

**BEFESA**

# Business Update

# 2023

Kepler Cheuvreux SMID Mega Trend Days

# 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.

First quarter 2023 figures are unaudited.

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.



# 01 / Business update

# Executive summary



- Revenue increased by 23% to €322m (Q1'22: €261m) driven by the US operations
- Adj. EBITDA at €50.1m, approx. **stable qoq** (Q4'22: €50.7m); **-18% yoy** (Q1'22: €61.1m); lower zinc LME prices, unfavourable 19% higher TC and continued coke inflation
- **Operating cash flow at €13m** (Q1'22: €26m), approx. stable yoy normalised for final Hanover fire insurance proceeds, expected Q2; Cash at €143m provides >€200m liquidity



**2023 guidance of €200m to €230m EBITDA**, -7% to +7% yoy (2022: €215m);  
Proposing **stable dividend of €1.25 per share** for 2023 (2022: €1.25)



**Integrating & ramping up zinc refining operations** acquired on 30 September;  
**Continuing efficiency projects** to improve earnings going forward, refurbishing Palmerton



**Henan plant: Ramping up; Two plants operating** in 2023;  
Working on the **third province, Guangdong**



Reporting on ESG in June 2023

# Q1 business highlights

## Steel Dust

- **EAFD throughput:**  
-19% yoy to 274 kt, -8% qoq, mainly due to Turkey operations impacted by earthquake (restarted in March), and the US
- **Plant utilisation:** 71%
- **Zinc LME prices:** -13% yoy, -1% qoq
- **Adj. EBITDA:** €37m, -32% yoy, stable qoq

## US

- **Integrating & ramping up zinc refining asset** acquired on 30 September
- **Executing efficiency projects,** preparing **Palmerton** plant refurbishment

## Alu Salt Slags

- **Salt slags & SPL volumes:**  
-6% yoy to 82 kt, stable qoq
- **2<sup>nd</sup> aluminium alloys:**  
+3% yoy to 44 kt, +13% qoq
- **Plant utilisation:**  
71% (>90% normalised for Hanover, ramping up)
- **Alu FMB prices:** -12% yoy, -0.5% qoq
- **Adj. EBITDA:** +82% to €14m, +17% qoq

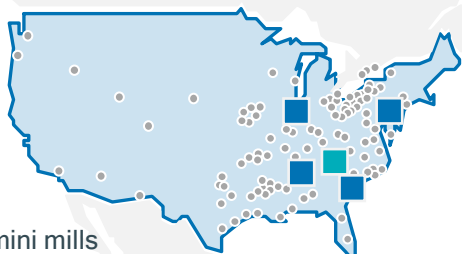
## China

- **Henan:** Ramping up operations
- **Operating Jiangsu & Henan plants in 2023**
- **Working on Guangdong** as third province



# ✓ US Zinc refining asset acquired on 30 Sep 2022; Integration progressing, ramping up operations

## Rutherford County, NC



- EAF mini mills
- Befesa's EAFD recycling sites
- Befesa's zinc refining plant

**x** Special High Grade (SHG) zinc production capacity

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 September 2022 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
- **Largest producer of “green zinc” (SHG)** 100% from recycled materials (WOX) using solvent extraction



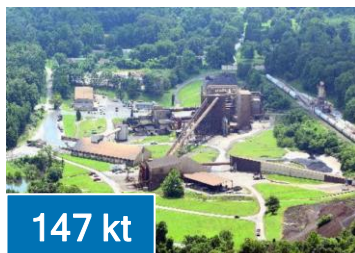
# Refurbishing Palmerton in 2023/24 to drive efficiencies & increase capacity utilisation by 2026

## EAFD recycling sites

### 1 Barnwell, SC



### 2 Rockwood, TN



### 3 Calumet, IL



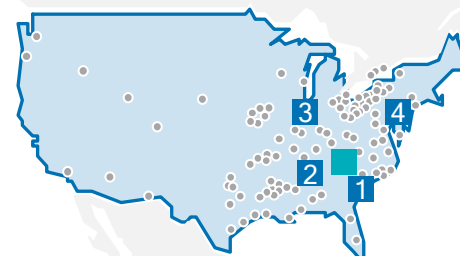
### 4 Palmerton, PA



EAFD annual nameplate recycling capacity

## Palmerton refurbishment status update

- Engineering / design across 6 working areas (packages) in process
- Request For Quote with suppliers started; Completion scheduled for Q2 2023
- Scheduling downtimes across production lines ensuring continuation of customer service



- EAF mini mills
- Befesa's EAFD recycling sites
- Befesa's zinc refining plant



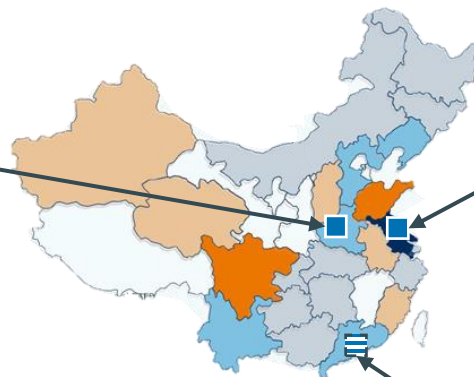


# Operating 2 plants in 2023; Preparing 3<sup>rd</sup> province, Guangdong



## China II, Xuchang (Henan)

- ✓ Commissioning completed Dec 2022
- ✓ Inaugurated on 23 February 2023
- Ramping up operations



## China I, Changzhou (Jiangsu)

- ✓ Ramped up Q1 2022

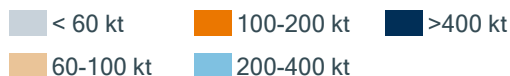


## China III, Yunfu (Guangdong)

- ✓ LOI signed in Q4 2022
- ✓ Signed investment agreement with local authorities on 22 February
- Land lot assigned; Preparation works in progress (levelling lot)
- Preparing basic engineering
- Starting negotiations with local steelmakers

■ Befesa's EAFD recycling sites

EAFD generation - Chinese market





# Outlook 2023

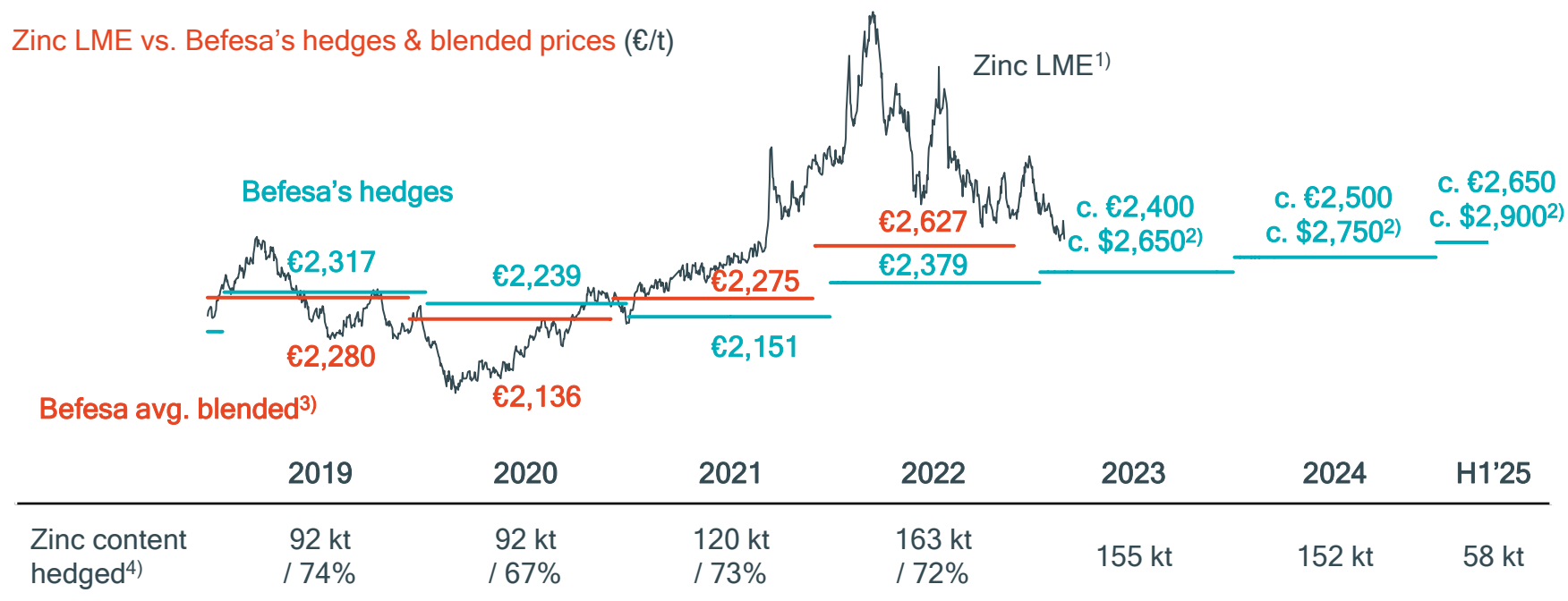
	Lower-end: €200m -€15m / -7% yoy	Upper-end: €230m +€15m / +7% yoy									
EBITDA	<ul style="list-style-type: none"> <li><b>Lower end:</b> Continued c. €50m per quarter run-rate; Coke prices remain high; Zinc prices c. \$2,800-2,900/t rest of the year</li> <li><b>Upper-end:</b> Coke prices reducing to H1'22 levels; China momentum accelerates; Zinc prices strengthen in H2</li> <li>Key EBITDA sensitivities: <table> <tr> <td></td><td>Steel</td><td>Alu Salt Slags</td></tr> <tr> <td>+/- €100/t Zinc LME price</td><td>+/-€8 to 9m</td><td>-</td></tr> <tr> <td>+/- €100/t Aluminium FMB price</td><td>-</td><td>+/-€1.5 to 2m</td></tr> </table> </li> </ul>			Steel	Alu Salt Slags	+/- €100/t Zinc LME price	+/-€8 to 9m	-	+/- €100/t Aluminium FMB price	-	+/-€1.5 to 2m
	Steel	Alu Salt Slags									
+/- €100/t Zinc LME price	+/-€8 to 9m	-									
+/- €100/t Aluminium FMB price	-	+/-€1.5 to 2m									
Capex	<ul style="list-style-type: none"> <li><b>Total capex of c. €85-95m:</b> <ul style="list-style-type: none"> <li>c. €20m growth (US Palmerton refurbishment)</li> <li>c. €65-75m regular maintenance / US operational excellence / IT / Compliance</li> </ul> </li> </ul>										
Dividend	<ul style="list-style-type: none"> <li>Proposing yoy stable dividend distribution of <b>€50m (€1.25 per share)</b></li> </ul>										
Cash flow, cash position & net leverage	<ul style="list-style-type: none"> <li>c. -€40m to -€50m cash flow<sup>1)</sup></li> <li>c. €110-120m cash position</li> <li>Net leverage at around x2.9</li> </ul>	<ul style="list-style-type: none"> <li>c. -€15m to -€25m cash flow<sup>1)</sup></li> <li>c. €135-145m cash position</li> <li>Net leverage at around x2.5</li> </ul>									

1) Total cash flow after capex and dividend payout

# Zinc prices & hedging strategy

Hedge book extended further up to July 2025, c. 2 years; Improving earnings & cash flows visibility

Zinc LME vs. Befesa's hedges & blended prices (€/t)



## BEFESA Hedging strategy unchanged

1-3 years forward

Targeting 60% to 75%  
of zinc equivalent volume

Befesa providing  
no collateral

1) London Metal Exchange (LME) zinc daily cash settlement prices

2) Assumes FX \$/€ of 1.10 for 2023, 2024, and 2025

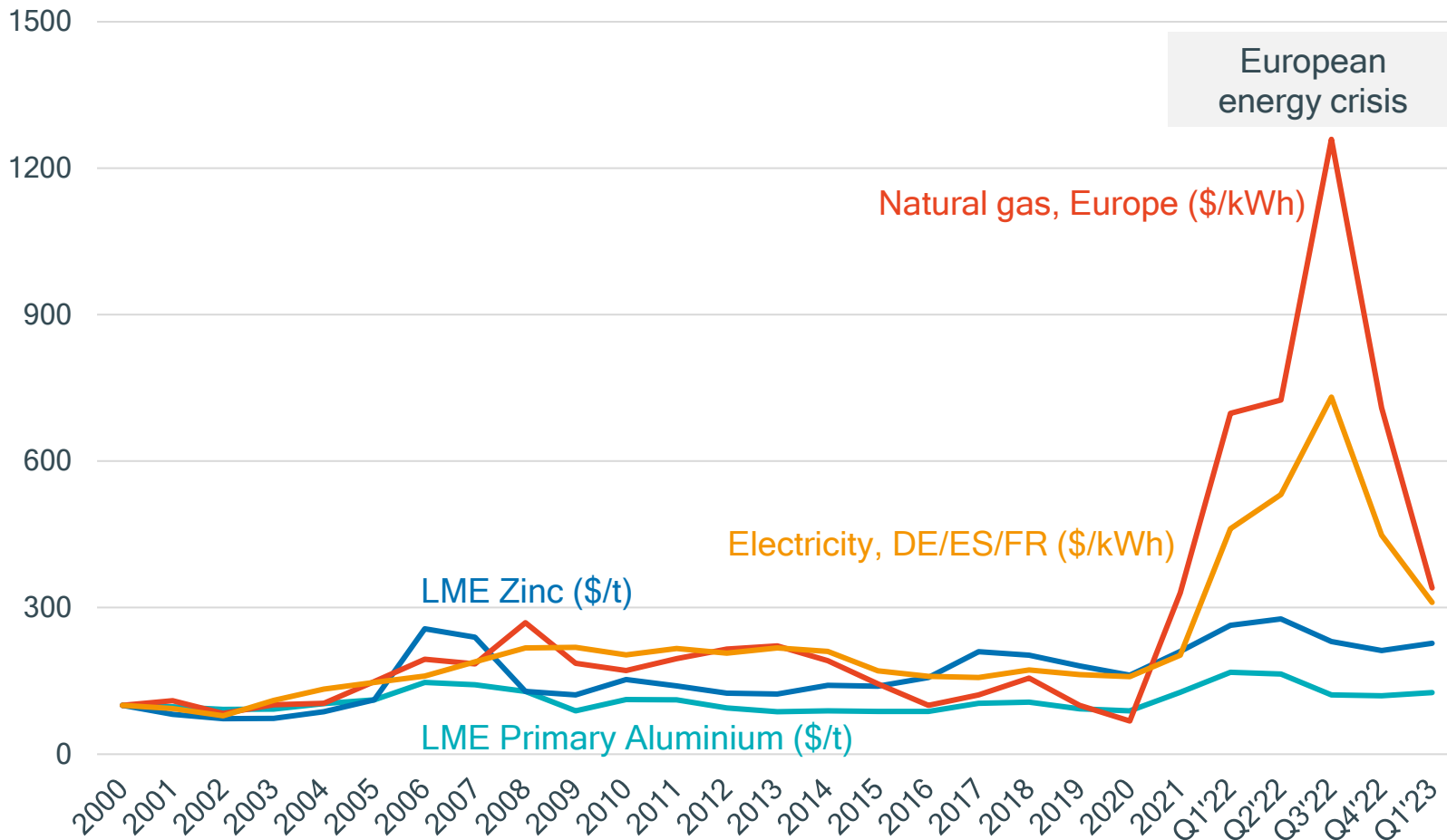
3) Zinc blended prices are averages computed based on the monthly effective LME zinc and hedging prices weighted with the respective hedged and non-hedged volumes

4) As percentage of total zinc payable output

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

Indexed annual price trend<sup>1)</sup>, 2000 to Q1 2023

(Index, 2000 = 100)

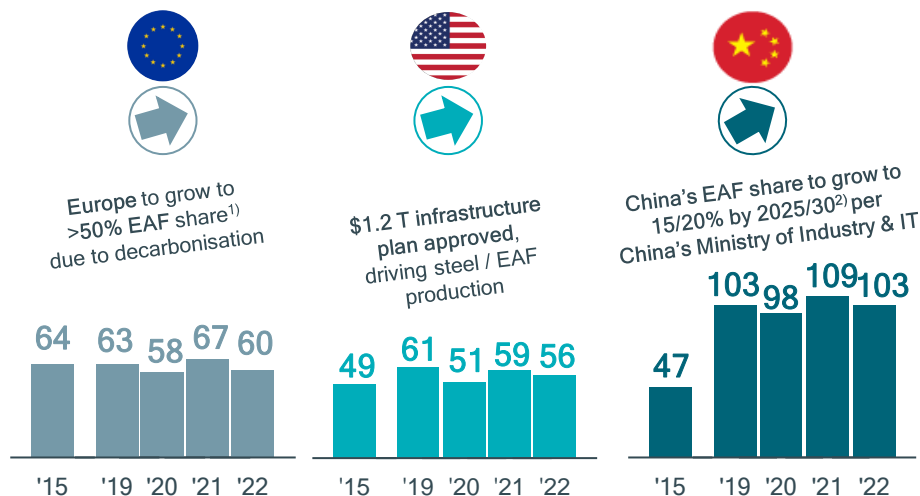


1) Natural gas, LME Aluminium & Zinc historical trend, 2000-2021, are average real prices from World Bank Commodity Price Data (The Pink Sheet); 2000-2021 electricity prices are annual average of Germany, Spain & France for medium consumers (consuming 2,000 - 19,999 MWh per annum) excluding VAT and other 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 quoted on the London Metal Exchange

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

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

## EAF steel production: EU-27, US & China, Mt

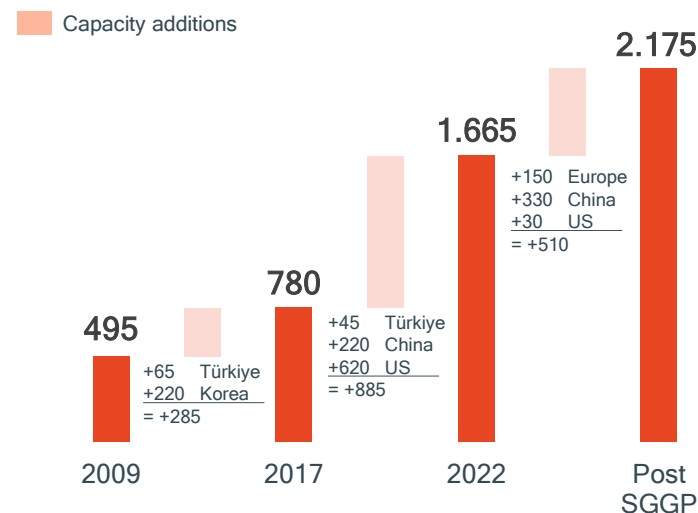


## EAF % of total steel production:



- Primary steel (BOF) consumes 7x more CO<sub>2</sub>/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



Europe	495 / 100%	495 / 63%	495 / 30%	645 / 30%
Turkey / Korea	-	285 / 37%	330 / 20%	330 / 15%
China	-	-	220 / 13%	550 / 25%
US	-	-	620 / 37%	650 / 30%

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

Sources: Worldsteel; Company data; IEA; S&P Global Commodity Insights

1) Net Zero by 2050 (IEA, May 2021), Green Steel for Europe Consortium (June 2021). 2) S&P Global Commodity Insights (April 2022). 3) Bank of America Research (November 2022)

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

**EBITDA**  
(€m)

**+5% CAGR**

€160m growth capex + €380m AZR (Ex Zinc Refining)

€172

€215

Committed & delivered since IPO:

- ✓ Growth: Global #1 in Steel Dust  
 +  + 
- ✓ Dividend: > 50% net profit payout
- ✓ Conservative financial management: hedging, leverage, liquidity
- ✓ Circular economy & ESG leader

2017 IPO

2022

PF Post SGGP














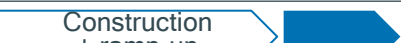



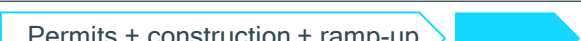


Megatrends driving growth:  
Decarbonisation &  
Electric Vehicles (EV)

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

€410-450m total capex requirement over the next five years

● Steel Dust ● Alu Salt Slags

		SGGP growth projects	Timing		Capex €m	EBITDA run-rate €m	Pay-back <sup>1)</sup>	IRR <sup>2)</sup>
			2022	2027e				
✓		1 Zinc refining			€110-120	€35-45	3-4	>30%
		2 Cap. utilisation						
		3 EAFD plant			€105-115	€30-35	3-4	>30%
		4 WOX washing						
		5 China III ✓ LOI & investment agreement signed			€115-125	€30-35	4-5	>20%
		5 China IV						
		5 China V						
		6 2 <sup>nd</sup> Alu expansion			€80-90	€15-20	5	>15%
		7 Salt Slags plant						
					€410-450	€110-135	3-4	>20%

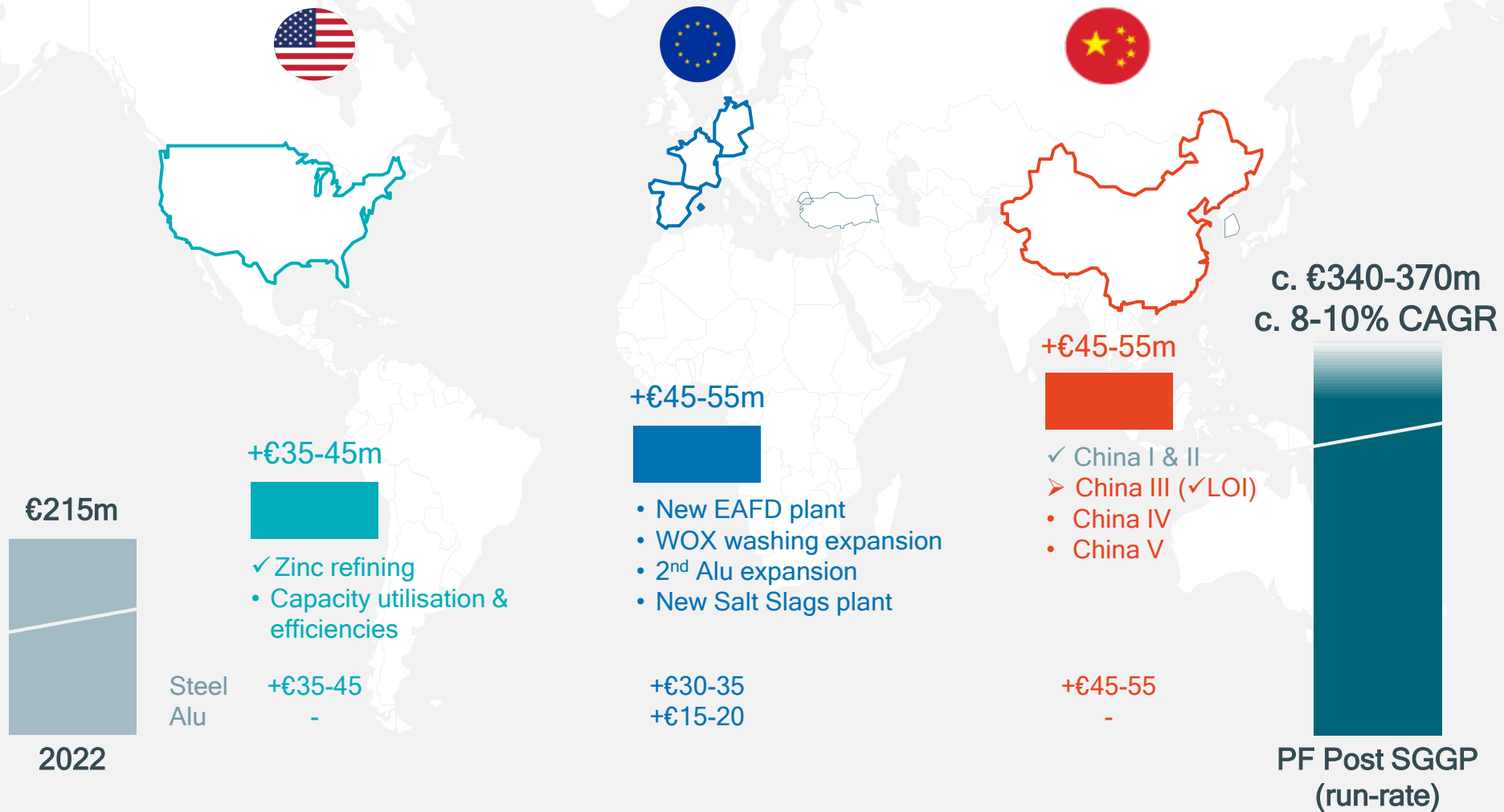
Note: €360-400m post c. €50m invested  
in US zinc refining acquisition

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

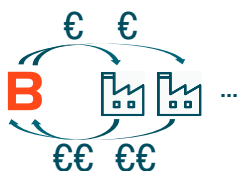
2) IRR estimated based on incremental EBITDA less WC & taxes to Operating cash flow contribution vs. growth & maintenance capex, discounted at an 8% WACC



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

## Transparency / reporting

Detailed ESG Report



## External ratings



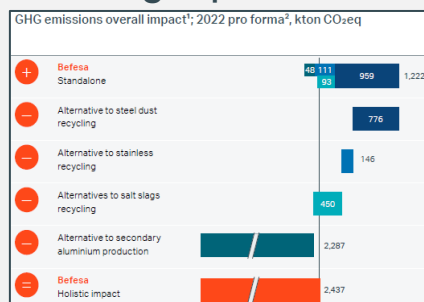
## Health & safety

Lost Time Injury Rate (LTIR)<sup>1)</sup> improved by 90% since 2015



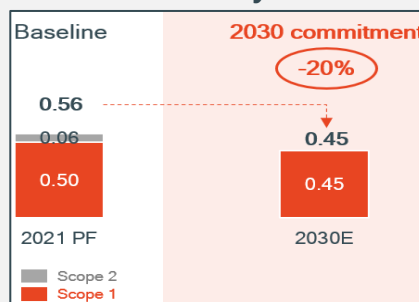
## CO<sub>2</sub> holistic approach

Saving >2mt CO<sub>2</sub><sub>eq</sub> vs. virgin production



## CO<sub>2</sub> intensity targets

-20% by 2030  
Net zero by 2050



## Sustainability Committee



## EU Taxonomy



<sup>1)</sup> Befesa's own employees and contractors



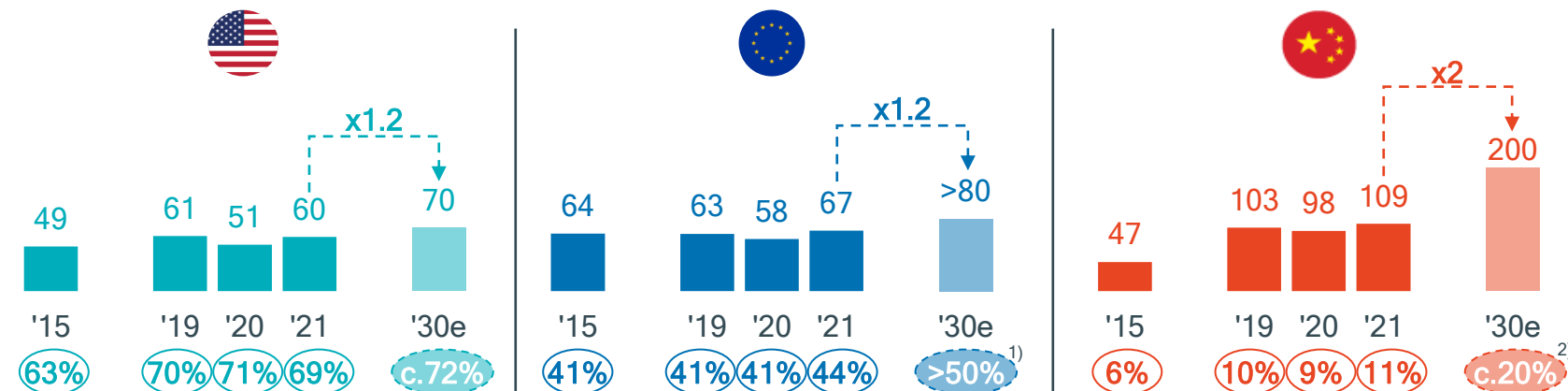
02 /

Sustainable Global Growth  
Plan (SGGP), 2022-2027

# Megatrends and Befesa's approach by market

## EEF steel production

(million tonnes, EAF % share of total steel production)



Primary steel (BOF) consumes 7x more CO<sub>2</sub>/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>

- Approved \$1.2 T infrastructure plan requires more steel output, from '24/25 onwards; Plus, **new announced EAF capacity** driving EAF share >70%
- Shortage of zinc smelting

### Befesa approach:

- c.40-50% market share in EAFD; Improving asset efficiency ahead of higher volume 2024/25 onwards → Load assets & maintain share

- Replacing BOF with EAF essential for steelmakers to achieve CO<sub>2</sub> targets; EAF share growing to >50%
- EV transition drives alu demand up & OEMs with preference for recycled alu

### Befesa approach:

- c.40-50% market share in EAFD & Alu Salt Slags, and high-cap. utilisation; → Invest in new cap. & maintain share

- Government's masterplan demands doubling EAF share to c.20% by 2030<sup>2)</sup>
- Regulation launched 2016/17; Befesa is 1<sup>st</sup> mover and market leader in largest & new EAFD market

### Befesa approach:

- Continue capacity expansion step by step, monitor recovery from COVID; Planning for 15-20% market share

Sources: Worldsteel; Company data; IEA; S&P Global Commodity Insights

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

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

3) Bank of America Research (November 2022)





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

c.\$10-11 Bn capex equal to c.13-14 Mt EAF announced; Plus, \$1.2 T infrastructure plan 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)



**BEFESA**

■ EAFD recycling sites in the US

■ Zinc refining plant

Steel-maker	Location	Capex, \$Bn	New EAF cap., Mt	Start up
 <b>ARCEROLMITTAL</b> 50/50 JV	① Calvert, Alabama	\$0.8	1.5	H1'23
	② Mason County, Virginia	\$2.7	2.7	2024
 <b>NUCOR</b>	③ Kingman, Arizona	\$0.1	0.5	2024
	④ Crawfordsville, Indiana	\$0.3	0.5	YE'24
	⑤ Lexington, NC	\$0.4	0.4	c.2024
 <b>USS</b>	⑥ Osceola, Arkansas	\$3.0	2.7	2024
 <b>ALGOMA STEEL INC.</b>	⑦ Ontario, Canada	\$0.6	0.6	2024
 <b>PACIFIC STEEL &amp; RECYCLING</b>	⑧ Mojave, California	\$0.4	0.3	2025
 <b>CMC Commercial Metals</b>	⑨ Berkeley County, West Virginia	\$0.5	0.5	YE'25
 <b>ARCEROLMITTAL</b>	⑩ Hamilton, Ontario, Canada	\$1.3	4.0	2028
		<b>\$10-11 Bn</b>	<b>13-14 Mt</b>	



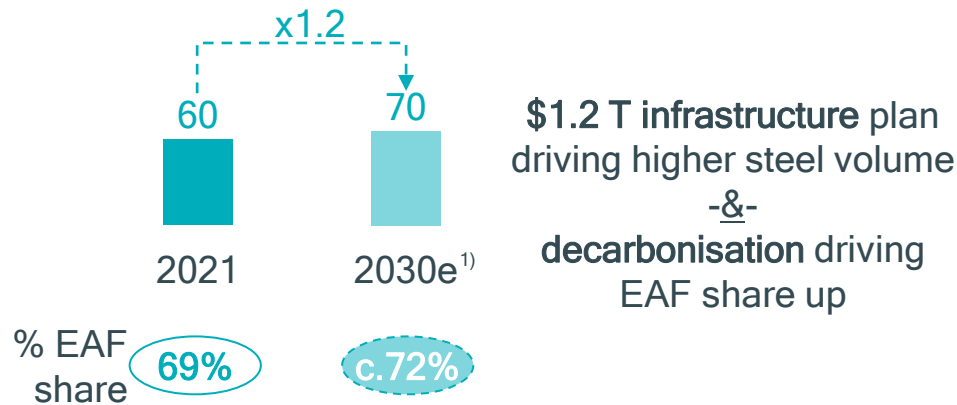


# SGGP – Steel Dust – US

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

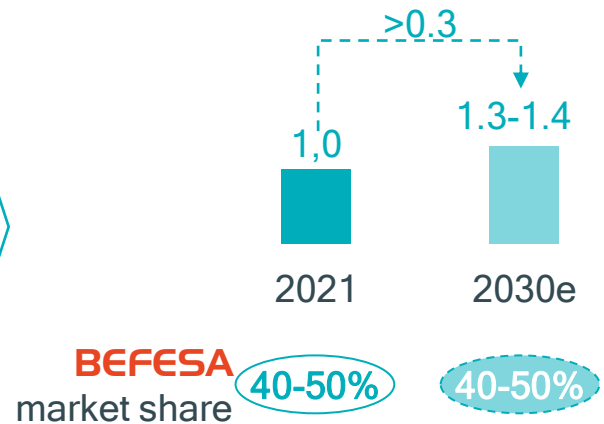
## EAF steel production

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



## EAFD generation

(million tonnes)



## Befesa's expansion projects

- ✓ 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

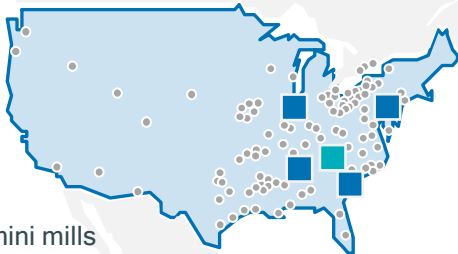
c. €110-120m total investment; c. €35-45m total incremental EBITDA p.a.; Low-risk & high-return projects

<sup>1)</sup> Macquarie (June 2022)



# ✓ US Zinc refining asset acquired on 30 Sep 2022

## Rutherford County, NC



- EAF mini mills
- Befesa's EAFD recycling sites
- Befesa's zinc refining plant

**x** Special High Grade (SHG) zinc production capacity

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 September 2022 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
- **Largest producer of “green zinc” (SHG)** 100% from recycled materials (WOX) using solvent extraction



# Refurbishing Palmerton in 2023/24 to drive efficiencies & increase capacity utilisation by 2026

## EAFD recycling sites

### 1 Barnwell, SC



### 2 Rockwood, TN



### 3 Calumet, IL



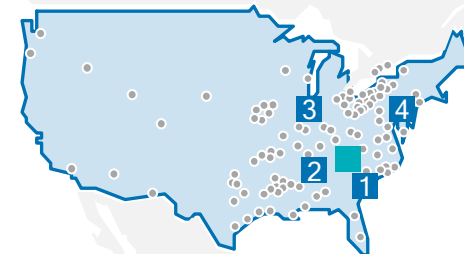
### 4 Palmerton, PA



EAFD annual nameplate recycling capacity

## Palmerton refurbishment status update

- Engineering / design across 6 working areas (packages) in process
- Request For Quote with suppliers started; Completion scheduled for Q2 2023
- Scheduling downtimes across production lines ensuring continuation of customer service



- EAF mini mills
- Befesa's EAFD recycling sites
- Befesa's zinc refining plant

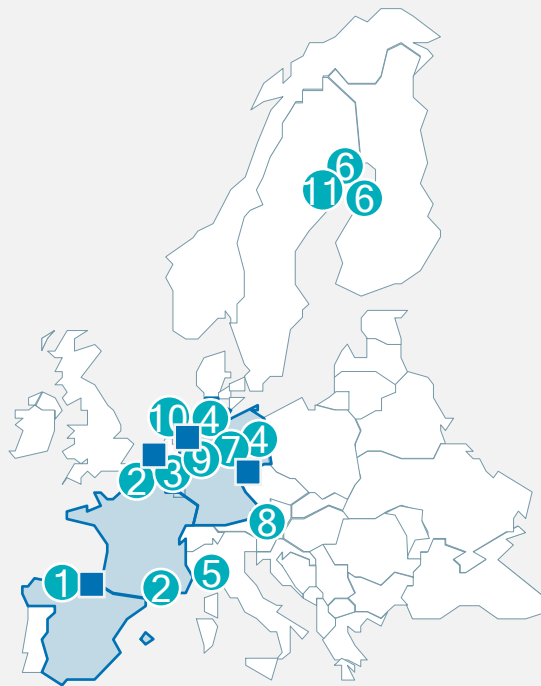


# Accelerating decarbonisation investments in EU will support EAF share growing to >50% by 2030

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)



**BEFESA**

■ EAFD recycling sites in Europe

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
	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
<b>SSAB</b>	⑥ Luleå, Sweden; Raahé, Finland	€4.2	5.0	2030
	⑦ Peine, Niedersachsen, Germany	€1.1	1.9	'25-30
<b>voestalpine</b>	⑧ Linz & Donawitz, Austria	€1.0	2.5	H1'27
	⑨ Duisburg, Germany	€2.0	2.5	'25-29
<b>TATA STEEL</b>	⑩ IJmuiden, The Netherlands	TBD	TBD	2025
<b>H2green steel</b>	⑪ Boden-Luleå, Sweden	TBD	5.5	'24-26
		€14-15 Bn 20-21 Mt		



c.350 kt EAFD

Sources: ArcelorMittal Annual Report 2021; S&P Global (Jan 2022); Salzgitter Roadshow Presentation (March 2022); voestalpine's Consolidated Financial Statements 2021/22



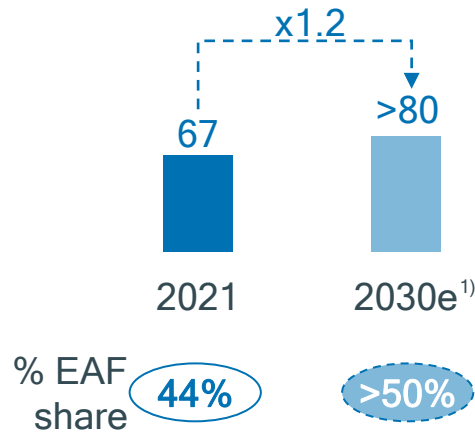
# SGGP – Steel Dust – Europe

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

## EAF steel production

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

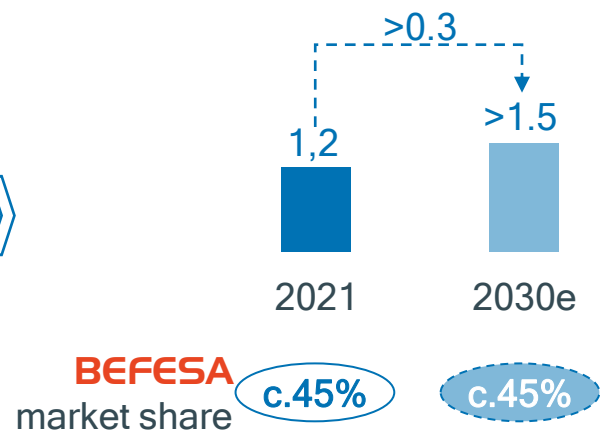


Large scale decarbonisation investments supporting EAF % growth to >50%<sup>2)</sup>



## EAFD generation

(million tonnes)



## 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

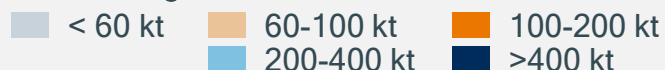
(million tonnes of new  
EAF steel production capacity)



**BEFESA**

■ EAFD recycling sites in China

### EAFD generation



# 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)		

Sources: Internal analysis

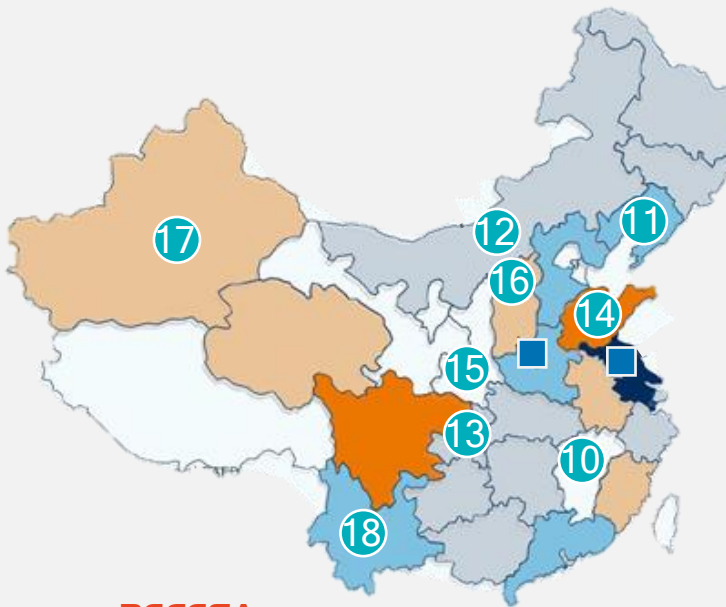


# Largest producer of steel, rapidly transitioning from BOF to EAF; a strong growth opportunity

>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

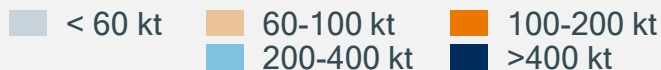
(million tonnes of new  
EAF steel production capacity)



**BEFESA**

■ EAFD recycling sites in China

### EAFD generation



# EAF projects	Chinese province		New EAF steel production capacity, Mt
2	10	Jiangxi	1.5
1	11	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	17	Xinjiang	1.0
1	18	Yunnan	2.0

Total # new EAF projects in China: 43

>60 Mt EAF steel  
production capacity



c.1 Mt EAFD

Sources: Internal analysis

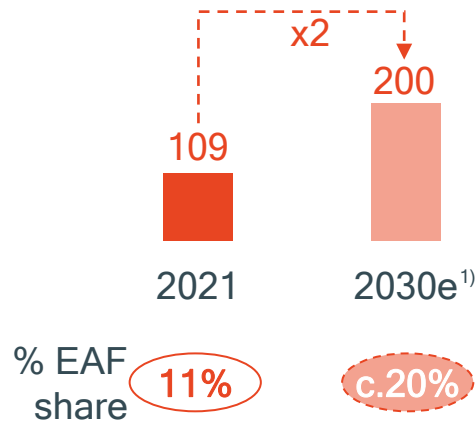


# SGGP – Steel Dust – China

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%

## EAF steel production

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



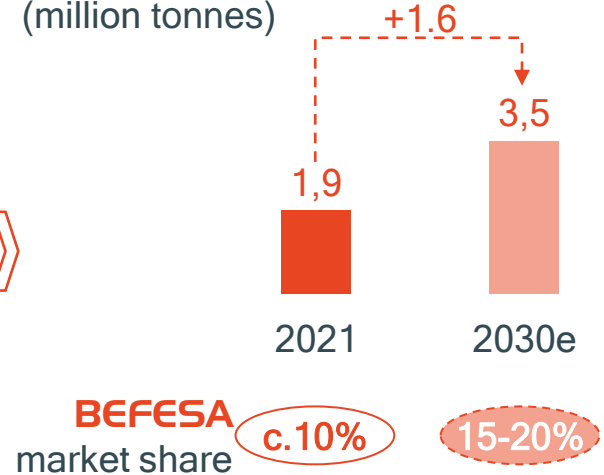
Ministry targets EAF share of 15% by 2025 / 20% by 2030<sup>1)</sup>

-&-

60 Mt of targeted 90 Mt EAF steel already announced

## EAFD generation

(million tonnes)



## Befesa's expansion projects

- Monitoring recovery from COVID 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

<sup>1)</sup> S&P Global Commodity Insights (Aug 2022); Macquarie (June 2022)

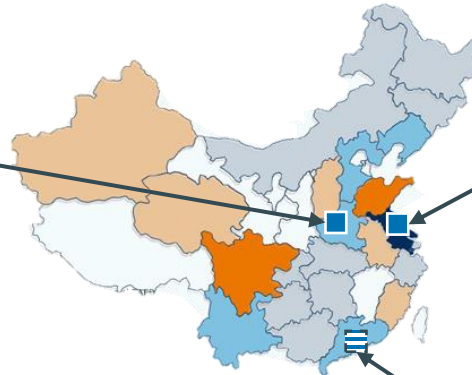


# Operating 2 plants in 2023; Preparing 3<sup>rd</sup> province, Guangdong



## China II, Xuchang (Henan)

- ✓ Commissioning completed Dec 2022
- ✓ Inaugurated on 23 February 2023
- Ramping up operations



## China I, Changzhou (Jiangsu)

- ✓ Ramped up Q1 2022

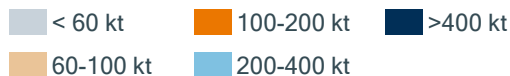


## China III, Yunfu (Guangdong)

- ✓ LOI signed in Q4 2022
- ✓ Signed investment agreement with local authorities on 22 February
- Land lot assigned; Preparation works in progress (levelling lot)
- Preparing basic engineering
- Starting negotiations with local steelmakers

■ Befesa's EAFD recycling sites

EAFD generation - Chinese market

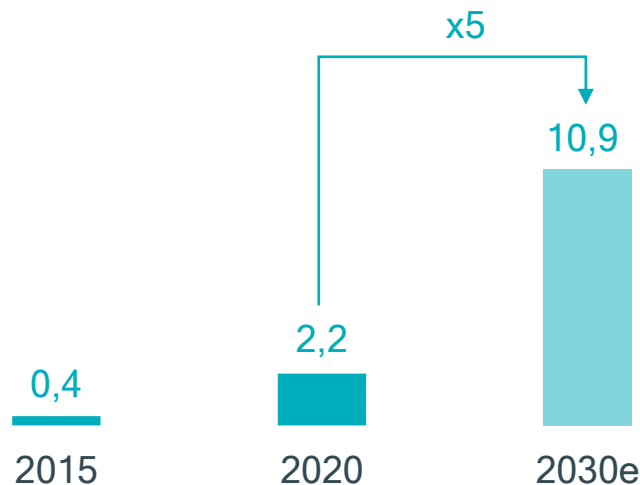




# Decarbonisation trend drives transition to Electric Vehicles (EV)

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

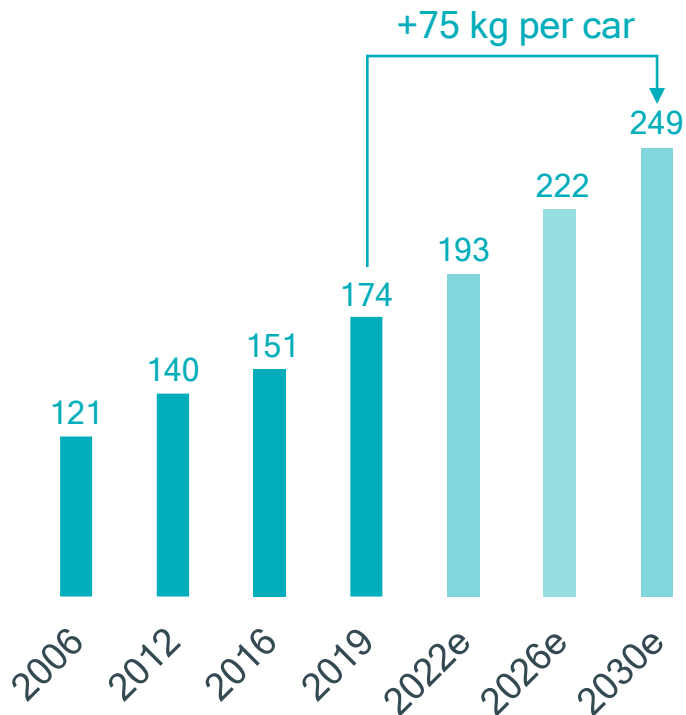
1) CRU (Jan 2022)

2) eccee.org (June 2022)



# 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

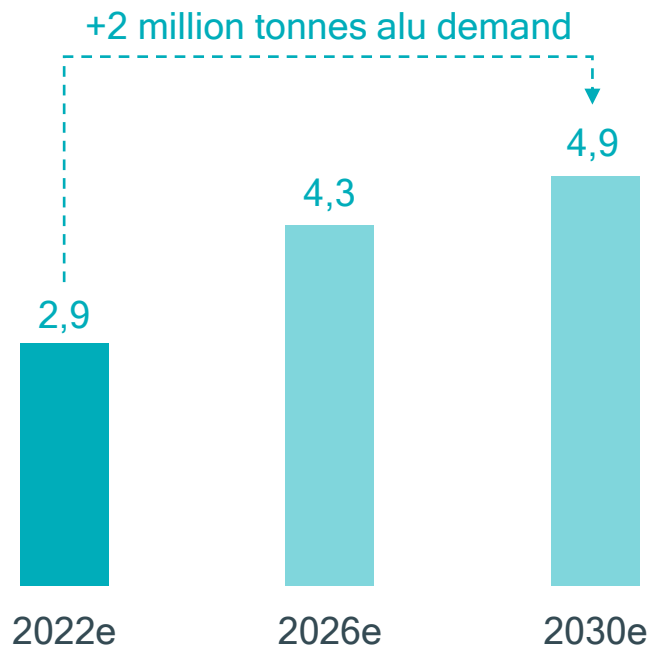
<sup>1)</sup> Ducker (Oct 2022)





# ... 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

1) Aluminium demand from passenger cars and light commercial vehicles; Ducker (Oct 2022)



# 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



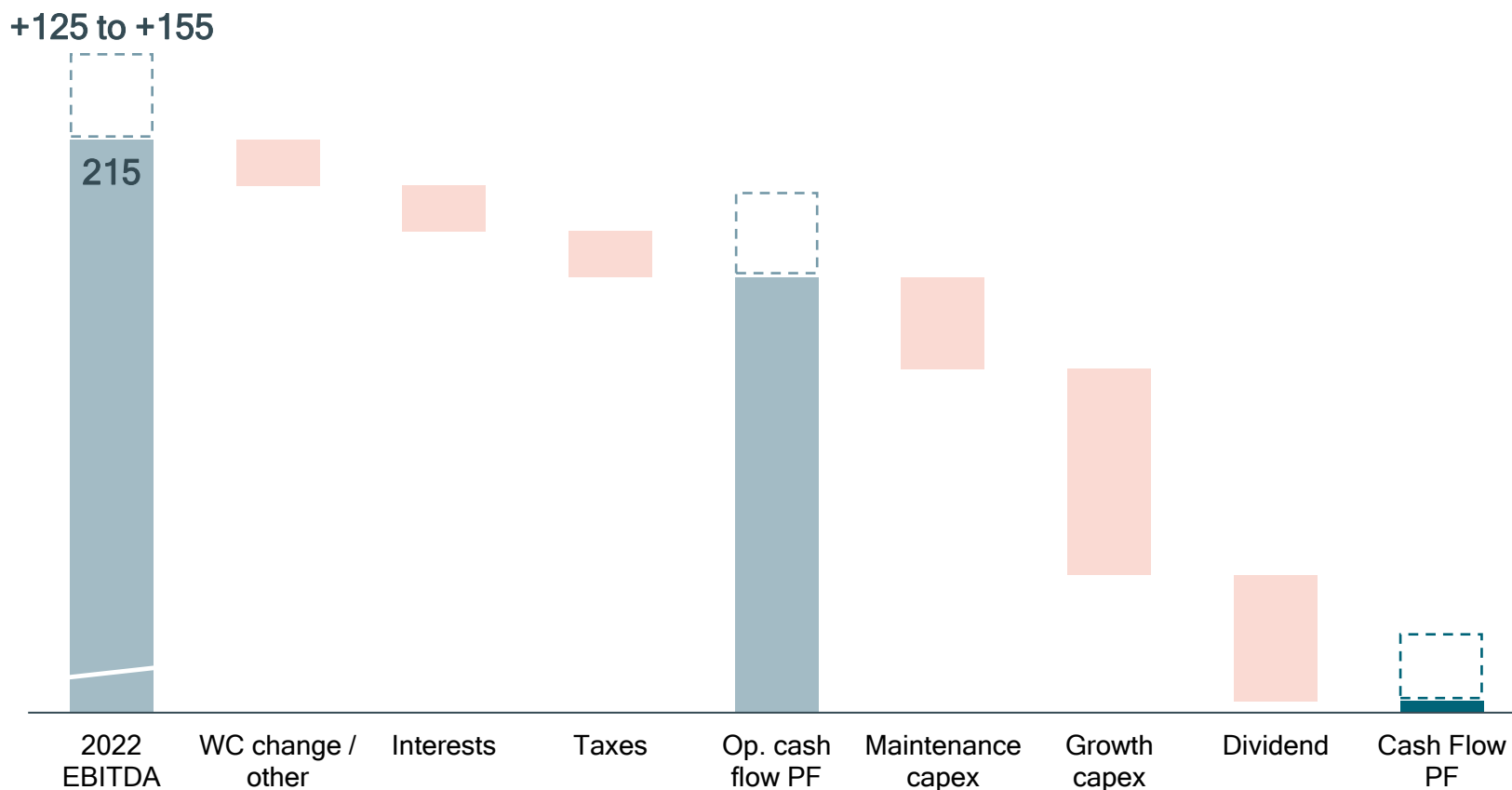
## Befesa's expansion projects

- 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

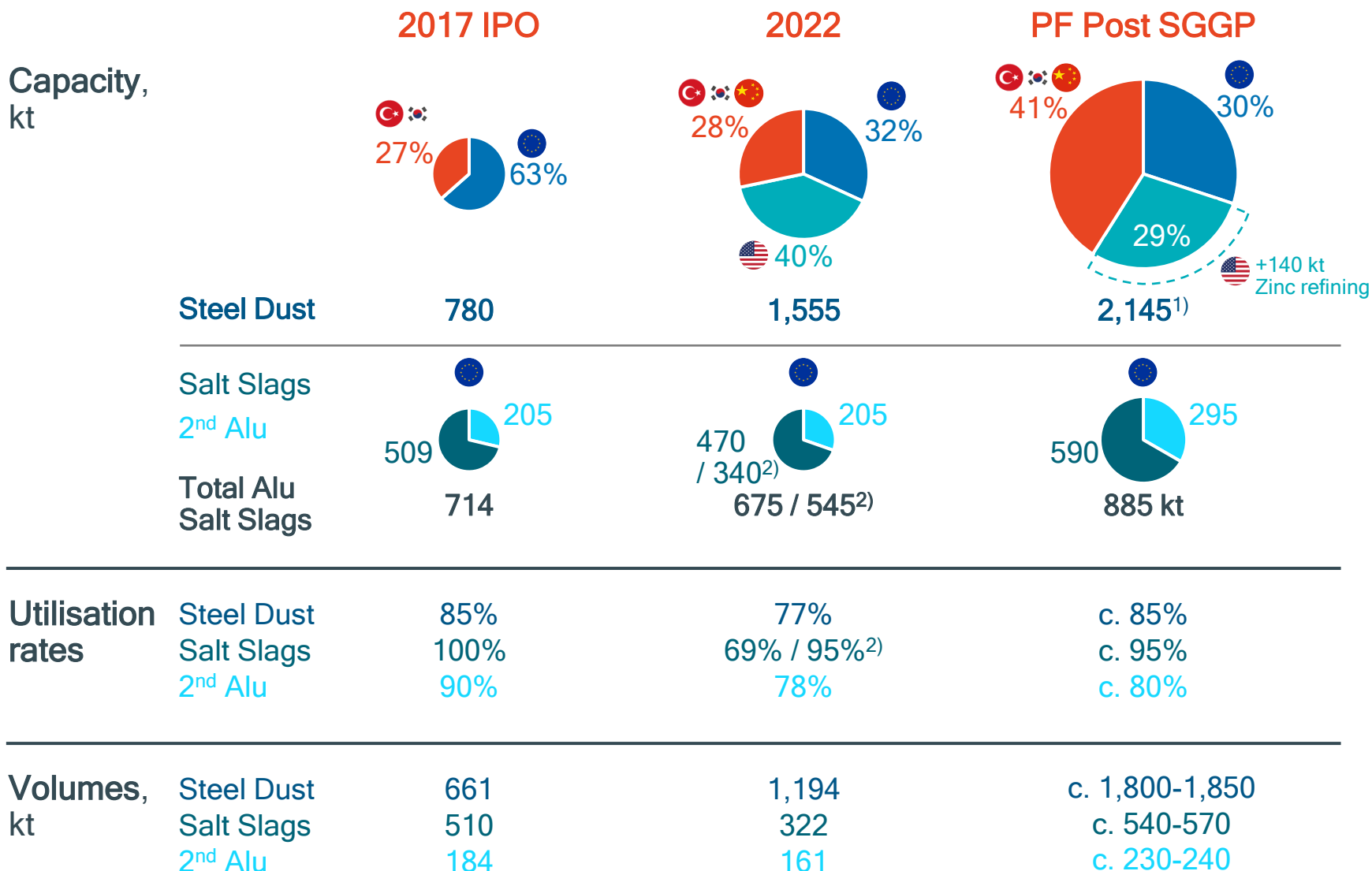
**c.€80-90m total investment; +€15-20m total incremental EBITDA p.a.; Low-risk & medium-return projects**

# Befesa can self-fund SGGP while keeping leverage c. x2.5 -&- distributing dividends

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



# Diversifying Befesa's global footprint ...



1) 2,145 kt Steel Dust capacity excludes 140 kt from Zinc Refining; 2) Normalised for 130 kt Hanover installed capacity due to plant shutdown in 2022

# ... core-business focus drives portfolio growth

2017 IPO

2022

PF Post SGGP

Revenue,  
€m

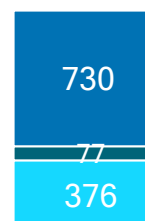
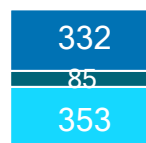
Total<sup>1)</sup>

€725

€1,136

c. €1,650-1,800

■ Steel Dust  
incl. Zinc refining  
■ Salt Slags  
■ 2<sup>nd</sup> Alu



EBITDA,  
€m

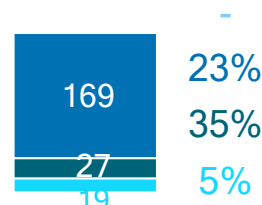
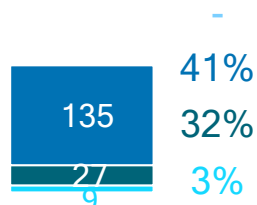
Total<sup>1)</sup>

€172 % margin 24%

€215 % margin 19%

c. €340-370 % margin 19-23%

■ Steel Dust  
incl. Zinc refining  
■ Salt Slags  
■ 2<sup>nd</sup> Alu



1) Total revenue after intersegment adjustments; Total adjusted EBITDA



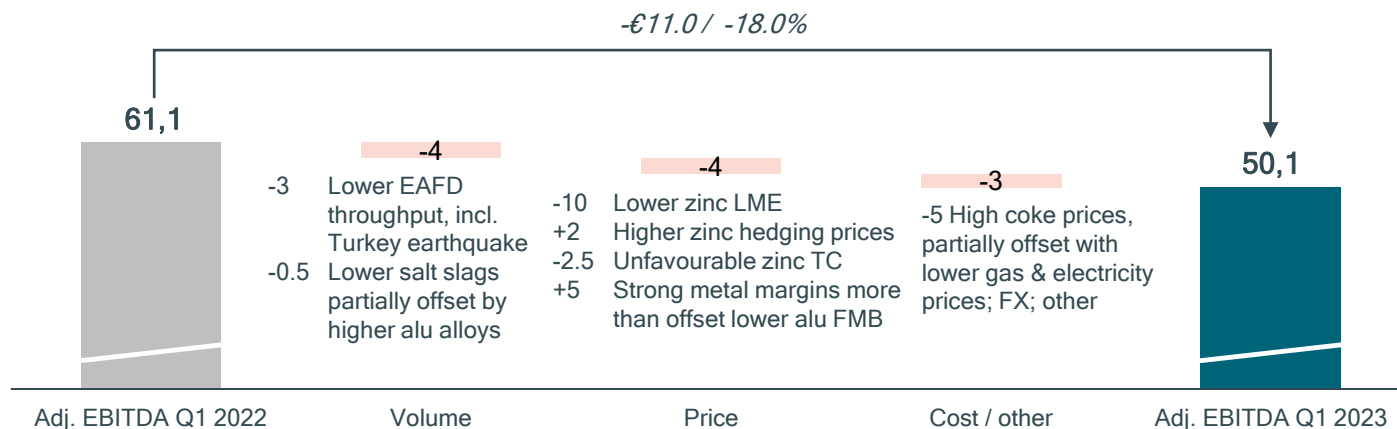
# 03 / Q1 2023 results



# Consolidated key financials

Q1 adjusted EBITDA at €50.1m, approx. stable qoq with Q4'22 at €50.7m; -18% yoy, mainly due to lower zinc prices incl. unfavourable TC partially offset with stronger aluminium margins, and lower volumes incl. Turkey earthquake

## Adjusted EBITDA bridge Q1 2022 to Q1 2023 (€m)



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

	Q1 2022	yoy change	Q1 2023
Revenue	€261.4	+€60.6 / +23.2%	€322.0
Adjusted EBITDA <sup>1)</sup>	€61.1	-€11.0 / -18.0%	€50.1
Adjusted EBITDA margin %	23.4%	-781 bps	15.6%
Net profit	€27.0	-€11.8 / -43.8%	€15.2
EPS (€)	€0.67	-€0.30 / -43.8%	€0.38
Operating cash flow	€25.7	-€12.7 / -49.6%	€13.0
Cash	€237.1	-€94.1 / -39.7%	€143.0
Net debt	€473.5	+€98.2 / +20.7%	€571.6
Net leverage <sup>2)</sup>	x2.26	+x0.55	x2.81

1) Q1 2023: €29.1m reported Total EBIT + €20.2m D&A = €49.3m reported Total EBITDA + €0.8m adjustments, mainly driven by US acquisition impacts = €50.1m adjusted Total EBITDA

Q1 2022: €42.9m reported Total EBIT + €17.0m D&A = €59.9m reported Total EBITDA + €1.1m adjustments, mainly driven by US acquisition impacts = €61.1m adjusted Total EBITDA

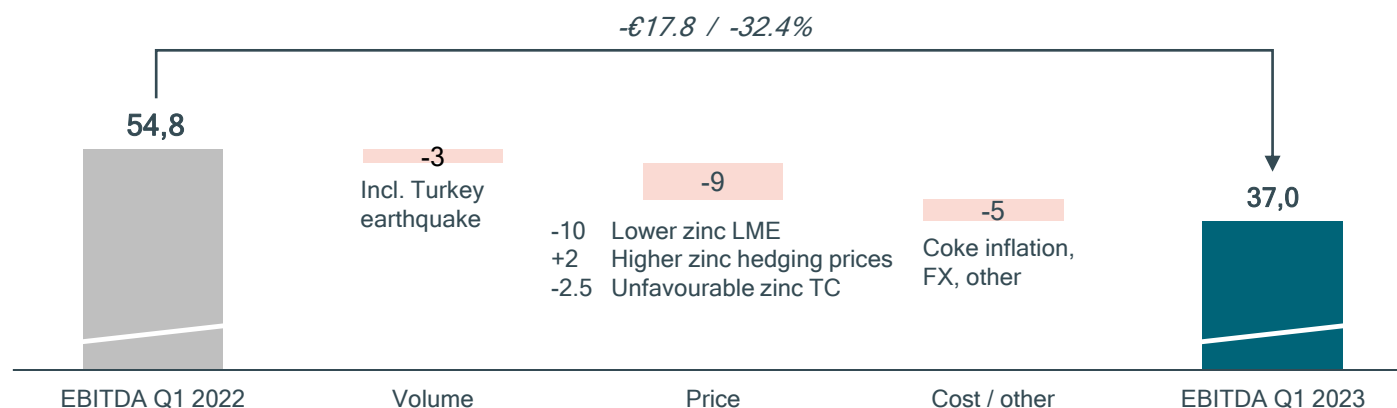
2) Net leverage calculated as Net debt over Adjusted EBITDA.



# Steel Dust Recycling Services

Q1 EBITDA at €37.0m, approx. stable qoq with Q4'22 at €37.6m; -32% yoy, mainly due to lower zinc prices incl. unfavourable TC at \$274/t (+19% yoy), continued record high coke prices (+6% qoq, +41% yoy) and lower EAFD volumes

## EBITDA bridge Q1 2022 to Q1 2023 (€m)



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

	Q1 2022	yoy change	Q1 2023
Revenue	€155.9	+€60.3 / +38.7%	€216.3
EBITDA	€54.8	-€17.8 / -32.4%	€37.0
EBITDA margin %	35.1%	-1,802 bps	17.1%
EAFD throughput (kt)	337.4	-63.5 / -18.8%	273.8
Plant utilisation	88.0%	-1,657 bps	71.4% / 74.9% <sup>1)</sup>
Waelz oxide (WOX) sold (kt)	103.7	-3.9 / -3.8%	99.8
Zinc LME price (€/t)	€3,337	-€421 / -12.6%	€2,916
Zinc hedging price (€/t)	€2,287	+€61 / +2.7%	€2,348
Zinc blended price <sup>2)</sup> (€/t)	€2,533	+€99 / +3.9%	€2,633
Treatment charge (TC) (\$/t)	\$230	+\$44 / +19.1%	\$274

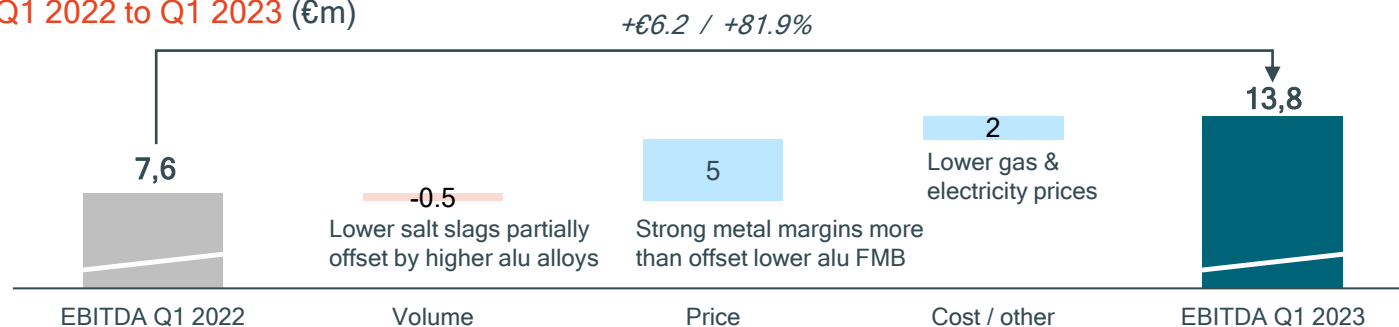
1) Normalised for Turkey, stopped in January and February 2023 due to impacts from earthquake

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

Q1 EBITDA at €13.8m, up €2m qoq from Q4'22 at €11.8m; up €6m or 82% yoy; mainly due to strong aluminium metal margins and lower gas and electricity prices

## EBITDA bridge Q1 2022 to Q1 2023 (€m)



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

	Q1 2022	yoy change	Q1 2023
Revenue <sup>1)</sup>	€106.1	flat	€106.0
• Salt Slags	€19.2	+€1.6 / +8.6%	€20.8
• Secondary Aluminium	€97.9	-€2.1 / -2.1%	€95.9
EBITDA	€7.6	+€6.2 / +81.9%	€13.8
• Salt Slags	€6.4	+€0.2 / +2.7%	€6.6
• Secondary Aluminium	€1.2	+€6.0 / favourable	€7.2
EBITDA margin % (Salt Slags)	33.4%	-180 bps	31.6%
Salt Slags & SPL treated (kt)	87.5	-5.2 / -5.9%	82.3
Plant utilisation	75.5% / 100% <sup>2)</sup>	-445 bps	71.0% / 98% <sup>2)</sup>
Aluminium alloys produced (kt)	42.2	+1.4 / +3.4%	43.7
Plant utilisation	83.6%	+284 bps	86.4%
Alu alloy FMB price <sup>3)</sup> (€/t)	€2,627	-€326 / -12.4%	€2,301

1) Total revenue is after intersegment eliminations (Q1 2022: €11.1m; Q1 2023: €10.6m)

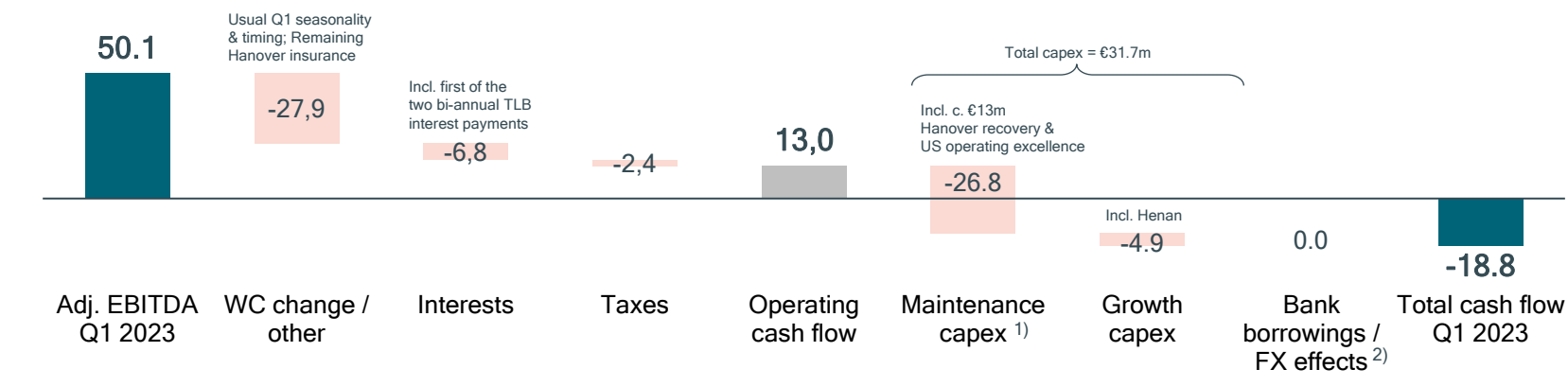
2) Normalising for Hanover plant shutdown

3) 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

Cash on hand at €143m providing >€200m liquidity; Net leverage of x2.81

## Adjusted EBITDA to total cash flow (€m)



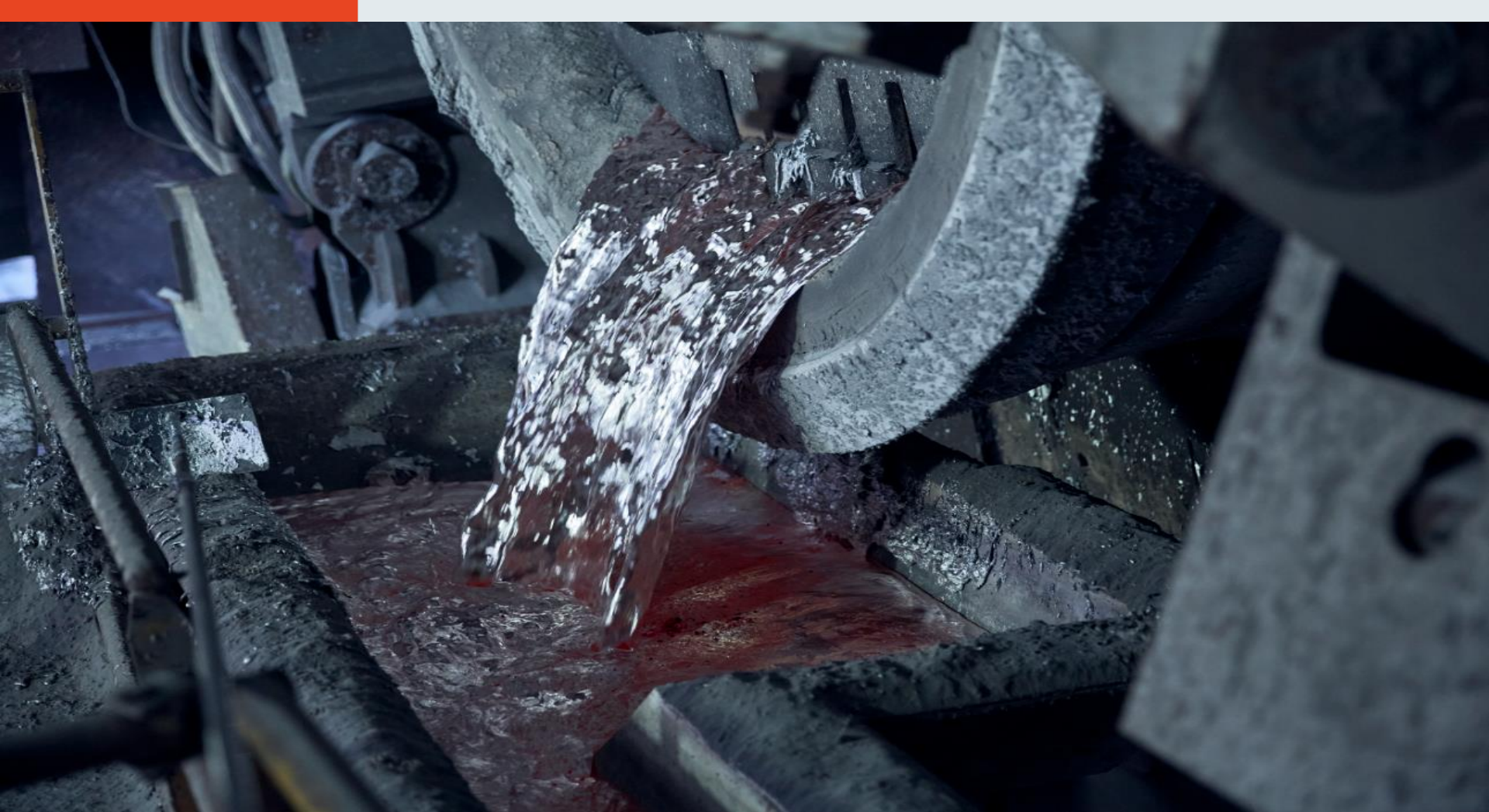
	At 31 March 2022	2022	change	At 31 March 2023
Adjusted EBITDA <sup>3)</sup>	€209.8	€214.6	-€11.0 / -5.1%	€203.6
Operating cash flow <sup>3)</sup>	€117.1	€137.3	-€12.7 / -9.3%	€124.6
Gross debt	€710.6	€710.8	+€3.9 / +0.5%	€714.7
Cash on hand	€237.1	€161.8	-€18.8 / -11.6%	€143.0
Net debt	€473.5	€549.0	+€22.7 / +4.1%	€571.6
Net leverage <sup>4)</sup>	x2.26	x2.56	+x0.25	x2.81

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

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

3) LTM figures

4) Net leverage calculated as Net debt over Adjusted EBITDA.



# 04 / Befesa overview

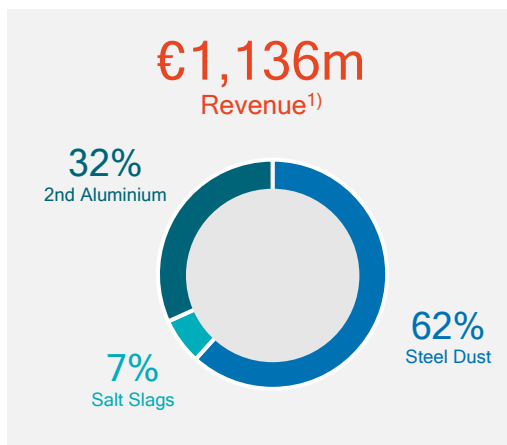
# Befesa at a glance

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

2022

Steel Dust Recycling

Aluminium Salt Slags Recycling

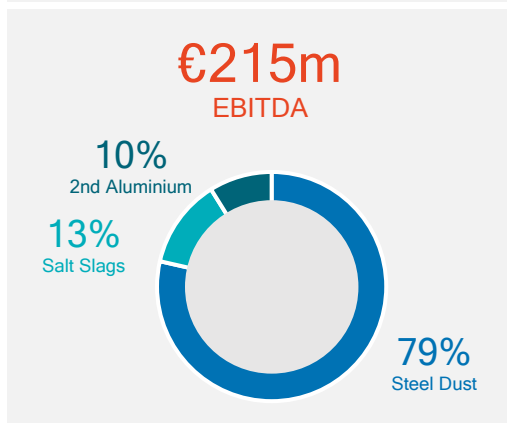


**#1**  
Position Global  
(c. 40-50% market share)

**#1**  
Position in Europe in salt slags subsegment  
(c. 45-50% market share)

**27%**  
EBITDA margin  
(2020-2022 average)

**29%**  
EBITDA margin in salt slags subsegment<sup>2)</sup>  
(2020-2022 average)



**>15yrs**  
Relationships

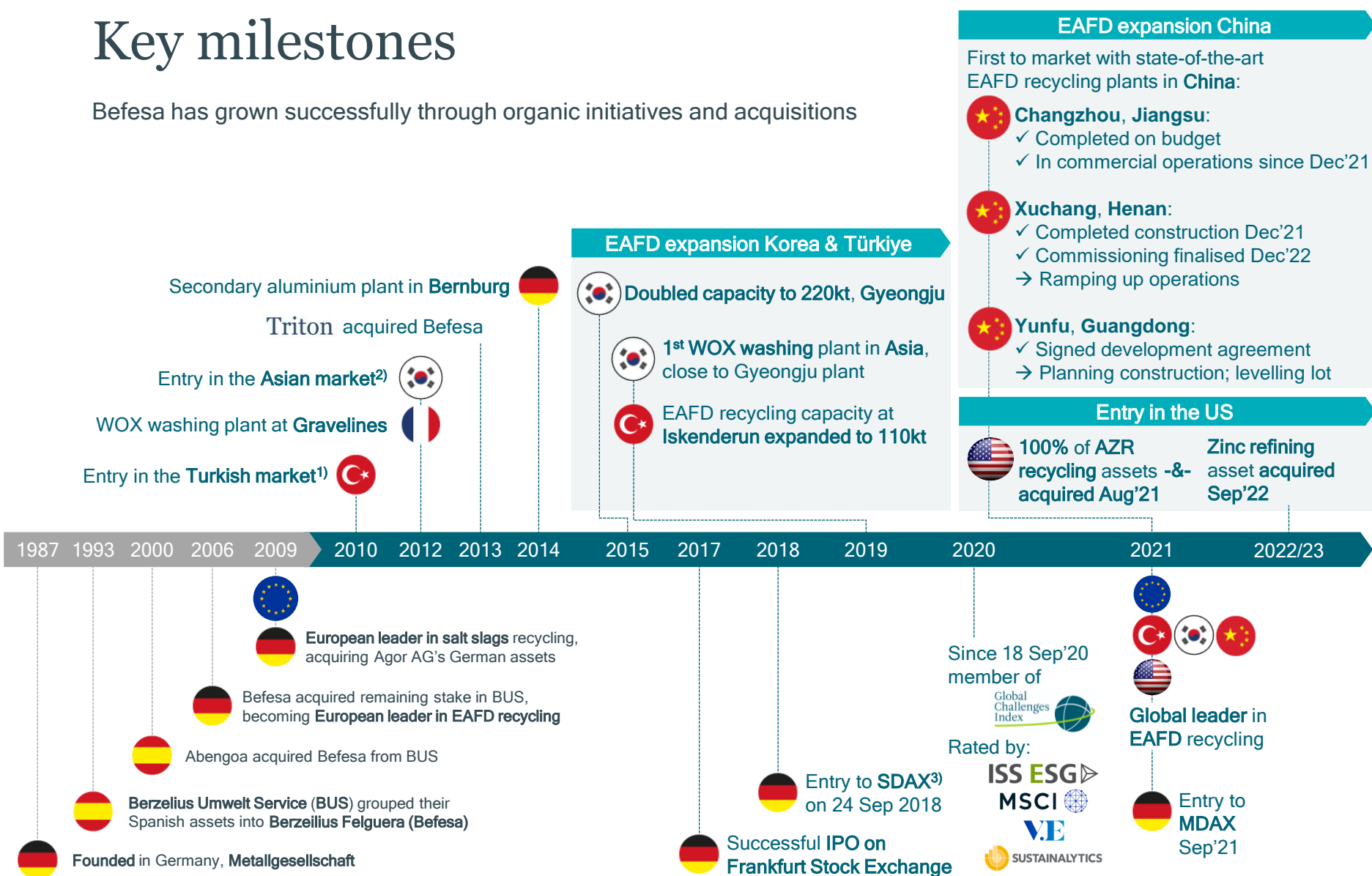
**>15yrs**  
Relationships

1) Excluding internal revenue; revenue split is calculated on revenues including internal revenue

2) Including recycling of SPL (a hazardous waste generated in primary aluminium production)

# Key milestones

Befesa has grown successfully through organic initiatives and acquisitions



1) 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

## Environmental regulations

getting stricter and expanding into new geographies; enforcing recycling to drive resource efficiency and lower carbon footprint

## Recycling service solutions

critical to the steel and aluminium industries; long-term service relationships with strong barriers to entry and high captive demand

## Proven track record

to grow and diversify Befesa's portfolio; developing markets as industry leader & first mover; resilient through the cycles

## Global leader

with balanced footprint, close to clients, in Europe, the US & Asia, applying state-of-the-art technology

## Favourable mega trends

Decarbonisation, Electric Vehicles (EV), circular economy, drive secondary steel & aluminium demand → requiring Befesa's recycling services

## Strong financial backbone

Long-term capital structure & prudent hedging approach enable stable cash flows to fund growth SGGP roadmap

## Experienced & stable team

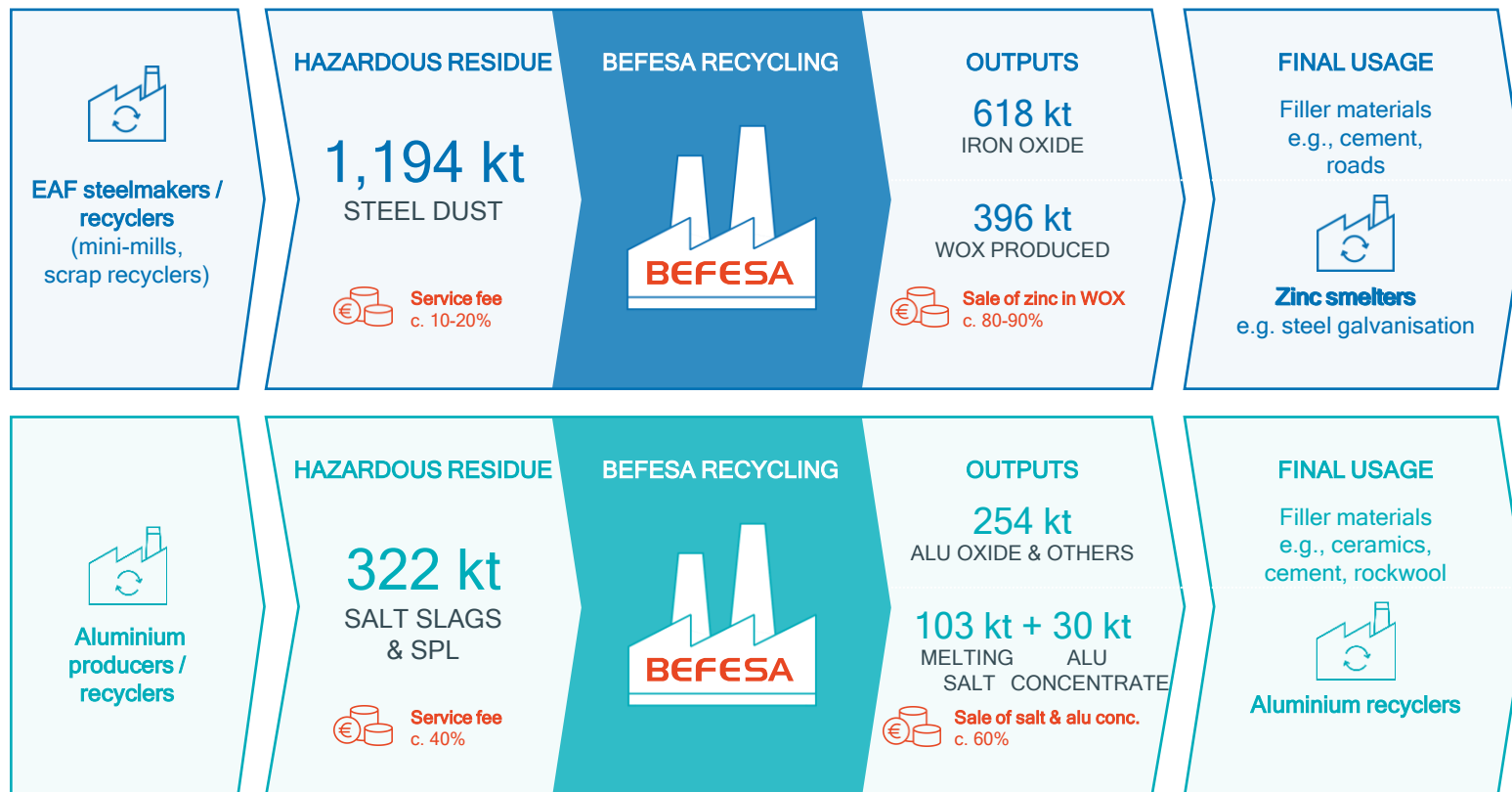
focused on customer service, ESG, profitable and sustainable growth

## Shareholder returns

through consistent dividend distribution and high returns on expansion projects

# 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. 1.8 Mt hazardous residues and recovering > 1.5 Mt of new valuable materials



All figures are of the year 2022

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 2022)

- Within Aluminium Salt Slags Recycling Services business segment Befesa manages a Secondary Aluminium sub-segment (161 kt secondary aluminium alloys produced in 2022)

# 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

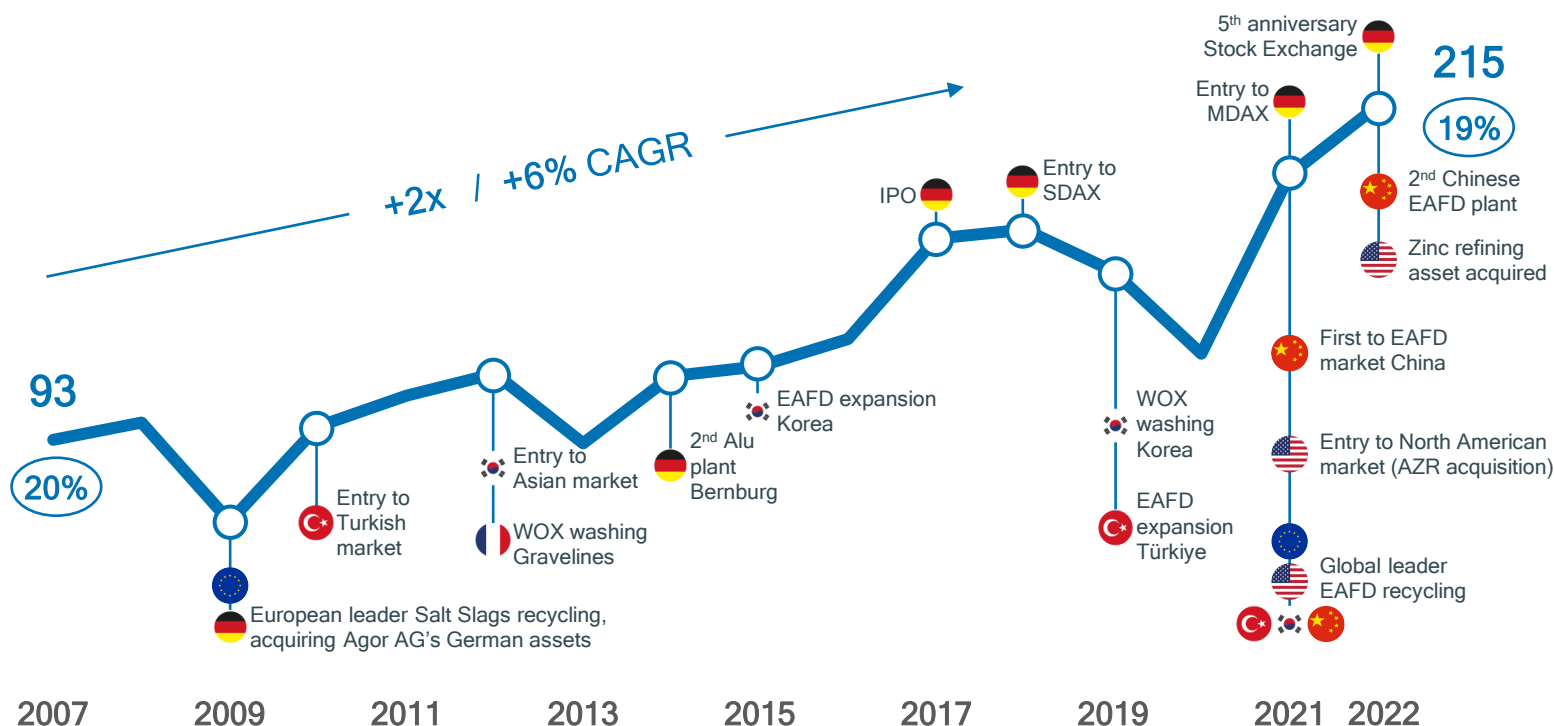
European  
debt crisis

COVID pandemic  
Global supply chain disruptions  
Energy crisis

EBITDA  
margin

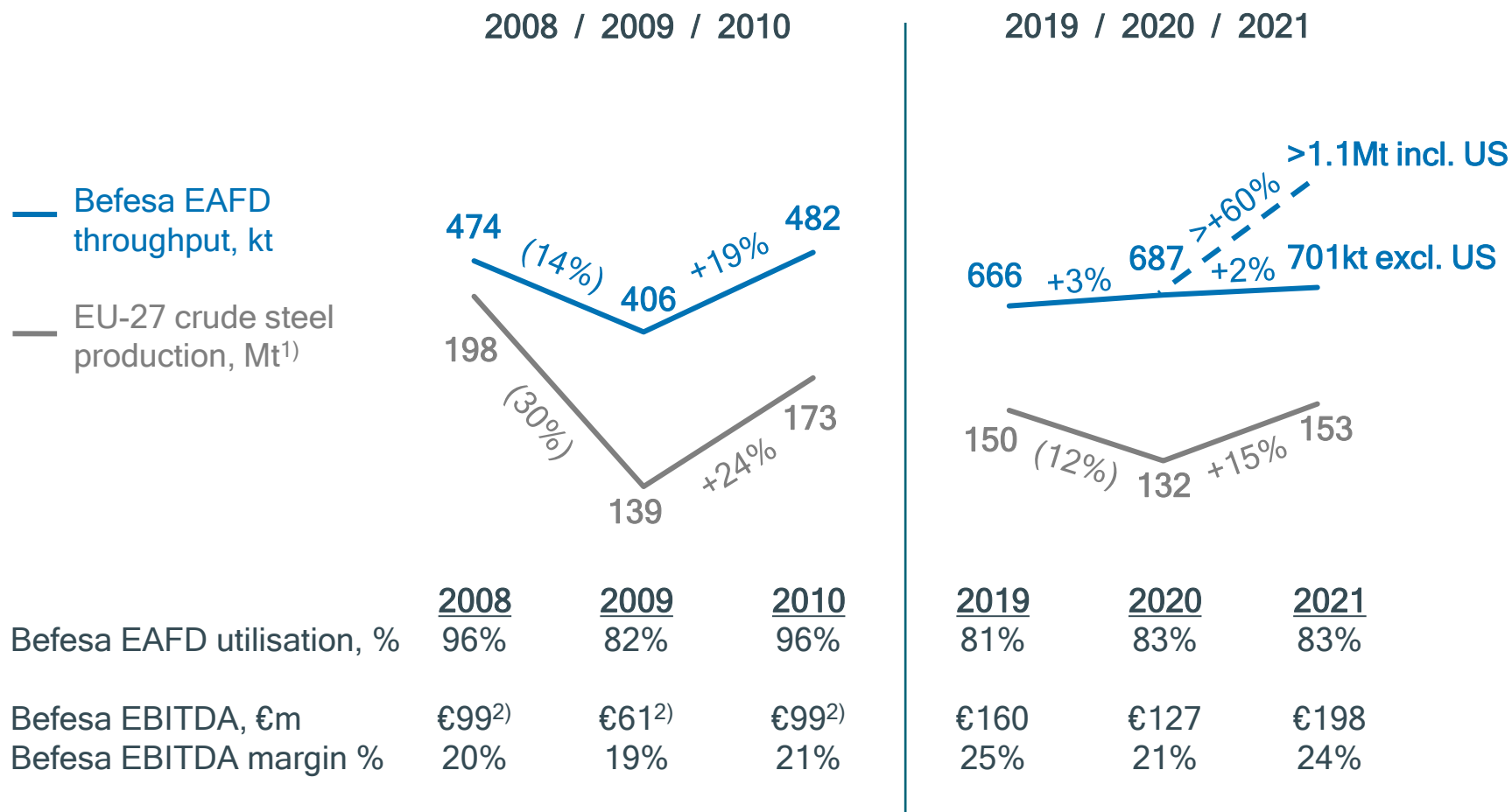


EBITDA  
(€m)



# Befesa's resilience during latest crises

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

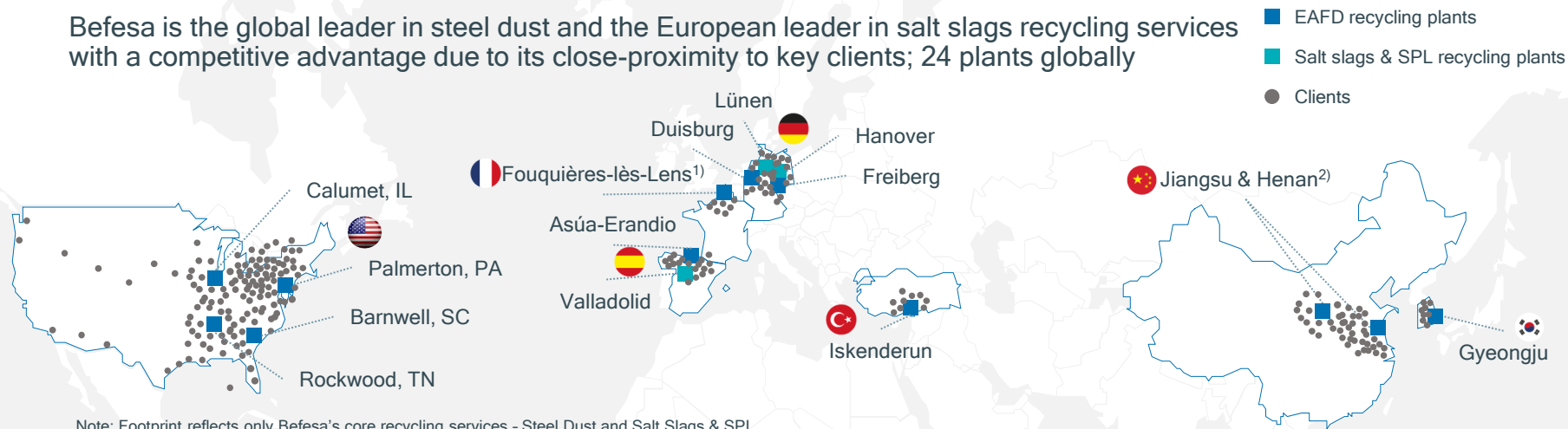


<sup>1)</sup> worldsteel.org

<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

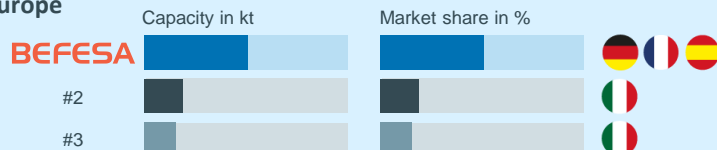
# Global leader in Europe, North America & Asia

Befesa is the global leader in steel dust and the European leader in salt slags recycling services with a competitive advantage due to its close-proximity to key clients; 24 plants globally

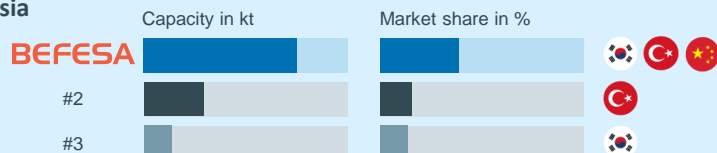


## STEEL DUST RECYCLING

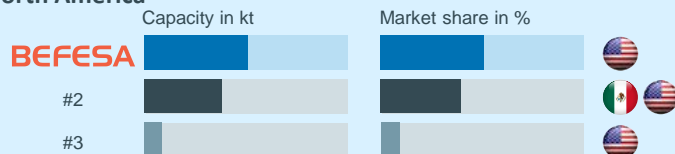
### Europe



### Asia



### North America



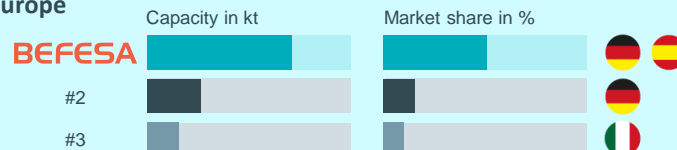
1) 50/50 joint venture with Recylex

2) Changzhou, Jiangsu province: In commercial production and selling WOX since Dec '21; Monitoring recovery from COVID

Xuchang, Henan province: Completed construction Dec '21 on budget; Commissioning prolonged due to COVID, finalised in Dec'22 and ramping up operations

## ALU SALT SLAGS RECYCLING

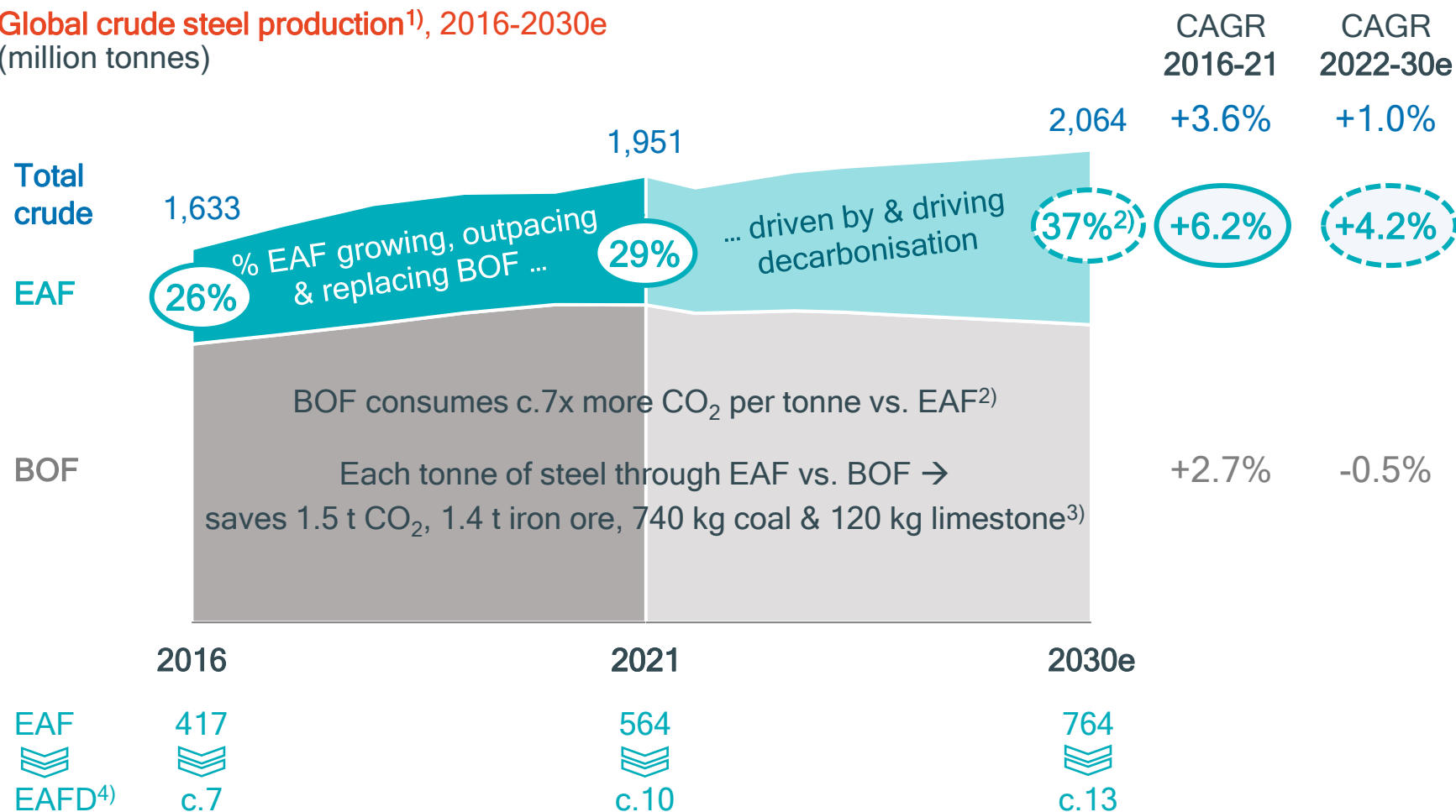
### Europe





# Decarbonisation megatrend favouring & driving EAF steel growth

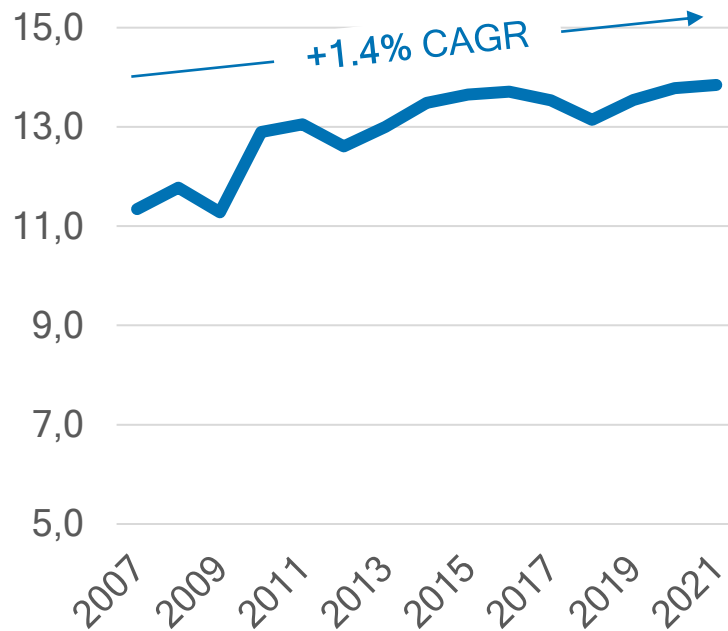
Global crude steel production<sup>1)</sup>, 2016-2030e  
(million tonnes)



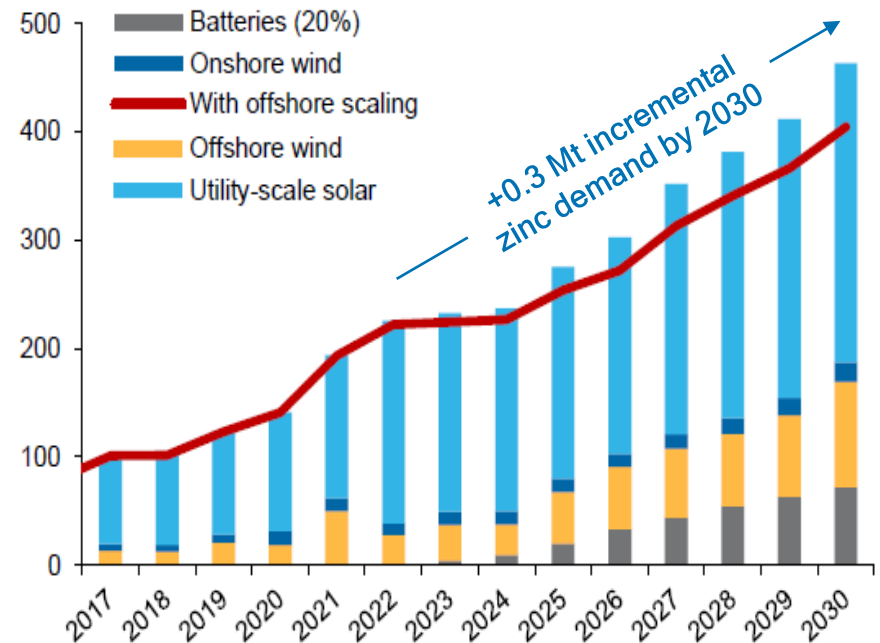
1) 2016-21 actuals from [Worldsteel](#); 2022-2030e from "Steel - Eye of the Storm", Morgan Stanley (Sep 2022); 2) "Net Zero by 2050: A Roadmap for the Global Energy Sector", IEA (May 2021); Green Steel for Europe Consortium (June 2021)  
 3) Bank of America Research (November 2022); 4) Total EAFFD addressable market based on the assumed mid-point 17.5kg EAFFD 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

Global refined zinc metal production<sup>1)</sup>  
(million tonnes)



Zinc annual demand from wind, solar & batteries<sup>2)</sup>  
(thousand tonnes)

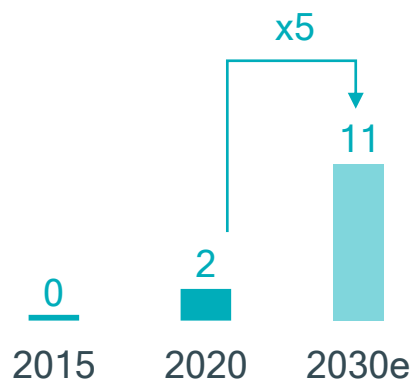


WOX, mixed with virgin zinc concentrates, preferred by smelters, is <5% of global zinc available; Befesa continues to be sold out

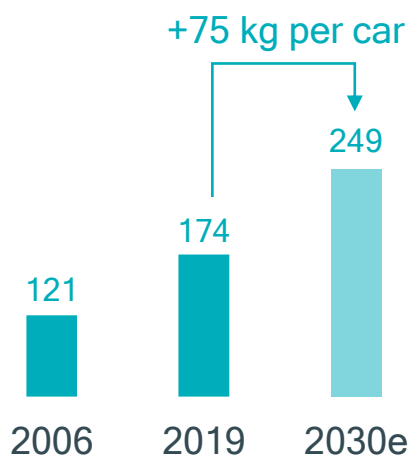


# Decarbonisation and EV driving aluminium market growth in Europe

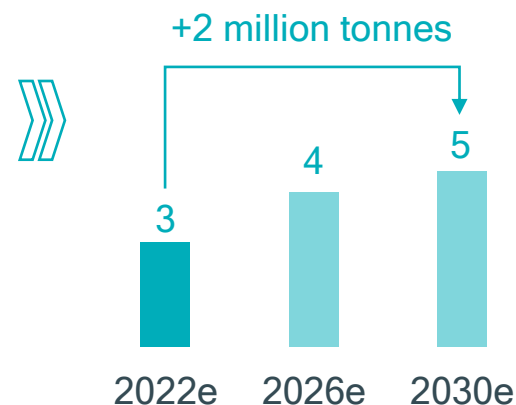
**EV unit sales in Europe<sup>1)</sup>**  
(million units)



**Alu content per vehicle<sup>2)</sup>**  
(kg per passenger car)



**Auto alu demand in Europe<sup>2)</sup>**  
(million tonnes)



- **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**

1) CRU (Jan 2022)  
2) Ducker (Oct 2022)

# 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.x2.5**

**... 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

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



**Asier Zarraonandia**  
CEO

- CEO since 2022
- VP Steel Dust 2006-2022
- 22 years with Befesa



**Wolf Lehmann**  
CFO

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



**Federico Barredo**  
VP Aluminium  
Salt Slags  
Recycling Services

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

## Key achievements / track record



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, AZP



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



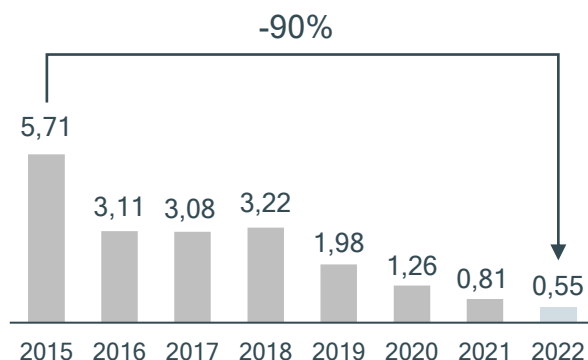
05 / ESG

# ESG highlights

Key player within the circular economy, with c. 1.8 Mt recycled and c. 1.5 Mt of valuable materials;  
LTIR further reduced by >30% yoy to new low of 0.55

## Lost Time Injury Rate (LTIR)<sup>1)</sup>

- Reduced by -32% yoy
- Reduced by -90% vs. 2015 baseline



## ESG Ratings<sup>2)</sup>



31 March 2023	31 December 2022
B / Prime	Top 3 of 69
#181 / 430	#181 / 430
#7 / 103	#7 / 103
BBB	BBB
Top 5%	Top 5%
Top 15%	Top 15%

## ESG Update 2022

Will be published  
in **June 2023**

## EU Taxonomy

Detailed regulation for 'Transition  
to a circular economy' pending

## CO<sub>2</sub> intensity

Defined & executing  
20% reduction plan by 2030

<sup>1)</sup> Befesa's own employees and contractors

<sup>2)</sup> Industry groups under which Befesa is ranked by the respective ESG rating companies: ISS ESG, Metals processing & production; Sustainalytics, Commercial services; V.E., Business services; MSCI, Commercial services & supplies; arabesque s-ray, Industrial services; S&P Global, n.d.

# ESG: Enhanced transparency & performance

## Transparency / reporting

Detailed ESG Report



## External ratings



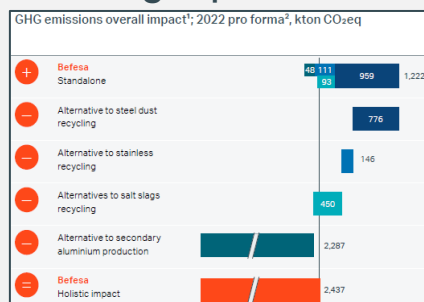
## Health & safety

Lost Time Injury Rate (LTIR)<sup>1)</sup> improved by 85% since 2015



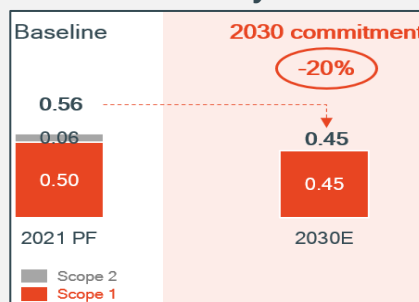
## CO<sub>2</sub> holistic approach

Saving >2mt CO<sub>2</sub><sub>eq</sub> vs. virgin production



## CO<sub>2</sub> intensity targets

-20% by 2030  
Net zero by 2050



## Sustainability Committee



## EU Taxonomy



<sup>1)</sup> Befesa's own employees and contractors



# 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



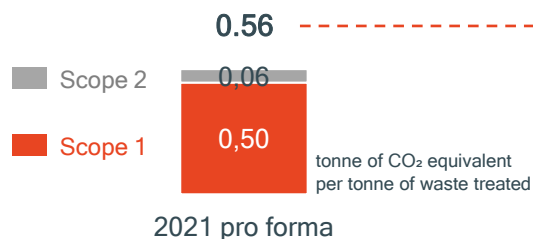
Growth ambition to increase recycling capacity



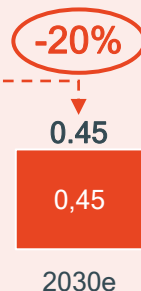
# Climate action plan

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

## Baseline



## 2030 commitment

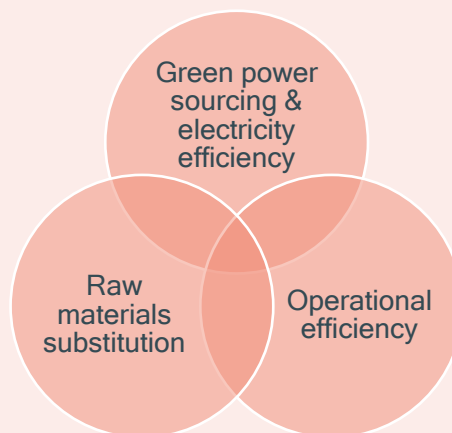


## 2050 vision

Net zero emission

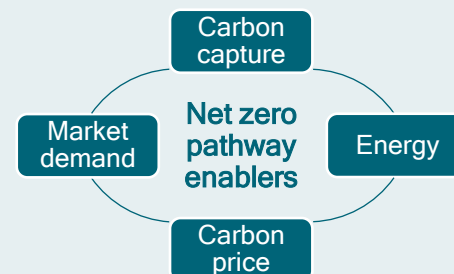
-  
2050e

## 2030 roadmap



## Technology investment commitments

- Substitution of coke with CO<sub>2</sub>-neutral reducing agent (biomass)
- New technologies to recycle EAFD
- Carbon capture on Waelz kiln
- Replacement of fuel by hydrogen
- Energy generation from gas capture



- ✓ Recognised sustainability leader in the circular economy
- ✓ Befesa Climate Change Policy
- ✓ New Sustainability Committee
- » Further increase transparency on sustainability metrics
- » Continuous dialogue with all stakeholders to better understand materiality of sustainability topics

# 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

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

## Social

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



LTIR by 2024

BEzero

maintain zero fatalities



HR policies & procedures



boost initiatives for people with disabilities



HR digitalisation



continue leadership training programmes

3) Compared to 2019

## Governance

IT



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 ✓



# 06 / Investor agenda & appendix

# Investor's agenda

## Financial calendar 2023

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

**H1 2023 Interim Report & Conf. Call**  
Thursday, 27 July 2023

**Q3 2023 Statement & Conf. Call**  
Thursday, 26 October 2023

## Next investor conferences Q2 2023 H2 2023

**Paris - SMID Mega Trend Days**  
10 May - Kepler Cheuvreux

**Barcelona - BofA Securities 2023 Global Metals, Mining & Steel**  
18 May - Bank of America

**NYC - Berenberg Conf. USA 2023**  
23 May - Berenberg

**4<sup>th</sup> ESG Conference (virtual)**  
1 June - Kepler Cheuvreux

**Boston - Stifel Cross Sector Insight 2023**  
6-7 June - Stifel

**Virtual Metals & Mining Cannonball Run 2023**  
14 June - Morgan Stanley

**Chief Sustainability Officer (CSO) Conf (virtual)**  
20 June - Berenberg

**London - ODDO BHF London Conference**  
22 June - ODDO BHF

**BofA SmartMine 4.0 Conference (virtual)**  
28 June - Bank of America

**Frankfurt - Commerzbank & ODDO BHF Corporate Conference**  
5 & 6 September - Commerzbank & ODDO

**London - Stifel 2023 London Industrials & Renewables Summit**  
6 September - Stifel

**Hong Kong - Jefferies Asia Forum**  
6-8 September - Jefferies

**Munich - 12<sup>th</sup> Baader Investment Conference**  
18-22 September - Baader

**Munich - 12<sup>th</sup> German Corporate Conference**  
20 Sep - Berenberg & Goldman Sachs

**Paris - 6<sup>th</sup> MidCap CEO Conference**  
13-15 November - BNP Paribas Exane

**Frankfurt - Deutsches Eigenkapitalforum**  
27-29 November - Deutsche Börse

# Q1 2023/22 – Key financials

(€m, unless otherwise stated)

	Steel Dust	Salt Slags	Secondary Aluminium	Corporate & eliminations	Total Befesa
<b>Revenue<sup>1)</sup></b> <i>yoy change</i>	<b>€216.3</b> <i>+€60.3 / +38.7%</i>	<b>€20.8</b> <i>+€1.6 / +8.6%</i>	<b>€95.9</b> <i>-€2.1 / -2.1%</i>	<b>-€11.0</b> <i>+€0.7 / -</i>	<b>€322.0</b> <i>+€60.6 / +23.2%</i>
<b>Reported EBITDA</b> <i>yoy change</i>	<b>€37.0</b> <i>-€17.8 / -32.4%</i>	<b>€6.6</b> <i>+€0.2 / +2.7%</i>	<b>€7.2</b> <i>+€6.0 / favourable</i>	<b>-€1.5</b> <i>+€0.9 / -</i>	<b>€49.3</b> <i>-€10.7 / -17.8%</i>
<b>Reported EBITDA margin %</b> <i>yoy change</i>	<b>17.1%</b> <i>-1,907 bps</i>	<b>31.6%</b> <i>+185 bps</i>	<b>7.5%</b> <i>-22 bps</i>	- -	<b>15.3%</b> <i>-1,005 bps</i>
<b>Adjusted EBITDA<sup>2)</sup></b> <i>yoy change</i>	<b>€37.0</b> <i>-€17.8 / -32.4%</i>	<b>€6.6</b> <i>+€0.2 / +2.7%</i>	<b>€7.2</b> <i>+€6.0 / favorable</i>	<b>-€0.7</b> <i>+€0.6 / -</i>	<b>€50.1</b> <i>-€11.0 / -18.0%</i>
<b>Adjusted EBITDA margin %</b> <i>yoy change</i>	<b>17.1%</b> <i>-1,907 bps</i>	<b>31.6%</b> <i>+185 bps</i>	<b>7.5%</b> <i>-22 bps</i>	- -	<b>15.6%</b> <i>-980 bps</i>

1) Total revenue in Aluminium Salt Slags Recycling Services amounted to €106.0m (Q1 2022: €106.1m) after intersegment eliminations of €10.6m (Q1 2022: €11.1m)

2) €29.1m reported Total EBIT + €20.2m D&A = €49.3m reported Total EBITDA + €0.8m adjustments, mainly driven by US acquisition impacts = €50.1m adjusted Total EBITDA

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

(€m, unless otherwise stated)

	2017	2018	2019	2020	2021	2022
<b>Revenue</b>	€667.4 <sup>2)</sup>	€720.1	€647.9	€604.3	€821.6	€1,136.0
<b>Reported EBITDA</b>	€153.0	€176.0	€159.6	€123.5	€189.6	€234.9
<b>Reported EBITDA margin %</b>	22.9% <sup>2)</sup>	24.4%	24.6%	20.4%	23.1%	20.7%
<b>Adjusted EBITDA</b>	€172.4 <sup>3)</sup>	€176.0	€159.6	€127.0 <sup>3)</sup>	€197.6 <sup>3)</sup>	€214.6 <sup>3)</sup>
<b>Adjusted EBITDA margin %</b>	25.8% <sup>2)</sup>	24.4%	24.6%	21.0%	24.0%	18.9%
<b>Net profit<sup>4)</sup></b>	€49.3	€90.2	€82.7	€47.6	€99.7	€106.2
<b>EPS<sup>5)</sup> (€)</b>	€1.02 <sup>5)</sup>	€2.65	€2.43	€1.40	€2.68 <sup>5)</sup>	€2.66 <sup>5)</sup>
<b>Operating cash flow<sup>6)</sup></b>	€91.5	€103.8	€102.5	€92.5	€117.9	€137.3
<b>Cash position end of period</b>	€117.6	€150.6	€125.5	€154.6	€224.1	€161.8
<b>Net debt</b>	€406.4	€376.8	€416.9	€393.6	€470.6	€549.0
<b>Net leverage</b>	x2.36	x2.14	x2.61	x3.10	x2.38	x2.56

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

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

3) 2017 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 €14.0m one-time AZR acquisition costs, and -€6.0m Hanover Salt Slags plant fire impact; 2022 EBITDA adjusted for -€20.3m, mainly driven by Zinc refining acquisition impacts

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

5) 2017 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;

2022 EPS based on 39,999 thousand outstanding shares

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



# Q1 2023/22 – Operational data – Steel Dust Recycling Services

	Q1 2022	Q1 2023	yoy change
EAFD throughput (kt)	337.4	273.8	-63.5 / -18.8%
EAFD average capacity utilisation (%)	88.0%	71.4% / 75.1% <sup>1)</sup>	-1,657 bps
Waelz oxide (WOX) sold (kt)	103.7	99.8	-3.9 / -3.8%
Zinc LME price (€/t)	€3,337	€2,916	-€421 / -12.6%
Zinc hedging price (€/t)	€2,287	€2,348	+€61 / +2.7%
Zinc blended price <sup>2)</sup> (€/t)	€2,533	€2,633	+€99 / +3.9%

1) Normalised for Turkey, stopped in January and February 2023 due to impacts from earthquake

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

# Q1 2023/22 – Operational data – Aluminium Salt Slags Recycling Services

	Q1 2022	Q1 2023	yoy change
Salt slags & SPL treated (kt)	87.5	82.3	-5.2 / -5.9%
Salt slags & SPL avg. capacity utilisation (%)	75.5% / 104.3% <sup>1)</sup>	71.0% / 98.1% <sup>1)</sup>	-445 bps
Aluminium alloys produced (kt)	42.2	43.7	+1.4 / +3.4%
Secondary alu avg. capacity utilisation (%)	83.6%	86.4%	+284 bps
Aluminium alloy FMB price <sup>2)</sup> (€/t)	€2,627	€2,301	-€326 / -12.4%

1) Normalised for Hanover plant shutdown

2) 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	2022
EAFD throughput (kt)	661.0	717.1	665.8	687.0	885.7	1,193.8
EAFD average capacity utilisation (%)	84.7%	92.0%	80.7% / 90.1% <sup>1)</sup>	83.2%	83.3% <sup>2)</sup>	76.8%
Waelz oxide (WOX) sold (kt)	217.8	240.9	217.6	239.2	291.0	407.4
Zinc LME price (€/t)	€2,572	€2,468	€2,276	€1,979	€2,544	€3,302
Zinc hedging price (€/t)	€1,876	€2,051	€2,317	€2,239	€2,151	€2,379
Zinc blended price <sup>3)</sup> (€/t)	€2,160	€2,168	€2,280	€2,136	€2,275	€2,627
Salt Slags & SPL treated (kt)	509.9	517.0	492.6	444.6	395.0	322.1
Salt Slags & SPL avg. cap. utilisation (%)	96.2%	97.5%	92.9%	83.9% / 86.9% <sup>4)</sup>	84.0%	68.5% / 96.7% <sup>4)</sup>
Alu alloys produced (kt)	184.1	169.3	176.7	174.3	185.8	160.6
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%	78.4%
Aluminium alloy FMB price <sup>7)</sup> (€/t)	€1,766	€1,715	€1,397	€1,424	€2,112	€2,438

1) Installed capacity and corresponding utilisation rates in 2019 are normalised for the capacity upgrade in Turkey, from 65 kt to 110 kt (plant was shutdown from end of January to mid-August 2019)

2) 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

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

4) Installed capacity and corresponding utilisation rates in 2020 and following years is normalised for the UK plant closure occurred at year-end 2020; in 2022, it is normalised for the Hanover plant shutdown

5) 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)

6) 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)

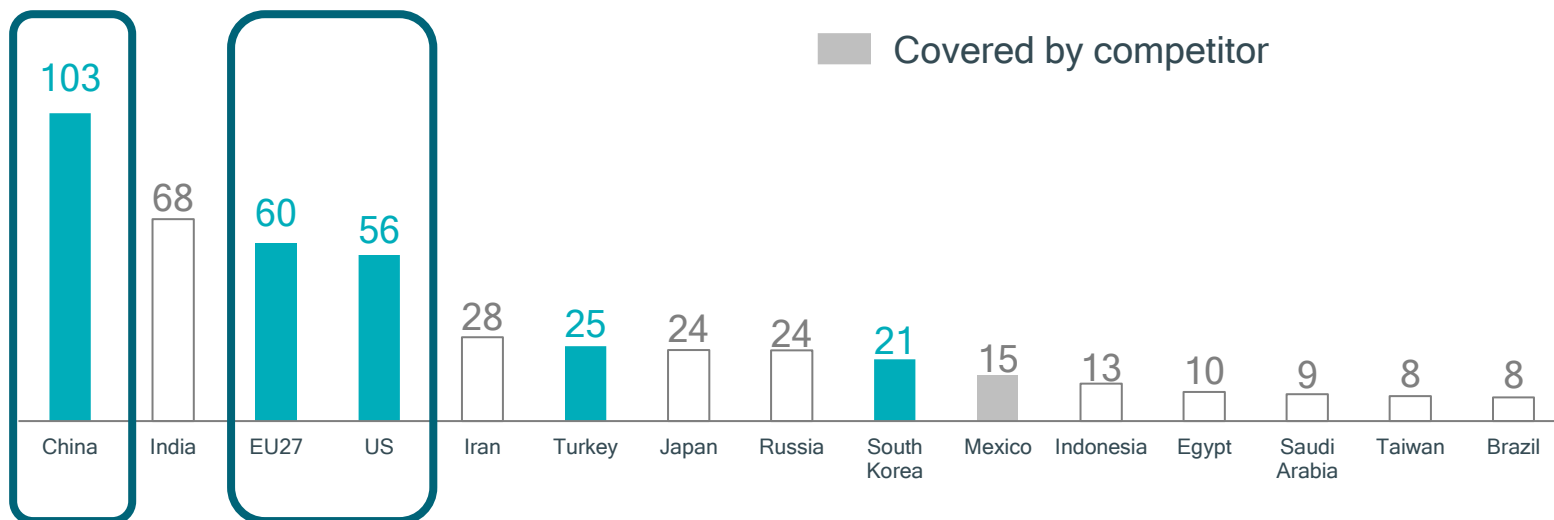
7) Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

# 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>, 2022**  
(million tonnes)

## Focus of 5-Year SGGP



EAFD<sup>2)</sup>

1.8

1.1

1

0.4

0.4

**BEFESA**



1<sup>st</sup> mover

#1 #1 / #2

#2 / #3

#1


<sup>1)</sup> worldsteel.org;

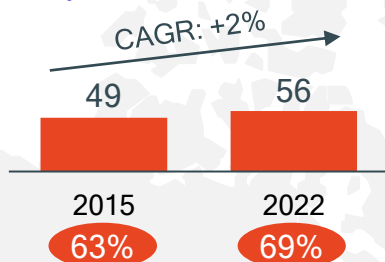
<sup>2)</sup> Total EAFD addressable market based on the assumed mid-point 17.5kg EAFD generation per tonne of EAF steel output

# EAF steel production: Regional overview

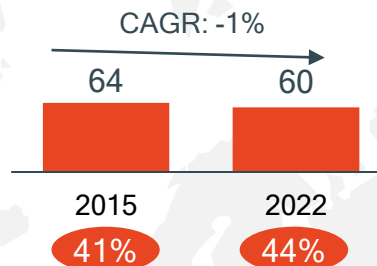
EAF steel production, MT  
 ○ EAF share  
 ➡ Outlook  
 ■ Befesa is present

Decarbonization driving accelerated growth of EAF

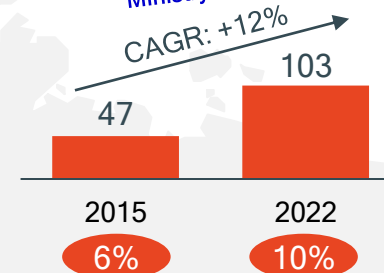
 \$1.2 T infrastructure plan approved, driving steel / EAF production ➡



 Europe to grow to 50% EAF share<sup>1)</sup> ➡

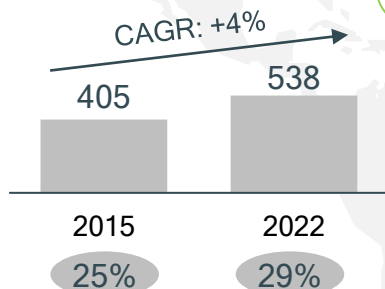


 EAF% to grow to 15-20% by 2025<sup>2)</sup> per China's Ministry of Industry & IT ➡

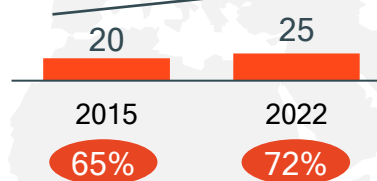



Global EAF share to grow from c.30% in 2021 to c.48% by 2050 supported by policy shifts and increasing focus on scrap use<sup>3)</sup> ➡

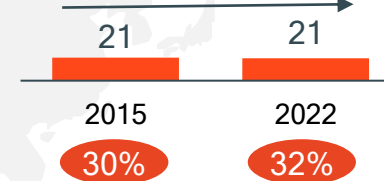
World



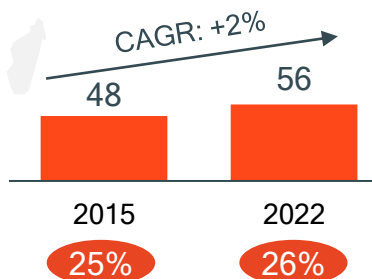
 CAGR: +3% ➡



 CAGR: 0% ➡



Served market (EU+Turkey+Korea+China+US) ➡



Source: [worldsteel.org](http://worldsteel.org)

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)