

## BEFESA

Third Quarter 2015 Earnings Presentation





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Befesa and its affiliates does not intend, and does not assume any obligations, to update these forward-looking statements.



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## Rafael Pérez

**Head of Strategy & Investor Relations** 



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## **Javier Molina**

**Chief Executive Officer** 



Continued solid growth in all three units. 3Q revenues of €173m, up 9% YoY. Lower commodity prices, new Bernburg plant and Solarca acquisition.

Strong consolidated 3Q EBITDA of €35 million, up 4% YoY. Margins at 20%. 9M 2015 EBITDA up 21% YoY.

Solid and stable financing position. Continuing leverage improvement to current  $x3,6^{(1)}$  down from x4,6 one year ago.

Strategic growth project in Korea moving forward according to plan. Turkey and the Gulf growth initiatives 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 similar to the previous year

### **Operational Performance**

#### EAF Throughput

- 151.038 tons of crude steel dust treated in 3Q 2015 (**-3,2%** vs 3Q 2014); 429.490 tons treated in 9M 2015 (**-4,4%** vs 9M 2014)

#### WOX Sales

- 51.367 tons of WOX sold in 3Q 2015 (**-0,3%** vs 3Q 2014); 146.446 tons sold in 9M 2015 (-4,5% vs 9M 2014)

#### Stainless Steel Throughput:

16.526 tons of stainless steel dust treated in 3Q
 2015 (-8,6% vs 3Q 2014); 64.331 tons treated in 9M 2015 (+6,8% vs 9M 2014)

#### **Highlights**

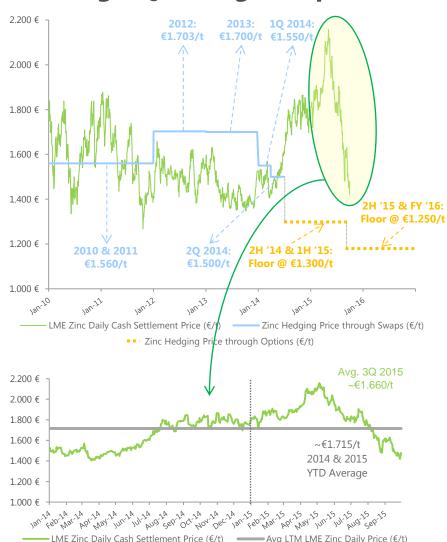
- Crude steel dust deliveries in line with expectations
- Good throughput levels mainly driven by good performance of our Western European plants
- Decrease in stainless steel throughput in the quarter due to a planned temporary shutdown of the plants. Good performance in a YTD basis







### After the upward trend seen during 1H 2015 Zinc prices decreased during 3Q ending the quarter around 1.500 €/t



#### **Zinc Prices**

- During the 3Q 2015 zinc prices traded on average below 3Q 2014 (\$1.913/t vs \$2.311/t), and approx. \$277/t below 2Q 2015 average level.
- The €/\$ FX rate during 3Q 2015 remained at the same level of 1,11 as in 2Q 2015.

	3Q 2014	3Q 2015	% Var.	9M 2014	9N 201
Befesa Blended Zinc Price (€/t)	1.745	1.659	-4,9%	1.591	1.83
Avg. LME Zinc Price (€/t)	1.745	1.659	-4,9%	1.579	1.83

% Var.	9M 2015	9M 2014
+ <b>15,1</b> %	1.831	1.591
+15,9	1.831	1.579

#### **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 2015 and 2016 through options with floor @ €1.250/t for 2H 2015 and full year of 2016.



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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

- 102.372 tons of salt slag/SPL recycled in 3Q 2015 (**+1,5%** vs 3Q 2014); 343.235 tons recycled in 9M 2015 (+10% vs 9M 2014)

#### Secondary Aluminum Alloys

- 38.609 tons of alloys produced in 3Q 2015 (**+32%** vs 3Q 2014); 129.725 tons produced in 9M 2015 (+35% vs 9M 2014)

#### **Highlights**

- Strong secondary aluminum volumes over the 3Q 2014 thanks to contribution from new plant in Bernburg (operations started in Dec '14)
- Bernburg plant ramp-up on track
- Good salt slag volumes over the 3Q 2015 versus same period of 2014





## BEFESA

# Bernburg ramp up on track. Successful acquisition and integration of Solarca into our IES segment. Gulf Project Progressing

#### **Aluminum Growth**

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

 Ramp up of the plant on track (75% capacity loaded in 2015)



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



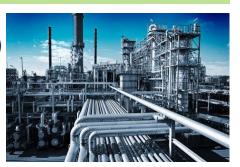




### **Industry Environmental Solutions (IES) Growth**

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







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## **Wolf Lehmann**

**Chief Financial Officer** 



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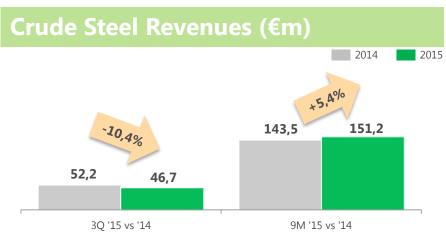
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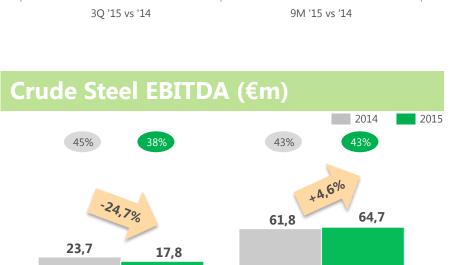
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## **Zinc Financial Highlights**



### Crude steel segment EBITDA decreased YoY mainly due to lower zinc prices during 3Q





2015 EBITDA margin

9M '15 vs '14

#### **Revenues Highlights**

- Crude steel dust segment 3Q revenues decreased by 10% y/y mainly driven by:
  - Zinc blended price decreased by 5%
    - 5% decrease in average LME zinc prices compared to 3Q '14
    - No zinc price forward hedging neither for 3Q '15 or 3Q '14 (options with floor @ €1.250/t and €1.300/t, respectively)
  - WOX sales remained at 3Q '14 level
- Compared to 9M '14, revenues increased by 5% mainly due to a 15% increase in zinc blended price as well as cost saving contribution to higher EBITDA, partly offset by 4,5% decrease in tons of **WOX** sold

#### **EBITDA Highlights**

The €5,5m revenue decrease during 3Q 2015 vs 3Q 2014 drove the EBITDA decrease during the period (-€5,9m)

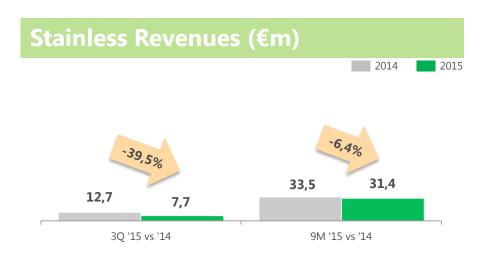
3Q '15 vs '14

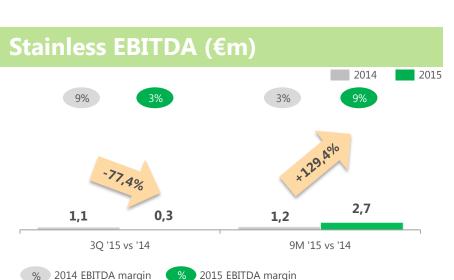
2014 EBITDA margin

2015



### Weaker quarter for stainless steel mainly driven by lower volumes





#### **Revenues Highlights**

- During 3Q 2015 Stainless steel dust segment revenues decreased by 40% compared to the same period of 2014 mainly coming from lower volumes of stainless steel dust treated (-9%) as well as volumes of alloys sold (-77%) and lower Nickel prices (-32%)
- Compared to 9M 2014, Stainless steel segment revenues worsened by 6% specially driven by the decrease in average nickel prices (-11%), as well as by a reduction in tons of alloys sold (-52%)

#### **EBITDA Highlights**

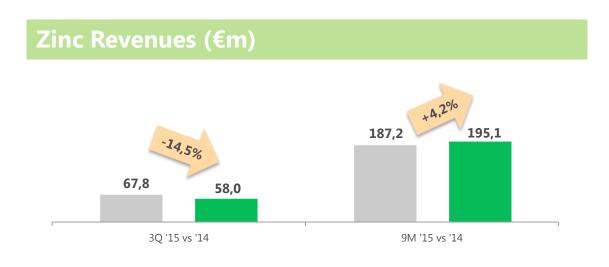
 9M EBITDA still above 2014 by +€1,5m mainly driven by cost management compared to the same period of 2014

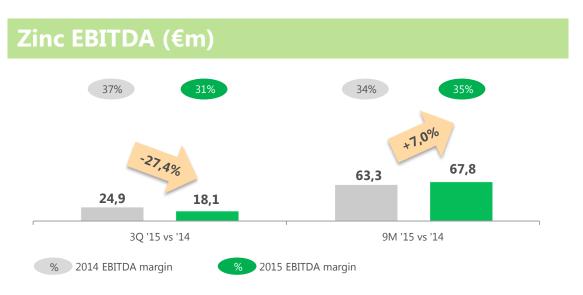
2015

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### Strong growth in revenues and EBITDA in the Zinc business unit







### Good operating results drive cash flow generation

- Operating activities: During 9M 2015 the net cash flows generated by operating activities amounted to €37,4 million (a €6m increase vs 9M 2014), driving the EBITDA increase in the three quarters, and lower taxes paid.
- Investing activities: During 9M 2015 the net cash flows used in investing activities were €19,4 million primarily due to investments in the second kiln in Korea.
- Financing activities: During 9M 2015 Befesa Zinc repaid the Korea facility loan (€20 million) and paid a €6,2m dividend to its Befesa parent.
- Liquidity: As of September 30<sup>th</sup> 2015, our liquidity amounted to €39,2 million including cash on hand and short-term financial investments.

#### **BEFESA ZINC**

Bei esa zine						
Cash Flow Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Cash generated from operations	23.610	15.148	(8.462)	56.348	59.878	3.530
Taxes paid	(1.625)	(1.575)	50	(7.676)	(5.556)	2.120
Interest paid	(2.017)	(917)	1.100	(17.179)	(17.111)	68
Interest received	33	85	52	150	204	54
Net cash flows from operating activities (I)	20.001	12.741	(7.260)	31.643	37.415	5.772
Net cash flows from investing activities (II)	(392)	(5.980)	(5.588)	(2.140)	(19.352)	(17.212)
Net cash flows from financing activities (III)	(13.888)	(39)	13.849	(24.388)	(27.843)	(3.455)
Effect in change of the perimeter (IV)	0	0	0	25	0	(25)
Net increase in cash and cash equivalents (I+II+III+IV)	5.721	6.722	(1.001)	5.140	(9.780)	(14.920)
Cash and cash equivalents BoP	31.588	32.499		32.169	49.001	
Cash and cash equivalents EoP	37.309	39.221		37.309	39.221	



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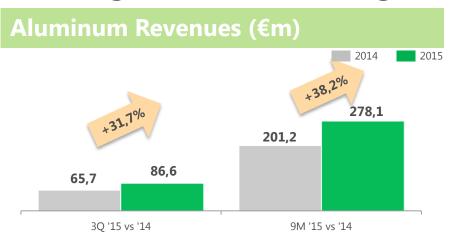
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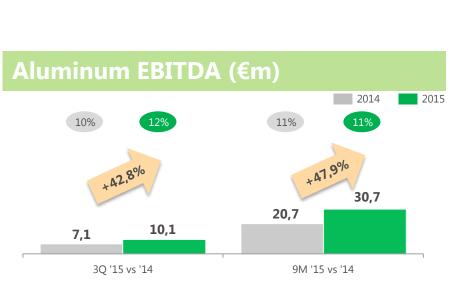
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## **Aluminum Financial Highlights**



# Strong 3Q 2015 EBITDA of €10m (12% margin) driven mainly by Bernburg contribution and higher Alu prices





2015 EBITDA margin

#### **Revenues Highlights**

- During 3Q 2015 revenues increased 32% (compared to 3Q 2014) mainly driven by better secondary aluminum alloys production volumes (+32%) explained by Bernburg contribution, stronger salt slag / SPLs volumes (+1,5%). Aluminum alloy average LME prices remained at similar levels as in the same period of 2014 (~€1.530/t)
- Compared to 9M 2014, revenues of the business unit increased by 38% explained by higher secondary aluminum alloys production volumes (+35%, mostly explained by Bernburg contribution), higher salt slag / SPLs volumes (+10%) and aluminum alloy average LME prices (+11%)

#### **EBITDA Highlights**

 EBITDA improved by 43% (compared to 3Q 2014) and by 48% (compared to 9M 2014) primarily driven by Bernburg contribution (starting in December 2014) and cost management

2014 EBITDA margin



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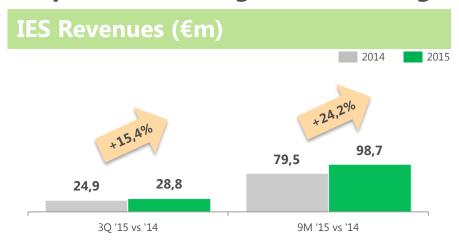
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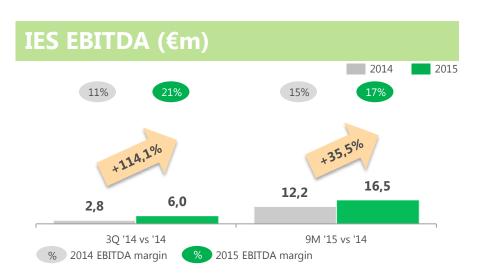
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## **IES Financial Highlights**



# Strong quarter driven by contribution from Solarca –successfully acquired and integrated– and higher volumes in Sulfur





#### **Revenues Highlights**

- During 3Q 2015 revenues increased 15% (compared to 3Q 2014) mainly driven by the Solarca acquisition and higher volumes of residues treated in our Sulfur plant
- Compared to 9m 2014, revenues of the business unit improved by 24% explained by contribution from Solarca acquisition and higher volumes in Sulfur segment

#### **EBITDA Highlights**

- 3Q 2015 EBITDA increased by 114% or €3,2 million compared to same period of 2014 primarily due to contribution from Solarca acquisition
- EBITDA improved by 36% vs previous 9M 2014
   mainly due to contribution from Solarca acquisition

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2014 2015



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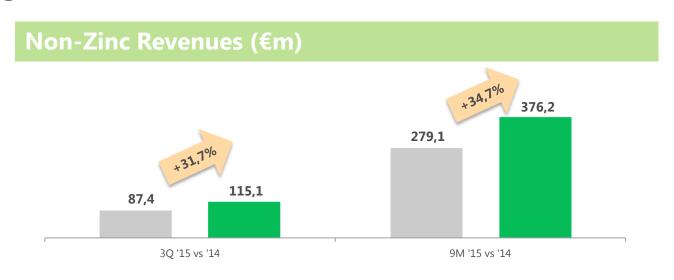
## **Consolidated Non-Zinc Financial Highlights**

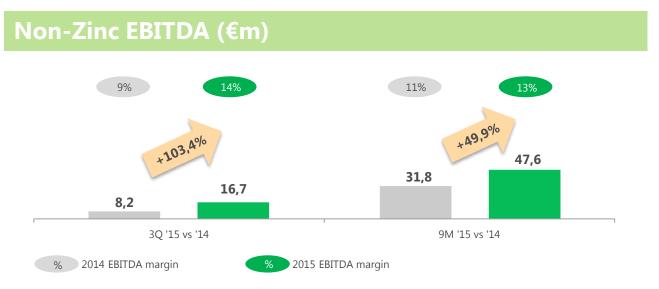


### **Consolidated Non-Zinc Financial Highlights**

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







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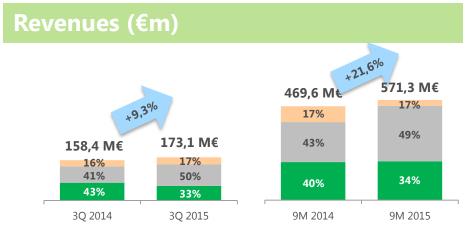
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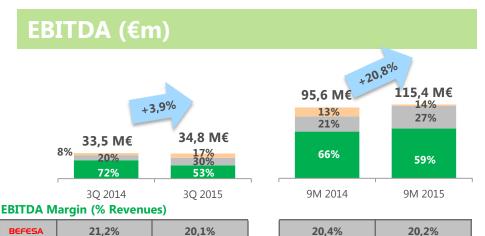
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## **Consolidated Financial Highlights**



### 9M '15 revenues up 22% and EBITDA up 21% vs. 9M '14





33,9%

10,3%

15,4%

34,8%

11,0%

16,7%

#### **Highlights**

- 3Q 2015 consolidated revenues amounted to €173 million, +9% growth compared to the same period of 2014, mainly driven by Bernburg (since Dec '14) and Solarca (since April '15), partially offset by a 5% decrease in zinc LME average prices
- 3Q 2015 **consolidated EBITDA** amounted to €35 million, **+4% increase** vs 3Q 2014 ... over proportional Alu growth impact business unit mix
- Ongoing implementation of cost reduction and productivity improvement initiatives
- 3Q and 9M 2015 above 20% EBITDA margin

25

31,2%

11.7%

20,7%

36,8%

10,8%

11,1%

Steel

Alum.

**IES** 



### 3Q 2015 EBITDA Up 4% or €1,3 million vs. 9M 2014

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

#### **BEFESA**

Profit & Loss Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Revenue	158.405	173.128	14.723	469.631	571.277	101.646
EBITDA	33.509	34.824	1.315	95.573	115.430	19.857
Depreciation, amortisation and impairment provisions	(16.689)	(14.158)	2.531	(34.578)	(34.316)	262
Financial result	(14.048)	(15.879)	(1.831)	(43.082)	(46.321)	(3.239)
Earnings before taxes	2.906	4.880	1.974	18.088	35.053	16.965
Net Income	3.549	1.968	(1.581)	12.615	21.832	9.217

#### **Highlights**

- During 3Q 2015 the revenue of the Group amounted to 173 million euros (158 million in 3Q ´14) and the EBITDA amounted to 35 million euros (33 million in 3Q ´14). A 3,9% EBITDA YoY increase and a 9,3% revenue YoY increase.
- **Earning before taxes increases** driven by the operational result improvement.

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



- Operating activities: During 9M 2015 the net cash flows generated by operating activities amounted to €55,4 million (a €27,4 million increase compared to 9M 2014), mainly due to the better performance of all the business units in 2015 and an unusual impact in 2014 due to the discontinuation of certain financing programs.
- Investing activities: During 9M 2015 the net cash flows used in investing activities were €39,2 million, mainly driven by the second kiln in our current plant in South Korea, the acquisition of Solarca and the maintenance capex invested.
- Financing activities: During 9M 2015 the net cash flows used in financing activities were €20,3 million coming basically from the total repayment of the Korea facility loan (€20 million).
- Liquidity: As of September 30th 2015, our liquidity amounted to €74,5 million including only cash on hand. Befesa is compliant with its debt covenants.

#### **BEFESA**

BCI CSA						
Cash Flow Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Cash flows from operations	29.199	15.657	(13.542)	72.897	94.896	21.999
Taxes paid	(1.765)	(2.434)	(669)	(9.125)	(7.428)	1.697
Interest paid	(3.736)	(1.822)	1.914	(35.830)	(32.115)	3.715
Net cash flows from operating activities (I)	23.698	11.401	(12.297)	27.942	55.353	27.411
Net cash flows from investing activities (II)	(15.525)	(11.427)	4.098	(32.999)	(39.168)	(6.169)
Net cash flows from financing activities (III)	(1.701)	7.975	9.676	(2.124)	(20.319)	(18.195)
Net increase in cash and cash equivalents (I+II+III)	6.472	7.950	1.478	(7.181)	(4.133)	3.048
Cash and cash equivalents at beginning of year	51.359	66.532	15.173	65.012	78.615	13.603
Cash and cash equivalents at end of year	57.831	74.482	16.651	57.831	74.482	16.651

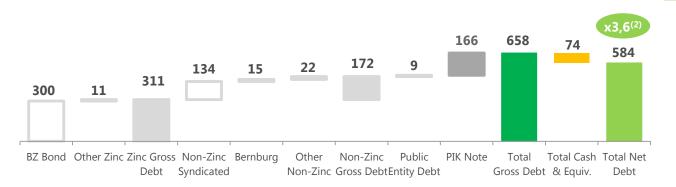


### **Debt Structure & Net Debt Position – Sep YTD 2015**

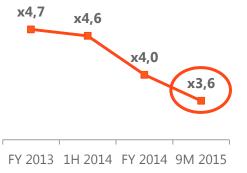
Solid and stable financing position at 3 levels (Zinc, Non-Zinc and Corporate) with total leverage at x3,6



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



#### Leverage Evolution



**Continue improvement of financial leverage ... from x4,7 (2013)** and x4,0 (2014) to current x3,6 (9M 2015)

- (1) Excludes Factoring and Confirming of 63,7 M€
- (2) Assuming LTM as of September 30<sup>th</sup> 2015 Consolidated EBITDA of 160,3 M€
- (3) Assuming LTM as of September 30<sup>th</sup> 2015 Zinc EBITDA of 97,1 M€
- (4) Assuming LTM as of September 30<sup>th</sup> 2015 Non Zinc EBITDA of 63,1 M€



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## **Javier Molina**

**Chief Executive Officer** 



# Main priorities for 2015 focused on parallel path of operational excellence and profitable growth for the next years

### Main priorities for 2015 on track

- Expand plant and maintain leadership position of Befesa Zinc in South Korea, a key market for Befesa
- Deliver our new secondary aluminum plant in Bernburg to reach full capacity, as planned
- Organic and inorganic growth in new geographies in the IES business, specially in the services business
- Increase our presence in Turkey in steel dust as a key market for Befesa Zinc
- Maintain operational excellence efforts in order to achieve additional cost savings for 2015 in a sustainable manner



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## Questions



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BEFESA						
Profit & Loss Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
From continuing operations:						
Revenue	158.405	173.128	14.723	469.631	571.277	101.646
+/- Changes in inventories of finished goods and work in progress	(1.928)	(1.053)	875	(2.476)	(1.611)	865
Cost of sales (Note 24)	(67.447)	(82.621)	(15.174)	(212.295)	(276.933)	(64.638)
Other income	588	4.461	3.873	7.631	7.844	213
Employee benefits expense (Note 24)	(22.732)	(23.117)	(385)	(67.092)	(77.296)	(10.204)
Other expenses	(33.377)	(35.974)	(2.597)	(99.826)	(107.851)	(8.025)
Depreciation, amortisation and impairment provisions	(16.689)	(14.158)	2.531	(34.578)	(34.316)	262
EBIT	16.820	20.666	3.846	60.995	81.114	20.119
Finance income	531	808	277	2.093	1.932	(161)
Finance costs	(15.417)	(14.813)	604	(46.241)	(46.182)	59
Exchange differences	838	(1.874)	(2.712)	1.066	(2.071)	(3.137)
Financial result	(14.048)	(15.879)	(1.831)	(43.082)	(46.321)	(3.239)
Share of profit of companies carried using the equity method (Note 11)	134	93	(41)	175	260	85
EBT	2.906	4.880	1.974	18.088	35.053	16.965
		(2.010)	(2)	( <b>7</b>	(12.001)	(= = 10)
Income tax expense	643	(2.912)	(3.555)	(5.473)	(13.221)	(7.748)
Result from continuing operations	3.549	1.968	(1.581)	12.615	21.832	9.217
From discontinuing operations:						
Profit for the year from discontinued operations	-	-	-	-	-	-
Net income	3.549	1.968	(1.581)	12.615	21.832	9.217
Attributable to:						
Owners of the parent	2.931	1.429	(1.502)	9.934	19.886	9.952
Non-controlling interests	618	539	(79)	2.681	1.946	(735)
Non controlling interests	010	333	(73)	2.001	1.570	(733)





#### **BEFESA**

Balance Sheet ('000 euros)

Assets	30.09.15	31.12.14	Equity and liabilities	30.09.15	31.12.14
			Equity:		
Non-current assets			Attibutable to owners of the parent -		
Intangible assets			Share capital	13	13
Goodwill	379.559	373.860	Reserve for valuation adjustments deferred in equity	9.030	9.355
Other intangible assets	20.404	22.176	Share premium	400.495	400.495
3	399.963	396.036	Other reserves	(180.114)	(250.276)
Property, plant and equipment -			Translation differences	(1.193)	(1.534)
Property, plant and equipment in use	394.114	364.447	Net profit for the period	19.886	17.198
Property, plant and equipment in progress	34.640	47.185	'	248.117	175.251
	428.754	411.632	Non-controlling interests	36.392	35.581
Investments carried under the equity method	1.873	1.650	Total equity	284.509	210.832
Non-current assets -			. ,		
Securities portfolio	2.823	4.439	Non-current liabilities:		
Other financial assets	23.743	21.453	Provisions	13.890	14.833
	26.566	25.892	Non-recourse borrowing	459.028	475.306
Deferred income tax assets	78.899	78.128	Recourse borrowings	109.896	110.737
Total non-current assets	936.055	913.338	Finance lease payables	6.745	1.859
			Deferred income tax liabilities	40.932	41.652
			Other non-current liabilities	31.716	106.725
			Total non-current liabilities	662.207	751.112
Current assets:			Non-recourse borrowings	17.985	7.965
Inventories	48.286	41.900	Recourse borrowings	52.307	25.502
Trade and other receivables	94.673	77.432	Finance lease payables	2.198	1.162
Trade receivables, related parties	3.501	1.835	Trade payables, related parties	1.948	1.935
Tax receivables	22.653	17.510	Trade and other accounts payable	115.957	106.627
Other receivables	7.640	4.490	Provisions	31	152
Other current financial assets	5.060	3.546	Other payables -		
Cash and cash equivalents	74.482	78.615	Taxes payable	27.305	16.633
Total current assets	256.295	225.328	Other current liabilities	27.903	16.746
				55.208	33.379
			Total current liabilities	245.634	176.722
Total Assets	1.192.350	1.138.666	Total equity and liabilities	1.192.350	1.138.666



### **Consolidated Cash Flow Statement**

#### **BEFESA**

BEFESA				5		
Cash Flow Statement ('000)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Cash flows from operating activities:						
Profit (loss) for the period before tax	2.906	4.880	1.974	18.088	35.053	16.965
Adjustments due to:						
Depreciation and amortisation charge	16.689	14.158	(2.531)	34.578	34.316	(262)
Share of profit (loss) of associates	(134)	(93)	41	(175)	(260)	(85
Changes in long-term provisions	299	(55)	(354)	(322)	77	399
Interest income	(1.369)	(808)	561	(3.159)	(1.932)	1.227
Finance costs	15.417	16.687	1.270	46.241	48.253	2.012
Other income/expenses	(364)	(148)	216	(702)	(476)	220
Changes in working capital:						
Trade receivables and other current assets	2.409	(3.101)	(5.510)	(4.268)	(21.592)	(17.324
Inventories	(297)	(2.406)	(2.109)	12.505	(6.386)	(18.891
Trade payables	(6.357)	(13.457)	(7.100)	(27.167)	7.843	35.010
Other cash flows from operating activities:						
Interest paid	(3.736)	(1.822)	1.914	(35.830)	(32.115)	3.715
Taxes paid	(1.765)	(2.434)	(669)	(9.125)	(7.428)	1.697
Provisions paid	-	-	-	(2.722)	-	2.722
Net cash flows from operating activities (I)	23.698	11.401	(12.297)	27.942	55.353	27.41
Cash flows from investing activities:	(427)	(466)	(20)	(2.040)	(466)	1 503
Investments in intangible assets	(437)	(466)	(29)	(2.049)	(466)	1.583
Investments in property, plant and equipment	(10.653)	(11.912)	(1.259)	(26.502)	(33.862)	(7.360
Proceeds from disposal of assets	-	1.051	1.051		1.051	1.05
Proceeds from disposal of non-current financial assets	(187)	-	187	297	-	(297
Investments in subsidiaries and other non-current financial assets	(1.136)	(100)	1.036	(1.758)	(5.100)	(3.342
Investments in other current financial assets	(3.045)	-	3.045	(3.481)	(791)	2.690
Disbursement due to other current financial assets	(67)	-	67	98	-	(98
Interests collected	-	-	-	396	-	(396
Net cash flows from investing activities (II)	(15.525)	(11.427)	4.098	(32.999)	(39.168)	(6.169)
Cash flows from financing activities:						
Net financial account with Group companies	1.543	-	(1.543)	1.543	-	(1.543)
Bank borrowings and other non-current borrowings	(3.556)	6.570	10.126	4.503	7.679	3.176
Repayment of bank borrowings and other long term debt	312	1.405	1.093	(8.170)	(27.998)	(19.828)
			9.676	(2.124)	(20.319)	(18.195)
Net cash flows from financing activities (III)	(1.701)	7.975	9.070	(2.127)	(20.313)	(-055
Net cash flows from financing activities (III)  Effect of foreign exchange rate changes on cash and cash equivalents	(1.701)	7.975 -	-	-	-	-
Effect of foreign exchange rate changes on cash and cash equivalents	(1.701)			(7.181)	-	3.04
	-	-	-	-	(4.133) 78.615	-





#### **BEFESA ZINC**

**Balance Sheet ('000 Euros)** 

Assets	30.09.2015	31.12.2014	Equity and Liabilities	30.09.2015	31.12.2014
New Comment Assets			Facility		
Non-Current Assets:			Equity: Of the Parent:		
Intangible assets:	206 207	206 20-		25.01/	25.01
Goodwill	286.287	286.287		25.010	25.010
	6.252	6.073	Unrealized Asset and Liability Revaluation	6.76	6 76
Other intangible assets	6.352			6.767	
	292.639	293.260		87.094	
			Translation differences	237	
Property, plant and equipment:	10000	440 - 0-	Net profit for the year	20.608	
Property, plant and equipment in use	109.099	119.505		139.716	126.823
Property, plant and equipment in the course of					
construction	26.967		Of Minority Interests	16.191	
	136.066	130.369	Total Equity	155.907	144.31
Investments asserted for using the action mothed			Non-Current Liabilities:		
Investments accounted for using the equity method				4.075	204
Non-current financial assets:	1.670	1.670	Provisions for contingences and expenses	4.071	
Investments securities	1.670		]	900	
Other financial assets	667			297.462	
	2.337			1.763	
Derivative financial instruments	252			152	
Deferred tax assets	32.968			433	
Total Non-Current Assets	464.262	457.549		21.158	
			Total Non-Current Liabilities	325.939	358.09
Current Assets:			Current Liabilities:		
Inventories	14.430	12.638		9.984	3.688
Trade and other receivables	32.640			178	
Trade receivables, related companies	486			3.445	
Tax receivables	3.478			27.899	
Other receivables	3.447			1.649	
Derivative financial instruments	323			1.04.	
Other current financial assets	525	28		11.420	9.100
Cash and cash equivalents	39.221		' '	21.871	
Total Current Assets	94.030			33.291	
TOWN WITHIN PURCES	3 1.030	33.330	Total Current Liabilities	76.446	
Total Assets	558.292	556.885		558.292	

### Zinc Detailed P&L

# **BEFESA**

BEFESA ZINC						
Profit & Loss Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Revenue	67.822	58.021	(9.801)	187.185	195.127	7.942
Cost of sales	(37.948)	(35.706)	2.242	(113.562)	(112.694)	868
Other operating income	579	2.703	2.124	6.072	3.918	(2.154)
Gross Profit	30.453	25.018	(5.435)	79.695	86.351	6.656
Depreciation and amortization charge	(4.624)	(4.580)	44	(12.792)	(13.026)	(234)
General and administrative expenses	(5.512)	(6.918)	(1.406)	(16.359)	(18.570)	(2.211)
Impairment losses	0	0	0	0	0	0
Income From Operations	20.317	13.520	(6.797)	50.544	54.755	4.211
Finance income	33	85	52	150	204	54
Finance costs	(8.220)	(7.300)	920	(25.181)	(23.719)	1.462
Exchange differences (gains and losses)	414	(74)	(488)	592	(430)	(1.022)
Financial Loss	(7.773)	(7.289)	484	(24.439)	(23.945)	494
Profit Before Tax	12.544	6.231	(6.313)	26.105	30.810	4.705
Income tax	(4.016)	(2.067)	1.949	(8.562)	(9.738)	(1.176)
Profit for the year from continuing operations	8.528	4.164	(4.364)	17.543	21.072	3.529
Profit for the year	8.528	4.164	(4.364)	17.543	21.072	3.529
Tronc for the year	0.320	7.207	(1.501)	17.545	22.072	3.323
Attributable to:						
Shareholders of the parent	8.149	3.742	(4.407)	15.709	20.609	4.900
Minority interests	379	422	43	1.834	463	(1.371)
EBITDA	24.941	18.100	(6.841)	63.336	67.781	4.445



# **BEFESA**

#### **BEFESA ZINC**

Cash Flow Statement ('000 euros)	3Q 2014	3Q 2015	Change	9M 2014	9M 2015	Change
Cash Flows From Operating Activities						
Profit for the period before tax	12.544	6.231	(6.313)	26.105	30.810	4.705
Adjustments due to:						
Amortization/ Depreciation	4.624	4.580	(44)	12.792	13.026	234
(Profit)/Loss on disposal of non-current assets	14	1	(13)	45	14	(31)
Change in provisions	161	27	(134)	266	170	(96)
Financial income	(33)	(85)	(52)	(150)	(204)	(54)
Financial expense	8.220	7.300	(920)	25.181	23.719	(1.462)
Income from government grants	(143)	(106)	37	(427)	(381)	46
Exchange differences	(414)	74	488	(592)	430	1.022
Change in working capital:						
Change in trade receivables and other receivables	(2.213)	490	2.703	(4.598)	(2.052)	2.546
Change in inventories	527	(702)	(1.229)	1.826	(2.980)	(4.806)
Change other current assets	(5)	(4.542)	(4.537)	623	(6.599)	(7.222)
Change in other current liabilities	328	1.880	1.552	(4.723)	3.925	8.648
Cash generated from operations	23.610	15.148	(8.462)	56.348	59.878	3.530
Taxes paid	(1.625)	(1.575)	50	(7.676)	(5.556)	2.120
Interest paid	(2.017)	(917)	1.100	(17.179)	(17.111)	68
Interest received	33	85	52	150	204	54
Net Cash Flows From Operating Activities (I)	20.001	12.741	(7.260)	31.643	37.415	5.772
Cash Flows From Investing Activities						
Purchase of intangible assets	0	(41)	(41)	(13)	(76)	(63)
Purchase of property, plant and equipment	(373)	(5.873)	(5.500)	(2.124)	(19.996)	(17.872)
Proceeds from disposal of assets	0	(35)	(35)	2	1.051	1.049
Other non-current financial assets	(19)	(31)	(12)	(5)	(331)	(326)
Capital grants received	0	0	0	0	0	0
Net Cash Flows From Investing Activities (II)	(392)	(5.980)	(5.588)	(2.140)	(19.352)	(17.212)
Cash flows from financing activities						
Repayment of borrowings and other long-term debt	(12.888)	(39)	12.849	(14.208)	(21.605)	(7.397)
Long Term borrowings	(1.000)	0	1.000	250	0	(250)
Distribution of dividends/capital reduction	0	0	0	(10.430)	(6.238)	4.192
Net Cash Flows From Financing Activities (III)	(13.888)	(39)	13.849	(24.388)	(27.843)	(3.455)
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)	5.721	6.722	1.001	5.140	(9.780)	(14.920)
Cash and cash equivalents at beginning of the period	31.588	32.499	911	32.169	49.001	16.832
Cash and cash equivalents at end of the period	37.309	39.221	1.912	37.309	39.221	1.912