

# Q3 2022

Results presentation



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## Strong Contributor to the Circular Economy

Main KPIs performance







#### **WASTE REDUCTION**

TARGET 90% valorisation of waste by 2030 from 2020 baseline

Achieved 90% 77% 2020 2022 2030

## Already recycling 100% of:

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

#### **Environment**



#### **GHG EMISSIONS**

**TARGET 20% reduction** in GHG emissions intensity (Scope 1 & 2) by 2030 from 2015 baseline

20% Achieved 7% 2022 2015 2030



#### **ENERGY EFFICIENCY**

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

7.5% Achieved 0% 2015 2022 2030



#### WATER REDUCTION

#### Setting new targets

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

20% Achieved 18% 2015 2022 2030

#### Social



#### **SAFETY PERFORMANCE**

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

27% reduction vs FY 2021



Regardless of the production adjustments, that affected our efficiency in Q3, we maintain our long term commitment to our targets



## 9 Months 2022 an All Time Record Set of Results





EBITDA of 1.2 billion EUR 77% higher YoY and Net profit of 741 million EUR (+99% YoY) are both at an all time record level for a 9 month period

65 million EUR impairment of inventories



Attractive shareholder returns of 304 million EUR (14% of market cap)



Net debt / EBITDA LTM at 0.51x remains well under control

Net debt at 763 million EUR is stable YoY despite these large and exceptional cash outflows



Operating cash flow of 27 million EUR affected by 1.02 billion EUR NWC build and 241 million EUR of cash taxes

Million EUR	9M 2022	9M 2021	% 9M 22 / 9M 21
Melting production ('000 Mt)	1,792	1,992	-10%
Net Sales	6,996	4,769	47%
EBITDA	1,186	671	77%
EBITDA margin	17%	14%	
EBIT	1,039	537	93%
EBIT margin	15%	11%	
Results before Taxes and Minorities	1,009	504	100%
Results after Taxes and Minorities	741	373	99%
Operating cash flow (before investments)	27	184	-86%
Net Financial Debt	763	764	0%

## A Good Quarter in Weaker Market Conditions



### **Q3 Market** Highlights



Strong High Performance Alloys market



Stainless Steel:

- End of the restocking process
- Apparent demand weakening

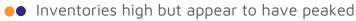


Cost inflation remains high





Imports started to decrease



- Stable base prices
- Section 232 remains in place

# Europe

- Flat products apparent demand decreased 22% QoQ
- Inventories above average
- Prices impacted by market conditions
- High energy costs
- Strong imports in the Quarter

## N<sub>O</sub>

- Lockdowns in China affected domestic demand
- Excess of production continued to put pressure on prices Asia
- Demand affected by multiple uncertainties

### **Q3 Acerinox** Highlights



#### Q3 Production down due to various factors:

- Seasonality
- Adjustment of production to demand
- Planned maintenance outages



**Q3 EBITDA** of 241 million EUR, in line with guidance after 65 million EUR inventory adjustment



**Stainless Steel** division posted a strong EBITDA of 202 million EUR



**HPA** posted EBITDA of 39 million EUR, the second best quarter in its history



Net Debt at 763 million EUR up 190 million EUR QoQ impacted by 189 million EUR shareholder returns, 213 million EUR NWC build, 140 million EUR cash taxes

## Q3 2022 EBITDA Lower QoQ but Still a Strong Number





**Weakness in apparent demand** once the restocking process was completed

**Q3 EBITDA of 241 million EUR**, in line with guidance, after 65 million EUR of inventory adjustment

-54% QoQ; -18% YoY

Operating cash flow of -50 million EUR

**Net debt increased** by 190 million EUR after 542 million EUR of exceptional cash outflows:

- Cash taxes 140 million EUR
- Shareholder returns 189 million EUR
- NWC 213 million EUR

Million EUR	Q3 2022	Q2 2022	Q3 2021	% Q3 22 / Q3 21	% Q3 22 / Q2 22
Melting production ('000 Mt)	502	622	648	-22%	-19%
Net Sales	2,175	2,535	1,703	28%	-14%
EBITDA	241	523	293	-18%	-54%
EBITDA margin	11%	21%	17%		
EBIT	192	473	247	-22%	-59%
EBIT margin	9%	19%	15%		
Results before Taxes and Minorities	186	456	235	-21%	-59%
Results after Taxes and Minorities	133	343	171	-22%	-61%
Operating cash flow (before investments)	-50	2	77	-	-
Net Financial Debt	763	574	764	0%	33%

## Stainless Steel figures Q3 2022



Million EUR	Q3 2022	Q2 2022	Q3 2021	9M 2022	9M 2021	% Q3 22 / Q3 21	% 9M 22 / 9M 21
Melting production ('000 Mt)	482	601	629	1,729	1,933	-23%	-11%
Net sales	1,838	2,232	1,493	6,075	4,190	23%	45%
EBITDA	202	481	272	1,082	625	-26%	73%
EBITDA margin	11%	22%	18%	18%	15%		
Amortization and Depreciation	-41	-41	-38	-120	-112	10%	8%
EBIT	160	439	234	958	512	-31%	87%
EBIT margin	9%	20%	16%	16%	12%		
Operating cash flow (before investments)	-62	120	65	203	188	-	8%



Margins impacted by significant inventory adjustment

Q3 EBITDA of 202 million EUR -58% QoQ, -26% YoY

**US**: volume reduction but **prices stable** 

**Europe**: energy prices skyrocketing; prices and volumes down

**Q3 Production down** due to various factors:

- Seasonality
- Adjustment of production to demand
- Planned maintenance outages

## High Performance Alloys figures Q3 2022





A strong and stable
performance demonstrating
the different cycle of HPA
relative to Stainless Steel and
highlighting the rationale for
the acquisition of VDM

Quarterly EBITDA of 39 million EUR -6% QoQ, +87% YoY

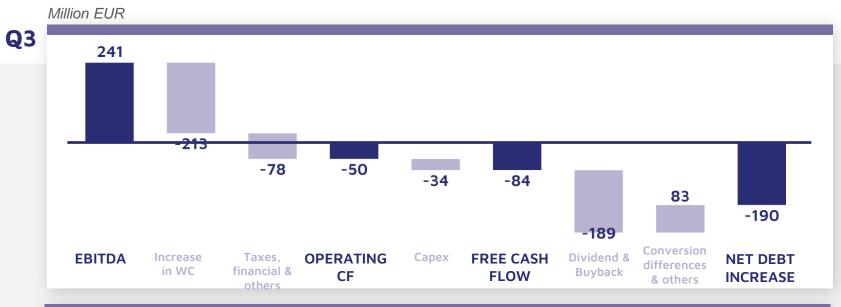
**Positive free cash flow** in the Quarter

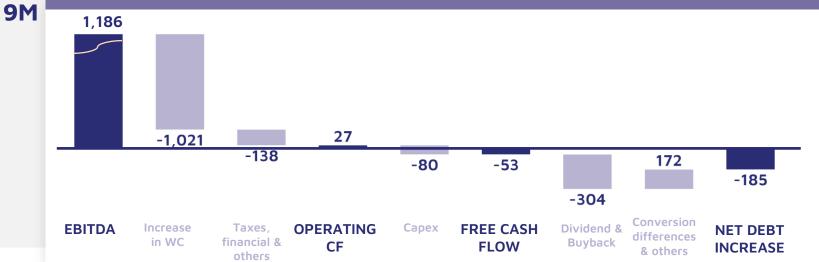
Million EUR	Q3 2022	Q2 2022	Q3 2021	9M 2022	9M 2021	% Q3 22 / Q3 21	% 9M 22 / 9M 21
Melting production ('000 Mt)	20	21	19	63	59	4%	8%
Net sales	337	303	211	921	579	60%	59%
EBITDA	39	41	21	104	47	87%	123%
EBITDA margin	12%	14%	10%	11%	8%		
Amortization and Depreciation	-6	-6	-6	-17	-17	6%	-3%
EBIT	33	36	15	87	30	118%	189%
EBIT margin	10%	12%	7%	9%	5%		
Operating cash flow (before investments)	12	-118	12	-176	-3	<b>7</b> %	-5,029%

## Q3 and 9M Cashflow impacted by Some Large and Exceptional



**Cash Outflows** 







Operating cash flow 27 million EUR in 9
Months and -50 million EUR in Q3 impacted
by exceptional cash outflows (WC build,
cash taxes and shareholder returns)

Cash taxes are a lagging effect of strong earnings

CAPEX marginally increased QoQ

We have once again demonstrated our **commitment to strong shareholder returns** (at 14% of current market cap in 2022) while maintaining a very robust balance sheet

**Net debt stable vs Sep 2021** despite some temporary cash flow headwinds

## **Conclusions & Outlook**





Geopolitical risks are causing huge global uncertainties



Market conditions weakened in stainless steel once the restocking process was completed



Visibility remains low but we keep focus on controlling the controllables and flexible capital allocation



Regardless of weaker and far more challenging market conditions, our results remain resilient



**Diversification through HPA** 

creates growth opportunities and stabilises Group earnings



Our focused and flexible capital allocation policy has allowed us to retain a very robust balance sheet whilst paying out **significant** shareholder returns



**NWC** is expected to commence its reversal in Q4 leading to an even stronger balance sheet position going forward



Q4 EBITDA to be lower than Q3 but strong operating cash flow expected

Our self belief in the strength and future of Acerinox has driven our decision to increase the dividend

## Acerinox: in the best shape in its history





06

**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 supply chain issues continue to make imports less attractive



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



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



Long term prospects continue to improve in Stainless Steel and HPA through numerous structural changes in demand driven by the circular economy and energy transition



All in all, we believe that the current performance and the long term prospects of Acerinox are nowhere near reflected in the share price





# Q3 2022

Results presentation



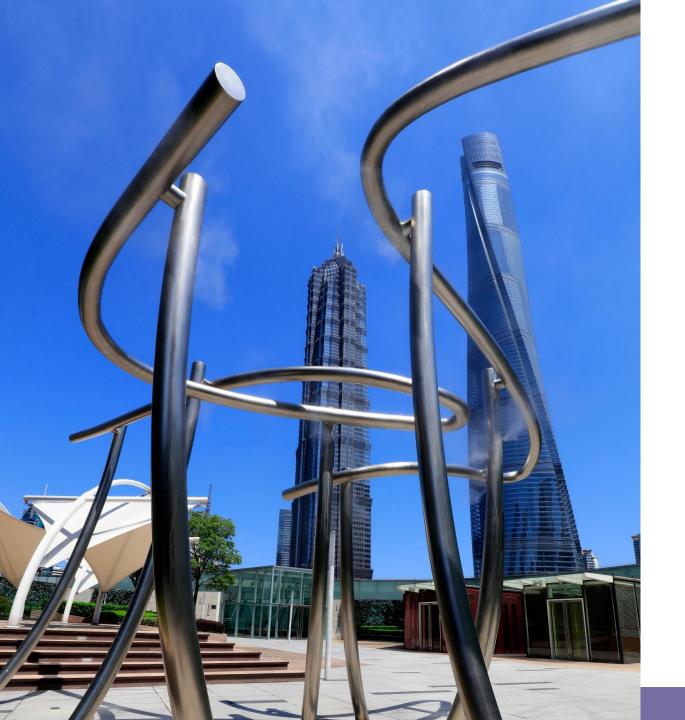


# Acerinox investment case

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



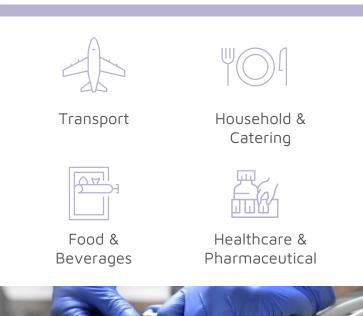


Source: SMR, ISSF & Acerinox | 2020 excluded due to impact of Covid-19

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

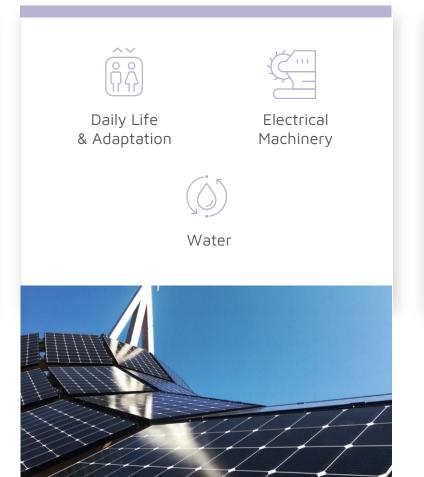


### Acerinox is present in every aspect of life





## 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**



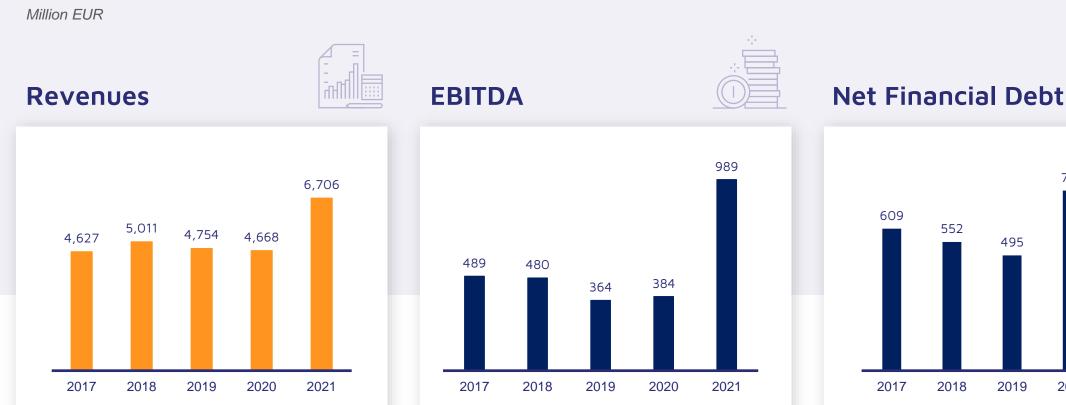
6.8 Years average Director tenure

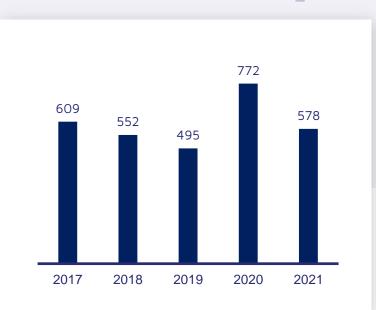
- The 4 independent committees are: Audit, Sustainability, Remuneration and Governance, and the Executive committee.
- Risk is managed through a separate and specific unit, which reports to the Audit and Sustainability committees.

- 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

## 9 Months 2022 an All Time Record Set of Results





**EBITDA** of 1.2 billion EUR 77% higher YoY and **Net profit** of 741 million EUR (+99% YoY) are both at an all time record level for a 9 month period

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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

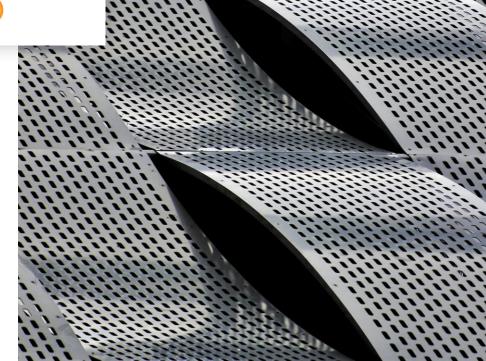
(2021: 0.58x)



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

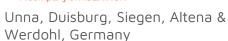
Cold Rolling Shop

## High Performance **Alloys Division**

#### **VDM** Metals







New Jersey & Nevada, USA

#### Flat product

- Melting Shop
- Hot Rolling Shop
- Cold Rolling Shop

#### Long product

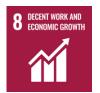
- Hot Rolling Shop
- Finished Product

## 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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