

# Q2 2022

Results presentation



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## Strong Contributor to the Circular Economy

Main KPIs performance during the first six months of 2022:



### Circular economy



#### **WASTE REDUCTION**

**TARGET 90%** valorisation of waste by 2030 from 2020 baseline

76% Achieved

## Already recycling 100% of:

Grinders
Oily paper
Oil (decantation, hydraulic)
Process scrap and metal scale
Acids
Machined electrodes
Plastic
Cardboard

#### Environment



#### **GHG EMISSIONS**

**TARGET 20% reduction** in GHG emissions intensity

(Scope 1 & 2) by 2030 from 2015 baseline

11% Achieved



#### **ENERGY EFFICIENCY**

**TARGET 7.5% reduction** in energy intensity by 2030 from 2015 baseline

2% Achieved



#### WATER REDUCTION

**Setting new targets** 

**TARGET 20% reduction** in water withdrawal intensity by 2030 from 2015 baseline

25% Achieved

#### Social



#### **SAFETY PERFORMANCE**

**TARGET 10%** year on year **reduction** in Lost Time Injury Frequency Rate

26% reduction vs FY 2021



Acerinox, reference in the circular economy for our processes and products

## H1 2022: Record EBITDA of 945 million EUR





EBITDA of 945 million EUR a new Group record with EBITDA margin of 20%



Net debt remains well under control at 574 million EUR with gearing of only 20%



Net profit of 609 million EUR a new record



Operating cash flow of 77 million EUR after 807 million EUR investment in working capital

Million EUR	H1 2022	H1 2021	% H1 22 / H1 21
Melting production ('000 Mt)	1,290	1,344	-4%
Net Sales	4,821	3,066	57%
EBITDA	945	378	150%
EBITDA margin	20%	12%	
EBIT	847	290	192%
EBIT margin	18%	9%	
Results before Taxes and Minorities	823	269	207%
Results after Taxes and Minorities	609	203	201%
Operating cash flow (before investments)	77	108	-29%
Net Financial Debt	574	838	-32%

## The best performance in the history of the Group



## **Q2 Market** Highlights

- Restocking process
- Positive impact of raw material prices
- Stainless steel strong demand continued
- Ongoing price increases in stainless steel
- HPA recovery continuing
- Energy prices skyrocketing in Spain

#### • Flat products apparent demand increased 14% until May

## Inventories increased to historical average

- Prices continue to increase
- Imports increased
- Section 232 remains in place

#### • Flat products apparent demand increased 13% until June

- Inventories increased to historical average
- Prices impacted by raw materials and energy costs
- Imports moving up

#### Lockdowns in China caused a sharp drop in domestic demand

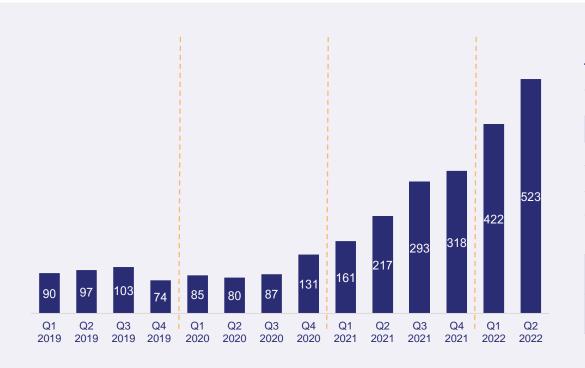
 Excess of production continues to put pressure on prices in the Asia region

### **Q2 Acerinox** Highlights

- Q2 Production of 622 thousand tonnes down due to various operational issues:
  - -7% melting production QoQ
  - -8% melting production YoY
- **Q2 EBITDA** of 523 million EUR:
  - +24% QoQ
  - +141% YoY
- Energy cost 2.5x higher than Q2 2021
- Net profit of 343 million EUR, another record quarter
- Operating CF, 2 million EUR, after an investment of 462 million EUR in NWC and the payment of 92 million of cash taxes
  - Conversion differences of 78 million EUR due to the appreciation of USD vs EUR
  - Best quarter of HPA since the acquisition of VDM
  - Net debt at 574 million EUR with a gearing ratio of 20%
  - New Sharebuyback programme of 4%

## Q2 2022: EBITDA an all time record





Million EUR	Q2 2022	Q1 2022	Q2 2021	% Q2 22 / Q2 21	% Q2 22 / Q1 22
Melting production ('000 Mt)	622	668	675	-8%	-7%
Net Sales	2,535	2,287	1,625	56%	11%
EBITDA	523	422	217	141%	24%
EBITDA margin	21%	18%	13%		
EBIT	473	375	173	174%	26%
EBIT margin	19%	16%	11%		
Results before Taxes and Minorities	456	367	163	180%	24%
Results after Taxes and Minorities	343	266	125	175%	29%
Operating cash flow (before investments)	2	74	84	-97%	-97%
Net Financial Debt	574	628	838	-32%	-9%

Eight consecutive quarters of EBITDA improvement

## Stainless Steel: The Outstanding Performance Continues in Q2



Million EUR	Q2 2022	Q1 2022	Q2 2021	H1 2022	H1 2021	% Q2 22 / Q2 21	% H1 22 / H1 21
Melting production ('000 Mt)	601	646	654	1,247	1,304	-8%	-4%
Net sales	2,232	2,006	1,425	4,237	2,698	57%	57%
EBITDA	481	398	201	880	353	140%	149%
EBITDA margin	22%	20%	14%	21%	13%		
Amortization and Depreciation	-41	-39	-37	-79	-74	9%	7%
EBIT	439	358	163	797	279	169%	186%
EBIT margin	20%	18%	11%	19%	10%		
Operating cash flow (before investments)	120	145	98	265	123	22%	116%



**Exceptionally strong EBITDA** of 481 million EUR with margin of 22%

Operating cash flow of 120 million EUR despite 307 million EUR investment in NWC and cash tax payments of 91 million EUR

**All units** contributed positively

# High Performance Alloys: Record EBITDA since the acquisition of VDM





**EBITDA** of 41 million EUR in the quarter, **the strongest** since the acquisition, with 14% margin

**Operating cash flow** impacted by 155 million EUR **investment in NWC** 

#### Order books continue to strengthen

Integration continues its good progress: synergies of 13 million EUR achieved, 73% of the total target for the year (17 million EUR)

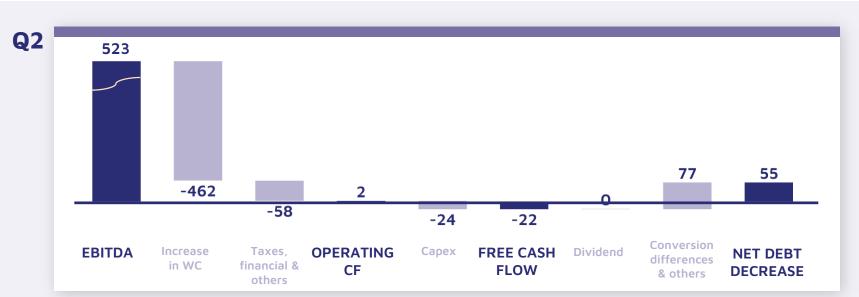
Widest portfolio of products in the market provides **new marketing opportunities** 

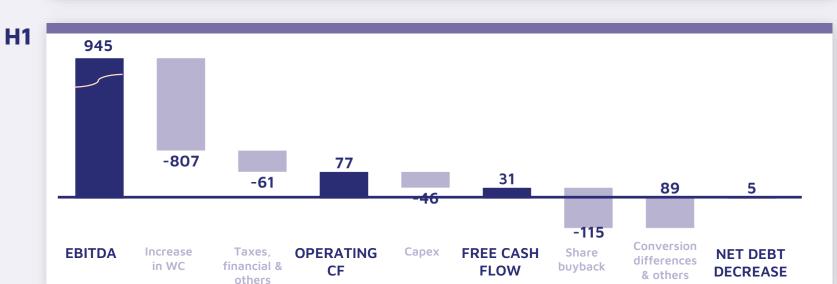
Million EUR	Q2 2022	Q1 2022	Q2 2021	H1 2022	H1 2021	% Q2 22 / Q2 21	% H1 22 / H1 21
Melting production ('000 Mt)	21	22	22	44	40	-1%	10%
Net sales	303	281	201	584	368	51%	59%
EBITDA	41	24	16	65	26	153%	152%
EBITDA margin	14%	8%	8%	11%	<b>7</b> %		
Amortization and Depreciation	-6	-6	-6	-11	-11	1%	2%
EBIT	36	18	11	54	15	233%	262%
EBIT margin	12%	6%	5%	9%	4%		
Operating cash flow (before investments)	-118	-71	-14	-188	-15		

## Cashflow again impacted by significant investment in NWC



Million EUR







Flexible capital allocation decisions focused on what is **best all round for the business and stakeholders** 

Operating Cash Flow of 2 million EUR in Q2 and **77 million EUR in H1 2022** 

Significant investment in working capital

Payment of cash taxes of 92 million EUR in Q2

Capex remains in budget for the year

**4% share buyback completed** in H1 (**115 million EUR**)

Large **conversion differences** due to the appreciation of USD vs EUR

## **Conclusions & Outlook**





01

Exceptional second quarter and record first half, but challenging market conditions remain



**2** 

Cash flow once again impacted by significant investment in working capital



03

Our focus on controlling costs and structurally improving the business continues, including the integration of HPA and Excellence 360 programme



§ 04

The **second half** of the year will be marked by the **conflict** in Russia and Ukraine and the potential slowdown of the economy. Cost pressures remain high



**9** 05

NWC should be released through H2 suggesting the potential for very strong cash generation



**New Sharebuyback** programme of 4%



Q3 EBITDA will remain at a very strong level but not comparable with the exceptional Q2

## Acerinox: in the best shape in its history





Regionalization trend will attract more purchases in local markets and will contribute to increasing stainless steel consumption. It is a unique opportunity to bring industry back to USA and Europe



Trade defense measures and high transport costs continue to make exports less competitive



Hard work of prior years to improve the company plus the integration of HPA has structurally transformed Acerinox into a better company



04

Current balance sheet and potential to generate very strong cash flows suggests the financial **health of the company** has never been better



We continue to focus on structurally improving the company through operational excellence and focused capital allocation



06

All in all, we think the long term prospects of Acerinox are no where near reflected in the share price





# Q2 2022

Results presentation



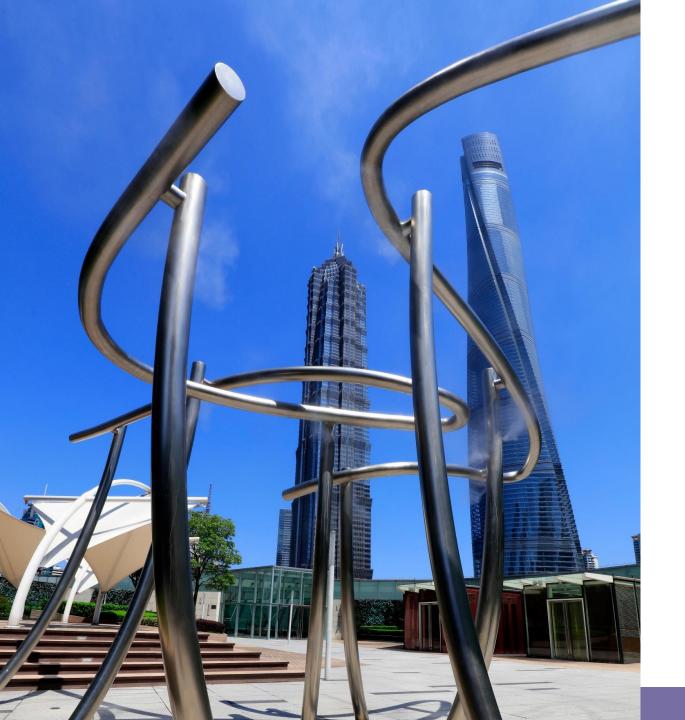


## Acerinox investment case

Acerinox is a **global leader** in stainless steel and high performance alloys, creating the **most efficient materials for a sustainable future, maximising benefits for society and building value for our stakeholders** 







## **Contents**

- 1. Investment Opportunity
- 2. The Sustainable Global Leader
- 3. Growth and Strategies
- 4. More about us



## **Investment Case**

The opportunity

## Acerinox at a Glance



A **Sustainable Global Leader** in Stainless Steel and High Performance Alloys

- #1 in stainless steel in the USA, with 35% market share. 50% of the Group's sales in the USA.
- #1 in high performance alloys, with
   27% market share in the EU and
   12% market share worldwide.
- #1 in Africa, with 50% market share.
- Large commercial & manufacturing network in South East Asia.

Highly **sustainable** products and present in every aspect of life. Highest **quality** standards, and with no other sustainable alternative.

Solid long-term strategy

Management team with extensive experience

ESG focus: Pioneer in circular economy.

Health & Safety as a priority. Promoting inclusion.

**Spanish** Listed Entity (IBEX 35) with a **market cap of c.€3.1bn** (at 31 December 2021). Consensus implies a market cap of c.€4.3bn

Consistent shareholder remuneration

**8,206 employees** and sales in 86 countries. **13 factories** on four continents



2021

A new record in a very challenging market was achieved

Revenues

Net Profit

€6,706

€572

million

million

**EBITDA** 

Production

€989

2.7 million Mt

(\*) Market shares & market capital are approximate

## Our ESG Model is a Commitment to the Future

# uture

## SAFETY, our number 1 priority

Lost Time Injury Frequency
Rate LTIFR x 1.000k reduction
-31.82% in 2021

## Hard-to-abate, ready to adapt

Efficiency at all levels

Energy Innovation and digitalisation Resources Supply chain



## Committed to the long-term, 2030 objectives









## A reference in circular economy, product 100% recyclable

Materials recycled:

Process scrap and metal 100% Acids and abrasives 100% Metal scale 89% Plastic 98% Cardboard 100% Wood 88%

## **Investment Case. The Opportunity**





Stainless steel and high-performance alloys



Global market leader



Management team with extensive experience



Operational excellence and track record



ESG in the DNA



Financial strength and discipline



Growth opportunities



Close relationship with stakeholders

- Long-term sector growth stimulated by the exponential increase in the uses in high added value sectors. Reference in the Circular Economy.
- Strategic location of the 13 production plants on 4 continents and a distribution channel with a presence in more than 80 countries.
- Deep understanding of market dynamics and flexibility on capabilities.
- Cost efficiency thanks to continuous innovation. One of the least cyclical companies within the sector. Effective working capital management.
- Health and safety, our first priority. 2030 Agenda: great goals execution. Materials made with more than 90% scrap and 70% of waste is recycled. Committed to minorities and local communities.
- Strong balance sheet, liquidity covering fully all maturities, stable shareholder remuneration, always on the lookout for profitable investments.

  Capex focused on increasing efficiency. Solid FCF growth over the last 5 years.
- Flattening the cycle. Growth opportunities in the High Performance Alloys sector. Increasing efficiency through Excellence 360. Optimum capital allocation. Always seeking opportunities for organic and inorganic growth.
- The deep knowledge of the Market and the different stakeholders helps us to maintain a fluid relationship and communication with them

# The Sustainable Global Leader

One of the World's Largest Stainless Steel and HPA

ACERINOX 20



13,700 +8,206 Customers Employees 86 +18,000 Solutions for Countries supplied customers' request 24 +90 Sales agents Certifications of quality 53 25

Warehouses

Commercial

offices

HPA Factories

## We Produce and Sell the Most Efficient Materials



for the future, with no alternative substitute



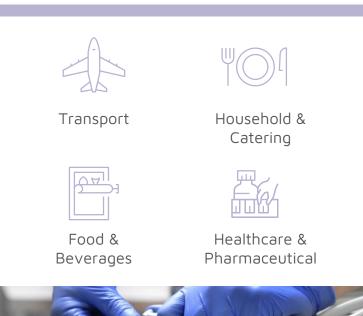


Source: SMR, ISSF & Acerinox | 2020 excluded due to impact of Covid-19

## Our Products are Essential, Sustainable, Versatile and Efficient

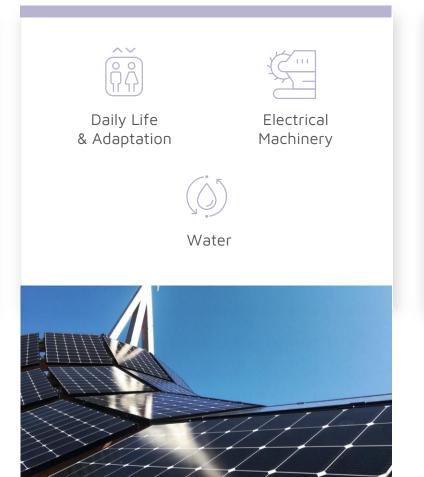


### Acerinox is present in every aspect of life

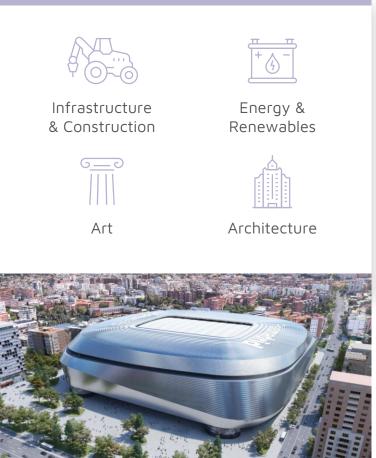




## Stainless steel and high performance alloys: sustainable products



### Sophisticated products require best-in-class materials



## ESG: Integral to Acerinox's DNA



**Greater** efficiency leads to **fewer** costs & a **lower** environmental impact, thus mitigating the effects of climate change

### **Energy & Greenhouse Gas reduction**



Increase use of Fe&Aus scrap, and Ni content of scrap



Increase of hot charging at hot rolling mill reheat furnace



Electrode consumption reduction



Increase direct annealing material for plates



Doping Natural Gas with Hydrogen



Plant-wide LED lights



Deep artificial intelligence learning models: optimise electricity consumption in our electric furnaces (EAF)



Automated energy saver mode for delays & shutdowns



Air leaks detection and repair



Operational improvements, energy usage reduction

## H<sub>2</sub>O

- Improvements in water treatment plants and increase the recovery of water effluents in several lines of production
- Rainwater storage in place or under construction
- Acid recovery plants in place or in the study phase

#### Other actions

- Power Purchase Agreements (PPAs)
- Carbon offset credits
- Continuous logistics improvements
- On-site, outsourced solar panels
- Hydrogen
- Sensorisation
- Steam and gas flowmeters
- Sustainable mobility

#### 2030 Goals



20% Reduction

Carbon Emissions Intensity

- ▼ -3.38% vs. 2020
- ▼ -10.22% vs. 2015



7.5% Reduction

**Energy Intensity** 

- ▼ -1.5% vs. 2020
- **-3.1%** vs. 2015



20% Reduction

Specific Water Withdrawal

- ▼ -18% vs. 2020
- **-23.23%** vs. 2015



90% Valorisation of nonhardous

Of Waste Sent to Landfill

**72%** valorised waste vs 78% in 2020

Process scrap and metal 100% Acids and abrasives 100% Metal scale 89% Plastic 96% Cardboard 100% Wood 88%



Sustainable loans of

€465 million

## ESG: Integral to Acerinox's DNA

## Social Responsibility with the Entire Community

## Acerinox acting as local community partner

#### Responsible tax action

#### ICAP Programme\*

- Co-operative and multilateral process of tax risk assessment and assurance
- Transparency and soundness of tax policies at Group tax-governance level
- Result: ICAP certifies Acerinox as a low tax risk Company

\*International Compliance Assurance Programme of OECD



€137<sub>million</sub>

Income Taxes Paid

None of Acerinox's entities are located in tax havens. Corporate taxes (and other state and local taxes) are paid to each country where the Group operates.



80 social actions on 5 continents

## Acerinox guiding the industry as an employer



97%

Full-time.

permanent

labour contracts



97%



**x6** 

Covered by a health & safety management system

Each direct job at Acerinox generates 6 indirect iobs

395

Roldán

1.797 1.535 90 Acerinox Europa NAS Acerinox S.A.

398 1.838 1.275 Bahru Stainless VDM Metals Columbus

497 106 197 Grupinox Inoxfil Commercial

More than 60 nationalities

## Safety, our first priority



### Long-term Goals



10% Reduction

of LTIFR vs previous year



**▼** -31.82%

LTIFR x1000k vs 2020



10%

of Minorities vs previous year

Promoting women's talent

## ESG: Integral to Acerinox's DNA

Governance and Ethics as our Understanding of the Business



33% Women (40% in 2024)



66% Independent directors



Board committees

## **Board of directors**



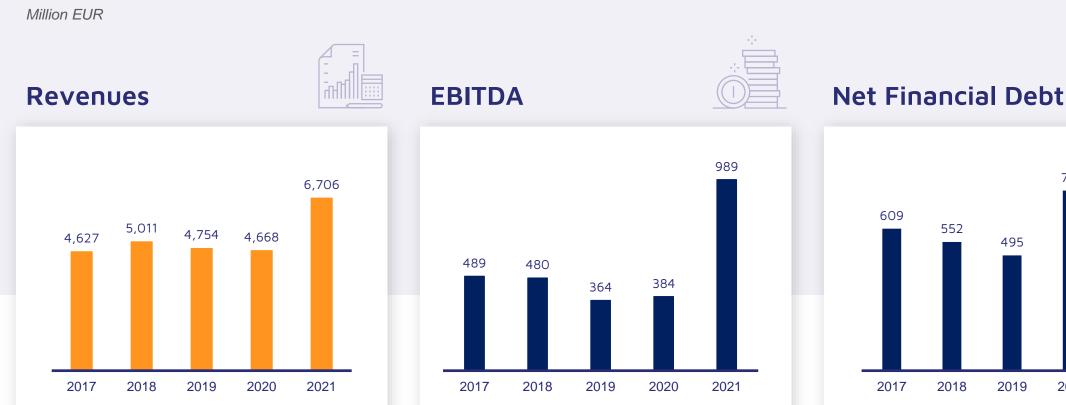
6.8 Years average Director tenure

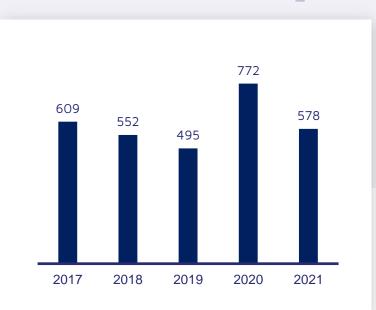
- The 4 independent committees are: Audit, Sustainability, Remuneration and Governance, and the Executive committee.
- Risk is managed through a separate and specific unit, which reports to the Audit and Sustainability committees.

- Succession planning in place for key positions.
- 42 Board meetings and committees in 2021
- ESG objectives are included in the compensation of the management team.

## We Deliver Solid Revenues and Earnings Growth Consistently

## **Consolidated Group figures**





# ...With a Strong Cash Generation and Efficient Capital Allocation



## **Consolidated Group figures**







(\*) Includes €313 million of VDM acquisition

# 2021: a new record in a very challenging market was achieved





## With a Robust Balance Sheet



## Liquidity remains best in class, covering fully all maturities





#### Net Debt

Robust balance sheet

Net Financial Debt of

€578m

of which 97% is free of covenants on results

Weighted Cost of Term Debt of

1.3%

Immediate liquidity

€2,004m

(€1,275m cash)

Gross Debt of

€1.8bn

# ... and We Continue to Build on Our Success: H1 2022 A Record Net Profit





EBITDA of 945 million EUR a new Group record with EBITDA margin of 20%



Net debt remains well under control at 574 million EUR with gearing of only 20%



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3

Growth
Opportunities
and Strategy



## A Solid Long-Term Strategy that Remains Intact





### Sustainability

Core of our business model

Acerinox is committed to the Circular Economy



#### Added value

Enhanced by VDM Metals (HPA) and constant review of all the Group's assets





#### Excellence

Improving due to digitalisation and 360° planning, cost reduction programmes and optimising the commercial network



### Strong balance sheet

Efficient capital allocation

## An Attractive & Resilient Investment Opportunity





### Excellence

- Safety: number 1 priority
- Excellence 360°
- Cost reduction initiatives
- Digital transformation
- Customer centric oriented

Target 2021 € 91 million

81% Attained



- **VDM** integration on track
- Synergies beyond synergies
- Development of sustainable solutions with our customers



- Efficient capital allocation
- Consistent shareholder remuneration
- Use Capex to increase value for all stakeholders



## Sustainability

- Awarded with the Gold Level by Ecovadis
- Sustainable loans of €465 million
- Committed to community engagement

**Synergies Target 2021** 

€8 million

**12 million** Attained (+51%)

Targeting NFD/EBITDA

ratio < 1.2 (through the cycle)

2021: **0.58x** 

**Acerinox Positive** Impact 360°

20% of the priority actions completed

## Corporate Strategy: Our 2022-2025 Targets



#### **SAFETY**

LTIFR (Lost Time Injury Frequency Rate) reduction:

10% / year

(2021: 32%)



EBITDA MARGIN

> +10%

(2021: 15%)



INTEGRATION SYNERGIES

€22 m (2023)

(2021: €12 m)



NFD/ EBITDA

<1.2x

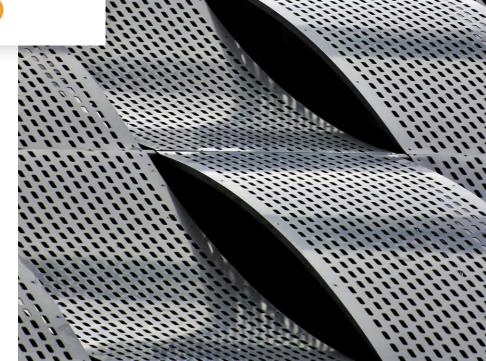
(2021: 0.58x)



SAVINGS 360°

€140 m (2023)

(2021: €73 m)



## Acerinox: A Forward-Thinking Investment Opportunity





MUUV Metals

2020 - 2021

ADQUISITION AND FOCUS INTEGRATION VDM-METALS Acerinox, S.A. 100%

- Enhancement of product mix, less cyclical earnings stream
- Geographic earnings diversification
- Immediate synergy opportunities
- New pathways for earnings growth



2022-2023

OPEN TO NEW INVESTMENT **OPPORTUNITIES** 

- Always analysing companies that can complement or improve our efficiencies
- Constant benchmarking of potential growth



## Acerinox: A Forward-Thinking Investment Opportunity

Preparing for future shifts

#### **CEO's Vision**

Our constant pursuit of competitiveness means we are highly efficient. At Acerinox we foresee efficiency and sustainability as two concepts with a single destination.

Because we strive for efficiency, we optimise all the resources required to produce our materials and we endeavour to take advantage of all by-products and waste generated through the manufacturing process.

Evidently, these concepts are closely related to sustainability and the circular economy, but they also underpin our competitive position and improve our profit and loss.

#### Bernardo Velázquez

CEO

## 2022 - 2023 Challenges



**Identify & leverage** inorganic growth opportunities



- Geopolitical issues
- World conflicts



**Increase in energy pricing** mainly electricity
& natural gas



Step up capacity to cover expected increases in demand



#### Possible changes in a de-globalisation scenario:

- Section 232 duties in the US
- Greater controls in China
- Safeguarding measures in Europe
- Trade measures in EU & USA against unfair practices



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More about us

## **Production Sites**

## Stainless Steel Division



## **KENTUCKY**

Carrolton, USA



- Melting Shop
- Hot Rolling Shop
- Cold Rolling Shop

#### Long product

- Hot Rolling Shop
- Finished Product



#### **PONFERRADA & IGUALADA**

León & Barcelona, Spain



- Hot Rolling Shop
- Finished Product



#### **CAMPO DE GIBRALTAR**

Cádiz, Spain

#### Flat product

- Melting Shop
- Hot Rolling Shop
- Cold Rolling Shop



#### **MIDDELBURG**



South Africa

#### Flat product

- Melting Shop
- Hot Rolling Shop
- Cold Rolling Shop



## JOHOR BAHRU 🍱



Johor, Malaysia

#### Flat product

Cold Rolling Shop

## High Performance **Alloys Division**

#### **VDM** Metals





Unna, Duisburg, Siegen, Altena & Werdohl, Germany

New Jersey & Nevada, USA

#### Flat product

- Melting Shop
- Hot Rolling Shop
- Cold Rolling Shop

#### Long product

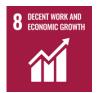
- Hot Rolling Shop
- Finished Product

## ESG, Integral to Acerinox's DNA

Committed to the United Nations' 2030 Agenda



Directly applicable SDGs













## Other awards and ratings



Circular Economy Pact













## Acerinox is Present in Every Aspect of Life



## **Transport**

High corrosion resistance, withstands high temperatures and pressures and offers high mechanical performance.



# Household and catering

Rust resistant, easy to clean. Becoming essential in modern design (cutlery).



# Food & beverages

Clean and hygienic material, ideal for the production, handling and transportation of foodstuffs.



# Healthcare & pharmaceutical

Stops the spread of bacteria on its surface.
Highly hygienic. Can be meticulously disinfected in hospitals and health centres.



## Stainless Steel and High Performance Alloys:

Sustainable products



#### Water

Corrosion is minimal, it does not contaminate water and does not require an additional coating.
Allows for design corrections and modifications in situ. Adapts to all types of shapes.



# Electrical machinery

Meets durability and corrosion resistant requirements. Environmentally-friendly.



# Daily life & adaptation

Increasingly present in people's daily lives. Pleasant and smooth texture. Hygienic. Easy to clean.



## Other

Excellent malleability, resistant to corrosion, formability and weldability for over half a century.



# Sophisticated Products Require Best In Class Materials



# Infrastructure & construction

Chosen as a structural steel to prevent both carbonation and chloride corrosion. Nickel alloys resistant to high temperatures and corrosion.



# Energy & renewables

Present in the obtaining and distribution of hydrocarbons and biofuels. Essential in the production of ethanol and bioethanol, and in the production of renewable energies.



#### Art

Refurbish historic works, this material has been used on many occasions, especially for sculptures.



### **Architecture**

Important in the construction of buildings and major works. Resistant to corrosion and excellent mechanical properties. Clean and low maintenance.





## Acerinox investment case

Acerinox is a **global leader** in stainless steel and high performance alloys, creating the **most efficient materials for a sustainable future, maximising benefits for society and building value for our stakeholders** 

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