



#### Hydro - The aluminium and power investment opportunity

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Merrill Lynch Global Metals & Mining Conference Dublin, 9 May 2007

2007-05-07

#### **Agenda**

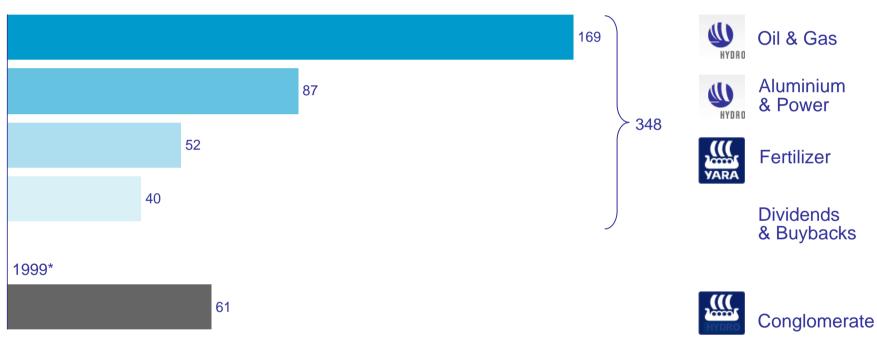
- Focused aluminium company
  - Core business areas
  - Market position
  - Strategy for growth
- 'New' Hydro as an investment opportunity



### Significant value creation through restructuring

#### **NOK** billion

2007\*\*

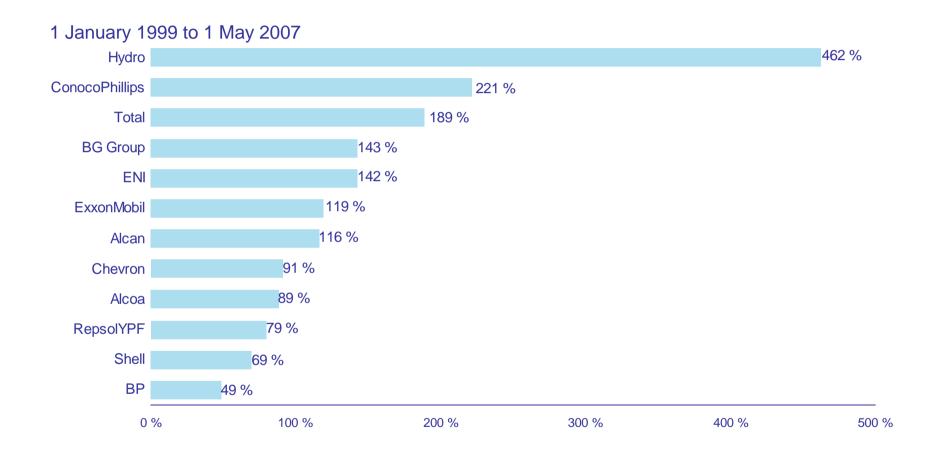


<sup>\* 4</sup> January 1999 close, nominal value



<sup>\*\* 30</sup> April 2007 close. Aluminium and Oil & Energy based on transaction equation adjusted for dividend payments

### **Share price development (NYSE)**



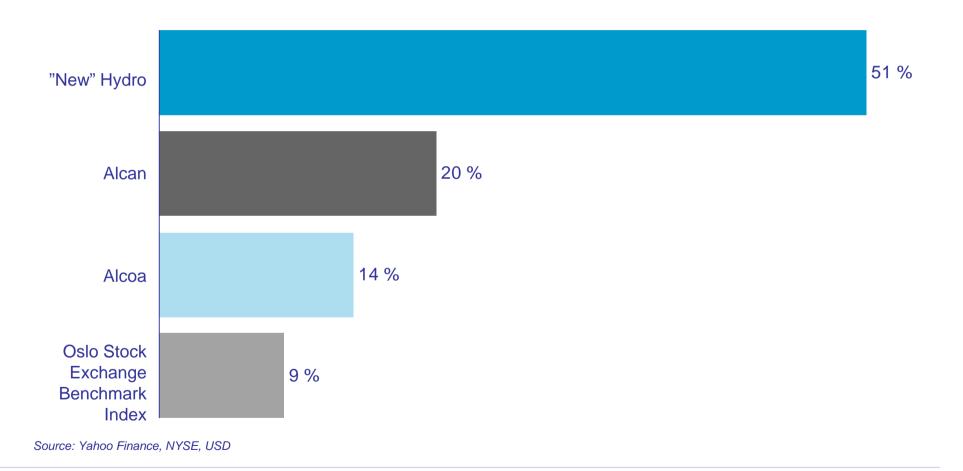
Source: Yahoo Finance, NYSE, USD



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# 'New' Hydro share price appreciation 51% following the instant 19% increase at demerger announcement

Relative development NYSE 18 December 2006 – 1 May 2007





#### Hydro – a resourceful aluminium and power company



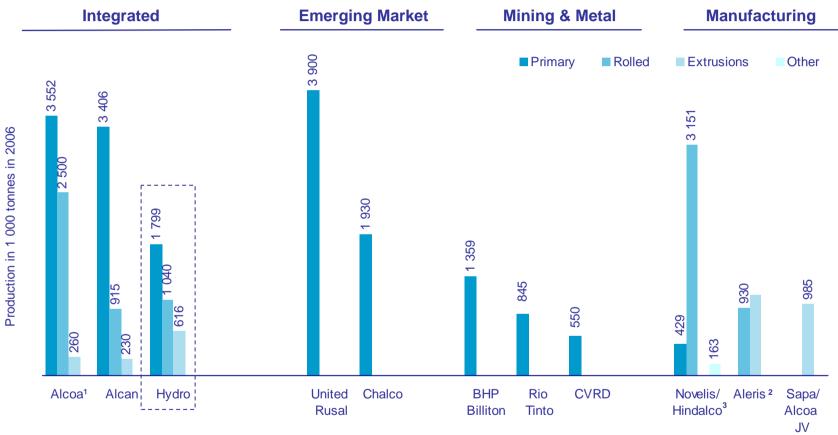


<sup>\*</sup> Excluding Hydro Petroleum, Polymers, Meridian, Automotive Castings and Automotive Structures. \*\*Close 30 April



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#### Strong aluminium industry position

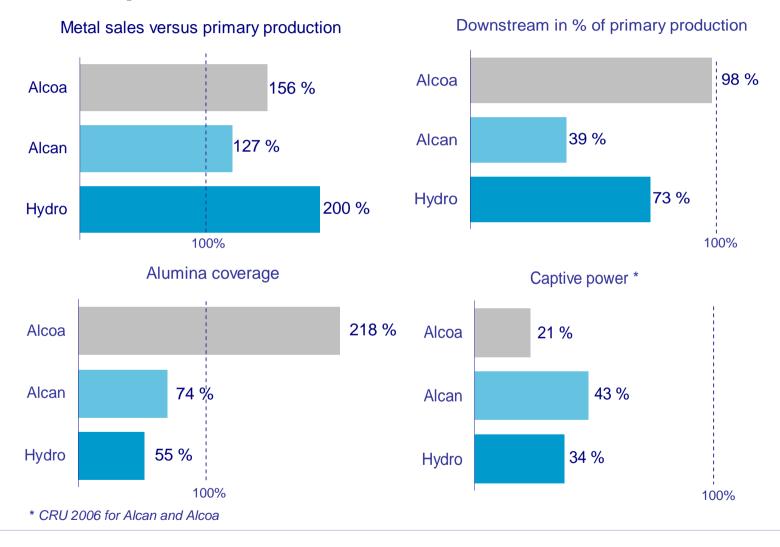


- 1. Alcoa pro forma for SAPA JV on extrusion.
- 2. Pro forma figures for acquisition of Corus Aluminium's rolled and extrusions businesses
- 3. Pro forma figures for acquisition of Novelis rolled businesses. Hindalco figures fiscal year ended 31. March 2006
- 4. Pro forma figures for merger of Rusal, Sual and Glencore



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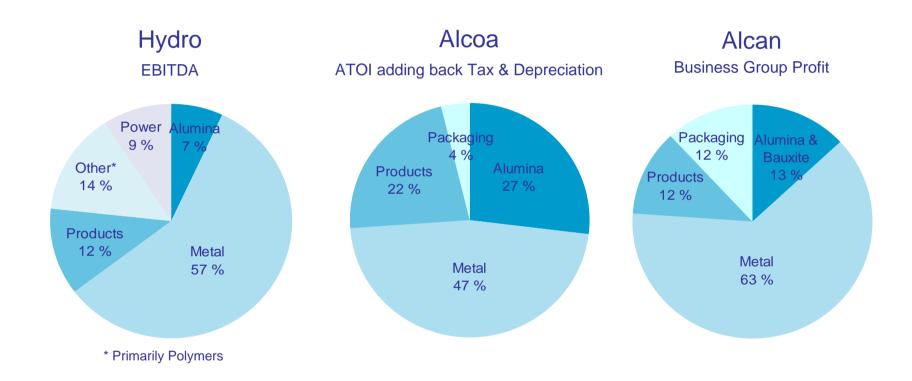
### Peer comparison 2006





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#### Aluminium and power earnings distribution 2006



Source: Company filings

 $Alcoa\ uses\ After\ Tax\ Operating\ Income-ATOI.\ Alcoa\ 2006\ ATOI\ distribution:\ Alumina\ 30\%,\ Metal\ 50\%,\ Products\ 18\%,\ Packaging\ 3\%$ 

Alcan uses Business Group Profit – BGP which is earnings before tax and depreciation



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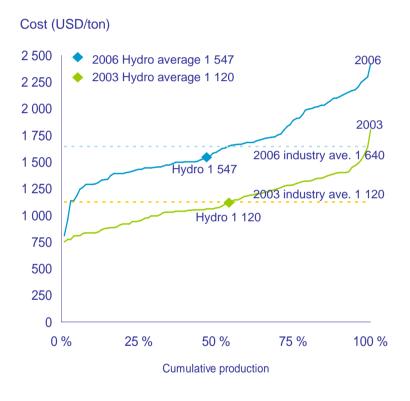


# Aluminium Metal



#### Industry costs rising – Hydro's position improved

Significant shift in industry cost curve\*



#### Alumina

- Two thirds of cost increase
- Coming down from peak

#### Energy

- Oil and gas prices
- Coal prices
- CO<sub>2</sub> emission trading
- Supply/demand for electricity

#### Other raw materials

#### • Freight

<sup>\*</sup> Source: CRU (Corporate operating cost definition) Assumptions: LME 3m 2 635 USD/ton, Alumina spot USD 472/ton, USD 6.57



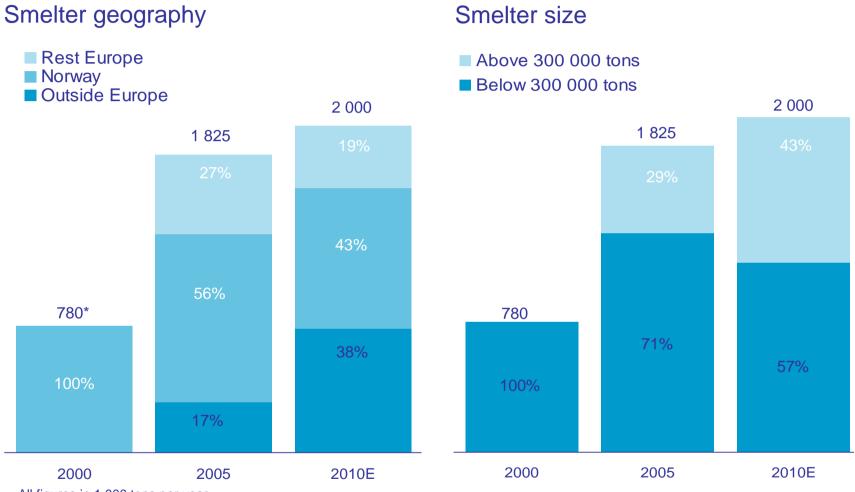


#### Qatalum project – profitable mega-smelter in key region

- 585 000 tons annually expansion potential to 1.2 million tons annually
- First quartile operating cost captive gas power
- 50/50 joint venture between Hydro and Qatar Petroleum
- Proprietary smelting technology
- Final cost estimate and build decision summer 2007



#### Repositioning enhances smelter portfolio



All figures in 1 000 tons per year,



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<sup>\* 2000:</sup> Excluding non-consolidated Slovalco equity stake of 20% ~ 25kt



### Alunorte alumina refinery – key asset in repositioning

- Targeting 6.5 million ton production by 2009
- Hydro stake 34 percent of world's largest refinery
- First-quartile investment costs and highly competitive conversion costs
- Platform for pursuing new opportunities in Brazil and other bauxite rich areas



# Increasing alumina equity coverage for Hydro Relative to primary aluminium





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# **Aluminium Products**



#### **Leading position in downstream niches**

#### Rolled products



- World's largest mills
  - Alunorf (hot)
  - Grevenbroich (cold) •
- Number one in lithographic plates and thin gauge foils
- 1 000 000 tons

**Extrusion** 



- Number two global player
- innovative solutions
- added value activities
- 450 000 tons

**Building Systems** 



- Number one in Europe
- Leading brands
- 80 000 tons

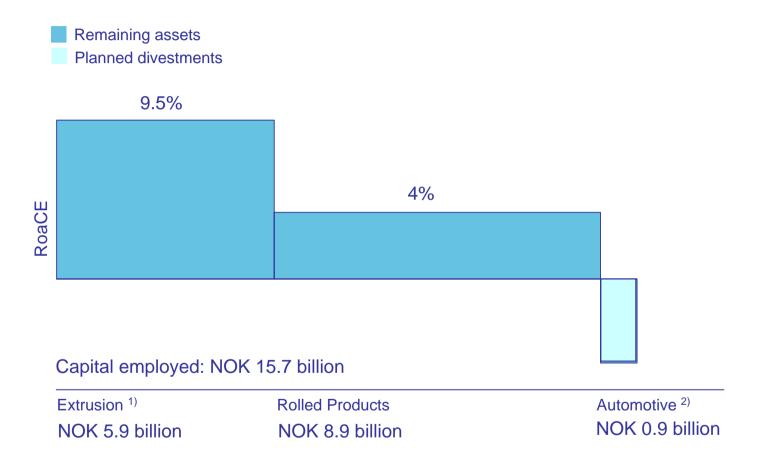
#### **Precision Tubing**



- World leader
  - Europe
  - North America
  - Asia
- 65 000 tons



#### **Strengthened profitability**



<sup>1)</sup> Including Extrusion Europe, Extrusion Overseas, Building Systems and Precision Tubing, 2) Including Automotive Structures only



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# Power



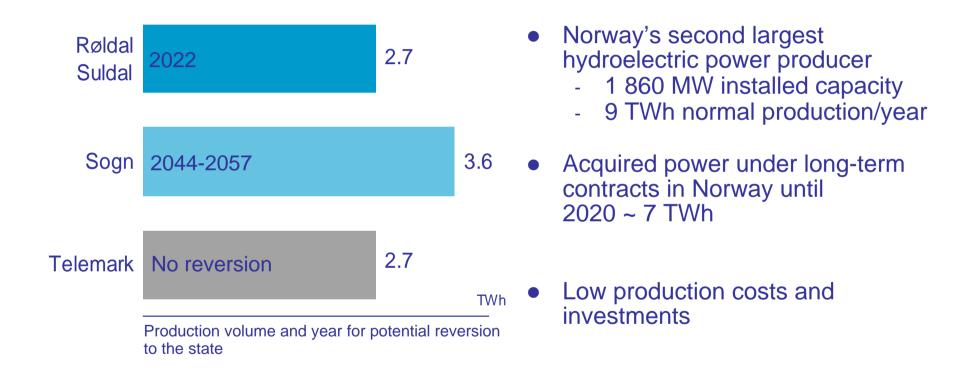


## Captive hydropower – a solid basis for aluminium smelting

- Power production has built Hydro's industry
- Energy competence is an integral part of aluminium growth ambitions
- Well-developed production assets provide stable cash-flow
- Power competence to support growth strategy



#### Hydroelectric power production and concessions



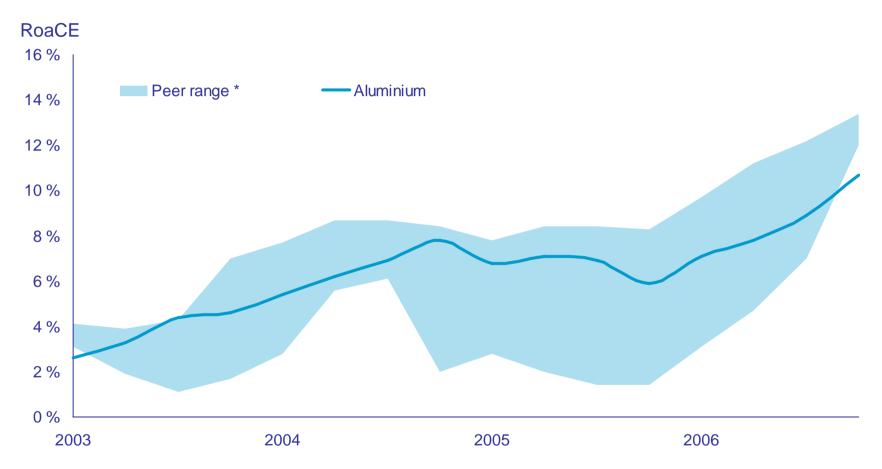




# Financials



## **Competitive return on capital**



\* Alcoa and Alcan

Source: Bloomberg return on capital methodology. 12 month rolling Q1 2003-Q4 2006. Hydro figures are approximations to Bloomberg methodology.



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## Strong results for 'new' Hydro businesses in 2006

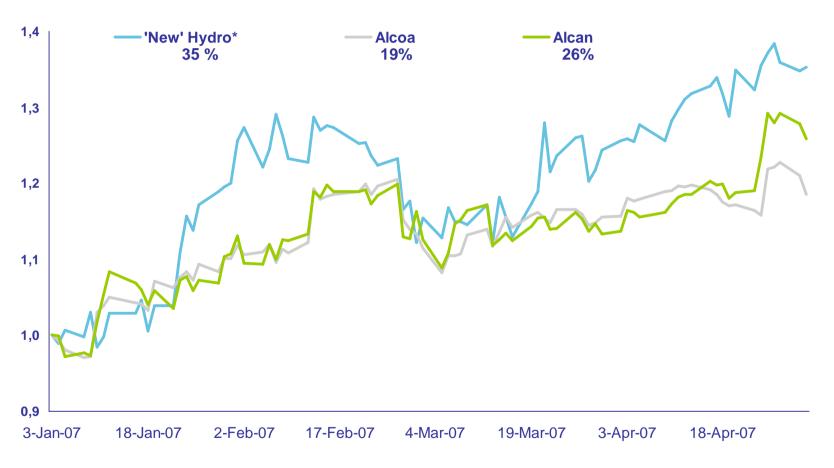
NOK billion	Operating revenues	Adjusted EBITDA	Depreciation	Operating income	Investments
Aluminium Metal	68.4	9.1	(1.7)	6.4	2.0
Aluminium Products	49.8	1.7	(1.7)	(0.1)	1.3
Power	6.3	1.3	(0.1)	1.2	0.04
Other Activities	9.8	2.0	(0.4)	1.2	0.5
Corporate and Eliminations	(31.7)	-	-	(0.9)	
Total	102.6	14.2	(4.0)	7.8	3.8

Based on carve-out combined financial statements for Hydro after Demerger



#### 'New' Hydro trades in line with aluminium peers

Relative development NYSE 1 January 2007 – 1 May 2007



<sup>\* &#</sup>x27;New' Hydro share price calculated as Hydro share price less Statoil share price less expected dividend multiplied by 0.8622



#### **Hydro - the investment opportunity**

- 101 years of entrepreneurship
- High quality asset base
- Focus on operational performance
- Upstream growth focus
- Project execution excellence
- Solid balance sheet
- Strong market fundamentals





## Additional Financial Information



## **Segment information**

#### Operating income

NOK million	2006	2005	2004
Aluminium Metal Aluminium Products Power Other activities Corporate and eliminations	6 362 (83) 1 185 1 229 (885)	2 694 (370) 1 123 (88) 1 064	785 1 072 741 274 (854)
Total	7 808	4 423	2 018

#### Adjusted EBITDA 1)

NOK million	2006	2005	2004
Aluminium Metal Aluminium Products Power Other activities Corporate and eliminations	9 134 1 715 1 337 1 995 23	4 821 2 670 1 283 1 747 1 772	5 297 3 058 875 1 281 (69)
Total	14 203	12 293	10 442

<sup>1)</sup> EBITDA includes financial income, but is not adjusted for special items



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#### **Aluminium Metal financials**

NOK million	2006	2005	2004
Operating revenues	68 405	54 579	51 957
Depreciation	1 728	1 687	3 798
Operating income	6 362	2 694	785
Non-consolidated investees	837	272	281
Adjusted EBITDA	9 134	4 821	5 297
Investments 1)	1 979	1 792	4 244
Primary aluminium production (tons)	1 799 000	1 826 000	1 720 000
Realized aluminium price LME (USD/ton)	2 352	1 812	1 629
Realized aluminium price LME (NOK/ton)	15 371	11 813	11 403

<sup>1)</sup> Includes non-cash element of NOK 186 million in 2005 and NOK 1 275 million in 2004 related to change in accounting principles (FIN47 and FIN46R)



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#### Aluminium Products financials 1)

NOK million	2006	2005	2004
Operating revenues	49 844	42 477	43 533
Depreciation	1 666	2 913	1 848
Operating income	(83)	(370)	1 072
Non-consolidated investees	(179)	47	68
Adjusted EBITDA	1 715	2 670	3 058
Investments 2)	1 250	1 970	1 951
Rolled Products sales volumes, tons	1 000 000	950 000	945 000
Extrusion sales volumes, tons	640 000	600 000	635 000



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<sup>1)</sup> Excluding Automotive Castings which is reported as discontinued operations

<sup>2)</sup> Includes non-cash element of NOK 9 million in 2005 related to change in accounting principles (FIN47)

#### **Power financials**

NOK million	2006	2005	2004
Operating revenues	6 292	6 614	4 108
Depreciation	120	142	121
Operating income	1 185	1 123	741
Non-consolidated investees	22	10	2
Adjusted EBITDA	1 337	1 283	875
Investments	42	98	241
Power production, TWh	8.3	10.8	8.1
Acquired under long-term contracts for Hydro's industrial use, TWh	7.3	7.0	7.0
Total power available, TWh	15.6	17.8	15.1



### **Combined income statements – Hydro after demerger**

NOK million	2006	2005
Operating revenues	102 632	92 100
Depreciation, depletion and amortization Impairment losses Other operating costs	3 674 289 90 863	3 975 1 259 82 444
Operating income	7 808	4 423
Non-consolidated investees Financial income (expense), net Other income, net	761 146 -	491 533 924
Income from before tax and minority interest Income tax expense Minority interest	8 714 (2 186) (202)	6 372 (1 397) (118)
Income from continuing operations	6 327	4 857
Income from discontinued operations	167	174
Income before cumulative effect of change in accounting principles	6 493	5 031
Cumulative effect of change in accounting principles	-	(78)
Net income	6 493	4 953
Earnings per share – NOK	5.20	3.90

For calculation of EPS, 2006: 1 240 804 344 shares, 2005: 1 254 036 520 shares

Previously reported earnings per share and total number of outstanding shares have been adjusted to reflect the 5-for-1 stock split effective 10 May 2006.



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## **Combined balance sheets – Hydro after demerger**

NOK million	31 December 2006	31 December 2005
Cash and cash equivalents Short-term investments Receivable Hydro Petroleum Receivables and other current assets Inventories Current assets held for sale	6 609 15 020 200 20 181 14 220 1 122	10 266 3 859 779 19 073 12 952
Non-consolidated investees Property, plant and equipment Other non-current assets Non-current assets held for sale	8 780 31 158 8 154 2 569	8 601 34 623 11 272
Total assets	108 012	101 426
Short-term interest-bearing debt Current portion of long-term debt Current liabilities Hydro Petroleum Other current liabilities Current liabilities in disposal group	2 084 424 19 227 21 269 738	2 672 190 20 293 18 302
Long-term interest-bearing debt Other long-term liabilities Deferred tax liabilities Long-term liabilities in disposal group Minority interest Shareholders' equity	367 12 654 1 080 273 707 49 190	722 11 437 3 100 - 981 43 729
Total liabilities and shareholders' equity	108 012	101 426



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## **Investor Relations in Hydro**

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#### Use of non-GAAP financial measures

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