



QAMCO

شركة قطر لصناعة الألمنيوم

Qatar Aluminium Manufacturing Company

Qatar Aluminium Manufacturing Company Investor Relations Presentation

30 September 2022

Disclaimer

The company in which Qatar Aluminium Manufacturing Company Q.P.S.C. directly owns investment is a separate entity. In this presentation, “QAMCO” and “the Company” are sometimes used for convenience in reference to Qatar Aluminium Manufacturing Company Q.P.S.C.

This presentation may contains forward-looking statements concerning the financial condition, results of operations and businesses of Qatar Aluminium Manufacturing Company Q.P.S.C. All statements other than statements of historical fact are deemed to be forward-looking statements, being statements of future expectations that are based on current expectations and assumptions, and involve known and unknown risks and uncertainties that could cause actual results, operations and business performance or events impacting the Company to differ materially from those expressed or as may be inferred from these statements.

There are a number of factors that could affect the realisation of these forward-looking statements such as: (a) price fluctuations in commodity markets, (b) changes in demand or market conditions for the products, (c) loss of market share and industry competition, (d) environmental risks and natural disasters, (e) changes in legislative, fiscal and regulatory conditions, (f) changes in economic and financial market conditions and (g) political risks. As such, results could differ substantially from those stated, or as may be inferred from the forward-looking statements contained herein. All forward-looking statements contained in this presentation are made as of the date of this document.

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GENERAL NOTES

Qatar Aluminium Manufacturing Company’s accounting year follows the calendar year. However, QAMCO's first financial year consisted of 13 months and ended on 31 December 2019. No adjustment has been made for leap years. Where applicable, all values refer to Qatar Aluminium Manufacturing Company’s share. Values expressed in US \$’s have been translated at the rate of US \$1 = QR3.64.

DEFINITIONS

Adjusted Free Cash Flow: Cash Flow From Operations - Total CAPEX - Dividends • CAGR: 5-Year Compound Annual Growth Rate • Cash Realisation Ratio: Cash Flow From Operations / Net Profit x 100 • Debt to Equity: (Current Debt + Long-Term Debt) / Equity x 100 • Dividend Yield: Total Cash Dividend / Closing Market Capitalisation x 100 • DRI: Direct Reduced Iron • EBITDA: Earnings Before Interest, Tax, Depreciation and Amortisation calculated as (Net Profit + Interest Expense + Depreciation + Amortisation) • EPS: Earnings per Share (Net Profit / Number of Ordinary Shares outstanding at the year-end) • Free Cash Flow: Cash Flow From Operations - Total CAPEX • LME: London Metal Exchange • MT PA: Metric Tons Per Annum • Payout Ratio: Total Cash Dividend / Net Profit x 100 • P/E: Price to Earnings (Closing market Capitalisation / Net Profit) • Utilization: Production Volume / Rated Capacity x 100



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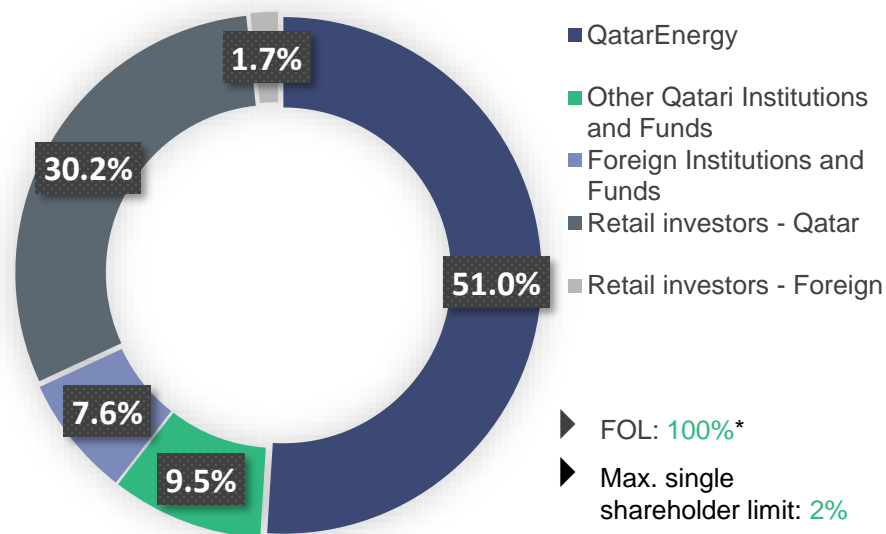
QAMCO at a Glance

QAMCO at a Glance

Overview

- Qatar Aluminium Manufacturing Company Q.P.S.C (QAMCO) was incorporated on December 3, 2018 and listed on Qatar Stock Exchange on December 16, 2018.
- The Company holds 50% share of Qatar Aluminium Limited Q.S.C (Qatalum).
- QatarEnergy provides all of the head office functions for QAMCO through a comprehensive service-level agreement.
- The operations of Qatalum remain independently managed by its Board of Directors and senior management team.

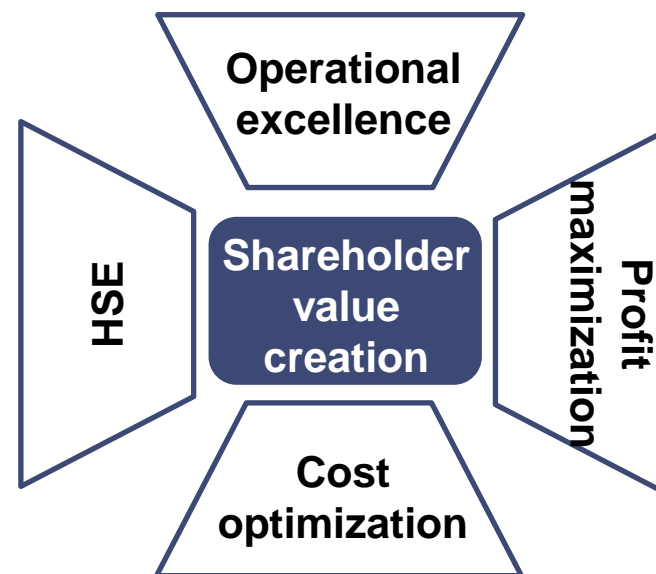
QAMCO's shareholding structure

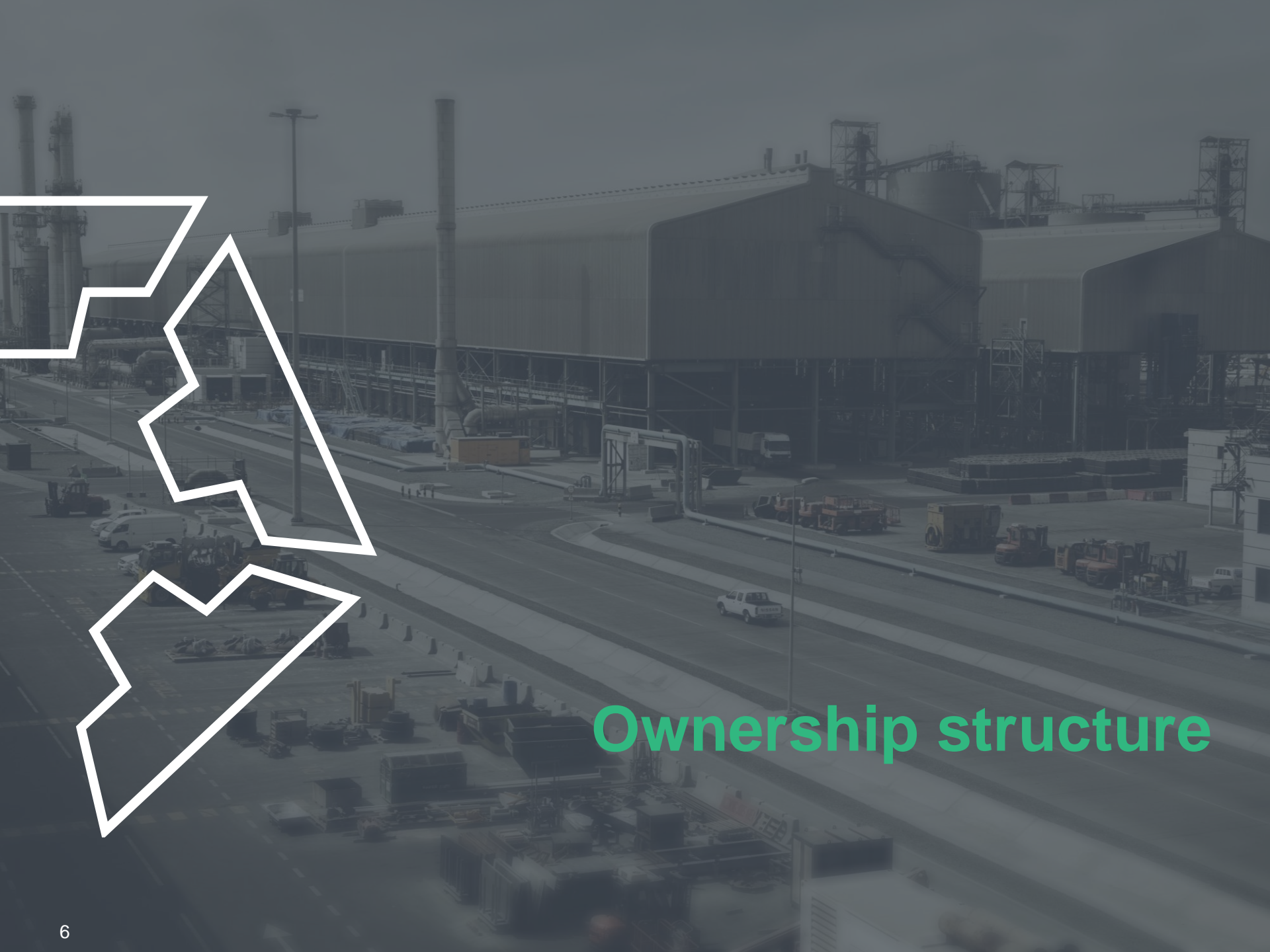


Note: Shareholder data as of 30-Sep-22

* Board of Directors approved to increase the FOL to 100%. Council of Ministers approval received; all necessary measures will be taken in this regard with the relevant concerned authorities.

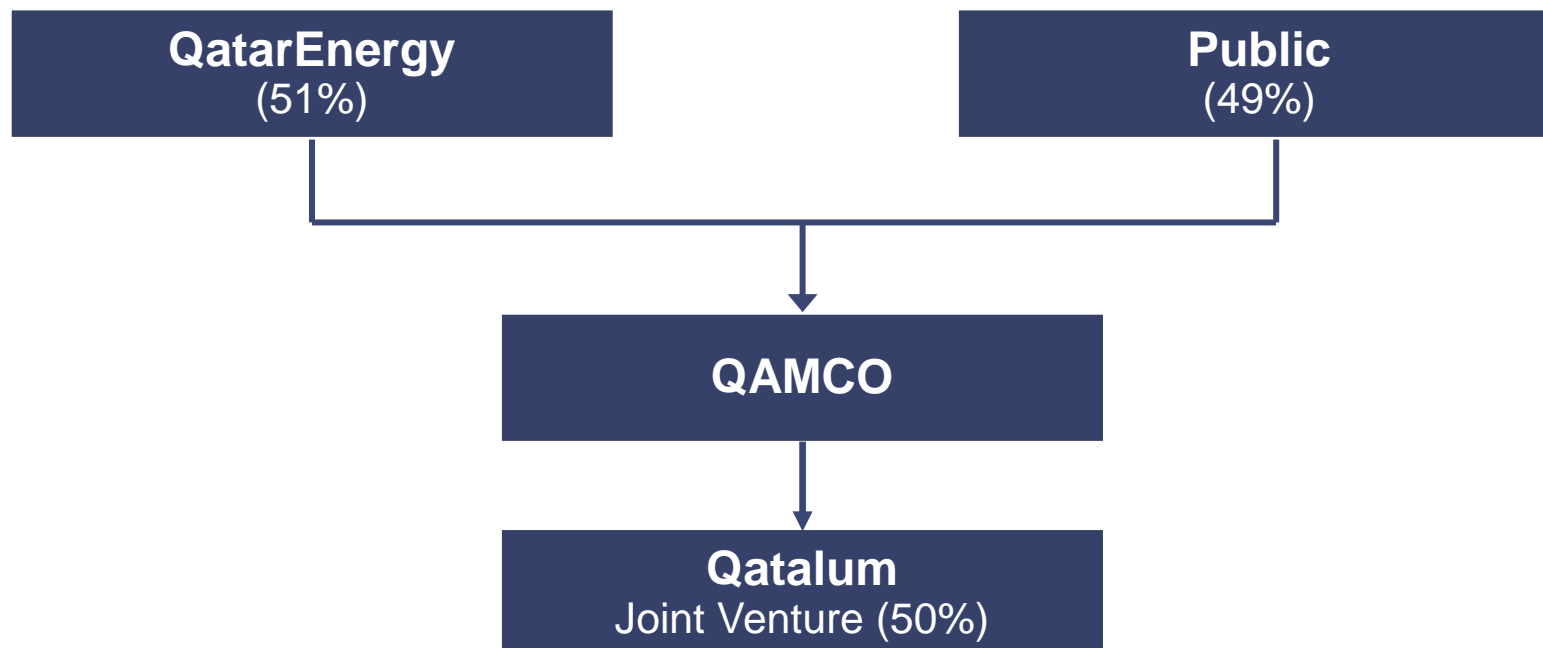
Core values





Ownership structure

Ownership Structure



- QAMCO holds 50% share of Qatar Aluminium Limited (Qatalum), which produces about 650,000 tons per year of high-quality aluminium for customers in Asia, Europe and North America. Its facilities include a carbon plant, port and storage facilities as well as a gas-fired power plant.

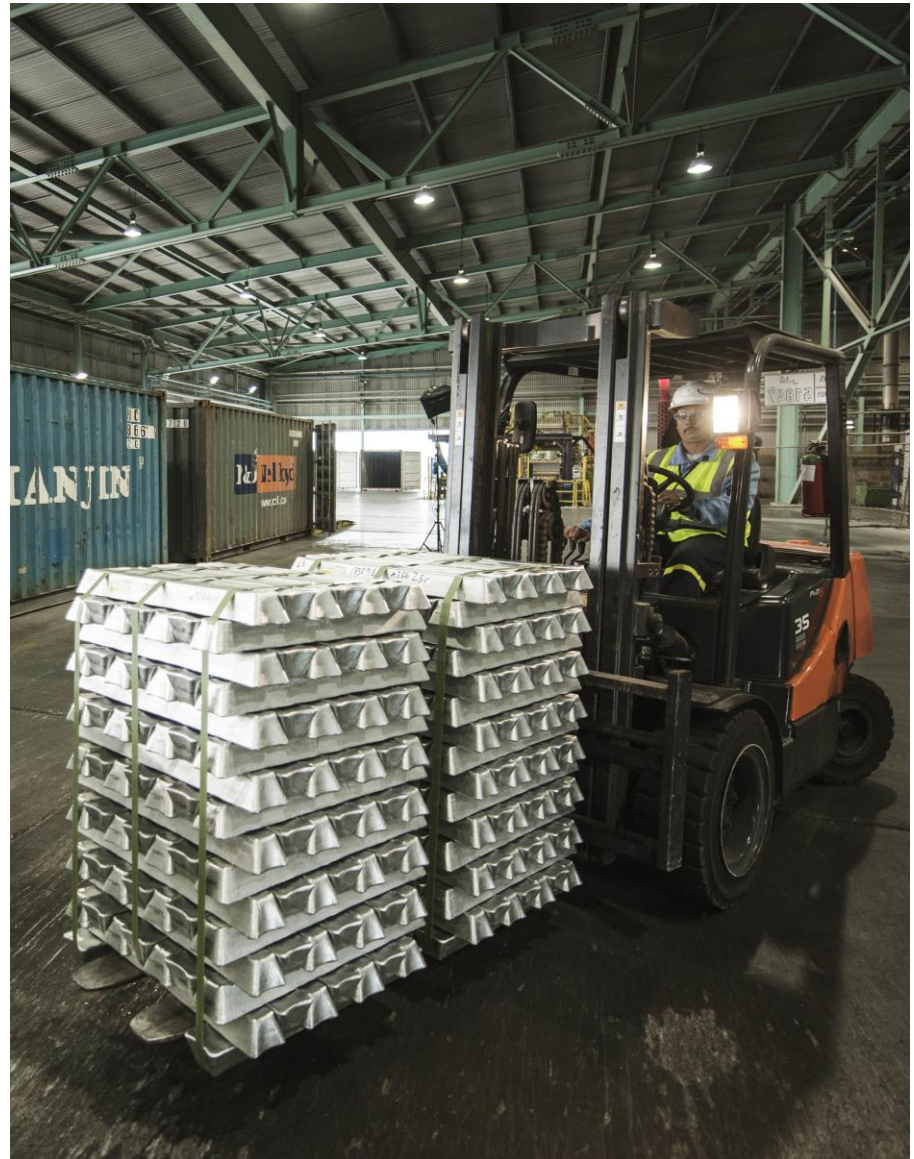


An aerial photograph of a large industrial facility, possibly a refinery or chemical plant. The image shows several large, cylindrical storage tanks, complex piping systems, and various industrial structures. In the foreground, there is a paved area with several vehicles, including forklifts and trucks, and some stacks of materials. The overall scene is industrial and busy.

Operations of Joint Venture

QAMCO's Joint Venture

- Qatar Aluminium (Qatalum) is located in Qatar, the company benefits from access to one of the world's largest and most competitively priced sources of energy which allows it to maintain a first quartile cost position, one of the industry's highest profit margins and strong cash flow generation.
- Qatar Aluminium (Qatalum) had a design nameplate capacity of 575,000 tpy, but now produces more than 650,000 tpy of high-quality primary aluminium products, including standard ingots and Casthouse value-added products comprising extrusion ingots or billets (capacity of 375,000 tpy) and primary foundry alloys (capacity of 275,000 tpy).
- Qatar Aluminium (Qatalum) has a captive Power Plant (with a capacity of approximately 1350 MW).



QAMCO's Joint Venture

Sales and Marketing:

- With a Marketing and Offtake Agreement, Hydro Aluminium is responsible for the offtake and marketing of 100% of Qatar Aluminium product's. The Marketing and Offtake Agreement gives Qatar Aluminium (Qatalum) access to Hydro Aluminium's worldwide sales network on no less favourable treatment than other Hydro Aluminium smelters
- Qatar Aluminium (Qatalum) acts as Hydro Aluminium's representative for marketing aluminium products in Qatar.





Competitive strengths

Competitive strengths

Low cost smelter

- ▶ State of the art production facility and technology deployed
- ▶ Assured feedstock supply and competitively priced energy
- ▶ High focus on Health and Safety and Environment

Proven financial position

- ▶ Positive share of operating profit & EBITDA margins from JV
- ▶ Healthy share of operating cash flow generation from JV

Strong partnership

- ▶ 51% held by QatarEnergy
- ▶ Experienced senior management team
- ▶ Reputable industry leader as joint venture partner (Norsk Hydro)

Effective marketing

- ▶ QAMCO's JV is one of the leading cost efficient global producer of primary aluminium with a strategic location in close proximity to key markets
- ▶ Well diversified customer base through marketing & distribution agreement with Hydro

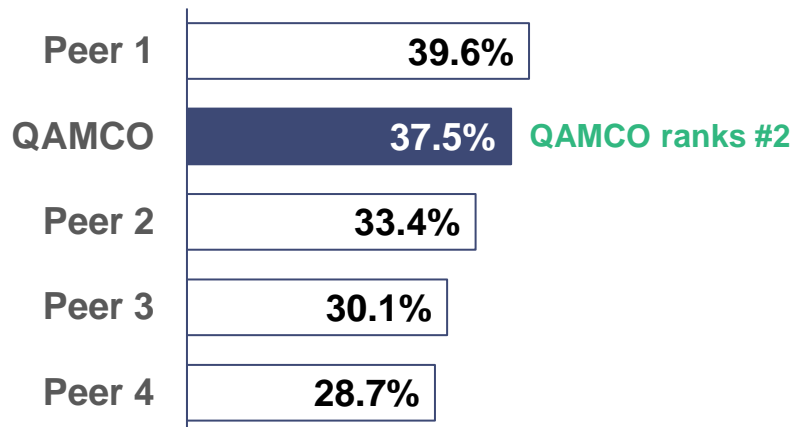




Peer review

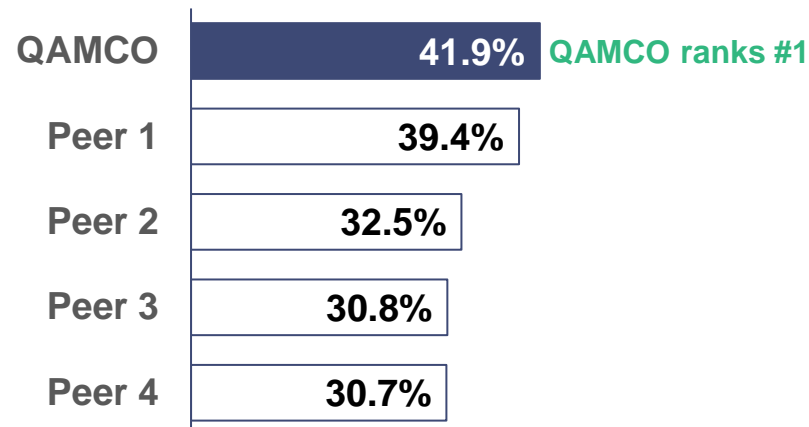
QAMCO's competitive positioning versus global peers

Gross profit margin (%)



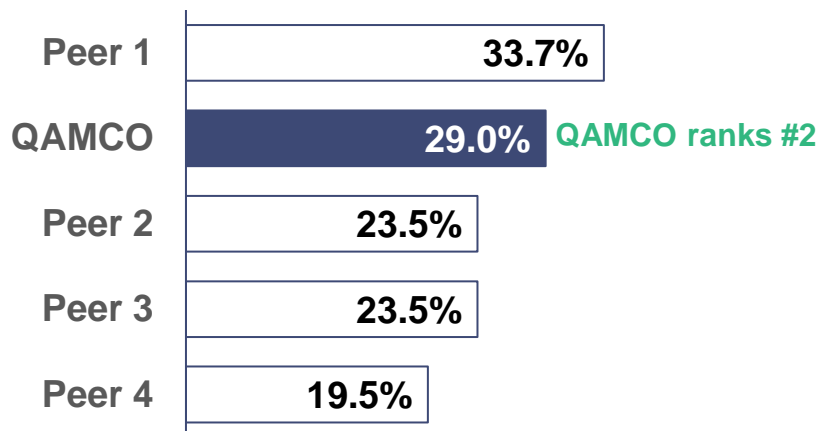
Note: Data as of 1H-22

EBITDA margin (%)



Note: Data as of 1H-22

Net profit margin (%)



Note: Data as of 1H-22

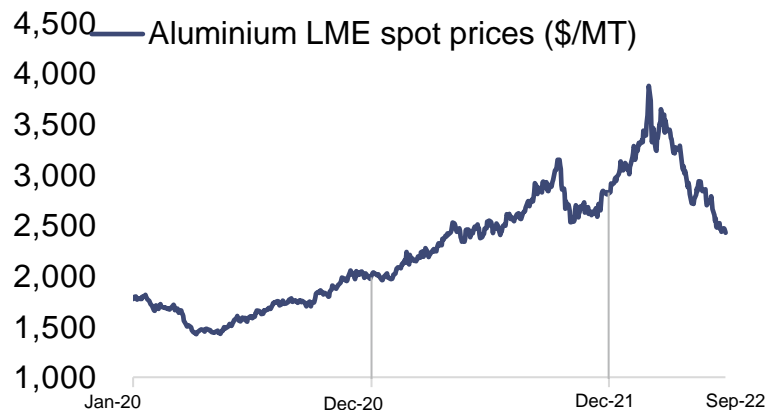




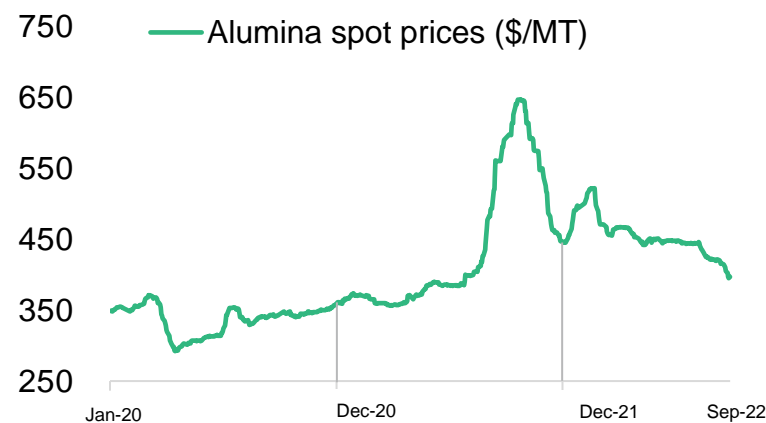
Macroeconomic updates

Macroeconomic updates

Aluminium prices (\$/MT)



Alumina prices (\$/MT)



- Macroeconomic environment for the aluminium markets remained uneven throughout 2022 mainly due to the following:
 - ▶ exorbitant energy prices in Europe challenging capacities for most the European smelters;
 - ▶ trade disengagements from Russia, amid geo-political tensions, creating uncertainty in the commodity markets, with a growing risk of inventory builds;
 - ▶ China's strict COVID related lockdowns and slowdown in the Chinese construction sector;
 - ▶ higher-than-expected inflation at a global scale impacting industrial demand for most of the commodities.
- On overall, aluminium prices demonstrated essentially bullish trends during early parts of 2022, however, since the mid-year LME prices softened amid macro-uncertainties.



An aerial photograph of a large industrial facility, likely a refinery or chemical plant. The image shows several large, cylindrical storage tanks, complex piping systems, and various industrial buildings. In the foreground, there are paved areas with some vehicles, including forklifts and trucks. The overall scene is industrial and somewhat desaturated, with a greyish-blue tint.

QAMCO results **(For the nine-month period** **ended 30 September 2022)**

9M-22 results at a Glance

Growth vs. 9M-21

Revenue  42%
QR 3.02 billion

EBITDA  32%
QR 1.21 billion

Net profit  54%
QR 803 million

EBITDA Margin: 40.0%

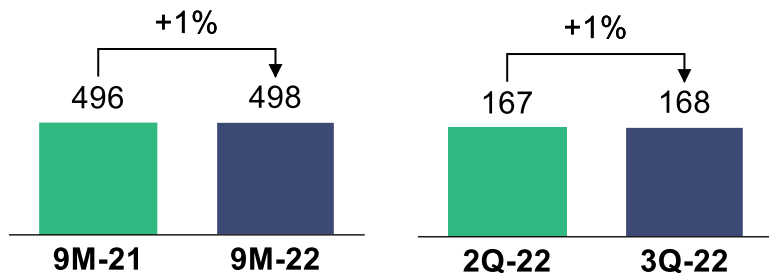
EPS: QR 0.144 RoAE: 17.4%

- QAMCO posted highest nine monthly net profit since incorporation
- Prices demonstrated volatilities in an uneven macroeconomic environment
- Year to date prices remained elevated versus last year, however, realized prices for the JV declined on a quarter-on-quarter basis
- QAMCO's closing cash balance (including share of cash in QAMCO's JV) stood at QAR 1.76 billion



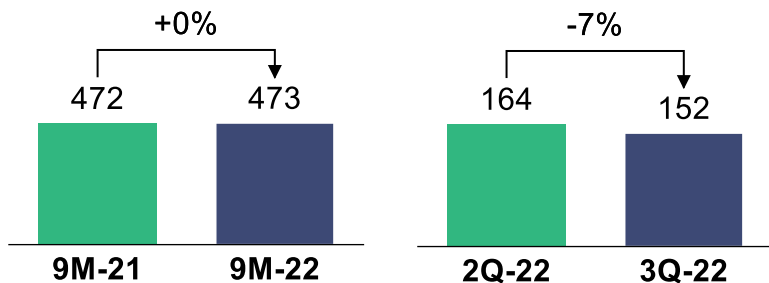
Operational Performance review

Production (MT' 000) – 100%



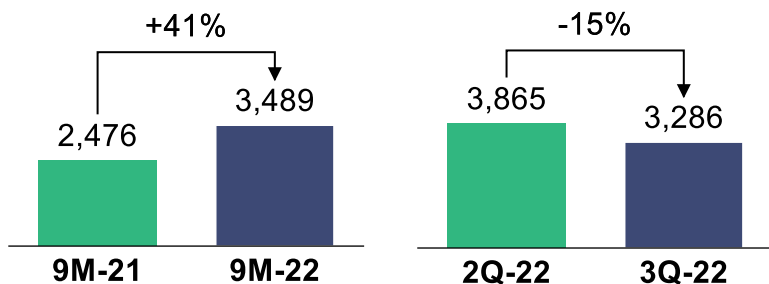
- 9M-22 production volumes slightly inched higher compared to 9M-21.
- 3Q-22 production volumes marginally increased compared to 2Q-22, mainly due to comparatively higher no. of operating days.

Sales volumes (MT' 000) – 100%



- 9M-22 sales volumes marginally increased as compared to 9M-21 inline with higher production.
- 3Q-22 sales volumes declined by 7% versus 2Q-22 on account of softened demand.

Selling prices (\$/MT)

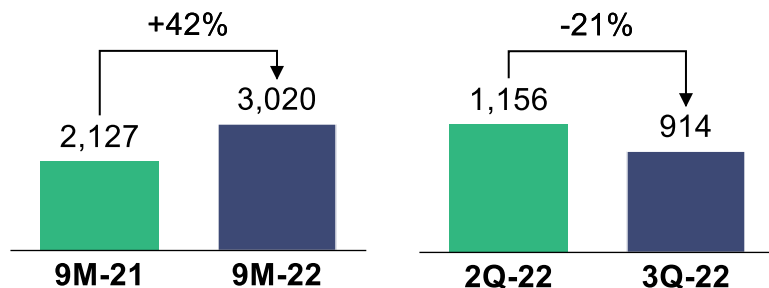


- 9M-22 vs 9M-21: selling prices improved on account of overall strength from global aluminum prices, amid constructive supply-demand imbalances carried forward from the latter part of the last year.
- 3Q-22 vs 2Q-22: selling prices declined on account of macroeconomic uncertainty weighing on global aluminium prices.



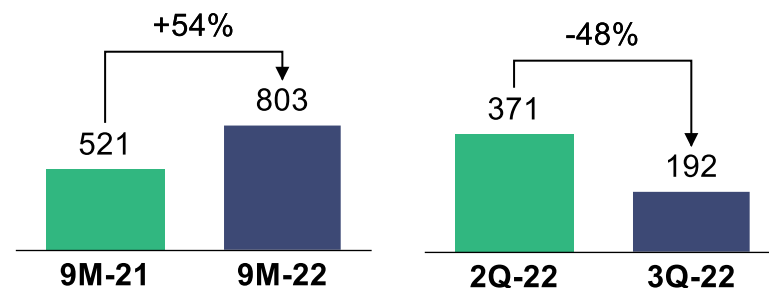
Financial performance review

Share of Revenue (QR million)



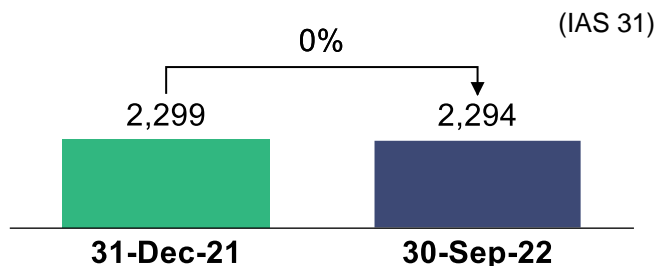
- 9M-22 vs 9M-21: Share of JV's revenue inclined, mainly due to positive selling price trajectories and slightly higher sales volumes.
- 3Q-22 vs 2Q-22: Share of JV's revenue declined, mainly due to lower selling prices along with lower sales volumes.

QAMCO's Net Profit (QR million)



- 9M-22 vs 9M-21: Profitability improved mainly due to continued uptick in aluminium prices with better realized premiums, along with slightly higher sales volumes. This was partially offset by higher OPEX, mainly pertaining to higher raw material cost.
- 3Q-22 vs 2Q-22: Profitability declined on account of lower selling prices coupled with lower sales volumes. This was partially offset by lower COGS (lower raw material costs & favorable inventory movements).

Share of JV's Debt (QR million)



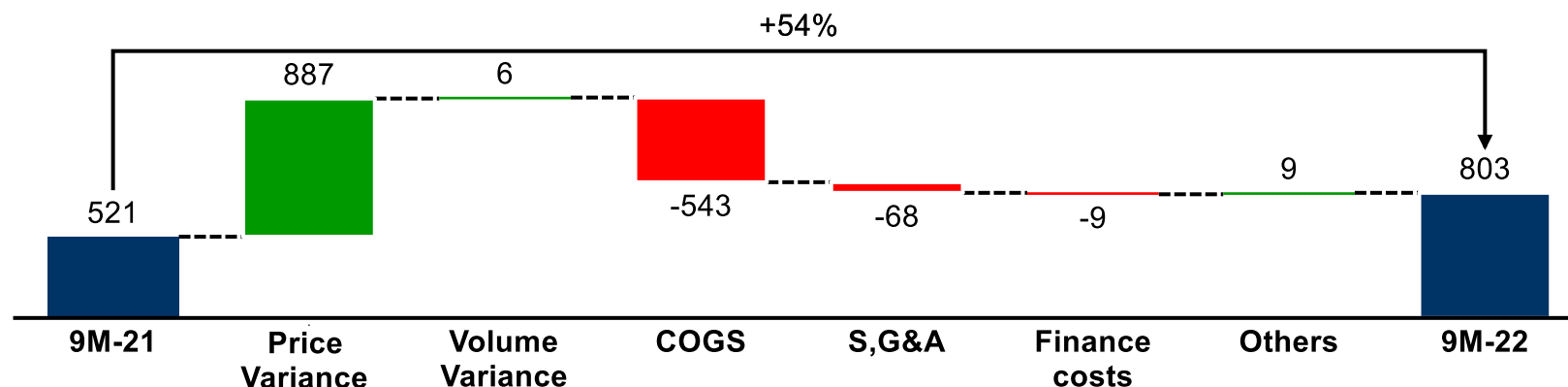
Share of debt as of 30 Sep 2022 marginally declined versus 31 Dec 2021, mainly due to net movement relating to AGP loan facility.



Net Profit Variance Analysis

9M-22 vs. 9M-21

(Amounts in QR' million)



QAMCO reported a net profit of **QR 803 million**, an increase in profitability by 54% compared to 9M-21.

QAMCO's 9M-22 results were impacted by Joint Venture's performance mainly due to:

► Favorable movements

- a) Higher average realized prices (+41%), along with better premiums;
- b) Slightly higher sales volumes;
- c) Others: savings from head-office expenses and higher finance income from fixed deposits.

► Unfavorable movements

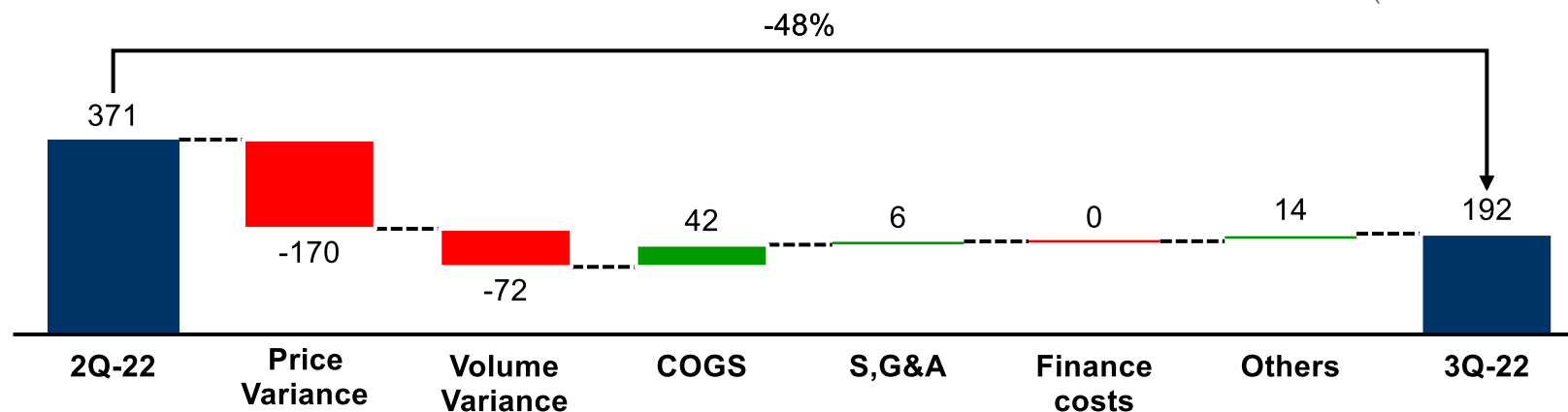
- a) Higher cost of goods sold, mainly on account higher raw material costs;
- b) Higher shipping & insurance cost;
- c) Higher finance cost due to increased floating lending rates, linked to overall hike in global interest rates.



Net Profit Variance Analysis

3Q-22 vs. 2Q-22

(Amounts in QR' million)



QAMCO reported a net profit of **QR 192 million**, a decline in net profits by 48% compared to 2Q-22.

QAMCO's 3Q-22 results were impacted by Joint Venture's performance mainly due to:

► Unfavorable movements

- Lower average realized prices (-15%) and comparatively higher sales of standard ingots during 3Q-22 vs 2Q-22;
- Lower sales volumes (-7%);

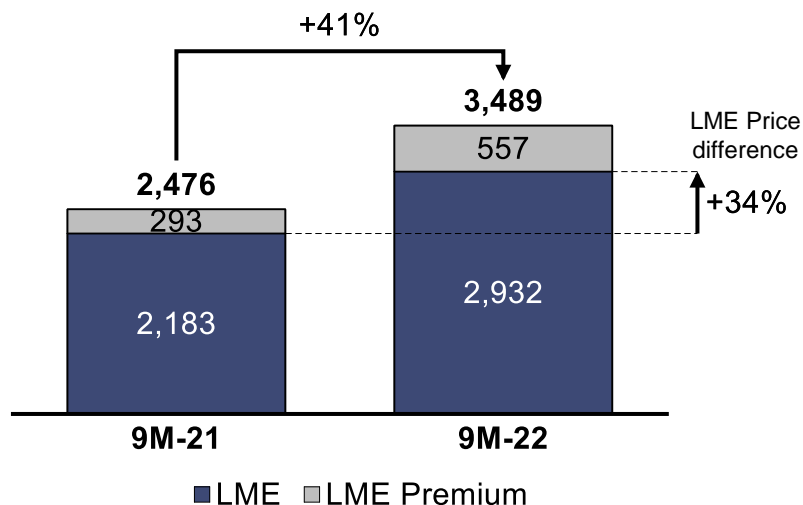
► Favorable movements

- Lower cost of goods sold, mainly on account lower raw material costs and favorable inventory movements;
- Others: lower impairments and higher finance income from fixed deposits.



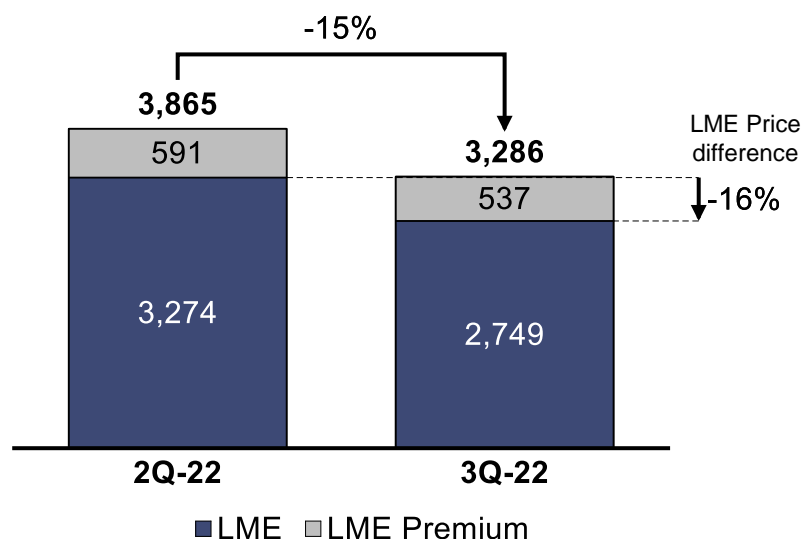
Analysis of Selling Prices

Selling prices (\$/MT) – 9M-22 vs 9M-21



- Average selling prices improved on a year-on-year basis, underpinned by continued strength from constructive macroeconomic context carried forward from the latter part of last year.
- LME premiums improved mainly due to favorable product mix and better global demand for premium aluminium products.

Selling prices (\$/MT) – 3Q-22 vs 2Q-22

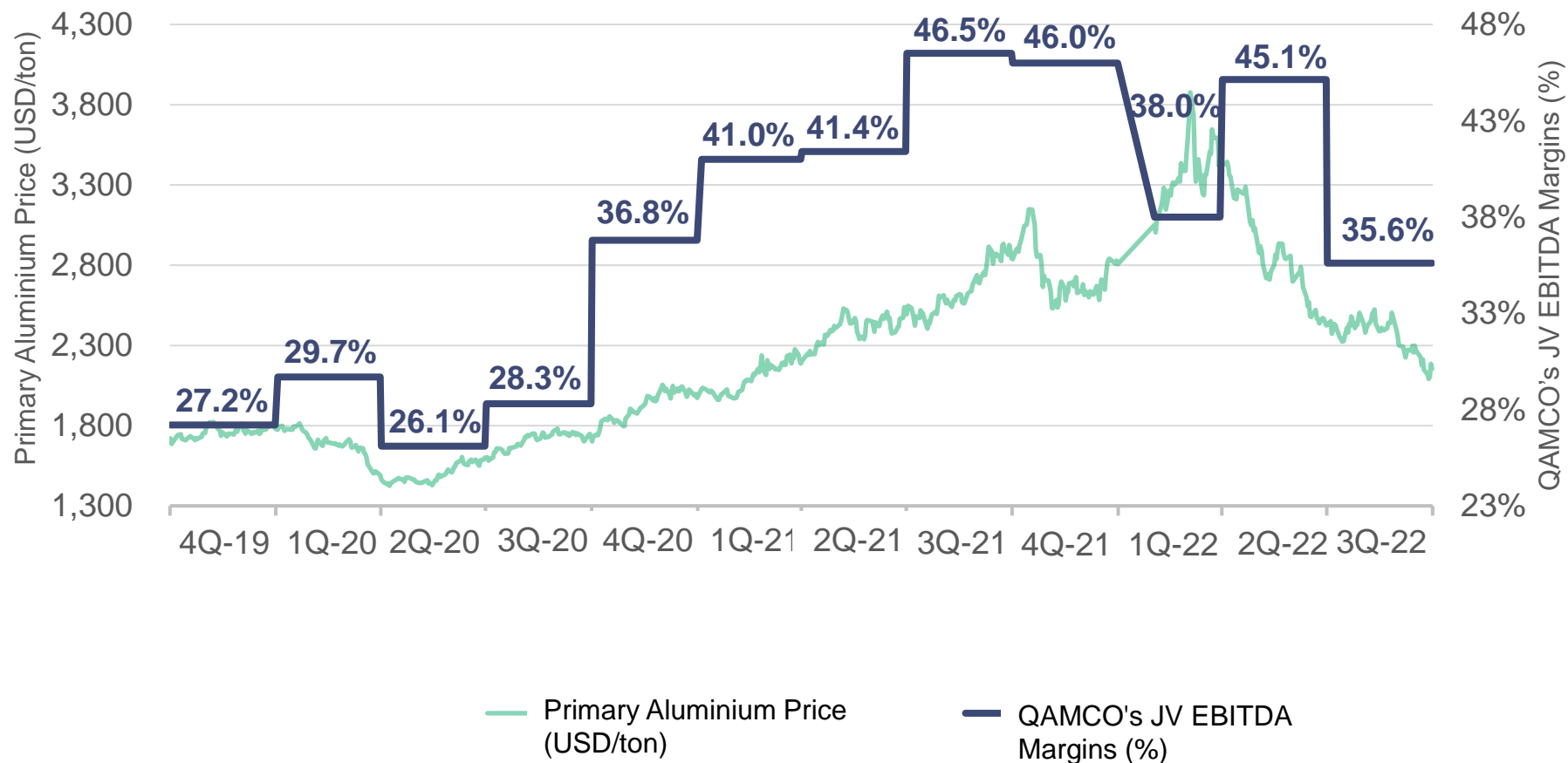


- Average selling prices declined sequentially on a quarter-on-quarter basis, as global volatilities on account of geopolitical tensions, significantly higher energy prices, hawkish interest rates and depressed outlook for major economies leading to recessionary fears started to negatively affect global aluminium markets.
- LME premiums also affected sequentially due to restrictive demand.



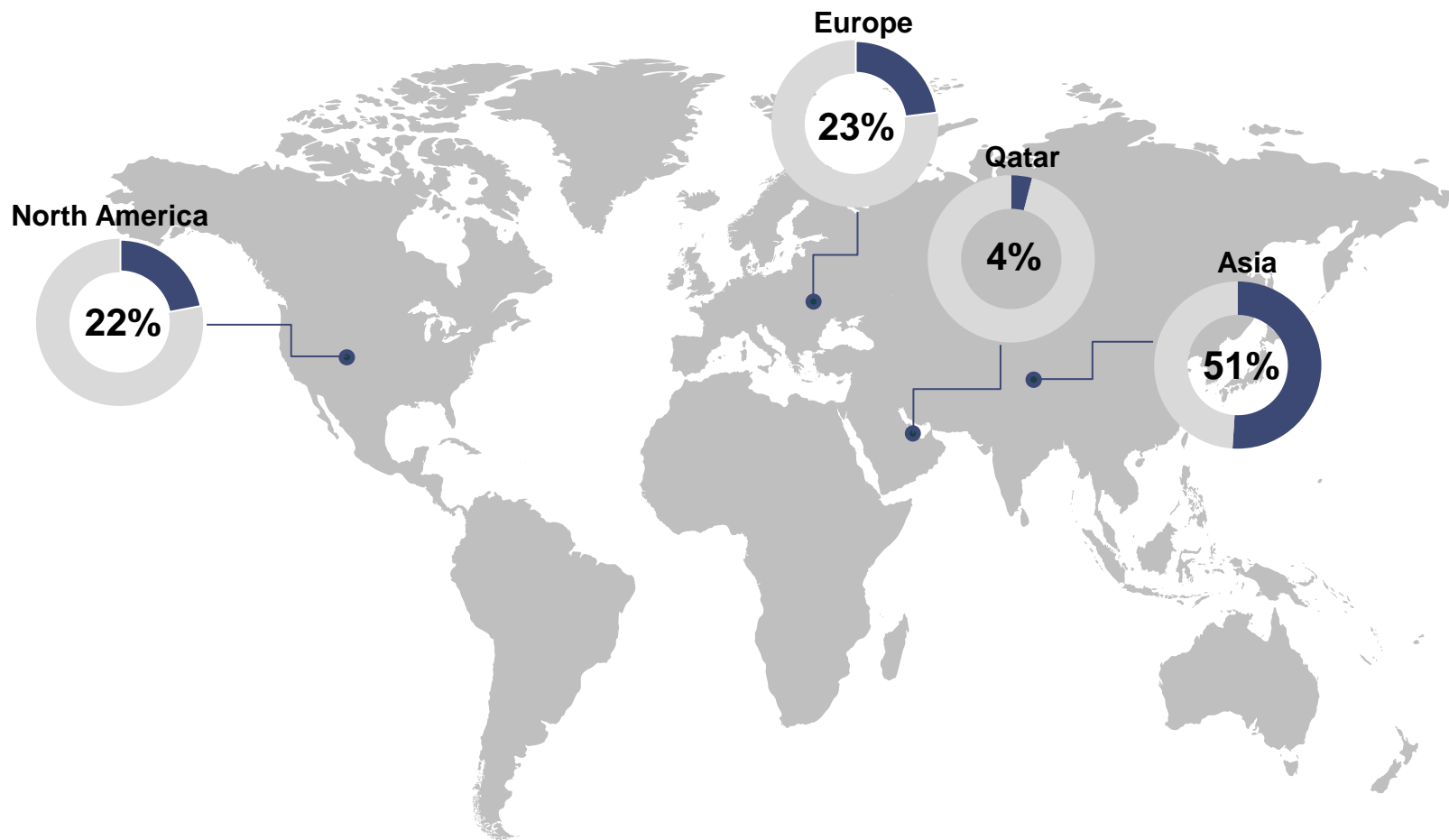
Analysis of EBITDA margins

**Despite macroeconomic volatilities,
QAMCO's JV EBITDA margins continue to remain robust & resilient**



Geographic analysis – QAMCO JV revenue

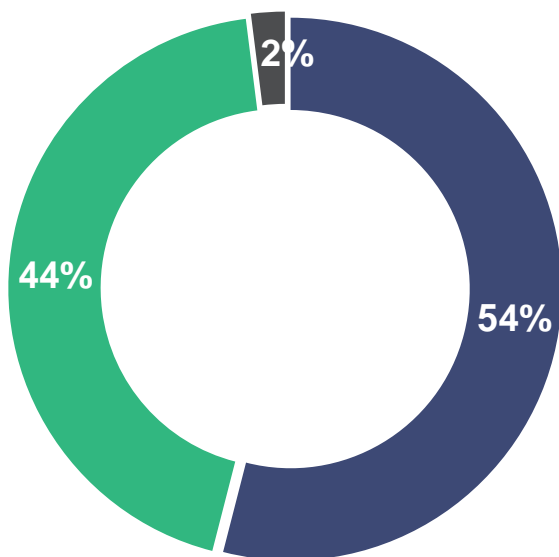
Asia remained QAMCO JV's largest market, while its presence in US and Europe continued to be substantial



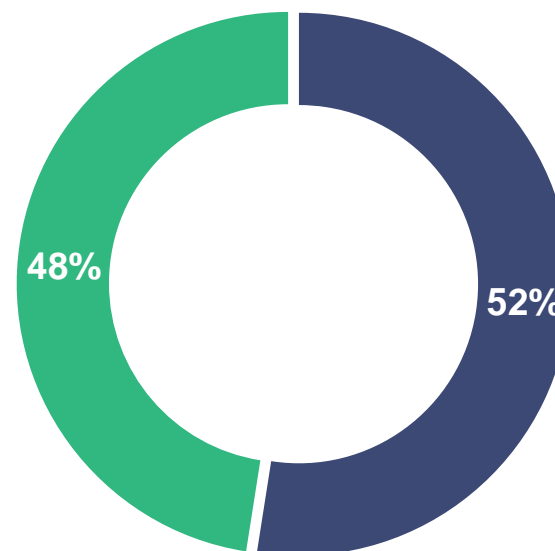
QAMCO JV revenue – product mix (%)

- Extrusion ingots along with foundry alloys (together referred to as value added or premium products) remains key products for QAMCO's JV.

**9M-22 QAMCO JV Sales
Volumes – Product mix (%)**



**9M-21 QAMCO JV Sales
Volumes – Product mix (%)**



■ Extrusion Ingots ■ Foundry Alloys ■ Standard Ingots





Market Statistics and dividend distribution

Market Statistics and Dividends



Dividend distribution since incorporation

**Dividend -
2019**

QR 167.4 m
QR 0.03 per
share

**Dividend -
2020**

QR 195.3 m
QR 0.035 per
share

**Dividend -
2021**


QR 446.4 m
QR 0.08 per
share

Total

QR 809.1 m
QR 0.145 per
share

- The total dividends paid from the date of incorporation amounted to QR 809.1 million representing a payout of 14.5% of the nominal value of the shares.





CAPEX and Cash Flows (2022-2026)

CAPEX and Cash Flows (2022-2026) – (QAMCO's Share)

CAPEX:

- Planned CAPEX (2022-26) include routine operations such as pot relining and other maintenance pertaining to power plant and anode plant.

Cash Flows:

- Impressive cash flows from JV's operations, provided sales prices are realized in line with the budgeted plans.
- Financing cash outflows only pertains to interest costs, except for 2025, which includes loan repayment on a proportionate basis.

Cash Flows (QAR' m)	2022	2023	2024	2025	2026
Net operating cash flows	1,270	1,158	1,086	993	988
Net investing cash flows	(237)	(300)	(138)	(123)	(146)
Net financing cash flows	(38)	10	(60)	(607)	(46)
Net cash flows	995	869	887	263	795

Note: The cash flow figures for the years 2022-26 are based on the 2022 approved budget and business plan, based on the expectations of the market conditions and aluminium prices prevailing at the time preparing the business plan.

With the current market conditions and aluminium price trends, the cash flow forecasts for 2022-2026 as disclosed in the above table cannot be relied on with absolute certainty, where, the actual realization of these cash flows might significantly differ as compared to these projections, subject to the macroeconomic conditions, including, among other factors, business environment, market dynamics, product prices etc. prevailing in that specific year.

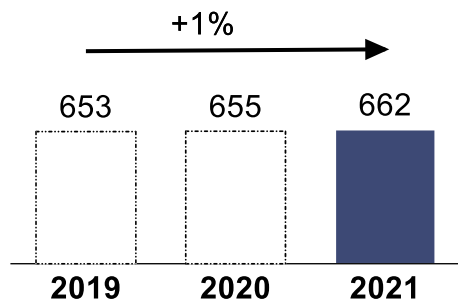




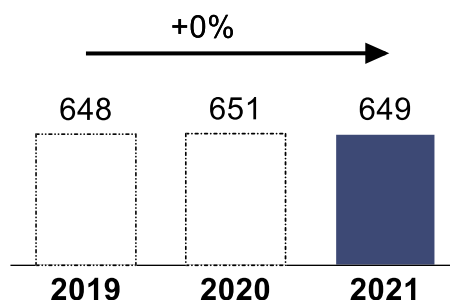
**Historical performance
(2019 - 2021)**

Key Performance Indicators

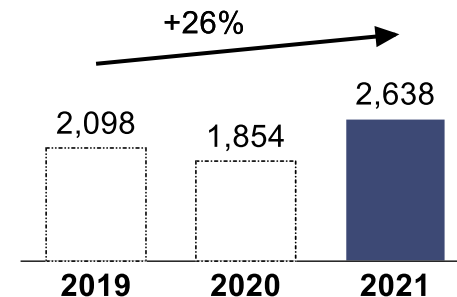
Production (MT'000) – 100%



Sales Volumes (MT'000) – 100%

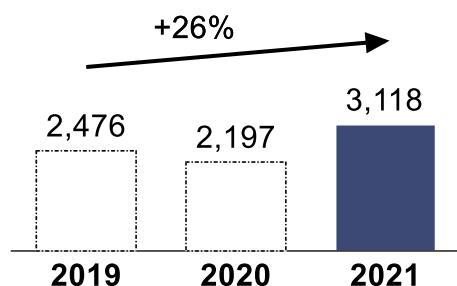


Selling Prices (\$ / MT)

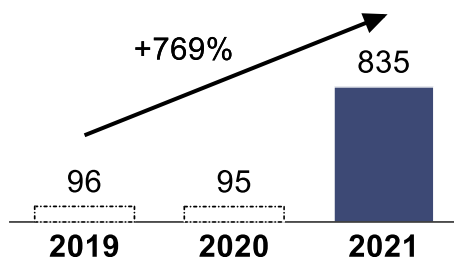


- 2021 Production remained highest in comparison to 2019 & 2020.
- 2021 Selling prices remained highest, amid macroeconomic tailwinds.

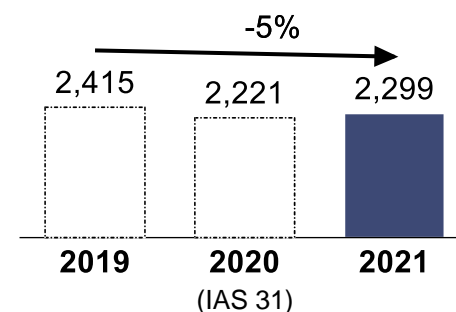
Share of Revenue (QR million)



QAMCO's Net Profit (QR million)



Share of JV's Debt (QR million)



- Revenue growth continue to remain linked to selling price trends.
- 2021 Net profits were the highest reported earnings for QAMCO since incorporation, mainly linked to the benefits captured from elevated price levels.

Note: For purpose of comparability, 2019 financial data reported here relates to the period from 01 January 2019 till 31 December 2019. Whereas, in actual, the published financial statements for the year ended 31 December 2019 included financial data for the period from the date of QAMCO's incorporation (i.e. 3 December 2018) till 31 December 2019.





Governance Structure

Governance Structure

Board structure

- QAMCO Board of Directors consists of six (6) Directors, all were appointed by the Special Shareholder “QatarEnergy”.
- QatarEnergy appoints qualified and eligible Board Directors who are sufficiently experienced to perform their duties in the best interest of the Company and dedicated to achieving its goals and objectives.

Governance and compliance

- QAMCO is firmly committed to implementing the principles of good governance set out in the Governance Code for Companies Listed on the Main Market issued by Qatar Financial Markets Authority (QFMA), that are consistent with the provisions of the Company’s AoA.
- The Board of Directors ensures that an organizational framework, that is consistent with the legal and institutional framework of the listed companies, is in place at the Company level. This is achieved through a process of reviewing and updating governance implementation whenever required.

Board committees

- The Board of Directors established Board Committees and Special Committees to carry out specific tasks. The Board remains liable for all the powers and authorities so delegated. Currently, Board Committees are Audit Committee and Remuneration Committee.

Authorities

- No one person in the Company has unfettered powers of decision. Decision-making process is always done in accordance with the Company’s Manual of Authorities and the relevant regulations.



Governance Structure

Remuneration

Board of Directors

- The Company has developed a periodically revisited remuneration policy for Board members. The policy has fixed component for Board membership and attending meetings and performance-related variable component. The proposed remuneration of Board members shall be presented to the General Assembly for approval.

Executive Management

- All financial, administrative and head office services are provided by resources from QatarEnergy under a service-level agreement

Disclosure and transparency

- The Board ensures that all disclosures are made in accordance with the requirements set by regulatory authorities, and that accurate, complete and non-misleading information is provided to all shareholders in an equitable manner.

Shareholders' rights

- The Company's Articles of Associations provide for the rights of shareholders, particularly the rights to receive dividends, attend the General Assembly and participate in its deliberations and vote on decisions, tag along rights as well as the right to access information and request it with no harm to the Company's interests.

Company's control system

- The Company adopted an internal control system that consists of policies and operating procedures for risk management, internal and external audit, monitoring Company's compliance with the relevant regulations. Clear lines of self-control, responsibility and accountability throughout the Company are therefore set.
- The internal control framework is overseen by the Executive Management, the Audit Committee and the Board of Directors.



THANK YOU



QAMCO

شركة قطر لصناعة الألمنيوم
Qatar Aluminium Manufacturing Company

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Please refer to www.gamco.com.qa for the latest information, publications, press releases and presentations about Qatar Aluminium Manufacturing Company.