

# Q2 2021 results

# ESG leader with a sustainable dividend yield

## Sustainable by Design Made for Life

YEARS

30 July 2021

#### **Disclaimer**



#### **Forward-Looking Statements**

This document may contain forward-looking information and statements about Aperam SA and its subsidiaries. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements may be identified by the words "believe," "expect," "anticipate," "target" or similar expressions. Although Aperam's management believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Aperam's securities are cautioned that forward-looking information and statements are subject to numerous risks and uncertainties, many of which are difficult to predict and generally beyond the control of Aperam, in particular, the length and severity of the COVID-19 (coronavirus) outbreak, including its impacts in the sector, macroeconomic conditions and in Aperam's principal local markets, that could cause actual results and developments to differ materially and adversely from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in Aperam's filings with the Luxembourg Stock Market Authority for the Financial Markets (Commission de Surveillance du Secteur Financier). The information is valid only at the time of release and Aperam does not assume any obligation to update or revise its forward-looking statements on the basis of new information, future events, subject to applicable regulation.

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## **Q2 2021 Operational highlights**

Again record earnings on the back of normalizing markets and self-help

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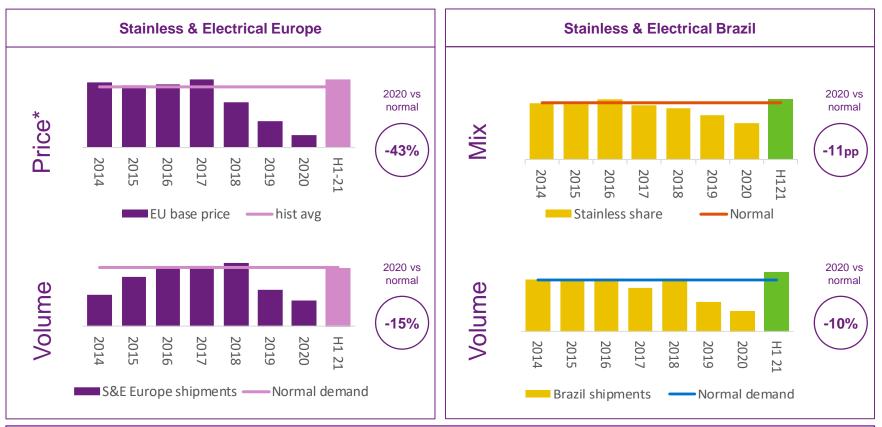
ELG approval process progresses and remains on track

**Back to normal** 

## **Europe and Brazil recovery**

# Demand recovery, cost improvement and effective protection against dumping support earnings growth





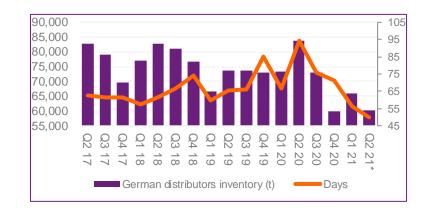
## Extremely challenging market was hiding EUR223m Leadership Journey<sup>®</sup> gains 2018-2020

## Market update Market environment has fully normalized

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#### Distributor inventory is seasonally below normal\*



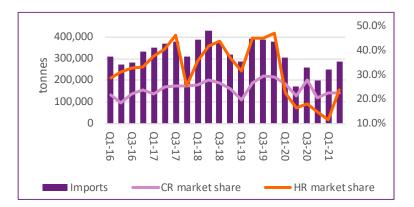
Strong

Normal

Weak

Below normal

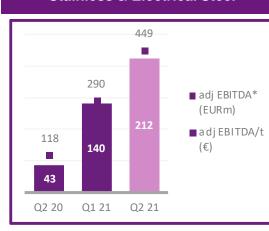
#### Import market share in line with historic average



## Q2 2021 Segments

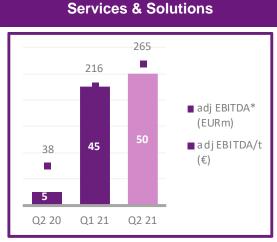
# Brazil and S&S generate the best quarter ever. S&E Europe normalizes

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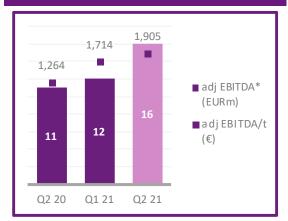
**Stainless & Electrical Steel** 

- Shipments stabilize at a high level: -2% qoq, +30% yoy as lower restocking balances seasonal increase
- QoQ: Europe adj EBITDA reflects slightly lower volumes better pricing and comparable inventory valuation gains. Brazil generated the best quarter ever due to higher prices and volumes
- YoY: adj EBITDA improves due to higher volumes, better prices and inventory valuation gains



- Shipments -9% qoq +12% yoy
- QoQ higher adj EBITDA mainly reflects better pricing which compensates for lower volumes. Inventory valuation gains were comparable
- YoY: higher adj EBITDA due to higher volumes, better pricing and inventory valuation gains





- Shipments -3% qoq +20% yoy
- QoQ: higher adj. EBITDA was driven by higher volumes and lower costs
- YoY: higher adj EBITDA was driven by significantly higher volumes, higher prices and inventory valuation gains

#### Adj. EBITDA of EUR545/t in Q2 2021 (+ EUR190/t qoq, +EUR414/t yoy)

\* Difference with total Aperam's quarterly adj EBITDA due to Others & Eliminations line

## **Q2 2021 Financial highlights**

# Again record earnings, solid cash flow and a fully de-levered balance sheet

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Strong earnings,	positive FCF and	strong balance sheet
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EURm	Q2 21	Q1 21	qoq	Q2 20	уоу
Sales	1,272	1,177	8%	818	56%
adj. EBITDA	262	175	50%	49	435%
EBITDA	271	175	55%	49	453%
Basic EPS (EUR)	2.67	1.45	84%	0.27	900%
Steel shipments (000t)	481	493	-2%	376	28%
adj EBITDA/tonne (EUR)	545	355	53%	130	318%
adj EBITDA margin	20.6%	14.9%	39%	6.0%	244%
Operating cash flow	115	106	8%	57	102%
CAPEX	-27	-46	-41%	-23	17%
Free cash flow*	87	58	50%	34	156%
Dividends paid	-36	-35	3%	-37	-3%
Net financial debt	1	56	-98%	123	-99%

#### Q2 key comments

- Stable shipments at a high level. Solid demand in Europe and Brazil
- Adj EBITDA at all time high: Brazil with a peak quarter and pricing recovers in Europe; comparable inventory valuation gains
- Stated EBITDA contains exceptional gain of EUR9m (PIS/Cofins)
- EPS increased due to higher adj. EBITDA and a low tax rate of 6.6% (tax contains a EUR32m profit from tax loss carry forward)
- Strong operating CF despite seasonal & raw material price driven NWC build due to low interest and cash tax payments
- Solid FCF more than covers the dividend. Debt free balance sheet is ready to take on ELG

#### A normal environment highlights Aperam's financial strength

#### Leadership Journey<sup>®</sup> Phase 4 (2021-2023) Brazil upgrade projects A mix of cost improvements and growth to have been approved defend Aperam's cost leadership in Europe Phase 4 target gains **Target savings composition Cash out** 160 50 gains (EURm) **Σ** EUR150m Σ EUR90m 45 140 Growth & chematic Schegains (EURm) 40 product portfolio 120 matic 35 100 Raw material & 30 Leadership Journey purchasing 80 25 Scheout 20 60 Schematic Fixed costs LJ cash 15 matic 40 Sche-10 Schematic 20 matic 5 Variable costs 0 0 2021 2022 2023 2021 2022 2023 ■Q1 ■Q2 ■Q3 ■Q4 🛎 Q1 📖 Q2 📖 Q3 🛑 Q4 Footprint Europe Structural cost cuts Growth Brazil Purchasing & sourcing gains NGO upgrade ✓ Gueuanon development Top line strategy & distribution $\checkmark$ $\checkmark$ $\checkmark$ towards specialties Gueugnon transformation HGO mix improvement Automation & centralization $\checkmark$ $\checkmark$ $\checkmark$ CR center reduction to 3 enables growth in value $\checkmark$ Ramp up of Genk CRM √ added & specialty products $\checkmark$ Site specialisation increases FTE reductions $\checkmark$ ✓ Dedicated Alloys growth plan load of most efficient lines

A more efficient and lower cost footprint opens up growth opportunities

## **Outlook**

Q3 2021 guidance & other forward looking items



#### Q3 2021 Outlook

- Q3 2021 shipments are expected at a slightly lower level qoq
- Adj. EBITDA is expected at a comparable level versus the record Q2 2021 base
  - Supportive pricing
  - Inventory valuation gains at a comparable level
- We guide for comparable free cash flow in Q3 2021 despite higher working capital

#### **Other items:**

- Cash return to shareholders via a share buyback (EUR100m / max 2.45m shares)
- FY 2021 group capex raised to ~EUR165m from EUR130m (accelerated Leadership Journey<sup>®</sup> phase 5 investments in AOD and Imphy HRM)
- FY 2021 P&L effective tax rate expected at ~20% of which ~ half will be cash tax in CF
- FY 2021 base dividend EUR1.75 (amounts to EUR140 million)
- Leadership Journey<sup>®</sup> Phase 4: EUR150 million savings target by end of 2023
- ELG acquisition: closing expected in Q4-21\*

We expect the best H2 result in Aperam's history

<sup>\*</sup> Subject to regulatory approvals

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Upcoming corporate access events

•	6 & 7 Sep	Capital Markets Day, Genk (BEL)	Aperam
•	8 Sep	Steel & Mining Conference	Credit Suisse
•	9 Sep	Benelux Conference	ING
•	14 Sep	Autumn Conference	Kepler Cheuvreux
•	23 Sep	Baader Investment Conference	Baader/ Alphavalue
•	06 Oct	The European ESG/ SRI Conference	Societe Generale

We are looking forward to discuss Aperam's long term strategy in more detail

# **Financial Results**



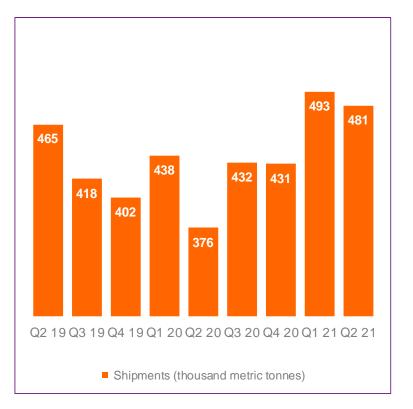


## **Financial results**

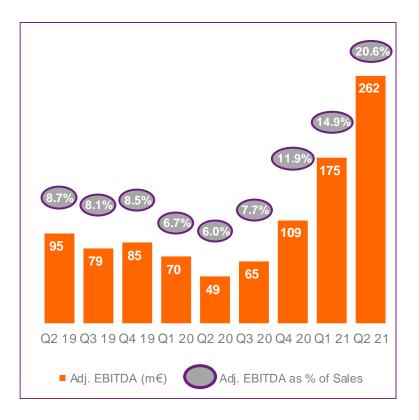
## Q2 2021: Highest ever adj. EBITDA



Q2 volumes increased 28% yoy versus a low base. Demand remains solid in both Europe and Brazil



Q2 adj. EBITDA reflects solid volumes, higher prices and tight cost control

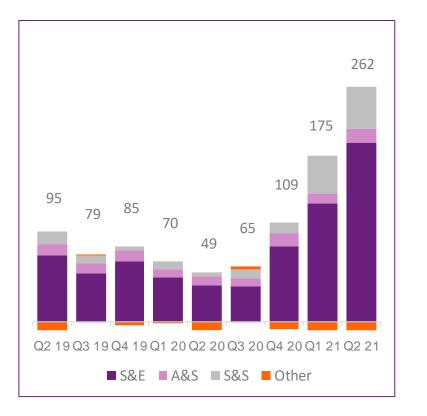


Q2 reflects a fully normalized environment and inventory valuation gains

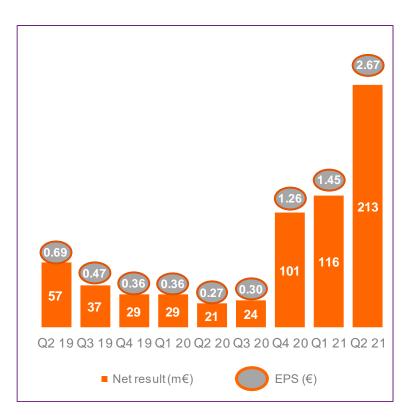
## **Financial results**

Q2 2021: Record earnings in Brazil, S&S and A&S together with a solid recovery in Europe yields an all time high EPS

Adj EBITDA: all segments achieve record results



Q2 EPS sets a new all time high\*

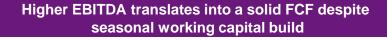


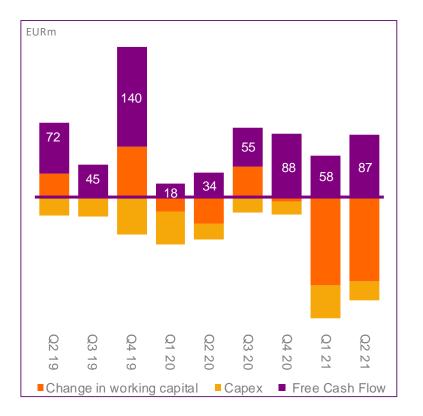
#### All segments contributed to earnings growth

\*Q4-19: Income tax expense contains a EUR26m impairment of the deferred tax asset \*Q2-20 Financial result contains a EUR15m interest payment on Brazil PIS/COFINS position \*Q4-20 contains a EUR51m financial result gain related to PIS/Cofins \*Q2-21 contains a EUR10m PIS/Cofins gain and a EUR32m DTA from tax loss carry forwards

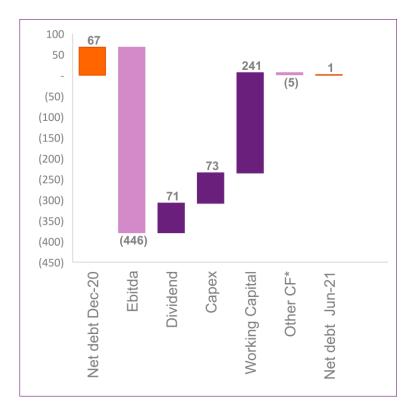
## **Financial results**

Q2 2021: Solid free cash flow despite seasonal & raw material Operolu price induced working capital build. Debt free balance sheet





Strong balance sheet and NFD decreases qoq and yoy



#### Aperam's dividend rests on a solid balance sheet and a structurally high FCF generation

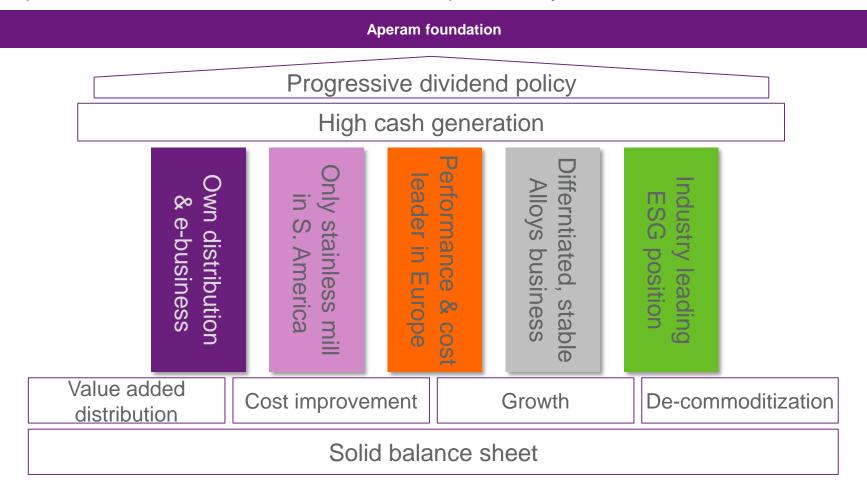
# **Value Strategy**





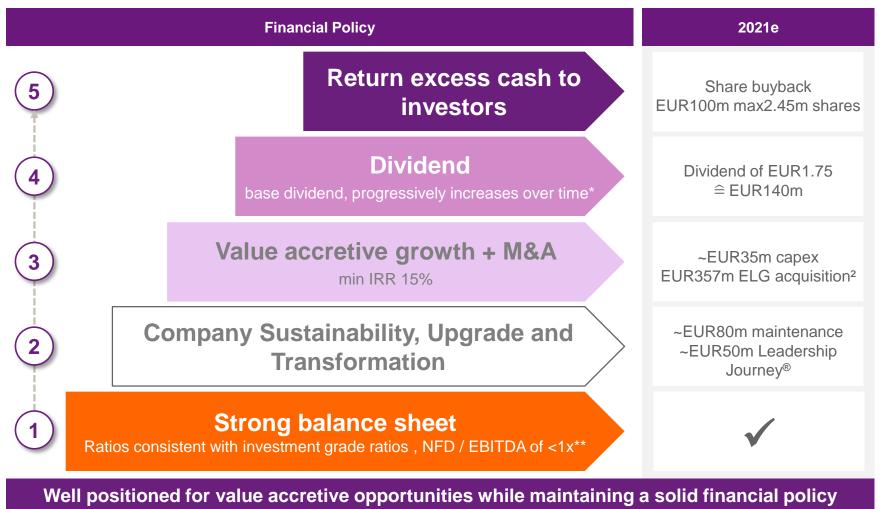
Guiding principle: Combining growth, mix and cost improvements to restore a normal level of profitability





LJ 4 adds new dimensions to a proven cost improving track record

Financial policy: Strong balance sheet, investment in long term Operand earnings growth and solid cash returns to shareholders

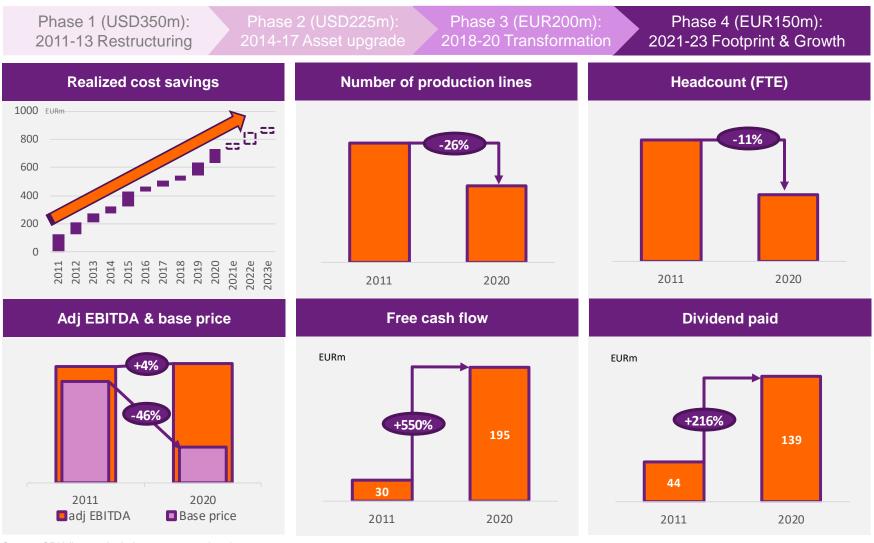


with attractive cash payout to shareholders

\*Base dividend review in the (unlikely) event that NFD/EBITDA exceeds 1x \*\* through the cycle

## Leadership Journey<sup>®</sup> Self help has turned Aperam into a resilient, profitable and cash generative company

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Source: CRU (base price), Aperam accounting data

## Track record: Aperam a solid performer in every part of the cycle

#### Transformation yields a positive net income even Solid operating performance despite market headwind in a recessionary market environment 4.00 3.39 12.7% 10.6% 11.8% 2.47 2.19 2.19 1.99 10.8% 0.91 8.9% 8.0% 8.1% 567 320 286 504 5.7% -1.08 -0.96 455 193 451 175 155 148 4.1% 71 368 340293 -74 -86 220 168 2012 2013 2014 2015 2016 2017 2018 2019 2020 2012 2013 2014 2015 2016 2017 2018 2019 2020 Net result(m€) EPS (€) Adj. EBITDA (m€) -----adj. EBITDA margin 2019 & 2020 volumes reflect soft real demand in A strong balance sheet is corporate policy both EU and Brazil and trade war induced imports 26% 23% 20% 1,972 1,936 1,917 14% 1,886 6% 1,813 1,786 3% 3% 2% 619 1,728 501 442 1,677 1,683 290 67 147 2012 2013 2014 2015 2016 2017 2018 2019 2020 2012 2013 2014 2015 2016 2017 2018 2019 2020 Aperam shipments (kt) Net debt (m€) Gearing (%)

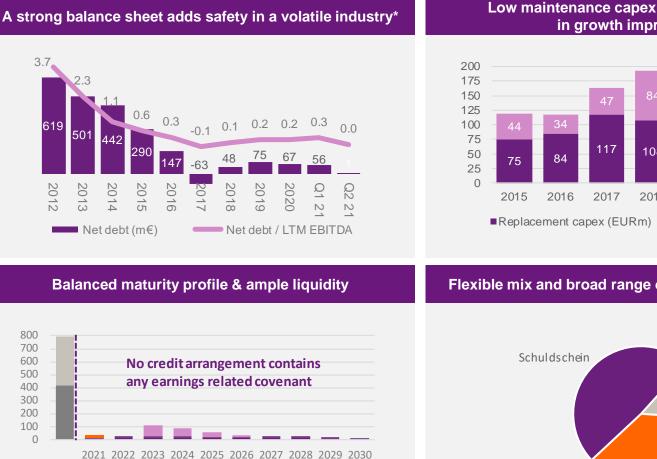
Leasing & other

Cash & equiv.

EIB loan

Com. Paper & other

## Resilience: Strong balance sheet, high liquidity and low maintenance capex



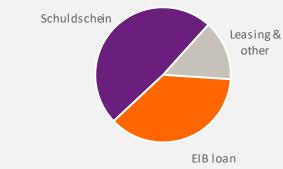
Schuldschein

RCF

Low maintenance capex + solid investment in growth improvement

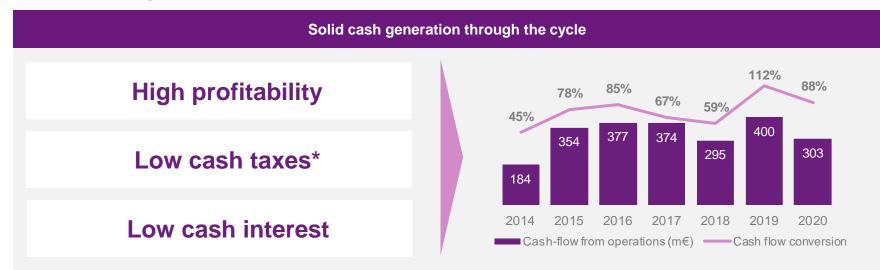


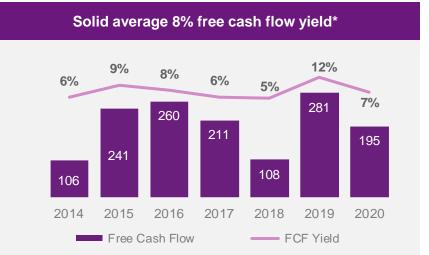
#### Flexible mix and broad range of financing instruments<sup>2</sup>



\*Aperam intends to maintain a strong balance sheet that is consistent with investment grade ratios 2Financing documentation is in line with investment grade standards and contains no pledges of assets or earnings covenants

Shareholder focus: We care about investors and can support it due to a high & stable FCF





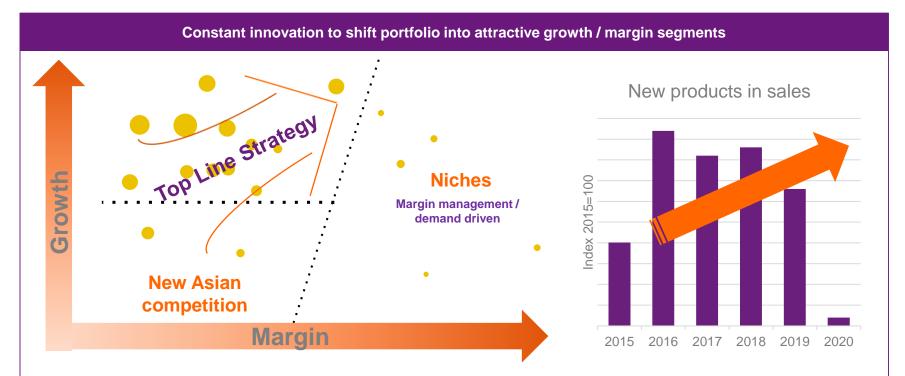
Best in class cash distribution to shareholders



\*at year end 2020 the recognized deferred tax asset on tax losses amounted to EUR97m and the unrecognized deferred tax asset amounted to EUR405m

## Investment case & value strategy Portfolio improvement: Top line strategy



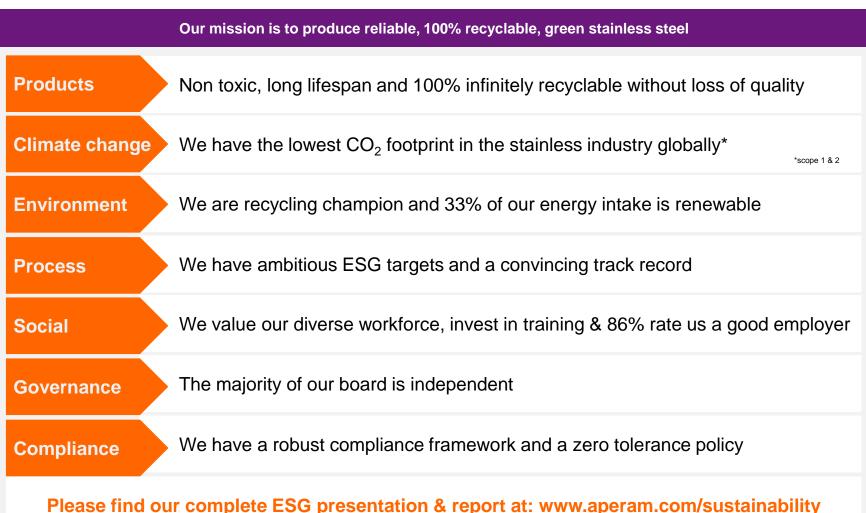


## Guiding principle: strengthen product & service differentiation

- Increase competitiveness against other materials by improving existing solutions
- Innovate and apply existing solutions to new target markets
- Develop innovative new products
- Optimize product & customer mix
- Redefine distribution channels

# ESG excellence: Take a look at Aperam from an ESG perspective



















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# Silène luminaris sive Muflier de Borges, Miguel Chevalier Fondat Aperam stainless steel used Aperam 316 Hot Rolled Le Francois, Martinique - France Fabrication : Serrurerie La Parette, Roquefort-la Bédoule Aperam produces the greenest stainless steel globally

## ESG is core at Aperam and starts at the top



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#### We take E, S and G seriously

#### **Governance & Stakeholders**

- Our high ethical standards are reflected in our robust corporate governance and structured compliance program with a zero tolerance policy for non compliant behavior
- our Board of directors is composed of a majority of independent directors. Board
   Committees are independent members only
- We aim to be a **partner of choice** for our customers and suppliers
- Our Corporate Responsibility is reflected by local programs and stakeholder engagement
- Our approach is fed with and supporting the multi-stakeholder **ResponsibleSteel™** initiative

#### Environment

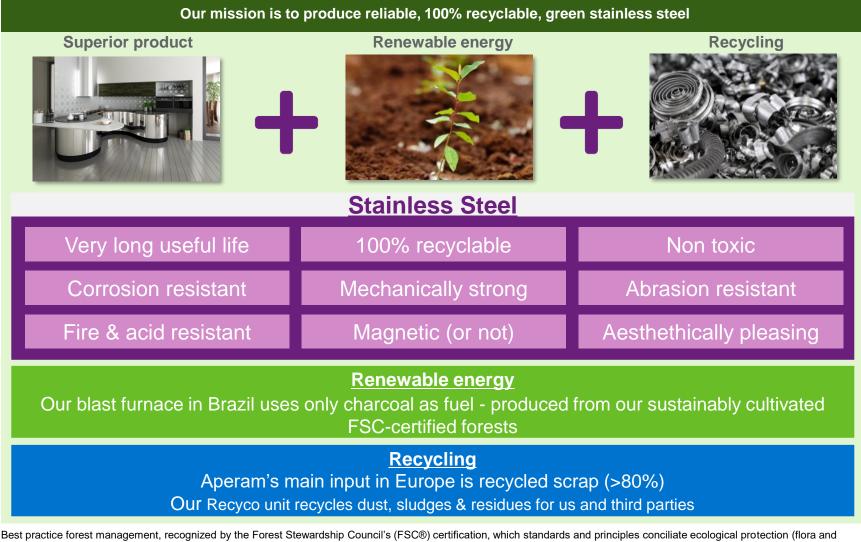
#### Social

- Our people are colleagues with whom we share values and a common future
  - Their **safety** is our non-negotiable priority
  - Their **motivation** and creativity is our greatest asset
  - Their development is a key to our success.
- We actively promote diversity
- We believe in a positive dialogue and have collective labour agreements in place throughout Aperam

- As an energy-intensive company, we consider environmental consciousness as a necessary prerequisite to our sustainable
  profitability
- Recycle: Our products are infinitely recyclable and our main input in Europe is recycled scrap
- We have an industry leading CO<sub>2</sub> footprint with the greenest" stainless steel globally due to our FSC-certified forest in Brazil
- We have clear targets in place to improve our environmental performance and are a member of Responsible Steel®

# Product & process: Aperam produces a superior product in a sustainable and responsible way

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fauna, but also water reserves) with social benefits and economic feasibility. Our forests are made of selected cloned saplings which are considered among the best on the market 27 and they are separated by firewalls and strips of natural vegetation to take into account both fire-prevention, biodiversity preservation and local development (beekeeping).

## ESG summary Our products: We are part of the solution



#### Stainless steel is a high added-value material that, due to its unique properties, has a key role in the energy transition



#### e-Mobility solutions

Aperam's solutions enable e-vehicle components such as converters, inverters, onboard-charges, motors, EPS, cooling systems, air conditioning systems, current sensors, charging stations, fuel cells and battery packs

#### **Clean air**

Stainless and alloys help the marine transport sector minimizing emissions. Aperam offers scrubbing systems that remove over 90% of Sulphur and 80% of particles. Corrosion resistance grades with high mechanical properties are required

#### **Cryogenic applications**

They require a material that can withstand very low temperatures. Aperam solutions (stainless and INVAR M93 LNG tanker) are specially designed for cryogenic storage; transporting natural gas, ethane, or ethylene; and handling liquefied air gases like nitrogen, oxygen and argon

#### Sustainable water supply

Due to its inert nature, stainless is the material of choice for water supply (e.g. tanks and fountains, water boilers, sanitary piping systems, etc.) and water treatment (e.g. sewerage, distillation, desalination) applications

#### Solar power

Alloys are resistant to heat, corrosion, fatigue, and creep. It is the ideal material for the receiver tubes used to ensure the flow of molten salt and for glass metal sealing. Stainless, is the material of choice for the structural and fixing elements used in solar power systems

#### **Renewable energy**

- > Electrical steels enable high performing wind generators due to their high permeability.
- > The magnetic properties of alloys convert and shape an electrical signal from generation to end use
- > Anemometric towers built of stainless steel enjoy an increased life span, reduced maintenance costs, improved safety

#### The hydrogen economy

Stainless steel and alloys are already used in a number of important hydrogen applications eg fuel cells, production and storage installations, and transportation\*. Aperam is a big supporter of the shift to hydrogen and a proud member of HydrogenEurope

Recycling & scrap: Aperam is at the heart of the European circular economy. Scrap is our dominating raw material

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#### Aperam uses more than 85% scrap in its austenitic grades

- Scrap is sourced regionally in Europe
- Aperam's location at the heart of Europe minimizes transportation costs & environmental impact
- Aperam's Recyco unit recovers metal content from waste material\*

## Recycling content of stainless steel by region:

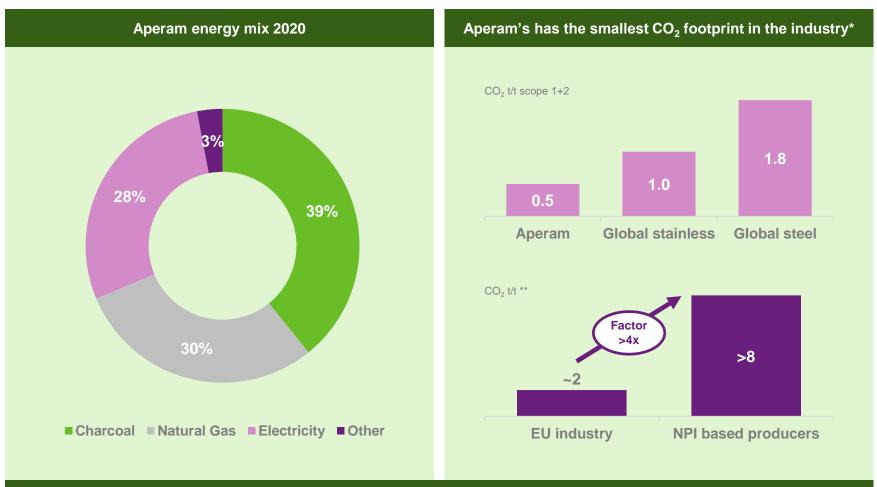


#### Scrap is the primary input in our European operations

Source: Aperam, SMR, ISSF <sup>2</sup>Europe generated ~3.7mt of scrap in 2019

# Environment: Bio Energia & recycling give Aperam a best in class climate change footprint

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#### Our sustainably cultivated forest in Brazil is a unique asset

Source: Aperam estimates & calculation, ISSF data, CRU \*\*scope 1 + 2 + total raw material emissions and transport \*Data is for austenitic HR steel, scope 1+2

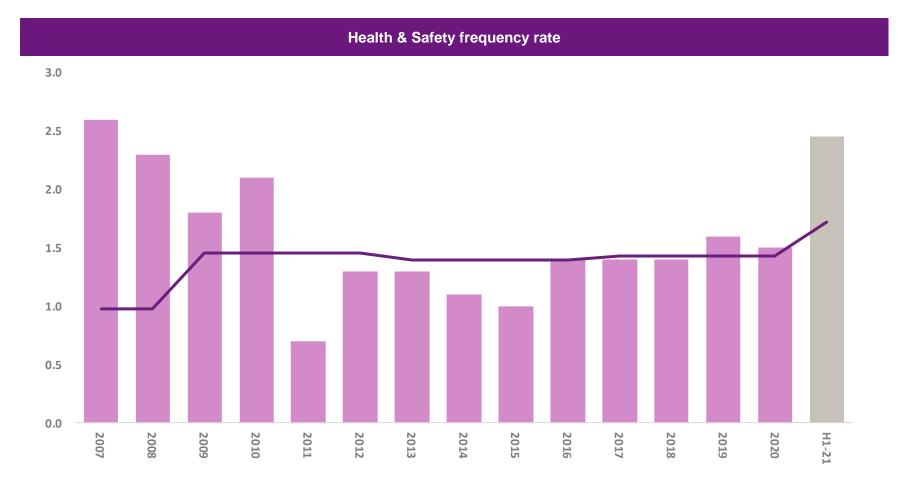
## Aperam supports the United Nations' Sustainable Development Goals



We take broad responsibility: our Products and Environmental and Social action				
Health & Safety is Aperam's primary concern and the priority in all our proceedings	Gender balance ranks highly on our priority list since 2017 and has a special commitment from management. Aperam established specific objectives for creating more gender balance in our workforce	In our forestry, located on hydric-stressed areas like our other plants, lowering water consumption and improving the quality of discharge are key elements of our environmental strategy		
More than 30% of Aperam's energy comes from renewables, mainly as biomass (charcoal) and, via pilot projects, wind and solar	Research & Development and innovation are top priorities for Aperam. We also help our customers to adapt their own processes (welding, stamping, etc.) to make the most of their tools	Aperam is committed to a sustainable cohabitation with our neighboring communities, allowing host cities to thrive and addressing inhabitants' legitimate requests		
Aperam is a recycling champion: We use the maximum amount of recycled material in our production (eg 85%+ scrap in Europe) and also take good care to leverage wastes and by-products in line with our zero- waste target	Our BioEnergia cultivated forest produces charcoal which we use instead of met coal & coke. The forest also acts as a FSC certified carbon sink. Aperam plants are constantly reducing their energy consumption and participate in our climate action plan	Ethics are a key component to Aperam's values. We comply with all applicable regulations, interact transparently with authorities and support the fight against corruption, money laundering and anti-competitive practices - among others		

## ESG summary Health & safety performance

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Health & Safety of our people is our prime objective

## Social: Our people are our asset



Criteria	Target	Aperam 2020 status
Lost-time injury frequency rate	<1	1.5 !
Employee satisfaction <sup>1</sup>	N/A	86%
Diversity	Increase	Women 13% of staff 6.7% blue collar, 21% of exempts
Training hours/FTE	Increase	19.6
Absenteeism	2.0%	2.9%

## Safety always comes first at Aperam. We rely on our people to transform our company from a traditional industry into a connected, agile and innovative organization

\* Heavy manufacturing, Worldsteel 1 For the seventh consecutive year, Aperam S America was selected as one of the best companies to work for by Guia Você S/A, in recognition of our work on employee health and wellbeing

ESG summary Environment: A best in class footprint<sup>2</sup>



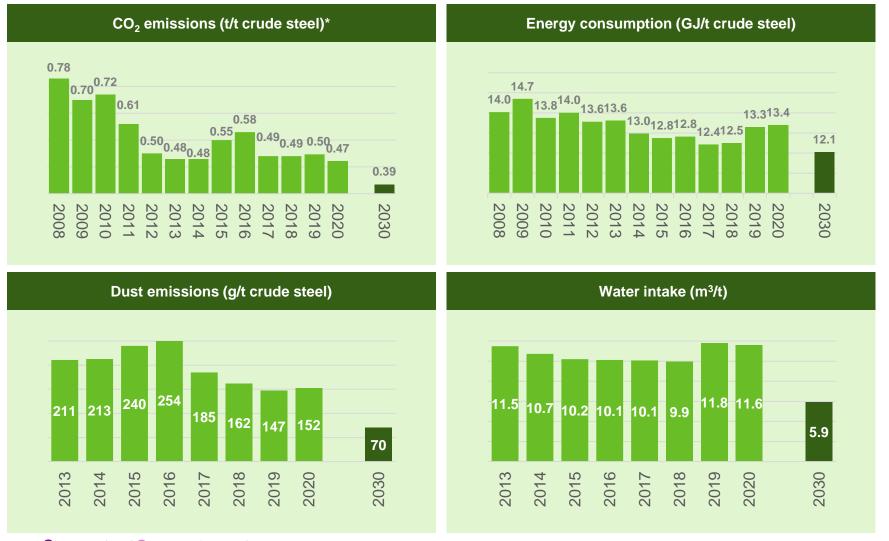
Criteria	Target 2030	Aperam 2020 status
Energy intensity*	11.1 GJ/t -11% vs 2015	13.4 GJ/t +5% !
CO <sub>2</sub> intensity**	0.39 t/t -30% vs 2015	0.47 t/t -14%
Water consumption	5.8 m³ /t	11.6 m <sup>3</sup> /t +14%
Dust intensity	70 g/t -70% vs 2015	152 g/t -36%
Zero Waste target	>97% reused / recycled	94.3% +0.8pp

Lower production volumes hurt some KPI's in 2019 & 2020

#### We aim to exceed environmental legislation and are committed to continuous improvement

\*\*Scope 1+2. An internal CO<sub>2</sub> price of €60/t is applied to all investments. We review and adjust this if necessary to maintain the incentive for CO2 savings <sup>2</sup>per ton of slab

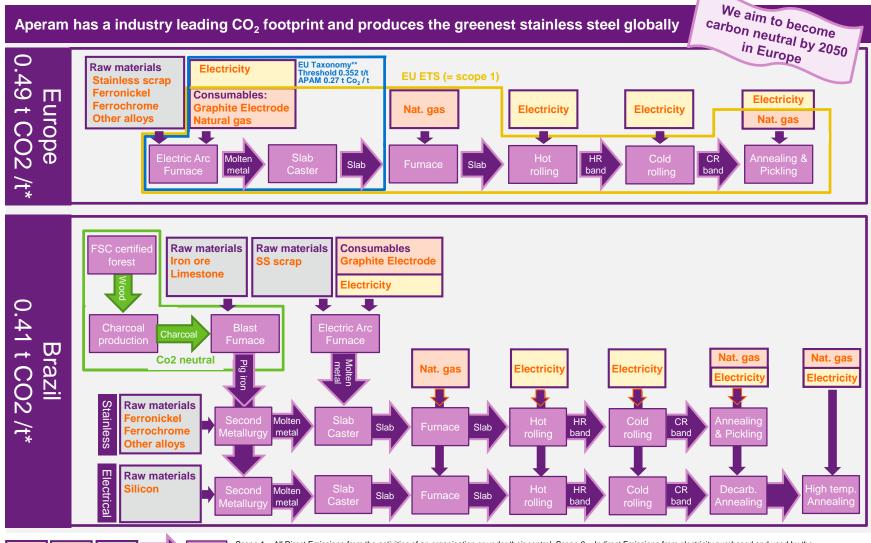
Environment: Aperam has a convincing environmental track record and clear improvement targets. Low volumes impacted 2019 & 2020



Product

## Aperam's CO<sub>2</sub> footprint: Aperam Europe fulfils the EU Taxonomy = environmentally sustainable economic activity

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Scope 1 – All Direct Emissions from the activities of an organisation or under their control. Scope 2 – Indirect Emissions from electricity purchased and used by the organisation. Scope 3 – All Other Indirect Emissions from activities of the organisation, occurring from sources that they do not own or control\*per tonne of slab, scope 1 + 2 based on ISO14404 \*\*EU Taxonomy\* requires 0.352 t CO2/t scope 1+2 or 90% scrap 36

### **ESG** summary Governance: Our leadership team



#### Key facts & compensation

- Entrusted with day-to-day management of the Company •
- Appointed by the Board of Directors ٠
- Experience and industry know how ٠
- Average age: 49 / 6 Nationalities ٠
- CEO: is ultimately responsible for Aperam's sustainability performance and compliance
- CTO, is also Head of Health, Safety & Environment •
- Compensation aligned with long term interest of the ٠ Company and its stakeholders
  - Multiplier for performance related bonus includes  $\checkmark$ H&S factors (1 year plan)
  - Long term incentive plans based on EPS and TSR  $\checkmark$ evolution (3 year plan) vs relevant peers and index



A diverse & experienced team





Frédéric Mattei CEO Allovs & Specialties



CEO

Sudhakar Sivaji Bert Lyssens Head of sustainability, HR & Communications





Vanisha Mittal Bhatia Chief Strategy Officer

Geert Verbeeck CTO, Head of H&S. Environment\*

### Aperam benefits from the experience and industry know-how of its Leadership Team

### **ESG** summary

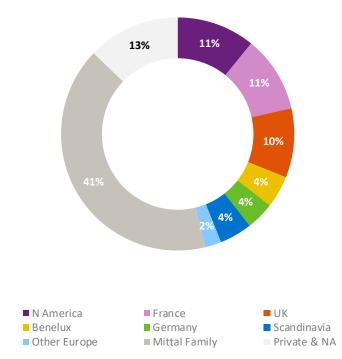
### Governance: Board of directors and shareholder structure

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#### Principles of our board

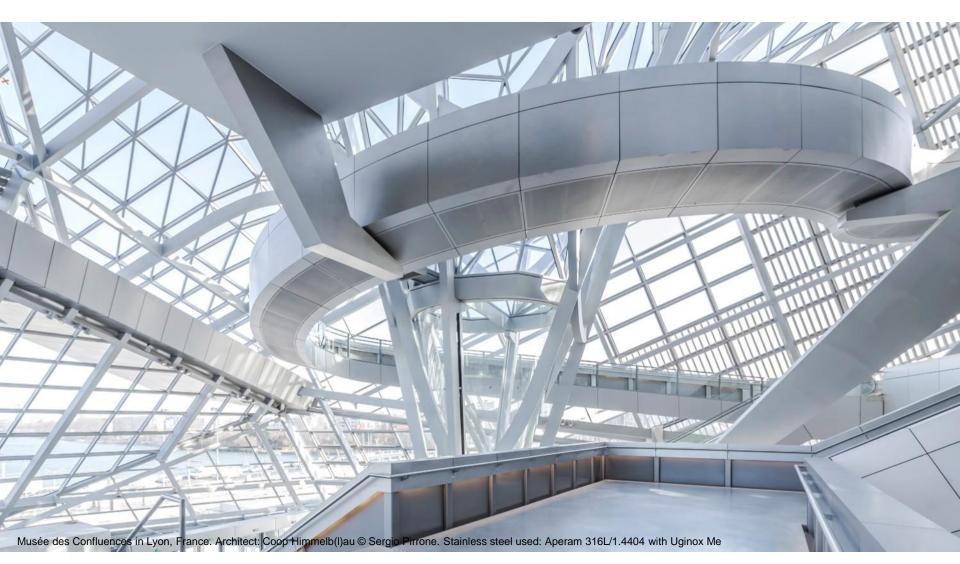
#### Shareholder structure

- Responsible for strategic direction and oversight of the business, as well as for appointing senior management
- Election subject to shareholder approval. Directors are elected for 3 year terms
- Chairman: Mr. Lakshmi N. Mittal
- 7 members with a majority of independent directors (4 independent directors out of 7)
- Mrs. Ros Rivaz is lead independent director
- 2 Board Committees composed of 100% of independent directors and reporting to the Board of Directors:
  - Audit and Risk Management Committee covering also <u>ESG matters</u>; Chair: Ms. Bernadette Baudier
  - Remuneration, Nomination and <u>Corporate</u> <u>Governance Committee</u>; Chair: Mr. Alain Kinsch



Diverse skills, backgrounds, knowledge, experience, geographic locations, nationalities and gender are reflected on our board and ensure effective governance

# Business overview aperam

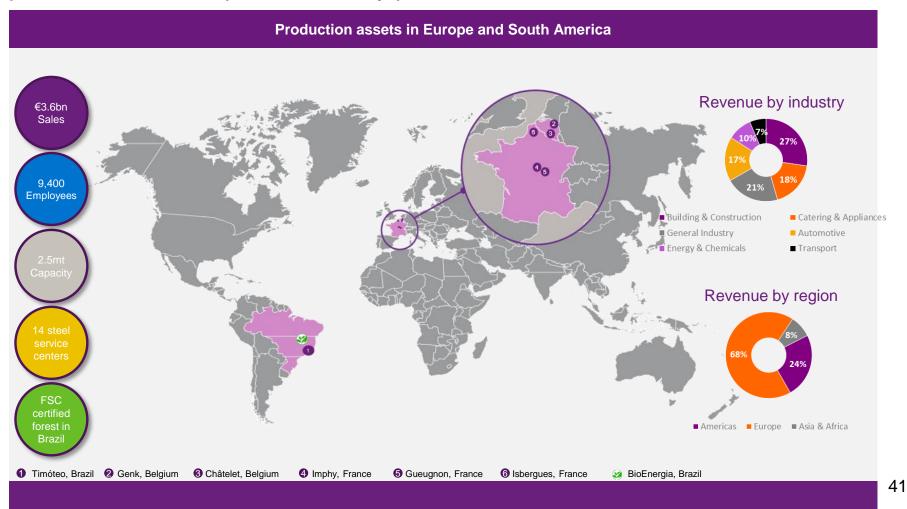




# Group segments & corporate structure

Aperam is a global stainless, electrical & specialty steel producer. #2 in Europe and the only producer in S. America

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### Group: Segments & corporate structure\*

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Stainless & Electrical Steel	Services & Solutions	Alloys & Specialties
2.5mt production capacity 1.6mt of gross shipments 77% of group adj EBITDA	646kt of gross shipments 13% of group adj EBITDA	40 kt production capacity 31kt of gross shipments 15% of group adj EBITDA
One of the largest global producers of stainless steel** Europe: 2 Electric Arc Furnaces use scrap as major input material Stainless steel flat product output South America: 2 blast furnace use iron ore and charcoal produced from own forests 2 EAF use recycled scrap Stainless flat products & electrical steel	<ul> <li>S&amp;S is Aperam's distribution arm. S&amp;S provides value added and customized solutions through further processing according to specific customer requirements. S&amp;S core activities:</li> <li>direct sale of Aperam products to end users</li> <li>distribution of Aperam and third party material</li> <li>transformation services, according to specific customer requirements</li> </ul>	Fourth largest producer of nickel alloys globally Aperam specializes in nickel alloys and specific stainless steels Our products take the form of bars, semis, cold-rolled strips, wire and wire rods, and plates, and are offered in a wide range of grades High value items that are often sold on a kg basis



Aperam covers the complete stainless value chain with industry leading assets in Europe and Brazil

\*gross shipments and adj EBITDA are before eliminations

\*\* By production capacity

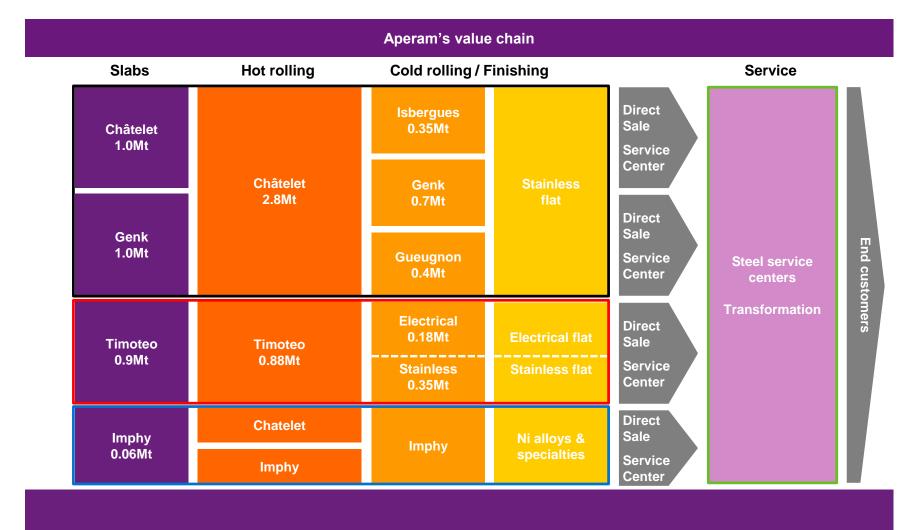
### Group: Segments & corporate structure II

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### Group: Segments & corporate structure III

# **Nelod**

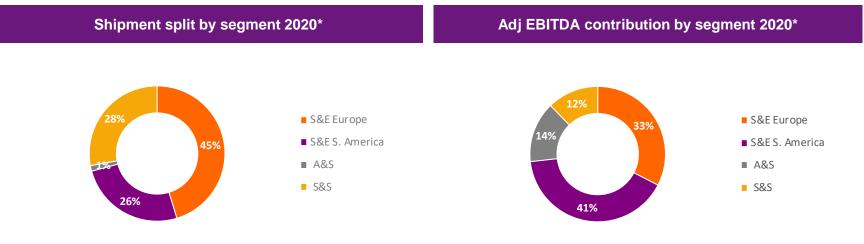


Stainless & Electrical Steel Europe Stainless & Electrical Steel South America Stainless & Electrical Steel

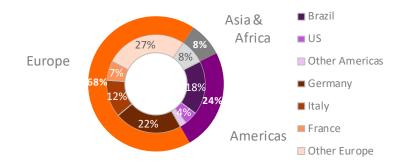
Alloys & Specialties Services & Solutions

### Group: A balanced risk profile and customer structure

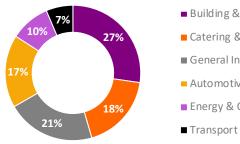
# MG



**Revenue by region 2020** 







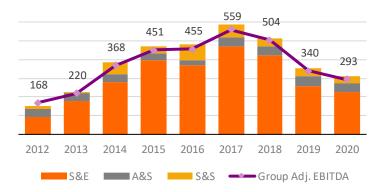


S&E

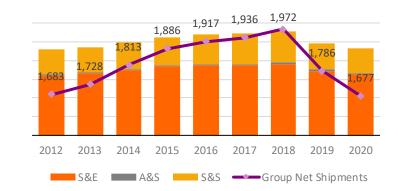
### Group: Self help has transformed the group. Higher cash generation and profitability even in adverse market conditions

# <u>SLOW</u>

#### Adj EBITDA by segment (EURm)

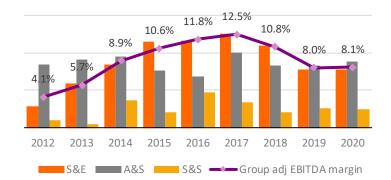


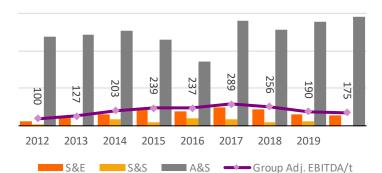
#### Shipment by segment (kt)



#### Adj EBITDA/t (EUR)



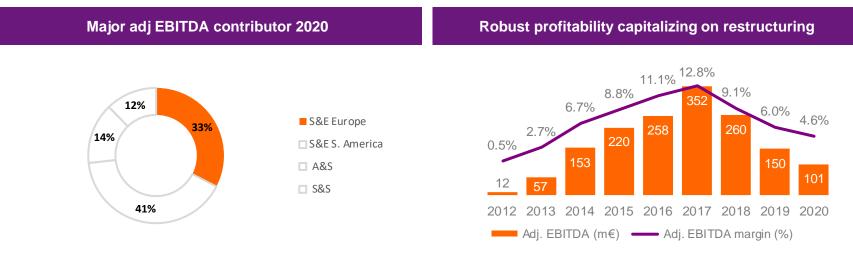






# Stainless & Electrical Steel Europe

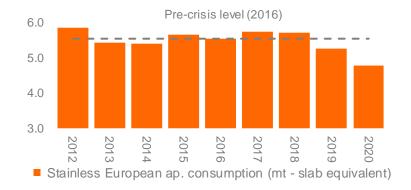
### S&E Steel Europe: Self-help measures yield a robust operational performance despite a price and volume squeeze



#### European shipments reflect import pressure, destocking and weak real demand

European stainless steel demand came under cyclical pressure in 2020



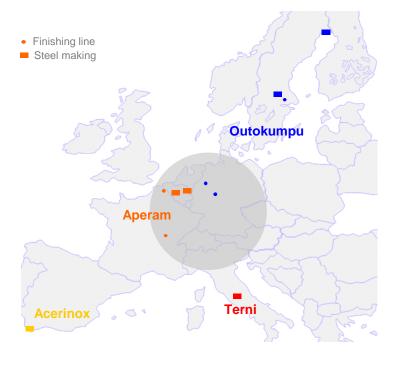


### S&E Steel Europe: Leverage Aperam's unique position

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European stainless steel industrial footprint

Aperam key competitive advantage



• The only integrated upstream operations in the heart of Europe

Superior access to raw material flows

• Best location to serve the biggest consumption areas of Europe

 Efficient logistics between sites results in industry leading working capital management

• Full range of products with flexible capacity

 Increase scrap recycling to minimize environmental impact

Aim to become cost leader in the key products

Located in the heart of European scrap generation and stainless consumption

Sourcing

Logistics

**Production** 

# EU trade action: Further actions against unfair trade have been initiated

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	Safeguard	Anti-dumping (AD)	Countervailing duties (CVD)
Aim	<ul> <li>Maintain traditional trade flows</li> <li>Volume focused</li> </ul>	<ul> <li>Duty on imports that are <u>priced below</u> <u>fair market value</u></li> <li>Price focused</li> </ul>	<ul> <li>Neutralize effect of <u>subsidies</u> that benefit certain imports</li> <li>Price focused</li> </ul>
Countries affected	<ul> <li>All countries globally (if not explicitly exempt)</li> <li>Effective since February 2019 till July 2024</li> </ul>	<ul> <li>Hot rolled: China, Indonesia, Taiwan since Oct. 2020 for 5 years</li> <li>Cold rolled: China , Taiwan since 2015, Indonesia, India since May 2021</li> </ul>	Cold rolled: Case opened by EU commission in February 2021 against India, Indonesia
Measure	<ul> <li>HR quota 364kt pa* CR quota 861kt pa*</li> <li>Largest importers have a country quota. A residual quota for all others</li> <li>25% duty for shipments &gt; quota</li> </ul>	<ul> <li>HR: China 9.2% - 19.5%, Indonesia 17.3%, Taiwan 4.1% - 7.5%</li> <li>CR: China 25.3%, Taiwan 6.8% NEW: India (13.6-34.6%), Indonesia (19.9-20.2%)</li> </ul>	To be determined
New initiatives		<ul> <li>Renewal: of cold rolled duty against China &amp; Taiwan (due Q4 2021)</li> </ul>	<ul> <li>Investigation: of cold rolled duty against Indonesia &amp; India (~25% of CR imports, decision due Q4 2021)</li> </ul>

WTO dispute has been lodged officially

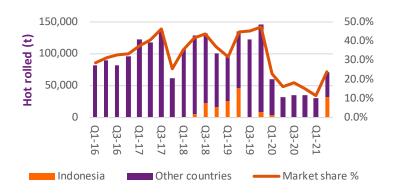
### Safeguard quotas are excessively generous. AD is effective in levelling the playing field

\*Effective quota from 1 July 2021 to 30 June 2022. Quotas are quarterly from 07/20. There is one global SS Hot Rolled quotas since July 2020 SS CR: country quotas S. Korea, Taiwan, India, USA, Turkey, Malaysia, Vietnam \*\*could be difference between domestic market price and export price or cost based

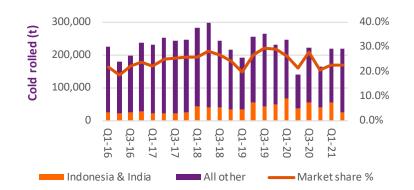
# EU stainless steel imports: Anti dumping is effective in HR products. Safeguard with minimal effect only in CR products

# operon

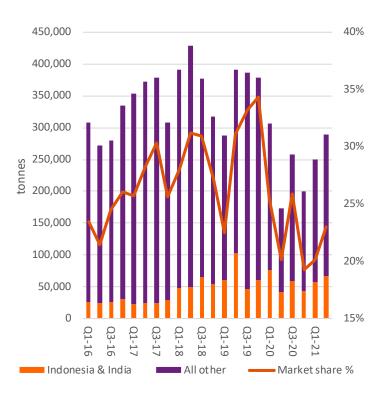
Hot rolled imports & market share



#### Cold rolled imports & market share



Total stainless imports & market share



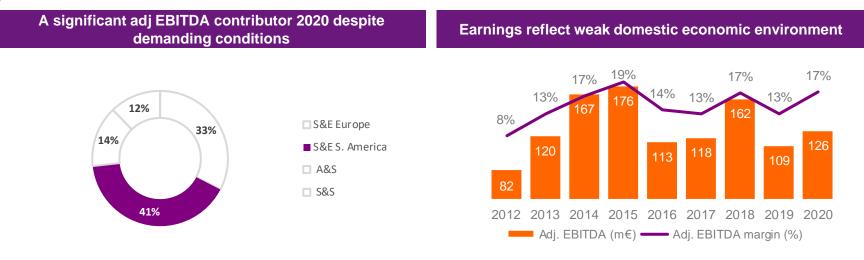
SS Hot Rolled products have one global quota. Countries with a SS CR quota: S. Korea, Taiwan, India, USA, Turkey, Malaysia, Vietnam. All other countries if not exempt fall under the residual quota



# Stainless & Electrical Steel South America

# S&E Steel South America: A flexible, agile and highly profitable asset

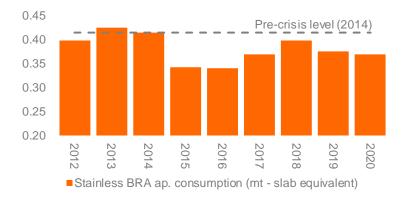
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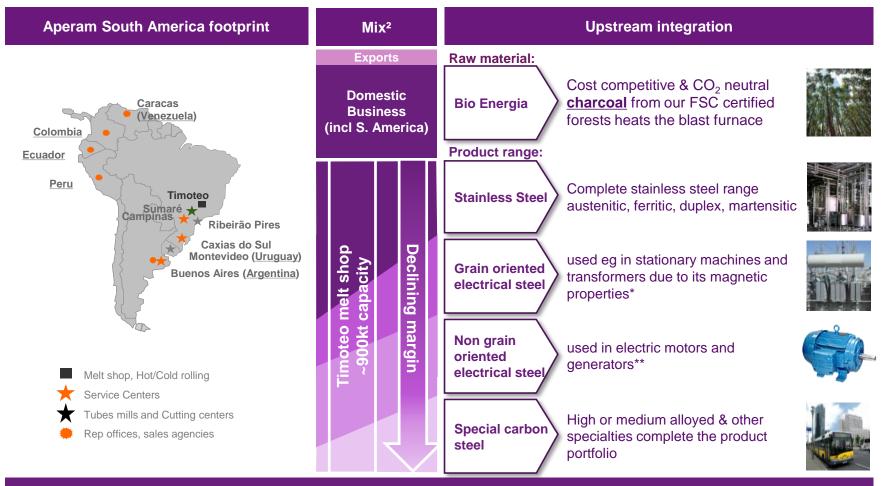
#### Stable shipments due to mix of domestic and exports



Weak economic growth continues to weigh on stainless steel consumption in Brazil



# S&E Steel South America: Our Brazil asset is unique – flexibly operation switches between products and markets to maximize profitability

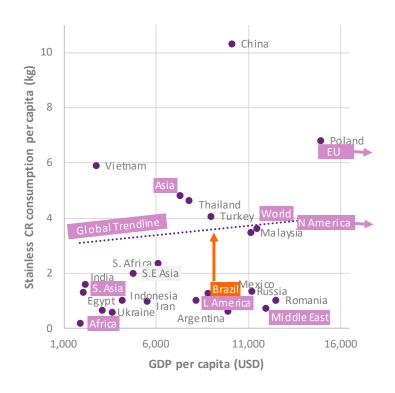


## Sustained solid double digit adj EBITDA margin proves the flexibility & agility of our operations in Brazil

\*Grain oriented steel (GO & HGO) has the magnetic properties optimized in one direction during hot rolling. \*\*Non-grain oriented steel (NGO) has identical magnetic properties in all directions <sup>2</sup>schematic only

### S&E Steel South America: Brazil offers ample opportunity for both cyclical and structural growth

Brazil consumes substantially below the global trend line



#### **Brazil opportunities**

- ✓ Short term: reviving the economy. Large scale infrastructure & energy projects have been missing + Aperam LJ4 growth strategy with investment into high margin products (HGO)
- ✓ Medium term: Tax reform that put our customers in a position to compete on a global level will drive volume and yield a positive mix effect
- ✓ Long term: Higher standard of living will drive stainless steel consumption. Currently Brazil at 1.4kg / capita vs China >9kg/capita and a GDP implied consumption of >3.5kg/capita

#### Examples of stainless steel solutions in the Agrobusiness:





Equipment for the transport and sterilization of Palm fruits

Sugarcane and sugar

Equipment for washing gases from biomass burning

Largest glo	bal producer of:	Largest
Coffee	Orange	<ul> <li>Meat</li> </ul>

- Meat Sugar
  - Poultry Ethanol

global exporter of:

Slats of metallic

convevor belt for

the transport of

sugarcane

### Brazil has tremendous potential for volume & mix improvement

# S&E Steel South America: 3 pillars of trade protection against unfair market behavior

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Import duty	L	ogistics	Anti dumping duty
			<ul> <li>Anti dumping duties:</li> <li>Stainless flat products:</li> <li>China: up to USD629/t, Taiwan up to USD705/t since 4.10.19 for 5 years</li> </ul>
mmmm	Area (mn km <sup>2</sup> ) Consumption (kt)	Brazil     EU 28 $8.5145\% \rightarrow 4.66$ $270 - x12 \rightarrow 3,355$	<ul> <li>Stainless steel welded tubes:</li> <li>China &amp; Taiwan: up to USD911/t since 29.07.13 for 5 years. Renewal investigation launched 16.07.18</li> </ul>
General import duty:		consuming transportation	<ul> <li>Malaysia, Thailand and Vietnam: USD367/t up to USD888/t since 13.06.18, for 5 years</li> </ul>
<ul> <li>14% import duty on all stainless steel imports irrespective of origin</li> </ul>		e most comprehensive vice centers and agents in	<ul> <li>Electrical steel (non grain oriented):</li> <li>China, South Korea, Taiwan, Germany: USD90/t – USD166.3/t since 15.07.19 for 5 years</li> </ul>
Tariff measure	es to support	fair market environi	ment in Brazil



# **Services & Solutions**

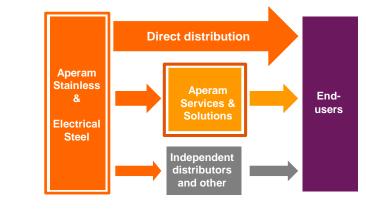
# Services & Solutions: stronger partnership with customers enhances margins

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Increasing focus on downstream value added services
and solutions

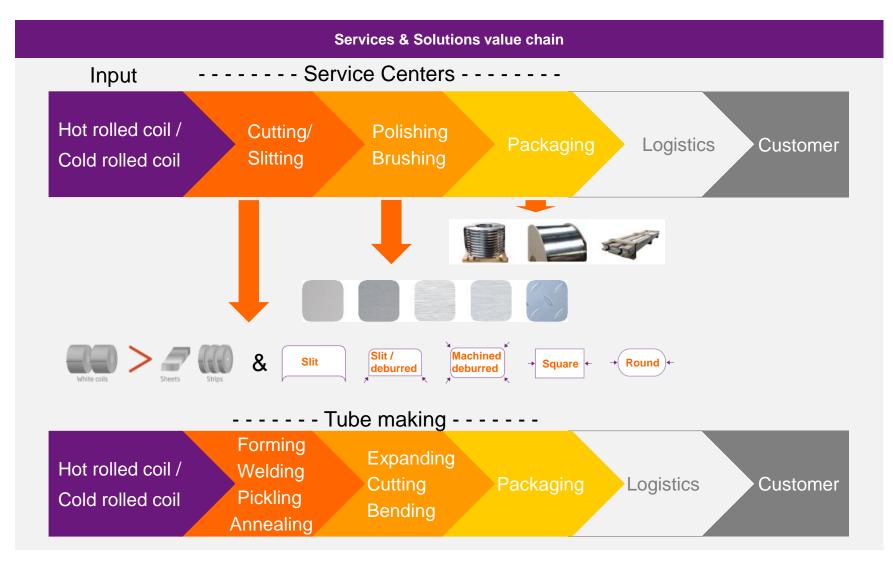
A majority of "in house" exposure to end users to best serve their needs and provide best services & solutions





### Services & Solutions: Adding value downstream

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# Alloys & Specialties

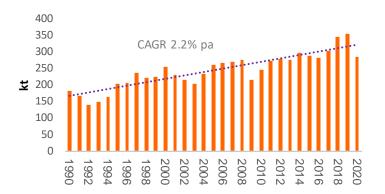
### Business overview Alloys & Specialties: attractive niche market with high margins



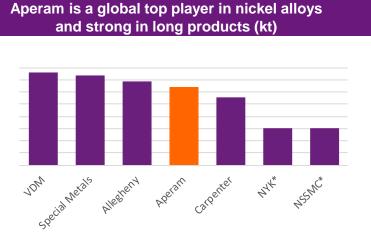
#### Stable shipments but markedly improved mix



#### Nickel Alloys a growing and premium niche market



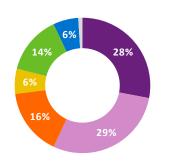
# Alloys & Specialties: attractive niche market with high margins



#### Aperam Alloys & Specialties geographical footprint



#### Alloys & Specialties sales by industry 2020



#### Marine

- Oil & Gas
- Chemical industry / welding / environment
   Aerospace
- E&E
- Automotive / Transportation
   Others



# Alloys & Specialties: Specialty alloys add stability and profitable growth element

aperam

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Innovation is key for premium specialties...

#### **R&D** intensive industry

- Intensive technical effort required to market new products
- Benchmark customers in advanced industries require tailored, certified and highly sophisticated solutions

#### Key R&D figures (based on 2019)

Cooperation contracts	26
Total registered patents	341
Sales of new products	14%

...to cater for highly sophisticated and evolving needs...

#### High growth end market applications

- "Kilogram" market: unique products designed to enable precision and hightech solutions globally
- Highly diversified end-markets



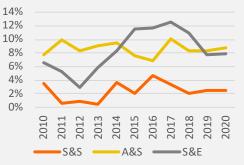
#### Key end-markets / application types

### ...yielding growth opportunities and margin stability

#### Less exposed to commodity cycles

- Cost of raw materials passed through to customers
- Long-standing client relationships
- Good visibility on volumes with high proportion of recurring revenue

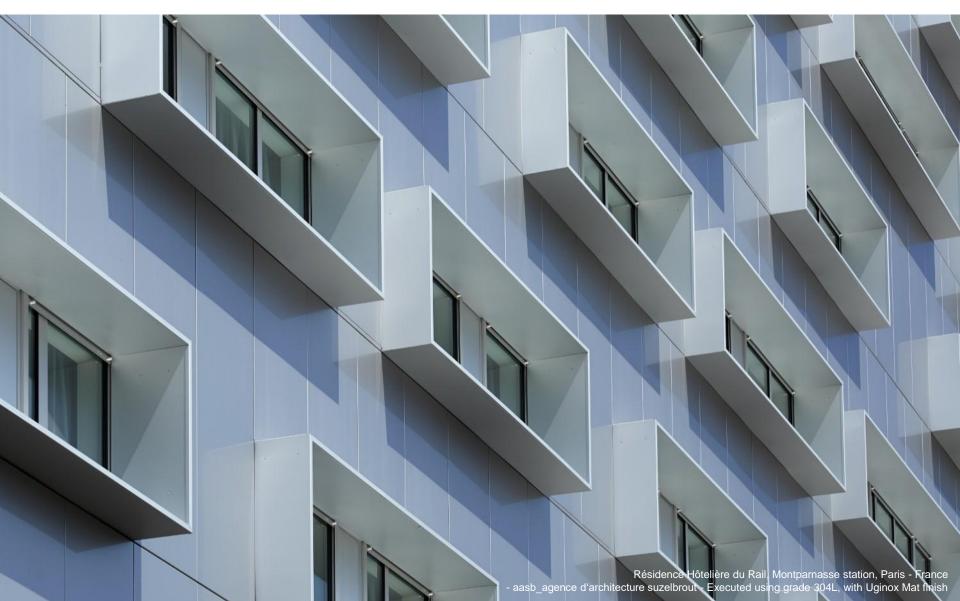
#### **EBITDA** margins by Aperam division



### A very profitable, growing and stable niche market







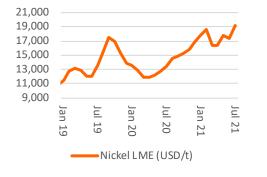
### Appendix Key prices and exchange rates

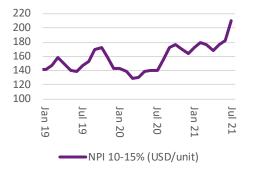


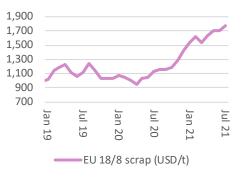
Nickel



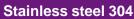




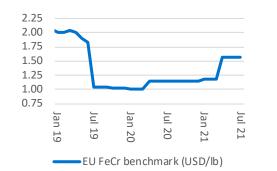




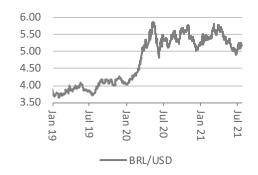
Ferrochrome



#### BRL / USD







### Appendix

### Key stainless product categories by alloy content

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