## **2019 BUSINESS YEAR RESULTS PRESENTATION**

#### **28 FEBRUARY 2020**





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Strong year end performance and cash generation despite weak environment

Quarter on quarter improvement

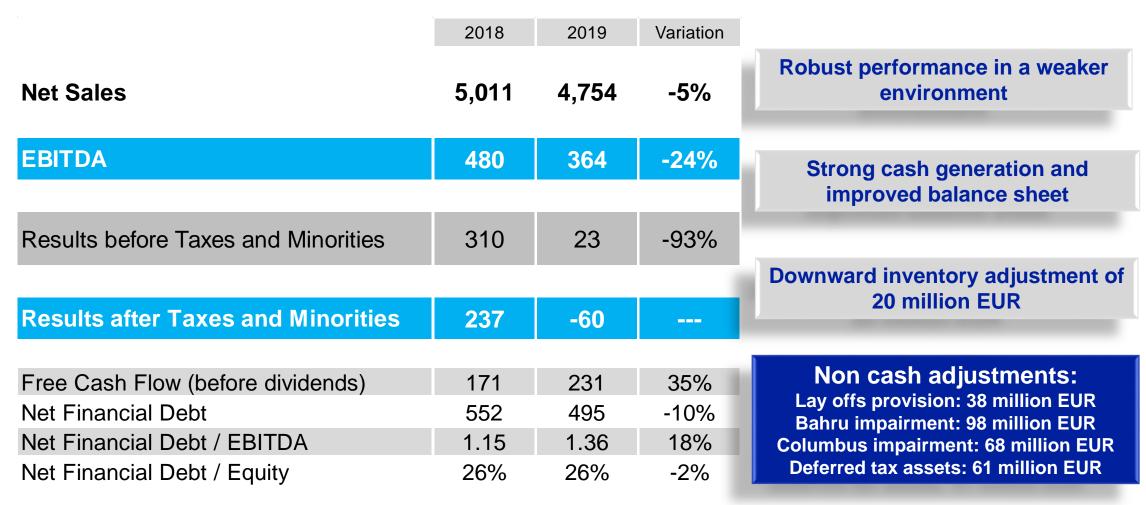
**One offs - non cash adjustment** 

Solid strategy of value creation based on strong balance sheet:

- Excellence
- Added value enhance by VDM Metals
- Sustainability is in the core of our business

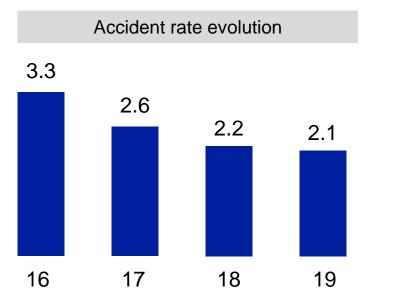
## **2019 Business Year Results**

Million EUR



## Zero fatalities in 2019 and overall reduction (-17.5%) in incident rate





Accident rate = total no. injuries and illnesses \* 200,000 / no. worked hours

A safe workplace, our main priority:

- 1. Prevention and continuous training to reduce accidents. Zero fatalities in 2019 and overall reduction (-17.5%) in the number of accidents
- 2. Reduction of absenteeism
- 3. Quickly addressing the issues raised by the Health and Safety committees
- 4. Incorporation of safety results to the incentive compensation on the management team

## Improvement quarter on quarter despite the seasonal slowdown



#### **Q4 MARKET HIGHLIGHTS**

- Seasonal slowdown
- Reduction of raw material prices
- Intensification of macro uncertainties

#### Europe

- High import penetration continues
- Weak apparent demand
- Base prices remain low

#### USA

- Weak apparent demand from destocking
- Prices stable
- Imports remain at low levels
- Asia
- Ongoing oversupply
- Prices remain weak

#### **Q4 ACERINOX HIGHLIGHTS**

- All companies improve QoQ except Bahru
- Q4 Production:
  - -10% melting production QoQ-5% melting production YoY
- Adjusted EBITDA improvement: +8% EBITDA QoQ +94% EBITDA YoY
- Downward inventory adjustment: 20 million EUR
- Working Capital decreased QoQ
- Strong free cash flow generation
- Debt fell by 88 million EUR QoQ



#### **2019 Quarterly Financial Figures**

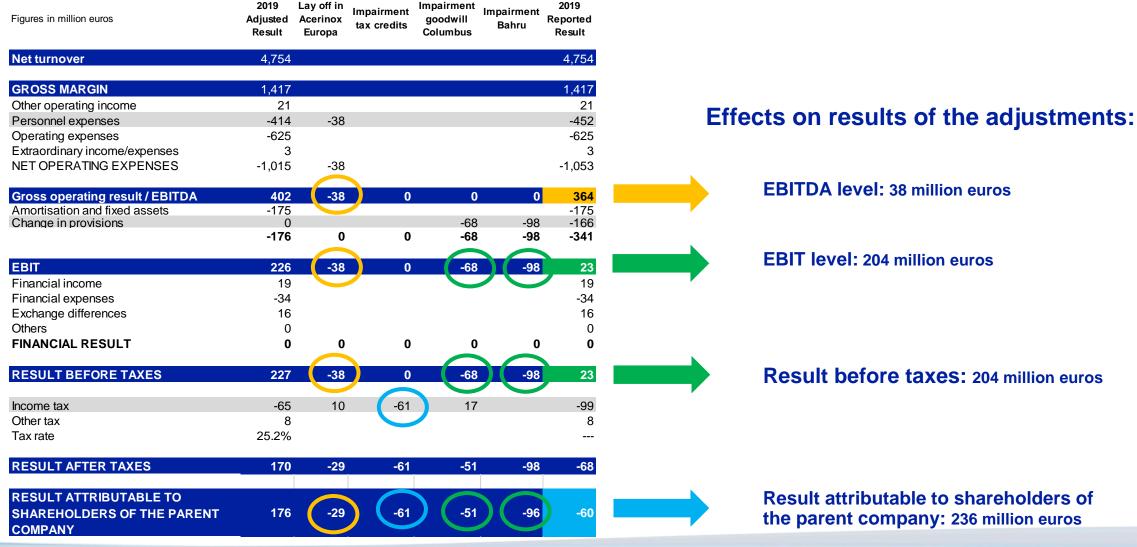
		Q1 2019	Q2 2019	Q3 2019	Q4 2019 Adjusted	FY 19 Adjusted	Adjustments	FY 2019
	Net Sales	1,202	1,240	1,220	1,093	4,754		4,754
	EBITDA	90	97	103	112	402	-38	364
	EBIT	45	54	59	67	226	-204	23
	Results before Taxes and Minorities	45	53	60	69	227	-204	23
	Results after Taxes and Minorities	33	37	44	63	176	-236	-60
lres	Free Cash Flow (before dividends)	17	22	80	112	231		231
гigu	Net Financial Debt	573	642	582	495	495		495
	Net Financial Debt / EBITDA annualized	1.59	1.72	1.51	1.23	1.23	-38	1.36
	Net Financial Debt / Equity	27%	32%	27%	26%	26%		26%

Non cash adjustments: Lay offs provision: 38 million EUR Bahru impairment: 98 million EUR Columbus impairment: 68 million EUR Deferred tax assets: 61 million EUR

Figures in million EUR

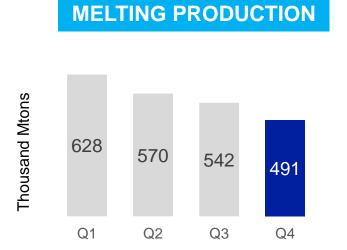


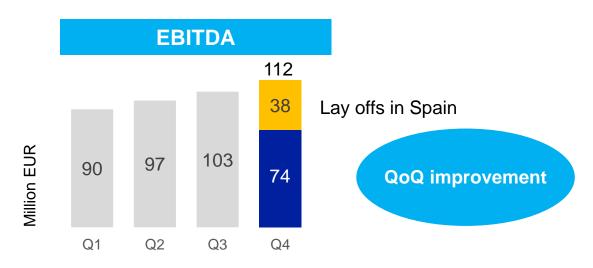
## Year end non cash adjustments in the consolidated group

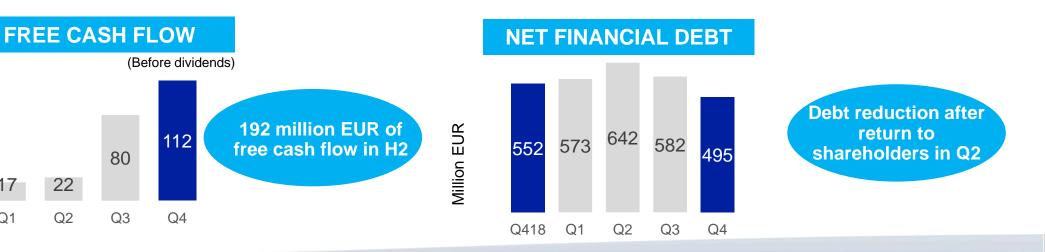


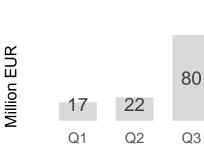
## Strong quarterly figures despite low activity





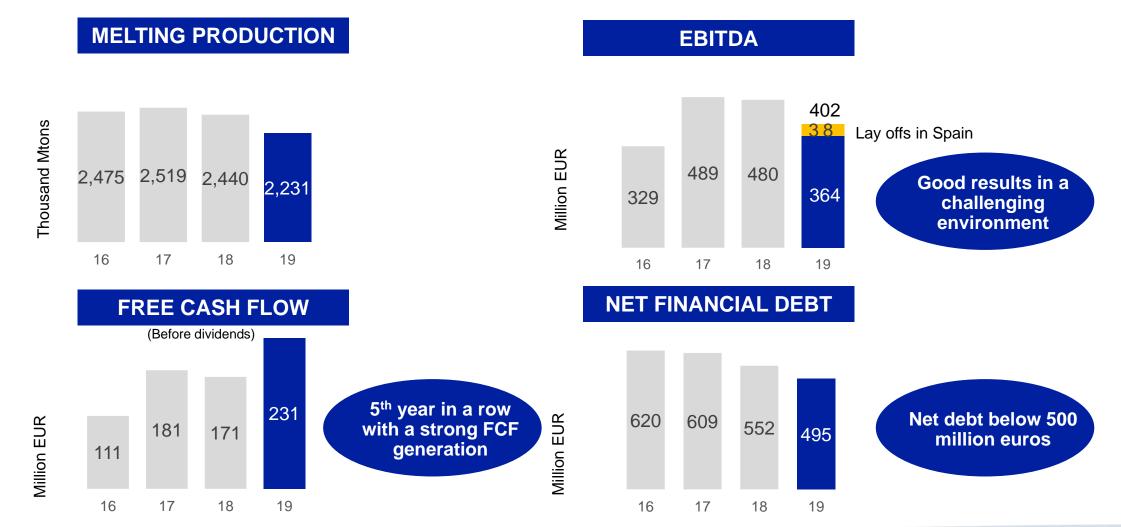






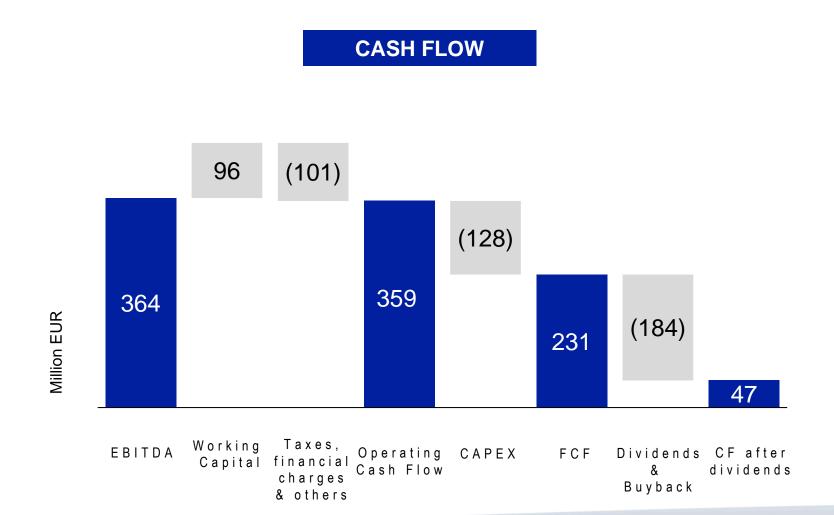
## A challenging but successful operational year





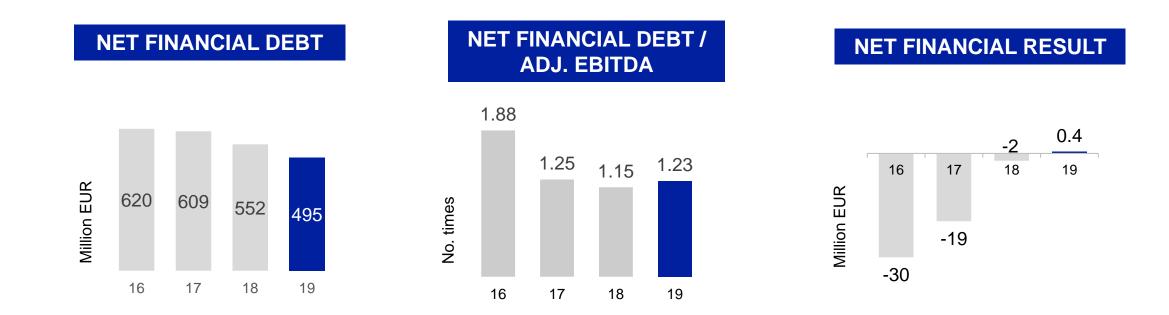
#### Focus on cash generation





## **Comfortable debt level and positive net financial result**





## Lowest net financial debt since 2002

## **Challenging environment in Q1 2020**



**United States** • Normalized stocks fundamentals Stable consumption of the market Imports remain low • Good order entry remain strong • Imports remain high Europe Stocks are still high market still Historically low prices to awaken ... but improving activity <u>Asia</u> Uncertainty . overcapacity Low prices an issue High level of stocks 

Q1 EBITDA IS EXPECTED TO BE BROADLY SIMILAR TO Q4 2019



# **A NEW ERA**

## Solid STRATEGY of value creation







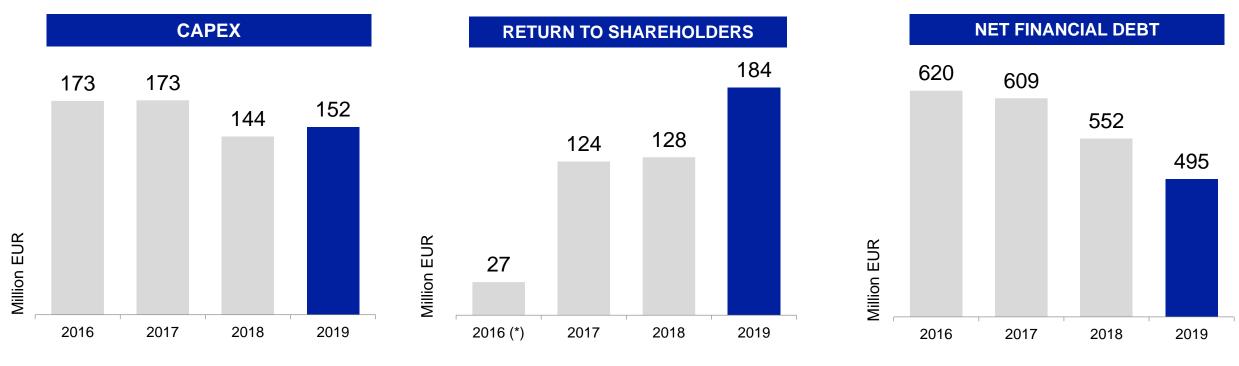
### BALANCE SHEET Intense balance sheet focus...



BALANCE SHEET

## ... allow us an efficient capital allocation ...





(\*) Scrip dividend: 23% cash and 77% new shares

... and VDM Metals acquisition





Digitalization and 360° planning

Cost reduction programs

Prioritize quick return investments

Optimize the commercial network

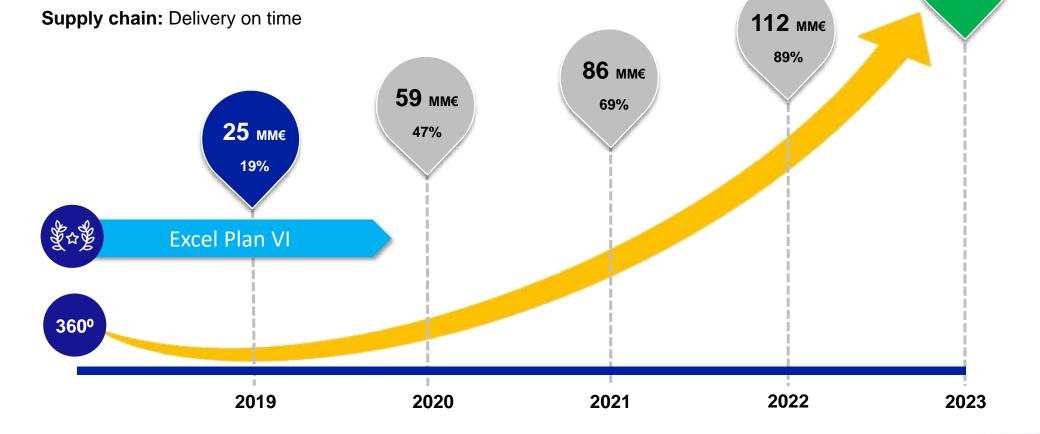
## **EXCELLENCE** 102,5% of the first year target achieved 25 million EUR



125 мм€

100%

**Production**: Quality, melting shop yields and efficiency in the consumption of production materials





## **EXCELLENCE** Excellence is part of our culture







#### Why does VDM Metals add value?

Market leader with growth Potential	<ul> <li>Globally #1 in specialty alloys market</li> <li>Reputation of excellence and strong brand name</li> <li>Significant growth potential in specialty alloys</li> </ul>
Technology innovation and product excellence	<ul> <li>Innovation leader with excellent R&amp;D know-how</li> <li>Company with the most product patents in the Industry</li> <li>Able to supply a full spectrum of high quality specialty alloys</li> </ul>

#### Why does VDM Metals add value to Acerinox Group?

Enhancement and diversification of product mix and synergy potential

- Complementary product with similar end uses
- Expertise in projects and tailor-made solutions
- Boost sales with a wider product portfolio
- Potential to create an R&D leader
- Potential synergies of at least €14 million per annum
- Synergies beyond synergies

#### Constant review of all the assets of the Group

## **SUSTAINABILITY** The core of our business model

Social, economic and environmental





#### **CORPORATE GOVERNANCE**

Strong corporate governance culture and ethics code transversal to all our activities.

#### A HEALTHY AND SAFE PLACE TO WORK

Zero fatalities and 17.5% reduction in the total number of accidents.

#### **EMPLOYMENT AND LOCAL DEVELOPMENT**

Positive impact on employment and local development. Generating stable quality jobs.

#### **RECYCLING AND WASTE REDUCTION**

The maximum possible scrap utilization and reducing the total waste generated as main drivers of circular economy.

#### **EFFICIENCY AND REDUCING EMISSIONS**

Consistently investing in improving production efficiency and energy consumption as the best way to reduce emissions.

**SUSTAINABILITY** We are Circular Economy



**Stainless steel is 100% recyclable indefinitely** 

**Stainless steel is a long lasting product** 

More than 90% of our melting production comes from recycled materials

#### **Constantly reducing our emissions**

We help other industries to reduce emissions (exhaust system, marine scrubber, water treatment plants...)

Acerinox joined the Circular Economy Pact and is committed to the target of being carbon neutral by 2050





## VALUE CREATION FOR ALL STAKEHOLDERS

