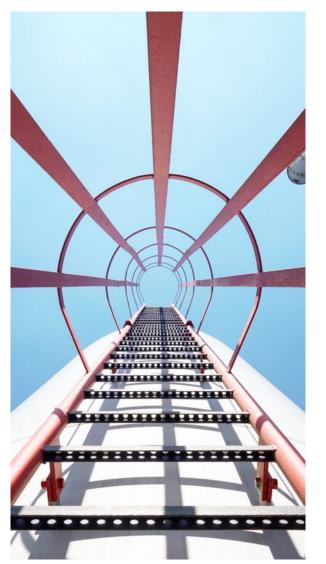
» Running from 2018 to 2023



- » Released September 2018
- » Balance of economy, environment, people
- » 9 action areas
- » 9 targets
- » 27 measures
- » All targets and measures at www.aurubis.com/sustainabilitystrategy

Environmental protection: an essential part of Aurubis' Sustainability Strategy





# Aurubis reduction 2000-2018

$SO_2$ emissions – 4.9 kg/t of copper output	-86 %
Dust emissions – 63 g/t of copper output	-95 %
Metal emissions to water – 1.1 g/t of copper output	-85 %
Water withdrawal – 51 in m³/t of copper output	-12 %
$CO_2$ emissions* – 0.21 t/t of copper output	-35 %

\* Scope 1

September 2020

# Aurubis Sustainability Strategy 2018-2023 – selected targets and KPIs



Year	Target	Status as at 9/30/2019
CY 2022	Group-wide	12/16 sites <sup>1</sup>
FY 2021/22	Group-wide	8/16 sites <sup>1</sup>
FY 2022/23	100,000 t <sup>2</sup>	74 %
FY 2022/23	10 %	Aurubis Hamburg: 10 %
CY 2022	-40 %	-52 %
CY 2022	-15 %	-13.4 %
Year	Target	Status as at 9/30/2019
FY 2022/23	18	15.2
FY 2021/22	≤ 1.0	5.8
Year	Target	Status as at 9/30/2019
FY 2022/23	100 %	> 80 %
FY 2018/19	Group-wide	Implementation ongoing
	CY 2022 FY 2021/22 FY 2022/23 FY 2022/23 CY 2022 CY 2022 CY 2022 FY 2022/23 FY 2021/22 FY 2022/23	CY 2022       Group-wide         FY 2021/22       Group-wide         FY 2022/23       100,000 t²         FY 2022/23       10 %         CY 2022       -40 %         CY 2022       -40 %         CY 2022       15 %         Year       Target         FY 2022/23       18         FY 2021/22       ≤ 1.0         Year       Target         FY 2022/23       180 %         FY 2021/22       ≤ 1.0

<sup>3</sup> Figures relate to the copper production sites Hamburg, Lünen, Olen, Pirdop, base year 2012, status as at 12/31/2018 September 2020











- » 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.













Copper price	Reuters poll July: US\$ 5,728/t for 2020, US\$ 6,228/t for 2021
Copper concentrates	We anticipate a reduced concentrate supply. Our smelters are supplied until the end of the calendar year with a substantially lower benchmark.
Copper scrap	We expect an improving supply in our Q4 with rising refining charges.
Sulfuric acid	Continued oversupply.
Aurubis Copper Premium	Has been set for 2020 at US\$ 96/t (PY: US\$ 96/t).
Rod	Recovery in demand expected, impulses from automotive sector and cable producers.
Shapes & FRP	No market recovery expected.





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	-38	< 0





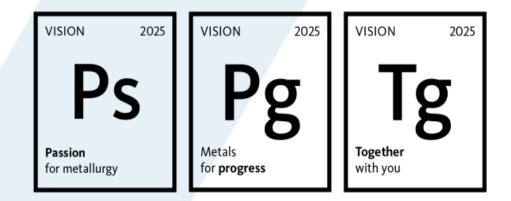




# Status: May 2020 (preliminary)

	FY 2019/20	FY 2020/21	FY 2021/22
Hamburg	Boiler repair/inspection Oct./Nov. 2019 EBT effect ca. € 34 million	Anode furnace Apr. 2021 EBT effect ca. € 8 million	Boiler repair/inspection May/Jun. 2022 EBT effect ca. € 21 million
Pirdop		Boiler repair/inspection Jul./Aug. 2021 EBT effect ca. € 22 million	
Lünen →KRS Apr. 2020 EBT effect ca. € 12 million →Anode furnace Sept. 2020 EBT effect ca. € 4 million	KRS Apr. 2021 EBT effect ca. € 8 million	KRS Apr. 2022 EBT effect ca. € 7 million	
	Anode furnace Sept. 2021 EBT effect ca. € 4 million	Anode furnace Sept. 2022 EBT effect ca. € 5 million	







## Your IR Contacts



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## **Financial Calendar**



» Annual Report 2019/20

December 9, 2020



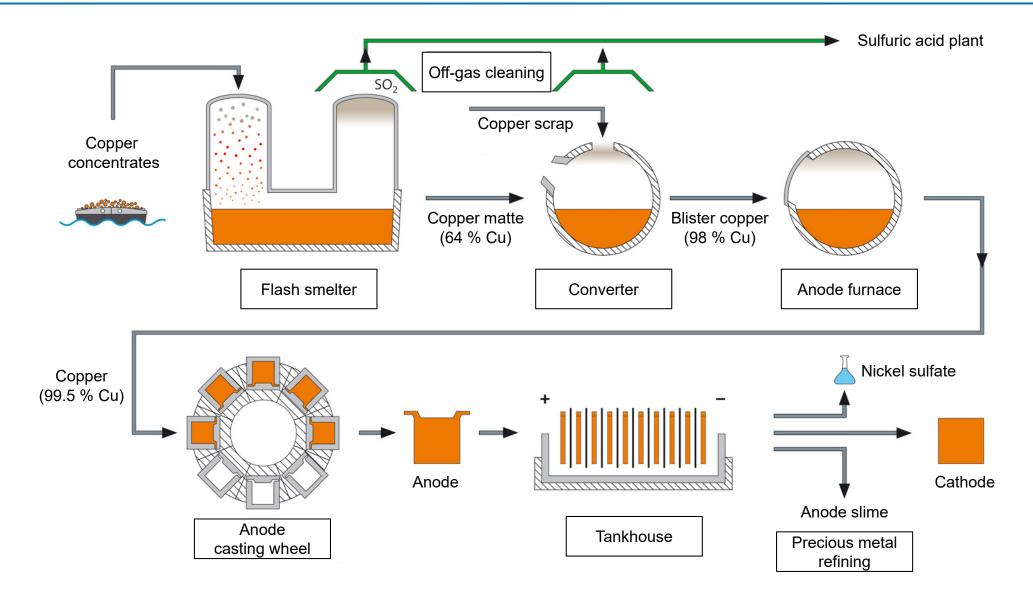
Company highlights

- 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



# **Primary copper production process**







# 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.