

### **2020 half-year results**

#### **Christel BORIES** Chairman and CEO

30 July 2020

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**Conclusion and outlook** 



## Strong impact of the crisis on the Group's end markets: drop in metal prices and aerospace crisis (~€350m EBITDA impact)

#### Deteriorated price environment, o/w:

- -22% on average for manganese ore<sup>1</sup> prices
- -10% on average for ferronickel'<sup>2</sup> prices, due to significant discount to LME in H1 2020 (zero in H1 2020)
- -8% and -3% on average for refined and standard manganese alloys'<sup>1</sup> prices, respectively

#### A&D hard hit by aerospace crisis

- Cancellation of 33% orders in the aerospace business
- FCF of **-€156m** in H1 2020



EBITDA impact vs H1 2019

#### **European and US steel decline**

Swift adjustment of manganese alloys plants production (-20% to 30% in May-June)

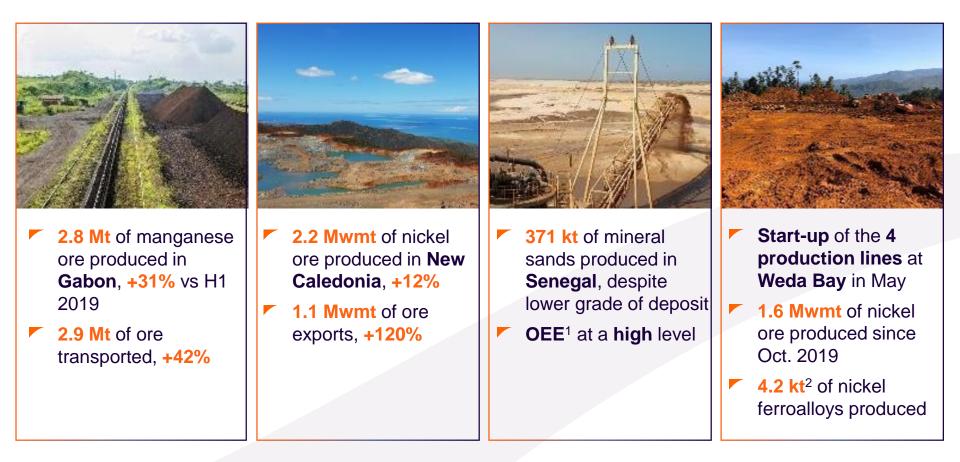
-€25m EBITDA impact vs H1 2019



<sup>1</sup> CRU index: manganese ore CIF China 44% ; MC FeMn (Europe) ; SiMn (Europe) <sup>2</sup> Eramet calculation based on average LME prices

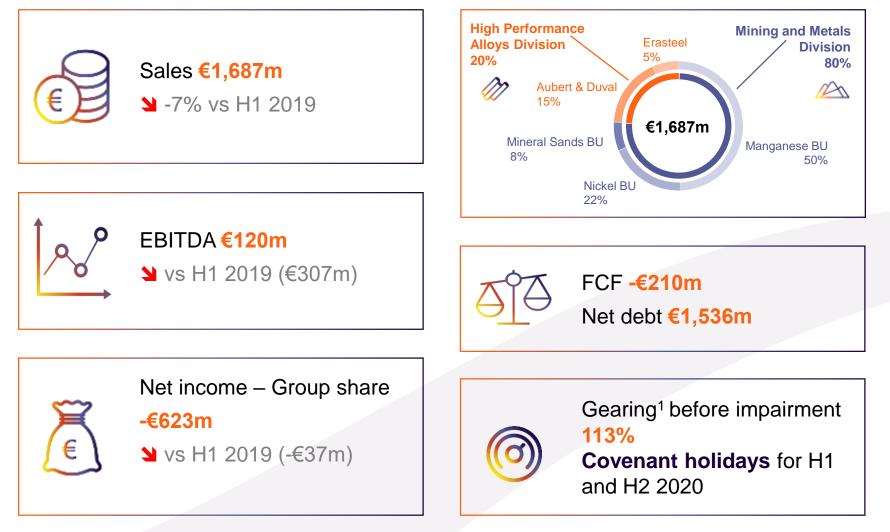
# Excellent operating performance of the mining activities in H1 2020, confirming the success of the organic growth strategy

c.€120m of intrinsic progress in H1 2020 vs H1 2019, despite the sanitary crisis





## EBITDA drop ; net income further penalised by impairment charge due to crisis (€284m) & lithium project mothballed (€142m)





## Covid-19: swift adaptation to ensure business' continuity at mines and plants

#### Eramet fully mobilised to face the Covid-19 situation

- Protecting employees and their families as well as local communities: Group's top priority
- Strict application of sanitary protocols,
- Specific sanitary expenses in Gabon, Senegal and France

#### **Eramet solidarity plan**

- **c.€10m** to **fund combat against the spread** and pandemic consequences in all Eramet locations
- Consistent with Eramet's strategy for **local communities** (€13m/yr spent on average)
- **Transgabonese railway pivotal** in supporting local communities in Gabon



Solidarity action towards local populations, Setrag, Gabon

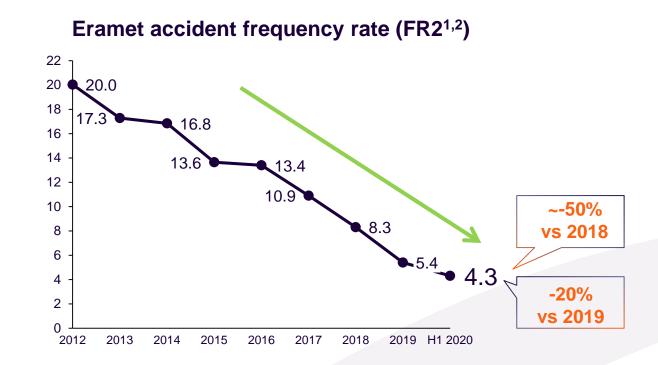




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## Further strong decline in accident frequency rate in H1 2020, but still too many severe accidents



Continued push of management in daily operations for safety routines:

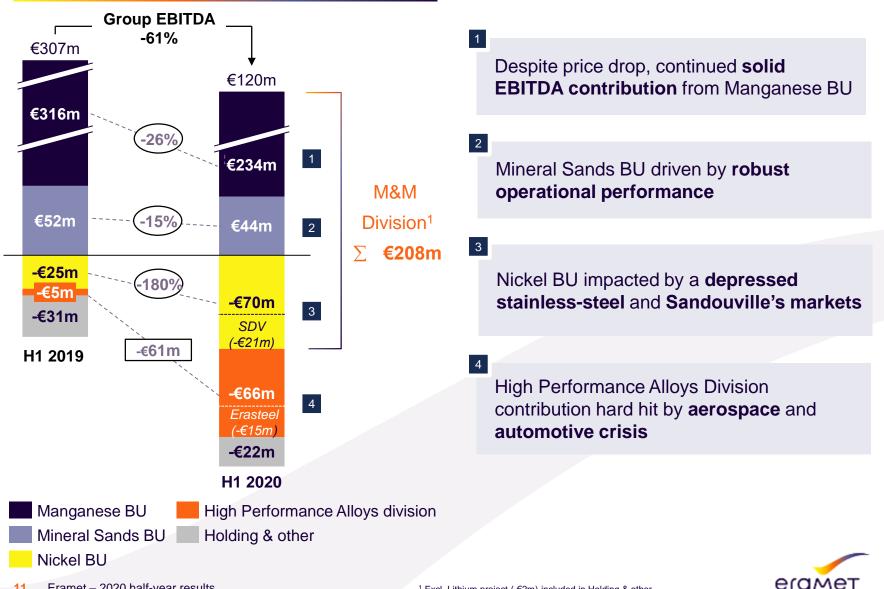
- Focus on risk analysis, prior to any action
- 1 fatal accident at subcontractors in H1 2020:
- Continued roll-out of Essential Safety Requirements to avoid severe accidents, particularly at subcontractors



## **Financial results**



### **Robust contribution of Manganese and Mineral Sands** activities in H1 2020



## EBITDA strongly affected by decline in metal prices and aerospace crisis, despite significant operating progress in mining activities

€m	H1 2020	H1 2019
Sales	1,687	1,809
EBITDA	120	307
% Sales	7%	17%
Current operating income	(32)	169
% Sales	n.a.	9%
Net income – Group share	(623)	(37)

€m	30/06/2020	31/12/2019
Net debt (Net cash)	1,536	1,304
Shareholders' equity	982	1,639
Gearing before impairment (Net debt-to-equity ratio, incl. IFRS 16 impact)		78%
ROCE (COI / capital employed <sup>1</sup> for previous 12 rolling months)	n.a.	12%



### Net income further penalised by the accounting of a nonrecurring expense of €459m

€m	H1 2020	H1 2019
Sales	1,687	1,809
Current operating income	(32)	169
Other operating income and expenses	(459)	(25)
o/w Provisions on asset impairment tests 1	(381)	(0)
Lithium project 2	(45)	(11)
Financial result 3	(82)	(54)
Share in income from associated companies	7	(4)
Pre-tax result	(566)	90
Income tax 4	(73)	(101)
Net income	(639)	(16)
o/w Minority interests' share	(16)	21
Net income – Group share	(623)	(37)



In addition to €97m of impairment, non-recurring expenses (€45m) related to costs to terminate contracts and mothball project

-€28m vs H1 2019, of which -€12m increase in interest charges

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-€28m decrease, mainly related to taxes in Gabon and Norway



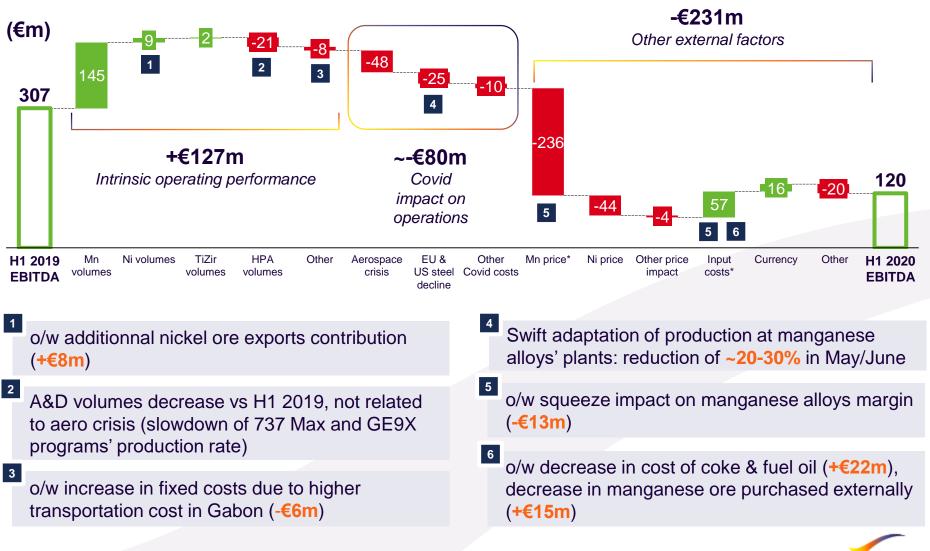
### Income highly sensitive to metal prices

SENSITIVITIES	Change	Annual impact on EBITDA (+/-)
Manganese ore prices (CIF China 44%)	+\$1/dmtu	c.€175m¹
Manganese alloys' prices	+\$100/t	c.€60m¹
Nickel prices (LME)	+\$1/lb	c.€100m¹
Nickel ore prices (CIF China 1.8%)	+\$10/wmt	c.€15m¹
Exchange rates	-\$/€0.1	c.€140m
Oil price per barrel	+\$10/bbl	c.€(20)m¹





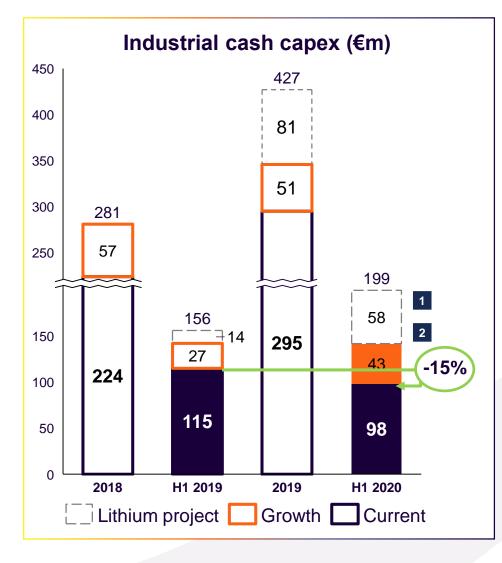
# Positive intrinsic operating performance more than offset by lower prices and Covid impact on operations





### **Decrease in current capex by -15% in H1 2020**

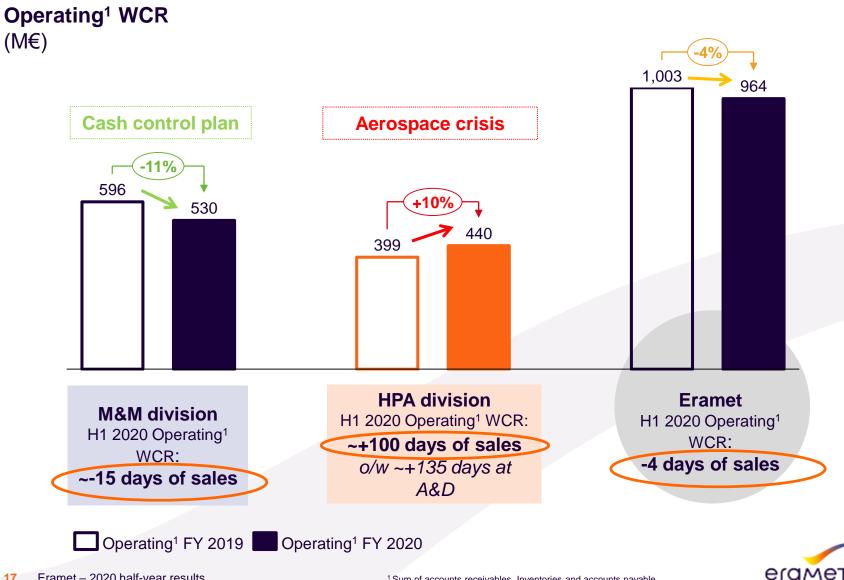
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- Strict control over capex as part of 2020 cash control plan
- Current Capex down -15% at €98m
  - Safety & environment (19%), Productivity (28%)
  - Maintenance (59%) of industrial equipment
- Q1 early capex related to Lithium project mothballed in April (€58m)
- H1 growth Capex to support fast pace cash contributive organic growth, o/w:
- ✓ €25m related to manganese ore volume growth at Comilog
- ► €14m related to Setrag Renovation 2016-2023 programme

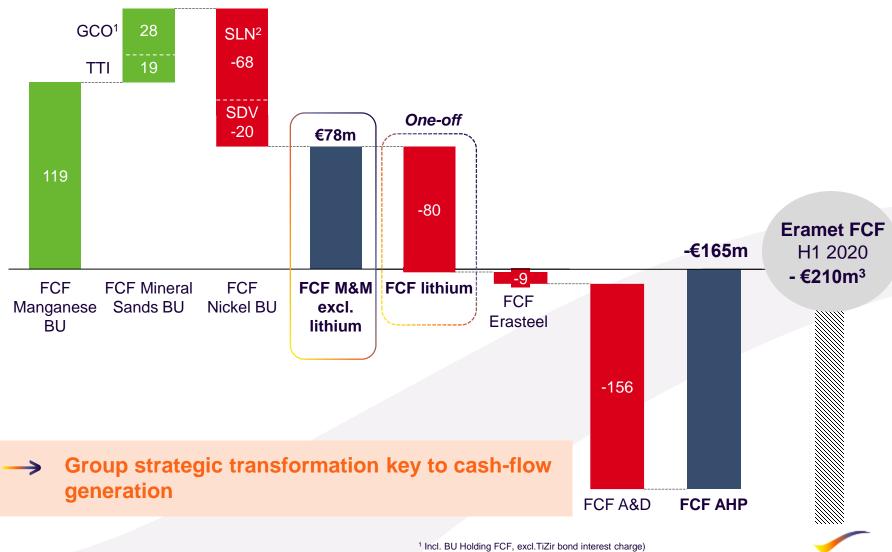


### Stable operating<sup>1</sup> WCR (in days) at Group level thanks to efficient cash control plan, balancing aerospace crisis impact



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### H1 2020 M&M FCF break-even, including lithium FCF impact



Incl. BU Holding FCF, excl. I/2ir bond interest charge)
Incl. BU Holding FCF
Incl. -€31m of Group Holding FCF and -€13m of Tizir Bond interest charge

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#### Increase in net debt, reflecting A&D's negative FCF despite significant cash generation efforts

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2020 early capex (€58m) and cash expenses related to lithium project (€23m)

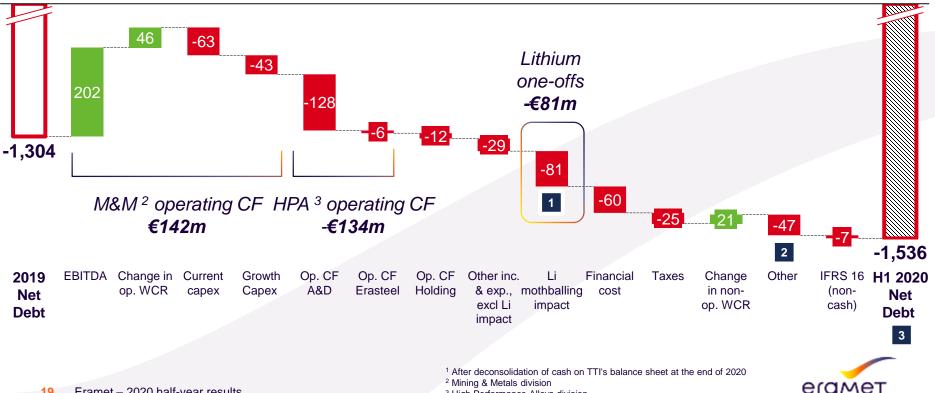
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o/w €23m drawdown of Eramet shareholder's loan to holding company of PT Weda Bay Nickel

Proceeds from sale of TTI plant estimated at \$250m<sup>1</sup>, still subject to regulatory approvals ; not included in Net Debt as of 30 June 2020

(€m)

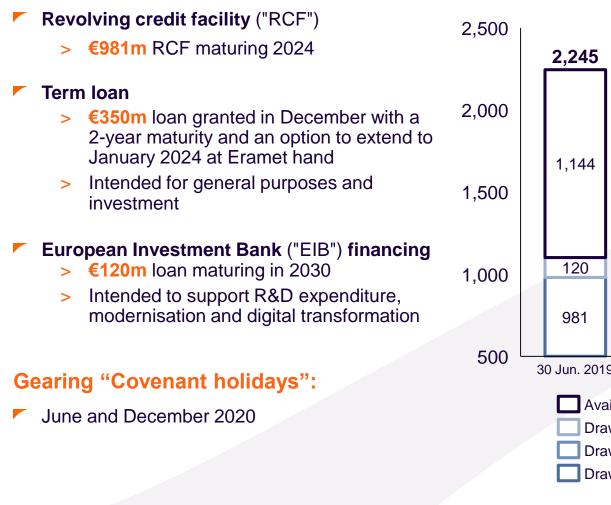


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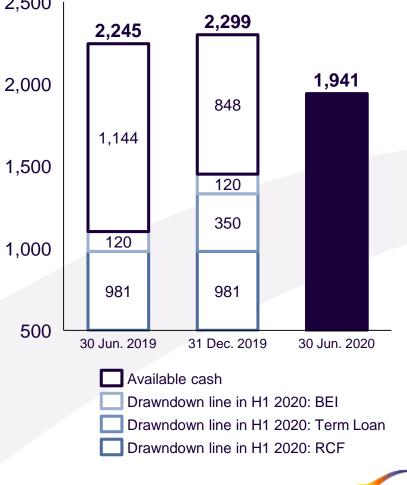
<sup>3</sup> High Performance Alloys division

### High cash position at €1.9bn

Drawn down lines as of 30<sup>th</sup> June 2020:



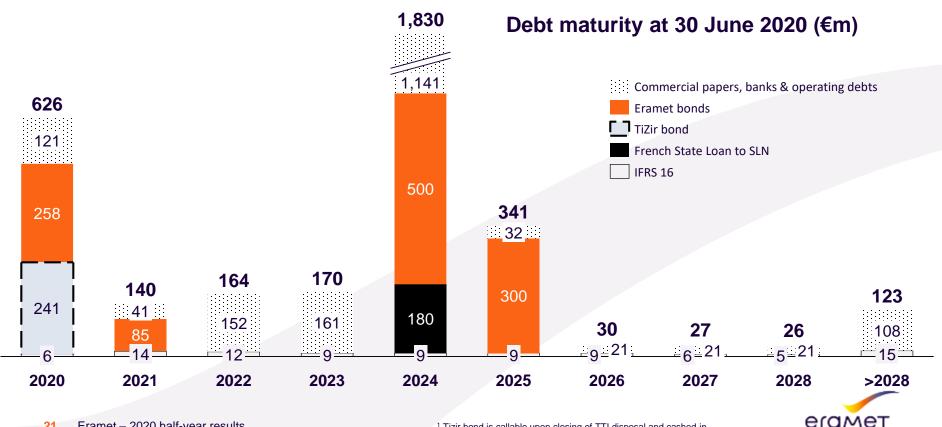
Group financial liquidity (€m)



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### No major debt maturity within the next 3 years

- Group gross debt at €3,477m at 30 June 2020
- Average maturity of Group's debt : 3 years; c. 80% at a fixed rate
- **Tizir Bond maturity anticipated in 2020** (subject to transaction completed by year-end) vs initial maturity in 2022<sup>1</sup>
- €1,1Md€ in 2024 include repayment of credit lines draw down in H1 2020



## Operational performance

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### Mining and Metals division



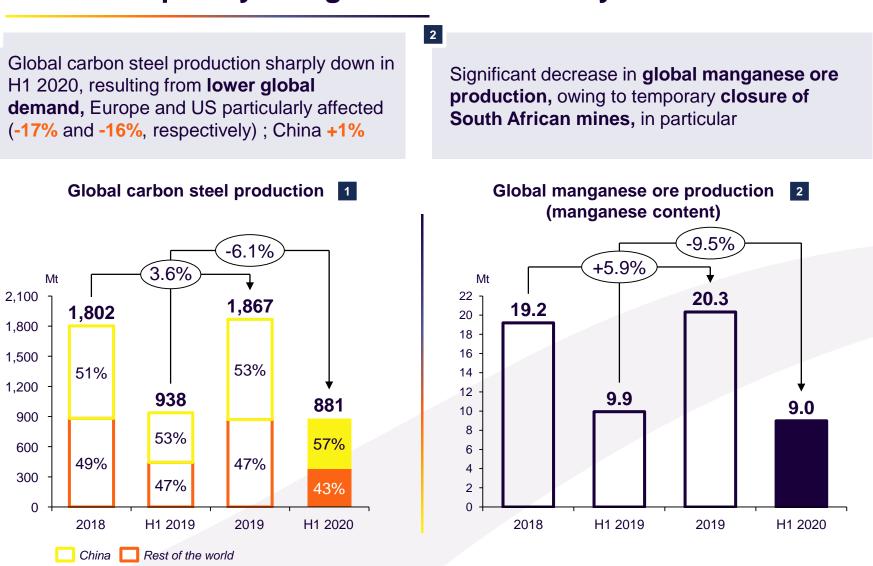


## Manganese BU



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### Pandemic strongly affecting global carbon steel market, and consequently manganese ore and alloys demand

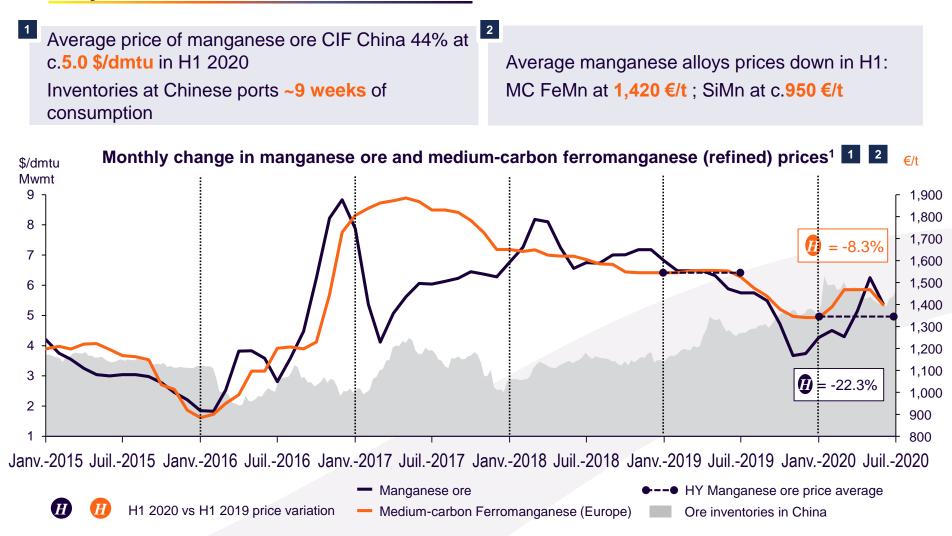




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Mn ore prices temporarily supported by mines' lockdown at key industry players in Q2; prices down to ~USD 4/dmtu in July







## Manganese ore volumes produced in Gabon up +31% to 2.8 Mt in H1



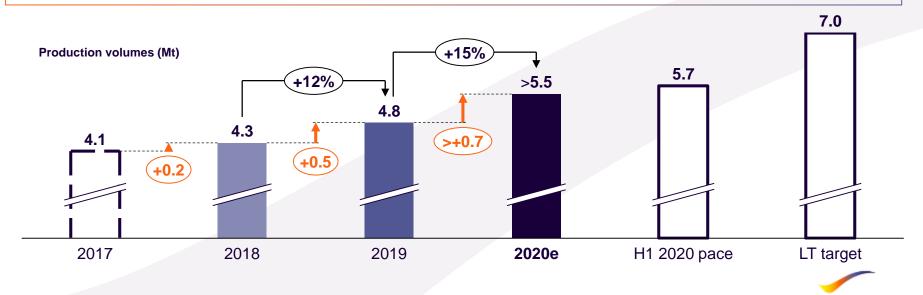
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#### Setrag's outstanding performance

- Boosted by significant operating performance milestones
- Volumes transported up +42% to 2.9 Mt, at a pace of 5.7 Mt/yr
- External sales volumes up ~+50% to 2.4 Mt

#### **Comilog & Setrag : fast cash value-creation growth dynamic**

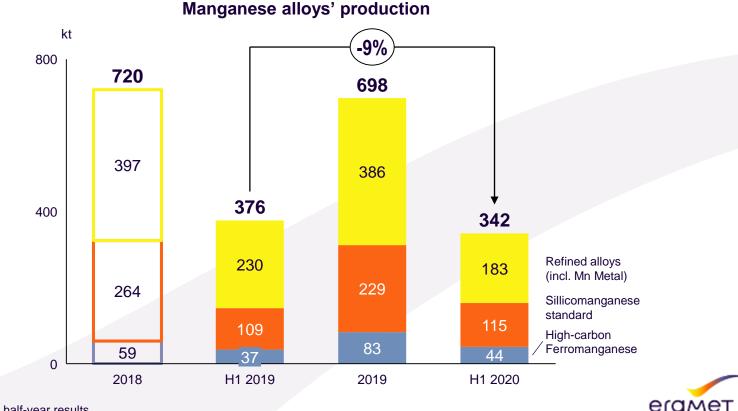
- Limited additionnal Capex to support further growth options (€85m estimated for 2020, o/w €25m in H1)
- F +€120m of FCF over the past 18 months, thanks to increasing manganese ore volumes



### Decrease in Eramet manganese alloys production limited in H1, thanks to new market share gains

Manganese alloys production down in a declining steel market, particularly Europe and the US (lower demand -17% and -16%, respectively)

- Limited decrease in sold volume (-6%) thanks to new market share gains outside Europe
- **Swift response in production adjustment** at plants (Norway, USA, Gabon and France)



### Nickel BU

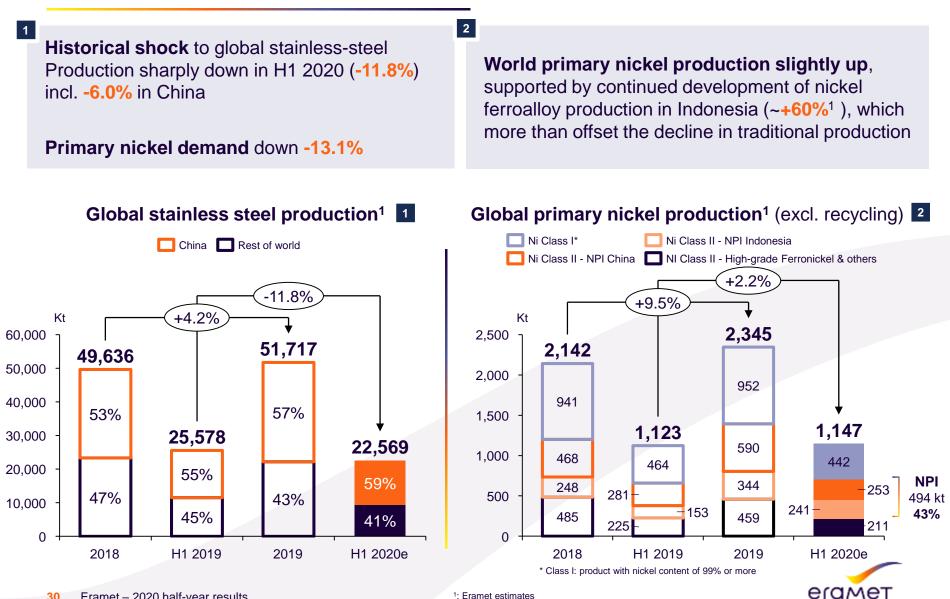
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### Historical decline of global stainless steel production resulting from the pandemic





# Current LME prices do not reflect market fundamentals, hence discount in FeNi selling price



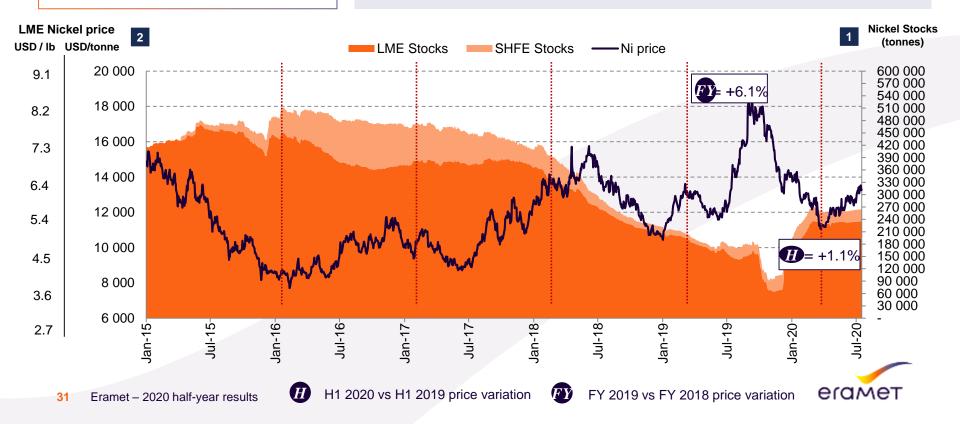
Lower demand and stable production resulting in oversupply of around 110kt of nickel in H1 2020 LME and SHFE inventories up vs. low levels at end-2019 to reach 260 kt at end-June (~9 weeks of consumption)

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H1 2020 average LME prices at \$5.65/lb (\$12,455/t), up ~+1%

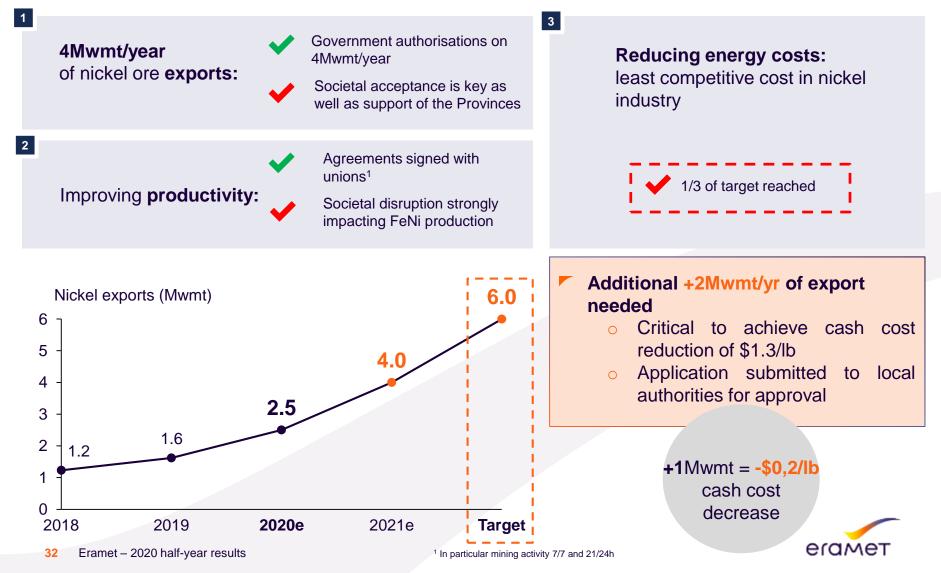
Ferronickel prices down -10% in H1, reflecting a discount to LME (zero in H1 2019)



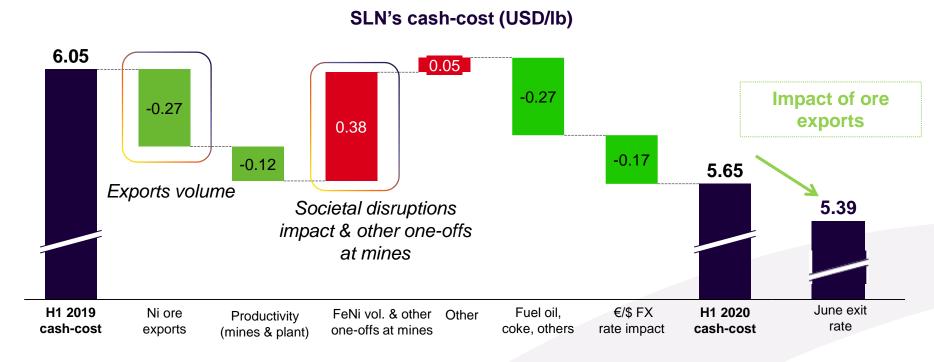
# SLN rescue plan being challenged, but achievable if all conditions are met



#### SLN rescue plan based on 3 requirements to reduce cash cost



# Average cash-cost down 7% in H1 2020, commitment of all stakeholders still critical



#### Cash-cost : USD 5.65 /Ib on average in H1 2020 ; breakeven cost at USD 6.19/Ib

At end-June, only €74m remaining undrawn out of the €525m in loans granted by Eramet and the French govt. in 2015 and 2016

**Speed-up** of SLN rescue plan **critical**, together with **commitment of all** stakeholders





### Mineral sands BU

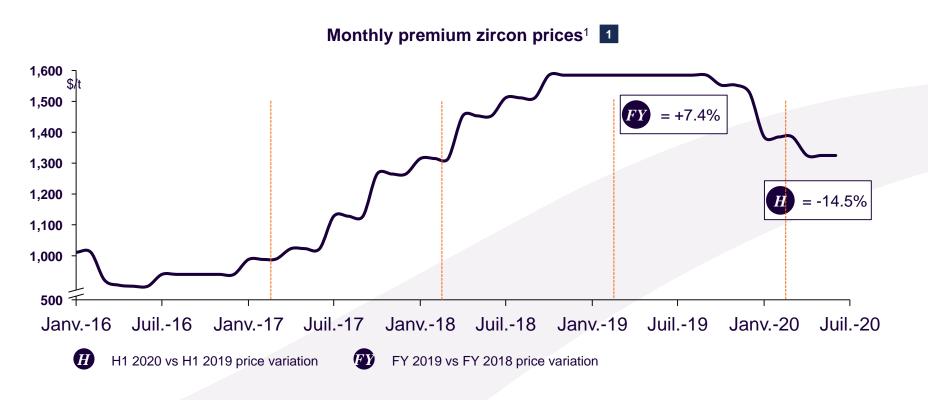


### Ti

### Zircon prices down 15 % in H1 2020

Average **price of zircon** reached **USD 1,355/t** in H1 2020, down -15 %

**Global demand** for zircon **down** reflecting trends in ceramics market, strongly impacted by pandemic **Strong decrease in production** resulting in supply/demand balance in **oversupply** 





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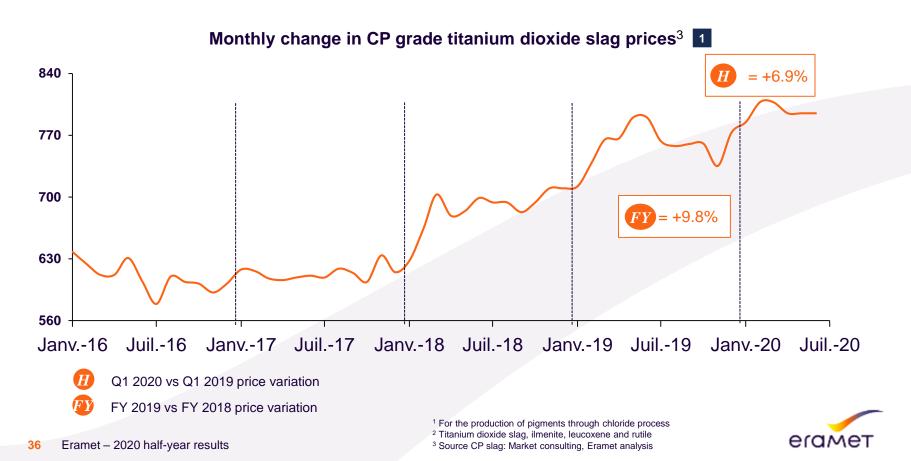
# Robust CP slag prices in H1, despite pandemic affecting pigment end-markets



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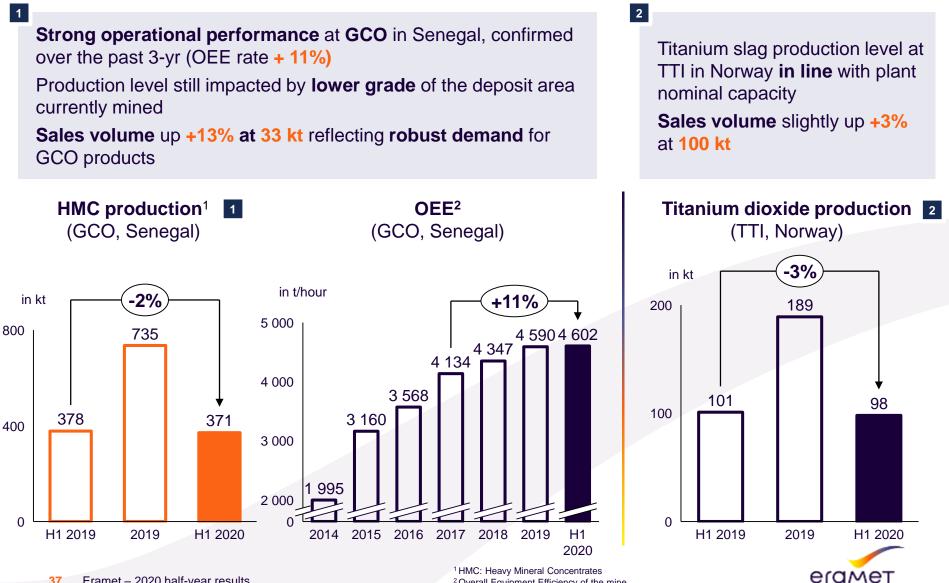
Average price of CP<sup>1</sup> grade titanium slag up +7% at USD 798/t in H1 2020 Nevertheless, global demand for Tio2 pigments, the main end-market for titanium products<sup>2</sup>, also contracted sharply, impacted by the pandemic

As global production remained strong in H1, oversupply is expected in 2020



### Strong operational performance of mineral sands activity





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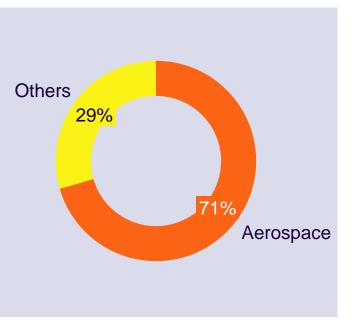
<sup>2</sup>Overall Equipment Efficiency of the mine



### **High Performance Alloys division**

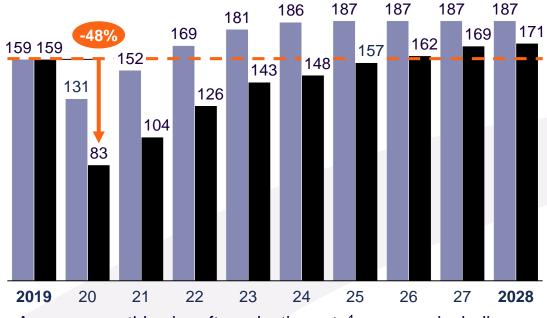


# After brutal market impact in H1, current consensus for aerospace forecasts a return to 2019 volumes by 2025 only



Aerospace: ~70% of A&D sales

**Global aerospace market down ~50% in 2020**, *incl. pre-Covid Boeing 737 production cuts* 

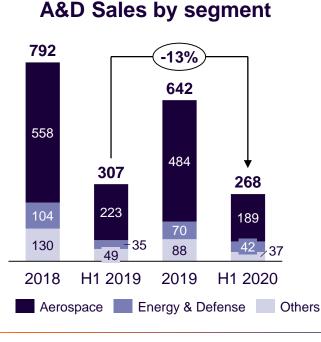


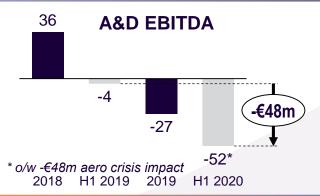
Average monthly aircraft production rate<sup>1</sup> per year, including single aisles, wide-bodies and regional jets

Pre-Covid Post-Covid

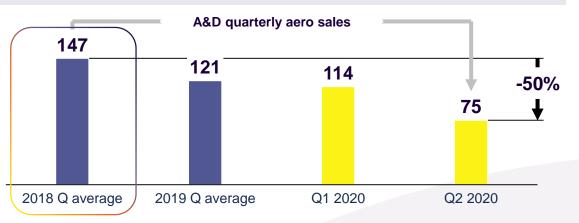


# Huge impact of the crisis on A&D financials, already weakened by quality non-conformities





Q2 aero sales down **-50 %** on 2018 quarterly average before impact of quality non-conformities



EBITDA significantly down at -€52m, reflecting cost structure (~60% of fixed costs)

FCF at -€156m (affected by brutal slowdown of aerospace supply chain leading to higher operating WC)

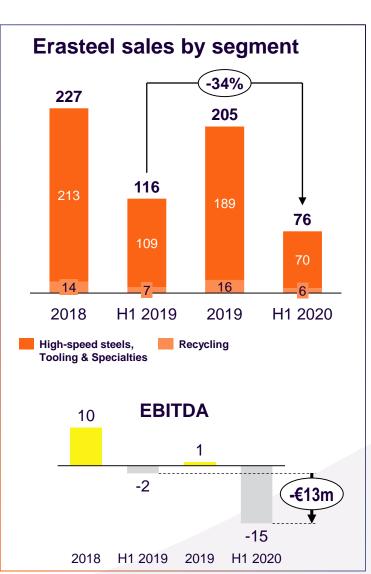
**Specific action plan** to limit cash burn: substantially reduce raw material supplies, cut temporary workers (-50% already achieved), obtain partial unemployment compensation (€9m), deliver more effective collection of overdue trade receivables....

~-20% decrease in A&D sales expected in 2020 Significant overstaffing at A&D that needs to be addressed



# Erasteel: crisis impact mitigated in H1 thanks to specific action plan on cash





Sales down -34 % affected by downturn in automotive market, accounting for ~ 50 % of sales:

Resilience of order intake of high-end products made out of powder metallurgy, Erasteel being market leader

EBITDA significantly down at -€15m, despite swift action plan to mitigate crisis effect:

- Specific commercial action to limit order cancellation or postponement
- Most costs flexed to lower volumes including staff and maintenance costs
- Lower raw materials consumption, following adjustment of melting activity
- Shutdown of recycling business until mid-May

FCF at -€9m, reflecting operating WC improvement (-29 days in terms of number of sales).

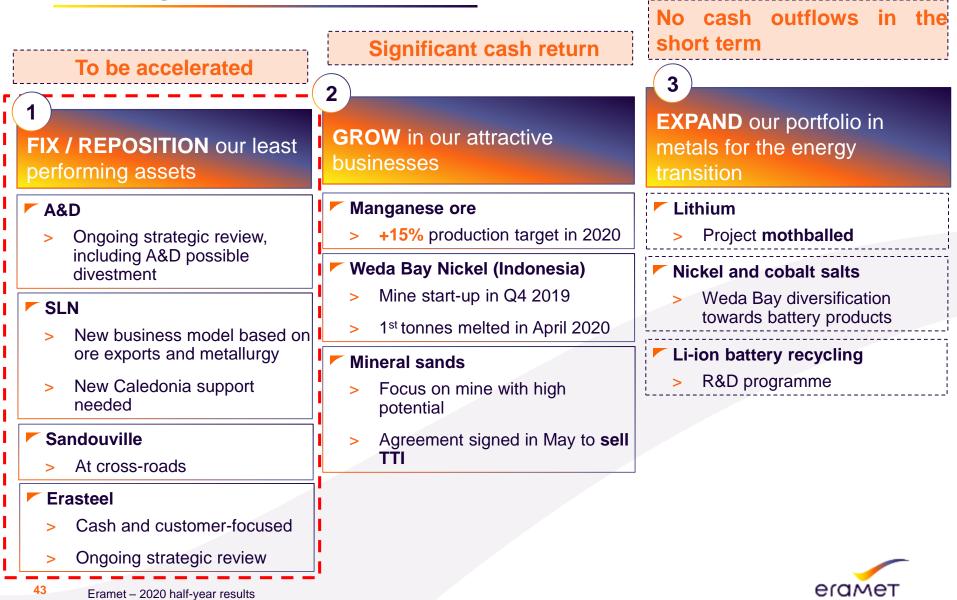


# Strategic transformation

1<sup>st</sup> metal tapping at Weda Bay's nickel ferroalloys plant



# Acceleration of recovery or repositioning of least performing assets critical in light of current crisis: ongoing strategic review including A&D possible divestment



### **CSR** commitment: ongoing improvement of performance

#### CSR strategy: moving forward on the 2018-2023 Roadmap

- 13 medium-term objectives monitoring with results published on annual basis
- Significant progress recognised by Global Compact 'Advanced-level Communication on Progress'

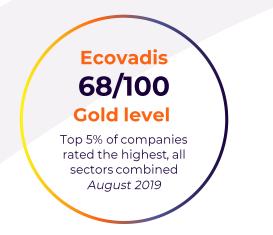
Improved non-financial ratings in FY19, confirmed by new 2020 ISS ESG Rating



**ISS ESG Corporate rating** - June 2020

- Awarded Prime status for first time
- First decile in the ISS ESG Mining and Metals industry group
  - **Overall rating** of **B** compared with 2017 rating of C







# Conclusion & outlook



# Acceleration of strategic transformation more essential than ever to go through the crisis

Still a highly volatile and uncertain environment, all sectors of activity combined

In order for the Group to bounce back as soon as the global economic situation becomes more favourable:

- Strict cash control
- Options of organic growth with short term payback in mining activities
- Strategic review of least performing assets, including possible A&D divestment

#### **EBITDA guidance for 2020 still suspended**



Weda Bay's nickel mines, island of Halmahera, Indonesia

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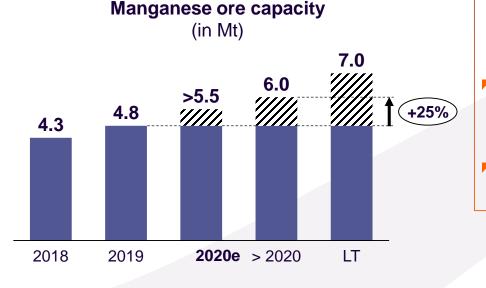
# Appendices

# New modular approach for brownfield expansion of Moanda manganese ore operations



#### A HIGHLY COMPETITIVE MINE IN GABON

- Operated by Comilog for 50 years
- Strong quality high-grade oxide commercial ore 46%
- Deep reserves of 269 Mt representing several decades, allowing a long term target of 7Mt production
- Strong cash flow generation



#### A NEW MODULAR EXPANSION

- Enhance production of the Bangombé plateau through dry processing
  - > €51m of early works cashed out in 2019
- New modular approach with progressive and flexible development
- Upcoming opening of new Okouma plateau, boosted by dry processing
  - production capacity up c.25% to c.6 Mt
  - ► €85m cash capex estimated in 2020, o/w €25m already expensed in H1
- **Continuing railway line renovation**: already +70% transport capacity achieved since end-2016
- Strong commitment to E&S: employment, biodiversity, water



### Weda Bay: highly competitive nickel ferroalloys production in Indonesia, 4 production line operational since May

#### MINING & METALS BUSINESS MODEL

#### Weda Bay Nickel business model balanced in 2 activities: mining and metallurgy

- One of the largest nickel oxidised deposits in the world
- First mining production started in October **2019** to supply several metallurgical plants on Halmahera island, o/w JV plant
- 1.6 Mwmt of nickel ore produced since Oct. 2019

#### Ongoing nickel ferroalloys JV plant rampup, ahead of schedule

- Key milestone: 1<sup>st</sup> metal tapping in April
- Gradual ramp-up: target to reach nominal capacity in H2
- No capex for plant construction for Eramet

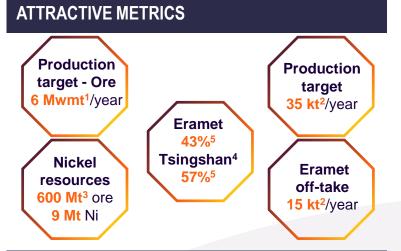
<sup>1</sup> Mwmt: million of wet metric tons (production) <sup>2</sup> In nickel content in nickel ferroalloys

<sup>3</sup> Mt: million of dry metric tons (resources)

<sup>5</sup> % held in Strand MineralsPte Ltd. <sup>4</sup> #1 global stainless steel producer Nickel (see 2019 URD)



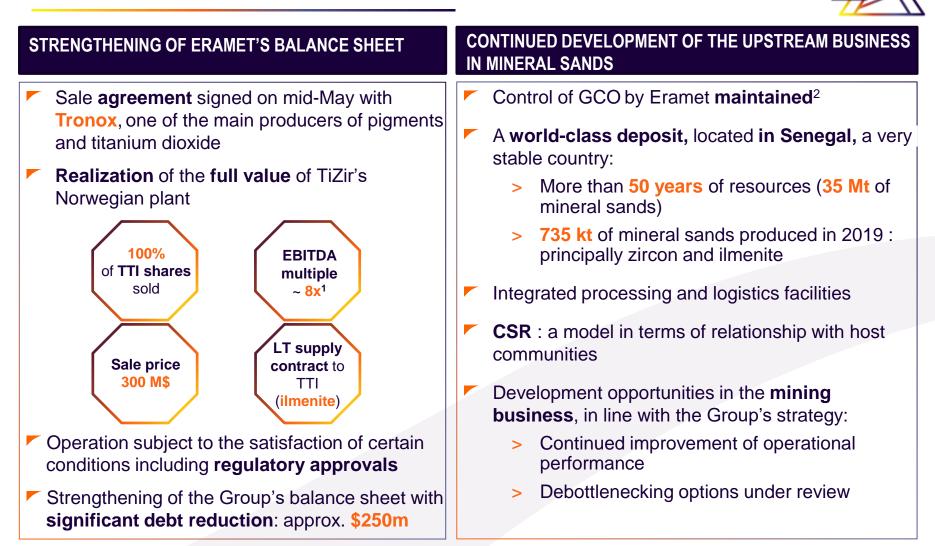
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#### **HIGHLY COMPETITIVE NICKEL FERROALLOYS PRODUCTION IN INDONESIA**



# Agreement for the sale of TiZir's Norwegian plant, announced on May 14th, regulatory approvals still ongoing



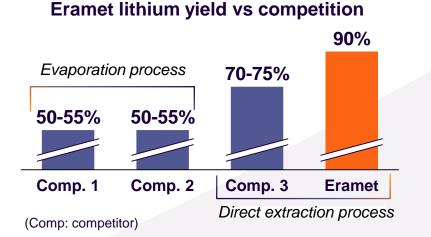


### Lithium project in Argentina: currently mothballed



#### HIGHLY VALUE-ACCRETIVE PROJECT

- Long life low cost and scalable project, c.10 Mt LCE<sup>1</sup> drainable resources, c.50 years of resources
- Battery grade lithium carbonate production (24 kt LCE<sup>1</sup>)
- 1<sup>st</sup> quartile cash-cost (\$3.5k/t) amongst the best in the industry
- Pilot plant on site (operating in real conditions since December 2019) to continue its activity in order to finish collecting the process results



#### STATUS UPDATE: PROJECT MOTHBALLED

- April 2020: decision not to engage the construction of the lithium production plant
  - Considerable uncertainty in the global economy due to current crisis
  - In such context, cash preservation measures to be strengthened and accelerated
- As a result, in 2020:
  - > Expense of c. €142m, incl. an asset impairment charge (€97m)
  - > Cash outflows of c. €80m, incl. cash capex (€58m)
- All measures taken to allow a restart in the best conditions when possible



In €m	H1 2020	H1 2019
Sales	839	904
EBITDA	234	316
COI	179	271
Cash Capex	82	91
Operating cash flow	137	154
FCF	119	40



In €m	H1 2020	H1 2019
Sales	366	346
EBITDA	(70)	(25)
COI	(114)	(70)
Cash Capex	18	10
Operating cash flow	(45)	(48)
FCF	(88)	(77)



In €m <sup>1</sup>	H1 2020	H1 2019
Sales	139	139
EBITDA	44	51
COI	23	30
Cash Capex	6	4
Operating cash flow	51	41
FCF	34	22



<sup>1</sup> Full consolidation of Mineral Sands activity as of 1<sup>st</sup> July 2018, following the acquisition of shares in Mineral Deposits Limited, an Australian company that held a 50% stake in TiZir.

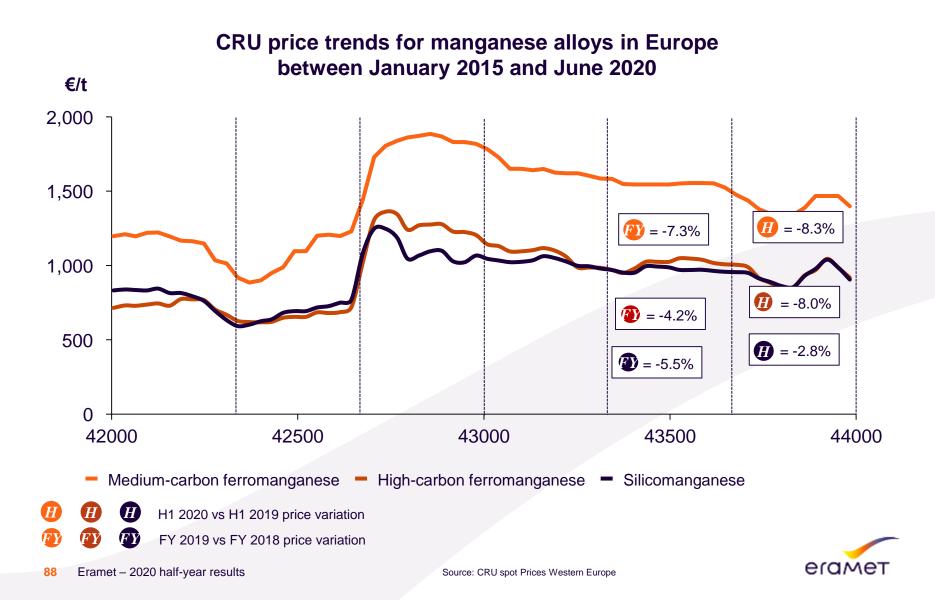
### **High Performance Alloys Division - Key figures**

#### **A&D and Erasteel**

In €m	H1 2020	H1 2019
Sales	345	423
EBITDA	(66)	(5)
COI	(93)	(27)
Cash Capex	26	29
Operating cash flow	(134)	(85)
FCF	(164)	(76)



# CRU price trends in manganese alloys (refined and standard) in Europe

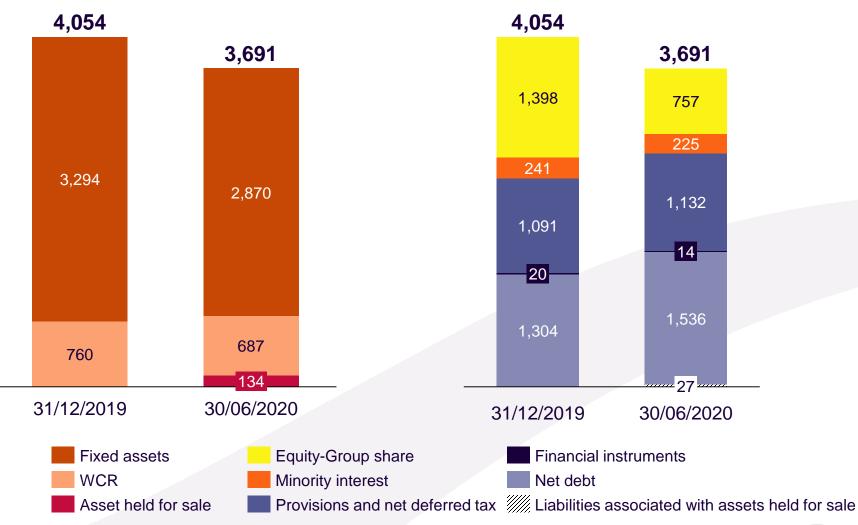


### **Cash-flow table**

€m	H1 2020	H1 2019	FY 2019
Operating activities			
EBITDA	120	307	630
Cash impact on items under EBITDA	(178)	(142)	(420)
Cash from operating activities	(57)	165	210
Change in WCR	67	(172)	(124)
Net cash generated by operating activities (1)	10	(7)	86
Investment activities			
CAPEX	(162)	(131)	(455)
Other investment flows	(56)	(27)	11
Net cash from investment activities (2)	(220)	(158)	(444)
Free Cash Flow (1) + (2)*	(210)	(165)	(358)
Cash from equity operations	(3)	(45)	(117)
Impact of changes in exchange rates and in accounting methods	(17)	(1)	(6)
(Increase) / Reduction in net debt	(230)	(211)	(493)
(Adjusted net debt) at start of period <sup>1</sup>	(1,304)	(811)	(811)
(Net debt) at close of period	(1,533)	(1,022)	(1,304)



### **Group Balance Sheet at 30 June 2020**



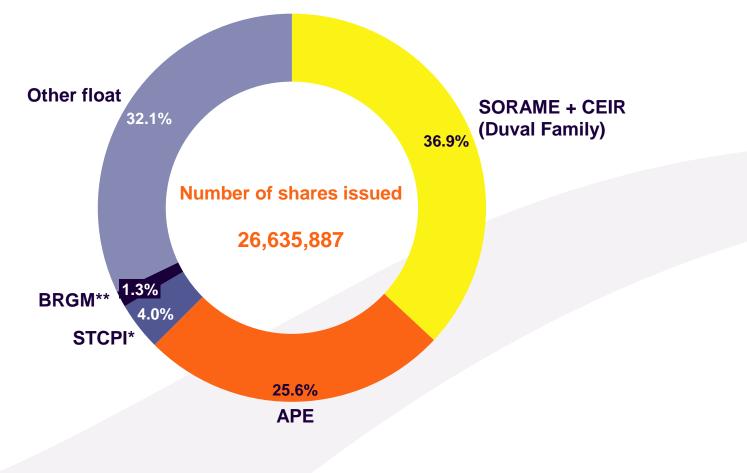


### **Bond maturities**

€m	Currency	Initial amount	Amount at 30/06/2020 (in m)	Initial Maturity date	Coupon
2013 bond issue	€	525	234	Nov-2020	4.50%
2016 ODIRNAN bond issue	€	100	97	perpetual	4.00%
TiZir bond renewal - July 2017	USD	300	270	July-2022	9.50%
September 2017 bond issue	€	500	500	February 2024	4.20%
November 2019 bond issue	€	300	300	May-2025	5.88%



### Shareholding at 30 June 2020



Geological Survey Office

\* STCPI (Société Territoriale Calédonienne de Participation Industrielle): entity owned by the New Caledonian provinces \*\* BRGM (Bureau de Recherches Géologiques et Minières): the French



### CONTACTS

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