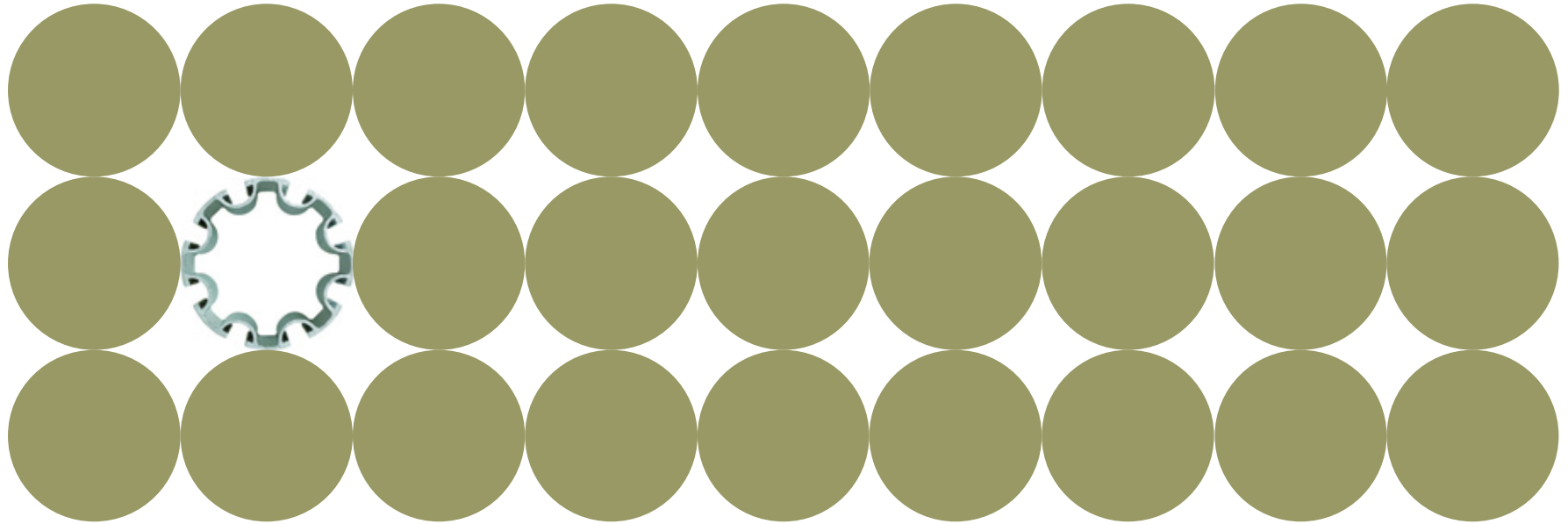


# Financial and performance update



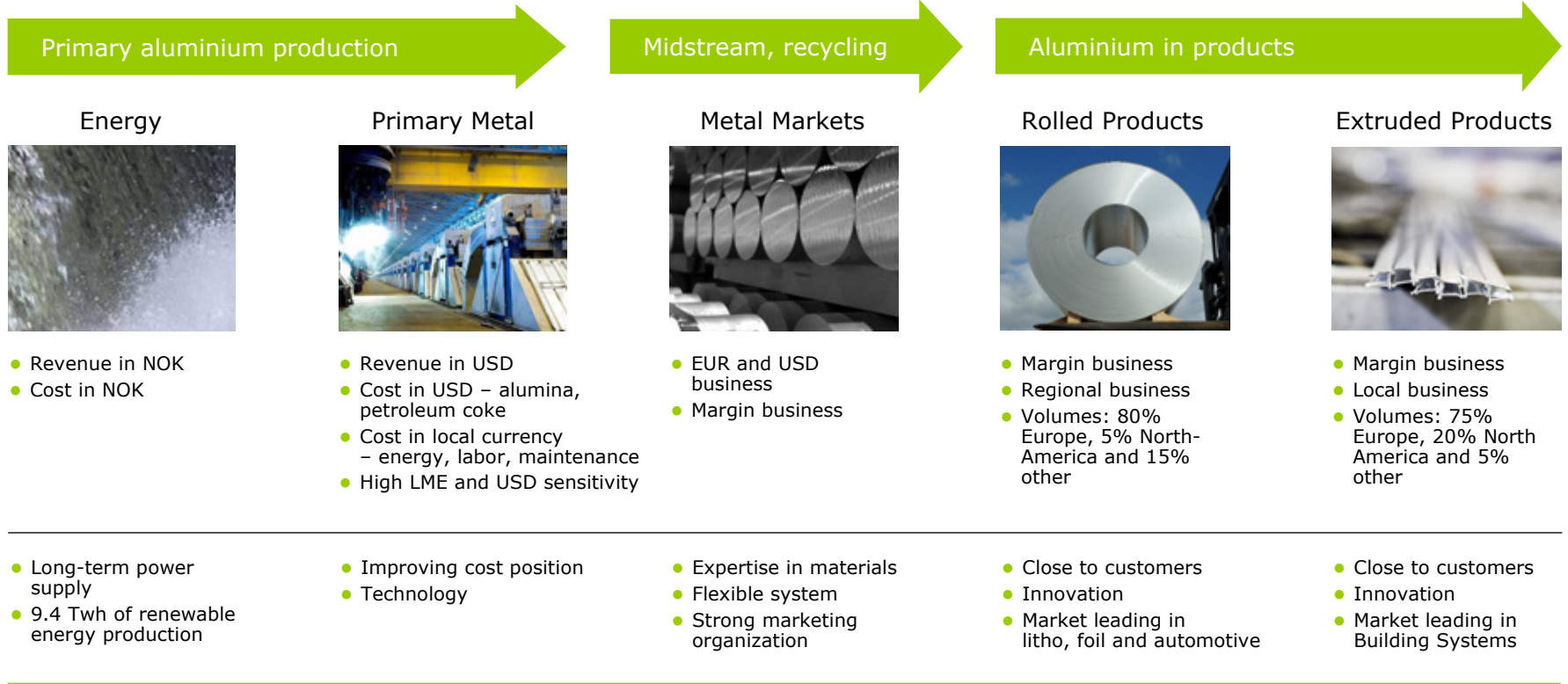
Jørgen C. Arentz Rostrup, Executive Vice President and CFO  
Capital Markets Day, December 2, 2009



## Financial priorities 2009-10

- Continuous improvements
- Proactive corrective measures
- Qatalum execution
- Operating cash flow & financial flexibility
- Shareholder returns

# Business model



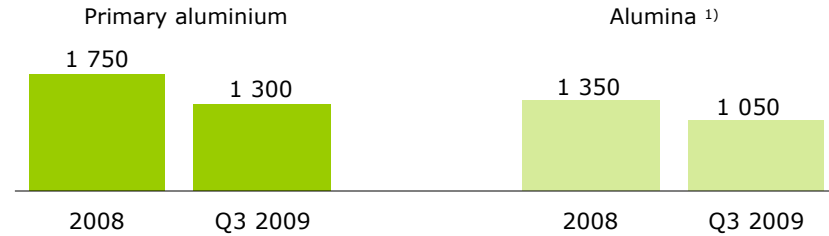
1

# Corrective measures

# Capacity and cost reductions delivered on plan

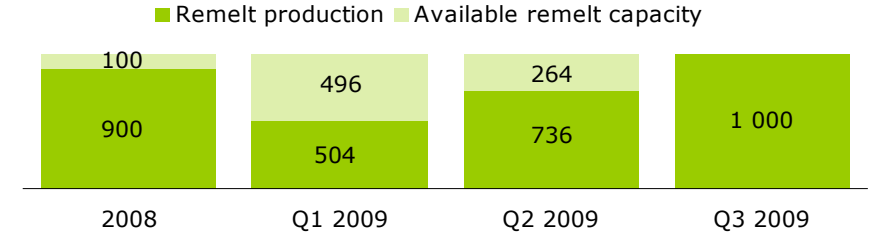
## Upstream production curtailments

1 000 tonnes



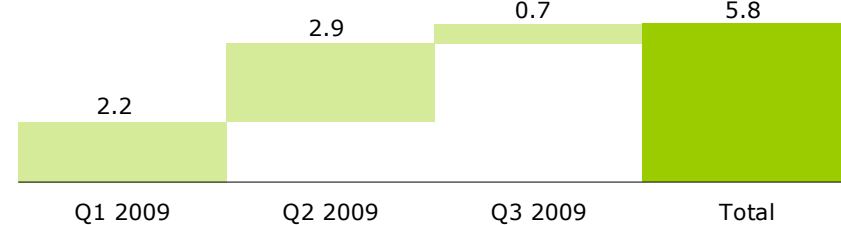
## Remelt production adjustments

1 000 tonnes

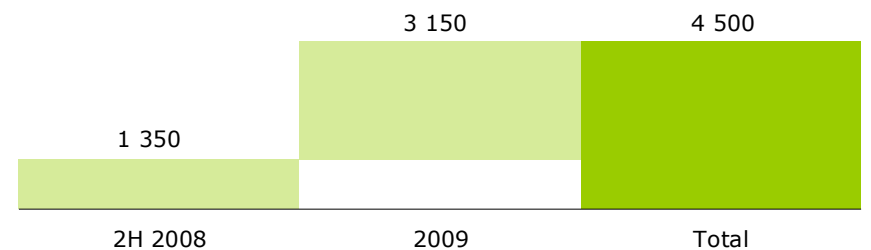


## Operating capital reductions

NOK billion



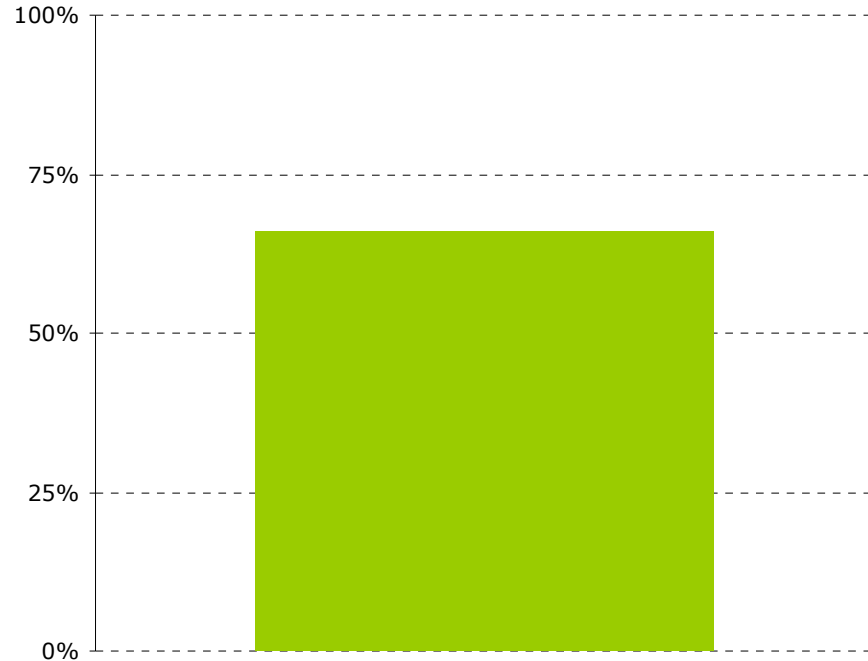
## Manning reductions <sup>2)</sup>



1) Metal equivalents 2) Reduction in number of permanent and temporary employees and contractors

# Downstream cost savings

In percentage of market downturn, Jan-Sep 2009 vs Jan-Sep 2008



## Extruded Products

- Volumes down 24%
- Reduction of 2 160 FTE
  - Rate of FTE adoption to volume is 72%

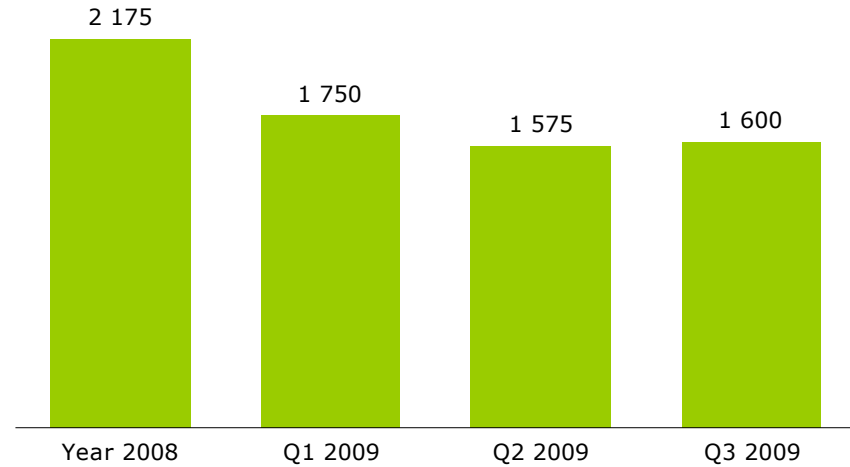
## Rolled Products

- Volumes down 22%
- Reduction of 560 FTE
  - Rate of FTE adoption to volume is 63%

# Further upstream improvements necessary

## Implicit primary aluminium production cash costs

In USD/tonne\*



\* Realized aluminium price less apparent EBITDA margin per tonne primary aluminium. EBITDA margin excludes bauxite, alumina and Qatalum related earnings, but includes net margin from casthouses.

- Current cost position is unsatisfactory
  - Aggravated by strong NOK and weak USD
  - Apparent Q3 cash cost USD 1 600/  
NOK 10 000
- Norwegian smelter system challenging in current environment with high share of fixed energy costs and high cost level
- Qatalum contributing with lower costs with full effect from 2011

# Portfolio measures

## Automotive Structures

- Divested to Benteler Group

## Adrian

- Closure of Precision Tubing plant in the US expected in Q1 2010

## Inasa

- Divested to Bavaria Industriekapital AG

## Karmøy Söderberg

- Permanent closure of 120 000 tonnes

## Neuss

- Temporary closure of 180 000 tonnes
- Full mothballing under evaluation

## Alpart

- Alumina refinery temporary mothballed

## Other temporary closures

- Sunndal 100 000 tonnes
- Sørå 43 000 tonnes
- Slovalco 17 000 tonnes



# Going forward



## Upstream

- Cost reduction

## Midstream

- Margin management

## Downstream

- Margin management
- Capture possibilities
- Cost control

Working capital management

Capital expenditures discipline

2

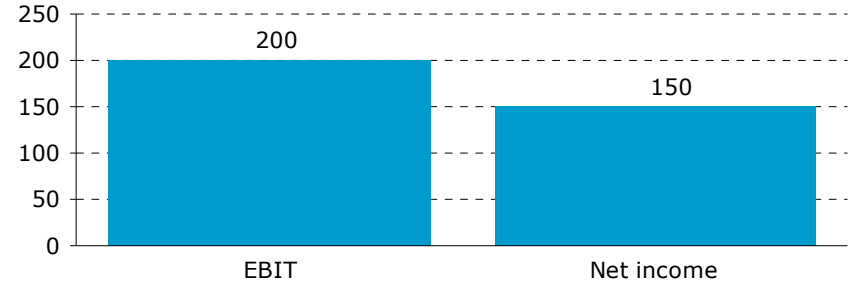
## Earnings drivers

# Price and currency sensitivities

Aluminium price sensitivity +/- 100 USD per tonne



NOK/USD sensitivity +/- 0.1 NOK



- Annual sensitivities
- Aluminium price sensitivity is net of aluminium price indexed costs
- NOK/USD sensitivity includes USD revenues and costs
- Based on expected business volumes for 2010 and the following prices:
  - Aluminium 1 900 USD/tonne
  - NOK/USD 5.50
- LME sensitivity excludes unrealized effects related to operational hedging
- USD sensitivity on financial items is based on financial positions end Q3 09

# Hedging policy



## Upstream

- Primarily remain exposed to LME prices
  - Partly natural hedge through alumina contracts
- Operational LME hedging
  - Three-months forward
  - Manage customers' pricing
- Currency exposure, mainly USD
  - Policy of maintaining long-term debt in USD
  - Partly natural hedge through negative correlation between LME and USD

## Mid- and downstream

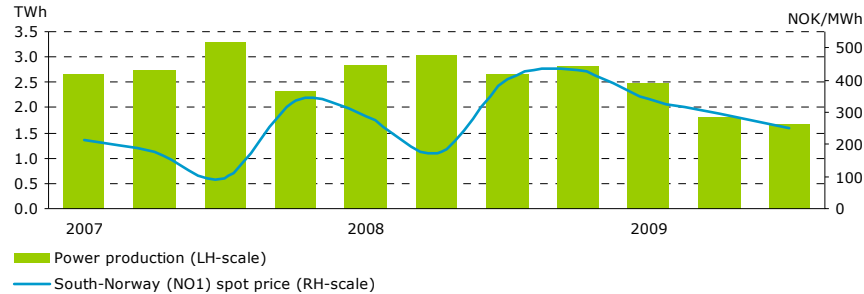
- Operational LME and currency hedging
  - Secure margin

Marked-to-market valuations of positions result in unrealized gain/loss related to LME and currency

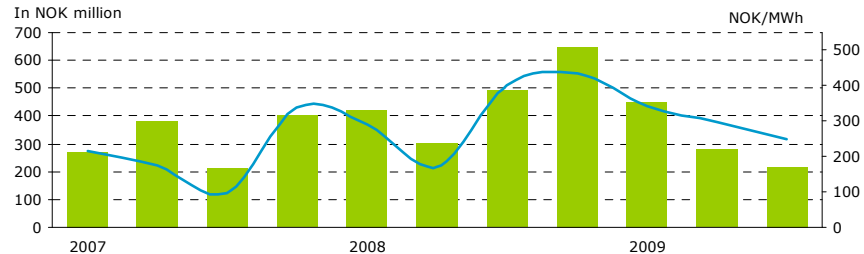
# Power portfolio management

Earnings affected by significant volatility in price and volume

## Quarterly production and spot price



## Underlying EBIT and spot price



- Norwegian power portfolio optimized versus market
- Production and market prices strongly linked to hydrological conditions
  - "Dry" vs "wet" years
- Apparent inverse relationship between volume and price
- Seasonal variations in demand/supply
- Occasional delinkage between area prices
- Weak economic conditions and low industrial demand with negative impact on power prices

# Market update

In line with Q3 statements

- Increasing alumina costs and weak USD affect Primary Metal result
- Strong product demand midstream
- High remelt production
- Stable market for rolled and extruded products
- Energy prices currently above average Q3 prices



3

## Qatalum execution

# Qatalum financing

## Project economics

- First decile position on cash cost curve when in full operation

## Qatalum financing - USD 5.7 billion (100%)

- Equity from owners 54%
- Project financed 46%

## Project financing

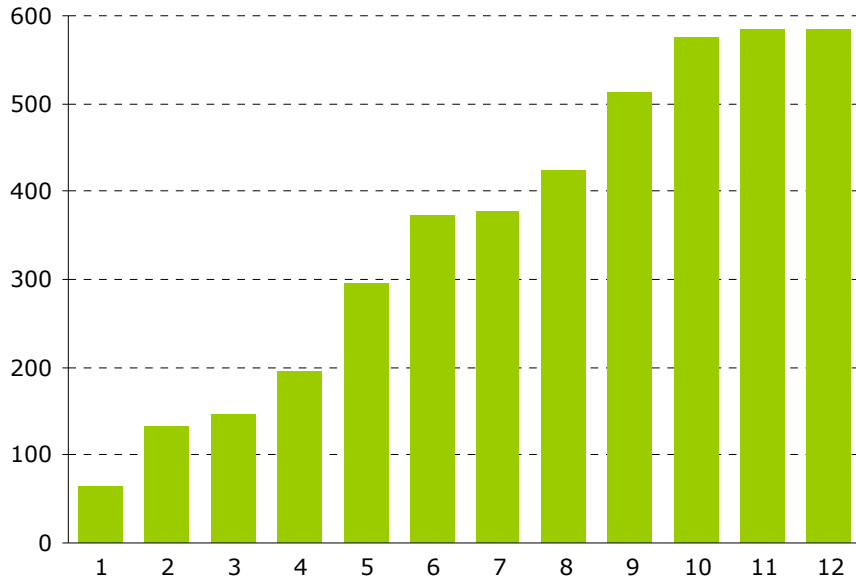
- Term of loan is 16.5 years from August 2007
- Installment profile adjusted for cash flow profile
- Competitive terms





# Qatalum ramp-up schedule

Production in 1 000 tonnes per month  
on 100% basis, annualized

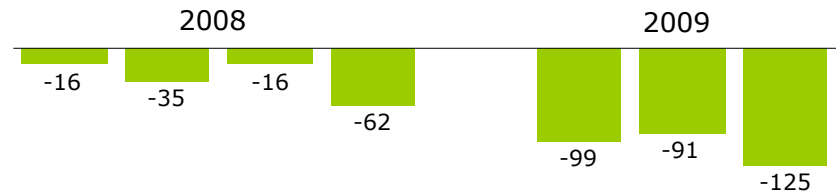


# Qatalum earnings



- Build-up costs in 2009 and into 2010
- Depreciated over ~20 years
- Marginal tax implications
- At current forward prices -
  - Earnings negative in 2010
  - No dividend expected short term

Hydro's share of underlying EBIT in NOK million



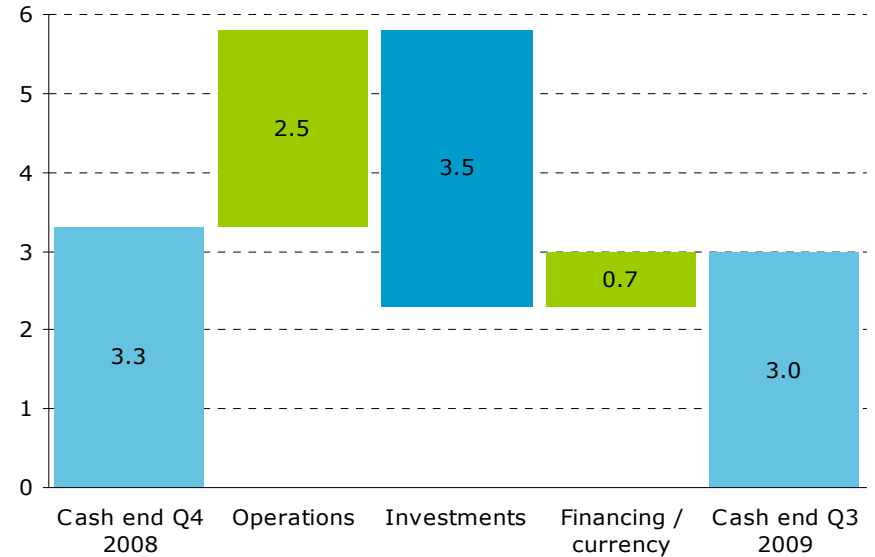
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## Financial flexibility

# Cash flow neutral first nine months 2009

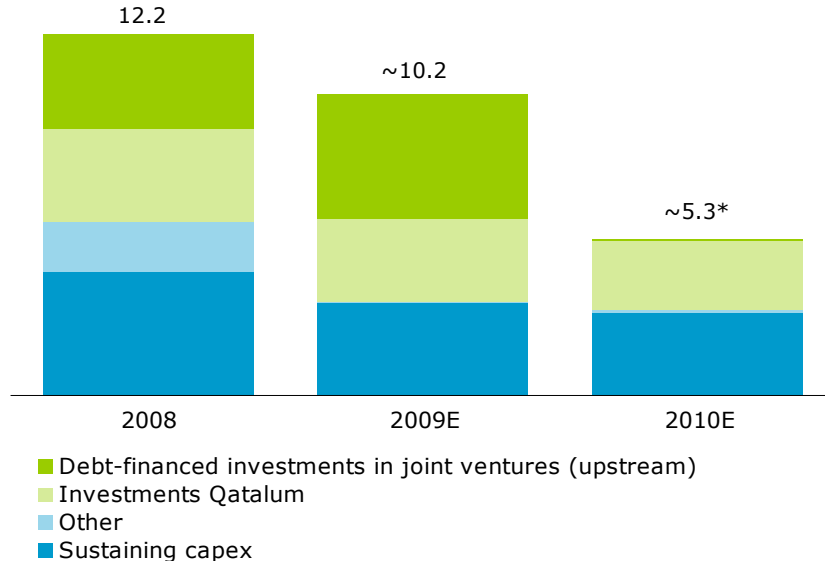
- Significant reductions in operating capital  
~NOK 5.8 billion realized in 2009
- Capital discipline – reduced investments
- No dividend payment in 2009
- Qatalum investments
  - Project financed in first half 2009
  - Equity contribution from partners in second half 2009 and 2010

YTD 2009 in NOK billion



# Capital expenditures

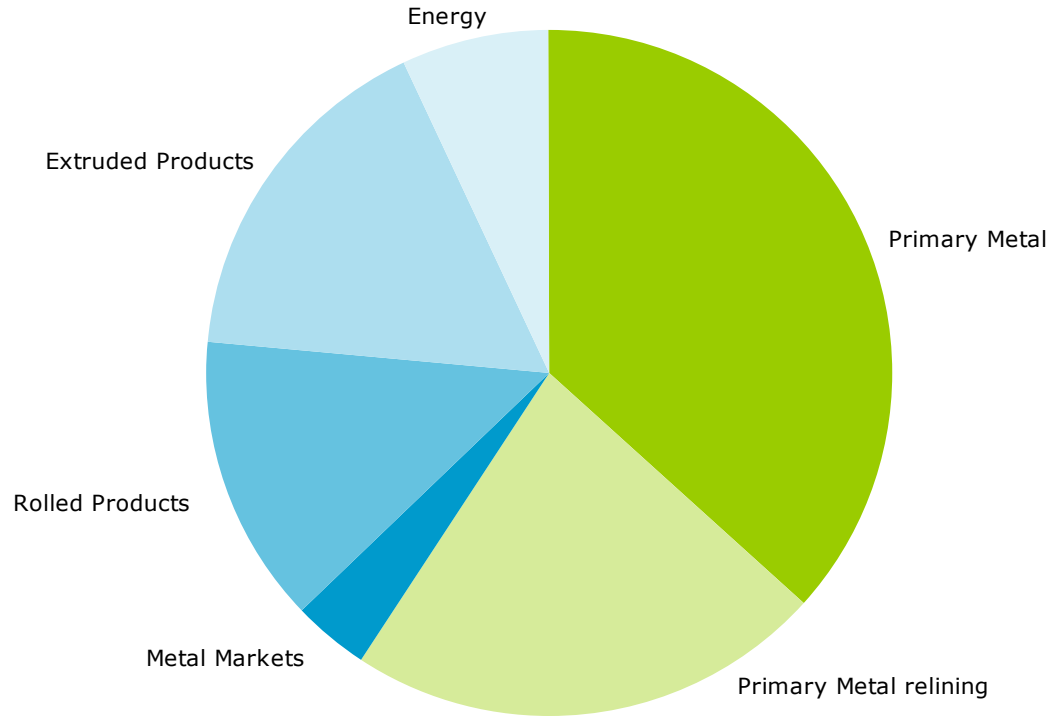
NOK billion



\* Excluding net operating capital in Qatalum

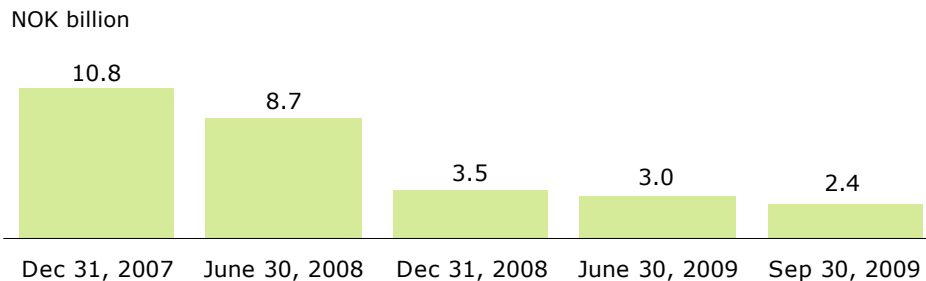
- ~80% of 2009-2010 investments upstream
- Sustaining capex ~NOK 2.5-3 billion annually
- Qatalum
  - Project financed in first half 2009
  - Equity contribution in Q3 – NOK 1.5 billion
  - Equity contributions from partners and project financing in Q4
  - Equity contributions mainly from partners in 2010
- Additional prospects not included
  - Holsbru power development
  - Selective growth in Extrusion and Building Systems

# Sustaining capital expenditures

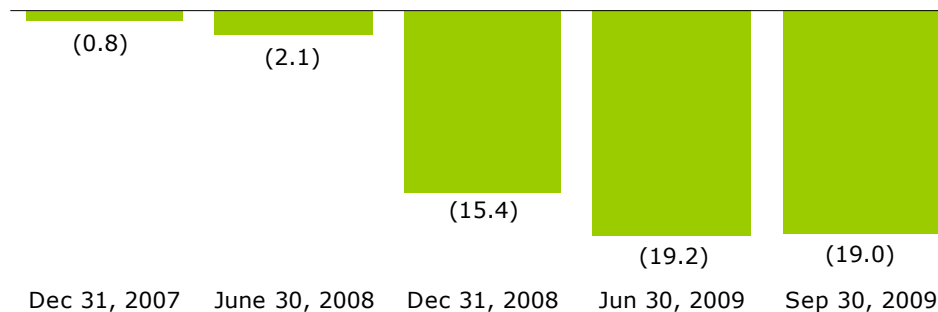


# Financial position

Cash less interest-bearing debt



Adjusted net debt\*



\* Net interest-bearing debt in equity accounted investments, net pension liability, operating lease commitments and other

# Liquidity well covered

## Available long-term credit facilities

- EUR 750 million in bank facility maturing in 2012
- USD 1.7 billion in multi-currency revolving facility maturing in 2014
- Currently ~NOK 16 billion undrawn

## Qatalum investments

- USD 5.7 billion project costs\* (100%)
  - USD 2.6 billion project financed
    - USD 0.1 billion outstanding end-Q3
  - USD 3.1 billion in equity from owners
    - USD 1.2 billion remaining end-Q3

\* Excluding net operating capital





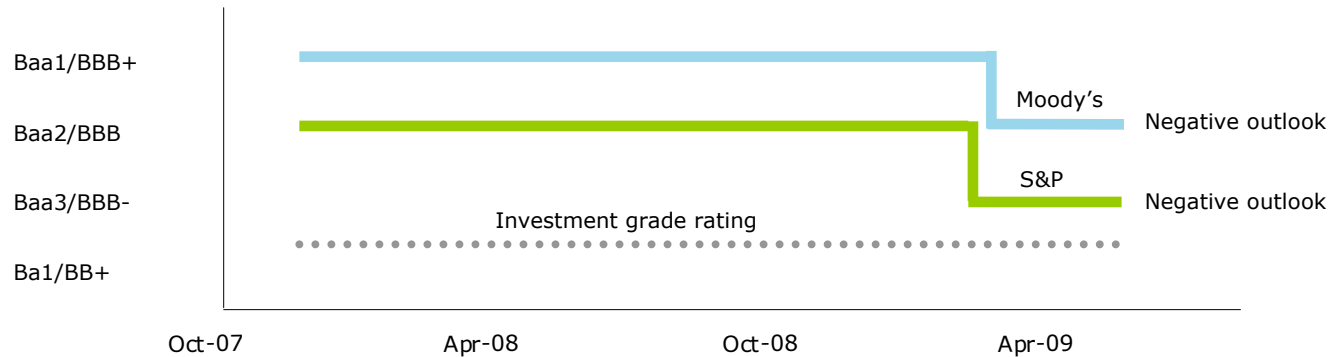
# Credit quality policy

## Maintain investment-grade rating

- Currently: BBB- (S&P), Baa2 (Moody's), both with negative outlook
- Competitive access to capital and important for Hydro's business model

## Financial ratios over the business cycle – Hydro's ambitions

- Funds from operations to net adjusted debt > 40%
- Net adjusted debt to equity < 0.55



# Shareholder policy



- Hydro aims to give shareholders competitive returns compared to alternative investments in peers
- Dividend payout ratio\* will average 30% over the cycle
- Buyback of shares and extraordinary dividends
  - When earnings, liquidity position and capital structure allow
- No dividend payout for 2008, but dividend policy maintained

\* Dividend divided by net income



## Financial priorities 2009-10

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- Proactive corrective measures
- Qatalum execution
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[www.hydro.com](http://www.hydro.com)