## **BEFESA**

# **Business Update**

2023

ODDO BHF London conference

## Environmental services for the Steel & Alu industries



- 25 plants globally; >1,800 employees
- #1 globally in Steel Dust Recycling & #1 in Europe Alu Salt Slags Recycling Services
- €215m EBITDA in 2022; Earnings share c. 80% Steel / 20% Alu services
- Dividend distribution: 40-50% of net profit; €50m or €1.25/share in July 2023 for 2022
- 2017 IPO Frankfurt Stock Exchange → 2018 SDAX → 2021 MDAX



Growth

- 100% circular economy: Recycling 2 Mt hazardous residues from secondary steel (EAF) and aluminium industries
- Extracting zinc, aluminium, salt and selling those back to the market preventing the use of virgin resources
- Producing iron oxide and aluminium oxide as useful industrial filler materials













**2021 USA** Steel Dust Recycling (Ex. AZR); 2022 USA Zinc Refining

Market and customers growth:

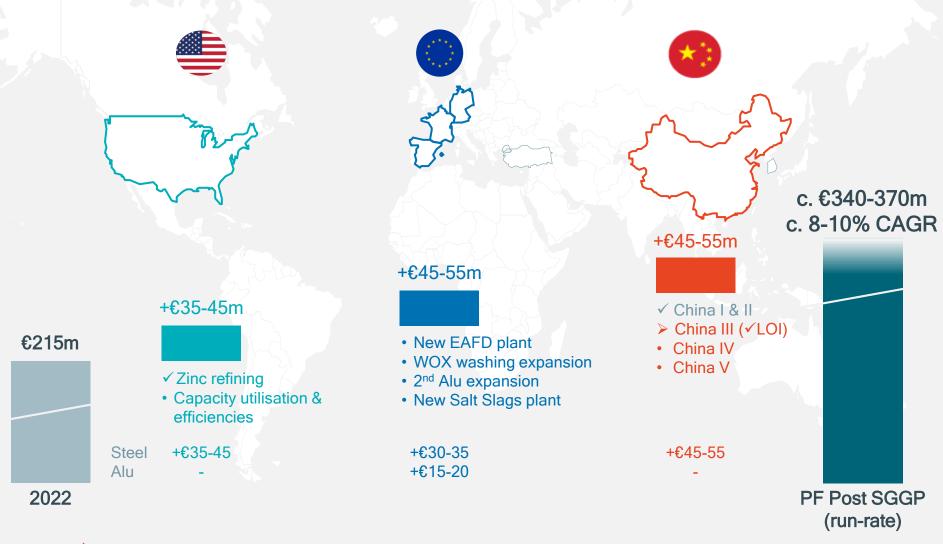


Decarbonisation drives EAF vs. BOF with c. 1.5t CO<sub>2</sub> less per ton of steel



 $\rightarrow$ EV accelerates Alu growth (c. 120kg '06 → 190kg '22 → 250kg '30 alu per car)

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



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

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

Steel DustAlu Salt Slags

	SGGP growth projects	2022	Timing	2027e	Capex €m	EBITDA run-rate €m	Pay- back <sup>1)</sup>	IRR <sup>2)</sup>
<b>✓ ♣0</b>	Zinc refining	1			€110-120	€35-45	3-4	>30%
<b>2</b>	Cap. utilisation		Refurbishing / efficiencies		€110-120	€30-40	3-4	<b>&gt;30%</b>
	EAFD plant		Construction + ramp-up		€105-115	€30-35	3-4	>30%
<b>4</b>	WOX washing		Construction	on	€105-115	630-33	3-4	/30 //
<b>6</b> 5	China III ✓ LOI & invest agreement s	tment signed	Construction + ramp-up					
<b>5</b>	China IV		Construction + ramp-up		€115-125	€30-35	4-5	>20%
<b>5</b>	China V		Constructior + ramp-up					
6	2 <sup>nd</sup> Alu expansion		Permits + construction + ramp-up		€80-90	€15-20	5	>15%
07	Salt Slags plant	F	Permits + construction + ramp-	up	<del>6</del> 60-90	€1J-2U		- 1070

€410-450 €110-135 3-4 >20%

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



<sup>1)</sup> Payback calculated dividing total capex by run-rate EBITDA

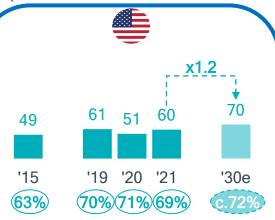
<sup>2)</sup> IRR estimated based on incremental EBITDA less WC & taxes to Operating cash flow contribution vs. growth & maintenance capex, discounted at an 8% WACC

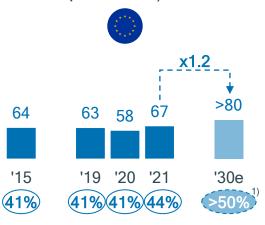
<sup>4 /</sup> Business Update - Post Q1 2023 Earnings

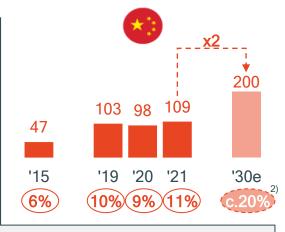
## Megatrends and Befesa's approach by market

## **EAF** steel production

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







Primary steel (BOF) consumes 7x mo e 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  $\rightarrow$  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%
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- Government's masterplan demands doubling EAF share to c.20% by 2030<sup>2)</sup>
- Regulation launched 2016/17;
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### Befesa approach:

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

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# 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)



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
MI ICOO.	3 Kingman, Arizona	\$0.1	0.5	2024
NUCOR	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
CMC Commercial Metals	Berkeley County, West Virginia	\$0.5	0.5	YE'25
ArcelorMittal	Hamilton, Ontario, Canada	\$1.3	4.0	2028
		\$10-11 Bn	13-14 Mt	



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

## **EAFD** recycling sites

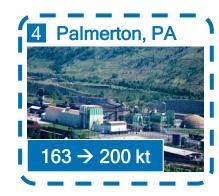












EAFD annual nameplate recycling capacity

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- > Request For Quote with suppliers started; Completion scheduled for Q2 2023
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# ✓ US Zinc refining asset acquired on 30 Sep 2022



## Rutherford County, NC





Special High Grade (SHG) zinc production capacity

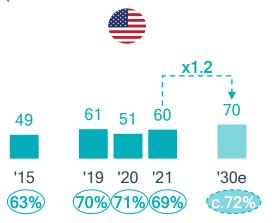
Zinc refining plant centrally located amongst Befesa's EAFD recycling plants close to the major US EAF steel mini mills

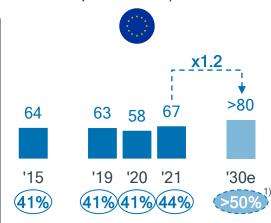
- Acquired remaining 93% of zinc refining asset on 30 September 2022 for \$47m cash transaction; 65% or \$88m below original purchase option of \$135m
- Attractive multiple of around 5x Adj. EBITDA and at about 1/10th of >\$500m invested
- **Long-term view** around asset potential **unchanged**; Opportunity 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
- Largest producer of "green zinc" (SHG) 100% from recycled materials (WOX) using solvent extraction

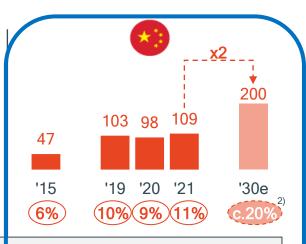
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# Largest producer of steel, rapidly transitioning from BOF to EAF; a strong growth opportunity

>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)

Sources: Internal analysis

< 60 kt

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60-100 kt

200-400 kt

100-200 kt -

>400 kt



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60-100 kt

200-400 kt

100-200 kt

>400 kt

# EAF projects	Chine	ese 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 numi nata in Obina 40	>60 Mt EAF steel		

Total # new EAF projects in China: 43

>60 Mt EAF steel production capacity



Sources: Internal analysis

< 60 kt

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# 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 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



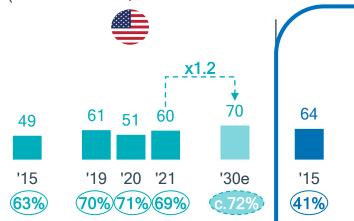
EAFD generation - Chinese market

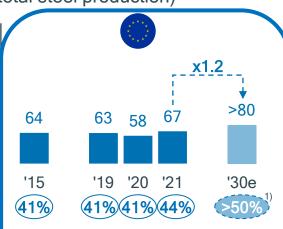
< 60 kt 100-200 kt 60-100 kt 200-400 kt

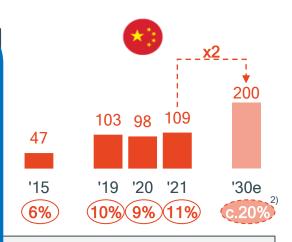
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# Accelerating decarbonisation investments in EU will support EAF share growing to >50% by 2030

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

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(€ 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
Arcelor Mittal	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; Raahe, Finland	€4.2	5.0	2030
SALZGITTERAG	7 Peine, Niedersachsen, Germany	€1.1	1.9	'25-30
voestalpine	la Linz & Donawitz, Austria	€1.0	2.5	H1'27
thyssenkrupp	9 Duisburg, Germany	€2.0	2.5	'25-29
TATA STEEL	IJmuiden, The Netherlands	TBD	TBD	2025
H2 green steel	1 Boden-Luleå, Sweden	TBD	5.5	'24-26

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EAFD recycling sites in Europe



20-21 Mt

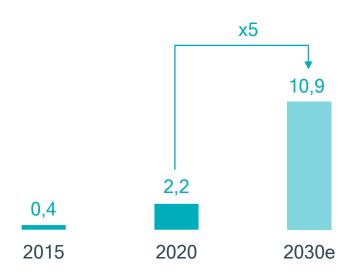
€14-15 Bn



# Aluminium Salt Slags Recycling Services - Decarbonisation trend drives transition to EV

Automotive industry switching from combustion to Electric Vehicles (EV)

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

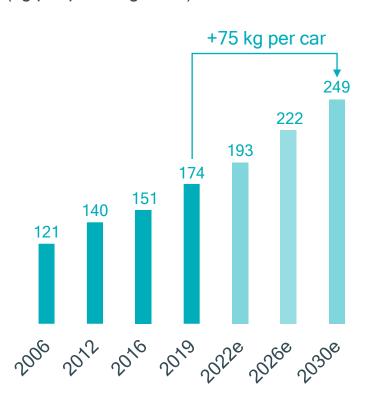


- EU approved plan to ban sales of vehicles with combustion engines (ICE) by 2035<sup>2)</sup>
- EV unit sales forecasted to grow x5 from c.2 million in 2020 to >10 million by 2030
- EV cars requiring light-weight construction, favouring aluminium demand



# 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)

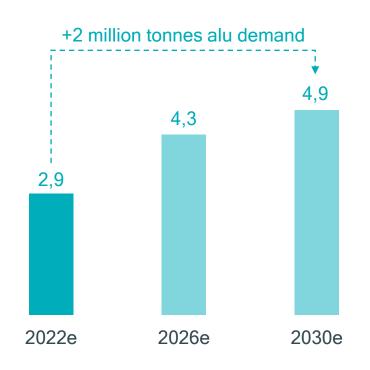


- Average aluminium content per vehicle (passenger cars) has steadily been increasing, from 121 kg/car in 2006 to 193 kg/car in 2022
- Growing and mandatory electrification requires light-weighting construction and drives growing demand for aluminium
- Aluminium content per vehicle expected to accelerate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



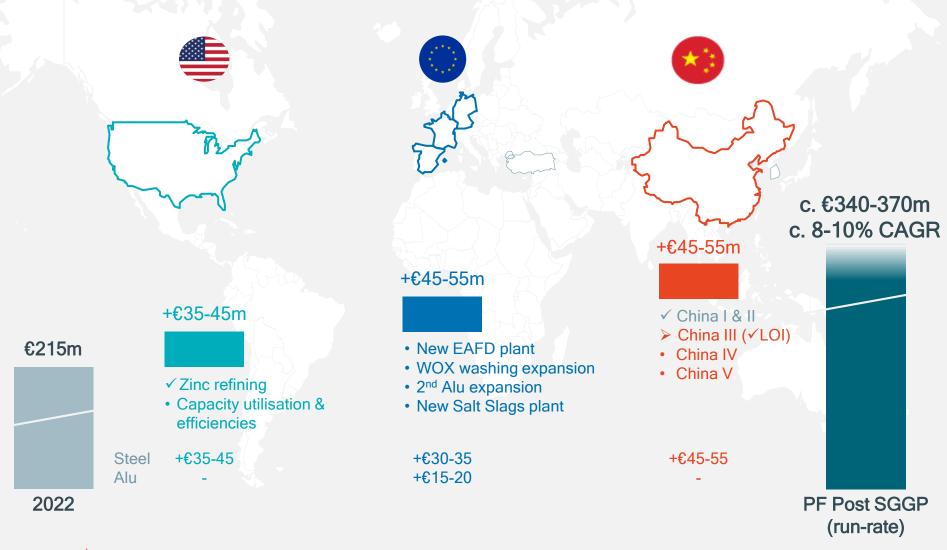
# ... driving higher aluminium demand with increased needs for 2<sup>nd</sup> alu & salt slags recycling

# 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

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



# Appendix



## Price trend by energy source

- Gas and electricity peaked at 3Q'22 and moderated back to ~2H'21 levels
- Coke prices peaked in 1Q'23; No "moderation" yet ... Current price > €100 per tonne above 2H'21 ...
   Representing an approx. €30m cost reduction "normalization" potential



## **BEFESA**

# **Business Update**

2023

Post Q1 Earnings

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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.



O 1 / 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% gog

## China

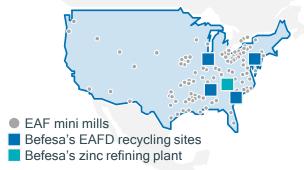
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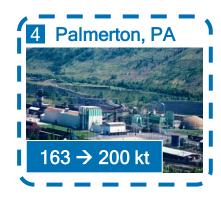
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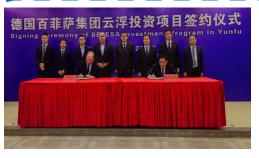
# Operating 2 plants in 2023; Preparing 3<sup>rd</sup> province, Guangdong



### China II, Xuchang (Henan)

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





### China 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



EAFD generation - Chinese market

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

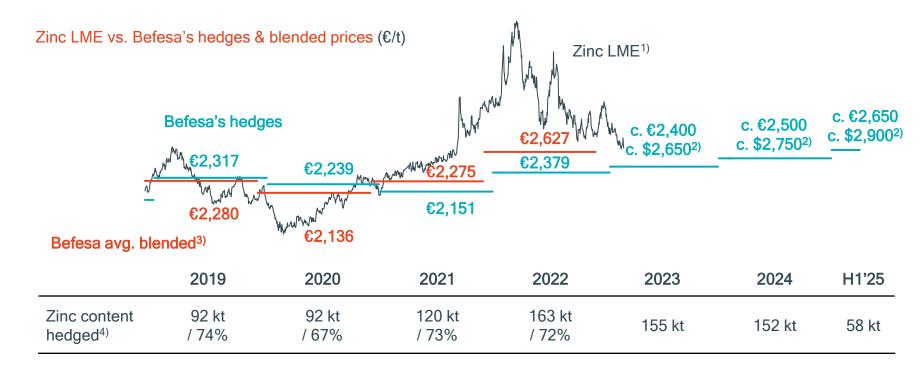
# Outlook 2023

	Lower-end: €200m       Upper-end: €230m         -€15m / -7% yoy       +€15m / +7% yoy					
	• Lower end: Continued c. €50m per quarter run-rate; Coke prices remain high; Zinc prices c. \$2,800-2,900/t rest of the year					
EBITDA	<ul> <li>Upper-end: Coke prices reducing to H1'22 levels; China momentum accelerates;</li> <li>Zinc prices strengthen in H2</li> </ul>					
	Key EBITDA sensitivities:					
	+/- €100/t Zinc LME price +/- €100/t Aluminium FMB price	<b>Steel</b> +/-€8 to 9m -	Alu Salt Slags - +/-€1.5 to 2m			
Capex	• Total capex of c. €85-95m: c. €20m growth (US Palmerton refurbishment) c. €65-75m regular maintenance / US operational excellence / IT / Compliance					
Dividend	<ul> <li>Proposing yoy stable dividend distribution of €50m (€1.25 per share)</li> </ul>					
Cash flow, cash position & net leverage	<ul> <li>c€40m to -€50m cash flow¹)</li> <li>c. €110-120m cash position</li> <li>Net leverage at around x2.9</li> </ul>	<ul> <li>c€15m to -€25m cash flow¹)</li> <li>c. €135-145m cash position</li> <li>Net leverage at around x2.5</li> </ul>				

<sup>1)</sup> Total cash flow after capex and dividend payout 29 Business Update - Post Q1 2023 Earnings

## Zinc prices & hedging strategy

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



### **BEFESA** Hedging strategy unchanged

1-3 years forward

Targeting 60% to 75% of zinc equivalent volume Befesa providing no collateral

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

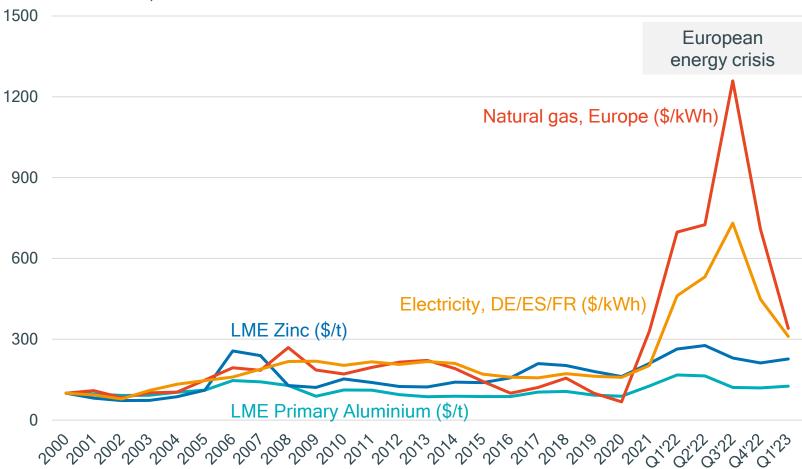
<sup>2)</sup> Assumes FX \$/€ of 1.10 for 2023, 2024, and 2025

<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>4)</sup> 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

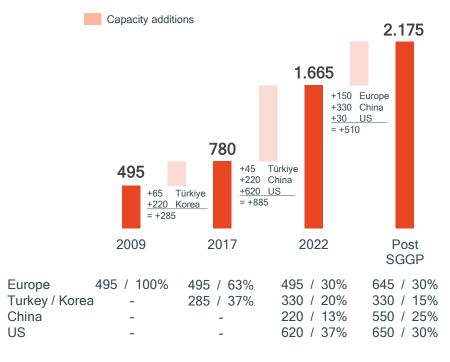
#### EAF steel production: EU-27, US & China, Mt China's EAF share to grow to Europe to grow to 15/20% by 2025/30<sup>2)</sup> per \$1.2 T infrastructure >50% EAF share1) China's Ministry of Industry & IT plan approved, due to decarbonisation driving steel / EAF 103<sub>98</sub> 109<sub>103</sub> production 63 <sub>58</sub> <u>67</u> 60 51 59 56 47 '19 '20 '21 '22 '19 '20 '21 '22 '19 '20 '21 '22

#### EAF % of total steel production:



- 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

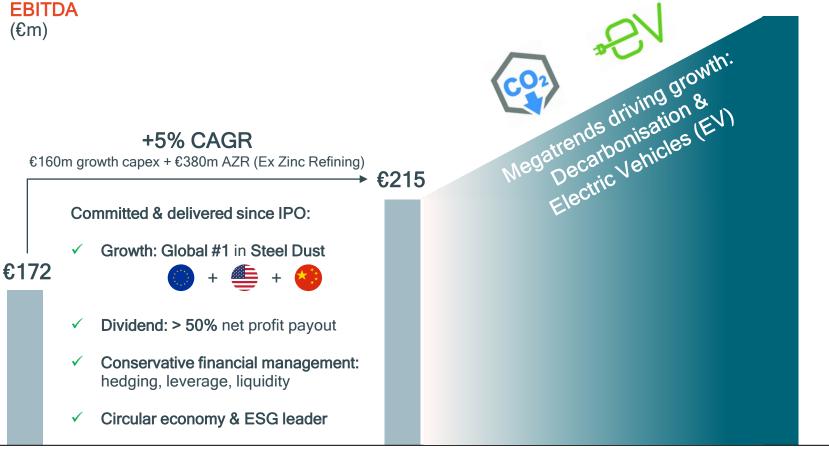


- Befesa Steel portfolio growing @ c. 6% CAGR (around twice GDP) ...
- ... while diversifying to a well-balanced Europe / Asia / US footprint

6%

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

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



2017 IPO 2022 PF Post SGGP

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

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

Steel DustAlu Salt Slags

	SGGP growth projects	2022	Timing	2027e	Capex €m	EBITDA run-rate €m	Pay- back <sup>1)</sup>	IRR <sup>2)</sup>
<b>✓ ♣0</b>	Zinc refining	1			€110-120	€35-45	3-4	>30%
<b>2</b>	Cap. utilisation		Refurbishing / efficiencies		€110-120	€30-40	3-4	<b>&gt;30%</b>
	EAFD plant		Construction + ramp-up		€105-115	€30-35	3-4	>30%
<b>4</b>	WOX washing		Construction	on	€105-115	630-33	3-4	/30 //
<b>6</b> 5	China III ✓ LOI & invest agreement s	tment signed	Construction + ramp-up					
<b>5</b>	China IV		Construction + ramp-up		€115-125	€30-35	4-5	>20%
<b>5</b>	China V		Constructior + ramp-up					
6	2 <sup>nd</sup> Alu expansion		Permits + construction + ramp-up		€80-90	€15-20	5	>15%
07	Salt Slags plant	F	Permits + construction + ramp-	up	<del>6</del> 60-90	€1J-2U		- 1070

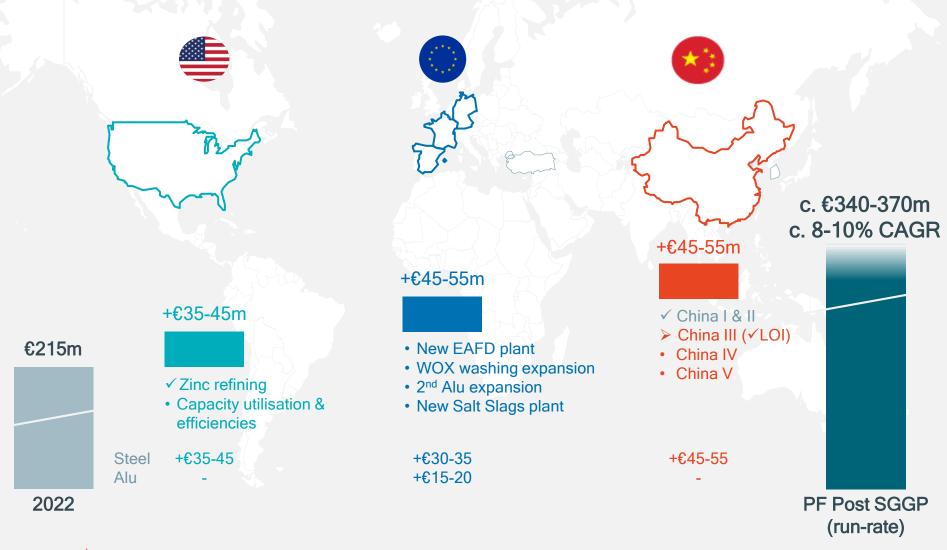
€410-450 €110-135 3-4 >20%

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

<sup>1)</sup> Payback calculated dividing total capex by run-rate EBITDA

<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

## 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



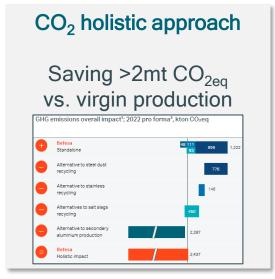
Integrate SGGP into annual guidance & budget process

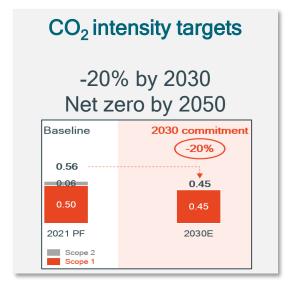
## ESG: Enhanced transparency & performance















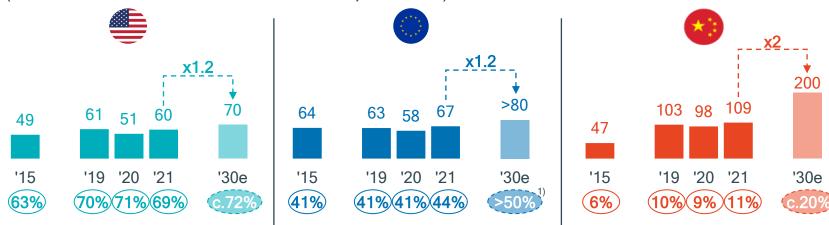
02/

Sustainable Global Growth Plan (SGGP), 2022-2027

## Megatrends and Befesa's approach by market

#### **EAF** steel production

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



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>

- 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



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
	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
CMC Commercial Metals	Berkeley County, West Virginia	\$0.5	0.5	YE'25
ArcelorMittal	Hamilton, Ontario, Canada	\$1.3	4.0	2028
		\$10-11 Bn	13-14 Mt	



### SGGP – Steel Dust – US



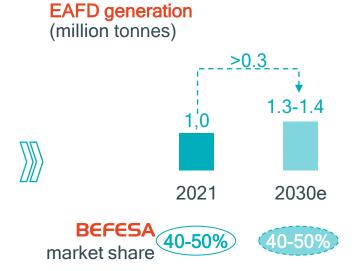
EAFD generation in the US expected to increase >0.3 Mt by 2030 ... Befesa to fully utilise existing c.620 kt annual installed capacity

#### **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

- ✓ 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

share



## ✓ US Zinc refining asset acquired on 30 Sep 2022



#### Rutherford County, NC





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 1/10th 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
- 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



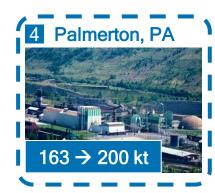






### 3 Calumet, IL





#### x 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)



Steel- maker	Location	Capex, €Bn	New EAF cap., Mt	Start up
ArcelorMittal	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
SSAB	6 Luleå, Sweden; Raahe, Finland	€4.2	5.0	2030
SALZGITTERAG bessels, Stabl and Technologie	7 Peine, Niedersachsen, Germany	€1.1	1.9	'25-30
voestalpine	8 Linz & Donawitz, Austria	€1.0	2.5	H1'27
thyssenkrupp	9 Duisburg, Germany	€2.0	2.5	'25-29
TATA STEEL	10 IJmuiden, The Netherlands	TBD	TBD	2025
H2 green steel	1 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)

Sources: Internal analysis

< 60 kt

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60-100 kt

200-400 kt

100-200 kt -

>400 kt



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

Chinese province

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

#EAF

#### Overview of selected steelmakers

(million tonnes of new EAF steel production capacity)



#### **EAFD** generation

< 60 kt

60-100 kt 200-400 kt 100-200 k >400 kt

00-200 kt	Total # new EAF projects in China: 43

Yunnan

projects	Omnoso province	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	1 Xinjiang	1.0

>60 Mt EAF steel production capacity

2.0

New EAF steel production



### 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

- 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

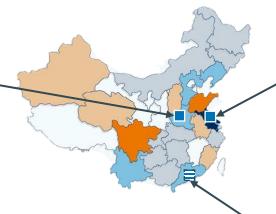


## Operating 2 plants in 2023; Preparing 3<sup>rd</sup> province, Guangdong



#### 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

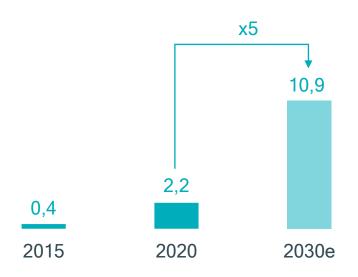
< 60 kt 100-200 kt 60-100 kt 200-400 kt



## 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)

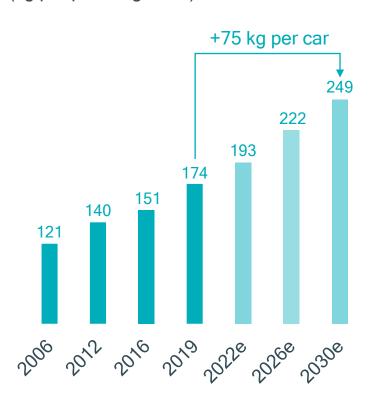


- EU approved plan to ban sales of vehicles with combustion engines (ICE) by 2035<sup>2)</sup>
- EV unit sales forecasted to grow x5 from c.2 million in 2020 to >10 million by 2030
- EV cars requiring light-weight construction, favouring aluminium demand



## 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)

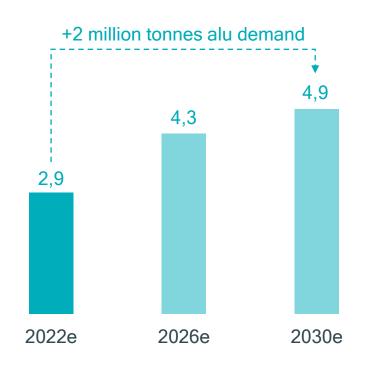


- Average aluminium content per vehicle (passenger cars) has steadily been increasing, from 121 kg/car in 2006 to 193 kg/car in 2022
- Growing and mandatory electrification requires light-weighting construction and drives growing demand for aluminium
- Aluminium content per vehicle expected to accelerate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



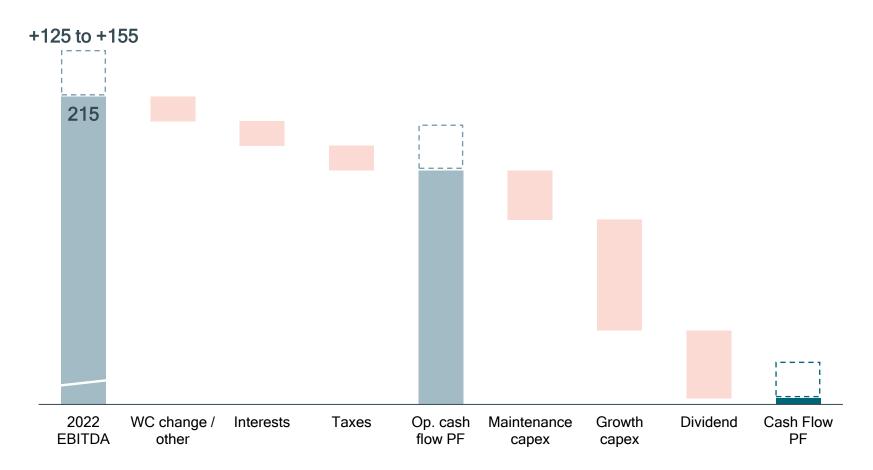
#### Befesa's expansion projects

- 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

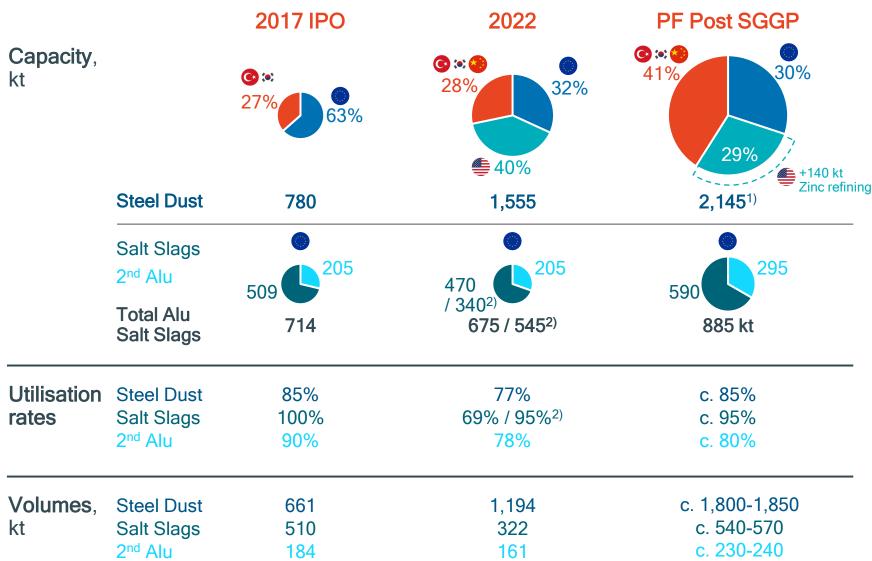
c.€80-90m total investment; +€15-20m total incremental EBITDA p.a.; Low-risk & medium-return projects

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

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



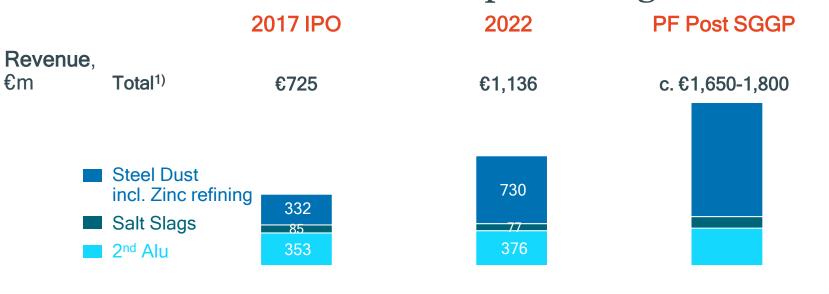
## Diversifying Befesa's global footprint ...

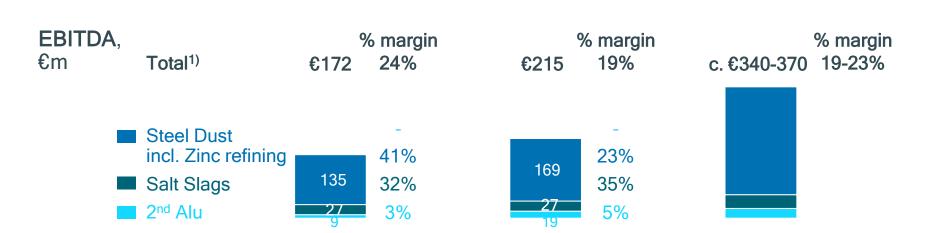


<sup>1) 2,145</sup> kt Steel Dust capacity excludes 140 kt from Zinc Refining; 2) Normalised for 130 kt Hanover installed capacity due to plant shutdown in 2022 56 Business Update - Post Q1 2023 Earnings



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







03/Q12023 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

<sup>1)</sup> 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

<sup>2)</sup> 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)

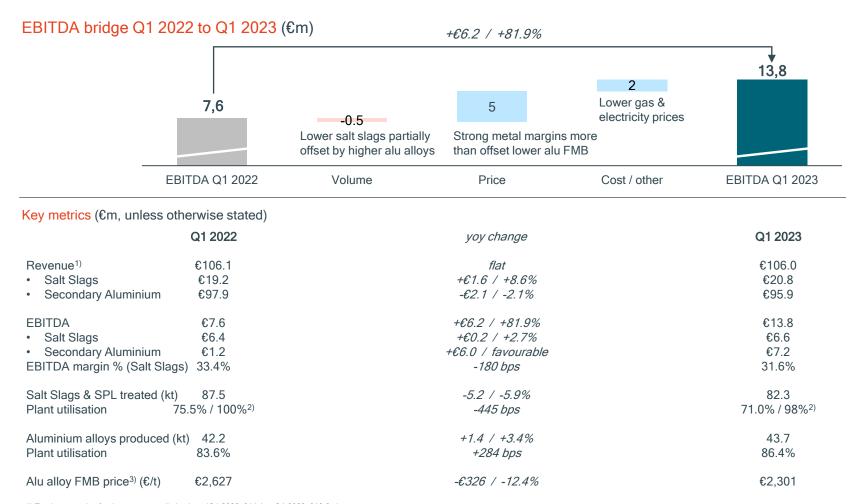
	Q1 2022	yoy change	Q1 2023
Revenue	€155.9	+€60.3 / +38.7%	€216.3
EBITDA	€54.8	-€17.8 / -32.4%	€37.0
EBITDA margin %	35.1%	-1,802 bps	17.1%
EAFD throughput (kt) Plant utilisation Waelz oxide (WOX) sold (kt)	337.4	-63.5 / -18.8%	273.8
	88.0%	-1,657 bps	71.4% / 74.9% <sup>1)</sup>
	103.7	-3.9 / -3.8%	99.8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

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

<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

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



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

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

<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

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

#### 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

<sup>3)</sup> LTM figures

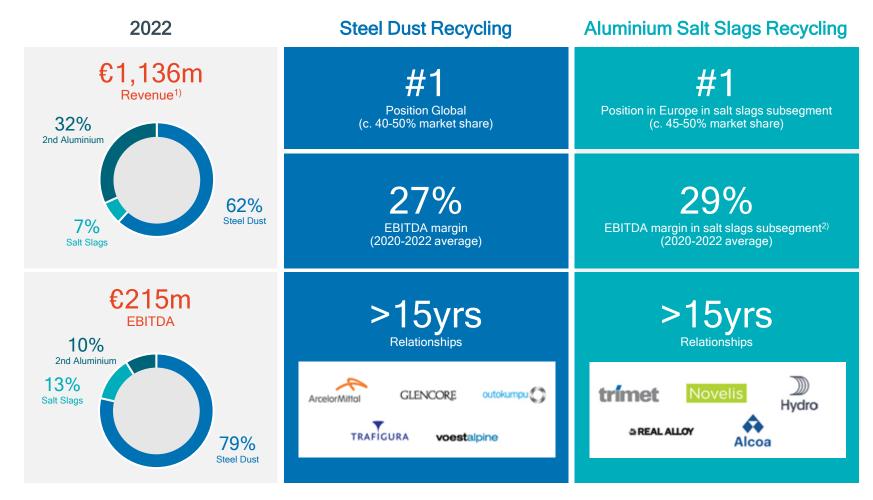
<sup>4)</sup> Net leverage calculated as Net debt over Adjusted EBITDA.



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



<sup>1)</sup> Excluding internal revenue; revenue split is calculated on revenues including internal revenue

<sup>2)</sup> Including recycling of SPL (a hazardous waste generated in primary aluminium production)

## Key milestones

Entry in the **Asian market**<sup>2)</sup>

WOX washing plant at Gravelines

Secondary aluminium plant in Bernburg

Triton acquired Befesa

Befesa has grown successfully through organic initiatives and acquisitions

#### **EAFD** expansion China

First to market with state-of-the-art EAFD recycling plants in China:



- ✓ Completed on budget
- ✓ In commercial operations since Dec'21
- Xuchang, Henan:
  - ✓ Completed construction Dec'21
  - √ Commissioning finalised Dec'22
  - → Ramping up operations
- Yunfu, Guangdong:
  - ✓ Signed development agreement
  - → Planning construction; levelling lot

#### **Entry in the US**

100% of AZR

SUSTAINALYTICS

Zinc refining



**EAFD expansion Korea & Türkiye** 

Doubled capacity to 220kt, Gyeongju

close to Gyeongju plant

EAFD recycling capacity at

1st WOX washing plant in Asia,

Iskenderun expanded to 110kt

Successful IPO on

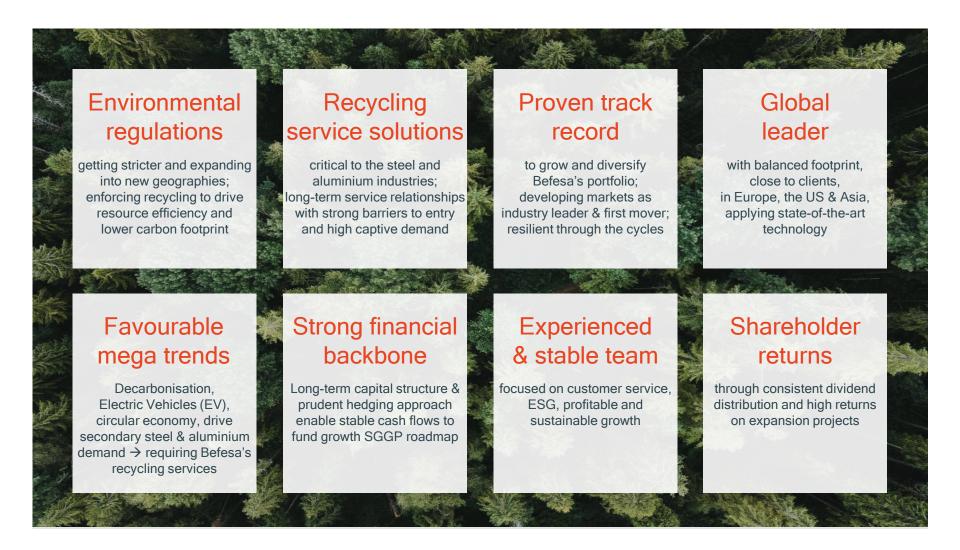
Frankfurt Stock Exchange

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

Sep'21

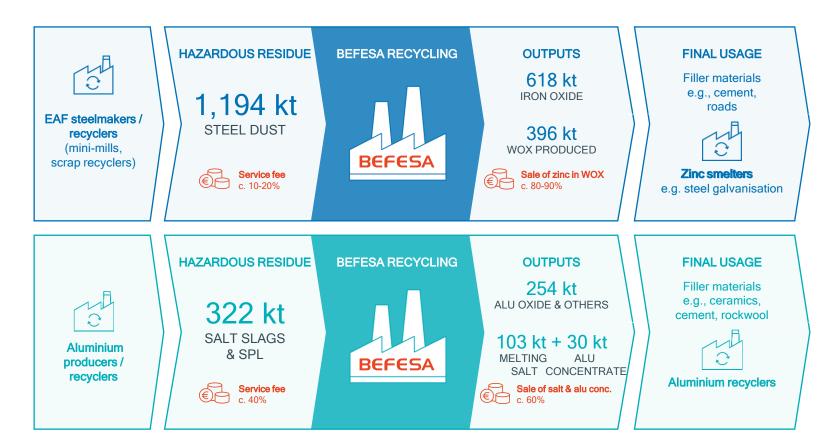
Founded in Germany, Metallgesellschaft

## 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. 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

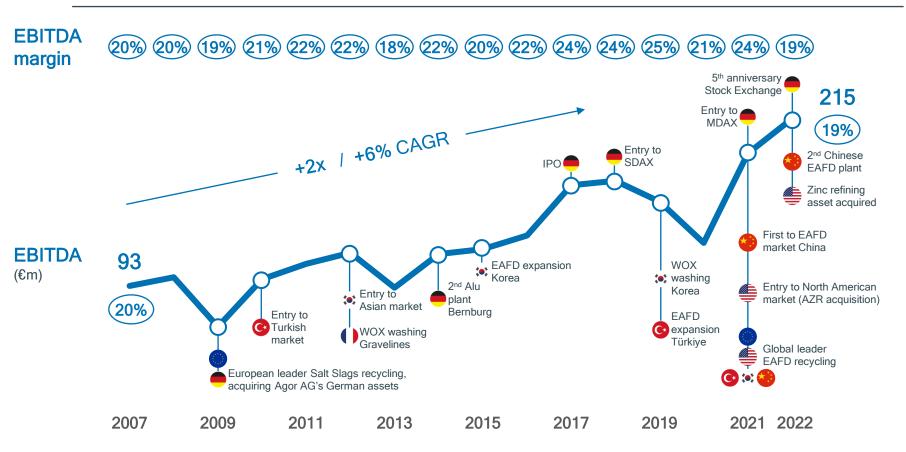
Attractive growth track record with proven margin resilience despite volatile environment - driven by a successful service-focused business model & prudent financial practices

Key macro events

Global financial crisis

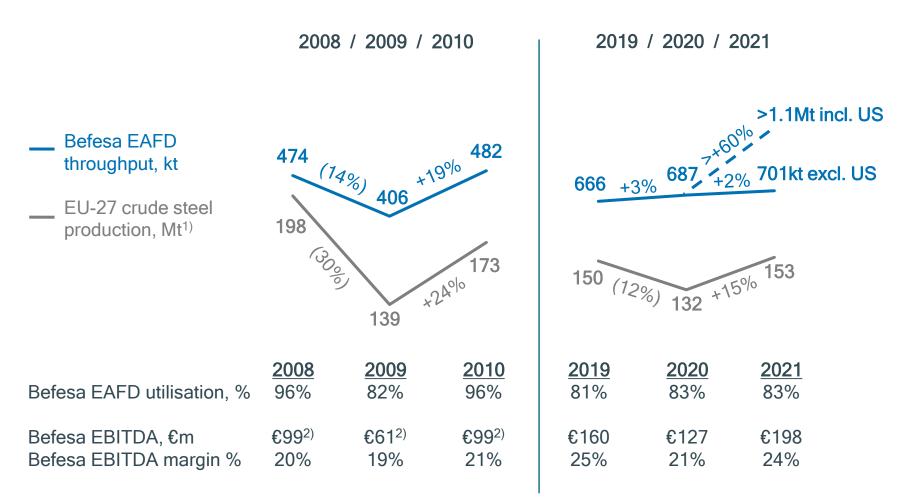
European debt crisis

COVID pandemic Global supply chain disruptions Energy crisis



## Befesa's resilience during latest crises

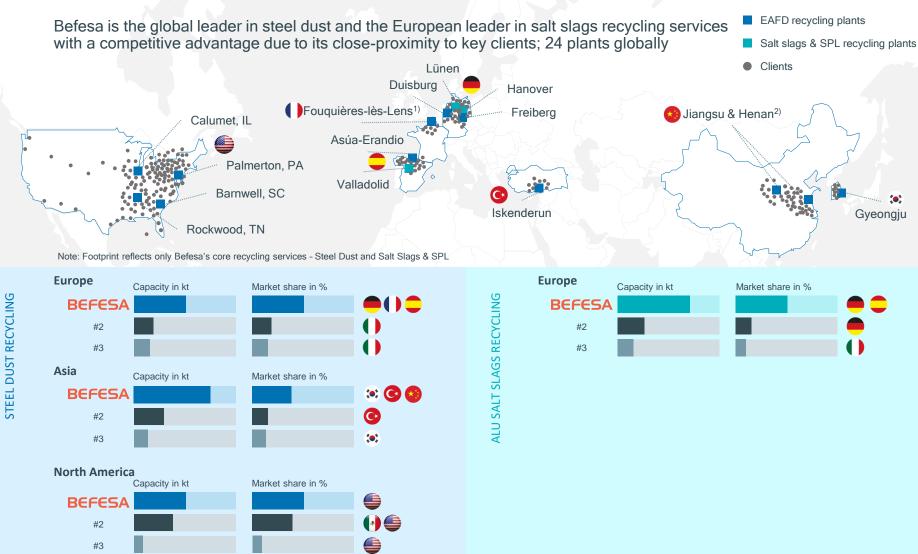
Befesa has demonstrated resilient volumes and capacity utilisation levels during the latest crises



<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 Q1 2023 Earnings



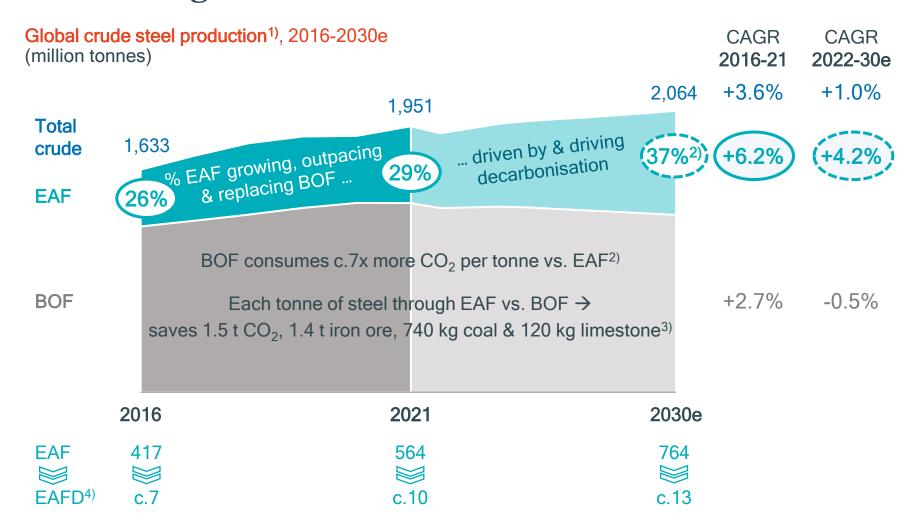
## Global leader in Europe, North America & Asia



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

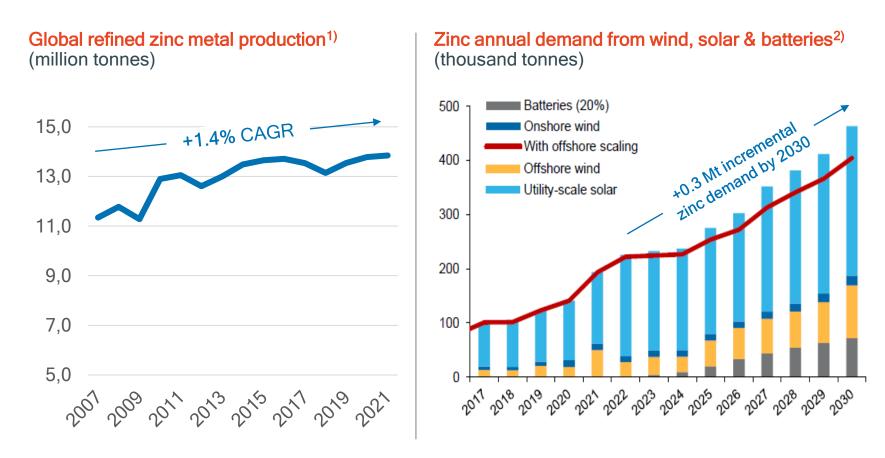
Changzhou, Jiangsu province: In commercial production and selling WOX since Dec'21; Monitoring recovery from COVID
Xuchang, Henan province: Completed construction Dec'21 on budget; Commissioning prolonged due to COVID, finalised in Dec'22 and ramping up operations

## Decarbonisation megatrend favouring & driving EAF steel growth



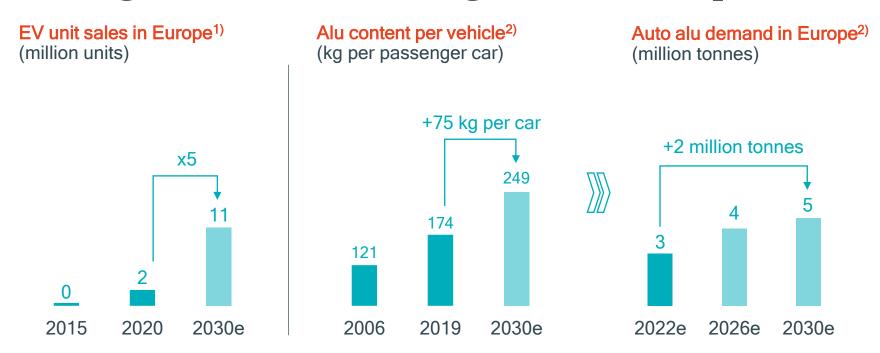
<sup>1) 2016-21</sup> actuals from Worldsteel; 2022-2030e from "Steel - Eye of the Storm", Morgan Stanley (Sep 2022); 2) "Net Zero by 2050: A Roadmap for the Global Energy Sector", IEA (May 2021); Green Steel for Europe Consortium (June 2021) 3) Bank of America Research (November 2022); 4) Total EAFD 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.x2.5

... 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** 



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

CEO since 2022



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



Wolf Lehmann **CFO** 

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



- 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



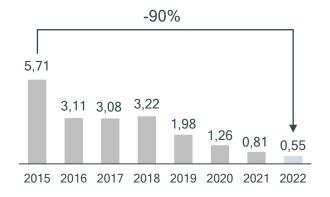
05/ ESG

# 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

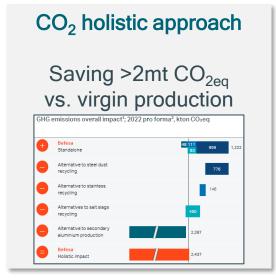
<sup>2)</sup> Industry groups under which Befesa is ranked by the respective ESG rating companies: ISS ESG, Metals processing & production; Sustainalytics, Commercial services; V.E., Business services; MSCI, Commercial services & supplies; arabesque s-ray, Industrial services; S&P Global, n.d.

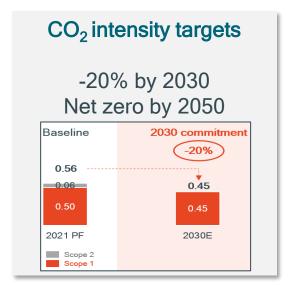
### ESG: Enhanced transparency & performance













### 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



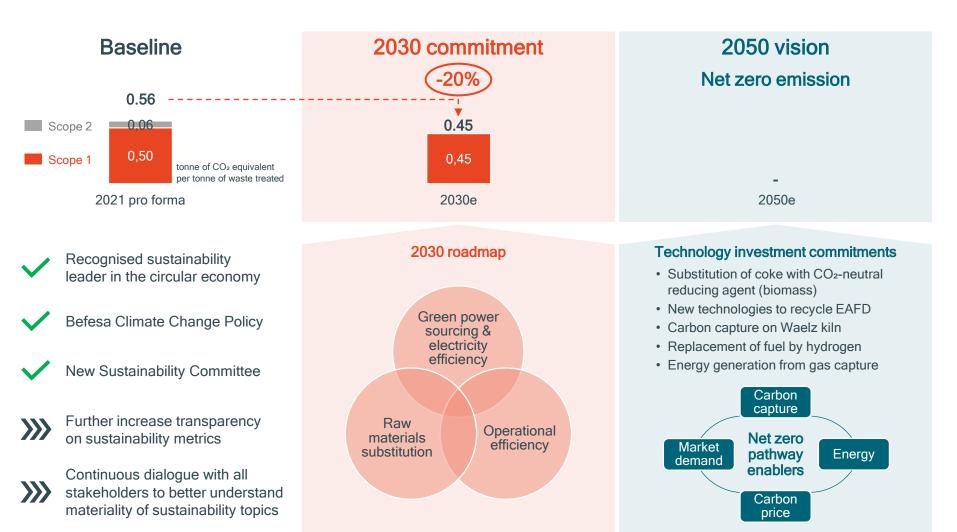
Natural resources depletion rate



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



### Selected ESG targets

#### **Environmental**

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



waste recycled by 2025



new materials recovered by 2025





ISO certification schedule (China & US)



-20% by 2030 net zero by 2050

#### 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



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





06/ Investor agenda & appendix

### Investor's agenda

# Financial calendar 2023

#### Next investor conferences

Q2 2023 H2 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 4th ESG Conference (virtual)
1 June - Kepler Cheuvreux

Boston - Stifel Cross Sector Insight 2023 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 - 6th MidCap CEO Conference 13-15 November - BNP Paribas Exane

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

Pennyhill Park, Surrey - Berenberg European Conference 2023 5 December - Berenberg

# Q1 2023/22 – Key financials

(€m, unless otherwise stated)

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

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

<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;

<sup>2021</sup> EBITDA adjusted for €14.0.m 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

<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; 2022 EPS based on 39,999 thousand outstanding shares

<sup>6)</sup> 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%

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

<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

# 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%

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

<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	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

<sup>1)</sup> 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)

<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 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

<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)

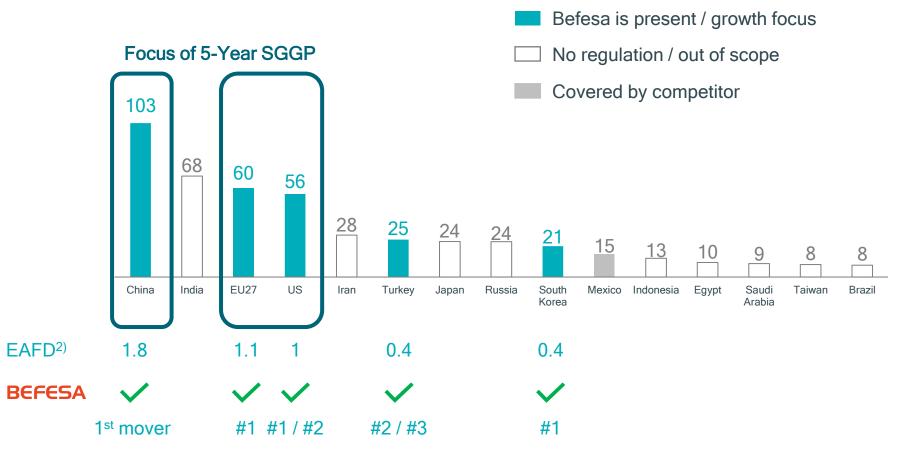
<sup>6)</sup> Installed capacity and corresponding utilisation rates in 2019 are normalised for the furnace upgrade in Barcelona - phase II (plant was shutdown three months, from mid-August to mid-November)

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

# 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)



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

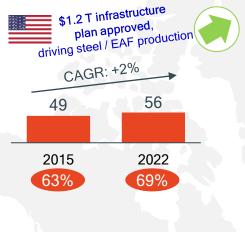
<sup>2)</sup> Total EAFD addressable market based on the assumed mid-point 17.5kg EAFD generation per tonne of EAF steel output

# EAF steel production: Regional overview

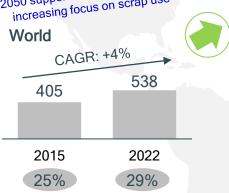
EAF steel production, MT

% EAF share
Outlook
Befesa is present

#### Decarbonization driving accelerated growth of EAF



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>



Europe to grow to 50% EAF share 1)

CAGR: -1%

64

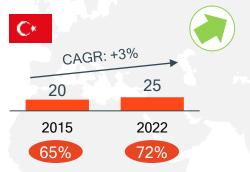
60

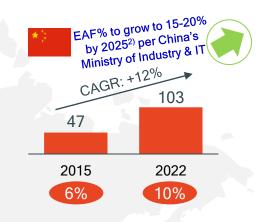
2015

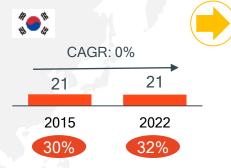
2022

41%

44%









Source: 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)