

## Aurubis still on the road to success

- **Good results fulfill expectations**
- **Efficiency enhancement program attains planned success**
- **Earnings forecast for the entire fiscal year 2016/17 is confirmed**

**Hamburg, August 10, 2017** - The Aurubis Group generated operating earnings before taxes (EBT) of € 211 million in the first nine months of fiscal year 2016/17 (previous year: € 148 million). Group revenue also increased by approximately € 1,113 million to € 8,189 million due to higher metal prices.

The operating EBT development can especially be traced back to higher concentrate throughputs, despite the legally mandated maintenance shutdown in Hamburg in the first quarter of the fiscal year. However, the previous year's comparative figure was also influenced by a major shutdown, namely in Pirdop (Bulgaria). Similarly, relatively high treatment and refining charges for copper concentrates due to Aurubis' advantageous input mix also bolstered the results. High refining charges for copper scrap with a good supply further contributed to the results. In addition, Aurubis profited from a high metal gain with high metal prices as well as from the US dollar exchange rate, which was advantageous for the company during the reporting period.

The oversupply of sulfuric acid on the global market (especially in the first half of the current fiscal year) and the resulting weak profits put pressure on the EBT. The lower cathode premium also had an impact.

Increased demand for flat rolled products also lead to higher sales of shapes, their preliminary products. Conversely, sales of wire rod were weaker than in the previous year.

Operating ROCE (taking the operating EBIT of the last 4 quarters into consideration) rose to 13.0 % (previous year: 11.2 %).

Aurubis' EBT on the basis of IFRS amounted to € 371 million (previous year: € 98 million). In contrast to operating earnings, IFRS earnings include measurement effects due to copper price fluctuations and other factors. Therefore, the operating earnings are decisive for Aurubis in assessing the business performance and managing the company.

*„The third quarter, with an operating EBT of € 93 million, was extraordinarily good“, summarized **Jürgen Schachler, Chief Executive Officer of Aurubis AG**. “Especially the performance in Bulgaria, where we were able to process complex materials since the shutdown in the previous year, contributed positively to the results. Additionally, we took advantage of the good scrap supply and achieved high refining charges. The efficiency enhancement program also contributed to the good results.”*

The efficiency enhancement program is a part of the ONE Aurubis transformation program, with which the requirements for achieving the Vision 2025 will be accomplished, which Aurubis introduced in March 2017. Aurubis wants to increase the EBITDA by more than € 200 million by fiscal year 2019/20. More than 80 % of the annual target of around € 30 million has already been reached, with significant

Aurubis AG

**Michaela Hessling**  
Executive Director Corporate  
Communications  
Phone +49 40 7883-3053  
[m.hessling@aurubis.com](mailto:m.hessling@aurubis.com)

**Malte Blombach**  
Senior Communications  
Manager  
Phone +49 40 7883-3037  
[m.blombach@aurubis.com](mailto:m.blombach@aurubis.com)

Hovestrasse 50  
20539 Hamburg Germany

[www.aurubis.com](http://www.aurubis.com)

contributions from the Hamburg and Lünen plants, as well as the Business Line Flat Rolled Products.

In addition to the improved results achieved by the efficiency enhancement program, other ONE Aurubis projects are also forging ahead. At present, the company is adjusting its strategy to the Vision 2025. Subject to Supervisory Board approval, this will be introduced on December 13, 2017 during the presentation of the fiscal year figures. A primary strategic element thereby will be the internal growth project “Future Complex Metallurgy”, which includes an expansion of processing more complex raw materials, shortening throughput times for precious metals and making possible an optimized output of additional metals.

Aurubis is likewise now working out the details of a new organizational structure, which will be more closely to the value-added processes in the company. These should take effect at the beginning of the next fiscal year on October 1, 2017.

### **Outlook**

Overall, Aurubis expects a continued stable to good market situation in the raw material and product markets. The company anticipates satisfactory smelting and refining charges for copper concentrates until the end of the fiscal year, although these are currently under pressure on the global marketplace. Aurubis’ core competency of processing complex concentrates is helping to maintain a higher standard. The largest copper recycler in the world sees good supply on the copper scrap market, with correspondingly high refining charges in the coming months.

Aurubis expects a slight recovery for sulfuric acid revenues, as long as the improved development in the sales markets continues.

Stable sales are currently emerging for wire rod, which will however be below the previous year. Conversely, Aurubis expects strip product and shapes demand slightly above the previous year’s level.

Despite the currently weakening US dollar, the Group expects continued positive contributions due to its hedging strategy.

**Jürgen Schachler** confirms the forecast for the whole year once again: *“We expect significantly higher operating earnings before taxes and a slightly higher ROCE compared to the previous year.”*

**You can find the complete report on the first nine months of fiscal year 2016/17 at [www.aurubis.com](http://www.aurubis.com)**

**Aurubis - Metals for progress.**

*Aurubis AG is a leading worldwide provider of non-ferrous metals. The company processes complex metal concentrates, scrap metals and metal-bearing recycling materials into metals of the highest quality. Among other items, Aurubis produces more than 1 million t of copper cathodes annually and from them a variety of copper products such as wire rod, continuous cast shapes, rolled products, strips as well as special wire and copper profiles and copper alloys. In addition, Aurubis is the world's largest copper recycler.*

*With its range of services, Aurubis is a forerunner in the industry. Its main area of expertise is the processing and optimal recycling of concentrates with complex qualities and consequently it has a broad product portfolio. The portfolio includes precious metals, selenium, lead and a series of other products such as sulfuric acid and iron silicate.*

*Aurubis has more than 6,400 employees, production sites in Europe and the USA, and an extensive service and sales system for copper products in Europe, Asia and North America.*

*Aurubis' customers include companies in the copper semis industry, the electrical engineering, electronics and chemical industries, as well as suppliers of the renewable energies, construction and automotive sectors.*

*Aurubis is oriented to sustainable growth and to increasing corporate value: The main focuses of our strategy are on expanding our leading market position as an integrated copper and metal producer, entering new markets by offering metals for industries of the future, utilizing growth opportunities and practicing a responsible attitude when dealing with people, resources and the environment.*

*Aurubis shares are part of the Prime Standard Segment of the German Stock Exchange and are listed in the MDAX and the Global Challenges Index (GCX).*

*Further information at [www.aurubis.com](http://www.aurubis.com)*

## At a Glance

Key Aurubis Group figures		Q3r			9 months		
		2016/17	2015/16	Change	2016/17	2015/16	Change
Revenues	€m	2,761	2,351	17 %	8,189	7,076	16 %
Gross profit	€m	319	264	21 %	1,027	722	42 %
Operating gross profit	€m	313	240	30 %	867	766	13 %
Personnel expenses	€m	120	114	5 %	357	337	6 %
Depreciation and amortization	€m	33	33	0 %	99	98	1 %
Operating depreciation and amortization	€m	32	31	3 %	96	93	3 %
EBITDA**	€m	132	94	40 %	476	210	> 100 %
Operating EBITDA**	€m	126	70	80 %	316	254	24 %
EBIT	€m	99	61	62 %	377	112	> 100 %
Operating EBIT	€m	94	39	> 100 %	220	161	37 %
EBT	€m	99	58	71 %	371	98	> 100 %
<b>Operating EBT*</b>	€m	93	35	> 100 %	211	148	43 %
Consolidated net result	€m	77	42	83 %	285	72	> 100 %
Operating consolidated net result	€m	71	26	> 100 %	161	109	48 %
Earnings per share	€	1.70	0.94	81 %	6.32	1.58	> 100 %
Operating earnings per share	€	1.59	0.57	> 100 %	3.57	2.40	49 %
Net cash flow	€m	150	203	-26 %	191	45	> 100 %
Capital expenditure (excl. financial fixed assets)	€m	26	41	-37 %	131	107	22 %
<b>Operating ROCE*</b>	%	-	-	-	13.0	11.2	-
Copper price (average)	US\$/t	5,662	4,729	20 %	5,591	4,765	17 %
Copper price (balance sheet date)	US\$/t	-	-	-	5,908	4,827	22 %
Human resources (average)		6,473	6,380	1 %	6,473	6,337	2 %

\*Corporate control parameters

Comments on the results are presented in the explanatory notes to the results of operations, net assets and financial position.

\*\*EBITDA (operating EBITDA) is determined from EBIT (operating EBIT) plus depreciation and amortization (operating depreciation and amortization).

This report may include slight deviations in the totals due to rounding.

Production/throughput		Q3			9 months		
		2016/17	2015/16	Change	2016/17	2015/16	Change
<b>BU Primary Copper</b>							
Concentrate throughput	1,000 t	634	373	70 %	1,804	1,572	15 %
Copper scrap / blister copper	1,000 t	24	20	20 %	80	79	1 %
Sulfuric acid output	1,000 t	630	349	81 %	1,757	1,503	17 %
Cathode output	1,000 t	158	135	17 %	467	438	7 %
<b>BU Copper Products</b>							
Copper scrap / blister copper	1,000 t	66	83	-20 %	234	233	0 %
KRS throughput	1,000 t	75	58	29 %	197	189	4 %
Cathode output	1,000 t	136	121	12 %	396	375	6 %
Wire rod output	1,000 t	186	206	-10 %	541	588	-8 %
Continuous cast shape output	1,000 t	52	46	13 %	146	132	11 %
Flat rolled products and specialty wire output	1,000 t	61	59	3 %	172	164	5 %