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# 2<sup>nd</sup> Quarter Earnings Conference

July 8, 2015

# **Important Information**

### **Forward-Looking Statements**

This communication contains statements that relate to future events and expectations and as such constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include those containing such words as "anticipates," "believes," "could," "estimates," "expects," "forecasts," "intends," "may," "outlook," "plans," "projects," "seeks," "sees," "should," "targets," "will," "would," or other words of similar meaning. All statements that reflect Alcoa's expectations, assumptions or projections about the future other than statements of historical fact are forward-looking statements, including, without limitation, forecasts concerning global demand growth for aluminum, end market conditions, supply/demand balances, and growth opportunities for aluminum in automotive, aerospace, and other applications; targeted financial results or operating performance; statements about Alcoa's strategies, outlook, and business and financial prospects; and statements regarding the acceleration of Alcoa's portfolio transformation, including the expected benefits of acquisitions, including the completed acquisition of the Firth Rixson business and TITAL, and the pending acquisition of RTI International Metals, Inc. (RTI). These statements reflect beliefs and assumptions that are based on Alcoa's perception of historical trends, current conditions, and expected future developments, as well as other factors management believes are appropriate in the circumstances. Forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties, and changes in circumstances that are difficult to predict. Important factors that could cause actual results to differ materially from those expressed or implied in the forward-looking statements include: (a) material adverse changes in aluminum industry conditions, including global supply and demand conditions and fluctuations in London Metal Exchange-based prices and premiums, as applicable, for primary aluminum, alumina, and other products, and fluctuations in indexed-based and spot prices for alumina; (b) deterioration in global economic and financial market conditions generally; (c) unfavorable changes in the markets served by Alcoa, including aerospace, automotive, commercial transportation, building and construction, packaging, defense, and industrial gas turbine; (d) the impact of changes in foreign currency exchange rates on costs and results, particularly the Australian dollar, Brazilian real, Canadian dollar, euro, and Norwegian kroner; (e) increases in energy costs or the unavailability or interruption of energy supplies: (f) increases in the costs of other raw materials; (g) Alcoa's inability to achieve the level of revenue growth, cash generation, cost savings, improvement in profitability and margins, fiscal discipline, or strengthening of competitiveness and operations (including moving its alumina refining and aluminum smelting businesses down on the industry cost curves and increasing revenues and improving margins in its Global Rolled Products and Engineered Products and Solutions segments) anticipated from its restructuring programs and productivity improvement, cash sustainability, technology, and other initiatives; (h) Alcoa's inability to realize expected benefits, in each case as planned and by targeted completion dates, from acquisitions (including achieving the expected levels of synergies, revenue growth, or EBITDA margin improvement), sales of assets, closures or curtailments of facilities, newly constructed, expanded, or acquired facilities, or international joint ventures, including the joint venture in Saudi Arabia; (i) political, economic, and regulatory risks in the countries in which Alcoa operates or sells products, including unfavorable changes in laws and governmental policies, civil unrest, imposition of sanctions, expropriation of assets, or other events beyond Alcoa's control; (j) the outcome of contingencies, including legal proceedings, government or regulatory investigations, and environmental remediation; (k) the impact of cyber attacks and potential information technology or data security breaches; (l) failure to receive the required votes of RTI's shareholders to approve the merger of RTI with Alcoa, or the failure to satisfy the other closing conditions to the acquisition; (m) the risk that acquisitions (including Firth Rixson, TITAL and RTI) will not be integrated successfully or such integration may be more difficult, time-consuming or costly than expected; (n) the possibility that certain assumptions with respect to RTI or the acquisition could prove to be inaccurate, including the expected timing of closing; (o) the loss of customers, suppliers and other business relationships as a result of acquisitions, competitive developments, or other factors; (p) the potential failure to retain key employees of Alcoa or acquired businesses; (q) the effect of an increased number of Alcoa shares outstanding as a result of the acquisition of RTI: (r) the impact of potential sales of Alcoa common stock issued in the RTI acquisition: (s) failure to successfully implement, to achieve commercialization of, or to realize expected benefits from, new or innovative technologies, equipment, processes, or products, including the Micromill<sup>TM</sup>, innovative aluminum wheels, and advanced alloys; and (t) the other risk factors discussed in Alcoa's Form 10-K for the year ended December 31, 2014, and other reports filed with the Securities and Exchange Commission (SEC). Alcoa disclaims any obligation to update publicly any forward-looking statements, whether in response to new information, future events or otherwise, except as required by applicable law. Market projections are subject to the risks discussed above and other risks in the market. Nothing on Alcoa's website is included or incorporated by reference herein.

# Important Information (continued)

### **Non-GAAP Financial Measures**

Some of the information included in this presentation is derived from Alcoa's consolidated financial information but is not presented in Alcoa's financial statements prepared in accordance with accounting principles generally accepted in the United States of America (GAAP). Certain of these data are considered "non-GAAP financial measures" under SEC rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. Reconciliations to the most directly comparable GAAP financial measures and management's rationale for the use of the non-GAAP financial measures can be found in the Appendix to this presentation. Any reference to historical EBITDA means adjusted EBITDA, for which we have provided calculations and reconciliations in the Appendix. Alcoa has not provided a reconciliation of any forward-looking non-GAAP financial measure to the most directly comparable GAAP financial measure, due primarily to variability and difficulty in making accurate forecasts and projections, as not all of the information necessary for a quantitative reconciliation is available to Alcoa without unreasonable effort.

### Additional Information and Where to Find It

This communication does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote or approval nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. The proposed business combination transaction between Alcoa and RTI will be submitted to the shareholders of RTI for their consideration. Alcoa has filed with the SEC a Registration Statement on Form S-4 (Registration No. 333-203275) containing a definitive proxy statement of RTI that also constitutes a prospectus of Alcoa, and RTI has mailed the proxy statement/prospectus to its shareholders. Alcoa and RTI also plan to file other documents with the SEC regarding the proposed transaction. INVESTORS AND SECURITY HOLDERS OF RTI ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY BECAUSE THEY CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION. You may obtain copies of all documents filed with the SEC regarding this transaction, free of charge, at the SEC's website (www.sec.gov). You may also obtain these documents, free of charge, from RTI's website (www.rtiintl.com).

### Participants in the Solicitation

Alcoa, RTI, and certain of their respective directors, executive officers and other members of management and employees may be deemed to be participants in the solicitation of proxies from RTI shareholders in connection with the proposed transaction. You can find information about Alcoa's executive officers and directors in its definitive proxy statement filed with the SEC on March 19, 2015, its Annual Report on Form 10-K filed with the SEC on February 19, 2015 and in the above-referenced Registration Statement on Form S-4. You can find information about RTI's executive officers and directors in the proxy statement/prospectus and in RTI's Annual Report on Form 10-K filed with the SEC on February 26, 2015. You can obtain free copies of these documents from Alcoa and RTI as described in the preceding paragraph.



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# Klaus Kleinfeld

Chairman and Chief Executive Officer

July 8, 2015

# Driving Solid Operational Results + Transformation On Track

## 2Q 2015 Overview

# Driving Solid Operational Performance

- Adjusted Earnings¹ up nearly 16% Driven by:
  - Downstream: Record ATOI of \$210 million, up 4%; aerospace revenue up 29% YoY
  - Midstream: ATOI of \$76 million, up 9%; auto sheet revenue up ~180% YoY
  - Upstream: Solid Performance in face of significant market headwinds
    - Alumina segment: ATOI of \$215 million; Best First Half ATOI result since 2007
    - Primary Metals segment: ATOI of \$67 million; as Midwest transaction price lower by 22%, YTD 2015
- Productivity Gains: \$324 million across all segments
- Free Cash Flow: \$205 million; Cash from Operations \$472 million, after \$300 million prepayment for gas supply contract
- Cash on Hand: \$1.3 billion

# Portfolio Transformation On Track

- Firth Rixson integration on track
  - \$1.6 billion revenue and \$350 million EBITDA in 2016
- Obtained regulatory approvals for RTI acquisition RTI Shareholder Vote July 21
  - Expected to close by end of July
- Micromill<sup>TM</sup>: Qualification agreements in place with 8 major automotive customers from three continents
- Progress on 12-month capacity review: 2.8 MMT Refining, 500 kmt Smelting
  - Completed 12-year Western Australia Gas Supply Contract
  - Curtailed Suriname alumina refining capacity and São Luís aluminum smelting capacity
  - Permanently closed Poços de Caldas primary aluminum smelter in Brazil
  - Announced permanent closure of Anglesea power station & coal mine in Australia



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# William Oplinger

Executive Vice President and Chief Financial Officer

July 8, 2015

# Income Statement Summary

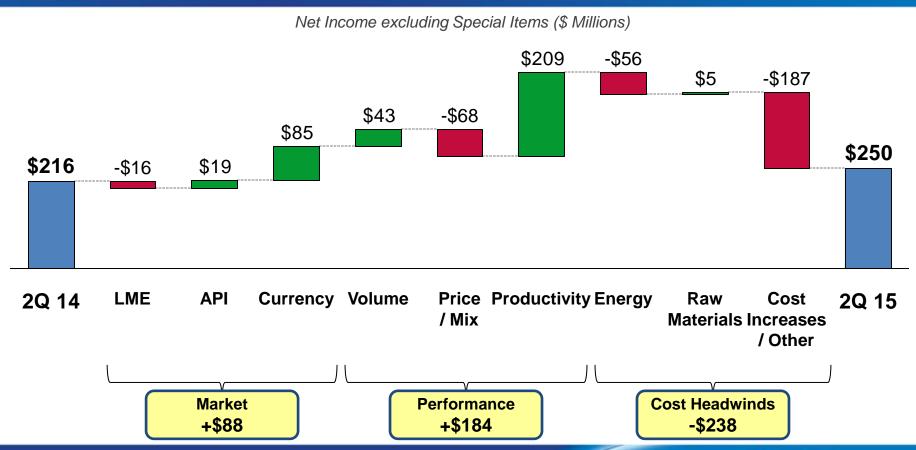
\$ Millions, except aluminum prices and per-share amounts	2Q14	1Q15	2Q15
Realized Aluminum Price (\$/MT)	\$2,291	\$2,420	\$2,180
Revenue	\$5,836	\$5,819	\$5,897
Cost of Goods Sold	\$4,765	\$4,443	\$4,663
COGS % Revenue	81.6%	76.4%	79.1%
Selling, General Administrative, Other	\$245	\$232	\$224
SGA % Revenue	4.2%	4.0%	3.8%
Other Expenses (Income), Net	<b>\$</b> 5	(\$12)	-
Restructuring and Other Charges	\$110	\$177	\$217
Effective Tax Rate	37.7%	47.0%	26.6%
EBITDA	\$776	\$1,089	\$942
Net Income	\$138	\$195	\$140
Net Income Per Diluted Share	\$0.12	\$0.14	\$0.10
Income excl Special Items	\$216	\$363	\$250
Income per Diluted Share excl Special Items	\$0.18	\$0.28	\$0.19

<b>Prior Year</b>	Sequential
Change	Change
(\$111)	(\$240)
\$61	\$78
(\$102)	\$220
(2.5 % pts.)	2.7 % pts.
(\$21)	(\$8)
(0.4 % pts.)	(0.2 % pts.)
(\$5)	\$12
\$107	\$40
(11.1% pts.)	(20.4% pts.)
\$166	(\$147)
\$2	(\$55)
(\$0.02)	(\$0.04)
\$34	(\$113)
\$0.01	(\$0.09)

# Special Items

\$ Millions, except per-share amounts	2Q14	1Q15	2Q15	Income Statement Classification	Segment
Net Income Net Income Per Diluted Share	\$138 \$0.12	\$195 \$0.14	\$140 \$0.10		
Restructuring-Related <sup>1</sup>	(\$54)	(\$158)	(\$143)	Restructuring and Other Charges/COGS	Corporate/ Primary Metals
Tax Items	(\$2)	(\$4)	\$22	Income Taxes	Corporate/GRP
Gain on Land Sale	-	-	\$19	Other Income, Net	Corporate
Acquisition Costs	(\$11)	(\$7)	(\$5)	SG&A	Corporate
Mark-to-Market Energy Contracts	\$6	\$1	(\$3)	Other Expenses (Income), Net	Corporate
Master U.S. Labor Agreement	(\$11)	-	-	COGS	Corporate/All
Saudi JV Potline Impact	(\$6)	-	-	COGS / Other Expenses, Net	Primary Metals
Special Items	(\$78)	(\$168)	(\$110)		
Net Income excl Special Items	\$216	\$363	\$250		
Net Income per Diluted Share excl Special Items	\$0.18	\$0.28	\$0.19		

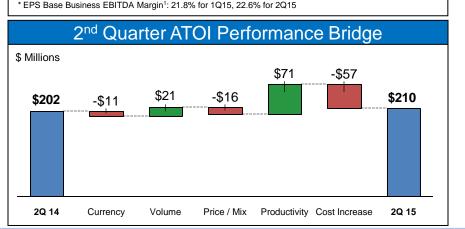
# Adjusted Earnings Up nearly 16% on Performance and Market Factors



## **EPS: Record Second Quarter**

## 2Q15 Actual and 3Q15 Outlook – Engineered Products and Solutions

2 <sup>nd</sup> Quarter ATOI Results			
	2Q 14	1Q 15*	2Q 15*
3 <sup>rd</sup> Party Revenue (\$ Millions)	1,502	1,689	1,733
ATOI¹ (\$ Millions)	202	194	210
EBITDA Margin <sup>1</sup> *Including Firth Rixson and TITAL.	22.9%	20.4%	21.5%



## 2<sup>nd</sup> Quarter Business Highlights

- Record second quarter ATOI, up 4% year-over-year
- Revenue up 15% year-over-year, EBITDA margin of 21.5%
- Revenue growth driven by acquisitions and share gains in aerospace, somewhat offset by currency
- Unfavorable currency ATOI impact of \$11M, due to stronger U.S. dollar
- Firth Rixson Q2 EBITDA of \$42M and EBITDA margin of 16.8% (2014A full year EBITDA margin of 15.7%)
- Year-over-year ATOI improvement driven by productivity, acquisitions, strong Aerospace and Commercial Transportation revenues

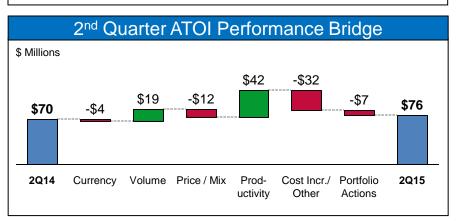
## 3<sup>rd</sup> Quarter Year-over-Year Outlook

- Aerospace market remains strong
- Non-Residential Construction: Continued recovery in N.A., European weakness continues
- Continued strength in N.A. Heavy Duty Truck build rates; gradual recovery in Europe
- European summer slowdown across all sectors
- Firth Rixson Savannah press repair outage (33k ton)
- Share gains through innovation & productivity continue across all sectors
- ➤ ATOI is expected to increase 5%-10%, including unfavorable currency pressures of \$9M

## GRP: Stronger Results on Performance and Volume

2Q15 Actual and 3Q15 Outlook – Global Rolled Products

2 <sup>nd</sup> Quarter ATOI Results			
	2Q 14	1Q 15	2Q 15
3 <sup>rd</sup> Party Revenue (\$ Millions)	1,860	1,621	1,668
ATOI¹ (\$ Millions)	70	54	76
EBITDA/MT¹ (\$)	289	347	342



## 2<sup>nd</sup> Quarter Business Highlights

- **ATOI up 9%** and **EBITDA/MT up 18%**, year-over-year
- Strong productivity and record Auto sheet revenue (up ~ 180% yearover-year)
- Unfavorable currency impacts of \$4M
- Russia negatively impacted by metal premiums and continued pricing pressures in Packaging
- Increased investments in Micromill™ R&D and Saudi JV ramp-up

## 3<sup>rd</sup> Quarter Year-over-Year Outlook

- Auto and Aero demand expected to remain strong, combined with seasonal volume increases in Packaging
- Metal premium negatively impacts Russia and Packaging price pressures expected to continue
- European summer slowdown in Commercial Transportation/Industrial
- Continued investments in the Micromill<sup>TM</sup> and Saudi JV ramp-up
- >ATOI is expected to increase 5%-10%, assuming current currency rates

## Alumina Delivers Best First Half ATOI since 2007

2Q15 Actual and 3Q15 Outlook – Alumina

2 <sup>nd</sup> Quarter ATOI Results			
	2Q 14	1Q 15	2Q 15
Production (kmt)	4,077	3,933	3,977
3 <sup>rd</sup> Party Shipments (kmt)	2,361	2,538	2,706
3 <sup>rd</sup> Party Revenue (\$ Millions)	761	887	924
3 <sup>rd</sup> Party Price (\$/MT)	318	344	337
ATOI (\$ Millions)	38	221	215

	2 <sup>nd</sup> Q	uarter	ATOI P	erform	ance E	Bridge	
\$ Millions \$221	-\$4	-\$11	-\$1	\$4	\$1	\$5	\$215
1Q15	LME	API	Currency	Volume	Price / Mix	Prod- uctivity	2Q15

## 2<sup>nd</sup> Quarter Business Highlights

- Best first half ATOI since 2007
- Third-party shipments up, primarily in Australia and Spain
- Unfavorable API, LME and currency movements
- Benefit from volume increases and productivity improvements
- Gross productivity up \$46M year-over-year

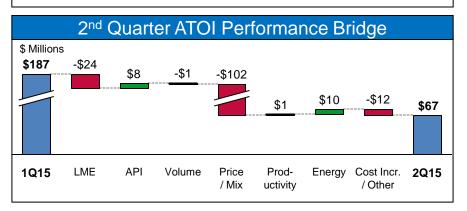
## 3<sup>rd</sup> Quarter Sequential Outlook

- ~75% of 3<sup>rd</sup> party shipments on API or spot pricing for 2015
- API pricing follows 30-day lag; LME pricing follows 60-day lag
- Production up 40 kmt due to one additional day in the quarter
- Saudi Arabia refinery reaching stability, earnings up \$5M
- Productivity and volume improvements more than offset energy and cost increases by \$15M

# Primary Metals Resilient Despite Strong Headwinds

2Q15 Actual and 3Q15 Outlook - Primary Metals

2 <sup>nd</sup> Quarter ATOI Results				
	2Q 14	1Q 15	2Q 15	
Production (kmt)	795	711	701	
3 <sup>rd</sup> Party Shipments (kmt)	638	589	630	
3 <sup>rd</sup> Party Revenue (\$ Millions)	1,659	1,572	1,534	
3 <sup>rd</sup> Party Price (\$/MT)	2,291	2,420	2,180	
ATOI (\$ Millions)	97	187	67	



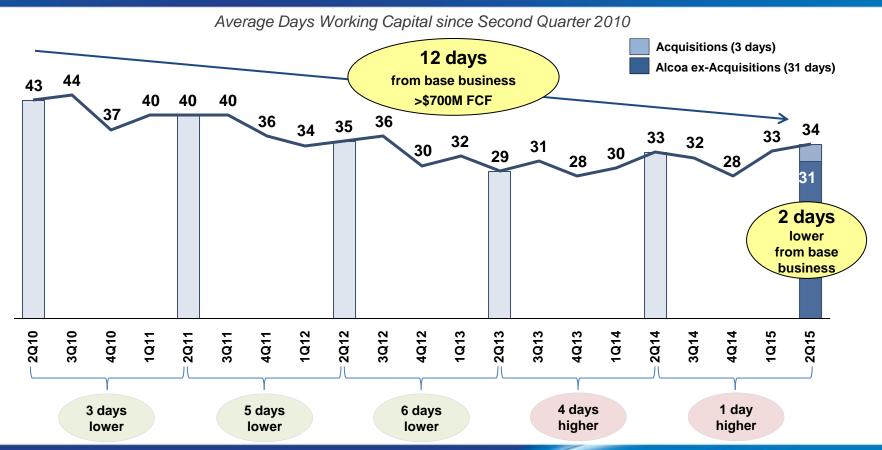
## 2<sup>nd</sup> Quarter Business Highlights

- Realized price declines ~10% sequentially, largely driven by lower regional premiums; ~22% drop in Midwest Transaction Price YTD
- Production down due to São Luís curtailment
- Favorable alumina and energy costs; cost increases primarily from closed/curtailed locations
- Gross productivity up \$56M year-over-year

## 3rd Quarter Sequential Outlook

- Pricing follows a 15-day lag to LME
- Production up 10 kmt due to one additional day in the quarter
- Regional premium decline impact of \$70M¹
- Brazil energy sales improve by \$10M
- Productivity and higher volume more than offset energy and cost increases by \$8M

# Base Business DWC Improved Year-over-Year, Acquisitions Add 3 days



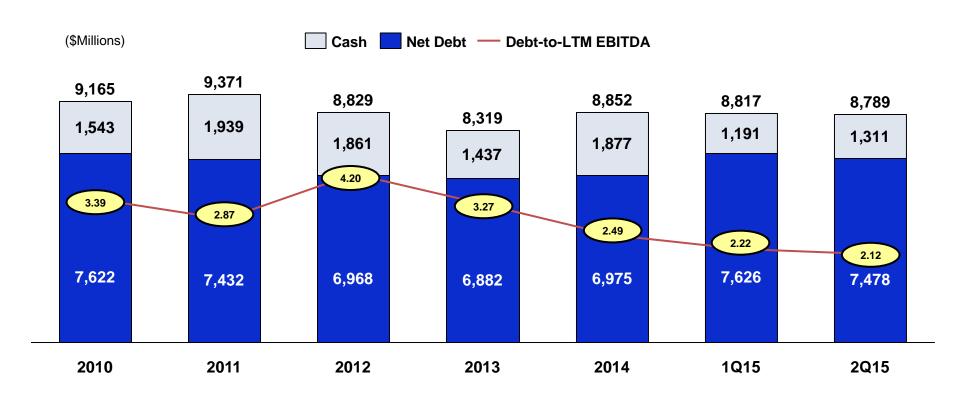
# 2<sup>nd</sup> Quarter 2015 Cash Flow Overview

2Q14, 1Q15 and 2Q15 Cash Flow

,	and E & 10 Oddin 1 10		
(\$ Millions)	2Q14	1Q15	2Q15
Net Income before Noncontrolling Interests	\$129	\$255	\$207
DD&A	\$350	\$321	\$320
Change in Working Capital	\$31	(\$595)	\$44
Pension Expense in Excess of Contributions	(\$82)	\$37	\$37
Australian Gas Prepayment	-	-	(\$300)
Other Adjustments	\$90	(\$193)	\$164
Cash from Operations	\$518	(\$175)	\$472
Dividends to Shareholders	(\$36)	(\$54)	(\$55)
Change in Debt	\$296	\$24	(\$38)
Net (Distributions)/Contributions from Noncontrolling Interests	\$4	(\$29)	(\$42)
Other Financing Activities	\$17	\$33	\$2
Cash from Financing Activities	\$281	(\$26)	(\$133)
Capital Expenditures	(\$258)	(\$247)	(\$267)
Acquisitions/Divestitures/Asset Sales	\$1	(\$212)	\$67
Other Investing Activities	(\$29)	(\$6)	(\$20)
Cash from Investing Activities	(\$286)	(\$465)	(\$220)
Free Cash Flow	\$260	(\$422)	\$205
Cash on Hand	\$1,183	\$1,191	\$1,311

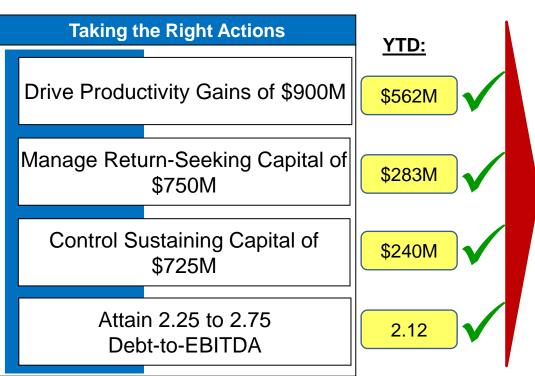
# Maintained Strong Balance Sheet

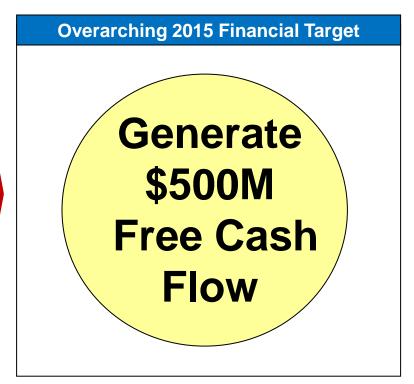
Debt, Net Debt, and Debt-to-LTM EBITDA



# Maintaining Our 2015 Financial Targets

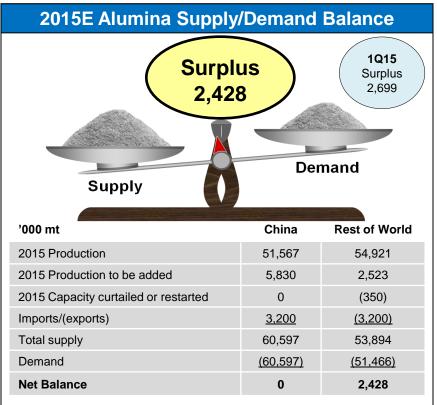
2015 Annual Financial Targets and Year-to-Date Results

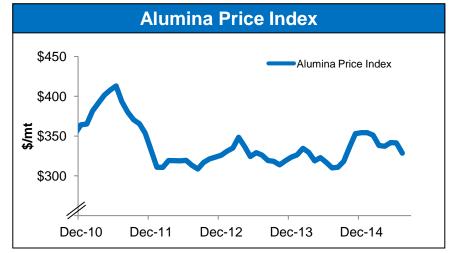


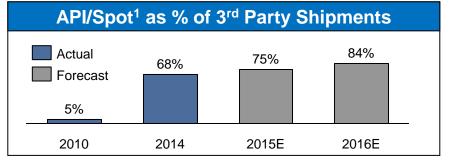


# Alumina Surplus Tightens; Pricing Steady

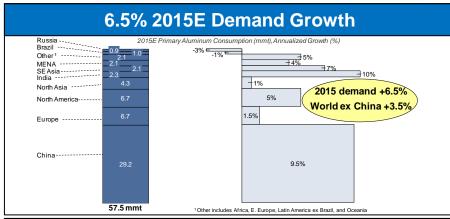
2015E Alumina Supply/Demand, Alumina Price Index (API) and % Third-Party Shipments

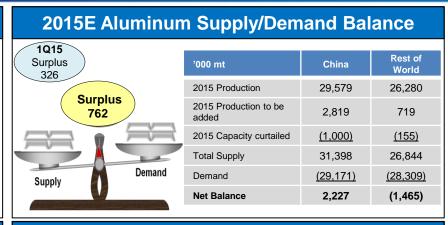


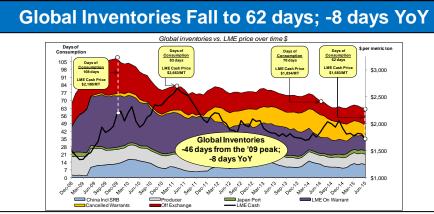


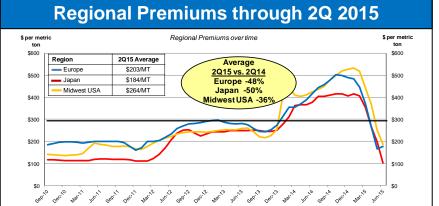


## Aluminum Market Fundamentals are Mixed











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# Klaus Kleinfeld

Chairman and Chief Executive Officer

July 8, 2015

# Aerospace Remains Strong; Steady Growth in Automotive

Alcoa End Markets: Current Assessment of 2015 vs. 2014

### **End Market**

## 2015 Growth

## **Global and Regional Commentary**

### Aerospace





- Shift from 2015 to 2016 on slower new platform ramp-up (mainly A350 and CSeries);
- **2016/2017** growth rates **nearly double** prior fcst.(+8% 2016 vs. +4-5% prior; +13% 2017 vs. 6% prior) Paris Air Show + Chinese Premier Li visit to France secured \$125B orders/commitments for Airbus and Boeing (exceeding the \$116B during Farnborough 2014)
- Strong Commercial Jet Order Book: >9 Years of Production at 2014 delivery rates
- Solid Airline Fundamentals<sup>1</sup>: +6.7% Passenger and +5.5% Cargo Demand, Dramatic Improvement in Airline Profitability (\$29B in 2015E)

### **Automotive**



2% to 4% Global production growth

- Strong Sales: U.S. sales +4.4% YTD (8.5M vehicles), led by Light Trucks
- Production Up: +1.7% YTD
- Inventory Flat: 60 days, +1 day YoY (industry target is 60-65 days)
- Incentives Up: +4.7% YoY (\$2,877/unit), driven by Passenger Cars +12.4% YoY
- Avg. Transaction Price Up: +2.5% YoY at \$33,340, driven by Light Trucks
- EU -1% to +3%
- Production Flat: +1.3% YTD; W. Eur improves, offsetting further decline in Russia
  - Registrations: +6.8% YTD; Exports +1.6% vs. prior year (2015 forecast)
- China 5% to 8%
- Production: +5.1% YTD (9.9M vehicles); Sales +4.0% YTD
- Moderated growth driven by increasing middle class, affordability, and Clean Air Act



# Heavy Duty Truck – Strong U.S., Weak China; Packaging Stable

Alcoa End Markets: Current Assessment of 2015 vs. 2014

### **End Market**

### 2015 Growth

## **Global and Regional Commentary**

## **Heavy Duty Truck** and Trailer



Global

decline

- OEM supply chain supporting higher than expected build rates in 2Q15
- Peaking Production: +18.7% YTD at 137k trucks
- Large Order Book: +42% YoY at 169k trucks; Remains above 10 year avg of 101k
- Decreasing Orders: -8.6% YTD, after record 4Q14 orders
- Solid Fundamentals: +2.3% Freight ton miles (YTD); +54% Fleet profitability (1Q15 YoY)
- Increasing Production: W.Eur +5.2% YTD FU
  - Improving conditions in W.Eur: Orders +12.2% YTD, Registrations +17.8% YTD
- China -14% to -16%

Production Down: -34.1% YTD; Strong pull-ahead demand in 2014 due to stage IV regulations: 2H15 forecasted to normalize from regulatory conditions

## **Packaging**





NA -1% to -2%

- Demand decline: Weakness (-2.5% YTD) in Carbonated Soft Drinks (CSD)
- Moderate growth in Beer Segment (+0.5% YTD) to partially offset CSD

2% to 3% Global sales growth



- Growth led by Steel to Aluminum conversion in Western Europe, partially offset by declines in Eastern Europe
- China 8% to 12%
- Growth driven by continued penetration of Aluminum in Beer segment

# Solid Commercial B&C Growth; Global Airfoil Market Improves

Alcoa End Markets: Current Assessment of 2015 vs. 2014

### **End Market**

### 2015 Growth

## **Global and Regional Commentary**

# **Building and Construction**



5% to 7%

Global sales

growth

### Positive Early Indicators:

- Non-Residential Contracts Awarded: +13.6% in May (mean of 12-month rolling average)
- Architectural Billing Index: Positive at 51.9 in May
- Case-Shiller Home Price Index: +4.1% YoY Mar; Growth moderated since 1Q14 (10%+)

# **EU** -2% to -3%

- Dec
- Decline as **weakness continues**, outlook varies across markets

## China 6% to 8%

**NA** 4% to 5%

- 1
- Market drivers continue to be relatively stable
  - Slower industrial production growth at +6.1% YoY May

# Industrial Gas Turbines





- Market moving towards higher value product as customers develop new, high efficiency turbines with advanced technology
- U.S. (60 Hz) gas-fired generation +19.5% YTD April driving strong demand for spares and component upgrades on existing turbines
- Tempered by EU (50 Hz) demand which remains soft due to subsidized renewables

# Transforming Alcoa - Creating Compelling Sustainable Value

# Building a Lightweight Multi-Material Innovation Powerhouse

- Increasing share in exciting growth markets
   e.g., aerospace, automotive, heavy duty truck and trailer, building and construction
- Full pipeline of innovative products and solutions
- Using all growth levers e.g., Alcoa Advantage
- Shifting mix to higher value-add
- Expanding multi-material, technology and process expertise



# Creating a Globally Competitive Commodity Business

- Increasing competitiveness, mitigating downside risk
- Optimizing the casthouse value-add portfolio
- Shifting pricing to reflect market fundamentals
- Continuing to drive productivity improvements

# Investments Position Alcoa as a Premier Aerospace Solutions Provider

Organic and Inorganic Aerospace Investments Increase Multi-Material, Multi-Platform Offerings

Pro forma<sup>2</sup> Aerospace Revenue

~\$5.6B

## **Organic Growth Through Innovation**

Jet Engines

Structures

Airframe

- Hampton¹: Enhanced blade performance; cuts blade weight by 20%, improved aerodynamics
- LaPorte<sup>1</sup>: Expands Ni structural castings to large commercial jet engines
- Whitehall<sup>1</sup>: Advanced coatings, high-temperature protection; hotisostatic press for Ti, Ni, and 3Dprinted jet engine parts
- Lafayette: World's first Al-Li fan / blade
- Davenport<sup>1</sup>: World's largest stretcher for monolithic ribs
- Lafayette: World's largest Al-Li casthouse (20 kmt)
  - o Grows Al-Li capabilities
  - o Largest Al-Li ingot; slabs ~50% larger than nearest competitor
- Carson: Flite-tite<sup>®</sup> fasteners. lightning-strike management

## **Inorganic Investments in Robust Aerospace Market**

## FR Doubles Engine Content



Alcoa Products

**Firth Rixson Products** 

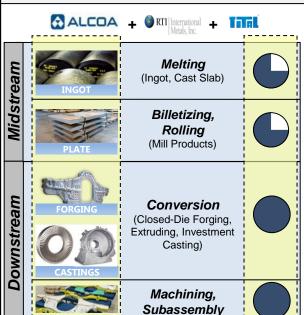
## Can Produce >90% of Structural and Rotating Components

(e.g., turbine blades and vanes, structural castings, rings, discs, shafts, fasteners and front fan blades)

### Multi-Material

Ni and Ti-Al in hot section Ti. Al and Steel in cold section

## RTI<sup>3</sup>+TITAL Complement Value Chain<sup>4</sup>

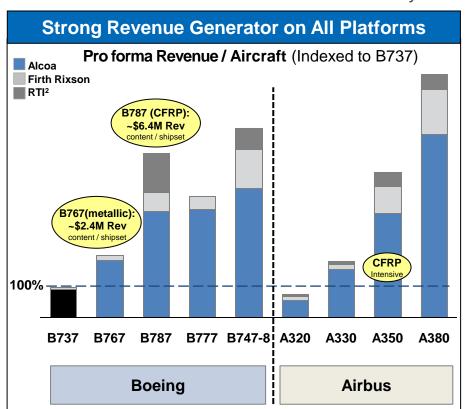


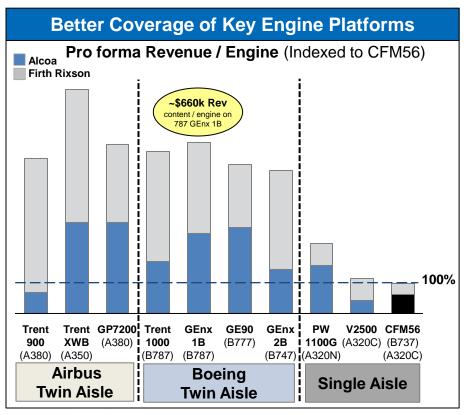


Capabilities: None Limited Moderate Significant

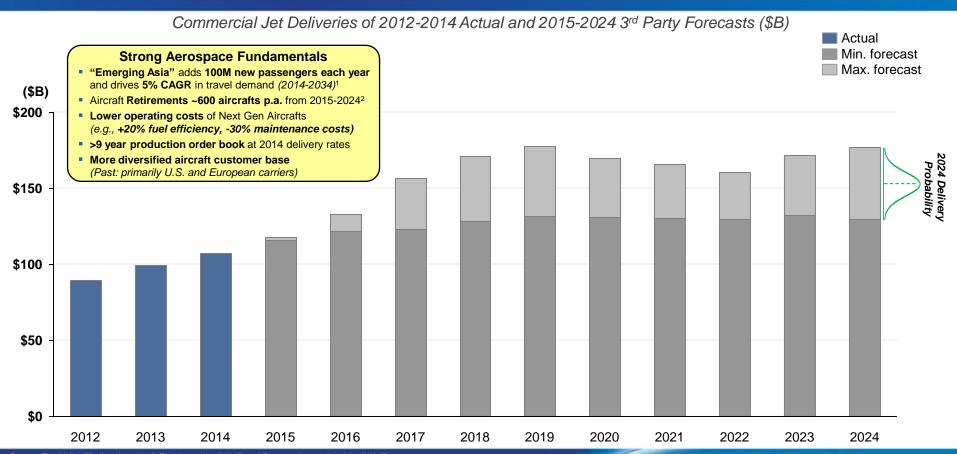
# Positioned on Every Large Commercial Aircraft, Regardless of Material

Indexed Revenue by Aircraft Type and Key Engine Type<sup>1</sup>



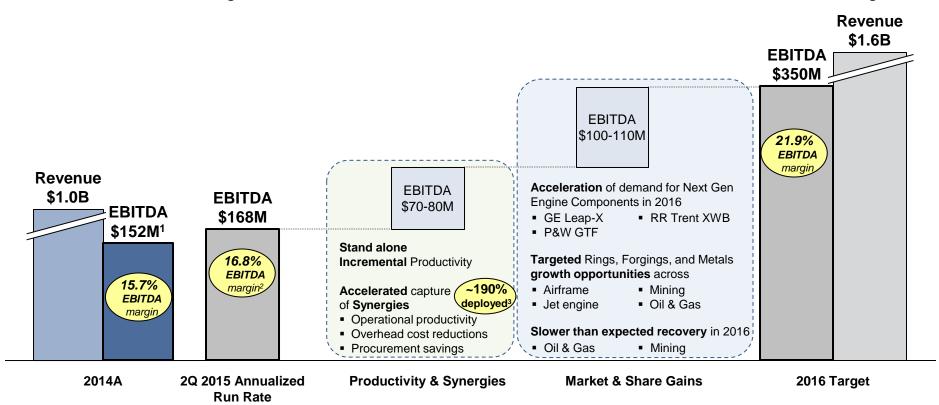


# Robust Aerospace Fundamentals



# Firth Rixson Integration – On Track to Achieve 2016 Targets

2014 Actual and 2016 Target Revenue and EBITDA and 2Q 2015 EBITDA Annualized Run Rate to 2016 EBITDA Target



# RTI Acquisition On Track for End of July Close

**Net Synergies** \$100M4 30% in vear 2 100% in vear 4

Highlights of RTI Acquisition, Closing Progress and Synergy Preparation

### **Enhances Offerings: Expands Ti, Value-Add Solutions** Builds value-add portfolio; Operational **Expands** further into **high-performance** metals **Productivity Expands range** of midstream and downstream Strategic \$44M titanium supply chain capabilities Merits Captures growth from long-term agreements and **Advanced Technologies** Procurement | Savings Fixed Exchange Ratio: 2.8315 AA shares per RTI share<sup>1</sup> \$20M Enterprise Value<sup>1</sup>: \$1.5B reflecting: ~ \$1.3B equity issuance [~89M shares] Transaction **\$517M** convertible senior notes (2015<sup>2</sup> & 2019) Overhead Overview \$330M of RTI cash on hand Cost **Accretion:** 1st full year in 2017<sup>3</sup> Reductions Returns: In excess of Cost of Capital \$20M Approvals on track: **Targeting** U.S. 2019 Target: Growth End of July \$1.2B revenue Europe \$25M 25% EBITDA Close RTI Shareholder Vote margin (July 21, 2015)

## **Identified 2019 RTI Gross Synergies**

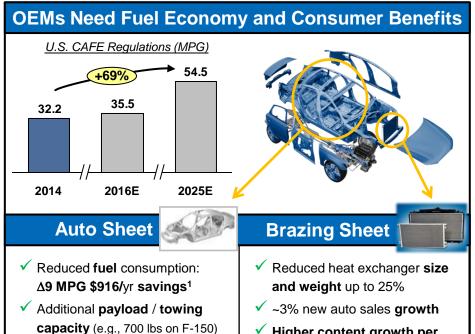
- Maximize internal metal supply
- Decrease outsourced machining
- Increase utilization of capacity (e.g., melting, billetizing, rolling, machining)
- Optimize revert metal loop
- Leverage Alcoa's \$18B global spend (e.g., commodities, production, maintenance supplies)
- Standardize payment terms

Integrate Shared Services Center of Excellence

- Information Technology ■ Finance ■
- Human Resources Credit
- Expand selection of machined parts (e.g., plate, forgings, extrusions)
- Migrate from Ti ingot directed buy programs
- Offer Ti-Al for high-growth engine components

## GRP: Lightweighting Trend Drives Substantial Automotive Growth

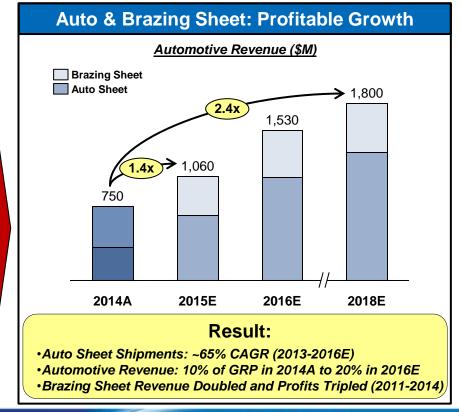
Automotive Demand Drivers for Auto & Brazing Sheet and Alcoa Automotive 2014-2018 Revenue



✓ Faster acceleration:

Improved braking distance

Higher content growth per vehicle from adoption of turbo charged engines: 80% by
 2025 from 17% in 2013²



# GPP: New Global Business Structure Maximizing Profits

12-month
Capacity Review<sup>1</sup>
2.8 MMT Refining and
500 kmt Smelting

2010 and 2014 Actual and 2016 Target Cost Curve Positions and Global Business Unit 2Q15 Updates

2010

Alumina

25<sup>th</sup>
2014

Target

-9% points
cost position



## MINING

2010



# Explore opportunities in external markets

- Saudi JV mine 99% complete
- ✓ Shipped Western Australian bauxite samples to 6 customers for testing

## REFINING



Improve competitiveness; Transform pricing

- ✓ Curtailed Suralco
- ✓ Completed 12-year Western Australia Gas Supply Contract
- ✓ 1.1 MMT Saudi JV 2015 production on track
- \$15/mt lower on cost curve<sup>2</sup>

## **ENERGY**



Leverage assets; Secure long-term solutions

- Revised Intalco BPA power contract
- Announced
   permanent closure of
   Anglesea power
   station & coal mine (by 8/31/2015)

## **SMELTING**



Lower cost; Enhance operational excellence

- ✓ Curtailed São Luís
- ✓ Announced permanent closure of Poços
- √ 740 kmt Saudi JV 2015 production on track
- √ \$50/mt lower on cost curve<sup>2</sup>
- \$435/mt reduced cost<sup>3</sup>

Advancing each generation.

## **CASTING**



Grow value-add product mix

- Innovative **new foundry alloys** for
  automotive launched in
  April 2015
- ✓ Upgrading Baie-Comeau casthouse to meet automotive demand

# Creating Sustainable Value for Shareholders

**Continue to Deliver Improved Operational Results** 

**Capture Value Add Market Share from Our Investments** 

**Drive Continued Upstream Competitiveness** 

## Additional Information

## Nahla Azmy

Vice President, Investor Relations

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Email: nahla.azmy@alcoa.com

www.alcoa.com

# **Annual Sensitivity Summary**

## **LME Aluminum Annual Net Income Sensitivity**

+/- \$100/MT = +/- \$190 million

## **API/Spot Alumina Annual Net Income Sensitivity**

+/- \$10/MT = +/- \$20 million

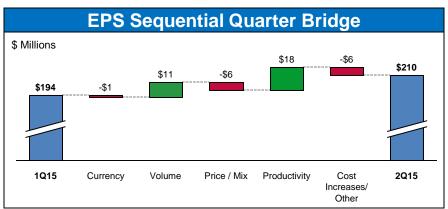
## **Currency Annual Net Income Sensitivity**

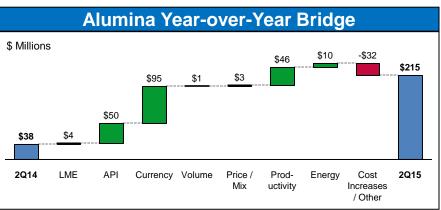
Australian \$	+/- \$11 million	per 0.01 change in USD / AUD
Brazilian \$	+/- \$ 1 million	per 0.01 change in BRL / USD
Euro€	+/- \$ 2 million	per 0.01 change in USD / EUR
Canadian \$	+/- \$ 4 million	per 0.01 change in CAD / USD
Norwegian Kroner	+/- \$ 4 million	per 0.10 change in NOK / USD

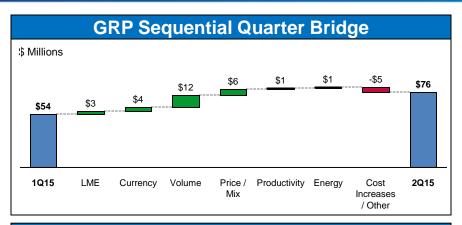
# Composition of Regional Premium Pricing Convention

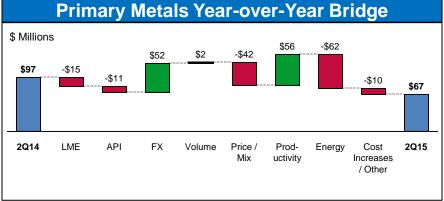
2015E Shipments	Regional Premiums	Estimated Pricing Convention
50%	Midwest – Platts	15-day lag
35%	Rotterdam DDP – Metal Bulletin	45-day lag
10%	CIF Japan – Platts	Month prior to Quarter start
5%	Negotiated	Annual

# Second Quarter 2015 Supplemental Segment Bridges

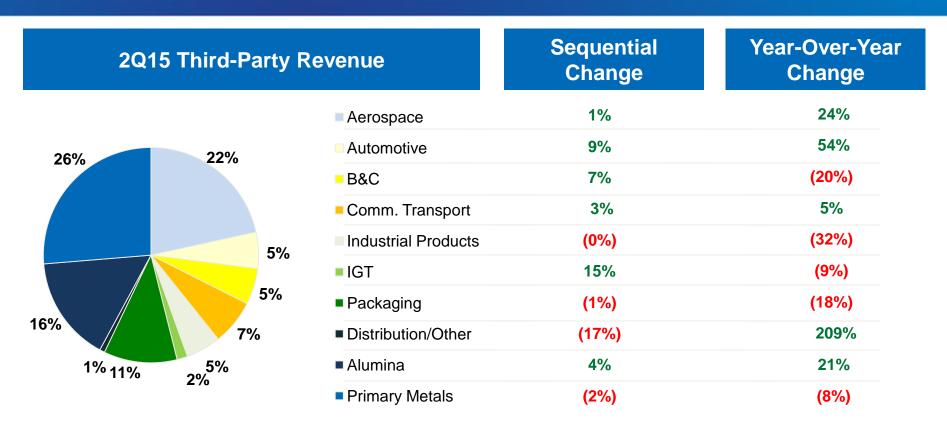




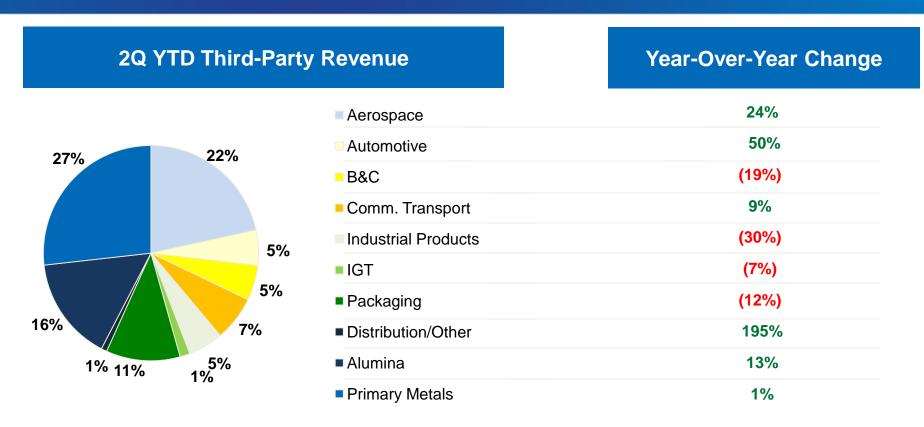




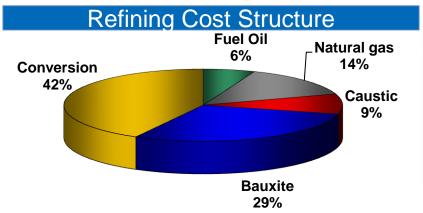
# Revenue Change by Market - 2Q 2015



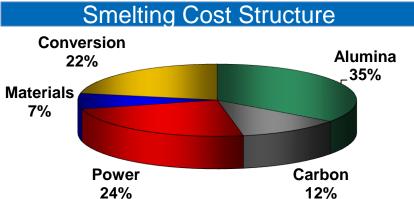
# Revenue Change by Market – YTD 2015



# Composition of Upstream Production Costs



Input Cost	Inventory flow	Pricing convention	Annual ATOI Sensitivity			
Fuel oil	1 – 2 months	Prior month	\$2m per \$1/bbl			
Natural gas	N/A	Spot <sup>1</sup>	\$13m per \$1/GJ <sup>1</sup>			
Caustic soda	3 - 6 months	Spot & semi- annual	\$8m per \$10/DMT			



Input Cost	Inventory flow	Pricing convention	Annual ATOI Sensitivity
Coke	1 - 2 months	Spot, quarterly & semi-annual	\$7m per \$10/MT
Pitch	1 - 2 months	Spot, quarterly & semi-annual	\$2m per \$10/MT

# Alcoa Upstream capacity closed, sold and idled

### **Smelting Capacity**

#### Closed/sold since December 2007

	_	_
Facility	Year	kmt
Baie Comeau	2008	53
Eastalco	2010	195
Badin	2010	60
Warrick	2010	40
Tennessee	2011	215
Rockdale	2011	76
Baie Comeau	2013	105
Fusina	2013	44
Massena East	2013	41
Massena East	2014	84
Point Henry	2014	190
Portovesme	2014	150
Mt. Holly (sale of 50.33% interest)	2014	115
Pocos	2015	96
Total		1,464

#### Idled

Facility	kmt
Rockdale	191
Sao Luis	268
Intalco	49
Wenatchee	41
Aviles	32
Portland	30
La Coruna	24
Total	635

### **Refining Capacity**

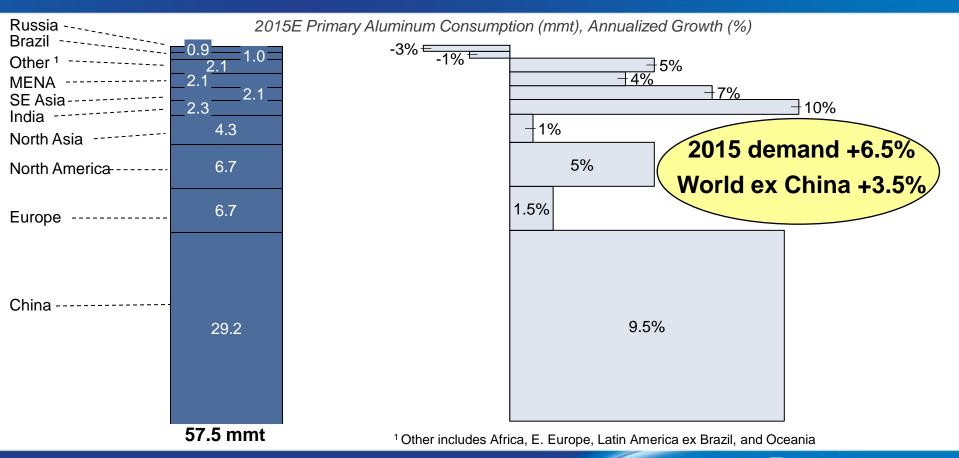
#### Closed/sold since December 2007

Facility	Year	kmt
Jamalco (sale of 55% interest)	2014	779
Total		779

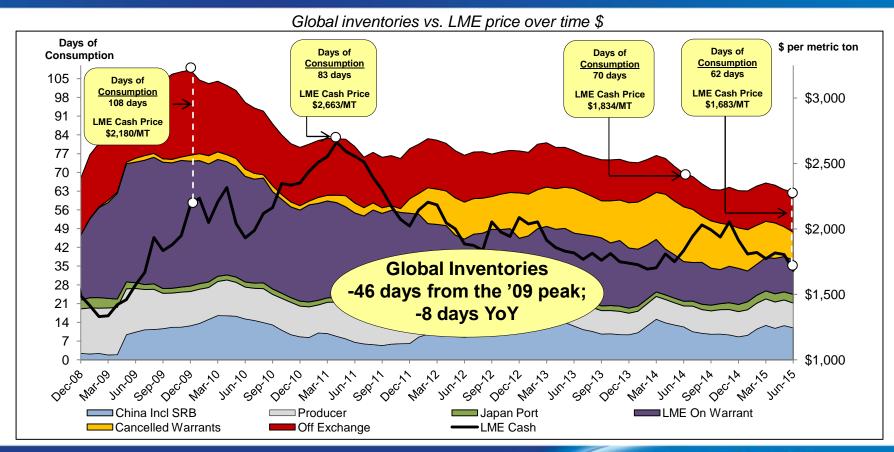
#### Idled

Facility	kmt
Suriname <sup>1</sup>	1,324
Point Comfort	295
Total	1,619

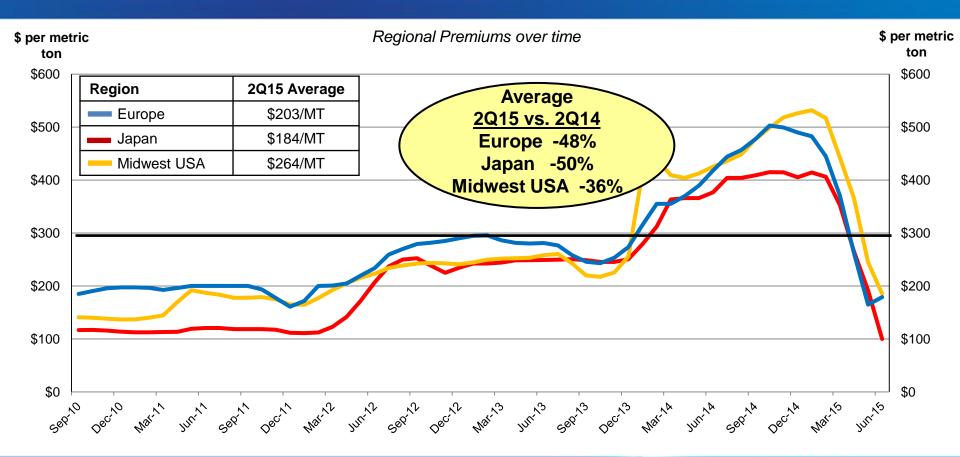
### 6.5% 2015E Demand Growth



# Global Inventories Fall to 62 days; Down 8 days YoY



# Premiums Down from Record Highs, Break Below 2014 Levels



# Special Items

	Pre-tax, B	Sefore NCI	After-tax	, After NCI		
\$ Millions, except per-share amounts	1Q15	2Q15	1Q15	2Q15	Income Statement Classification	Segment
Net Income	\$481	\$282	\$195	\$140		
Net Income Per Diluted Share	-	-	\$0.14	\$0.10		
Restructuring-Related <sup>1</sup>	(\$177)	(\$221)	(\$158)	(\$143)	Restructuring and Other Charges/COGS	Corporate/ Primary metals
Tax Items	-	-	(\$4)	\$22	Income Taxes	Corporate/GRI
Gain on Land Sale	-	\$28	-	\$19	Other Income, Net	Corporate
Acquisition Costs	(\$9)	(\$6)	(\$7)	(\$5)	SG&A	Corporate
Mark-to-Market Energy Contracts	\$2	(\$4)	\$1	(\$3)	Other Expenses (Income), Net	Corporate
Special Items	(\$184)	(\$203)	(\$168)	(\$110)		
Net Income excl Special Items	\$665	\$485	\$363	\$250		
Net Income per Diluted Share excl Special Items	-	-	\$0.28	\$0.19		

### Reconciliation of ATOI to Consolidated Net (Loss) Income Attributable to Alcoa

n millions)	1Q14	2Q14	3Q14	4Q14	2014	1Q15	2Q15
otal segment ATOI*	\$318	\$407	\$581	\$659	\$1,965	\$656	\$568
Inallocated amounts (net of tax):							
Impact of LIFO	(7)	(8)	(18)	(21)	(54)	7	36
Metal price lag*	7	11	38	22	78	(23)	(39)
Interest expense	(78)	(69)	(81)	(80)	(308)	(80)	(80)
Noncontrolling interests	19	9	18	45	91	(60)	(67)
Corporate expense	(67)	(70)	(74)	(83)	(294)	(64)	(66)
Restructuring and other charges	(321)	(77)	(189)	(307)	(894)	(161)	(159)
Other	(49)	(65)	(126)	(76)	(316)	(80)	(53)
Consolidated net (loss) income attributable to Alcoa	\$(178)	\$138	\$149	\$159	\$268	\$195	\$140

<sup>\*</sup> Effective in the second quarter of 2015, management removed the impact of metal price lag from the results of the Engineered Products and Solutions and Global Rolled Products segments in order to enhance the visibility of the underlying operating performance of these businesses. Metal price lag describes the timing difference created when the average price of metal sold differs from the average cost of the metal when purchased by the respective segment. The impact of metal price lag is now reported as a separate line item in Alcoa's reconciliation of total segment ATOI to consolidated net income (loss) attributable to Alcoa. As a result, this revision does not impact the consolidated results of Alcoa. Segment information for all prior periods presented was revised to reflect this change.

### Reconciliation of Adjusted Income

(in millions, except		Income			Diluted EPS(3)						
per-share amounts)		Quarter ended		Quarter ended							
	June 30, <u>2014</u>	March 31, <u>2015</u>	June 30, <u>2015</u>	June 30, <u>2014</u>	March 31, <u>2015</u>	June 30, <u>2015</u>					
Net income attributable to Alcoa	\$138	<del></del> \$195	\$140	\$0.12	\$0.14	\$0.10					
Restructuring and other charges	54	158	141								
Discrete tax items(1)	(2)	-	(5)								
Other special items(2)	26	10	(26)								
Net income attributable to Alcoa – as adjusted	\$216	\$363	\$250	0.18	0.28	0.19					

Net income attributable to Alcoa – as adjusted is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because management reviews the operating results of Alcoa excluding the impacts of restructuring and other charges, discrete tax items, and other special items (collectively, "special items"). There can be no assurances that additional special items will not occur in future periods. To compensate for this limitation, management believes that it is appropriate to consider both Net income attributable to Alcoa determined under GAAP as well as Net income attributable to Alcoa – as adjusted.

(1) Discrete tax items include the following:

- for the guarter ended June 30, 2015, a net benefit for a number of small items; and
- for the guarter ended June 30, 2014, a net benefit for a number of small items.

#### (2) Other special items include the following:

- for the quarter ended June 30, 2015, a favorable tax impact related to the interim period treatment of operational losses in certain foreign jurisdictions for which no tax benefit was recognized (\$21), a gain on the sale of land (\$19), costs associated with a future acquisition of an aerospace business (\$5), an unfavorable tax impact resulting from the difference between Alcoa's consolidated estimated annual effective tax rate and the statutory rates applicable to special items (\$4), a net unfavorable change in certain mark-to-market energy derivative contracts (\$3), and a write-down of inventory related to the permanent closure of a smelter in Brazil and a power station in Australia (\$2):
- for the quarter ended March 31, 2015, an unfavorable tax impact related to the interim period treatment of operational losses in certain foreign jurisdictions for which no tax benefit was recognized (\$35), a favorable tax impact resulting from the difference between Alcoa's consolidated estimated annual effective tax rate and the statutory rates applicable to special items (\$31), costs associated with current and future acquisitions of aerospace businesses (\$7), and a net favorable change in certain mark-to-market energy derivative contracts (\$1); and
- for the quarter ended June 30, 2014, a favorable tax impact related to the interim period treatment of operational losses in certain foreign jurisdictions for which no tax benefit was recognized (\$20), an unfavorable tax impact resulting from the difference between Alcoa's consolidated estimated annual effective tax rate and the statutory rates applicable to special items (\$24), costs associated with (i) a then-planned acquisition of an aerospace business (\$11) and (ii) preparation for and ratification of a new labor agreement with the United Steelworkers (\$11), a net favorable change in certain mark-to-market energy derivative contracts (\$6), and an unfavorable impact related to the restart of one potline at the joint venture in Saudi Arabia that was previously shut down due to a period of pot instability (\$6).

<sup>(3)</sup> The average number of shares applicable to diluted EPS for Net income attributable to Alcoa excludes certain share equivalents as their effect was anti-dilutive (see footnote 3 to the Statement of Consolidated Operations). However, certain of these share equivalents may become dilutive in the EPS calculation applicable to Net income attributable to Alcoa – as adjusted due to a larger, positive numerator. Specifically, these share equivalents were associated with mandatory convertible preferred stock for the quarter ended March 31, 2015. As a result, the average number of shares applicable to diluted EPS for Net income attributable to Alcoa – as adjusted was 1,315,558,890 for the quarter ended March 31, 2015. Additionally, the subtraction of preferred stock dividends declared from the numerator (see footnote 1 to the Statement of Consolidated Operations) needs to be reversed for the quarter ended March 31, 2015 since the related mandatory convertible preferred stock was dilutive in the EPS calculation for Net income attributable to Alcoa – as adjusted.

# Reconciliation of Alcoa Adjusted EBITDA

(\$ in millions)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2Q14	1Q15	2Q15
Net income (loss) attributable to Alcoa	\$1,310	\$1,233	\$2,248	\$2,564	\$(74)	\$(1,151)	\$254	\$611	\$191	\$(2,285)	\$268	\$138	\$195	\$140
Add:														
Net income (loss) attributable to noncontrolling interests	233	259	436	365	221	61	138	194	(29)	41	(91)	(9)	60	67
Cumulative effect of accounting changes	_	2	-	_	_	-	_	_	_	_	_	_	_	_
Loss (income) from discontinued operations	27	50	(22)	250	303	166	8	3	_	_	-	-	-	_
Provision (benefit) for income taxes	546	464	853	1,623	342	(574)	148	255	162	428	320	78	226	75
Other (income) expenses, net	(266)	(478)	(236)	(1,920)	(59)	(161)	5	(87)	(341)	(25)	47	5	(12)	-
Interest expense	271	339	384	401	407	470	494	524	490	453	473	105	122	124
Restructuring and other charges	(29)	266	507	268	939	237	207	281	172	782	1,168	110	177	217
Impairment of goodwill	_	_	_	_	_	_	_	_	_	1,731	_	_	_	_
Provision for depreciation, depletion, and amortization	1,142	1,227	1,252	1,244	1,234	1,311	1,450	1,479	1,460	1,421	1,371	349	321	319
Adjusted EBITDA	\$3,234	\$3,362	\$5,422	\$4,795	\$3,313	\$359	\$2,704	\$3,260	\$2,105	\$2,546	\$3,556	\$776	\$1,089	\$942
Sales	\$21,370	\$24,149	\$28,950	\$29,280	\$26,901	\$18,439	\$21,013	\$24,951	\$23,700	\$23,032	\$23,906	\$5,836	\$5,819	\$5,897
Adjusted EBITDA Margin	15.1%	13.9%	18.7%	16.4%	12.3%	1.9%	12.9%	13.1%	8.9%	11.1%	14.9%	13.3%	18.7%	16.0%

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. Adjusted EBITDA is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

# Reconciliation of Alumina Adjusted EBITDA

(\$ in millions, except per metric ton amounts)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2Q14	1Q15	2Q15
After-tax operating income (ATOI)	\$632	\$682	\$1,050	\$956	\$727	\$112	\$301	\$607	\$90	\$259	\$370	\$38	\$221	\$215
Add:														
Depreciation, depletion, and amortization	153	172	192	267	268	292	406	444	455	426	387	100	80	77
Equity (income) loss	(1)	_	2	(1)	(7)	(8)	(10)	(25)	(5)	4	29	7	7	11
Income taxes	240	246	428	340	277	(22)	60	179	(27)	66	153	12	92	87
Other	(46)	(8)	(6)	2	(26)	(92)	(5)	(44)	(8)	(6)	(28)	_	_	
Adjusted EBITDA	\$978	\$1,092	\$1,666	\$1,564	\$1,239	\$282	\$752	\$1,161	\$505	\$749	\$911	\$157	\$400	\$390
Production (thousand metric tons) (kmt)	14,343	14,598	15,128	15,084	15,256	14,265	15,922	16,486	16,342	16,618	16,606	4,077	3,933	3,977
Adjusted EBITDA / Production (\$ per metric ton)	\$68	\$75	\$110	\$104	\$81	\$20	\$47	\$70	\$31	\$45	\$55	\$39	\$102	\$98

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. The Other line in the table above includes gains/losses on asset sales and other non-operating items. Adjusted EBITDA is a non-GAAP financial measure.

Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

# Reconciliation of Primary Metals Adjusted EBITDA

(\$ in millions, except per metric ton amounts)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2Q14	1Q15	2Q15
After-tax operating income (ATOI)	\$808	\$822	\$1,760	\$1,445	\$931	\$(612)	\$488	\$481	\$309	\$(20)	\$594	\$97	\$187	\$67
Add:														
Depreciation, depletion, and amortization	326	368	395	410	503	560	571	556	532	526	494	129	109	109
Equity (income) loss	(58)	12	(82)	(57)	(2)	26	(1)	7	27	51	34	17	3	5
Income taxes	314	307	726	542	172	(365)	96	92	106	(74)	203	30	57	6
Other	20	(96)	(13)	(27)	(32)	(176)	(7)	2	(422)	(8)	(6)	(5)	(1)	
Adjusted EBITDA	\$1,410	\$1,413	\$2,786	\$2,313	\$1,572	\$(567)	\$1,147	\$1,138	\$552	\$475	\$1,319	\$268	\$355	\$187
Production (thousand metric tons) (kmt)	3,376	3,554	3,552	3,693	4,007	3,564	3,586	3,775	3,742	3,550	3,125	795	711	701
Adjusted EBITDA / Production (\$ per metric ton)	\$418	\$398	\$784	\$626	\$392	\$(159)	\$320	\$301	\$148	\$134	\$422	\$337	\$499	\$267

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. The Other line in the table above includes gains/losses on asset sales and other non-operating items. Adjusted EBITDA is a non-GAAP financial measure.

Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

# Reconciliation of Global Rolled Products Adjusted EBITDA<sup>(1)</sup>

(\$ in millions, except per metric ton amounts)	2004	2005	2006	2007	2008	2009	2010(2)	<b>2011</b> <sup>(2)</sup>	2012(2)	2013	2014	2Q14	1Q15	2Q15
After-tax operating income (ATOI)	\$290	\$300	\$317	\$151	\$(41)	\$(106)	\$241	\$260	\$346	\$252	\$245	\$70	\$54	\$76
Add:														
Depreciation, depletion, and amortization	200	220	223	227	216	227	238	237	229	226	235	58	56	56
Equity loss	1	-	2	-	_	_	-	3	6	13	27	6	9	7
Income taxes	97	135	113	77	14	12	103	98	159	108	89	18	36	25
Other	1	1	20	1	6	(2)	1	1	(2)	_	(1)	2	_	
Adjusted EBITDA	\$589	\$656	\$675	\$456	\$195	\$131	\$583	\$599	\$738	\$599	\$595	\$154	\$155	\$164
Total shipments (thousand metric tons) (kmt)	2,136	2,250	2,376	2,482	2,361	1,888	1,755	1,866	1,943	1,989	2,056	533	447	479
Adjusted EBITDA / Total shipments (\$ per metric ton)	\$276	\$292	\$284	\$184	\$83	\$69	\$332	\$321	\$380	\$301	\$289	\$289	\$347	\$342

<sup>(1)</sup> Effective in the second quarter of 2015, management removed the impact of metal price lag from the results of the Global Rolled Products segment in order to enhance the visibility of the underlying operating performance of this business. Metal price lag describes the timing difference created when the average price of metal sold differs from the average cost of the metal when purchased by this segment. This revision does not impact the consolidated results of Alcoa. Segment information for all prior 2014 and 2015 periods presented was revised to reflect this change.

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. The Other line in the table above includes gains/losses on asset sales and other non-operating items. Adjusted EBITDA is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

<sup>(2)</sup> The average Adjusted EBITDA per metric ton of these three years equals \$344 and represents the average historical high for the Global Rolled Products segment. Alcoa has a 2016 target to meet or exceed this average historical high.

# Reconciliation of Engineered Products and Solutions Adjusted EBITDA<sup>(1)</sup>

(\$ in millions)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013(2)	2014(3)	2Q14	1Q15 <sup>(4)</sup>	2Q15 <sup>(4)</sup>
After-tax operating income (ATOI)	\$161	\$276	\$382	\$423	\$522	\$311	\$419	\$537	\$612	\$726	\$756	\$202	\$194	\$210
Add:														
Depreciation, depletion, and amortization	168	160	152	163	165	177	154	158	158	159	173	41	60	64
Equity loss (income)	-	-	6	-	-	(2)	(2)	(1)	-	-	-	-	-	_
Income taxes	70	120	164	184	215	138	198	258	297	348	368	101	90	99
Other	106	(11)	(2)	(7)	2	1	_	(1)	(9)	(2)	-	_	1	(1)
Adjusted EBITDA	\$505	\$545	\$702	\$763	\$904	\$625	\$769	\$951	\$1,058	\$1,231	\$1,297	\$344	\$345	\$372
<del></del>	<b>#</b> 4.000	<b>A.4.770</b>	<b>A5.400</b>	<b>#</b> 5.004	<b>#0.400</b>	<b>#</b> 4.000	<b>0.4.50.4</b>	<b>#</b> 5.045	<b>#</b> 5 505	<b>#5.700</b>	Ф0.000	<b>0.4.500</b>	<b>04.000</b>	<b>44.700</b>
Third-party sales	\$4,283	\$4,773	\$5,428	\$5,834	\$6,199	\$4,689	\$4,584	\$5,345	\$5,525	\$5,733	\$6,006	\$1,502	\$1,689	\$1,733
Adjusted EBITDA Margin	11.8%	11.4%	12.9%	13.1%	14.6%	13.3%	16.8%	17.8%	19.1%	21.5%	21.6%	22.9%	20.4%	21.5%

<sup>(1)</sup> Effective in the second quarter of 2015, management removed the impact of metal price lag from the results of the Engineered Products and Solutions segment in order to enhance the visibility of the underlying operating performance of this business. Metal price lag describes the timing difference created when the average price of metal sold differs from the average cost of the metal when purchased by this segment. This revision does not impact the consolidated results of Alcoa. Segment information for all prior 2014 and 2015 periods presented was revised to reflect this change.

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. The Other line in the table above includes gains/losses on asset sales and other non-operating items. Adjusted EBITDA is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

<sup>(2)</sup> The Adjusted EBITDA Margin for the year ended December 31, 2013 represents the historical high for the Engineered Products and Solutions segment. Alcoa has a 2016 target to exceed this historical high.

<sup>(3)</sup> In the year ended December 31, 2014, the Third-party sales and Adjusted EBITDA of Engineered Products and Solutions includes \$81 and \$(10), respectively, related to the acquisition of an aerospace business, Firth Rixson. Excluding these amounts, Adjusted EBITDA Margin was 22.1% for the year ended December 31, 2014.

<sup>(4)</sup> In the quarters ended March 31, 2015 and June 30, 2015, the Third-party sales and Adjusted EBITDA of Engineered Products and Solutions includes \$233 and \$27, respectively, and \$268 and \$42, respectively, related to the acquisition of two aerospace businesses, Firth Rixson and TITAL. Excluding these amounts, Adjusted EBITDA Margin was 21.8% and 22.6% for the quarters ended March 31, 2015 and June 30, 2015, respectively.

### Reconciliation of Free Cash Flow

(in millions)			Year ended				Quarter ended	
(in millions)	December 31, 2010	December 31, 2011	December 31, 2012	December 31, 2013	December 31, <u>2014</u>	June 30, <u>2014</u>	March 31, <u>2015</u>	June 30, <u>2015</u>
Cash from operations	\$2,261	\$2,193	\$1,497	\$1,578	\$1,674	\$518	\$(175)	\$472
Capital expenditures	(1,015)	(1,287)	(1,261)	(1,193)	(1,219)	(258)	(247)	(267)
Free cash flow	\$1,246	\$906	\$236	\$385	\$455	\$260	\$(422)	\$205

Free Cash Flow is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because management reviews cash flows generated from operations after taking into consideration capital expenditures due to the fact that these expenditures are considered necessary to maintain and expand Alcoa's asset base and are expected to generate future cash flows from operations. It is important to note that Free Cash Flow does not represent the residual cash flow available for discretionary expenditures since other non-discretionary expenditures, such as mandatory debt service requirements, are not deducted from the measure.

# **Days Working Capital**

(\$ in millions)	Quarter ended													
	31-Mar-12	30-Jun-12	30-Sep-12	31-Dec-12	31-Mar-13	30-Jun-13	30-Sep-13	31-Dec-13	31-Mar-14	30-Jun-14	30-Sep-14	31-Dec-14	31-Mar-15 <sup>(3)</sup>	30-Jun-15 <sup>(3)</sup>
Receivables from customers, less allowances Add: Deferred purchase price receivable <sup>(1)</sup>	\$1,709 85	\$1,650 144	\$1,600 104	\$1,573 53	\$1,704 50	\$1,483 223	\$1,427 347	\$1,383 339	\$1,391 238	\$1,401 371	\$1,526 438	\$1,513 395	\$1,487 389	\$1,548 421
Receivables from customers, less allowances, as adjusted	1,794	1,794	1,704	1,626	1,754	1,706	1,774	1,722	1,629	1,772	1,964	1,908	1,876	1,969
Add: Inventories Less: Accounts payable, trade	3,079 2,660	3,097 2,594	3,051 2,496	2,894 2,587	2,961 2,656	2,949 2,820	2,932 2,746	2,783 2,816	2,974 2,813	3,201 2,880	3,194 3,016	3,064 3,021	3,189 2,936	3,230 2,978
Working Capital <sup>(2)</sup>	\$2,213	\$2,297	\$2,259	\$1,933	\$2,059	\$1,835	\$1,960	\$1,689	\$1,790	\$2,093	\$2,142	\$1,951	\$2,129	\$2,221
Sales	\$6,006	\$5,963	\$5,833	\$5,898	\$5,833	\$5,849	\$5,765	\$5,585	\$5,454	\$5,836	\$6,239	\$6,377	\$5,819	\$5,897
Days Working Capital	34	35	36	30	32	29	31	28	30	33	32	28	33	34

Days Working Capital = Working Capital divided by (Sales/number of days in the quarter).

<sup>(1)</sup> The deferred purchase price receivable relates to an arrangement to sell certain customer receivables to several financial institutions on a recurring basis. Alcoa is adding back this receivable for the purposes of the Days Working Capital calculation.

<sup>(2)</sup> The Working Capital for each period presented represents an average quarter Working Capital, which reflects the capital tied up during a given quarter. As such, the components of Working Capital for each period presented represent the average of the ending balances in each of the three months during the respective quarter.

<sup>(3)</sup> In the quarters ended March 31, 2015 and June 30, 2015, Working Capital and Sales include \$279 and \$233, respectively, and \$315 and 268 respectively, related to the acquisition of two aerospace businesses, Firth Rixson and TITAL. Excluding these amounts, Days Working Capital was 30 and 31 for the quarters ended March 31, 2015 and June 30, 2015, respectively.

### Reconciliation of Net Debt

(in millions)			March 31,	June 30,			
	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2015</u>
Short-term borrowings	\$92	\$62	\$53	\$57	\$54	\$80	\$50
Commercial paper	-	224	-	-	-	-	-
Long-term debt due within one year	231	445	465	655	29	26	26
Long-term debt, less amount due within one year	8,842	8,640	8,311	7,607	8,769	8,711	8,713
Total debt	9,165	9,371	8,829	8,319	8,852	8,817	8,789
Less: Cash and cash equivalents	1,543	1,939	1,861	1,437	1,877	1,191	1,311
Net debt	\$7,622	\$7,432	\$6,968	\$6,882	\$6,975	\$7,626	\$7,478

Net debt is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because management assesses Alcoa's leverage position after factoring in available cash that could be used to repay outstanding debt.

## Reconciliation of Debt-to-Adjusted EBITDA Ratio

(\$ in millions)	2010	2011	2012	2013	2014	1Q15*	2Q15*
Net income (loss) attributable to Alcoa	\$254	\$611	\$191	\$(2,285)	\$268	\$641	\$643
Add: Net income (loss) attributable to noncontrolling	138	104	(20)	44	(01)	(42)	64
interests  Loss from discontinued operations	8	194 3	(29)	41 _	(91) –	(12) –	64 _
Provision for income taxes	148	255	162	428	320	623	620
Other expenses (income), net	5	(87)	(341)	(25)	47	10	5
Interest expense	494	524	490	453	473	475	494
Restructuring and other charges	207	281	172	782	1,168	884	991
Impairment of goodwill	_	_	_	1,731	-	_	-
Provision for depreciation, depletion, and amortization	1,450	1,479	1,460	1,421	1,371	1,352	1,322
Adjusted EBITDA	\$2,704	\$3,260	\$2,105	\$2,546	\$3,556	\$3,973	\$4,139
Total Debt	\$9,165	\$9,371	\$8,829	\$8,319	\$8,852	\$8,817	\$8,789
Debt-to-Adjusted EBITDA Ratio	3.39	2.87	4.20	3.27	2.49	2.22	2.12

<sup>\*</sup> The calculation of Adjusted EBITDA for the quarters ended March 31, 2015 and June 30, 2015 is based on the respective trailing twelve months.

Alcoa's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net margin plus an add-back for depreciation, depletion, and amortization. Net margin is equivalent to Sales minus the following items: Cost of goods sold; Selling, general administrative, and other expenses; Research and development expenses; and Provision for depreciation, depletion, and amortization. Adjusted EBITDA is a non-GAAP financial measure. Management believes that this measure is meaningful to investors because Adjusted EBITDA provides additional information with respect to Alcoa's operating performance and the Company's ability to meet its financial obligations. The Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies.

