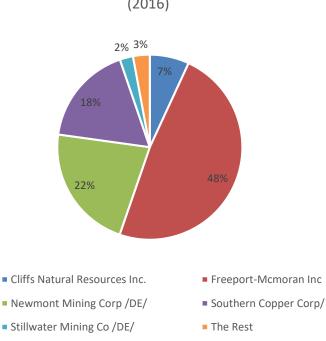


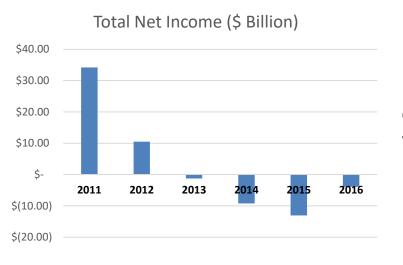
#### 2011 2012 2013 2014 2015 2016

#### Metals and Mining Total Revenue down by 76%. Revenue down 6% YoY.<sup>1</sup>

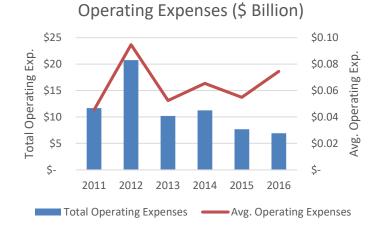


Percent of Total Revenue from Top 5 Firms (2016)





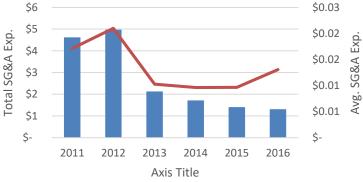
Metals and Mining **Total Net Income** *down* by 111%. **Net Income** *up* 70% YoY, <sup>1</sup> which is a reduced loss.



Metals and Mining **Total Operating Expenses** *down* by 41%. **Average Operating Expenses** *up* by 64%. **Operating Expenses** *down* 10% YoY. <sup>1</sup>

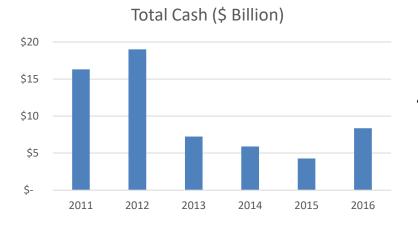
Metals and Mining **Total SG&A Expenses** *down* by 72%. **Average SG&A Expense** *down* by 24%. **SG&A Expenses** *down* 7% YoY. <sup>1</sup>





Total SG&A Expenses Avg. SG&A Expenses 1. Percent changes are calculated cumulatively over six years (2011-2016) and also over the most recent one year period respectively.

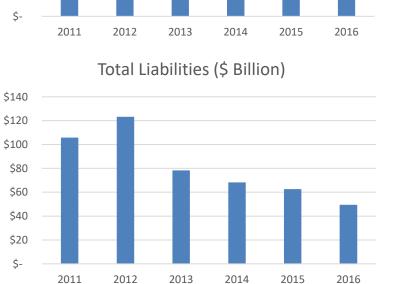




Metals and Mining **Total Cash** *down* by 49%. **Cash** *up* 95% YoY.<sup>1</sup>

Metals and Mining **Total Assets** *down* by 70%. **Assets** *down* 21% YoY. <sup>1</sup>

Metals and Mining **Total Liabilities** *down* by 53%. **Liabilities** *down* 21% YoY. <sup>1</sup>



Total Assets (\$ Billion)

\$300

\$250

\$200

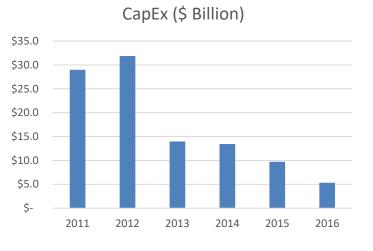
\$150

\$100

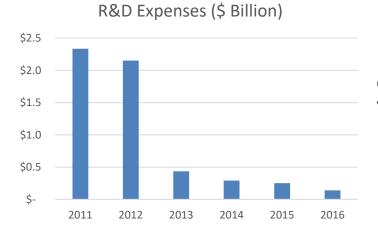
\$50

1. Percent changes are calculated cumulatively over six years (2011-2016) and also over the most recent one year period respectively.

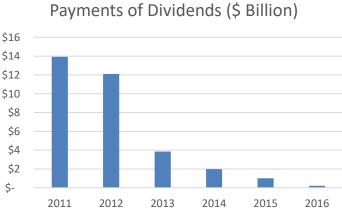




Metals and Mining **Total CapEex** *down* by 82%. **CapEx** *down* 45% YoY.<sup>1</sup>



Metals and Mining **Total R&D Expenses** *down* by 94%. **R&D Expenses** *down* 45% YoY.<sup>1</sup>

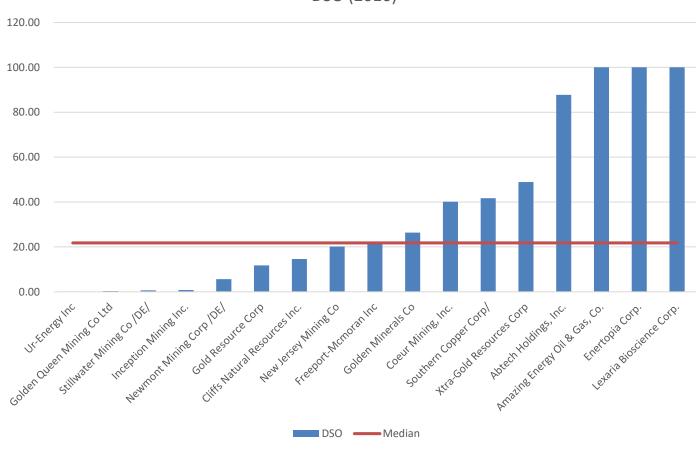


Metals and Mining Total Payments Of Dividends *down* by 98%. Payments of Dividends *down* 78% YoY.<sup>1</sup>

1. Percent changes are calculated cumulatively over six years (2011-2016) and also over the most recent one year period respectively.



Days Sales Outstanding (DSO) can give a clearer picture of the landscape with respect to potential red flags regarding customer credit quality. See here DSO for **2016** and the median for the group of firms. \*



DSO (2016)

\*Extreme values winsorized at 85th percentile

1. Percent changes are calculated cumulatively over six years (2011-2016) and also over the most recent one year 5 period respectively.



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1. Percent changes are calculated cumulatively over six years (2011-2016) and also over the most recent one year period respectively.