### **BEFESA**

# Business Update

Post Capital Markets Day

### Disclaimer

This presentation contains forward-looking statements and information relating to Befesa and its affiliates that are based on the beliefs of its management, including assumptions, opinions and views of Befesa and its affiliates as well as information cited from third party sources. Such statements reflect the current views of Befesa and its affiliates or of such third parties with respect to future events and are subject to risks, uncertainties and assumptions.

Many factors could cause the actual results, performance or achievements of Befesa and its affiliates to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others: changes in general economic, political, governmental and business conditions globally and in the countries in which Befesa and its affiliates do business; changes in interest rates; changes in inflation rates; changes in prices; changes to national and international laws and policies that support industrial waste recycling; legal challenges to regulations, subsidies and incentives that support industrial waste recycling; extensive governmental regulation in a number of different jurisdictions, including stringent environmental regulation; management of exposure to credit, interest rate, exchange rate and commodity price risks; acquisitions or investments in joint ventures with third parties; inability to obtain new sites and expand existing ones; failure to maintain safe work environments; effects of catastrophes, natural disasters, adverse weather conditions, unexpected geological or other physical conditions, or criminal or terrorist acts at one or more of our plants; insufficient insurance coverage and increases in insurance cost; loss of senior management and key personnel; unauthorised use of Befesa's intellectual property and claims of infringement by Befesa of others' intellectual property; Befesa's ability to generate cash to service its indebtedness changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted.

Befesa and its affiliates do not assume any guarantee that the assumptions underlying forward-looking statements are free of errors nor do they accept any responsibility for the future accuracy of the opinions expressed herein or the actual occurrence of the forecasted developments. No representation (express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein or otherwise resulting, directly or indirectly, from the use of this document.

This presentation is intended for information only and should not be treated as investment advice. It is not intended as an offer for sale, or as a solicitation of an offer to purchase or subscribe to, any securities in any jurisdiction. Neither this presentation nor anything contained therein shall form the basis of, or be relied upon in connection with, any commitment or contract whatsoever. This presentation may not, at any time, be reproduced, distributed or published (in whole or in part) without prior written consent of Befesa.

Third quarter and first nine-month period 2022 figures contained in this presentation have not been audited or reviewed by external auditors.

This presentation includes Alternative Performance Measures (APM), including EBITDA, EBITDA margin, EBIT, EBIT margin, net debt and capital expenditures which are not measures of liquidity or financial performance under International Financial Reporting Standards (IFRS). EBITDA is defined as operating profit for the period (i.e. EBIT) before the impact of amortisation, depreciation, impairment and provisions. EBITDA margin is defined as EBITDA divided by revenue. EBIT is defined as Operating profit for the year. The Company uses EBIT to monitor its financial return after both operating expenses and a charge representing the cost of usage of both its property, plant and equipment and definite-life intangible assets. EBIT margin is defined as EBIT as a percentage of revenue. These non-IFRS measures should not be considered in isolation or as an alternative to results from operating activities, cash flow from operating, investing or financing activities, or other financial measures of Befesa's results of operations or liquidity derived in accordance with IFRS. Befesa believes that the APM included in this report are useful measures of its performance and liquidity. Other companies, including those in the industry in which Befesa operates, may calculate similarly titled financial measures differently than Befesa does. Because all companies do not calculate these financial measures in the same manner, Befesa's presentation of such financial measures may not be comparable to other similarly titled measures of other companies. These APM are not audited.



Electric arc furnace steel dust (EAFD) recycling plant at Asúa-Erandio, Spain

## O 1 / Business update

### Executive summary

- Continuing solid yoy EBITDA growth: Q3 +8%, 9M +20%
  - Q3 at €46m, +8% / +€3m yoy;
  - 9M at €164m +20% / +€27m yoy; LTM at €225m
- Metal prices decreased QoQ with recessionary & lower China market sentiment
   although energy inflation continued at high levels;
   Q3 YTD inflation compensated with higher metal prices
- FY'22 guidance: confirmed at lower end, ≥ €220m EBITDA, +11% yoy, due to higher energy prices & China Zero COVID policy
- €50m or €1.25 per share dividend distributed; 50% of FY'21 net profit
- US zinc refining asset acquired 30 Sep'22
  - Paid \$47m in cash, c.5x adj. EBITDA multiple, for >\$500m asset;
  - Opportunity to improve further, post current high inflation environment;
  - WOX + Solvent extraction = "Green zinc"
- Sustainable Global Growth Plan (SGGP) for next 5 years presented in the CMD
  - Investing €410-450m to target double-digit earnings growth
  - Globally balanced expansion: 1/3 Asia/China, US & Europe

## 9M & Q3 2022 business highlights

### Steel Dust

- EAFD throughput: 898 kt 9M, +59% yoy; 268 kt Q3, +20% yoy
- Plant utilisation: 77% 9M, 68% Q3; Lower EU volume (seasonal maintenance overhauls)
- **Zinc blended** prices: 9M +18%, Q3 +17%
- **EBITDA** at €131m 9M, +28% yoy; €36m Q3, +7% yoy

### US

- Operations delivering as expected
- Driving progress on integration and related synergies
- 30 Sep '22: acquired zinc refining asset for \$47m cash, c.5x adj. EBITDA multiple

### Alu Salt Slags

- Salt slags volumes / normalised for Hanover. 240 kt 9M, -21% / +9% yoy; 67 kt Q3, -38% / *-9%* yoy;
- 2<sup>nd</sup> aluminium allovs: 122 kt 9M, -14% yoy; 37 kt Q3, -13% yoy
- Plant utilisation: 71% 9M, 59% Q3 100%. 83% normalised
- Alu FMB prices: 9M +25%, Q3 +16%
- EBITDA at €34m 9M, flat vov; €11m Q3, +14% yoy

### China

- Managing challenging continued COVID restrictions
- Jiangsu: In commercial production; Contracted >80% volumes, but COVID constrained
- Henan: Finalising commissioning Q4
- Working on new projects / further expansion



## US Zinc refining asset acquisition: Transaction highlights



#### Zinc refining plant

Location: Rutherford County, NC Installed capacity: c. 140 kt SHG zinc p.a.





#### **BEFESA**

- EAFD recycling sites in the US
- Zinc refining plant

Zinc refining plant centrally located amongst Befesa's EAFD recycling plants close to the major US EAF steel mini mills

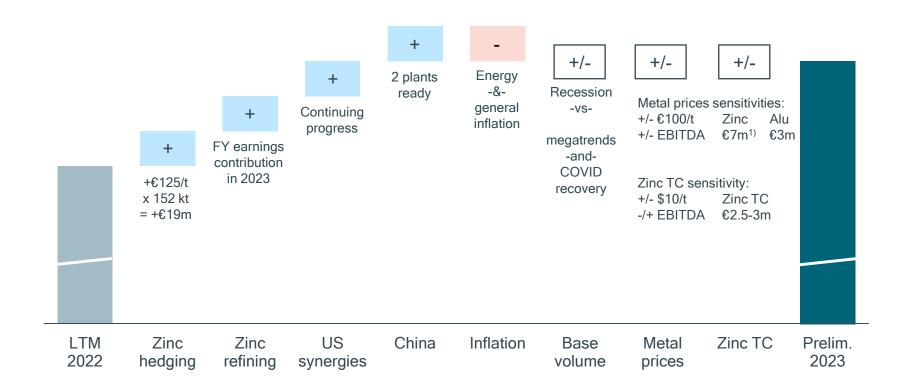
- Acquired remaining 93% of zinc refining asset on 30 Sep '22 for \$47m cash transaction;
   65% or \$88m below original purchase option of \$135m
- Attractive multiple of around 5x Adj. EBITDA and at about 1/10<sup>th</sup> of >\$500m invested
- Long-term view around asset potential unchanged;
   Opportunity to improve performance of the plant further, especially post current high inflation environment
- Size of refining plant sufficient to process zinc
   Waelz oxide (WOX) of up to 220 kt of all 4 recycling assets at full capacity to pure zinc
- Recycled WOX + Solvent extraction zinc refining
   = Green zinc

## FY'22 guidance confirmed at ≥€220m EBITDA, +11% yoy, a new record result

- Confirming FY'22 guidance ≥ €220m EBITDA, +11% yoy
   LTM Q3'22 at €225m EBITDA
- Acquired US Zinc Refining asset at \$47m (vs. original \$135m) on 30 Sep;
   All cash transaction
- Total **capex** guidance **adjusted** for US Zinc Refining, from €55-65m to €110-120m, excl. Hanover reimbursed by insurance
- Total cash flow adjusted for US Zinc Refining from c.+€40m to c.-€20m;
   Cash on hand at c.€200m at YE'22
- Net leverage remains around x2

## Preliminarily expecting 2022 as "floor" for 2023

Key EBITDA drivers for 2023 (vs. 2022)

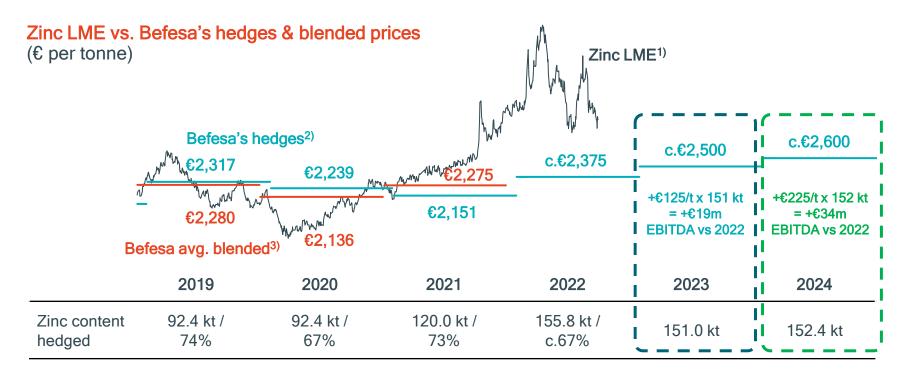


<sup>1)</sup> Zinc price sensitivities for the unhedged portion and excluding opposite zinc treatment charge effect

**BEFESA** 

## Zinc prices & hedging strategy

Hedge book fully extended up to Jan'25, c.2.5 years; Improving earnings & cash flows visibility



## **BEFESA**Hedging strategy unchanged

1-3 years forward hedging strategy

Targeting 60% to 75% of zinc equivalent volume

Befesa providing no collateral

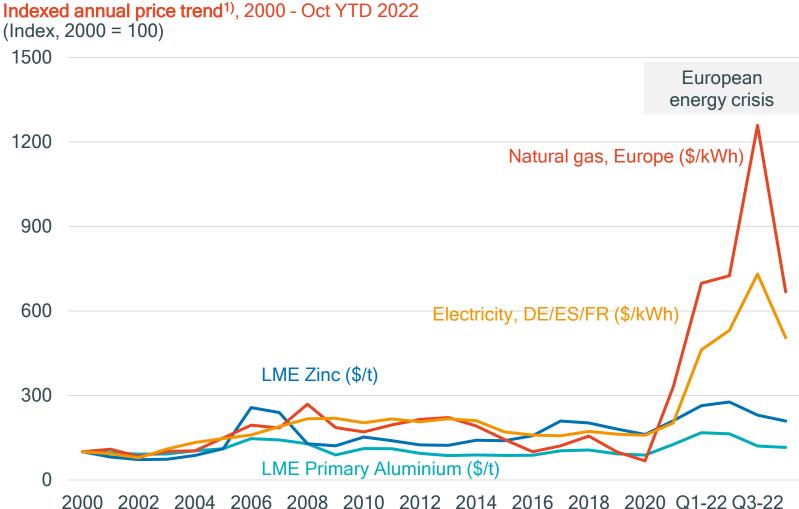
<sup>1)</sup> London Metal Exchange (LME) zinc daily cash settlement prices

<sup>2)</sup> Includes BZ US (former AZR) hedge book for the following periods: 18 Aug'21-Jan'22: 36.8kt zinc hedged at c.\$2,760 (c.€2,160 at FX 1.16); Feb'22-Jan'23: 63.4kt zinc hedged at c.\$2,765 (c.€2,630 at FX 1.05); Feb'23-Jan'24: 58.6kt zinc hedged at c.\$2,900 (c.€2,900 at FX 1.00); Feb'24-Jan'25: 60.0kt zinc hedged at c.\$2,975 (or c.€2,975 at FX 1.00)

<sup>3)</sup> Zinc blended prices are averages computed based on the monthly effective LME zinc and hedging prices weighted with the respective hedged and non-hedged volumes

<sup>9 /</sup> Business Update - Post Capital Markets Day

## Zinc & alu metal prices directly correlated with electricity & gas prices over the last >20 years



1) Natural gas, LME Aluminium & Zinc historical trend, 2000-2021, are average real prices from World Bank Commodity Price Data (The Pink Sheet); 2000-2021 electricity prices are annual average of Germany, Spain & France for medium consumers (consuming 2,000 - 19,999 MWh per annum) excluding VAT and other recoverable taxes and levies; 2022 prices: Natural gas prices are monthly average of Dutch TTF closing prices; Electricity prices are monthly average of Germany, Spain & France prices; LME zinc & primary aluminium prices are monthly average of cash settlement prices guoted on the London Metal Exchange

## Managing through "Zero COVID", ready for '23



#### China I, Changzhou plant, Jiangsu province Key facts of the plant:

- 1st EAFD recycling plant, 110 kt EAFD p.a.
- Total investment: c.€42m

#### Status update:

- ✓ Construction completed on budget
- ✓ In commercial production & selling WOX
- → Contracted for >80% EAFD volumes from customers, but COVID constrained

### China II, Xuchang plant, Henan province Key facts of the plant:

- 2<sup>nd</sup> EAFD recycling plant, 110 kt EAFD p.a.
- Total investment: c.€42m

#### Status update:

- ✓ Construction completed Dec'21 on budget
- → Commissioning prolonged due to COVID, finalising in Q4

#### China III, GuangDong province, ✓LOI signed



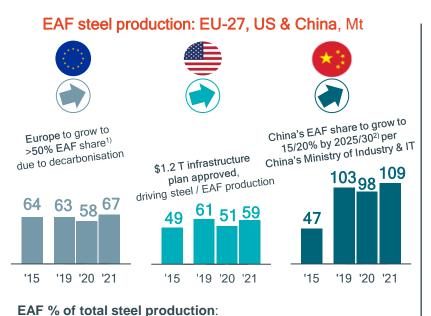
1 Changzhou plant, in operations



↑ Xuchang plant, mid-June 2022, commissioning

## EAF steel production -&-Befesa's steel portfolio growth & diversification

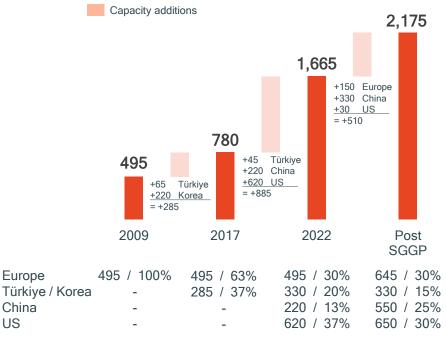
Befesa growing and diversifying its portfolio to capture Europe, the US and China addressable markets





- Primary steel (BOF) consumes 7x more CO<sup>2</sup>/t vs. secondary steel (EAF)<sup>1</sup>; Decarbonisation favours EAF steel production
- Each tonne of steel through EAF vs. BOF → saves 1.5 t CO<sub>2</sub>, 1.4 t iron ore, 740 kg coal & 120 kg limestone<sup>3)</sup>

#### Befesa's EAFD recycling capacity trend, kt



- Befesa Steel portfolio **growing @ c. 6% CAGR** (around twice GDP) ...
- ... while diversifying to a well-balanced Europe / Asia / US footprint

(10%)( 9% )(11%)

## Proven track record since IPO; Megatrends driving growth over next 5 years

## **EBITDA** (€m)



Megatrends driving growth:

Decarbonisation &

Electric Vehicles (EV)

2017 IPO LTM 2022 PF Post SGGP

## SGGP indicative timeline; Befesa in control; Adjusting timing to macroeconomic developments

€410-450m total capex requirement over next 5 years

Steel DustAlu Salt Slags

		SGGP		ming	0.7	Capex €m	EBITDA run-rate €m	Pay- back <sup>1)</sup>	IRR <sup>2)</sup>
		growth projects	2022e	202	27e		run-rate tin	Dack 17	
<b>/</b>		Zinc refining				€110-120	€35-45	3-4	>30%
	<b>2</b>	Cap. utilisation	Refurbishing / efficiencies			£110-120	635-45	J <del>-4</del>	<b>-30</b> / <sub>0</sub>
	<b>3</b>	EAFD plant		Construction + ramp-up		€105-115	€30-35	3-4	>30%
	<b>4</b>	WOX washing		Construction		€103-113	€30-33	3-4	/30%
	<b>5</b>	China III ✓ LOI signed	Construction + ramp-up	1					
	<b>5</b>	China IV		ruction np-up		€115-125	€30-35	4-5	>20%
	<b>5</b>	China V		Construction + ramp-up					
	6	2 <sup>nd</sup> Alu expansion	Permits + construent + ramp-up	uction		€80-90	€15-20	5	>15%
	07	Salt Slags plant	Permits + constru	ction + ramp-up		<del>6</del> 00-30	€ 10 <b>-</b> 20		- 10/0
	•								

1) Payback calculated dividing total capex by run-rate EBITDA

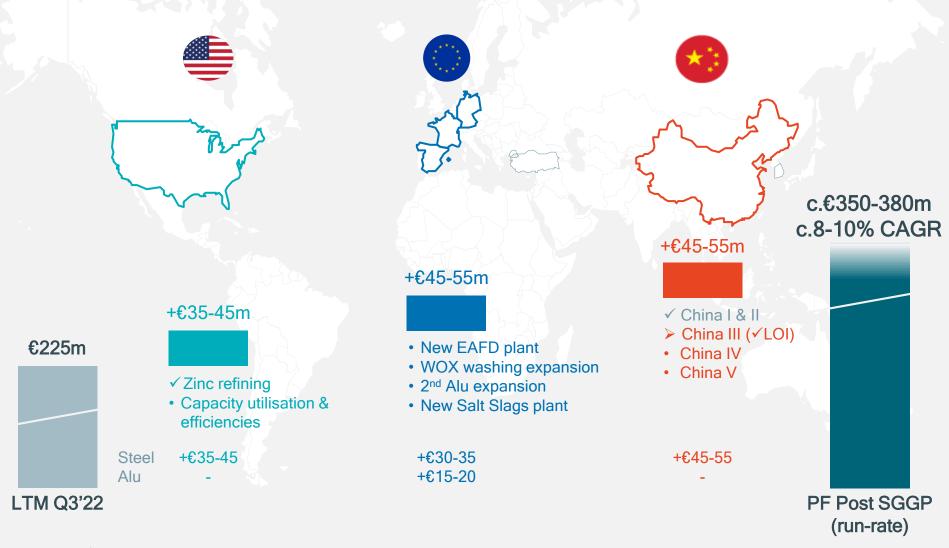


€410-450 €110-135 3-4 >20%

<sup>2)</sup> IRR estimated based on incremental EBITDA less WC & taxes to Operating cash flow contribution vs. growth & maintenance capex, discounted at an 8% WACC

Business Update - Post Capital Markets Day

## Well defined growth roadmap driving +€125-155m EBITDA growth, 8-10% CAGR, globally balanced, c.1/3 US/EU/Asia



## Committing to growth through the cycle



Strong financial backbone and high cash flow generation allows to self-fund SGGP



Targeting to continue **dividend** distribution at **40-50%** of net profit



**Prudent** risk and liquidity management; Modular SGGP growth initiatives timing in control of Befesa



**Investing in core** businesses; **Low risk** and **high returns**, at 3-5 years payback and >20% IRR



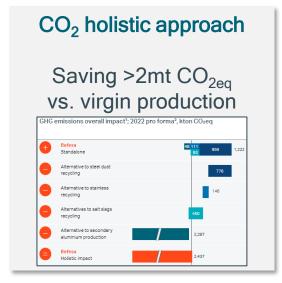
Integrate SGGP into annual guidance & budget process

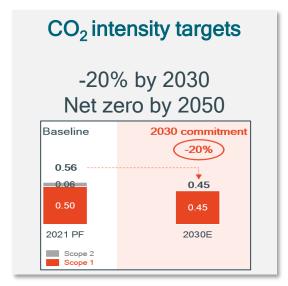
## ESG: Enhanced transparency & performance















Nanjing City, Location of Befesa China's HQ

02/

Sustainable Global Growth Plan (SGGP), 2022-2027

## Decarbonisation investments & Infrastructure Programme will support EAF growth by 2030

c.\$9-10 Bn capex equal to c.13-14 Mt EAF announced; Plus, \$1.2 T infrastructure program requires more steel overall in the US → generating >300 kt incremental EAFD

## Overview of selected steelmakers (€ billion capex, million tonnes of new EAF steel capacity)



Steel- maker	Location	Capex, \$Bn	New EAF cap., Mt	Start up
Arcelor Miltol NIPPON STEEL 50/50 JV	1 Calvert, Alabama	\$0.8	1.5	H1'23
	2 Mason County, Virginia	\$2.7	2.7	2024
NUCOR'	3 Kingman, Arizona	\$0.1	0.5	2024
NOCOR	4 Crawfordsville, Indiana	\$0.3	0.5	YE'24
	5 Lexington, NC	\$0.4	0.4	c.2024
USS	6 Osceola, Arkansas	\$3.0	2.7	2024
ALGOMA — STEEL INC.	7 Ontario, Canada	\$0.6	0.6	2024
PACIFIC STELL & RECYCLING.	8 Mojave, California	\$0.4	0.3	2025
ArcelorMittal	9 Hamilton, Ontario, Canada	\$1.3	4.0	2028
GMC Commercial Metals	10 Northeast US	TBD	TBD	TBD
		\$9-10 Bn	13-14 Mt	



### SGGP – Steel Dust – US



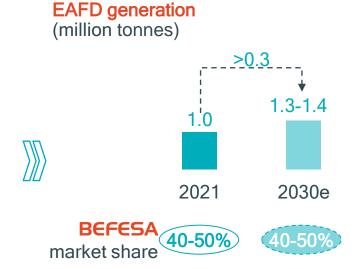
EAFD generation in the US expected to increase >0.3 Mt by 2030 ... Befesa to fully utilise existing c.620 kt annual installed capacity

#### **EAF** steel production

(million tonnes, EAF % of total crude steel output)



\$1.2 T infrastructure plan driving higher steel volume decarbonisation driving EAF share up



#### Befesa's expansion projects

share

- ✓ Acquisition of Zinc refining asset on 30 Sep '22 for \$47m cash transaction
- Executing capacity utilisation increase in 2023-26;
  - Targeting c.200 kt incremental throughput to fully utilise existing c.620 kt nameplate capacity
  - Refurbishing Palmerton site in 2023-24, to be ready for expected volume increase in '24-26 onwards
  - Efficiencies & refurbishment vital to achieve throughput, energy & CO<sub>2</sub> intensity improvements
- c. €110-120m total investment; c. €35-45m total incremental EBITDA p.a.; Low-risk & high-return projects



## US Zinc refining asset acquisition: Transaction highlights



#### Zinc refining plant

Location: Rutherford County, NC Installed capacity: c. 140 kt SHG zinc p.a.





#### **BEFESA**

- EAFD recycling sites in the US
- Zinc refining plant

Zinc refining plant centrally located amongst Befesa's EAFD recycling plants close to the major US EAF steel mini mills

- Acquired remaining 93% of zinc refining asset on 30 Sep '22 for \$47m cash transaction; 65% or \$88m below original purchase option of \$135m
- Attractive multiple of around 5x Adj. EBITDA and at about 1/10th of >\$500m invested
- **Long-term view** around asset potential **unchanged**; Opportunity to improve performance of the plant further, especially post current high inflation environment
- Size of refining plant sufficient to process zinc Waelz oxide (WOX) of up to 220 kt of all 4 recycling assets at full capacity to pure zinc
- Recycled WOX + Solvent extraction zinc refining = Green zinc

## Refurbishing Palmerton to drive efficiencies and increase capacity utilisation by 2026

#### **EAFD** recycling assets



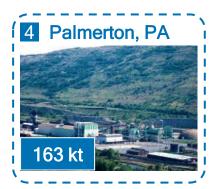






- c.620 kt nameplate recycling capacity;
   c.70% current utilisation
- Targeting c.200 kt incremental throughput to fully utilise Befesa's capacity and maintain market share in the US
- Refurbishing Palmerton site in 2023-24, to be ready for expected volume increase in 2024-26 onwards





 Efficiency projects & refurbishment vital to achieve throughput, energy & CO<sub>2</sub> intensity improvements



EAF mini mills

#### **BEFESA**

- EAFD recycling sites in the US
- Zinc refining plant

EAFD annual nameplate recycling capacity

## Accelerating decarbonisation investments in EU will support EAF share growing to >50% by 2030

c.€14-15 Bn investments in new steel EAF projects in Europe announced ... Representing c.20-21 Mt incremental steel EAF capacity → generating c.350 kt EAFD

#### Overview of selected steelmakers

(€ billion capex, million tonnes of new EAF steel production capacity)



Steel- maker	Location	Capex, €Bn	New EAF cap., Mt	Start up
	1 Gijón, Spain	€1.0	1.1	YE'25
	2 Fos-sur-Mer & Dunkirk, France	€1.7	2.0	H1'27
ArcelorMittal	3 Ghent, Belgium	€1.1	2.0	2030
	4 Bremen & Eisenhüttenstadt, Ger	€1.3	1.0	2030
	5 Genoa & Novi Ligure, Italy	€1.3	2.5	H1'24
SSAB	6 Luleå, Sweden; Raah, Finland	€4.2	5.0	2030
SALZGITTERAC	Peine, Niedersachsen, Germany	€1.1	1.9	'25-30
voestalpine	Elinz & Donawitz, Austria	€1.0	2.5	H1'27
thyssenkrupp	Duisburg, Germany	€2.0	2.5	'25-29
TATA STEE	L 10 IJmuiden, The Netherlands	TBD	TBD	2025
H2 green stee	l 🚺 Boden-Luleå, Sweden	TBD	5.5	'24-26

#### **BEFESA**

EAFD recycling sites in Europe



20-21 Mt

€14-15 Bn

### SGGP – Steel Dust – Europe

EAFD generation in Europe expected to increase >0.3 Mt by 2030 ... Befesa adding 140-160 kt new EAFD recycling capacity to maintain its current c.45% market share



#### Befesa's expansion projects

- Grow with EAFD market & invest in new state-of-the-art EAFD recycling capacity; 140-160 kt incremental EAFD capacity
- Expand WOX washing capacity in line with incremental EAFD volume
- c. €105-115m total investment; c. €30-35m total incremental EBITDA p.a.; Low-risk & high-return projects

## Adding new EAFD recycling capacity –and–WOX washing expansion



c.€105-115m total investment; c.€30-35m total incremental EBITDA p.a.; Low-risk & high-return projects



#### New EAFD recycling plant

- Grow with EAFD addressable market and invest in a new 140-160 kt state-of-the-art EAFD plant
- Construction + ramp-up in 2025-26; Operational by 2026-27
- Low-risk & high-return project



#### **WOX** washing expansion

- Expand WOX washing capacity at Gravelines, France, in line with incremental European EAFD capacity
- Construction + ramp-up in 2025-26; Operational by 2026-27
- Investment required to enable EAFD capacity growth



## Largest producer of steel, rapidly transitioning from BOF to EAF; a strong growth opportunity

>60 Mt new EAF capacity announced, representing c.1 Mt EAFD incremental generation; Befesa strategically located in provinces with high EAFD generation

#### Overview of selected steelmakers

(million tonnes of new EAF steel production capacity)



# EAF projects	Chinese province	New EAF steel production capacity, Mt
2	1 Anhui	3.0
2	2 Fujian	2.1
1	3 Guangdong	8.0
9	4 Hebei	13.9
3	5 Henan	2.4
1	6 Heilongjiang	2.1
5	7 Hubei	4.5
1	8 Jilin	0.8
5	9 Jiangsu	6.0
		(continues on next page)

60-100 kt

200-400 kt

100-200 kt

>400 kt

< 60 kt



## Largest producer of steel, rapidly transitioning from BOF to EAF; a strong growth opportunity

>60 Mt new EAF capacity announced, representing c.1 Mt EAFD incremental generation; Befesa strategically located in provinces with high EAFD generation

#### Overview of selected steelmakers

(million tonnes of new EAF steel production capacity)



# EAF projects	Chinese province		New EAF steel production capacity, Mt		
2	10	Jiangxi	1.5		
1	1	Liaoning	1.8		
3	12	Inner Mongolia	2.5		
1	13	Chongqing	4.0		
3	14	Shandong	3.0		
1	15	Shaanxi	1.1		
1	16	Shanxi	0.7		
1	1	Xinjiang	1.0		
1	18	Yunnan	2.0		
T-4-1#		i numa i a ata i in Olaina a 40	>60 Mt EAF steel		

Total # new EAF projects in China: 43

>60 Mt EAF steel production capacity



< 60 kt 60-100 kt 100-200 kt 200-400 kt >400 kt

Sources: Internal analysis

27 / Business Update - Post Capital Markets Day

### SGGP – Steel Dust – China



EAFD generation in China expected to increase about 1.6 Mt by 2030 as it transitions from BOF to EAF; Befesa to add 3x 110 kt = 330 kt new capacity which will increase market share to 15-20%



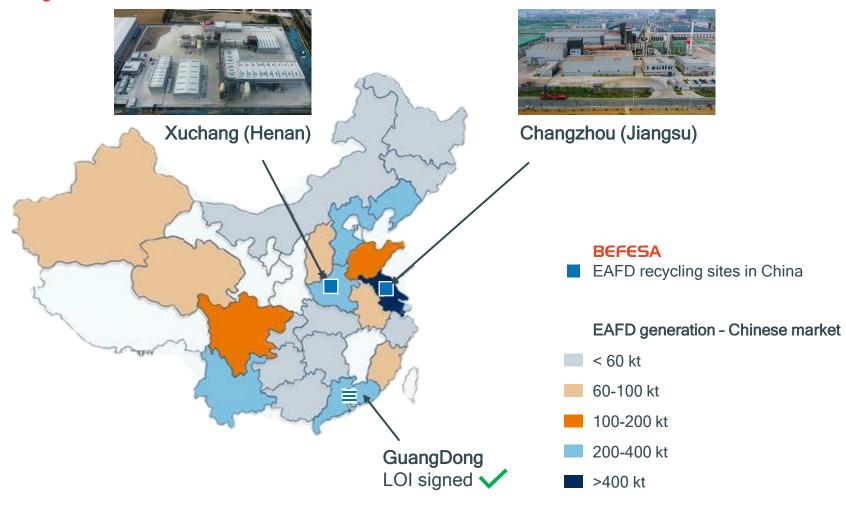
#### Befesa's expansion projects

- Awaiting / Expecting improved COVID approach in China ahead of next expansion projects
- Expanding into additional provinces; ✓ LOI signed at GuangDong
- Scale up existing plant sites -and- new province (GuangDong); Overall, 3x 110 kt = +330 kt
- Risk-averse: Debt ring-fenced local financing; Equity investment guaranteed by German Gov. (DIA)
- c. €115-125m total investment; c. €25-30m total incremental EBITDA p.a.; Cautious risk-averse approach



## Befesa strategically located in provinces with high EAFD generation

#### **EAFD** generation in China

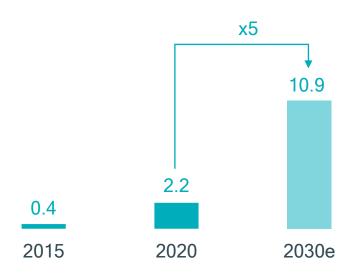




## Decarbonisation trend drives transition to Electric Vehicles (EV)

Automotive industry switching from combustion to EV

#### EV unit sales in Europe<sup>1)</sup> (million units)



- EU approved plan to ban sales of vehicles with combustion engines (ICE) by 2035<sup>2)</sup>
- EV unit sales forecasted to grow x5 from c.2 million in 2020 to >10 million by 2030
- EV cars requiring light-weight construction, favouring aluminium demand



## EV requiring higher aluminium content per car to achieve light-weight targets

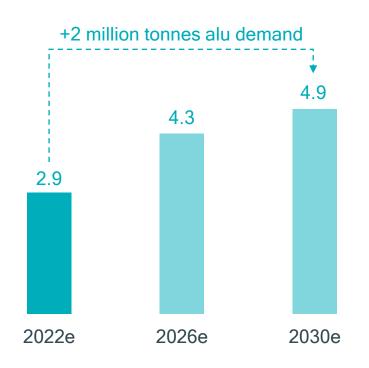
#### Average aluminium content per vehicle<sup>1)</sup>, net weight (kg per passenger car)



- Average aluminium content per vehicle (passenger cars) has steadily been increasing, from 121 kg/car in 2006 to 193 kg/car in 2022
- Growing and mandatory electrification requires light-weighting construction and drives growing demand for aluminium
- Aluminium content per vehicle expected to accelerate to 249 kg/car by 2030

## ... driving higher aluminium demand with increased needs for 2<sup>nd</sup> alu & salt slags recycling

## Aluminium demand from Auto<sup>1)</sup> in Europe, net weight (million tonnes)



- Automotive aluminium demand will continue to grow to address light-weighting needs
- OEMs aim to reduce their carbon footprint through use of recycled metal
- Requiring increased production of secondary aluminium and salt slags recycling volumes
- Expecting incremental >300 kt salt slags generation in Europe by 2030
- Befesa's salt slags recycling market share is c.45%; Adding recycling capacity to maintain leadership market share

## Expansion of 2<sup>nd</sup> Aluminium –and– New Salt Slags recycling plant

#### Expansion of 2<sup>nd</sup> Aluminium

- Expand 2<sup>nd</sup> aluminium production capacity by c.90 kt at existing site (Bernburg) in line with expected volume
- Permits + construction + ramp-up: 2023-25;
   Operational by 2026
- Low-risk & medium-return project



#### New Salt Slags recycling plant

- Invest in a new c.120 kt state-of-the-art salt slags recycling plant in line with incremental secondary aluminium capacity
- Permits + construction + ramp-up: 2023-26;
   Operational by 2026-27
- Low-risk & medium-return project



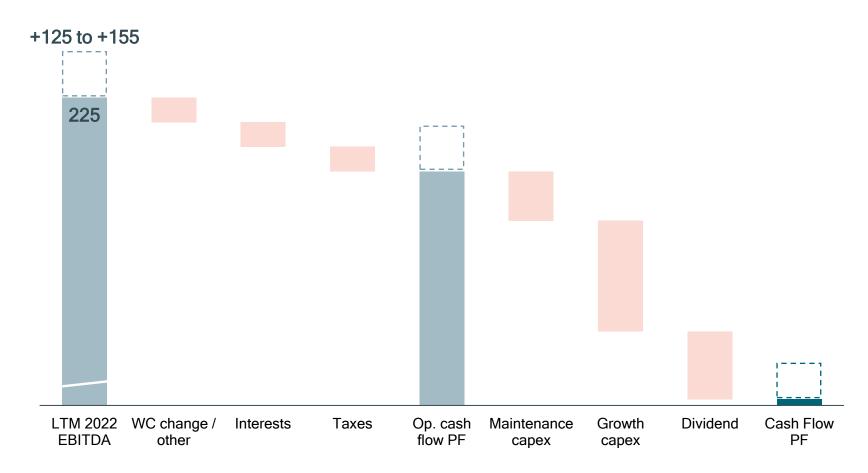
#### Befesa's expansion projects

- Expansion of 2<sup>nd</sup> Aluminium will increase capacity from existing 205 kt to c.295 kt
- New Salt Slags recycling plant will increase capacity from existing 450 kt to c.570 kt

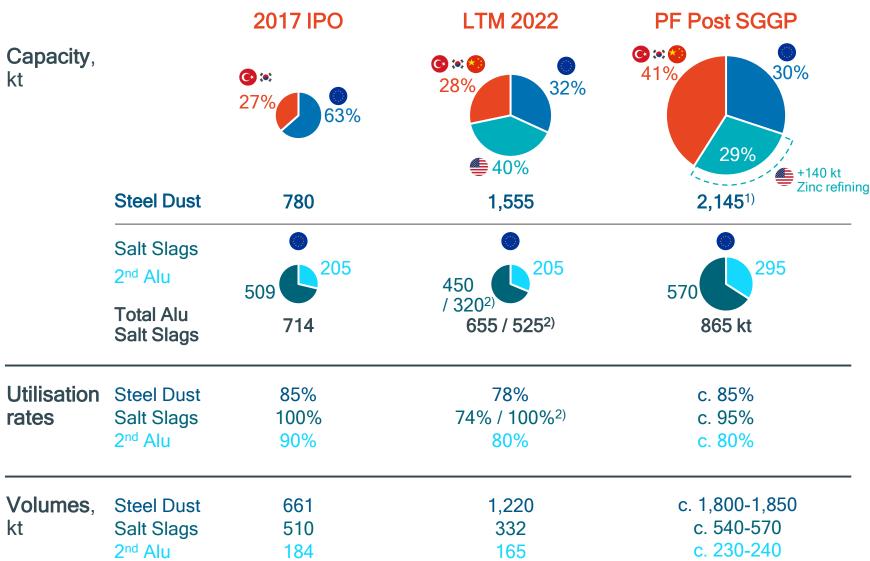
c.€80-90m total investment; +€15-20m total incremental EBITDA p.a.; Low-risk & medium-return projects

## Befesa can self-fund SGGP while keeping leverage ≤x2 -&- distributing dividends

**EBITDA to Cash flow management walk**, Illustrative conceptual annual view within SGGP period (€m)



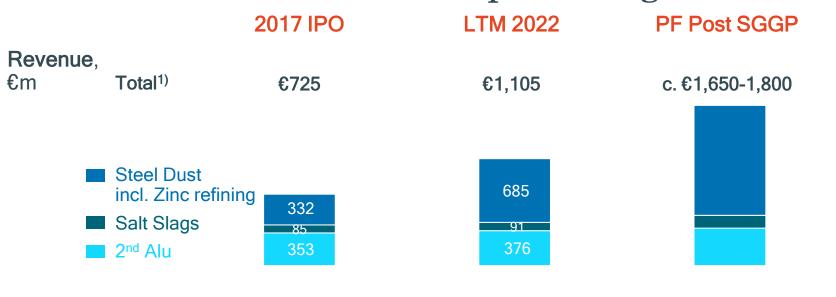
## Diversifying Befesa's global footprint ...

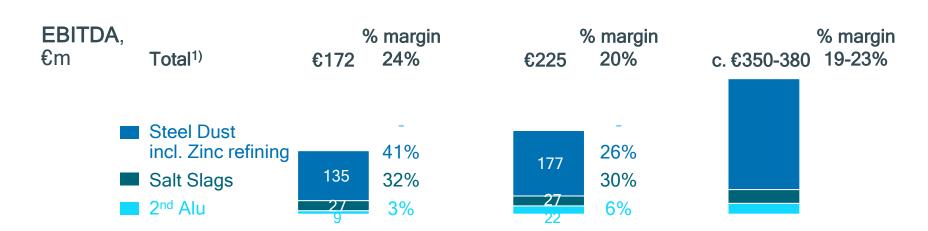


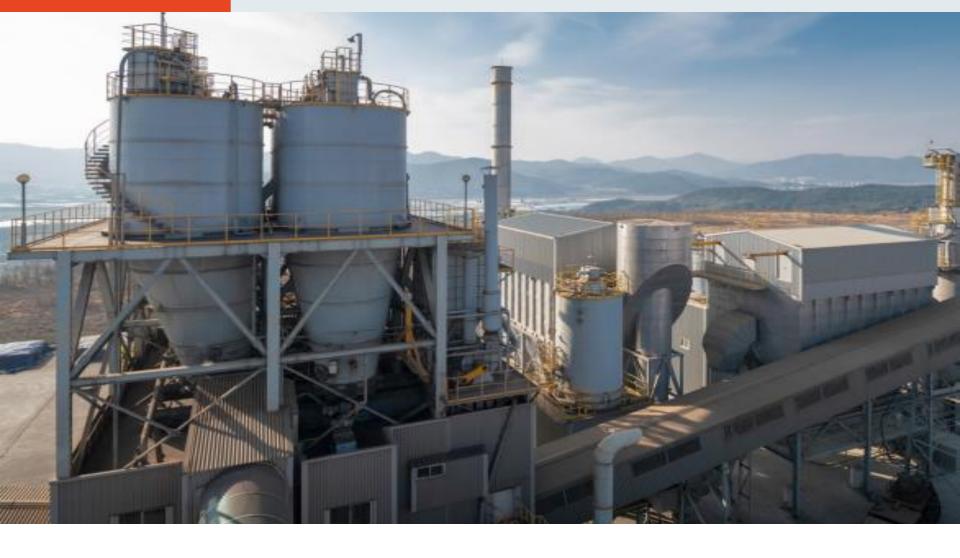
<sup>1) 2,145</sup> kt Steel Dust capacity excludes 140 kt from Zinc Refining; 2) Normalised for 130 kt Hanover installed capacity due to plant shutdown in 2022 35 Business Update - Post Capital Markets Day



### ... core-business focus drives portfolio growth







03/9M 2022 results

#### Consolidated key financials

9M adjusted EBITDA at €163.9m, +20% yoy, driven mainly by US zinc operations delivering as planned; yoy higher base metal prices offsetting energy inflation & unfavourable Zinc TC



Key metrics (€m, unless otherwise stated)

	9M 2021	yoy change	9M 2022
Revenue	€574.2	+€283.7 / +49.4%	€857.9
Adjusted EBITDA <sup>1)</sup>	€136.8	+€27.1 / +19.8%	€163.9
Adjusted EBITDA margin %	23.8%	-472 bps	19.1%
Net profit	€61.5	+€25.7 / +41.8%	€87.2
EPS <sup>2)</sup> (€)	€1.69	+€0.49 / +29.0%	€2.18
Operating cash flow	€73.9	+€4.4 / +5.9%	€78.3
Cash	€200.7	-€61.5 / -30.7%	€139.1
Net debt	€482.1	+€92.1 / +19.1%	€574.2
Net leverage <sup>3)</sup>	x2.33	+x0.23	x2.56

<sup>1) €126.4</sup>m 9M'22 reported Total EBIT + €54.8m D&A = €181.1m 9M'22 reported Total EBITDA - €17.3m adjustments, mainly driven by Zinc refining acquisition impacts = €163.9m 9M'22 adjusted Total EBITDA

<sup>2)</sup> EPS in 9M'21 is based on 36,370,474 weighted average shares and 9M'22 is based on 39,999,998 shares after the capital increase of 5,933,293 new shares on 16 June 2021 to partly fund the AZR acquisition 3) Net leverage calculated on an LTM basis; Bank debt covenant reporting normalised and adjusted for synergies results in lower net leverage

### Steel Dust Recycling Services

9M EBITDA at €131.0m, +28% yoy, driven mainly by US operations delivering as planned; yoy higher zinc market prices offsetting energy inflation & unfavourable TC

Adjusted EBITDA bridge 9M 2021 to 9M 2022 (€m)



Key metrics (€m, unless otherwise stated)

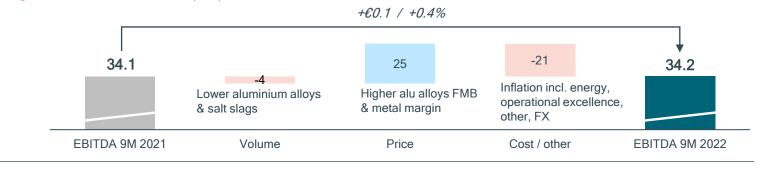
	9M 2021	yoy change	9M 2022
Revenue	€304.1	+€229.2 / +75.4%	€533.3
Adjusted EBITDA Adjusted EBITDA margin %	€102.7 33.8%	+€28.3 / +27.5% -922 bps	€131.0 24.6%
Adjusted EDIT DA Margin 70	33.070	-522 <i>bp3</i>	24.070
EAFD throughput (kt)	563.3	+334.3 / +59.4%	897.6
Plant utilisation	81.0%	-381 bps	77.2%
Waelz oxide (WOX) sold (kt)	192.6	+118.7 / +61.6%	311.3
Zinc LME price (€/t)	€2,412	+€1,010 / +41.9%	€3,422
Zinc hedging price (€/t)	€2,170	+€193 / +8.9%	€2,363
Zinc blended price <sup>2)</sup> (€/t)	€2,241	<i>+€406 / +18.1%</i>	€2,647
Treatment charge (TC) (\$/t)	\$159	+\$71 / +44.7%	\$230

<sup>1) €109.2</sup>m 9M'22 reported Steel EBIT + €42.2m D&A = €151.3m 9M'22 reported Steel EBITDA - €20.3m adjustments, mainly driven by Zinc refining acquisition impacts = €131.0m 9M'22 adjusted Steel EBITDA 2) Blended rate between hedged prices and average spot prices, weighted by the respective hedged and non-hedged volumes, reflecting the effective price to Befesa

### Aluminium Salt Slags Recycling Services

9M EBITDA at €34.2m, flat yoy; Energy inflation and some volume pressure mitigated with higher aluminium metal prices

#### EBITDA bridge 9M 2021 to 9M 2022 (€m)



k	Cey metrics	(€m, ι	unless	otherwise	stated)
---	-------------	--------	--------	-----------	---------

	9M 2021	yoy change	9M 2022
Revenue <sup>1)</sup>	€272.2	+€53.2 / +19.6%	€325.4
<ul> <li>Salt Slags</li> </ul>	€57.3	<i>+€13.6 / +23.7%</i>	€70.9
<ul> <li>Secondary Aluminium</li> </ul>	€244.3	+€45.7 / +18.7%	€290.0
EBITDA	€34.1	+€0.1 / +0.4%	€34.2
<ul> <li>Salt Slags</li> </ul>	€15.9	<i>+€6.1 / +38.4%</i>	€22.0
<ul> <li>Secondary Aluminium</li> </ul>	€18.2	<i>-€5.9 / -32.7%</i>	€12.2
EBITDA margin % (Salt Slags)	27.7%	+328 bps	31.0%
Salt Slags & SPL treated (kt)	303.0	-63.1 / -20.8% or +9% <sup>2)</sup>	239.8
Plant utilisation	90.0%	-1,876 bps	71.3% / 100% <sup>2)</sup>
Aluminium alloys produced (kt)	142.4	-20.4 / -14.3%	121.9
Plant utilisation	92.8%	-1,331 bps	79.5%
Alu alloy FMB price <sup>3)</sup> (€/t)	€1,980	+€501 / +25.3%	€2,481

<sup>1)</sup> Total revenue is after intersegment eliminations (9M'21: €29.4m; 9M'22: €35.5m)

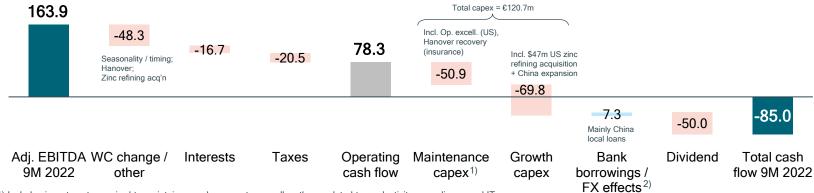
<sup>2)</sup> Normalising for Hanover plant shutdown in 2022

<sup>3)</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

### Cash flow, net debt & leverage

€139m cash on hand at Q3'22 closing vs. €239m at Q2'22 closing; Balanced cash flow normalised for €50m dividend distributed and \$47m zinc refining acquisition; Net leverage of x2.56 at Q3'22; Targeting lower leverage towards year end

#### 9M adjusted EBITDA to total cash flow (€m)



<sup>1)</sup> Includes investments required to maintain or replace assets as well as those related to productivity, compliance and IT

<sup>2)</sup> Mainly includes cash bank inflows/outflows from bank borrowings and other liabilities, as well as the effect of foreign exchange rate changes on cash

	At 30 Sep 2021	YE 2021	change	At 30 Sep 2022
LTM Adj. EBITDA <sup>3)</sup>	€207.2	€217.8	+€6.8 / +3.1%	€224.6
LTM Operating cash flow <sup>4)</sup>	€128.7	€117.9	<i>+€4.4 / +3.7%</i>	€122.3
Gross debt <sup>5)</sup>	€682.8	€694.7	+€18.6 / +2.7%	€713.4
Cash on hand	€200.7	€224.1	-€85.0 / -37.9%	€139.1
Net debt	€482.1	€470.6	+€103.6 / +22.0%	€574.2
Net leverage	x2.33	x2.16	+x0.40	x2.56

<sup>3)</sup> LTM Adi. EBITDA of €217.8m at YE'21 and €224.6m at Q3'22 closing incorporate full-twelve-rolling months of the US operations.

<sup>4)</sup> LTM Operating cash flow of €117.9m at YE'21 and €122.3m at Q3'22 closing include AZR's operating cash flows since closing of the acquisition on 17 Aug 2021

<sup>5)</sup> Gross debt of €694.7m at YE'21 and €713.4m at Q3'22 closing include €100m TLB add-on to partly fund the AZR acquisition, as well as China local loans

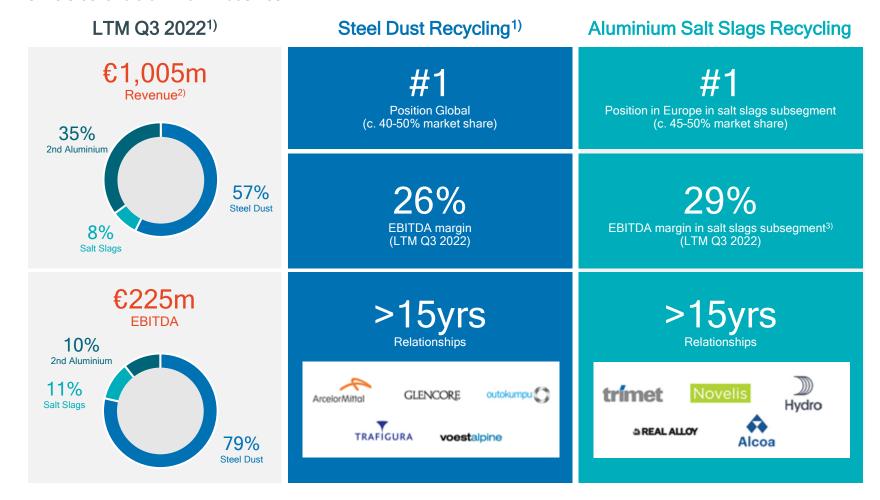


Secondary aluminium production plant at Bernburg, Germany

04/ Befesa overview

### Befesa at a glance

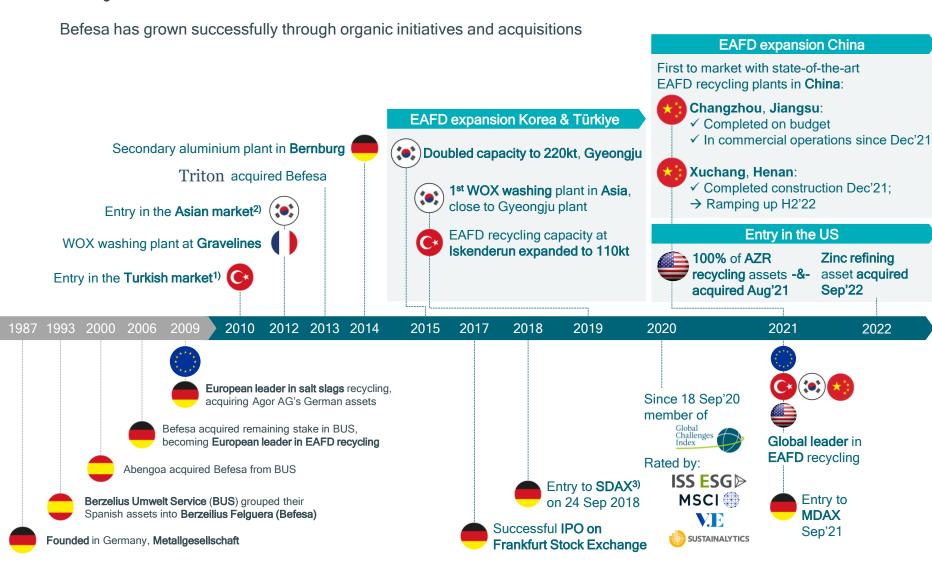
Global leader in Europe, the US and Asia in providing regulated critical hazardous waste recycling services to the steel and aluminium industries



<sup>1)</sup> Figures only consolidate the contribution from US zinc operations since the closing of the AZR acquisition on 17 Aug 2021

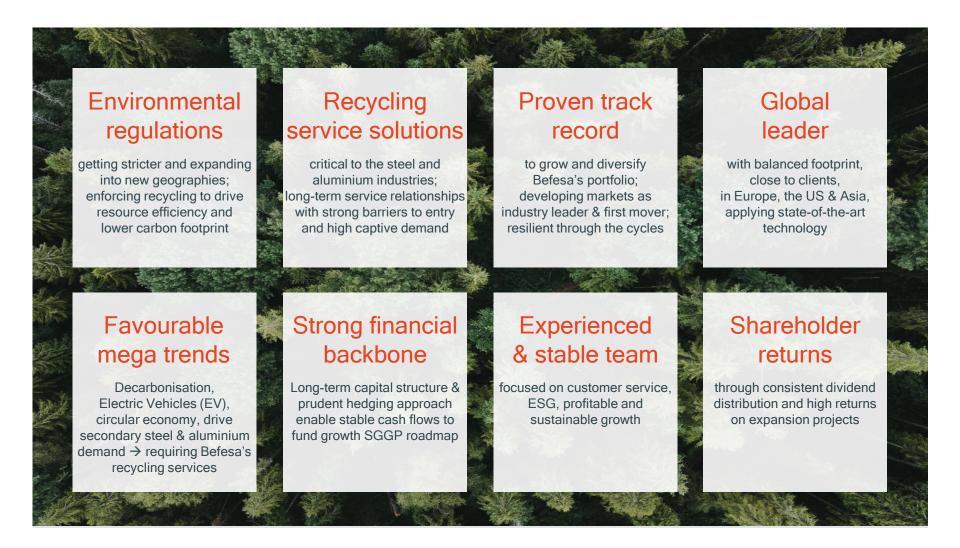
<sup>2)</sup> Excluding internal revenue; revenue split is calculated on revenues including internal revenue; 3) Including recycling of SPL (a hazardous waste generated in primary aluminium production)

### Key milestones



<sup>1)</sup> Through 51/49 JV with Canadian Silvermet; 2) By acquiring subsequent stakes in the Korean Hankook; 3) Free-float at 100% after Triton's exit on 6 June 2019

### Leader in circular economy for >30 years



### Highly regulated & critical service model

Befesa is the leading environmental services partner in the circular economy of the 2<sup>nd</sup> steel and aluminium industry by recycling and avoiding the landfilling of c. 2 MT hazardous residues and recovering c. 1.5 MT of new valuable materials



All figures are of the year 2021, thus only include c.4.5 months contribution from Zinc US operations

Value chains are simplified and only reflect Befesa's core business segments (i.e. Steel Dust; Aluminium Salt Slags):

- Within Steel Dust Recycling Services business segment Befesa manages a Stainless sub-segment (90 kt stainless-steel dust throughput in 2021)
- Within Aluminium Salt Slags Recycling Services business segment Befesa manages a Secondary Aluminium sub-segment (186 kt secondary aluminium alloys produced in 2021)

### Proven resilience & growth through cycles

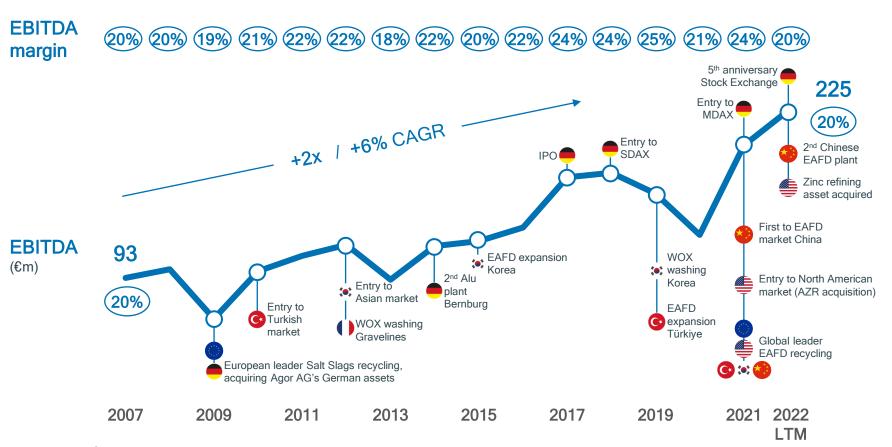
Attractive growth track record with proven margin resilience despite volatile environment - driven by a successful service-focused business model & prudent financial practices

Key macro events

Global financial crisis

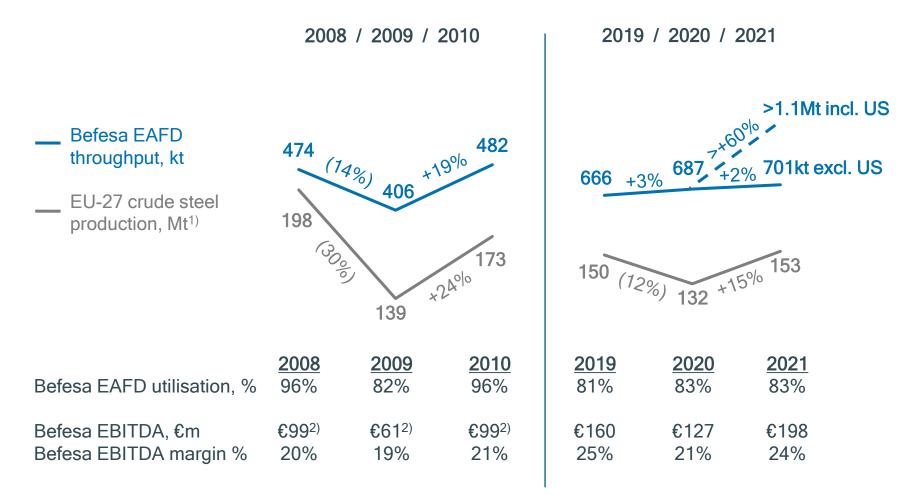
European debt crisis

COVID pandemic Global supply chain disruptions Energy crisis



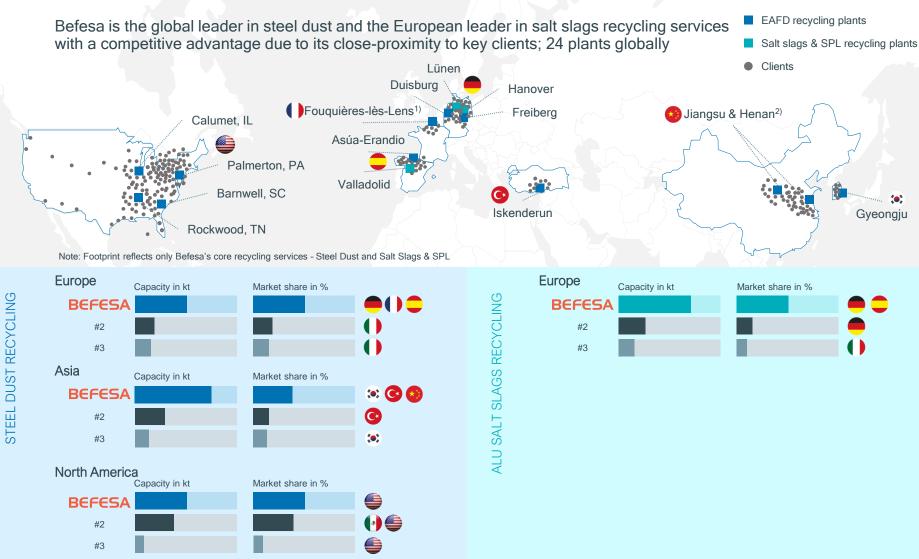
### Befesa's resilience during latest crises

Befesa has demonstrated resilient volumes and capacity utilisation levels during the latest crises



<sup>2)</sup> Total EBITDA is the sum of Steel Dust & Aluminium Salt Slags segments proforma (PF) comparable to Befesa structure in '19/'20; Thus, it excludes divested IES, EPC and Concessions businesses Business Update - Post Capital Markets Day

## Global leader in Europe, North America & Asia

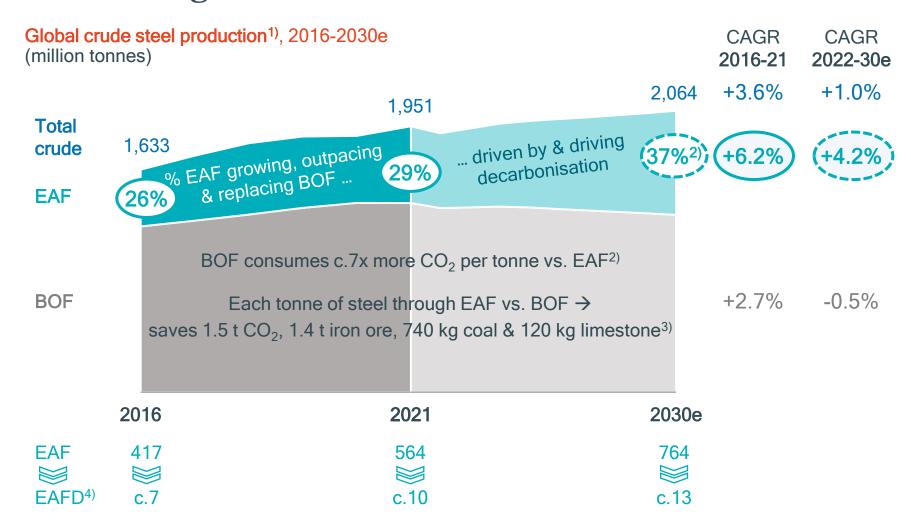


<sup>1) 50/50</sup> joint venture with Recylex

Changzhou, Jiangsu province: In commercial production and selling WOX since Dec 21; Managing COVID restrictions Xuchang, Henan province: Completed construction Dec 21 on budget; Commissioning prolonged due to COVID, finalising in Q4'22

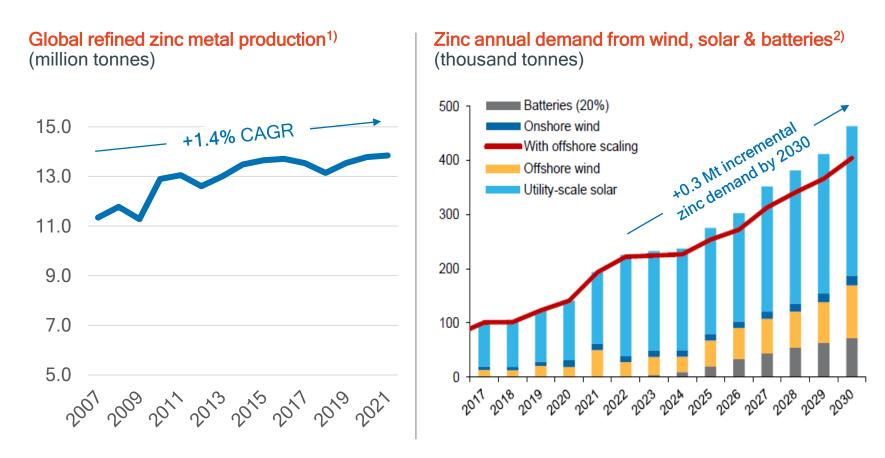
<sup>49</sup> Business Update - Post Capital Markets Day

# Decarbonisation megatrend favouring & driving EAF steel growth



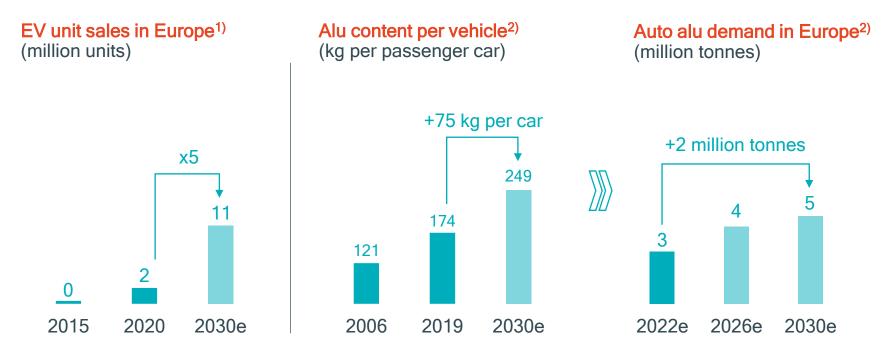
<sup>1) 2016-21</sup> actuals from Worldsteel; 2022-2030e from "Steel - Eye of the Storm", Morgan Stanley (Sep 2022); 2) "Net Zero by 2050: A Roadmap for the Global Energy Sector", IEA (May 2021); Green Steel for Europe Consortium (June 2021) 3) Bank of America Research (November 2022); 4) Total EAFD addressable market based on the assumed mid-point 17.5kg EAFD generation per tonne of EAF steel output

#### Zinc global production grew at 1.4% CAGR over L15 years; Incremental demand from transition to renewable energy



WOX, mixed with virgin zinc concentrates, preferred by smelters, is <5% of global zinc available; Befesa continues to be sold out

# Decarbonisation and EV driving aluminium market growth in Europe



- Decarbonisation trend drives transition to Electric Vehicles (EV)
- EV requiring higher aluminium content per car to achieve light-weight targets
- ... driving higher aluminium demand in Europe and increased need for secondary aluminium and salt slags recycling capacity

## Strong financial backbone

Long-term and
efficient capital structure
with no maturities up to Jul-26

Prudent zinc hedging approach

Rigorous cash management

- → Resilient earnings & cash flows
- → Stable & high liquidity
- → Moderate leverage at c.x2

... to **self-fund** growth roadmap in the US, Europe & Asia

### Experienced & stable management team

Senior management team delivering results through long-standing industry expertise, entrepreneurial spirit and focus on operational excellence as well as governance and compliance processes



**Javier Molina Executive Chair** 



Asier Zarraonandia **CEO** 





Extensive experience in steel and aluminium recycling business, incl. managing through the cycle



Strong performance results through focus on operational excellence



Building strong business foundation of ESG, compliance and health & safety processes



Successful international expansion



Track record of successful acquisitions and turnarounds, e.g., BUS, Agor, Alcasa, Hankook, Silvermet, AZR



Experience in developing greenfield projects, e.g., Gravelines, South Korea, Bernburg, China

- Executive Chair since 2022
- Befesa CEO 2000-2022
- Leading Befesa for 22+ years



Running Befesa's Steel Dust business for 16+ years



Wolf Lehmann CFO: incl. responsibilities for operational excellence & IT

- CFO since 2014
- 25+ years in finance & operational leadership roles. 50/50 General Electric / PE



Federico Barredo Vice-president **Aluminium Salt Slags Recycling Services** 

- 25+ years with Befesa
- Running Befesa's Aluminium Salt Slags business for >20 years



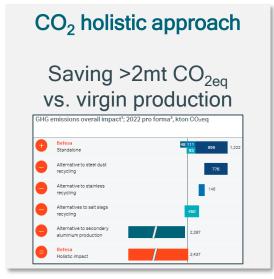
05/ESG

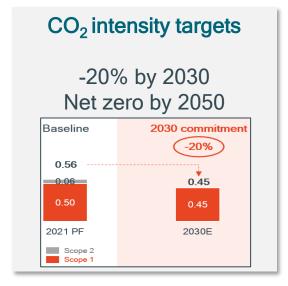
### ESG: Enhanced transparency & performance













#### Sustainability at the core of Befesa

Befesa's operations have a direct net positive environmental impact as well as multiple positive indirect effects by enabling EAF steel and aluminium recycling

#### **BEFESA**

#### Direct environmental benefits



Avoidance of GHG emissions



Reducing landfill of hazardous residues



Recovery and production of new valuable materials



Best-in-class technology (BAT)

#### Indirect sustainability benefits



Circular economy pure player



Decarbonisation of steel & alu and energy transition



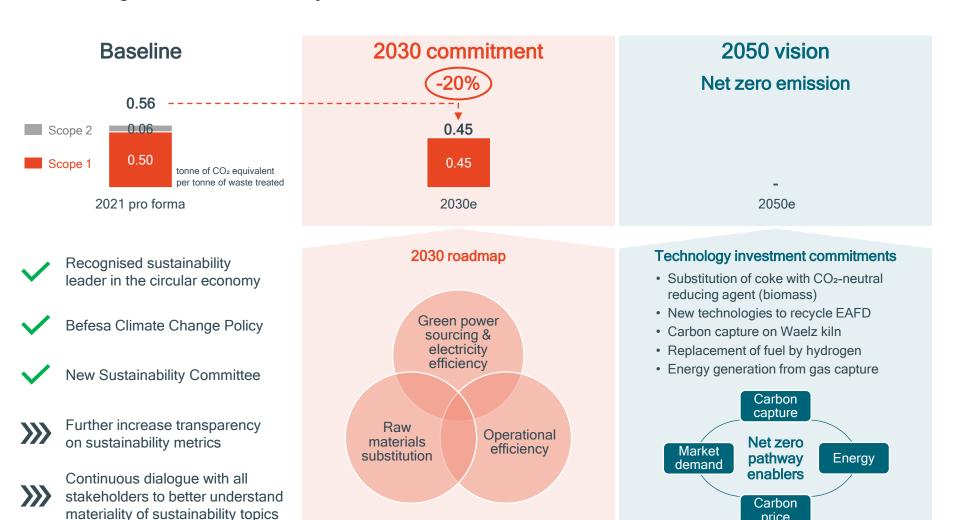
Natural resources depletion rate



Growth ambition to increase recycling capacity

#### Climate action plan

Committing to a 20% GHG emissions intensity reduction by 2030 and aiming at net zero emission by 2050



price

### Selected ESG targets

#### **Environmental**

>2.4mt<sup>1)</sup>

waste recycled by 2025

>1.8mt<sup>2)</sup>

new materials recovered by 2025

ISO

ISO certification schedule (China & US)



-20% by 2030 net zero by 2050

ivironinentai

Social

-50%<sup>3)</sup>

**LTIR** by 2024

**B**Ezero

maintain zero fatalities



full integration across US business



boost initiatives for people with disabilities



**HR** digitalisation



continue **leadership training** programmes

3) Compared to 2019

#### Governance

IT 念

improve CIS assessment rating until 2023

≥90%

admin employees trained in **compliance** each year



continue training for all employees



continue roll-out & ≥90% coverage by 2022



continue annual risk assessment



establish Sustainability Committee in 2022



women in Board 2022



1) Updated from the target set in 2020 of >2 Mt 2) Updated from the target set in 2020 of >1.6 Mt





Waelz kiln at EAFD recycling plant in Gyeongju, South Korea

06/

Investor agenda & appendix

### Investor's agenda

#### Financial calendar 2023

#### Next investor conferences

Q4 2022

Q1 2023

Prelim. YE Results 2022 & Conf. Call Thursday, 3 Mar 2023

**BBVA Iberian Forum (virtual)** 6 & 7 Oct - BBVA

Lvon - ODDO BHF Forum 2023 5-10 Jan - ODDO BHF

**Annual Report 2022** Thursday, 23 Mar 2023 London - Befesa 1st Capital Markets Day 8 Nov - Hybrid, London / virtual

New York - 25th German Investment Seminar 9-11 Jan - Commerzbank & ODDO BHF

Q1 2023 Statement & Conf. Call Thursday, 4 May 2023

London - Global Natural Resources Conf. 10 Nov - Goldman Sachs

BofA C-Suite SMID Conference (virtual) 12 Jan - Bank of America

**Annual General Meeting** Thursday, 15 Jun 2023

Paris - BNP 5th MidCap Conference 16 & 17 Nov - BNP Paribas Exane

Frankfurt - Deutsche Börse Deutsche

Frankfurt - 22<sup>nd</sup> German Corporate Conf. 16-18 Jan - UniCredit & Kepler Cheuvreux

H1 2023 Interim Report & Conf. Call Thursday, 27 Jul 2023

Eigenkapitalforum 28 & 29 Nov - Deutsche Börse AG

Q3 2023 Statement & Conf. Call Thursday, 26 Oct 2023

Pennyhill Park, Surrey - Berenberg **European Conference 2022** 6 Dec - Berenberg

#### Contact details

#### Rafael Pérez

Director of Investor Relations & Strategy

Phone: +49 (0) 2102 1001 0 email: irbefesa@befesa.com

# Q3 2022/21 – Key financials

(€m, unless otherwise stated)

	Steel Dust	Salt Slags	Secondary Aluminium	Corporate & eliminations	Total Befesa
Revenue <sup>1)</sup> yoy change	<b>€179.5</b>	<b>€29.6</b>	<b>€72.2</b>	<b>€4.0</b>	<b>€285.3</b>
	+€70.7 / +65.0%	+€9.6 / +48.1%	+€0.2 / +0.3%	+€14.8 / -	+€95.4 / +50.2%
Reported EBITDA yoy change	€56.3	<b>€7.3</b>	<b>€3.2</b>	<b>-€1.5</b>	<b>€65.5</b>
	+€26.4 / +88.2%	+€2.6 / +54.6%	-€1.3 / -28.1%	+€3.2 / -	+€30.9 / +89.4%
Reported EBITDA margin % yoy change	<b>31.4%</b> +387 bps	<b>24.8%</b> +104 bps	<b>4.5%</b> -177 bps	-	<b>22.9%</b> +474 bps
Adjusted EBITDA <sup>2)</sup> yoy change	<b>€36.0</b>	<b>€7.3</b>	<b>€3.2</b>	<b>-€0.7</b>	<b>€45.9</b>
	+€2.5 / +7.4%	+€2.6 / +54.6%	-€1.3 / -28.1%	-€0.6 / -	+€3.2 / +7.6%
Adjusted EBITDA margin % yoy change	<b>20.1%</b> -1,076 bps	<b>24.8%</b> +104 bps	<b>4.5%</b> -177 bps	-	<b>16.1%</b> -637 bps

<sup>1)</sup> Total revenue in Aluminium Salt Slags Recycling Services in Q3'22 amounted to €106.0m (Q3'21: €82.1m) after intersegment eliminations of -€4.1m (Q3'21: €9.9m) 2) €46.0m Q3'22 reported Total EBIT + €19.4m D&A = €65.5m Q3'22 reported Total EBITDA - €19.6m adjustments, mainly driven by Zinc refining acquisition impacts = €45.9m Q3'22 adjusted Total EBITDA

# 9M 2022/21 – Key financials

(€m, unless otherwise stated)

	Steel Dust	Salt Slags	Secondary Aluminium	Corporate & eliminations	Total Befesa
Revenue <sup>1)</sup> yoy change	€533.3 +€229.2 / +75.4%	€70.9 +€13.6 / +23.7%	<b>€290.0</b> +€45.7 / +18.7%	<b>-€36.3</b> -€4.8 / -	€857.9 +€283.7 / +49.4%
Reported EBITDA yoy change	€151.3 +€52.2 / +52.6%	<b>€22.0</b> +€6.1 / +38.4%	<b>€12.2</b> -€5.9 / -32.7%	<b>-€4.4</b> +€0.1 / -	<b>€181.1</b> +€52.4 / +40.7%
Reported EBITDA margin % yoy change	<b>28.4%</b> -423 bps	<b>31.0%</b> +328 bps	<b>4.2%</b> -322 bps	-	<b>21.1%</b> -130 bps
Adjusted EBITDA <sup>2)</sup> yoy change	<b>€131.0</b> + <i>€28.3</i> / +27.5%	<b>€22.0</b> +€6.1 / +38.4%	<b>€12.4</b> -€5.9 / -32.7%	<b>-€1.4</b> <i>-€1.4</i> / -	<b>€163.9</b> +€27.1 / +19.8%
Adjusted EBITDA margin % yoy change	<b>24.6%</b> -922 bps	<b>31.0%</b> +328 bps	<b>4.2%</b> -322 bps	-	<b>19.1%</b> -472 bps

<sup>1)</sup> Total revenue in Aluminium Salt Slags Recycling Services in 9M'22 amounted to €325.4m (9M'21: €272.2m) after intersegment eliminations of €35.5m (9M'21: €29.4m) 2) €126.4m 9M'22 reported Total EBIT + €54.8m D&A = €181.1m 9M'22 reported Total EBITDA - €17.3m adjustments, mainly driven by Zinc refining acquisition impacts = €163.9m 9M'22 adjusted Total EBITDA

### Multi-year trend – Key financials<sup>1)</sup>

#### (€m, unless otherwise stated)

	2017	2018	2019	2020	2021
Revenue	€667.4 <sup>2)</sup>	€720.1	€647.9	€604.3	€821.6
Reported EBITDA	€153.0	€176.0	€159.6	€123.5	€189.6
Reported EBITDA margin %	22.9% <sup>2)</sup>	24.4%	24.6%	20.4%	23.1%
Adjusted EBITDA	€172.4 <sup>3)</sup>	€176.0	€159.6	€127.0 <sup>3)</sup>	€197.6 <sup>3)</sup>
Adjusted EBITDA margin %	25.8% <sup>2)</sup>	24.4%	24.6%	21.0%	24.0%
Net profit <sup>4)</sup>	€49.3	€90.2	€82.7	€47.6	€99.7
EPS <sup>5)</sup> (€)	€1.02 <sup>5)</sup>	€2.65	€2.43	€1.40	€2.68 <sup>5)</sup>
Operating cash flow <sup>6)</sup>	€91.5	€103.8	€102.5	€92.5	€117.9
Cash position end of period	€117.6	€150.6	€125.5	€154.6	€224.1
Net debt	€406.4	€376.8	€416.9	€393.6	€470.6
Net leverage	x2.36	x2.14	x2.61	x3.10	x2.16

<sup>1) 2017, 2018, 2019, 2020</sup> and 2021 are full year actual reported figures audited by external auditors

<sup>2) 2017</sup> reported revenue amounted to €724.8m; Revenue of €667.4m is comparable after amendment IFRS 15 impacting non-operating revenue

<sup>3) 2017</sup> EBITDA adjusted due to one-off non-recurrent items primarily related to the IPO; 2020 EBITDA adjusted for €3.5m for the UK Salt Slags plant closure; 2021 EBITDA adjusted for €14.0.m one-time AZR acquisition costs, and -€6.0m Hanover Salt Slags plant fire impact

<sup>4)</sup> Net profit and total basic earnings/(losses) per share attributable to the ordinary equity holders of Befesa S.A.

<sup>5) 2017</sup> EPS impacted by the conversion of the preferred shares carried out in Oct 17 prior to the IPO; The weighted average number of ordinary shares used as the denominator in calculating total basic EPS in 2017 was 25,025 thousand shares vs. 34,067 thousand shares used in 2018-2020; 2021 EPS based on 37,285 weighted average thousand shares after the capital increase of 5,933 thousand new shares to partly fund the AZR acquisition

<sup>6)</sup> Operating cash flow is after WC change, taxes and interests; pre capex and pre dividend

# Q3 2022/21 – Operational data – Steel Dust Recycling Services

	Q3 2021 <sup>1)</sup>	Q3 2022	yoy change
EAFD throughput (kt)	222.6	267.9	+45.3 / +20.4%
EAFD average capacity utilisation (%)	77.7%	68.3%	-939 bps
Waelz oxide (WOX) sold (kt)	73.2	97.5	+24.2 / +33.1%
Zinc LME price (€/t)	€2,538	€3,245	<i>+€707 / +27.9%</i>
Zinc hedging price (€/t)	€2,110	€2,432	+€322 / +15.3%
Zinc blended price <sup>2)</sup> (€/t)	€2,220	€2,596	+€376 / +16.9%

<sup>1)</sup> EAFD throughput, corresponding capacity utilisation, and WOX sold figures in Q3'21 include partial figures contributed by the acquired US operations since acquisition in Aug'21 (c. six weeks of Q3'21) 2) Blended rate between hedged prices and average spot prices, weighted by the respective hedged and non-hedged volumes, reflecting the effective price to Befesa

# 9M 2022/21 – Operational data – **Steel Dust Recycling Services**

	9M 2021 <sup>1)</sup>	9M 2022	yoy change
EAFD throughput (kt)	563.3	897.6	+334.3 / +59.4%
EAFD average capacity utilisation (%)	81.0%	77.2%	-381 bps
Waelz oxide (WOX) sold (kt)	192.6	311.3	+118.7 / +61.6%
Zinc LME price (€/t)	€2,412	€3,422	+€1,010 / +41.9%
Zinc hedging price (€/t)	€2,170	€2,363	+€193 / +8.9%
Zinc blended price <sup>2)</sup> (€/t)	€2,241	€2,647	+€406 / +18.1%

<sup>1)</sup> EAFD throughput, corresponding capacity utilisation, and WOX sold figures in 9M'21 include partial figures contributed by the acquired US operations since acquisition in Aug'21 (c. six weeks of 9M'21) 2) Blended rate between hedged prices and average spot prices, weighted by the respective hedged and non-hedged volumes, reflecting the effective price to Befesa

# Q3 2022/21 – Operational data – Aluminium Salt Slags Recycling Services

	Q3 2021	Q3 2022	yoy change
Salt slags & SPL treated (kt)	107.2	66.9	-40.3 / -37.6% -6.9 <sup>1)</sup> / -9.3% <sup>1)</sup>
Salt slags & SPL avg. capacity utilisation (%)	94.5%	59.0% / 82.9% <sup>1)</sup>	-3,556 bps / -854 bps <sup>1)</sup>
Aluminium alloys produced (kt)	42.9	37.3	-5.6 / -13.1%
Secondary alu avg. capacity utilisation (%)	83.0%	72.2%	-1,085 bps
Aluminium alloy FMB price <sup>2)</sup> (€/t)	€2,012	€2,327	+€315 / +15.7%

<sup>1)</sup> Normalised for Hanover plant shutdown in 2022

<sup>2)</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

# 9M 2022/21 – Operational data – Aluminium Salt Slags Recycling Services

	9M 2021	9M 2022	yoy change
Salt slags & SPL treated (kt)	303.0	239.8	-63.1 / -20.8% +19.4 <sup>1)</sup> / +8.8% <sup>1)</sup>
Salt slags & SPL avg. capacity utilisation (%)	90.0%	71.3% / 100.2% <sup>1)</sup>	-1,876 bps / +809 bps <sup>1)</sup>
Aluminium alloys produced (kt)	142.4	121.9	-20.4 / -14.3%
Secondary alu avg. capacity utilisation (%)	92.8%	79.5%	-1,331 bps
Aluminium alloy FMB price <sup>2)</sup> (€/t)	€1,980	€2,481	+€501 / +25.3%

<sup>1)</sup> Normalised for Hanover plant shutdown in 2022

<sup>2)</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

### Multi-year trend – Operational data

	2017	2018	2019	2020	2021
EAFD throughput (kt)	661.0	717.1	665.8	687.0	885.7
EAFD average capacity utilisation (%)	84.7%	92.0%	80.7% / 90.1%1)	83.2%	83.3% <sup>2)</sup>
Waelz oxide (WOX) sold (kt)	217.8	240.9	217.6	239.2	291.0
Zinc LME price (€/t)	€2,572	€2,468	€2,276	€1,979	€2,544
Zinc hedging price (€/t)	€1,876	€2,051	€2,317	€2,239	€2,151
Zinc blended price <sup>3)</sup> (€/t)	€2,160	€2,168	€2,280	€2,136	€2,275
Salt Slags & SPL treated (kt)	509.9	517.0	492.6	444.6	395.0
Salt Slags & SPL avg. cap. utilisation (%)	96.2%	97.5%	92.9%	83.9% / 86.9%4)	87.8%
Alu alloys produced (kt)	184.1	169.3	176.7	174.3	185.8
Secondary Alu avg. capacity utilisation (%)	89.8%	82.6% / 98.1% <sup>5)</sup>	86.2% / 91.1% <sup>6)</sup>	85.0%	90.6%
Aluminium alloy FMB price <sup>7)</sup> (€/t)	€1,766	€1,715	€1,397	€1,424	€2,112

<sup>1)</sup> Installed capacity and corresponding utilisation rates in 2019 are normalised for the capacity upgrade in Turkey, from 65kt to 110kt (plant was shutdown from end of Jan to mid-Aug 2019)

<sup>2)</sup> Installed capacity and corresponding utilisation rates in 2021 are proportional figures based on the actual number of days the China and the US plants (after acquisition) operated in the year

<sup>3)</sup> Blended rate between hedged prices and average spot prices, weighted by the respective hedged and non-hedged volumes, reflecting the effective price to Befesa

<sup>4)</sup> Installed capacity and corresponding utilisation rates in 2020 are normalised for the UK salt slags plant closure by year-end 2020

<sup>5)</sup> Installed capacity and corresponding utilisation rates in 2018 are normalised for the furnace upgrades in Bilbao (plant was shutdown three months, from 2<sup>nd</sup> week of June to 3<sup>rd</sup> week of September), as well as the Barcelona - phase I (plant was shutdown two months, from 4<sup>th</sup> week of August to 4<sup>th</sup> week of October)

<sup>6)</sup> Installed capacity and corresponding utilisation rates in 2019 are normalised for the furnace upgrade in Barcelona - phase II (plant was shutdown three months, from mid-August to mid-November)

<sup>7)</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

#### Consolidated key financials

Q3 adjusted EBITDA at €45.9m, +8% yoy, mainly driven by yoy US zinc offsetting lower aluminium volumes; higher base metal prices offsetting energy inflation and unfavourable Zinc TC

#### Adjusted EBITDA bridge Q3 2021 to Q3 2022 (€m)



#### Key metrics (€m, unless otherwise stated)

	Q3 2021	yoy change	Q3 2022
Revenue	€190.0	+€95.4 / +50.2%	€285.3
Adjusted EBITDA <sup>1)</sup>	€42.7	+€3.2 / +7.6%	€45.9
Adjusted EBITDA margin %	5 22.5%	-637 bps	16.1%
Net profit	€15.9	+€21.3 / +133.7%	€37.2
EPS <sup>2)</sup> (€)	€0.40	+€0.53 / +133.7%	€0.93
Operating cash flow	€3.7	+€10.7 / +287.8%	€14.4
Cash	€200.7	-€61.5 / -30.7%	€139.1
Net debt	€482.1	+€92.1 / +19.1%	€574.2
Net leverage <sup>3)</sup>	x2.33	+x0.23	×2.56

<sup>1) €46.0</sup>m Q3'22 reported Total EBIT + €19.4m D&A = €65.5m Q3'22 reported Total EBITDA - €19.6m adjustments, mainly driven by Zinc refining acquisition impacts = €45.9m Q3'22 adjusted Total EBITDA

<sup>2)</sup> EPS is based on 39,999,998 shares after the capital increase of 5,933,293 new shares on 16 June 2021 to partly fund the AZR acquisition

<sup>3)</sup> Net leverage calculated on an LTM basis; Bank debt covenant reporting normalised and adjusted for synergies results in lower net leverage

### Steel Dust Recycling Services

Q3 EBITDA at €36.0m, +7% yoy, mainly driven by yoy US zinc, higher zinc market prices offsetting energy inflation and unfavourable TC

Adjusted EBITDA bridge Q3 2021 to Q3 2022 (€m)



Key	y metrics	(€m,	unless	otherwise	stated)	)
-----	-----------	------	--------	-----------	---------	---

	Q3 2021	yoy change	Q3 2022
Revenue	€108.8	+€70.7 / +65.0%	€179.5
Adjusted EBITDA <sup>1)</sup>	€33.5	+€2.5 / +7.4%	€36.0
Adjusted EBITDA margin %	30.8%	-1,076 bps	20.1%
EAFD throughput (kt)	222.6	+45.3 / +20.4%	267.9
Plant utilisation	77.7%	-939 bps	68.3%
Waelz oxide (WOX) sold (kt)	73.2	+24.2 / +33.1%	97.5
Zinc LME price (€/t) Zinc hedging price (€/t) Zinc blended price <sup>2)</sup> (€/t) Treatment charge (TC) (\$/t)	€2,538	+€707 / +27.9%	€3,245
	€2,110	+€322 / +15.3%	€2,432
	€2,220	+€376 / +16.9%	€2,596
	\$159	+\$71 / +44.7%	\$230

<sup>1) £40.8</sup>m Q3'22 reported Steel EBIT + £15.5m D&A = €56.3m Q3'22 reported Steel EBITDA - €20.3m adjustments, mainly driven by Zinc refining acquisition impacts = €36.0m Q3'22 adjusted Steel EBITDA

<sup>2)</sup> Blended rate between hedged prices and average spot prices, weighted by the respective hedged and non-hedged volumes, reflecting the effective price to Befesa

### Aluminium Salt Slags Recycling Services

Q3 EBITDA at €10.6m, +14% yoy; Energy inflation and some volume pressure offset with higher aluminium metal prices

#### EBITDA bridge Q3 2021 to Q3 2022 (€m)



k	Cey metrics	(€m, ι	unless	otherwise	stated)
---	-------------	--------	--------	-----------	---------

	Q3 2021	yoy change	Q3 2022
Revenue <sup>1)</sup>	€82.1	+€23.9 / +29.1%	€106.0
<ul> <li>Salt Slags</li> </ul>	€20.0	<i>+€9.6 / +48.1%</i>	€29.6
Secondary Aluminium	€72.0	+€0.2 / +0.3%	€72.2
EBITDA	€9.2	+€1.3 / +14.4%	€10.6
<ul> <li>Salt Slags</li> </ul>	€4.8	<i>+€2.6 / +54.6%</i>	€7.3
<ul> <li>Secondary Aluminium</li> </ul>	€4.5	<i>-€1.3 / -28.1%</i>	€3.2
EBITDA margin % (Salt Slags)	23.8%	+104 bps	24.8%
Salt Slags & SPL treated (kt)	107.2	-40.3 / -37.6% or -9% <sup>2)</sup>	66.9
Plant utilisation	94.5%	-3,556 bps	59.0% / 83% <sup>2)</sup>
Aluminium alloys produced (kt)	42.9	-5.6 / -13.1%	37.3
Plant utilisation	83.0%	-1,085 bps	72.2%
Alu alloy FMB price <sup>3)</sup> (€/t)	€2,012	<i>+€315 / +15.7%</i>	€2,327

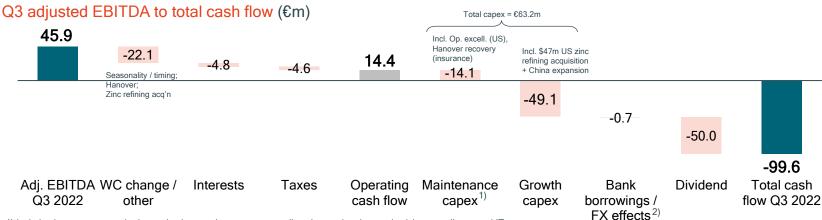
<sup>1)</sup> Total revenue is after intersegment eliminations (Q3'21: €9.9m; Q3'22: -€4.1m)

<sup>2)</sup> Normalising for Hanover plant shutdown in 2022

<sup>3)</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

### Cash flow, net debt & leverage

€139m cash on hand at Q3'22 closing vs. €239m at Q2'22 closing; Balanced cash flow normalised for €50m dividend distributed and \$47m zinc refining acquisition; Net leverage of x2.56 at Q3'22; Targeting lower leverage towards year end



<sup>1)</sup> Includes investments required to maintain or replace assets as well as those related to productivity, compliance and IT

<sup>2)</sup> Mainly includes cash bank inflows/outflows from bank borrowings and other liabilities, as well as the effect of foreign exchange rate changes on cash

	At 30 Sep 2021	YE 2021	change	At 30 Sep 2022
LTM Adj. EBITDA <sup>3)</sup>	€207.2	€217.8	+€6.8 / +3.1%	€224.6
LTM Operating cash flow <sup>4)</sup>	€128.7	€117.9	+€4.4 / +3.7%	€122.3
Gross debt <sup>5)</sup>	€682.8	€694.7	+€18.6 / +2.7%	€713.4
Cash on hand <sup>6)</sup>	€200.7	€224.1	-€85.0 / -37.9%	€139.1
Net debt	€482.1	€470.6	+€103.6 / +22.0%	€574.2
Net leverage	x2.33	x2.16	+x0.40	x2.56

<sup>3)</sup> LTM Adj. EBITDA of €217.8m at YE'21 and €224.6m at Q3'22 closing incorporate full-twelve-rolling months of the US operations.

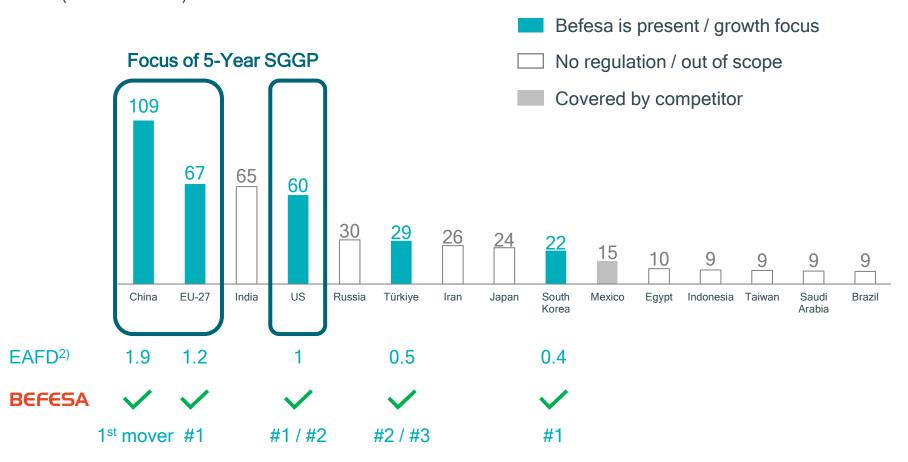
<sup>4)</sup> LTM Operating cash flow of €117.9m at YE'21 and €122.3m at Q3'22 closing include AZR's operating cash flows since closing of the acquisition on 17 Aug 2021

<sup>5)</sup> Gross debt of €694.7m at YE'21 and €713.4m at Q3'22 closing include €100m TLB add-on to partly fund the AZR acquisition, as well as China local loans

### Top-15 EAF steel producing countries

Top-15 EAF steel producing countries represent close to 90% of global EAF output; Befesa present in key & growing markets - Europe, Asia/China and the US

Top-15 EAF steel producing countries<sup>1)</sup>, 2021 (million tonnes)



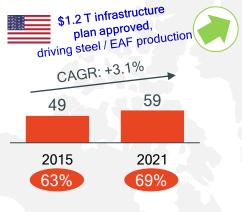
<sup>1)</sup> worldsteel (Jun 2022); 2022 World Steel in Figures;

<sup>2)</sup> Total EAFD addressable market based on the assumed mid-point 17.5kg EAFD generation per tonne of EAF steel output

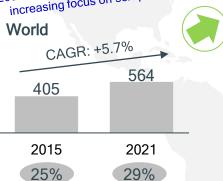
# EAF steel production: Regional overview

EAF steel production, MT % EAF share Outlook Befesa is present

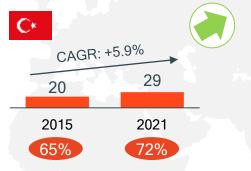
#### Decarbonization driving accelerated growth of EAF

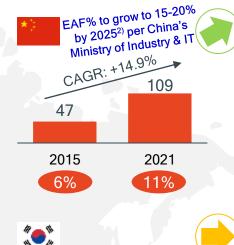


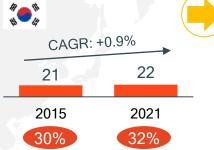
Global EAF share to grow from c.30% in 2021 to c.48% by 2050 supported by policy shifts and increasing focus on scrap use3)



Europe to grow to 50% EAF share1) CAGR: +0.9% 67 64 2015 2021 44%









Source: worldsteel (Jun 2022)

1) Net Zero by 2050 (IEA, May 2021), Green Steel for Europe Consortium (June 2021)

2) S&P Global Commodity Insights (April 2022)

3) Wood Mackenzie (May 2022)