## Presentation Annual Report 2010 29 April 2011

#### Disclaimer



- Some of the information contained in this presentation contains forward-looking statements. Readers are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and that actual results may differ materially from those in the forward-looking statements as a result of various factors. Swissmetal undertakes no obligation to publicly update or revise any forward-looking statements.
- The information contained herein is not for publication or distribution into the United States. The material set forth herein is for informational purposes only and is not intended, and should not be construed, as an offer of securities for sale in the United States. The securities described herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the laws of any state, and may not be offered or sold within the United States or to U.S. Persons, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and applicable state laws. There is no intention to register any portion of the offering described herein in the United States or to conduct any offering of securities in the United States.
- The information contained in this communication does not constitute an offer of securities to the public in the United Kingdom within the meaning of the Public Offers of Securities Regulations 1995. No prospectus offering securities to the public will be published in the United Kingdom. Persons receiving this communication in the United Kingdom should not rely on it or act on it in any way.
- The information contained herein shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of the securities referred to herein, in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration, exemption from registration or qualification under the securities laws of any jurisdiction.

## **Agenda**

- Business 2010
- Annual Report 2010
- Outlook

## **Agenda**

- Business 2010
- Annual Report 2010
- Outlook

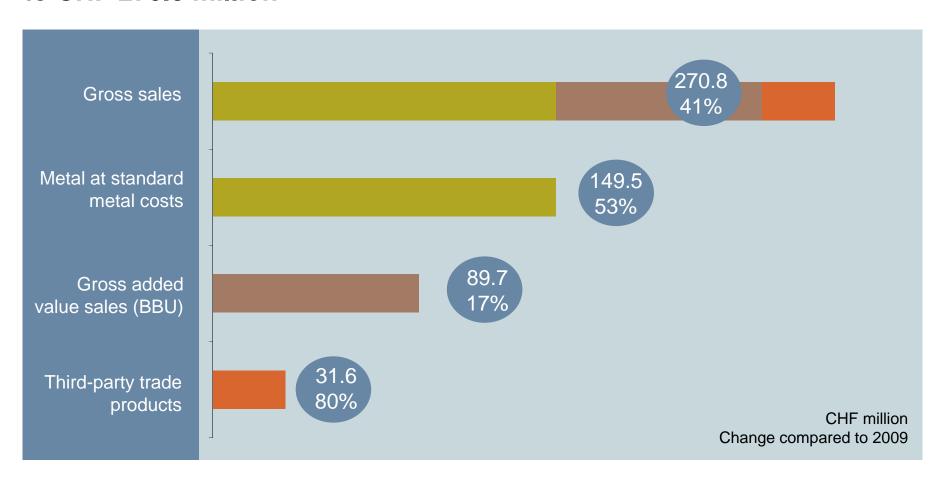


## **Year 2010: Increased business activity**

- Increased business activity in all segments
- Discontinuing operation: ATMOVA business to be sold
- Restatement as of 1.1.2009: Stock valuation change from LIFO to weighted average method
- Second half-year negatively impacted by
  - Weak EUR
  - Machine shutdown
- Refinancing opportunities are given



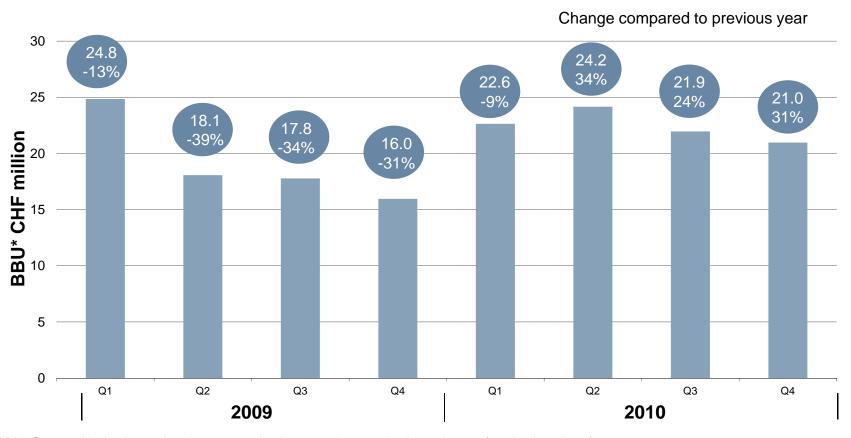
## Gross sales (continuing operation) increased by 41% to CHF 270.8 million





7

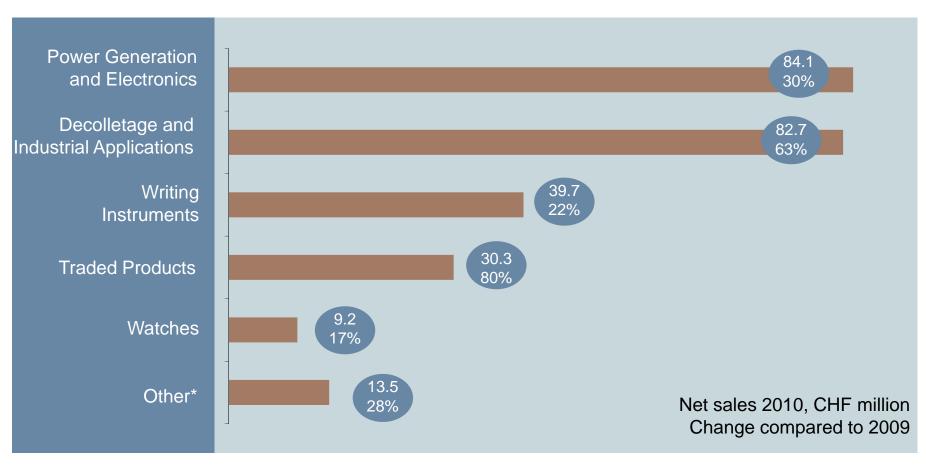
# Major increase in second quarter, negative impact in second half-year due to machine shutdown and currency loss



<sup>\*</sup>BBU: Gross added value sales, i.e. gross sales less metal at standard metal costs (production plants)



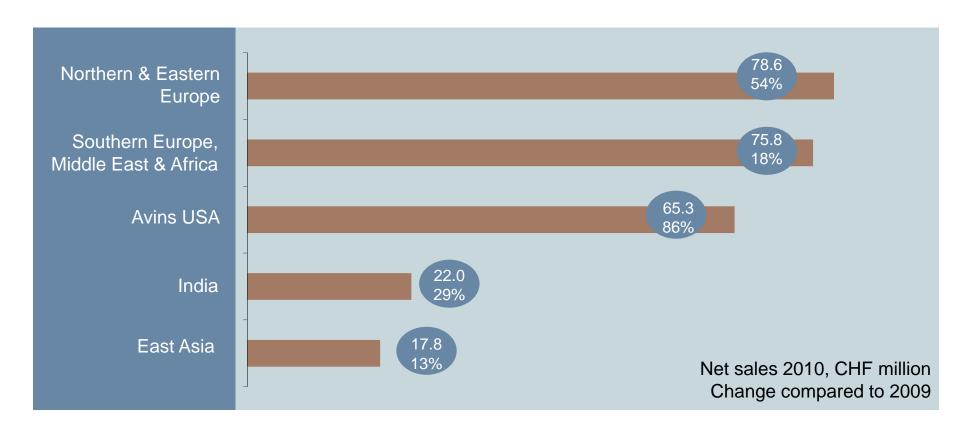
#### Substantial increase in Decolletage and Industrial Applications



<sup>\*</sup>contains Transportation, Designed Energy and Architecture

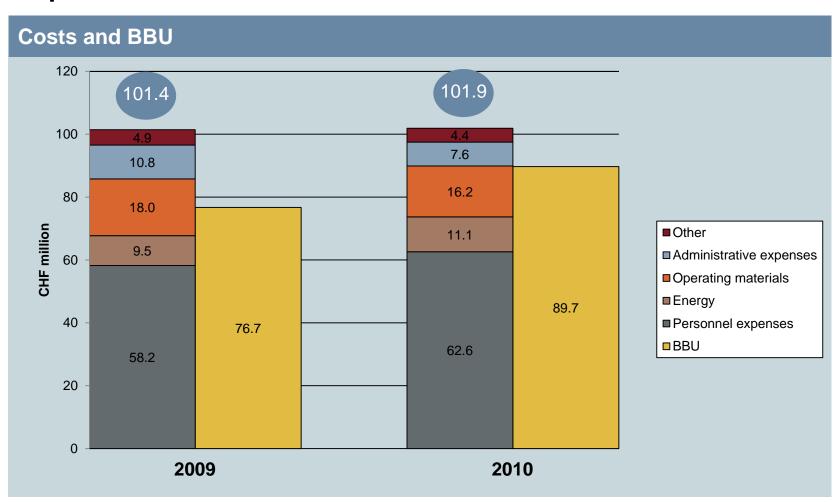


## Double-digit growth in all sales regions





## Improved cost structure in relation to BBU



## **Agenda**

- Business 2010
- Annual Report 2010
- Outlook



## Continuing operation 2010: EBIT (operative)\* improvement by CHF 21.7 million

CHF million	2010	2009	Change	Change in %
Gross sales	270.8	191.7	79.1	41
EBITDA	3.7	-1.6	5.3	n.a.
EBIT	-7.7	-14.3	6.6	46
Metal valuation impact	5.8	20.9	-15.1	-72
EBIT (operative)*	-13.5	-35.2	21.7	62
EAT	-10.0	-15.3	5.3	35
Equity ratio**	44%	54%	-10%pt	n.a.
Net debt**	51.8	37.6	14.2	38
Free cash flow	-7.0	-2.9	-4.1	-141
Cash and cash equivalents**	1.9	5.7	-3.8	-67

<sup>\*</sup>without metal valuation impact

<sup>\*\*</sup>as at 31 December 2010 and as at 31 December 2009, respectively (continuing and discontinuing operation)



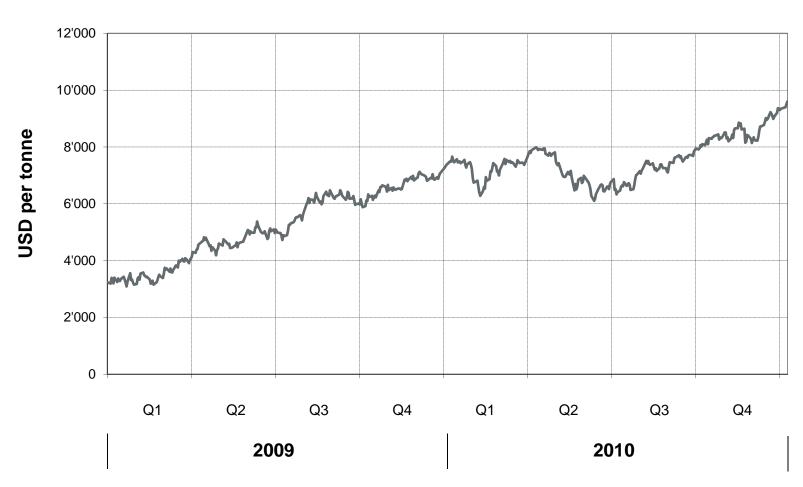
#### **Continuing operation 2010: Operational improvements**

CHF million	2010	2009	Change
EBIT (previous year; LIFO)	-16.7	-29.9	13.2
Impact change to weighted average method	9.0	15.6	-6.6
Operating income (EBIT)	-7.7	-14.3	6.6
Metal valuation impact	-5.8	-20.9	15.1
EBIT (operative)	-13.5	-35.2	21.7

The 2010 and 2009 columns do not include the discontinuing operation (ATMOVA business) effects on the EBIT in the amount of CHF -11.7 million and CHF -0.9 million, respectively.

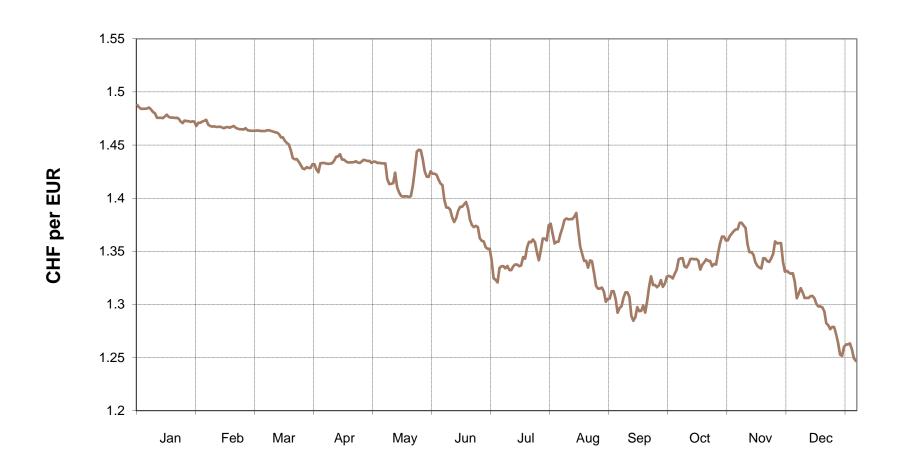


## Copper price (3 months) development led to increased financing requirements





## CHF/EUR 2010: Currency loss is calculated at CHF 3.2 million

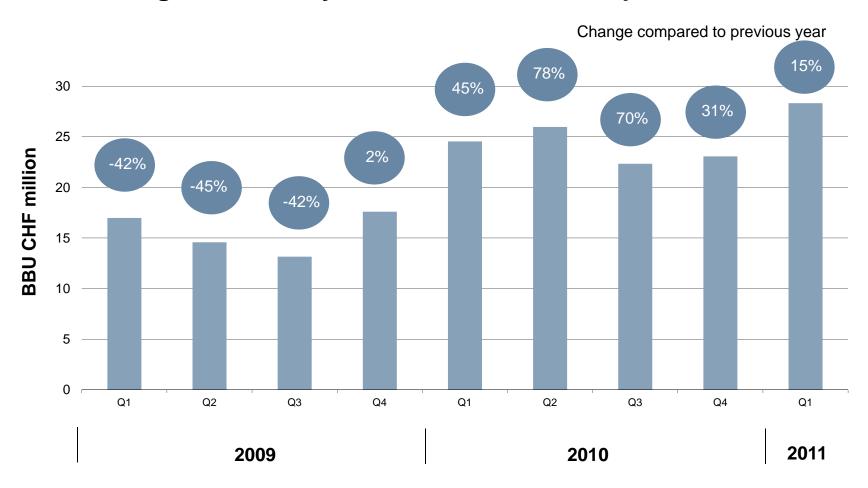


## **Agenda**

- Business 2010
- Annual Report 2010
- Outlook



## Due to the high order entry Swissmetal remains optimistic





## **Optimistic Business Outlook**

- Robust order entry
- Cost saving programs on track

## Refinancing

- Refinancing in Germany up to 2014
- Refinancing in Switzerland in progress
  - The bank agreed on the prolongation of the warehouse facility of another two years (until mid-2013) depending on the sale and lease- back/buy-back agreement.
  - Sale and lease-back/buy-back in process



## **Next Steps**

- Portfolio realignment towards strategic higher value added products
- Selective transfer of production to Germany
- Further cost structure improvement and production process optimization