

**BEFESA**

**2023**

Commerzbank and ODDO BHF Corporate Conference

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H1 and Q2 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 of H1 2023

Revenue  
€615 million

8% yoy

- + US zinc refining operations
- Lower zinc and aluminium market prices

Adjusted EBITDA  
€95 million

-20% yoy

- Lower zinc price
- Unfavourable zinc TC
- Higher coke prices
- + Higher zinc hedging prices
- + Lower gas & electricity prices
- + Productivity and savings

Operating cash flow  
€42 million

-34% yoy

- Lower earnings
- Higher interests

## Growth



- Zinc refining: improving performance gradually
- Palmerton refurbishment: on track



- Henan: ramp up completed in Q2 2023
- Guangdong: preparation works ongoing

## Outlook

Overall expecting stronger H2 vs H1; Guidance confirmed

## ESG

ESG Progress Report 2022 published on 30 June 2023

# Total EBITDA decreased by 20% yoy to €95m in H1'23, mainly due to lower zinc market prices

Adjusted<sup>1</sup> EBITDA bridge H1 2023 vs H1 2022  
€ million



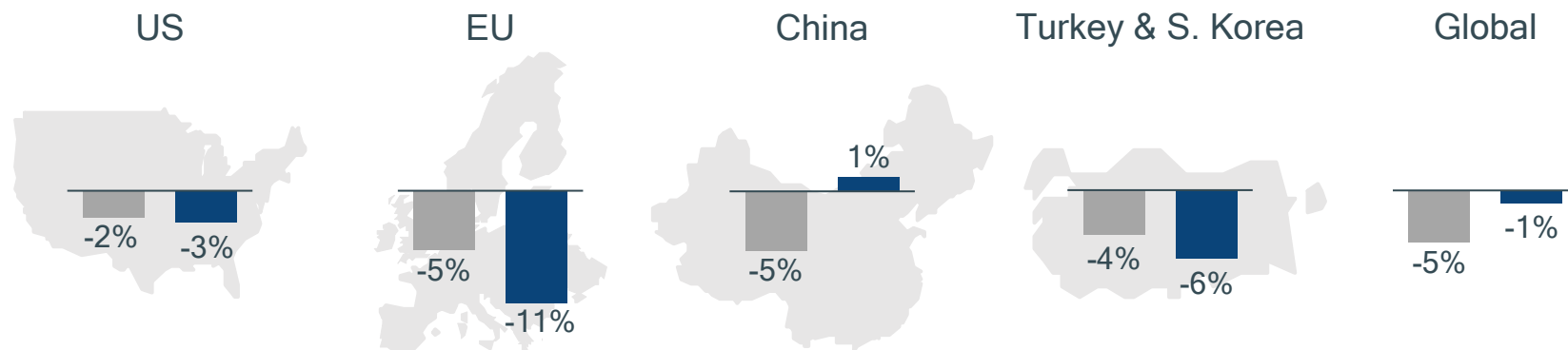
<sup>1</sup> H1 2023: €50.4m reported Total EBIT + €40.4m D&A = €90.8m reported Total EBITDA + €3.9m adjustments = €94.7m adjusted Total EBITDA  
H1 2022: €80.3m reported Total EBIT + €35.3m D&A = €115.7m reported Total EBITDA + €2.2m adjustments = €118.0m adjusted Total EBITDA

# Aluminium Salt Slags benefited from favourable market environment while Steel Dust still challenged

## Crude steel production

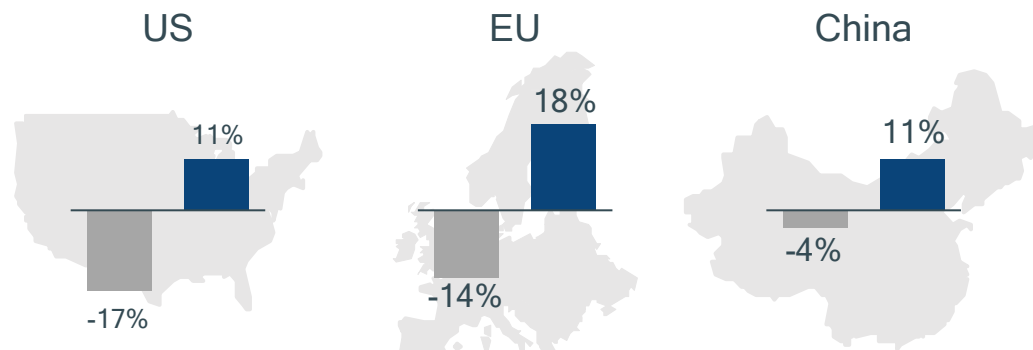
% vs prior year

■ H1 2022 ■ H1 2023



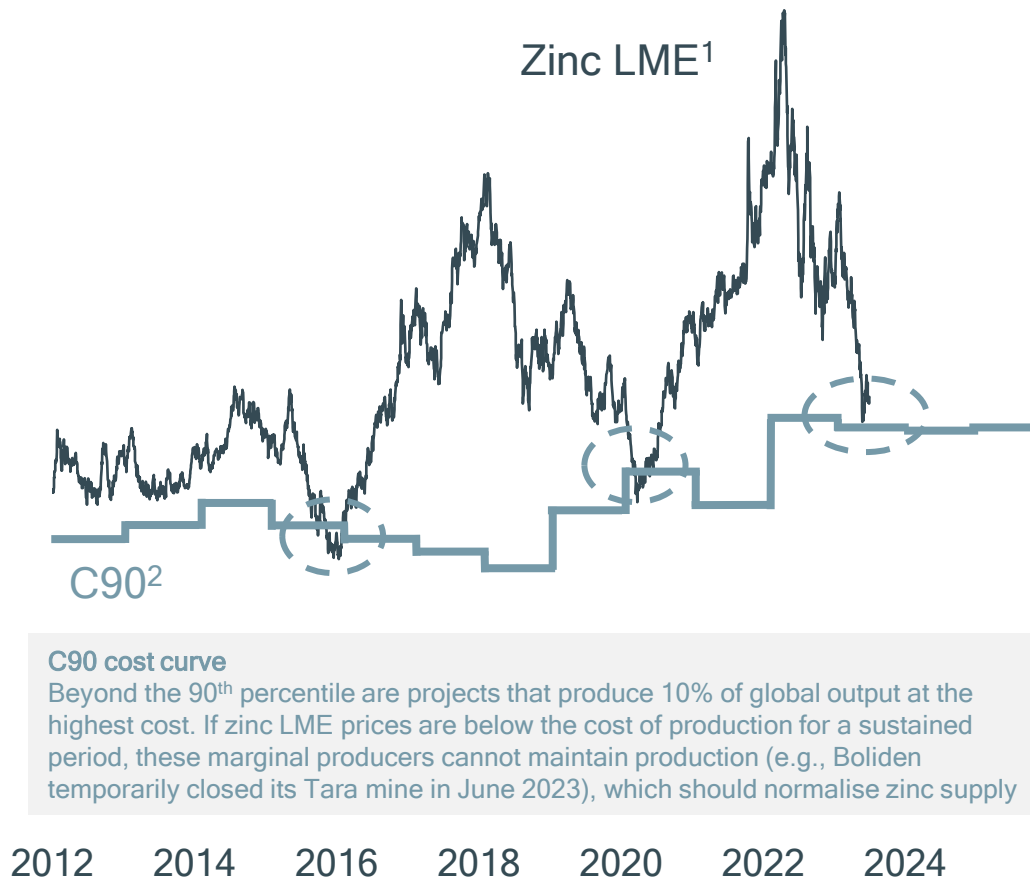
## Car sales<sup>1</sup>

% vs prior year



<sup>1</sup> Sales of new passenger cars for US and China; registrations of new passenger cars for EU; China figures are May YTD

# Zinc LME prices have historically bounced off the 90<sup>th</sup> percentile of the global cost curve



## C90 cost curve

Beyond the 90<sup>th</sup> percentile are projects that produce 10% of global output at the highest cost. If zinc LME prices are below the cost of production for a sustained period, these marginal producers cannot maintain production (e.g., Boliden temporarily closed its Tara mine in June 2023), which should normalise zinc supply

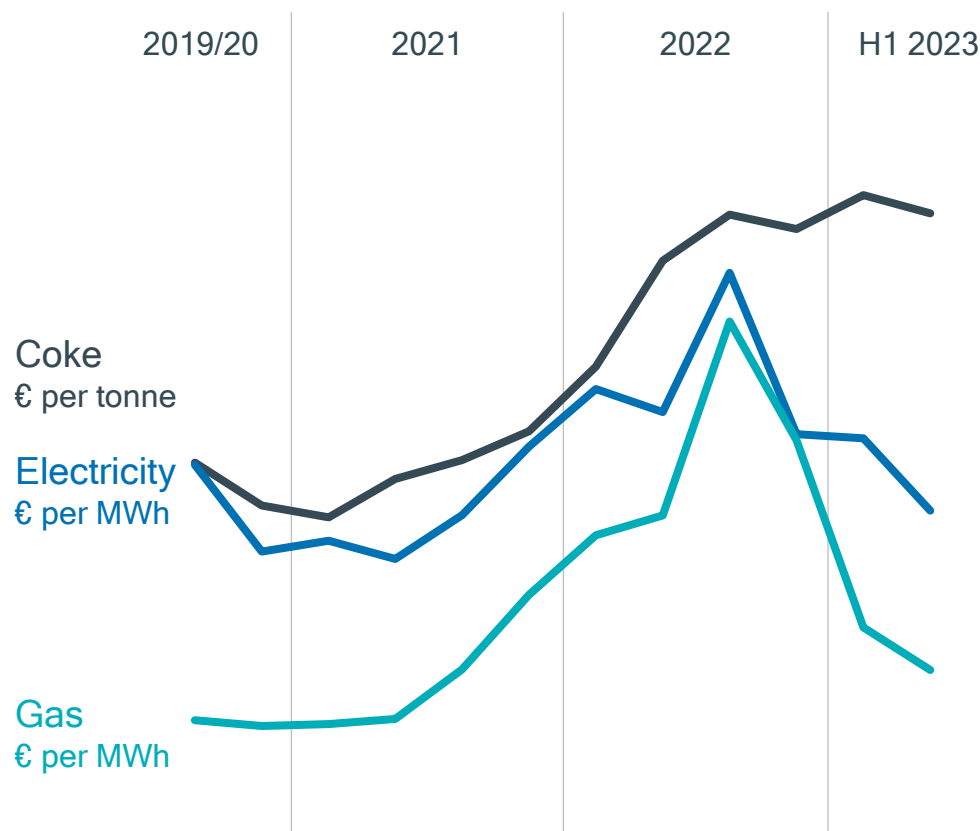
- Zinc LME prices have historically rebounded strongly upon touching the C90 curve
- Only during periods of strong economic stress, e.g., COVID-19 pandemic, zinc traded below the C90 curve
- Zinc currently trailing around the C90 cost curve; this should balance supply / demand and hence provide price support at these levels
- C90 cost curve upward trend driven by inflation, depletion and environmental cost increase

1 London Metal Exchange (LME) zinc daily cash settlement prices, US\$ per tonne

2 Morgan Stanley Research

# Coke price has started to moderate in Q2; Electricity & gas prices decreased further

## Befesa's energy price evolution by source



### Coke

- After reaching an all-time-high level in Q1 2023, Befesa's coke price started to moderate in Q2 (-3% versus Q1)
- However, H1 2023 average price is still around 90% above the 2019–2021 average levels

### Gas

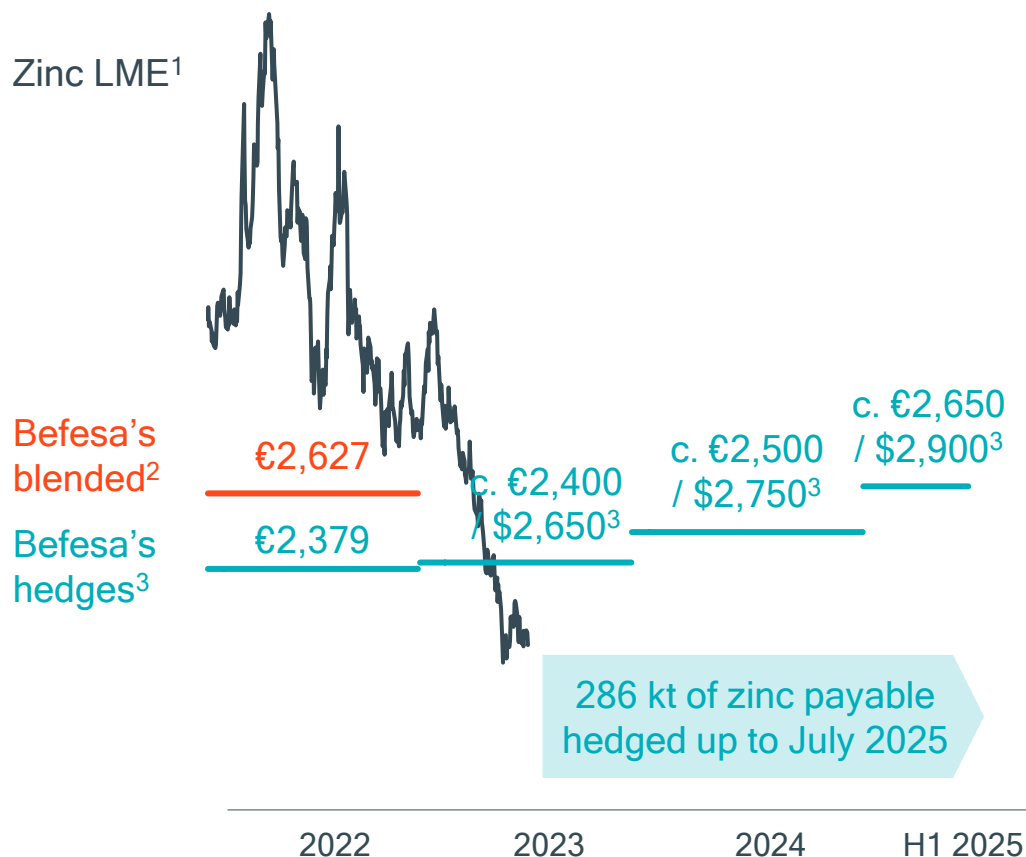
- Prices reduced further in Q2 (-27% versus Q1) back to 2021 average levels
- H1 2023 average price reduced by 48% yoy

### Electricity

- Prices reduced further in Q2 (-20% versus Q1) back to 2021 average levels



# Befesa's hedging strategy provides price visibility and lowers impact from zinc price volatility



- Befesa's hedging strategy unchanged
  - 1–3 years forward
  - Targeting 60% to 75% of zinc equivalent volume
  - Befesa providing no collateral
- Befesa's hedging strategy has proven **successful** providing **price visibility** and **lowering impact** from zinc price volatility
- Befesa with 60–75% of its zinc exposure **hedged up to July 2025**
- For the **unhedged portion**: **each \$100/t change** in zinc LME price represents **€8–9m impact** on full year EBITDA

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

<sup>2</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>3</sup> Assumes FX €/€ of 1.10 for 2023, 2024, and 2025

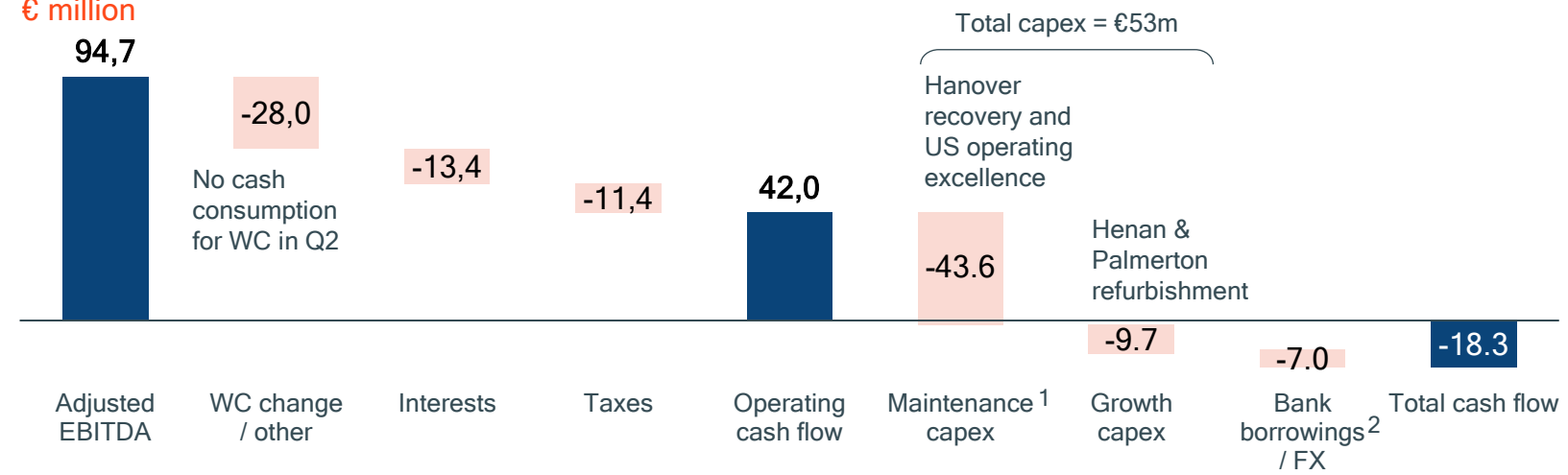
# Cash flow, net debt & leverage

Cash on hand at €143m providing >€200m liquidity;

Net debt increased to €567m driven by lower earnings; Net leverage of x2.96

## Adjusted EBITDA to Total cash flow in H1 2023

€ million



	At 30 June 2022	2022	change	At 30 June 2023
LTM Adjusted EBITDA	€221.4	€214.6	-10.8%	€191.4
LTM Operating cash flow	€111.6	€137.3	-16.0%	€115.3
Gross debt	€709.7	€710.8	flat	€710.5
Cash on hand	€238.7	€161.8	-11.3%	€143.5
Net debt	€470.9	€549.0	+3.3%	€567.0
Net leverage	x2.13	x2.56	+x0.40	x2.96

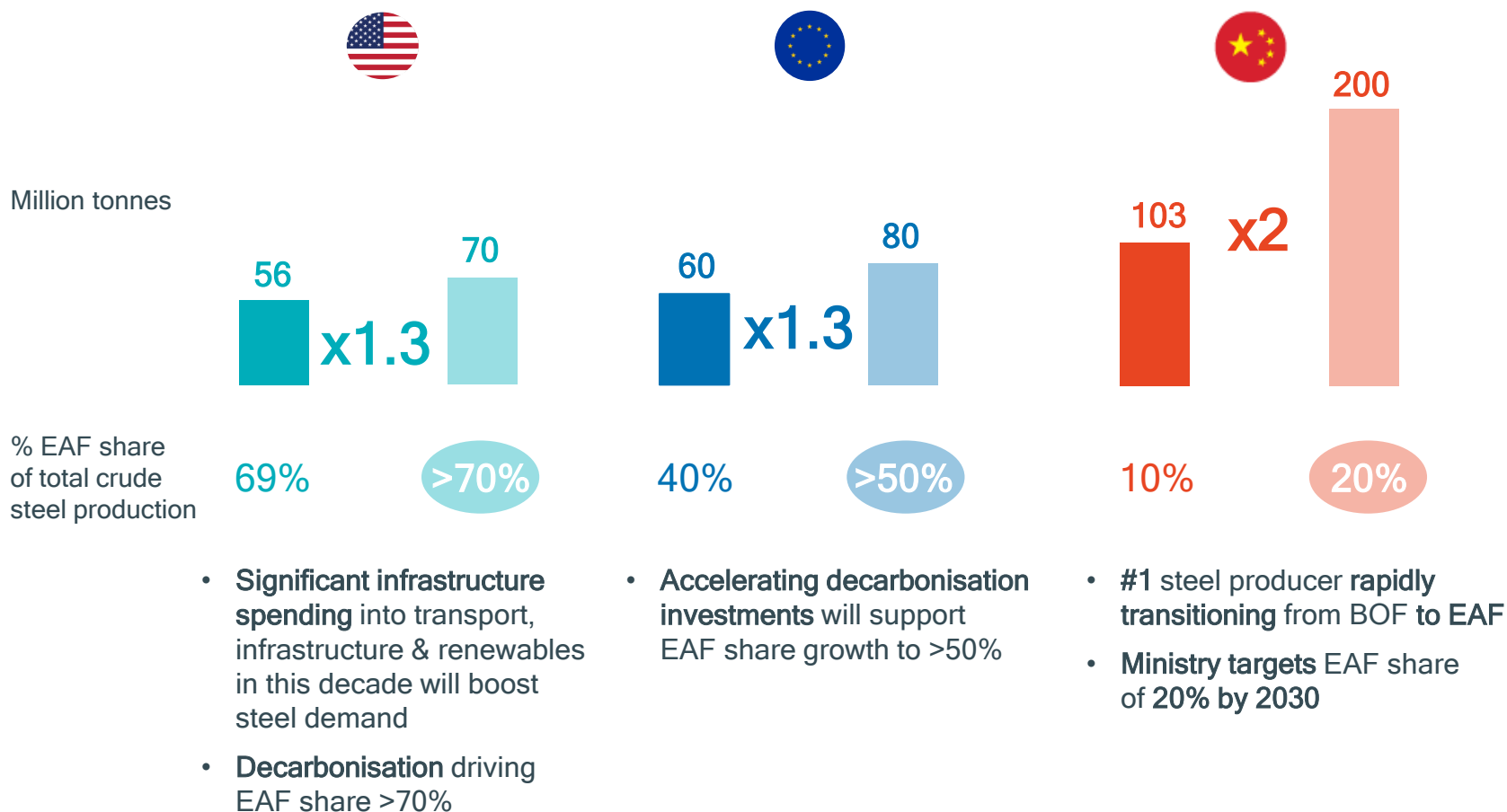
<sup>1</sup> Includes investments required to maintain or replace assets as well as those related to productivity, compliance and IT

<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

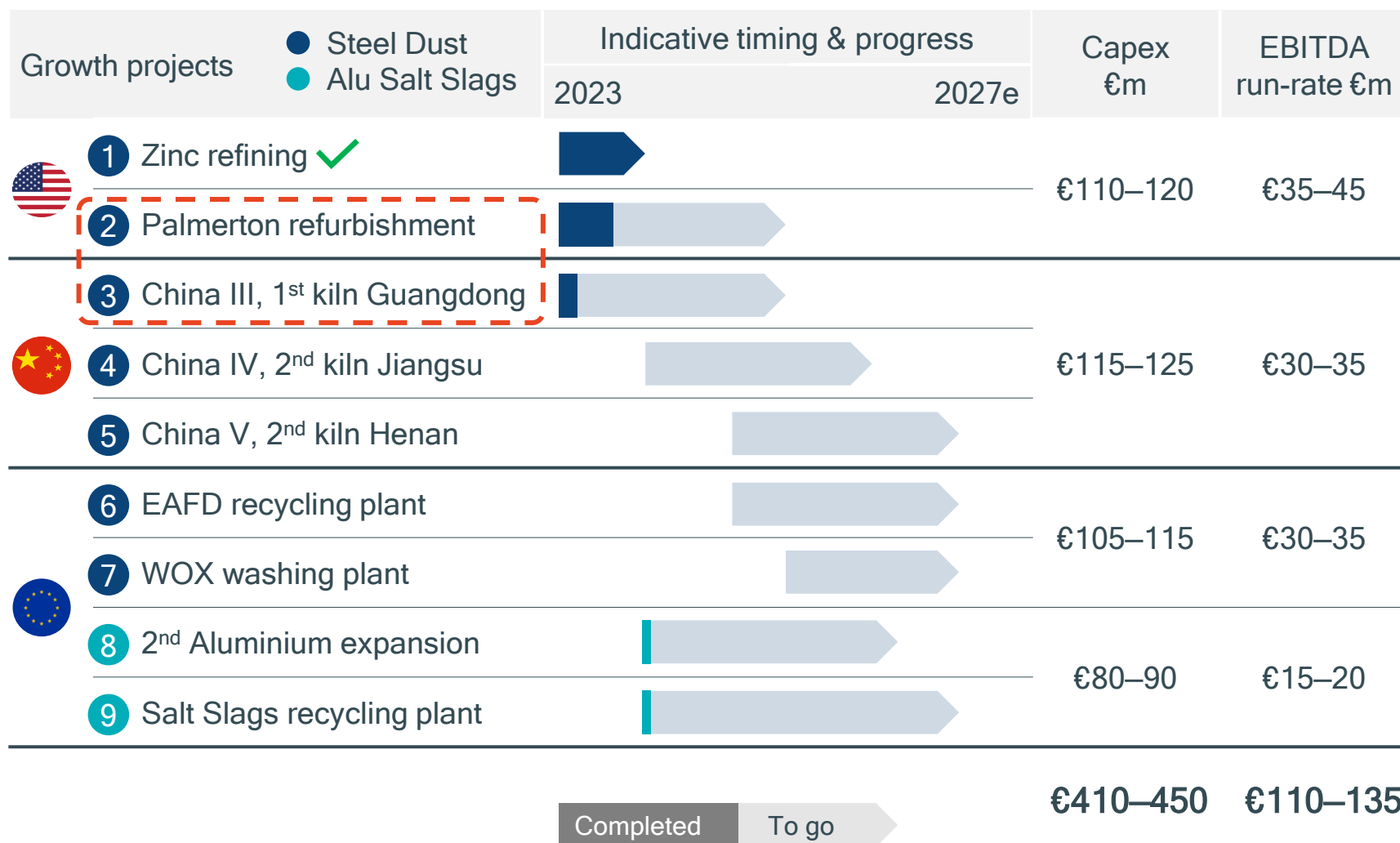
# Decarbonisation driving EAF steel production in Befesa's key markets

## EAF steel production

■ 2022 ■ 2030e



# Well defined growth roadmap in execution towards 2027



# Palmerton plant refurbishment progressing well to seize market growth in 2024/25

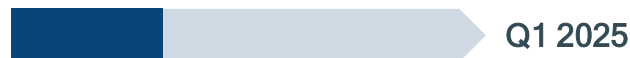


## Plant overview



- 2 kilns with c. 163 kt → 220 kt (post-refurbishment) EAFD recycling capacity
- Producing **WOX** as a marketable product

## Indicative timing and status



- > Demolition works ongoing
- > Finishing EPC contract (two candidates)

Timing confirmed:

Phase I: completed by Q3 2024

Phase II: completed by beginning of 2025

## Key financials



- Capex: €60–70 million
- EBITDA run-rate: €25–30 million
- Payback: 2–3 years; IRR: >30%

# Preparing Befesa's next EAFD recycling plant in the province of Guangdong



Around 126 million people (2022),  
10–15% of China



GDP: US\$1.9 T (2022), Top 10 global;  
5% growth target for 2023;  
5–6% p.a. growth (2020–2035e)



Largest auto production in China



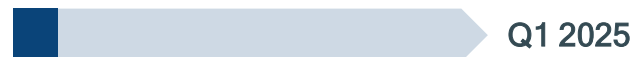
Top 5 EAF steelmaking clusters in  
China, with 200–400 kt EAFD p.a.



## Plant overview

- 1 kiln with 110 kt EAFD recycling capacity
- Option for expansion on site:  
2 additional kilns x 110 kt = +220 kt capacity

## Indicative timing and status



- ✓ Investment agreement signed Q1 2023
- ✓ Land lot assigned Q1 2023
- > Levelling lot; Preparing basic engineering
- > Long-term supply contracts with 3<sup>rd</sup> parties ongoing

Construction: Q4 2023 – Q4 2024

Ramp up operations: Q1 2025



## Key financials

- Capex: €45–50 million
- EBITDA run-rate: €8–12 million
- Payback: 4–5 years; IRR: >20%



# Outlook for H2 2023:

## Overall expecting stronger H2 vs H1

### Volume

- European operations expected to continue at current solid levels
- Turkish operations recovered after the earthquake in Q1 and are expected to continue delivering at usual levels in H2
- Hannover Aluminium Salt Slags plant fully ramped up and running since the end of Q2
- China gradually recovering after a challenging economic environment in H1

### Zinc refining

- Plant performance gradually improving and targeting positive earnings contribution in H2

### Market prices

- Zinc LME historically rebounded supported by C90
- Aluminium FMB expected to remain flattish at Q2 levels

### Energy prices

- Reduction of coke price in Q3 expected to continue through the year
- Moderation of gas and electricity prices expected to maintain



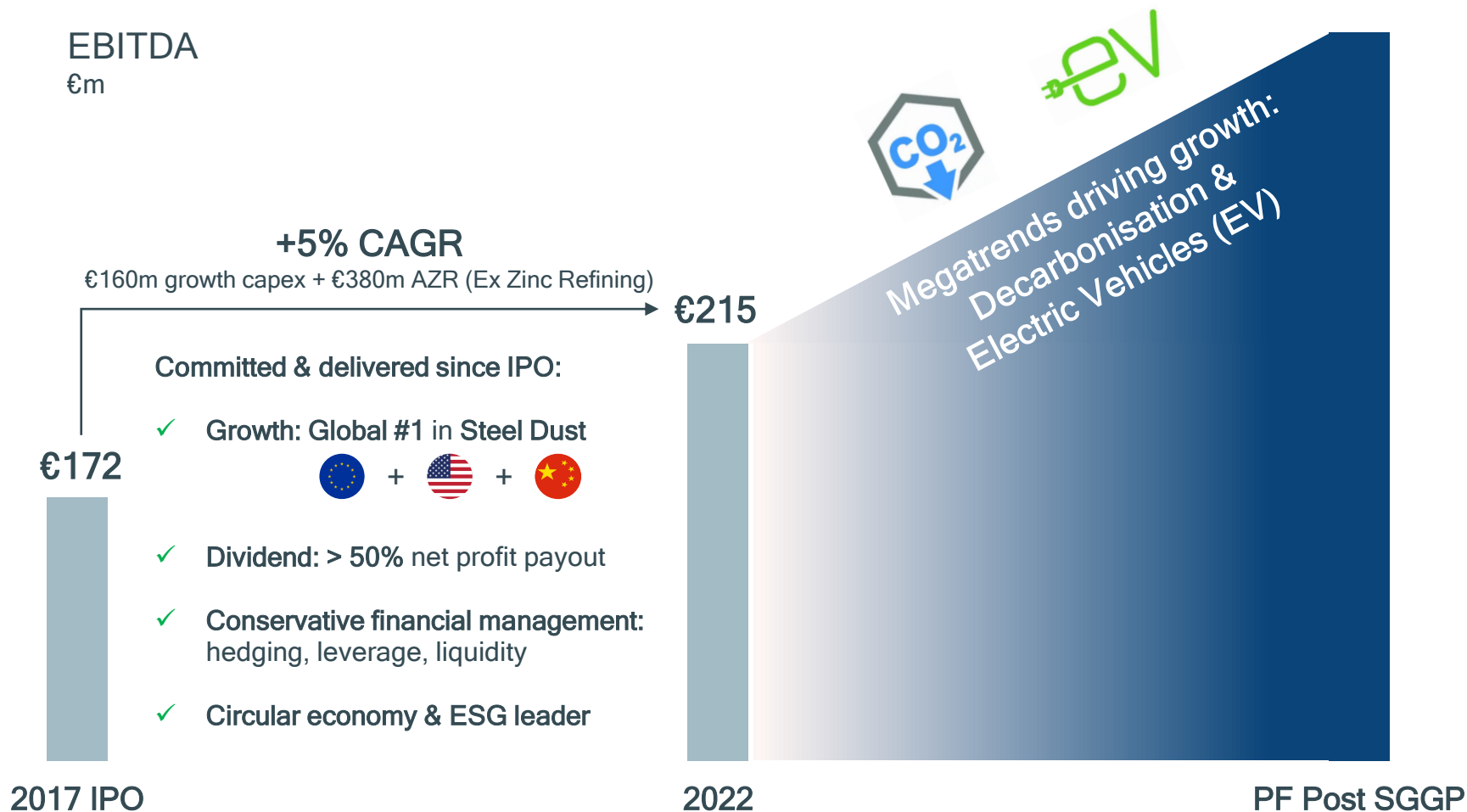


02 /

Sustainable Global Growth  
Plan (SGGP), 2022-2027



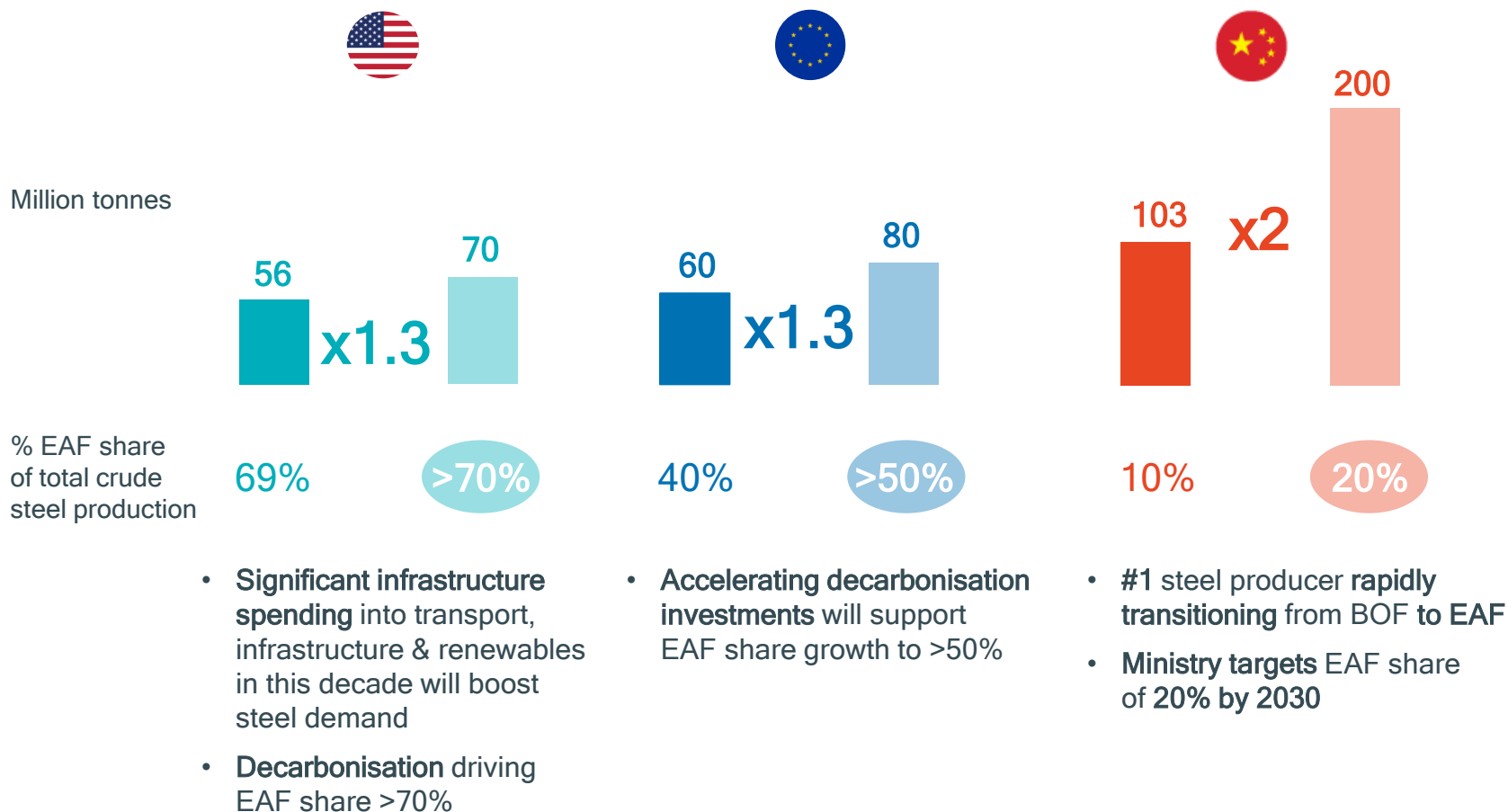
# Proven track record since IPO; Megatrends driving growth over next 5 years



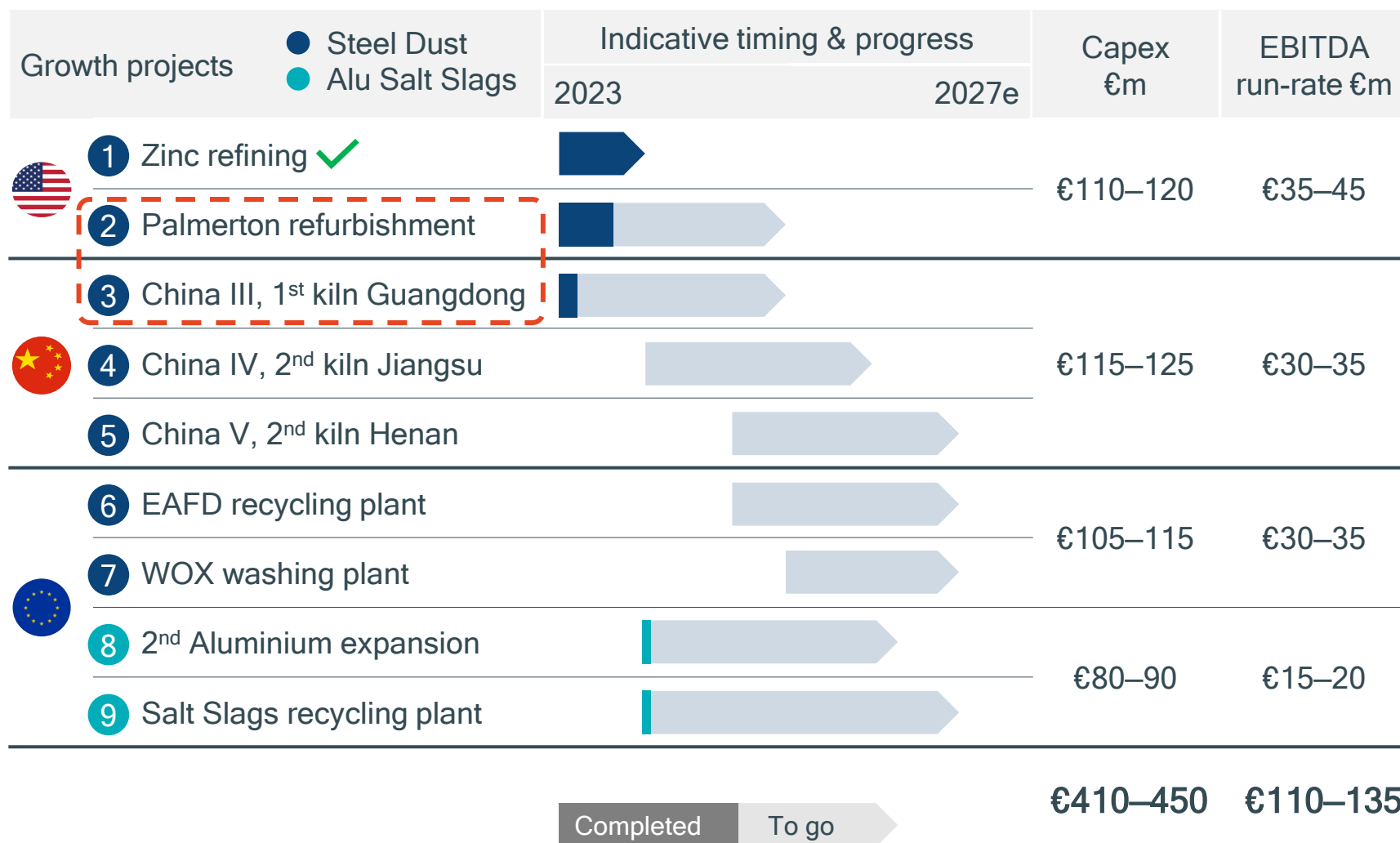
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2022 2030e



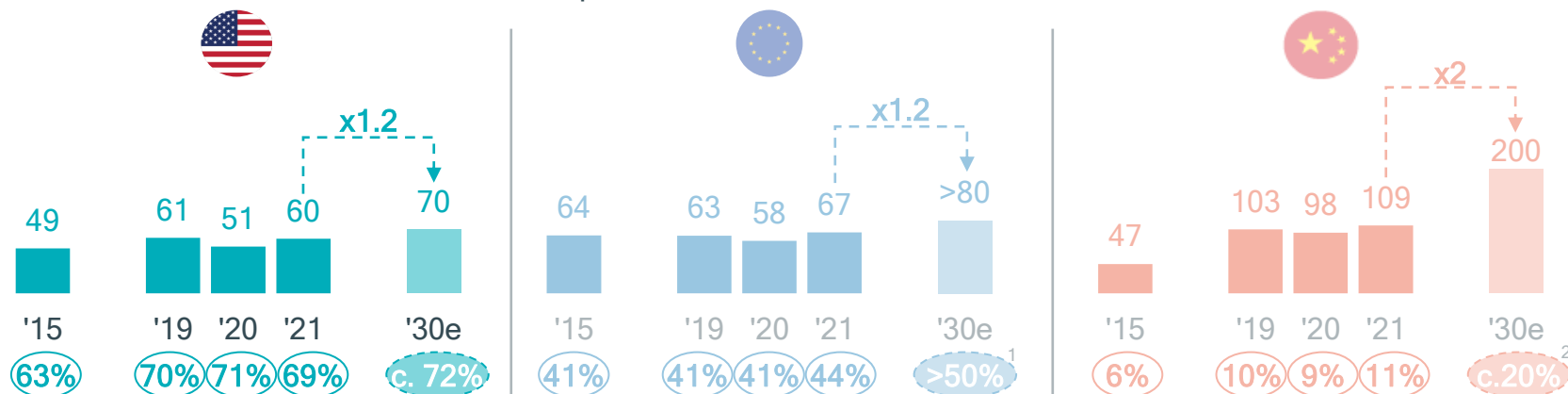
# Well defined growth roadmap in execution towards 2027



# 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<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

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- 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

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

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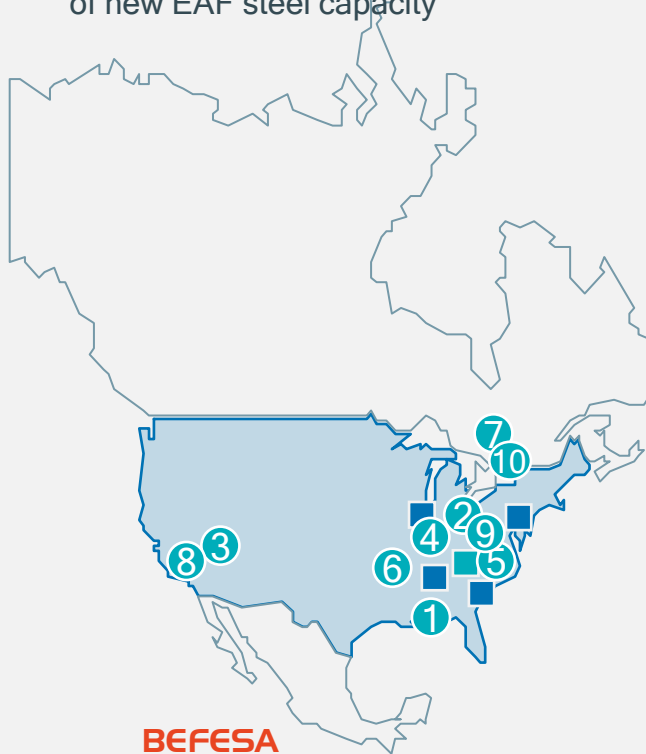


# Decarbonisation investments & Infrastructure Programme will support EAF growth by 2030

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



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■ EAFD recycling sites in the US

■ Zinc refining plant

Steel-maker	Location	Capex, \$Bn	New EAF cap., Mt	Start up
 <b>50/50 JV</b>	① Calvert, Alabama	\$0.8	1.5	H1'23
	② Mason County, Virginia	\$2.7	2.7	2024
	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
	⑥ Osceola, Arkansas	\$3.0	2.7	2024
	⑦ Ontario, Canada	\$0.6	0.6	2024
	⑧ Mojave, California	\$0.4	0.3	2025
	⑨ Berkeley County, West Virginia	\$0.5	0.5	YE'25
	⑩ Hamilton, Ontario, Canada	\$1.3	4.0	2028
		\$10–11 Bn 13–14 Mt		

Sources: Corporate press releases and presentations

21 Business Update - Post H1 2023 Earnings



>300 kt EAFD

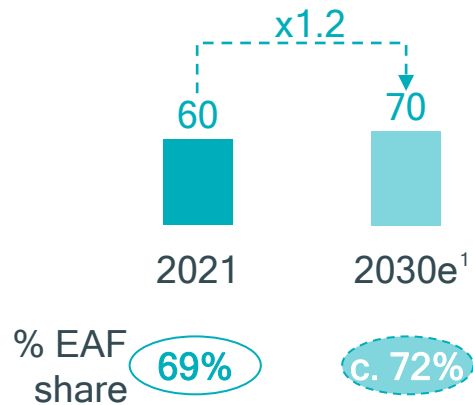


# SGGP – Steel Dust – US

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

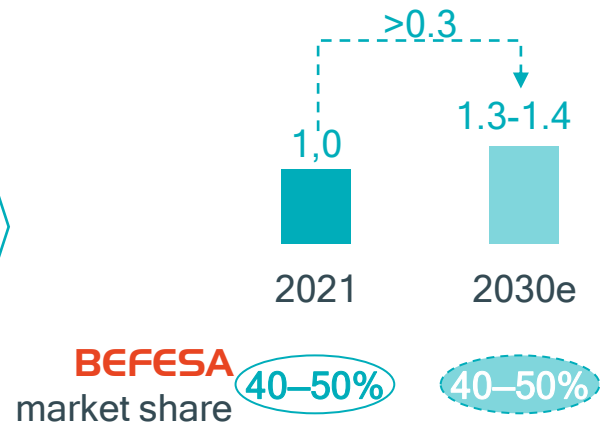


\$1.2 T infrastructure plan  
driving higher steel volume  
and  
decarbonisation driving  
EAF share up



## EAFD generation

million tonnes



## Befesa's expansion projects

- ✓ Acquisition of Zinc refining asset on 30 September 2022 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 and refurbishment vital to achieve throughput, energy and 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)

# Zinc refining plant improving performance gradually since acquisition in September 2022




## Plant overview



- #1 producer of “green zinc” (SHG zinc), 100% from recycled materials (WOX)
- 141 kt SHG zinc total capacity
- Plant size can process up to 220 kt WOX from Befesa’s recycling plants in the USA

## Indicative timing and status



-  H2 2023
- ✓ Plant integrated in normal operations in the USA  
Capacity utilisation in May / June >90%
  - Q1 EBITDA c. -€2m; Q2 breakeven; H2 expected positive

## Key financials



- Capex: €50 million
- EBITDA run-rate: €10–15 million
- Payback: 4–5 years; IRR: >15%

# Palmerton plant refurbishment progressing well to seize market growth in 2024/25

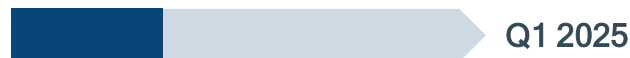


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- 2 kilns with c. 163 kt → 220 kt (post-refurbishment) EAFD recycling capacity
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Phase I: completed by Q3 2024

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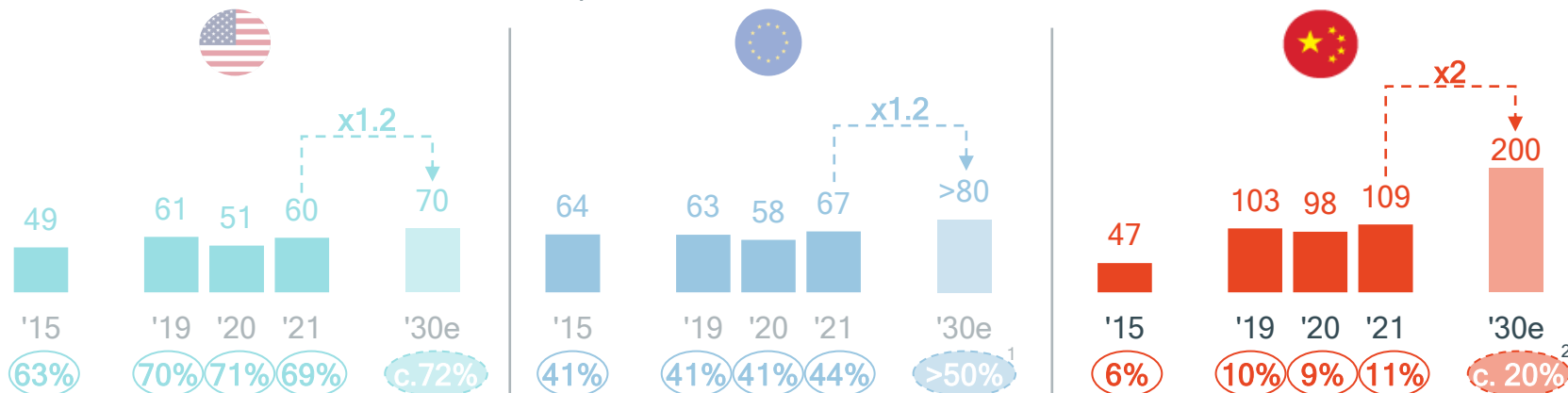
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→ Load assets & maintain share

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- 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

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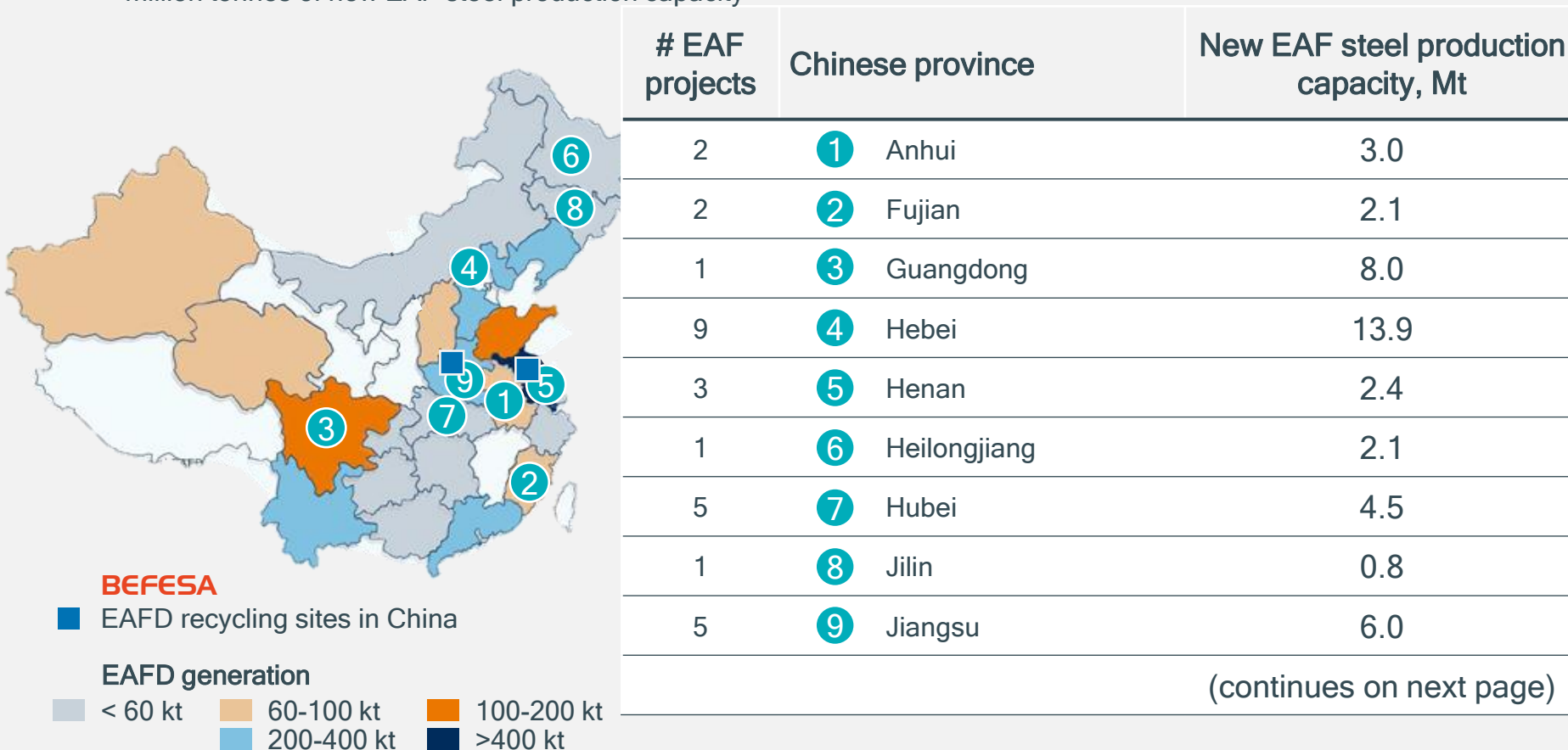


# Largest producer of steel, rapidly transitioning from BOF to EAF; a strong growth opportunity

>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

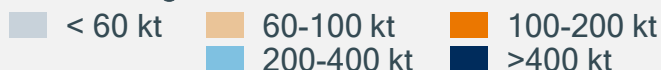
million tonnes of new EAF steel production capacity



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■ EAFD recycling sites in China

**EAFD generation**



Sources: Internal analysis



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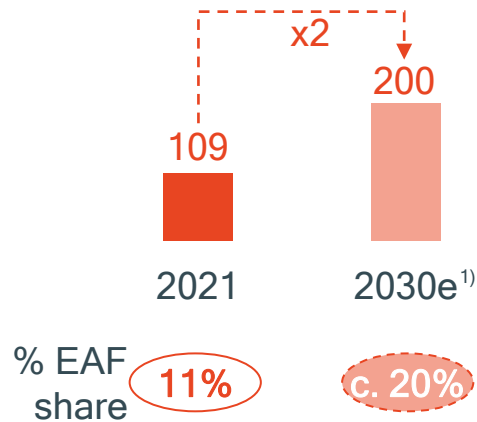


# SGGP – Steel Dust – China

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

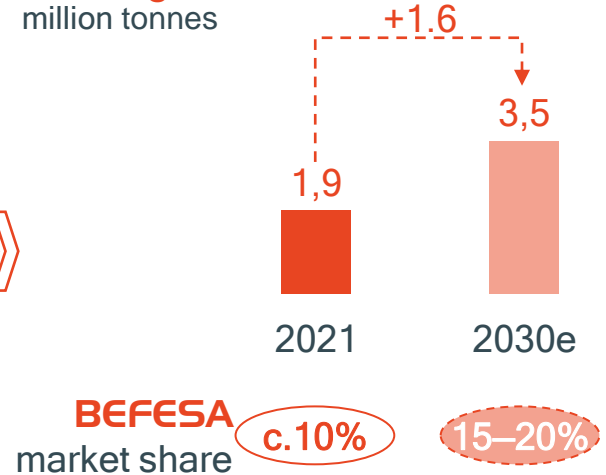
million tonnes, EAF % of total crude steel output



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

# Preparing Befesa's next EAFD recycling plant in the province of Guangdong



Around 126 million people (2022),  
10–15% of China



GDP: US\$1.9 T (2022), Top 10 global;  
5% growth target for 2023;  
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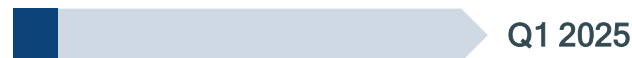
Top 5 EAF steelmaking clusters in  
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## Plant overview

- 1 kiln with 110 kt EAFD recycling capacity
- Option for expansion on site:  
2 additional kilns x 110 kt = +220 kt capacity

## Indicative timing and status



- ✓ Investment agreement signed Q1 2023
- ✓ Land lot assigned Q1 2023
- > Levelling lot; Preparing basic engineering
- > Long-term supply contracts with 3<sup>rd</sup> parties ongoing

Construction: Q4 2023 – Q4 2024

Ramp up operations: Q1 2025



## Key financials

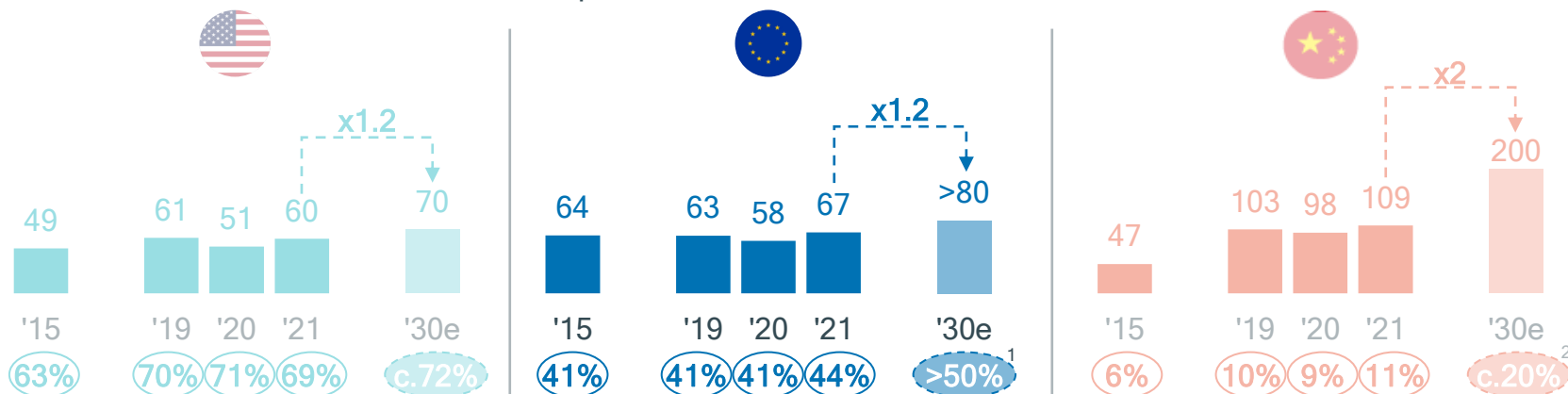
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- Payback: 4–5 years; IRR: >20%



# 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<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

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

<sup>2</sup> S&P Global Commodity Insights (April 2022)

<sup>3</sup> Bank of America Research (November 2022)

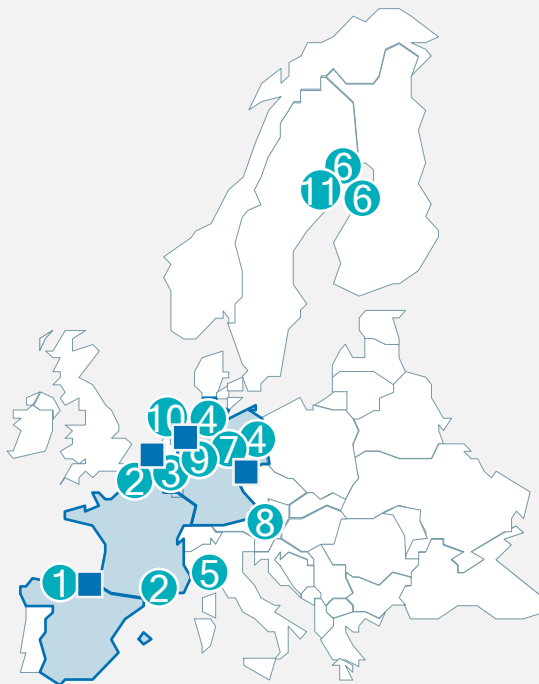


# Accelerating decarbonisation investments in EU will support EAF share growing to >50% by 2030

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; Raahе, 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





# 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 and 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

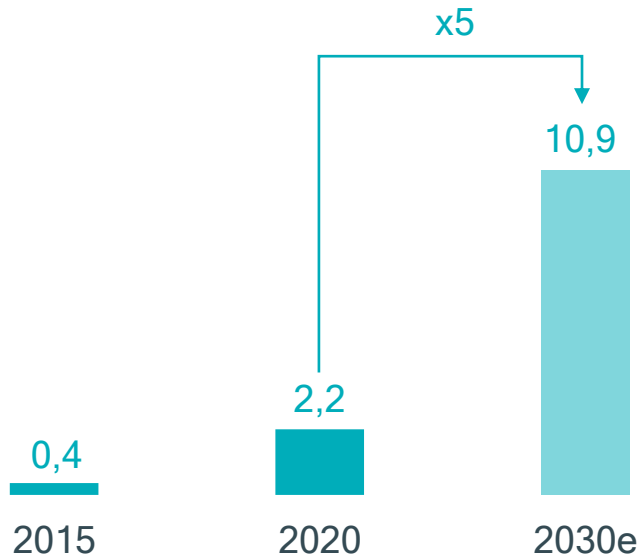




# Aluminium Salt Slags Recycling Services – Decarbonisation trend drives transition to EV

Automotive industry switching from combustion to Electric Vehicles (EV)

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



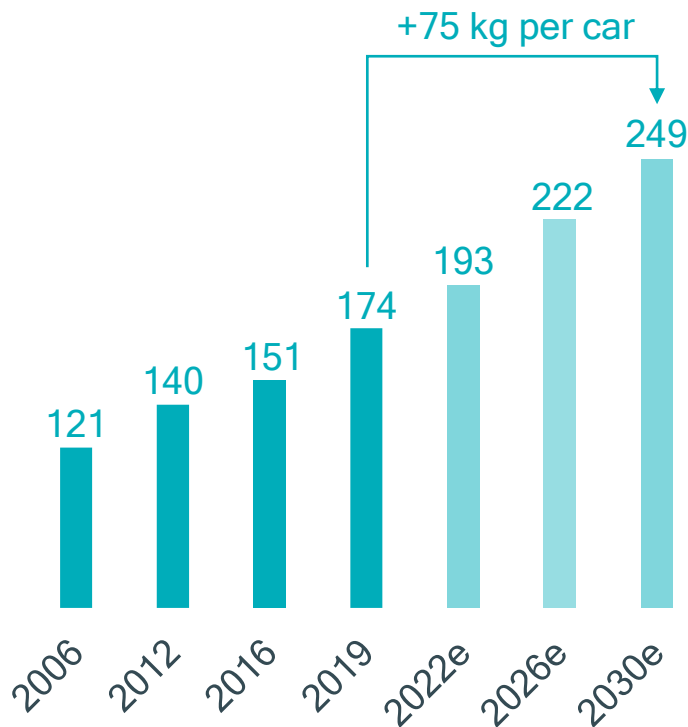
- EU approved plan to ban sales of vehicles with combustion engines (ICE) by 2035<sup>2</sup>
- EV unit sales forecasted to grow x5 from c. 2 million in 2020 to >10 million by 2030
- EV cars requiring light-weight construction, favouring aluminium demand

<sup>1</sup> CRU (January 2022).  
<sup>2</sup> eceee.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



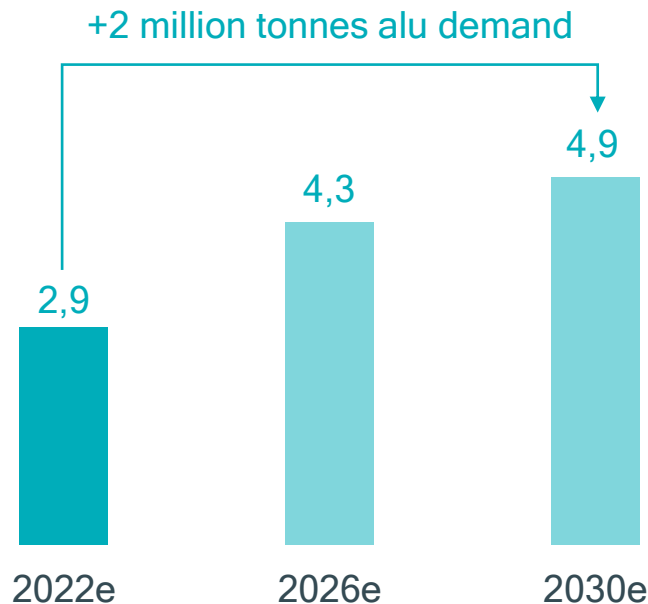
- Average aluminium content per vehicle (passenger cars) has steadily been increasing, from 121 kg/car in 2006 to 193 kg/car in 2022
- Growing and mandatory **electrification** requires **light-weighting** construction and drives **growing demand for aluminium**
- Aluminium content per vehicle expected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

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



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

## Aluminium demand from Auto in Europe<sup>1</sup> 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**

<sup>1</sup> Aluminium demand from passenger cars and light commercial vehicles; Ducker (October 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

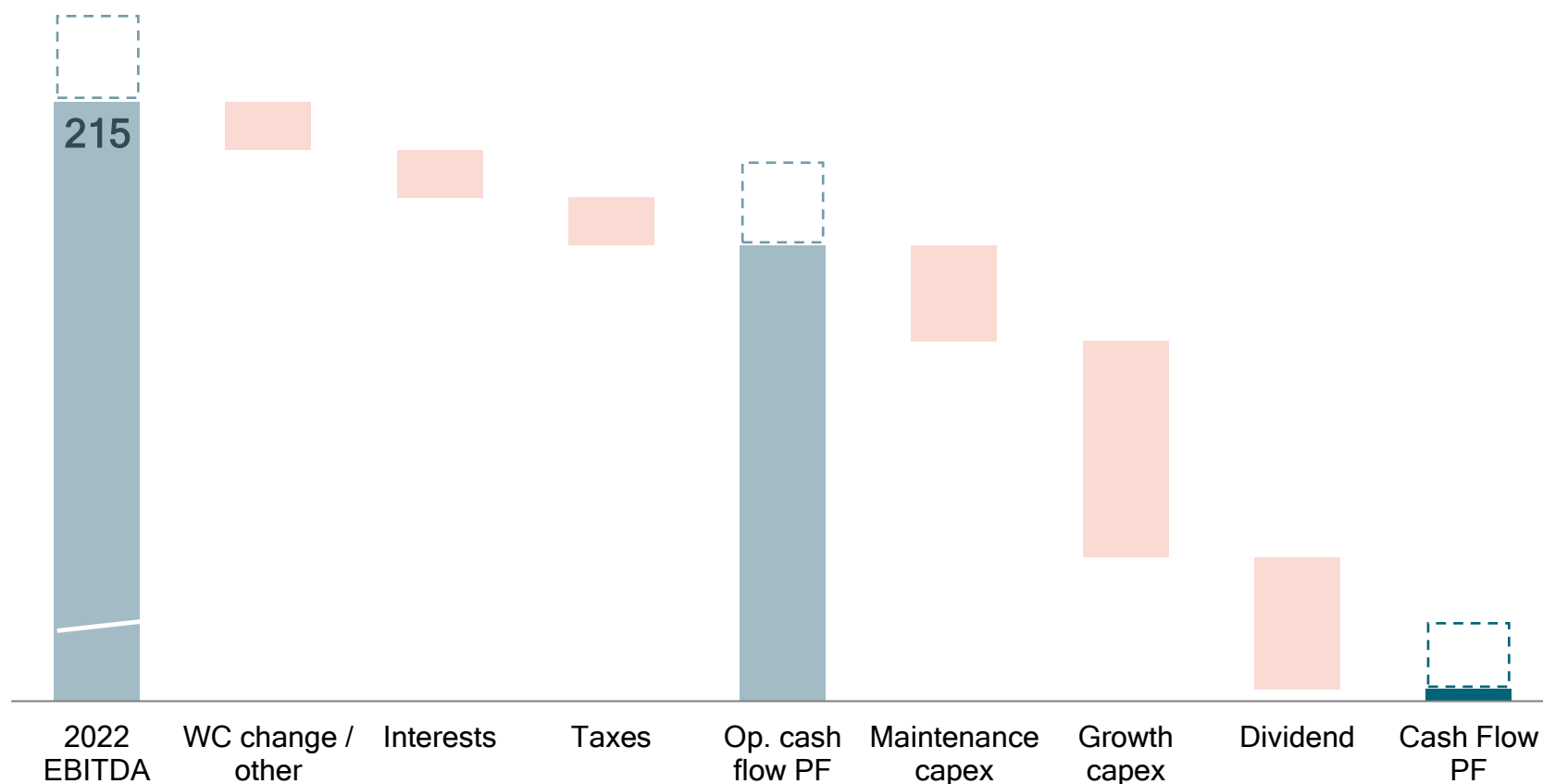
- Expansion of 2<sup>nd</sup> Aluminium will increase capacity from existing 205 kt to c. 295 kt
  - New Salt Slags recycling plant will increase capacity from existing 450 kt to c. 570 kt
- c. €80–90m total investment; +€15–20m total incremental EBITDA p.a.; Low-risk & medium-return projects

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

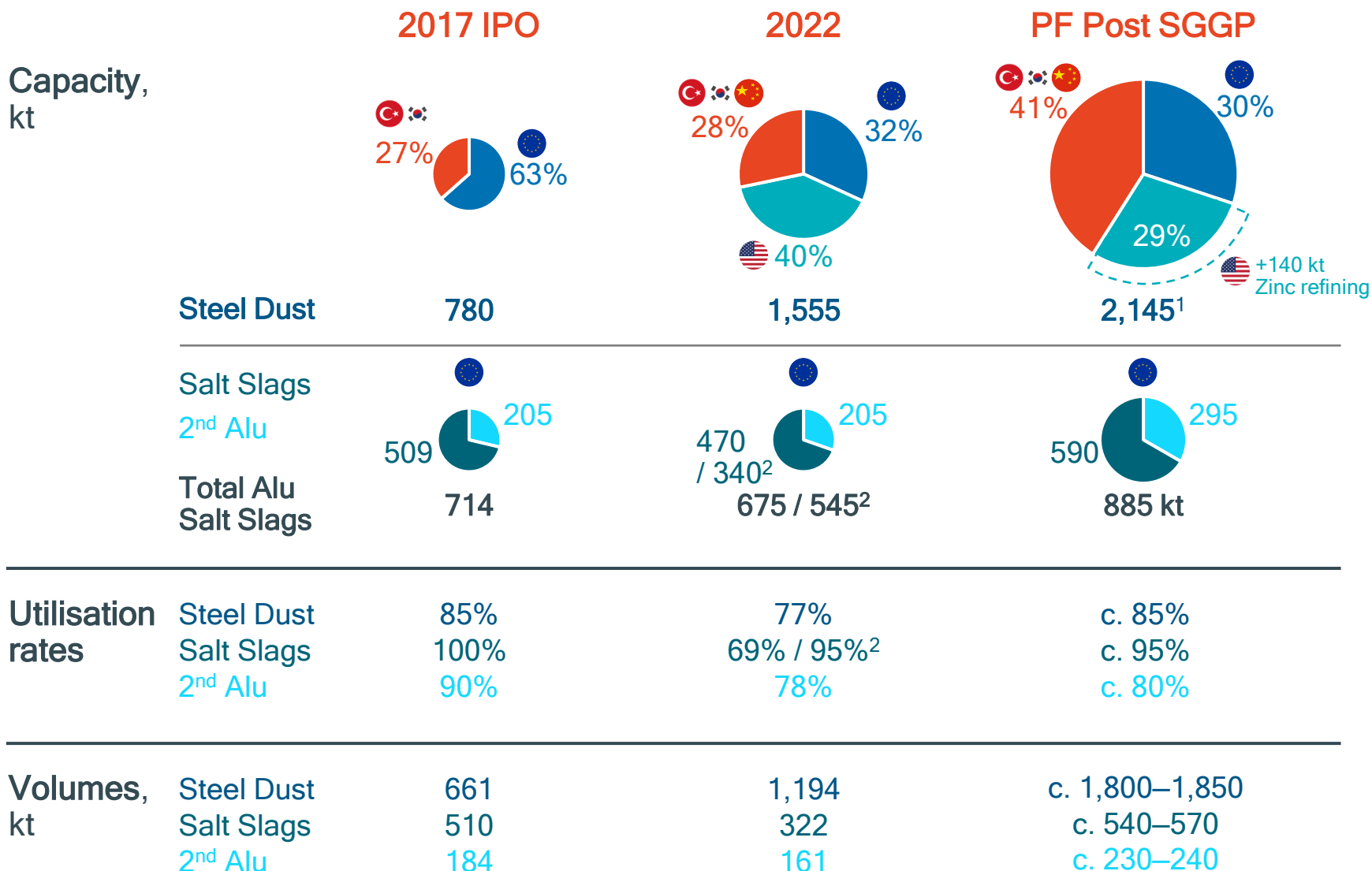
EBITDA to Cash flow management walk

Illustrative conceptual annual view within SGGP period, €m

+125 to +155



# 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

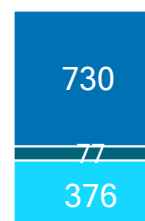
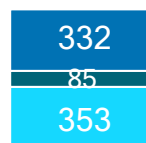
Total<sup>1</sup>

€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

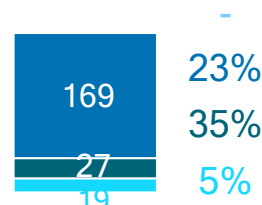
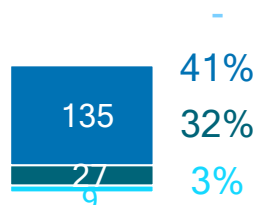
% margin  
24%

€215

% margin  
19%

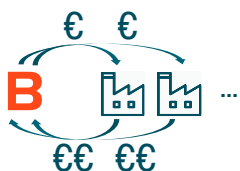
c. €340–370  
19–23%

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



<sup>1</sup> Total revenue after intersegment adjustments; Total adjusted EBITDA

# 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



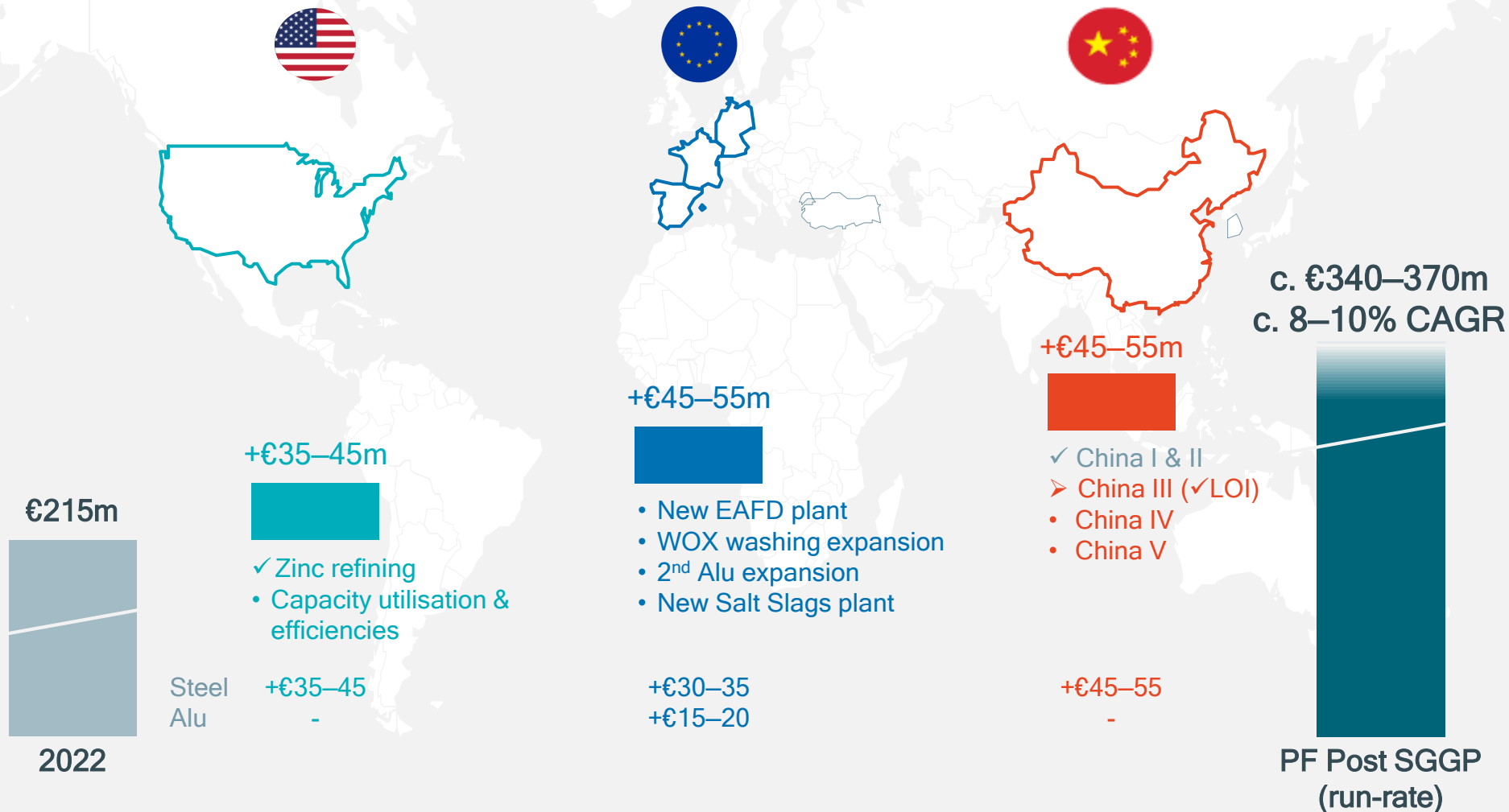
Investing in **core businesses**; **Low risk and high returns**,  
at **3–5 years** payback and **>20% IRR**



**Integrate SGGP** into annual **guidance & budget** process



# Well defined growth roadmap driving +€125—155m EBITDA growth, 8—10% CAGR, globally balanced



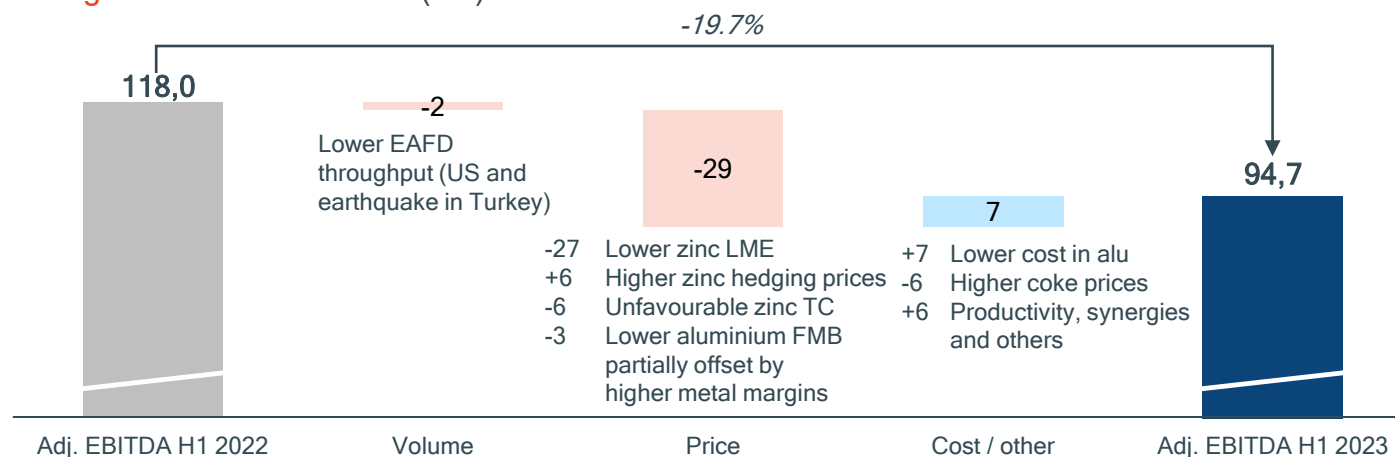


# 03 / H1 2023 results

# Consolidated key financials

Adjusted EBITDA decreased by 20% yoy to €95m in H1 2023, mainly due to lower zinc market prices

## Adjusted EBITDA bridge H1 2022 to H1 2023 (€m)



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

	H1 2022	yoy change	H1 2023
Revenue	€572.5	+7.5%	€615.5
Adjusted EBITDA <sup>1</sup>	€118.0	-19.7%	€94.7
Adjusted EBITDA margin %	20.6%	-521 bps	15.4%
Net profit	€50.0	-59.5%	€20.2
EPS (€)	€1.25	-59.5%	€0.51
Operating cash flow	€64.0	-34.4%	€42.0
Cash	€238.7	-39.9%	€143.5
Net debt	€470.9	+20.4%	€567.0
Net leverage <sup>2</sup>	x2.13	+x0.84	x2.96

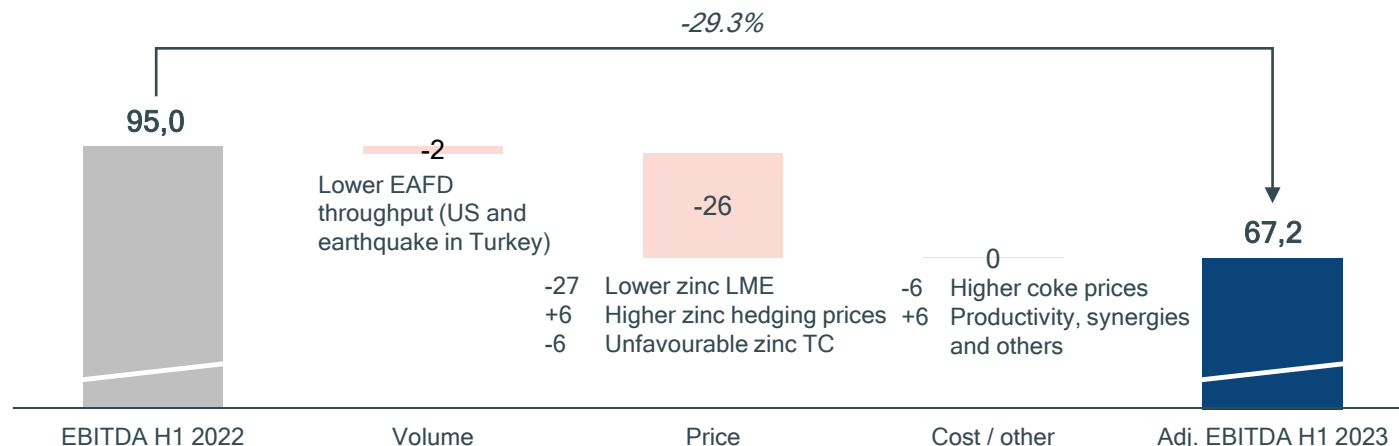
<sup>1</sup> H1 2023: €50.4m reported Total EBIT + €40.4m D&A = €90.8m reported Total EBITDA + €3.9m adjustments = €94.7m adjusted Total EBITDA  
H1 2022: €80.3m reported Total EBIT + €35.3m D&A = €115.7m reported Total EBITDA + €2.2m adjustments = €118.0m adjusted Total EBITDA

<sup>2</sup> Net leverage calculated as Net debt over Adjusted EBITDA.

# Steel Dust Recycling Services

Adjusted EBITDA decreased by 29% yoy to €67m in H1 2023, mainly due to lower zinc LME and minor volume decrease; Higher hedging prices offset by unfavourable zinc TC; Higher coke prices offset by productivity and synergies

## Adjusted EBITDA bridge H1 2022 to H1 2023 (€m)



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

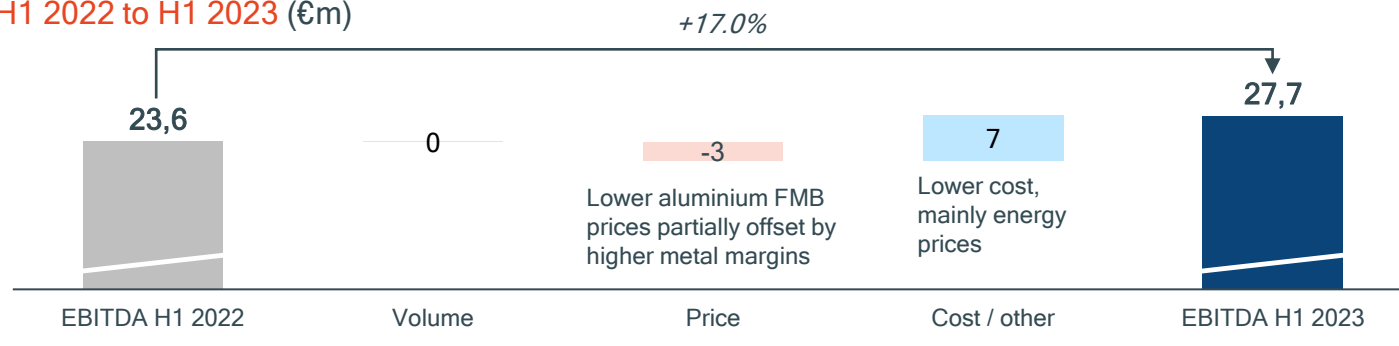
	H1 2022	yoy change	H1 2023
Revenue	€353.8	+13.2%	€403.0
Adj. EBITDA	€95.0	-29.3%	€67.2
Adj. EBITDA margin %	26.8%	-1,113 bps	16.7%
EAFD throughput (kt)	629.7	-5.9%	592.3
Plant utilisation	81.6%	-1,109 bps	70.6%
Waelz oxide (WOX) sold (kt)	213.8	-7.8%	197.2
Zinc LME price (€/t)	€3,510	-25.3%	€2,624
Zinc hedging price (€/t)	€2,329	+1.2%	€2,356
Zinc blended price <sup>1</sup> (€/t)	€2,668	-7.6%	€2,464
Treatment charge (TC) (\$/t)	\$230	+19.1%	\$274

<sup>1</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

EBITDA increased by 17% yoy to €28m in H1 2023; Lower cost (mainly lower energy prices) partially offset by lower aluminium market prices

## EBITDA bridge H1 2022 to H1 2023 (€m)



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

	H1 2022	yoy change	H1 2023
Revenue <sup>1</sup>	€219.4	-2.7%	€213.5
• Salt Slags	€41.3	flat	€41.3
• Secondary Aluminium	€217.7	-10.3%	€195.2
EBITDA	€23.6	+17.0%	€27.7
• Salt Slags	€14.6	-2.1%	€14.3
• Secondary Aluminium	€9.0	+48.1%	€13.4
EBITDA margin % (Salt Slags)	35.4%	-71 bps	34.7%
Salt Slags & SPL treated (kt)	172.9	-1.1%	171.1
Plant utilisation	74.2%	-80 bps	73.4%
Aluminium alloys produced (kt)	84.6	+3.0%	87.2
Plant utilisation	83.3%	+247 bps	85.7%
Alu alloy FMB price <sup>2</sup> (€/t)	€2,558	-12.3%	€2,243

<sup>1</sup> Total revenue is after intersegment eliminations (H1 2022: €39.6m; H1 2023: €23.0m)

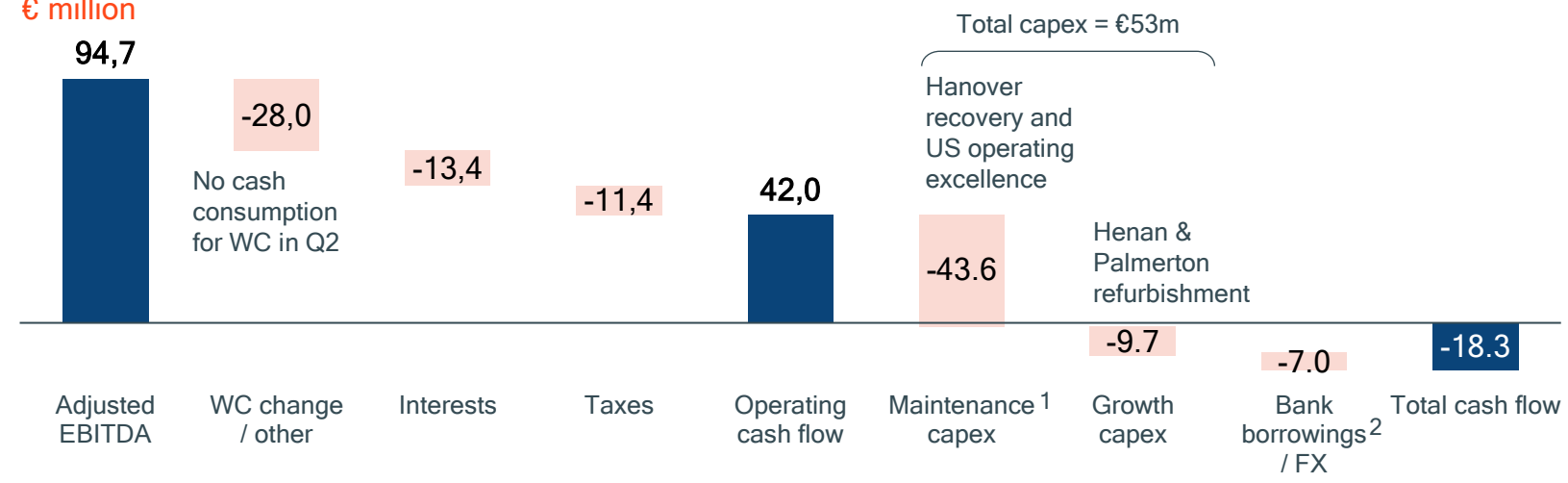
<sup>2</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

# Cash flow, net debt & leverage

Cash on hand at €143m providing >€200m liquidity; Net debt increased to €567m driven by lower earnings;  
Net leverage of x2.96

## Adjusted EBITDA to Total cash flow in H1 2023

€ million

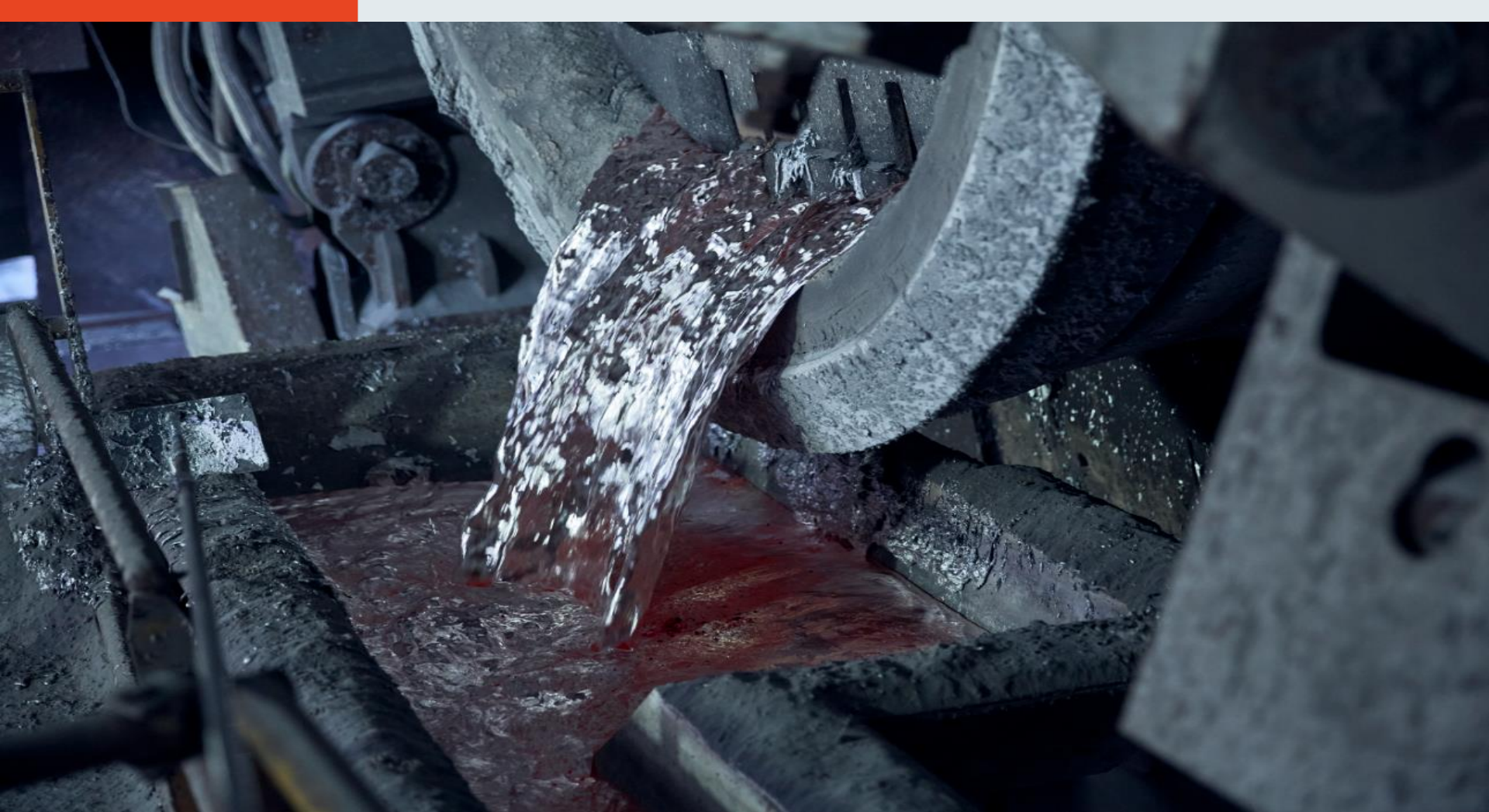


	At 30 June 2022	2022	change	At 30 June 2023
LTM Adjusted EBITDA	€221.4	€214.6	-10.8%	€191.4
LTM Operating cash flow	€111.6	€137.3	-16.0%	€115.3
Gross debt	€709.7	€710.8	flat	€710.5
Cash on hand	€238.7	€161.8	-11.3%	€143.5
Net debt	€470.9	€549.0	+3.3%	€567.0
Net leverage	x2.13	x2.56	+x0.40	x2.96

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





# 04 / Befesa overview

# Environmental services for the Steel & Alu industries



- 25 plants globally; >1,800 employees
- #1 globally in Steel Dust Recycling and #1 in Europe Alu Salt Slags Recycling Services
- €215m EBITDA in 2022; Earnings split: 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



- 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



Growth

- Environmental regulation → Befesa 1<sup>st</sup> mover as market leader:  
 2010 Turkey,  2012 South Korea,  2017 China
- Acquisition:  
 2021 Steel Dust recycling assets (AZR); 2022 Zinc refining asset (AZP)
- Market and customers growth:  
 Decarbonisation drives EAF vs. BOF with c. 1.5t CO<sub>2</sub> less per ton of steel  
 EV accelerates Alu growth (c. 120kg '06 → 190kg '22 → 250kg '30 alu per car)

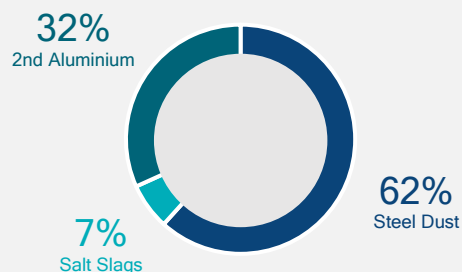


# Befesa at a glance

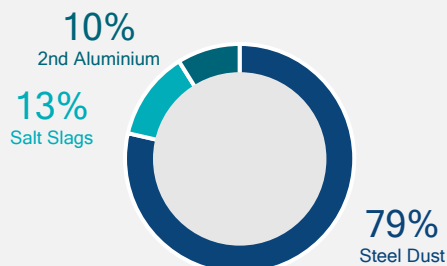
Global leader in Europe, the US and Asia in providing regulated critical hazardous waste recycling services to the steel and aluminium industries

2022

**€1,136m**  
Revenue



**€215m**  
Adjusted EBITDA



Steel Dust Recycling

**#1**

Position global  
(c. 40–50% market share)

**27%**

EBITDA margin  
(2020–2022 average)

**>15 years**  
relationships



Aluminium Salt Slags Recycling

**#1**

Position in Europe in salt slags subsegment  
(c. 45–50% market share)

**29%**

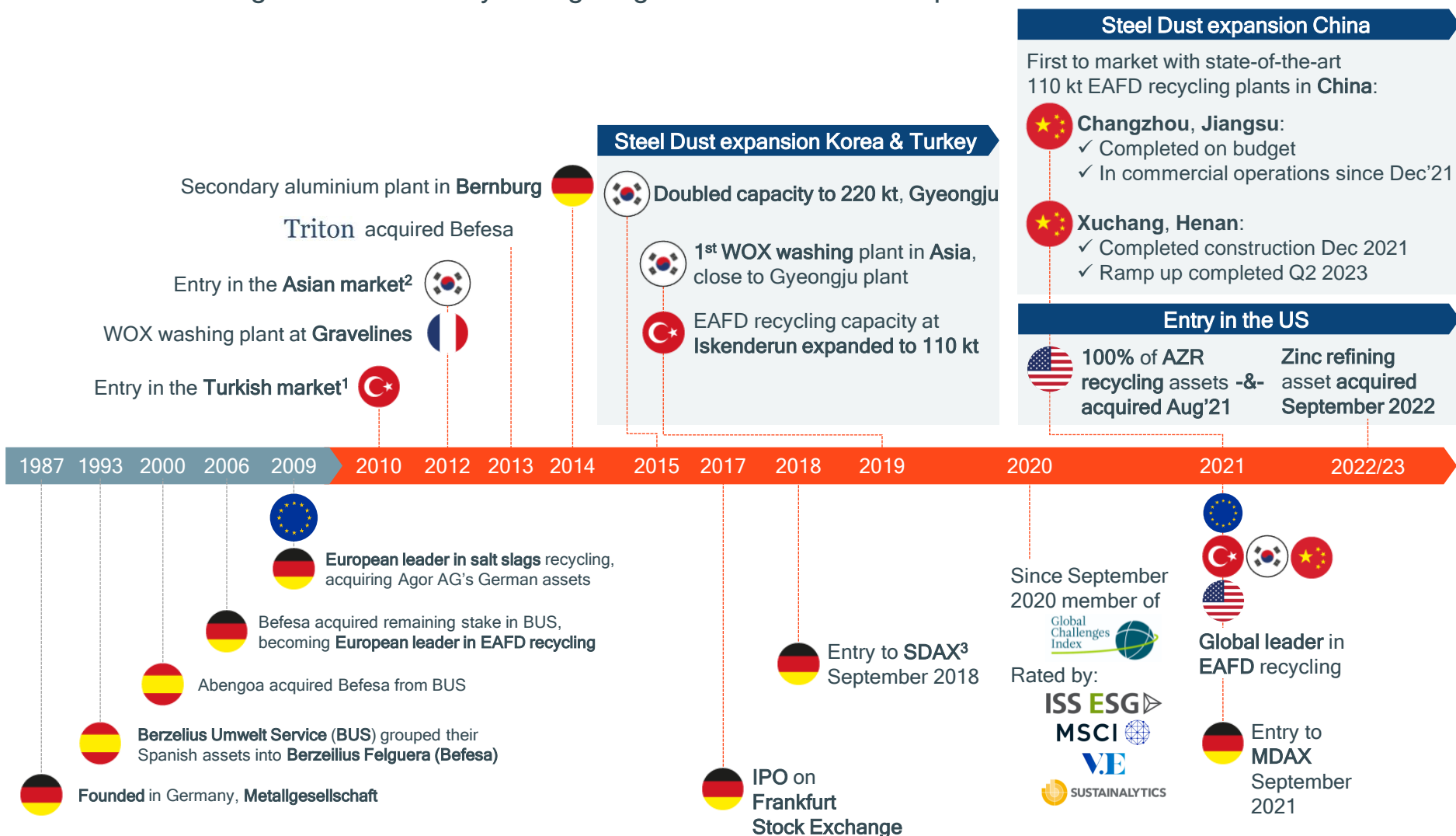
EBITDA margin in salt slags subsegment  
(2020–2022 average)

**>15 years**  
relationships



# Key milestones

Befesa has grown successfully through organic initiatives and acquisitions



1 Through 51/49 JV with Canadian Silvermet  
50 Business Update - Post H1 2023 Earnings

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 and 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 c. 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

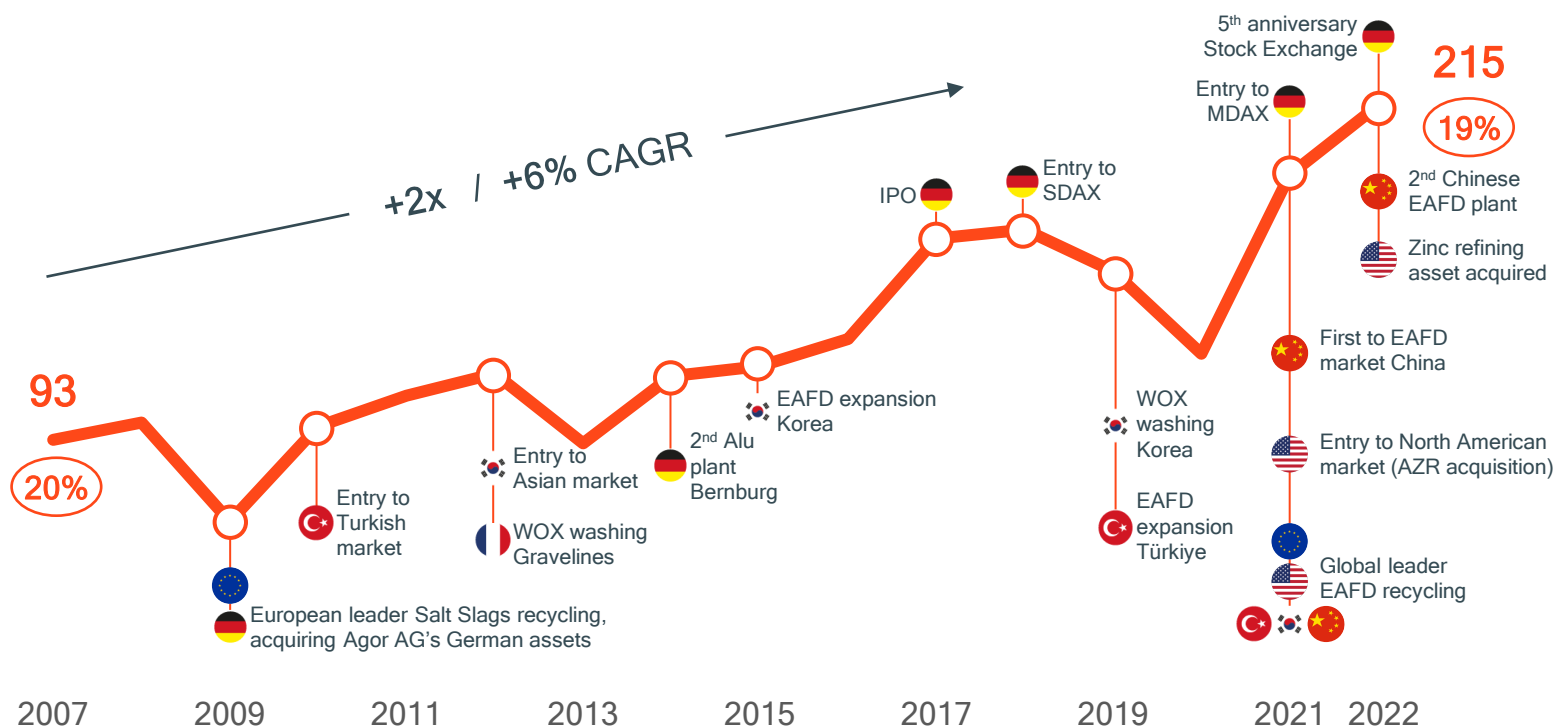
European  
debt crisis

COVID pandemic  
Global supply chain disruptions  
Energy crisis

EBITDA  
margin



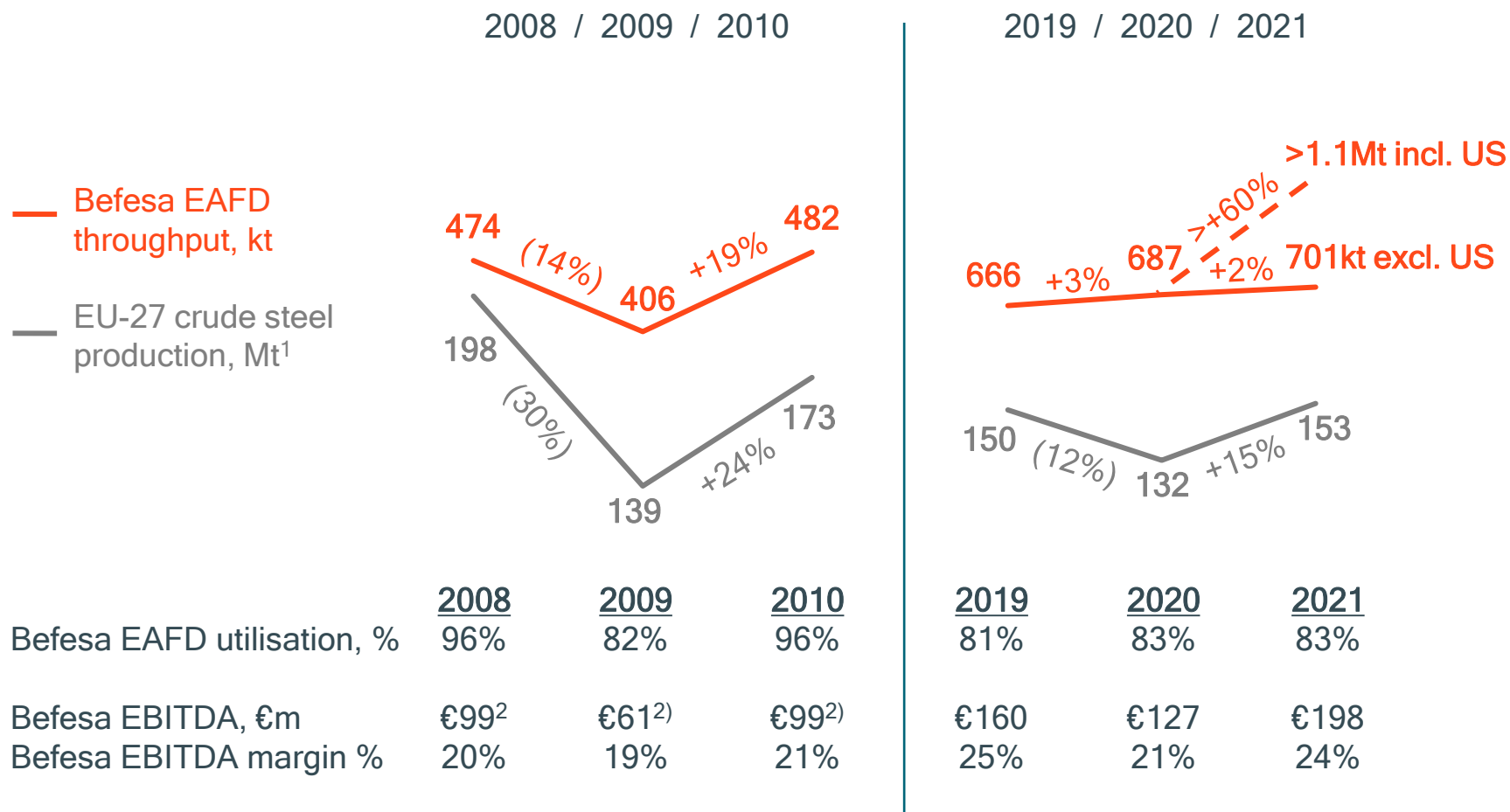
EBITDA  
(€m)





# Befesa's resilience during latest crises

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

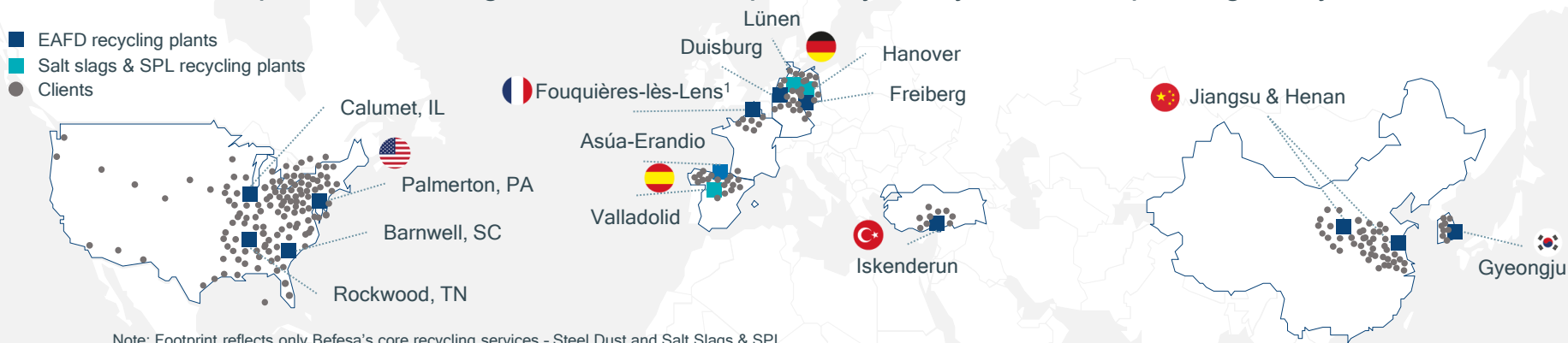


<sup>1</sup> worldsteel.org

<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

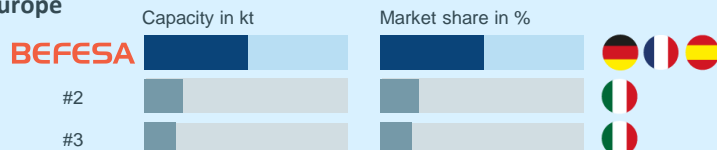
# Global leader in Europe, North America and Asia

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

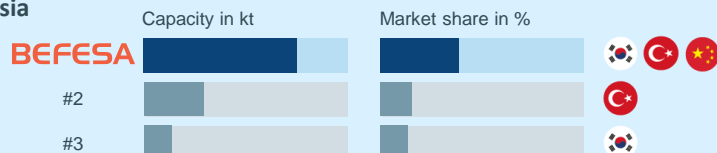


## STEEL DUST RECYCLING

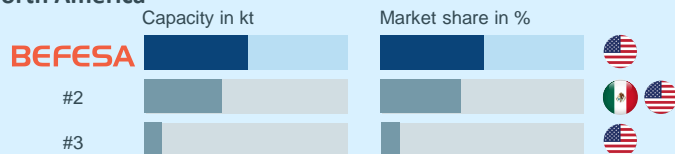
### Europe



### Asia



### North America

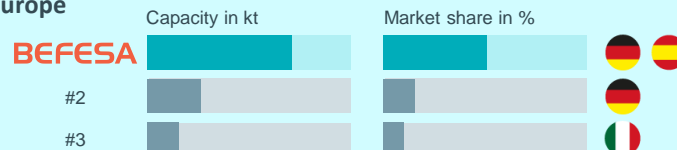


1 50/50 joint venture with Recylex

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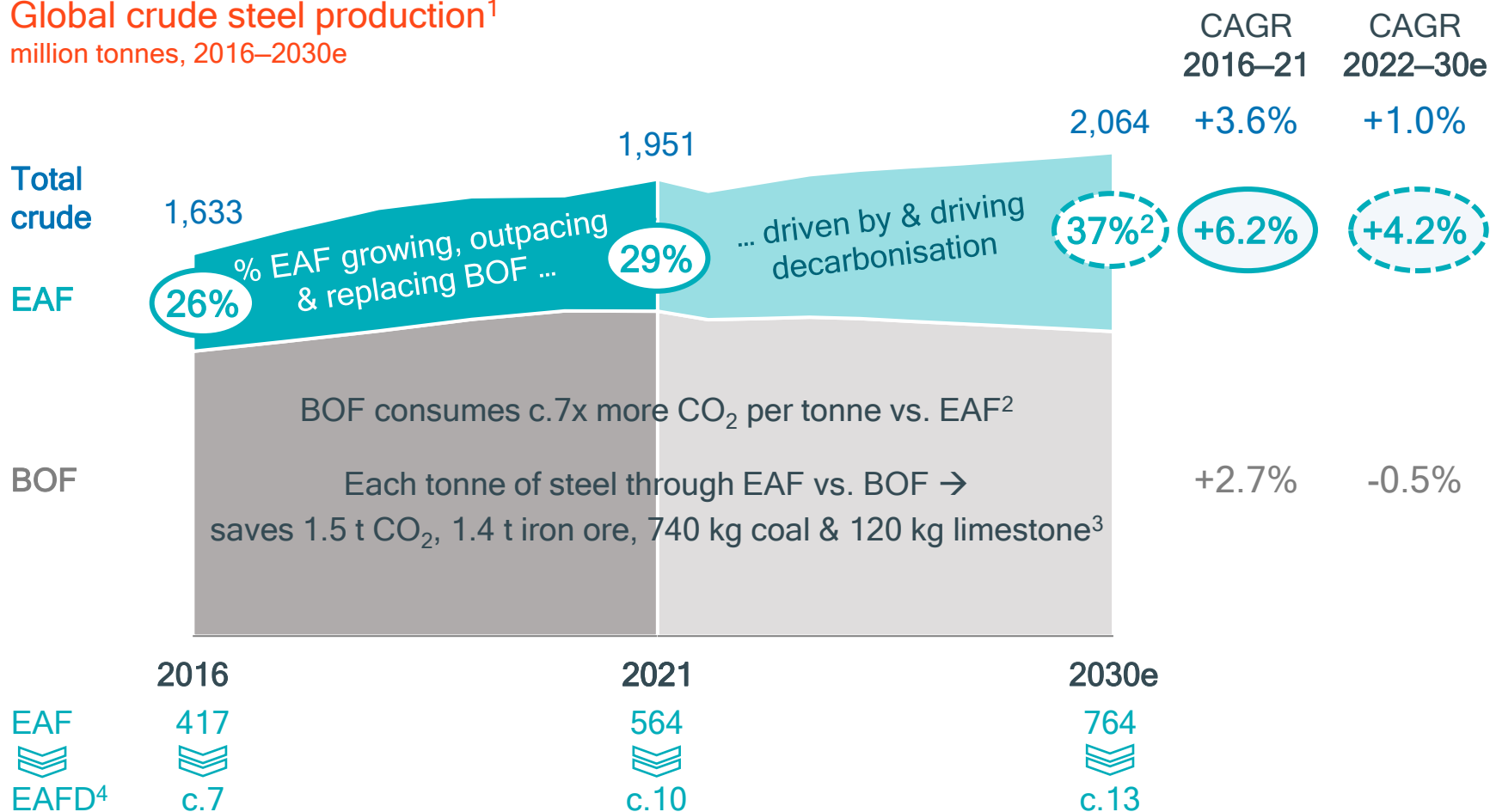
## ALU SALT SLAGS RECYCLING

### Europe



# Decarbonisation megatrend favouring and driving EAF steel growth

Global crude steel production<sup>1</sup>  
million tonnes, 2016–2030e



<sup>1</sup> 2016-21 actuals from [Worldsteel](#); 2022-2030e from "Steel - Eye of the Storm", Morgan Stanley (September 2022)

<sup>2</sup> "Net Zero by 2050: A Roadmap for the Global Energy Sector", IEA (May 2021); Green Steel for Europe Consortium (June 2021)

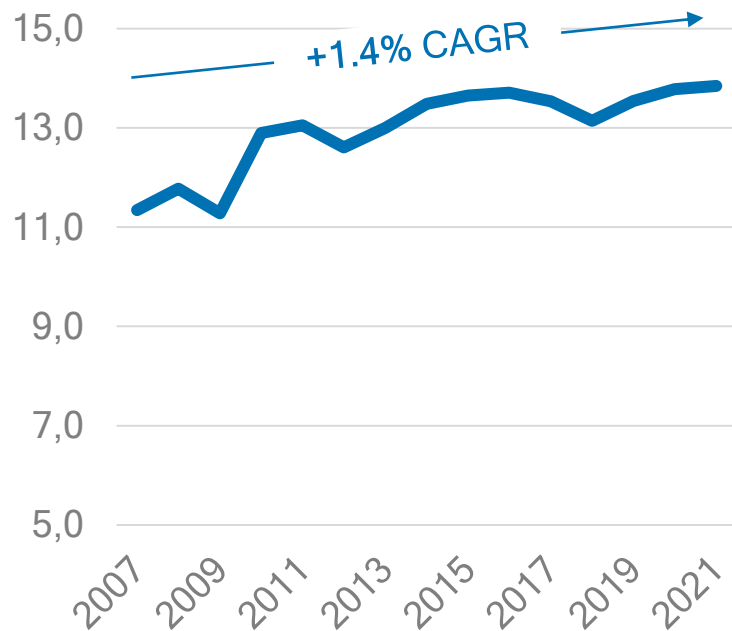
<sup>3</sup> Bank of America Research (November 2022)

<sup>4</sup> Total EAFD addressable market based on the assumed mid-point 17.5kg EAFD generation per tonne of EAF steel output

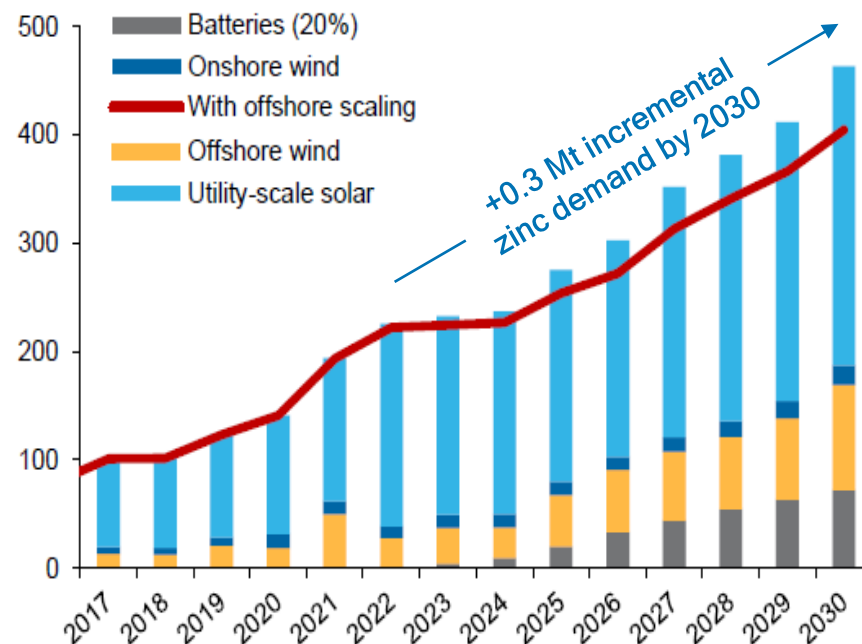


# Zinc global production grew at 1.4% CAGR over L15 years; Incremental demand from transition to renewable energy

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



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



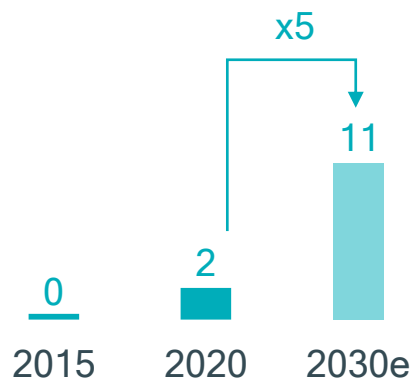
WOX, mixed with virgin zinc concentrates, preferred by smelters, is <5% of global zinc available; Befesa continues to be sold out

<sup>1</sup> International Lead & Zinc Study Group (ILZSG)

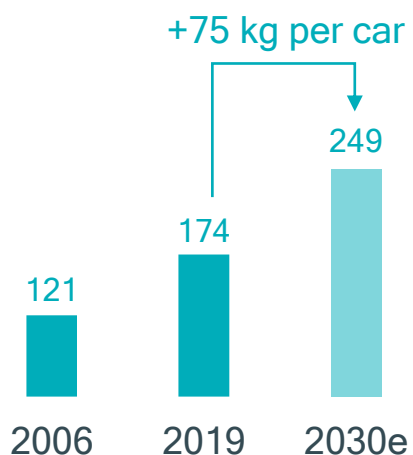
<sup>2</sup> "Commodities Outlook: The (super) cycle is dead, long live the cycle", Macquarie (October 2022)

# Decarbonisation and EV driving aluminium market growth in Europe

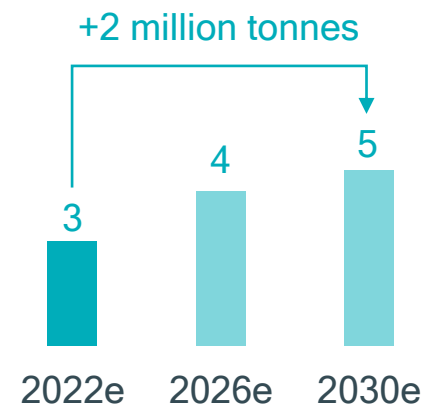
EV unit sales in Europe<sup>1</sup>  
million units



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**

<sup>1</sup> CRU (January 2022)

<sup>2</sup> Ducker (October 2022)

# Strong financial backbone

**Long-term and efficient capital structure**  
with no maturities  
up to July 2026

**Prudent zinc hedging**  
approach

**Rigorous cash management**

→ **Resilient earnings and cash flows**

→ **Stable & high liquidity**

→ **Moderate leverage**  
at c. x2.5

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

# Experienced and 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



**Rafael Pérez**  
CFO

- CFO since 2023
- 15+ years with Befesa



**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

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

0.55 LTIR in 2022 (all time low)

-32% yoy (2021: 0.81)

-90% vs baseline (2015: 5.71)

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

ISS ESG

SUSTAINALYTICS

V.E

MSCI

esgbook

S&P Global

30 June 2023

31 December 2022

B / Prime

Top 3 of 69

#181 / 430

#181 / 430

#7 / 103

#7 / 103

BBB

BBB

Top 12%

Top 5%

Top 15%

Top 15%

## ESG Progress Report 2022

- **Published** on 30 June 2023
- Including **progress on CO<sub>2</sub> intensity reduction plan and EU Taxonomy alignment disclosures**
- **New topics:** Scope 3 emissions; Production of green metals from 100% recycled material; Befesa's contribution to biodiversity

<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 & mining; Sustainalytics, Commercial services; V.E, Business services; MSCI, Commercial services & supplies; esgbook, Industrial services; S&P Global, Commercial services & supplies



# ESG: Enhanced transparency & performance

## Transparency / reporting

Detailed ESG Report



## External ratings



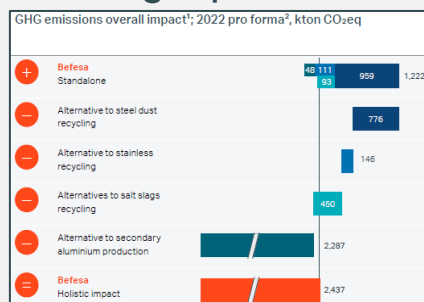
## Health & safety

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



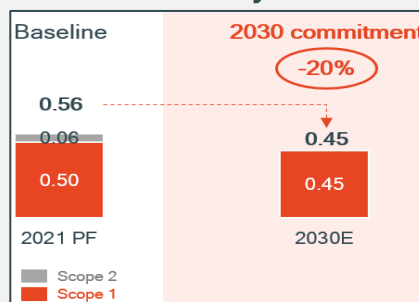
## CO<sub>2</sub> holistic approach

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 and aluminium, and energy transition



Natural resources depletion rate



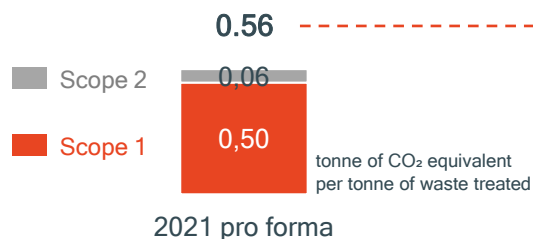
Growth ambition to increase recycling capacity



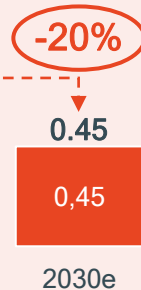
# Climate action plan

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

## Baseline



## 2030 commitment

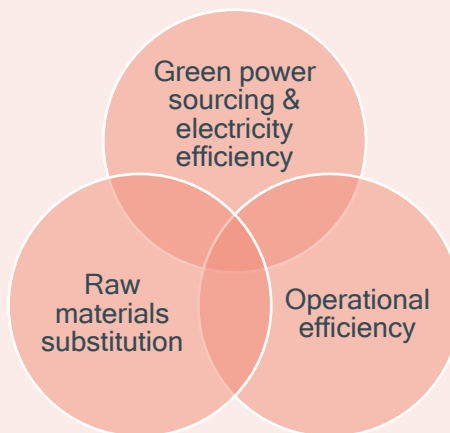


## 2050 vision

Net zero emission

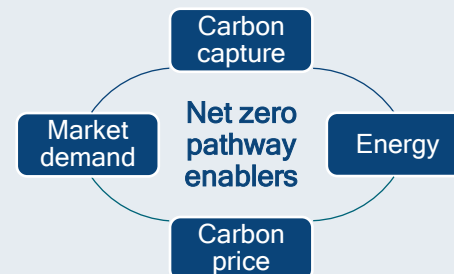
-  
2050e

## 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

<sup>1</sup> Updated from the target set in 2020 of >2 Mt  
<sup>2</sup> 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

<sup>3</sup> 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 and ≥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

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

## Next investor conferences

### Q3 2023

**Frankfurt - Commerzbank & ODDO BHF Corporate Conference**

5 September - Commerzbank & ODDO

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

6 & 7 September - Stifel

**London - Citi Growth Conference 2023**

14 September - Citi

**Munich - 12<sup>th</sup> German Corporate Conf.**

19 & 20 September - Berenberg & Goldman Sachs

**Munich - 12<sup>th</sup> Baader Investment Conf.**

21 September - Baader

### Q4 2023

**ODDO BHF Iberian Digital Forum (virtual)**  
4 & 5 October - ODDO BHF

**Paris - 6<sup>th</sup> MidCap CEO Conference**

15 November - BNP Paribas Exane

**Frankfurt - Deutsches Eigenkapitalforum**

27–29 November - Deutsche Börse AG

**London - 4<sup>th</sup> Annual Carbonomics Conf.**

28 November - Goldman Sachs

**Pennyhill Park, Surrey - Berenberg European Conference 2023**

5 & 6 December - Berenberg

## Contact details

### Investor Relations

Phone: +49 (0) 2102 1001 0

email: [irbefesa@befesa.com](mailto:irbefesa@befesa.com)

# H1 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>€403.0</b> +€49.2 / +13.9%	<b>€41.3</b> -€0.0 / -0.1%	<b>€195.2</b> -€22.5 / -10.3%	<b>-€24.0</b> +€16.3 / -	<b>€615.5</b> +€43.0 / +7.5%
<b>Reported EBITDA</b> <i>yoy change</i>	<b>€63.4</b> -€31.6 / -33.3%	<b>€14.3</b> -€0.3 / -2.1%	<b>€13.4</b> +€4.3 / +48.1%	<b>-€0.2</b> +€2.7 / -	<b>€90.8</b> -€24.9 / -21.5%
<b>Reported EBITDA margin %</b> <i>yoy change</i>	<b>15.7%</b> -1,113 bps	<b>34.7%</b> -71 bps	<b>6.8%</b> +270 bps	- -	<b>14.8%</b> -545 bps
<b>Adjusted EBITDA<sup>2</sup></b> <i>yoy change</i>	<b>€67.2</b> -€27.8 / -29.3%	<b>€14.3</b> -€0.3 / -2.1%	<b>€13.4</b> +€4.3 / +48.1%	<b>-€0.1</b> +€0.6 / -	<b>€94.7</b> -€23.2 / -19.7%
<b>Adjusted EBITDA margin %</b> <i>yoy change</i>	<b>16.7%</b> -1,018 bps	<b>34.7%</b> -71 bps	<b>6.8%</b> +270 bps	- -	<b>15.4%</b> -521 bps

<sup>1</sup> Total revenue in Aluminium Salt Slags Recycling Services amounted to €213.5 (H1 2022: €219.4m) after intersegment eliminations of €23.0m (H1 2022: €39.6m)

<sup>2</sup> H1 2023: €50.4m reported Total EBIT + €40.4m D&A = €90.8m reported Total EBITDA + €3.9m adjustments, mainly driven by US acquisition impacts = €94.7m adjusted Total EBITDA

# Q2 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>€186.7</b> -€11.2 / -5.6%	<b>€20.4</b> -€1.7 / -7.6%	<b>€99.4</b> -€20.4 / -17.0%	<b>-€13.0</b> +€15.6 / -	<b>€293.5</b> -€17.6 / -5.7%
<b>Reported EBITDA</b> <i>yoy change</i>	<b>€26.3</b> -€13.9 / -34.5%	<b>€7.7</b> -€0.5 / -5.9%	<b>€6.1</b> -€1.7 / -21.8%	<b>€1.3</b> +€1.8 / -	<b>€41.5</b> -€14.2 / -25.5%
<b>Reported EBITDA margin %</b> <i>yoy change</i>	<b>14.1%</b> -621 bps	<b>37.9%</b> +70 bps	<b>6.2%</b> -37 bps	- -	<b>14.1%</b> -377 bps
<b>Adjusted EBITDA<sup>2</sup></b> <i>yoy change</i>	<b>€30.2</b> -€10.0 / -25.0%	<b>€7.7</b> -€0.5 / -5.9%	<b>€6.1</b> -€1.7 / -21.8%	<b>€0.6</b> €0.0 / -	<b>€44.6</b> -€12.2 / -21.5%
<b>Adjusted EBITDA margin %</b> <i>yoy change</i>	<b>16.2%</b> -417 bps	<b>37.9%</b> +70 bps	<b>6.2%</b> -37 bps	- -	<b>15.2%</b> -307 bps

<sup>1</sup> Total revenue in Aluminium Salt Slags Recycling Services amounted to €107.4m (Q2 2022: €113.4m) after intersegment eliminations of €12.4m (Q2 2022: €28.5m)

<sup>2</sup> Q2 2023: €21.4m reported Total EBIT + €20.2m D&A = €41.5m reported Total EBITDA + €3.1m adjustments, mainly driven by US acquisition impacts = €44.6m 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 Full year actual 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



# H1 2023/22 – Operational data – Steel Dust Recycling Services

	H1 2022	H1 2023	yoy change
EAFD throughput (kt)	629.7	592.3	-37.3 / -5.9%
EAFD average capacity utilisation (%)	81.6%	70.6%	-1,109 bps
Waelz oxide (WOX) sold (kt)	213.9	197.2	-16.7 / -7.8%
Zinc LME price (€/t)	€3,510	€2,624	-€886 / -25.3%
Zinc hedging price (€/t)	€2,329	€2,356	+€27 / +1.2%
Zinc blended price <sup>1</sup> (€/t)	€2,668	€2,464	-€203 / -7.6%

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



# Q2 2023/22 – Operational data – Steel Dust Recycling Services

	Q2 2022	Q2 2023	yoy change
EAFD throughput (kt)	292.3	305.3	+13.0 / +4.4%
EAFD average capacity utilisation (%)	75.4%	72.3%	-306 bps
Waelz oxide (WOX) sold (kt)	110.2	97.4	-12.8 / -11.6%
Zinc LME price (€/t)	€3,683	€2,331	-€1,352 / -36.7%
Zinc hedging price (€/t)	€2,371	€2,382	+€11 / +0.5%
Zinc blended price <sup>1</sup> (€/t)	€2,789	€2,290	-€499 / -17.9%

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

# H1 2023/22 – Operational data – Aluminium Salt Slags Recycling Services

	H1 2022	H1 2023	yoy change
Salt slags & SPL treated (kt)	172.9	171.1	-1.9 / -1.1%
Salt slags & SPL avg. capacity utilisation (%)	74.2%	73.4%	-80 bps
Aluminium alloys produced (kt)	84.6	87.2	+2.5 / +3.0%
Secondary alu avg. capacity utilisation (%)	83.3%	85.7%	+247 bps
Aluminium alloy FMB price <sup>1</sup> (€/t)	€2,558	€2,243	-€315 / -12.3%

<sup>1</sup> Aluminium scrap and foundry ingots aluminium pressure diecasting ingot DIN226/A380 European Metal Bulletin free market duty paid delivered works

# Q2 2023/22 – Operational data – Aluminium Salt Slags Recycling Services

	Q2 2022	Q2 2023	yoy change
Salt slags & SPL treated (kt)	85.5	88.8	+3.3 / +3.8%
Salt slags & SPL avg. capacity utilisation (%)	73.0%	75.8%	+280 bps
Aluminium alloys produced (kt)	42.4	43.5	+1.1 / +2.5%
Secondary alu avg. capacity utilisation (%)	83.0%	85.1%	+209 bps
Aluminium alloy FMB price <sup>1</sup> (€/t)	€2,488	€2,184	-€304 / -12.2%

<sup>1</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 average 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)

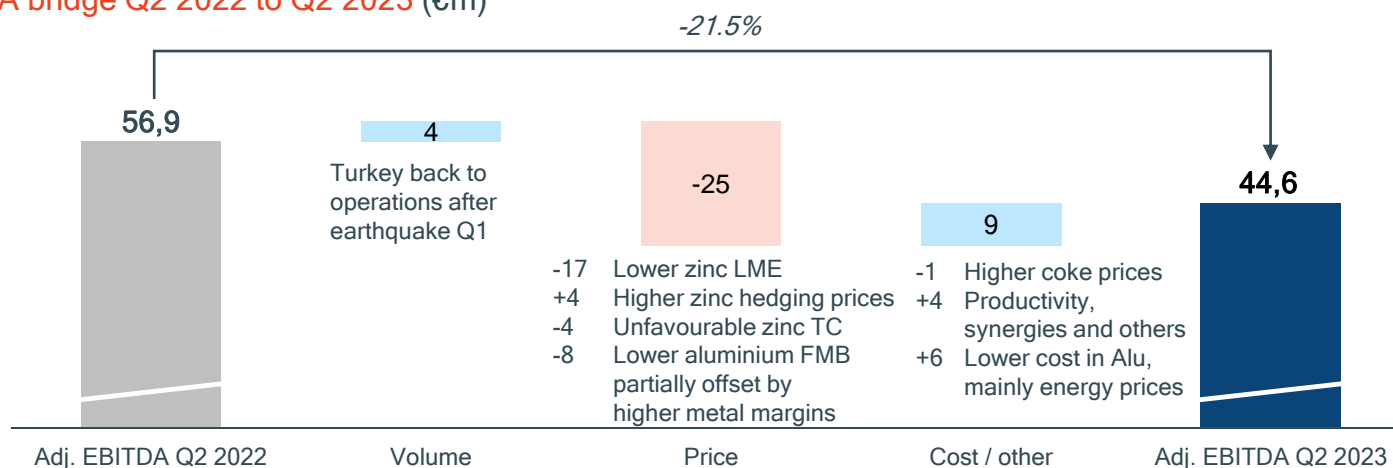
<sup>6</sup> Installed capacity and corresponding utilisation rates in 2019 are normalised for the furnace upgrade in Barcelona - phase II (plant was shutdown three months, from mid-August to mid-November)

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

# Consolidated key financials

Adjusted EBITDA decreased by 22% yoy to €45m in Q2 2023; Lower zinc and aluminium market prices partially offset by improved volumes, lower gas & electricity prices as well as productivity & synergies

## Adjusted EBITDA bridge Q2 2022 to Q2 2023 (€m)



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

	Q2 2022	yoy change	Q2 2023
Revenue	€311.1	-5.7%	€293.5
Adjusted EBITDA <sup>1</sup>	€56.9	-21.5%	€44.6
Adjusted EBITDA margin %	18.3%	-307 bps	15.2%
Net profit	€23.0	-77.9%	€5.1
EPS (€)	€0.58	-77.9%	€0.13
Operating cash flow	€38.3	-24.2%	€29.0
Cash	€238.7	-39.9%	€143.5
Net debt	€470.9	+20.4%	€567.0
Net leverage <sup>2</sup>	x2.13	+x0.84	x2.96

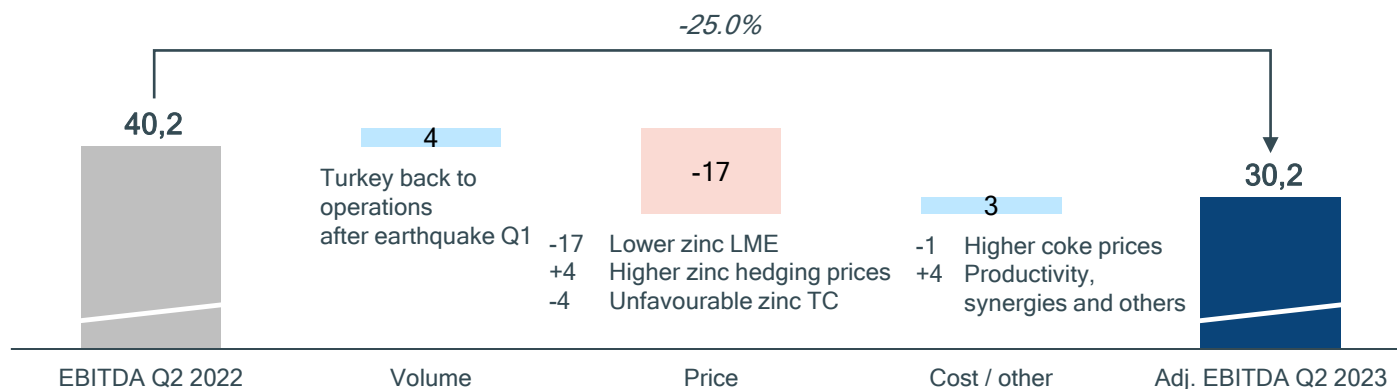
<sup>1</sup> Q2 2023: €21.4m reported Total EBIT + €20.2m D&A = €41.5m reported Total EBITDA + €3.1m adjustments = €44.6m adjusted Total EBITDA  
Q2 2022: €37.4m reported Total EBIT + €18.3m D&A = €55.7m reported Total EBITDA + €1.1m adjustments = €56.9m adjusted Total EBITDA

<sup>2</sup> Net leverage calculated as Net debt over Adjusted EBITDA.

# Steel Dust Recycling Services

Adjusted EBITDA decreased by 25% yoy to €30m in Q2 2023, mainly due to lower zinc market price; Unfavourable zinc TC offset by higher hedging prices and volumes; Higher coke prices more than offset by productivity and synergies

## Adjusted EBITDA bridge Q2 2022 to Q2 2023 (€m)



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

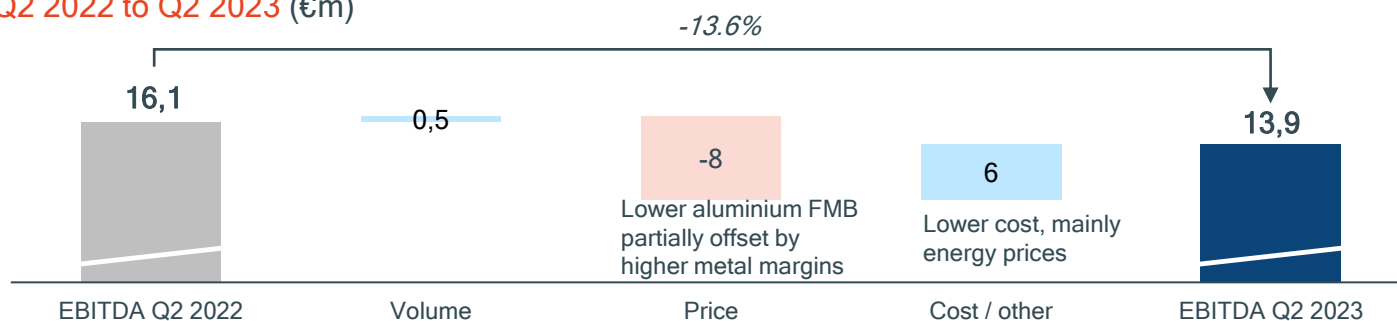
	Q2 2022	yoy change	Q2 2023
Revenue	€197.9	-5.6%	€186.7
Adjusted EBITDA	€40.2	-25.0%	€30.2
Adjusted EBITDA margin %	20.3%	-417 bps	16.2%
EAFD throughput (kt)	292.3	+4.4%	305.3
Plant utilisation	75.4%	-306 bps	72.3%
Waelz oxide (WOX) sold (kt)	110.1	-11.6%	97.4
Zinc LME price (€/t)	€3,683	-36.7%	€2,331
Zinc hedging price (€/t)	€2,371	+0.5%	€2,382
Zinc blended price <sup>1</sup> (€/t)	€2,789	-17.9%	€2,290
Treatment charge (TC) (\$/t)	\$230	+19.1%	\$274

<sup>1</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

EBITDA decreased by 14% yoy to €14m in Q2 2023, mainly due to lower aluminium market prices partially offset by lower cost (mainly through lower energy prices)

EBITDA bridge Q2 2022 to Q2 2023 (€m)



Key metrics (€m, unless otherwise stated)

	Q2 2022	yoy change	Q2 2023
Revenue <sup>1</sup>	€113.4	-5.2%	€107.4
• Salt Slags	€22.1	-7.6%	€20.4
• Secondary Aluminium	€119.8	-17.0%	€99.4
EBITDA	€16.1	-13.6%	€13.9
• Salt Slags	€8.2	-5.9%	€7.7
• Secondary Aluminium	€7.8	-21.8%	€6.1
EBITDA margin % (Salt Slags)	37.2%	+70 bps	37.9%
Salt Slags & SPL treated (kt)	85.5	+3.8%	88.8
Plant utilisation	73.0%	+280 bps	75.8%
Aluminium alloys produced (kt)	42.4	+2.5%	43.5
Plant utilisation	83.0%	+209 bps	85.1%
Alu alloy FMB price <sup>2</sup> (€/t)	€2,488	-12.2%	€2,184

<sup>1</sup> Total revenue is after intersegment eliminations (Q2 2022: €28.5m; Q2 2023: €12.4m)

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

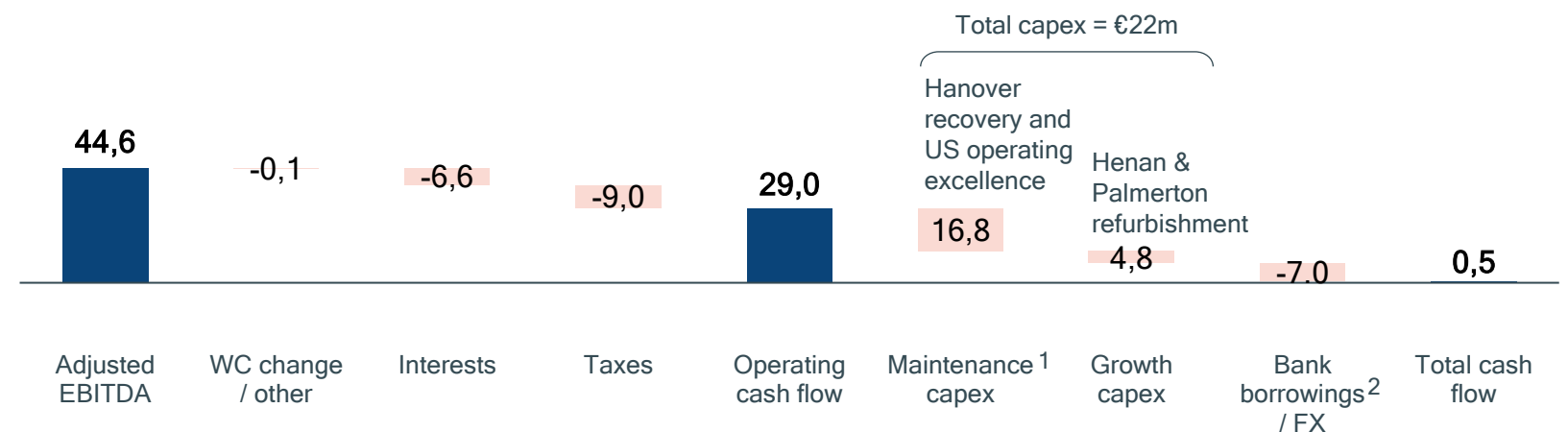


# Cash flow, net debt & leverage

Cash on hand at €143m providing >€200m liquidity; Net leverage of x2.96

## Adjusted EBITDA to Total cash flow in Q2 2023

€ million



	At 30 June 2022	At 31 March 2023	change	At 30 June 2023
LTM Adjusted EBITDA	€221.4	€203.6	-6.0%	€191.4
LTM Operating cash flow	€111.6	€124.6	-7.4%	€115.3
Gross debt	€709.7	€714.7	-0.6%	€710.5
Cash on hand	€238.7	€143.0	+0.3%	€143.5
Net debt	€470.9	€571.6	-0.8%	€567.0
Net leverage	x2.13	x2.81	+x0.16	x2.96

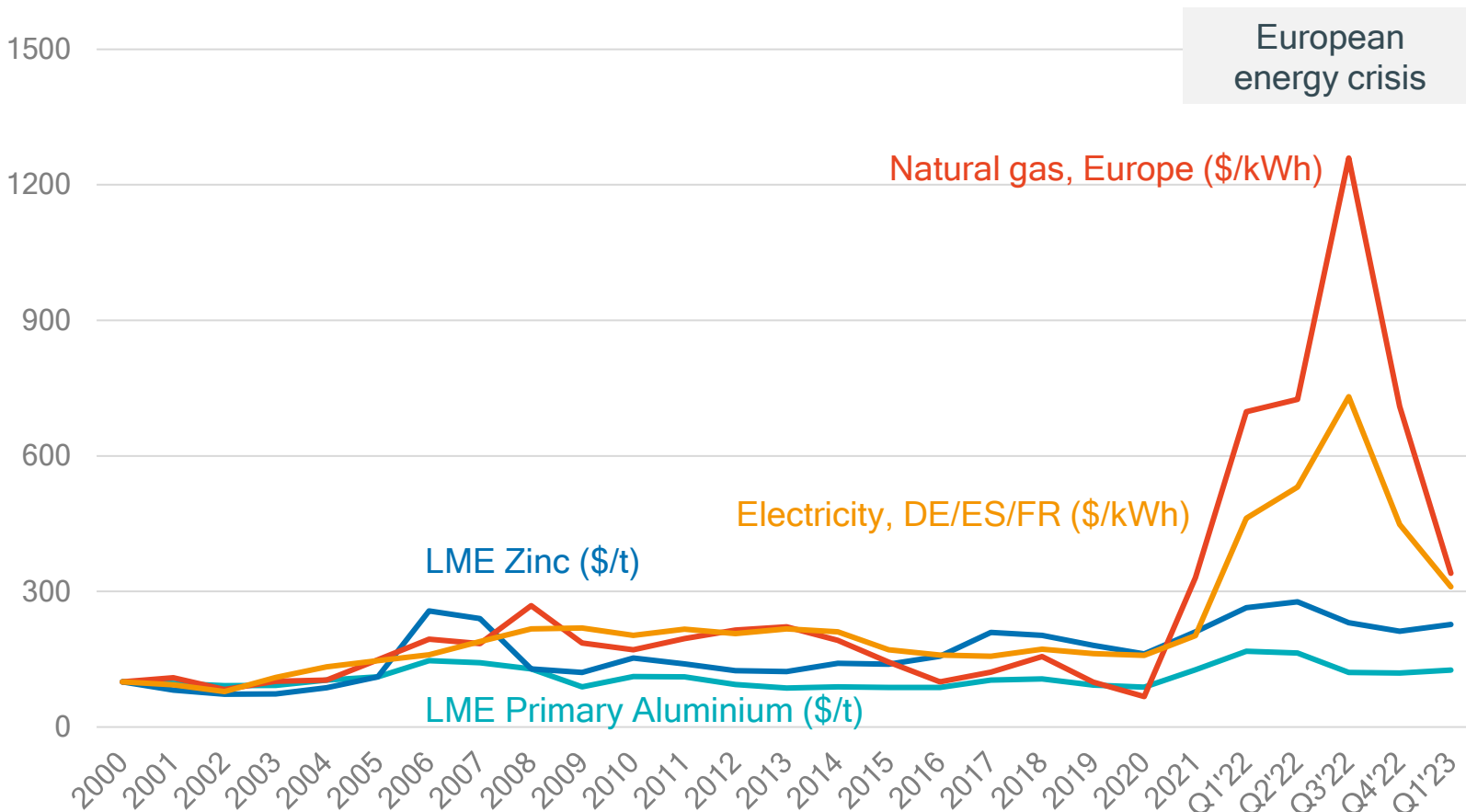
<sup>1</sup> Includes investments required to maintain or replace assets as well as those related to productivity, compliance and IT

<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

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

Indexed annual price trend<sup>1</sup>, 2000 to H1 2023

Index, year 2000 = 100



<sup>1</sup> 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