

## BEFESA

Fiscal Year 2015 Earnings Presentation





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## Rafael Pérez

**Head of Strategy & Investor Relations** 



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## **Javier Molina**

**Chief Executive Officer** 



2015 revenues of €744 million, up 14% YoY. Lower commodity prices, new Bernburg plant and Solarca acquisition.

Solid consolidated 2015 EBITDA of €144 million, up 3% YoY. Margin at 19%.

Solid and stable financing position. Continuing leverage improvement to current x3,8 down from x4,4 one year ago.

Turkey project on hold and Gulf growth project progressing.

Ongoing implementation of cost reduction and productivity improvement on plan.



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## **Asier Zarraonandia**

**Managing Director of Zinc Business** 

## **BEFESA**

## Volume in crude steel in line with the expectations slightly below to the previous year

### **Operational Performance**

#### EAF Throughput

- 150.763 tons of crude steel dust treated in 4Q 2015 (**-3,4%** vs 4Q 2014); 580.253 tons treated in 2015 (-4,2% vs 2014)

#### WOX Sales

- 53.088 tons of WOX sold in 4Q 2015 (**-4,3%** vs 4Q 2014); 199.534 tons sold in 2015 (-4,5% vs 2014)

#### Stainless Steel Throughput:

- 29.540 tons of stainless steel dust treated in 4Q
 2015 (+1,7% vs 4Q 2014); 93.870 tons treated in 2015 (+5,2% vs 2014)

### **Highlights**

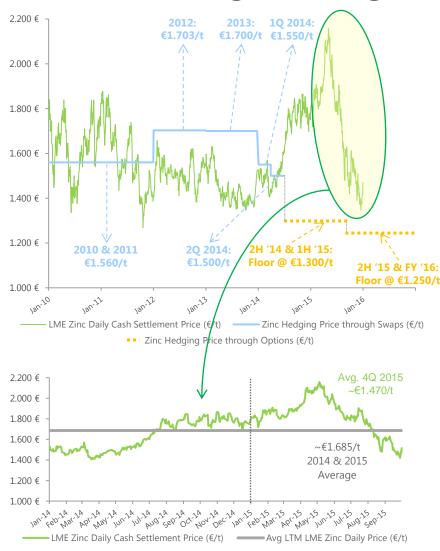
- Crude steel dust deliveries in line with expectations and slightly below last year
- Good throughput levels mainly driven by good performance of our Western European plants
- Good performance of stainless steel with increase in throughput compared to 2014







# After the upward trend seen during 1H 2015 Zinc prices strongly decreased during 2H ending the year around 1.400-1.450 €/t



#### **Zinc Prices**

- During the 4Q 2015 zinc prices traded on average below 4Q 2014 (\$1.613/t vs \$2.235/t), and approx. \$234/t below 3Q 2015 average level.
- The €/\$ FX rate during 4Q 2015 remained at the same level of 1,10 as in 3Q 2015. During 2015, the €/\$ FX rate stayed on average at 1,11.

	4Q 2014	4Q 2015	% Var.	2014	2015	% Var.
Befesa Blended Zinc Price (€/t)	1.789	1.470	-18%	1.644	1.741	+6%
Avg. LME Zinc Price (€/t)	1.789	1.470	-18%	1.632	1.741	+7%

#### **Hedging Strategy**

- Hedging strategy focused on ensuring min. business earnings to meet our financial obligations and benefit from recovering zinc prices.
- Hedging closed for full year 2016 and Jan ´17 through floors @ €1.250/t.
- Currently negotiating hedging for 2017.



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## **Javier Molina**

**Chief Executive Officer** 

## **BEFESA**

# Good performance mainly driven by stronger secondary alu volumes as well as salt slag volumes mainly driven by new plant in Germany

### **Operational Performance**

#### Salt Slag/SPLs Recycled

- 115.784 tons of salt slag/SPL recycled in 4Q 2015 (**-4%** vs 4Q 2014); 459.019 tons recycled in 2015 (+6% vs 2014)

### Secondary Aluminum Alloys

- 44.268 tons of alloys produced in 4Q 2015 (**+45%** vs 4Q 2014); 169.836 tons produced in 2015 (+34% vs 2014)

#### **Highlights**

- Strong secondary aluminum volumes over the 4Q 2014 thanks to contribution from new plant in Bernburg (operations started in Dec '14)
- Bernburg plant ramp-up completed
- Salt slag volumes slightly lower compared to 4Q 2014 but +6% compared to FY 2014





## BEFESA

# Bernburg ramp up completed. Acquisition and integration of Solarca into our IES segment completed. Gulf Project Progressing

#### **Aluminum Growth**

## **New Secondary Aluminum Plant in Bernburg** (Germany)

Ramp up of the plant successfully completed

#### **SPL** in the Persian Gulf

- Continue progressing on the JV project to develop a new salt slag/SPL recycling plant
- Negotiations of supply contracts ongoing.







### **Industry Environmental Solutions (IES) Growth**

 Acquisition of Solarca, a global leader in the chemical cleaning and air and steam blowing industrial services. Successful acquisition and full integration into our IES business.







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## **Wolf Lehmann**

**Chief Financial Officer** 



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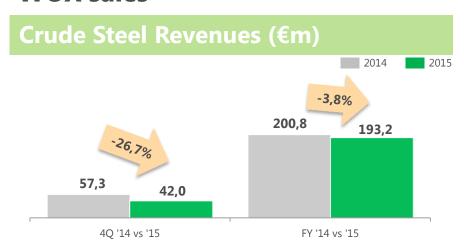
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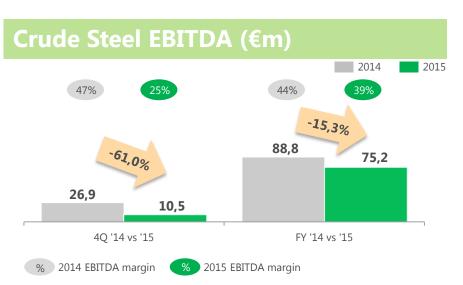
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## **Zinc Financial Highlights**



# Crude steel segment EBITDA decreased YoY mainly due to lower WOX sales





#### **Revenues Highlights**

- During 4Q the revenues dropped by 15 million due to lower tons (-4%) and specially for the lower zinc prices (-18%)
- On a full year basis, crude steel dust segment revenues decreased by 4% y/y mainly driven by:
  - the decrease in tons of WOX sold (-4%)
  - The unfavorable TCs in 2015 partially offset by the increase in zinc blended price by 6%
    - **LME zinc prices in EUR** increased on average by 7% compared to 2014. In USD the zinc prices were lower than 2014 (\$2.162 versus \$1.933 or -10,6%)
    - No zinc price forward hedging for 2015
       (options with floor @ €1.250/t). In 2014, 1H
       was hedged through swaps (€1.550/t and
       and €1.500/t in 1Q and 2Q) and 2H via
       options with floor @ €1.300/t

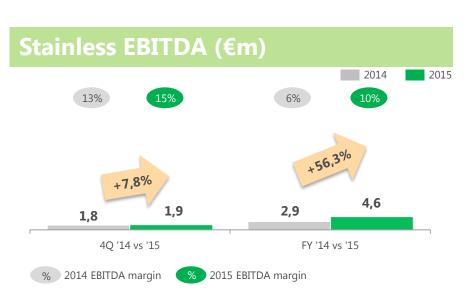
#### **EBITDA Highlights**

 The EBITDA reduction during both 4Q and FY15 is mainly driven by the lower WOX sales.



# Good quarter for stainless steel mainly driven by recovered level of volumes partially offset by lower prices





#### **Revenues Highlights**

 Compared to 2014, Stainless steel segment revenues worsened by 6% specially driven by the decrease in tons of alloys sold (-56%) in addition reduced by the decrease in average nickel prices (-16%), partially offset by higher volumes of stainless steel dust treated (+5%)

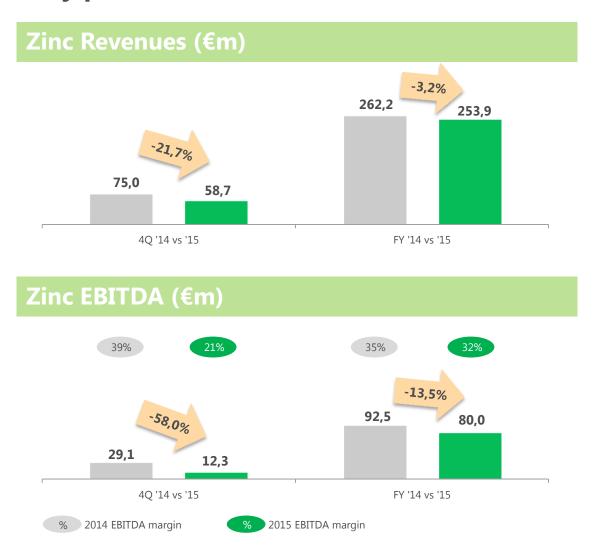
### **EBITDA Highlights**

 EBITDA above 2014 by +€1,7m mainly driven by cost management compared to the previous year

2015



## Decrease in revenues and EBITDA in the Zinc business unit driven by **lower commodity prices**





### Good operating results drive cash flow generation

- Operating activities: During 2015 the net cash flows generated by operating activities amounted to €35,0 million (a €13m decrease vs 2014), explained by the EBITDA decrease during the year.
- Investing activities: During 2015 the net cash flows used in investing activities were €23,3 million primarily due to investments in the second kiln in Korea.
- Financing activities: During 2015 Befesa Zinc repaid the Korea facility loan (€20 million) and paid a approx. €15m dividend to its Befesa parent.
- Liquidity: As of December 31<sup>th</sup> 2015, our liquidity amounted to €24,3 million including cash on hand and short-term financial investments.

#### **BEFESA ZINC**

4Q 2014	4Q 2015	Change	FY 2014	FY 2015	Change
33.801	16.239	(17.562)	90.149	76.117	(14.032)
(1.740)	(2.676)	(936)	(9.416)	(8.232)	1.184
(15.693)	(16.047)	(354)	(32.872)	(33.158)	(286)
145	89	(56)	295	293	(2)
16.513	(2.395)	(18.908)	48.156	35.020	(13.136)
(3.185)	(3.980)	(795)	(5.325)	(23.332)	(18.007)
(1.608)	(8.498)	(6.890)	(25.996)	(36.341)	(10.345)
0	0	0	25	0	(25)
11.720	(14.873)	(26.593)	16.860	(24.653)	(41.513)
37.309	39.221		32.169	49.001	
49.029	24.348		49.029	24.348	
	(1.740) (15.693) 145 16.513 (3.185) (1.608) 0 11.720 37.309	33.801 16.239 (1.740) (2.676) (15.693) (16.047) 145 89 16.513 (2.395) (3.185) (3.980) (1.608) (8.498) 0 0 11.720 (14.873) 37.309 39.221	33.801 16.239 (17.562) (1.740) (2.676) (936) (15.693) (16.047) (354) 145 89 (56)  16.513 (2.395) (18.908) (3.185) (3.980) (795) (1.608) (8.498) (6.890) 0 0 0  11.720 (14.873) (26.593)  37.309 39.221	33.801       16.239       (17.562)       90.149         (1.740)       (2.676)       (936)       (9.416)         (15.693)       (16.047)       (354)       (32.872)         145       89       (56)       295         16.513       (2.395)       (18.908)       48.156         (3.185)       (3.980)       (795)       (5.325)         (1.608)       (8.498)       (6.890)       (25.996)         0       0       25         11.720       (14.873)       (26.593)       16.860         37.309       39.221       32.169	33.801       16.239       (17.562)       90.149       76.117         (1.740)       (2.676)       (936)       (9.416)       (8.232)         (15.693)       (16.047)       (354)       (32.872)       (33.158)         145       89       (56)       295       293         16.513       (2.395)       (18.908)       48.156       35.020         (3.185)       (3.980)       (795)       (5.325)       (23.332)         (1.608)       (8.498)       (6.890)       (25.996)       (36.341)         0       0       0       25       0         11.720       (14.873)       (26.593)       16.860       (24.653)         37.309       39.221       32.169       49.001



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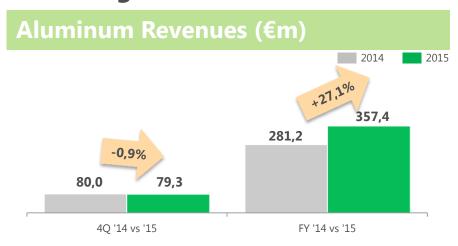
Q&A

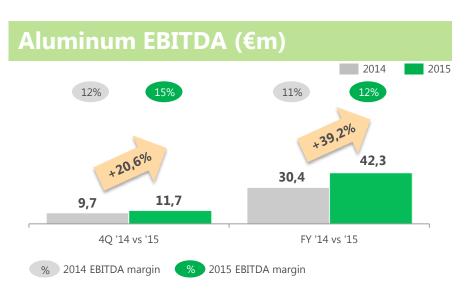
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## **Aluminum Financial Highlights**



# Strong 4Q 2015 EBITDA of €12m (15% margin) driven mainly by Bernburg contribution





#### **Revenues Highlights**

- During 4Q 2015 revenues stayed flat (compared to same period of 2014) mainly driven by better secondary aluminum alloys production volumes (+45%, explained by Bernburg contribution), partially offset by lower salt slag / SPLs volumes (-4%) as well as by the aluminum alloy LME prices which decreased by -9%
- Compared to FY 2014, revenues of the business unit increased by 27% explained by higher secondary aluminum alloys production volumes (+34%, mostly explained by Bernburg contribution), higher salt slag / SPLs volumes (+6%) and aluminum alloy average LME prices (+6%)

#### **EBITDA Highlights**

 EBITDA improved by 21% (compared to 4Q 2014) and by 39% (compared to FY 2014) primarily driven by Bernburg contribution (starting in December 2014) and cost management



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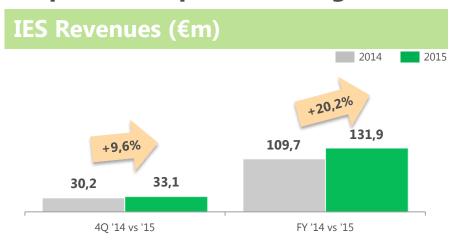
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## **IES Financial Highlights**



# Strong quarter driven by contribution from Solarca, successfully acquired in April and integrated during 2015

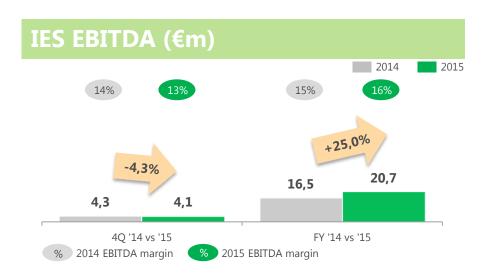


#### **Revenues Highlights**

 During 4Q 2015 revenues increased by 10% (compared to 2014) and improved by 20% on full year basis vs 2014, mainly driven by the Solarca acquisition

#### **EBITDA Highlights**

 4Q 2015 EBITDA remained approx. flat compared to the same period of 2014, and improved by 25% on a full year basis vs 2014, primarily due to contribution from Solarca acquisition



2014 2015 21



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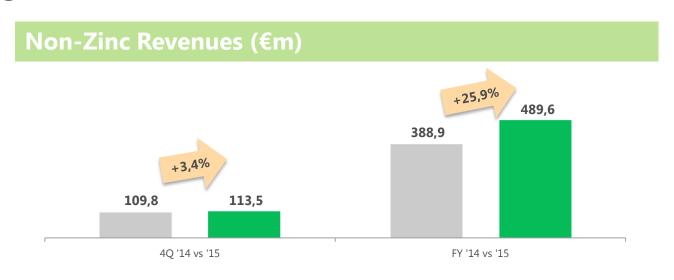
## **Consolidated Non-Zinc Financial Highlights**

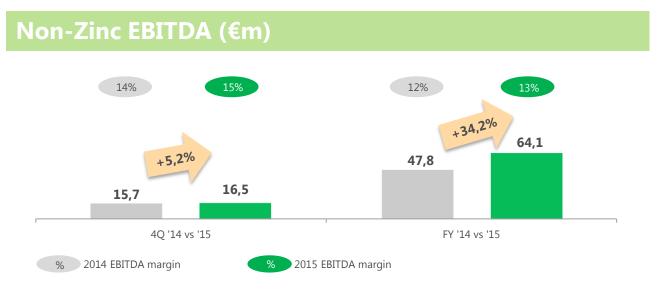


### **Consolidated Non-Zinc Financial Highlights**

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### Strong growth in revenues and EBITDA in the non-Zinc business







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## **Consolidated Financial Highlights**



**IES** 

Steel

14,3%

Aluminum

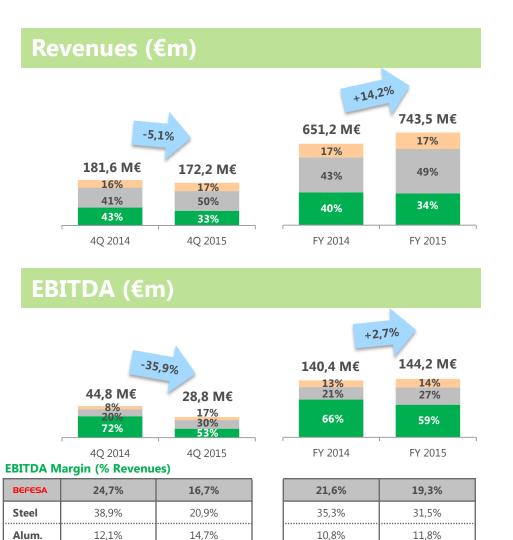
12,5%

Ind. Environmental Solutions

15,1%

15,7%

### 2015 revenues up 14% and EBITDA up 3% vs. 2014



### **Highlights**

- 2015 **consolidated revenues** amounted to €744 million, **+14% growth** compared to 2014, mainly driven by **Bernburg** (since Dec '14) and **Solarca** (since April '15)
- 2015 **consolidated EBITDA** amounted to €144 million, **+3% increase** vs 2014 ... over proportional Alu growth impact business unit mix
- 2015 EBITDA margin at solid 19%.
- Ongoing implementation of cost reduction and productivity improvement initiatives



### 2015 EBITDA Up 3% or €4 million vs. 2014

### **Consolidated P&L ('000 euros)**

BEFESA						
Profit & Loss Statement ('000 euros)	4Q 2014	4Q 2015	Change	FY 2014	FY 2015	Change
Revenue	181.562	172.227	(9.335)	651.193	743.504	92.311
EBITDA	44.832	28.753	(16.079)	140.405	144.183	3.778
Depreciation, amortisation and impairment provisions	(11.705)	(67.362)	(55.657)	(46.283)	(101.678)	(55.395)
Financial result	(18.818)	(16.953)	1.865	(61.901)	(63.274)	(1.373)
Earnings before taxes	14.432	(55.647)	(70.079)	32.520	(20.594)	(53.114)
Net income	8.325	(57.561)	(65.886)	20.940	(35.729)	(56.669)

### **Highlights**

- During 2015 the revenue of the Group amounted to 744 million euros (172 million in 4Q´14) and the EBITDA amounted to 144 million euros (29 million in 4Q´14). A 3% EBITDA YoY increase and a 14% revenue YoY increase.
- Depreciation, amortization and impairment provisions in 2015 increased 120% YoY, mainly driven due to the extraordinary write-down of book value made in 2015 to the tangible assets of Befesa Valorización de Azufre (BVA), sold at the end of December.
- **Financial result** in 2015 **decreased 2%** YoY and **Earning before taxes decreases** driven by the one time write-down previously commented.

#### **Consolidated Cash Flow Statement**



- Operating activities: During 2015 the net cash flows generated by operating activities amounted to €53,6 million (a €7,7 million decrease compared to 2014), mainly due to the higher payment of the PIK Interest in 2015 (€14,7m vs €9,5m in 2014).
- Investing activities: During 2015 the net cash flows used in investing activities were €22,2 million, mainly driven by the construction of the 2<sup>nd</sup> kiln in our current plant in South Korea, the Bernburg plant, the yearly maintenance capex invested, partially offset by the cash received in the sale of the Sulfur plant.
- Financing activities: During 2015 the net cash flows used in financing activities were €52 million due basically to the repayment of the Korea facility loan (€20 million), partial repayment of the Non Zinc Loan of more than €30 million (with the proceeds of the sale of BVA) and leasings.
- Liquidity: As of December 31st 2015, our liquidity amounted to €57,3 million including only cash on hand.
   Befesa is compliant with its debt covenants

#### **BEFESA**

Cash Flow Statement ('000)	4Q 2014	4Q 2015	Change	2014	2015	Change
Cash flows from operations	51.681	29.387	(22.294)	124.578	124.283	(295)
Taxes paid	(4.609)	(4.681)	(72)	(13.734)	(12.109)	1.625
Interest paid	(13.713)	(26.464)	(12.751)	(49.543)	(58.579)	(9.036)
Net cash flows from operating activities (I)	33.359	(1.758)	(35.117)	61.301	53.595	(7.706)
Net cash flows from investing activities (II)	(6.939)	16.931	23.870	(39.938)	(22.237)	17.701
Net cash flows from financing activities (III)	(5.909)	(32.003)	(26.094)	(8.033)	(52.322)	(44.289)
Net increase in cash and cash equivalents (I+II+III+IV)	20.784	(17.229)	(38.013)	13.603	(21.362)	(34.965)
Cash and cash equivalents at beginning of year	57.831	74.482	16.651	65.012	78.615	13.603
Cash and cash equivalents at end of year	78.615	57.253	(21.362)	78.615	57.253	(21.362)



### **Debt Structure & Net Debt Position – Dec YTD 2015**

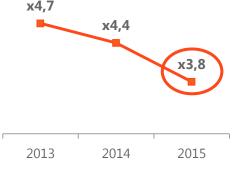
Solid and stable financing position at 3 levels (Zinc, Non-Zinc and Corporate) with total leverage at x3,8



### Total Net Debt (Excl. Fact/Conf (1)): December YTD 2015 (€m)

#### x4,7 x3,8<sup>(2)</sup> x4.4 162 610 57 553 140 28 16 304 300 BZ Bond Other Zinc Zinc Gross Non-Zinc Bernburg Other Non-Zinc Public PIK Note Total Total Cash Total Net 2013 2014 Non-Zinc Gross DebtEntity Debt Gross Debt & Equiv. Debt Syndicated





**Continue improvement of financial leverage ... from x4,7 (2013)** and x4,4 (2014) to current x3,8 (2015)

<sup>(1)</sup> Excludes Factoring and Confirming of 51,9 M€

<sup>(2)</sup> Consolidated EBITDA of 144,2 M€ as of December 31st 2015

<sup>(3)</sup> Zinc EBITDA of 80,1 M€ as of December 31st 2015

<sup>(4)</sup> Non Zinc EBITDA of 64,1 M€ as of December 31st 2015



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## **Javier Molina**

**Chief Executive Officer** 



# Main priorities for 2016 - focus on parallel path of profitable growth for the next years and operational excellence

### Main priorities for 2016

- Preserve the cash position by managing properly the operating cash flows, working capital and capex
- Ensure we maintain our leadership position in Steel dust and salt slag in Europe
- Sustain full capacity in our new secondary aluminum plant in Bernburg
- Increase and secure the volume of our plant in South Korea, a key market for Befesa
- Maintain the operational excellence culture



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## Questions



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4Q 2014	4Q 2015	Change	FY 2014	FY 2015	Change
181 562	172 227	(9 335)	651 193	743 504	92.311
					9.216
			-		(69.934)
• • •	-				(7.203)
					(11.978)
	-				(8.634)
` ,			•	•	(55.395)
33.127	(38.609)	-71.736	94.122	42.505	(51.617)
1.877	728	(1.149)	3.970	2.660	(1.310)
(20.554)	(19.189)	1.365	(66.796)	(65.371)	1.425
(141)	1.508	1.649	925	(563)	(1.488)
(18.818)	(16.953)	1.865	(61.901)	(63.274)	(1.373)
123	(85)	(208)	299	175	(124)
14.432	(55.647)	(70.079)	32.520	(20.594)	(53.114)
(C.107)	(1.01.4)	4.100	(44.500)	(4 5 4 2 5)	(2.555)
					(3.555)
8.325	(57.561)	(65.886)	20.940	(35.729)	(56.669)
-	-	-	-	-	-
8.325	(57.561)	(65.886)	20.940	(35.729)	(56.669)
		:			
7.264	(53.189)	(60.453)	17.198	(33.303)	(50.501)
	181.562 (4.149) (83.151) 11.845 (24.968) (36.307) (11.705) 33.127  1.877 (20.554) (141) (18.818)  123 14.432 (6.107) 8.325	181.562 172.227 (4.149) 4.202 (83.151) (88.447) 11.845 4.429 (24.968) (26.742) (36.307) (36.916) (11.705) (67.362)  33.127 (38.609)  1.877 728 (20.554) (19.189) (141) 1.508 (18.818) (16.953)  123 (85) 14.432 (55.647)  (6.107) (1.914) 8.325 (57.561)	181.562 172.227 (9.335) (4.149) 4.202 8.351 (83.151) (88.447) (5.296) 11.845 4.429 (7.416) (24.968) (26.742) (1.774) (36.307) (36.916) (609) (11.705) (67.362) (55.657) 33.127 (38.609) -71.736 1.877 728 (1.149) (20.554) (19.189) 1.365 (141) 1.508 1.649 (18.818) (16.953) 1.865 123 (85) (208) 14.432 (55.647) (70.079) (6.107) (1.914) 4.193 8.325 (57.561) (65.886)	181.562       172.227       (9.335)       651.193         (4.149)       4.202       8.351       (6.625)         (83.151)       (88.447)       (5.296)       (295.446)         11.845       4.429       (7.416)       19.476         (24.968)       (26.742)       (1.774)       (92.060)         (36.307)       (36.916)       (609)       (136.133)         (11.705)       (67.362)       (55.657)       (46.283)         33.127       (38.609)       -71.736       94.122         1.877       728       (1.149)       3.970         (20.554)       (19.189)       1.365       (66.796)         (141)       1.508       1.649       925         (18.818)       (16.953)       1.865       (61.901)         123       (85)       (208)       299         14.432       (55.647)       (70.079)       32.520         (6.107)       (1.914)       4.193       (11.580)         8.325       (57.561)       (65.886)       20.940	181.562       172.227       (9.335)       651.193       743.504         (4.149)       4.202       8.351       (6.625)       2.591         (83.151)       (88.447)       (5.296)       (295.446)       (365.380)         11.845       4.429       (7.416)       19.476       12.273         (24.968)       (26.742)       (1.774)       (92.060)       (104.038)         (36.307)       (36.916)       (609)       (136.133)       (144.767)         (11.705)       (67.362)       (55.657)       (46.283)       (101.678)         33.127       (38.609)       -71.736       94.122       42.505         1.877       728       (1.149)       3.970       2.660         (20.554)       (19.189)       1.365       (66.796)       (65.371)         (141)       1.508       1.649       925       (563)         (18.818)       (16.953)       1.865       (61.901)       (63.274)         123       (85)       (208)       299       175         14.432       (55.647)       (70.079)       32.520       (20.594)         (6.107)       (1.914)       4.193       (11.580)       (15.135)         8.325       (57.561) </td





#### **BEFESA**

Balance Sheet ('000 euros)

Assets	31.12.15	31.12.14	Equity and liabilities	31.12.15	31.12.14
			Equity:		
Non-current assets			Attibutable to owners of the parent -		
Intangible assets			Share capital	13	13
Goodwill	379.990	373.860	Reserve for valuation adjustments deferred in equity	9.261	9.355
Other intangible assets	18.009	22.176	Share premium	400.495	400.495
3	397.999	396.036	Other reserves	(180.191)	(250.276)
Property, plant and equipment -			Translation differences	(2.857)	(1.534)
Property, plant and equipment in use	346.536	364.447	Net profit for the period	(33.303)	17.198
Property, plant and equipment in progress	16.188	47.185	'	193.418	175.251
	362.724	411.632	Non-controlling interests	32.762	35.581
Investments carried under the equity method	1.526	1.650	Total equity	226.180	210.832
Non-current assets -					
Securities portfolio	2.702	4.439	Non-current liabilities:		
Other financial assets	24.346	21.453			
	27.048	25.892	Provisions	12.928	14.833
Deferred income tax assets	81.400	78.128	Recourse borrowings	523.185	585.751
Total non-current assets	870.697	913.338	Finance lease payables	7.535	2.151
			Deferred income tax liabilities	40.765	41.652
			Other non-current liabilities	33.034	106.725
			Total non-current liabilities	617.447	751.112
Current assets:	40,400	41 000	Barrier to a transfer of	74.051	22.200
Inventories Trade and other receivables	48.488	41.900	Recourse borrowings	74.951 2.621	33.300
	87.046	77.432	Finance lease payables		1.329 1.935
Trade receivables, related parties	2.856	1.835	Trade payables, related parties	1.688	
Tax receivables	13.935	17.510	Trade and other accounts payable	115.898	106.627
Other receivables	8.538	4.490	Provisions	139	152
Other current financial assets	4.005	3.546	Other payables -	10 441	16 622
Cash and cash equivalents  Total current assets	57.253	78.615 225.328	Taxes payable Other current liabilities	19.441	16.633
i otal current assets	222.121	225.328	Other current liabilities	34.453 <b>53.894</b>	16.746 <b>33.379</b>
			Total current liabilities	249.191	176.722
Total Assets	1.092.818	1.138.666	Total equity and liabilities	1.092.818	1.138.666



### **Consolidated Cash Flow Statement**

BEFESA						
Cash Flow Statement ('000)	4Q 2014	4Q 2015	Change	2014	2015	Change
Cash flows from operating activities:						
Profit (loss) for the period before tax	14.431	(55.647)	(70.078)	32.520	(20.594)	(53.114)
Adjustments due to:						
Depreciation and amortisation charge	1.308	7.865	6.557	35.886	42.181	6.295
Impairment losses	7.953	59.497	51.544	7.953	59.497	51.54
(Profit)/loss from assets disposals	2.622	_	(2.622)	2.622	_	(2.622
Share of profit (loss) of associates	(124)	85	209	(299)	(175)	12
Changes in long-term provisions	37	(264)	(301)	(285)	(187)	9
Interest income	(1.736)	(728)	1.008	(4.895)	(2.660)	2.23
Finance costs	20.555	17.681	(2.874)	66.796	65.934	(862
Other income/expenses	(801)	(1.087)	(286)	(1.503)	(1.563)	(60
Changes in working capital:						
Trade receivables and other current assets	3.503	12.087	8.584	(766)	(9.505)	(8.739
Inventories	(9.753)	(581)	9.172	2.752	(6.967)	(9.719
Trade payables	14.124	(9.521)	(23.645)	(13.043)	(1.262)	11.78
Other cash flows from operating activities:						
Interest paid	(13.713)	(26.464)	(12.751)	(49.543)	(58.579)	(9.03
Taxes paid	(4.609)	(4.681)	(72)	(13.734)	(12.109)	1.62
Other payments	(438)	-	438	(3.160)	(416)	2.74
	33.359	/1 <b>7</b> E0\	(2F 117)	61.301	53.595	(7.70)
Net cash flows from operating activities (I)	33.339	(1.758)	(35.117)	61.301	33.333	(7.706
Cash flows from investing activities:						
Investments in intangible assets	(3.167)	(2.288)	879	(5.216)	(2.754)	2.46
Investments in property, plant and equipment	(18.425)	(13.573)	4.852	(44.927)	(47.435)	(2.508
Proceeds from disposal of assets	1.324	29.792	28.468	1.324	30.843	29.51
Proceeds from disposal of non-current financial assets	7.279	-	(7.279)	7.576	-	(7.57
Investments in subsidiaries and other non-current financial assets	1.758	1.656	(102)	-	(3.444)	(3.44
Investments in other current financial assets	2.211	791	(1.420)	(1.270)	-	1.27
Disbursement due to other current financial assets	(98)	-	98		-	
Interests collected	1.721	293	(1.428)	2.117	293	(1.824
Dividends	458	260	(198)	458	260	(198
Net cash flows from investing activities (II)	(6.939)	16.931	23.870	(39.938)	(22.237)	17.70
Cash flows from financing activities:						
Net financial account with Group companies	(1.543)	_	1.543	_	_	
Bank borrowings and other non-current borrowings	16.967	5.800	(11.167)	21.470	13.479	(7.99)
	(21.333)	(37.803)	(16.470)	(29.503)	(65.801)	(36.298
Repayment of bank borrowings and other long term debt		(37.003)	(10.470)	(23.303)	(03.001)	(30.236
Net cash flows from financing activities (III)	(5.909)	(32.003)	(26.094)	(8.033)	(52.322)	(44.289
Effect of foreign exchange rate changes on cash and cash	273	(398)	(671)	273	(398)	(671)
Net increase in cash and cash equivalents (I+II+III+IV)	20.784	(17.229)	(38.013)	13.603	(21.362)	(34.965
Cash and cash equivalents at beginning of year	57.831	74.482	16.651	65.012	78.615	13.60
Cash and cash equivalents at end of year	78.615	57.253	(21.362)	78.615	57.253	(21.362





#### **BEFESA ZINC**

**Balance Sheet ('000 Euros)** 

Balance Sheet ( 000 Euros)					
Assets	31.12.2015	31.12.2014	Equity and Liabilities	31.12.2015	31.12.2014
Non-Current Assets:			Equity:		
Intangible assets:			Of the Parent:		
Goodwill	278.357	286.287		25.010	25.010
			Unrealized Asset and Liability Revaluation		
Other intangible assets	3.978			6.767	
	282.335	293.260		78.621	1
			Translation differences	2.240	
Property, plant and equipment:			Net profit for the year	4.120	
Property, plant and equipment in use	133.961	119.505		116.758	126.823
Property, plant and equipment in the course of					
construction	6.813		Of Minority Interests	15.662	
	140.774	130.369	Total Equity	132.420	144.311
Investments accounted for using the equity method			Non-Current Liabilities:		
Non-current financial assets:			Provisions for contingences and expenses	4.351	
Investments securities	1.670		9	765	
Other financial assets	667			297.704	
	2.337			1.678	
Derivative financial instruments	0	464		152	
Deferred tax assets	32.592			217	
Total Non-Current Assets	458.038	457.549		21.104	
			Total Non-Current Liabilities	325.971	358.095
Current Assets:			Current Liabilities:		
Inventories	13.881	12.638		3.328	3.688
Trade and other receivables	25.216			263	
Trade and other receivables  Trade receivables, related companies	2.970			6.677	
Tax receivables	3.447			28.813	
Other receivables	2.622			1.392	
Derivative financial instruments	423			1.392	2.434
Other current financial assets	423	28		8.006	9.100
Cash and cash equivalents	24.348	_	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	24.081	
Total Current Assets	72.913			32.087	
Total Current Assets	/2.913	99.530	Total Current Liabilities	72.560	
Total Assets	530.951	556.885		530.951	
TOTAL ASSETS	550.951	220.003	Total Equity and Liabilities	550.951	330.00



## **BEFESA**

BEFESA ZINC						
Profit & Loss Statement ('000 euros)	4Q 2014	4Q 2015	Change	FY 2014	FY 2015	Change
Revenue	74.971	58.738	(16.233)	262.156	253.865	(8.291)
Cost of sales	(43.695)	(44.174)	(479)	(157.257)	(156.868)	389
Other operating income	4.732	1.616	(3.116)	10.804	5.534	(5.270)
Gross Profit	36.008	16.180	(19.828)	115.703	102.531	(13.172)
Depreciation and amortization charge	(4.096)	(5.707)	(1.611)	(16.888)	(18.733)	(1.845)
General and administrative expenses	(6.861)	(3.925)	2.936	(23.220)	(22.495)	725
Impairment losses	(2.665)	(9.496)	(6.831)	(2.665)	(9.496)	(6.831)
Income From Operations	22.386	(2.948)	(25.334)	72.930	51.807	(21.123)
Finance income	145	89	(56)	295	293	(2)
Finance costs	(9.685)	(11.312)	(1.627)	(34.866)	(35.031)	(165)
Exchange differences (gains and losses)	184	(530)	(714)	776	(960)	(1.736)
Financial Loss	(9.356)	(11.753)	(2.397)	(33.795)	(35.698)	(1.903)
Profit Before Tax	13.030	(14.701)	(27.731)	39.135	16.109	(23.026)
	23.030	(21.702)	(27.731)	33.233	20.203	(23.020)
Income tax	(3.189)	(2.961)	228	(11.751)	(12.699)	(948)
Profit for the year from continuing operations	9.841	(17.662)	(27.503)	27.384	3.410	(23.974)
Profit for the year	9.841	(17.662)	(27.503)	27.384	3.410	(23.974)
Attributable to:						
Shareholders of the parent	9.252	(16.489)	(25.741)	24.961	4.120	(20.841)
Minority interests	589	(1.173)	(1.762)	2.423	(710)	(3.133)
EBITDA	29.147	12.255	(16.892)	92.483	80.036	(12.447)





#### **BEFESA ZINC**

Cash Flow Statement ('000 euros)	4Q 2014	4Q 2015	Change	FY 2014	FY 2015	Change
Cash Flows From Operating Activities	4Q 2014	4Q 2013	Change	F1 2014	F1 2013	Change
Profit for the period before tax	13.030	(14.701)	(27.731)	39.135	16.109	(23.026)
Adjustments due to:	13.030	(14.701)	(27.731)	55.255	10.103	(23.020)
Amortization/ Depreciation	4.096	5.707	1.611	16.888	18.733	1.845
Impairment test	2.665	9.496	6.831	2.665	9.496	6.831
(Profit)/Loss on disposal of non-current assets	(13)	(8)	5	32	6	(26)
Change in provisions	(1)	141	142	265	311	46
Financial income	(145)	(89)	56	(295)	(293)	2
Financial expense	9.685	11.312	1.627	34.866	35.031	165
Income from government grants	(146)	(85)	61	(573)	(466)	107
Exchange differences	(184)	530	714	(776)	960	1.736
Change in working capital:						
Change in trade receivables and other receivables	3.450	5.875	2.425	(1.148)	3.823	4.971
Change in inventories	1.926	1.008	(918)	3.752	(1.972)	(5.724)
Change other current assets	1.271	1.869	598	1.894	(4.730)	(6.624)
Change in other current liabilities	(1.833)	(4.816)	(2.983)	(6.556)	(891)	5.665
Cash generated from operations	33.801	16.239	(17.562)	90.149	76.117	(14.032)
Taxes paid	(1.740)	(2.676)	(936)	(9.416)	(8.232)	1.184
Interest paid	(15.693)	(16.047)	(354)	(32.872)	(33.158)	(286)
Interest received	145	89	(56)	295	293	(2)
Net Cash Flows From Operating Activities (I)	16.513	(2.395)	(18.908)	48.156	35.020	(13.136)
Cash Flows From Investing Activities						
Purchase of intangible assets	(126)	(37)	89	(139)	(113)	26
Purchase of property, plant and equipment	(3.083)	(3.951)	(868)	(5.207)	(23.947)	(18.740)
Proceeds from disposal of assets	0	8	8	2	1.059	1.057
Other non-current financial assets	24	0	(24)	19	(331)	(350)
Capital grants received	0	0	0	0	0	0
Net Cash Flows From Investing Activities (II)	(3.185)	(3.980)	(795)	(5.325)	(23.332)	(18.007)
Cash flows from financing activities						
Repayment of borrowings and other long-term debt	(538)	(63)	475	(14.746)	(21.668)	(6.922)
Long Term borrowings	(250)	0	250	0	0	0
Distribution of dividends/capital reduction	(820)	(8.435)	(7.615)	(11.250)	(14.673)	(3.423)
Net Cash Flows From Financing Activities (III)	(1.608)	(8.498)	(6.890)	(25.996)	(36.341)	(10.345)
Effect of change in the perimeter on cash and cash equivalents (IV)	0	0	0	25	0	(25)
Net Increase In Cash and Cash Equivalents (I+II+III+IV)	11.720	(14.873)	(26.593)	16.860	(24.653)	(41.513)
Cash and cash equivalents at beginning of the period	37.309	39.221	1.912	32.169	49.001	16.832
Cash and cash equivalents at end of the period	49.029	24.348	(24.681)	49.029	24.348	(24.681)