## Sale of Elkem

Bjørn M. Wiggen, CEO Oslo, 11 January 2011

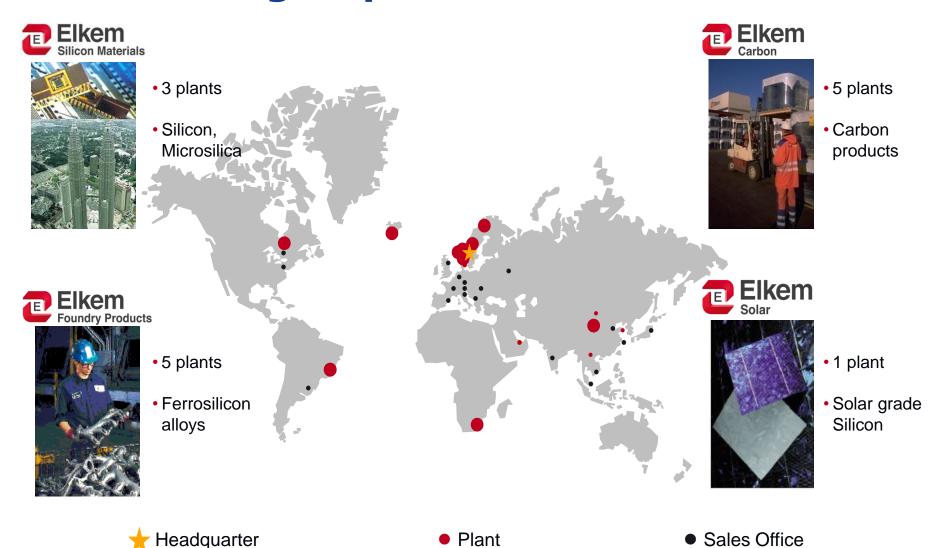
### Sale of Elkem to China National Bluestar

- The transaction includes the following divisions: Silicon Materials, Foundry Products, Carbon and Elkem Solar
  - Does not include Elkem Energy or the 85% stake in AS Saudefaldene
- Sales price: USD 2 billion\*
  - All cash deal
  - Represents an estimated enterprise value for Orkla of NOK 12.5 billion
- Expected closing in H1 2011
- Conditional upon approvals from the competition authorities as well as the Ministry of Commerce (MOFCOM) and State Administration of Foreign Exchange (SAFE) of the People's Republic of China



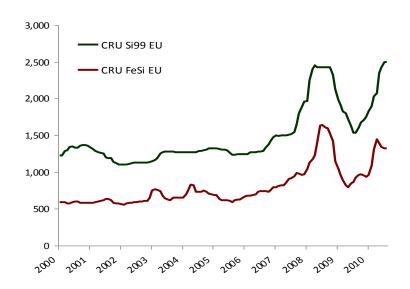
<sup>\*</sup> Before closing- and capital structure adjustments

# Elkem -a world-leading metals and materials group



### Rationale for the transaction

- In line with communicated strategy
  - Concentrate the portfolio on a smaller number of areas
  - Reduce exposure to solar over time
- Strong underlying markets and increased interest in silicon assets



- Attractive solution for Elkem
  - Part of a strong industrial structure with ambitions for growth and access to growth markets
  - Elkem will form the core of Bluestar's Silicon business
  - Elkem's head office and R&D department will remain in Norway



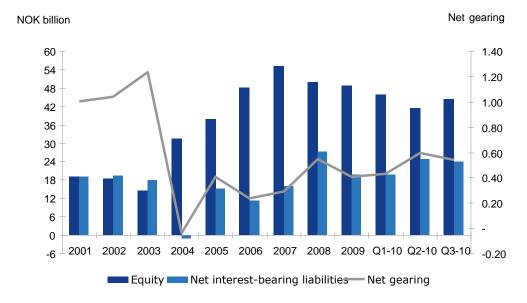
## Conditional upon the following approvals

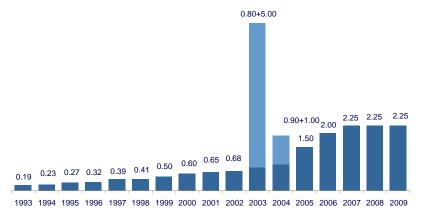
- Conditional upon buyer approval from the relevant competition authorities
- Conditional upon buyer approval from
  - Ministry of Commerce (MOFCOM) and
  - State Administration of Foreign Exchange (SAFE) in China
- Approval already received from the Chinese National Development and Reform Commission (NDRC)



## **Allocation of proceeds**

- Reduction in interest-bearing debt
  - Increased financial flexibility
- Investments in potentially value-creating growth in Brands and Sapa
- Secure long-term dividend policy – predictability and stability





■ Ordinary dividend Special dividend



# China National Bluestar– a strong industrial company

- 80% of China National Bluestar is owned by the state-owned ChemChina Corporation and 20% by the US investment company Blackstone
- Bluestar has annual revenues of more than RMB 40 billion (USD 6 billion) and total assets of roughly RMB 60 billion (USD 9 billion)
  - ChemChina's assets are worth a net total of RMB158.6 billion (USD 24 billion) and the Group has total revenues of approximately RMB 130 billion (USD 20 billion)
  - ChemChina ranks 19th among the world's Top 100 Chemical corporations and places 28th on the list of China's Top 500 enterprises



# Elkem and China National Bluestara strong combination

- Financial capacity
  - Enables further development
- Renewable focus
  - Positioned to support and increase the use of Elkem's leading technology
- Access to growth markets
  - Asia and, in particular, China
  - Facilitates expansion
- Bluestar secures supply of silicon for silicones business



### Elkem's future with Bluestar

- Leading role in upgrading and further developing Bluestar's silicon-related operations, especially in China
  - Implementing the Elkem Business System
- Market access in Asia
  - Key success factor for all Elkem's business units
- Expertise and resources will be kept together
  - Will be reinforced as part of BlueStar
- Elkem will form the core of Bluestar's silicon business, while continuing to be managed from Norway
  - Elkem head office and R&D departments to remain in Norway
- Existing units well positioned
  - Restructured over the past 5 years
  - Elkem Solar factory in Kristiansand



## **Energy-efficient production**

- Flkem Solar
  - 75% less energy consumption
- Energy recovery
  - Thamshavn is the only Si furnace in the world that features electricity recovery
  - Several other installations and projects
- China's economic boom
  - Reduced energy intensity important for economic growth
- Global climate targets
  - Reducing energy use is key to reducing CO<sub>2</sub> emissions



# Elkem well-covered by competitive long- term power contracts

- Power contract bought in 2010
  - 1.5 TWh/year up to 2020
  - Competitive power supply
  - Covers half of Elkem's power consumption in Norway
- Power contract Elkem-Saudefaldene
  - Contract for rental volume (501 GWh/year up to 2030) back-to-back with lease from Statkraft
  - Fulfils requirement for use of rental volume in Elkem's industrial activities
- AS Saudefaldene retained as part of Orkla in line with Norwegian policy on hydropower resources
- The Norwegian Ministry of Petroleum and Energy has to give the necessary consents to the transfer of Elkem Energi AS to Orkla ASA, ant to the establishment of a new power contract between Elkem and Saudefaldene



## Industrial development in Orkla - the Elkem case

- 2005: Elkem takeover leveraging an industrial option
  - Active long-term financial investor in Elkem, including refinancing in 1992
  - Avoided large minority stake with little control (Alcoa as a potential majority owner)
  - Industrial options identified
- 2005-2010: Orkla has been an active industrial owner for Elkem
  - The Elkem takeover provided a platform for further developing Elkem's operations and industrial options











Elkem Solar - technological innovation in new factory



From 23% ownership in a small solar company to 39.7% in a large, integrated player in a booming market





From 74% ownership of a European undertaking to full ownership of a global player

## **Orkla going forward**

Orkla will continue to be a diversified portfolio company by:

- Concentrating the portfolio on a smaller number of areas
  - Re-allocating capital to maximise long-term shareholder value
  - Giving priority to value creation by improving operations and promoting growth in Orkla Brands and Sapa
- Continuing to deliver industrial and financial value creation
- Making structural and operational improvements that will be key to Orkla's value creation model



### All figures in NOK mill. rolling 12 months as of Q3-2010



Revenues EBITA 54.2 billion\*
3.8 billion\*

\*Excl. Elkem Silicon-related

#### Orkla Brands



- Foods Nordic
- Brands Nordic
- · Brands International
- Food Ingredients

#### Orkla Aluminium Solutions



- · Sapa AB
- Heat Transfer
- Building System

Revenues 25 987 EBITA 706

#### Orkla Investments



- Share Portfolio Market value: 11 721 as of Q3-10
- Real Estate







- Orkla owns approximately 40% in REC & Jotun. Figures are on a 100 % basis.



Revenues 22 971 EBITA 2 931

# Actions taken to deliver under the focused strategy

### Concentrate the portfolio on a smaller number of areas

Divestment of Elkem Silicon-related ~ NOK 12.5 bn

Divestment of hydropower assets
 NOK 6.0 bn

Divestment of the Borregaard forests
 NOK 1.7 bn

Net divestments in the share portfolio (YTD Q3-10)
 NOK 1.2 bn



# Actions taken to deliver under the focused strategy

### Giving priority to growth in Brands and Sapa

#### Growth in Orkla Brands

- Investments in Sonneveld
- Investments in Kalev
- Investments in Peterhof
- Investments in 10 smaller add-ons

### Asian expansion strategy in Sapa

- Heath Transfer Shanghai expansion
- Memorandum of Understanding with Chalco
- New factory in India
- Vijalco in Vietnam



## Summary

### - attractive transaction for all involved

- In line with Orkla's communicated strategy
  - Concentrate the portfolio on a smaller number of areas
  - Reduce exposure to solar over time
- Elkem with a new industrial owner.
  - BlueStar's financial capacity will enable further development
  - Access to growth markets in Asia and China in particular
  - Expertise and resources will be kept together
- BlueStar acquires a company with robust technologies
  - Cutting-edge technology in energy efficient production processes
  - Reduced energy intensity important for China's economic boom and reduced CO<sub>2</sub> emissions
  - Increased profitability by implementing the Elkem Business System



## **Appendix**



# **Elkem Silicon-related Discontinued Balance sheet**

[NOK million]	2009	Q3 10
Working capital (Assets)	2 783	3 485
Long-term assets	9 012	9 470
Segment assets	11 795	12 955
Capital employed	10 492	11 643



# **Elkem Silicon-related Discontinued Profit & Loss**

[NOK million]	2008	2009	9M 10	Q3 10
Revenues	8 025	6 332	6 125	2 211
EBITDA	668	70	727	292
EBITA Silicon-related	364	-581	185	131
EBITA, of which Elkem Solar	-381	-694	-525	-144

